



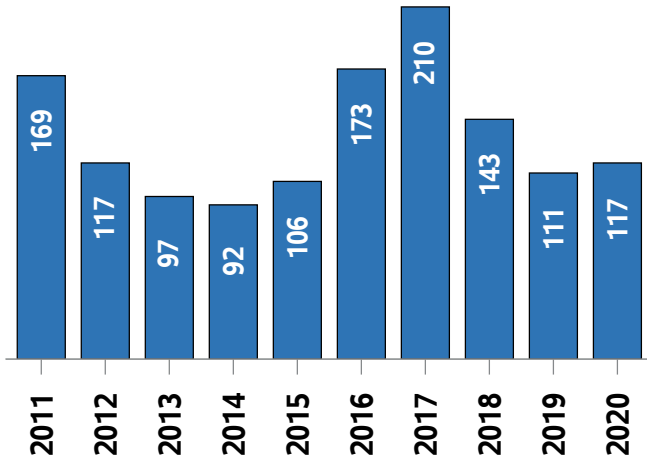
**Woodstock - Ingersoll  
Residential Market Activity Report  
March 2020**



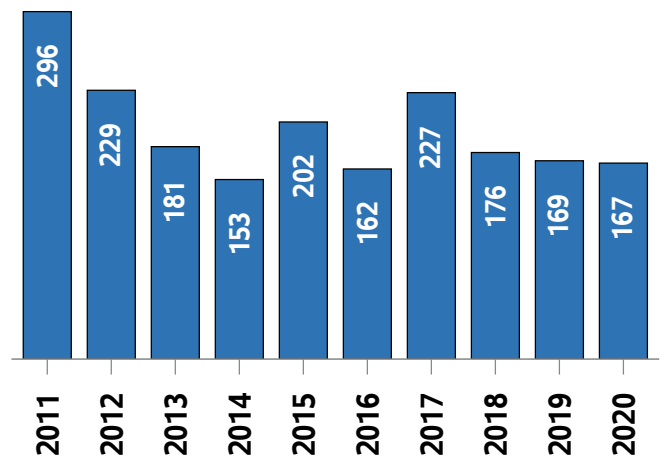
Prepared for the Woodstock - Ingersoll & District Real Estate Board by the Canadian Real Estate Association

# Woodstock - Ingersoll and District MLS® Residential Market Activity

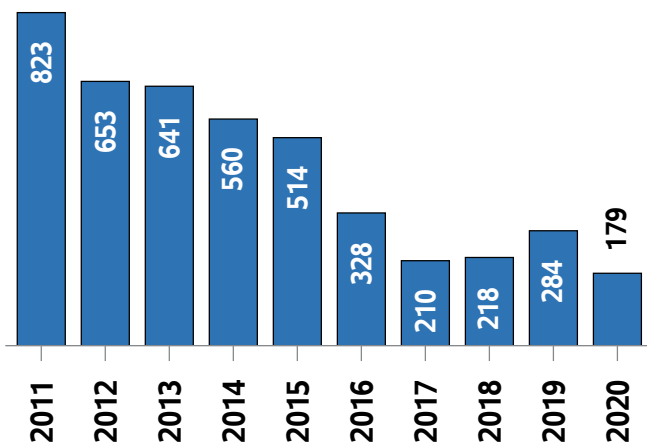
Sales Activity (March only)



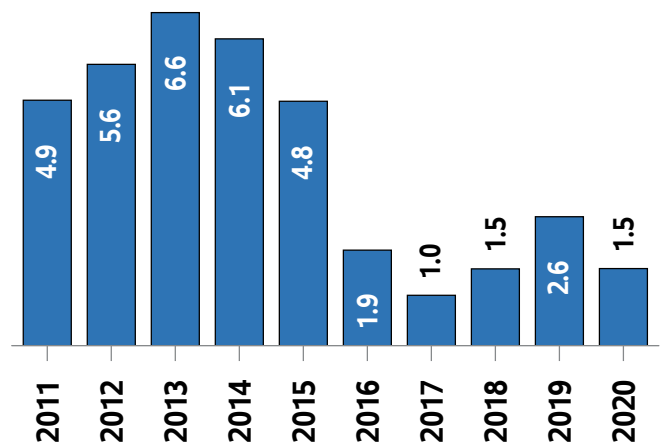
New Listings (March only)



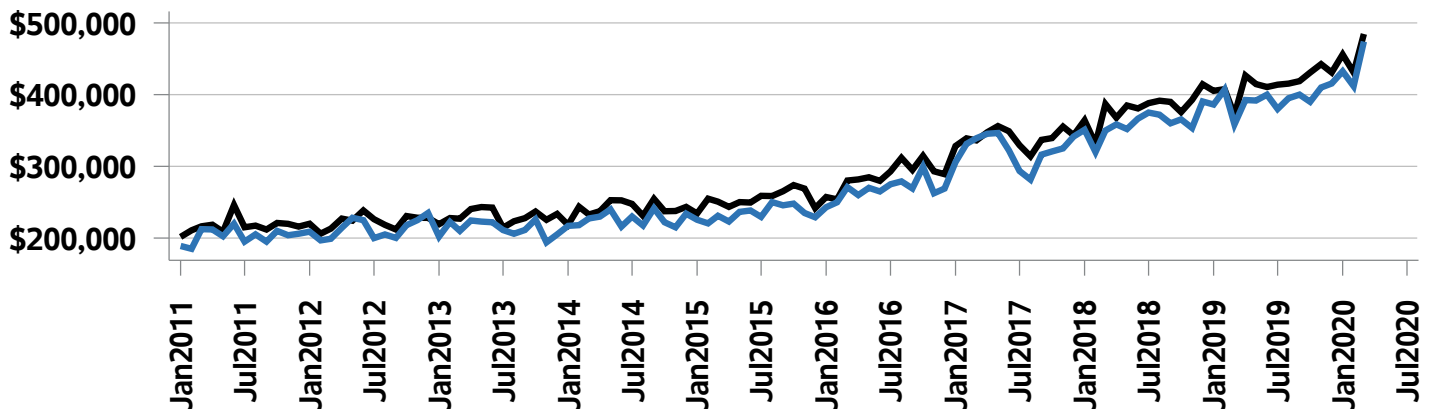
Active Listings (March only)



Months of Inventory (March only)



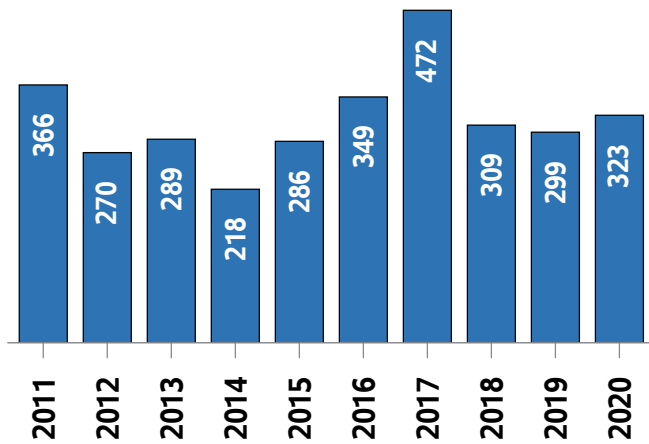
Average Price and Median Price



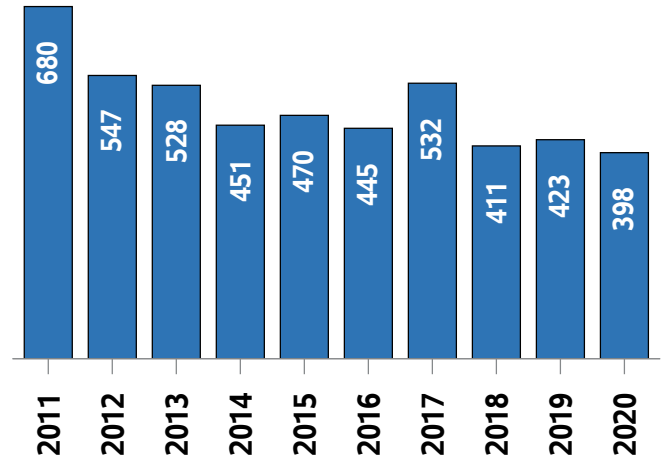
# Woodstock - Ingersoll and District

## MLS® Residential Market Activity

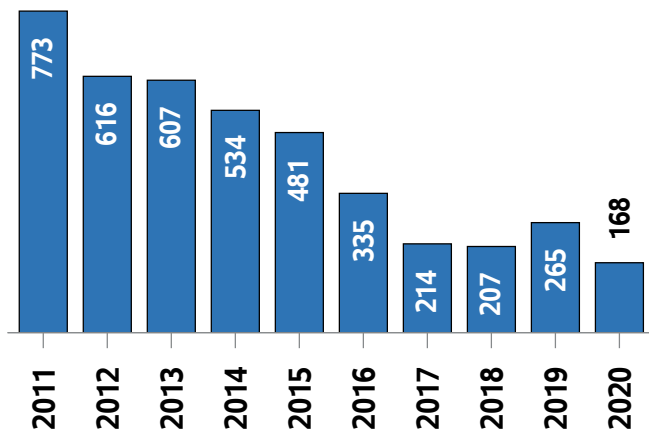
Sales Activity (March Year-to-date)



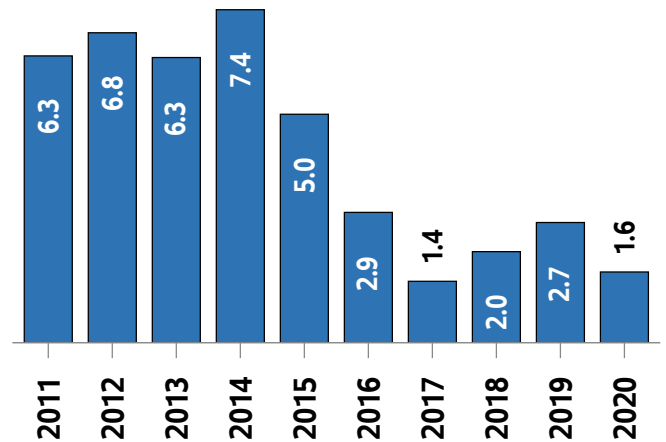
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	117	5.4	-18.2	-44.3	10.4	20.6	-23.5
Dollar Volume	\$56,699,236	37.5	2.5	-19.7	113.3	157.5	79.6
New Listings	167	-1.2	-5.1	-26.4	-17.3	-7.7	-43.2
Active Listings	179	-37.0	-17.9	-14.8	-65.2	-72.1	-80.9
Sales to New Listings Ratio <sup>1</sup>	70.1	65.7	81.3	92.5	52.5	53.6	52.0
Months of Inventory <sup>2</sup>	1.5	2.6	1.5	1.0	4.8	6.6	6.1
Average Price	\$484,609	30.4	25.3	44.2	93.3	113.5	134.9
Median Price	\$474,000	32.2	35.4	39.7	105.1	125.7	143.1
Sales to List Price Ratio	101.0	100.3	99.8	102.6	97.1	96.9	97.5
Median Days on Market	14.0	15.0	14.0	12.0	38.5	45.0	51.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	323	8.0	4.5	-31.6	12.9	11.8	0.3
Dollar Volume	\$148,044,029	25.8	30.9	-6.5	109.3	127.4	124.2
New Listings	398	-5.9	-3.2	-25.2	-15.3	-24.6	-44.2
Active Listings <sup>3</sup>	168	-36.4	-18.8	-21.2	-65.0	-72.3	-81.3
Sales to New Listings Ratio <sup>4</sup>	81.2	70.7	75.2	88.7	60.9	54.7	45.2
Months of Inventory <sup>5</sup>	1.6	2.7	2.0	1.4	5.0	6.3	8.4
Average Price	\$458,341	16.5	25.2	36.7	85.3	103.5	123.5
Median Price	\$440,000	15.8	29.8	32.6	94.7	103.7	129.8
Sales to List Price Ratio	101.1	99.9	99.8	101.6	96.9	97.1	96.8
Median Days on Market	17.0	21.0	17.0	15.0	56.0	57.0	63.5

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

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

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

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

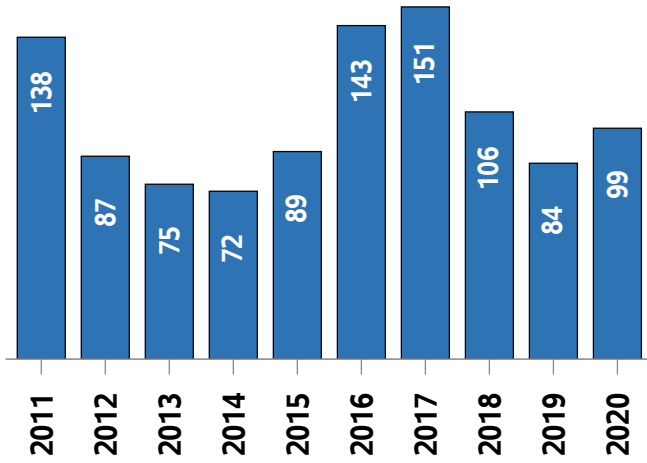
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

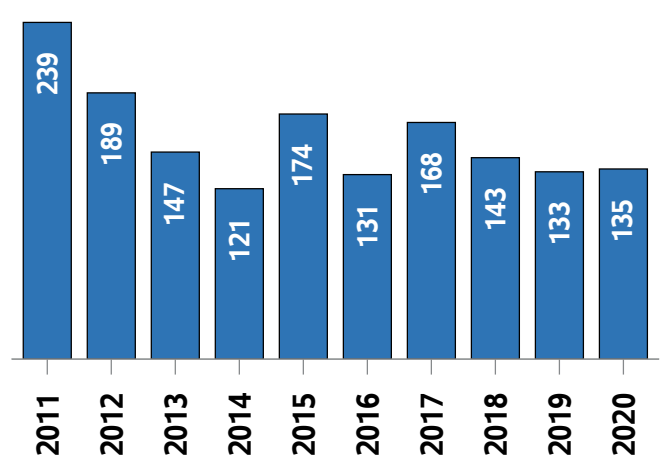
# Woodstock - Ingersoll and District

## MLS® Single Detached Market Activity

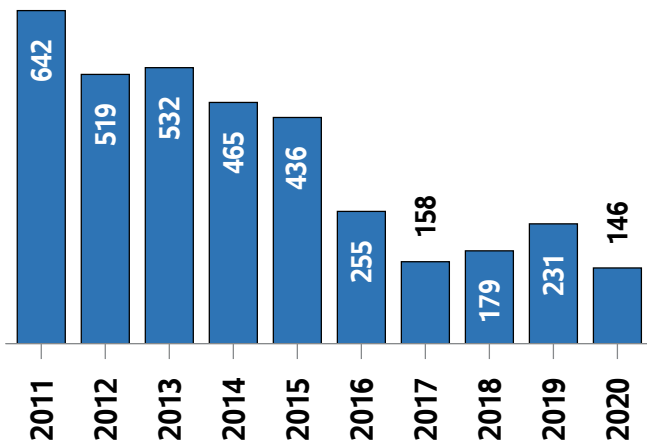
Sales Activity (March only)



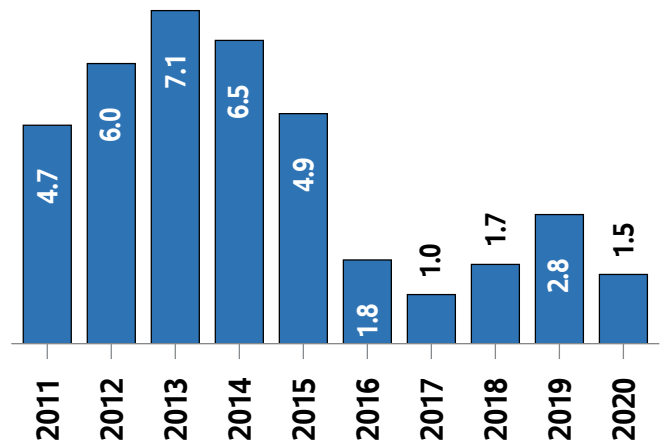
New Listings (March only)



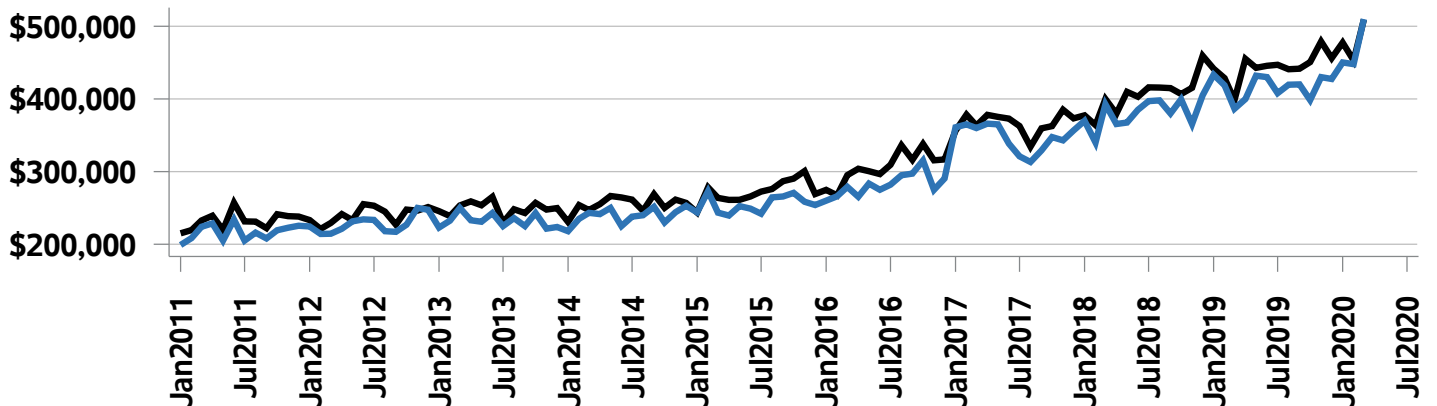
Active Listings (March only)



Months of Inventory (March only)



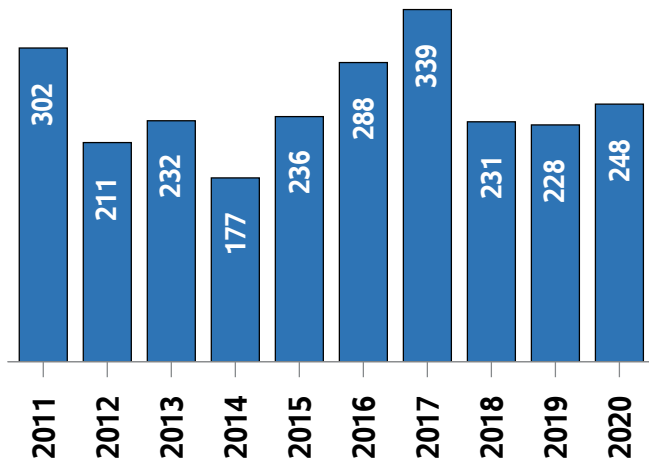
Average Price and Median Price



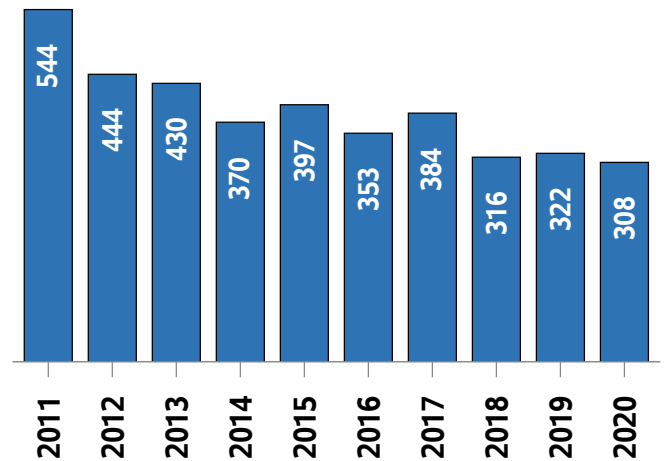
# Woodstock - Ingersoll and District

## MLS® Single Detached Market Activity

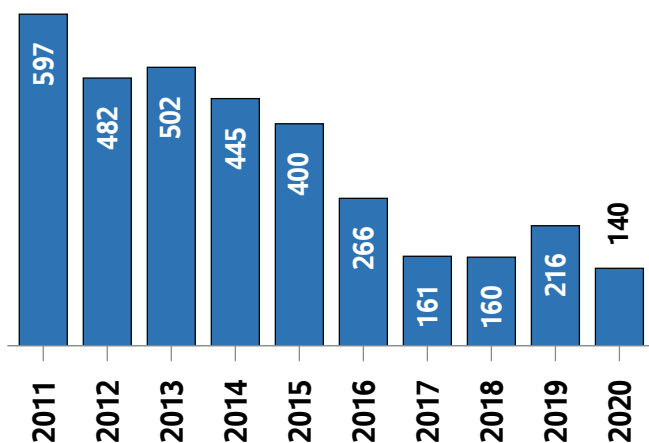
Sales Activity (March Year-to-date)



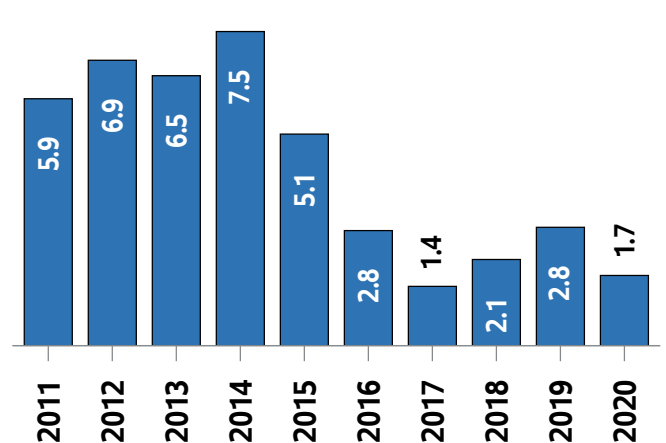
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	99	17.9	-6.6	-34.4	11.2	32.0	-27.2
Dollar Volume	\$50,415,552	50.7	18.9	-8.1	114.7	165.3	72.9
New Listings	135	1.5	-5.6	-19.6	-22.4	-8.2	-42.8
Active Listings	146	-36.8	-18.4	-7.6	-66.5	-72.6	-80.8
Sales to New Listings Ratio <sup>1</sup>	73.3	63.2	74.1	89.9	51.1	51.0	57.6
Months of Inventory <sup>2</sup>	1.5	2.8	1.7	1.0	4.9	7.1	5.6
Average Price	\$509,248	27.8	27.3	40.2	93.0	101.0	137.5
Median Price	\$509,900	31.9	29.9	41.7	109.4	104.0	150.3
Sales to List Price Ratio	100.3	100.3	100.1	102.2	97.0	97.7	97.5
Median Days on Market	13.0	14.5	13.0	11.0	41.0	52.0	57.5

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	248	8.8	7.4	-26.8	5.1	6.9	-9.5
Dollar Volume	\$119,775,309	24.6	34.9	-3.6	93.6	110.6	102.2
New Listings	308	-4.3	-2.5	-19.8	-22.4	-28.4	-47.8
Active Listings <sup>3</sup>	140	-35.4	-12.5	-13.4	-65.1	-72.2	-81.1
Sales to New Listings Ratio <sup>4</sup>	80.5	70.8	73.1	88.3	59.4	54.0	46.4
Months of Inventory <sup>5</sup>	1.7	2.8	2.1	1.4	5.1	6.5	8.1
Average Price	\$482,965	14.6	25.6	31.8	84.3	97.0	123.4
Median Price	\$465,000	14.1	25.7	28.5	86.0	96.4	126.8
Sales to List Price Ratio	100.3	100.0	99.7	101.1	96.8	97.3	97.1
Median Days on Market	16.0	26.0	18.0	14.0	54.5	61.5	66.0

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

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

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

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

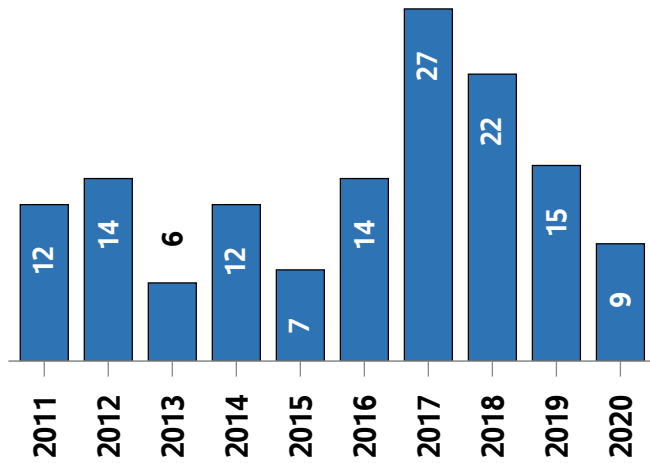
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

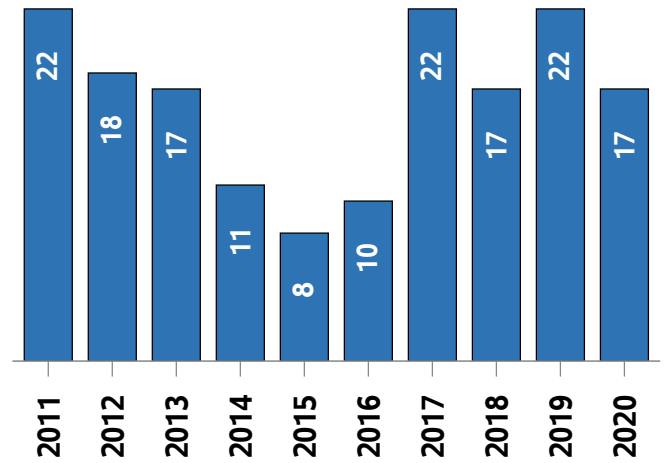
# Woodstock - Ingersoll and District

## MLS® Semi-Detached Market Activity

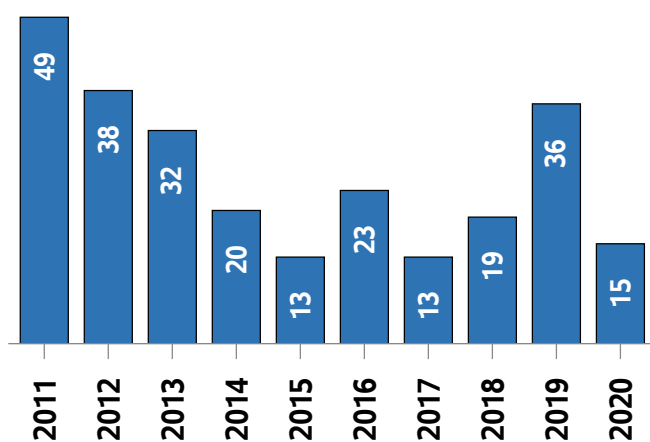
Sales Activity (March only)



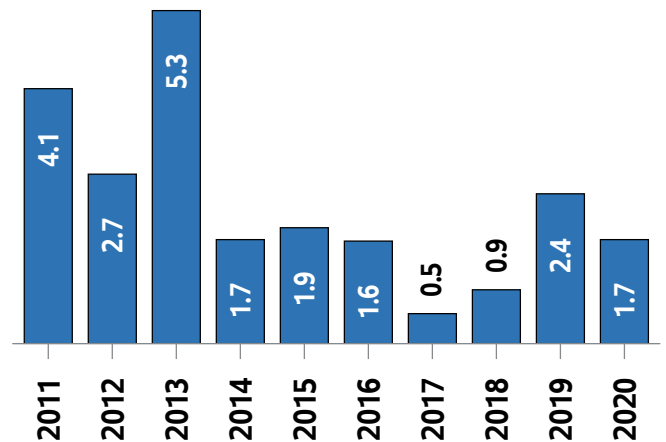
New Listings (March only)



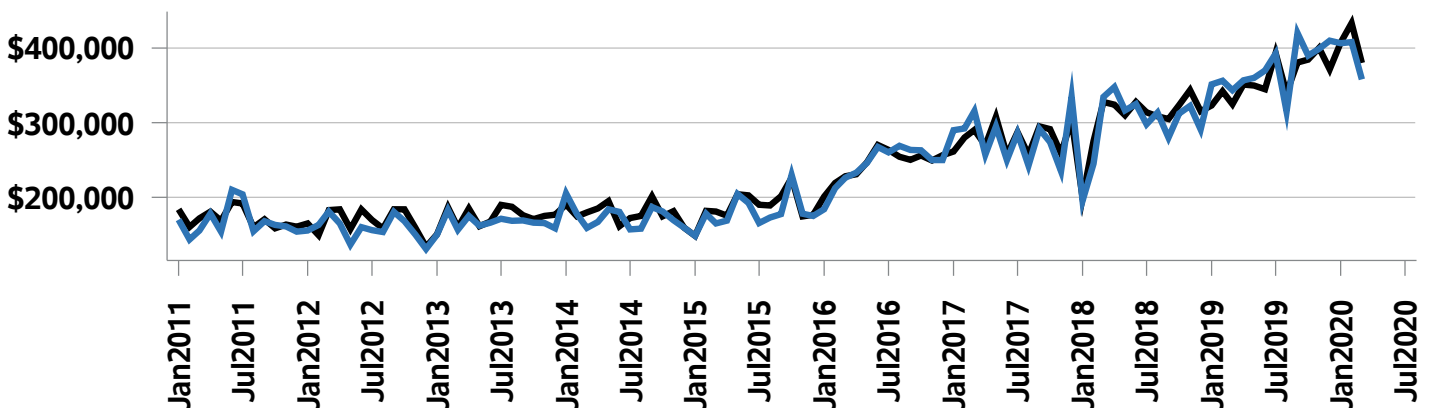
Active Listings (March only)



Months of Inventory (March only)



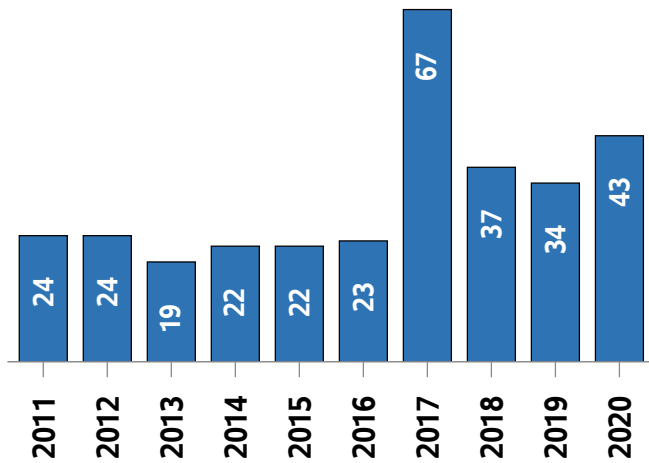
Average Price and Median Price



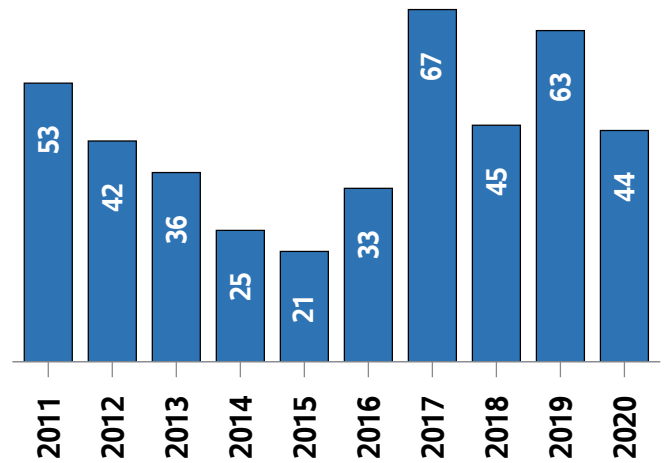


## Woodstock - Ingersoll and District MLS® Semi-Detached Market Activity

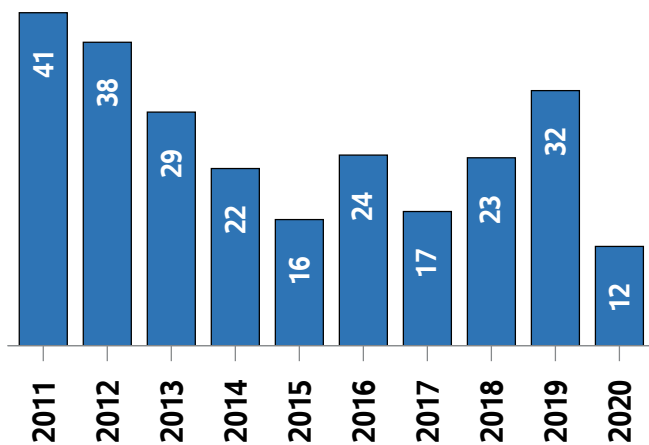
Sales Activity (March Year-to-date)



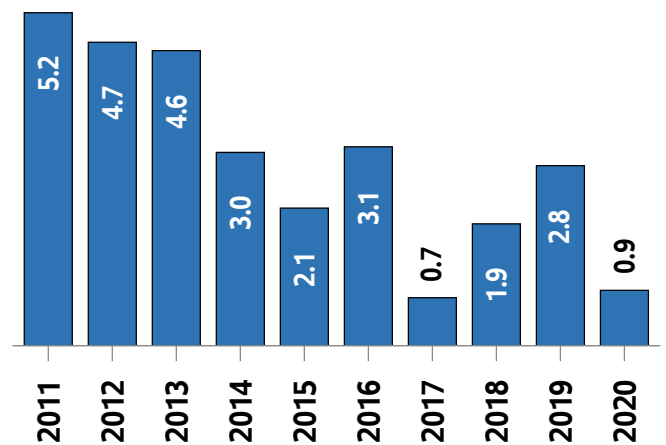
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	9	-40.0	-59.1	-66.7	28.6	50.0	-18.2
Dollar Volume	\$3,420,185	-29.8	-52.6	-56.4	170.1	257.4	108.5
New Listings	17	-22.7	0.0	-22.7	112.5	0.0	-19.0
Active Listings	15	-58.3	-21.1	15.4	15.4	-53.1	-70.0
Sales to New Listings Ratio <sup>1</sup>	52.9	68.2	129.4	122.7	87.5	35.3	52.4
Months of Inventory <sup>2</sup>	1.7	2.4	0.9	0.5	1.9	5.3	4.5
Average Price	\$380,021	17.0	16.0	30.9	110.0	138.3	154.8
Median Price	\$358,000	4.2	7.0	13.5	117.0	128.8	140.3
Sales to List Price Ratio	109.8	100.8	100.0	103.0	97.0	93.8	97.1
Median Days on Market	12.0	12.0	18.0	13.0	24.0	30.5	39.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	43	26.5	16.2	-35.8	95.5	126.3	104.8
Dollar Volume	\$17,737,784	58.4	60.7	-5.3	351.7	466.8	439.3
New Listings	44	-30.2	-2.2	-34.3	109.5	22.2	7.3
Active Listings <sup>3</sup>	12	-61.1	-47.1	-26.0	-21.3	-57.5	-71.3
Sales to New Listings Ratio <sup>4</sup>	97.7	54.0	82.2	100.0	104.8	52.8	51.2
Months of Inventory <sup>5</sup>	0.9	2.8	1.9	0.7	2.1	4.6	6.1
Average Price	\$412,507	25.2	38.3	47.6	131.1	150.5	163.4
Median Price	\$404,995	17.6	35.0	39.7	138.2	170.0	164.7
Sales to List Price Ratio	103.8	100.2	100.8	102.7	96.8	96.0	97.1
Median Days on Market	20.0	12.5	18.0	15.0	46.0	55.0	58.0

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

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

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

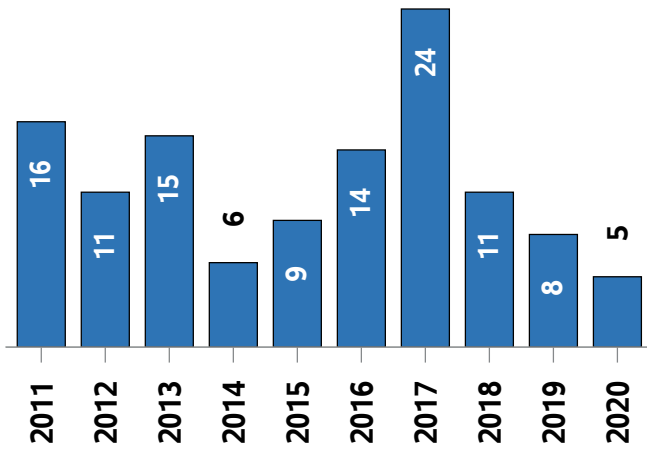
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

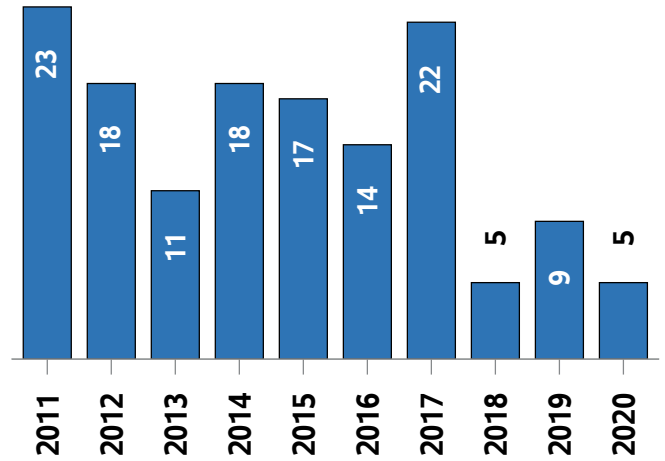
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Woodstock - Ingersoll and District MLS® Condo Market Activity

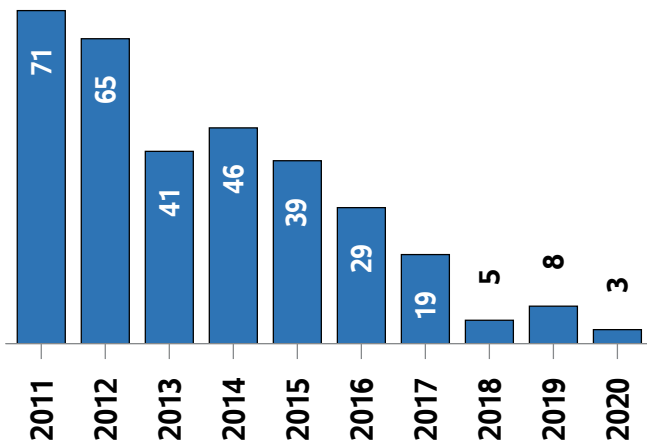
Sales Activity (March only)



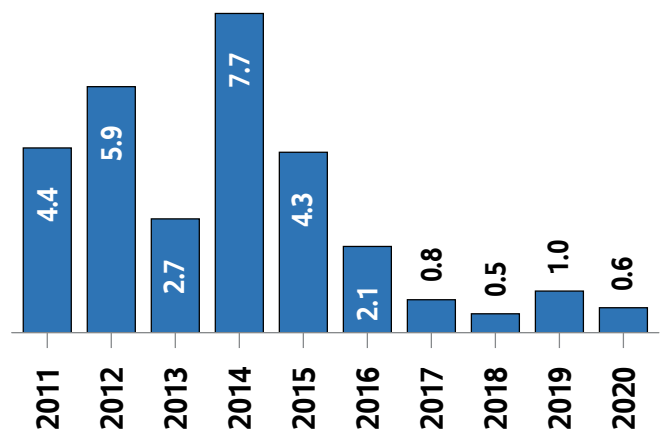
New Listings (March only)



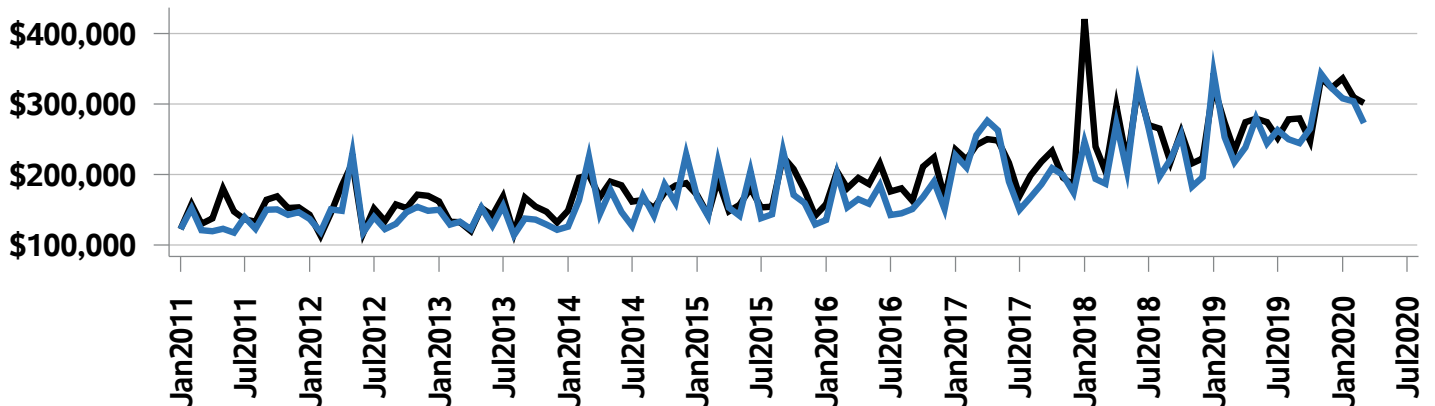
Active Listings (March only)



Months of Inventory (March only)

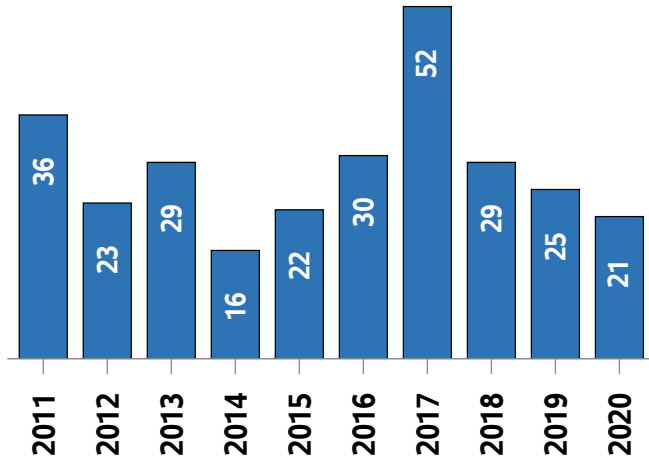


Average Price and Median Price

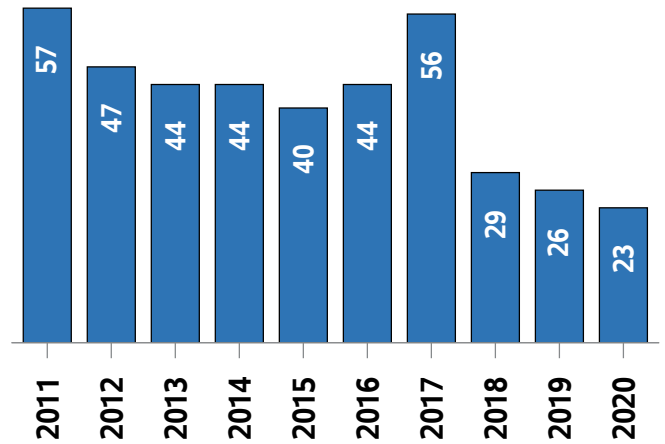


# Woodstock - Ingersoll and District MLS® Condo Market Activity

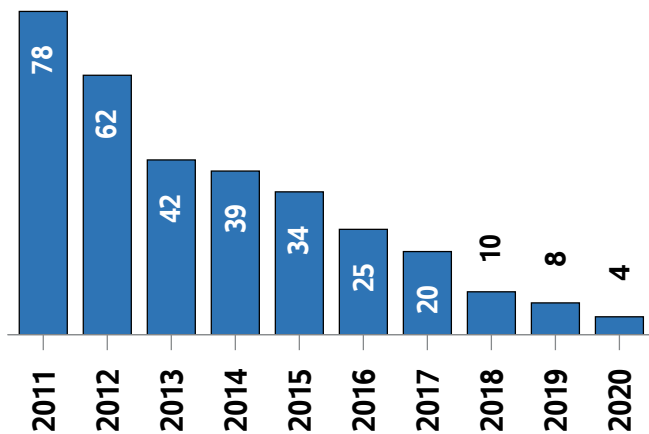
Sales Activity (March Year-to-date)



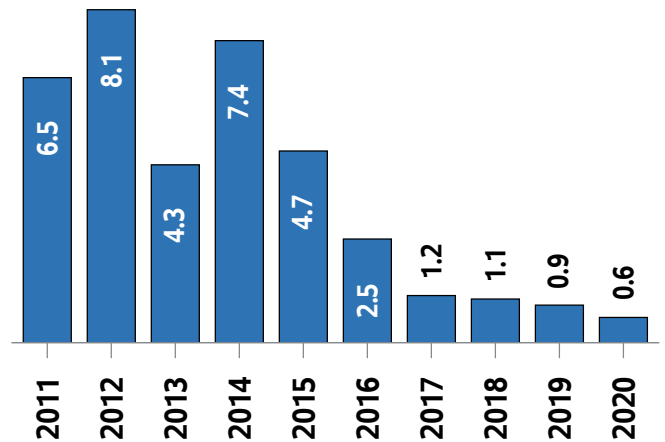
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	5	-37.5	-54.5	-79.2	-44.4	-66.7	150.0
Dollar Volume	\$1,507,500	-19.3	-33.0	-74.0	-13.0	-24.1	547.0
New Listings	5	-44.4	0.0	-77.3	-70.6	-54.5	-78.3
Active Listings	3	-62.5	-40.0	-84.2	-92.3	-92.7	-96.3
Sales to New Listings Ratio <sup>1</sup>	100.0	88.9	220.0	109.1	52.9	136.4	8.7
Months of Inventory <sup>2</sup>	0.6	1.0	0.5	0.8	4.3	2.7	40.0
Average Price	\$301,500	29.1	47.3	24.7	56.6	127.7	158.8
Median Price	\$273,000	25.5	46.0	6.8	25.2	105.3	134.3
Sales to List Price Ratio	101.2	101.1	97.3	107.1	99.2	94.7	96.4
Median Days on Market	21.0	20.0	18.0	12.5	31.0	36.0	110.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	21	-16.0	-27.6	-59.6	-4.5	-27.6	31.3
Dollar Volume	\$6,674,150	-5.1	-12.7	-44.8	76.3	64.8	225.3
New Listings	23	-11.5	-20.7	-58.9	-42.5	-47.7	-54.0
Active Listings <sup>3</sup>	4	-43.5	-58.1	-78.3	-87.4	-89.7	-94.2
Sales to New Listings Ratio <sup>4</sup>	91.3	96.2	100.0	92.9	55.0	65.9	32.0
Months of Inventory <sup>5</sup>	0.6	0.9	1.1	1.2	4.7	4.3	13.9
Average Price	\$317,817	13.0	20.5	36.6	84.7	127.6	147.9
Median Price	\$292,500	12.1	48.5	23.2	81.1	119.9	135.9
Sales to List Price Ratio	105.9	101.0	100.1	104.8	99.2	95.8	96.4
Median Days on Market	11.0	20.0	17.0	17.5	59.0	39.0	57.5

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

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

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

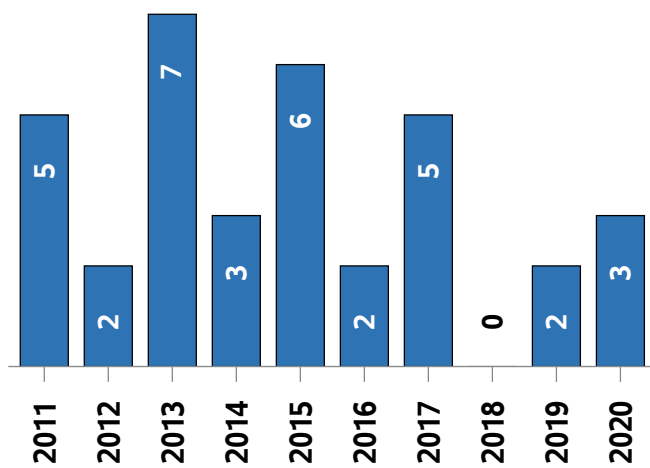
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

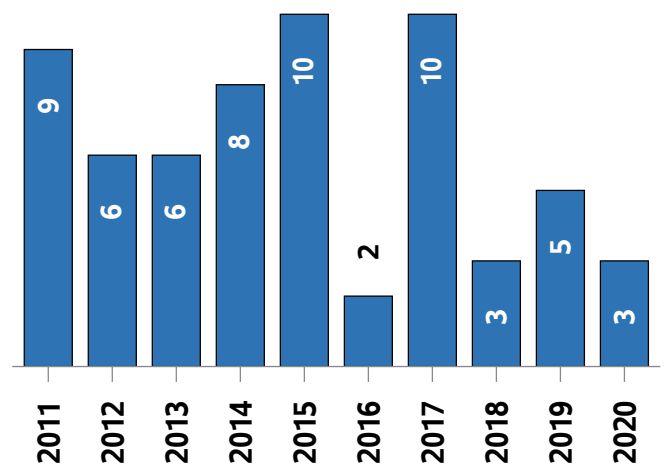
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Blandford-Blenheim Twp MLS® Residential Market Activity

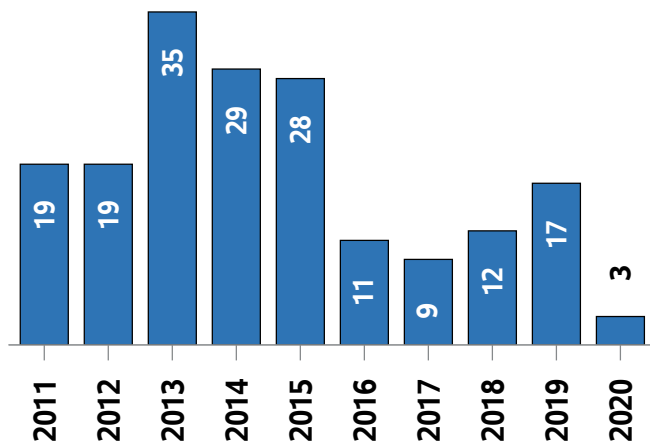
Sales Activity (March only)



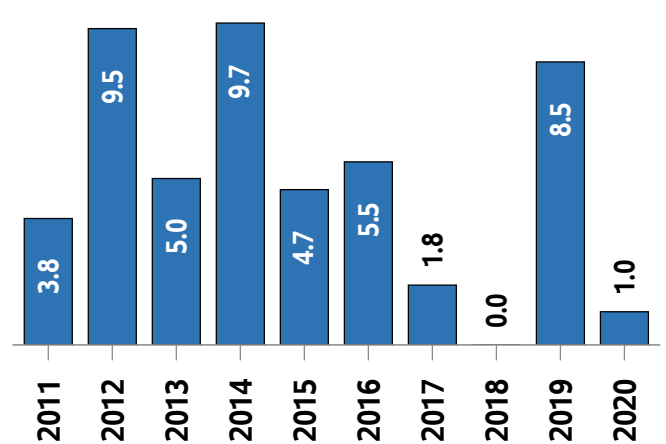
New Listings (March only)



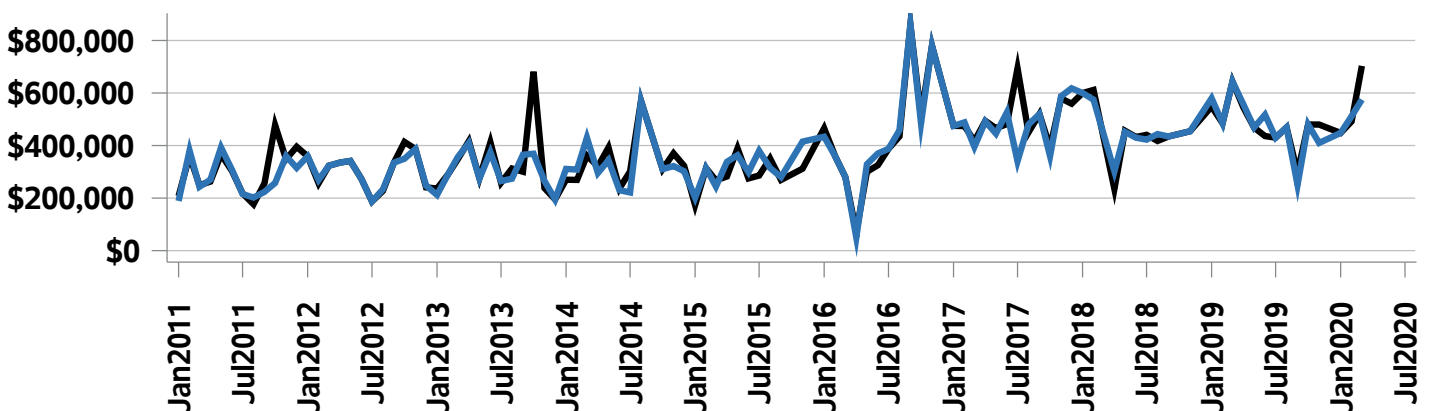
Active Listings (March only)



Months of Inventory (March only)

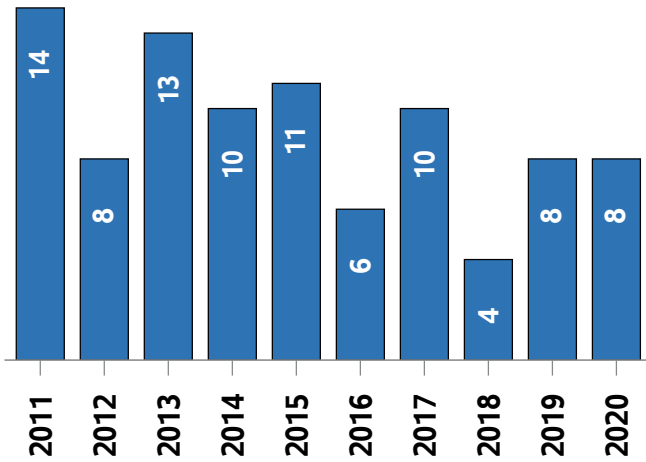


Average Price and Median Price

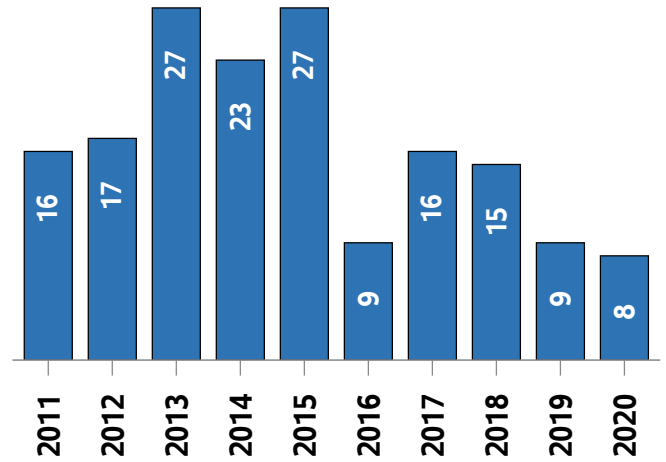


## Blandford-Blenheim Twp MLS® Residential Market Activity

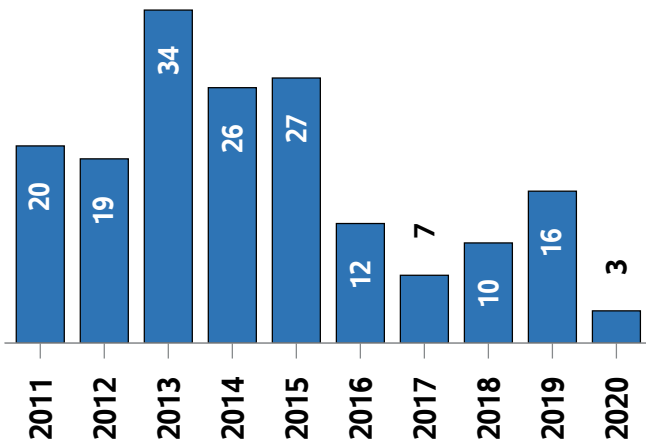
Sales Activity (March Year-to-date)



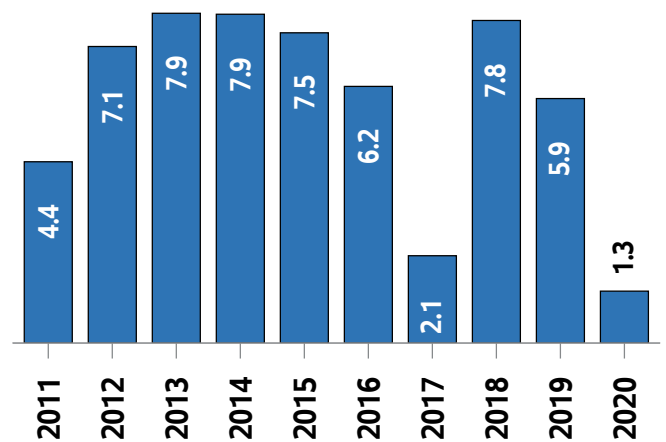
New Listings (March Year-to-date)



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



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



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

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

## Blandford-Blenheim Twp MLS® Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	3	50.0		-40.0	-50.0	-57.1	-40.0
Dollar Volume	\$2,109,900	63.9		1.2	31.5	-13.6	50.6
New Listings	3	-40.0	0.0	-70.0	-70.0	-50.0	-75.0
Active Listings	3	-82.4	-75.0	-66.7	-89.3	-91.4	-91.2
Sales to New Listings Ratio <sup>1</sup>	100.0	40.0		50.0	60.0	116.7	41.7
Months of Inventory <sup>2</sup>	1.0	8.5		1.8	4.7	5.0	6.8
Average Price	\$703,300	9.3		68.7	162.9	101.7	151.0
Median Price	\$575,000	-10.7		45.6	135.7	61.2	100.7
Sales to List Price Ratio	98.2	91.0		105.0	96.4	101.8	95.8
Median Days on Market	57.0	436.5		8.0	61.5	146.0	125.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	8	0.0	100.0	-20.0	-27.3	-38.5	14.3
Dollar Volume	\$4,525,400	0.2	85.9	1.5	64.4	15.7	132.6
New Listings	8	-11.1	-46.7	-50.0	-70.4	-70.4	-63.6
Active Listings <sup>3</sup>	3	-78.7	-67.7	-52.4	-87.8	-90.3	-89.2
Sales to New Listings Ratio <sup>4</sup>	100.0	88.9	26.7	62.5	40.7	48.1	31.8
Months of Inventory <sup>5</sup>	1.3	5.9	7.8	2.1	7.5	7.9	13.3
Average Price	\$565,675	0.2	-7.1	26.9	126.0	88.0	103.5
Median Price	\$559,950	-4.2	-4.7	40.3	148.9	69.7	95.4
Sales to List Price Ratio	98.7	94.3	99.1	102.9	94.1	99.4	96.2
Median Days on Market	38.0	111.0	36.0	14.0	77.0	134.0	96.0

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

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

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

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

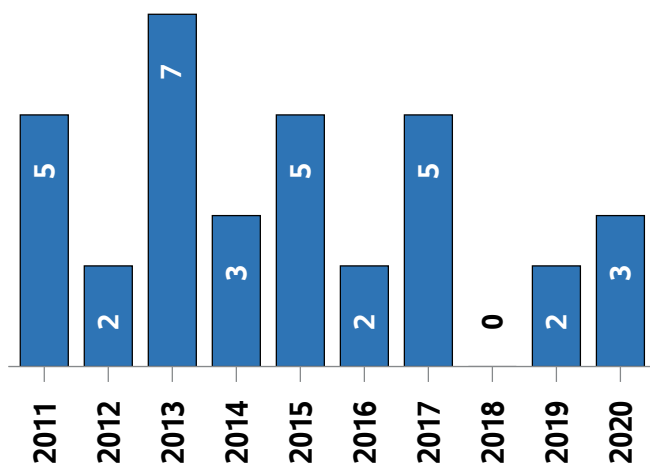
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

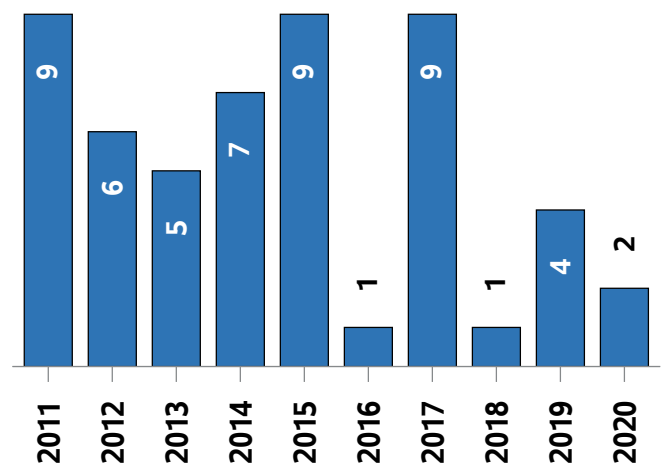


## Blandford-Blenheim Twp MLS® Single Detached Market Activity

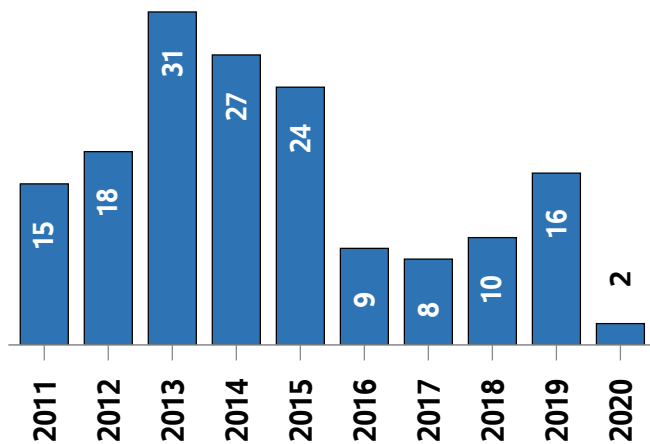
Sales Activity (March only)



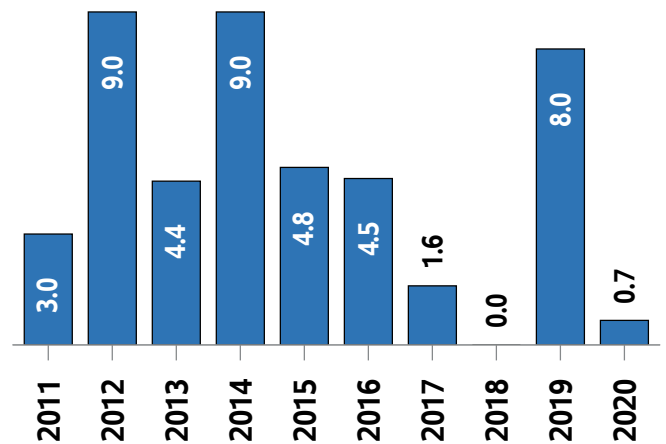
New Listings (March only)



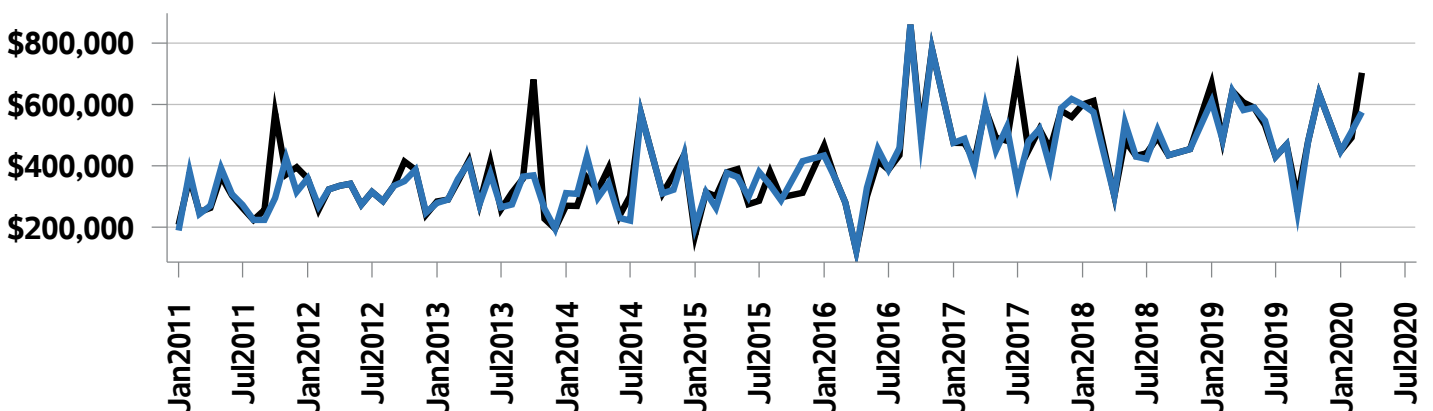
Active Listings (March only)



Months of Inventory (March only)

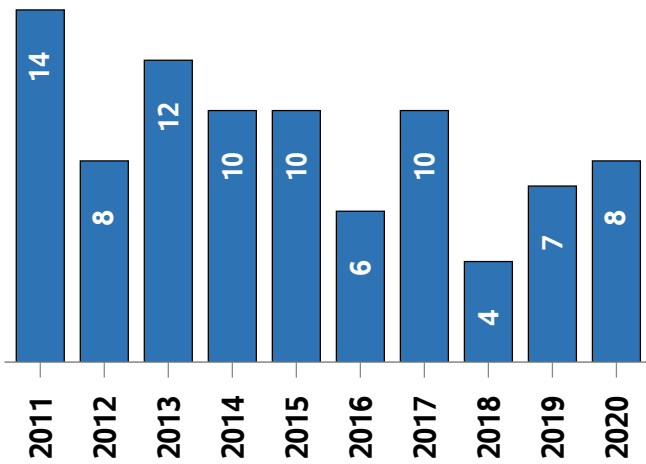


Average Price and Median Price

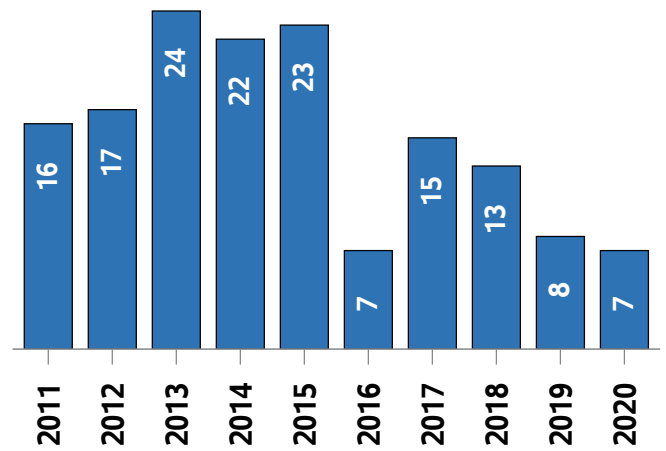


## Blandford-Blenheim Twp MLS® Single Detached Market Activity

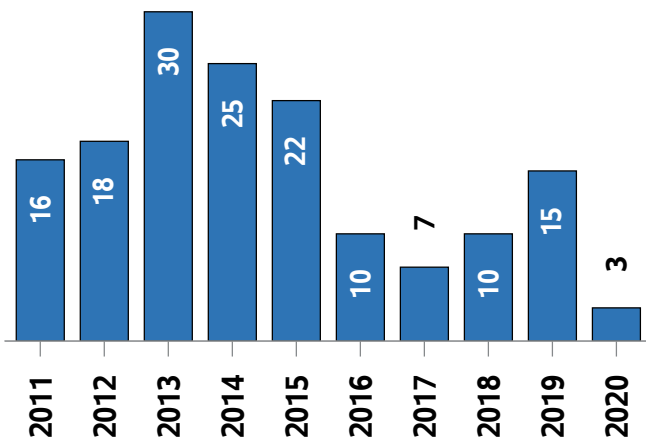
Sales Activity (March Year-to-date)



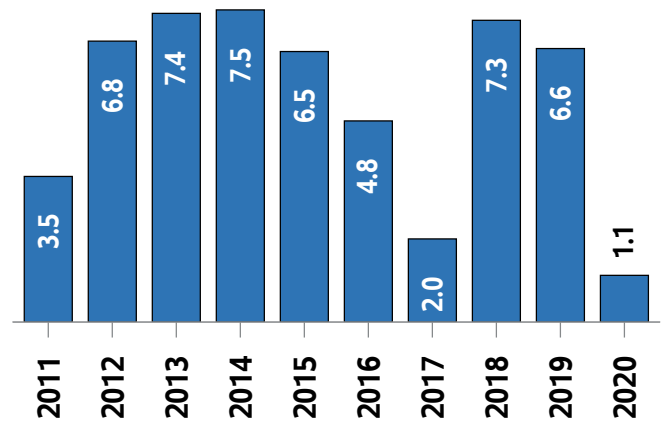
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	3	50.0		-40.0	-40.0	-57.1	-40.0
Dollar Volume	\$2,109,900	63.9		1.2	40.4	-13.6	50.6
New Listings	2	-50.0	100.0	-77.8	-77.8	-60.0	-80.0
Active Listings	2	-87.5	-80.0	-75.0	-91.7	-93.5	-93.3
Sales to New Listings Ratio <sup>1</sup>	150.0	50.0		55.6	55.6	140.0	50.0
Months of Inventory <sup>2</sup>	0.7	8.0		1.6	4.8	4.4	6.0
Average Price	\$703,300	9.3		68.7	134.0	101.7	151.0
Median Price	\$575,000	-10.7		45.6	118.7	61.2	100.7
Sales to List Price Ratio	98.2	91.0		105.0	97.8	101.8	95.8
Median Days on Market	57.0	436.5		8.0	46.0	146.0	125.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	8	14.3	100.0	-20.0	-20.0	-33.3	14.3
Dollar Volume	\$4,525,400	1.8	85.9	1.5	70.7	17.0	132.6
New Listings	7	-12.5	-46.2	-53.3	-69.6	-70.8	-63.2
Active Listings <sup>3</sup>	3	-80.4	-69.0	-55.0	-86.2	-89.9	-89.0
Sales to New Listings Ratio <sup>4</sup>	114.3	87.5	30.8	66.7	43.5	50.0	36.8
Months of Inventory <sup>5</sup>	1.1	6.6	7.3	2.0	6.5	7.4	11.7
Average Price	\$565,675	-10.9	-7.1	26.9	113.3	75.6	103.5
Median Price	\$559,950	-4.9	-4.7	40.3	129.5	65.7	95.4
Sales to List Price Ratio	98.7	95.2	99.1	102.9	94.5	99.6	96.2
Median Days on Market	38.0	117.0	36.0	14.0	74.5	140.0	96.0

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

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

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

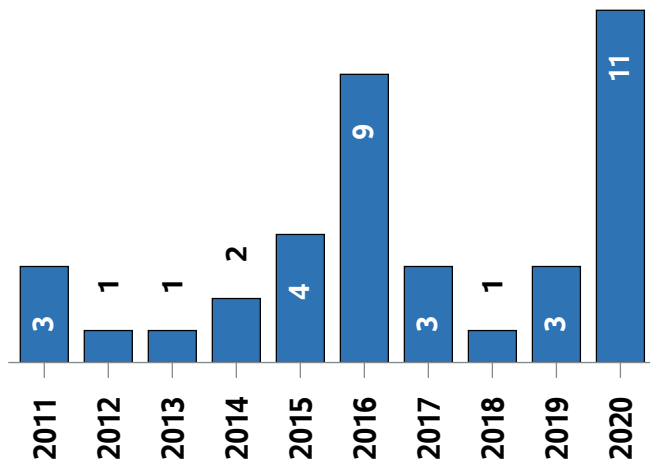
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

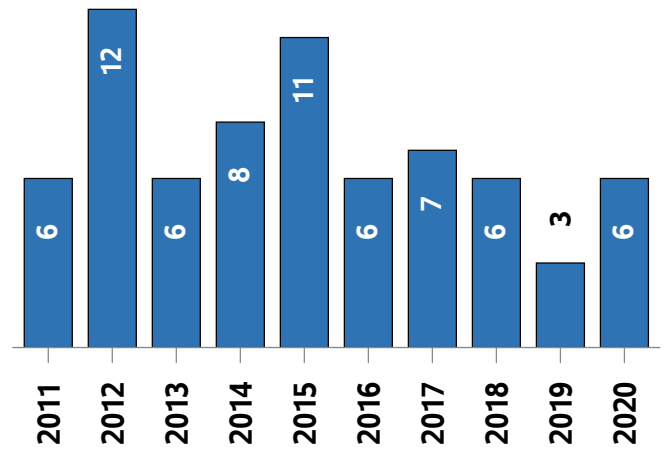
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# East Zorra-Tavistock Twp MLS® Residential Market Activity

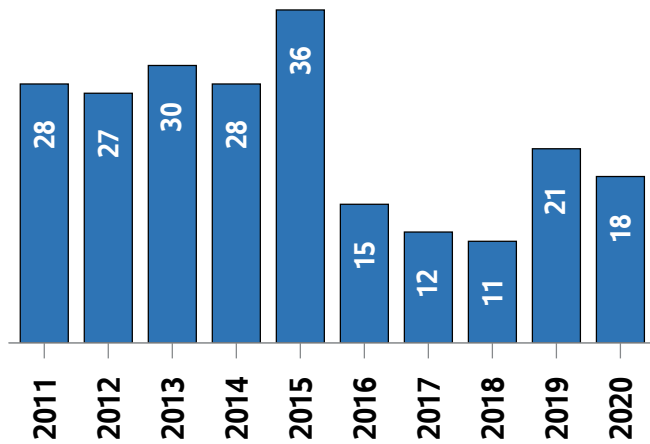
Sales Activity (March only)



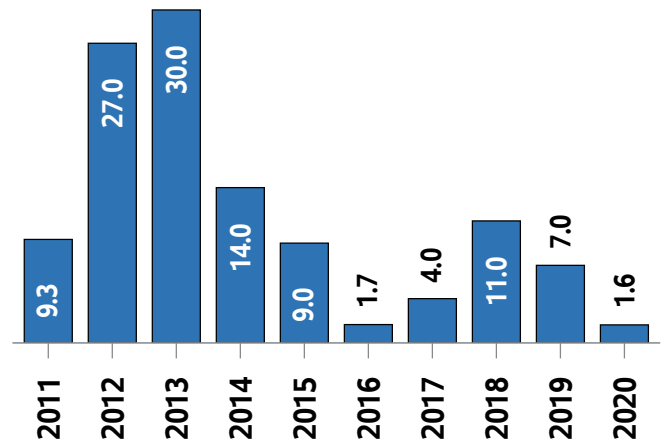
New Listings (March only)



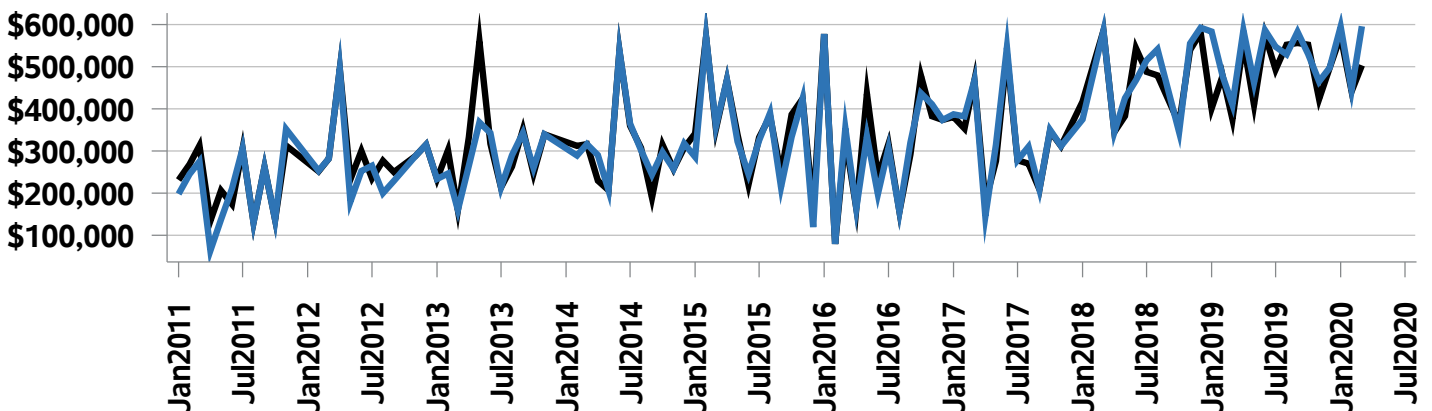
Active Listings (March only)



Months of Inventory (March only)

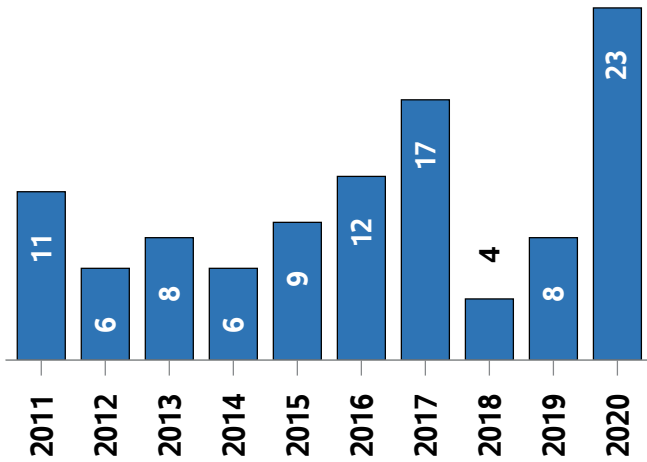


Average Price and Median Price

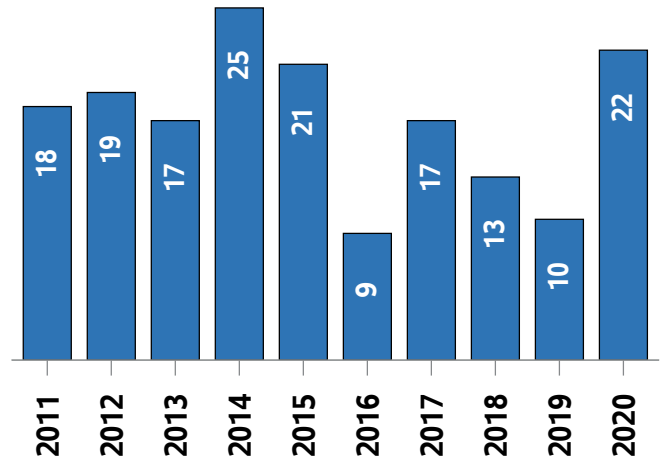


## East Zorra-Tavistock Twp MLS® Residential Market Activity

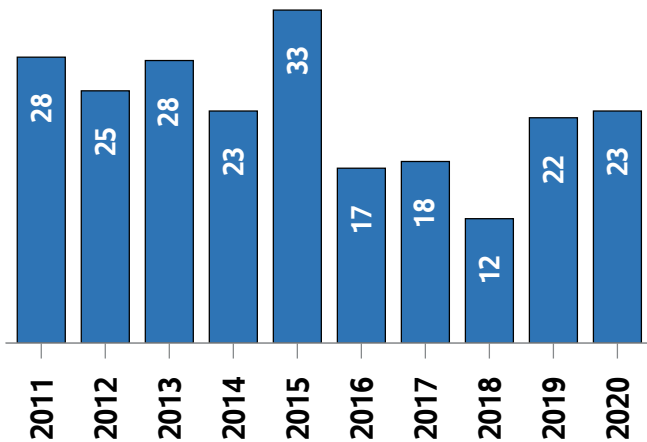
Sales Activity (March Year-to-date)



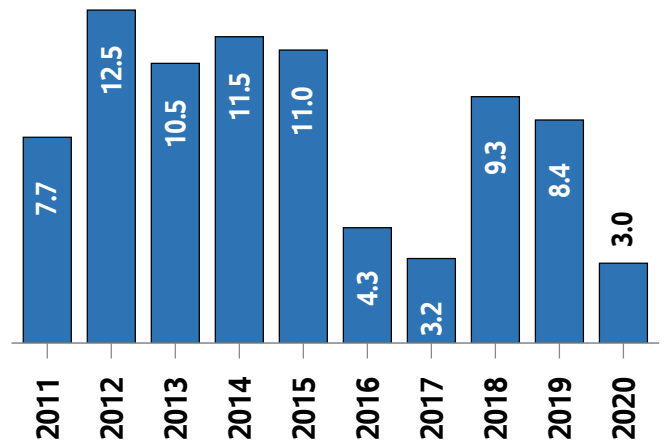
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	11	266.7	1,000.0	266.7	175.0	1,000.0	175.0
Dollar Volume	\$5,535,542	391.7	846.2	294.8	292.6	3,359.7	743.4
New Listings	6	100.0	0.0	-14.3	-45.5	0.0	50.0
Active Listings	18	-14.3	63.6	50.0	-50.0	-40.0	-30.8
Sales to New Listings Ratio <sup>1</sup>	183.3	100.0	16.7	42.9	36.4	16.7	100.0
Months of Inventory <sup>2</sup>	1.6	7.0	11.0	4.0	9.0	30.0	6.5
Average Price	\$503,231	34.1	-14.0	7.7	42.8	214.5	206.7
Median Price	\$596,037	45.4	1.9	27.6	66.0	272.5	396.1
Sales to List Price Ratio	97.0	98.1	97.5	98.5	98.7	88.9	97.4
Median Days on Market	38.0	13.0	71.0	15.0	37.0	187.0	50.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	23	187.5	475.0	35.3	155.6	187.5	228.6
Dollar Volume	\$11,750,826	257.7	539.7	79.7	228.8	450.2	1,033.5
New Listings	22	120.0	69.2	29.4	4.8	29.4	22.2
Active Listings <sup>3</sup>	23	3.0	86.5	27.8	-30.3	-17.9	-10.4
Sales to New Listings Ratio <sup>4</sup>	104.5	80.0	30.8	100.0	42.9	47.1	38.9
Months of Inventory <sup>5</sup>	3.0	8.4	9.3	3.2	11.0	10.5	11.0
Average Price	\$510,905	24.4	11.2	32.8	28.7	91.4	245.0
Median Price	\$595,805	24.6	30.9	54.0	56.8	169.6	464.7
Sales to List Price Ratio	98.1	101.2	97.3	97.3	95.6	94.9	96.2
Median Days on Market	39.0	39.0	65.0	38.0	66.0	93.0	51.0

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

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

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

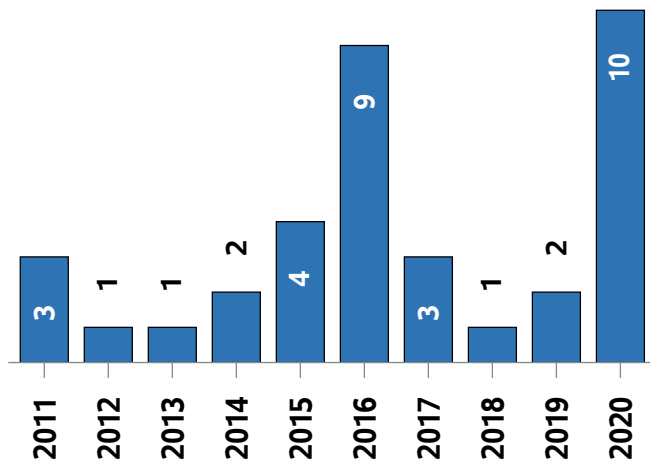
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

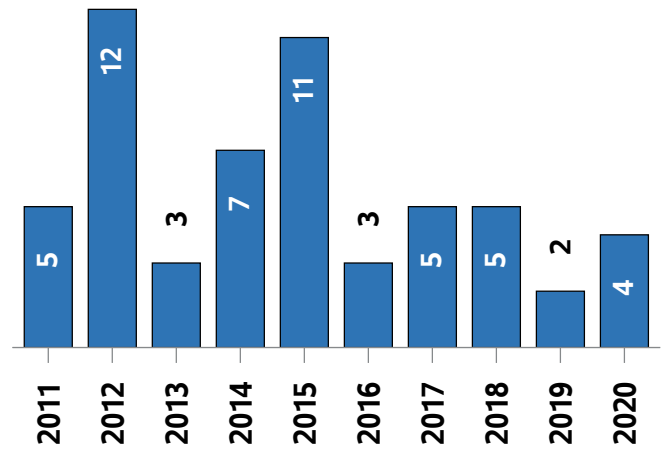
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

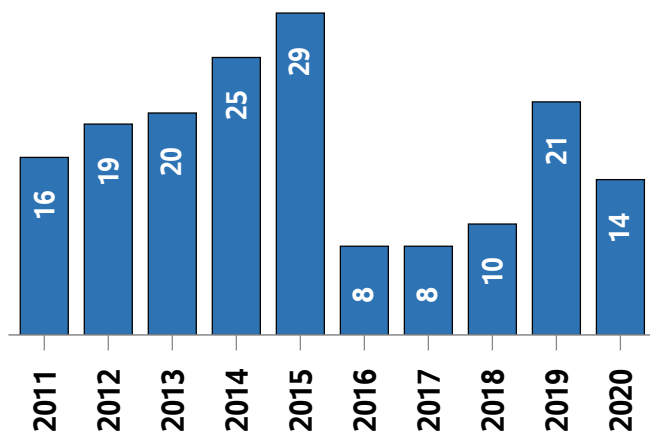
Sales Activity (March only)



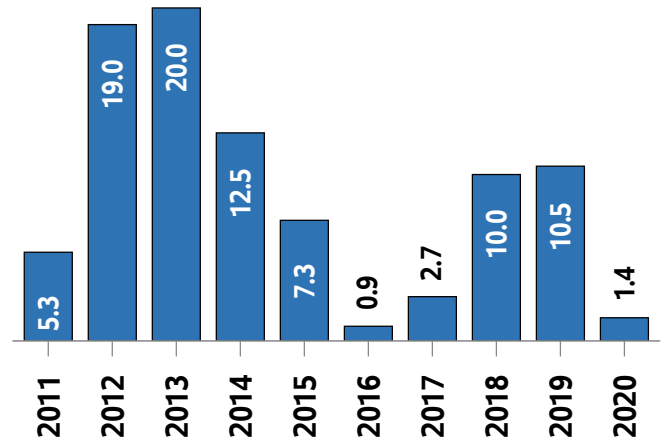
New Listings (March only)



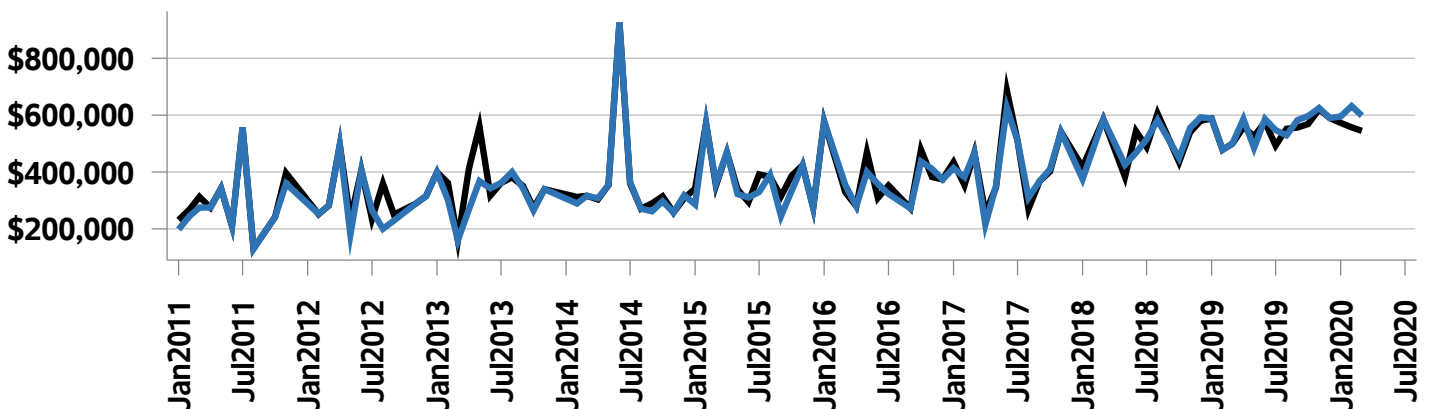
Active Listings (March only)



Months of Inventory (March only)

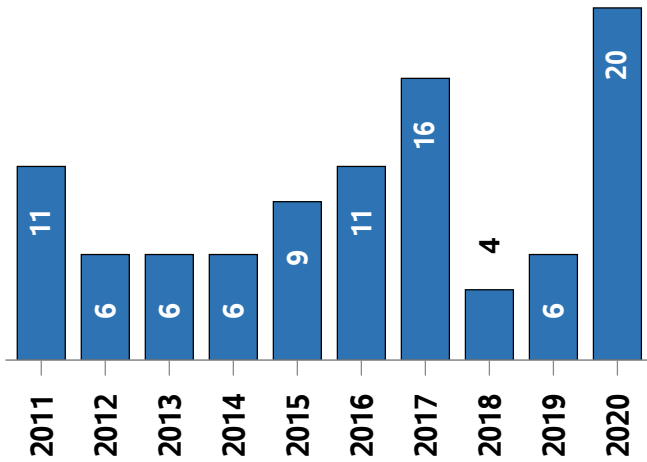


Average Price and Median Price

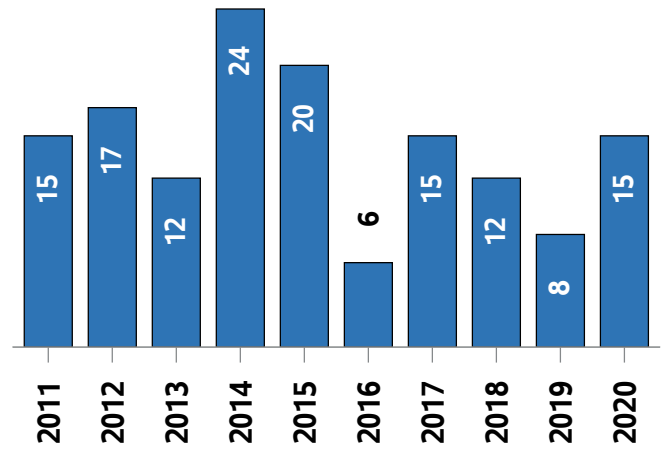


## East Zorra-Tavistock Twp MLS® Single Detached Market Activity

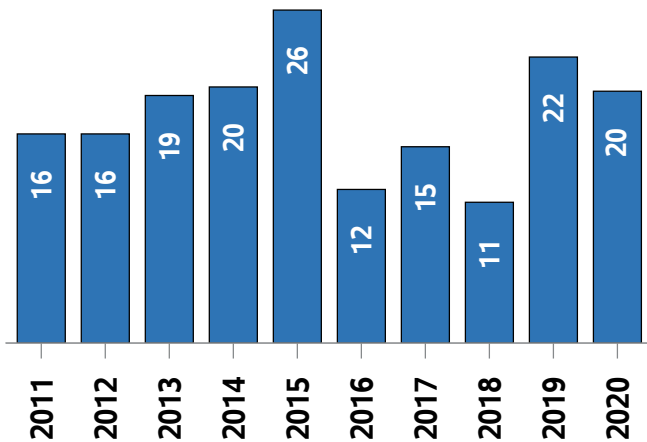
Sales Activity (March Year-to-date)



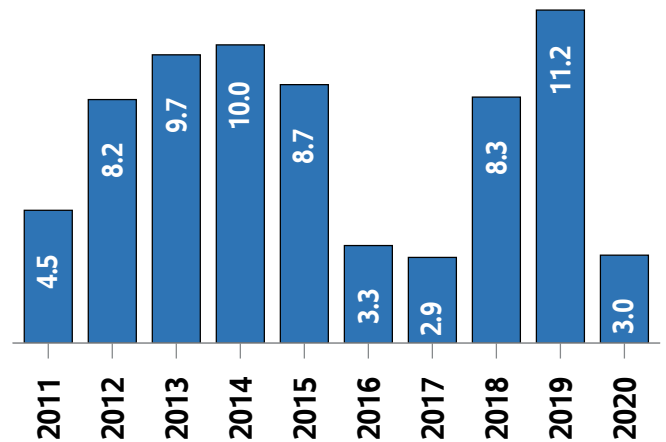
New Listings (March Year-to-date)



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



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



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

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



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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	10	400.0	900.0	233.3	150.0	900.0	400.0
Dollar Volume	\$5,446,542	444.7	831.0	288.5	286.3	3,304.1	943.8
New Listings	4	100.0	-20.0	-20.0	-63.6	33.3	33.3
Active Listings	14	-33.3	40.0	75.0	-51.7	-30.0	-6.7
Sales to New Listings Ratio <sup>1</sup>	250.0	100.0	20.0	60.0	36.4	33.3	66.7
Months of Inventory <sup>2</sup>	1.4	10.5	10.0	2.7	7.3	20.0	7.5
Average Price	\$544,654	8.9	-6.9	16.5	54.5	240.4	108.8
Median Price	\$597,969	19.6	2.2	28.0	66.6	273.7	129.2
Sales to List Price Ratio	97.3	98.7	97.5	98.5	98.7	88.9	97.4
Median Days on Market	28.5	47.0	71.0	15.0	37.0	187.0	95.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	20	233.3	400.0	25.0	122.2	233.3	400.0
Dollar Volume	\$11,126,826	255.2	505.7	71.6	211.3	454.9	1,296.6
New Listings	15	87.5	25.0	0.0	-25.0	25.0	50.0
Active Listings <sup>3</sup>	20	-11.9	78.8	28.3	-24.4	1.7	34.1
Sales to New Listings Ratio <sup>4</sup>	133.3	75.0	33.3	106.7	45.0	50.0	40.0
Months of Inventory <sup>5</sup>	3.0	11.2	8.3	2.9	8.7	9.7	11.0
Average Price	\$556,341	6.6	21.1	37.3	40.1	66.5	179.3
Median Price	\$597,969	7.8	31.4	52.9	57.4	98.8	217.5
Sales to List Price Ratio	97.7	102.1	97.3	97.3	95.6	94.2	95.7
Median Days on Market	57.5	73.0	65.0	35.5	66.0	36.5	134.0

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

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

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

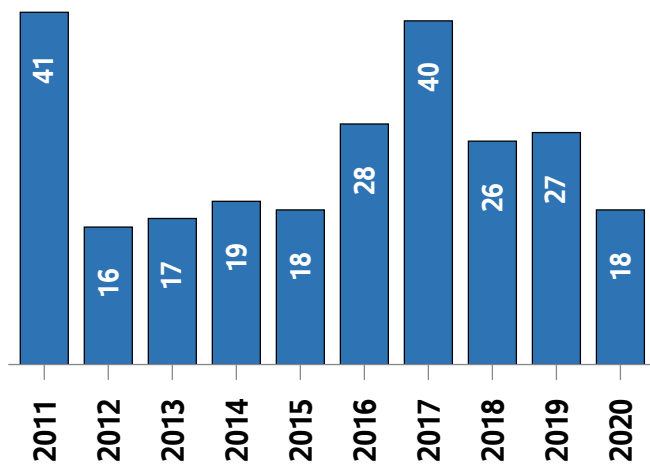
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

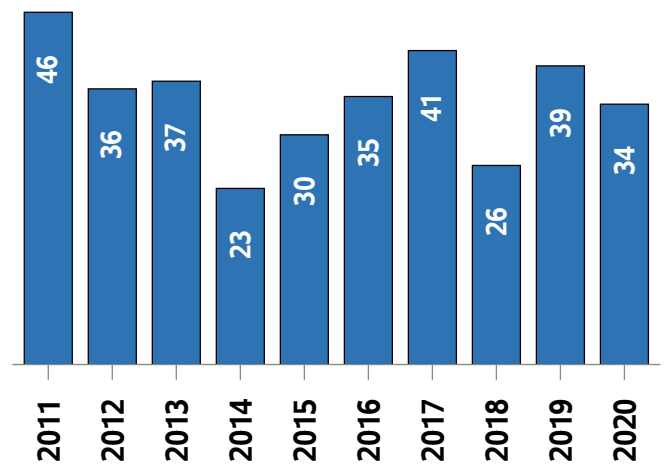
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Ingersoll MLS® Residential Market Activity

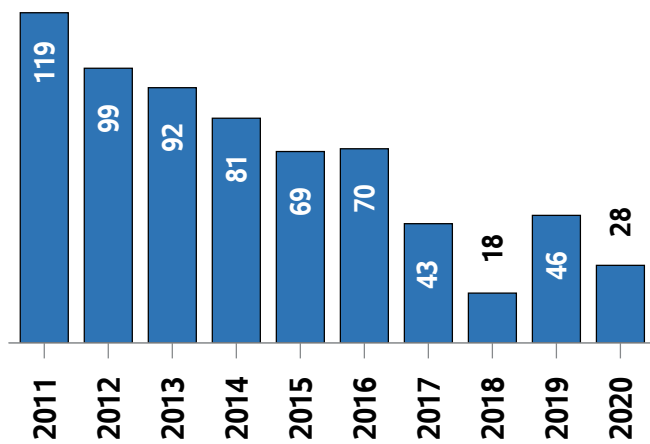
Sales Activity (March only)



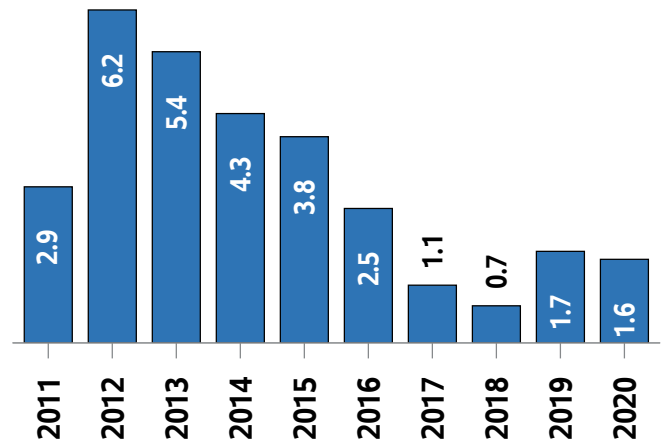
New Listings (March only)



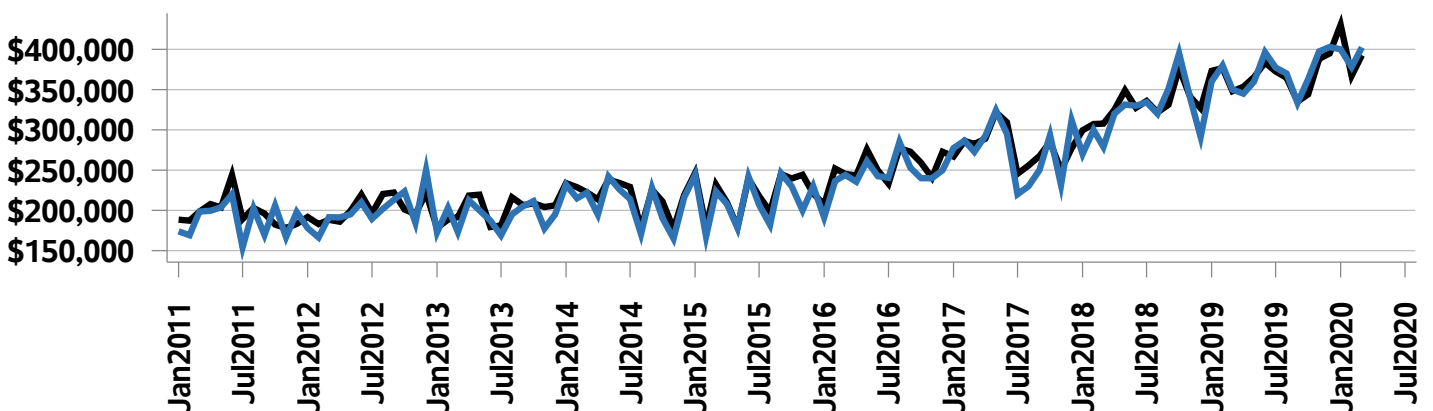
Active Listings (March only)



Months of Inventory (March only)



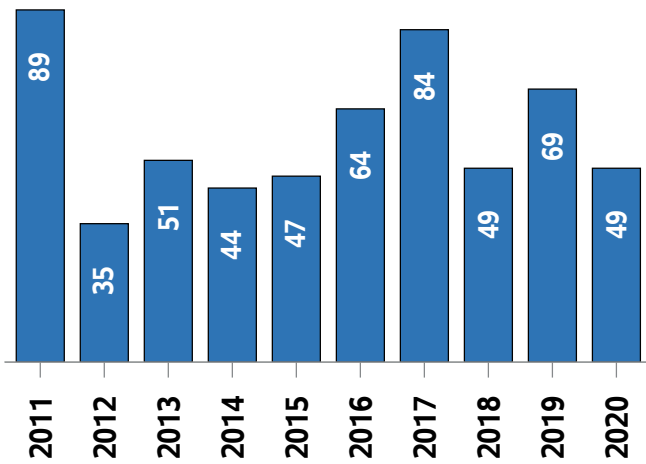
Average Price and Median Price



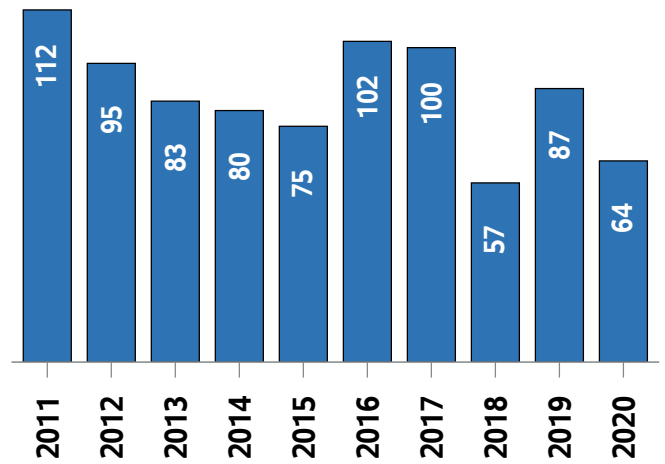
# Ingersoll

## MLS® Residential Market Activity

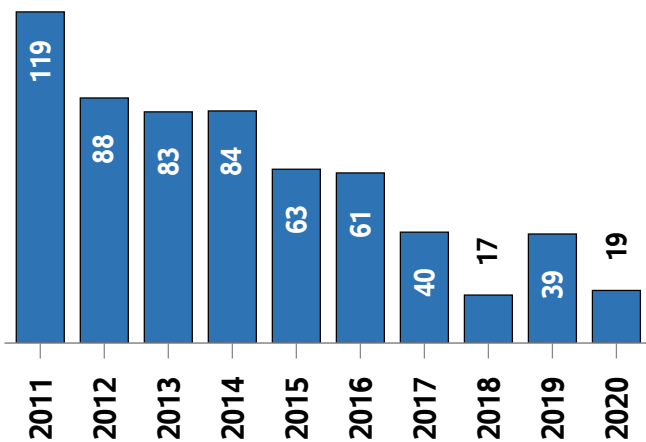
Sales Activity (March Year-to-date)



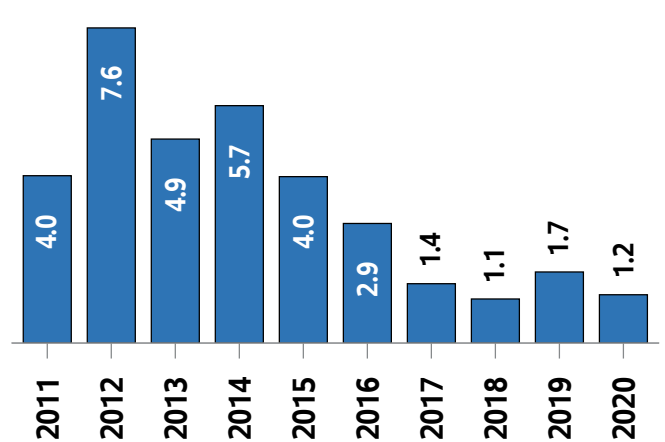
New Listings (March Year-to-date)



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



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



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

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

## Ingersoll MLS® Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	18	-33.3	-30.8	-55.0	0.0	5.9	-61.7
Dollar Volume	\$7,069,600	-24.8	-11.7	-37.4	69.3	117.1	-22.1
New Listings	34	-12.8	30.8	-17.1	13.3	-8.1	-29.2
Active Listings	28	-39.1	55.6	-34.9	-59.4	-69.6	-80.6
Sales to New Listings Ratio <sup>1</sup>	52.9	69.2	100.0	97.6	60.0	45.9	97.9
Months of Inventory <sup>2</sup>	1.6	1.7	0.7	1.1	3.8	5.4	3.1
Average Price	\$392,756	12.9	27.6	39.0	69.3	105.0	103.5
Median Price	\$402,500	15.0	44.4	47.6	80.2	132.7	113.5
Sales to List Price Ratio	104.0	102.0	99.1	105.8	97.8	95.3	97.9
Median Days on Market	10.0	12.0	13.0	12.5	36.5	68.0	80.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	49	-29.0	0.0	-41.7	4.3	-3.9	-43.7
Dollar Volume	\$19,402,192	-22.8	29.7	-17.7	87.0	105.1	17.6
New Listings	64	-26.4	12.3	-36.0	-14.7	-22.9	-48.0
Active Listings <sup>3</sup>	19	-51.7	9.6	-52.5	-69.7	-77.2	-87.2
Sales to New Listings Ratio <sup>4</sup>	76.6	79.3	86.0	84.0	62.7	61.4	70.7
Months of Inventory <sup>5</sup>	1.2	1.7	1.1	1.4	4.0	4.9	5.1
Average Price	\$395,963	8.7	29.7	41.0	79.4	113.5	108.8
Median Price	\$386,400	7.3	36.1	38.2	80.6	112.9	110.6
Sales to List Price Ratio	103.4	101.1	101.1	104.7	98.1	96.3	97.4
Median Days on Market	13.0	13.0	14.0	14.0	38.0	70.0	71.0

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

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

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

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

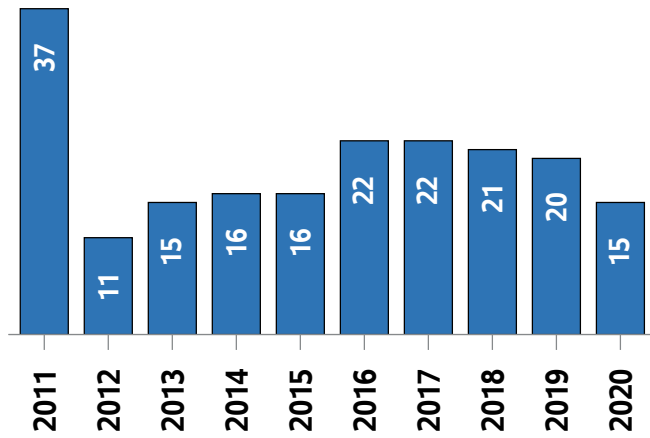
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

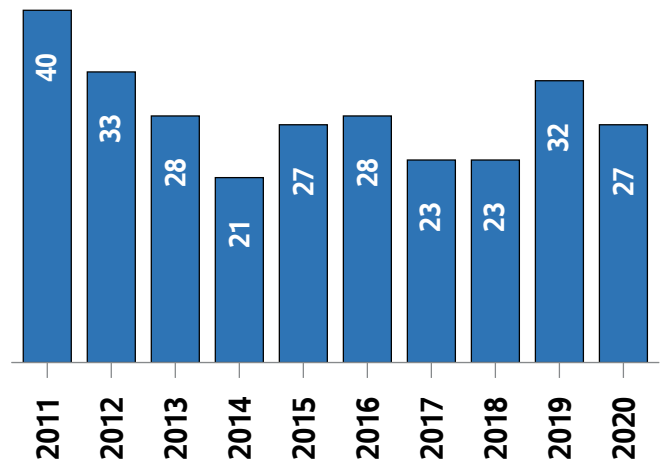
# Ingersoll

## MLS® Single Detached Market Activity

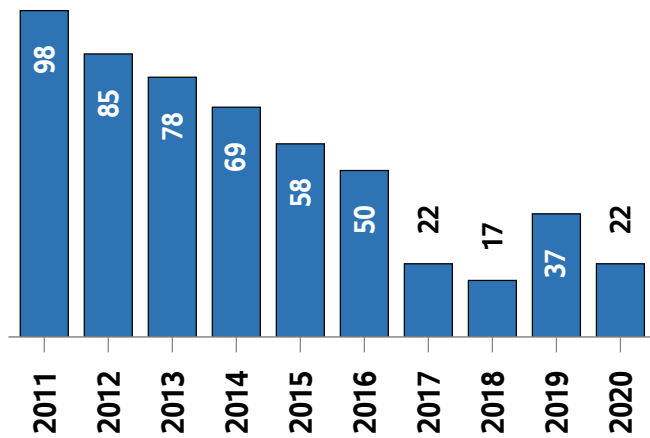
Sales Activity (March only)



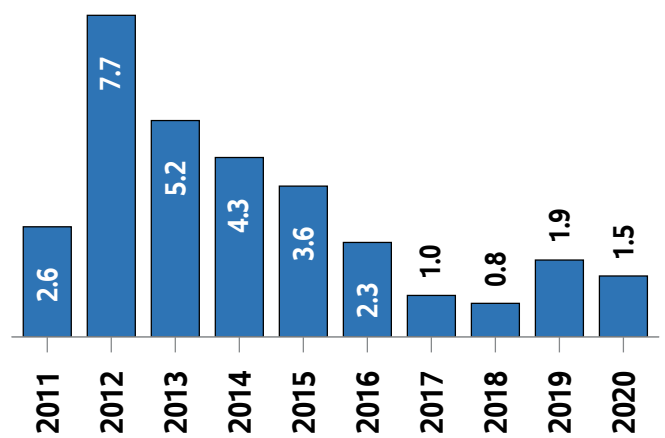
New Listings (March only)



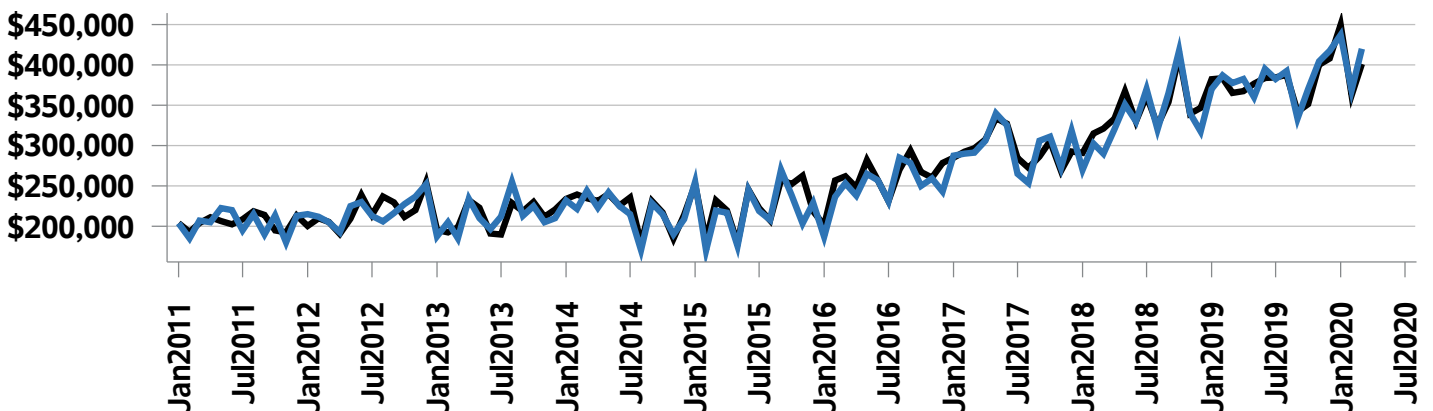
Active Listings (March only)



Months of Inventory (March only)



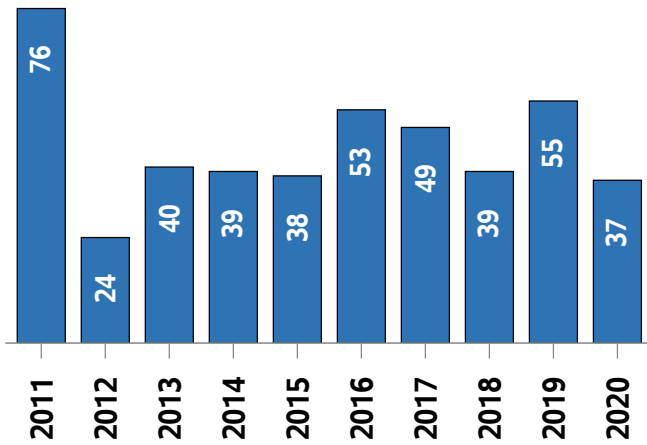
Average Price and Median Price



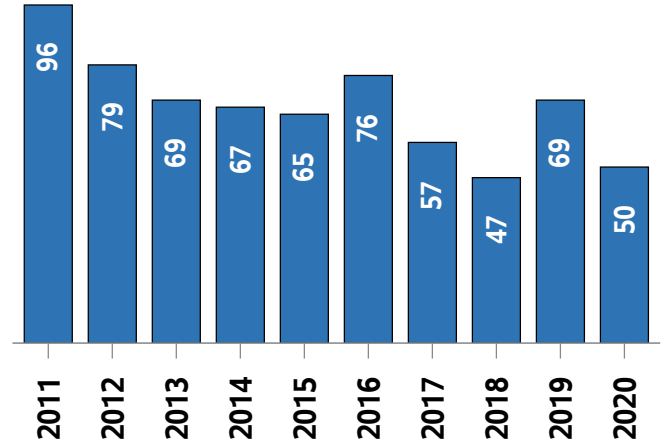
# Ingersoll

## MLS® Single Detached Market Activity

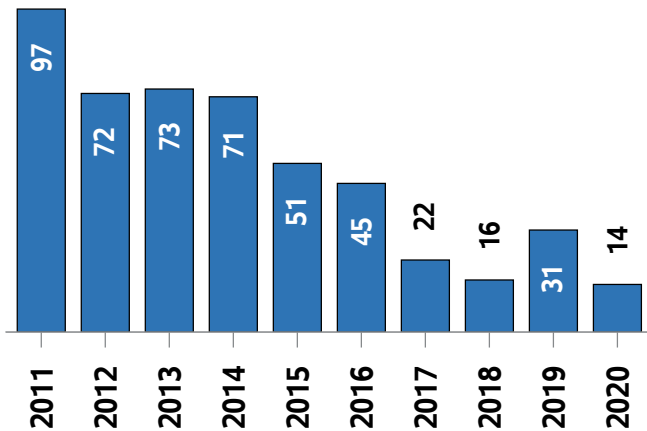
Sales Activity (March Year-to-date)



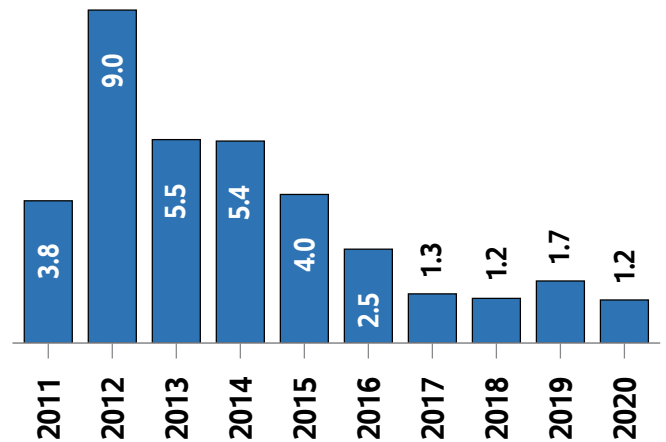
New Listings (March Year-to-date)



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



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



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

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

## Ingersoll MLS® Single Detached Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	15	-25.0	-28.6	-31.8	-6.3	0.0	-63.4
Dollar Volume	\$6,017,600	-17.6	-10.7	-7.8	62.1	101.9	-26.5
New Listings	27	-15.6	17.4	17.4	0.0	-3.6	-18.2
Active Listings	22	-40.5	29.4	0.0	-62.1	-71.8	-80.2
Sales to New Listings Ratio <sup>1</sup>	55.6	62.5	91.3	95.7	59.3	53.6	124.2
Months of Inventory <sup>2</sup>	1.5	1.9	0.8	1.0	3.6	5.2	2.7
Average Price	\$401,173	9.8	25.0	35.2	72.9	101.9	101.0
Median Price	\$420,000	11.2	44.9	44.2	91.4	127.0	121.1
Sales to List Price Ratio	103.0	102.2	99.0	104.0	96.5	95.6	97.8
Median Days on Market	9.0	11.5	13.0	7.0	36.5	68.0	88.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	37	-32.7	-5.1	-24.5	-2.6	-7.5	-48.6
Dollar Volume	\$15,037,985	-27.4	23.6	4.8	74.2	92.2	6.4
New Listings	50	-27.5	6.4	-12.3	-23.1	-27.5	-46.8
Active Listings <sup>3</sup>	14	-53.3	-8.5	-33.8	-71.7	-80.4	-88.1
Sales to New Listings Ratio <sup>4</sup>	74.0	79.7	83.0	86.0	58.5	58.0	76.6
Months of Inventory <sup>5</sup>	1.2	1.7	1.2	1.3	4.0	5.5	5.0
Average Price	\$406,432	8.0	30.2	38.8	78.9	107.7	107.0
Median Price	\$400,000	6.7	38.0	37.9	82.3	107.3	110.5
Sales to List Price Ratio	103.0	100.9	100.6	103.1	97.0	96.7	97.9
Median Days on Market	11.0	14.0	16.0	11.0	36.5	69.0	81.0

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

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

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

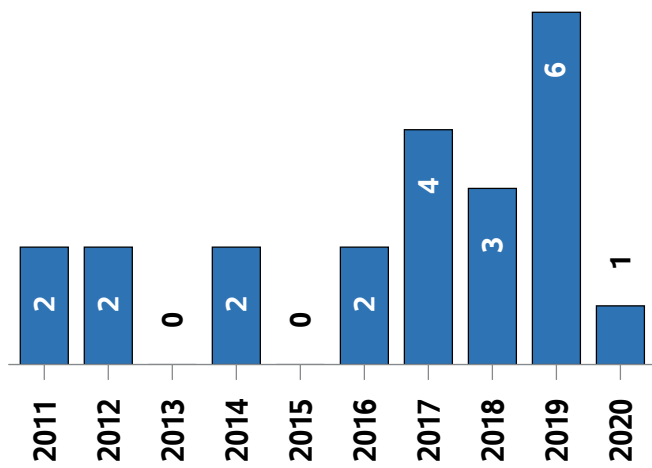
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

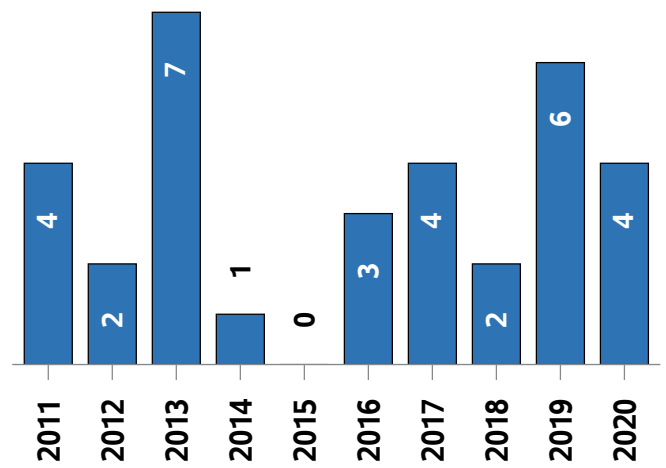
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Ingersoll MLS® Semi-Detached Market Activity

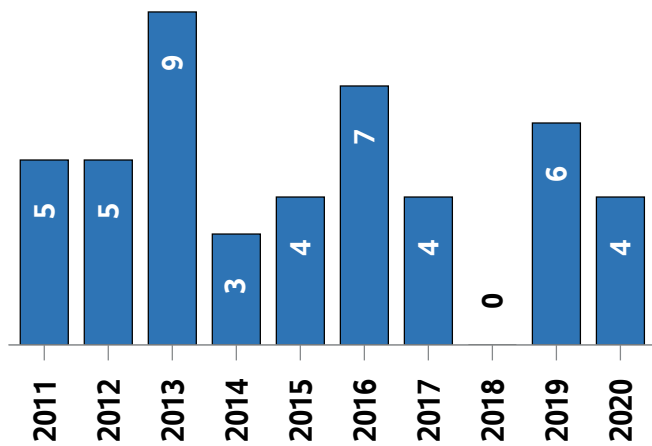
Sales Activity (March only)



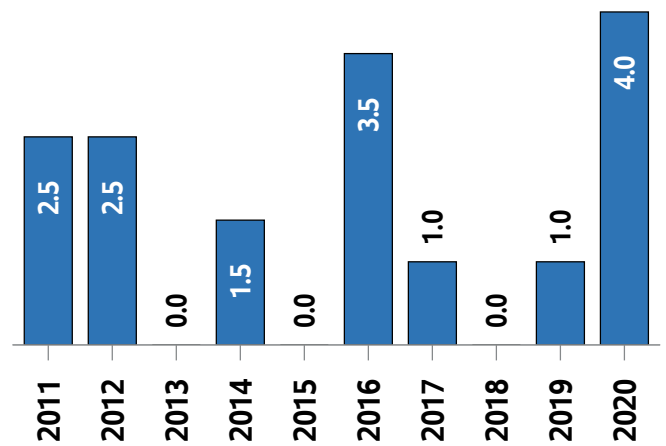
New Listings (March only)



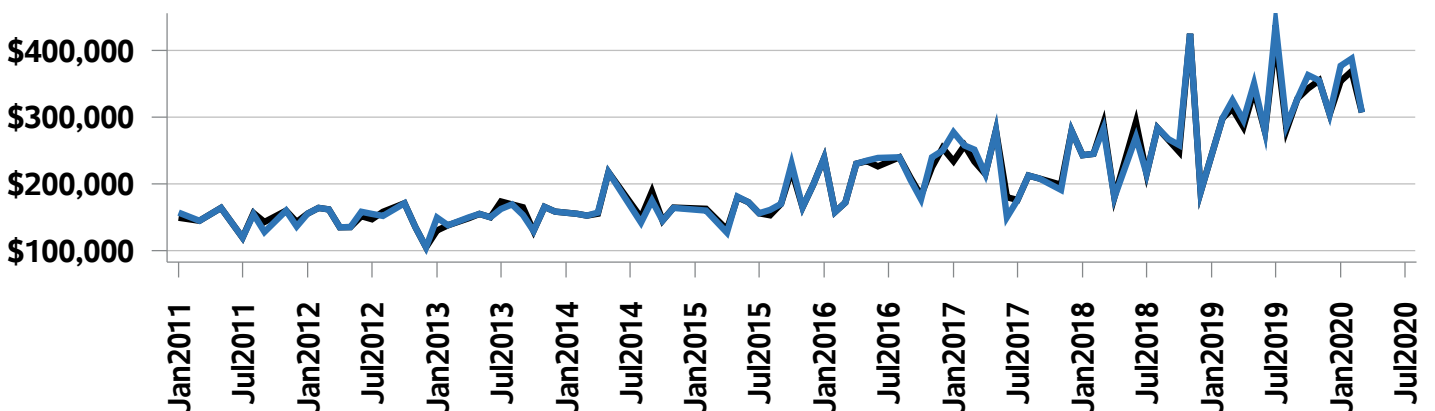
Active Listings (March only)



Months of Inventory (March only)



Average Price and Median Price

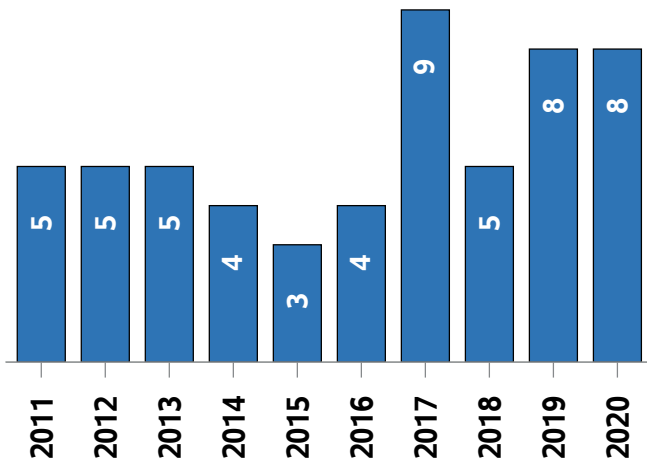




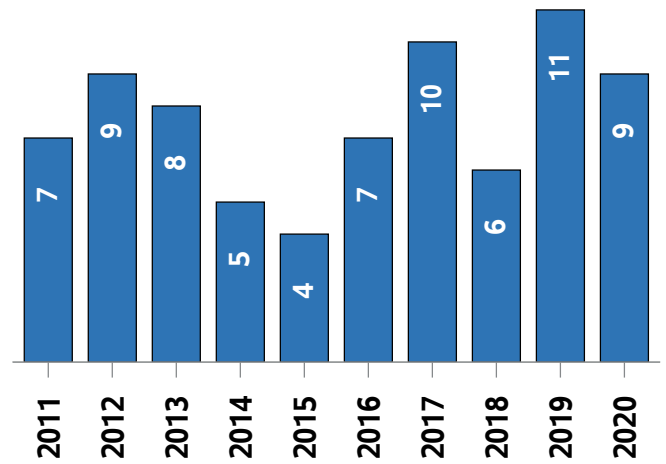
# Ingersoll

## MLS® Semi-Detached Market Activity

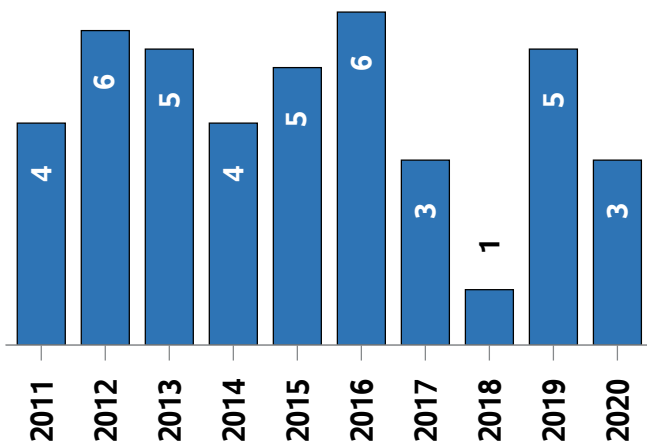
Sales Activity (March Year-to-date)



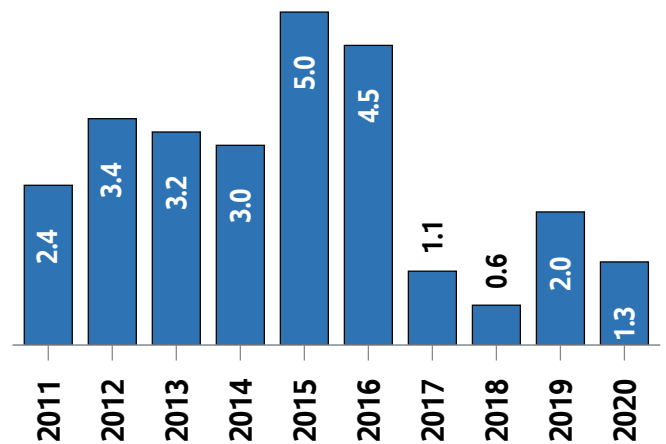
New Listings (March Year-to-date)



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



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



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

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

## Ingersoll MLS® Semi-Detached Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	1	-83.3	-66.7	-75.0			-80.0
Dollar Volume	\$307,000	-83.6	-64.8	-67.1			-58.8
New Listings	4	-33.3	100.0	0.0		-42.9	-50.0
Active Listings	4	-33.3		0.0	0.0	-55.6	-71.4
Sales to New Listings Ratio <sup>1</sup>	25.0	100.0	150.0	100.0			62.5
Months of Inventory <sup>2</sup>	4.0	1.0		1.0			2.8
Average Price	\$307,000	-1.8	5.7	31.5			105.9
Median Price	\$307,000	-5.6	8.7	22.1			106.0
Sales to List Price Ratio	125.5	102.2	99.1	104.2			97.6
Median Days on Market	6.0	11.5	9.0	13.5			35.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	8	0.0	60.0	-11.1	166.7	60.0	-20.0
Dollar Volume	\$2,844,207	15.0	109.2	32.3	482.8	331.6	86.1
New Listings	9	-18.2	50.0	-10.0	125.0	12.5	-43.8
Active Listings <sup>3</sup>	3	-37.5	233.3	0.0	-33.3	-37.5	-72.2
Sales to New Listings Ratio <sup>4</sup>	88.9	72.7	83.3	90.0	75.0	62.5	62.5
Months of Inventory <sup>5</sup>	1.3	2.0	0.6	1.1	5.0	3.2	3.6
Average Price	\$355,526	15.0	30.8	48.8	118.6	169.7	132.6
Median Price	\$381,650	18.4	52.7	51.0	138.5	156.1	151.9
Sales to List Price Ratio	107.5	102.0	104.3	102.7	96.0	94.0	96.9
Median Days on Market	46.5	11.0	5.0	28.0	10.0	72.0	39.0

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

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

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

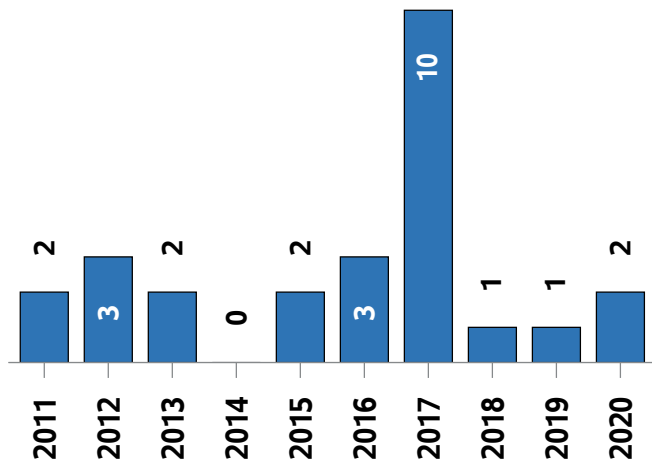
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

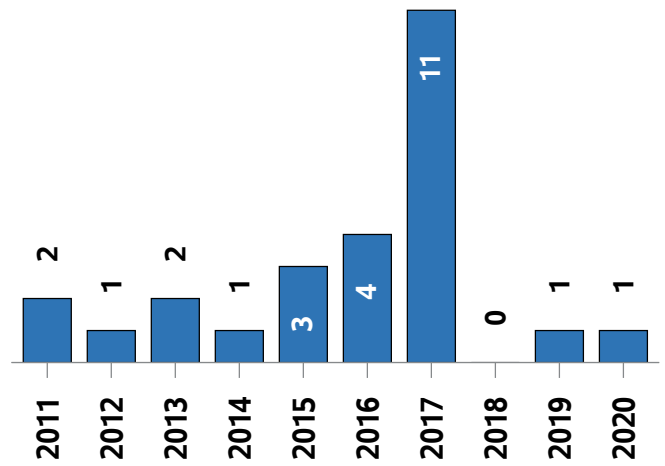
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Ingersoll MLS® Condo Market Activity

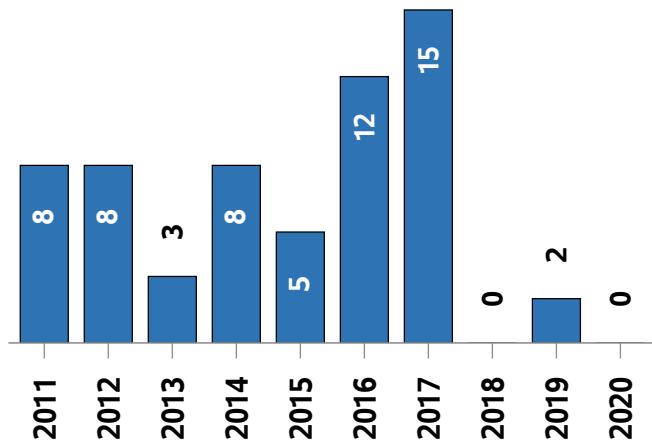
Sales Activity (March only)



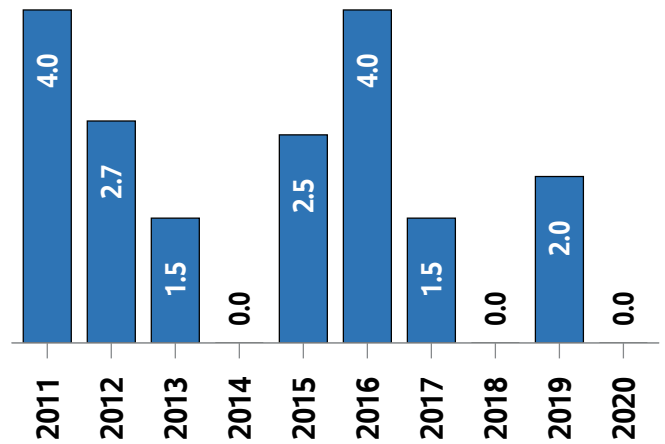
New Listings (March only)



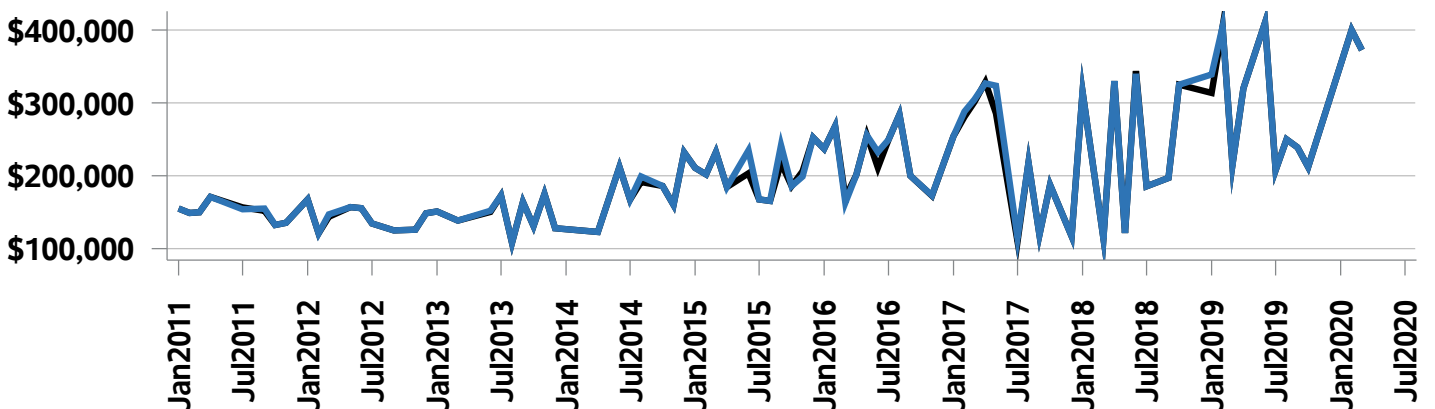
Active Listings (March only)



Months of Inventory (March only)

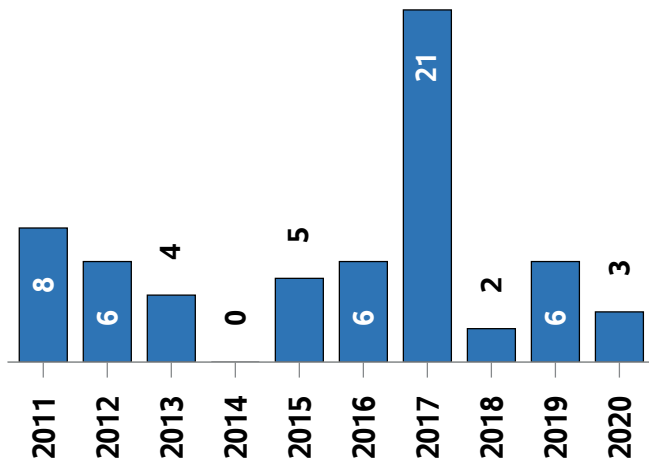


Average Price and Median Price

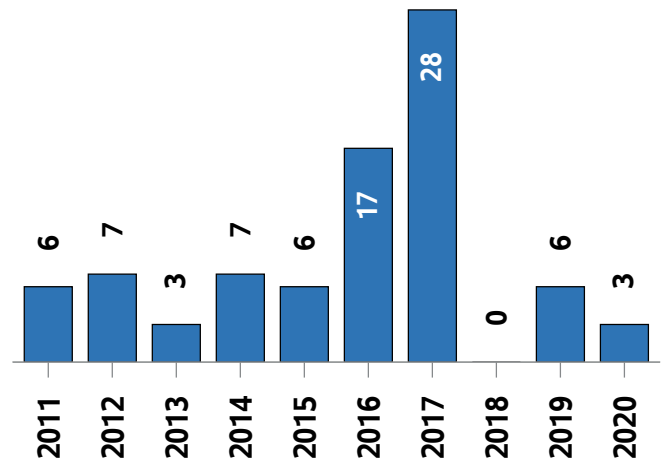


# Ingersoll MLS® Condo Market Activity

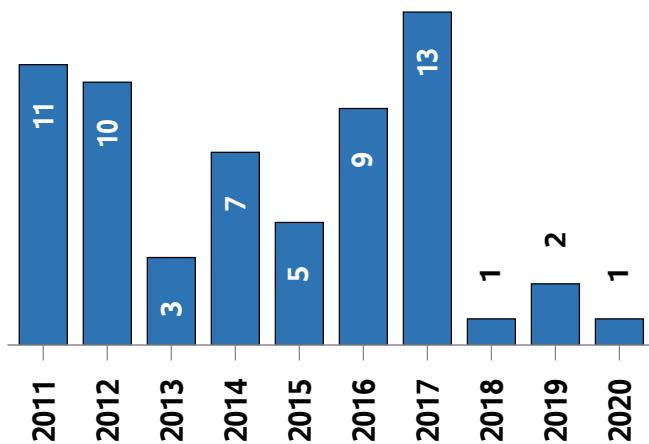
Sales Activity (March Year-to-date)



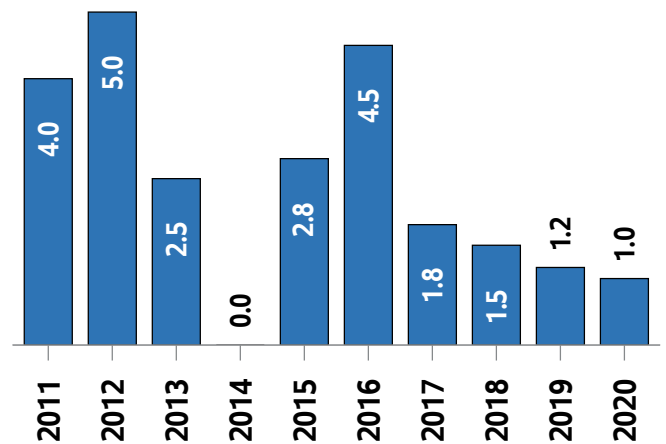
New Listings (March Year-to-date)



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



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



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

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

## Ingersoll MLS® Condo Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	2	100.0	100.0	-80.0	0.0	0.0	
Dollar Volume	\$745,000	246.5	553.5	-75.3	60.3	169.0	
New Listings	1	0.0		-90.9	-66.7	-50.0	-80.0
Active Listings	0	-100.0		-100.0	-100.0	-100.0	-100.0
Sales to New Listings Ratio <sup>1</sup>	200.0	100.0		90.9	66.7	100.0	
Months of Inventory <sup>2</sup>	0.0	2.0		1.5	2.5	1.5	
Average Price	\$372,500	73.3	226.8	23.7	60.3	169.0	
Median Price	\$372,500	73.3	226.8	22.3	60.3	169.0	
Sales to List Price Ratio	100.8	95.6	95.1	113.5	107.9	93.1	
Median Days on Market	16.0	20.0	174.0	19.0	46.0	73.5	

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	3	-50.0	50.0	-85.7	-40.0	-25.0	
Dollar Volume	\$1,145,000	-41.7	166.9	-81.1	5.2	97.8	
New Listings	3	-50.0		-89.3	-50.0	0.0	-72.7
Active Listings <sup>3</sup>	1	-57.1	0.0	-92.1	-78.6	-70.0	-93.0
Sales to New Listings Ratio <sup>4</sup>	100.0	100.0		75.0	83.3	133.3	
Months of Inventory <sup>5</sup>	1.0	1.2	1.5	1.8	2.8	2.5	
Average Price	\$381,667	16.5	77.9	32.5	75.3	163.7	
Median Price	\$385,000	13.2	79.5	29.0	74.5	155.0	
Sales to List Price Ratio	100.6	101.4	96.8	110.7	108.2	94.5	
Median Days on Market	21.0	25.5	106.0	18.0	71.0	114.0	

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

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

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

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

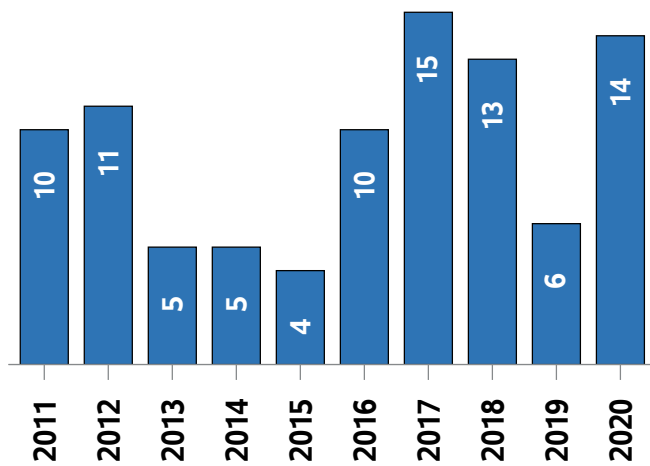
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

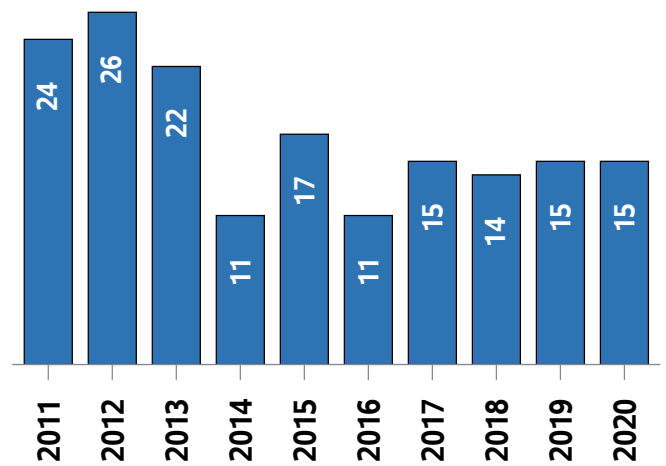
# Norwich Twp

## MLS® Residential Market Activity

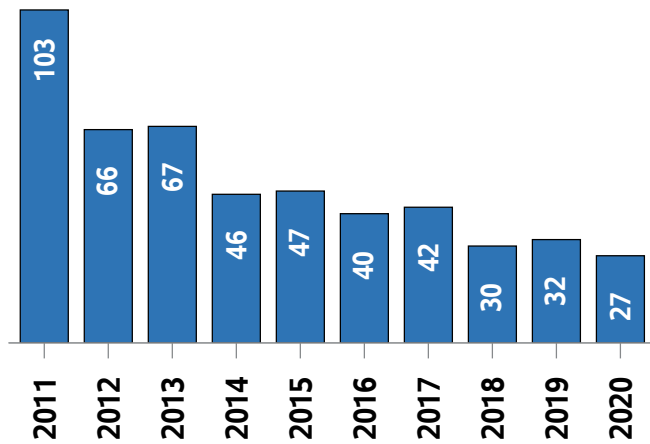
Sales Activity (March only)



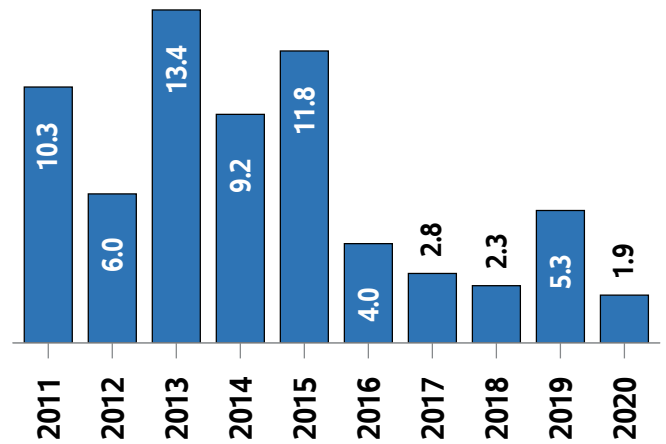
New Listings (March only)



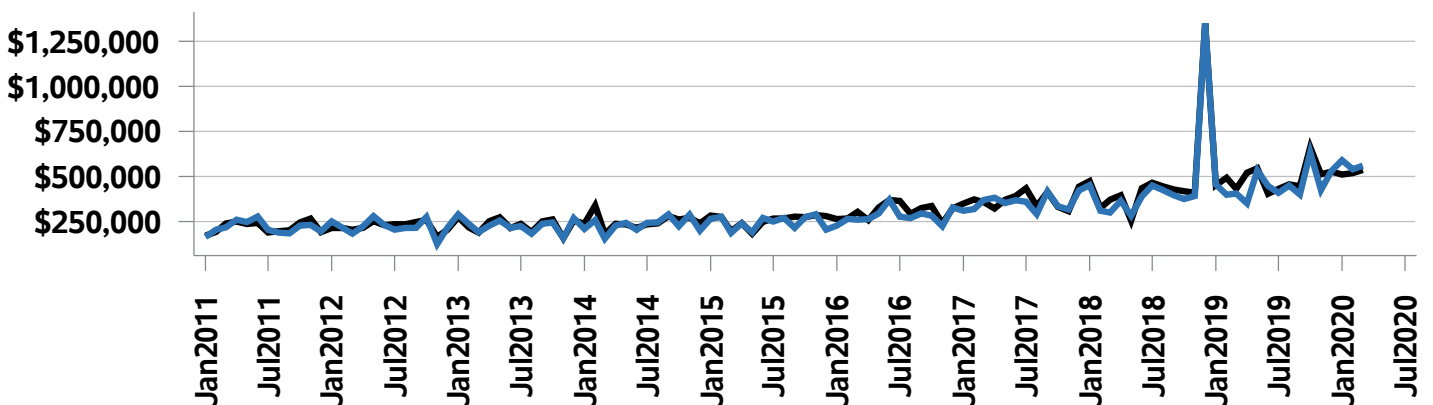
Active Listings (March only)



Months of Inventory (March only)

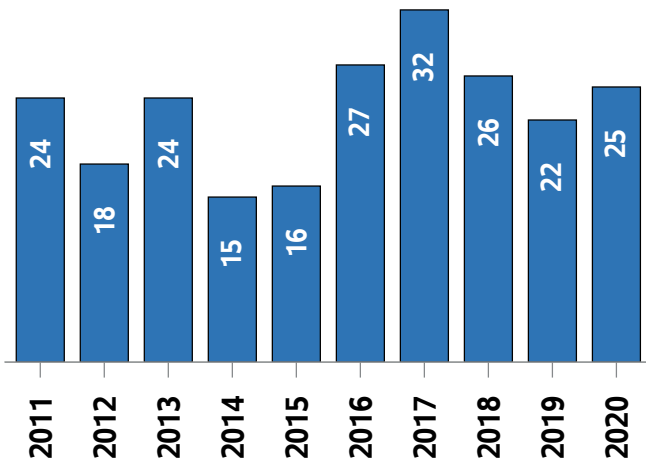


Average Price and Median Price

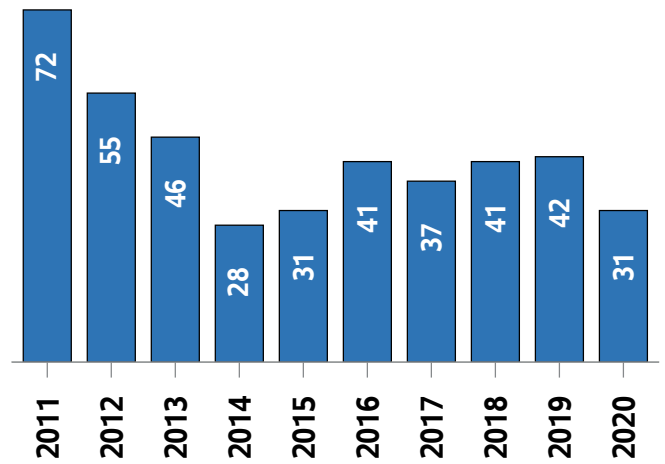


## Norwich Twp MLS® Residential Market Activity

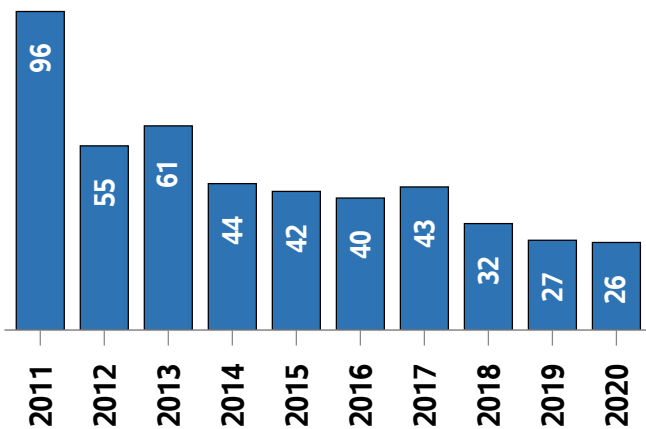
Sales Activity (March Year-to-date)



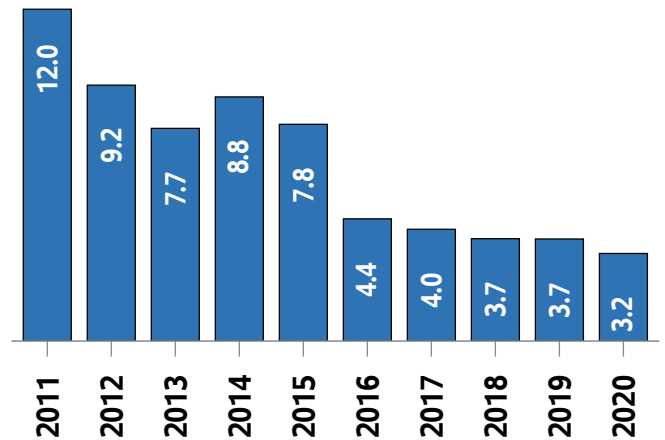
New Listings (March Year-to-date)



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



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



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

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

## Norwich Twp MLS® Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	14	133.3	7.7	-6.7	250.0	180.0	75.0
Dollar Volume	\$7,510,500	190.2	55.7	40.1	855.5	696.9	355.6
New Listings	15	0.0	7.1	0.0	-11.8	-31.8	-44.4
Active Listings	27	-15.6	-10.0	-35.7	-42.6	-59.7	-75.7
Sales to New Listings Ratio <sup>1</sup>	93.3	40.0	92.9	100.0	23.5	22.7	29.6
Months of Inventory <sup>2</sup>	1.9	5.3	2.3	2.8	11.8	13.4	13.9
Average Price	\$536,464	24.4	44.6	50.1	173.0	184.6	160.3
Median Price	\$560,000	38.1	86.7	51.4	199.5	193.2	202.7
Sales to List Price Ratio	97.3	96.9	97.5	96.2	92.2	97.4	96.1
Median Days on Market	56.0	48.0	11.0	40.0	91.0	35.0	25.5

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	25	13.6	-3.8	-21.9	56.3	4.2	4.2
Dollar Volume	\$13,178,065	28.8	32.5	14.2	219.0	146.3	136.9
New Listings	31	-26.2	-24.4	-16.2	0.0	-32.6	-55.7
Active Listings <sup>3</sup>	26	-2.5	-17.7	-38.8	-36.8	-57.1	-75.8
Sales to New Listings Ratio <sup>4</sup>	80.6	52.4	63.4	86.5	51.6	52.2	34.3
Months of Inventory <sup>5</sup>	3.2	3.7	3.7	4.0	7.8	7.7	13.6
Average Price	\$527,123	13.4	37.8	46.2	104.2	136.4	127.5
Median Price	\$565,000	33.2	69.9	70.1	119.2	149.7	169.0
Sales to List Price Ratio	97.1	99.7	96.8	97.5	96.6	96.5	95.4
Median Days on Market	44.0	31.0	16.0	39.5	104.5	114.5	78.0

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

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

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

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

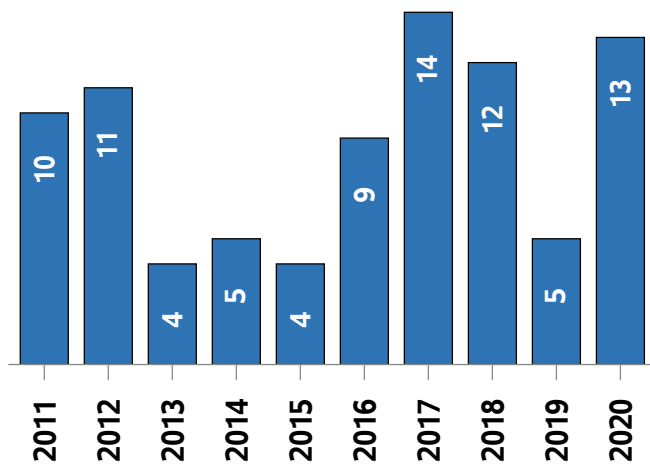
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

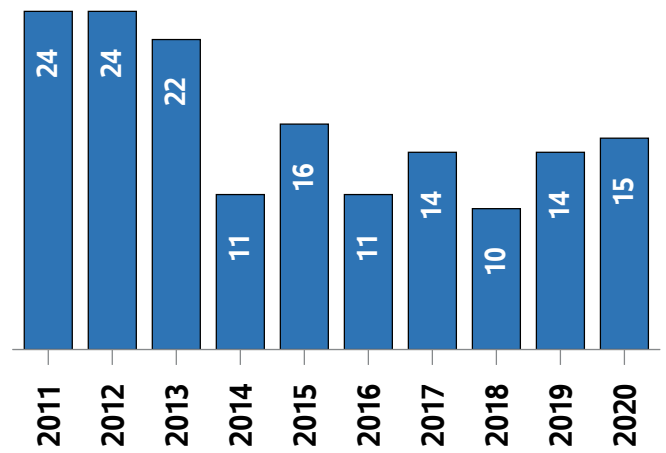


## Norwich Twp MLS® Single Detached Market Activity

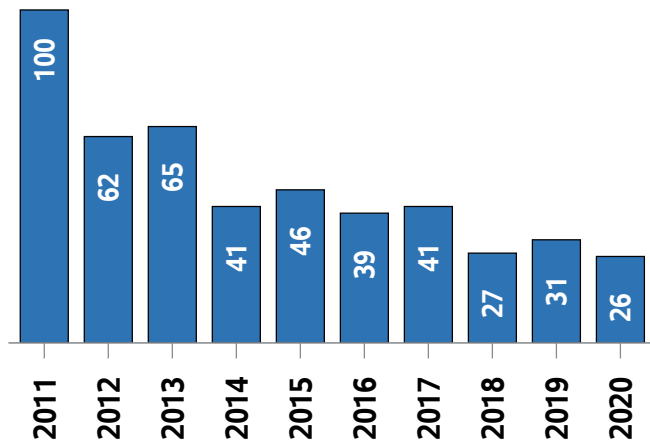
Sales Activity (March only)



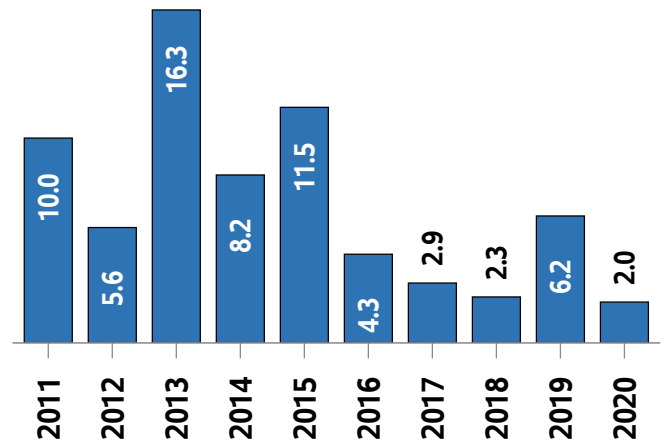
New Listings (March only)



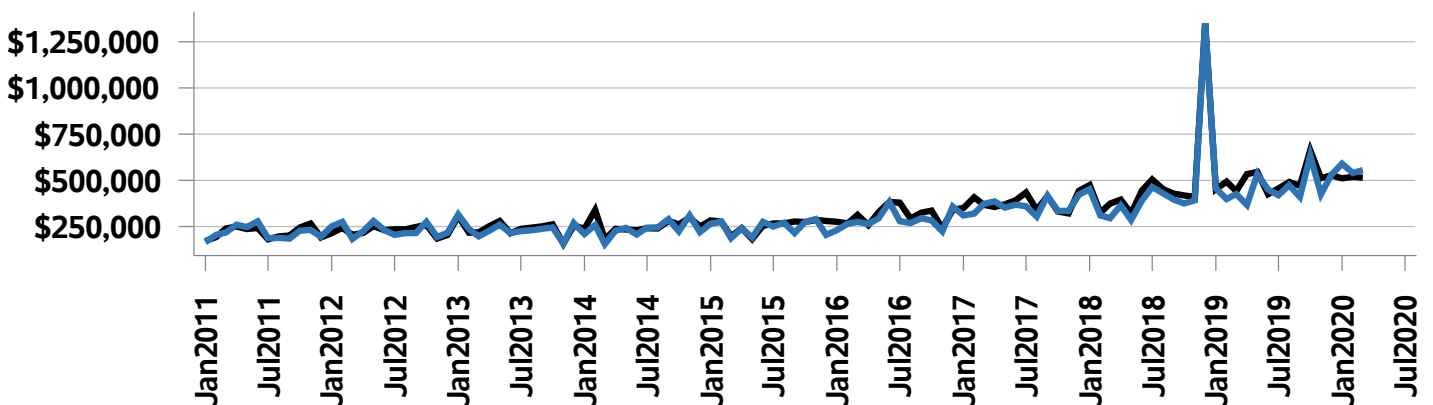
Active Listings (March only)



Months of Inventory (March only)

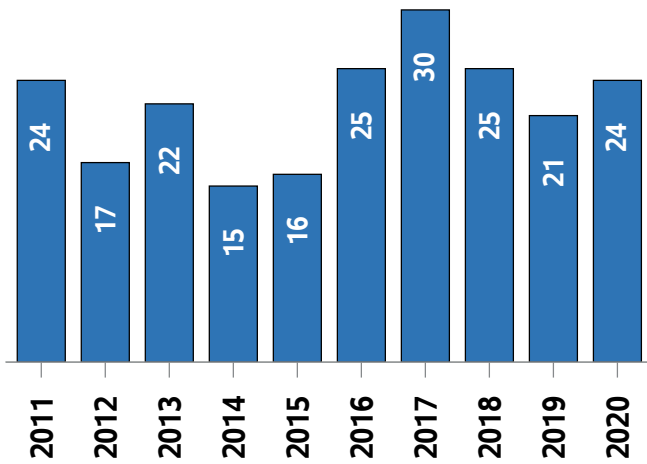


Average Price and Median Price

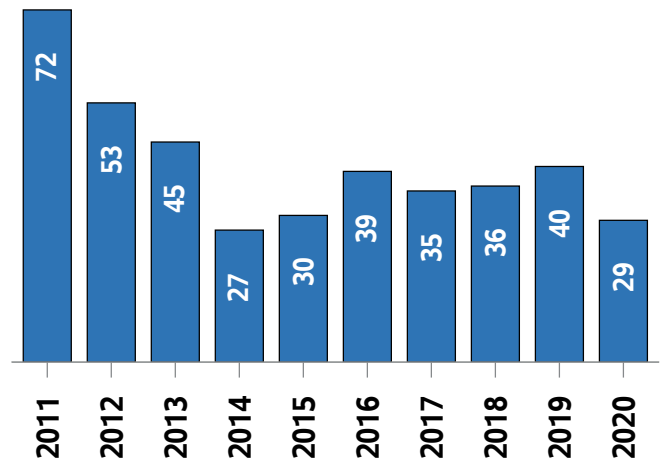


## Norwich Twp MLS® Single Detached Market Activity

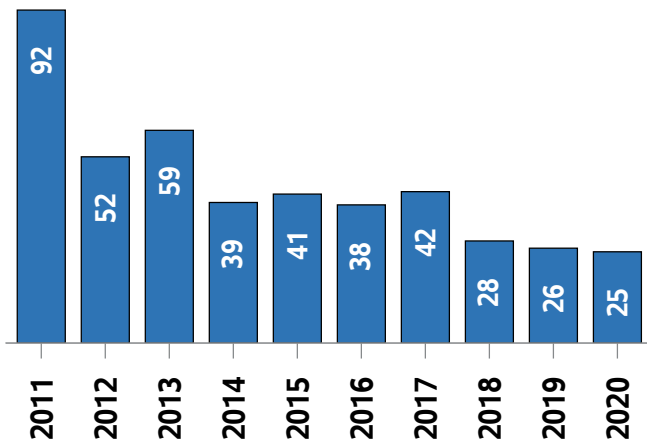
Sales Activity (March Year-to-date)



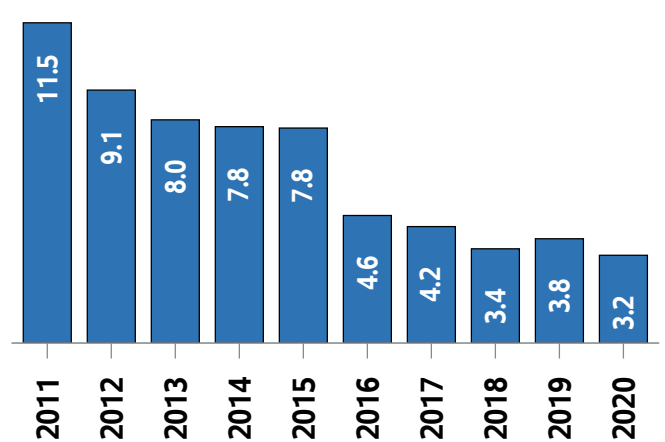
New Listings (March Year-to-date)



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



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



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

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

## Norwich Twp MLS® Single Detached Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	13	160.0	8.3	-7.1	225.0	225.0	62.5
Dollar Volume	\$6,685,500	202.7	49.0	29.9	750.6	667.1	305.6
New Listings	15	7.1	50.0	7.1	-6.3	-31.8	-42.3
Active Listings	26	-16.1	-3.7	-36.6	-43.5	-60.0	-75.5
Sales to New Listings Ratio <sup>1</sup>	86.7	35.7	120.0	100.0	25.0	18.2	30.8
Months of Inventory <sup>2</sup>	2.0	6.2	2.3	2.9	11.5	16.3	13.3
Average Price	\$514,269	16.4	37.5	39.9	161.7	136.0	149.6
Median Price	\$555,000	30.3	88.1	49.1	196.8	182.1	200.0
Sales to List Price Ratio	97.8	96.8	97.6	96.7	92.2	98.4	96.1
Median Days on Market	74.0	59.0	10.5	49.5	91.0	80.5	25.5

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	24	14.3	-4.0	-20.0	50.0	9.1	0.0
Dollar Volume	\$12,353,065	25.4	28.6	9.6	199.1	140.7	122.1
New Listings	29	-27.5	-19.4	-17.1	-3.3	-35.6	-58.0
Active Listings <sup>3</sup>	25	-3.8	-10.6	-39.7	-38.7	-57.1	-75.8
Sales to New Listings Ratio <sup>4</sup>	82.8	52.5	69.4	85.7	53.3	48.9	34.8
Months of Inventory <sup>5</sup>	3.2	3.8	3.4	4.2	7.8	8.0	13.1
Average Price	\$514,711	9.7	33.9	37.1	99.4	120.6	122.1
Median Price	\$560,000	31.5	69.7	62.3	117.3	137.1	166.7
Sales to List Price Ratio	97.4	99.9	96.8	97.9	96.6	96.5	95.4
Median Days on Market	59.0	32.0	16.0	39.5	104.5	114.5	78.0

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

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

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

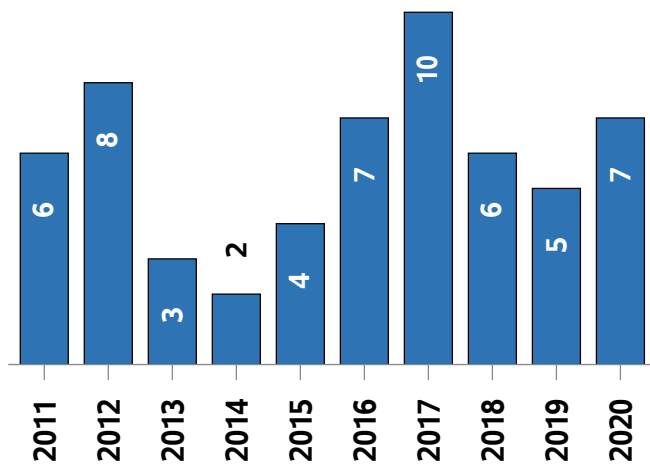
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

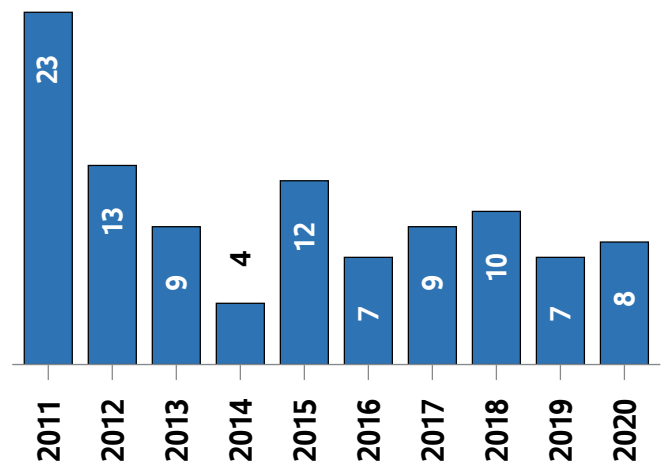
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

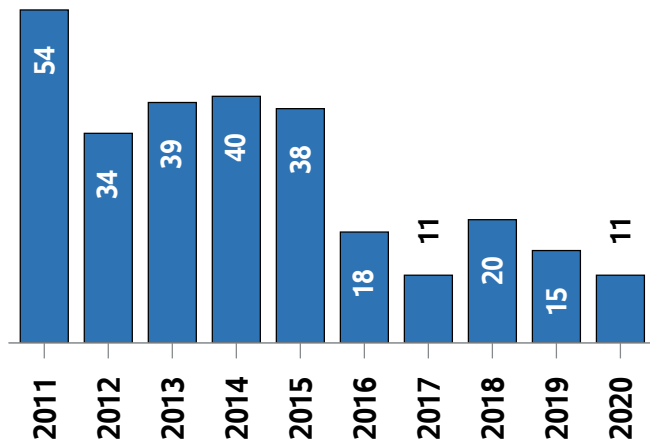
Sales Activity (March only)



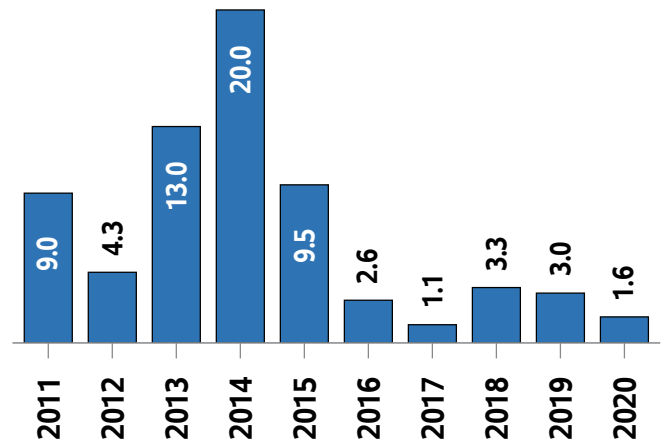
New Listings (March only)



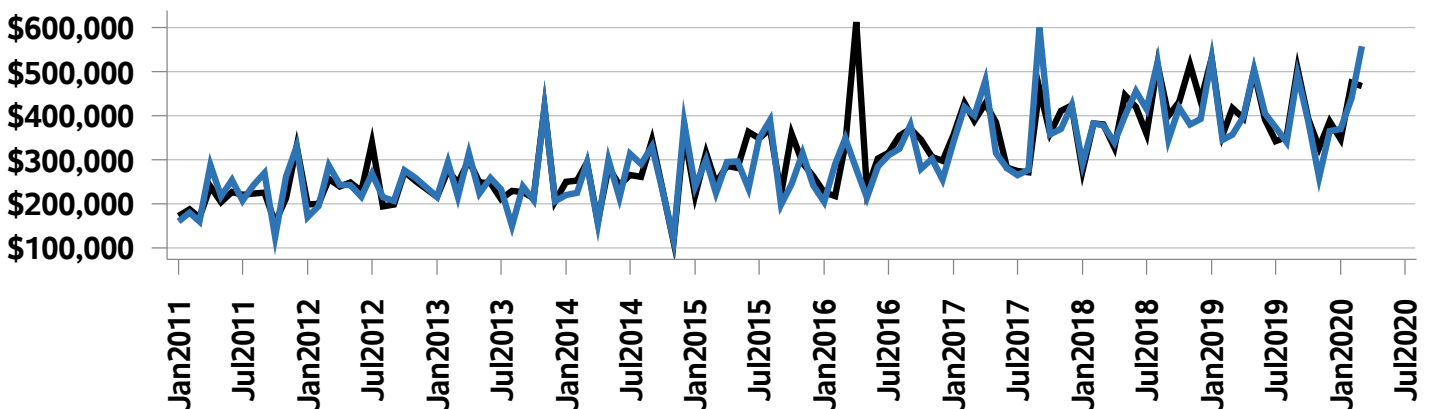
Active Listings (March only)



Months of Inventory (March only)

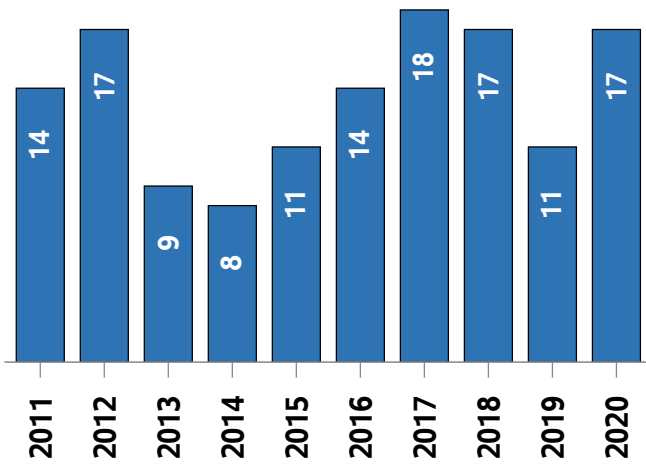


Average Price and Median Price

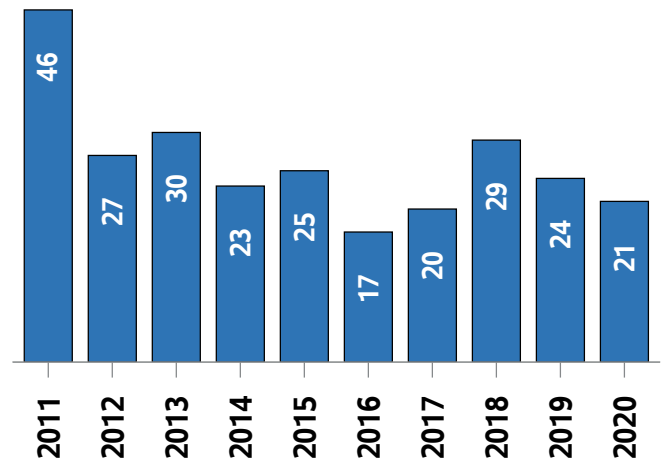


## South-West Oxford Twp MLS® Residential Market Activity

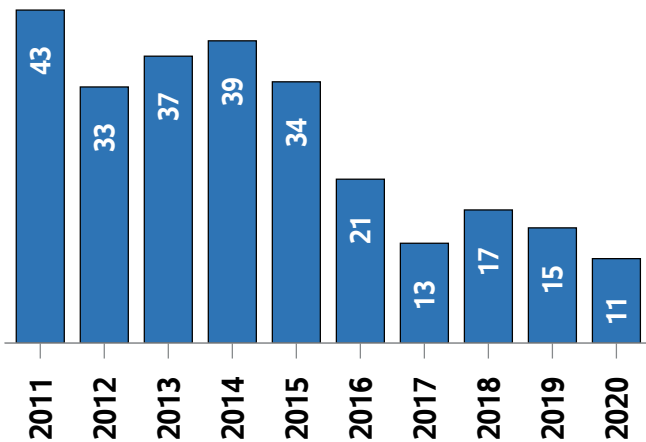
Sales Activity (March Year-to-date)



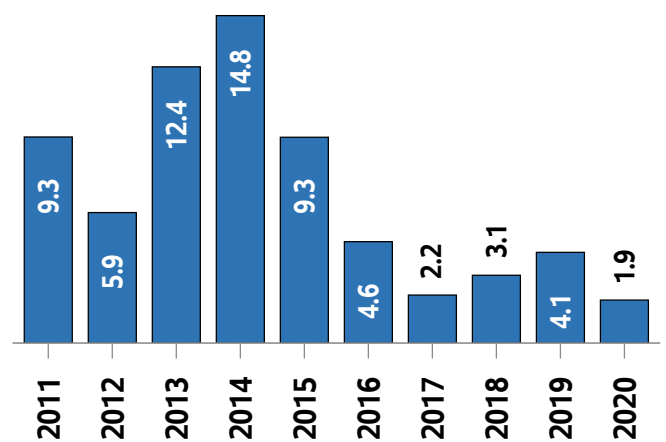
New Listings (March Year-to-date)



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



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



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

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

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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	7	40.0	16.7	-30.0	75.0	133.3	-22.2
Dollar Volume	\$3,270,450	56.8	43.4	-15.8	231.7	341.4	59.2
New Listings	8	14.3	-20.0	-11.1	-33.3	-11.1	-66.7
Active Listings	11	-26.7	-45.0	0.0	-71.1	-71.8	-84.3
Sales to New Listings Ratio <sup>1</sup>	87.5	71.4	60.0	111.1	33.3	33.3	37.5
Months of Inventory <sup>2</sup>	1.6	3.0	3.3	1.1	9.5	13.0	7.8
Average Price	\$467,207	12.0	22.9	20.2	89.5	89.2	104.7
Median Price	\$557,500	56.2	47.5	39.2	148.3	158.1	142.4
Sales to List Price Ratio	99.7	101.3	96.1	103.1	96.0	96.7	99.2
Median Days on Market	26.0	7.0	60.0	18.5	36.5	155.0	64.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	17	54.5	0.0	-5.6	54.5	88.9	13.3
Dollar Volume	\$7,122,450	55.8	21.8	1.4	153.7	212.7	135.9
New Listings	21	-12.5	-27.6	5.0	-16.0	-30.0	-58.8
Active Listings <sup>3</sup>	11	-26.7	-36.5	-15.4	-67.6	-70.5	-83.4
Sales to New Listings Ratio <sup>4</sup>	81.0	45.8	58.6	90.0	44.0	30.0	29.4
Months of Inventory <sup>5</sup>	1.9	4.1	3.1	2.2	9.3	12.4	13.3
Average Price	\$418,968	0.8	21.8	7.3	64.1	65.6	108.2
Median Price	\$410,000	14.8	36.7	3.3	78.3	62.1	124.0
Sales to List Price Ratio	99.3	100.4	98.0	101.2	96.0	96.1	96.2
Median Days on Market	23.0	17.0	22.0	30.0	45.0	28.0	69.0

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

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

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

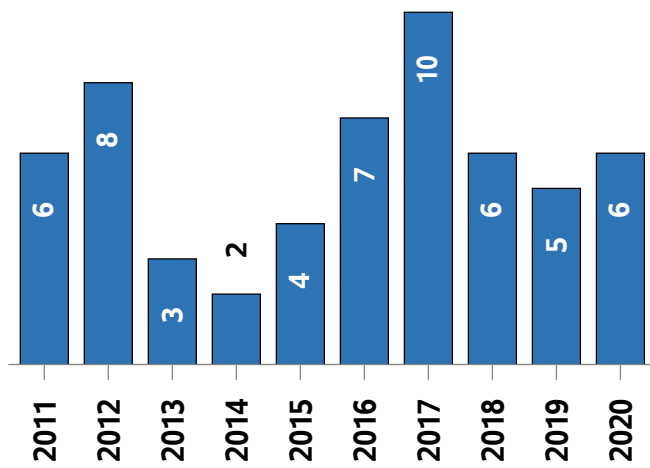
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

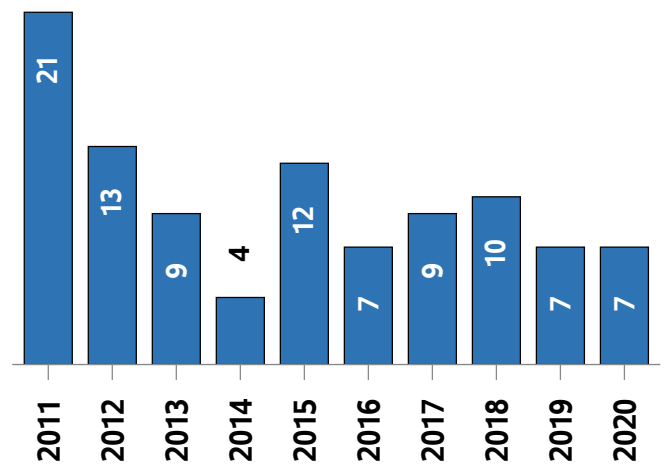
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

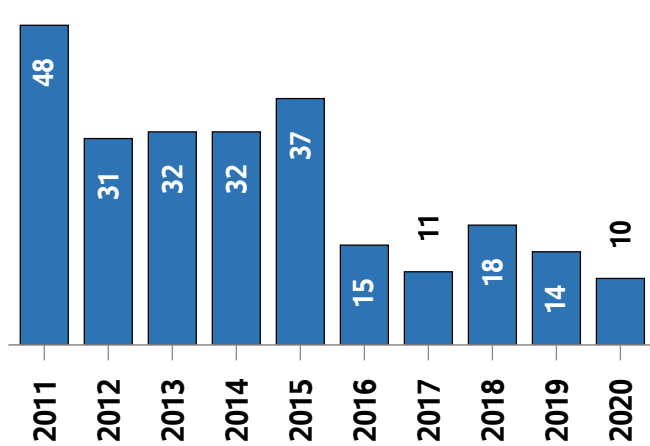
Sales Activity (March only)



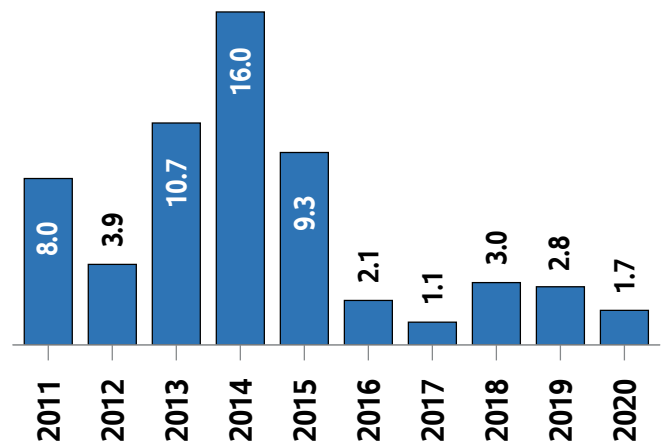
New Listings (March only)



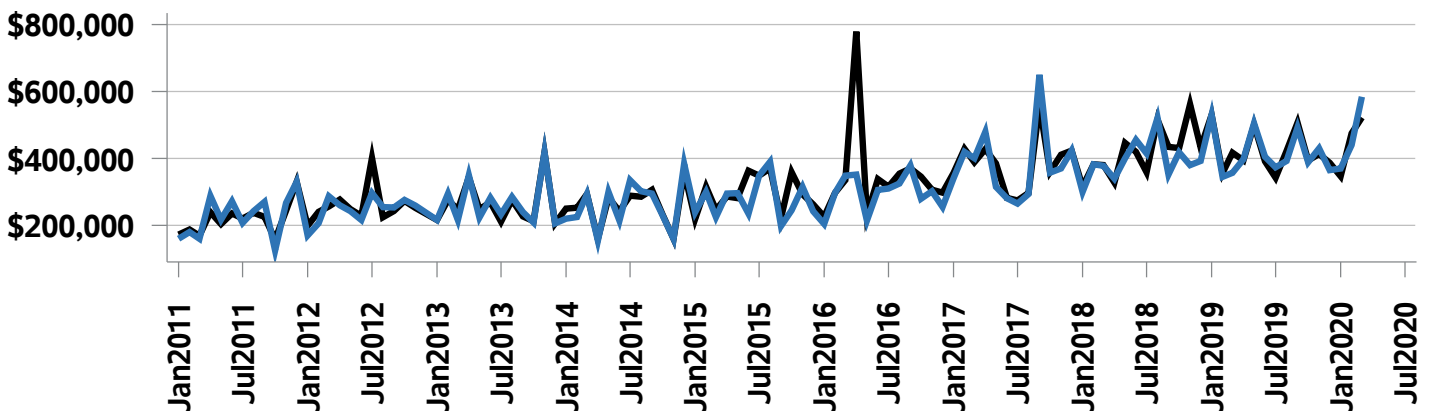
Active Listings (March only)



Months of Inventory (March only)

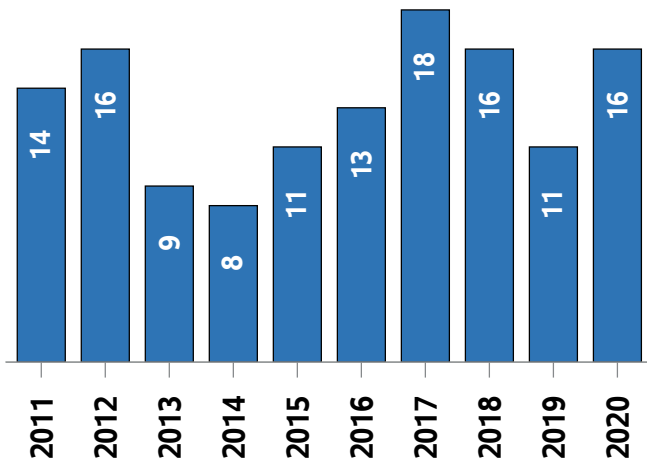


Average Price and Median Price

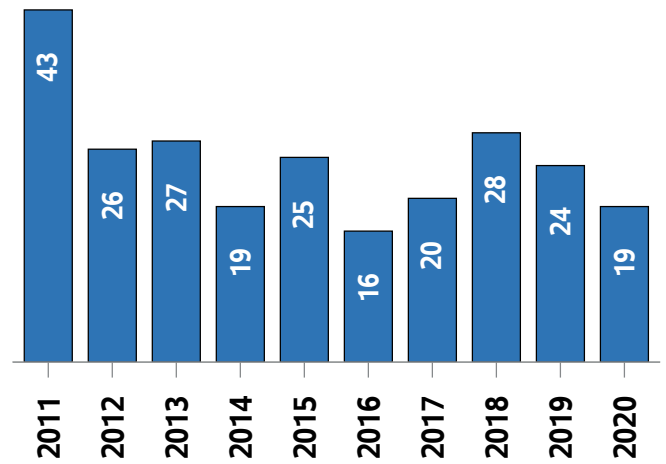


## South-West Oxford Twp MLS® Single Detached Market Activity

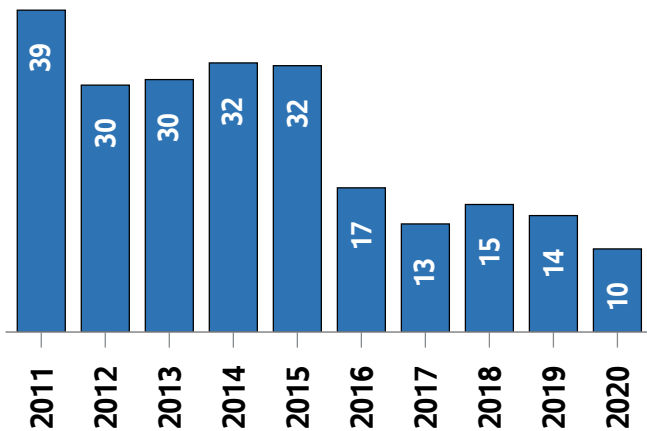
Sales Activity (March Year-to-date)



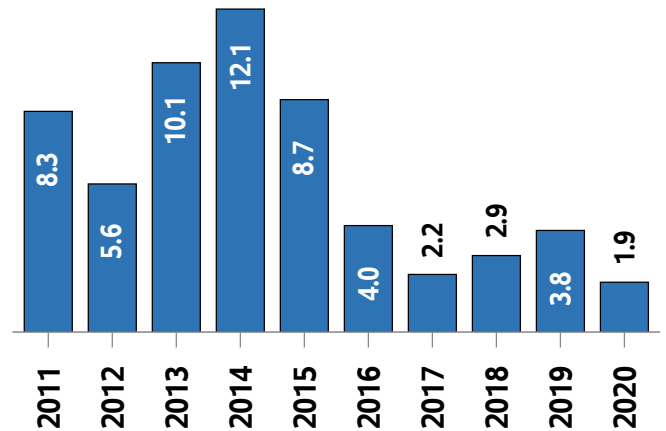
New Listings (March Year-to-date)



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



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



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

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



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

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	6	20.0	0.0	-40.0	50.0	100.0	-33.3
Dollar Volume	\$3,133,450	50.3	37.4	-19.4	217.8	322.9	52.5
New Listings	7	0.0	-30.0	-22.2	-41.7	-22.2	-65.0
Active Listings	10	-28.6	-44.4	-9.1	-73.0	-68.8	-84.1
Sales to New Listings Ratio <sup>1</sup>	85.7	71.4	60.0	111.1	33.3	33.3	45.0
Months of Inventory <sup>2</sup>	1.7	2.8	3.0	1.1	9.3	10.7	7.0
Average Price	\$522,242	25.2	37.4	34.4	111.9	111.4	128.8
Median Price	\$584,250	63.7	54.6	45.9	160.2	170.5	154.0
Sales to List Price Ratio	99.8	101.3	96.1	103.1	96.0	96.7	99.2
Median Days on Market	21.5	7.0	60.0	18.5	36.5	155.0	64.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	16	45.5	0.0	-11.1	45.5	77.8	14.3
Dollar Volume	\$6,985,450	52.8	21.1	-0.6	148.8	206.7	132.1
New Listings	19	-20.8	-32.1	-5.0	-24.0	-29.6	-57.8
Active Listings <sup>3</sup>	10	-28.6	-34.8	-23.1	-68.8	-67.0	-83.6
Sales to New Listings Ratio <sup>4</sup>	84.2	45.8	57.1	90.0	44.0	33.3	31.1
Months of Inventory <sup>5</sup>	1.9	3.8	2.9	2.2	8.7	10.1	13.1
Average Price	\$436,591	5.1	21.1	11.8	71.0	72.5	103.1
Median Price	\$423,750	18.7	24.2	6.7	84.2	67.5	121.3
Sales to List Price Ratio	99.4	100.4	97.8	101.2	96.0	96.1	98.3
Median Days on Market	20.0	17.0	26.0	30.0	45.0	28.0	68.0

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

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

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

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

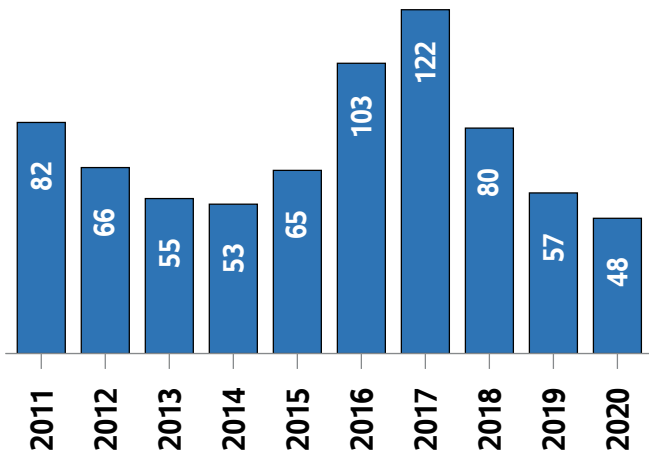
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

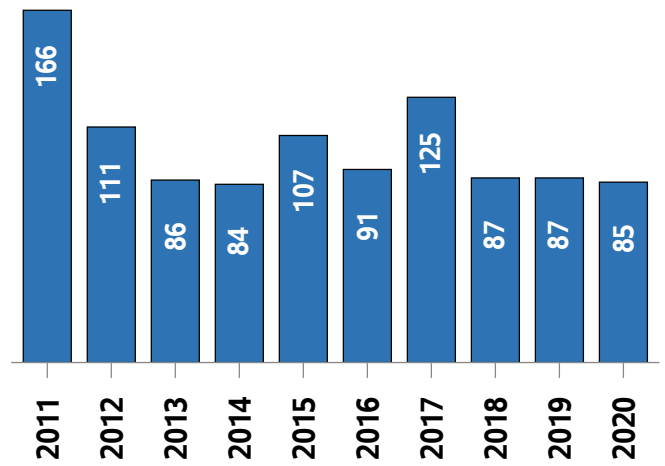
# Woodstock

## MLS® Residential Market Activity

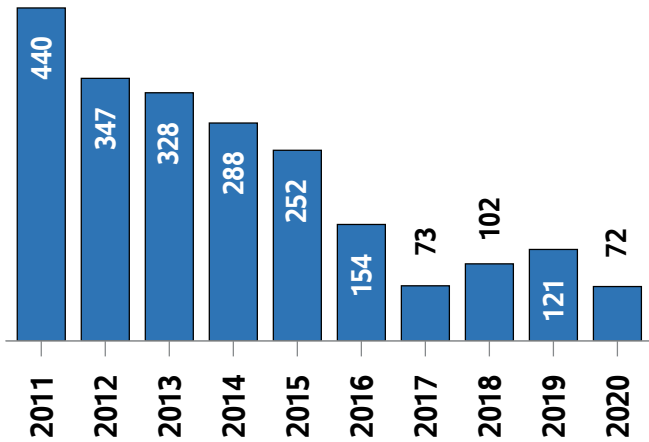
Sales Activity (March only)



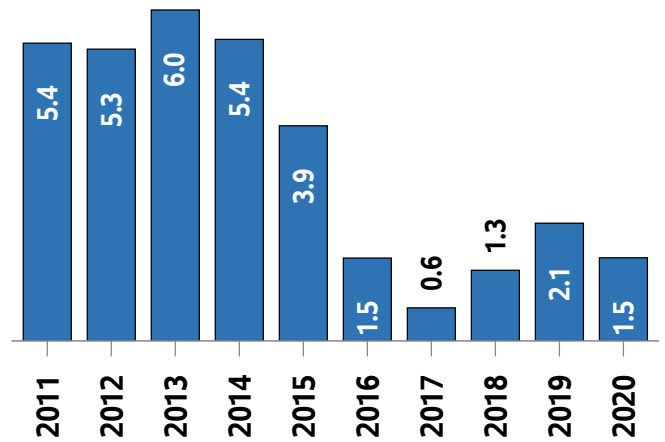
New Listings (March only)



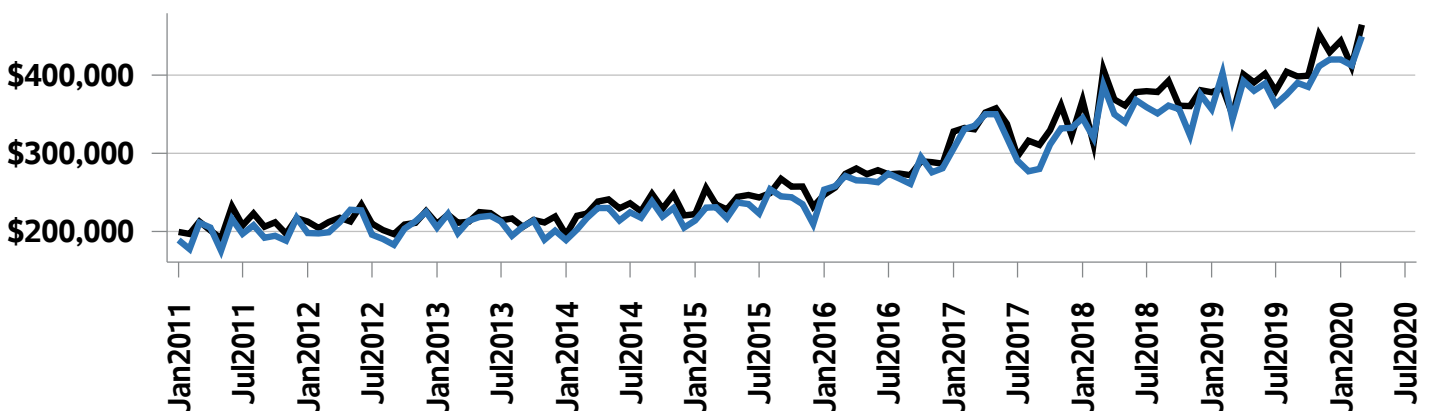
Active Listings (March only)



Months of Inventory (March only)



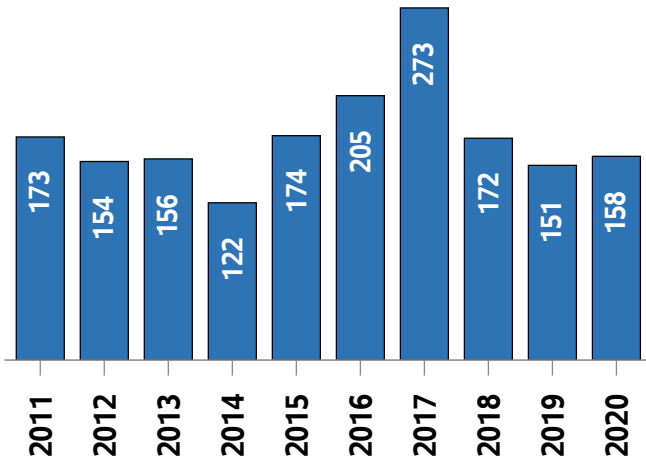
Average Price and Median Price



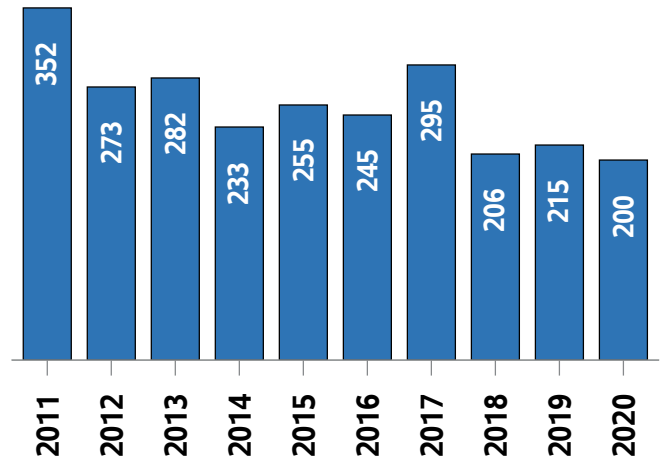
# Woodstock

## MLS® Residential Market Activity

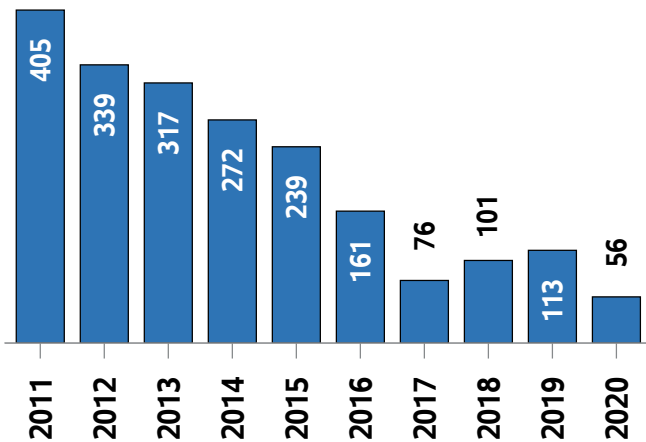
Sales Activity (March Year-to-date)



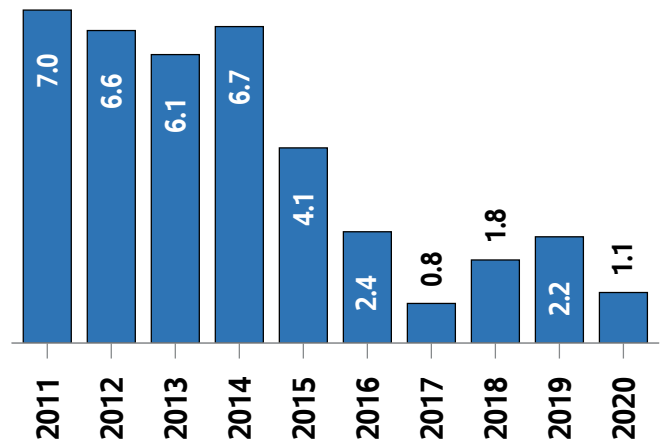
New Listings (March Year-to-date)



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



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



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

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

## Woodstock MLS® Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	48	-15.8	-40.0	-60.7	-26.2	-12.7	-30.4
Dollar Volume	\$22,293,775	12.0	-31.6	-44.7	46.2	92.0	59.5
New Listings	85	-2.3	-2.3	-32.0	-20.6	-1.2	-45.5
Active Listings	72	-40.5	-29.4	-1.4	-71.4	-78.0	-84.9
Sales to New Listings Ratio <sup>1</sup>	56.5	65.5	92.0	97.6	60.7	64.0	44.2
Months of Inventory <sup>2</sup>	1.5	2.1	1.3	0.6	3.9	6.0	6.9
Average Price	\$464,454	33.0	14.1	40.4	98.0	120.0	129.3
Median Price	\$449,500	30.9	16.2	34.2	94.6	127.2	130.5
Sales to List Price Ratio	102.3	100.6	99.6	102.2	97.6	96.7	97.5
Median Days on Market	10.0	15.0	15.0	11.0	41.0	37.0	42.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	158	4.6	-8.1	-42.1	-9.2	1.3	3.3
Dollar Volume	\$69,378,575	24.5	8.8	-23.1	67.6	106.6	125.3
New Listings	200	-7.0	-2.9	-32.2	-21.6	-29.1	-44.4
Active Listings <sup>3</sup>	56	-50.1	-44.0	-26.2	-76.4	-82.2	-87.4
Sales to New Listings Ratio <sup>4</sup>	79.0	70.2	83.5	92.5	68.2	55.3	42.5
Months of Inventory <sup>5</sup>	1.1	2.2	1.8	0.8	4.1	6.1	8.8
Average Price	\$439,105	19.0	18.5	32.8	84.6	104.0	118.1
Median Price	\$426,500	20.1	20.1	29.6	92.1	106.0	124.5
Sales to List Price Ratio	102.0	99.7	99.7	101.3	97.0	97.3	96.9
Median Days on Market	14.0	21.0	17.0	13.0	57.0	43.0	60.0

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

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

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

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

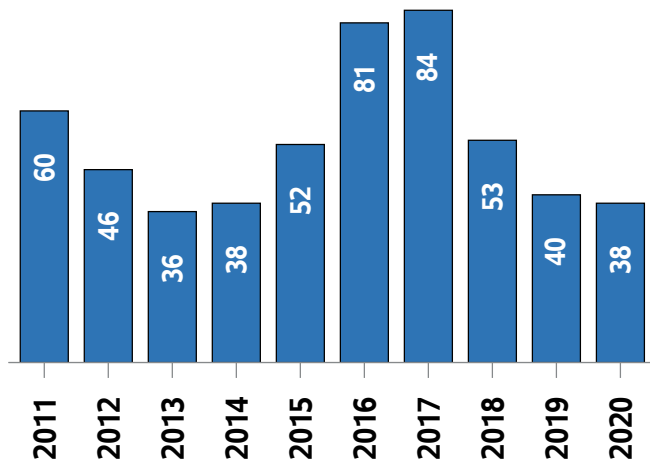
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

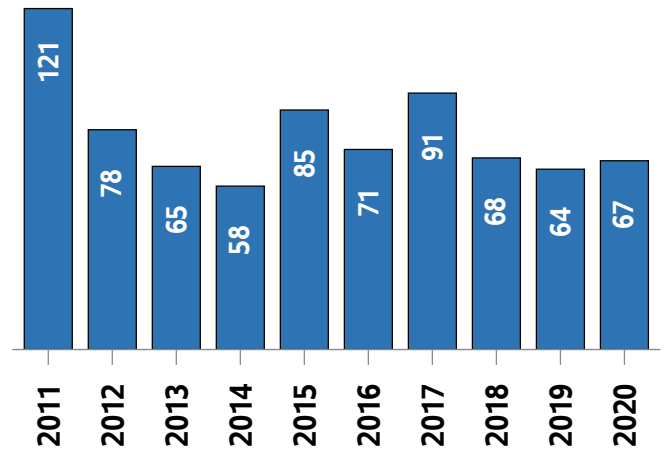
# Woodstock

## MLS® Single Detached Market Activity

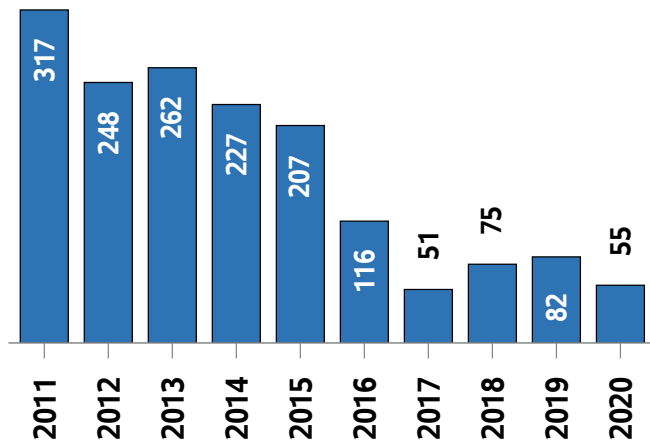
Sales Activity (March only)



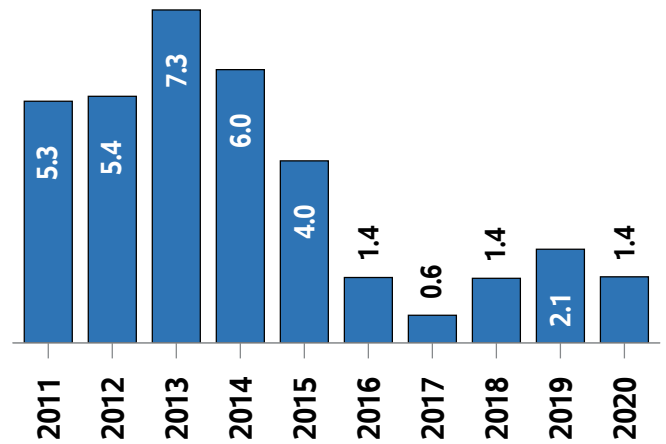
New Listings (March only)



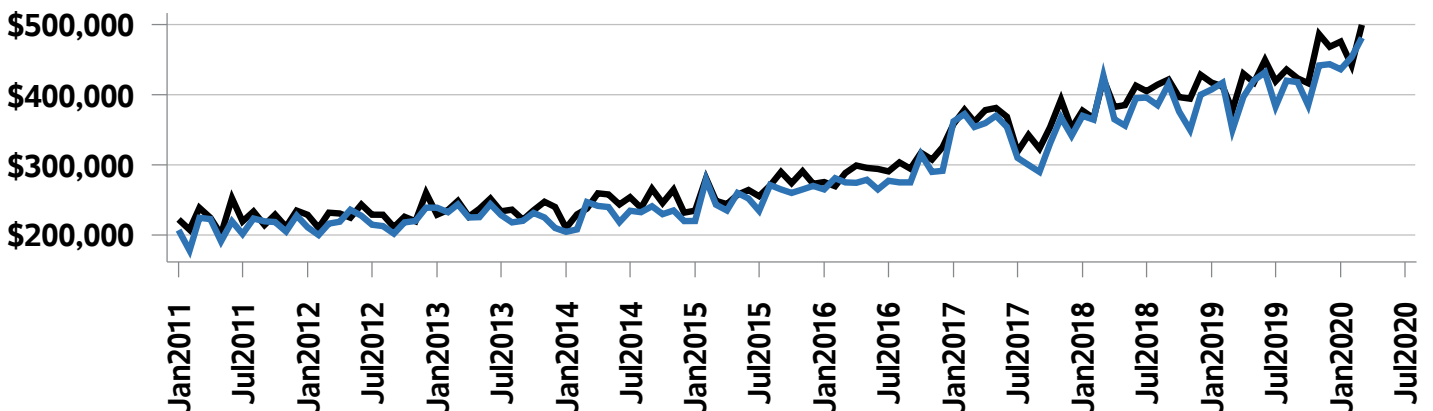
Active Listings (March only)



Months of Inventory (March only)

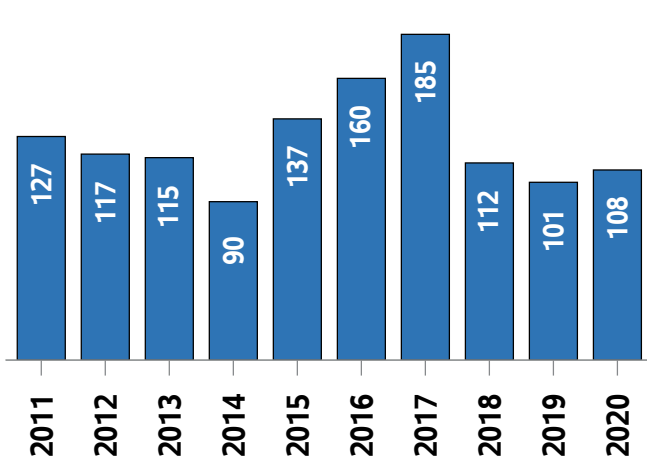


Average Price and Median Price

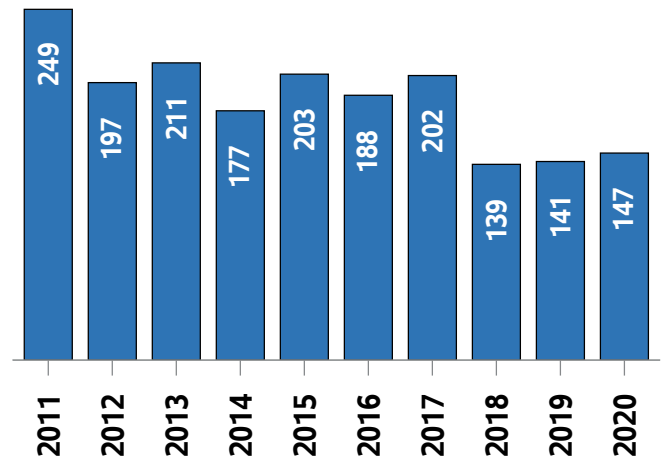


## Woodstock MLS® Single Detached Market Activity

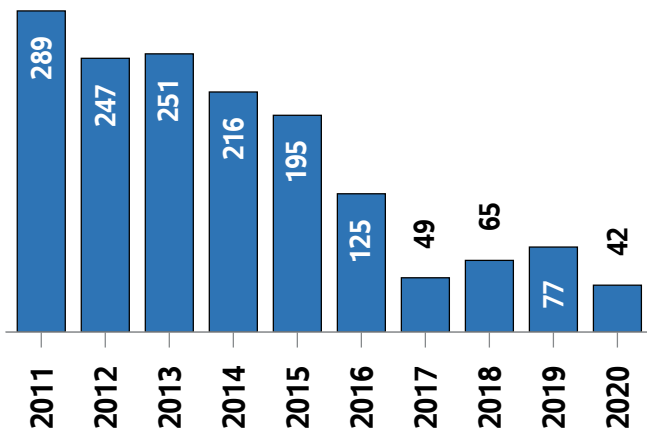
Sales Activity (March Year-to-date)



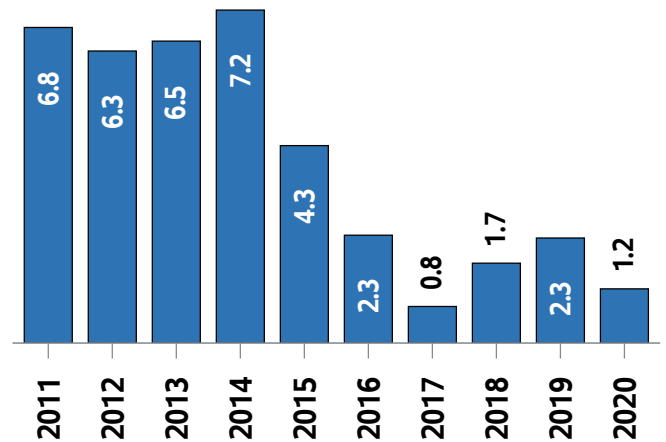
New Listings (March Year-to-date)



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



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



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

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

## Woodstock MLS® Single Detached Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	38	-5.0	-28.3	-54.8	-26.9	5.6	-36.7
Dollar Volume	\$18,982,380	25.5	-15.2	-37.5	46.8	112.1	50.7
New Listings	67	4.7	-1.5	-26.4	-21.2	3.1	-45.5
Active Listings	55	-32.9	-26.7	7.8	-73.4	-79.0	-85.1
Sales to New Listings Ratio <sup>1</sup>	56.7	62.5	77.9	92.3	61.2	55.4	48.8
Months of Inventory <sup>2</sup>	1.4	2.1	1.4	0.6	4.0	7.3	6.2
Average Price	\$499,536	32.2	18.2	38.2	100.8	101.0	138.0
Median Price	\$481,173	37.5	12.7	35.9	97.8	97.4	145.5
Sales to List Price Ratio	101.3	100.7	100.2	102.3	97.7	97.8	97.7
Median Days on Market	9.0	14.5	14.0	10.5	43.5	40.0	41.5

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	108	6.9	-3.6	-41.6	-21.2	-6.1	-13.6
Dollar Volume	\$51,065,253	26.4	15.0	-24.6	46.4	86.4	90.9
New Listings	147	4.3	5.8	-27.2	-27.6	-30.3	-49.3
Active Listings <sup>3</sup>	42	-44.8	-34.5	-13.6	-78.3	-83.1	-87.7
Sales to New Listings Ratio <sup>4</sup>	73.5	71.6	80.6	91.6	67.5	54.5	43.1
Months of Inventory <sup>5</sup>	1.2	2.3	1.7	0.8	4.3	6.5	8.3
Average Price	\$472,826	18.2	19.3	29.2	85.8	98.5	120.9
Median Price	\$461,735	19.9	19.5	28.3	90.0	96.5	128.1
Sales to List Price Ratio	101.1	99.9	99.7	101.2	97.3	97.7	97.0
Median Days on Market	14.0	24.0	17.0	13.0	57.0	49.0	60.0

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

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

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

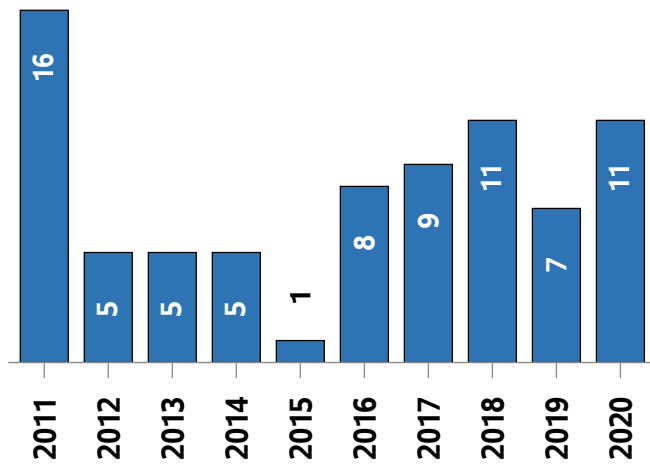
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

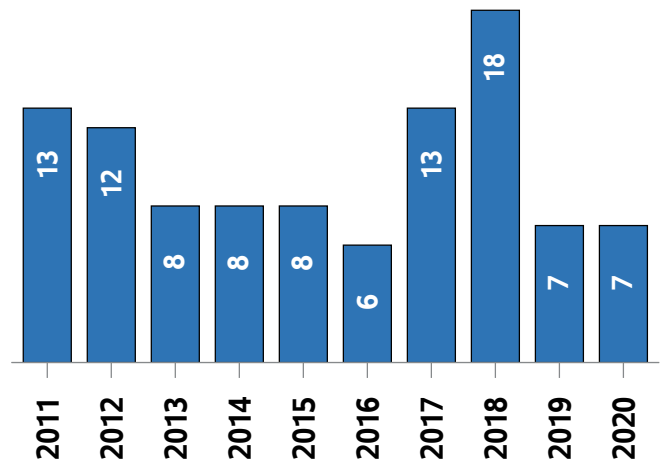
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## Zorra Twp MLS® Residential Market Activity

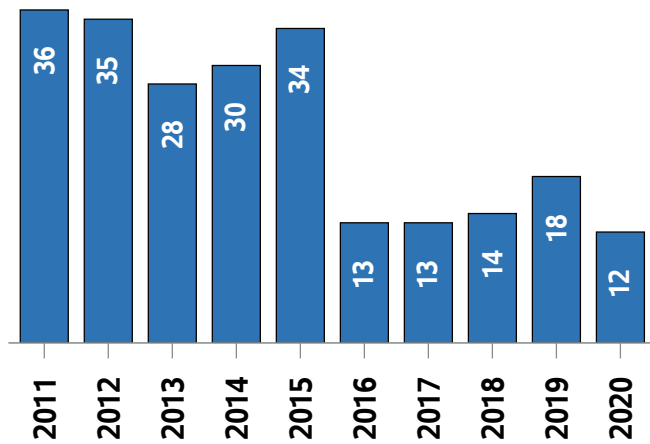
Sales Activity (March only)



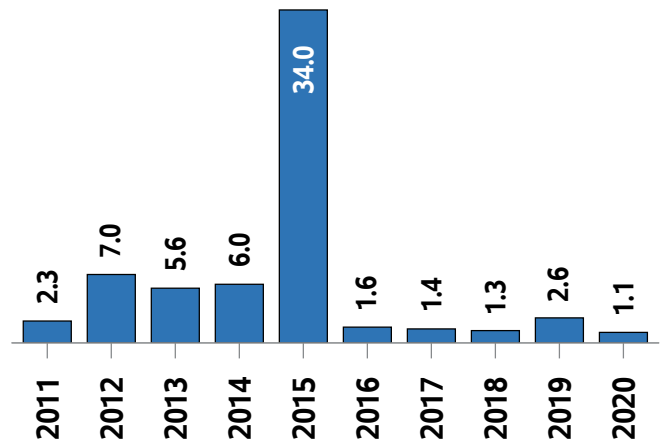
New Listings (March only)



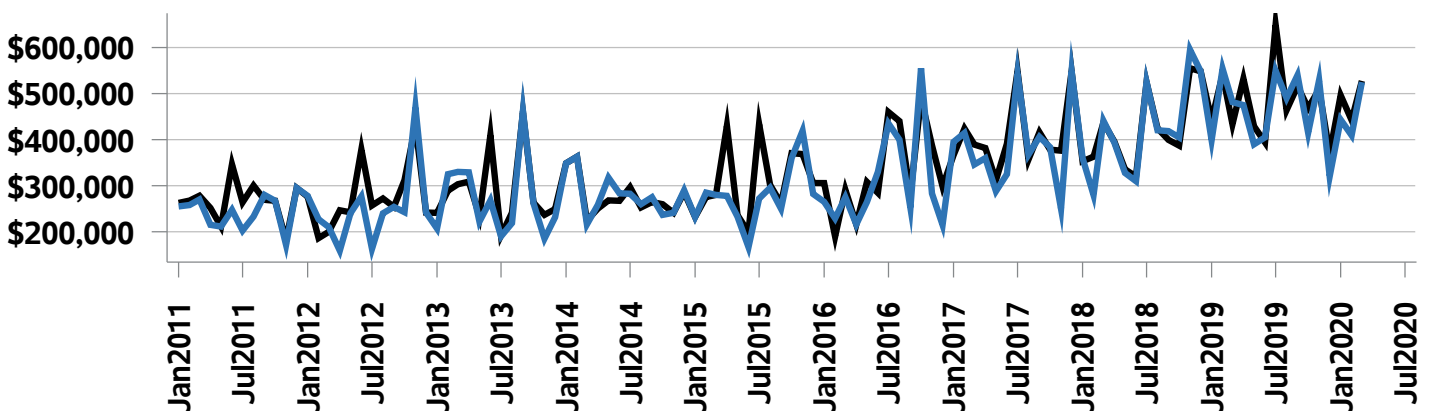
Active Listings (March only)



Months of Inventory (March only)



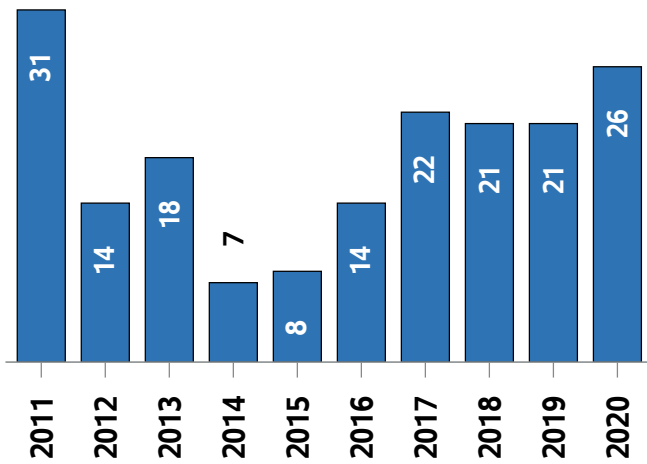
Average Price and Median Price



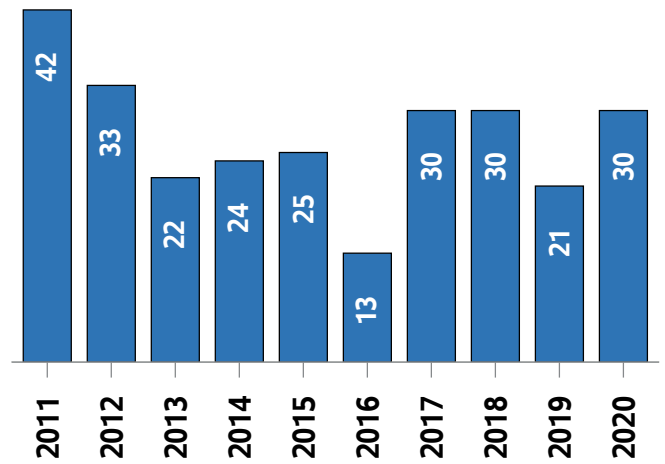


## Zorra Twp MLS® Residential Market Activity

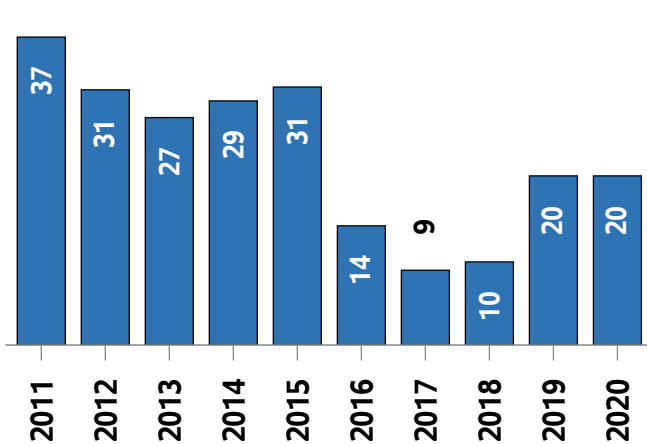
Sales Activity (March Year-to-date)



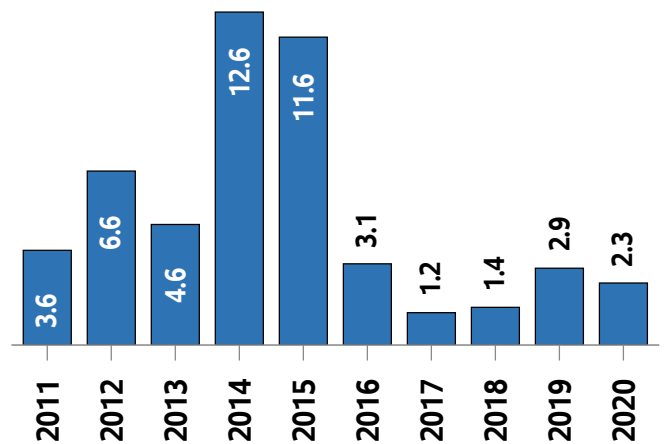
New Listings (March Year-to-date)



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



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



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

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

## Zorra Twp MLS® Residential Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	11	57.1	0.0	22.2	1,000.0	120.0	22.2
Dollar Volume	\$5,803,075	91.2	20.7	65.7	1,972.5	282.8	118.6
New Listings	7	0.0	-61.1	-46.2	-12.5	-12.5	-56.3
Active Listings	12	-33.3	-14.3	-7.7	-64.7	-57.1	-74.5
Sales to New Listings Ratio <sup>1</sup>	157.1	100.0	61.1	69.2	12.5	62.5	56.3
Months of Inventory <sup>2</sup>	1.1	2.6	1.3	1.4	34.0	5.6	5.2
Average Price	\$527,552	21.7	20.7	35.5	88.4	74.0	78.8
Median Price	\$524,900	9.0	19.0	51.7	87.5	59.1	81.0
Sales to List Price Ratio	100.6	97.9	106.8	103.4	96.6	98.3	97.0
Median Days on Market	12.0	74.0	13.0	10.0	130.0	28.0	129.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	26	23.8	23.8	18.2	225.0	44.4	4.0
Dollar Volume	\$12,816,326	30.5	52.8	48.8	504.3	152.2	92.2
New Listings	30	42.9	0.0	0.0	20.0	36.4	-36.2
Active Listings <sup>3</sup>	20	0.0	103.3	125.9	-34.4	-25.6	-55.5
Sales to New Listings Ratio <sup>4</sup>	86.7	100.0	70.0	73.3	32.0	81.8	53.2
Months of Inventory <sup>5</sup>	2.3	2.9	1.4	1.2	11.6	4.6	5.5
Average Price	\$492,936	5.4	23.4	25.9	85.9	74.6	84.8
Median Price	\$501,803	8.8	26.5	32.1	86.9	55.6	82.5
Sales to List Price Ratio	100.2	99.4	104.8	101.4	98.0	96.9	97.0
Median Days on Market	40.5	49.0	14.0	13.0	69.5	60.5	54.0

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

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

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

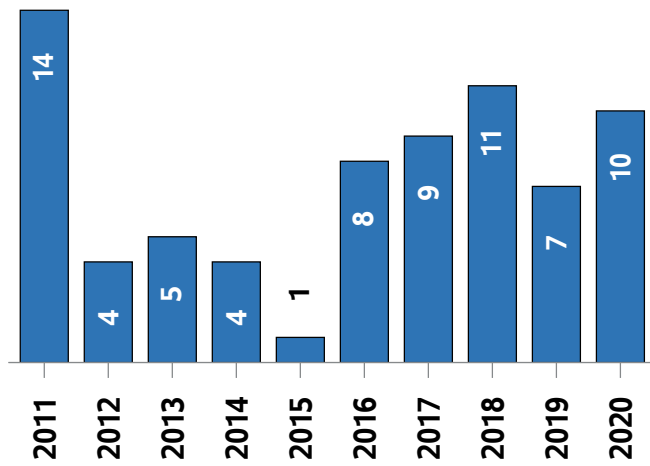
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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

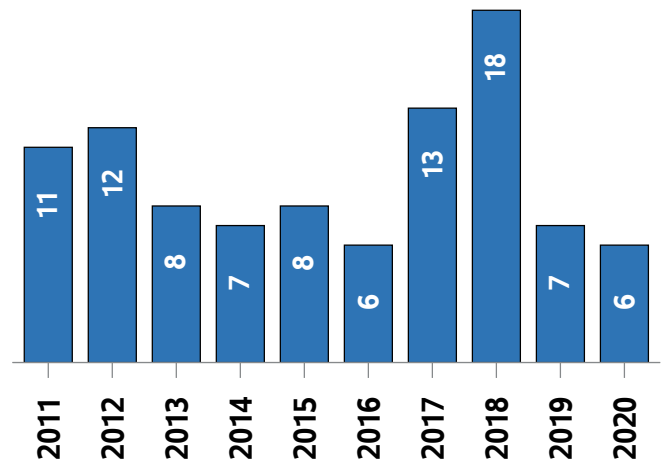
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## Zorra Twp MLS® Single Detached Market Activity

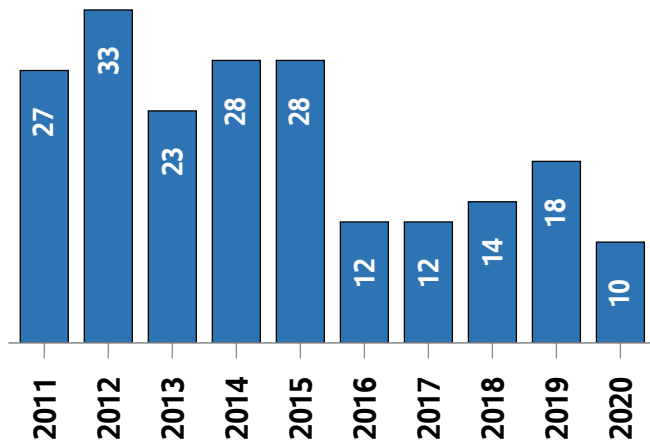
Sales Activity (March only)



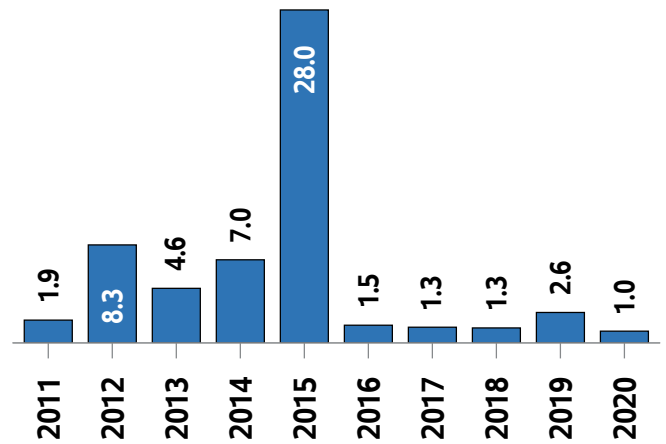
New Listings (March only)



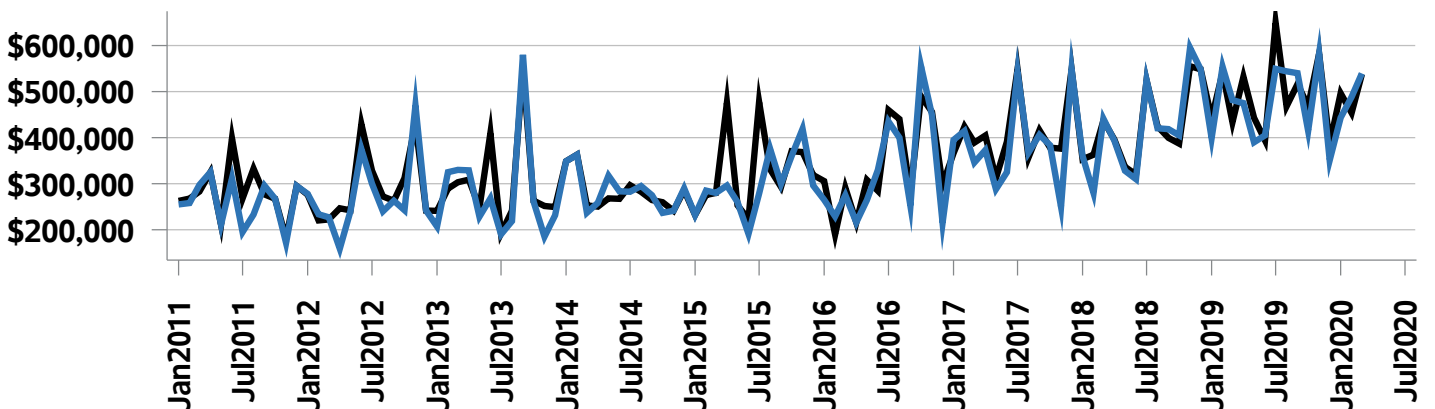
Active Listings (March only)



Months of Inventory (March only)

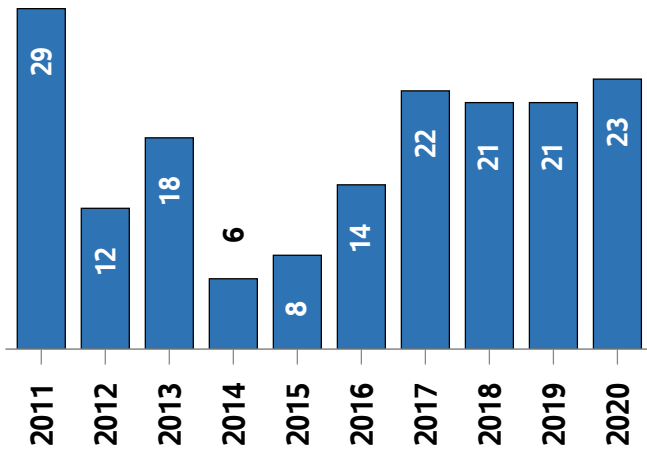


Average Price and Median Price

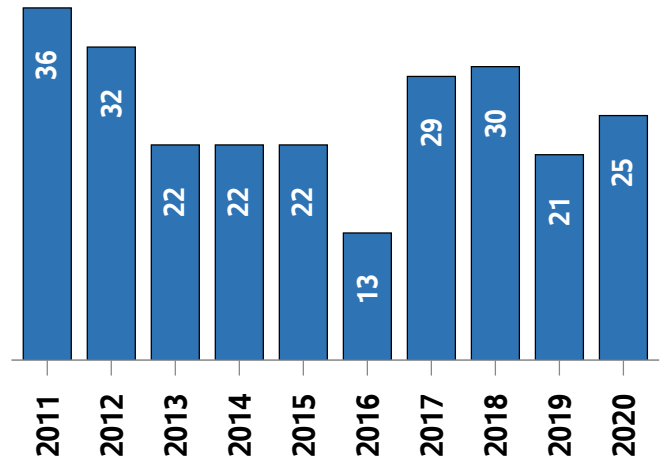


## Zorra Twp MLS® Single Detached Market Activity

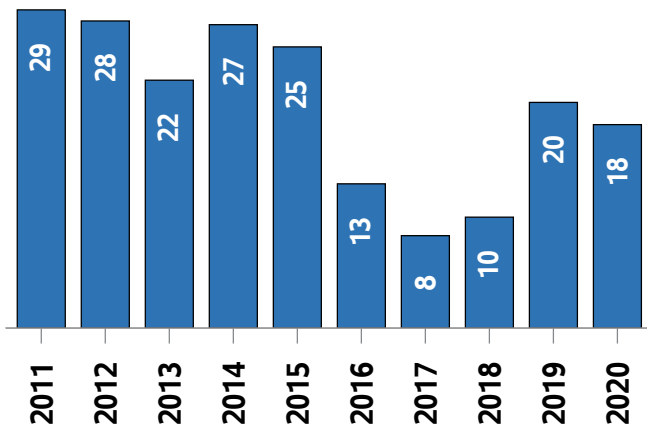
Sales Activity (March Year-to-date)



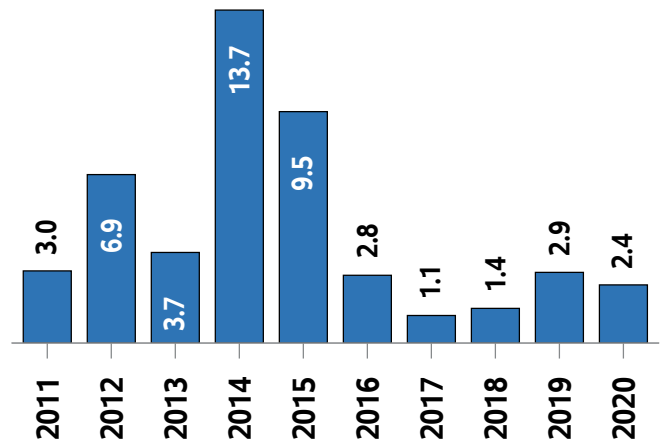
New Listings (March Year-to-date)



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



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



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

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

## Zorra Twp MLS® Single Detached Market Activity

Actual	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	10	42.9	-9.1	11.1	900.0	100.0	11.1
Dollar Volume	\$5,375,680	77.2	11.8	53.5	1,819.9	254.6	102.5
New Listings	6	-14.3	-66.7	-53.8	-25.0	-25.0	-60.0
Active Listings	10	-44.4	-28.6	-16.7	-64.3	-56.5	-76.7
Sales to New Listings Ratio <sup>1</sup>	166.7	100.0	61.1	69.2	12.5	62.5	60.0
Months of Inventory <sup>2</sup>	1.0	2.6	1.3	1.3	28.0	4.6	4.8
Average Price	\$537,568	24.0	23.0	38.1	92.0	77.3	82.2
Median Price	\$539,450	12.0	22.3	55.9	92.7	63.5	86.0
Sales to List Price Ratio	100.2	97.9	106.8	103.4	96.6	98.3	97.0
Median Days on Market	11.5	74.0	13.0	10.0	130.0	28.0	129.0

Year-to-date	March 2020	Compared to <sup>6</sup>					
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	23	9.5	9.5	4.5	187.5	27.8	-8.0
Dollar Volume	\$11,573,030	17.8	38.0	34.4	445.6	127.7	73.6
New Listings	25	19.0	-16.7	-13.8	13.6	13.6	-43.2
Active Listings <sup>3</sup>	18	-9.8	83.3	120.0	-27.6	-17.9	-56.7
Sales to New Listings Ratio <sup>4</sup>	92.0	100.0	70.0	75.9	36.4	81.8	56.8
Months of Inventory <sup>5</sup>	2.4	2.9	1.4	1.1	9.5	3.7	5.1
Average Price	\$503,175	7.6	26.0	28.6	89.8	78.2	88.7
Median Price	\$509,900	10.6	28.6	34.2	89.9	58.1	85.4
Sales to List Price Ratio	100.1	99.4	104.8	101.4	98.0	96.9	97.0
Median Days on Market	40.0	49.0	14.0	13.0	69.5	60.5	54.0

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

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

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

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