

## SALES COMPARISON AUGUST 2023

<b>TOTAL</b>	<b>2023</b>	<b>Mo. Inv</b>	<b>2022</b>	<b>CHANGE YTD</b>	<b>Aug.2023</b>	<b>Aug.2022</b>
LISTINGS	8015		8594	-6.74%	909	964
SALES	3359		4118	-18.43%	383	426
LIST/SALES RATIO	41.91%		47.92%		42.13%	44.19%
PRICE RATIO	96.81%		99.78%		96.96%	96.55%
DAYS TO SELL	56		36	52.35%	52	46
ACTIVE INVENTORY	3048	7.96	2710	14.21%		
<b>RESIDENTIAL</b>						
LISTINGS	3339		3873	-13.79%	390	427
SALES	1368		1624	-15.76%	157	168
LIST/SALES RATIO	40.97%		41.93%		40.26%	39.34%
AVERAGE PRICE	\$1,084,368		\$1,172,203	-7.49%	\$1,088,641	\$1,041,452
MEDIAN PRICE	\$955,000		\$1,064,750	-10.31%	\$1,010,000	\$950,000
PRICE RATIO	97.24%		100.19%		97.05%	95.86%
DAYS TO SELL	51		29	76.54%	47	43
INVENTORY	1129	7.19	1091	3.48%		
<b>CONDO</b>						
LISTINGS	1715		1786	-3.98%	186	220
SALES	899		1116	-19.44%	100	126
LIST/SALES RATIO	52.42%		62.49%		53.76%	57.27%
AVERAGE PRICE	\$493,803		\$548,394	-9.95%	\$493,395	\$682,653
MEDIAN PRICE	\$457,500		\$486,000	-5.86%	\$447,950	\$488,500
PRICE RATIO	97.41%		100.48%		97.16%	99.35%
DAYS TO SELL	53		32	69.94%	50	40
INVENTORY	507	5.07	497	2.01%		
<b>TOWNHOUSE</b>						
LISTINGS	1039		1114	-6.73%	118	111
SALES	521		616	-15.42%	67	54
LIST/SALES RATIO	50.14%		55.30%		56.78%	48.65%
AVERAGE PRICE	\$715,866		\$757,612	-5.51%	\$716,351	\$746,631
MEDIAN PRICE	\$694,000		\$718,450	-3.40%	\$675,000	\$697,950
PRICE RATIO	98.07%		100.74%		97.83%	97.83%
DAYS TO SELL	45		29	56.44%	45	47
INVENTORY	315	4.70	291	8.25%		
<b>LOTS</b>						
LISTINGS	381		312	33.12%	39	29
SALES	53		138	-61.59%	5	8
LIST/SALES RATIO	13.91%		44.23%		12.82%	27.59%
AVERAGE PRICE	\$577,447		\$565,898	2.04%	\$593,878	\$1,085,547
MEDIAN PRICE	\$510,000		\$442,500	15.25%	\$652,500	\$932,000
PRICE RATIO	93.21%		97.04%		92.88%	97.12%
DAYS TO SELL	82		68	21.80%	132	71
INVENTORY	222	44.40	132	68.18%		
<b>MOBILE</b>						
LISTINGS	302		306	-1.31%	29	35
SALES	139		194	-28.35%	16	24
LIST/SALES RATIO	46.03%		63.40%		55.17%	65.91%
AVERAGE PRICE	\$271,528		\$270,960	0.21%	\$289,438	\$237,496
MEDIAN PRICE	\$260,000		\$269,400	-3.49%	\$275,000	\$227,500
PRICE RATIO	96.51%		98.67%		95.62%	96.03%
DAYS TO SELL	55		38	45.25%	53	31
INVENTORY	111	6.94	79	43.75%		

## IMPORTANT STATS

	<b>Residential</b>	<b>Condo</b>
Total active listings	<u>1129</u>	<u>507</u>
Compared to same time last year	<u>1091</u>	<u>497</u>
Average List Price YTD	<u>\$1,115,146</u>	<u>\$506,933</u>
Average Days on Market YTD	<u>47</u>	<u>50</u>
Compared to same time last year	<u>43</u>	<u>40</u>
List vs. Sale Ratio YTD	<u>40.97%</u>	<u>52.42%</u>
List Price vs. Sale Price Ratio YTD	<u>97.24%</u>	<u>97.41%</u>
Compared to same time last year	<u>100.19%</u>	<u>100.48%</u>
Number of sales YTD	<u>1368</u>	<u>899</u>
Average Sale Price YTD	<u>\$1,084,368</u>	<u>\$493,803</u>
Compared to same time last year	<u>\$1,172,203</u>	<u>\$548,394</u>
Overall Depreciation - Appreciation	<u>-7.49%</u>	<u>-9.95%</u>