



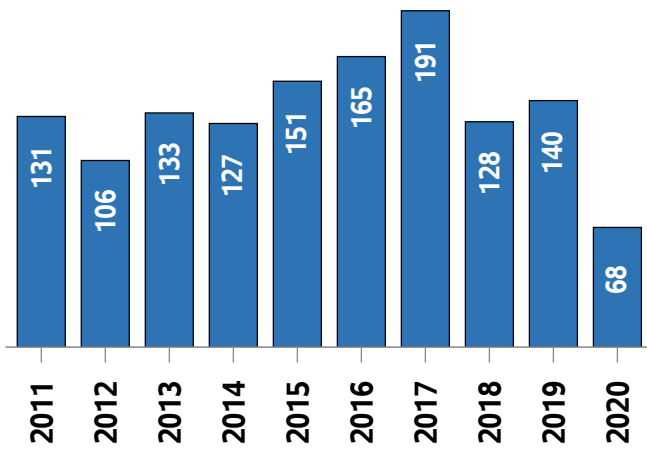
**Woodstock - Ingersoll  
Residential Market Activity Report  
April 2020**



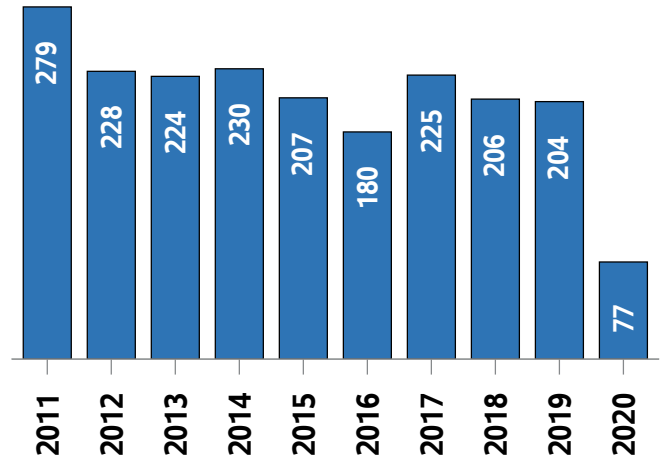
Prepared for the Woodstock - Ingersoll & District Real Estate Board by the Canadian Real Estate Association

# Woodstock - Ingersoll and District MLS® Residential Market Activity

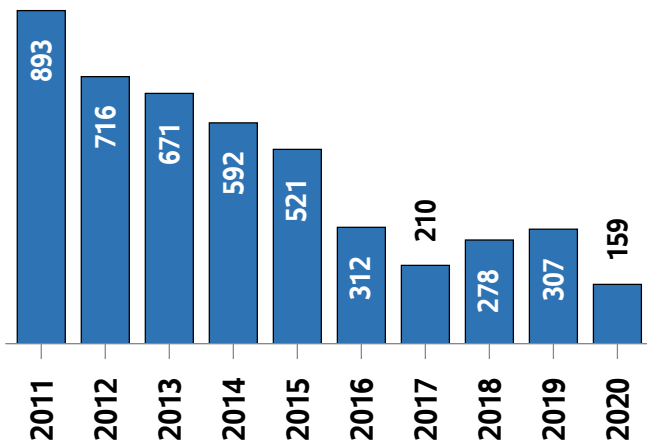
Sales Activity (April only)



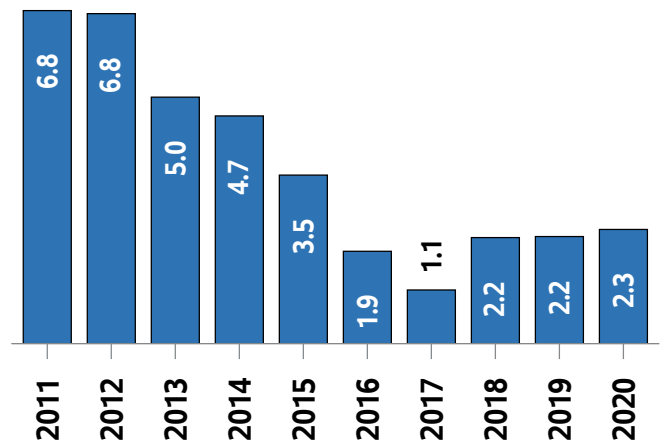
New Listings (April only)



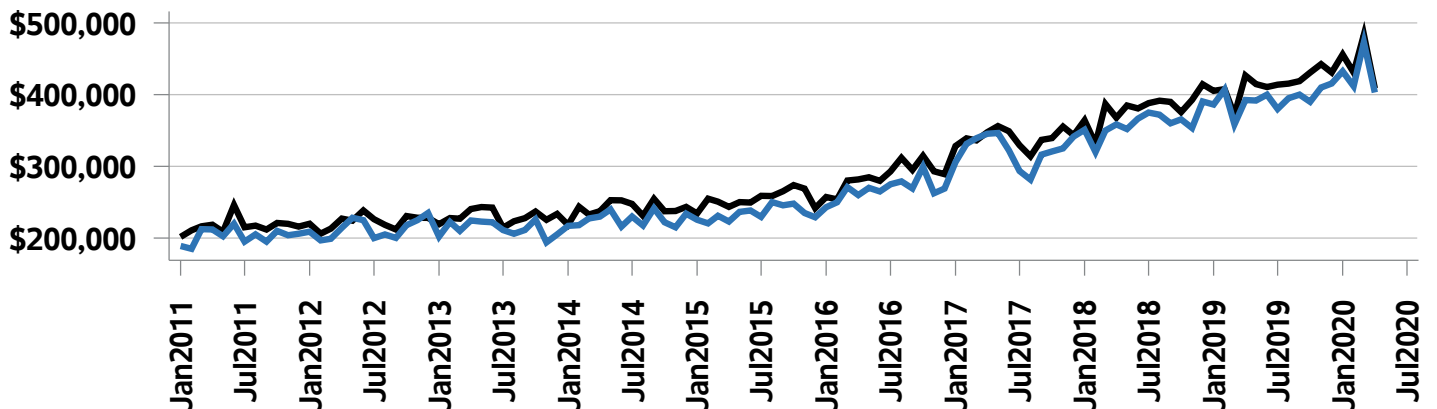
Active Listings (April only)



Months of Inventory (April only)

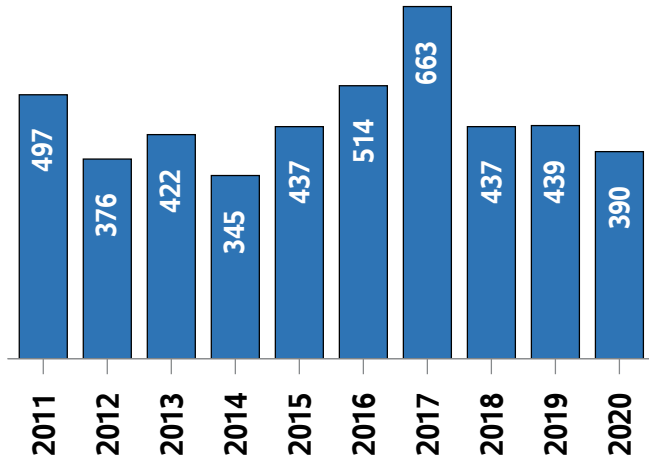


Average Price and Median Price

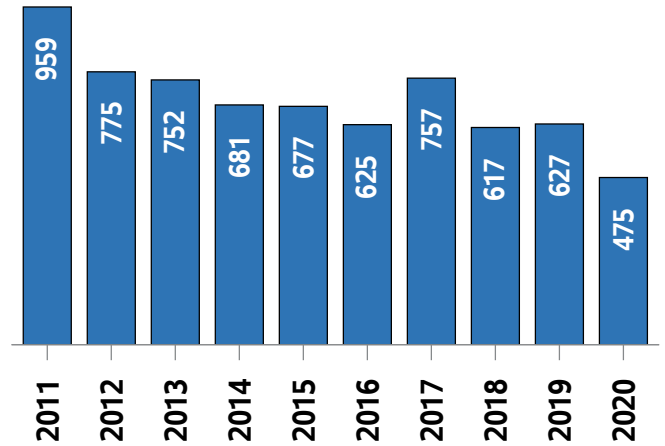


# Woodstock - Ingersoll and District MLS® Residential Market Activity

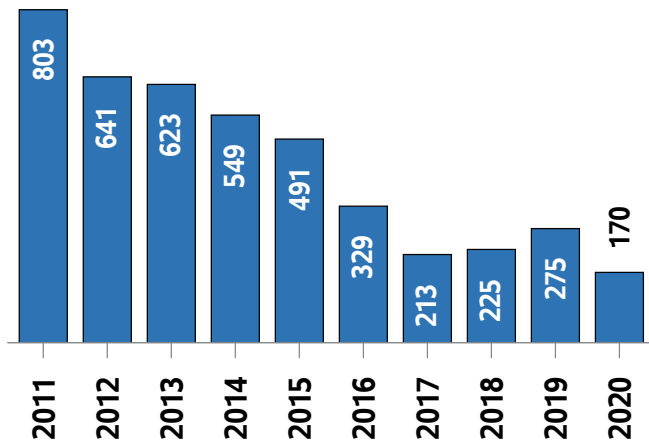
Sales Activity (April Year-to-date)



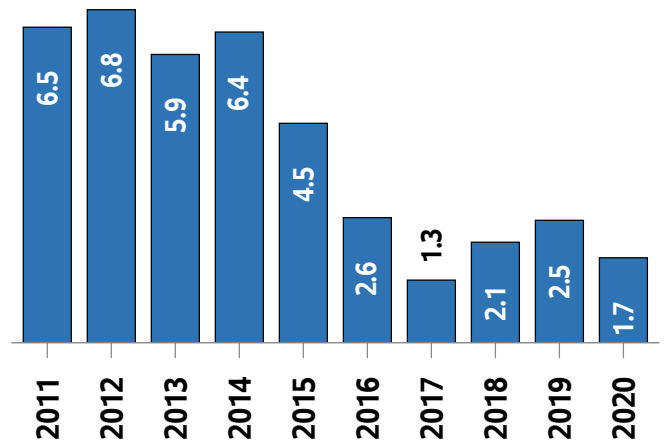
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Woodstock - Ingersoll and District MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	68	-51.4	-46.9	-64.4	-55.0	-48.9	-61.6
Dollar Volume	\$27,791,790	-53.5	-41.0	-58.1	-24.4	-13.1	-30.4
New Listings	77	-62.3	-62.6	-65.8	-62.8	-65.6	-69.4
Active Listings	159	-48.2	-42.8	-24.3	-69.5	-76.3	-83.1
Sales to New Listings Ratio <sup>1</sup>	88.3	68.6	62.1	84.9	72.9	59.4	70.2
Months of Inventory <sup>2</sup>	2.3	2.2	2.2	1.1	3.5	5.0	5.3
Average Price	\$408,703	-4.2	11.1	17.6	67.9	70.0	81.1
Median Price	\$403,000	2.7	12.4	16.7	80.7	79.5	83.2
Sales to List Price Ratio	99.6	101.6	101.5	104.4	97.6	97.5	97.0
Median Days on Market	24.5	15.0	13.5	12.0	32.0	47.0	52.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	390	-11.2	-10.8	-41.2	-10.8	-7.6	-21.8
Dollar Volume	\$175,230,419	-1.2	9.4	-22.0	63.0	80.5	65.3
New Listings	475	-24.2	-23.0	-37.3	-29.8	-36.8	-50.8
Active Listings <sup>3</sup>	170	-38.3	-24.6	-20.2	-65.4	-72.7	-81.4
Sales to New Listings Ratio <sup>4</sup>	82.1	70.0	70.8	87.6	64.5	56.1	51.7
Months of Inventory <sup>5</sup>	1.7	2.5	2.1	1.3	4.5	5.9	7.3
Average Price	\$449,309	11.2	22.6	32.6	82.7	95.3	111.6
Median Price	\$432,000	12.2	24.4	29.3	92.0	97.5	111.8
Sales to List Price Ratio	100.8	100.4	100.3	102.4	97.2	97.2	96.9
Median Days on Market	19.0	20.0	16.0	14.0	45.0	52.5	62.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

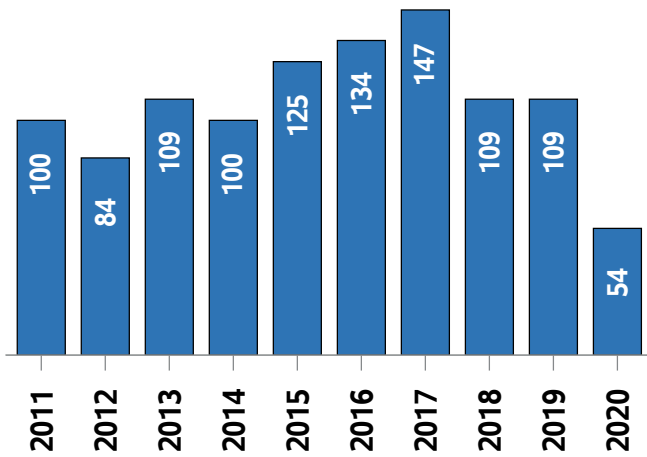
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

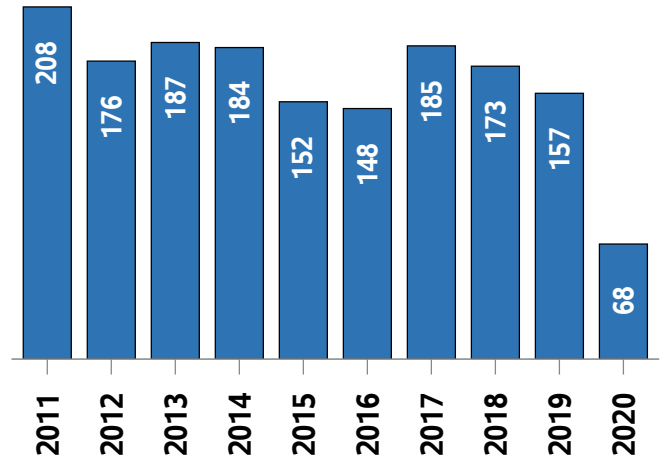
# Woodstock - Ingersoll and District

## MLS® Single Detached Market Activity

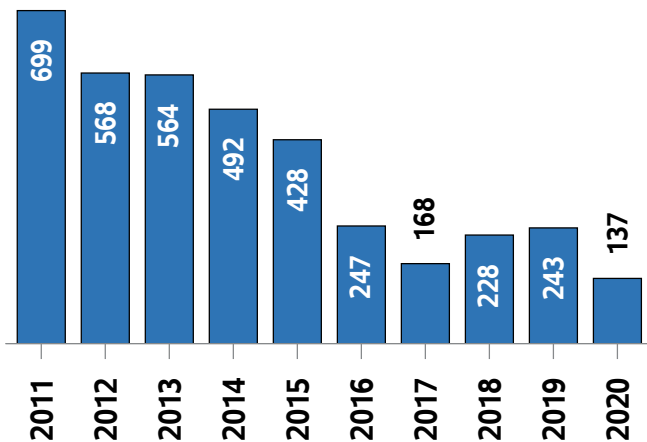
Sales Activity (April only)



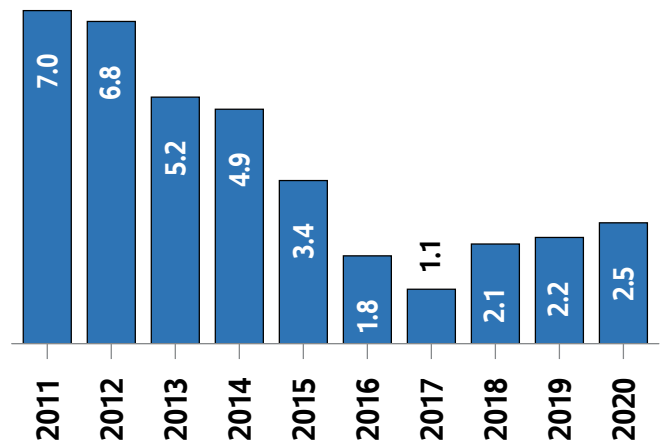
New Listings (April only)



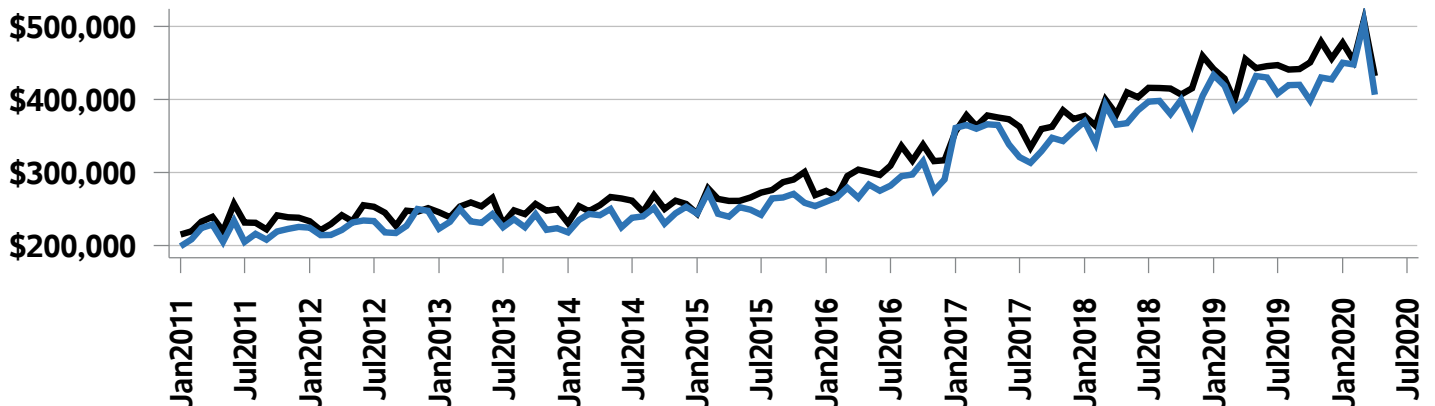
Active Listings (April only)



Months of Inventory (April only)

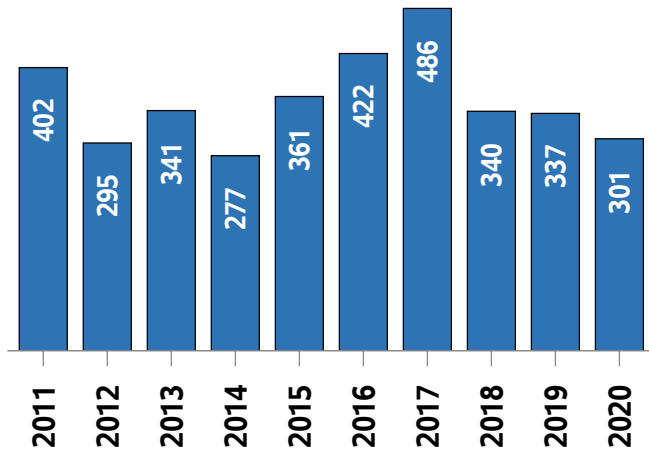


Average Price and Median Price

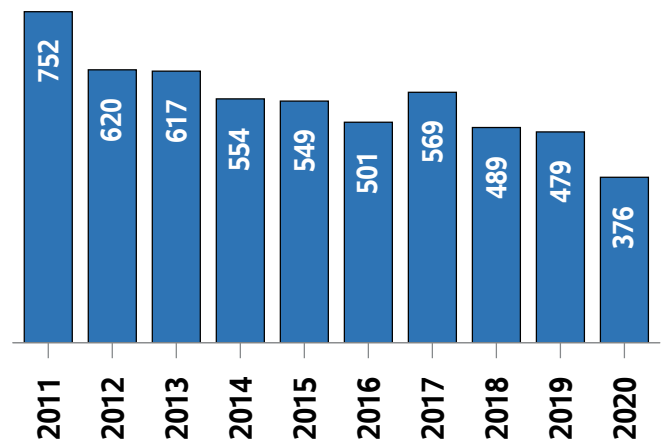


## Woodstock - Ingersoll and District MLS® Single Detached Market Activity

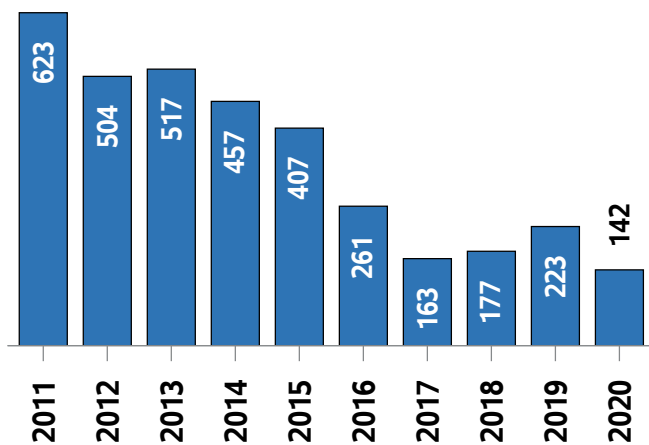
Sales Activity (April Year-to-date)



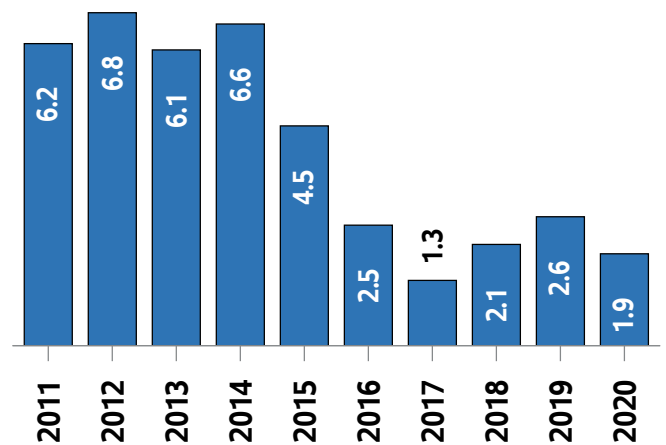
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Woodstock - Ingersoll and District MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	54	-50.5	-50.5	-63.3	-56.8	-50.5	-63.3
Dollar Volume	\$23,334,600	-53.0	-43.6	-58.0	-28.5	-17.3	-33.3
New Listings	68	-56.7	-60.7	-63.2	-55.3	-63.6	-66.2
Active Listings	137	-43.6	-39.9	-18.5	-68.0	-75.7	-82.0
Sales to New Listings Ratio <sup>1</sup>	79.4	69.4	63.0	79.5	82.2	58.3	73.1
Months of Inventory <sup>2</sup>	2.5	2.2	2.1	1.1	3.4	5.2	5.2
Average Price	\$432,122	-5.1	13.8	14.3	65.5	66.9	81.6
Median Price	\$406,500	1.7	11.2	11.1	69.7	74.5	80.8
Sales to List Price Ratio	99.8	101.4	101.3	104.5	97.7	97.4	97.0
Median Days on Market	23.0	16.0	14.0	11.0	35.0	50.0	53.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	301	-10.7	-11.5	-38.1	-16.6	-11.7	-28.5
Dollar Volume	\$142,504,509	-2.2	9.5	-20.7	50.8	67.4	51.2
New Listings	376	-21.5	-23.1	-33.9	-31.5	-39.1	-52.5
Active Listings <sup>3</sup>	142	-36.3	-19.7	-12.9	-65.1	-72.5	-80.9
Sales to New Listings Ratio <sup>4</sup>	80.1	70.4	69.5	85.4	65.8	55.3	53.2
Months of Inventory <sup>5</sup>	1.9	2.6	2.1	1.3	4.5	6.1	7.1
Average Price	\$473,437	9.5	23.6	28.0	80.9	89.7	111.5
Median Price	\$455,000	12.3	23.6	25.5	86.6	93.7	114.6
Sales to List Price Ratio	100.3	100.4	100.3	102.2	97.2	97.4	97.1
Median Days on Market	17.0	22.0	16.0	13.0	45.0	54.0	63.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

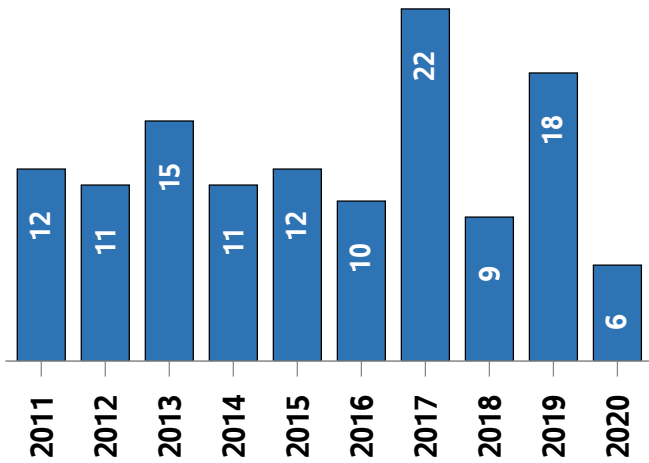
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

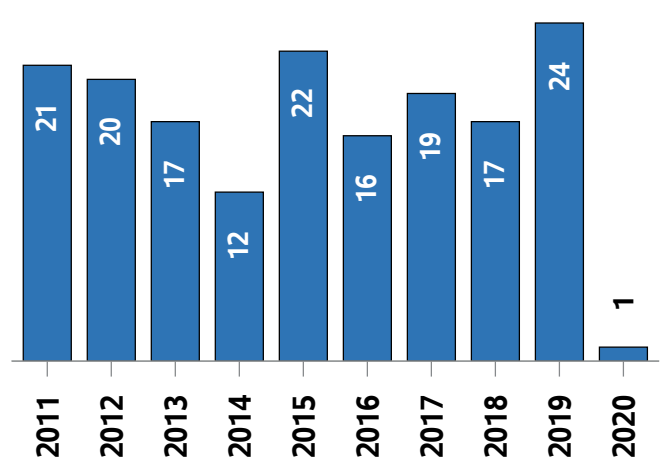
# Woodstock - Ingersoll and District

## MLS® Semi-Detached Market Activity

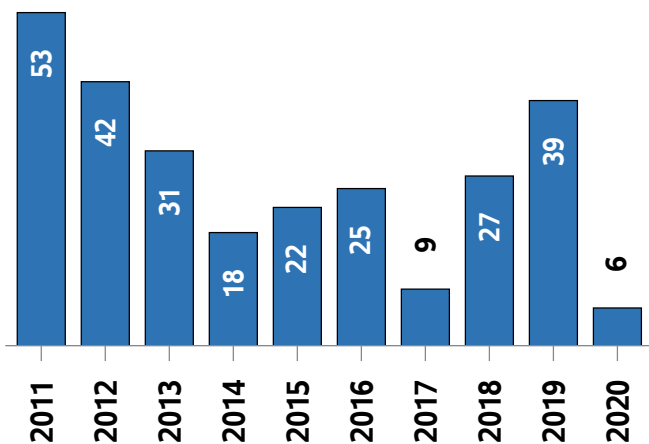
Sales Activity (April only)



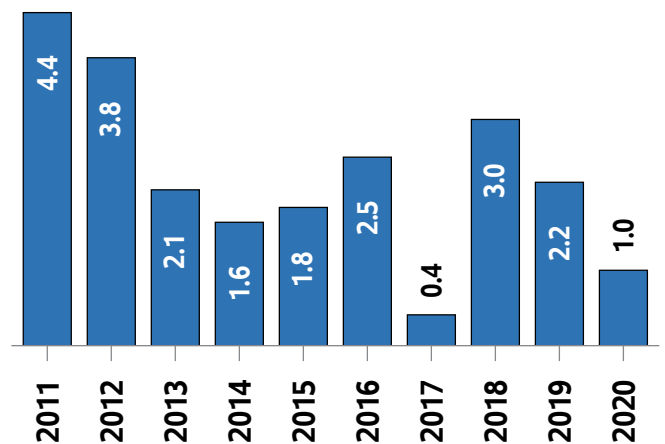
New Listings (April only)



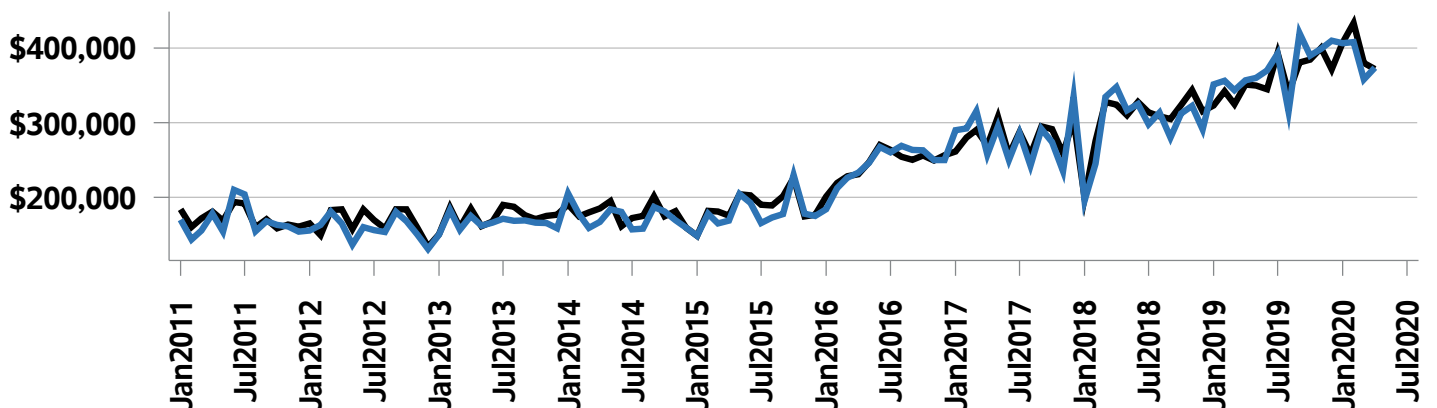
Active Listings (April only)



Months of Inventory (April only)



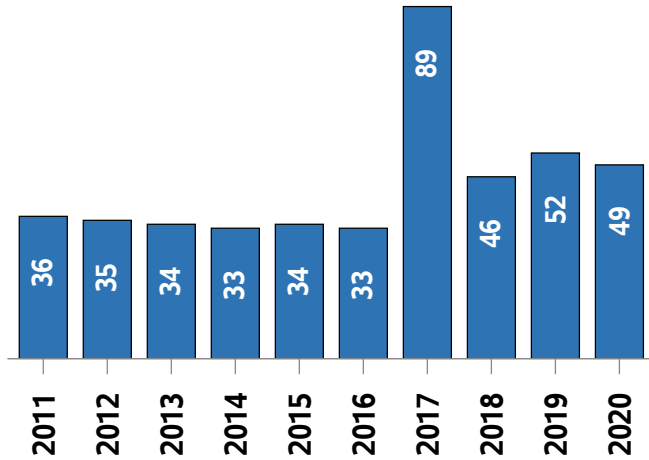
Average Price and Median Price



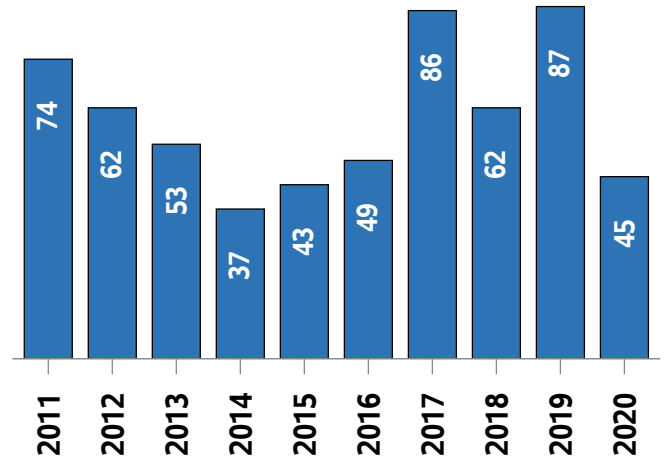


## Woodstock - Ingersoll and District MLS® Semi-Detached Market Activity

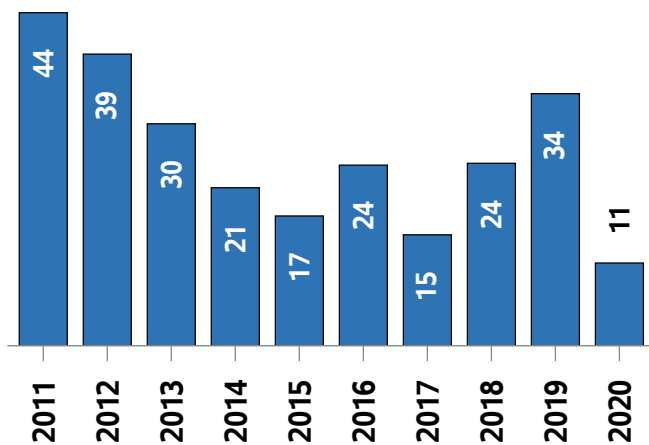
Sales Activity (April Year-to-date)



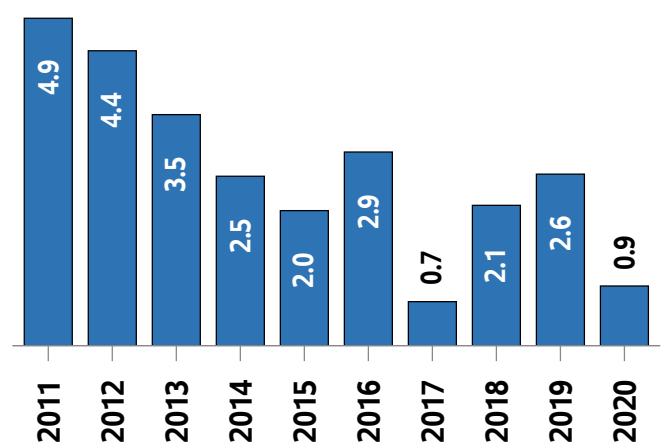
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Woodstock - Ingersoll and District MLS® Semi-Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	6	-66.7	-33.3	-72.7	-50.0	-60.0	-33.3
Dollar Volume	\$2,231,300	-64.7	-23.5	-62.4	6.0	-19.6	70.8
New Listings	1	-95.8	-94.1	-94.7	-95.5	-94.1	-92.3
Active Listings	6	-84.6	-77.8	-33.3	-72.7	-80.6	-87.2
Sales to New Listings Ratio <sup>1</sup>	600.0	75.0	52.9	115.8	54.5	88.2	69.2
Months of Inventory <sup>2</sup>	1.0	2.2	3.0	0.4	1.8	2.1	5.2
Average Price	\$371,883	5.9	14.7	38.0	112.0	101.1	156.2
Median Price	\$373,700	4.8	7.5	45.3	121.5	113.5	157.7
Sales to List Price Ratio	101.0	100.8	103.0	107.6	97.5	98.7	96.4
Median Days on Market	33.0	19.0	12.0	14.0	15.0	26.0	18.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	49	-5.8	6.5	-44.9	44.1	44.1	63.3
Dollar Volume	\$19,969,084	14.0	43.1	-19.0	231.0	238.3	334.5
New Listings	45	-48.3	-27.4	-47.7	4.7	-15.1	-16.7
Active Listings <sup>3</sup>	11	-67.2	-54.6	-25.4	-36.2	-62.7	-75.0
Sales to New Listings Ratio <sup>4</sup>	108.9	59.8	74.2	103.5	79.1	64.2	55.6
Months of Inventory <sup>5</sup>	0.9	2.6	2.1	0.7	2.0	3.5	5.9
Average Price	\$407,532	21.0	34.3	47.1	129.7	134.7	166.0
Median Price	\$404,995	16.5	30.7	45.8	138.2	143.2	167.3
Sales to List Price Ratio	103.4	100.4	101.2	103.9	97.1	97.2	96.9
Median Days on Market	24.0	14.0	13.5	15.0	22.0	40.0	43.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

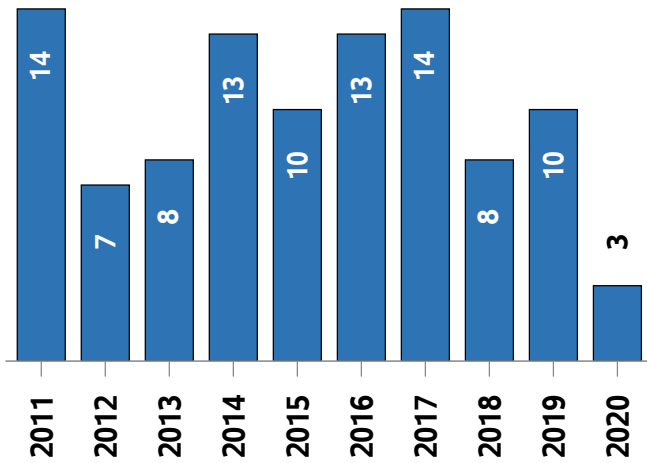
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

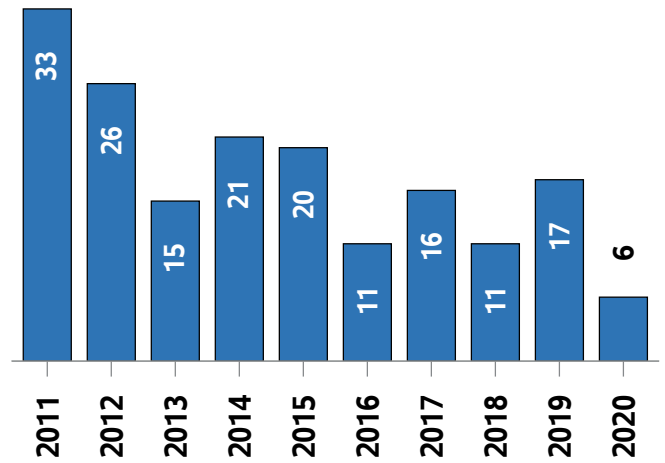
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Woodstock - Ingersoll and District MLS® Condo Market Activity

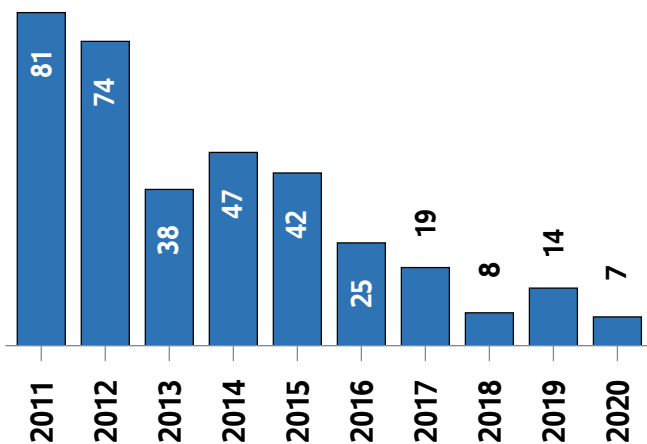
Sales Activity (April only)



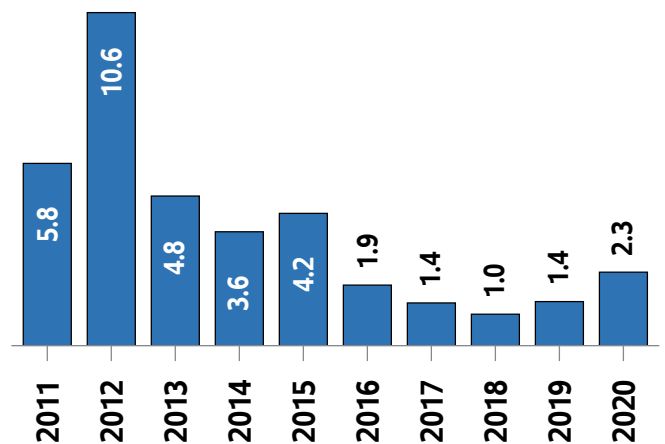
New Listings (April only)



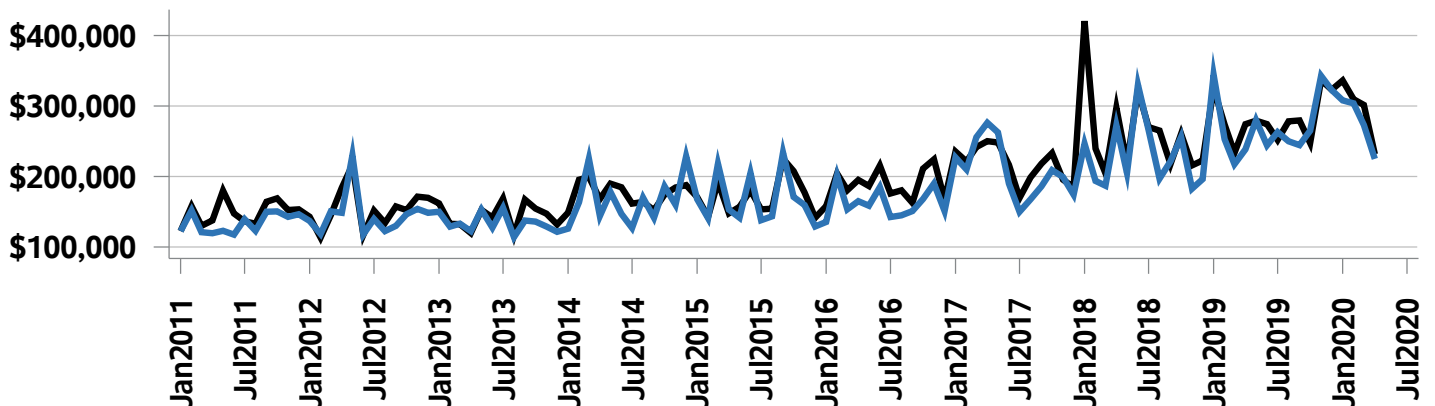
Active Listings (April only)



Months of Inventory (April only)

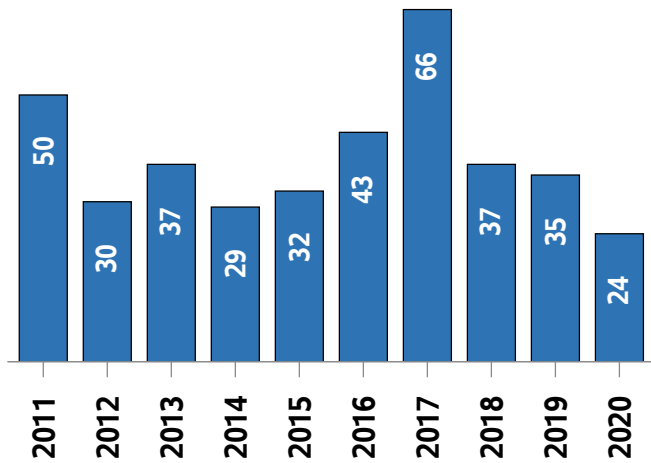


Average Price and Median Price

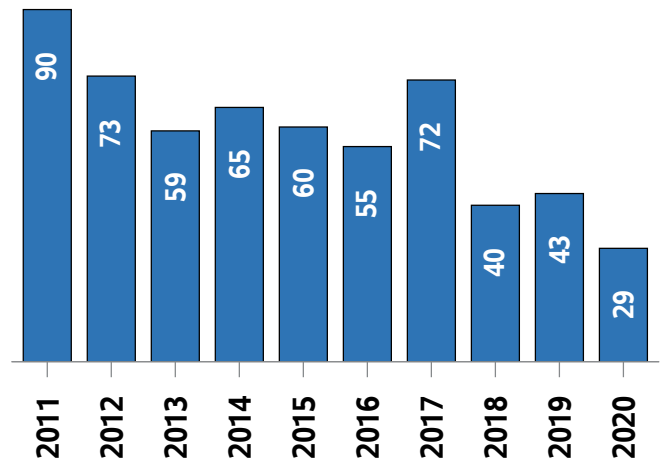


# Woodstock - Ingersoll and District MLS® Condo Market Activity

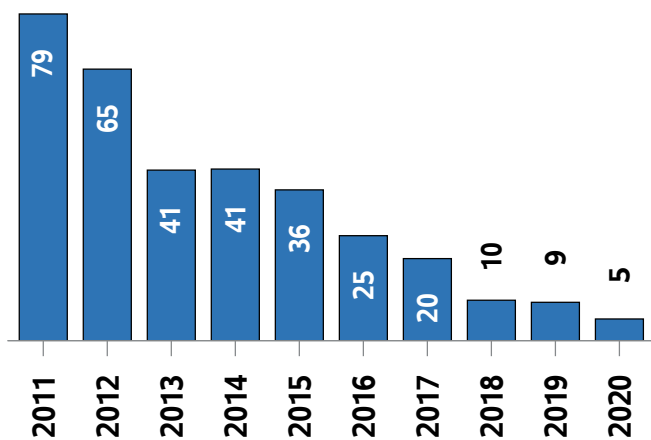
Sales Activity (April Year-to-date)



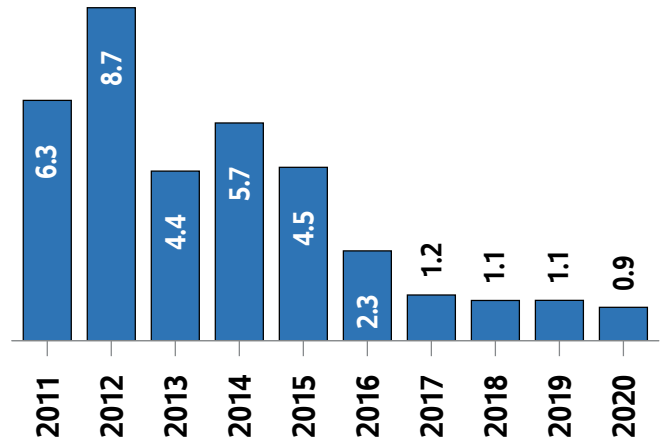
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Woodstock - Ingersoll and District MLS® Condo Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	3	-70.0	-62.5	-78.6	-70.0	-62.5	-82.4
Dollar Volume	\$694,900	-74.7	-70.8	-80.2	-53.0	-27.5	-77.9
New Listings	6	-64.7	-45.5	-62.5	-70.0	-60.0	-71.4
Active Listings	7	-50.0	-12.5	-63.2	-83.3	-81.6	-91.1
Sales to New Listings Ratio <sup>1</sup>	50.0	58.8	72.7	87.5	50.0	53.3	81.0
Months of Inventory <sup>2</sup>	2.3	1.4	1.0	1.4	4.2	4.8	4.6
Average Price	\$231,633	-15.5	-22.1	-7.4	56.7	93.4	25.2
Median Price	\$225,000	-5.7	-17.4	-18.6	47.1	83.7	30.1
Sales to List Price Ratio	98.3	106.7	104.3	104.3	96.2	97.1	97.6
Median Days on Market	21.0	13.0	8.0	17.5	25.5	32.5	60.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	24	-31.4	-35.1	-63.6	-25.0	-35.1	-27.3
Dollar Volume	\$7,369,050	-24.6	-26.5	-52.8	40.0	47.2	41.8
New Listings	29	-32.6	-27.5	-59.7	-51.7	-50.8	-59.2
Active Listings <sup>3</sup>	5	-43.2	-46.2	-73.4	-85.5	-87.2	-93.0
Sales to New Listings Ratio <sup>4</sup>	82.8	81.4	92.5	91.7	53.3	62.7	46.5
Months of Inventory <sup>5</sup>	0.9	1.1	1.1	1.2	4.5	4.4	9.2
Average Price	\$307,044	9.9	13.3	29.9	86.7	126.9	95.0
Median Price	\$288,500	17.5	31.1	15.8	79.8	121.9	113.7
Sales to List Price Ratio	105.0	102.6	101.0	104.7	98.2	96.1	97.0
Median Days on Market	15.0	15.0	15.0	17.5	47.0	39.0	60.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

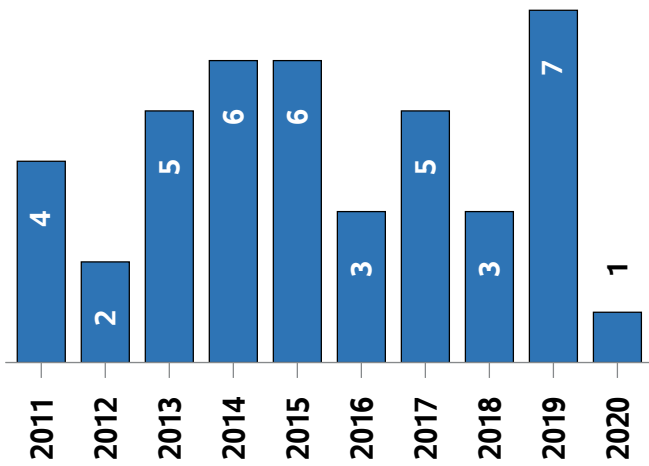
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

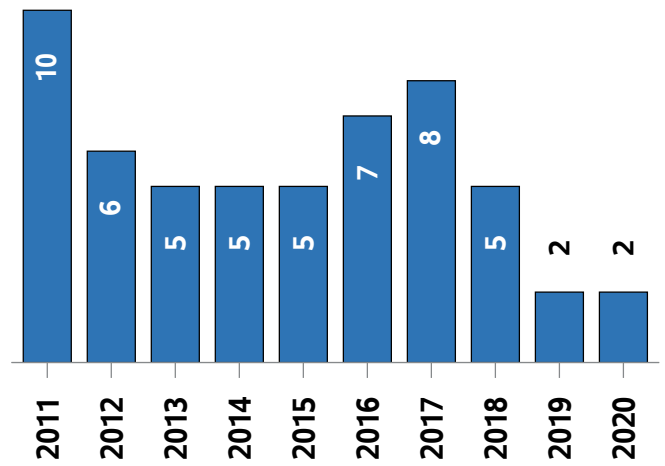
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## Blandford-Blenheim Twp MLS® Residential Market Activity

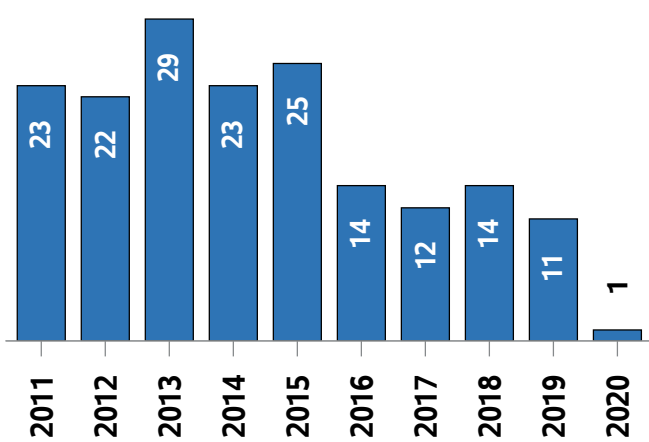
Sales Activity (April only)



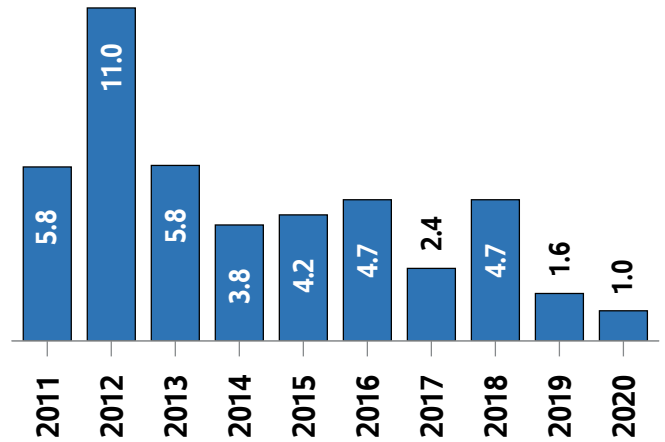
New Listings (April only)



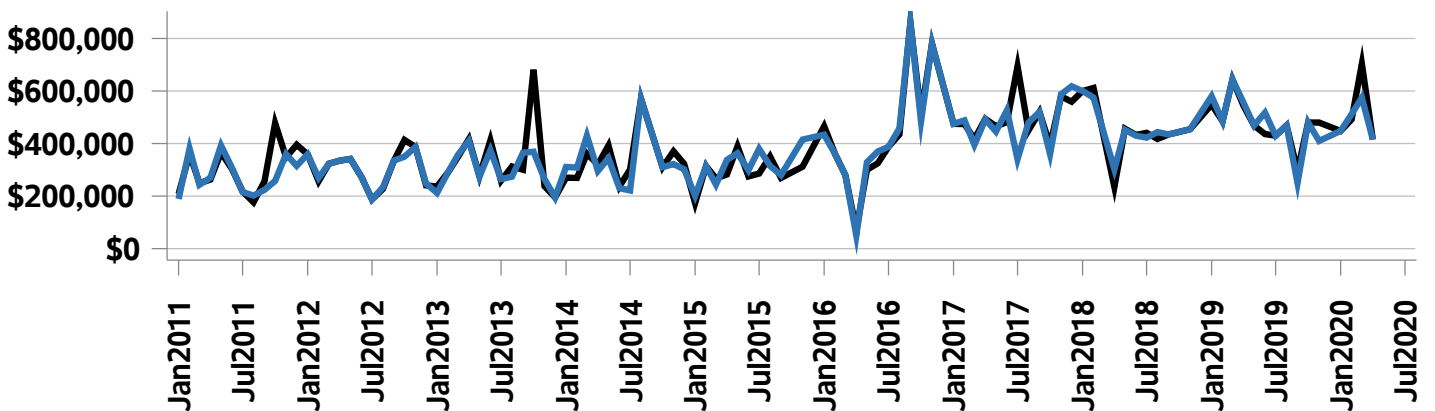
Active Listings (April only)



Months of Inventory (April only)

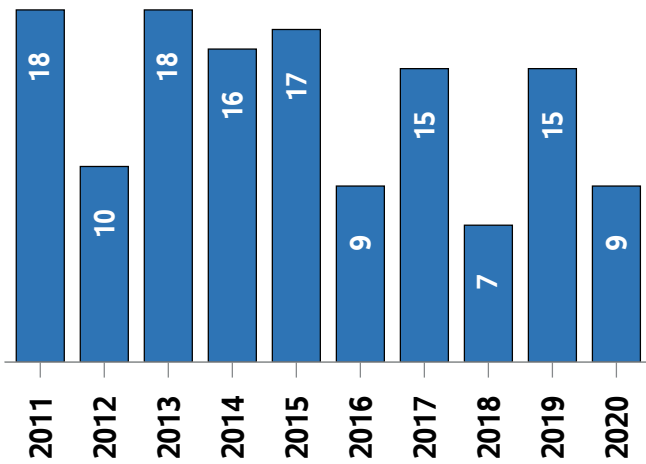


Average Price and Median Price

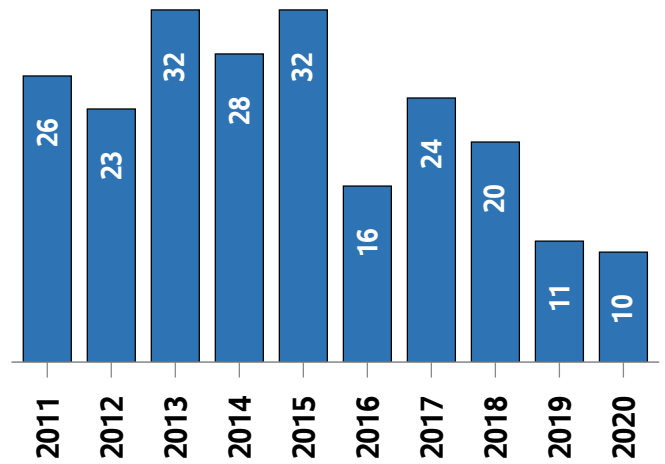


## Blandford-Blenheim Twp MLS® Residential Market Activity

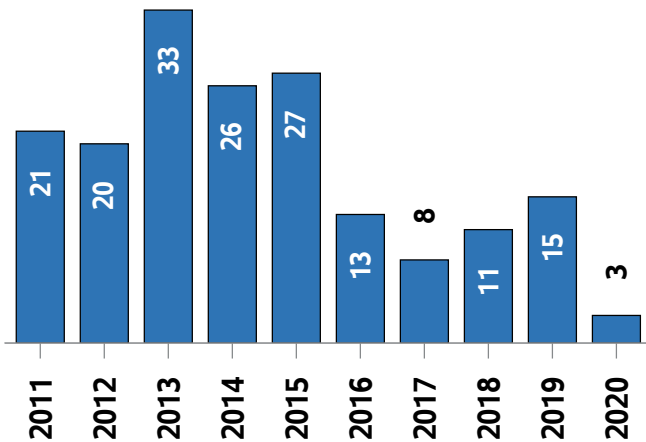
Sales Activity (April Year-to-date)



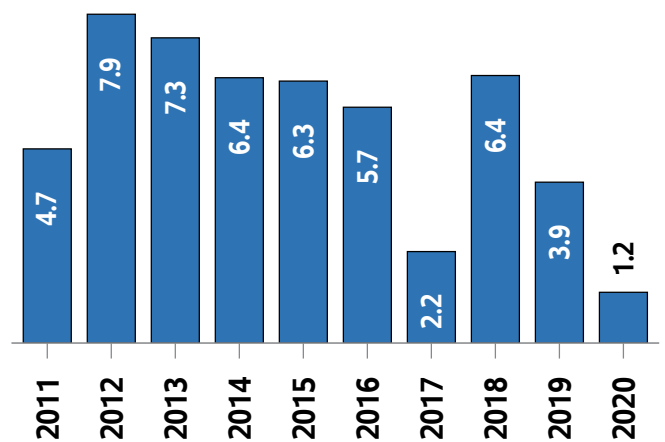
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Blandford-Blenheim Twp MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	1	-85.7	-66.7	-80.0	-83.3	-80.0	-83.3
Dollar Volume	\$415,000	-89.1	-41.1	-83.2	-75.5	-80.1	-75.9
New Listings	2	0.0	-60.0	-75.0	-60.0	-60.0	-83.3
Active Listings	1	-90.9	-92.9	-91.7	-96.0	-96.6	-97.3
Sales to New Listings Ratio <sup>1</sup>	50.0	350.0	60.0	62.5	120.0	100.0	50.0
Months of Inventory <sup>2</sup>	1.0	1.6	4.7	2.4	4.2	5.8	6.2
Average Price	\$415,000	-23.8	76.7	-16.0	47.0	-0.4	44.4
Median Price	\$415,000	-25.4	37.4	-15.7	22.8	1.2	31.7
Sales to List Price Ratio	104.0	103.8	100.8	109.9	97.2	98.4	98.0
Median Days on Market	2.0	21.0	10.0	17.0	88.0	54.0	58.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	9	-40.0	28.6	-40.0	-47.1	-50.0	-30.8
Dollar Volume	\$4,940,400	-40.7	57.4	-28.7	11.1	-17.6	34.6
New Listings	10	-9.1	-50.0	-58.3	-68.8	-68.8	-70.6
Active Listings <sup>3</sup>	3	-81.0	-75.6	-66.7	-89.7	-91.7	-91.5
Sales to New Listings Ratio <sup>4</sup>	90.0	136.4	35.0	62.5	53.1	56.3	38.2
Months of Inventory <sup>5</sup>	1.2	3.9	6.4	2.2	6.3	7.3	10.0
Average Price	\$548,933	-1.1	22.4	18.9	109.8	64.8	94.5
Median Price	\$545,000	-6.0	11.2	21.1	107.3	61.3	81.7
Sales to List Price Ratio	99.3	98.7	99.8	105.2	95.2	99.1	97.1
Median Days on Market	30.0	81.0	16.0	16.0	84.0	88.0	79.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

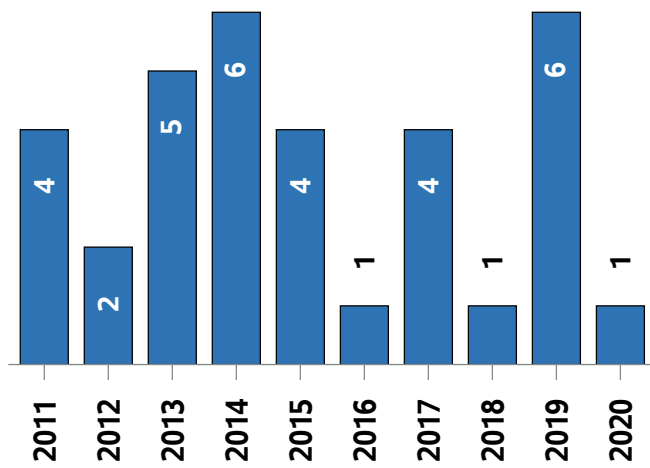
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

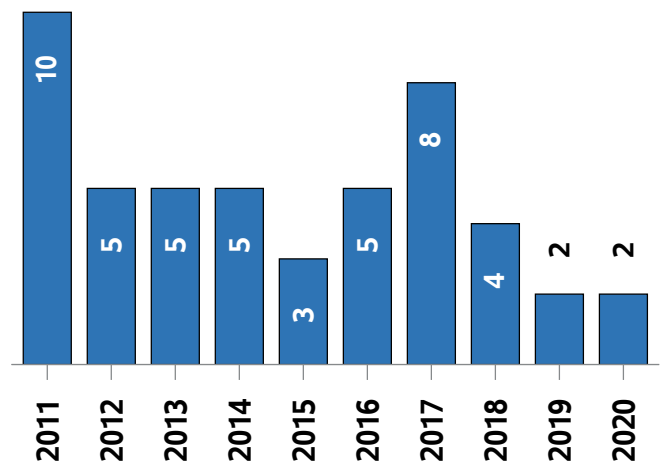


## Blandford-Blenheim Twp MLS® Single Detached Market Activity

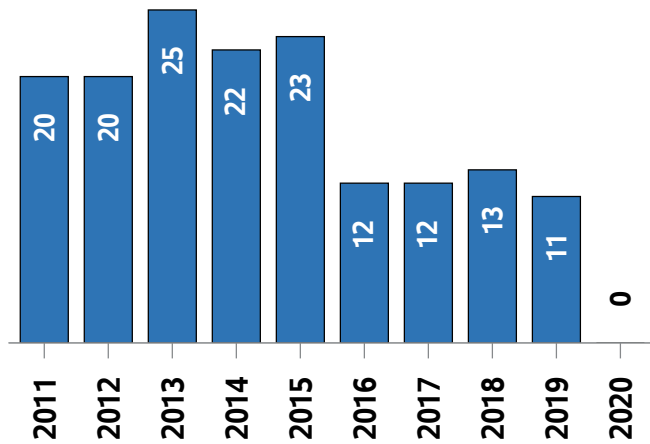
Sales Activity (April only)



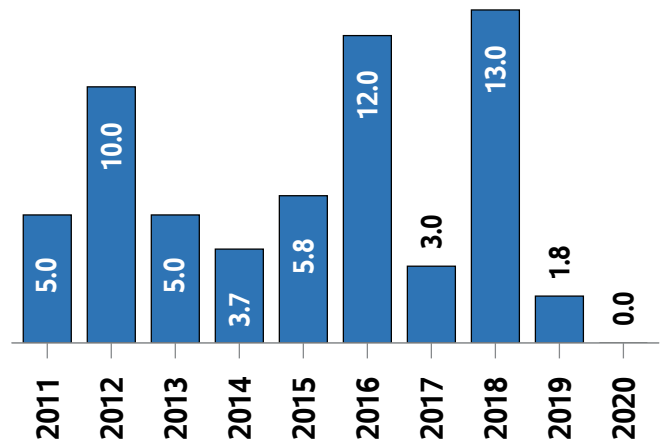
New Listings (April only)



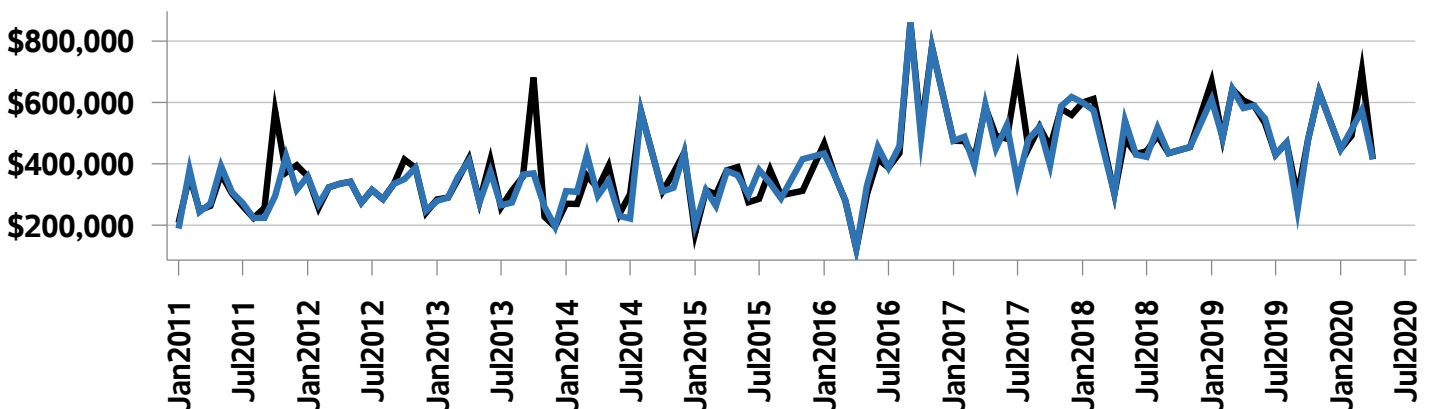
Active Listings (April only)



Months of Inventory (April only)

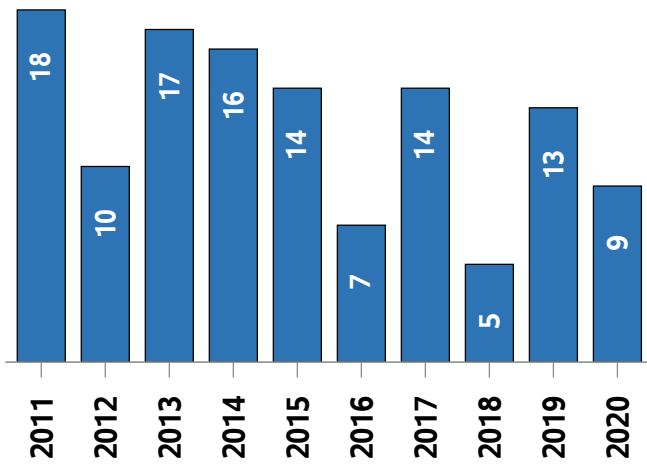


Average Price and Median Price

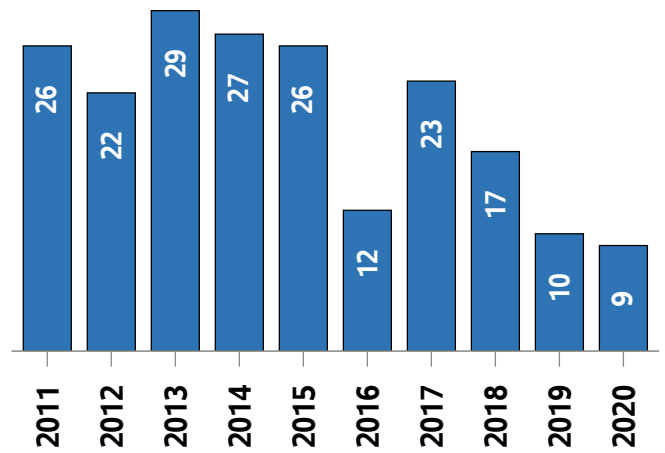


## Blandford-Blenheim Twp MLS® Single Detached Market Activity

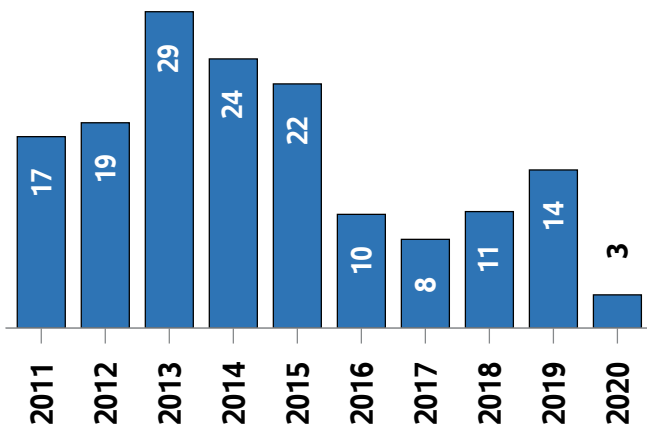
Sales Activity (April Year-to-date)



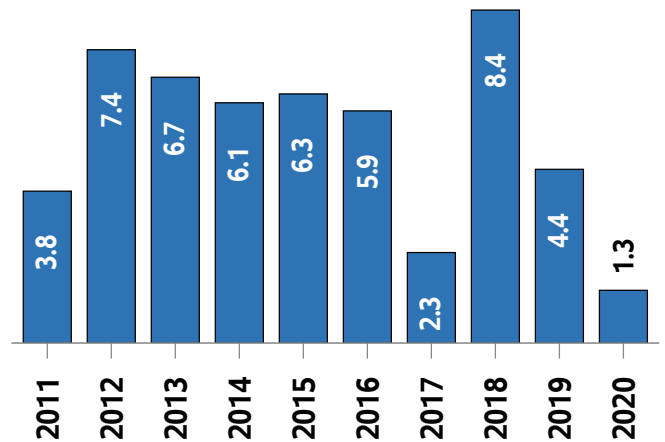
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Blandford-Blenheim Twp MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	1	-83.3	0.0	-75.0	-75.0	-80.0	-83.3
Dollar Volume	\$415,000	-88.6	37.4	-82.3	-72.6	-80.1	-75.9
New Listings	2	0.0	-50.0	-75.0	-33.3	-60.0	-75.0
Active Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Sales to New Listings Ratio <sup>1</sup>	50.0	300.0	25.0	50.0	133.3	100.0	75.0
Months of Inventory <sup>2</sup>	0.0	1.8	13.0	3.0	5.8	5.0	4.8
Average Price	\$415,000	-31.6	37.4	-29.0	9.5	-0.4	44.4
Median Price	\$415,000	-28.7	37.4	-30.0	10.2	1.2	31.7
Sales to List Price Ratio	104.0	104.4	101.4	114.1	98.0	98.4	98.0
Median Days on Market	2.0	24.0	10.0	10.5	64.0	54.0	58.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	9	-30.8	80.0	-35.7	-35.7	-47.1	-30.8
Dollar Volume	\$4,940,400	-38.9	80.5	-27.3	18.6	-17.0	34.6
New Listings	9	-10.0	-47.1	-60.9	-65.4	-69.0	-66.7
Active Listings <sup>3</sup>	3	-78.9	-71.4	-62.5	-86.4	-89.5	-89.2
Sales to New Listings Ratio <sup>4</sup>	100.0	130.0	29.4	60.9	53.8	58.6	48.1
Months of Inventory <sup>5</sup>	1.3	4.4	8.4	2.3	6.3	6.7	8.5
Average Price	\$548,933	-11.7	0.3	13.1	84.4	56.8	94.5
Median Price	\$545,000	-7.4	-5.2	17.8	78.0	57.5	81.7
Sales to List Price Ratio	99.3	99.5	99.5	106.1	95.5	99.3	97.1
Median Days on Market	30.0	105.0	28.0	14.0	74.5	97.0	79.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

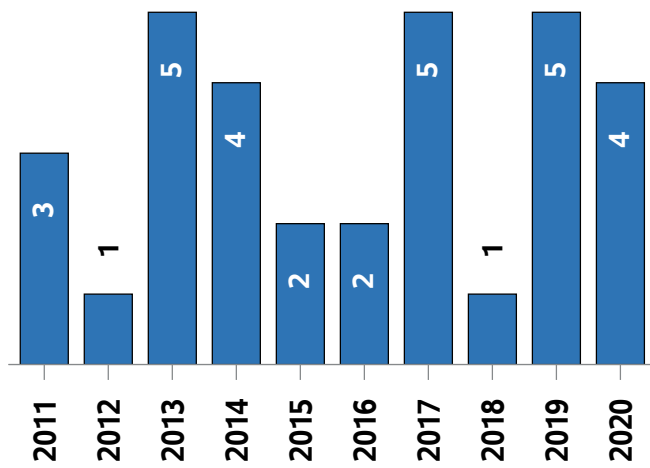
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

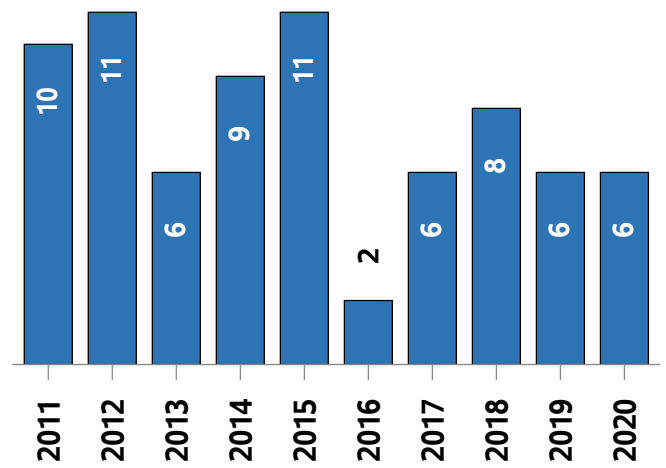
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# East Zorra-Tavistock Twp MLS® Residential Market Activity

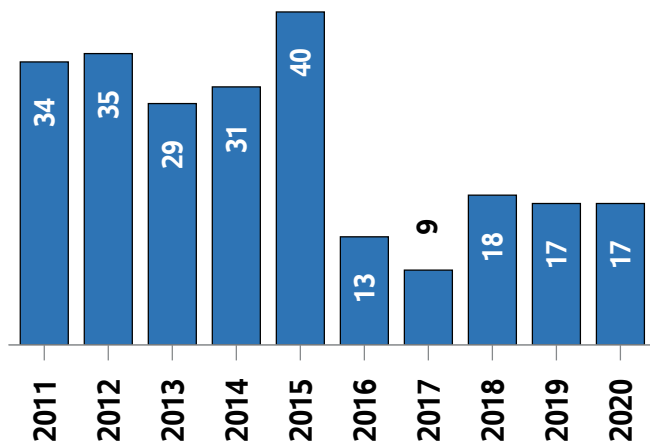
Sales Activity (April only)



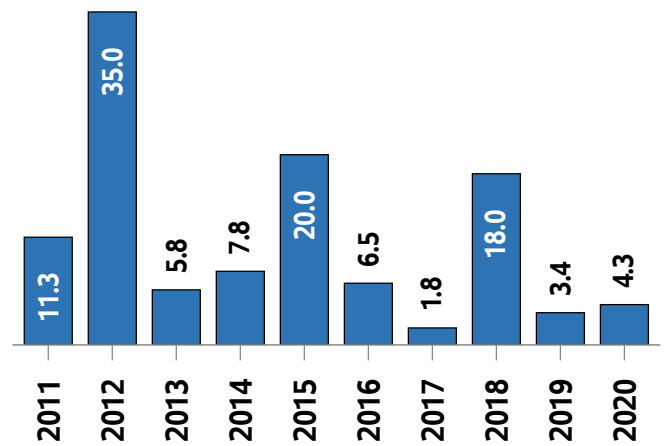
New Listings (April only)



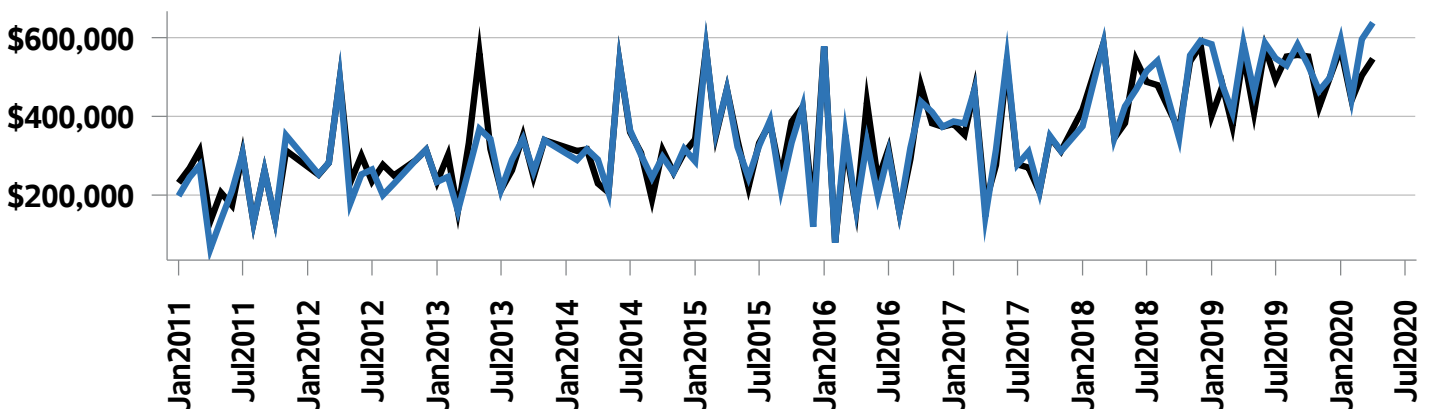
Active Listings (April only)



Months of Inventory (April only)

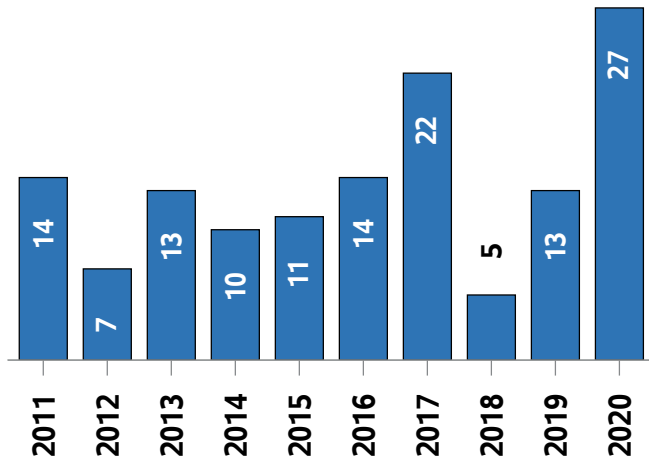


Average Price and Median Price

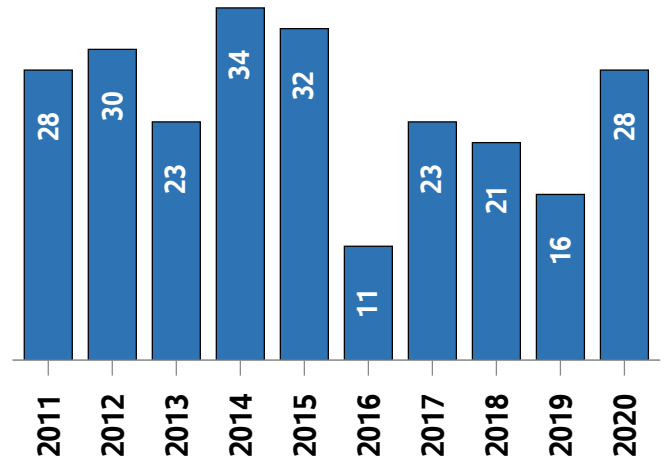


## East Zorra-Tavistock Twp MLS® Residential Market Activity

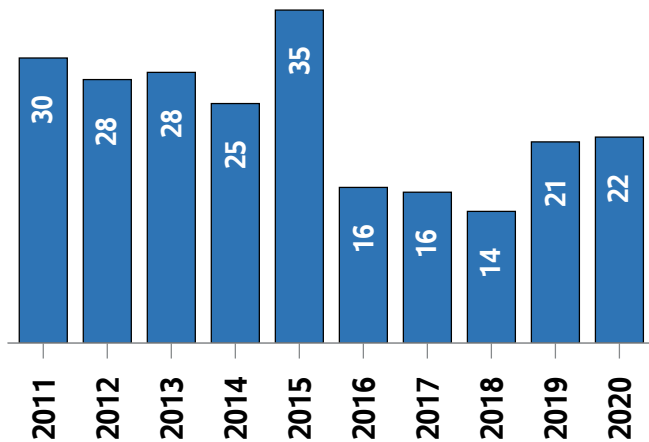
Sales Activity (April Year-to-date)



New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)

<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## East Zorra-Tavistock Twp MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	4	-20.0	300.0	-20.0	100.0	-20.0	100.0
Dollar Volume	\$2,185,886	-21.6	533.6	144.0	133.3	31.5	249.8
New Listings	6	0.0	-25.0	0.0	-45.5	0.0	0.0
Active Listings	17	0.0	-5.6	88.9	-57.5	-41.4	-39.3
Sales to New Listings Ratio <sup>1</sup>	66.7	83.3	12.5	83.3	18.2	83.3	33.3
Months of Inventory <sup>2</sup>	4.3	3.4	18.0	1.8	20.0	5.8	14.0
Average Price	\$546,472	-2.0	58.4	205.0	16.6	64.4	74.9
Median Price	\$637,943	8.8	84.9	340.0	36.2	140.7	104.2
Sales to List Price Ratio	99.2	104.8	98.6	92.1	97.8	94.5	98.6
Median Days on Market	96.5	48.0	20.0	36.0	79.0	63.0	36.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	27	107.7	440.0	22.7	145.5	107.7	200.0
Dollar Volume	\$13,946,812	129.7	539.2	87.5	209.2	267.3	739.4
New Listings	28	75.0	33.3	21.7	-12.5	21.7	16.7
Active Listings <sup>3</sup>	22	2.4	56.4	36.5	-38.1	-23.9	-18.1
Sales to New Listings Ratio <sup>4</sup>	96.4	81.3	23.8	95.7	34.4	56.5	37.5
Months of Inventory <sup>5</sup>	3.2	6.5	11.0	2.9	12.6	8.7	11.7
Average Price	\$516,549	10.6	18.4	52.8	26.0	76.8	179.8
Median Price	\$596,037	13.3	58.9	58.5	52.8	141.8	292.6
Sales to List Price Ratio	98.3	102.6	97.6	96.1	96.0	94.8	96.7
Median Days on Market	56.0	48.0	59.0	37.0	73.0	63.0	51.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

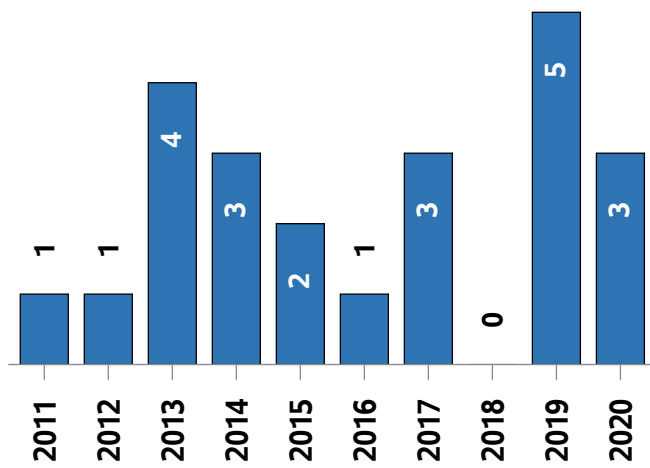
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

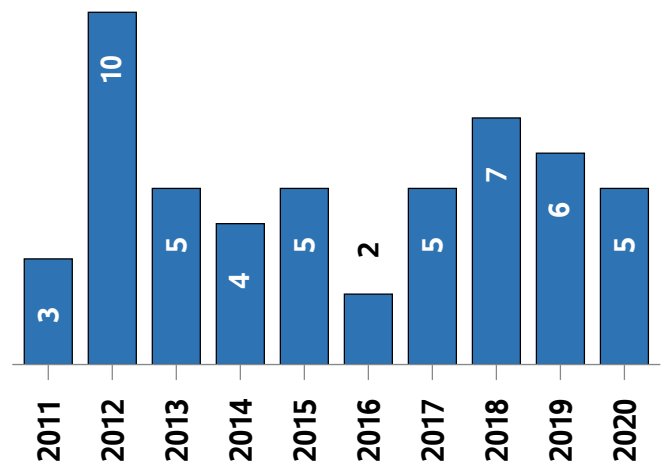
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## East Zorra-Tavistock Twp MLS® Single Detached Market Activity

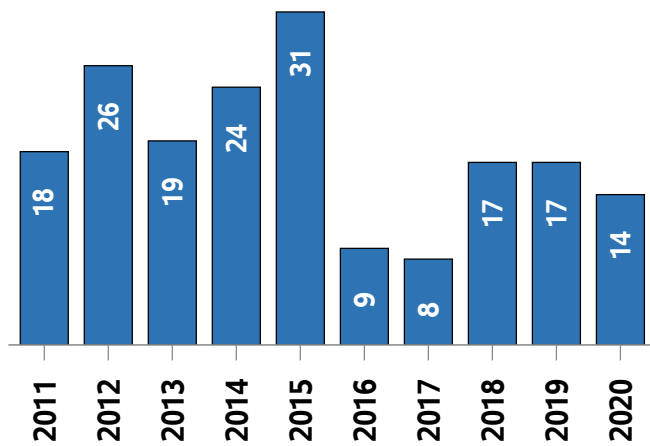
Sales Activity (April only)



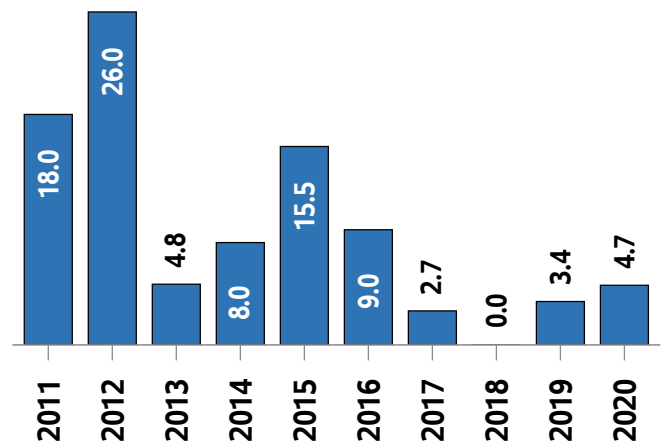
New Listings (April only)



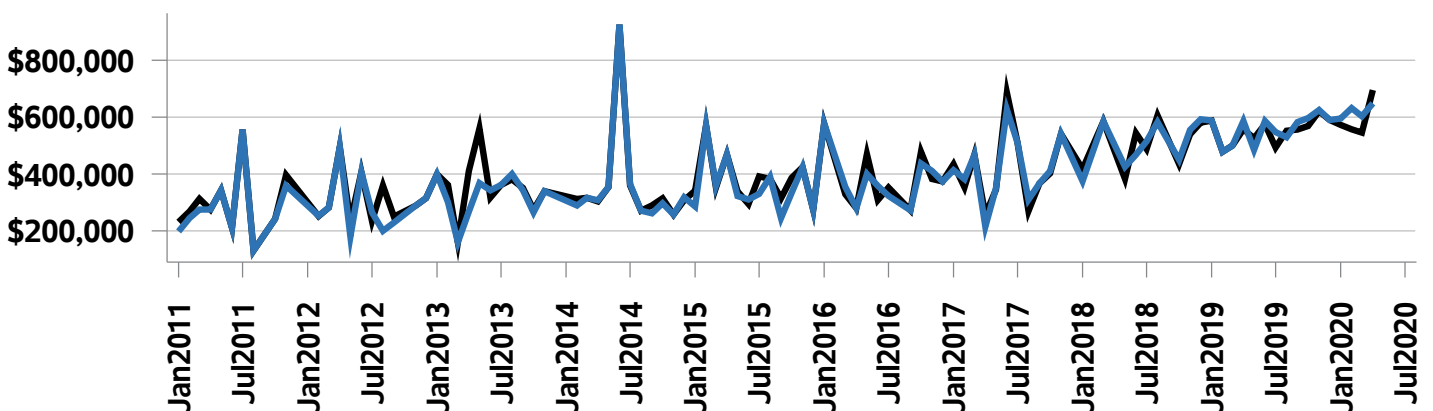
Active Listings (April only)



Months of Inventory (April only)

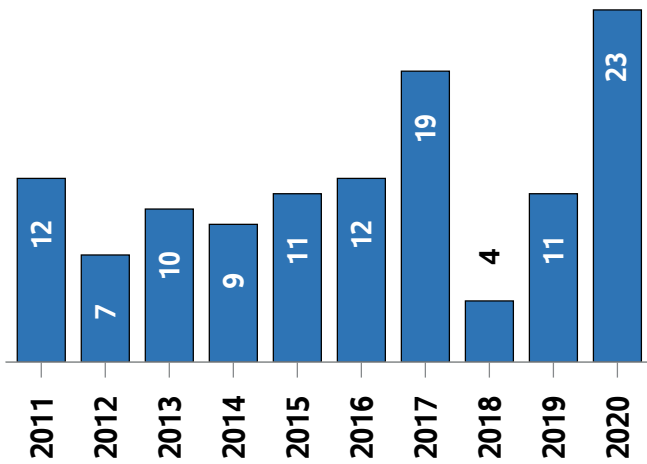


Average Price and Median Price

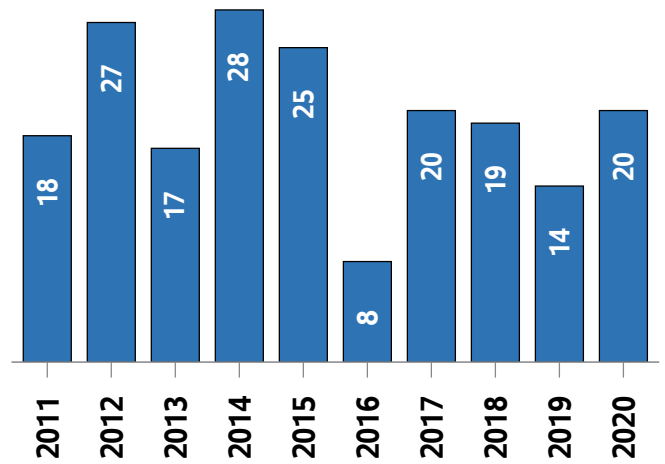


## East Zorra-Tavistock Twp MLS® Single Detached Market Activity

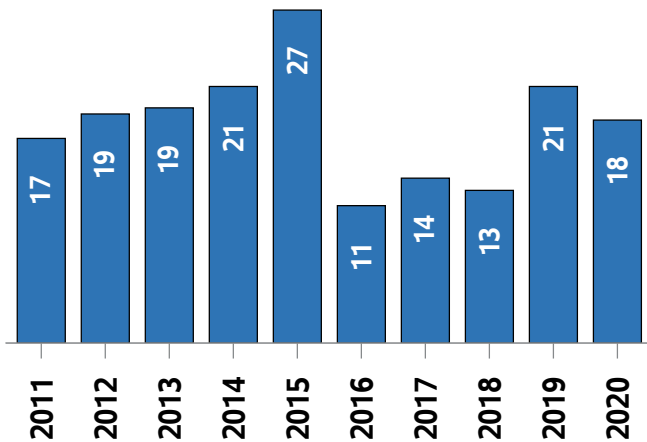
Sales Activity (April Year-to-date)



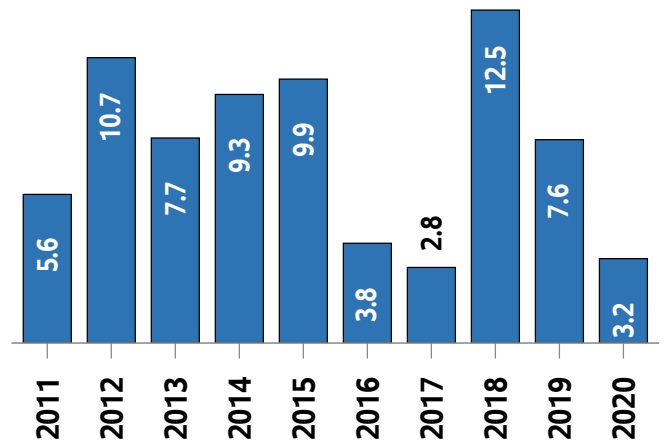
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month



## East Zorra-Tavistock Twp MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	3	-40.0		0.0	50.0	-25.0	50.0
Dollar Volume	\$2,085,886	-25.2		170.9	122.6	27.0	233.8
New Listings	5	-16.7	-28.6	0.0	0.0	0.0	-16.7
Active Listings	14	-17.6	-17.6	75.0	-54.8	-26.3	-22.2
Sales to New Listings Ratio <sup>1</sup>	60.0	83.3		60.0	40.0	80.0	33.3
Months of Inventory <sup>2</sup>	4.7	3.4		2.7	15.5	4.8	9.0
Average Price	\$695,295	24.7		170.9	48.4	69.4	122.5
Median Price	\$648,469	10.6		201.6	38.4	142.5	107.5
Sales to List Price Ratio	102.0	104.8		88.4	97.8	97.1	98.6
Median Days on Market	131.0	48.0		88.0	79.0	50.5	36.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	23	109.1	475.0	21.1	109.1	130.0	283.3
Dollar Volume	\$13,222,812	123.4	619.8	82.3	193.1	262.6	830.1
New Listings	20	42.9	5.3	0.0	-20.0	17.6	25.0
Active Listings <sup>3</sup>	18	-13.1	46.0	35.2	-33.0	-5.2	17.7
Sales to New Listings Ratio <sup>4</sup>	115.0	78.6	21.1	95.0	44.0	58.8	37.5
Months of Inventory <sup>5</sup>	3.2	7.6	12.5	2.8	9.9	7.7	10.3
Average Price	\$574,905	6.8	25.2	50.6	40.2	57.6	142.6
Median Price	\$615,000	5.4	35.2	58.9	57.7	129.9	138.9
Sales to List Price Ratio	98.3	103.3	97.3	95.9	96.0	95.4	96.6
Median Days on Market	59.0	65.0	65.0	38.0	73.0	47.5	82.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

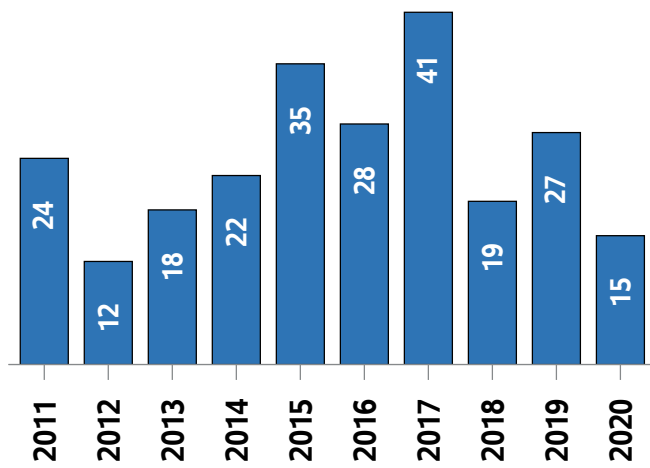
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

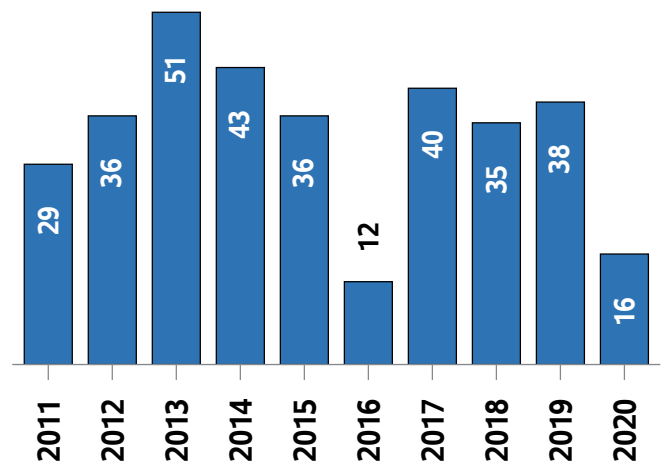
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Ingersoll MLS® Residential Market Activity

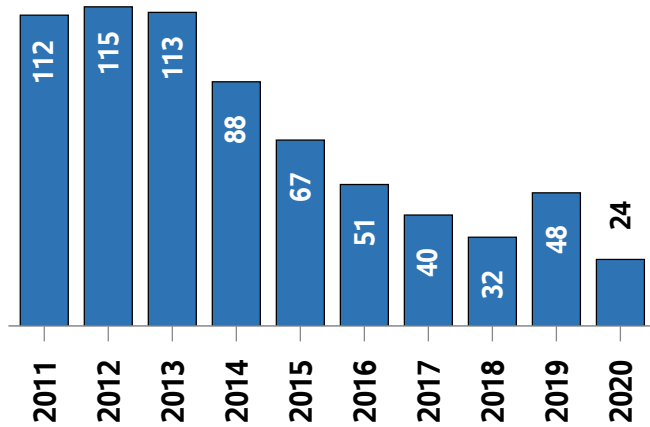
Sales Activity (April only)



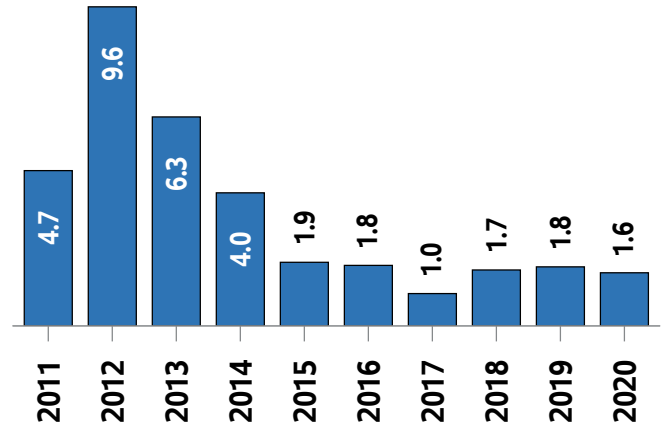
New Listings (April only)



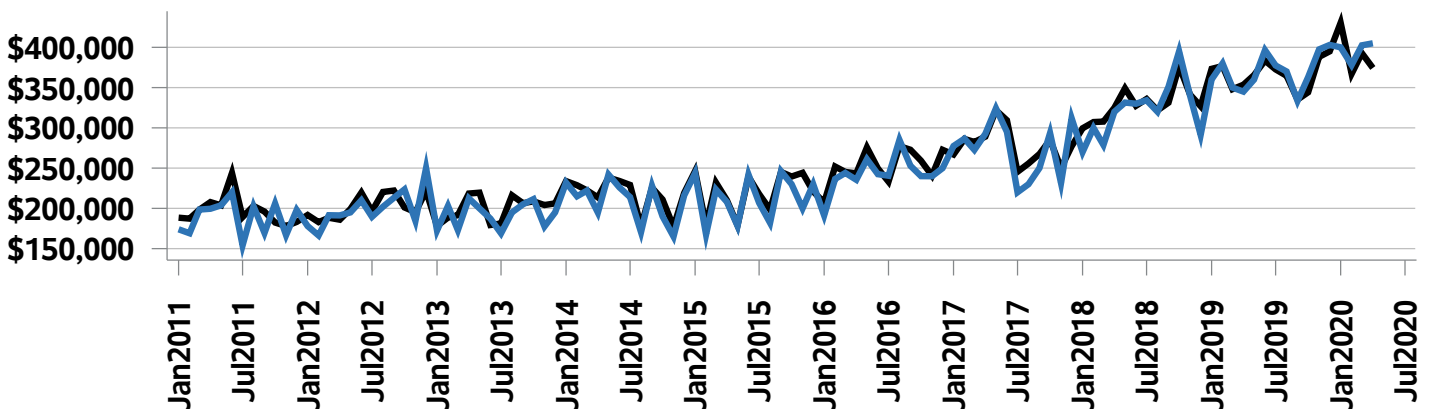
Active Listings (April only)



Months of Inventory (April only)

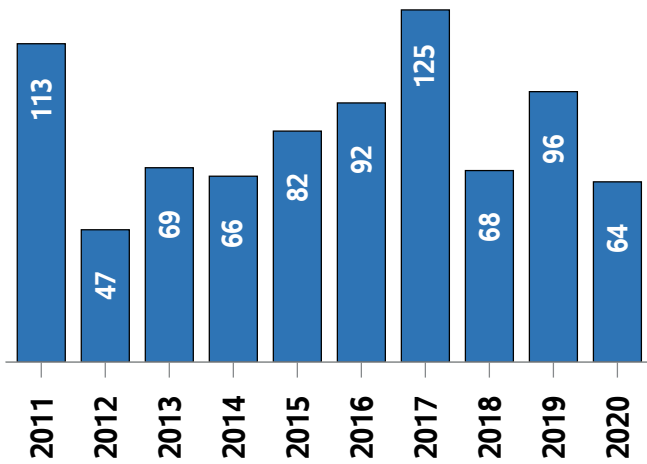


Average Price and Median Price

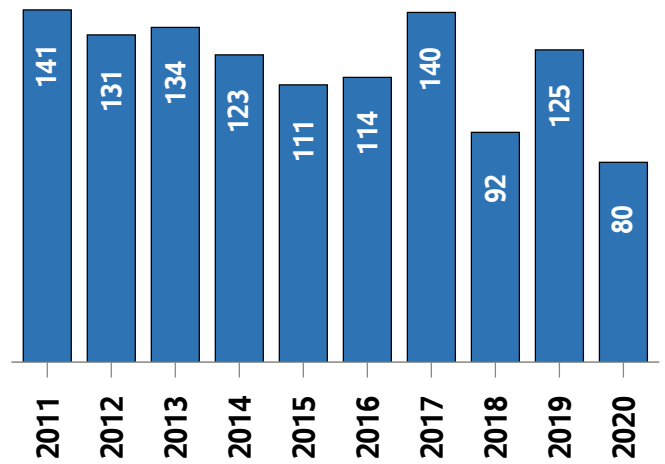


# Ingersoll MLS® Residential Market Activity

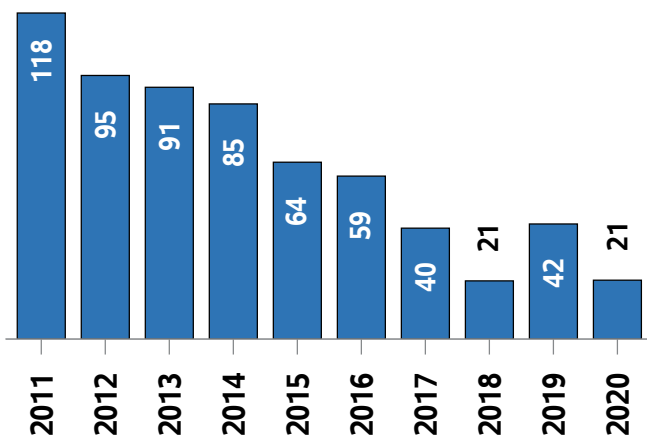
Sales Activity (April Year-to-date)



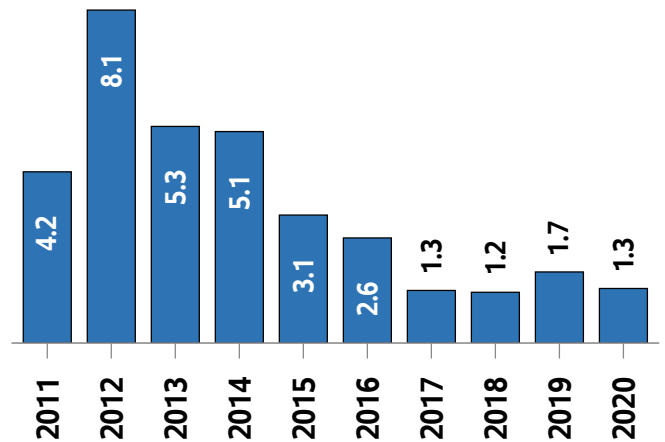
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Ingersoll MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	15	-44.4	-21.1	-63.4	-57.1	-16.7	-60.5
Dollar Volume	\$5,615,498	-41.2	-9.0	-52.6	-23.6	42.8	-27.8
New Listings	16	-57.9	-54.3	-60.0	-55.6	-68.6	-54.3
Active Listings	24	-50.0	-25.0	-40.0	-64.2	-78.8	-81.8
Sales to New Listings Ratio <sup>1</sup>	93.8	71.1	54.3	102.5	97.2	35.3	108.6
Months of Inventory <sup>2</sup>	1.6	1.8	1.7	1.0	1.9	6.3	3.5
Average Price	\$374,367	5.9	15.2	29.5	78.2	71.4	82.8
Median Price	\$405,000	17.4	26.6	38.4	94.7	90.6	98.5
Sales to List Price Ratio	100.4	105.1	104.7	105.2	96.4	97.5	97.2
Median Days on Market	13.0	9.0	13.0	13.0	31.0	31.0	61.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	64	-33.3	-5.9	-48.8	-22.0	-7.2	-48.8
Dollar Volume	\$25,017,190	-27.9	18.4	-29.4	41.1	86.8	3.0
New Listings	80	-36.0	-13.0	-42.9	-27.9	-40.3	-49.4
Active Listings <sup>3</sup>	21	-48.8	1.2	-46.9	-66.7	-76.6	-85.2
Sales to New Listings Ratio <sup>4</sup>	80.0	76.8	73.9	89.3	73.9	51.5	79.1
Months of Inventory <sup>5</sup>	1.3	1.7	1.2	1.3	3.1	5.3	4.6
Average Price	\$390,894	8.2	25.8	37.9	80.8	101.4	101.2
Median Price	\$389,000	8.1	34.2	37.5	83.5	108.0	104.7
Sales to List Price Ratio	102.7	102.2	102.1	104.9	97.4	96.6	97.4
Median Days on Market	13.0	12.0	13.5	14.0	35.0	58.0	67.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

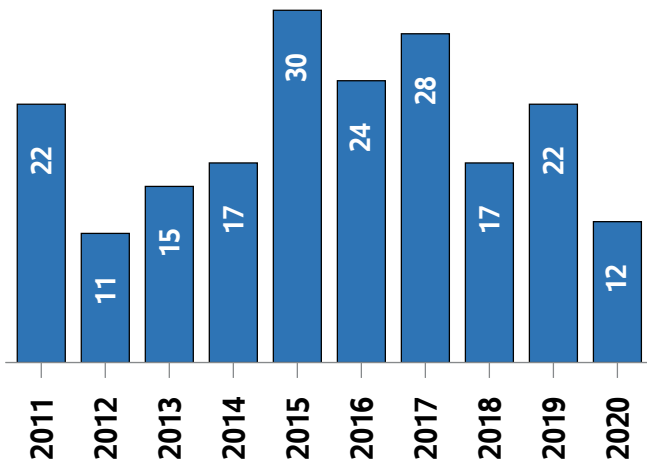
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

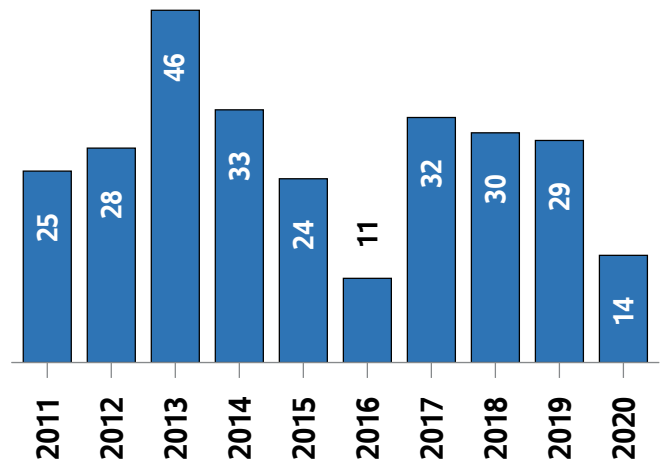
# Ingersoll

## MLS® Single Detached Market Activity

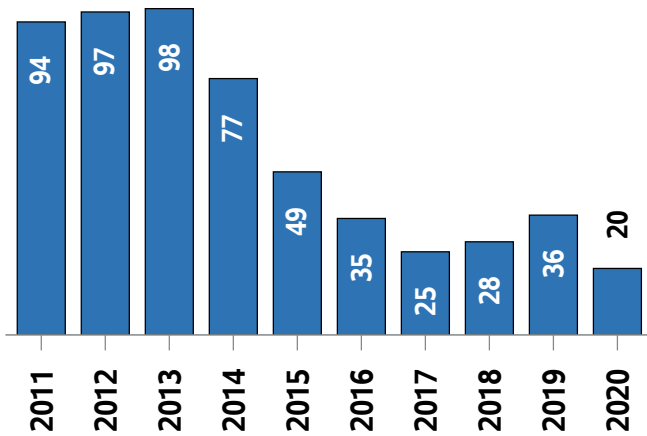
Sales Activity (April only)



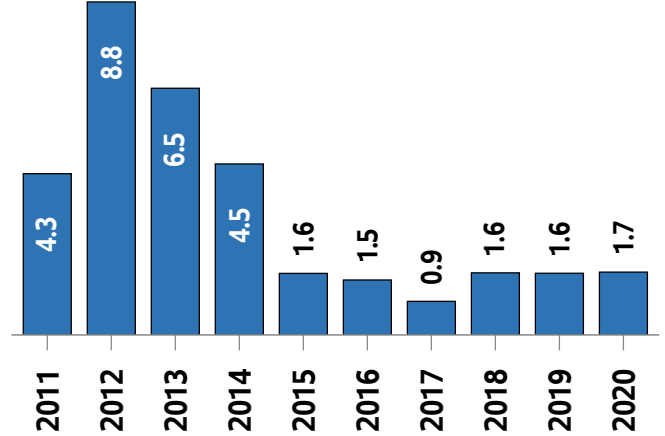
New Listings (April only)



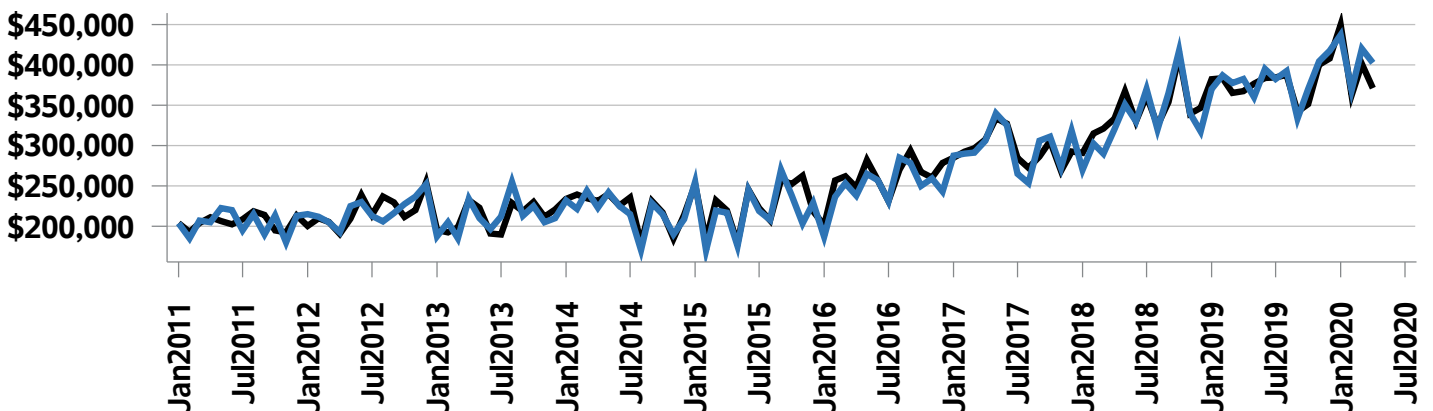
Active Listings (April only)



Months of Inventory (April only)



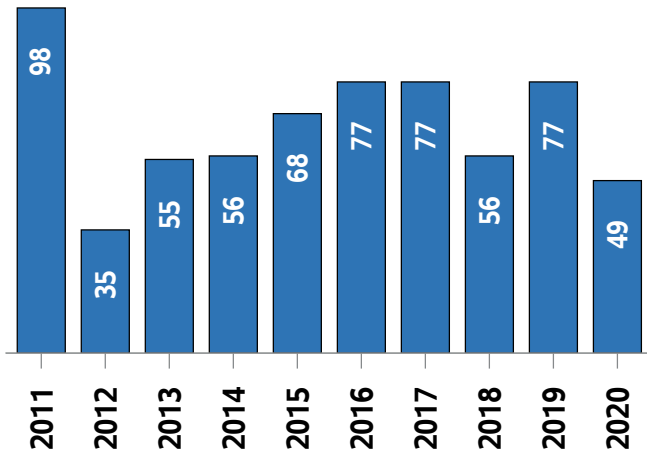
Average Price and Median Price



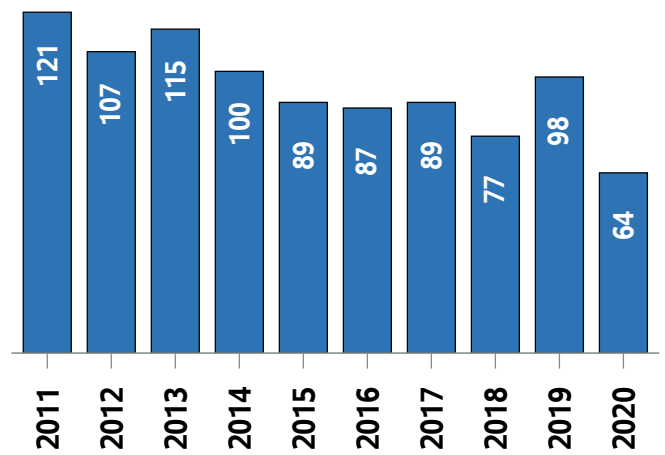
# Ingersoll

## MLS® Single Detached Market Activity

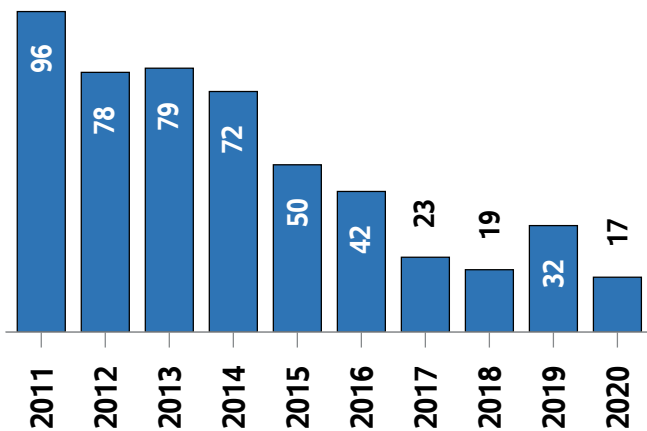
Sales Activity (April Year-to-date)



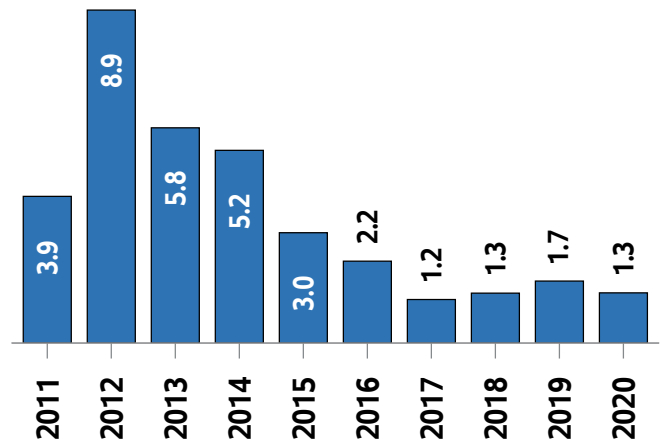
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Ingersoll MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	12	-45.5	-29.4	-57.1	-60.0	-20.0	-61.3
Dollar Volume	\$4,453,998	-44.9	-21.4	-48.2	-32.4	27.8	-32.1
New Listings	14	-51.7	-53.3	-56.3	-41.7	-69.6	-53.3
Active Listings	20	-44.4	-28.6	-20.0	-59.2	-79.6	-80.6
Sales to New Listings Ratio <sup>1</sup>	85.7	75.9	56.7	87.5	125.0	32.6	103.3
Months of Inventory <sup>2</sup>	1.7	1.6	1.6	0.9	1.6	6.5	3.3
Average Price	\$371,167	1.0	11.4	20.8	69.0	59.7	75.4
Median Price	\$402,500	5.2	25.8	31.5	85.7	72.0	84.6
Sales to List Price Ratio	100.9	105.8	104.8	104.4	96.5	97.3	97.0
Median Days on Market	9.0	9.5	13.0	12.0	30.0	58.0	82.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	49	-36.4	-12.5	-36.4	-27.9	-10.9	-52.4
Dollar Volume	\$19,491,483	-32.3	9.3	-15.1	28.0	72.3	-5.8
New Listings	64	-34.7	-16.9	-28.1	-28.1	-44.3	-48.4
Active Listings <sup>3</sup>	17	-48.4	-12.0	-26.7	-67.2	-79.2	-85.8
Sales to New Listings Ratio <sup>4</sup>	76.6	78.6	72.7	86.5	76.4	47.8	83.1
Months of Inventory <sup>5</sup>	1.3	1.7	1.3	1.2	3.0	5.8	4.5
Average Price	\$397,785	6.4	24.9	33.4	77.7	93.4	98.0
Median Price	\$400,000	5.5	34.5	35.6	83.3	99.0	105.1
Sales to List Price Ratio	102.4	102.3	101.9	103.6	96.8	96.8	97.6
Median Days on Market	10.0	12.0	15.0	12.0	33.0	68.0	82.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

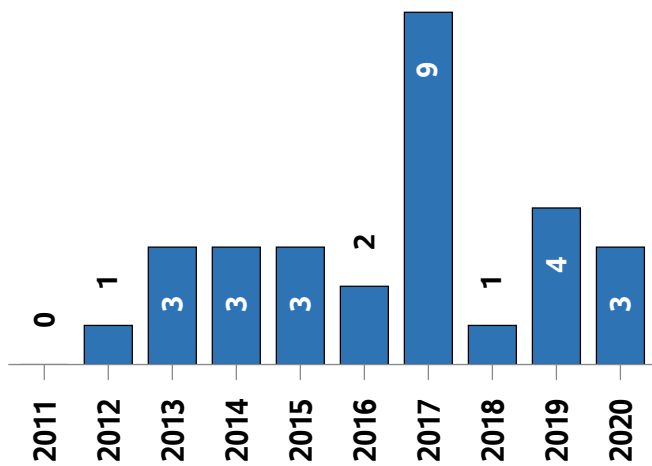
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

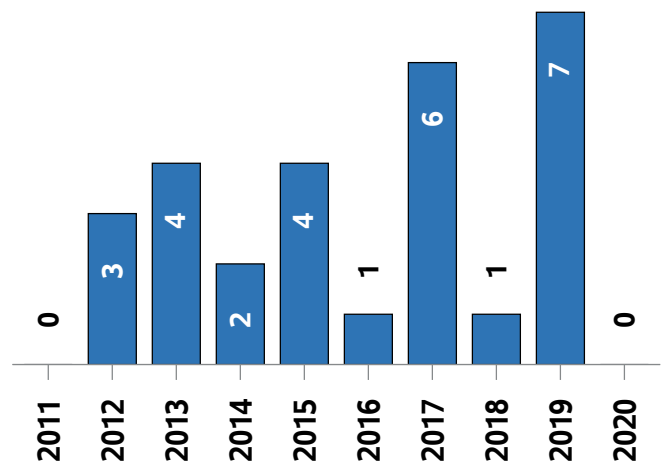
# Ingersoll

## MLS® Semi-Detached Market Activity

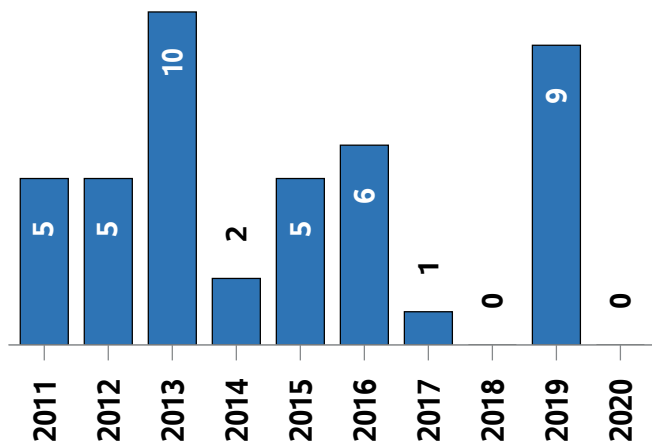
Sales Activity (April only)



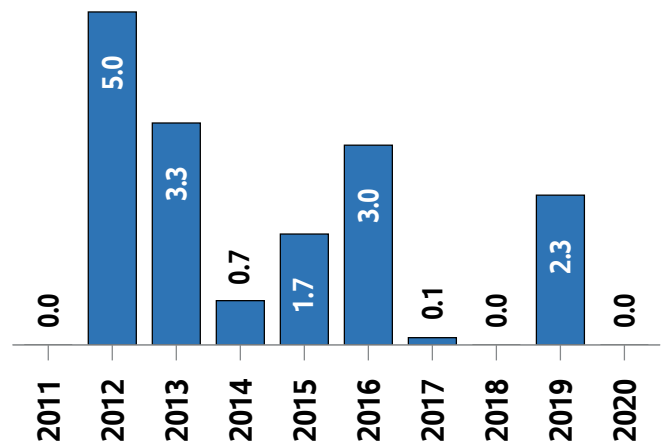
New Listings (April only)



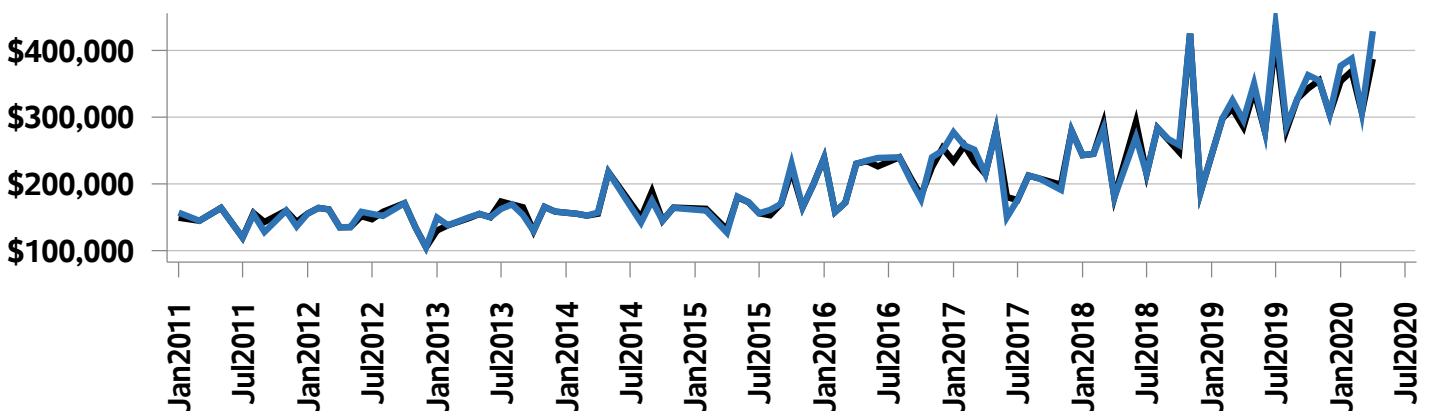
Active Listings (April only)



Months of Inventory (April only)



Average Price and Median Price

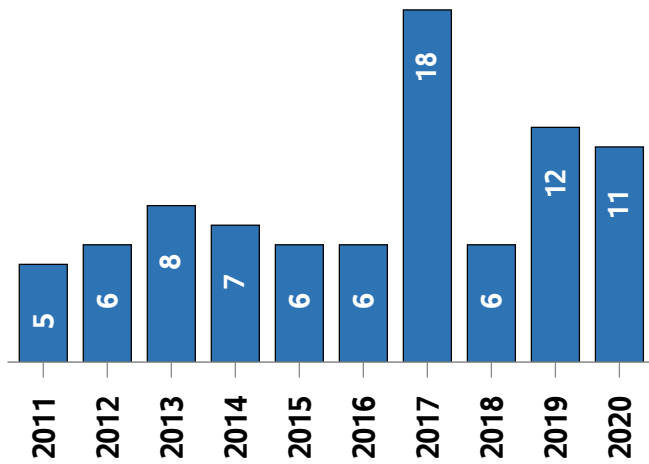




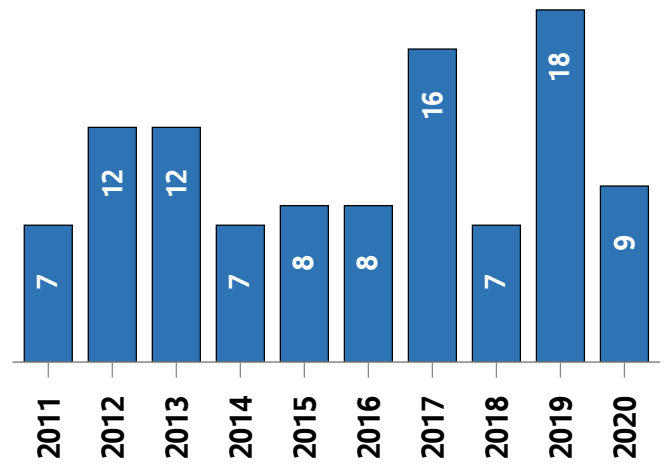
# Ingersoll

## MLS® Semi-Detached Market Activity

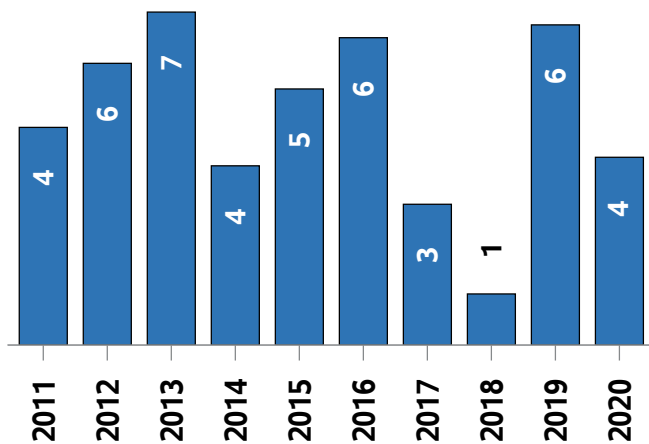
Sales Activity (April Year-to-date)



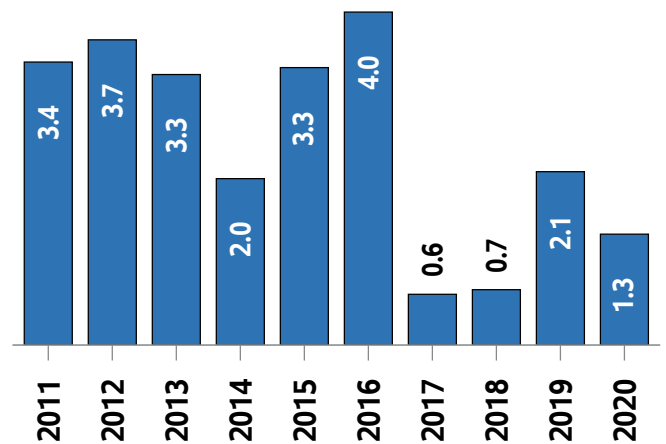
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Ingersoll MLS® Semi-Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	3	-25.0	200.0	-66.7	0.0	0.0	50.0
Dollar Volume	\$1,161,500	1.8	545.3	-39.9	194.1	160.5	333.4
New Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Active Listings	0	-100.0		-100.0	-100.0	-100.0	-100.0
Sales to New Listings Ratio <sup>1</sup>	0.0	57.1	100.0	150.0	75.0	75.0	66.7
Months of Inventory <sup>2</sup>	0.0	2.3		0.1	1.7	3.3	7.5
Average Price	\$387,167	35.7	115.1	80.3	194.1	160.5	188.9
Median Price	\$428,800	45.1	138.2	99.4	237.6	186.1	220.0
Sales to List Price Ratio	98.8	102.8	105.9	106.6	93.4	98.5	96.3
Median Days on Market	31.0	7.5	13.0	15.0	160.0	16.0	39.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	11	-8.3	83.3	-38.9	83.3	37.5	-8.3
Dollar Volume	\$4,005,707	10.9	160.2	-1.9	353.6	262.5	123.0
New Listings	9	-50.0	28.6	-43.8	12.5	-25.0	-52.6
Active Listings <sup>3</sup>	4	-41.3	266.7	33.3	-26.7	-43.6	-71.2
Sales to New Listings Ratio <sup>4</sup>	122.2	66.7	85.7	112.5	75.0	66.7	63.2
Months of Inventory <sup>5</sup>	1.3	2.1	0.7	0.6	3.3	3.3	4.3
Average Price	\$364,155	20.9	41.9	60.5	147.4	163.7	143.3
Median Price	\$386,400	26.7	56.1	54.6	165.6	158.5	156.3
Sales to List Price Ratio	105.1	102.2	104.6	104.6	94.7	95.7	96.8
Median Days on Market	31.0	9.5	7.0	20.5	22.5	48.0	39.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

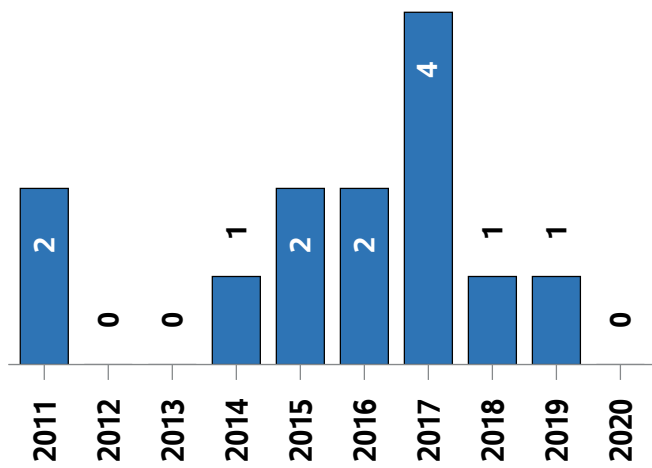
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

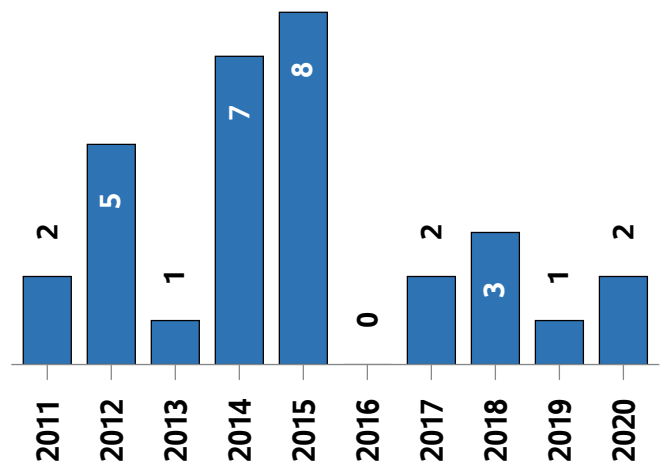
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Ingersoll MLS® Condo Market Activity

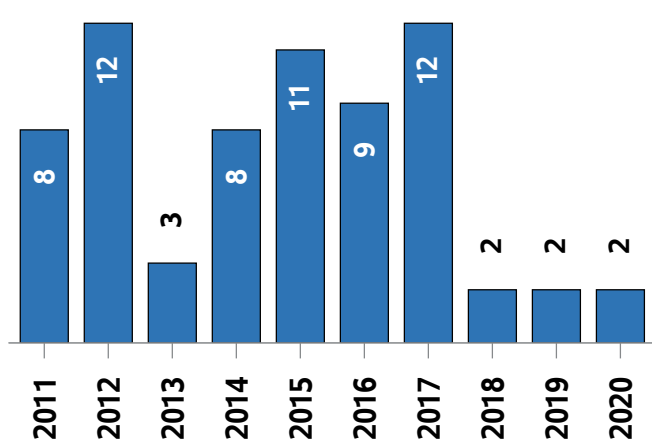
Sales Activity (April only)



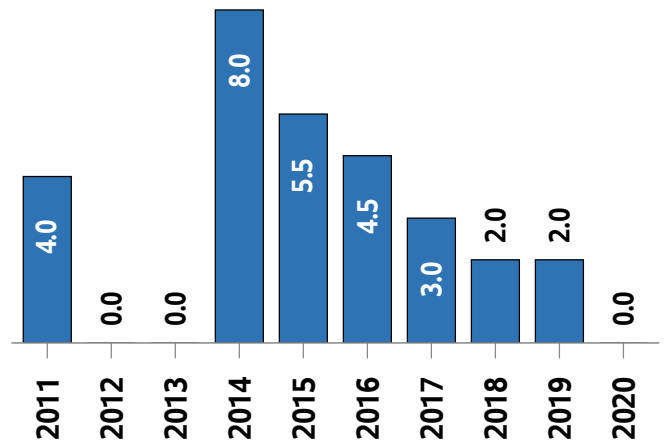
New Listings (April only)



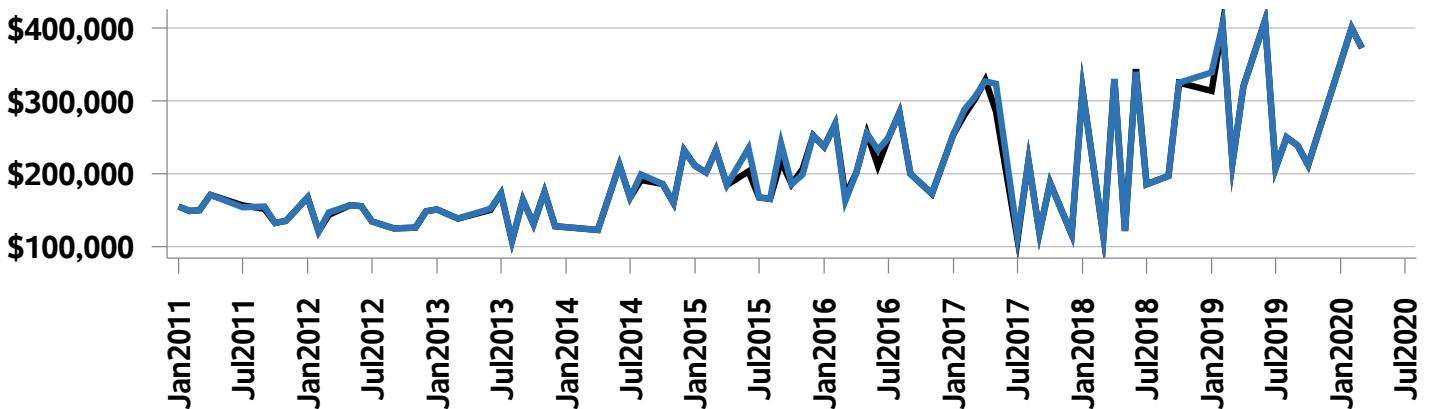
Active Listings (April only)



Months of Inventory (April only)

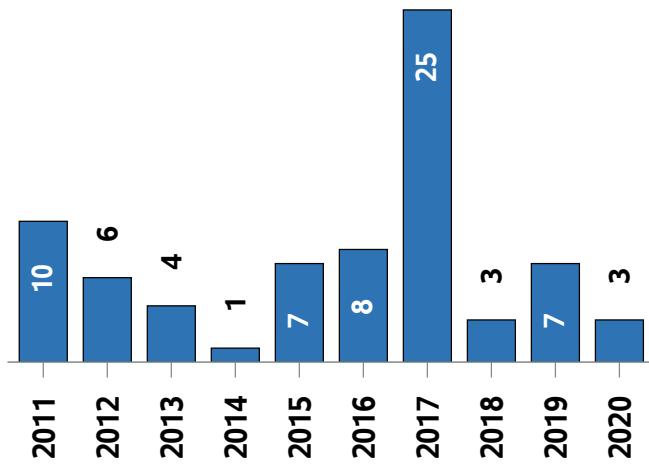


Average Price and Median Price

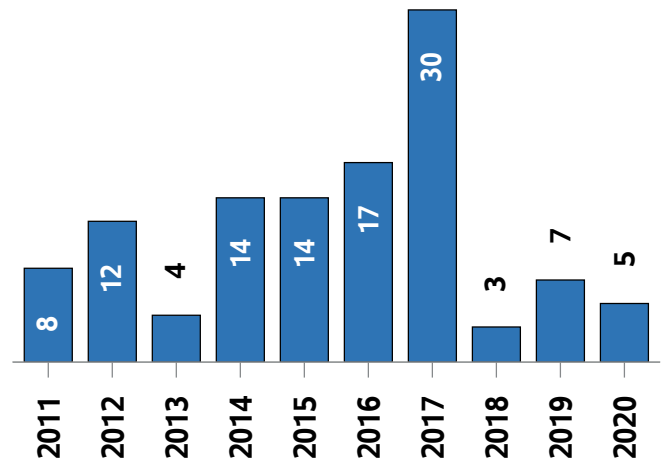


# Ingersoll MLS® Condo Market Activity

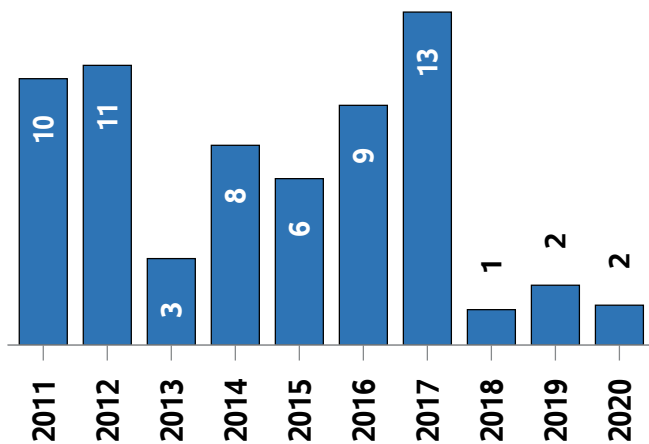
Sales Activity (April Year-to-date)



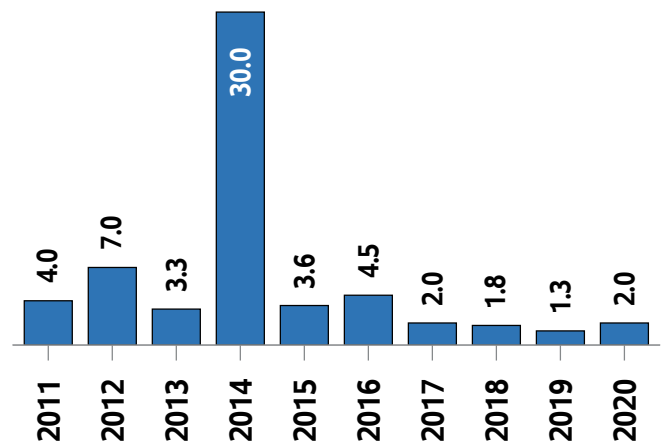
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Ingersoll MLS® Condo Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	0	-100.0	-100.0	-100.0	-100.0		-100.0
Dollar Volume	\$0	-100.0	-100.0	-100.0	-100.0		-100.0
New Listings	2	100.0	-33.3	0.0	-75.0	100.0	0.0
Active Listings	2	0.0	0.0	-83.3	-81.8	-33.3	-84.6
Sales to New Listings Ratio <sup>1</sup>	0.0	100.0	33.3	200.0	25.0		250.0
Months of Inventory <sup>2</sup>	0.0	2.0	2.0	3.0	5.5		2.6
Average Price	\$0	-100.0	-100.0	-100.0	-100.0		-100.0
Median Price	\$0	-100.0	-100.0	-100.0	-100.0		-100.0
Sales to List Price Ratio	0.0	100.0	101.5	107.8	98.6		99.0
Median Days on Market	0.0	31.0	8.0	51.0	49.0		63.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	3	-57.1	0.0	-88.0	-57.1	-25.0	-40.0
Dollar Volume	\$1,145,000	-49.9	50.9	-84.4	-21.4	97.8	19.9
New Listings	5	-28.6	66.7	-83.3	-64.3	25.0	-61.5
Active Listings <sup>3</sup>	2	-33.3	12.5	-88.0	-76.0	-53.8	-89.3
Sales to New Listings Ratio <sup>4</sup>	60.0	100.0	100.0	83.3	50.0	100.0	38.5
Months of Inventory <sup>5</sup>	2.0	1.3	1.8	2.0	3.6	3.3	11.2
Average Price	\$381,667	16.9	50.9	29.6	83.3	163.7	99.8
Median Price	\$385,000	13.6	22.2	27.8	90.7	155.0	121.9
Sales to List Price Ratio	100.6	101.2	98.4	110.2	105.4	94.5	99.0
Median Days on Market	21.0	27.0	38.0	27.0	71.0	114.0	63.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

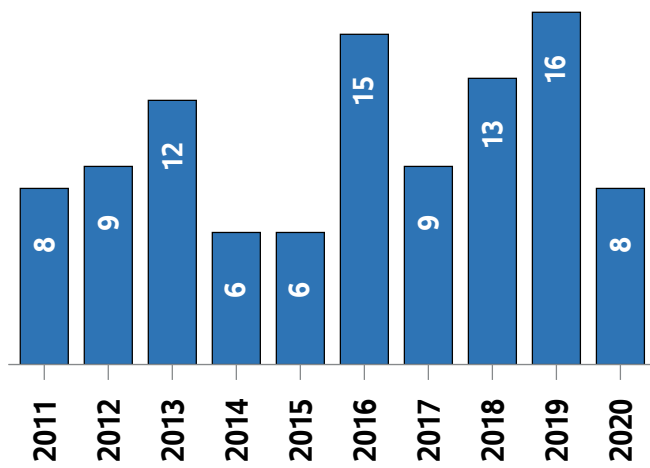
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

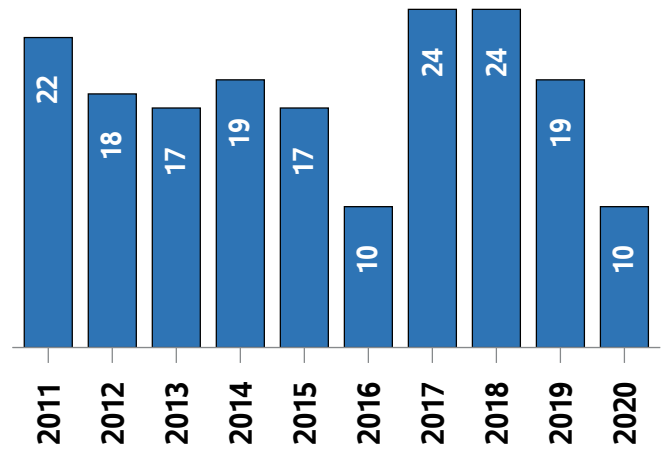
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Norwich Twp MLS® Residential Market Activity

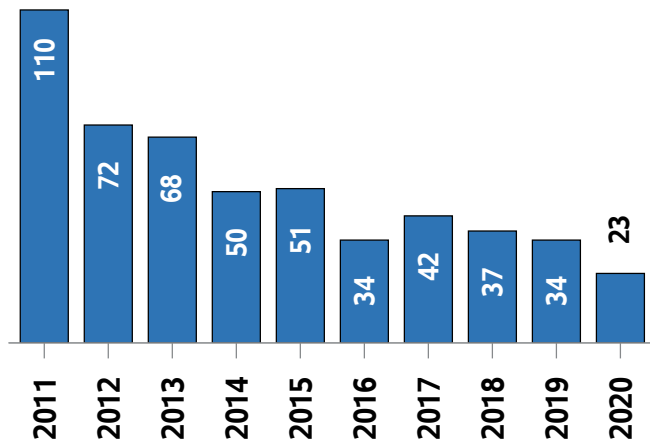
Sales Activity (April only)



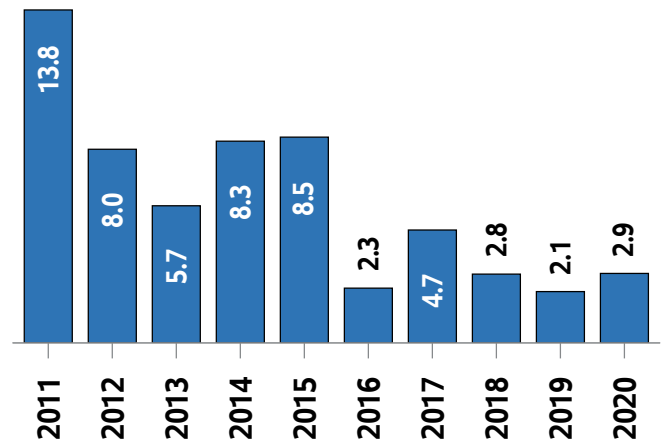
New Listings (April only)



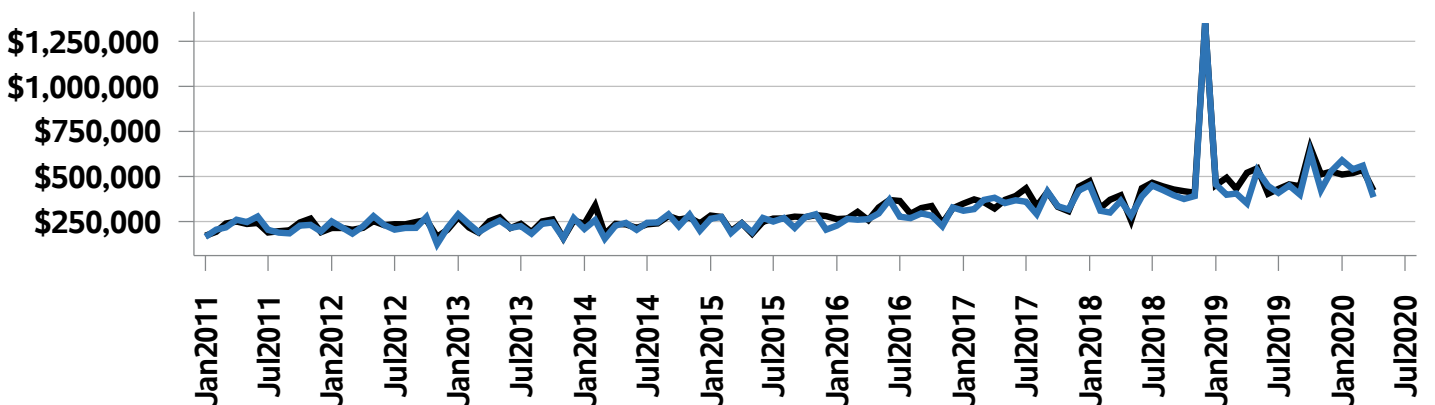
Active Listings (April only)



Months of Inventory (April only)

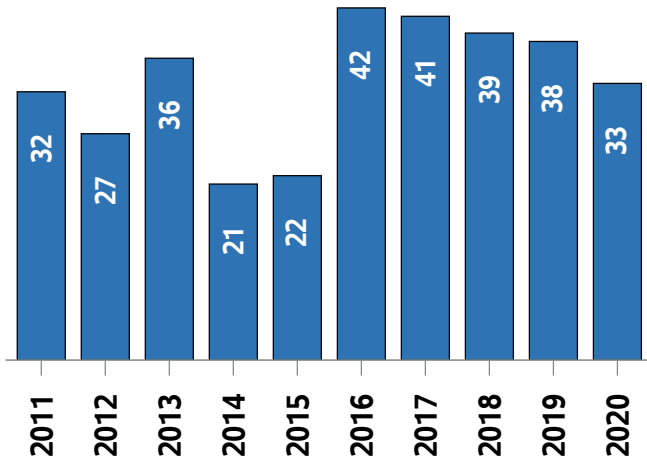


Average Price and Median Price

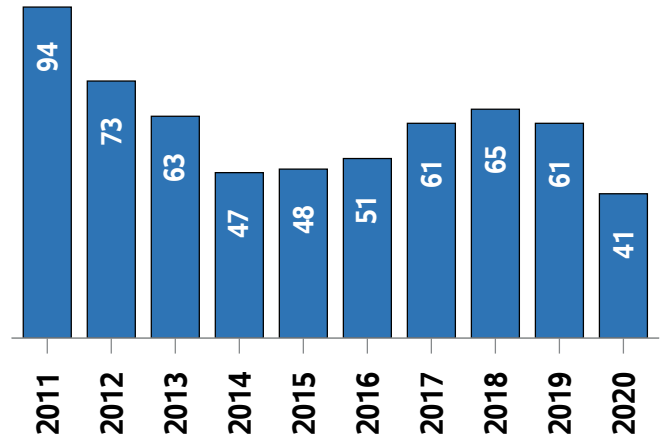


## Norwich Twp MLS® Residential Market Activity

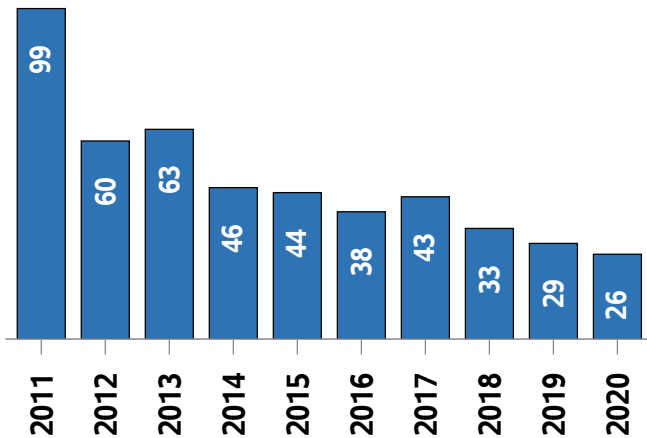
Sales Activity (April Year-to-date)



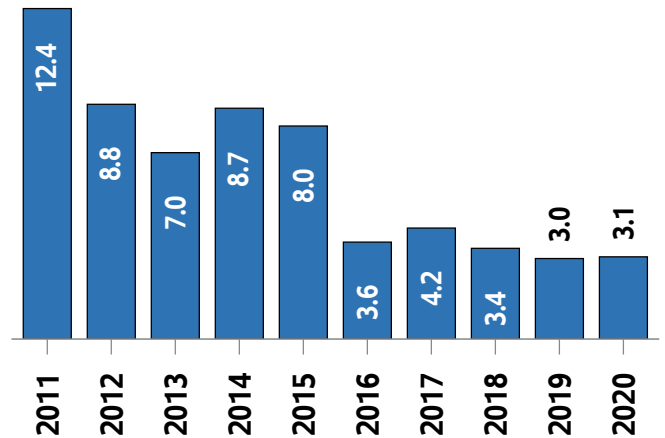
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Norwich Twp MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	8	-50.0	-38.5	-11.1	33.3	-33.3	-27.3
Dollar Volume	\$3,372,000	-59.5	-34.4	16.2	133.4	11.5	47.6
New Listings	10	-47.4	-58.3	-58.3	-41.2	-41.2	-54.5
Active Listings	23	-32.4	-37.8	-45.2	-54.9	-66.2	-79.8
Sales to New Listings Ratio <sup>1</sup>	80.0	84.2	54.2	37.5	35.3	70.6	50.0
Months of Inventory <sup>2</sup>	2.9	2.1	2.8	4.7	8.5	5.7	10.4
Average Price	\$421,500	-19.0	6.5	30.8	75.0	67.2	103.0
Median Price	\$385,500	9.8	5.6	0.9	60.6	69.6	53.0
Sales to List Price Ratio	96.5	98.4	99.4	101.0	96.9	96.1	94.1
Median Days on Market	25.0	22.0	23.0	37.0	24.5	54.0	51.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	33	-13.2	-15.4	-19.5	50.0	-8.3	-5.7
Dollar Volume	\$16,550,065	-10.8	9.7	14.6	196.8	97.6	110.9
New Listings	41	-32.8	-36.9	-32.8	-14.6	-34.9	-55.4
Active Listings <sup>3</sup>	26	-11.3	-23.3	-40.4	-42.0	-59.5	-76.9
Sales to New Listings Ratio <sup>4</sup>	80.5	62.3	60.0	67.2	45.8	57.1	38.0
Months of Inventory <sup>5</sup>	3.1	3.0	3.4	4.2	8.0	7.0	12.6
Average Price	\$501,517	2.7	29.7	42.4	97.9	115.6	123.7
Median Price	\$520,000	32.8	55.0	48.6	108.0	129.8	147.6
Sales to List Price Ratio	97.0	99.2	97.6	98.2	96.7	96.3	95.0
Median Days on Market	33.0	30.0	16.0	39.0	74.0	77.5	65.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

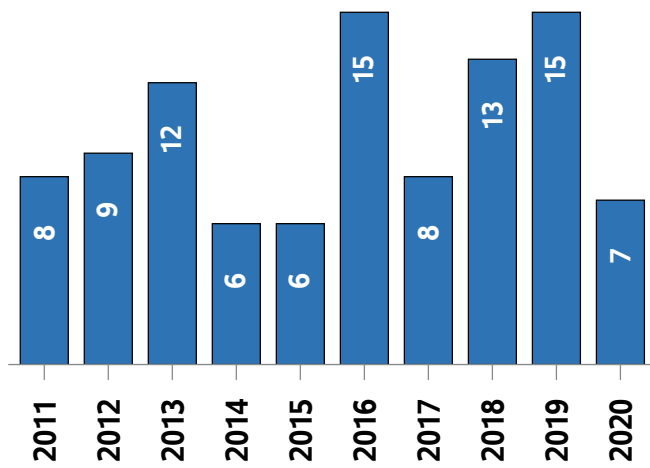
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

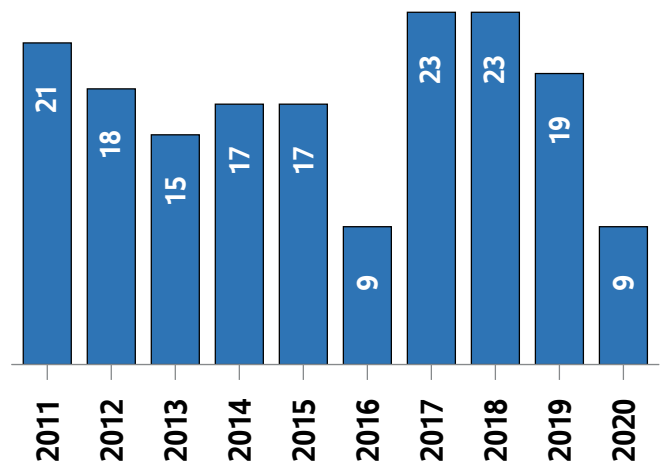


## Norwich Twp MLS® Single Detached Market Activity

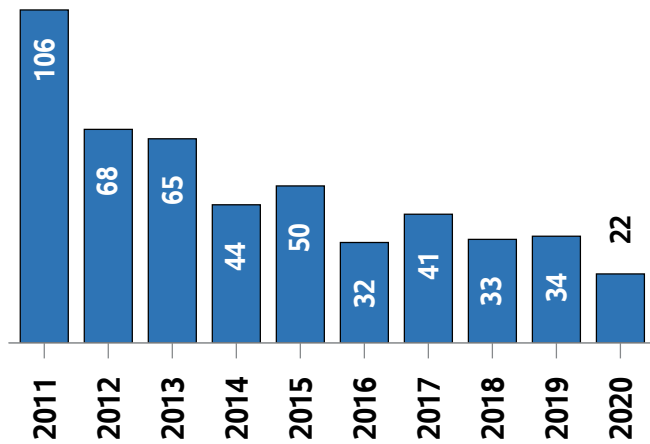
Sales Activity (April only)



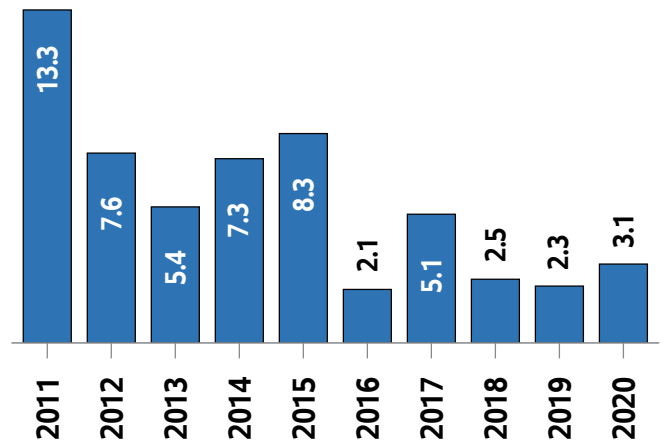
New Listings (April only)



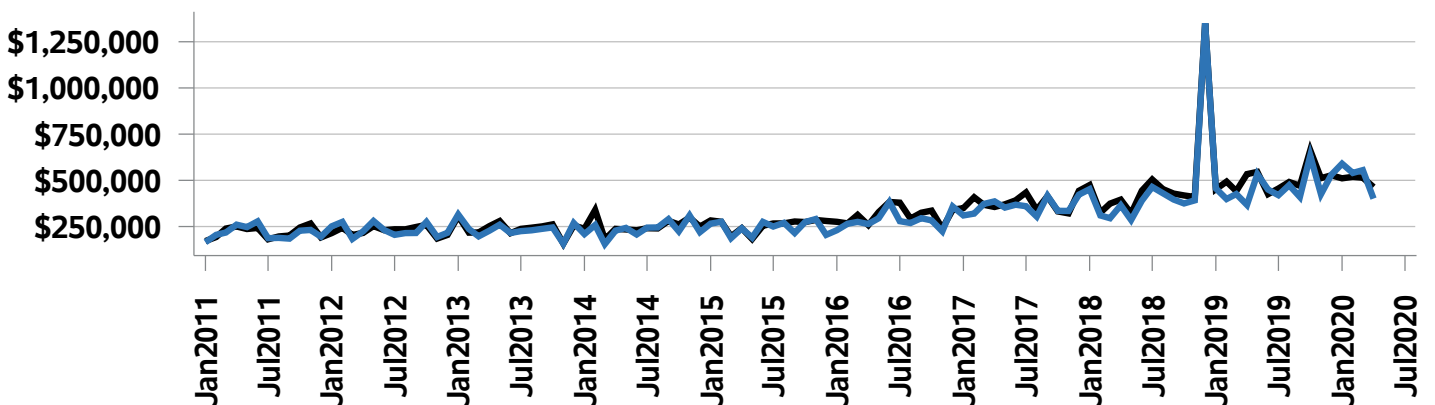
Active Listings (April only)



Months of Inventory (April only)

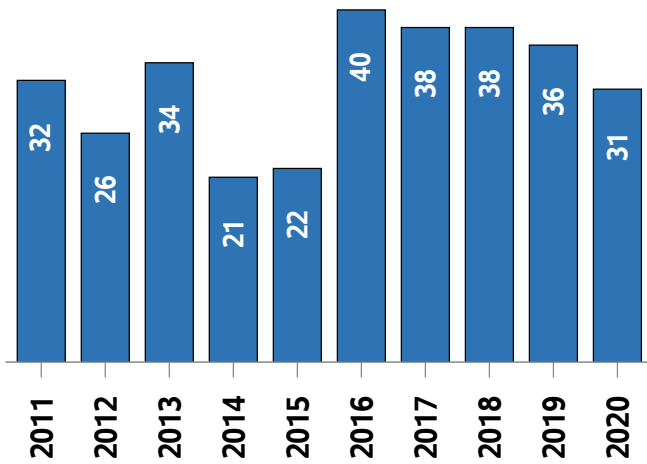


Average Price and Median Price

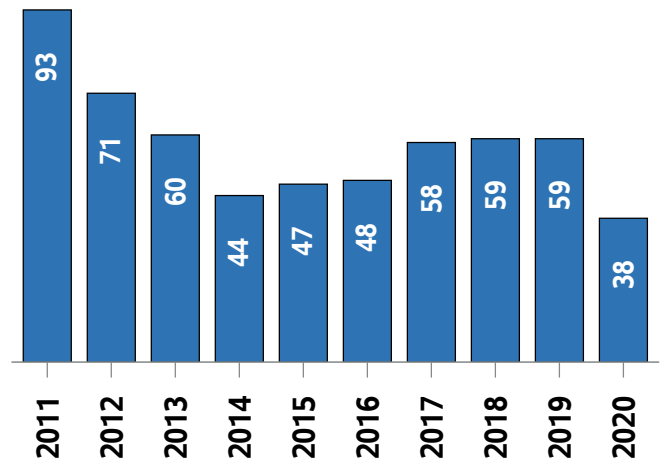


## Norwich Twp MLS® Single Detached Market Activity

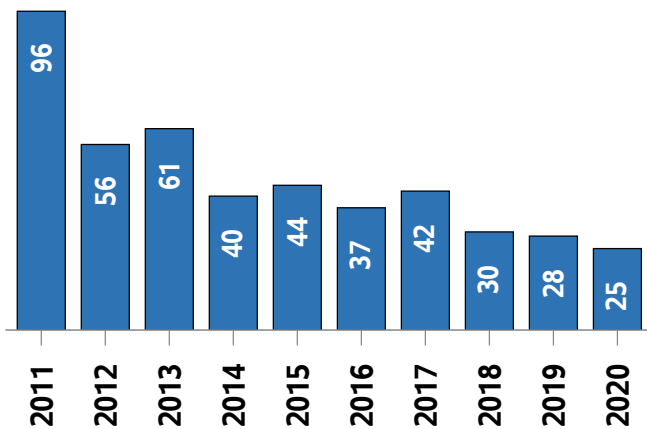
Sales Activity (April Year-to-date)



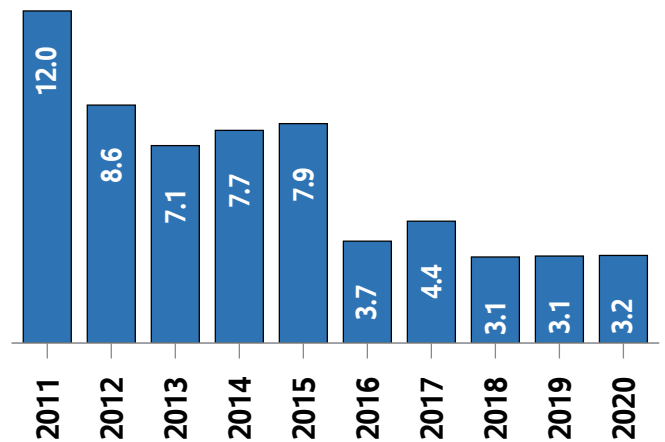
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Norwich Twp MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	7	-53.3	-46.2	-12.5	16.7	-41.7	-36.4
Dollar Volume	\$3,246,000	-59.4	-36.9	14.1	124.7	7.3	42.1
New Listings	9	-52.6	-60.9	-60.9	-47.1	-40.0	-59.1
Active Listings	22	-35.3	-33.3	-46.3	-56.0	-66.2	-79.8
Sales to New Listings Ratio <sup>1</sup>	77.8	78.9	56.5	34.8	35.3	80.0	50.0
Months of Inventory <sup>2</sup>	3.1	2.3	2.5	5.1	8.3	5.4	9.9
Average Price	\$463,714	-13.1	17.2	30.4	92.6	84.0	123.3
Median Price	\$401,000	9.3	9.9	3.9	67.1	76.5	59.1
Sales to List Price Ratio	96.2	97.7	99.4	101.2	96.9	96.1	94.1
Median Days on Market	25.0	23.0	23.0	45.0	24.5	54.0	51.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	31	-13.9	-18.4	-18.4	40.9	-8.8	-11.4
Dollar Volume	\$15,599,065	-12.6	5.7	10.5	179.8	91.2	98.8
New Listings	38	-35.6	-35.6	-34.5	-19.1	-36.7	-58.2
Active Listings <sup>3</sup>	25	-13.3	-16.9	-41.3	-43.7	-59.5	-76.8
Sales to New Listings Ratio <sup>4</sup>	81.6	61.0	64.4	65.5	46.8	56.7	38.5
Months of Inventory <sup>5</sup>	3.2	3.1	3.1	4.4	7.9	7.1	12.1
Average Price	\$503,196	1.5	29.6	35.5	98.6	109.7	124.5
Median Price	\$520,000	29.5	51.7	44.8	108.0	120.2	147.6
Sales to List Price Ratio	97.1	98.9	97.7	98.6	96.7	96.4	95.0
Median Days on Market	34.0	31.0	16.5	39.5	74.0	77.5	65.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

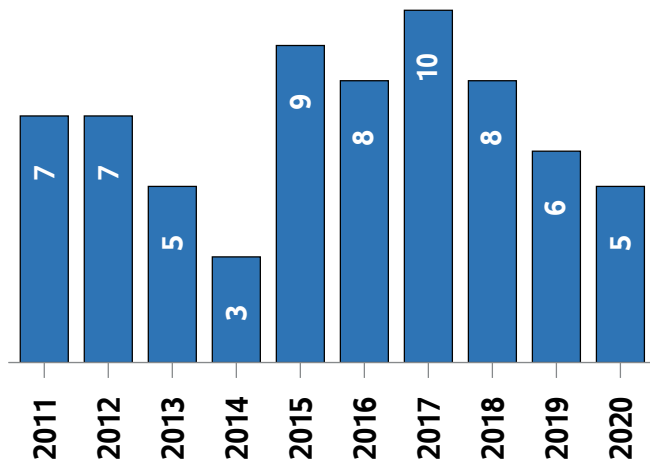
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

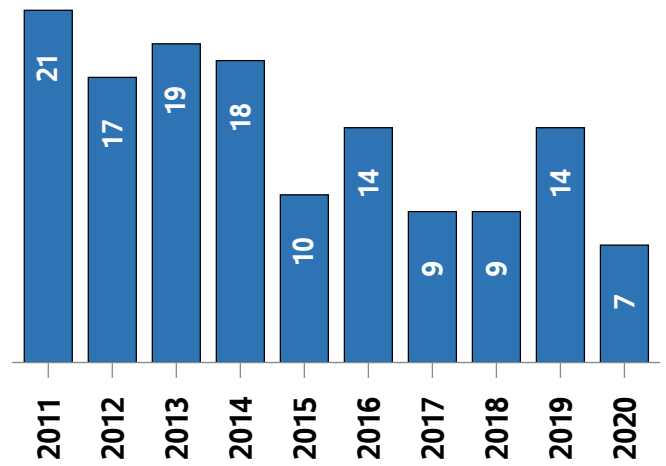
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## South-West Oxford Twp MLS® Residential Market Activity

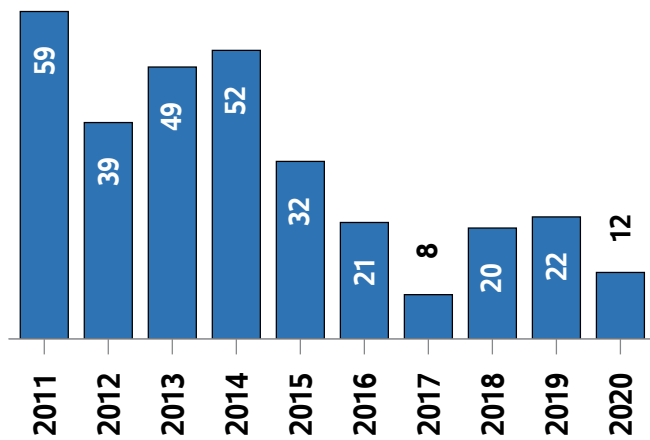
Sales Activity (April only)



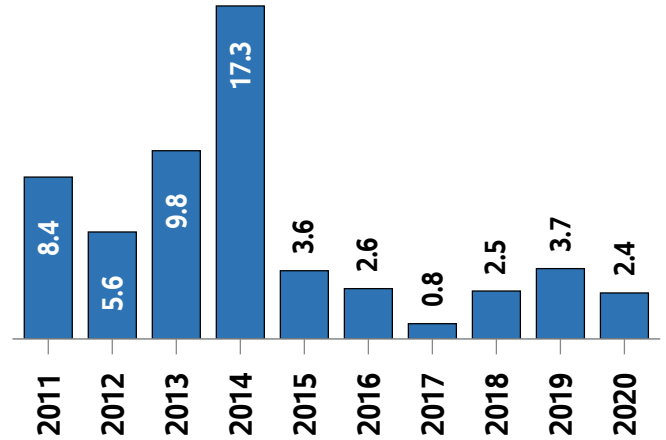
New Listings (April only)



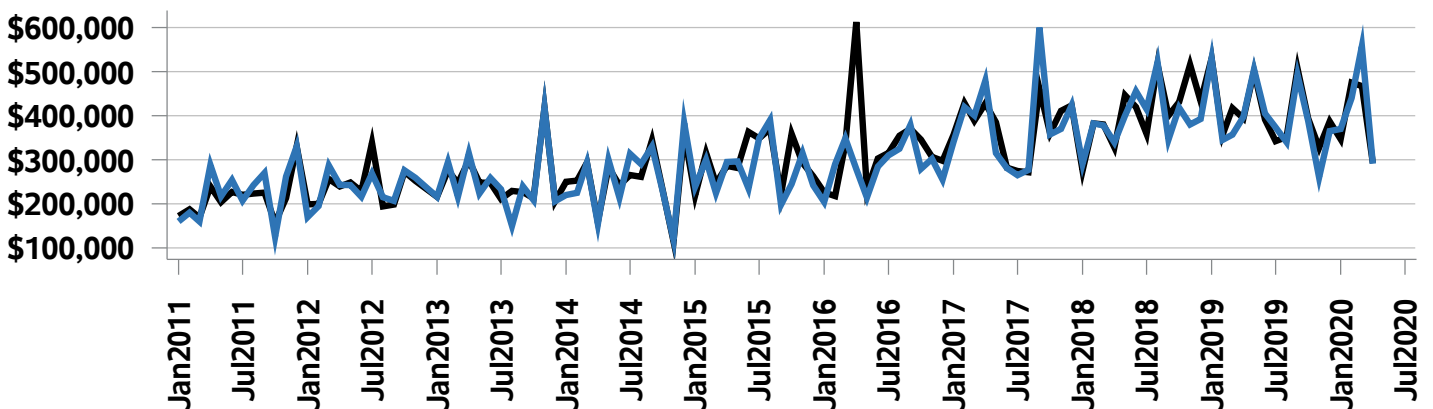
Active Listings (April only)



Months of Inventory (April only)

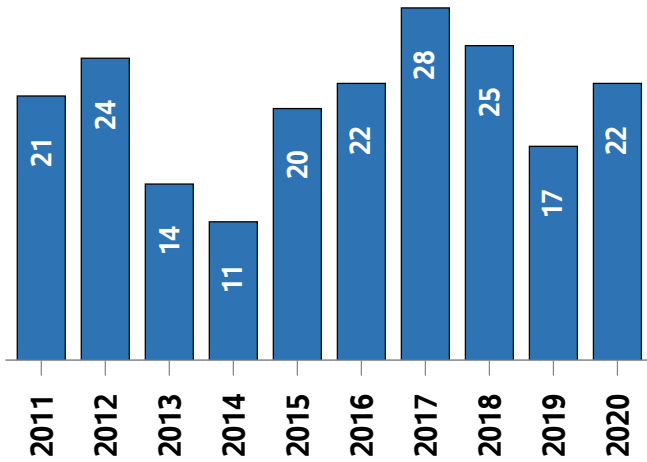


Average Price and Median Price

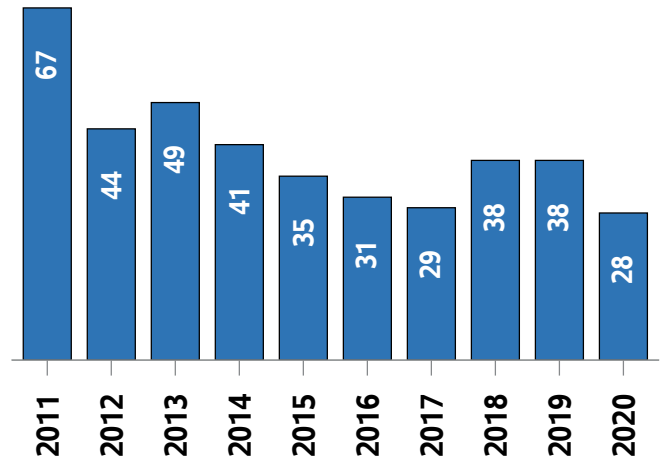


## South-West Oxford Twp MLS® Residential Market Activity

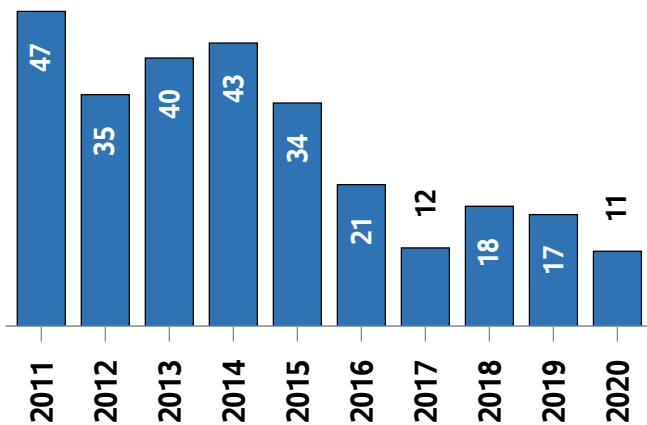
Sales Activity (April Year-to-date)



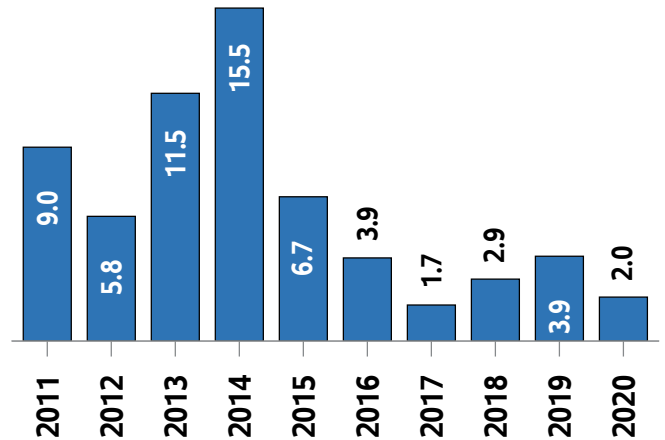
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## South-West Oxford Twp MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	5	-16.7	-37.5	-50.0	-44.4	0.0	-70.6
Dollar Volume	\$1,462,000	-38.2	-44.3	-65.8	-43.2	-2.0	-60.3
New Listings	7	-50.0	-22.2	-22.2	-30.0	-63.2	-68.2
Active Listings	12	-45.5	-40.0	50.0	-62.5	-75.5	-83.3
Sales to New Listings Ratio <sup>1</sup>	71.4	42.9	88.9	111.1	90.0	26.3	77.3
Months of Inventory <sup>2</sup>	2.4	3.7	2.5	0.8	3.6	9.8	4.2
Average Price	\$292,400	-25.8	-10.9	-31.6	2.2	-2.0	35.0
Median Price	\$291,000	-26.8	-14.3	-39.3	-1.4	-7.5	16.4
Sales to List Price Ratio	99.8	104.1	100.0	103.2	96.5	94.9	95.1
Median Days on Market	14.0	58.0	14.5	8.0	49.0	13.0	147.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	22	29.4	-12.0	-21.4	10.0	57.1	-31.3
Dollar Volume	\$8,584,450	23.8	1.4	-24.1	59.5	127.8	28.1
New Listings	28	-26.3	-26.3	-3.4	-20.0	-42.9	-61.6
Active Listings <sup>3</sup>	11	-32.8	-37.5	-4.3	-66.4	-72.0	-83.4
Sales to New Listings Ratio <sup>4</sup>	78.6	44.7	65.8	96.6	57.1	28.6	43.8
Months of Inventory <sup>5</sup>	2.0	3.9	2.9	1.7	6.7	11.5	8.5
Average Price	\$390,202	-4.4	15.2	-3.4	45.0	44.9	86.4
Median Price	\$380,000	2.7	26.7	-7.4	44.9	46.2	72.7
Sales to List Price Ratio	99.4	101.7	98.6	101.9	96.2	95.7	95.6
Median Days on Market	20.0	35.0	22.0	14.0	47.0	20.5	72.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

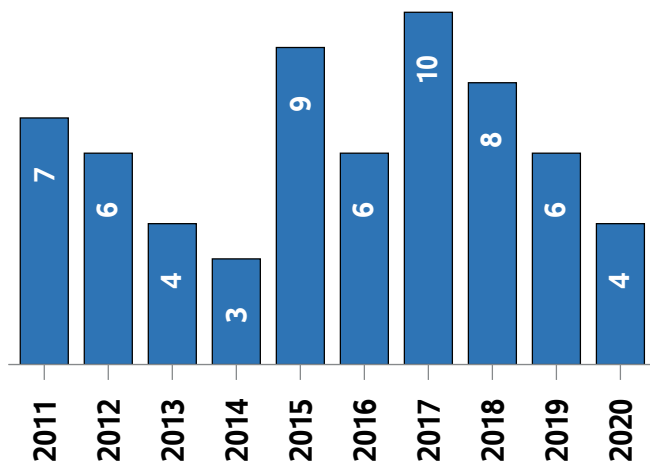
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

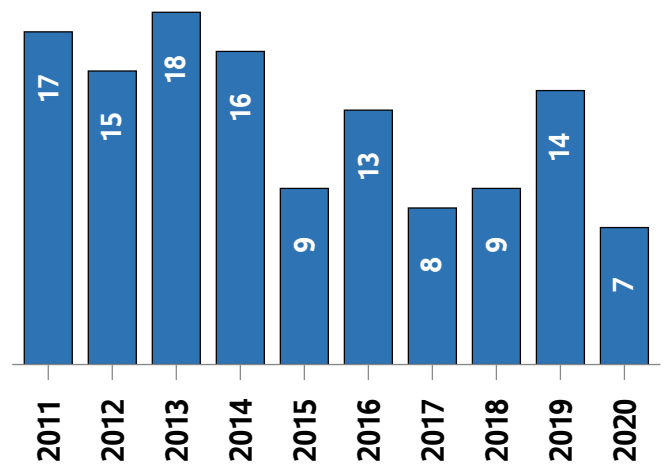
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## South-West Oxford Twp MLS® Single Detached Market Activity

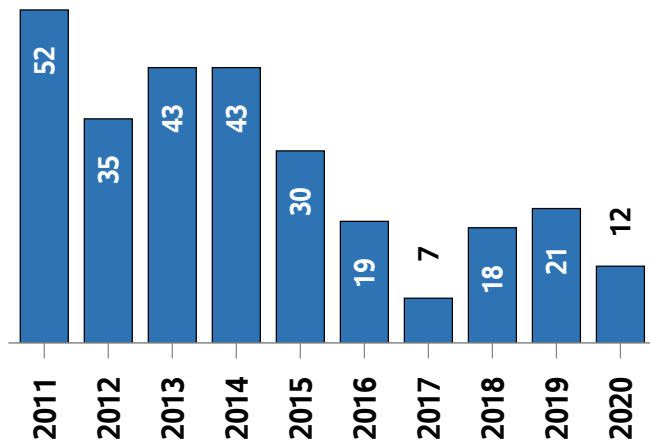
Sales Activity (April only)



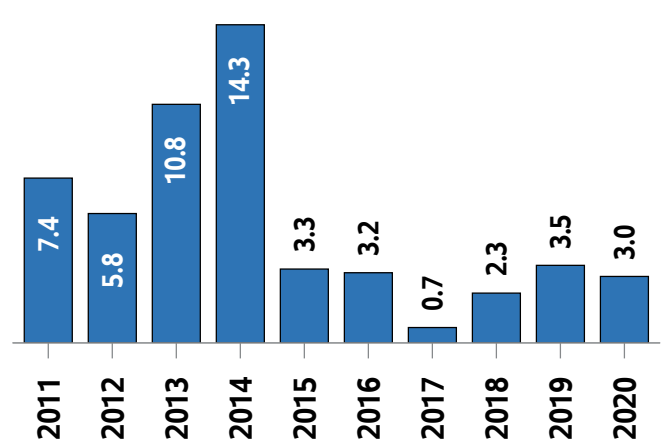
New Listings (April only)



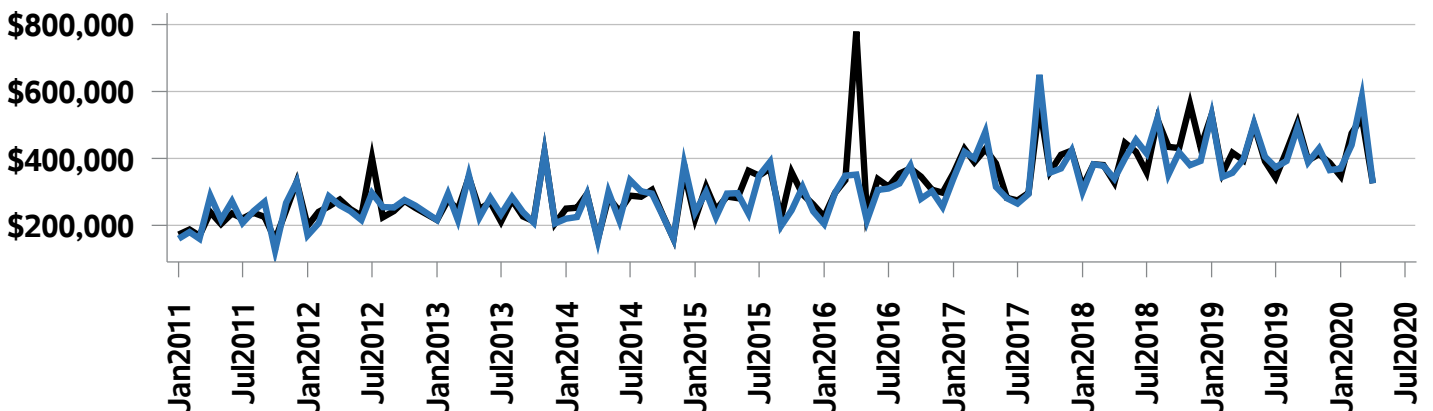
Active Listings (April only)



Months of Inventory (April only)

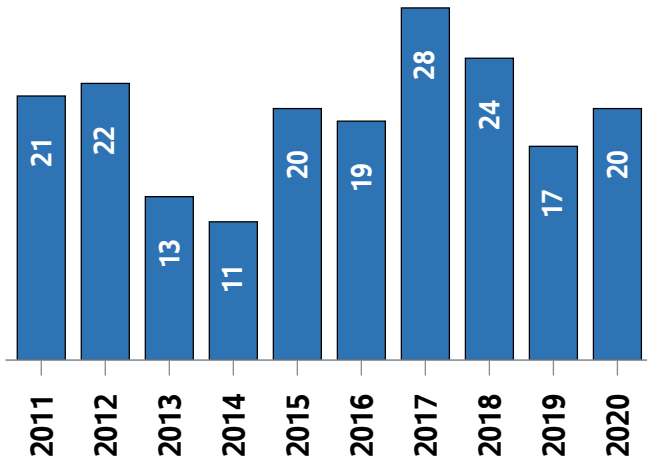


Average Price and Median Price

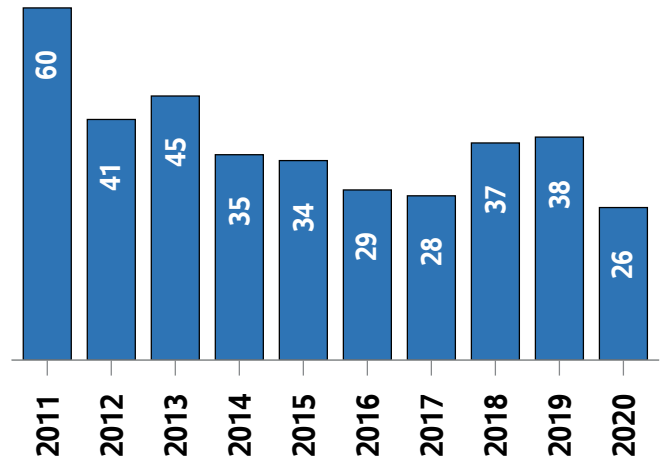


## South-West Oxford Twp MLS® Single Detached Market Activity

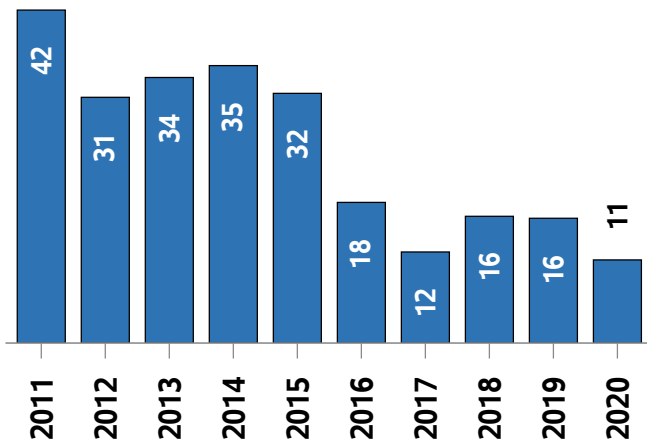
Sales Activity (April Year-to-date)



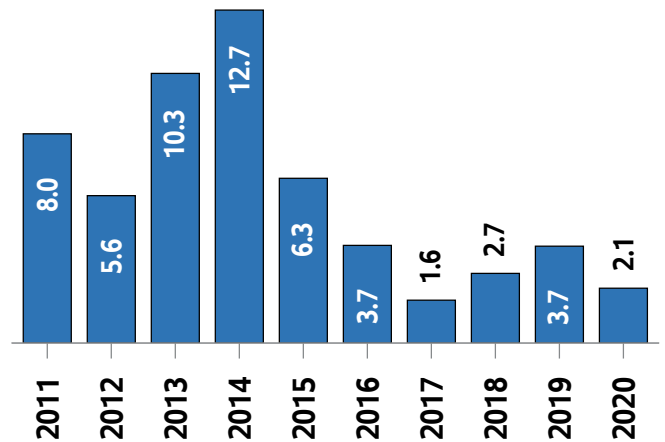
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month



## South-West Oxford Twp MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	4	-33.3	-50.0	-60.0	-55.6	0.0	-75.0
Dollar Volume	\$1,303,000	-44.9	-50.3	-69.5	-49.4	-5.2	-64.5
New Listings	7	-50.0	-22.2	-12.5	-22.2	-61.1	-66.7
Active Listings	12	-42.9	-33.3	71.4	-60.0	-72.1	-81.5
Sales to New Listings Ratio <sup>1</sup>	57.1	42.9	88.9	125.0	100.0	22.2	76.2
Months of Inventory <sup>2</sup>	3.0	3.5	2.3	0.7	3.3	10.8	4.1
Average Price	\$325,750	-17.4	-0.7	-23.9	13.9	-5.2	42.0
Median Price	\$325,500	-18.1	-4.1	-32.1	10.3	-6.9	30.2
Sales to List Price Ratio	99.7	104.1	100.0	103.2	96.5	95.3	95.2
Median Days on Market	24.0	58.0	14.5	8.0	49.0	15.0	153.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	20	17.6	-16.7	-28.6	0.0	53.8	-33.3
Dollar Volume	\$8,288,450	19.5	-1.3	-26.7	54.0	127.0	24.1
New Listings	26	-31.6	-29.7	-7.1	-23.5	-42.2	-60.6
Active Listings <sup>3</sup>	11	-33.3	-34.4	-8.7	-66.7	-68.7	-83.1
Sales to New Listings Ratio <sup>4</sup>	76.9	44.7	64.9	100.0	58.8	28.9	45.5
Months of Inventory <sup>5</sup>	2.1	3.7	2.7	1.6	6.3	10.3	8.3
Average Price	\$414,423	1.6	18.5	2.6	54.0	47.5	86.1
Median Price	\$388,500	5.0	13.8	-5.4	48.1	49.4	72.7
Sales to List Price Ratio	99.4	101.7	98.6	101.9	96.2	95.8	96.6
Median Days on Market	20.0	35.0	22.0	14.0	47.0	23.0	72.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

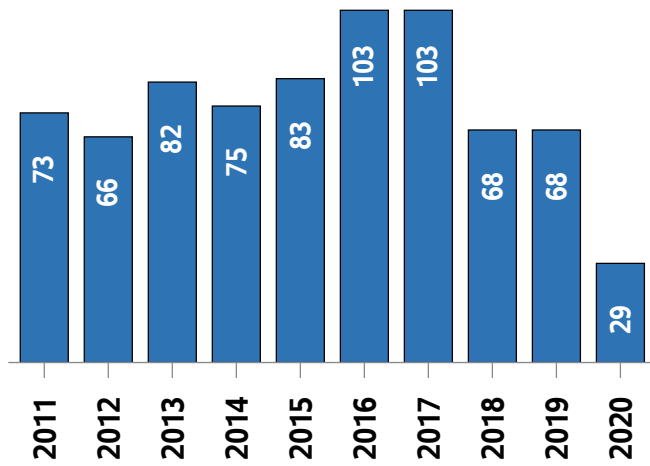
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

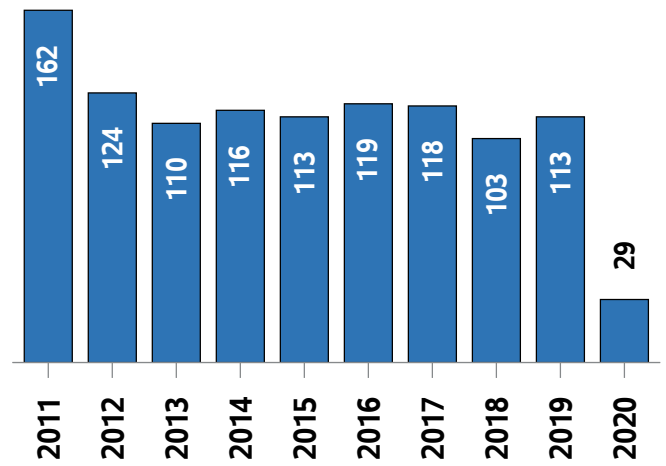
# Woodstock

## MLS® Residential Market Activity

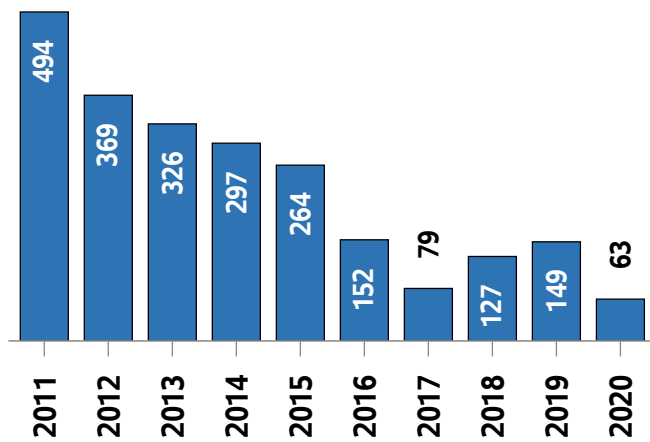
Sales Activity (April only)



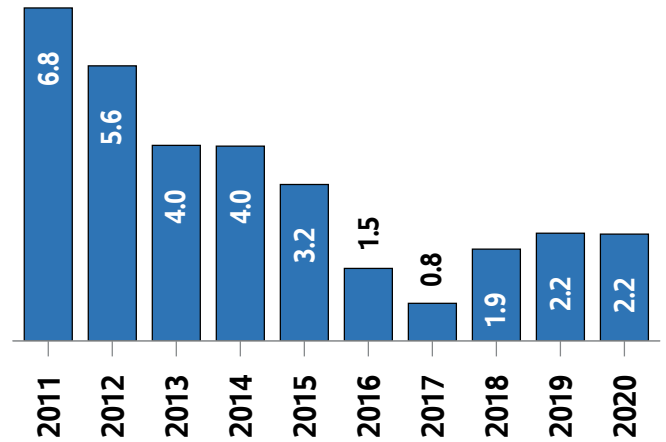
New Listings (April only)



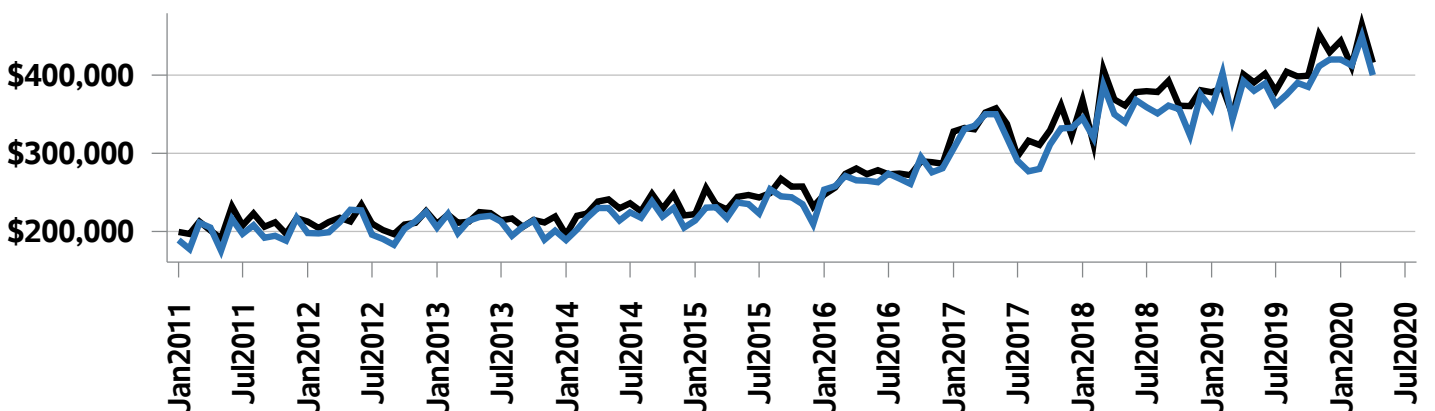
Active Listings (April only)



Months of Inventory (April only)



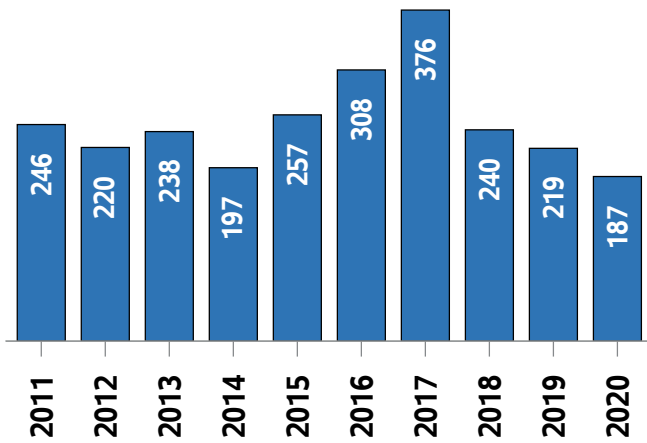
Average Price and Median Price



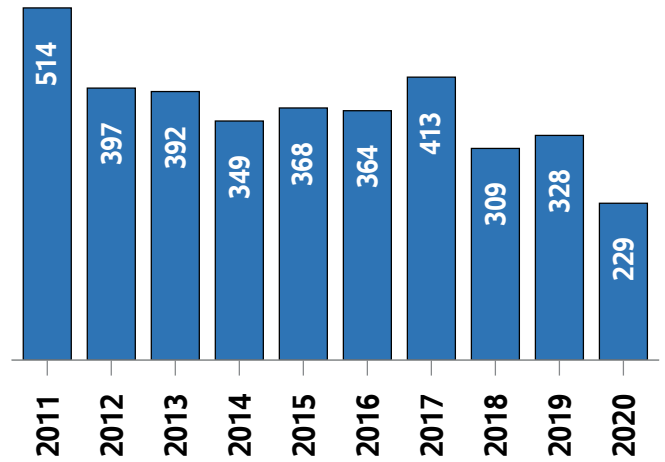
# Woodstock

## MLS® Residential Market Activity

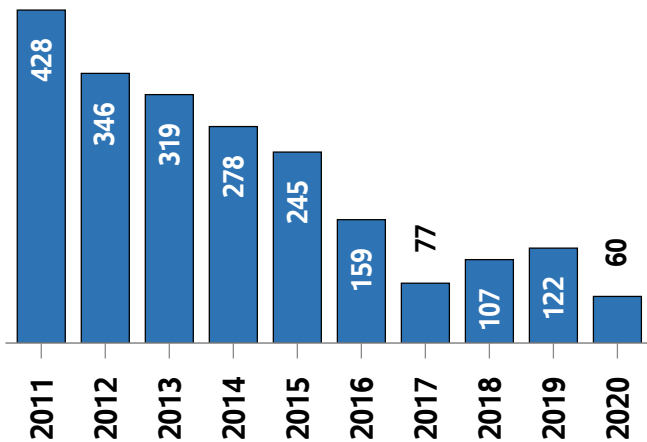
Sales Activity (April Year-to-date)



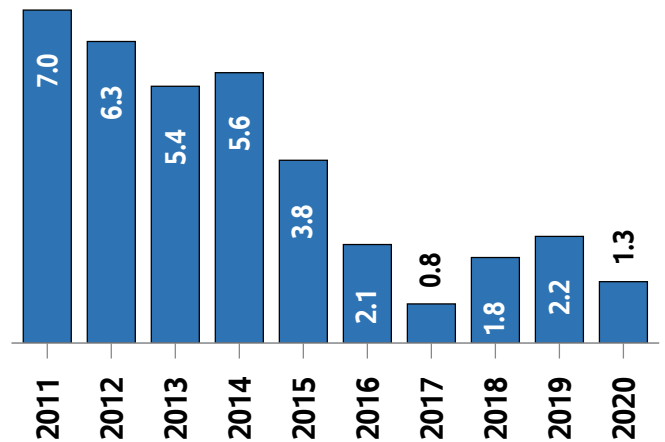
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Woodstock MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	29	-57.4	-57.4	-71.8	-65.1	-64.6	-67.0
Dollar Volume	\$12,059,590	-55.8	-51.9	-66.8	-36.3	-30.8	-38.3
New Listings	29	-74.3	-71.8	-75.4	-74.3	-73.6	-77.9
Active Listings	63	-57.7	-50.4	-20.3	-76.1	-80.7	-86.9
Sales to New Listings Ratio <sup>1</sup>	100.0	60.2	66.0	87.3	73.5	74.5	67.2
Months of Inventory <sup>2</sup>	2.2	2.2	1.9	0.8	3.2	4.0	5.5
Average Price	\$415,848	3.7	12.8	18.1	82.2	95.7	87.2
Median Price	\$400,000	1.9	14.3	14.3	84.3	87.1	91.4
Sales to List Price Ratio	99.3	100.4	101.0	104.2	98.6	98.0	97.2
Median Days on Market	26.0	17.0	13.5	9.0	30.0	48.0	48.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	187	-14.6	-22.1	-50.3	-27.2	-21.4	-22.4
Dollar Volume	\$81,438,165	-1.9	-8.3	-35.6	35.0	59.7	61.8
New Listings	229	-30.2	-25.9	-44.6	-37.8	-41.6	-53.4
Active Listings <sup>3</sup>	60	-50.8	-44.1	-22.1	-75.5	-81.2	-86.8
Sales to New Listings Ratio <sup>4</sup>	81.7	66.8	77.7	91.0	69.8	60.7	49.1
Months of Inventory <sup>5</sup>	1.3	2.2	1.8	0.8	3.8	5.4	7.6
Average Price	\$435,498	14.9	17.7	29.4	85.5	103.2	108.5
Median Price	\$425,000	18.5	21.4	27.1	93.2	102.4	117.9
Sales to List Price Ratio	101.6	99.9	100.0	102.1	97.5	97.5	97.0
Median Days on Market	15.0	20.0	15.0	12.0	46.0	45.5	55.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

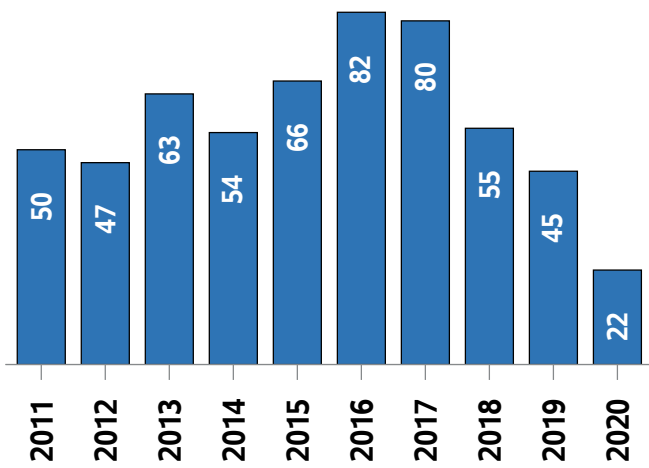
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

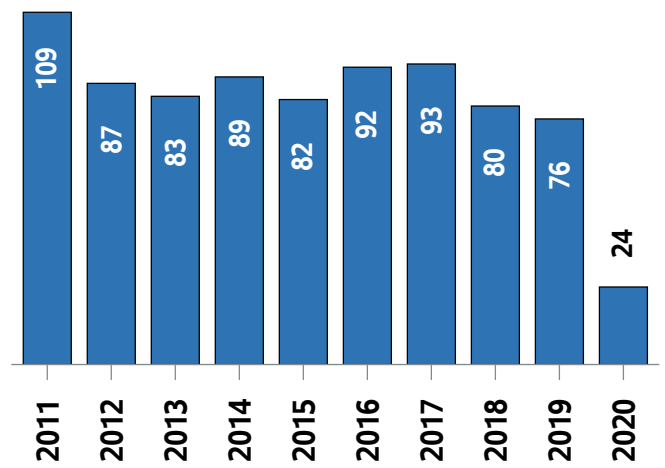
# Woodstock

## MLS® Single Detached Market Activity

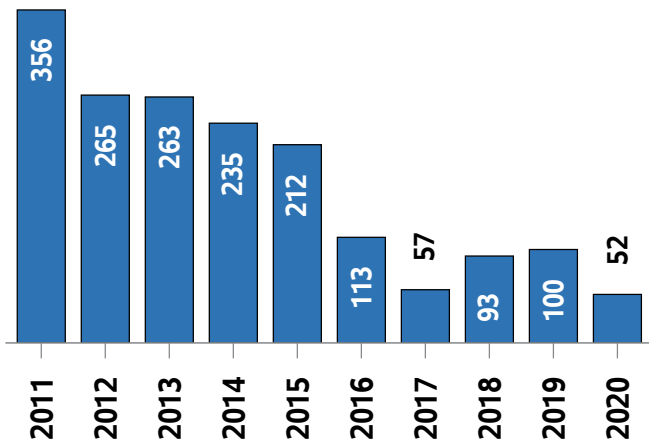
Sales Activity (April only)



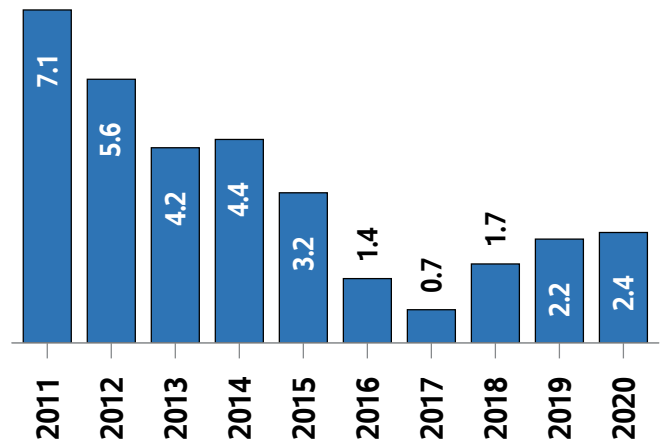
New Listings (April only)



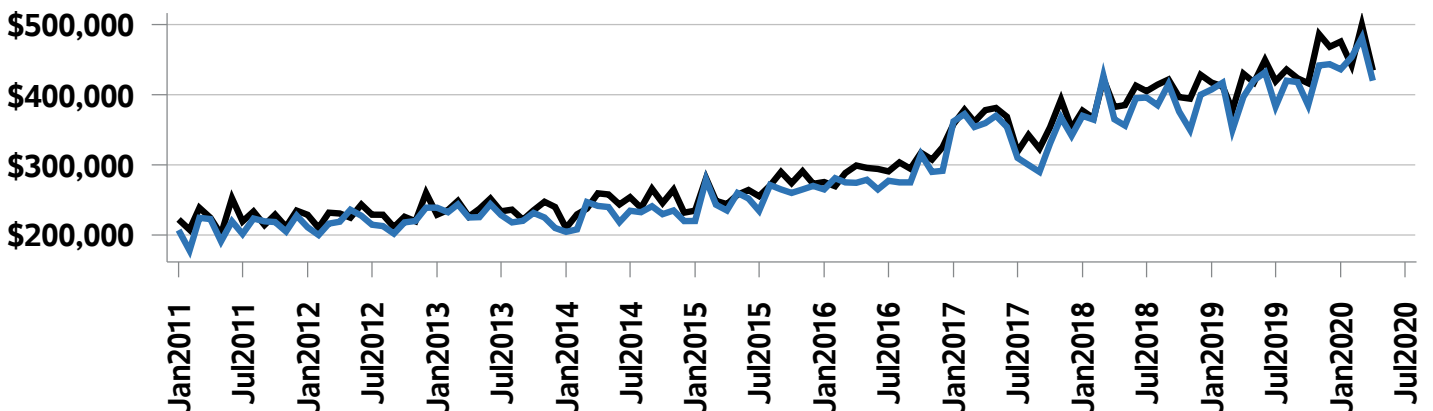
Active Listings (April only)



Months of Inventory (April only)

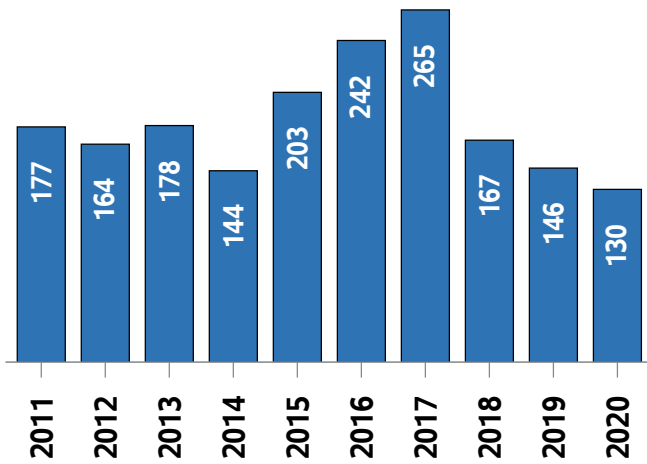


Average Price and Median Price

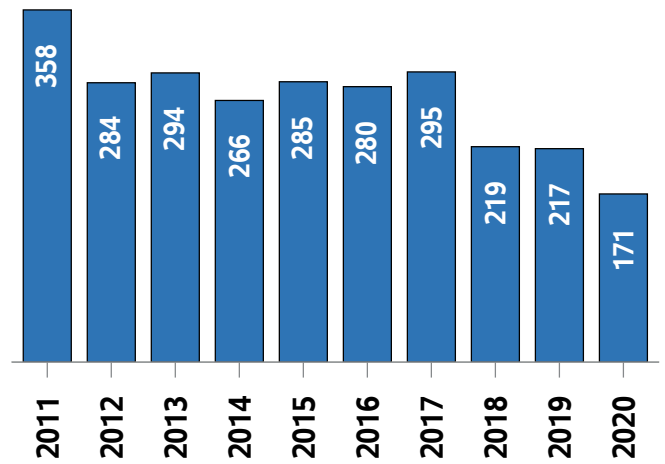


## Woodstock MLS® Single Detached Market Activity

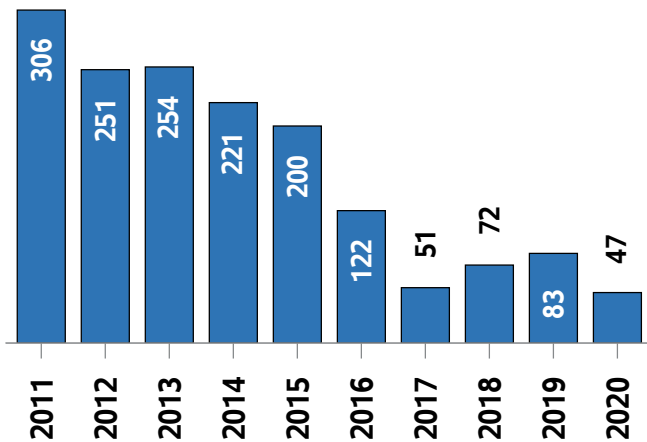
Sales Activity (April Year-to-date)



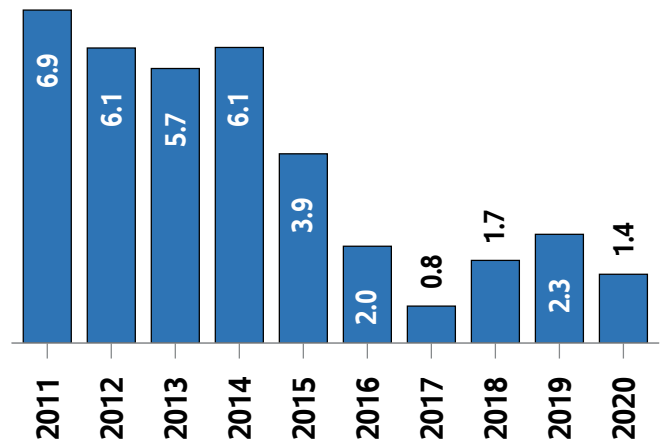
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Woodstock MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	22	-51.1	-60.0	-72.5	-66.7	-65.1	-66.7
Dollar Volume	\$9,558,800	-50.6	-54.6	-68.4	-40.6	-32.9	-39.5
New Listings	24	-68.4	-70.0	-74.2	-70.7	-71.1	-75.0
Active Listings	52	-48.0	-44.1	-8.8	-75.5	-80.2	-85.9
Sales to New Listings Ratio <sup>1</sup>	91.7	59.2	68.8	86.0	80.5	75.9	68.8
Months of Inventory <sup>2</sup>	2.4	2.2	1.7	0.7	3.2	4.2	5.6
Average Price	\$434,491	1.1	13.6	14.9	78.1	92.0	81.4
Median Price	\$420,000	5.8	15.1	16.8	78.7	86.7	87.4
Sales to List Price Ratio	98.9	99.7	100.5	105.1	98.9	97.9	97.4
Median Days on Market	26.5	16.0	14.0	8.0	36.0	49.0	48.5

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	130	-11.0	-22.2	-50.9	-36.0	-27.0	-31.9
Dollar Volume	\$60,624,053	1.5	-7.4	-38.1	18.9	45.6	42.4
New Listings	171	-21.2	-21.9	-42.0	-40.0	-41.8	-55.7
Active Listings <sup>3</sup>	47	-43.6	-35.2	-8.8	-76.7	-81.7	-86.7
Sales to New Listings Ratio <sup>4</sup>	76.0	67.3	76.3	89.8	71.2	60.5	49.5
Months of Inventory <sup>5</sup>	1.4	2.3	1.7	0.8	3.9	5.7	7.3
Average Price	\$466,339	14.0	19.0	26.2	85.7	99.3	109.3
Median Price	\$450,000	14.9	17.8	25.0	87.6	96.1	116.3
Sales to List Price Ratio	100.7	99.8	100.0	102.4	97.8	97.8	97.1
Median Days on Market	14.5	22.5	15.0	11.0	49.0	49.0	54.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

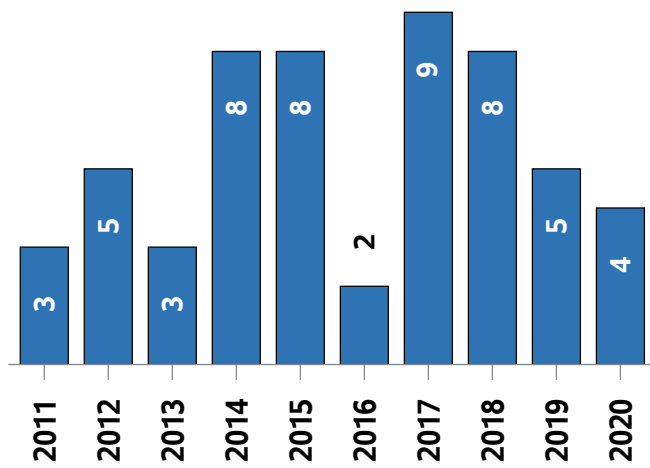
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

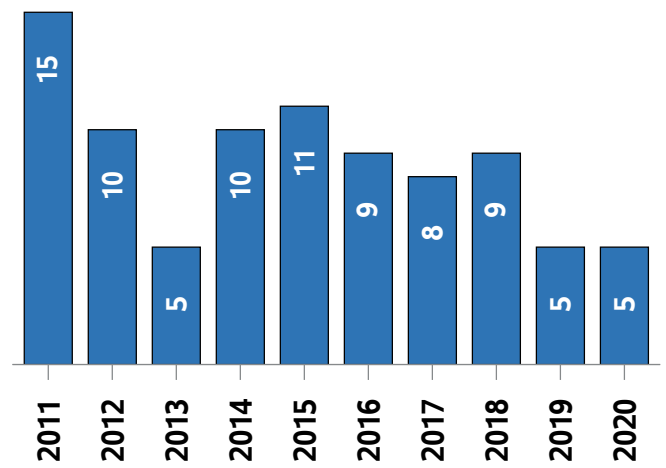
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## Zorra Twp MLS® Residential Market Activity

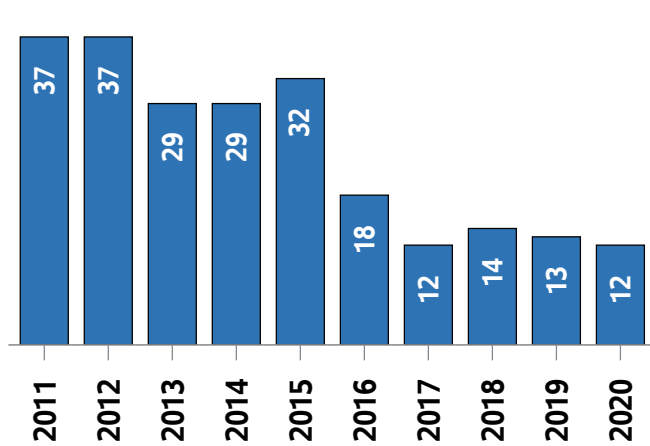
Sales Activity (April only)



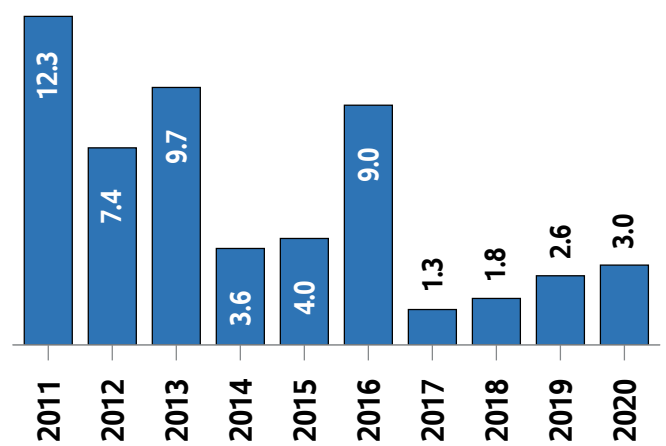
New Listings (April only)



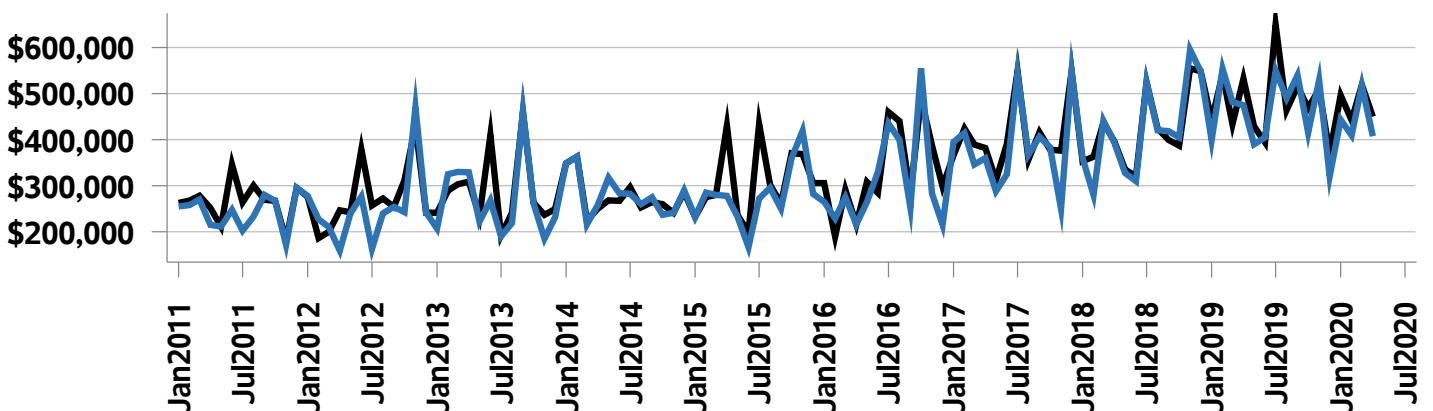
Active Listings (April only)



Months of Inventory (April only)



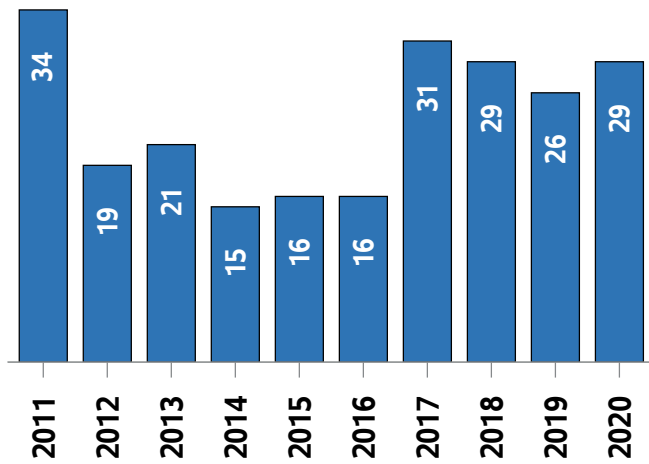
Average Price and Median Price



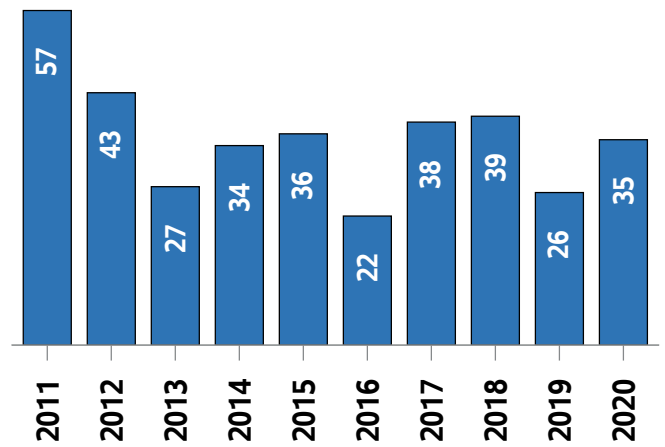


## Zorra Twp MLS® Residential Market Activity

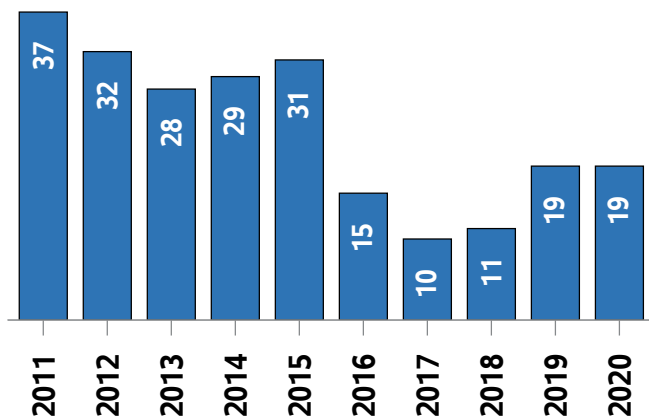
Sales Activity (April Year-to-date)



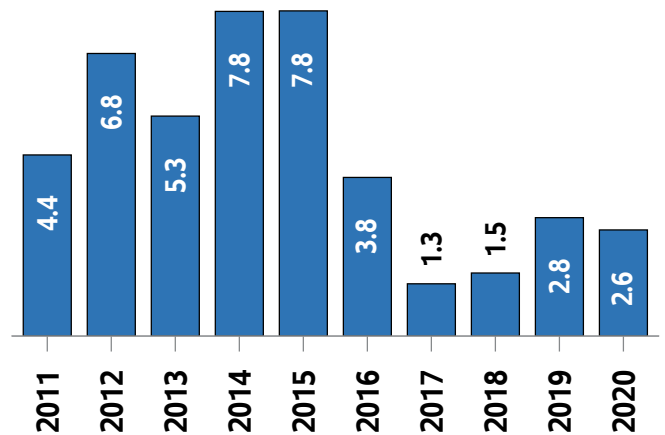
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Zorra Twp MLS® Residential Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	4	-20.0	-50.0	-55.6	-50.0	33.3	-60.0
Dollar Volume	\$1,799,400	-32.4	-43.2	-47.6	-47.7	94.2	-29.2
New Listings	5	0.0	-44.4	-37.5	-54.5	0.0	-61.5
Active Listings	12	-7.7	-14.3	0.0	-62.5	-58.6	-75.0
Sales to New Listings Ratio <sup>1</sup>	80.0	100.0	88.9	112.5	72.7	60.0	76.9
Months of Inventory <sup>2</sup>	3.0	2.6	1.8	1.3	4.0	9.7	4.8
Average Price	\$449,850	-15.5	13.7	17.8	4.6	45.7	77.0
Median Price	\$407,450	-14.2	3.6	13.2	46.6	23.8	84.8
Sales to List Price Ratio	101.3	98.2	104.5	102.7	94.6	98.0	99.8
Median Days on Market	34.0	36.0	14.0	14.0	29.0	35.0	86.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	29	11.5	0.0	-6.5	81.3	38.1	-17.1
Dollar Volume	\$14,000,726	12.2	21.2	16.2	151.7	133.0	52.0
New Listings	35	34.6	-10.3	-7.9	-2.8	29.6	-41.7
Active Listings <sup>3</sup>	19	0.0	68.2	89.7	-40.8	-33.3	-60.0
Sales to New Listings Ratio <sup>4</sup>	82.9	100.0	74.4	81.6	44.4	77.8	58.3
Months of Inventory <sup>5</sup>	2.6	2.8	1.5	1.3	7.8	5.3	5.3
Average Price	\$482,784	0.6	21.2	24.2	38.9	68.7	83.5
Median Price	\$490,000	4.7	23.6	32.4	81.5	50.8	78.2
Sales to List Price Ratio	100.5	99.2	104.7	101.8	96.3	97.1	97.8
Median Days on Market	36.0	45.0	14.0	14.0	51.0	57.0	70.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

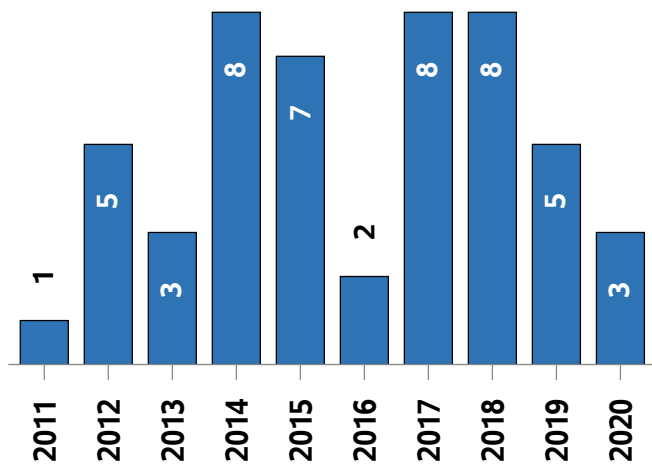
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

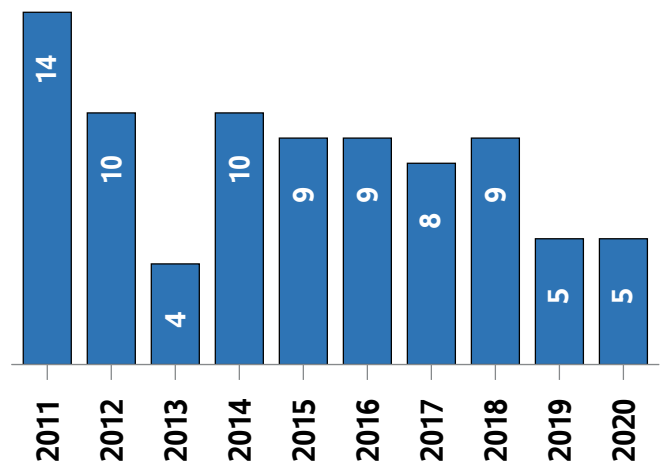
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## Zorra Twp MLS® Single Detached Market Activity

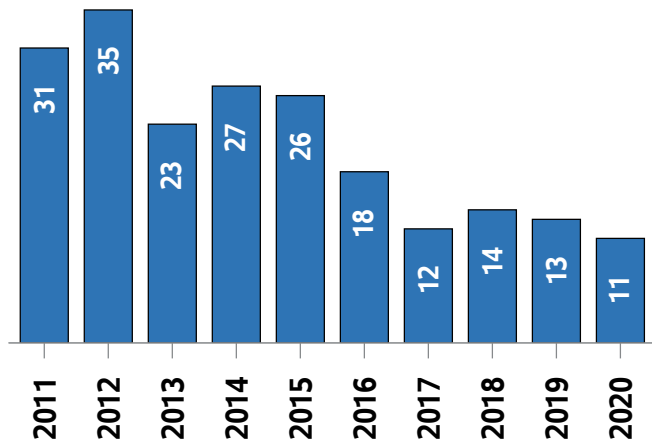
Sales Activity (April only)



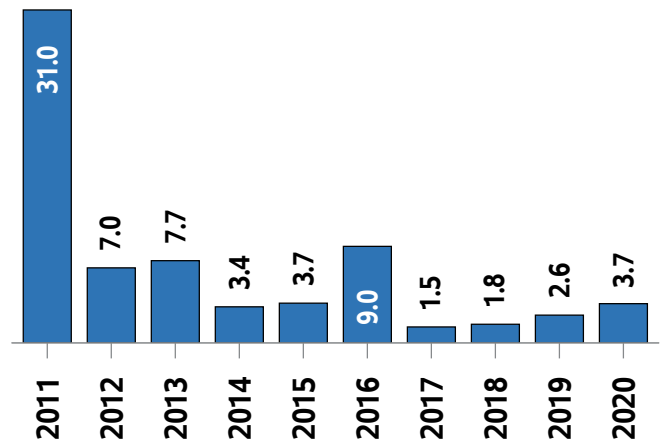
New Listings (April only)



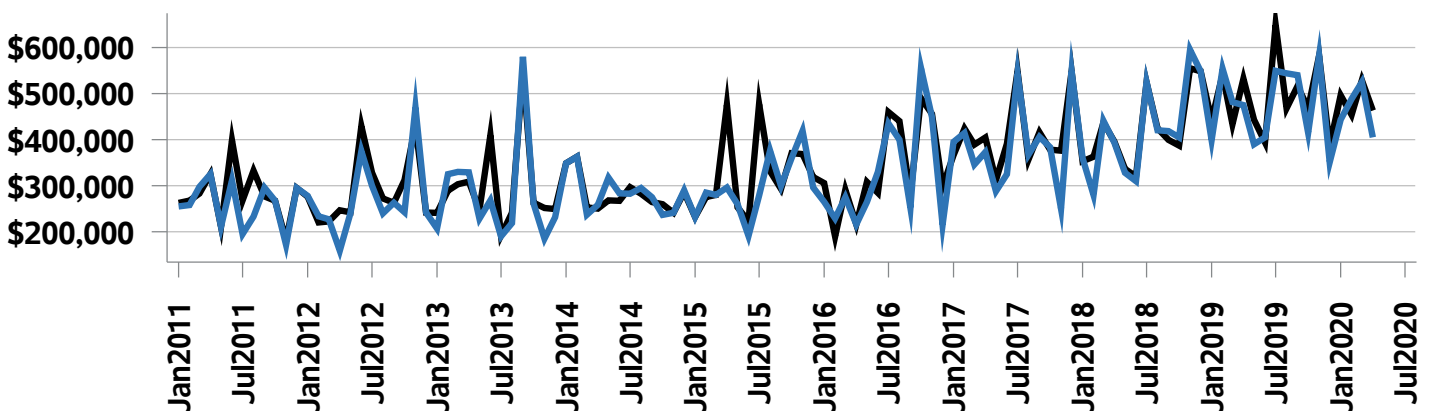
Active Listings (April only)



Months of Inventory (April only)

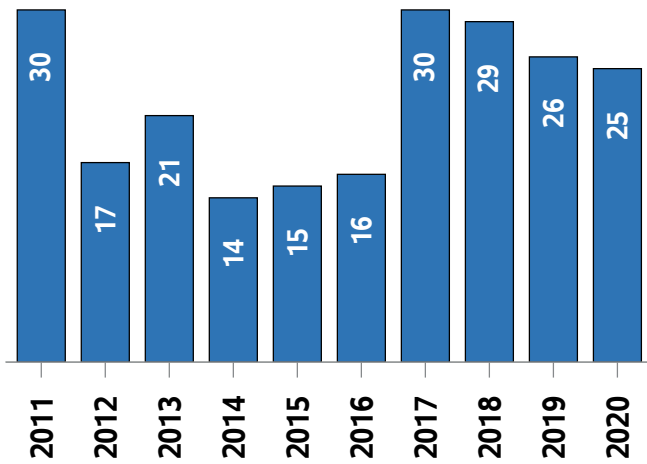


Average Price and Median Price

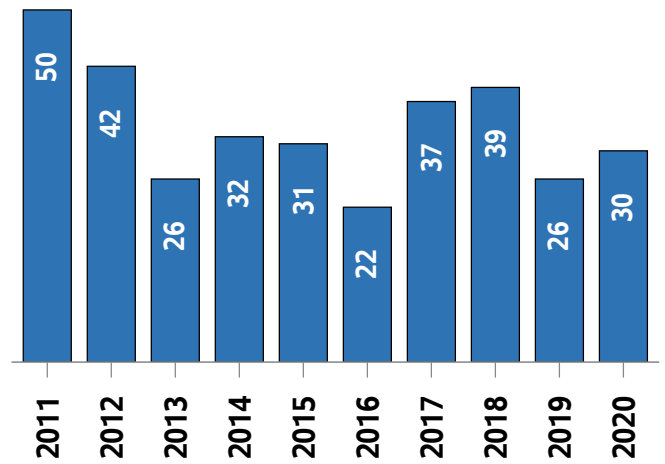


## Zorra Twp MLS® Single Detached Market Activity

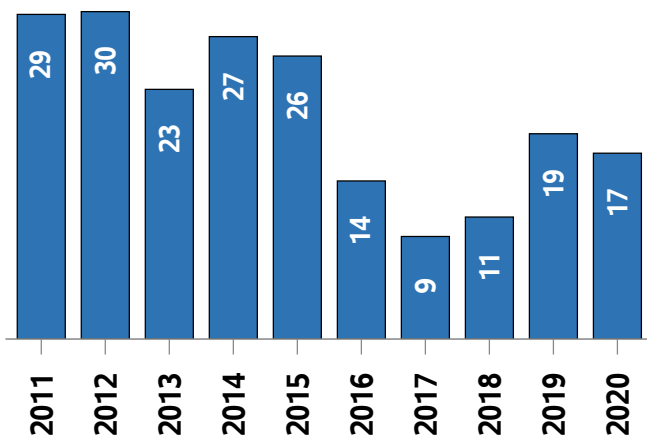
Sales Activity (April Year-to-date)



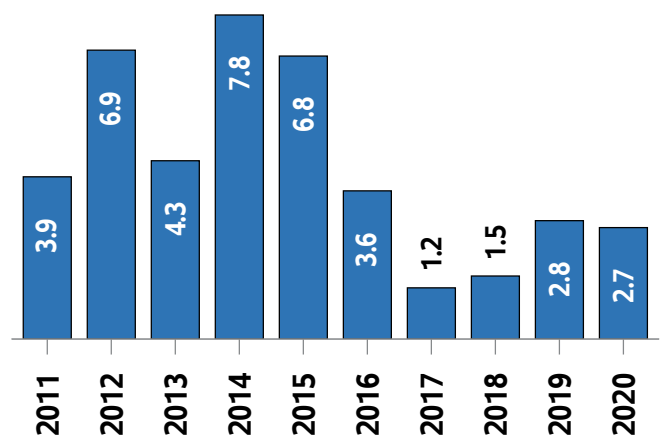
New Listings (April Year-to-date)



Active Listings <sup>1</sup> (April Year-to-date)



Months of Inventory <sup>2</sup> (April Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## Zorra Twp MLS® Single Detached Market Activity

Actual	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	3	-40.0	-62.5	-62.5	-57.1	0.0	-70.0
Dollar Volume	\$1,389,500	-47.8	-56.1	-57.1	-58.3	50.0	-45.3
New Listings	5	0.0	-44.4	-37.5	-44.4	25.0	-50.0
Active Listings	11	-15.4	-21.4	-8.3	-57.7	-52.2	-73.8
Sales to New Listings Ratio <sup>1</sup>	60.0	100.0	88.9	100.0	77.8	75.0	100.0
Months of Inventory <sup>2</sup>	3.7	2.6	1.8	1.5	3.7	7.7	4.2
Average Price	\$463,167	-13.0	17.0	14.5	-2.7	50.0	82.2
Median Price	\$405,000	-14.7	2.9	8.6	36.8	23.1	83.7
Sales to List Price Ratio	102.5	98.2	104.5	103.0	94.4	98.0	99.8
Median Days on Market	32.0	36.0	14.0	14.0	21.0	35.0	86.0

Year-to-date	April 2020	Compared to <sup>6</sup>					
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	25	-3.8	-13.8	-16.7	66.7	19.0	-28.6
Dollar Volume	\$12,347,530	-1.1	6.9	4.2	126.5	105.5	34.1
New Listings	30	15.4	-23.1	-18.9	-3.2	15.4	-44.4
Active Listings <sup>3</sup>	17	-9.5	52.3	81.1	-34.3	-25.6	-60.4
Sales to New Listings Ratio <sup>4</sup>	83.3	100.0	74.4	81.1	48.4	80.8	64.8
Months of Inventory <sup>5</sup>	2.7	2.8	1.5	1.2	6.8	4.3	4.8
Average Price	\$493,901	2.9	24.0	25.1	35.9	72.6	87.7
Median Price	\$503,605	7.6	27.0	33.2	79.9	55.0	83.1
Sales to List Price Ratio	100.5	99.2	104.7	101.8	96.3	97.1	97.8
Median Days on Market	33.0	45.0	14.0	13.5	43.0	57.0	70.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.