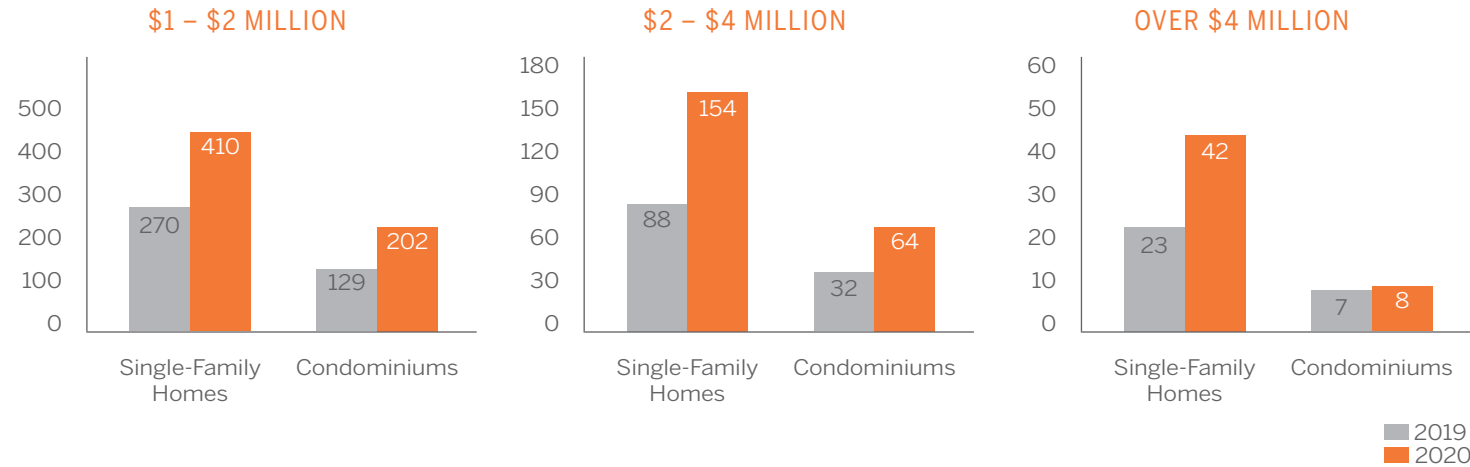
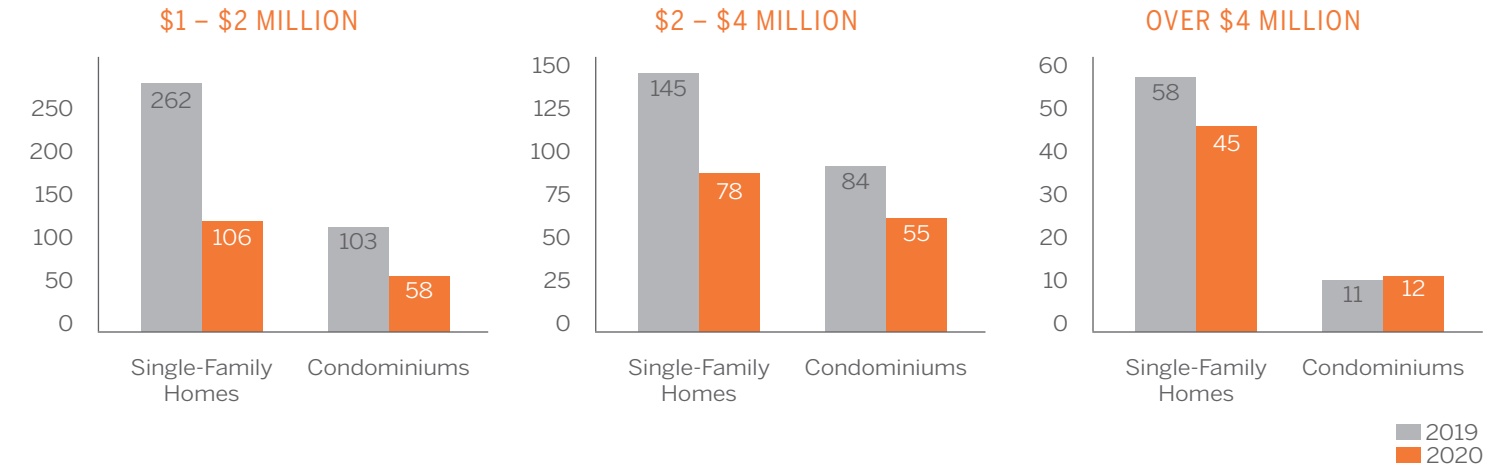


SALES IN 2019 VS. 2020



- The number of closed sales in all three price categories has surpassed the number of sales in 2019 by at least 51.9% for single-family homes and 14.3% for condominiums
- The closed sales were up 75% for single-family homes and 100% for condominiums between \$2-\$4 million. Closed sales were up 82.6% for single-family homes and 14.3% for condominiums from \$4 million
- Pending sales continue to be strong as we move into 2021

ACTIVE LISTINGS AS OF JANUARY 2019 VS. 2020



- The number of active listings continue to decline, most dramatically in single-family homes between \$1 and \$2 million
- The pace of sales is significantly influencing inventory levels at all price segments and property types
- Average sales prices are consistent with 2019, but as inventory levels continue to decline, we should see upward price pressure in 2021