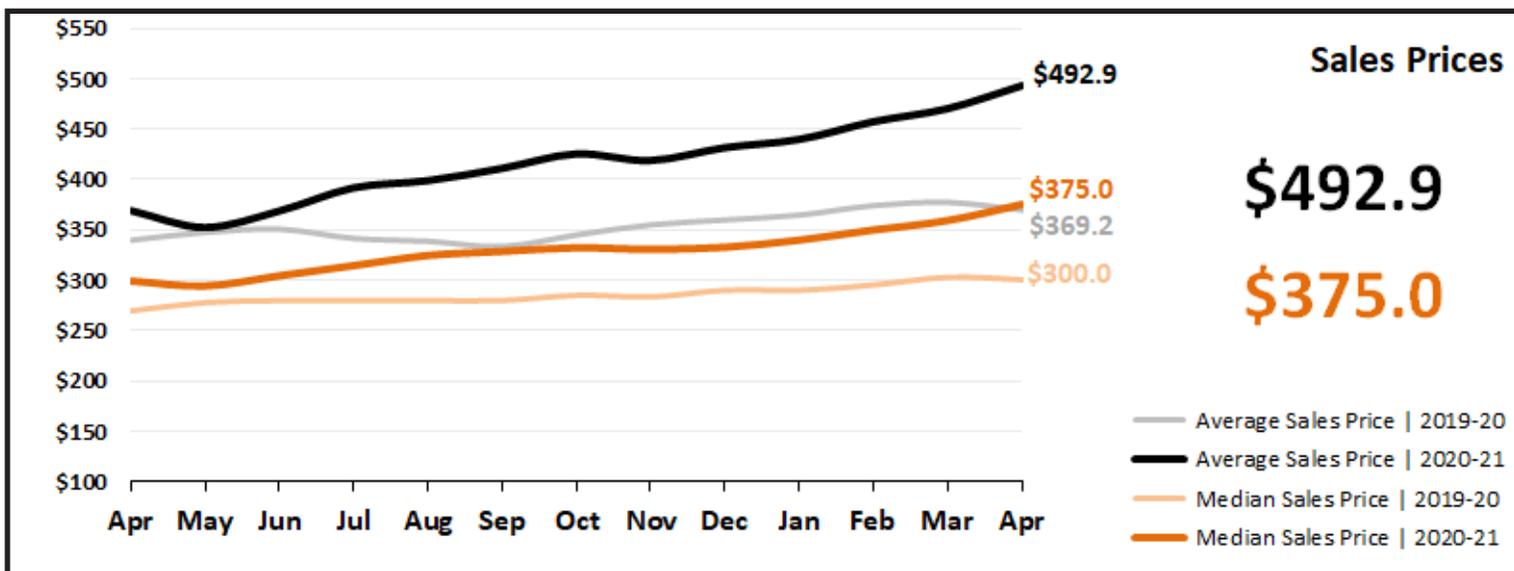


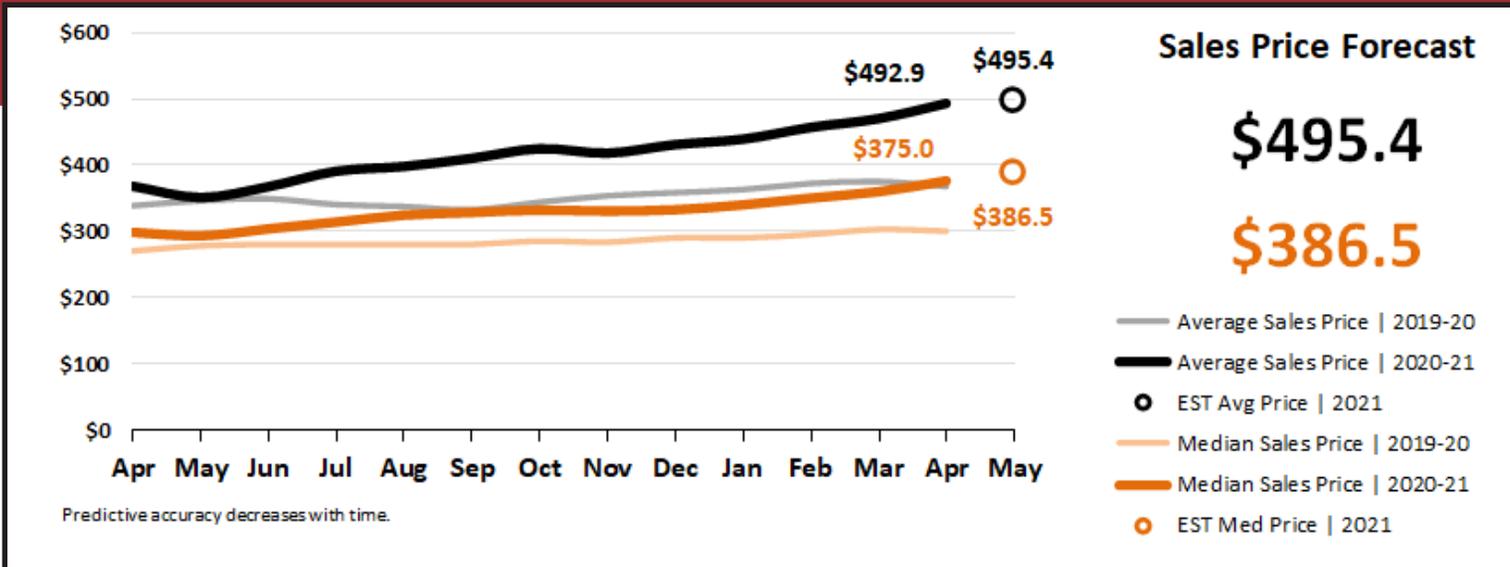
Average new list prices are up **+32.8%** year-over-year. The year-over-year median is up **+24.2%**.

List prices of new listings with list dates from 4/1/21 to 4/30/21, 0 day DOM sales removed



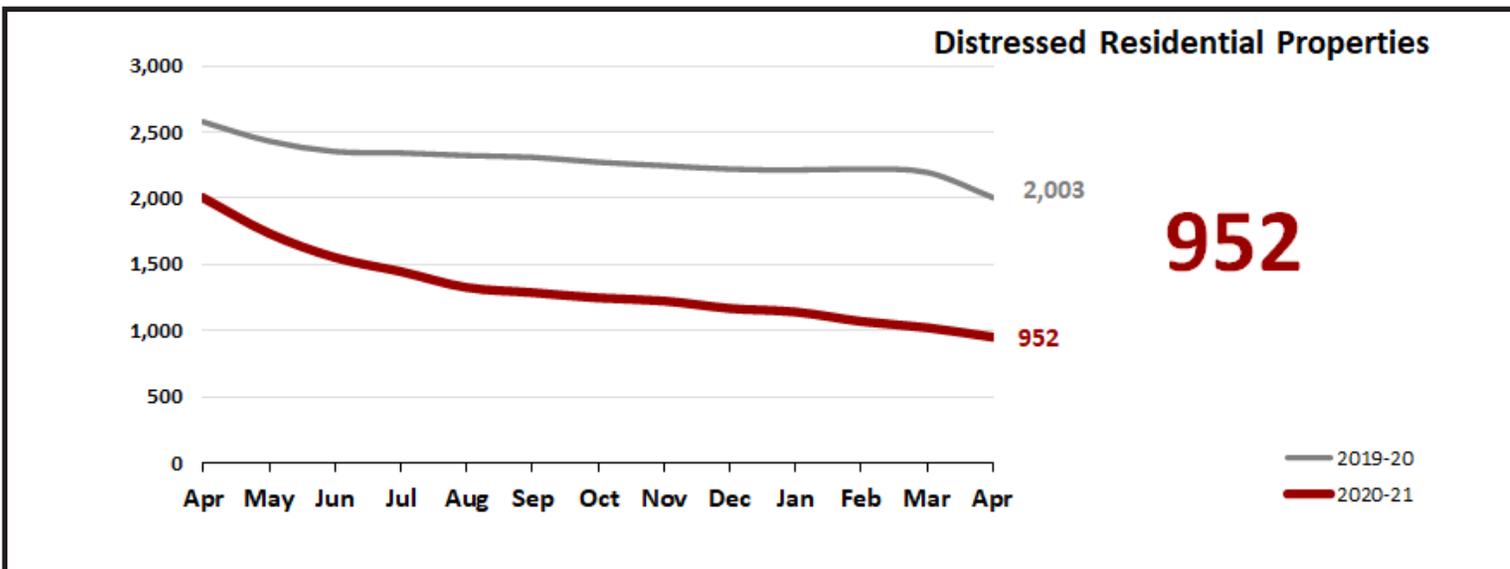
The average sales price is up **+33.5%** year-over-year while the year-over-year median sales price is also up **+25.0%**.

MLS sales prices for closed listings with a close of escrow date from 4/1/21 to 4/30/21, 0 day DOM sales removed



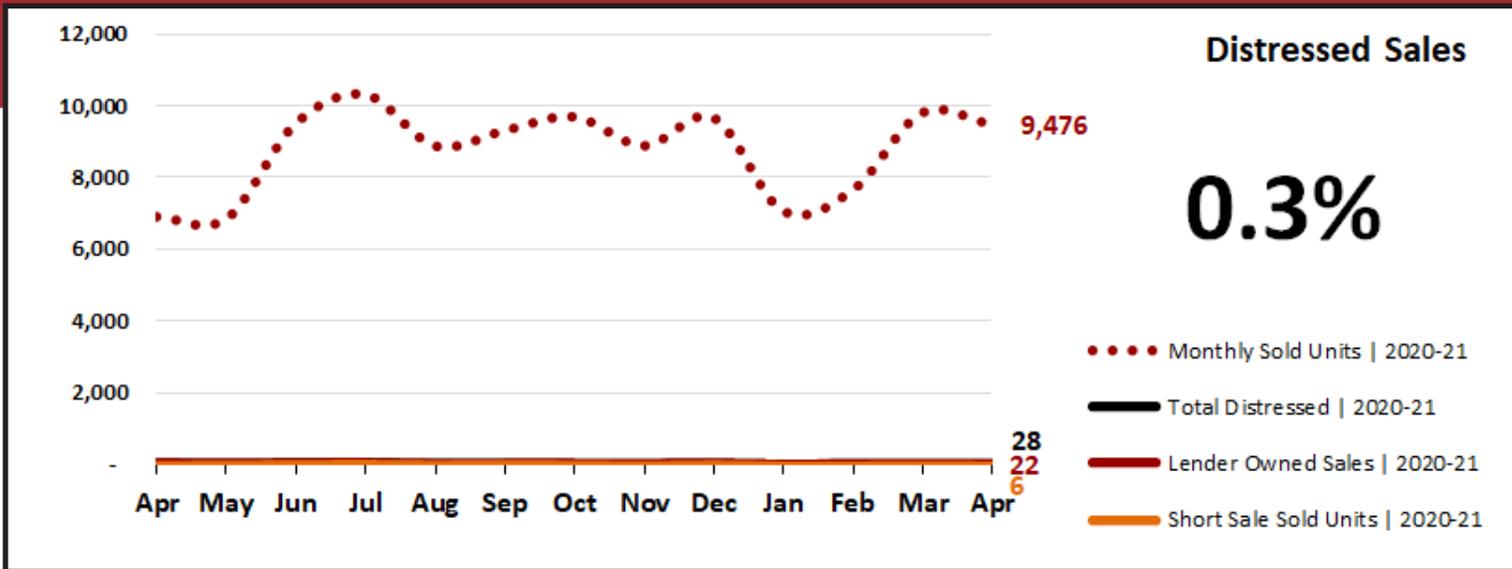
ARMLS proprietary predictive model forecast, 0 day DOM sales removed

An **increase** is forecasted in May for both average and median sales prices.



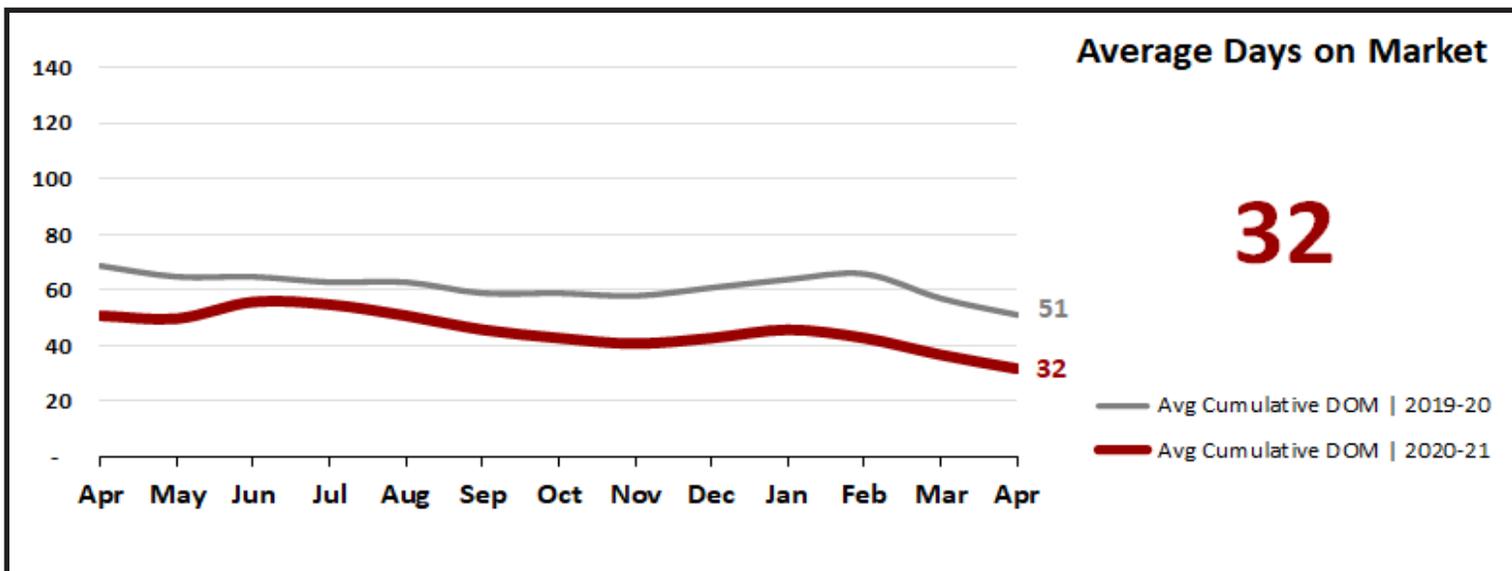
Snapshot of public records data on 4/30/21 active residential notices and residential REO properties.

Foreclosures pending month-over-month showed a decrease of **-7.0%** while the year-over-year figure was down **-52.5%**.



Distressed sales accounted for **0.3%** of total sales, down from the previous month of **0.4%**. Short sales went down **-25.0%** year-over-year. Lender-owned sales dropped **-45%** year-over-year.

New MLS listings that were active for at least one day from 4/1/21 to 4/30/21, 0 day DOM sales removed

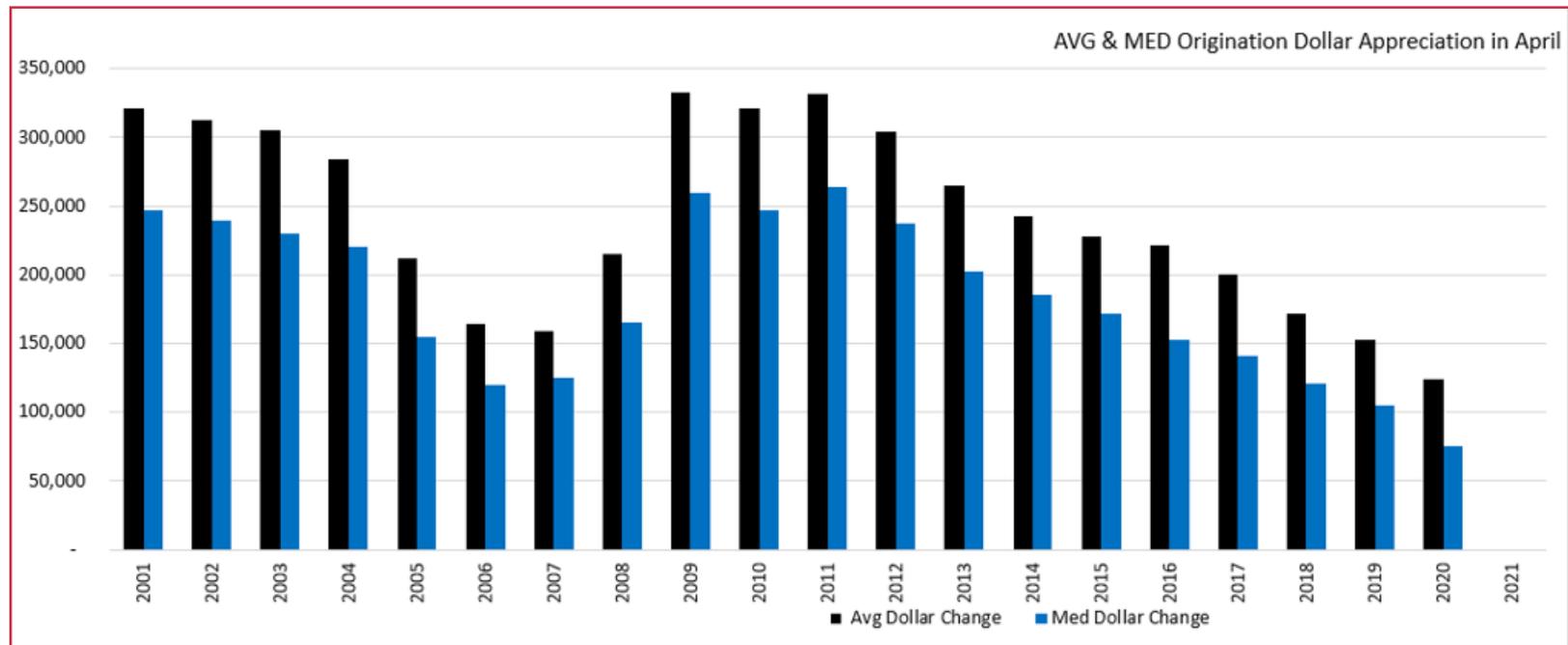


Days on market were down **-19** days year-over-year while month-over-month went down **-5** days.

MLS sales prices for closed listings with a close of escrow date from 4/1/21 to 4/30/21, 0 day DOM sales removed

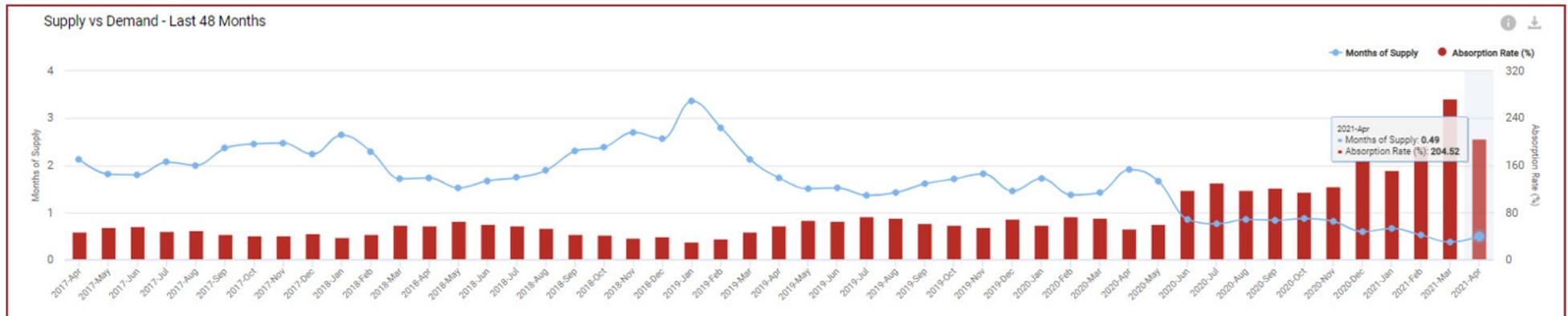
Let's restate the percentage gains in terms of dollars. As the chart below shows, the average sales price in April has increased \$333,247 for those who purchased at the bottom of the market in 2009. I'd like to point out that Michael Orr called the bottom of the market in April 2009. The average sales price has increased \$75,000 in the last year. The lowest average dollar appreciation occurs for those who purchased in April 2006. Since April 2006, the average priced home has increased \$120,000.

AVG & MED Dollar Origination & Appreciation % in April via ARMLS



As we conclude STAT, let's return to the RapidStats chart we shared with you last month, a chart depicting the relationship between supply and demand. Last month we reported .37 months supply and an absorption rate of 272.62%. Let me remind you, historically a 6-months supply and an absorption rate of 20% are considered a balanced market. Our new chart tells us our market has cooled over the past 30 days, now reporting .49 months and an absorption rate of 204.52%. In fireman terms, we moved from a 13 alarm fire to a 10 alarm fire.

Supply vs Demand Absorption Rate Last via RapidStats



I'd like to turn to Michael Orr one last time to put this STAT in perspective, with excerpts from the Cromford Report Market Summary for the beginning of May.

“Markets do not get hotter indefinitely.”

“All changes tend to start small and then grow. The current market cooling is like that. We now have supply increasing and demand falling. This will gradually release some of the steam from the over-heating engine and the market can trend back towards normality.”

“The primary mechanism by which they cool down is through prices. In hot markets pricing goes up which causes demand to weaken, which means the supply gets a chance to recover. When prices go up, some buyers can no longer afford to buy and drop out. The faster that pricing goes up, the more buyers tend to drop out, at least in a healthy market. If this is not happening, then you probably have a bubble where pure speculation has taken over and demand grows when prices rise. We are not seeing this.”

“Even though we have entered a cooling phase, it will probably take several quarters (if not years) to cool down to normal and prices will continue to rise at a brisk pace for quite some time.”

Pending Price Index

Last month the STAT mathematical model correctly projected a median sales price for April of \$375,000. Looking ahead to May, the ARMLS Pending Price Index is projecting a median sales price of \$386,500. When the May median sales price is reported, we project a year-over-year gain of 31%.

We began May with 7,282 pending contracts, 4,254 UCB listings and 327 CCBS giving us a total of 11,863 residential listings practically under contract. This compares to 9,820 of the same type of listings one year ago. At the beginning of May, the pending contracts were 20.8% higher than last year. Please note, the 2020 numbers were just starting their rapid recovery from the market’s initial response to COVID. There were 20 business days in May of 2020 and 20 this year. ARMLS reported 6,860 sales in May of 2020. The highest sales volume ever in May occurred in 2019 when ARMLS reported 10,341 home sales. I am expecting sales volume this May to be around 9,200.