

## 3<sup>rd</sup> Q. 2020 Report

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### Single Family Homes

# SOLD Jan-Sept. 2004: **442**

Median Recorded Sales Price: **\$405,000**

Med. \$/sq.ft: **\$190** Avg. \$/Sq.Ft: **\$206**

# SOLD Jan-Sept. 2005: **479**

Median Recorded Sales Price: **\$522,000**

Med. \$/sq.ft: **\$244** Avg. \$/Sq.Ft: **\$268**

# SOLD Jan-Sept. 2006: **313**

Median Recorded Sales Price: **\$600,000**

Med. \$/sq.ft: **\$292** Avg. \$/Sq.Ft: **\$313**

# SOLD Jan-Sept. 2007: **207**

Median Recorded Sales Price: **\$570,000**

Med. \$/sq.ft: **\$276** Avg. \$/Sq.Ft: **\$292**

# SOLD Jan-Sept. 2008: **176**

Median Recorded Sales Price: **\$498,500**

Med. \$/sq.ft: **\$243** Avg. \$/Sq.Ft: **\$261**

# SOLD Jan-Sept. 2009: **248**

Median Recorded Sales Price: **\$406,000**

Med. \$/sq.ft: **\$187** Avg. \$/Sq.Ft: **\$196**

75 Foreclosures (30%)

25 Short-sales (10%)

149 Non-Distressed Sales (60%)

# SOLD Jan-Sept. 2010: **300**

Median Recorded Sales Price: **\$388,500**

Med. \$/sq.ft: **\$176** Avg. \$/Sq.Ft: **\$184**

96 Foreclosures (32%)

36 Short-sales (12%)

175 Non-Distressed Sales (56%)

# SOLD Jan-Sept. 2011: **308**

Median Recorded Sales Price: **\$351,278**

Med. \$/sq.ft: **\$161** Avg. \$/Sq.Ft: **\$172**

81 Foreclosures (26%)

37 Short-sales (12%)

190 Non-Distressed Sales (62%)

# SOLD as of 30 Sept. 2012: **311**

Median Recorded Sales Price: **\$340,000**

\$/sq.ft: **\$160** Avg. \$/Sq.Ft: **\$180**

50 Foreclosures (16%)

25 Short-sales (8%)

235 Non-Distressed Sales (76%)

# SOLD Jan-Sept. 2013: **316**

Median Recorded Sales Price: **\$402,500**

Avg. \$/Sq.Ft: **\$205**

List to Sale Price Ratio: **96%**

Avg. Cumulative Days On Market: **229**

33 Foreclosures (10%)

18 Short-sales (6%)

265 Non-Distressed Sales (84%)

# SOLD Jan-Sept. 2014: **304**

Median Recorded Sales Price: **\$425,000**

Avg. \$/Sq.Ft: **\$214**

List-to-Sale Price Ratio: **96%**

Avg. Cumulative Days On Market: **205**

13 Foreclosures (4%)

3 Short-sales (1%)

288 Non-Distressed Sales (95%)

# SOLD Jan-Sept. 2015: **308**

Median Recorded Sales Price: **\$431,500**

Avg. \$/Sq.Ft: **\$218.47**

List-to-Sale Price Ratio: **96%**

Avg. Cumulative Days On Market: **228**

10 Foreclosures (3%)

1 Short-sales (0.3%)

297 Non-Distressed Sales (97%)

# SOLD Jan-Sept. 2016: **312**

Median Recorded Sales Price: **\$461,000**

Avg. \$/Sq.Ft: **\$226**

List-to-Sale Price Ratio: **96%**

Avg. Cumulative Days On Market: **205**

8 Foreclosures (2.6%)

2 Short-sales (0.6%)

302 Non-Distressed Sales (97%)

# SOLD Jan-Sept. 2017: **347**

Median Recorded Sales Price: **\$515,000**

Avg. \$/Sq.Ft: **\$238**

List-to-Sale Price Ratio: **97%**

Avg. Cumulative Days On Market: **204**

10 Foreclosures (2.6%)

3 Short-sales (0.6%)

328 Non-Distressed Sales (97%)

# SOLD Jan-Sept. 2018: **403** (+16%)

Med Rec Sales Price: **\$555,000** (+8%)

Avg. \$/Sq.Ft: **\$258** (+8%)

List-to-Sale Price Ratio: **97%**

Avg. Cum Days On Market: **149** (-26%)

9 Foreclosures (2%); 0 Short-sales

394 Non-Distressed Sales (98%)

**# SOLD Jan-Sept. 2019: 374** (+16%)  
**Med Rec Sales Price: \$560,000** (+1%)  
**Avg. \$/Sq.Ft: \$279** (+8%)  
**List-to-Sale Price Ratio: 98%**  
**Avg. Cum Days On Market: 123** (-17%)  
**5 Foreclosures (1.4%); 0 Short-sales**  
**Non-Distressed Sales (98.6%)**

**# SOLD Jan-Sept. 2020: 434** (+16%)  
**Med Rec Sales Price: \$622,500** (+11%)  
**Avg. \$/Sq.Ft: \$298** (+7%)  
**List-to-Sale Price Ratio: 97%**  
**Avg. Cum Days On Market: 164** (+33%)  
**1 Foreclosures (<1%); 0 Short-sales**  
**Non-Distressed Sales (99.8%)**

**# ACTIVE**

1 Oct. 2008: 532  
1 Oct. 2011: 353  
1 Oct. 2013: 279 (MRSP: \$598,500-\$262/sq.ft.)  
1 Oct. 2014: 295 (MRSP: \$599,900-\$253/sq.ft.)  
1 Oct. 2015: 274 (MRSP: \$628,250-\$275sq.ft.)  
1 Oct. 2016: 252 (MRSP: \$650,000-\$279sq.ft.)  
1 Oct. 2017: 210 (MRSP: \$764,500-\$314sq.ft.)  
1 Oct. 2018: 185 (MRSP: \$764,500-\$314sq.ft.)  
1 Oct. 2019: 218 (MRSP: \$809,000-\$337sq.ft.)

**# ACTIVE (Oct. 2020): 71** (-64%)  
**Median List Price: \$1,195,000**  
**Avg. \$/sq.ft: \$428**  
0 REO's; Short-sales

**# Pending**

1 Oct. 2008: 26  
1 Oct. 2011: 47  
1 Oct. 2013: 54  
1 Oct. 2014: 47  
1 Oct. 2015: 61  
1 Oct. 2016: 62  
1 Oct. 2017: 67  
1 Oct. 2018: 58  
1 Oct. 2019: 67

**# PENDING (Oct. 2020): 132** (97)%  
**Median List Price: \$989,000**  
**Avg. \$/sq.ft: \$369**  
0 REO's; Short-sales

## **Luxury Homes (\$1,000,000+)**

# SOLD Jan-Sept. 2002: 4

MRSP: \$1,456,250

Size: 4750 sq. ft.; Avg. \$/sq.ft: \$325

List to Sale Price Ratio: 90%

# SOLD Jan-Sept. 2003: 21

MRSP: \$1,350,000

Size: 4,415 sq. ft.; Avg. \$/sq.ft: \$314

Avg. CDOM: 265 List/Sale Price Ratio: 93%

# SOLD Jan-Sept. 2004: 26

MRSP: \$1,200,000

M. Size: 4266 sq. ft.; Avg. \$/sq.ft: \$338

Avg. CDOM: 326 List/Sale Price Ratio: 94%

# SOLD Jan-Sept. 2005: 42

MRSP: \$1,275,000

M. Size: 3,794 sq. ft.; Avg. \$/sq.ft: \$384

Avg. CDOM: 262 List/Sale Price Ratio: 96%

# SOLD Jan-Sept. 2006: 45

MRSP: \$1,245,000

M. Size: 3,535 sq. ft.; Avg. \$/sq.ft: \$458

Avg. CDOM: 275 List/Sale Price Ratio: 94%

# SOLD Jan-Sept. 2007: 39

MRSP: \$1,335,000

M. Size: 3,808 sq. ft.; Avg. \$/sq.ft: \$402

Avg. CDOM: 310 List/Sale Price Ratio: 93%

# SOLD Jan-Sept. 2008: 21

MRSP: \$1,550,000

M. Size: 3,765 sq. ft.; Avg. \$/sq.ft: \$428

Avg. CDOM: 278 List/Sale Price Ratio: 91%

# SOLD Jan-Sept. 2009: 14

MRSP: \$1,525,000

M. Size: 4,413 sq. ft.; Avg. \$/sq.ft: \$352

Avg. CDOM: 465 List/Sale Price Ratio: 87%

# SOLD Jan-Sept. 2010: 12

MRSP: \$1,175,000

M. Size: 4,576 sq. ft.; Avg. \$/sq.ft: \$306

Avg. CDOM: 435 List/Sale Price Ratio: 87%

# SOLD Jan-Sept. 2011: 16

MRSP: \$1,495,000

M. Size: 4,413 sq. ft.; Avg. \$/sq.ft: \$354

Avg. CDOM: 478 List/Sale Price Ratio: 88%

# SOLD Jan-Sept. 2012: 17

MRSP: \$1,360,000

M. Size: 4,754 sq. ft.; Avg. \$/sq.ft: \$331

Avg. CDOM: 447 List/Sale Price Ratio: 90%

# SOLD Jan-Sept. 2013: 26

MRSP: \$1,257,500

Avg. Size: 4,073 sq. ft.; Avg. \$/sq.ft: \$353

Avg. CDOM: 477; List to Sale Price Ratio: 92%

# SOLD Jan-Sept. 2014: 24

MRSP: \$1,212,500

Avg. Size: 4,737 sq. ft.; Avg. \$/sq.ft: \$316

Avg. CDOM: 345; List to Sale Price Ratio: 94%

# SOLD Jan-Sept. 2015: 21

MRSP: \$1,350,000

Avg. Size: 4,317 sq. ft.; Avg. \$/sq.ft: \$376

Avg. CDOM: 410; List to Sale Price Ratio: 95%

# SOLD Jan-Sept. 2016: 15

MRSP: \$1,217,500

Avg. Size: 4,397 sq. ft. Avg. \$/sq.ft: \$342

Avg. CDOM: 456; List to Sale Price Ratio: 91%

# SOLD Jan-Sept. 2017: 29

MRSP: \$1,325,000

Avg. Size: 4,646 sq. ft. Avg. \$/sq.ft: \$333

Avg. CDOM: 380; List to Sale Price Ratio: 94%

# SOLD Jan-Sept. 2018: 39

MRSP: \$1,305,000

Avg. Size: 4,594 sq. ft.; Avg. \$/sq.ft: \$339

Avg. CDOM: 312; List to Sale Price Ratio: 93%

# SOLD Jan-Sept. 2019: 45 + 3 = 48

MRSP: \$1,172,500

Avg. Size: 3975 sq. ft. Avg. \$/sq.ft: \$349

Avg. CDOM: 214 List to Sale Price Ratio: 97%

#SOLD Jan-Sept. 2020: 72+7=79 (65%)

MRSP: \$1,428,125

Avg. Size: 4167 sq.ft. Avg. \$/sq.ft: \$396

Avg. CDOM: 306

List to Sale Price Ratio: 96%

# ACTIVE (Oct. 2020): 42

(76 in 2019; 66 in 2018; 62 in 2017; 52 in 2016; 65 in 2015; 57 in 2014; 68 in 2013; 58 in 2012)

# PENDING (Oct. 2020): 41 (+163%)

(16 in 2019, 15 in 2018, 4 in 2017)

**Entry Point for Top 10%: \$1,325,000**

## Vacant Residential Land

# **SOLD** Jan-Sept. 2004: 343  
*MRSP: \$210,000*

# **SOLD** Jan-Sept. 2005: 280  
*MRSP: \$362,250*

# **SOLD** Jan-Sept. 2006: 102  
*MRSP: \$517,000*

#**SOLD** Jan-Sept. 2007: 54  
*MRSP: \$332,500*

# **SOLD** Jan-Sept. 2008: 41  
*MRSP: \$318,000*

# **SOLD** Jan-Sept. 2009: 60  
*MRSP: \$121,000*  
(24 REO's & 2 Short-sales)

# **SOLD** Jan-Sept. 2010: 72  
*MRSP: \$135,000*  
(34 REO's & 7 Short-sales)

# **SOLD** Jan-Sept. 2011: 69  
*MRSP: \$125,000*  
(13 REO's & 2 Short-sales)

# **SOLD** Jan-Sept. 2012: 87  
*MRSP: \$117,000*  
(17 REO's & 1 Short-sale)

# **SOLD** Jan-Sept. 2013: 99  
*MRSP: \$148,500*  
(7 REO's & 3 Short-sales)

# **SOLD** Jan-Sept. 2014: 111  
*MRSP: \$150,000*  
(6 REO's & 1 Short-sale)

# **SOLD** Jan-Sept. 2015: 85  
*MRSP: \$139,000*  
(3 REO's & 1 Short-sale)

# **SOLD** Jan-Sept. 2016: 84  
*MRSP: \$133,250*  
(0 REO's & 1 Short-sale)

# **SOLD** Jan-Sept. 2017: 114  
*MRSP: \$157,125*

# **SOLD** Jan-Sept. 2018: 131  
*MRSP: \$150,000*

# **SOLD** Jan-Sept. 2019: 102 (-12%)  
*MRSP: \$162,500*

# **SOLD Jan-Sept. 2019: 108** (+6%)  
*MRSP: \$190,000* (+17%)

# **ACTIVE** (Oct. 2020): 224  
(297 in 2019)  
*Median List Price: \$265,000*

# **PENDING** (Oct. 2020): 37  
*Median List Price: \$197,000*

## Condos/TownHomes

# SOLD Jan-Sept. 2005: 84  
**MRSP: \$307,500** Avg. \$/Sq.Ft: \$255  
**List/Sale Ratio: 99%** Avg. CDOM: 60

# SOLD Jan-Sept. 2006: 61  
**MRSP: \$405,000** Avg. \$/Sq.Ft: \$297  
**List/Sale Ratio: 97%** Avg. CDOM: 121

# SOLD Jan-Sept. 2007: 48  
**MRSP: \$362,500** Avg. \$/Sq.Ft: \$291  
**List/Sale Ratio: 96%** Avg. CDOM: 162

# SOLD Jan-Sept. 2008: 43  
**MRSP: \$308,000** Avg. \$/Sq.Ft: \$263  
**List/Sale Ratio: 95%** Avg. CDOM: 318

# SOLD Jan-Sept. 2009: 45  
**MRSP: \$285,000** Avg. \$/Sq.Ft: \$222  
**List/Sale Ratio: 95%** Avg. CDOM: 298  
5 Foreclosures 1 Short-sales  
39 Non-Distressed Sales (87%)

# SOLD Jan-Sept. 2010: 61  
**MRSP: \$250,000** Avg. \$/Sq.Ft: \$189  
**List/Sale Ratio: 93%** Avg. CDOM: 315  
13 Foreclosures 5 Short-sales  
43 Non-Distressed Sales (70%)

# SOLD Jan-Sept. 2011: 39  
**MRSP: \$200,000** Avg. \$/Sq.Ft: \$170  
**List/Sale Ratio: 94%** Avg. CDOM: 297  
7 Foreclosures 5 Short-sales  
27 Non-Distressed Sales (69%)

# SOLD as of 30 Sept. 2012: 73  
**MRSP: \$220,000** Avg. \$/Sq.Ft: \$158  
**List/Sale Ratio: 94%** Avg. CDOM: 245  
7 Foreclosures 7 Short-sales  
59 Non-Distressed Sales (81%)

# SOLD Jan-Sept. 2013: 73  
**MRSP: \$212,500** Avg. \$/Sq.Ft: \$189  
**List/Sale Ratio: 99%** Avg. CDOM: 156  
15 Foreclosures 2 Short-sales  
56 Non-Distressed Sales (77%)

# SOLD Jan-Sept. 2014: 74  
**MRSP: \$235,000** Avg. \$/Sq.Ft: \$189  
**List-to-Sale Price Ratio: 95%**  
**Avg. Cumulative Days On Market: 150**  
2 Foreclosures (4%) 3 Short-sales (1%)  
69 Non-Distressed Sales (93%)

# SOLD Jan-Sept. 2015: 81  
**Median Recorded Sales Price: \$284,500**  
**Avg. \$/Sq.Ft: \$193**  
**List-to-Sale Price Ratio: 97%**  
**Avg. Cumulative Days On Market: 179**  
2 Foreclosures 1 Short-sales  
78 Non-Distressed Sales (96%)

# SOLD Jan-Sept. 2016: 73  
**Median Recorded Sales Price: \$245,000**  
**Avg. \$/Sq.Ft: \$204**  
**List-to-Sale Price Ratio: 97%**  
**Avg. Cumulative Days On Market: 156**  
1 Foreclosures 0 Short-sales  
72 Non-Distressed Sales (99%)

# SOLD Jan-Sept. 2017: 95  
**Median Recorded Sales Price: \$283,500**  
**Avg. \$/Sq.Ft: \$221**  
**List-to-Sale Price Ratio: 97%**  
**Avg. Cumulative Days On Market: 115**  
0 Foreclosures 0 Short-sales  
95 Non-Distressed Sales (100%)

# SOLD Jan-Sept. 2018: 99  
**Median Recorded Sales Price: \$307,000**  
**Avg. \$/Sq.Ft: \$238**  
**List-to-Sale Price Ratio: 98%**  
**Avg. Cumulative Days On Market: 89**  
0 Foreclosures 0 Short-sales  
99 Non-Distressed Sales (100%) (1 at 7C's)

# SOLD Jan-Sept. 2019: 102 (+7%)  
**Median Recorded Sales Price: \$309,500**  
**Avg. \$/Sq.Ft: \$266**  
**List-to-Sale Price Ratio: 98%**  
**Avg. Cumulative Days On Market: 84**  
(1 at 7C's)

# SOLD Jan-Sept. 2020: 78 (-24%)  
**Med. Rec. Sales Price: \$379,400** (+23%)  
**Avg. \$/Sq.Ft: \$286** (+8%)  
**List-to-Sale Price Ratio: 99%**  
**Avg. Cumulative Days On Market: 95**  
(1 at 7C's)

# ACTIVE ( Oct. 2020): 19  
(22 in 2019; 26 in 2018; 33 in 2016)  
(5 at 7C's \$990k to \$1.85 mil)

# PENDING ( Oct. 2020): 13