



SALES COMPARISON JANUARY 2024

| TOTAL | 2024 | Mo. Inv | 2023 | CHANGE YTD | Jan. 2024 | Jan.2023 |
|---------------------------|-------------|----------------|-------------|-------------------|------------------|-----------------|
| LISTINGS | 712 | | 732 | -2.73% | 712 | 732 |
| SALES | 218 | | 163 | 33.74% | 218 | 163 |
| LIST/SALES RATIO | 30.62% | | 22.27% | | 30.62% | 22.27% |
| PRICE RATIO | 94.55% | | 95.45% | | 94.55% | 95.45% |
| DAYS TO SELL | 75 | | 81 | -8.12% | 75 | 81 |
| ACTIVE INVENTORY | 2602 | 11.94 | 2095 | 24.20% | | |
| <u>RESIDENTIAL</u> | | | | | | |
| LISTINGS | 261 | | 253 | 3.16% | 261 | 253 |
| SALES | 79 | | 64 | 23.44% | 79 | 64 |
| LIST/SALES RATIO | 30.27% | | 25.30% | | 30.27% | 25.30% |
| AVERAGE PRICE | \$1,020,297 | | \$949,293 | 7.48% | \$1,020,297 | \$949,293 |
| MEDIAN PRICE | \$875,000 | | \$863,000 | 1.39% | \$875,000 | \$863,000 |
| PRICE RATIO | 95.84% | | 96.34% | | 95.84% | 96.34% |
| DAYS TO SELL | 76 | | 83 | -8.37% | 76 | 83 |
| INVENTORY | 856 | 10.84 | 600 | 22.46% | | |
| <u>CONDO</u> | | | | | | |
| LISTINGS | 166 | | 183 | -9.29% | 166 | 183 |
| SALES | 57 | | 52 | 9.62% | 57 | 52 |
| LIST/SALES RATIO | 34.34% | | 28.42% | | 34.34% | 28.42% |
| AVERAGE PRICE | \$517,264 | | \$470,173 | 10.09% | \$517,264 | \$470,173 |
| MEDIAN PRICE | \$460,000 | | \$451,500 | 1.88% | \$460,000 | \$451,500 |
| PRICE RATIO | 96.12% | | 96.40% | | 96.12% | 96.40% |
| DAYS TO SELL | 60 | | 65 | -8.26% | 60 | 65 |
| INVENTORY | 498 | 8.74 | 425 | 17.18% | | |
| <u>TOWNHOUSE</u> | | | | | | |
| LISTINGS | 89 | | 90 | -1.11% | 89 | 90 |
| SALES | 28 | | 35 | -20.00% | 28 | 35 |
| LIST/SALES RATIO | 31.46% | | 38.89% | | 31.46% | 38.89% |
| AVERAGE PRICE | \$687,136 | | \$710,610 | -3.30% | \$687,136 | \$710,610 |
| MEDIAN PRICE | \$654,000 | | \$700,000 | -6.57% | \$654,000 | \$700,000 |
| PRICE RATIO | 97.38% | | 96.83% | | 97.38% | 96.83% |
| DAYS TO SELL | 72 | | 52 | 36.82% | 72 | 52 |
| INVENTORY | 293 | 10.46 | 230 | 27.39% | | |
| <u>LOTS</u> | | | | | | |
| LISTINGS | 49 | | 51 | -3.92% | 49 | 51 |
| SALES | 6 | | 1 | 500.00% | 6 | 1 |
| LIST/SALES RATIO | 12.24% | | 1.96% | | 12.24% | 1.96% |
| AVERAGE PRICE | \$888,000 | | \$775,000 | 14.58% | \$888,000 | \$775,000 |
| MEDIAN PRICE | \$600,000 | | \$775,000 | -22.58% | \$600,000 | \$775,000 |
| PRICE RATIO | 92.09% | | 100.00% | | 92.09% | 100.00% |
| DAYS TO SELL | 120 | | 9 | 1231.48% | 120 | 9 |
| INVENTORY | 224 | 37.33 | 149 | 50.34% | | |
| <u>MOBILE</u> | | | | | | |
| LISTINGS | 25 | | 22 | 13.64% | 25 | 22 |
| SALES | 9 | | 5 | 80.00% | 9 | 5 |
| LIST/SALES RATIO | 36.00% | | 22.73% | | 36.00% | 22.73% |
| AVERAGE PRICE | \$192,467 | | \$235,000 | -18.10% | \$192,467 | \$235,000 |
| MEDIAN PRICE | \$199,000 | | \$235,000 | -15.32% | \$199,000 | \$235,000 |
| PRICE RATIO | 93.00% | | 93.97% | | 93.00% | 93.97% |
| DAYS TO SELL | 48 | | 53 | -9.85% | 48 | 53 |
| INVENTORY | 94 | 10.44 | 58 | 62.07% | | |

IMPORTANT STATS

| | Residential | Condo |
|-------------------------------------|--------------------|------------------|
| Total active listings | <u>856</u> | <u>498</u> |
| Compared to same time last year | <u>600</u> | <u>425</u> |
| Average List Price YTD | <u>\$1,064,584</u> | <u>\$538,144</u> |
| Average Days on Market YTD | <u>76</u> | <u>60</u> |
| Compared to same time last year | <u>83</u> | <u>65</u> |
| List vs. Sale Ratio YTD | <u>30.27%</u> | <u>34.34%</u> |
| List Price vs. Sale Price Ratio YTD | <u>95.84%</u> | <u>96.12%</u> |
| Compared to same time last year | <u>96.34%</u> | <u>96.40%</u> |
| Number of sales YTD | <u>79</u> | <u>57</u> |
| Average Sale Price YTD | <u>\$1,020,297</u> | <u>\$517,264</u> |
| Compared to same time last year | <u>\$949,293</u> | <u>\$470,173</u> |
| Overall Depreciation - Appreciation | <u>7.48%</u> | <u>10.09%</u> |