



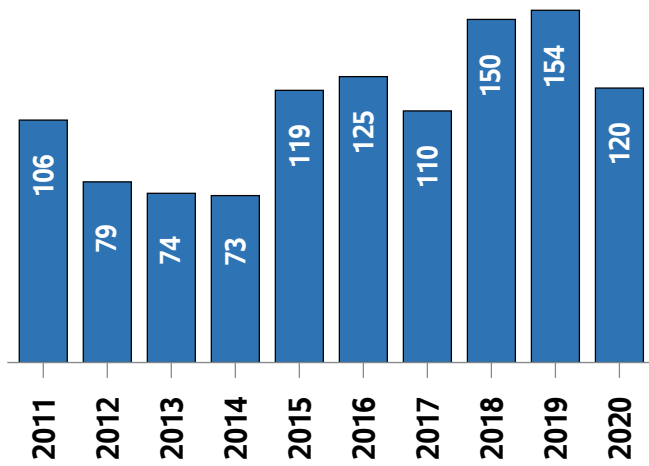
**Woodstock-Ingersoll  
Residential Market Activity Report  
November 2020**



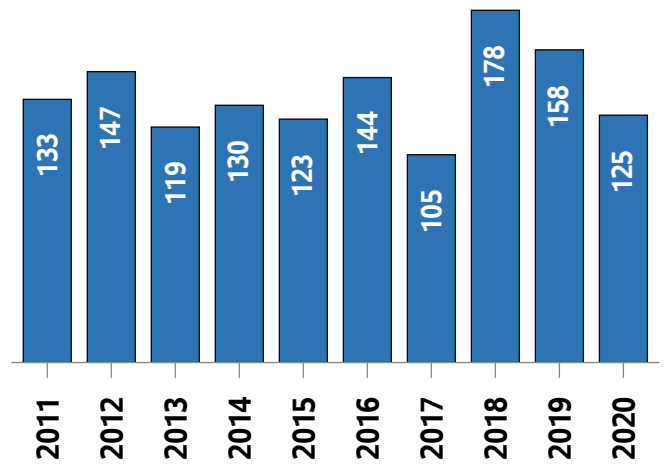
Prepared for the Woodstock-Ingersoll & District Real Estate Board by the Canadian Real Estate Association

# Woodstock-Ingersoll MLS® Residential Market Activity

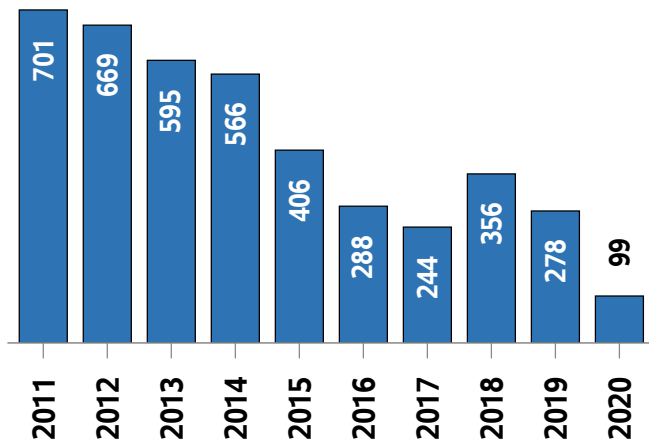
Sales Activity (November only)



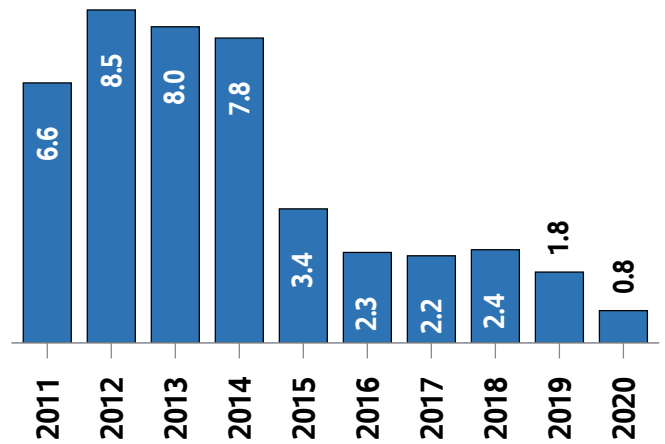
New Listings (November only)



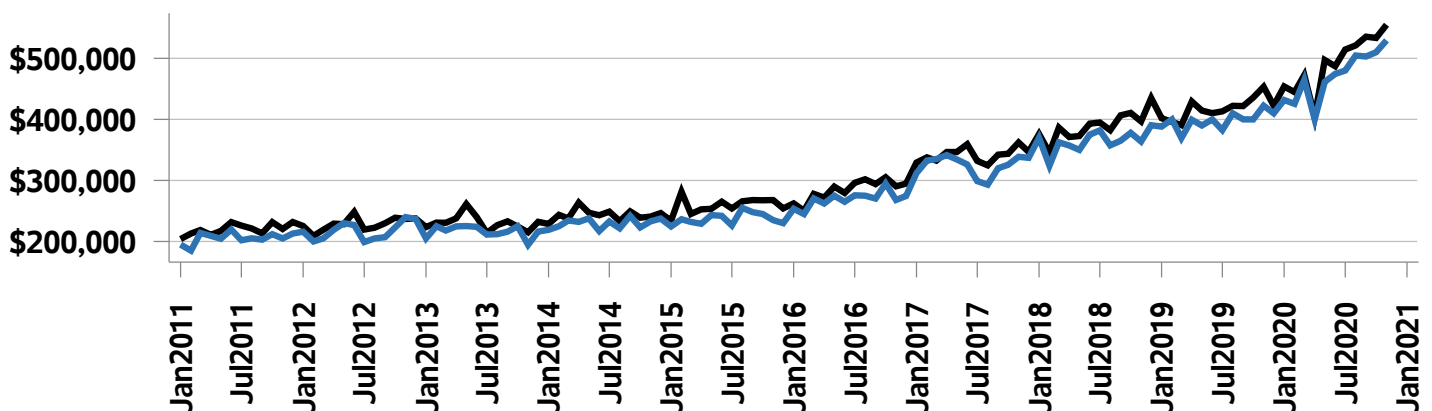
Active Listings (November only)



Months of Inventory (November only)

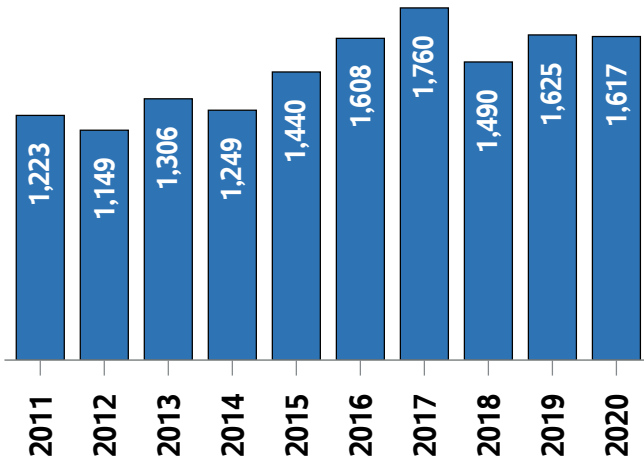


Average Price and Median Price

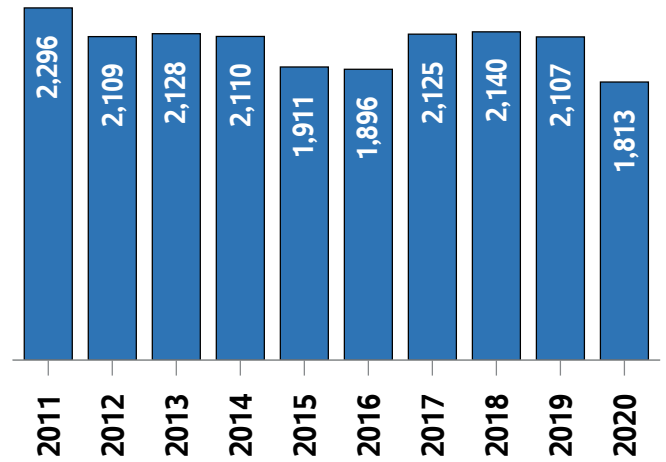


# Woodstock-Ingersoll MLS® Residential Market Activity

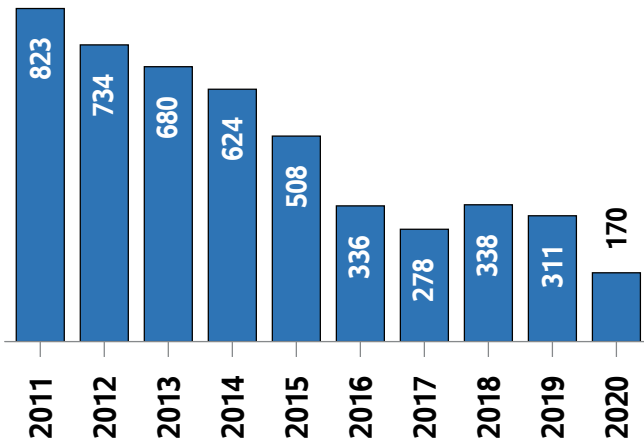
Sales Activity (November Year-to-date)



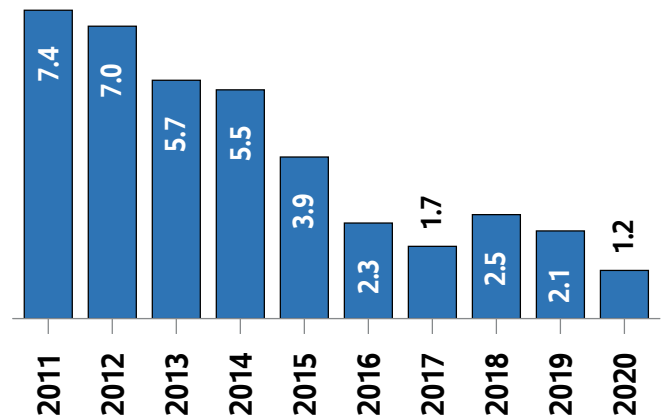
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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 MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	120	-22.1	-20.0	9.1	0.8	62.2	30.4
Dollar Volume	\$66,609,804	-4.6	11.9	67.2	109.0	318.7	255.4
New Listings	125	-20.9	-29.8	19.0	1.6	5.0	-15.5
Active Listings	99	-64.4	-72.2	-59.4	-75.6	-83.4	-88.1
Sales to New Listings Ratio <sup>1</sup>	96.0	97.5	84.3	104.8	96.7	62.2	62.2
Months of Inventory <sup>2</sup>	0.8	1.8	2.4	2.2	3.4	8.0	9.0
Average Price	\$555,082	22.4	39.9	53.2	107.2	158.2	172.5
Median Price	\$529,500	25.3	45.6	56.3	125.4	172.2	177.0
Sales to List Price Ratio	104.8	98.9	99.2	98.5	98.5	97.3	96.4
Median Days on Market	11.0	22.0	21.0	37.0	40.0	52.0	56.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	1,617	-0.5	8.5	-8.1	12.3	23.8	28.8
Dollar Volume	\$809,537,763	19.0	40.6	34.4	116.6	166.4	203.9
New Listings	1,813	-14.0	-15.3	-14.7	-5.1	-14.8	-24.2
Active Listings <sup>3</sup>	170	-45.3	-49.7	-38.7	-66.5	-75.0	-81.2
Sales to New Listings Ratio <sup>4</sup>	89.2	77.1	69.6	82.8	75.4	61.4	52.5
Months of Inventory <sup>5</sup>	1.2	2.1	2.5	1.7	3.9	5.7	7.9
Average Price	\$500,642	19.6	29.5	46.3	92.9	115.1	135.9
Median Price	\$475,000	19.0	30.1	44.0	98.7	115.9	134.7
Sales to List Price Ratio	102.3	100.2	99.7	101.2	97.5	97.2	96.2
Median Days on Market	13.0	20.0	18.5	16.0	42.0	53.0	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.

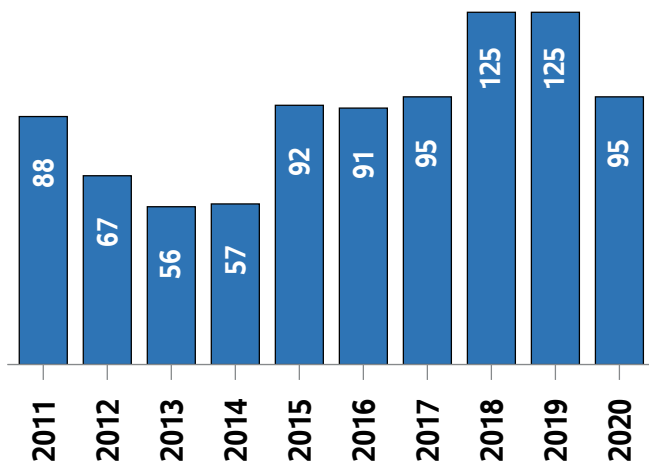
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

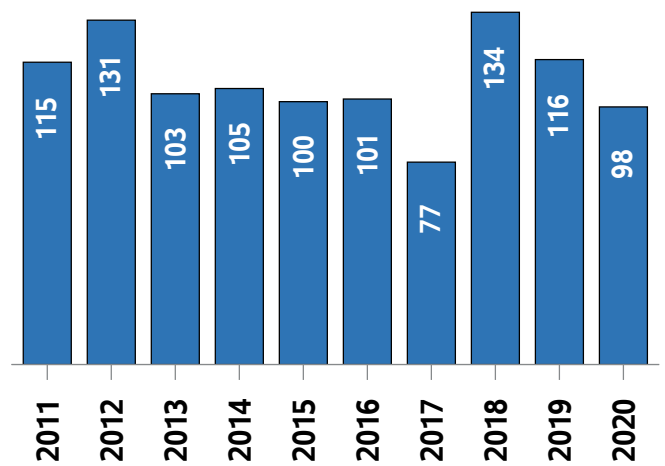
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Woodstock-Ingersoll MLS® Single Detached Market Activity

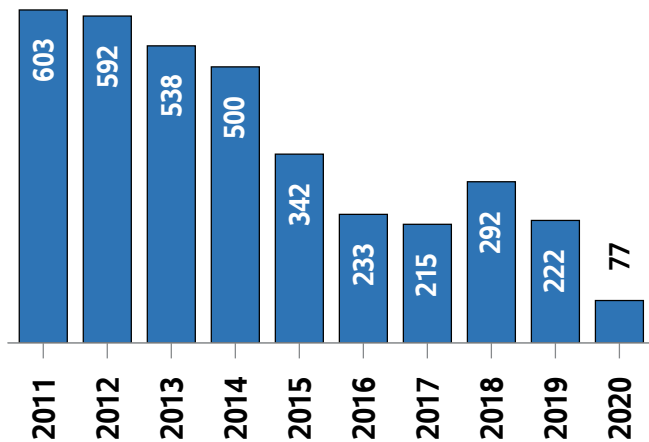
Sales Activity (November only)



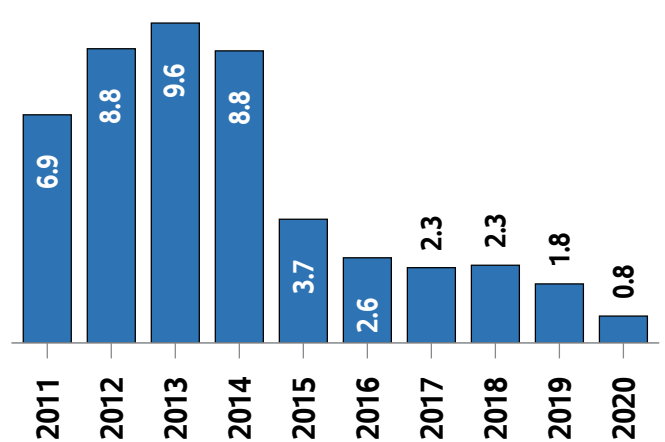
New Listings (November only)



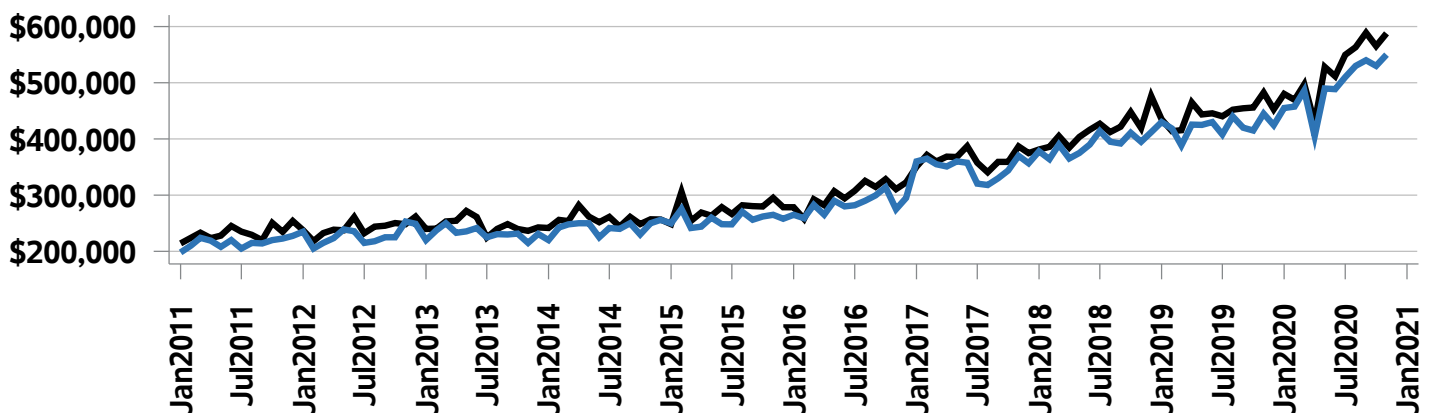
Active Listings (November only)



Months of Inventory (November only)

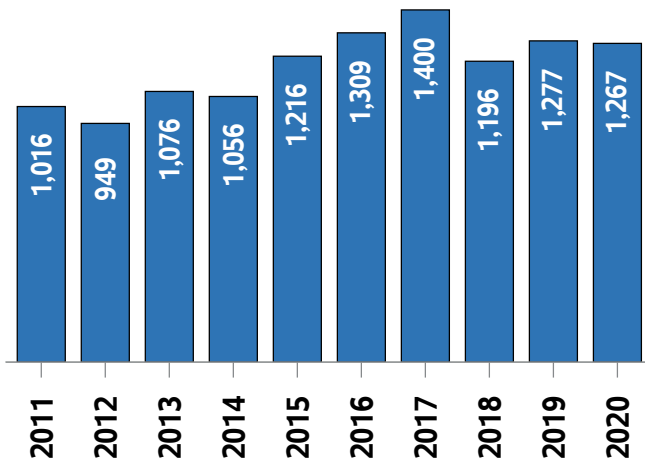


Average Price and Median Price

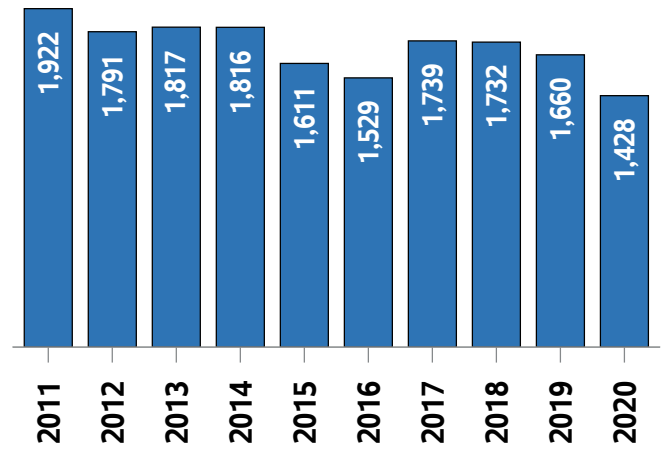


## Woodstock-Ingersoll MLS® Single Detached Market Activity

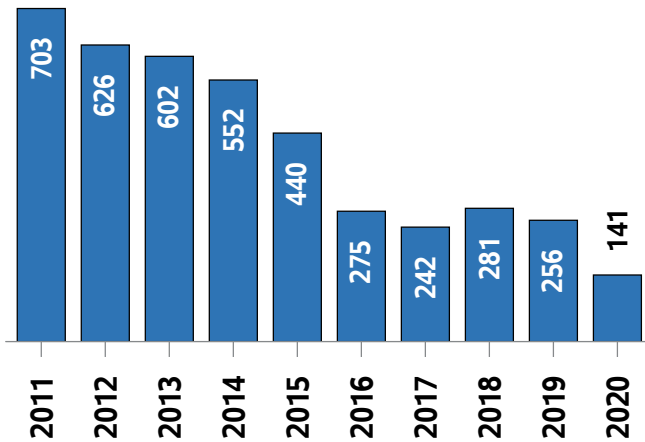
Sales Activity (November Year-to-date)



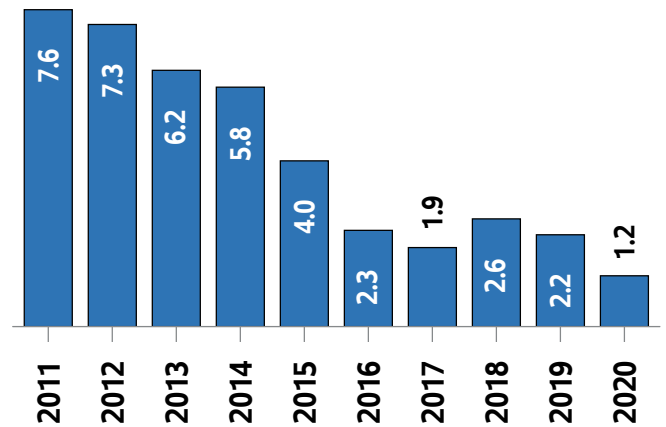
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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 MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	95	-24.0	-24.0	0.0	3.3	69.6	26.7
Dollar Volume	\$55,848,109	-7.4	6.5	52.0	105.6	321.8	237.4
New Listings	98	-15.5	-26.9	27.3	-2.0	-4.9	-21.6
Active Listings	77	-65.3	-73.6	-64.2	-77.5	-85.7	-89.2
Sales to New Listings Ratio <sup>1</sup>	96.9	107.8	93.3	123.4	92.0	54.4	60.0
Months of Inventory <sup>2</sup>	0.8	1.8	2.3	2.3	3.7	9.6	9.5
Average Price	\$587,875	21.8	40.2	52.0	99.1	148.6	166.4
Median Price	\$550,000	23.6	39.2	48.6	107.5	155.8	155.8
Sales to List Price Ratio	105.0	98.9	99.2	98.3	98.5	97.3	96.3
Median Days on Market	9.0	24.0	22.0	40.0	39.0	52.0	65.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	1,267	-0.8	5.9	-9.5	4.2	17.8	17.5
Dollar Volume	\$676,224,500	18.3	37.6	32.1	102.9	153.0	182.8
New Listings	1,428	-14.0	-17.6	-17.9	-11.4	-21.4	-30.6
Active Listings <sup>3</sup>	141	-45.1	-50.0	-41.8	-68.0	-76.6	-82.0
Sales to New Listings Ratio <sup>4</sup>	88.7	76.9	69.1	80.5	75.5	59.2	52.4
Months of Inventory <sup>5</sup>	1.2	2.2	2.6	1.9	4.0	6.2	8.0
Average Price	\$533,721	19.2	29.8	46.0	94.7	114.9	140.6
Median Price	\$502,500	18.8	28.9	43.6	98.0	116.6	139.3
Sales to List Price Ratio	102.1	100.0	99.7	100.9	97.4	97.3	96.0
Median Days on Market	13.0	21.0	19.0	15.0	43.0	53.0	63.0

<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.

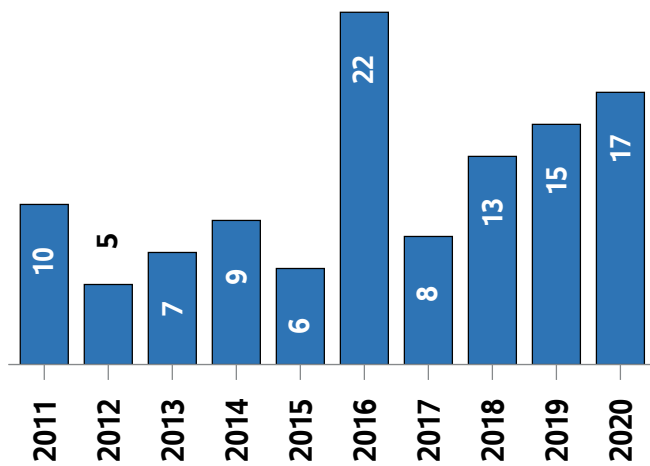
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

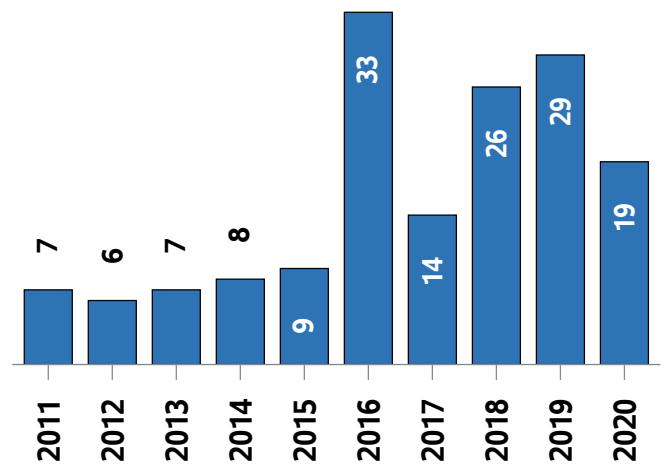
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Woodstock-Ingersoll MLS® Semi-Detached Market Activity

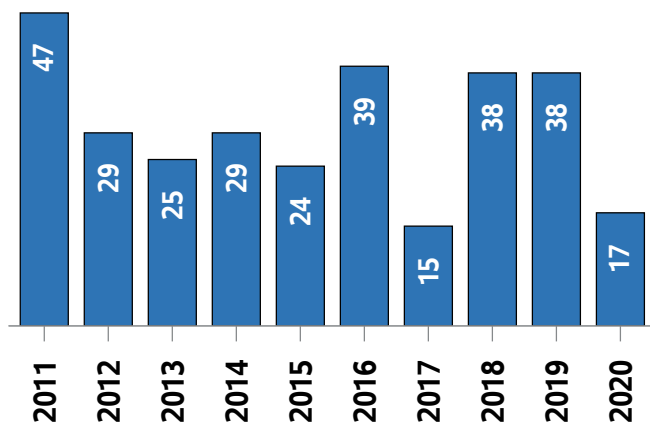
Sales Activity (November only)



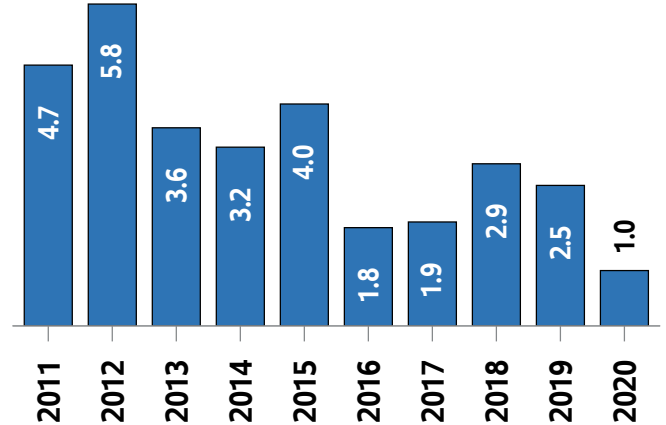
New Listings (November only)



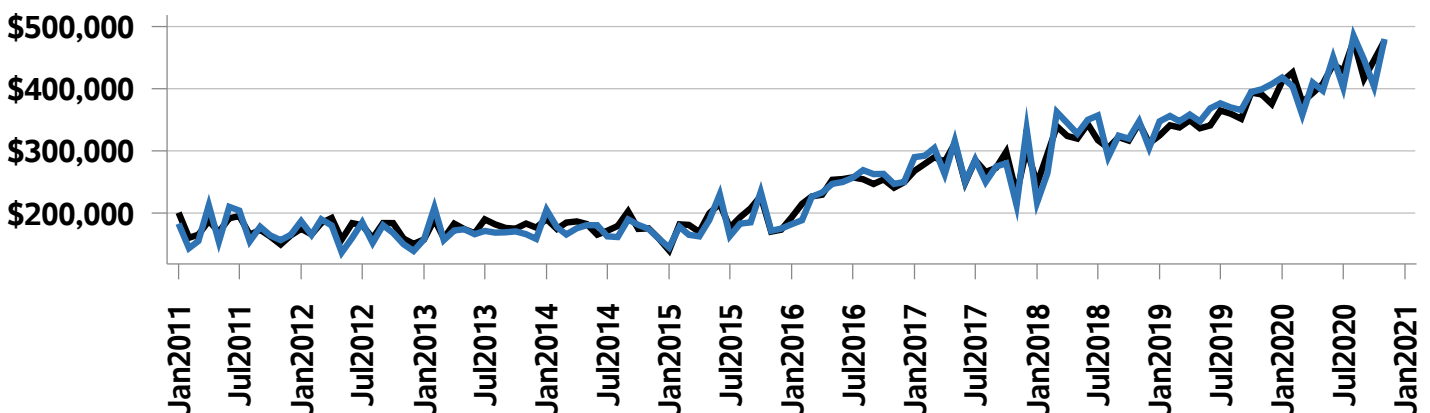
Active Listings (November only)



Months of Inventory (November only)



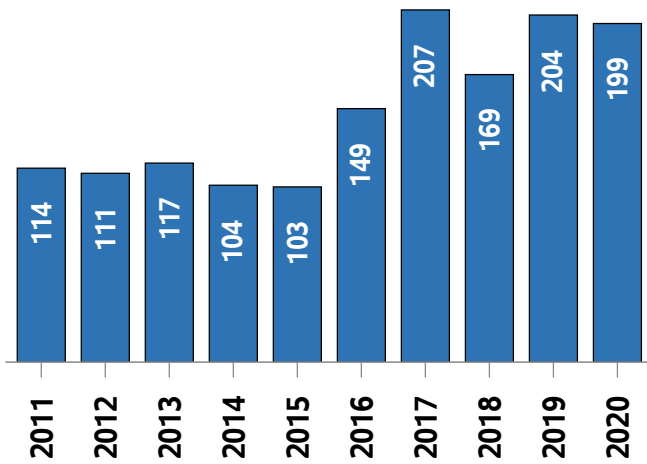
Average Price and Median Price



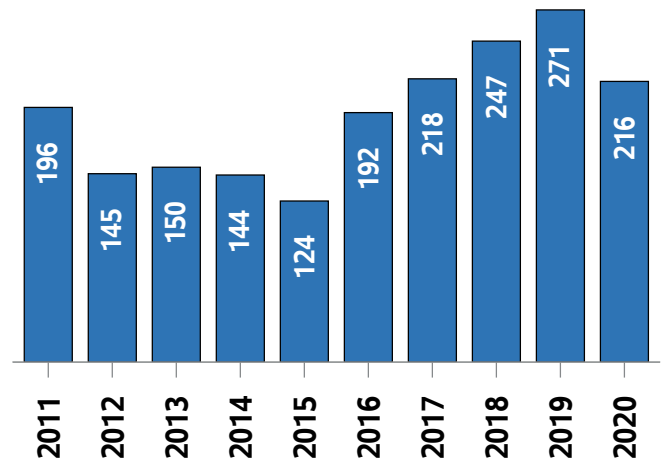


# Woodstock-Ingersoll MLS® Semi-Detached Market Activity

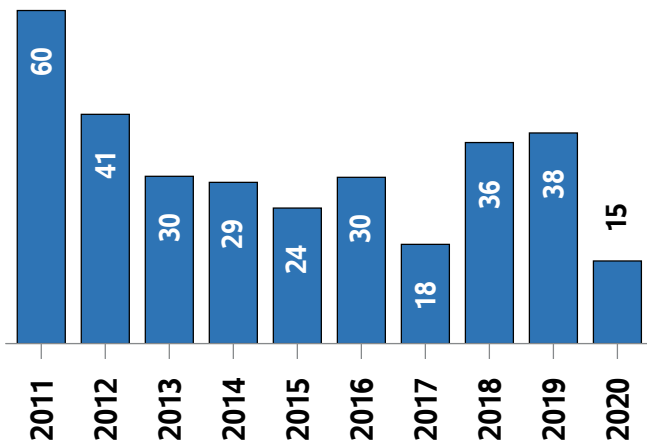
Sales Activity (November Year-to-date)



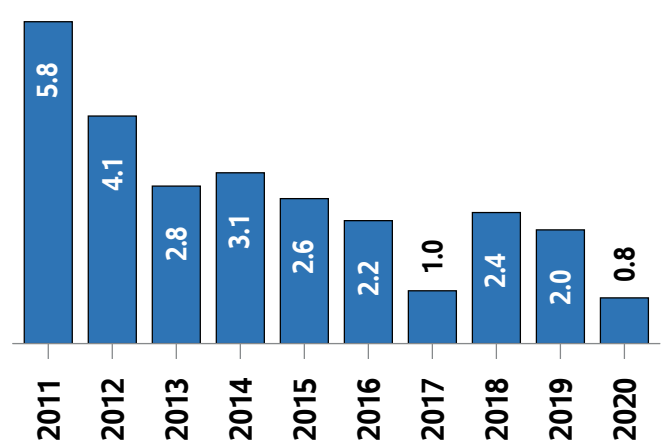
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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 MLS® Semi-Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	17	13.3	30.8	112.5	183.3	142.9	88.9
Dollar Volume	\$8,111,095	38.3	80.9	339.7	694.8	532.9	516.6
New Listings	19	-34.5	-26.9	35.7	111.1	171.4	216.7
Active Listings	17	-55.3	-55.3	13.3	-29.2	-32.0	-64.6
Sales to New Listings Ratio <sup>1</sup>	89.5	51.7	50.0	57.1	66.7	100.0	150.0
Months of Inventory <sup>2</sup>	1.0	2.5	2.9	1.9	4.0	3.6	5.3
Average Price	\$477,123	22.1	38.3	106.9	180.5	160.6	226.4
Median Price	\$480,000	20.3	38.1	125.5	179.9	189.2	242.9
Sales to List Price Ratio	102.6	99.9	97.4	98.8	97.6	96.1	97.0
Median Days on Market	20.0	13.0	15.0	21.5	33.0	60.0	28.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	199	-2.5	17.8	-3.9	93.2	70.1	128.7
Dollar Volume	\$86,820,107	20.1	59.5	48.4	339.8	318.7	516.8
New Listings	216	-20.3	-12.6	-0.9	74.2	44.0	45.9
Active Listings <sup>3</sup>	15	-60.8	-58.9	-16.8	-39.0	-50.6	-73.2
Sales to New Listings Ratio <sup>4</sup>	92.1	75.3	68.4	95.0	83.1	78.0	58.8
Months of Inventory <sup>5</sup>	0.8	2.0	2.4	1.0	2.6	2.8	7.0
Average Price	\$436,282	23.1	35.4	54.3	127.7	146.2	169.6
Median Price	\$428,800	17.6	26.5	48.0	140.9	155.2	171.4
Sales to List Price Ratio	104.0	100.9	100.2	103.6	97.5	97.5	97.4
Median Days on Market	12.0	15.0	16.0	14.0	29.0	33.0	50.0

<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.

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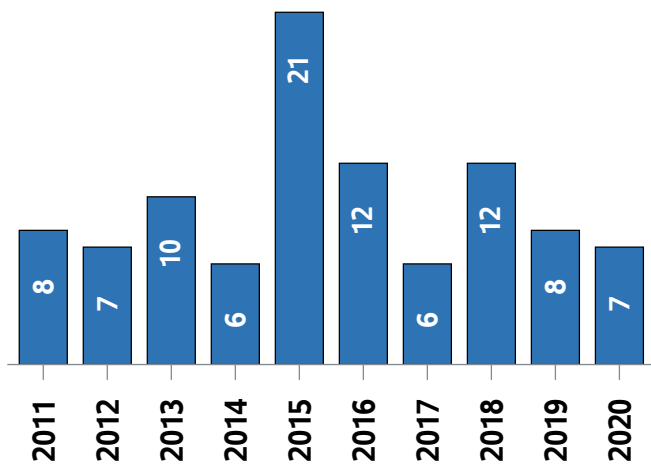
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

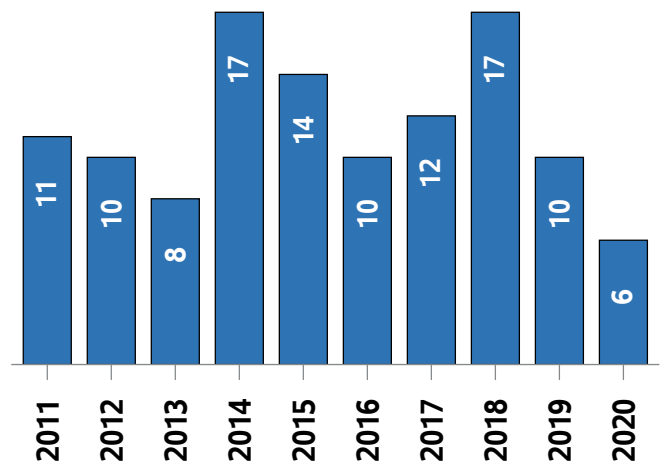
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Woodstock-Ingersoll MLS® Condo Market Activity

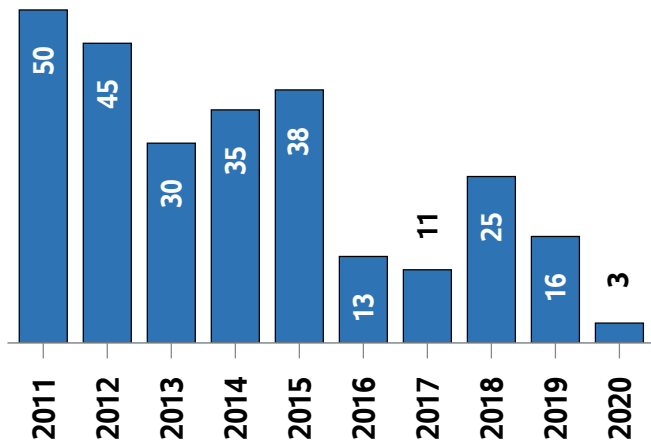
Sales Activity (November only)



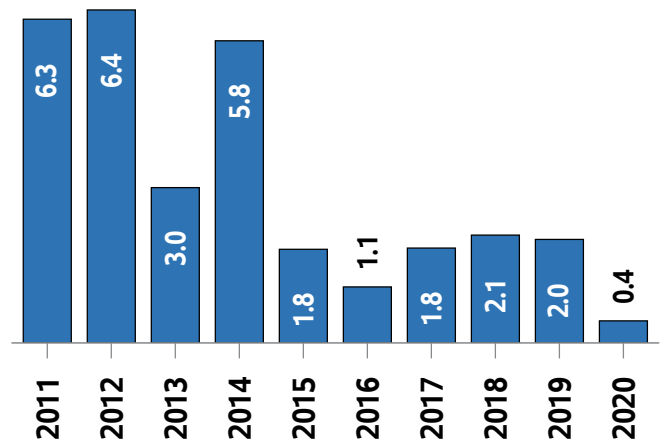
New Listings (November only)



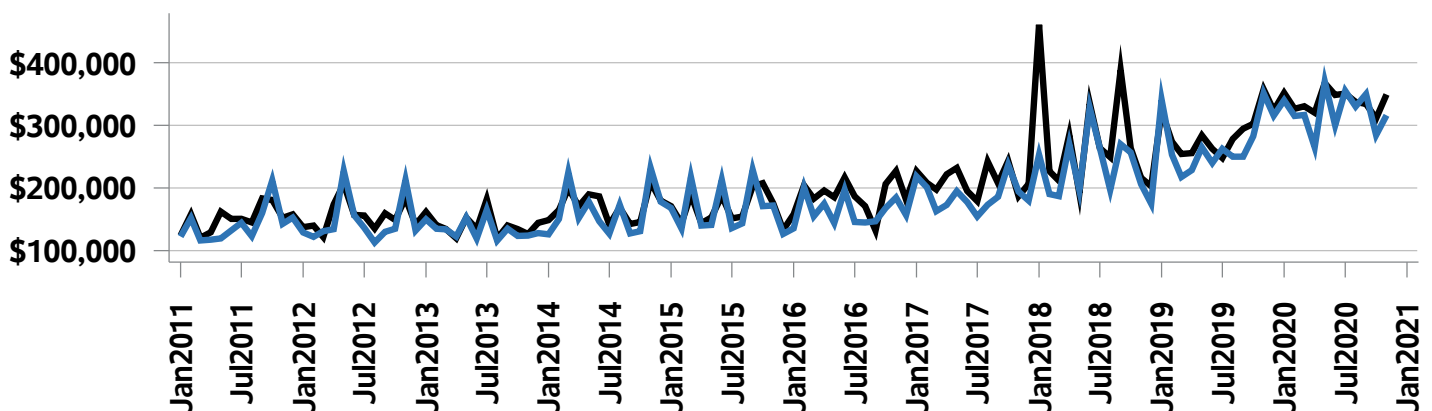
Active Listings (November only)



Months of Inventory (November only)

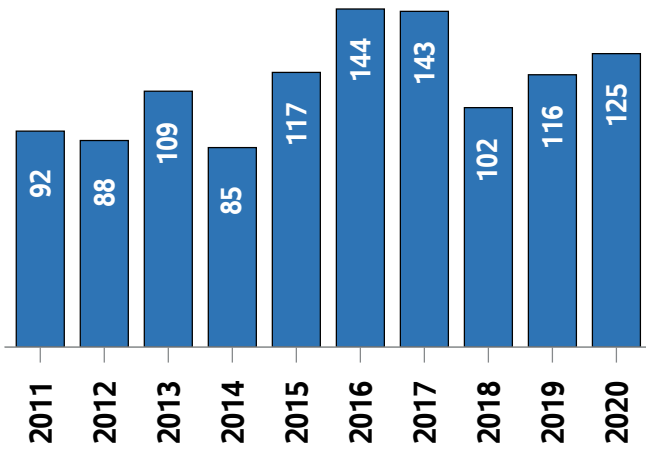


Average Price and Median Price

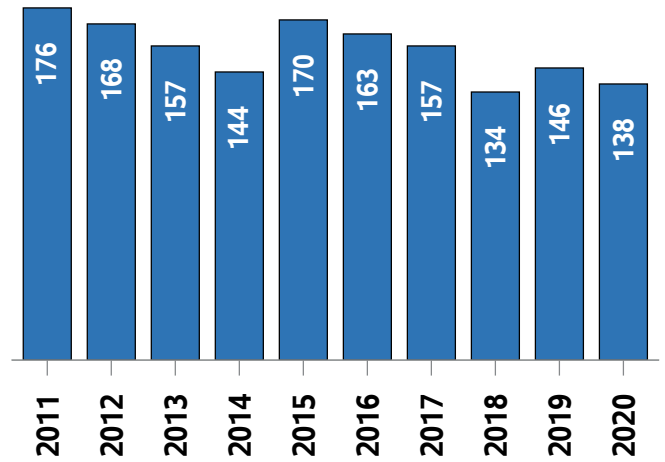


# Woodstock-Ingersoll MLS® Condo Market Activity

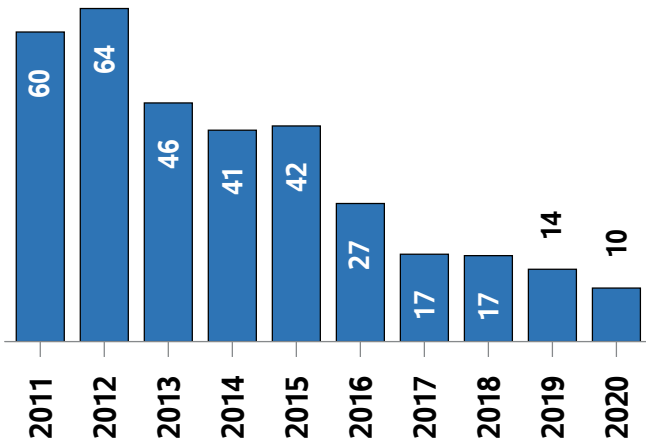
Sales Activity (November Year-to-date)



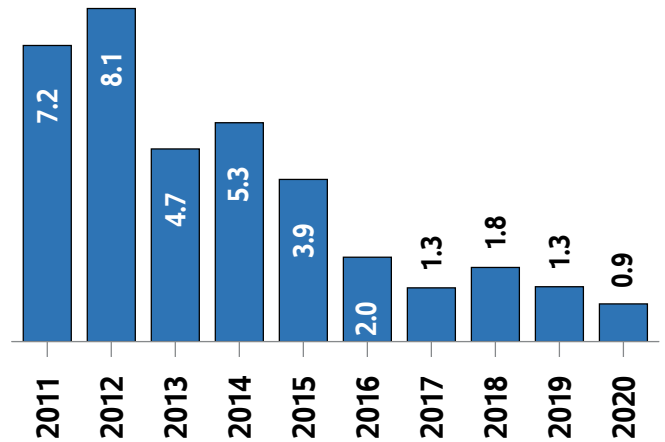
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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 MLS® Condo Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	7	-12.5	-41.7	16.7	-66.7	-30.0	-12.5
Dollar Volume	\$2,444,600	-14.5	-5.8	118.0	-33.8	93.3	179.7
New Listings	6	-40.0	-64.7	-50.0	-57.1	-25.0	-64.7
Active Listings	3	-81.3	-88.0	-72.7	-92.1	-90.0	-95.7
Sales to New Listings Ratio <sup>1</sup>	116.7	80.0	70.6	50.0	150.0	125.0	47.1
Months of Inventory <sup>2</sup>	0.4	2.0	2.1	1.8	1.8	3.0	8.8
Average Price	\$349,229	-2.3	61.5	86.9	98.7	176.2	219.7
Median Price	\$316,000	-10.1	53.4	62.7	83.7	154.8	167.3
Sales to List Price Ratio	103.9	99.5	100.2	101.2	99.1	97.3	96.6
Median Days on Market	14.0	24.5	13.5	9.5	54.0	58.0	39.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	125	7.8	22.5	-12.6	6.8	14.7	38.9
Dollar Volume	\$42,464,756	30.2	57.2	39.6	107.9	174.6	222.6
New Listings	138	-5.5	3.0	-12.1	-18.8	-12.1	-25.0
Active Listings <sup>3</sup>	10	-26.0	-37.7	-38.7	-75.2	-77.6	-84.6
Sales to New Listings Ratio <sup>4</sup>	90.6	79.5	76.1	91.1	68.8	69.4	48.9
Months of Inventory <sup>5</sup>	0.9	1.3	1.8	1.3	3.9	4.7	8.2
Average Price	\$339,718	20.8	28.3	59.7	94.6	139.5	132.3
Median Price	\$320,000	24.5	33.4	77.8	98.8	146.2	146.2
Sales to List Price Ratio	102.8	102.0	100.5	100.8	99.0	96.3	96.9
Median Days on Market	14.0	16.0	17.0	21.0	42.0	66.0	58.5

<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.

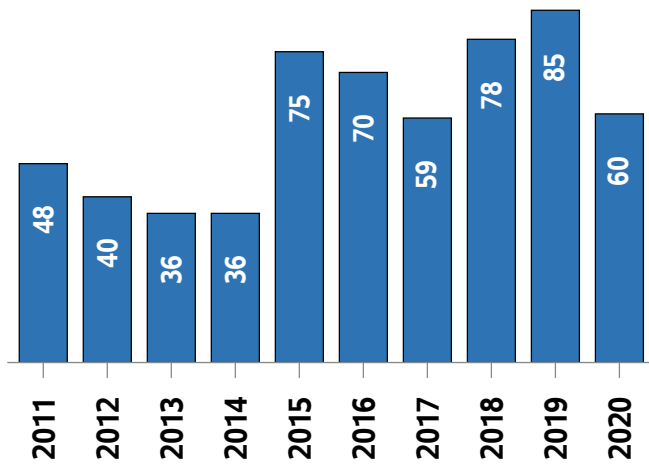
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<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.

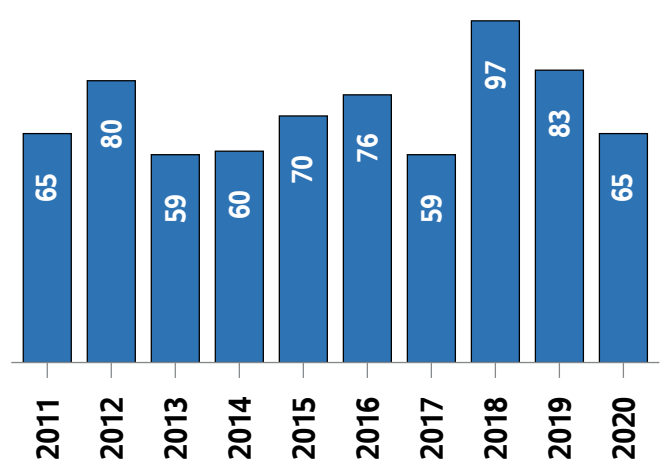
# 1 - Woodstock City

## MLS® Residential Market Activity

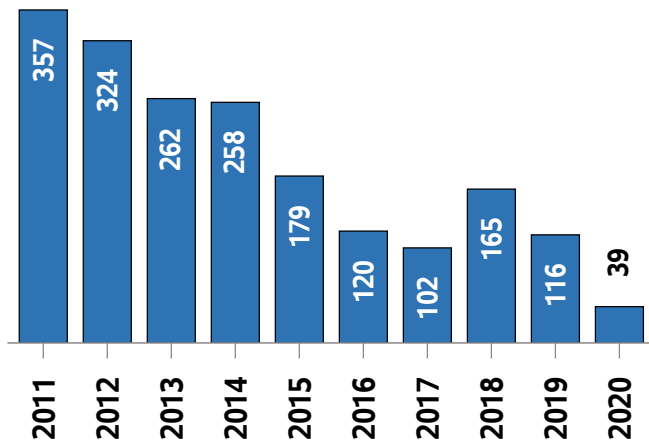
Sales Activity (November only)



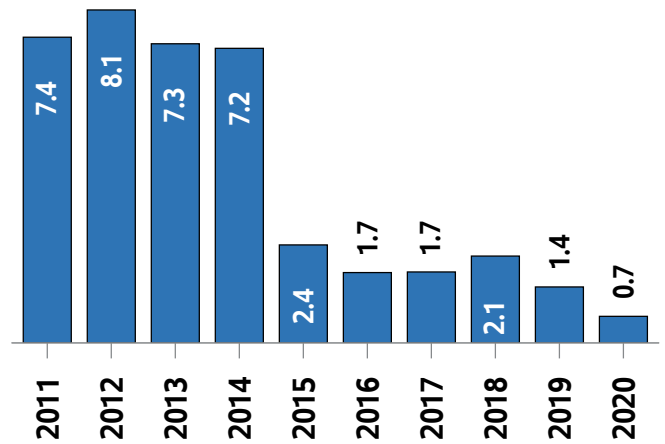
New Listings (November only)



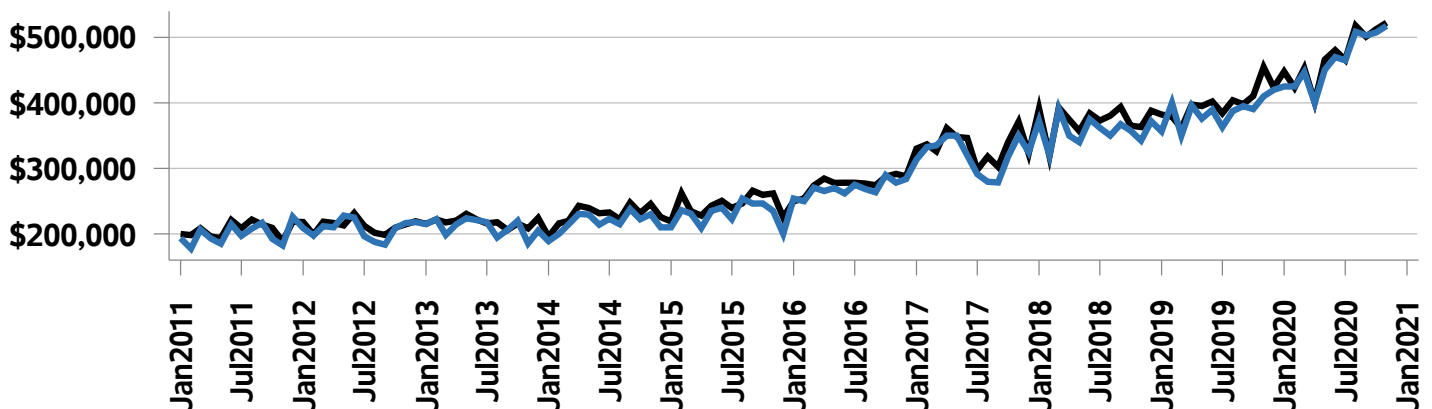
Active Listings (November only)



Months of Inventory (November only)



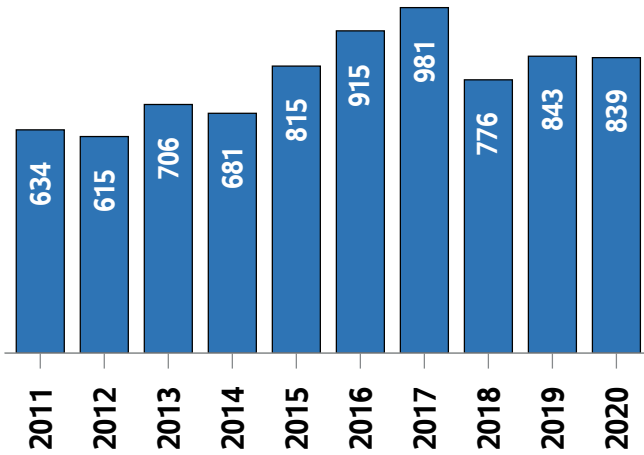
Average Price and Median Price



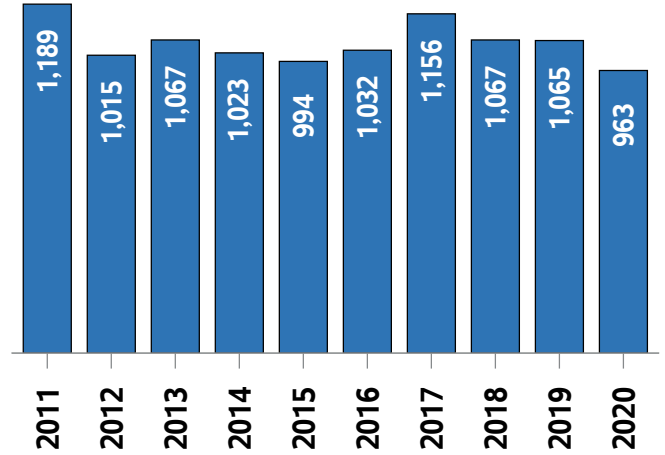
# 1 - Woodstock City

## MLS® Residential Market Activity

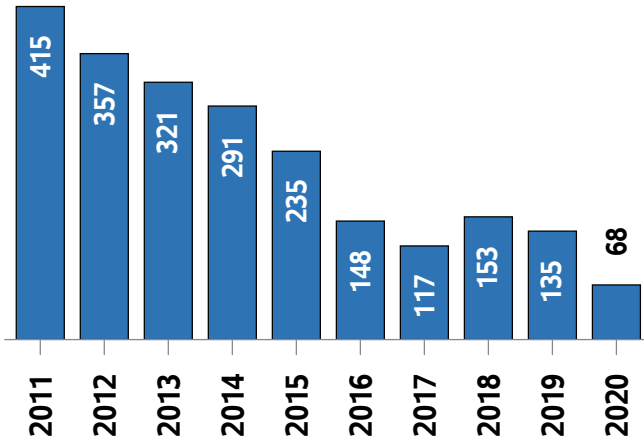
Sales Activity (November Year-to-date)



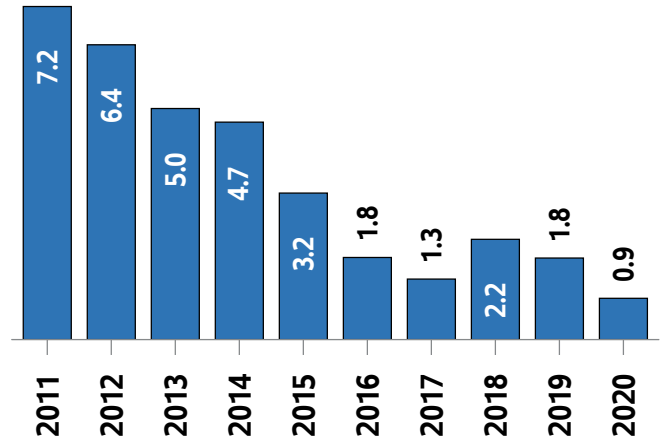
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

# 1 - Woodstock City

## MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	60	-29.4	-23.1	1.7	-20.0	66.7	17.6
Dollar Volume	\$31,342,405	-18.9	10.7	43.2	59.6	318.0	239.3
New Listings	65	-21.7	-33.0	10.2	-7.1	10.2	-22.6
Active Listings	39	-66.4	-76.4	-61.8	-78.2	-85.1	-90.3
Sales to New Listings Ratio <sup>1</sup>	92.3	102.4	80.4	100.0	107.1	61.0	60.7
Months of Inventory <sup>2</sup>	0.7	1.4	2.1	1.7	2.4	7.3	7.9
Average Price	\$522,373	14.9	43.9	40.8	99.5	150.8	188.4
Median Price	\$517,498	26.2	51.1	47.9	120.2	179.0	213.6
Sales to List Price Ratio	103.3	99.2	100.0	98.6	97.9	98.1	96.2
Median Days on Market	14.0	21.0	18.0	44.0	40.0	69.0	52.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	839	-0.5	8.1	-14.5	2.9	18.8	35.3
Dollar Volume	\$402,508,514	19.5	39.0	22.1	100.6	161.2	218.0
New Listings	963	-9.6	-9.7	-16.7	-3.1	-9.7	-18.9
Active Listings <sup>3</sup>	68	-49.6	-55.5	-41.6	-71.0	-78.8	-84.4
Sales to New Listings Ratio <sup>4</sup>	87.1	79.2	72.7	84.9	82.0	66.2	52.2
Months of Inventory <sup>5</sup>	0.9	1.8	2.2	1.3	3.2	5.0	7.8
Average Price	\$479,748	20.1	28.6	42.8	94.9	119.8	135.0
Median Price	\$465,000	20.8	30.1	43.1	99.1	118.5	139.4
Sales to List Price Ratio	102.8	100.1	99.8	101.2	97.9	97.7	95.9
Median Days on Market	11.0	19.0	19.0	15.0	37.0	49.0	56.0

<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.

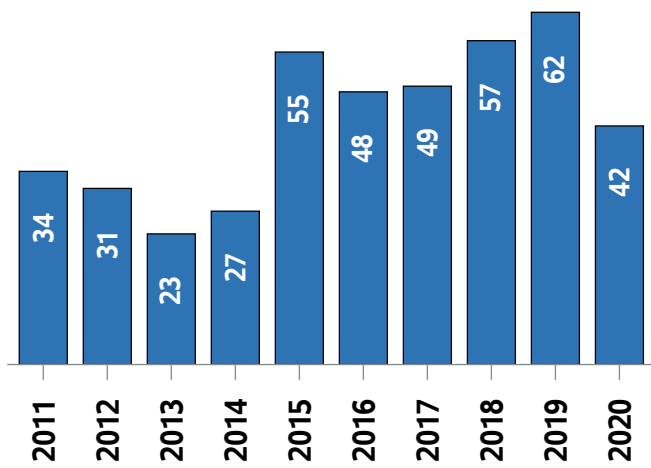
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



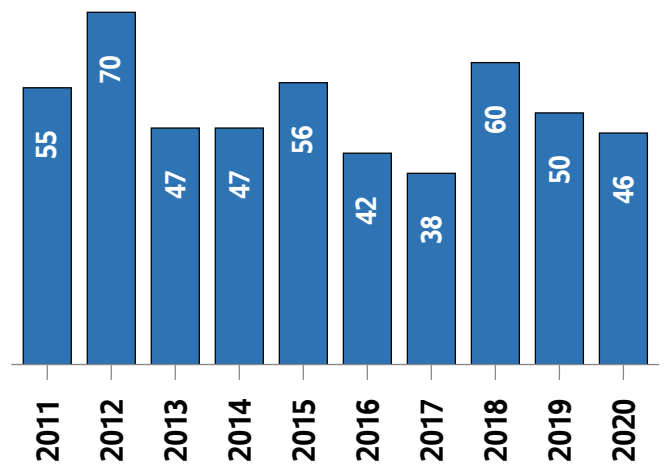
# 1 - Woodstock City

## MLS® Single Detached Market Activity

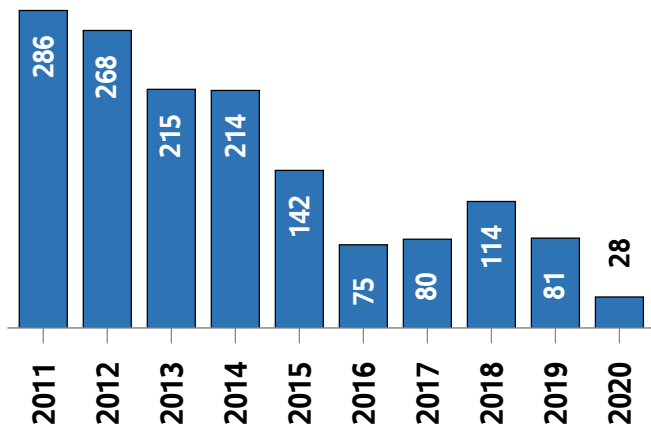
Sales Activity (November only)



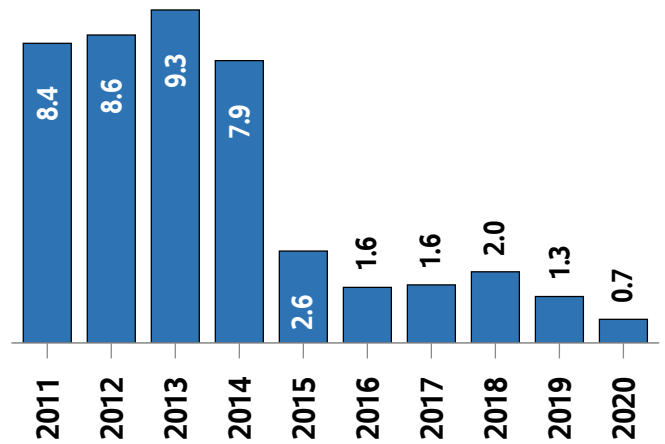
New Listings (November only)



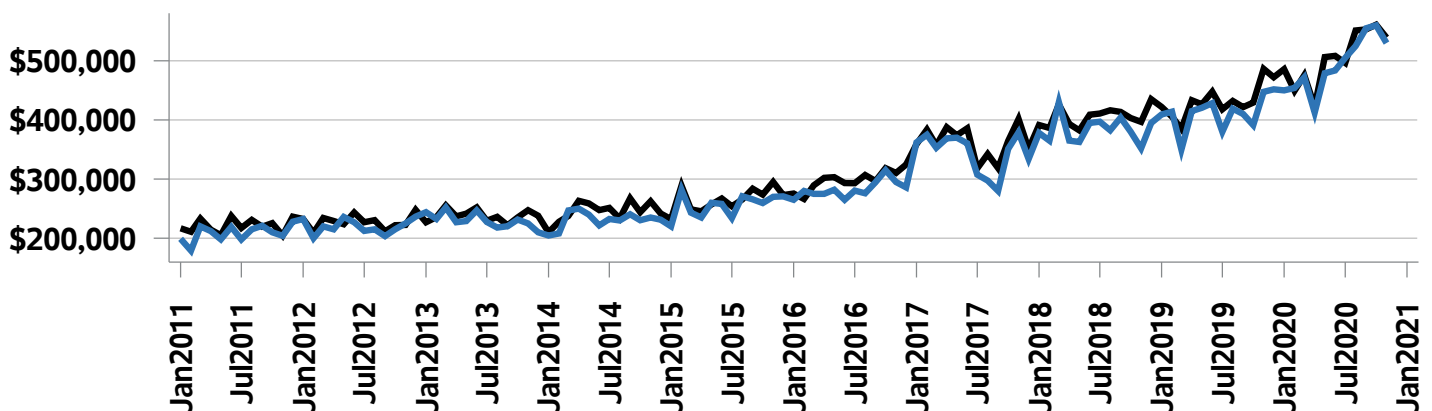
Active Listings (November only)



Months of Inventory (November only)



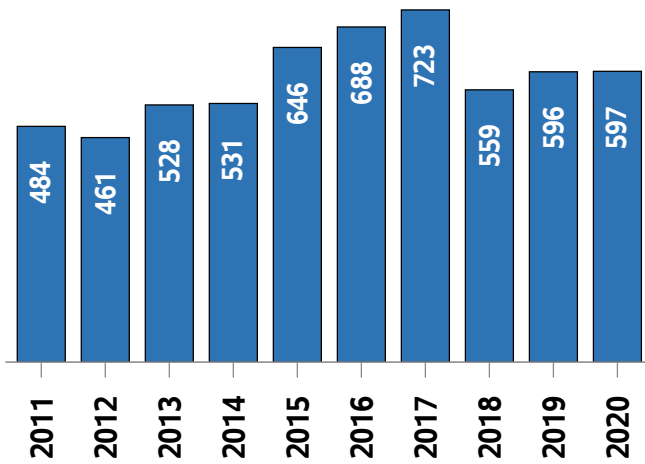
Average Price and Median Price



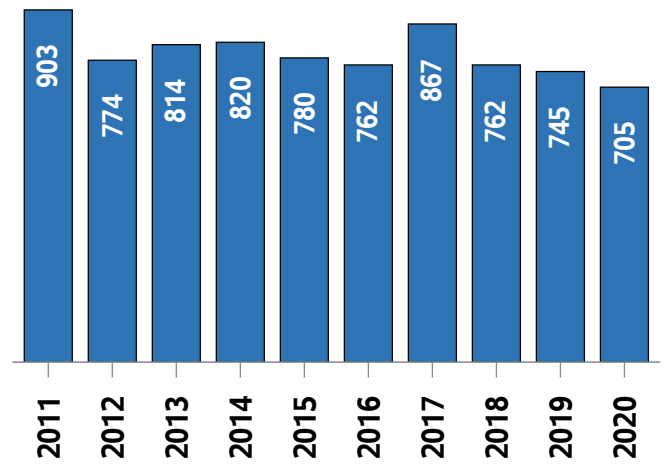
# 1 - Woodstock City

## MLS® Single Detached Market Activity

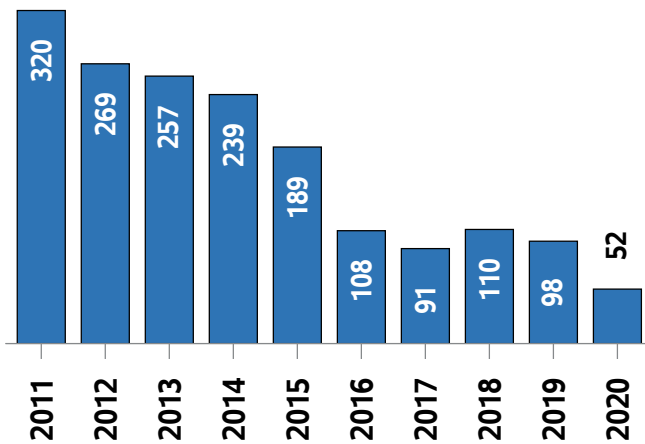
Sales Activity (November Year-to-date)



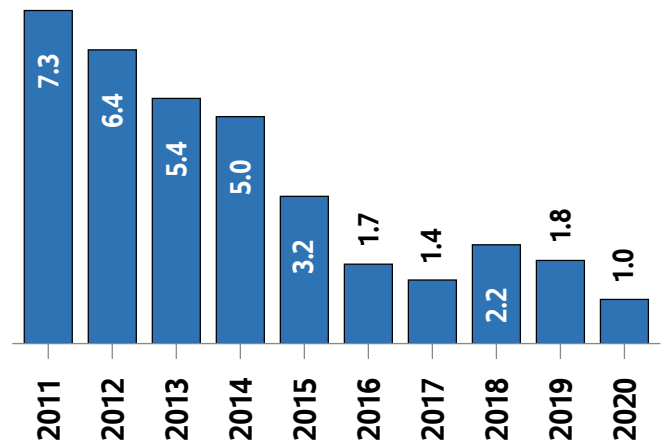
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

# 1 - Woodstock City

## MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	42	-32.3	-26.3	-14.3	-23.6	82.6	7.7
Dollar Volume	\$22,644,710	-24.9	0.1	15.1	39.5	298.0	190.9
New Listings	46	-8.0	-23.3	21.1	-17.9	-2.1	-27.0
Active Listings	28	-65.4	-75.4	-65.0	-80.3	-87.0	-91.0
Sales to New Listings Ratio <sup>1</sup>	91.3	124.0	95.0	128.9	98.2	48.9	61.9
Months of Inventory <sup>2</sup>	0.7	1.3	2.0	1.6	2.6	9.3	7.9
Average Price	\$539,160	10.9	35.9	34.3	82.7	118.0	170.2
Median Price	\$530,000	18.4	50.6	39.8	96.3	135.6	181.9
Sales to List Price Ratio	103.8	99.1	100.2	98.4	98.1	99.0	95.8
Median Days on Market	14.0	22.5	23.0	49.0	38.0	69.0	69.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	597	0.2	6.8	-17.4	-7.6	13.1	20.4
Dollar Volume	\$306,573,496	19.4	35.8	16.0	80.0	144.1	183.6
New Listings	705	-5.4	-7.5	-18.7	-9.6	-13.4	-25.2
Active Listings <sup>3</sup>	52	-46.8	-52.2	-42.6	-72.3	-79.6	-84.9
Sales to New Listings Ratio <sup>4</sup>	84.7	80.0	73.4	83.4	82.8	64.9	52.7
Months of Inventory <sup>5</sup>	1.0	1.8	2.2	1.4	3.2	5.4	7.7
Average Price	\$513,523	19.2	27.2	40.4	94.8	115.9	135.6
Median Price	\$499,900	21.9	29.8	42.8	100.0	117.3	140.4
Sales to List Price Ratio	102.4	99.7	99.6	101.2	98.0	97.9	95.7
Median Days on Market	10.0	20.0	19.0	14.0	38.5	50.0	56.5

<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.

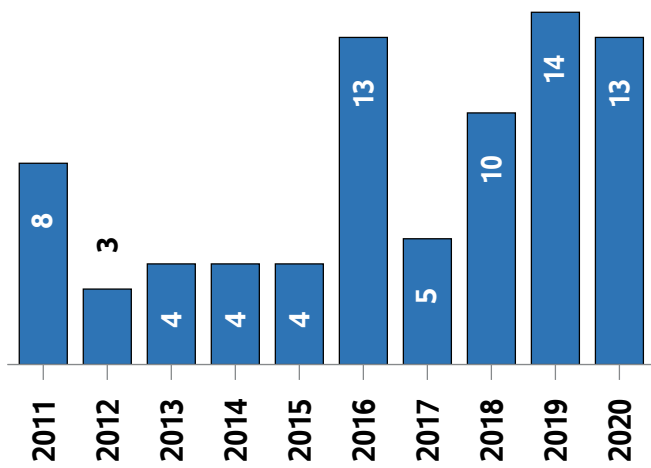
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<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.

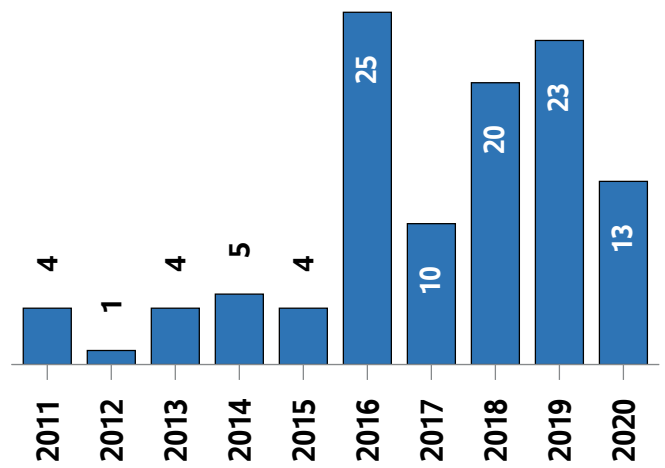
# 1 - Woodstock City

## MLS® Semi-Detached Market Activity

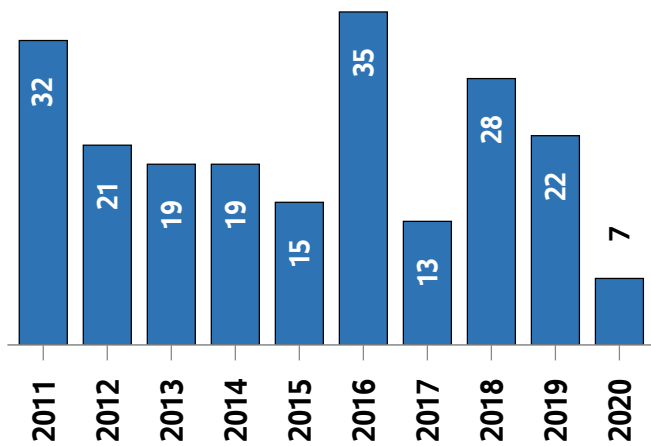
Sales Activity (November only)



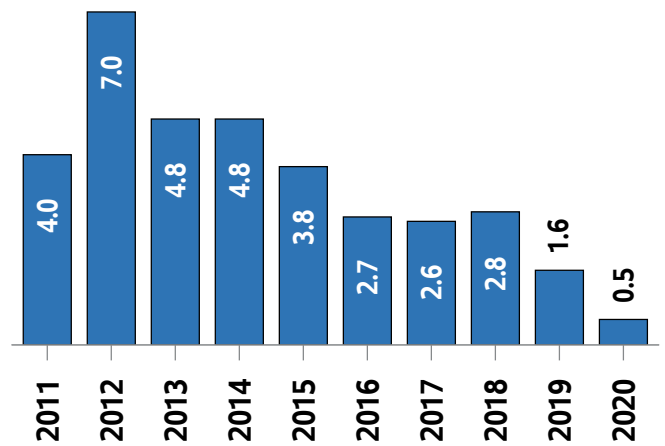
New Listings (November only)



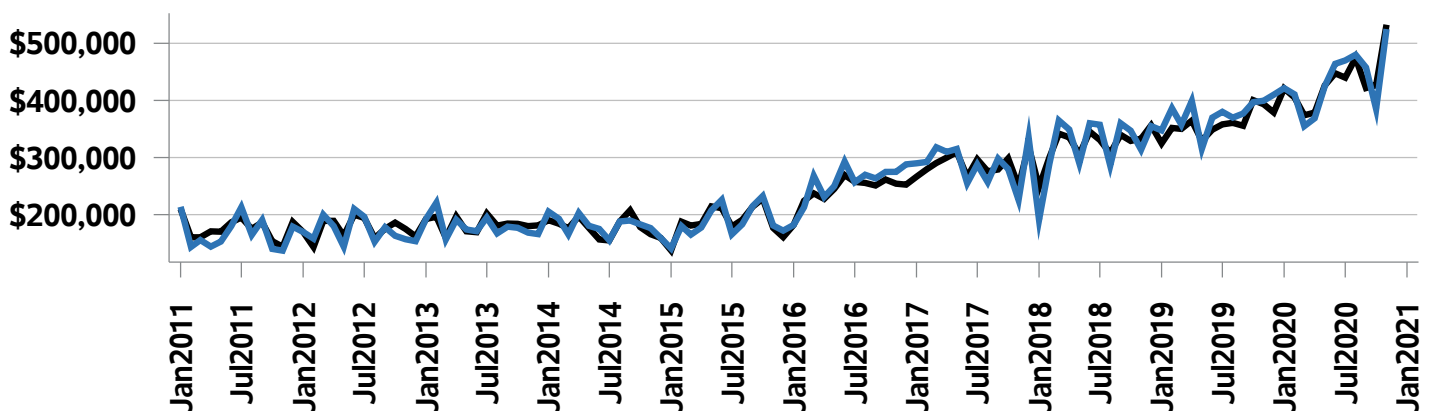
Active Listings (November only)



Months of Inventory (November only)



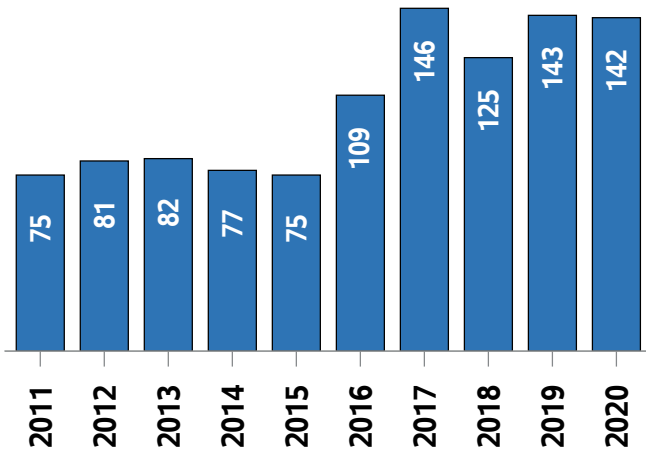
Average Price and Median Price



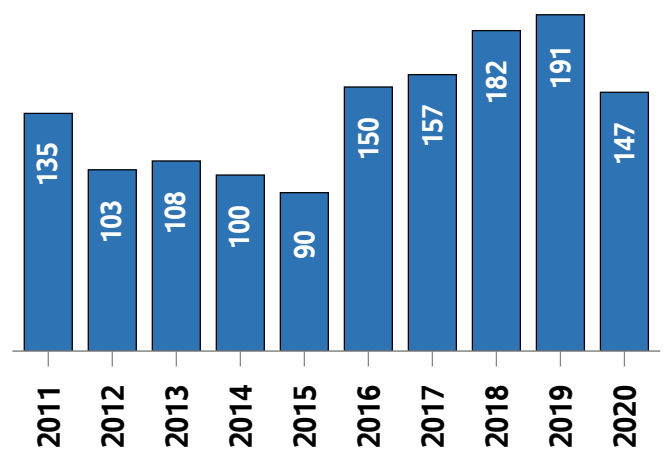
# 1 - Woodstock City

## MLS® Semi-Detached Market Activity

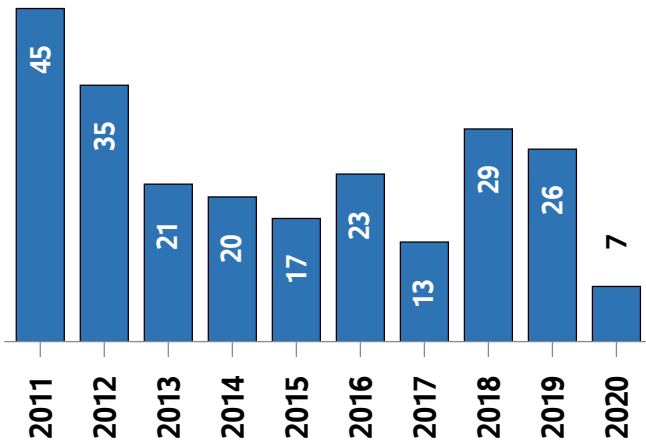
Sales Activity (November Year-to-date)



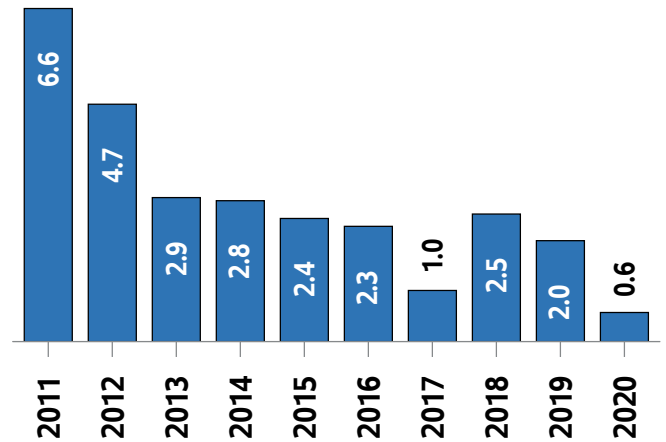
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

# 1 - Woodstock City

## MLS® Semi-Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	13	-7.1	30.0	160.0	225.0	225.0	160.0
Dollar Volume	\$6,923,095	25.7	107.9	454.4	879.2	862.2	875.9
New Listings	13	-43.5	-35.0	30.0	225.0	225.0	160.0
Active Listings	7	-68.2	-75.0	-46.2	-53.3	-63.2	-81.1
Sales to New Listings Ratio <sup>1</sup>	100.0	60.9	50.0	50.0	100.0	100.0	100.0
Months of Inventory <sup>2</sup>	0.5	1.6	2.8	2.6	3.8	4.8	7.4
Average Price	\$532,546	35.4	59.9	113.2	201.3	196.1	275.3
Median Price	\$524,995	31.4	67.3	132.5	190.1	211.6	275.0
Sales to List Price Ratio	101.6	99.8	98.1	97.1	97.1	95.1	98.7
Median Days on Market	22.0	12.5	13.5	35.0	33.0	72.5	28.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	142	-0.7	13.6	-2.7	89.3	73.2	195.8
Dollar Volume	\$62,866,761	22.5	54.2	50.1	332.4	318.7	727.6
New Listings	147	-23.0	-19.2	-6.4	63.3	36.1	54.7
Active Listings <sup>3</sup>	7	-71.3	-74.1	-44.6	-55.2	-65.0	-80.1
Sales to New Listings Ratio <sup>4</sup>	96.6	74.9	68.7	93.0	83.3	75.9	50.5
Months of Inventory <sup>5</sup>	0.6	2.0	2.5	1.0	2.4	2.9	8.6
Average Price	\$442,724	23.3	35.8	54.4	128.4	141.8	179.8
Median Price	\$449,025	19.1	30.2	54.9	152.3	156.6	183.3
Sales to List Price Ratio	104.1	100.5	100.1	101.9	97.7	97.6	97.5
Median Days on Market	11.0	18.0	17.0	15.0	26.0	30.5	53.0

<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.

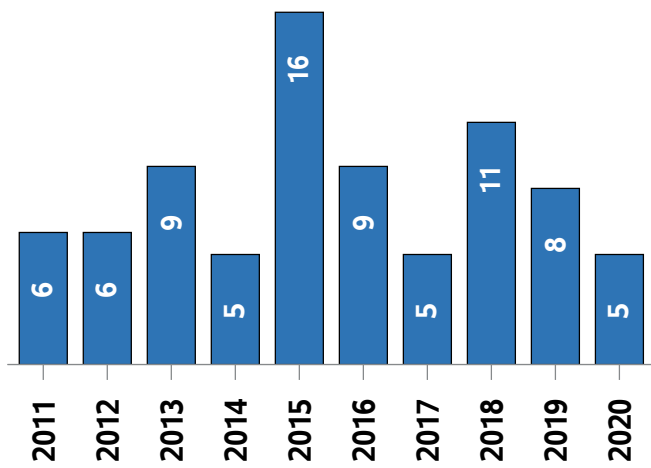
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

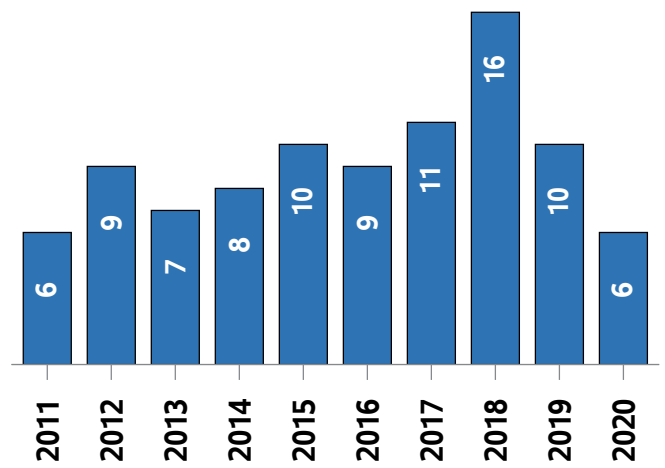
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# 1 - Woodstock City MLS® Condo Market Activity

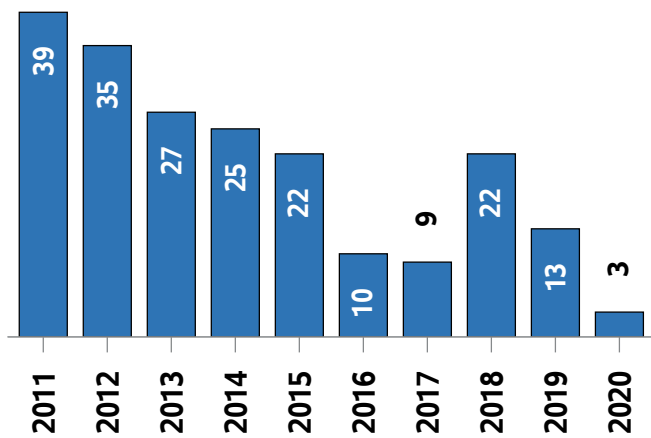
Sales Activity (November only)



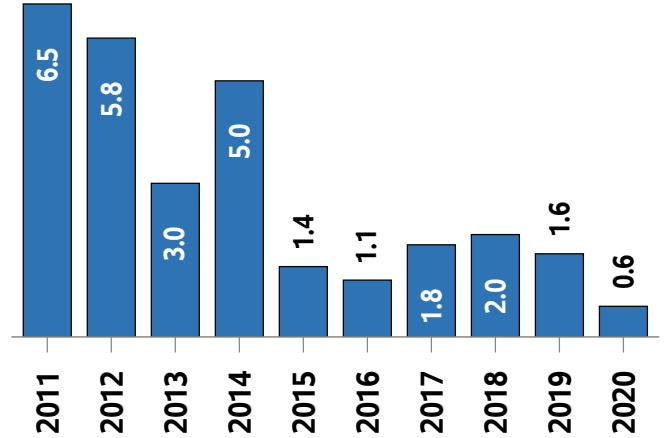
New Listings (November only)



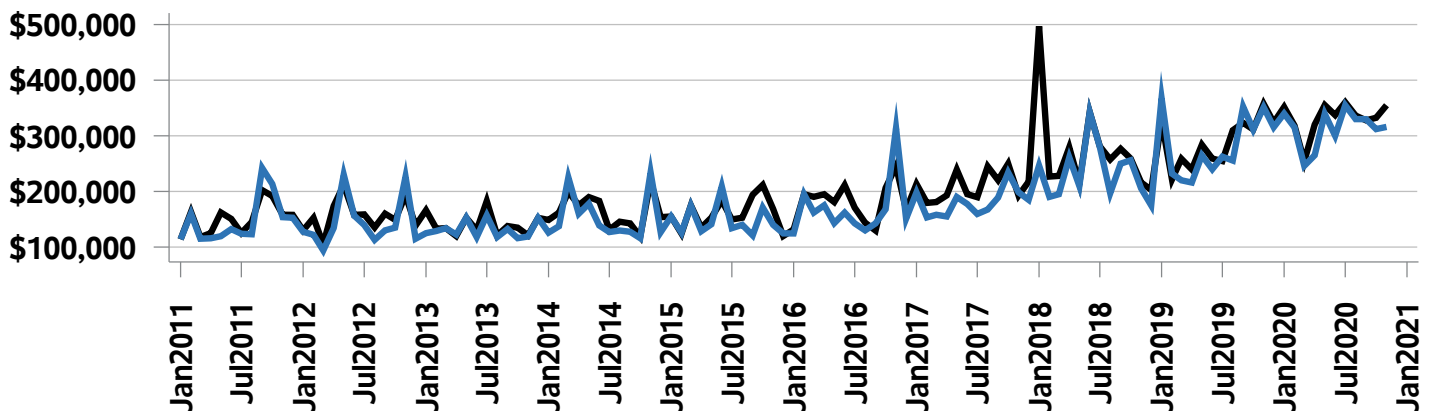
Active Listings (November only)



Months of Inventory (November only)

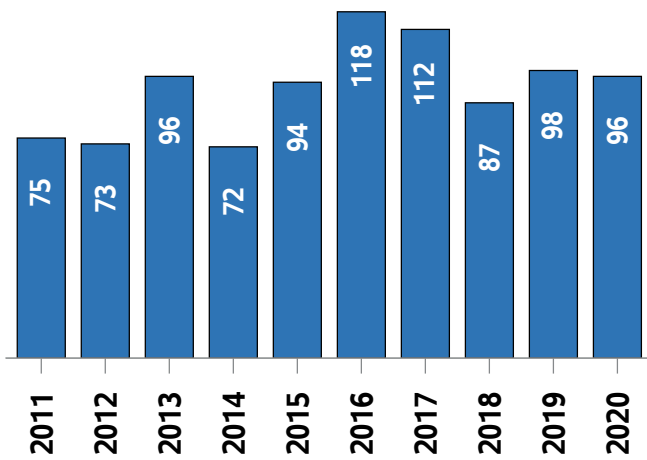


Average Price and Median Price

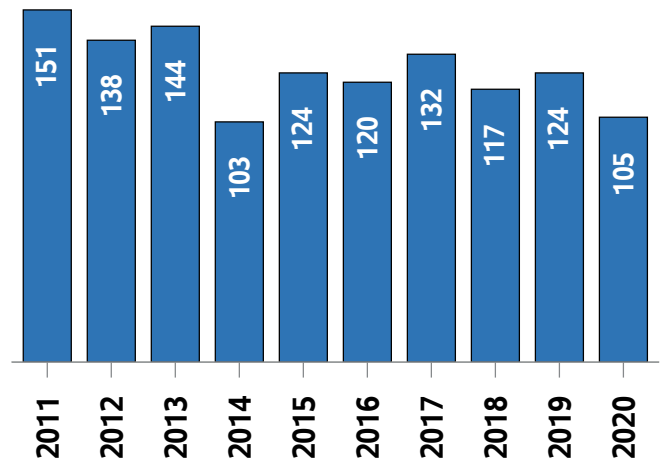


# 1 - Woodstock City MLS® Condo Market Activity

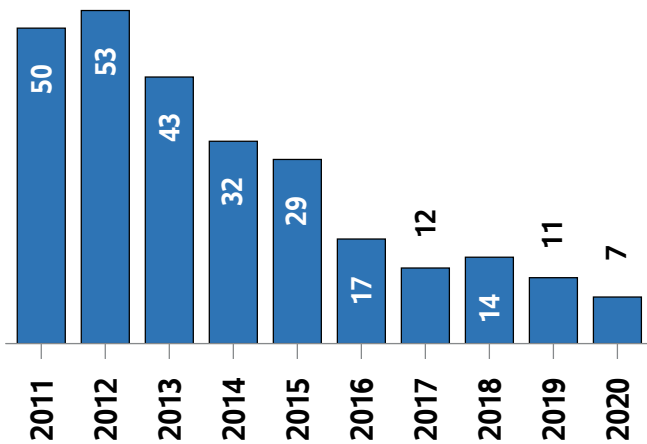
Sales Activity (November Year-to-date)



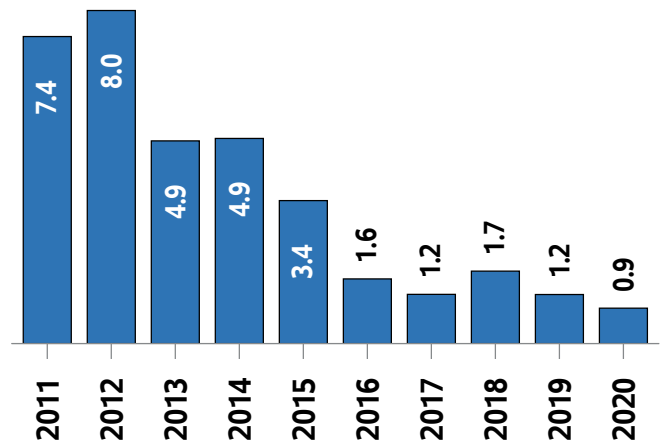
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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



# 1 - Woodstock City MLS® Condo Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	5	-37.5	-54.5	0.0	-68.8	-44.4	-28.6
Dollar Volume	\$1,774,600	-38.0	-25.4	84.2	-34.1	62.9	138.6
New Listings	6	-40.0	-62.5	-45.5	-40.0	-14.3	-62.5
Active Listings	3	-76.9	-86.4	-66.7	-86.4	-88.9	-94.7
Sales to New Listings Ratio <sup>1</sup>	83.3	80.0	68.8	45.5	160.0	128.6	43.8
Months of Inventory <sup>2</sup>	0.6	1.6	2.0	1.8	1.4	3.0	8.1
Average Price	\$354,920	-0.7	64.1	84.2	110.8	193.2	234.0
Median Price	\$316,000	-10.1	53.8	59.2	125.7	165.5	167.3
Sales to List Price Ratio	103.7	99.5	100.8	101.7	97.4	97.2	96.4
Median Days on Market	14.0	24.5	13.0	8.0	61.5	69.0	38.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	96	-2.0	10.3	-14.3	2.1	0.0	26.3
Dollar Volume	\$32,447,456	17.0	42.9	38.9	105.5	140.6	198.6
New Listings	105	-15.3	-10.3	-20.5	-15.3	-27.1	-30.0
Active Listings <sup>3</sup>	7	-29.3	-46.1	-38.3	-74.7	-82.5	-86.3
Sales to New Listings Ratio <sup>4</sup>	91.4	79.0	74.4	84.8	75.8	66.7	50.7
Months of Inventory <sup>5</sup>	0.9	1.2	1.7	1.2	3.4	4.9	7.9
Average Price	\$337,994	19.5	29.5	62.0	101.2	140.6	136.4
Median Price	\$315,000	22.6	31.3	78.7	121.8	154.0	149.8
Sales to List Price Ratio	103.6	102.1	100.8	100.5	97.1	96.3	96.8
Median Days on Market	14.0	15.0	15.0	17.5	35.0	63.5	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.

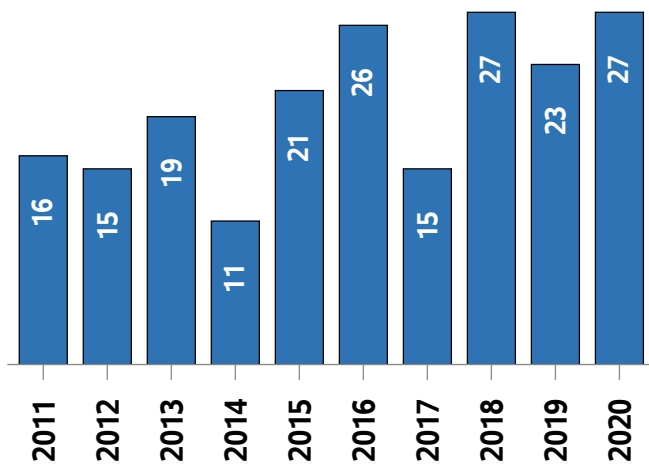
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

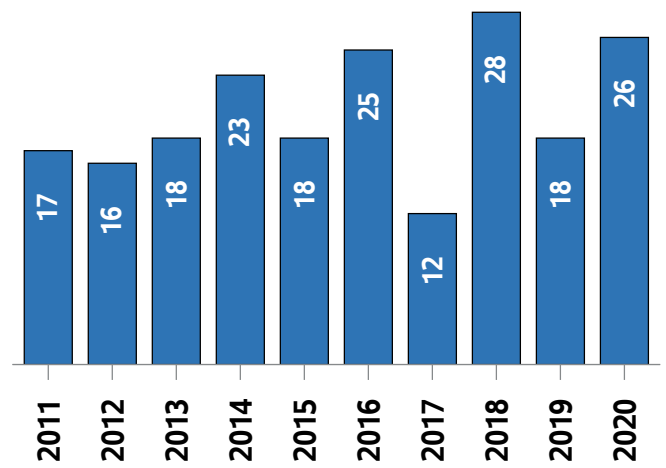
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 2 - Ingersoll Town MLS® Residential Market Activity

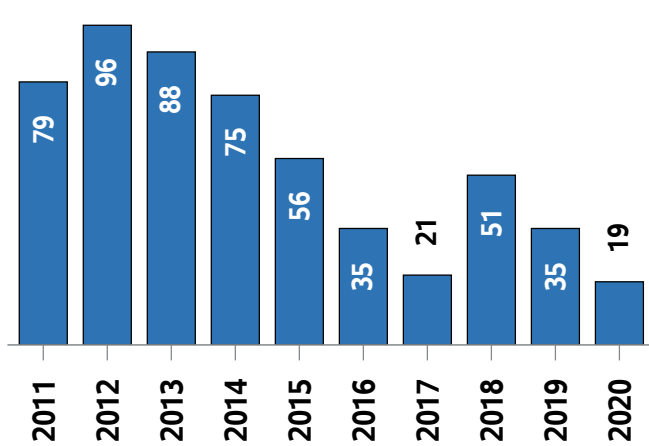
Sales Activity (November only)



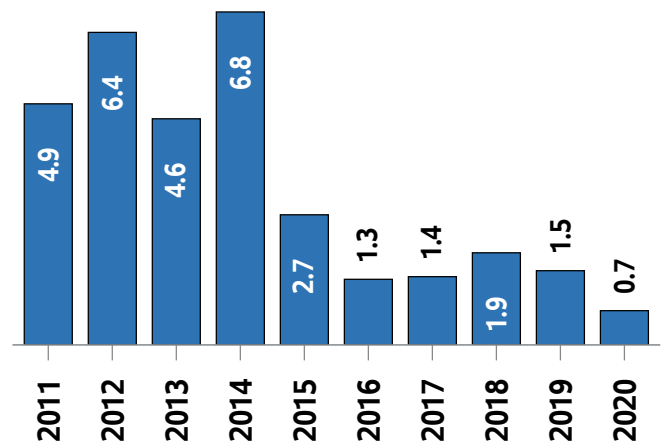
New Listings (November only)



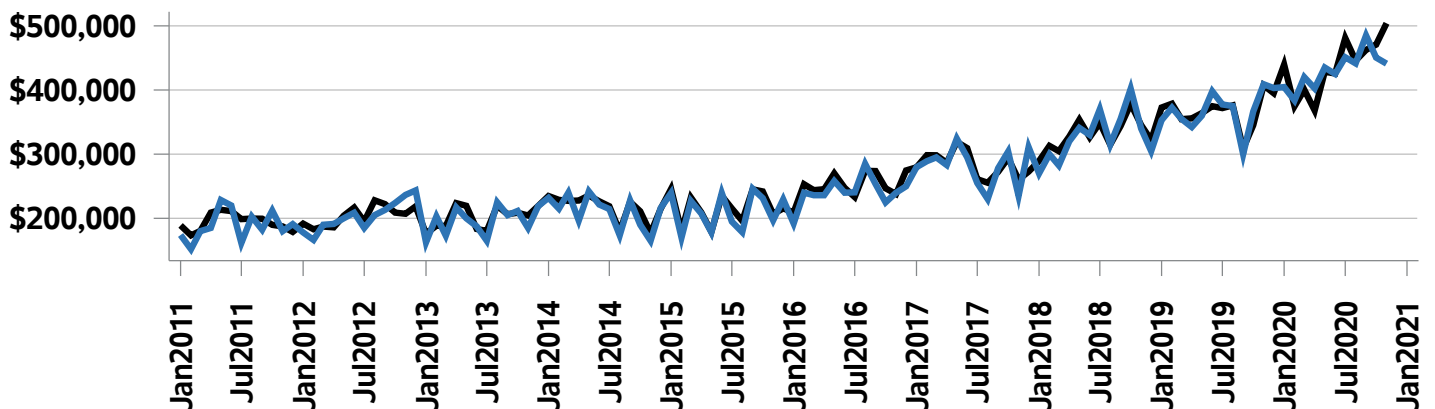
Active Listings (November only)



Months of Inventory (November only)

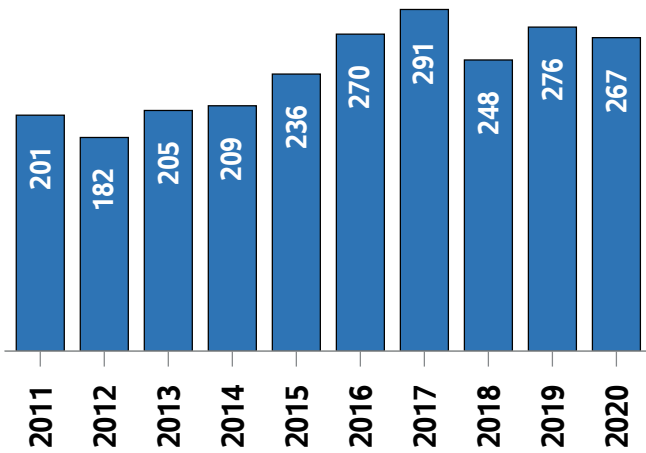


Average Price and Median Price

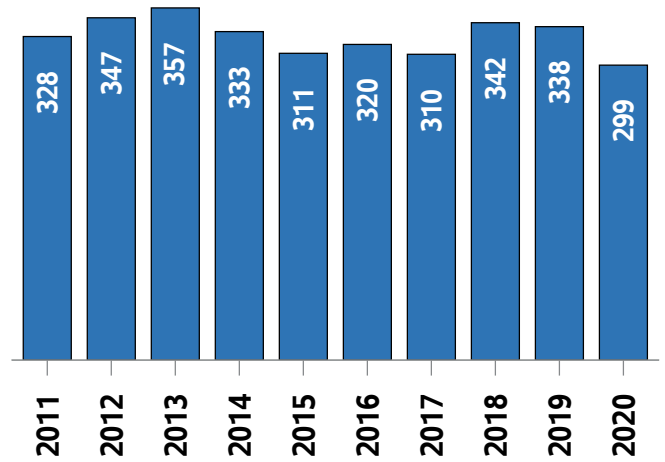


## 2 - Ingersoll Town MLS® Residential Market Activity

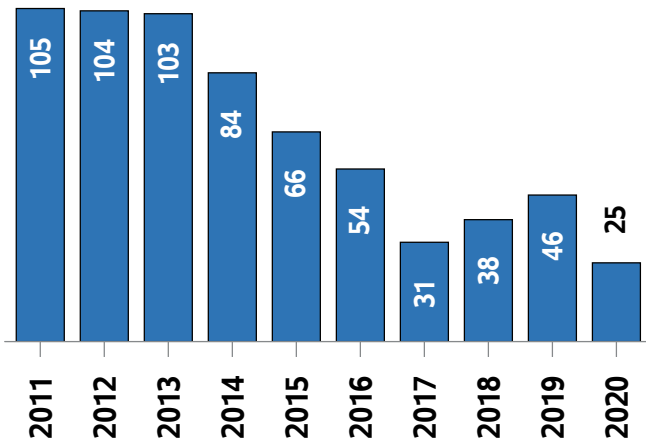
Sales Activity (November Year-to-date)



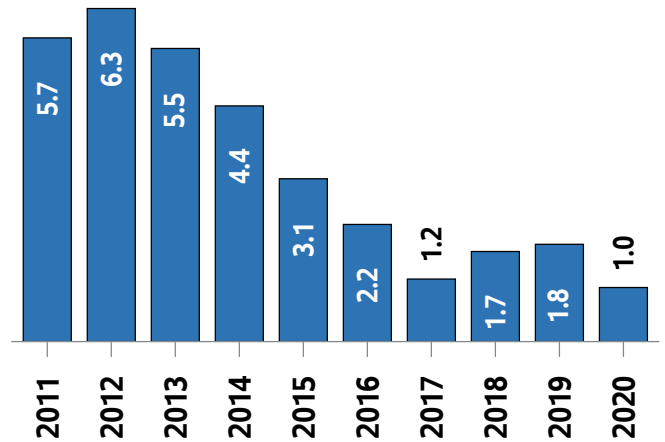
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 2 - Ingersoll Town MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	27	17.4	0.0	80.0	28.6	42.1	92.9
Dollar Volume	\$13,608,318	45.3	45.9	248.4	213.5	250.4	493.4
New Listings	26	44.4	-7.1	116.7	44.4	44.4	36.8
Active Listings	19	-45.7	-62.7	-9.5	-66.1	-78.4	-83.9
Sales to New Listings Ratio <sup>1</sup>	103.8	127.8	96.4	125.0	116.7	105.6	73.7
Months of Inventory <sup>2</sup>	0.7	1.5	1.9	1.4	2.7	4.6	8.4
Average Price	\$504,012	23.7	45.9	93.6	143.8	146.6	207.7
Median Price	\$441,101	7.8	29.7	87.7	124.0	138.4	203.2
Sales to List Price Ratio	107.0	99.5	98.3	97.3	99.8	96.2	96.3
Median Days on Market	8.0	16.0	16.0	26.0	33.0	42.0	36.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	267	-3.3	7.7	-8.2	13.1	30.2	15.1
Dollar Volume	\$118,792,150	17.8	43.1	39.4	130.9	189.2	169.5
New Listings	299	-11.5	-12.6	-3.5	-3.9	-16.2	-18.8
Active Listings <sup>3</sup>	25	-46.2	-35.4	-20.7	-62.4	-76.0	-79.9
Sales to New Listings Ratio <sup>4</sup>	89.3	81.7	72.5	93.9	75.9	57.4	63.0
Months of Inventory <sup>5</sup>	1.0	1.8	1.7	1.2	3.1	5.5	5.8
Average Price	\$444,914	21.8	32.9	51.9	104.1	122.0	134.2
Median Price	\$429,900	17.8	30.3	47.0	99.1	127.6	128.4
Sales to List Price Ratio	103.2	101.5	100.8	103.2	98.1	97.2	96.9
Median Days on Market	10.0	14.0	12.5	15.0	36.5	49.0	55.0

<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.

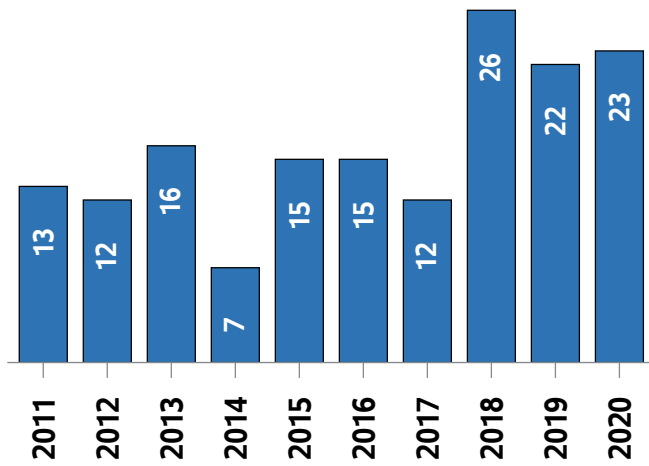
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

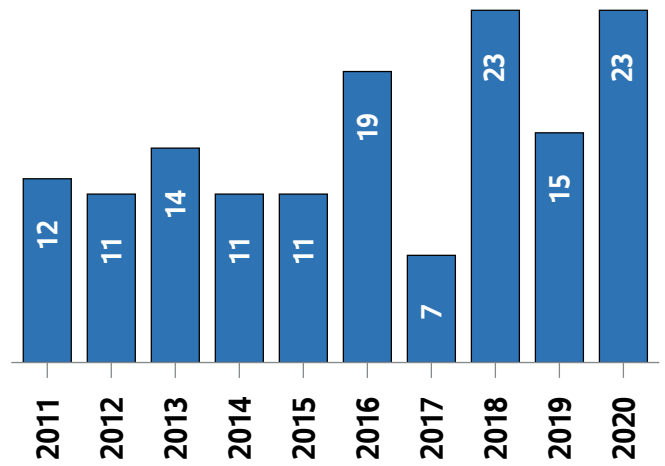
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 2 - Ingersoll Town MLS® Single Detached Market Activity

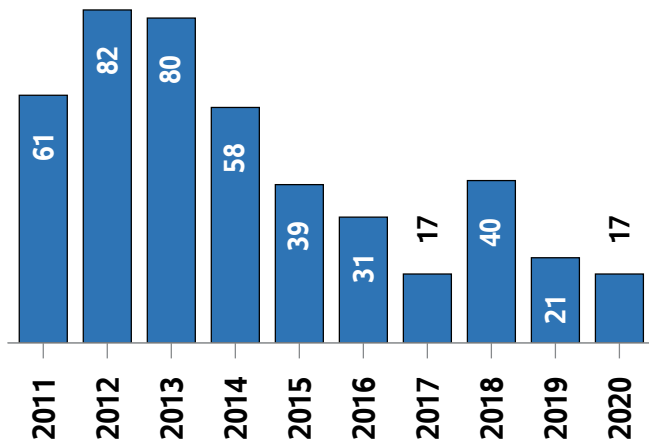
Sales Activity (November only)



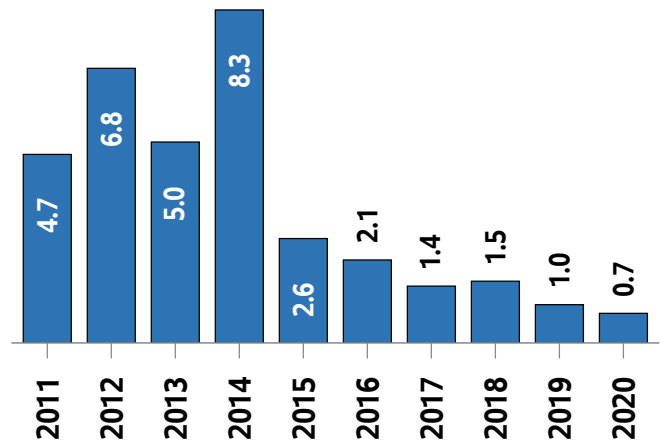
New Listings (November only)



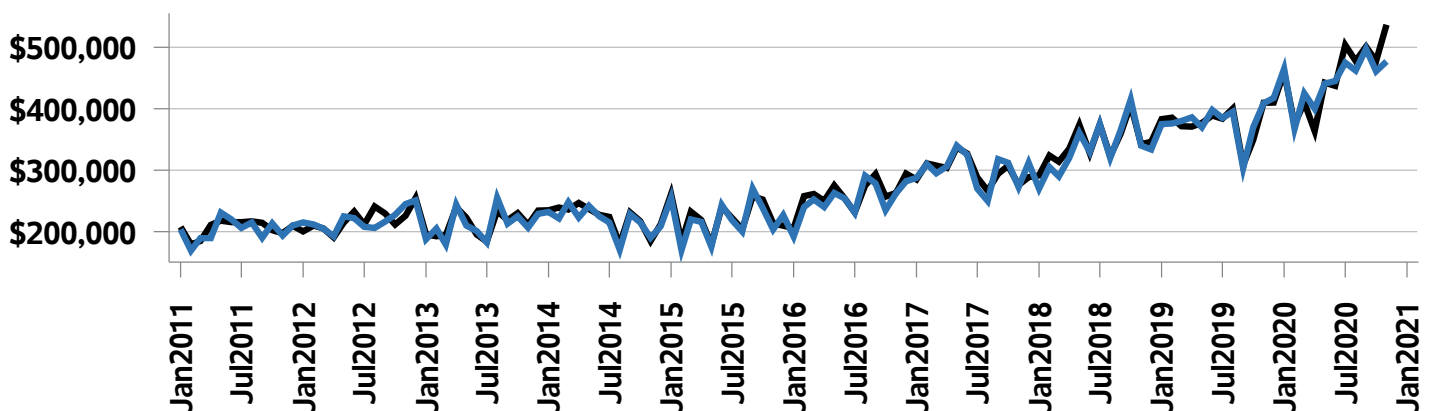
Active Listings (November only)



Months of Inventory (November only)

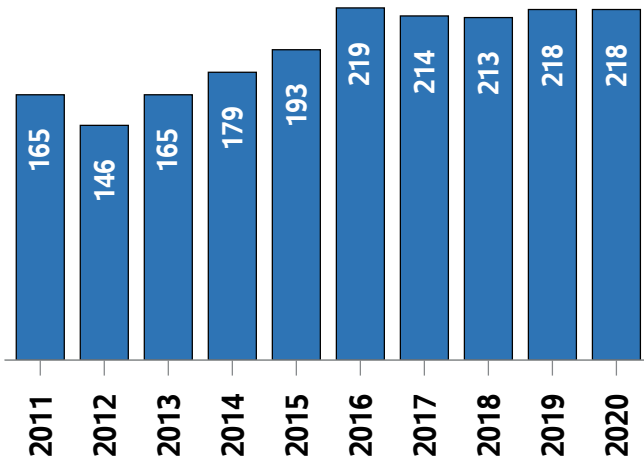


Average Price and Median Price

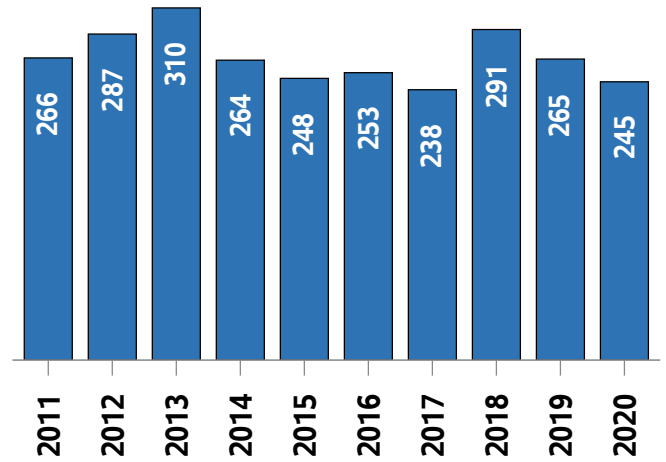


## 2 - Ingersoll Town MLS® Single Detached Market Activity

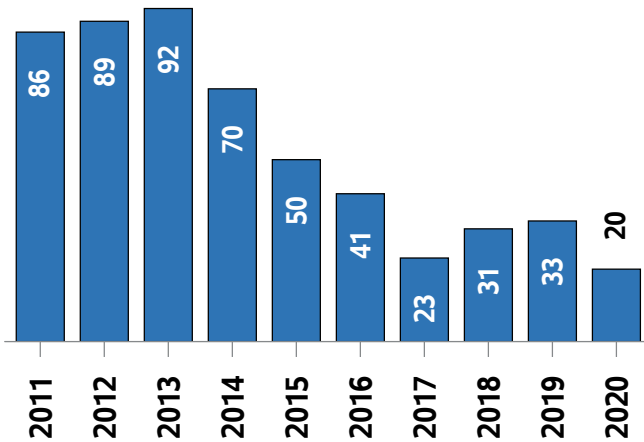
Sales Activity (November Year-to-date)



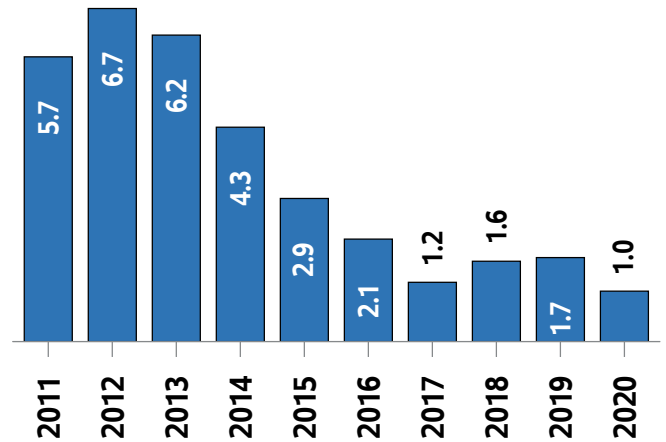
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 2 - Ingersoll Town MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	23	4.5	-11.5	91.7	53.3	43.8	130.0
Dollar Volume	\$12,345,318	37.0	38.7	273.0	285.4	265.5	607.8
New Listings	23	53.3	0.0	228.6	109.1	64.3	27.8
Active Listings	17	-19.0	-57.5	0.0	-56.4	-78.8	-82.8
Sales to New Listings Ratio <sup>1</sup>	100.0	146.7	113.0	171.4	136.4	114.3	55.6
Months of Inventory <sup>2</sup>	0.7	1.0	1.5	1.4	2.6	5.0	9.9
Average Price	\$536,753	31.0	56.8	94.6	151.4	154.3	207.7
Median Price	\$477,000	16.6	40.3	75.0	134.4	131.0	168.5
Sales to List Price Ratio	107.4	99.4	98.4	96.1	98.3	95.9	96.8
Median Days on Market	8.0	15.5	15.0	28.0	33.0	46.0	47.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	218	0.0	2.3	1.9	13.0	32.1	15.3
Dollar Volume	\$101,196,643	22.7	37.1	53.5	132.7	189.7	170.6
New Listings	245	-7.5	-15.8	2.9	-1.2	-21.0	-17.5
Active Listings <sup>3</sup>	20	-39.9	-35.8	-13.3	-60.2	-78.2	-79.9
Sales to New Listings Ratio <sup>4</sup>	89.0	82.3	73.2	89.9	77.8	53.2	63.6
Months of Inventory <sup>5</sup>	1.0	1.7	1.6	1.2	2.9	6.2	5.8
Average Price	\$464,205	22.7	34.0	50.7	106.0	119.3	134.6
Median Price	\$450,500	18.2	32.9	45.9	105.0	116.6	126.4
Sales to List Price Ratio	103.4	101.4	100.7	102.3	97.3	97.4	96.8
Median Days on Market	9.0	14.0	13.0	14.0	34.0	46.0	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.

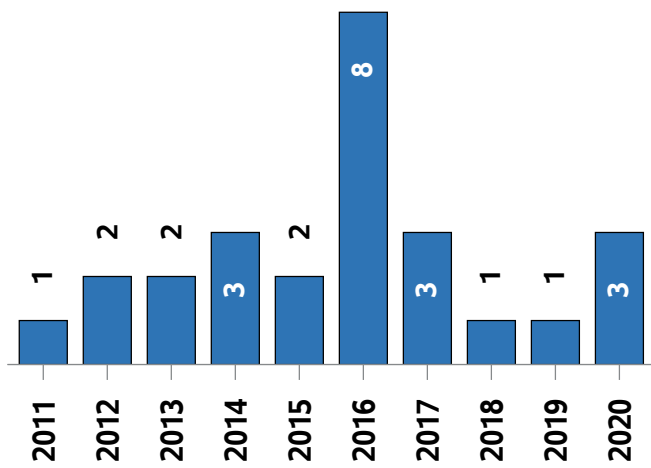
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

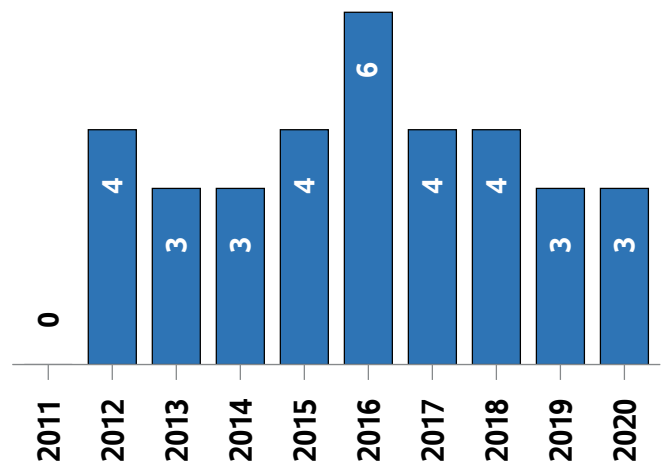
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 2 - Ingersoll Town MLS® Semi-Detached Market Activity

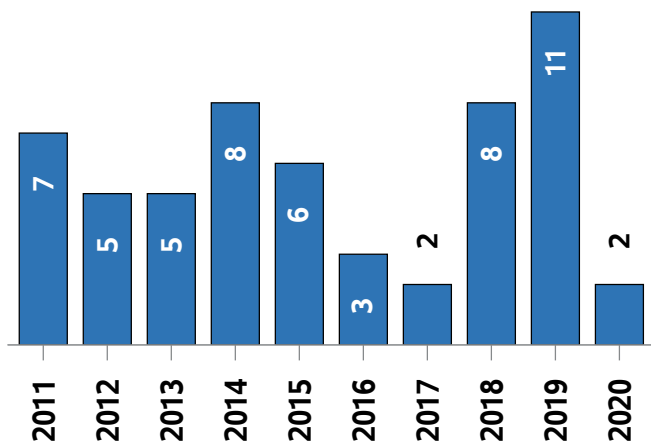
Sales Activity (November only)



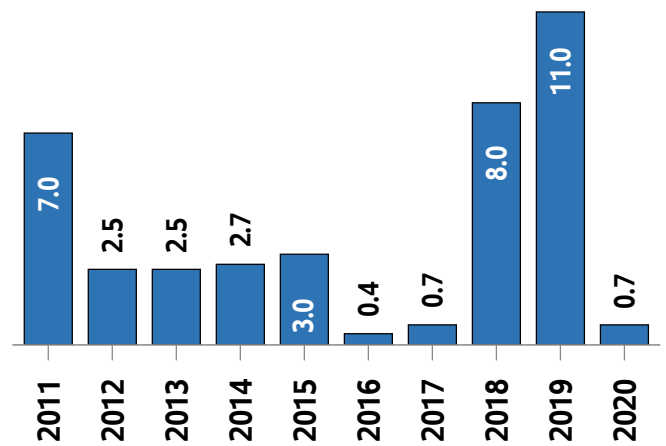
New Listings (November only)



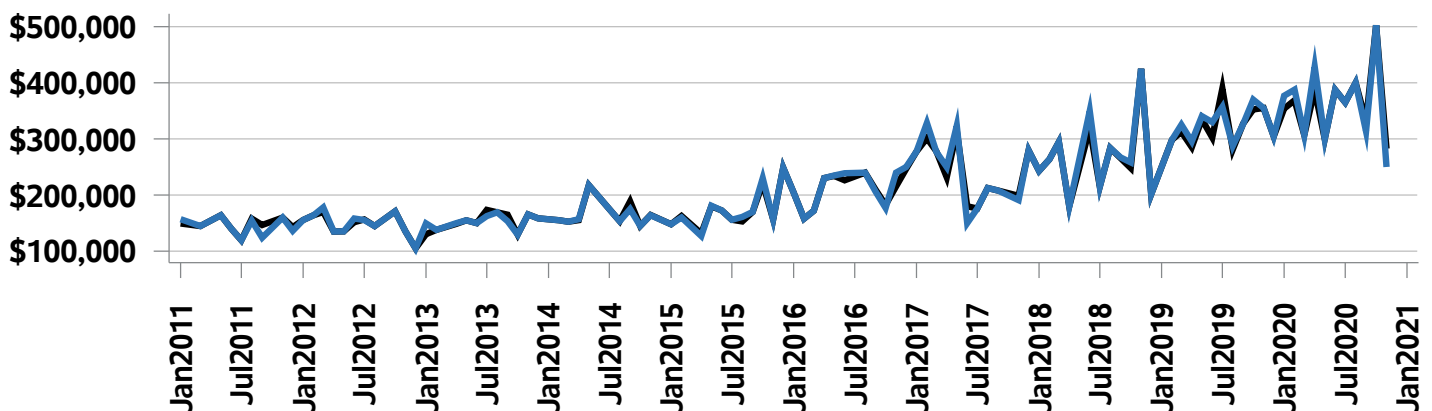
Active Listings (November only)



Months of Inventory (November only)



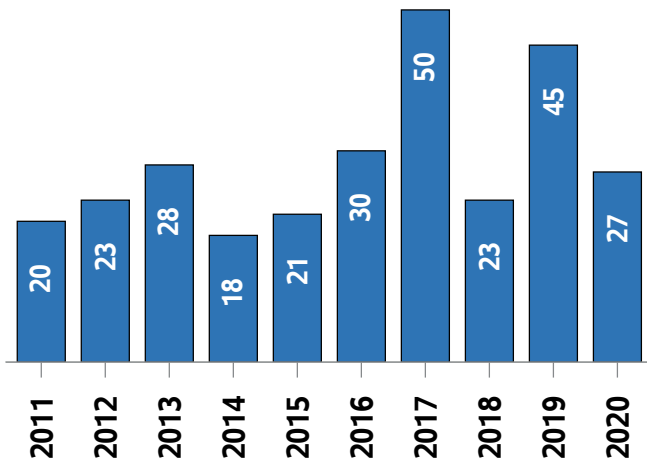
Average Price and Median Price



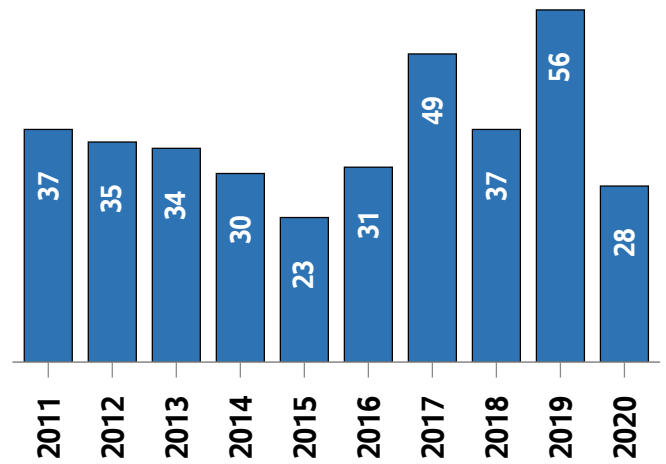


## 2 - Ingersoll Town MLS® Semi-Detached Market Activity

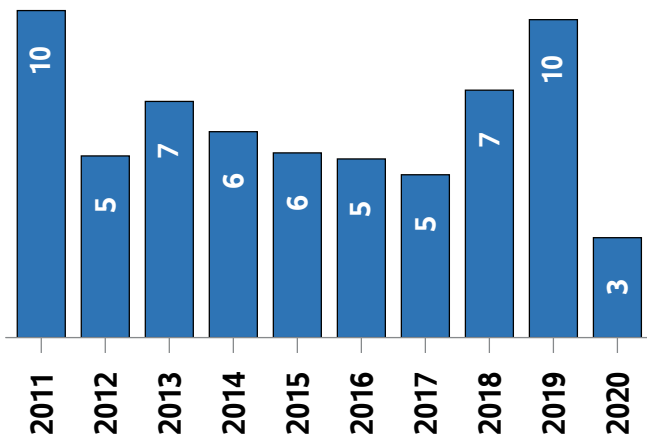
Sales Activity (November Year-to-date)



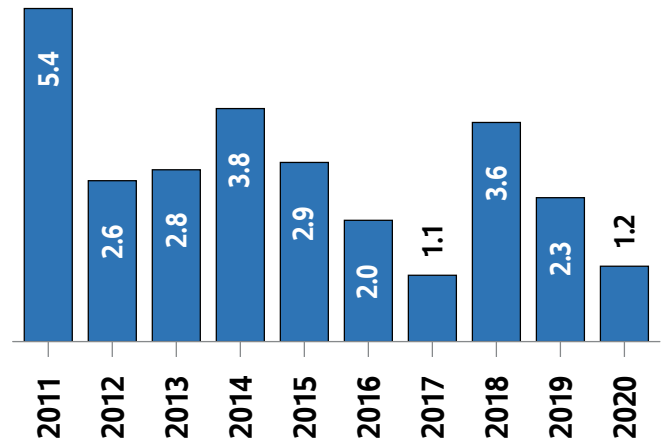
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 2 - Ingersoll Town MLS® Semi-Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	200.0	200.0	0.0	50.0	50.0	0.0
Dollar Volume	\$848,000	138.9	99.5	42.3	170.5	156.2	102.4
New Listings	3	0.0	-25.0	-25.0	-25.0	0.0	200.0
Active Listings	2	-81.8	-75.0	0.0	-66.7	-60.0	-71.4
Sales to New Listings Ratio <sup>1</sup>	100.0	33.3	25.0	75.0	50.0	66.7	300.0
Months of Inventory <sup>2</sup>	0.7	11.0	8.0	0.7	3.0	2.5	2.3
Average Price	\$282,667	-20.4	-33.5	42.3	80.3	70.8	102.4
Median Price	\$250,000	-29.6	-41.2	30.9	59.5	51.1	82.5
Sales to List Price Ratio	103.7	100.0	95.5	101.7	98.7	97.4	94.3
Median Days on Market	8.0	24.0	65.0	4.0	37.5	57.5	17.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	27	-40.0	17.4	-46.0	28.6	-3.6	-6.9
Dollar Volume	\$9,788,707	-33.0	54.2	-24.3	179.4	124.0	123.4
New Listings	28	-50.0	-24.3	-42.9	21.7	-17.6	-28.2
Active Listings <sup>3</sup>	3	-68.6	-59.6	-38.6	-45.9	-57.7	-72.0
Sales to New Listings Ratio <sup>4</sup>	96.4	80.4	62.2	102.0	91.3	82.4	74.4
Months of Inventory <sup>5</sup>	1.2	2.3	3.6	1.1	2.9	2.8	4.1
Average Price	\$362,545	11.7	31.3	40.2	117.3	132.3	140.0
Median Price	\$376,900	12.0	41.2	41.0	134.1	143.2	148.8
Sales to List Price Ratio	104.0	101.8	102.6	107.6	96.9	96.9	96.8
Median Days on Market	13.0	14.0	10.0	13.5	37.0	44.5	43.0

<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.

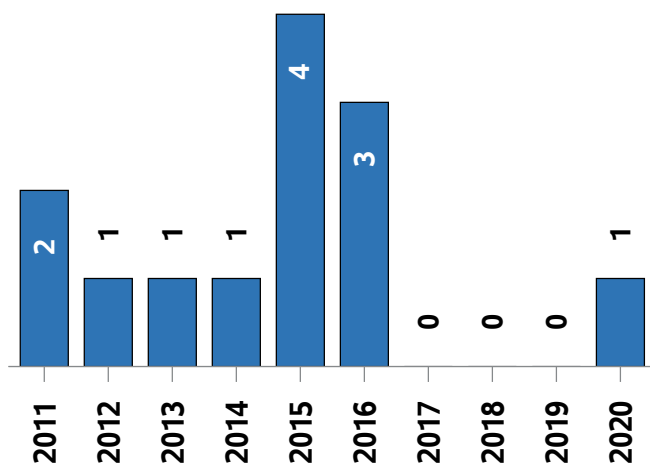
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

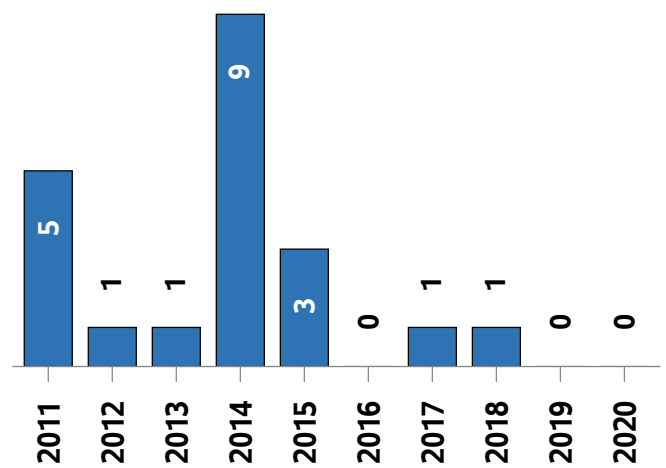
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 2 - Ingersoll Town MLS® Condo Market Activity

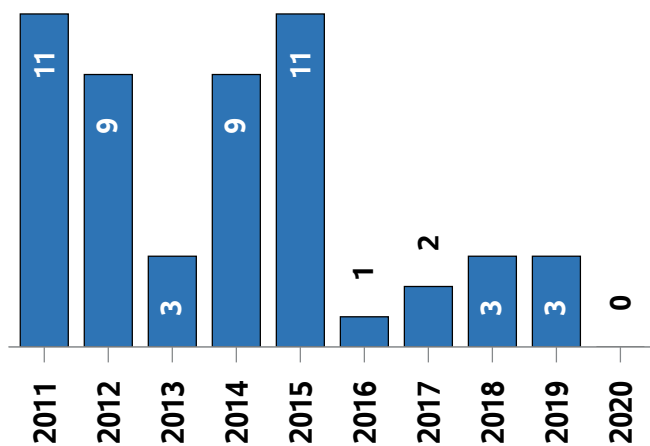
Sales Activity (November only)



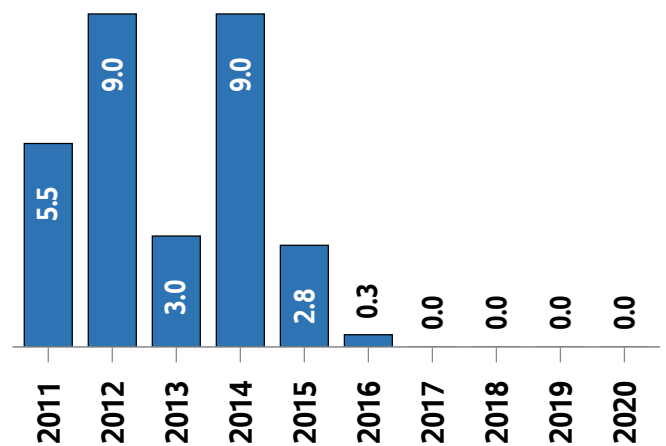
New Listings (November only)



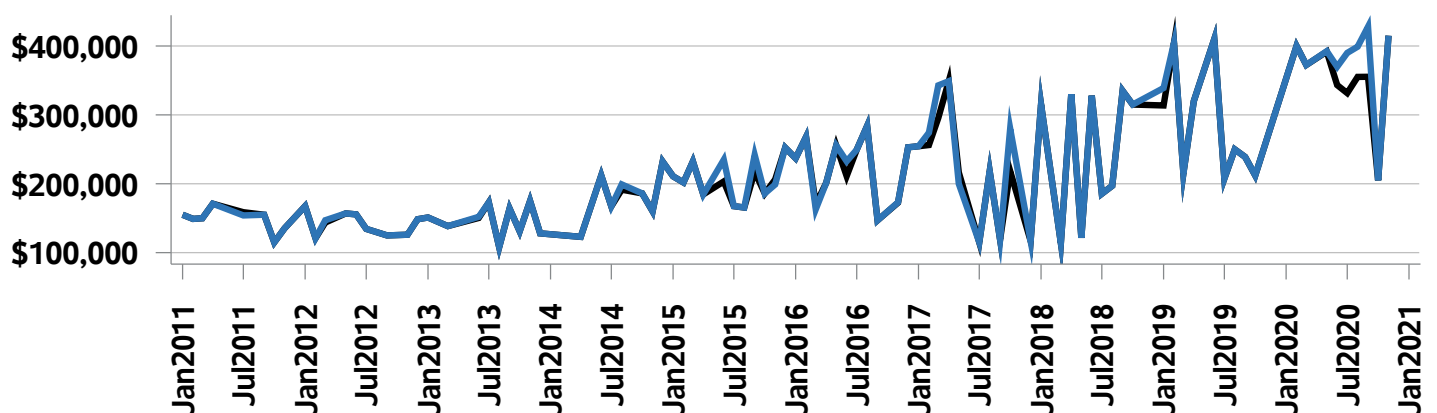
Active Listings (November only)



Months of Inventory (November only)

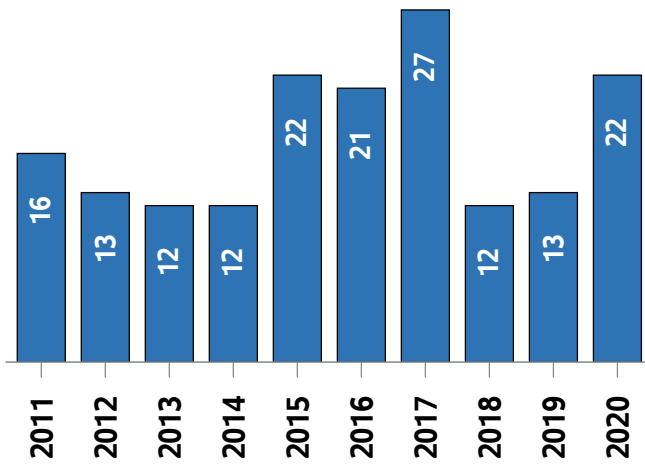


Average Price and Median Price

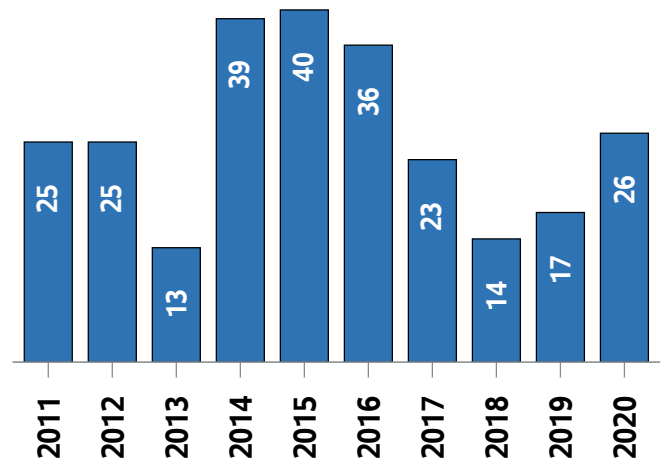


## 2 - Ingersoll Town MLS® Condo Market Activity

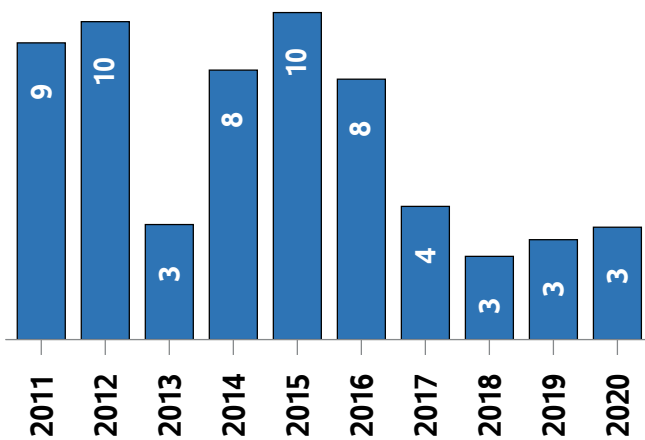
Sales Activity (November Year-to-date)



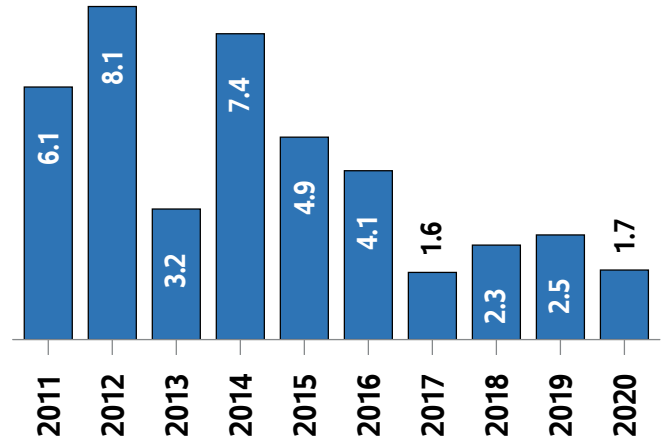
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 2 - Ingersoll Town MLS® Condo Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	1	—	—	—	-75.0	0.0	0.0
Dollar Volume	\$415,000	—	—	—	-49.7	137.1	219.2
New Listings	0	—	-100.0	-100.0	-100.0	-100.0	—
Active Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	133.3	100.0	—
Months of Inventory <sup>2</sup>	0.0	—	—	—	2.8	3.0	12.0
Average Price	\$415,000	—	—	—	101.3	137.1	219.2
Median Price	\$415,000	—	—	—	108.6	137.1	219.2
Sales to List Price Ratio	106.4	—	—	—	105.9	98.0	97.8
Median Days on Market	3.0	—	—	—	56.5	27.0	126.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	22	69.2	83.3	-18.5	0.0	83.3	57.1
Dollar Volume	\$7,806,800	104.9	171.5	22.6	74.8	338.4	239.7
New Listings	26	52.9	85.7	13.0	-35.0	100.0	-18.8
Active Listings <sup>3</sup>	3	12.5	35.0	-15.6	-65.6	-2.3	-72.7
Sales to New Listings Ratio <sup>4</sup>	84.6	76.5	85.7	117.4	55.0	92.3	43.8
Months of Inventory <sup>5</sup>	1.7	2.5	2.3	1.6	4.9	3.2	9.7
Average Price	\$354,855	21.1	48.1	50.4	74.8	139.1	116.2
Median Price	\$391,250	47.6	41.0	43.2	89.7	157.4	156.6
Sales to List Price Ratio	100.5	101.5	100.4	102.1	107.2	95.8	97.4
Median Days on Market	19.5	26.0	24.0	52.0	58.0	92.0	123.0

<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.

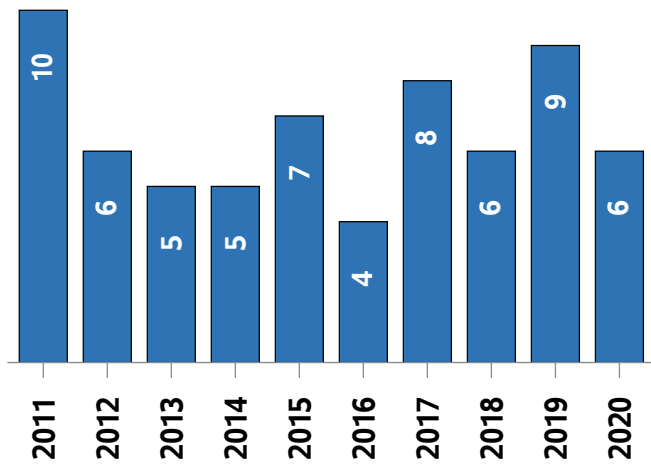
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

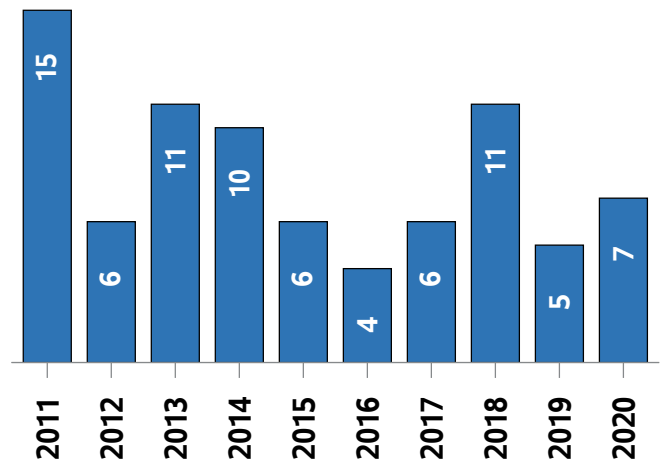
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 4 - Blandford Blenheim MLS® Residential Market Activity

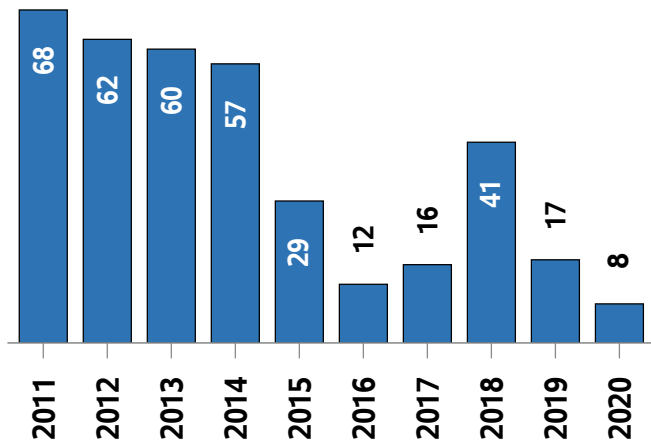
Sales Activity (November only)



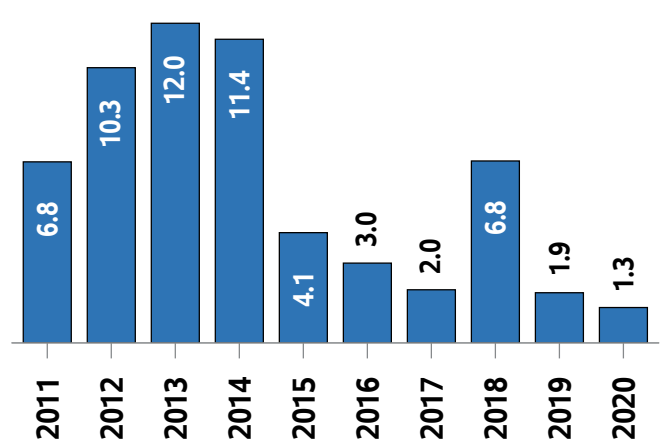
New Listings (November only)



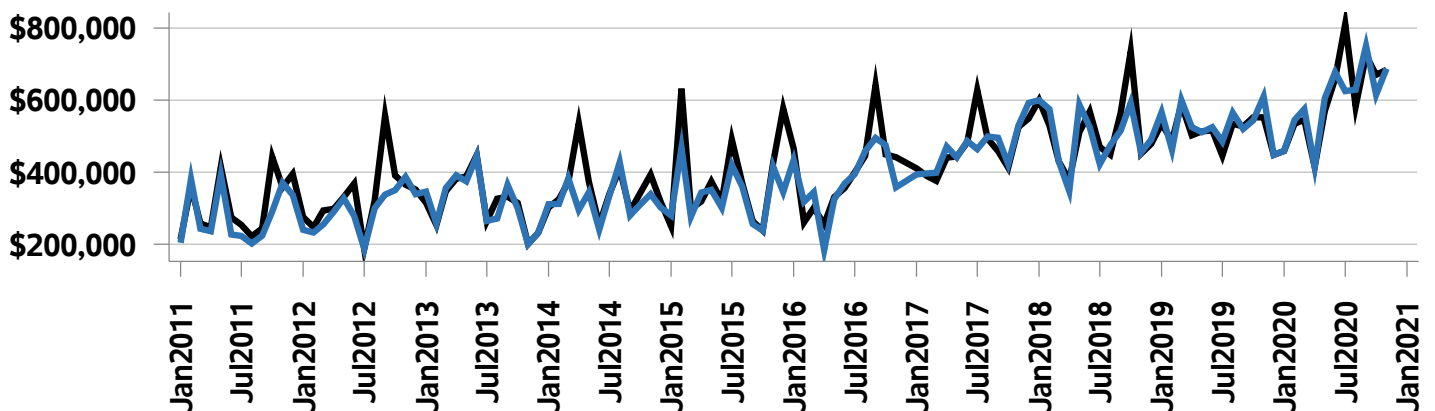
Active Listings (November only)



Months of Inventory (November only)

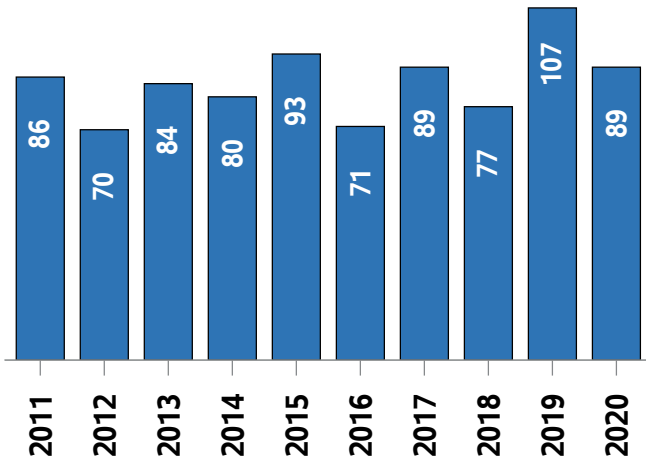


Average Price and Median Price

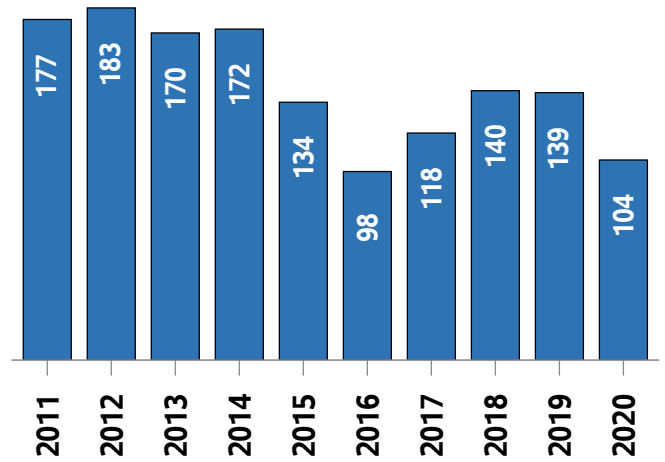


## 4 - Blandford Blenheim MLS® Residential Market Activity

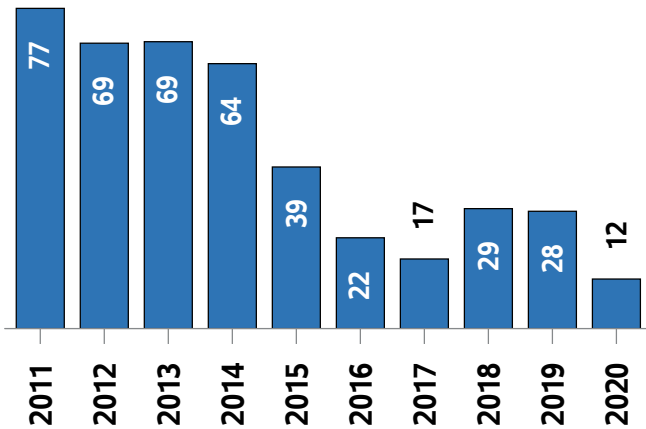
Sales Activity (November Year-to-date)



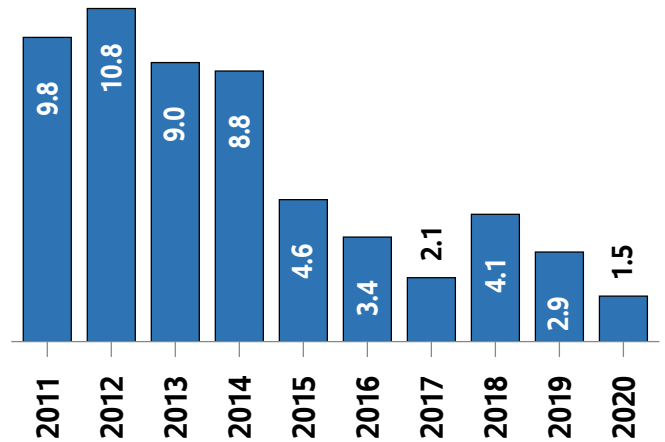
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 4 - Blandford Blenheim MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	6	-33.3	0.0	-25.0	-14.3	20.0	0.0
Dollar Volume	\$4,104,280	-17.4	51.5	-2.4	37.6	308.9	139.7
New Listings	7	40.0	-36.4	16.7	16.7	-36.4	-41.7
Active Listings	8	-52.9	-80.5	-50.0	-72.4	-86.7	-89.0
Sales to New Listings Ratio <sup>1</sup>	85.7	180.0	54.5	133.3	116.7	45.5	50.0
Months of Inventory <sup>2</sup>	1.3	1.9	6.8	2.0	4.1	12.0	12.2
Average Price	\$684,047	23.9	51.5	30.1	60.5	240.7	139.7
Median Price	\$687,500	12.7	51.3	29.7	65.6	243.8	120.0
Sales to List Price Ratio	105.2	98.9	97.0	98.8	105.8	99.7	99.9
Median Days on Market	16.5	45.0	47.0	33.0	295.0	32.0	73.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	89	-16.8	15.6	0.0	-4.3	6.0	2.3
Dollar Volume	\$56,858,873	2.2	43.8	39.1	72.1	103.7	154.4
New Listings	104	-25.2	-25.7	-11.9	-22.4	-38.8	-46.7
Active Listings <sup>3</sup>	12	-57.7	-58.7	-28.8	-69.3	-82.7	-84.1
Sales to New Listings Ratio <sup>4</sup>	85.6	77.0	55.0	75.4	69.4	49.4	44.6
Months of Inventory <sup>5</sup>	1.5	2.9	4.1	2.1	4.6	9.0	9.5
Average Price	\$638,864	22.9	24.4	39.1	79.9	92.3	148.7
Median Price	\$610,000	16.2	25.8	37.5	83.5	83.2	125.9
Sales to List Price Ratio	102.6	99.9	98.9	100.8	97.4	97.7	96.2
Median Days on Market	14.0	24.0	24.0	16.0	50.0	71.5	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.

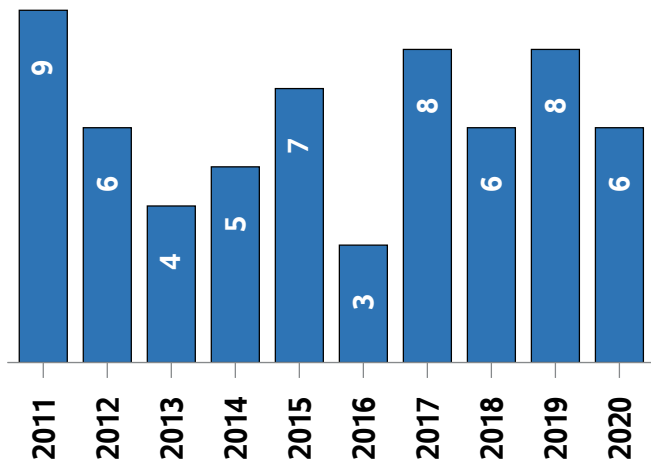
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<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.

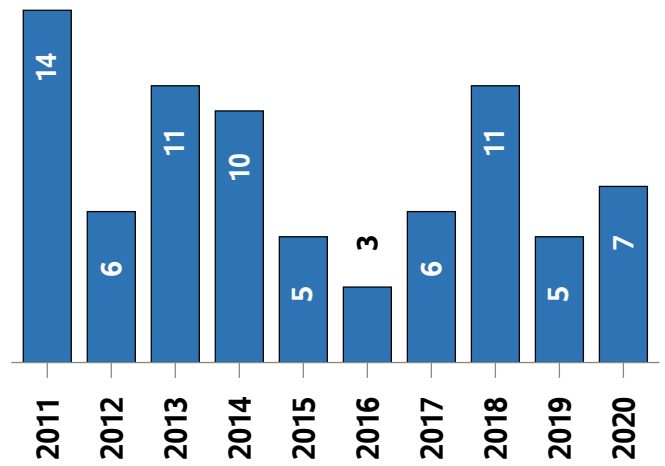


## 4 - Blandford Blenheim MLS® Single Detached Market Activity

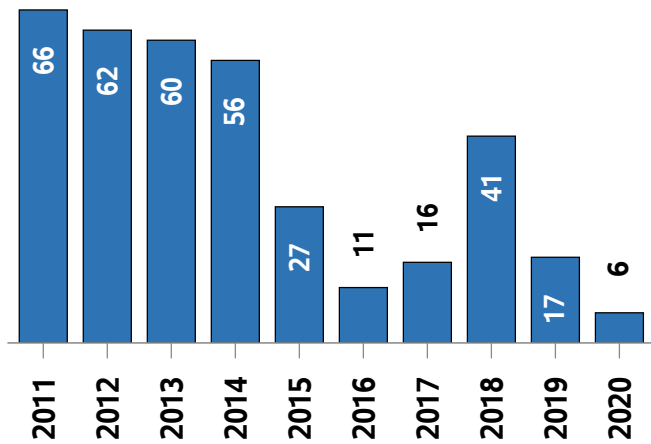
Sales Activity (November only)



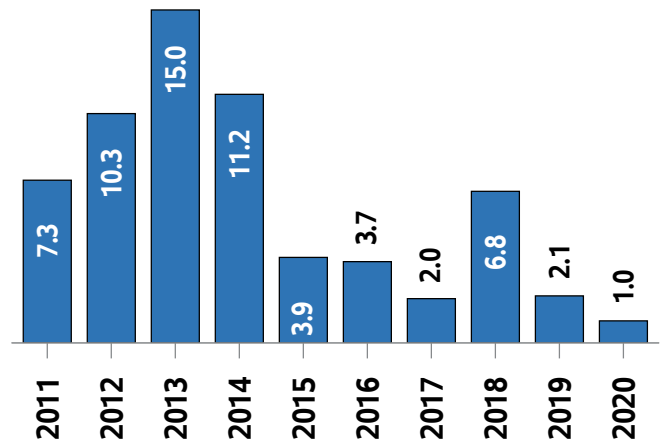
New Listings (November only)



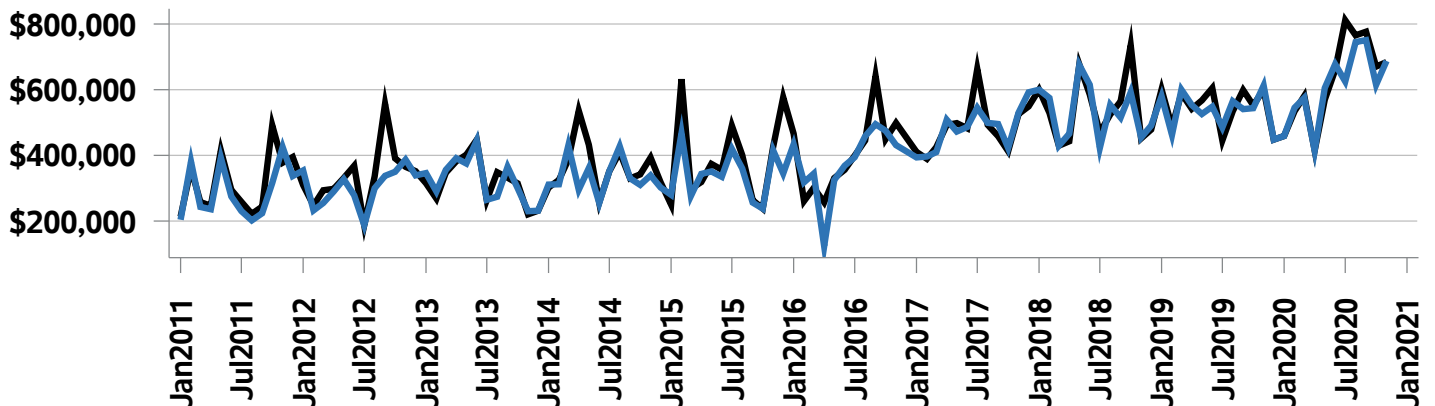
Active Listings (November only)



Months of Inventory (November only)

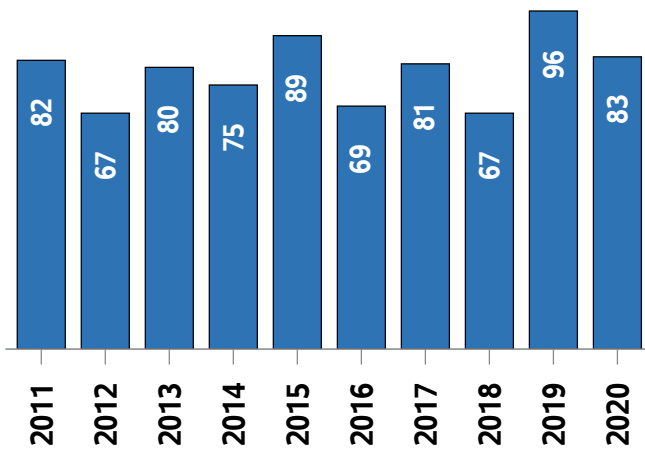


Average Price and Median Price

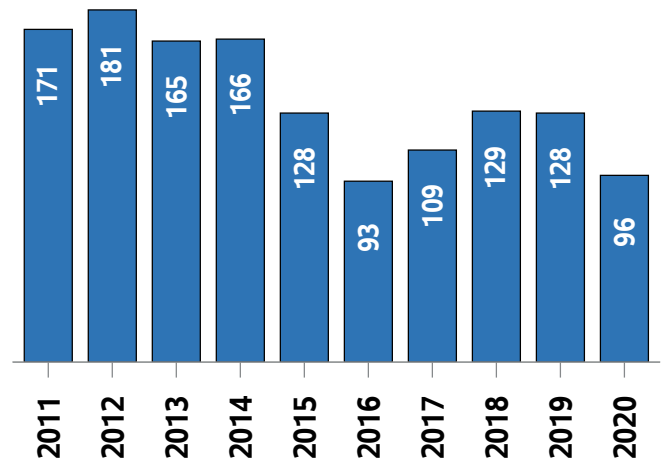


## 4 - Blandford Blenheim MLS® Single Detached Market Activity

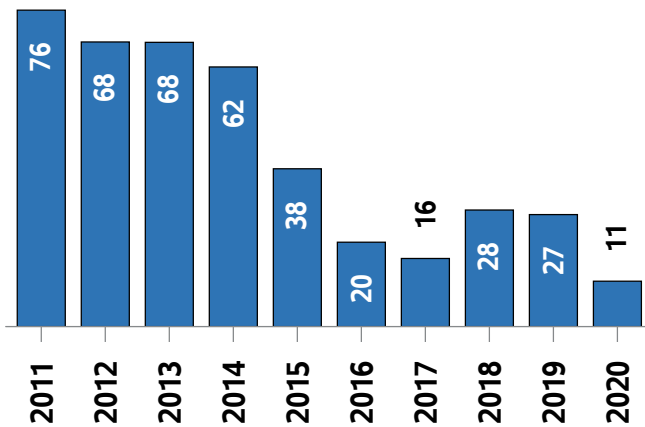
Sales Activity (November Year-to-date)



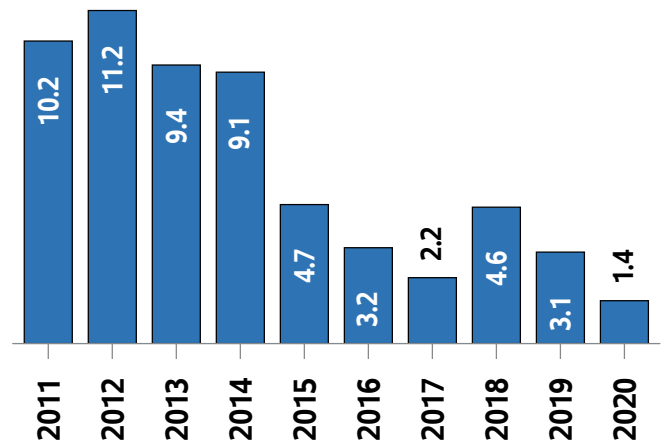
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

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

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	6	-25.0	0.0	-25.0	-14.3	50.0	20.0
Dollar Volume	\$4,104,280	-14.5	51.5	-2.4	37.6	365.4	169.1
New Listings	7	40.0	-36.4	16.7	40.0	-36.4	-41.7
Active Listings	6	-64.7	-85.4	-62.5	-77.8	-90.0	-91.8
Sales to New Listings Ratio <sup>1</sup>	85.7	160.0	54.5	133.3	140.0	36.4	41.7
Months of Inventory <sup>2</sup>	1.0	2.1	6.8	2.0	3.9	15.0	14.6
Average Price	\$684,047	14.0	51.5	30.1	60.5	210.3	124.2
Median Price	\$687,500	12.2	51.3	29.7	65.6	198.9	120.0
Sales to List Price Ratio	105.2	98.8	97.0	98.8	105.8	99.7	100.6
Median Days on Market	16.5	45.5	47.0	33.0	295.0	26.5	81.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	83	-13.5	23.9	2.5	-6.7	3.8	-1.2
Dollar Volume	\$55,366,373	3.7	50.1	42.4	71.4	104.0	154.8
New Listings	96	-25.0	-25.6	-11.9	-25.0	-41.8	-50.0
Active Listings <sup>3</sup>	11	-59.5	-61.0	-33.3	-71.2	-84.0	-85.2
Sales to New Listings Ratio <sup>4</sup>	86.5	75.0	51.9	74.3	69.5	48.5	43.8
Months of Inventory <sup>5</sup>	1.4	3.1	4.6	2.2	4.7	9.4	9.7
Average Price	\$667,065	19.9	21.1	38.9	83.8	96.6	157.8
Median Price	\$629,000	14.7	21.5	33.3	83.1	84.0	133.0
Sales to List Price Ratio	103.0	100.3	98.9	100.6	97.6	97.6	96.2
Median Days on Market	14.0	24.5	26.0	17.0	51.0	74.0	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.

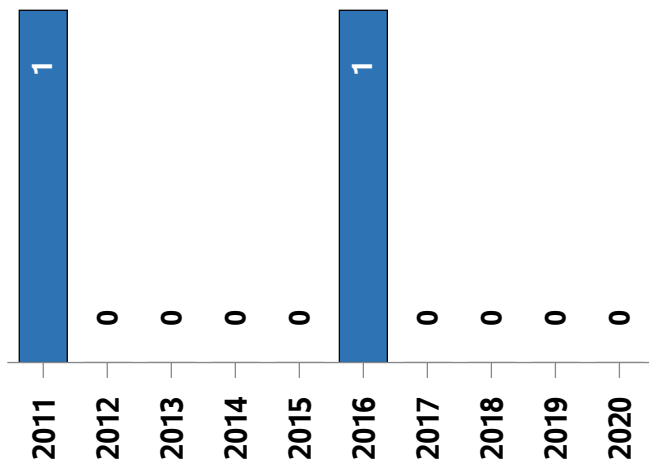
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

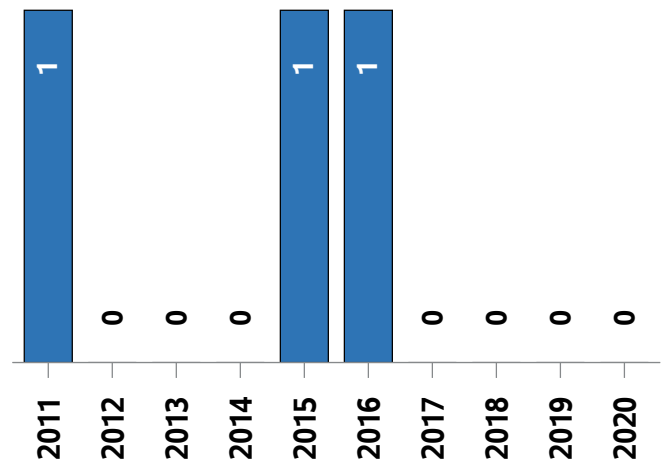
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 4 - Blandford Blenheim MLS® Semi-Detached Market Activity

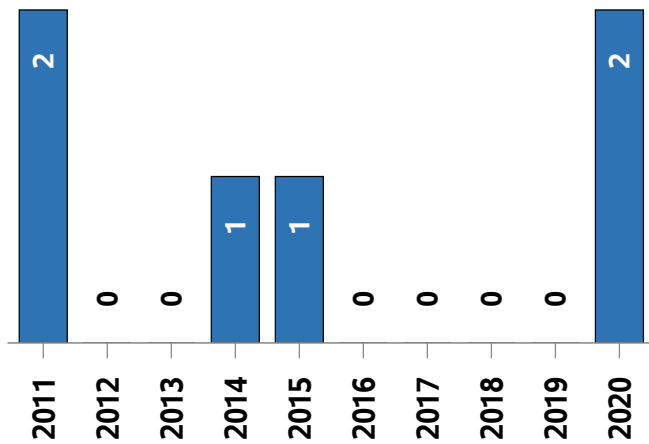
Sales Activity (November only)



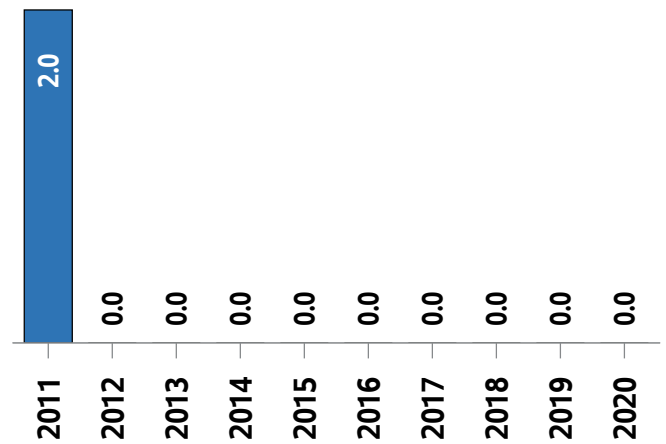
New Listings (November only)



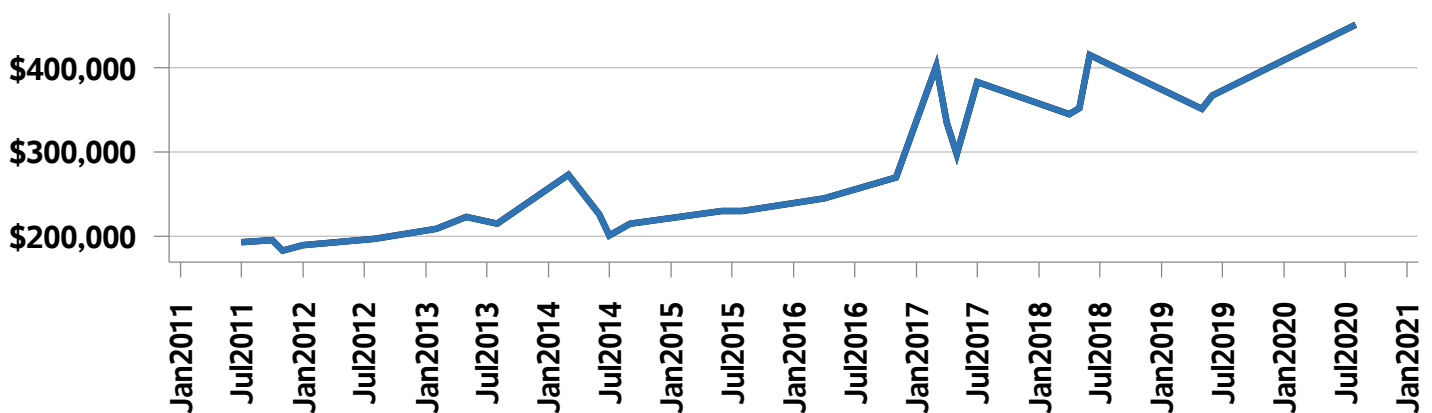
Active Listings (November only)



Months of Inventory (November only)

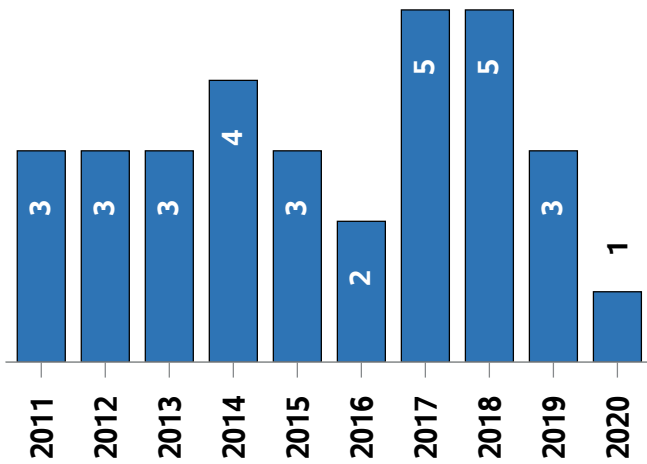


Average Price and Median Price

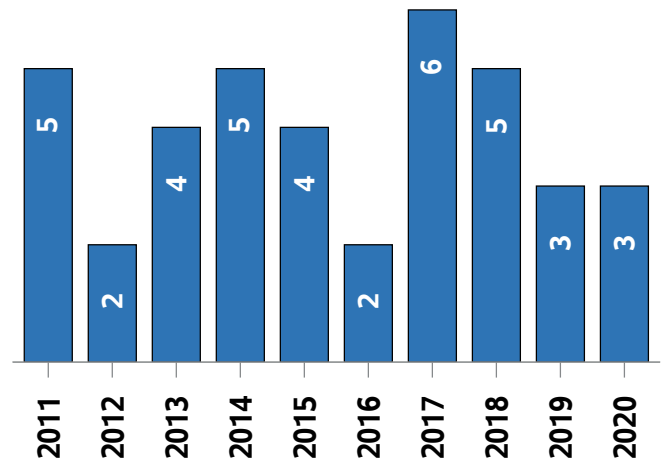


## 4 - Blandford Blenheim MLS® Semi-Detached Market Activity

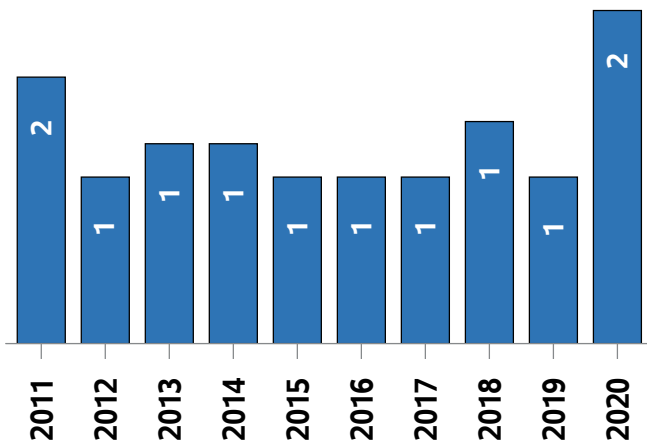
Sales Activity (November Year-to-date)



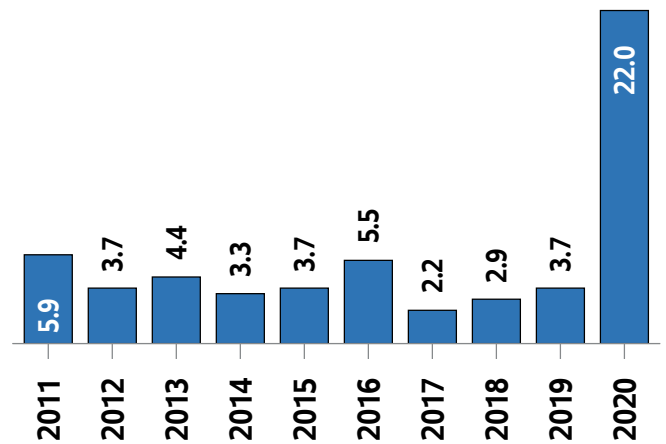
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 4 - Blandford Blenheim MLS® Semi-Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	—	—	—	—	—	-100.0
Dollar Volume	\$0	—	—	—	—	—	-100.0
New Listings	0	—	—	—	-100.0	—	—
Active Listings	2	—	—	—	100.0	—	—
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>2</sup>	0.0	—	—	—	—	—	—
Average Price	\$0	—	—	—	—	—	-100.0
Median Price	\$0	—	—	—	—	—	-100.0
Sales to List Price Ratio	0.0	—	—	—	—	—	96.6
Median Days on Market	0.0	—	—	—	—	—	35.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	1	-66.7	-80.0	-80.0	-66.7	-66.7	-66.7
Dollar Volume	\$451,000	-57.8	-75.1	-73.7	-34.6	-30.3	-26.7
New Listings	3	0.0	-40.0	-50.0	-25.0	-25.0	0.0
Active Listings <sup>3</sup>	2	100.0	50.0	100.0	100.0	66.7	100.0
Sales to New Listings Ratio <sup>4</sup>	33.3	100.0	100.0	83.3	75.0	75.0	100.0
Months of Inventory <sup>5</sup>	22.0	3.7	2.9	2.2	3.7	4.4	3.7
Average Price	\$451,000	26.5	24.7	31.5	96.1	109.2	120.0
Median Price	\$451,000	27.0	28.1	34.6	96.1	109.8	136.1
Sales to List Price Ratio	120.3	101.0	99.7	108.1	97.2	100.2	98.3
Median Days on Market	6.0	9.0	17.0	7.0	15.0	21.0	30.0

<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.

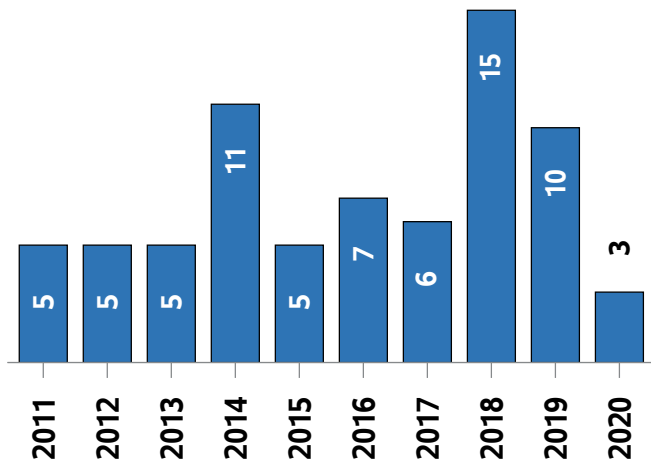
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

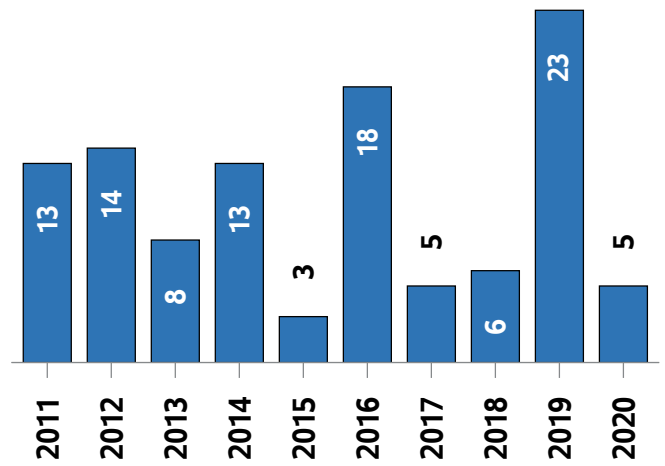
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

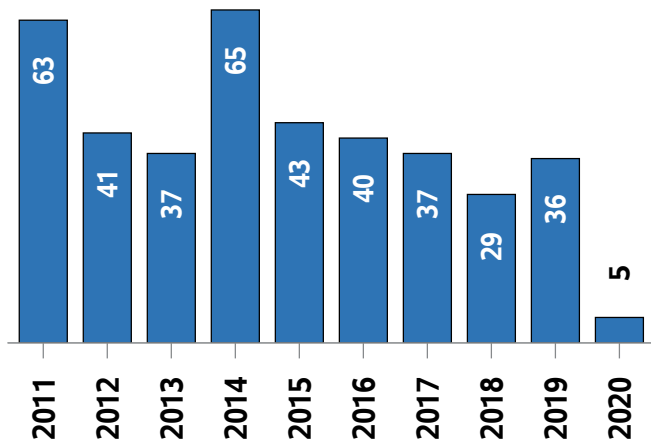
Sales Activity (November only)



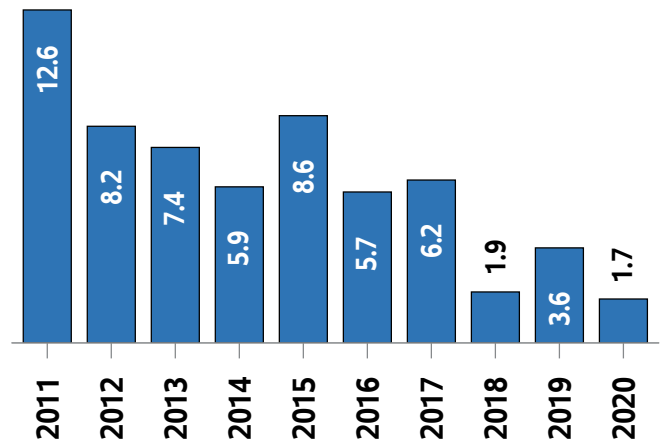
New Listings (November only)



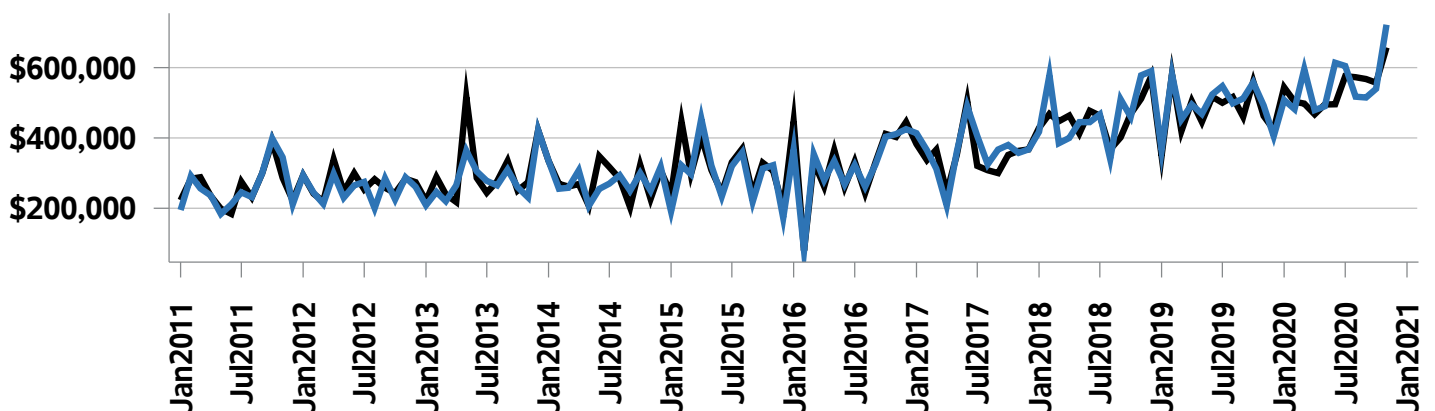
Active Listings (November only)



Months of Inventory (November only)

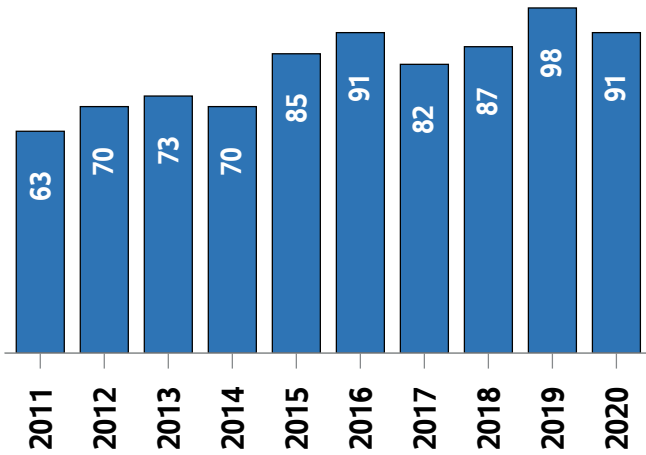


Average Price and Median Price

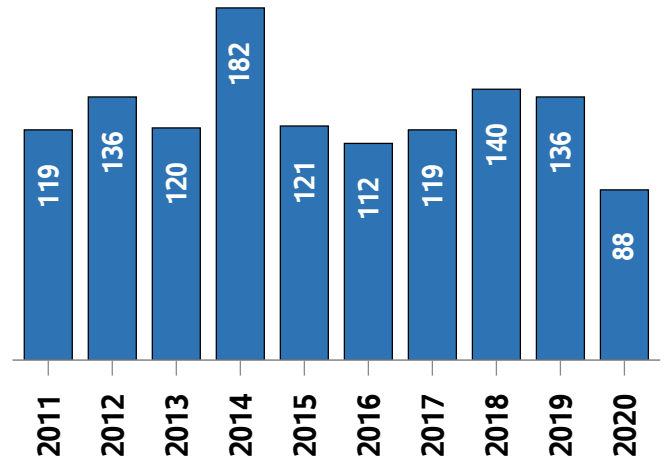


## 5 - East Zorra Tavistock MLS® Residential Market Activity

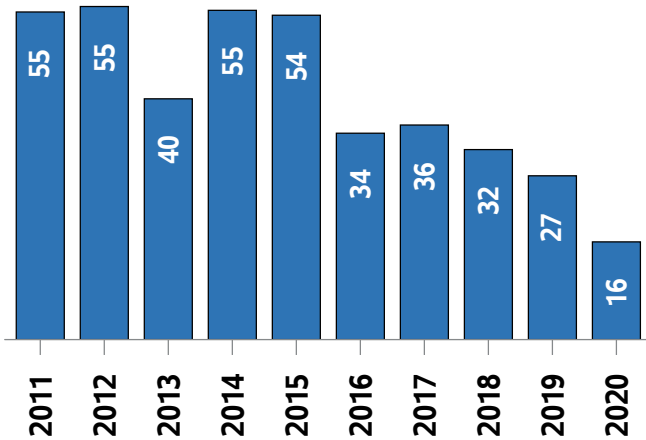
Sales Activity (November Year-to-date)



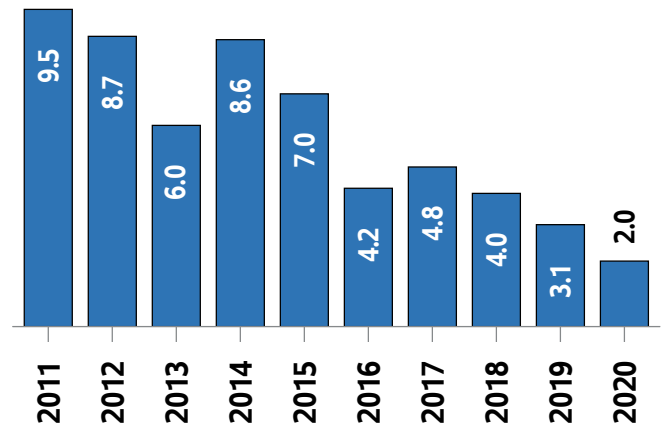
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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



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

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	-70.0	-80.0	-50.0	-40.0	-40.0	50.0
Dollar Volume	\$1,972,000	-57.4	-74.3	-9.5	28.7	43.9	307.4
New Listings	5	-78.3	-16.7	0.0	66.7	-37.5	25.0
Active Listings	5	-86.1	-82.8	-86.5	-88.4	-86.5	-93.7
Sales to New Listings Ratio <sup>1</sup>	60.0	43.5	250.0	120.0	166.7	62.5	50.0
Months of Inventory <sup>2</sup>	1.7	3.6	1.9	6.2	8.6	7.4	39.5
Average Price	\$657,333	42.1	28.5	81.0	114.5	139.9	171.6
Median Price	\$722,000	46.6	24.9	102.0	123.9	212.6	198.3
Sales to List Price Ratio	102.8	97.9	99.1	98.1	97.6	94.4	95.3
Median Days on Market	5.0	19.0	34.0	53.0	33.0	50.0	71.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	91	-7.1	4.6	11.0	7.1	24.7	62.5
Dollar Volume	\$48,670,846	4.3	25.0	69.1	83.4	124.4	279.1
New Listings	88	-35.3	-37.1	-26.1	-27.3	-26.7	-29.6
Active Listings <sup>3</sup>	16	-40.3	-48.6	-54.5	-69.9	-59.4	-75.0
Sales to New Listings Ratio <sup>4</sup>	103.4	72.1	62.1	68.9	70.2	60.8	44.8
Months of Inventory <sup>5</sup>	2.0	3.1	4.0	4.8	7.0	6.0	12.8
Average Price	\$534,844	12.3	19.5	52.4	71.3	80.0	133.3
Median Price	\$540,000	10.2	20.0	45.0	74.2	100.0	124.5
Sales to List Price Ratio	100.8	99.7	98.5	99.3	96.3	96.6	97.4
Median Days on Market	31.0	25.5	30.0	26.5	53.0	61.0	99.0

<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.

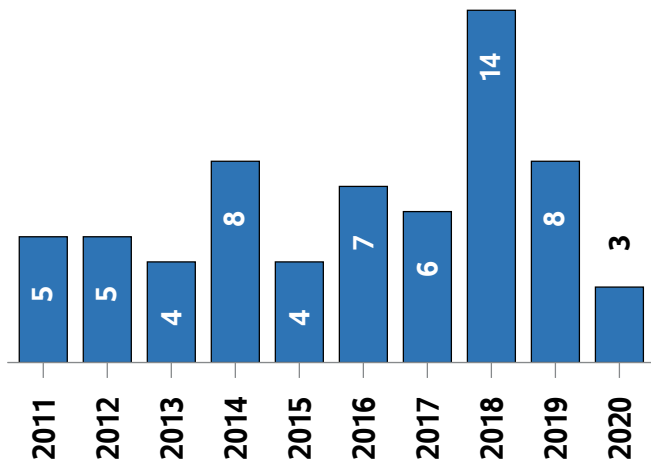
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

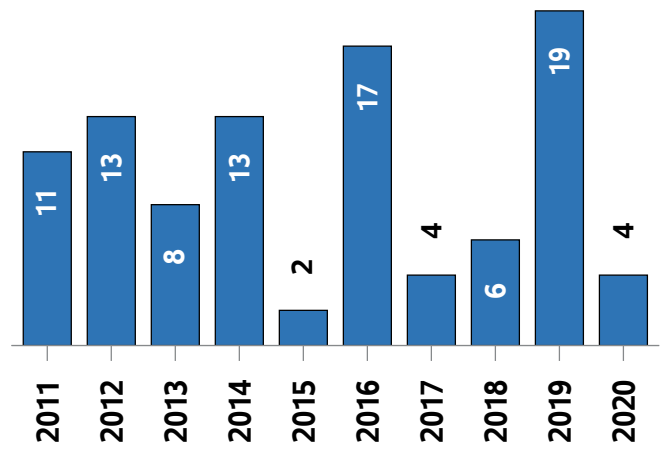
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

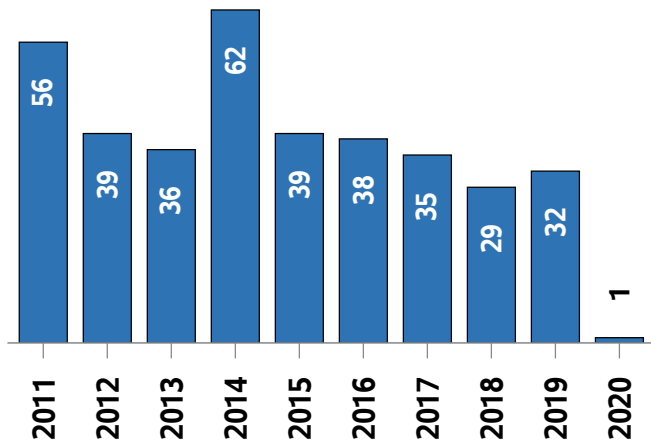
Sales Activity (November only)



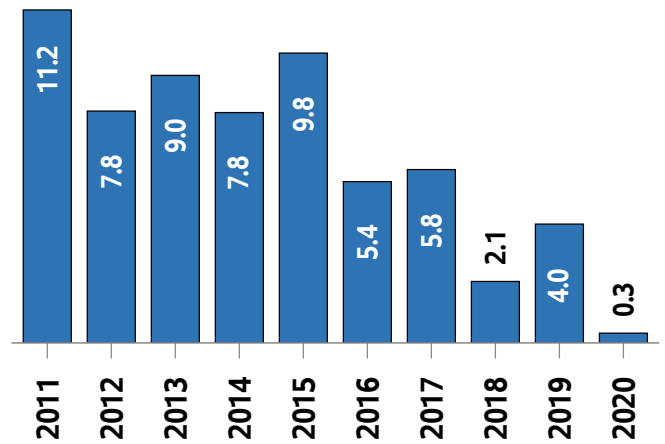
New Listings (November only)



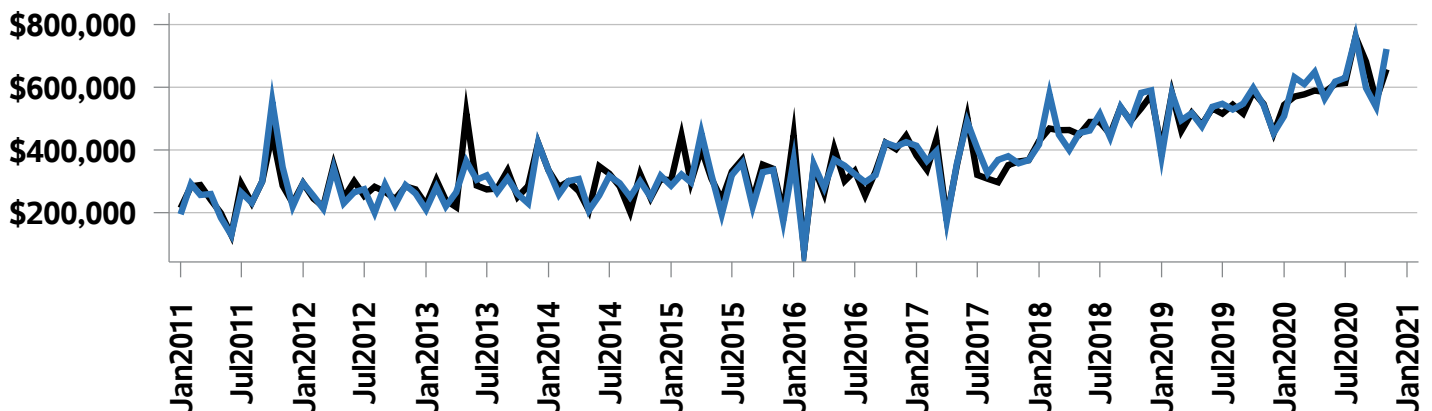
Active Listings (November only)



Months of Inventory (November only)

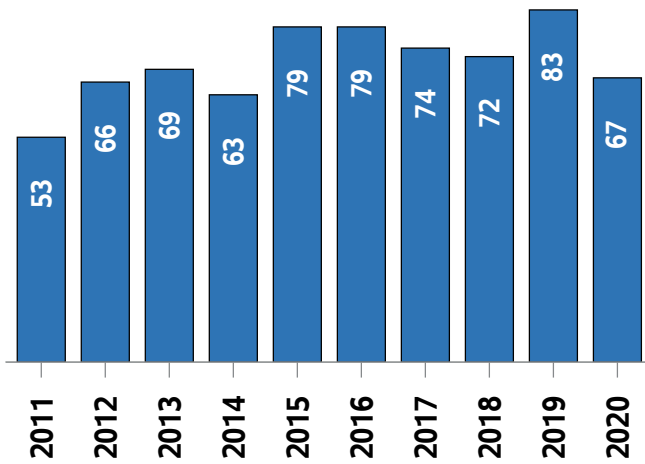


Average Price and Median Price

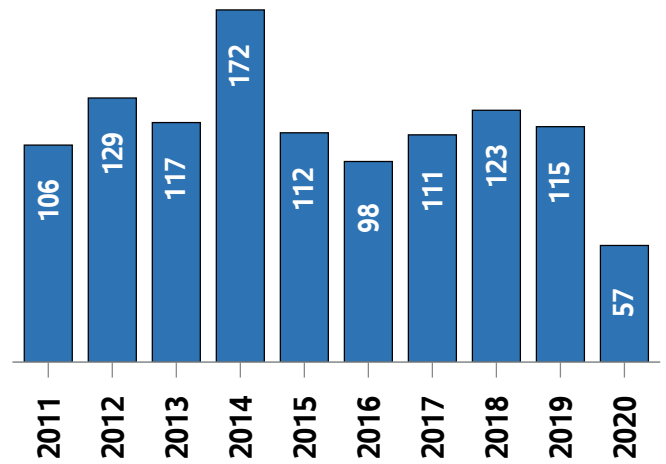


## 5 - East Zorra Tavistock MLS® Single Detached Market Activity

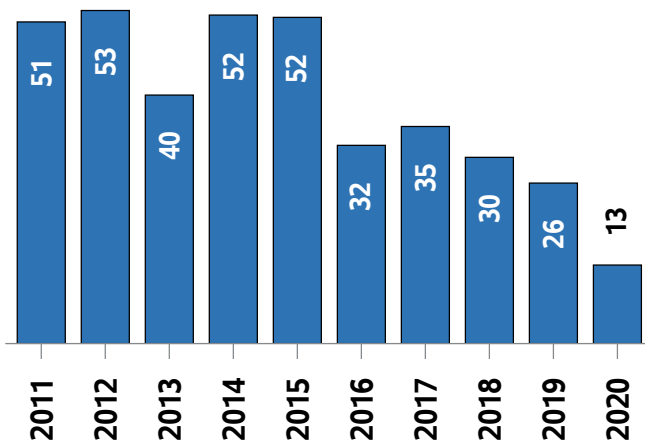
Sales Activity (November Year-to-date)



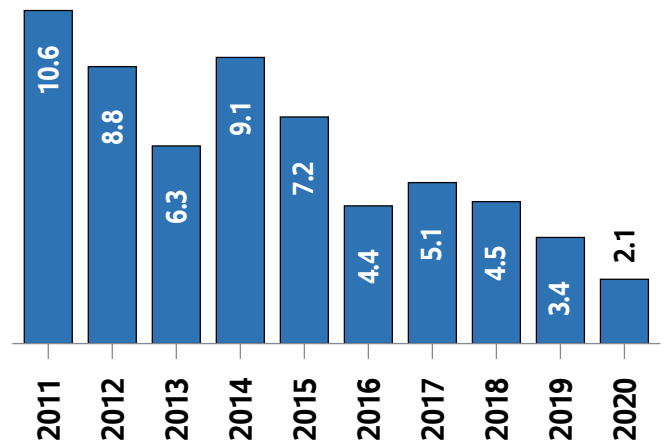
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

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

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	-62.5	-78.6	-50.0	-25.0	-25.0	50.0
Dollar Volume	\$1,972,000	-54.9	-73.5	-9.5	44.9	73.1	307.4
New Listings	4	-78.9	-33.3	0.0	100.0	-50.0	0.0
Active Listings	1	-96.9	-96.6	-97.1	-97.4	-97.2	-98.6
Sales to New Listings Ratio <sup>1</sup>	75.0	42.1	233.3	150.0	200.0	50.0	50.0
Months of Inventory <sup>2</sup>	0.3	4.0	2.1	5.8	9.8	9.0	37.0
Average Price	\$657,333	20.3	23.4	81.0	93.3	130.8	171.6
Median Price	\$722,000	33.1	24.0	102.0	114.7	213.9	198.3
Sales to List Price Ratio	102.8	98.4	99.4	98.1	97.4	93.7	95.3
Median Days on Market	5.0	28.5	35.0	53.0	50.5	66.0	71.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	67	-19.3	-6.9	-9.5	-15.2	-2.9	28.8
Dollar Volume	\$40,080,786	-5.7	15.3	51.8	57.5	91.0	235.9
New Listings	57	-50.4	-53.7	-48.6	-49.1	-51.3	-52.9
Active Listings <sup>3</sup>	13	-51.1	-57.8	-63.8	-75.9	-68.4	-79.5
Sales to New Listings Ratio <sup>4</sup>	117.5	72.2	58.5	66.7	70.5	59.0	43.0
Months of Inventory <sup>5</sup>	2.1	3.4	4.5	5.1	7.2	6.3	12.9
Average Price	\$598,221	16.8	23.9	67.6	85.7	96.7	160.7
Median Price	\$618,000	18.8	29.4	64.8	92.2	116.5	146.2
Sales to List Price Ratio	100.6	99.7	98.9	98.9	96.4	96.6	97.2
Median Days on Market	35.0	27.0	30.5	24.5	52.0	61.0	88.0

<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.

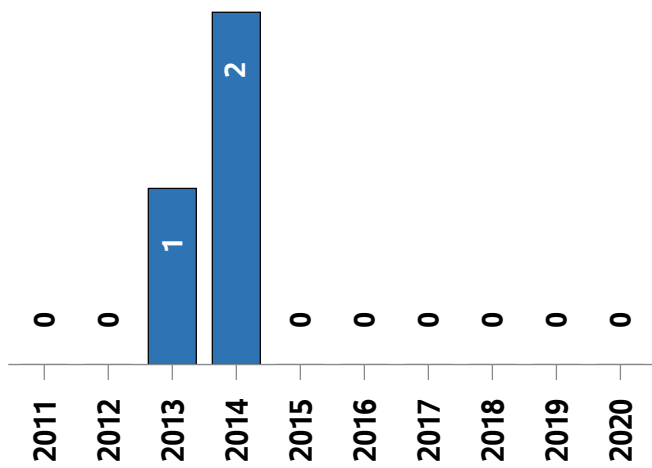
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

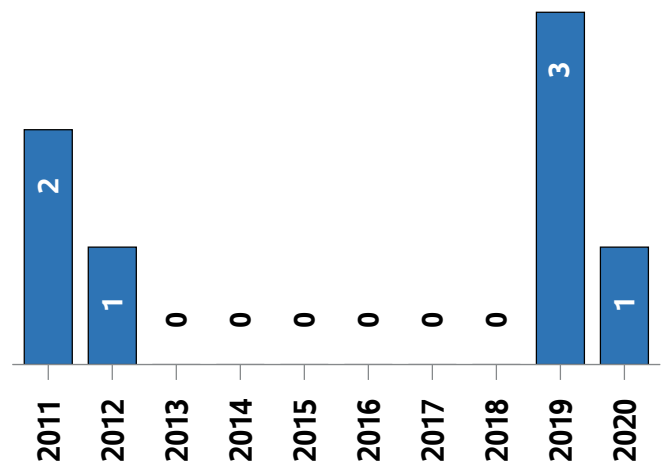
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

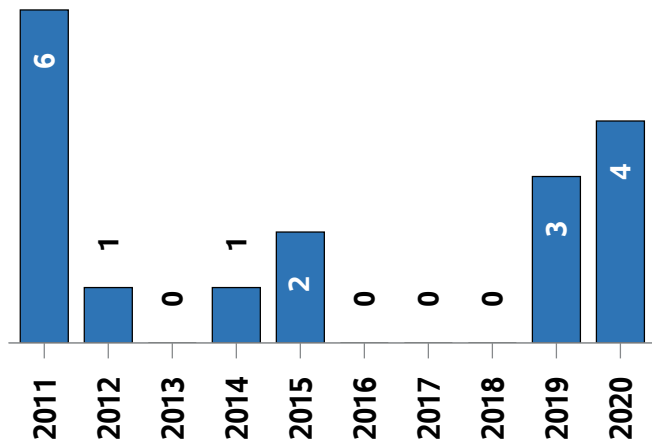
Sales Activity (November only)



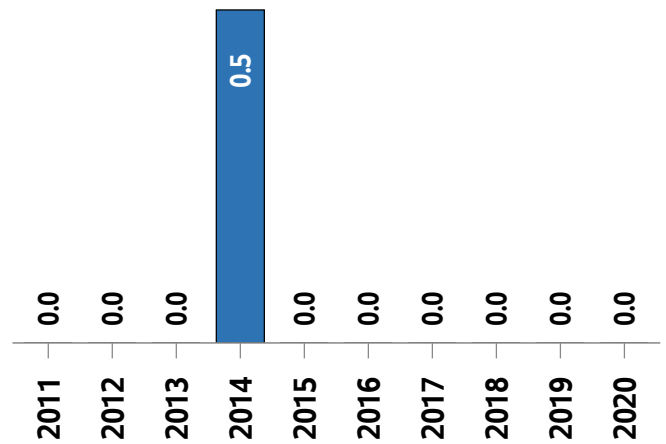
New Listings (November only)



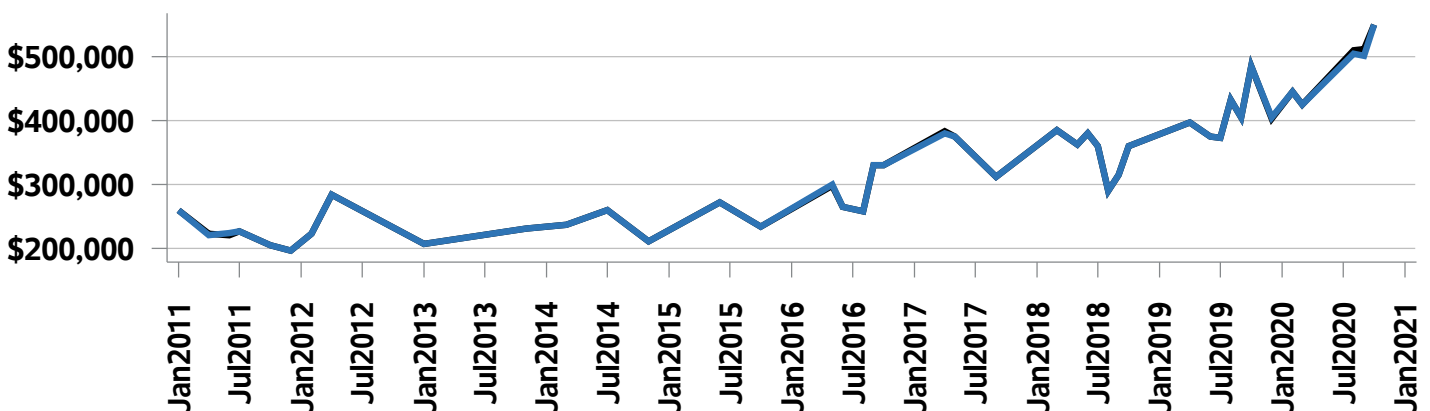
Active Listings (November only)



Months of Inventory (November only)

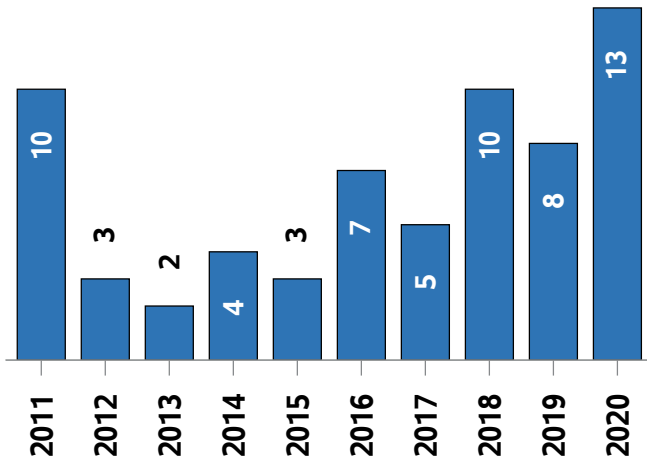


Average Price and Median Price

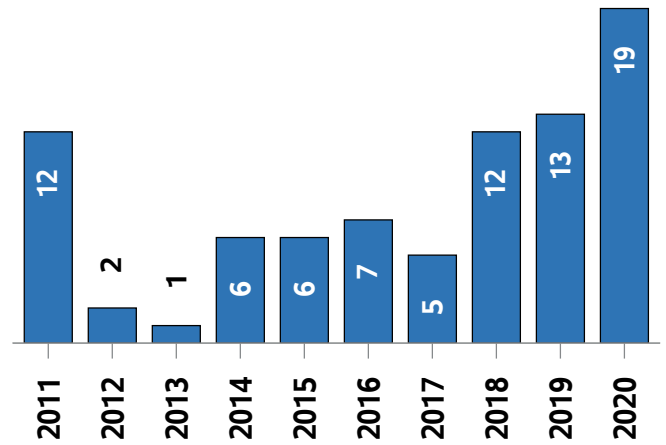


## 5 - East Zorra Tavistock MLS® Semi-Detached Market Activity

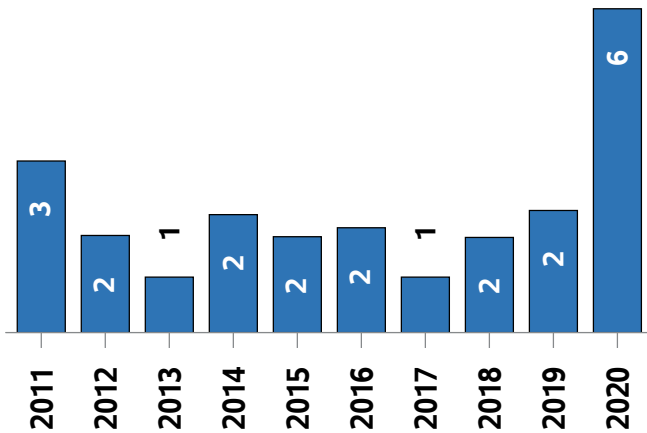
Sales Activity (November Year-to-date)



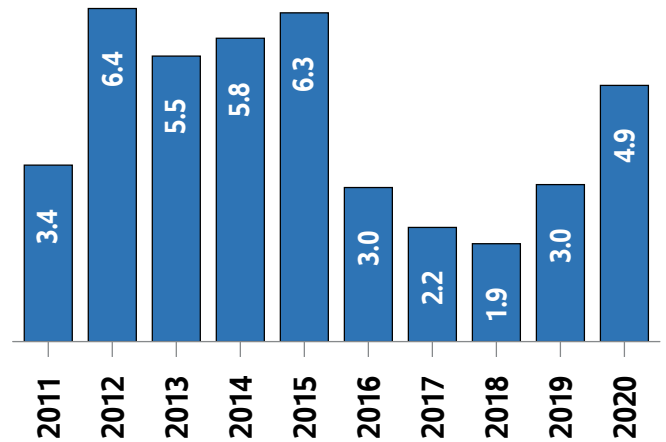
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

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

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	—	—	—	—	-100.0	—
Dollar Volume	\$0	—	—	—	—	-100.0	—
New Listings	1	-66.7	—	—	—	—	—
Active Listings	4	33.3	—	—	100.0	—	0.0
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>2</sup>	0.0	—	—	—	—	—	—
Average Price	\$0	—	—	—	—	-100.0	—
Median Price	\$0	—	—	—	—	-100.0	—
Sales to List Price Ratio	0.0	—	—	—	—	97.1	—
Median Days on Market	0.0	—	—	—	—	50.0	—
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	13	62.5	30.0	160.0	333.3	550.0	225.0
Dollar Volume	\$6,565,560	94.0	89.5	257.4	787.2	1,399.0	624.7
New Listings	19	46.2	58.3	280.0	216.7	1,800.0	533.3
Active Listings <sup>3</sup>	6	165.2	240.3	483.3	237.7	483.3	45.8
Sales to New Listings Ratio <sup>4</sup>	68.4	61.5	83.3	100.0	50.0	200.0	133.3
Months of Inventory <sup>5</sup>	4.9	3.0	1.9	2.2	6.3	5.5	11.0
Average Price	\$505,043	19.4	45.8	37.5	104.7	130.6	123.0
Median Price	\$504,572	20.9	40.2	32.8	115.6	130.4	120.3
Sales to List Price Ratio	106.9	99.7	96.9	107.3	98.0	96.7	99.6
Median Days on Market	15.0	11.5	29.5	4.0	72.0	50.0	477.0

<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.

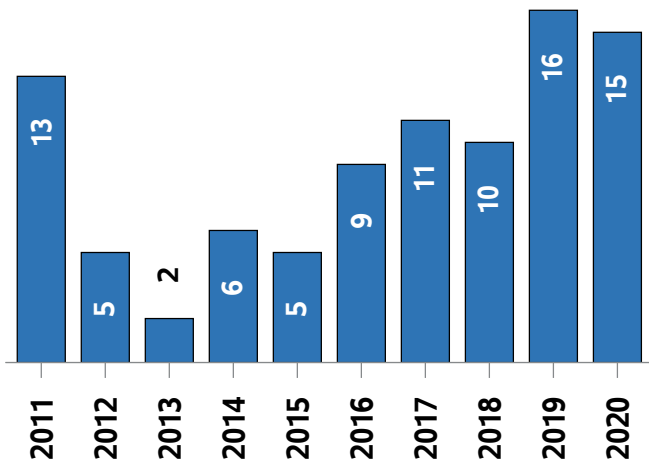
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

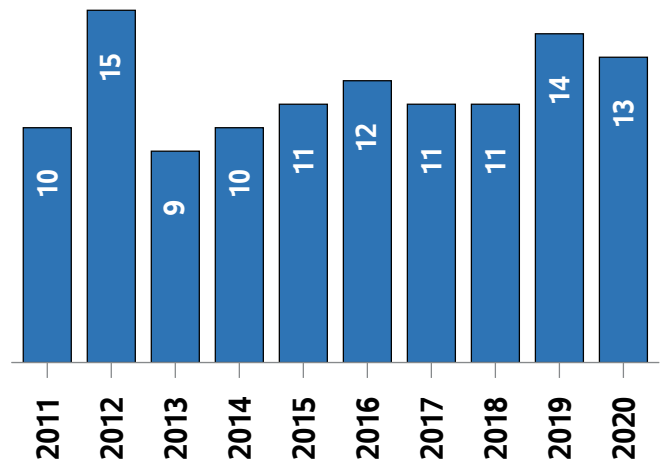
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 6 - Norwich Township MLS® Residential Market Activity

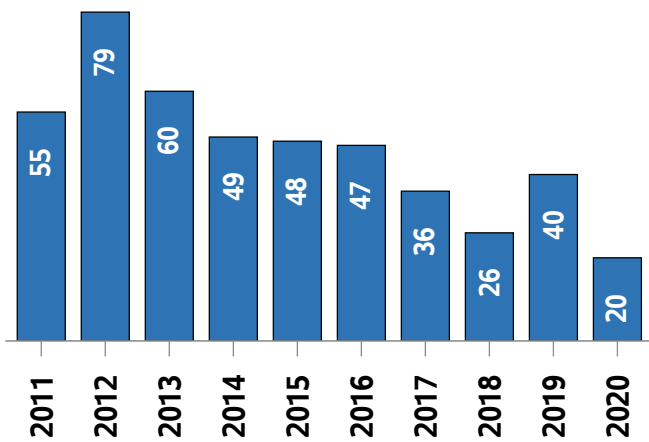
Sales Activity (November only)



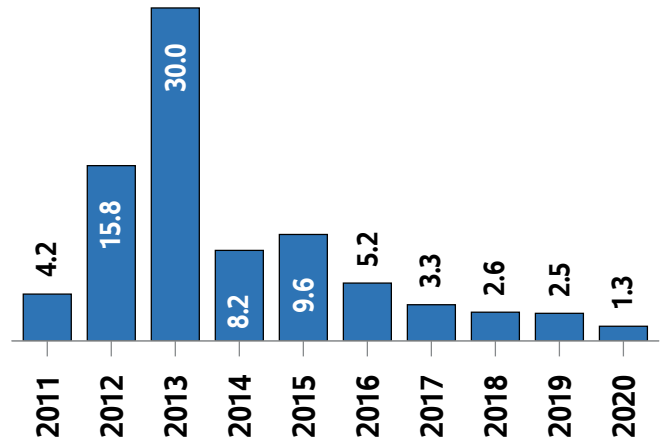
New Listings (November only)



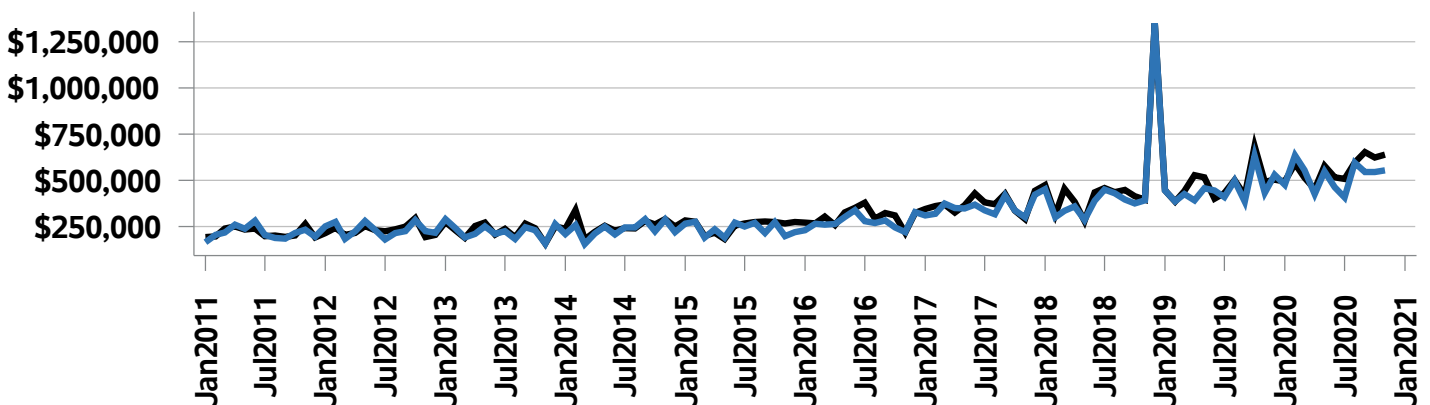
Active Listings (November only)



Months of Inventory (November only)



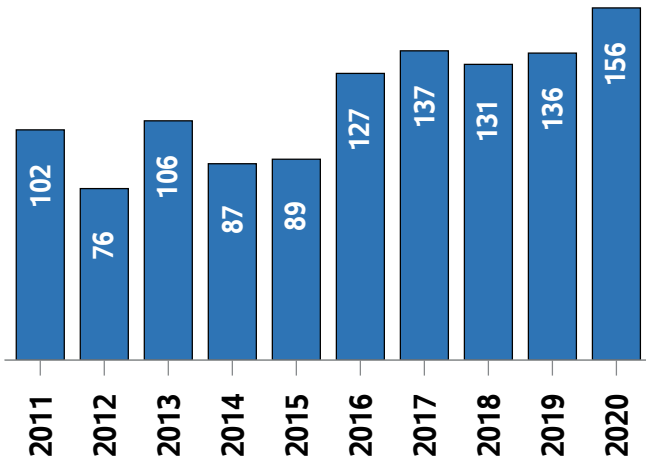
Average Price and Median Price



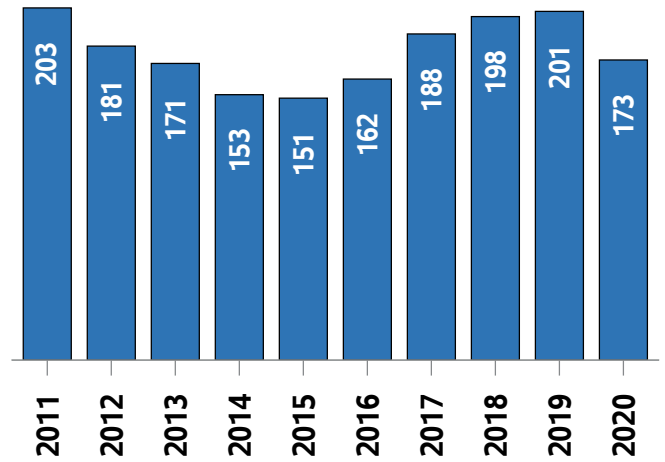


## 6 - Norwich Township MLS® Residential Market Activity

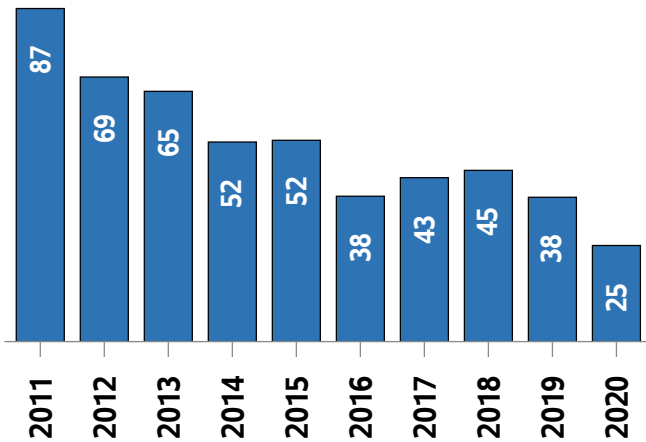
Sales Activity (November Year-to-date)



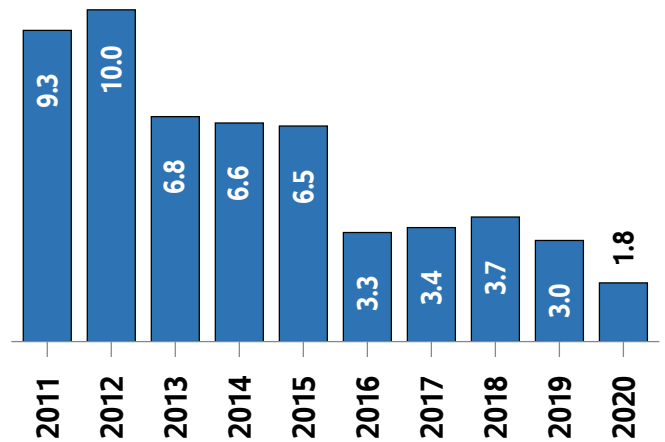
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 6 - Norwich Township MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	15	-6.3	50.0	36.4	200.0	650.0	275.0
Dollar Volume	\$9,585,000	21.7	142.3	199.7	619.6	2,942.9	904.2
New Listings	13	-7.1	18.2	18.2	18.2	44.4	-18.8
Active Listings	20	-50.0	-23.1	-44.4	-58.3	-66.7	-75.6
Sales to New Listings Ratio <sup>1</sup>	115.4	114.3	90.9	100.0	45.5	22.2	25.0
Months of Inventory <sup>2</sup>	1.3	2.5	2.6	3.3	9.6	30.0	20.5
Average Price	\$639,000	29.8	61.5	119.8	139.9	305.7	167.8
Median Price	\$554,000	28.1	41.5	84.7	179.8	251.7	107.5
Sales to List Price Ratio	104.9	97.4	100.3	98.4	95.7	94.2	95.2
Median Days on Market	25.0	29.5	17.0	44.0	28.0	103.0	137.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	156	14.7	19.1	13.9	75.3	47.2	54.5
Dollar Volume	\$89,093,597	34.9	66.1	78.9	290.1	253.9	271.1
New Listings	173	-13.9	-12.6	-8.0	14.6	1.2	-19.9
Active Listings <sup>3</sup>	25	-33.4	-43.9	-41.4	-52.3	-61.6	-74.3
Sales to New Listings Ratio <sup>4</sup>	90.2	67.7	66.2	72.9	58.9	62.0	46.8
Months of Inventory <sup>5</sup>	1.8	3.0	3.7	3.4	6.5	6.8	10.6
Average Price	\$571,113	17.6	39.5	57.1	122.5	140.5	140.3
Median Price	\$529,500	20.3	43.1	54.8	111.8	133.8	140.7
Sales to List Price Ratio	99.1	98.2	98.2	98.5	95.7	95.0	96.0
Median Days on Market	19.0	31.0	31.0	31.0	62.0	62.0	80.0

<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.

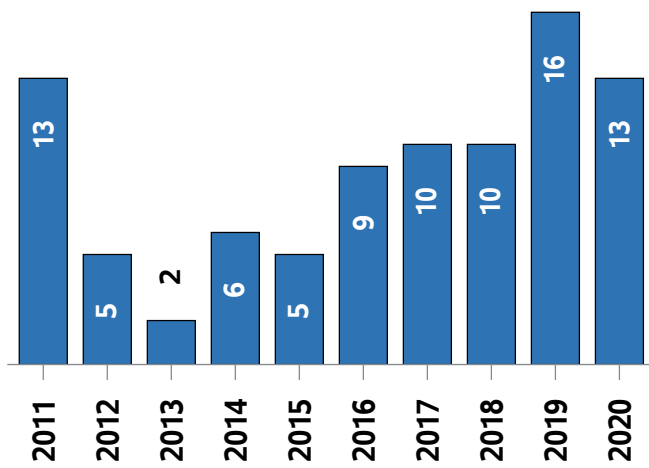
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

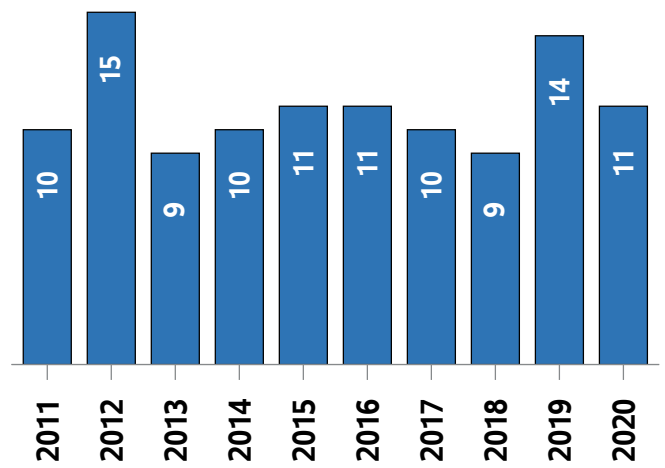
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 6 - Norwich Township MLS® Single Detached Market Activity

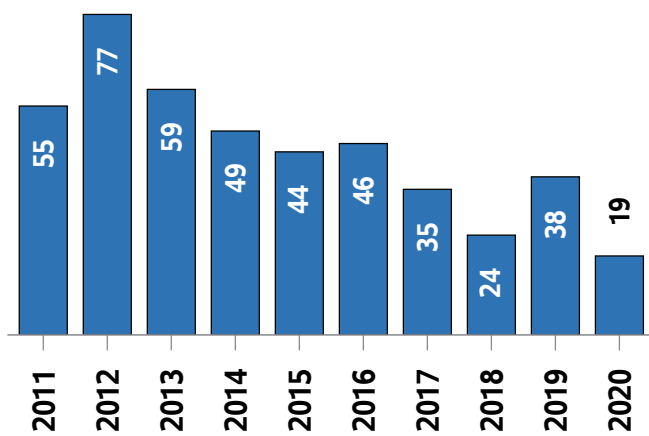
Sales Activity (November only)



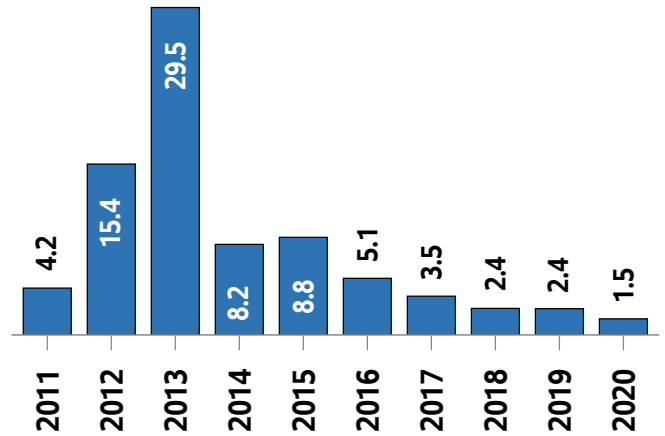
New Listings (November only)



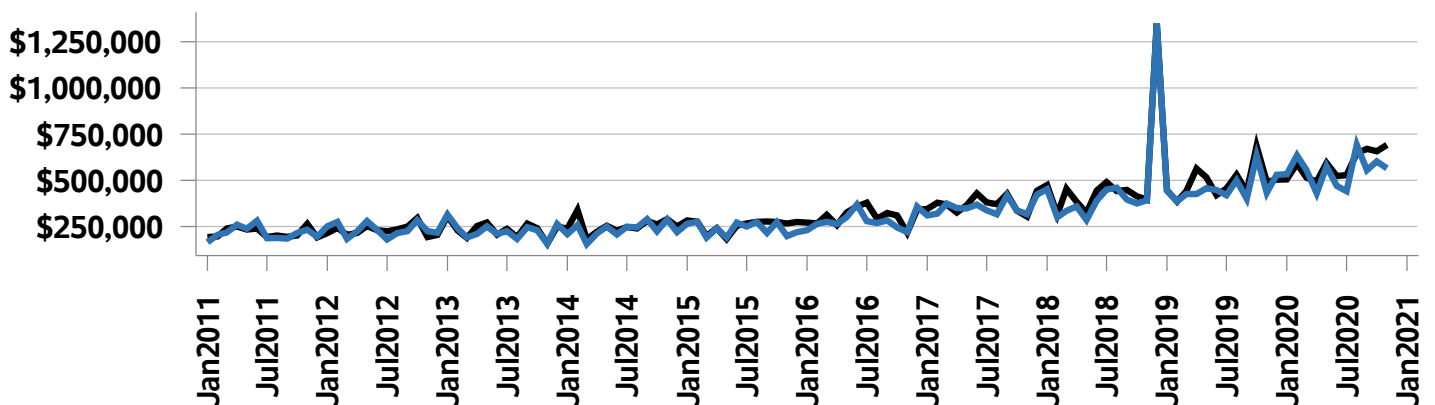
Active Listings (November only)



Months of Inventory (November only)

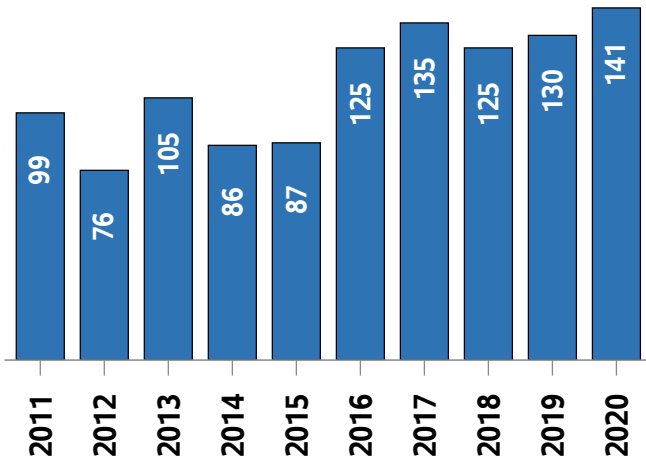


Average Price and Median Price

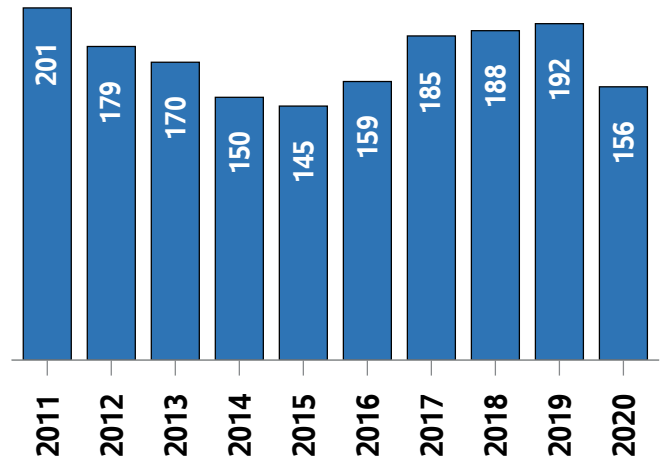


## 6 - Norwich Township MLS® Single Detached Market Activity

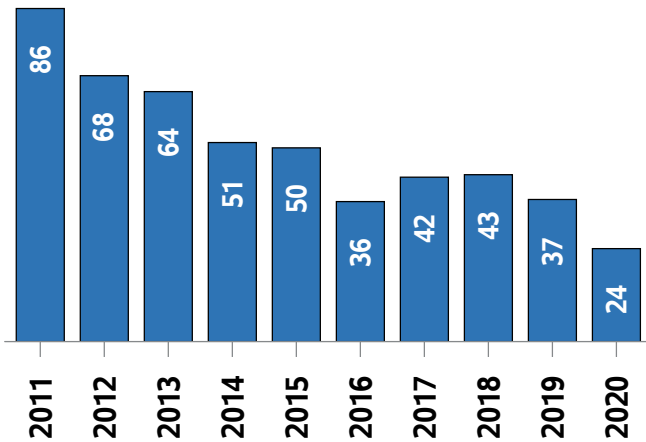
Sales Activity (November Year-to-date)



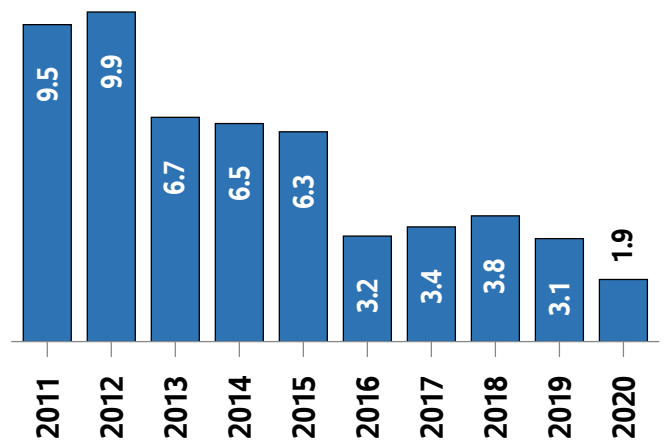
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 6 - Norwich Township MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	13	-18.8	30.0	30.0	160.0	550.0	225.0
Dollar Volume	\$8,990,000	14.2	127.3	195.7	575.0	2,754.0	841.9
New Listings	11	-21.4	22.2	10.0	0.0	22.2	-26.7
Active Listings	19	-50.0	-20.8	-45.7	-56.8	-67.8	-76.5
Sales to New Listings Ratio <sup>1</sup>	118.2	114.3	111.1	100.0	45.5	22.2	26.7
Months of Inventory <sup>2</sup>	1.5	2.4	2.4	3.5	8.8	29.5	20.3
Average Price	\$691,538	40.5	74.8	127.5	159.6	339.1	189.8
Median Price	\$565,000	30.7	44.3	78.2	185.4	258.7	111.6
Sales to List Price Ratio	104.5	97.4	100.3	98.3	95.7	94.2	95.2
Median Days on Market	25.0	29.5	17.0	43.0	28.0	103.0	137.5
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	141	8.5	12.8	4.4	62.1	34.3	43.9
Dollar Volume	\$83,943,214	29.2	60.1	69.7	273.0	235.4	258.3
New Listings	156	-18.8	-17.0	-15.7	7.6	-8.2	-26.4
Active Listings <sup>3</sup>	24	-34.6	-44.3	-43.4	-52.0	-62.8	-75.1
Sales to New Listings Ratio <sup>4</sup>	90.4	67.7	66.5	73.0	60.0	61.8	46.2
Months of Inventory <sup>5</sup>	1.9	3.1	3.8	3.4	6.3	6.7	10.8
Average Price	\$595,342	19.1	41.9	62.5	130.2	149.8	149.1
Median Price	\$545,000	22.5	45.3	58.9	118.0	139.0	146.0
Sales to List Price Ratio	99.0	98.1	98.3	98.3	95.8	95.0	95.9
Median Days on Market	20.0	31.0	30.0	31.0	62.0	62.0	80.0

<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.

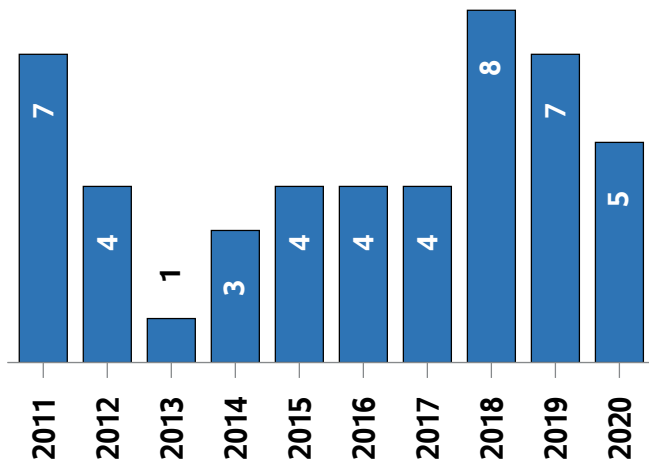
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

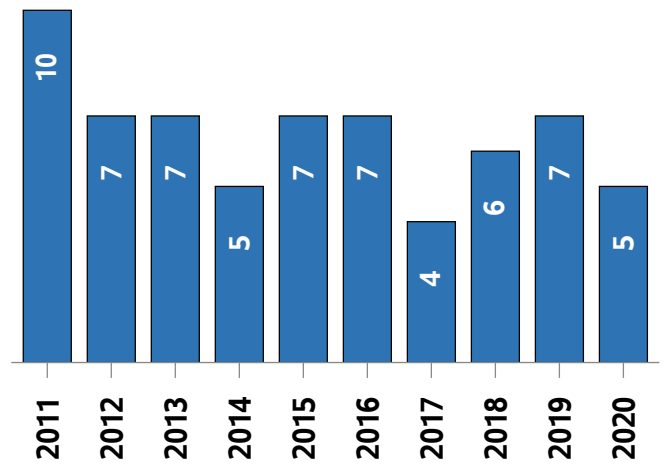
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 7 - Southwest Oxford MLS® Residential Market Activity

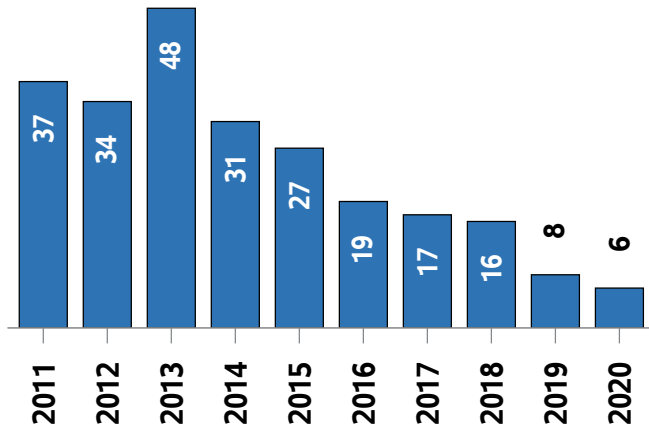
Sales Activity (November only)



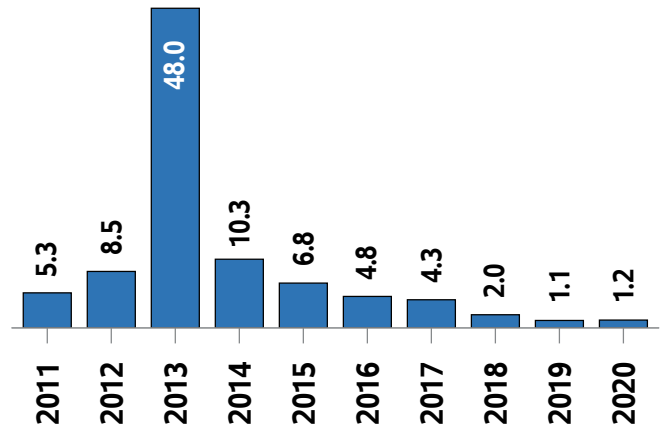
New Listings (November only)



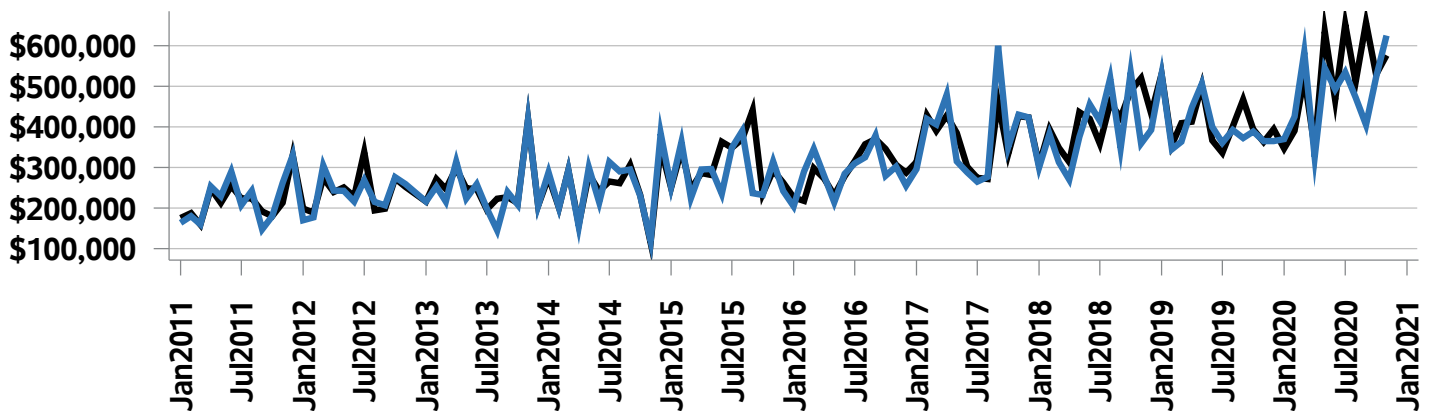
Active Listings (November only)



Months of Inventory (November only)

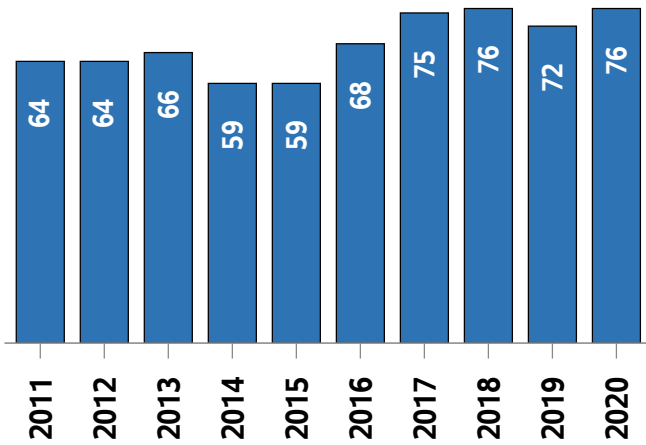


Average Price and Median Price

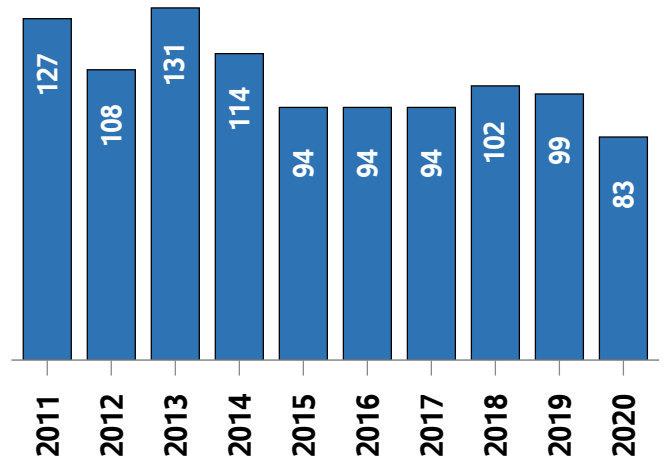


## 7 - Southwest Oxford MLS® Residential Market Activity

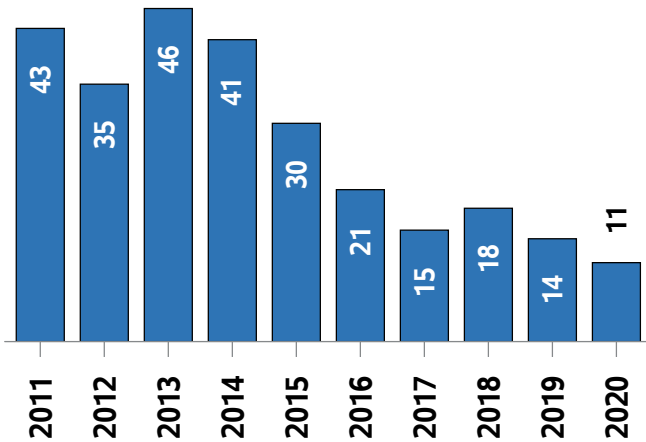
Sales Activity (November Year-to-date)



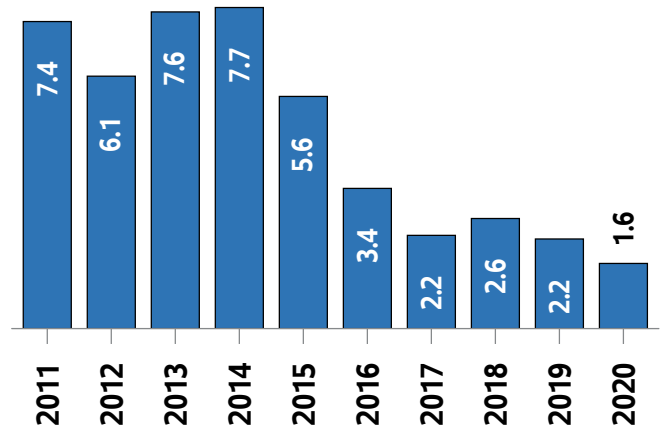
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 7 - Southwest Oxford MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	5	-28.6	-37.5	25.0	25.0	400.0	-44.4
Dollar Volume	\$2,882,101	13.5	-30.7	69.0	146.0	589.5	30.0
New Listings	5	-28.6	-16.7	25.0	-28.6	-28.6	-37.5
Active Listings	6	-25.0	-62.5	-64.7	-77.8	-87.5	-84.6
Sales to New Listings Ratio <sup>1</sup>	100.0	100.0	133.3	100.0	57.1	14.3	112.5
Months of Inventory <sup>2</sup>	1.2	1.1	2.0	4.3	6.8	48.0	4.3
Average Price	\$576,420	58.9	10.8	35.2	96.8	37.9	134.1
Median Price	\$625,000	71.2	74.1	45.3	98.6	49.5	160.4
Sales to List Price Ratio	106.3	99.7	95.6	98.9	97.0	96.1	95.3
Median Days on Market	20.0	24.0	28.5	26.5	96.5	137.0	48.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	76	5.6	0.0	1.3	28.8	15.2	0.0
Dollar Volume	\$38,860,454	28.7	25.4	44.7	110.3	147.6	151.8
New Listings	83	-16.2	-18.6	-11.7	-11.7	-36.6	-42.4
Active Listings <sup>3</sup>	11	-23.2	-40.8	-29.2	-63.8	-76.3	-79.3
Sales to New Listings Ratio <sup>4</sup>	91.6	72.7	74.5	79.8	62.8	50.4	52.8
Months of Inventory <sup>5</sup>	1.6	2.2	2.6	2.2	5.6	7.6	7.6
Average Price	\$511,322	22.0	25.4	42.8	63.3	115.0	151.8
Median Price	\$453,702	12.7	19.4	32.5	65.0	92.7	124.1
Sales to List Price Ratio	101.3	101.2	98.0	100.3	96.6	96.2	94.6
Median Days on Market	20.0	22.5	21.5	16.0	67.0	57.5	59.5

<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.

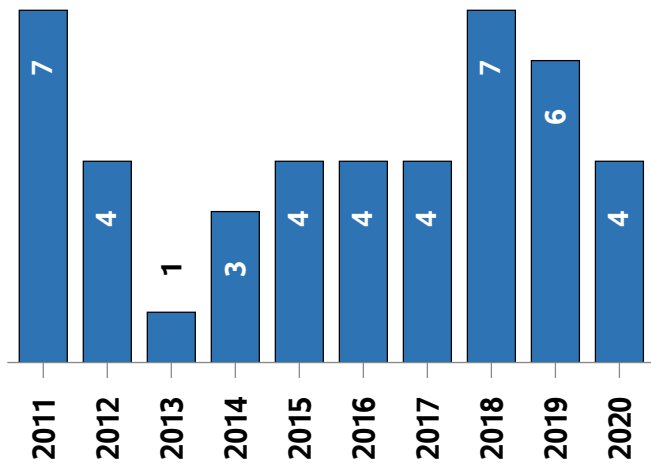
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<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.

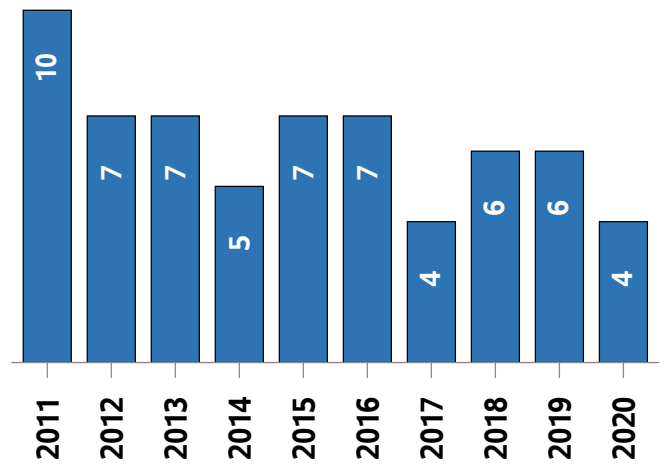


## 7 - Southwest Oxford MLS® Single Detached Market Activity

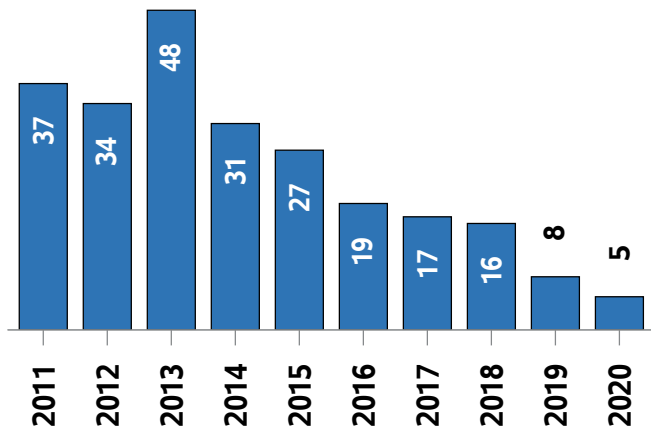
Sales Activity (November only)



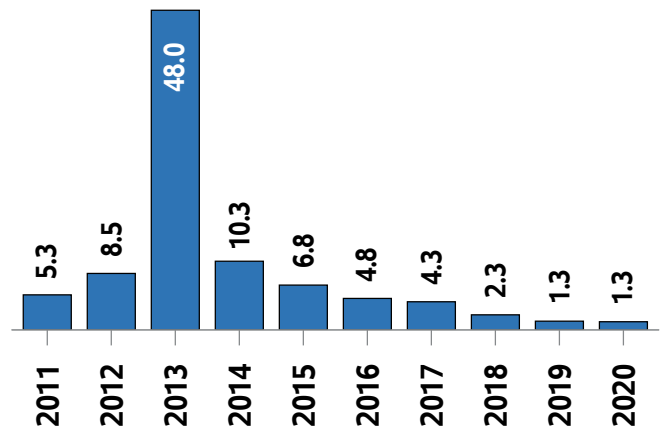
New Listings (November only)



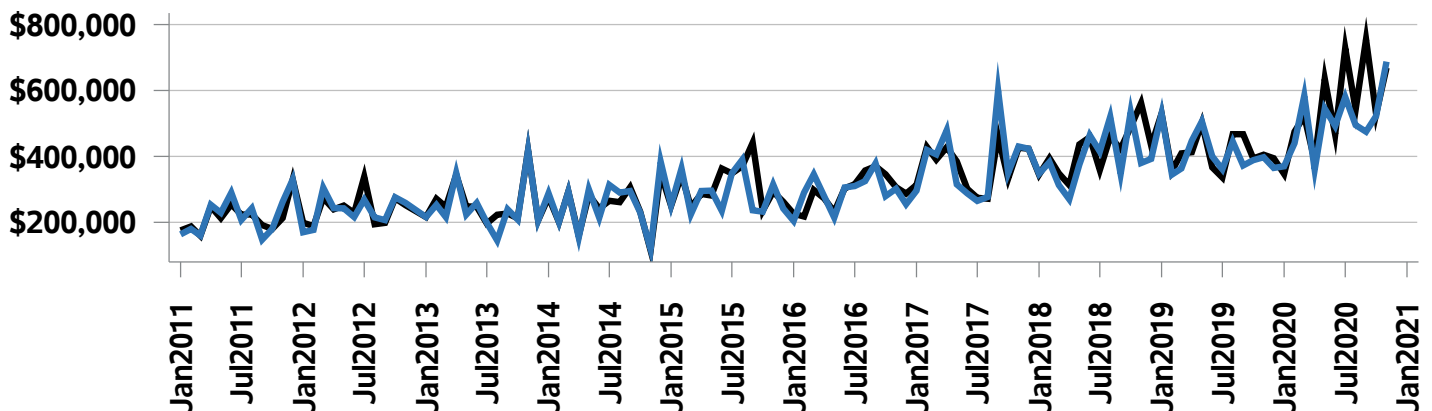
Active Listings (November only)



Months of Inventory (November only)

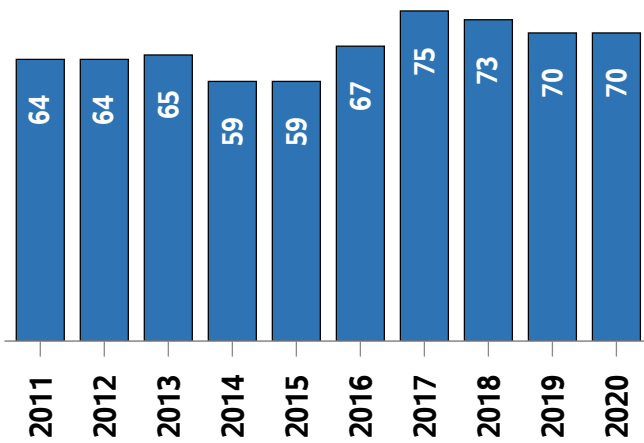


Average Price and Median Price

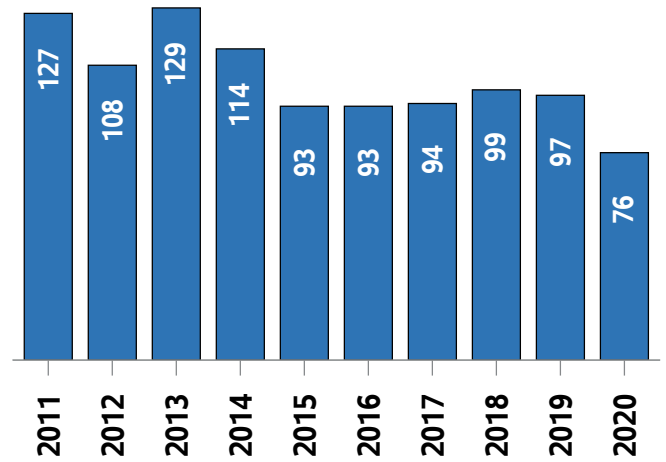


## 7 - Southwest Oxford MLS® Single Detached Market Activity

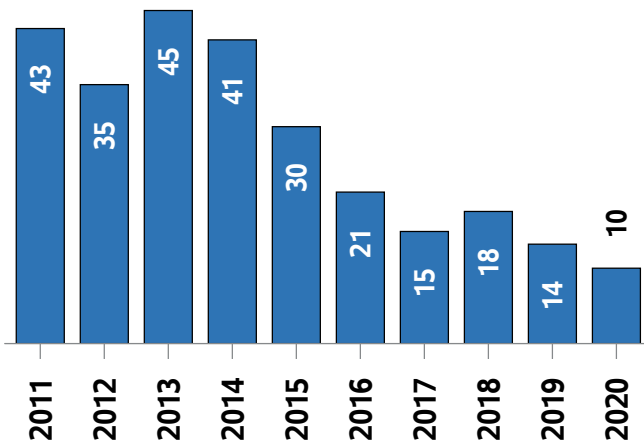
Sales Activity (November Year-to-date)



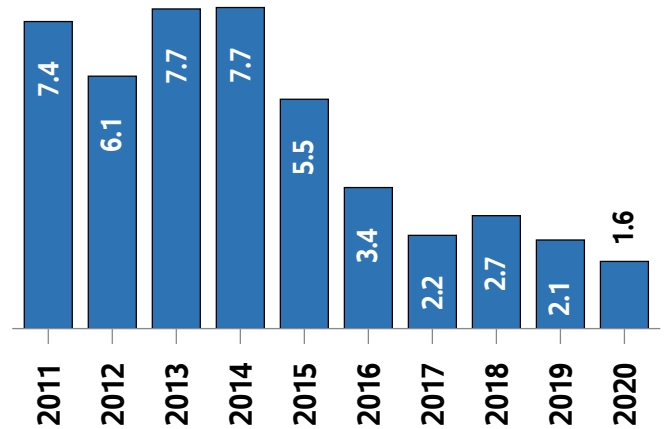
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 7 - Southwest Oxford MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	4	-33.3	-42.9	0.0	0.0	300.0	-55.6
Dollar Volume	\$2,676,101	10.1	-31.9	57.0	128.5	540.2	20.7
New Listings	4	-33.3	-33.3	0.0	-42.9	-42.9	-50.0
Active Listings	5	-37.5	-68.8	-70.6	-81.5	-89.6	-87.2
Sales to New Listings Ratio <sup>1</sup>	100.0	100.0	116.7	100.0	57.1	14.3	112.5
Months of Inventory <sup>2</sup>	1.3	1.3	2.3	4.3	6.8	48.0	4.3
Average Price	\$669,025	65.2	19.1	57.0	128.5	60.1	171.7
Median Price	\$687,500	73.0	80.9	59.9	118.4	64.5	186.5
Sales to List Price Ratio	101.6	99.7	95.0	98.9	97.0	96.1	95.3
Median Days on Market	23.5	29.5	32.0	26.5	96.5	137.0	48.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	70	0.0	-4.1	-6.7	18.6	7.7	-7.9
Dollar Volume	\$37,907,454	26.3	24.6	41.2	105.2	143.3	145.6
New Listings	76	-21.6	-23.2	-19.1	-18.3	-41.1	-46.9
Active Listings <sup>3</sup>	10	-24.2	-42.9	-32.7	-65.2	-77.4	-80.2
Sales to New Listings Ratio <sup>4</sup>	92.1	72.2	73.7	79.8	63.4	50.4	53.1
Months of Inventory <sup>5</sup>	1.6	2.1	2.7	2.2	5.5	7.7	7.5
Average Price	\$541,535	26.3	29.9	51.3	72.9	125.9	166.7
Median Price	\$490,750	19.3	28.3	43.4	78.5	107.9	142.3
Sales to List Price Ratio	101.0	101.3	98.1	100.3	96.6	96.2	94.6
Median Days on Market	20.0	24.0	22.0	16.0	67.0	59.0	59.5

<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.

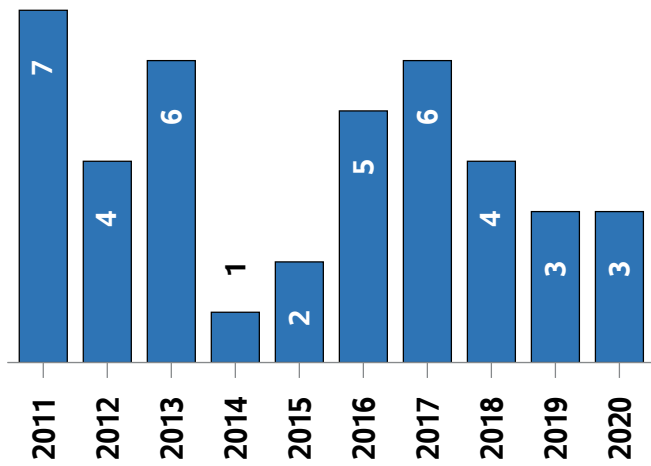
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

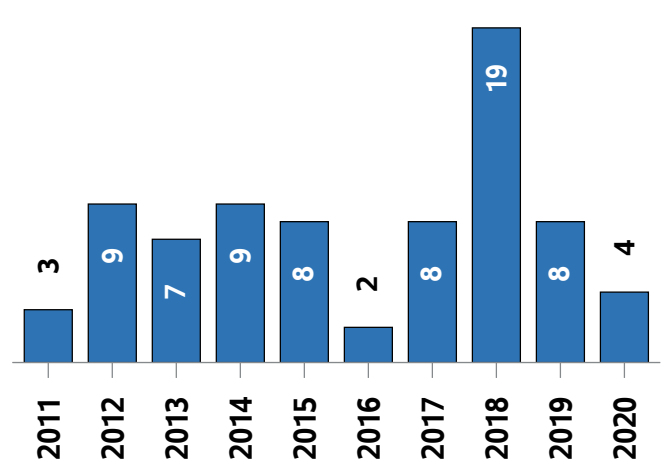
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 8 - Zorra MLS® Residential Market Activity

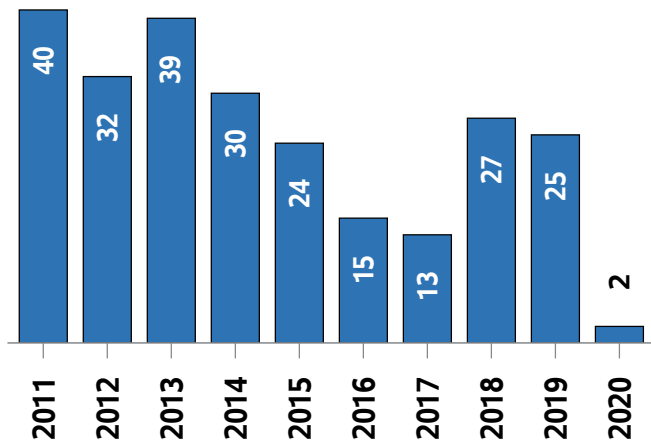
Sales Activity (November only)



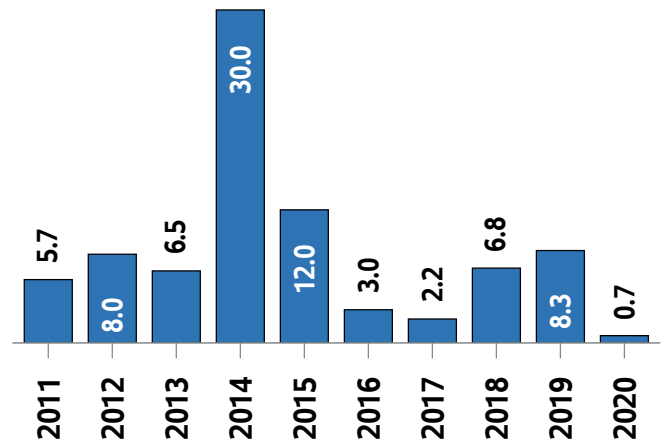
New Listings (November only)



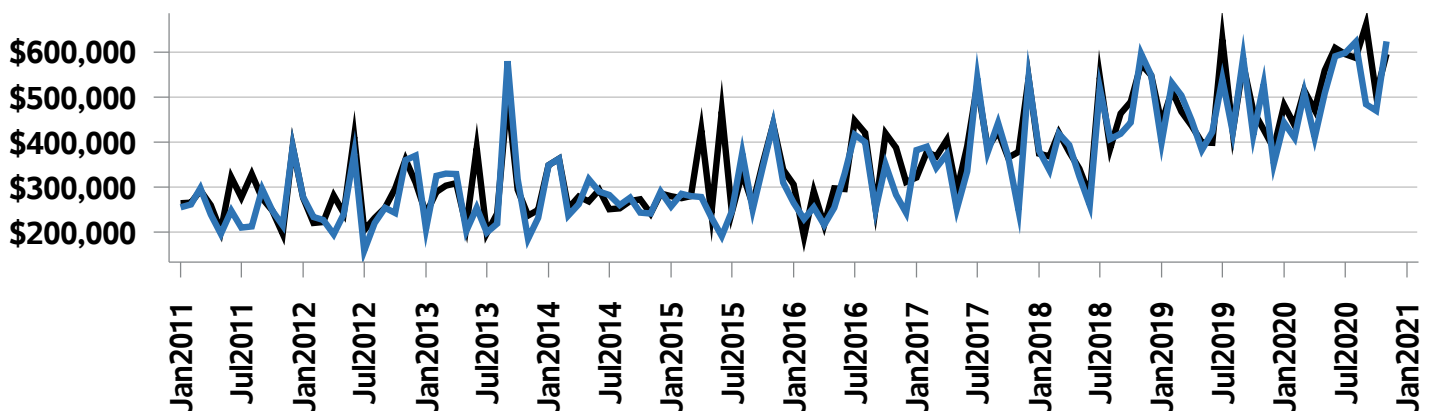
Active Listings (November only)



Months of Inventory (November only)



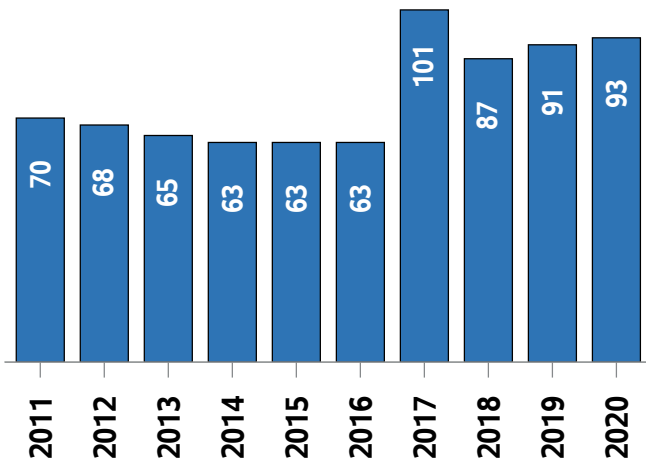
Average Price and Median Price



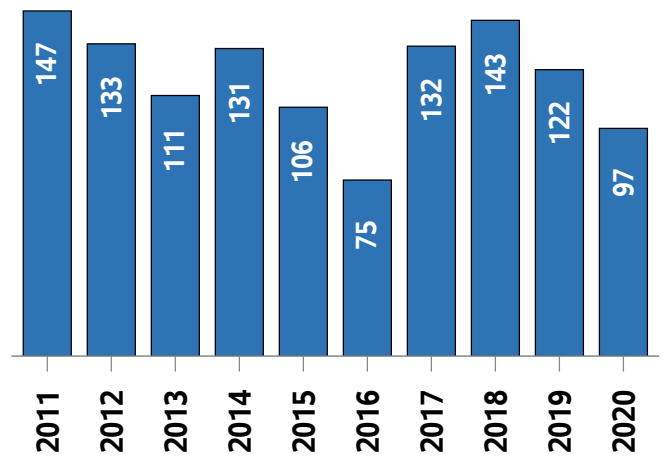
## 8 - Zorra

### MLS® Residential Market Activity

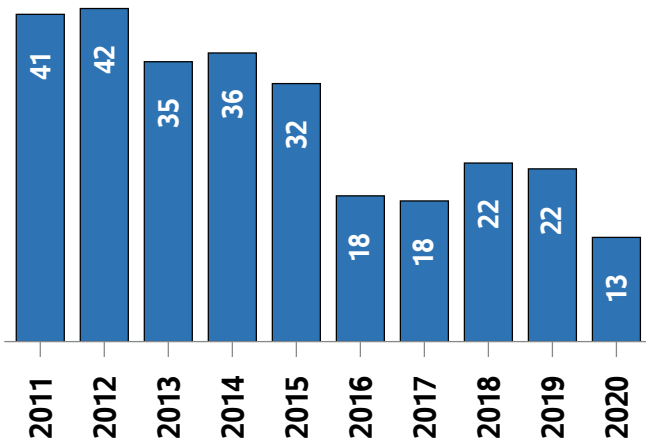
Sales Activity (November Year-to-date)



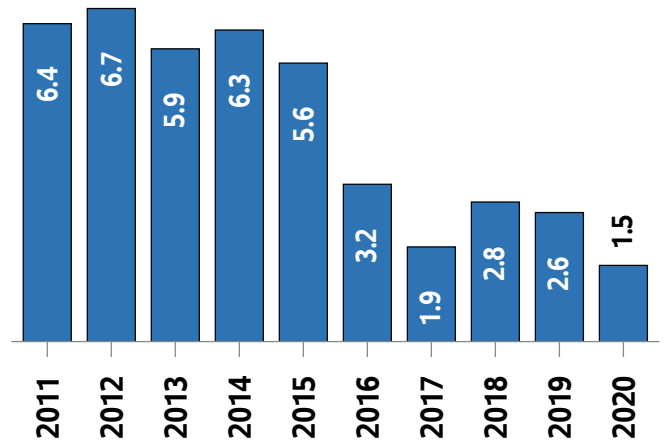
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 8 - Zorra

### MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	0.0	-25.0	-50.0	50.0	-50.0	-50.0
Dollar Volume	\$1,787,700	39.2	-22.0	-21.2	103.4	25.9	-3.1
New Listings	4	-50.0	-78.9	-50.0	-50.0	-42.9	-20.0
Active Listings	2	-92.0	-92.6	-84.6	-91.7	-94.9	-93.8
Sales to New Listings Ratio <sup>1</sup>	75.0	37.5	21.1	75.0	25.0	85.7	120.0
Months of Inventory <sup>2</sup>	0.7	8.3	6.8	2.2	12.0	6.5	5.3
Average Price	\$595,900	39.2	4.0	57.5	35.6	151.8	93.8
Median Price	\$624,000	18.0	4.6	151.6	42.0	237.3	163.3
Sales to List Price Ratio	115.1	95.7	99.8	101.1	96.7	97.0	97.8
Median Days on Market	6.0	24.0	13.5	8.5	137.5	34.5	112.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	93	2.2	6.9	-7.9	47.6	43.1	17.7
Dollar Volume	\$50,990,170	18.8	40.7	30.5	145.3	181.1	146.8
New Listings	97	-20.5	-32.2	-26.5	-8.5	-12.6	-26.5
Active Listings <sup>3</sup>	13	-39.7	-41.6	-25.9	-59.6	-62.8	-72.3
Sales to New Listings Ratio <sup>4</sup>	95.9	74.6	60.8	76.5	59.4	58.6	59.8
Months of Inventory <sup>5</sup>	1.5	2.6	2.8	1.9	5.6	5.9	6.5
Average Price	\$548,281	16.2	31.6	41.7	66.2	96.5	109.7
Median Price	\$534,000	24.2	33.5	42.4	96.3	137.3	127.7
Sales to List Price Ratio	102.4	100.0	101.7	101.8	96.1	97.3	97.1
Median Days on Market	22.0	31.0	16.0	15.0	57.0	54.0	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.

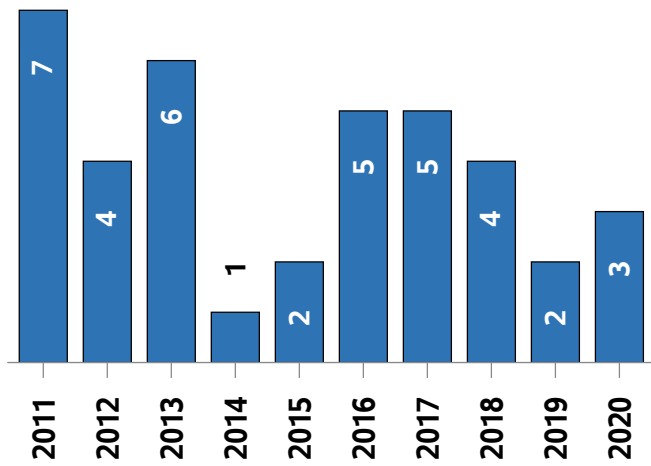
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<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.

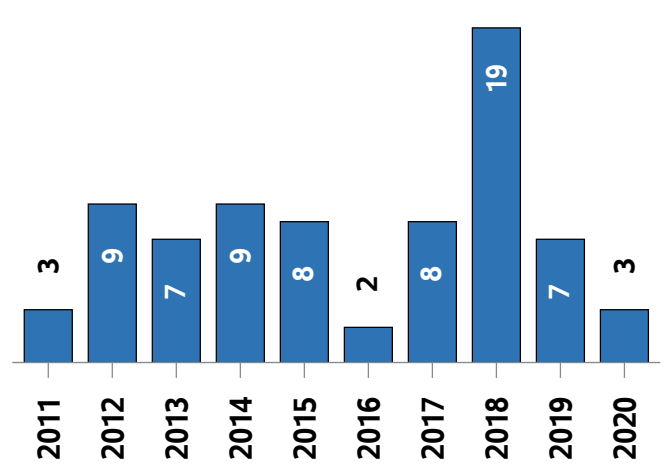
## 8 - Zorra

### MLS® Single Detached Market Activity

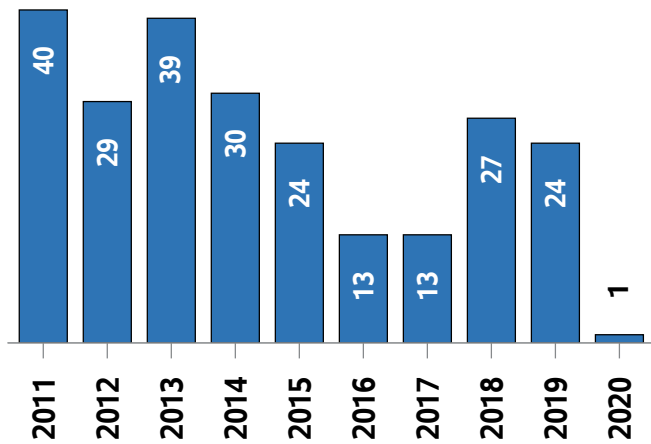
Sales Activity (November only)



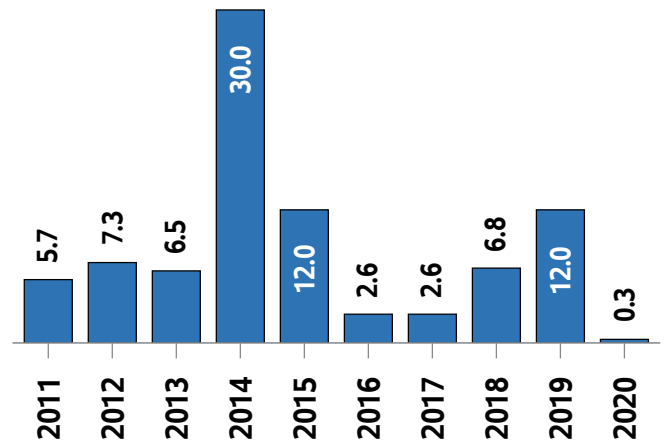
New Listings (November only)



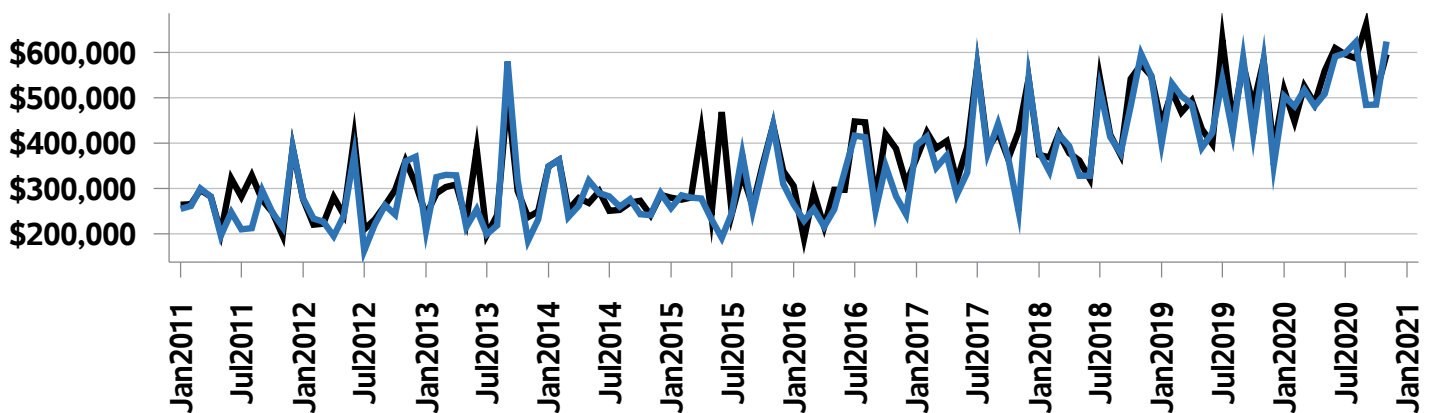
Active Listings (November only)



Months of Inventory (November only)



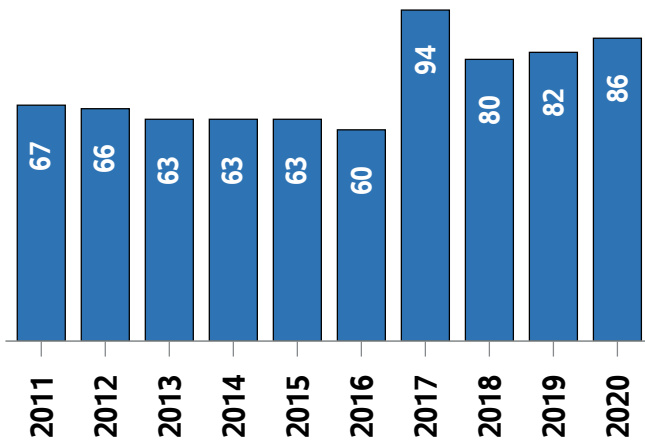
Average Price and Median Price



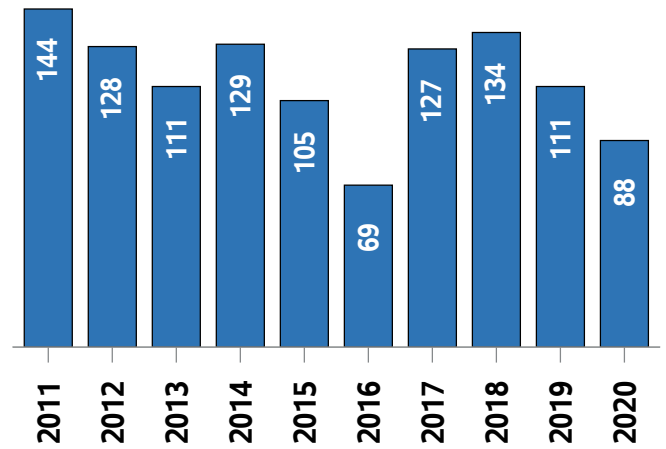
## 8 - Zorra

### MLS® Single Detached Market Activity

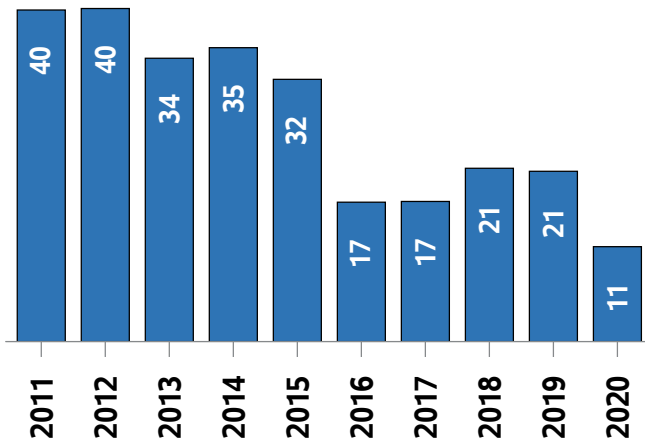
Sales Activity (November Year-to-date)



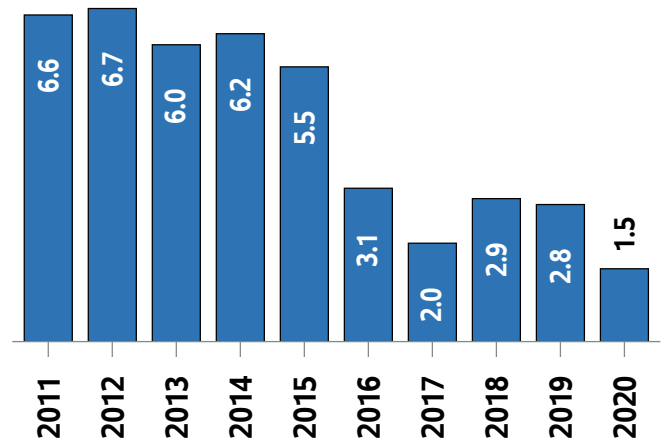
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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



## 8 - Zorra

### MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	50.0	-25.0	-40.0	50.0	-50.0	-50.0
Dollar Volume	\$1,787,700	53.6	-22.0	-16.1	103.4	25.9	-3.1
New Listings	3	-57.1	-84.2	-62.5	-62.5	-57.1	-40.0
Active Listings	1	-95.8	-96.3	-92.3	-95.8	-97.4	-96.9
Sales to New Listings Ratio <sup>1</sup>	100.0	28.6	21.1	62.5	25.0	85.7	120.0
Months of Inventory <sup>2</sup>	0.3	12.0	6.8	2.6	12.0	6.5	5.3
Average Price	\$595,900	2.4	4.0	39.9	35.6	151.8	93.8
Median Price	\$624,000	7.2	4.6	149.5	42.0	237.3	163.3
Sales to List Price Ratio	115.1	98.8	99.8	101.3	96.7	97.0	97.8
Median Days on Market	6.0	20.0	13.5	8.0	137.5	34.5	112.0
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	86	4.9	7.5	-8.5	36.5	36.5	8.9
Dollar Volume	\$48,233,374	19.6	41.1	26.6	132.0	169.6	133.5
New Listings	88	-20.7	-34.3	-30.7	-16.2	-20.7	-32.8
Active Listings <sup>3</sup>	11	-44.2	-45.2	-32.3	-63.8	-66.5	-75.3
Sales to New Listings Ratio <sup>4</sup>	97.7	73.9	59.7	74.0	60.0	56.8	60.3
Months of Inventory <sup>5</sup>	1.5	2.8	2.9	2.0	5.5	6.0	6.5
Average Price	\$560,853	14.0	31.3	38.4	70.0	97.5	114.5
Median Price	\$559,402	17.0	39.0	45.8	105.7	138.1	138.6
Sales to List Price Ratio	102.5	99.9	102.4	102.2	96.1	97.3	97.1
Median Days on Market	21.0	31.0	16.0	14.0	57.0	51.0	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.

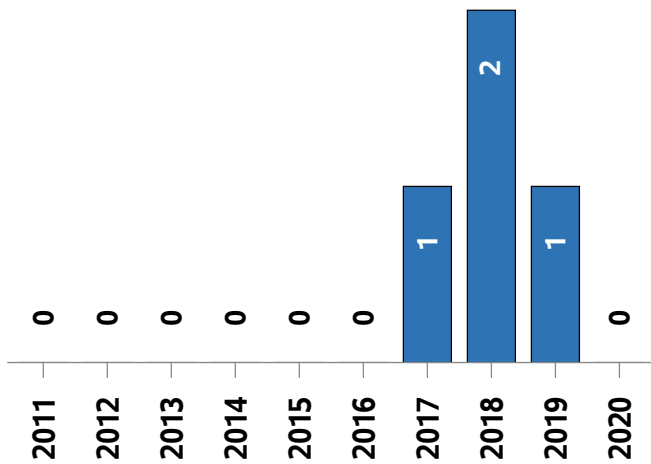
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

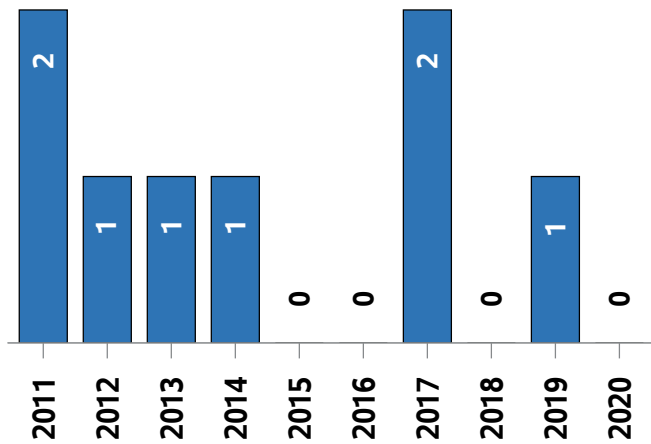
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 999 - Out of Area MLS® Residential Market Activity

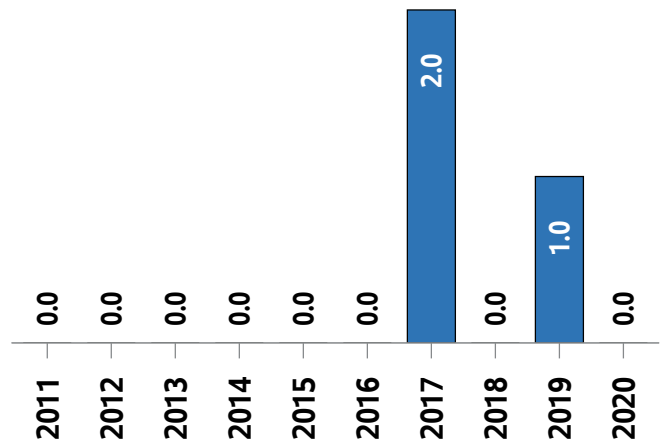
Sales Activity (November only)



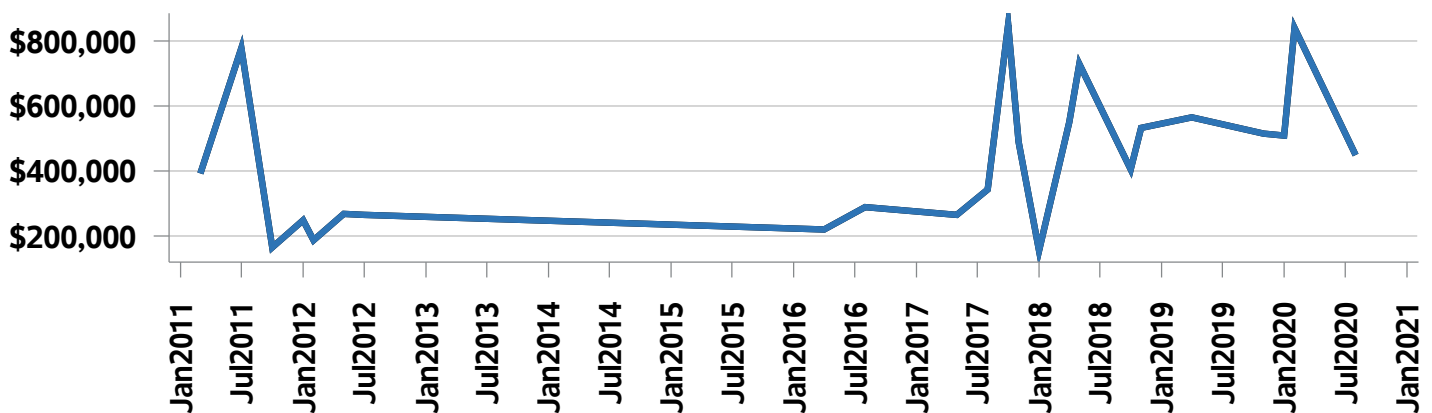
Active Listings (November only)



Months of Inventory (November only)

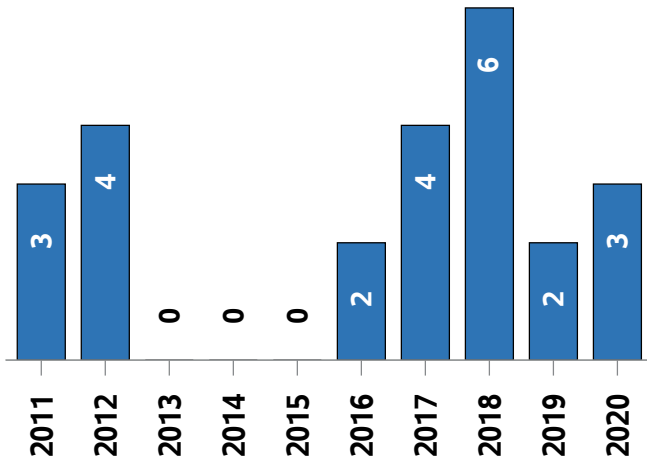


Average Price and Median Price

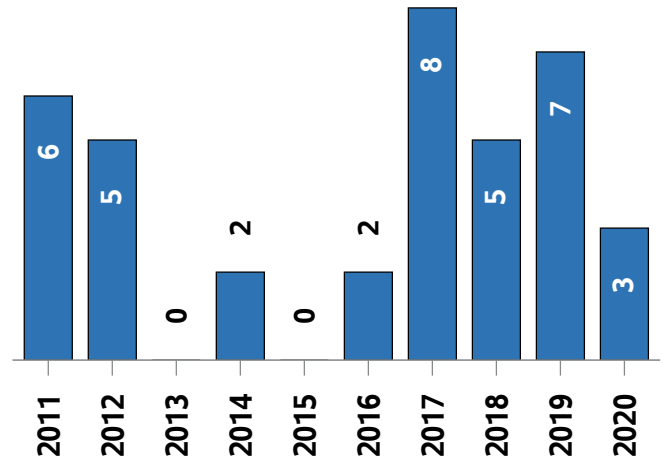


## 999 - Out of Area MLS® Residential Market Activity

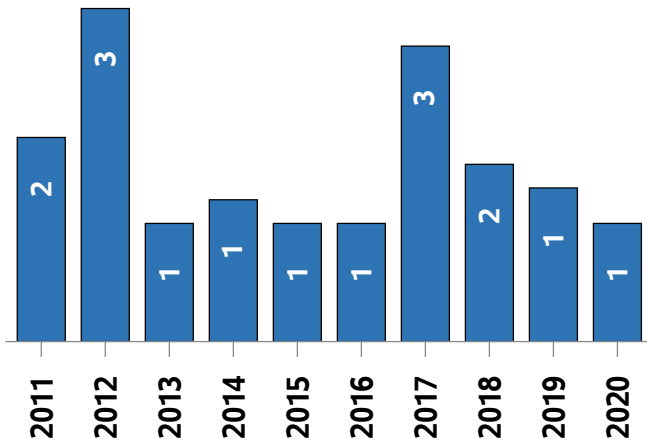
Sales Activity (November Year-to-date)



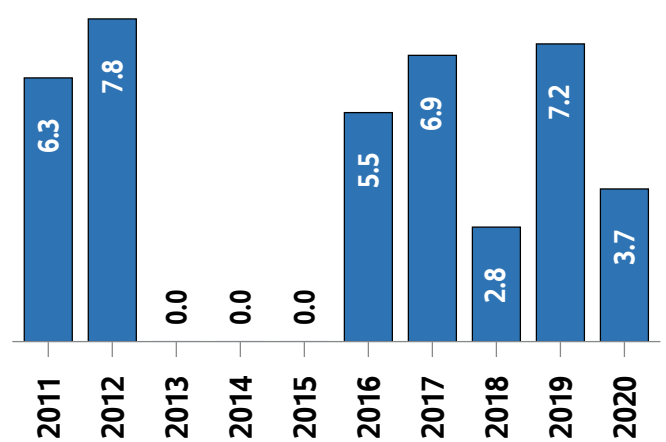
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 999 - Out of Area MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	-100.0	-100.0	-100.0	—	—	—
Dollar Volume	\$0	-100.0	-100.0	-100.0	—	—	—
New Listings	0	—	—	—	—	—	—
Active Listings	0	-100.0	—	-100.0	—	-100.0	-100.0
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>2</sup>	0.0	1.0	—	2.0	—	—	—
Average Price	\$0	-100.0	-100.0	-100.0	—	—	—
Median Price	\$0	-100.0	-100.0	-100.0	—	—	—
Sales to List Price Ratio	0.0	97.4	92.2	98.0	—	—	—
Median Days on Market	0.0	68.0	44.0	42.0	—	—	—
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	50.0	-50.0	-25.0	—	—	50.0
Dollar Volume	\$1,798,000	66.5	-38.1	-7.7	—	—	1,564.8
New Listings	3	-57.1	-40.0	-62.5	—	—	-86.4
Active Listings <sup>3</sup>	1	-23.1	-33.3	-60.0	0.0	0.0	-87.6
Sales to New Listings Ratio <sup>4</sup>	100.0	28.6	120.0	50.0	—	—	9.1
Months of Inventory <sup>5</sup>	3.7	7.2	2.8	6.9	—	—	44.5
Average Price	\$599,333	11.0	23.8	23.1	—	—	1,009.9
Median Price	\$509,000	-5.7	-3.0	22.2	—	—	842.6
Sales to List Price Ratio	99.2	97.8	95.8	96.4	—	—	91.8
Median Days on Market	24.0	44.5	44.0	26.5	—	—	17.0

<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.

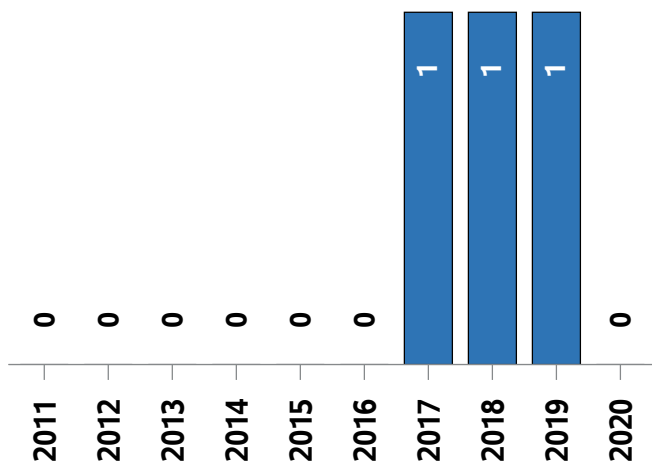
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

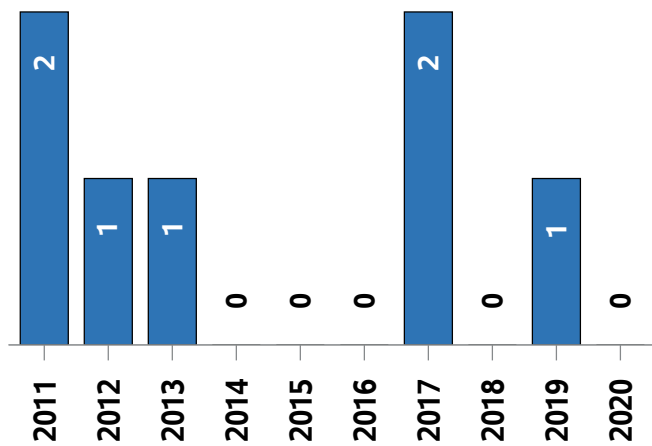
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 999 - Out of Area MLS® Single Detached Market Activity

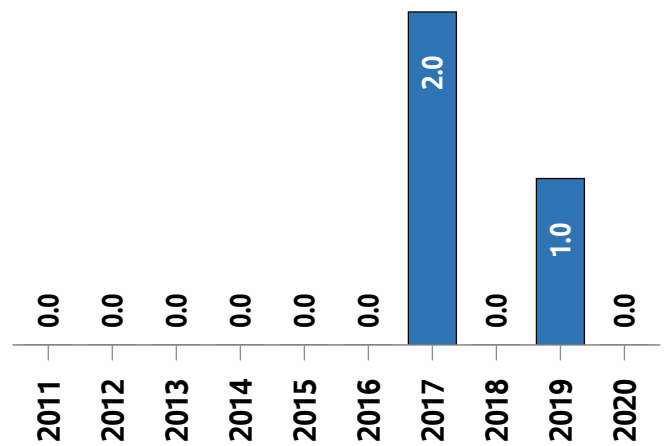
Sales Activity (November only)



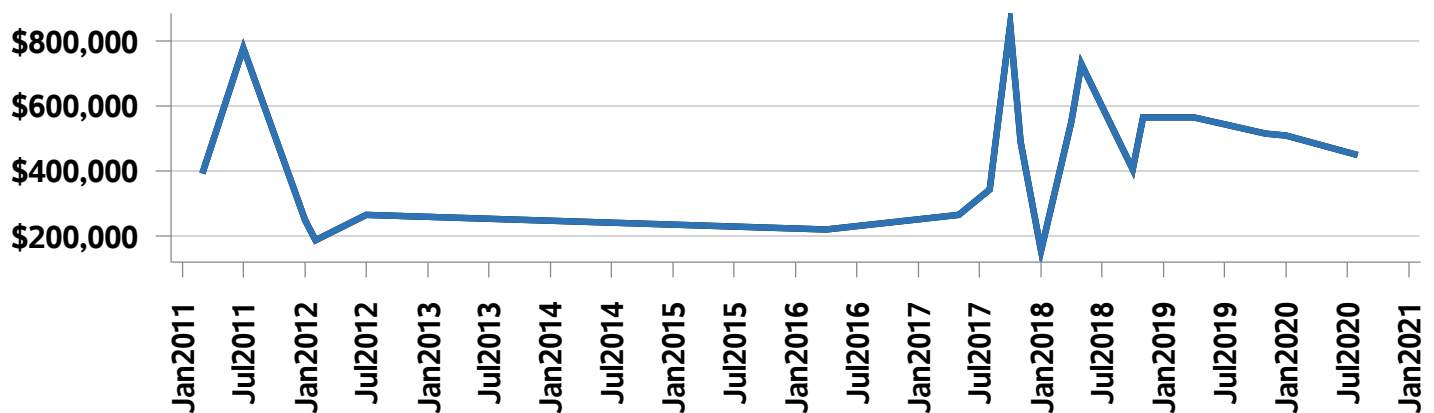
Active Listings (November only)



Months of Inventory (November only)

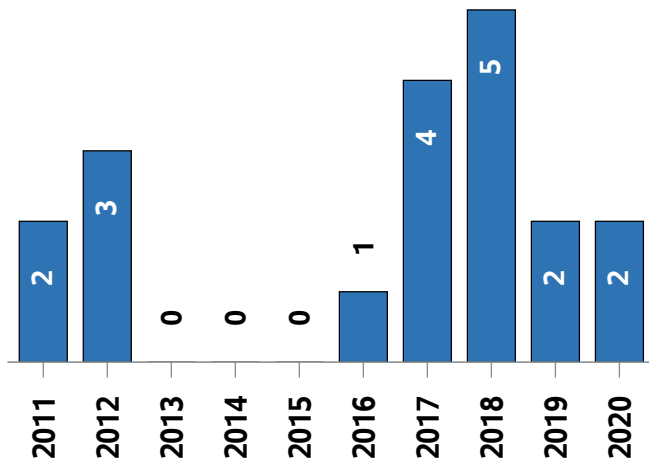


Average Price and Median Price

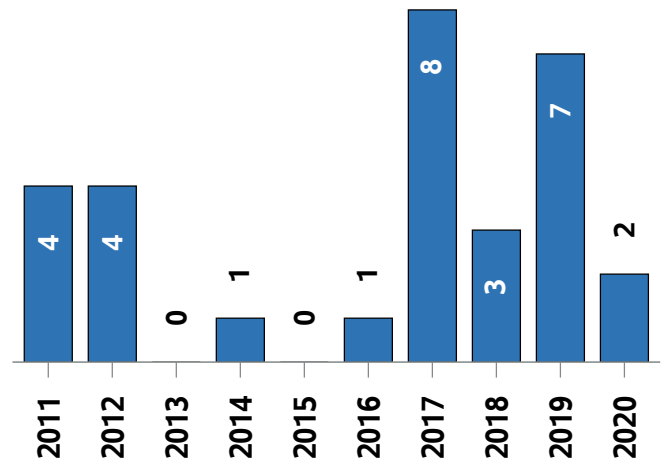


## 999 - Out of Area MLS® Single Detached Market Activity

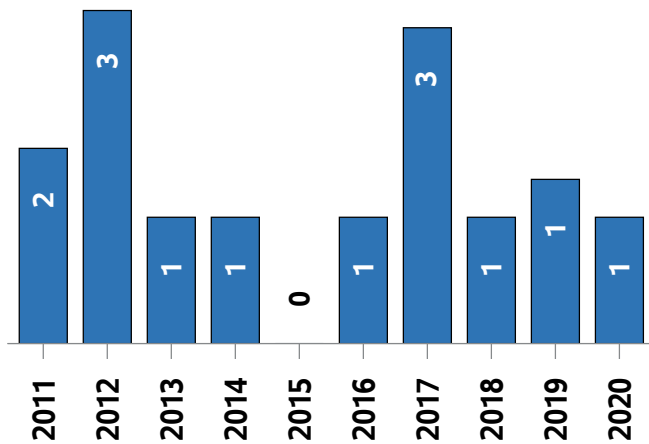
Sales Activity (November Year-to-date)



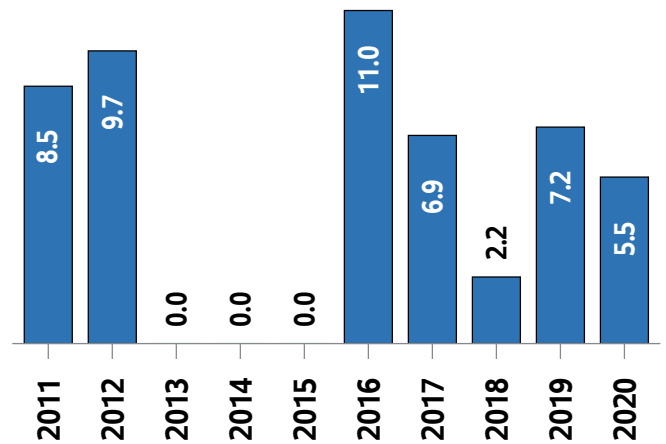
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 999 - Out of Area MLS® Single Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	-100.0	-100.0	-100.0	—	—	—
Dollar Volume	\$0	-100.0	-100.0	-100.0	—	—	—
New Listings	0	—	—	—	—	—	—
Active Listings	0	-100.0	—	-100.0	—	-100.0	-100.0
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>2</sup>	0.0	1.0	—	2.0	—	—	—
Average Price	\$0	-100.0	-100.0	-100.0	—	—	—
Median Price	\$0	-100.0	-100.0	-100.0	—	—	—
Sales to List Price Ratio	0.0	97.4	94.3	98.0	—	—	—
Median Days on Market	0.0	68.0	39.0	42.0	—	—	—
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	2	0.0	-60.0	-50.0	—	—	0.0
Dollar Volume	\$958,000	-11.3	-60.1	-50.8	—	—	787.0
New Listings	2	-71.4	-33.3	-75.0	—	—	-88.9
Active Listings <sup>3</sup>	1	-23.1	0.0	-60.0	—	0.0	-85.7
Sales to New Listings Ratio <sup>4</sup>	100.0	28.6	166.7	50.0	—	—	11.1
Months of Inventory <sup>5</sup>	5.5	7.2	2.2	6.9	—	—	38.5
Average Price	\$479,000	-11.3	-0.4	-1.6	—	—	787.0
Median Price	\$479,000	-11.3	-12.9	15.0	—	—	787.0
Sales to List Price Ratio	99.3	97.8	97.0	96.4	—	—	91.8
Median Days on Market	83.5	44.5	39.0	26.5	—	—	17.0

<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.

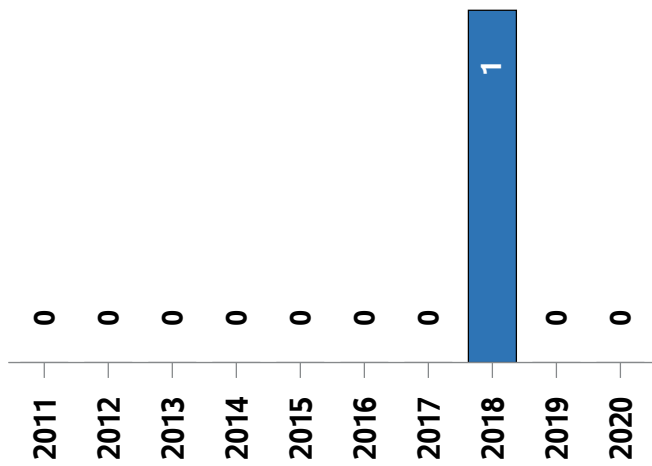
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

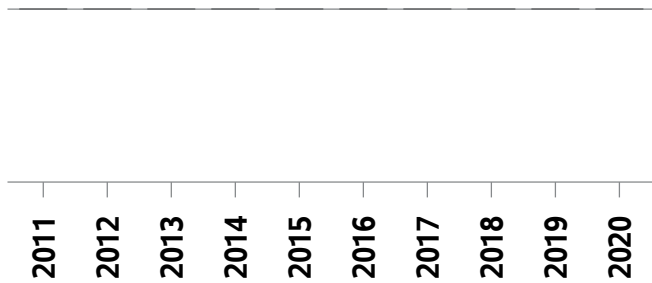
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 999 - Out of Area MLS® Semi-Detached Market Activity

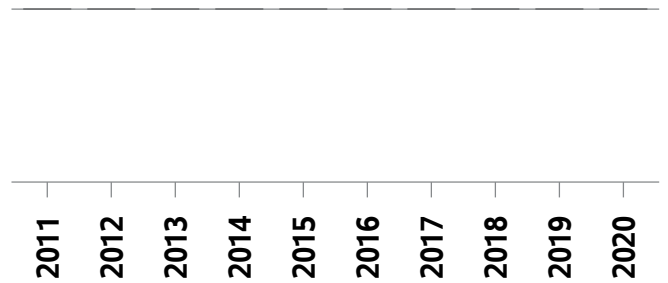
Sales Activity (November only)



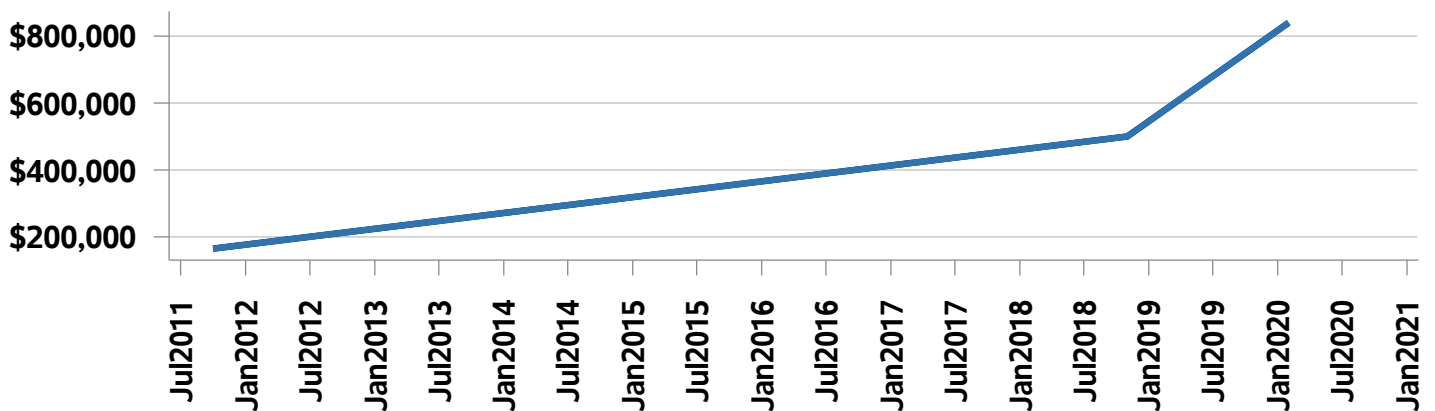
Active Listings (November only)



Months of Inventory (November only)



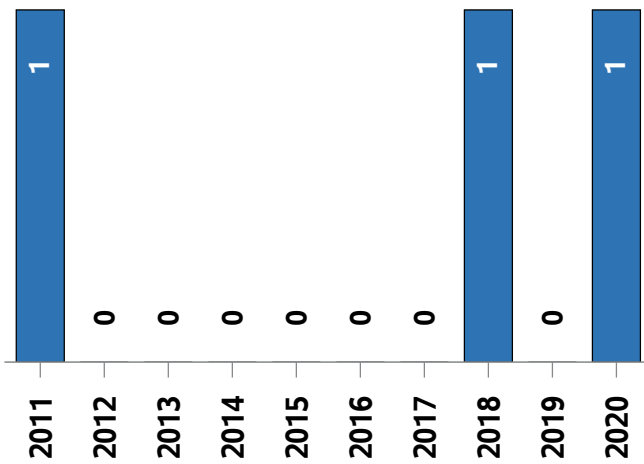
Average Price and Median Price



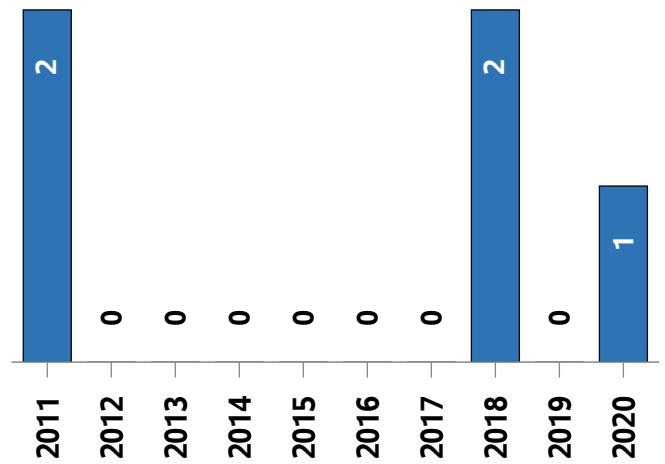


## 999 - Out of Area MLS® Semi-Detached Market Activity

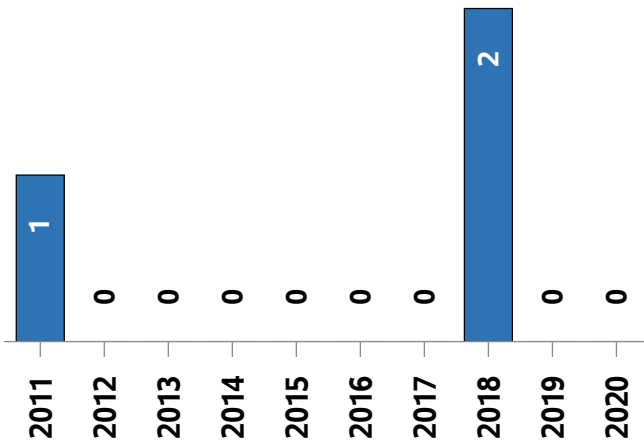
Sales Activity (November Year-to-date)



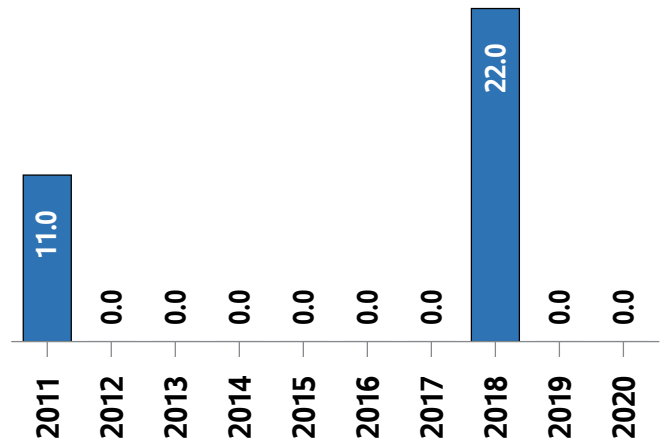
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 999 - Out of Area MLS® Semi-Detached Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	—	-100.0	—	—	—	—
Dollar Volume	\$0	—	-100.0	—	—	—	—
New Listings	0	—	—	—	—	—	—
Active Listings	0	—	—	—	—	—	—
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>2</sup>	0.0	—	—	—	—	—	—
Average Price	\$0	—	-100.0	—	—	—	—
Median Price	\$0	—	-100.0	—	—	—	—
Sales to List Price Ratio	0.0	—	90.1	—	—	—	—
Median Days on Market	0.0	—	49.0	—	—	—	—
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	1	—	0.0	—	—	—	—
Dollar Volume	\$840,000	—	68.0	—	—	—	—
New Listings	1	—	-50.0	—	—	—	-66.7
Active Listings <sup>3</sup>	0	—	-100.0	—	—	—	-100.0
Sales to New Listings Ratio <sup>4</sup>	100.0	—	50.0	—	—	—	—
Months of Inventory <sup>5</sup>	0.0	—	22.0	—	—	—	—
Average Price	\$840,000	—	68.0	—	—	—	—
Median Price	\$840,000	—	68.0	—	—	—	—
Sales to List Price Ratio	99.0	—	90.1	—	—	—	—
Median Days on Market	23.0	—	49.0	—	—	—	—

<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.

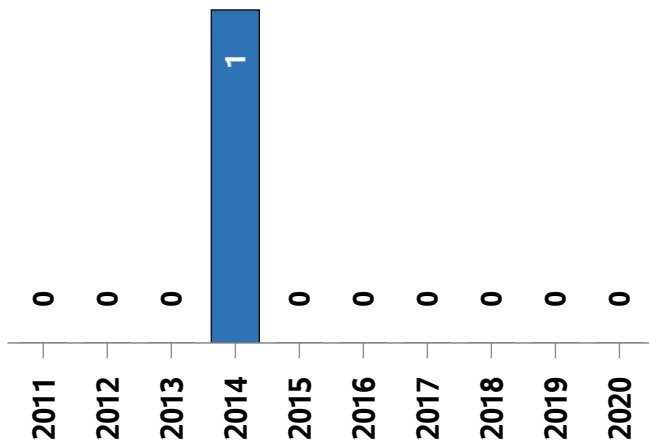
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

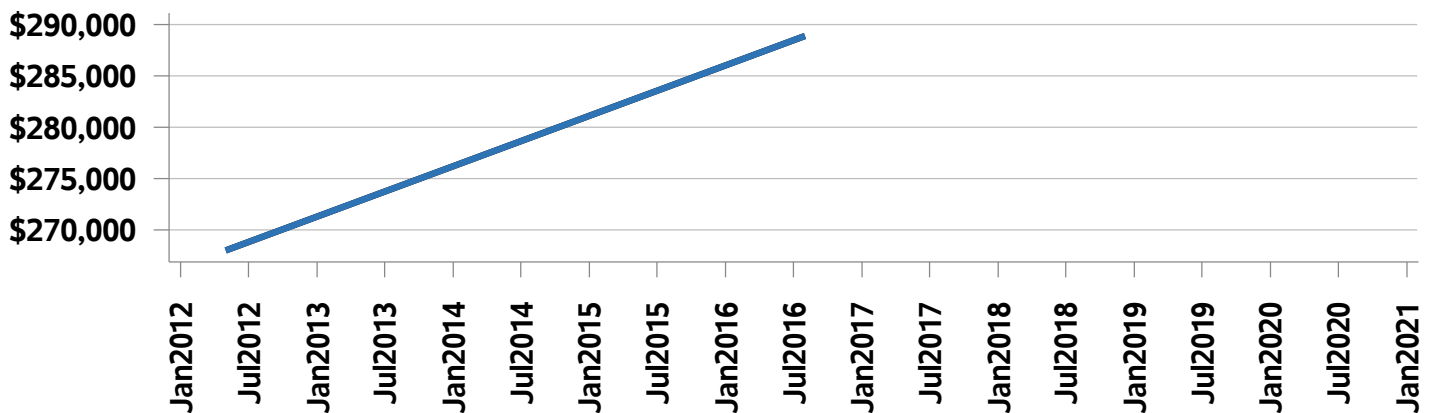
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## 999 - Out of Area MLS® Condo Market Activity

Active Listings (November only)

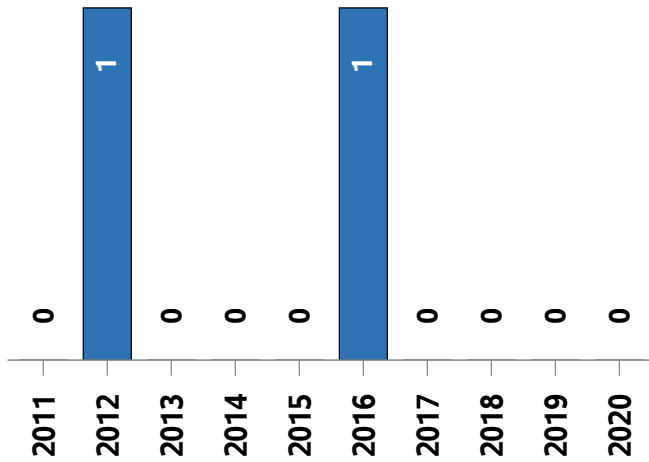


Average Price and Median Price

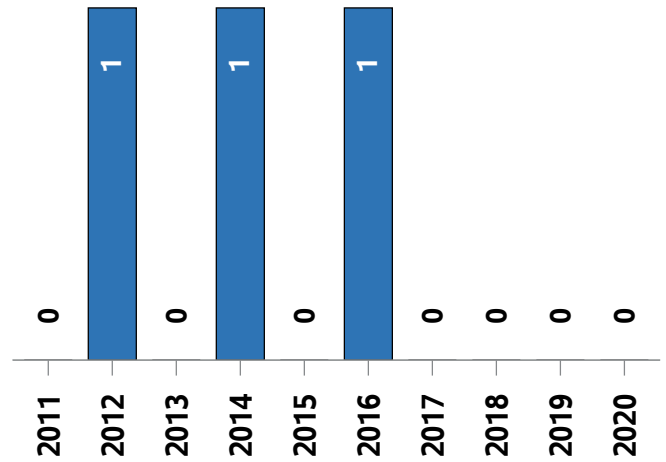


## 999 - Out of Area MLS® Condo Market Activity

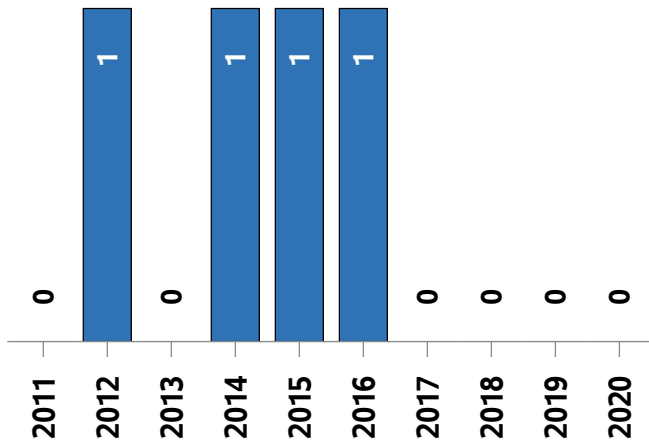
Sales Activity (November Year-to-date)



New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

## 999 - Out of Area MLS® Condo Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	—	—	—	—	—	—
Dollar Volume	\$0	—	—	—	—	—	—
New Listings	0	—	—	—	—	—	—
Active Listings	0	—	—	—	—	—	—
Sales to New Listings Ratio <sup>1</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>2</sup>	0.0	—	—	—	—	—	—
Average Price	\$0	—	—	—	—	—	—
Median Price	\$0	—	—	—	—	—	—
Sales to List Price Ratio	0.0	—	—	—	—	—	—
Median Days on Market	0.0	—	—	—	—	—	—
Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	0	—	—	—	—	—	—
Dollar Volume	\$0	—	—	—	—	—	—
New Listings	0	—	—	—	—	—	-100.0
Active Listings <sup>3</sup>	0	—	—	—	-100.0	—	-100.0
Sales to New Listings Ratio <sup>4</sup>	0.0	—	—	—	—	—	—
Months of Inventory <sup>5</sup>	0.0	—	—	—	—	—	—
Average Price	\$0	—	—	—	—	—	—
Median Price	\$0	—	—	—	—	—	—
Sales to List Price Ratio	0.0	—	—	—	—	—	—
Median Days on Market	0.0	—	—	—	—	—	—

<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.

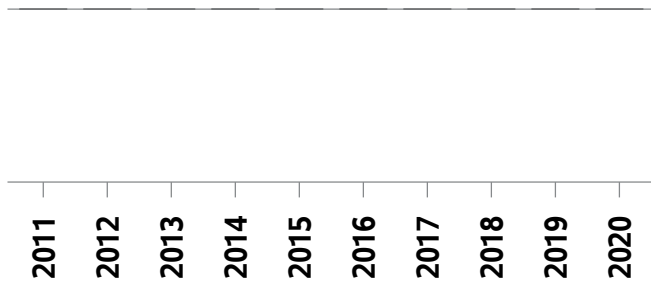
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

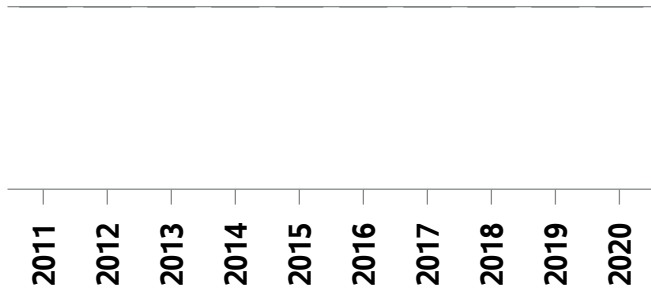
# Historical MLS® Residential Market Activity

Active Listings (November only)

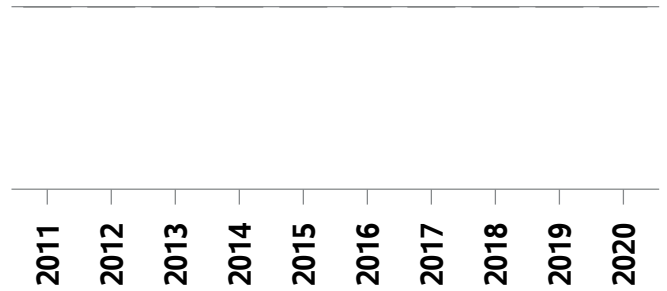


# Historical MLS® Residential Market Activity

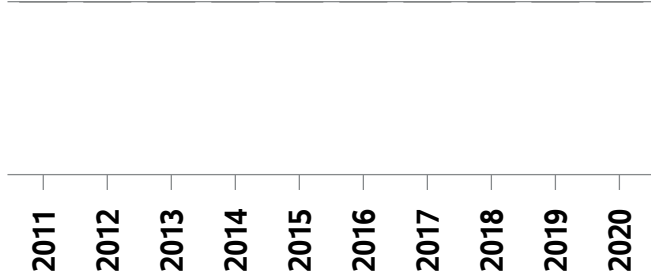
Sales Activity (November Year-to-date)



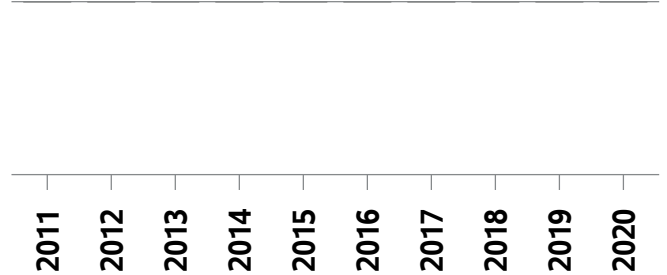
New Listings (November Year-to-date)



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



Months of Inventory <sup>2</sup> (November 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

# Historical MLS® Residential Market Activity

<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.

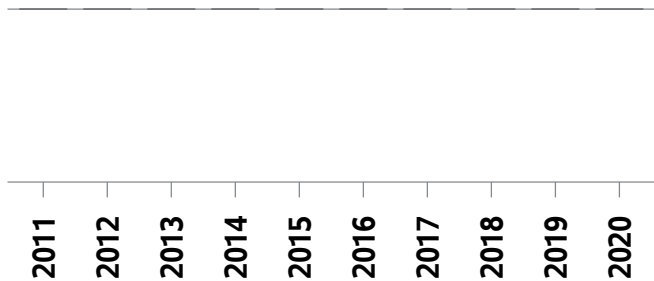
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

<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.



# Historical MLS® Single Detached Market Activity

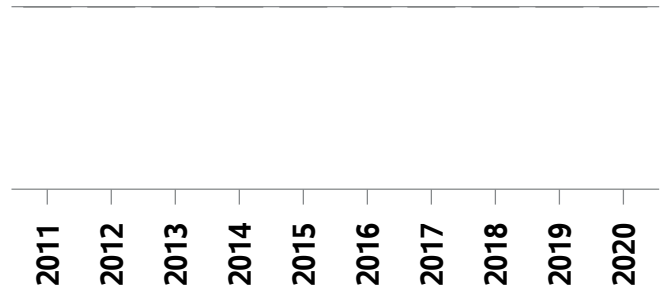
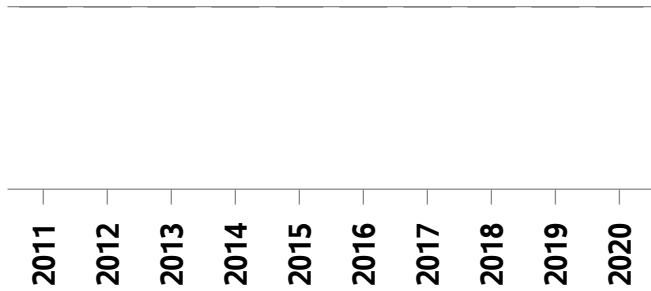
Active Listings (November only)



# Historical MLS® Single Detached Market Activity

Sales Activity (November Year-to-date)

New Listings (November Year-to-date)

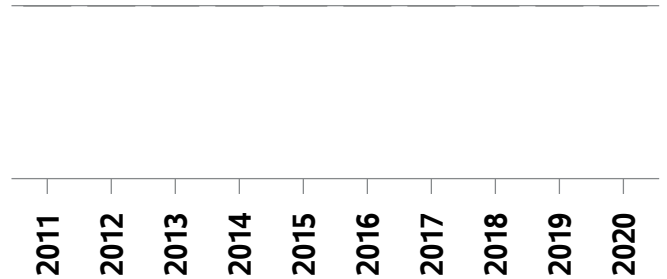
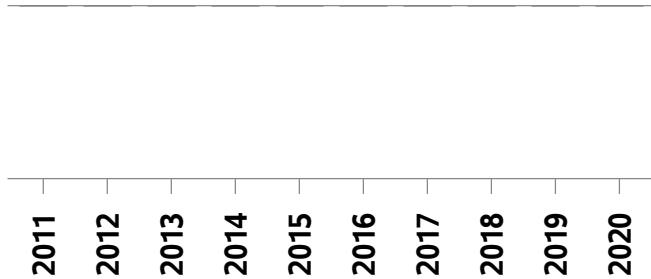


2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

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

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



2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

<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

# Historical MLS® Single Detached Market Activity

<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.

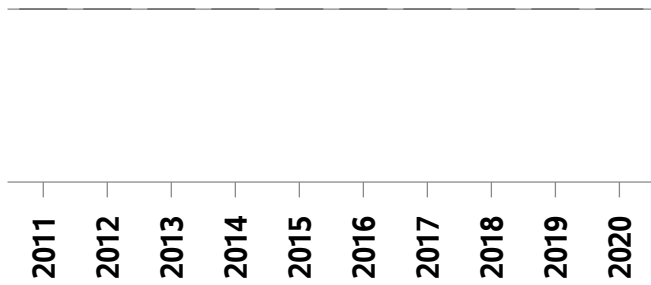
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<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.

# Historical MLS® Semi-Detached Market Activity

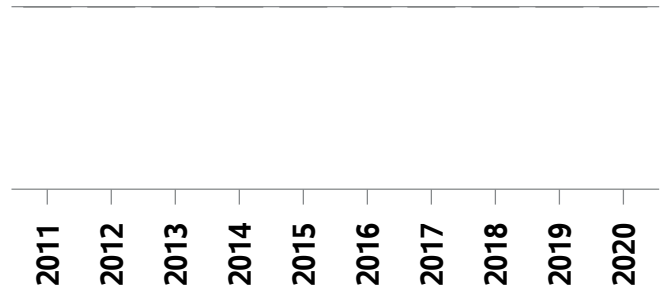
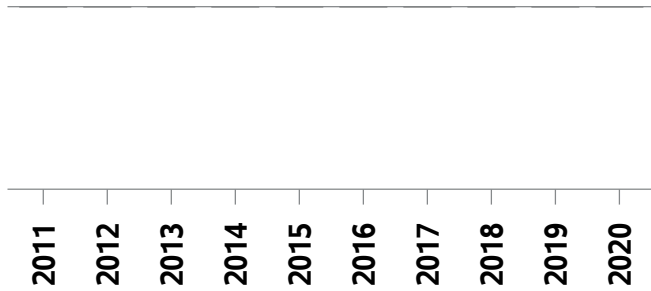
Active Listings (November only)



# Historical MLS® Semi-Detached Market Activity

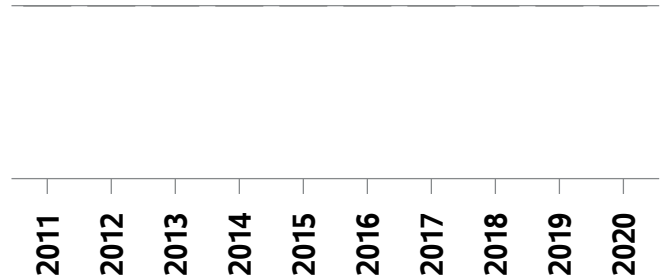
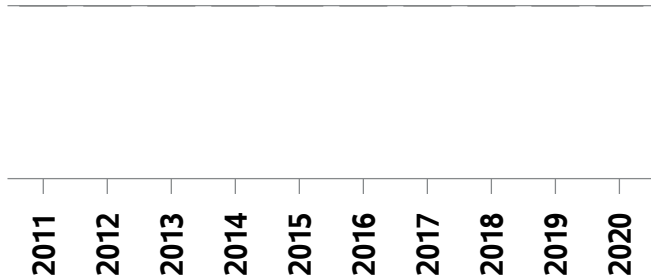
Sales Activity (November Year-to-date)

New Listings (November Year-to-date)



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

Months of Inventory <sup>2</sup> (November 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

# Historical MLS® Semi-Detached Market Activity

<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.