

SALES COMPARISON OCTOBER 2023

TOTAL	2023	Mo. Inv	2022	CHANGE YTD	Oct. 2023	Oct. 2022
LISTINGS	9984		10359	-3.62%	913	845
SALES	3835		4810	-18.19%	288	336
LIST/SALES RATIO	38.41%		46.43%		31.54%	39.76%
PRICE RATIO	96.81%		99.17%		96.36%	95.40%
DAYS TO SELL	56		39	47.52%	58	55
ACTIVE INVENTORY	3113	10.81	2584	20.47%		
RESIDENTIAL						
LISTINGS	4159		4642	-10.40%	345	371
SALES	1592		1903	-16.34%	111	126
LIST/SALES RATIO	38.28%		41.00%		32.17%	33.96%
AVERAGE PRICE	\$1,079,795		\$1,160,709	-6.97%	\$1,021,985	\$1,091,603
MEDIAN PRICE	\$950,000		\$1,050,000	-9.52%	\$950,000	\$922,500
PRICE RATIO	97.20%		99.54%		96.79%	95.85%
DAYS TO SELL	51		31	63.13%	48	46
INVENTORY	1144	10.31	1009	15.06%		
CONDO						
LISTINGS	2128		2150	-1.02%	196	166
SALES	1046		1311	-20.21%	76	94
LIST/SALES RATIO	49.15%		60.98%		38.78%	56.63%
AVERAGE PRICE	\$498,619		\$549,831	-9.31%	\$522,410	\$524,988
MEDIAN PRICE	\$460,000		\$485,000	-5.15%	\$489,000	\$470,000
PRICE RATIO	97.32%		100.02%		96.84%	96.83%
DAYS TO SELL	53		34	-5.15%	52	54
INVENTORY	534	7.03	460	16.09%		
TOWNHOUSE						
LISTINGS	1303		1358	-4.05%	105	122
SALES	607		708	-14.27%	45	45
LIST/SALES RATIO	46.58%		52.14%		42.86%	36.89%
AVERAGE PRICE	\$717,405		\$753,532	-4.79%	\$739,943	\$671,290
MEDIAN PRICE	\$693,750		\$711,844	-2.54%	\$705,000	\$666,150
PRICE RATIO	98.05%		100.27%		98.19%	97.25%
DAYS TO SELL	46		31	46.84%	47	53
INVENTORY	330	7.33	319	3.45%		
LOTS						
LISTINGS	476		379	25.59%	75	24
SALES	64		49	-57.05%	4	6
LIST/SALES RATIO	13.45%		12.93%		5.33%	25.00%
AVERAGE PRICE	\$585,995		\$560,322	4.58%	\$808,500	\$440,667
MEDIAN PRICE	\$503,950		\$444,999	13.25%	\$762,500	\$314,500
PRICE RATIO	93.50%		96.67%		94.62%	92.74%
DAYS TO SELL	81		70	16.46%	94	64
INVENTORY	224	56.00	121	85.12%		
MOBILE						
LISTINGS	384		363	5.79%	40	29
SALES	179		229	-21.83%	17	19
LIST/SALES RATIO	46.61%		63.09%		42.50%	65.91%
AVERAGE PRICE	\$266,583		\$270,606	-1.49%	\$259,776	\$228,021
MEDIAN PRICE	\$247,000		\$268,800	-8.11%	\$220,000	\$225,000
PRICE RATIO	96.31%		98.42%		95.84%	95.44%
DAYS TO SELL	58		39	48.34%	66	51
INVENTORY	106	6.24	65	63.08%		

IMPORTANT STATS

	Residential	Condo
Total active listings	<u>1144</u>	<u>534</u>
Compared to same time last year	<u>1009</u>	<u>460</u>
Average List Price YTD	<u>\$1,110,900</u>	<u>\$512,350</u>
Average Days on Market YTD	<u>48</u>	<u>52</u>
Compared to same time last year	<u>46</u>	<u>54</u>
List vs. Sale Ratio YTD	<u>38.28%</u>	<u>49.15%</u>
List Price vs. Sale Price Ratio YTD	<u>97.20%</u>	<u>97.32%</u>
Compared to same time last year	<u>99.54%</u>	<u>100.02%</u>
Number of sales YTD	<u>1592</u>	<u>1046</u>
Average Sale Price YTD	<u>\$1,079,795</u>	<u>\$498,619</u>
Compared to same time last year	<u>\$1,160,709</u>	<u>\$549,831</u>
Overall Depreciation - Appreciation	<u>-6.97%</u>	<u>-9.31%</u>