



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

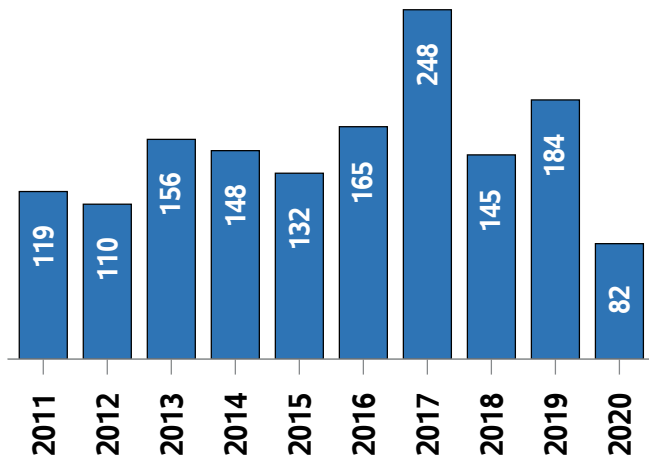


Prepared for the Woodstock - Ingersoll & District Real Estate Board by the Canadian Real Estate Association

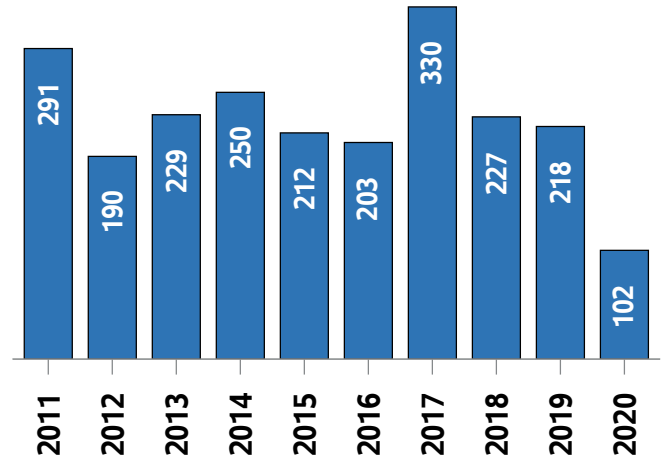
Woodstock - Ingersoll and District

MLS® Residential Market Activity

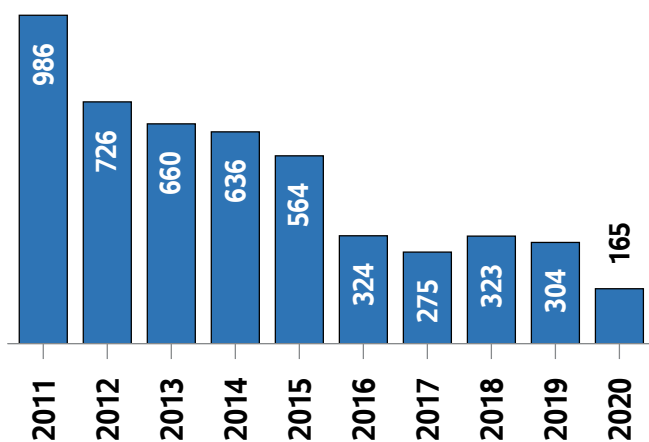
Sales Activity (May only)



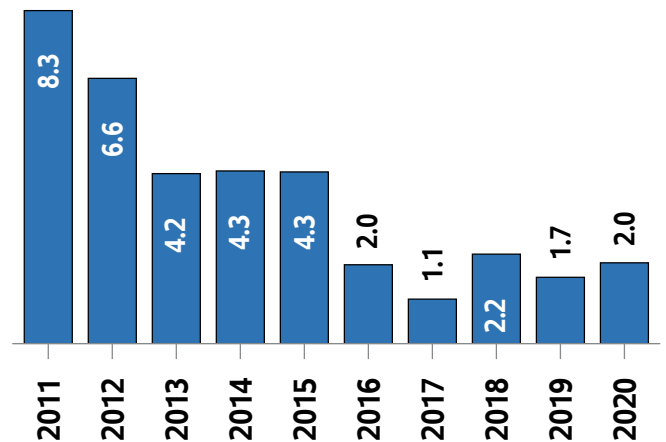
New Listings (May only)



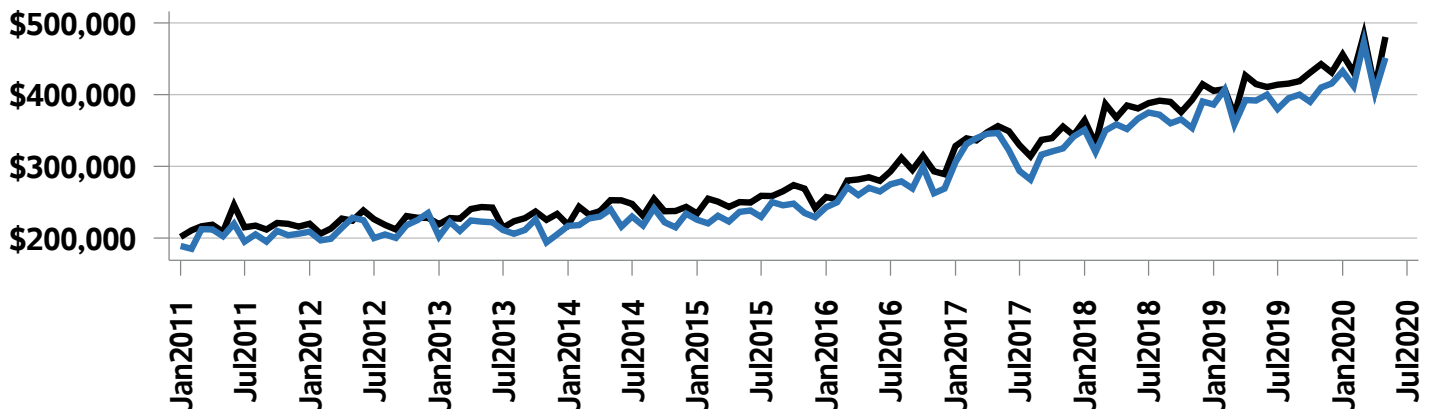
Active Listings (May only)



Months of Inventory (May only)



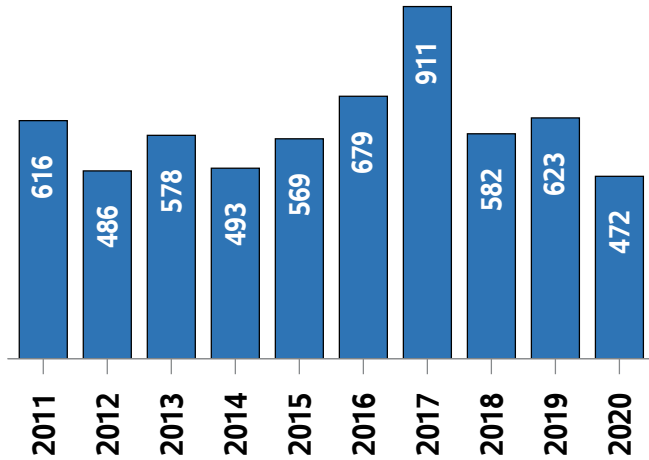
Average Price and Median Price



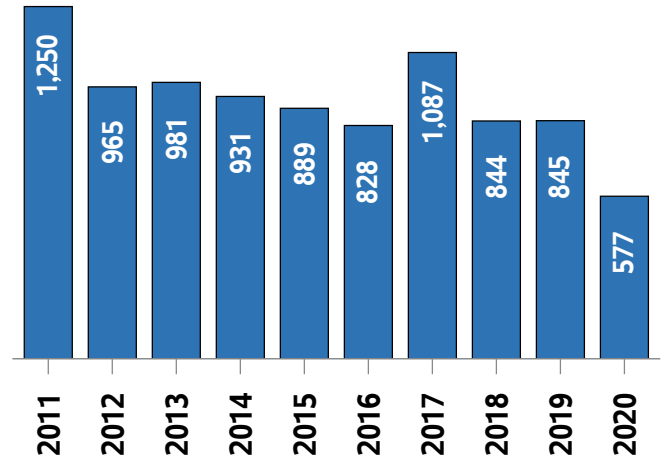
Woodstock - Ingersoll and District

MLS® Residential Market Activity

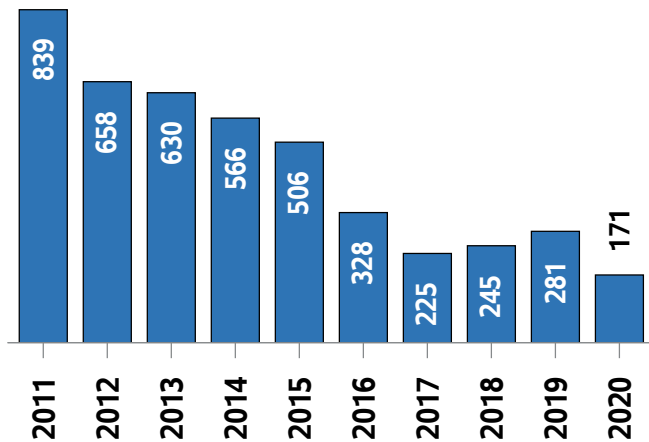
Sales Activity (May Year-to-date)



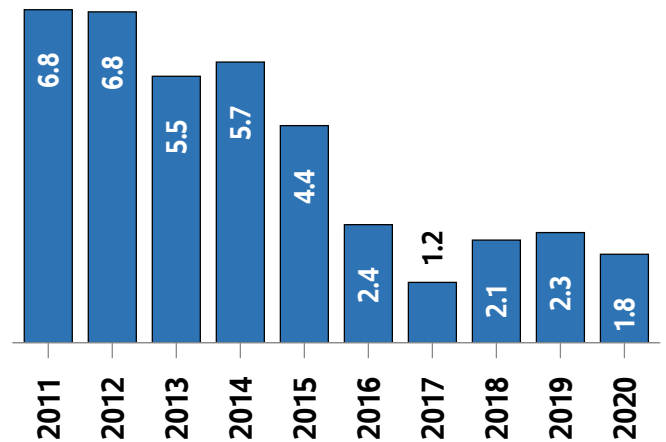
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	82	-55.4	-43.4	-66.9	-37.9	-47.4	-47.1
Dollar Volume	\$39,393,972	-48.4	-29.4	-55.4	19.3	3.8	20.0
New Listings	102	-53.2	-55.1	-69.1	-51.9	-55.5	-61.9
Active Listings	165	-45.7	-48.9	-40.0	-70.7	-75.0	-82.7
Sales to New Listings Ratio ¹	80.4	84.4	63.9	75.2	62.3	68.1	57.8
Months of Inventory ²	2.0	1.7	2.2	1.1	4.3	4.2	6.1
Average Price	\$480,414	15.9	24.8	34.9	92.1	97.5	126.8
Median Price	\$451,269	15.2	28.2	30.3	90.8	102.4	133.8
Sales to List Price Ratio	98.7	101.0	100.3	104.3	97.6	97.7	96.6
Median Days on Market	24.0	20.0	16.0	11.0	35.5	42.0	57.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	472	-24.2	-18.9	-48.2	-17.0	-18.3	-27.8
Dollar Volume	\$214,624,390	-15.4	-0.6	-31.4	52.8	59.0	54.6
New Listings	577	-31.7	-31.6	-46.9	-35.1	-41.2	-53.2
Active Listings ³	171	-39.1	-30.1	-24.1	-66.2	-72.9	-81.4
Sales to New Listings Ratio ⁴	81.8	73.7	69.0	83.8	64.0	58.9	53.0
Months of Inventory ⁵	1.8	2.3	2.1	1.2	4.4	5.5	7.0
Average Price	\$454,713	11.7	22.5	32.3	84.1	94.7	114.2
Median Price	\$434,995	12.4	25.0	29.8	90.0	97.7	118.8
Sales to List Price Ratio	100.5	100.6	100.3	102.9	97.3	97.3	96.8
Median Days on Market	20.0	20.0	16.0	13.0	43.0	49.5	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.

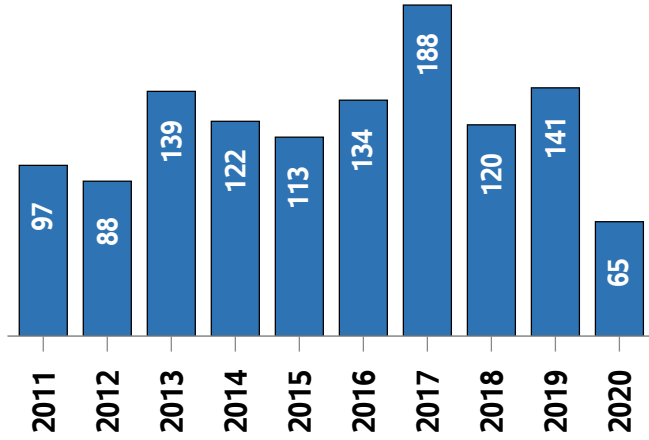
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

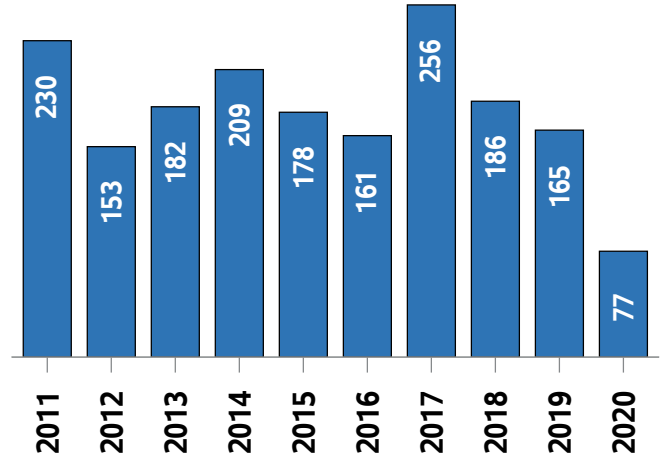
Woodstock - Ingersoll and District

MLS® Single Detached Market Activity

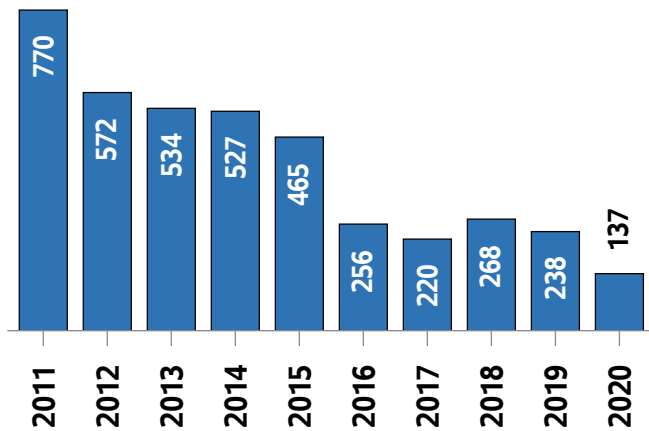
Sales Activity (May only)



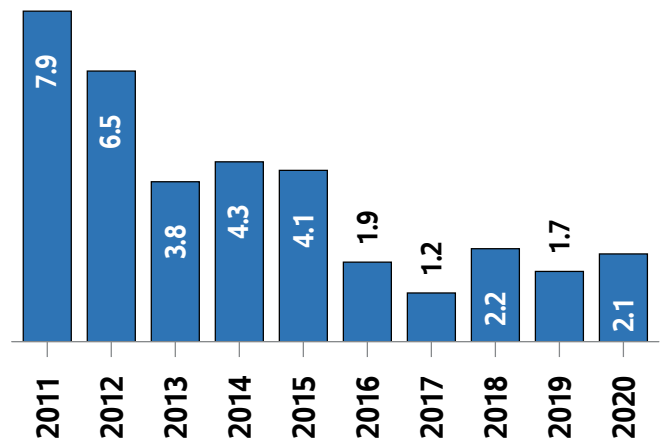
New Listings (May only)



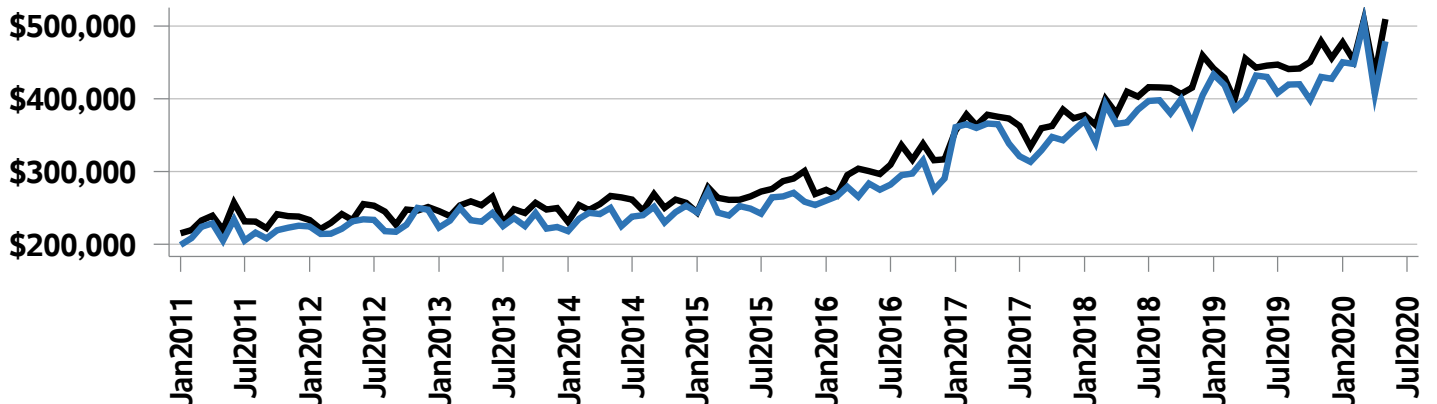
Active Listings (May only)



Months of Inventory (May only)

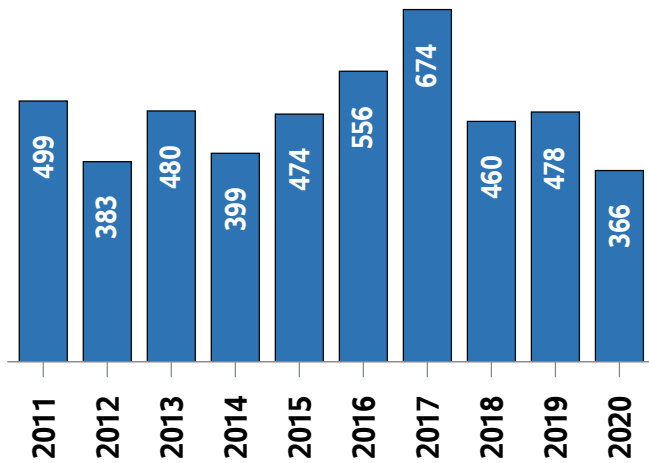


Average Price and Median Price

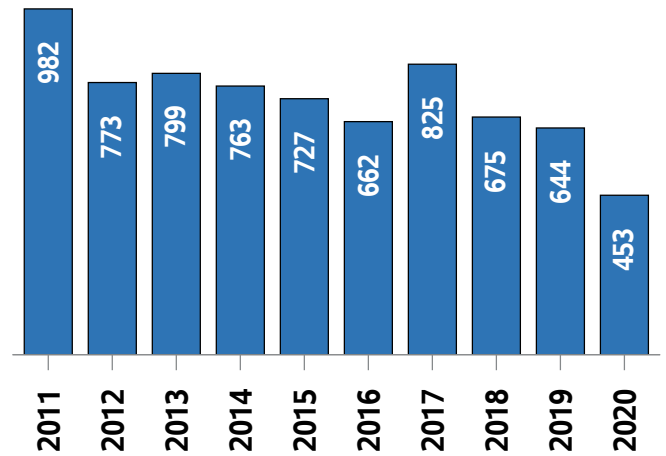


Woodstock - Ingersoll and District MLS® Single Detached Market Activity

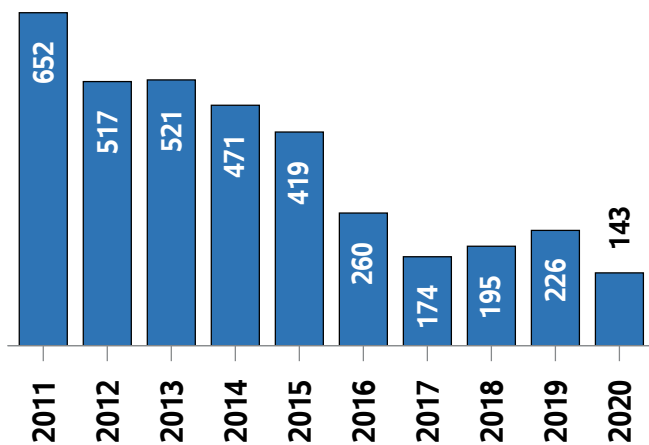
Sales Activity (May Year-to-date)



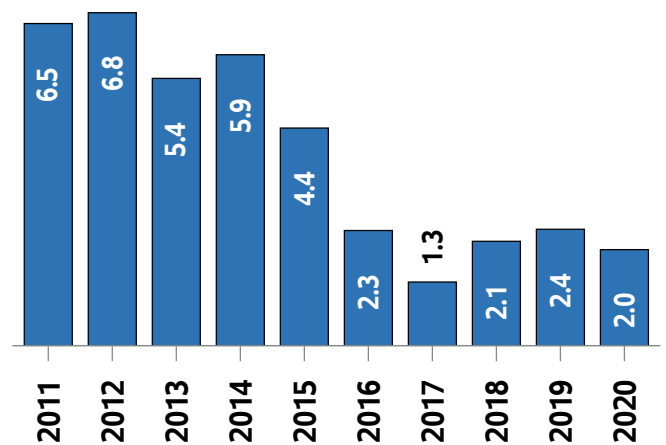
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	65	-53.9	-45.8	-65.4	-42.5	-53.2	-48.0
Dollar Volume	\$33,123,141	-47.0	-32.6	-53.1	12.2	-6.1	14.3
New Listings	77	-53.3	-58.6	-69.9	-56.7	-57.7	-64.2
Active Listings	137	-42.4	-48.9	-37.7	-70.5	-74.3	-82.2
Sales to New Listings Ratio ¹	84.4	85.5	64.5	73.4	63.5	76.4	58.1
Months of Inventory ²	2.1	1.7	2.2	1.2	4.1	3.8	6.1
Average Price	\$509,587	15.1	24.4	35.8	95.1	100.9	119.8
Median Price	\$479,000	10.9	30.3	31.2	89.7	107.4	129.2
Sales to List Price Ratio	98.2	100.2	100.2	104.3	97.7	97.7	97.5
Median Days on Market	24.0	22.0	15.0	10.0	35.0	42.0	63.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	366	-23.4	-20.4	-45.7	-22.8	-23.8	-33.0
Dollar Volume	\$175,627,650	-15.6	-2.1	-29.9	41.6	45.9	42.5
New Listings	453	-29.7	-32.9	-45.1	-37.7	-43.3	-55.0
Active Listings ³	143	-36.8	-26.8	-18.1	-65.9	-72.6	-80.9
Sales to New Listings Ratio ⁴	80.8	74.2	68.1	81.7	65.2	60.1	54.3
Months of Inventory ⁵	2.0	2.4	2.1	1.3	4.4	5.4	6.9
Average Price	\$479,857	10.2	23.1	29.2	83.4	91.3	112.7
Median Price	\$458,048	10.1	24.4	26.0	87.7	95.8	116.8
Sales to List Price Ratio	99.9	100.4	100.3	102.8	97.3	97.5	97.2
Median Days on Market	19.0	22.0	16.0	12.0	43.0	52.0	63.0

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

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

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

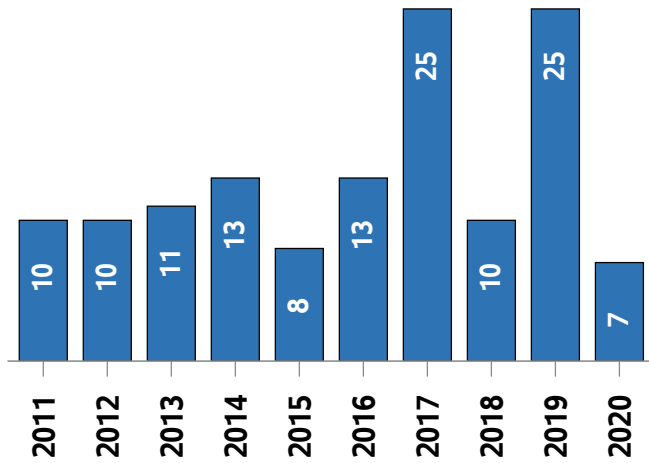
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

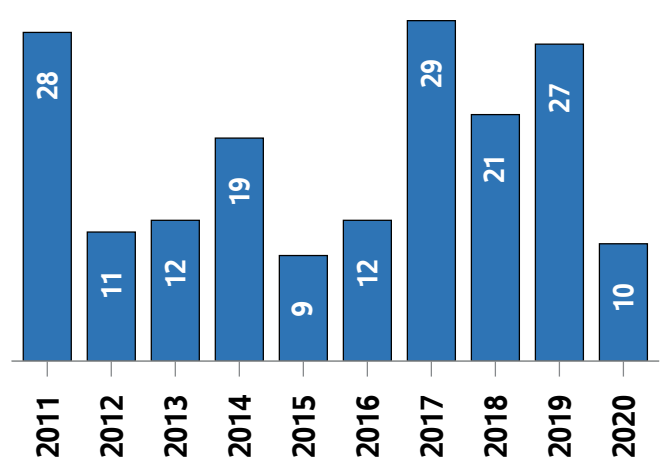
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

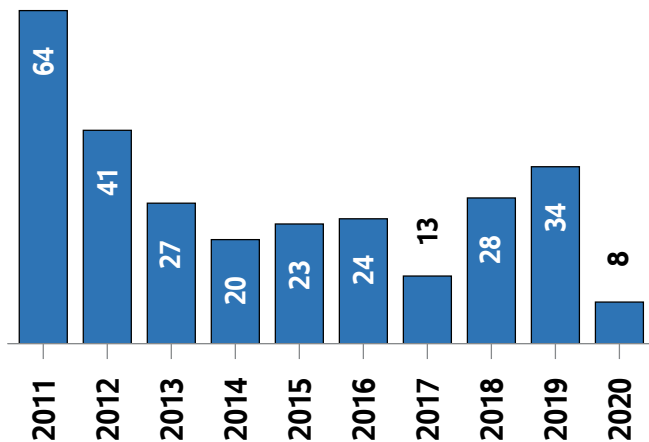
Sales Activity (May only)



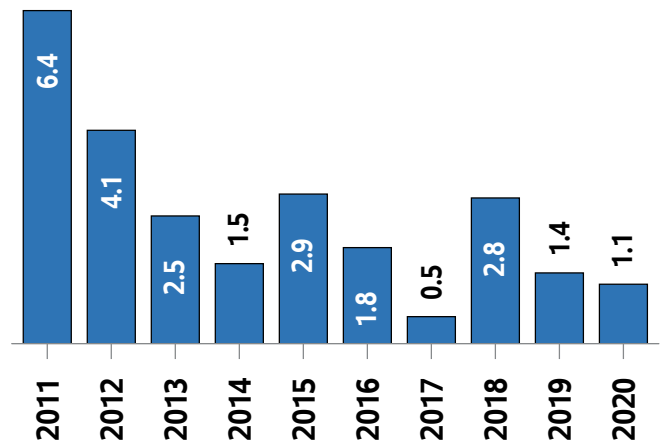
New Listings (May only)



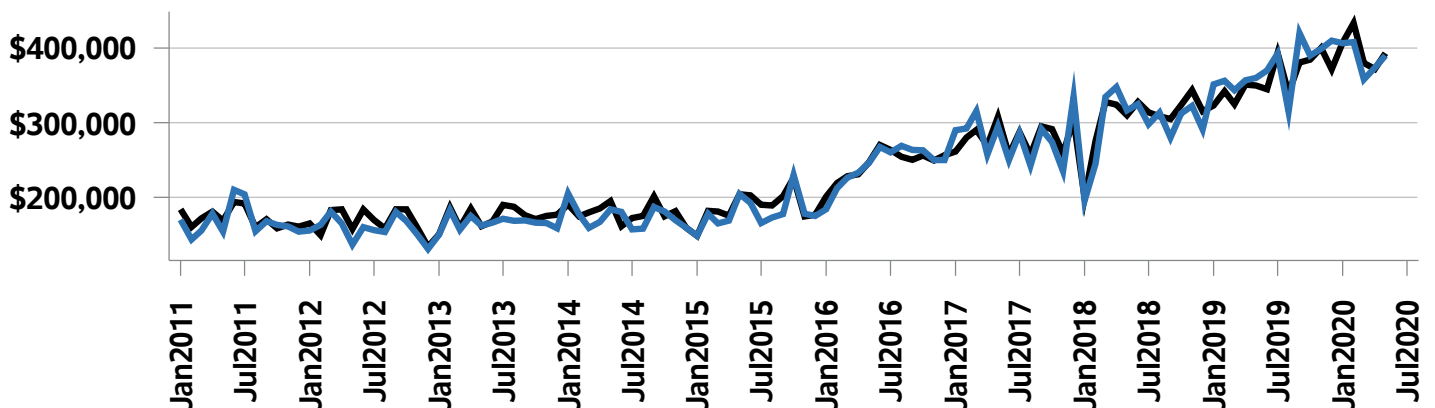
Active Listings (May only)



Months of Inventory (May only)



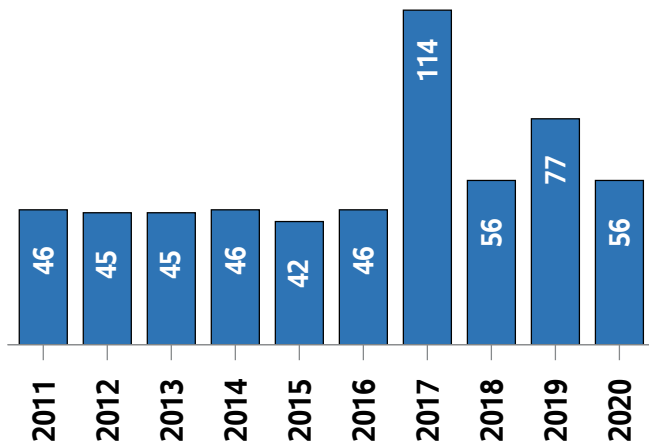
Average Price and Median Price



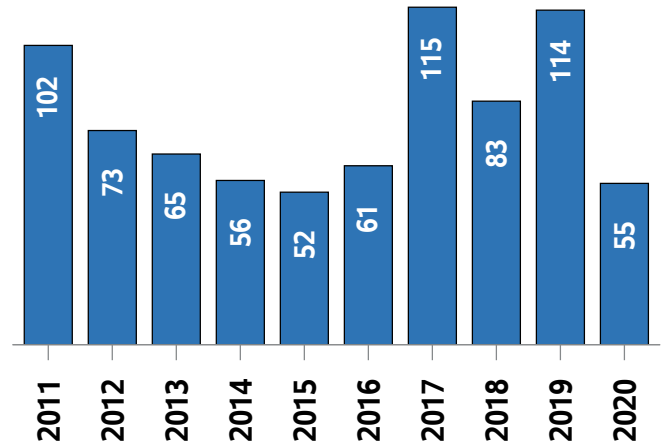
Woodstock - Ingersoll and District

MLS® Semi-Detached Market Activity

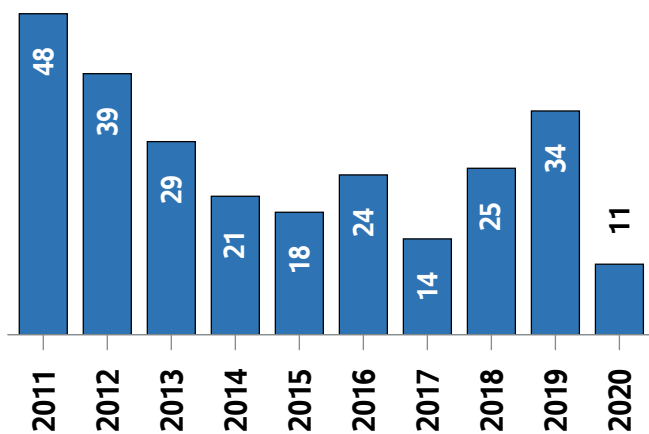
Sales Activity (May Year-to-date)



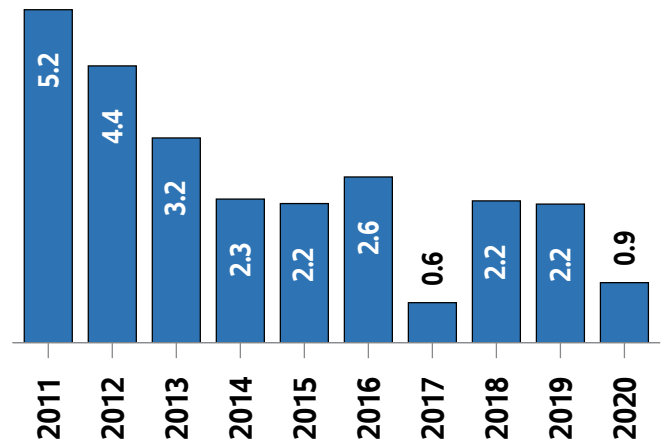
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	7	-72.0	-30.0	-72.0	-12.5	-36.4	-46.2
Dollar Volume	\$2,751,531	-68.5	-11.2	-64.2	68.5	55.1	23.3
New Listings	10	-63.0	-52.4	-65.5	11.1	-16.7	-56.5
Active Listings	8	-76.5	-71.4	-38.5	-65.2	-70.4	-83.7
Sales to New Listings Ratio ¹	70.0	92.6	47.6	86.2	88.9	91.7	56.5
Months of Inventory ²	1.1	1.4	2.8	0.5	2.9	2.5	3.8
Average Price	\$393,076	12.4	26.8	27.7	92.6	143.7	129.1
Median Price	\$389,900	8.3	23.2	32.2	90.7	140.7	137.7
Sales to List Price Ratio	100.4	104.0	102.3	105.6	96.7	97.1	97.5
Median Days on Market	25.0	19.0	9.5	11.0	28.0	27.0	31.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	56	-27.3	0.0	-50.9	33.3	24.4	30.2
Dollar Volume	\$22,720,614	-13.5	33.2	-29.8	196.4	195.9	232.8
New Listings	55	-51.8	-33.7	-52.2	5.8	-15.4	-28.6
Active Listings ³	11	-68.5	-57.6	-26.4	-42.4	-63.4	-76.4
Sales to New Listings Ratio ⁴	101.8	67.5	67.5	99.1	80.8	69.2	55.8
Months of Inventory ⁵	0.9	2.2	2.2	0.6	2.2	3.2	5.2
Average Price	\$405,725	19.0	33.2	43.0	122.3	137.8	155.6
Median Price	\$404,593	15.2	29.9	40.8	131.2	145.2	161.0
Sales to List Price Ratio	103.0	101.6	101.4	104.3	97.0	97.2	97.1
Median Days on Market	24.5	15.0	13.0	14.0	24.5	40.0	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.

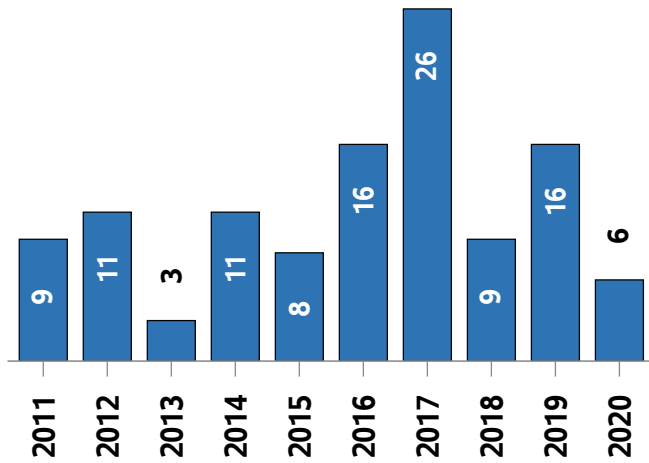
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

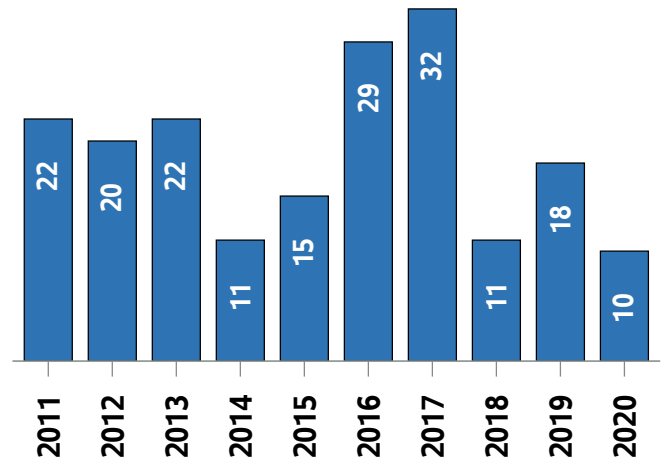
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock - Ingersoll and District MLS® Condo Market Activity

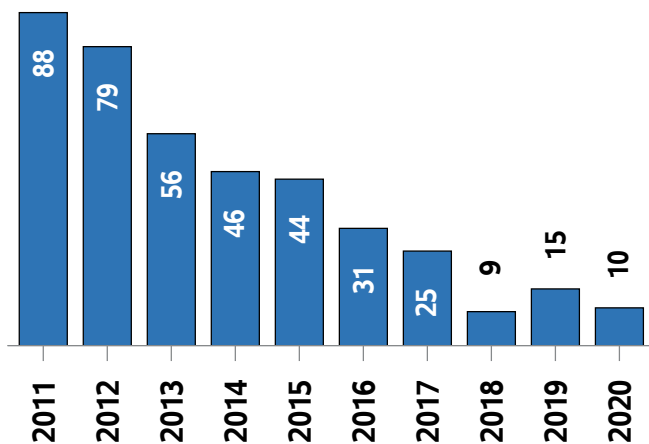
Sales Activity (May only)



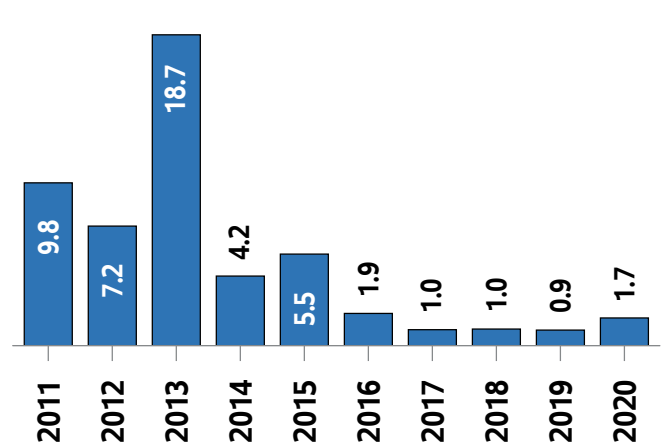
New Listings (May only)



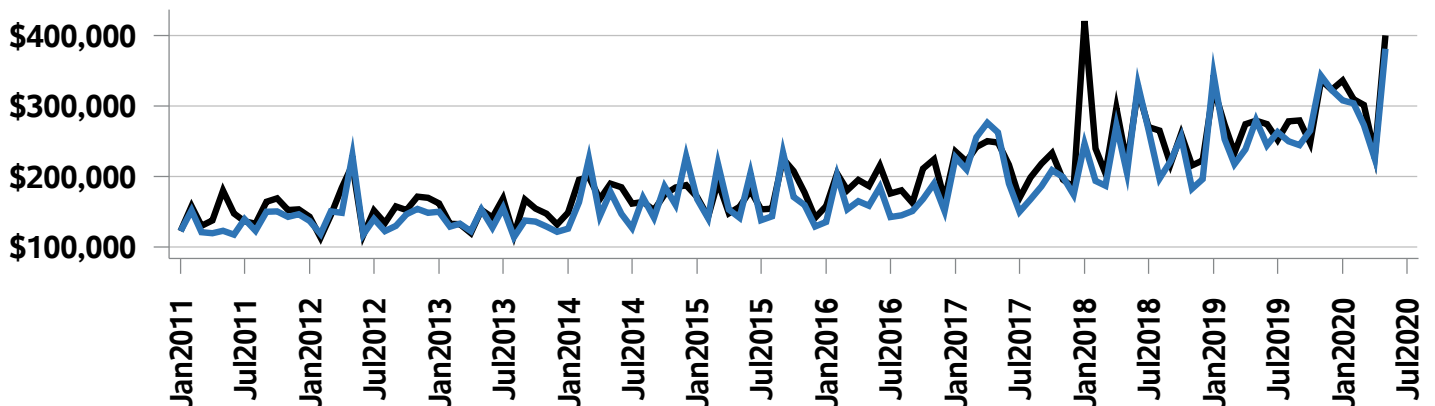
Active Listings (May only)



Months of Inventory (May only)

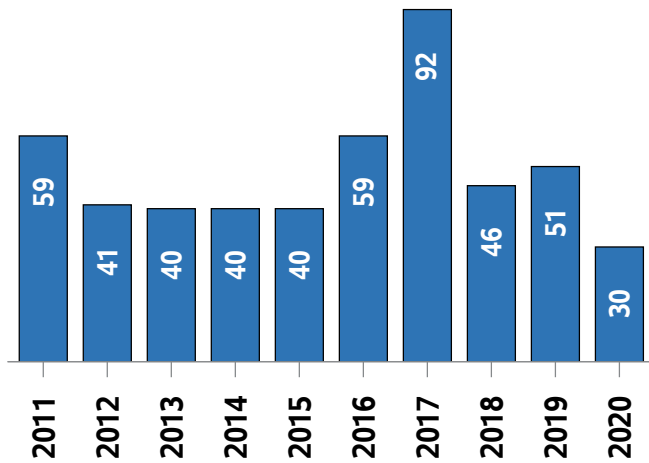


Average Price and Median Price

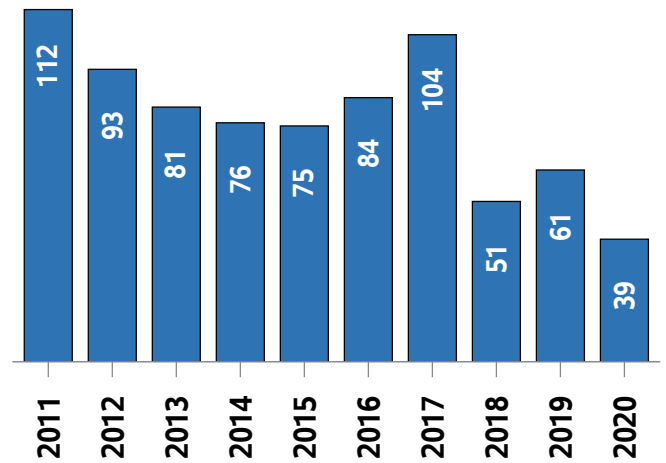


Woodstock - Ingersoll and District MLS® Condo Market Activity

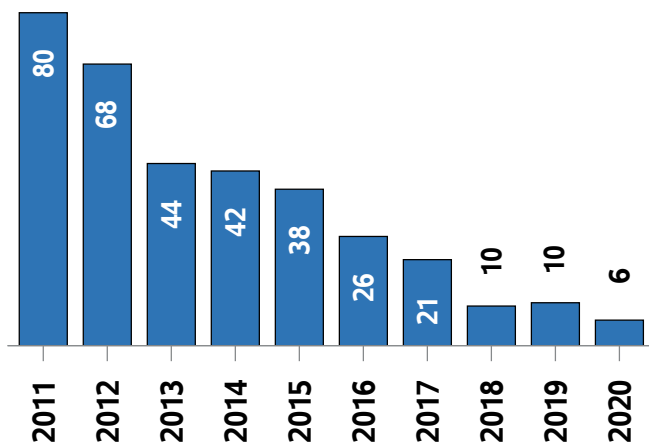
Sales Activity (May Year-to-date)



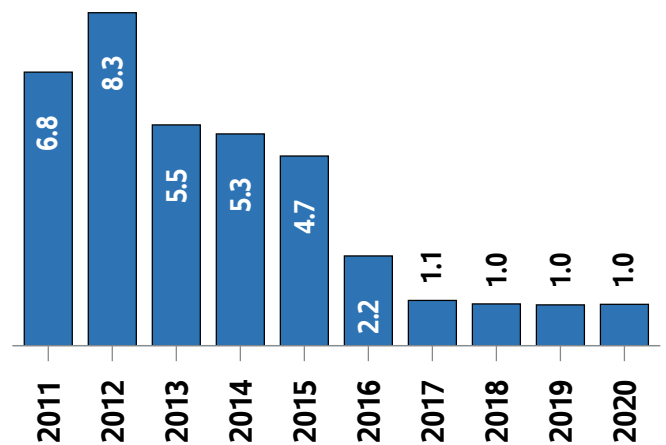
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	6	-62.5	-33.3	-76.9	-25.0	100.0	-33.3
Dollar Volume	\$2,401,400	-46.2	22.3	-62.8	91.3	424.6	101.2
New Listings	10	-44.4	-9.1	-68.8	-33.3	-54.5	-54.5
Active Listings	10	-33.3	11.1	-60.0	-77.3	-82.1	-88.6
Sales to New Listings Ratio ¹	60.0	88.9	81.8	81.3	53.3	13.6	40.9
Months of Inventory ²	1.7	0.9	1.0	1.0	5.5	18.7	9.8
Average Price	\$400,233	43.4	83.4	61.2	155.0	162.3	201.9
Median Price	\$381,200	36.1	86.0	45.2	169.4	149.2	191.0
Sales to List Price Ratio	102.0	102.6	101.9	106.2	97.7	97.9	97.8
Median Days on Market	23.0	14.0	21.0	17.5	56.0	147.0	30.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	30	-41.2	-34.8	-67.4	-25.0	-25.0	-28.6
Dollar Volume	\$9,770,450	-31.4	-18.5	-55.7	49.9	78.8	52.9
New Listings	39	-36.1	-23.5	-62.5	-48.0	-51.9	-58.1
Active Listings ³	6	-40.4	-35.4	-70.2	-83.6	-85.9	-92.1
Sales to New Listings Ratio ⁴	76.9	83.6	90.2	88.5	53.3	49.4	45.2
Months of Inventory ⁵	1.0	1.0	1.0	1.1	4.7	5.5	9.3
Average Price	\$325,682	16.6	24.9	35.9	99.8	138.4	114.0
Median Price	\$315,000	24.5	46.5	26.4	116.1	139.5	136.8
Sales to List Price Ratio	104.4	102.6	101.2	105.1	98.1	96.2	97.2
Median Days on Market	19.5	15.0	16.5	17.5	49.5	40.0	57.5

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.

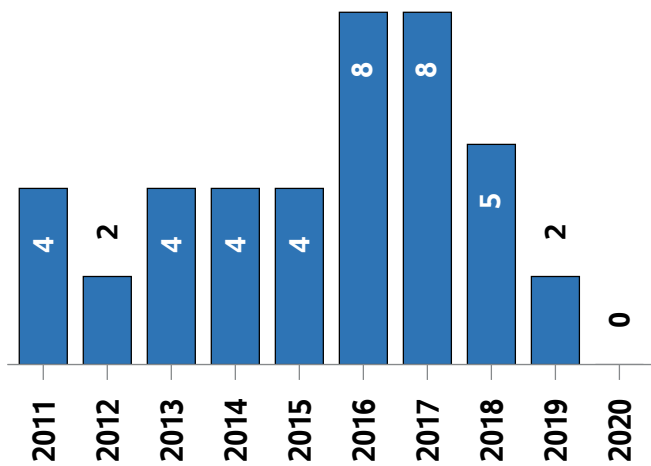
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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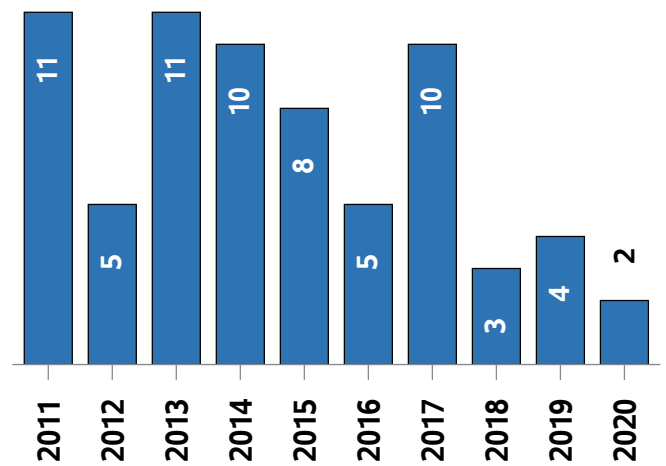
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blandford-Blenheim Twp MLS® Residential Market Activity

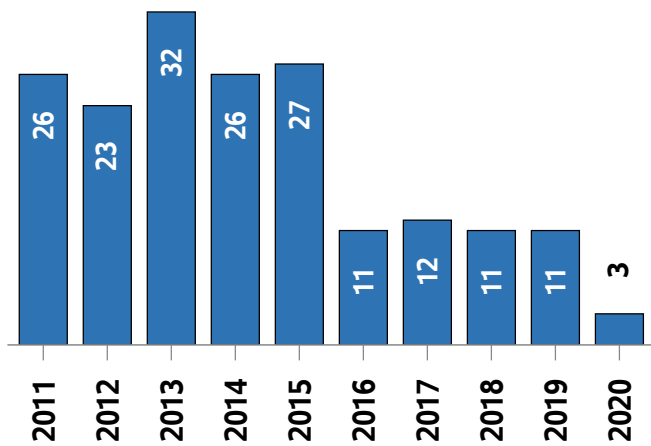
Sales Activity (May only)



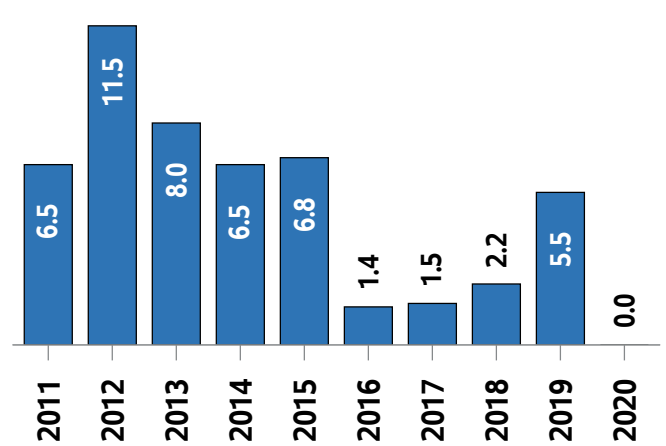
New Listings (May only)



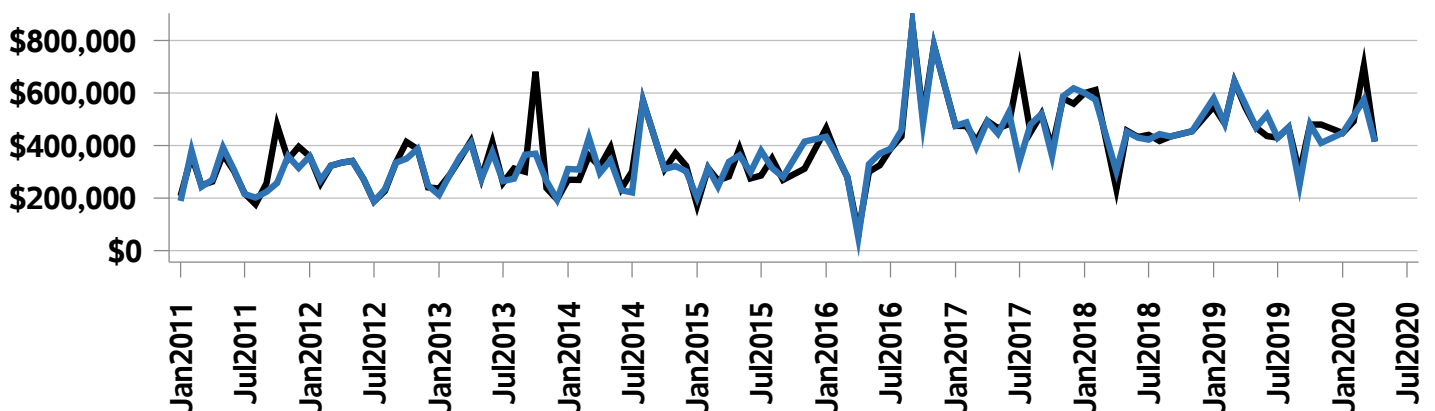
Active Listings (May only)



Months of Inventory (May only)

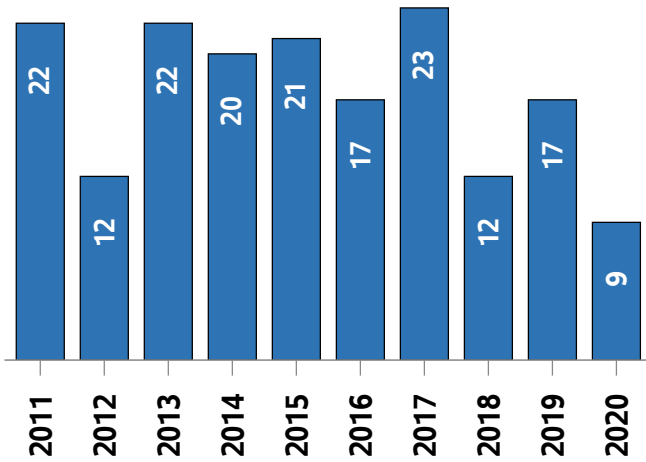


Average Price and Median Price

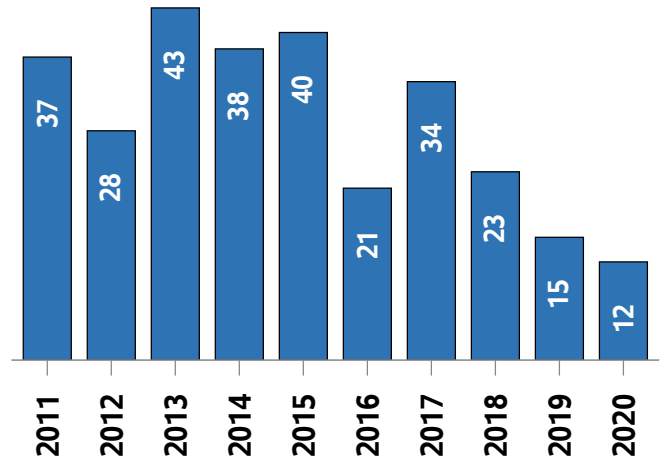


Blandford-Blenheim Twp MLS® Residential Market Activity

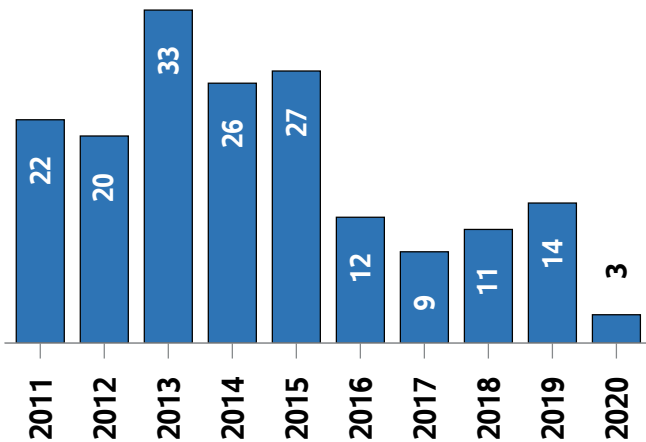
Sales Activity (May Year-to-date)



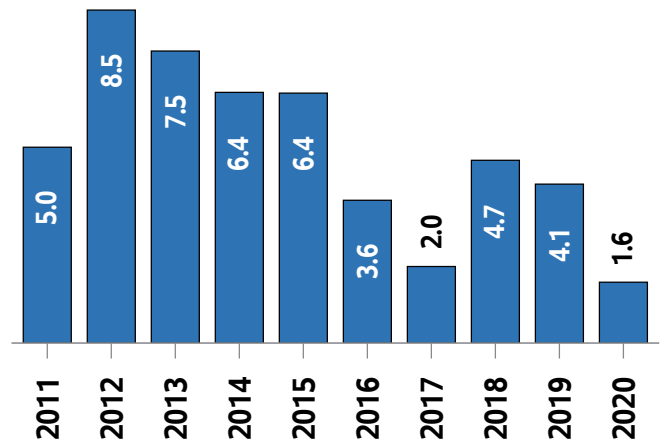
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 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	2	-50.0	-33.3	-80.0	-75.0	-81.8	-88.2
Active Listings	3	-72.7	-72.7	-75.0	-88.9	-90.6	-91.2
Sales to New Listings Ratio ¹	0.0	50.0	166.7	80.0	50.0	36.4	52.9
Months of Inventory ²	0.0	5.5	2.2	1.5	6.8	8.0	3.8
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	100.9	99.1	99.2	98.0	94.3	94.8
Median Days on Market	0.0	243.5	22.0	11.5	29.5	76.5	45.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-47.1	-25.0	-60.9	-57.1	-59.1	-59.1
Dollar Volume	\$4,940,400	-46.7	-8.9	-53.6	-17.7	-30.4	-5.5
New Listings	12	-20.0	-47.8	-64.7	-70.0	-72.1	-76.5
Active Listings ³	3	-79.7	-75.0	-68.9	-89.6	-91.5	-91.5
Sales to New Listings Ratio ⁴	75.0	113.3	52.2	67.6	52.5	51.2	43.1
Months of Inventory ⁵	1.6	4.1	4.7	2.0	6.4	7.5	7.5
Average Price	\$548,933	0.7	21.5	18.5	92.0	70.1	131.0
Median Price	\$545,000	-6.0	15.7	21.1	94.6	61.3	98.2
Sales to List Price Ratio	99.3	99.0	99.5	103.1	95.7	98.2	96.1
Median Days on Market	30.0	81.0	19.0	13.0	65.0	80.5	66.5

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.

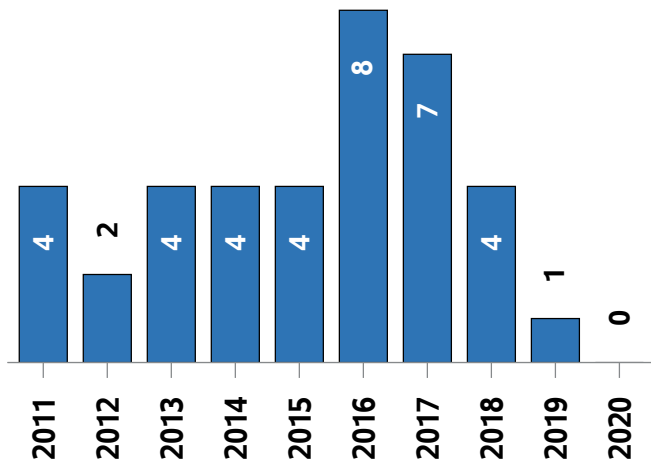
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

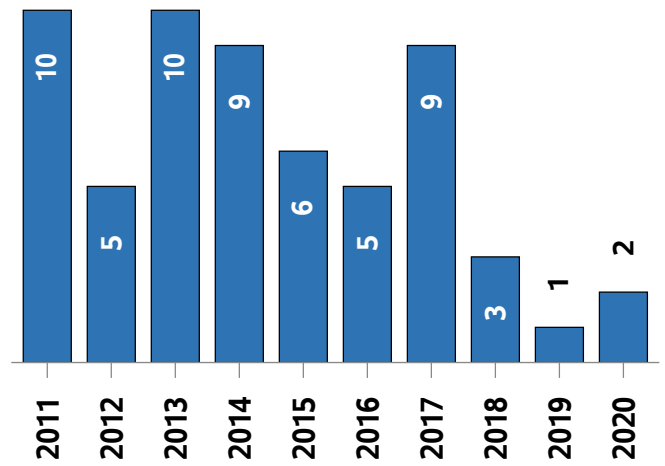
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blandford-Blenheim Twp MLS® Single Detached Market Activity

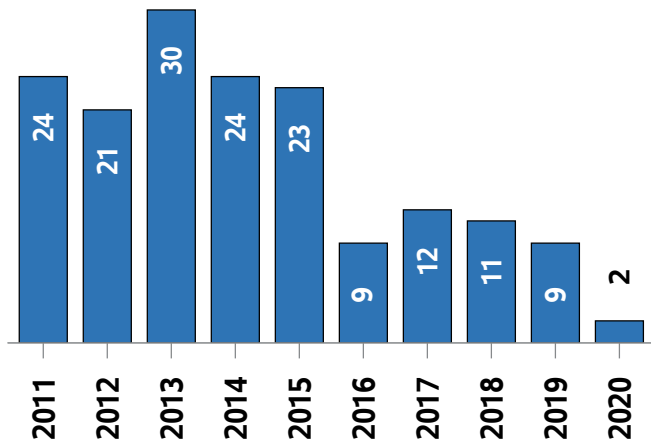
Sales Activity (May only)



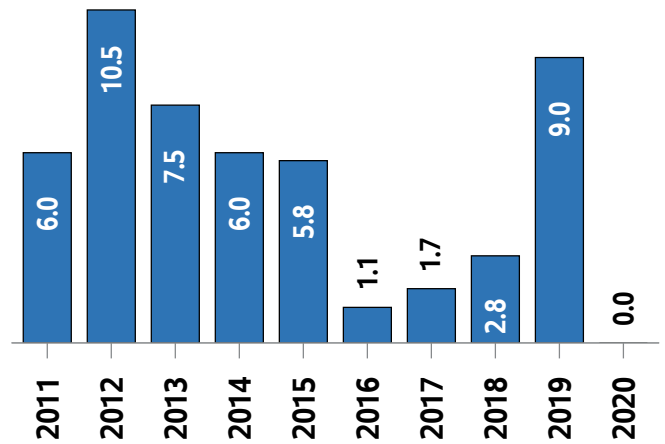
New Listings (May only)



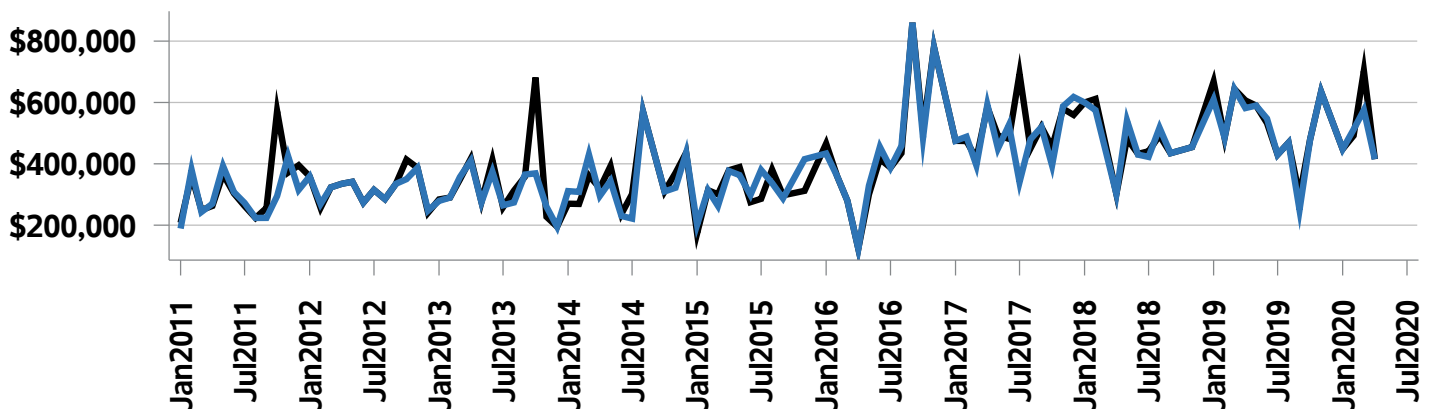
Active Listings (May only)



Months of Inventory (May only)

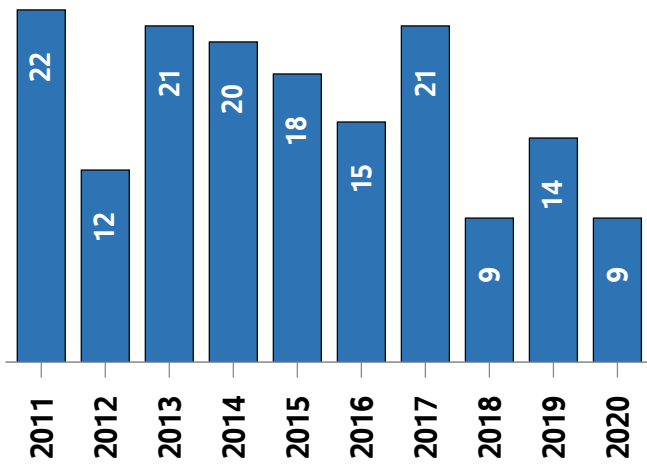


Average Price and Median Price

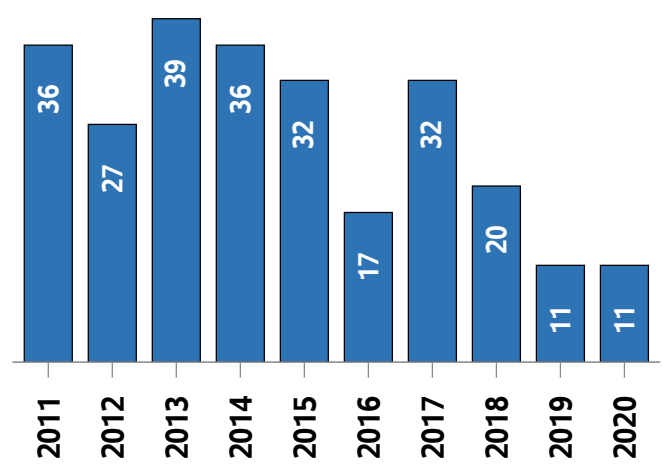


Blandford-Blenheim Twp MLS® Single Detached Market Activity

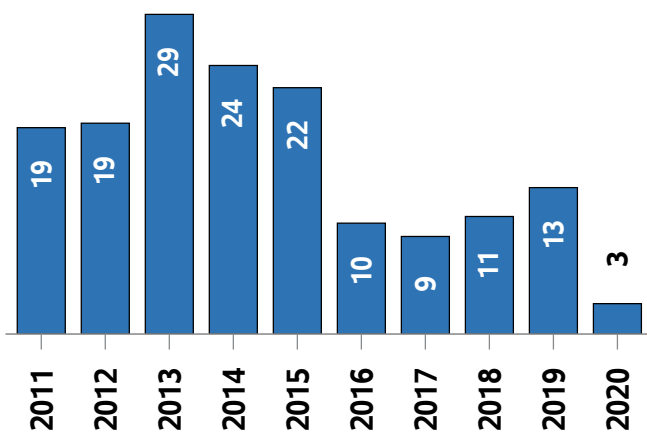
Sales Activity (May Year-to-date)



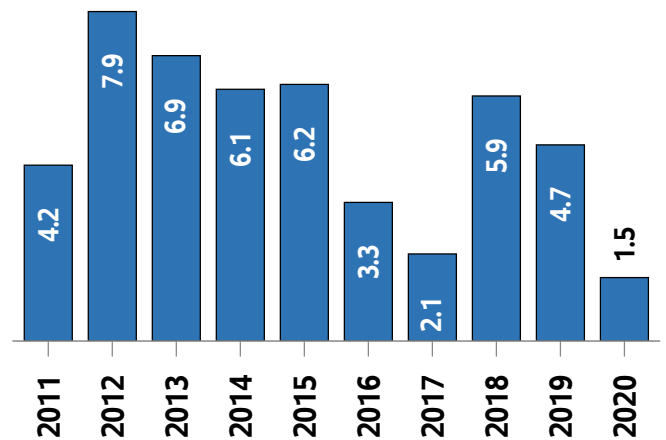
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 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	2	100.0	-33.3	-77.8	-66.7	-80.0	-87.5
Active Listings	2	-77.8	-81.8	-83.3	-91.3	-93.3	-93.3
Sales to New Listings Ratio ¹	0.0	100.0	133.3	77.8	66.7	40.0	31.3
Months of Inventory ²	0.0	9.0	2.8	1.7	5.8	7.5	6.0
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	102.4	100.1	98.5	98.0	94.3	96.4
Median Days on Market	0.0	477.0	23.5	13.0	29.5	76.5	71.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-35.7	0.0	-57.1	-50.0	-57.1	-50.0
Dollar Volume	\$4,940,400	-43.0	5.9	-51.7	-13.7	-30.0	2.5
New Listings	11	0.0	-45.0	-65.6	-65.6	-71.8	-74.4
Active Listings ³	3	-79.2	-74.1	-68.8	-87.6	-90.5	-90.2
Sales to New Listings Ratio ⁴	81.8	127.3	45.0	65.6	56.3	53.8	41.9
Months of Inventory ⁵	1.5	4.7	5.9	2.1	6.2	6.9	7.8
Average Price	\$548,933	-11.4	5.9	12.6	72.6	63.4	105.1
Median Price	\$545,000	-7.5	-5.2	21.1	73.0	57.5	89.7
Sales to List Price Ratio	99.3	99.7	99.8	103.6	96.1	98.3	96.9
Median Days on Market	30.0	111.0	28.0	13.0	49.5	82.0	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.

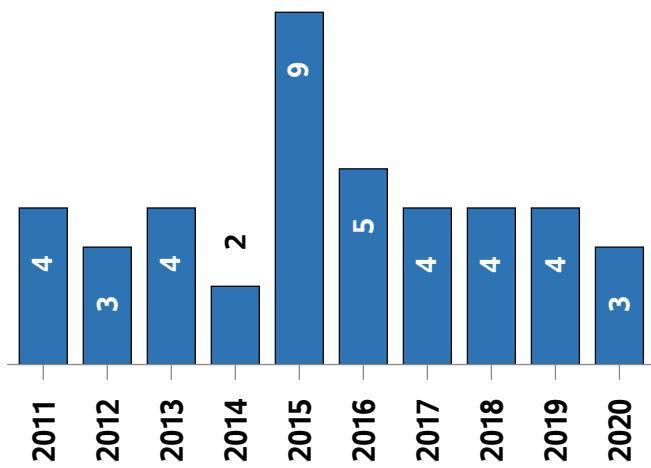
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

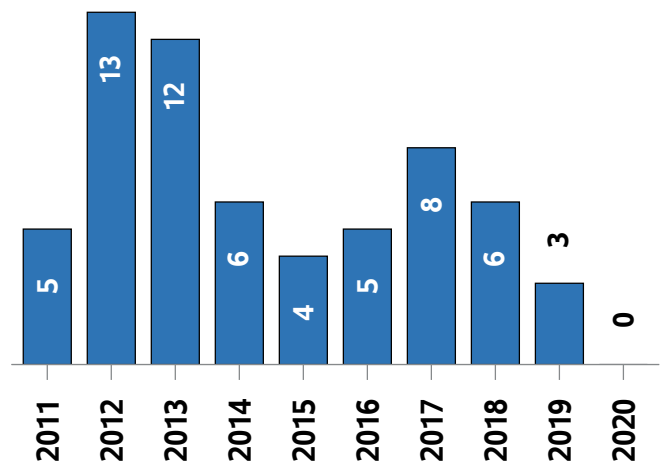
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

East Zorra-Tavistock Twp MLS® Residential Market Activity

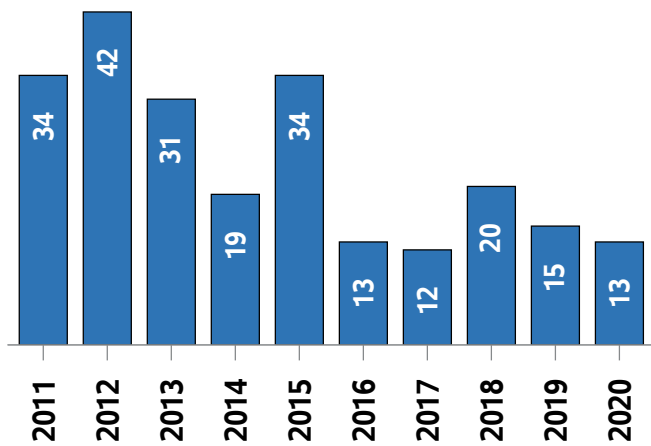
Sales Activity (May only)



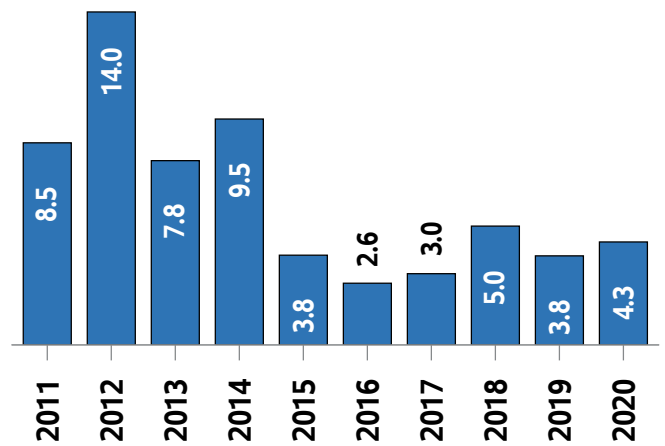
New Listings (May only)



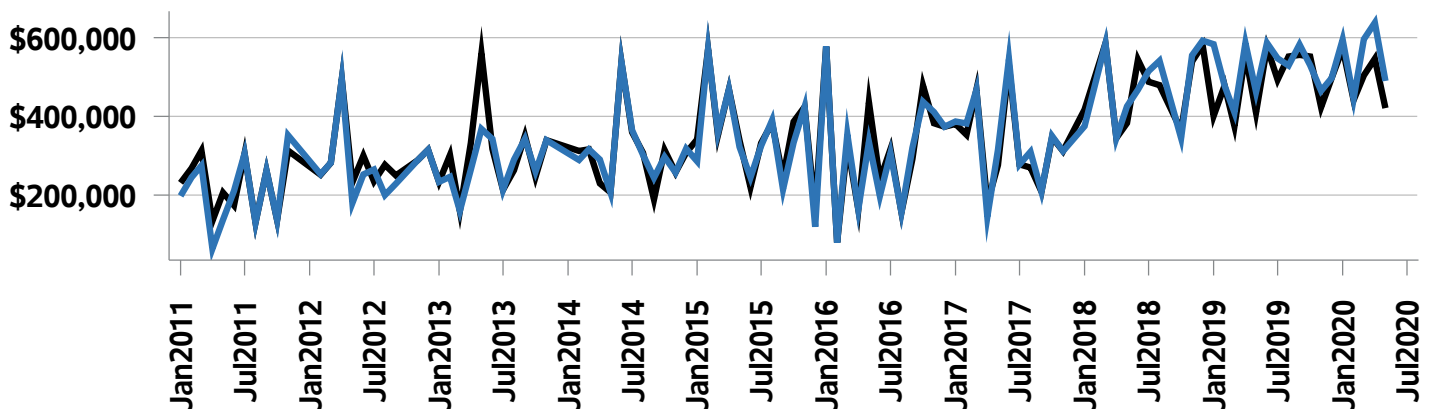
Active Listings (May only)



Months of Inventory (May only)

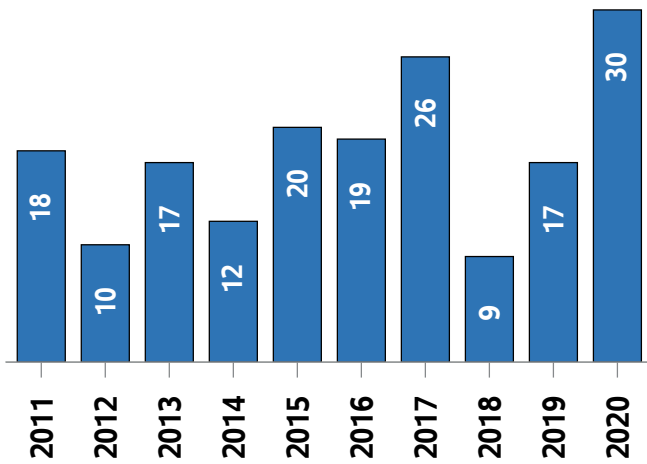


Average Price and Median Price

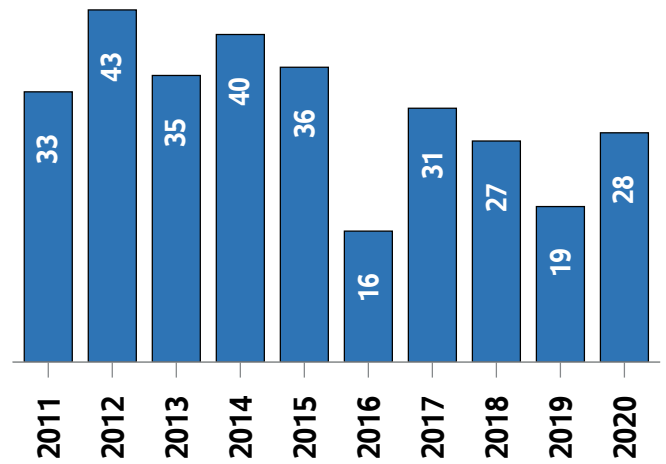


East Zorra-Tavistock Twp MLS® Residential Market Activity

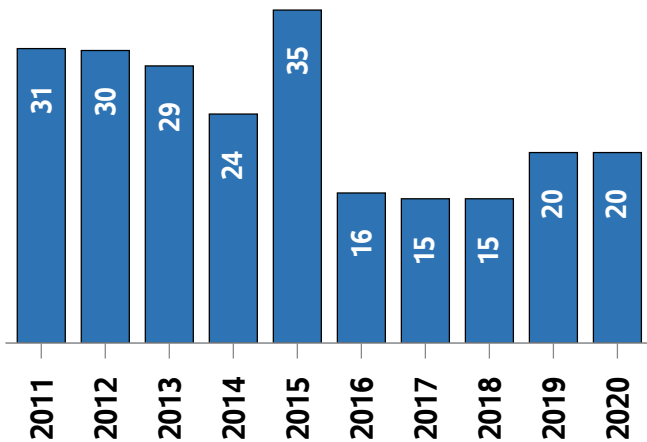
Sales Activity (May Year-to-date)



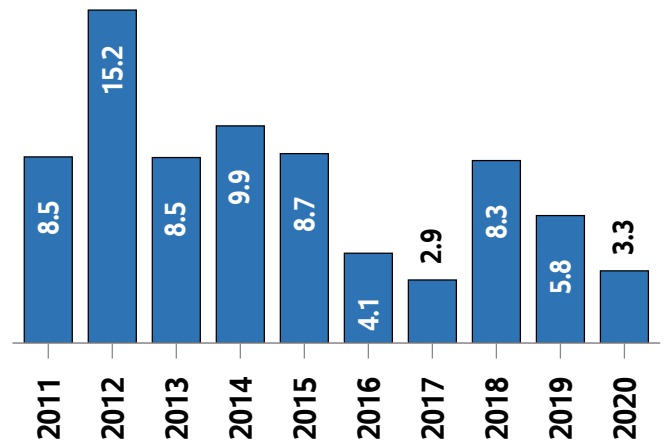
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	3	-25.0	-25.0	-25.0	-66.7	-25.0	-57.1
Dollar Volume	\$1,263,000	-22.9	-17.6	14.3	-58.6	-43.6	9.8
New Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Active Listings	13	-13.3	-35.0	8.3	-61.8	-58.1	-43.5
Sales to New Listings Ratio ¹	0.0	133.3	66.7	50.0	225.0	33.3	233.3
Months of Inventory ²	4.3	3.8	5.0	3.0	3.8	7.8	3.3
Average Price	\$421,000	2.8	9.9	52.4	24.3	-24.8	156.3
Median Price	\$490,000	6.0	15.2	55.6	52.0	33.2	153.9
Sales to List Price Ratio	94.6	103.6	101.6	99.7	101.2	98.6	91.9
Median Days on Market	16.0	20.0	14.5	42.5	53.0	49.5	102.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	30	76.5	233.3	15.4	50.0	76.5	87.5
Dollar Volume	\$15,209,812	97.3	309.5	78.1	101.2	151.9	441.0
New Listings	28	47.4	3.7	-9.7	-22.2	-20.0	3.7
Active Listings ³	20	0.0	32.0	32.0	-42.8	-31.3	-22.7
Sales to New Listings Ratio ⁴	107.1	89.5	33.3	83.9	55.6	48.6	59.3
Months of Inventory ⁵	3.3	5.8	8.3	2.9	8.7	8.5	8.0
Average Price	\$506,994	11.8	22.9	54.3	34.1	42.8	188.5
Median Price	\$595,921	22.9	58.9	62.2	54.8	120.8	245.7
Sales to List Price Ratio	97.9	102.8	99.3	96.7	98.4	95.7	94.6
Median Days on Market	47.5	28.0	20.0	37.5	59.5	63.0	89.0

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.

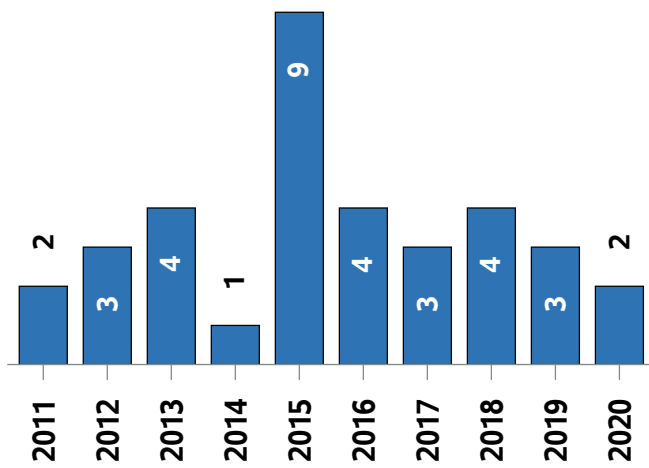
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

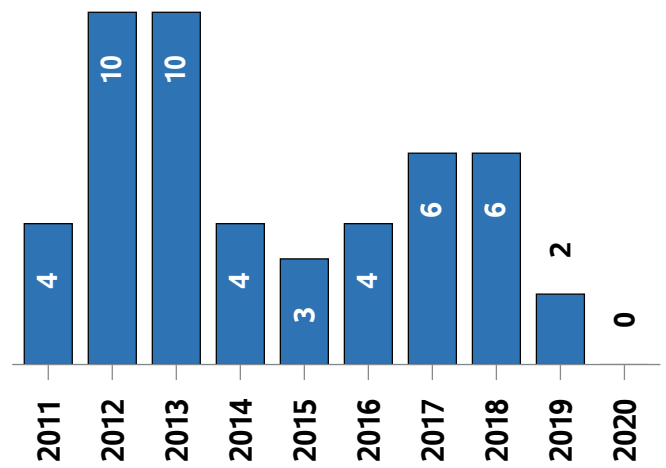
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

East Zorra-Tavistock Twp MLS® Single Detached Market Activity

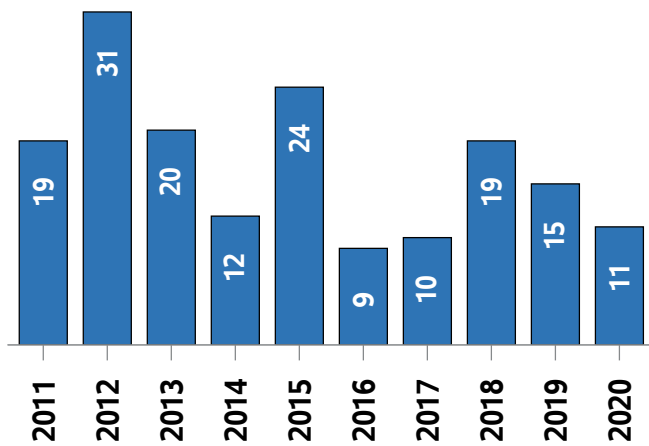
Sales Activity (May only)



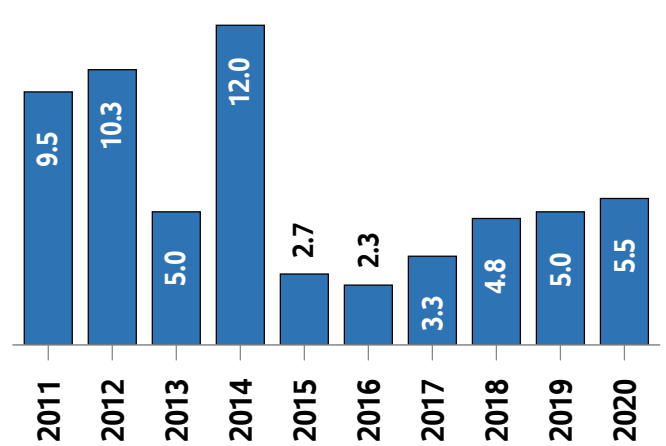
New Listings (May only)



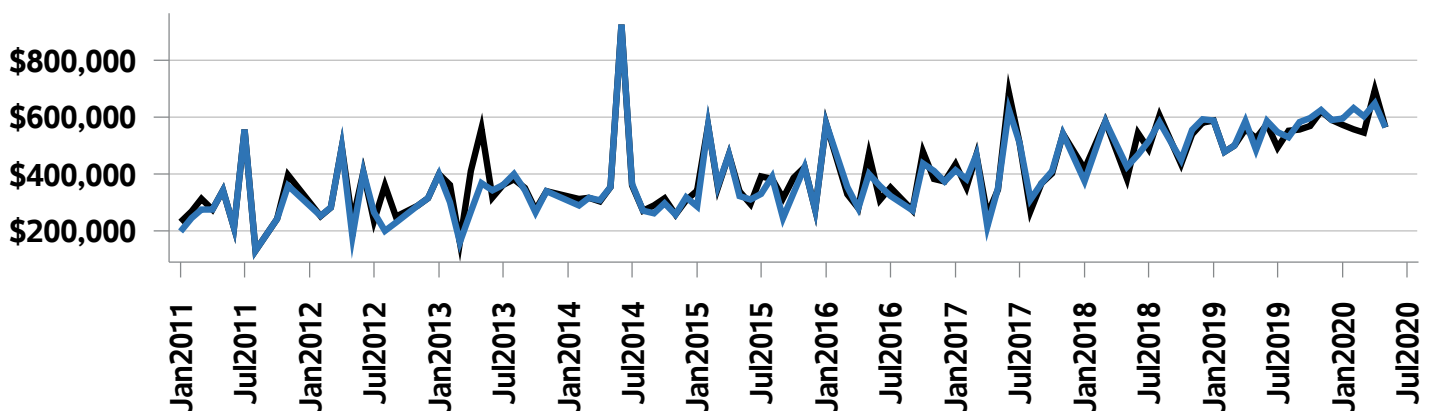
Active Listings (May only)



Months of Inventory (May only)

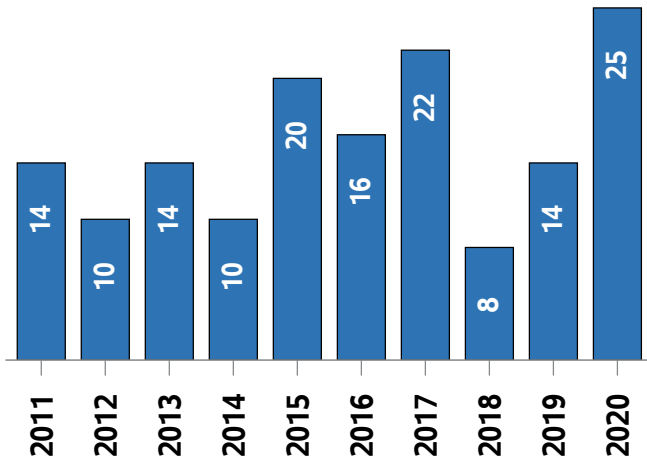


Average Price and Median Price

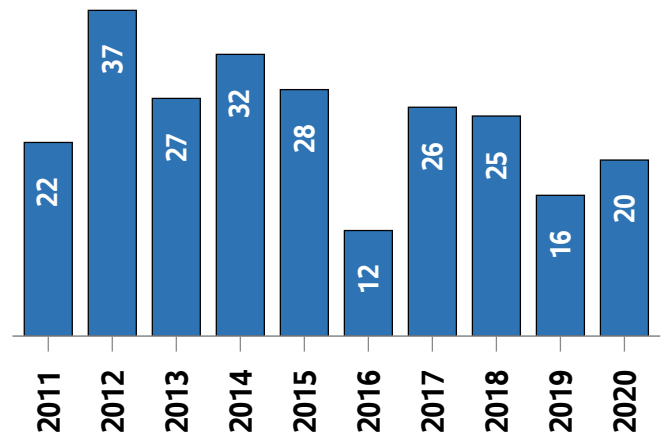


East Zorra-Tavistock Twp MLS® Single Detached Market Activity

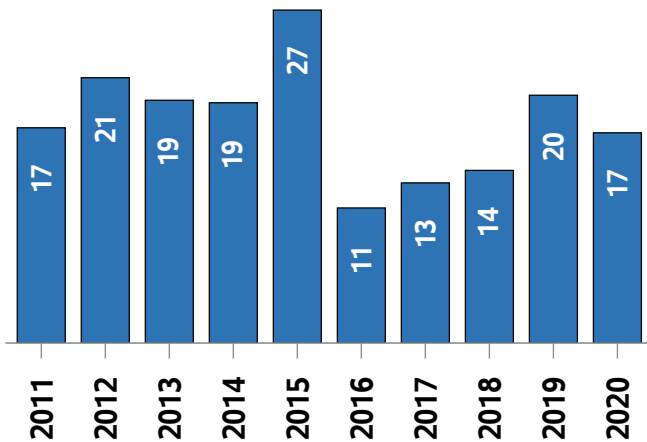
Sales Activity (May Year-to-date)



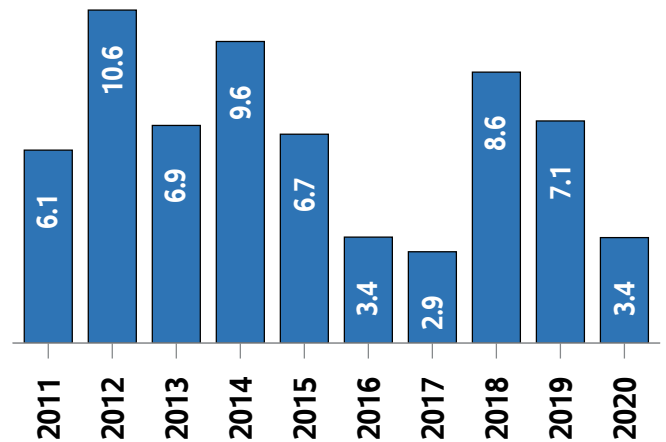
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	2	-33.3	-50.0	-33.3	-77.8	-50.0	-50.0
Dollar Volume	\$1,128,000	-28.5	-26.4	9.0	-63.0	-49.6	17.4
New Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Active Listings	11	-26.7	-42.1	10.0	-54.2	-45.0	-35.3
Sales to New Listings Ratio ¹	0.0	150.0	66.7	50.0	300.0	40.0	133.3
Months of Inventory ²	5.5	5.0	4.8	3.3	2.7	5.0	4.3
Average Price	\$564,000	7.3	47.3	63.5	66.5	0.7	134.8
Median Price	\$564,000	16.3	32.5	61.1	75.0	53.3	126.3
Sales to List Price Ratio	96.9	100.5	101.6	100.5	101.2	98.6	96.8
Median Days on Market	70.5	28.0	14.5	37.0	53.0	49.5	102.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	25	78.6	212.5	13.6	25.0	78.6	150.0
Dollar Volume	\$14,350,812	91.4	326.0	73.2	89.8	143.8	502.3
New Listings	20	25.0	-20.0	-23.1	-28.6	-25.9	5.3
Active Listings ³	17	-15.2	21.7	31.3	-36.8	-13.4	6.3
Sales to New Listings Ratio ⁴	125.0	87.5	32.0	84.6	71.4	51.9	52.6
Months of Inventory ⁵	3.4	7.1	8.6	2.9	6.7	6.9	7.9
Average Price	\$574,032	7.2	36.3	52.4	51.9	36.5	140.9
Median Price	\$615,000	10.8	35.2	59.9	59.7	83.9	146.8
Sales to List Price Ratio	98.2	102.7	99.4	96.5	98.4	96.3	96.7
Median Days on Market	59.0	56.5	39.5	37.5	59.5	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.

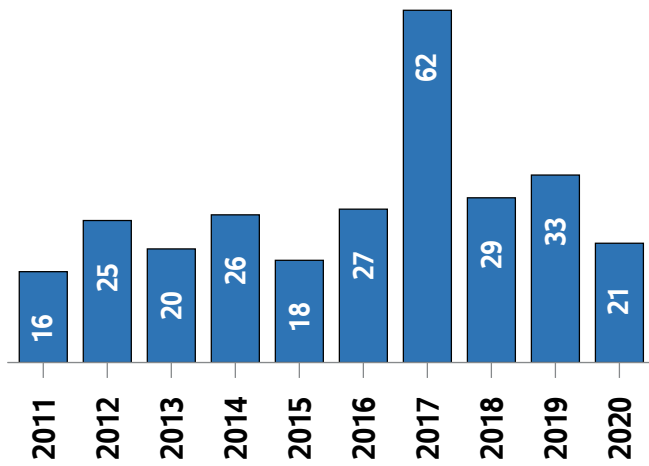
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

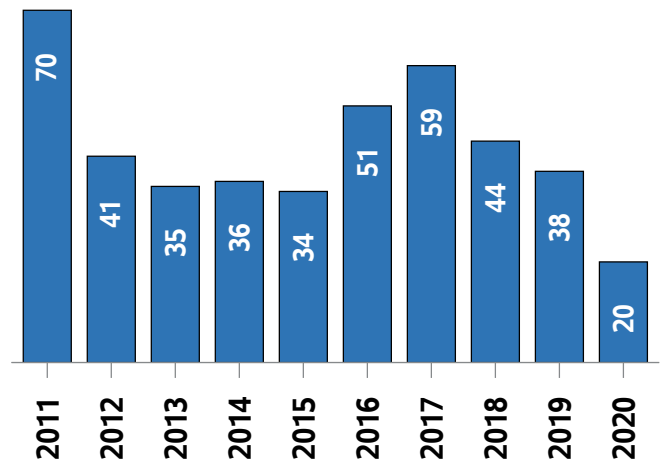
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Residential Market Activity

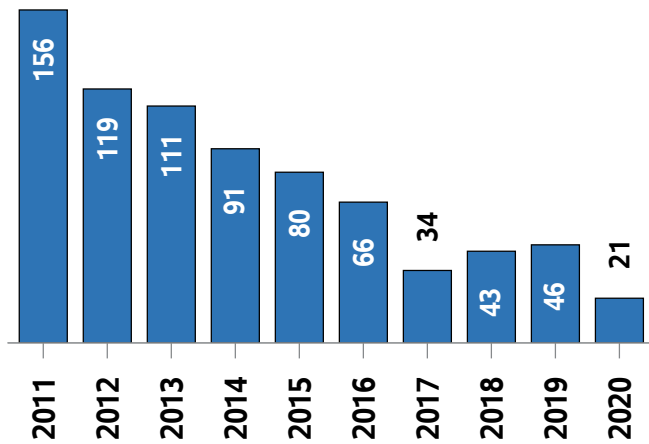
Sales Activity (May only)



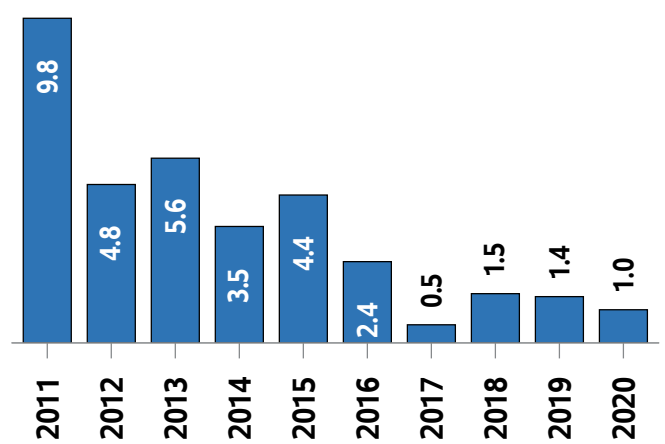
New Listings (May only)



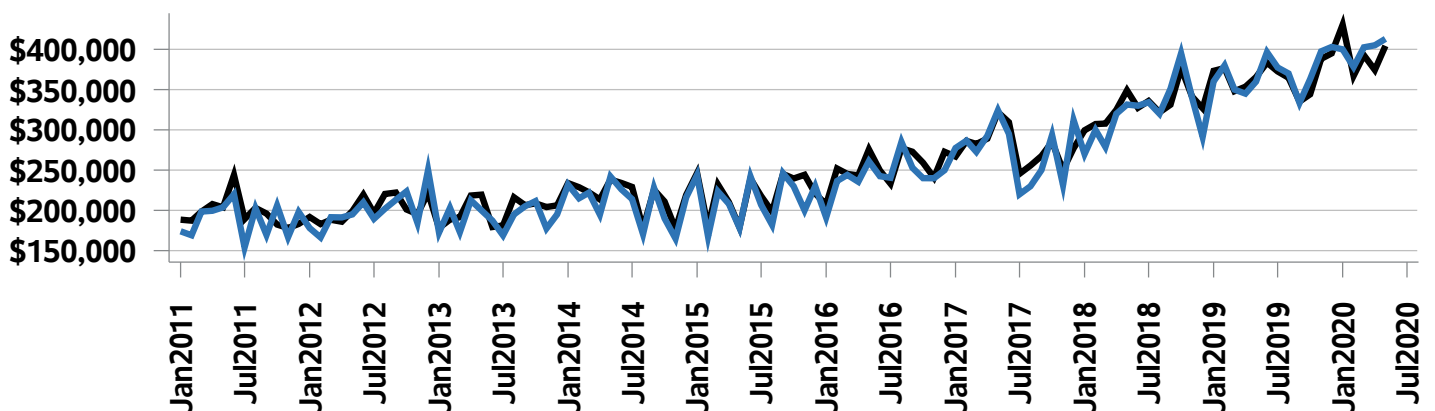
Active Listings (May only)



Months of Inventory (May only)



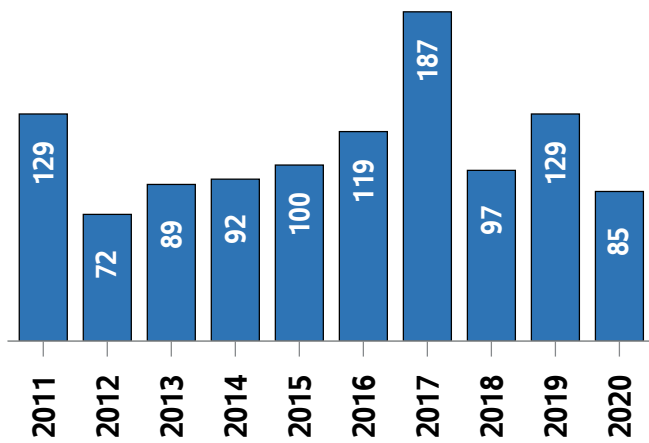
Average Price and Median Price



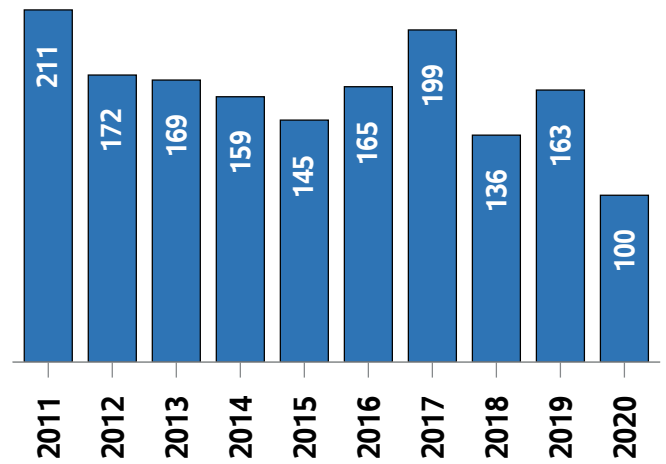
Ingersoll

MLS® Residential Market Activity

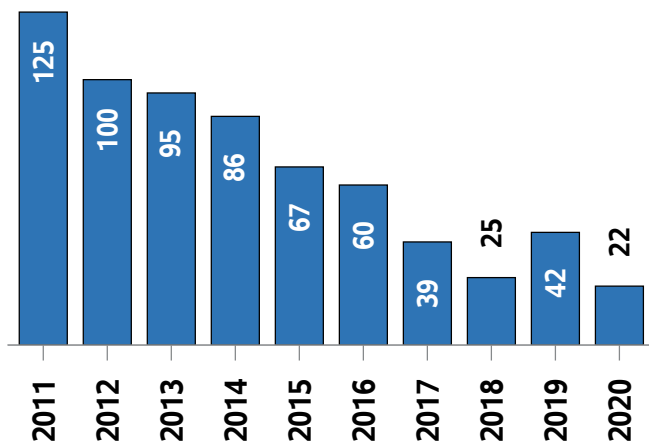
Sales Activity (May Year-to-date)



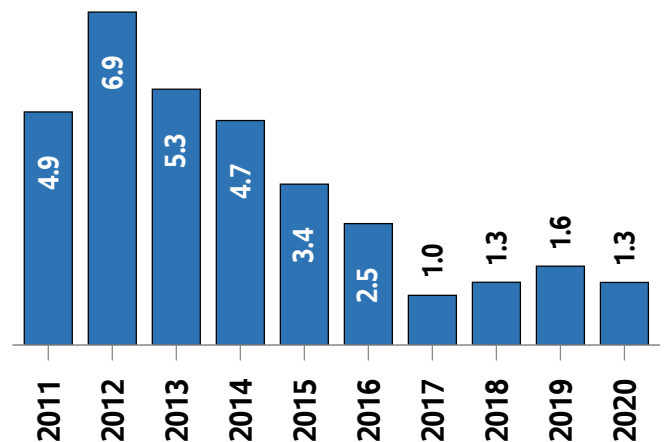
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	21	-36.4	-27.6	-66.1	16.7	5.0	0.0
Dollar Volume	\$8,490,400	-29.6	-16.1	-57.5	163.4	93.4	110.8
New Listings	20	-47.4	-54.5	-66.1	-41.2	-42.9	-64.9
Active Listings	21	-54.3	-51.2	-38.2	-73.8	-81.1	-86.6
Sales to New Listings Ratio ¹	105.0	86.8	65.9	105.1	52.9	57.1	36.8
Months of Inventory ²	1.0	1.4	1.5	0.5	4.4	5.6	7.5
Average Price	\$404,305	10.6	15.8	25.6	125.7	84.2	110.8
Median Price	\$413,000	14.8	24.6	27.4	131.8	106.5	130.1
Sales to List Price Ratio	100.9	101.3	101.2	105.9	94.9	99.5	97.2
Median Days on Market	25.0	20.0	13.0	11.0	31.5	39.5	41.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	85	-34.1	-12.4	-54.5	-15.0	-4.5	-41.8
Dollar Volume	\$33,507,590	-28.3	7.2	-39.5	59.9	88.5	18.4
New Listings	100	-38.7	-26.5	-49.7	-31.0	-40.8	-53.5
Active Listings ³	22	-47.6	-12.6	-42.8	-66.9	-76.6	-84.9
Sales to New Listings Ratio ⁴	85.0	79.1	71.3	94.0	69.0	52.7	67.9
Months of Inventory ⁵	1.3	1.6	1.3	1.0	3.4	5.3	5.0
Average Price	\$394,207	8.8	22.3	33.1	88.2	97.3	103.3
Median Price	\$392,500	9.0	28.7	34.1	90.5	108.8	108.8
Sales to List Price Ratio	102.2	102.0	101.8	105.2	96.9	97.3	97.3
Median Days on Market	13.0	13.0	13.0	13.0	35.0	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.

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

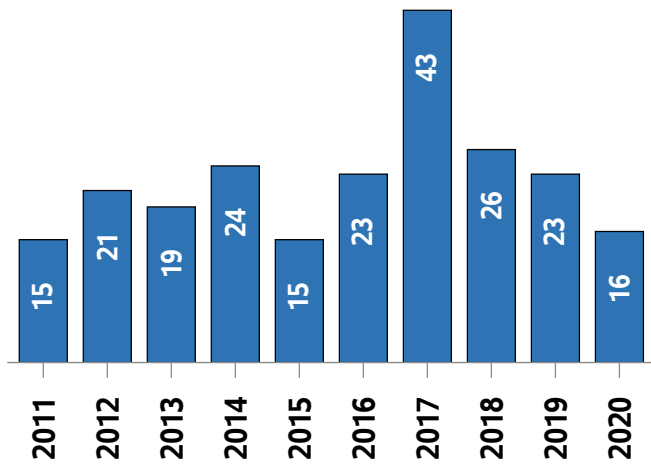
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

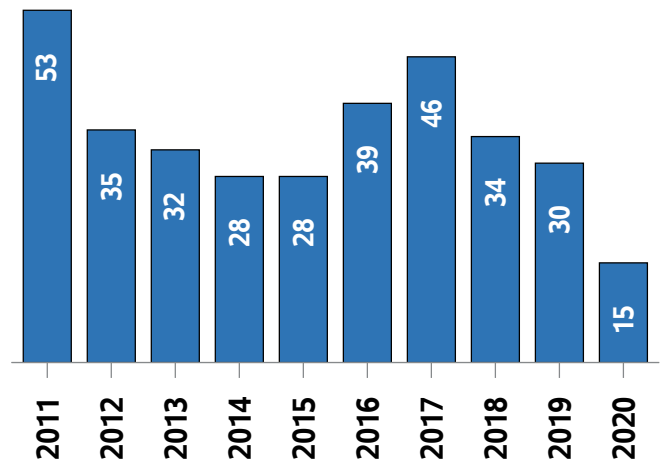
Ingersoll

MLS® Single Detached Market Activity

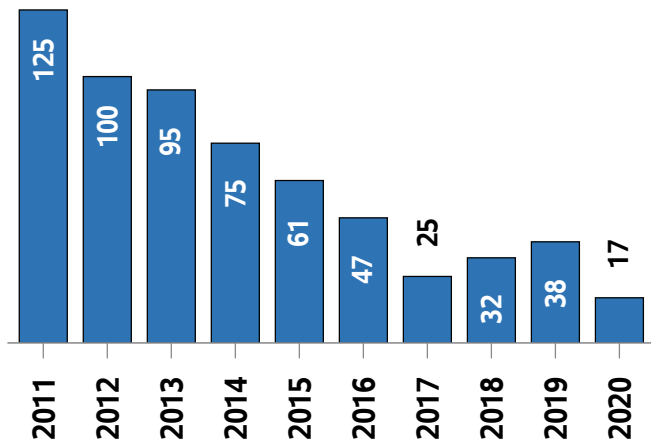
Sales Activity (May only)



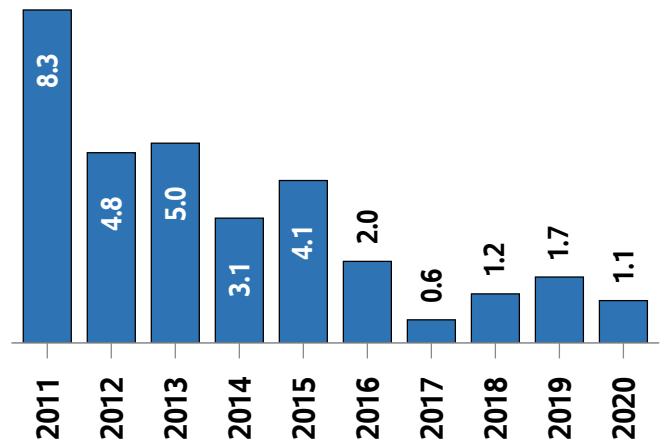
New Listings (May only)



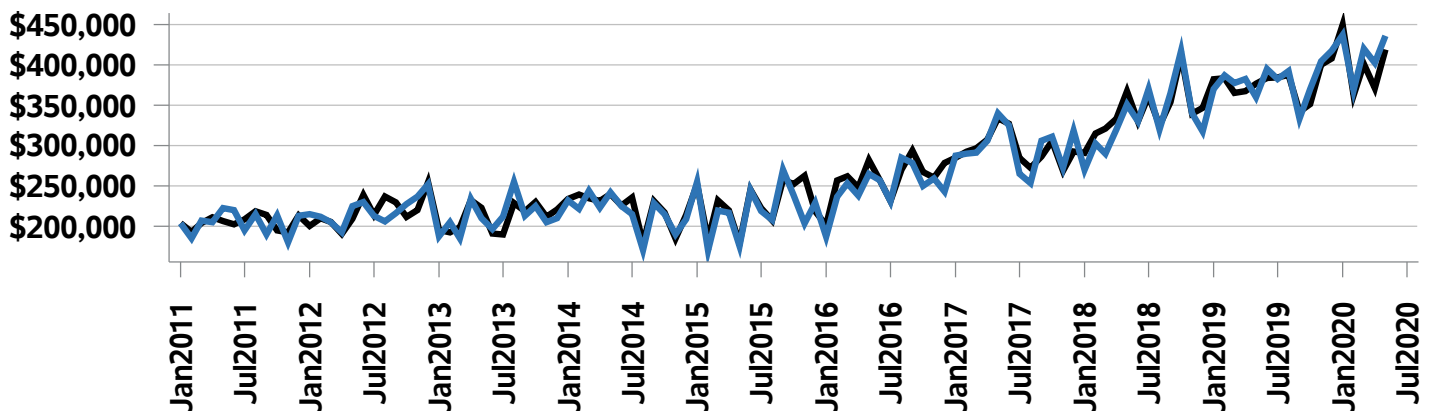
Active Listings (May only)



Months of Inventory (May only)



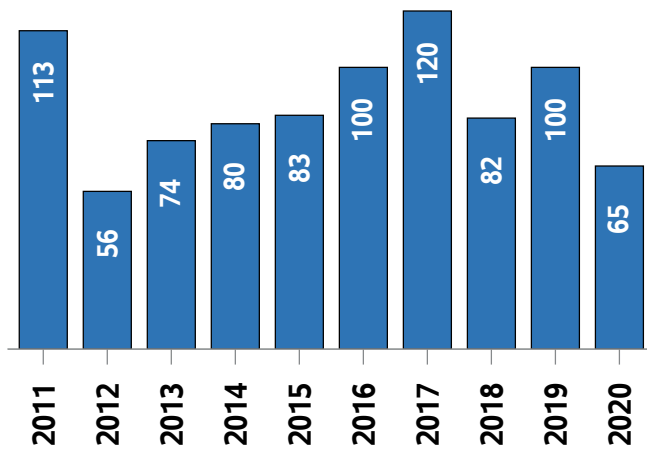
Average Price and Median Price



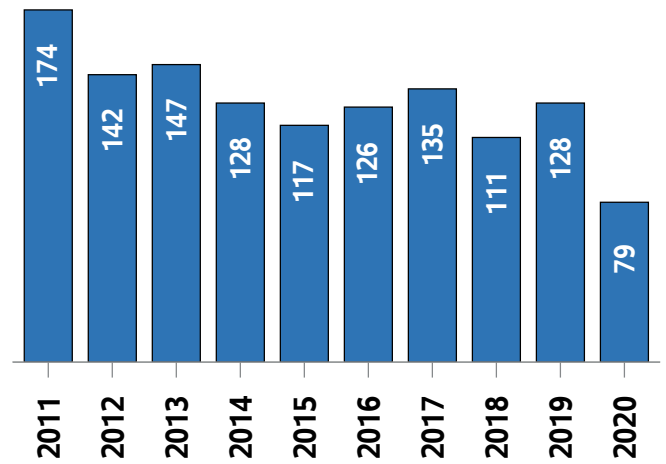
Ingersoll

MLS® Single Detached Market Activity

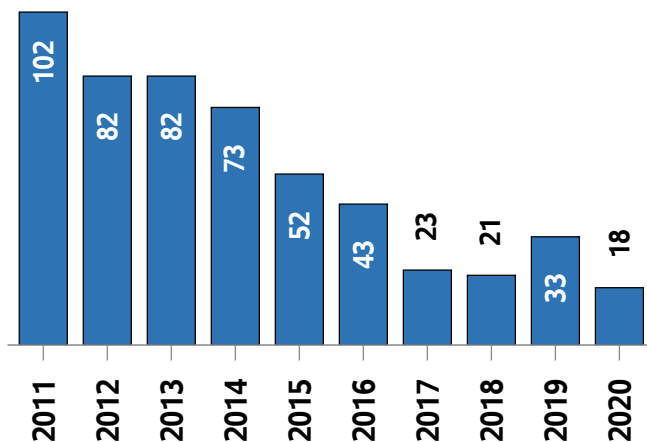
Sales Activity (May Year-to-date)



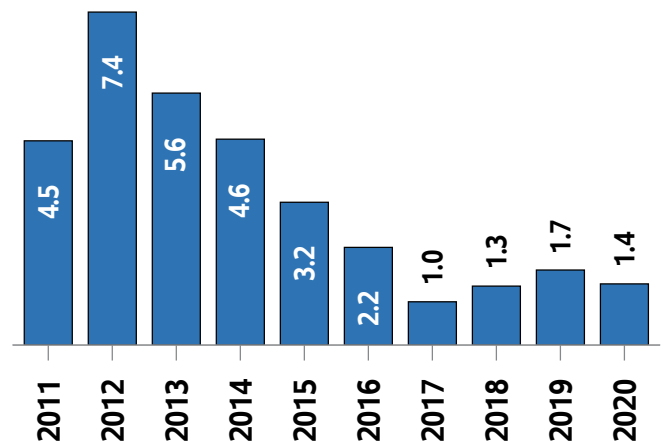
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	16	-30.4	-38.5	-62.8	6.7	-15.8	23.1
Dollar Volume	\$6,705,000	-22.6	-29.8	-53.3	149.8	58.3	138.2
New Listings	15	-50.0	-55.9	-67.4	-46.4	-53.1	-68.8
Active Listings	17	-55.3	-46.9	-32.0	-72.1	-82.1	-87.0
Sales to New Listings Ratio ¹	106.7	76.7	76.5	93.5	53.6	59.4	27.1
Months of Inventory ²	1.1	1.7	1.2	0.6	4.1	5.0	10.1
Average Price	\$419,063	11.2	14.1	25.5	134.2	88.0	93.5
Median Price	\$436,000	21.1	24.3	28.3	148.4	107.6	129.6
Sales to List Price Ratio	100.9	101.1	101.2	106.0	94.7	99.6	97.5
Median Days on Market	19.0	20.0	11.5	10.0	36.0	37.0	38.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	65	-35.0	-20.7	-45.8	-21.7	-12.2	-44.0
Dollar Volume	\$26,196,483	-30.1	-4.3	-29.8	46.3	68.5	11.4
New Listings	79	-38.3	-28.8	-41.5	-32.5	-46.3	-54.1
Active Listings ³	18	-47.0	-17.8	-23.5	-66.4	-78.6	-85.2
Sales to New Listings Ratio ⁴	82.3	78.1	73.9	88.9	70.9	50.3	67.4
Months of Inventory ⁵	1.4	1.7	1.3	1.0	3.2	5.6	5.1
Average Price	\$403,023	7.6	20.7	29.6	86.8	91.8	98.8
Median Price	\$408,000	8.2	27.5	31.2	94.3	101.0	109.2
Sales to List Price Ratio	102.1	102.0	101.7	104.5	96.4	97.5	97.6
Median Days on Market	11.0	14.0	13.5	11.0	34.0	48.5	78.5

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.

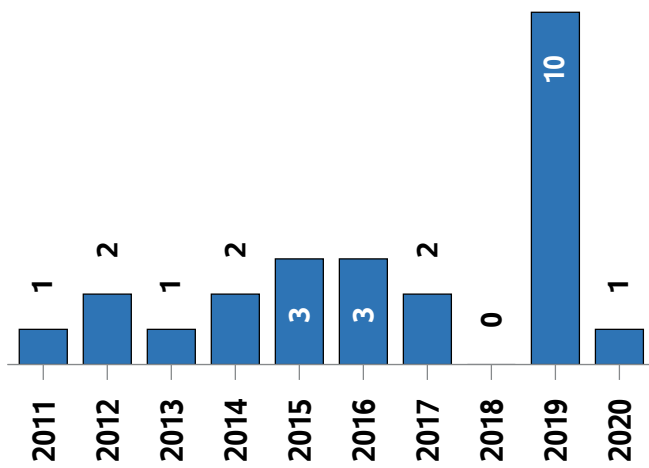
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

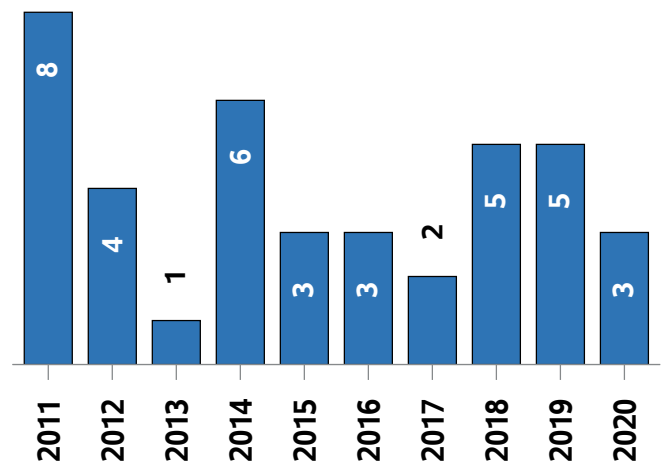
Ingersoll

MLS® Semi-Detached Market Activity

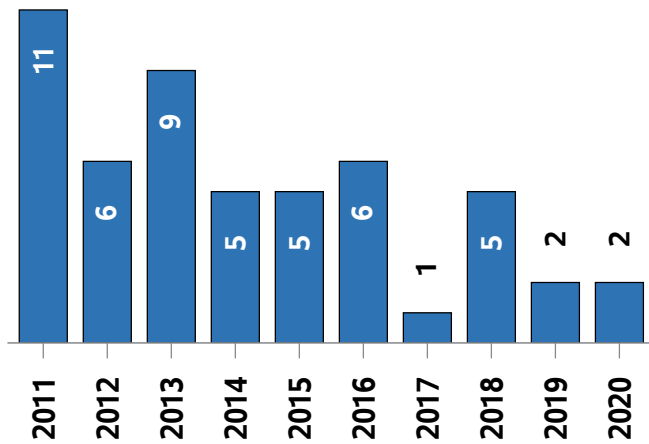
Sales Activity (May only)



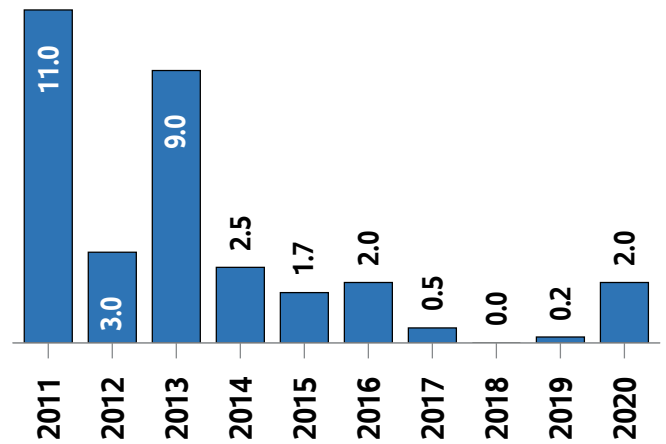
New Listings (May only)



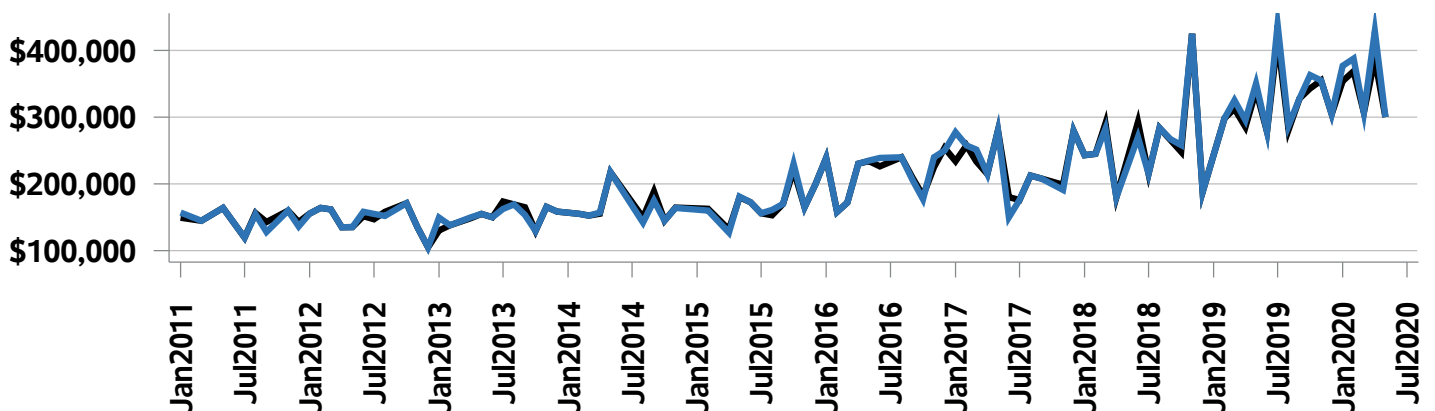
Active Listings (May only)



Months of Inventory (May only)



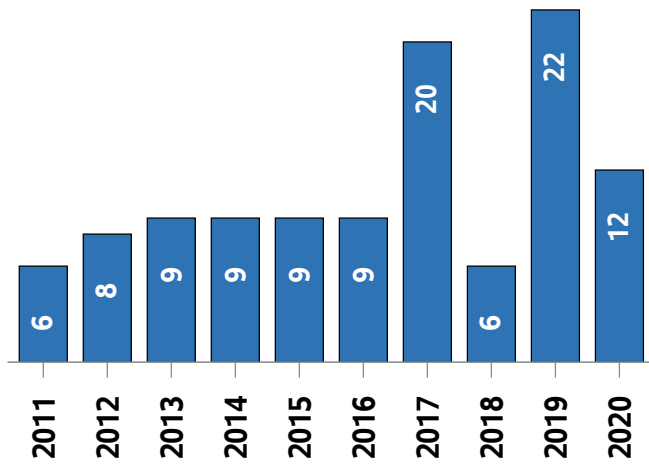
Average Price and Median Price



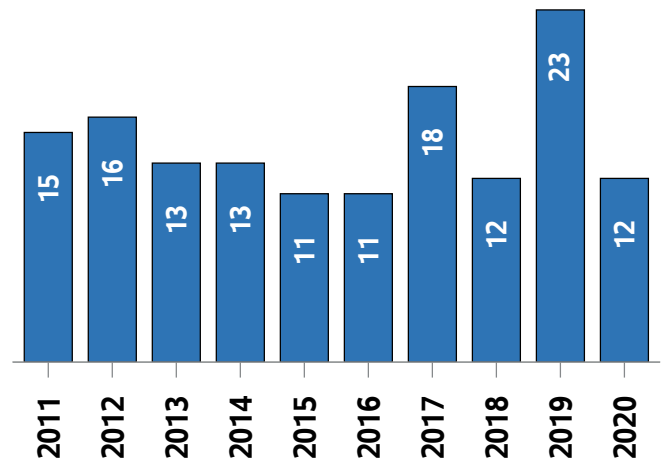
Ingersoll

MLS® Semi-Detached Market Activity

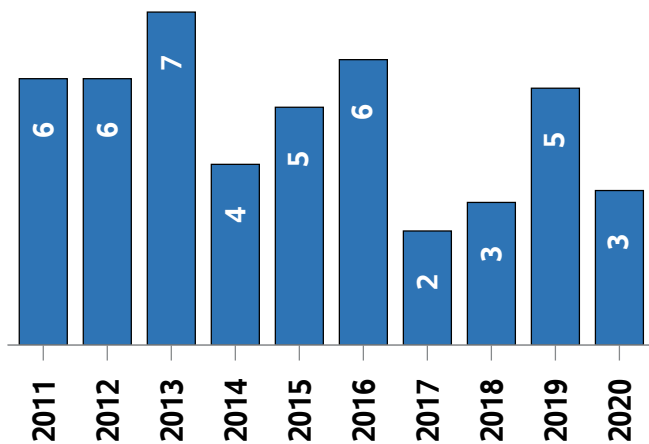
Sales Activity (May Year-to-date)



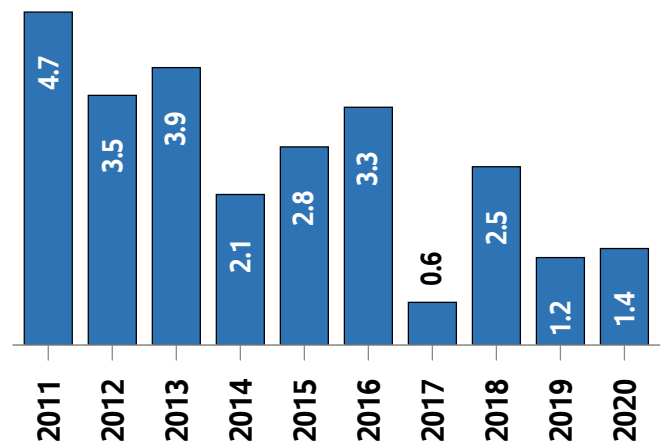
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-90.0		-50.0	-66.7	0.0	-83.3
Dollar Volume	\$300,000	-91.2		-46.4	-44.4	93.5	-67.9
New Listings	3	-40.0	-40.0	50.0	0.0	200.0	-50.0
Active Listings	2	0.0	-60.0	100.0	-60.0	-77.8	-83.3
Sales to New Listings Ratio ¹	33.3	200.0		100.0	100.0	100.0	100.0
Months of Inventory ²	2.0	0.2		0.5	1.7	9.0	2.0
Average Price	\$300,000	-11.7		7.2	66.7	93.5	92.7
Median Price	\$300,000	-14.3		7.2	65.8	93.5	91.7
Sales to List Price Ratio	100.0	101.7		108.4	96.1	98.2	96.5
Median Days on Market	21.0	24.0		3.5	27.0	133.0	65.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	12	-45.5	100.0	-40.0	33.3	33.3	-33.3
Dollar Volume	\$4,305,707	-38.6	179.7	-7.3	202.6	241.7	57.7
New Listings	12	-47.8	0.0	-33.3	9.1	-7.7	-52.0
Active Listings ³	3	-39.8	8.3	35.4	-35.0	-53.6	-74.2
Sales to New Listings Ratio ⁴	100.0	95.7	50.0	111.1	81.8	69.2	72.0
Months of Inventory ⁵	1.4	1.2	2.5	0.6	2.8	3.9	3.5
Average Price	\$358,809	12.6	39.8	54.5	127.0	156.3	136.6
Median Price	\$381,650	18.1	54.2	51.8	154.4	154.6	151.9
Sales to List Price Ratio	104.7	102.0	104.6	105.0	95.2	96.0	96.7
Median Days on Market	27.5	11.0	7.0	16.5	27.0	56.0	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.

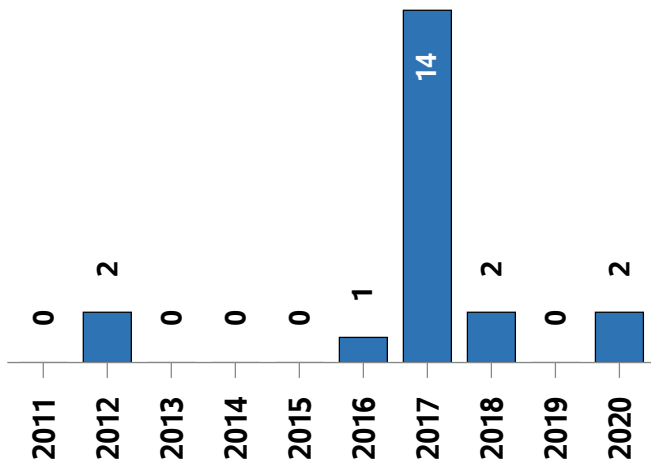
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

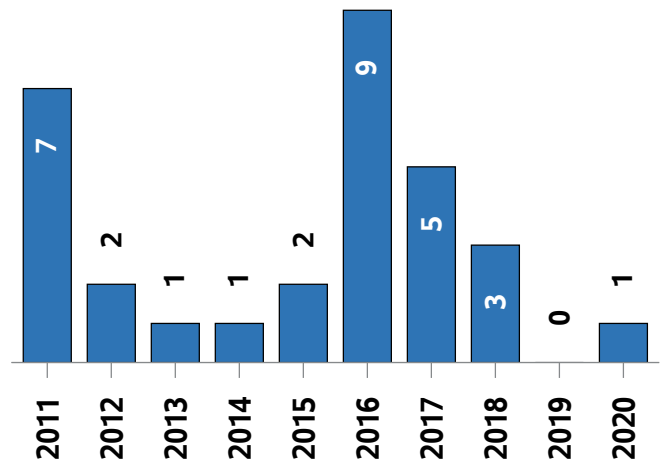
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Ingersoll MLS® Condo Market Activity

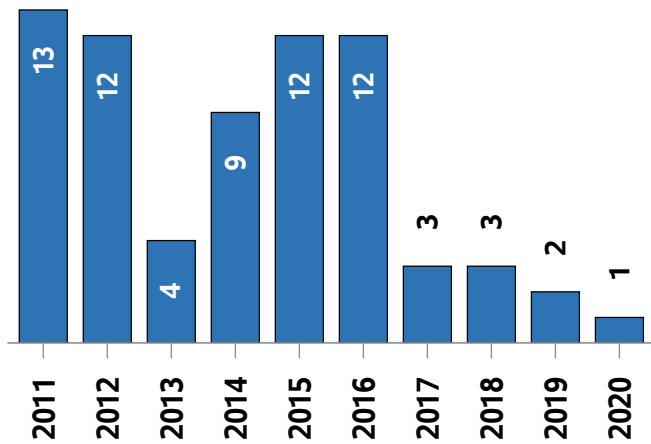
Sales Activity (May only)



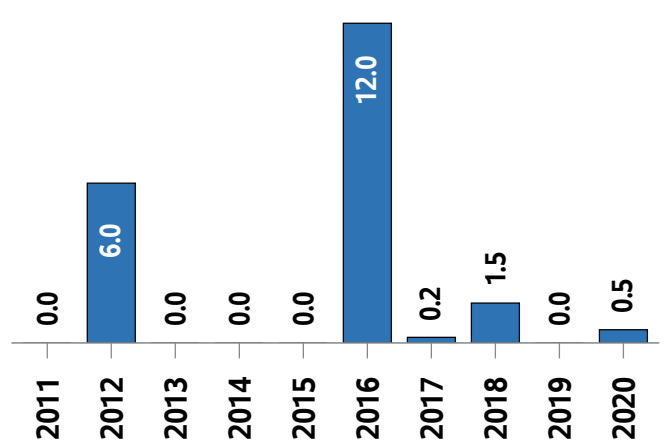
New Listings (May only)



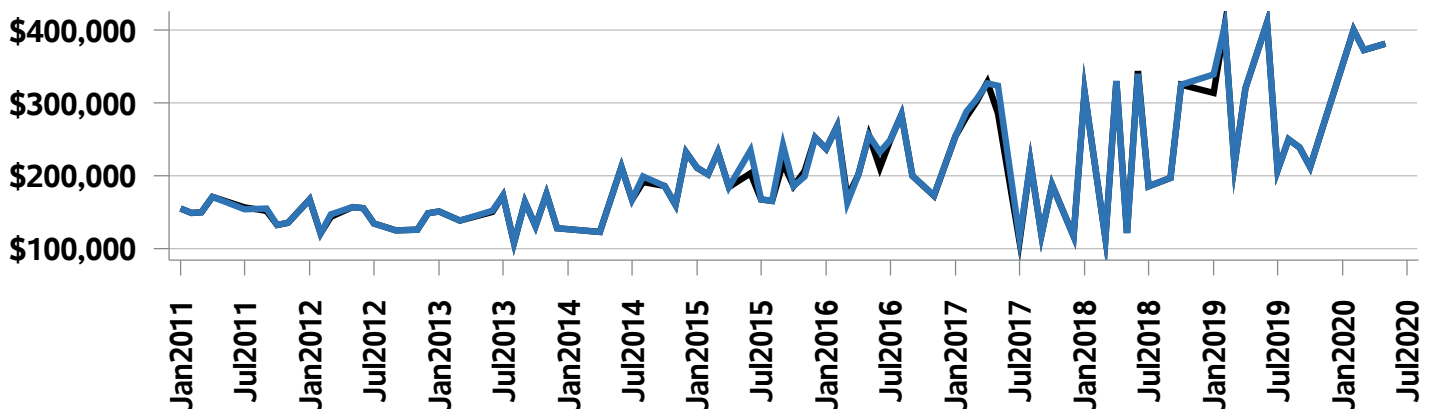
Active Listings (May only)



Months of Inventory (May only)

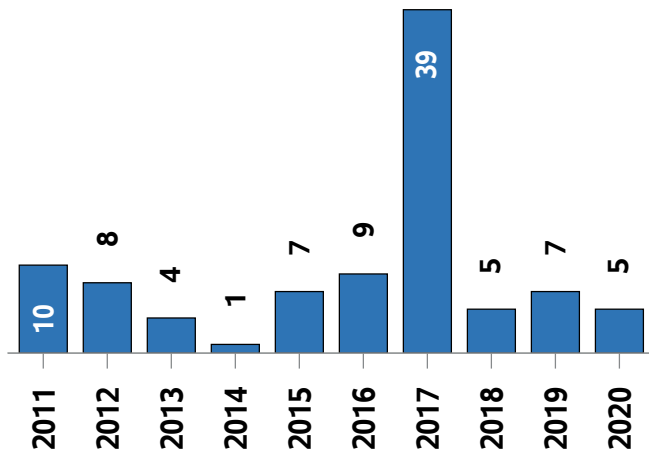


Average Price and Median Price

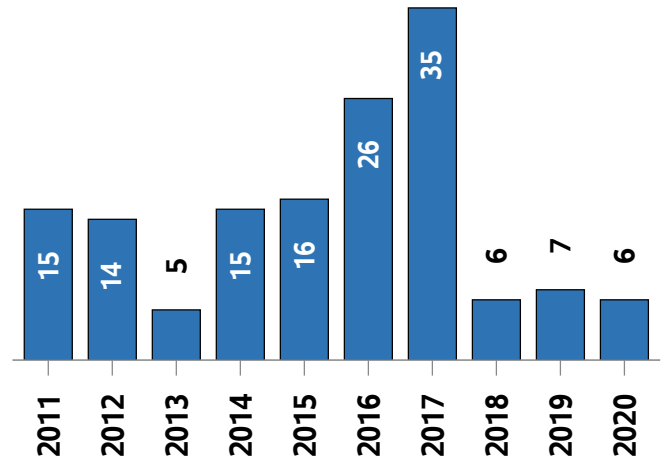


Ingersoll MLS® Condo Market Activity

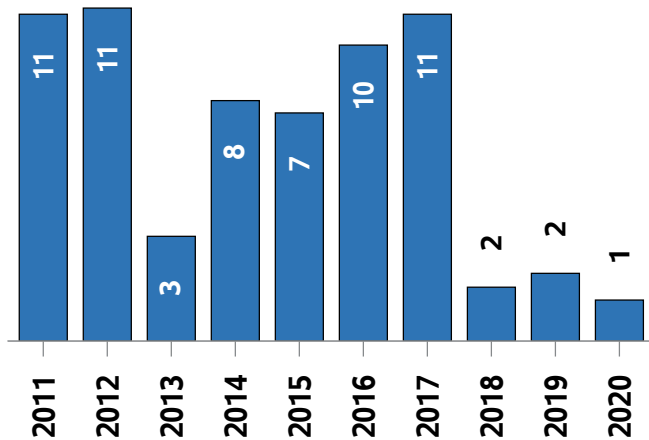
Sales Activity (May Year-to-date)



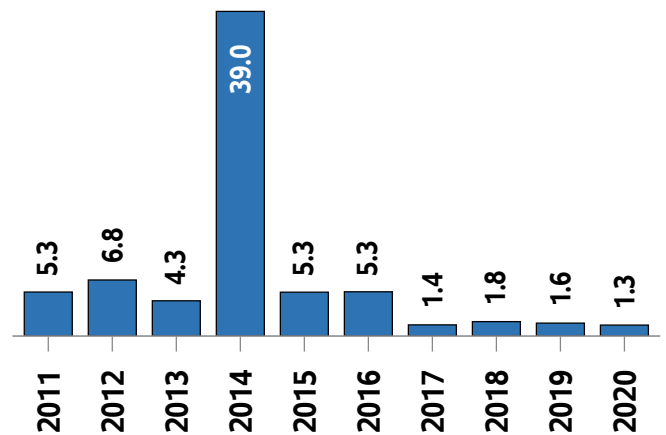
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	2		0.0	-85.7			0.0
Dollar Volume	\$762,400		213.7	-80.9			174.7
New Listings	1		-66.7	-80.0	-50.0	0.0	-66.7
Active Listings	1	-50.0	-66.7	-66.7	-91.7	-75.0	-92.3
Sales to New Listings Ratio ¹	200.0		66.7	280.0			66.7
Months of Inventory ²	0.5		1.5	0.2			6.5
Average Price	\$381,200		213.7	33.5			174.7
Median Price	\$381,200		213.7	17.8			174.7
Sales to List Price Ratio	99.1		101.3	107.6			96.8
Median Days on Market	47.5		25.0	48.5			200.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	5	-28.6	0.0	-87.2	-28.6	25.0	-28.6
Dollar Volume	\$1,907,400	-16.5	90.4	-83.2	30.9	229.4	54.7
New Listings	6	-14.3	0.0	-82.9	-62.5	20.0	-62.5
Active Listings ³	1	-39.4	-23.8	-87.4	-82.0	-60.8	-90.3
Sales to New Listings Ratio ⁴	83.3	100.0	83.3	111.4	43.8	80.0	43.8
Months of Inventory ⁵	1.3	1.6	1.8	1.4	5.3	4.3	9.9
Average Price	\$381,480	16.9	90.4	31.0	83.2	163.5	116.6
Median Price	\$385,000	13.6	205.6	25.0	90.7	155.0	122.7
Sales to List Price Ratio	100.0	101.2	99.6	109.3	105.4	94.5	98.4
Median Days on Market	21.0	27.0	32.0	34.0	71.0	114.0	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.

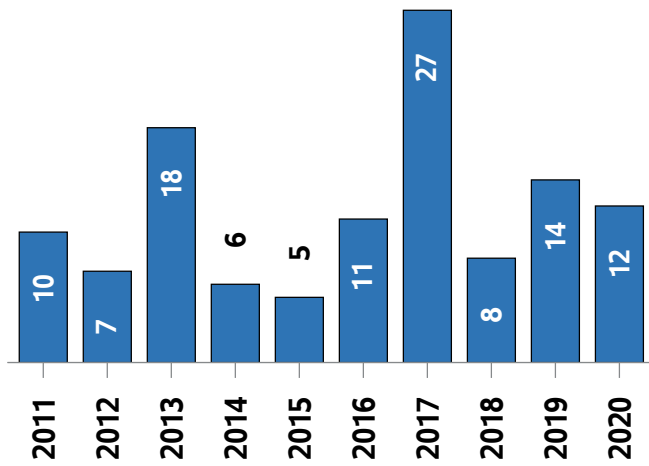
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

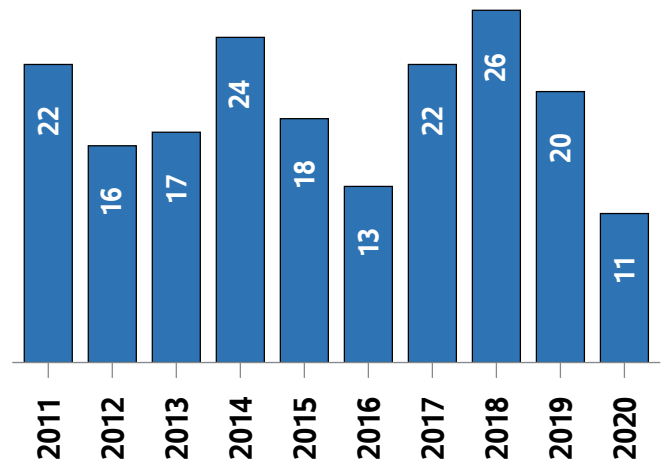
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Norwich Twp MLS® Residential Market Activity

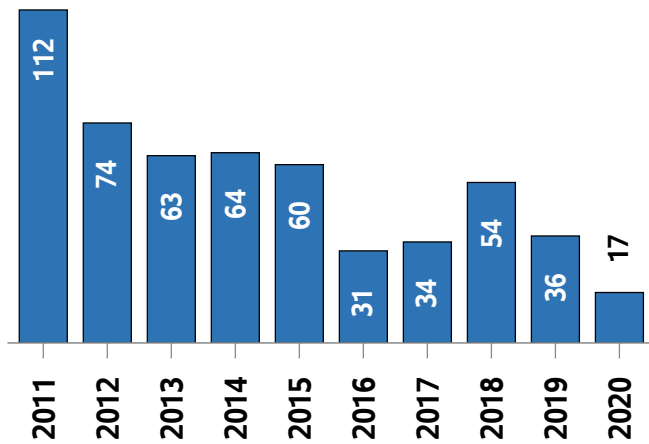
Sales Activity (May only)



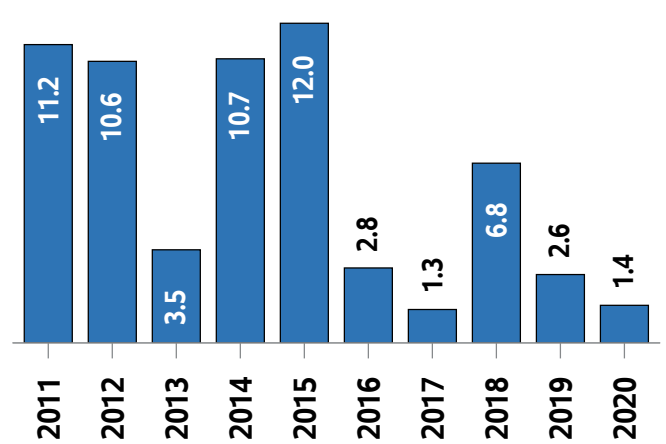
New Listings (May only)



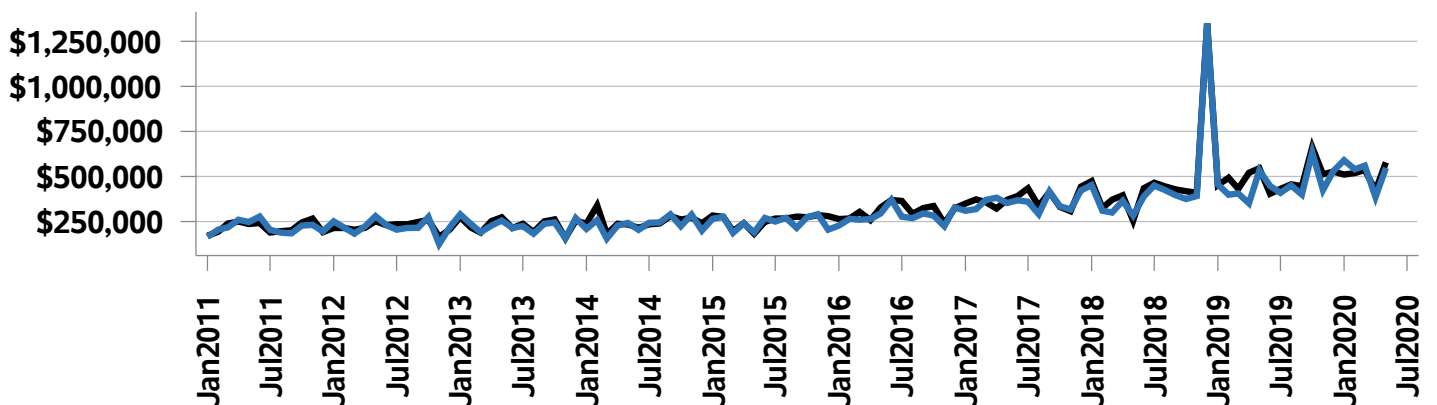
Active Listings (May only)



Months of Inventory (May only)

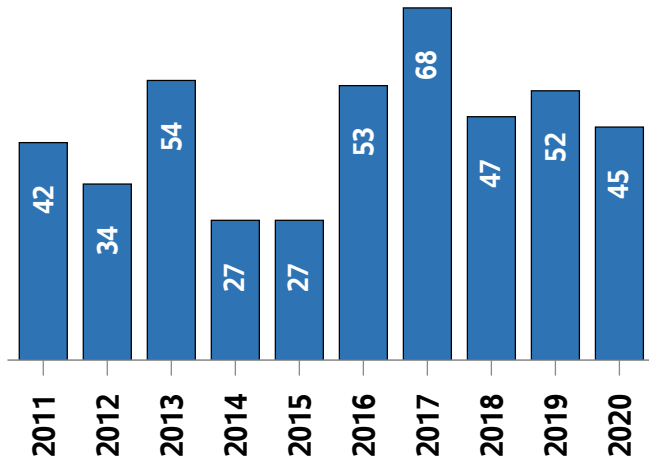


Average Price and Median Price

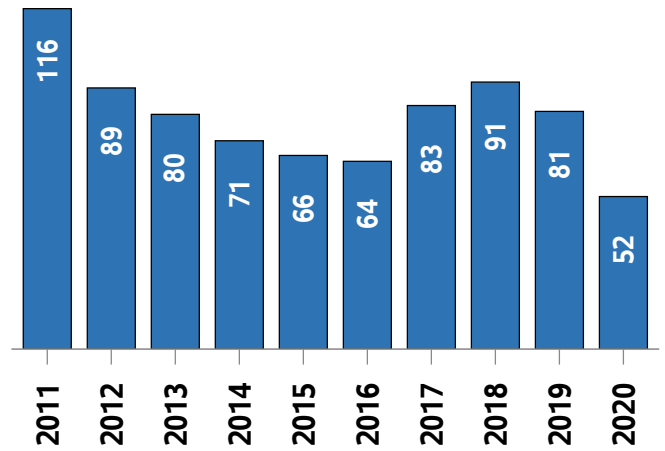


Norwich Twp MLS® Residential Market Activity

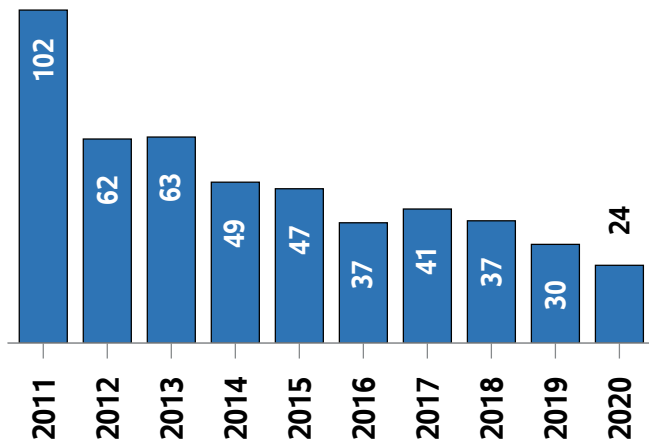
Sales Activity (May Year-to-date)



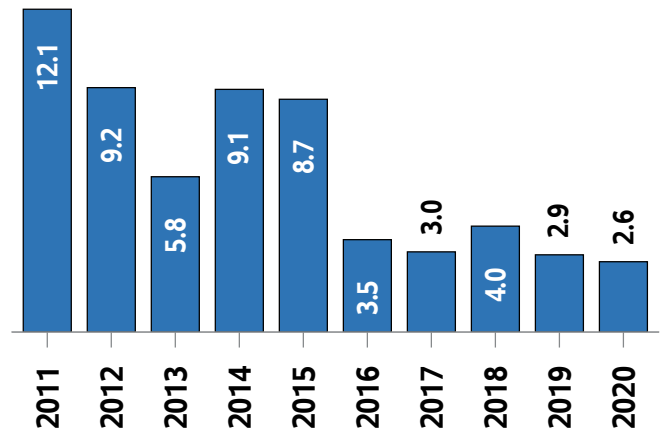
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	12	-14.3	50.0	-55.6	140.0	-33.3	9.1
Dollar Volume	\$6,941,131	-9.1	240.1	-30.6	661.9	41.0	138.8
New Listings	11	-45.0	-57.7	-50.0	-38.9	-35.3	-59.3
Active Listings	17	-52.8	-68.5	-50.0	-71.7	-73.0	-86.2
Sales to New Listings Ratio ¹	109.1	70.0	30.8	122.7	27.8	105.9	40.7
Months of Inventory ²	1.4	2.6	6.8	1.3	12.0	3.5	11.2
Average Price	\$578,428	6.0	126.7	56.2	217.5	111.5	118.9
Median Price	\$548,000	2.7	93.8	55.5	188.4	114.5	122.0
Sales to List Price Ratio	90.9	98.8	99.4	99.7	92.2	96.9	96.3
Median Days on Market	48.0	47.5	32.0	20.0	43.0	65.5	171.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	45	-13.5	-4.3	-33.8	66.7	-16.7	-2.2
Dollar Volume	\$23,491,196	-10.3	37.2	-3.9	262.2	76.6	118.5
New Listings	52	-35.8	-42.9	-37.3	-21.2	-35.0	-56.3
Active Listings ³	24	-21.2	-36.4	-42.0	-49.6	-62.2	-78.9
Sales to New Listings Ratio ⁴	86.5	64.2	51.6	81.9	40.9	67.5	38.7
Months of Inventory ⁵	2.6	2.9	4.0	3.0	8.7	5.8	12.3
Average Price	\$522,027	3.6	43.3	45.3	117.3	112.0	123.3
Median Price	\$520,000	24.9	55.2	48.6	112.2	120.0	139.1
Sales to List Price Ratio	95.3	99.1	98.0	98.8	95.9	96.5	95.3
Median Days on Market	34.0	32.0	17.0	33.5	56.0	75.5	88.5

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

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

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

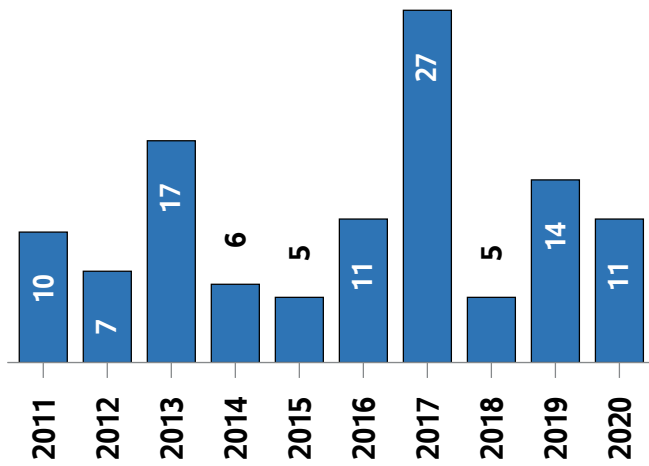
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

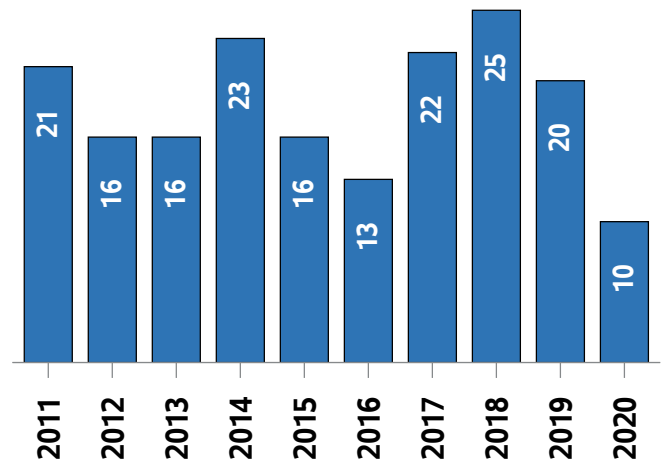
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Norwich Twp MLS® Single Detached Market Activity

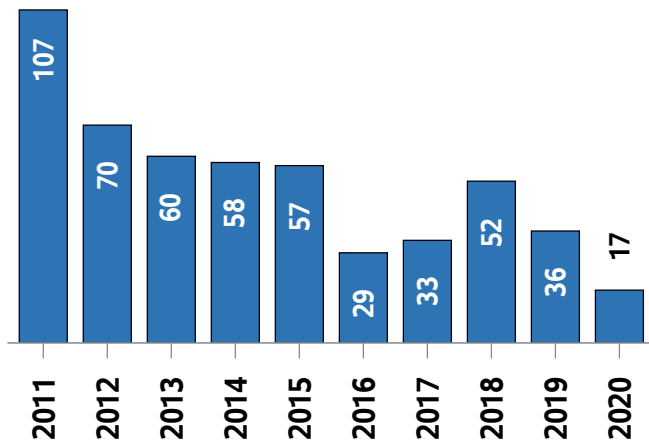
Sales Activity (May only)



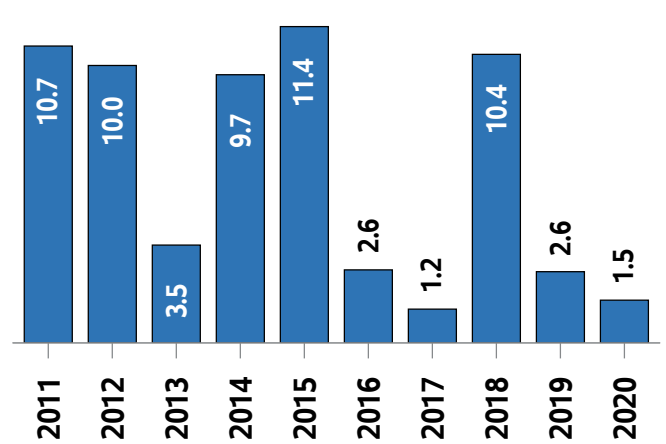
New Listings (May only)



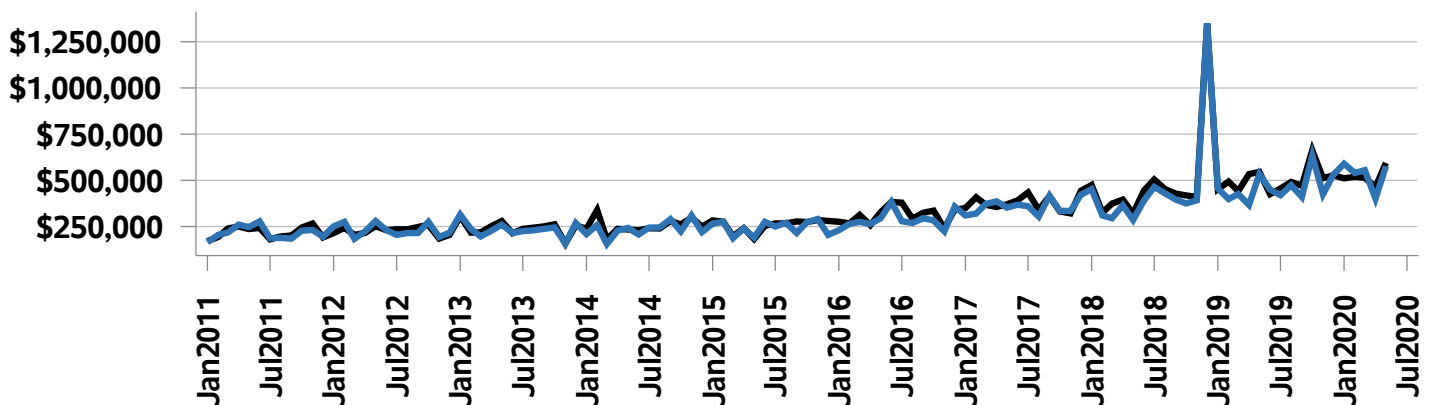
Active Listings (May only)



Months of Inventory (May only)

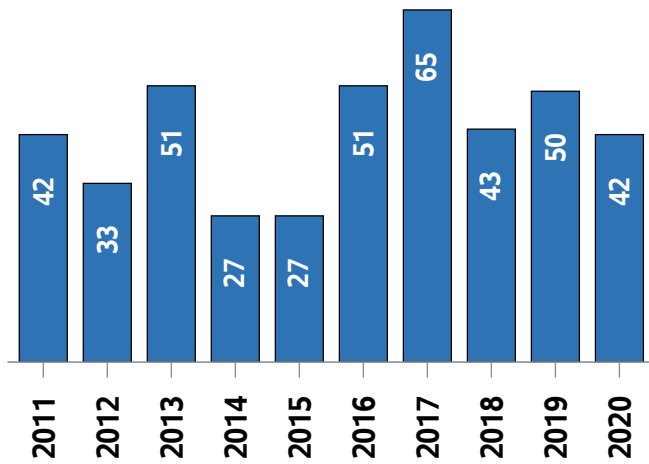


Average Price and Median Price

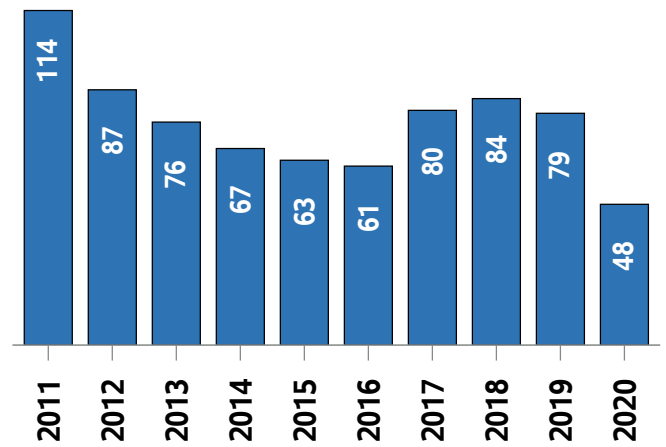


Norwich Twp MLS® Single Detached Market Activity

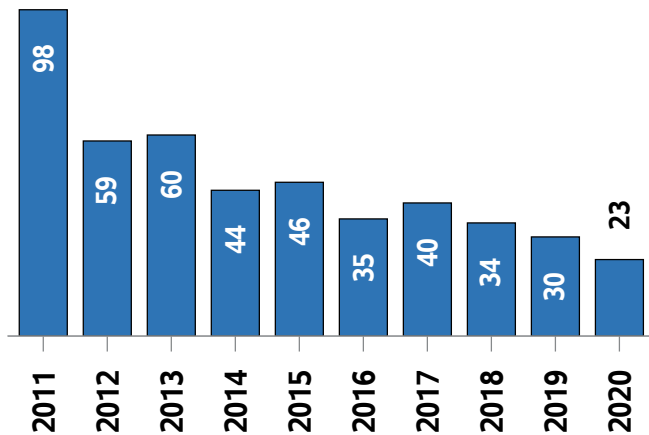
Sales Activity (May Year-to-date)



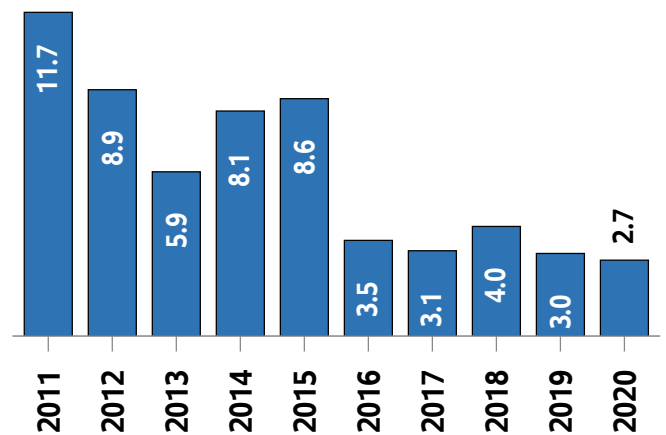
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-21.4	120.0	-59.3	120.0	-35.3	0.0
Dollar Volume	\$6,537,000	-14.4	308.3	-34.6	617.6	37.4	124.9
New Listings	10	-50.0	-60.0	-54.5	-37.5	-37.5	-63.0
Active Listings	17	-52.8	-67.3	-48.5	-70.2	-71.7	-85.6
Sales to New Listings Ratio ¹	110.0	70.0	20.0	122.7	31.3	106.3	40.7
Months of Inventory ²	1.5	2.6	10.4	1.2	11.4	3.5	10.7
Average Price	\$594,273	8.9	85.6	60.5	226.2	112.3	124.9
Median Price	\$576,000	8.0	101.8	63.4	203.2	121.5	133.3
Sales to List Price Ratio	89.9	98.8	102.9	99.7	92.2	96.9	96.3
Median Days on Market	55.0	47.5	13.0	20.0	43.0	68.0	171.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	42	-16.0	-2.3	-35.4	55.6	-17.6	-8.7
Dollar Volume	\$22,136,065	-13.2	35.4	-8.2	241.3	71.4	105.9
New Listings	48	-39.2	-42.9	-40.0	-23.8	-36.8	-59.3
Active Listings ³	23	-22.8	-32.4	-42.5	-50.2	-61.9	-78.7
Sales to New Listings Ratio ⁴	87.5	63.3	51.2	81.3	42.9	67.1	39.0
Months of Inventory ⁵	2.7	3.0	4.0	3.1	8.6	5.9	11.8
Average Price	\$527,049	3.4	38.6	42.1	119.4	108.1	125.5
Median Price	\$537,500	26.7	60.2	52.5	119.4	123.0	147.1
Sales to List Price Ratio	95.2	98.9	98.3	99.0	95.9	96.5	95.3
Median Days on Market	39.0	33.0	16.0	31.0	56.0	76.0	88.5

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.

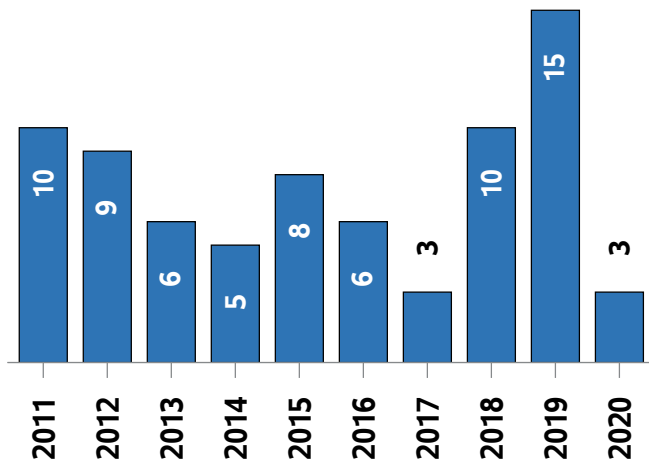
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

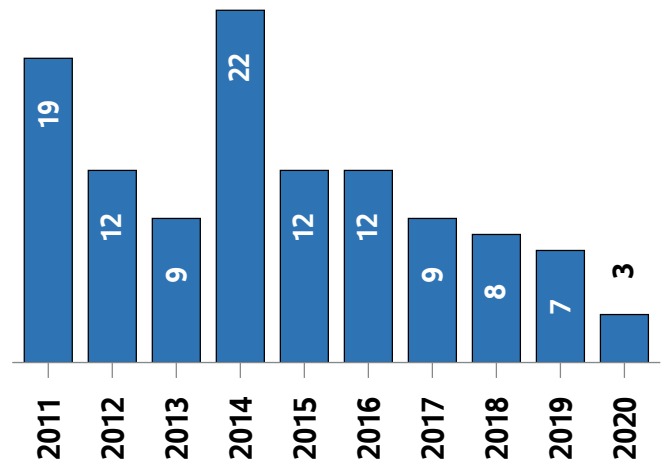
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South-West Oxford Twp MLS® Residential Market Activity

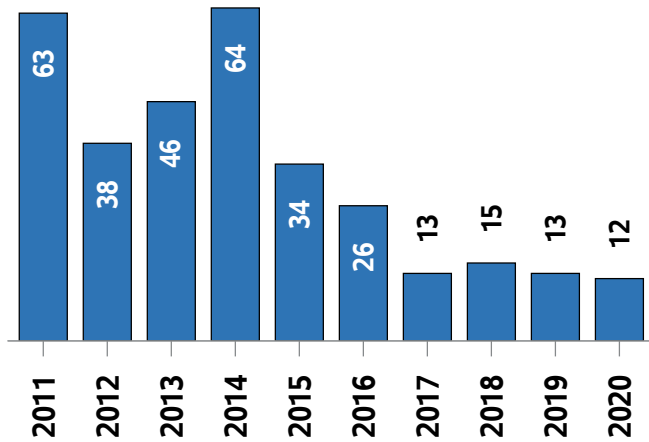
Sales Activity (May only)



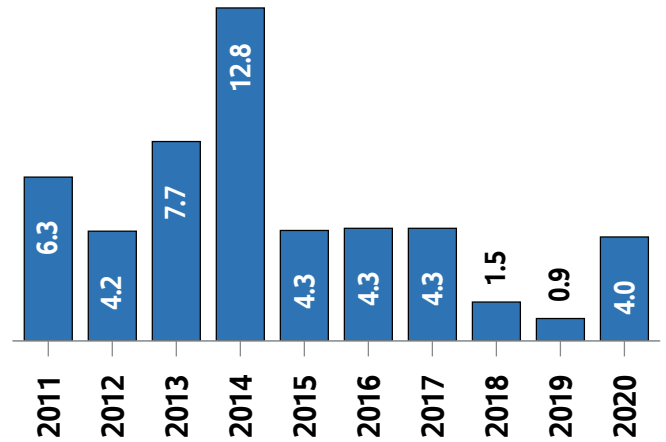
New Listings (May only)



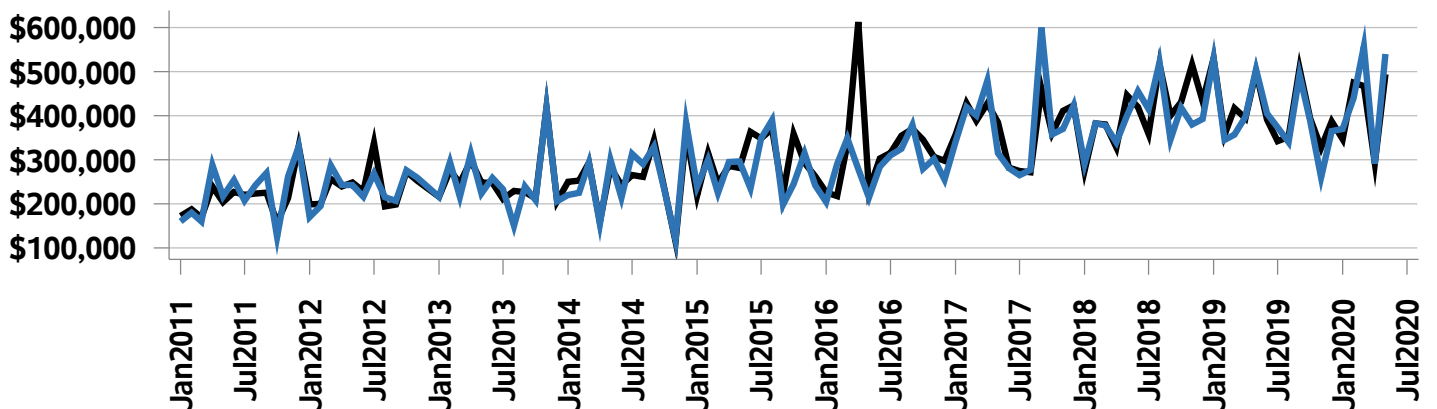
Active Listings (May only)



Months of Inventory (May only)

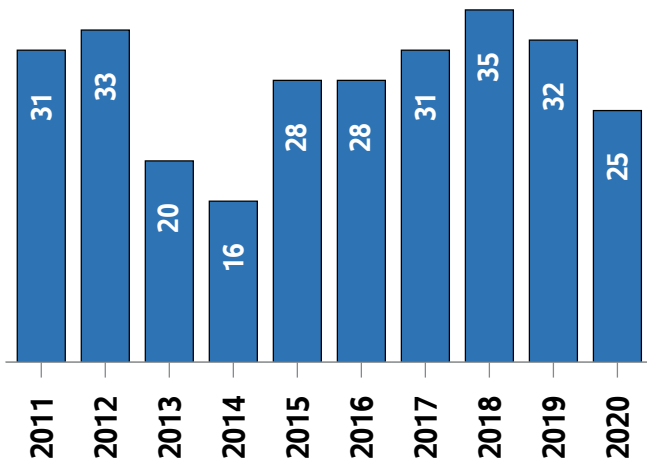


Average Price and Median Price

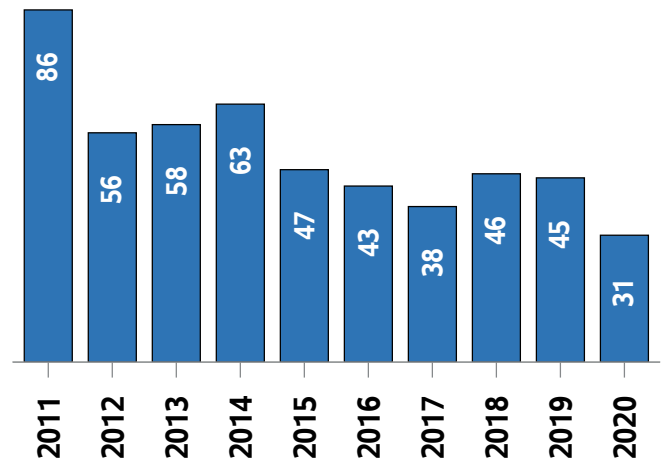


South-West Oxford Twp MLS® Residential Market Activity

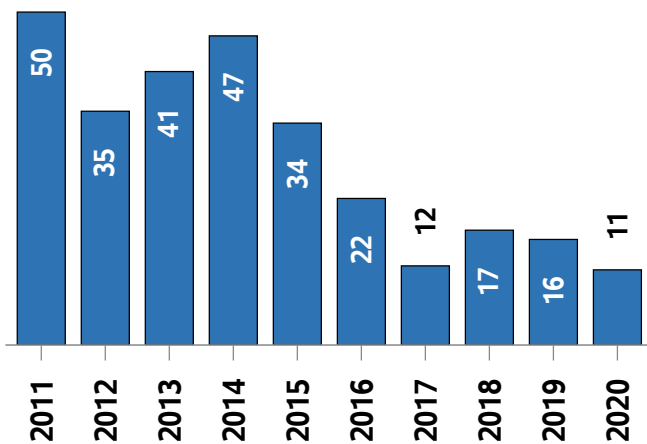
Sales Activity (May Year-to-date)



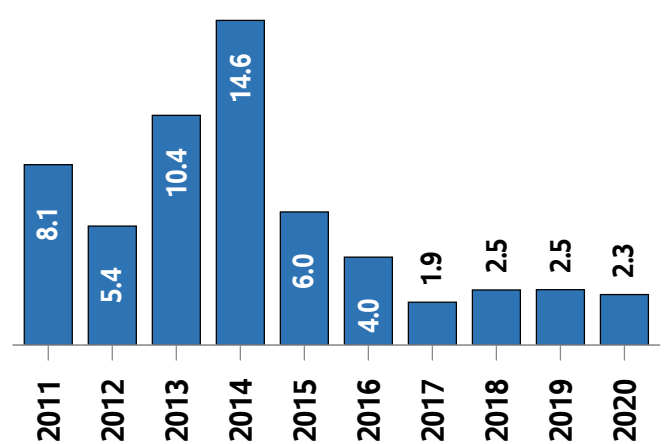
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	3	-80.0	-70.0	0.0	-62.5	-50.0	-57.1
Dollar Volume	\$1,482,000	-80.3	-66.8	28.3	-34.2	-0.5	23.3
New Listings	3	-57.1	-62.5	-66.7	-75.0	-66.7	-83.3
Active Listings	12	-7.7	-20.0	-7.7	-64.7	-73.9	-82.9
Sales to New Listings Ratio ¹	100.0	214.3	125.0	33.3	66.7	66.7	38.9
Months of Inventory ²	4.0	0.9	1.5	4.3	4.3	7.7	10.0
Average Price	\$494,000	-1.3	10.6	28.3	75.6	99.0	187.8
Median Price	\$540,000	6.9	35.0	71.4	82.3	141.6	222.9
Sales to List Price Ratio	98.8	100.2	97.8	101.1	96.5	95.0	84.4
Median Days on Market	62.0	27.0	14.0	12.0	89.5	46.0	58.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	25	-21.9	-28.6	-19.4	-10.7	25.0	-35.9
Dollar Volume	\$10,066,450	-30.3	-22.2	-19.2	31.9	91.4	27.4
New Listings	31	-31.1	-32.6	-18.4	-34.0	-46.6	-65.9
Active Listings ³	11	-28.8	-34.5	-5.0	-66.1	-72.5	-83.3
Sales to New Listings Ratio ⁴	80.6	71.1	76.1	81.6	59.6	34.5	42.9
Months of Inventory ⁵	2.3	2.5	2.5	1.9	6.0	10.4	8.7
Average Price	\$402,658	-10.8	9.0	0.2	47.7	53.1	98.7
Median Price	\$392,000	-18.4	4.5	-3.4	44.5	52.8	83.2
Sales to List Price Ratio	99.3	101.0	98.4	101.8	96.3	95.5	93.6
Median Days on Market	23.0	30.5	20.0	13.0	49.5	27.5	69.0

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.

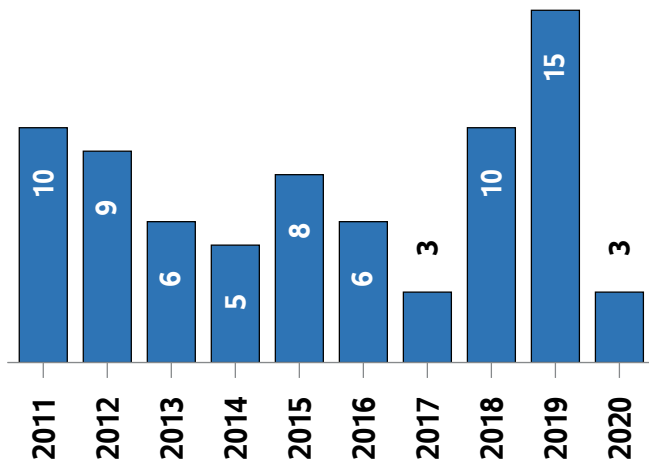
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

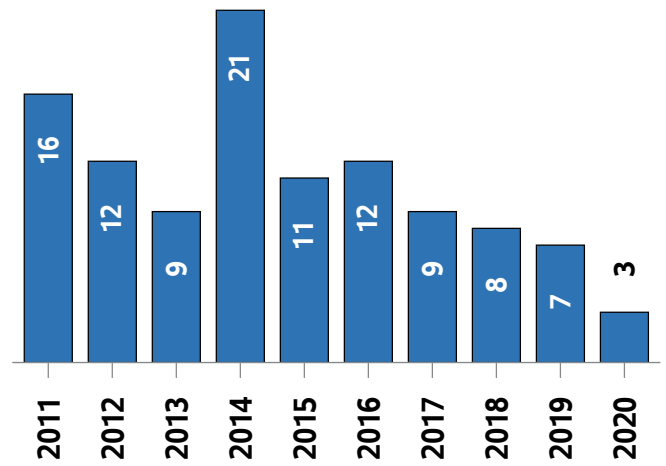
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South-West Oxford Twp MLS® Single Detached Market Activity

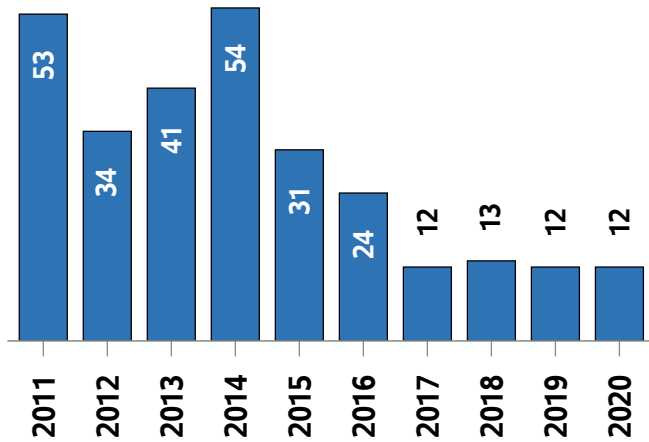
Sales Activity (May only)



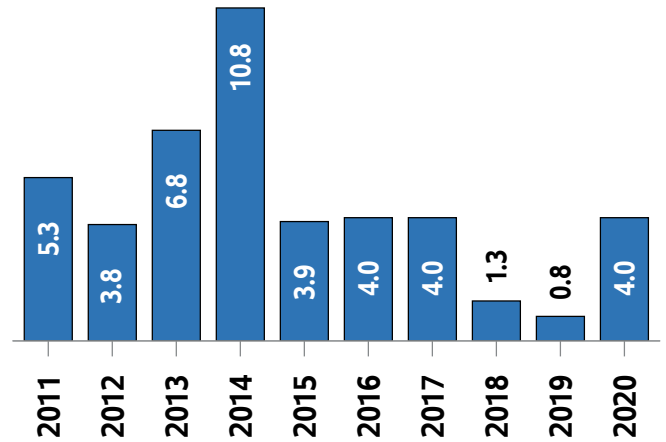
New Listings (May only)



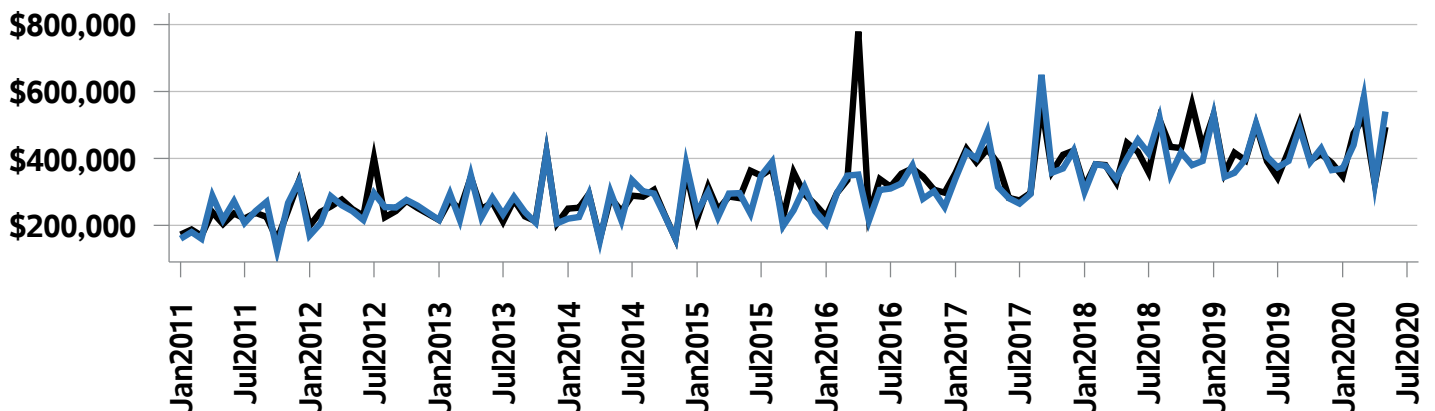
Active Listings (May only)



Months of Inventory (May only)

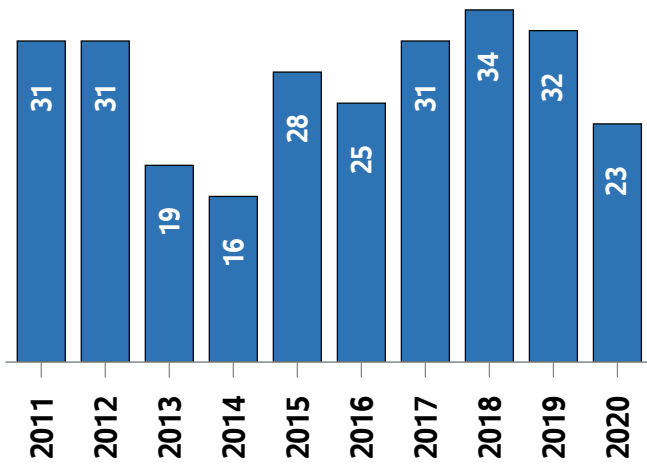


Average Price and Median Price

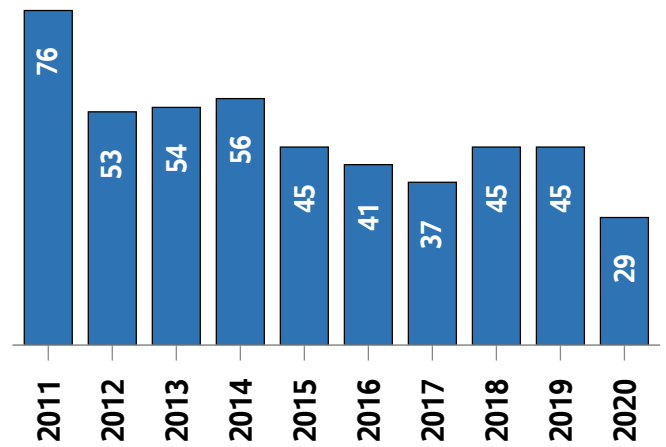


South-West Oxford Twp MLS® Single Detached Market Activity

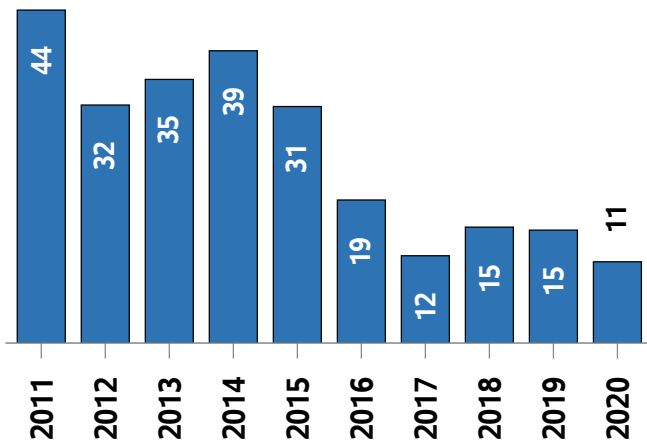
Sales Activity (May Year-to-date)



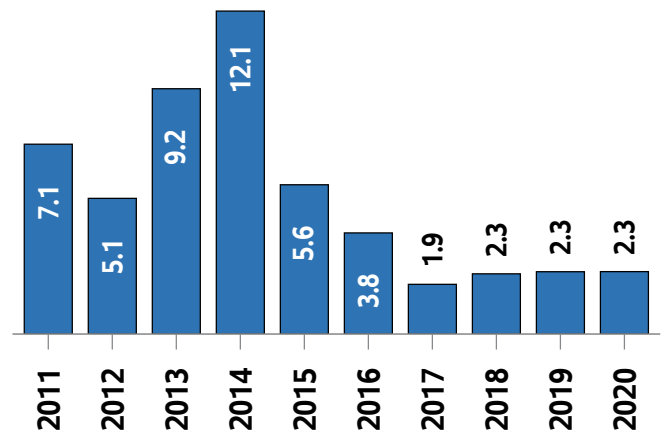
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	3	-80.0	-70.0	0.0	-62.5	-50.0	-40.0
Dollar Volume	\$1,482,000	-80.3	-66.8	28.3	-34.2	-0.5	25.6
New Listings	3	-57.1	-62.5	-66.7	-72.7	-66.7	-82.4
Active Listings	12	0.0	-7.7	0.0	-61.3	-70.7	-81.3
Sales to New Listings Ratio ¹	100.0	214.3	125.0	33.3	72.7	66.7	29.4
Months of Inventory ²	4.0	0.8	1.3	4.0	3.9	6.8	12.8
Average Price	\$494,000	-1.3	10.6	28.3	75.6	99.0	109.4
Median Price	\$540,000	6.9	35.0	71.4	82.3	141.6	184.4
Sales to List Price Ratio	98.8	100.2	97.8	101.1	96.5	95.0	96.1
Median Days on Market	62.0	27.0	14.0	12.0	89.5	46.0	63.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	23	-28.1	-32.4	-25.8	-17.9	21.1	-34.3
Dollar Volume	\$9,770,450	-32.3	-24.0	-21.6	28.0	90.0	24.3
New Listings	29	-35.6	-35.6	-21.6	-35.6	-46.3	-65.1
Active Listings ³	11	-28.0	-29.9	-6.9	-65.6	-69.1	-82.7
Sales to New Listings Ratio ⁴	79.3	71.1	75.6	83.8	62.2	35.2	42.2
Months of Inventory ⁵	2.3	2.3	2.3	1.9	5.6	9.2	8.9
Average Price	\$424,802	-5.9	12.3	5.7	55.8	57.0	89.2
Median Price	\$397,000	-17.4	4.8	-2.2	46.4	52.7	80.5
Sales to List Price Ratio	99.3	101.0	98.4	101.8	96.3	95.6	96.6
Median Days on Market	23.0	30.5	21.0	13.0	49.5	28.0	72.0

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.

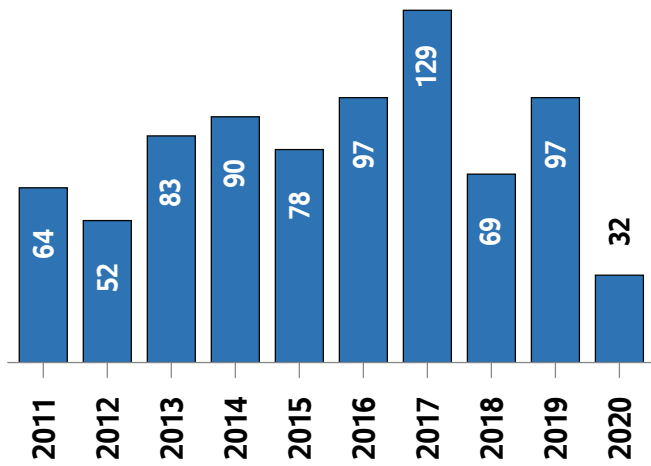
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

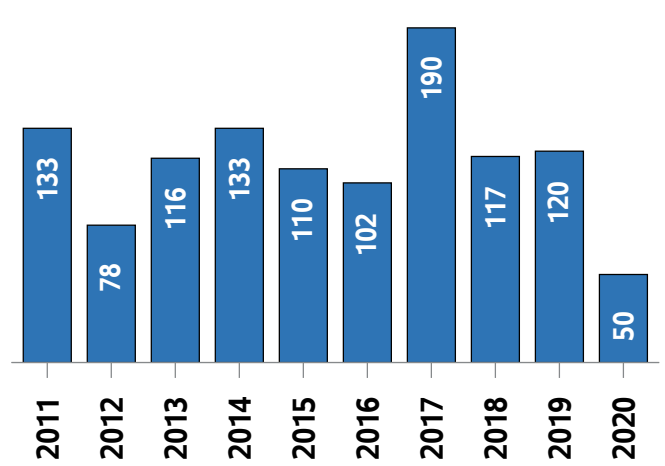
Woodstock

MLS® Residential Market Activity

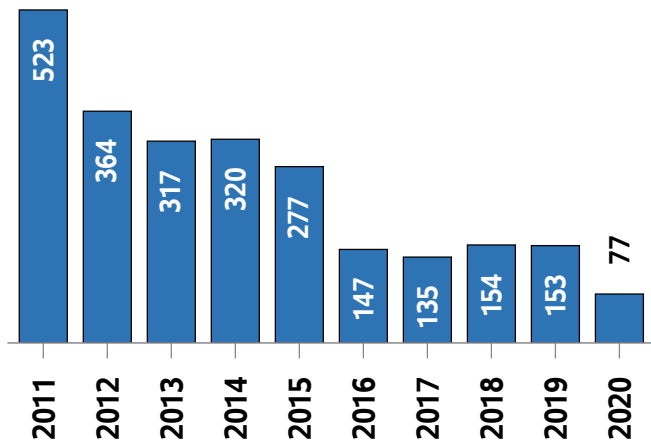
Sales Activity (May only)



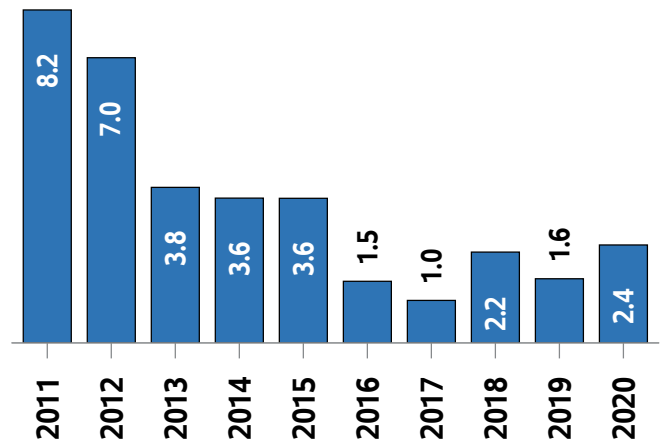
New Listings (May only)



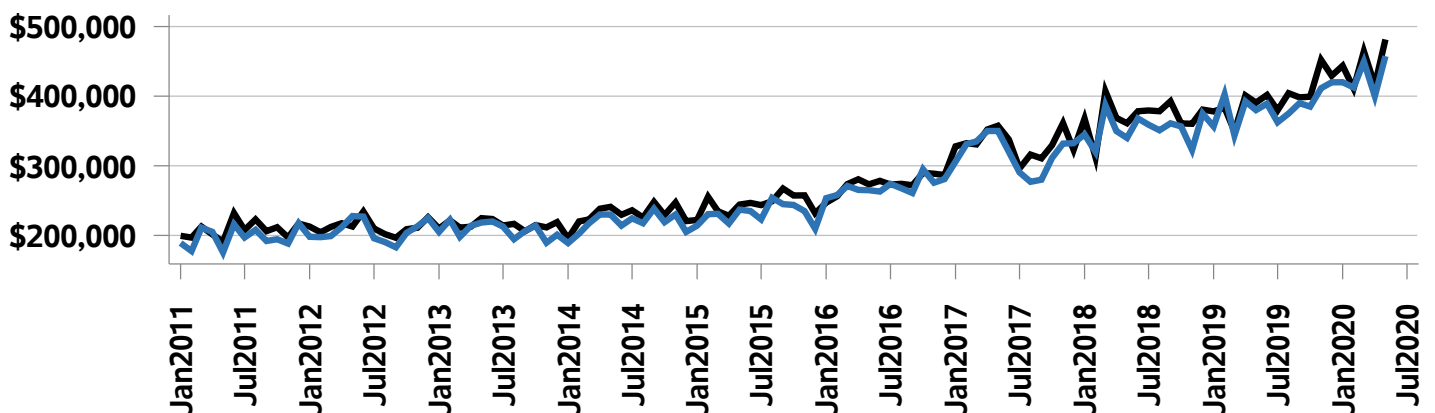
Active Listings (May only)



Months of Inventory (May only)



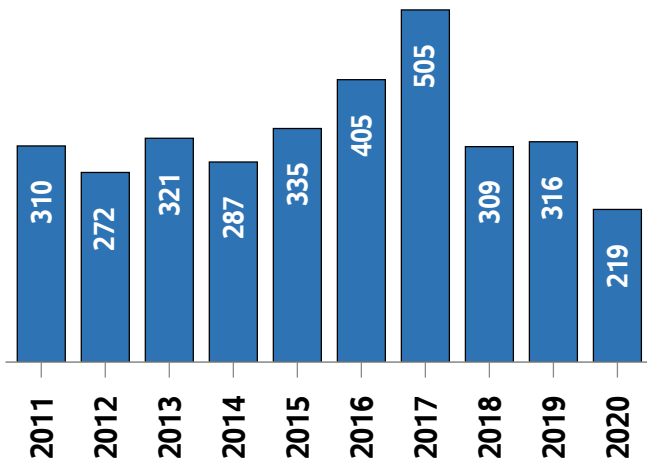
Average Price and Median Price



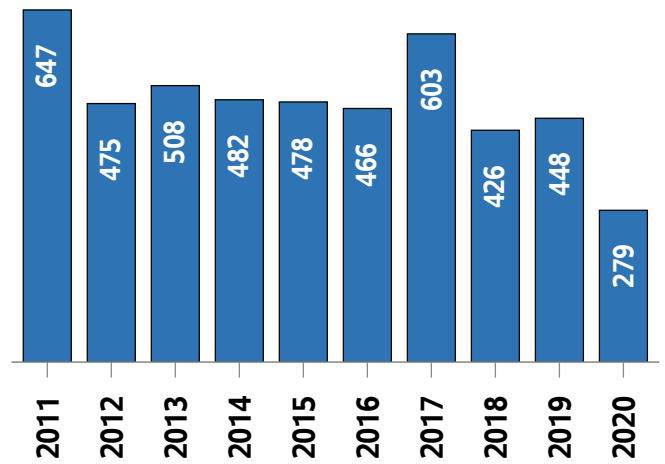
Woodstock

MLS® Residential Market Activity

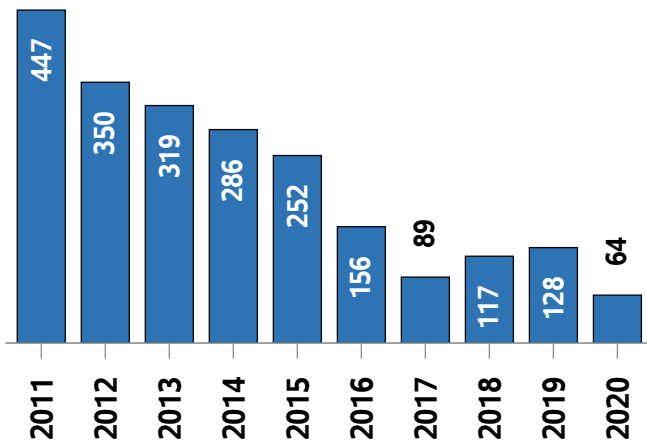
Sales Activity (May Year-to-date)



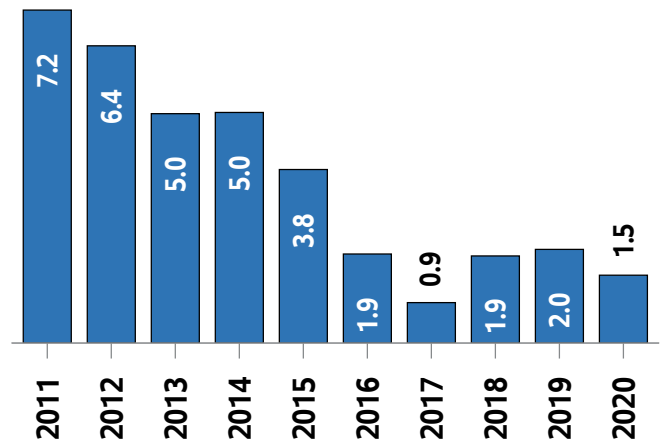
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	32	-67.0	-53.6	-75.2	-59.0	-61.4	-59.5
Dollar Volume	\$15,407,100	-59.4	-38.2	-66.6	-19.1	-17.4	-8.6
New Listings	50	-58.3	-57.3	-73.7	-54.5	-56.9	-59.0
Active Listings	77	-49.7	-50.0	-43.0	-72.2	-75.7	-83.7
Sales to New Listings Ratio ¹	64.0	80.8	59.0	67.9	70.9	71.6	64.8
Months of Inventory ²	2.4	1.6	2.2	1.0	3.6	3.8	6.0
Average Price	\$481,472	23.2	33.3	34.7	97.1	114.2	125.6
Median Price	\$457,500	20.4	34.6	30.7	93.0	109.4	130.4
Sales to List Price Ratio	99.3	101.5	100.2	105.2	98.2	97.7	97.7
Median Days on Market	22.0	17.0	18.0	10.0	35.0	38.0	53.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	219	-30.7	-29.1	-56.6	-34.6	-31.8	-31.6
Dollar Volume	\$96,845,265	-19.9	-14.8	-43.9	22.0	39.0	44.1
New Listings	279	-37.7	-34.5	-53.7	-41.6	-45.1	-54.5
Active Listings ³	64	-49.8	-44.8	-27.3	-74.4	-79.8	-86.0
Sales to New Listings Ratio ⁴	78.5	70.5	72.5	83.7	70.1	63.2	52.2
Months of Inventory ⁵	1.5	2.0	1.9	0.9	3.8	5.0	7.2
Average Price	\$442,216	15.6	20.1	29.3	86.6	103.8	110.6
Median Price	\$426,000	16.7	21.7	27.2	89.3	100.0	117.3
Sales to List Price Ratio	101.2	100.4	100.1	102.9	97.7	97.6	97.2
Median Days on Market	16.0	19.5	16.0	12.0	43.0	43.0	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.

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

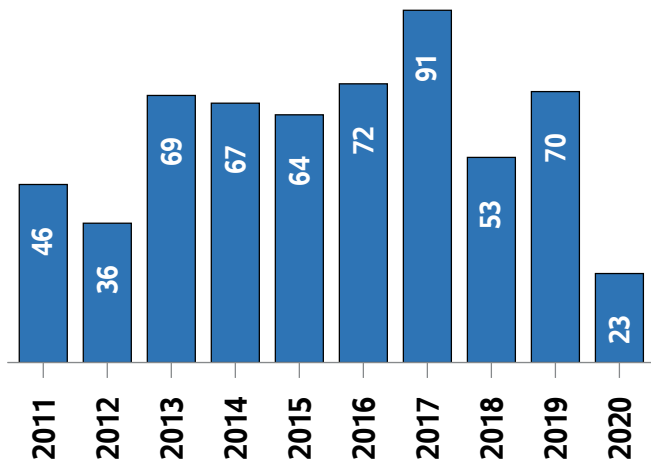
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

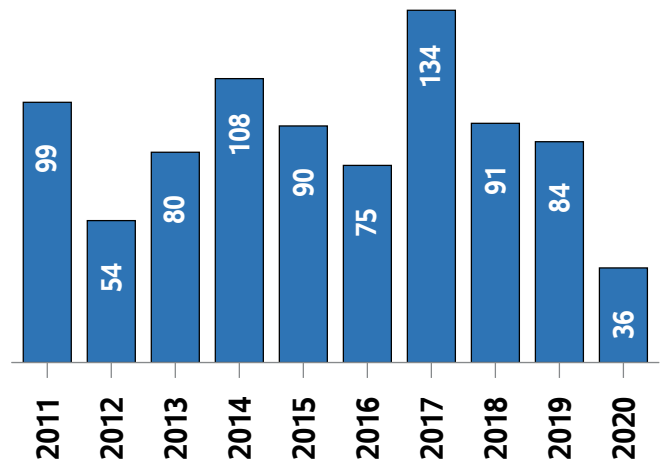
Woodstock

MLS® Single Detached Market Activity

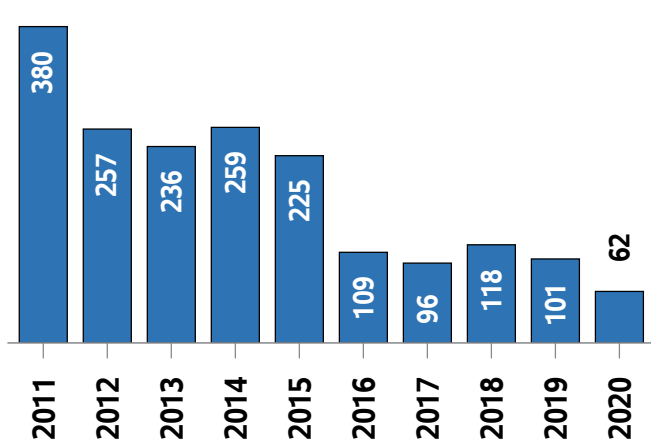
Sales Activity (May only)



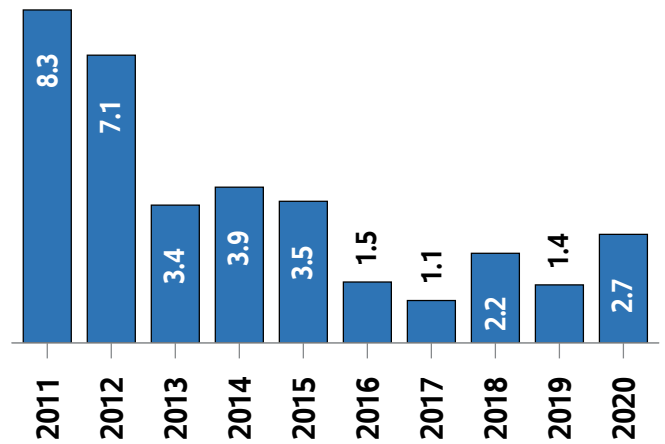
New Listings (May only)



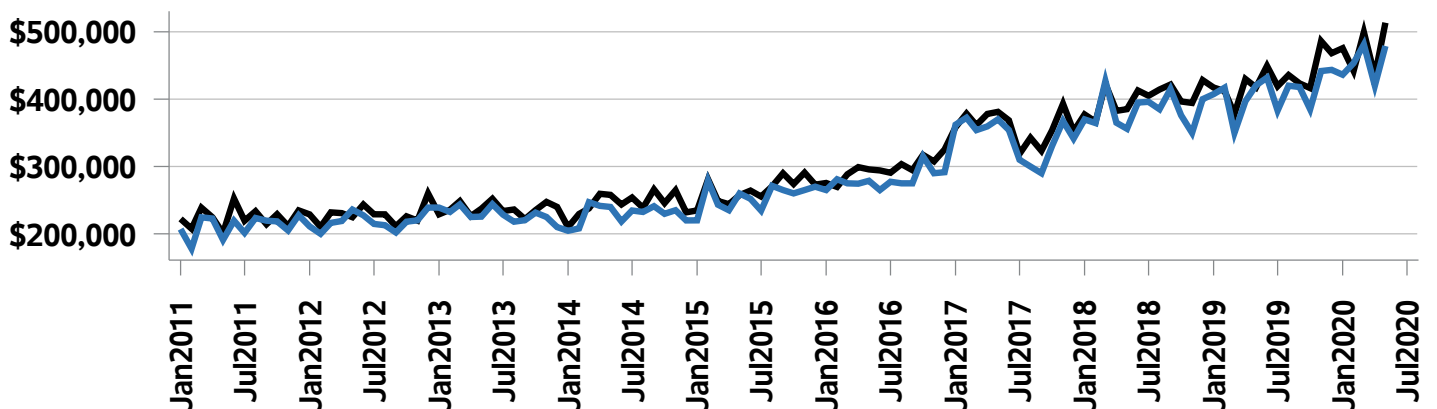
Active Listings (May only)



Months of Inventory (May only)

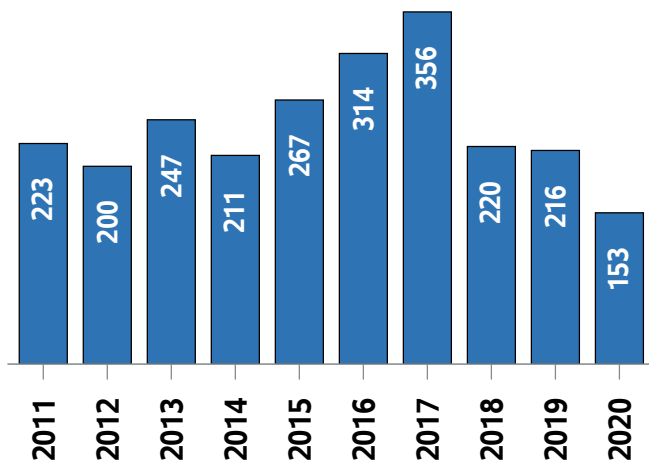


Average Price and Median Price

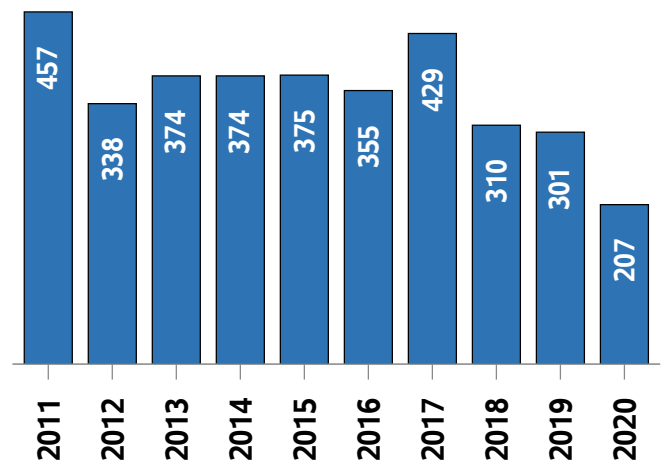


Woodstock MLS® Single Detached Market Activity

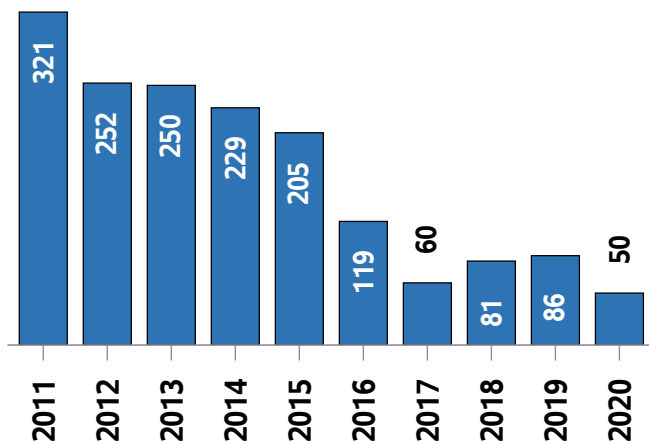
Sales Activity (May Year-to-date)



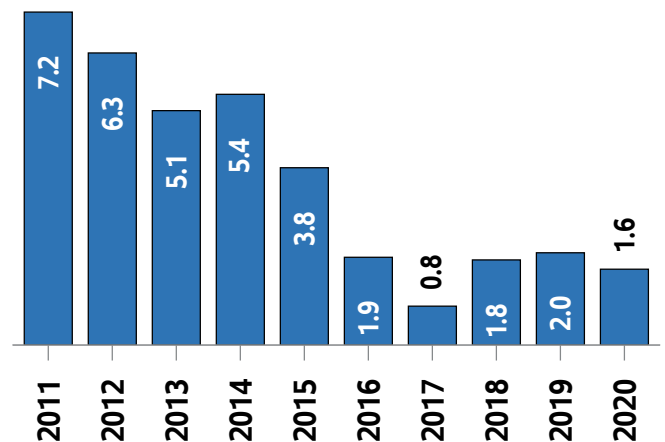
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	23	-67.1	-56.6	-74.7	-64.1	-66.7	-66.7
Dollar Volume	\$11,810,800	-59.6	-42.1	-65.9	-28.3	-27.9	-22.6
New Listings	36	-57.1	-60.4	-73.1	-60.0	-55.0	-56.6
Active Listings	62	-38.6	-47.5	-35.4	-72.4	-73.7	-82.1
Sales to New Listings Ratio ¹	63.9	83.3	58.2	67.9	71.1	86.3	83.1
Months of Inventory ²	2.7	1.4	2.2	1.1	3.5	3.4	5.0
Average Price	\$513,513	23.0	33.3	34.7	99.5	116.3	132.2
Median Price	\$479,000	13.9	34.6	29.5	84.3	112.4	133.7
Sales to List Price Ratio	99.1	100.3	99.6	105.7	98.3	97.7	97.7
Median Days on Market	21.0	20.0	18.0	9.0	35.0	38.0	60.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	153	-29.2	-30.5	-57.0	-42.7	-38.1	-41.2
Dollar Volume	\$72,434,853	-18.6	-15.6	-45.4	7.4	24.8	25.3
New Listings	207	-31.2	-33.2	-51.7	-44.8	-44.7	-55.9
Active Listings ³	50	-41.8	-38.0	-16.3	-75.5	-79.9	-85.6
Sales to New Listings Ratio ⁴	73.9	71.8	71.0	83.0	71.2	66.0	55.4
Months of Inventory ⁵	1.6	2.0	1.8	0.8	3.8	5.1	6.7
Average Price	\$473,430	15.0	21.3	27.1	87.4	101.5	112.9
Median Price	\$457,095	15.1	21.9	26.4	88.1	99.6	119.8
Sales to List Price Ratio	100.5	100.0	99.9	103.2	97.9	97.8	97.3
Median Days on Market	15.0	21.5	16.0	11.0	44.0	44.0	55.5

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.

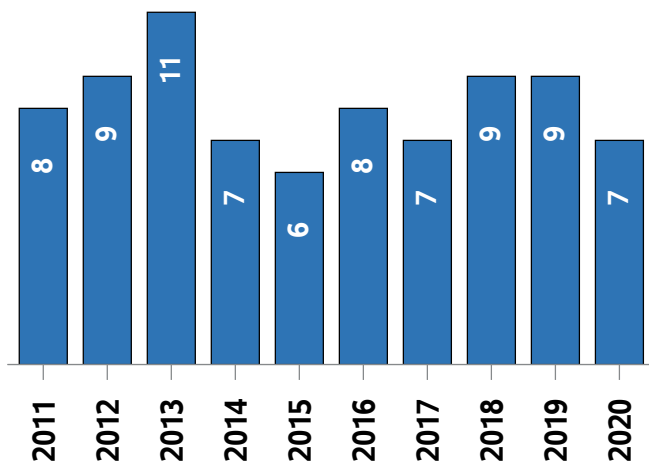
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

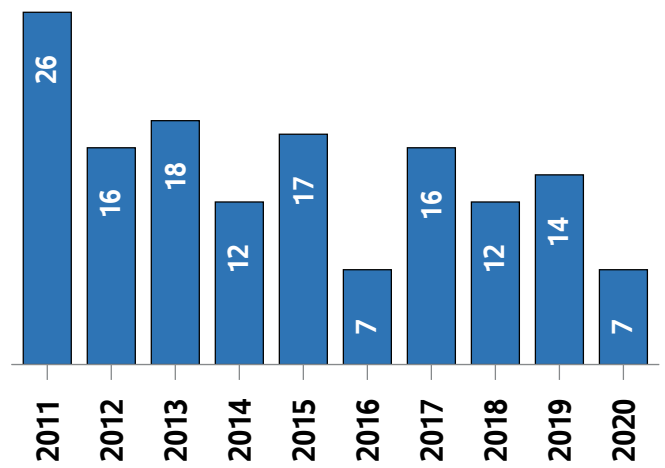
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Zorra Twp MLS® Residential Market Activity

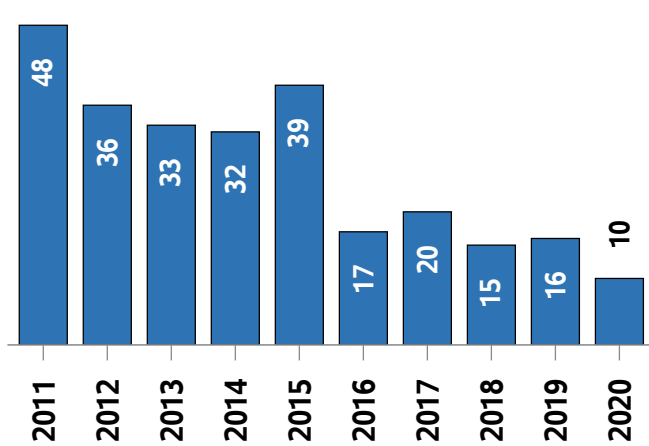
Sales Activity (May only)



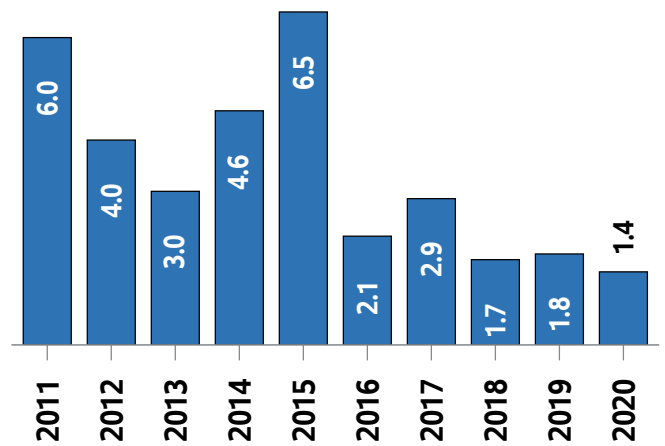
New Listings (May only)



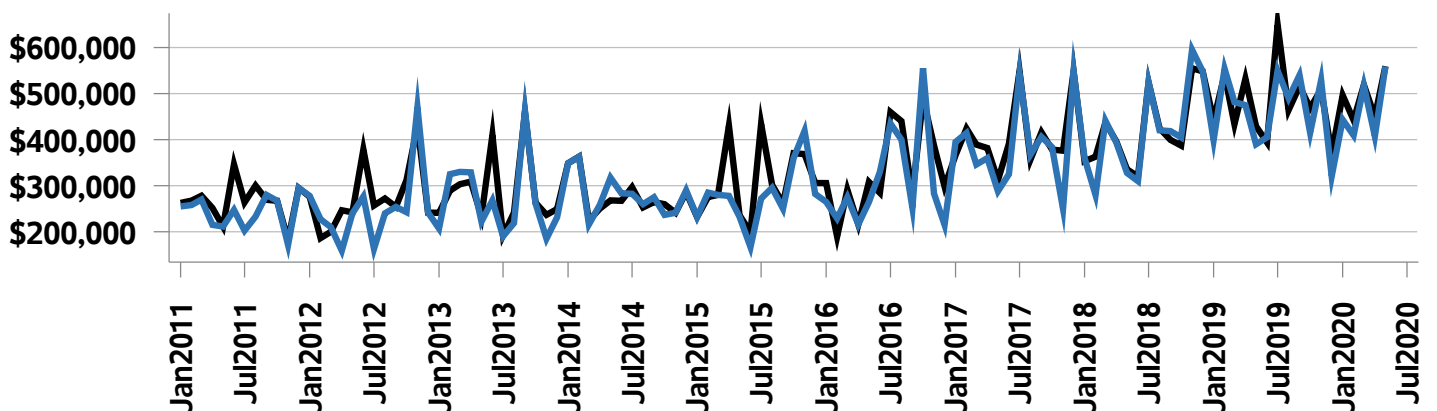
Active Listings (May only)



Months of Inventory (May only)

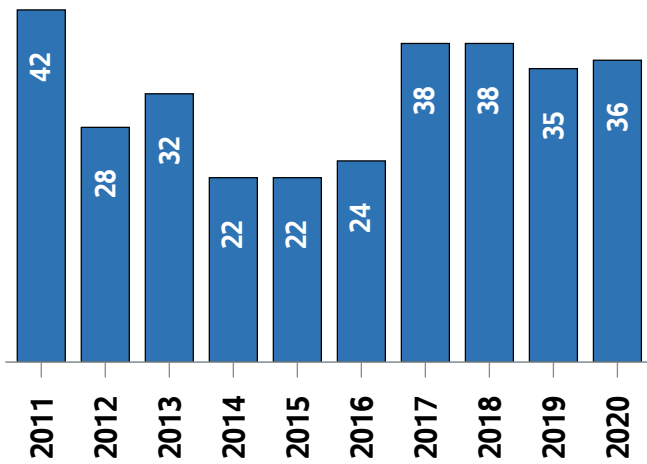


Average Price and Median Price

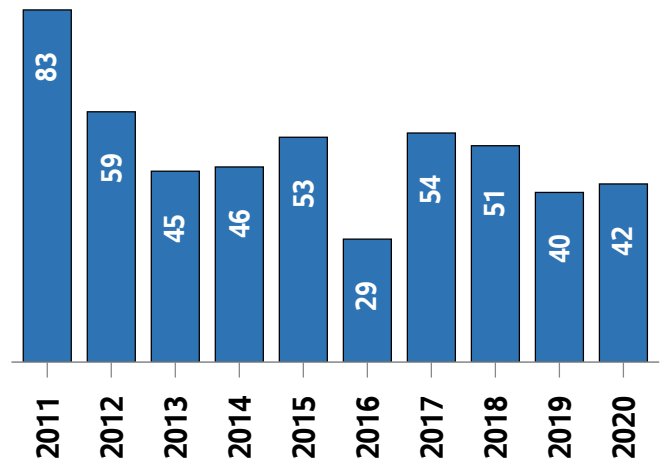


Zorra Twp MLS® Residential Market Activity

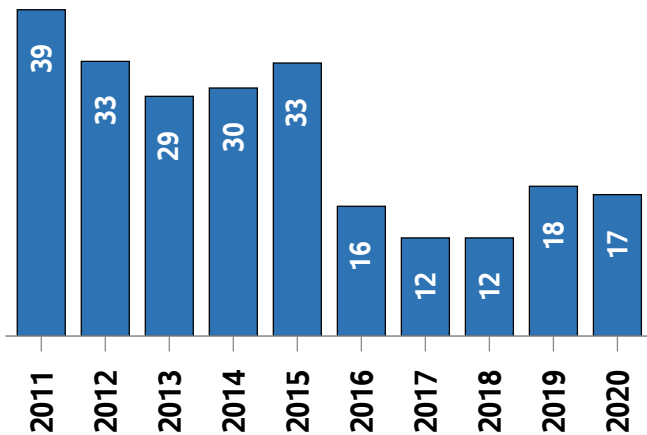
Sales Activity (May Year-to-date)



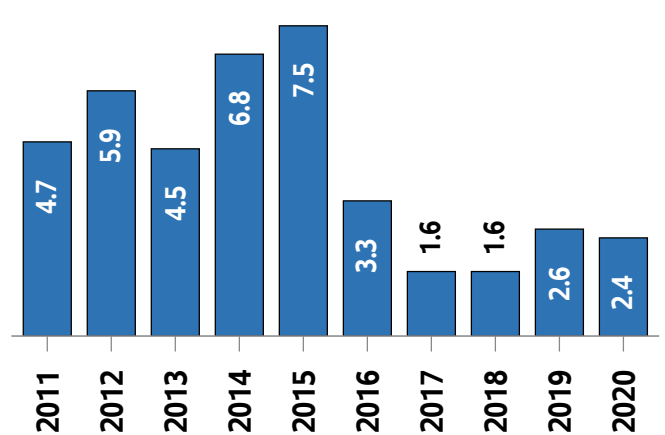
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	7	-22.2	-22.2	0.0	16.7	-36.4	-41.7
Dollar Volume	\$3,916,341	1.4	29.7	79.4	176.6	52.3	38.7
New Listings	7	-50.0	-41.7	-56.3	-58.8	-61.1	-41.7
Active Listings	10	-37.5	-33.3	-50.0	-74.4	-69.7	-77.8
Sales to New Listings Ratio ¹	100.0	64.3	75.0	43.8	35.3	61.1	100.0
Months of Inventory ²	1.4	1.8	1.7	2.9	6.5	3.0	3.8
Average Price	\$559,477	30.4	66.7	79.4	137.1	139.3	137.8
Median Price	\$558,804	43.3	70.5	94.0	140.3	151.7	147.3
Sales to List Price Ratio	100.9	102.4	102.4	104.5	96.9	99.2	98.4
Median Days on Market	100.0	12.0	14.0	10.0	61.0	21.0	39.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	36	2.9	-5.3	-5.3	63.6	12.5	-23.4
Dollar Volume	\$17,917,067	9.6	22.9	25.9	156.8	108.8	48.9
New Listings	42	5.0	-17.6	-22.2	-20.8	-6.7	-41.7
Active Listings ³	17	-5.6	44.1	44.1	-48.2	-41.0	-63.0
Sales to New Listings Ratio ⁴	85.7	87.5	74.5	70.4	41.5	71.1	65.3
Months of Inventory ⁵	2.4	2.6	1.6	1.6	7.5	4.5	4.9
Average Price	\$497,696	6.6	29.8	32.9	56.9	85.6	94.4
Median Price	\$495,000	17.9	32.4	33.9	90.4	85.0	92.6
Sales to List Price Ratio	100.6	100.0	104.2	102.3	96.5	97.8	98.0
Median Days on Market	40.5	38.0	14.0	13.0	51.0	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.

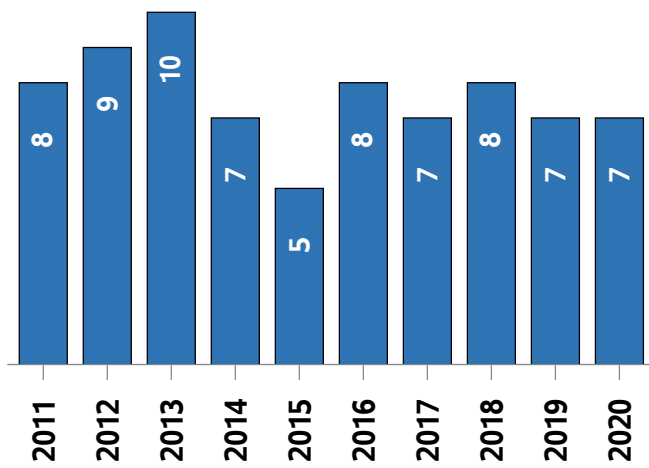
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

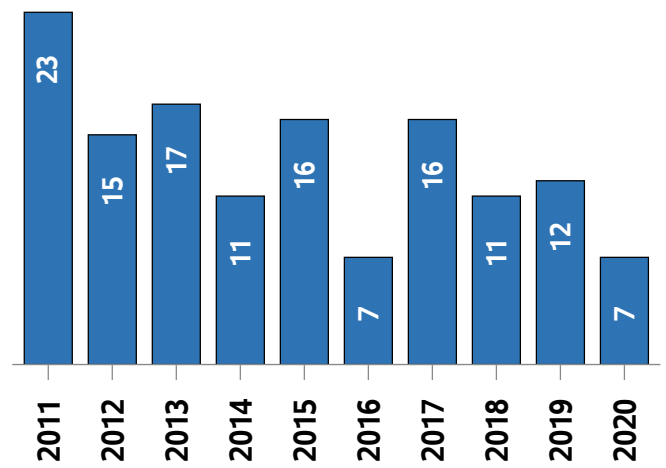
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Zorra Twp MLS® Single Detached Market Activity

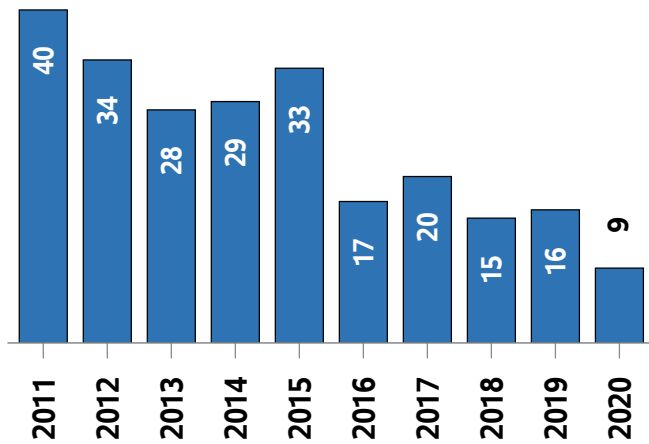
Sales Activity (May only)



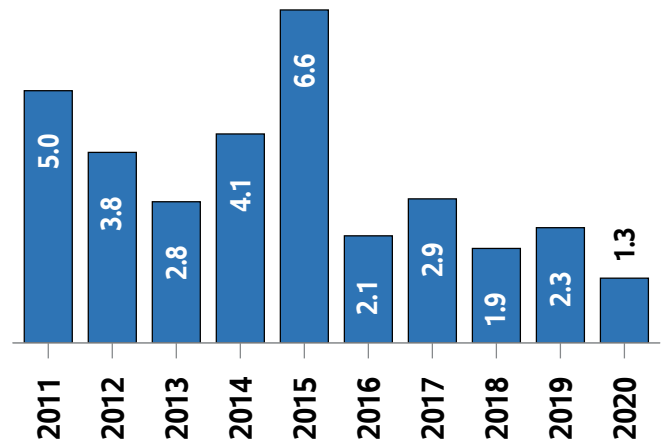
New Listings (May only)



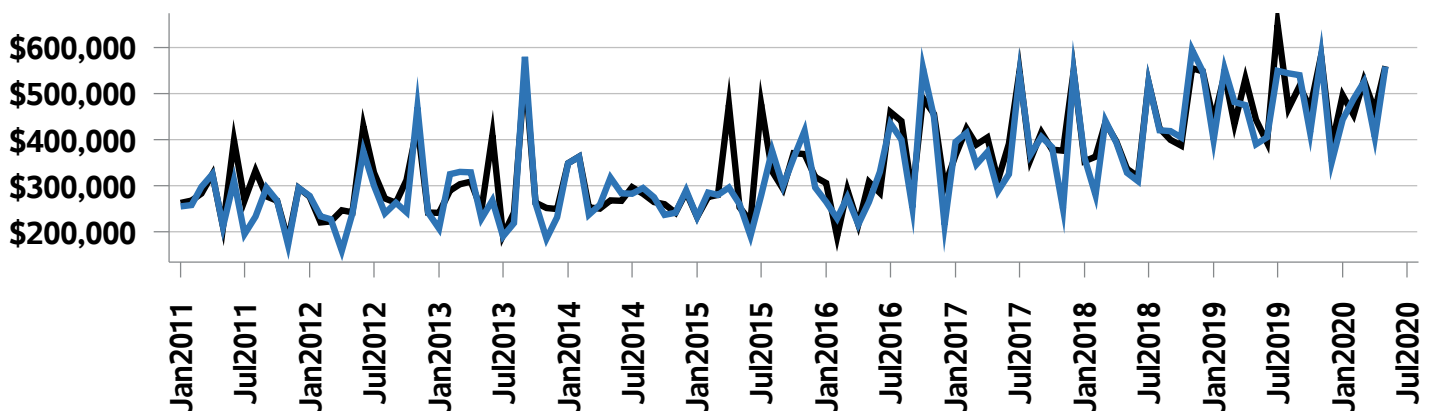
Active Listings (May only)



Months of Inventory (May only)

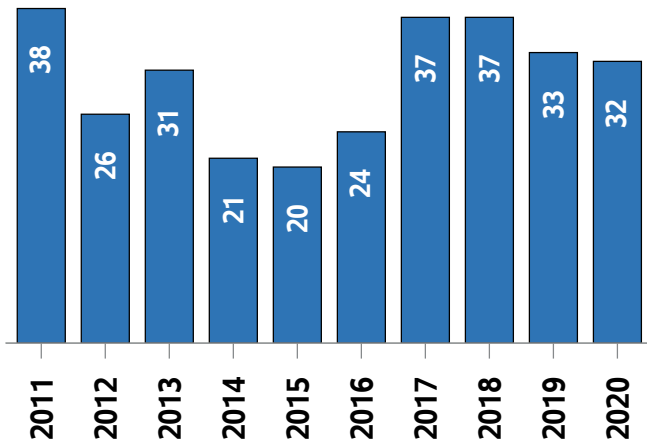


Average Price and Median Price

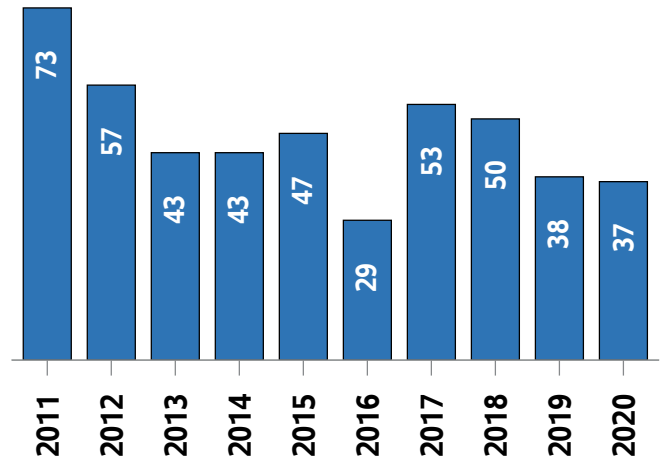


Zorra Twp MLS® Single Detached Market Activity

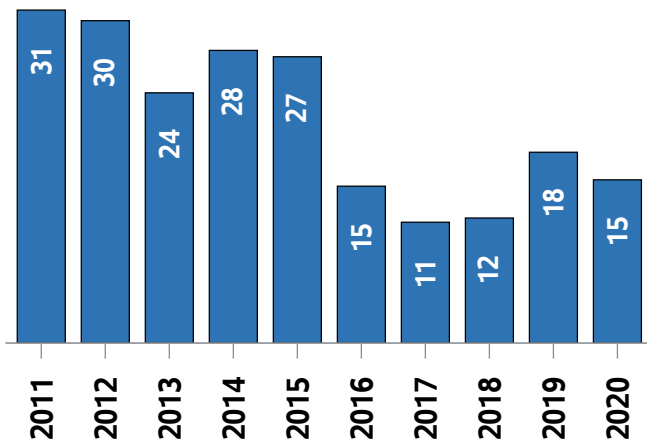
Sales Activity (May Year-to-date)



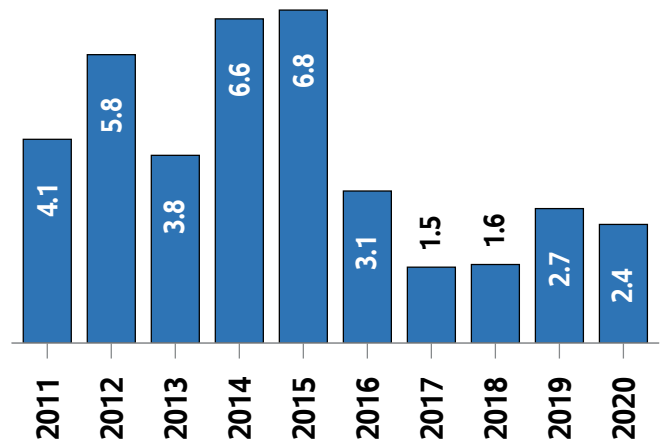
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May 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	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	7	0.0	-12.5	0.0	40.0	-30.0	-41.7
Dollar Volume	\$3,916,341	26.3	45.4	79.4	209.3	58.1	38.7
New Listings	7	-41.7	-36.4	-56.3	-56.3	-58.8	-36.4
Active Listings	9	-43.8	-40.0	-55.0	-72.7	-67.9	-76.3
Sales to New Listings Ratio ¹	100.0	58.3	72.7	43.8	31.3	58.8	109.1
Months of Inventory ²	1.3	2.3	1.9	2.9	6.6	2.8	3.2
Average Price	\$559,477	26.3	66.2	79.4	121.0	125.9	137.8
Median Price	\$558,804	43.3	70.3	94.0	114.9	144.6	147.3
Sales to List Price Ratio	100.9	102.9	102.3	104.5	96.8	99.6	98.4
Median Days on Market	100.0	10.0	15.0	10.0	32.0	17.5	39.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	32	-3.0	-13.5	-13.5	60.0	3.2	-31.9
Dollar Volume	\$16,263,871	4.4	14.1	15.9	142.1	91.7	35.2
New Listings	37	-2.6	-26.0	-30.2	-21.3	-14.0	-43.1
Active Listings ³	15	-14.4	30.5	35.1	-43.0	-34.7	-62.8
Sales to New Listings Ratio ⁴	86.5	86.8	74.0	69.8	42.6	72.1	72.3
Months of Inventory ⁵	2.4	2.7	1.6	1.5	6.8	3.8	4.4
Average Price	\$508,246	7.6	32.0	34.0	51.3	85.7	98.5
Median Price	\$506,753	14.0	35.1	37.0	87.7	77.8	97.2
Sales to List Price Ratio	100.6	100.0	104.2	102.3	96.4	97.9	98.0
Median Days on Market	38.0	38.0	14.0	13.0	40.0	53.0	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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