



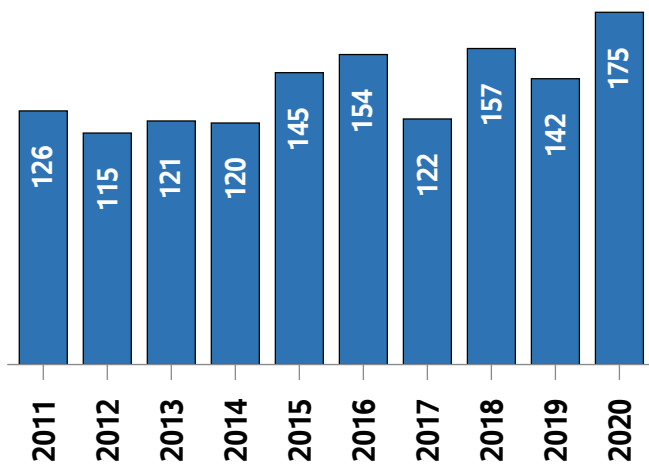
Woodstock-Ingersoll Residential Market Activity Report August 2020



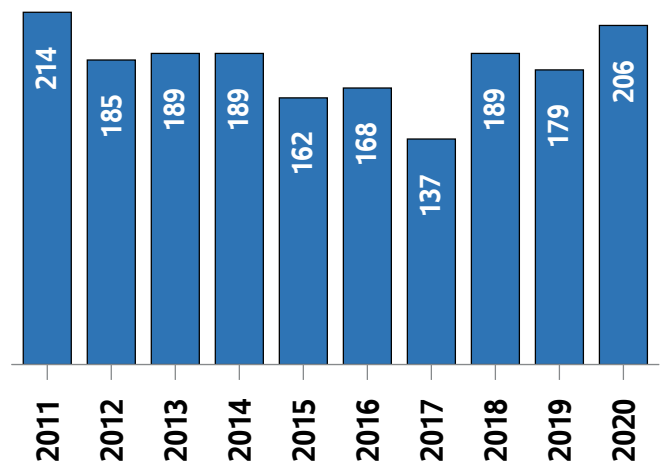
Prepared for the Woodstock-Ingersoll & District Real Estate Board by the Canadian Real Estate Association

Woodstock-Ingersoll MLS® Residential Market Activity

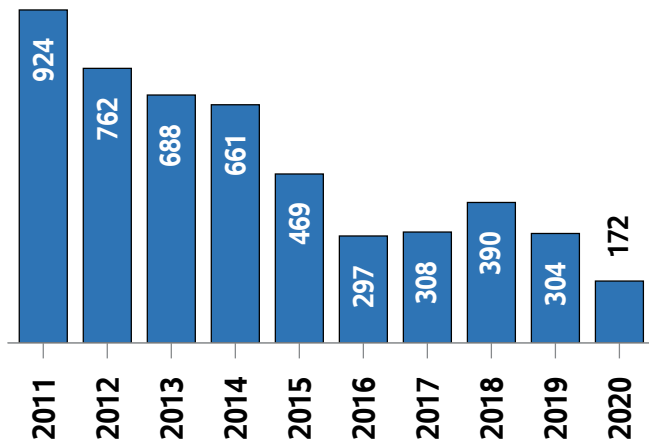
Sales Activity (August only)



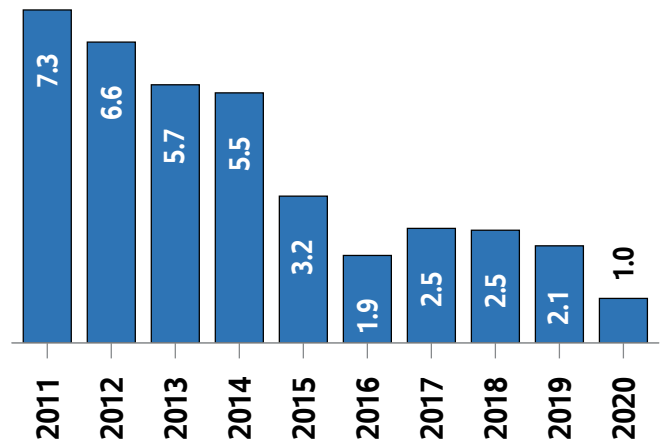
New Listings (August only)



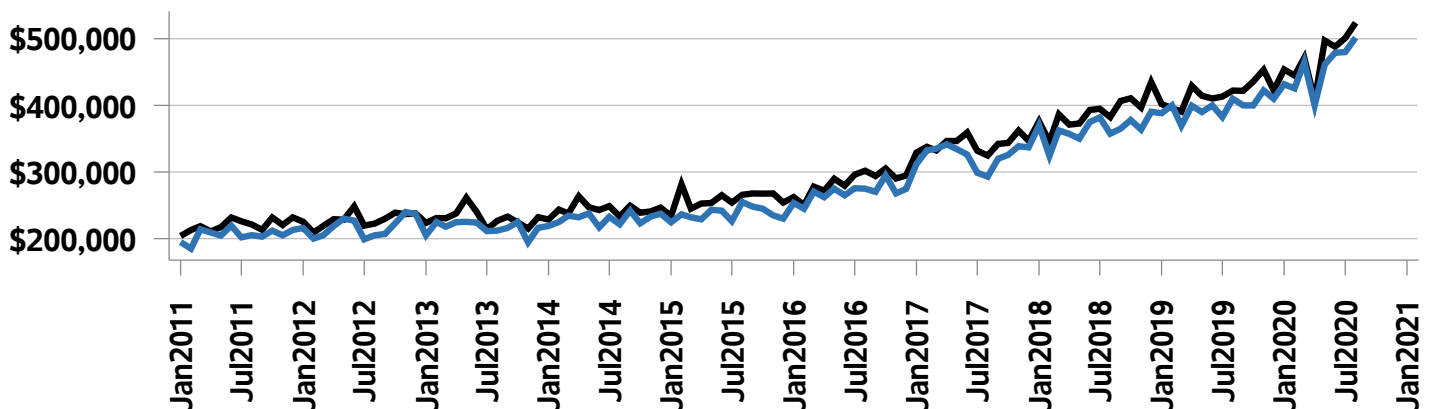
Active Listings (August only)



Months of Inventory (August only)

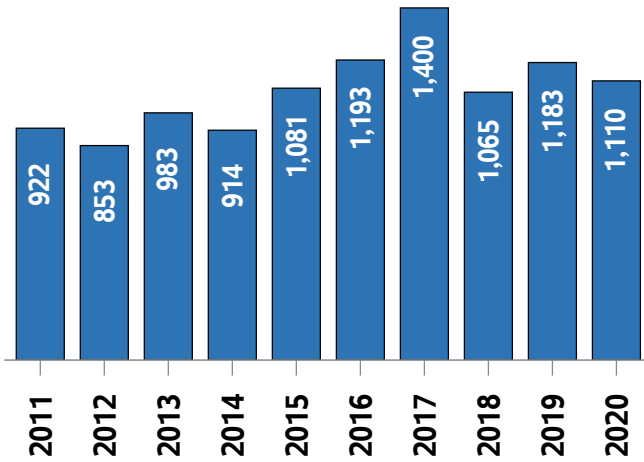


Average Price and Median Price

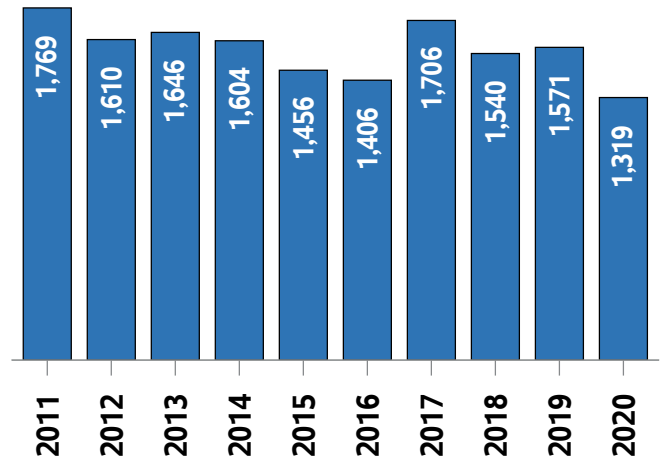


Woodstock-Ingersoll MLS® Residential Market Activity

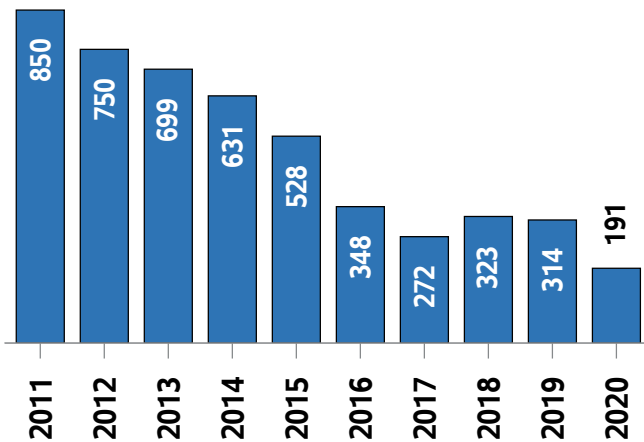
Sales Activity (August Year-to-date)



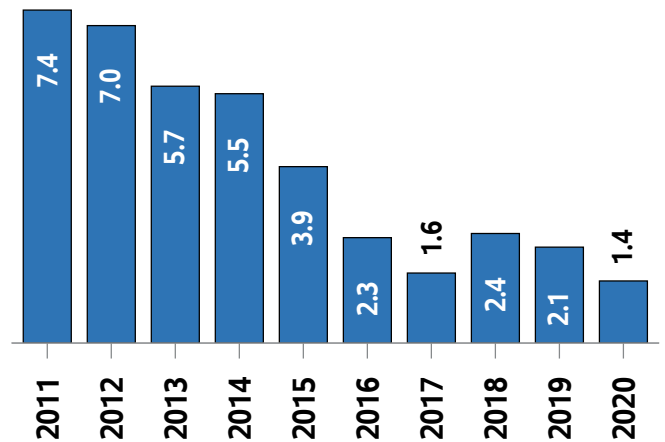
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

Woodstock-Ingersoll MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 175 | 23.2 | 11.5 | 43.4 | 20.7 | 44.6 | 92.3 |
| Dollar Volume | \$91,709,130 | 53.0 | 52.8 | 131.5 | 138.0 | 234.4 | 362.6 |
| New Listings | 206 | 15.1 | 9.0 | 50.4 | 27.2 | 9.0 | 6.7 |
| Active Listings | 172 | -43.4 | -55.9 | -44.2 | -63.3 | -75.0 | -81.4 |
| Sales to New Listings Ratio ¹ | 85.0 | 79.3 | 83.1 | 89.1 | 89.5 | 64.0 | 47.2 |
| Months of Inventory ² | 1.0 | 2.1 | 2.5 | 2.5 | 3.2 | 5.7 | 10.2 |
| Average Price | \$524,052 | 24.1 | 37.1 | 61.4 | 97.2 | 131.2 | 140.6 |
| Median Price | \$501,617 | 22.3 | 40.3 | 71.2 | 96.7 | 136.6 | 154.0 |
| Sales to List Price Ratio | 104.5 | 100.0 | 99.3 | 99.1 | 97.6 | 97.0 | 94.2 |
| Median Days on Market | 10.0 | 18.0 | 21.0 | 21.0 | 33.0 | 61.0 | 81.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 1,110 | -6.2 | 4.2 | -20.7 | 2.7 | 12.9 | 16.7 |
| Dollar Volume | \$534,189,422 | 9.8 | 32.2 | 12.1 | 92.4 | 131.4 | 162.1 |
| New Listings | 1,319 | -16.0 | -14.4 | -22.7 | -9.4 | -19.9 | -28.2 |
| Active Listings ³ | 191 | -39.2 | -40.9 | -29.7 | -63.8 | -72.7 | -79.2 |
| Sales to New Listings Ratio ⁴ | 84.2 | 75.3 | 69.2 | 82.1 | 74.2 | 59.7 | 51.8 |
| Months of Inventory ⁵ | 1.4 | 2.1 | 2.4 | 1.6 | 3.9 | 5.7 | 7.7 |
| Average Price | \$481,252 | 17.0 | 26.9 | 41.4 | 87.4 | 104.9 | 124.6 |
| Median Price | \$460,000 | 17.0 | 26.1 | 39.4 | 95.7 | 109.1 | 126.6 |
| Sales to List Price Ratio | 101.5 | 100.6 | 100.0 | 101.9 | 97.3 | 97.3 | 96.2 |
| Median Days on Market | 14.0 | 18.0 | 17.0 | 14.0 | 43.0 | 51.0 | 61.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

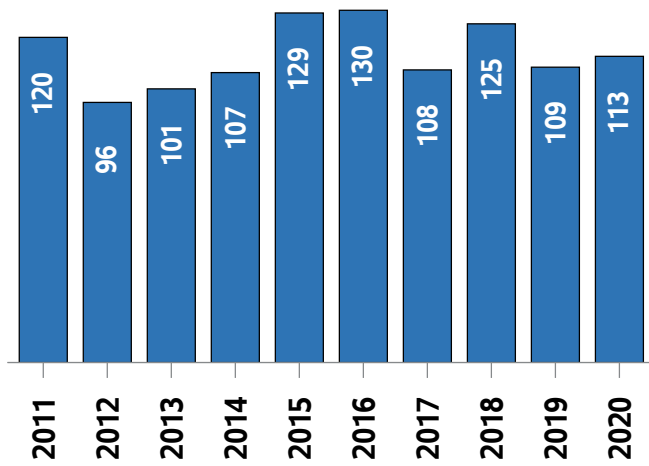
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

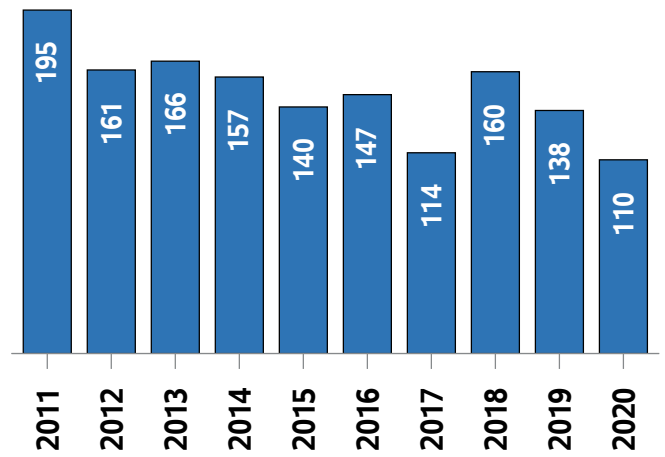
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Single Detached Market Activity

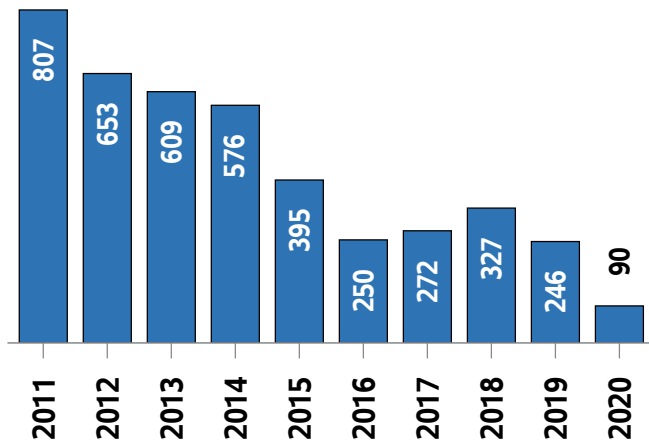
Sales Activity (August only)



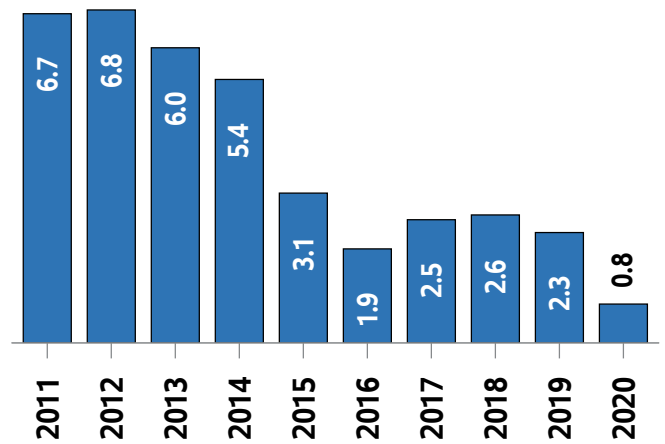
New Listings (August only)



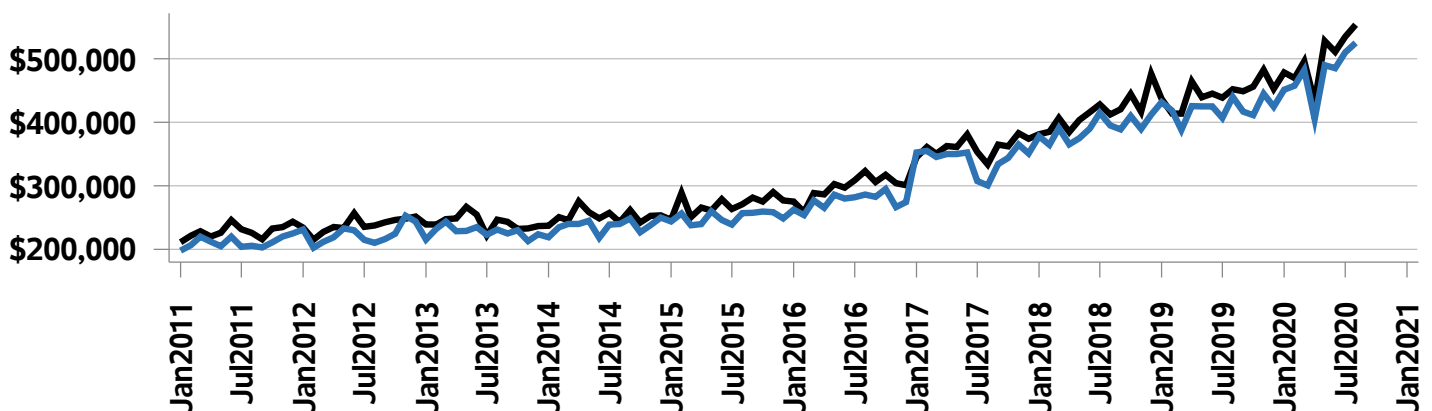
Active Listings (August only)



Months of Inventory (August only)

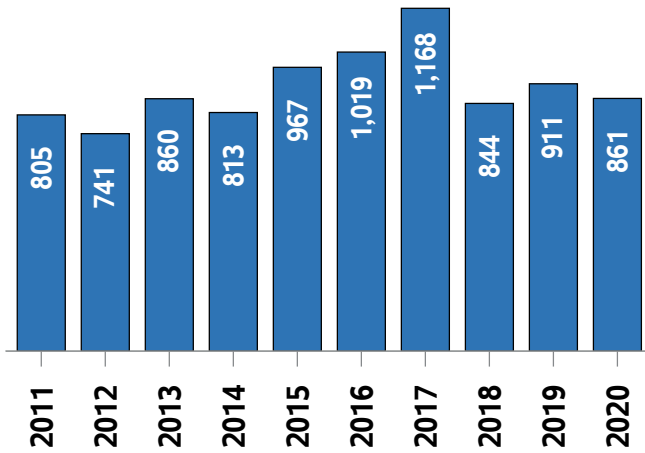


Average Price and Median Price

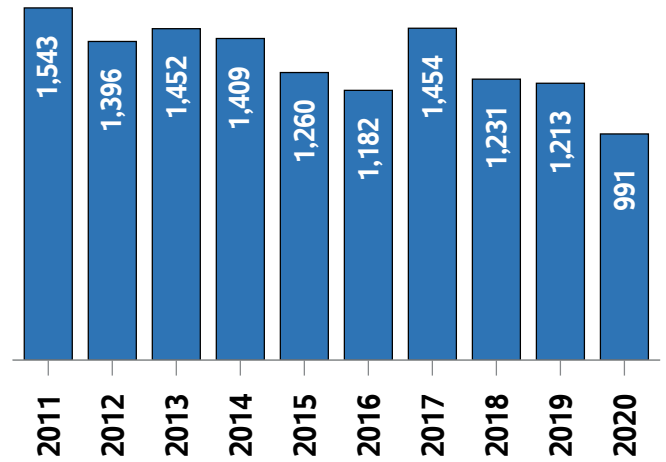


Woodstock-Ingersoll MLS® Single Detached Market Activity

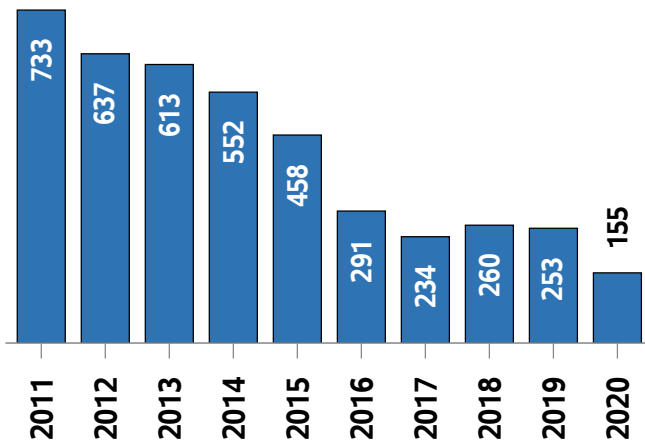
Sales Activity (August Year-to-date)



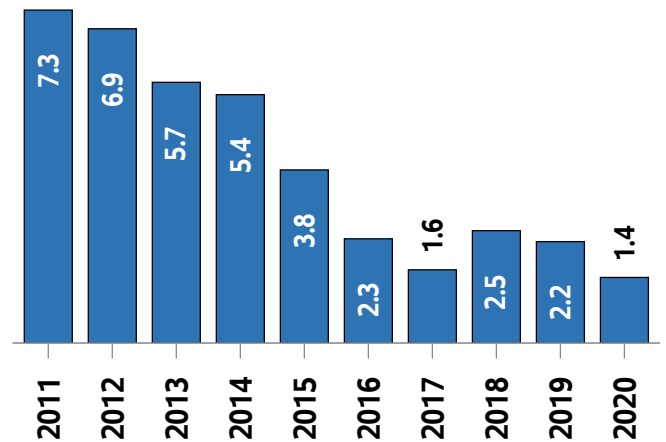
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

Woodstock-Ingersoll MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 113 | 3.7 | -9.6 | 4.6 | -12.4 | 11.9 | 46.8 |
| Dollar Volume | \$62,552,279 | 27.0 | 21.4 | 73.6 | 79.0 | 151.0 | 253.9 |
| New Listings | 110 | -20.3 | -31.3 | -3.5 | -21.4 | -33.7 | -34.9 |
| Active Listings | 90 | -63.4 | -72.5 | -66.9 | -77.2 | -85.2 | -88.9 |
| Sales to New Listings Ratio ¹ | 102.7 | 79.0 | 78.1 | 94.7 | 92.1 | 60.8 | 45.6 |
| Months of Inventory ² | 0.8 | 2.3 | 2.6 | 2.5 | 3.1 | 6.0 | 10.5 |
| Average Price | \$553,560 | 22.5 | 34.3 | 65.9 | 104.3 | 124.4 | 141.2 |
| Median Price | \$525,000 | 19.3 | 32.9 | 74.7 | 104.3 | 127.1 | 150.0 |
| Sales to List Price Ratio | 104.5 | 99.6 | 99.4 | 99.2 | 97.6 | 97.7 | 93.8 |
| Median Days on Market | 11.0 | 21.0 | 21.0 | 21.0 | 41.0 | 59.0 | 81.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 861 | -5.5 | 2.0 | -26.3 | -11.0 | 0.1 | 1.9 |
| Dollar Volume | \$437,216,704 | 9.1 | 28.2 | 4.6 | 69.7 | 105.6 | 132.4 |
| New Listings | 991 | -18.3 | -19.5 | -31.8 | -21.3 | -31.7 | -38.7 |
| Active Listings ³ | 155 | -38.8 | -40.4 | -33.9 | -66.2 | -74.8 | -80.8 |
| Sales to New Listings Ratio ⁴ | 86.9 | 75.1 | 68.6 | 80.3 | 76.7 | 59.2 | 52.3 |
| Months of Inventory ⁵ | 1.4 | 2.2 | 2.5 | 1.6 | 3.8 | 5.7 | 7.6 |
| Average Price | \$507,801 | 15.4 | 25.7 | 41.9 | 90.6 | 105.4 | 128.1 |
| Median Price | \$482,345 | 14.8 | 25.3 | 41.9 | 96.9 | 111.6 | 131.9 |
| Sales to List Price Ratio | 101.2 | 100.4 | 99.9 | 101.8 | 97.3 | 97.5 | 96.2 |
| Median Days on Market | 14.0 | 20.0 | 17.0 | 14.0 | 43.0 | 49.0 | 63.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

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

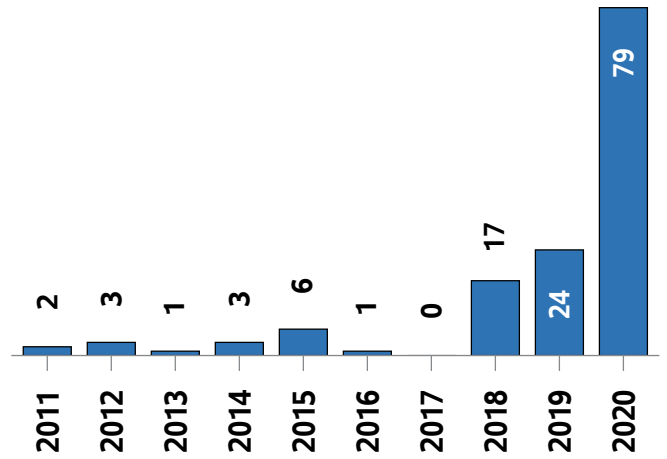
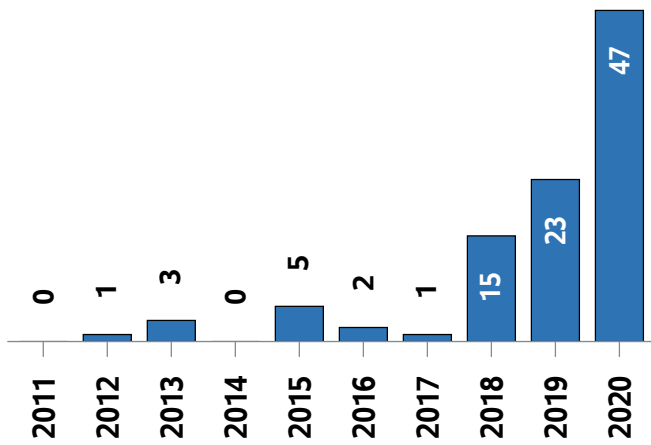
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

Woodstock-Ingersoll MLS® Semi-Detached Market Activity

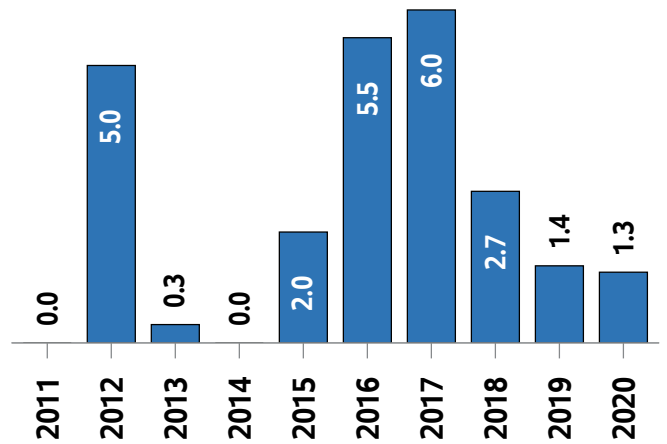
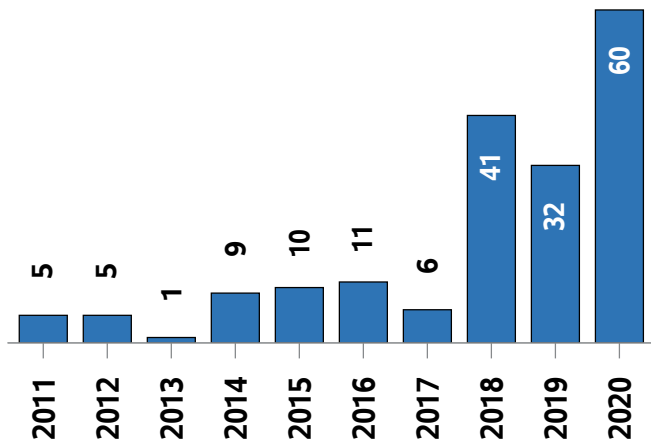
Sales Activity (August only)

New Listings (August only)

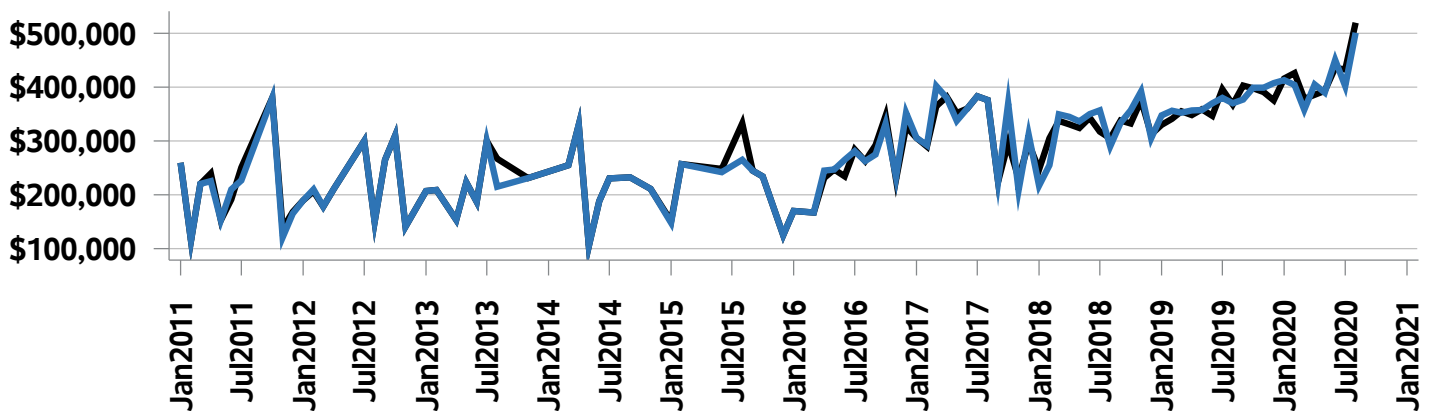


Active Listings (August only)

Months of Inventory (August only)

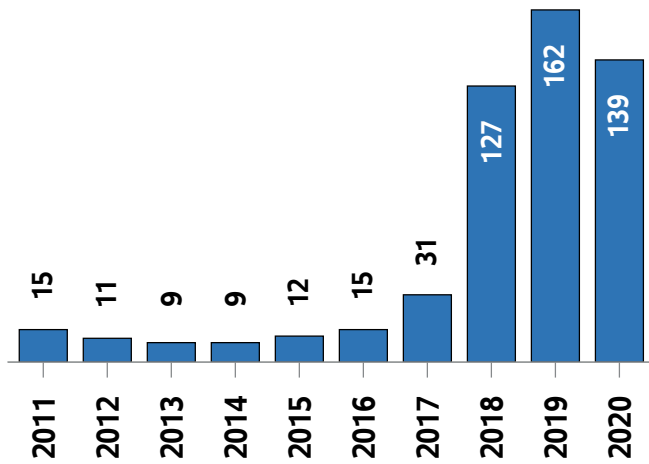


Average Price and Median Price

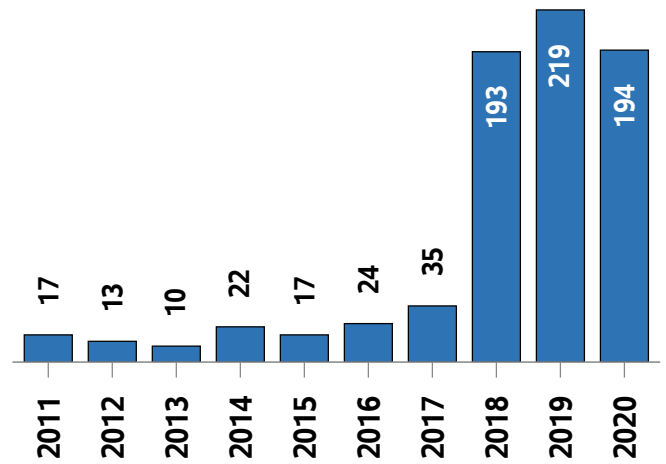


Woodstock-Ingersoll MLS® Semi-Detached Market Activity

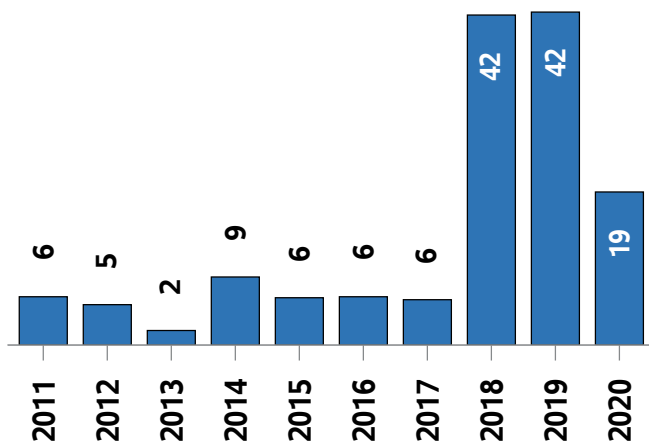
Sales Activity (August Year-to-date)



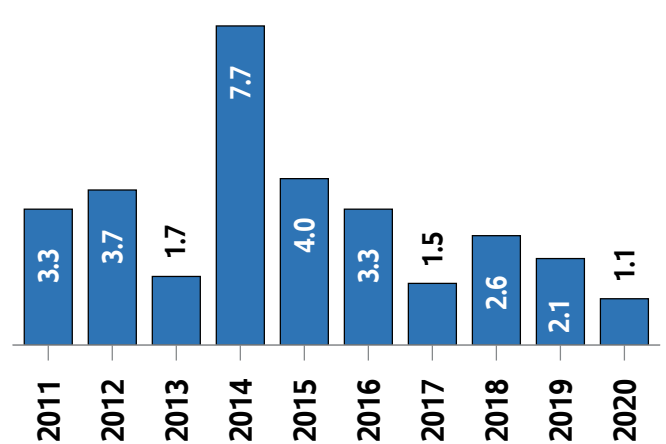
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

Woodstock-Ingersoll MLS® Semi-Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 47 | 104.3 | 213.3 | 4,600.0 | 840.0 | 1,466.7 | |
| Dollar Volume | \$24,423,250 | 188.7 | 434.2 | 6,395.5 | 1,368.6 | 2,949.1 | |
| New Listings | 79 | 229.2 | 364.7 | | 1,216.7 | 7,800.0 | |
| Active Listings | 60 | 87.5 | 46.3 | 900.0 | 500.0 | 5,900.0 | 1,100.0 |
| Sales to New Listings Ratio ¹ | 59.5 | 95.8 | 88.2 | | 83.3 | 300.0 | |
| Months of Inventory ² | 1.3 | 1.4 | 2.7 | 6.0 | 2.0 | 0.3 | |
| Average Price | \$519,644 | 41.3 | 70.5 | 38.2 | 56.2 | 94.6 | |
| Median Price | \$501,017 | 35.4 | 72.8 | 33.2 | 89.1 | 133.0 | |
| Sales to List Price Ratio | 104.7 | 100.9 | 98.2 | 97.7 | 97.4 | 97.7 | |
| Median Days on Market | 10.0 | 13.0 | 20.0 | 70.0 | 22.0 | 31.0 | |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 139 | -14.2 | 9.4 | 348.4 | 1,058.3 | 1,444.4 | 1,444.4 |
| Dollar Volume | \$62,692,313 | 8.5 | 52.9 | 479.6 | 1,911.3 | 2,913.6 | 3,191.2 |
| New Listings | 194 | -11.4 | 0.5 | 454.3 | 1,041.2 | 1,840.0 | 1,663.6 |
| Active Listings ³ | 19 | -54.0 | -53.6 | 237.0 | 222.9 | 943.3 | 121.4 |
| Sales to New Listings Ratio ⁴ | 71.6 | 74.0 | 65.8 | 88.6 | 70.6 | 90.0 | 81.8 |
| Months of Inventory ⁵ | 1.1 | 2.1 | 2.6 | 1.5 | 4.0 | 1.7 | 7.8 |
| Average Price | \$451,024 | 26.4 | 39.7 | 29.3 | 73.6 | 95.1 | 113.1 |
| Median Price | \$440,000 | 23.0 | 29.8 | 23.7 | 77.1 | 110.6 | 97.3 |
| Sales to List Price Ratio | 103.8 | 100.9 | 100.5 | 104.4 | 97.2 | 98.6 | 99.1 |
| Median Days on Market | 12.0 | 14.0 | 17.0 | 8.0 | 42.0 | 22.0 | 101.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

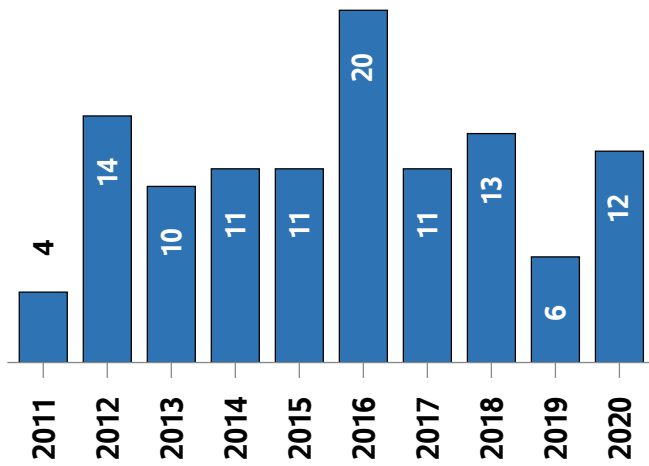
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

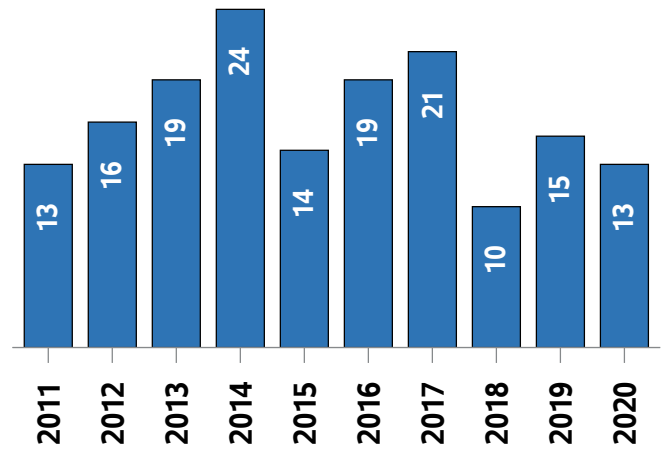
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Condo Market Activity

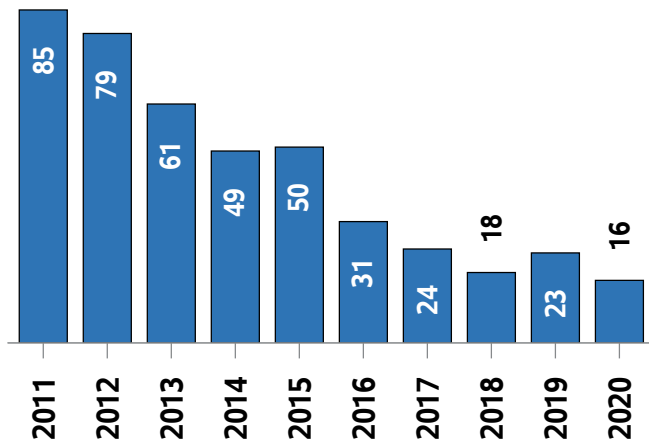
Sales Activity (August only)



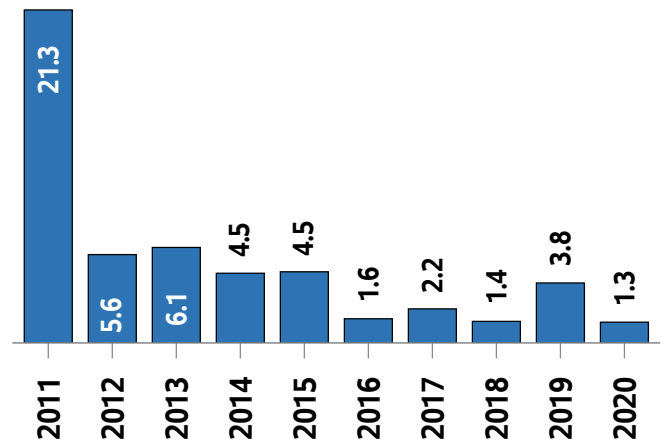
New Listings (August only)



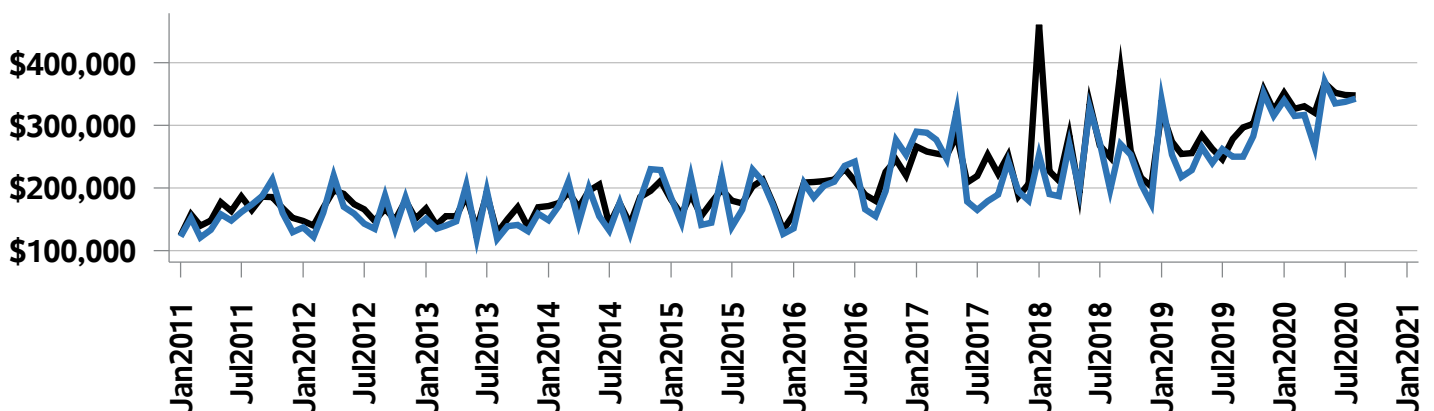
Active Listings (August only)



Months of Inventory (August only)

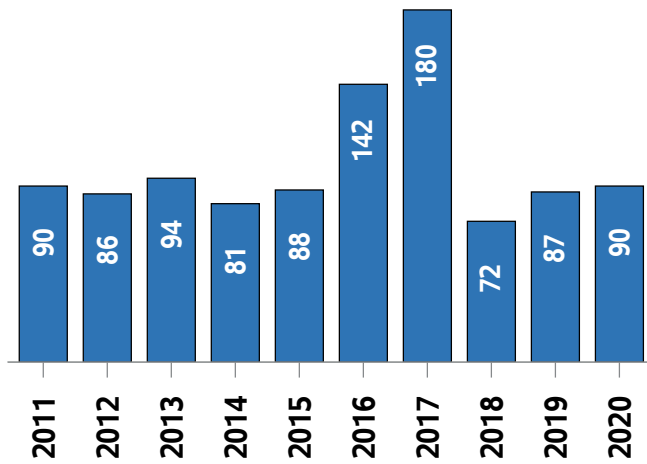


Average Price and Median Price

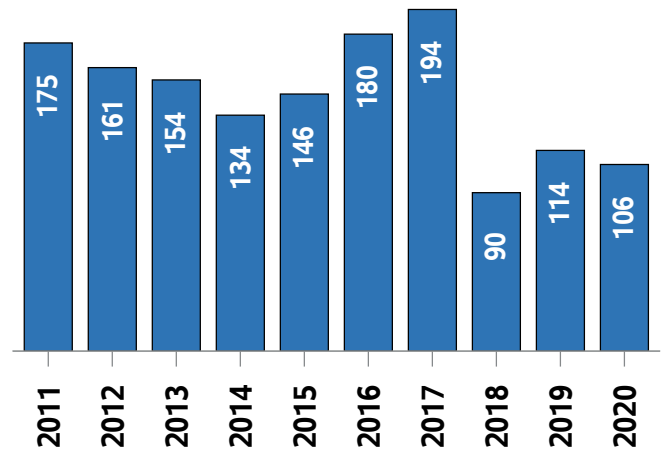


Woodstock-Ingersoll MLS® Condo Market Activity

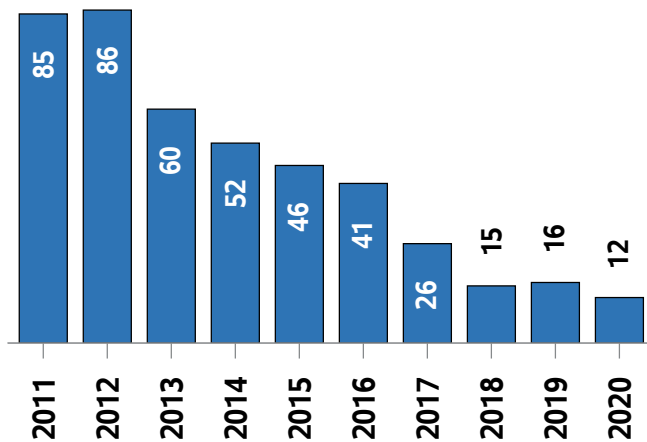
Sales Activity (August Year-to-date)



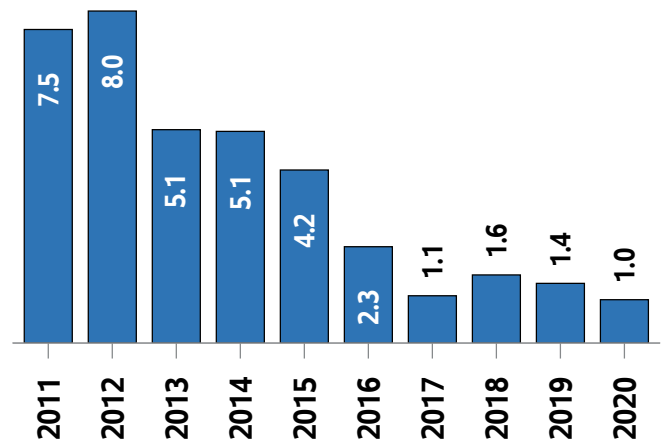
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

Woodstock-Ingersoll MLS® Condo Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 12 | 100.0 | -7.7 | 9.1 | 9.1 | 20.0 | 0.0 |
| Dollar Volume | \$4,172,601 | 149.9 | 28.8 | 49.9 | 116.2 | 224.7 | 107.8 |
| New Listings | 13 | -13.3 | 30.0 | -38.1 | -7.1 | -31.6 | -18.8 |
| Active Listings | 16 | -30.4 | -11.1 | -33.3 | -68.0 | -73.8 | -81.2 |
| Sales to New Listings Ratio ¹ | 92.3 | 40.0 | 130.0 | 52.4 | 78.6 | 52.6 | 75.0 |
| Months of Inventory ² | 1.3 | 3.8 | 1.4 | 2.2 | 4.5 | 6.1 | 7.1 |
| Average Price | \$347,717 | 25.0 | 39.5 | 37.4 | 98.2 | 170.6 | 107.8 |
| Median Price | \$342,500 | 37.0 | 73.9 | 91.3 | 106.9 | 189.0 | 126.1 |
| Sales to List Price Ratio | 105.7 | 103.9 | 100.2 | 98.2 | 97.3 | 96.5 | 97.4 |
| Median Days on Market | 7.5 | 13.5 | 27.0 | 18.0 | 21.0 | 69.5 | 81.5 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 90 | 3.4 | 25.0 | -50.0 | 2.3 | -4.3 | 15.4 |
| Dollar Volume | \$31,108,505 | 32.9 | 65.1 | -31.5 | 97.9 | 109.8 | 149.0 |
| New Listings | 106 | -7.0 | 17.8 | -45.4 | -27.4 | -31.2 | -33.3 |
| Active Listings ³ | 12 | -24.8 | -20.3 | -54.1 | -74.3 | -80.5 | -86.2 |
| Sales to New Listings Ratio ⁴ | 84.9 | 76.3 | 80.0 | 92.8 | 60.3 | 61.0 | 49.1 |
| Months of Inventory ⁵ | 1.0 | 1.4 | 1.6 | 1.1 | 4.2 | 5.1 | 8.7 |
| Average Price | \$345,650 | 28.5 | 32.0 | 36.9 | 93.5 | 119.1 | 115.8 |
| Median Price | \$335,000 | 36.2 | 50.6 | 30.3 | 99.7 | 132.2 | 135.9 |
| Sales to List Price Ratio | 103.0 | 102.3 | 100.8 | 102.9 | 98.0 | 96.8 | 97.2 |
| Median Days on Market | 15.0 | 14.0 | 16.5 | 18.0 | 37.5 | 65.5 | 59.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

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

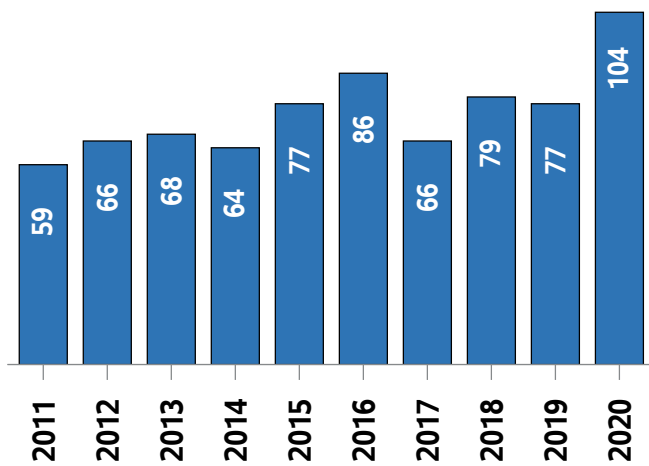
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

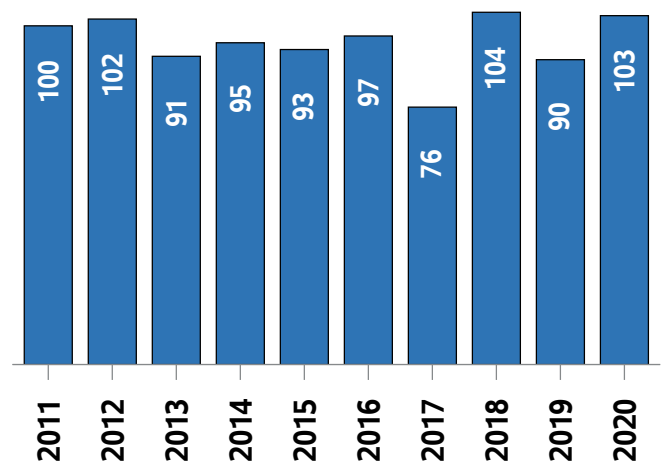
1 - Woodstock City

MLS® Residential Market Activity

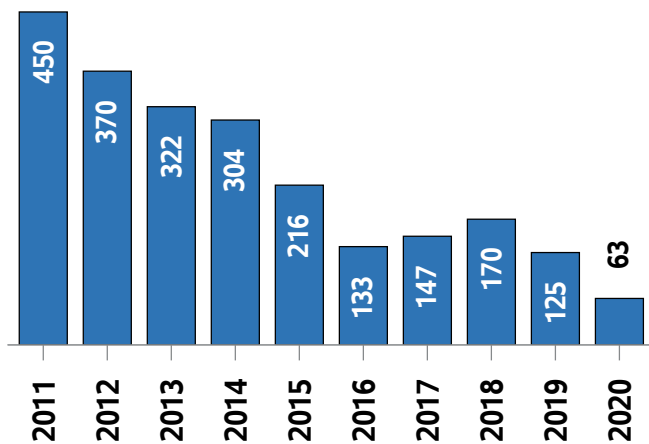
Sales Activity (August only)



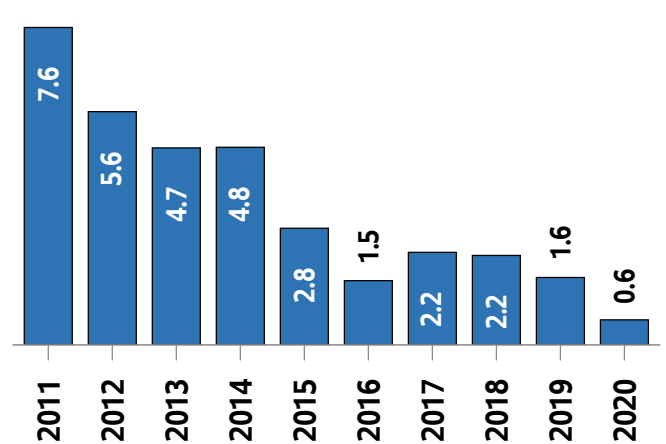
New Listings (August only)



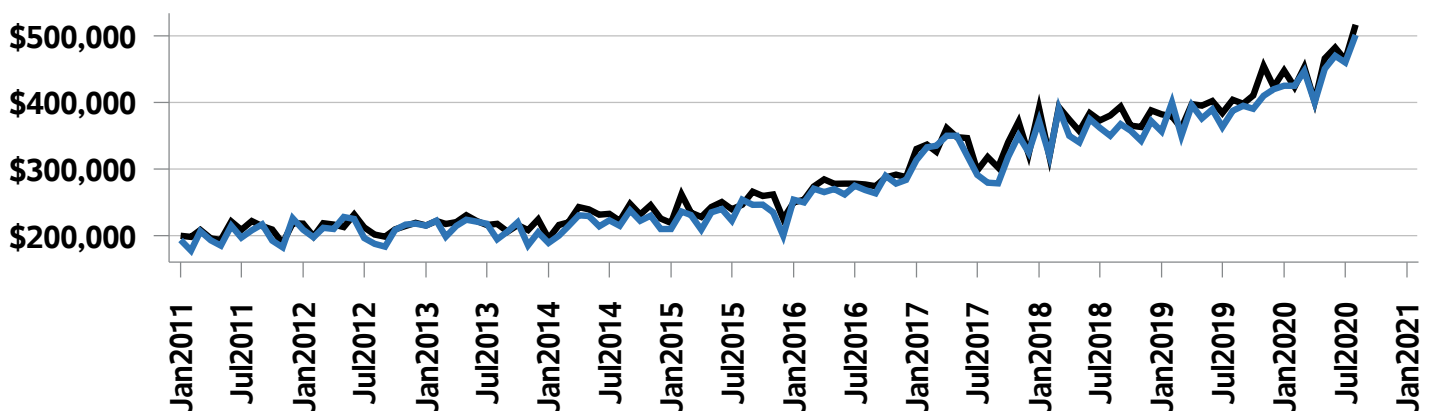
Active Listings (August only)



Months of Inventory (August only)



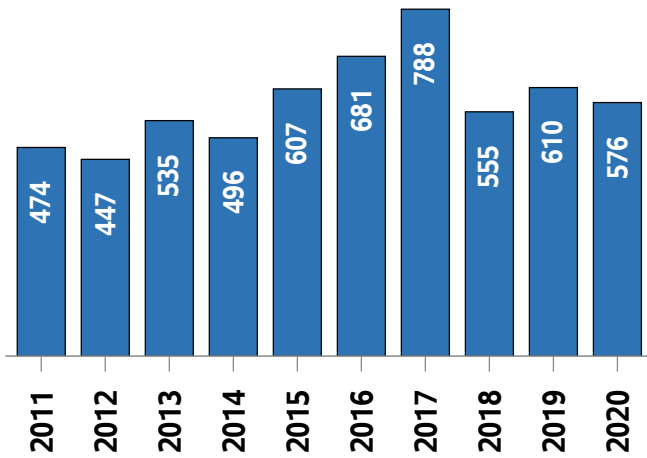
Average Price and Median Price



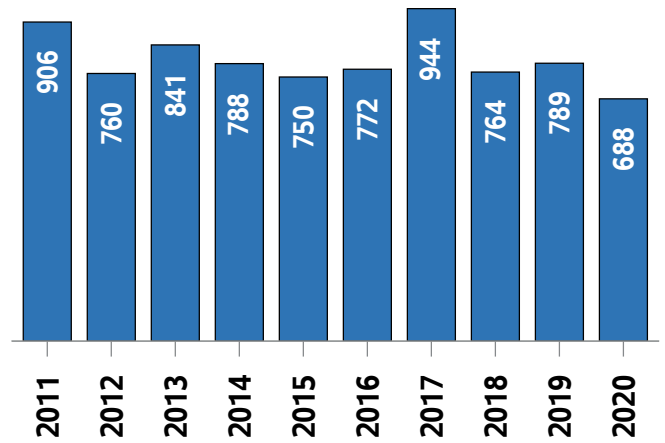
1 - Woodstock City

MLS® Residential Market Activity

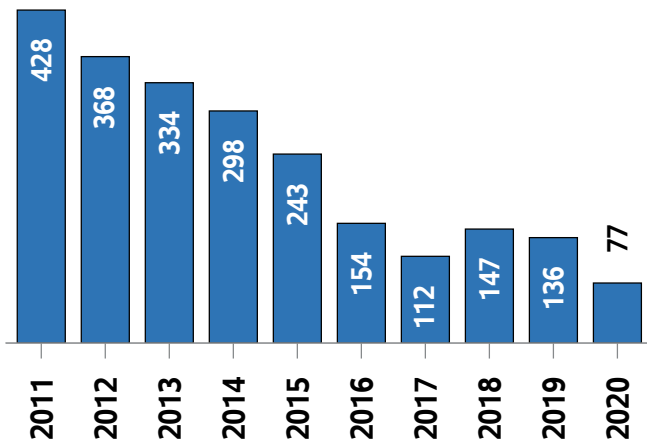
Sales Activity (August Year-to-date)



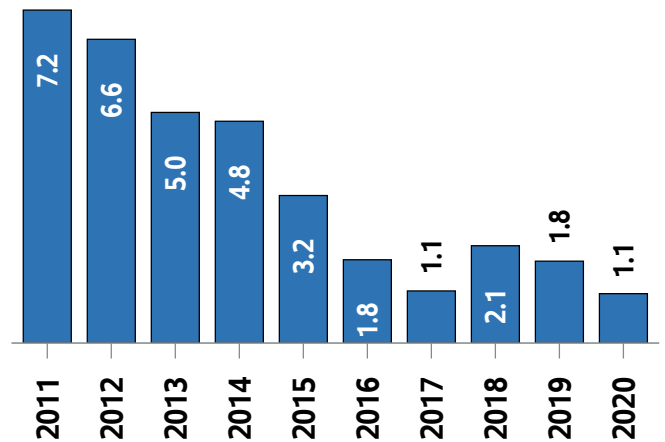
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

1 - Woodstock City

MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 104 | 35.1 | 31.6 | 57.6 | 35.1 | 52.9 | 147.6 |
| Dollar Volume | \$53,737,634 | 72.8 | 78.8 | 156.0 | 183.1 | 262.9 | 568.7 |
| New Listings | 103 | 14.4 | -1.0 | 35.5 | 10.8 | 13.2 | -8.0 |
| Active Listings | 63 | -49.6 | -62.9 | -57.1 | -70.8 | -80.4 | -85.7 |
| Sales to New Listings Ratio ¹ | 101.0 | 85.6 | 76.0 | 86.8 | 82.8 | 74.7 | 37.5 |
| Months of Inventory ² | 0.6 | 1.6 | 2.2 | 2.2 | 2.8 | 4.7 | 10.5 |
| Average Price | \$516,708 | 27.9 | 35.8 | 62.5 | 109.6 | 137.3 | 170.1 |
| Median Price | \$501,317 | 29.4 | 43.2 | 79.4 | 97.4 | 157.7 | 186.9 |
| Sales to List Price Ratio | 104.9 | 100.1 | 99.2 | 99.3 | 97.8 | 97.7 | 92.6 |
| Median Days on Market | 10.0 | 19.0 | 19.0 | 19.0 | 24.0 | 46.0 | 67.5 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 576 | -5.6 | 3.8 | -26.9 | -5.1 | 7.7 | 21.8 |
| Dollar Volume | \$268,185,153 | 12.6 | 29.6 | 1.6 | 83.6 | 127.0 | 171.6 |
| New Listings | 688 | -12.8 | -9.9 | -27.1 | -8.3 | -18.2 | -25.1 |
| Active Listings ³ | 77 | -43.0 | -47.3 | -30.7 | -68.2 | -76.9 | -82.6 |
| Sales to New Listings Ratio ⁴ | 83.7 | 77.3 | 72.6 | 83.5 | 80.9 | 63.6 | 51.5 |
| Months of Inventory ⁵ | 1.1 | 1.8 | 2.1 | 1.1 | 3.2 | 5.0 | 7.5 |
| Average Price | \$465,599 | 19.3 | 24.9 | 38.9 | 93.5 | 110.8 | 123.0 |
| Median Price | \$455,250 | 20.2 | 26.3 | 38.8 | 98.8 | 111.7 | 132.3 |
| Sales to List Price Ratio | 102.1 | 100.4 | 99.9 | 101.9 | 97.7 | 97.8 | 95.8 |
| Median Days on Market | 12.0 | 18.0 | 17.0 | 13.0 | 40.0 | 45.0 | 56.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

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

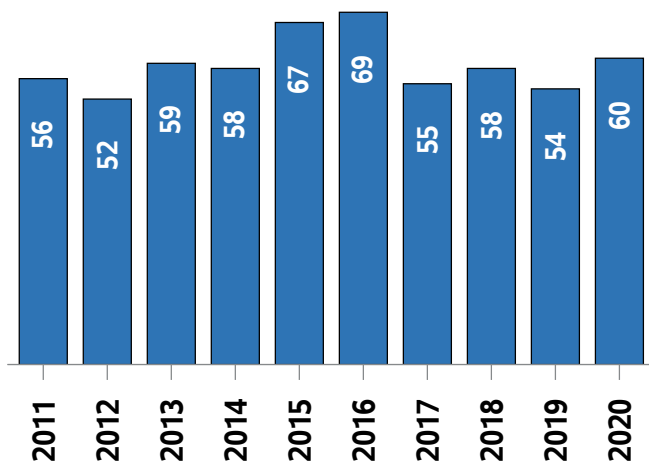
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

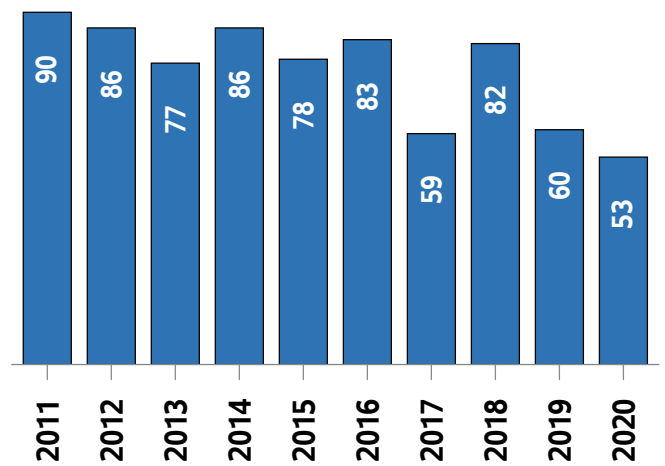
1 - Woodstock City

MLS® Single Detached Market Activity

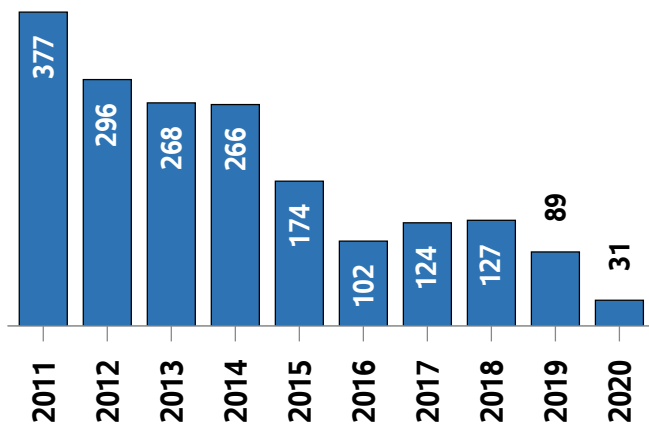
Sales Activity (August only)



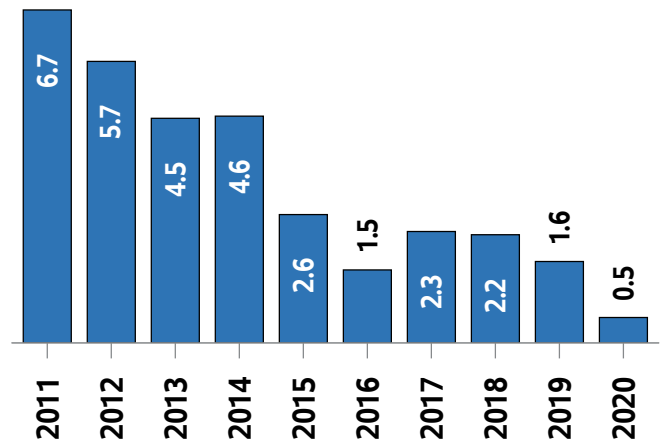
New Listings (August only)



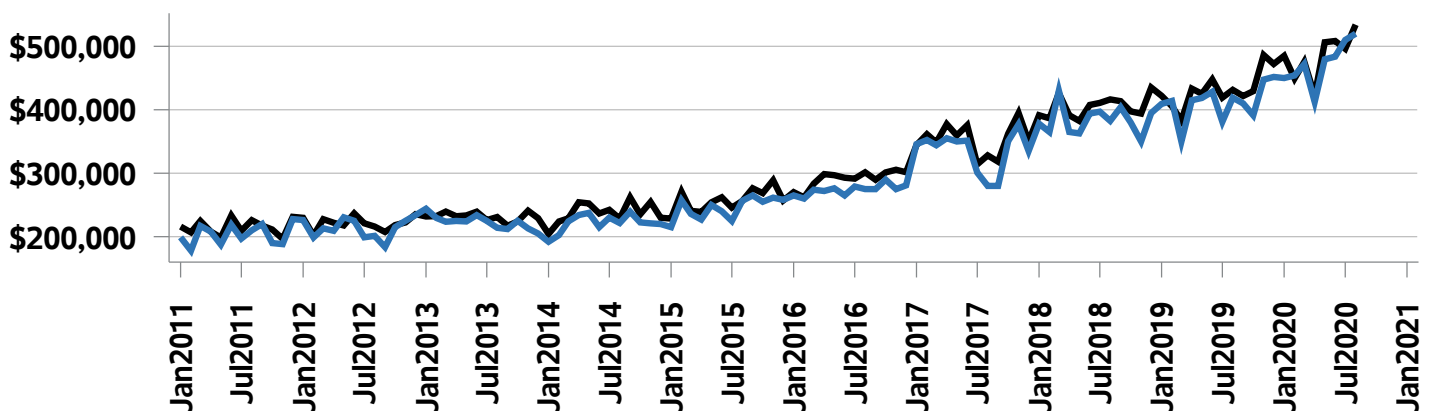
Active Listings (August only)



Months of Inventory (August only)



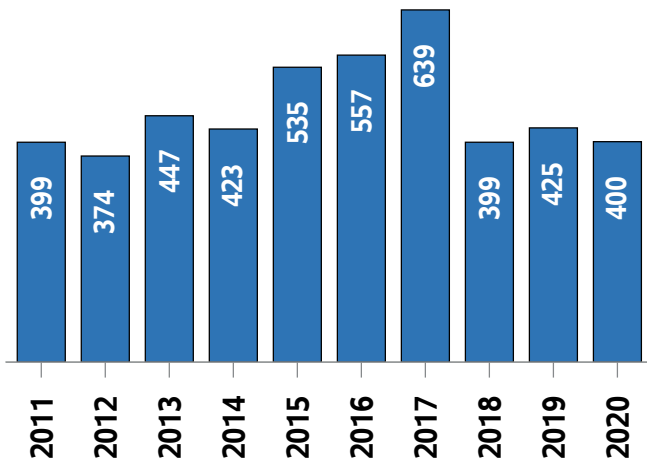
Average Price and Median Price



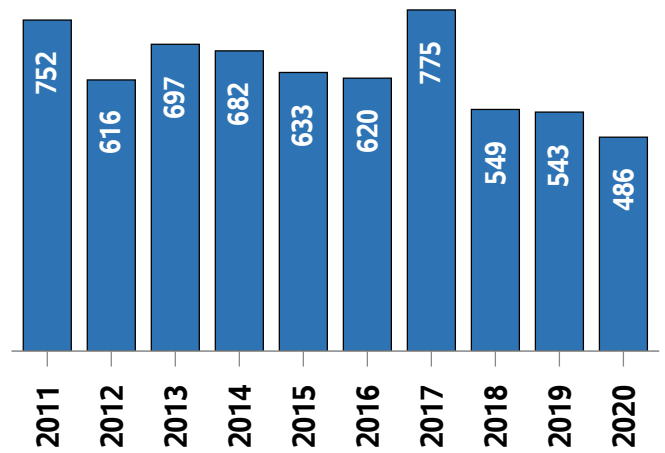
1 - Woodstock City

MLS® Single Detached Market Activity

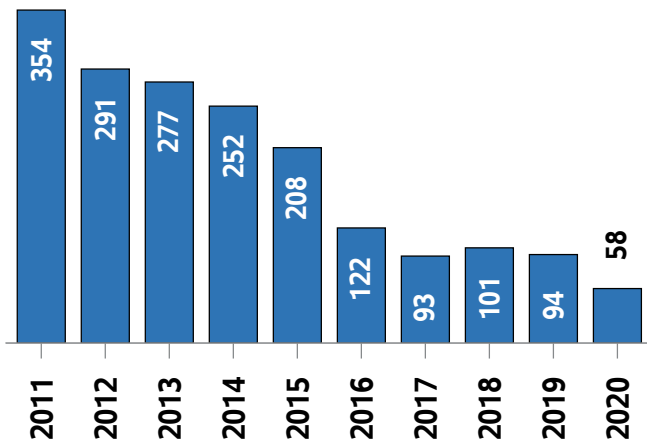
Sales Activity (August Year-to-date)



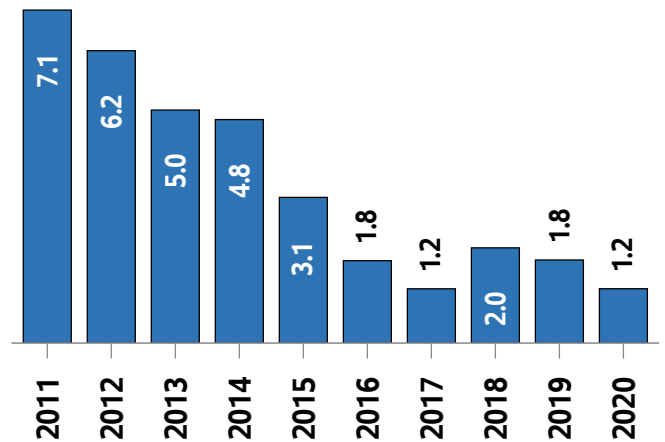
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

1 - Woodstock City

MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 60 | 11.1 | 3.4 | 9.1 | -10.4 | 1.7 | 81.8 |
| Dollar Volume | \$32,041,927 | 37.6 | 32.7 | 77.6 | 86.6 | 135.2 | 377.5 |
| New Listings | 53 | -11.7 | -35.4 | -10.2 | -32.1 | -31.2 | -44.2 |
| Active Listings | 31 | -65.2 | -75.6 | -75.0 | -82.2 | -88.4 | -91.7 |
| Sales to New Listings Ratio ¹ | 113.2 | 90.0 | 70.7 | 93.2 | 85.9 | 76.6 | 34.7 |
| Months of Inventory ² | 0.5 | 1.6 | 2.2 | 2.3 | 2.6 | 4.5 | 11.3 |
| Average Price | \$534,032 | 23.8 | 28.3 | 62.8 | 108.4 | 131.2 | 162.6 |
| Median Price | \$519,900 | 24.1 | 35.9 | 85.7 | 102.7 | 142.9 | 185.7 |
| Sales to List Price Ratio | 105.2 | 100.3 | 99.0 | 99.6 | 97.9 | 97.9 | 91.3 |
| Median Days on Market | 10.0 | 21.5 | 18.5 | 19.0 | 25.0 | 37.0 | 64.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 400 | -5.9 | 0.3 | -37.4 | -25.2 | -10.5 | -1.7 |
| Dollar Volume | \$196,605,256 | 9.2 | 22.3 | -13.1 | 47.1 | 88.5 | 122.3 |
| New Listings | 486 | -10.5 | -11.5 | -37.3 | -23.2 | -30.3 | -38.2 |
| Active Listings ³ | 58 | -38.4 | -42.7 | -37.3 | -72.1 | -79.1 | -84.5 |
| Sales to New Listings Ratio ⁴ | 82.3 | 78.3 | 72.7 | 82.5 | 84.5 | 64.1 | 51.8 |
| Months of Inventory ⁵ | 1.2 | 1.8 | 2.0 | 1.2 | 3.1 | 5.0 | 7.4 |
| Average Price | \$491,513 | 16.0 | 22.0 | 38.8 | 96.8 | 110.7 | 126.2 |
| Median Price | \$479,950 | 17.3 | 24.7 | 41.2 | 103.0 | 113.3 | 134.1 |
| Sales to List Price Ratio | 101.6 | 100.0 | 99.5 | 102.0 | 97.9 | 97.9 | 95.6 |
| Median Days on Market | 12.0 | 20.0 | 17.0 | 13.0 | 40.0 | 42.0 | 56.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

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

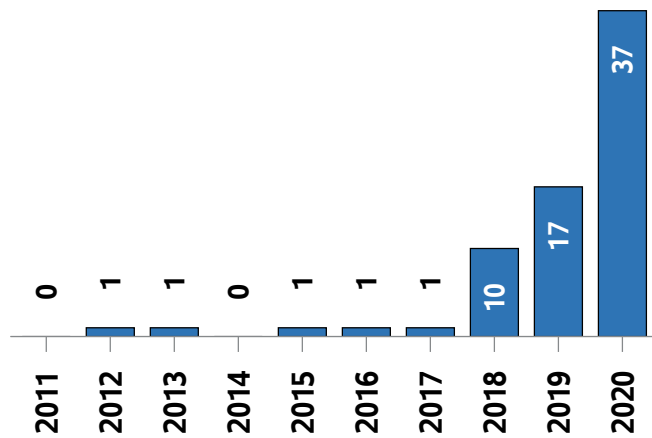
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

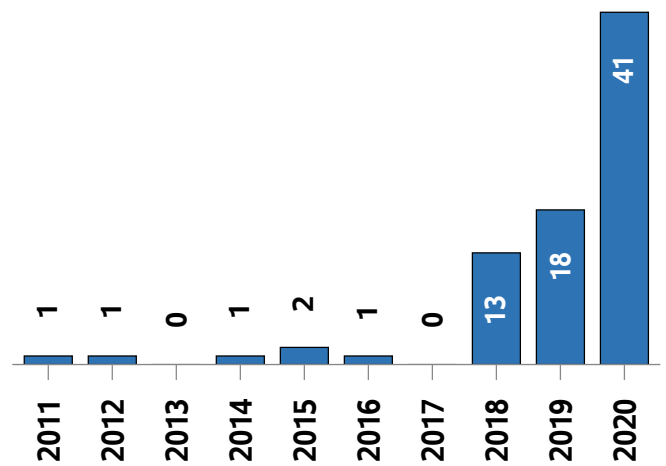
1 - Woodstock City

MLS® Semi-Detached Market Activity

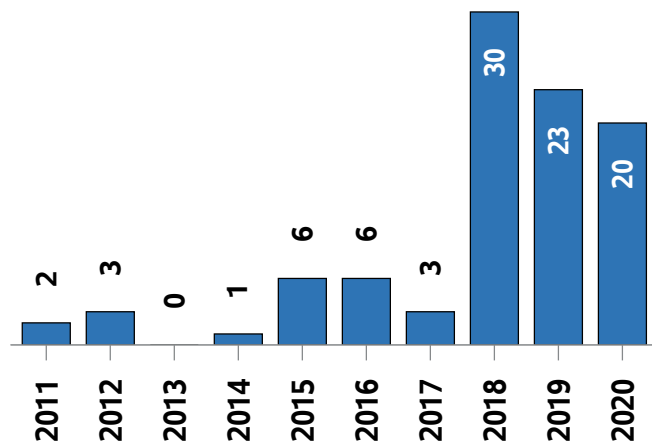
Sales Activity (August only)



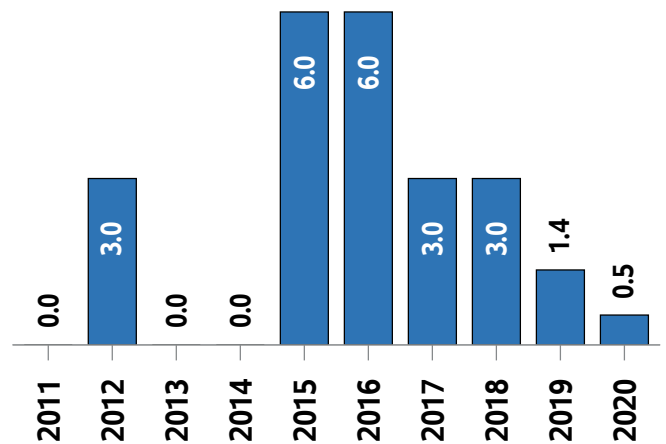
New Listings (August only)



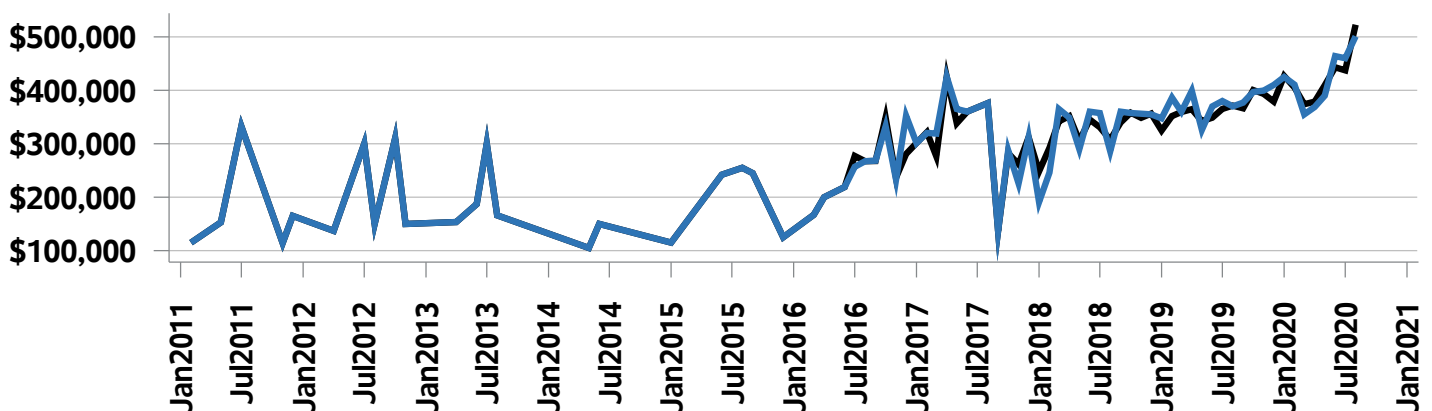
Active Listings (August only)



Months of Inventory (August only)



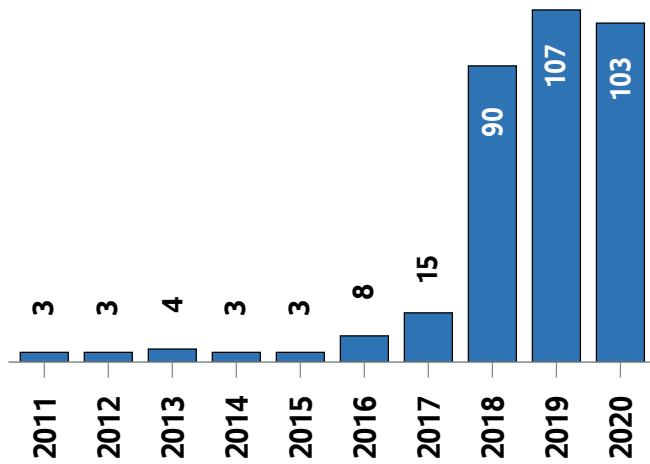
Average Price and Median Price



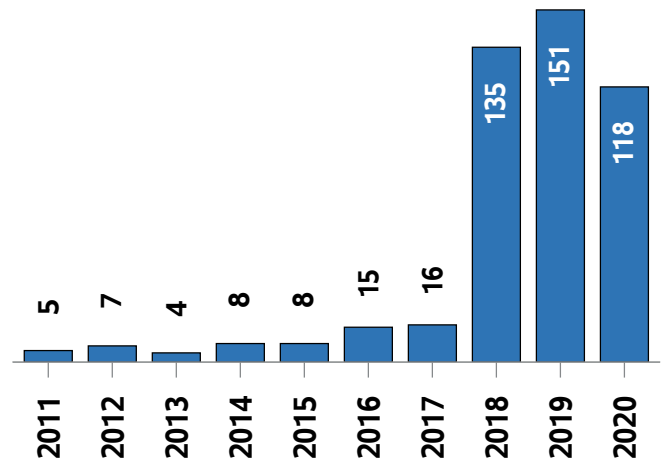
1 - Woodstock City

MLS® Semi-Detached Market Activity

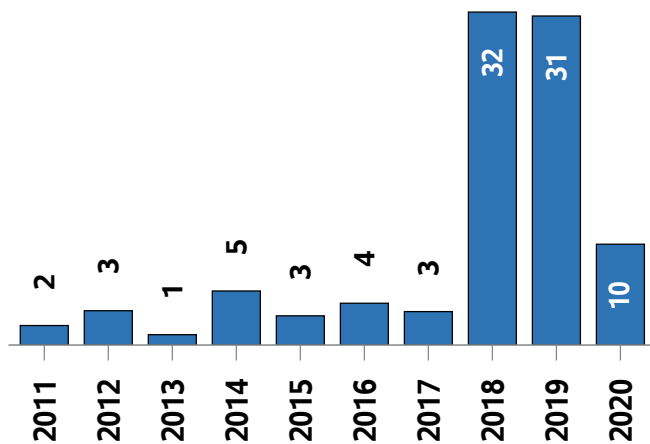
Sales Activity (August Year-to-date)



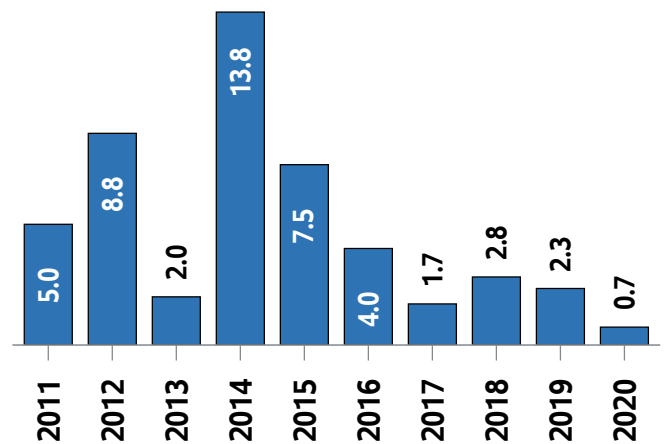
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

1 - Woodstock City

MLS® Semi-Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 37 | 117.6 | 270.0 | 3,600.0 | 3,600.0 | 3,600.0 | |
| Dollar Volume | \$19,341,106 | 206.3 | 529.1 | 5,043.9 | 7,484.7 | 11,551.3 | |
| New Listings | 41 | 127.8 | 215.4 | | 1,950.0 | | |
| Active Listings | 20 | -13.0 | -33.3 | 566.7 | 233.3 | | |
| Sales to New Listings Ratio ¹ | 90.2 | 94.4 | 76.9 | | 50.0 | | |
| Months of Inventory ² | 0.5 | 1.4 | 3.0 | 3.0 | 6.0 | | |
| Average Price | \$522,733 | 40.7 | 70.0 | 39.0 | 105.0 | 214.9 | |
| Median Price | \$501,017 | 35.4 | 75.2 | 33.2 | 96.5 | 201.8 | |
| Sales to List Price Ratio | 103.8 | 98.8 | 99.2 | 97.7 | 98.1 | 97.7 | |
| Median Days on Market | 10.0 | 13.0 | 21.0 | 70.0 | 14.0 | 31.0 | |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 103 | -3.7 | 14.4 | 586.7 | 3,333.3 | 2,475.0 | 10,200.0 |
| Dollar Volume | \$47,090,292 | 24.2 | 61.2 | 850.7 | 7,594.5 | 5,739.6 | 26,061.3 |
| New Listings | 118 | -21.9 | -12.6 | 637.5 | 1,375.0 | 2,850.0 | 5,800.0 |
| Active Listings ³ | 10 | -69.3 | -69.7 | 200.8 | 243.8 | 862.5 | 670.0 |
| Sales to New Listings Ratio ⁴ | 87.3 | 70.9 | 66.7 | 93.8 | 37.5 | 100.0 | 50.0 |
| Months of Inventory ⁵ | 0.7 | 2.3 | 2.8 | 1.7 | 7.5 | 2.0 | 10.0 |
| Average Price | \$457,187 | 29.0 | 40.9 | 38.5 | 124.1 | 126.8 | 154.0 |
| Median Price | \$450,000 | 24.3 | 32.7 | 29.2 | 86.0 | 155.0 | 150.0 |
| Sales to List Price Ratio | 103.3 | 100.7 | 100.6 | 101.9 | 97.6 | 98.2 | 98.4 |
| Median Days on Market | 12.0 | 18.0 | 18.5 | 9.0 | 40.0 | 21.0 | 27.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

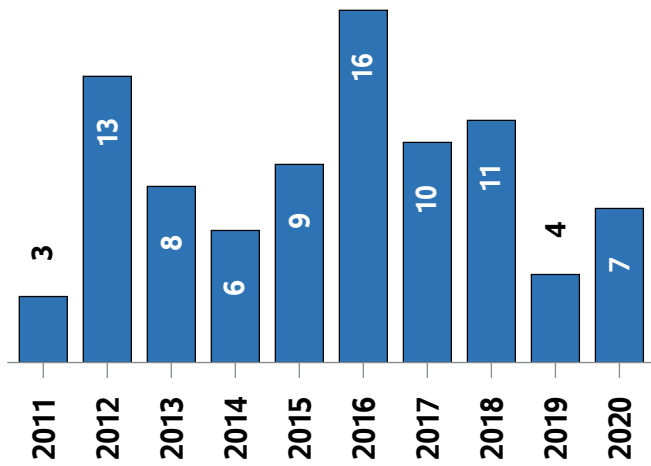
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

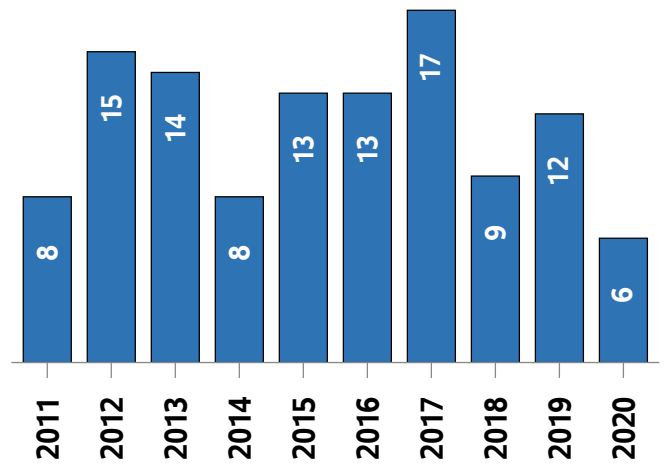
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

1 - Woodstock City MLS® Condo Market Activity

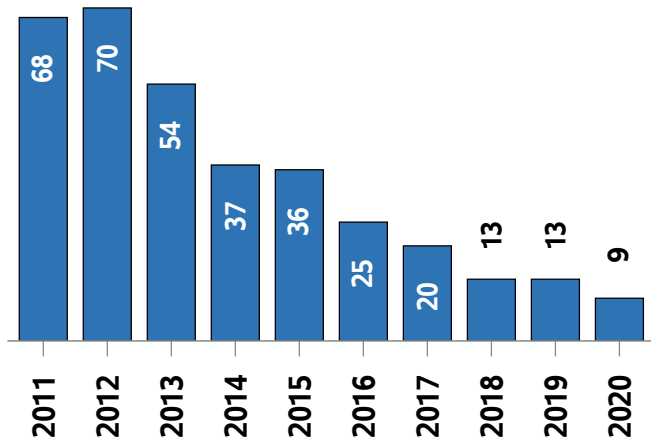
Sales Activity (August only)



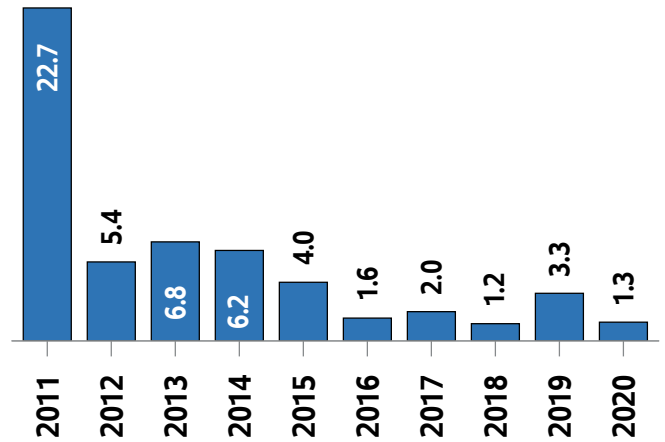
New Listings (August only)



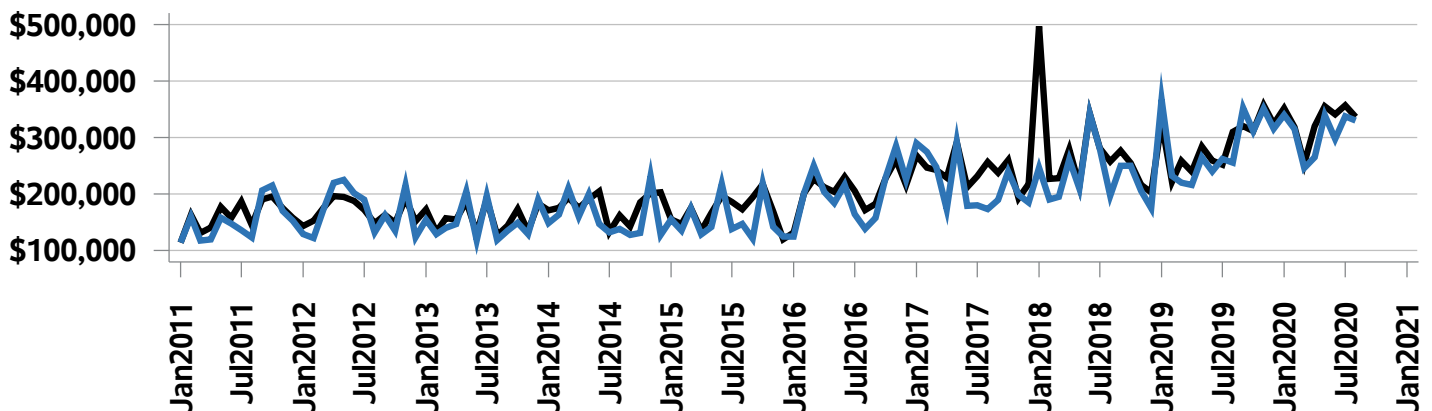
Active Listings (August only)



Months of Inventory (August only)

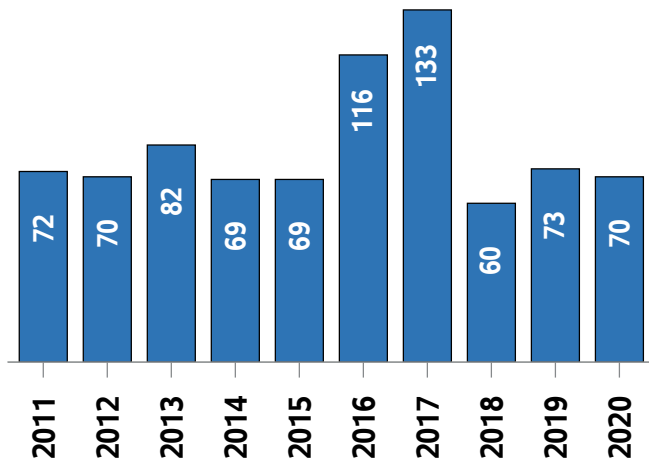


Average Price and Median Price

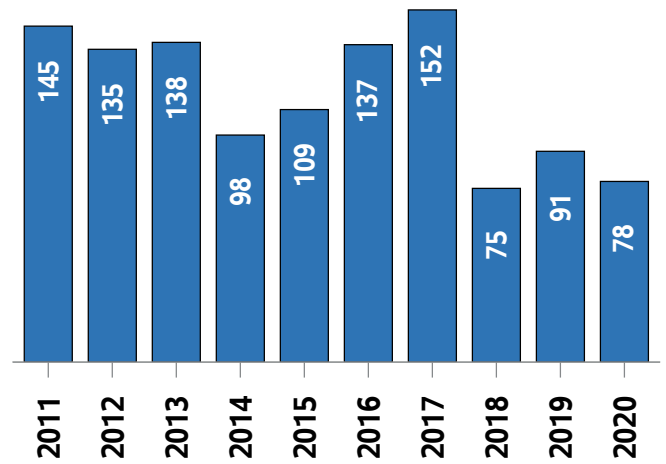


1 - Woodstock City MLS® Condo Market Activity

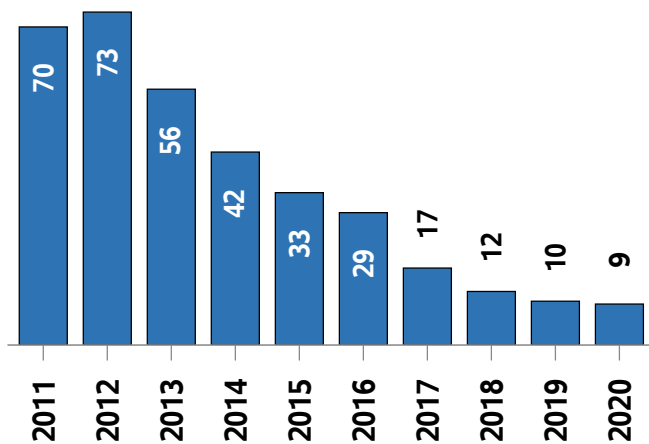
Sales Activity (August Year-to-date)



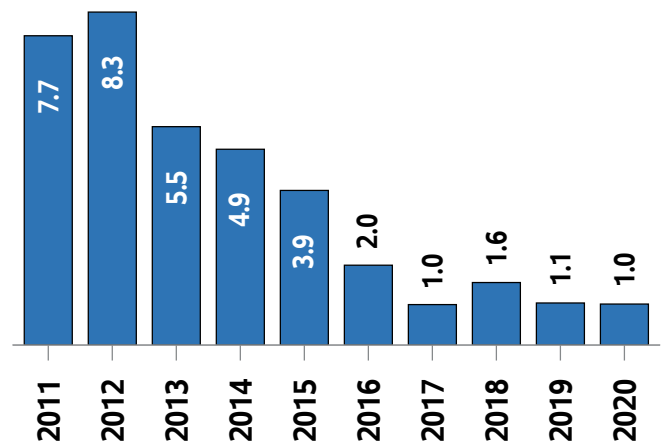
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

1 - Woodstock City MLS® Condo Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 7 | 75.0 | -36.4 | -30.0 | -22.2 | -12.5 | -22.2 |
| Dollar Volume | \$2,354,601 | 89.9 | -16.9 | -8.2 | 51.3 | 132.1 | 77.5 |
| New Listings | 6 | -50.0 | -33.3 | -64.7 | -53.8 | -57.1 | -53.8 |
| Active Listings | 9 | -30.8 | -30.8 | -55.0 | -75.0 | -83.3 | -86.4 |
| Sales to New Listings Ratio ¹ | 116.7 | 33.3 | 122.2 | 58.8 | 69.2 | 57.1 | 69.2 |
| Months of Inventory ² | 1.3 | 3.3 | 1.2 | 2.0 | 4.0 | 6.8 | 7.3 |
| Average Price | \$336,372 | 8.5 | 30.6 | 31.1 | 94.5 | 165.3 | 128.3 |
| Median Price | \$330,000 | 29.1 | 67.5 | 90.5 | 124.5 | 178.5 | 161.4 |
| Sales to List Price Ratio | 108.0 | 102.9 | 100.1 | 97.8 | 97.1 | 96.4 | 97.6 |
| Median Days on Market | 6.0 | 14.5 | 27.0 | 19.0 | 21.0 | 69.5 | 75.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 70 | -4.1 | 16.7 | -47.4 | 1.4 | -14.6 | 7.7 |
| Dollar Volume | \$23,737,805 | 22.5 | 47.5 | -27.7 | 100.5 | 83.1 | 134.5 |
| New Listings | 78 | -14.3 | 4.0 | -48.7 | -28.4 | -43.5 | -37.1 |
| Active Listings ³ | 9 | -6.5 | -23.4 | -46.7 | -73.0 | -83.9 | -86.7 |
| Sales to New Listings Ratio ⁴ | 89.7 | 80.2 | 80.0 | 87.5 | 63.3 | 59.4 | 52.4 |
| Months of Inventory ⁵ | 1.0 | 1.1 | 1.6 | 1.0 | 3.9 | 5.5 | 8.4 |
| Average Price | \$339,112 | 27.7 | 26.4 | 37.3 | 97.7 | 114.5 | 117.8 |
| Median Price | \$315,000 | 29.1 | 41.6 | 50.0 | 114.3 | 132.6 | 140.5 |
| Sales to List Price Ratio | 103.8 | 102.5 | 100.9 | 101.3 | 96.7 | 96.9 | 97.1 |
| Median Days on Market | 14.5 | 13.0 | 14.5 | 16.0 | 34.0 | 63.5 | 59.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

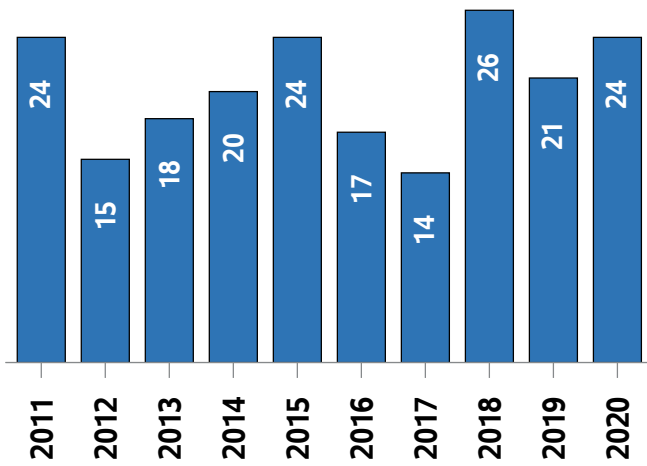
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

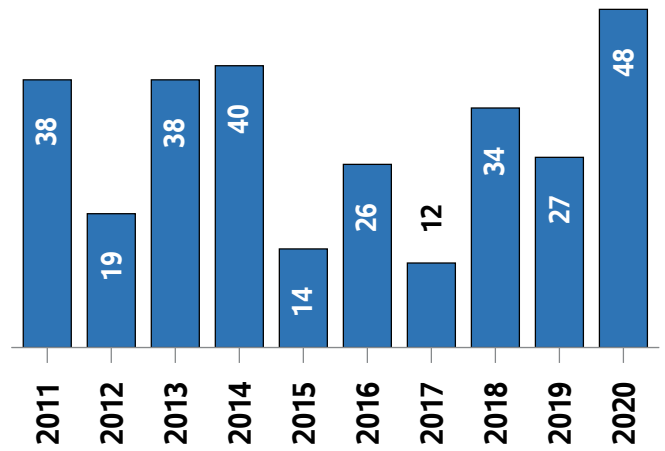
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Residential Market Activity

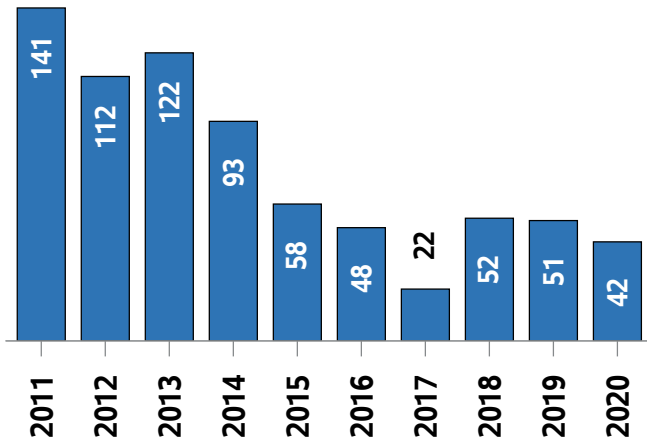
Sales Activity (August only)



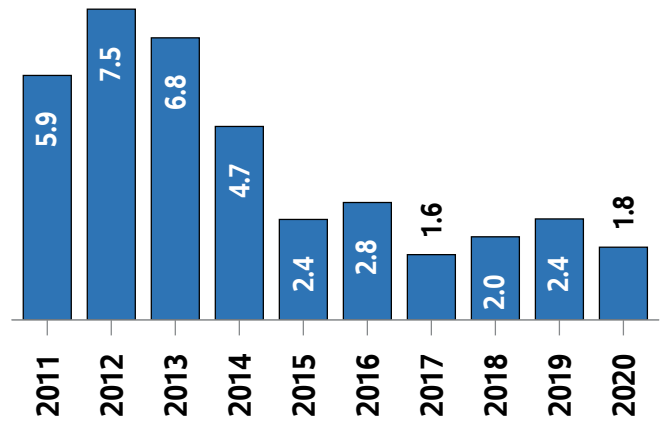
New Listings (August only)



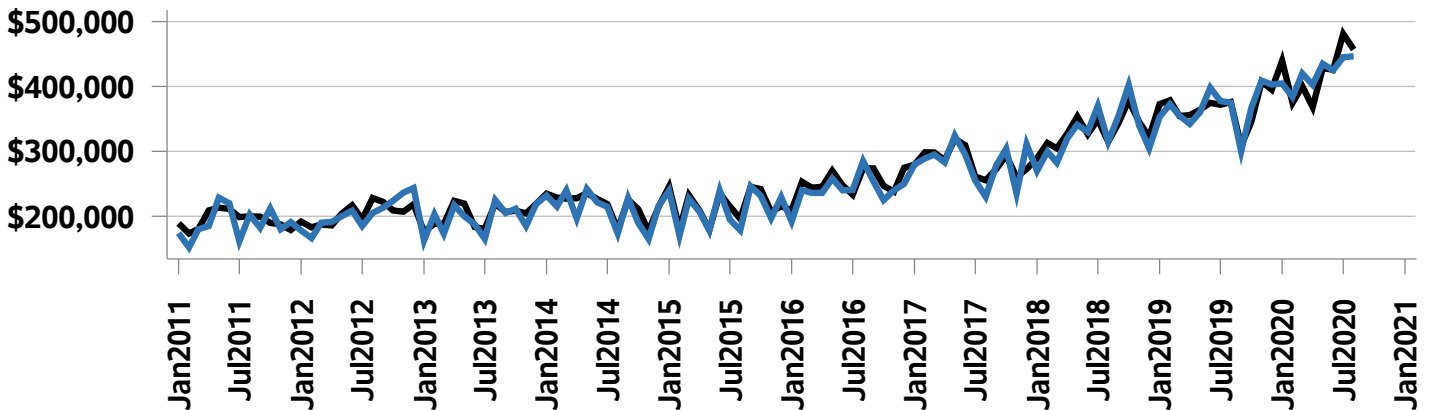
Active Listings (August only)



Months of Inventory (August only)

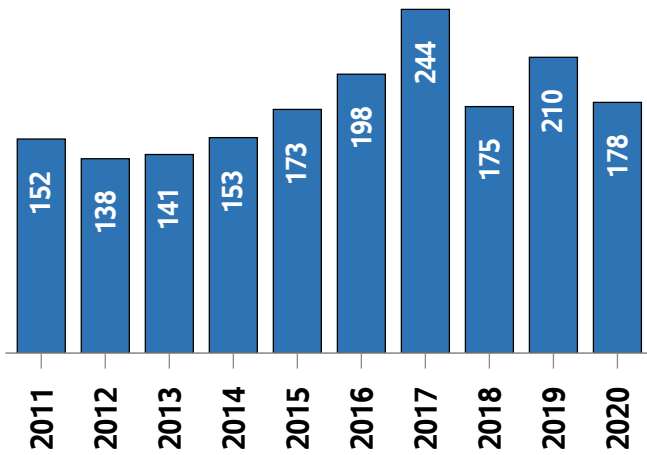


Average Price and Median Price

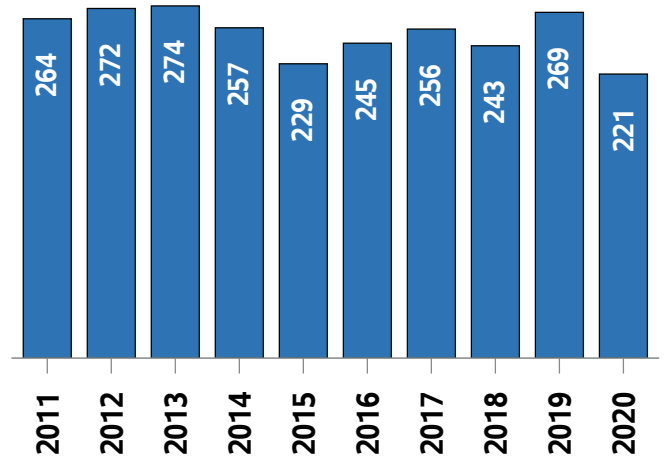


2 - Ingersoll Town MLS® Residential Market Activity

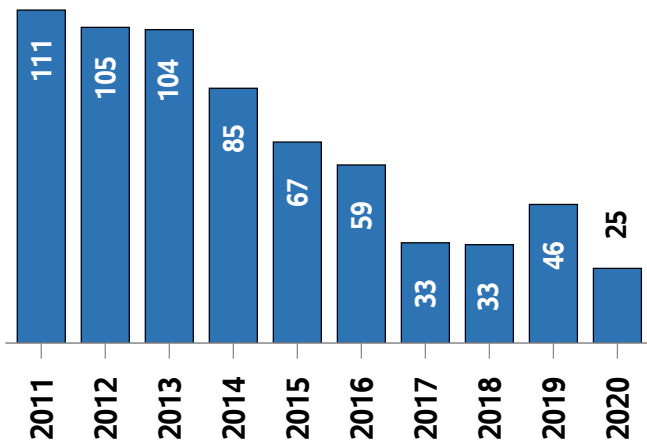
Sales Activity (August Year-to-date)



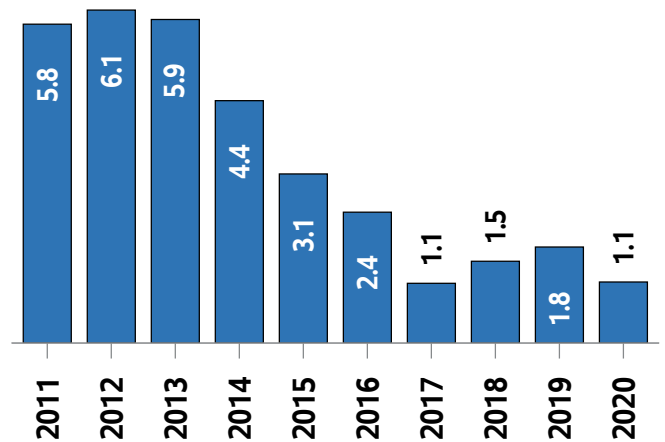
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

2 - Ingersoll Town MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 24 | 14.3 | -7.7 | 71.4 | 0.0 | 33.3 | 20.0 |
| Dollar Volume | \$10,966,360 | 38.9 | 34.0 | 206.6 | 133.1 | 177.5 | 192.4 |
| New Listings | 48 | 77.8 | 41.2 | 300.0 | 242.9 | 26.3 | 77.8 |
| Active Listings | 42 | -17.6 | -19.2 | 90.9 | -27.6 | -65.6 | -69.1 |
| Sales to New Listings Ratio ¹ | 50.0 | 77.8 | 76.5 | 116.7 | 171.4 | 47.4 | 74.1 |
| Months of Inventory ² | 1.8 | 2.4 | 2.0 | 1.6 | 2.4 | 6.8 | 6.8 |
| Average Price | \$456,932 | 21.5 | 45.1 | 78.9 | 133.1 | 108.1 | 143.7 |
| Median Price | \$446,500 | 19.1 | 41.8 | 94.1 | 150.2 | 98.4 | 132.9 |
| Sales to List Price Ratio | 103.8 | 101.7 | 101.0 | 99.5 | 96.8 | 98.0 | 95.1 |
| Median Days on Market | 9.0 | 13.0 | 14.0 | 21.0 | 52.0 | 78.5 | 118.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 178 | -15.2 | 1.7 | -27.0 | 2.9 | 26.2 | 4.1 |
| Dollar Volume | \$76,495,989 | -0.9 | 34.3 | 6.0 | 107.4 | 174.4 | 131.0 |
| New Listings | 221 | -17.8 | -9.1 | -13.7 | -3.5 | -19.3 | -19.9 |
| Active Listings ³ | 25 | -46.1 | -24.0 | -25.5 | -62.8 | -76.1 | -79.8 |
| Sales to New Listings Ratio ⁴ | 80.5 | 78.1 | 72.0 | 95.3 | 75.5 | 51.5 | 62.0 |
| Months of Inventory ⁵ | 1.1 | 1.8 | 1.5 | 1.1 | 3.1 | 5.9 | 5.8 |
| Average Price | \$429,753 | 16.9 | 32.0 | 45.3 | 101.5 | 117.4 | 121.9 |
| Median Price | \$420,000 | 13.8 | 31.3 | 43.6 | 100.0 | 124.6 | 121.2 |
| Sales to List Price Ratio | 102.4 | 102.0 | 101.3 | 104.3 | 97.5 | 97.3 | 97.1 |
| Median Days on Market | 11.0 | 13.0 | 12.0 | 14.0 | 34.0 | 59.0 | 56.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

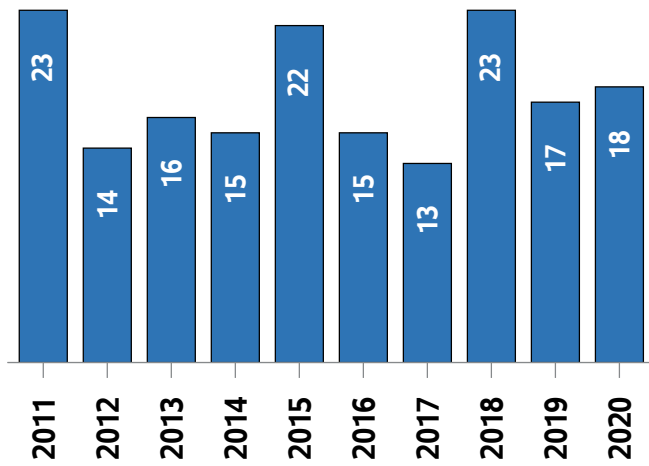
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

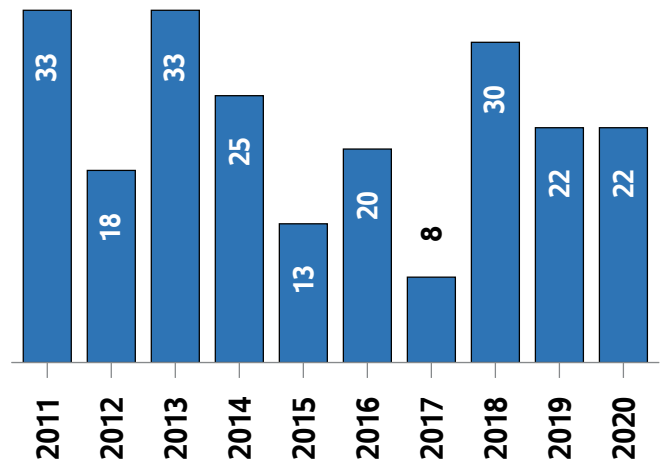
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Single Detached Market Activity

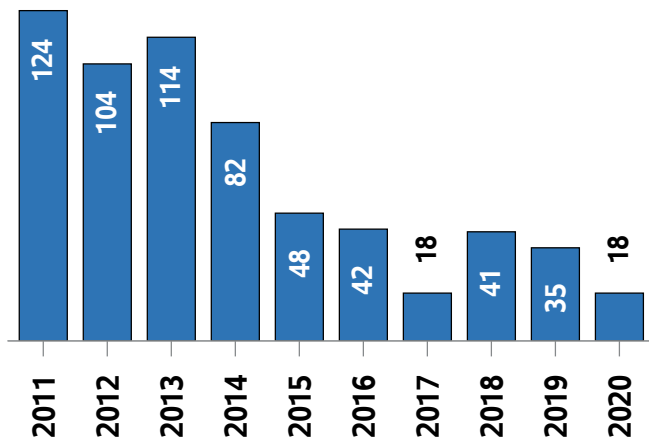
Sales Activity (August only)



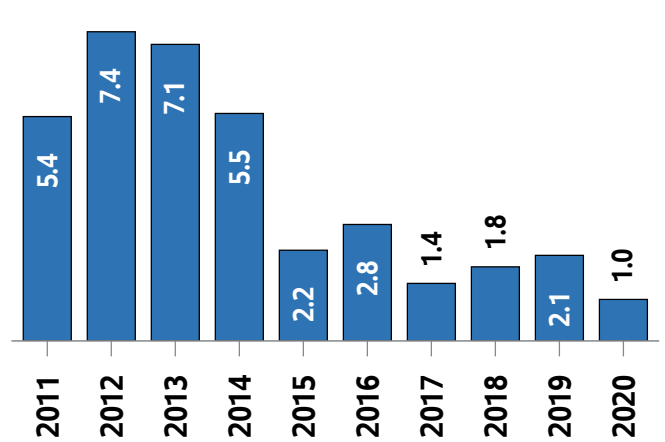
New Listings (August only)



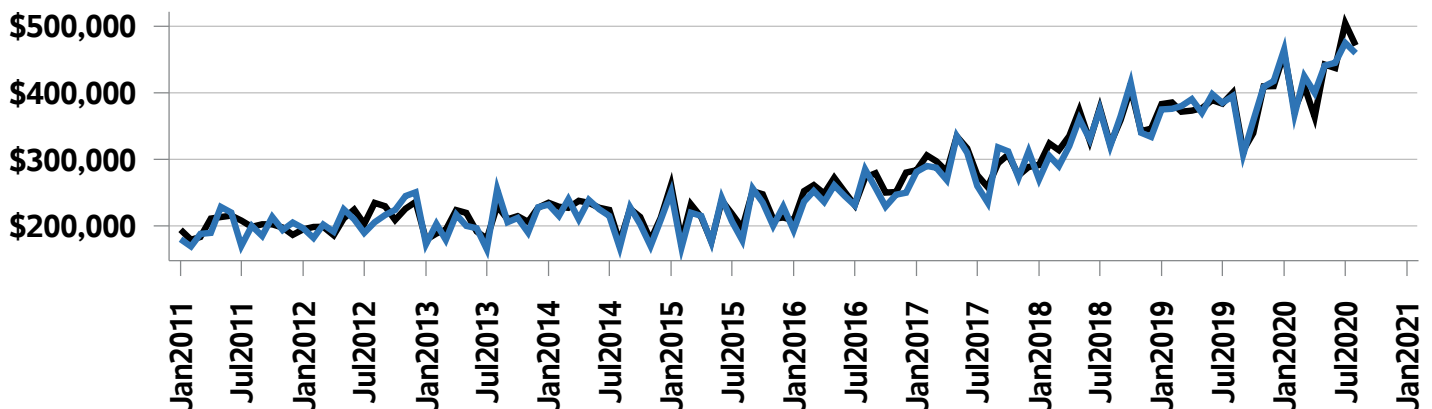
Active Listings (August only)



Months of Inventory (August only)

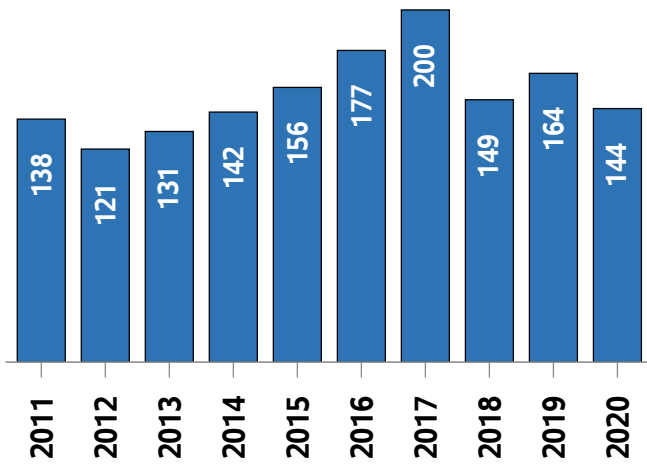


Average Price and Median Price

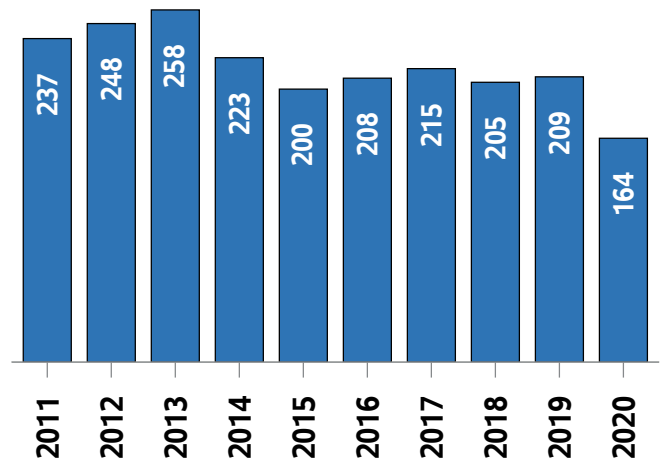


2 - Ingersoll Town MLS® Single Detached Market Activity

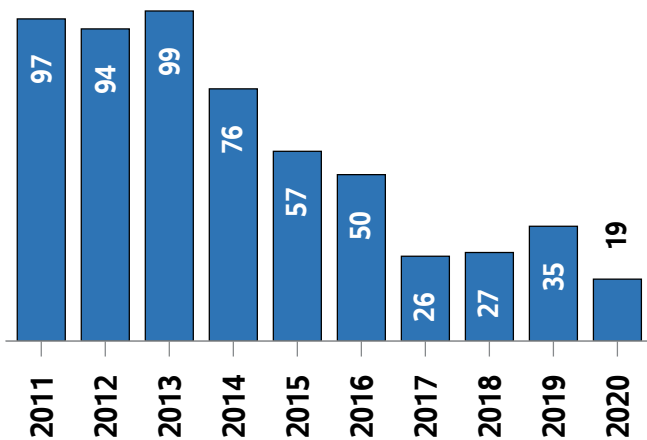
Sales Activity (August Year-to-date)



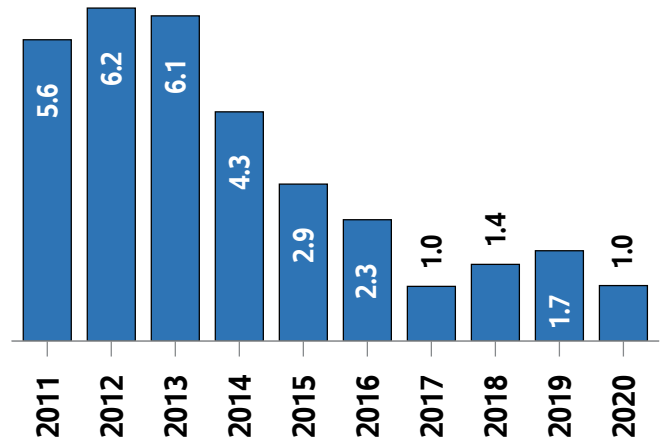
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

2 - Ingersoll Town

MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 18 | 5.9 | -21.7 | 38.5 | -18.2 | 12.5 | 0.0 |
| Dollar Volume | \$8,482,360 | 24.7 | 14.3 | 152.6 | 95.8 | 130.4 | 147.9 |
| New Listings | 22 | 0.0 | -26.7 | 175.0 | 69.2 | -33.3 | -8.3 |
| Active Listings | 18 | -48.6 | -56.1 | 0.0 | -62.5 | -84.2 | -84.9 |
| Sales to New Listings Ratio ¹ | 81.8 | 77.3 | 76.7 | 162.5 | 169.2 | 48.5 | 75.0 |
| Months of Inventory ² | 1.0 | 2.1 | 1.8 | 1.4 | 2.2 | 7.1 | 6.6 |
| Average Price | \$471,242 | 17.8 | 46.1 | 82.4 | 139.3 | 104.8 | 147.9 |
| Median Price | \$459,630 | 16.4 | 43.6 | 95.6 | 157.6 | 80.2 | 131.3 |
| Sales to List Price Ratio | 103.7 | 99.8 | 101.0 | 99.3 | 96.7 | 98.2 | 94.9 |
| Median Days on Market | 9.0 | 15.0 | 15.0 | 21.0 | 52.0 | 78.5 | 103.5 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 144 | -12.2 | -3.4 | -28.0 | -7.7 | 9.9 | -9.4 |
| Dollar Volume | \$63,856,082 | 1.9 | 27.0 | 6.2 | 90.5 | 141.9 | 105.4 |
| New Listings | 164 | -21.5 | -20.0 | -23.7 | -18.0 | -36.4 | -33.1 |
| Active Listings ³ | 19 | -46.0 | -30.0 | -27.0 | -67.3 | -81.2 | -82.8 |
| Sales to New Listings Ratio ⁴ | 87.8 | 78.5 | 72.7 | 93.0 | 78.0 | 50.8 | 64.9 |
| Months of Inventory ⁵ | 1.0 | 1.7 | 1.4 | 1.0 | 2.9 | 6.1 | 5.5 |
| Average Price | \$443,445 | 16.0 | 31.4 | 47.5 | 106.4 | 120.0 | 126.7 |
| Median Price | \$440,000 | 14.1 | 35.3 | 52.4 | 108.5 | 131.6 | 130.4 |
| Sales to List Price Ratio | 102.3 | 102.0 | 101.2 | 103.5 | 96.8 | 97.5 | 97.0 |
| Median Days on Market | 10.0 | 13.0 | 12.0 | 13.0 | 34.0 | 58.0 | 56.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

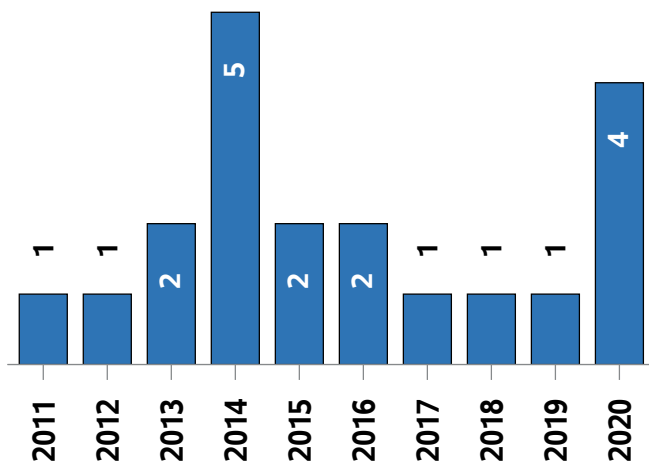
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

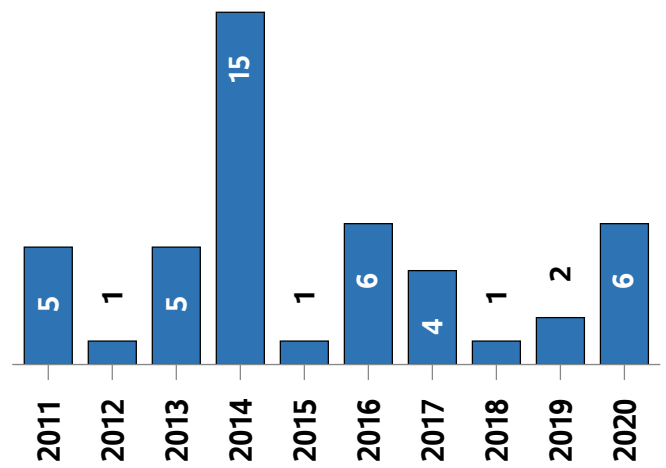
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Condo Market Activity

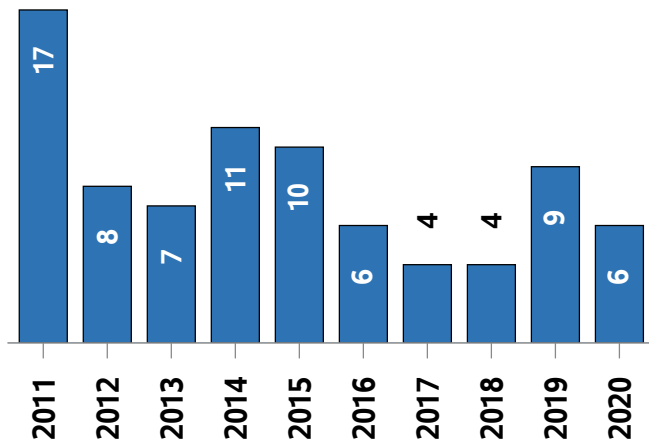
Sales Activity (August only)



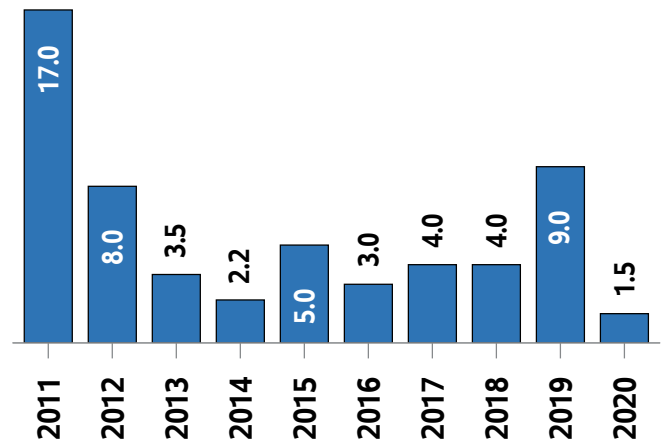
New Listings (August only)



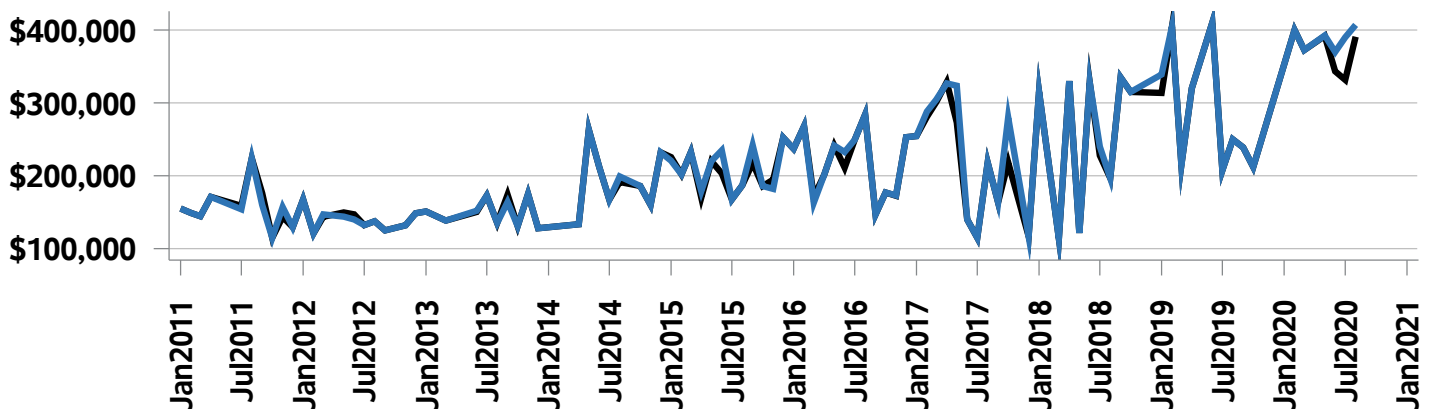
Active Listings (August only)



Months of Inventory (August only)

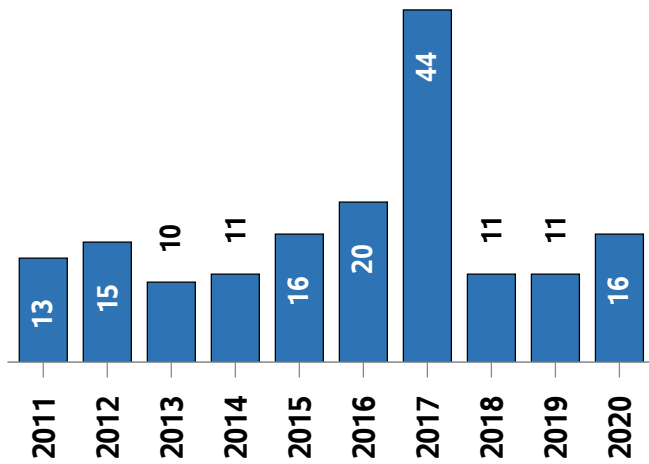


Average Price and Median Price

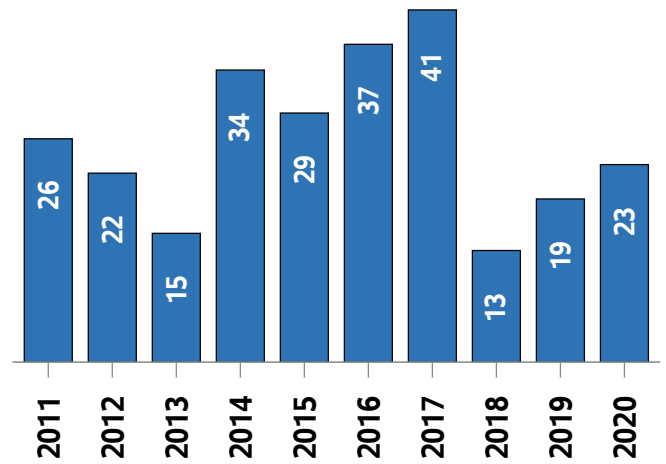


2 - Ingersoll Town MLS® Condo Market Activity

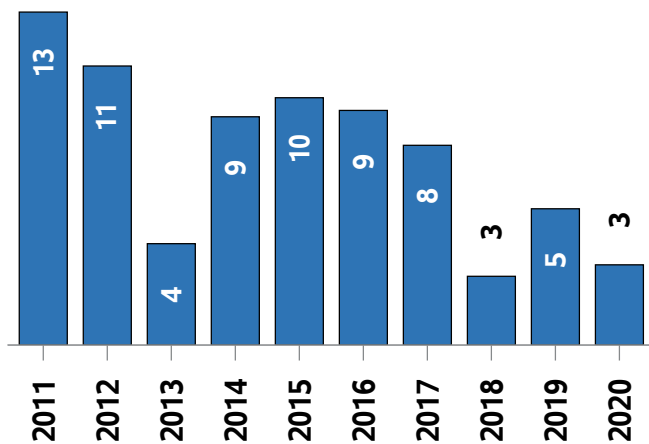
Sales Activity (August Year-to-date)



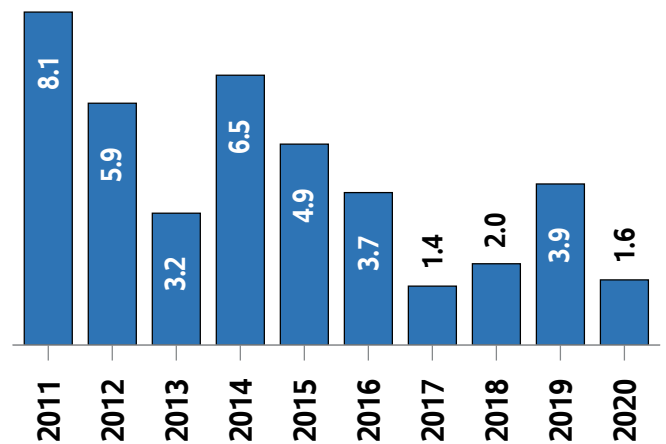
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

2 - Ingersoll Town MLS® Condo Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 4 | 300.0 | 300.0 | 300.0 | 100.0 | 100.0 | 100.0 |
| Dollar Volume | \$1,563,000 | 525.5 | 693.4 | 617.0 | 318.5 | 477.8 | 376.5 |
| New Listings | 6 | 200.0 | 500.0 | 50.0 | 500.0 | 20.0 | 100.0 |
| Active Listings | 6 | -33.3 | 50.0 | 50.0 | -40.0 | -14.3 | -64.7 |
| Sales to New Listings Ratio ¹ | 66.7 | 50.0 | 100.0 | 25.0 | 200.0 | 40.0 | 66.7 |
| Months of Inventory ² | 1.5 | 9.0 | 4.0 | 4.0 | 5.0 | 3.5 | 8.5 |
| Average Price | \$390,750 | 56.4 | 98.4 | 79.2 | 109.2 | 188.9 | 138.3 |
| Median Price | \$407,000 | 62.9 | 106.6 | 86.7 | 117.9 | 200.9 | 148.2 |
| Sales to List Price Ratio | 103.4 | 108.7 | 105.3 | 101.4 | 97.8 | 97.1 | 97.0 |
| Median Days on Market | 24.0 | 1.0 | 6.0 | 15.0 | 31.0 | 64.0 | 128.5 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 16 | 45.5 | 45.5 | -63.6 | 0.0 | 60.0 | 33.3 |
| Dollar Volume | \$5,908,200 | 75.8 | 132.8 | -51.0 | 83.2 | 301.0 | 192.9 |
| New Listings | 23 | 21.1 | 76.9 | -43.9 | -20.7 | 53.3 | -25.8 |
| Active Listings ³ | 3 | -41.1 | 16.7 | -59.8 | -67.5 | -20.8 | -78.5 |
| Sales to New Listings Ratio ⁴ | 69.6 | 57.9 | 84.6 | 107.3 | 55.2 | 66.7 | 38.7 |
| Months of Inventory ⁵ | 1.6 | 3.9 | 2.0 | 1.4 | 4.9 | 3.2 | 9.8 |
| Average Price | \$369,263 | 20.9 | 60.0 | 34.9 | 83.2 | 150.6 | 119.7 |
| Median Price | \$391,250 | 22.3 | 63.0 | 32.4 | 90.9 | 157.4 | 145.4 |
| Sales to List Price Ratio | 100.6 | 101.9 | 100.7 | 107.8 | 103.6 | 95.6 | 98.1 |
| Median Days on Market | 20.0 | 23.0 | 18.0 | 36.5 | 58.0 | 92.0 | 58.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

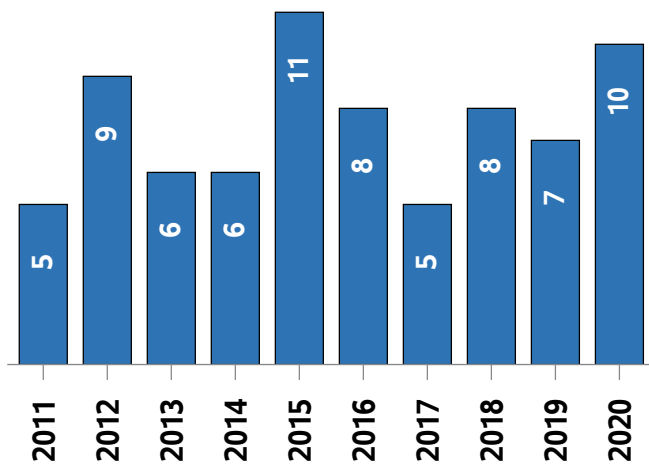
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

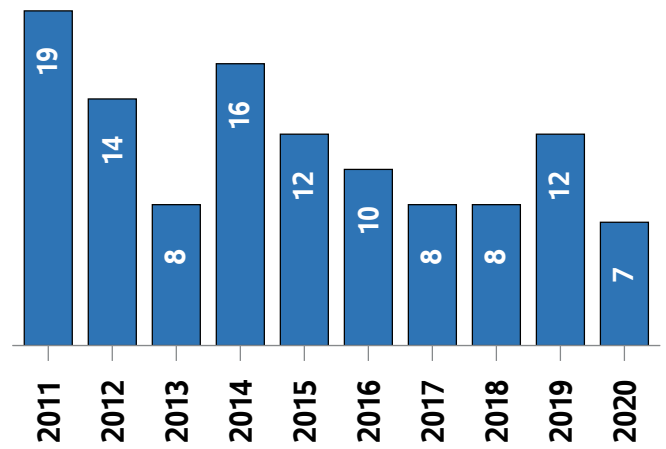
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Residential Market Activity

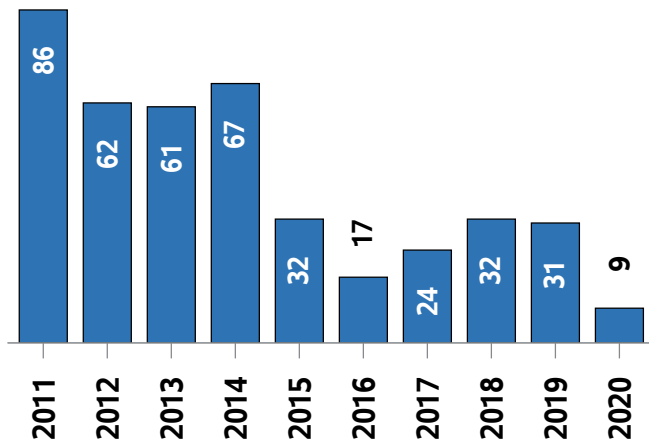
Sales Activity (August only)



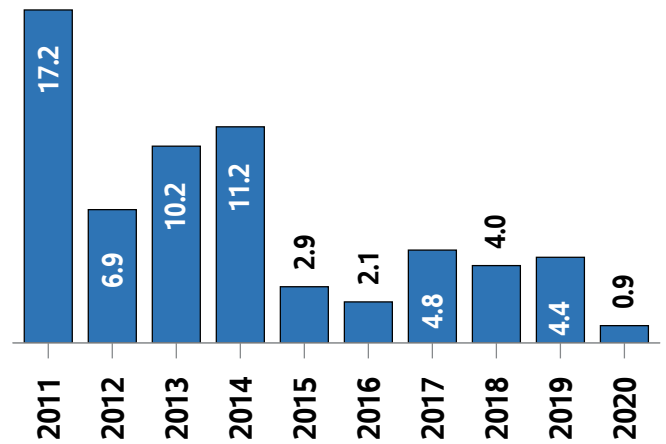
New Listings (August only)



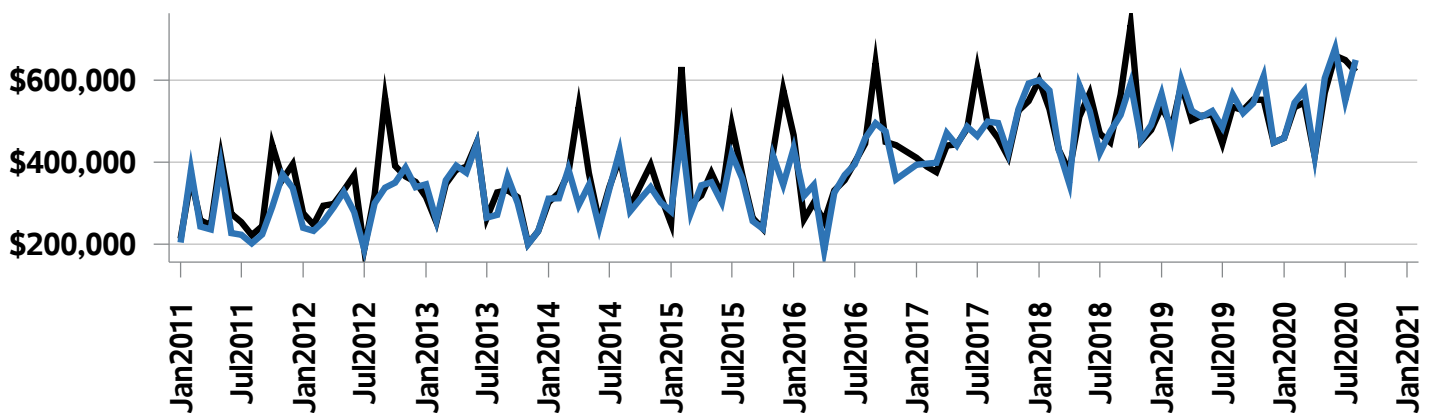
Active Listings (August only)



Months of Inventory (August only)

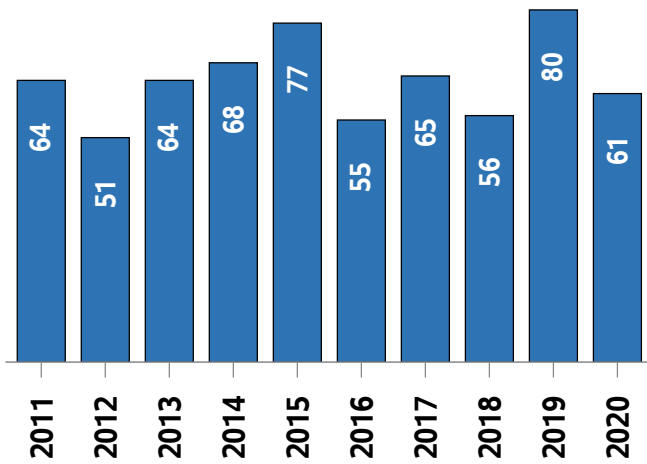


Average Price and Median Price

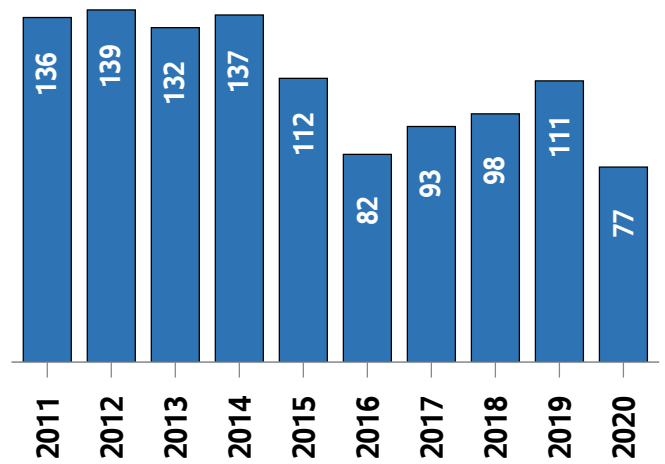


4 - Blandford Blenheim MLS® Residential Market Activity

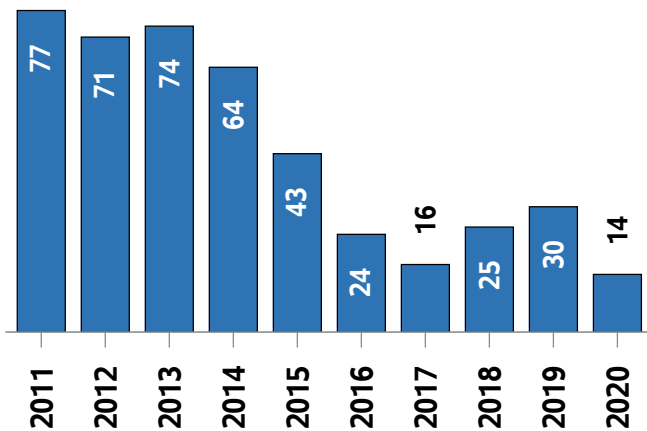
Sales Activity (August Year-to-date)



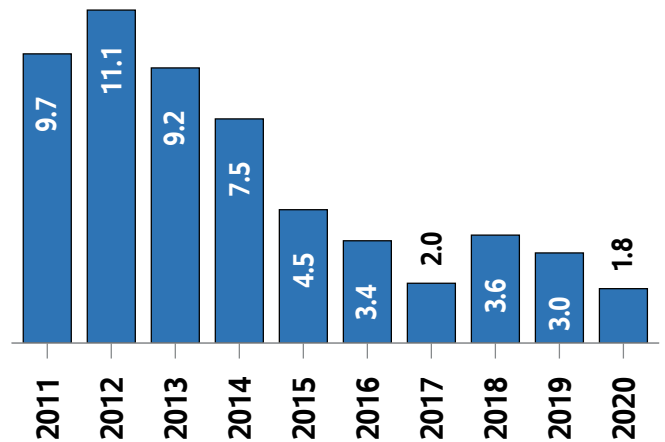
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

4 - Blandford Blenheim MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 10 | 42.9 | 25.0 | 100.0 | -9.1 | 66.7 | 100.0 |
| Dollar Volume | \$6,209,688 | 66.0 | 73.1 | 152.0 | 52.7 | 217.1 | 261.0 |
| New Listings | 7 | -41.7 | -12.5 | -12.5 | -41.7 | -12.5 | -36.4 |
| Active Listings | 9 | -71.0 | -71.9 | -62.5 | -71.9 | -85.2 | -88.6 |
| Sales to New Listings Ratio ¹ | 142.9 | 58.3 | 100.0 | 62.5 | 91.7 | 75.0 | 45.5 |
| Months of Inventory ² | 0.9 | 4.4 | 4.0 | 4.8 | 2.9 | 10.2 | 15.8 |
| Average Price | \$620,969 | 16.2 | 38.5 | 26.0 | 68.0 | 90.3 | 80.5 |
| Median Price | \$649,500 | 15.0 | 36.9 | 30.2 | 80.4 | 139.2 | 122.4 |
| Sales to List Price Ratio | 106.6 | 99.0 | 101.8 | 100.0 | 97.8 | 97.1 | 96.7 |
| Median Days on Market | 12.5 | 27.0 | 26.0 | 36.0 | 77.0 | 129.0 | 73.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 61 | -23.8 | 8.9 | -6.2 | -20.8 | -4.7 | -1.6 |
| Dollar Volume | \$35,691,134 | -13.0 | 31.4 | 19.9 | 28.8 | 62.4 | 125.0 |
| New Listings | 77 | -30.6 | -21.4 | -17.2 | -31.3 | -41.7 | -47.6 |
| Active Listings ³ | 14 | -53.9 | -45.0 | -14.6 | -67.6 | -81.1 | -81.3 |
| Sales to New Listings Ratio ⁴ | 79.2 | 72.1 | 57.1 | 69.9 | 68.8 | 48.5 | 42.2 |
| Months of Inventory ⁵ | 1.8 | 3.0 | 3.6 | 2.0 | 4.5 | 9.2 | 9.6 |
| Average Price | \$585,101 | 14.1 | 20.6 | 27.7 | 62.6 | 70.4 | 128.7 |
| Median Price | \$575,000 | 9.5 | 19.2 | 30.4 | 72.9 | 70.7 | 113.0 |
| Sales to List Price Ratio | 102.4 | 100.1 | 99.6 | 101.8 | 96.7 | 98.4 | 96.3 |
| Median Days on Market | 13.0 | 26.0 | 18.5 | 13.0 | 46.0 | 72.5 | 70.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

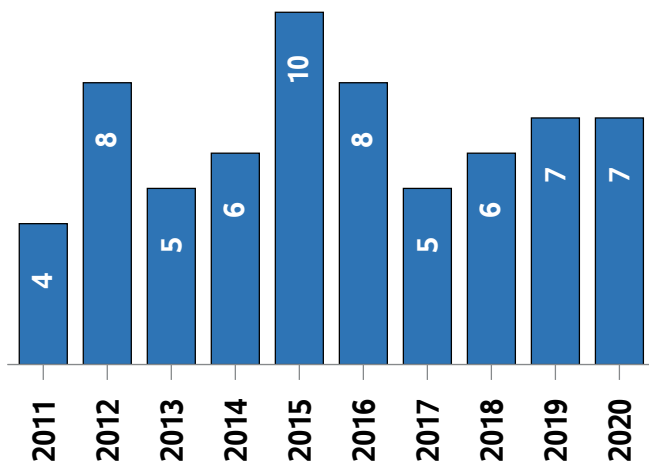
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

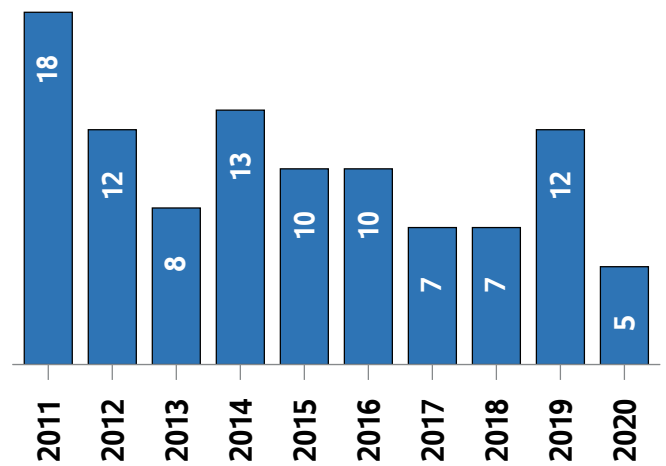
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Single Detached Market Activity

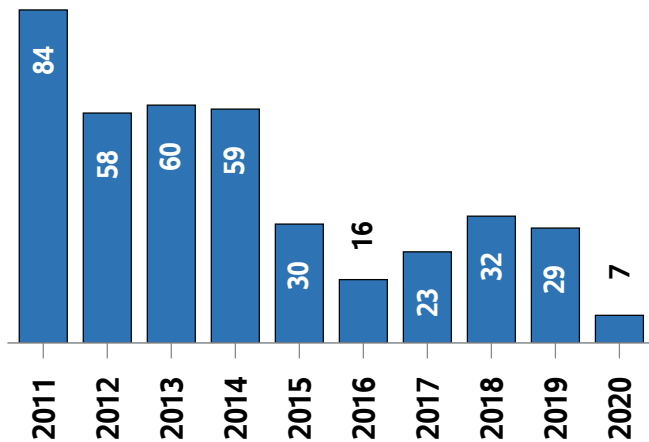
Sales Activity (August only)



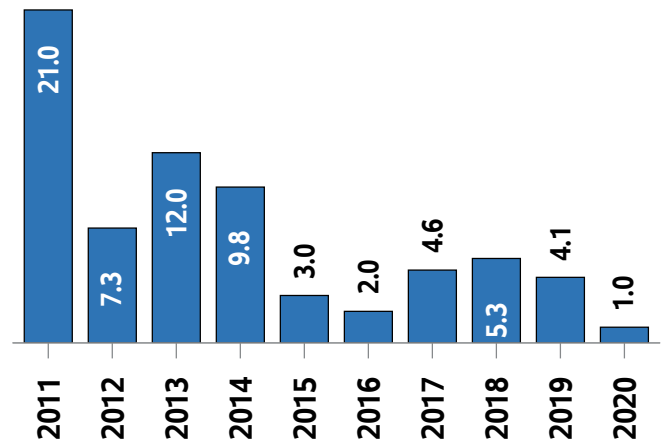
New Listings (August only)



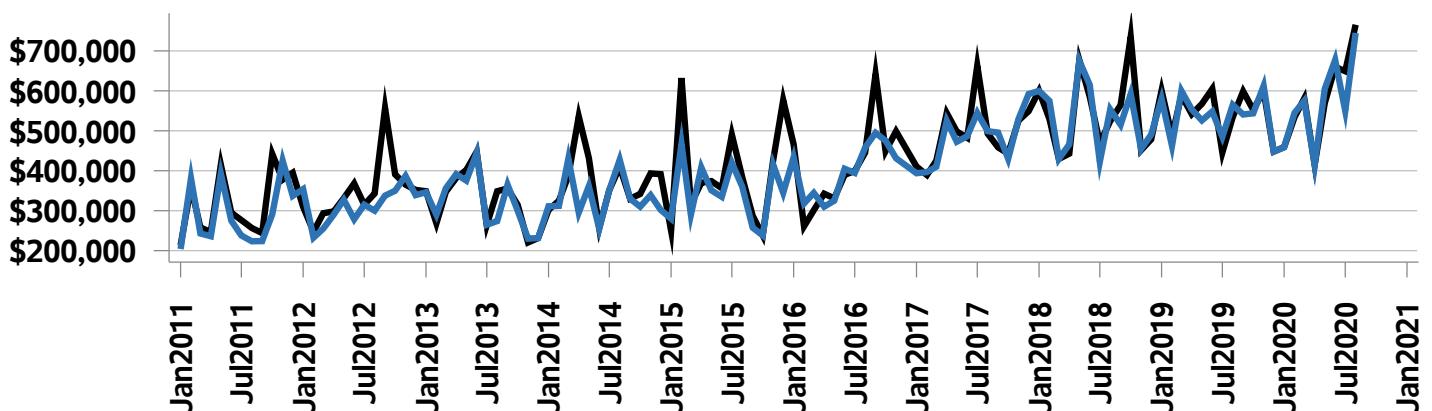
Active Listings (August only)



Months of Inventory (August only)

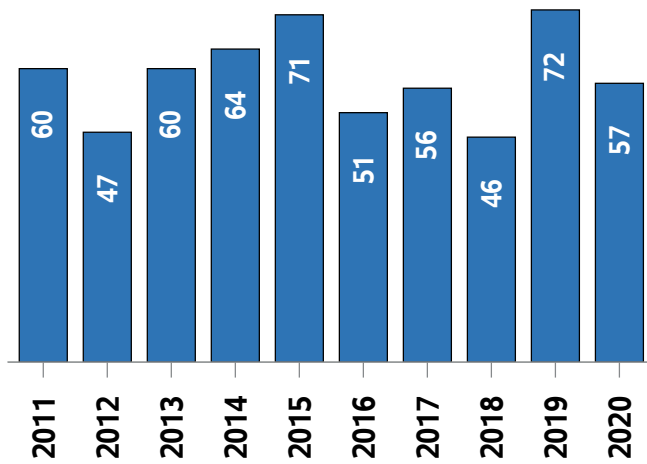


Average Price and Median Price

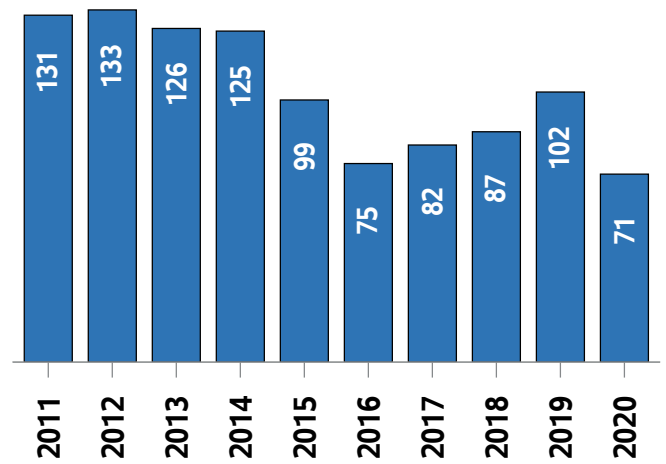


4 - Blandford Blenheim MLS® Single Detached Market Activity

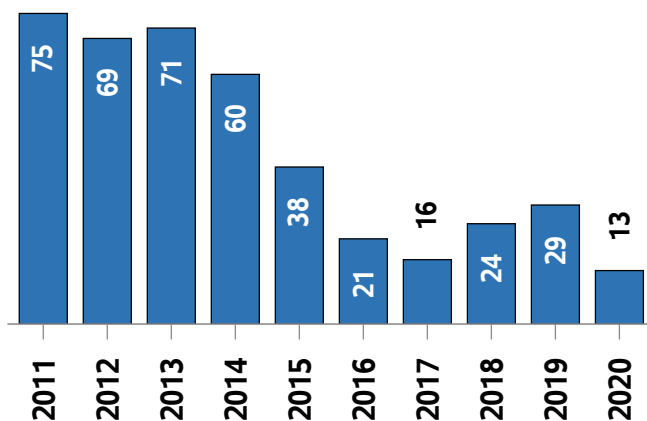
Sales Activity (August Year-to-date)



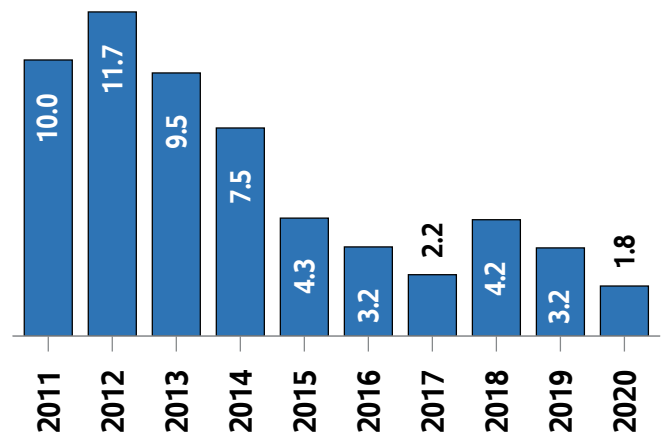
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

4 - Blandford Blenheim MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 7 | 0.0 | 16.7 | 40.0 | -30.0 | 40.0 | 75.0 |
| Dollar Volume | \$5,358,688 | 43.2 | 70.3 | 117.5 | 39.7 | 207.4 | 227.7 |
| New Listings | 5 | -58.3 | -28.6 | -28.6 | -50.0 | -37.5 | -50.0 |
| Active Listings | 7 | -75.9 | -78.1 | -69.6 | -76.7 | -88.3 | -90.5 |
| Sales to New Listings Ratio ¹ | 140.0 | 58.3 | 85.7 | 71.4 | 100.0 | 62.5 | 40.0 |
| Months of Inventory ² | 1.0 | 4.1 | 5.3 | 4.6 | 3.0 | 12.0 | 18.5 |
| Average Price | \$765,527 | 43.2 | 46.0 | 55.3 | 99.6 | 119.6 | 87.3 |
| Median Price | \$745,000 | 31.9 | 34.5 | 49.3 | 106.9 | 171.9 | 146.3 |
| Sales to List Price Ratio | 108.2 | 99.0 | 102.5 | 100.0 | 97.8 | 96.9 | 98.5 |
| Median Days on Market | 9.0 | 27.0 | 26.0 | 36.0 | 80.5 | 154.0 | 55.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 57 | -20.8 | 23.9 | 1.8 | -19.7 | -5.0 | 1.8 |
| Dollar Volume | \$34,650,134 | -11.8 | 41.3 | 25.2 | 28.7 | 62.8 | 127.2 |
| New Listings | 71 | -30.4 | -18.4 | -13.4 | -28.3 | -43.7 | -47.4 |
| Active Listings ³ | 13 | -55.0 | -46.6 | -16.9 | -65.9 | -81.9 | -81.2 |
| Sales to New Listings Ratio ⁴ | 80.3 | 70.6 | 52.9 | 68.3 | 71.7 | 47.6 | 41.5 |
| Months of Inventory ⁵ | 1.8 | 3.2 | 4.2 | 2.2 | 4.3 | 9.5 | 9.8 |
| Average Price | \$607,897 | 11.4 | 14.0 | 23.0 | 60.3 | 71.4 | 123.2 |
| Median Price | \$600,000 | 9.9 | 11.1 | 25.7 | 70.9 | 73.4 | 120.2 |
| Sales to List Price Ratio | 102.7 | 100.5 | 99.7 | 101.8 | 97.1 | 98.3 | 96.6 |
| Median Days on Market | 13.0 | 26.0 | 24.0 | 13.5 | 45.0 | 74.0 | 70.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

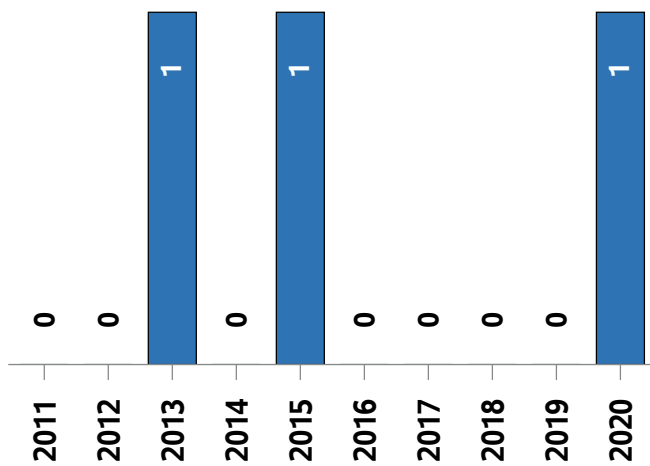
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

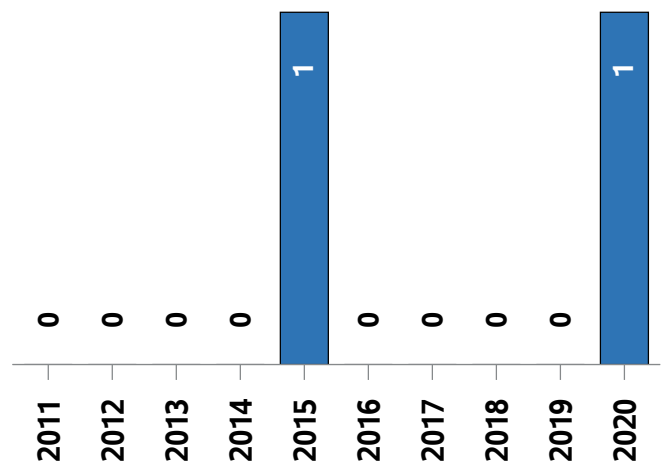
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Semi-Detached Market Activity

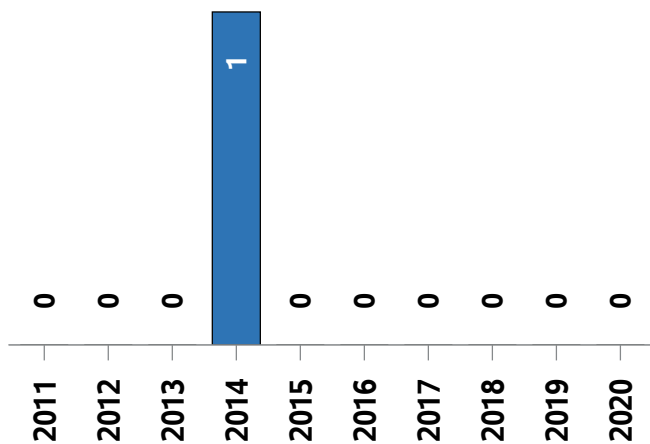
Sales Activity (August only)



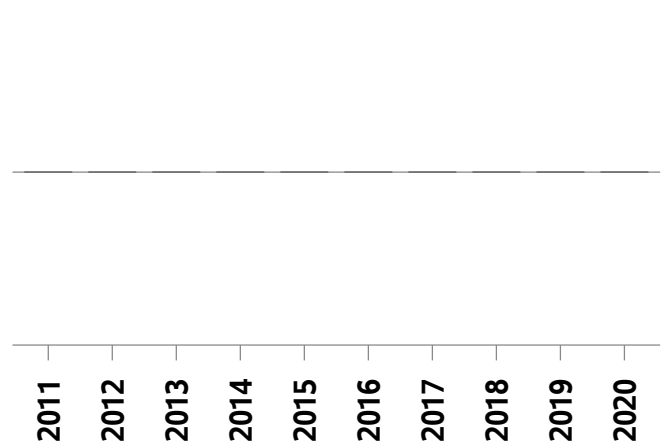
New Listings (August only)



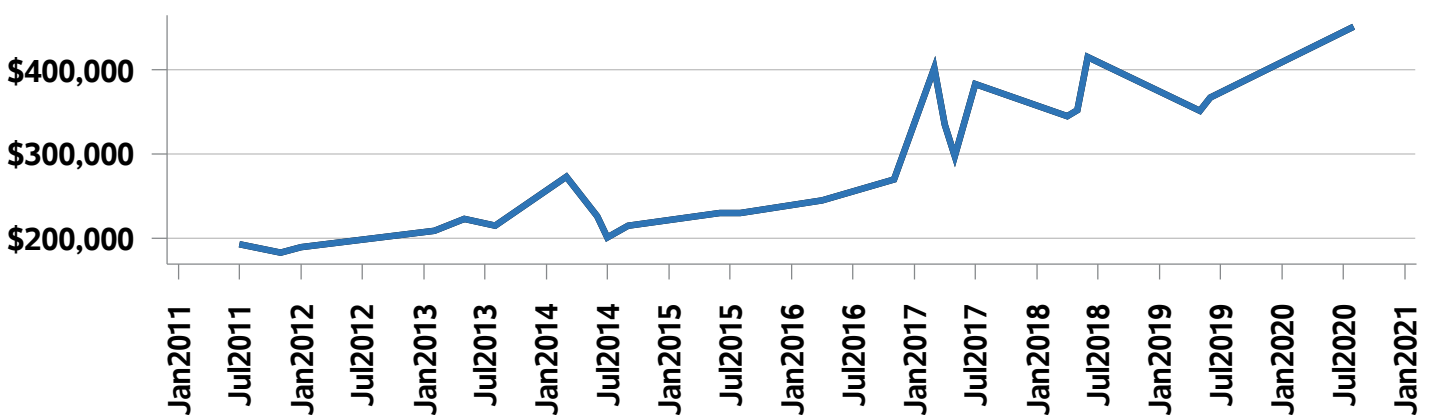
Active Listings (August only)



Months of Inventory (August only)

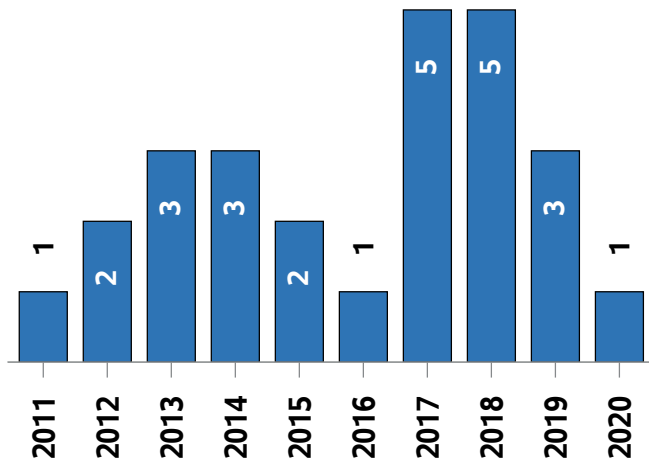


Average Price and Median Price

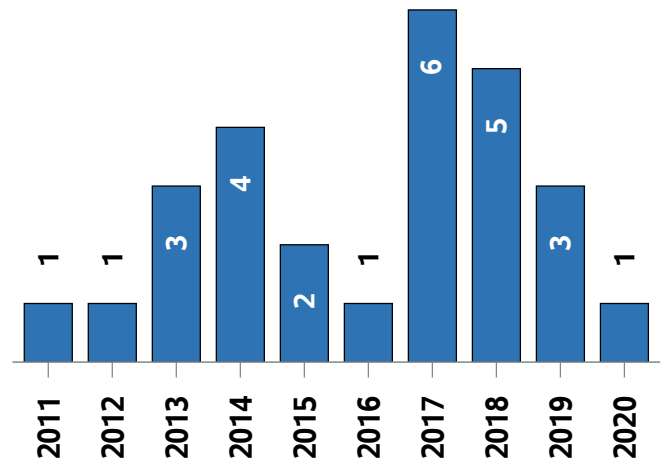


4 - Blandford Blenheim MLS® Semi-Detached Market Activity

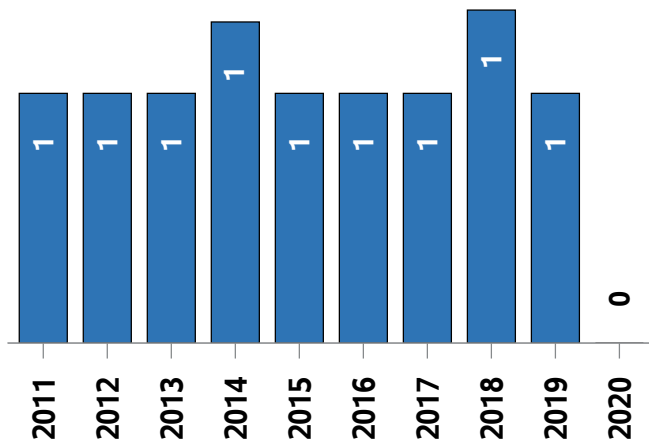
Sales Activity (August Year-to-date)



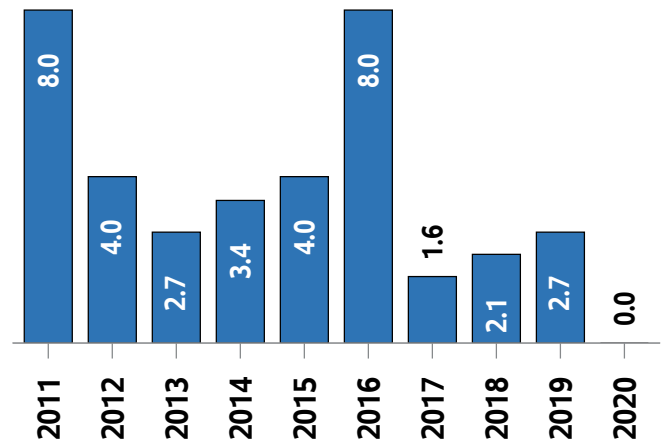
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

4 - Blandford Blenheim MLS® Semi-Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 1 | | | | 0.0 | 0.0 | |
| Dollar Volume | \$451,000 | | | | 96.1 | 109.8 | |
| New Listings | 1 | | | | 0.0 | | |
| Active Listings | 0 | | | | | | |
| Sales to New Listings Ratio ¹ | 100.0 | | | | 100.0 | | |
| Months of Inventory ² | 0.0 | | | | | | |
| Average Price | \$451,000 | | | | 96.1 | 109.8 | |
| Median Price | \$451,000 | | | | 96.1 | 109.8 | |
| Sales to List Price Ratio | 120.3 | | | | 97.9 | 97.8 | |
| Median Days on Market | 11.0 | | | | 15.0 | 21.0 | |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 1 | -66.7 | -80.0 | -80.0 | -50.0 | -66.7 | 0.0 |
| Dollar Volume | \$451,000 | -57.8 | -75.1 | -73.7 | -2.0 | -30.3 | 90.3 |
| New Listings | 1 | -66.7 | -80.0 | -83.3 | -50.0 | -66.7 | 0.0 |
| Active Listings ³ | 0 | -100.0 | -100.0 | -100.0 | -100.0 | -100.0 | -100.0 |
| Sales to New Listings Ratio ⁴ | 100.0 | 100.0 | 100.0 | 83.3 | 100.0 | 100.0 | 100.0 |
| Months of Inventory ⁵ | 0.0 | 2.7 | 2.1 | 1.6 | 4.0 | 2.7 | 8.0 |
| Average Price | \$451,000 | 26.5 | 24.7 | 31.5 | 96.1 | 109.2 | 90.3 |
| Median Price | \$451,000 | 27.0 | 28.1 | 34.6 | 96.1 | 109.8 | 90.3 |
| Sales to List Price Ratio | 120.3 | 101.0 | 99.7 | 108.1 | 96.9 | 100.2 | 99.2 |
| Median Days on Market | 11.0 | 9.0 | 17.0 | 7.0 | 16.5 | 21.0 | 19.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

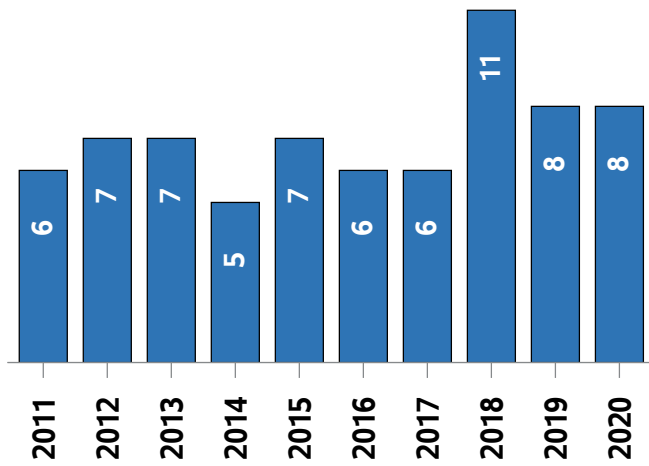
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

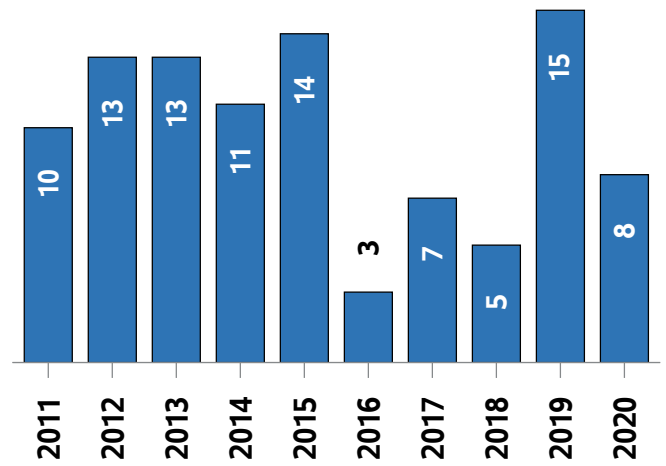
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Residential Market Activity

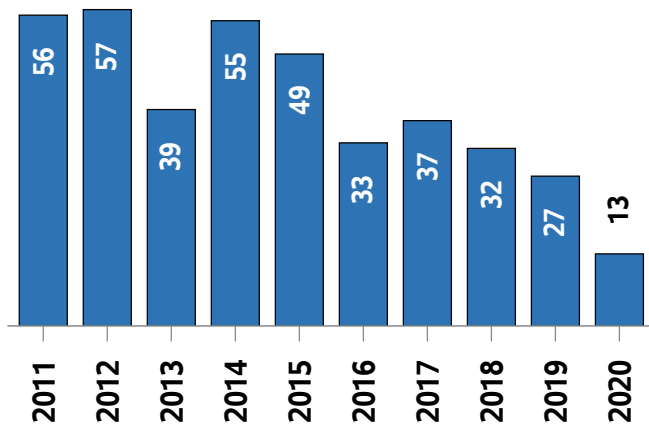
Sales Activity (August only)



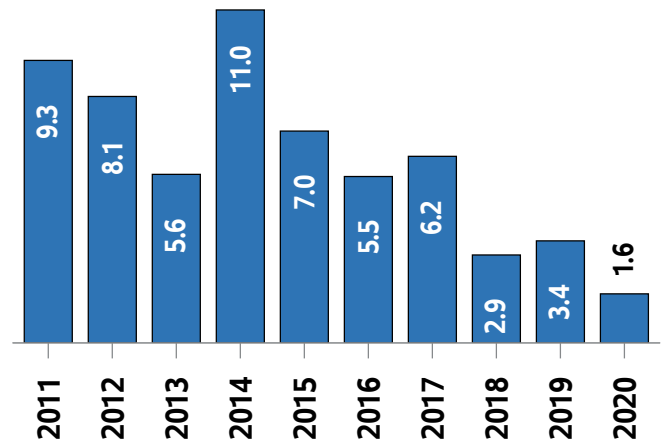
New Listings (August only)



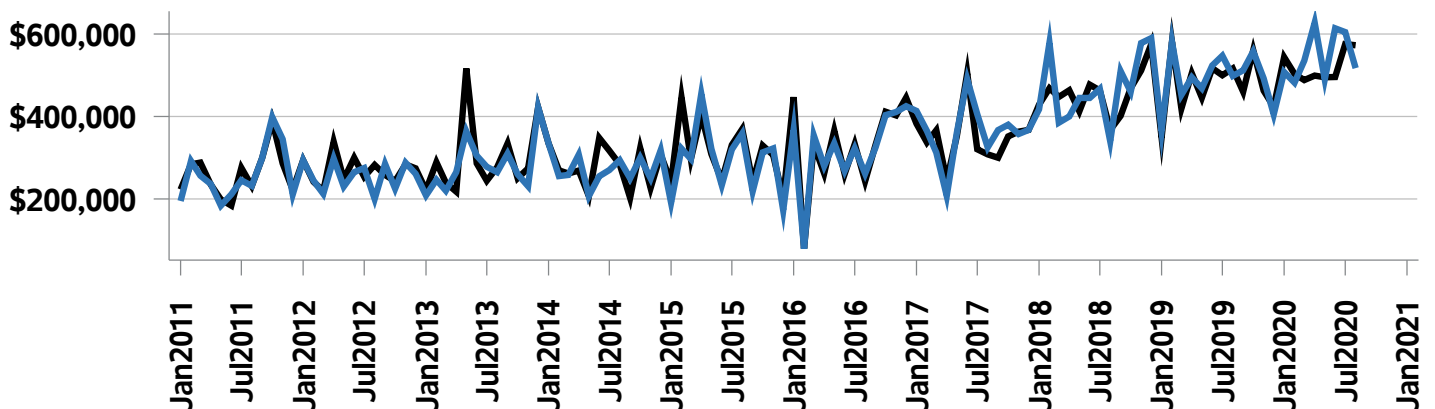
Active Listings (August only)



Months of Inventory (August only)

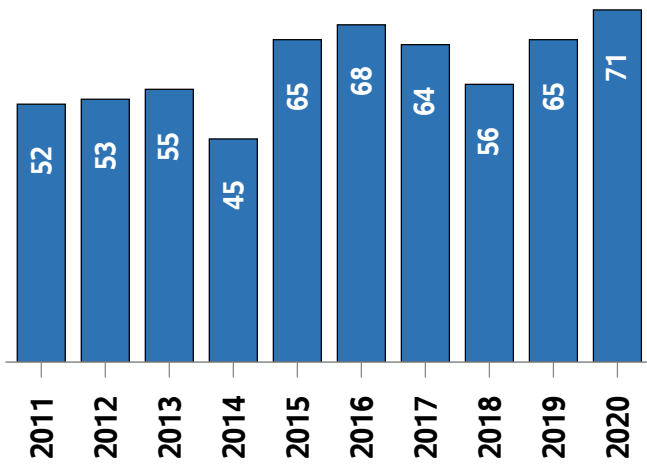


Average Price and Median Price

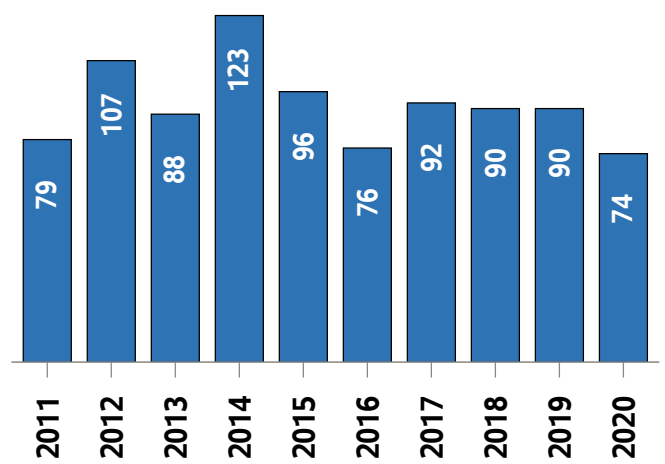


5 - East Zorra Tavistock MLS® Residential Market Activity

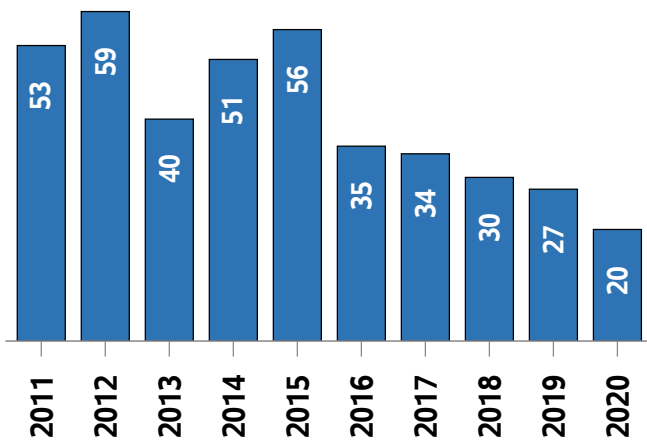
Sales Activity (August Year-to-date)



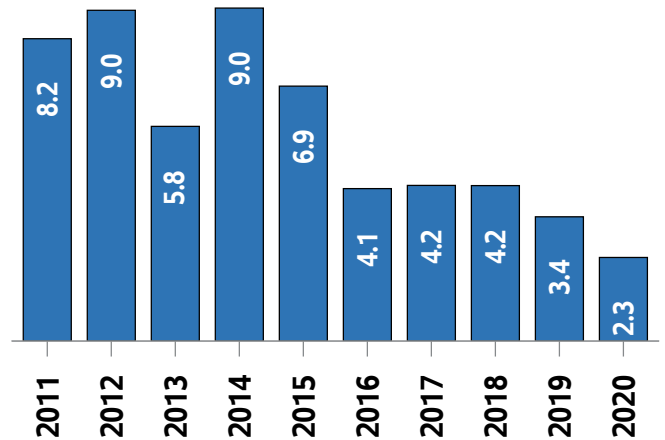
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

5 - East Zorra Tavistock MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 8 | 0.0 | -27.3 | 33.3 | 14.3 | 14.3 | 166.7 |
| Dollar Volume | \$4,581,644 | 10.9 | 13.3 | 147.8 | 77.1 | 136.2 | 396.4 |
| New Listings | 8 | -46.7 | 60.0 | 14.3 | -42.9 | -38.5 | 14.3 |
| Active Listings | 13 | -51.9 | -59.4 | -64.9 | -73.5 | -66.7 | -79.7 |
| Sales to New Listings Ratio ¹ | 100.0 | 53.3 | 220.0 | 85.7 | 50.0 | 53.8 | 42.9 |
| Months of Inventory ² | 1.6 | 3.4 | 2.9 | 6.2 | 7.0 | 5.6 | 21.3 |
| Average Price | \$572,706 | 10.9 | 55.8 | 85.9 | 55.0 | 106.7 | 86.1 |
| Median Price | \$517,286 | 3.8 | 52.1 | 59.2 | 44.2 | 95.3 | 57.2 |
| Sales to List Price Ratio | 105.4 | 99.8 | 96.0 | 101.1 | 98.2 | 94.8 | 96.1 |
| Median Days on Market | 16.0 | 17.5 | 43.0 | 22.0 | 22.0 | 139.0 | 84.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 71 | 9.2 | 26.8 | 10.9 | 9.2 | 29.1 | 51.1 |
| Dollar Volume | \$37,133,930 | 21.2 | 54.0 | 64.0 | 81.1 | 123.2 | 238.0 |
| New Listings | 74 | -17.8 | -17.8 | -19.6 | -22.9 | -15.9 | -10.8 |
| Active Listings ³ | 20 | -26.5 | -31.8 | -40.4 | -64.1 | -49.7 | -66.5 |
| Sales to New Listings Ratio ⁴ | 95.9 | 72.2 | 62.2 | 69.6 | 67.7 | 62.5 | 56.6 |
| Months of Inventory ⁵ | 2.3 | 3.4 | 4.2 | 4.2 | 6.9 | 5.8 | 10.2 |
| Average Price | \$523,013 | 10.9 | 21.5 | 47.9 | 65.8 | 72.9 | 123.7 |
| Median Price | \$550,000 | 13.4 | 35.8 | 45.7 | 73.5 | 97.9 | 120.0 |
| Sales to List Price Ratio | 100.5 | 100.4 | 98.8 | 100.4 | 96.7 | 96.7 | 97.8 |
| Median Days on Market | 35.0 | 21.0 | 26.0 | 18.5 | 52.0 | 61.0 | 103.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

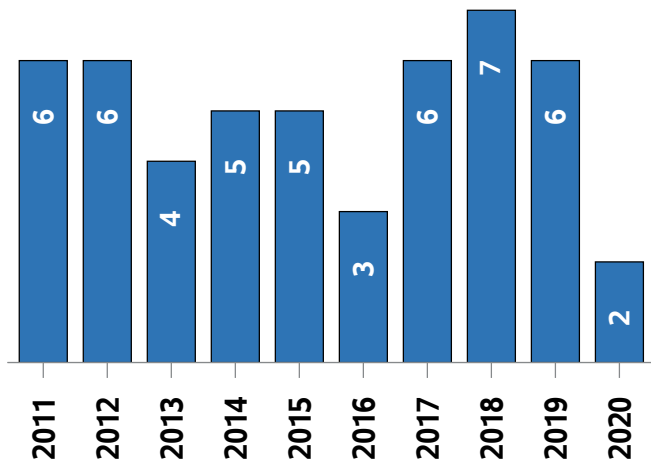
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

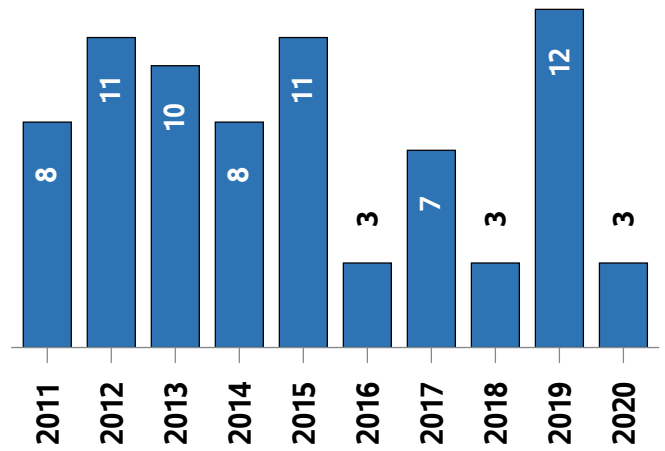
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Single Detached Market Activity

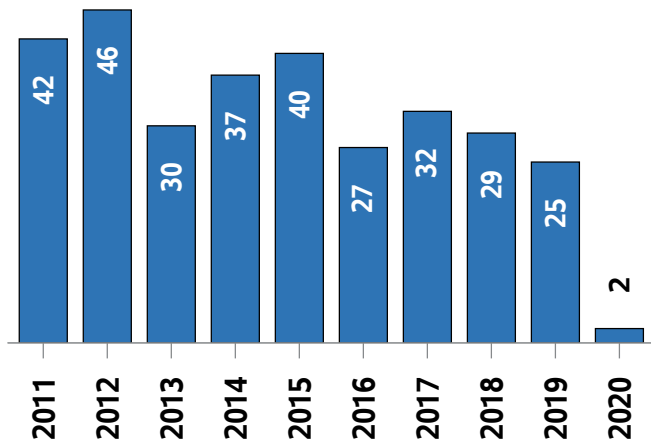
Sales Activity (August only)



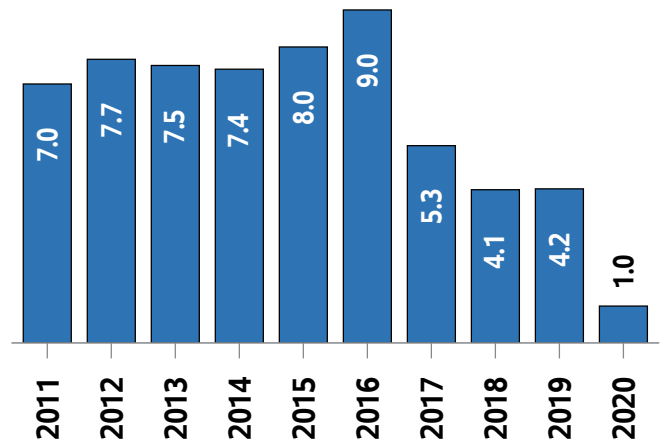
New Listings (August only)



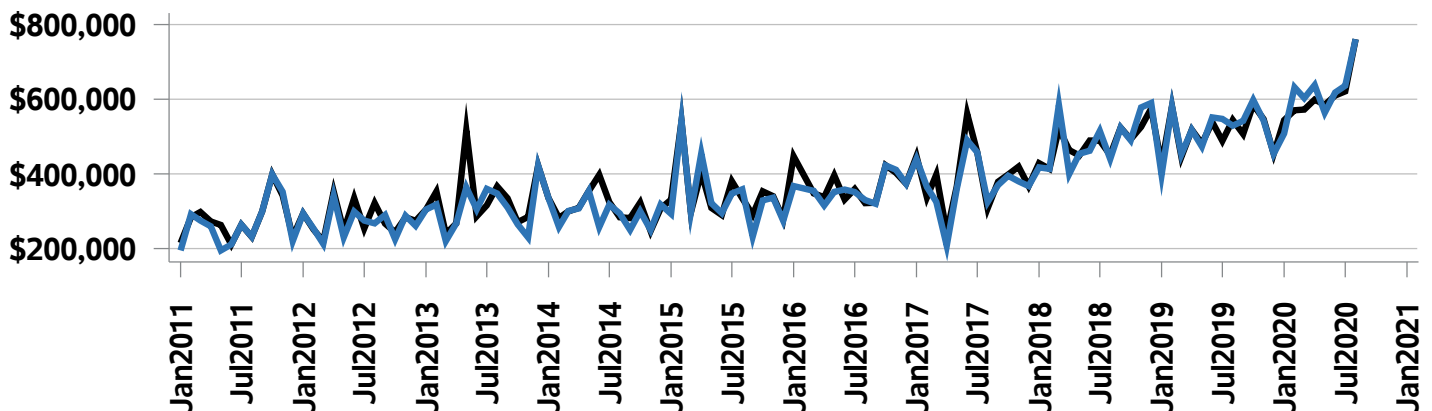
Active Listings (August only)



Months of Inventory (August only)

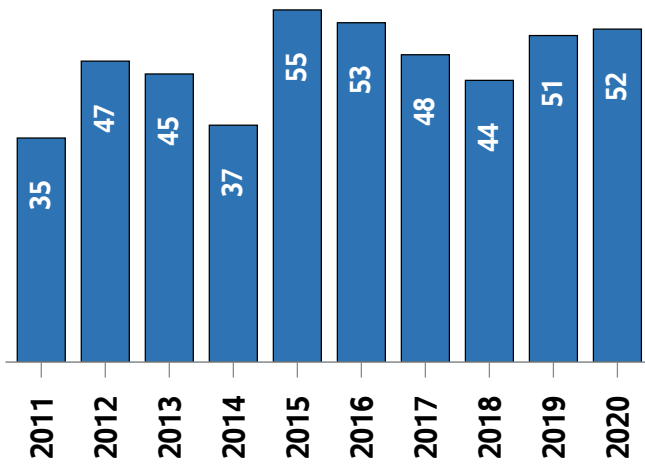


Average Price and Median Price

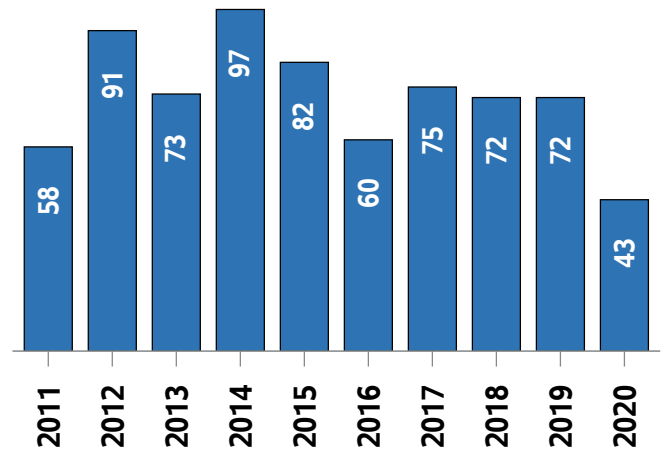


5 - East Zorra Tavistock MLS® Single Detached Market Activity

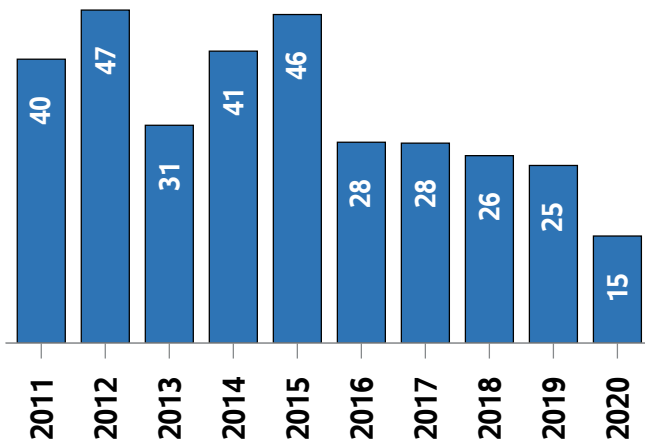
Sales Activity (August Year-to-date)



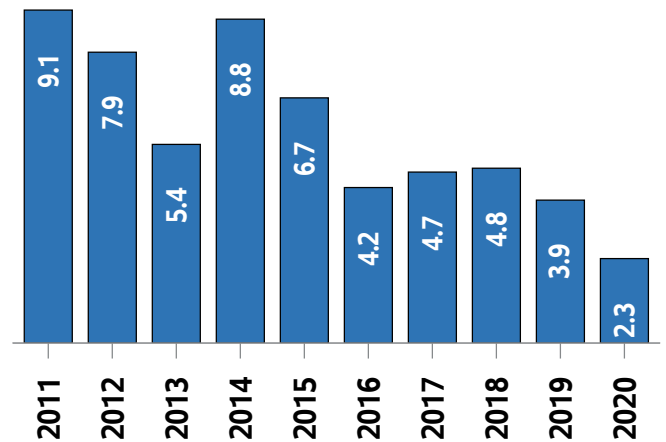
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

5 - East Zorra Tavistock MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 2 | -66.7 | -71.4 | -66.7 | -60.0 | -50.0 | 0.0 |
| Dollar Volume | \$1,521,500 | -53.4 | -51.7 | -17.7 | -9.1 | 3.8 | 167.4 |
| New Listings | 3 | -75.0 | 0.0 | -57.1 | -72.7 | -70.0 | -50.0 |
| Active Listings | 2 | -92.0 | -93.1 | -93.8 | -95.0 | -93.3 | -96.3 |
| Sales to New Listings Ratio ¹ | 66.7 | 50.0 | 233.3 | 85.7 | 45.5 | 40.0 | 33.3 |
| Months of Inventory ² | 1.0 | 4.2 | 4.1 | 5.3 | 8.0 | 7.5 | 27.0 |
| Average Price | \$760,750 | 39.7 | 68.9 | 146.9 | 127.3 | 107.6 | 167.4 |
| Median Price | \$760,750 | 43.8 | 72.9 | 134.1 | 112.1 | 119.0 | 167.4 |
| Sales to List Price Ratio | 99.5 | 99.6 | 96.8 | 101.1 | 98.6 | 98.5 | 96.0 |
| Median Days on Market | 26.0 | 32.5 | 57.0 | 22.0 | 10.0 | 147.5 | 65.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 52 | 2.0 | 18.2 | 8.3 | -5.5 | 15.6 | 48.6 |
| Dollar Volume | \$30,804,286 | 20.9 | 51.1 | 64.0 | 66.3 | 99.0 | 238.8 |
| New Listings | 43 | -40.3 | -40.3 | -42.7 | -47.6 | -41.1 | -34.8 |
| Active Listings ³ | 15 | -39.7 | -42.9 | -46.4 | -67.4 | -50.8 | -67.8 |
| Sales to New Listings Ratio ⁴ | 120.9 | 70.8 | 61.1 | 64.0 | 67.1 | 61.6 | 53.0 |
| Months of Inventory ⁵ | 2.3 | 3.9 | 4.8 | 4.7 | 6.7 | 5.4 | 10.7 |
| Average Price | \$592,390 | 18.5 | 27.8 | 51.4 | 75.9 | 72.2 | 128.0 |
| Median Price | \$618,950 | 24.2 | 36.9 | 58.7 | 92.2 | 102.9 | 138.1 |
| Sales to List Price Ratio | 100.2 | 100.4 | 99.2 | 99.7 | 97.2 | 97.5 | 98.7 |
| Median Days on Market | 50.5 | 26.0 | 26.0 | 15.0 | 47.0 | 55.0 | 102.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

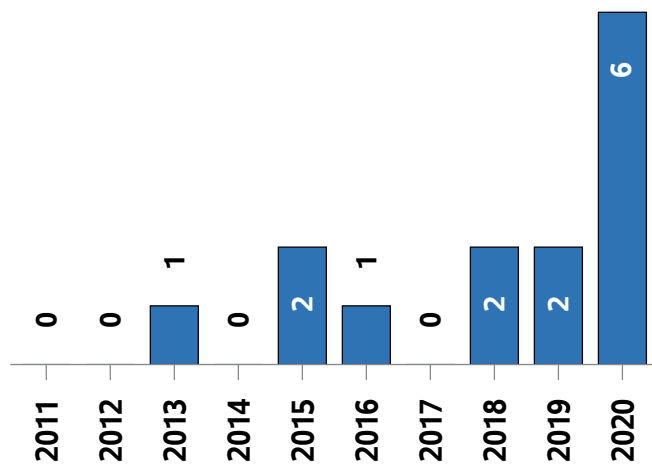
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

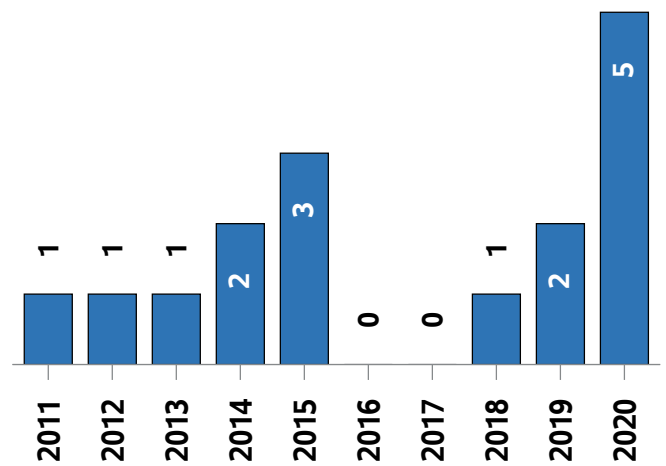
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Semi-Detached Market Activity

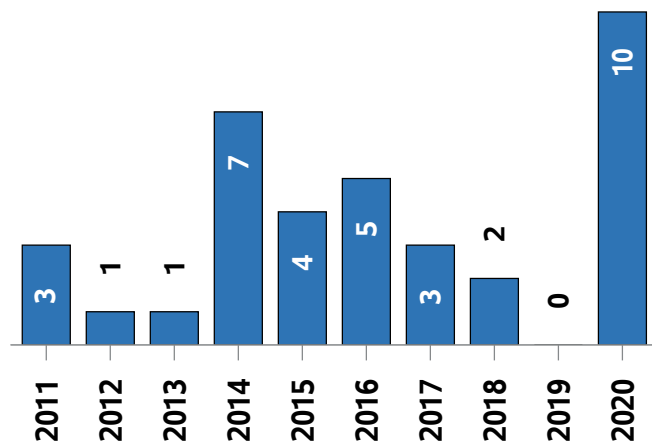
Sales Activity (August only)



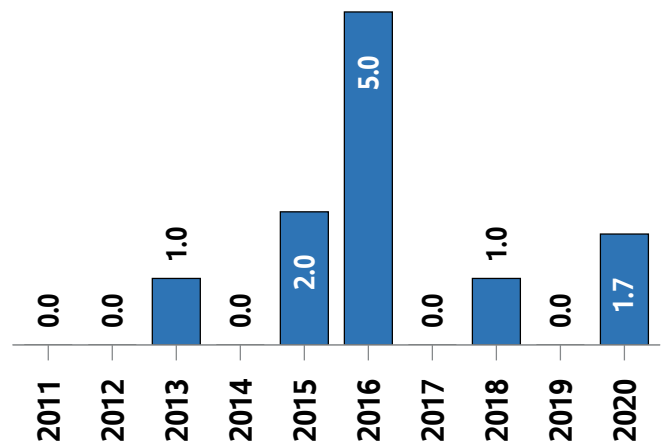
New Listings (August only)



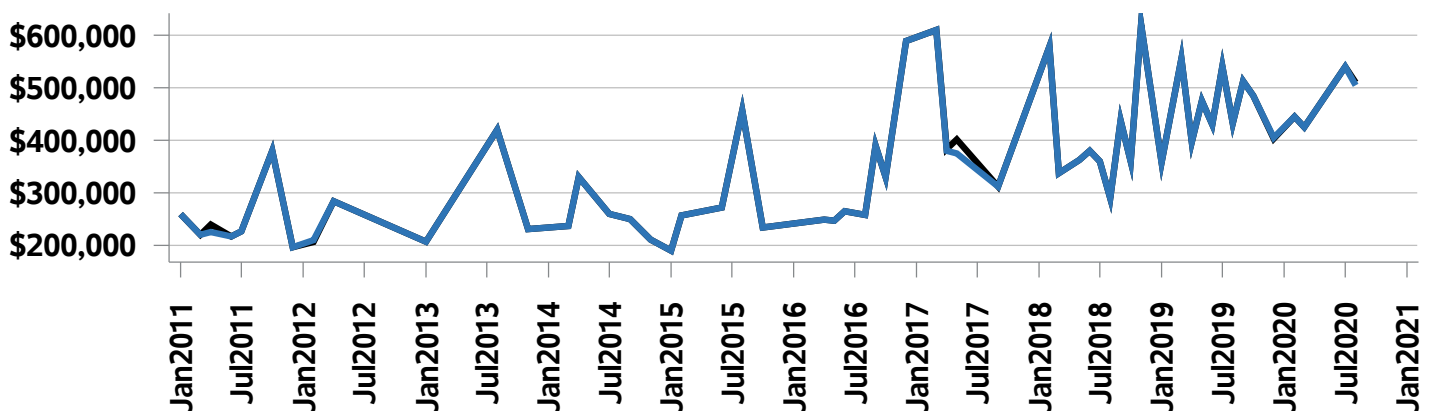
Active Listings (August only)



Months of Inventory (August only)

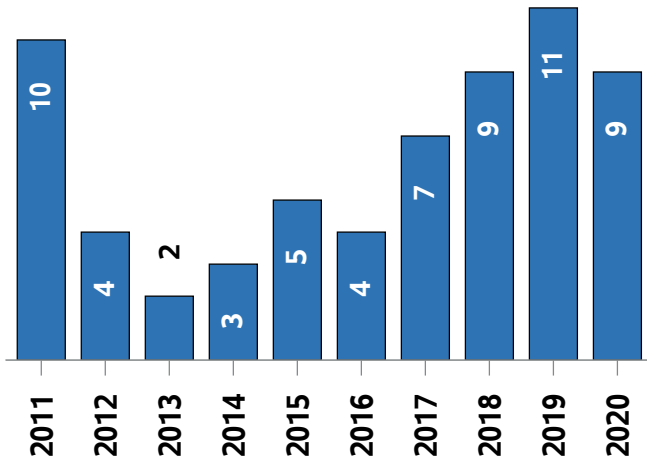


Average Price and Median Price

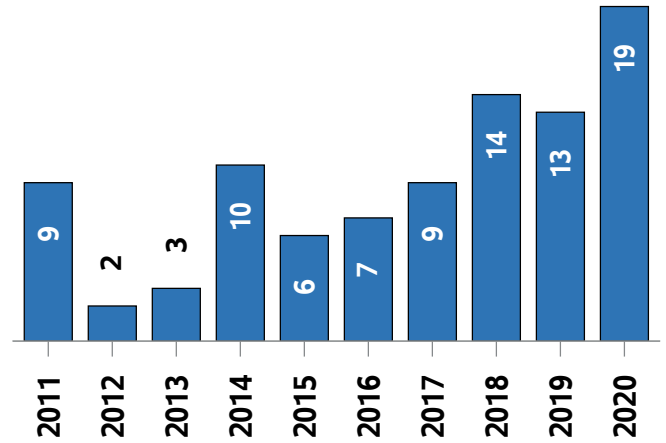


5 - East Zorra Tavistock MLS® Semi-Detached Market Activity

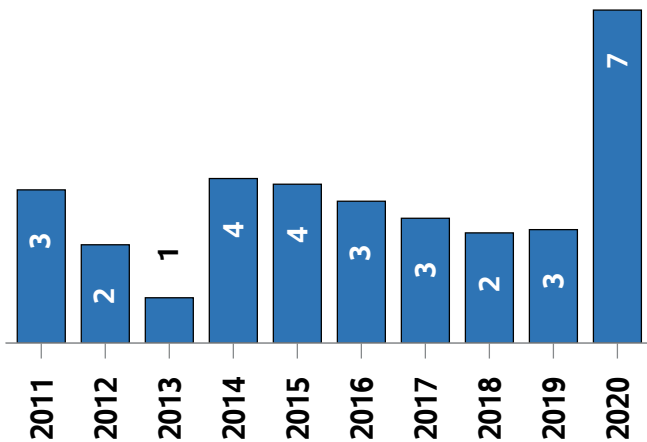
Sales Activity (August Year-to-date)



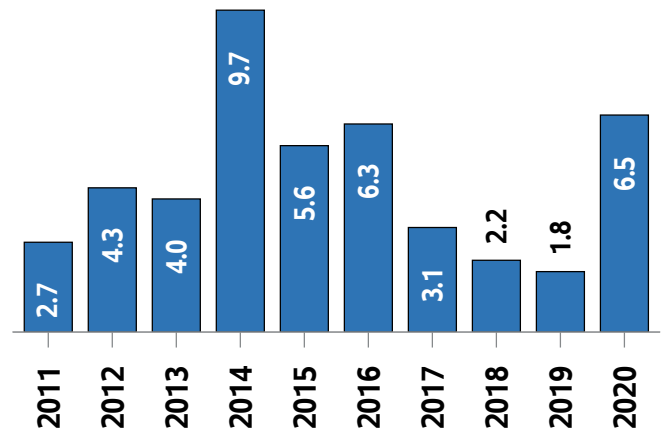
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

5 - East Zorra Tavistock MLS® Semi-Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 6 | 200.0 | 200.0 | | 200.0 | 500.0 | |
| Dollar Volume | \$3,060,144 | 253.9 | 427.6 | | 235.2 | 628.6 | |
| New Listings | 5 | 150.0 | 400.0 | | 66.7 | 400.0 | |
| Active Listings | 10 | | 400.0 | 233.3 | 150.0 | 900.0 | 100.0 |
| Sales to New Listings Ratio ¹ | 120.0 | 100.0 | 200.0 | | 66.7 | 100.0 | |
| Months of Inventory ² | 1.7 | | 1.0 | | 2.0 | 1.0 | |
| Average Price | \$510,024 | 18.0 | 75.9 | | 11.7 | 21.4 | |
| Median Price | \$504,572 | 16.7 | 74.0 | | 10.5 | 20.1 | |
| Sales to List Price Ratio | 107.4 | 100.6 | 91.5 | | 97.2 | 97.7 | |
| Median Days on Market | 11.5 | 3.0 | 31.0 | | 23.0 | 74.0 | |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 9 | -18.2 | 0.0 | 28.6 | 80.0 | 350.0 | 80.0 |
| Dollar Volume | \$4,470,144 | -9.7 | 35.5 | 50.8 | 173.9 | 612.9 | 302.7 |
| New Listings | 19 | 46.2 | 35.7 | 111.1 | 216.7 | 533.3 | 171.4 |
| Active Listings ³ | 7 | 193.3 | 202.0 | 166.7 | 109.5 | 633.3 | 6.7 |
| Sales to New Listings Ratio ⁴ | 47.4 | 84.6 | 64.3 | 77.8 | 83.3 | 66.7 | 71.4 |
| Months of Inventory ⁵ | 6.5 | 1.8 | 2.2 | 3.1 | 5.6 | 4.0 | 11.0 |
| Average Price | \$496,683 | 10.4 | 35.5 | 17.3 | 52.2 | 58.4 | 123.7 |
| Median Price | \$504,572 | 17.4 | 40.2 | 32.8 | 85.5 | 60.9 | 120.4 |
| Sales to List Price Ratio | 108.5 | 99.5 | 97.4 | 108.8 | 96.9 | 97.0 | 99.2 |
| Median Days on Market | 7.0 | 9.0 | 30.0 | 6.0 | 44.0 | 62.0 | 163.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

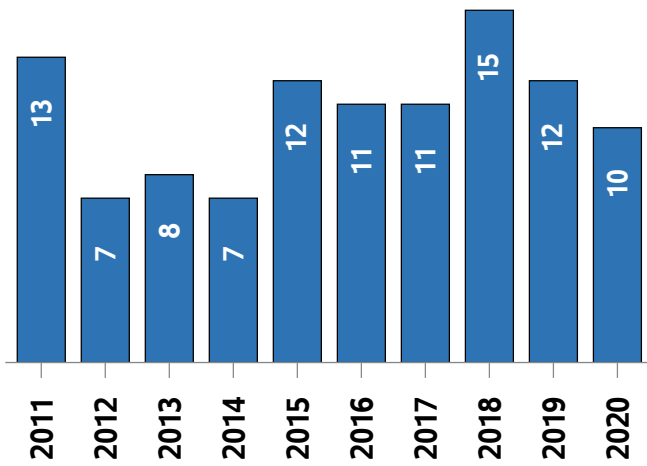
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

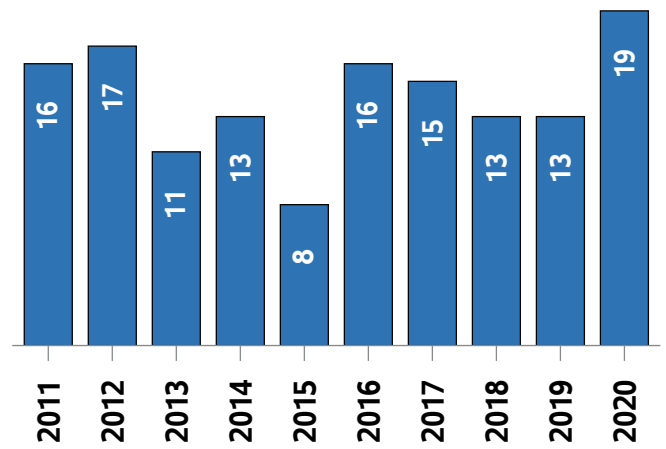
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

6 - Norwich Township MLS® Residential Market Activity

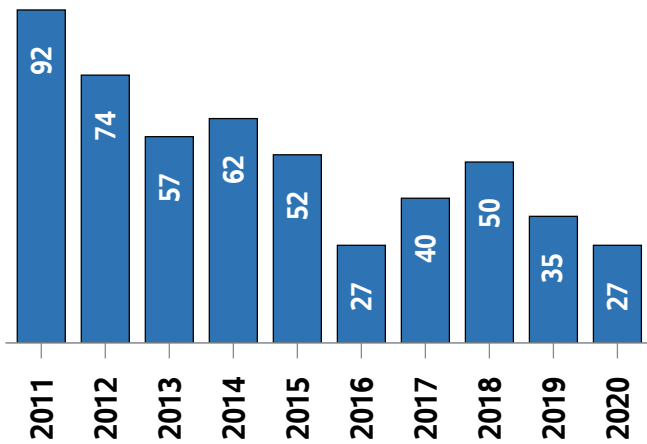
Sales Activity (August only)



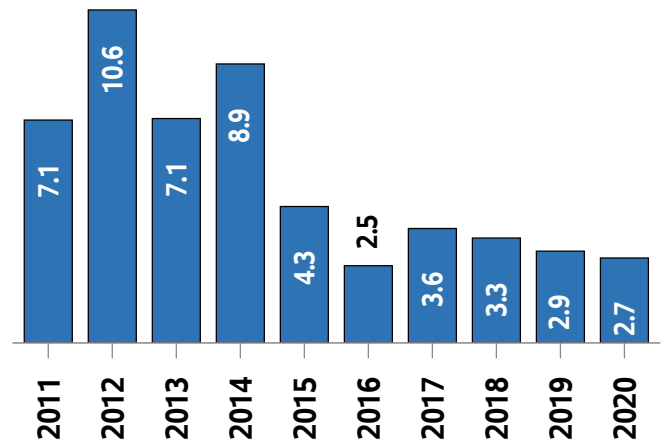
New Listings (August only)



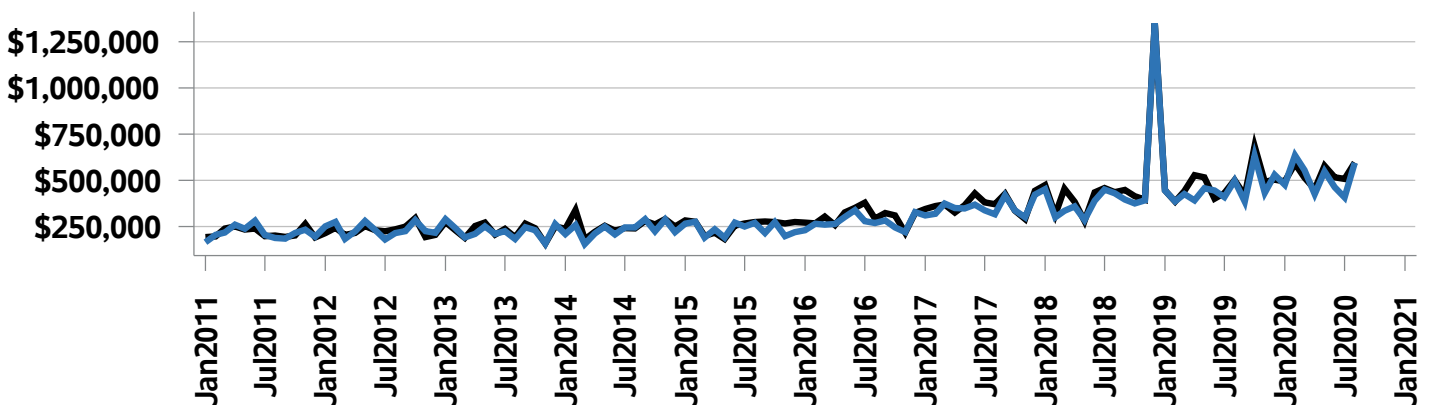
Active Listings (August only)



Months of Inventory (August only)

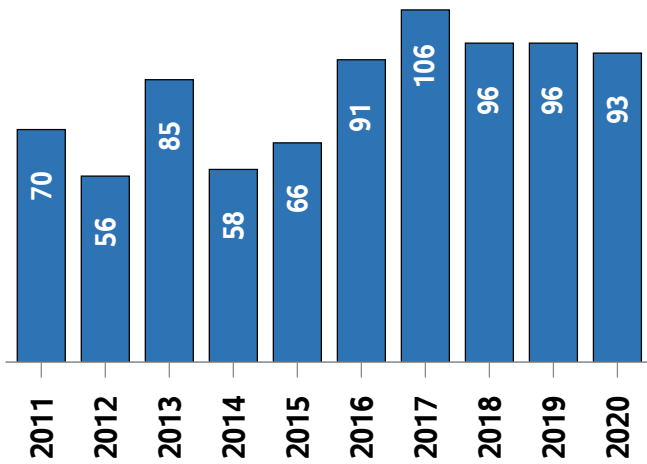


Average Price and Median Price

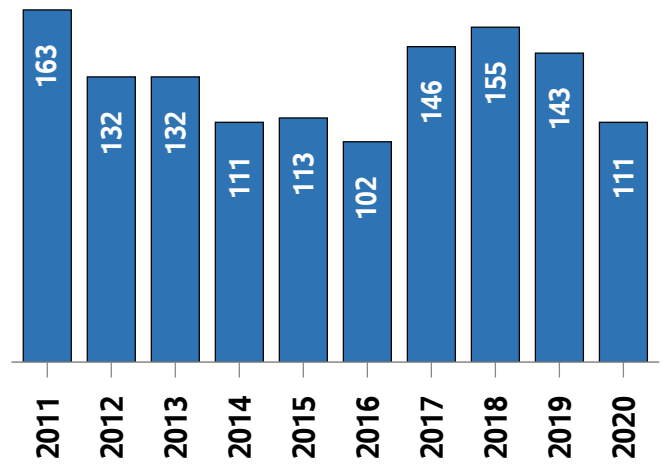


6 - Norwich Township MLS® Residential Market Activity

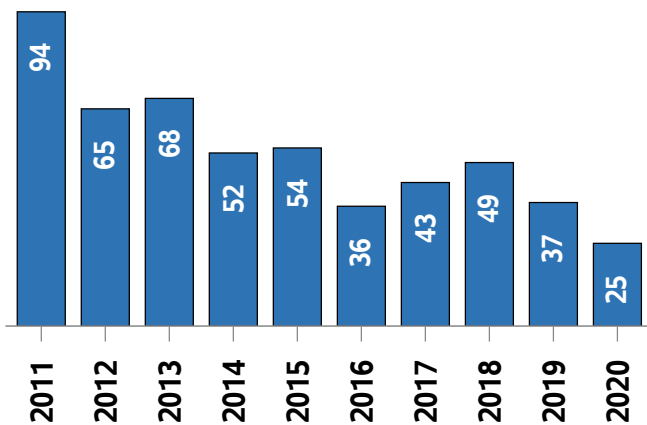
Sales Activity (August Year-to-date)



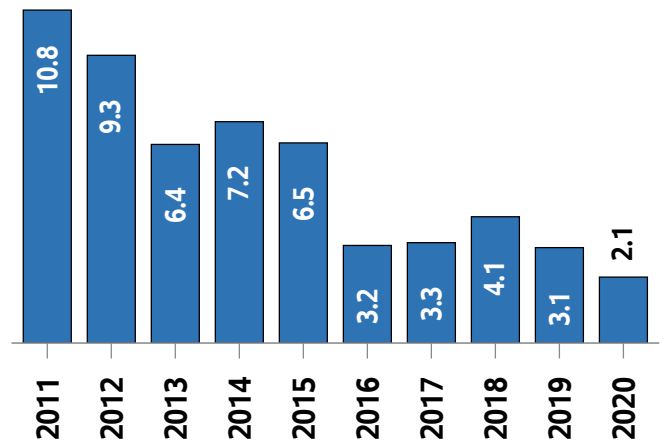
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

6 - Norwich Township MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 10 | -16.7 | -33.3 | -9.1 | -16.7 | 25.0 | -16.7 |
| Dollar Volume | \$5,961,300 | -0.9 | -8.8 | 46.2 | 81.1 | 288.0 | 71.1 |
| New Listings | 19 | 46.2 | 46.2 | 26.7 | 137.5 | 72.7 | 11.8 |
| Active Listings | 27 | -22.9 | -46.0 | -32.5 | -48.1 | -52.6 | -70.0 |
| Sales to New Listings Ratio ¹ | 52.6 | 92.3 | 115.4 | 73.3 | 150.0 | 72.7 | 70.6 |
| Months of Inventory ² | 2.7 | 2.9 | 3.3 | 3.6 | 4.3 | 7.1 | 7.5 |
| Average Price | \$596,130 | 19.0 | 36.8 | 60.8 | 117.3 | 210.4 | 105.3 |
| Median Price | \$595,000 | 19.3 | 38.4 | 88.0 | 120.4 | 226.0 | 119.6 |
| Sales to List Price Ratio | 98.7 | 96.0 | 97.5 | 96.4 | 96.7 | 91.5 | 95.9 |
| Median Days on Market | 18.5 | 70.5 | 36.0 | 21.0 | 58.5 | 31.5 | 104.5 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 93 | -3.1 | -3.1 | -12.3 | 40.9 | 9.4 | 12.0 |
| Dollar Volume | \$49,086,388 | 9.3 | 25.9 | 26.0 | 196.6 | 145.0 | 155.3 |
| New Listings | 111 | -22.4 | -28.4 | -24.0 | -1.8 | -15.9 | -35.1 |
| Active Listings ³ | 25 | -33.0 | -49.4 | -42.3 | -53.5 | -63.6 | -75.6 |
| Sales to New Listings Ratio ⁴ | 83.8 | 67.1 | 61.9 | 72.6 | 58.4 | 64.4 | 48.5 |
| Months of Inventory ⁵ | 2.1 | 3.1 | 4.1 | 3.3 | 6.5 | 6.4 | 9.8 |
| Average Price | \$527,811 | 12.8 | 30.0 | 43.6 | 110.5 | 123.9 | 127.8 |
| Median Price | \$489,800 | 13.6 | 32.7 | 42.0 | 96.0 | 117.7 | 133.2 |
| Sales to List Price Ratio | 97.6 | 98.6 | 98.1 | 98.9 | 95.9 | 94.9 | 95.8 |
| Median Days on Market | 23.0 | 31.5 | 31.5 | 28.0 | 64.0 | 55.0 | 81.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

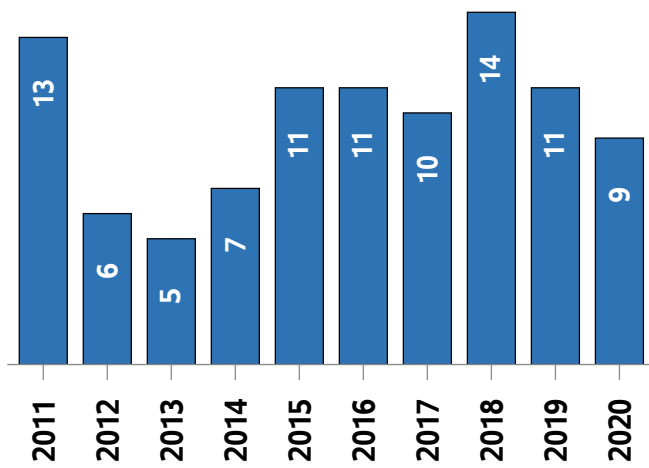
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

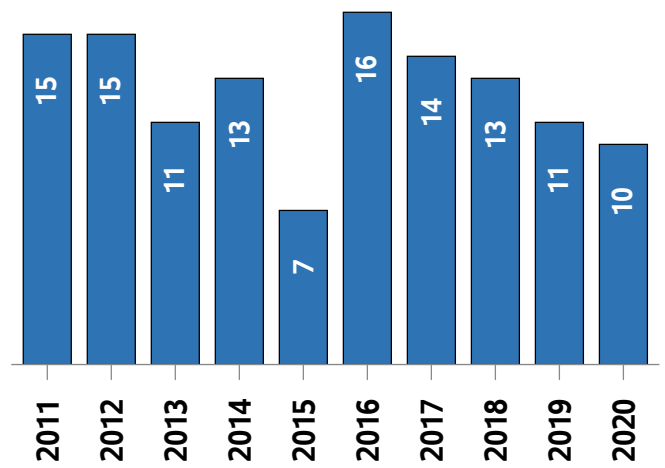
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

6 - Norwich Township MLS® Single Detached Market Activity

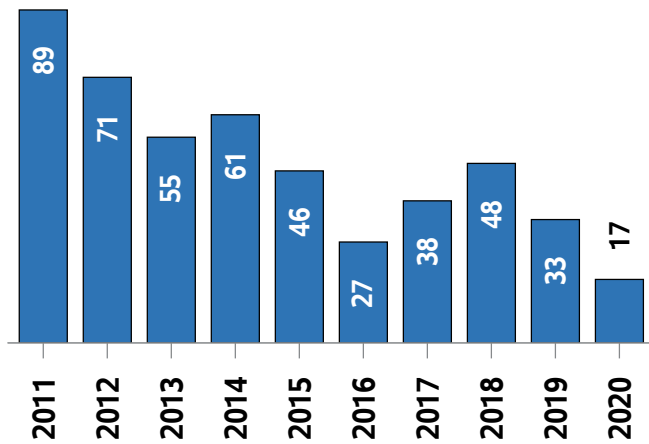
Sales Activity (August only)



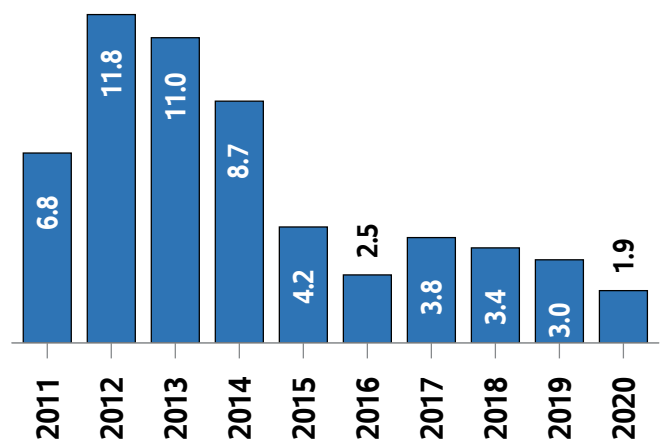
New Listings (August only)



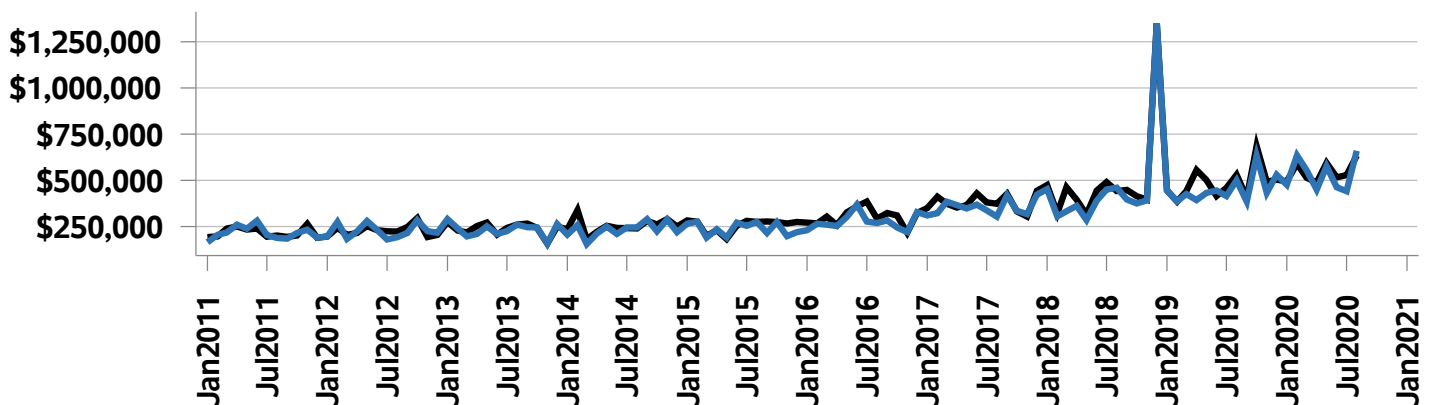
Active Listings (August only)



Months of Inventory (August only)

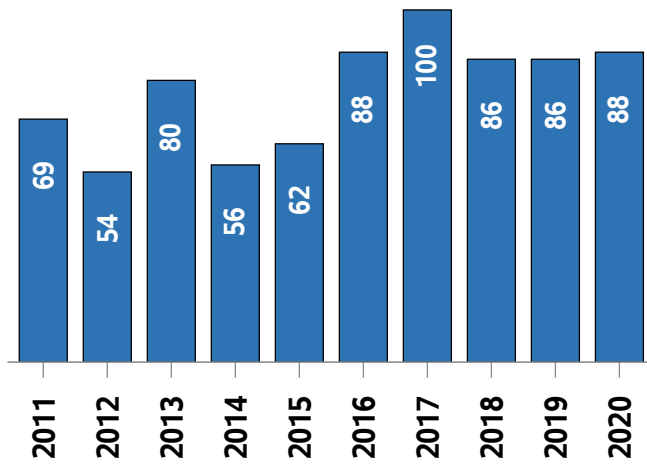


Average Price and Median Price

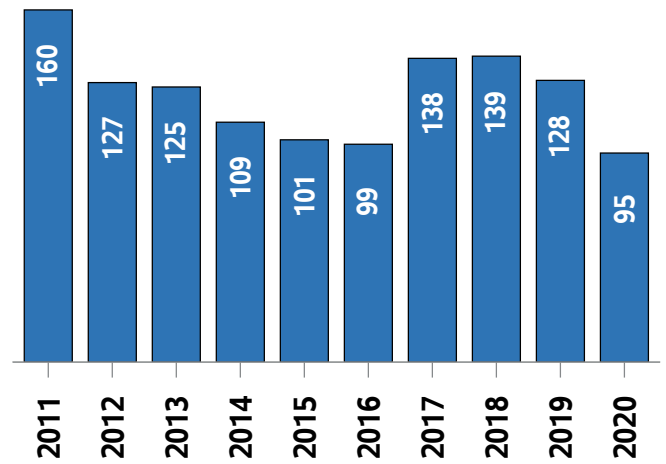


6 - Norwich Township MLS® Single Detached Market Activity

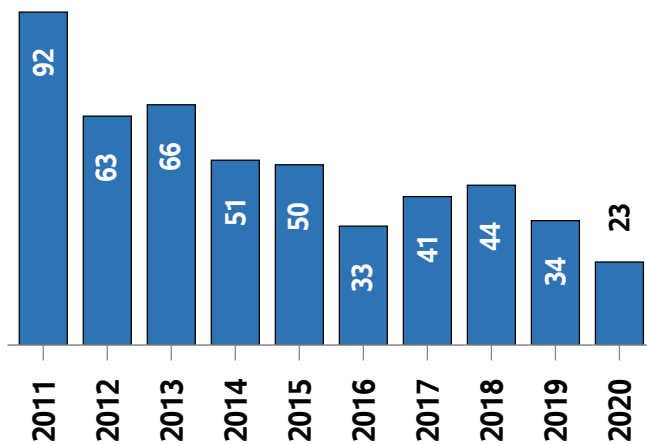
Sales Activity (August Year-to-date)



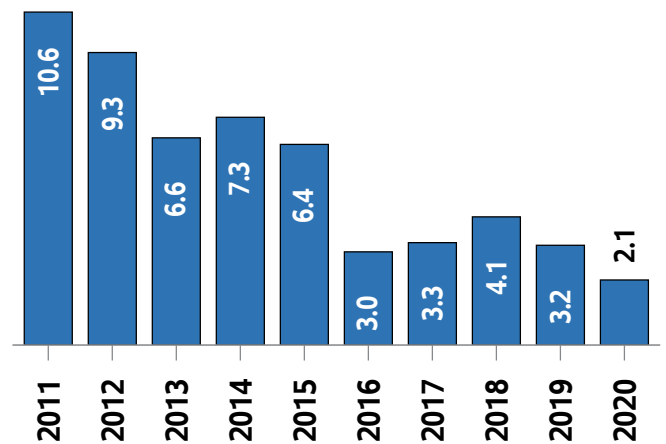
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

6 - Norwich Township MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 9 | -18.2 | -35.7 | -10.0 | -18.2 | 80.0 | -25.0 |
| Dollar Volume | \$5,706,300 | -2.2 | -7.8 | 52.9 | 88.6 | 338.1 | 63.8 |
| New Listings | 10 | -9.1 | -23.1 | -28.6 | 42.9 | -9.1 | -37.5 |
| Active Listings | 17 | -48.5 | -64.6 | -55.3 | -63.0 | -69.1 | -80.7 |
| Sales to New Listings Ratio ¹ | 90.0 | 100.0 | 107.7 | 71.4 | 157.1 | 45.5 | 75.0 |
| Months of Inventory ² | 1.9 | 3.0 | 3.4 | 3.8 | 4.2 | 11.0 | 7.3 |
| Average Price | \$634,033 | 19.6 | 43.5 | 69.9 | 130.5 | 143.4 | 118.3 |
| Median Price | \$660,000 | 32.0 | 43.5 | 117.3 | 140.1 | 153.8 | 143.5 |
| Sales to List Price Ratio | 98.7 | 95.4 | 97.3 | 96.1 | 96.7 | 96.7 | 95.9 |
| Median Days on Market | 20.0 | 96.0 | 39.0 | 16.5 | 68.0 | 20.0 | 104.5 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 88 | 2.3 | 2.3 | -12.0 | 41.9 | 10.0 | 8.6 |
| Dollar Volume | \$47,654,414 | 15.4 | 30.3 | 26.3 | 201.7 | 144.0 | 152.8 |
| New Listings | 95 | -25.8 | -31.7 | -31.2 | -5.9 | -24.0 | -42.8 |
| Active Listings ³ | 23 | -33.2 | -48.0 | -44.0 | -53.9 | -65.4 | -76.9 |
| Sales to New Listings Ratio ⁴ | 92.6 | 67.2 | 61.9 | 72.5 | 61.4 | 64.0 | 48.8 |
| Months of Inventory ⁵ | 2.1 | 3.2 | 4.1 | 3.3 | 6.4 | 6.6 | 9.8 |
| Average Price | \$541,527 | 12.8 | 27.4 | 43.5 | 112.5 | 121.8 | 132.7 |
| Median Price | \$509,900 | 16.3 | 34.2 | 45.2 | 104.0 | 121.5 | 142.8 |
| Sales to List Price Ratio | 97.5 | 98.6 | 98.2 | 98.8 | 96.0 | 95.4 | 95.7 |
| Median Days on Market | 24.5 | 33.5 | 31.0 | 27.5 | 66.5 | 60.0 | 81.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

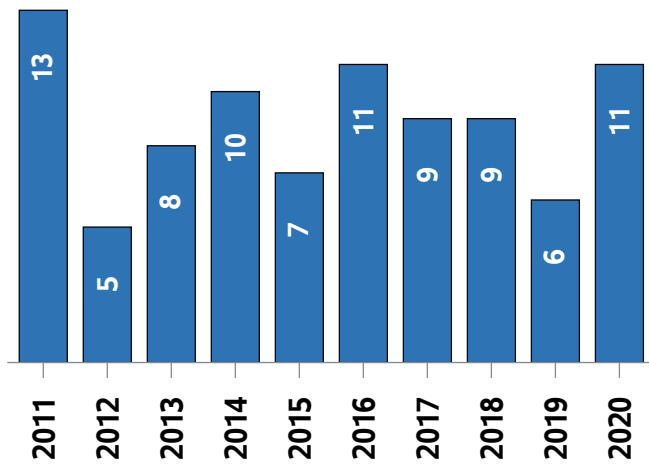
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

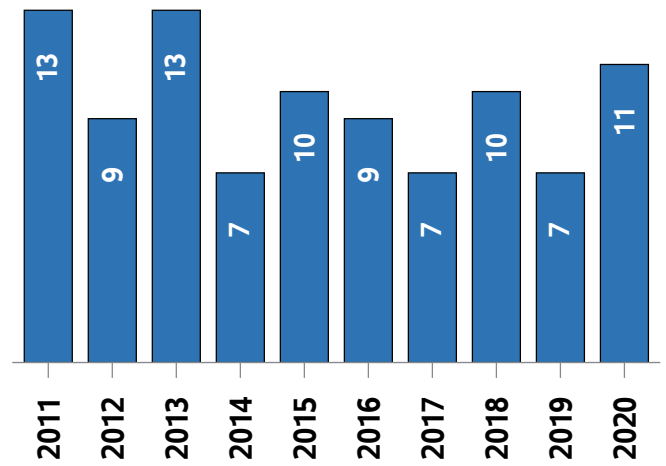
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

7 - Southwest Oxford MLS® Residential Market Activity

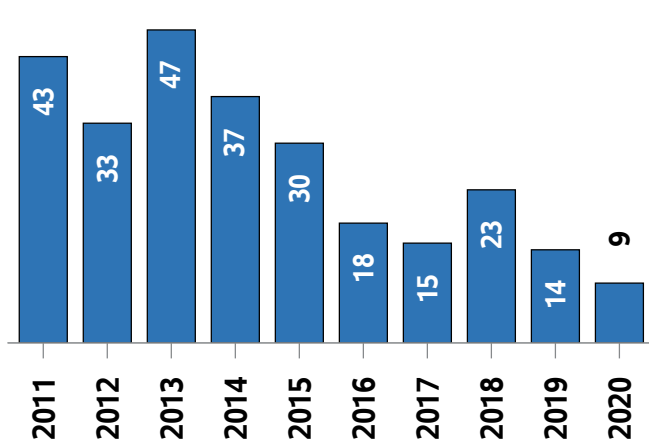
Sales Activity (August only)



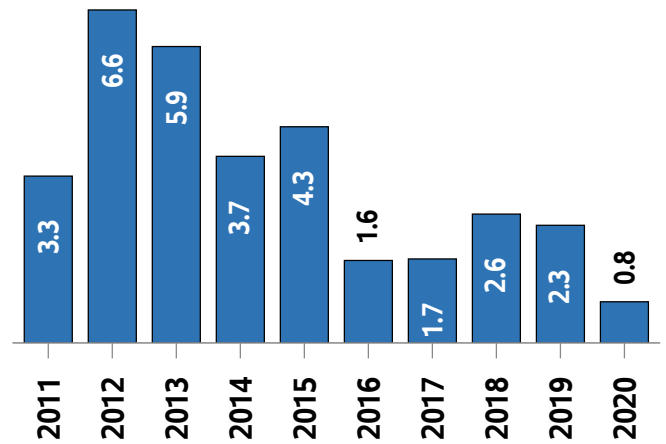
New Listings (August only)



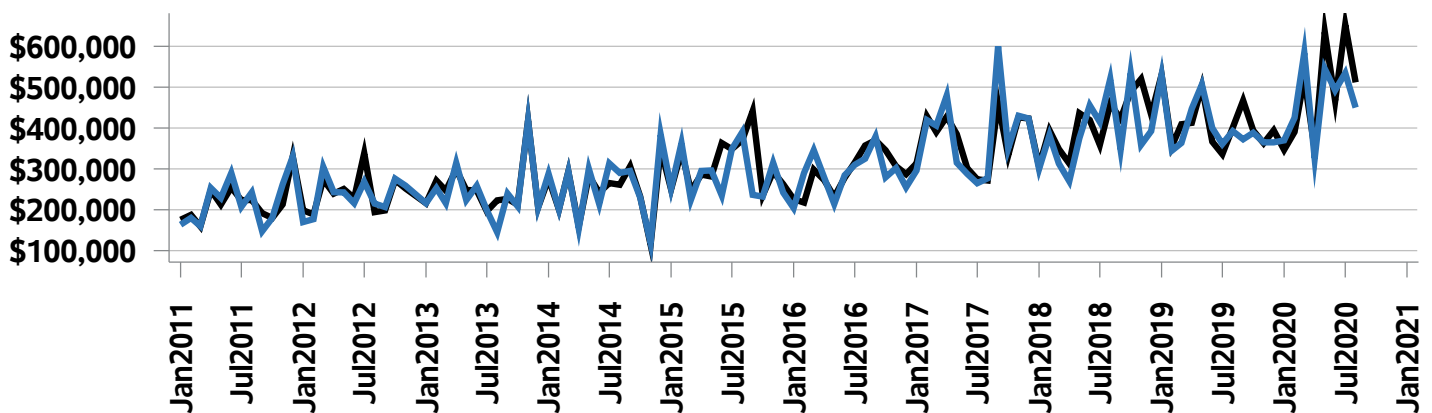
Active Listings (August only)



Months of Inventory (August only)

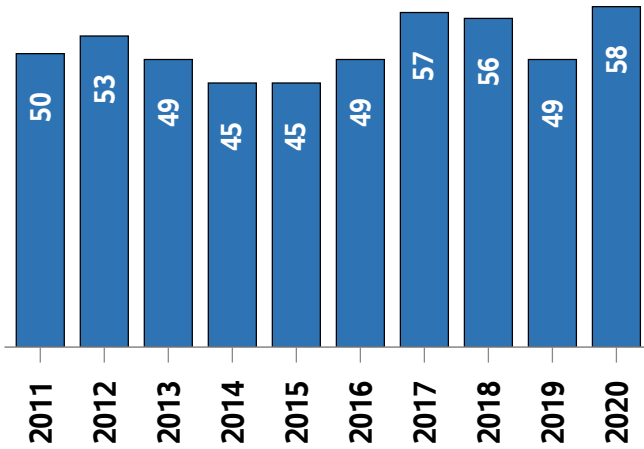


Average Price and Median Price

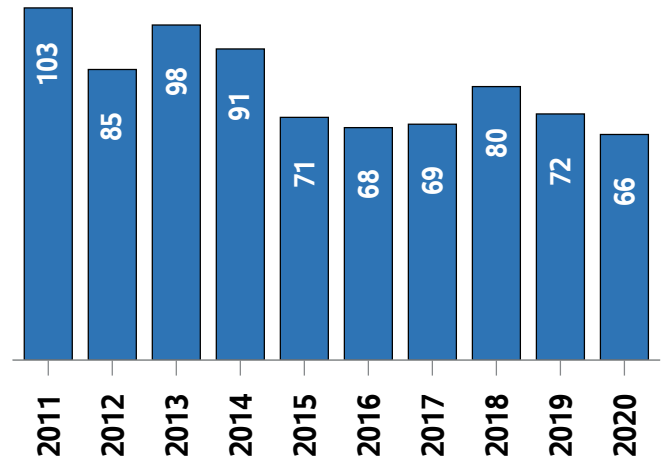


7 - Southwest Oxford MLS® Residential Market Activity

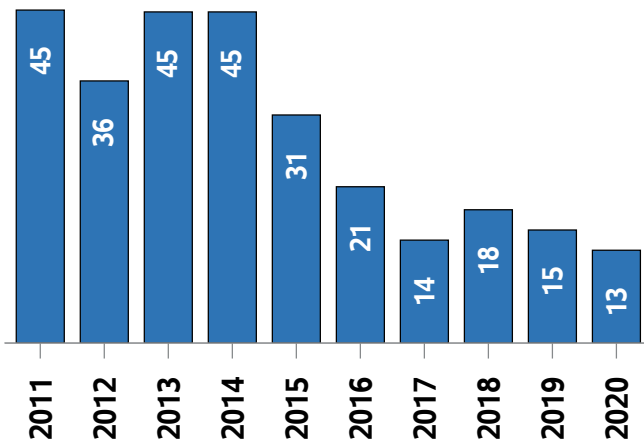
Sales Activity (August Year-to-date)



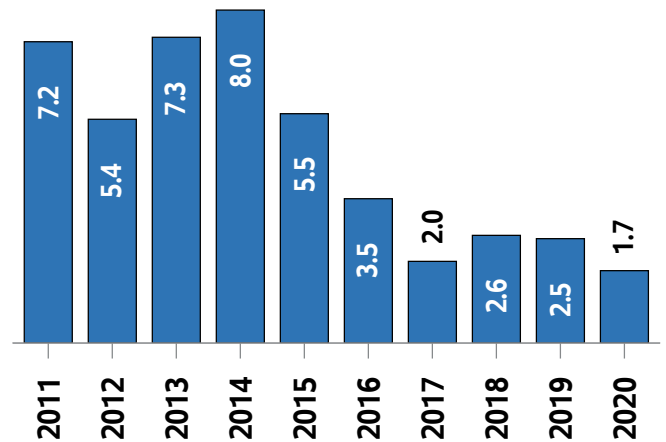
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

7 - Southwest Oxford MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 11 | 83.3 | 22.2 | 22.2 | 57.1 | 37.5 | 266.7 |
| Dollar Volume | \$5,630,100 | 134.0 | 36.2 | 130.3 | 117.3 | 215.6 | 938.8 |
| New Listings | 11 | 57.1 | 10.0 | 57.1 | 10.0 | -15.4 | 57.1 |
| Active Listings | 9 | -35.7 | -60.9 | -40.0 | -70.0 | -80.9 | -80.9 |
| Sales to New Listings Ratio ¹ | 100.0 | 85.7 | 90.0 | 128.6 | 70.0 | 61.5 | 42.9 |
| Months of Inventory ² | 0.8 | 2.3 | 2.6 | 1.7 | 4.3 | 5.9 | 15.7 |
| Average Price | \$511,827 | 27.7 | 11.4 | 88.4 | 38.3 | 129.5 | 183.3 |
| Median Price | \$450,000 | 14.7 | -13.4 | 62.5 | 15.4 | 210.3 | 107.4 |
| Sales to List Price Ratio | 102.7 | 100.4 | 97.6 | 97.0 | 97.5 | 95.6 | 95.0 |
| Median Days on Market | 16.0 | 23.5 | 23.0 | 31.0 | 70.0 | 73.5 | 150.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 58 | 18.4 | 3.6 | 1.8 | 28.9 | 18.4 | 11.5 |
| Dollar Volume | \$28,370,950 | 36.7 | 32.0 | 43.0 | 100.8 | 141.7 | 179.7 |
| New Listings | 66 | -8.3 | -17.5 | -4.3 | -7.0 | -32.7 | -39.4 |
| Active Listings ³ | 13 | -17.9 | -30.3 | -9.8 | -59.3 | -71.9 | -77.7 |
| Sales to New Listings Ratio ⁴ | 87.9 | 68.1 | 70.0 | 82.6 | 63.4 | 50.0 | 47.7 |
| Months of Inventory ⁵ | 1.7 | 2.5 | 2.6 | 2.0 | 5.5 | 7.3 | 8.7 |
| Average Price | \$489,154 | 15.5 | 27.5 | 40.5 | 55.8 | 104.2 | 150.8 |
| Median Price | \$438,750 | 3.2 | 15.1 | 35.0 | 53.9 | 85.9 | 133.5 |
| Sales to List Price Ratio | 100.2 | 102.4 | 98.3 | 100.2 | 96.7 | 95.9 | 94.2 |
| Median Days on Market | 20.0 | 21.0 | 19.0 | 16.0 | 67.0 | 42.0 | 64.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

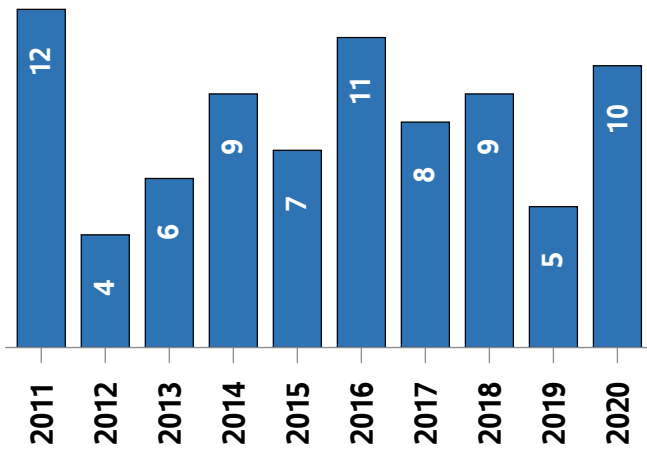
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

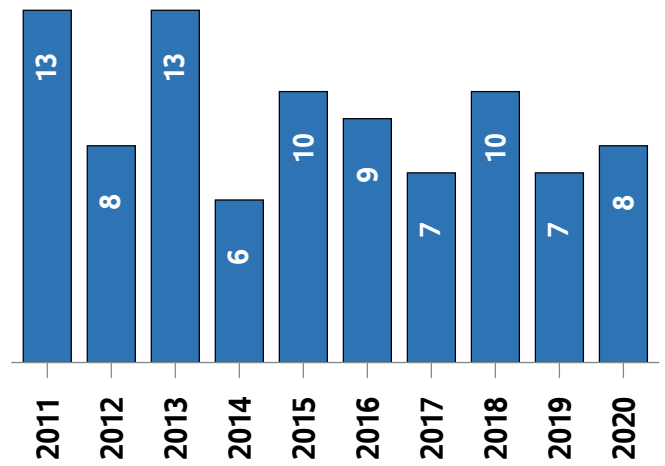
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

7 - Southwest Oxford MLS® Single Detached Market Activity

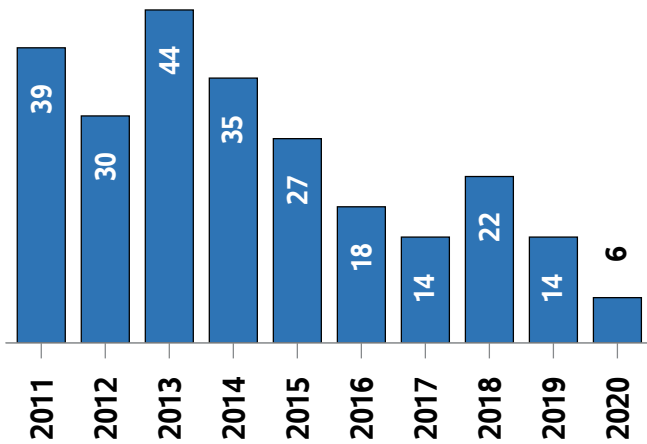
Sales Activity (August only)



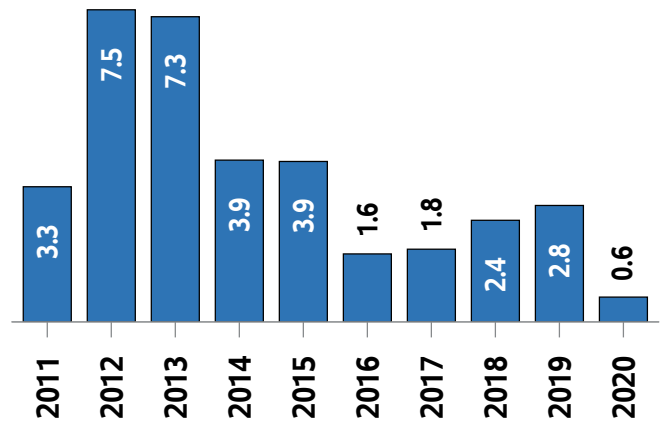
New Listings (August only)



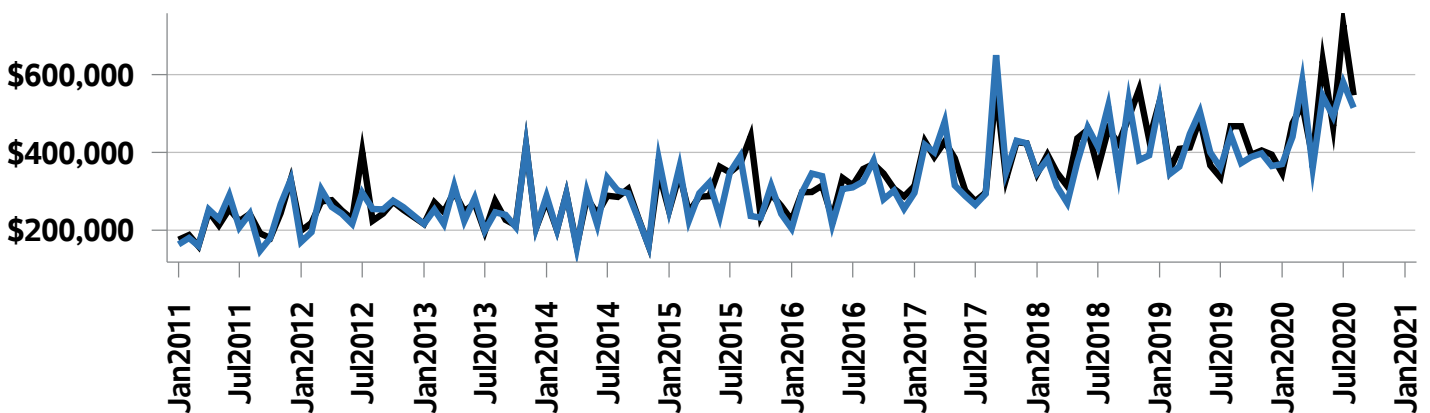
Active Listings (August only)



Months of Inventory (August only)

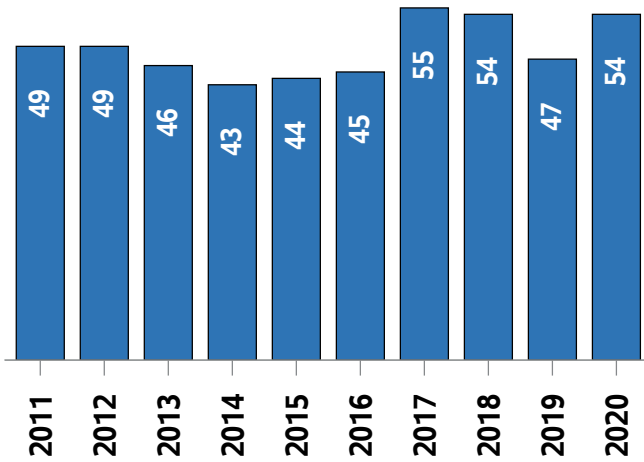


Average Price and Median Price

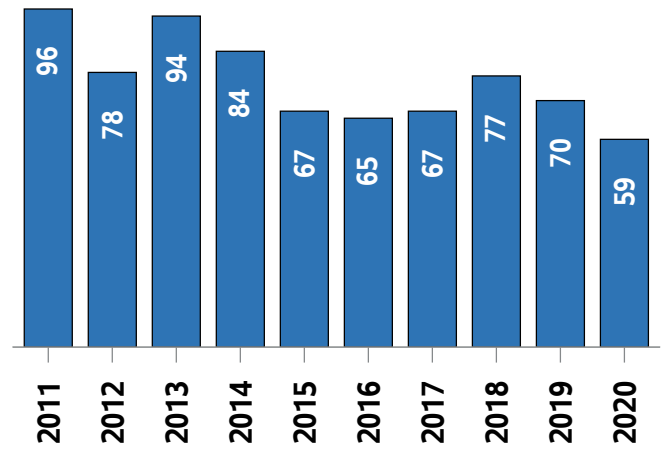


7 - Southwest Oxford MLS® Single Detached Market Activity

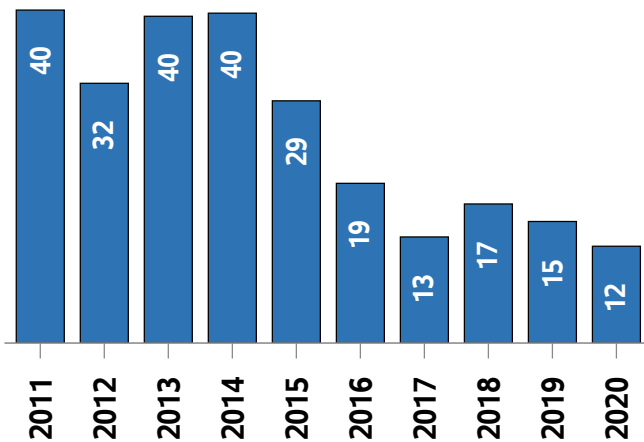
Sales Activity (August Year-to-date)



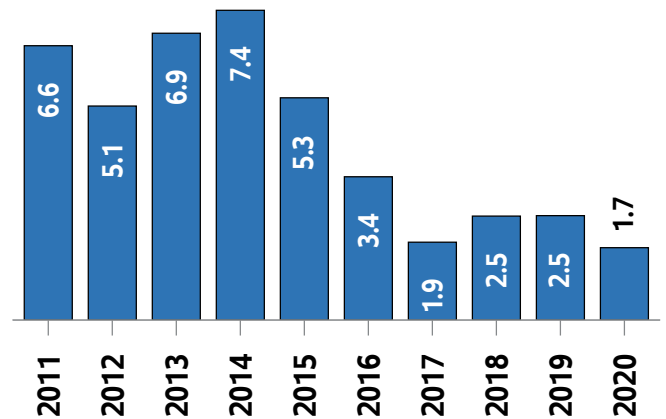
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

7 - Southwest Oxford MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 10 | 100.0 | 11.1 | 25.0 | 42.9 | 66.7 | 400.0 |
| Dollar Volume | \$5,469,100 | 134.0 | 32.3 | 130.5 | 111.0 | 231.1 | 1,023.0 |
| New Listings | 8 | 14.3 | -20.0 | 14.3 | -20.0 | -38.5 | 14.3 |
| Active Listings | 6 | -57.1 | -72.7 | -57.1 | -77.8 | -86.4 | -86.4 |
| Sales to New Listings Ratio ¹ | 125.0 | 71.4 | 90.0 | 114.3 | 70.0 | 46.2 | 28.6 |
| Months of Inventory ² | 0.6 | 2.8 | 2.4 | 1.8 | 3.9 | 7.3 | 22.0 |
| Average Price | \$546,910 | 17.0 | 19.1 | 84.4 | 47.7 | 98.7 | 124.6 |
| Median Price | \$514,950 | 15.7 | -1.0 | 75.5 | 32.1 | 109.3 | 111.5 |
| Sales to List Price Ratio | 102.8 | 100.5 | 97.6 | 96.3 | 97.5 | 95.9 | 96.6 |
| Median Days on Market | 24.0 | 31.0 | 23.0 | 21.0 | 70.0 | 73.5 | 82.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 54 | 14.9 | 0.0 | -1.8 | 22.7 | 17.4 | 17.4 |
| Dollar Volume | \$27,788,950 | 39.1 | 31.4 | 43.5 | 100.0 | 140.6 | 178.1 |
| New Listings | 59 | -15.7 | -23.4 | -11.9 | -11.9 | -37.2 | -41.6 |
| Active Listings ³ | 12 | -20.3 | -30.4 | -8.7 | -60.0 | -70.3 | -77.7 |
| Sales to New Listings Ratio ⁴ | 91.5 | 67.1 | 70.1 | 82.1 | 65.7 | 48.9 | 45.5 |
| Months of Inventory ⁵ | 1.7 | 2.5 | 2.5 | 1.9 | 5.3 | 6.9 | 9.2 |
| Average Price | \$514,610 | 21.0 | 31.4 | 46.2 | 63.0 | 105.0 | 136.9 |
| Median Price | \$451,250 | 6.2 | 16.1 | 38.8 | 55.6 | 78.4 | 129.6 |
| Sales to List Price Ratio | 100.2 | 102.5 | 98.4 | 100.2 | 96.6 | 96.2 | 96.5 |
| Median Days on Market | 20.0 | 21.0 | 19.0 | 15.0 | 67.5 | 41.5 | 68.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

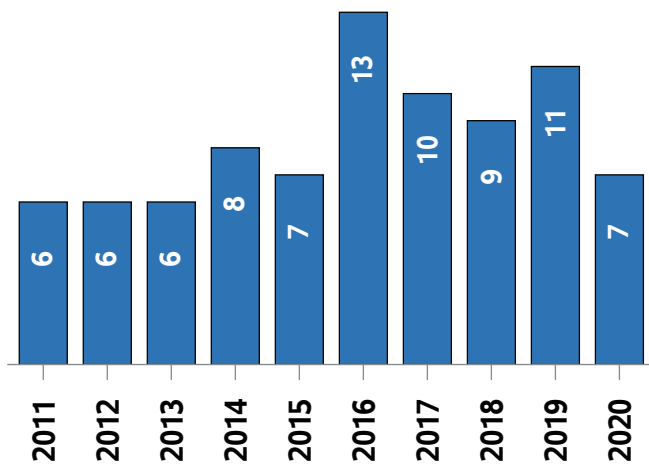
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

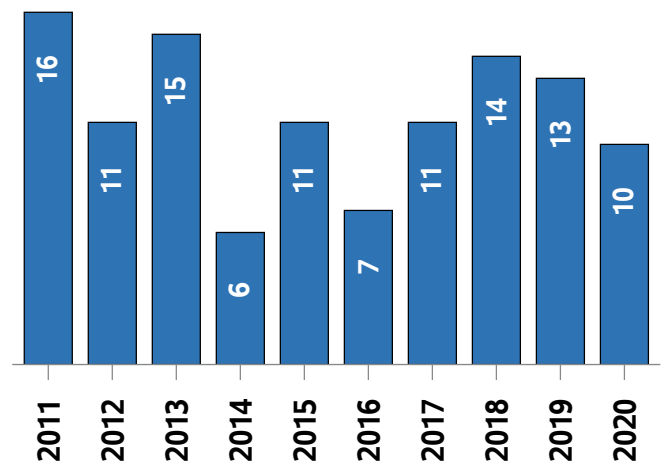
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

8 - Zorra MLS® Residential Market Activity

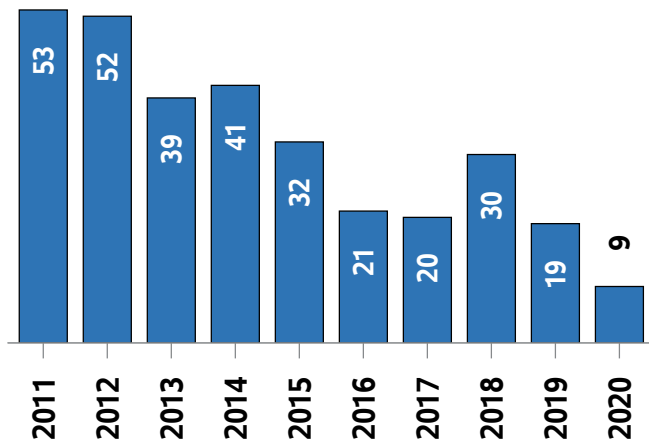
Sales Activity (August only)



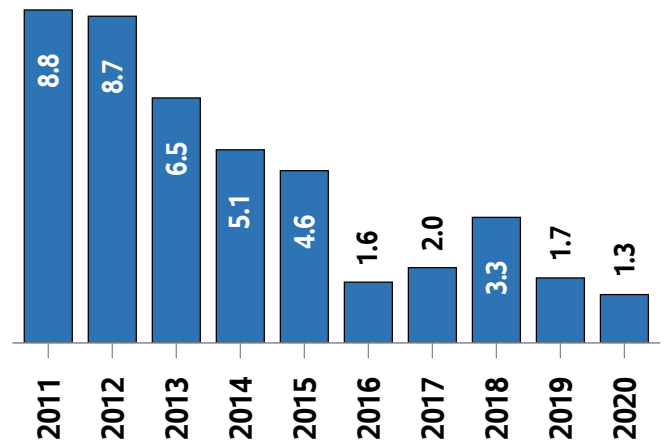
New Listings (August only)



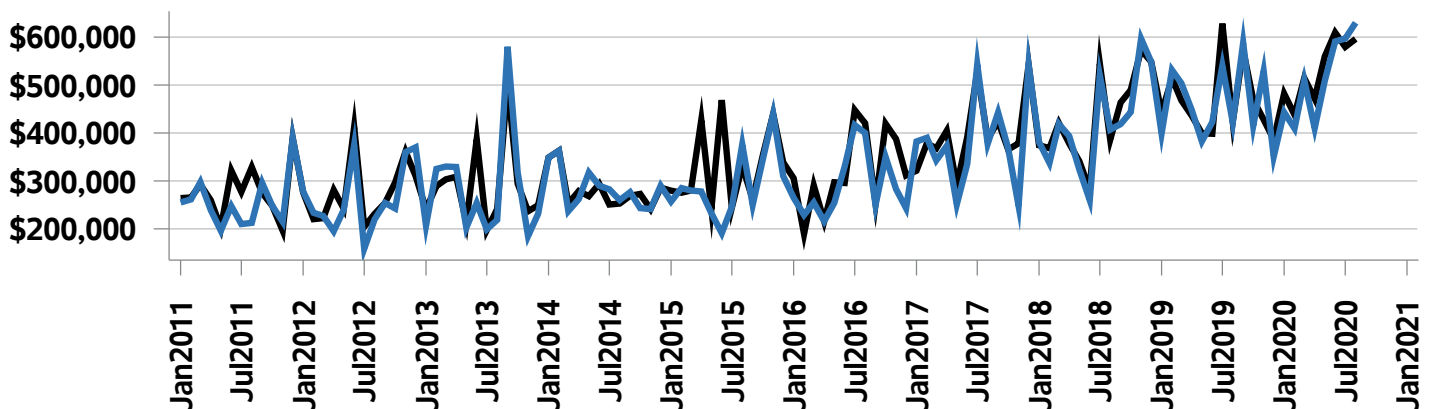
Active Listings (August only)



Months of Inventory (August only)



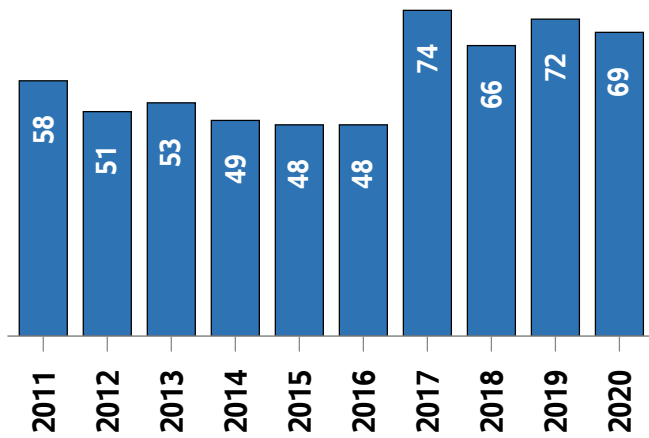
Average Price and Median Price



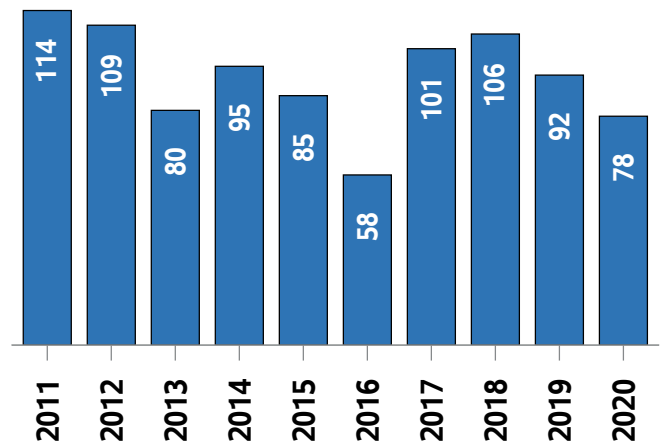
8 - Zorra

MLS® Residential Market Activity

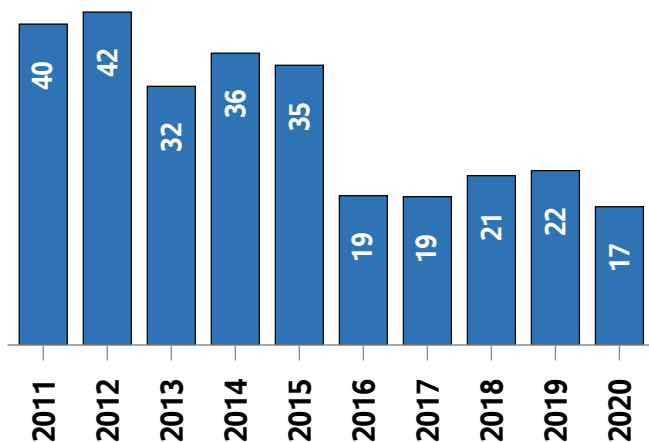
Sales Activity (August Year-to-date)



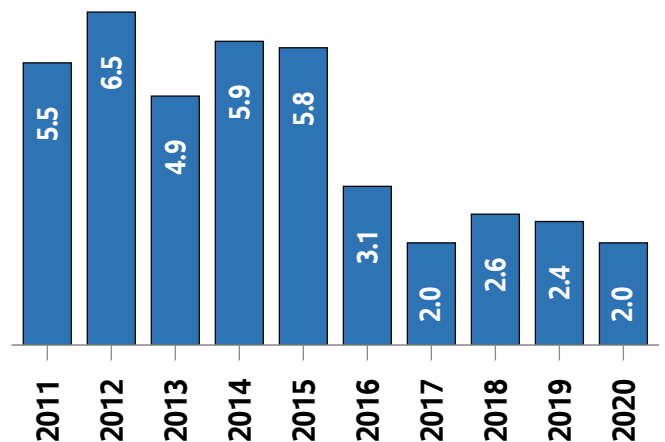
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

8 - Zorra

MLS® Residential Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 7 | -36.4 | -22.2 | -30.0 | 0.0 | 16.7 | 16.7 |
| Dollar Volume | \$4,173,404 | -10.4 | 20.1 | 7.8 | 79.9 | 188.1 | 205.1 |
| New Listings | 10 | -23.1 | -28.6 | -9.1 | -9.1 | -33.3 | -9.1 |
| Active Listings | 9 | -52.6 | -70.0 | -55.0 | -71.9 | -76.9 | -83.6 |
| Sales to New Listings Ratio ¹ | 70.0 | 84.6 | 64.3 | 90.9 | 63.6 | 40.0 | 54.5 |
| Months of Inventory ² | 1.3 | 1.7 | 3.3 | 2.0 | 4.6 | 6.5 | 9.2 |
| Average Price | \$596,201 | 40.7 | 54.4 | 54.0 | 79.9 | 147.0 | 161.5 |
| Median Price | \$630,000 | 49.1 | 54.8 | 66.9 | 67.6 | 188.0 | 200.0 |
| Sales to List Price Ratio | 107.3 | 101.3 | 101.9 | 100.6 | 97.3 | 97.0 | 95.8 |
| Median Days on Market | 7.0 | 9.0 | 7.0 | 36.0 | 22.0 | 101.0 | 37.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 69 | -4.2 | 4.5 | -6.8 | 43.8 | 30.2 | 16.9 |
| Dollar Volume | \$37,076,978 | 11.0 | 43.6 | 30.4 | 134.9 | 158.7 | 142.8 |
| New Listings | 78 | -15.2 | -26.4 | -22.8 | -8.2 | -2.5 | -28.4 |
| Active Listings ³ | 17 | -20.7 | -18.3 | -6.8 | -50.5 | -46.5 | -65.1 |
| Sales to New Listings Ratio ⁴ | 88.5 | 78.3 | 62.3 | 73.3 | 56.5 | 66.3 | 54.1 |
| Months of Inventory ⁵ | 2.0 | 2.4 | 2.6 | 2.0 | 5.8 | 4.9 | 6.7 |
| Average Price | \$537,348 | 15.8 | 37.4 | 39.9 | 63.4 | 98.7 | 107.6 |
| Median Price | \$558,804 | 31.1 | 42.4 | 51.1 | 116.2 | 148.4 | 137.8 |
| Sales to List Price Ratio | 101.2 | 100.3 | 102.6 | 102.1 | 95.9 | 97.4 | 97.2 |
| Median Days on Market | 29.0 | 26.5 | 13.0 | 15.0 | 54.0 | 56.0 | 59.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

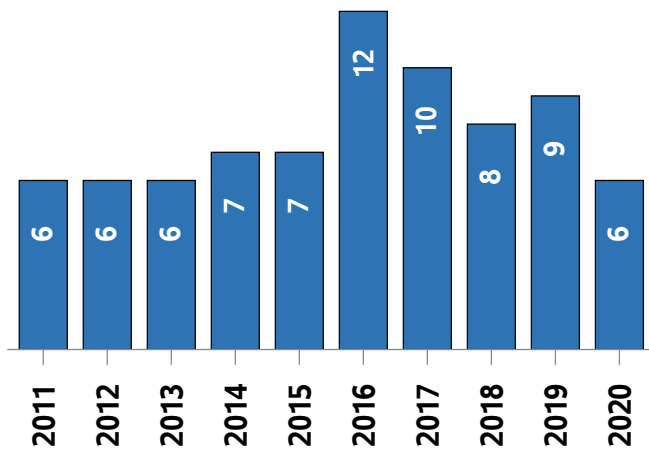
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

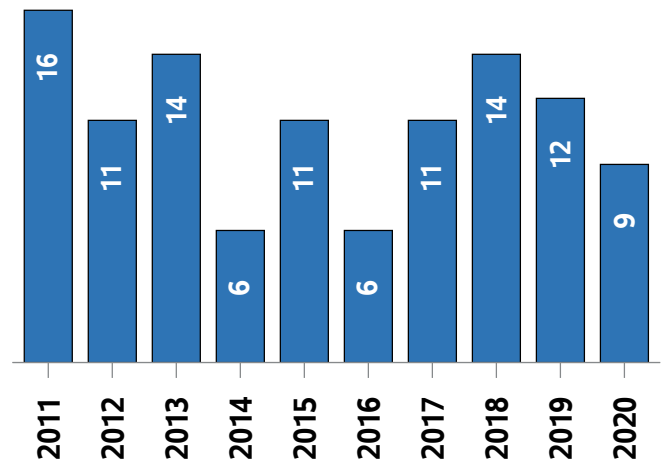
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

8 - Zorra MLS® Single Detached Market Activity

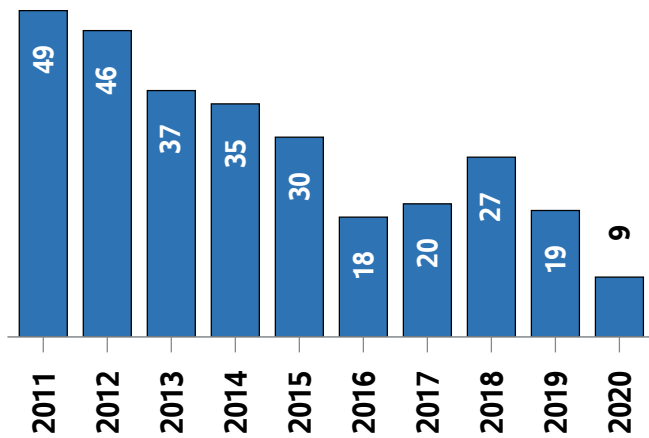
Sales Activity (August only)



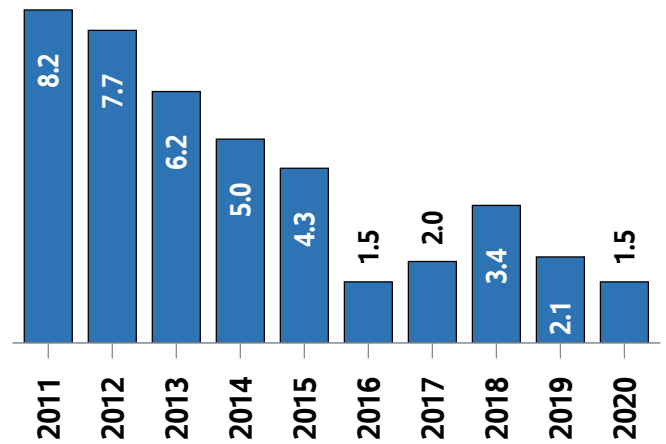
New Listings (August only)



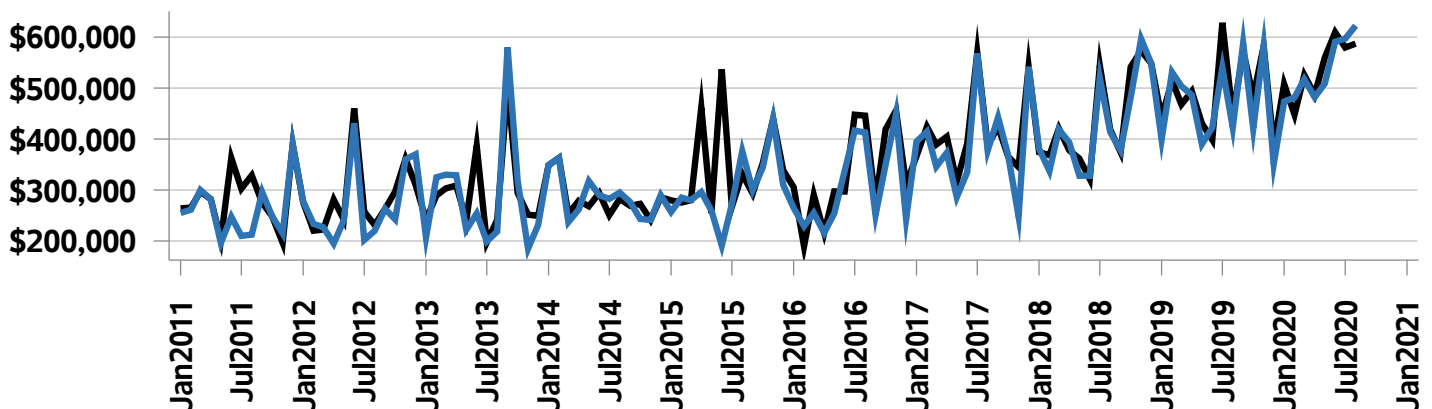
Active Listings (August only)



Months of Inventory (August only)



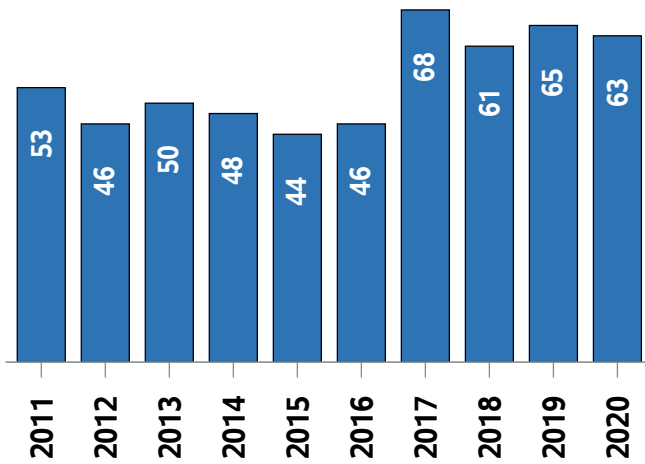
Average Price and Median Price



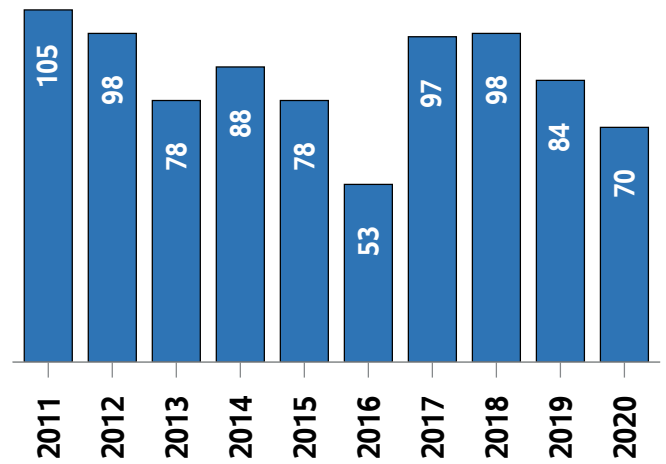
8 - Zorra

MLS® Single Detached Market Activity

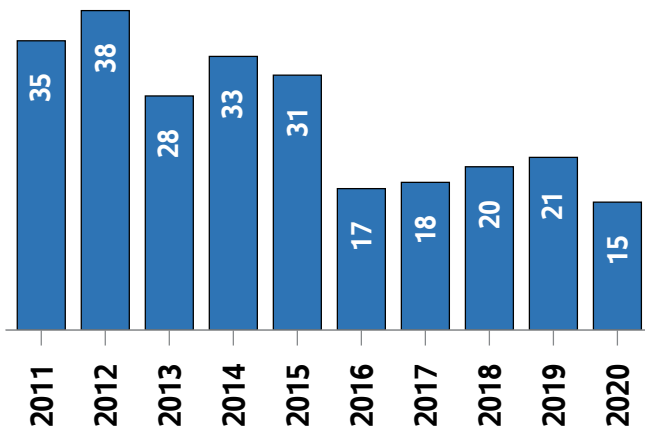
Sales Activity (August Year-to-date)



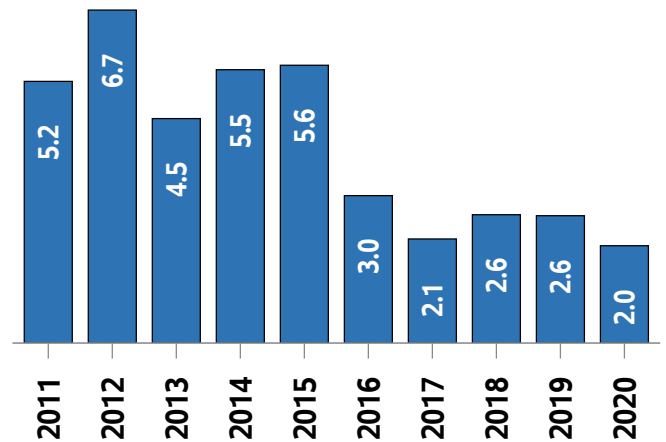
New Listings (August Year-to-date)



Active Listings ¹ (August Year-to-date)



Months of Inventory ² (August Year-to-date)



¹ 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

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

8 - Zorra

MLS® Single Detached Market Activity

| Actual | August 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-------------|-------------|-------------|-------------|-------------|
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 6 | -33.3 | -25.0 | -40.0 | -14.3 | 0.0 | 0.0 |
| Dollar Volume | \$3,523,404 | -11.9 | 5.3 | -9.0 | 51.9 | 143.3 | 157.6 |
| New Listings | 9 | -25.0 | -35.7 | -18.2 | -18.2 | -35.7 | -10.0 |
| Active Listings | 9 | -52.6 | -66.7 | -55.0 | -70.0 | -75.7 | -80.4 |
| Sales to New Listings Ratio ¹ | 66.7 | 75.0 | 57.1 | 90.9 | 63.6 | 42.9 | 60.0 |
| Months of Inventory ² | 1.5 | 2.1 | 3.4 | 2.0 | 4.3 | 6.2 | 7.7 |
| Average Price | \$587,234 | 32.2 | 40.4 | 51.6 | 77.2 | 143.3 | 157.6 |
| Median Price | \$622,493 | 47.3 | 50.5 | 64.9 | 65.6 | 184.6 | 196.4 |
| Sales to List Price Ratio | 108.3 | 100.0 | 102.8 | 100.6 | 97.3 | 97.0 | 95.8 |
| Median Days on Market | 9.5 | 9.0 | 6.5 | 36.0 | 22.0 | 101.0 | 37.0 |
| Year-to-date | August 2020 | Compared to ⁶ | | | | | |
| | | August 2019 | August 2018 | August 2017 | August 2015 | August 2013 | August 2010 |
| Sales Activity | 63 | -3.1 | 3.3 | -7.4 | 43.2 | 26.0 | 10.5 |
| Dollar Volume | \$34,548,682 | 10.4 | 39.5 | 25.2 | 125.7 | 147.0 | 130.4 |
| New Listings | 70 | -16.7 | -28.6 | -27.8 | -10.3 | -10.3 | -27.8 |
| Active Listings ³ | 15 | -25.9 | -21.7 | -13.4 | -49.8 | -45.3 | -65.8 |
| Sales to New Listings Ratio ⁴ | 90.0 | 77.4 | 62.2 | 70.1 | 56.4 | 64.1 | 58.8 |
| Months of Inventory ⁵ | 2.0 | 2.6 | 2.6 | 2.1 | 5.6 | 4.5 | 6.3 |
| Average Price | \$548,392 | 13.9 | 35.1 | 35.2 | 57.6 | 96.0 | 108.5 |
| Median Price | \$563,000 | 26.7 | 42.0 | 49.1 | 111.7 | 137.1 | 139.6 |
| Sales to List Price Ratio | 101.2 | 100.1 | 102.8 | 102.6 | 95.8 | 97.4 | 97.2 |
| Median Days on Market | 29.0 | 31.0 | 13.0 | 14.0 | 48.5 | 51.0 | 57.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

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

³ 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.

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

⁵ 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.

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