



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

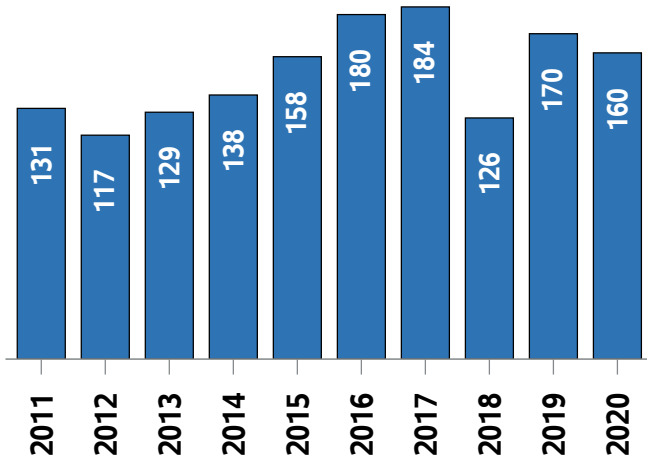


Prepared for the Woodstock - Ingersoll & District Real Estate Board by the Canadian Real Estate Association

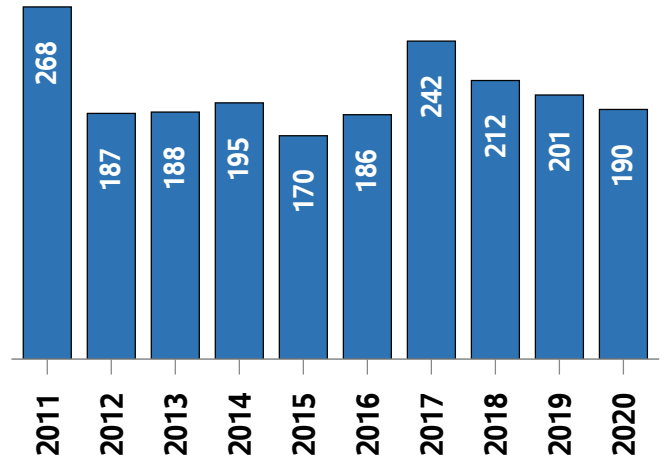
Woodstock - Ingersoll and District

MLS® Residential Market Activity

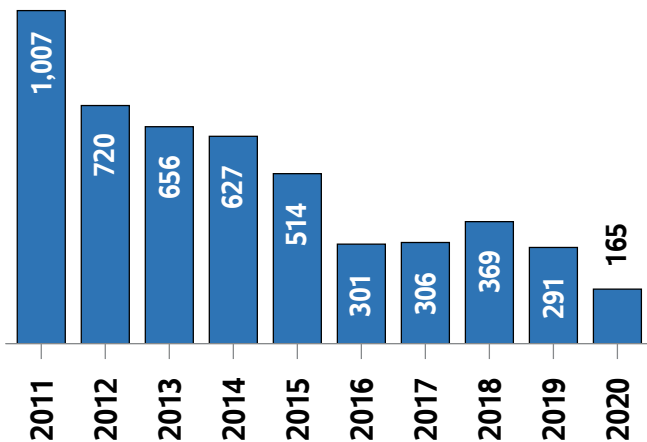
Sales Activity (June only)



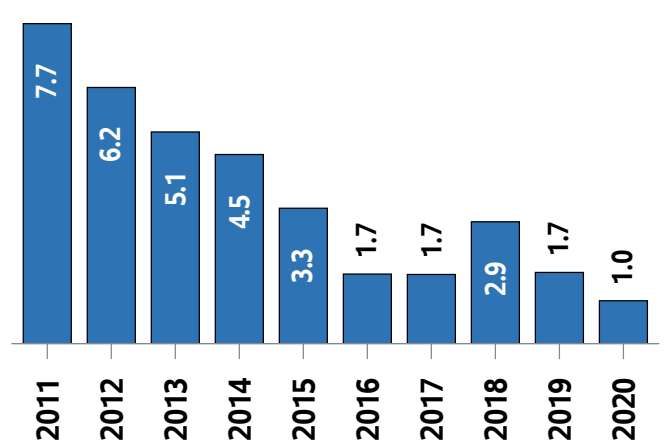
New Listings (June only)



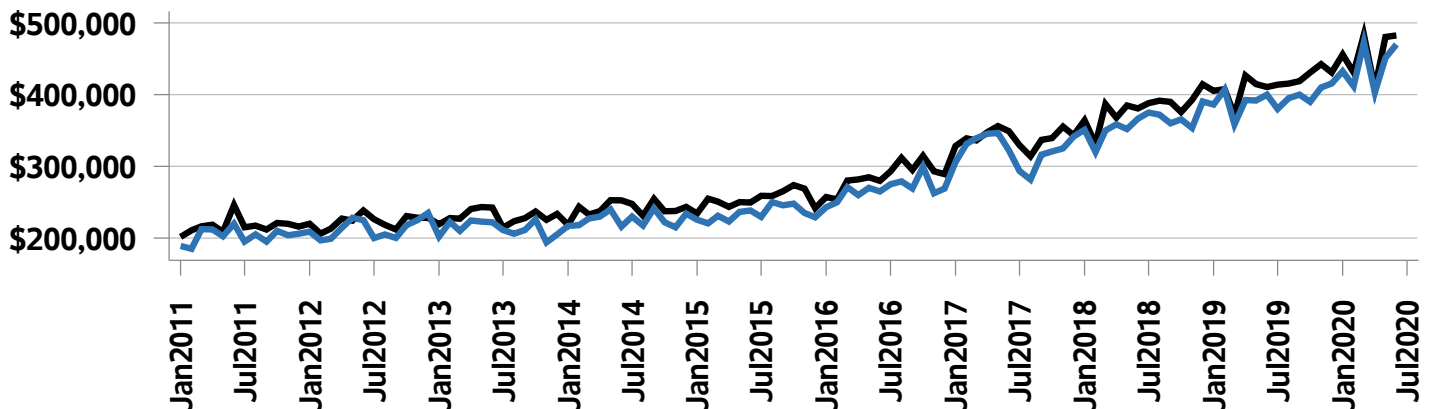
Active Listings (June only)



Months of Inventory (June only)



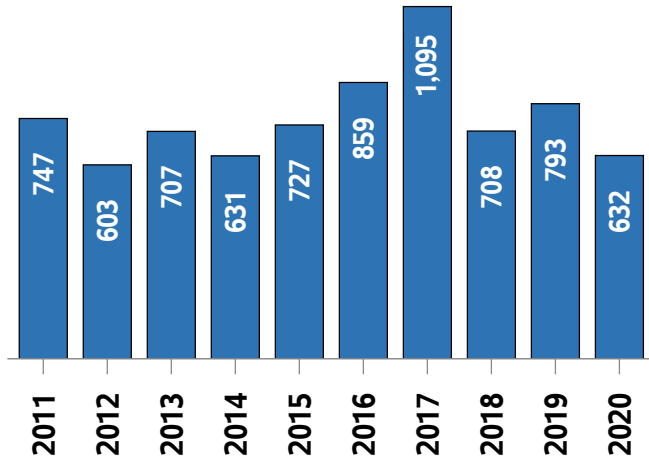
Average Price and Median Price



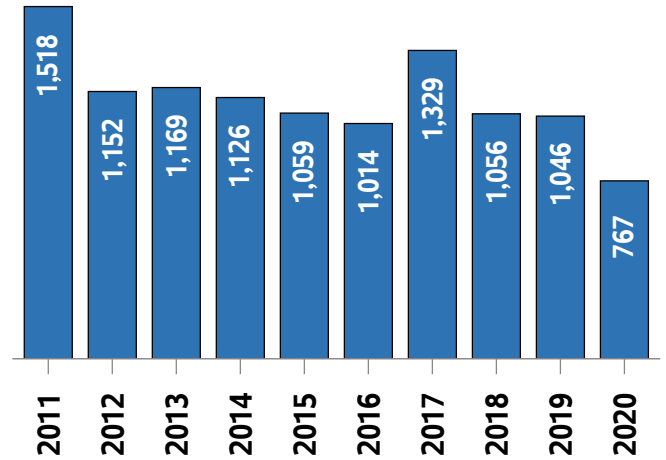
Woodstock - Ingersoll and District

MLS® Residential Market Activity

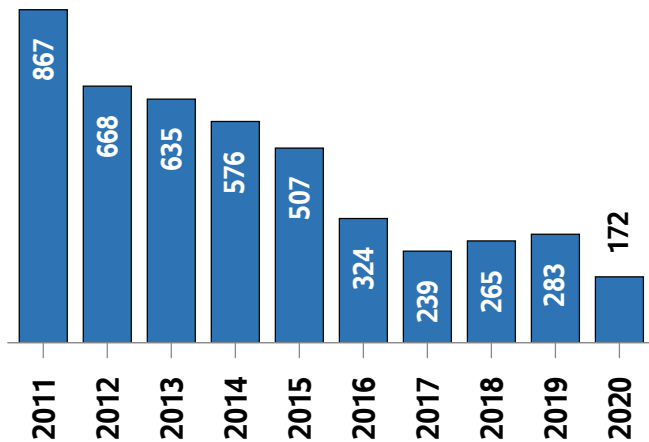
Sales Activity (June Year-to-date)



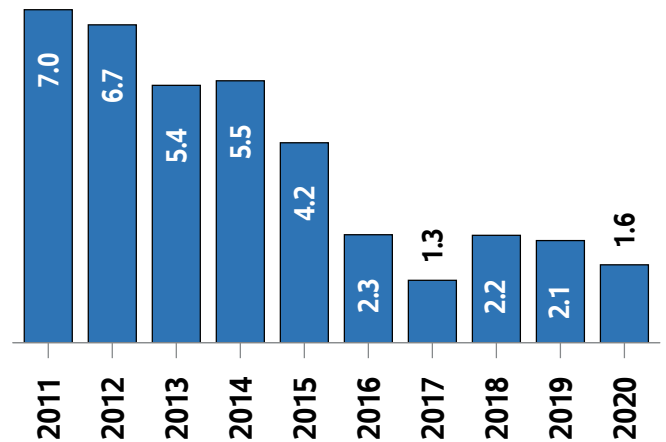
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	160	-5.9	27.0	-13.0	1.3	24.0	24.0
Dollar Volume	\$77,204,052	10.6	60.9	20.2	95.8	146.8	193.5
New Listings	190	-5.5	-10.4	-21.5	11.8	1.1	-27.2
Active Listings	165	-43.3	-55.3	-46.1	-67.9	-74.8	-83.0
Sales to New Listings Ratio ¹	84.2	84.6	59.4	76.0	92.9	68.6	49.4
Months of Inventory ²	1.0	1.7	2.9	1.7	3.3	5.1	7.5
Average Price	\$482,525	17.5	26.7	38.3	93.4	99.0	136.6
Median Price	\$470,000	17.5	28.2	45.8	97.1	111.7	136.2
Sales to List Price Ratio	100.4	100.4	98.9	100.9	97.7	96.6	96.8
Median Days on Market	16.5	20.5	19.0	15.0	41.0	41.0	50.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	632	-20.3	-10.7	-42.3	-13.1	-10.6	-19.3
Dollar Volume	\$291,828,442	-9.8	10.6	-22.6	62.2	75.5	76.7
New Listings	767	-26.7	-27.4	-42.3	-27.6	-34.4	-48.7
Active Listings ³	172	-39.2	-35.2	-28.0	-66.1	-72.9	-81.5
Sales to New Listings Ratio ⁴	82.4	75.8	67.0	82.4	68.6	60.5	52.4
Months of Inventory ⁵	1.6	2.1	2.2	1.3	4.2	5.4	7.1
Average Price	\$461,754	13.2	23.9	34.0	86.6	96.3	119.0
Median Price	\$444,500	14.0	27.0	33.1	92.8	102.0	123.4
Sales to List Price Ratio	100.5	100.6	100.1	102.6	97.3	97.2	96.8
Median Days on Market	19.0	20.0	16.0	13.0	43.0	47.0	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.

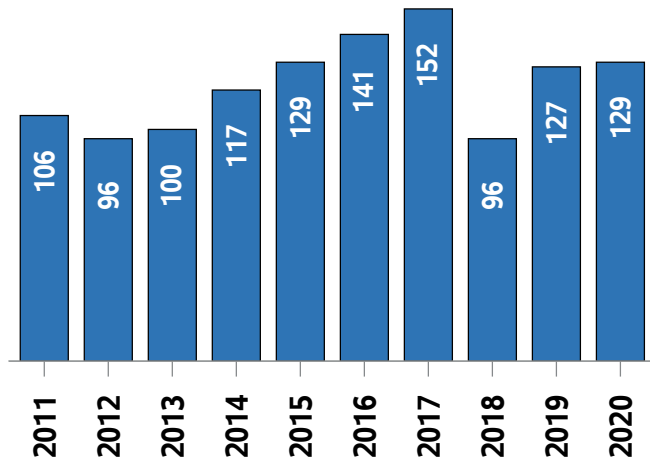
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

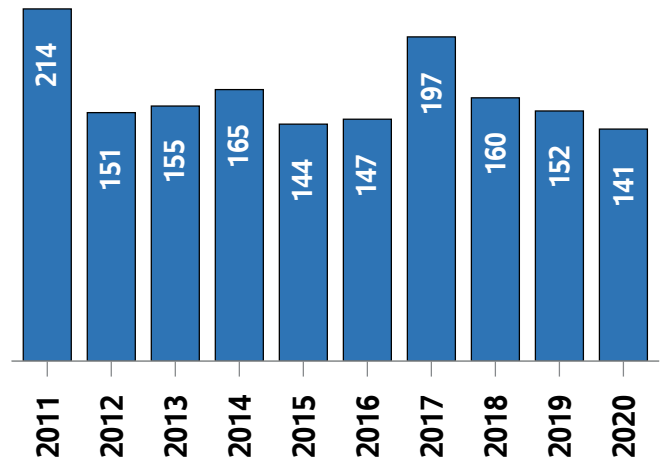
Woodstock - Ingersoll and District

MLS® Single Detached Market Activity

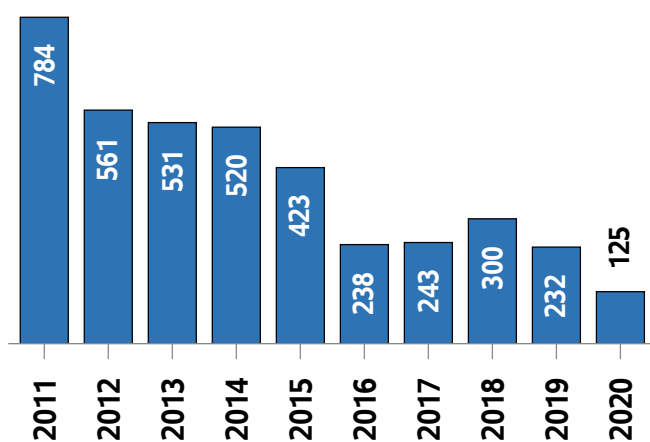
Sales Activity (June only)



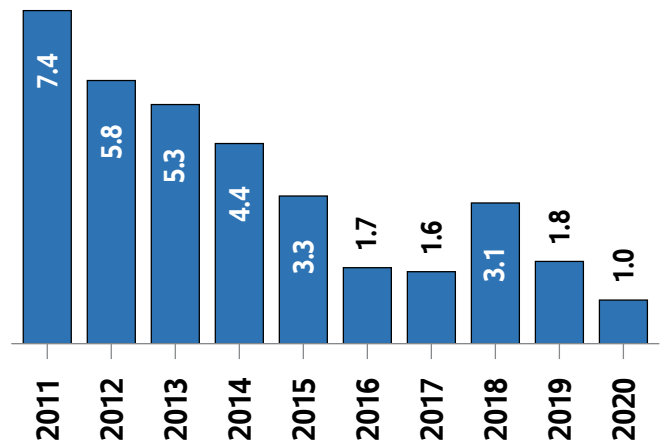
New Listings (June only)



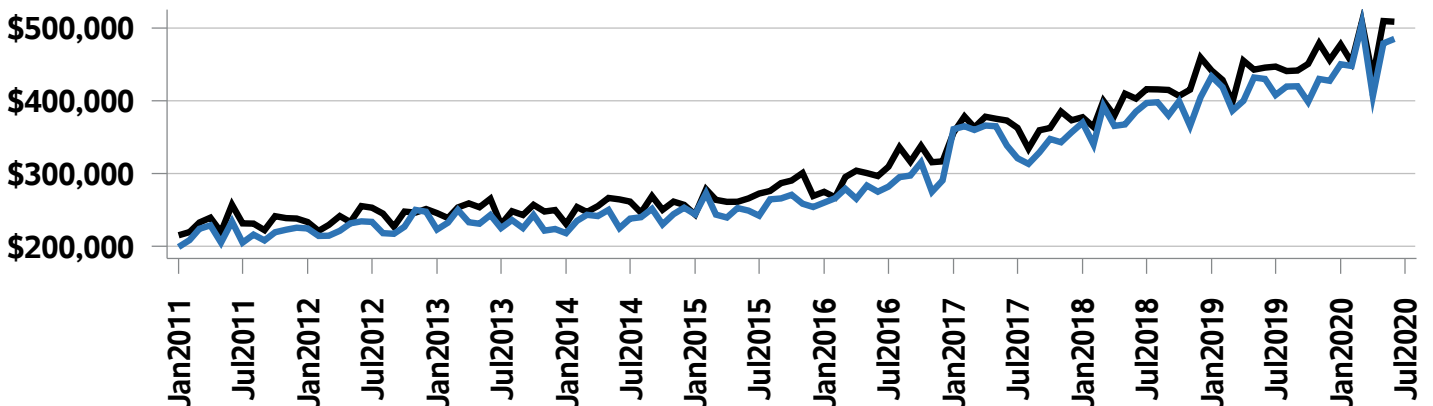
Active Listings (June only)



Months of Inventory (June only)



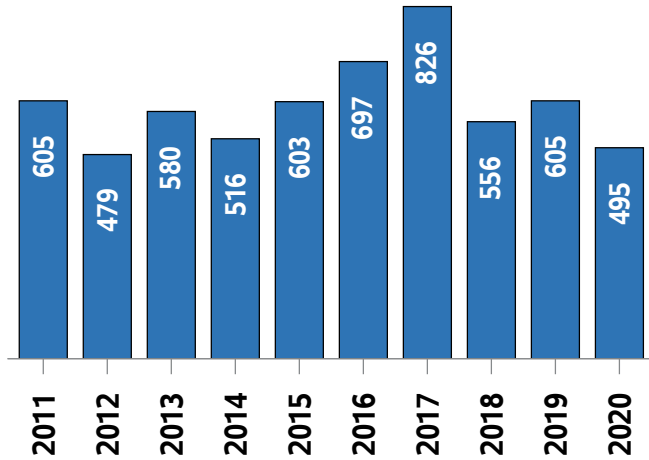
Average Price and Median Price



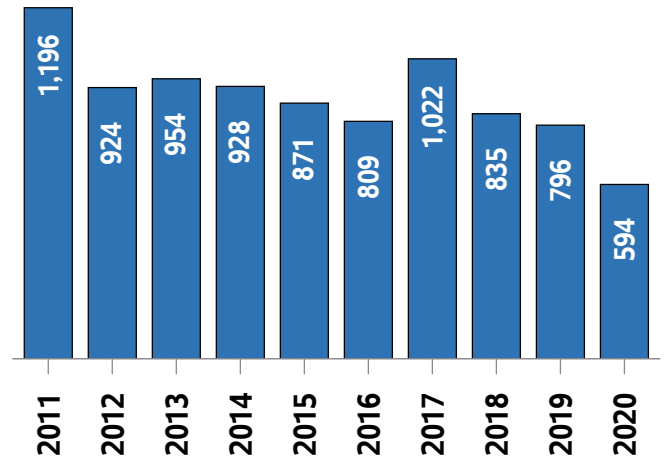
Woodstock - Ingersoll and District

MLS® Single Detached Market Activity

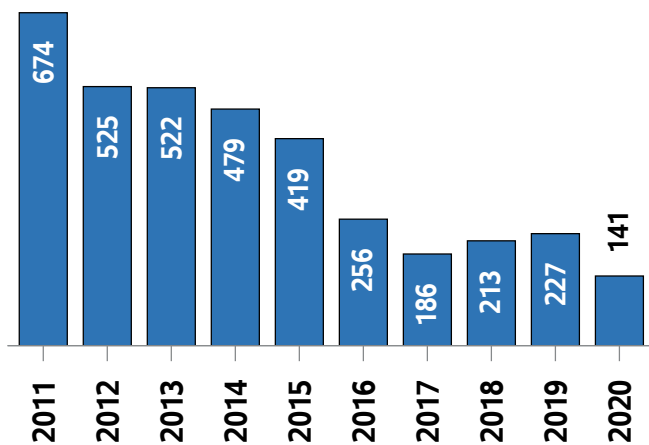
Sales Activity (June Year-to-date)



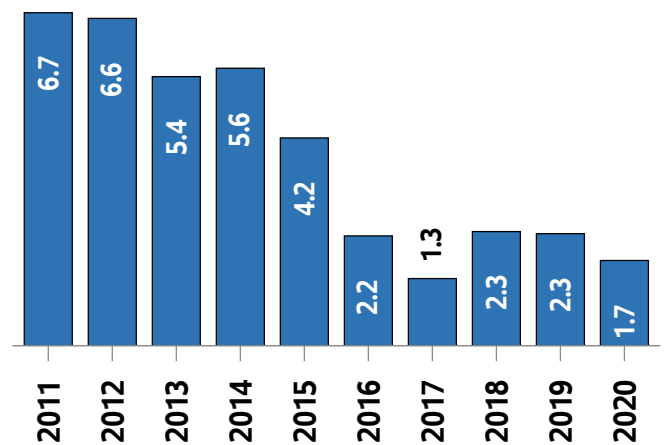
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	129	1.6	34.4	-15.1	0.0	29.0	24.0
Dollar Volume	\$65,626,852	16.0	69.6	15.8	91.4	147.4	189.9
New Listings	141	-7.2	-11.9	-28.4	-2.1	-9.0	-32.9
Active Listings	125	-46.1	-58.3	-48.6	-70.4	-76.5	-83.9
Sales to New Listings Ratio ¹	91.5	83.6	60.0	77.2	89.6	64.5	49.5
Months of Inventory ²	1.0	1.8	3.1	1.6	3.3	5.3	7.5
Average Price	\$508,735	14.2	26.2	36.4	91.4	91.8	133.7
Median Price	\$485,100	12.8	26.0	43.3	94.8	99.6	135.5
Sales to List Price Ratio	100.3	100.6	98.9	100.9	97.6	96.7	96.6
Median Days on Market	19.0	21.0	17.5	15.0	41.0	41.0	50.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	495	-18.2	-11.0	-40.1	-17.9	-14.7	-23.8
Dollar Volume	\$241,254,502	-8.9	10.6	-21.4	52.4	64.2	65.4
New Listings	594	-25.4	-28.9	-41.9	-31.8	-37.7	-51.2
Active Listings ³	141	-37.7	-33.5	-23.9	-66.3	-72.9	-81.3
Sales to New Listings Ratio ⁴	83.3	76.0	66.6	80.8	69.2	60.8	53.5
Months of Inventory ⁵	1.7	2.3	2.3	1.3	4.2	5.4	7.0
Average Price	\$487,383	11.4	24.3	31.1	85.7	92.4	117.2
Median Price	\$469,000	11.7	25.9	30.3	91.4	99.6	123.3
Sales to List Price Ratio	100.0	100.4	100.0	102.4	97.3	97.3	97.1
Median Days on Market	19.0	22.0	16.0	13.0	42.0	49.0	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.

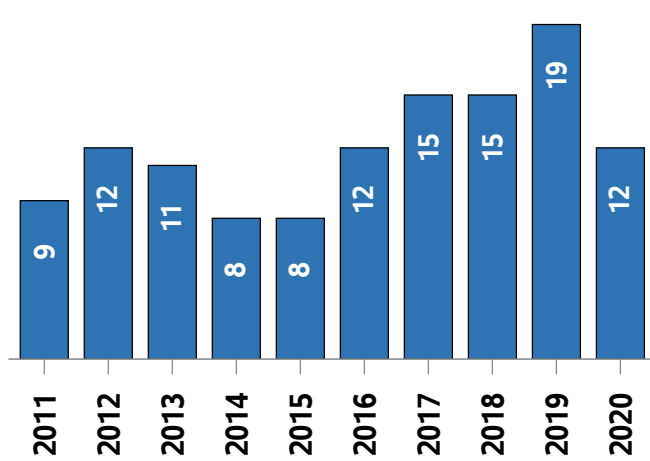
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

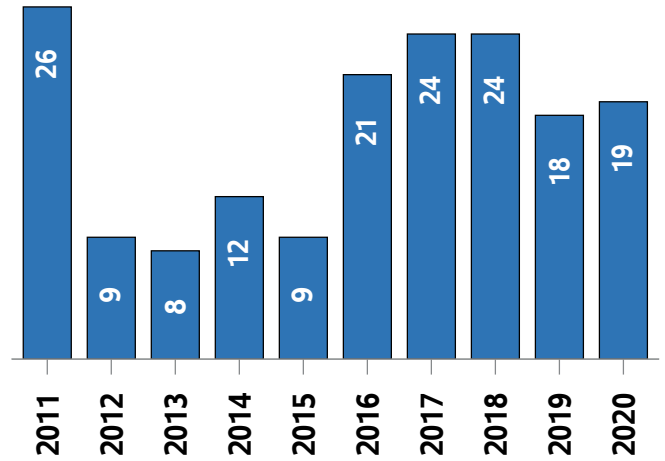
Woodstock - Ingersoll and District

MLS® Semi-Detached Market Activity

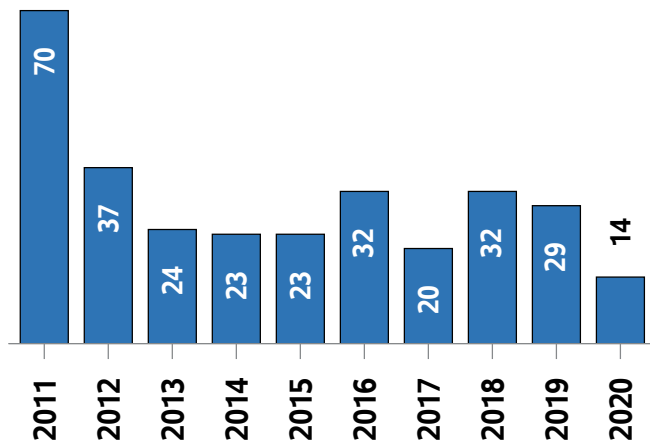
Sales Activity (June only)



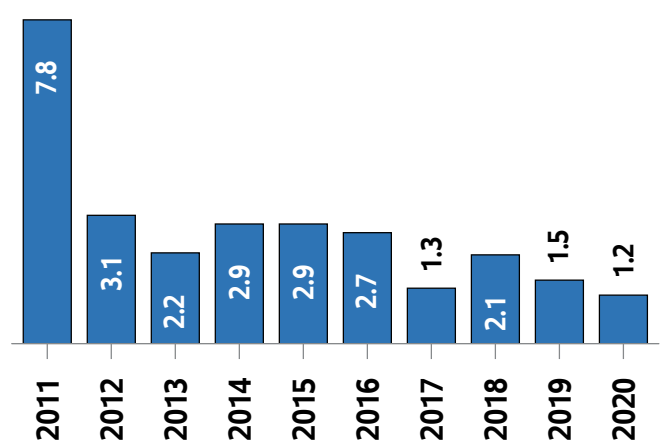
New Listings (June only)



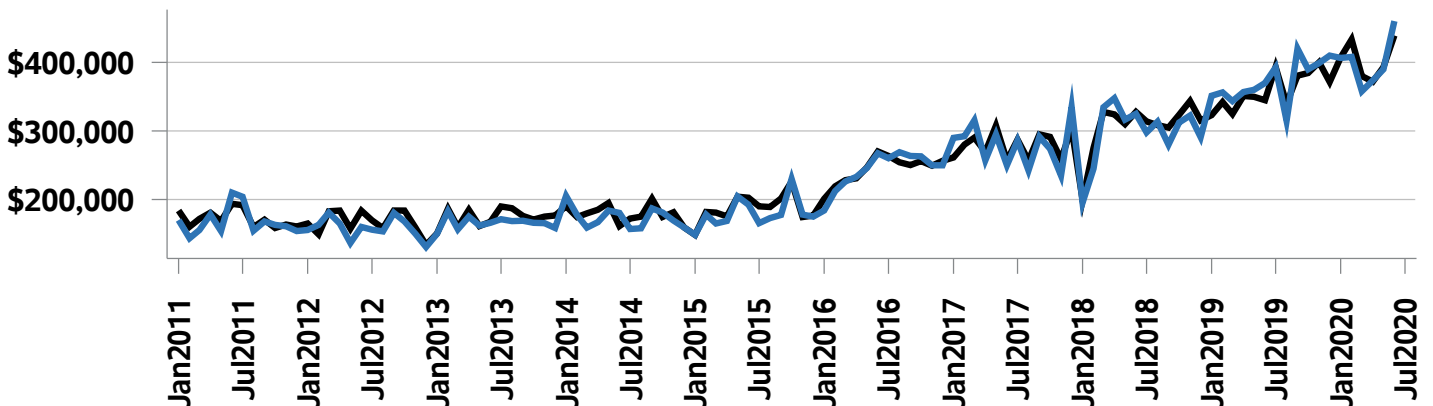
Active Listings (June only)



Months of Inventory (June only)

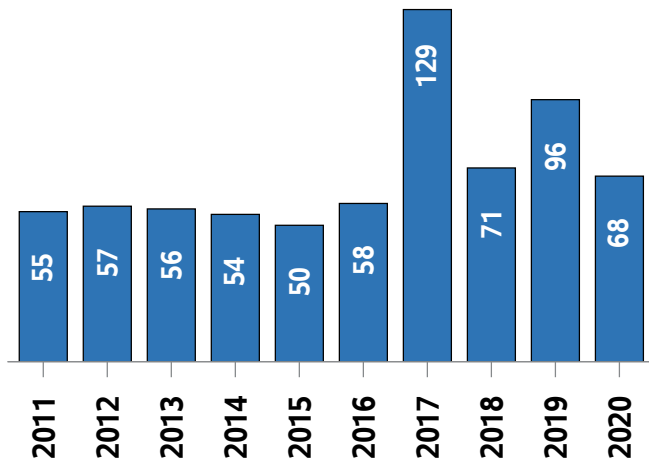


Average Price and Median Price

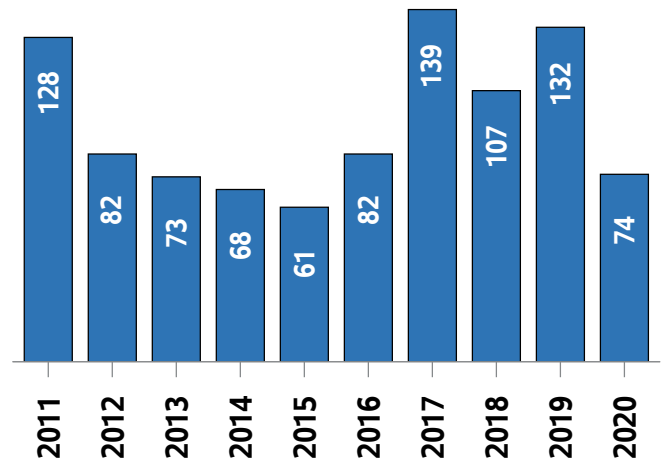


Woodstock - Ingersoll and District MLS® Semi-Detached Market Activity

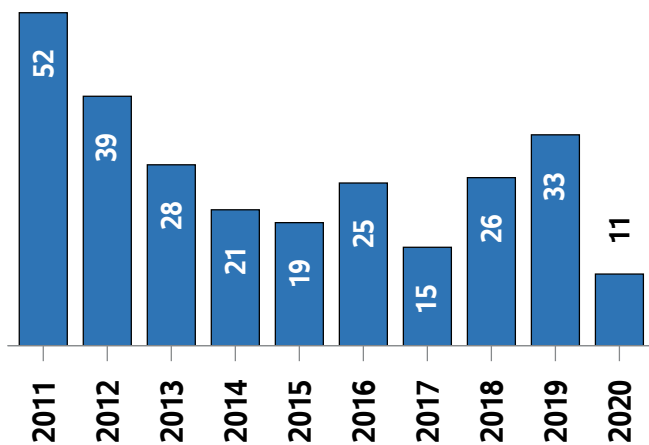
Sales Activity (June Year-to-date)



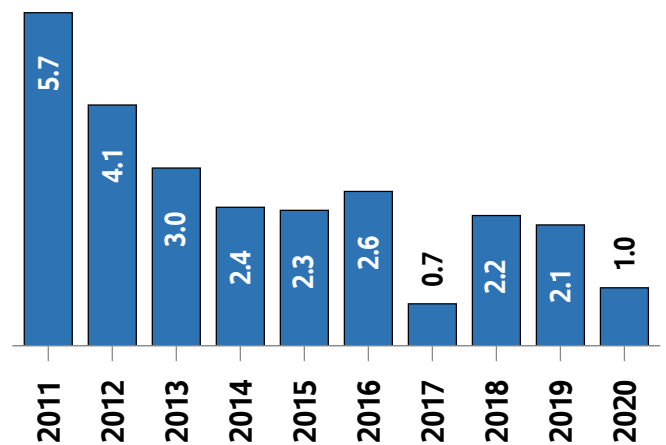
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	-36.8	-20.0	-20.0	50.0	9.1	33.3
Dollar Volume	\$5,271,500	-19.6	7.2	36.8	225.2	186.1	305.6
New Listings	19	5.6	-20.8	-20.8	111.1	137.5	171.4
Active Listings	14	-51.7	-56.3	-30.0	-39.1	-41.7	-67.4
Sales to New Listings Ratio ¹	63.2	105.6	62.5	62.5	88.9	137.5	128.6
Months of Inventory ²	1.2	1.5	2.1	1.3	2.9	2.2	4.8
Average Price	\$439,292	27.4	34.0	71.0	116.8	162.2	204.2
Median Price	\$460,250	24.4	41.6	84.1	139.1	177.3	207.0
Sales to List Price Ratio	103.1	99.7	100.4	100.6	96.8	97.0	97.2
Median Days on Market	9.5	28.0	24.0	13.0	38.5	38.0	50.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	68	-29.2	-4.2	-47.3	36.0	21.4	30.8
Dollar Volume	\$27,992,114	-14.7	27.4	-22.7	201.4	194.0	244.5
New Listings	74	-43.9	-30.8	-46.8	21.3	1.4	-11.9
Active Listings ³	11	-66.0	-57.3	-27.2	-41.7	-60.4	-75.0
Sales to New Listings Ratio ⁴	91.9	72.7	66.4	92.8	82.0	76.7	61.9
Months of Inventory ⁵	1.0	2.1	2.2	0.7	2.3	3.0	5.2
Average Price	\$411,649	20.4	33.0	46.7	121.7	142.1	163.4
Median Price	\$406,498	14.9	29.9	45.2	132.3	145.6	164.0
Sales to List Price Ratio	103.1	101.2	101.2	103.8	96.9	97.1	97.1
Median Days on Market	20.5	17.5	14.0	13.0	28.0	39.0	44.0

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

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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.

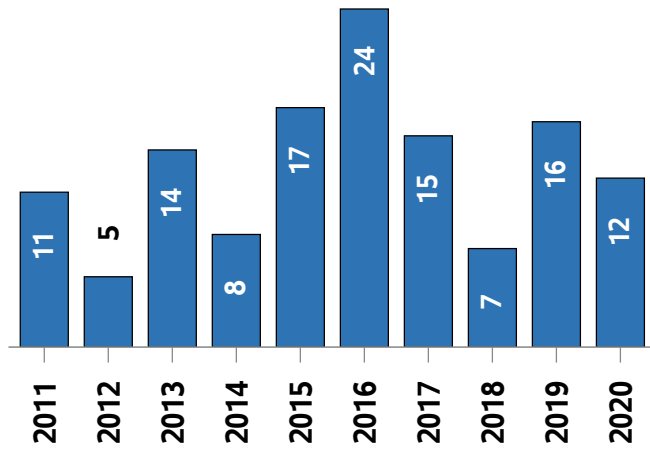
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

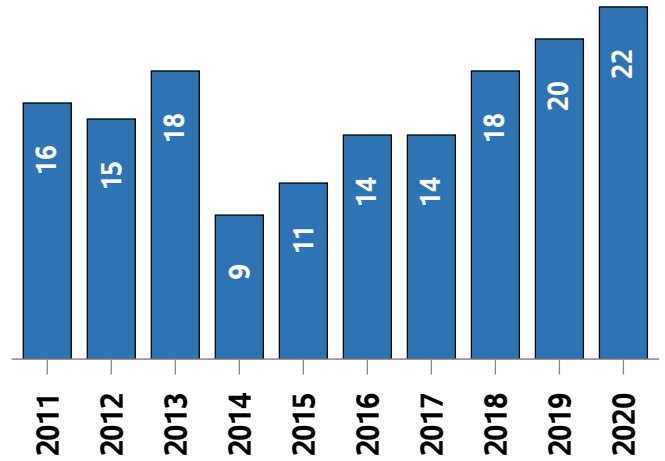
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock - Ingersoll and District MLS® Condo Market Activity

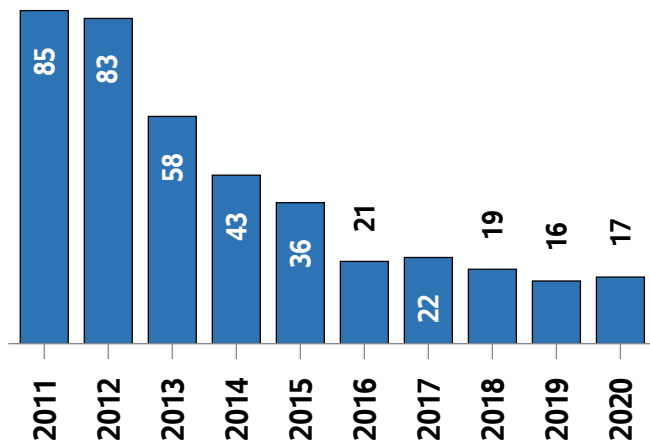
Sales Activity (June only)



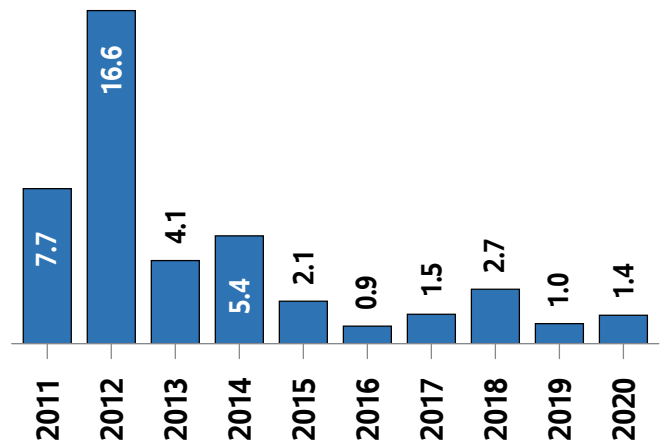
New Listings (June only)



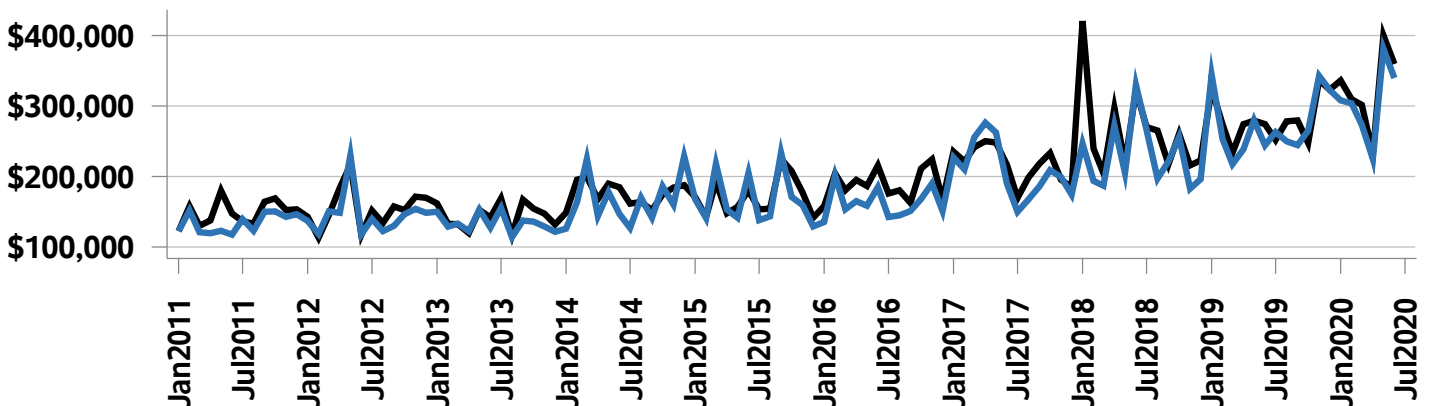
Active Listings (June only)



Months of Inventory (June only)

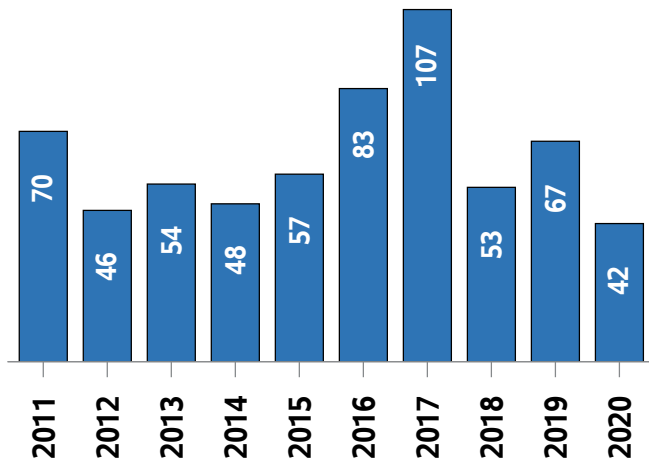


Average Price and Median Price

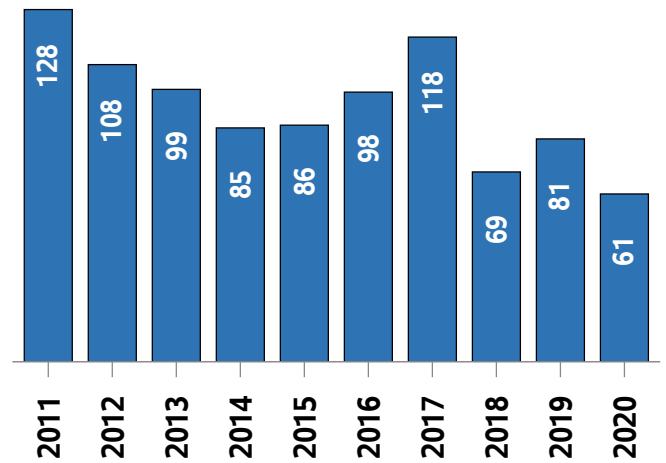


Woodstock - Ingersoll and District MLS® Condo Market Activity

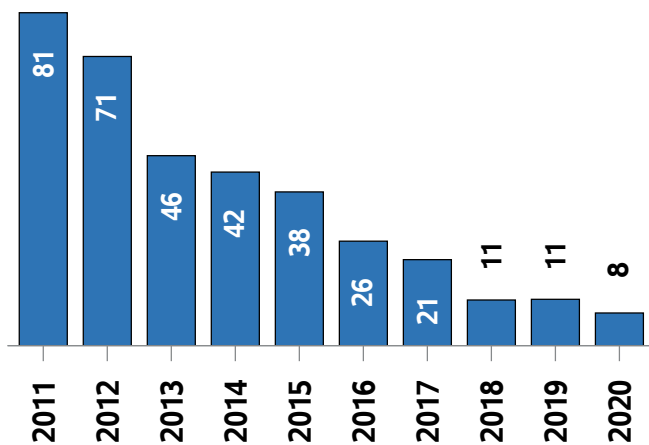
Sales Activity (June Year-to-date)



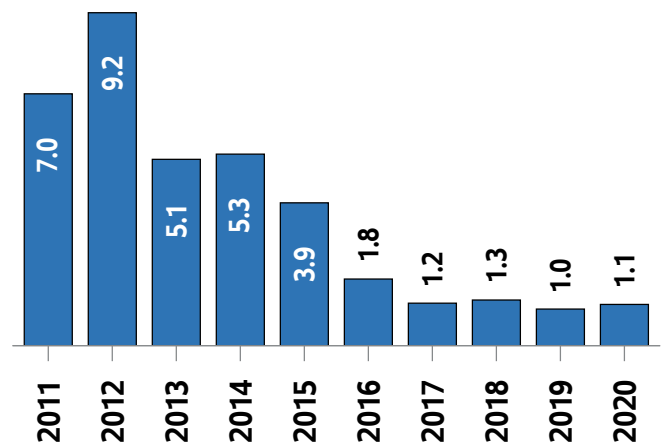
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	-25.0	71.4	-20.0	-29.4	-14.3	-20.0
Dollar Volume	\$4,314,200	-1.7	91.1	32.8	40.7	117.2	91.2
New Listings	22	10.0	22.2	57.1	100.0	22.2	-21.4
Active Listings	17	6.3	-10.5	-22.7	-52.8	-70.7	-81.3
Sales to New Listings Ratio ¹	54.5	80.0	38.9	107.1	154.5	77.8	53.6
Months of Inventory ²	1.4	1.0	2.7	1.5	2.1	4.1	6.1
Average Price	\$359,517	31.1	11.5	66.0	99.4	153.4	138.9
Median Price	\$339,700	39.1	3.0	78.9	65.7	166.5	134.3
Sales to List Price Ratio	100.9	101.8	98.3	101.6	99.0	95.8	97.6
Median Days on Market	19.5	13.5	21.0	15.0	56.0	57.0	33.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	42	-37.3	-20.8	-60.7	-26.3	-22.2	-26.3
Dollar Volume	\$14,084,650	-24.4	-1.2	-44.3	46.9	89.0	62.9
New Listings	61	-24.7	-11.6	-48.3	-29.1	-38.4	-49.6
Active Listings ³	8	-29.4	-28.4	-61.9	-78.7	-82.7	-90.0
Sales to New Listings Ratio ⁴	68.9	82.7	76.8	90.7	66.3	54.5	47.1
Months of Inventory ⁵	1.1	1.0	1.3	1.2	3.9	5.1	8.4
Average Price	\$335,349	20.6	24.7	41.8	99.4	143.0	121.0
Median Price	\$315,000	26.1	37.0	44.5	103.2	139.5	133.3
Sales to List Price Ratio	103.4	102.4	100.8	104.6	98.4	96.1	97.3
Median Days on Market	19.5	14.0	18.0	17.0	51.0	44.0	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.

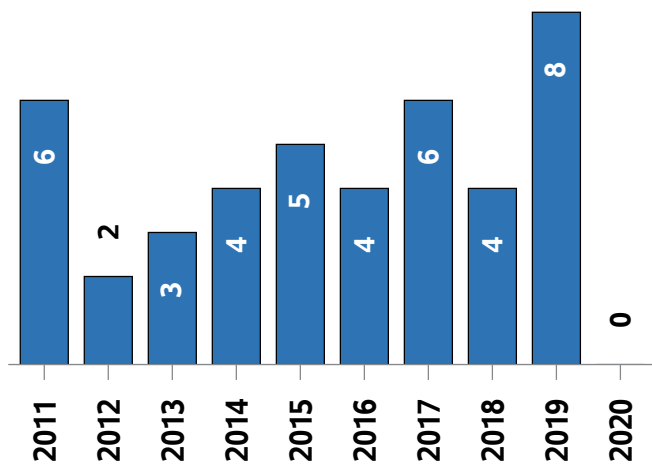
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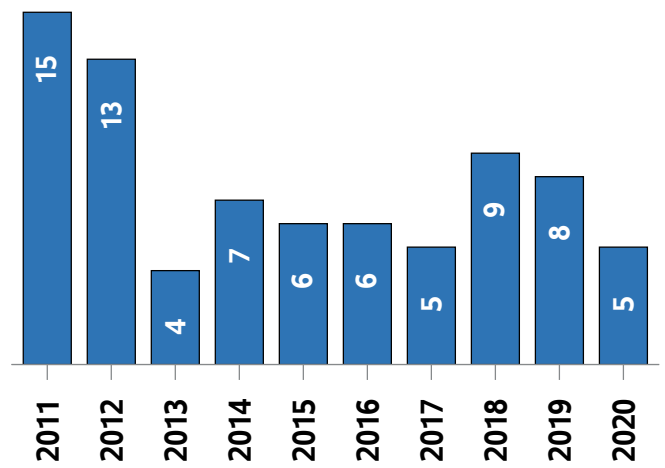
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blandford-Blenheim Twp MLS® Residential Market Activity

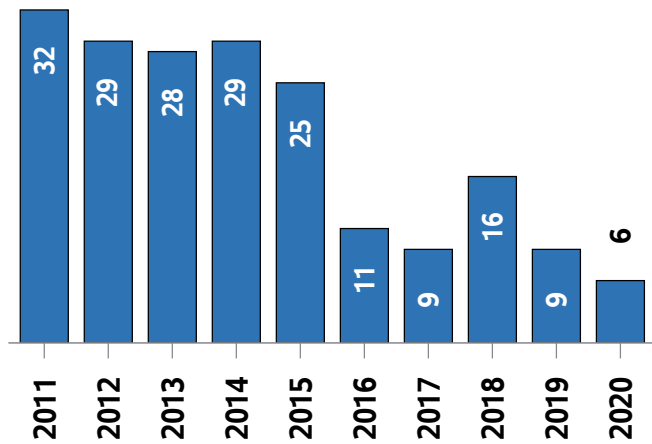
Sales Activity (June only)



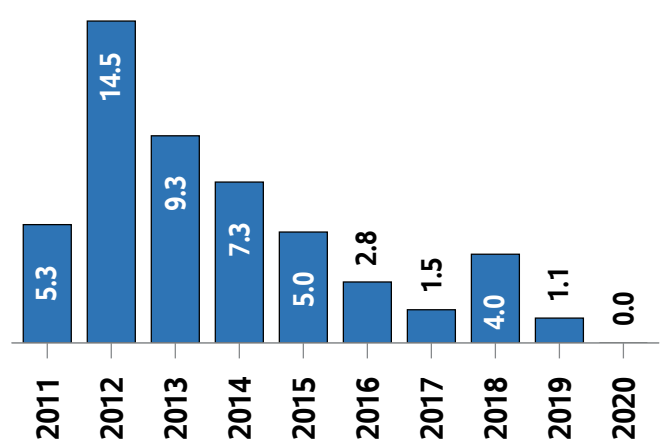
New Listings (June only)



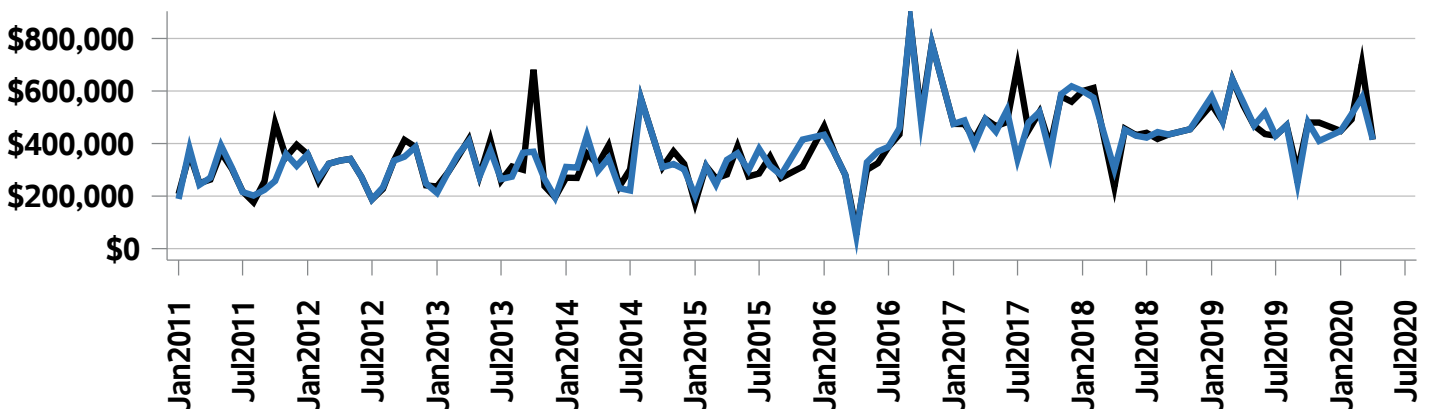
Active Listings (June only)



Months of Inventory (June only)

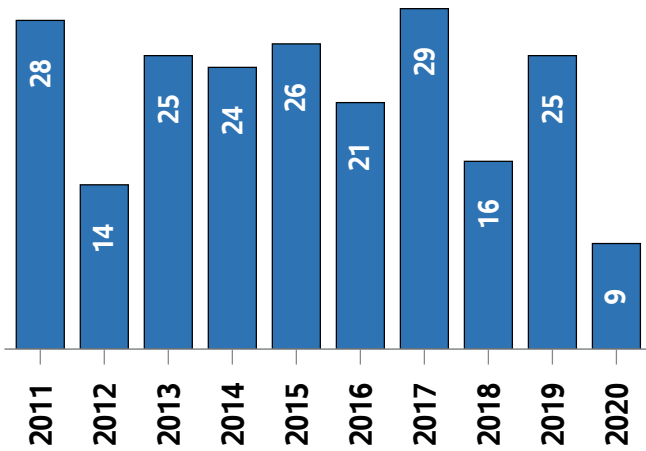


Average Price and Median Price

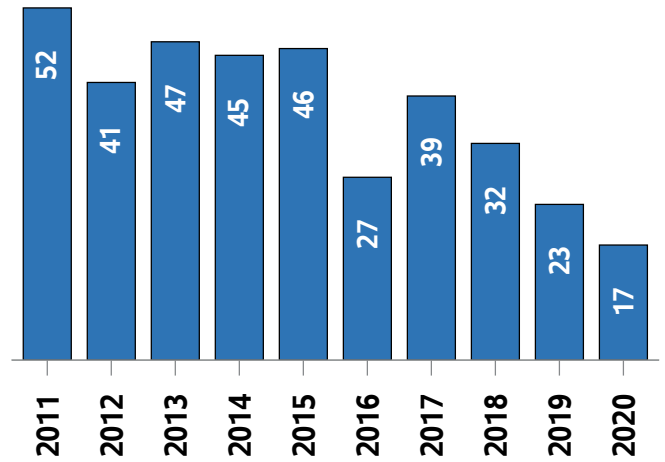


Blandford-Blenheim Twp MLS® Residential Market Activity

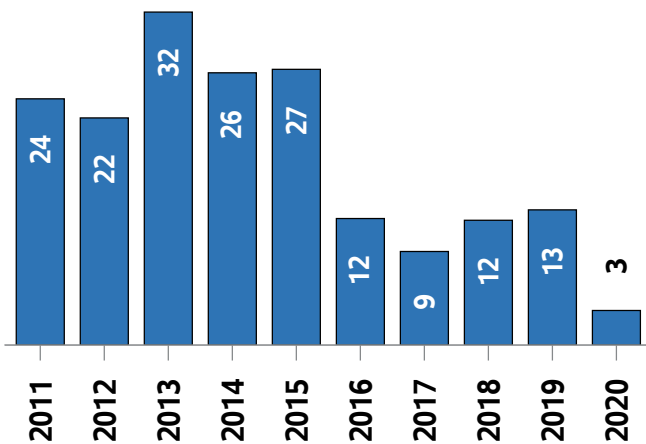
Sales Activity (June Year-to-date)



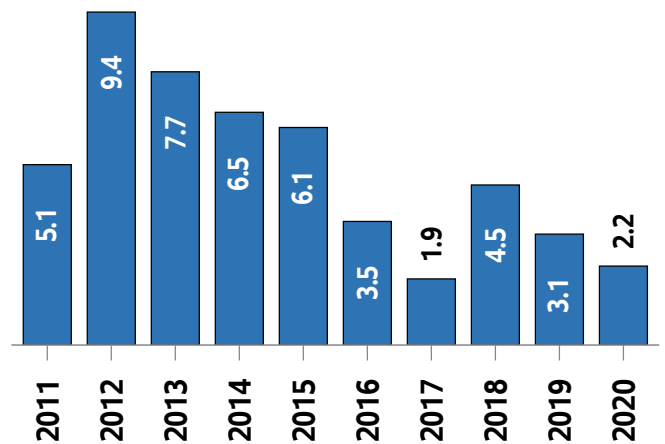
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Dollar Volume	\$0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
New Listings	5	-37.5	-44.4	0.0	-16.7	25.0	-50.0
Active Listings	6	-33.3	-62.5	-33.3	-76.0	-78.6	-84.6
Sales to New Listings Ratio ¹	0.0	100.0	44.4	120.0	83.3	75.0	40.0
Months of Inventory ²	0.0	1.1	4.0	1.5	5.0	9.3	9.8
Average Price	\$0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Median Price	\$0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Sales to List Price Ratio	0.0	97.2	99.4	97.7	93.6	98.0	96.1
Median Days on Market	0.0	72.0	7.0	34.0	19.0	28.0	74.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	9	-64.0	-43.8	-69.0	-65.4	-64.0	-65.4
Dollar Volume	\$4,940,400	-61.3	-30.9	-63.5	-33.1	-40.7	-20.6
New Listings	17	-26.1	-46.9	-56.4	-63.0	-63.8	-72.1
Active Listings ³	3	-74.4	-72.2	-63.0	-87.4	-89.6	-90.1
Sales to New Listings Ratio ⁴	52.9	108.7	50.0	74.4	56.5	53.2	42.6
Months of Inventory ⁵	2.2	3.1	4.5	1.9	6.1	7.7	7.8
Average Price	\$548,933	7.6	22.8	17.5	93.4	64.6	129.4
Median Price	\$545,000	-2.1	22.9	21.1	88.7	57.5	98.2
Sales to List Price Ratio	99.3	98.4	99.5	102.0	95.3	98.2	96.1
Median Days on Market	30.0	78.0	14.5	17.0	59.0	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.

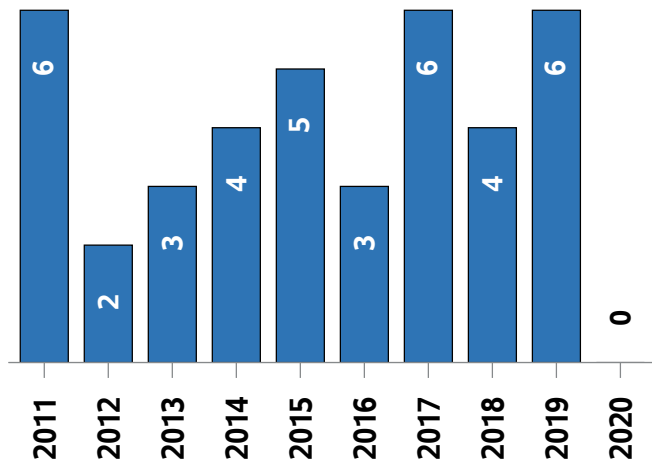
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

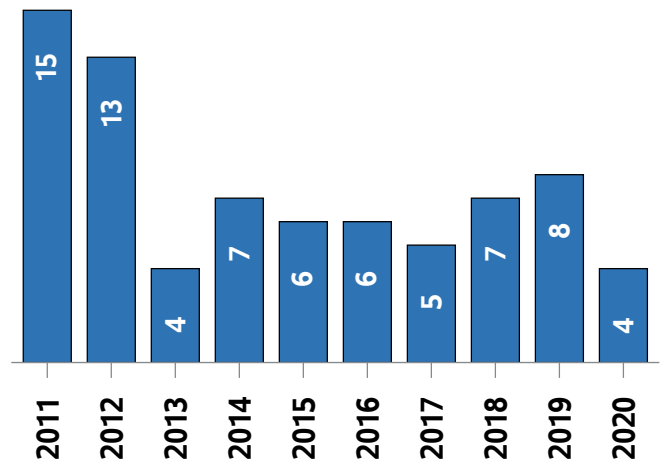
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blandford-Blenheim Twp MLS® Single Detached Market Activity

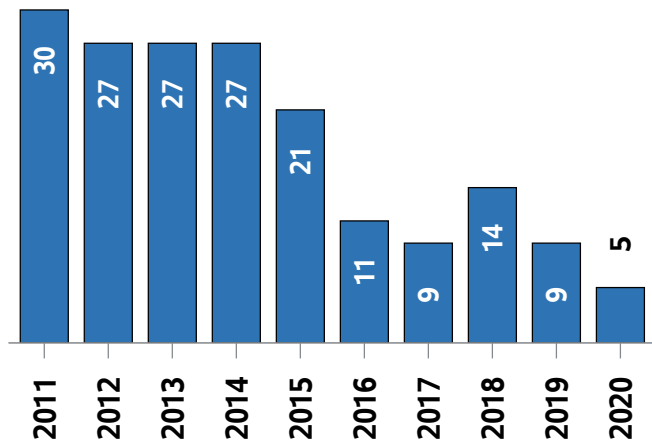
Sales Activity (June only)



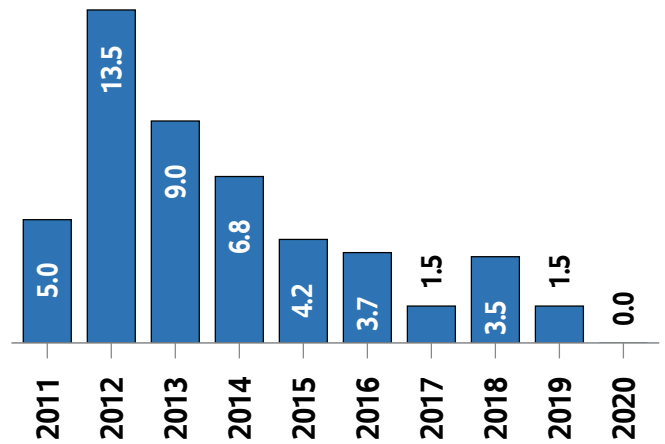
New Listings (June only)



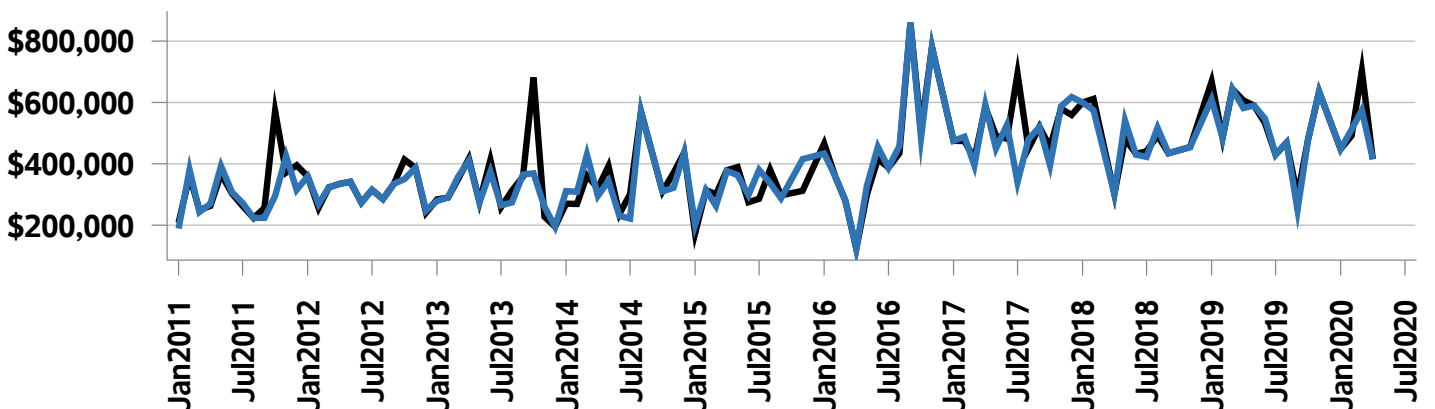
Active Listings (June only)



Months of Inventory (June only)

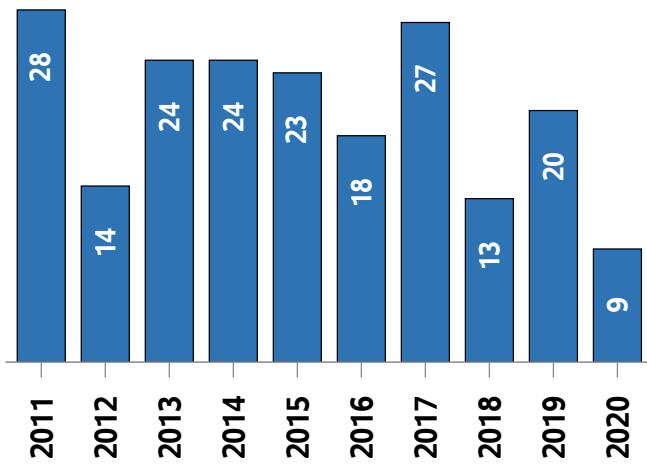


Average Price and Median Price

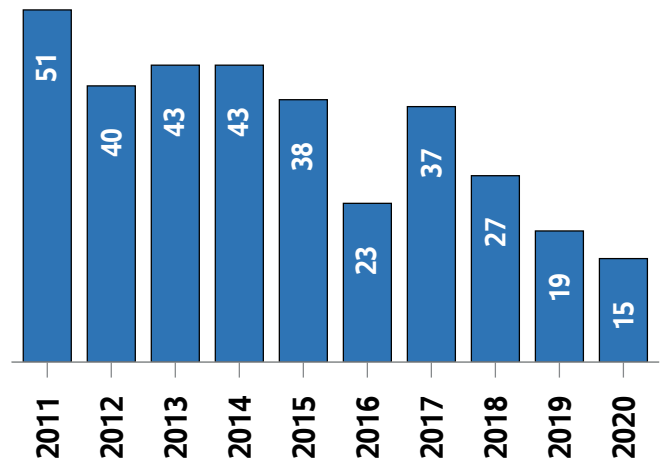


Blandford-Blenheim Twp MLS® Single Detached Market Activity

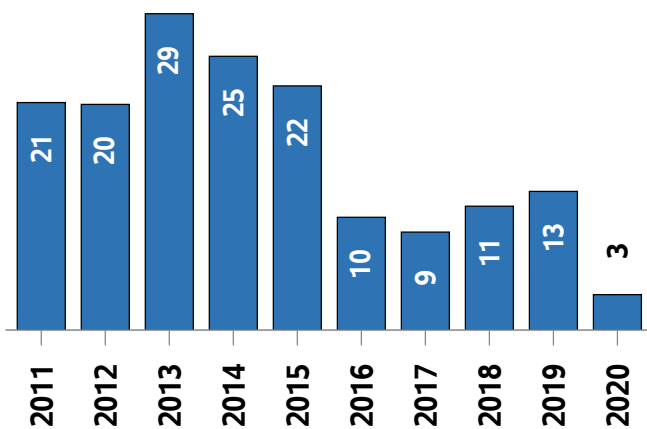
Sales Activity (June Year-to-date)



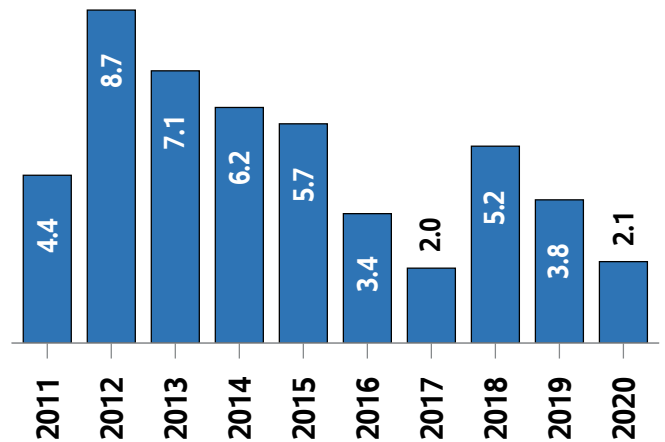
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Dollar Volume	\$0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
New Listings	4	-50.0	-42.9	-20.0	-33.3	0.0	-50.0
Active Listings	5	-44.4	-64.3	-44.4	-76.2	-81.5	-84.8
Sales to New Listings Ratio ¹	0.0	75.0	57.1	120.0	83.3	75.0	50.0
Months of Inventory ²	0.0	1.5	3.5	1.5	4.2	9.0	8.3
Average Price	\$0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Median Price	\$0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Sales to List Price Ratio	0.0	100.1	99.4	97.7	93.6	98.0	96.1
Median Days on Market	0.0	105.5	7.0	34.0	19.0	28.0	74.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	9	-55.0	-30.8	-66.7	-60.9	-62.5	-59.1
Dollar Volume	\$4,940,400	-58.4	-22.8	-62.4	-30.4	-40.4	-15.0
New Listings	15	-21.1	-44.4	-59.5	-60.5	-65.1	-70.6
Active Listings ³	3	-74.4	-71.3	-63.8	-85.5	-88.8	-89.0
Sales to New Listings Ratio ⁴	60.0	105.3	48.1	73.0	60.5	55.8	43.1
Months of Inventory ⁵	2.1	3.8	5.2	2.0	5.7	7.1	7.9
Average Price	\$548,933	-7.5	11.6	12.9	77.8	58.9	107.8
Median Price	\$545,000	-4.5	11.2	14.7	82.6	55.1	89.7
Sales to List Price Ratio	99.3	99.8	99.7	102.3	95.5	98.3	96.7
Median Days on Market	30.0	111.0	13.0	17.0	46.0	75.0	75.0

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.

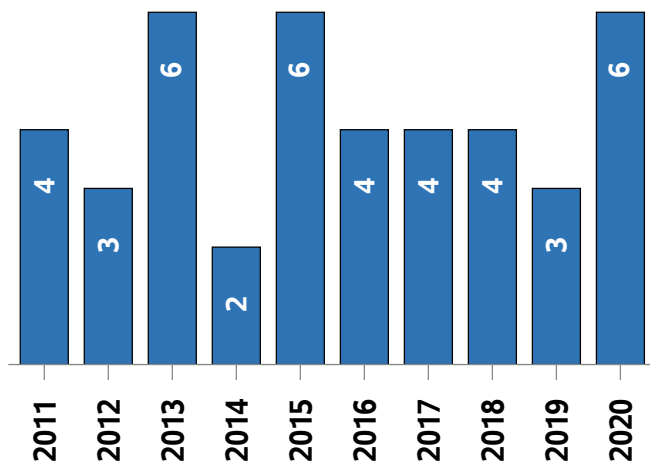
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

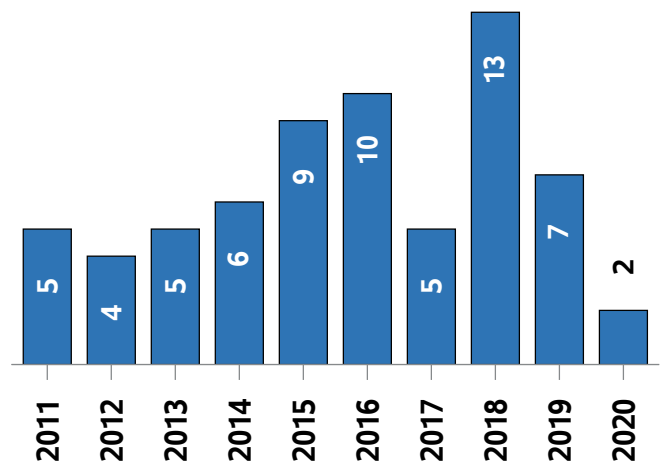
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

East Zorra-Tavistock Twp MLS® Residential Market Activity

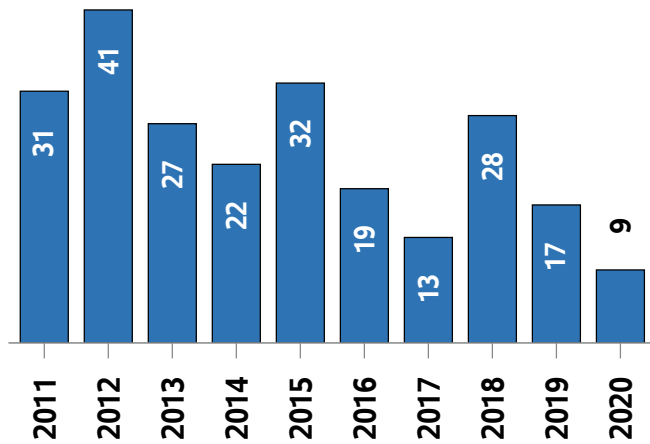
Sales Activity (June only)



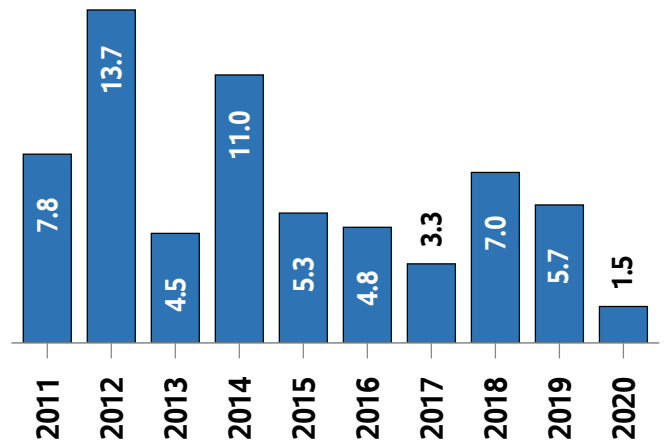
New Listings (June only)



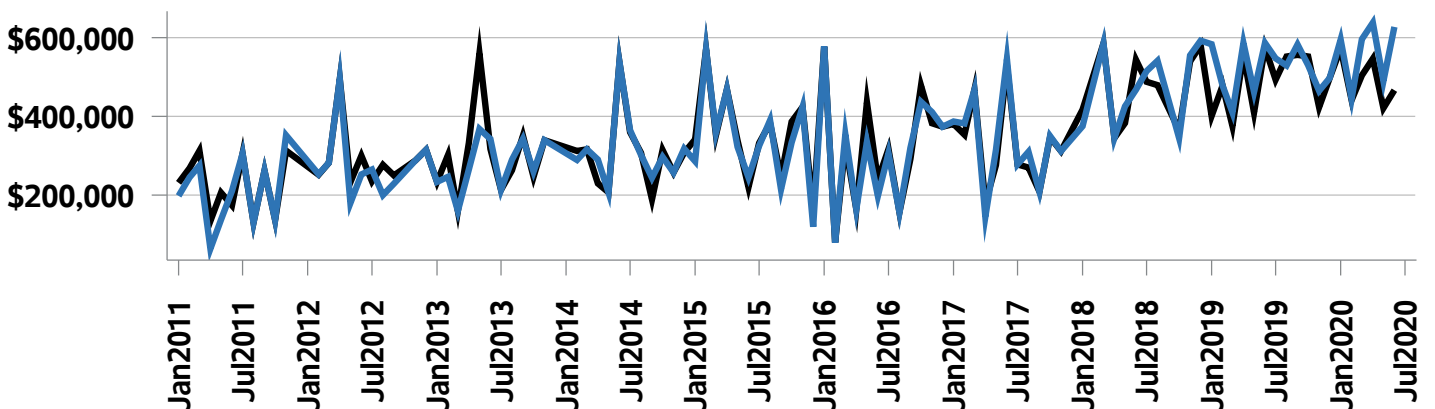
Active Listings (June only)



Months of Inventory (June only)

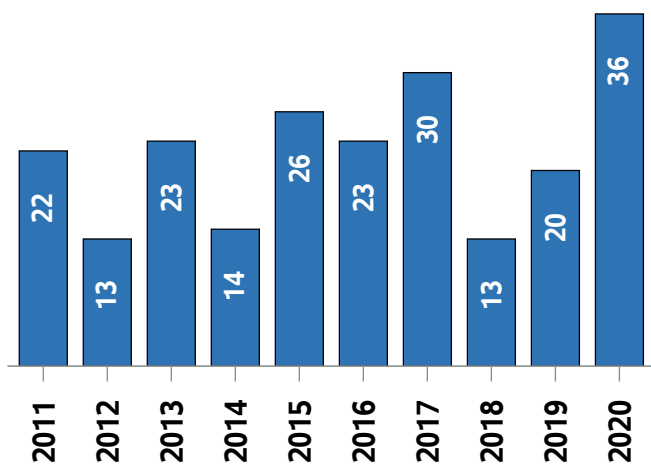


Average Price and Median Price

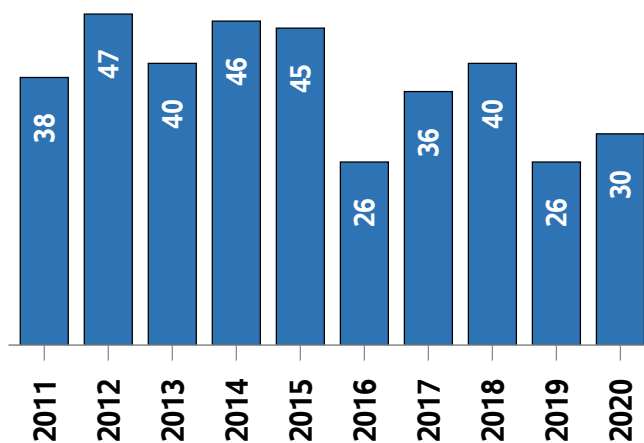


East Zorra-Tavistock Twp MLS® Residential Market Activity

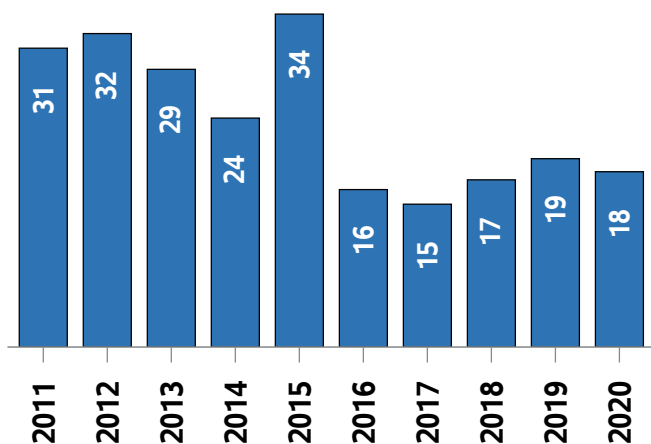
Sales Activity (June Year-to-date)



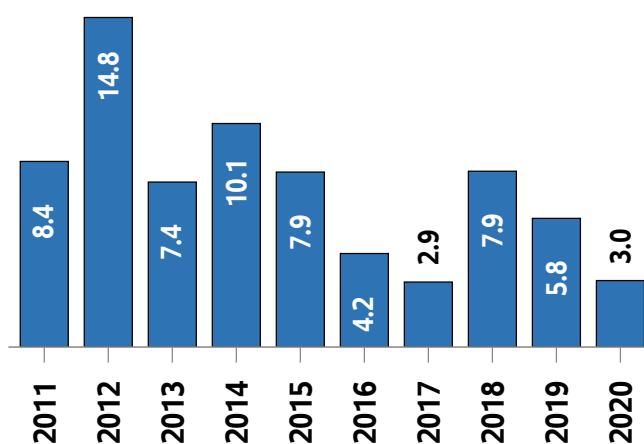
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	6	100.0	50.0	50.0	0.0	0.0	500.0
Dollar Volume	\$2,799,189	62.2	28.7	32.2	111.8	47.1	1,232.9
New Listings	2	-71.4	-84.6	-60.0	-77.8	-60.0	-60.0
Active Listings	9	-47.1	-67.9	-30.8	-71.9	-66.7	-60.9
Sales to New Listings Ratio ¹	300.0	42.9	30.8	80.0	66.7	120.0	20.0
Months of Inventory ²	1.5	5.7	7.0	3.3	5.3	4.5	23.0
Average Price	\$466,531	-18.9	-14.2	-11.9	111.8	47.1	122.2
Median Price	\$627,324	7.0	34.1	15.0	156.1	83.2	198.7
Sales to List Price Ratio	98.9	97.3	96.5	101.2	97.5	98.1	97.7
Median Days on Market	108.0	121.0	109.0	24.5	136.0	89.0	375.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	36	80.0	176.9	20.0	38.5	56.5	111.8
Dollar Volume	\$18,009,001	90.8	205.8	69.0	102.8	126.8	496.0
New Listings	30	15.4	-25.0	-16.7	-33.3	-25.0	-6.3
Active Listings ³	18	-6.9	4.9	22.7	-47.3	-36.8	-28.5
Sales to New Listings Ratio ⁴	120.0	76.9	32.5	83.3	57.8	57.5	53.1
Months of Inventory ⁵	3.0	5.8	7.9	2.9	7.9	7.4	8.9
Average Price	\$500,250	6.0	10.4	40.8	46.4	44.9	181.5
Median Price	\$602,842	13.3	60.8	60.4	84.5	92.0	212.4
Sales to List Price Ratio	98.1	102.0	98.5	97.3	98.2	96.3	94.8
Median Days on Market	60.5	54.5	53.0	36.5	69.5	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.

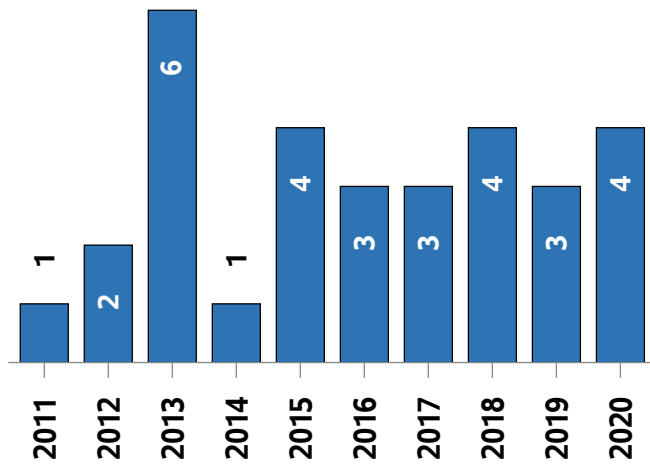
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

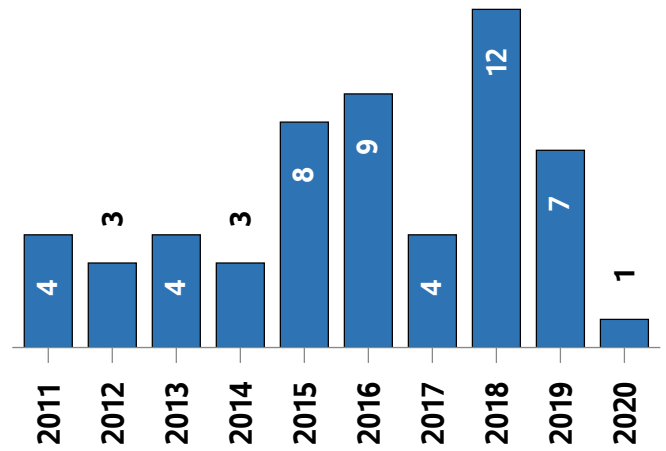
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

East Zorra-Tavistock Twp MLS® Single Detached Market Activity

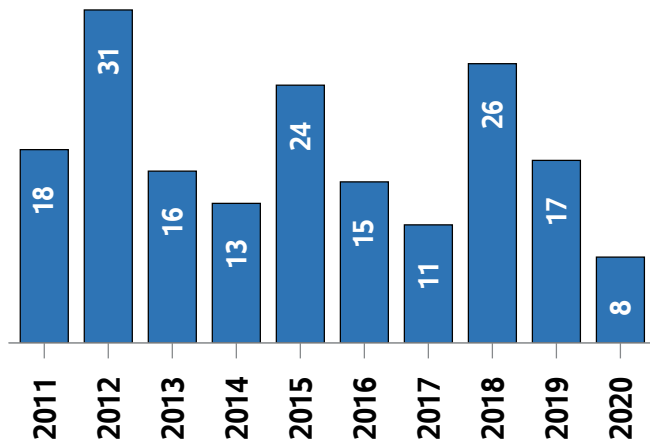
Sales Activity (June only)



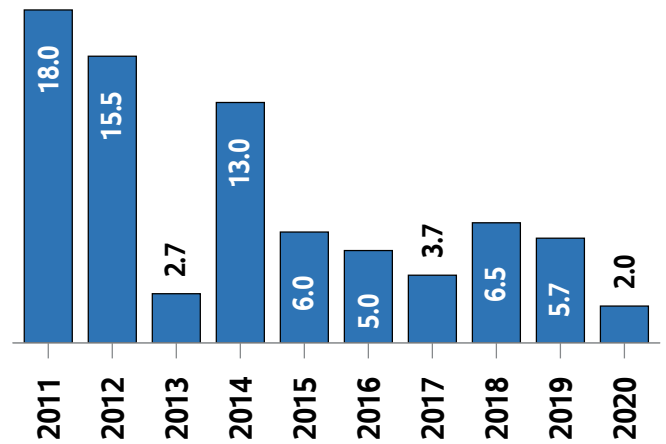
New Listings (June only)



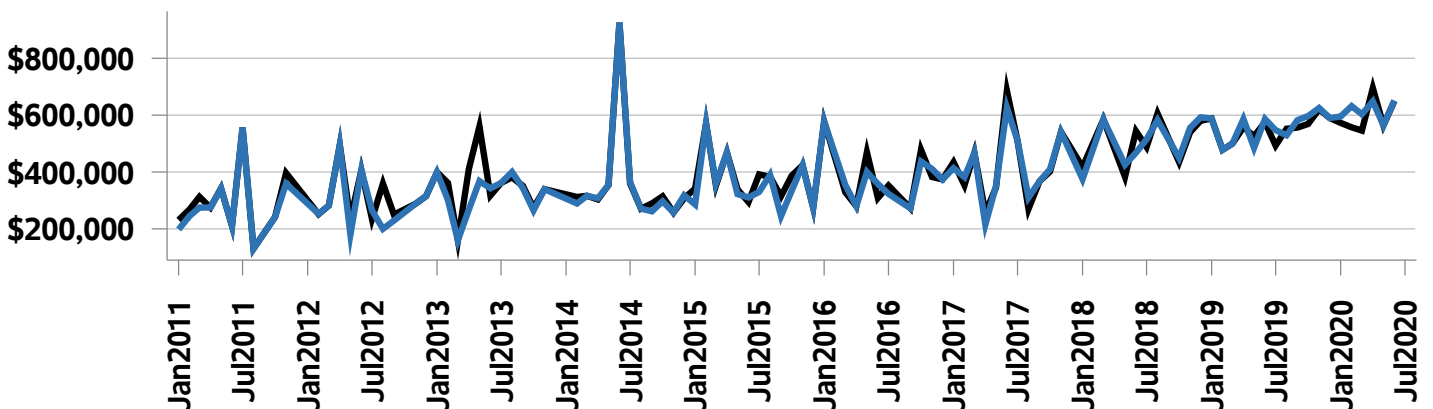
Active Listings (June only)



Months of Inventory (June only)

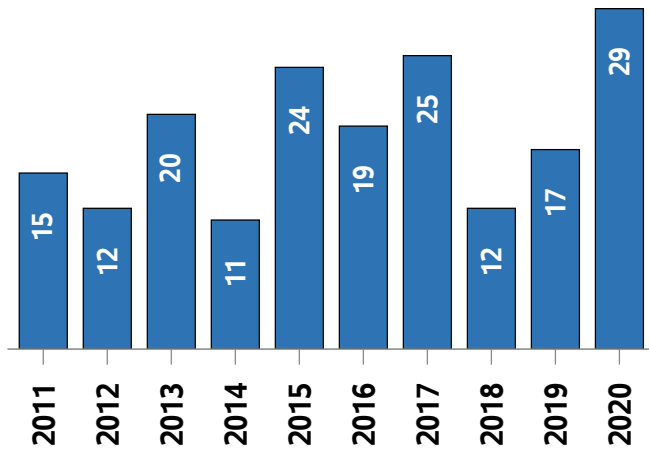


Average Price and Median Price

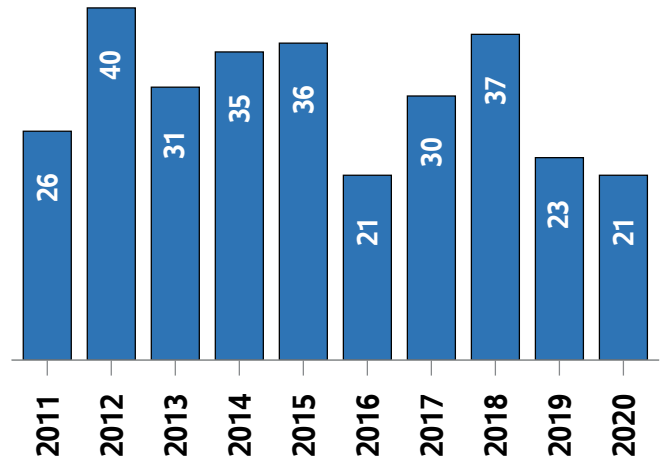


East Zorra-Tavistock Twp MLS® Single Detached Market Activity

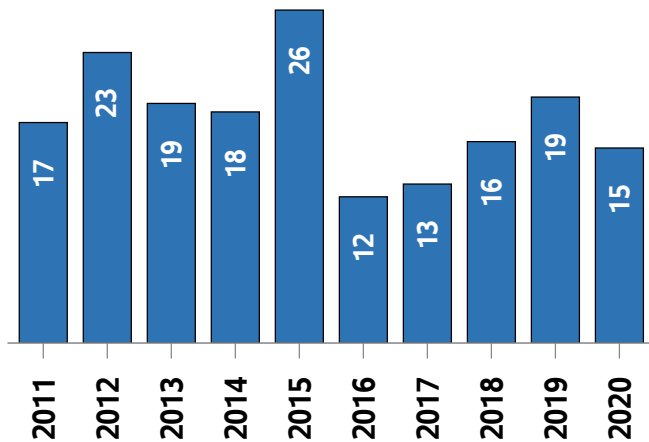
Sales Activity (June Year-to-date)



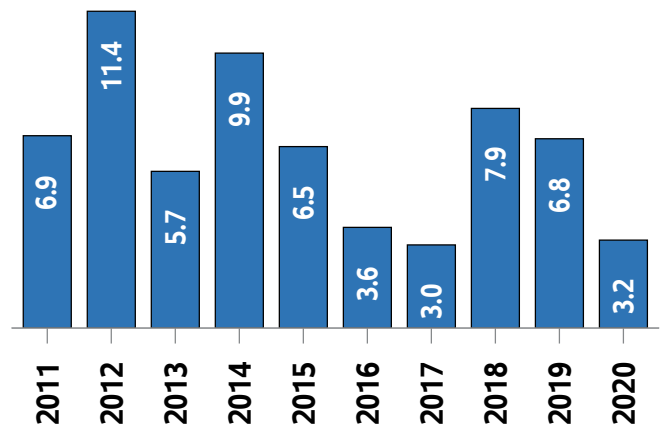
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	4	33.3	0.0	33.3	0.0	-33.3	300.0
Dollar Volume	\$2,597,689	50.5	19.4	26.3	120.6	36.5	1,137.0
New Listings	1	-85.7	-91.7	-75.0	-87.5	-75.0	-75.0
Active Listings	8	-52.9	-69.2	-27.3	-66.7	-50.0	-50.0
Sales to New Listings Ratio ¹	400.0	42.9	33.3	75.0	50.0	150.0	25.0
Months of Inventory ²	2.0	5.7	6.5	3.7	6.0	2.7	16.0
Average Price	\$649,422	12.9	19.4	-5.2	120.6	104.7	209.2
Median Price	\$651,521	11.1	39.3	4.1	110.0	90.2	210.2
Sales to List Price Ratio	101.4	97.3	96.5	103.1	98.7	98.1	97.7
Median Days on Market	158.0	121.0	109.0	13.0	71.0	89.0	375.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	29	70.6	141.7	16.0	20.8	45.0	163.6
Dollar Volume	\$16,948,501	83.8	205.7	63.9	94.0	117.6	553.8
New Listings	21	-8.7	-43.2	-30.0	-41.7	-32.3	-8.7
Active Listings ³	15	-20.7	-3.2	22.7	-41.4	-18.6	-3.2
Sales to New Listings Ratio ⁴	138.1	73.9	32.4	83.3	66.7	64.5	47.8
Months of Inventory ⁵	3.2	6.8	7.9	3.0	6.5	5.7	8.6
Average Price	\$584,431	7.7	26.5	41.3	60.5	50.0	148.0
Median Price	\$619,900	6.3	36.2	56.9	79.7	82.3	170.8
Sales to List Price Ratio	98.7	101.7	98.5	97.3	98.4	96.8	96.8
Median Days on Market	93.0	65.0	56.0	36.0	62.0	47.5	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.

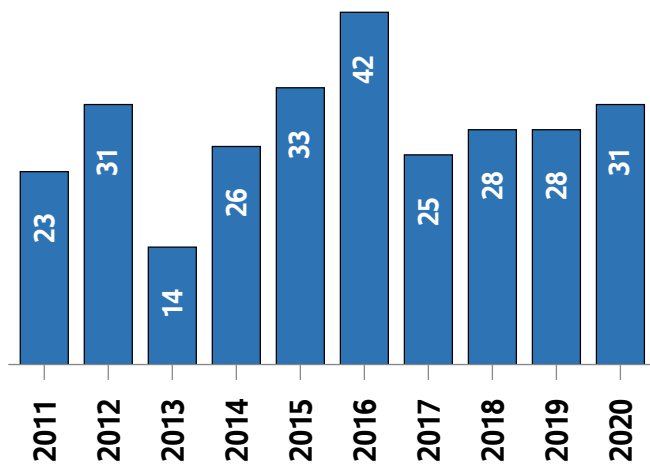
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

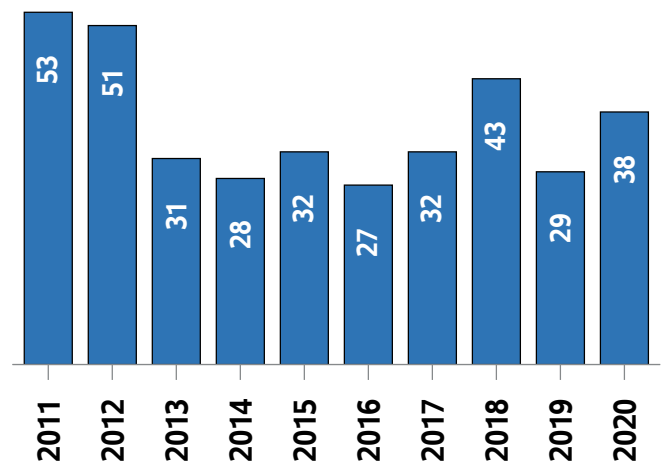
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Residential Market Activity

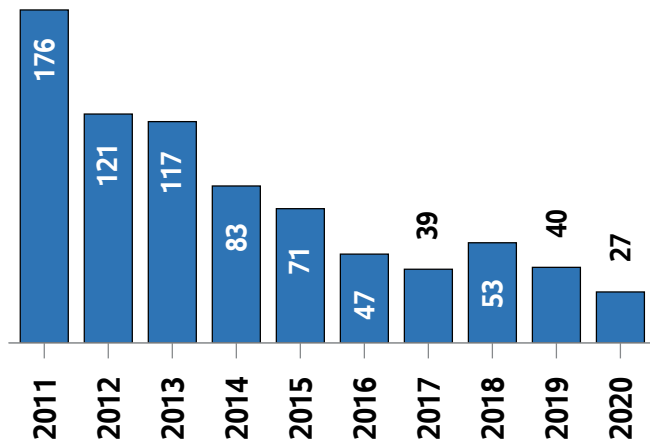
Sales Activity (June only)



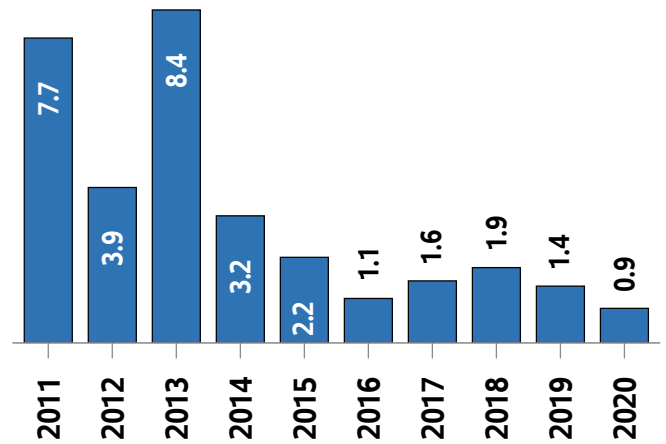
New Listings (June only)



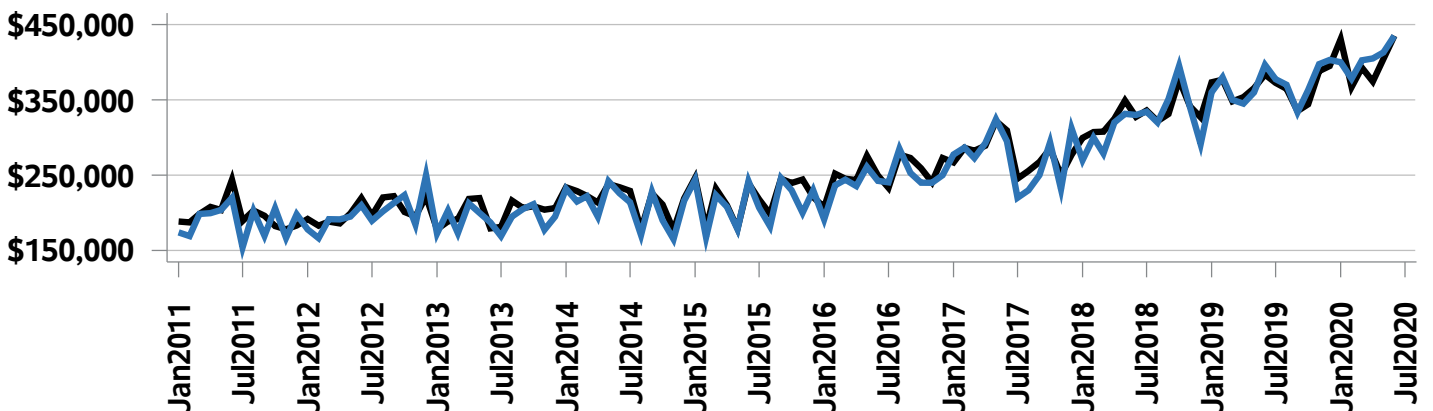
Active Listings (June only)



Months of Inventory (June only)



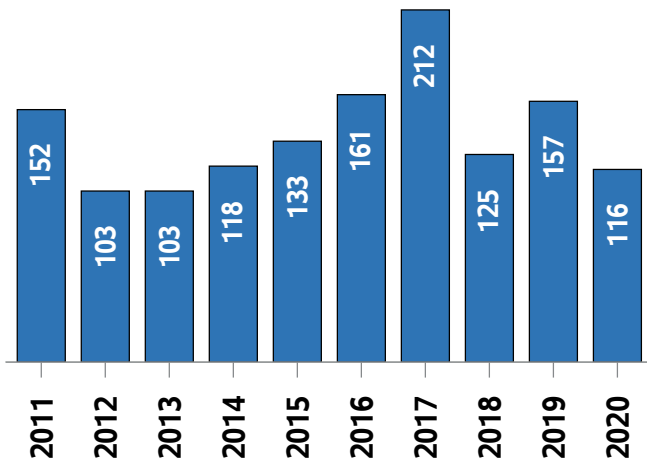
Average Price and Median Price



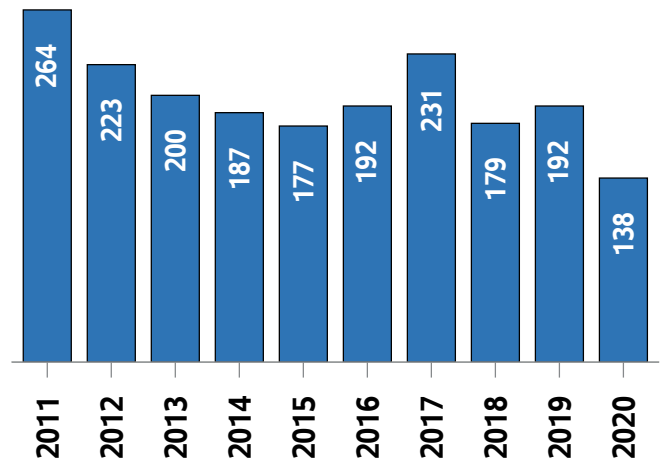
Ingersoll

MLS® Residential Market Activity

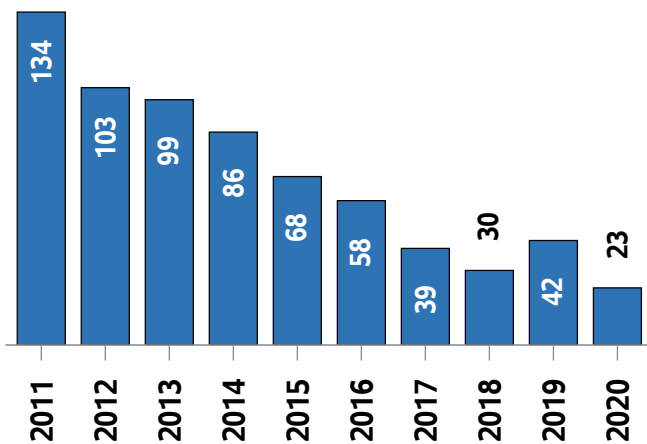
Sales Activity (June Year-to-date)



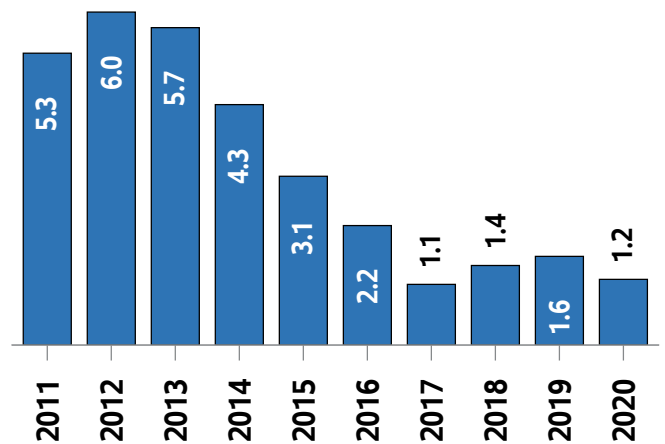
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	31	10.7	10.7	24.0	-6.1	121.4	10.7
Dollar Volume	\$13,490,000	25.6	47.1	74.4	70.8	437.3	157.7
New Listings	38	31.0	-11.6	18.8	18.8	22.6	-24.0
Active Listings	27	-32.5	-49.1	-30.8	-62.0	-76.9	-82.6
Sales to New Listings Ratio ¹	81.6	96.6	65.1	78.1	103.1	45.2	56.0
Months of Inventory ²	0.9	1.4	1.9	1.6	2.2	8.4	5.5
Average Price	\$435,161	13.5	32.9	40.6	81.9	142.7	132.8
Median Price	\$435,000	9.7	31.8	47.5	79.8	132.3	119.7
Sales to List Price Ratio	100.9	102.2	100.8	102.1	99.6	96.6	97.3
Median Days on Market	12.0	14.0	12.0	11.0	35.0	44.0	35.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	116	-26.1	-7.2	-45.3	-12.8	12.6	-33.3
Dollar Volume	\$46,997,590	-18.2	16.3	-25.6	62.9	131.6	40.1
New Listings	138	-28.1	-22.9	-40.3	-22.0	-31.0	-47.9
Active Listings ³	23	-45.2	-23.3	-40.8	-66.0	-76.6	-84.5
Sales to New Listings Ratio ⁴	84.1	81.8	69.8	91.8	75.1	51.5	65.7
Months of Inventory ⁵	1.2	1.6	1.4	1.1	3.1	5.7	5.1
Average Price	\$405,152	10.7	25.3	36.1	86.8	105.7	110.2
Median Price	\$400,000	9.6	25.0	35.6	86.0	113.3	112.2
Sales to List Price Ratio	101.9	102.0	101.6	104.8	97.6	97.2	97.3
Median Days on Market	13.0	14.0	13.0	13.0	35.0	47.0	61.0

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

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

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

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

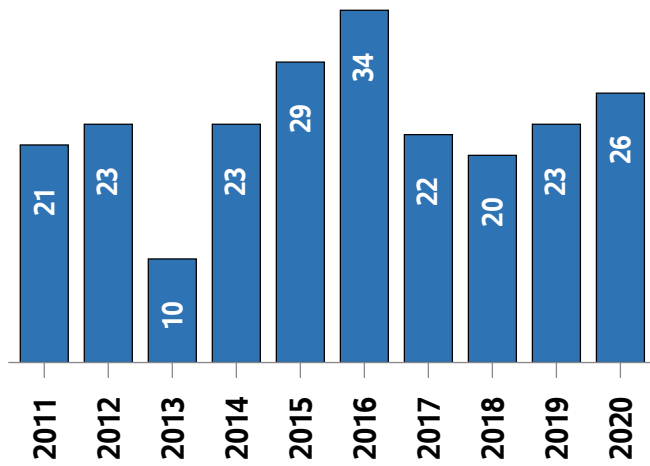
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

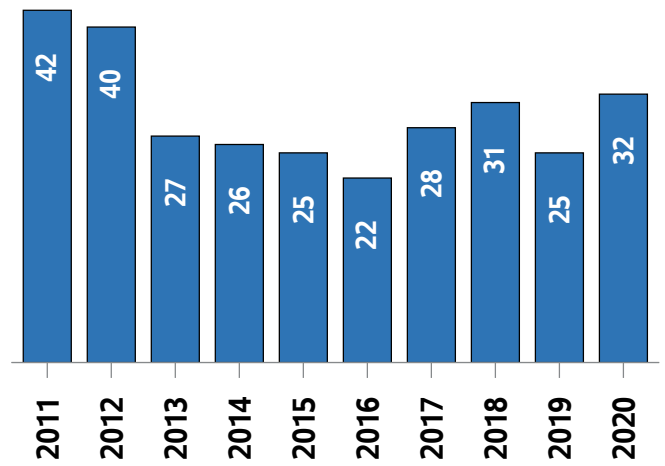
Ingersoll

MLS® Single Detached Market Activity

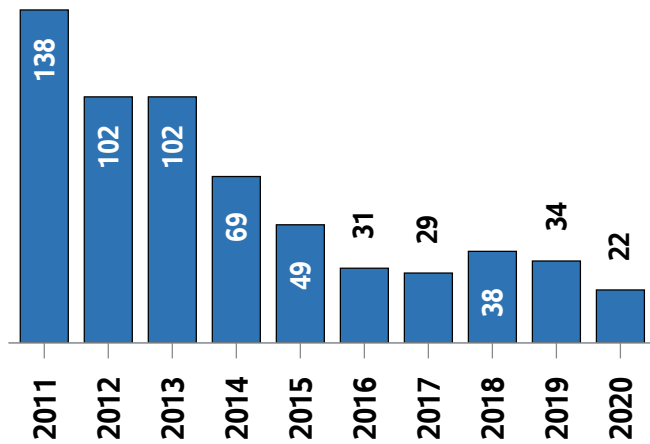
Sales Activity (June only)



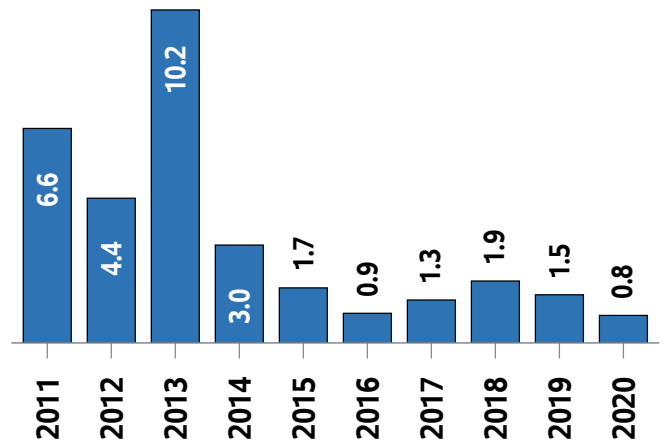
New Listings (June only)



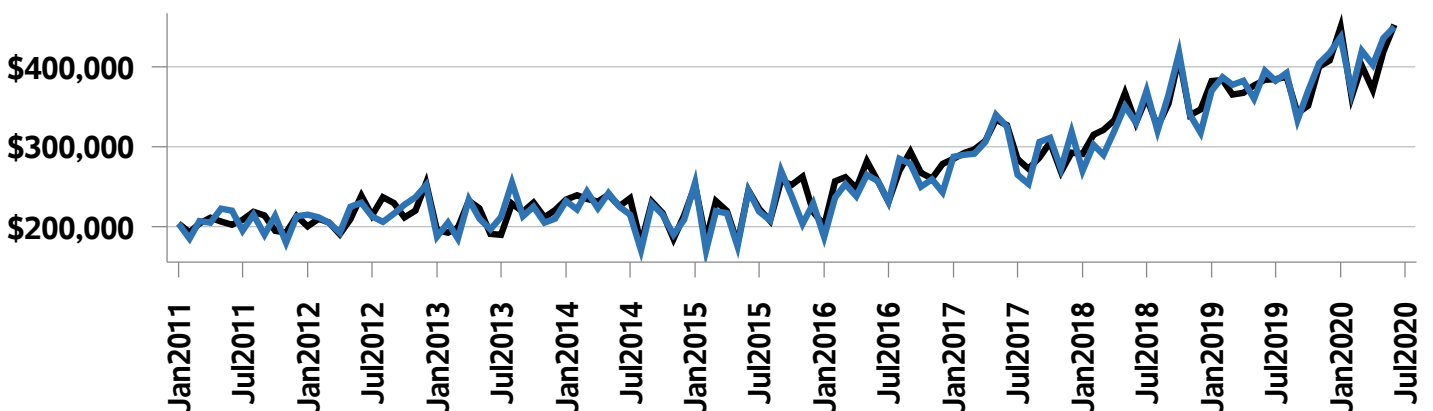
Active Listings (June only)



Months of Inventory (June only)



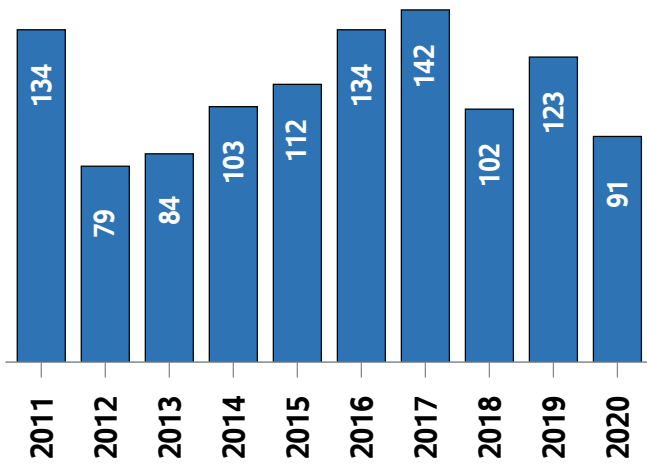
Average Price and Median Price



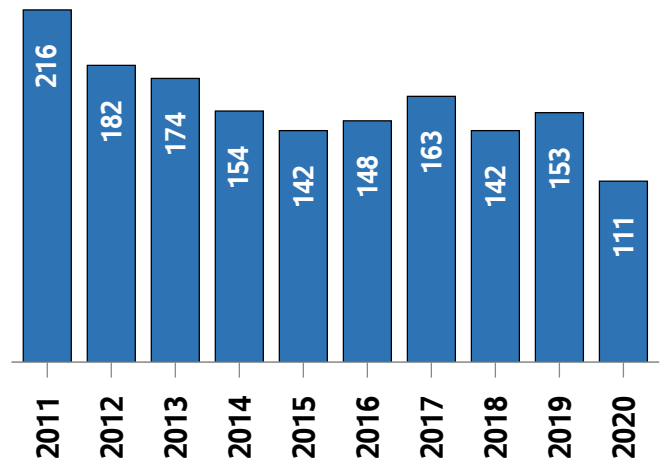
Ingersoll

MLS® Single Detached Market Activity

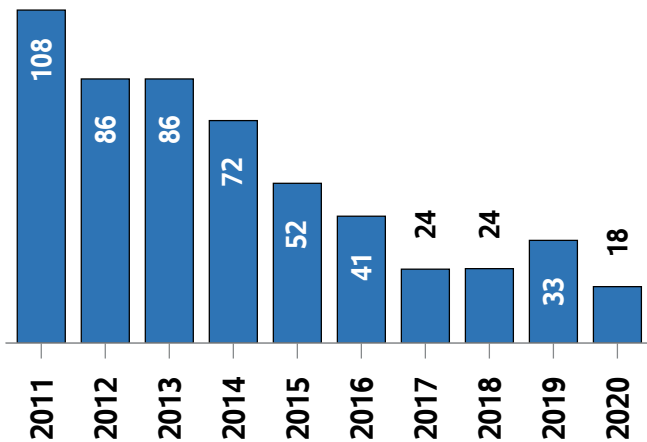
Sales Activity (June Year-to-date)



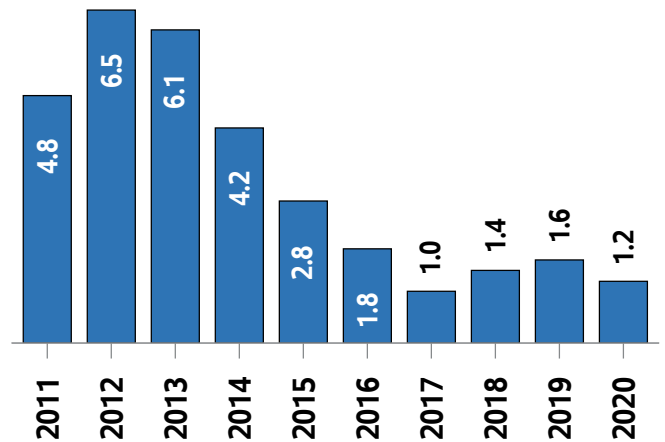
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	26	13.0	30.0	18.2	-10.3	160.0	13.0
Dollar Volume	\$11,770,100	33.3	78.3	63.6	65.5	516.4	160.9
New Listings	32	28.0	3.2	14.3	28.0	18.5	-15.8
Active Listings	22	-35.3	-42.1	-24.1	-55.1	-78.4	-82.8
Sales to New Listings Ratio ¹	81.3	92.0	64.5	78.6	116.0	37.0	60.5
Months of Inventory ²	0.8	1.5	1.9	1.3	1.7	10.2	5.6
Average Price	\$452,696	18.0	37.2	38.4	84.5	137.1	130.8
Median Price	\$450,000	13.9	36.4	38.4	83.7	129.0	125.0
Sales to List Price Ratio	101.5	103.2	101.1	101.8	98.6	97.1	97.3
Median Days on Market	12.0	14.0	11.0	12.0	35.0	44.0	36.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	91	-26.0	-10.8	-35.9	-18.8	8.3	-34.5
Dollar Volume	\$37,966,583	-18.0	11.7	-14.7	51.7	117.5	35.5
New Listings	111	-27.5	-21.8	-31.9	-21.8	-36.2	-47.1
Active Listings ³	18	-45.0	-24.1	-23.6	-64.6	-78.6	-84.8
Sales to New Listings Ratio ⁴	82.0	80.4	71.8	87.1	78.9	48.3	66.2
Months of Inventory ⁵	1.2	1.6	1.4	1.0	2.8	6.1	5.2
Average Price	\$417,215	10.9	25.2	33.1	86.8	100.8	106.9
Median Price	\$425,000	11.8	32.1	34.0	93.7	111.4	114.6
Sales to List Price Ratio	101.9	102.2	101.5	104.1	97.0	97.5	97.6
Median Days on Market	11.0	14.0	13.0	11.0	35.0	44.0	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.

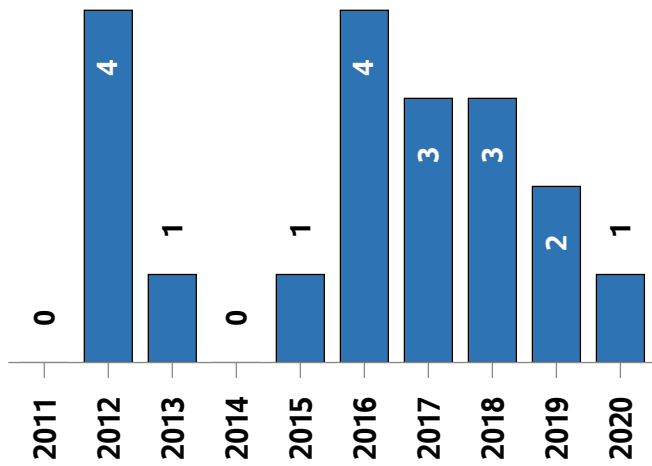
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

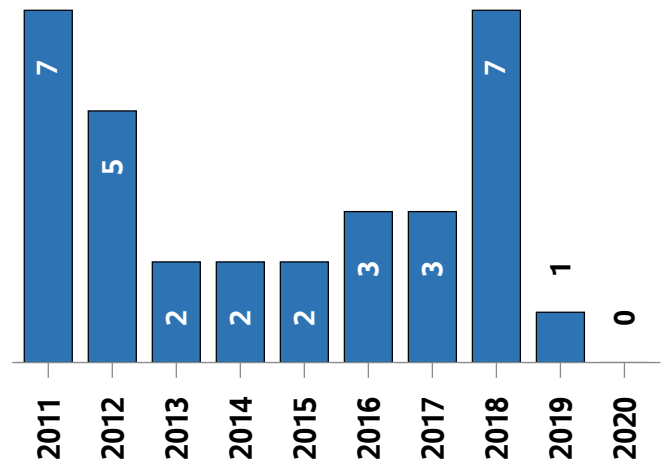
Ingersoll

MLS® Semi-Detached Market Activity

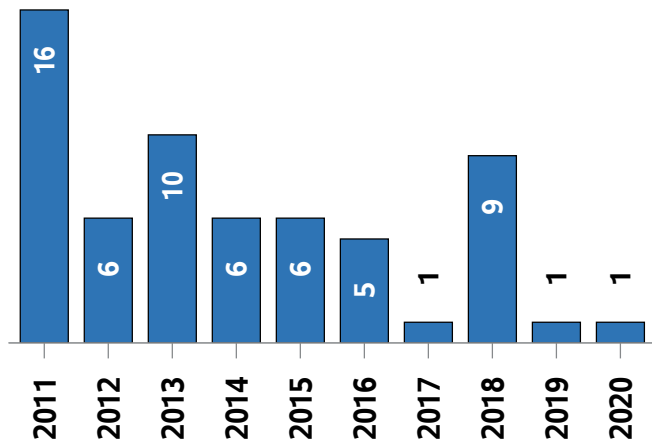
Sales Activity (June only)



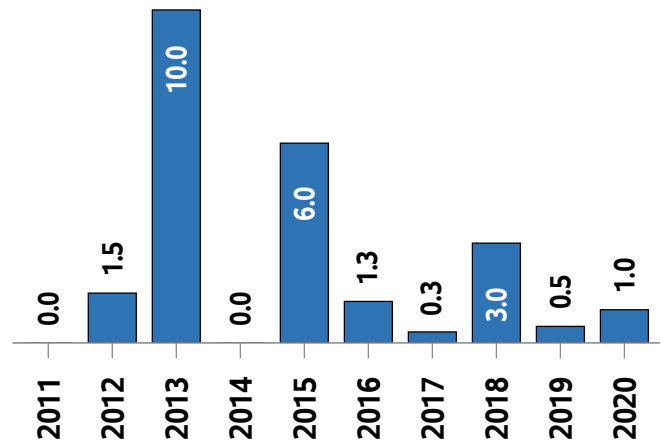
New Listings (June only)



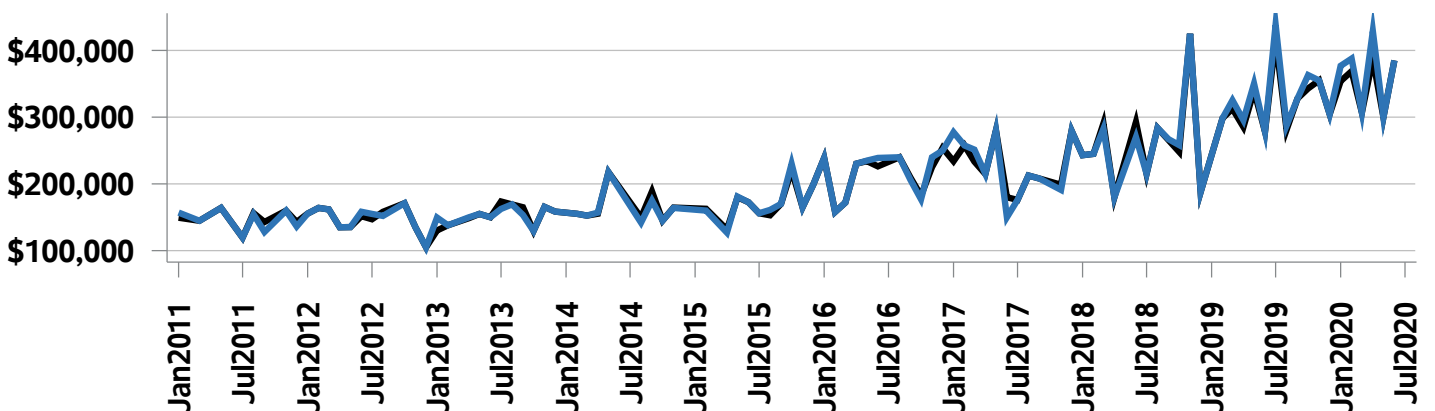
Active Listings (June only)



Months of Inventory (June only)



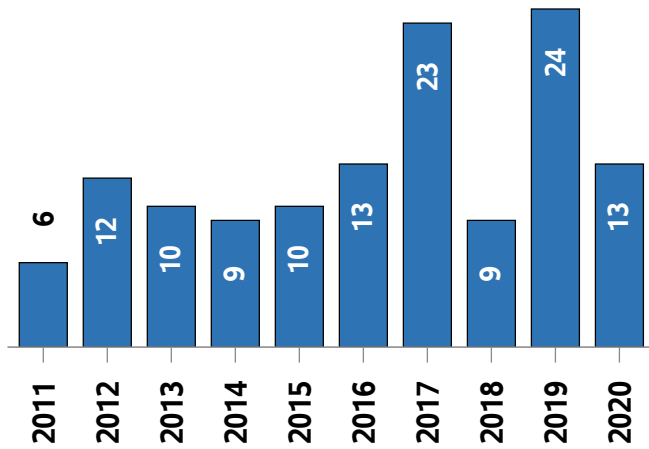
Average Price and Median Price



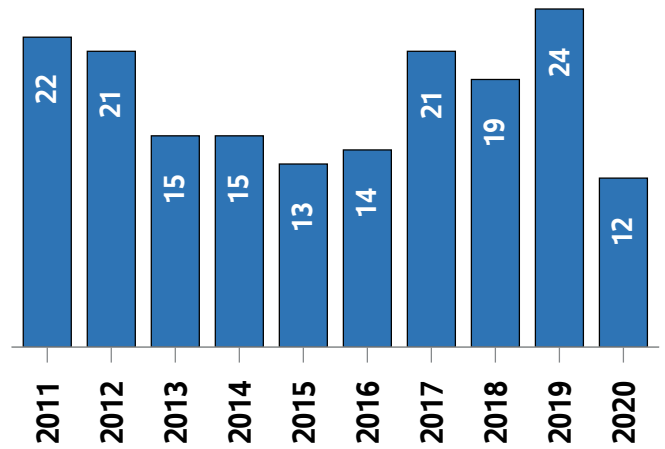
Ingersoll

MLS® Semi-Detached Market Activity

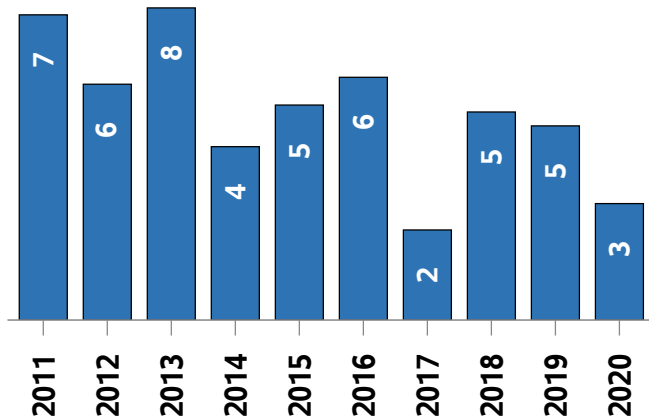
Sales Activity (June Year-to-date)



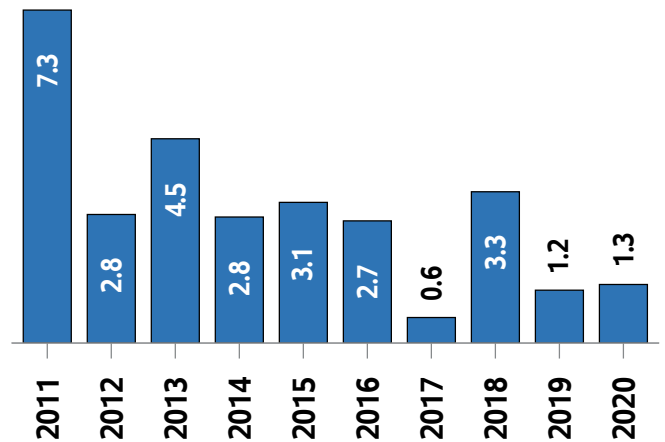
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	1	-50.0	-66.7	-66.7	0.0	0.0	-66.7
Dollar Volume	\$385,000	-30.9	-56.1	-28.7	123.2	156.7	-13.1
New Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Active Listings	1	0.0	-88.9	0.0	-83.3	-90.0	-90.9
Sales to New Listings Ratio ¹	0.0	200.0	42.9	100.0	50.0	50.0	100.0
Months of Inventory ²	1.0	0.5	3.0	0.3	6.0	10.0	3.7
Average Price	\$385,000	38.3	31.6	113.9	123.2	156.7	160.8
Median Price	\$385,000	38.3	42.6	156.7	123.2	156.7	155.0
Sales to List Price Ratio	98.7	97.0	102.7	104.3	98.6	96.8	97.9
Median Days on Market	11.0	57.0	6.0	7.0	18.0	13.0	22.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	13	-45.8	44.4	-43.5	30.0	30.0	-38.1
Dollar Volume	\$4,690,707	-38.0	94.0	-9.5	194.0	232.7	47.8
New Listings	12	-50.0	-36.8	-42.9	-7.7	-20.0	-57.1
Active Listings ³	3	-40.0	-44.0	29.2	-45.8	-62.7	-77.3
Sales to New Listings Ratio ⁴	108.3	100.0	47.4	109.5	76.9	66.7	75.0
Months of Inventory ⁵	1.3	1.2	3.3	0.6	3.1	4.5	3.5
Average Price	\$360,824	14.4	34.3	60.1	126.2	155.9	138.8
Median Price	\$385,000	19.1	49.3	54.1	148.4	156.8	154.1
Sales to List Price Ratio	104.3	101.6	104.0	104.9	95.5	96.1	96.9
Median Days on Market	24.0	11.0	6.0	14.0	22.5	48.0	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.

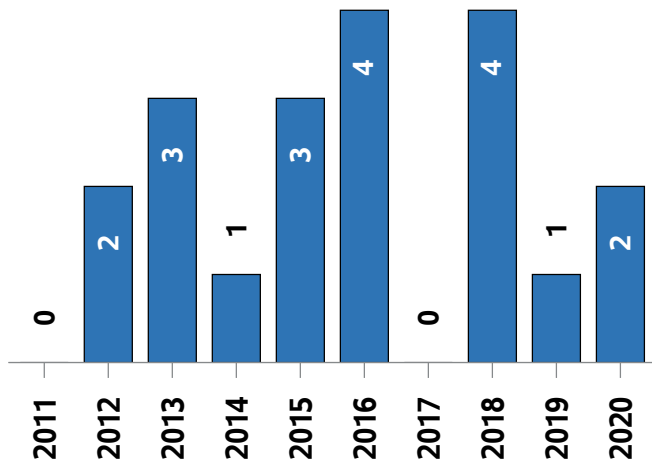
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

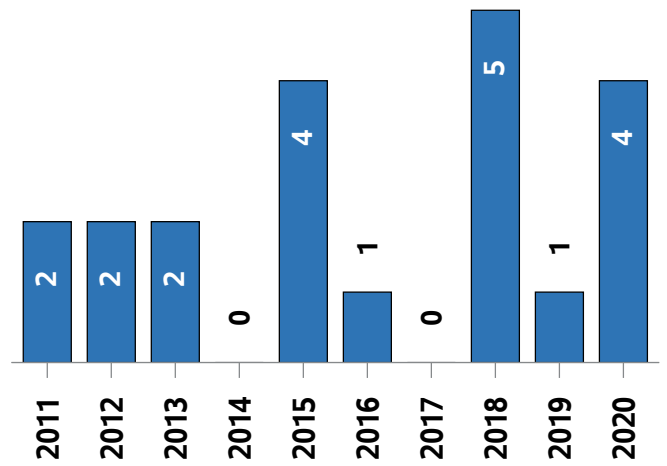
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Condo Market Activity

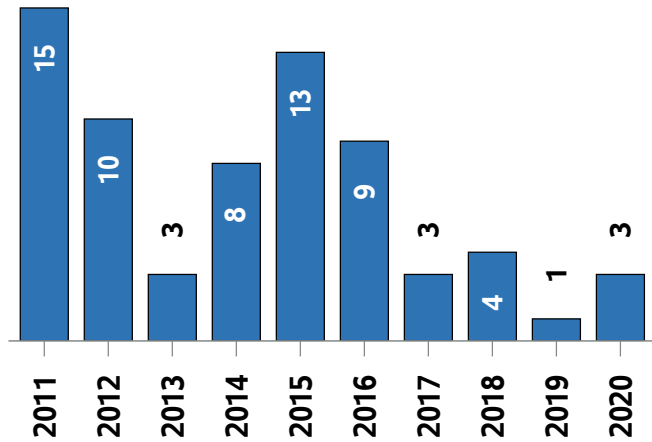
Sales Activity (June only)



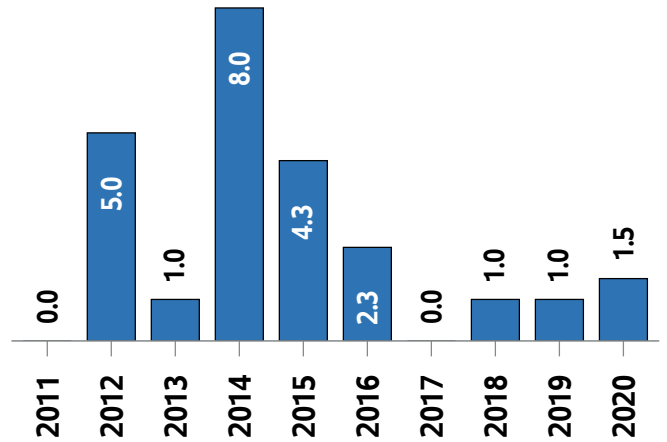
New Listings (June only)



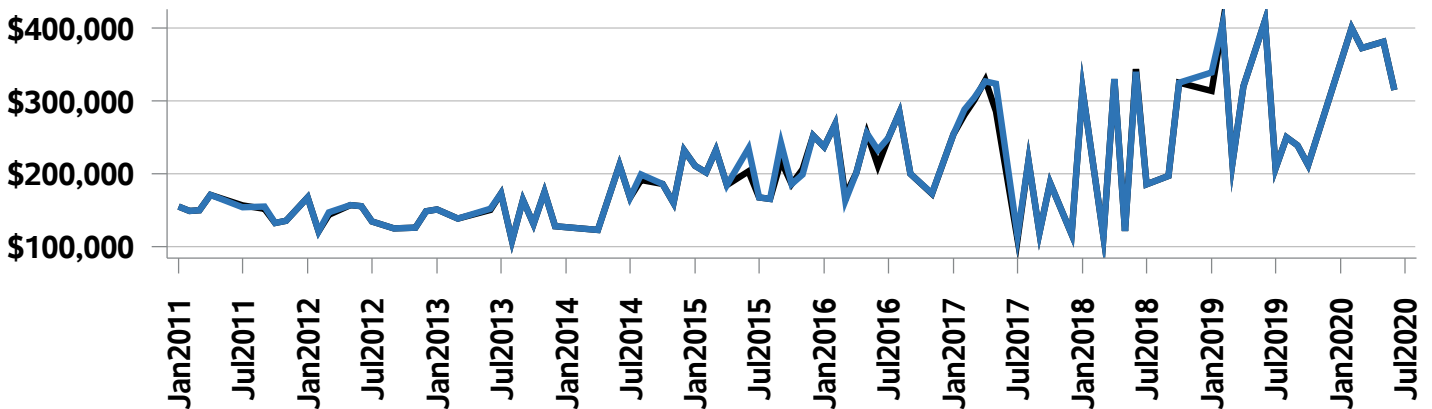
Active Listings (June only)



Months of Inventory (June only)

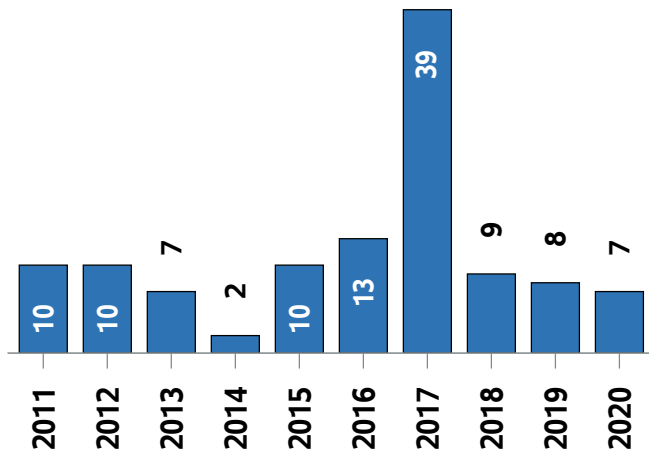


Average Price and Median Price

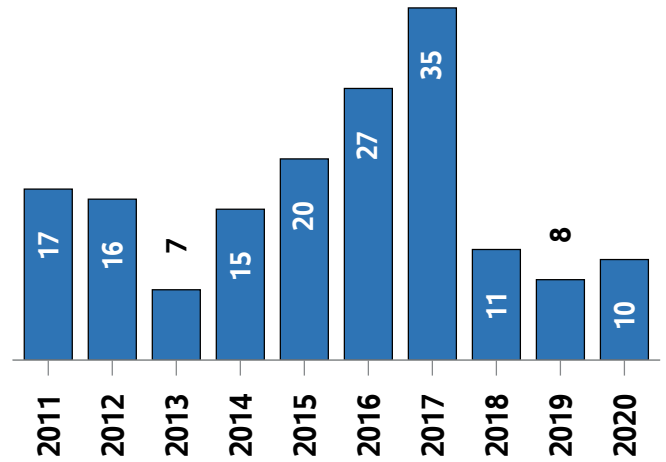


Ingersoll MLS® Condo Market Activity

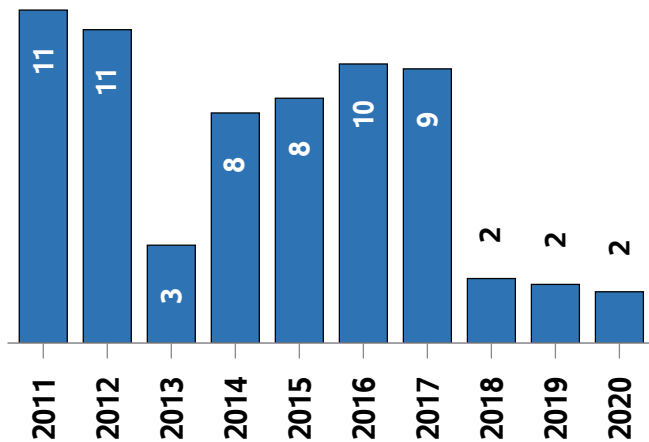
Sales Activity (June Year-to-date)



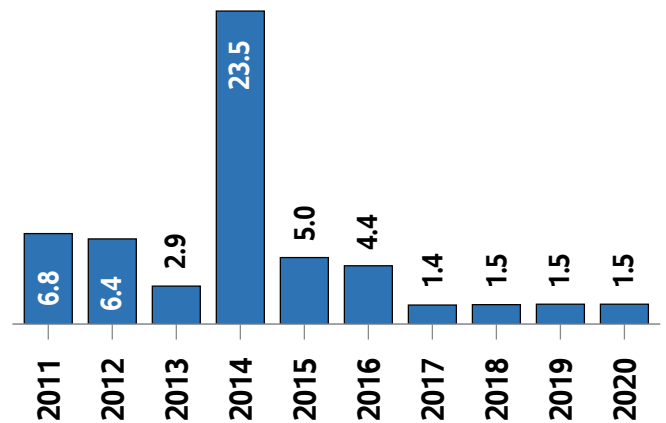
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	2	100.0	-50.0		-33.3	-33.3	0.0
Dollar Volume	\$629,900	53.6	-54.2		3.3	39.7	125.0
New Listings	4	300.0	-20.0		0.0	100.0	-55.6
Active Listings	3	200.0	-25.0	0.0	-76.9	0.0	-80.0
Sales to New Listings Ratio ¹	50.0	100.0	80.0		75.0	150.0	22.2
Months of Inventory ²	1.5	1.0	1.0		4.3	1.0	7.5
Average Price	\$314,950	-23.2	-8.4		54.9	109.5	125.0
Median Price	\$314,950	-23.2	-7.4		34.1	107.2	125.0
Sales to List Price Ratio	100.0	97.6	99.1		110.3	95.0	97.3
Median Days on Market	14.5	9.0	31.5		40.0	80.0	17.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	7	-12.5	-22.2	-82.1	-30.0	0.0	-22.2
Dollar Volume	\$2,537,300	-5.9	6.8	-77.7	22.7	146.3	67.7
New Listings	10	25.0	-9.1	-71.4	-50.0	42.9	-60.0
Active Listings ³	2	-12.5	-20.5	-81.3	-79.0	-47.5	-87.5
Sales to New Listings Ratio ⁴	70.0	100.0	81.8	111.4	50.0	100.0	36.0
Months of Inventory ⁵	1.5	1.5	1.5	1.4	5.0	2.9	9.3
Average Price	\$362,471	7.6	37.3	24.4	75.3	146.3	115.7
Median Price	\$369,900	8.8	13.5	20.1	75.1	143.4	146.6
Sales to List Price Ratio	100.0	100.8	99.3	109.3	106.9	94.7	98.2
Median Days on Market	21.0	25.5	32.0	34.0	53.0	95.0	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.

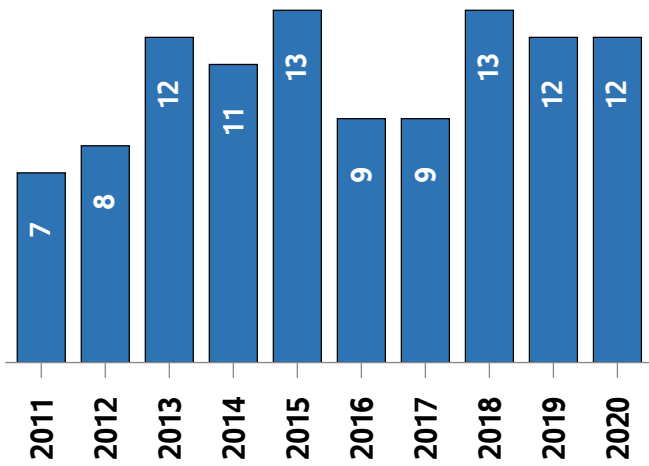
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

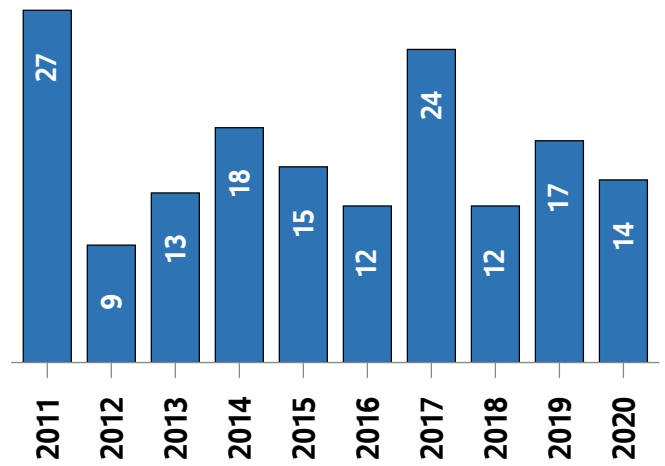
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Norwich Twp MLS® Residential Market Activity

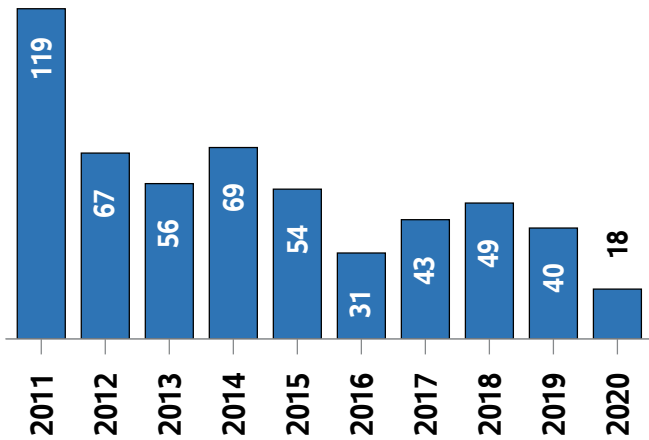
Sales Activity (June only)



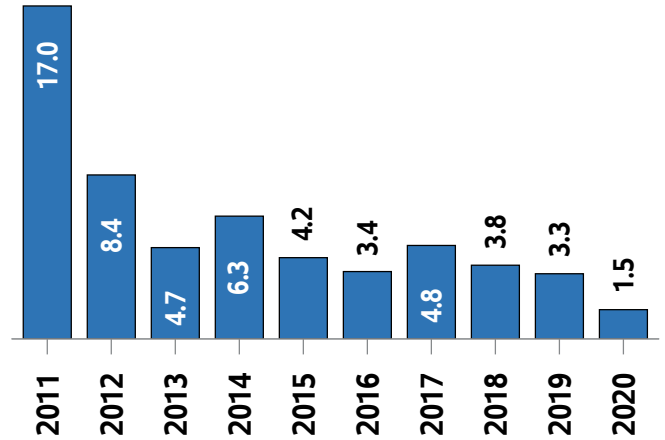
New Listings (June only)



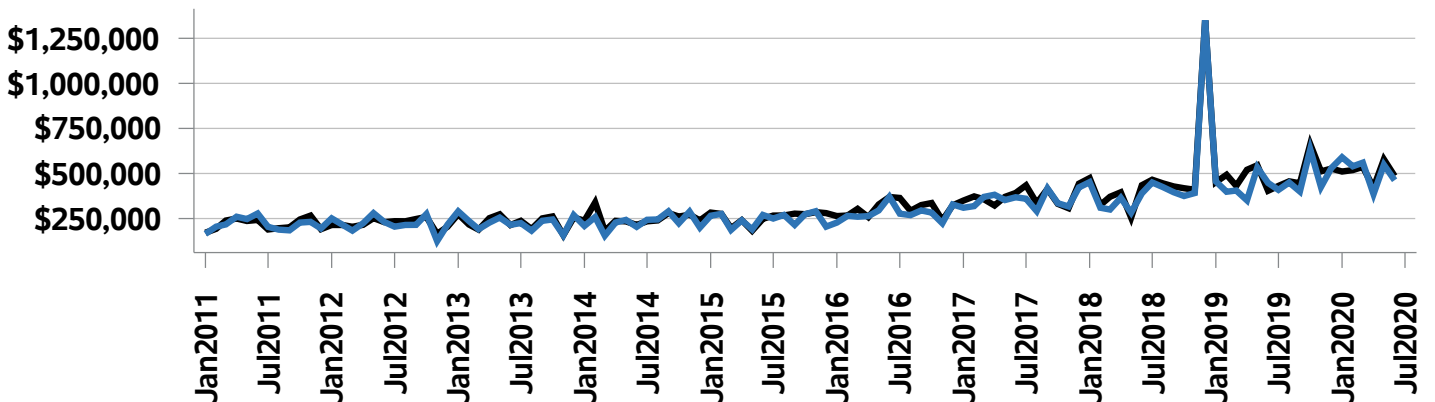
Active Listings (June only)



Months of Inventory (June only)

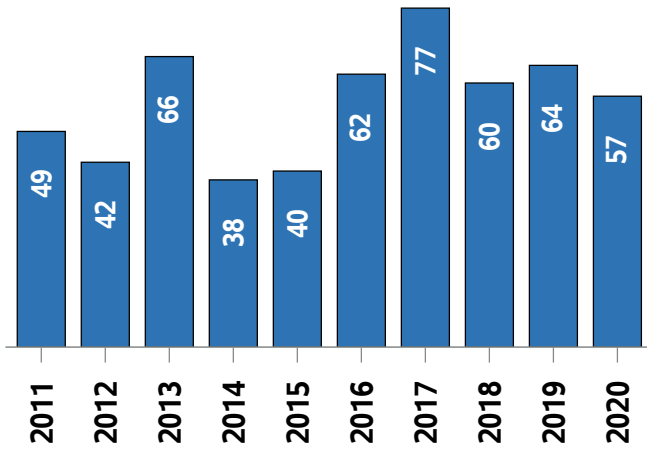


Average Price and Median Price

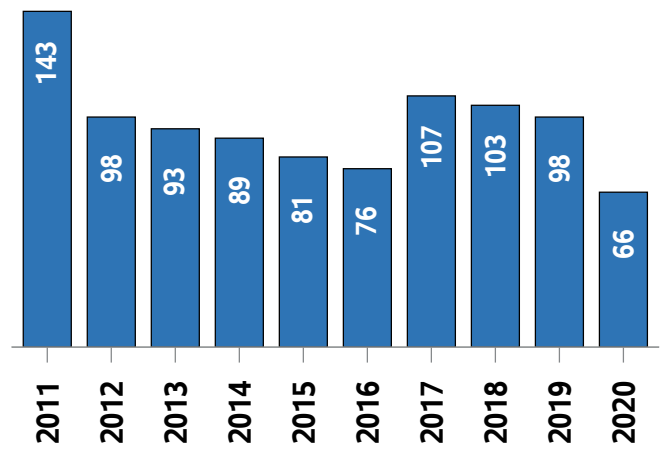


Norwich Twp MLS® Residential Market Activity

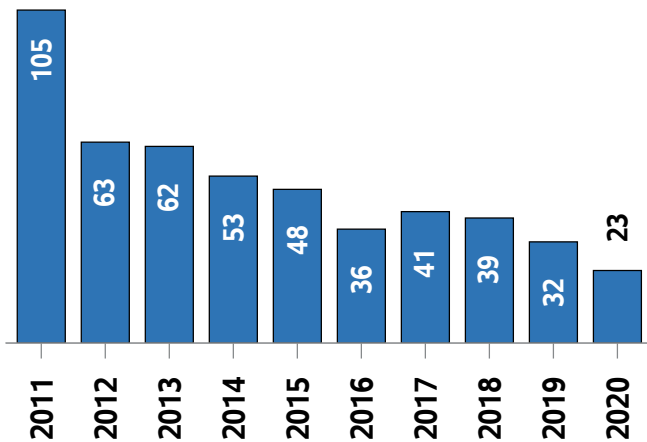
Sales Activity (June Year-to-date)



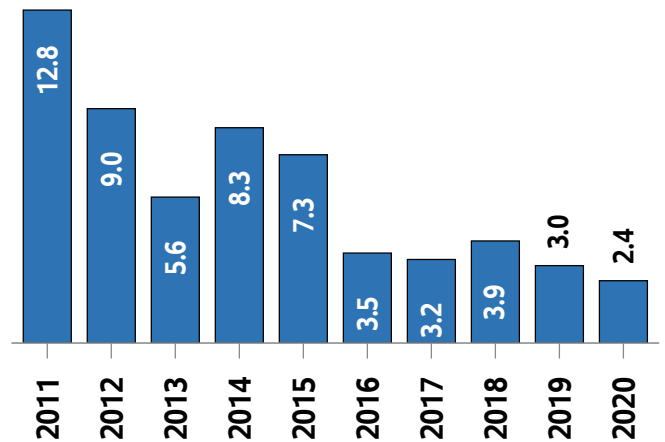
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	0.0	-7.7	33.3	-7.7	0.0	-36.8
Dollar Volume	\$5,827,500	20.2	3.1	65.3	80.5	127.0	41.2
New Listings	14	-17.6	16.7	-41.7	-6.7	7.7	-17.6
Active Listings	18	-55.0	-63.3	-58.1	-66.7	-67.9	-82.9
Sales to New Listings Ratio ¹	85.7	70.6	108.3	37.5	86.7	92.3	111.8
Months of Inventory ²	1.5	3.3	3.8	4.8	4.2	4.7	5.5
Average Price	\$485,625	20.2	11.7	24.0	95.6	127.0	123.5
Median Price	\$462,500	3.4	18.7	25.7	71.3	115.1	127.8
Sales to List Price Ratio	98.4	98.3	98.3	100.9	96.8	88.3	96.4
Median Days on Market	19.0	23.5	70.0	21.0	55.0	29.5	56.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	57	-10.9	-5.0	-26.0	42.5	-13.6	-12.3
Dollar Volume	\$29,318,696	-5.6	28.7	4.9	201.8	84.8	97.0
New Listings	66	-32.7	-35.9	-38.3	-18.5	-29.0	-51.5
Active Listings ³	23	-28.3	-41.9	-44.8	-52.8	-63.1	-79.5
Sales to New Listings Ratio ⁴	86.4	65.3	58.3	72.0	49.4	71.0	47.8
Months of Inventory ⁵	2.4	3.0	3.9	3.2	7.3	5.6	10.3
Average Price	\$514,363	6.0	35.5	41.7	111.8	114.0	124.7
Median Price	\$520,000	22.6	50.7	48.6	110.5	125.8	147.6
Sales to List Price Ratio	96.0	98.9	98.0	99.1	96.2	95.0	95.6
Median Days on Market	28.0	31.5	28.5	31.0	55.5	62.5	76.0

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.

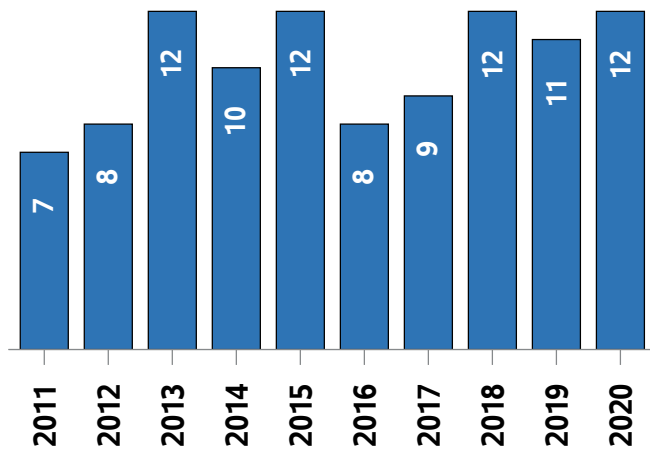
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

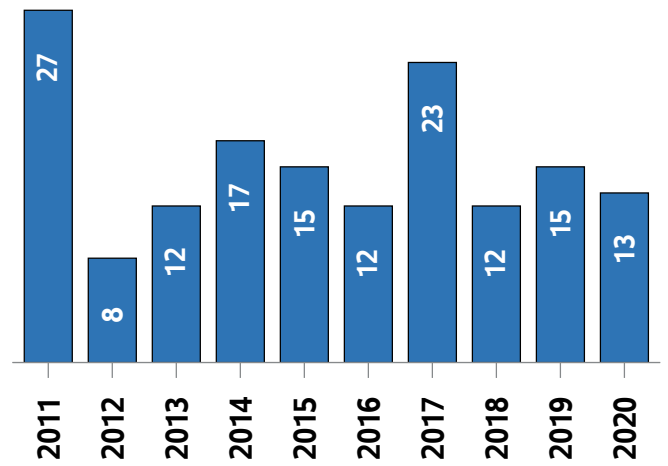
Norwich Twp

MLS® Single Detached Market Activity

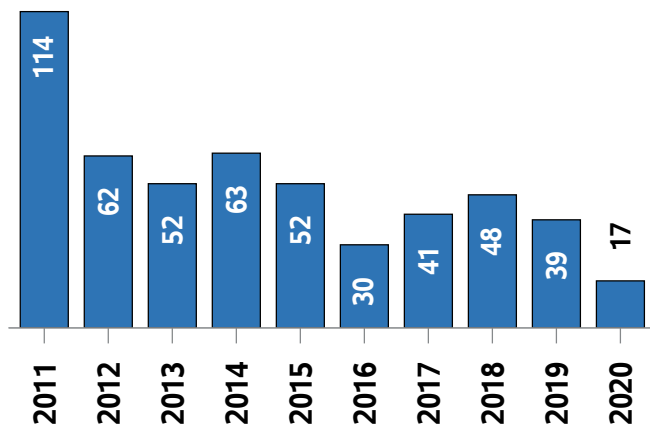
Sales Activity (June only)



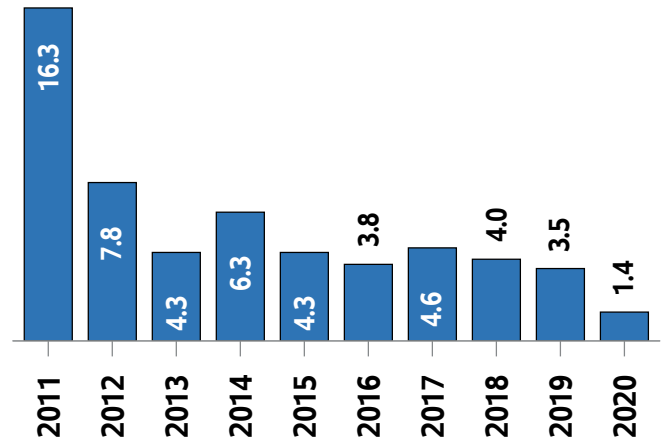
New Listings (June only)



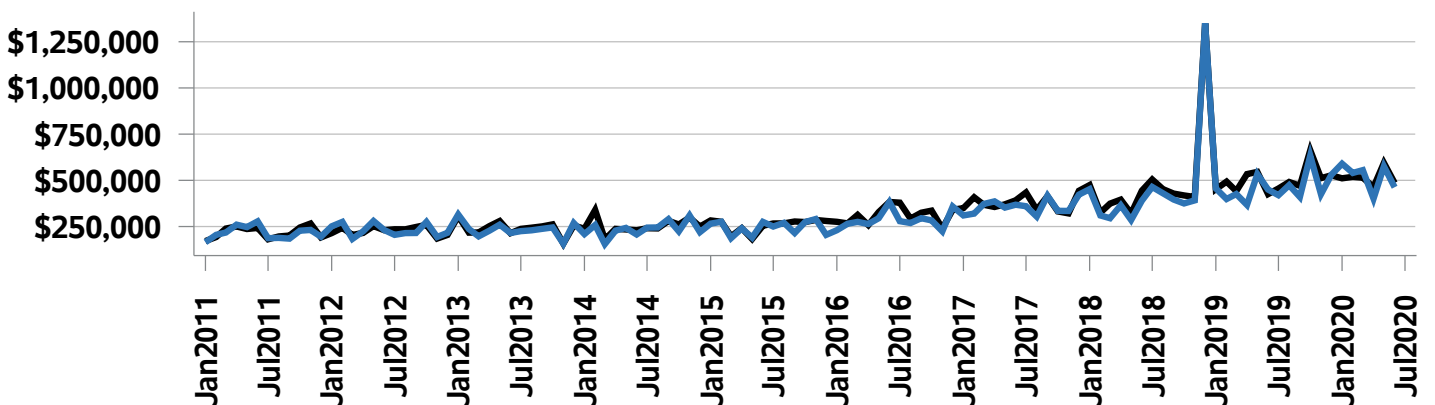
Active Listings (June only)



Months of Inventory (June only)

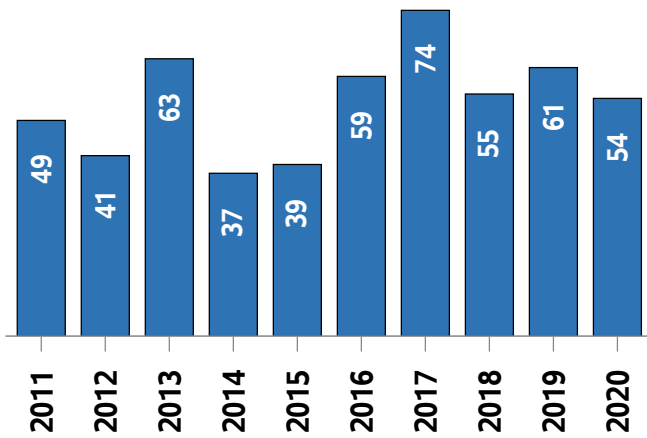


Average Price and Median Price

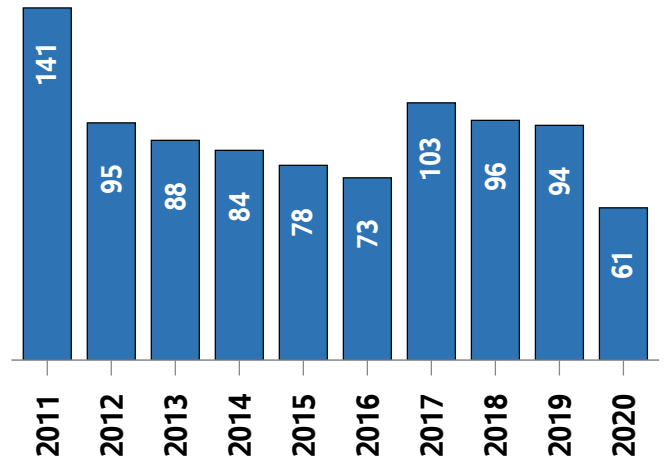


Norwich Twp MLS® Single Detached Market Activity

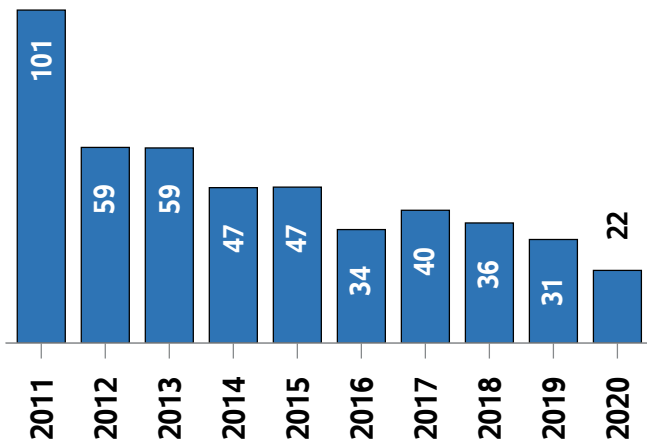
Sales Activity (June Year-to-date)



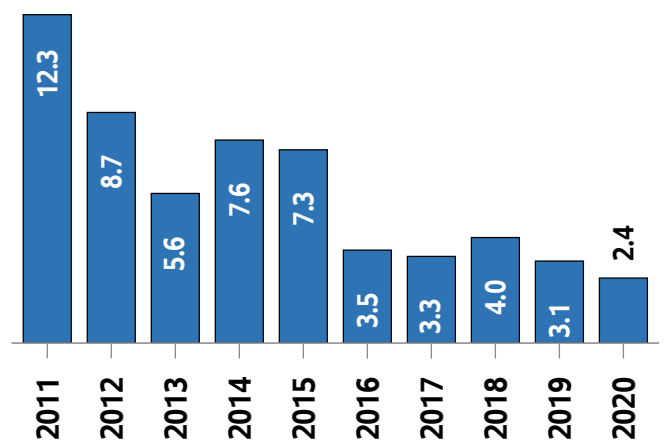
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	9.1	0.0	33.3	0.0	0.0	-36.8
Dollar Volume	\$5,827,500	24.5	9.4	65.3	91.2	127.0	41.2
New Listings	13	-13.3	8.3	-43.5	-13.3	8.3	-18.8
Active Listings	17	-56.4	-64.6	-58.5	-67.3	-67.3	-82.8
Sales to New Listings Ratio ¹	92.3	73.3	100.0	39.1	80.0	100.0	118.8
Months of Inventory ²	1.4	3.5	4.0	4.6	4.3	4.3	5.2
Average Price	\$485,625	14.1	9.4	24.0	91.2	127.0	123.5
Median Price	\$462,500	2.8	18.7	25.7	68.2	115.1	127.8
Sales to List Price Ratio	98.4	98.5	98.2	100.9	96.8	88.3	96.4
Median Days on Market	19.0	31.0	64.5	21.0	58.5	29.5	56.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	54	-11.5	-1.8	-27.0	38.5	-14.3	-16.9
Dollar Volume	\$27,963,565	-7.3	29.0	1.2	193.3	80.6	87.9
New Listings	61	-35.1	-36.5	-40.8	-21.8	-30.7	-54.5
Active Listings ³	22	-29.8	-39.4	-45.2	-53.4	-62.7	-79.4
Sales to New Listings Ratio ⁴	88.5	64.9	57.3	71.8	50.0	71.6	48.5
Months of Inventory ⁵	2.4	3.1	4.0	3.3	7.3	5.6	9.8
Average Price	\$517,844	4.7	31.4	38.7	111.8	110.7	126.2
Median Price	\$520,000	20.4	44.8	47.0	108.8	123.3	147.6
Sales to List Price Ratio	95.9	98.8	98.3	99.3	96.1	95.0	95.6
Median Days on Market	29.5	32.0	27.0	31.0	56.0	63.0	76.0

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.

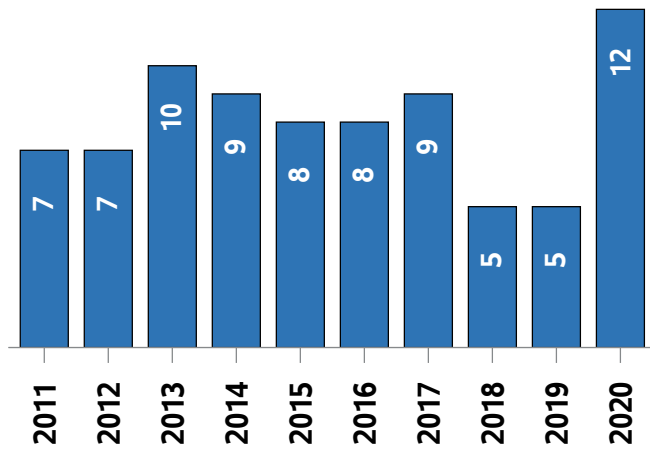
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

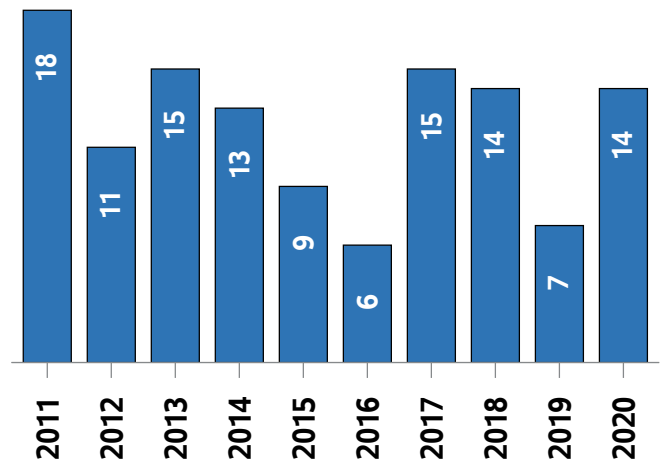
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South-West Oxford Twp MLS® Residential Market Activity

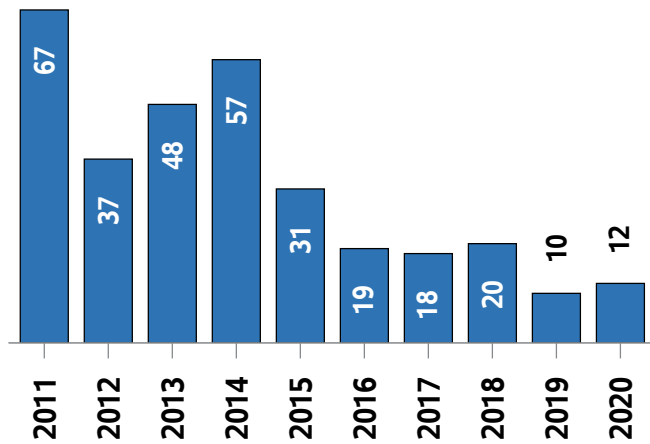
Sales Activity (June only)



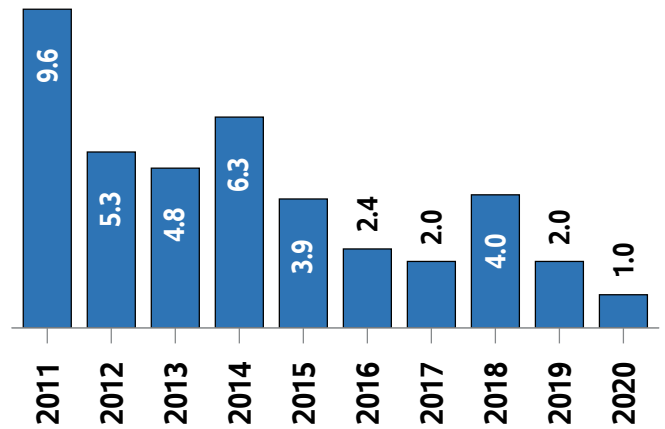
New Listings (June only)



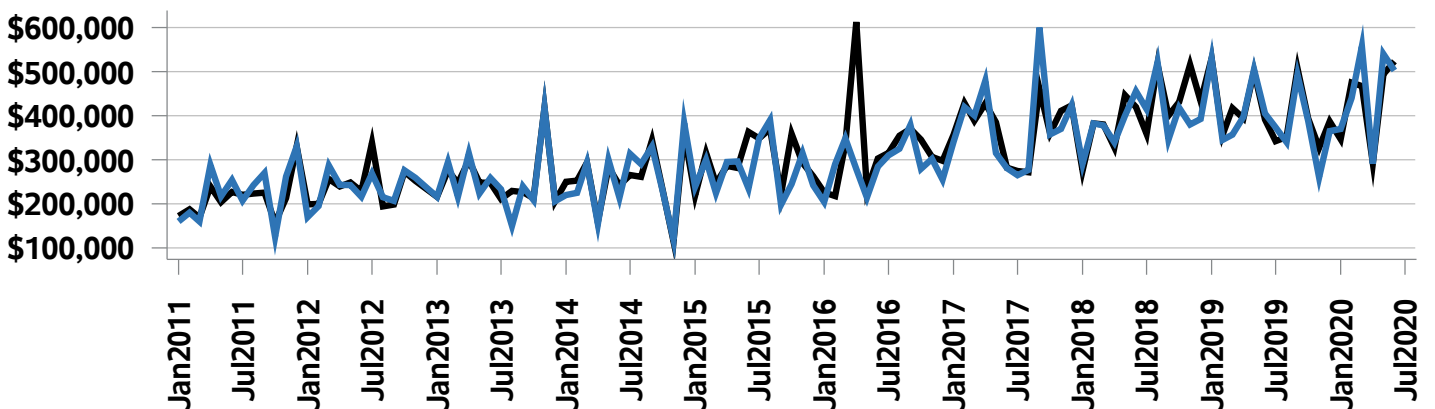
Active Listings (June only)



Months of Inventory (June only)

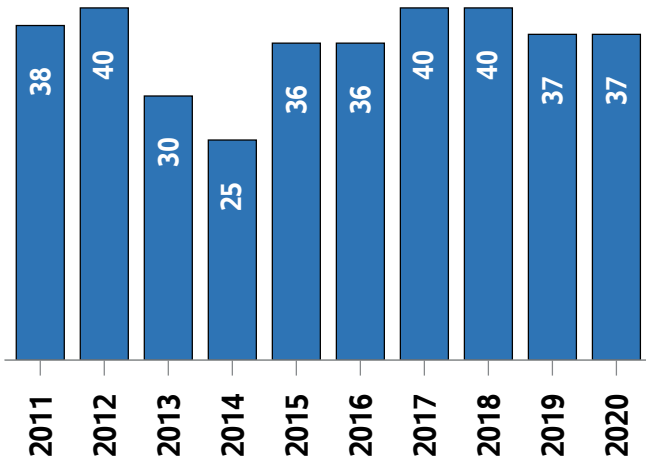


Average Price and Median Price

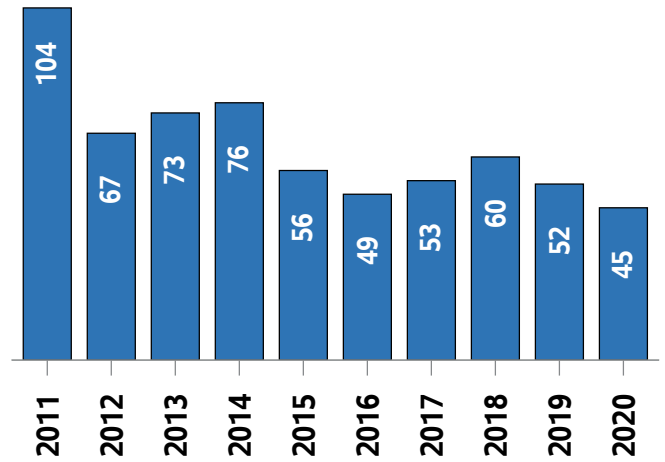


South-West Oxford Twp MLS® Residential Market Activity

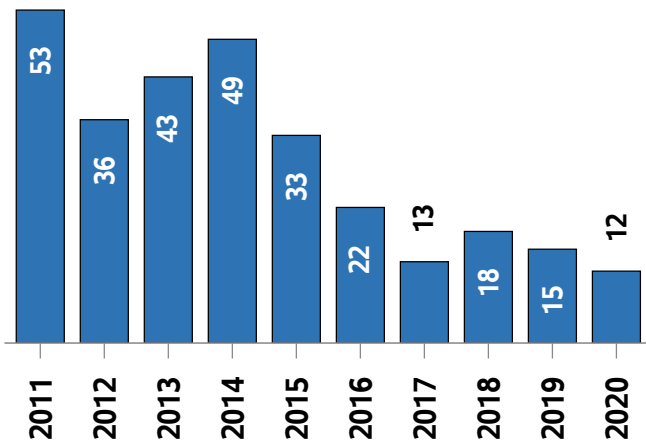
Sales Activity (June Year-to-date)



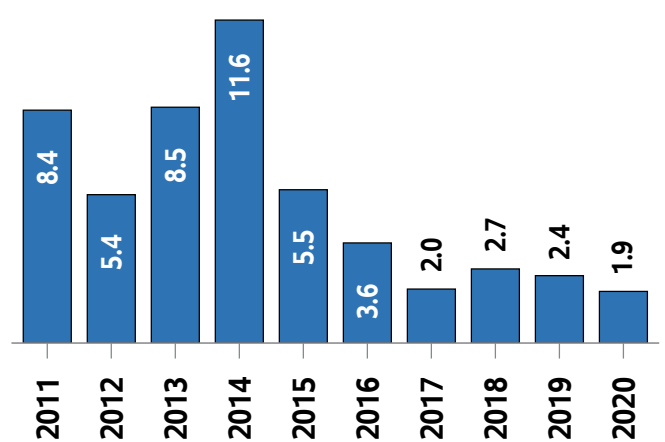
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	140.0	140.0	33.3	50.0	20.0	33.3
Dollar Volume	\$6,280,900	221.0	199.3	147.5	116.1	153.6	316.1
New Listings	14	100.0	0.0	-6.7	55.6	-6.7	-39.1
Active Listings	12	20.0	-40.0	-33.3	-61.3	-75.0	-84.6
Sales to New Listings Ratio ¹	85.7	71.4	35.7	60.0	88.9	66.7	39.1
Months of Inventory ²	1.0	2.0	4.0	2.0	3.9	4.8	8.7
Average Price	\$523,408	33.8	24.7	85.6	44.1	111.3	212.1
Median Price	\$502,500	24.1	10.3	78.8	113.8	94.2	235.0
Sales to List Price Ratio	101.1	99.5	97.2	100.7	97.5	96.4	95.9
Median Days on Market	18.5	65.0	35.0	15.0	51.0	61.5	58.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	37	0.0	-7.5	-7.5	2.8	23.3	-22.9
Dollar Volume	\$16,347,350	-0.3	8.7	9.0	55.1	111.3	73.7
New Listings	45	-13.5	-25.0	-15.1	-19.6	-38.4	-60.5
Active Listings ³	12	-23.3	-35.5	-11.5	-65.3	-72.9	-83.5
Sales to New Listings Ratio ⁴	82.2	71.2	66.7	75.5	64.3	41.1	42.1
Months of Inventory ⁵	1.9	2.4	2.7	2.0	5.5	8.5	8.7
Average Price	\$441,820	-0.3	17.6	17.8	50.9	71.4	125.3
Median Price	\$397,000	-15.5	4.1	2.5	52.1	54.8	102.0
Sales to List Price Ratio	99.9	100.8	98.3	101.6	96.6	95.8	94.0
Median Days on Market	21.0	34.0	21.0	14.0	49.5	35.0	63.5

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.

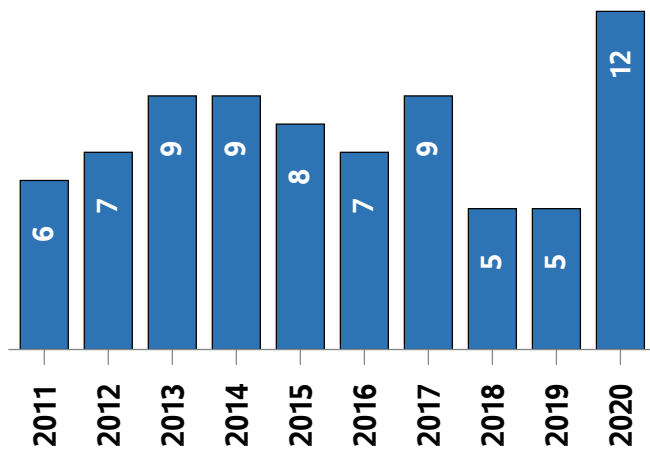
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

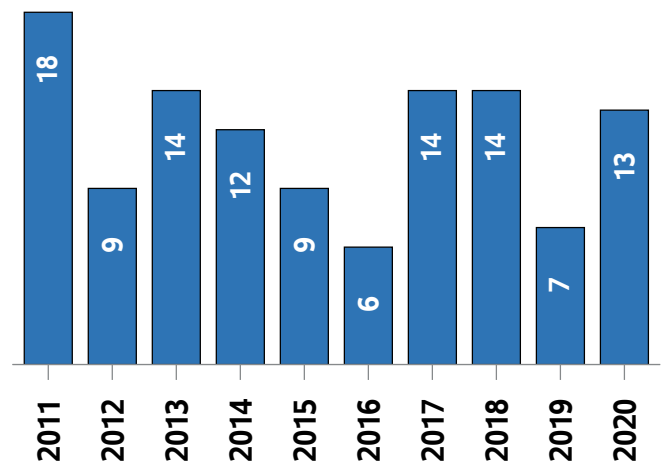
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South-West Oxford Twp MLS® Single Detached Market Activity

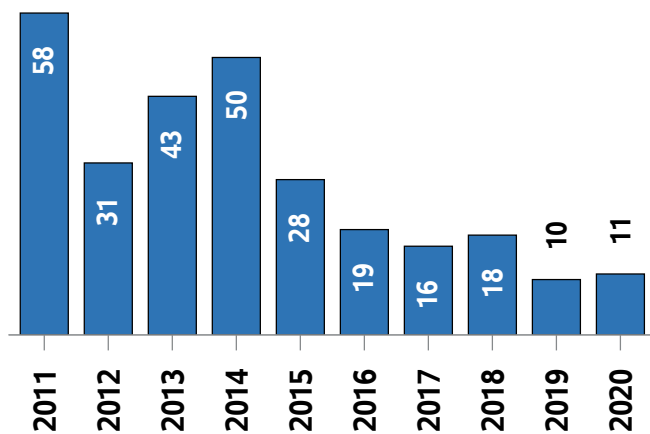
Sales Activity (June only)



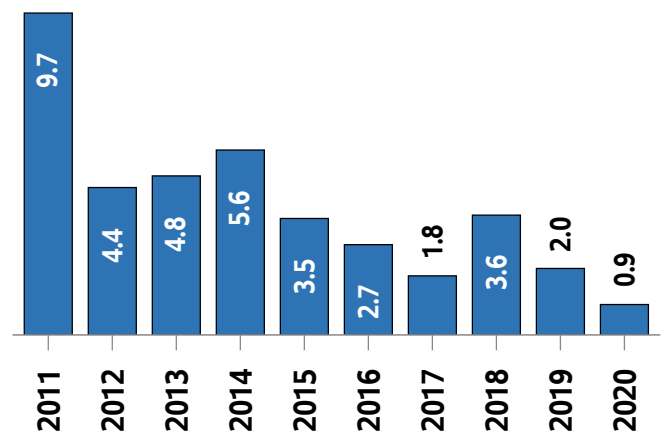
New Listings (June only)



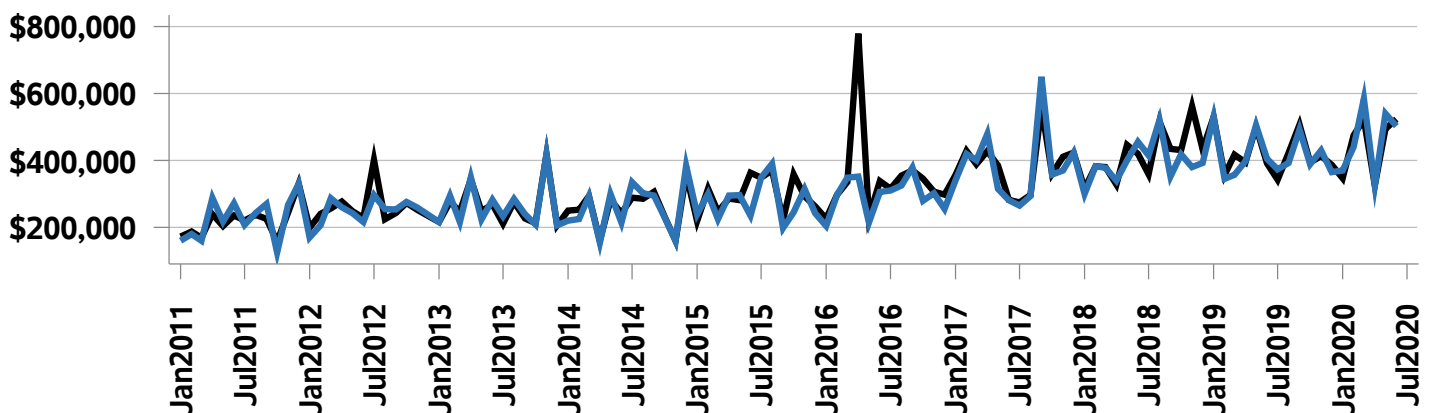
Active Listings (June only)



Months of Inventory (June only)

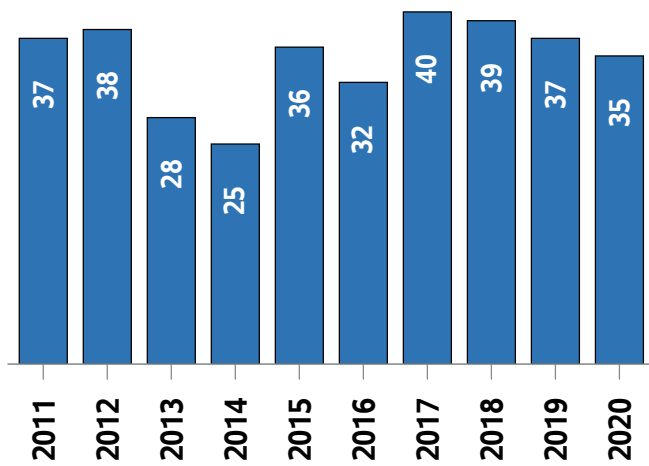


Average Price and Median Price

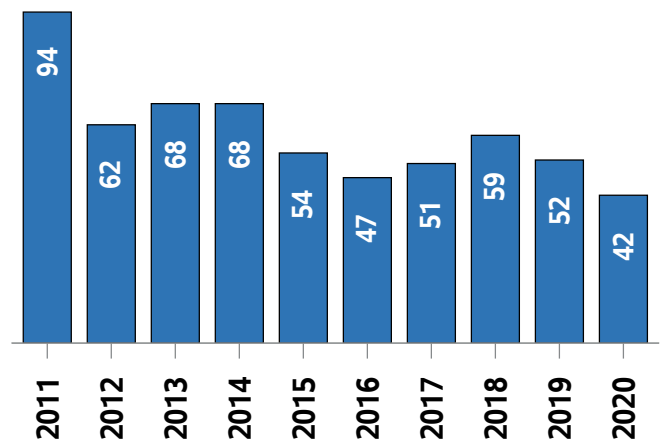


South-West Oxford Twp MLS® Single Detached Market Activity

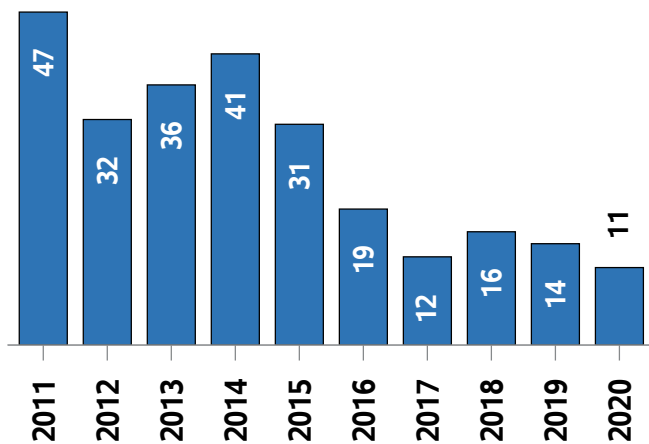
Sales Activity (June Year-to-date)



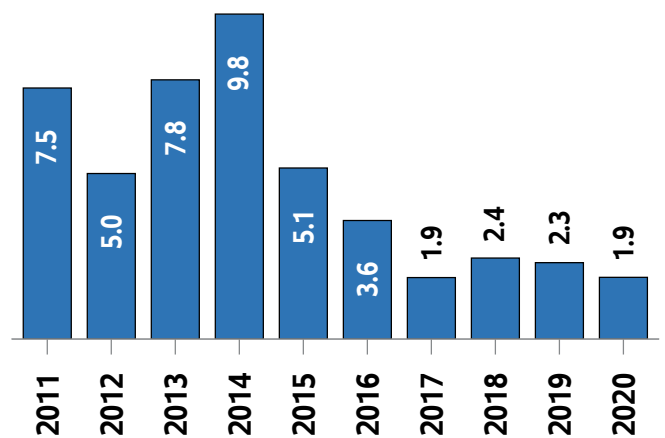
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	140.0	140.0	33.3	50.0	33.3	33.3
Dollar Volume	\$6,280,900	221.0	199.3	147.5	116.1	159.4	316.1
New Listings	13	85.7	-7.1	-7.1	44.4	-7.1	-40.9
Active Listings	11	10.0	-38.9	-31.3	-60.7	-74.4	-84.7
Sales to New Listings Ratio ¹	92.3	71.4	35.7	64.3	88.9	64.3	40.9
Months of Inventory ²	0.9	2.0	3.6	1.8	3.5	4.8	8.0
Average Price	\$523,408	33.8	24.7	85.6	44.1	94.5	212.1
Median Price	\$502,500	24.1	10.3	78.8	113.8	77.9	235.0
Sales to List Price Ratio	101.1	99.5	97.2	100.7	97.5	97.7	95.9
Median Days on Market	18.5	65.0	35.0	15.0	51.0	42.0	58.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	35	-5.4	-10.3	-12.5	-2.8	25.0	-20.5
Dollar Volume	\$16,051,350	-2.1	7.3	7.0	52.3	112.2	71.3
New Listings	42	-19.2	-28.8	-17.6	-22.2	-38.2	-60.0
Active Listings ³	11	-23.5	-31.6	-12.2	-64.9	-70.2	-83.1
Sales to New Listings Ratio ⁴	83.3	71.2	66.1	78.4	66.7	41.2	41.9
Months of Inventory ⁵	1.9	2.3	2.4	1.9	5.1	7.8	8.7
Average Price	\$458,610	3.5	19.6	22.3	56.6	69.8	115.4
Median Price	\$410,000	-12.8	7.2	5.8	57.1	57.7	98.1
Sales to List Price Ratio	99.9	100.8	98.2	101.6	96.6	96.3	96.4
Median Days on Market	21.0	34.0	22.0	14.0	49.5	35.0	68.0

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.

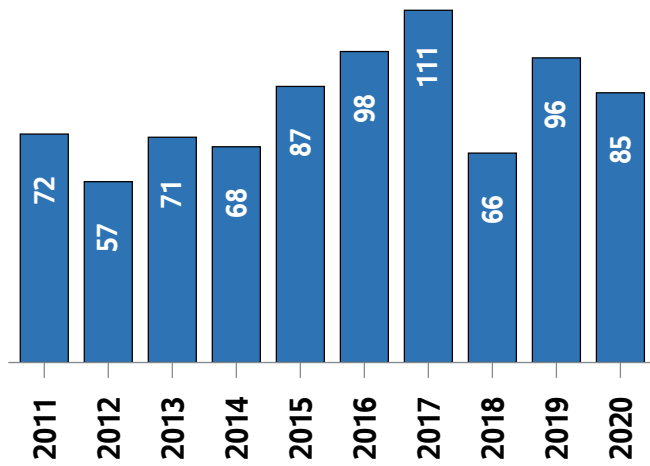
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

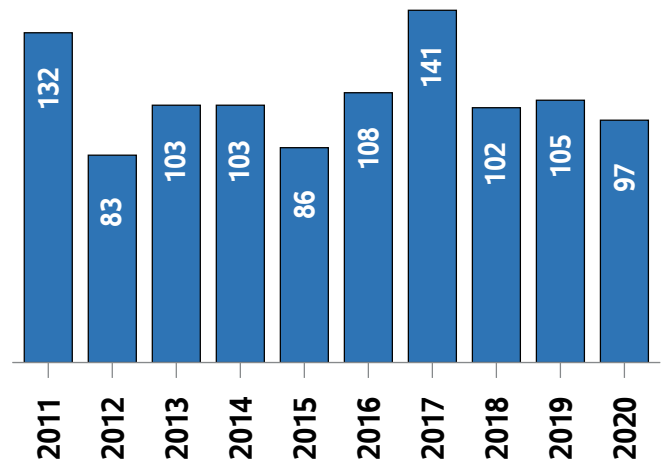
Woodstock

MLS® Residential Market Activity

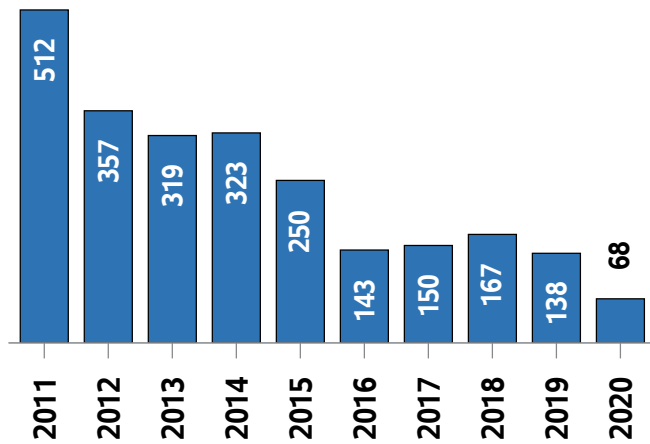
Sales Activity (June only)



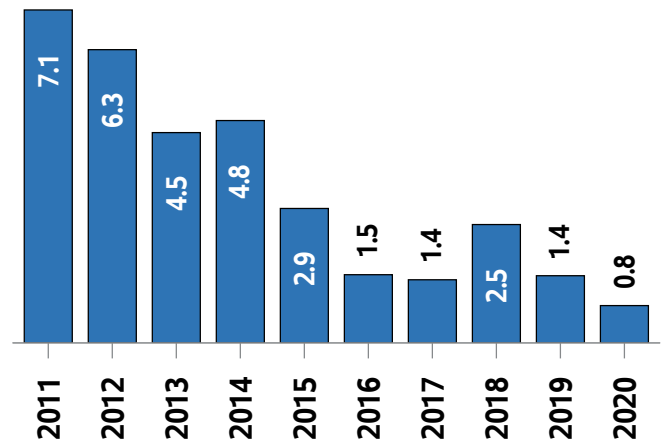
New Listings (June only)



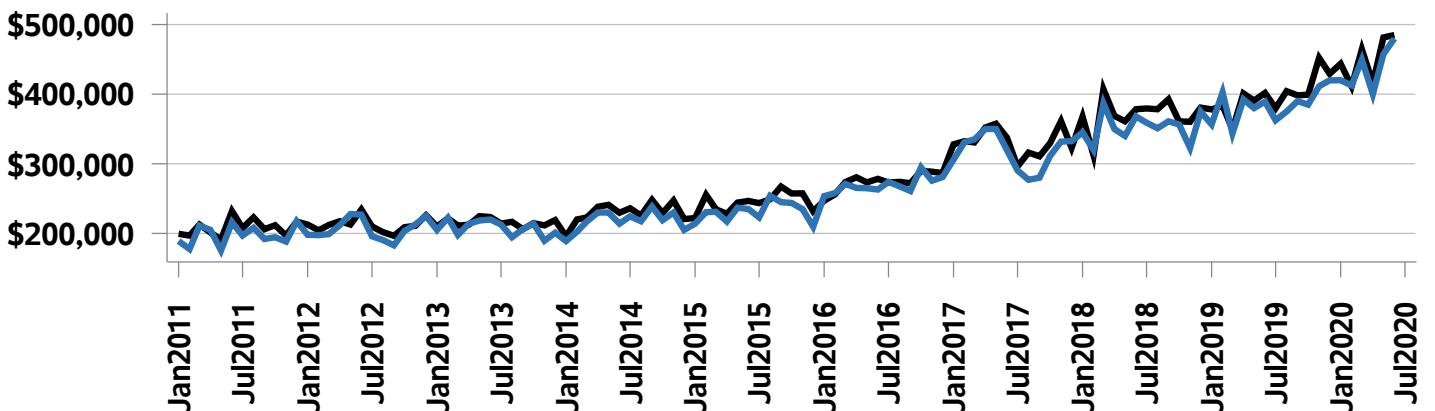
Active Listings (June only)



Months of Inventory (June only)



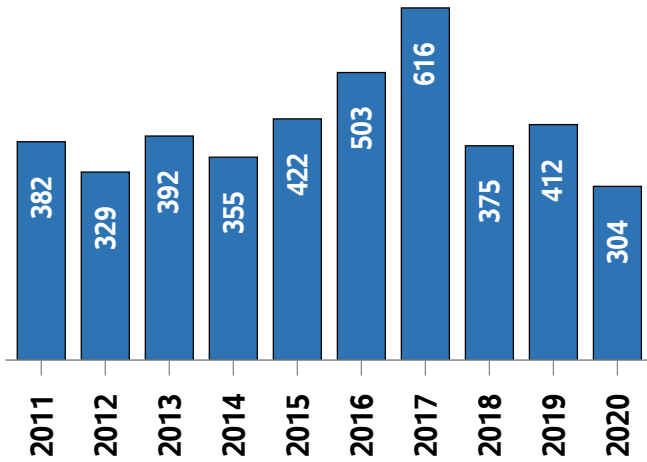
Average Price and Median Price



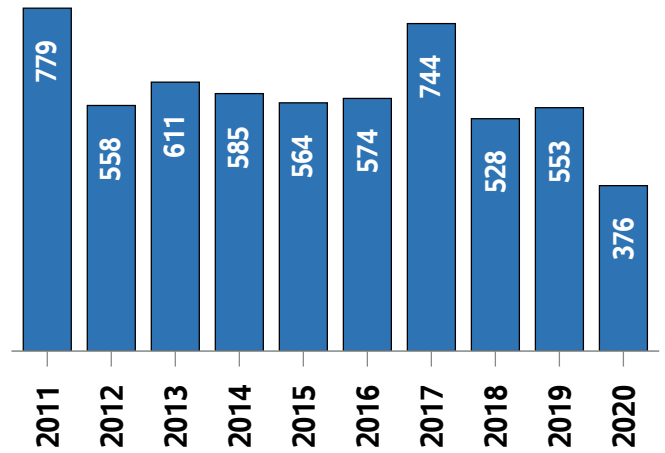
Woodstock

MLS® Residential Market Activity

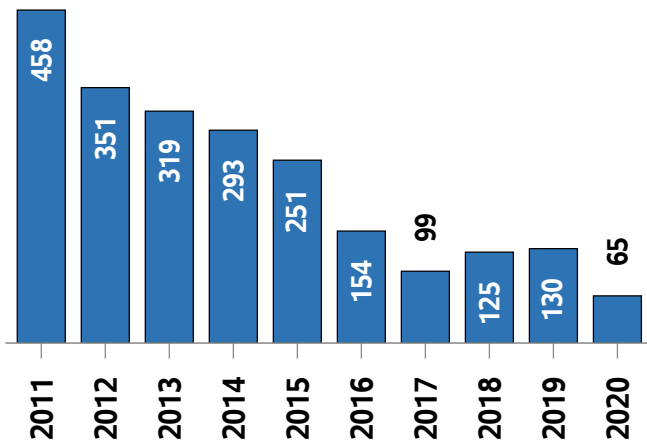
Sales Activity (June Year-to-date)



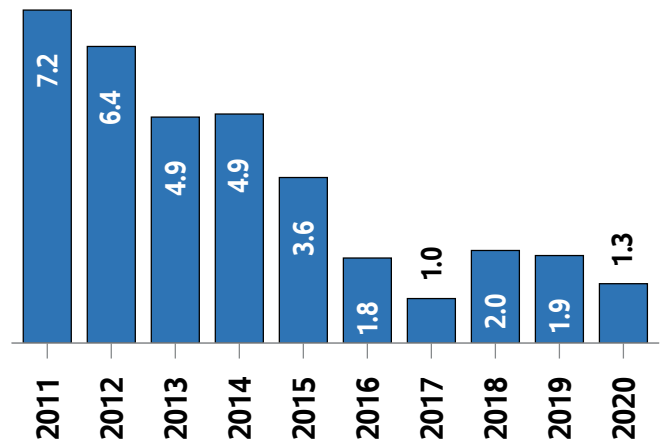
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	85	-11.5	28.8	-23.4	-2.3	19.7	30.8
Dollar Volume	\$41,220,556	6.9	65.1	10.0	92.1	159.8	201.6
New Listings	97	-7.6	-4.9	-31.2	12.8	-5.8	-19.2
Active Listings	68	-50.7	-59.3	-54.7	-72.8	-78.7	-85.6
Sales to New Listings Ratio ¹	87.6	91.4	64.7	78.7	101.2	68.9	54.2
Months of Inventory ²	0.8	1.4	2.5	1.4	2.9	4.5	7.3
Average Price	\$484,948	20.7	28.2	43.6	96.6	117.0	130.6
Median Price	\$479,900	23.3	30.4	50.0	104.2	118.1	130.2
Sales to List Price Ratio	100.4	100.2	98.6	100.3	97.4	97.8	96.7
Median Days on Market	15.0	21.0	18.5	15.0	41.0	40.0	50.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	304	-26.2	-18.9	-50.6	-28.0	-22.4	-21.0
Dollar Volume	\$138,065,821	-13.4	-0.5	-34.3	36.9	61.4	70.7
New Listings	376	-32.0	-28.8	-49.5	-33.3	-38.5	-48.7
Active Listings ³	65	-49.9	-48.0	-34.2	-74.1	-79.6	-85.9
Sales to New Listings Ratio ⁴	80.9	74.5	71.0	82.8	74.8	64.2	52.5
Months of Inventory ⁵	1.3	1.9	2.0	1.0	3.6	4.9	7.2
Average Price	\$454,164	17.3	22.8	33.1	90.1	108.2	116.2
Median Price	\$440,000	16.7	25.7	31.7	93.2	104.2	123.5
Sales to List Price Ratio	101.0	100.4	99.8	102.4	97.6	97.6	97.1
Median Days on Market	15.5	20.0	16.0	12.0	41.0	42.0	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.

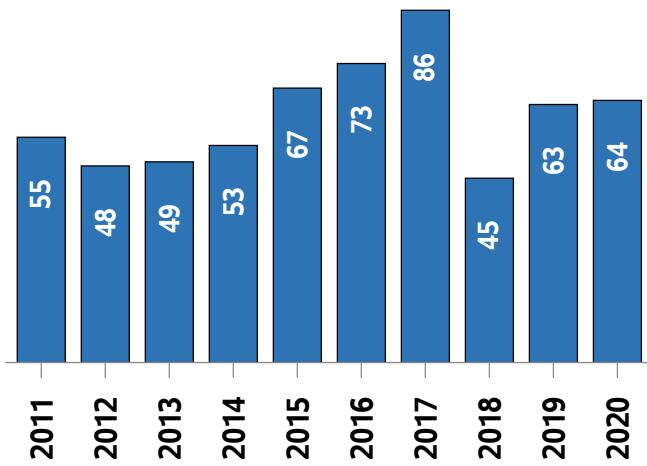
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

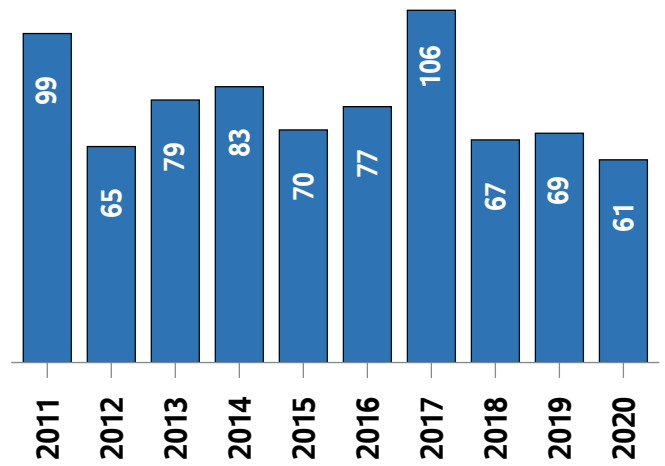
Woodstock

MLS® Single Detached Market Activity

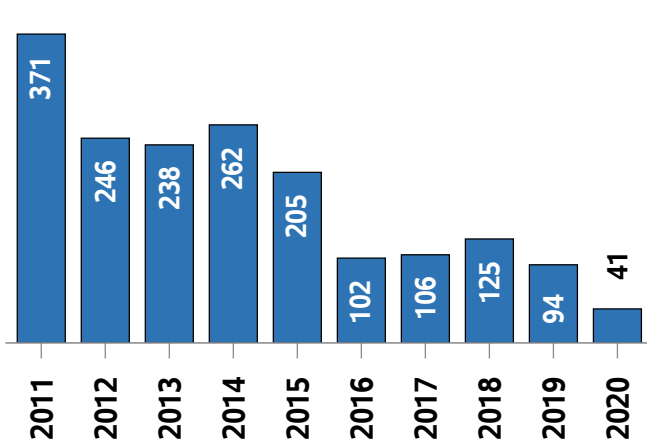
Sales Activity (June only)



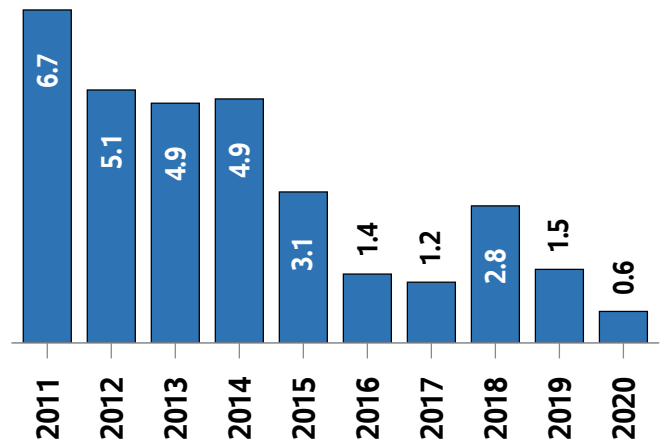
New Listings (June only)



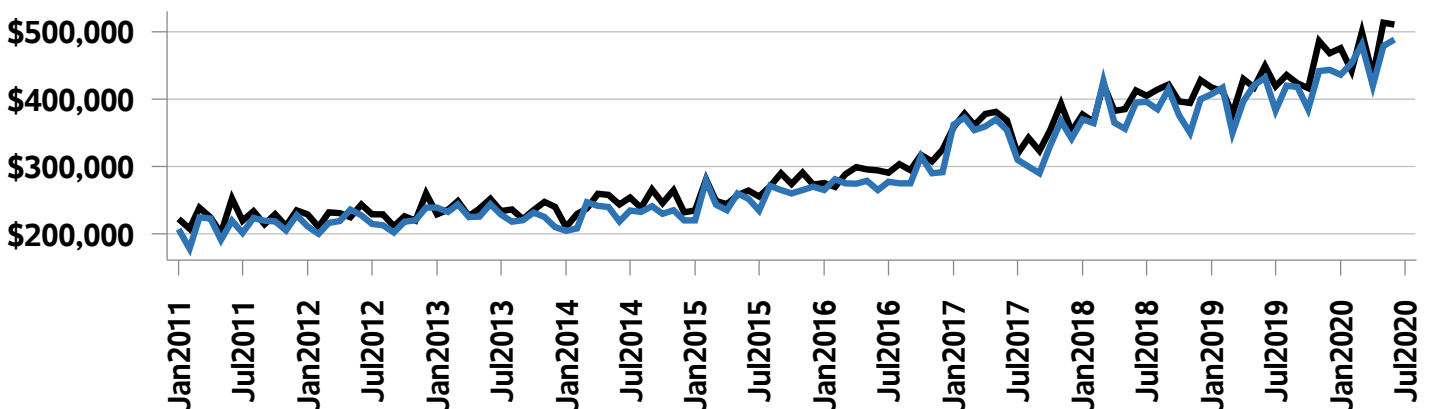
Active Listings (June only)



Months of Inventory (June only)



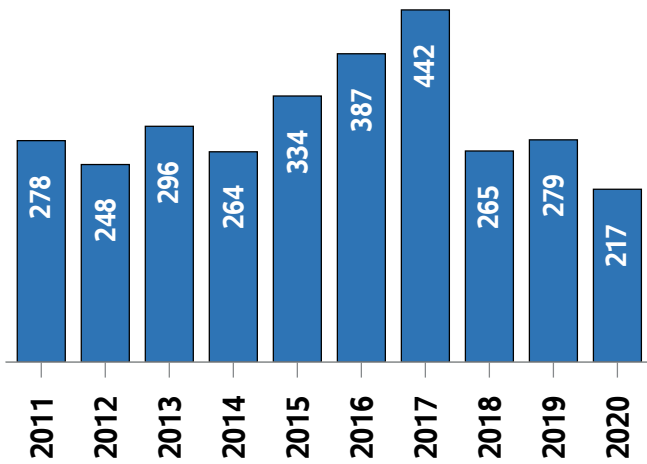
Average Price and Median Price



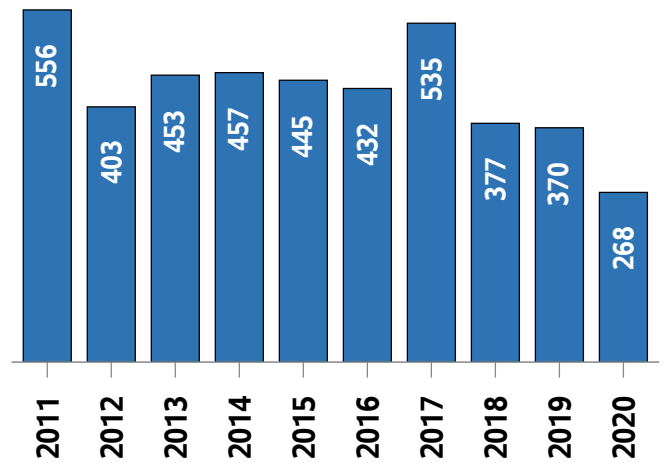
Woodstock

MLS® Single Detached Market Activity

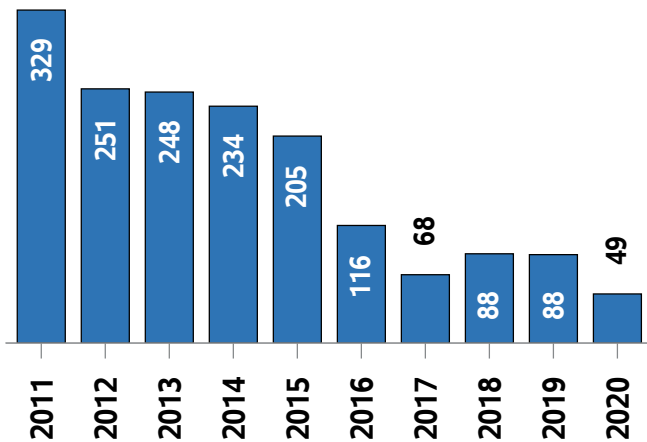
Sales Activity (June Year-to-date)



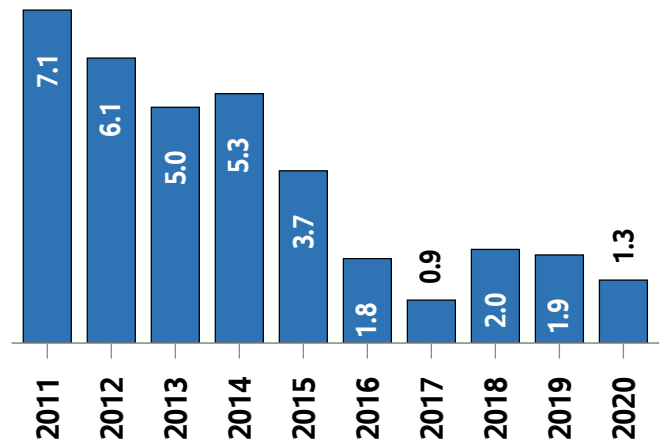
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	64	1.6	42.2	-25.6	-4.5	30.6	39.1
Dollar Volume	\$32,693,156	15.5	76.0	3.1	84.7	164.8	200.6
New Listings	61	-11.6	-9.0	-42.5	-12.9	-22.8	-33.0
Active Listings	41	-56.4	-67.2	-61.3	-80.0	-82.8	-88.1
Sales to New Listings Ratio ¹	104.9	91.3	67.2	81.1	95.7	62.0	50.5
Months of Inventory ²	0.6	1.5	2.8	1.2	3.1	4.9	7.5
Average Price	\$510,831	13.7	23.7	38.6	93.4	102.7	116.0
Median Price	\$488,500	13.1	23.7	38.0	93.8	100.2	116.6
Sales to List Price Ratio	99.7	100.0	98.5	100.3	97.7	98.3	96.4
Median Days on Market	17.0	24.0	16.0	15.0	40.0	37.0	47.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	217	-22.2	-18.1	-50.9	-35.0	-26.7	-29.1
Dollar Volume	\$105,128,009	-10.4	0.7	-36.0	23.5	49.4	53.0
New Listings	268	-27.6	-28.9	-49.9	-39.8	-40.8	-52.1
Active Listings ³	49	-44.4	-44.9	-28.1	-76.2	-80.4	-86.0
Sales to New Listings Ratio ⁴	81.0	75.4	70.3	82.6	75.1	65.3	54.6
Months of Inventory ⁵	1.3	1.9	2.0	0.9	3.7	5.0	6.8
Average Price	\$484,461	15.3	22.9	30.3	90.0	103.8	115.8
Median Price	\$474,000	15.9	24.8	31.7	94.9	105.6	125.7
Sales to List Price Ratio	100.3	100.0	99.7	102.7	97.9	97.9	97.2
Median Days on Market	15.0	22.0	16.0	11.0	41.0	43.0	53.5

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.

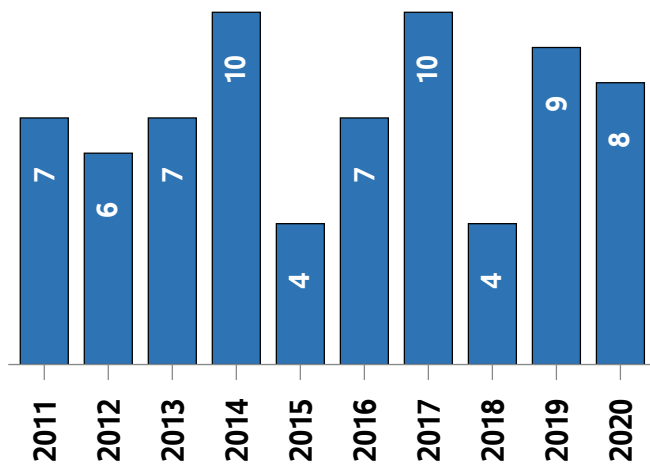
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

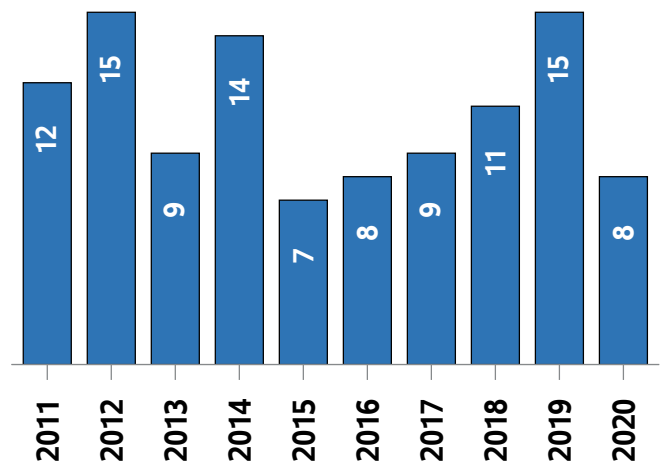
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Zorra Twp MLS® Residential Market Activity

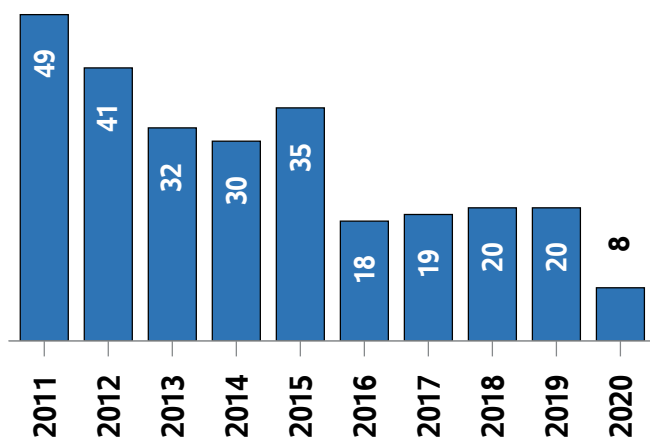
Sales Activity (June only)



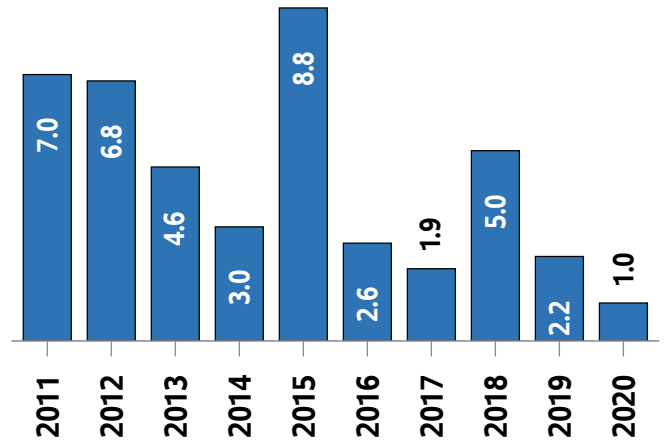
New Listings (June only)



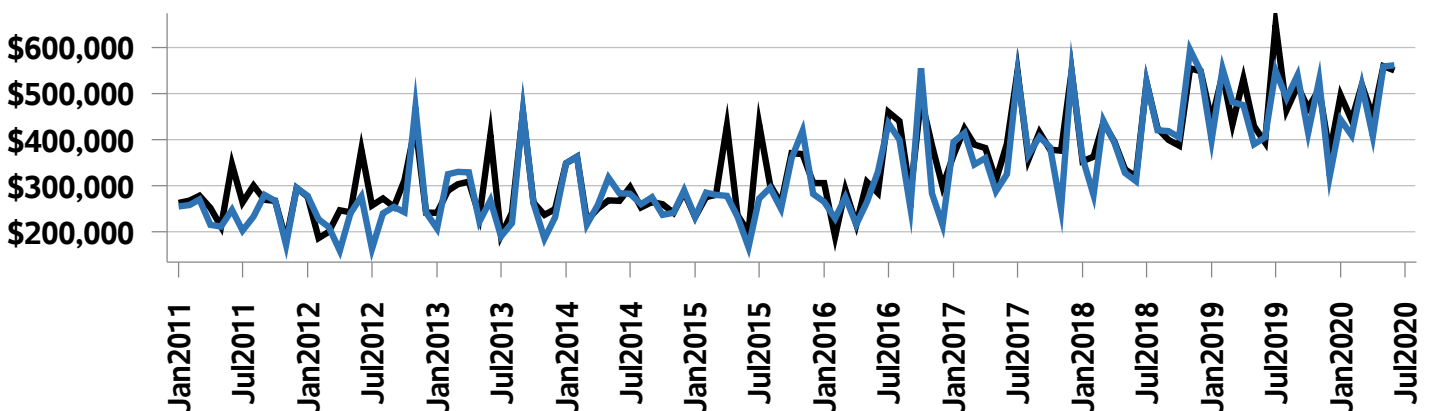
Active Listings (June only)



Months of Inventory (June only)

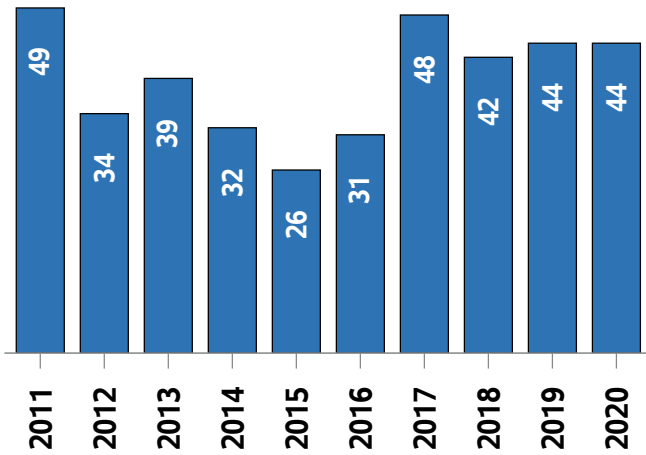


Average Price and Median Price

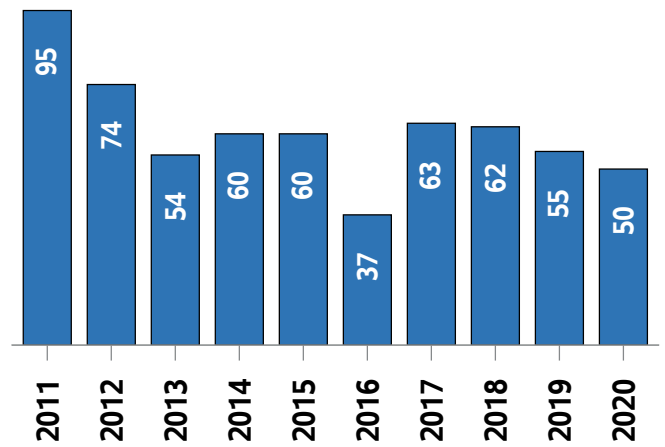


Zorra Twp MLS® Residential Market Activity

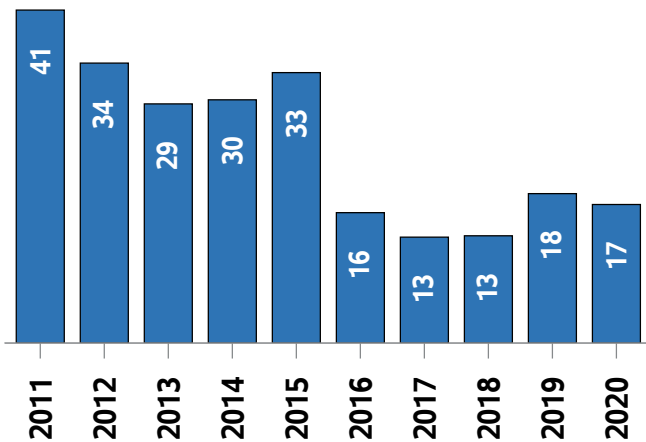
Sales Activity (June Year-to-date)



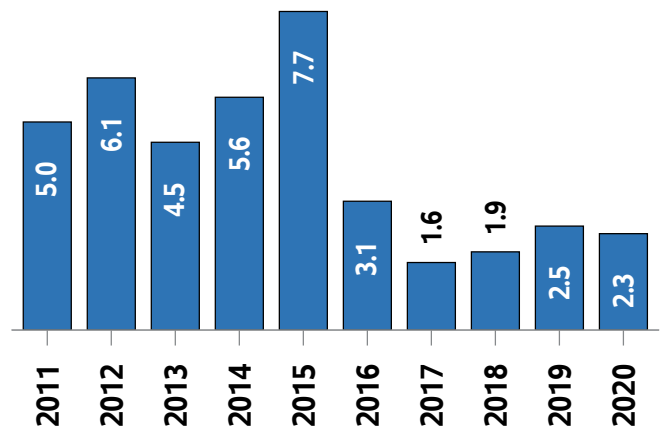
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	8	-11.1	100.0	-20.0	100.0	14.3	
Dollar Volume	\$4,403,507	24.1	244.1	12.6	453.6	53.5	
New Listings	8	-46.7	-27.3	-11.1	14.3	-11.1	-52.9
Active Listings	8	-60.0	-60.0	-57.9	-77.1	-75.0	-86.0
Sales to New Listings Ratio ¹	100.0	60.0	36.4	111.1	57.1	77.8	
Months of Inventory ²	1.0	2.2	5.0	1.9	8.8	4.6	
Average Price	\$550,438	39.6	72.0	40.7	176.8	34.3	
Median Price	\$561,500	38.6	81.2	72.8	236.7	109.5	
Sales to List Price Ratio	101.9	104.5	99.3	107.5	94.9	96.8	
Median Days on Market	17.5	12.0	14.5	18.0	42.0	84.0	

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	44	0.0	4.8	-8.3	69.2	12.8	-6.4
Dollar Volume	\$22,320,574	12.2	40.8	23.0	187.1	94.9	85.5
New Listings	50	-9.1	-19.4	-20.6	-16.7	-7.4	-43.8
Active Listings ³	17	-7.3	29.1	30.8	-48.7	-42.0	-64.5
Sales to New Listings Ratio ⁴	88.0	80.0	67.7	76.2	43.3	72.2	52.8
Months of Inventory ⁵	2.3	2.5	1.9	1.6	7.7	4.5	6.1
Average Price	\$507,286	12.2	34.4	34.2	69.7	72.8	98.2
Median Price	\$502,303	19.6	37.1	36.7	94.4	87.4	95.4
Sales to List Price Ratio	100.8	100.9	103.7	103.4	96.2	97.6	98.0
Median Days on Market	34.5	30.0	14.0	13.5	48.5	57.0	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.

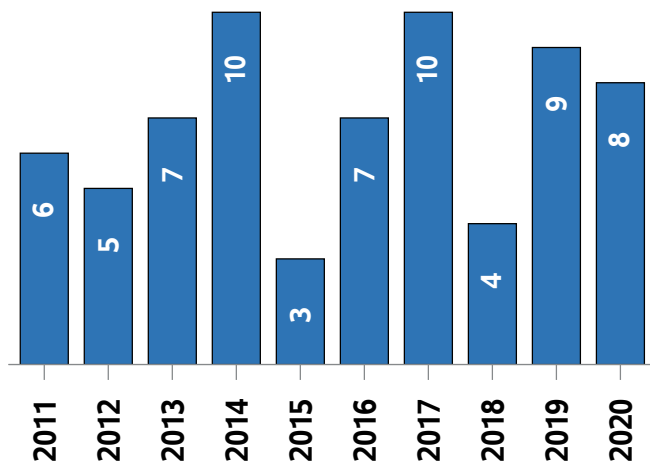
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

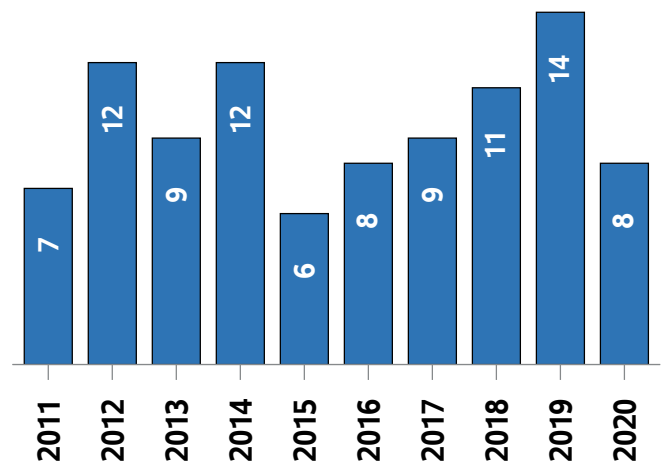
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Zorra Twp MLS® Single Detached Market Activity

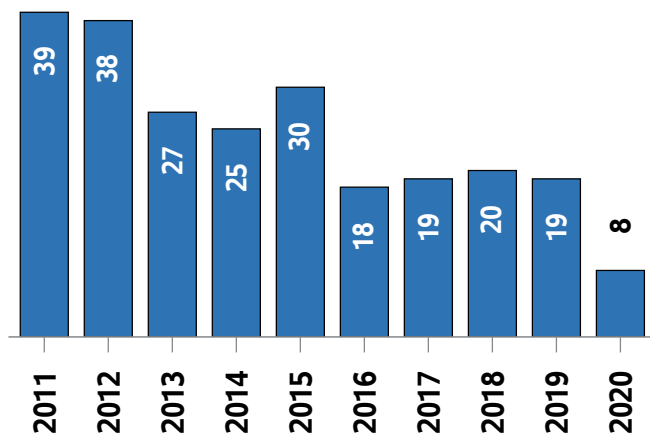
Sales Activity (June only)



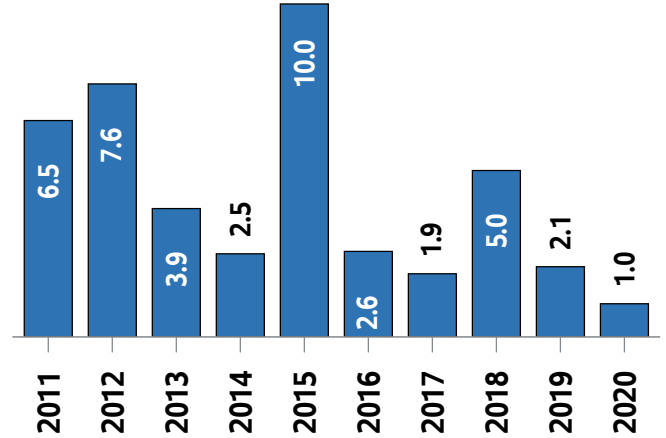
New Listings (June only)



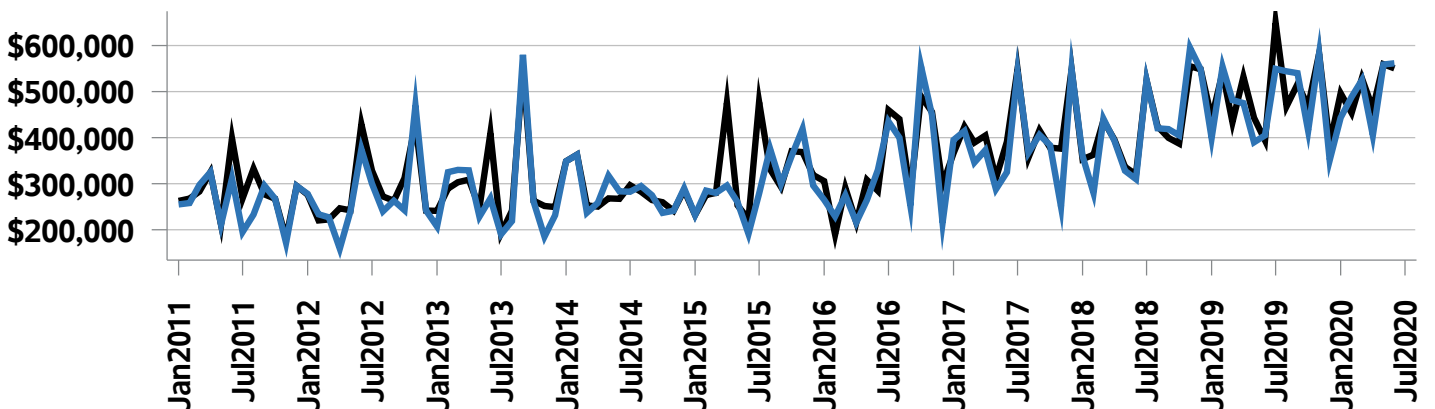
Active Listings (June only)



Months of Inventory (June only)

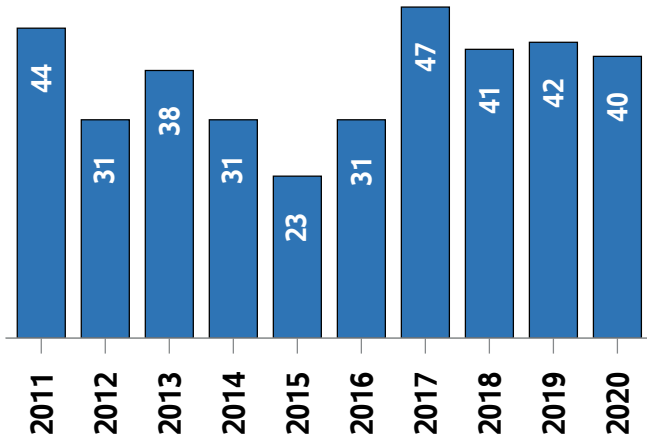


Average Price and Median Price

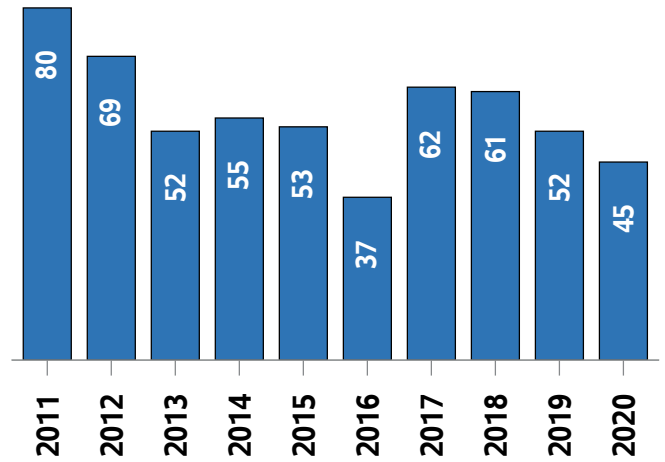


Zorra Twp MLS® Single Detached Market Activity

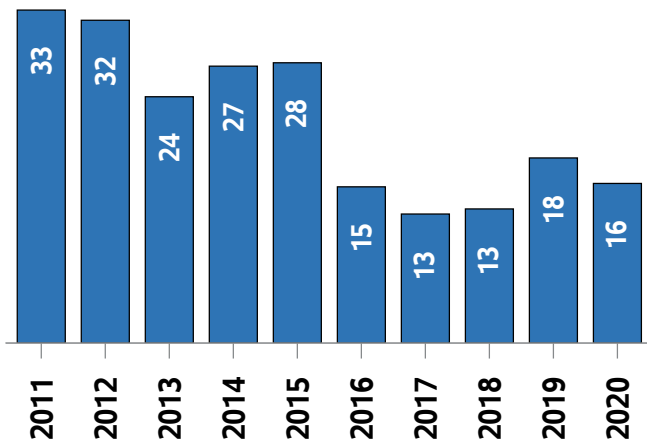
Sales Activity (June Year-to-date)



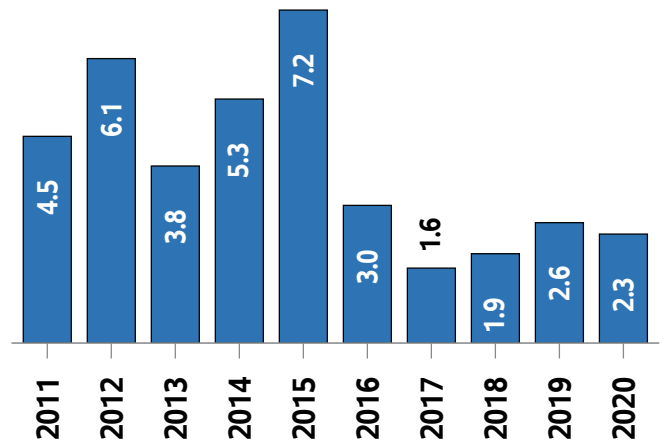
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	8	-11.1	100.0	-20.0	166.7	14.3	
Dollar Volume	\$4,403,507	24.1	244.1	12.6	558.7	53.5	
New Listings	8	-42.9	-27.3	-11.1	33.3	-11.1	-46.7
Active Listings	8	-57.9	-60.0	-57.9	-73.3	-70.4	-83.3
Sales to New Listings Ratio ¹	100.0	64.3	36.4	111.1	50.0	77.8	
Months of Inventory ²	1.0	2.1	5.0	1.9	10.0	3.9	
Average Price	\$550,438	39.6	72.0	40.7	147.0	34.3	
Median Price	\$561,500	38.6	81.2	72.8	194.0	109.5	
Sales to List Price Ratio	101.9	104.5	99.3	107.5	93.7	96.8	
Median Days on Market	17.5	12.0	14.5	18.0	54.0	84.0	

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	40	-4.8	-2.4	-14.9	73.9	5.3	-14.9
Dollar Volume	\$20,667,378	8.0	33.1	15.2	179.8	82.0	71.8
New Listings	45	-13.5	-26.2	-27.4	-15.1	-13.5	-43.8
Active Listings ³	16	-13.8	19.0	23.7	-43.0	-35.2	-63.1
Sales to New Listings Ratio ⁴	88.9	80.8	67.2	75.8	43.4	73.1	58.8
Months of Inventory ⁵	2.3	2.6	1.9	1.6	7.2	3.8	5.4
Average Price	\$516,684	13.4	36.4	35.3	60.9	72.9	101.8
Median Price	\$517,400	21.7	38.7	40.0	99.0	88.5	101.3
Sales to List Price Ratio	100.9	100.9	103.7	103.4	96.1	97.7	98.0
Median Days on Market	32.5	36.0	14.0	13.0	43.0	55.0	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.

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