

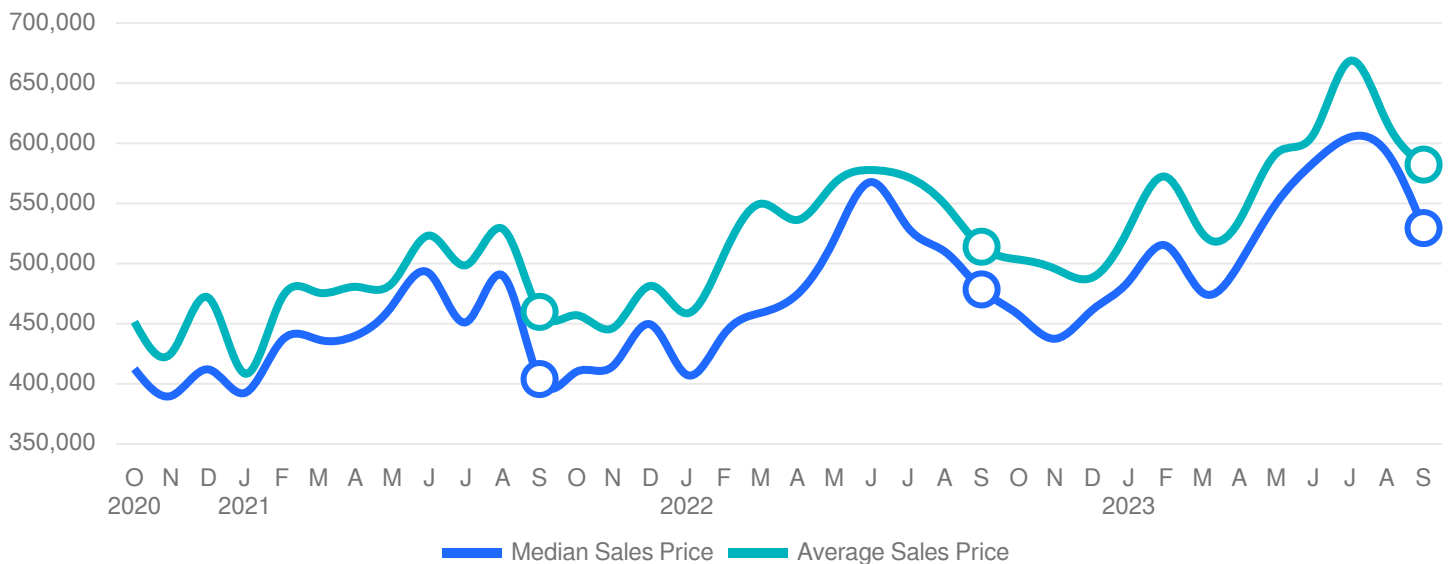
## Overview

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	2096	210	-21.93%	-19.54%	2.94%
Average Sales Price per Square Foot	233	239	-2.45%	0%	12.74%
Average Days on Market	21	17	0%	10.89%	-22.73%
Number of Properties for Sale	1799	188	-22.31%	-18.85%	-39.55%
Average List Price	\$940,290	\$840,400	1.03%	-5.2%	7.17%
Median List Price	\$672,460	\$649,948	-3.7%	-3.82%	8.51%
Average Sales Price	\$581,037	\$582,256	-5.74%	-7.73%	13.28%
Median Sales Price	\$537,417	\$529,500	-10.63%	-10.81%	10.66%
Sales Price / List Price Ratio	100.54%	100.91%	0%	0%	1.76%
Number of Properties Sold	1448	144	-23.4%	-33.94%	-13.25%
Month's Supply of Inventory	1.36	1.31	1.55%	21.3%	-29.95%
Absorption Rate	0.79	0.77	-1.28%	-18.95%	45.28%

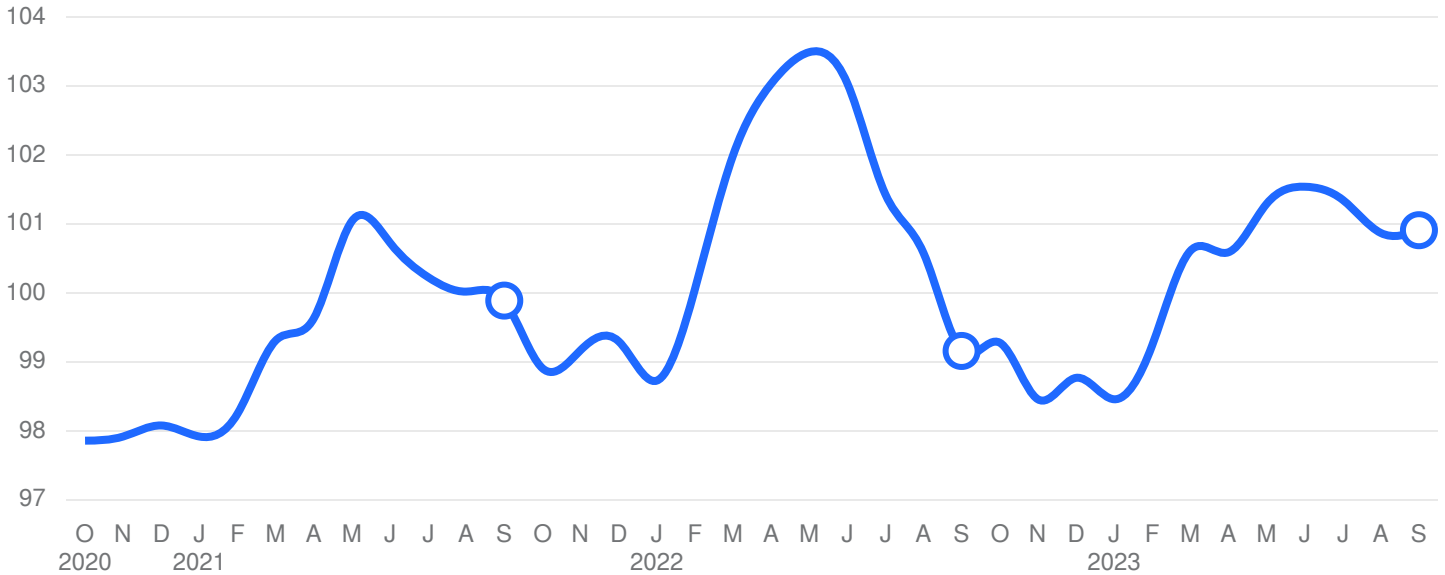
## Average & Median Sales Price

The median sales price in September 2023 was \$529,500, down -10.63% from \$592,500 from the previous month and 10.66% higher than \$478,500 from September 2022. The September 2023 median sales price was at its highest level compared to September 2022 and 2021. The average sales price in September 2023 was \$582,256, down -5.74% from \$617,707 from the previous month and 13.28% higher than \$513,997 from September 2022. The September 2023 average sale price was at its highest level compared to September 2022 and 2021.



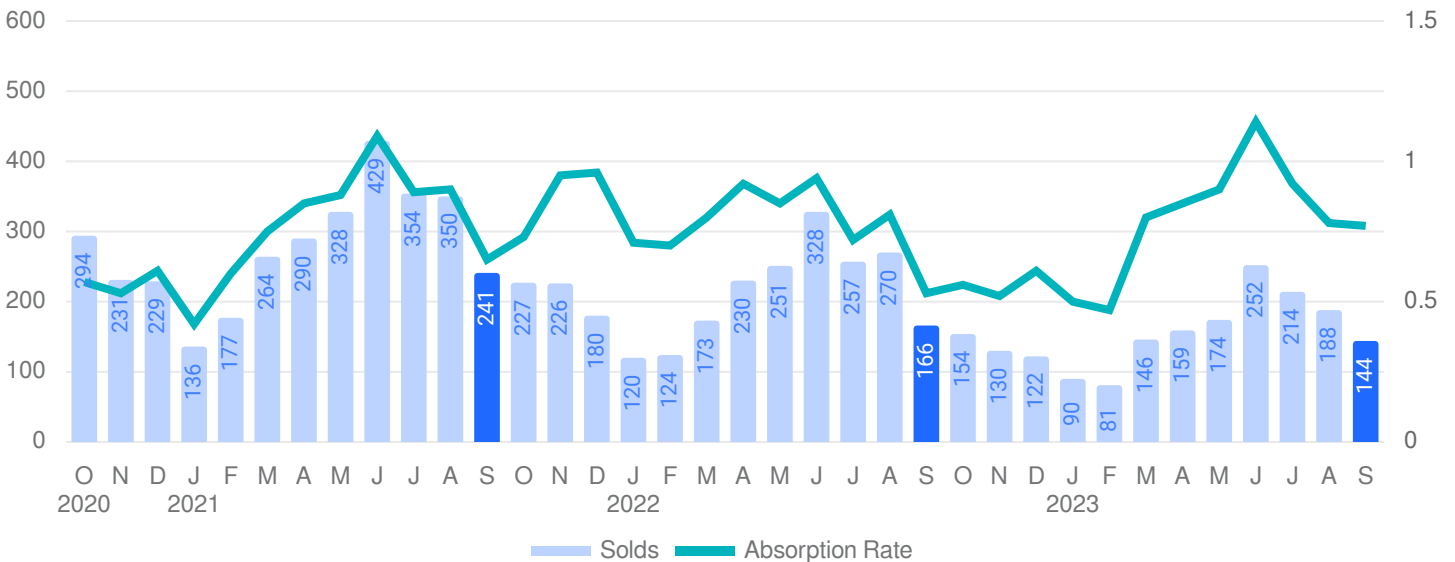
## Sales Price / List Price Ratio

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 100.91%, equal to the previous month and up from 99.16% from September 2022.



## Number of Properties Sold & Absorption Rate

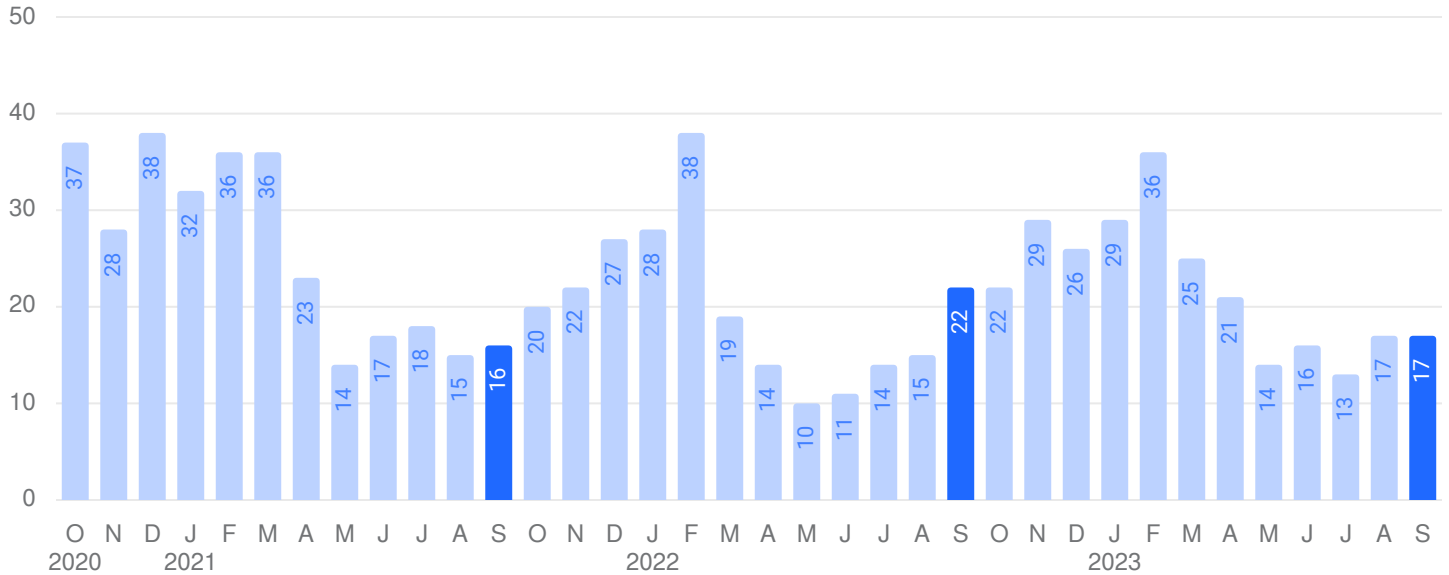
The number of properties sold in September 2023 was 144, down -23.40% from 188 from the previous month and -13.25% lower than 166 from September 2022. The September 2023 sales were at its lowest level compared to September 2022 and 2021. Absorption rate is the avg number of sales per month divided by 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 17 days, equal to the previous month and -22.73% lower than 22 days from September 2022. The September 2023 DOM was at a mid level compared with September 2022 and 2021.



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