

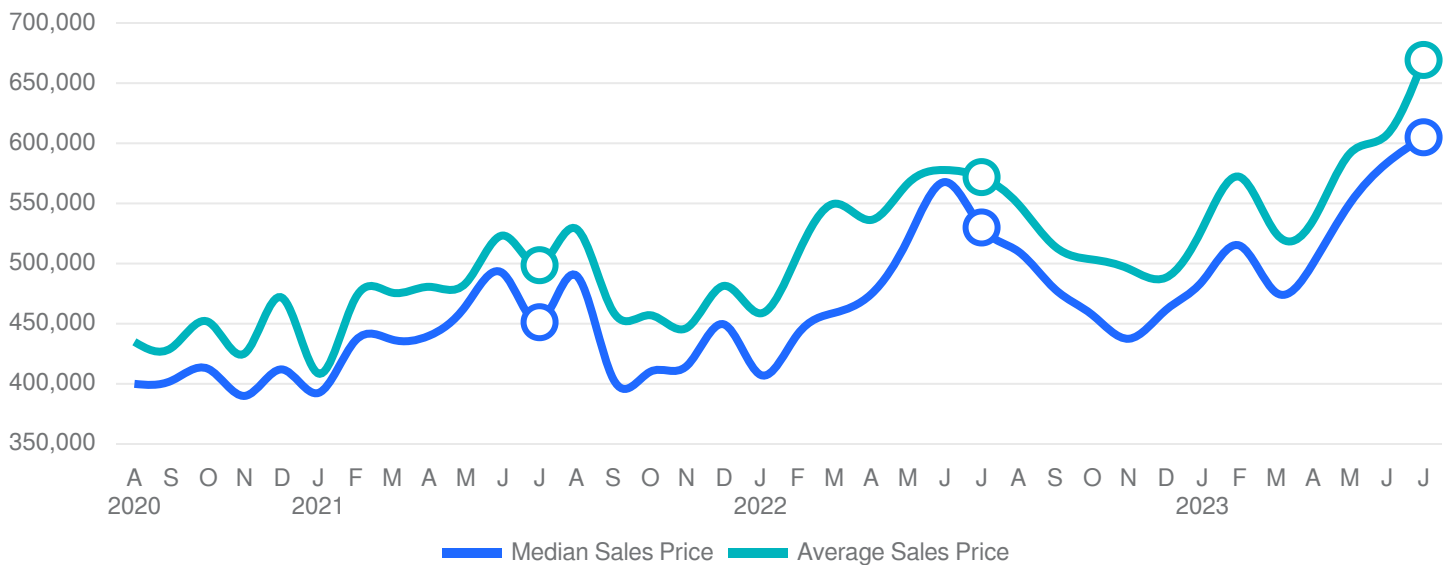
Overview

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	1595	228	-14.93%	-13.42%	-31.74%
Average Sales Price per Square Foot	231	241	1.26%	2.26%	4.78%
Average Days on Market	22	13	-18.75%	-23.53%	-7.14%
Number of Properties for Sale	1321	209	-1.42%	7.55%	-41.62%
Average List Price	\$984,814	\$939,582	0%	-6.4%	18.42%
Median List Price	\$679,057	\$695,900	3.1%	2.09%	17.06%
Average Sales Price	\$575,739	\$669,282	10.26%	15.77%	17.03%
Median Sales Price	\$530,679	\$605,000	3.68%	11.11%	14.15%
Sales Price / List Price Ratio	100.44%	101.35%	0%	0%	0%
Number of Properties Sold	1114	212	-15.87%	8.72%	-17.51%
Month's Supply of Inventory	1.34	0.99	17.86%	-2.94%	-28.78%
Absorption Rate	0.83	1.01	-15.13%	1%	40.28%

Average & Median Sales Price

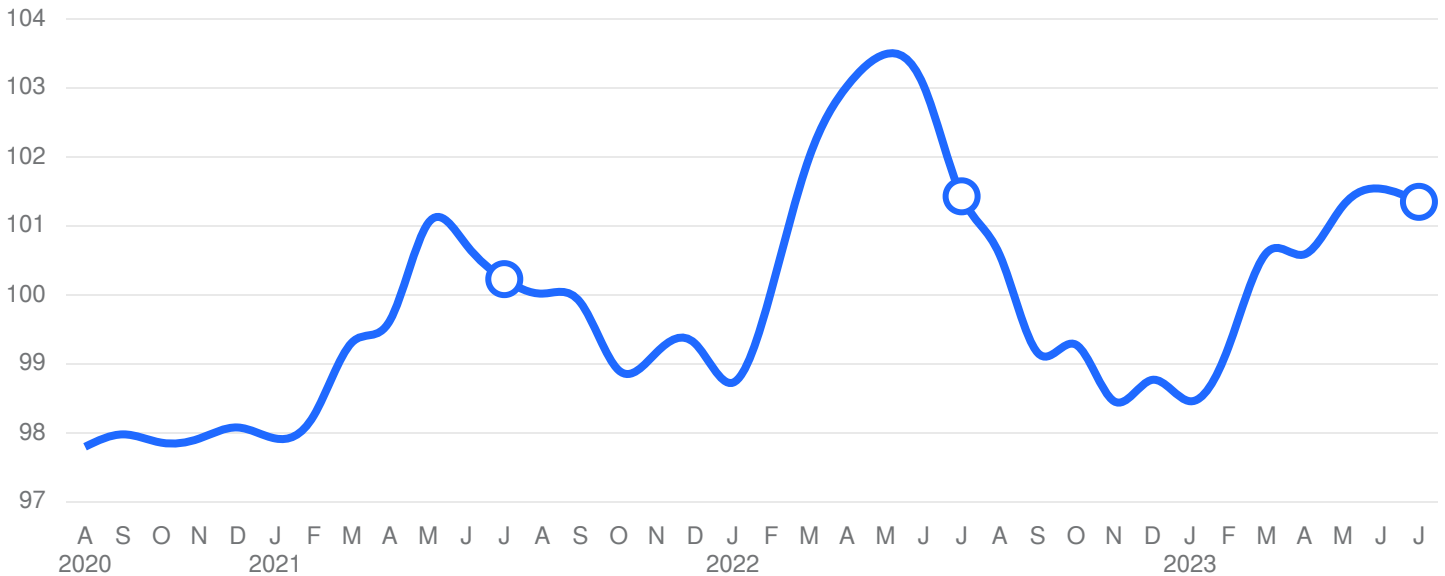
The median sales price in July 2023 was \$605,000, up 3.68% from \$583,500 from the previous month and 14.15% higher than \$530,000 from July 2022. The July 2023 median sales price was at its highest level compared to July 2022 and 2021. The average sales price in July 2023 was \$669,282, up 10.26% from \$606,992 from the previous month and 17.03% higher than \$571,885 from July 2022. The July 2023 average sale price was at its highest level compared to July 2022 and 2021.



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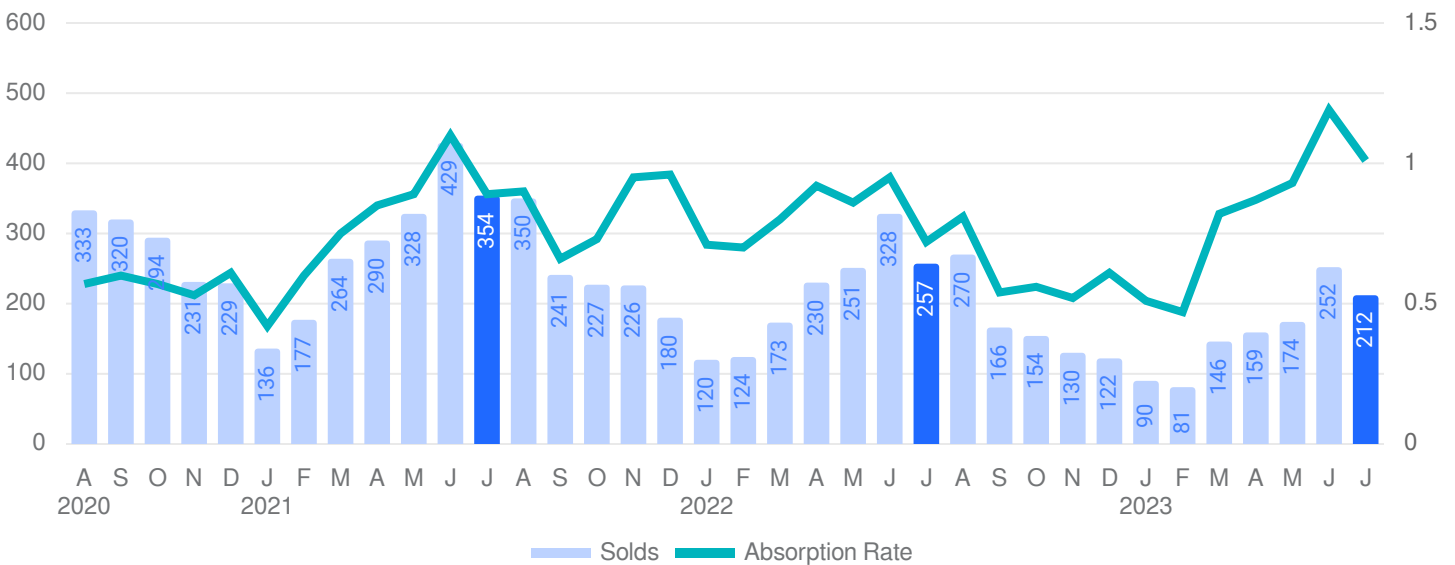
Sales Price / List Price Ratio

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 101.35%, equal to the previous month and equal to July 2022.



Number of Properties Sold & Absorption Rate

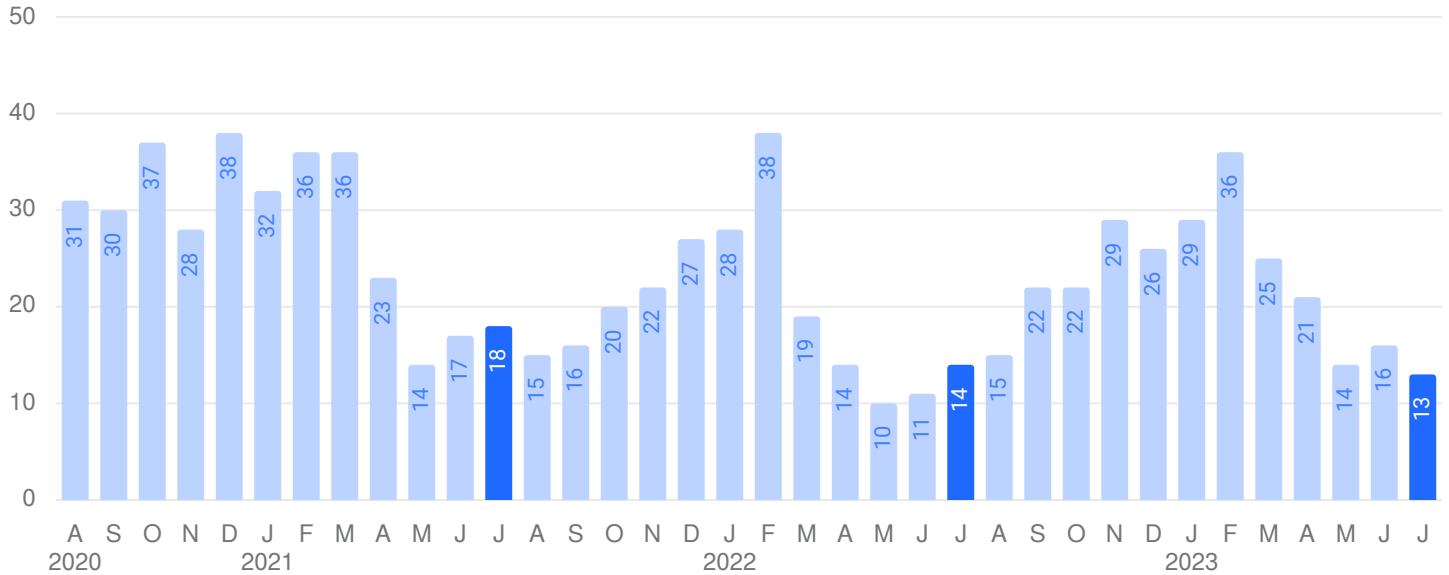
The number of properties sold in July 2023 was 212, down -15.87% from 252 from the previous month and -17.51% lower than 257 from July 2022. The July 2023 sales were at its lowest level compared to July 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number of 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 13 days, down -18.75% from 16 days from the previous month and -7.14% lower than 14 days from July 2022. The July 2023 DOM was at its lowest level compared with July 2022 and 2021.



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