



SALES COMPARISON DECEMBER 2023

TOTAL	2023	Mo. Inv	2022	CHANGE YTD	Dec.2023	Dec.2022
LISTINGS	11185		11330	-1.28%	385	311
SALES	4336		5241	-16.31%	197	205
LIST/SALES RATIO	38.77%		46.26%		51.17%	65.92%
PRICE RATIO	96.47%		98.86%		94.54%	95.18%
DAYS TO SELL	57		41	-13.28%	64	66
ACTIVE INVENTORY	2662	13.51	1928	38.07%		
<u>RESIDENTIAL</u>						
LISTINGS	4635		5061	-8.42%	123	127
SALES	1830		2151	-14.92%	82	85
LIST/SALES RATIO	39.48%		42.50%		66.67%	66.93%
AVERAGE PRICE	\$1,065,760		\$1,143,314	-6.78%	\$1,005,010	\$1,017,202
MEDIAN PRICE	\$945,000		\$1,025,000	17.46%	\$910,058	\$885,000
PRICE RATIO	97.07%		99.16%		95.54%	94.54%
DAYS TO SELL	52		34	-7.80%	62	62
INVENTORY	879	10.72	679	29.46%		
<u>CONDO</u>						
LISTINGS	2451		2399	2.17%	87	64
SALES	1153		1430	-19.37%	45	47
LIST/SALES RATIO	47.04%		59.61%		51.72%	73.44%
AVERAGE PRICE	\$495,801		\$548,394	-9.77%	\$484,254	\$525,740
MEDIAN PRICE	\$457,500		\$482,250	-5.13%	\$440,000	\$471,675
PRICE RATIO	97.30%		99.75%		97.30%	96.11%
DAYS TO SELL	53		36	47.51%	53	57
INVENTORY	498	11.07	371	34.23%		
<u>TOWNHOUSE</u>						
LISTINGS	1377		1403	-1.85%	62	40
SALES	620		731	-15.18%	29	36
LIST/SALES RATIO	45.03%		52.10%		46.77%	90.00%
AVERAGE PRICE	\$711,640		\$748,301	-4.90%	\$697,324	\$718,229
MEDIAN PRICE	\$685,000		\$710,000	-3.52%	\$650,000	\$630,000
PRICE RATIO	97.90%		99.93%		96.90%	96.40%
DAYS TO SELL	47		34	38.49%	52	63
INVENTORY	297	10.24	220	35.00%		
<u>LOTS</u>						
LISTINGS	561		444	26.35%	20	18
SALES	70		160	-56.25%	1	3
LIST/SALES RATIO	12.48%		36.04%		5.00%	16.67%
AVERAGE PRICE	\$603,567		\$569,124	6.07%	\$411,000	\$243,333
MEDIAN PRICE	\$503,950		\$569,124	13.25%	\$411,000	\$125,000
PRICE RATIO	93.39%		96.64%		93.43%	89.08%
DAYS TO SELL	87		73	19.00%	87	105
INVENTORY	215	215.00	110	95.45%		
<u>MOBILE</u>						
LISTINGS	443		402	10.20%	18	11
SALES	194		253	-23.32%	11	8
LIST/SALES RATIO	43.79%		62.94%		61.11%	72.73%
AVERAGE PRICE	\$264,770		\$261,900	-5.40%	\$265,864	\$215,448
MEDIAN PRICE	\$247,750		\$261,900	-5.40%	\$260,000	\$212,500
PRICE RATIO	96.21%		98.12%		95.27%	92.54%
DAYS TO SELL	58		40	44.94%	67	56
INVENTORY	98	8.91	53	84.91%		

IMPORTANT STATS

	Residential	Condo
Total active listings	<u>879</u>	<u>498</u>
Compared to same time last year	<u>679</u>	<u>371</u>
Average List Price YTD	<u>\$1,097,929</u>	<u>\$509,559</u>
Average Days on Market YTD	<u>62</u>	<u>53</u>
Compared to same time last year	<u>62</u>	<u>57</u>
List vs. Sale Ratio YTD	<u>39.48%</u>	<u>47.04%</u>
List Price vs. Sale Price Ratio YTD	<u>97.07%</u>	<u>97.30%</u>
Compared to same time last year	<u>99.16%</u>	<u>99.75%</u>
Number of sales YTD	<u>1830</u>	<u>1153</u>
Average Sale Price YTD	<u>\$1,065,760</u>	<u>\$495,801</u>
Compared to same time last year	<u>\$1,143,314</u>	<u>\$548,394</u>
Overall Depreciation - Appreciation	<u>-6.78%</u>	<u>-9.77%</u>