

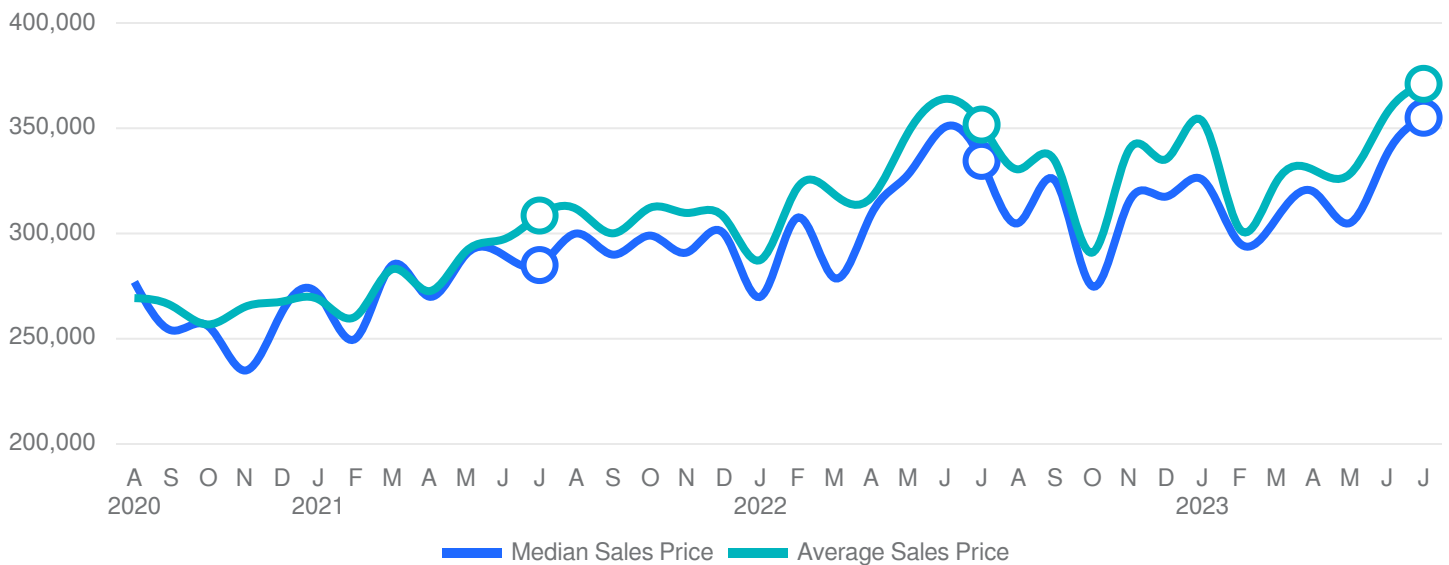
## Overview

The overview below shows real estate activity from January 2023 to July 2023. You will see data comparisons between July and the previous month, the last three months and July 2022.

Overview	YTD Avg.	Monthly Trends			
		July	June	Apr. - Jun.	Jul. 2022
New Listings	527	81	-16.49%	-5.45%	-35.71%
Average Sales Price per Square Foot	179	188	2.73%	2.17%	10.59%
Average Days on Market	23	11	-26.67%	-43.09%	-31.25%
Number of Properties for Sale	416	46	-19.3%	-25.81%	-61.02%
Average List Price	\$371,968	\$392,901	2.36%	2.87%	13.1%
Median List Price	\$342,021	\$334,950	-7.19%	-4.83%	5.51%
Average Sales Price	\$338,097	\$371,091	3.92%	9.61%	5.5%
Median Sales Price	\$320,786	\$355,000	5.19%	10.65%	6.13%
Sales Price / List Price Ratio	101%	102.93%	-1.68%	0%	0%
Number of Properties Sold	399	66	-23.26%	0%	-25%
Month's Supply of Inventory	1.16	0.7	6.06%	-30.69%	-47.76%
Absorption Rate	0.98	1.43	-5.3%	31.19%	90.67%

## Average & Median Sales Price

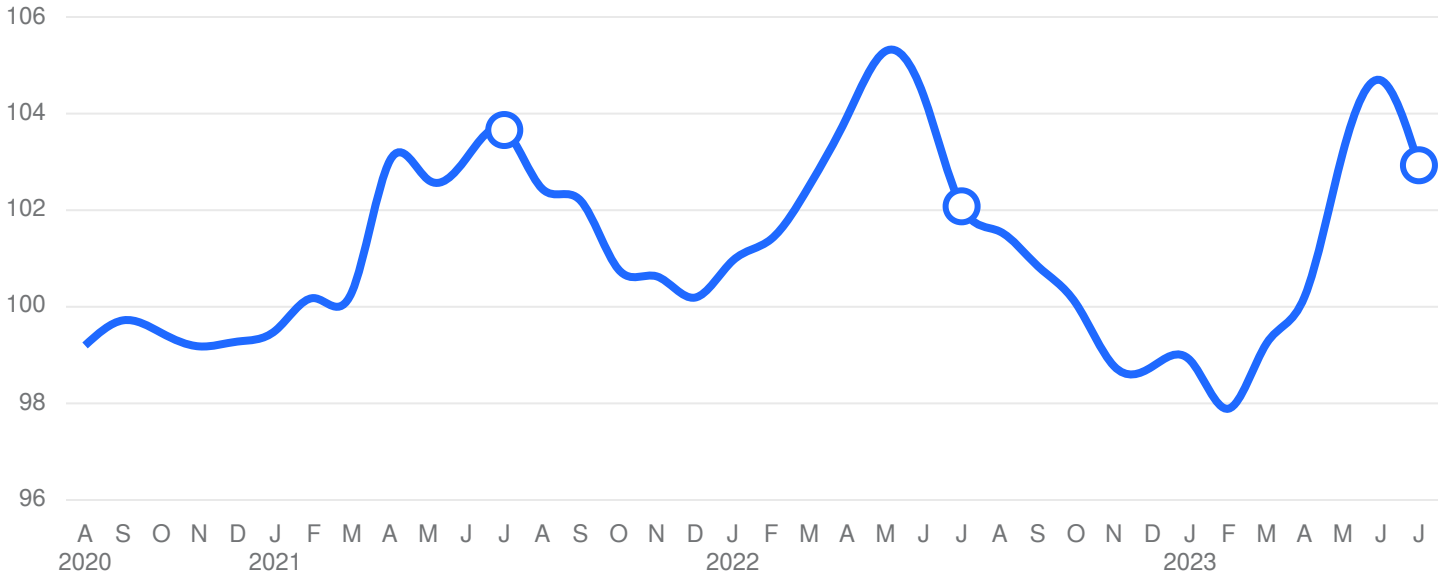
The median sales price in July 2023 was \$355,000, up 5.19% from \$337,500 from the previous month and 6.13% higher than \$334,500 from July 2022. The July 2023 median sales price was at its highest level compared to July 2022 and 2021. The average sales price in July 2023 was \$371,091, up 3.92% from \$357,077 from the previous month and 5.50% higher than \$351,745 from July 2022. The July 2023 average sale price was at its highest level compared to July 2022 and 2021.



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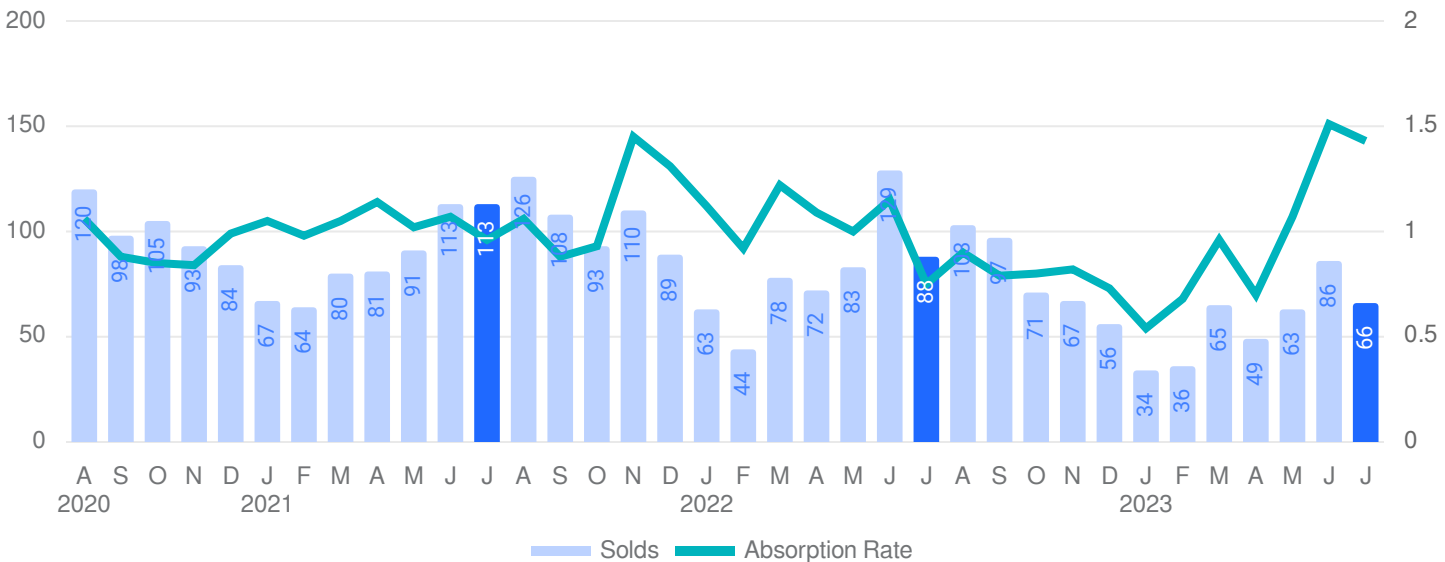
## Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The July 2023 sales price/list price ratio was 102.93%, down from 104.69% from the previous month and equal to July 2022.



## Number of Properties Sold & Absorption Rate

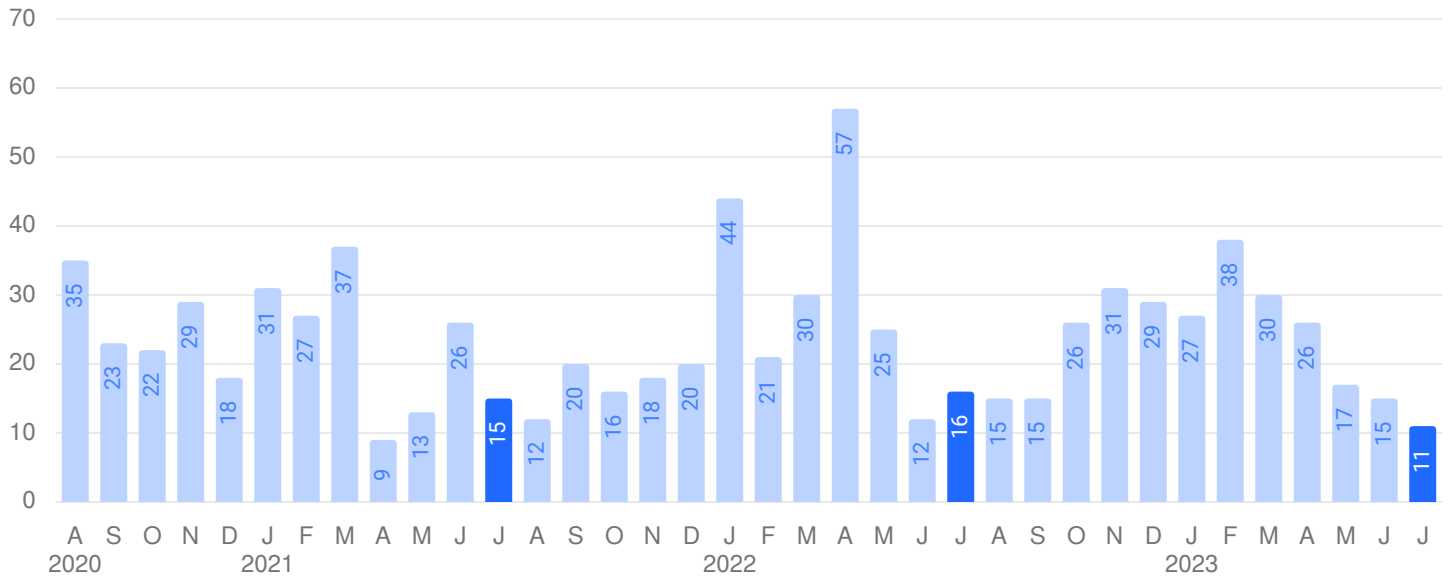
The number of properties sold in July 2023 was 66, down -23.26% from 86 from the previous month and -25.00% lower than 88 from July 2022. The July 2023 sales were at its lowest level compared to July 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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## Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for July 2023 was 11 days, down -26.67% from 15 days from the previous month and -31.25% lower than 16 days from July 2022. The July 2023 DOM was at its lowest level compared with July 2022 and 2021.



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