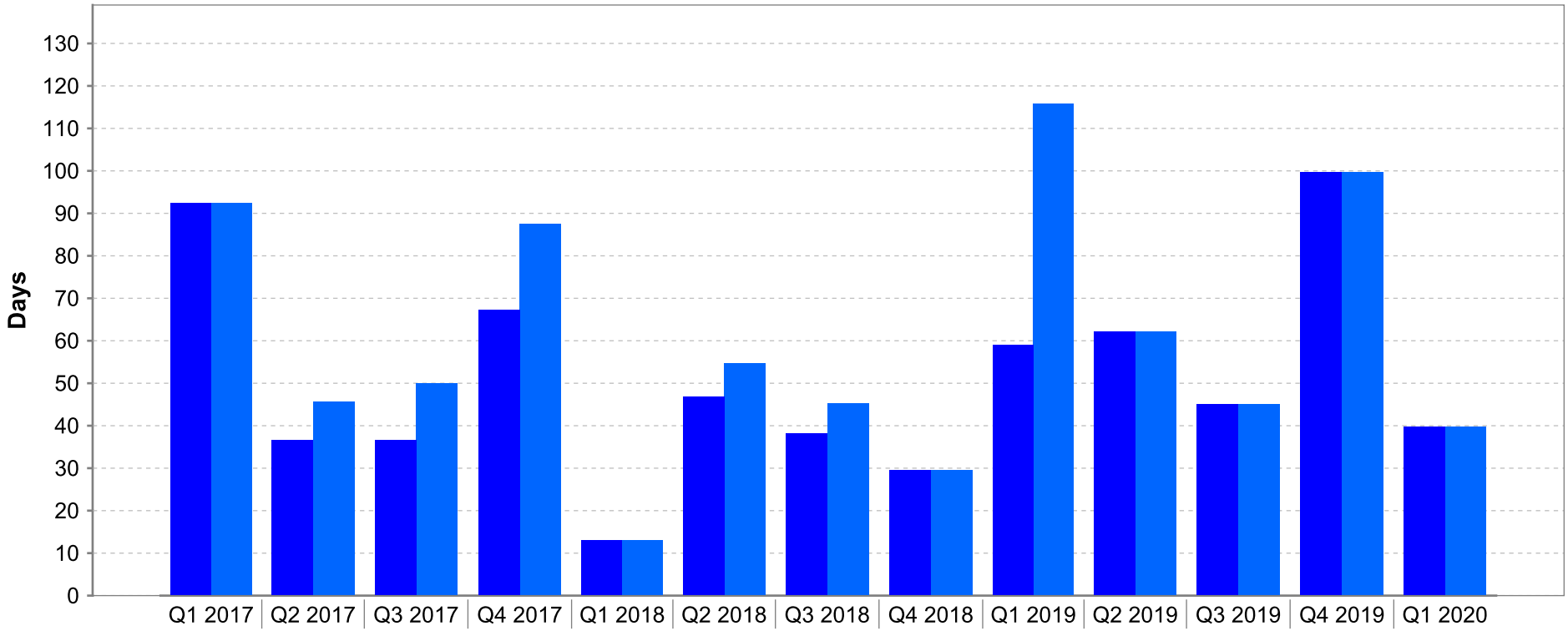
Market Dynamics

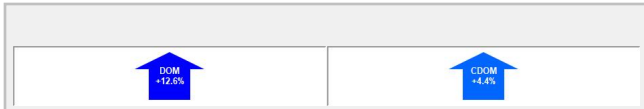
Average DOM vs. CDOM for Under Contract Properties

3 Years (Quarterly) Q1 2017 - Q1 2020



KEY INFORMATION

	Quarterly Change	Quarterly %	Total Change	Total % Change
DOM	0.47	0.97	6.08	12.60
CDOM	0.20	0.34	2.60	4.43



MLS: BAREIS | Period: 3 Years (Quarterly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All

Property Types: Residential: (Single Family) | Sq Ft: All

Cities: Ross

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Market Dynamics

Average DOM vs. CDOM for Under Contract Properties
3 Years (Quarterly) Q1 2017 - Q1 2020

Time Period	# Under Contract	Avg DOM	Avg CDOM
Q1 2020	5	40	40
Q4 2019	7	100	100
Q3 2019	10	45	45
Q2 2019	15	62	62
Q1 2019	8	59	116
Q4 2018	3	30	30
Q3 2018	10	38	45
Q2 2018	21	47	55
Q1 2018	2	13	13
Q4 2017	8	67	88
Q3 2017	6	37	50
Q2 2017	23	37	46
Q1 2017	4	92	92

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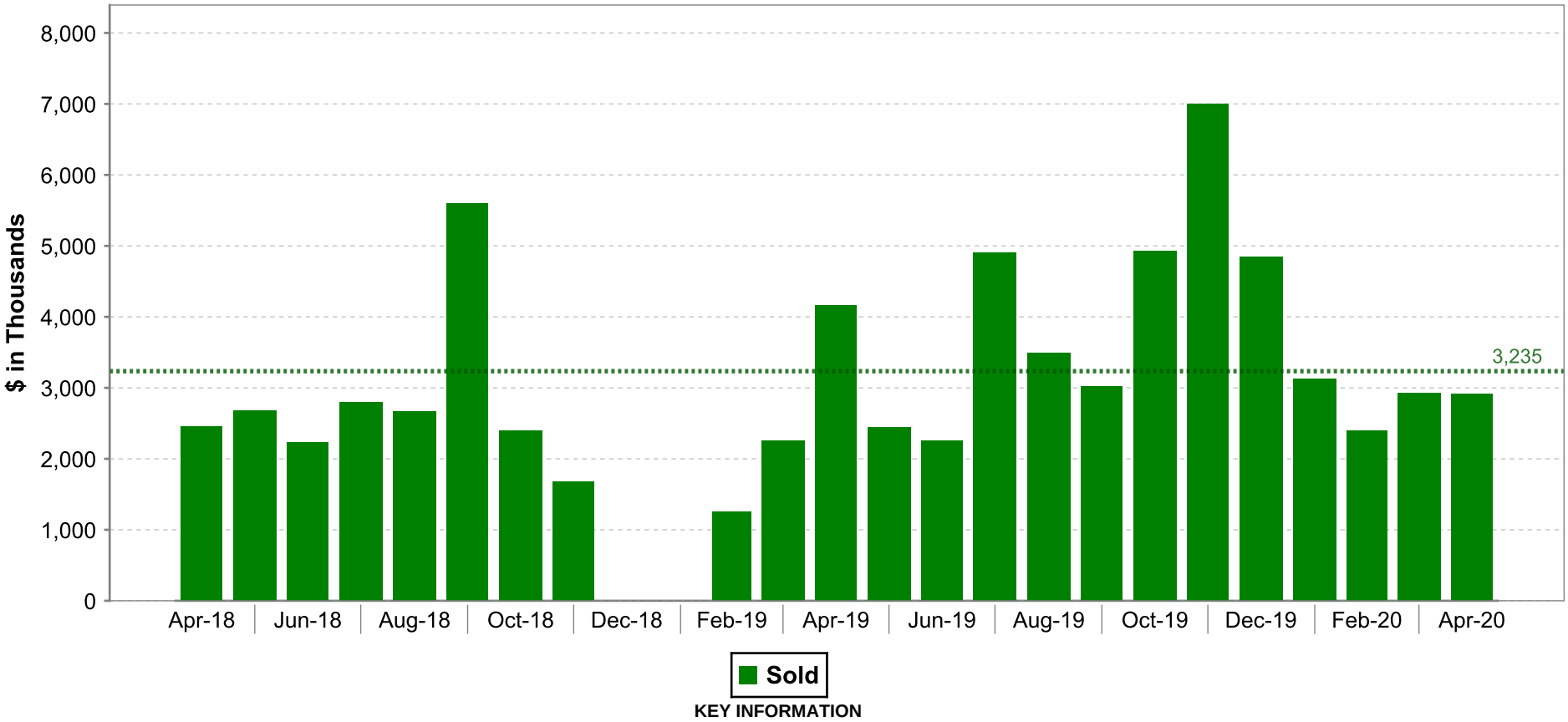
Market Dynamics

Median Price (Sold)

2 Years (Monthly) 04/01/18 - 04/30/20



KEY INFORMATION

	Monthly Change	Monthly % Change	Total Change	Total % Change
Sold	55,159.68	2.16	1,323,832.34	51.79

MLS: BAREIS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All
Property Types: Residential: (Single Family) | Sq Ft: All
Cities: Ross

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Market Dynamics

Median Price (Sold)

2 Years (Monthly) 04/01/18 - 04/30/20

Compass

	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
Time Period	Median $	# Properties	Median $	# Properties	Median $	# Properties	Median $	# Properties	Median $	# Properties
Apr-20	2,997,500	4	1,899,000	1	2,915,000	1		0	2,997,500	4
Mar-20	3,495,000	5	2,995,000	3	2,925,000	2	44,497,500	2	3,995,000	1
Feb-20	2,995,000	5	2,495,000	1	2,400,000	1		0	2,745,000	4
Jan-20	43,697,500	2	2,395,000	1	3,125,000	1		0		0
Dec-19	9,397,500	6	4,795,000	3	4,850,000	3	18,900,000	1	14,000,000	1
Nov-19	7,595,000	11	8,222,500	2	6,995,000	2	12,295,000	4	44,975,000	2
Oct-19	7,500,000	11	4,997,500	2	4,925,000	4		0	11,495,000	3
Sep-19	4,045,000	12	2,997,500	4	3,025,000	2		0	4,547,500	2
Aug-19	3,600,000	15	3,600,000	3	3,487,500	2	5,745,000	2	2,995,000	4
Jul-19	5,047,500	14	5,300,000	3	4,900,000	7		0	5,300,000	3
Jun-19	4,895,000	14	4,995,000	3	2,250,000	1		0	3,125,000	3
May-19	4,795,000	15	2,795,000	4	2,446,500	8		0	7,500,000	3
Apr-19	3,435,000	20	2,837,500	8	4,159,950	5		0	3,275,000	9
Mar-19	3,622,500	14	3,650,000	3	2,250,000	4		0	3,595,000	7
Feb-19	2,995,000	11	2,100,000	4	1,250,000	1		0	2,995,000	5
Jan-19	2,595,000	7	1,150,000	1		0		0	2,100,000	3
Dec-18	2,895,000	4		0		0		0		0
Nov-18	3,550,000	9		0	1,682,500	4	3,995,000	5		0
Oct-18	3,195,000	13	1,775,000	3	2,395,000	4	3,500,000	1	2,595,000	5
Sep-18	2,595,000	13	1,950,000	5	5,600,000	3		0	2,595,000	8
Aug-18	3,495,000	7	5,245,000	2	2,662,500	2		0	2,495,000	2
Jul-18	3,095,000	12	2,199,000	3	2,800,000	5	3,472,500	4	2,672,500	2
Jun-18	2,995,000	17	2,795,000	6	2,233,200	7	14,995,000	1	2,495,000	4
May-18	3,195,000	21	2,547,500	8	2,675,000	7		0	3,072,500	8
Apr-18	4,665,000	21	5,495,000	7	2,450,000	3	18,500,000	1	3,995,000	13

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Market Dynamics
Median Price (Sold)
3 Years (Quarterly) Q1 2017 - Q1 2020

	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
Time Period	Median $	# Properties	Median $	# Properties	Median $	# Properties	Median $	# Properties	Median $	# Properties
Q1 2020	2,995,000	7	2,495,000	5	2,762,500	4	44,497,500	2	2,995,000	5
Q4 2019	7,547,500	14	4,950,000	7	4,850,000	9	16,995,000	5	12,747,500	6
Q3 2019	3,797,500	20	3,447,500	10	3,595,000	11	5,745,000	2	3,295,000	9
Q2 2019	3,435,000	26	2,995,000	15	3,250,000	14		0	3,275,000	15
Q1 2019	2,995,000	19	2,347,500	8	2,250,000	5		0	2,995,000	15
Q4 2018	3,195,000	13	1,775,000	3	1,982,500	8	3,772,500	6	2,595,000	5
Q3 2018	2,972,500	22	2,397,000	10	2,907,500	10	3,472,500	4	2,595,000	12
Q2 2018	2,995,000	33	2,600,000	21	2,600,000	17	16,747,500	2	2,950,000	25
Q1 2018	4,745,000	12	2,995,000	2	4,205,000	1	10,941,500	2	2,995,000	7
Q4 2017	4,295,000	17	2,224,500	8	2,225,000	9	7,622,500	4	2,387,500	6
Q3 2017	3,500,000	21	2,295,000	6	2,875,000	13	4,097,500	4	2,995,000	9
Q2 2017	2,898,000	39	2,898,000	23	2,785,000	17	2,795,000	4	2,847,500	24
Q1 2017	2,898,000	21	3,695,000	4	3,455,000	2	2,997,000	2	2,850,000	13

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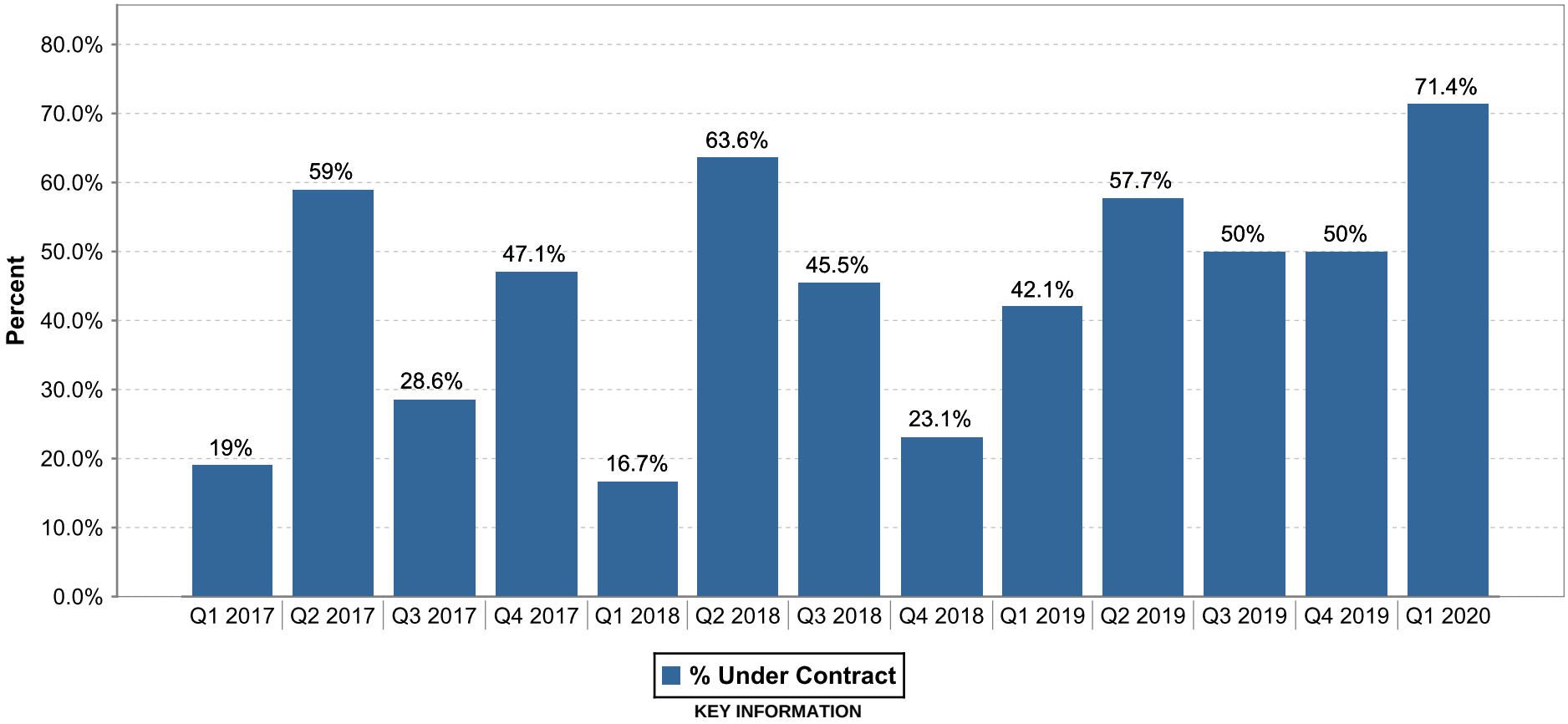
Market Dynamics

Sales Absorption

3 Years (Quarterly) Q1 2017 - Q1 2020



KEY INFORMATION

	Quarterly Change	Quarterly % Change	Total Change	Total % Change
% Under Contract	2.01	6.48	26.17	84.22

MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Ross					

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Market Dynamics
Sales Absorption
3 Years (Quarterly) Q1 2017 - Q1 2020

Time Period	% of Properties Under Contract	% of Properties Sold	# Properties For Sale	# Properties Under Contract	# Properties Sold
Q1 2020	71.4	57.1	7	5	4
Q4 2019	50.0	64.3	14	7	9
Q3 2019	50.0	55.0	20	10	11
Q2 2019	57.7	53.8	26	15	14
Q1 2019	42.1	26.3	19	8	5
Q4 2018	23.1	61.5	13	3	8
Q3 2018	45.4	45.4	22	10	10
Q2 2018	63.6	51.5	33	21	17
Q1 2018	16.7	8.3	12	2	1
Q4 2017	47.1	52.9	17	8	9
Q3 2017	28.6	61.9	21	6	13
Q2 2017	59.0	43.6	39	23	17
Q1 2017	19.0	9.5	21	4	2

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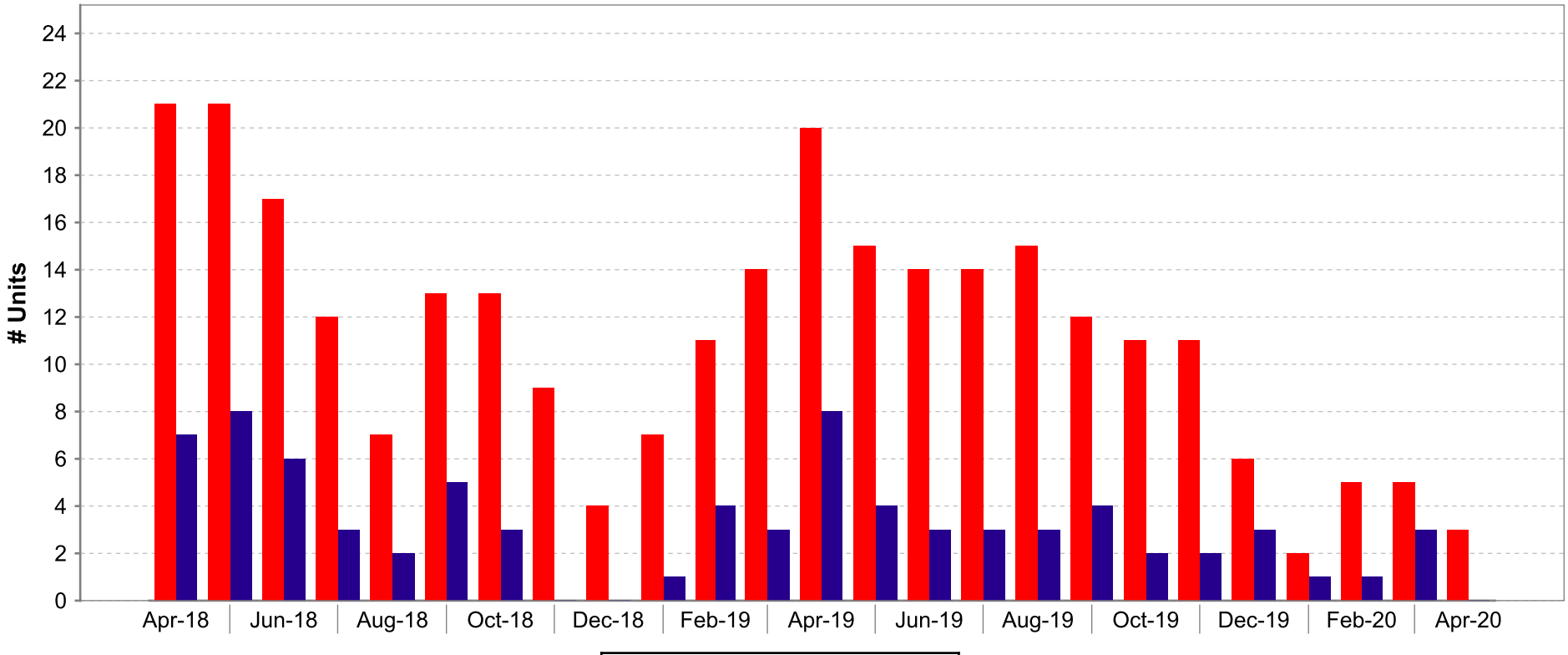
Market Dynamics

Supply & Demand - # Units (FS, UC)

2 Years (Monthly) 04/01/18 - 04/30/20



KEY INFORMATION

	Monthly Change	Monthly %	Total Change	Total % Change
For Sale	-0.42	-2.59	-10.16	-62.10
Under Contract	-0.15	-2.97	-3.50	-71.24

MLS: BAREIS | Period: 2 Years (Monthly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All

Property Types: Residential: (Single Family, Condo/Coop) | Sq Ft: All

Cities: Ross

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Market Dynamics

Supply & Demand - # Units (FS, UC)

2 Years (Monthly) 04/01/18 - 04/30/20

	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
Time Period	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Apr-20	3	21	0	0	1	6	0		3
Mar-20	5	39	3	23	2	28	2	63	1
Feb-20	5	31	1	17	1	113	0		4
Jan-20	2	97	1	113	1	201	0		0
Dec-19	6	104	3	140	3	82	1	71	1
Nov-19	11	119	2	33	2	54	4	191	2
Oct-19	11	119	2	106	4	69	0		3
Sep-19	12	93	4	29	2	21	0		2
Aug-19	15	71	3	31	2	16	2	72	4
Jul-19	14	71	3	81	7	88	0		3
Jun-19	14	68	3	113	1	69	0		3
May-19	15	70	4	84	8	39	0		3
Apr-19	20	45	8	32	5	89	0		9
Mar-19	14	62	3	89	4	50	0		7
Feb-19	11	72	4	50	1	7	0		5
Jan-19	7	90	1	7	0		0		3
Dec-18	4	121	0	0	0		0		0
Nov-18	9	109	0	0	4	33	5	124	0
Oct-18	13	62	3	30	4	18	1	11	5
Sep-18	13	43	5	11	3	48	0		8
Aug-18	7	72	2	80	2	72	0		2
Jul-18	12	89	3	55	5	33	4	142	2
Jun-18	17	77	6	43	7	83	1	308	4
May-18	21	55	8	32	7	24	0		8
Apr-18	21	75	7	68	3	22	1	136	13

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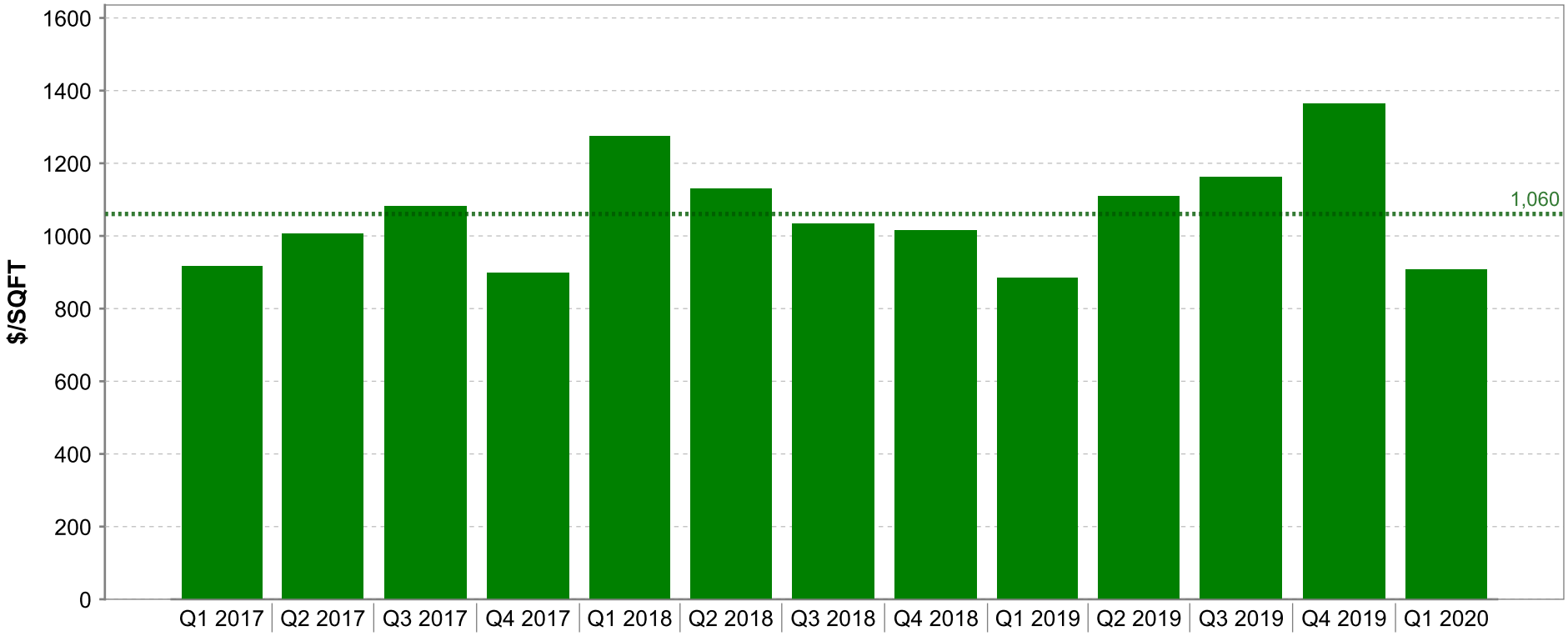
Market Dynamics

Average $/SQFT (Sold)

3 Years (Quarterly) Q1 2017 - Q1 2020



KEY INFORMATION

	Quarterly Change	Quarterly %	Total Change	Total % Change
Sold $/SQFT	9.83	0.98	117.97	11.78

MLS: BAREIS	Period: 3 Years (Quarterly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Cities:	Ross					

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Market Dynamics

Compass

Average $/SQFT (Sold)

3 Years (Quarterly) Q1 2017 - Q1 2020

	FOR SALE				UNDER CONTRACT				SOLD				EXPIRED				NEW LISTINGS			
Time Period	#	Avg $	Avg SQFT	$/ SQFT	#	Avg $	Avg SQFT	$/ SQFT	#	Avg $	Avg SQFT	$/ SQFT	#	Avg $	Avg SQFT	$/ SQFT	#	Avg $	Avg SQFT	$/ SQFT
Q1 2020	7	14,685,714	5,936	2,474	5	2,761,000	2,842	971	4	2,843,750	3,133	908	2	44,497,500	13,669	3,255	5	3,081,000	3,226	955
Q4 2019	14	14,552,857	6,931	2,127	7	6,908,571	4,898	1,483	9	6,326,667	4,795	1,363	5	13,597,000	7,093	1,621	6	22,790,000	8,634	2,640
Q3 2019	20	6,020,500	4,214	1,234	10	4,192,000	3,436	1,220	11	4,601,818	3,451	1,162	2	5,745,000	5,064	1,135	9	5,163,333	3,754	1,375
Q2 2019	26	5,327,038	3,811	1,140	15	4,304,200	3,257	1,157	14	3,677,925	3,313	1,110	0				15	4,355,333	3,851	1,123
Q1 2019	19	4,942,526	3,431	1,031	8	2,591,875	3,072	844	5	2,103,850	2,379	884	0				15	4,801,533	3,101	948
Q4 2018	13	4,046,846	3,998	1,012	3	1,963,333	1,861	1,055	8	1,999,375	2,088	1,016	6	4,139,000	4,732	875	5	5,641,000	4,284	1,317
Q3 2018	22	3,000,545	3,631	850	10	2,876,800	3,203	956	10	3,489,000	3,374	1,034	4	3,210,000	4,217	761	12	2,720,250	2,925	930
Q2 2018	33	4,661,939	4,142	1,152	21	4,141,905	3,578	1,158	17	4,220,012	3,730	1,131	2	16,747,500	8,135	2,059	25	3,642,760	3,848	973
Q1 2018	12	7,554,000	5,008	1,508	2	2,995,000	2,753	1,088	1	4,205,000	3,297	1,275	2	10,941,500	7,196	1,520	7	4,253,571	3,287	1,294
Q4 2017	17	6,592,471	4,784	1,378	8	2,395,500	2,677	895	9	2,373,111	2,640	899	4	8,008,750	5,705	1,404	6	6,019,833	4,097	1,469
Q3 2017	21	5,805,857	4,416	1,315	6	2,813,333	2,930	960	13	4,256,752	3,932	1,082	4	7,272,500	4,604	1,580	9	5,335,000	4,194	1,272
Q2 2017	39	4,500,359	3,848	1,169	23	3,683,565	3,524	1,045	17	3,114,797	2,979	1,006	4	4,221,000	3,506	1,204	24	4,430,625	3,769	1,176
Q1 2017	21	4,295,619	3,789	1,124	4	3,758,750	3,347	1,000	2	3,455,000	3,772	916	2	2,997,000	3,062	979	13	3,079,692	2,994	1,029

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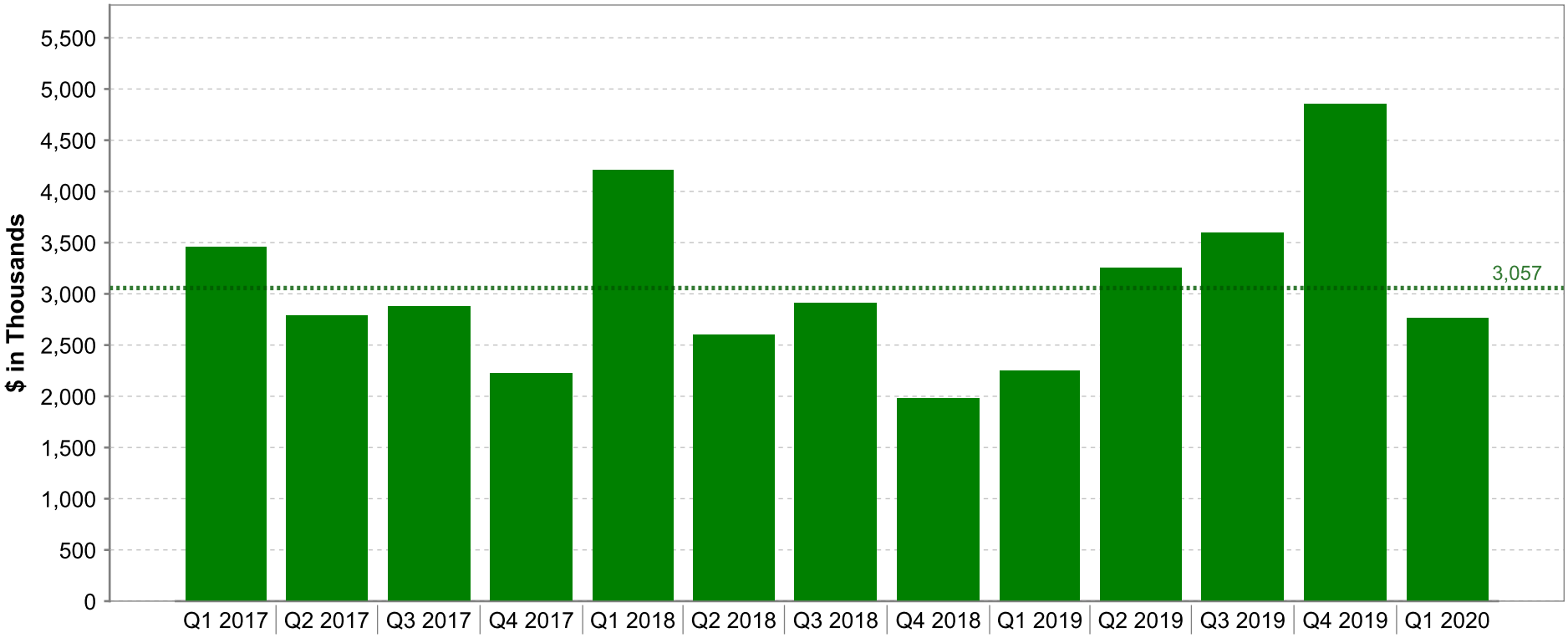
Market Dynamics

Median Price (Sold)

3 Years (Quarterly) Q1 2017 - Q1 2020



KEY INFORMATION

	Quarterly Change	Quarterly % Change	Total Change	Total % Change
Sold	41,764.83	1.49	501,177.96	17.86

MLS: BAREIS | Period: 3 Years (Quarterly) | Price: All | Construction Type: All | Bedrooms: All | Bathrooms: All | Lot Size: All

Property Types: Residential: (Single Family) | Sq Ft: All

Cities: Ross

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Market Dynamics
Median Price (Sold)
3 Years (Quarterly) Q1 2017 - Q1 2020

	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS	
Time Period	Median $	# Properties	Median $	# Properties	Median $	# Properties	Median $	# Properties	Median $	# Properties
Q1 2020	2,995,000	7	2,495,000	5	2,762,500	4	44,497,500	2	2,995,000	5
Q4 2019	7,547,500	14	4,950,000	7	4,850,000	9	16,995,000	5	12,747,500	6
Q3 2019	3,797,500	20	3,447,500	10	3,595,000	11	5,745,000	2	3,295,000	9
Q2 2019	3,435,000	26	2,995,000	15	3,250,000	14		0	3,275,000	15
Q1 2019	2,995,000	19	2,347,500	8	2,250,000	5		0	2,995,000	15
Q4 2018	3,195,000	13	1,775,000	3	1,982,500	8	3,772,500	6	2,595,000	5
Q3 2018	2,972,500	22	2,397,000	10	2,907,500	10	3,472,500	4	2,595,000	12
Q2 2018	2,995,000	33	2,600,000	21	2,600,000	17	16,747,500	2	2,950,000	25
Q1 2018	4,745,000	12	2,995,000	2	4,205,000	1	10,941,500	2	2,995,000	7
Q4 2017	4,295,000	17	2,224,500	8	2,225,000	9	7,622,500	4	2,387,500	6
Q3 2017	3,500,000	21	2,295,000	6	2,875,000	13	4,097,500	4	2,995,000	9
Q2 2017	2,898,000	39	2,898,000	23	2,785,000	17	2,795,000	4	2,847,500	24
Q1 2017	2,898,000	21	3,695,000	4	3,455,000	2	2,997,000	2	2,850,000	13

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