

## SALES COMPARISON NOVEMBER 2023

<b>TOTAL</b>	<b>2023</b>	<b>Mo. Inv</b>	<b>2022</b>	<b>CHANGE YTD</b>	<b>Nov. 2023</b>	<b>Nov. 2022</b>
LISTINGS	10741		10943	-1.85%	758	584
SALES	4189		5077	-17.49%	254	267
LIST/SALES RATIO	39.00%		46.39%		33.51%	45.72%
PRICE RATIO	96.57%		99.00%		93.06%	95.84%
DAYS TO SELL	57		40	41.01%	61	57
ACTIVE INVENTORY	3079	12.12	28.51	20.47%		
<b>RESIDENTIAL</b>						
LISTINGS	4501		4916	-8.44%	258	217
SALES	1748		2067	-15.43%	108	121
LIST/SALES RATIO	38.84%		42.05%		41.86%	55.76%
AVERAGE PRICE	\$1,068,609		\$1,148,334	-6.94%	\$1,051,620	\$1,070,484
MEDIAN PRICE	\$945,000		\$1,030,000	-9.52%	\$915,000	\$903,000
PRICE RATIO	97.13%		99.33%		95.66%	95.65%
DAYS TO SELL	51		33	56.20%	58	57
INVENTORY	1080	10.00	982	25.29%		
<b>CONDO</b>						
LISTINGS	2336		2297	1.70%	208	147
SALES	1108		1383	-19.88%	62	72
LIST/SALES RATIO	47.43%		60.21%		29.81%	48.98%
AVERAGE PRICE	\$495,229		\$549,164	-9.82%	\$483,043	\$537,024
MEDIAN PRICE	\$458,000		\$483,900	-5.35%	\$416,000	\$407,000
PRICE RATIO	97.29%		99.88%		96.76%	97.27%
DAYS TO SELL	53		35	50.59%	53	51
INVENTORY	581	9.37	443	31.15%		
<b>TOWNHOUSE</b>						
LISTINGS	1312		1352	-2.96%	104	168
SALES	591		695	-14.96%	34	33
LIST/SALES RATIO	45.05%		51.41%		32.69%	19.64%
AVERAGE PRICE	\$712,419		\$749,859	-4.99%	\$674,871	\$778,162
MEDIAN PRICE	\$685,000		\$710,000	-3.52%	\$660,000	\$750,000
PRICE RATIO	97.96%		100.11%		97.17%	96.96%
DAYS TO SELL	46		31	46.84%	51	52
INVENTORY	328	9.65	293	11.95%		
<b>LOTS</b>						
LISTINGS	541		426	27.00%	44	21
SALES	69		157	-56.05%	3	3
LIST/SALES RATIO	12.75%		36.85%		6.82%	14.29%
AVERAGE PRICE	\$606,459		\$575,350	5.41%	\$397,333	\$434,000
MEDIAN PRICE	\$507,900		\$444,999	14.14%	\$300,000	\$434,000
PRICE RATIO	93.39%		96.70%		85.47%	92.48%
DAYS TO SELL	81		70	16.46%	121	106
INVENTORY	235	78.33	124	89.52%		
<b>MOBILE</b>						
LISTINGS	424		389	9.00%	40	26
SALES	183		245	-25.31%	4	16
LIST/SALES RATIO	43.16%		62.98%		10.00%	65.91%
AVERAGE PRICE	\$264,704		\$267,476	-1.04%	\$180,625	\$222,669
MEDIAN PRICE	\$246,100		\$265,000	-7.13%	\$165,000	\$196,750
PRICE RATIO	96.27%		98.27%		93.98%	95.85%
DAYS TO SELL	57		40	45.47%	39	46
INVENTORY	114	28.50	70	62.86%		

## IMPORTANT STATS

	<b>Residential</b>	<b>Condo</b>
Total active listings	<u>1080</u>	<u>581</u>
Compared to same time last year	<u>982</u>	<u>443</u>
Average List Price YTD	<u>\$1,100,184</u>	<u>\$509,024</u>
Average Days on Market YTD	<u>58</u>	<u>53</u>
Compared to same time last year	<u>57</u>	<u>51</u>
List vs. Sale Ratio YTD	<u>38.84%</u>	<u>47.43%</u>
List Price vs. Sale Price Ratio YTD	<u>97.13%</u>	<u>97.29%</u>
Compared to same time last year	<u>99.33%</u>	<u>99.88%</u>
Number of sales YTD	<u>1748</u>	<u>1108</u>
Average Sale Price YTD	<u>\$1,068,609</u>	<u>\$495,229</u>
Compared to same time last year	<u>\$1,148,334</u>	<u>\$549,164</u>
Overall Depreciation - Appreciation	<u>-6.94%</u>	<u>-9.82%</u>