



SALES COMPARISON FEBRUARY 2024

| TOTAL | 2024 | Mo. Inv | 2023 | CHANGE YTD | Feb.2024 | Feb.2023 |
|---------------------------|-------------|----------------|-------------|-------------------|-----------------|-----------------|
| LISTINGS | 1709 | | 1503 | 13.71% | 997 | 771 |
| SALES | 486 | | 448 | 8.48% | 268 | 285 |
| LIST/SALES RATIO | 28.44% | | 29.81% | | 26.88% | 36.96% |
| PRICE RATIO | 95.60% | | 95.94% | | 96.56% | 96.22% |
| DAYS TO SELL | 74 | | 72 | 3.37% | 74 | 67 |
| ACTIVE INVENTORY | 2880 | 10.75 | 2246 | 28.23% | | |
| <u>RESIDENTIAL</u> | | | | | | |
| LISTINGS | 611 | | 571 | 7.01% | 351 | 318 |
| SALES | 185 | | 189 | -2.12% | 106 | 125 |
| LIST/SALES RATIO | 30.28% | | 33.10% | | 30.20% | 39.31% |
| AVERAGE PRICE | \$1,027,444 | | \$1,020,411 | 0.69% | \$1,032,771 | \$1,056,824 |
| MEDIAN PRICE | \$915,000 | | \$922,500 | -0.81% | \$939,625 | \$950,000 |
| PRICE RATIO | 96.33% | | 96.40% | | 96.69% | 96.43% |
| DAYS TO SELL | 77 | | 68 | 12.87% | 77 | 60 |
| INVENTORY | 954 | 9.00 | 760 | 25.53% | | |
| <u>CONDO</u> | | | | | | |
| LISTINGS | 424 | | 373 | 13.67% | 259 | 190 |
| SALES | 121 | | 126 | -3.97% | 64 | 74 |
| LIST/SALES RATIO | 28.54% | | 33.78% | | 24.71% | 38.95% |
| AVERAGE PRICE | \$491,199 | | \$469,784 | 4.56% | \$467,664 | \$469,911 |
| MEDIAN PRICE | \$458,000 | | \$444,500 | 3.04% | \$453,000 | \$433,750 |
| PRICE RATIO | 96.51% | | 96.65% | | 96.91% | 96.84% |
| DAYS TO SELL | 58 | | 71 | -18.25% | 57 | 76 |
| INVENTORY | 589 | 9.20 | 465 | 26.67% | | |
| <u>TOWNHOUSE</u> | | | | | | |
| LISTINGS | 249 | | 178 | 39.89% | 160 | 88 |
| SALES | 69 | | 71 | -2.82% | 41 | 36 |
| LIST/SALES RATIO | 27.71% | | 39.89% | | 25.63% | 40.91% |
| AVERAGE PRICE | \$678,880 | | \$735,354 | -7.68% | \$673,241 | \$759,411 |
| MEDIAN PRICE | \$665,000 | | \$710,000 | -6.34% | \$665,000 | \$715,500 |
| PRICE RATIO | 97.54% | | 97.29% | | 97.65% | 97.71% |
| DAYS TO SELL | 64 | | 48 | 31.60% | 58 | 44 |
| INVENTORY | 328 | 8.00 | 242 | 35.54% | | |
| <u>LOTS</u> | | | | | | |
| LISTINGS | 73 | | 83 | -12.05% | 24 | 32 |
| SALES | 9 | | 4 | 125.00% | 3 | 3 |
| LIST/SALES RATIO | 12.33% | | 4.82% | | 12.50% | 9.38% |
| AVERAGE PRICE | \$718,111 | | \$373,750 | 92.14% | \$378,333 | \$240,000 |
| MEDIAN PRICE | \$550,000 | | \$292,000 | 88.36% | \$245,000 | \$165,000 |
| PRICE RATIO | 91.47% | | 95.84% | | 88.69% | 91.73% |
| DAYS TO SELL | 117 | | 80 | 47.45% | 112 | 103 |
| INVENTORY | 226 | 75.33 | 162 | 39.51% | | |
| <u>MOBILE</u> | | | | | | |
| LISTINGS | 63 | | 54 | 16.67% | 37 | 32 |
| SALES | 31 | | 17 | 82.35% | 22 | 12 |
| LIST/SALES RATIO | 49.21% | | 31.48% | | 59.46% | 37.50% |
| AVERAGE PRICE | \$243,165 | | \$290,812 | -16.38% | \$263,905 | \$314,067 |
| MEDIAN PRICE | \$248,500 | | \$282,000 | -11.88% | \$272,500 | \$286,000 |
| PRICE RATIO | 94.85% | | 96.25% | | 95.42% | 96.98% |
| DAYS TO SELL | 67 | | 61 | 8.47% | 74 | 65 |
| INVENTORY | 90 | 4.09 | 65 | 38.46% | | |

IMPORTANT STATS

| | Residential | Condo |
|-------------------------------------|--------------------|------------------|
| Total active listings | <u>954</u> | <u>589</u> |
| Compared to same time last year | <u>760</u> | <u>465</u> |
| Average List Price YTD | <u>\$1,066,588</u> | <u>\$508,962</u> |
| Average Days on Market YTD | <u>77</u> | <u>57</u> |
| Compared to same time last year | <u>60</u> | <u>76</u> |
| List vs. Sale Ratio YTD | <u>30.28%</u> | <u>28.54%</u> |
| List Price vs. Sale Price Ratio YTD | <u>96.33%</u> | <u>96.51%</u> |
| Compared to same time last year | <u>96.40%</u> | <u>96.65%</u> |
| Number of sales YTD | <u>185</u> | <u>121</u> |
| Average Sale Price YTD | <u>\$1,027,444</u> | <u>\$491,199</u> |
| Compared to same time last year | <u>\$1,020,411</u> | <u>\$469,784</u> |
| Overall Depreciation - Appreciation | <u>0.69%</u> | <u>4.56%</u> |