

FULL MARKET SUMMARY

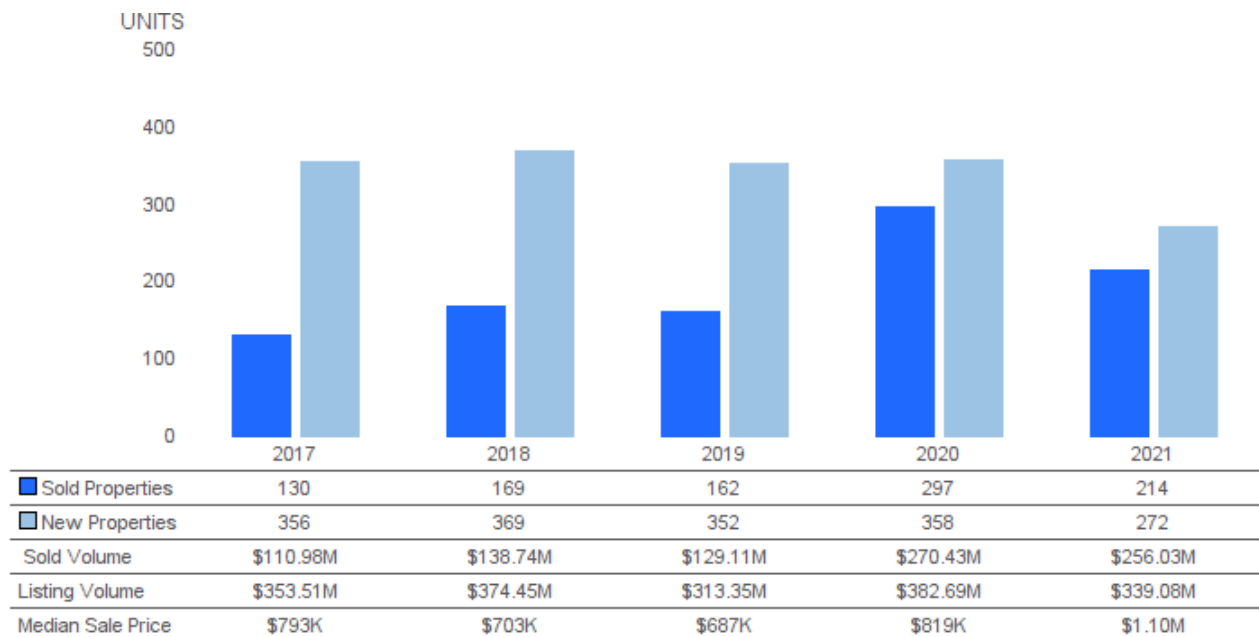
October 2021 | Single Family Homes ?

	Month to Date			Year to Date		
	October 2021	October 2020	% Change	YTD 2021	YTD 2020	% Change
New Listings	19	25	-24% ↓	270	326	-17.18% ↓
Sold Listings	26	36	-27.78% ↓	212	238	-10.92% ↓
Median List Price (Solds)	\$945,250	\$797,000	18.6% ↑	\$997,500	\$799,000	24.84% ↑
Median Sold Price	\$922,500	\$855,500	7.83% ↑	\$1,089,500	\$799,500	36.27% ↑
Median Days on Market	69	62	11.29% ↑	41	75	-45.33% ↓
Average List Price (Solds)	\$1,254,130	\$999,116	25.52% ↑	\$1,177,379	\$908,635	29.58% ↑
Average Sold Price	\$1,273,453	\$997,392	27.68% ↑	\$1,194,750	\$883,008	35.3% ↑
Average Days on Market	75	101	-25.74% ↓	55	122	-54.92% ↓
List/Sold Price Ratio	102.7%	99.8%	2.96% ↑	102.5%	97.3%	5.42% ↑

SOLD AND NEW PROPERTIES (UNITS)

October 2021 | Single Family Homes ?

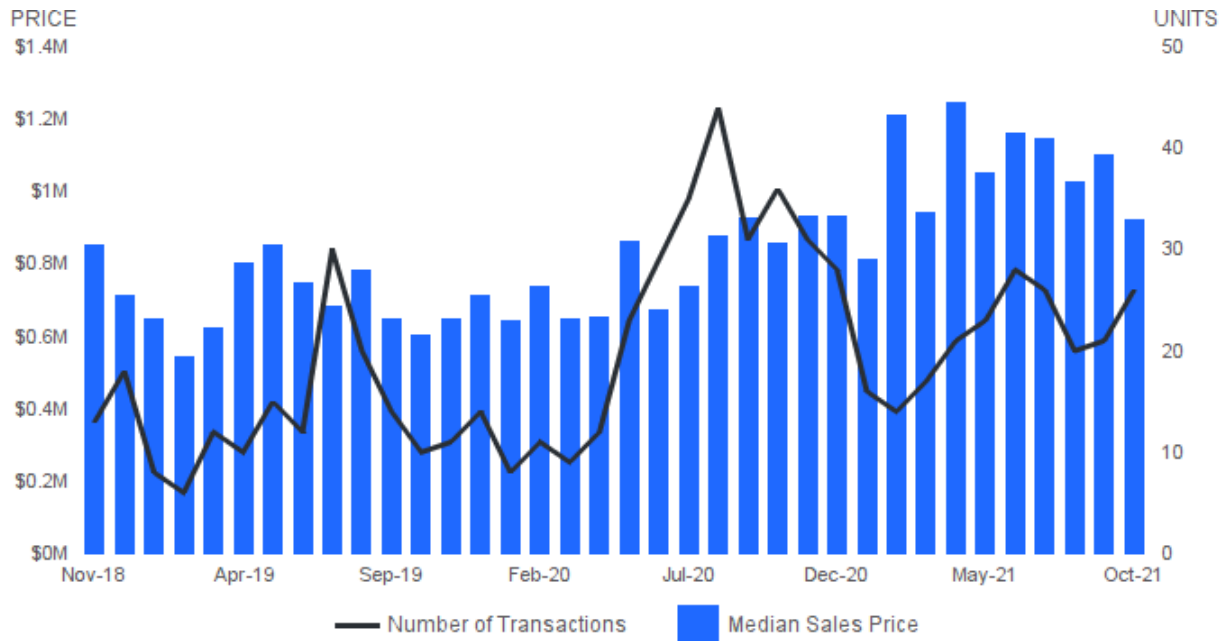
Sold Properties | Number of properties sold during the year
New Properties | Number of properties listed during the year.



MEDIAN SALES PRICE AND NUMBER OF SALES

October 2021 | Single Family Homes ?

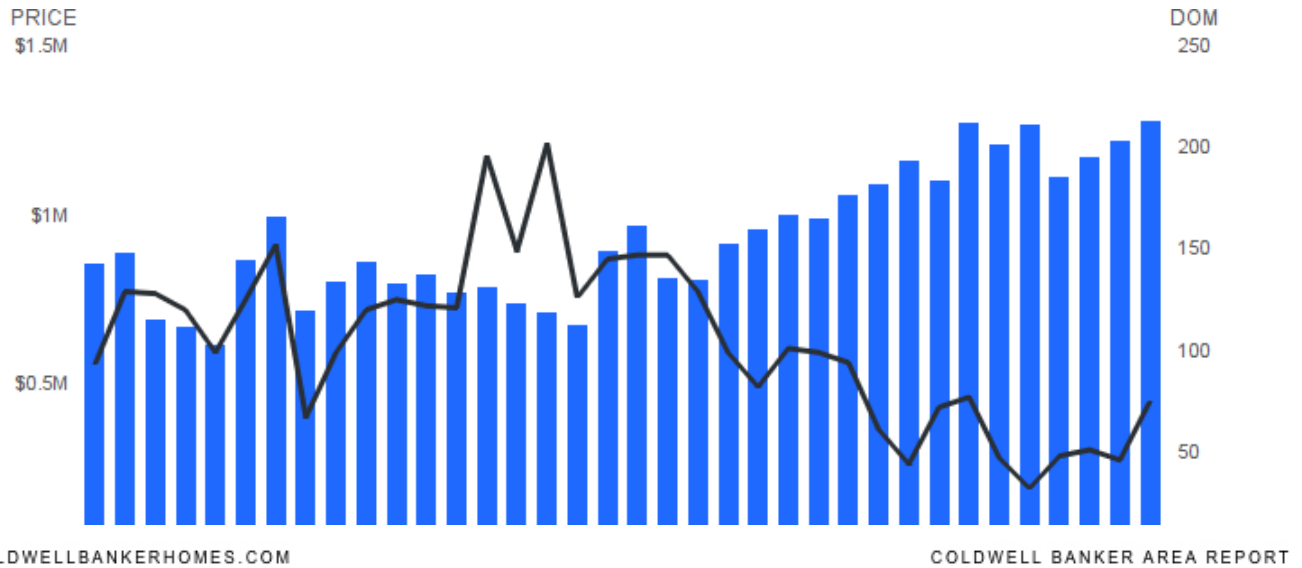
Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.
Number of Sales | Number of properties sold.



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

October 2021 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.
Average Days on Market | Average days on market for all properties sold.



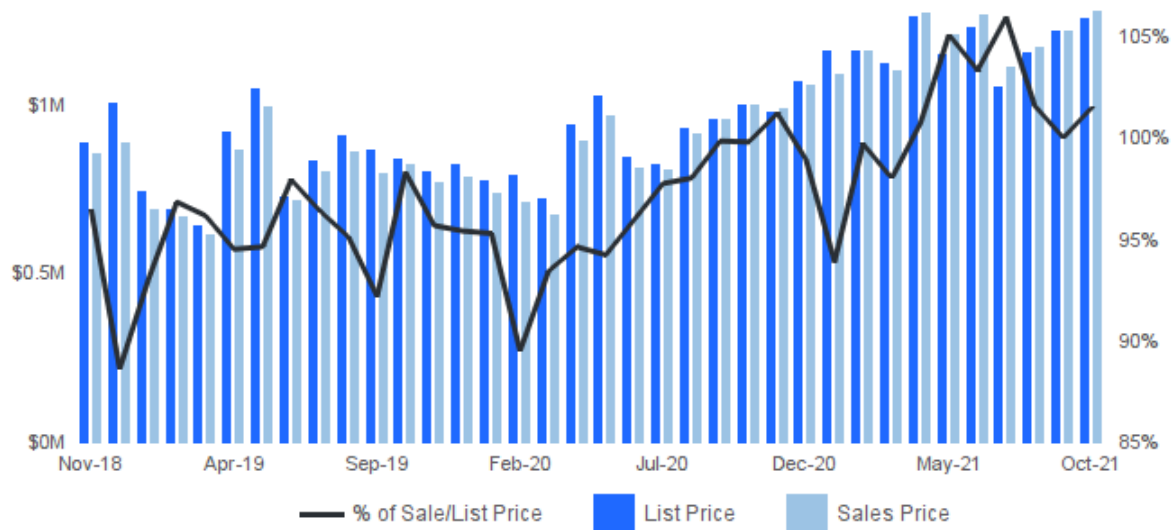
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

October 2021 | Single Family Homes ?

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

PRICE
\$1.5M

PERCENT
110%



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

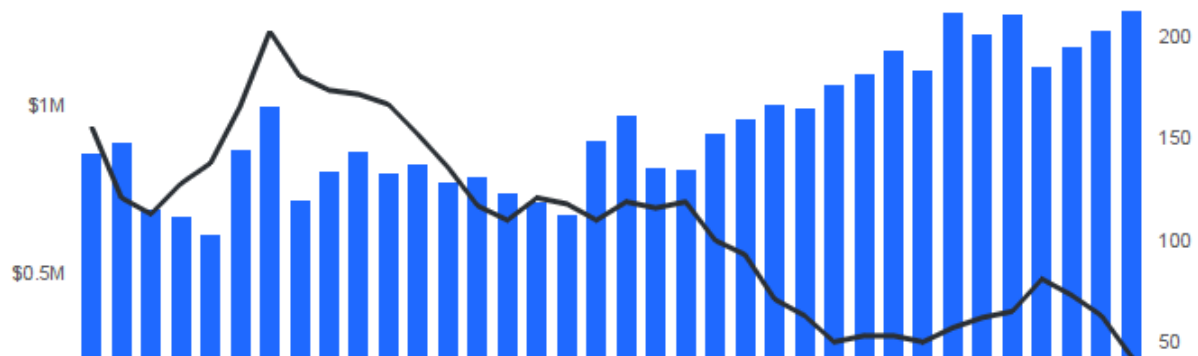
October 2021 | Single Family Homes ?

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

PRICE
\$1.5M

UNITS
250



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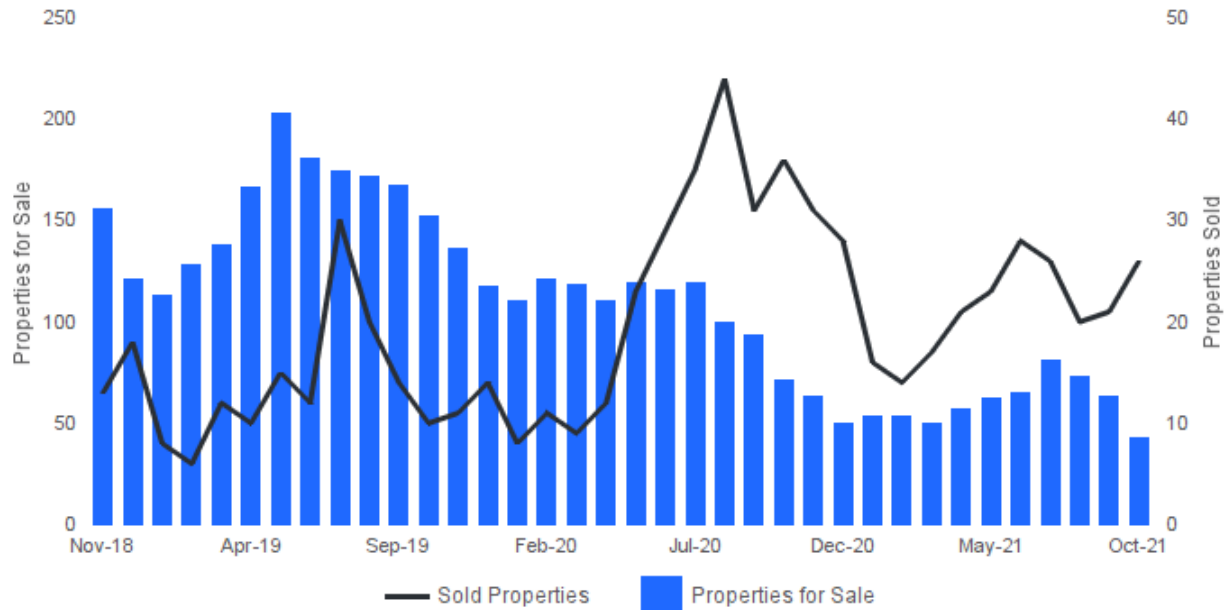
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PROPERTIES FOR SALE AND SOLD PROPERTIES

October 2021 | Single Family Homes ?

Properties for Sale | Number of properties listed for sale at the end of month.

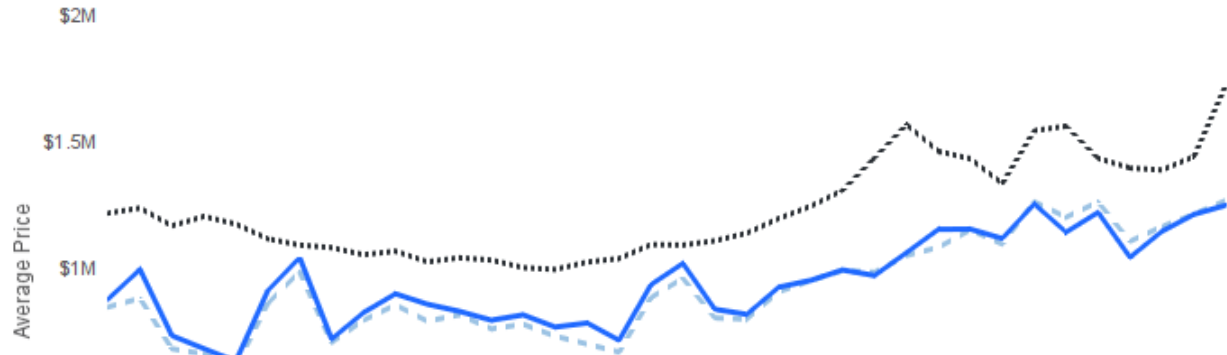
Sold Properties | Number of properties sold.



AVERAGE ASKING/SOLD/UNSOLD PRICE

October 2021 | Single Family Homes ?

Unsold Price | the average active list price
Asking Price | the average asking price of sold properties
Sold Price | the average selling price



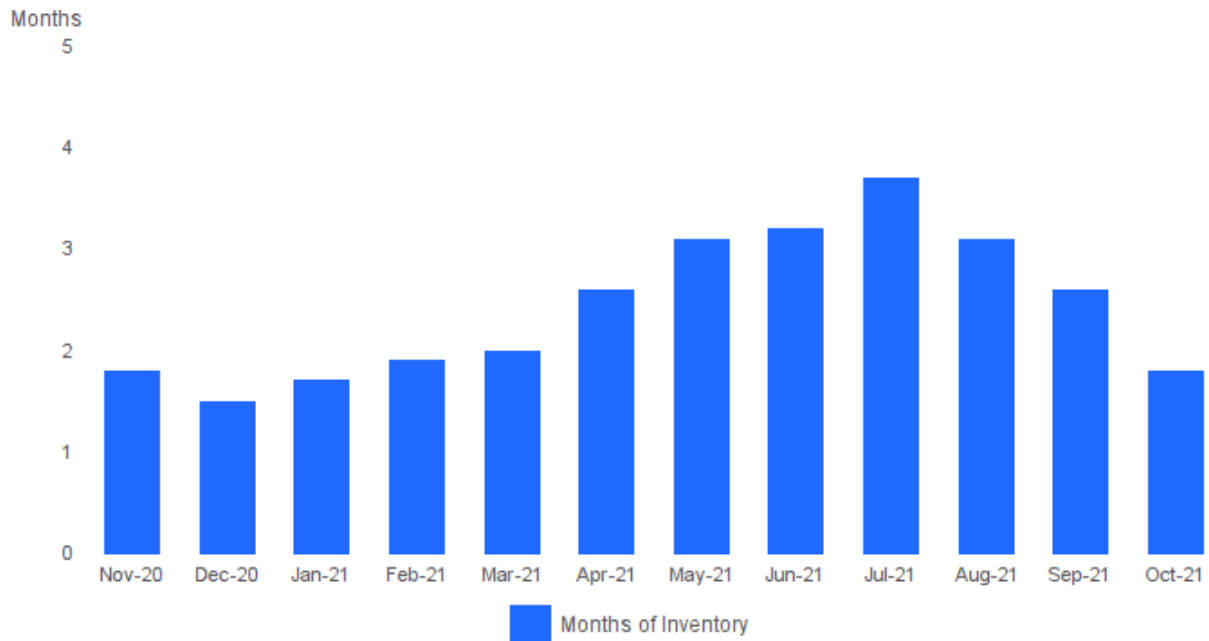
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ABSORPTION RATE

October 2021 | Single Family Homes ?

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.



MONTHS SUPPLY OF INVENTORY

October 2021 | Single Family Homes ?

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.

