



Economic Snapshot

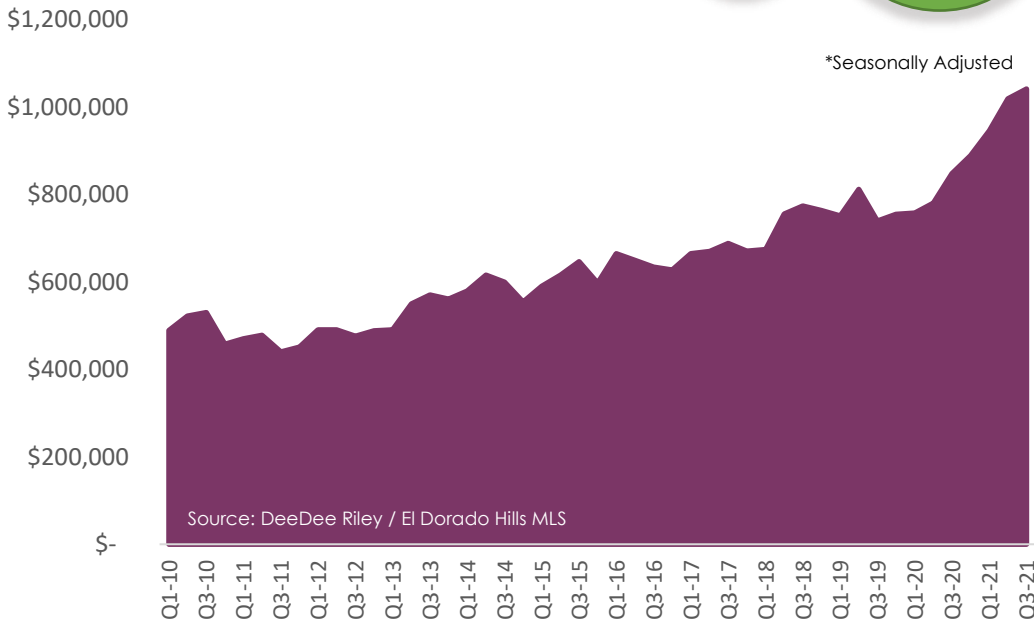


housing
2010 = 100

+2.2%

Q2 2021
208.5

Q3 2021
213.1



housing at a glance...

Average sales price was \$1,041,333 in Q3 2021, up 2.2% from the previous quarter.

There were 272 closed sales in Q3 2021, down from 317 from the previous quarter.

Properties spent on average 11.7 days on market, almost 3 days less than the previous quarter.

There were 275 new listings in Q3 2021, down from 359 in the previous quarter.

The average price per square foot was \$345 in Q3 2021, up 5% from \$328.6 in the previous quarter.

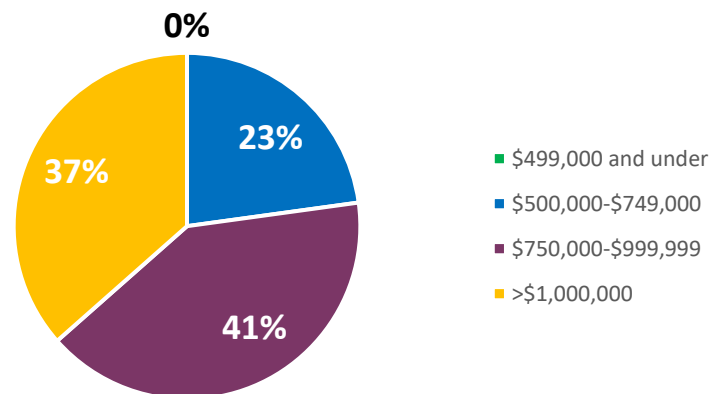
3rd quarter trend

In Q3 2021, the average home sales price pushed slightly higher to \$1.041 Million, the highest level ever since we began tracking data (Q1 2010) and the second quarter to cross the million-dollar threshold. Even though there were less sales, properties sold more quickly and buyers continued paying more per square foot. There are less listings this quarter than the previous quarter, likely due to the winter seasonal slowdown.

There were 272 closed sales in Q3 2021, 45 less closed sales than the previous quarter, and 59 less closed sales than one year ago. Properties spent an average of 11.7 days on the market before selling, down from 14 days from the previous quarter, and down from 29.3 days one year ago. There were 275 new listings, down from 359 in the previous quarter, and down from 331 a year ago.

Housing keeps pushing higher. Over 77% of the sales transacted are above the \$750k level, up from 74% in the previous quarter and up from 61% half a year ago. Overall, prices are up 113.1% compared to Q1 2010.

Q3-21 | Percentage of Sales



*Thanks to DeeDee Riley from Lyon Real Estate for the housing data!