

## SALES COMPARISON SEPTEMBER 2023

<b>TOTAL</b>	<b>2023</b>	<b>Mo. Inv</b>	<b>2022</b>	<b>CHANGE YTD</b>	<b>Sept.2023</b>	<b>Sept.2022</b>
LISTINGS	9071		9515	-4.67%	1070	921
SALES	3651		4475	-18.41%	294	357
LIST/SALES RATIO	40.25%		47.03%		27.48%	38.76%
PRICE RATIO	96.84%		99.43%		97.13%	95.74%
DAYS TO SELL	56		38	47.52%	62	55
ACTIVE INVENTORY	3106	10.56	2666	16.50%		
<b>RESIDENTIAL</b>						
LISTINGS	3814		4272	-10.72%	480	399
SALES	1483		1778	-16.59%	116	154
LIST/SALES RATIO	38.88%		41.62%		24.17%	38.60%
AVERAGE PRICE	\$1,084,351		\$1,165,369	-6.95%	\$1,093,992	\$1,093,296
MEDIAN PRICE	\$950,000		\$1,050,000	-9.55%	\$890,000	\$955,000
PRICE RATIO	97.23%		99.80%		97.04%	95.57%
DAYS TO SELL	51		30	69.16%	60	48
INVENTORY	1184	10.21	1029	15.06%		
<b>CONDO</b>						
LISTINGS	1933		1984	-2.57%	218	198
SALES	970		1217	20.30%	72	101
LIST/SALES RATIO	50.18%		61.34%		33.03%	51.01%
AVERAGE PRICE	\$496,755		\$551,749	-9.97%	\$531,634	\$588,830
MEDIAN PRICE	\$458,000		\$485,000	-5.57%	\$464,000	\$471,500
PRICE RATIO	97.36%		100.27%		96.89%	98.16%
DAYS TO SELL	53		33	61.86%	58	42
INVENTORY	531	7.38	495	7.27%		
<b>TOWNHOUSE</b>						
LISTINGS	1196		1236	-3.34%	157	122
SALES	563		663	-15.08%	42	47
LIST/SALES RATIO	47.07%		53.64%		26.75%	38.52%
AVERAGE PRICE	\$715,484		\$759,114	-5.75%	\$710,740	\$778,794
MEDIAN PRICE	\$690,000		\$717,000	-3.77%	\$650,000	\$700,000
PRICE RATIO	98.04%		100.46%		97.66%	96.93%
DAYS TO SELL	46		30	53.66%	54	43
INVENTORY	347	8.26	295	17.63%		
<b>LOTS</b>						
LISTINGS	401		355	12.96%	26	43
SALES	60		143	-58.04%	7	5
LIST/SALES RATIO	14.96%		40.28%		26.92%	11.63%
AVERAGE PRICE	\$571,161		\$565,342	1.03%	\$523,571	\$550,000
MEDIAN PRICE	\$500,000		\$469,999	18.09%	\$430,000	\$575,000
PRICE RATIO	93.39%		96.81%		94.96%	90.63%
DAYS TO SELL	80		70	14.82%	63	128
INVENTORY	172	24.57	143	20.28%		
<b>MOBILE</b>						
LISTINGS	345		344	3.29%	43	28
SALES	163		210	-22.38%	24	16
LIST/SALES RATIO	47.25%		61.05%		55.81%	65.91%
AVERAGE PRICE	\$266,881		\$274,459	-2.76%	\$239,965	\$316,888
MEDIAN PRICE	\$250,000		\$272,475	-8.25%	\$199,200	\$323,500
PRICE RATIO	96.35%		96.85%		95.32%	98.43%
DAYS TO SELL	57		38	51.36%	75	52
INVENTORY	106	4.42	72	47.22%		

## IMPORTANT STATS

	<b>Residential</b>	<b>Condo</b>
Total active listings	<u>1184</u>	<u>531</u>
Compared to same time last year	<u>1029</u>	<u>495</u>
Average List Price YTD	<u>\$1,115,243</u>	<u>\$510,225</u>
Average Days on Market YTD	<u>60</u>	<u>58</u>
Compared to same time last year	<u>48</u>	<u>42</u>
List vs. Sale Ratio YTD	<u>38.88%</u>	<u>50.18%</u>
List Price vs. Sale Price Ratio YTD	<u>97.23%</u>	<u>97.36%</u>
Compared to same time last year	<u>99.80%</u>	<u>100.27%</u>
Number of sales YTD	<u>1483</u>	<u>970</u>
Average Sale Price YTD	<u>\$1,084,351</u>	<u>\$496,755</u>
Compared to same time last year	<u>\$1,165,369</u>	<u>\$551,749</u>
Overall Depreciation - Appreciation	<u>-6.95%</u>	<u>-9.97%</u>