



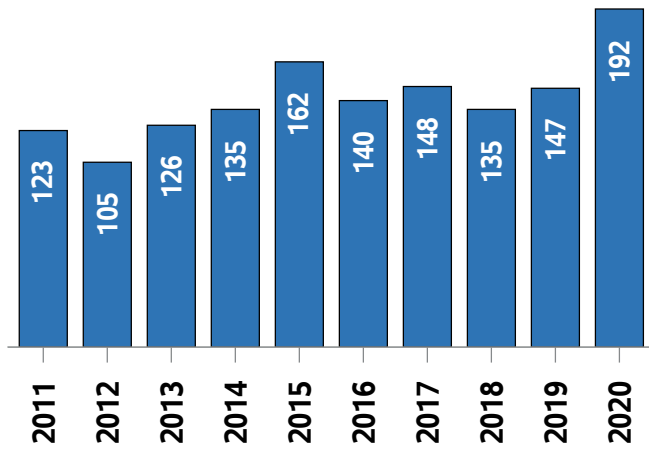
**Woodstock - Ingersoll
Residential Market Activity Report
July 2020**



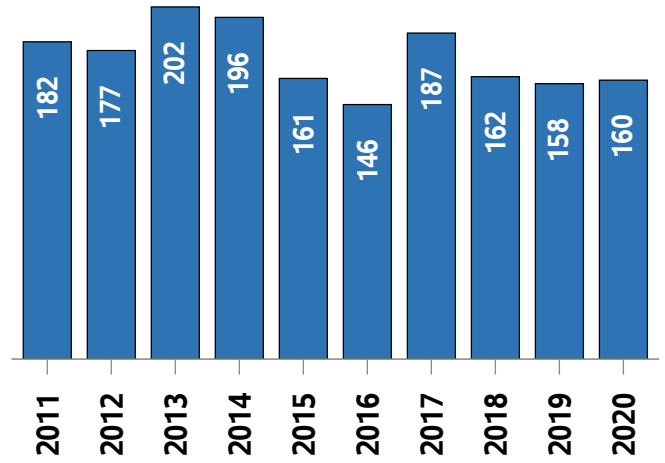
Prepared for the Woodstock - Ingersoll & District Real Estate Board by the Canadian Real Estate Association

Woodstock - Ingersoll and District MLS® Residential Market Activity

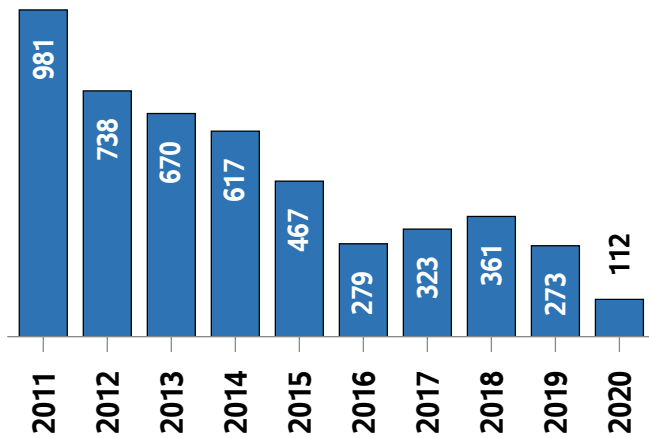
Sales Activity (July only)



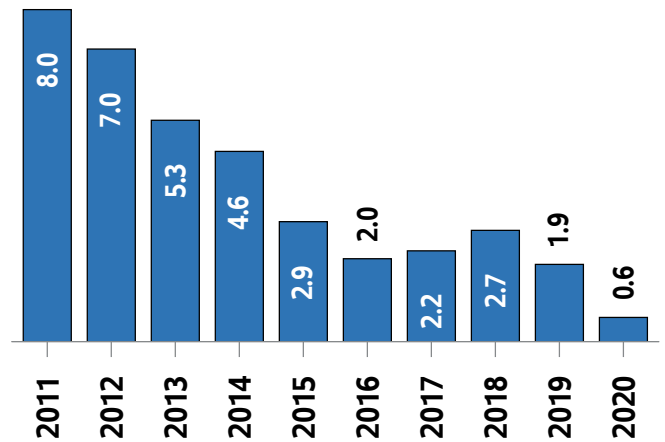
New Listings (July only)



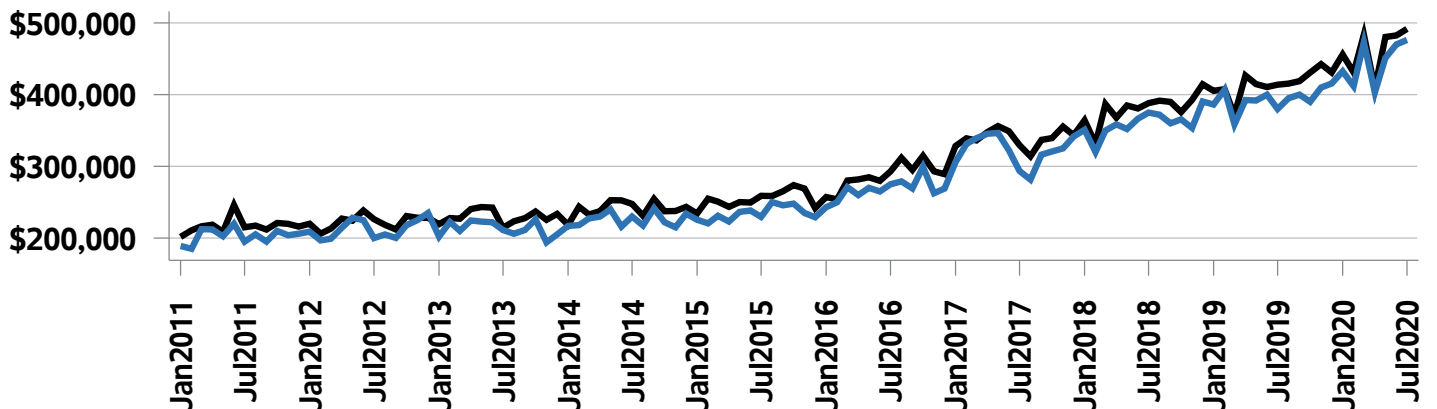
Active Listings (July only)



Months of Inventory (July only)



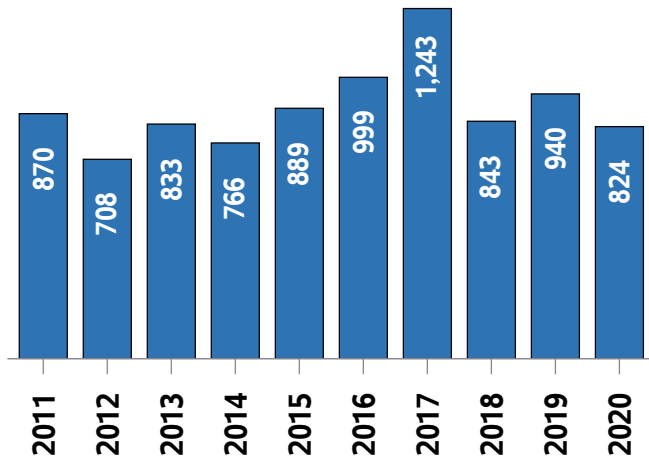
Average Price and Median Price



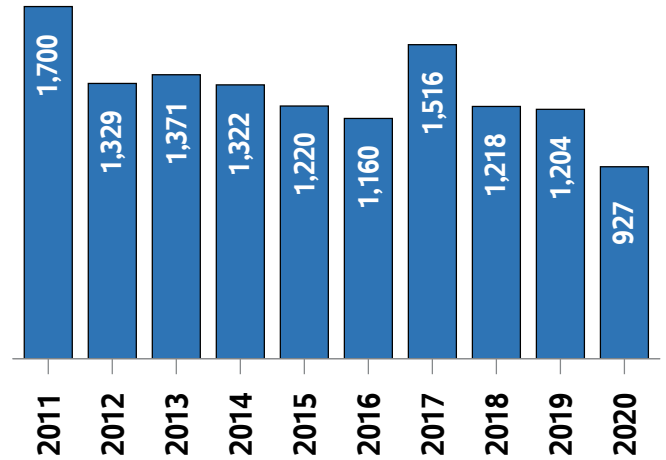
Woodstock - Ingersoll and District

MLS® Residential Market Activity

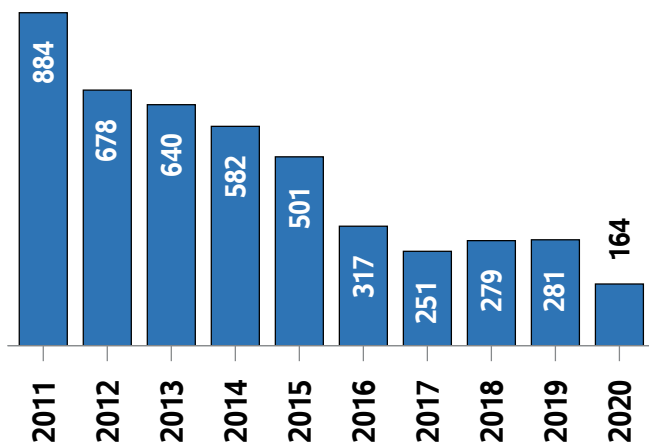
Sales Activity (July Year-to-date)



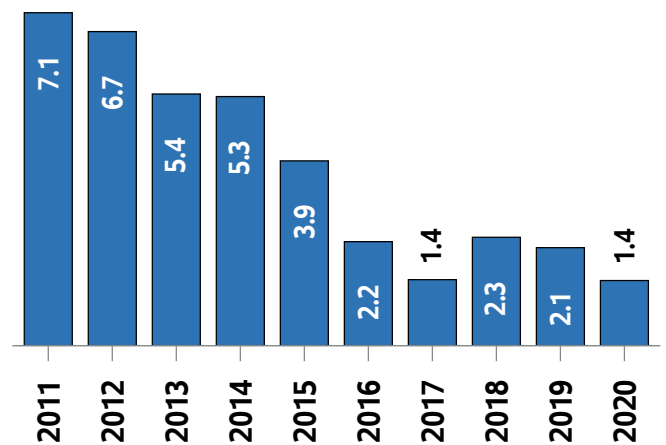
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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 and District MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 192 | 30.6 | 42.2 | 29.7 | 18.5 | 52.4 | 84.6 |
| Dollar Volume | \$94,390,642 | 55.1 | 80.2 | 93.6 | 125.1 | 249.3 | 335.9 |
| New Listings | 160 | 1.3 | -1.2 | -14.4 | -0.6 | -20.8 | -32.8 |
| Active Listings | 112 | -59.0 | -69.0 | -65.3 | -76.0 | -83.3 | -88.5 |
| Sales to New Listings Ratio ¹ | 120.0 | 93.0 | 83.3 | 79.1 | 100.6 | 62.4 | 43.7 |
| Months of Inventory ² | 0.6 | 1.9 | 2.7 | 2.2 | 2.9 | 5.3 | 9.4 |
| Average Price | \$491,618 | 18.8 | 26.7 | 49.2 | 89.9 | 129.2 | 136.1 |
| Median Price | \$476,250 | 25.3 | 27.0 | 62.3 | 107.5 | 125.5 | 155.2 |
| Sales to List Price Ratio | 101.9 | 100.8 | 99.8 | 99.0 | 97.5 | 97.8 | 96.3 |
| Median Days on Market | 13.5 | 21.0 | 21.0 | 22.0 | 45.5 | 54.0 | 51.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 824 | -12.3 | -2.3 | -33.7 | -7.3 | -1.1 | -7.1 |
| Dollar Volume | \$386,219,085 | 0.5 | 22.1 | -9.3 | 74.1 | 99.8 | 106.8 |
| New Listings | 927 | -23.0 | -23.9 | -38.9 | -24.0 | -32.4 | -46.5 |
| Active Listings ³ | 164 | -41.7 | -41.2 | -34.6 | -67.3 | -74.4 | -82.5 |
| Sales to New Listings Ratio ⁴ | 88.9 | 78.1 | 69.2 | 82.0 | 72.9 | 60.8 | 51.2 |
| Months of Inventory ⁵ | 1.4 | 2.1 | 2.3 | 1.4 | 3.9 | 5.4 | 7.4 |
| Average Price | \$468,712 | 14.6 | 24.9 | 36.8 | 87.8 | 102.0 | 122.6 |
| Median Price | \$449,025 | 15.3 | 25.6 | 36.1 | 94.8 | 104.1 | 126.8 |
| Sales to List Price Ratio | 100.8 | 100.6 | 100.0 | 102.2 | 97.4 | 97.3 | 96.8 |
| Median Days on Market | 17.0 | 20.0 | 17.0 | 14.0 | 43.0 | 49.0 | 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.

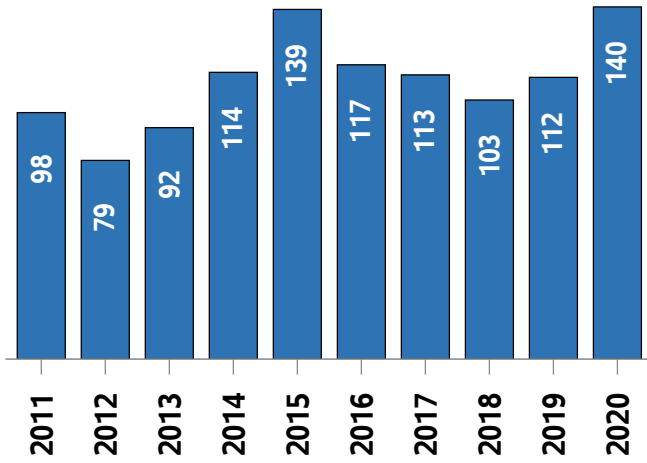
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

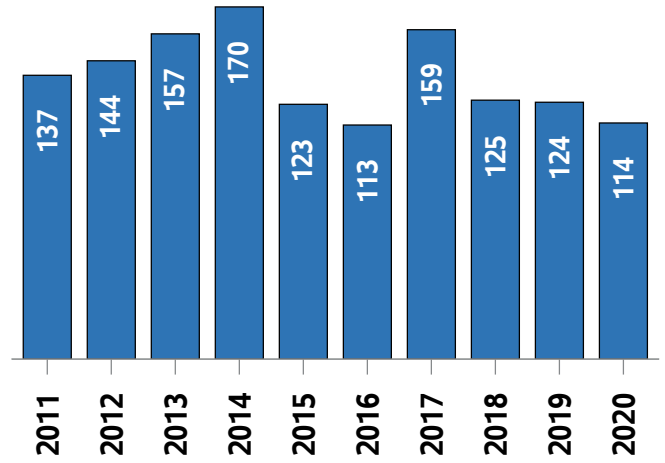
Woodstock - Ingersoll and District

MLS® Single Detached Market Activity

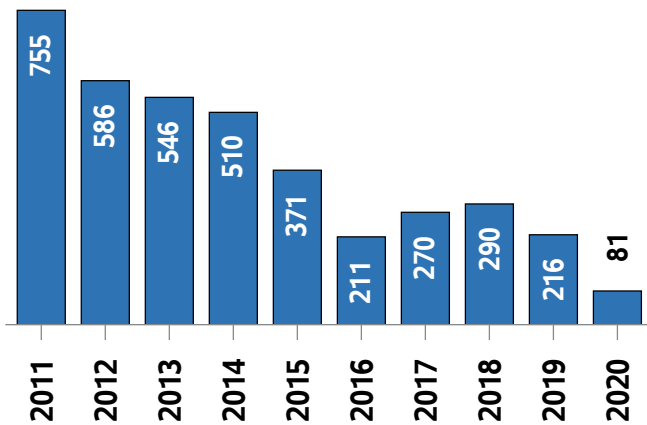
Sales Activity (July only)



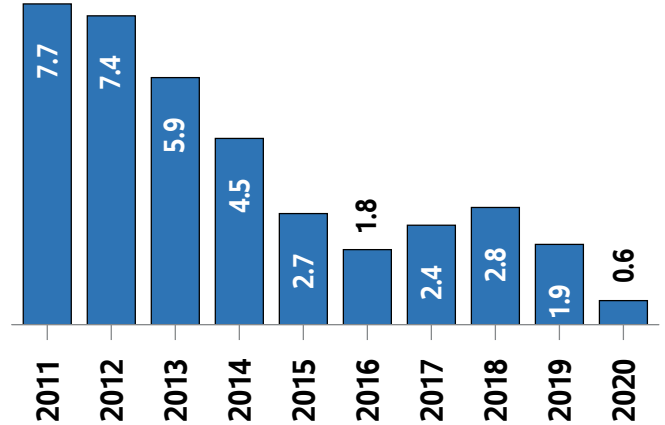
New Listings (July only)



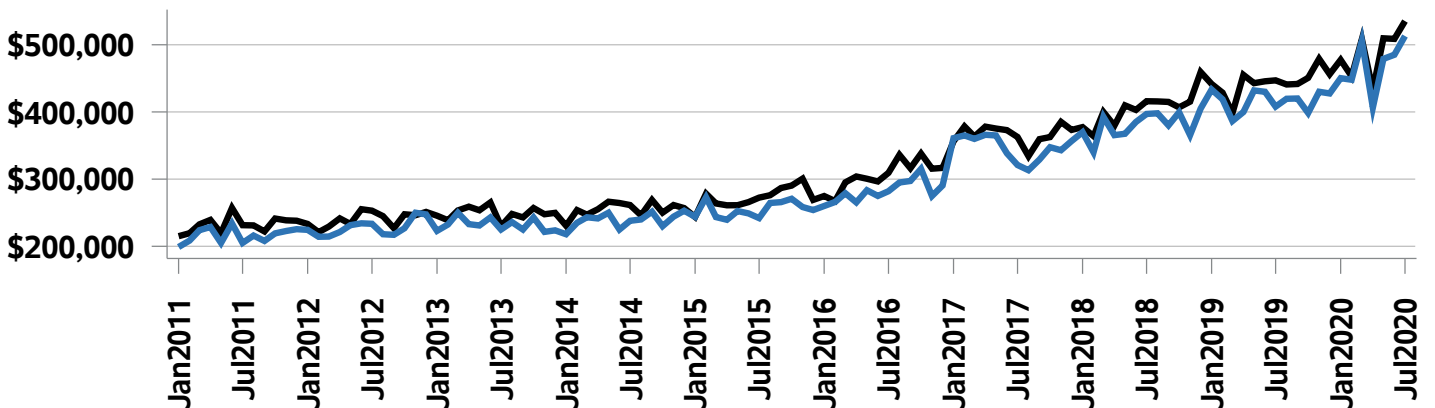
Active Listings (July only)



Months of Inventory (July only)

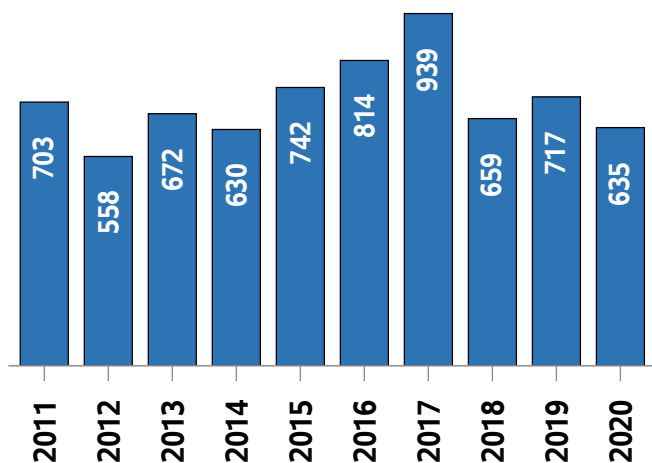


Average Price and Median Price

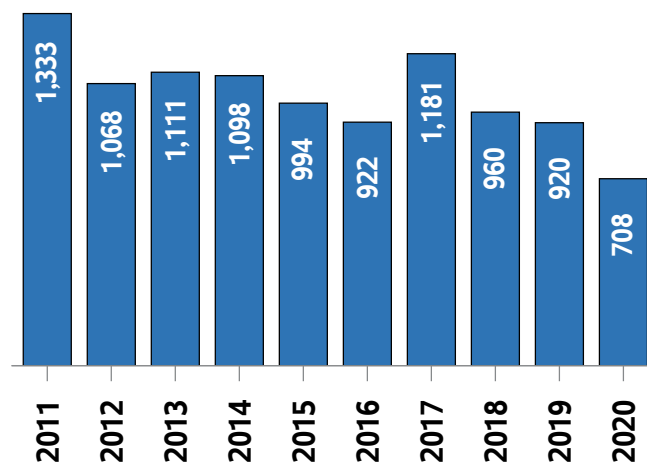


Woodstock - Ingersoll and District MLS® Single Detached Market Activity

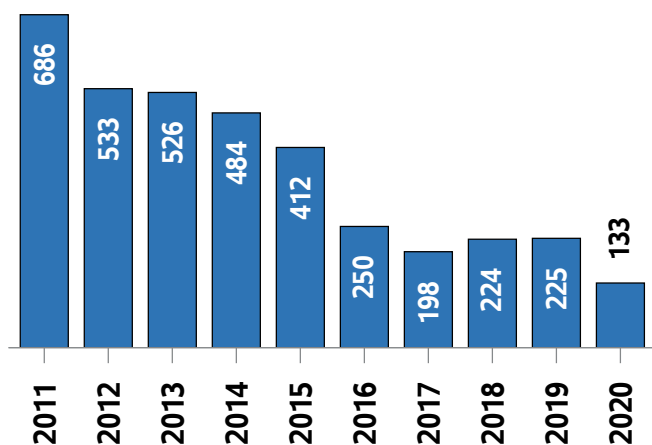
Sales Activity (July Year-to-date)



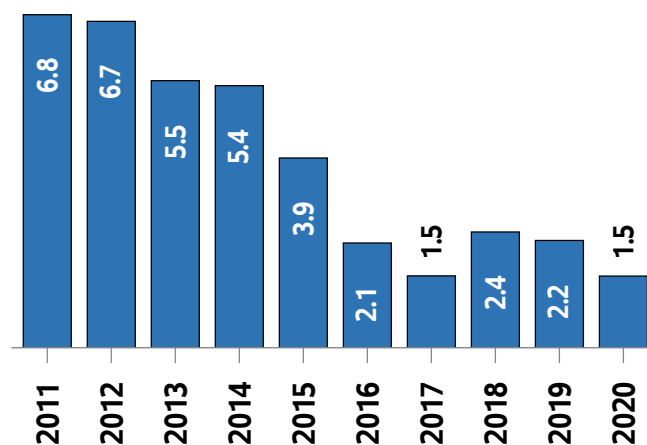
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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 and District MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 140 | 25.0 | 35.9 | 23.9 | 0.7 | 52.2 | 62.8 |
| Dollar Volume | \$74,930,712 | 49.7 | 74.9 | 82.8 | 97.9 | 254.2 | 293.6 |
| New Listings | 114 | -8.1 | -8.8 | -28.3 | -7.3 | -27.4 | -39.7 |
| Active Listings | 81 | -62.5 | -72.1 | -70.0 | -78.2 | -85.2 | -89.7 |
| Sales to New Listings Ratio ¹ | 122.8 | 90.3 | 82.4 | 71.1 | 113.0 | 58.6 | 45.5 |
| Months of Inventory ² | 0.6 | 1.9 | 2.8 | 2.4 | 2.7 | 5.9 | 9.1 |
| Average Price | \$535,219 | 19.7 | 28.7 | 47.6 | 96.4 | 132.7 | 141.8 |
| Median Price | \$513,000 | 25.8 | 29.2 | 59.8 | 112.0 | 128.0 | 159.7 |
| Sales to List Price Ratio | 101.8 | 100.7 | 99.3 | 99.1 | 97.6 | 97.9 | 96.2 |
| Median Days on Market | 13.0 | 22.5 | 23.0 | 20.0 | 46.0 | 47.0 | 49.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 635 | -11.4 | -3.6 | -32.4 | -14.4 | -5.5 | -13.7 |
| Dollar Volume | \$316,185,214 | 0.4 | 21.2 | -9.2 | 61.2 | 88.1 | 91.8 |
| New Listings | 708 | -23.0 | -26.3 | -40.1 | -28.8 | -36.3 | -49.6 |
| Active Listings ³ | 133 | -40.8 | -40.3 | -32.6 | -67.6 | -74.6 | -82.4 |
| Sales to New Listings Ratio ⁴ | 89.7 | 77.9 | 68.6 | 79.5 | 74.6 | 60.5 | 52.4 |
| Months of Inventory ⁵ | 1.5 | 2.2 | 2.4 | 1.5 | 3.9 | 5.5 | 7.2 |
| Average Price | \$497,929 | 13.4 | 25.8 | 34.3 | 88.3 | 99.1 | 122.3 |
| Median Price | \$479,000 | 14.9 | 27.7 | 34.9 | 95.5 | 105.0 | 128.1 |
| Sales to List Price Ratio | 100.4 | 100.5 | 99.9 | 102.0 | 97.4 | 97.4 | 97.0 |
| Median Days on Market | 16.0 | 22.0 | 17.0 | 13.0 | 43.0 | 49.0 | 58.0 |

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.

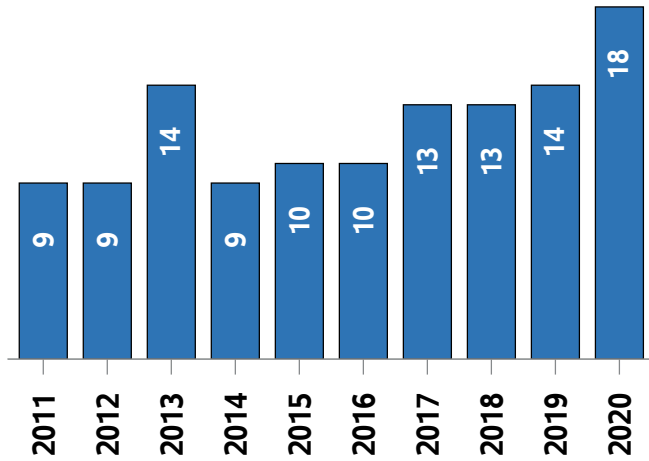
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

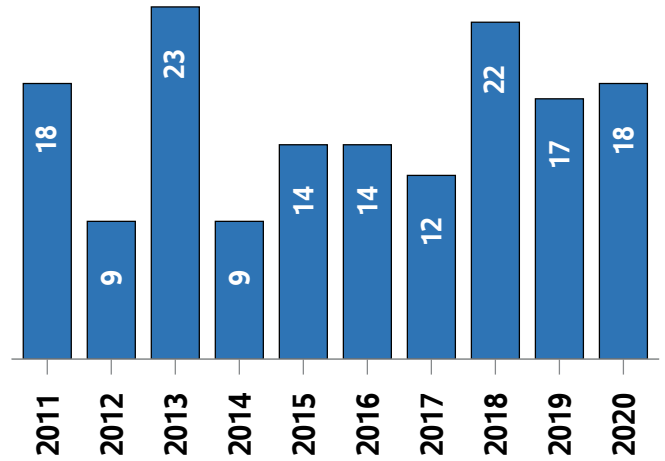
Woodstock - Ingersoll and District

MLS® Semi-Detached Market Activity

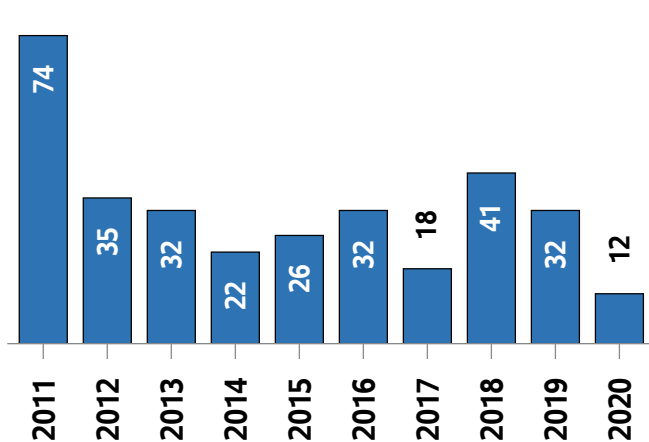
Sales Activity (July only)



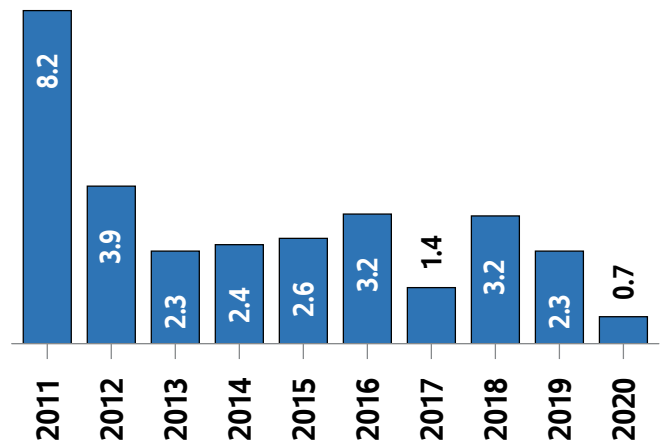
New Listings (July only)



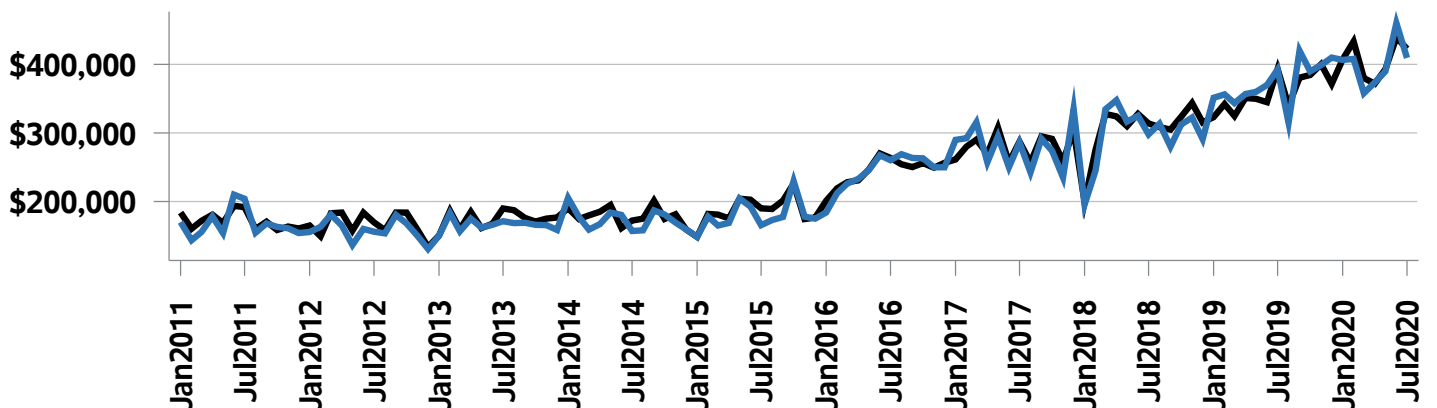
Active Listings (July only)



Months of Inventory (July only)

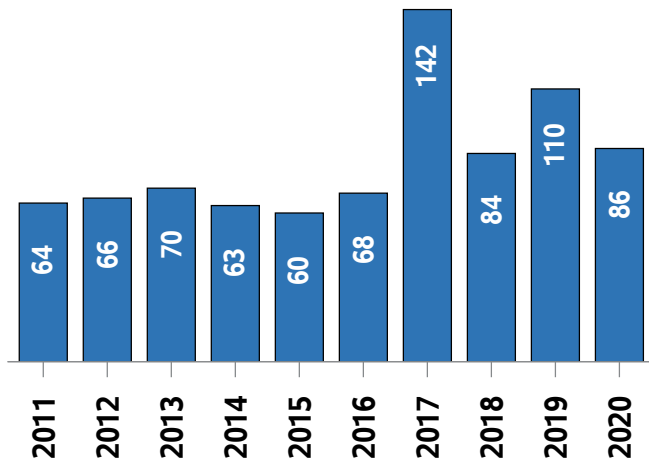


Average Price and Median Price

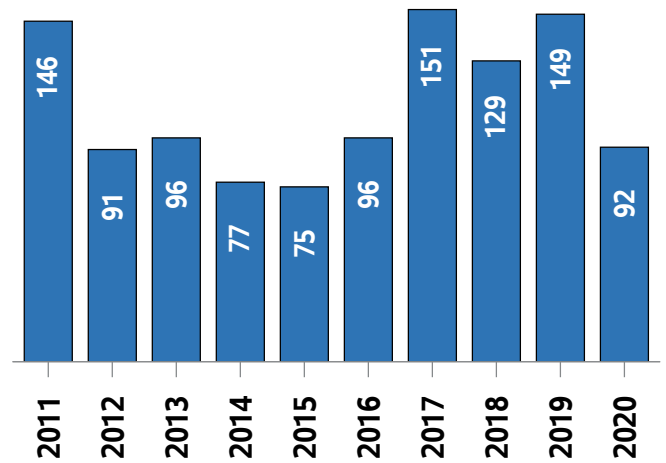


Woodstock - Ingersoll and District MLS® Semi-Detached Market Activity

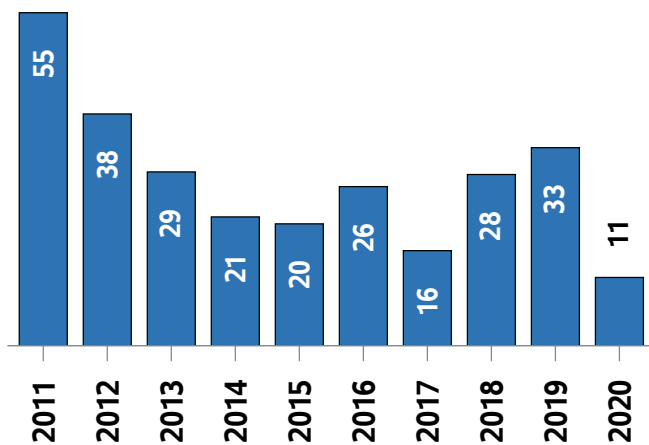
Sales Activity (July Year-to-date)



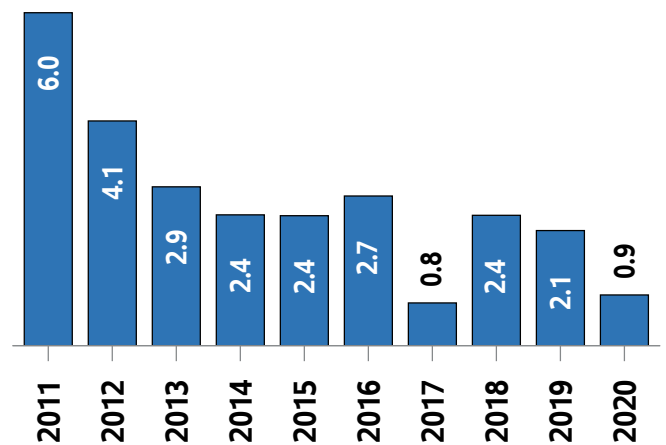
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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 and District MLS® Semi-Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 18 | 28.6 | 38.5 | 38.5 | 80.0 | 28.6 | 1,700.0 |
| Dollar Volume | \$7,608,844 | 38.2 | 86.5 | 103.7 | 300.4 | 186.3 | 3,802.0 |
| New Listings | 18 | 5.9 | -18.2 | 50.0 | 28.6 | -21.7 | 20.0 |
| Active Listings | 12 | -62.5 | -70.7 | -33.3 | -53.8 | -62.5 | -72.7 |
| Sales to New Listings Ratio ¹ | 100.0 | 82.4 | 59.1 | 108.3 | 71.4 | 60.9 | 6.7 |
| Months of Inventory ² | 0.7 | 2.3 | 3.2 | 1.4 | 2.6 | 2.3 | 44.0 |
| Average Price | \$422,714 | 7.5 | 34.7 | 47.1 | 122.4 | 122.6 | 116.8 |
| Median Price | \$409,422 | 4.3 | 37.4 | 43.2 | 147.4 | 139.1 | 110.0 |
| Sales to List Price Ratio | 104.5 | 100.5 | 101.6 | 101.5 | 98.8 | 98.5 | 97.5 |
| Median Days on Market | 15.0 | 17.0 | 15.0 | 20.0 | 25.5 | 57.5 | 127.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 86 | -21.8 | 2.4 | -39.4 | 43.3 | 22.9 | 62.3 |
| Dollar Volume | \$35,600,958 | -7.1 | 36.7 | -10.8 | 218.3 | 192.3 | 327.8 |
| New Listings | 92 | -38.3 | -28.7 | -39.1 | 22.7 | -4.2 | -7.1 |
| Active Listings ³ | 11 | -65.5 | -60.1 | -28.2 | -44.0 | -60.7 | -74.7 |
| Sales to New Listings Ratio ⁴ | 93.5 | 73.8 | 65.1 | 94.0 | 80.0 | 72.9 | 53.5 |
| Months of Inventory ⁵ | 0.9 | 2.1 | 2.4 | 0.8 | 2.4 | 2.9 | 5.9 |
| Average Price | \$413,965 | 18.8 | 33.5 | 47.2 | 122.0 | 137.9 | 163.7 |
| Median Price | \$406,498 | 13.6 | 30.5 | 44.2 | 132.3 | 143.8 | 162.4 |
| Sales to List Price Ratio | 103.4 | 101.1 | 101.3 | 103.6 | 97.3 | 97.4 | 97.1 |
| Median Days on Market | 20.0 | 17.0 | 14.0 | 14.0 | 28.0 | 40.0 | 45.0 |

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.

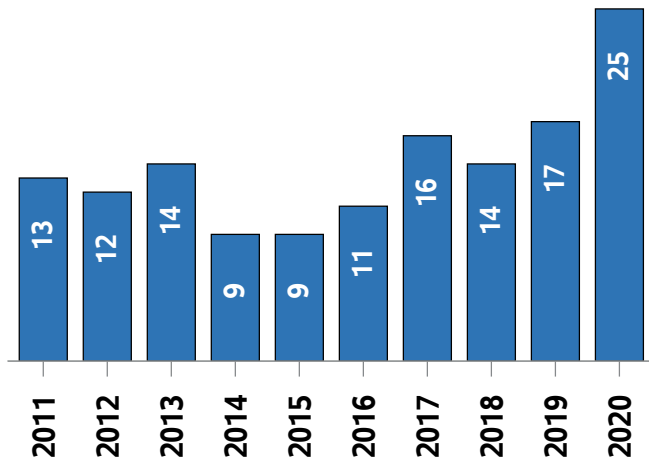
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

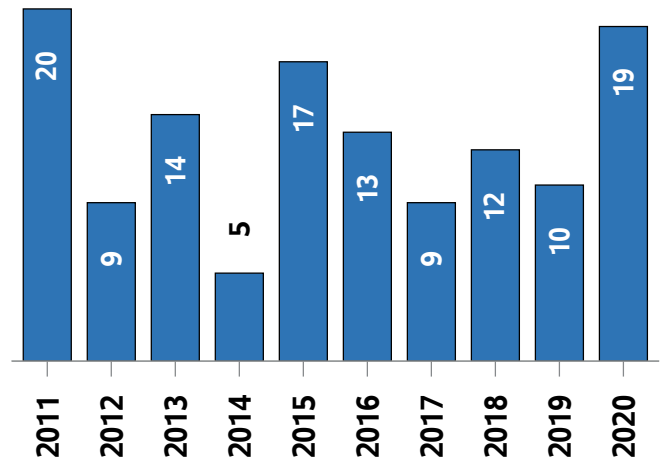
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock - Ingersoll and District MLS® Condo Market Activity

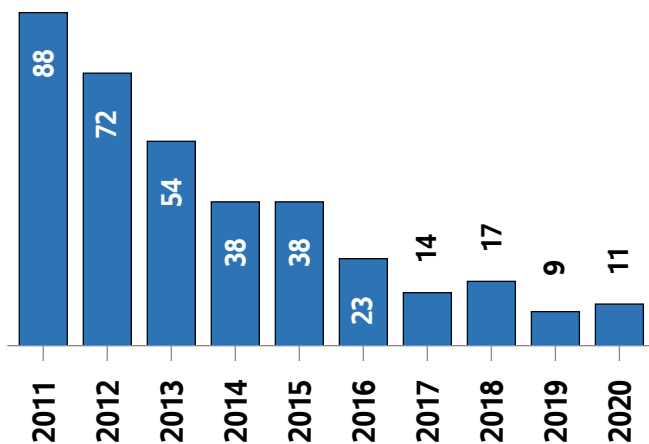
Sales Activity (July only)



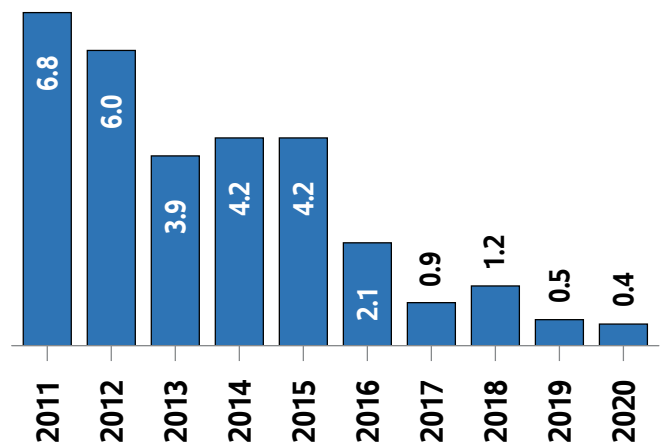
New Listings (July only)



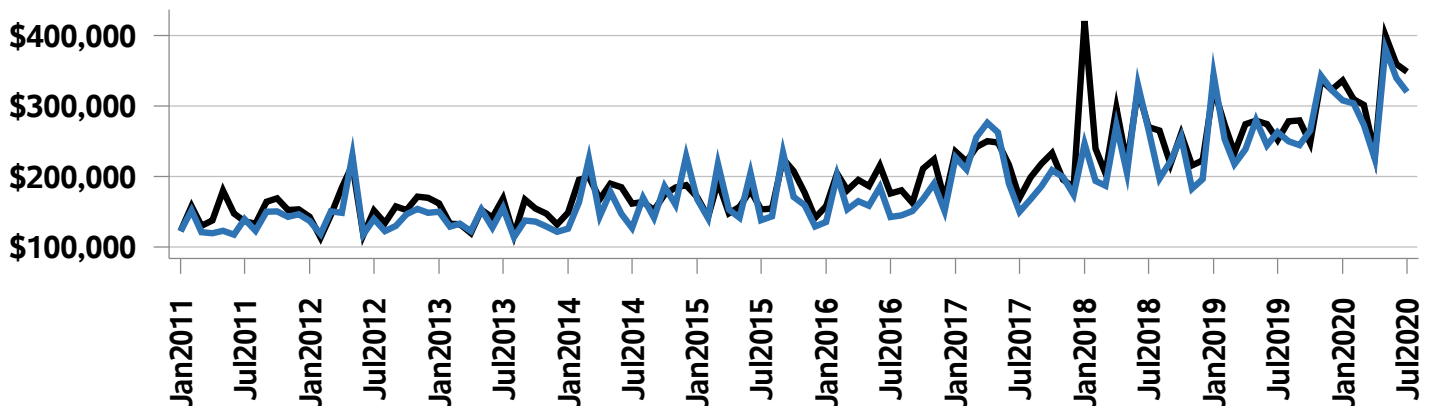
Active Listings (July only)



Months of Inventory (July only)

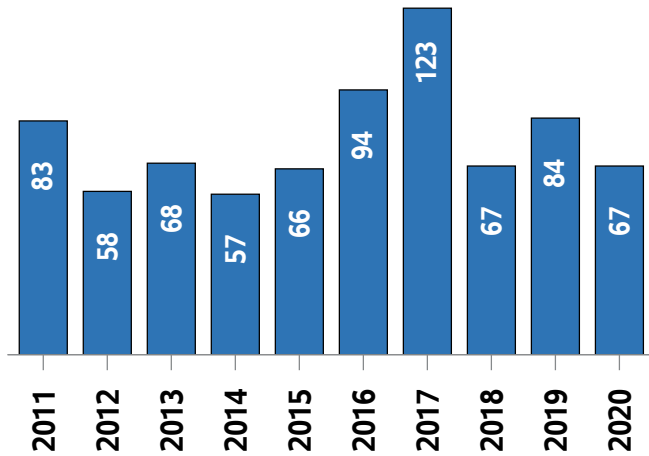


Average Price and Median Price

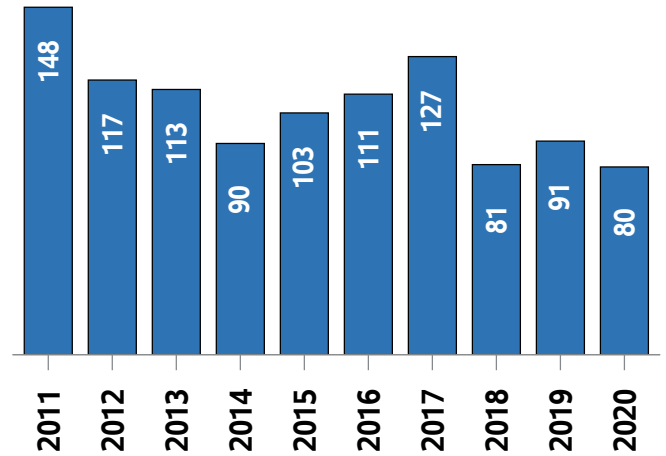


Woodstock - Ingersoll and District MLS® Condo Market Activity

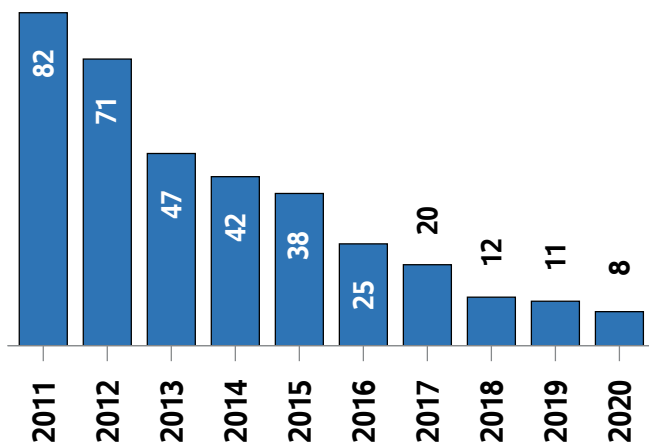
Sales Activity (July Year-to-date)



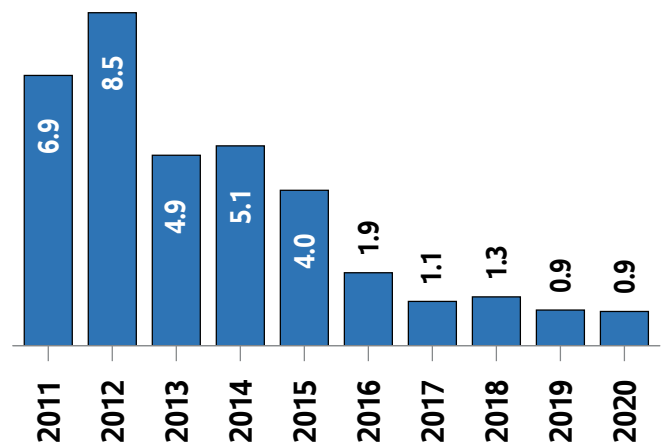
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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 and District MLS® Condo Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 25 | 47.1 | 78.6 | 56.3 | 177.8 | 78.6 | 108.3 |
| Dollar Volume | \$8,714,286 | 103.5 | 130.5 | 221.2 | 531.5 | 268.6 | 373.1 |
| New Listings | 19 | 90.0 | 58.3 | 111.1 | 11.8 | 35.7 | 35.7 |
| Active Listings | 11 | 22.2 | -35.3 | -21.4 | -71.1 | -79.6 | -86.9 |
| Sales to New Listings Ratio ¹ | 131.6 | 170.0 | 116.7 | 177.8 | 52.9 | 100.0 | 85.7 |
| Months of Inventory ² | 0.4 | 0.5 | 1.2 | 0.9 | 4.2 | 3.9 | 7.0 |
| Average Price | \$348,571 | 38.4 | 29.1 | 105.6 | 127.3 | 106.4 | 127.1 |
| Median Price | \$320,000 | 21.7 | 20.3 | 113.4 | 131.9 | 105.8 | 142.1 |
| Sales to List Price Ratio | 102.4 | 101.6 | 100.2 | 96.9 | 96.3 | 97.2 | 96.6 |
| Median Days on Market | 15.0 | 17.0 | 19.0 | 45.5 | 50.0 | 83.0 | 56.5 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 67 | -20.2 | 0.0 | -45.5 | 1.5 | -1.5 | -2.9 |
| Dollar Volume | \$22,798,936 | -0.5 | 26.4 | -18.6 | 107.9 | 132.3 | 117.4 |
| New Listings | 80 | -12.1 | -1.2 | -37.0 | -22.3 | -29.2 | -40.7 |
| Active Listings ³ | 8 | -23.4 | -29.8 | -57.9 | -77.6 | -82.2 | -89.6 |
| Sales to New Listings Ratio ⁴ | 83.8 | 92.3 | 82.7 | 96.9 | 64.1 | 60.2 | 51.1 |
| Months of Inventory ⁵ | 0.9 | 0.9 | 1.3 | 1.1 | 4.0 | 4.9 | 8.2 |
| Average Price | \$340,283 | 24.7 | 26.4 | 49.4 | 104.8 | 135.8 | 123.8 |
| Median Price | \$315,000 | 23.0 | 26.1 | 53.7 | 108.6 | 135.2 | 133.3 |
| Sales to List Price Ratio | 103.0 | 102.2 | 100.7 | 103.6 | 98.1 | 96.3 | 97.2 |
| Median Days on Market | 18.0 | 15.0 | 18.0 | 19.0 | 50.5 | 60.5 | 55.0 |

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.

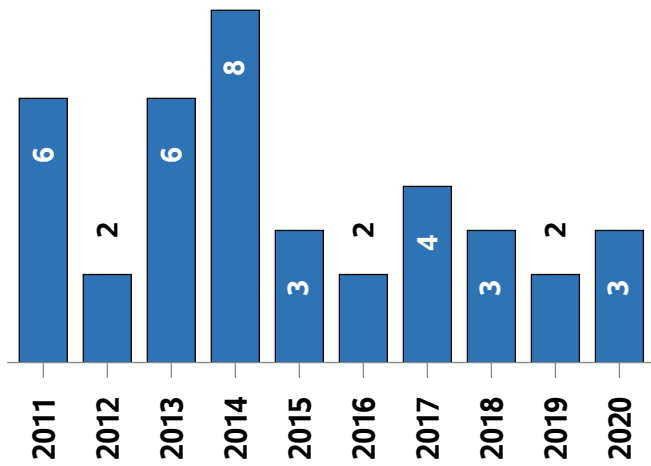
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

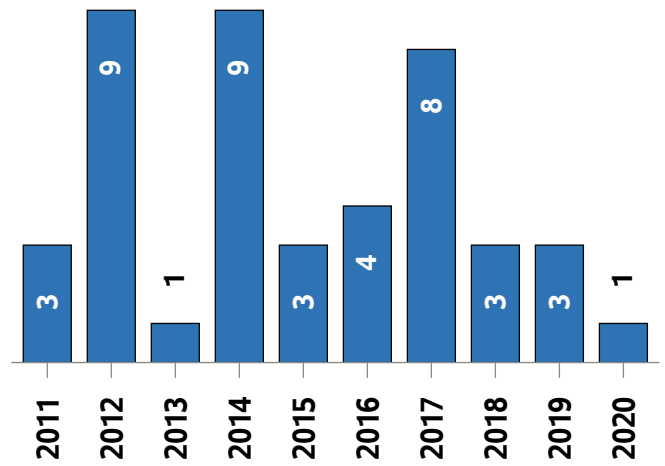
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blandford-Blenheim Twp MLS® Residential Market Activity

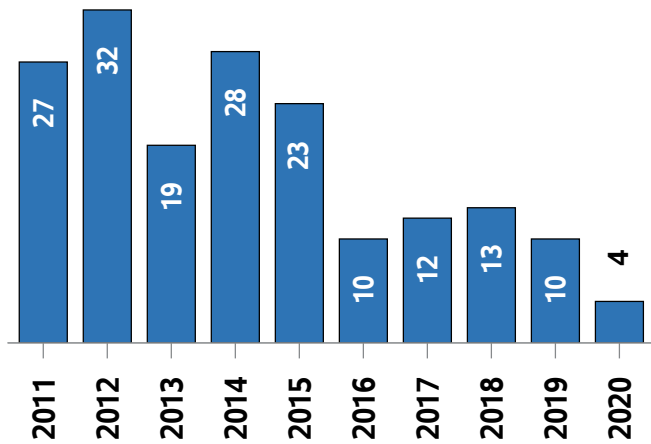
Sales Activity (July only)



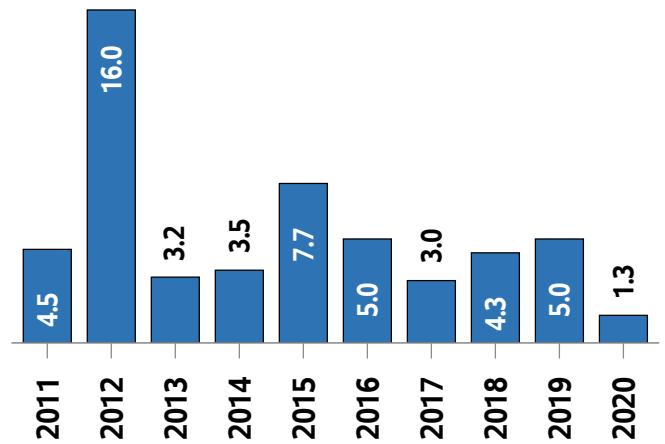
New Listings (July only)



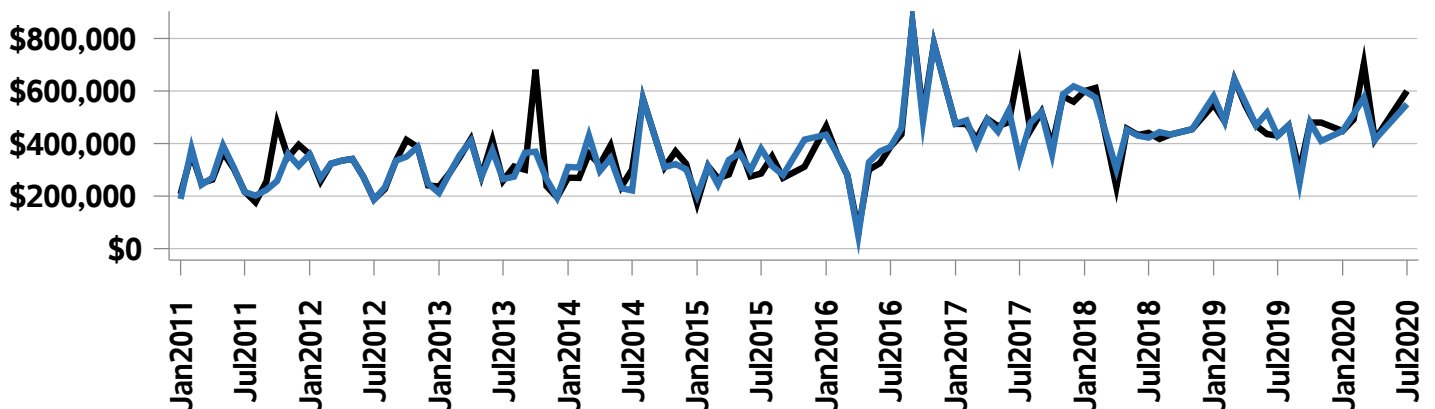
Active Listings (July only)



Months of Inventory (July only)

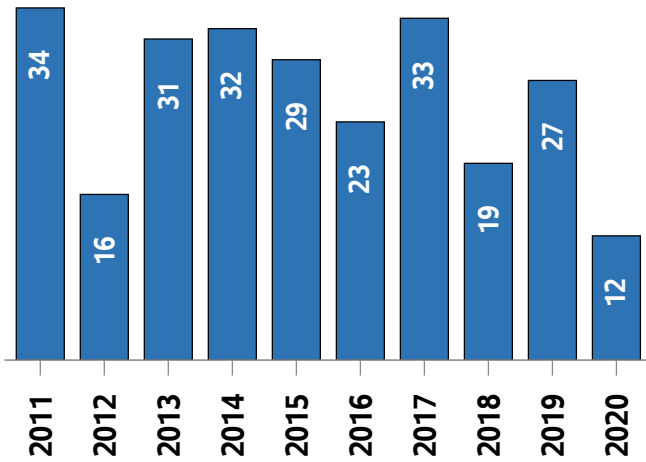


Average Price and Median Price

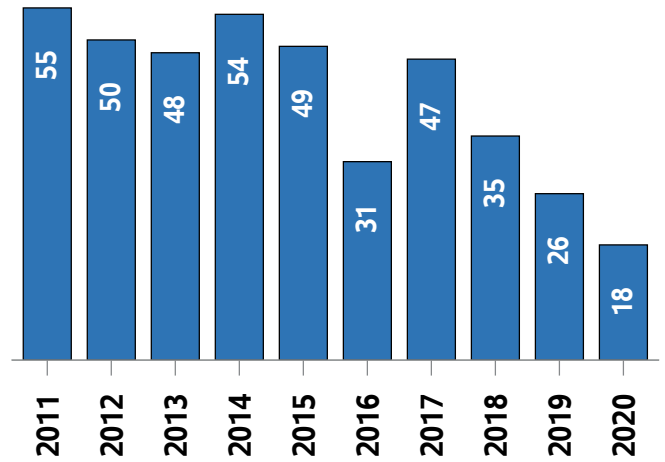


Blandford-Blenheim Twp MLS® Residential Market Activity

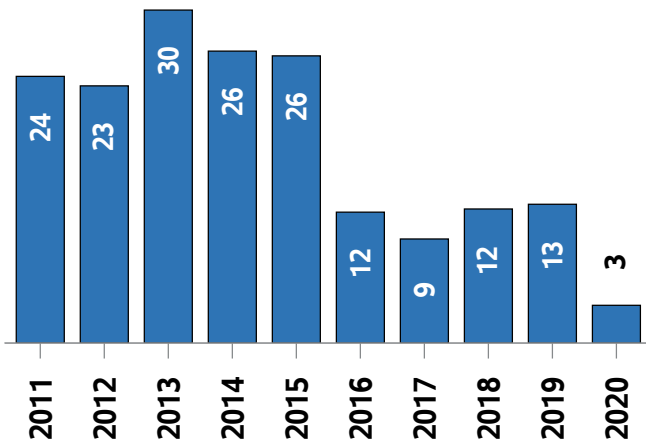
Sales Activity (July Year-to-date)



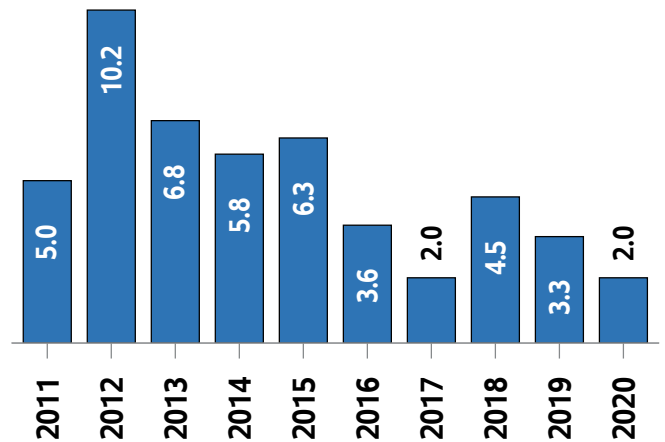
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Blandford-Blenheim Twp MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 3 | 50.0 | 0.0 | -25.0 | 0.0 | -50.0 | 50.0 |
| Dollar Volume | \$1,800,000 | 109.3 | 36.1 | -35.2 | 109.9 | 16.1 | 682.9 |
| New Listings | 1 | -66.7 | -66.7 | -87.5 | -66.7 | 0.0 | -88.9 |
| Active Listings | 4 | -60.0 | -69.2 | -66.7 | -82.6 | -78.9 | -90.7 |
| Sales to New Listings Ratio ¹ | 300.0 | 66.7 | 100.0 | 50.0 | 100.0 | 600.0 | 22.2 |
| Months of Inventory ² | 1.3 | 5.0 | 4.3 | 3.0 | 7.7 | 3.2 | 21.5 |
| Average Price | \$600,000 | 39.5 | 36.1 | -13.5 | 109.9 | 132.2 | 422.0 |
| Median Price | \$550,000 | 27.9 | 30.2 | 61.6 | 44.7 | 107.7 | 378.5 |
| Sales to List Price Ratio | 101.7 | 109.1 | 97.4 | 98.6 | 94.3 | 97.2 | 97.2 |
| Median Days on Market | 22.0 | 23.0 | 48.0 | 18.0 | 53.0 | 82.5 | 59.5 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 12 | -55.6 | -36.8 | -63.6 | -58.6 | -61.3 | -57.1 |
| Dollar Volume | \$6,740,400 | -50.5 | -20.5 | -58.7 | -18.2 | -31.8 | 4.5 |
| New Listings | 18 | -30.8 | -48.6 | -61.7 | -63.3 | -62.5 | -74.3 |
| Active Listings ³ | 3 | -72.7 | -71.8 | -63.6 | -86.8 | -88.6 | -90.2 |
| Sales to New Listings Ratio ⁴ | 66.7 | 103.8 | 54.3 | 70.2 | 59.2 | 64.6 | 40.0 |
| Months of Inventory ⁵ | 2.0 | 3.3 | 4.5 | 2.0 | 6.3 | 6.8 | 8.8 |
| Average Price | \$561,700 | 11.4 | 25.9 | 13.6 | 97.8 | 76.1 | 143.8 |
| Median Price | \$547,500 | -1.6 | 25.9 | 21.7 | 84.0 | 66.0 | 102.8 |
| Sales to List Price Ratio | 99.9 | 99.2 | 99.2 | 101.6 | 95.2 | 98.0 | 96.2 |
| Median Days on Market | 25.0 | 66.0 | 16.0 | 17.0 | 53.0 | 74.0 | 69.5 |

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.

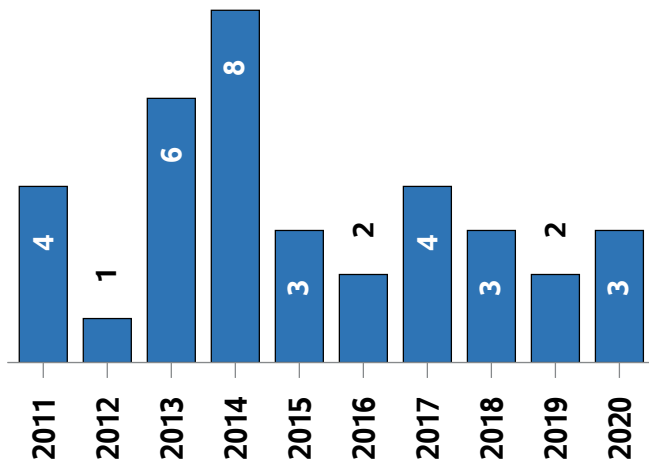
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

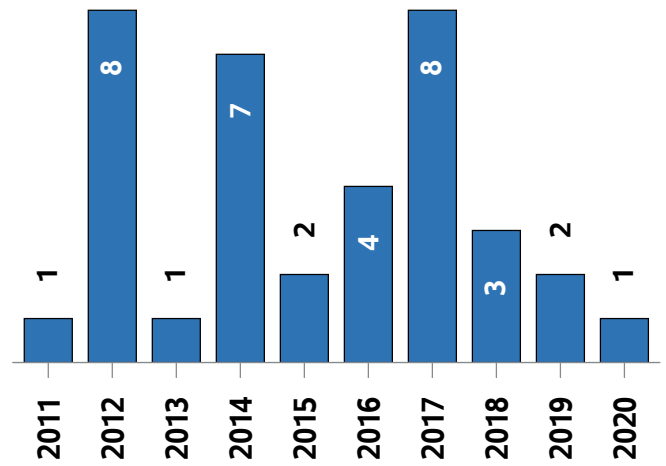
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blandford-Blenheim Twp MLS® Single Detached Market Activity

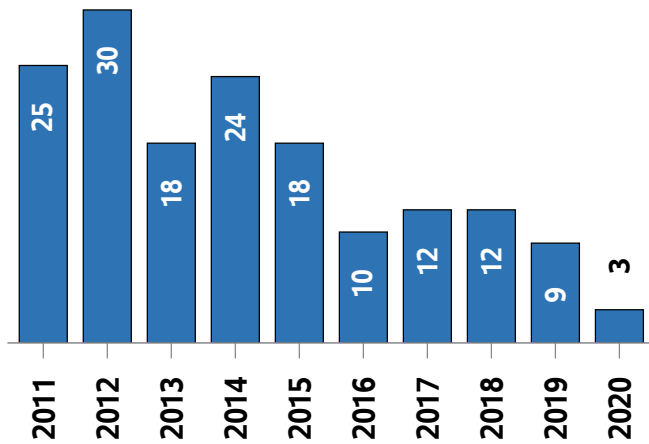
Sales Activity (July only)



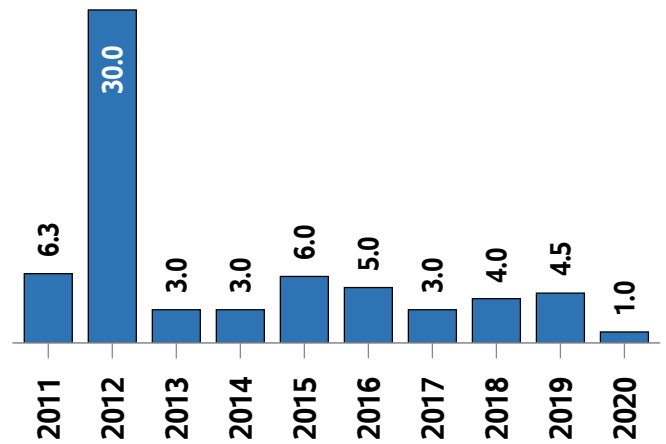
New Listings (July only)



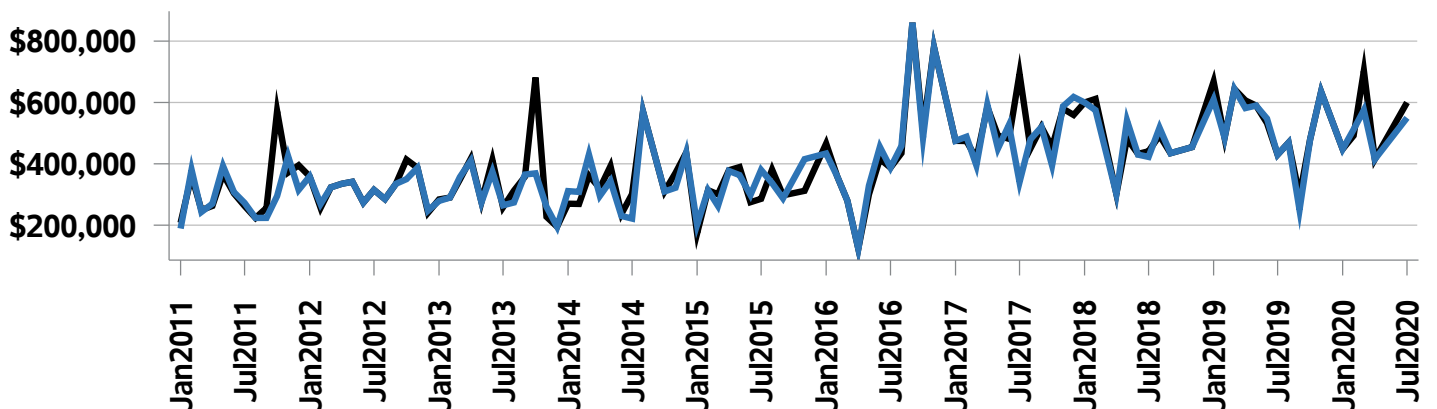
Active Listings (July only)



Months of Inventory (July only)

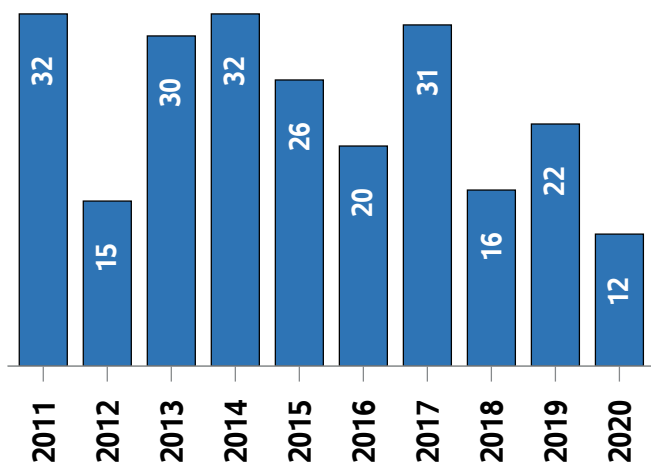


Average Price and Median Price

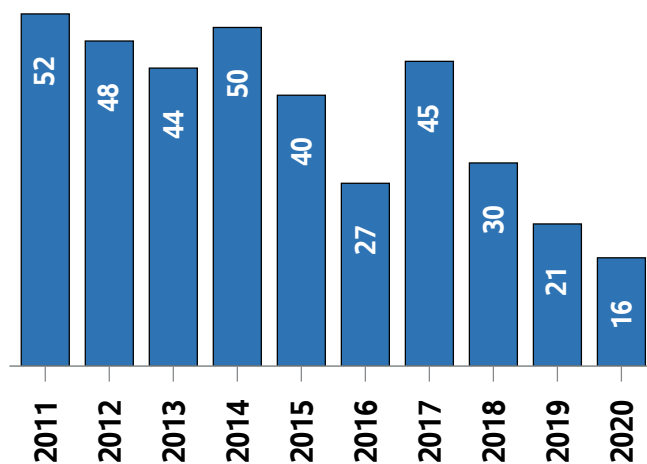


Blandford-Blenheim Twp MLS® Single Detached Market Activity

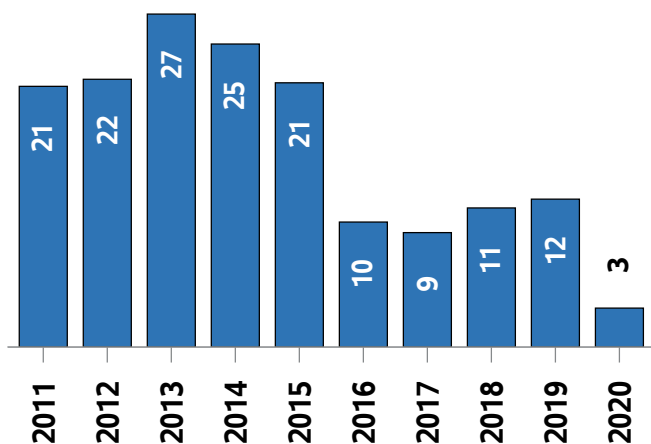
Sales Activity (July Year-to-date)



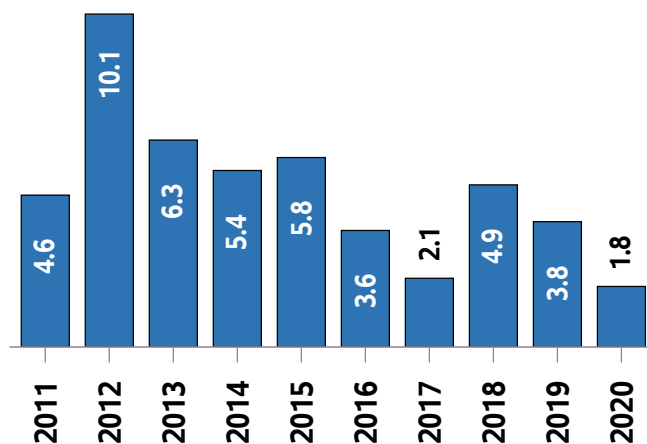
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Blandford-Blenheim Twp MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 3 | 50.0 | 0.0 | -25.0 | 0.0 | -50.0 | 200.0 |
| Dollar Volume | \$1,800,000 | 109.3 | 36.1 | -35.2 | 109.9 | 16.1 | 1,039.2 |
| New Listings | 1 | -50.0 | -66.7 | -87.5 | -50.0 | 0.0 | -87.5 |
| Active Listings | 3 | -66.7 | -75.0 | -75.0 | -83.3 | -83.3 | -92.1 |
| Sales to New Listings Ratio ¹ | 300.0 | 100.0 | 100.0 | 50.0 | 150.0 | 600.0 | 12.5 |
| Months of Inventory ² | 1.0 | 4.5 | 4.0 | 3.0 | 6.0 | 3.0 | 38.0 |
| Average Price | \$600,000 | 39.5 | 36.1 | -13.5 | 109.9 | 132.2 | 279.7 |
| Median Price | \$550,000 | 27.9 | 30.2 | 61.6 | 44.7 | 107.7 | 248.1 |
| Sales to List Price Ratio | 101.7 | 109.1 | 97.4 | 98.6 | 94.3 | 97.2 | 97.2 |
| Median Days on Market | 22.0 | 23.0 | 48.0 | 18.0 | 53.0 | 82.5 | 39.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 12 | -45.5 | -25.0 | -61.3 | -53.8 | -60.0 | -47.8 |
| Dollar Volume | \$6,740,400 | -47.1 | -12.7 | -57.6 | -15.3 | -31.5 | 12.9 |
| New Listings | 16 | -23.8 | -46.7 | -64.4 | -60.0 | -63.6 | -72.9 |
| Active Listings ³ | 3 | -73.6 | -71.9 | -65.9 | -85.2 | -88.3 | -89.5 |
| Sales to New Listings Ratio ⁴ | 75.0 | 104.8 | 53.3 | 68.9 | 65.0 | 68.2 | 39.0 |
| Months of Inventory ⁵ | 1.8 | 3.8 | 4.9 | 2.1 | 5.8 | 6.3 | 9.2 |
| Average Price | \$561,700 | -2.9 | 16.4 | 9.5 | 83.5 | 71.2 | 116.4 |
| Median Price | \$547,500 | -2.4 | 16.9 | 21.7 | 73.5 | 64.1 | 91.1 |
| Sales to List Price Ratio | 99.9 | 100.7 | 99.2 | 101.8 | 95.4 | 98.1 | 96.8 |
| Median Days on Market | 25.0 | 93.0 | 21.0 | 17.0 | 52.5 | 75.0 | 71.0 |

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.

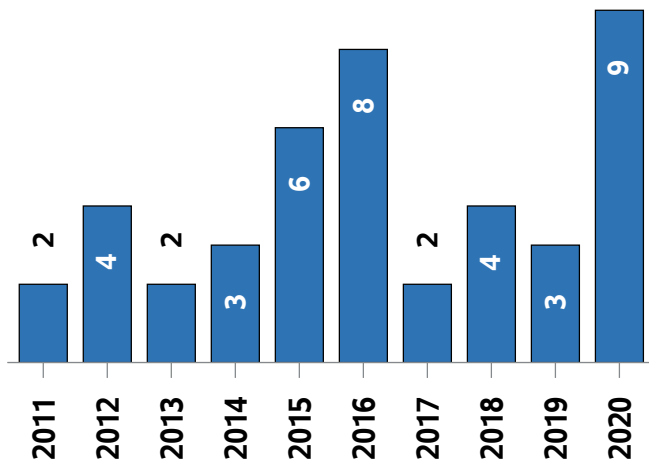
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

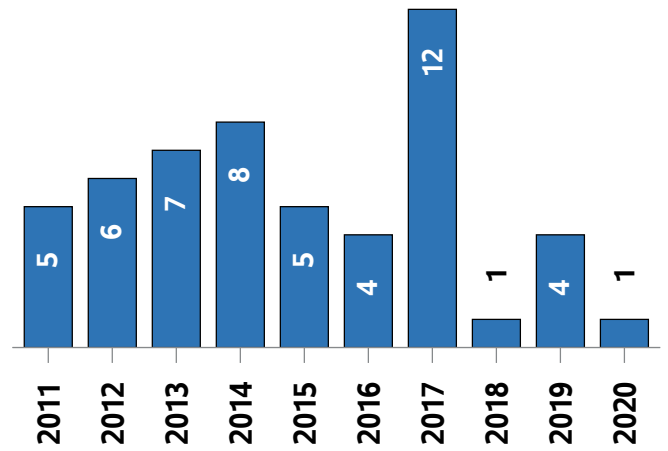
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

East Zorra-Tavistock Twp MLS® Residential Market Activity

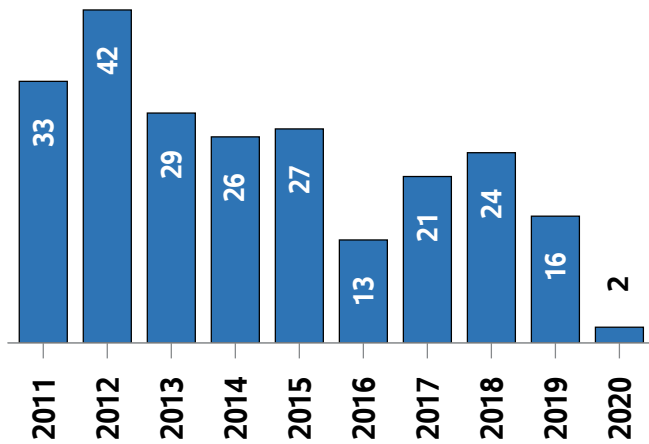
Sales Activity (July only)



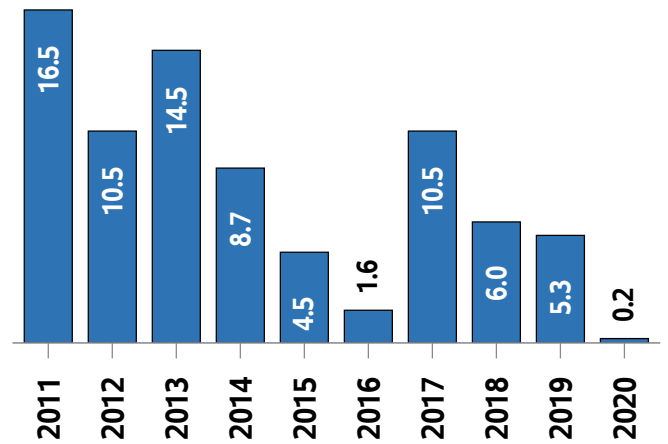
New Listings (July only)



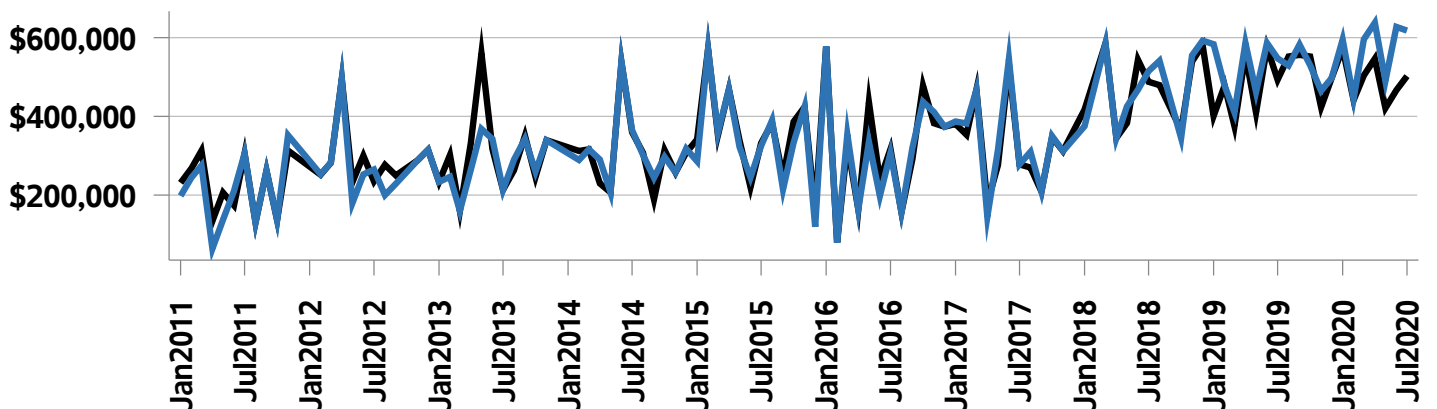
Active Listings (July only)



Months of Inventory (July only)

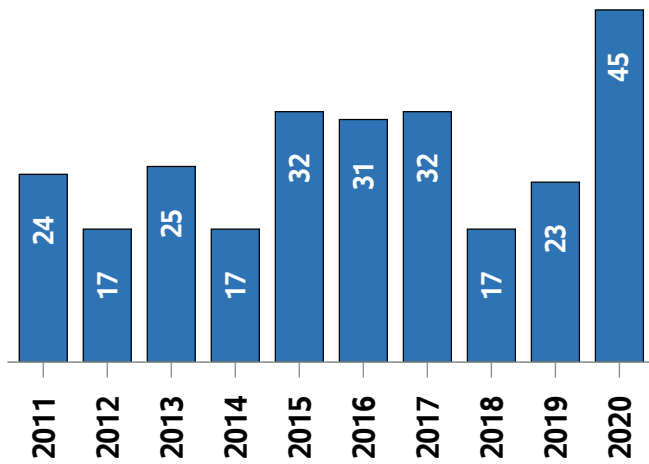


Average Price and Median Price

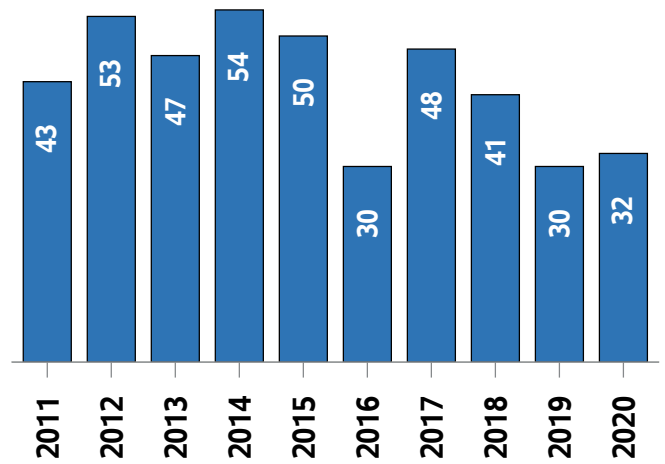


East Zorra-Tavistock Twp MLS® Residential Market Activity

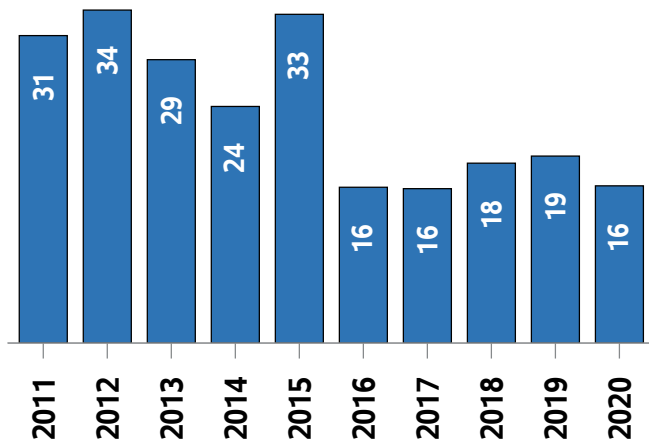
Sales Activity (July Year-to-date)



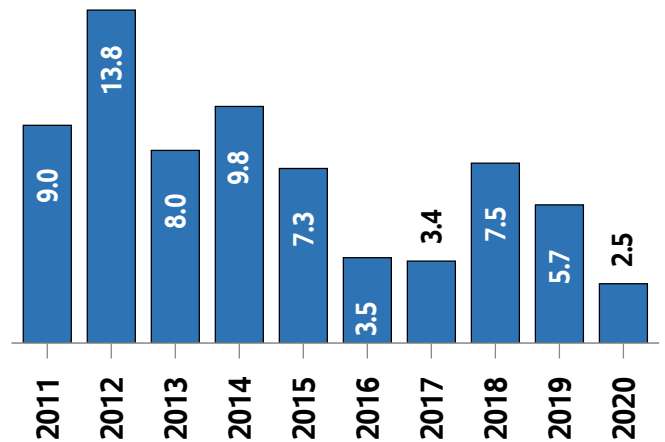
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

East Zorra-Tavistock Twp MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 9 | 200.0 | 125.0 | 350.0 | 50.0 | 350.0 | |
| Dollar Volume | \$4,520,897 | 205.6 | 131.7 | 713.1 | 126.9 | 959.1 | |
| New Listings | 1 | -75.0 | 0.0 | -91.7 | -80.0 | -85.7 | -91.7 |
| Active Listings | 2 | -87.5 | -91.7 | -90.5 | -92.6 | -93.1 | -94.1 |
| Sales to New Listings Ratio ¹ | 900.0 | 75.0 | 400.0 | 16.7 | 120.0 | 28.6 | |
| Months of Inventory ² | 0.2 | 5.3 | 6.0 | 10.5 | 4.5 | 14.5 | |
| Average Price | \$502,322 | 1.9 | 3.0 | 80.7 | 51.3 | 135.4 | |
| Median Price | \$618,000 | 12.9 | 20.0 | 122.3 | 90.2 | 189.5 | |
| Sales to List Price Ratio | 100.3 | 102.1 | 100.0 | 98.9 | 91.6 | 100.0 | |
| Median Days on Market | 178.0 | 29.0 | 27.0 | 55.0 | 25.5 | 134.5 | |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 45 | 95.7 | 164.7 | 40.6 | 40.6 | 80.0 | 164.7 |
| Dollar Volume | \$22,529,898 | 106.4 | 187.3 | 100.9 | 107.2 | 169.2 | 645.7 |
| New Listings | 32 | 6.7 | -22.0 | -33.3 | -36.0 | -31.9 | -27.3 |
| Active Listings ³ | 16 | -15.9 | -12.6 | 1.8 | -52.2 | -44.5 | -40.0 |
| Sales to New Listings Ratio ⁴ | 140.6 | 76.7 | 41.5 | 66.7 | 64.0 | 53.2 | 38.6 |
| Months of Inventory ⁵ | 2.5 | 5.7 | 7.5 | 3.4 | 7.3 | 8.0 | 10.9 |
| Average Price | \$500,664 | 5.5 | 8.5 | 42.9 | 47.3 | 49.6 | 181.7 |
| Median Price | \$609,647 | 13.4 | 30.5 | 62.2 | 86.6 | 94.2 | 215.9 |
| Sales to List Price Ratio | 98.6 | 102.0 | 98.8 | 97.4 | 96.9 | 96.6 | 94.8 |
| Median Days on Market | 93.0 | 48.0 | 28.0 | 36.5 | 58.5 | 63.0 | 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.

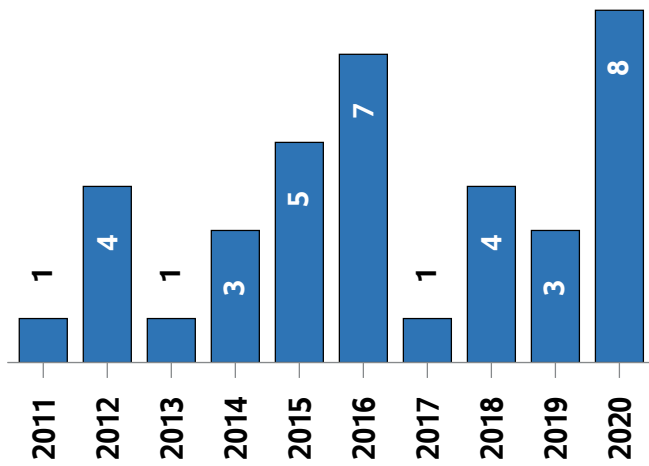
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

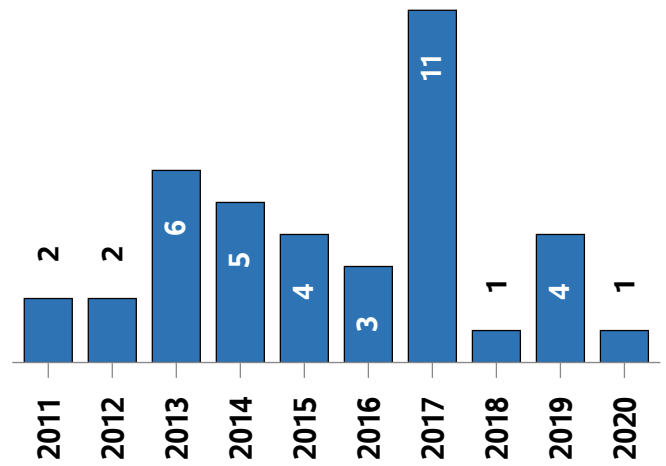
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

East Zorra-Tavistock Twp MLS® Single Detached Market Activity

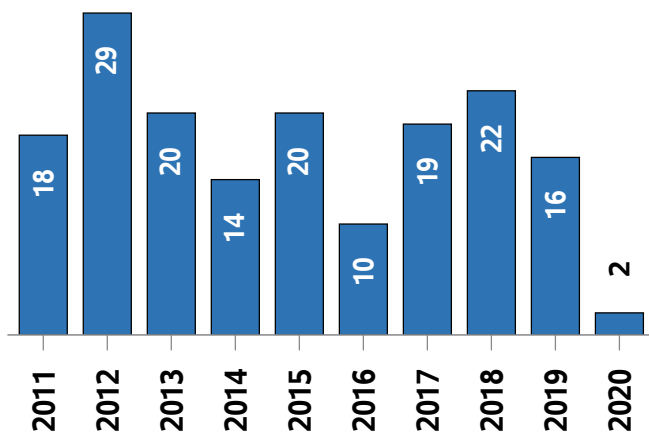
Sales Activity (July only)



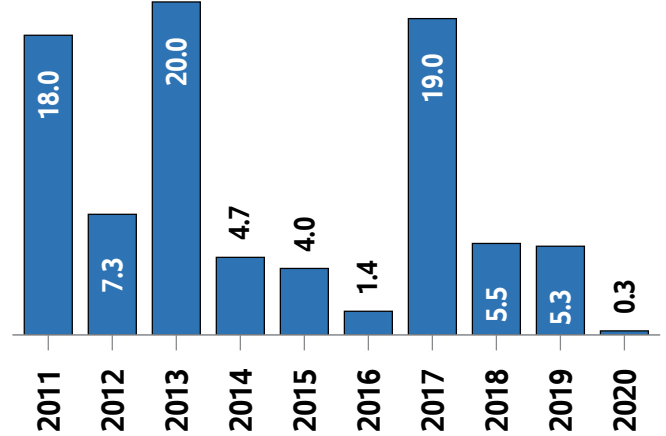
New Listings (July only)



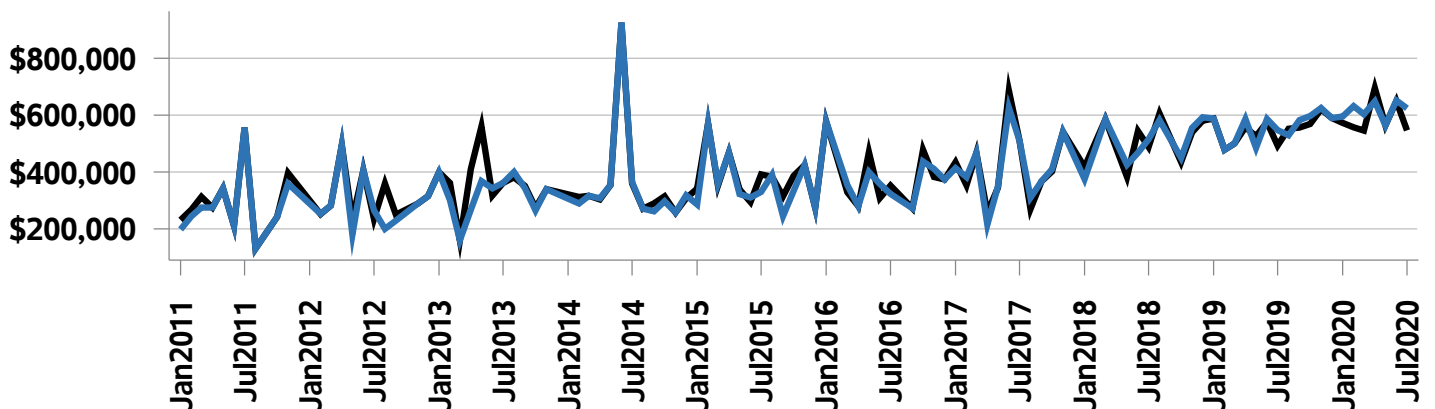
Active Listings (July only)



Months of Inventory (July only)

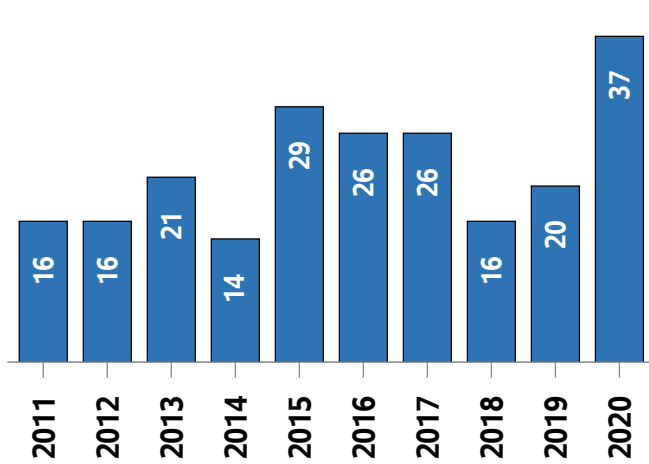


Average Price and Median Price

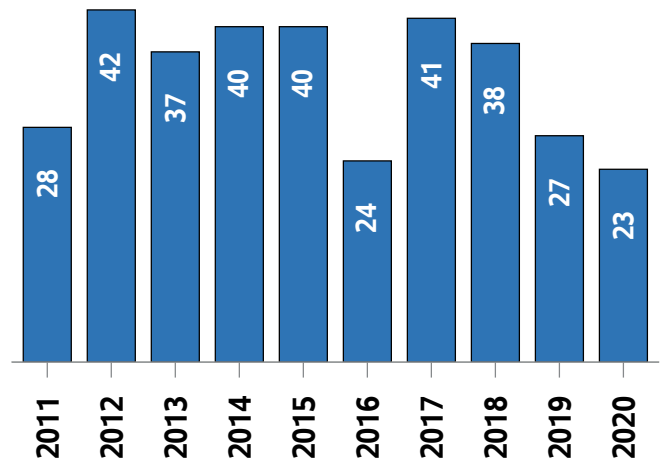


East Zorra-Tavistock Twp MLS® Single Detached Market Activity

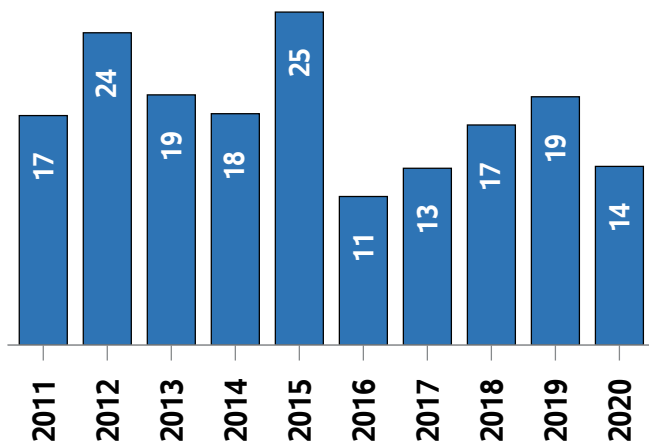
Sales Activity (July Year-to-date)



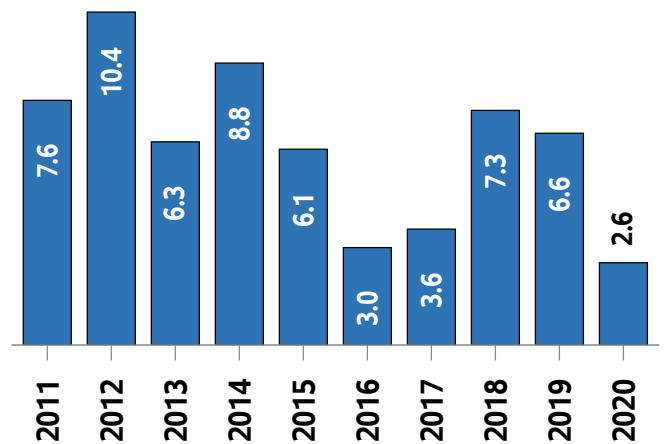
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

East Zorra-Tavistock Twp MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 8 | 166.7 | 100.0 | 700.0 | 60.0 | 700.0 | |
| Dollar Volume | \$4,370,897 | 195.5 | 124.0 | 757.1 | 123.3 | 1,109.5 | |
| New Listings | 1 | -75.0 | 0.0 | -90.9 | -75.0 | -83.3 | -90.9 |
| Active Listings | 2 | -87.5 | -90.9 | -89.5 | -90.0 | -90.0 | -92.3 |
| Sales to New Listings Ratio ¹ | 800.0 | 75.0 | 400.0 | 9.1 | 125.0 | 16.7 | |
| Months of Inventory ² | 0.3 | 5.3 | 5.5 | 19.0 | 4.0 | 20.0 | |
| Average Price | \$546,362 | 10.8 | 12.0 | 7.1 | 39.6 | 51.2 | |
| Median Price | \$623,964 | 14.0 | 21.2 | 22.3 | 89.1 | 72.7 | |
| Sales to List Price Ratio | 101.8 | 102.1 | 100.0 | 100.0 | 92.5 | 106.3 | |
| Median Days on Market | 201.0 | 29.0 | 27.0 | 35.0 | 36.0 | 30.0 | |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 37 | 85.0 | 131.3 | 42.3 | 27.6 | 76.2 | 236.4 |
| Dollar Volume | \$21,319,398 | 99.2 | 184.4 | 96.4 | 99.3 | 161.5 | 722.3 |
| New Listings | 23 | -14.8 | -39.5 | -43.9 | -42.5 | -37.8 | -32.4 |
| Active Listings ³ | 14 | -28.0 | -18.8 | 1.1 | -46.3 | -28.6 | -21.5 |
| Sales to New Listings Ratio ⁴ | 160.9 | 74.1 | 42.1 | 63.4 | 72.5 | 56.8 | 32.4 |
| Months of Inventory ⁵ | 2.6 | 6.6 | 7.3 | 3.6 | 6.1 | 6.3 | 11.0 |
| Average Price | \$576,200 | 7.7 | 23.0 | 38.0 | 56.2 | 48.4 | 144.5 |
| Median Price | \$619,900 | 9.7 | 23.7 | 55.0 | 87.8 | 74.6 | 170.8 |
| Sales to List Price Ratio | 99.3 | 101.8 | 98.9 | 97.4 | 97.4 | 97.3 | 96.8 |
| Median Days on Market | 105.0 | 63.0 | 40.5 | 35.5 | 58.0 | 38.0 | 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.

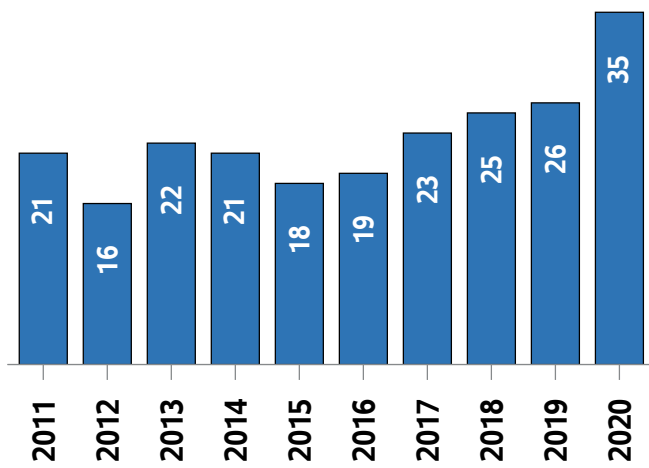
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

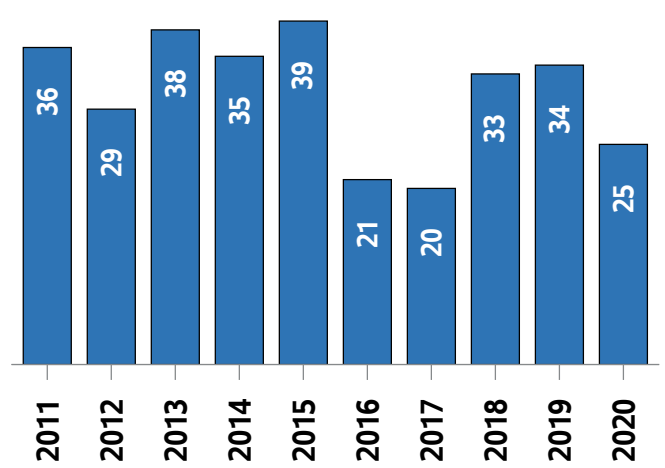
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Residential Market Activity

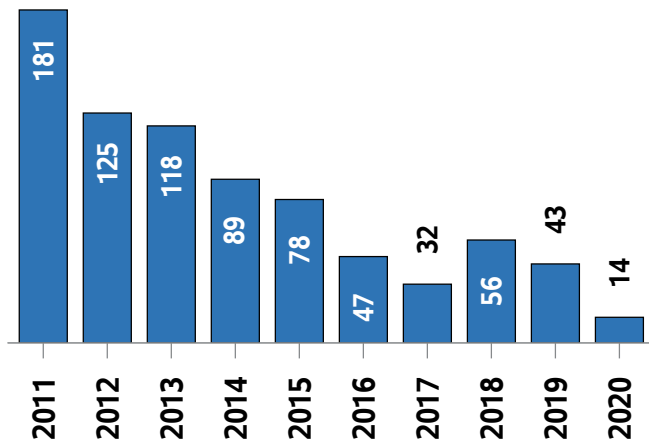
Sales Activity (July only)



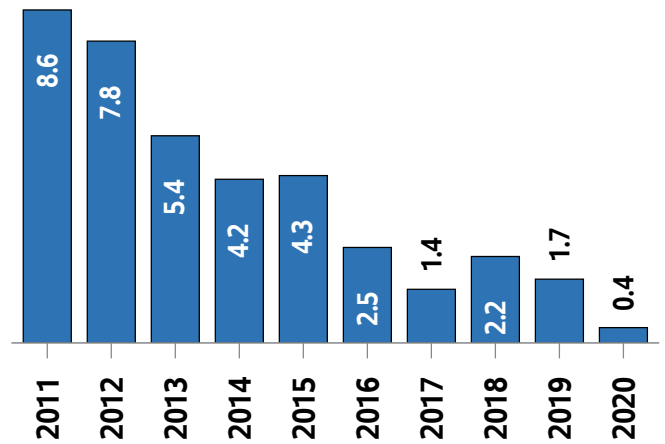
New Listings (July only)



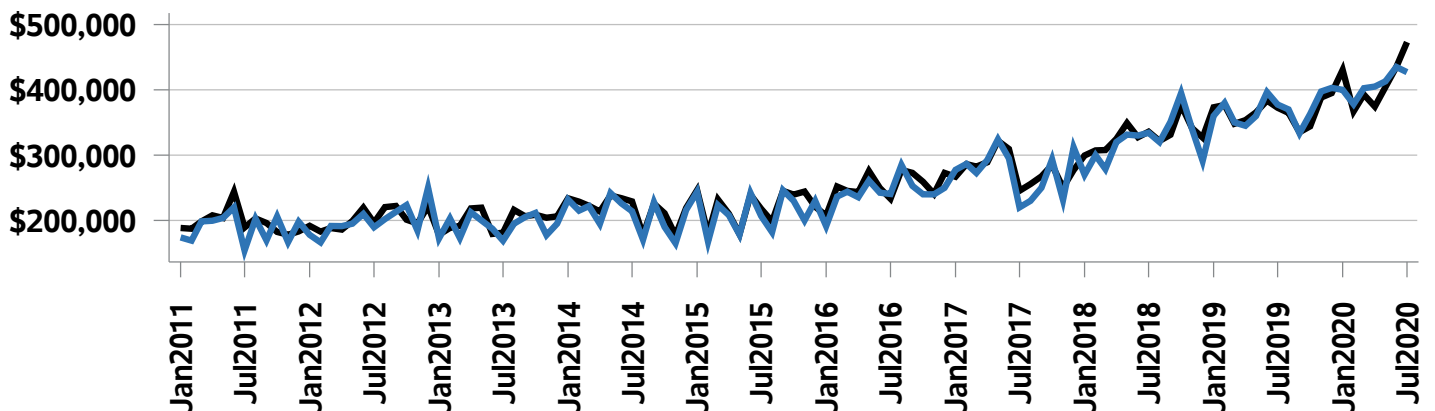
Active Listings (July only)



Months of Inventory (July only)



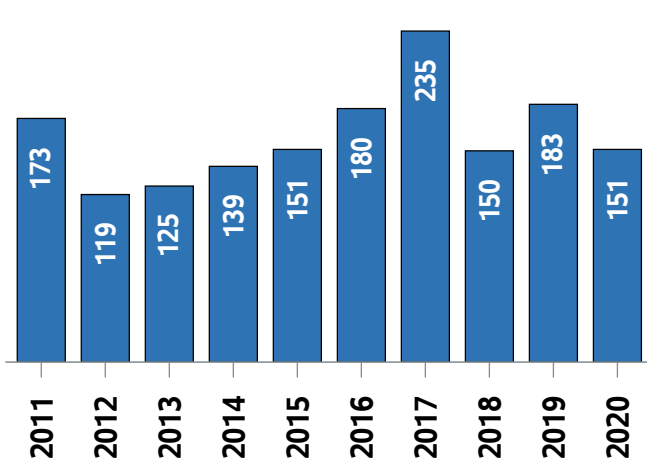
Average Price and Median Price



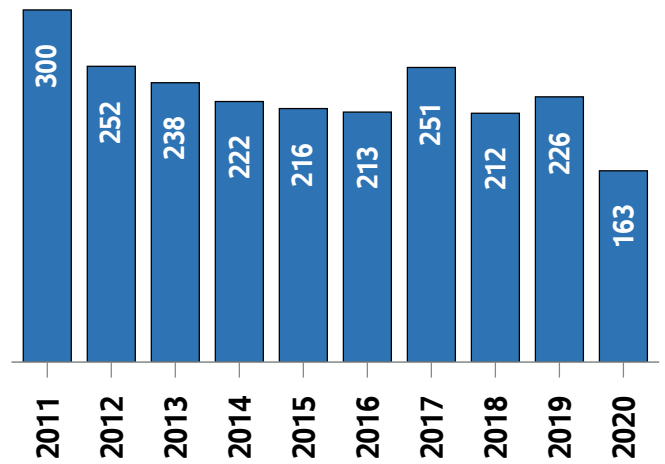
Ingersoll

MLS® Residential Market Activity

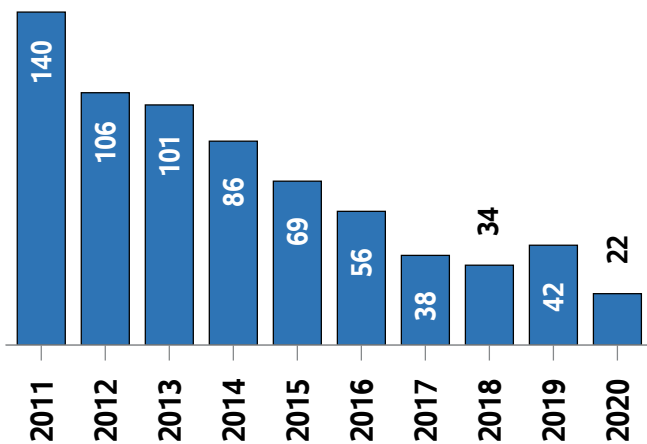
Sales Activity (July Year-to-date)



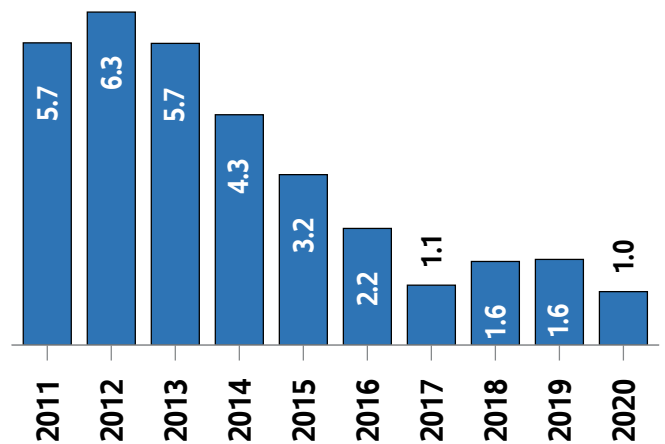
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Ingersoll MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 35 | 34.6 | 40.0 | 52.2 | 94.4 | 59.1 | 150.0 |
| Dollar Volume | \$16,557,191 | 70.9 | 97.2 | 193.3 | 322.3 | 315.3 | 453.7 |
| New Listings | 25 | -26.5 | -24.2 | 25.0 | -35.9 | -34.2 | -43.2 |
| Active Listings | 14 | -67.4 | -75.0 | -56.3 | -82.1 | -88.1 | -91.6 |
| Sales to New Listings Ratio ¹ | 140.0 | 76.5 | 75.8 | 115.0 | 46.2 | 57.9 | 31.8 |
| Months of Inventory ² | 0.4 | 1.7 | 2.2 | 1.4 | 4.3 | 5.4 | 11.9 |
| Average Price | \$473,063 | 27.0 | 40.9 | 92.7 | 117.2 | 161.0 | 121.5 |
| Median Price | \$427,101 | 13.2 | 27.8 | 94.1 | 106.4 | 152.8 | 107.8 |
| Sales to List Price Ratio | 103.0 | 102.9 | 100.3 | 98.4 | 98.0 | 97.6 | 96.8 |
| Median Days on Market | 14.0 | 16.0 | 15.0 | 20.0 | 38.5 | 74.0 | 50.5 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 151 | -17.5 | 0.7 | -35.7 | 0.0 | 20.8 | -19.7 |
| Dollar Volume | \$63,554,781 | -5.4 | 30.2 | -7.6 | 94.0 | 161.8 | 74.0 |
| New Listings | 163 | -27.9 | -23.1 | -35.1 | -24.5 | -31.5 | -47.2 |
| Active Listings ³ | 22 | -48.5 | -35.6 | -42.6 | -68.6 | -78.6 | -85.6 |
| Sales to New Listings Ratio ⁴ | 92.6 | 81.0 | 70.8 | 93.6 | 69.9 | 52.5 | 60.8 |
| Months of Inventory ⁵ | 1.0 | 1.6 | 1.6 | 1.1 | 3.2 | 5.7 | 5.6 |
| Average Price | \$420,893 | 14.7 | 29.3 | 43.8 | 94.0 | 116.7 | 116.6 |
| Median Price | \$410,000 | 11.1 | 28.1 | 41.4 | 90.7 | 119.3 | 115.8 |
| Sales to List Price Ratio | 102.2 | 102.1 | 101.4 | 104.2 | 97.7 | 97.3 | 97.3 |
| Median Days on Market | 13.0 | 14.0 | 14.0 | 13.0 | 35.0 | 55.0 | 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.

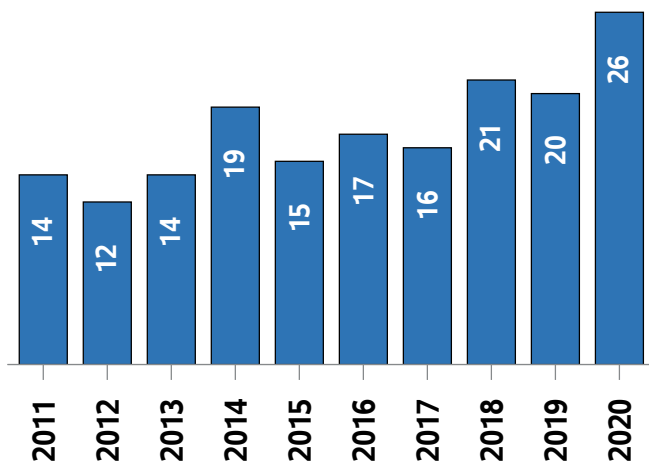
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

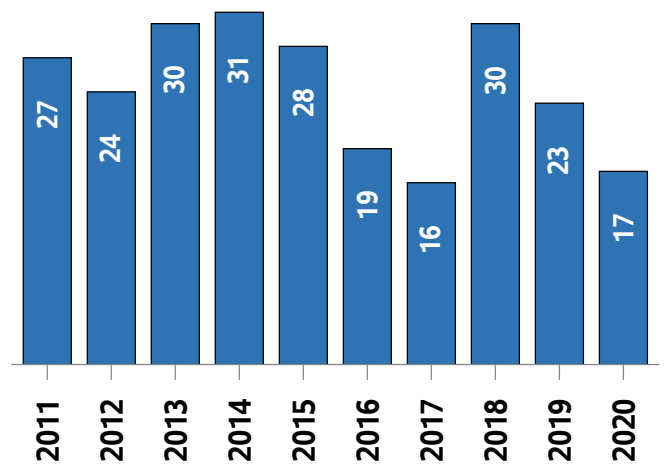
Ingersoll

MLS® Single Detached Market Activity

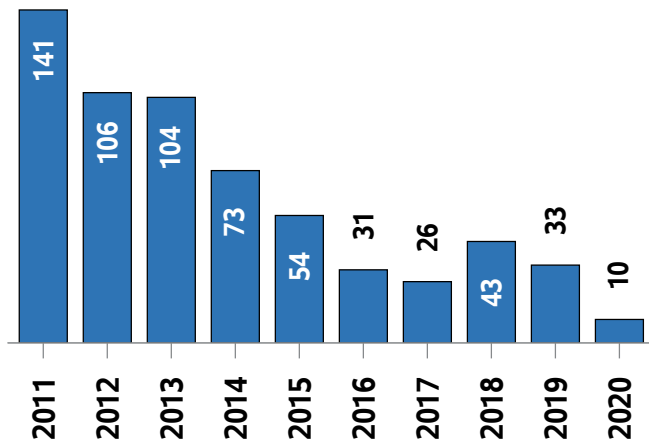
Sales Activity (July only)



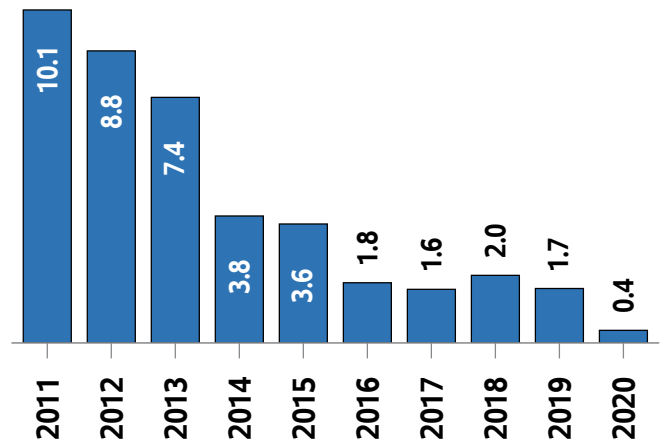
New Listings (July only)



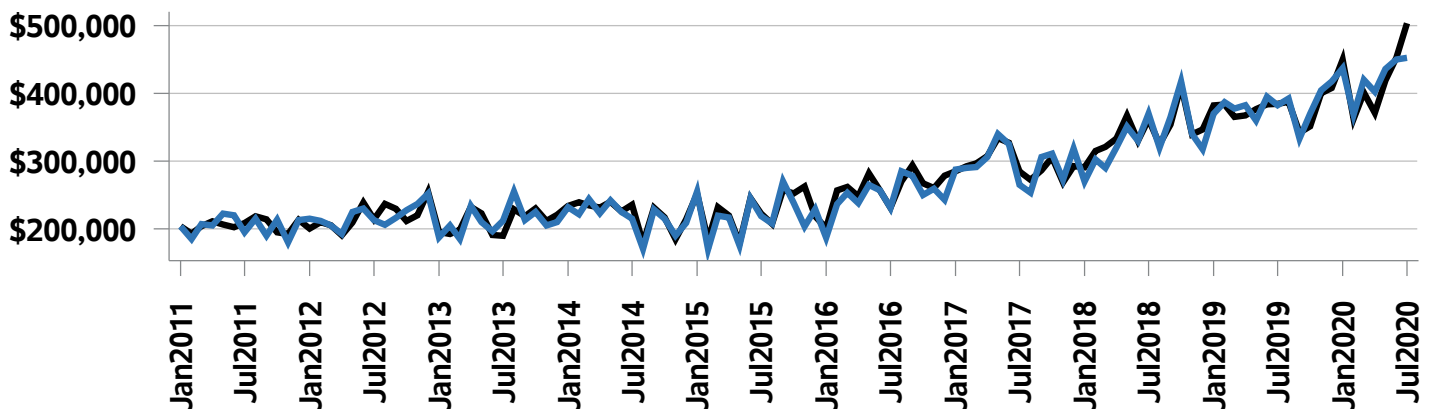
Active Listings (July only)



Months of Inventory (July only)



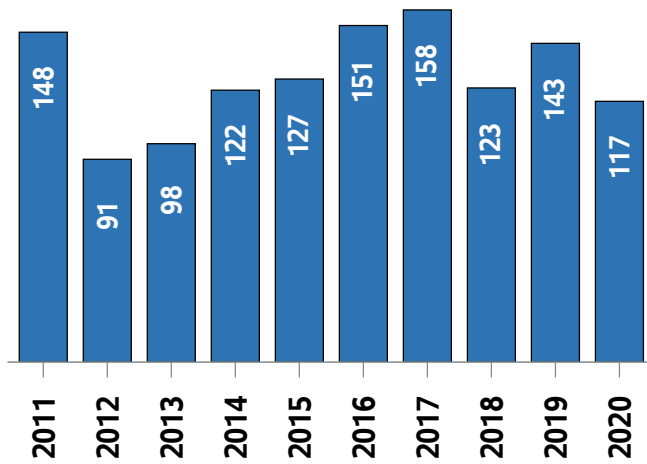
Average Price and Median Price



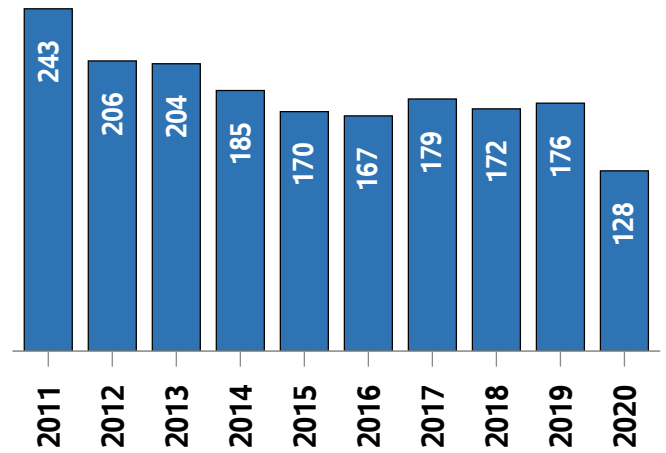
Ingersoll

MLS® Single Detached Market Activity

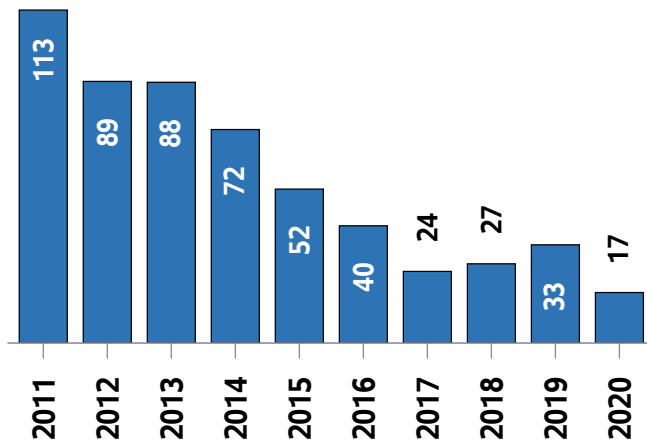
Sales Activity (July Year-to-date)



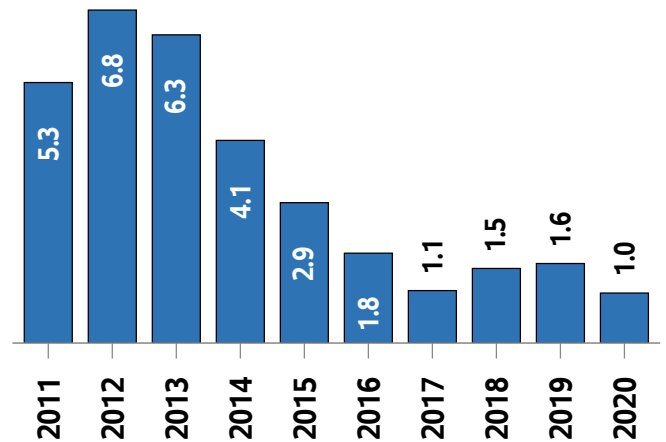
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Ingersoll MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 26 | 30.0 | 23.8 | 62.5 | 73.3 | 85.7 | 100.0 |
| Dollar Volume | \$13,090,190 | 70.2 | 72.4 | 187.5 | 292.2 | 392.7 | 363.2 |
| New Listings | 17 | -26.1 | -43.3 | 6.3 | -39.3 | -43.3 | -54.1 |
| Active Listings | 10 | -69.7 | -76.7 | -61.5 | -81.5 | -90.4 | -92.8 |
| Sales to New Listings Ratio ¹ | 152.9 | 87.0 | 70.0 | 100.0 | 53.6 | 46.7 | 35.1 |
| Months of Inventory ² | 0.4 | 1.7 | 2.0 | 1.6 | 3.6 | 7.4 | 10.6 |
| Average Price | \$503,469 | 30.9 | 39.2 | 76.9 | 126.3 | 165.3 | 131.6 |
| Median Price | \$452,500 | 18.3 | 22.3 | 70.8 | 106.7 | 113.4 | 114.5 |
| Sales to List Price Ratio | 103.1 | 102.8 | 99.6 | 100.2 | 97.7 | 97.6 | 96.7 |
| Median Days on Market | 13.0 | 18.0 | 15.0 | 15.0 | 33.0 | 47.0 | 43.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 117 | -18.2 | -4.9 | -25.9 | -7.9 | 19.4 | -23.0 |
| Dollar Volume | \$51,056,773 | -5.4 | 22.8 | 4.1 | 80.0 | 153.9 | 65.5 |
| New Listings | 128 | -27.3 | -25.6 | -28.5 | -24.7 | -37.3 | -48.2 |
| Active Listings ³ | 17 | -48.5 | -36.2 | -29.4 | -67.1 | -80.6 | -86.1 |
| Sales to New Listings Ratio ⁴ | 91.4 | 81.3 | 71.5 | 88.3 | 74.7 | 48.0 | 61.5 |
| Months of Inventory ⁵ | 1.0 | 1.6 | 1.5 | 1.1 | 2.9 | 6.3 | 5.7 |
| Average Price | \$436,383 | 15.6 | 29.1 | 40.5 | 95.4 | 112.6 | 115.0 |
| Median Price | \$430,000 | 13.1 | 31.3 | 39.3 | 96.3 | 113.9 | 116.6 |
| Sales to List Price Ratio | 102.2 | 102.3 | 101.2 | 103.7 | 97.0 | 97.5 | 97.5 |
| Median Days on Market | 12.0 | 14.0 | 13.0 | 12.0 | 35.0 | 45.0 | 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.

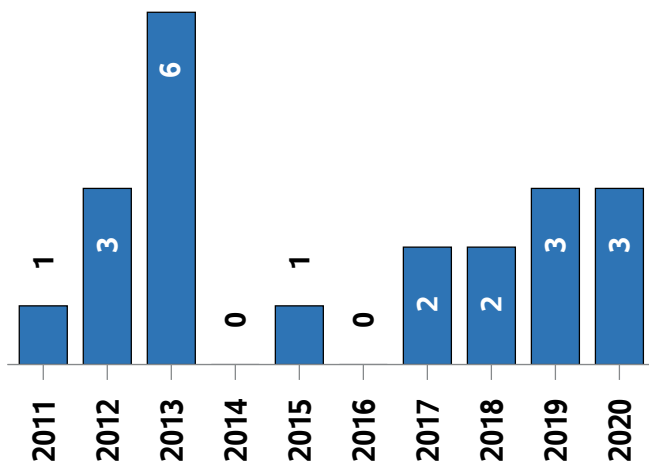
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

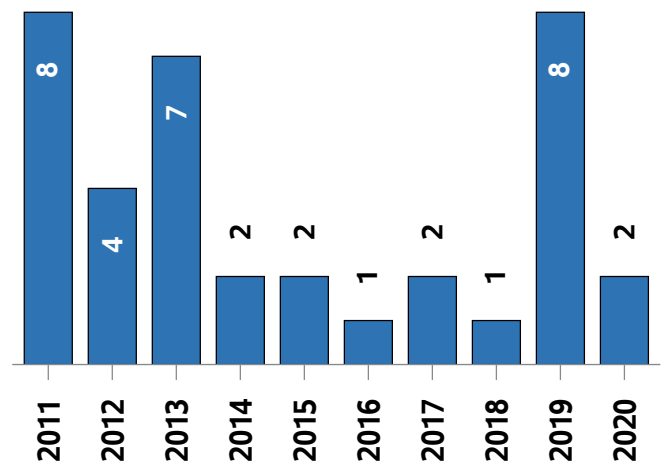
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Semi-Detached Market Activity

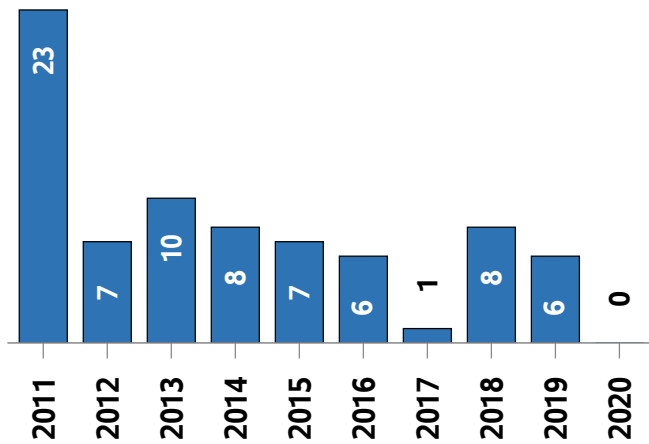
Sales Activity (July only)



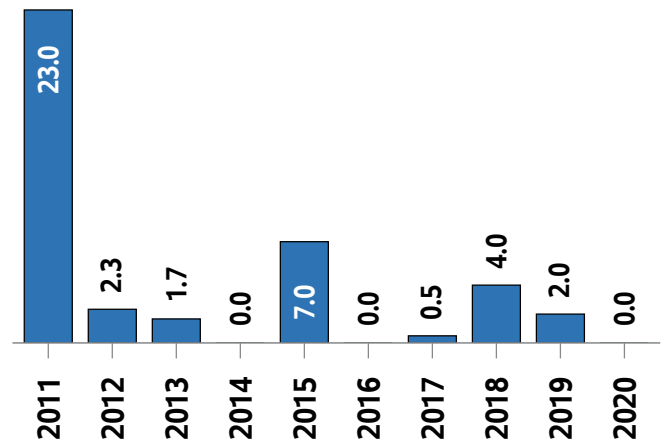
New Listings (July only)



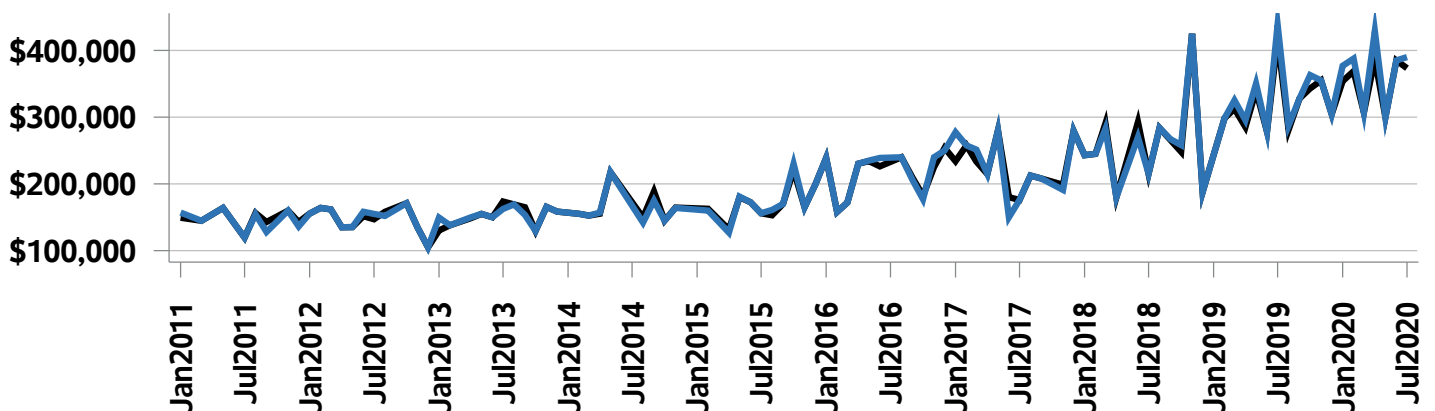
Active Listings (July only)



Months of Inventory (July only)



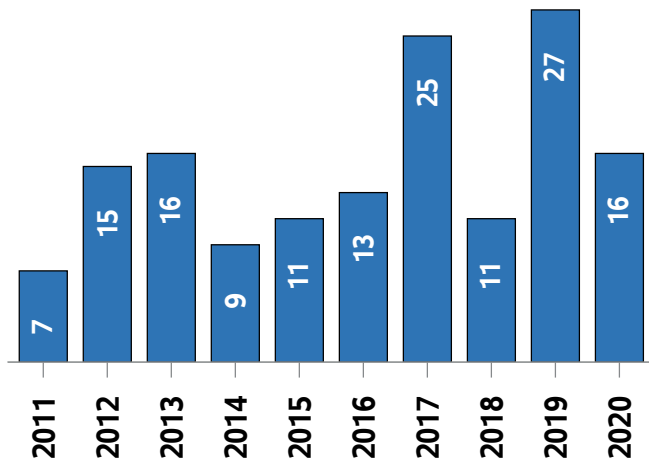
Average Price and Median Price



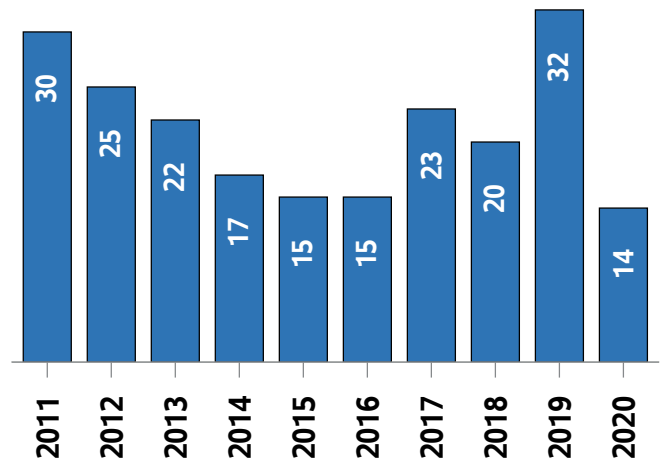
Ingersoll

MLS® Semi-Detached Market Activity

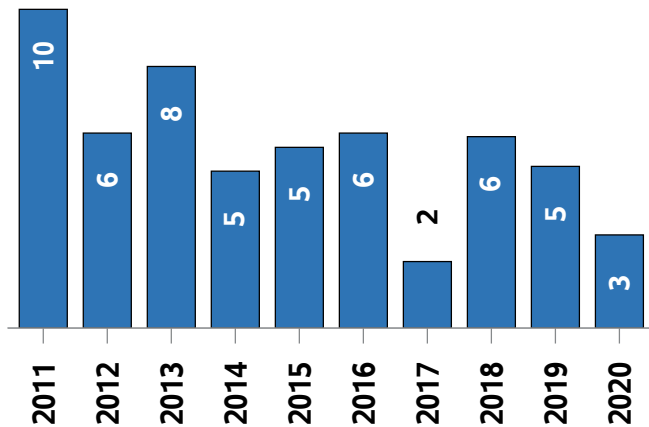
Sales Activity (July Year-to-date)



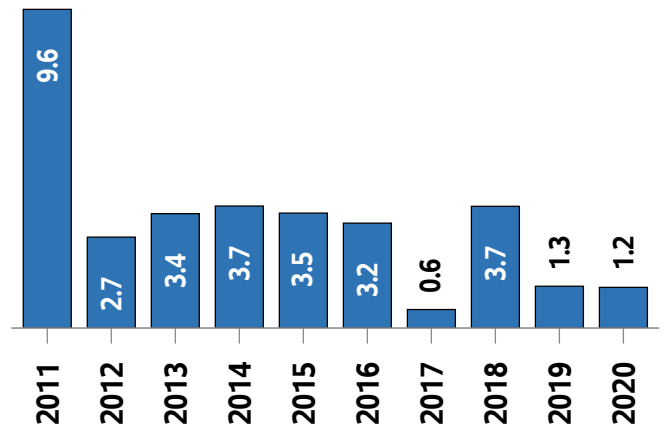
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Ingersoll MLS® Semi-Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 3 | 0.0 | 50.0 | 50.0 | 200.0 | -50.0 | |
| Dollar Volume | \$1,120,000 | -10.5 | 160.2 | 218.2 | 617.9 | 7.5 | |
| New Listings | 2 | -75.0 | 100.0 | 0.0 | 0.0 | -71.4 | -50.0 |
| Active Listings | 0 | -100.0 | -100.0 | -100.0 | -100.0 | -100.0 | -100.0 |
| Sales to New Listings Ratio ¹ | 150.0 | 37.5 | 200.0 | 100.0 | 50.0 | 85.7 | |
| Months of Inventory ² | 0.0 | 2.0 | 4.0 | 0.5 | 7.0 | 1.7 | |
| Average Price | \$373,333 | -10.5 | 73.4 | 112.1 | 139.3 | 115.1 | |
| Median Price | \$390,000 | -11.1 | 81.2 | 121.6 | 150.0 | 140.0 | |
| Sales to List Price Ratio | 106.3 | 99.8 | 105.3 | 97.4 | 104.1 | 97.6 | |
| Median Days on Market | 8.0 | 15.0 | 7.5 | 54.5 | 12.0 | 83.0 | |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 16 | -40.7 | 45.5 | -36.0 | 45.5 | 0.0 | -23.8 |
| Dollar Volume | \$5,810,707 | -34.1 | 104.0 | 5.0 | 231.8 | 137.0 | 83.1 |
| New Listings | 14 | -56.3 | -30.0 | -39.1 | -6.7 | -36.4 | -56.3 |
| Active Listings ³ | 3 | -42.4 | -51.3 | 40.0 | -48.4 | -64.4 | -76.7 |
| Sales to New Listings Ratio ⁴ | 114.3 | 84.4 | 55.0 | 108.7 | 73.3 | 72.7 | 65.6 |
| Months of Inventory ⁵ | 1.2 | 1.3 | 3.7 | 0.6 | 3.5 | 3.4 | 4.0 |
| Average Price | \$363,169 | 11.2 | 40.3 | 64.0 | 128.1 | 137.0 | 140.3 |
| Median Price | \$385,700 | 13.5 | 54.0 | 54.3 | 147.2 | 152.9 | 154.6 |
| Sales to List Price Ratio | 104.6 | 101.4 | 104.2 | 104.3 | 96.3 | 96.6 | 96.9 |
| Median Days on Market | 22.5 | 11.0 | 7.0 | 14.0 | 18.0 | 64.0 | 43.0 |

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.

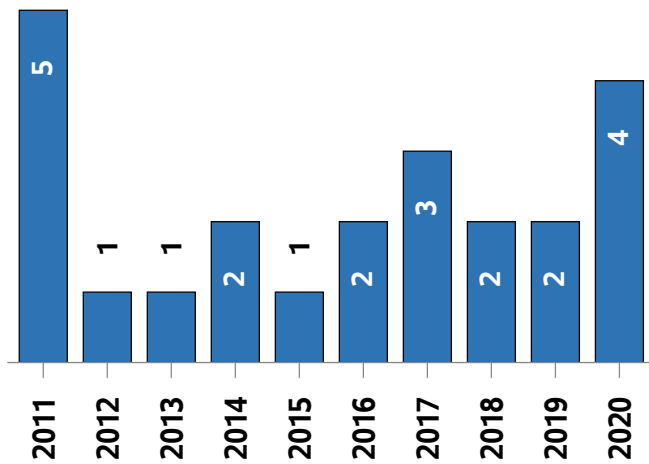
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

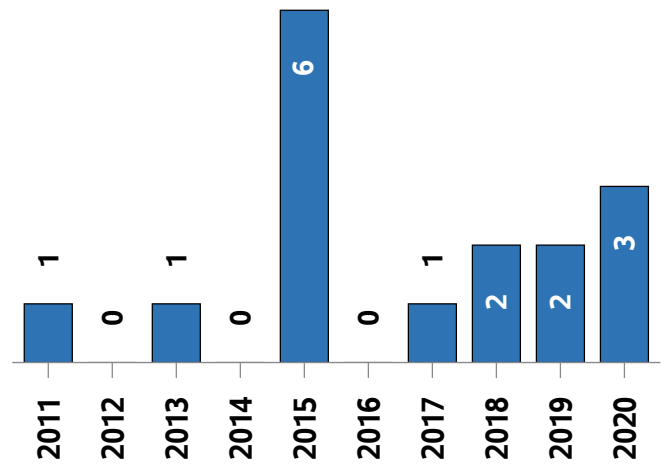
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Condo Market Activity

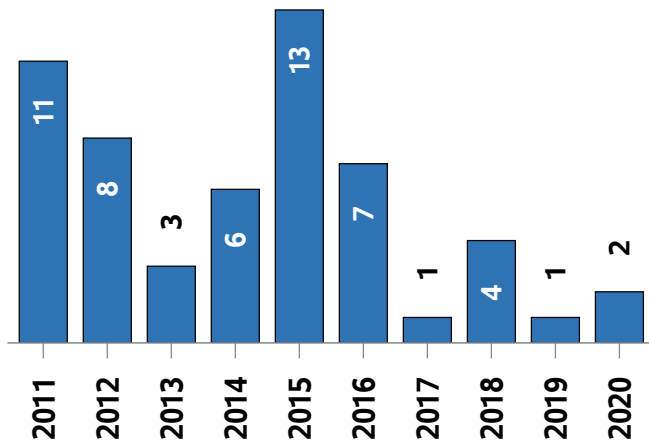
Sales Activity (July only)



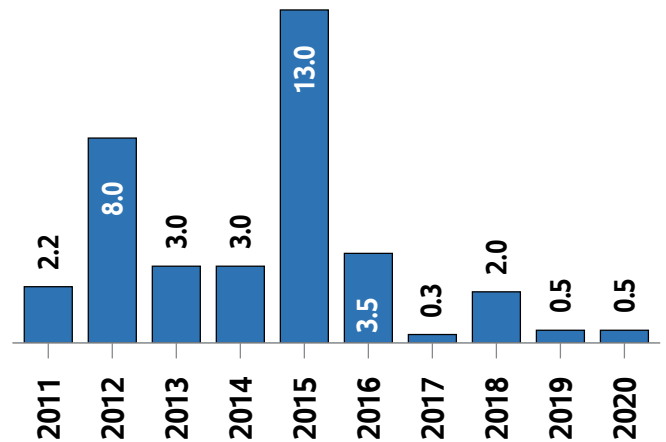
New Listings (July only)



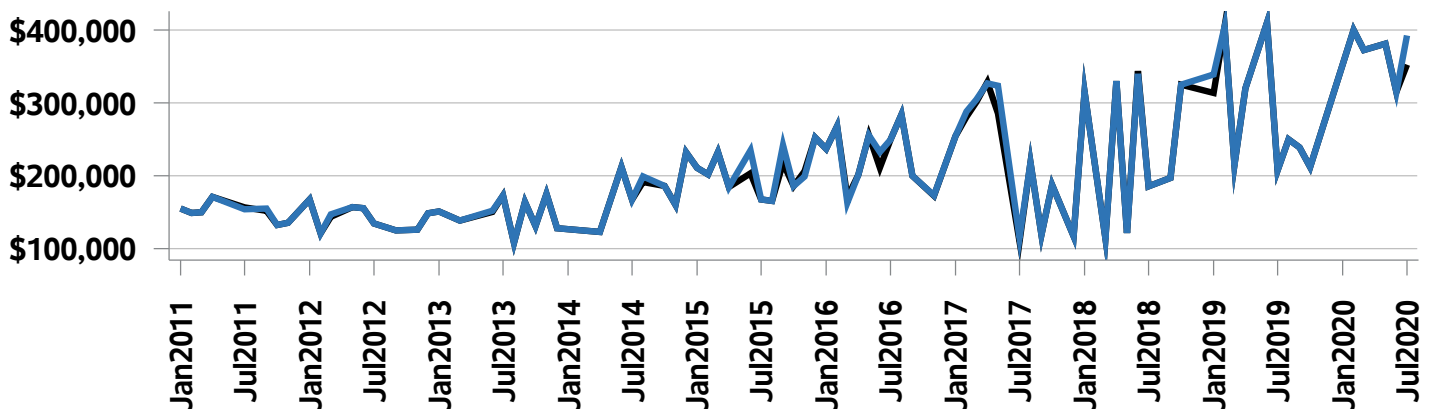
Active Listings (July only)



Months of Inventory (July only)

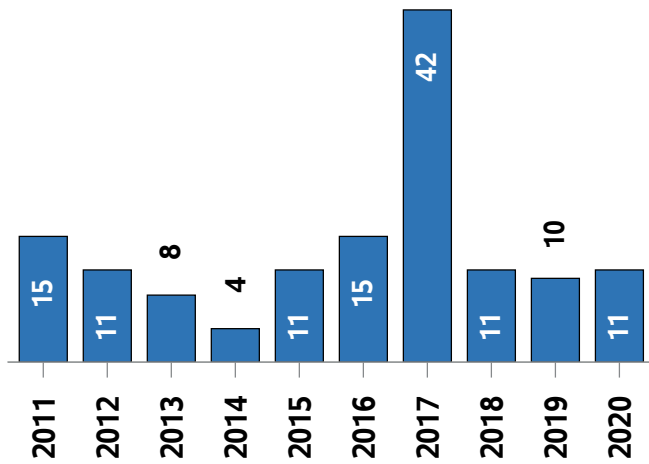


Average Price and Median Price

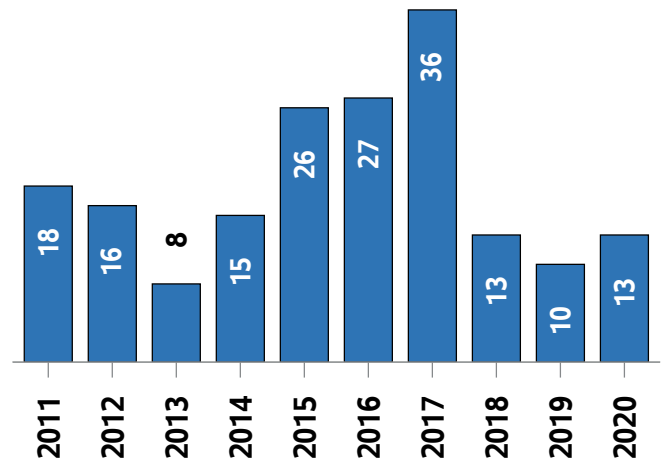


Ingersoll MLS® Condo Market Activity

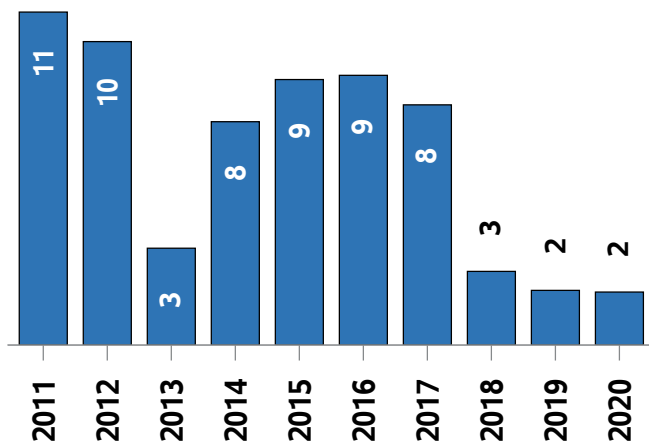
Sales Activity (July Year-to-date)



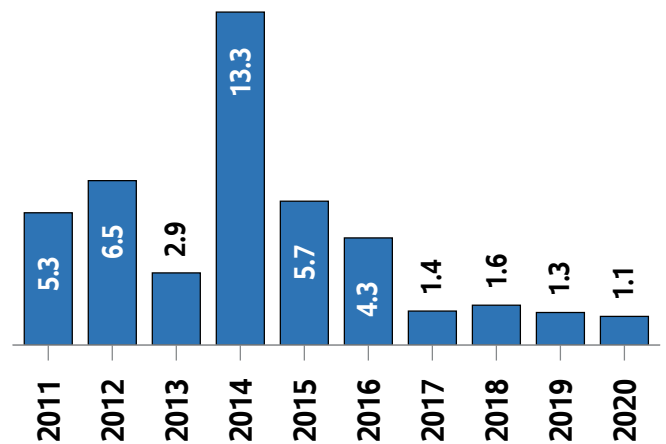
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Ingersoll MLS® Condo Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 4 | 100.0 | 100.0 | 33.3 | 300.0 | 300.0 | 300.0 |
| Dollar Volume | \$1,409,900 | 239.7 | 280.0 | 328.5 | 741.7 | 715.4 | 759.7 |
| New Listings | 3 | 50.0 | 50.0 | 200.0 | -50.0 | 200.0 | 0.0 |
| Active Listings | 2 | 100.0 | -50.0 | 100.0 | -84.6 | -33.3 | -88.2 |
| Sales to New Listings Ratio ¹ | 133.3 | 100.0 | 100.0 | 300.0 | 16.7 | 100.0 | 33.3 |
| Months of Inventory ² | 0.5 | 0.5 | 2.0 | 0.3 | 13.0 | 3.0 | 17.0 |
| Average Price | \$352,475 | 69.9 | 90.0 | 221.4 | 110.4 | 103.9 | 114.9 |
| Median Price | \$392,500 | 89.2 | 111.6 | 241.3 | 134.3 | 127.0 | 139.3 |
| Sales to List Price Ratio | 99.7 | 103.0 | 102.5 | 93.7 | 98.6 | 98.9 | 98.9 |
| Median Days on Market | 16.5 | 48.5 | 18.0 | 117.0 | 84.0 | 88.0 | 120.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 11 | 10.0 | 0.0 | -73.8 | 0.0 | 37.5 | 10.0 |
| Dollar Volume | \$3,947,200 | 26.9 | 43.7 | -66.2 | 76.6 | 228.1 | 135.4 |
| New Listings | 13 | 30.0 | 0.0 | -63.9 | -50.0 | 62.5 | -53.6 |
| Active Listings ³ | 2 | -3.1 | -28.0 | -77.9 | -80.0 | -45.2 | -87.5 |
| Sales to New Listings Ratio ⁴ | 84.6 | 100.0 | 84.6 | 116.7 | 42.3 | 100.0 | 35.7 |
| Months of Inventory ⁵ | 1.1 | 1.3 | 1.6 | 1.4 | 5.7 | 2.9 | 10.1 |
| Average Price | \$358,836 | 15.4 | 43.7 | 28.9 | 76.6 | 138.6 | 114.0 |
| Median Price | \$385,000 | 16.8 | 22.2 | 28.4 | 90.7 | 153.3 | 145.2 |
| Sales to List Price Ratio | 99.9 | 101.2 | 99.9 | 108.2 | 106.1 | 95.2 | 98.2 |
| Median Days on Market | 20.0 | 25.5 | 21.0 | 44.5 | 59.0 | 91.5 | 61.5 |

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.

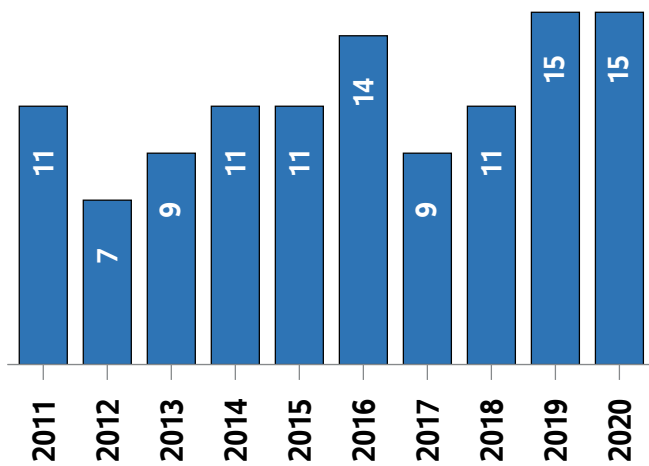
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

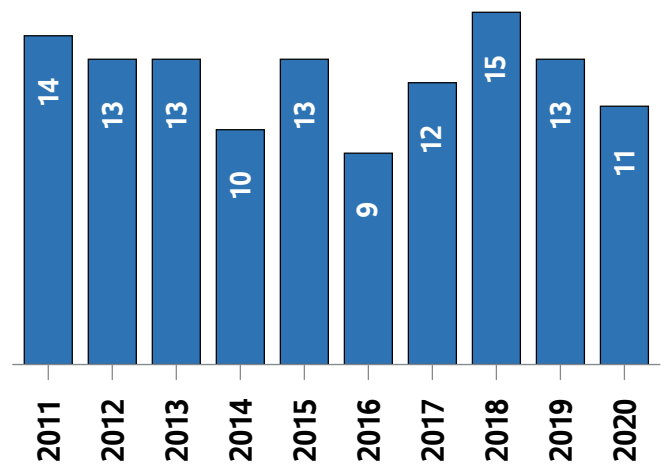
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Norwich Twp MLS® Residential Market Activity

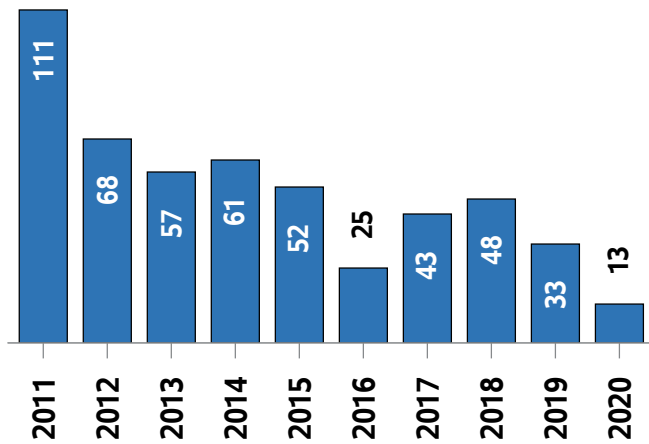
Sales Activity (July only)



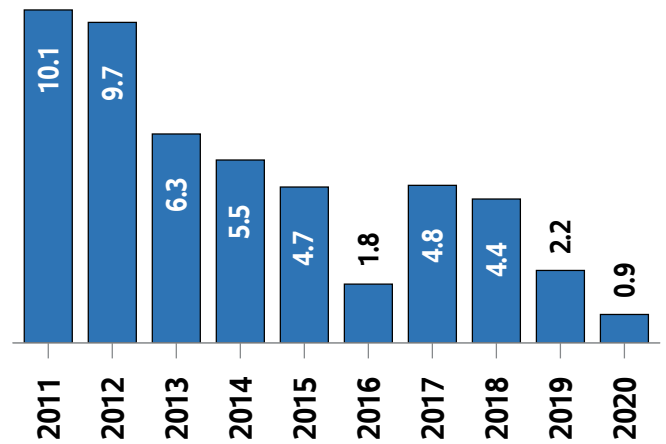
New Listings (July only)



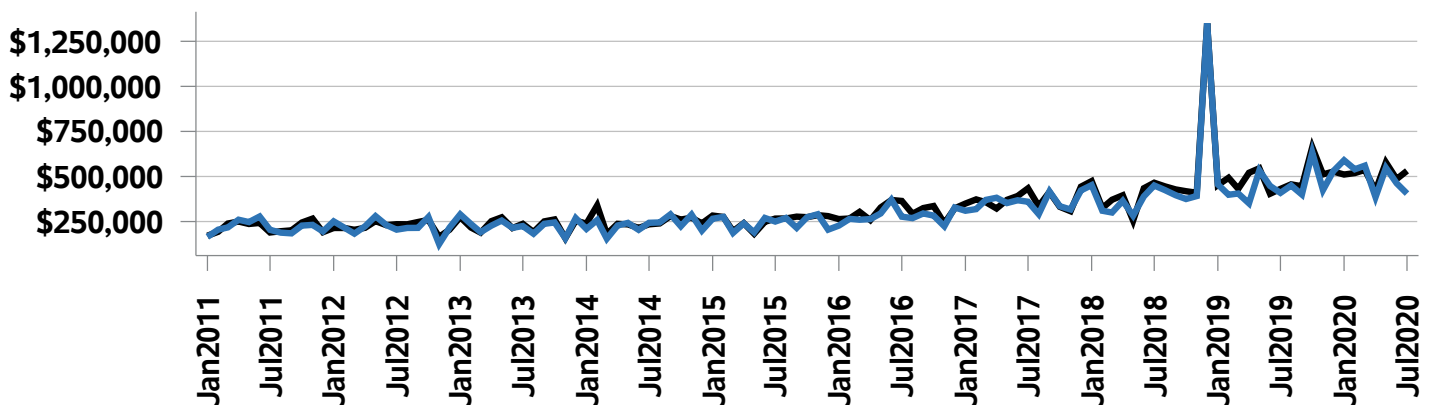
Active Listings (July only)



Months of Inventory (July only)

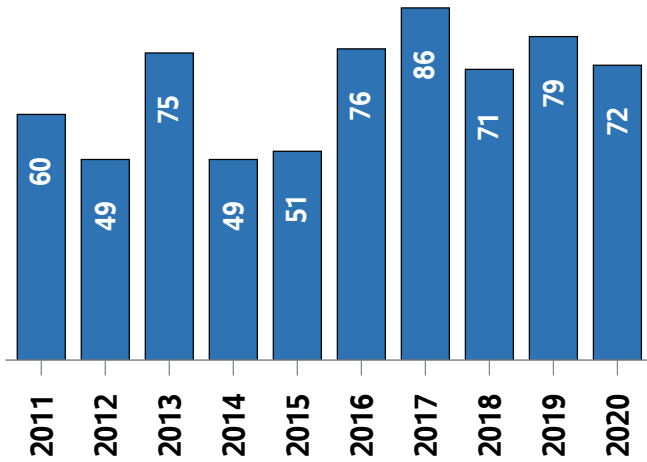


Average Price and Median Price

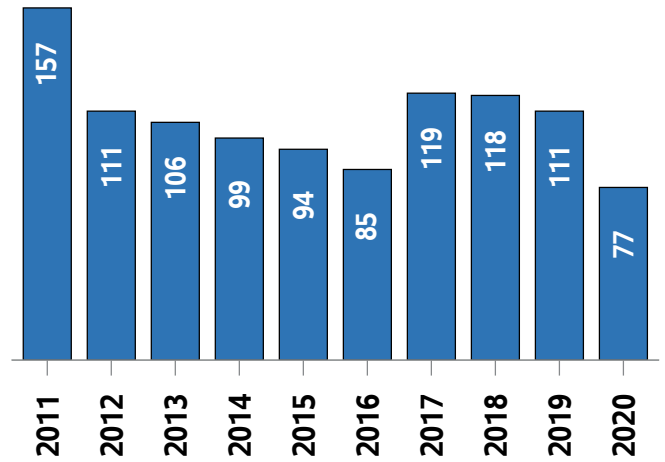


Norwich Twp MLS® Residential Market Activity

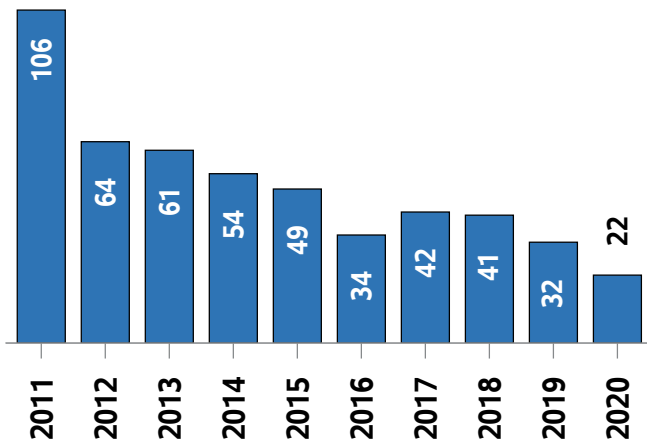
Sales Activity (July Year-to-date)



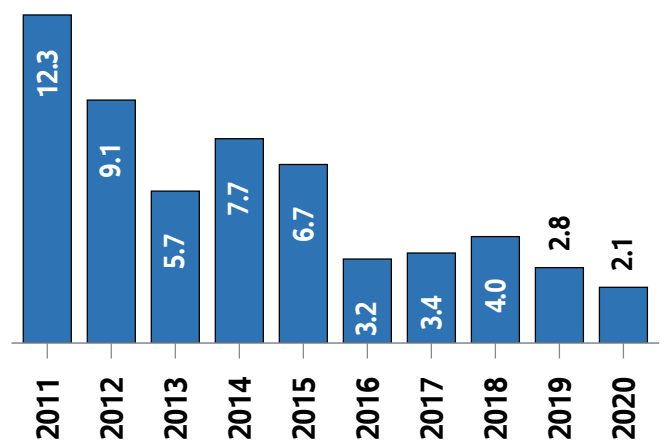
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Norwich Twp MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 15 | 0.0 | 36.4 | 66.7 | 36.4 | 66.7 | 36.4 |
| Dollar Volume | \$7,969,744 | 23.3 | 55.7 | 103.9 | 172.0 | 273.3 | 253.9 |
| New Listings | 11 | -15.4 | -26.7 | -8.3 | -15.4 | -15.4 | -62.1 |
| Active Listings | 13 | -60.6 | -72.9 | -69.8 | -75.0 | -77.2 | -87.4 |
| Sales to New Listings Ratio ¹ | 136.4 | 115.4 | 73.3 | 75.0 | 84.6 | 69.2 | 37.9 |
| Months of Inventory ² | 0.9 | 2.2 | 4.4 | 4.8 | 4.7 | 6.3 | 9.4 |
| Average Price | \$531,316 | 23.3 | 14.2 | 22.3 | 99.5 | 124.0 | 159.5 |
| Median Price | \$405,000 | -1.0 | -10.0 | 12.5 | 62.0 | 80.0 | 107.7 |
| Sales to List Price Ratio | 101.0 | 98.5 | 97.2 | 97.5 | 94.9 | 97.7 | 96.6 |
| Median Days on Market | 24.0 | 29.0 | 67.0 | 25.0 | 76.0 | 37.0 | 98.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 72 | -8.9 | 1.4 | -16.3 | 41.2 | -4.0 | -5.3 |
| Dollar Volume | \$37,288,439 | -0.6 | 33.7 | 17.0 | 194.9 | 107.1 | 117.6 |
| New Listings | 77 | -30.6 | -34.7 | -35.3 | -18.1 | -27.4 | -53.3 |
| Active Listings ³ | 22 | -32.6 | -46.8 | -48.1 | -55.8 | -64.7 | -80.4 |
| Sales to New Listings Ratio ⁴ | 93.5 | 71.2 | 60.2 | 72.3 | 54.3 | 70.8 | 46.1 |
| Months of Inventory ⁵ | 2.1 | 2.8 | 4.0 | 3.4 | 6.7 | 5.7 | 10.2 |
| Average Price | \$517,895 | 9.1 | 31.8 | 39.8 | 108.9 | 115.8 | 129.7 |
| Median Price | \$488,400 | 15.6 | 33.6 | 39.0 | 96.1 | 117.1 | 132.6 |
| Sales to List Price Ratio | 97.0 | 98.9 | 97.9 | 98.9 | 95.9 | 95.3 | 95.8 |
| Median Days on Market | 27.0 | 31.0 | 31.0 | 30.0 | 62.0 | 62.0 | 78.0 |

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.

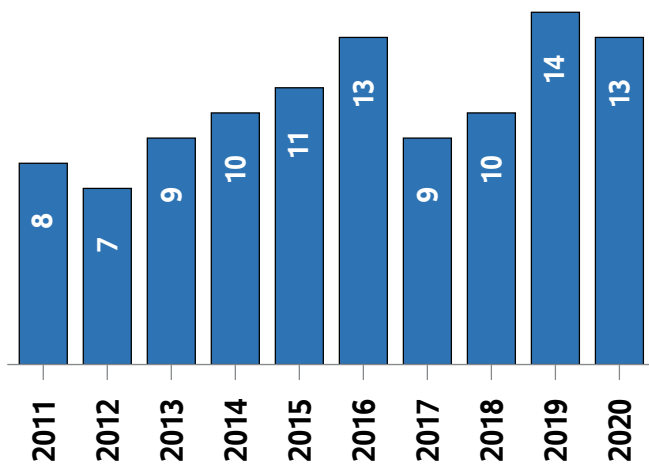
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

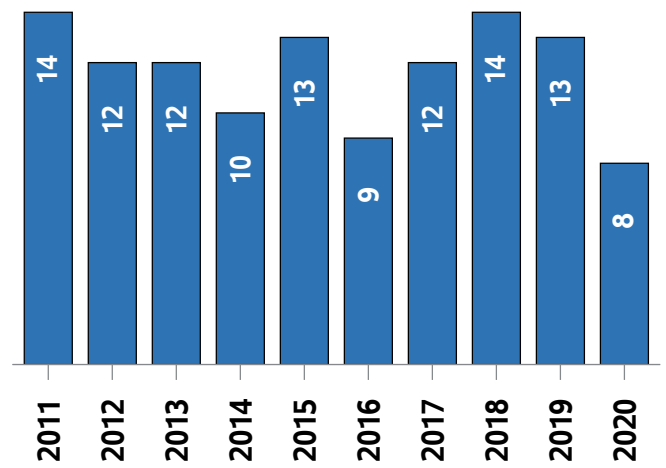
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Norwich Twp MLS® Single Detached Market Activity

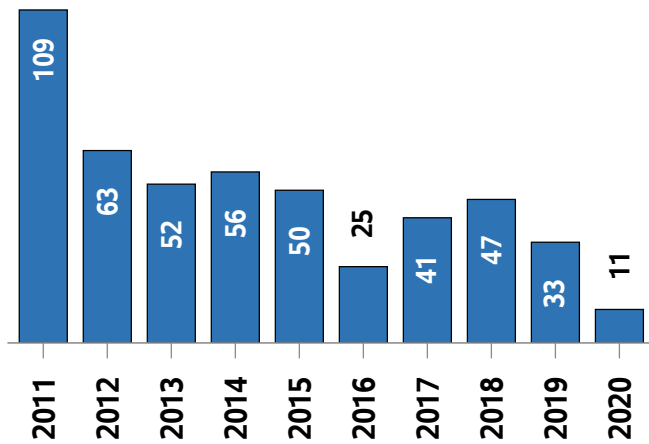
Sales Activity (July only)



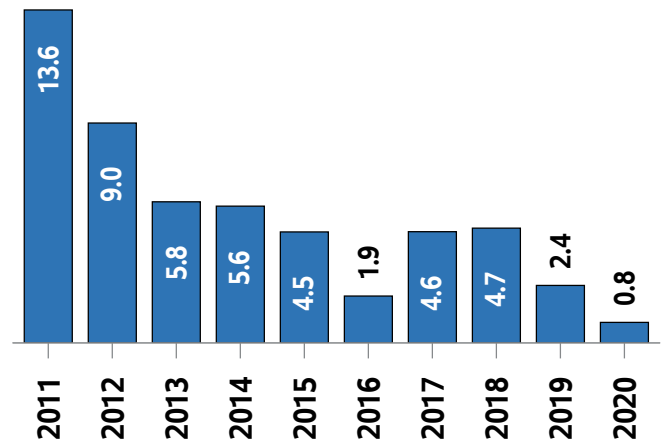
New Listings (July only)



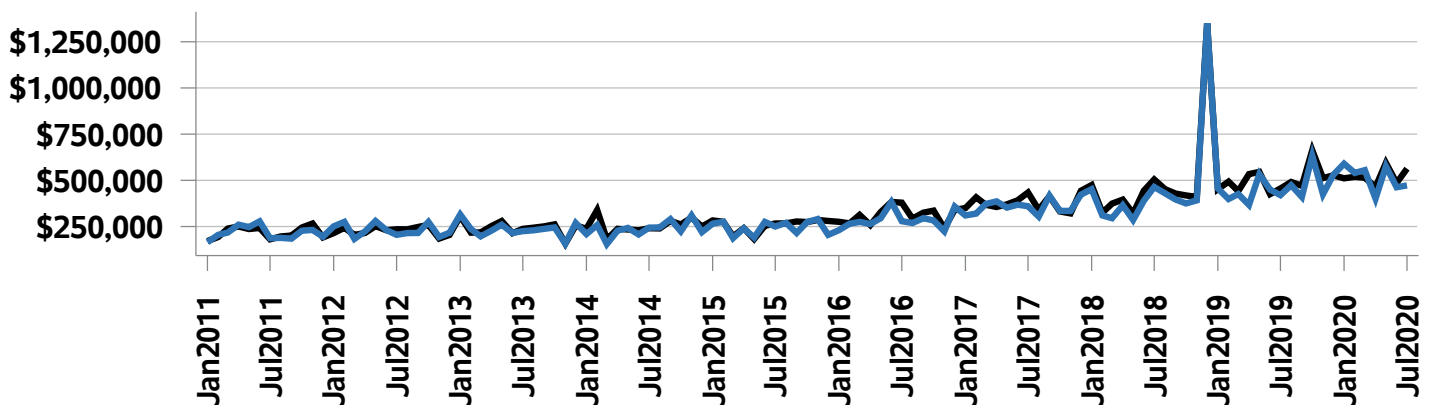
Active Listings (July only)



Months of Inventory (July only)

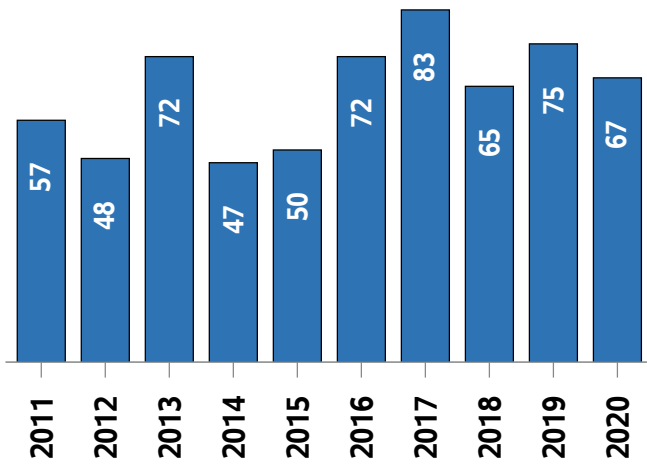


Average Price and Median Price

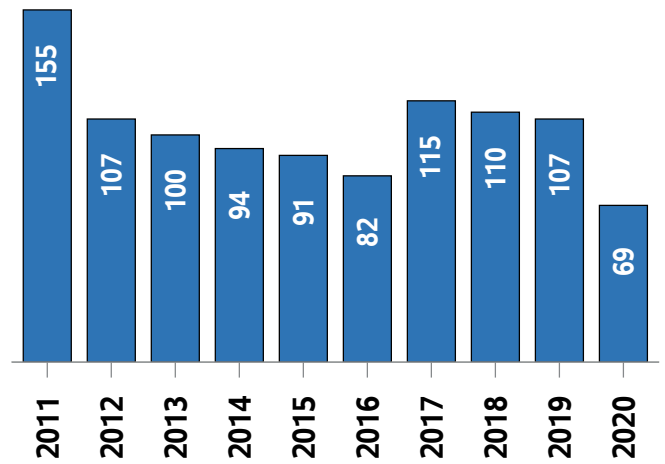


Norwich Twp MLS® Single Detached Market Activity

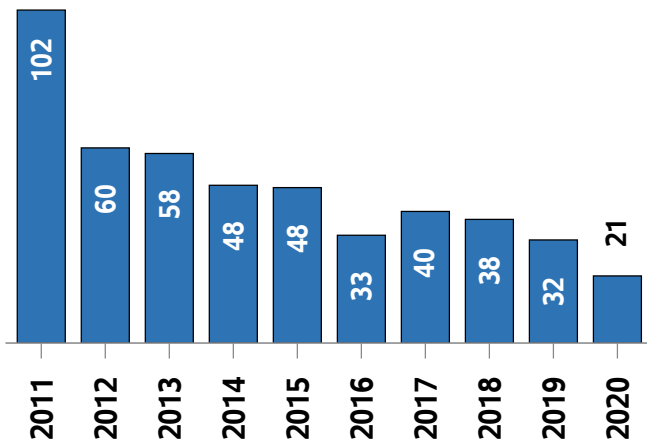
Sales Activity (July Year-to-date)



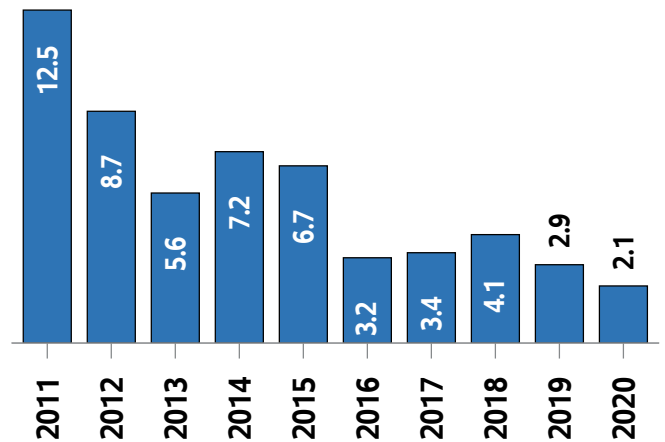
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Norwich Twp MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 13 | -7.1 | 30.0 | 44.4 | 18.2 | 44.4 | 18.2 |
| Dollar Volume | \$7,322,900 | 14.8 | 45.2 | 87.3 | 149.9 | 243.0 | 225.2 |
| New Listings | 8 | -38.5 | -42.9 | -33.3 | -38.5 | -33.3 | -72.4 |
| Active Listings | 11 | -66.7 | -76.6 | -73.2 | -78.0 | -78.8 | -88.8 |
| Sales to New Listings Ratio ¹ | 162.5 | 107.7 | 71.4 | 75.0 | 84.6 | 75.0 | 37.9 |
| Months of Inventory ² | 0.8 | 2.4 | 4.7 | 4.6 | 4.5 | 5.8 | 8.9 |
| Average Price | \$563,300 | 23.6 | 11.7 | 29.7 | 111.5 | 137.5 | 175.1 |
| Median Price | \$472,500 | 12.6 | 1.8 | 31.3 | 89.0 | 110.0 | 142.3 |
| Sales to List Price Ratio | 101.3 | 98.6 | 97.2 | 97.5 | 94.9 | 97.7 | 96.6 |
| Median Days on Market | 24.0 | 30.5 | 70.0 | 25.0 | 76.0 | 37.0 | 98.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 67 | -10.7 | 3.1 | -19.3 | 34.0 | -6.9 | -11.8 |
| Dollar Volume | \$35,286,465 | -3.5 | 32.0 | 11.9 | 183.1 | 100.3 | 106.0 |
| New Listings | 69 | -35.5 | -37.3 | -40.0 | -24.2 | -31.0 | -57.7 |
| Active Listings ³ | 21 | -34.8 | -45.7 | -48.9 | -56.8 | -64.5 | -80.5 |
| Sales to New Listings Ratio ⁴ | 97.1 | 70.1 | 59.1 | 72.2 | 54.9 | 72.0 | 46.6 |
| Months of Inventory ⁵ | 2.1 | 2.9 | 4.1 | 3.4 | 6.7 | 5.6 | 9.7 |
| Average Price | \$526,664 | 8.1 | 28.1 | 38.6 | 111.3 | 115.2 | 133.6 |
| Median Price | \$490,100 | 14.0 | 32.5 | 38.1 | 96.5 | 112.9 | 133.4 |
| Sales to List Price Ratio | 97.0 | 98.8 | 98.1 | 99.1 | 95.9 | 95.3 | 95.8 |
| Median Days on Market | 29.0 | 32.0 | 28.0 | 29.0 | 64.5 | 62.5 | 78.0 |

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.

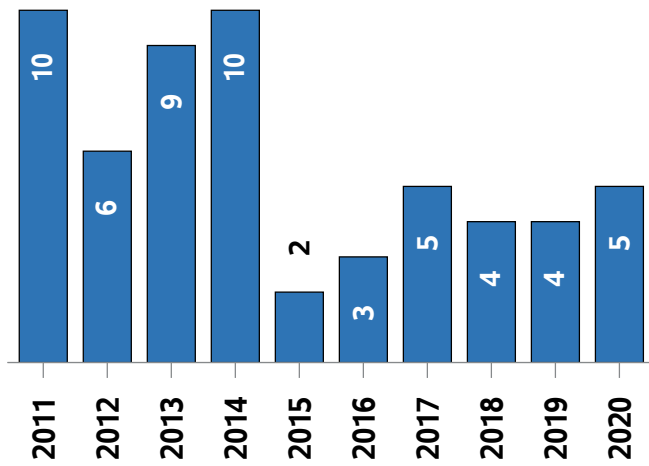
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

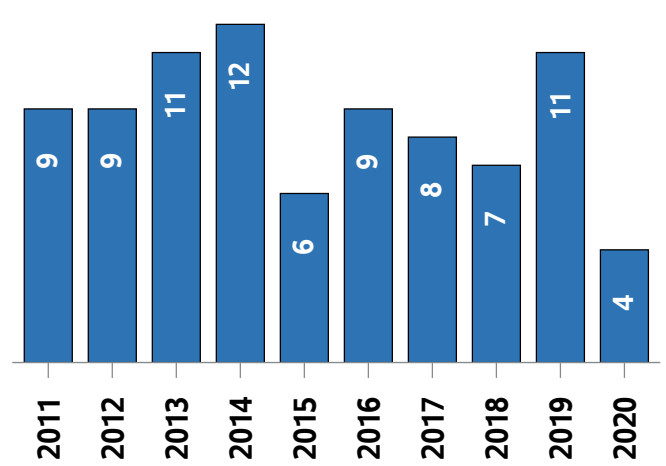
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South-West Oxford Twp MLS® Residential Market Activity

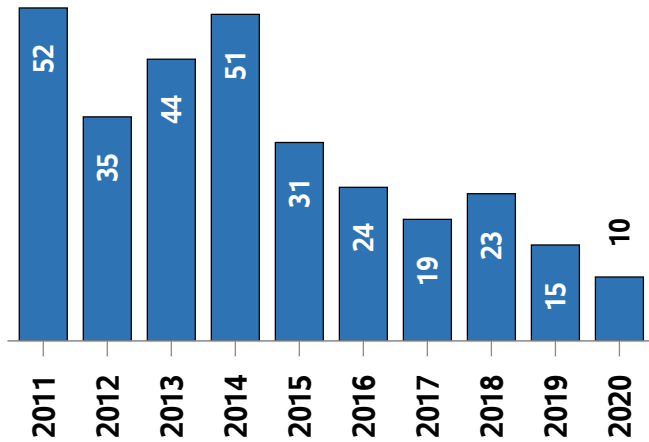
Sales Activity (July only)



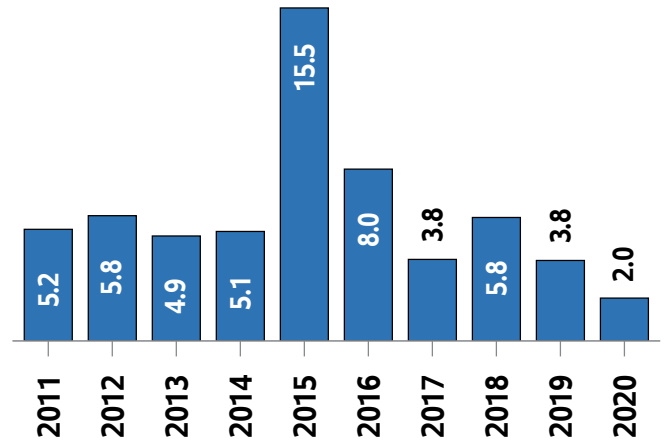
New Listings (July only)



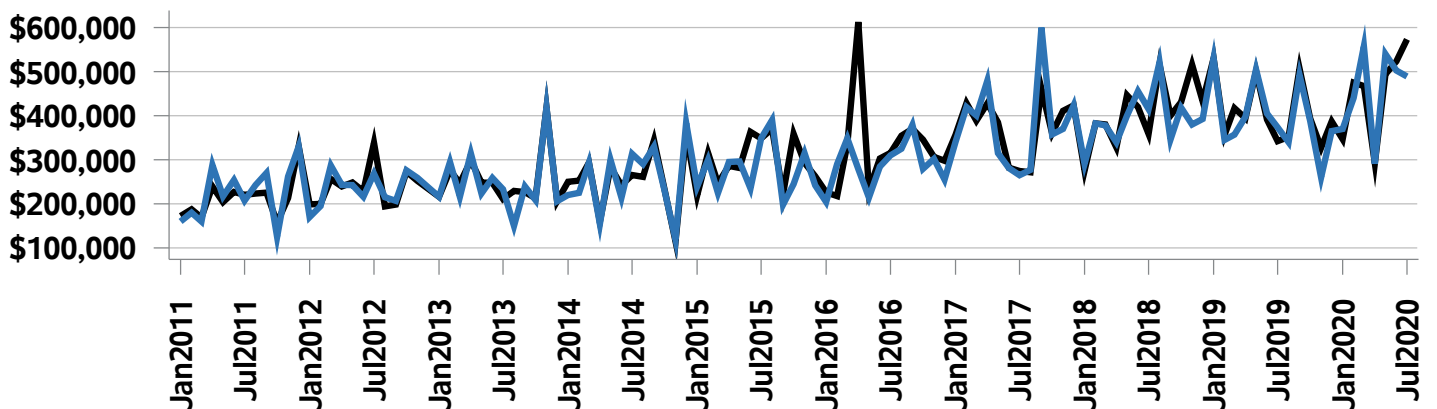
Active Listings (July only)



Months of Inventory (July only)

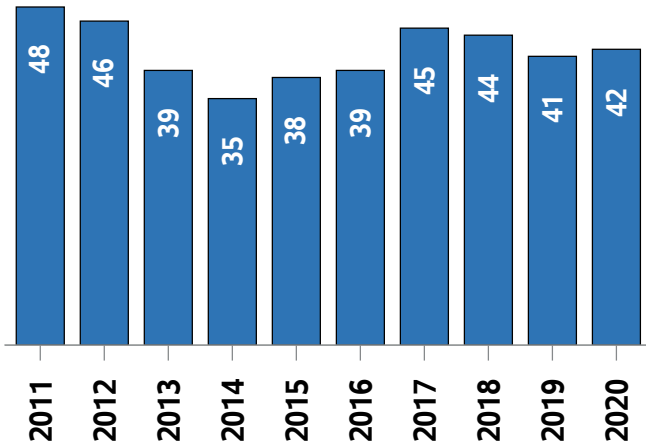


Average Price and Median Price

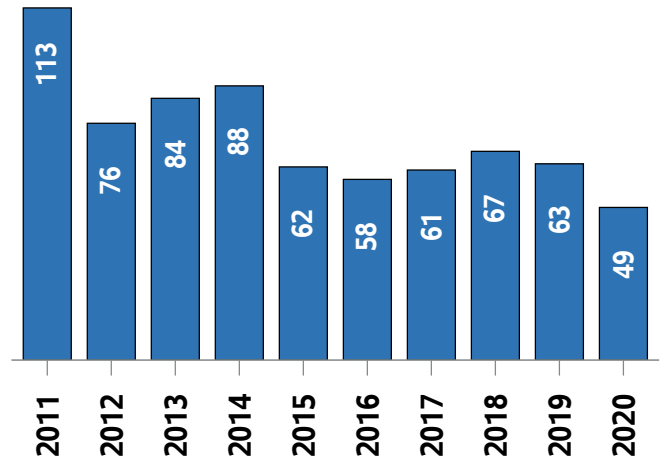


South-West Oxford Twp MLS® Residential Market Activity

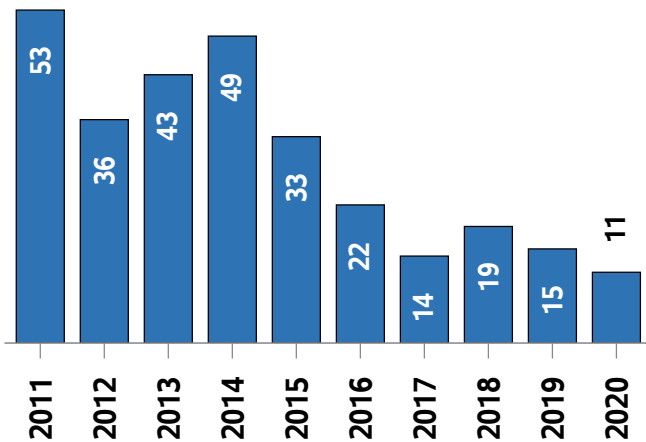
Sales Activity (July Year-to-date)



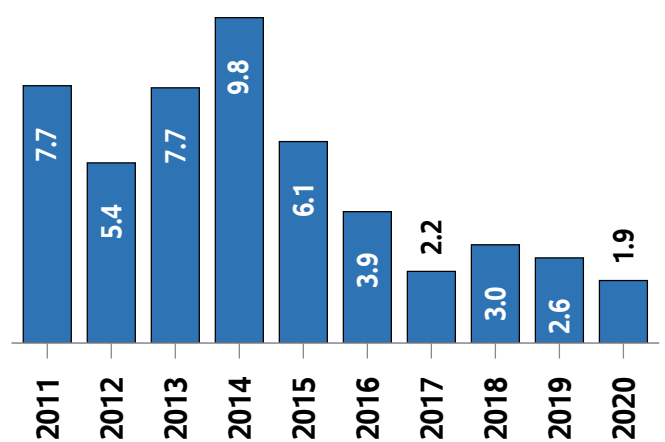
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

South-West Oxford Twp MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 5 | 25.0 | 25.0 | 0.0 | 150.0 | -44.4 | -68.8 |
| Dollar Volume | \$2,866,000 | 109.3 | 99.7 | 108.8 | 311.2 | 50.9 | -4.1 |
| New Listings | 4 | -63.6 | -42.9 | -50.0 | -33.3 | -63.6 | -69.2 |
| Active Listings | 10 | -33.3 | -56.5 | -47.4 | -67.7 | -77.3 | -85.1 |
| Sales to New Listings Ratio ¹ | 125.0 | 36.4 | 57.1 | 62.5 | 33.3 | 81.8 | 123.1 |
| Months of Inventory ² | 2.0 | 3.8 | 5.8 | 3.8 | 15.5 | 4.9 | 4.2 |
| Average Price | \$573,200 | 67.5 | 59.8 | 108.8 | 64.5 | 171.7 | 206.8 |
| Median Price | \$489,000 | 30.9 | 17.8 | 84.5 | 40.3 | 109.9 | 186.8 |
| Sales to List Price Ratio | 98.6 | 112.4 | 100.5 | 97.9 | 99.7 | 97.3 | 95.3 |
| Median Days on Market | 21.0 | 8.0 | 15.0 | 20.0 | 138.0 | 43.0 | 55.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 42 | 2.4 | -4.5 | -6.7 | 10.5 | 7.7 | -34.4 |
| Dollar Volume | \$19,213,350 | 8.1 | 16.7 | 17.4 | 71.0 | 99.4 | 54.9 |
| New Listings | 49 | -22.2 | -26.9 | -19.7 | -21.0 | -41.7 | -61.4 |
| Active Listings ³ | 11 | -24.8 | -39.2 | -18.6 | -65.7 | -73.6 | -83.7 |
| Sales to New Listings Ratio ⁴ | 85.7 | 65.1 | 65.7 | 73.8 | 61.3 | 46.4 | 50.4 |
| Months of Inventory ⁵ | 1.9 | 2.6 | 3.0 | 2.2 | 6.1 | 7.7 | 7.6 |
| Average Price | \$457,461 | 5.6 | 22.2 | 25.8 | 54.7 | 85.2 | 136.1 |
| Median Price | \$403,500 | -8.7 | 5.8 | 17.9 | 48.8 | 59.5 | 120.8 |
| Sales to List Price Ratio | 99.8 | 101.9 | 98.5 | 101.2 | 96.7 | 96.1 | 94.4 |
| Median Days on Market | 21.0 | 27.0 | 19.5 | 15.0 | 52.5 | 36.0 | 60.5 |

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.

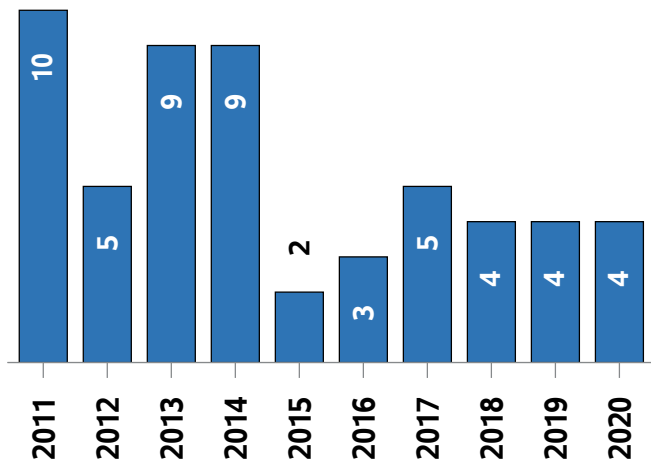
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

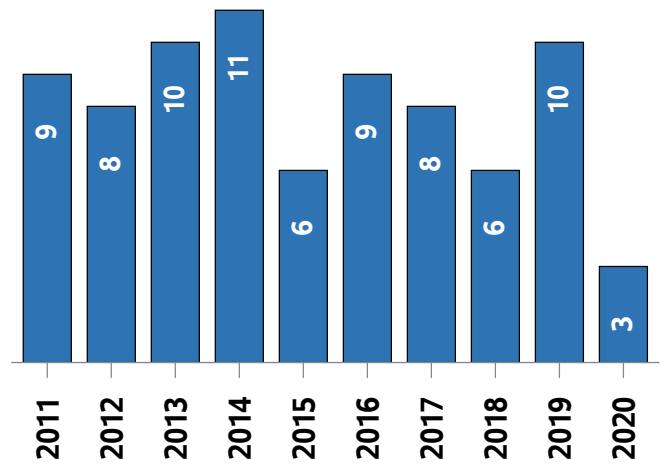
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South-West Oxford Twp MLS® Single Detached Market Activity

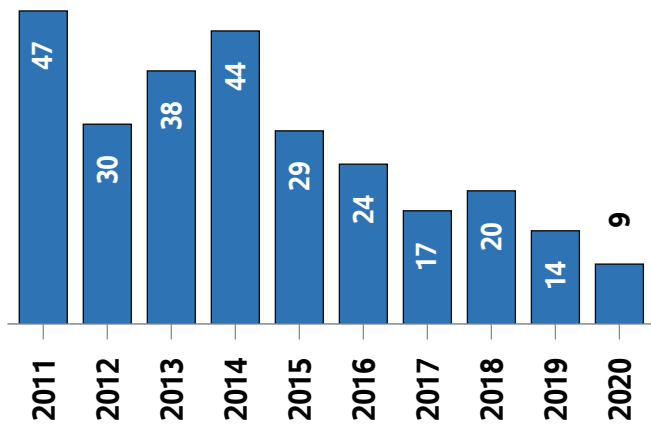
Sales Activity (July only)



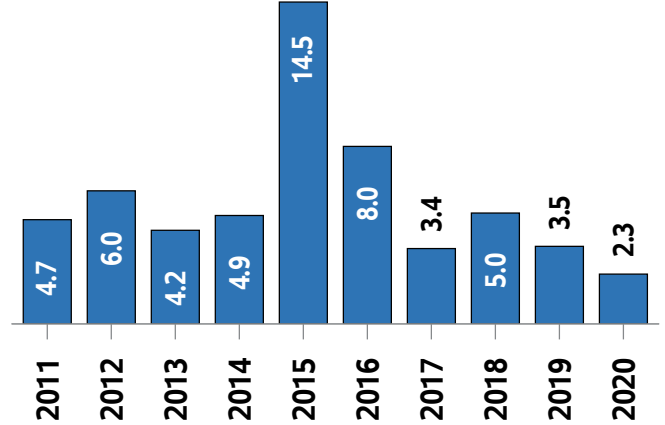
New Listings (July only)



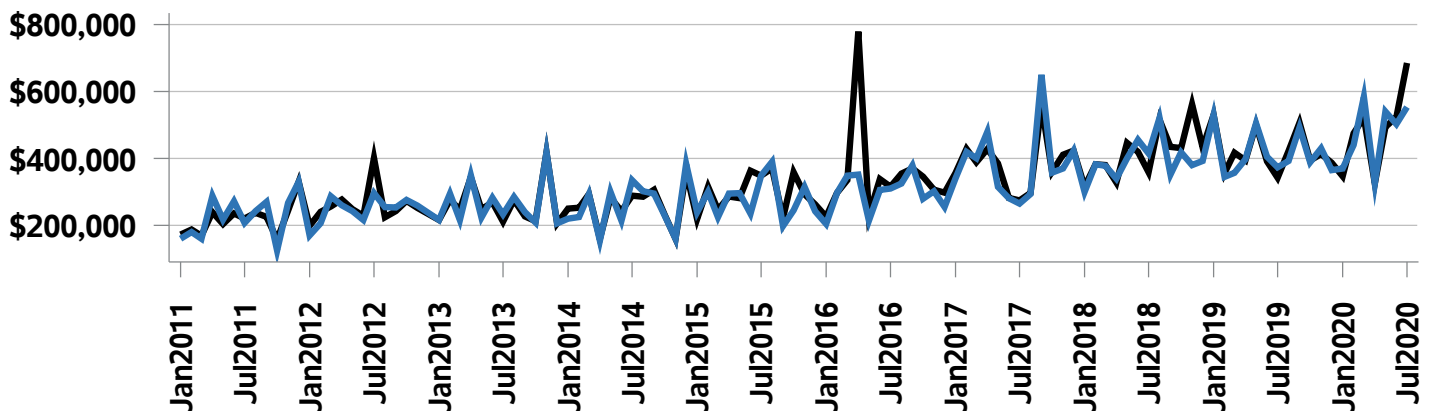
Active Listings (July only)



Months of Inventory (July only)

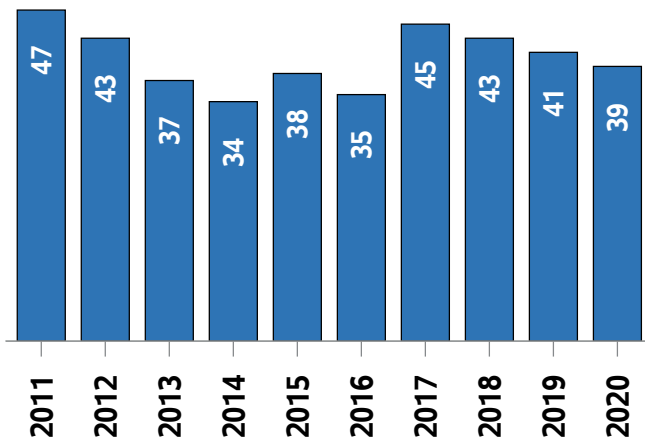


Average Price and Median Price

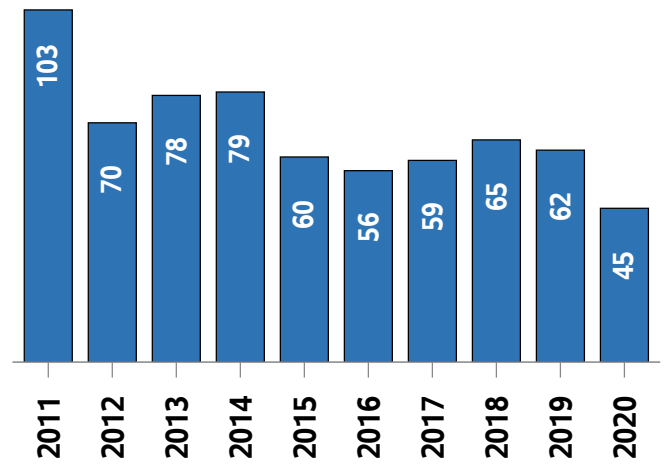


South-West Oxford Twp MLS® Single Detached Market Activity

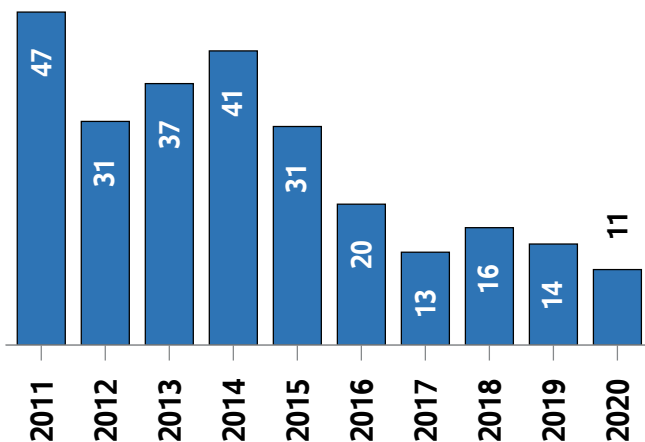
Sales Activity (July Year-to-date)



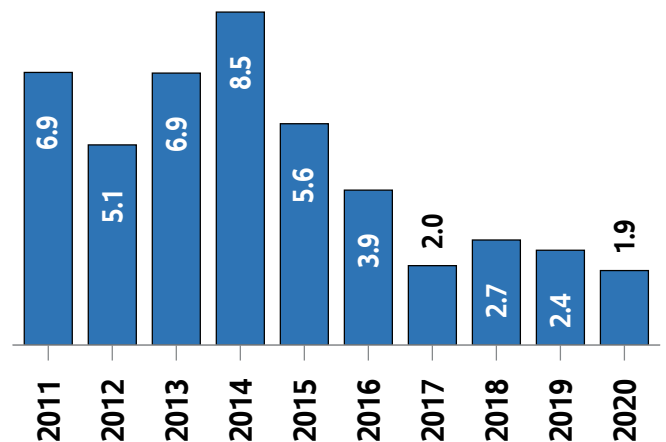
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

South-West Oxford Twp MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 4 | 0.0 | 0.0 | -20.0 | 100.0 | -55.6 | -73.3 |
| Dollar Volume | \$2,741,000 | 100.2 | 91.0 | 99.7 | 293.3 | 44.3 | -6.7 |
| New Listings | 3 | -70.0 | -50.0 | -62.5 | -50.0 | -70.0 | -76.9 |
| Active Listings | 9 | -35.7 | -55.0 | -47.1 | -69.0 | -76.3 | -85.5 |
| Sales to New Listings Ratio ¹ | 133.3 | 40.0 | 66.7 | 62.5 | 33.3 | 90.0 | 115.4 |
| Months of Inventory ² | 2.3 | 3.5 | 5.0 | 3.4 | 14.5 | 4.2 | 4.1 |
| Average Price | \$685,250 | 100.2 | 91.0 | 149.6 | 96.6 | 224.8 | 249.9 |
| Median Price | \$553,500 | 48.2 | 33.4 | 108.9 | 58.8 | 137.6 | 214.5 |
| Sales to List Price Ratio | 99.2 | 112.4 | 100.5 | 97.9 | 99.7 | 97.3 | 95.4 |
| Median Days on Market | 38.0 | 8.0 | 15.0 | 20.0 | 138.0 | 43.0 | 55.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 39 | -4.9 | -9.3 | -13.3 | 2.6 | 5.4 | -33.9 |
| Dollar Volume | \$18,792,350 | 5.8 | 14.6 | 14.8 | 67.2 | 98.6 | 52.7 |
| New Listings | 45 | -27.4 | -30.8 | -23.7 | -25.0 | -42.3 | -61.9 |
| Active Listings ³ | 11 | -25.3 | -35.7 | -18.7 | -65.4 | -71.1 | -83.4 |
| Sales to New Listings Ratio ⁴ | 86.7 | 66.1 | 66.2 | 76.3 | 63.3 | 47.4 | 50.0 |
| Months of Inventory ⁵ | 1.9 | 2.4 | 2.7 | 2.0 | 5.6 | 6.9 | 7.6 |
| Average Price | \$481,855 | 11.2 | 26.4 | 32.5 | 63.0 | 88.4 | 131.0 |
| Median Price | \$437,500 | -1.0 | 14.4 | 27.8 | 61.3 | 70.9 | 131.5 |
| Sales to List Price Ratio | 99.9 | 101.9 | 98.4 | 101.2 | 96.7 | 96.5 | 96.2 |
| Median Days on Market | 21.0 | 27.0 | 20.0 | 15.0 | 52.5 | 36.0 | 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.

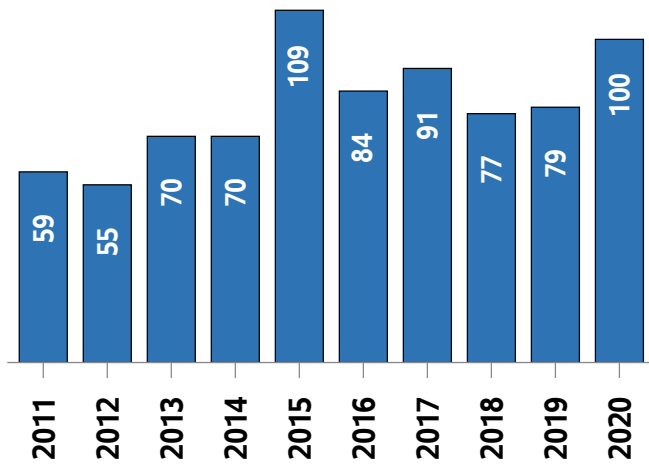
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

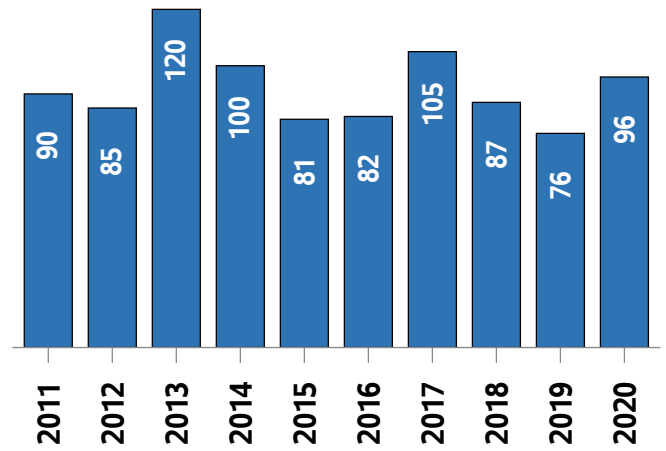
Woodstock

MLS® Residential Market Activity

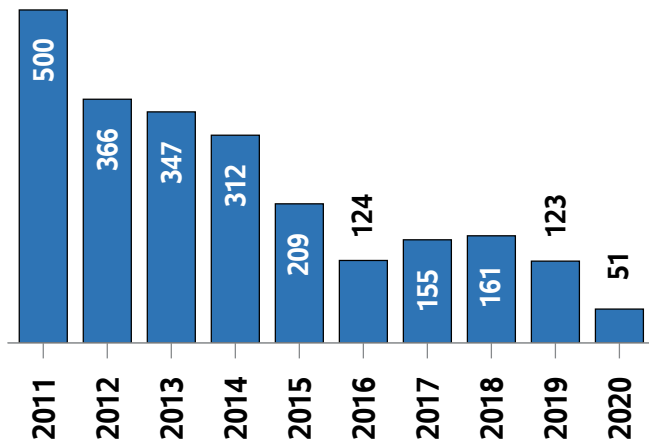
Sales Activity (July only)



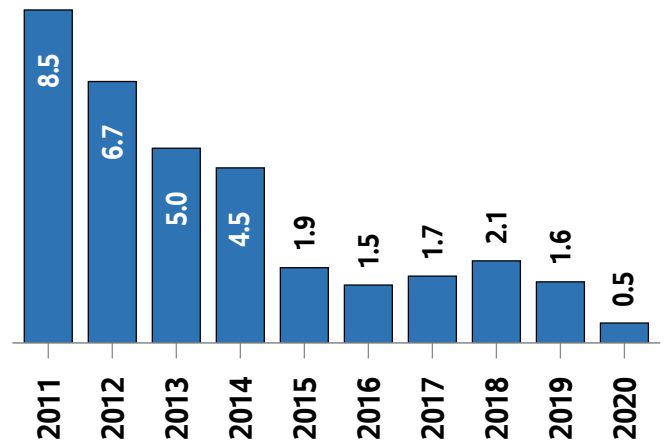
New Listings (July only)



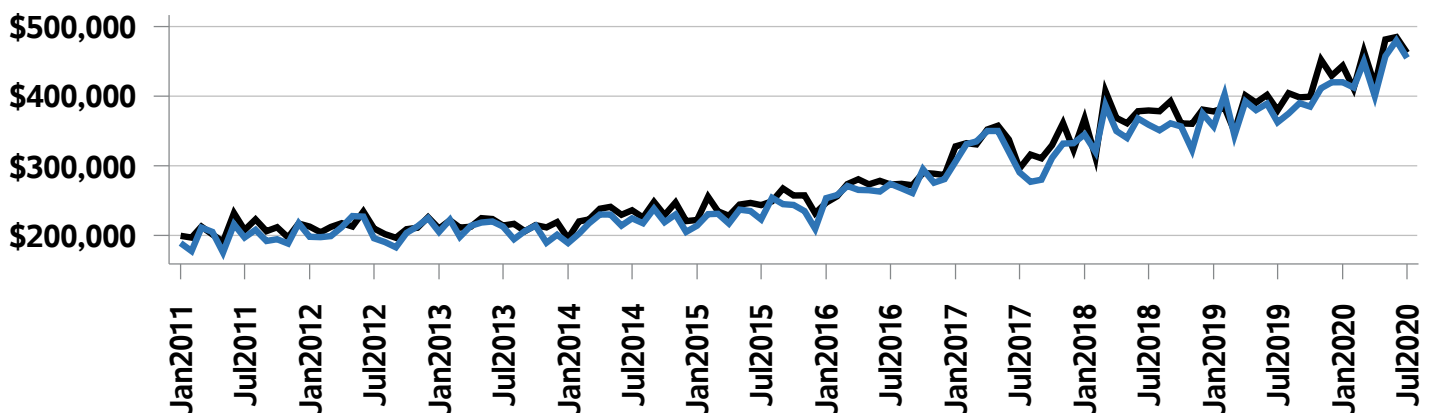
Active Listings (July only)



Months of Inventory (July only)



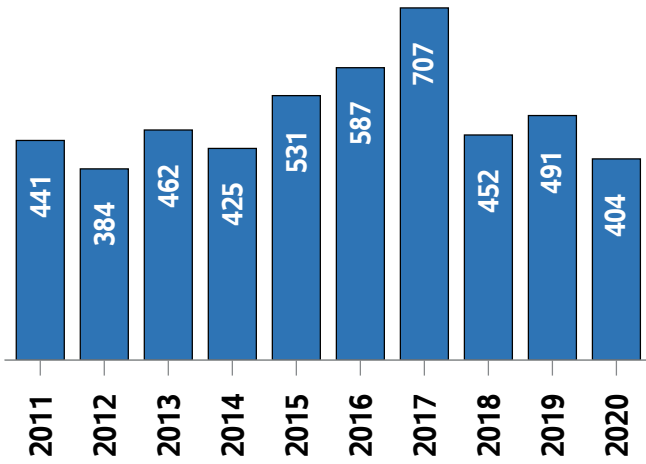
Average Price and Median Price



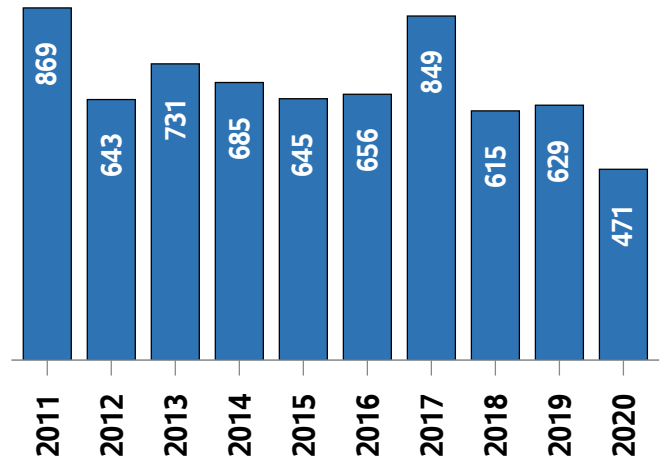
Woodstock

MLS® Residential Market Activity

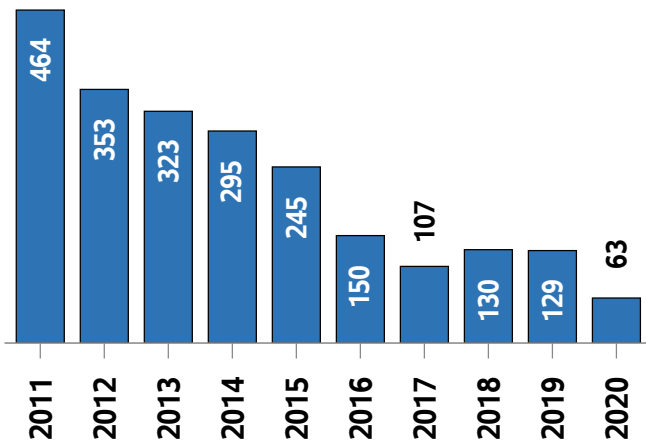
Sales Activity (July Year-to-date)



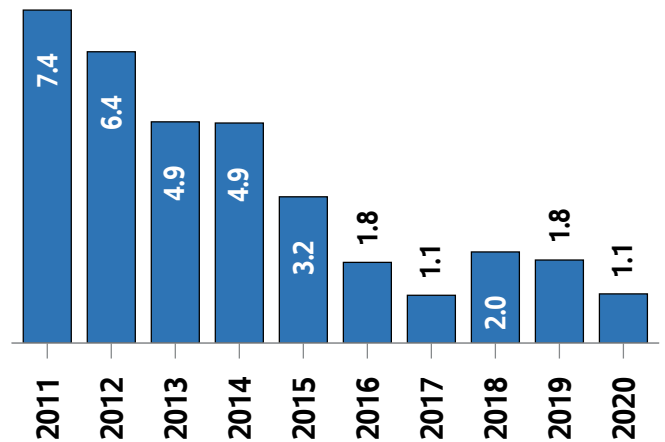
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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 MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 100 | 26.6 | 29.9 | 9.9 | -8.3 | 42.9 | 117.4 |
| Dollar Volume | \$46,239,411 | 54.1 | 58.3 | 71.6 | 74.2 | 208.5 | 381.7 |
| New Listings | 96 | 26.3 | 10.3 | -8.6 | 18.5 | -20.0 | -8.6 |
| Active Listings | 51 | -58.5 | -68.3 | -67.1 | -75.6 | -85.3 | -89.1 |
| Sales to New Listings Ratio ¹ | 104.2 | 103.9 | 88.5 | 86.7 | 134.6 | 58.3 | 43.8 |
| Months of Inventory ² | 0.5 | 1.6 | 2.1 | 1.7 | 1.9 | 5.0 | 10.2 |
| Average Price | \$462,394 | 21.8 | 21.9 | 56.1 | 89.9 | 115.9 | 121.6 |
| Median Price | \$455,000 | 25.5 | 26.7 | 56.6 | 104.0 | 113.9 | 124.7 |
| Sales to List Price Ratio | 102.4 | 100.4 | 100.1 | 99.3 | 98.0 | 98.2 | 96.3 |
| Median Days on Market | 12.0 | 20.0 | 22.0 | 22.0 | 40.0 | 55.0 | 48.5 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 404 | -17.7 | -10.6 | -42.9 | -23.9 | -12.6 | -6.3 |
| Dollar Volume | \$184,305,232 | -2.7 | 9.8 | -22.3 | 44.7 | 83.4 | 103.7 |
| New Listings | 471 | -25.1 | -23.4 | -44.5 | -27.0 | -35.6 | -43.8 |
| Active Listings ³ | 63 | -51.2 | -51.7 | -41.2 | -74.4 | -80.5 | -86.4 |
| Sales to New Listings Ratio ⁴ | 85.8 | 78.1 | 73.5 | 83.3 | 82.3 | 63.2 | 51.4 |
| Months of Inventory ⁵ | 1.1 | 1.8 | 2.0 | 1.1 | 3.2 | 4.9 | 7.5 |
| Average Price | \$456,201 | 18.2 | 22.8 | 36.0 | 90.2 | 109.7 | 117.3 |
| Median Price | \$444,500 | 18.9 | 25.2 | 34.7 | 96.7 | 107.0 | 125.7 |
| Sales to List Price Ratio | 101.4 | 100.4 | 99.9 | 102.0 | 97.7 | 97.7 | 97.0 |
| Median Days on Market | 15.0 | 20.0 | 17.5 | 13.0 | 41.0 | 43.5 | 53.0 |

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.

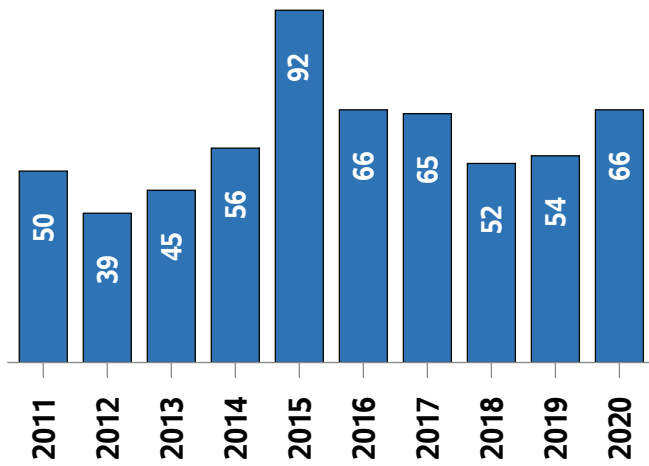
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

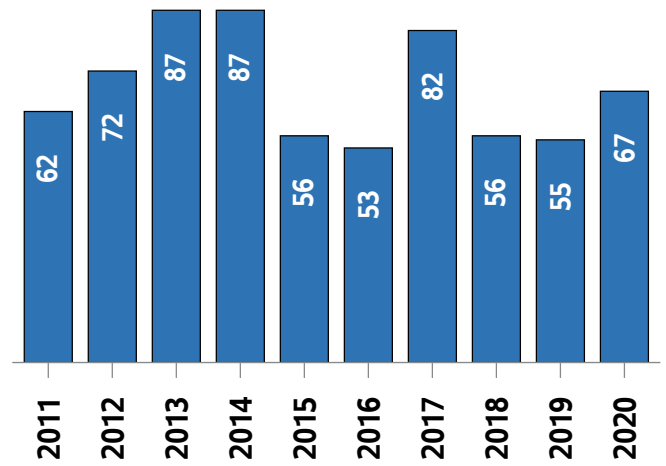
Woodstock

MLS® Single Detached Market Activity

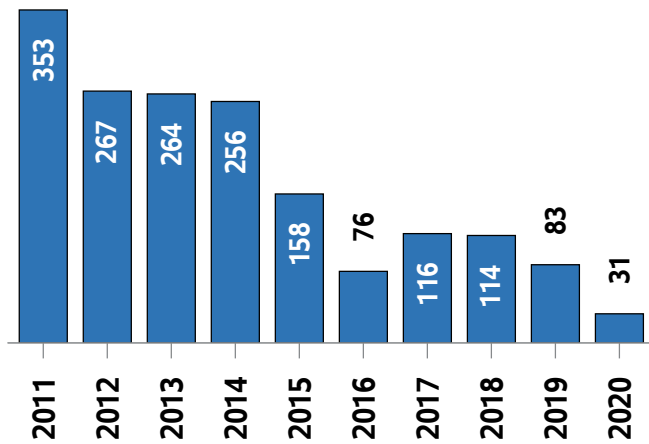
Sales Activity (July only)



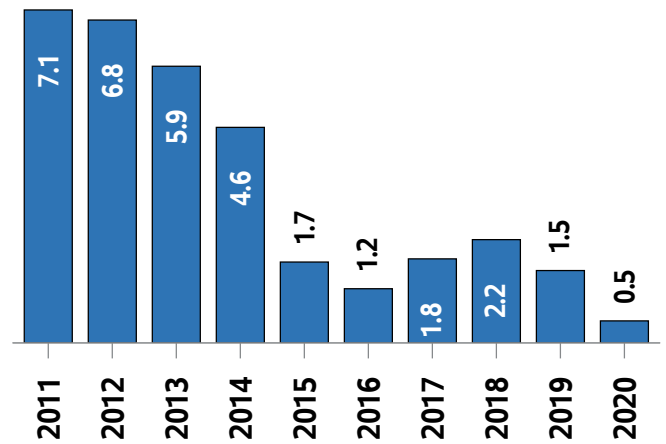
New Listings (July only)



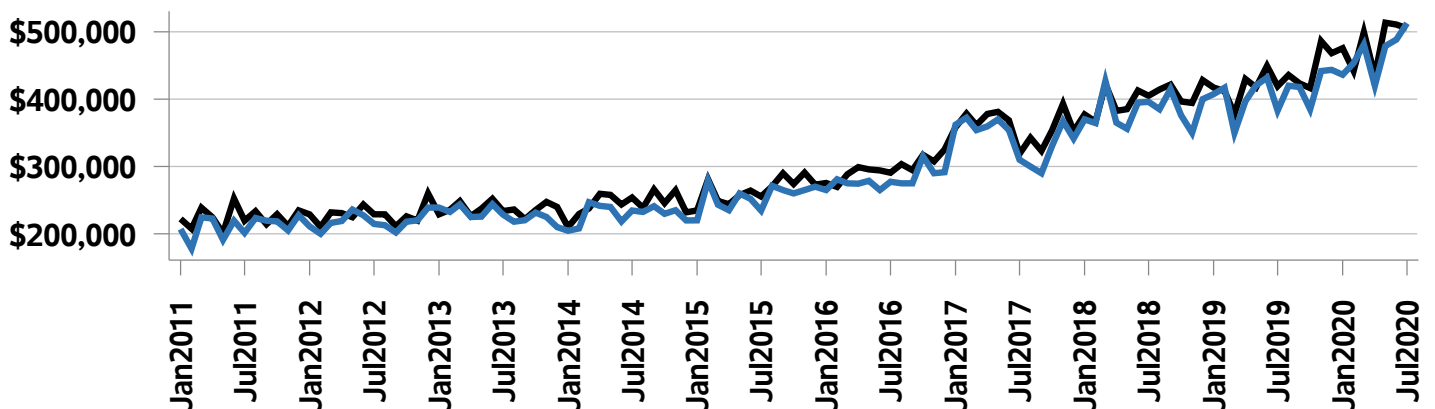
Active Listings (July only)



Months of Inventory (July only)

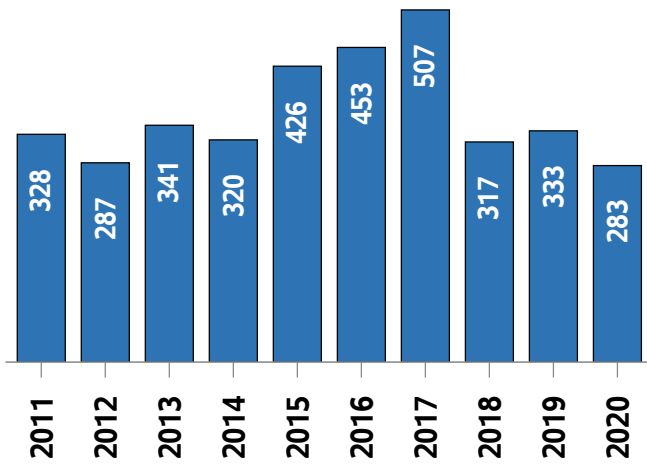


Average Price and Median Price

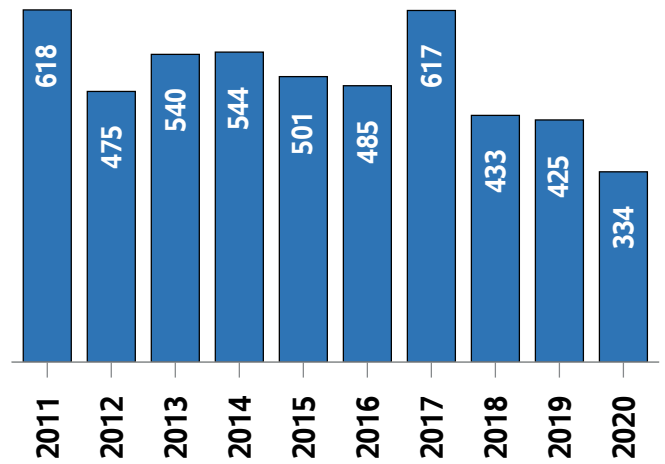


Woodstock MLS® Single Detached Market Activity

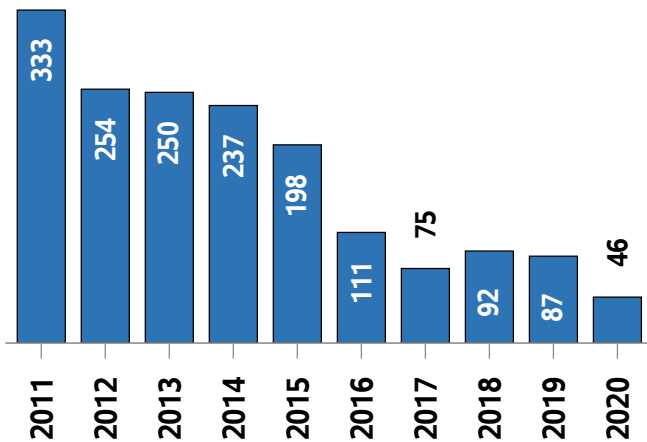
Sales Activity (July Year-to-date)



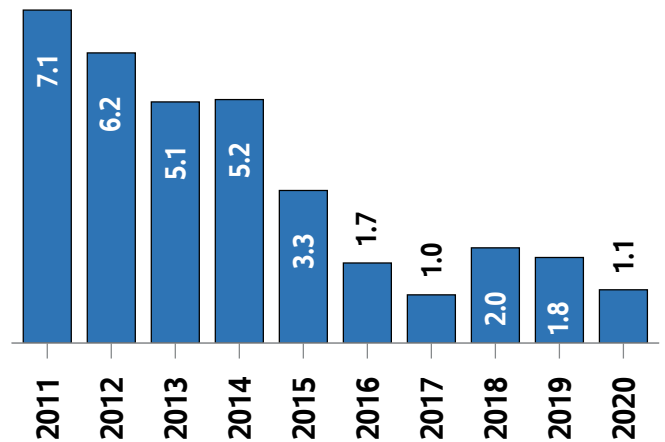
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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 MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 66 | 22.2 | 26.9 | 1.5 | -28.3 | 46.7 | 94.1 |
| Dollar Volume | \$33,345,725 | 47.3 | 58.3 | 60.9 | 42.0 | 216.9 | 333.1 |
| New Listings | 67 | 21.8 | 19.6 | -18.3 | 19.6 | -23.0 | -9.5 |
| Active Listings | 31 | -62.7 | -72.8 | -73.3 | -80.4 | -88.3 | -90.9 |
| Sales to New Listings Ratio ¹ | 98.5 | 98.2 | 92.9 | 79.3 | 164.3 | 51.7 | 45.9 |
| Months of Inventory ² | 0.5 | 1.5 | 2.2 | 1.8 | 1.7 | 5.9 | 10.1 |
| Average Price | \$505,238 | 20.5 | 24.7 | 58.5 | 97.9 | 116.1 | 123.1 |
| Median Price | \$512,750 | 33.9 | 29.5 | 65.4 | 118.7 | 124.4 | 137.4 |
| Sales to List Price Ratio | 102.1 | 100.0 | 99.5 | 99.2 | 98.2 | 98.3 | 96.3 |
| Median Days on Market | 10.0 | 21.0 | 24.0 | 20.0 | 39.5 | 49.0 | 45.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 283 | -15.0 | -10.7 | -44.2 | -33.6 | -17.0 | -16.8 |
| Dollar Volume | \$138,473,734 | -1.0 | 10.3 | -25.2 | 27.5 | 71.2 | 81.2 |
| New Listings | 334 | -21.4 | -22.9 | -45.9 | -33.3 | -38.1 | -47.3 |
| Active Listings ³ | 46 | -47.0 | -50.0 | -38.3 | -76.8 | -81.6 | -86.8 |
| Sales to New Listings Ratio ⁴ | 84.7 | 78.4 | 73.2 | 82.2 | 85.0 | 63.1 | 53.6 |
| Months of Inventory ⁵ | 1.1 | 1.8 | 2.0 | 1.0 | 3.3 | 5.1 | 7.2 |
| Average Price | \$489,306 | 16.5 | 23.6 | 34.1 | 91.9 | 106.3 | 117.7 |
| Median Price | \$479,900 | 18.5 | 25.7 | 35.2 | 99.1 | 108.7 | 127.4 |
| Sales to List Price Ratio | 100.7 | 100.0 | 99.6 | 102.2 | 97.9 | 97.9 | 97.1 |
| Median Days on Market | 14.0 | 21.0 | 18.0 | 12.0 | 41.0 | 43.0 | 52.5 |

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.

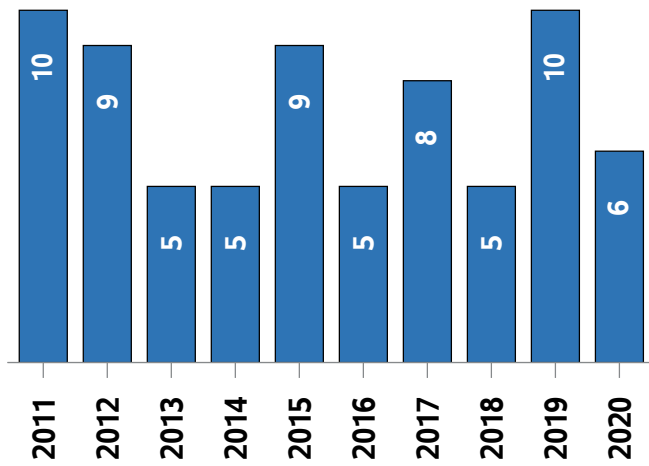
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

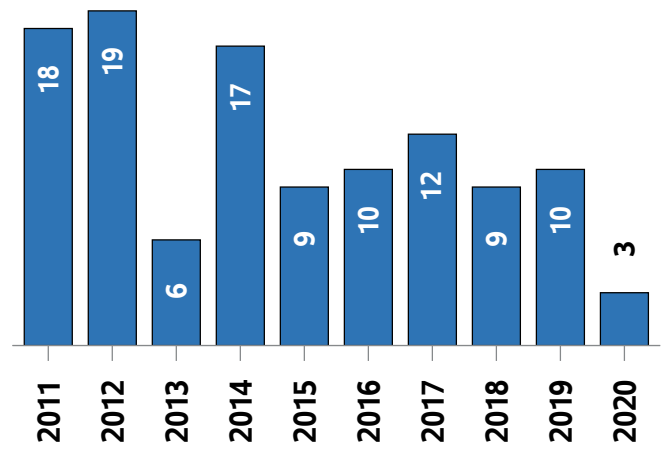
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Zorra Twp MLS® Residential Market Activity

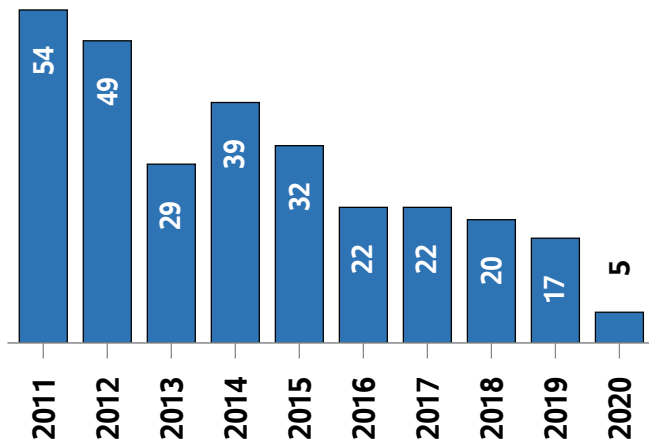
Sales Activity (July only)



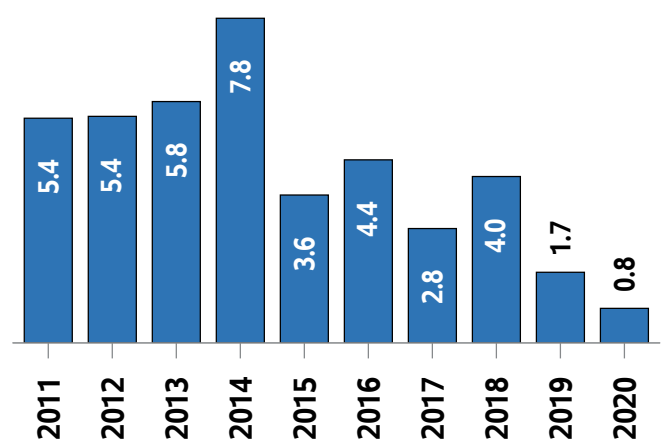
New Listings (July only)



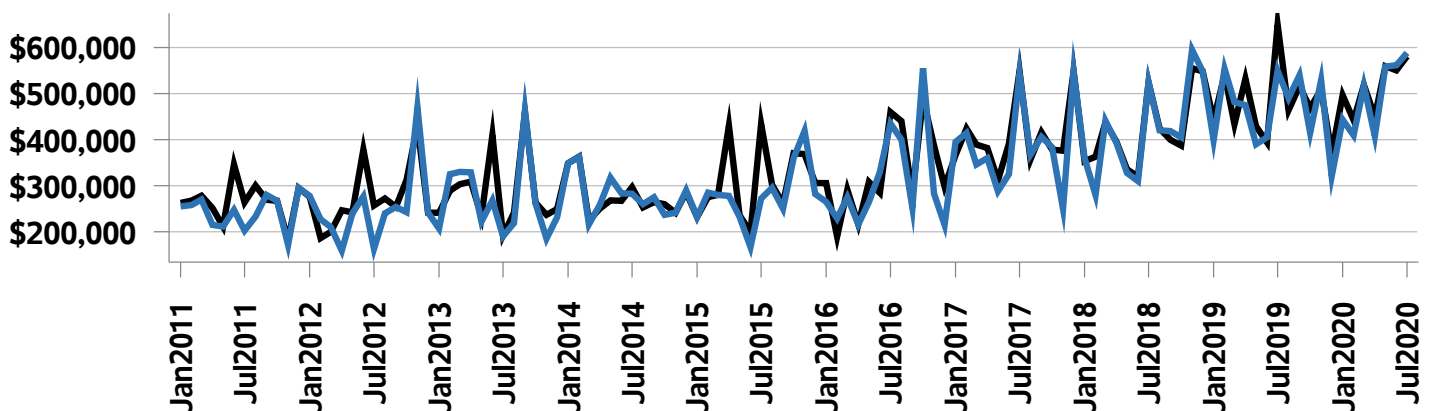
Active Listings (July only)



Months of Inventory (July only)

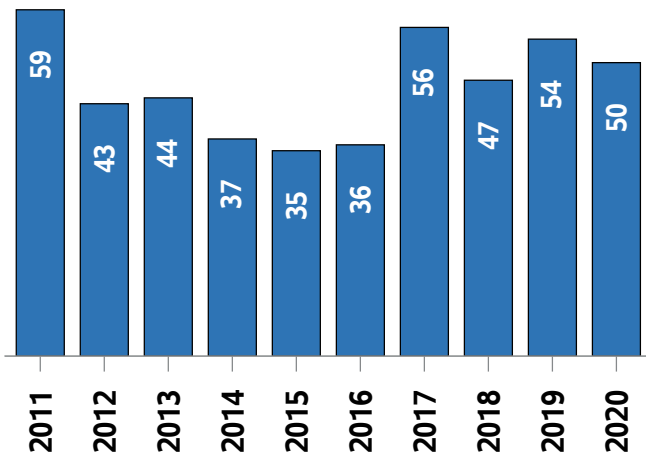


Average Price and Median Price

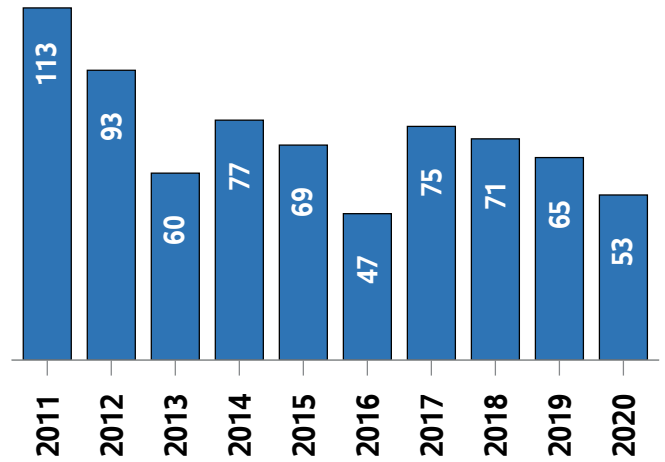


Zorra Twp MLS® Residential Market Activity

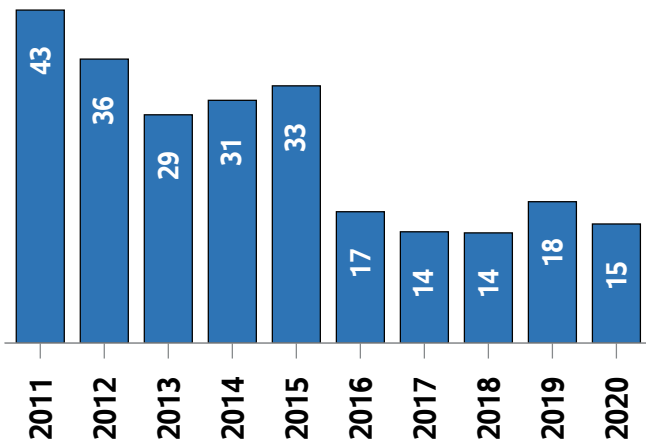
Sales Activity (July Year-to-date)



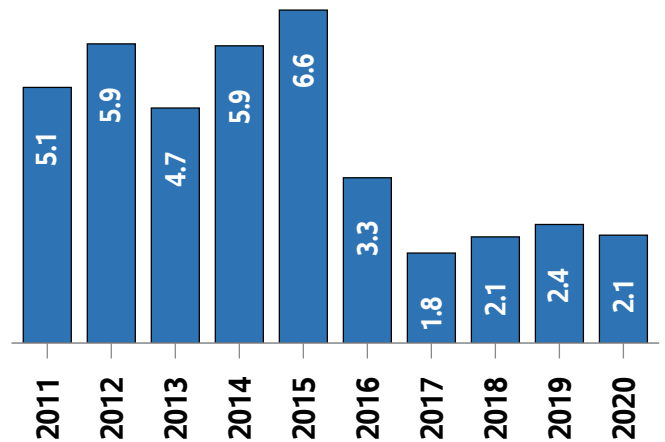
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Zorra Twp MLS® Residential Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 6 | -40.0 | 20.0 | -25.0 | -33.3 | 20.0 | -40.0 |
| Dollar Volume | \$3,485,400 | -46.3 | 33.0 | -20.6 | -10.7 | 263.1 | 76.6 |
| New Listings | 3 | -70.0 | -66.7 | -75.0 | -66.7 | -50.0 | -85.0 |
| Active Listings | 5 | -70.6 | -75.0 | -77.3 | -84.4 | -82.8 | -91.9 |
| Sales to New Listings Ratio ¹ | 200.0 | 100.0 | 55.6 | 66.7 | 100.0 | 83.3 | 50.0 |
| Months of Inventory ² | 0.8 | 1.7 | 4.0 | 2.8 | 3.6 | 5.8 | 6.2 |
| Average Price | \$580,900 | -10.6 | 10.8 | 5.9 | 33.9 | 202.6 | 194.4 |
| Median Price | \$588,450 | 7.1 | 12.1 | 8.4 | 116.3 | 209.7 | 295.1 |
| Sales to List Price Ratio | 99.2 | 98.4 | 101.5 | 99.4 | 95.1 | 95.9 | 95.8 |
| Median Days on Market | 34.5 | 24.5 | 28.0 | 21.5 | 91.0 | 18.0 | 66.0 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 50 | -7.4 | 6.4 | -10.7 | 42.9 | 13.6 | -12.3 |
| Dollar Volume | \$25,805,974 | -2.2 | 39.7 | 14.5 | 121.0 | 107.9 | 84.3 |
| New Listings | 53 | -18.5 | -25.4 | -29.3 | -23.2 | -11.7 | -51.4 |
| Active Listings ³ | 15 | -15.7 | 8.1 | 7.0 | -53.7 | -47.8 | -69.3 |
| Sales to New Listings Ratio ⁴ | 94.3 | 83.1 | 66.2 | 74.7 | 50.7 | 73.3 | 52.3 |
| Months of Inventory ⁵ | 2.1 | 2.4 | 2.1 | 1.8 | 6.6 | 4.7 | 6.1 |
| Average Price | \$516,119 | 5.6 | 31.3 | 28.3 | 54.7 | 83.0 | 110.0 |
| Median Price | \$506,753 | 15.9 | 35.1 | 36.0 | 95.0 | 107.9 | 115.6 |
| Sales to List Price Ratio | 100.6 | 100.5 | 103.5 | 102.8 | 95.9 | 97.4 | 97.6 |
| Median Days on Market | 34.5 | 27.5 | 14.0 | 14.0 | 59.0 | 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.

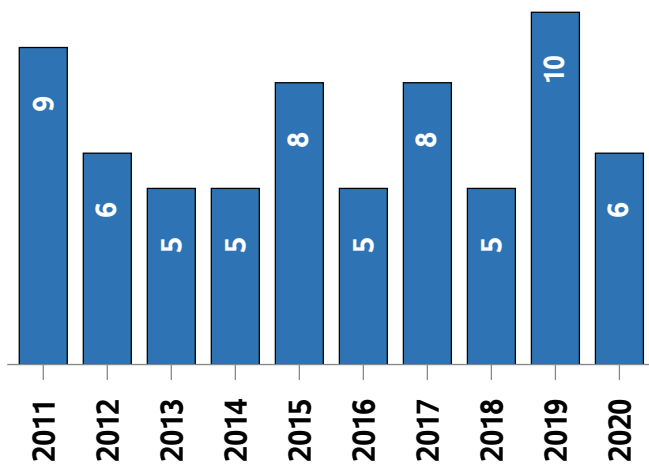
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

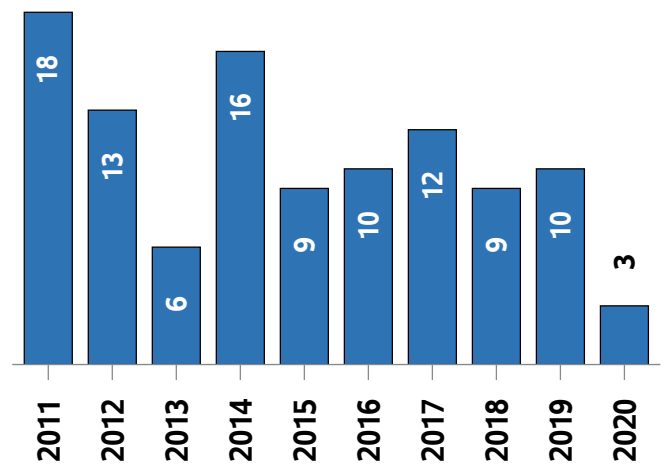
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Zorra Twp MLS® Single Detached Market Activity

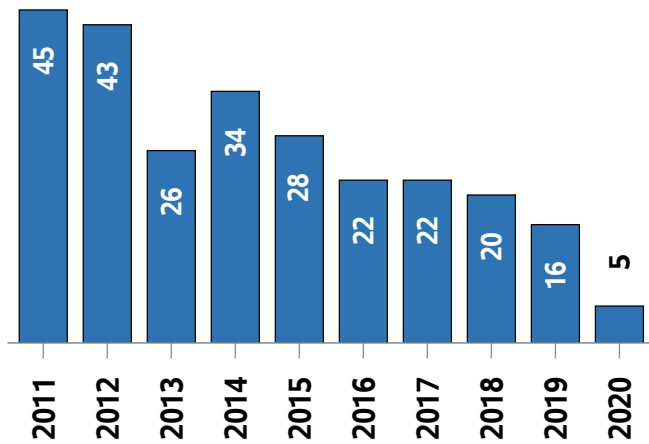
Sales Activity (July only)



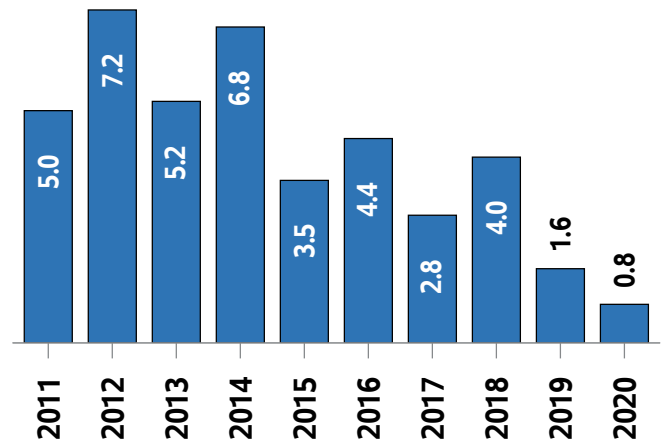
New Listings (July only)



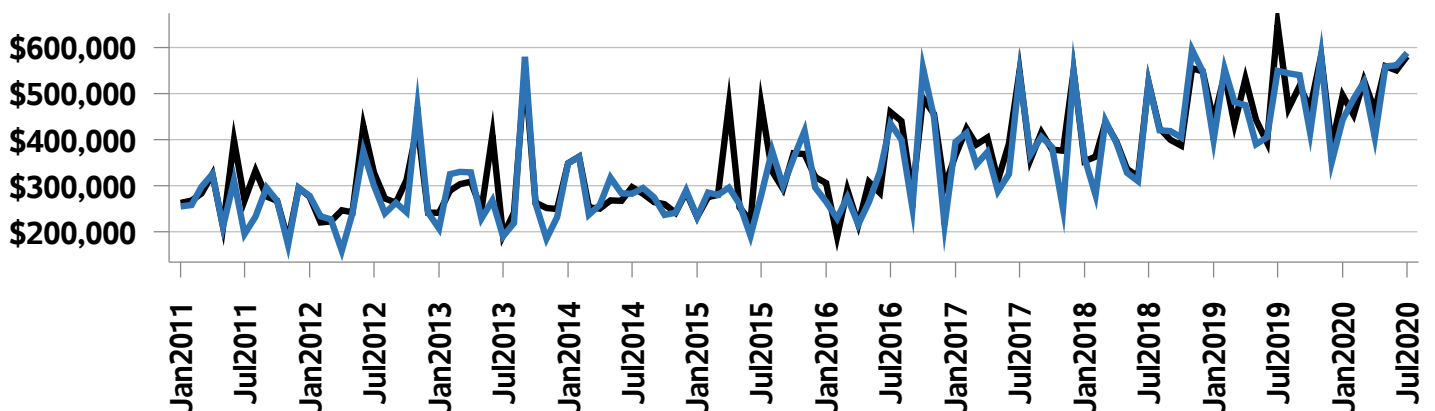
Active Listings (July only)



Months of Inventory (July only)

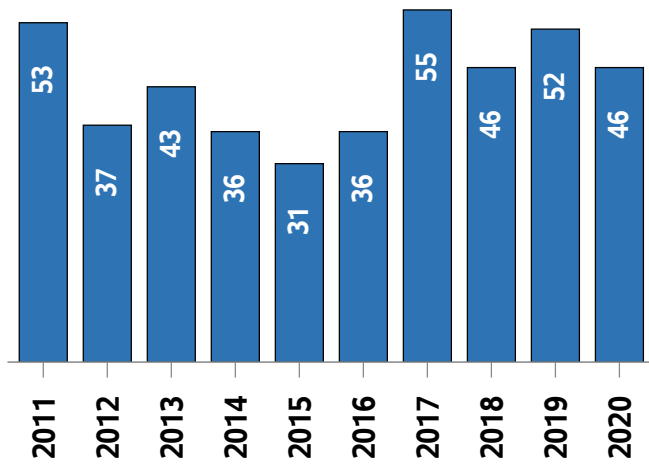


Average Price and Median Price

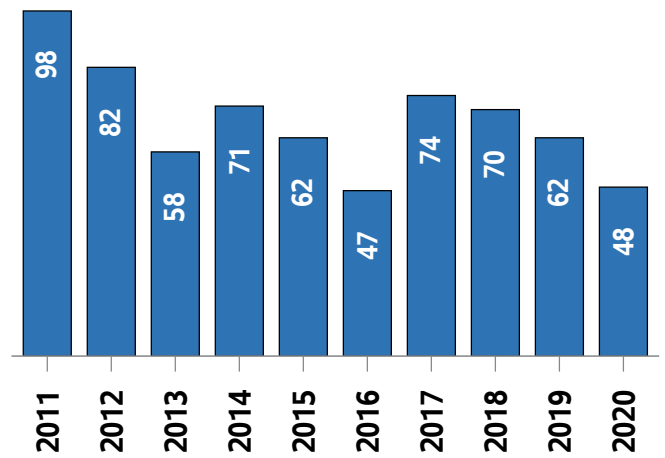


Zorra Twp MLS® Single Detached Market Activity

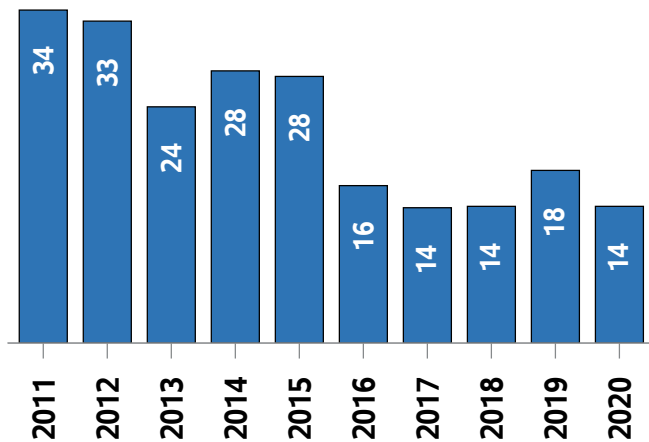
Sales Activity (July Year-to-date)



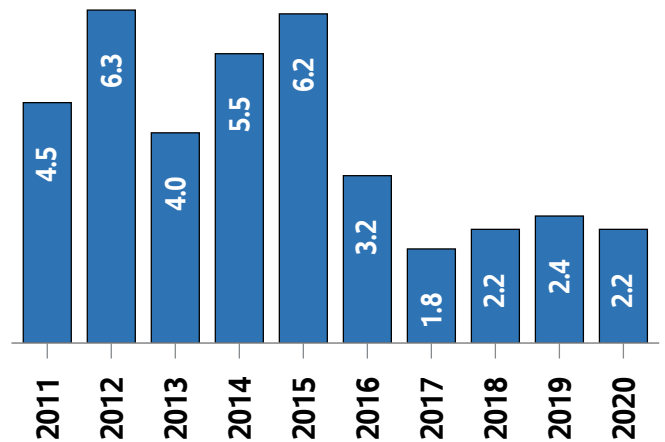
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



Months of Inventory ² (July 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

Zorra Twp MLS® Single Detached Market Activity

| Actual | July 2020 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 6 | -40.0 | 20.0 | -25.0 | -25.0 | 20.0 | -25.0 |
| Dollar Volume | \$3,485,400 | -46.3 | 33.0 | -20.6 | -8.7 | 263.1 | 105.8 |
| New Listings | 3 | -70.0 | -66.7 | -75.0 | -66.7 | -50.0 | -78.6 |
| Active Listings | 5 | -68.8 | -75.0 | -77.3 | -82.1 | -80.8 | -90.2 |
| Sales to New Listings Ratio ¹ | 200.0 | 100.0 | 55.6 | 66.7 | 88.9 | 83.3 | 57.1 |
| Months of Inventory ² | 0.8 | 1.6 | 4.0 | 2.8 | 3.5 | 5.2 | 6.4 |
| Average Price | \$580,900 | -10.6 | 10.8 | 5.9 | 21.7 | 202.6 | 174.4 |
| Median Price | \$588,450 | 7.1 | 12.1 | 8.4 | 111.3 | 209.7 | 261.1 |
| Sales to List Price Ratio | 99.2 | 98.4 | 101.5 | 99.4 | 95.0 | 95.9 | 95.5 |
| Median Days on Market | 34.5 | 24.5 | 28.0 | 21.5 | 76.0 | 18.0 | 58.5 |

| Year-to-date | July 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | July 2019 | July 2018 | July 2017 | July 2015 | July 2013 | July 2010 |
| Sales Activity | 46 | -11.5 | 0.0 | -16.4 | 48.4 | 7.0 | -16.4 |
| Dollar Volume | \$24,152,778 | -5.8 | 33.1 | 8.2 | 115.5 | 96.1 | 76.0 |
| New Listings | 48 | -22.6 | -31.4 | -35.1 | -22.6 | -17.2 | -48.9 |
| Active Listings ³ | 14 | -20.8 | 0.0 | 1.0 | -48.7 | -42.1 | -67.6 |
| Sales to New Listings Ratio ⁴ | 95.8 | 83.9 | 65.7 | 74.3 | 50.0 | 74.1 | 58.5 |
| Months of Inventory ⁵ | 2.2 | 2.4 | 2.2 | 1.8 | 6.2 | 4.0 | 5.6 |
| Average Price | \$525,060 | 6.5 | 33.1 | 29.3 | 45.3 | 83.3 | 110.4 |
| Median Price | \$527,400 | 16.5 | 37.9 | 40.6 | 93.9 | 113.1 | 123.5 |
| Sales to List Price Ratio | 100.7 | 100.4 | 103.5 | 102.8 | 95.8 | 97.5 | 97.6 |
| Median Days on Market | 32.5 | 31.5 | 14.5 | 14.0 | 54.0 | 45.0 | 60.0 |

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.