

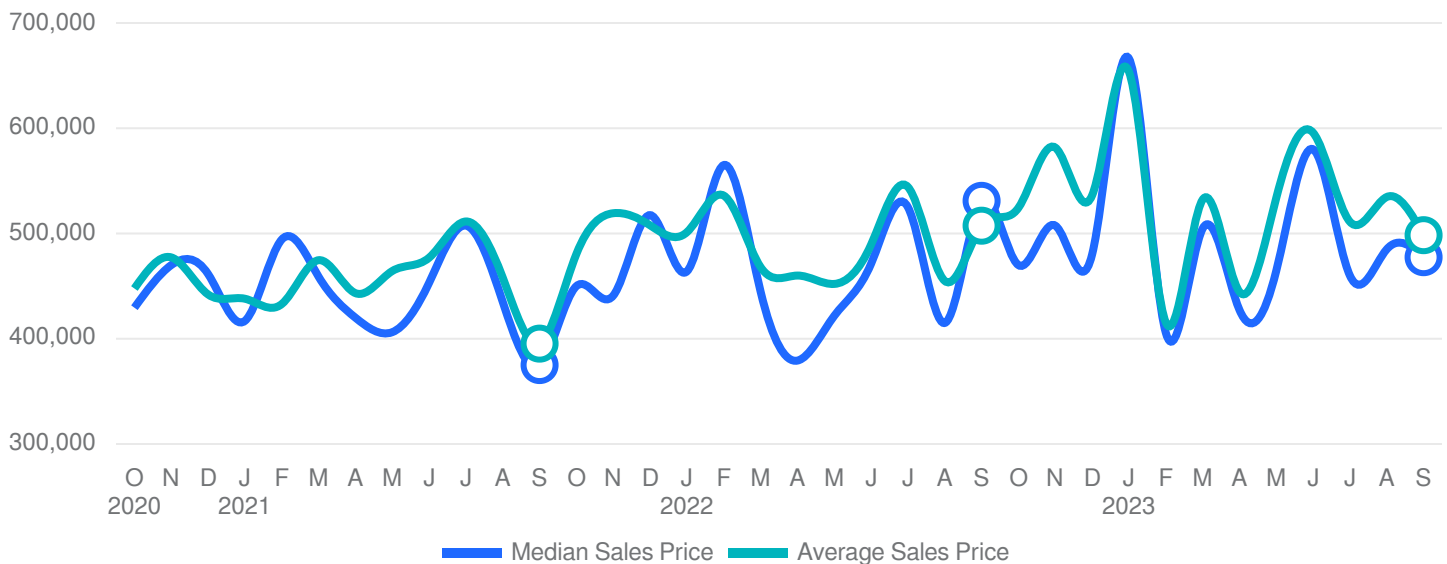
Overview

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

Overview	YTD Avg.	Monthly Trends			
		September	August	Jun. - Aug.	Sep. 2022
New Listings	332	43	19.44%	0%	-2.27%
Average Sales Price per Square Foot	214	231	-4.94%	1.76%	14.93%
Average Days on Market	30	25	-3.85%	-12.8%	47.06%
Number of Properties for Sale	484	65	4.84%	14.7%	-1.52%
Average List Price	\$668,909	\$716,503	6.78%	3.91%	10.54%
Median List Price	\$594,708	\$659,755	2.69%	6.82%	17.39%
Average Sales Price	\$524,447	\$498,404	-6.79%	-8.92%	-1.78%
Median Sales Price	\$496,794	\$477,500	-1.55%	-6.07%	-10.08%
Sales Price / List Price Ratio	98.98%	98.87%	-2.3%	-1.21%	1.52%
Number of Properties Sold	190	20	-42.86%	-29.4%	-45.95%
Month's Supply of Inventory	2.94	3.25	83.62%	56.25%	82.58%
Absorption Rate	0.39	0.31	-44.64%	-38%	-44.64%

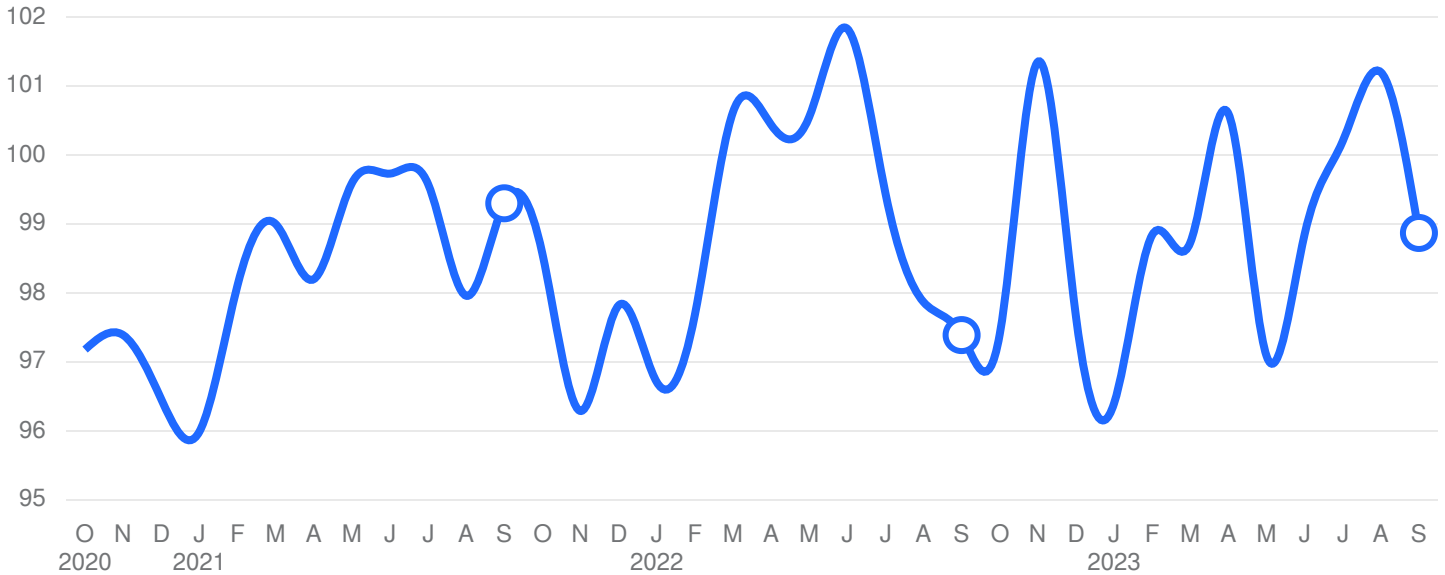
Average & Median Sales Price

The median sales price in September 2023 was \$477,500, down -1.55% from \$485,000 from the previous month and -10.08% lower than \$531,026 from September 2022. The September 2023 median sales price was at a mid level compared to September 2022 and 2021. The average sales price in September 2023 was \$498,404, down -6.79% from \$534,692 from the previous month and -1.78% lower than \$507,413 from September 2022. The September 2023 average sale price was at a mid level compared to September 2022 and 2021.



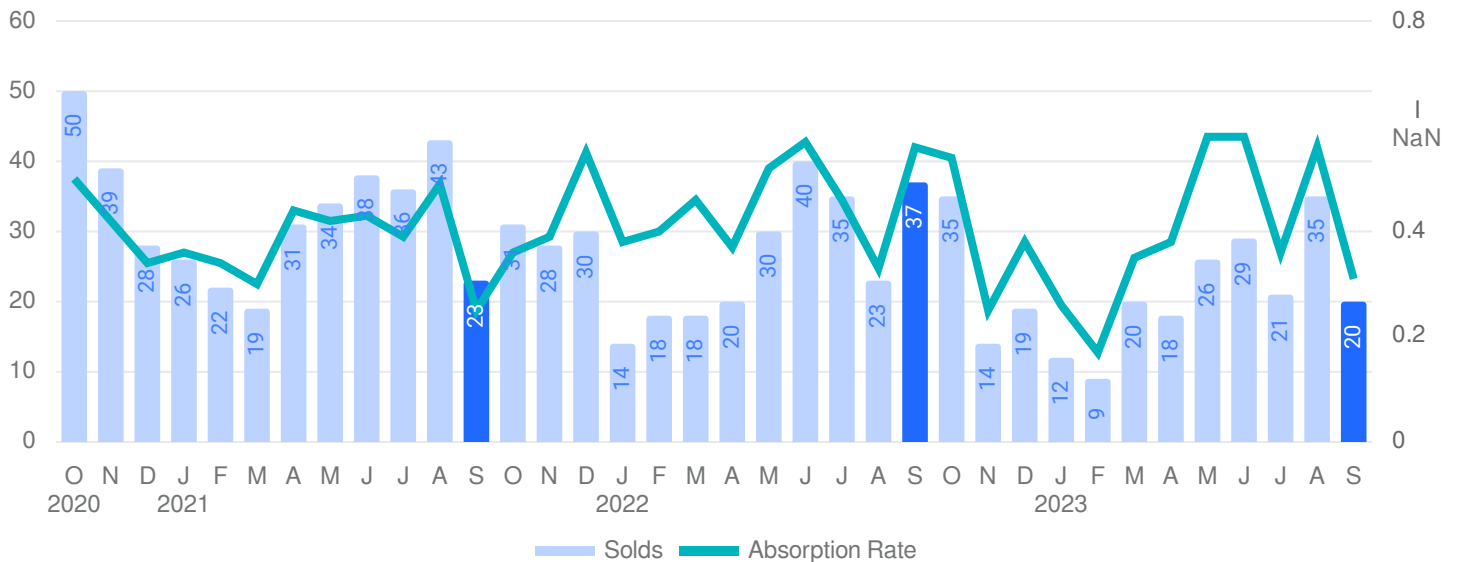
Sales Price / List Price Ratio

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 September 2023 sales price/list price ratio was 98.87%, down from 101.2% from the previous month and up from 97.39% from September 2022.



Number of Properties Sold & Absorption Rate

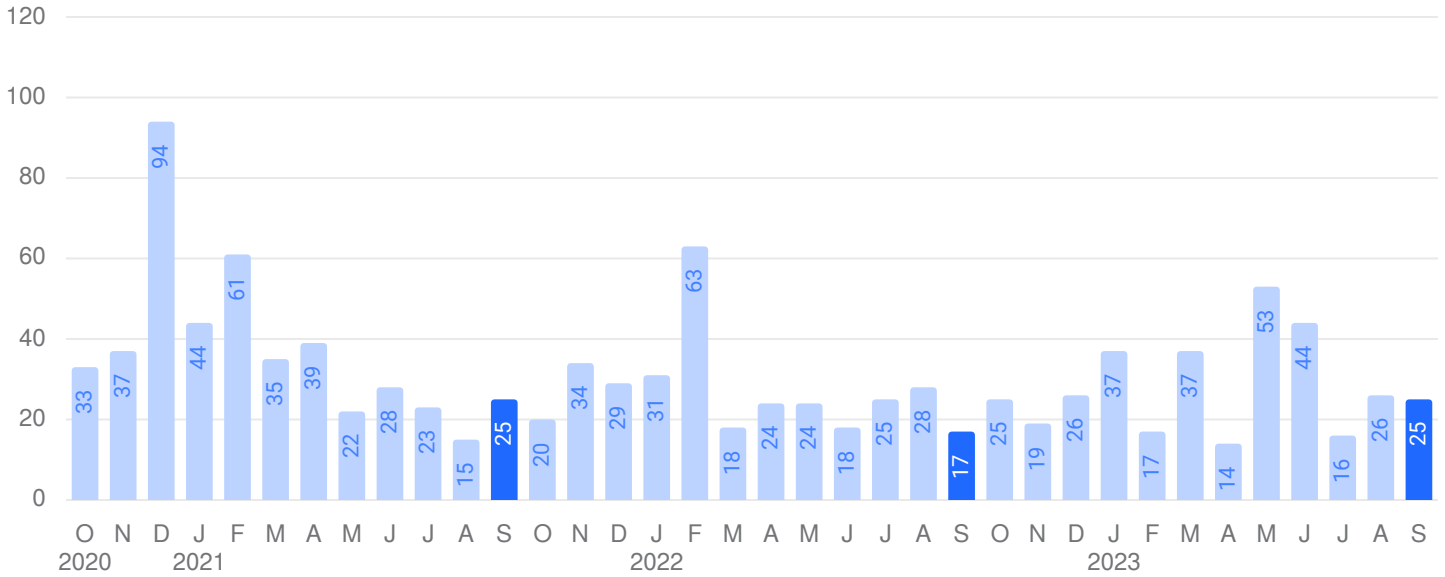
The number of properties sold in September 2023 was 20, down -42.86% from 35 from the previous month and -45.95% lower than 37 from September 2022. The September 2023 sales were at its lowest level compared to September 2022 and 2021. Absorption rate is the avg number of sales per month divided by the 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 September 2023 was 25 days, down -3.85% from 26 days from the previous month and 47.06% higher than 17 days from September 2022. The September 2023 DOM was at a mid level compared with September 2022 and 2021.



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