

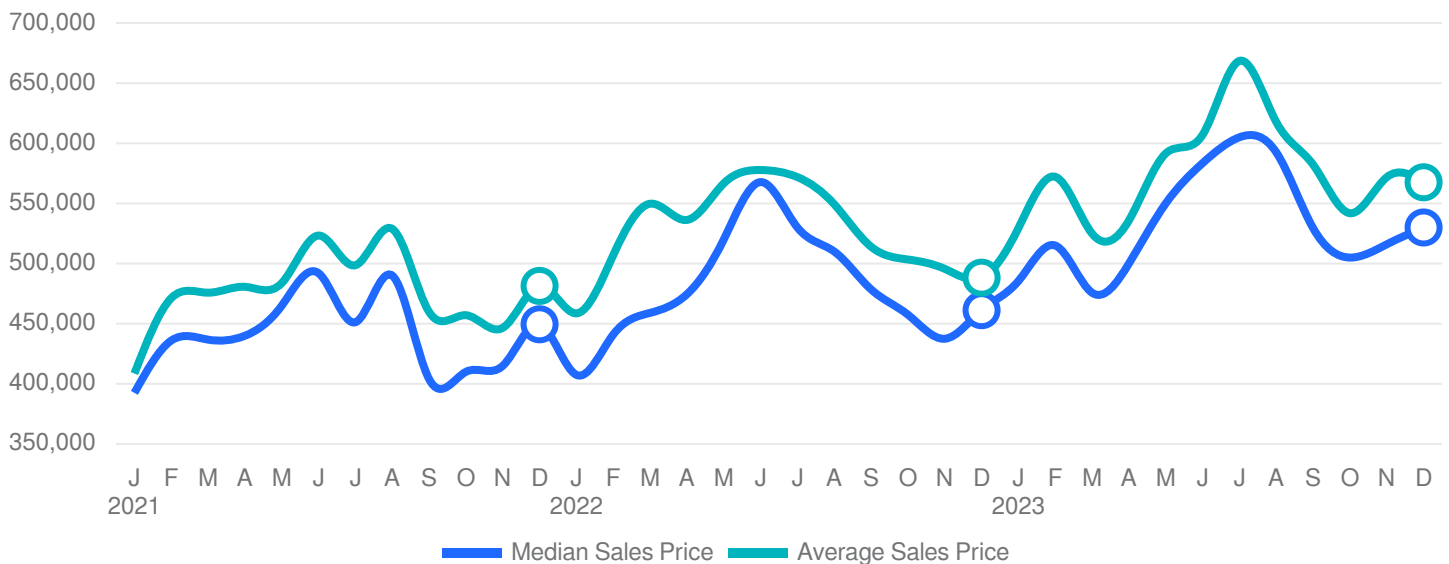
## Overview

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

Overview	YTD Avg.	Monthly Trends			
		December	November	Sep. - Nov.	Dec. 2022
New Listings	2506	71	-51.7%	-60.19%	-17.44%
Average Sales Price per Square Foot	234	235	0%	0%	8.8%
Average Days on Market	20	25	47.06%	53.09%	-3.85%
Number of Properties for Sale	2380	132	-26.67%	-33.78%	-34.33%
Average List Price	\$929,823	\$961,473	7.57%	12.17%	10.17%
Median List Price	\$686,658	\$729,995	0%	6.21%	16.8%
Average Sales Price	\$575,880	\$567,568	0%	0%	16.24%
Median Sales Price	\$532,313	\$530,000	2.71%	2.55%	14.91%
Sales Price / List Price Ratio	100.43%	99.99%	0%	0%	1.24%
Number of Properties Sold	1858	138	27.78%	0%	13.11%
Month's Supply of Inventory	1.38	0.96	-42.51%	-34.25%	-41.82%
Absorption Rate	0.78	1.05	75%	52.17%	72.13%

## Average & Median Sales Price

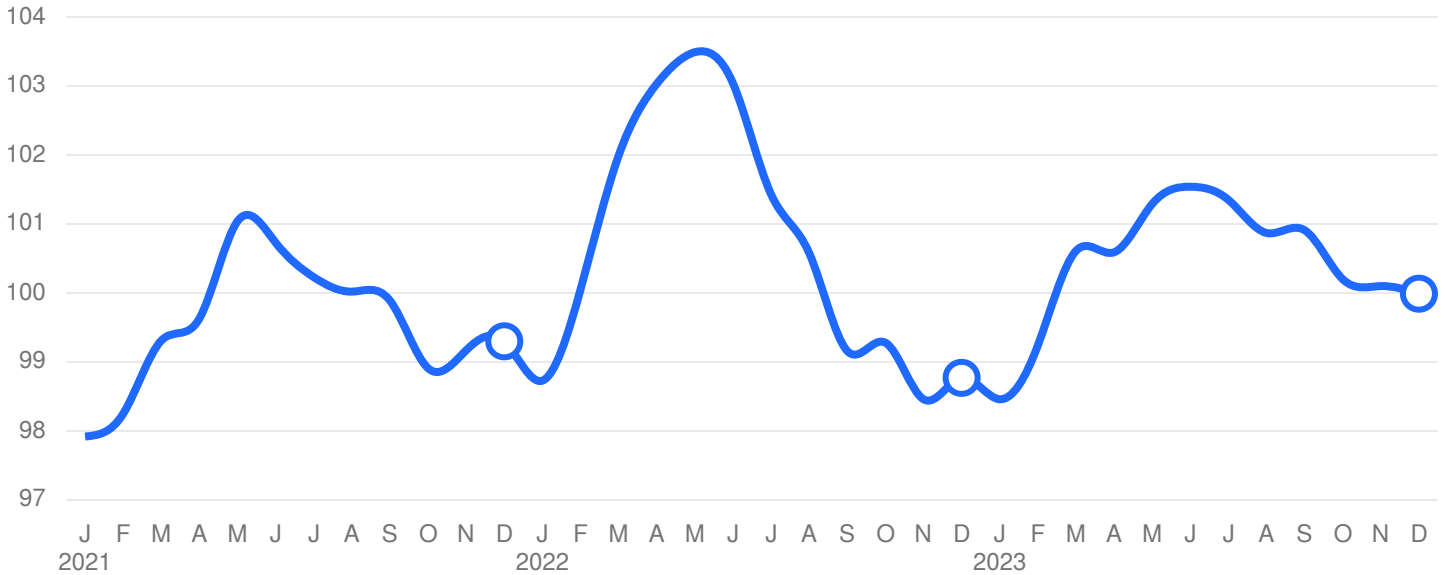
The median sales price in December 2023 was \$530,000, up 2.71% from \$516,000 from the previous month and 14.91% higher than \$461,250 from December 2022. The December 2023 median sales price was at its highest level compared to December 2022 and 2021. The average sales price in December 2023 was \$567,568, equal to the previous month and 16.24% higher than \$488,271 from December 2022. The December 2023 average sale price was at its highest level compared to December 2022 and 2021.



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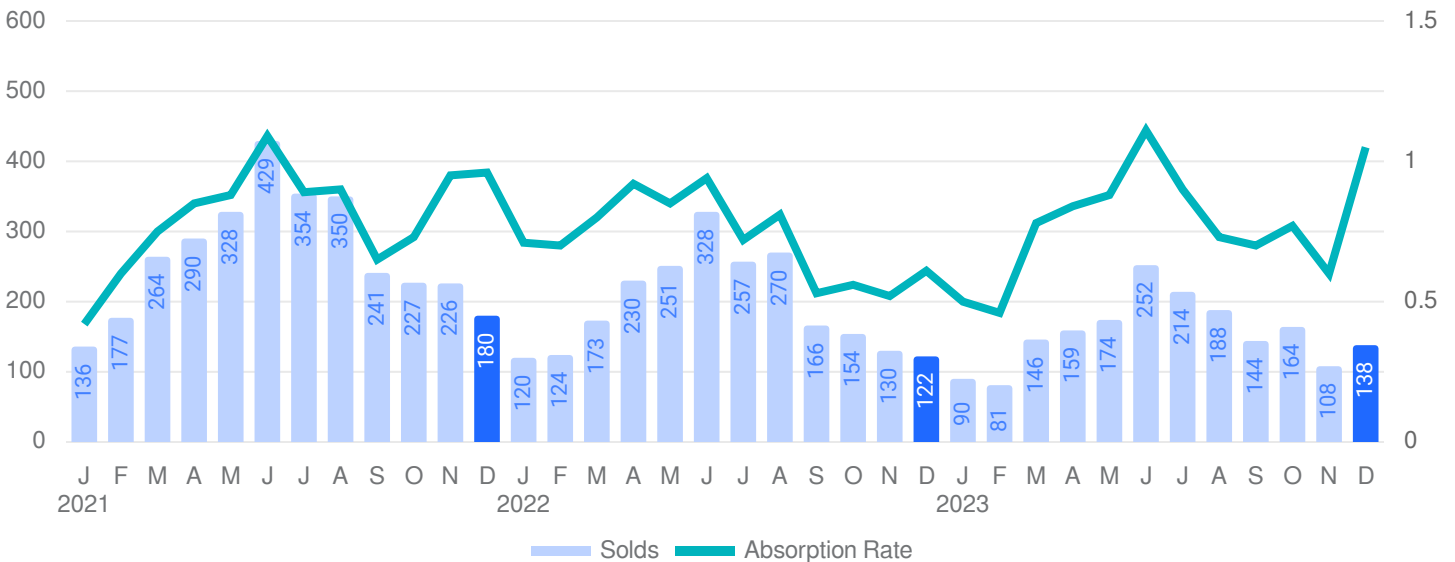
## Sales Price / List Price Ratio

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 December 2023 sales price/list price ratio was 99.99%, equal to the previous month and up from 98.77% from December 2022.



## Number of Properties Sold & Absorption Rate

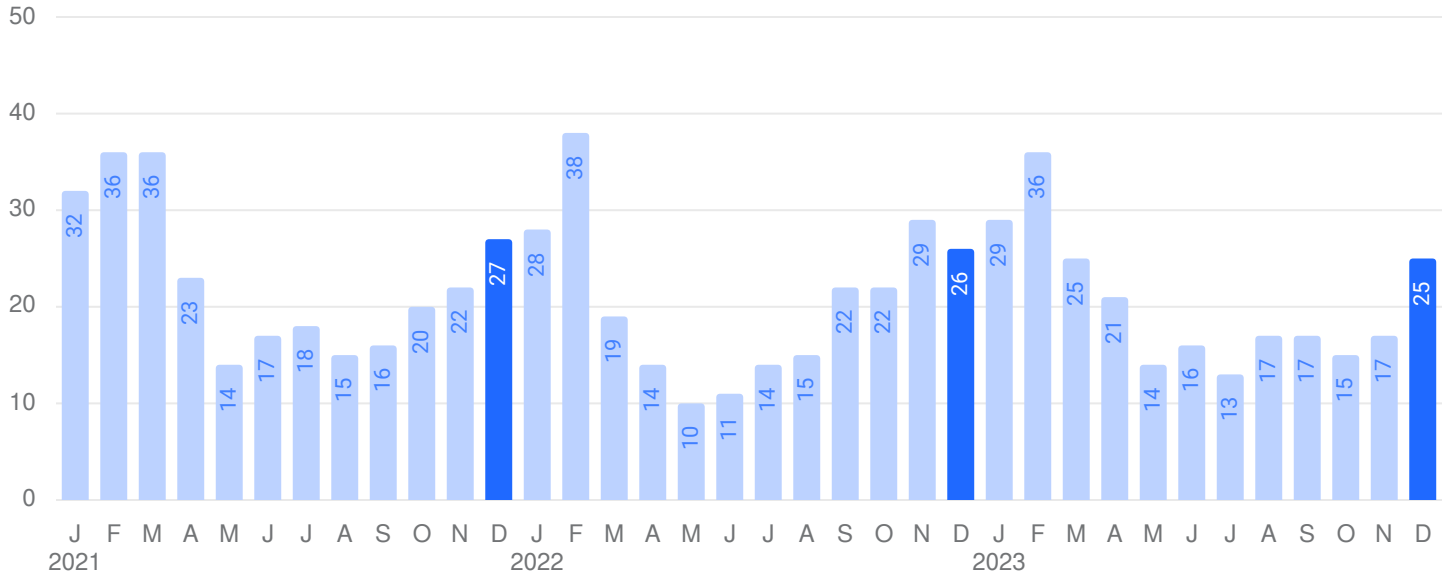
The number of properties sold in December 2023 was 138, up 27.78% from 108 from the previous month and 13.11% higher than 122 from December 2022. The December 2023 sales were at a mid level compared to December 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number 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 December 2023 was 25 days, up 47.06% from 17 days from the previous month and -3.85% lower than 26 days from December 2022. The December 2023 DOM was at its lowest level compared with December 2022 and 2021.



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