

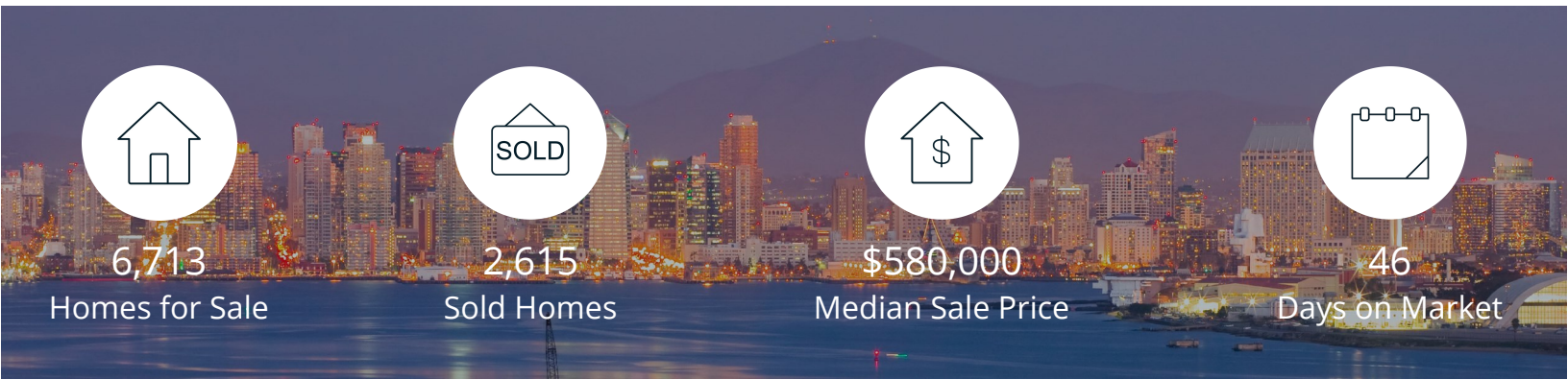
San Diego County

— MARKET UPDATE —



OCTOBER 2019

FIRSTTEAM[®]
REAL ESTATE



	Active	Pending	Sold	Median Sale Price	Days on Market
Oct. 2019	6,713	4,217	2,615	\$580,000	46
3 Mo. Ago	7,888	3,763	3,396	\$580,000	43
6 Mo. Ago	7,915	4,170	3,514	\$574,900	39
12 Mo. Ago	8,314	2,945	2,534	\$545,000	45

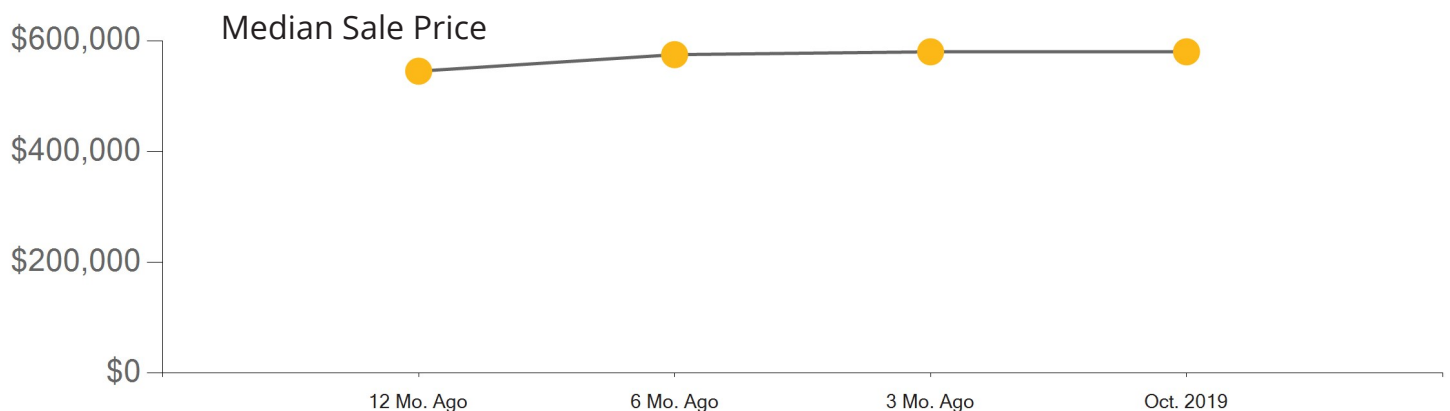
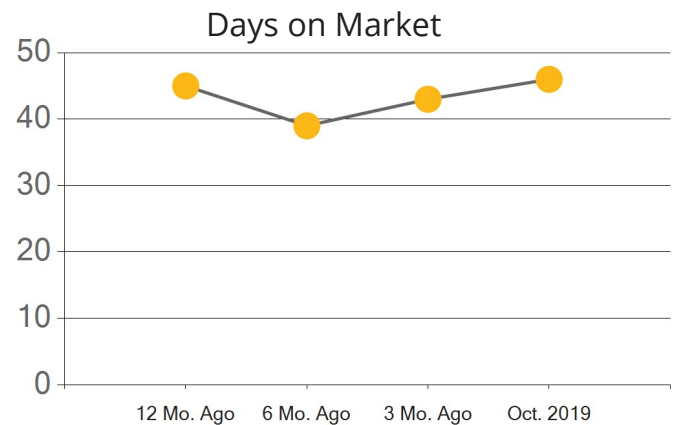
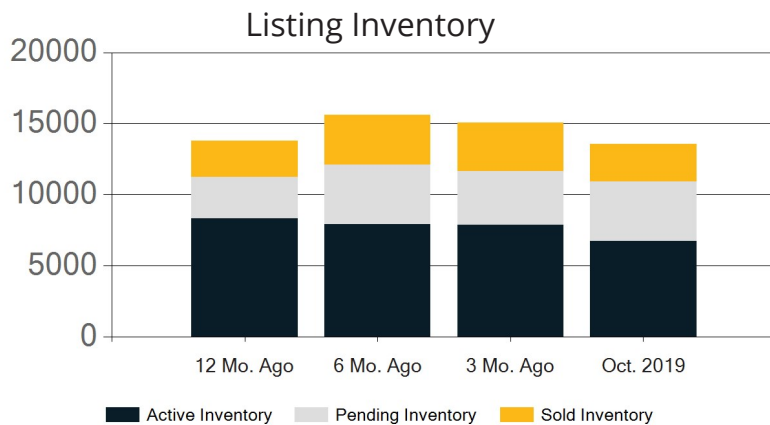
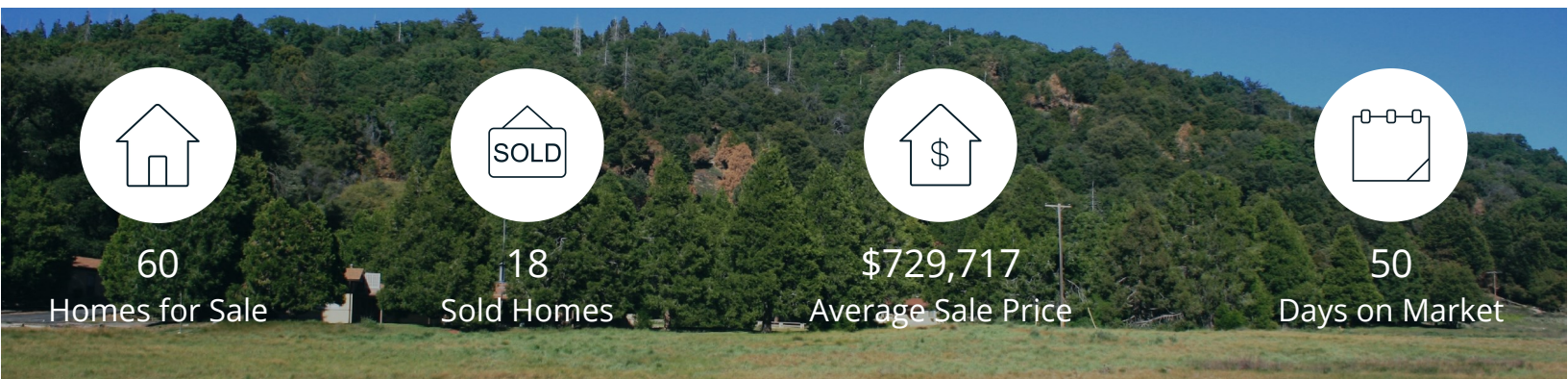
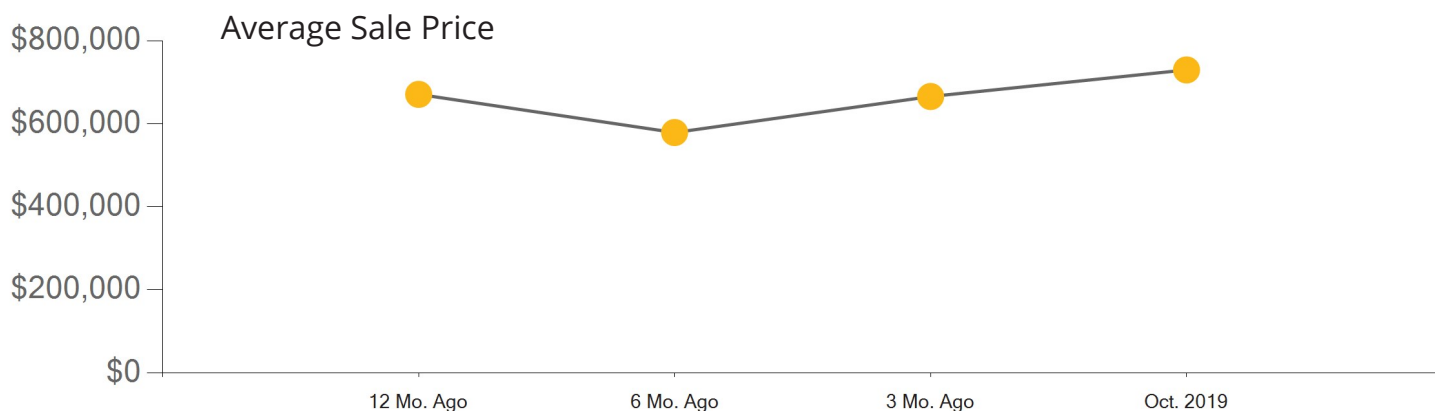
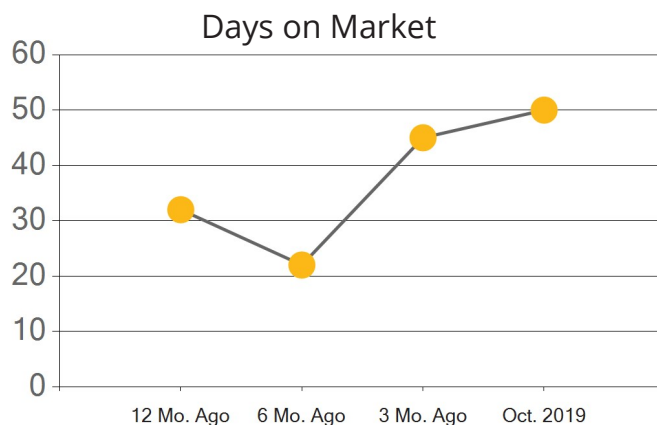
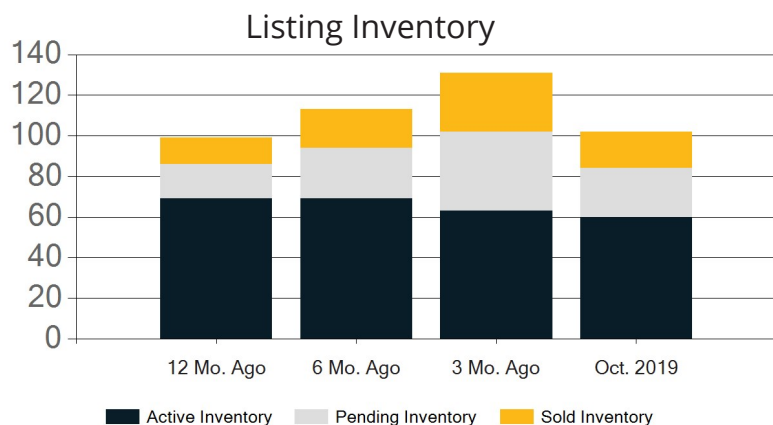


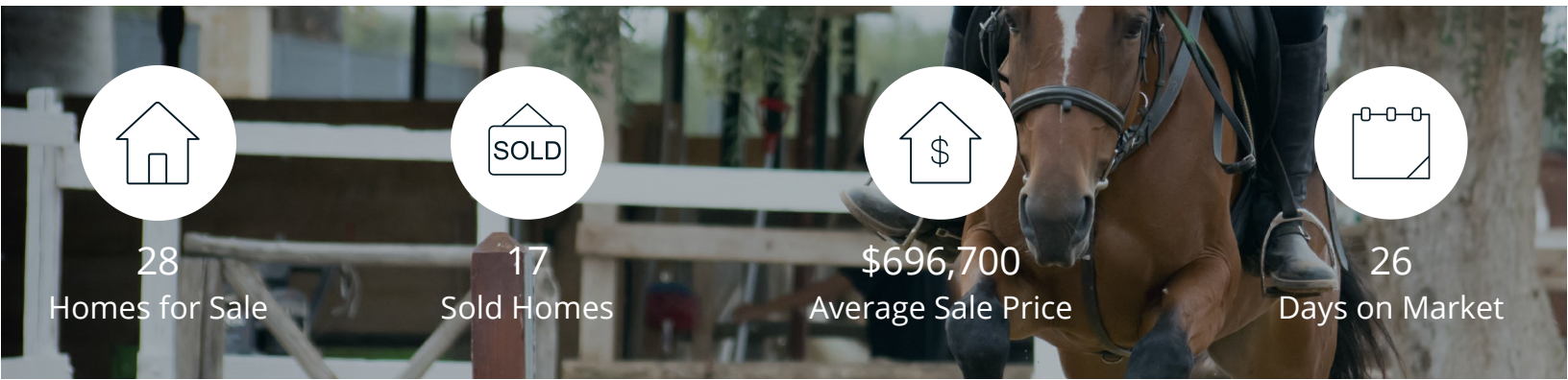
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Julian	Spring Valley
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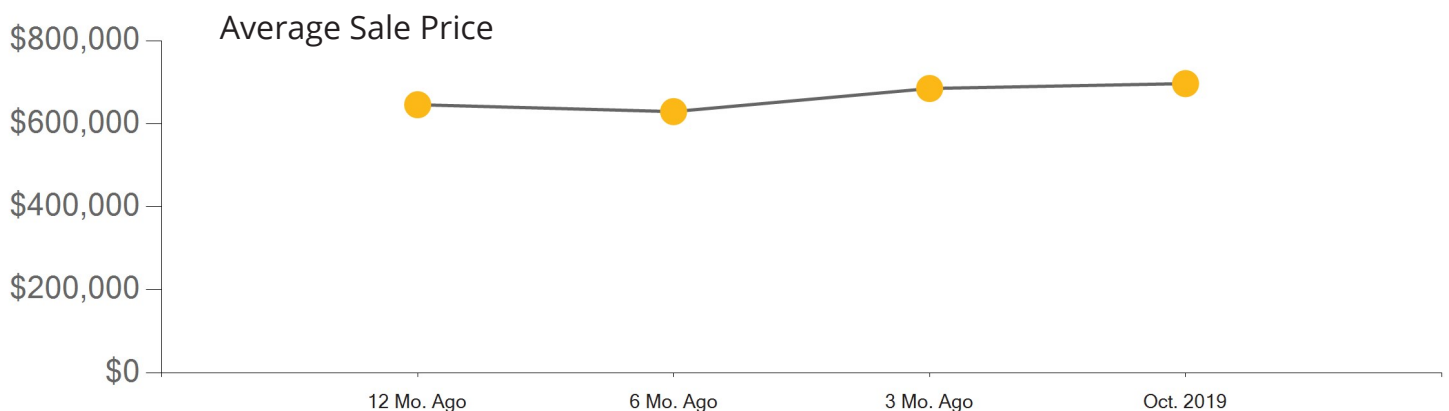
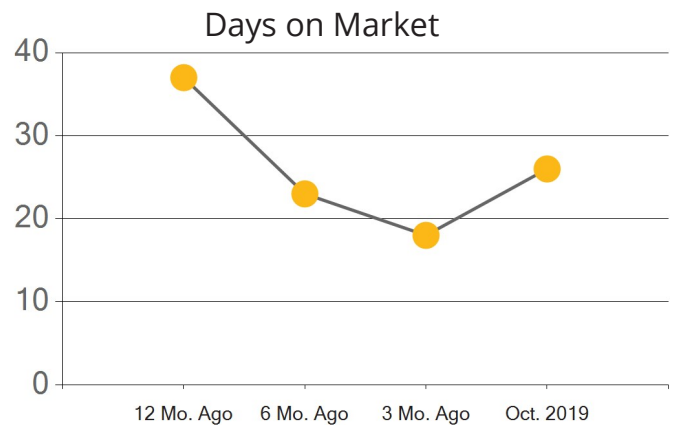
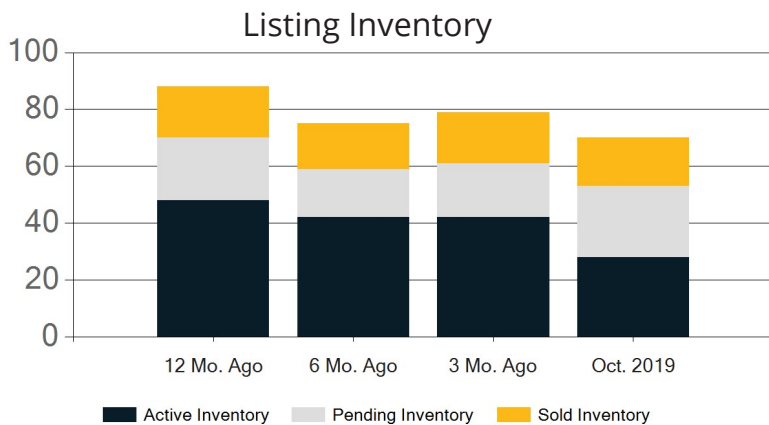


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	60	24	18	\$729,717	50
3 Mo. Ago	63	39	29	\$665,639	45
6 Mo. Ago	69	25	19	\$578,816	22
12 Mo. Ago	69	17	13	\$670,792	32



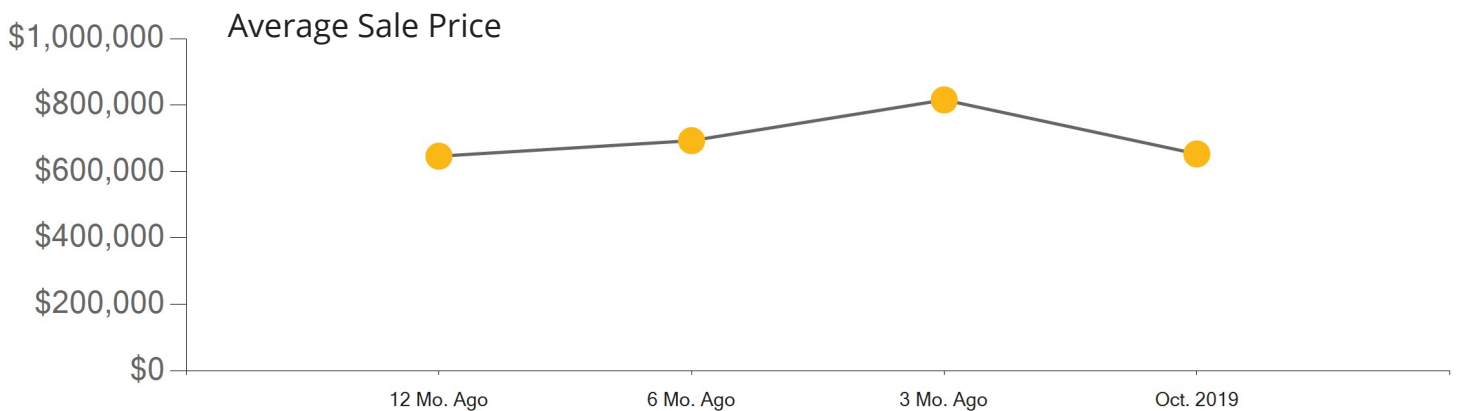
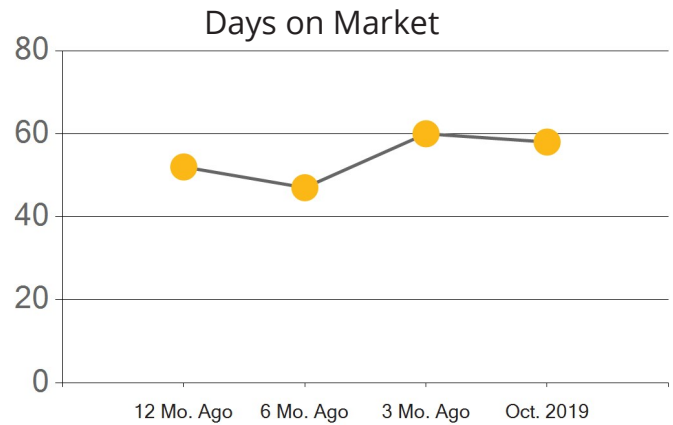
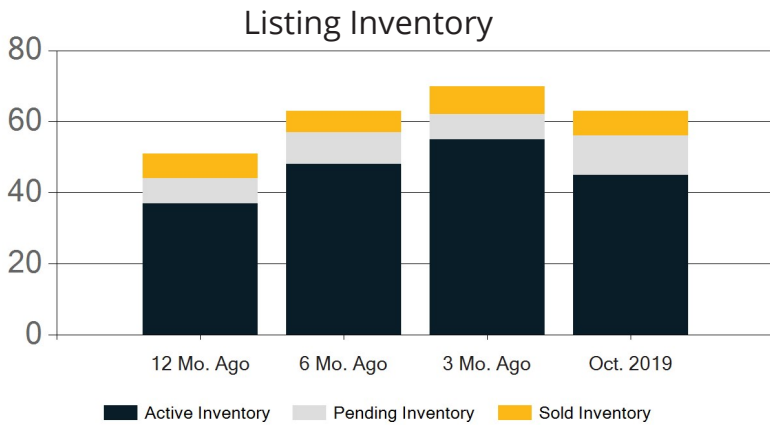


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	28	25	17	\$696,700	26
3 Mo. Ago	42	19	18	\$684,906	18
6 Mo. Ago	42	17	16	\$629,238	23
12 Mo. Ago	48	22	18	\$645,841	37



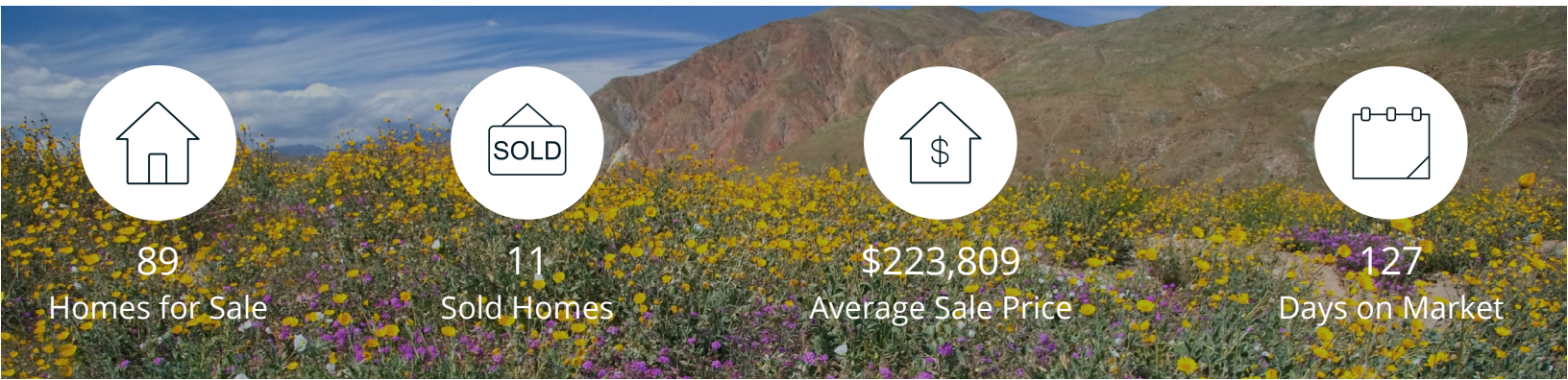


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	45	11	7	\$653,000	58
3 Mo. Ago	55	7	8	\$815,757	60
6 Mo. Ago	48	9	6	\$693,083	47
12 Mo. Ago	37	7	7	\$646,271	52

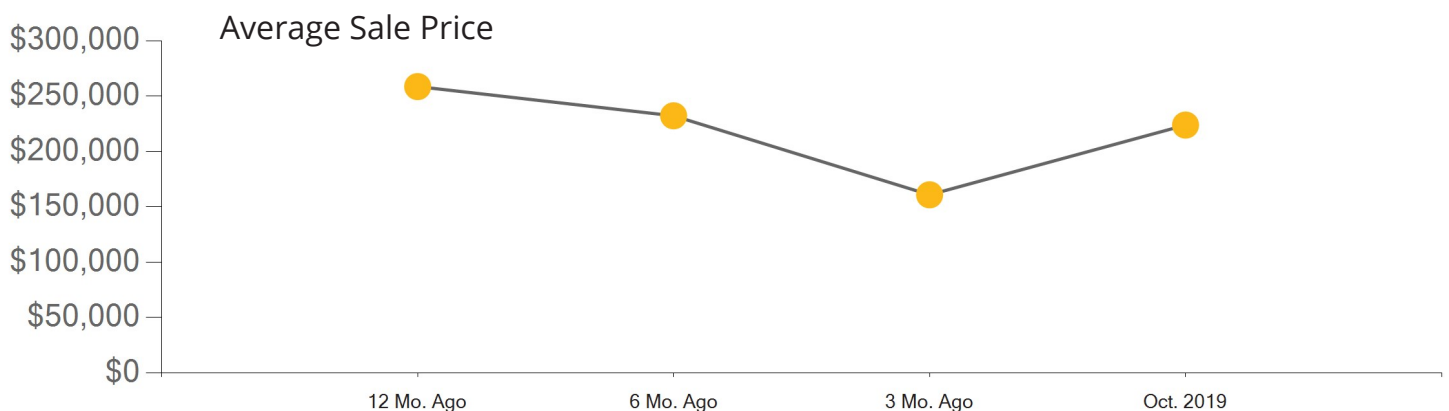
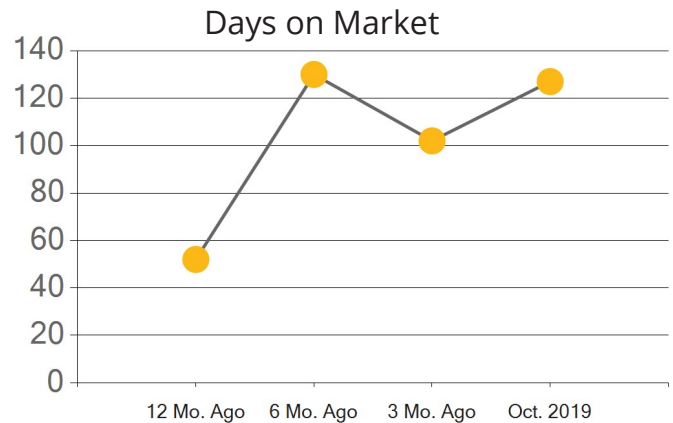
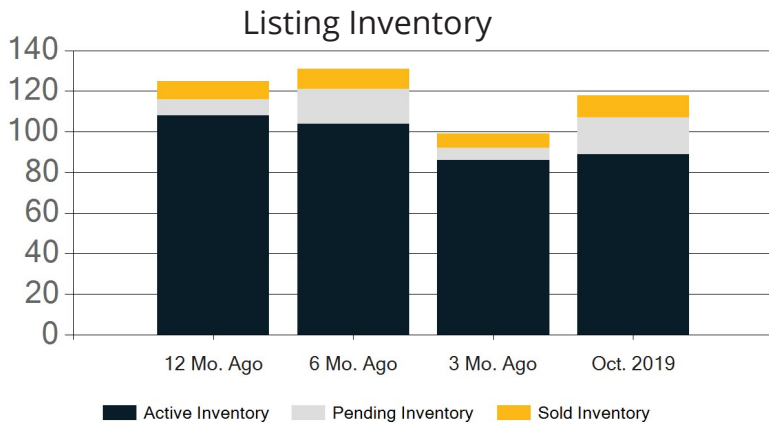


Borrego Springs Market Update

OCTOBER 2019



	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	89	18	11	\$223,809	127
3 Mo. Ago	86	6	7	\$160,793	102
6 Mo. Ago	104	17	10	\$232,180	130
12 Mo. Ago	108	8	9	\$258,575	52



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REAL ESTATE



17

Homes for Sale



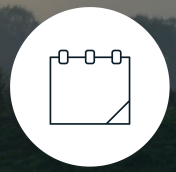
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Sold Homes



\$325,686

Average Sale Price

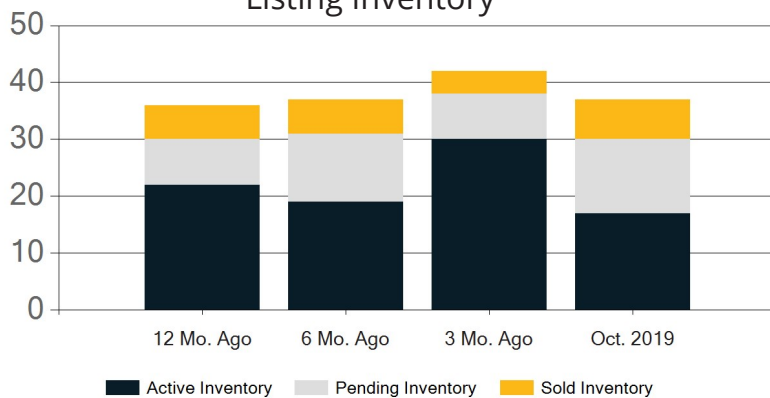


67

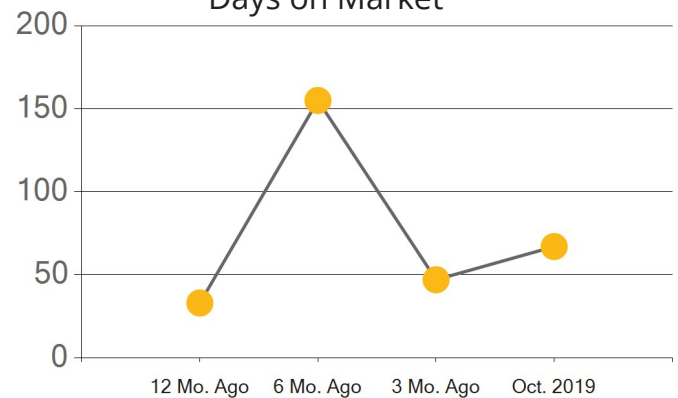
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	17	13	7	\$325,686	67
3 Mo. Ago	30	8	4	\$303,950	47
6 Mo. Ago	19	12	6	\$337,750	155
12 Mo. Ago	22	8	6	\$328,833	33

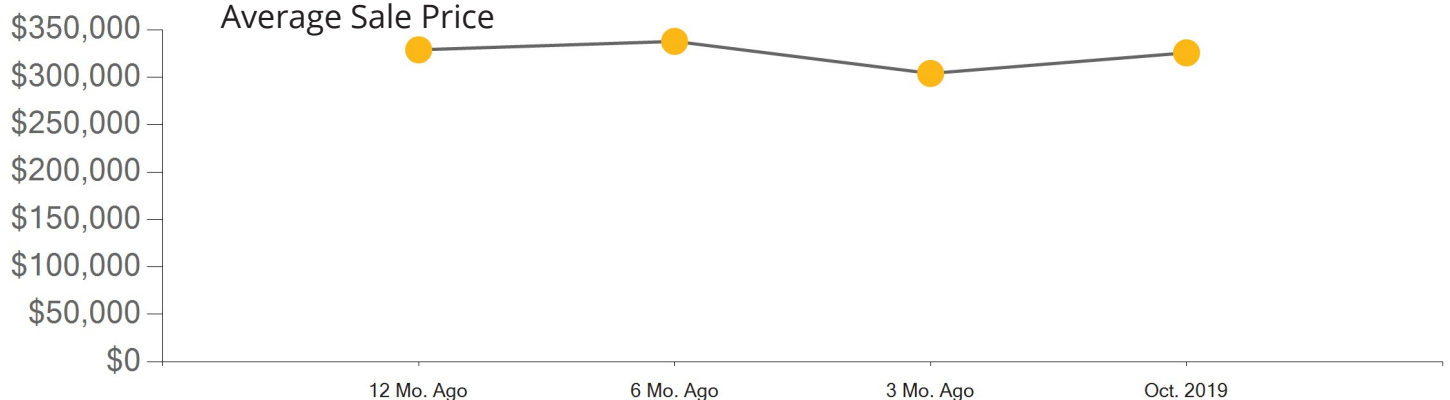
Listing Inventory



Days on Market



Average Sale Price



Cardiff By the Sea Market Update

OCTOBER 2019



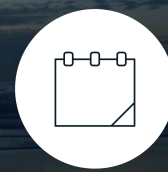
37
Homes for Sale



15
Sold Homes



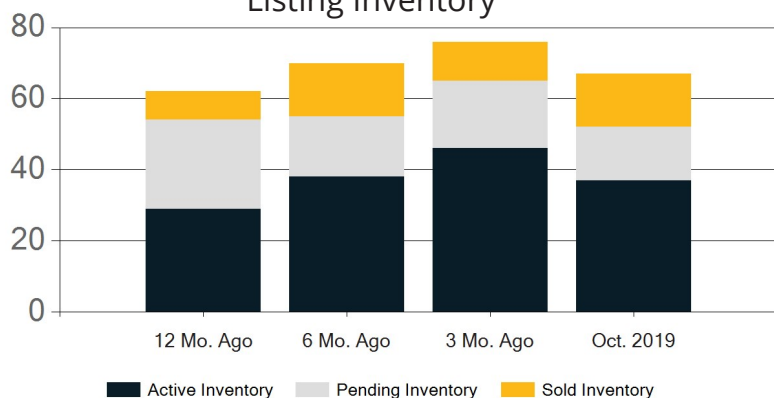
\$1,567,300
Average Sale Price



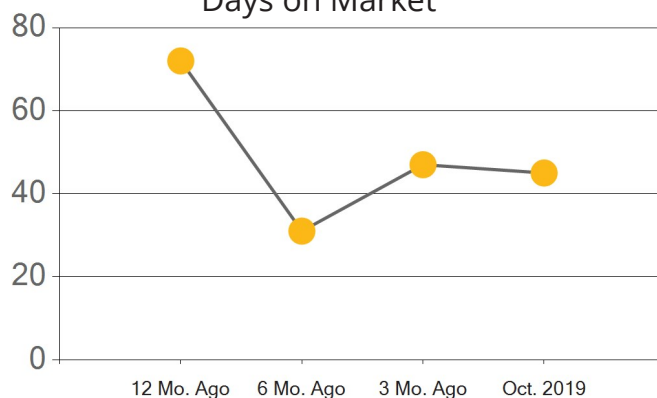
45
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	37	15	15	\$1,567,300	45
3 Mo. Ago	46	19	11	\$1,523,091	47
6 Mo. Ago	38	17	15	\$1,261,198	31
12 Mo. Ago	29	25	8	\$1,483,750	72

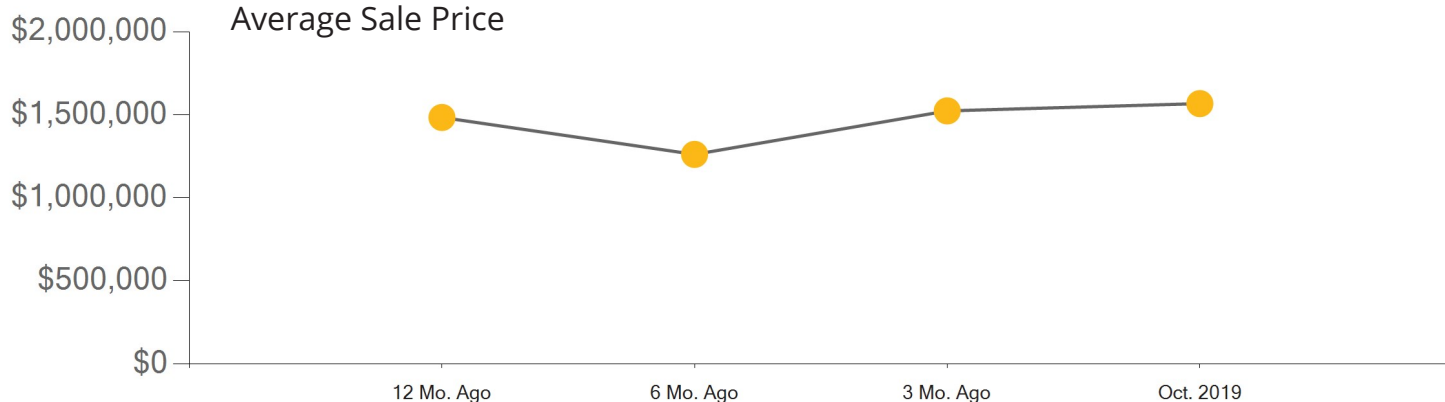
Listing Inventory



Days on Market

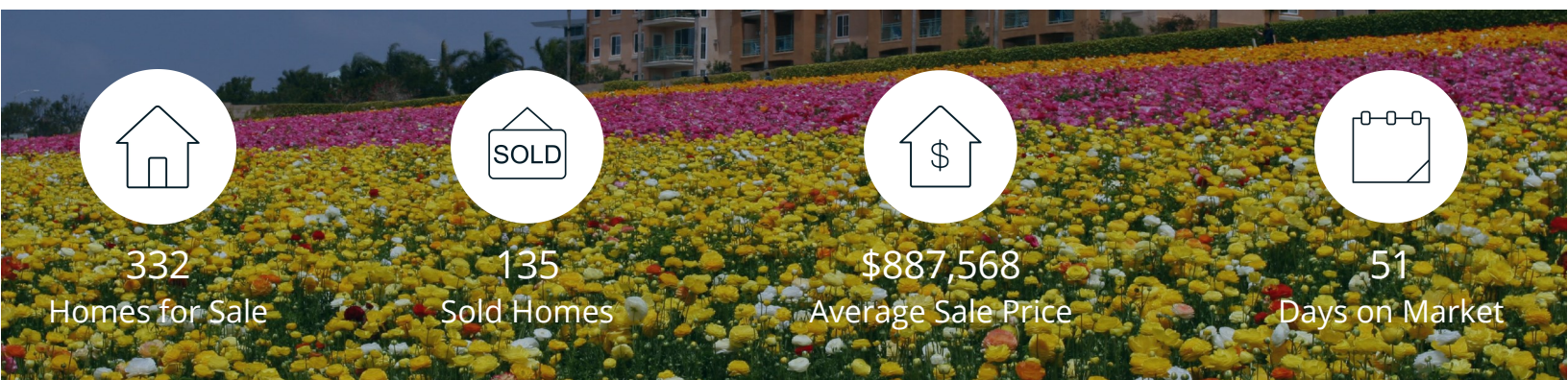


Average Sale Price

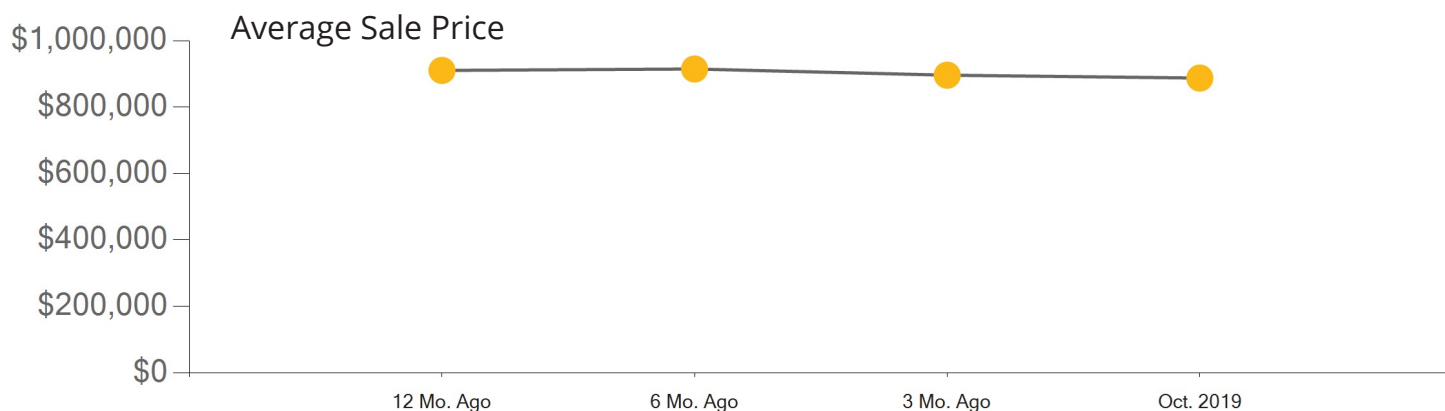
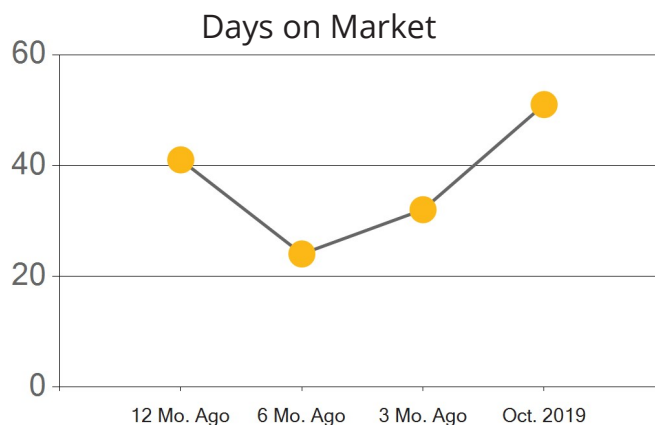
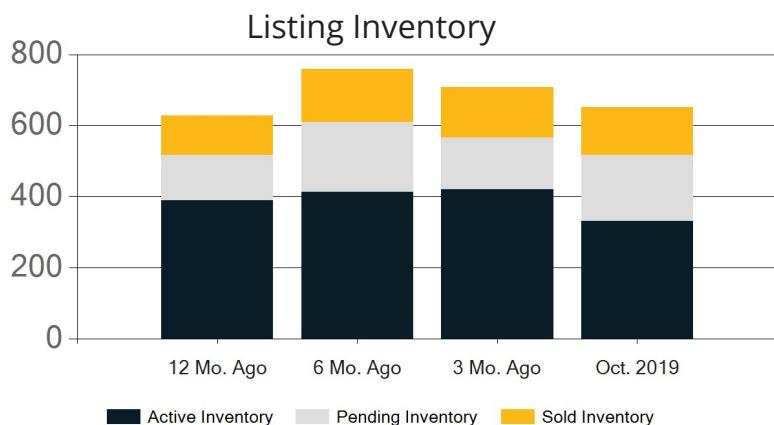


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FIRSTTEAM
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	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	332	185	135	\$887,568	51
3 Mo. Ago	421	146	142	\$896,260	32
6 Mo. Ago	414	195	151	\$914,942	24
12 Mo. Ago	390	127	111	\$910,648	41



Carmel Valley Market Update

OCTOBER 2019



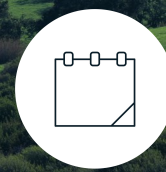
4
Homes for Sale



1
Sold Homes



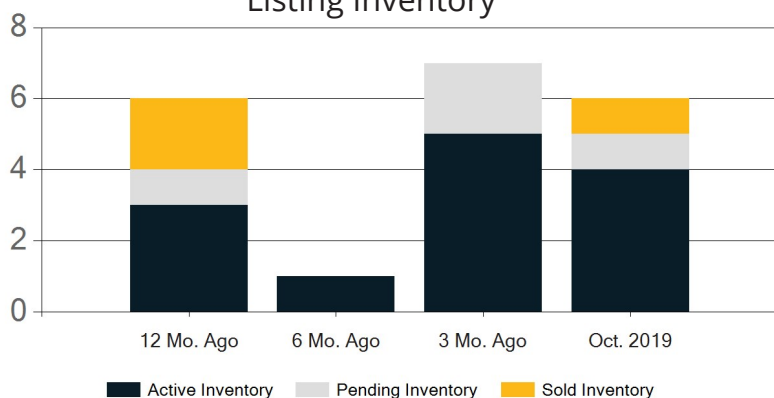
\$1,475,597
Average Sale Price



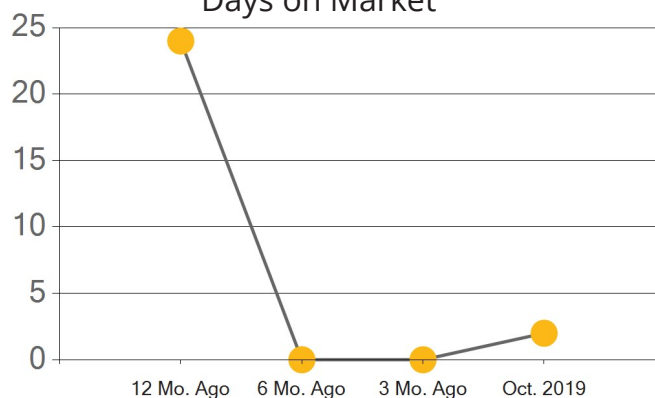
2
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	4	1	1	\$1,475,597	2
3 Mo. Ago	5	2	0	\$0	0
6 Mo. Ago	1	0	0	\$0	0
12 Mo. Ago	3	1	2	\$735,000	24

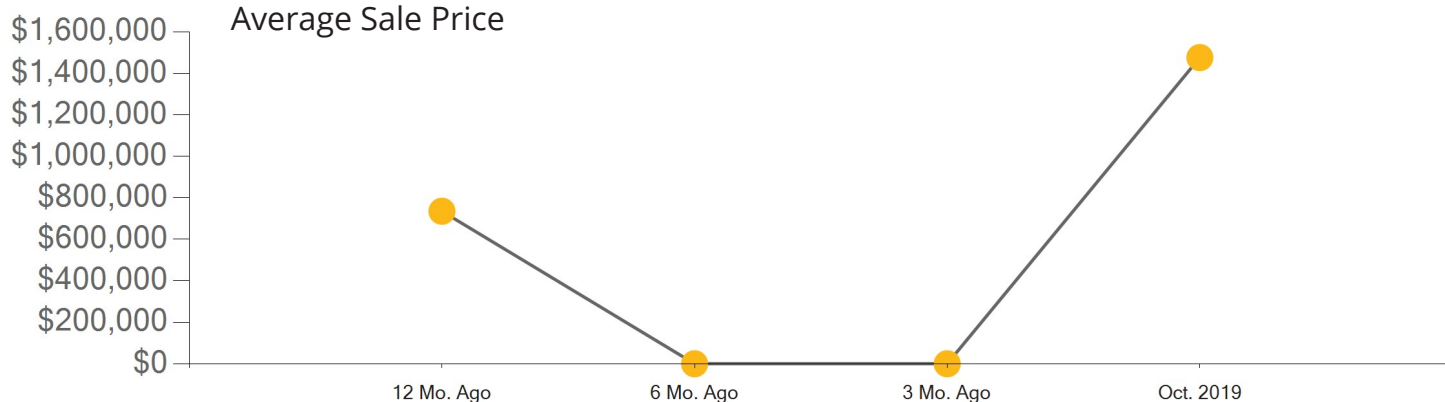
Listing Inventory



Days on Market

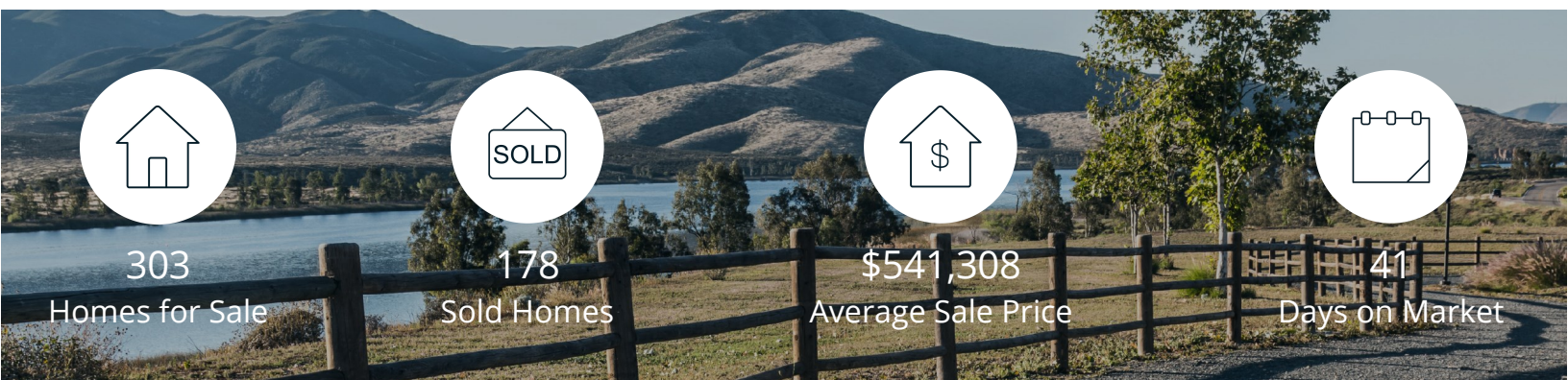


Average Sale Price

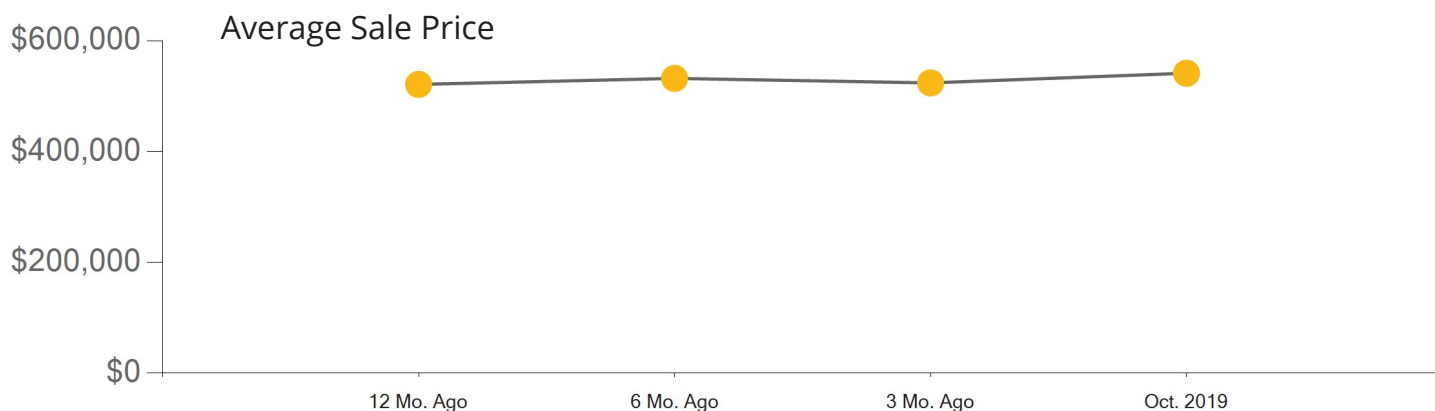
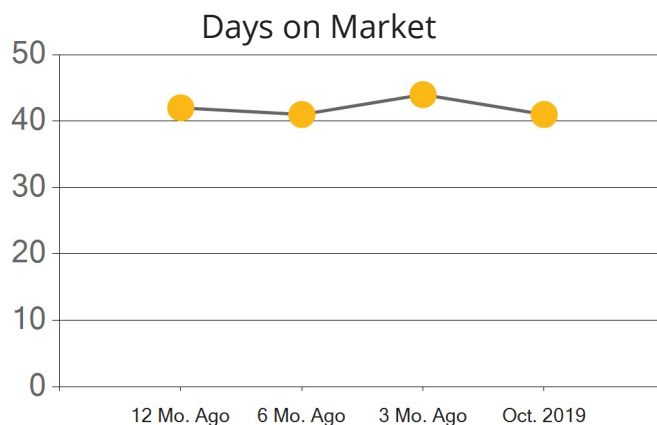
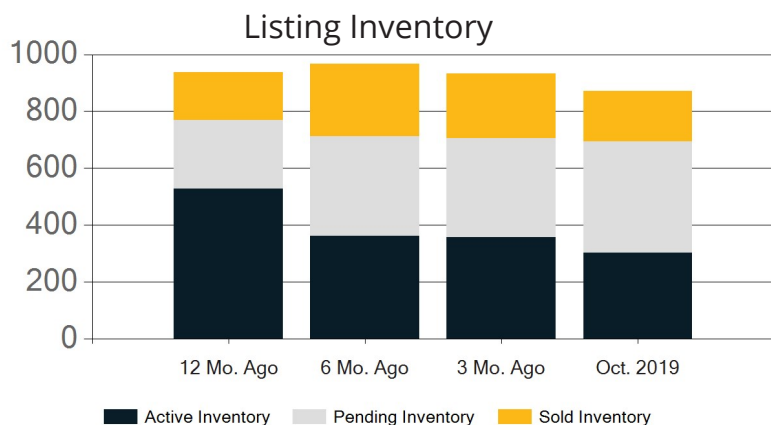


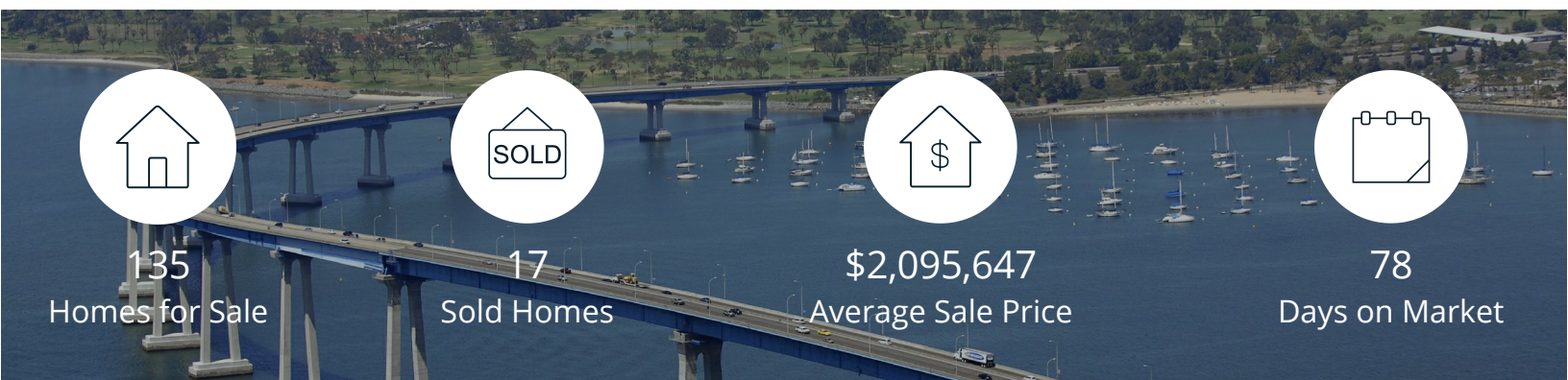
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FIRSTTEAM
REAL ESTATE

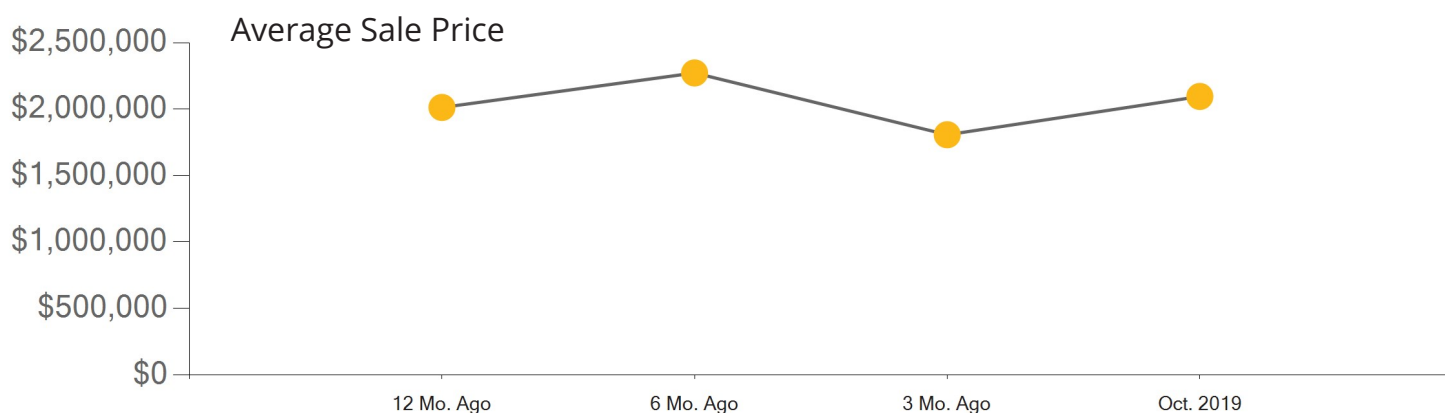
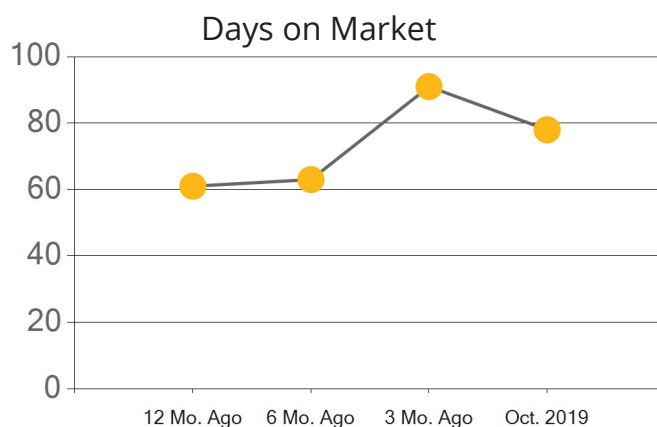
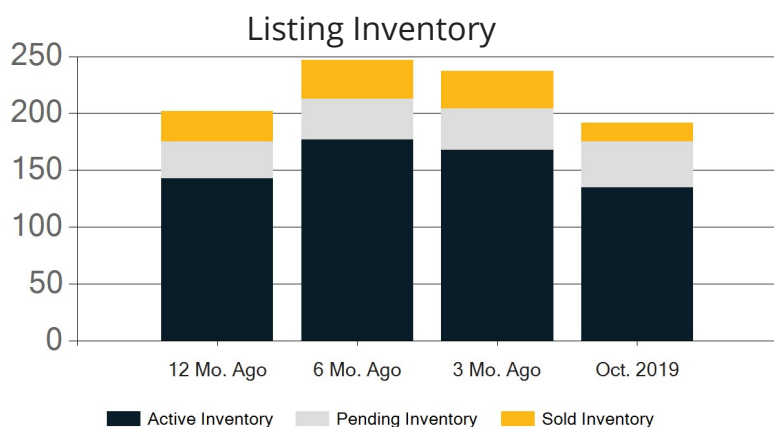


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	303	391	178	\$541,308	41
3 Mo. Ago	357	348	227	\$523,805	44
6 Mo. Ago	361	351	256	\$531,983	41
12 Mo. Ago	528	241	169	\$521,104	42



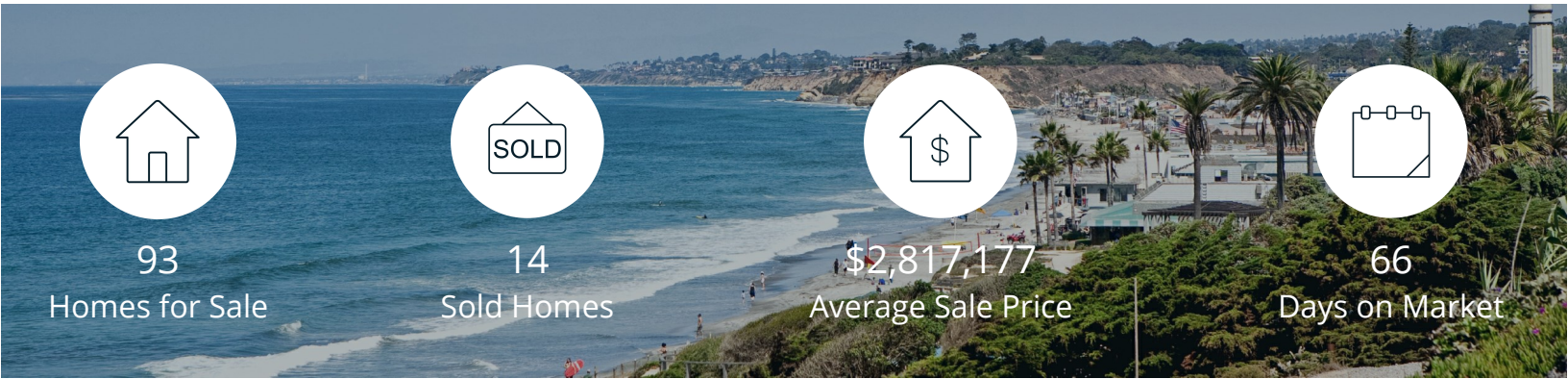


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	135	40	17	\$2,095,647	78
3 Mo. Ago	168	36	33	\$1,807,230	91
6 Mo. Ago	177	36	34	\$2,272,661	63
12 Mo. Ago	143	32	27	\$2,012,837	61

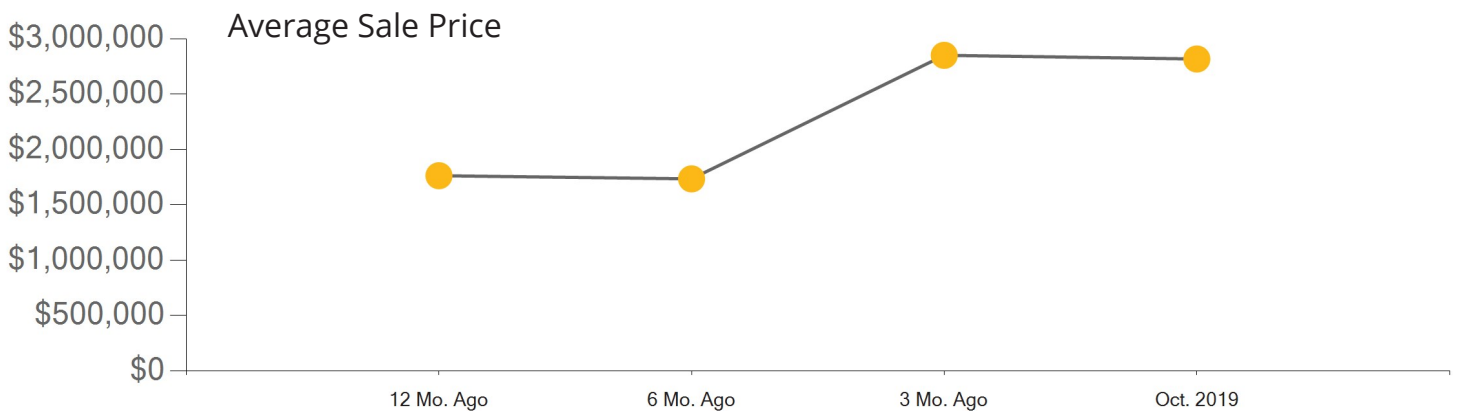
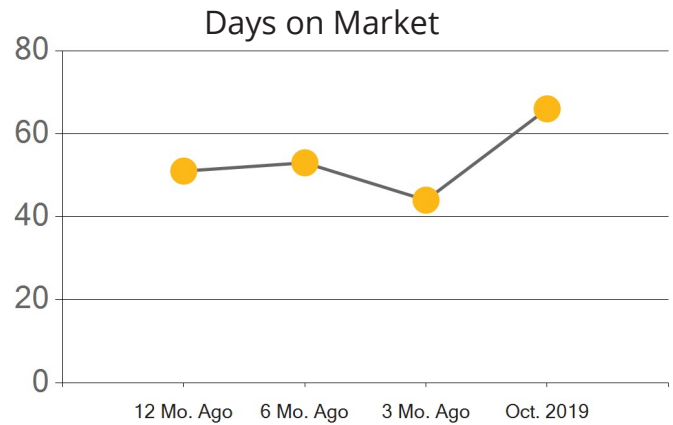
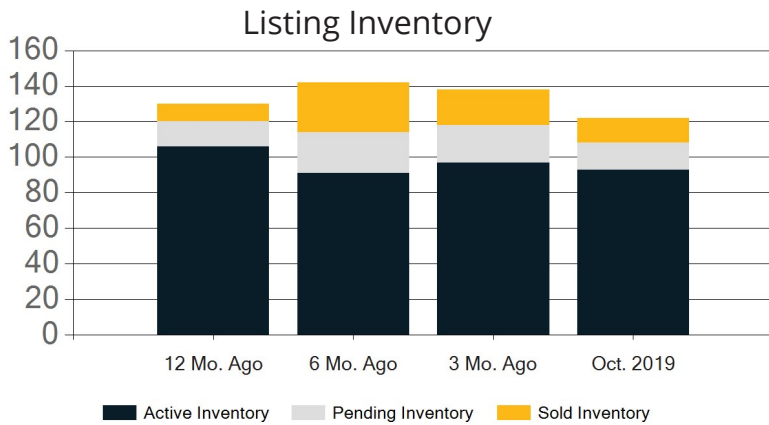


Del Mar Market Update

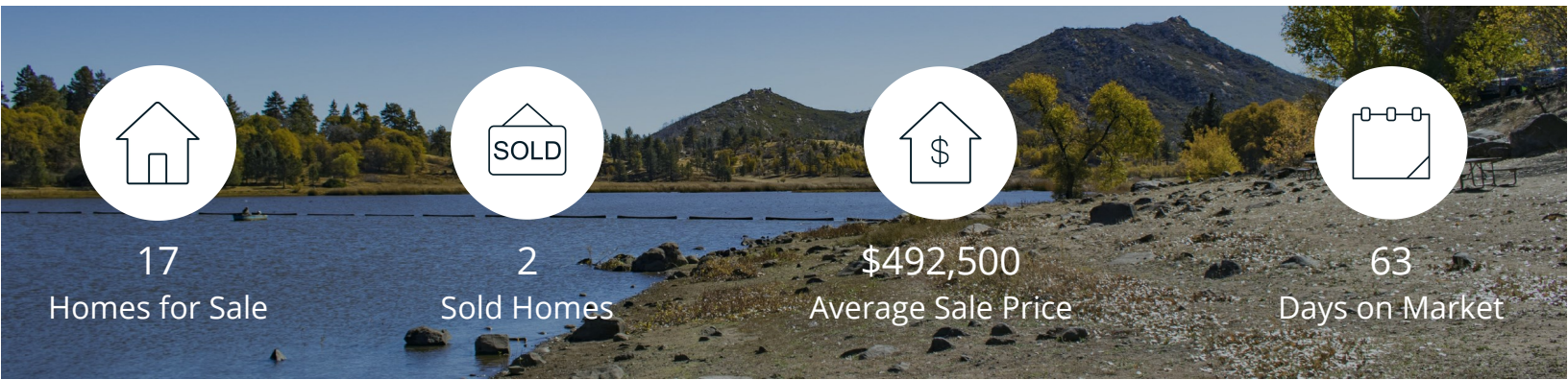
OCTOBER 2019



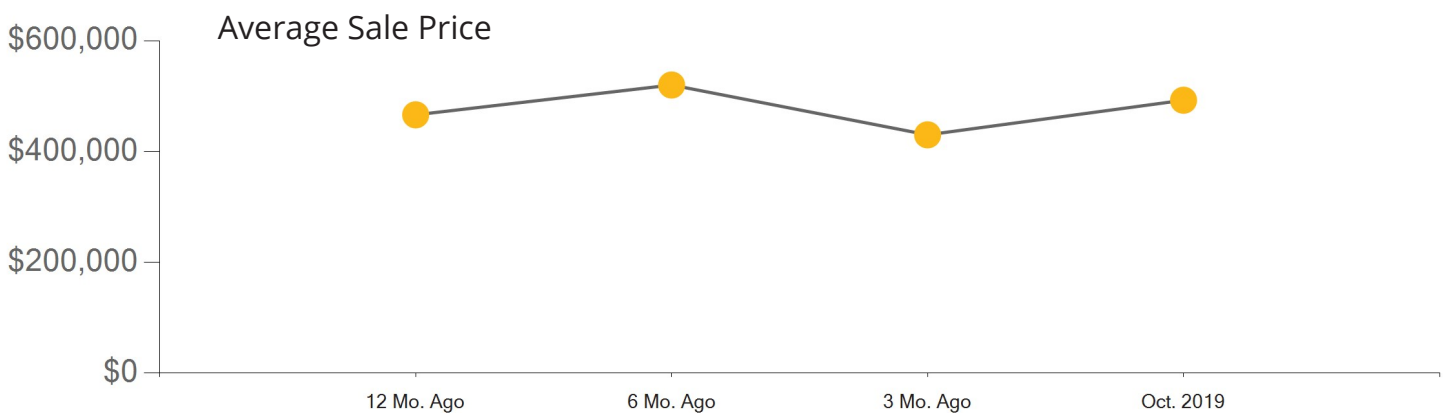
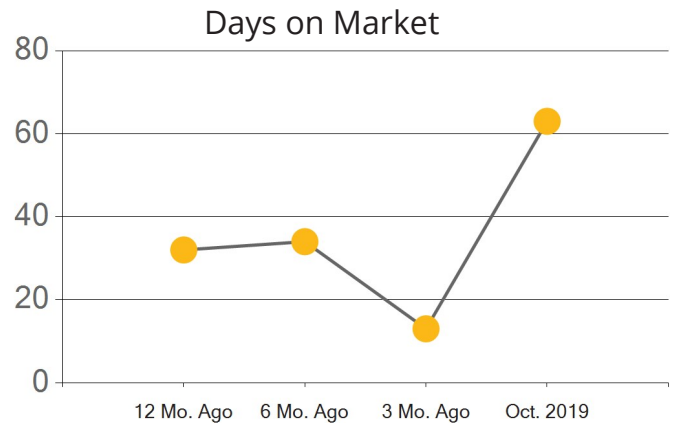
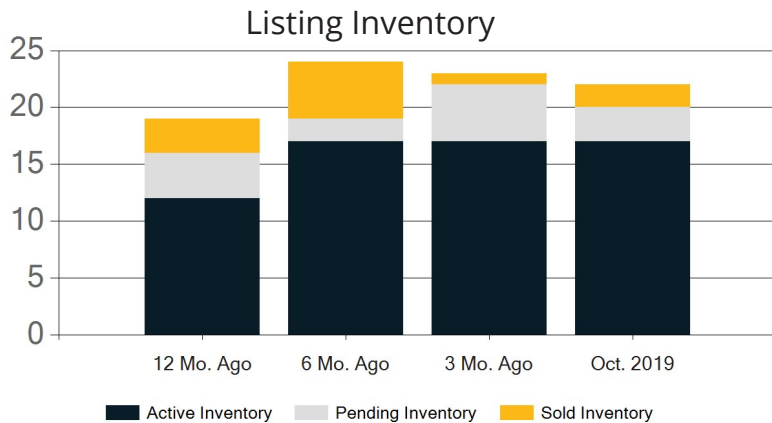
	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	93	15	14	\$2,817,177	66
3 Mo. Ago	97	21	20	\$2,850,400	44
6 Mo. Ago	91	23	28	\$1,733,857	53
12 Mo. Ago	106	14	10	\$1,762,500	51

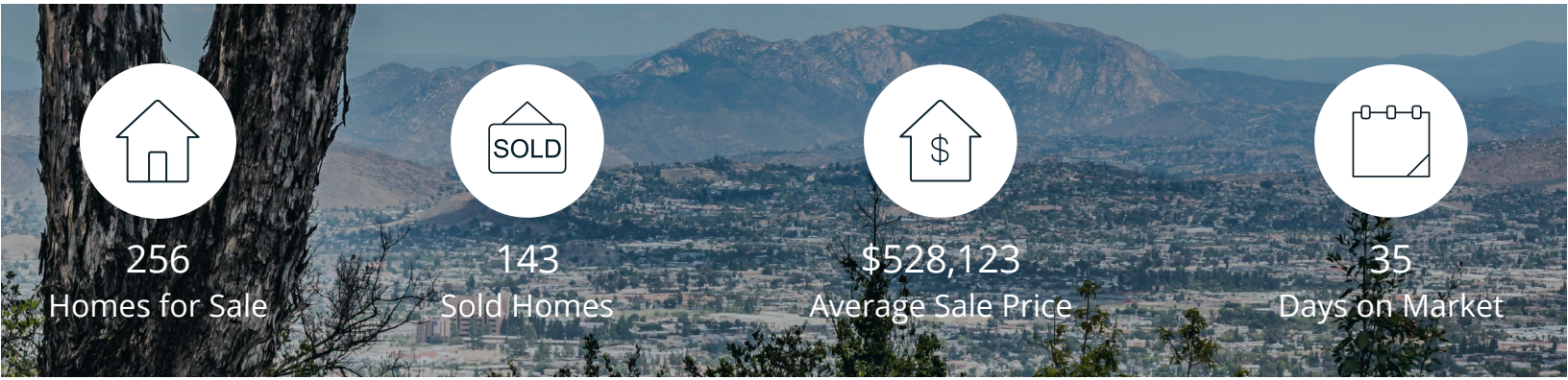


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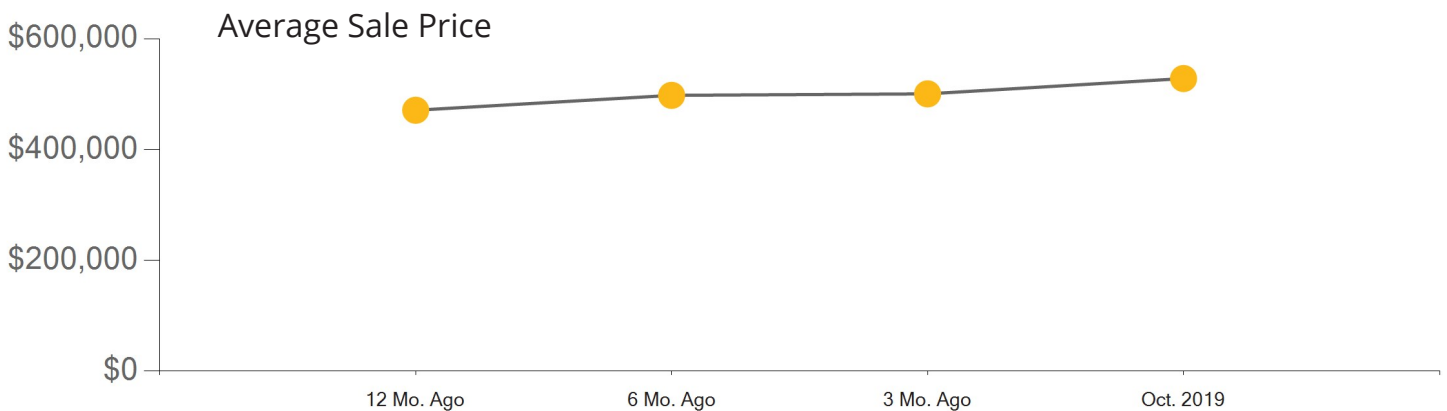
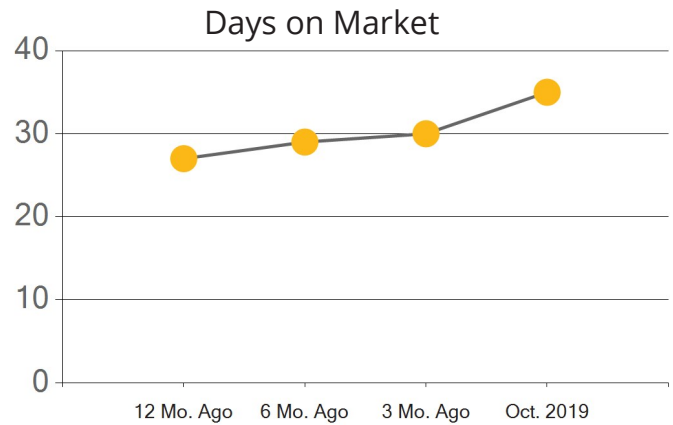
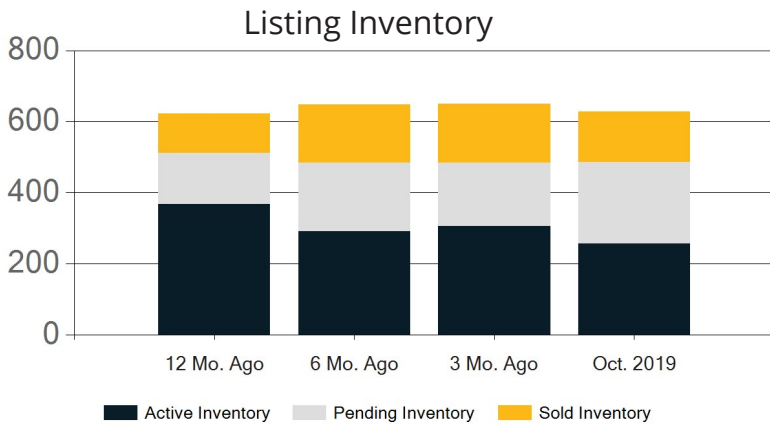


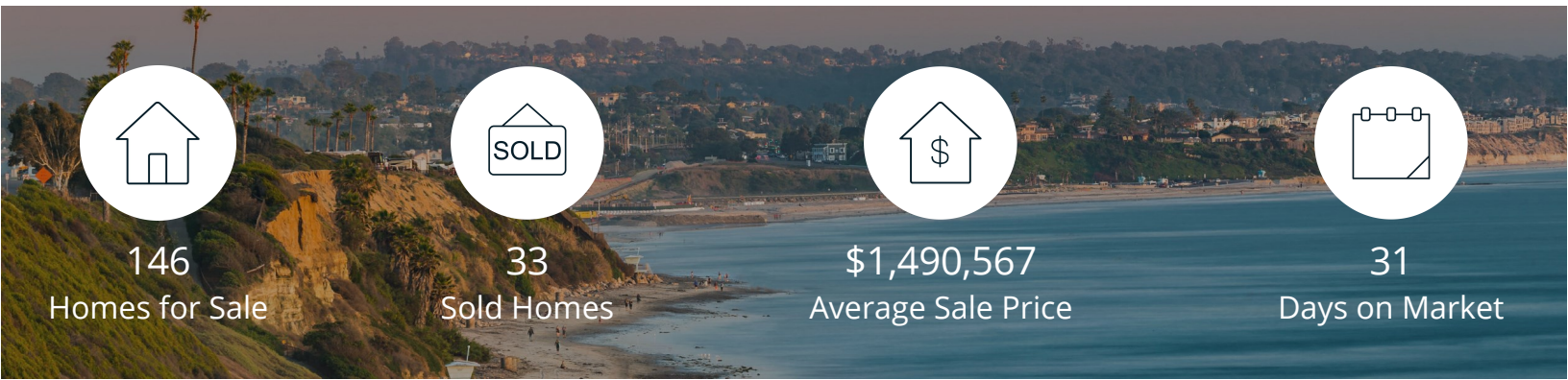
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Oct. 2019	17	3	2	\$492,500	63
3 Mo. Ago	17	5	1	\$430,000	13
6 Mo. Ago	17	2	5	\$520,000	34
12 Mo. Ago	12	4	3	\$466,167	32



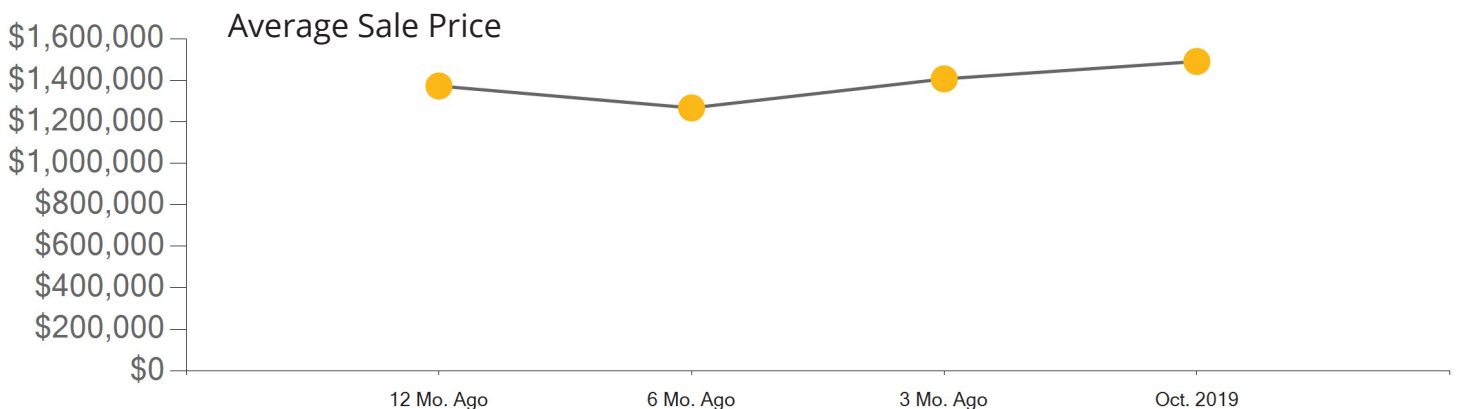
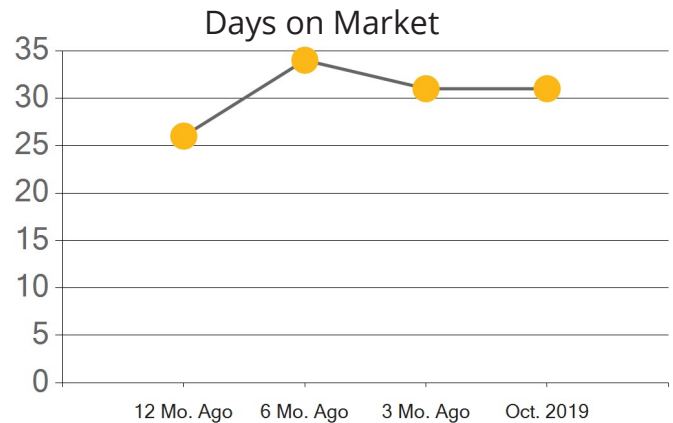
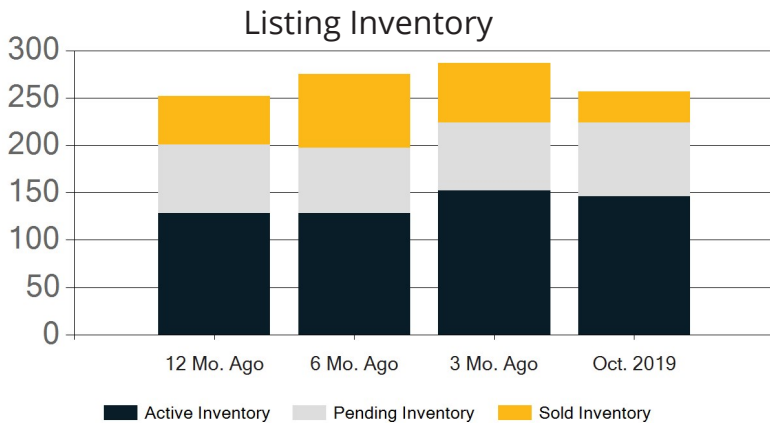


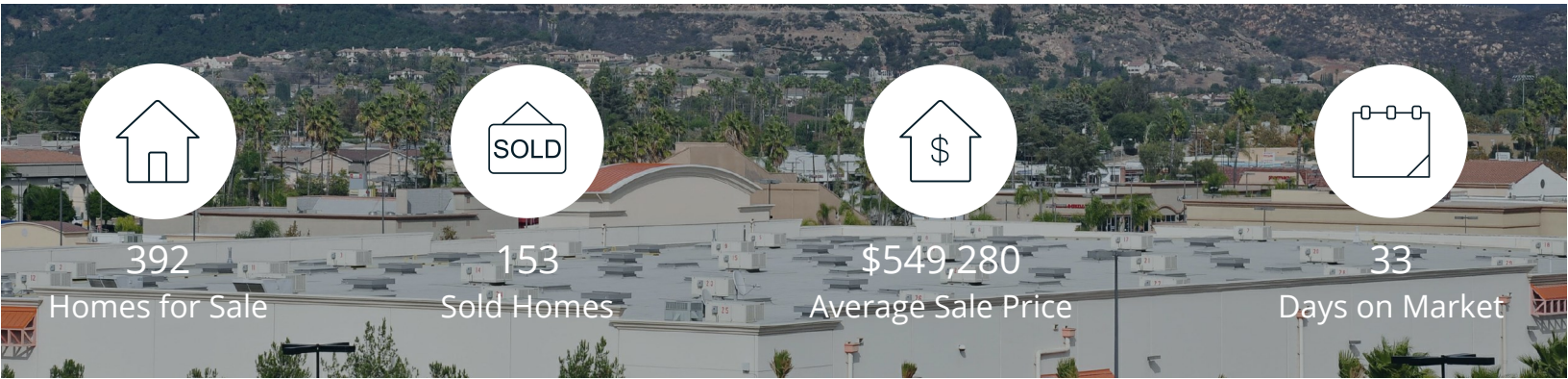
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Oct. 2019	256	230	143	\$528,123	35
3 Mo. Ago	305	179	166	\$500,388	30
6 Mo. Ago	291	193	165	\$497,709	29
12 Mo. Ago	368	143	111	\$470,814	27



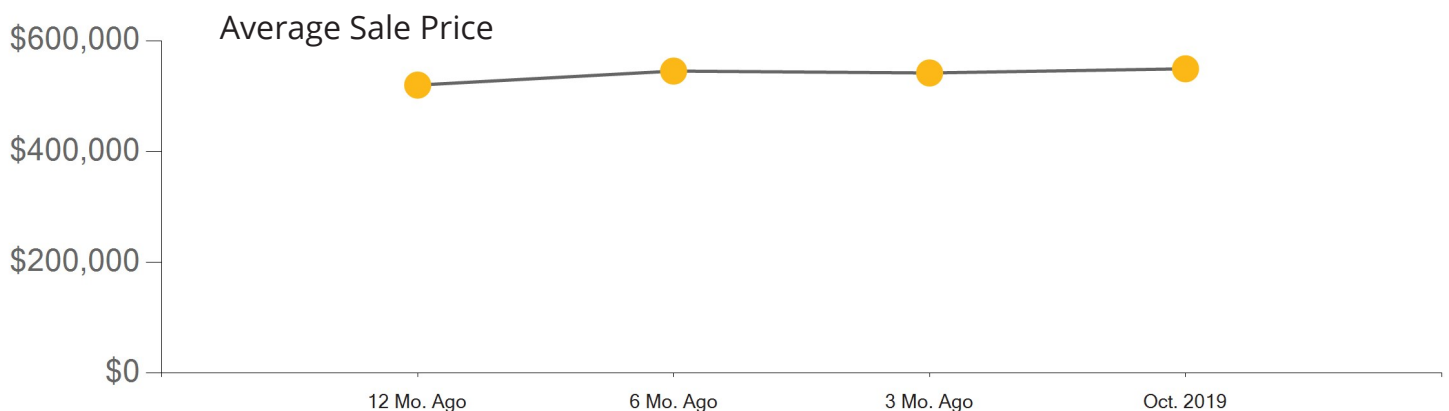
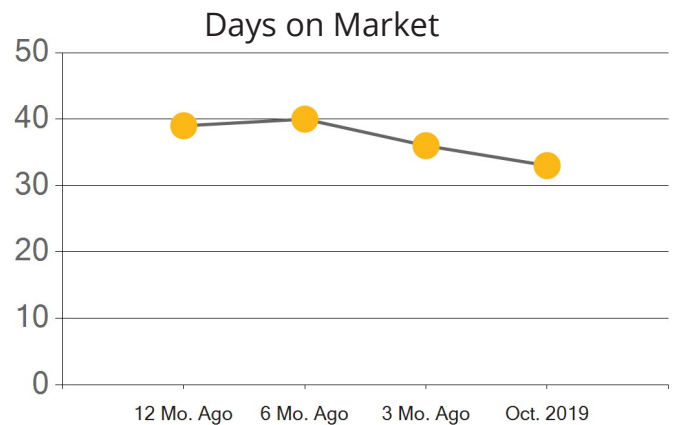
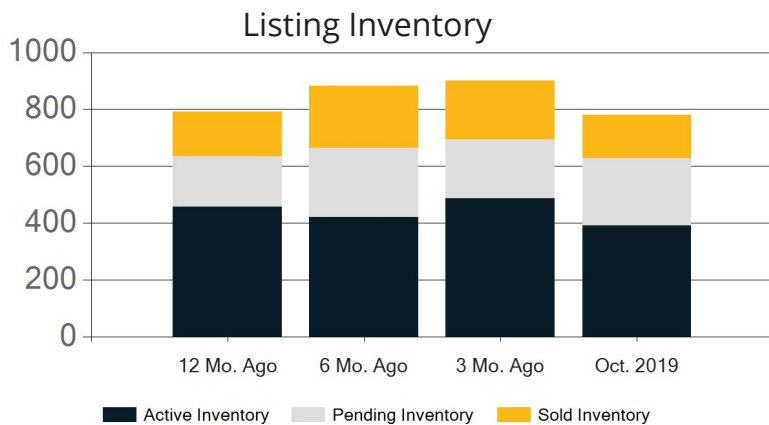


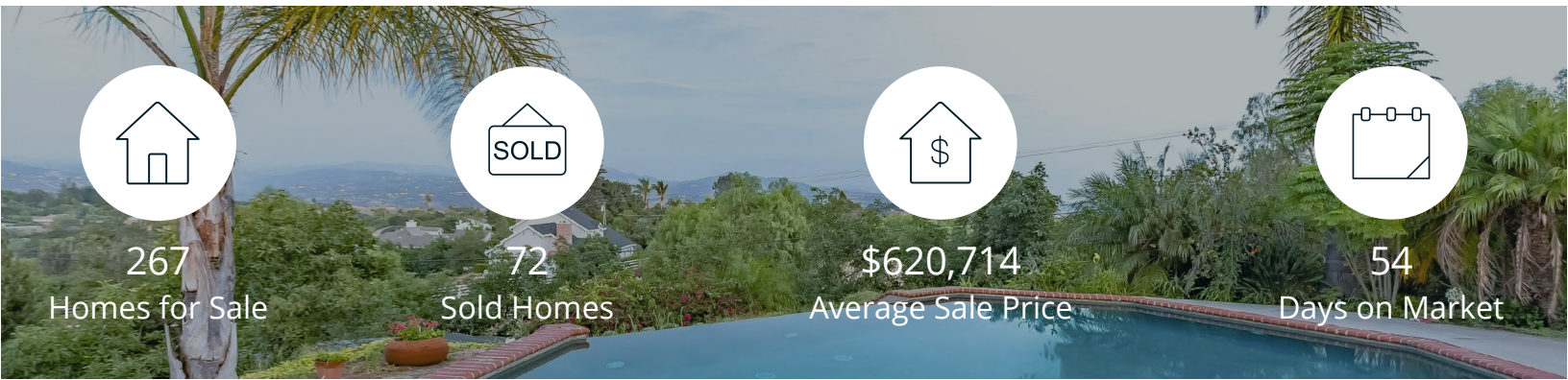
	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	146	78	33	\$1,490,567	31
3 Mo. Ago	152	72	63	\$1,406,514	31
6 Mo. Ago	128	69	78	\$1,266,662	34
12 Mo. Ago	128	73	51	\$1,372,240	26



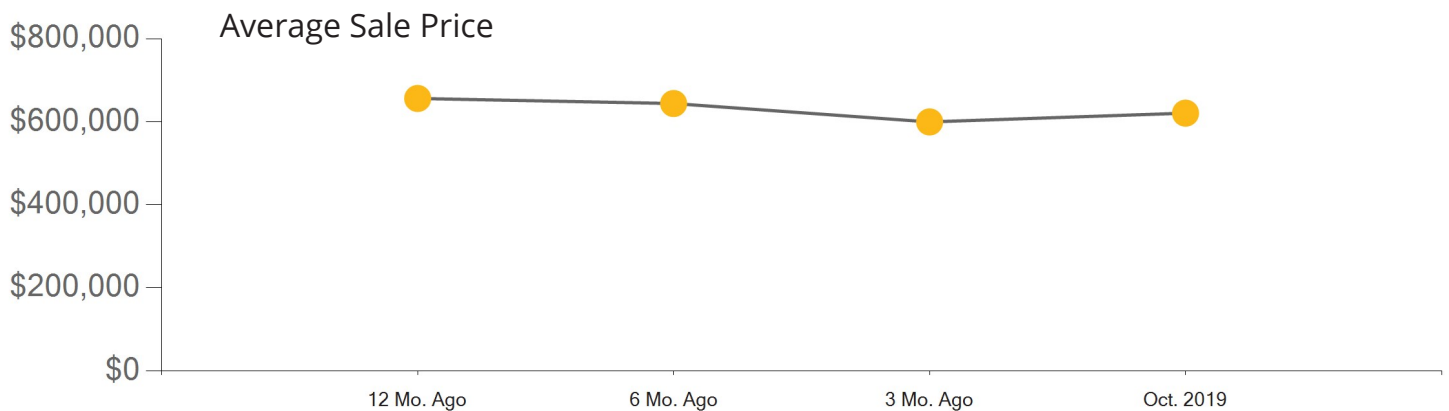
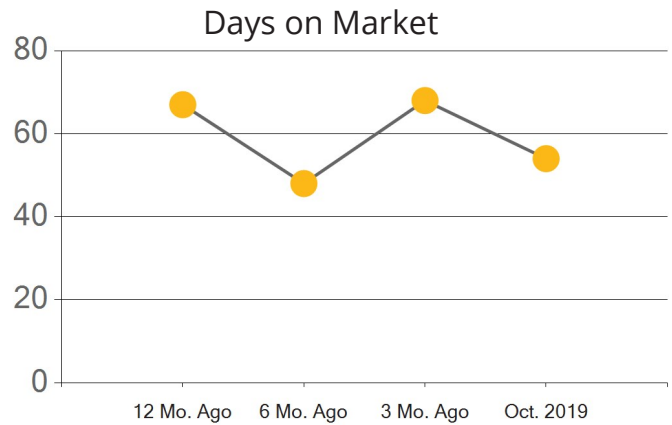
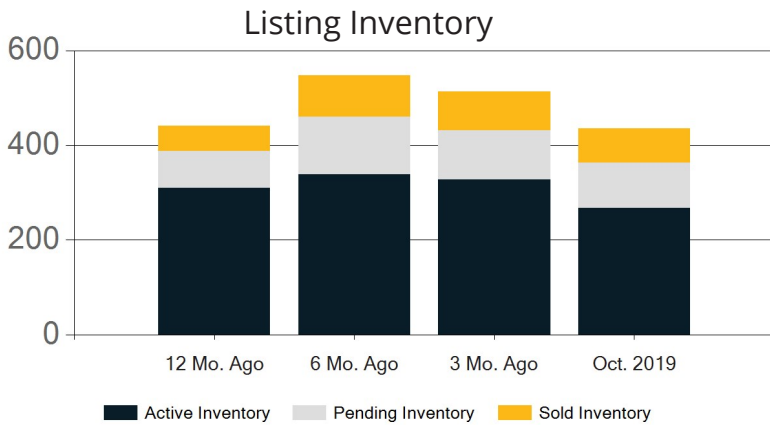


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	392	235	153	\$549,280	33
3 Mo. Ago	487	208	207	\$541,799	36
6 Mo. Ago	420	244	219	\$545,183	40
12 Mo. Ago	457	178	157	\$519,882	39



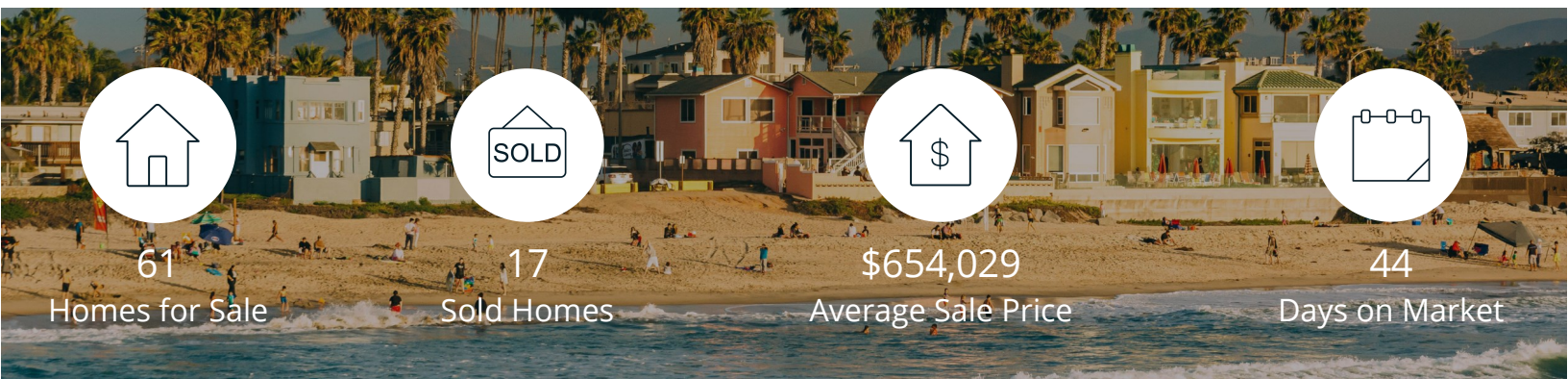


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	267	96	72	\$620,714	54
3 Mo. Ago	327	105	82	\$599,553	68
6 Mo. Ago	339	121	88	\$643,968	48
12 Mo. Ago	310	78	53	\$656,119	67

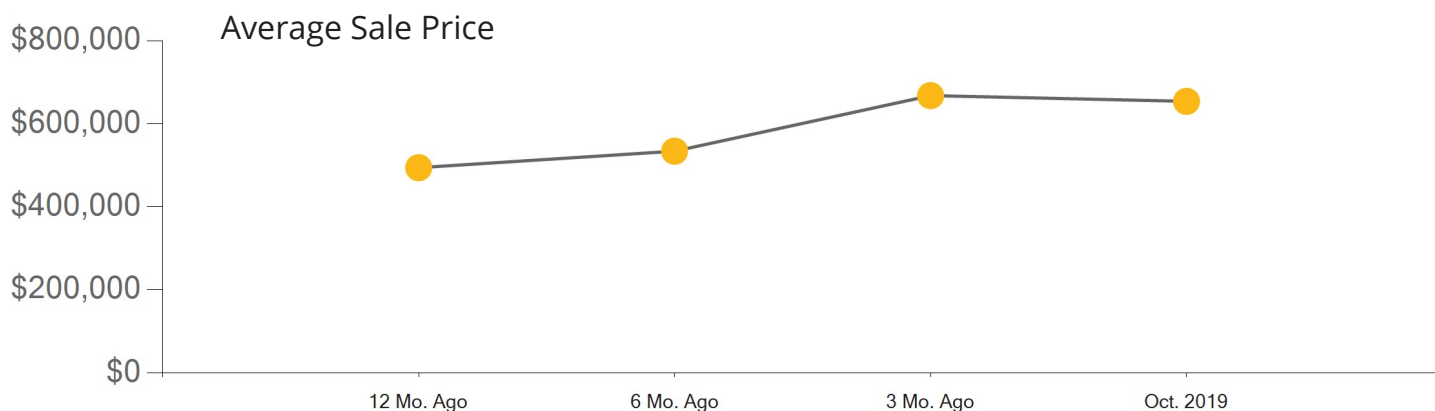
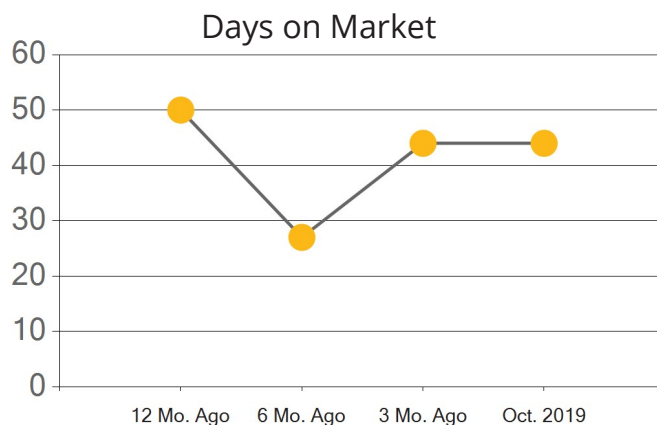
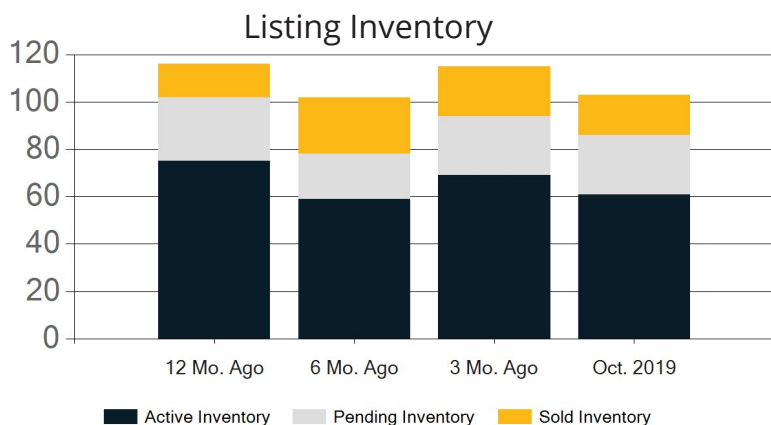


Imperial Beach Market Update

OCTOBER 2019

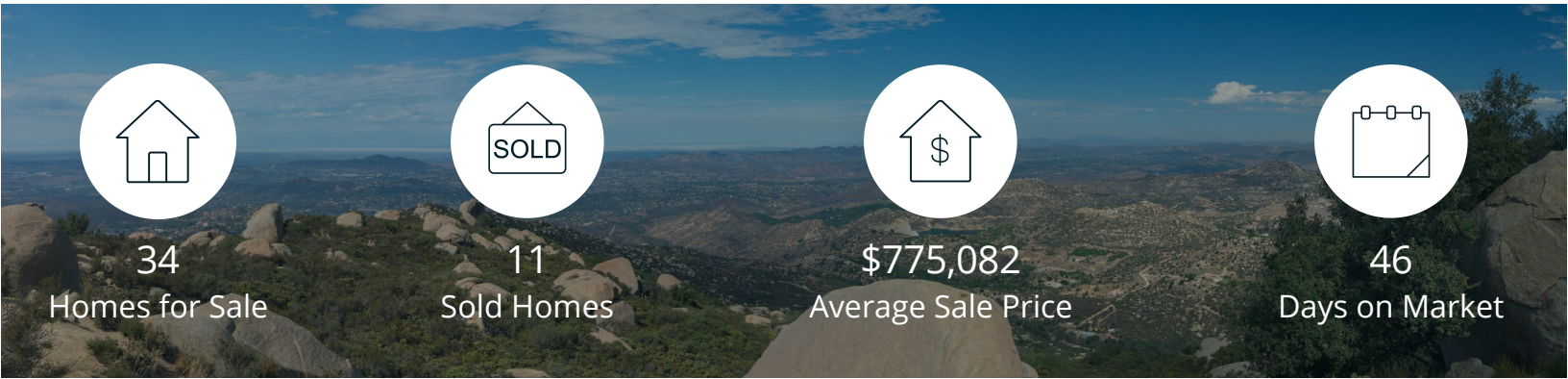


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	61	25	17	\$654,029	44
3 Mo. Ago	69	25	21	\$667,762	44
6 Mo. Ago	59	19	24	\$533,917	27
12 Mo. Ago	75	27	14	\$494,176	50

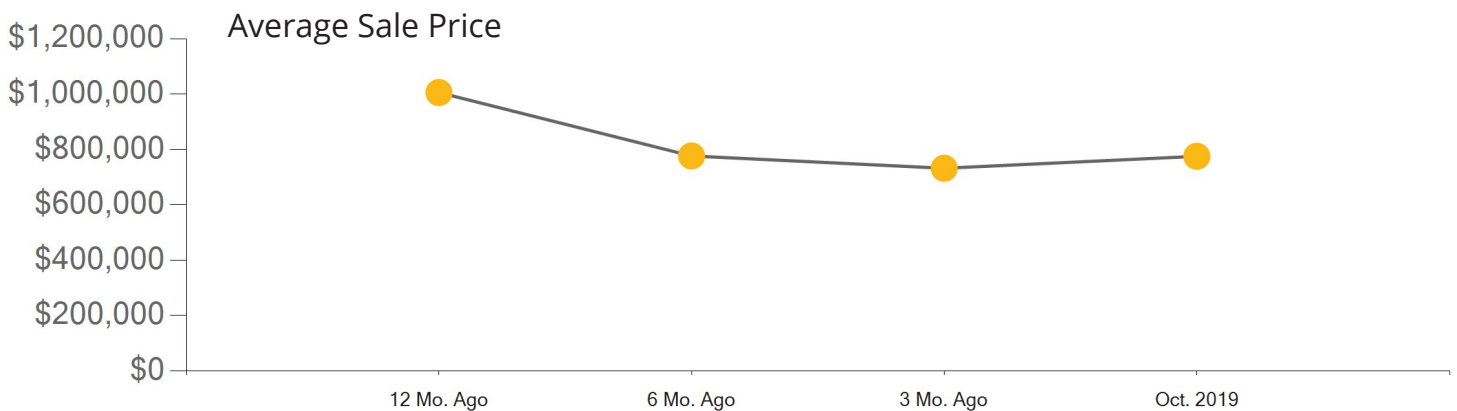
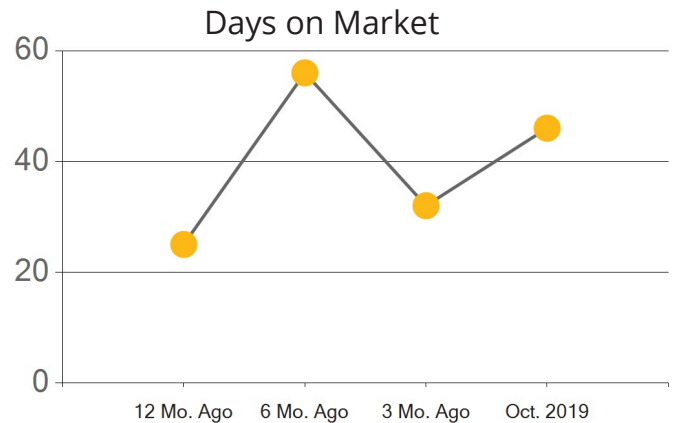
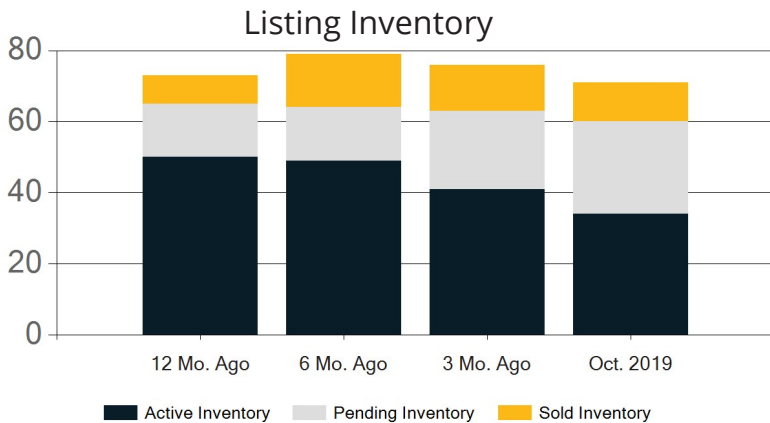


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	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	34	26	11	\$775,082	46
3 Mo. Ago	41	22	13	\$731,846	32
6 Mo. Ago	49	15	15	\$776,277	56
12 Mo. Ago	50	15	8	\$1,005,625	25





58
Homes for Sale



5
Sold Homes

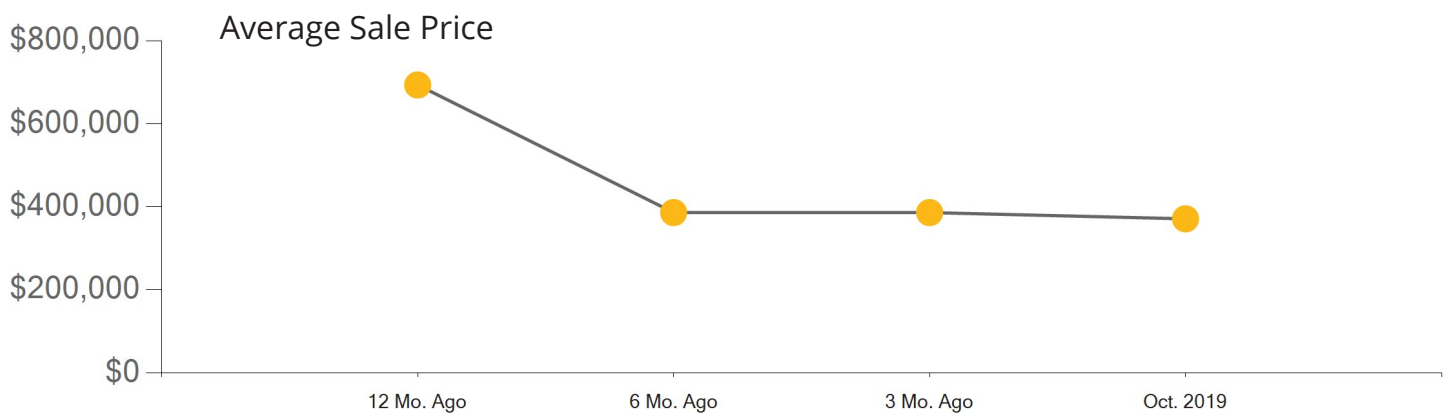
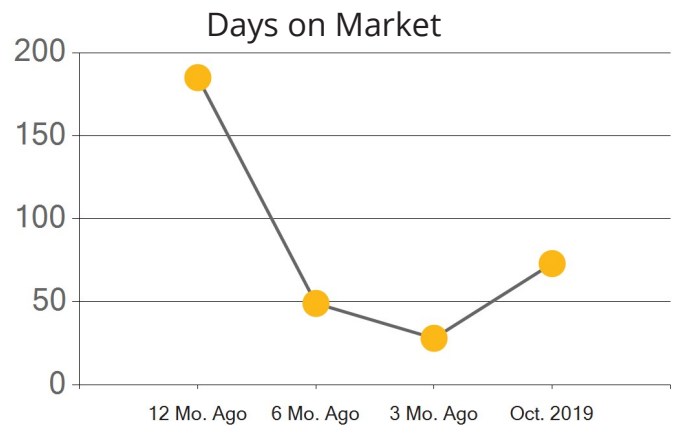
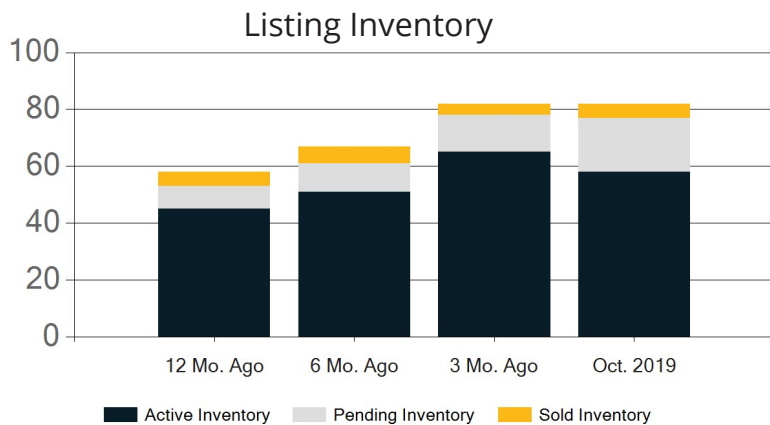


\$370,903
Average Sale Price



73
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	58	19	5	\$370,903	73
3 Mo. Ago	65	13	4	\$386,000	28
6 Mo. Ago	51	10	6	\$386,000	49
12 Mo. Ago	45	8	5	\$693,400	185





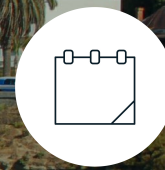
285
Homes for Sale



58
Sold Homes



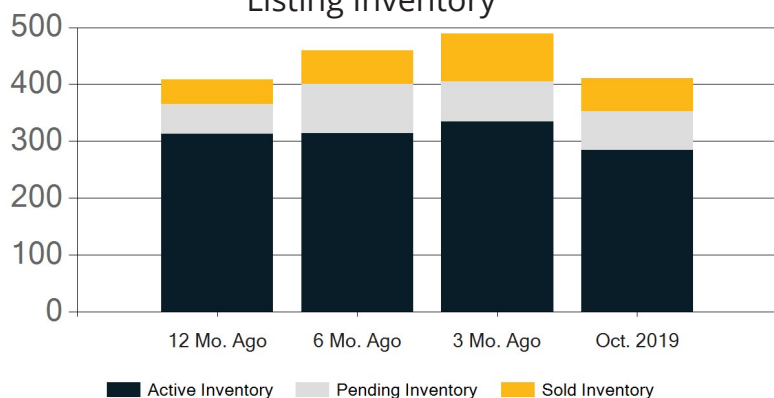
\$1,622,347
Average Sale Price



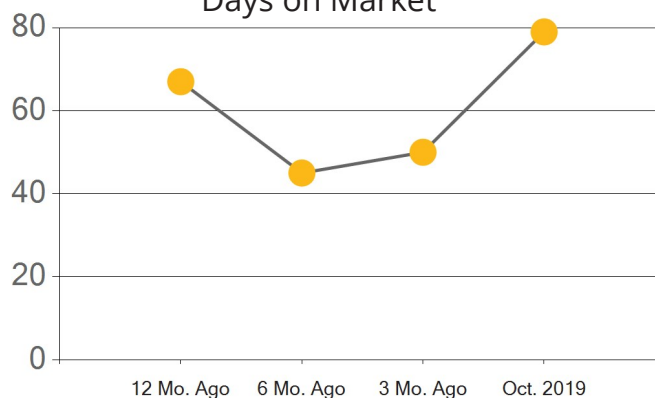
79
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	285	68	58	\$1,622,347	79
3 Mo. Ago	334	71	84	\$2,108,952	50
6 Mo. Ago	314	86	60	\$1,995,424	45
12 Mo. Ago	313	52	43	\$2,073,927	67

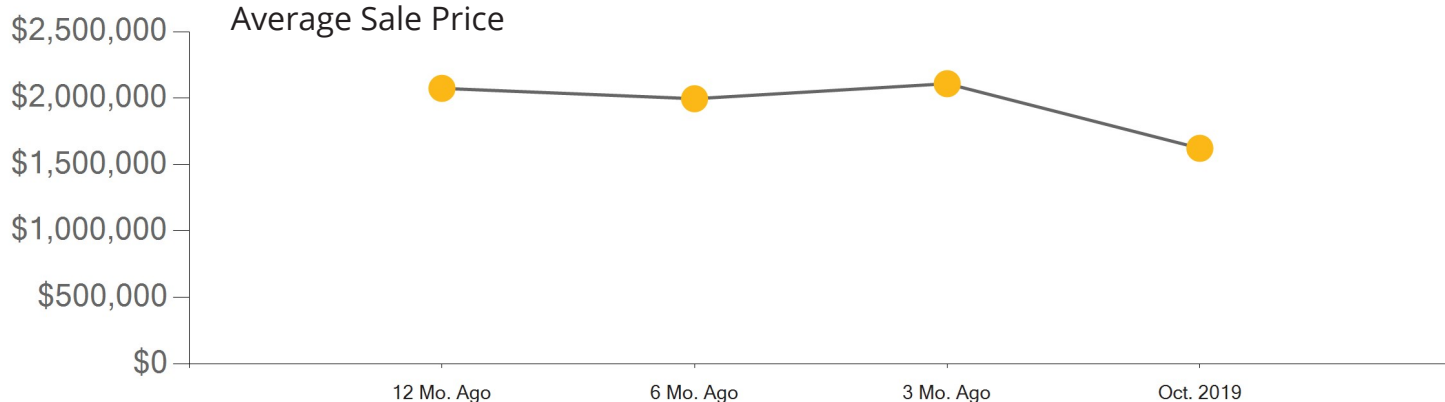
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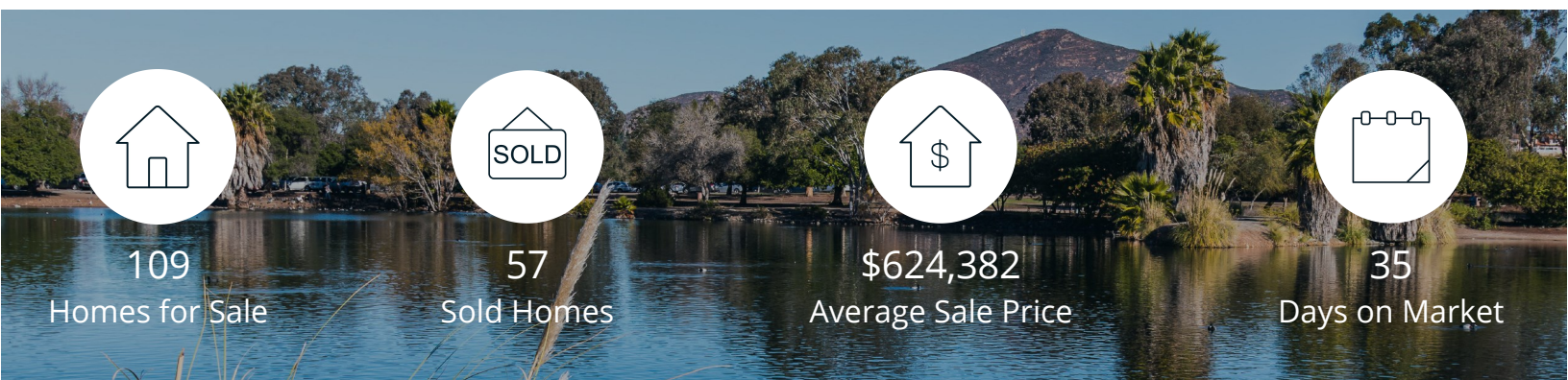


Days on Market

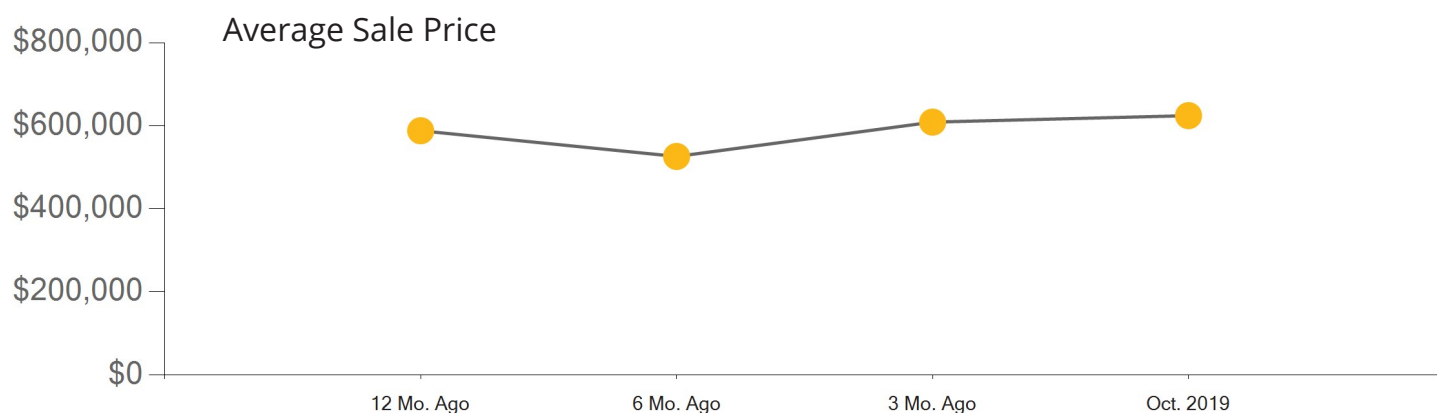
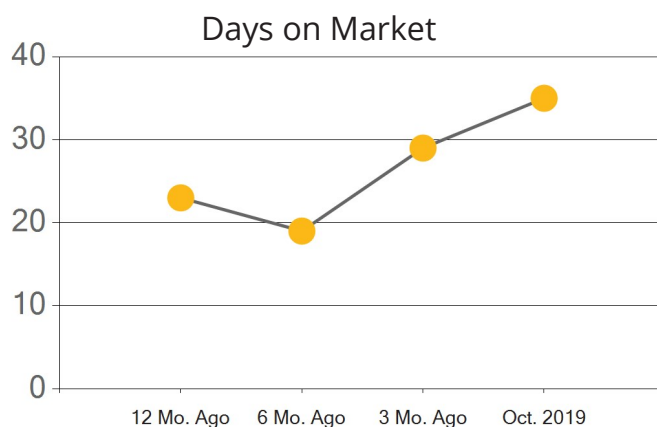


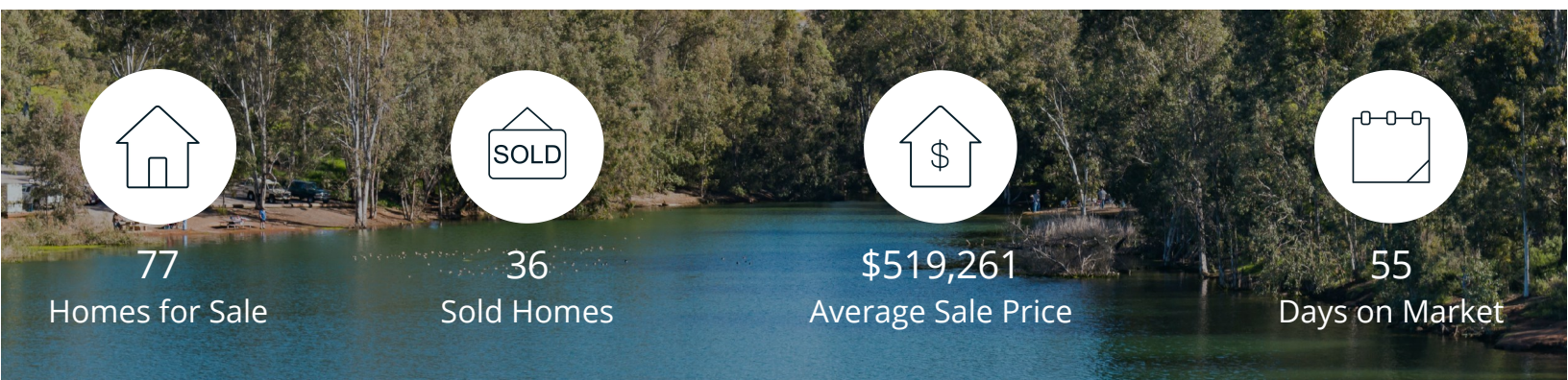
Average Sale Price



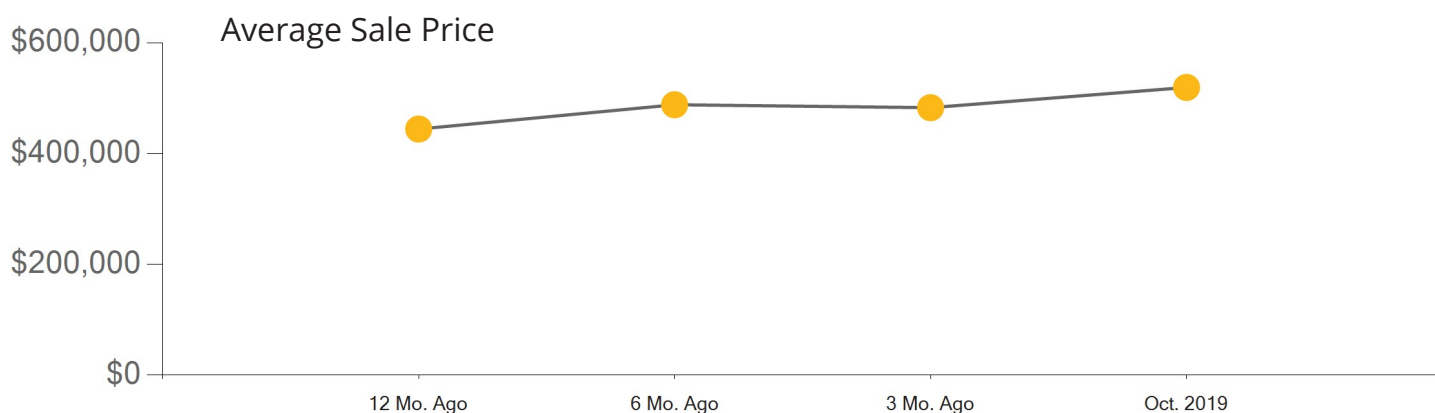
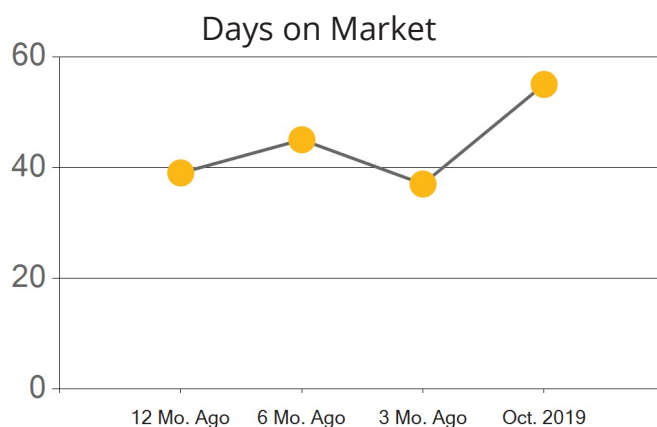
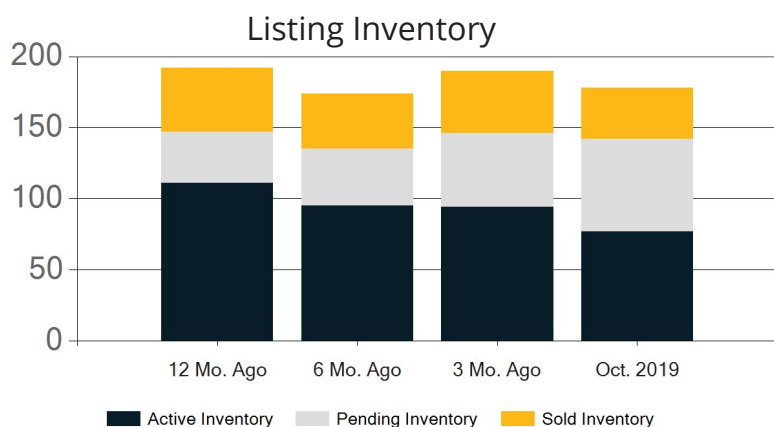


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	109	88	57	\$624,382	35
3 Mo. Ago	130	78	90	\$608,785	29
6 Mo. Ago	147	91	69	\$526,035	19
12 Mo. Ago	138	67	53	\$587,954	23



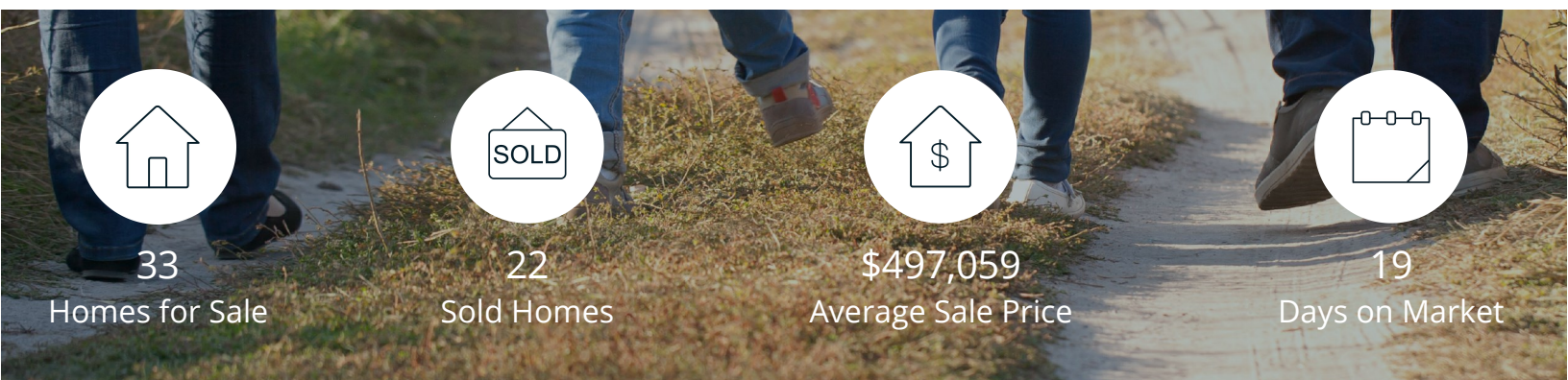


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	77	65	36	\$519,261	55
3 Mo. Ago	94	52	44	\$482,682	37
6 Mo. Ago	95	40	39	\$487,962	45
12 Mo. Ago	111	36	45	\$444,042	39

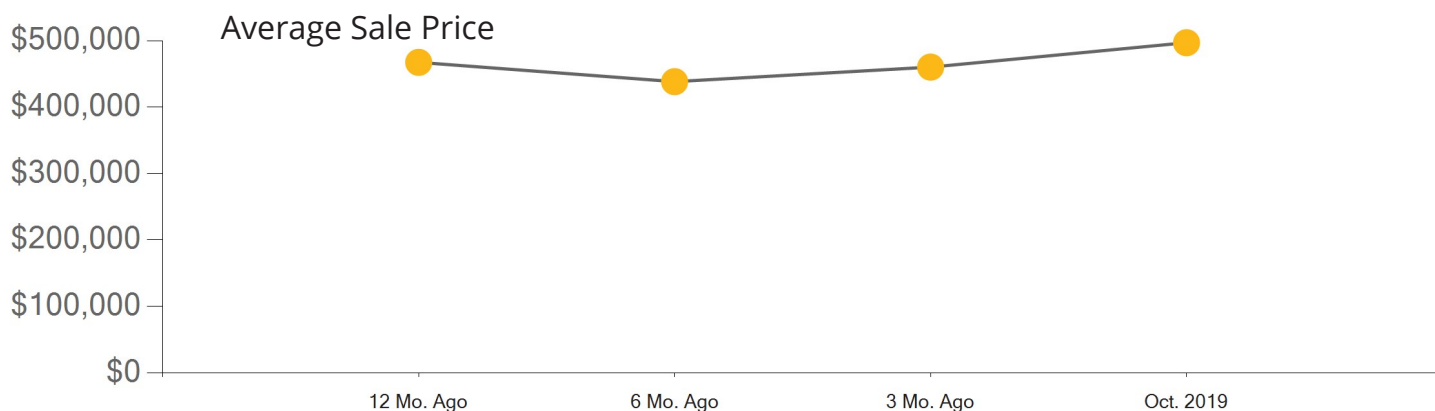
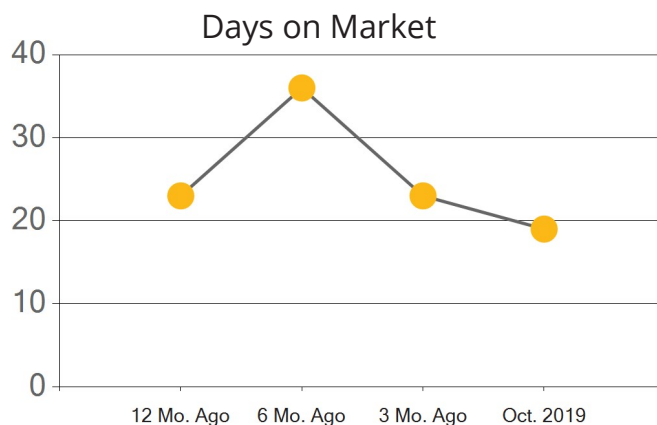
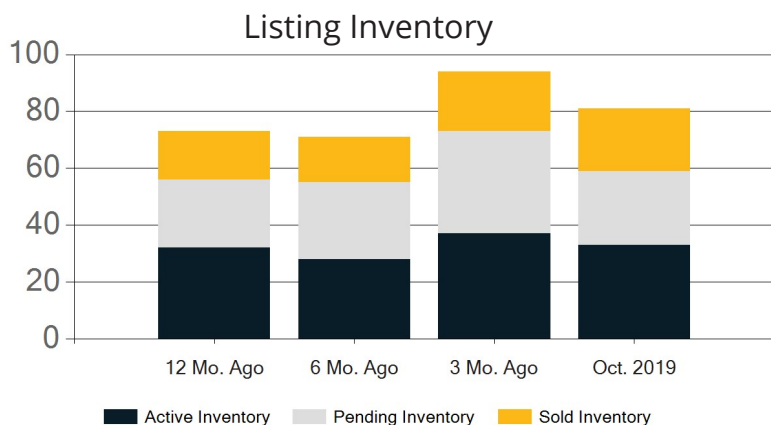


Lemon Grove Market Update

OCTOBER 2019

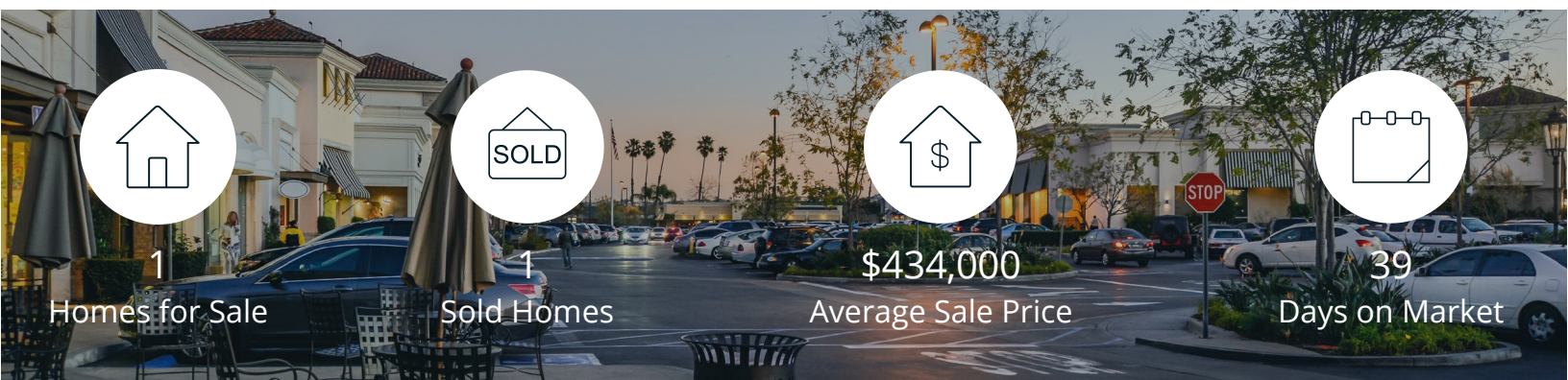


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	33	26	22	\$497,059	19
3 Mo. Ago	37	36	21	\$460,286	23
6 Mo. Ago	28	27	16	\$438,375	36
12 Mo. Ago	32	24	17	\$467,444	23

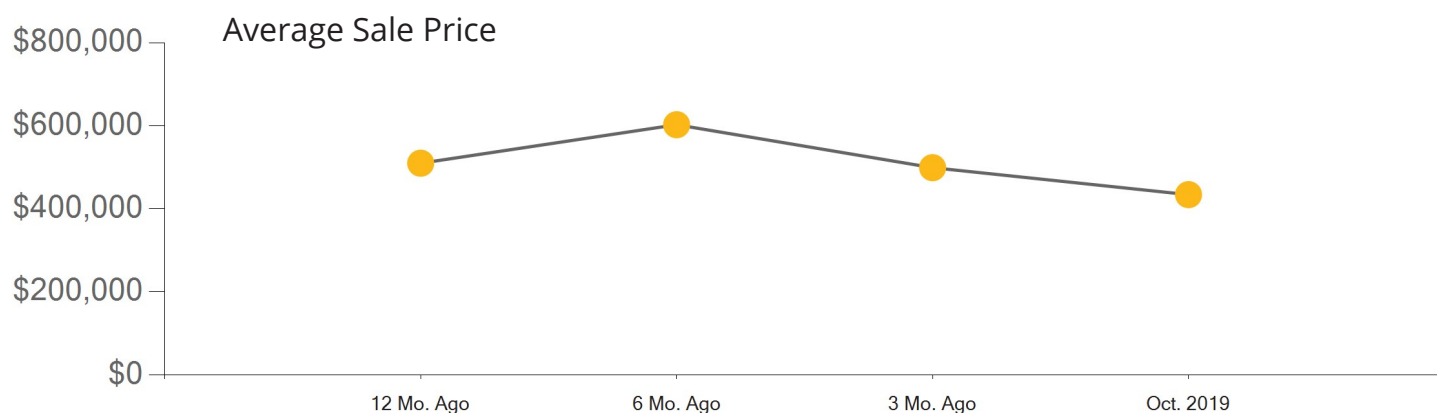
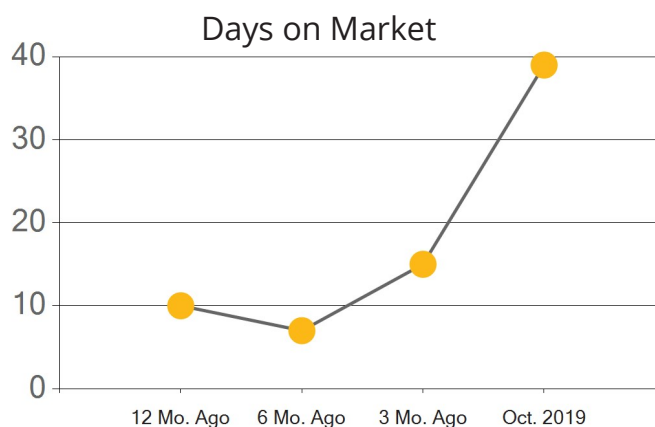
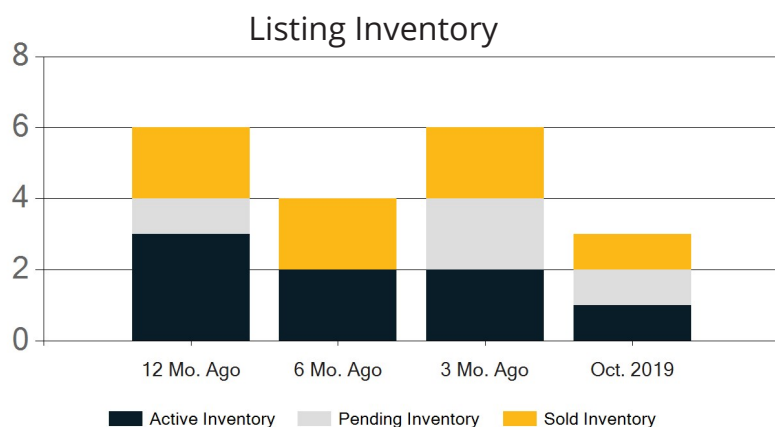


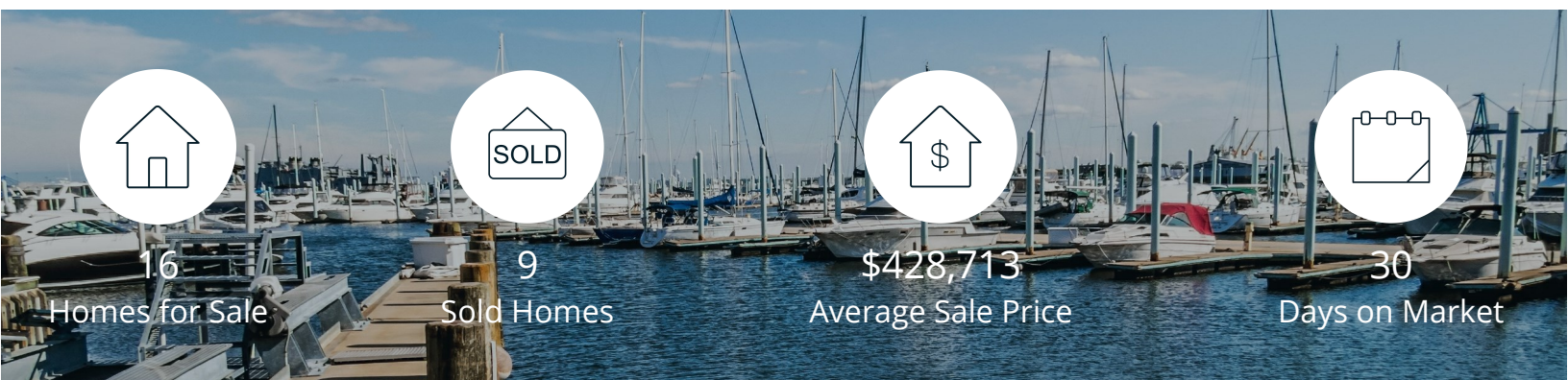
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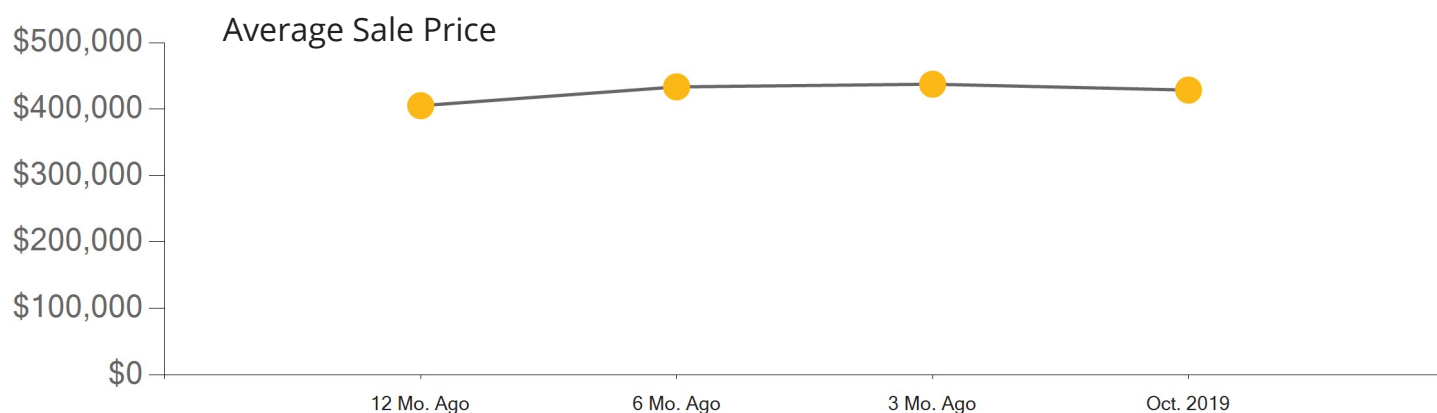
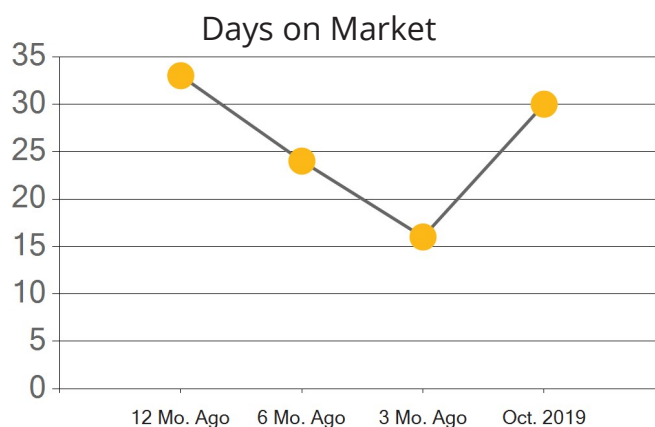
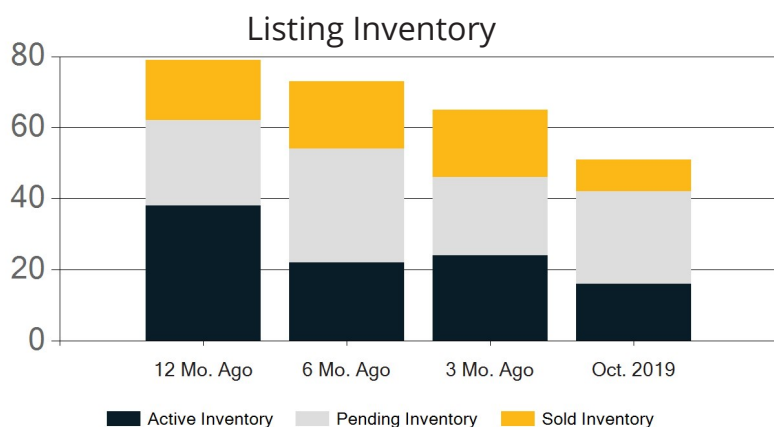


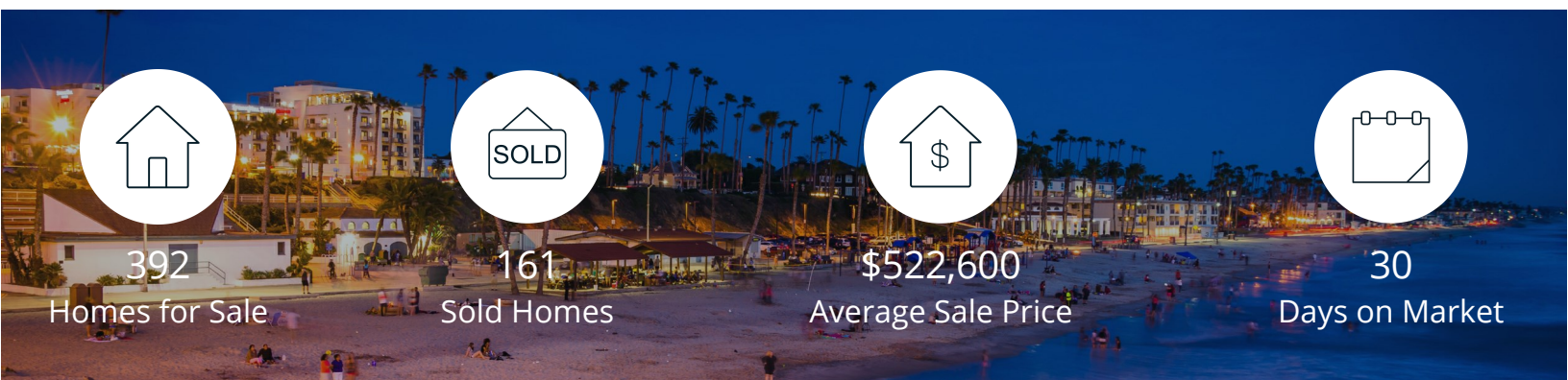
	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	1	1	1	\$434,000	39
3 Mo. Ago	2	2	2	\$499,000	15
6 Mo. Ago	2	0	2	\$602,500	7
12 Mo. Ago	3	1	2	\$509,750	10



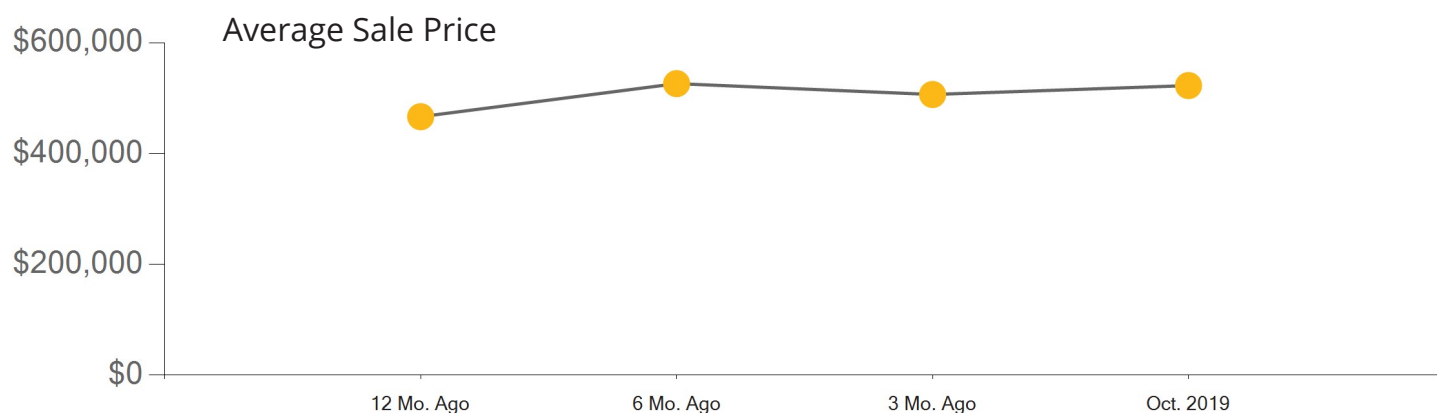
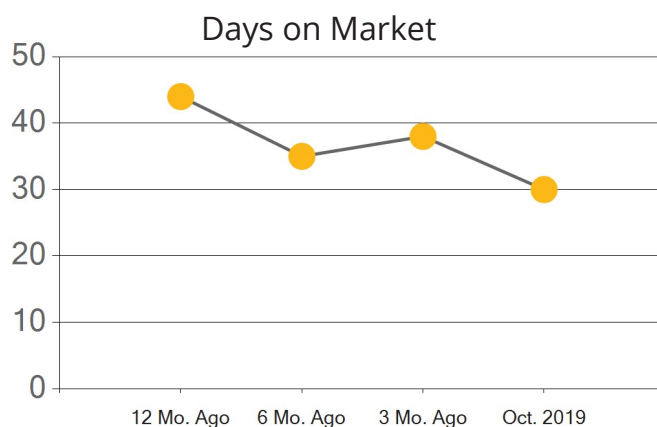
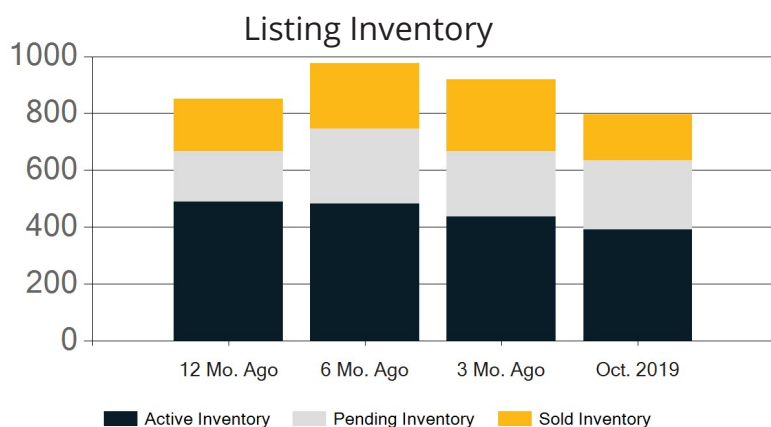


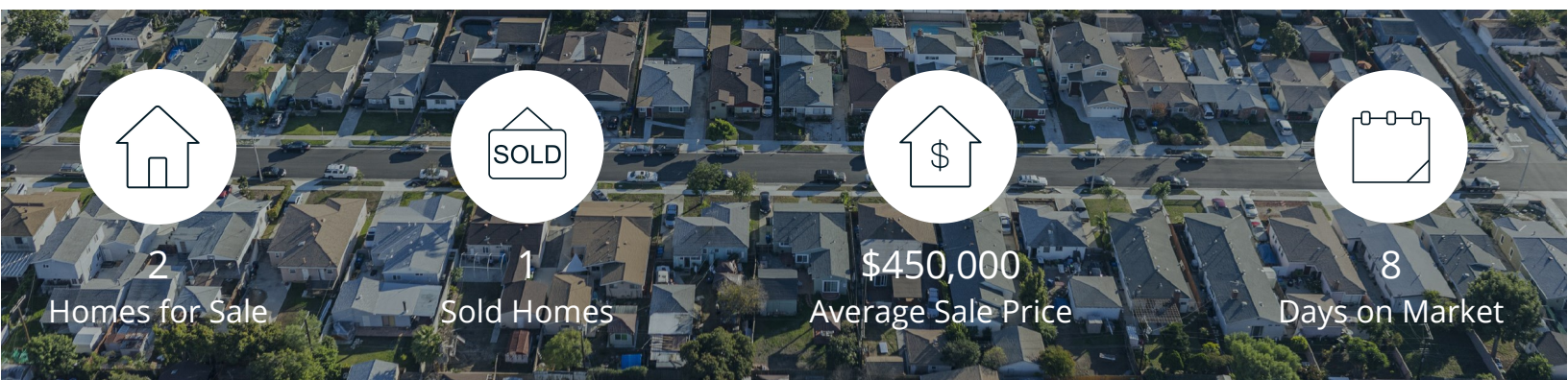
	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	16	26	9	\$428,713	30
3 Mo. Ago	24	22	19	\$437,580	16
6 Mo. Ago	22	32	19	\$433,526	24
12 Mo. Ago	38	24	17	\$405,176	33



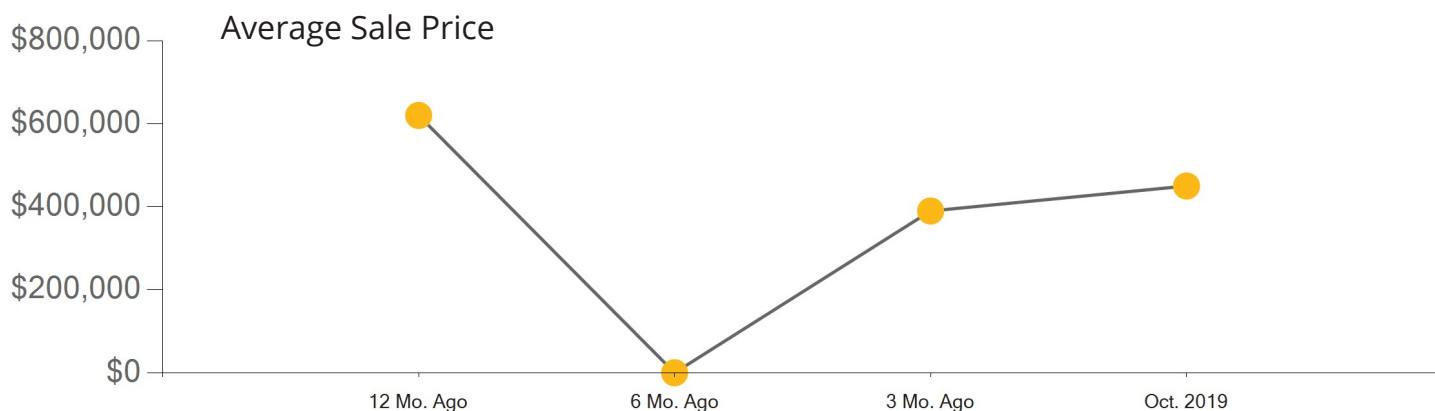
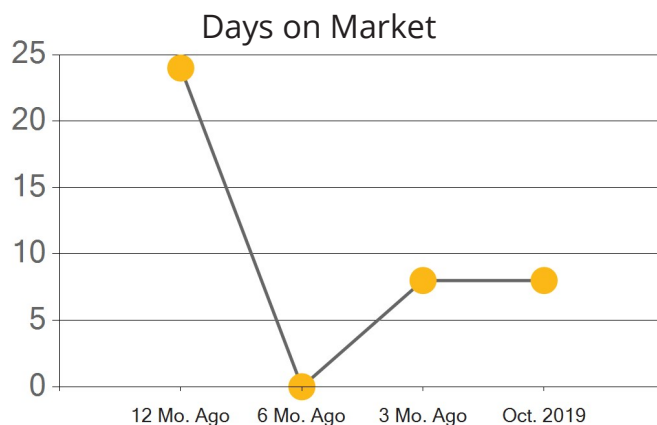
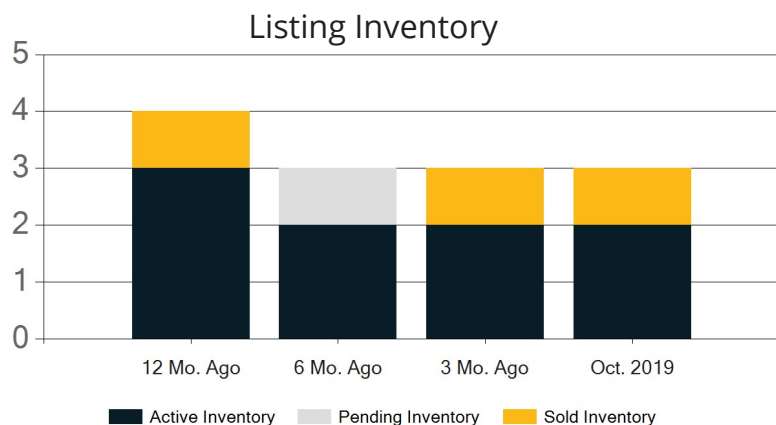


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	392	243	161	\$522,600	30
3 Mo. Ago	437	230	252	\$506,467	38
6 Mo. Ago	483	263	231	\$526,131	35
12 Mo. Ago	490	176	186	\$466,374	44



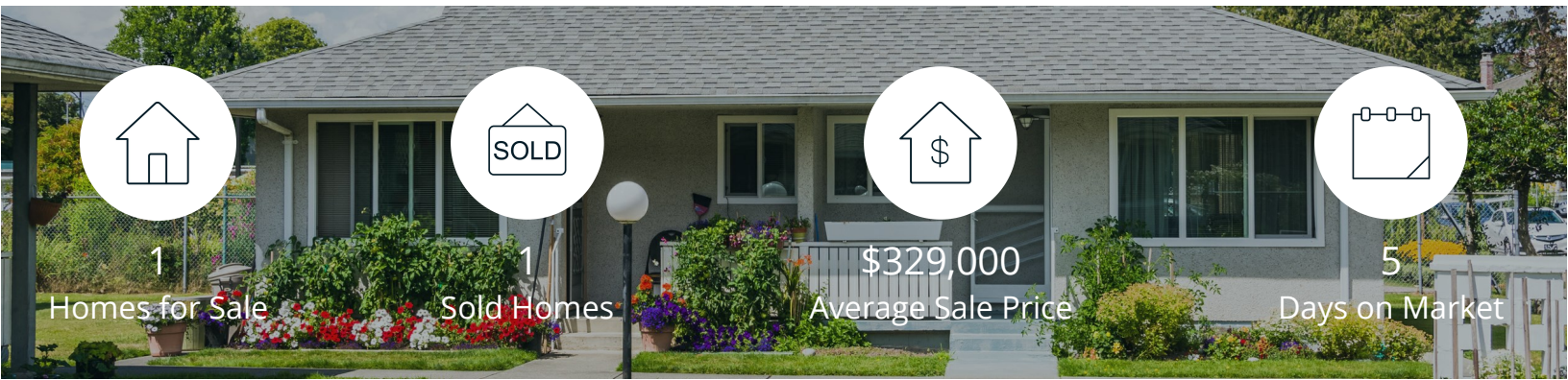


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	2	0	1	\$450,000	8
3 Mo. Ago	2	0	1	\$389,840	8
6 Mo. Ago	2	1	0	\$0	0
12 Mo. Ago	3	0	1	\$620,000	24

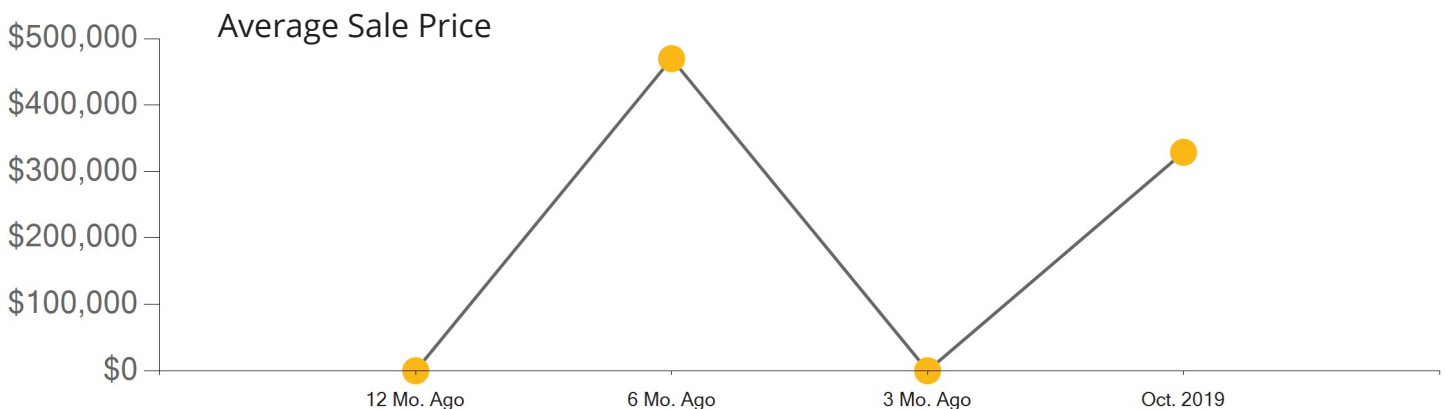
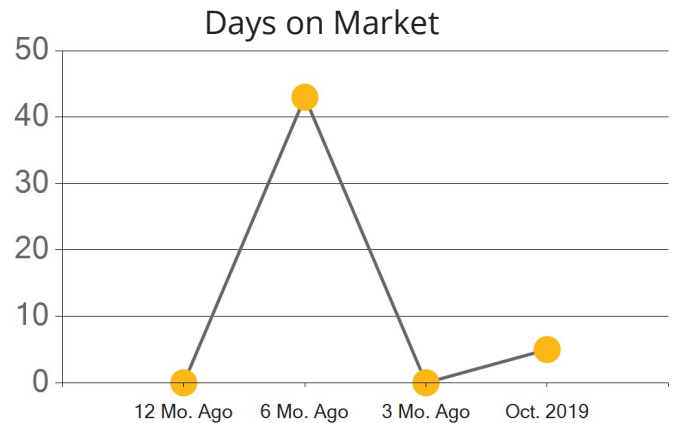
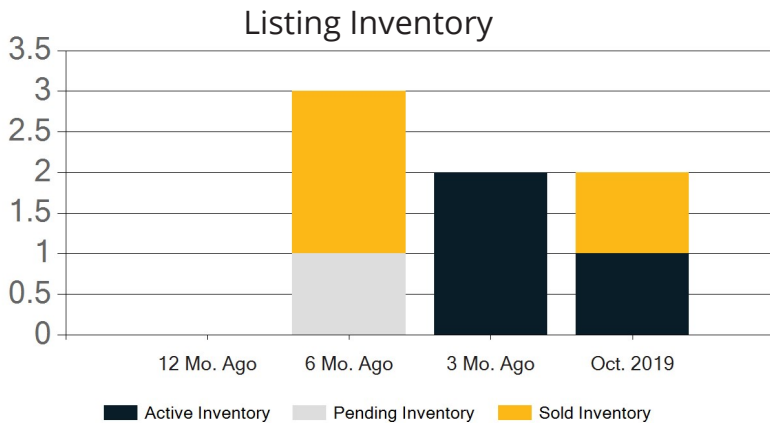


Paradise Hills Market Update

OCTOBER 2019



	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	1	0	1	\$329,000	5
3 Mo. Ago	2	0	0	\$0	0
6 Mo. Ago	0	1	2	\$470,000	43
12 Mo. Ago	0	0	0	\$0	0



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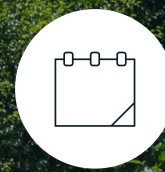
21
Homes for Sale



2
Sold Homes



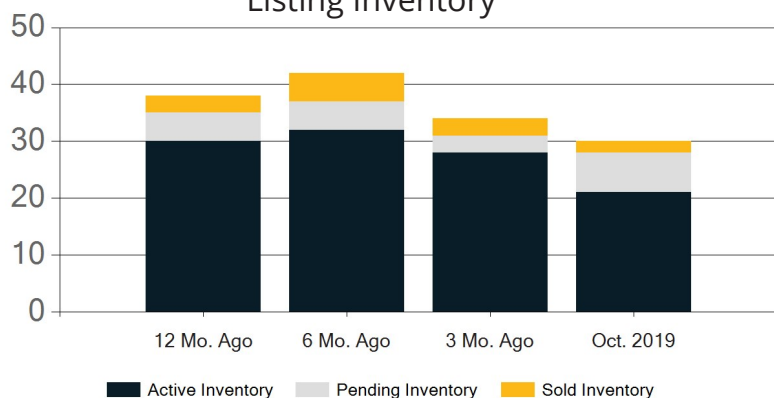
\$422,500
Average Sale Price



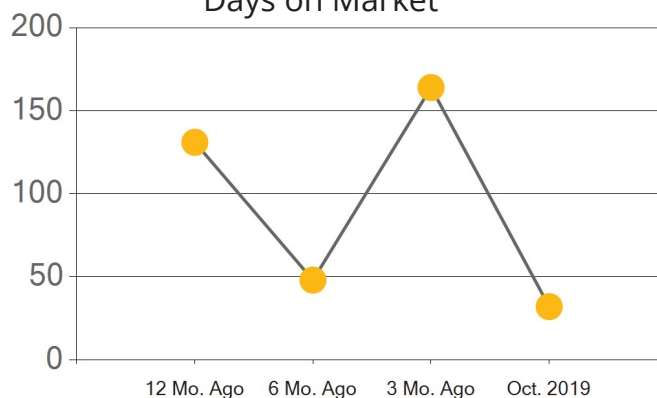
32
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	21	7	2	\$422,500	32
3 Mo. Ago	28	3	3	\$611,233	164
6 Mo. Ago	32	5	5	\$661,360	48
12 Mo. Ago	30	5	3	\$482,500	131

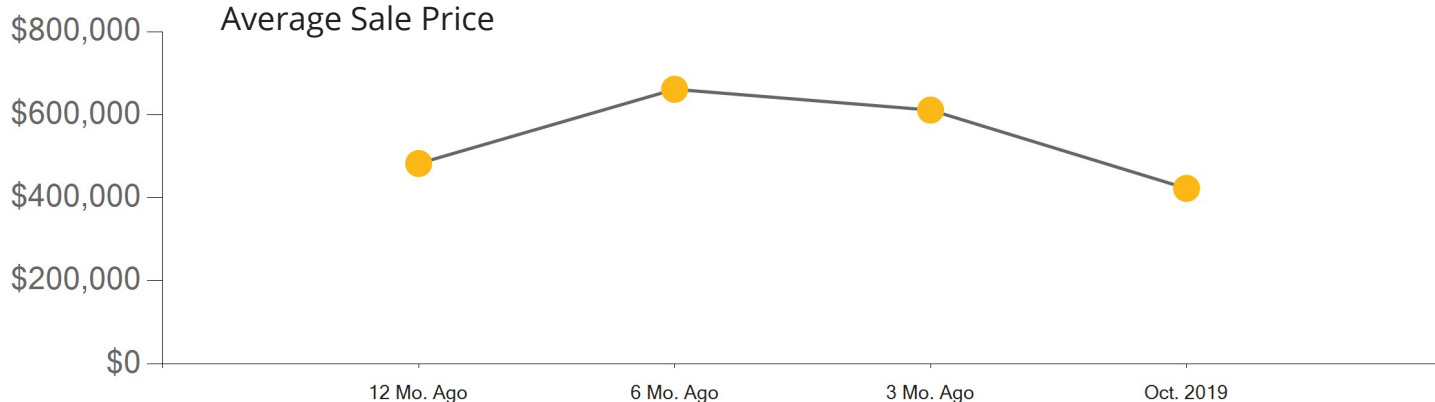
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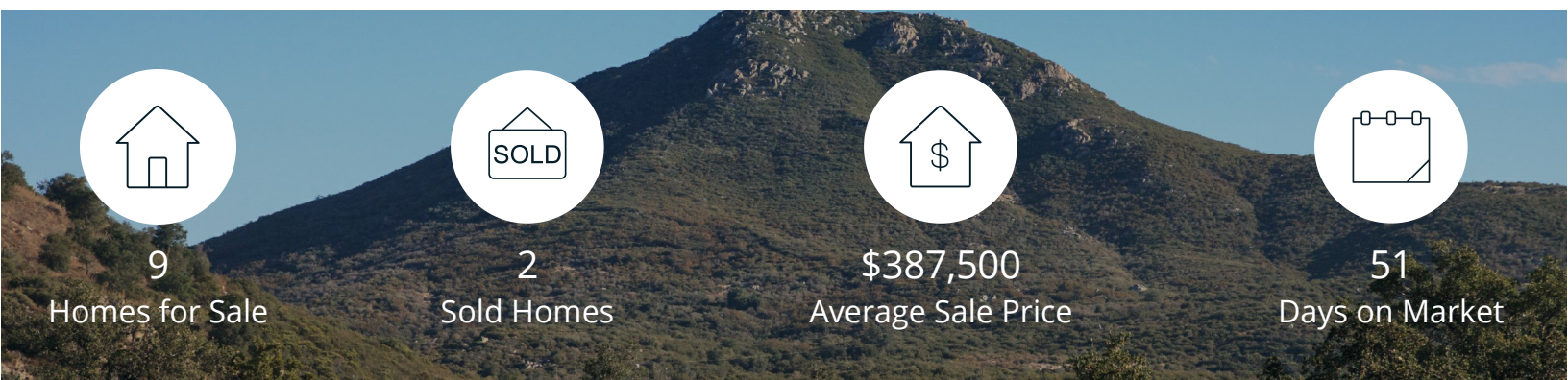


Days on Market

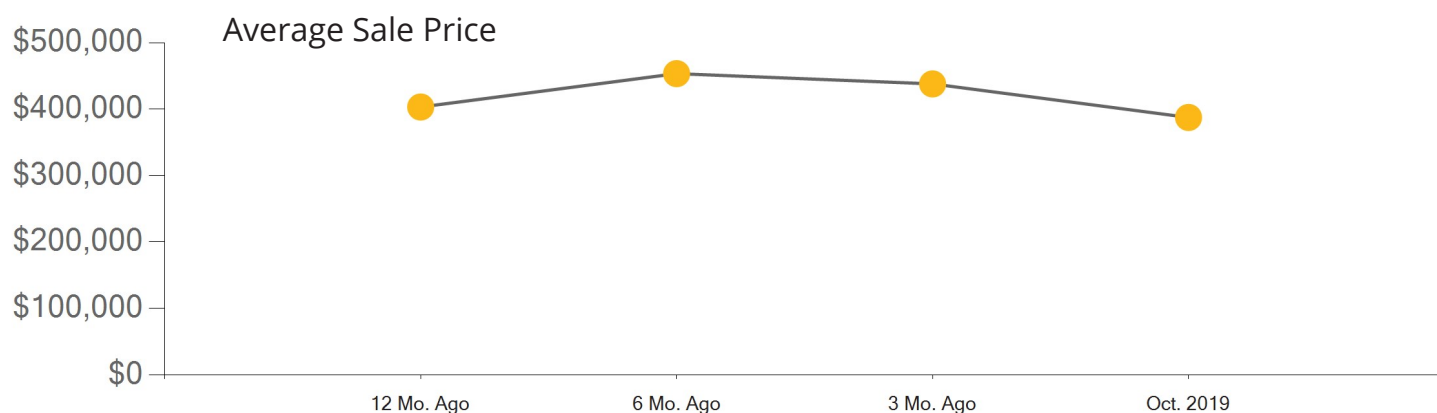
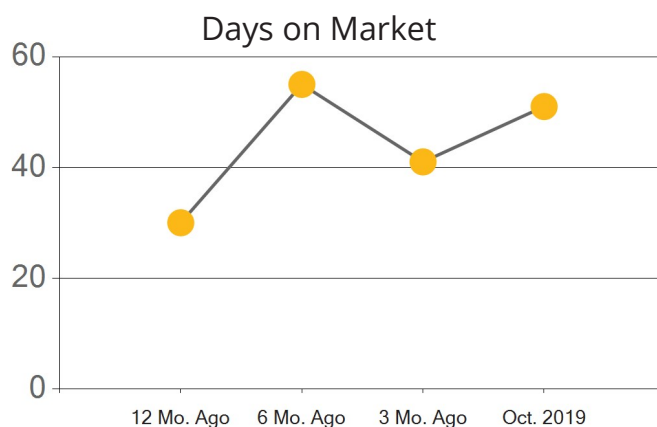
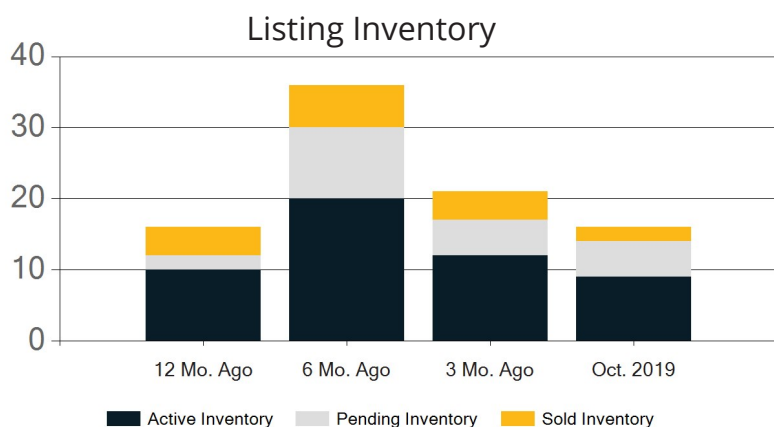


Average Sale Price



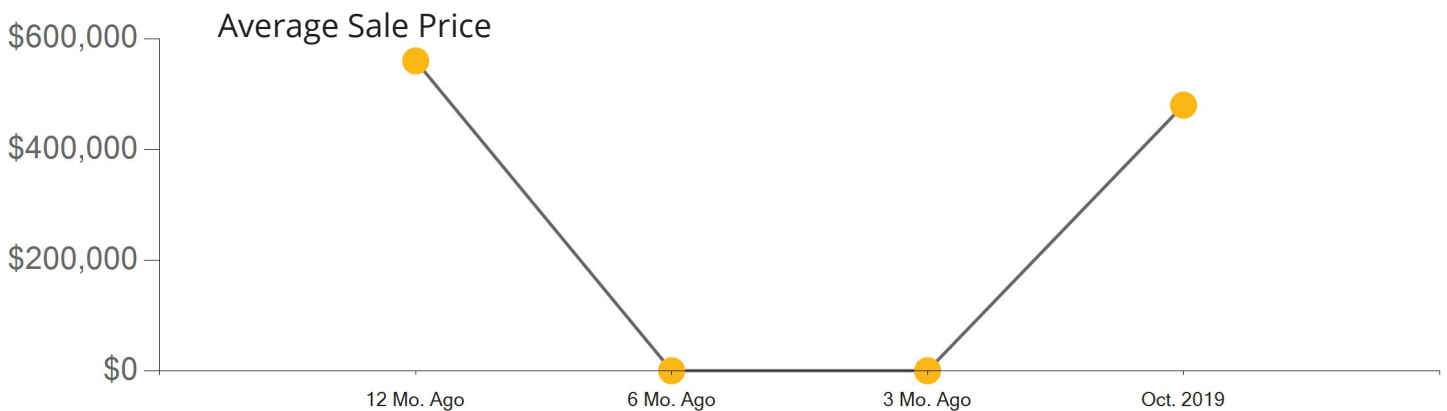
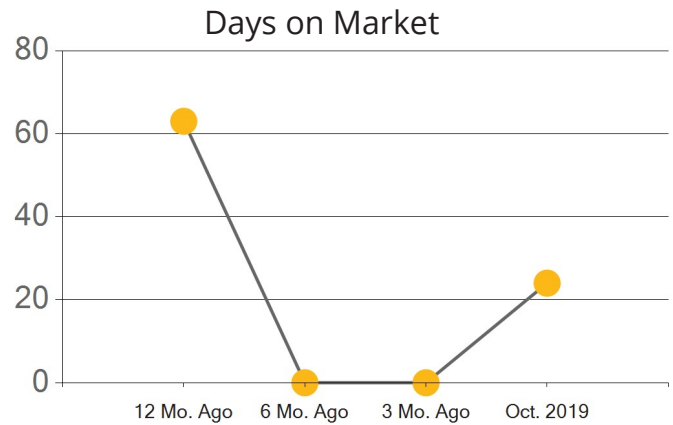
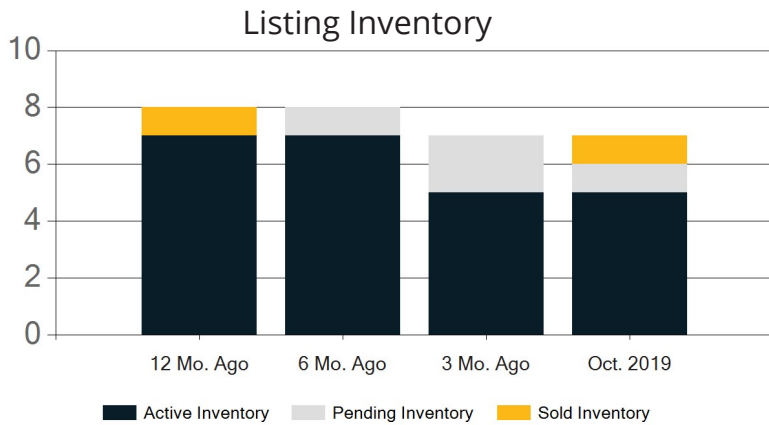


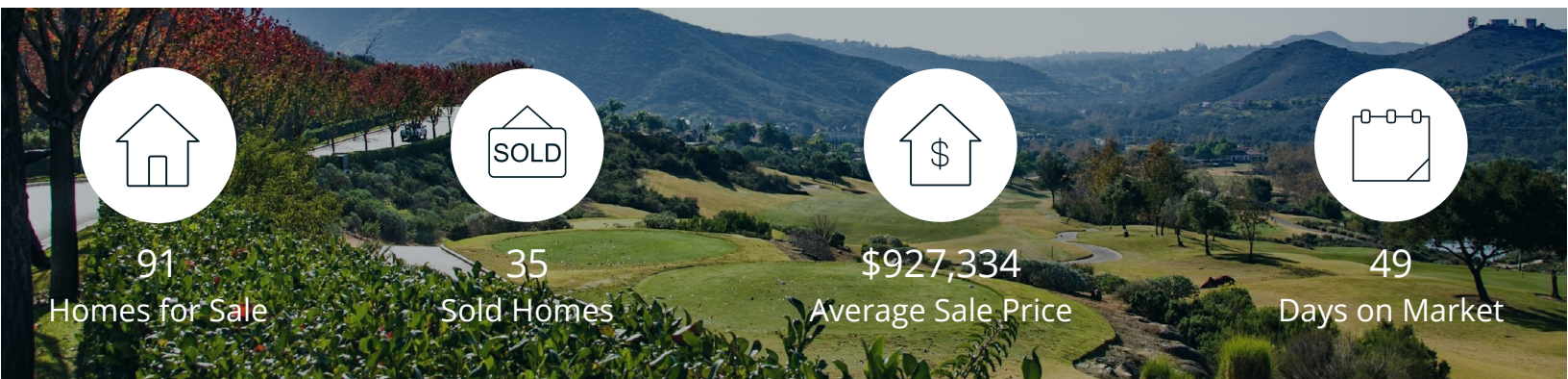
	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	9	5	2	\$387,500	51
3 Mo. Ago	12	5	4	\$438,000	41
6 Mo. Ago	20	10	6	\$453,500	55
12 Mo. Ago	10	2	4	\$403,250	30



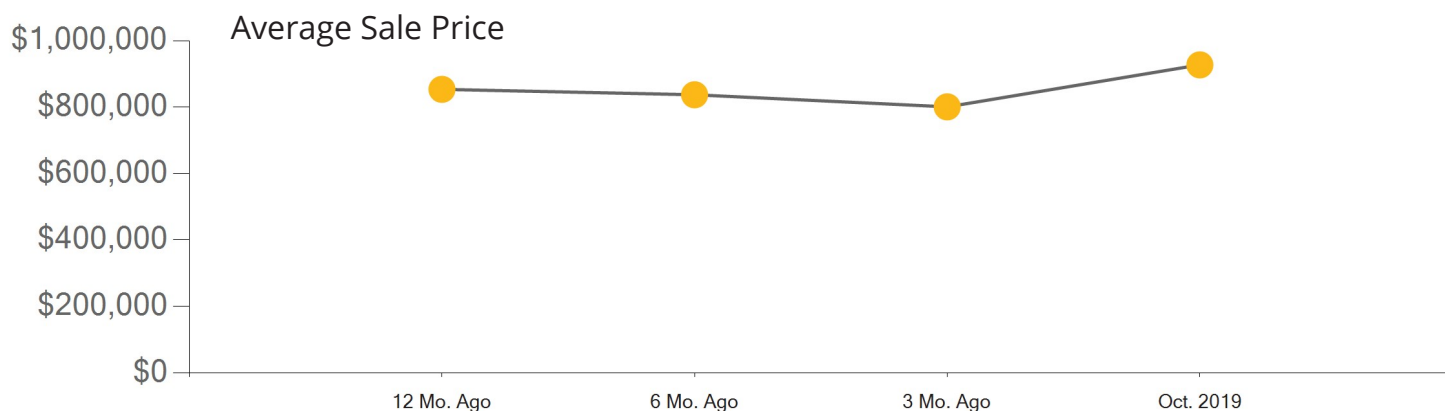
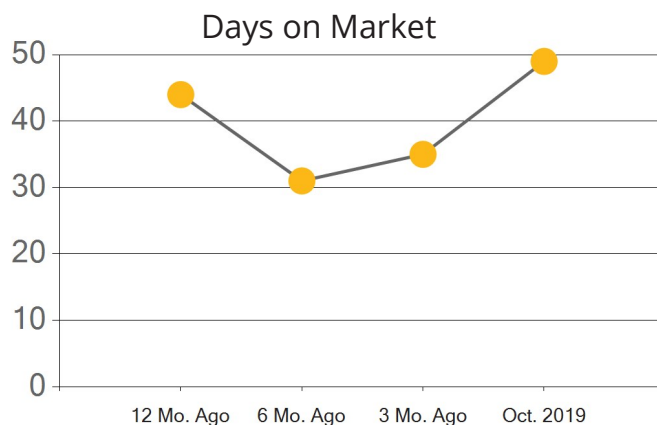


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	5	1	1	\$480,000	24
3 Mo. Ago	5	2	0	\$0	0
6 Mo. Ago	7	1	0	\$0	0
12 Mo. Ago	7	0	1	\$560,000	63





	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	91	72	35	\$927,334	49
3 Mo. Ago	114	71	63	\$800,838	35
6 Mo. Ago	124	62	57	\$837,295	31
12 Mo. Ago	132	46	34	\$853,624	44





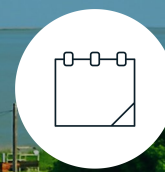
123
Homes for Sale



36
Sold Homes



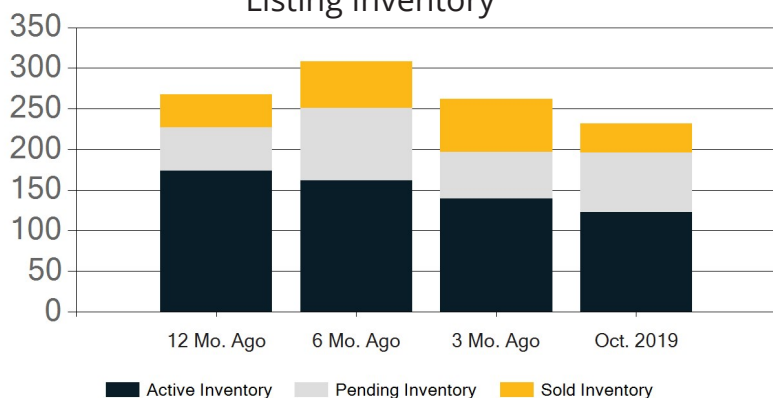
\$543,339
Average Sale Price



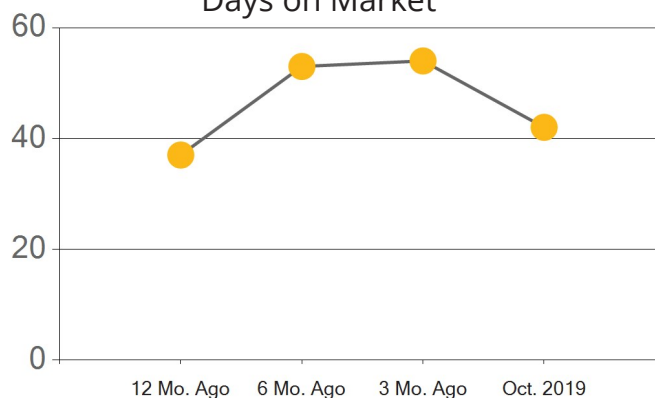
42
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	123	73	36	\$543,339	42
3 Mo. Ago	139	58	65	\$529,515	54
6 Mo. Ago	162	89	57	\$567,884	53
12 Mo. Ago	174	53	41	\$609,707	37

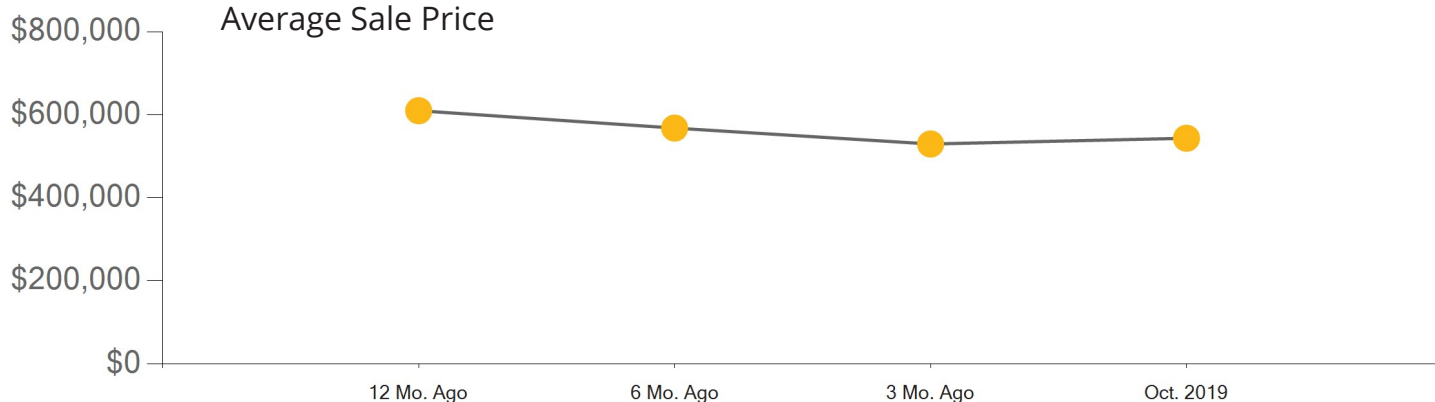
Listing Inventory



Days on Market

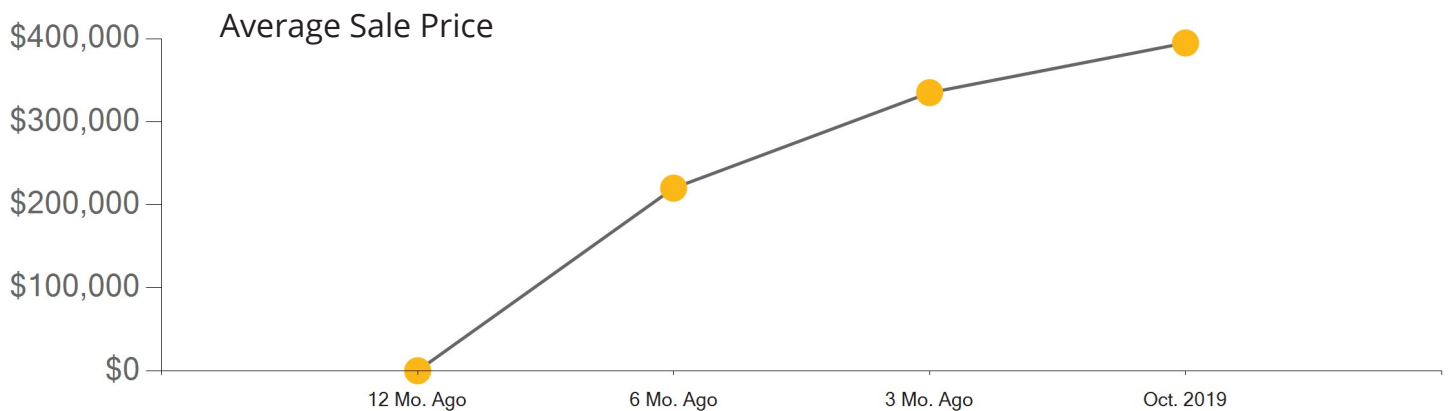
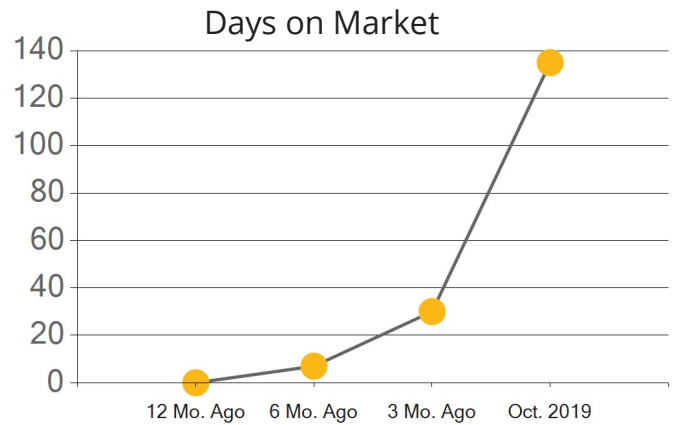
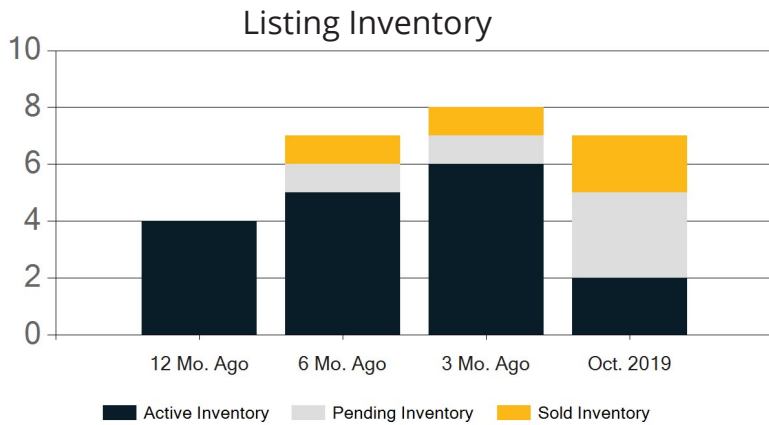


Average Sale Price





	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	2	3	2	\$394,900	135
3 Mo. Ago	6	1	1	\$335,000	30
6 Mo. Ago	5	1	1	\$220,000	7
12 Mo. Ago	4	0	0	\$0	0

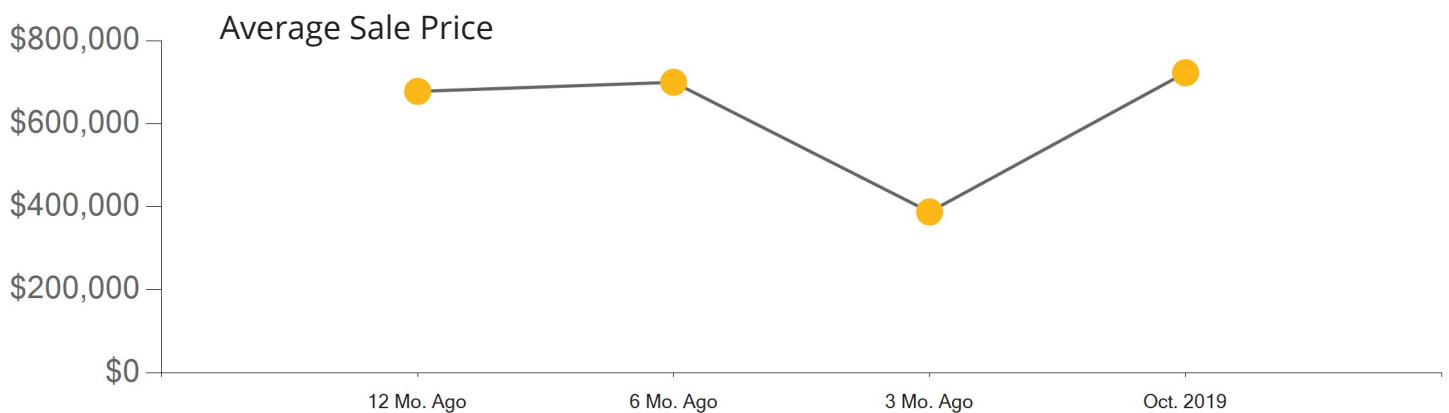
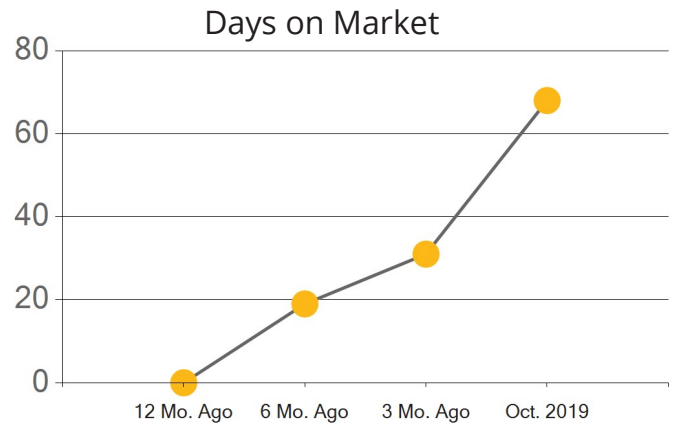
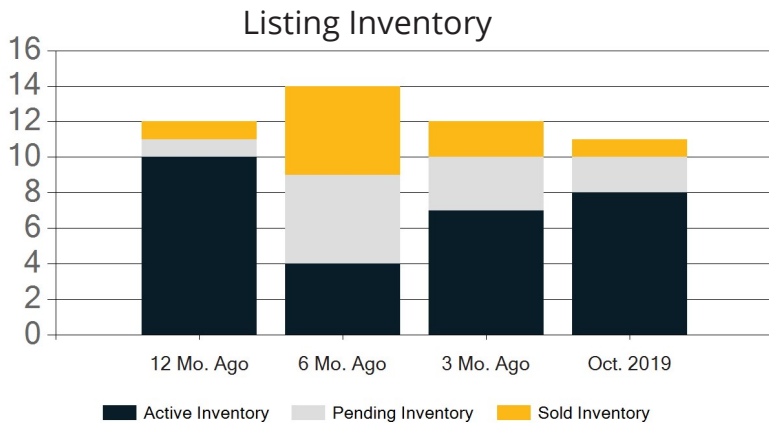


Rancho Bernardo Market Update

OCTOBER 2019



	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	8	2	1	\$723,000	68
3 Mo. Ago	7	3	2	\$387,500	31
6 Mo. Ago	4	5	5	\$700,000	19
12 Mo. Ago	10	1	1	\$677,920	0

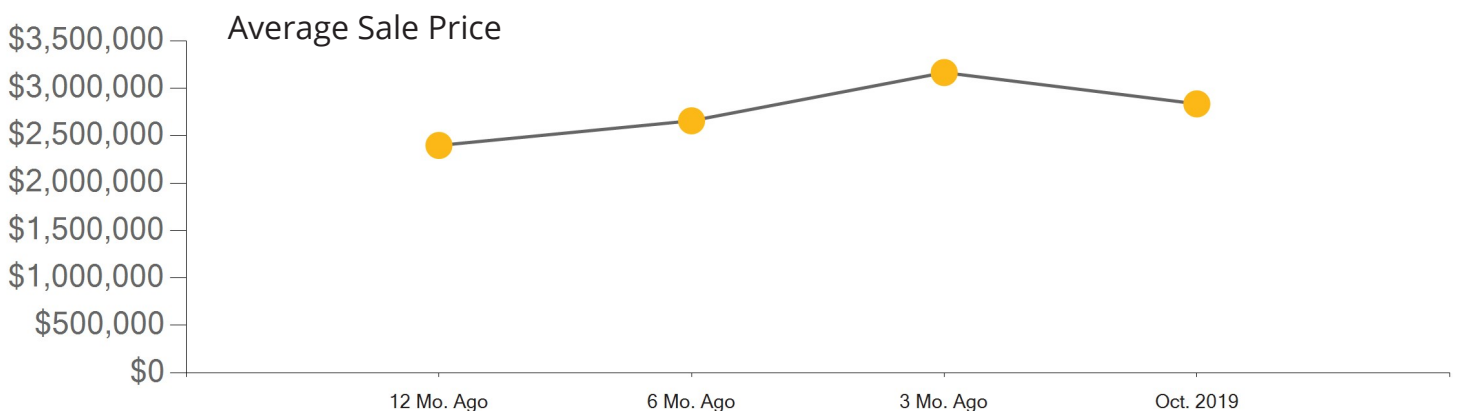
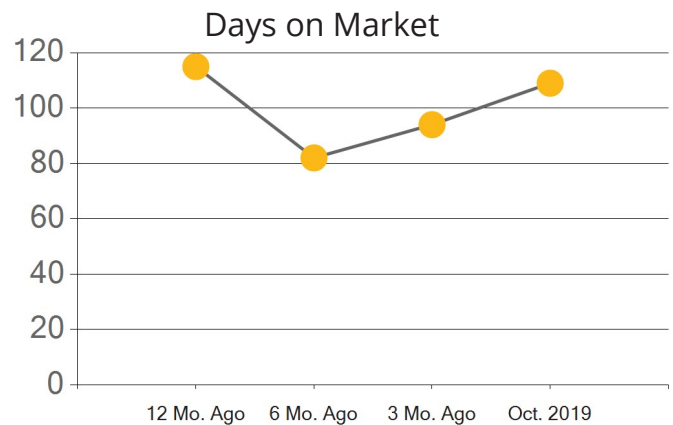
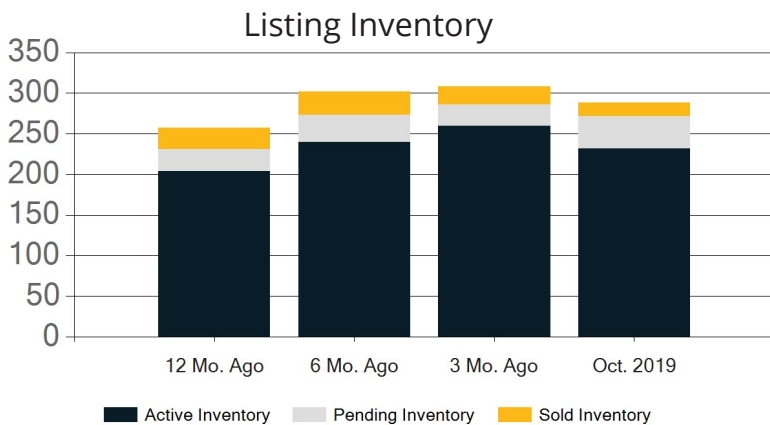


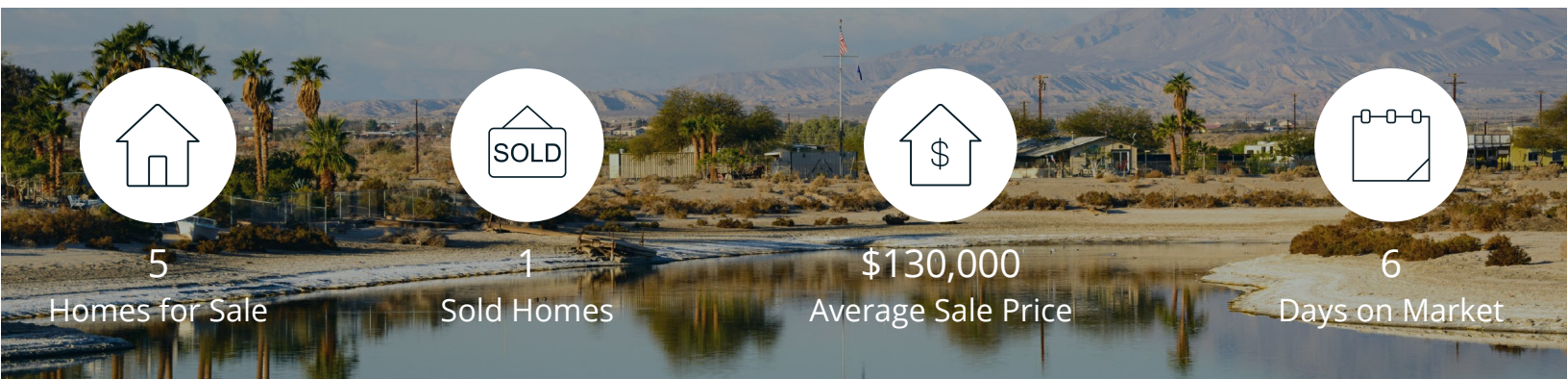
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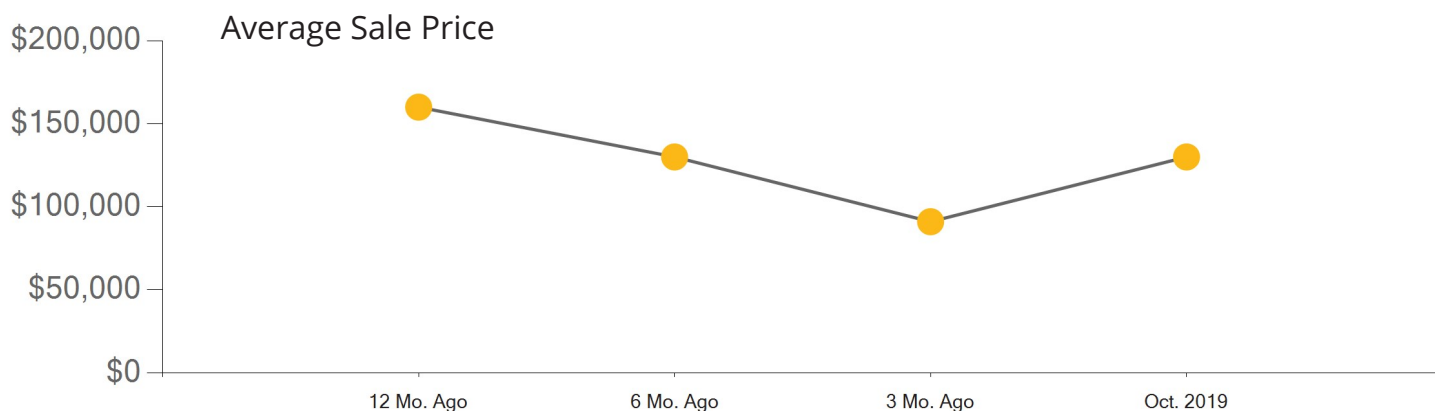
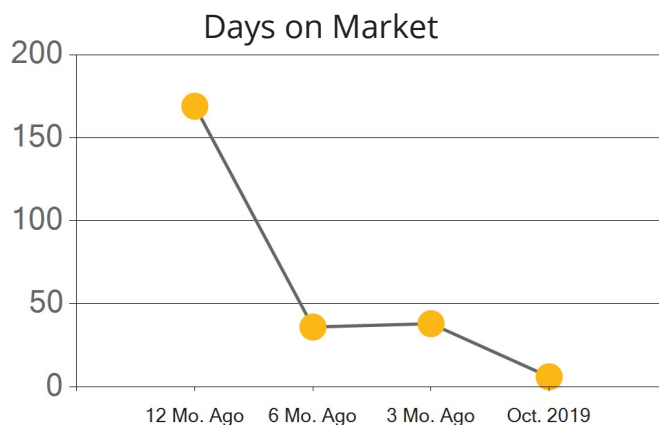
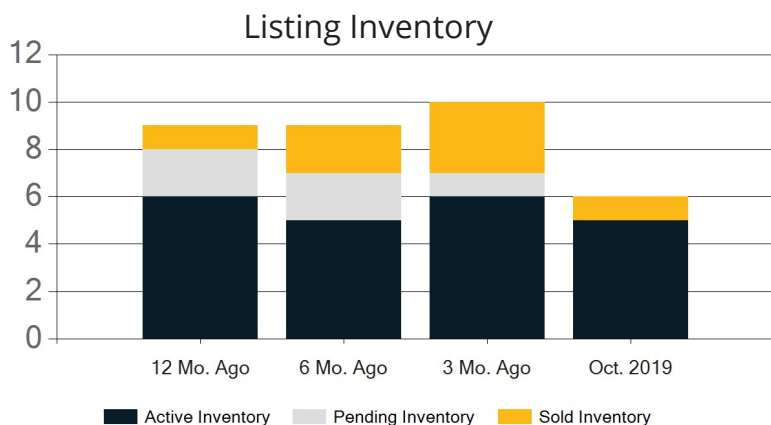


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	232	40	16	\$2,834,775	109
3 Mo. Ago	260	26	22	\$3,164,500	94
6 Mo. Ago	240	33	29	\$2,656,230	82
12 Mo. Ago	204	27	26	\$2,396,435	115



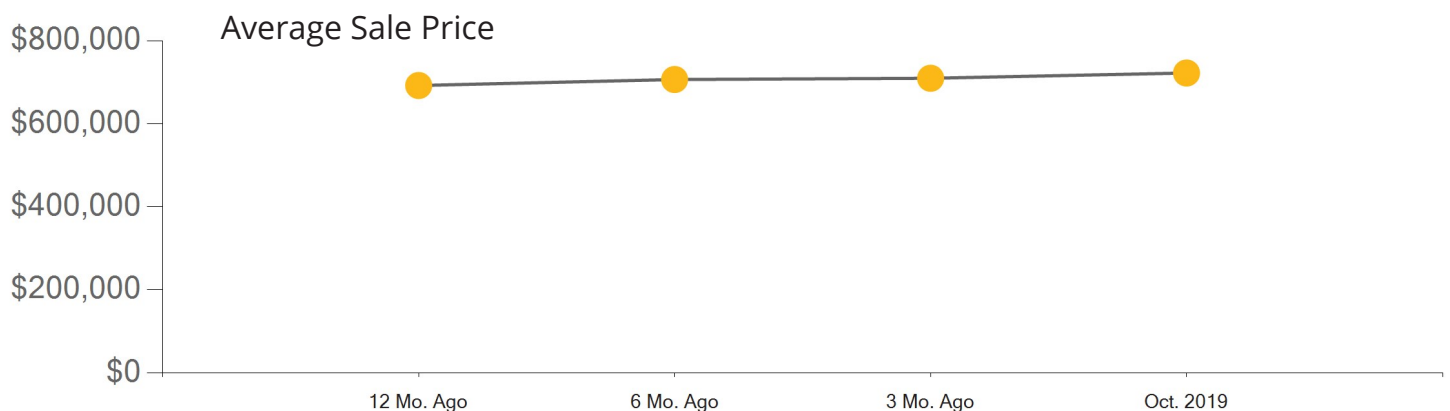
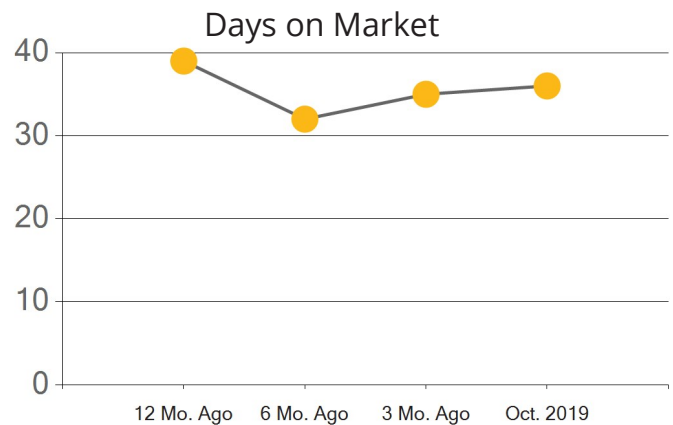
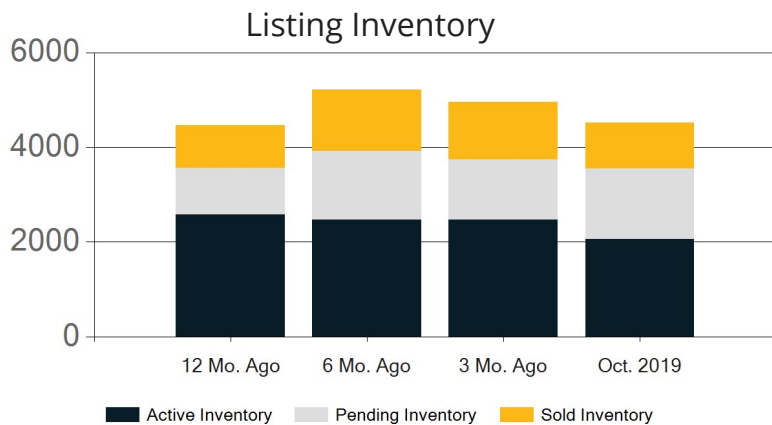


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	5	0	1	\$130,000	6
3 Mo. Ago	6	1	3	\$91,000	38
6 Mo. Ago	5	2	2	\$130,000	36
12 Mo. Ago	6	2	1	\$160,000	169



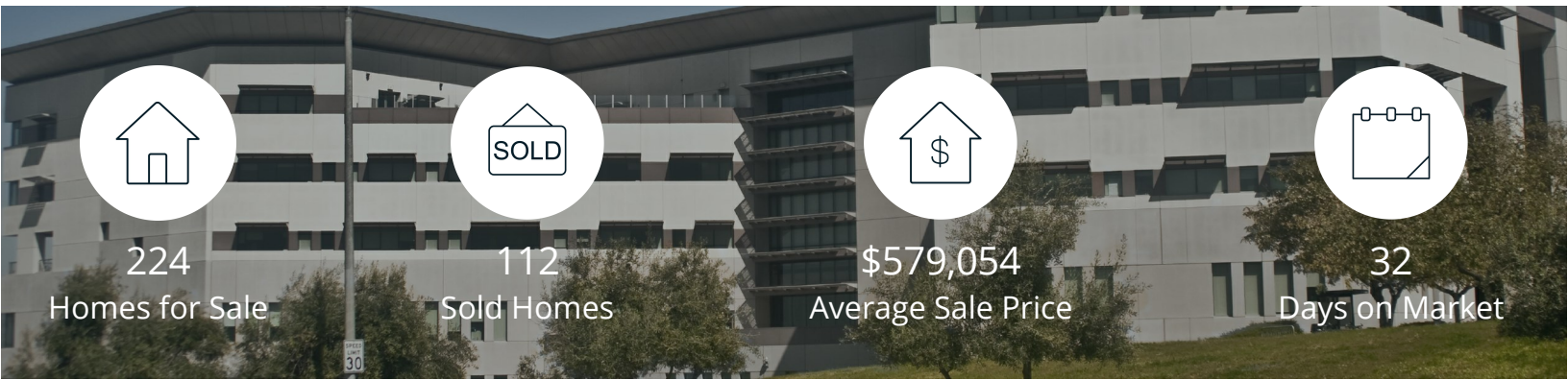


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	2,064	1,491	967	\$722,312	36
3 Mo. Ago	2,465	1,278	1,217	\$709,618	35
6 Mo. Ago	2,472	1,452	1,294	\$706,596	32
12 Mo. Ago	2,586	972	903	\$692,136	39

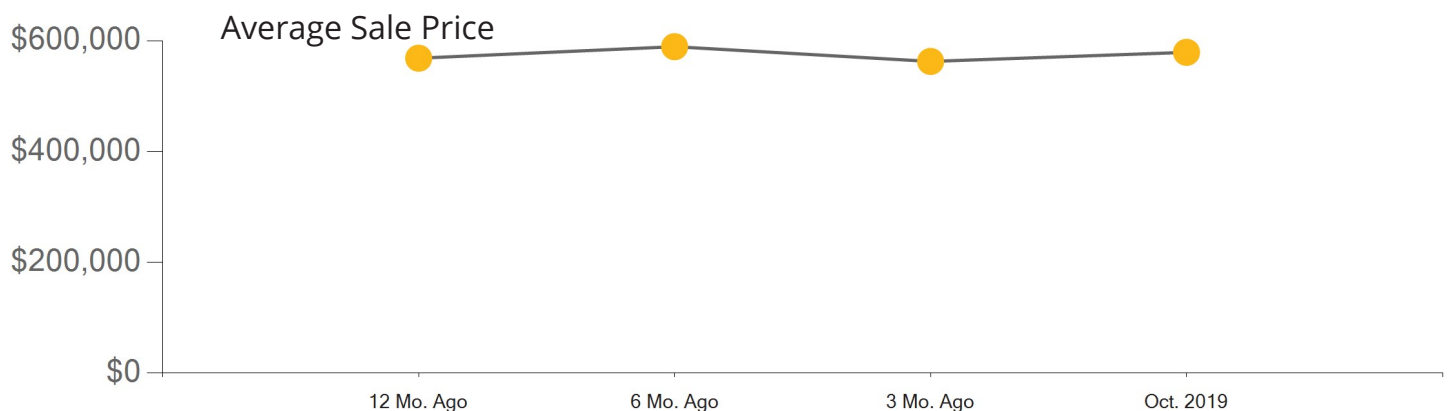
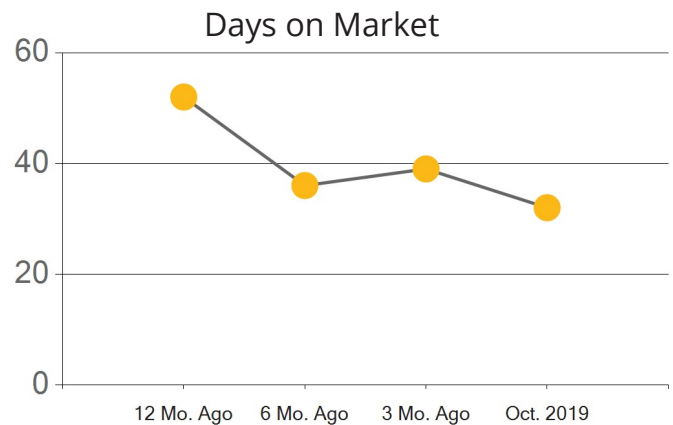
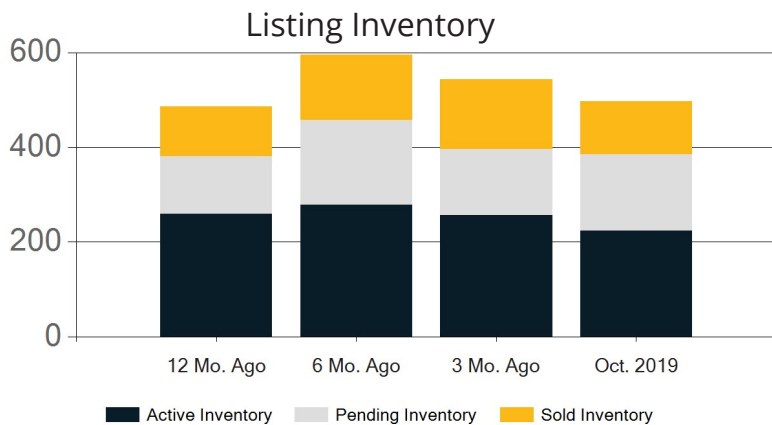


San Marcos Market Update

OCTOBER 2019

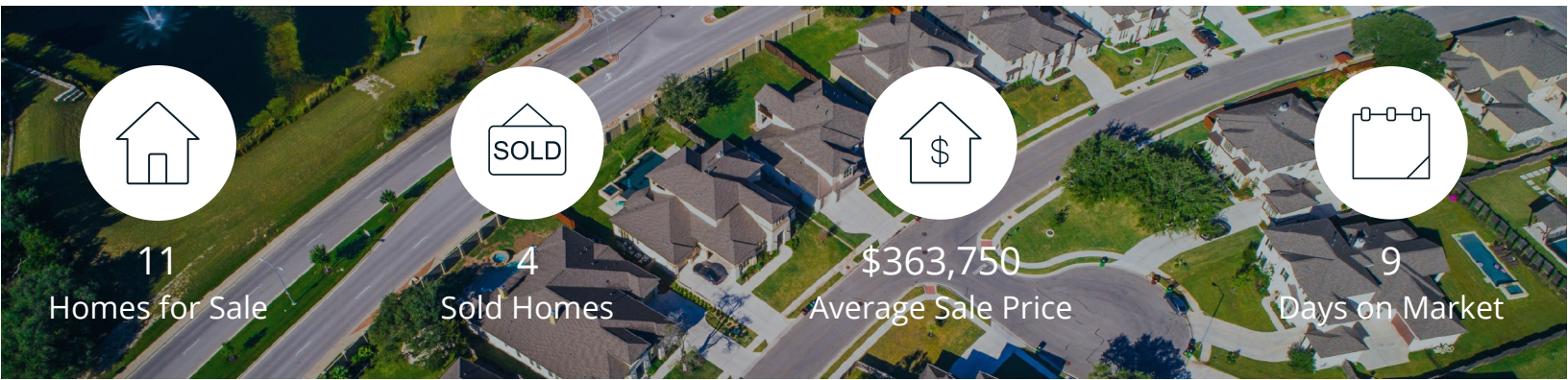


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	224	161	112	\$579,054	32
3 Mo. Ago	257	139	148	\$562,621	39
6 Mo. Ago	278	179	139	\$589,305	36
12 Mo. Ago	259	122	105	\$568,456	52

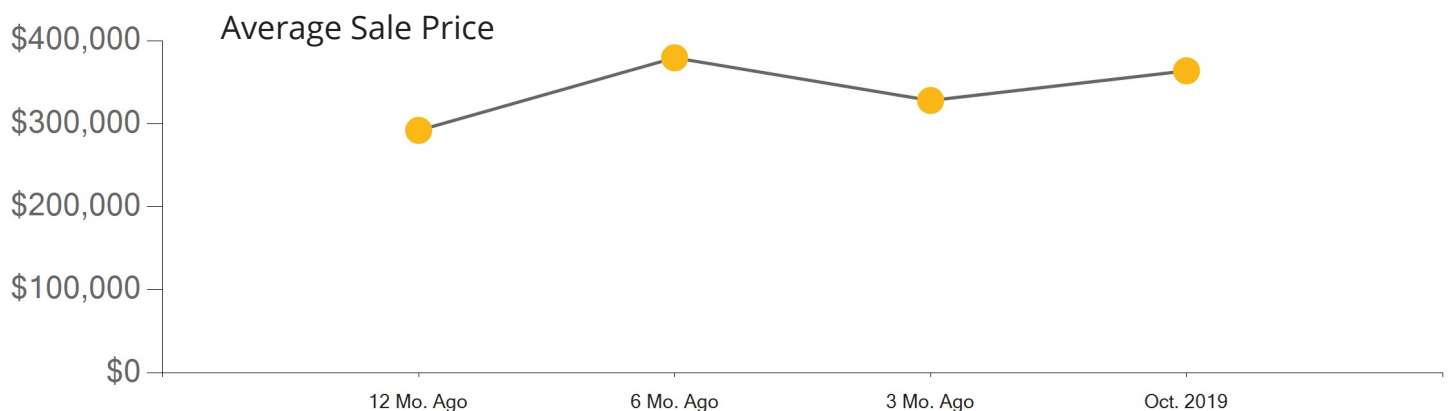
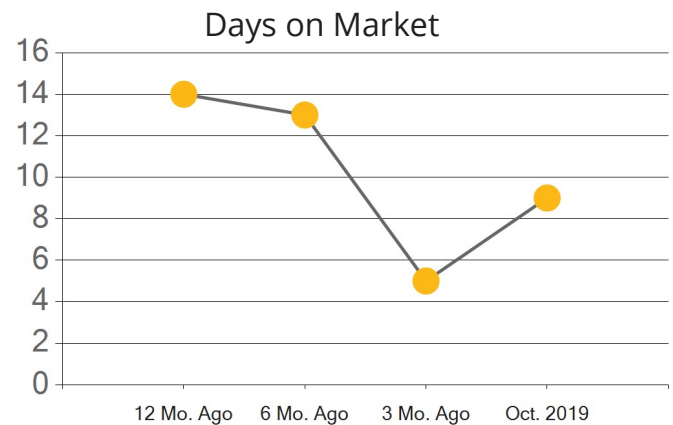
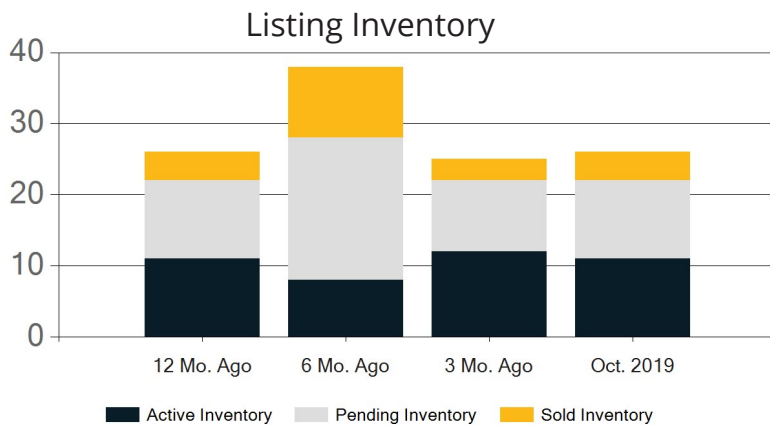


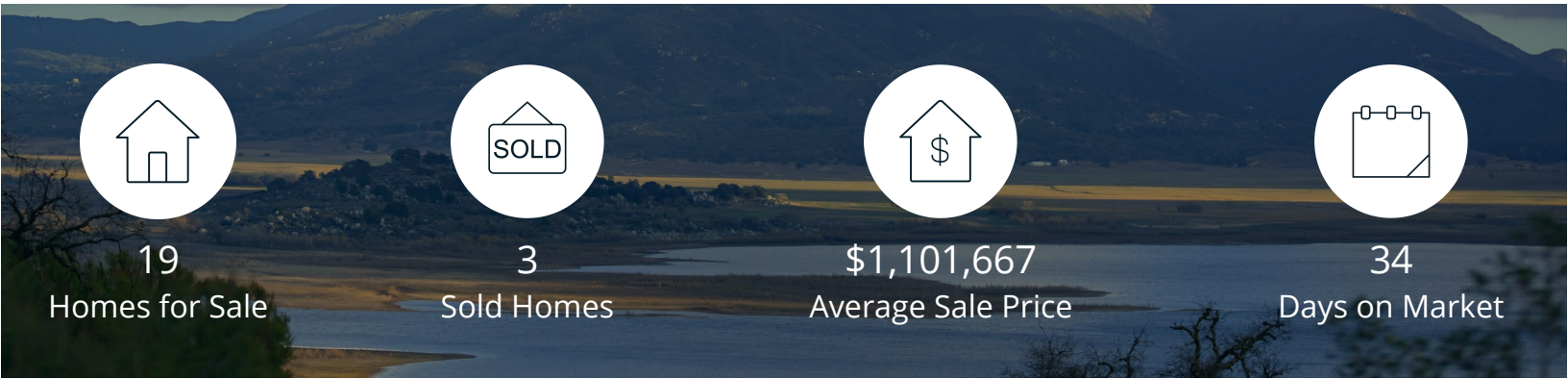
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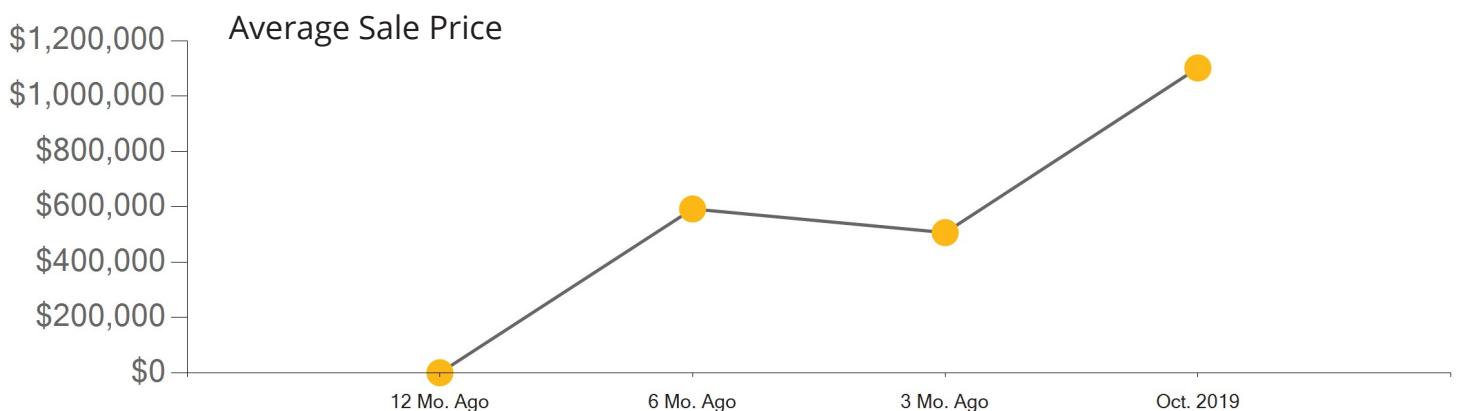
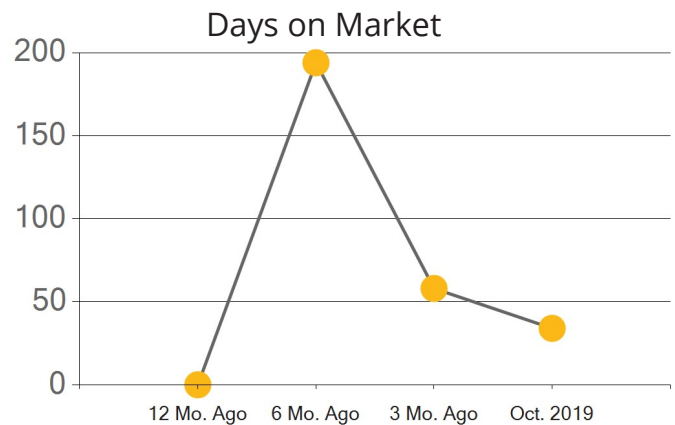
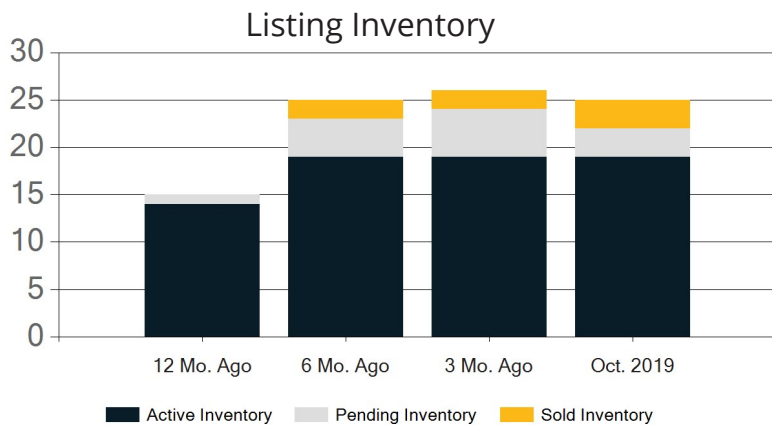


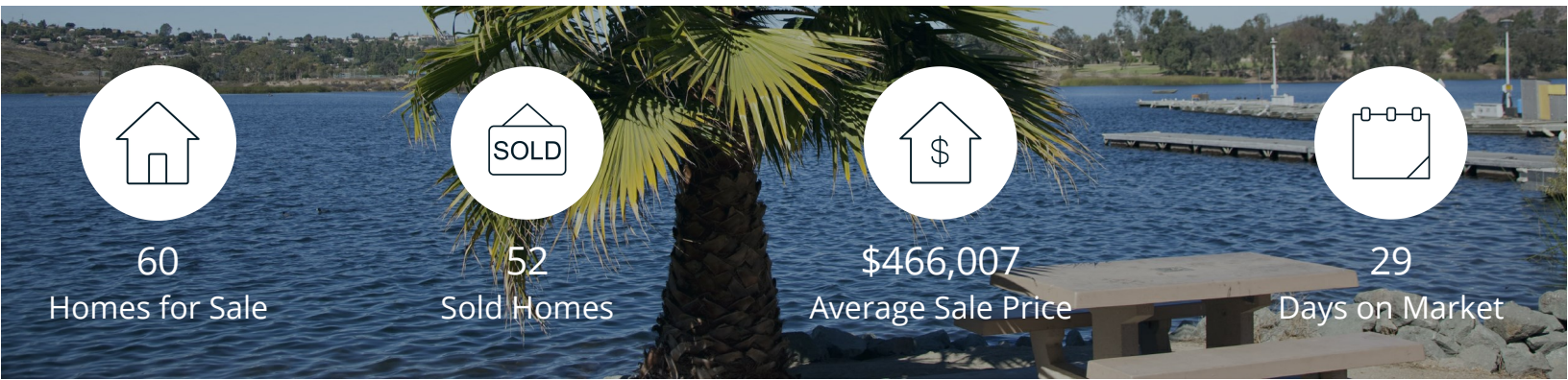
	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	11	11	4	\$363,750	9
3 Mo. Ago	12	10	3	\$328,000	5
6 Mo. Ago	8	20	10	\$379,455	13
12 Mo. Ago	11	11	4	\$292,000	14



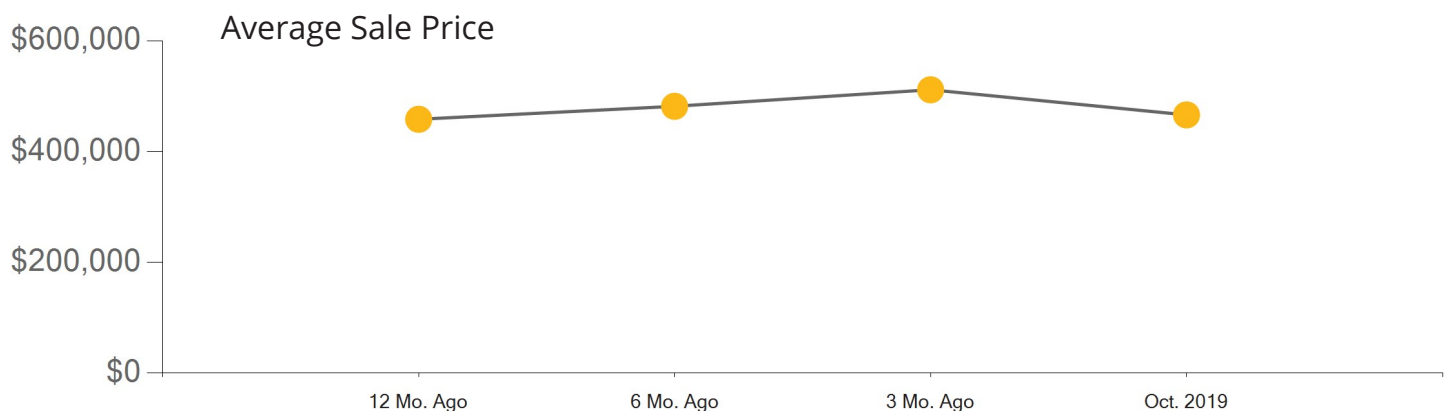
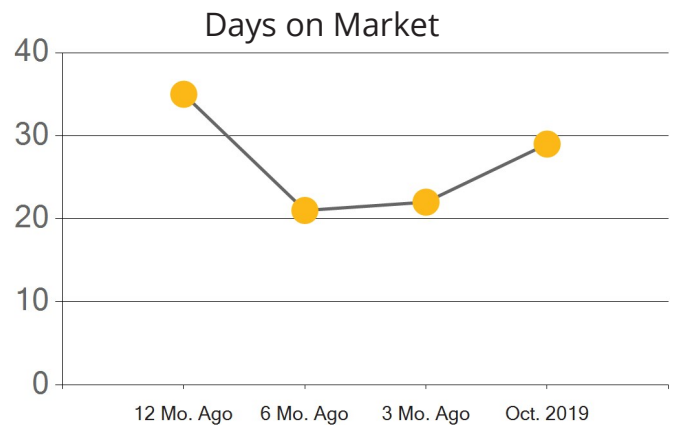
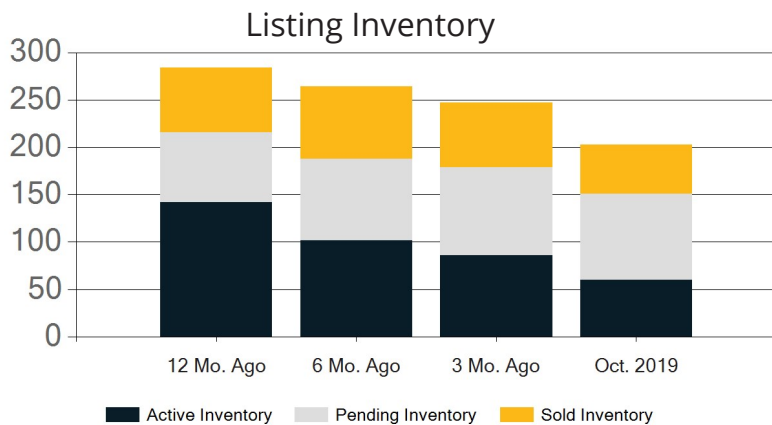


	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	19	3	3	\$1,101,667	34
3 Mo. Ago	19	5	2	\$506,500	58
6 Mo. Ago	19	4	2	\$592,000	194
12 Mo. Ago	14	1	0	\$0	0





	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	60	91	52	\$466,007	29
3 Mo. Ago	86	93	68	\$511,408	22
6 Mo. Ago	102	86	76	\$481,562	21
12 Mo. Ago	142	74	68	\$458,095	35



Solana Beach Market Update

OCTOBER 2019



61
Homes for Sale



15
Sold Homes

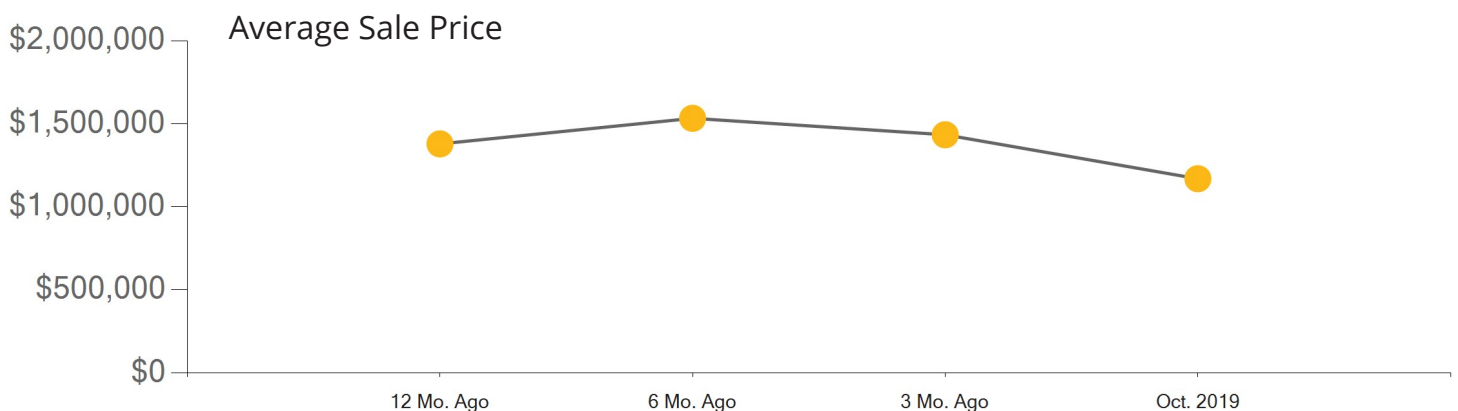
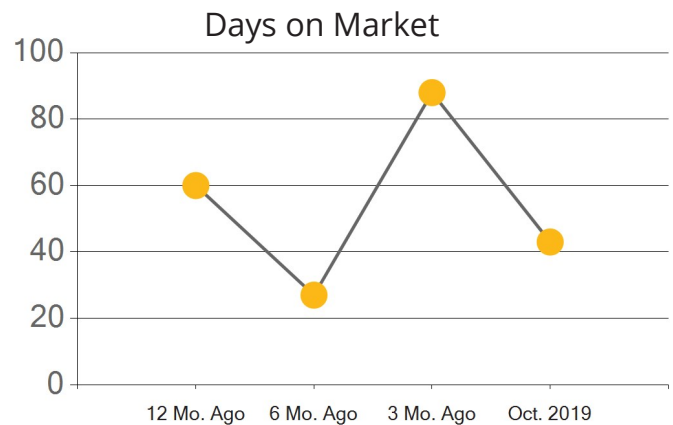
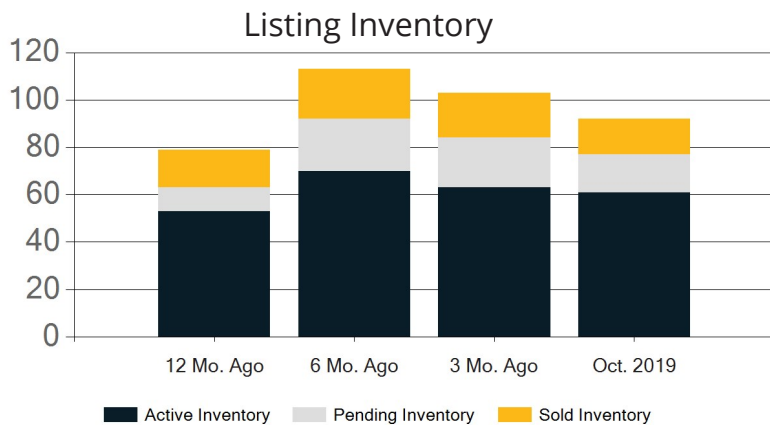


\$1,168,800
Average Sale Price



43
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	61	16	15	\$1,168,800	43
3 Mo. Ago	63	21	19	\$1,433,661	88
6 Mo. Ago	70	22	21	\$1,532,762	27
12 Mo. Ago	53	10	16	\$1,378,625	60

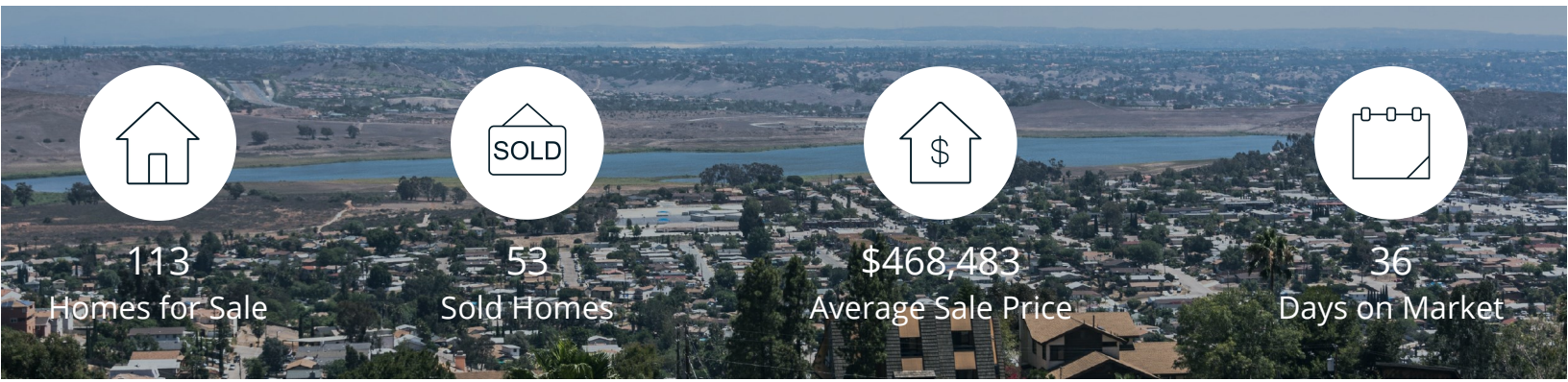


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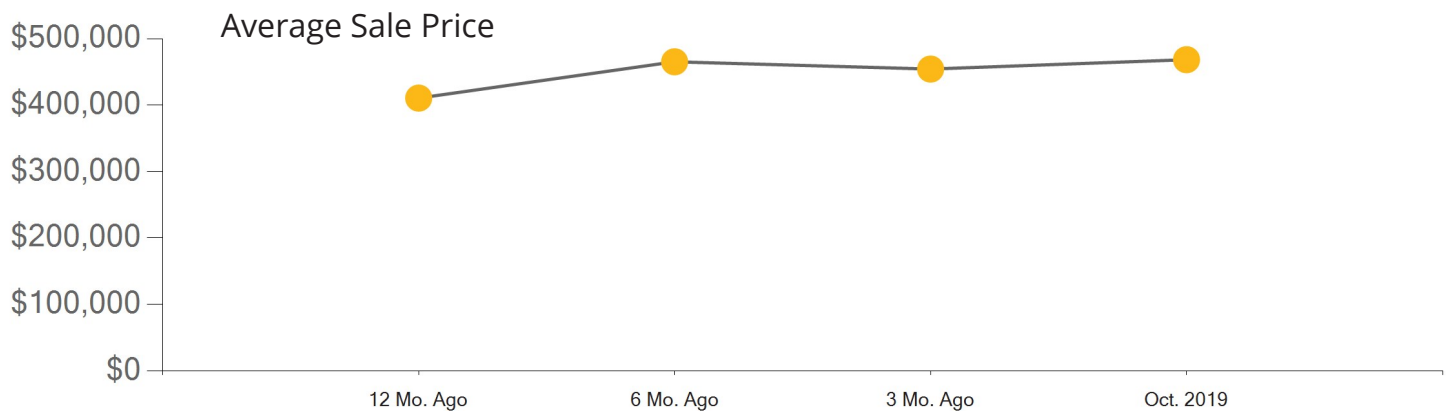
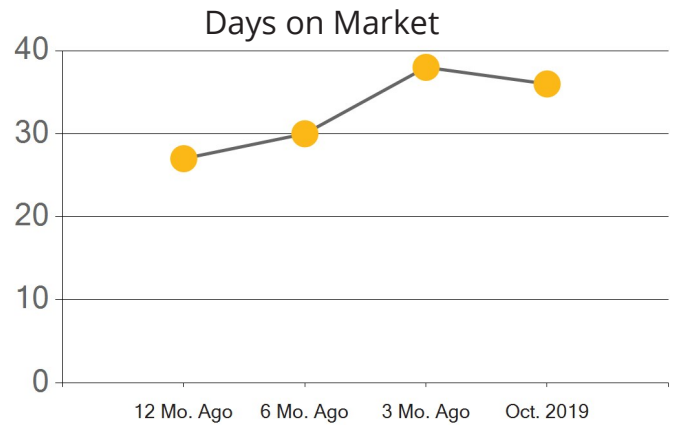
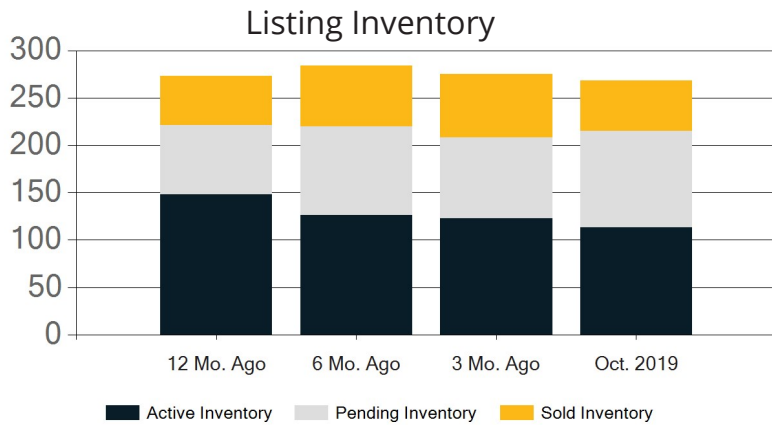
FIRSTTEAM
REAL ESTATE

Spring Valley Market Update

OCTOBER 2019



	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	113	102	53	\$468,483	36
3 Mo. Ago	123	85	67	\$454,315	38
6 Mo. Ago	126	94	64	\$465,334	30
12 Mo. Ago	148	73	52	\$410,640	27



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Valley Center Market Update

OCTOBER 2019



109
Homes for Sale



18
Sold Homes



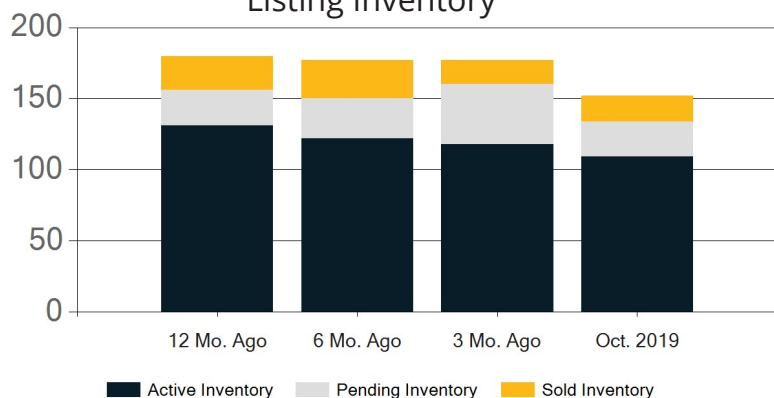
\$631,606
Average Sale Price



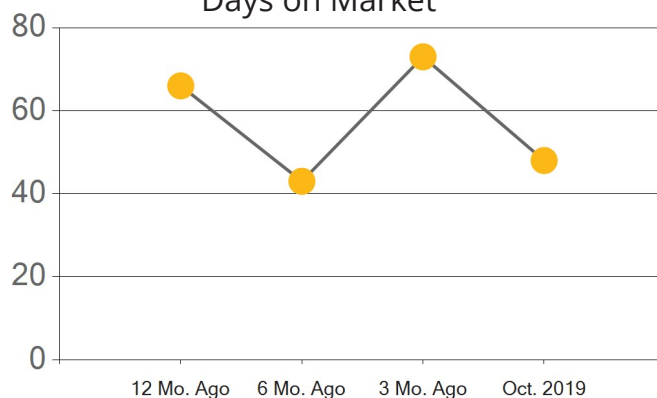
48
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	109	25	18	\$631,606	48
3 Mo. Ago	118	42	17	\$597,816	73
6 Mo. Ago	122	28	27	\$587,348	43
12 Mo. Ago	131	25	24	\$754,142	66

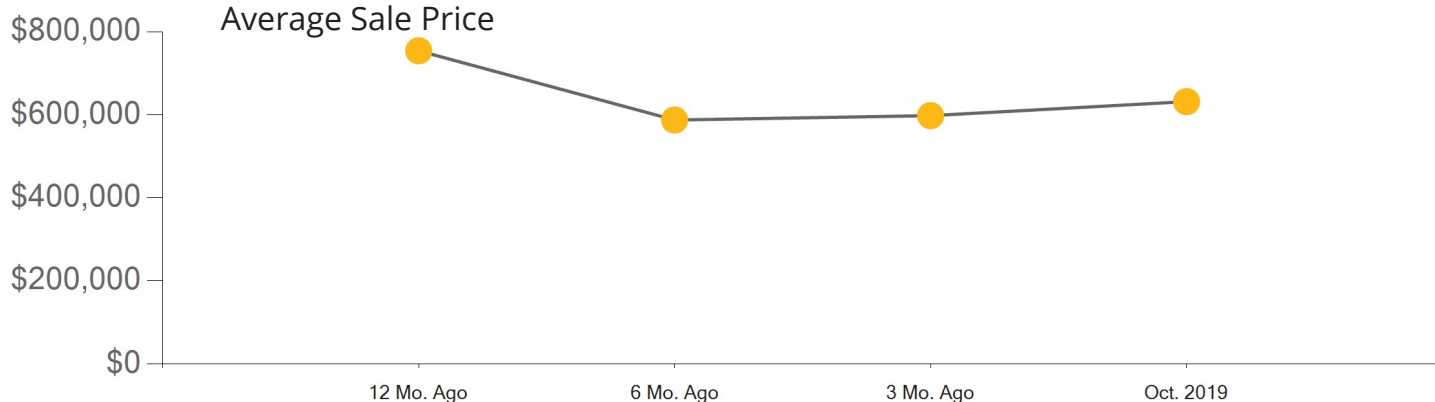
Listing Inventory



Days on Market



Average Sale Price



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195
Homes for Sale



84
Sold Homes



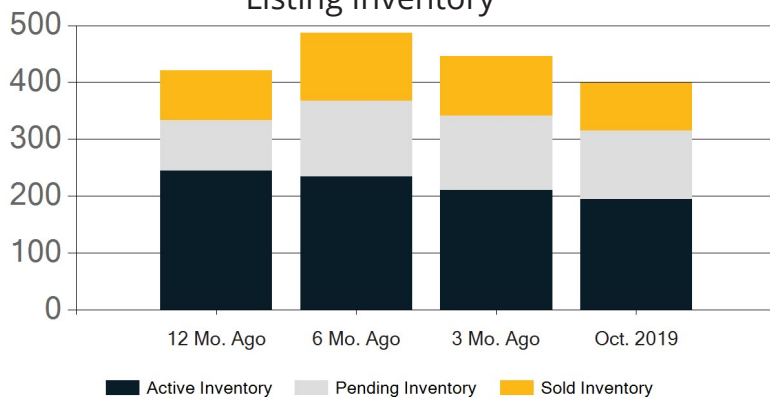
\$583,112
Average Sale Price



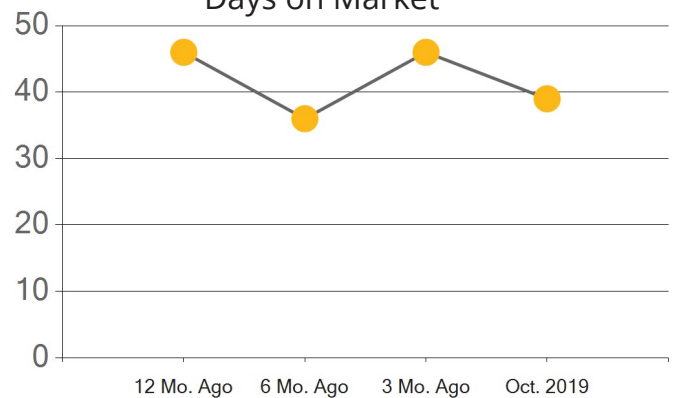
39
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	195	120	84	\$583,112	39
3 Mo. Ago	210	131	105	\$526,260	46
6 Mo. Ago	234	133	120	\$513,945	36
12 Mo. Ago	245	88	88	\$502,976	46

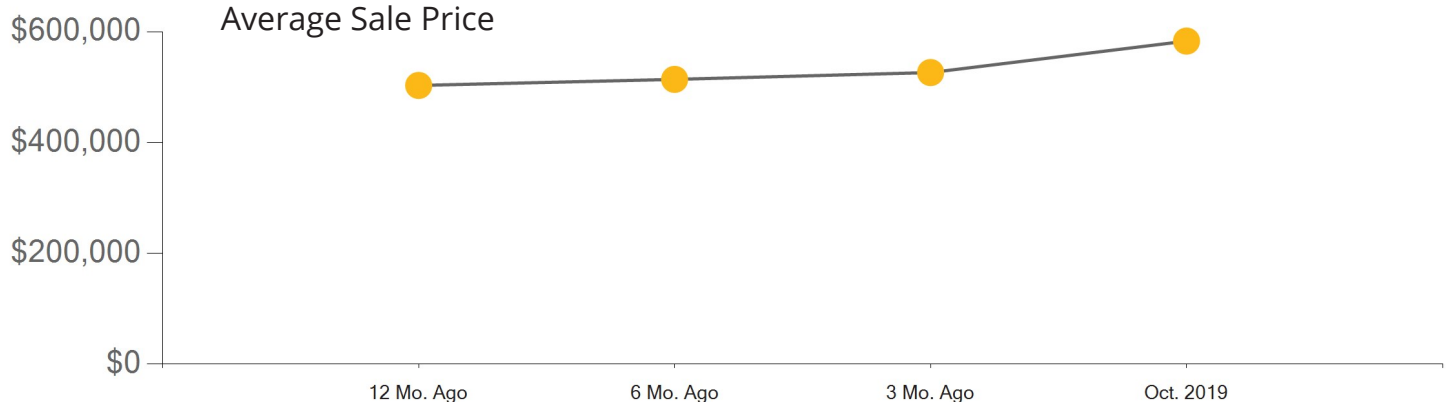
Listing Inventory



Days on Market



Average Sale Price



Warner Springs Market Update

OCTOBER 2019



25
Homes for Sale



7
Sold Homes



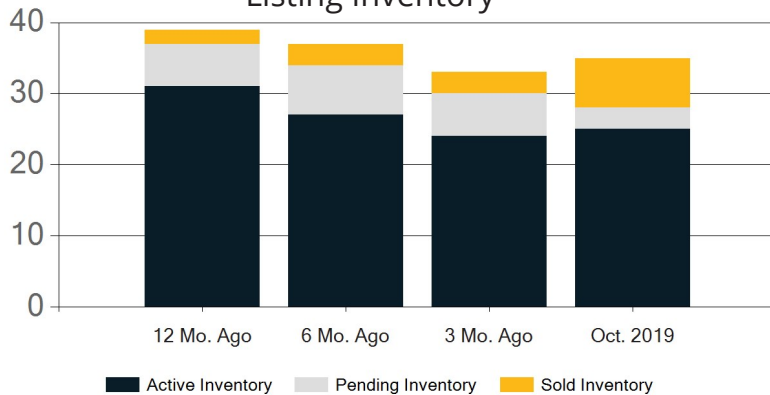
\$437,843
Average Sale Price



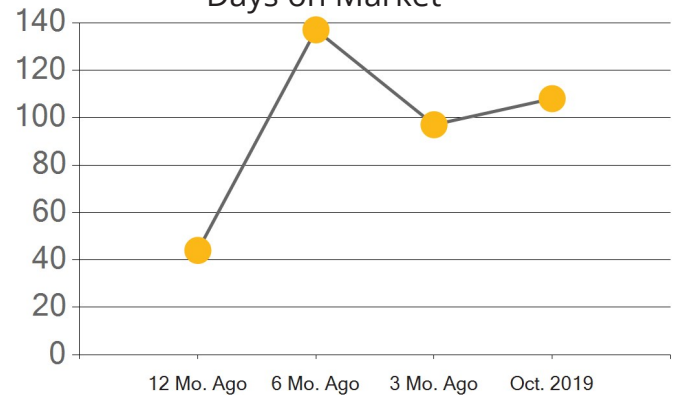
108
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Oct. 2019	25	3	7	\$437,843	108
3 Mo. Ago	24	6	3	\$418,000	97
6 Mo. Ago	27	7	3	\$442,000	137
12 Mo. Ago	31	6	2	\$177,450	44

Listing Inventory



Days on Market



Average Sale Price

