

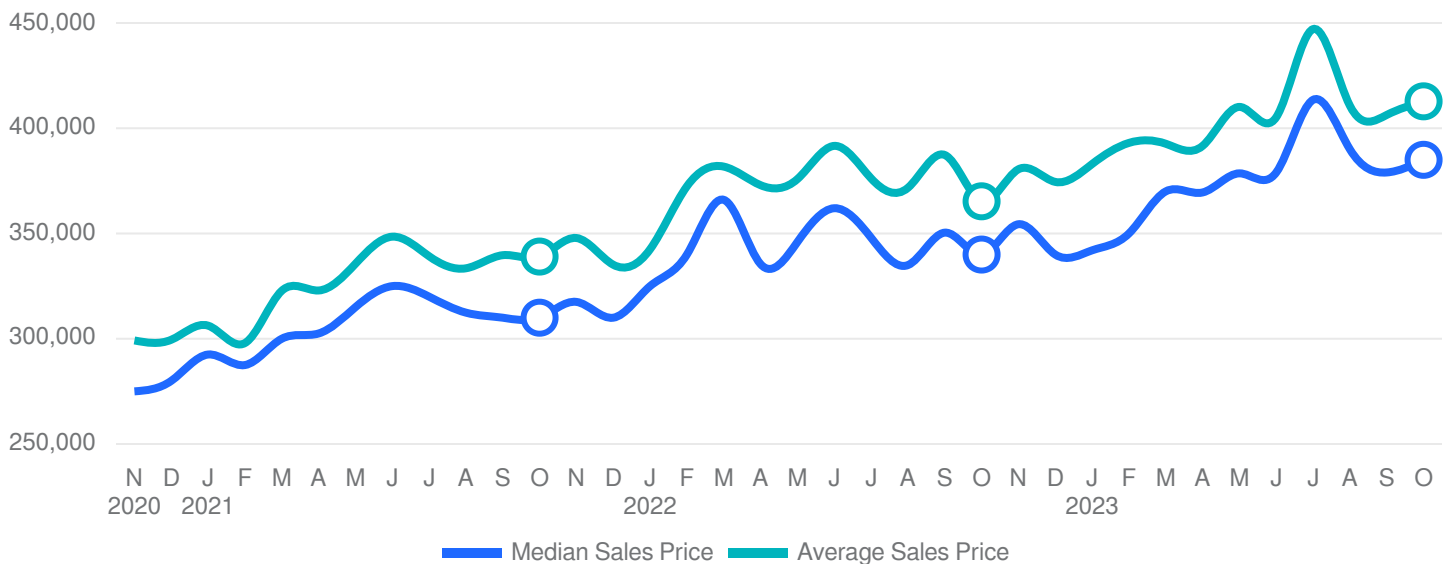
## Overview

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

Overview	YTD Avg.	Monthly Trends			
		October	September	Jul. - Sep.	Oct. 2022
New Listings	1762	155	-6.63%	-13.41%	5.44%
Average Sales Price per Square Foot	184	197	4.79%	4.23%	10.06%
Average Days on Market	22	23	27.78%	30.16%	-8%
Number of Properties for Sale	1669	160	-13.51%	-11.44%	-21.57%
Average List Price	\$510,289	\$488,711	1.85%	-4.23%	3.84%
Median List Price	\$453,407	\$450,000	2.28%	0%	5.77%
Average Sales Price	\$405,257	\$412,785	1.59%	-2.04%	13%
Median Sales Price	\$375,655	\$385,000	1.58%	-2.32%	13.24%
Sales Price / List Price Ratio	100.52%	100.25%	0%	0%	0%
Number of Properties Sold	1208	106	-17.19%	-23.37%	-16.54%
Month's Supply of Inventory	1.47	1.51	4.14%	15.27%	-6.21%
Absorption Rate	0.72	0.66	-4.35%	-14.29%	6.45%

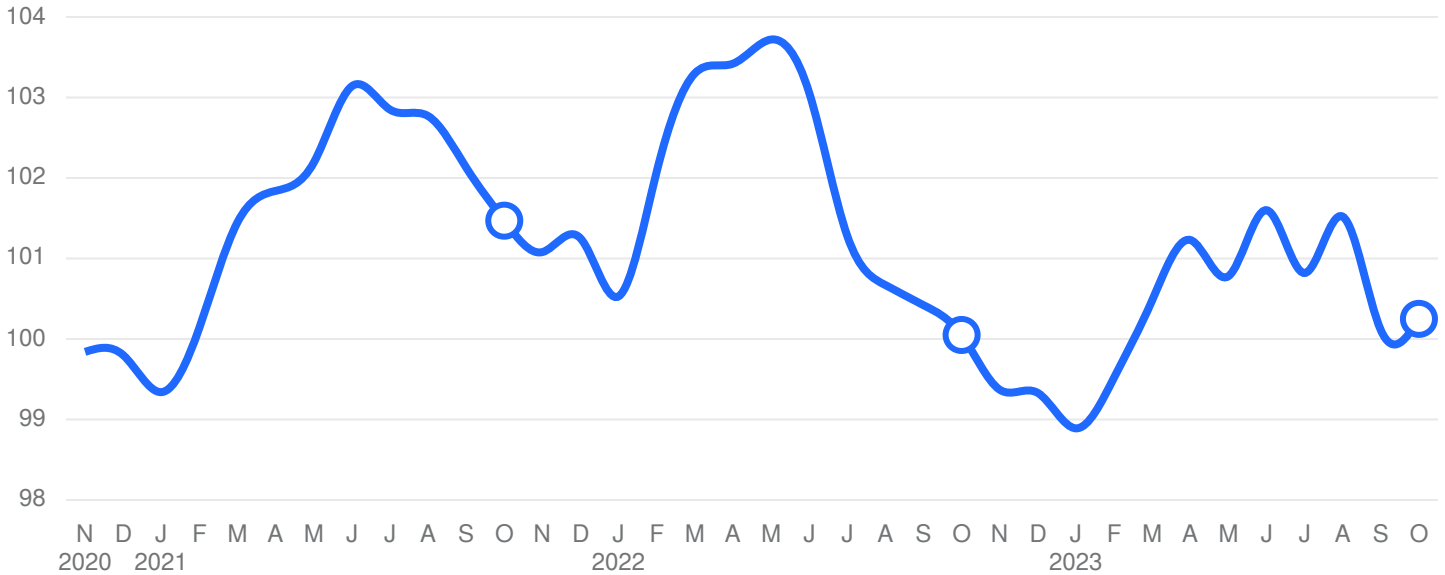
## Average & Median Sales Price

The median sales price in October 2023 was \$385,000, up 1.58% from \$378,994 from the previous month and 13.24% higher than \$340,000 from October 2022. The October 2023 median sales price was at its highest level compared to October 2022 and 2021. The average sales price in October 2023 was \$412,785, up 1.59% from \$406,330 from the previous month and 13.00% higher than \$365,294 from October 2022. The October 2023 average sale price was at its highest level compared to October 2022 and 2021.



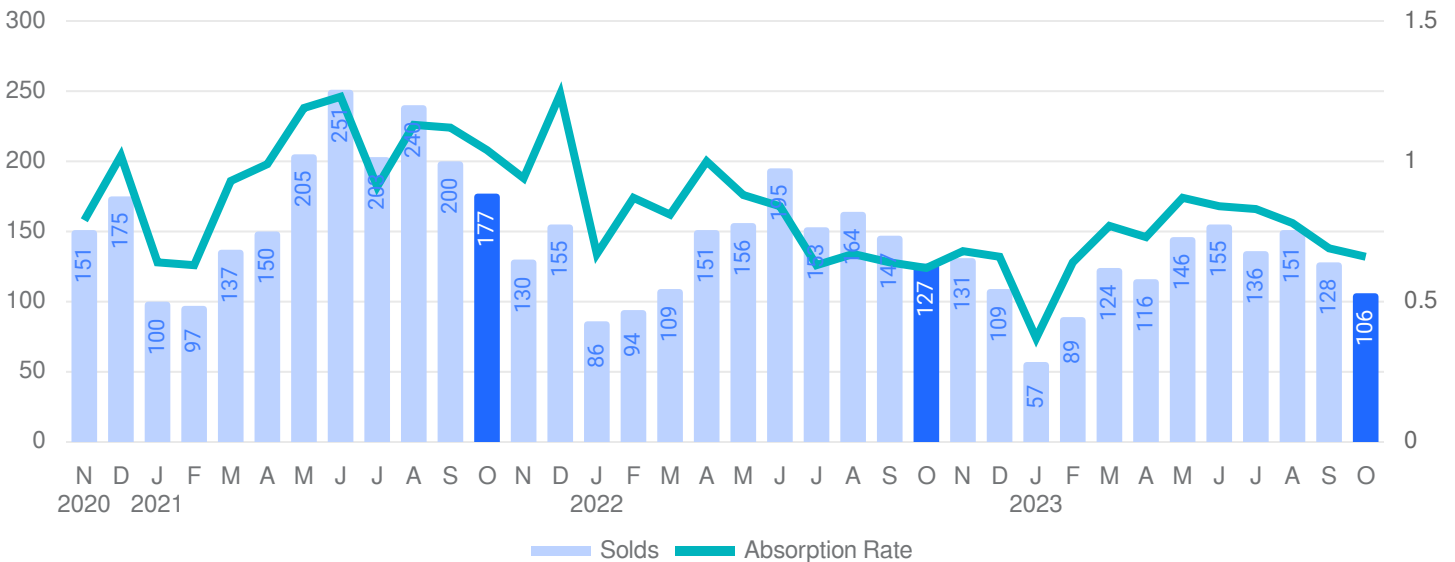
## Sales Price / List Price Ratio

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 October 2023 sales price/list price ratio was 100.25%, equal to the previous month and equal to October 2022.



## Number of Properties Sold & Absorption Rate

The number of properties sold in October 2023 was 106, down -17.19% from 128 from the previous month and -16.54% lower than 127 from October 2022. The October 2023 sales were at its lowest level compared to October 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 October 2023 was 23 days, up 27.78% from 18 days from the previous month and -8.00% lower than 25 days from October 2022. The October 2023 DOM was at a mid level compared with October 2022 and 2021.

