



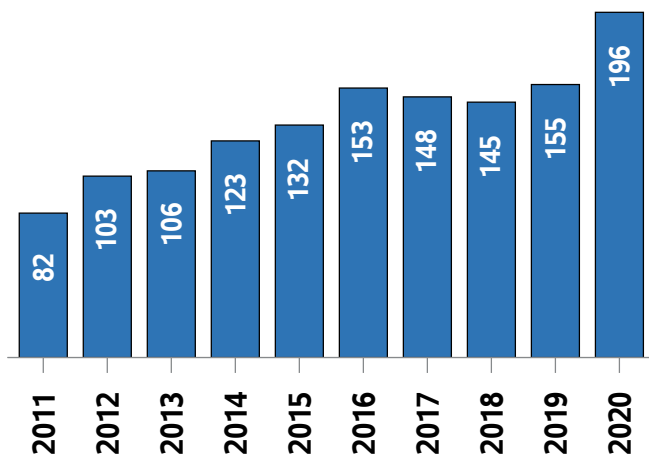
**Woodstock-Ingersoll
Residential Market Activity Report
October 2020**



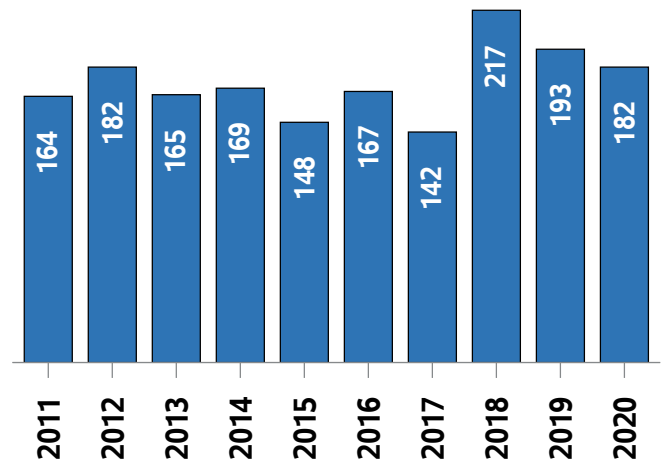
Prepared for the Woodstock-Ingersoll & District Real Estate Board by the Canadian Real Estate Association

Woodstock-Ingersoll MLS® Residential Market Activity

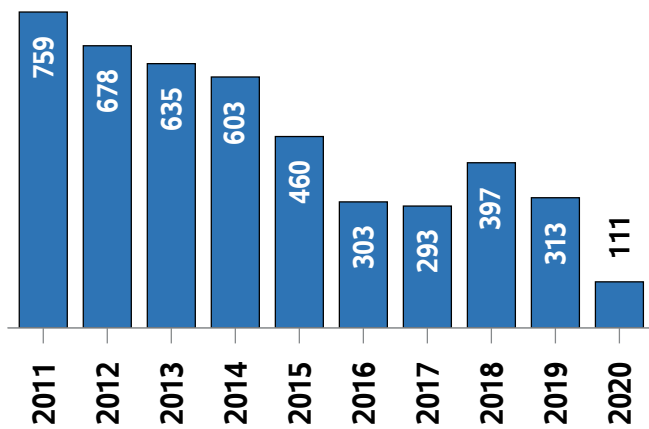
Sales Activity (October only)



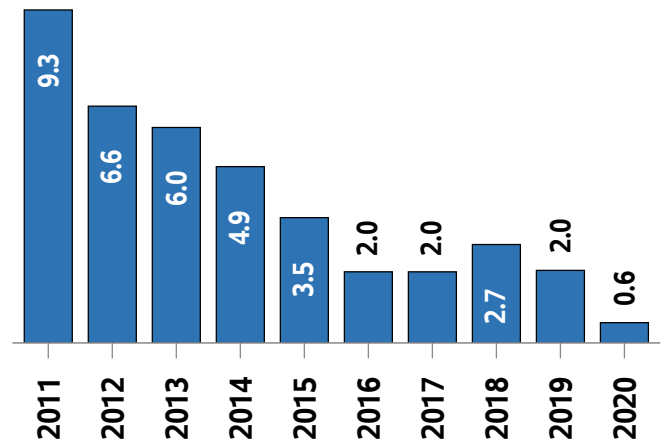
New Listings (October only)



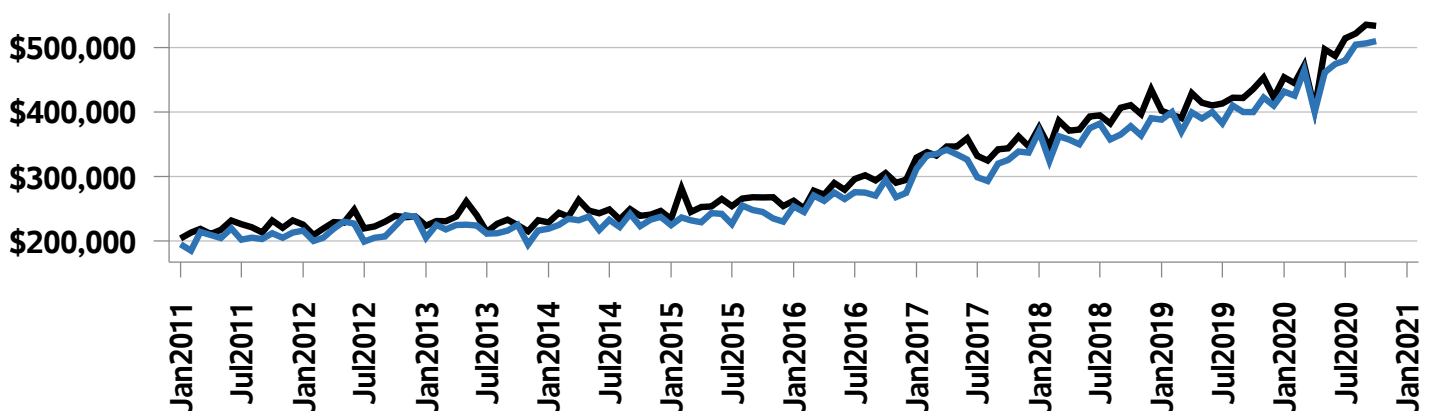
Active Listings (October only)



Months of Inventory (October only)

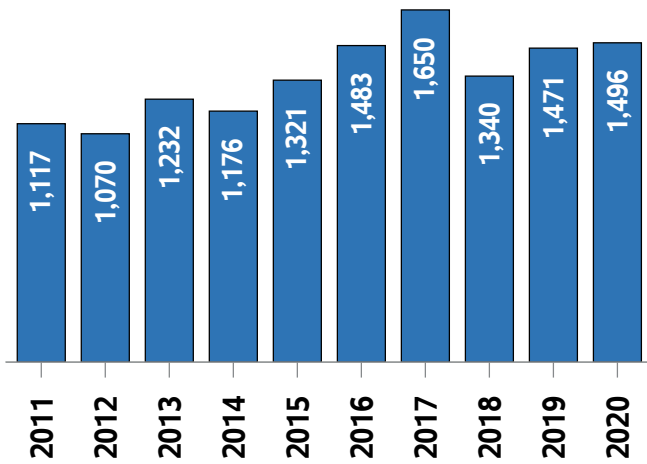


Average Price and Median Price

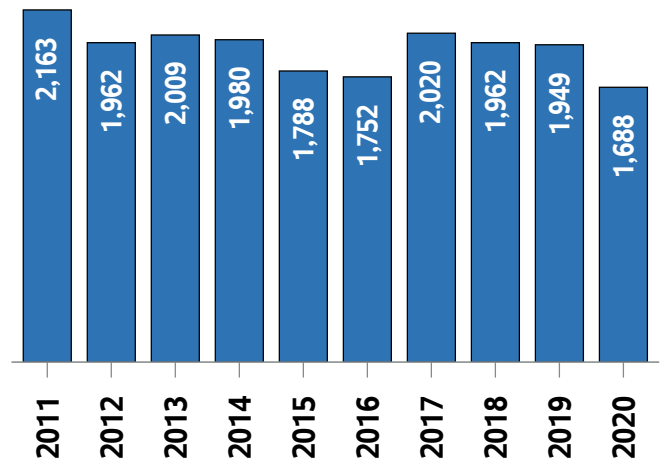


Woodstock-Ingersoll MLS® Residential Market Activity

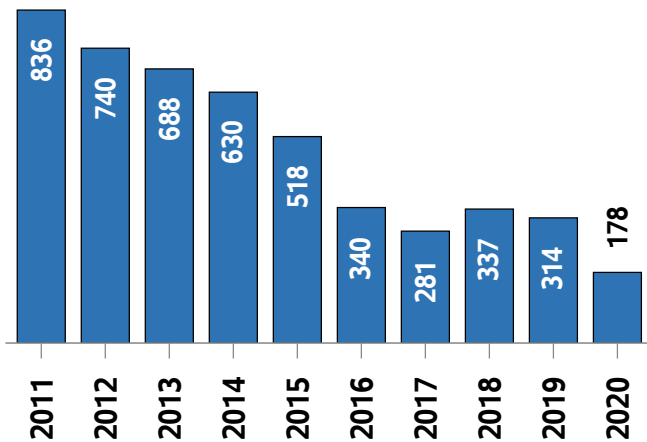
Sales Activity (October Year-to-date)



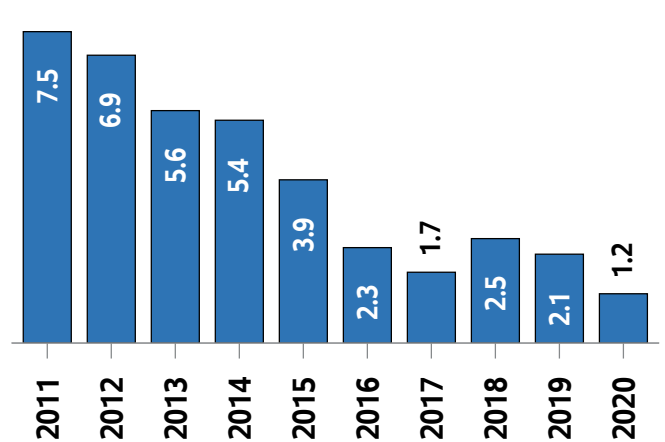
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

Woodstock-Ingersoll MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	196	26.5	35.2	32.4	48.5	84.9	102.1
Dollar Volume	\$104,594,136	54.9	75.7	105.6	196.2	339.6	402.6
New Listings	182	-5.7	-16.1	28.2	23.0	10.3	-1.6
Active Listings	111	-64.5	-72.0	-62.1	-75.9	-82.5	-87.3
Sales to New Listings Ratio ¹	107.7	80.3	66.8	104.2	89.2	64.2	52.4
Months of Inventory ²	0.6	2.0	2.7	2.0	3.5	6.0	9.0
Average Price	\$533,644	22.5	30.0	55.3	99.5	137.7	148.7
Median Price	\$510,000	27.5	34.9	56.6	108.2	126.7	148.8
Sales to List Price Ratio	103.8	99.4	98.8	98.1	98.2	96.8	96.3
Median Days on Market	12.0	28.0	23.0	24.5	36.5	56.5	54.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	1,496	1.7	11.6	-9.3	13.2	21.4	28.6
Dollar Volume	\$742,557,359	21.7	43.8	32.1	117.2	157.8	199.9
New Listings	1,688	-13.4	-14.0	-16.4	-5.6	-16.0	-24.7
Active Listings ³	178	-43.5	-47.2	-36.8	-65.7	-74.2	-80.6
Sales to New Listings Ratio ⁴	88.6	75.5	68.3	81.7	73.9	61.3	51.9
Months of Inventory ⁵	1.2	2.1	2.5	1.7	3.9	5.6	7.9
Average Price	\$496,362	19.6	28.8	45.7	91.8	112.3	133.1
Median Price	\$472,250	19.6	29.4	43.7	97.2	114.7	132.6
Sales to List Price Ratio	102.1	100.3	99.8	101.4	97.4	97.2	96.2
Median Days on Market	13.0	19.0	18.0	15.0	42.0	53.0	61.0

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

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

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

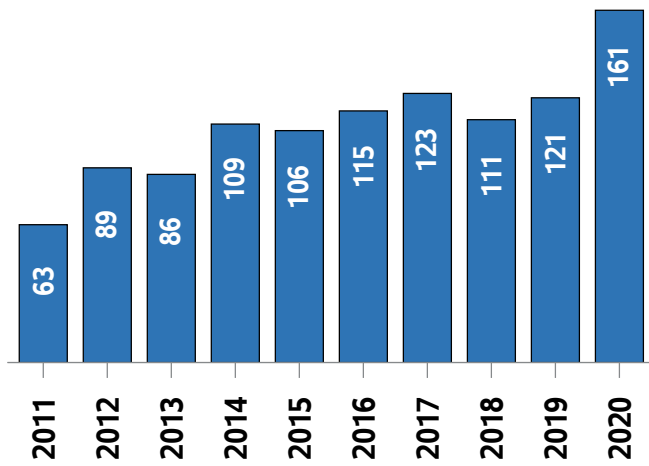
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

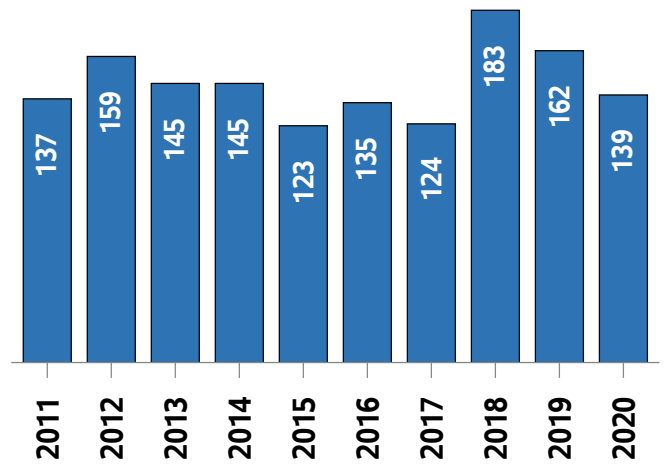
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Single Detached Market Activity

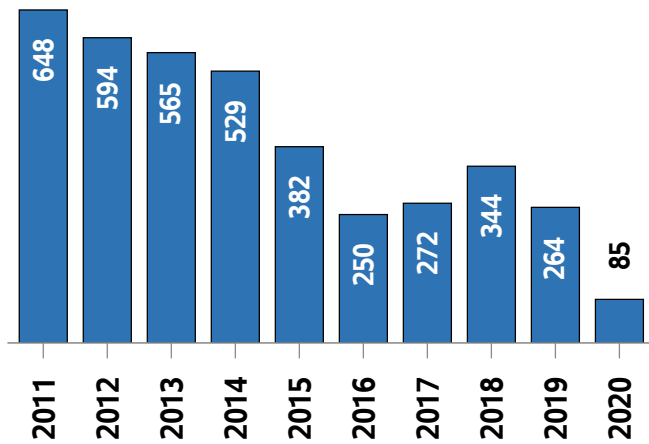
Sales Activity (October only)



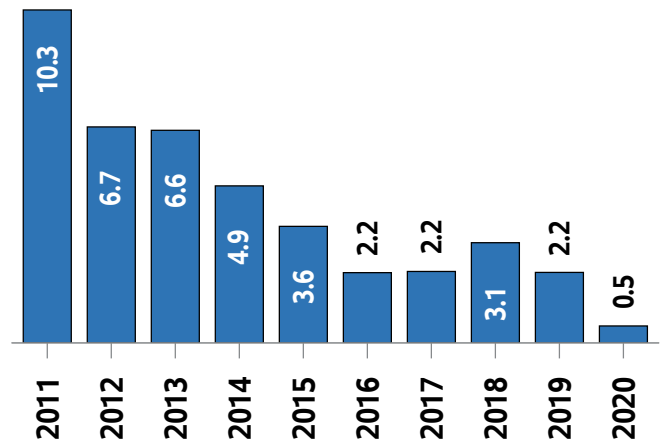
New Listings (October only)



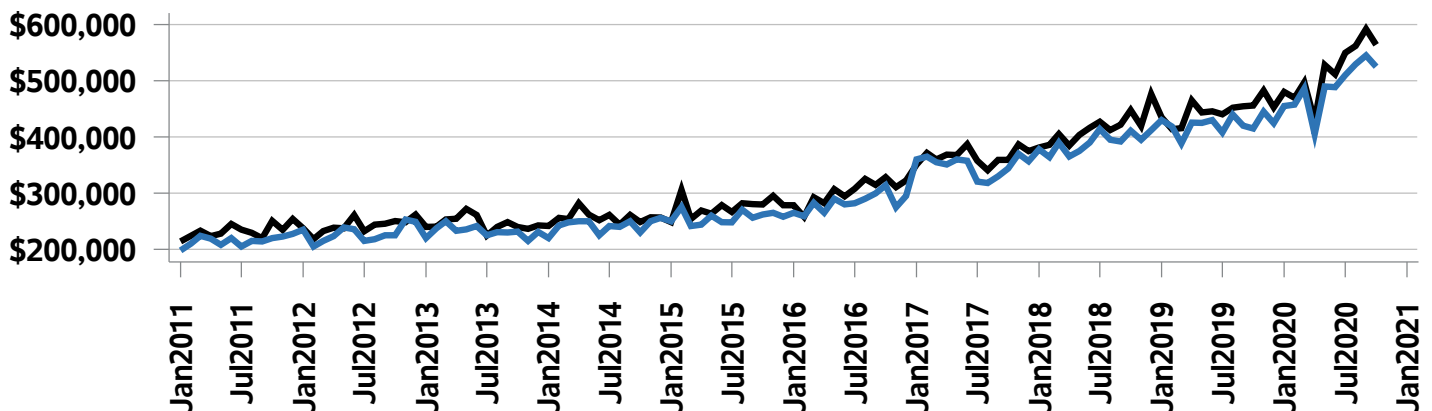
Active Listings (October only)



Months of Inventory (October only)

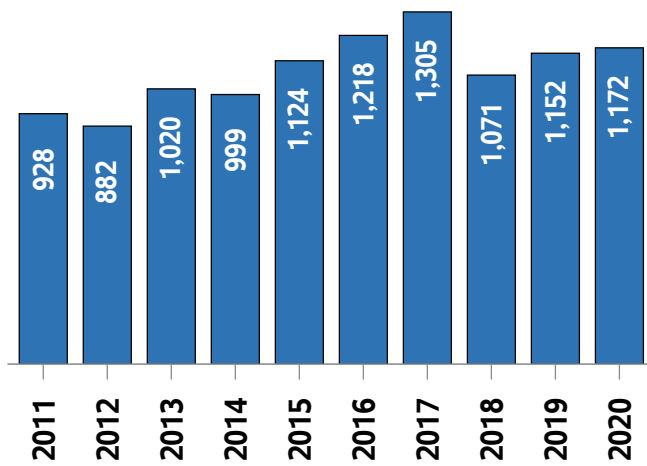


Average Price and Median Price

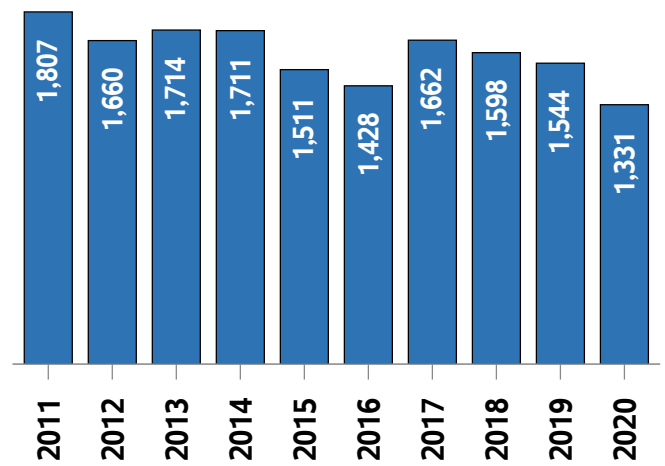


Woodstock-Ingersoll MLS® Single Detached Market Activity

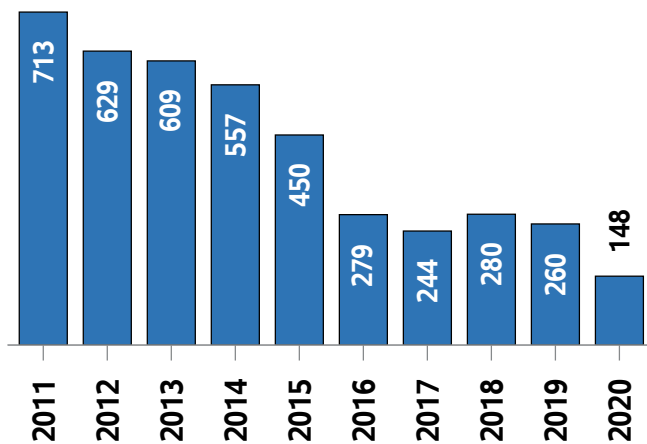
Sales Activity (October Year-to-date)



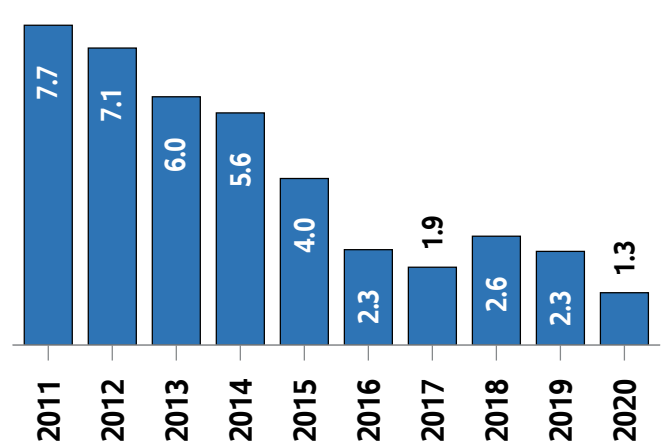
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

Woodstock-Ingersoll MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	161	33.1	45.0	30.9	51.9	87.2	91.7
Dollar Volume	\$90,797,470	64.6	82.7	105.5	206.2	340.3	381.4
New Listings	139	-14.2	-24.0	12.1	13.0	-4.1	-9.2
Active Listings	85	-67.8	-75.3	-68.8	-77.7	-85.0	-88.7
Sales to New Listings Ratio ¹	115.8	74.7	60.7	99.2	86.2	59.3	54.9
Months of Inventory ²	0.5	2.2	3.1	2.2	3.6	6.6	8.9
Average Price	\$563,959	23.7	25.9	57.0	101.6	135.2	151.2
Median Price	\$525,000	26.5	27.7	52.7	100.4	126.8	151.5
Sales to List Price Ratio	103.7	98.9	98.8	98.1	98.1	96.9	96.1
Median Days on Market	12.0	27.0	26.0	23.0	37.0	56.5	50.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	1,172	1.7	9.4	-10.2	4.3	14.9	16.8
Dollar Volume	\$620,376,391	21.3	41.3	30.5	102.6	144.2	178.7
New Listings	1,331	-13.8	-16.7	-19.9	-11.9	-22.3	-31.1
Active Listings ³	148	-43.1	-47.3	-39.5	-67.2	-75.7	-81.3
Sales to New Listings Ratio ⁴	88.1	74.6	67.0	78.5	74.4	59.5	51.9
Months of Inventory ⁵	1.3	2.3	2.6	1.9	4.0	6.0	7.9
Average Price	\$529,331	19.3	29.1	45.4	94.3	112.5	138.5
Median Price	\$500,000	19.0	28.4	42.9	98.4	114.9	138.1
Sales to List Price Ratio	101.8	100.1	99.7	101.1	97.4	97.3	96.0
Median Days on Market	13.0	21.0	19.0	15.0	43.0	53.0	63.0

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

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

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

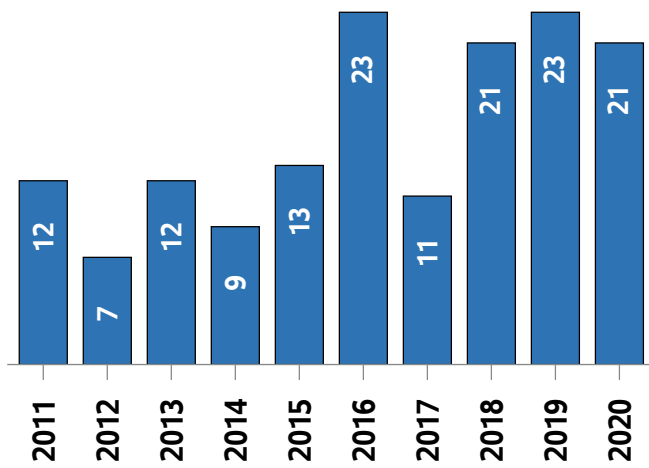
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

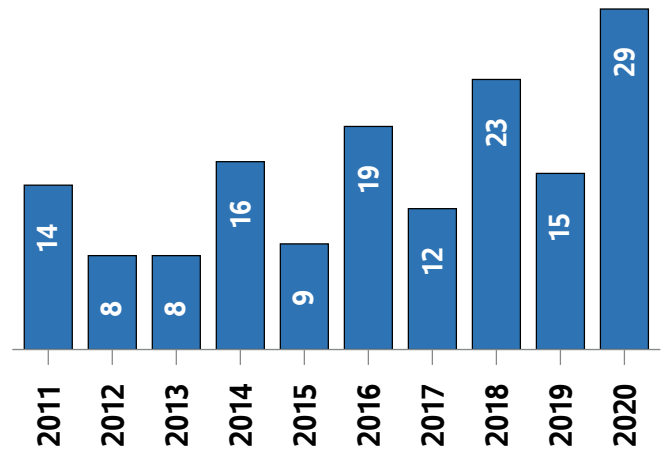
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Semi-Detached Market Activity

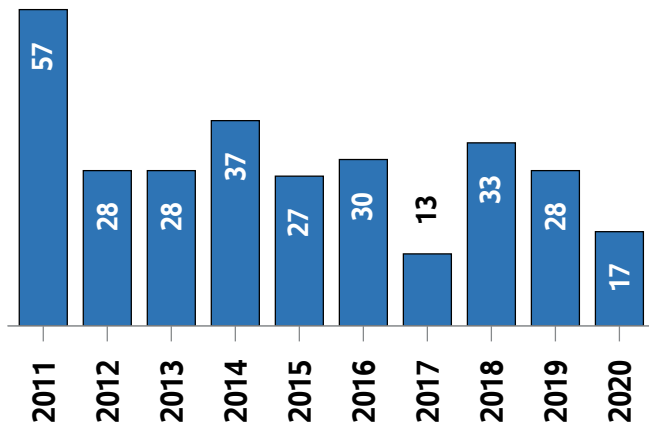
Sales Activity (October only)



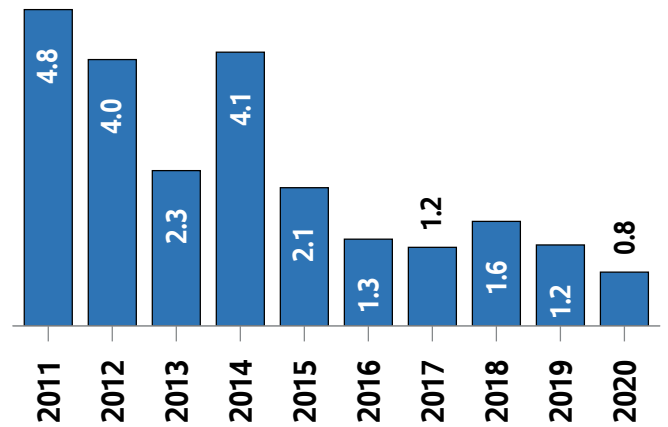
New Listings (October only)



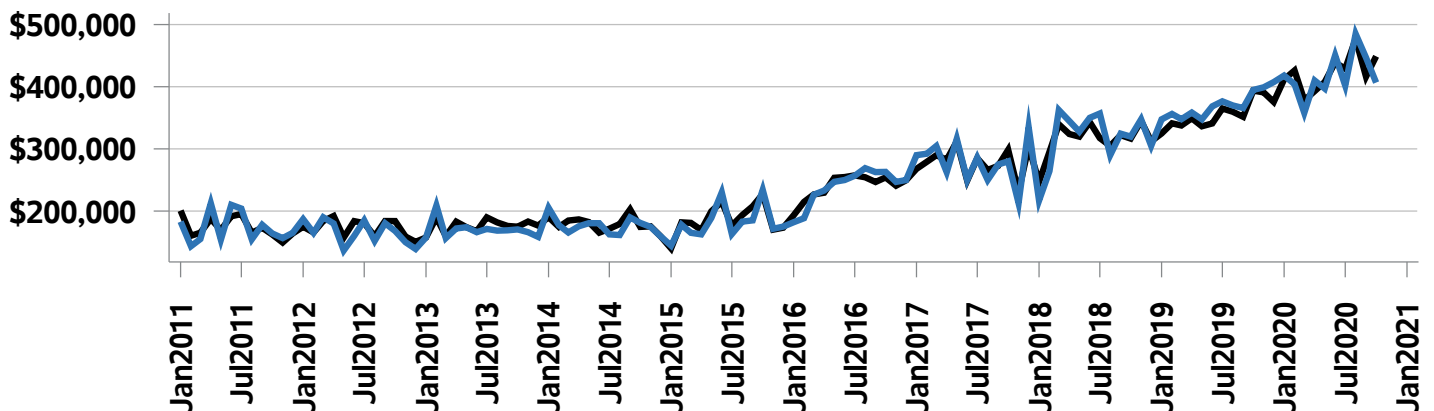
Active Listings (October only)



Months of Inventory (October only)

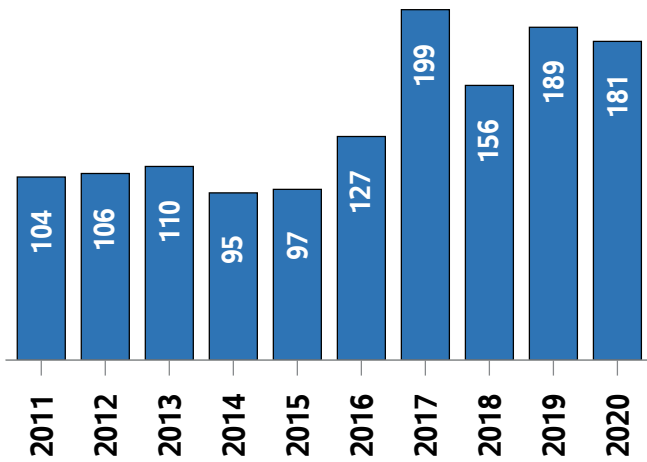


Average Price and Median Price

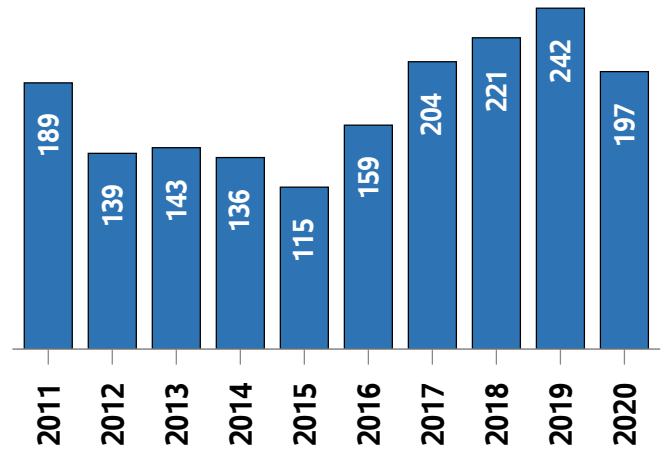


Woodstock-Ingersoll MLS® Semi-Detached Market Activity

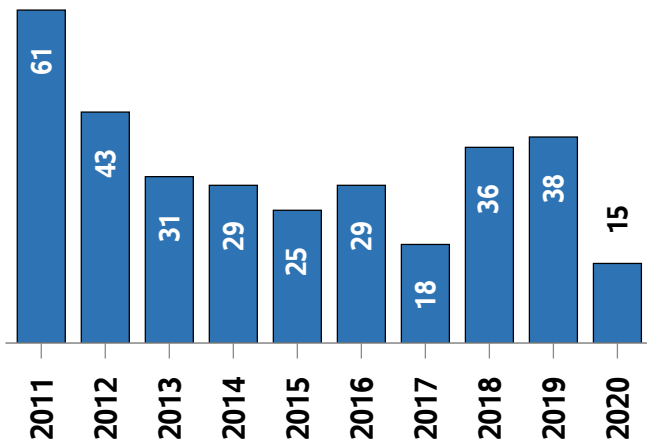
Sales Activity (October Year-to-date)



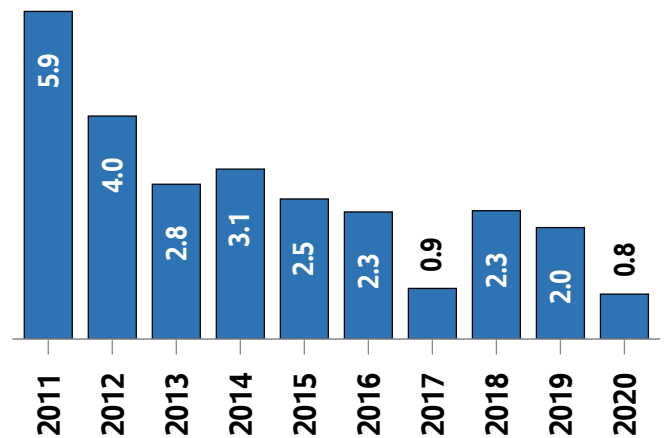
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

Woodstock-Ingersoll MLS® Semi-Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	21	-8.7	0.0	90.9	61.5	75.0	250.0
Dollar Volume	\$9,427,765	4.1	41.8	187.2	219.0	349.3	870.0
New Listings	29	93.3	26.1	141.7	222.2	262.5	93.3
Active Listings	17	-39.3	-48.5	30.8	-37.0	-39.3	-69.1
Sales to New Listings Ratio ¹	72.4	153.3	91.3	91.7	144.4	150.0	40.0
Months of Inventory ²	0.8	1.2	1.6	1.2	2.1	2.3	9.2
Average Price	\$448,941	14.0	41.8	50.4	97.5	156.7	177.2
Median Price	\$406,675	3.0	27.2	45.2	73.8	138.5	152.3
Sales to List Price Ratio	106.9	100.8	99.2	98.4	98.3	97.9	96.9
Median Days on Market	11.0	45.0	21.0	15.0	26.0	34.0	65.5
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	181	-4.2	16.0	-9.0	86.6	64.5	132.1
Dollar Volume	\$78,324,012	17.9	56.8	38.2	318.4	302.7	513.7
New Listings	197	-18.6	-10.9	-3.4	71.3	37.8	38.7
Active Listings ³	15	-61.3	-59.3	-19.2	-40.0	-52.1	-73.9
Sales to New Listings Ratio ⁴	91.9	78.1	70.6	97.5	84.3	76.9	54.9
Months of Inventory ⁵	0.8	2.0	2.3	0.9	2.5	2.8	7.2
Average Price	\$432,729	23.2	35.1	52.0	124.2	144.7	164.5
Median Price	\$428,800	18.5	27.4	47.9	140.9	154.9	169.8
Sales to List Price Ratio	104.2	100.9	100.4	103.8	97.5	97.6	97.4
Median Days on Market	12.0	15.0	16.0	14.0	29.0	30.5	54.5

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

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

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

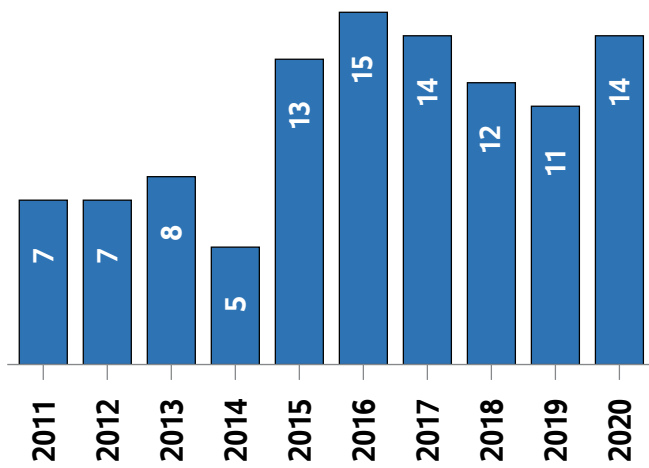
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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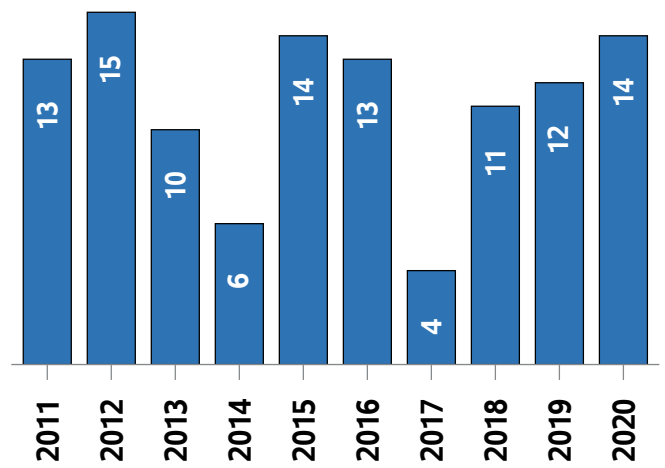
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Condo Market Activity

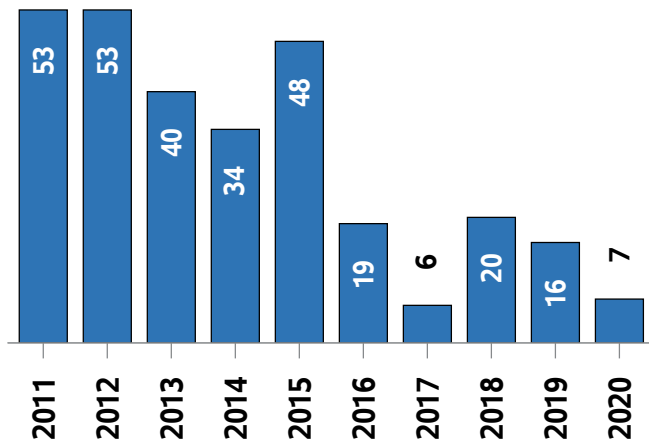
Sales Activity (October only)



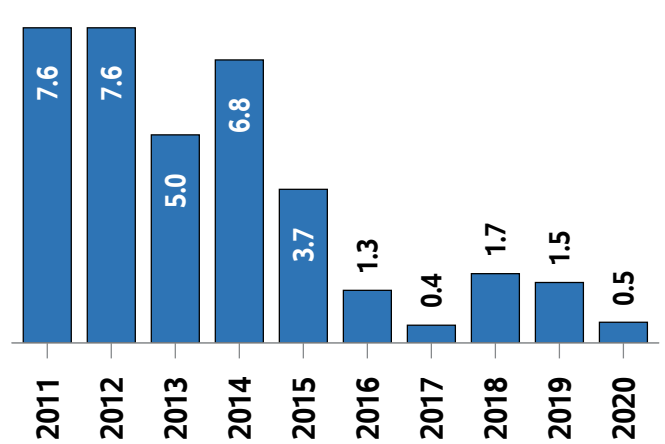
New Listings (October only)



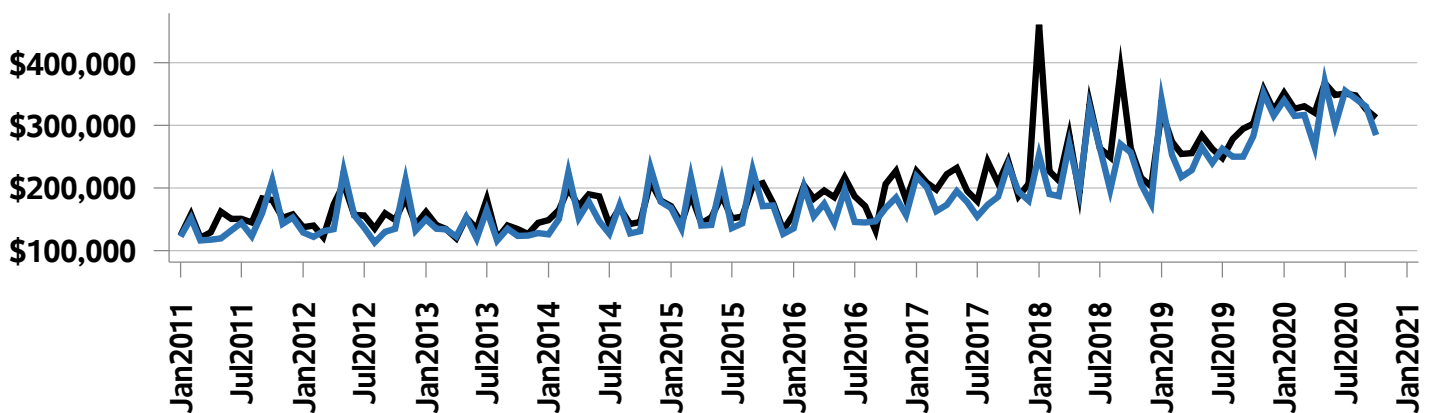
Active Listings (October only)



Months of Inventory (October only)

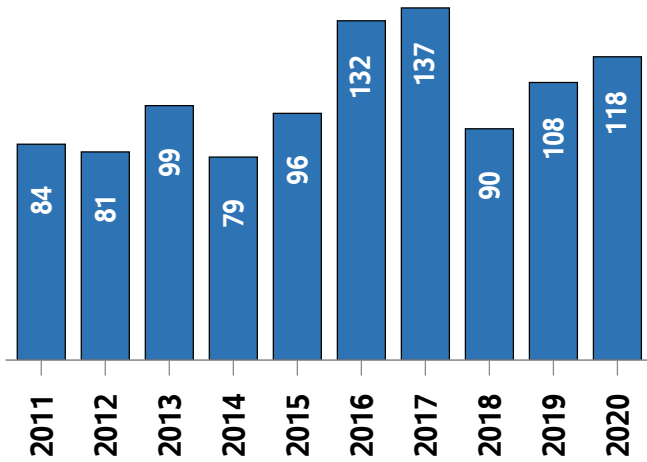


Average Price and Median Price

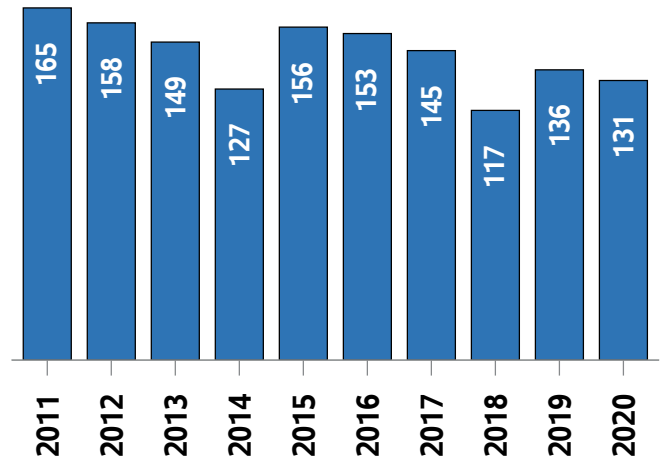


Woodstock-Ingersoll MLS® Condo Market Activity

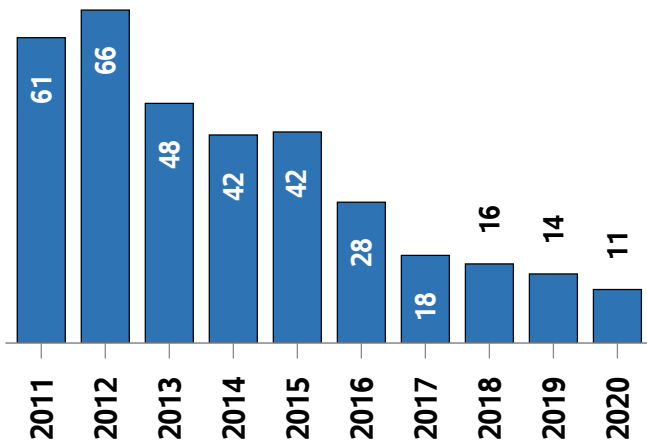
Sales Activity (October Year-to-date)



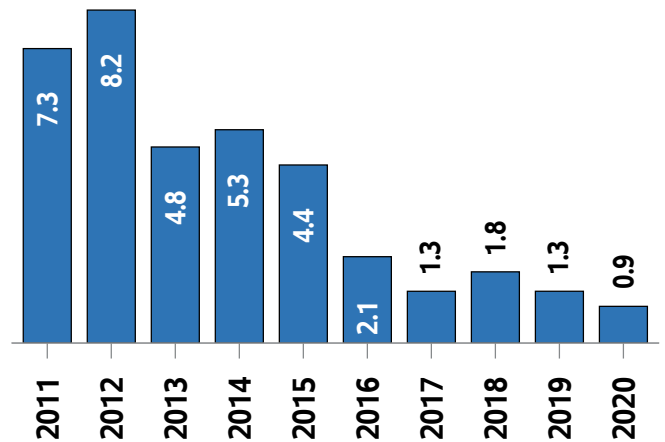
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

Woodstock-Ingersoll MLS® Condo Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	14	27.3	16.7	0.0	7.7	75.0	100.0
Dollar Volume	\$4,368,901	31.4	38.0	28.4	61.8	306.4	347.2
New Listings	14	16.7	27.3	250.0	0.0	40.0	-12.5
Active Listings	7	-56.3	-65.0	16.7	-85.4	-82.5	-90.0
Sales to New Listings Ratio ¹	100.0	91.7	109.1	350.0	92.9	80.0	43.8
Months of Inventory ²	0.5	1.5	1.7	0.4	3.7	5.0	10.0
Average Price	\$312,064	3.2	18.3	28.4	50.3	132.2	123.6
Median Price	\$284,450	0.7	10.8	20.0	66.3	130.3	107.6
Sales to List Price Ratio	101.0	102.2	100.5	97.9	99.2	94.0	97.3
Median Days on Market	14.5	22.0	22.0	36.5	27.0	138.5	105.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	118	9.3	31.1	-13.9	22.9	19.2	43.9
Dollar Volume	\$40,034,556	34.5	64.0	36.6	139.2	181.9	225.8
New Listings	131	-3.7	12.0	-9.7	-16.0	-12.1	-21.6
Active Listings ³	11	-22.5	-32.3	-38.9	-74.6	-77.6	-84.0
Sales to New Listings Ratio ⁴	90.1	79.4	76.9	94.5	61.5	66.4	49.1
Months of Inventory ⁵	0.9	1.3	1.8	1.3	4.4	4.8	8.1
Average Price	\$339,276	23.1	25.1	58.6	94.6	136.5	126.4
Median Price	\$323,250	29.3	34.7	80.6	102.7	146.8	139.4
Sales to List Price Ratio	102.7	102.2	100.5	100.7	99.0	96.2	97.0
Median Days on Market	14.0	15.0	17.5	21.0	37.5	66.0	60.0

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

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

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

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

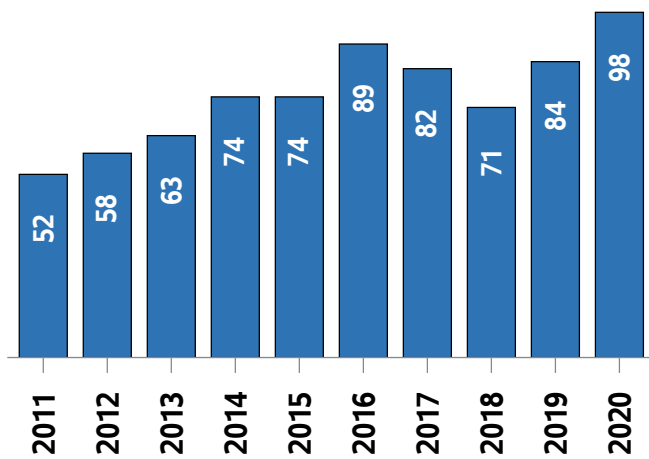
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

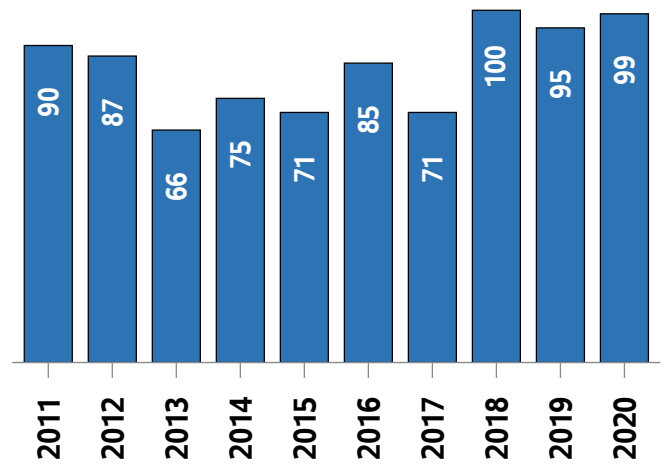
1 - Woodstock City

MLS® Residential Market Activity

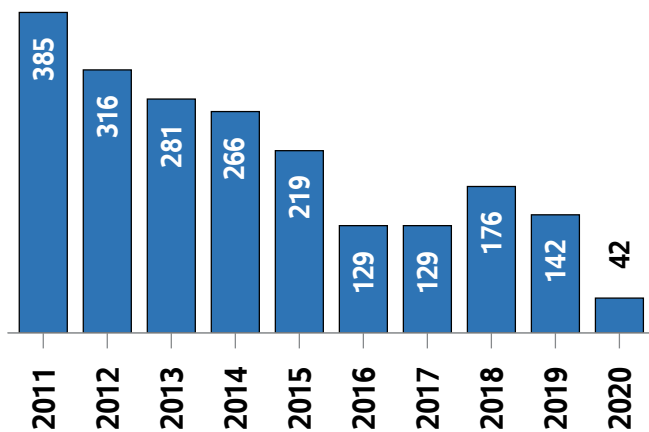
Sales Activity (October only)



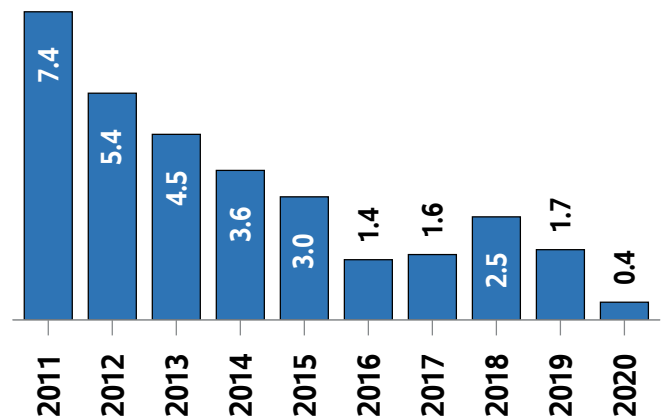
New Listings (October only)



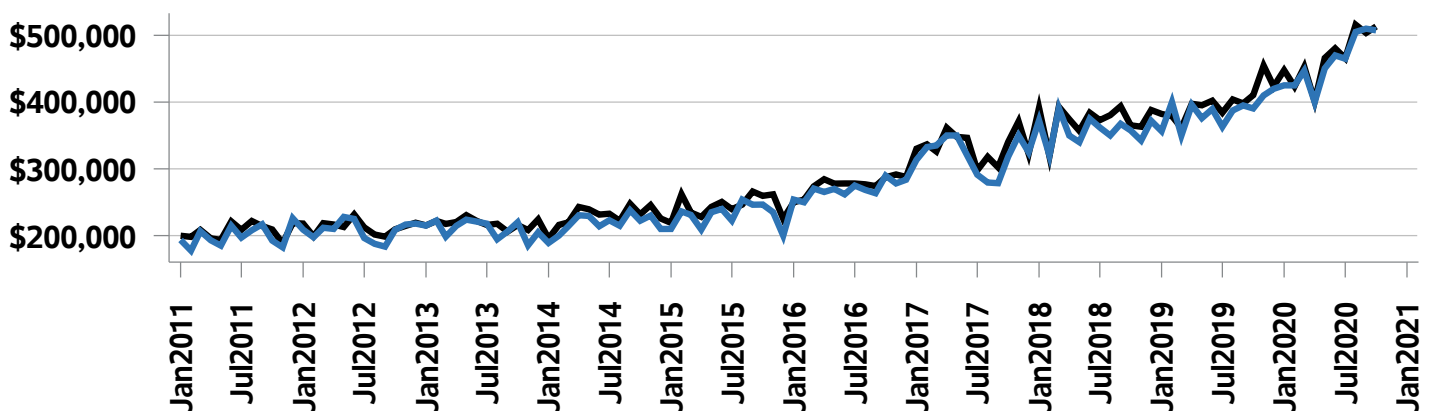
Active Listings (October only)



Months of Inventory (October only)



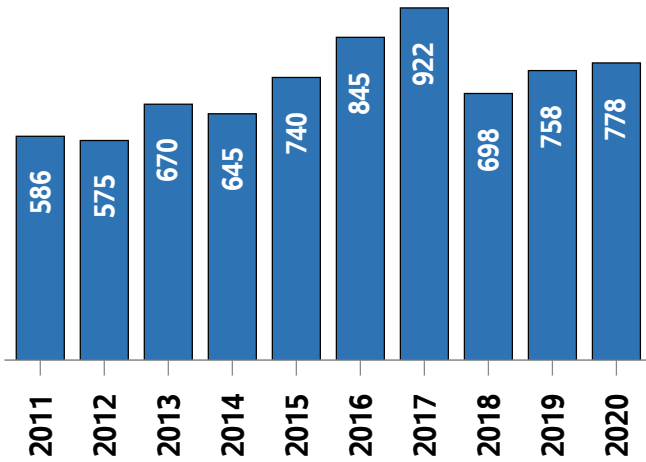
Average Price and Median Price



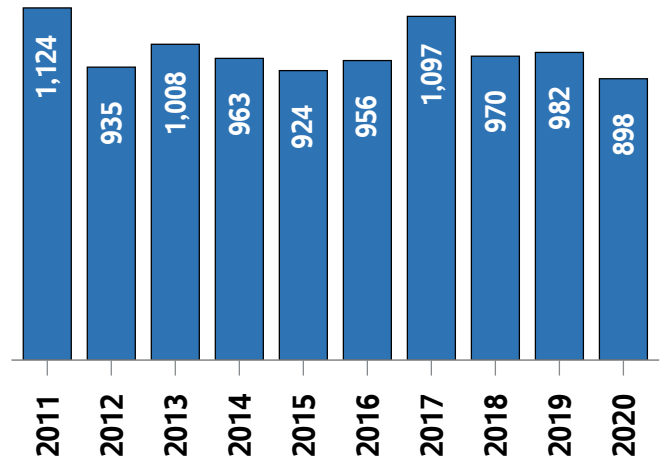
1 - Woodstock City

MLS® Residential Market Activity

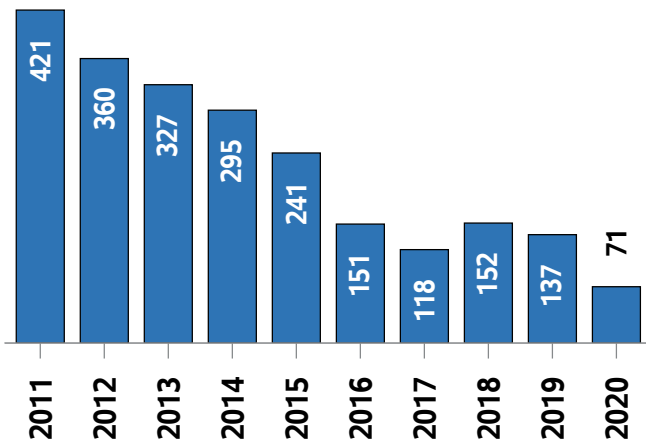
Sales Activity (October Year-to-date)



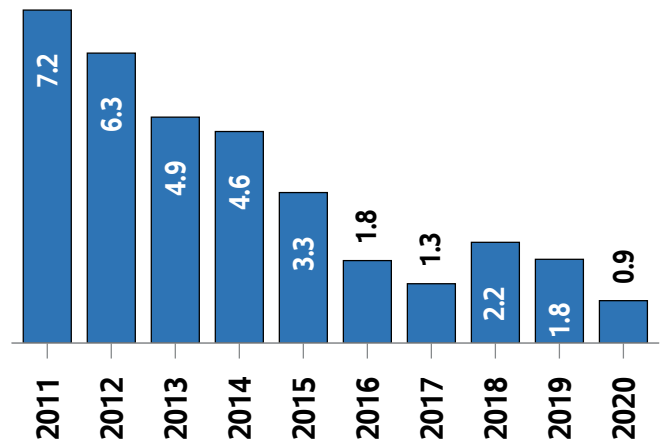
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

1 - Woodstock City

MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	98	16.7	38.0	19.5	32.4	55.6	108.5
Dollar Volume	\$50,300,579	45.9	94.0	80.3	161.9	269.9	443.3
New Listings	99	4.2	-1.0	39.4	39.4	50.0	10.0
Active Listings	42	-70.4	-76.1	-67.4	-80.8	-85.1	-90.0
Sales to New Listings Ratio ¹	99.0	88.4	71.0	115.5	104.2	95.5	52.2
Months of Inventory ²	0.4	1.7	2.5	1.6	3.0	4.5	9.0
Average Price	\$513,271	25.0	40.5	50.9	97.7	137.8	160.6
Median Price	\$507,500	30.0	42.0	59.5	105.9	130.7	171.4
Sales to List Price Ratio	105.0	99.2	99.9	98.2	99.1	97.4	95.8
Median Days on Market	10.5	27.5	21.0	25.0	29.5	62.0	56.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	778	2.6	11.5	-15.6	5.1	16.1	36.7
Dollar Volume	\$370,795,509	24.4	41.9	20.5	104.9	152.9	216.0
New Listings	898	-8.6	-7.4	-18.1	-2.8	-10.9	-18.6
Active Listings ³	71	-48.0	-53.0	-39.6	-70.3	-78.2	-83.8
Sales to New Listings Ratio ⁴	86.6	77.2	72.0	84.0	80.1	66.5	51.6
Months of Inventory ⁵	0.9	1.8	2.2	1.3	3.3	4.9	7.8
Average Price	\$476,601	21.2	27.3	42.8	94.9	117.8	131.1
Median Price	\$464,998	22.2	29.1	44.3	100.4	117.3	138.5
Sales to List Price Ratio	102.8	100.2	99.8	101.4	97.9	97.6	95.9
Median Days on Market	11.0	18.0	19.0	14.0	37.0	49.0	56.0

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

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

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

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

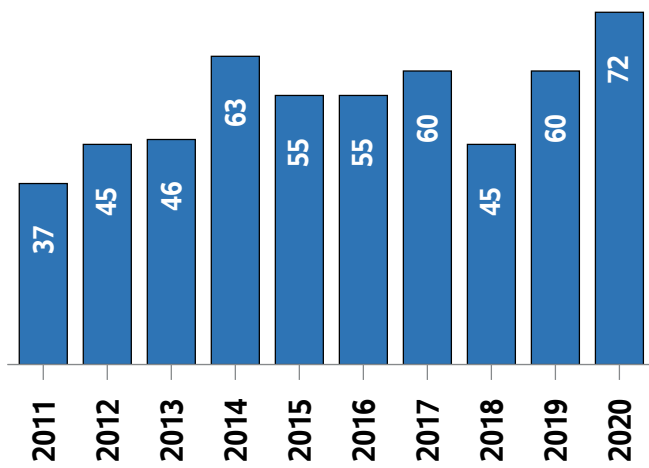
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

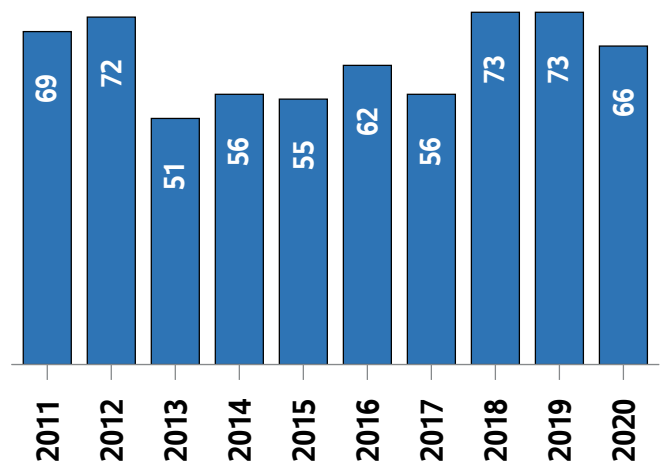
1 - Woodstock City

MLS® Single Detached Market Activity

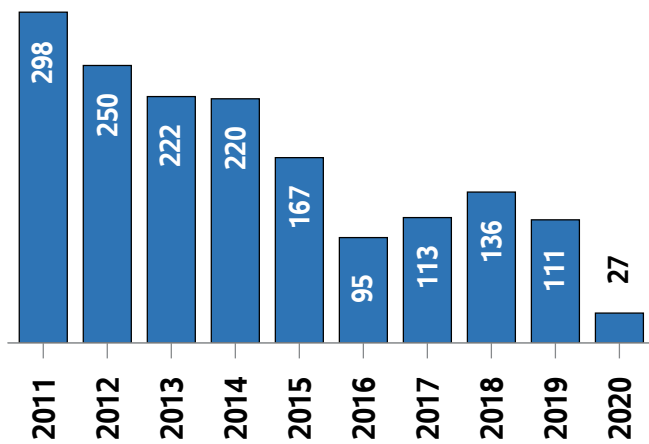
Sales Activity (October only)



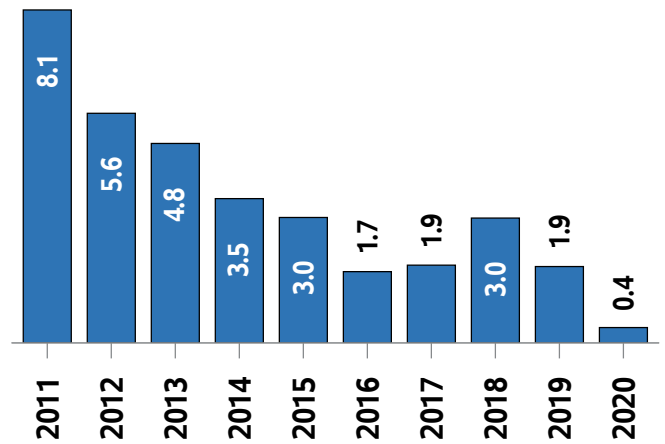
New Listings (October only)



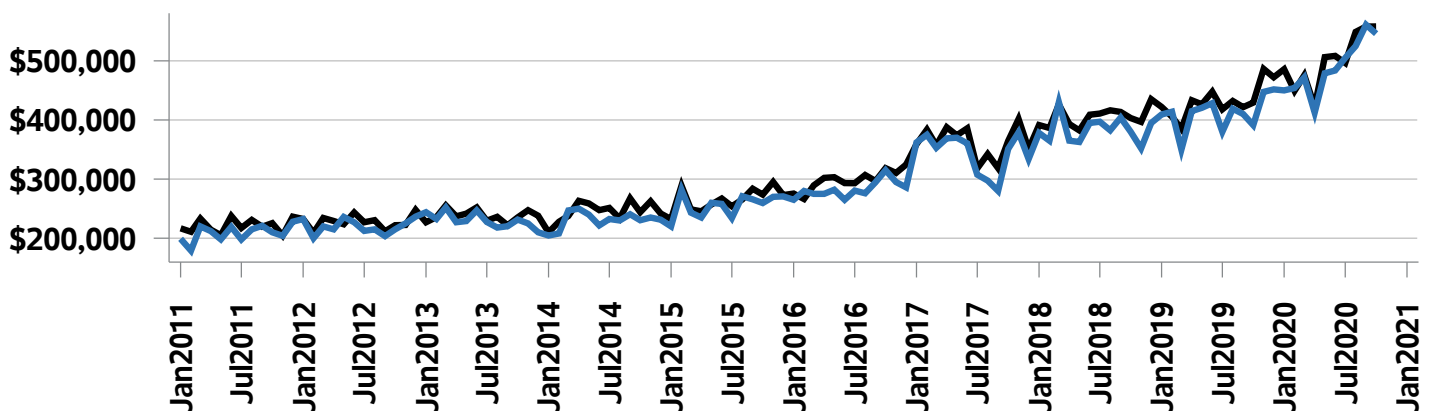
Active Listings (October only)



Months of Inventory (October only)



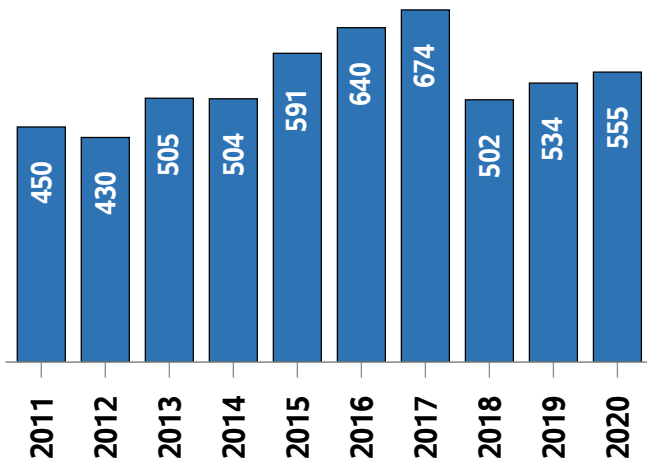
Average Price and Median Price



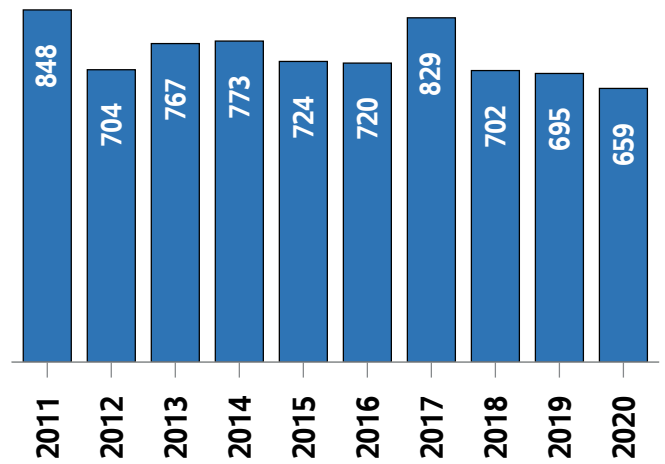
1 - Woodstock City

MLS® Single Detached Market Activity

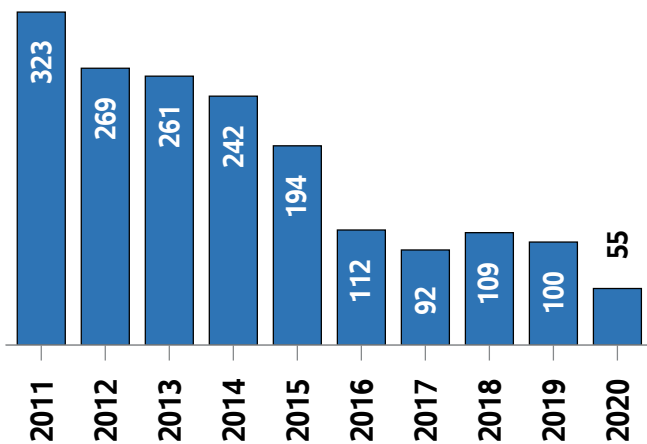
Sales Activity (October Year-to-date)



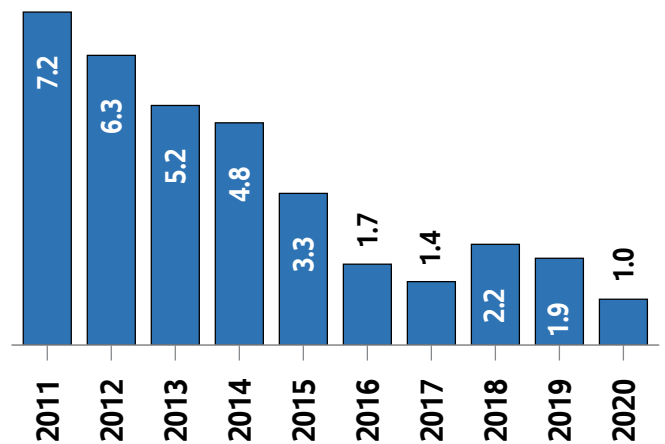
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

1 - Woodstock City

MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	72	20.0	60.0	20.0	30.9	56.5	89.5
Dollar Volume	\$40,189,759	56.0	121.5	83.8	166.9	271.6	402.9
New Listings	66	-9.6	-9.6	17.9	20.0	29.4	-2.9
Active Listings	27	-75.7	-80.1	-76.1	-83.8	-87.8	-91.7
Sales to New Listings Ratio ¹	109.1	82.2	61.6	107.1	100.0	90.2	55.9
Months of Inventory ²	0.4	1.9	3.0	1.9	3.0	4.8	8.6
Average Price	\$558,191	30.0	38.4	53.1	103.9	137.4	165.4
Median Price	\$545,950	39.5	43.7	55.5	110.4	135.8	172.0
Sales to List Price Ratio	104.7	98.5	100.0	98.1	99.3	97.8	95.4
Median Days on Market	9.5	25.5	21.0	26.5	36.0	61.5	49.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	555	3.9	10.6	-17.7	-6.1	9.9	21.4
Dollar Volume	\$283,928,786	25.3	39.8	16.0	84.3	136.8	183.0
New Listings	659	-5.2	-6.1	-20.5	-9.0	-14.1	-25.0
Active Listings ³	55	-45.1	-49.6	-40.5	-71.6	-78.9	-84.3
Sales to New Listings Ratio ⁴	84.2	76.8	71.5	81.3	81.6	65.8	52.0
Months of Inventory ⁵	1.0	1.9	2.2	1.4	3.3	5.2	7.6
Average Price	\$511,583	20.5	26.4	40.9	96.3	115.5	133.1
Median Price	\$499,000	22.9	29.6	44.3	99.6	117.0	139.6
Sales to List Price Ratio	102.3	99.8	99.5	101.4	98.0	97.9	95.6
Median Days on Market	10.0	20.0	19.0	13.0	39.0	49.0	56.0

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

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

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

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

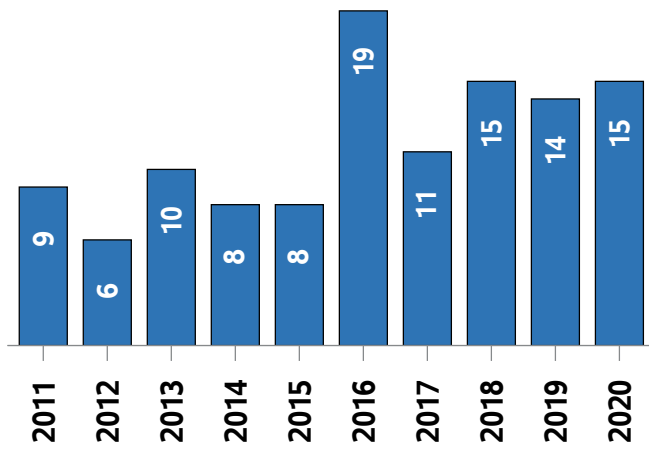
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

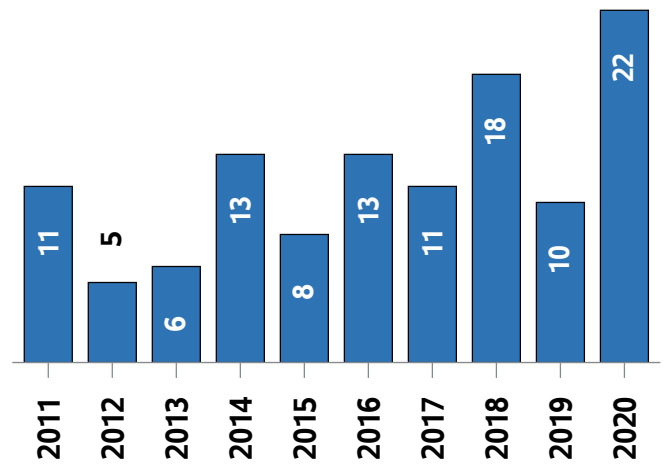
1 - Woodstock City

MLS® Semi-Detached Market Activity

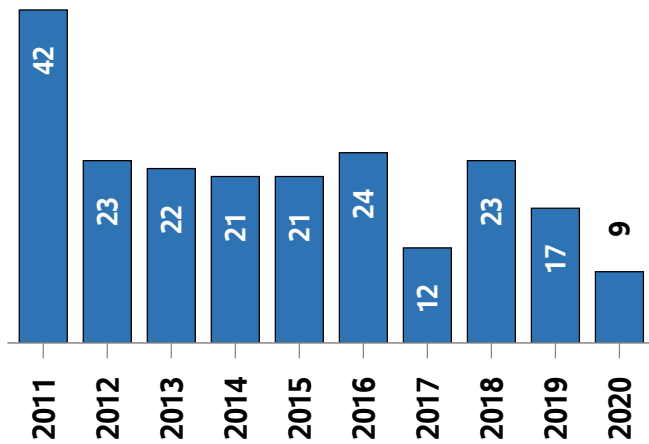
Sales Activity (October only)



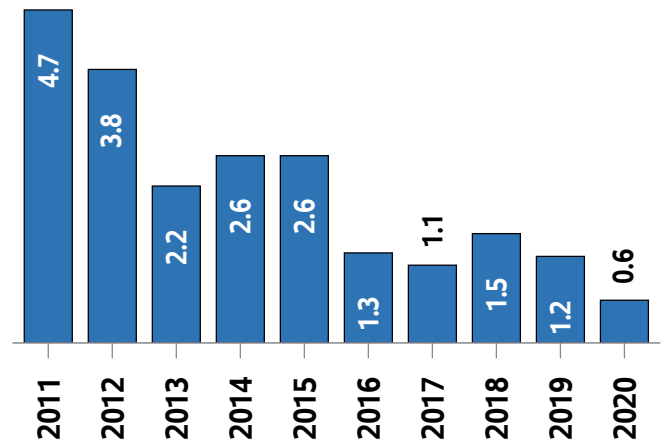
New Listings (October only)



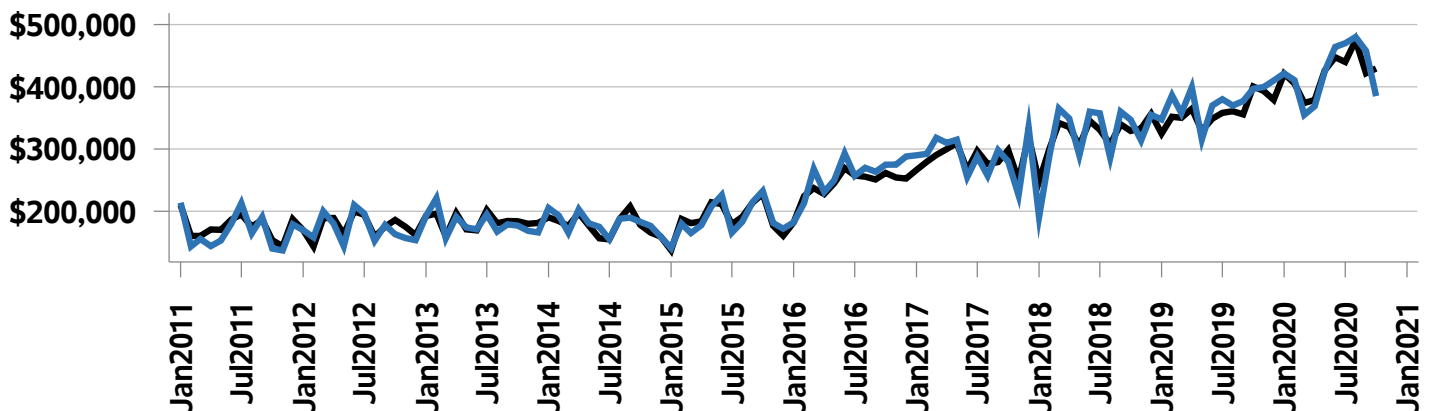
Active Listings (October only)



Months of Inventory (October only)



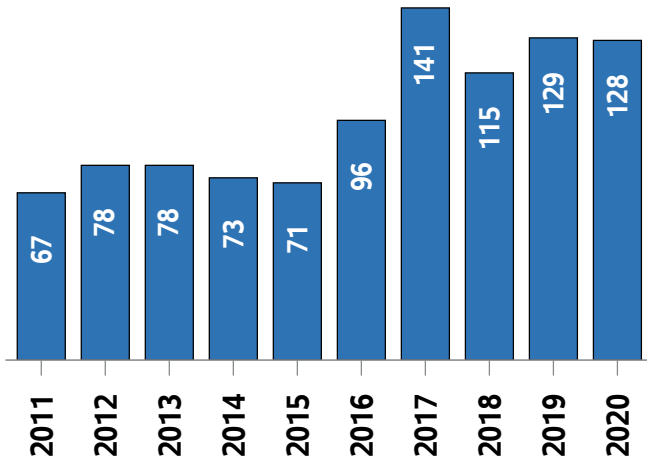
Average Price and Median Price



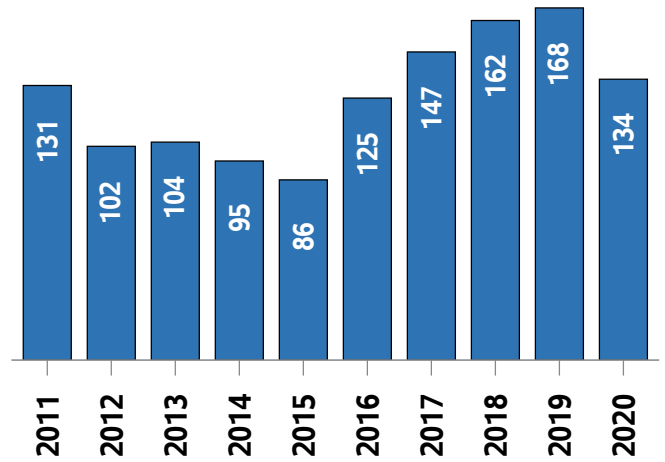
1 - Woodstock City

MLS® Semi-Detached Market Activity

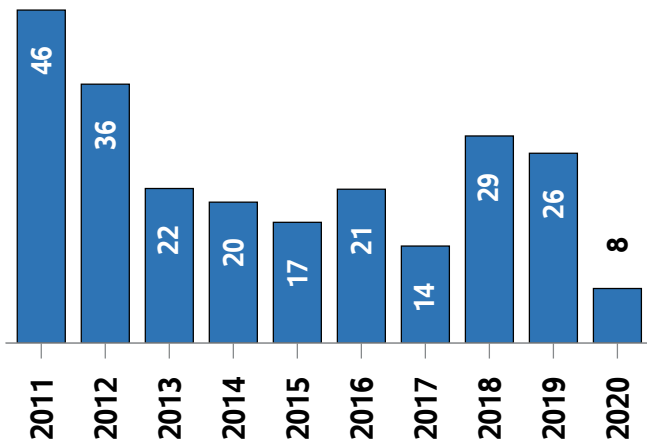
Sales Activity (October Year-to-date)



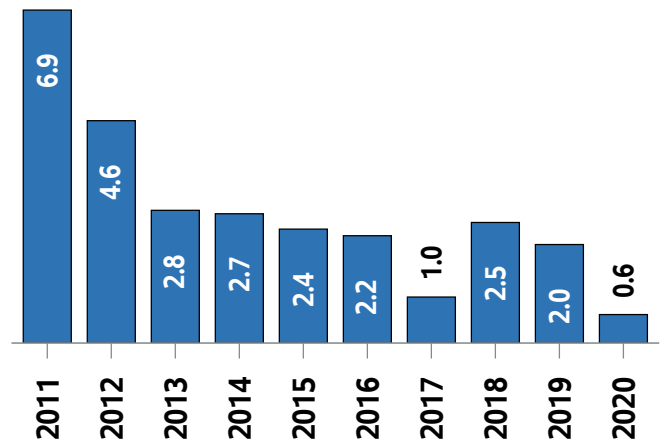
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

1 - Woodstock City

MLS® Semi-Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	15	7.1	0.0	36.4	87.5	50.0	275.0
Dollar Volume	\$6,439,919	14.9	30.5	96.2	252.9	250.1	983.2
New Listings	22	120.0	22.2	100.0	175.0	266.7	144.4
Active Listings	9	-47.1	-60.9	-25.0	-57.1	-59.1	-78.0
Sales to New Listings Ratio ¹	68.2	140.0	83.3	100.0	100.0	166.7	44.4
Months of Inventory ²	0.6	1.2	1.5	1.1	2.6	2.2	10.3
Average Price	\$429,328	7.2	30.5	43.8	88.2	133.4	188.9
Median Price	\$385,000	-3.0	11.0	37.5	65.6	117.5	158.8
Sales to List Price Ratio	108.8	100.0	99.1	98.4	98.7	98.0	96.6
Median Days on Market	6.0	64.0	21.0	15.0	25.0	43.0	65.5
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	128	-0.8	11.3	-9.2	80.3	64.1	197.7
Dollar Volume	\$55,558,666	21.2	48.4	36.8	301.6	288.6	706.8
New Listings	134	-20.2	-17.3	-8.8	55.8	28.8	48.9
Active Listings ³	8	-71.2	-73.6	-43.7	-54.8	-64.7	-79.7
Sales to New Listings Ratio ⁴	95.5	76.8	71.0	95.9	82.6	75.0	47.8
Months of Inventory ⁵	0.6	2.0	2.5	1.0	2.4	2.8	8.7
Average Price	\$434,052	22.2	33.4	50.7	122.8	136.8	171.0
Median Price	\$446,356	20.0	29.4	54.0	150.8	154.3	179.0
Sales to List Price Ratio	104.3	100.6	100.3	102.1	97.7	97.8	97.3
Median Days on Market	11.0	18.0	18.0	15.0	26.0	30.0	56.0

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

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

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

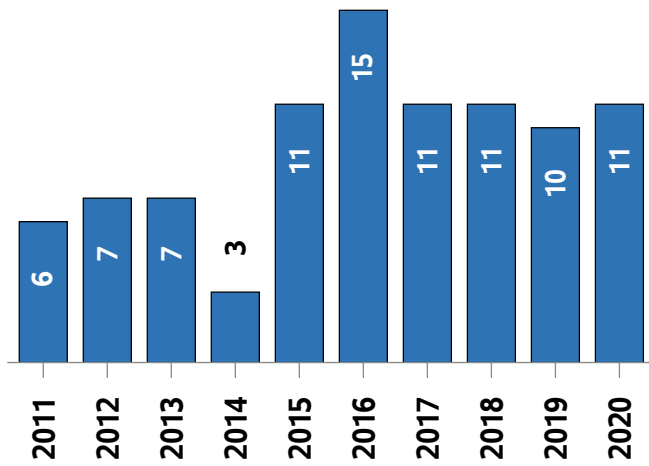
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

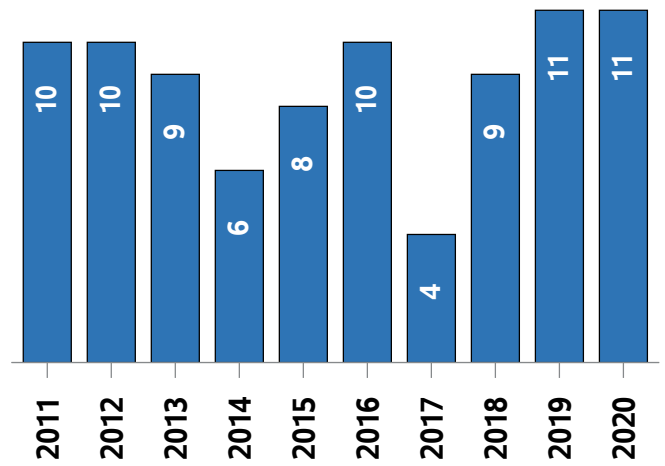
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

1 - Woodstock City MLS® Condo Market Activity

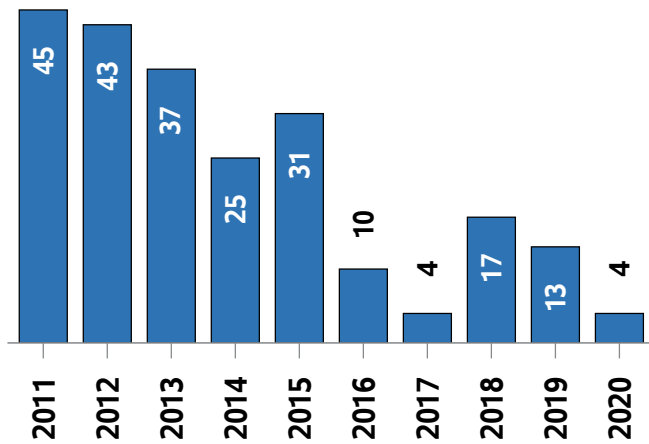
Sales Activity (October only)



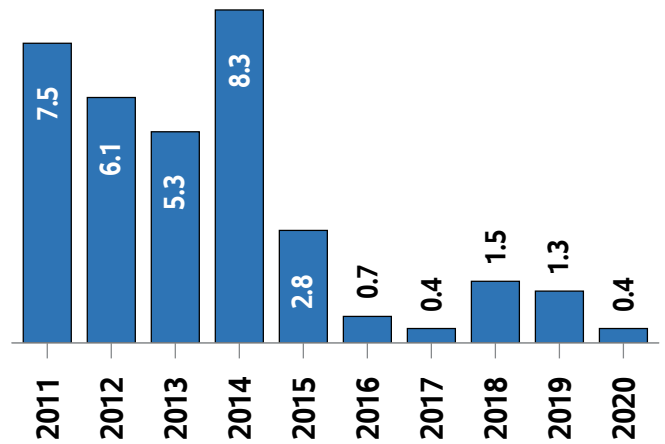
New Listings (October only)



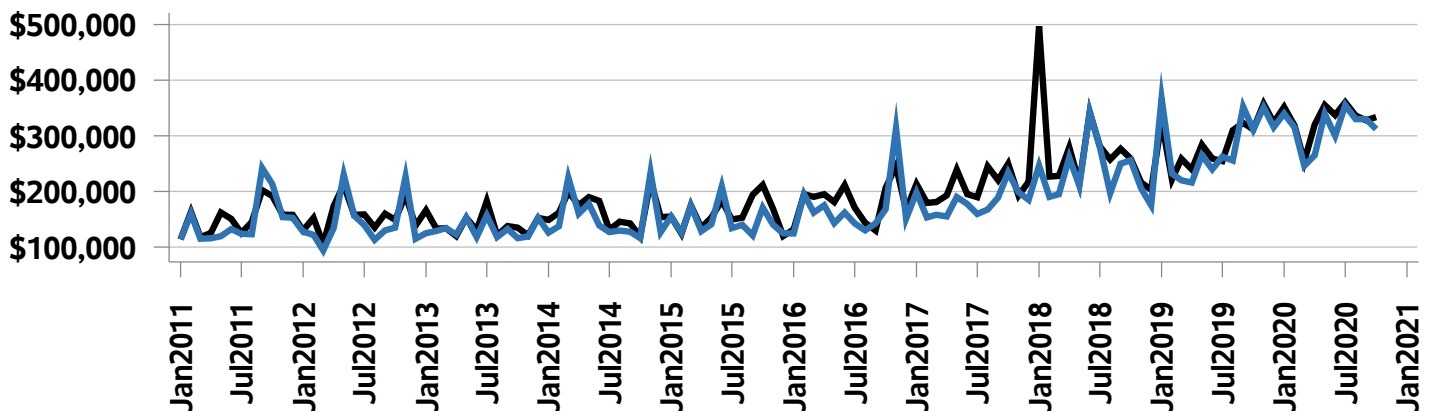
Active Listings (October only)



Months of Inventory (October only)

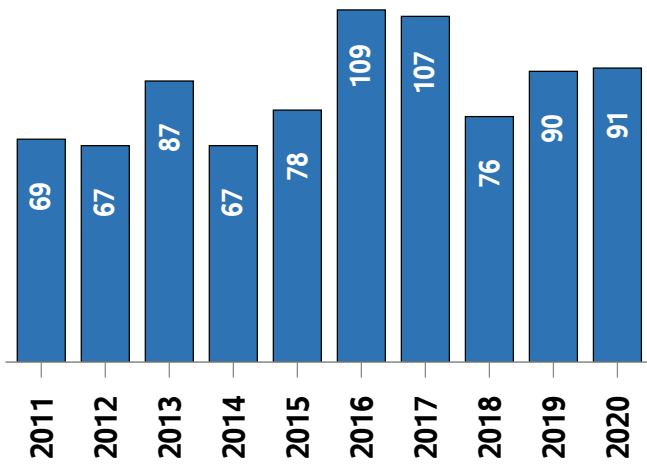


Average Price and Median Price

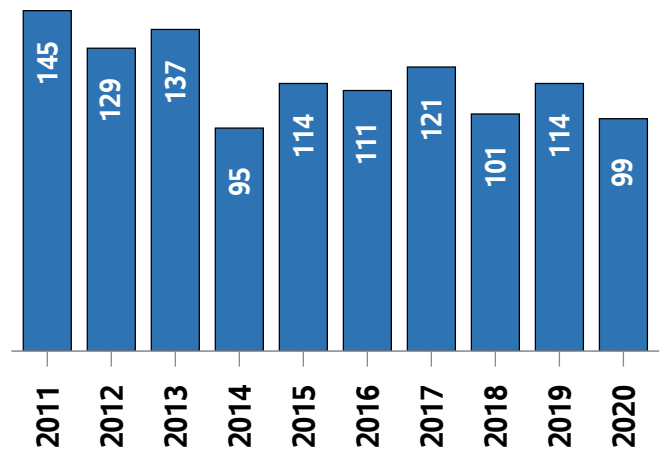


1 - Woodstock City MLS® Condo Market Activity

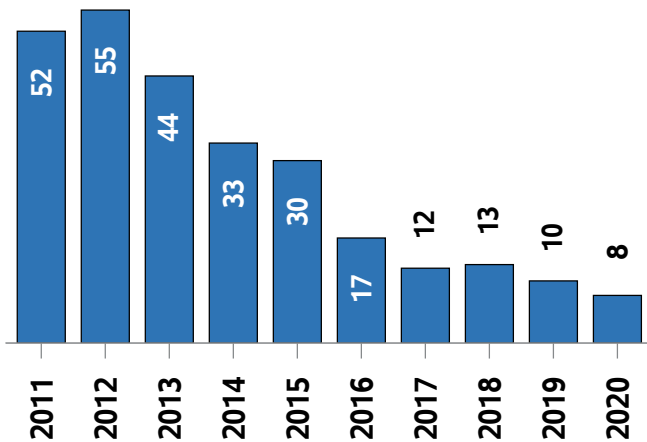
Sales Activity (October Year-to-date)



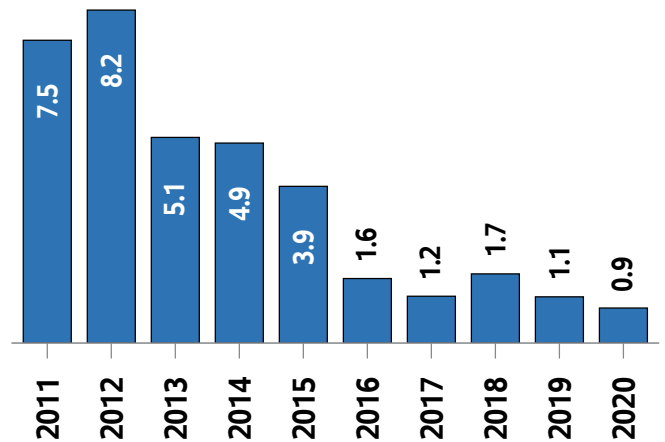
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

1 - Woodstock City MLS® Condo Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	11	10.0	0.0	0.0	0.0	57.1	120.0
Dollar Volume	\$3,670,901	17.9	28.8	33.6	57.7	288.9	446.3
New Listings	11	0.0	22.2	175.0	37.5	22.2	-15.4
Active Listings	4	-69.2	-76.5	0.0	-87.1	-89.2	-92.7
Sales to New Listings Ratio ¹	100.0	90.9	122.2	275.0	137.5	77.8	38.5
Months of Inventory ²	0.4	1.3	1.5	0.4	2.8	5.3	11.0
Average Price	\$333,718	7.2	28.8	33.6	57.7	147.5	148.3
Median Price	\$312,101	0.3	21.9	33.4	82.5	169.1	147.7
Sales to List Price Ratio	101.7	102.5	100.7	98.3	98.7	93.8	98.0
Median Days on Market	14.0	21.0	25.0	29.0	25.0	151.0	101.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	91	1.1	19.7	-15.0	16.7	4.6	31.9
Dollar Volume	\$30,687,256	23.4	50.9	37.0	134.4	147.5	203.2
New Listings	99	-13.2	-2.0	-18.2	-13.2	-27.7	-26.1
Active Listings ³	8	-23.3	-39.2	-36.3	-73.8	-82.1	-85.4
Sales to New Listings Ratio ⁴	91.9	78.9	75.2	88.4	68.4	63.5	51.5
Months of Inventory ⁵	0.9	1.1	1.7	1.2	3.9	5.1	7.8
Average Price	\$337,223	22.1	26.1	61.1	100.9	136.6	129.9
Median Price	\$315,000	26.0	31.3	80.1	118.4	152.0	148.0
Sales to List Price Ratio	103.6	102.4	100.8	100.5	97.0	96.2	96.9
Median Days on Market	14.0	14.5	16.5	18.0	34.5	63.0	58.0

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

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

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

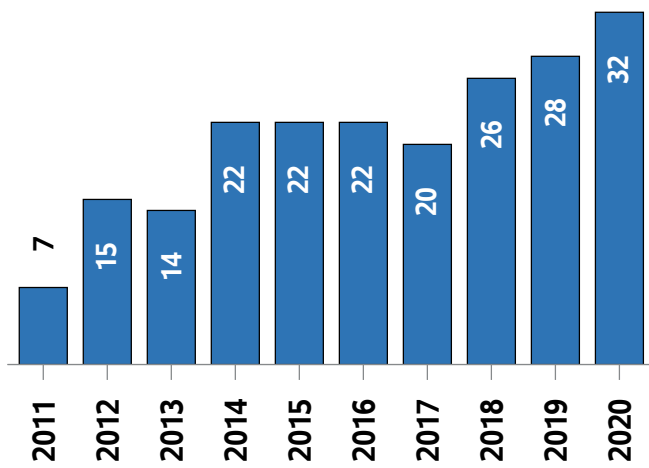
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

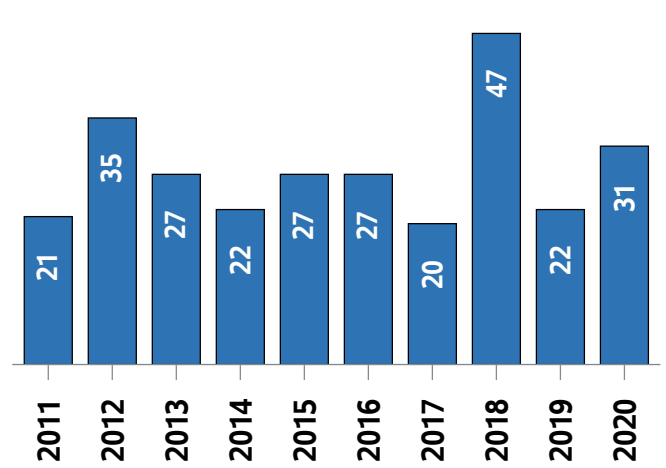
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Residential Market Activity

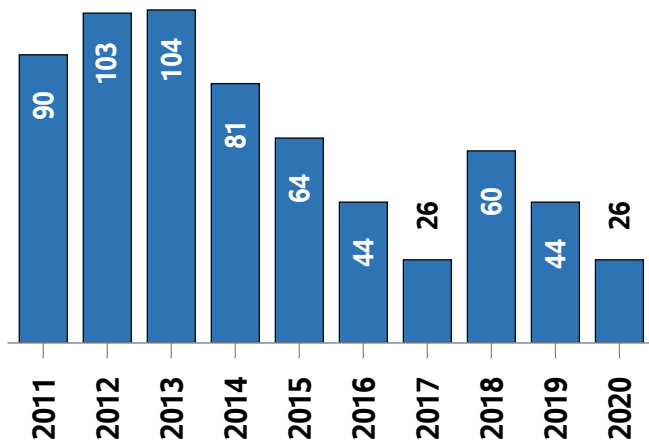
Sales Activity (October only)



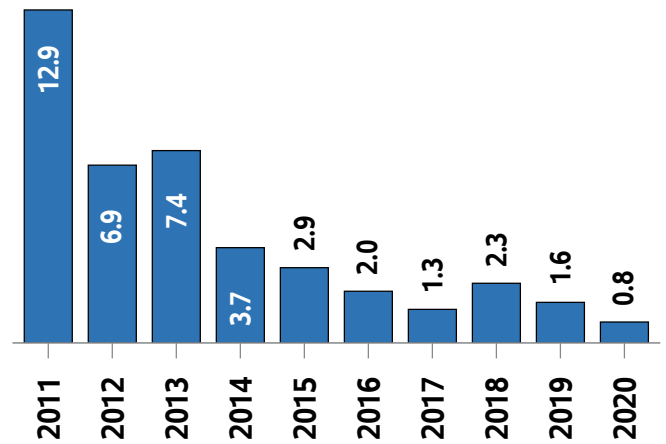
New Listings (October only)



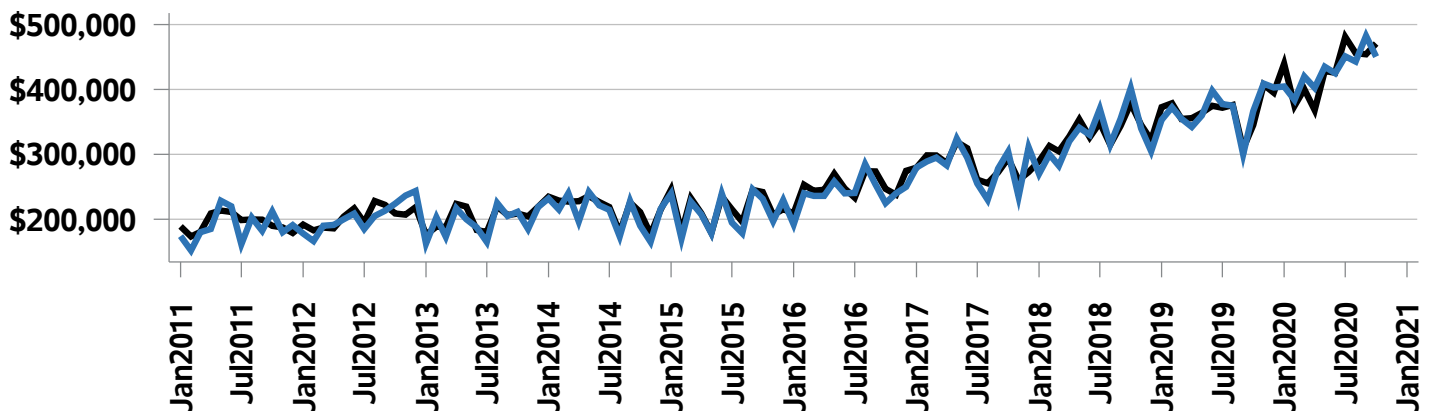
Active Listings (October only)



Months of Inventory (October only)

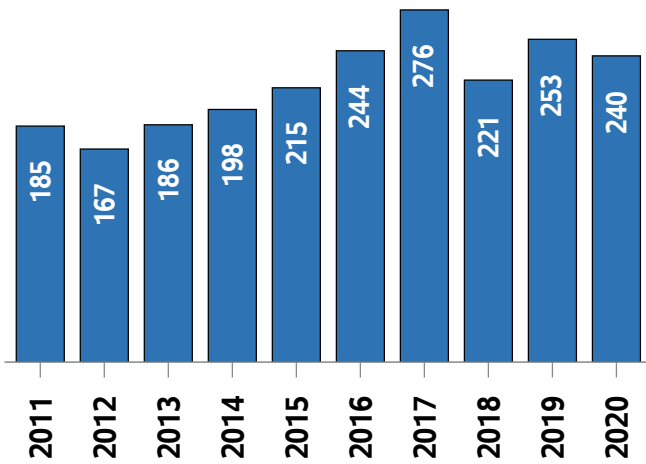


Average Price and Median Price

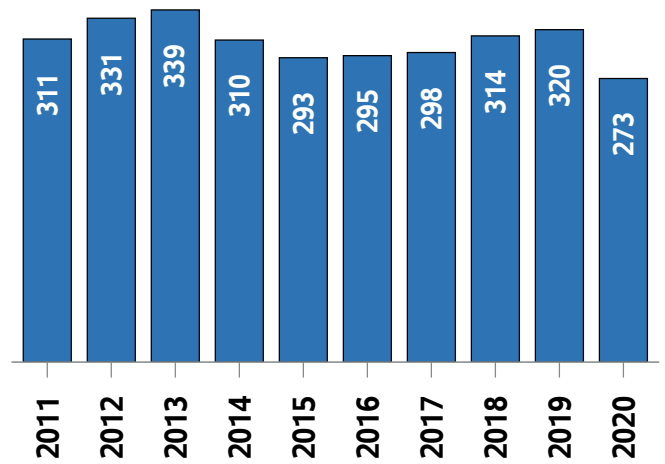


2 - Ingersoll Town MLS® Residential Market Activity

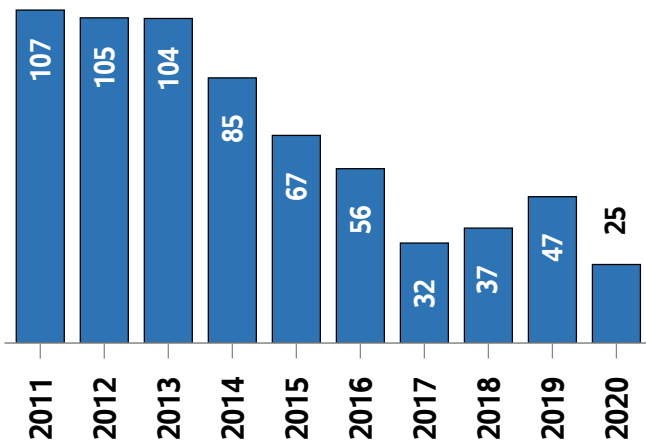
Sales Activity (October Year-to-date)



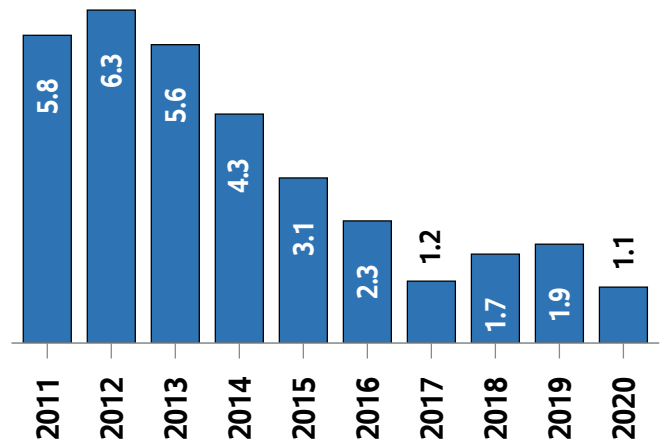
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

2 - Ingersoll Town MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	32	14.3	23.1	60.0	45.5	128.6	88.2
Dollar Volume	\$15,062,943	55.9	53.1	156.3	183.0	415.6	431.2
New Listings	31	40.9	-34.0	55.0	14.8	14.8	-6.1
Active Listings	26	-40.9	-56.7	0.0	-59.4	-75.0	-79.7
Sales to New Listings Ratio ¹	103.2	127.3	55.3	100.0	81.5	51.9	51.5
Months of Inventory ²	0.8	1.6	2.3	1.3	2.9	7.4	7.5
Average Price	\$470,717	36.4	24.4	60.2	94.6	125.6	182.2
Median Price	\$450,500	22.9	12.1	48.2	94.6	113.0	181.7
Sales to List Price Ratio	105.0	99.8	99.3	98.6	98.0	97.4	95.8
Median Days on Market	9.0	33.5	12.0	18.5	36.5	25.5	50.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	240	-5.1	8.6	-13.0	11.6	29.0	10.1
Dollar Volume	\$105,183,832	15.0	42.7	29.3	123.2	182.8	151.7
New Listings	273	-14.7	-13.1	-8.4	-6.8	-19.5	-21.8
Active Listings ³	25	-46.3	-31.6	-21.4	-62.1	-75.8	-79.6
Sales to New Listings Ratio ⁴	87.9	79.1	70.4	92.6	73.4	54.9	62.5
Months of Inventory ⁵	1.1	1.9	1.7	1.2	3.1	5.6	5.7
Average Price	\$438,266	21.2	31.4	48.7	100.0	119.2	128.6
Median Price	\$428,850	17.5	30.7	46.6	96.7	126.4	125.8
Sales to List Price Ratio	102.8	101.7	101.2	103.5	98.0	97.4	96.9
Median Days on Market	11.0	14.0	12.0	14.5	37.0	51.0	56.5

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

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

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

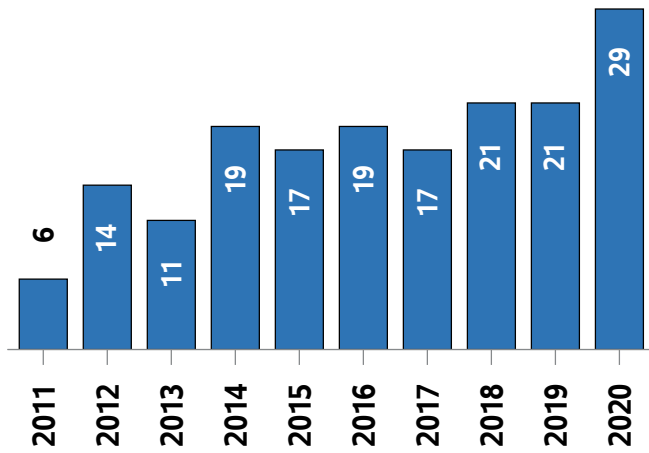
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

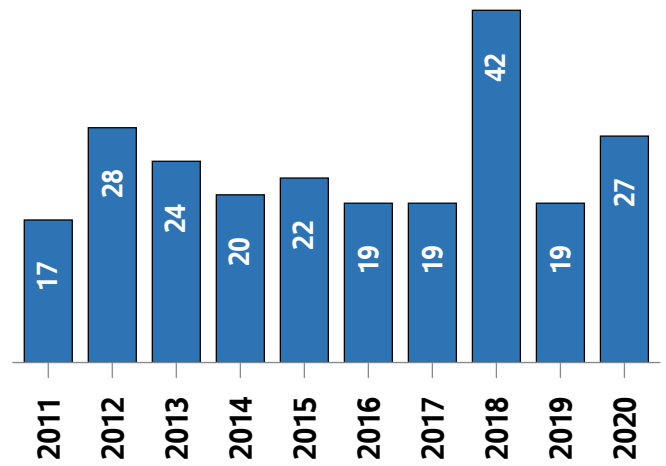
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Single Detached Market Activity

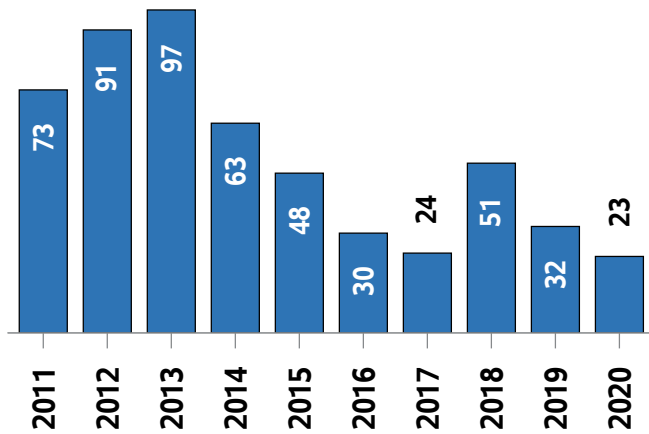
Sales Activity (October only)



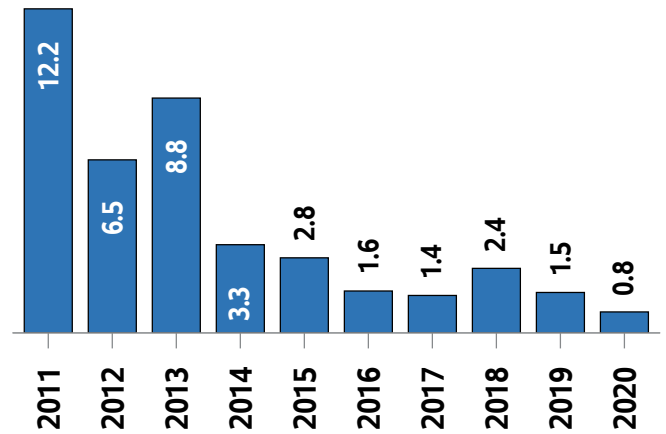
New Listings (October only)



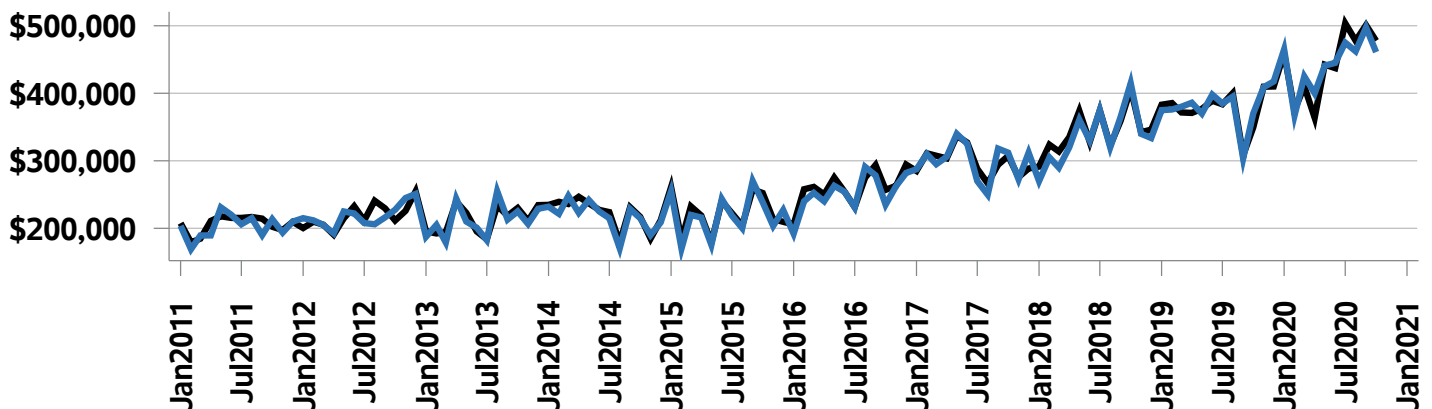
Active Listings (October only)



Months of Inventory (October only)

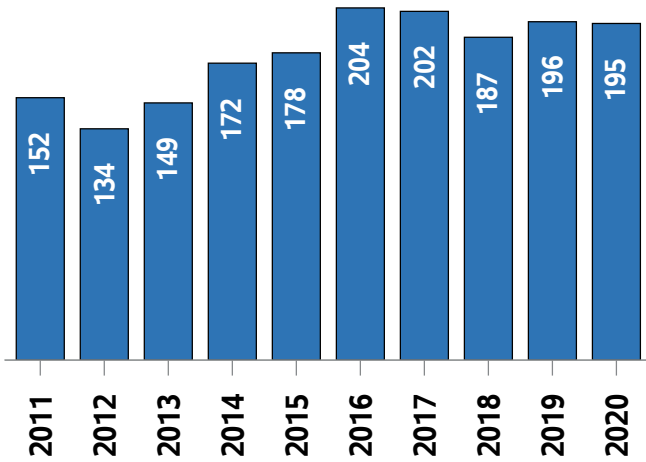


Average Price and Median Price

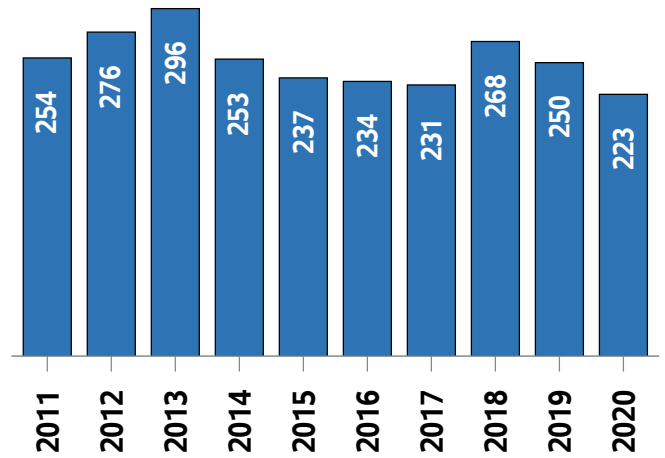


2 - Ingersoll Town MLS® Single Detached Market Activity

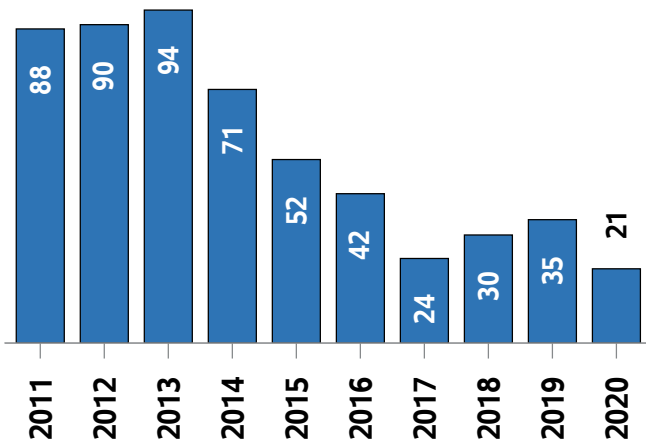
Sales Activity (October Year-to-date)



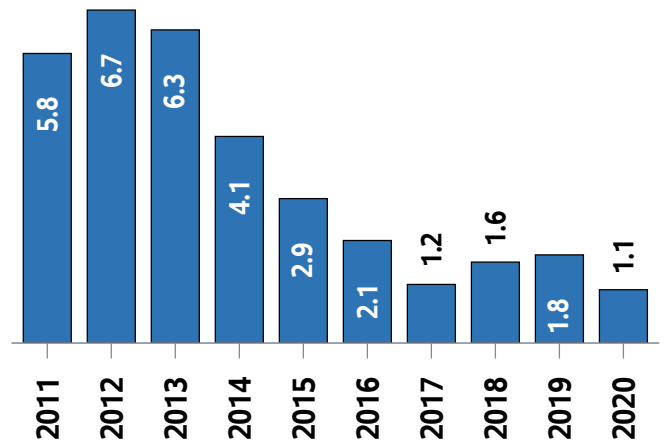
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

2 - Ingersoll Town MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	29	38.1	38.1	70.6	70.6	163.6	107.1
Dollar Volume	\$13,853,043	88.8	62.3	165.3	223.0	447.2	484.3
New Listings	27	42.1	-35.7	42.1	22.7	12.5	8.0
Active Listings	23	-28.1	-54.9	-4.2	-52.1	-76.3	-77.9
Sales to New Listings Ratio ¹	107.4	110.5	50.0	89.5	77.3	45.8	56.0
Months of Inventory ²	0.8	1.5	2.4	1.4	2.8	8.8	7.4
Average Price	\$477,691	36.7	17.6	55.5	89.4	107.6	182.1
Median Price	\$461,000	24.6	11.1	47.8	93.3	104.9	147.8
Sales to List Price Ratio	105.3	99.0	99.1	99.1	97.6	97.5	95.6
Median Days on Market	8.0	33.0	13.0	17.0	42.0	28.0	47.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	195	-0.5	4.3	-3.5	9.6	30.9	8.9
Dollar Volume	\$88,851,325	21.0	36.9	41.9	120.6	181.6	149.2
New Listings	223	-10.8	-16.8	-3.5	-5.9	-24.7	-20.1
Active Listings ³	21	-39.8	-31.3	-12.2	-59.5	-77.7	-79.2
Sales to New Listings Ratio ⁴	87.4	78.4	69.8	87.4	75.1	50.3	64.2
Months of Inventory ⁵	1.1	1.8	1.6	1.2	2.9	6.3	5.6
Average Price	\$455,648	21.6	31.3	47.0	101.3	115.2	128.7
Median Price	\$450,000	18.4	33.1	44.9	103.9	116.3	126.1
Sales to List Price Ratio	103.0	101.7	101.0	102.7	97.2	97.6	96.8
Median Days on Market	10.0	14.0	12.0	13.0	34.0	46.0	56.0

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

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

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

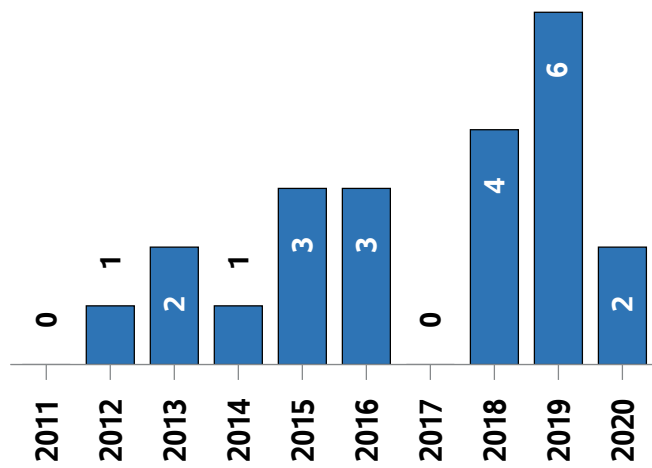
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

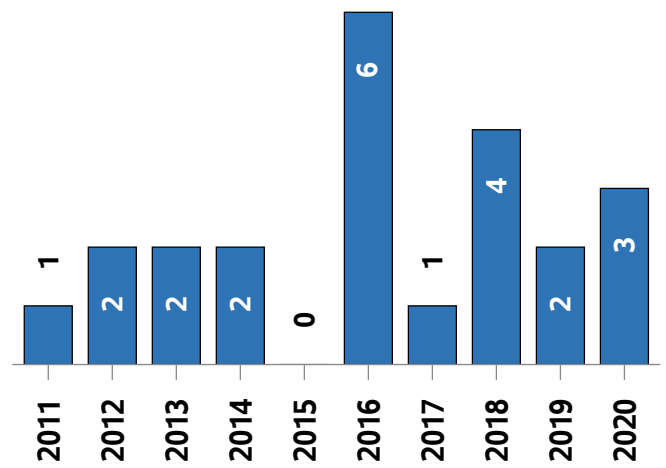
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Semi-Detached Market Activity

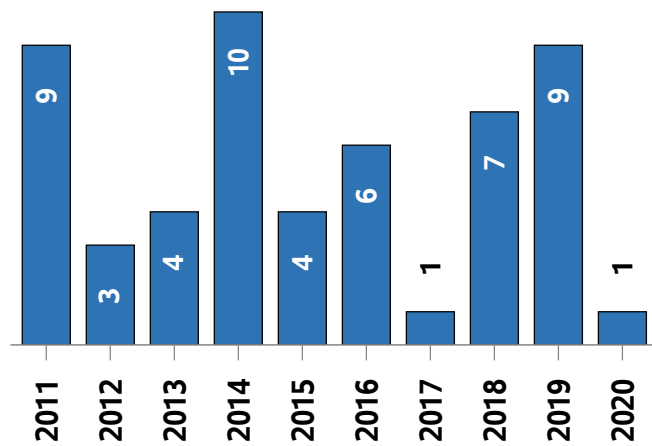
Sales Activity (October only)



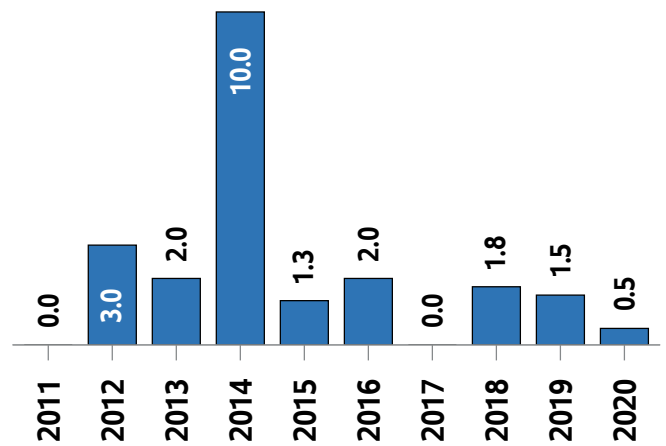
New Listings (October only)



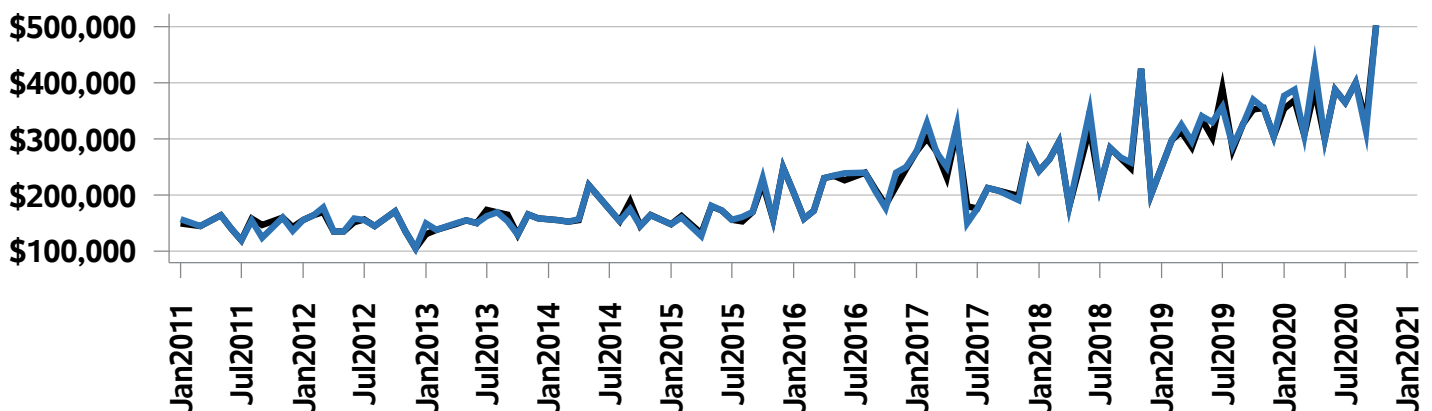
Active Listings (October only)



Months of Inventory (October only)

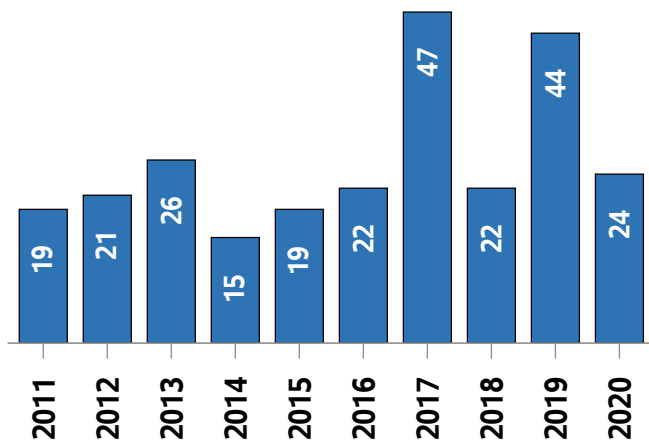


Average Price and Median Price

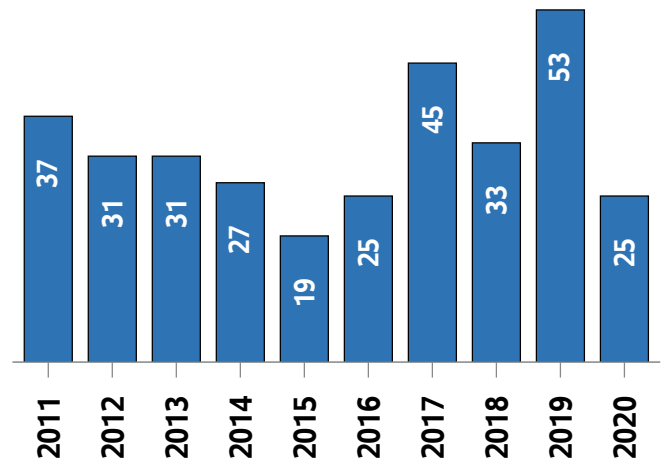


2 - Ingersoll Town MLS® Semi-Detached Market Activity

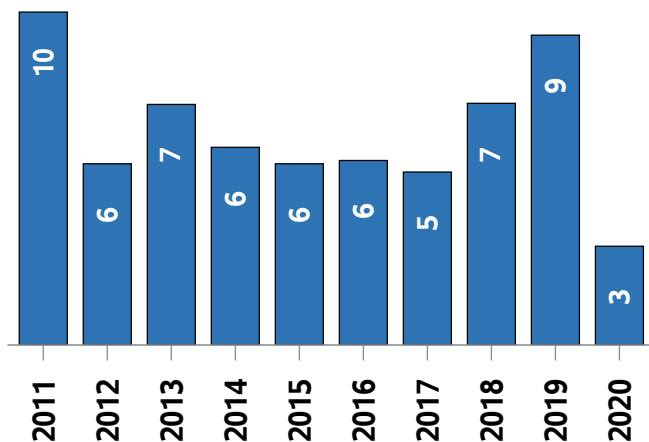
Sales Activity (October Year-to-date)



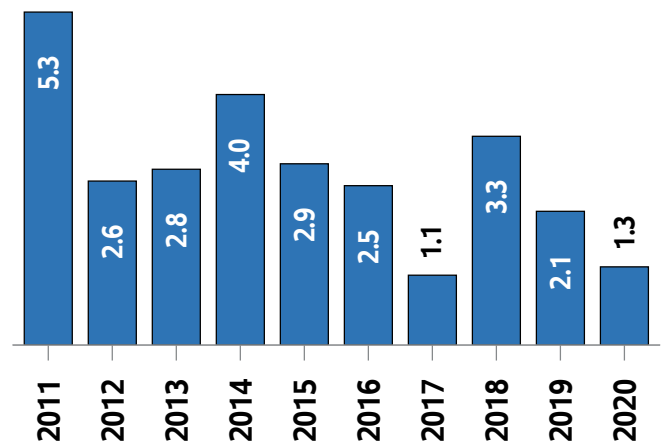
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

2 - Ingersoll Town MLS® Semi-Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	2	-66.7	-50.0		-33.3	0.0	100.0
Dollar Volume	\$1,004,900	-52.5	1.2		51.8	288.0	528.5
New Listings	3	50.0	-25.0	200.0		50.0	-40.0
Active Listings	1	-88.9	-85.7	0.0	-75.0	-75.0	-88.9
Sales to New Listings Ratio ¹	66.7	300.0	100.0			100.0	20.0
Months of Inventory ²	0.5	1.5	1.8		1.3	2.0	9.0
Average Price	\$502,450	42.5	102.5		127.7	288.0	214.2
Median Price	\$502,450	35.8	94.6		118.5	288.0	214.2
Sales to List Price Ratio	104.2	103.0	100.8		97.8	97.7	100.0
Median Days on Market	10.0	36.5	8.5		15.0	12.0	115.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	24	-45.5	9.1	-48.9	26.3	-7.7	-7.7
Dollar Volume	\$8,940,707	-37.2	50.9	-27.5	180.2	121.4	125.7
New Listings	25	-52.8	-24.2	-44.4	31.6	-19.4	-34.2
Active Listings ³	3	-68.1	-59.1	-42.9	-45.5	-58.9	-73.0
Sales to New Listings Ratio ⁴	96.0	83.0	66.7	104.4	100.0	83.9	68.4
Months of Inventory ⁵	1.3	2.1	3.3	1.1	2.9	2.8	4.3
Average Price	\$372,529	15.1	38.3	42.0	121.9	139.8	144.5
Median Price	\$380,950	14.3	45.2	42.0	136.6	149.8	150.2
Sales to List Price Ratio	104.1	101.8	102.9	107.9	96.7	96.9	97.1
Median Days on Market	14.5	13.0	9.5	14.0	37.0	44.5	44.5

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

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

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

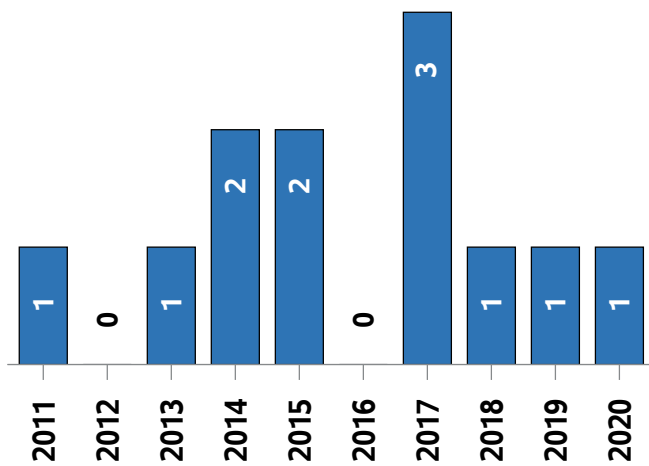
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

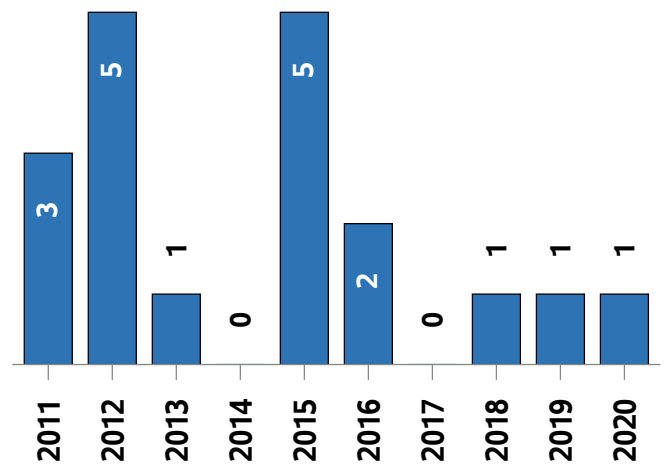
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Condo Market Activity

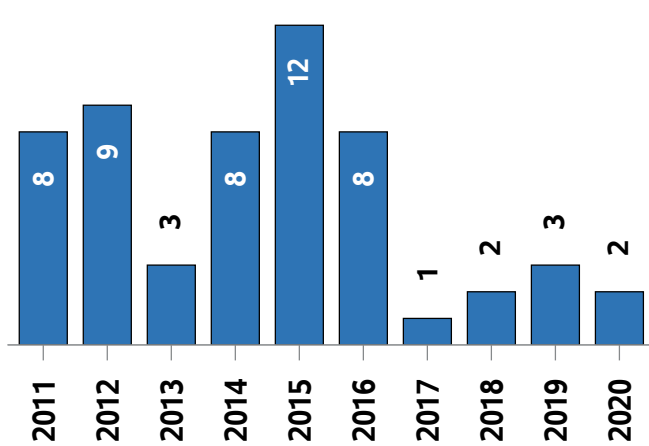
Sales Activity (October only)



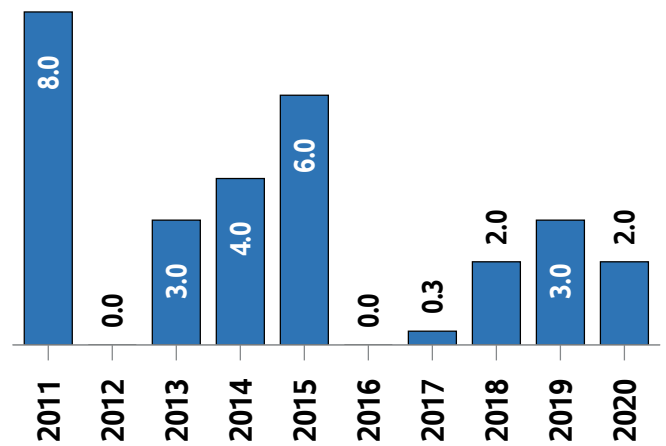
New Listings (October only)



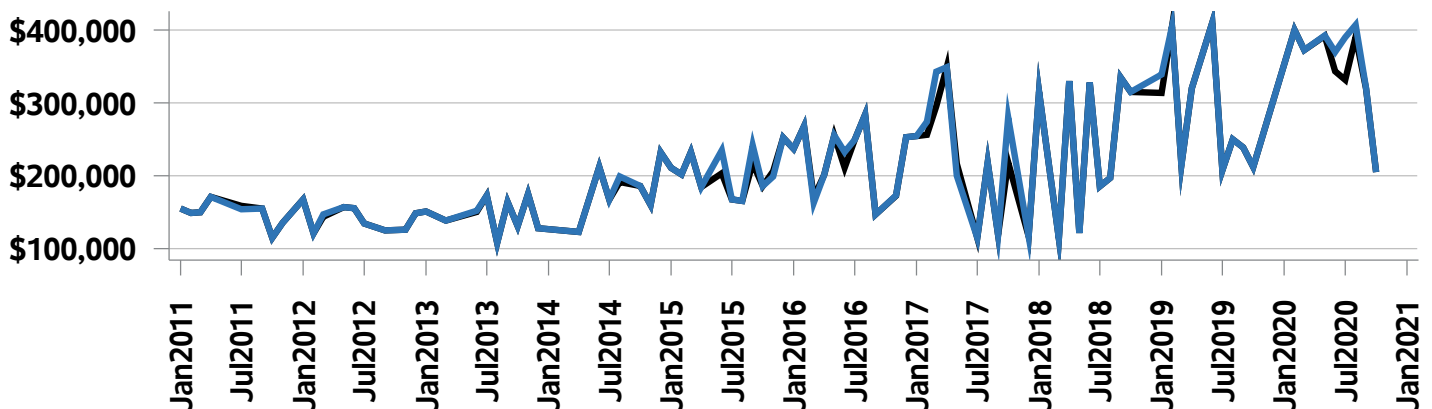
Active Listings (October only)



Months of Inventory (October only)

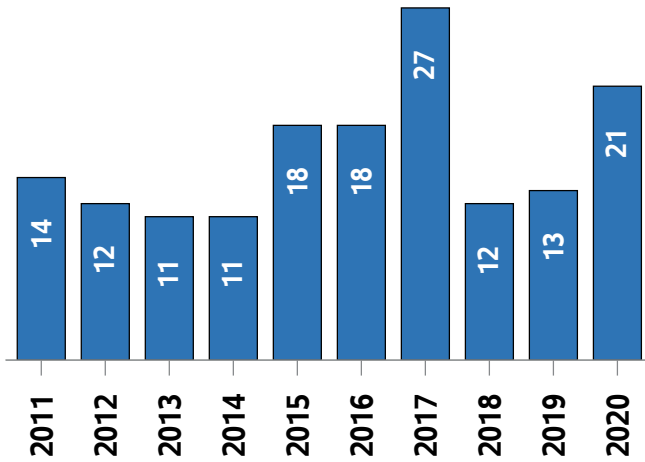


Average Price and Median Price

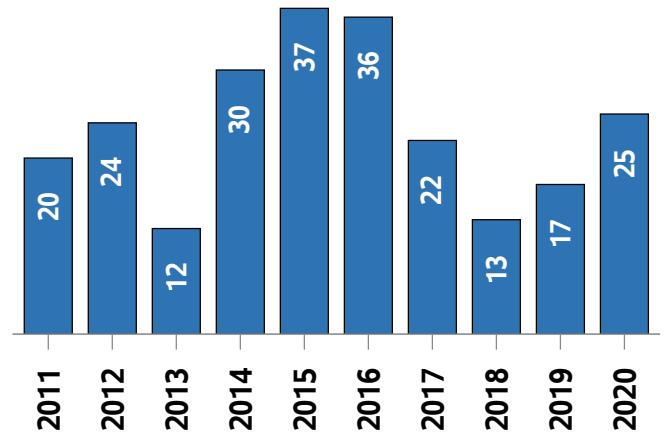


2 - Ingersoll Town MLS® Condo Market Activity

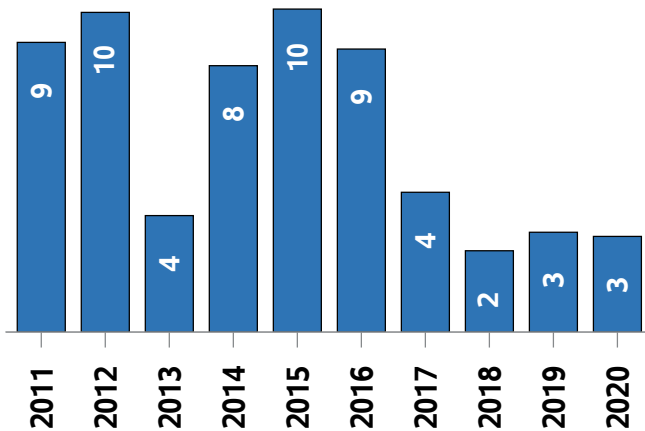
Sales Activity (October Year-to-date)



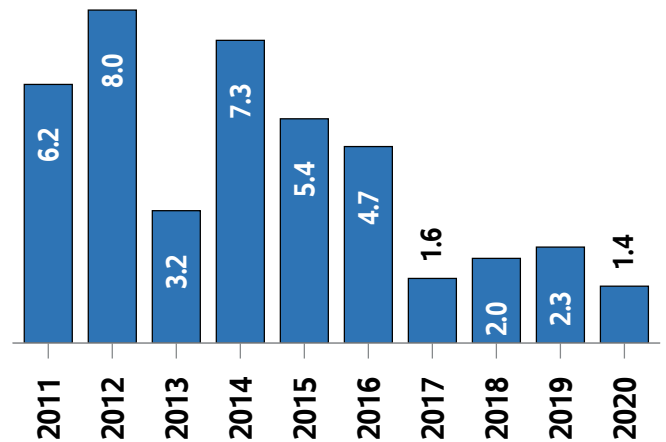
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

2 - Ingersoll Town MLS® Condo Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	1	0.0	0.0	-66.7	-50.0	0.0	-50.0
Dollar Volume	\$205,000	-3.3	-34.9	-68.7	-44.8	56.5	-32.8
New Listings	1	0.0	0.0		-80.0	0.0	-66.7
Active Listings	2	-33.3	0.0	100.0	-83.3	-33.3	-86.7
Sales to New Listings Ratio ¹	100.0	100.0	100.0		40.0	100.0	66.7
Months of Inventory ²	2.0	3.0	2.0	0.3	6.0	3.0	7.5
Average Price	\$205,000	-3.3	-34.9	-6.1	10.3	56.5	34.4
Median Price	\$205,000	-3.3	-34.9	-26.8	10.3	56.5	34.4
Sales to List Price Ratio	97.7	98.7	98.5	96.1	102.0	95.7	95.6
Median Days on Market	62.0	34.0	19.0	58.0	126.0	126.0	141.5
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	21	61.5	75.0	-22.2	16.7	90.9	61.5
Dollar Volume	\$7,391,800	94.0	157.1	16.1	102.9	360.3	240.9
New Listings	25	47.1	92.3	13.6	-32.4	108.3	-21.9
Active Listings ³	3	-4.2	17.6	-31.5	-70.4	-17.9	-76.8
Sales to New Listings Ratio ⁴	84.0	76.5	92.3	122.7	48.6	91.7	40.6
Months of Inventory ⁵	1.4	2.3	2.0	1.6	5.4	3.2	9.5
Average Price	\$351,990	20.1	46.9	49.2	74.0	141.1	111.1
Median Price	\$390,000	47.2	40.5	42.8	89.1	156.6	155.7
Sales to List Price Ratio	100.2	101.5	100.4	102.1	107.4	95.6	97.4
Median Days on Market	20.0	26.0	24.0	52.0	58.0	96.0	120.0

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

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

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

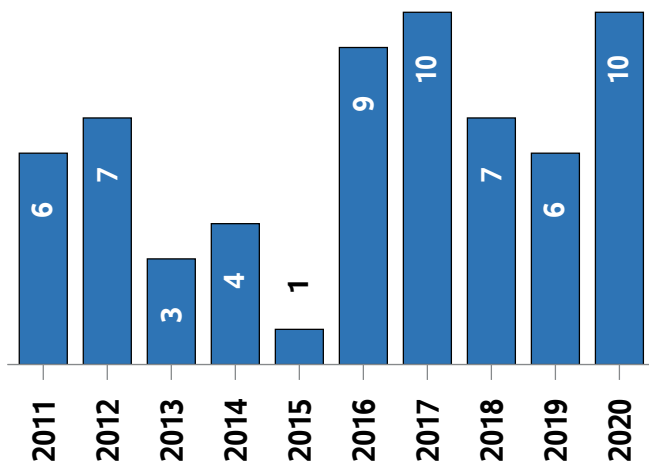
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

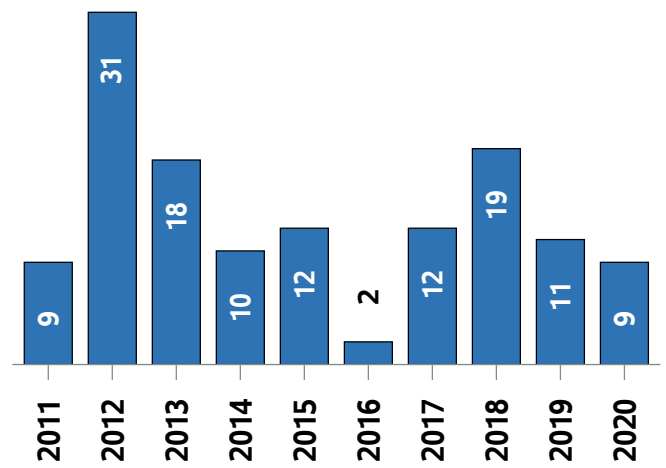
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Residential Market Activity

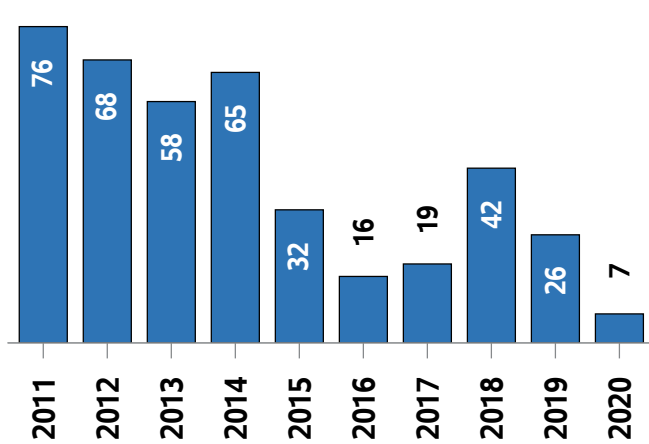
Sales Activity (October only)



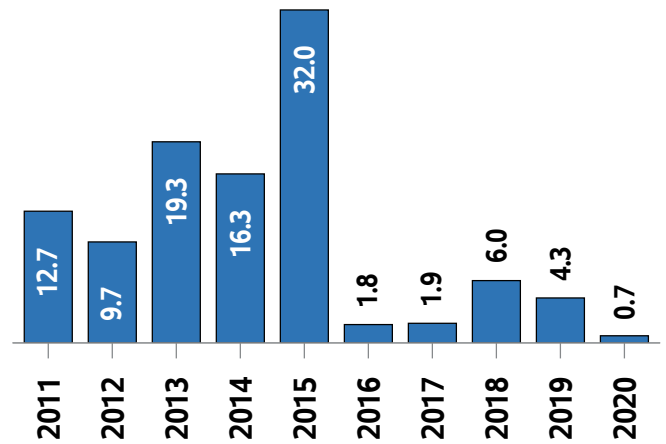
New Listings (October only)



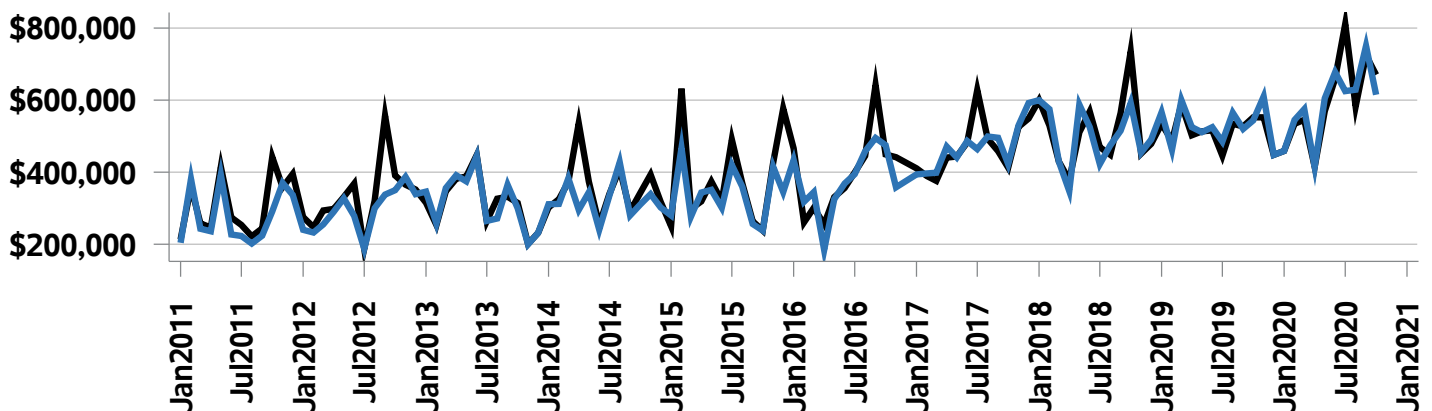
Active Listings (October only)



Months of Inventory (October only)

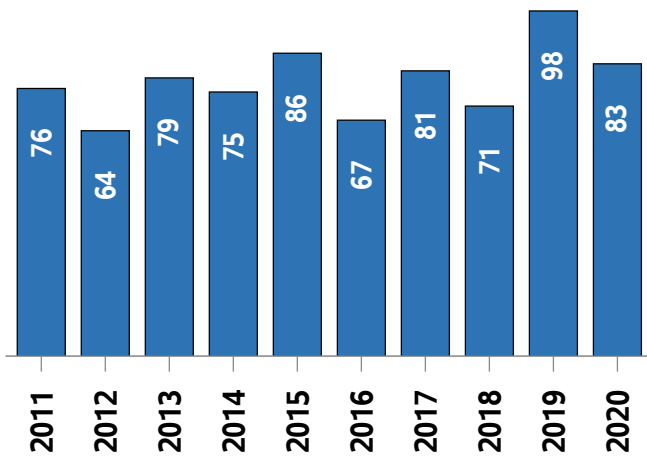


Average Price and Median Price

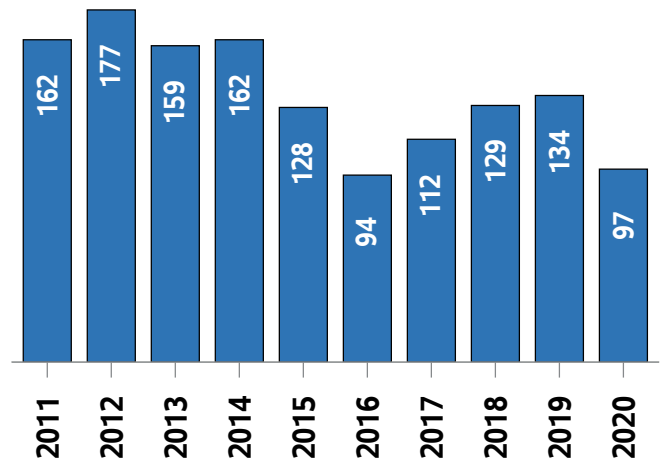


4 - Blandford Blenheim MLS® Residential Market Activity

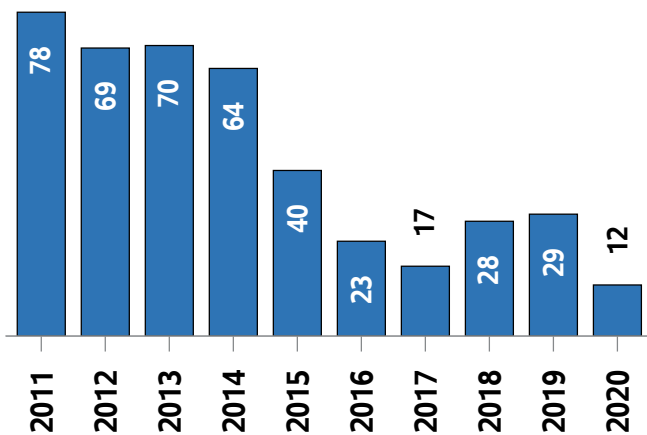
Sales Activity (October Year-to-date)



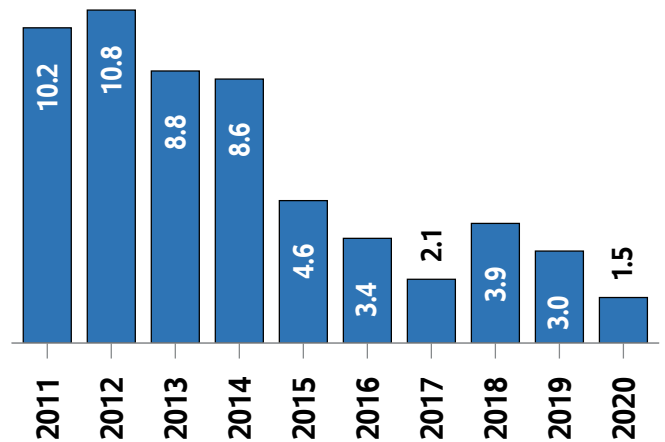
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

4 - Blandford Blenheim MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	10	66.7	42.9	0.0	900.0	233.3	-16.7
Dollar Volume	\$6,703,365	102.3	30.2	62.4	2,716.5	610.1	133.5
New Listings	9	-18.2	-52.6	-25.0	-25.0	-50.0	-50.0
Active Listings	7	-73.1	-83.3	-63.2	-78.1	-87.9	-90.8
Sales to New Listings Ratio ¹	111.1	54.5	36.8	83.3	8.3	16.7	66.7
Months of Inventory ²	0.7	4.3	6.0	1.9	32.0	19.3	6.3
Average Price	\$670,336	21.4	-8.8	62.4	181.7	113.0	180.2
Median Price	\$614,950	13.1	3.9	45.6	158.4	105.0	169.1
Sales to List Price Ratio	103.2	103.0	97.9	98.9	99.2	89.7	96.7
Median Days on Market	17.0	11.0	75.0	13.5	15.0	72.0	56.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	83	-15.3	16.9	2.5	-3.5	5.1	2.5
Dollar Volume	\$52,754,593	4.1	43.2	43.9	75.6	96.1	155.6
New Listings	97	-27.6	-24.8	-13.4	-24.2	-39.0	-47.0
Active Listings ³	12	-58.0	-55.4	-26.8	-69.1	-82.4	-83.6
Sales to New Listings Ratio ⁴	85.6	73.1	55.0	72.3	67.2	49.7	44.3
Months of Inventory ⁵	1.5	3.0	3.9	2.1	4.6	8.8	9.3
Average Price	\$635,598	22.9	22.5	40.4	81.9	86.6	149.5
Median Price	\$600,000	14.3	22.5	37.9	84.6	73.4	122.2
Sales to List Price Ratio	102.4	100.0	99.0	101.0	96.7	97.6	96.0
Median Days on Market	16.0	24.0	24.0	15.0	47.0	74.0	68.0

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

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

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

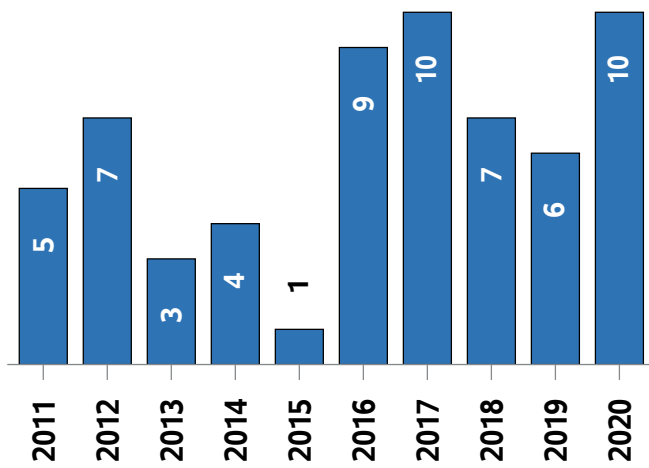
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

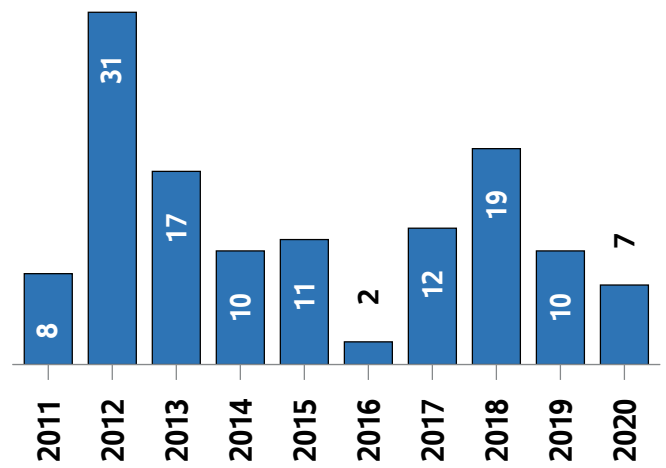
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Single Detached Market Activity

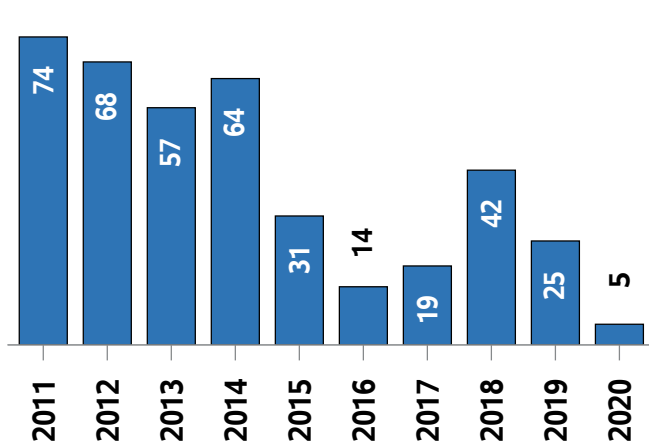
Sales Activity (October only)



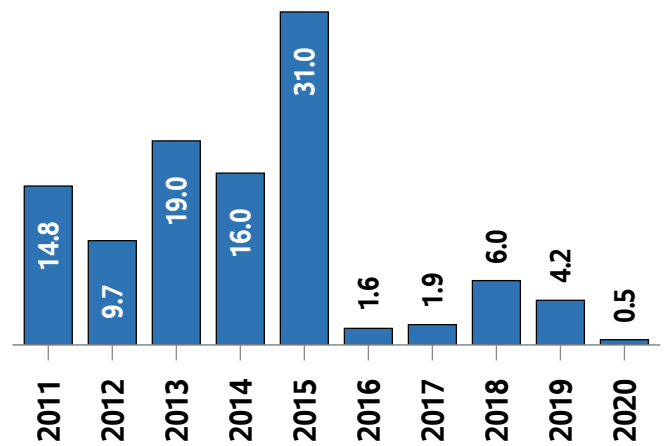
New Listings (October only)



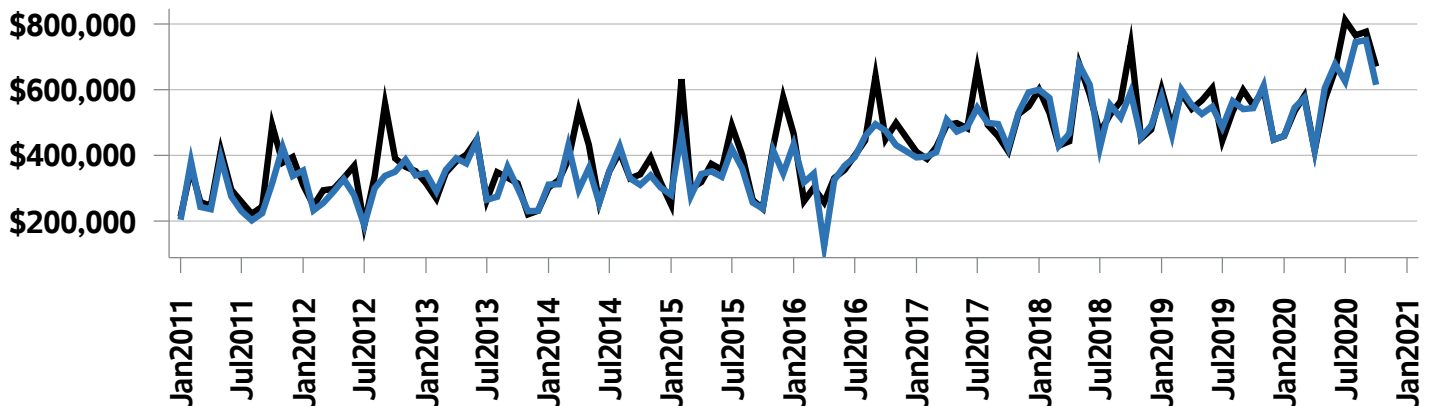
Active Listings (October only)



Months of Inventory (October only)

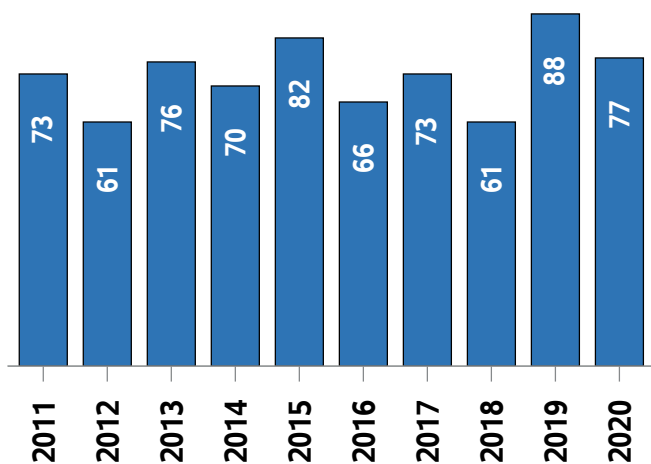


Average Price and Median Price

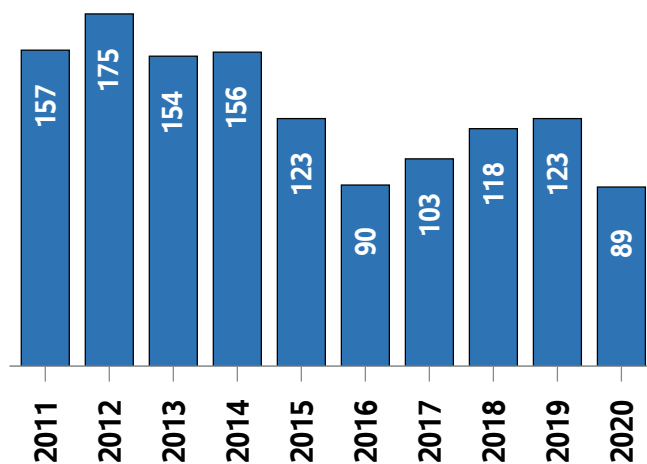


4 - Blandford Blenheim MLS® Single Detached Market Activity

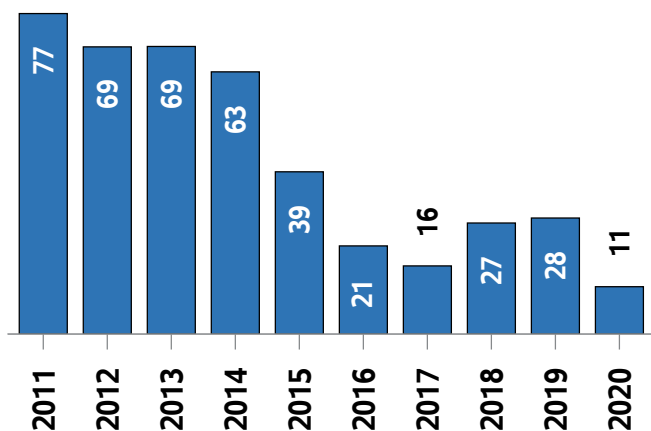
Sales Activity (October Year-to-date)



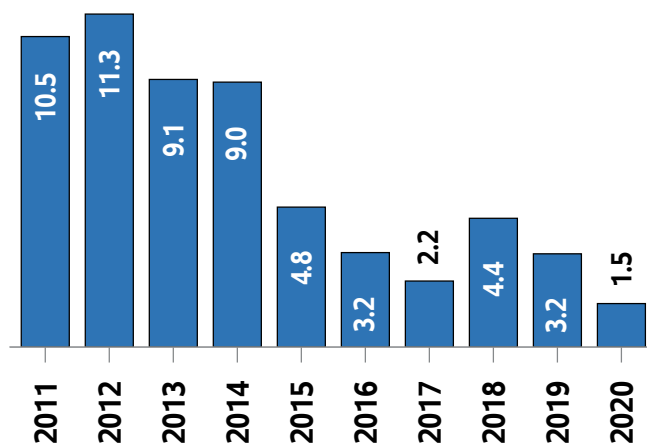
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

4 - Blandford Blenheim MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	10	66.7	42.9	0.0	900.0	233.3	-16.7
Dollar Volume	\$6,703,365	102.3	30.2	62.4	2,716.5	610.1	133.5
New Listings	7	-30.0	-63.2	-41.7	-36.4	-58.8	-58.8
Active Listings	5	-80.0	-88.1	-73.7	-83.9	-91.2	-93.3
Sales to New Listings Ratio ¹	142.9	60.0	36.8	83.3	9.1	17.6	70.6
Months of Inventory ²	0.5	4.2	6.0	1.9	31.0	19.0	6.3
Average Price	\$670,336	21.4	-8.8	62.4	181.7	113.0	180.2
Median Price	\$614,950	13.1	3.9	45.6	158.4	105.0	169.1
Sales to List Price Ratio	103.2	103.0	97.9	98.9	99.2	89.7	96.7
Median Days on Market	17.0	11.0	75.0	13.5	15.0	72.0	56.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	77	-12.5	26.2	5.5	-6.1	1.3	-2.5
Dollar Volume	\$51,262,093	5.5	50.0	47.8	74.8	95.2	153.7
New Listings	89	-27.6	-24.6	-13.6	-27.6	-42.2	-50.6
Active Listings ³	11	-59.1	-57.3	-30.5	-70.8	-83.5	-84.6
Sales to New Listings Ratio ⁴	86.5	71.5	51.7	70.9	66.7	49.4	43.9
Months of Inventory ⁵	1.5	3.2	4.4	2.2	4.8	9.1	9.4
Average Price	\$665,741	20.5	18.8	40.1	86.2	92.7	160.3
Median Price	\$610,000	12.1	11.9	35.6	84.9	74.0	125.9
Sales to List Price Ratio	102.8	100.4	99.1	100.8	96.9	97.5	95.9
Median Days on Market	14.0	23.5	26.0	16.0	49.0	75.0	70.0

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

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

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

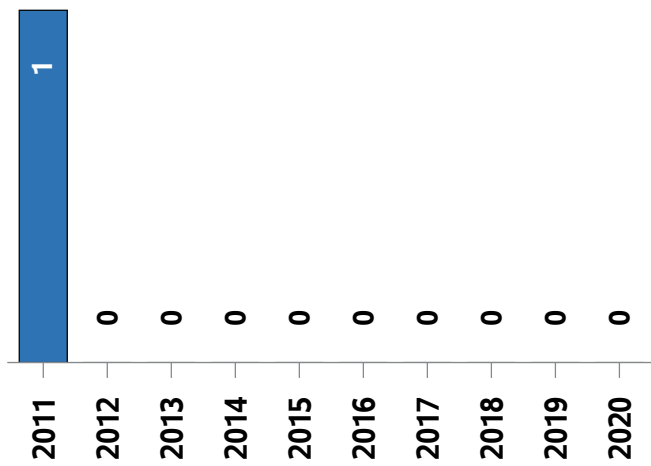
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

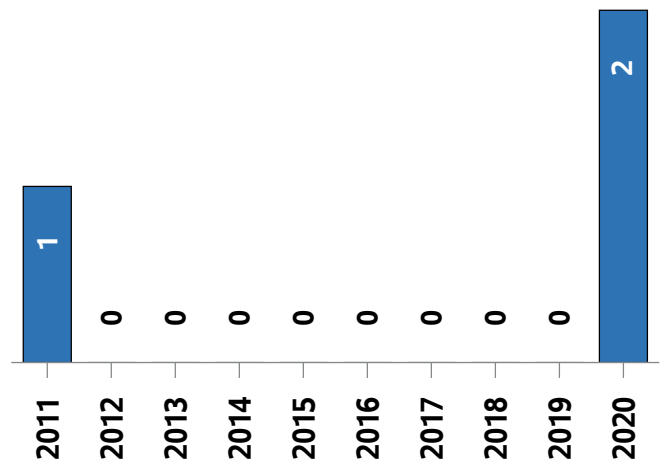
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Semi-Detached Market Activity

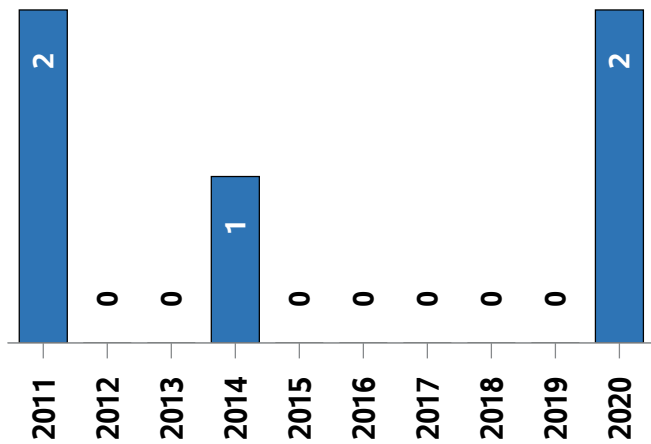
Sales Activity (October only)



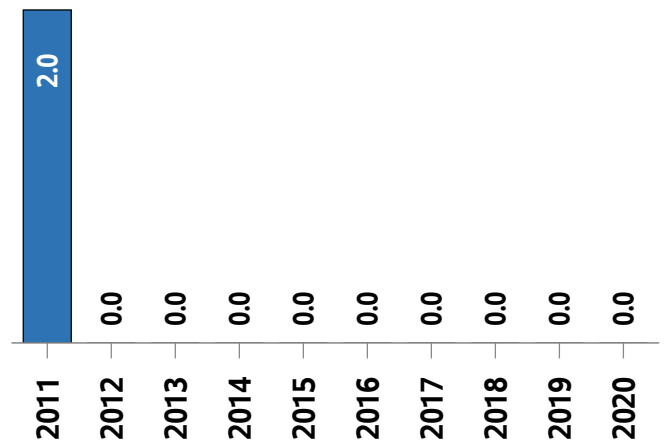
New Listings (October only)



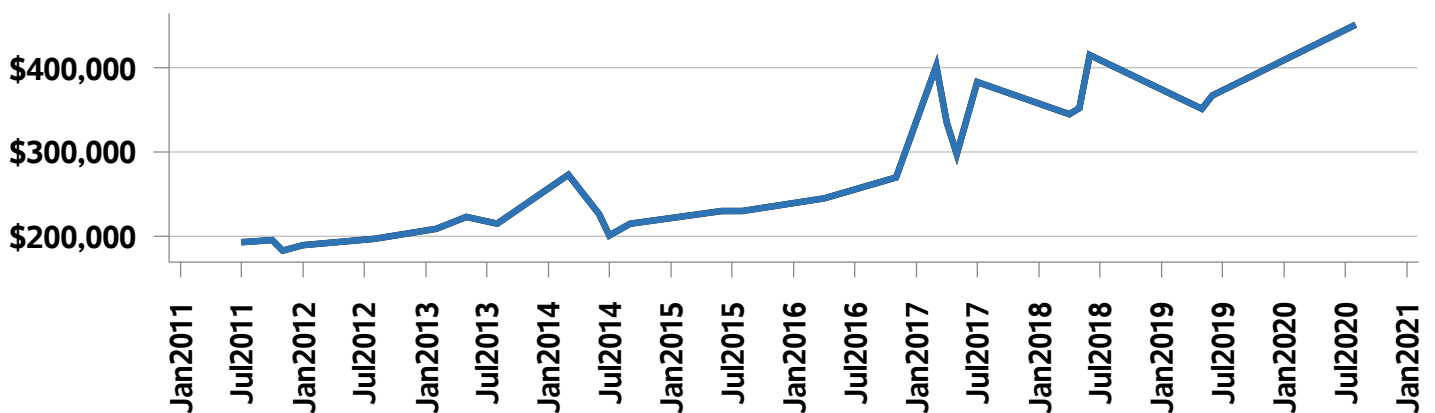
Active Listings (October only)



Months of Inventory (October only)

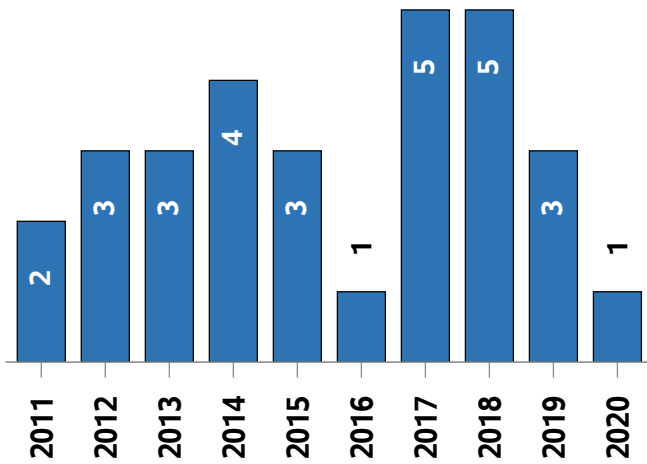


Average Price and Median Price

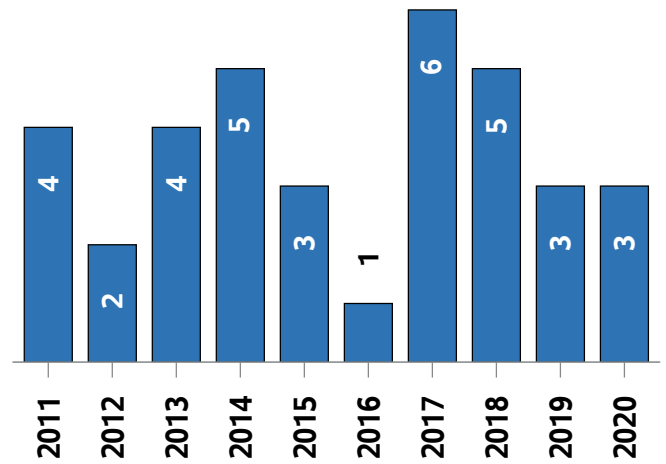


4 - Blandford Blenheim MLS® Semi-Detached Market Activity

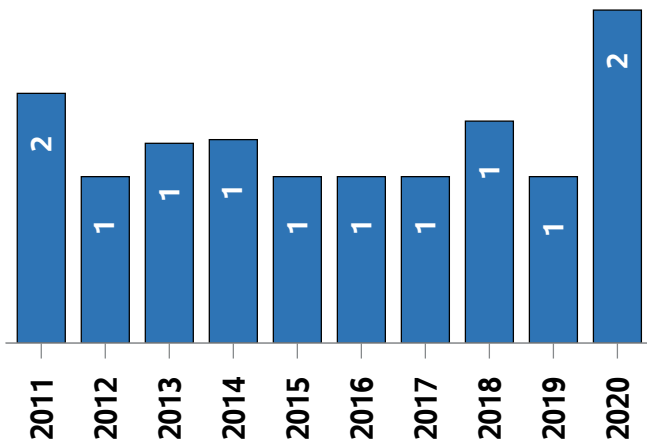
Sales Activity (October Year-to-date)



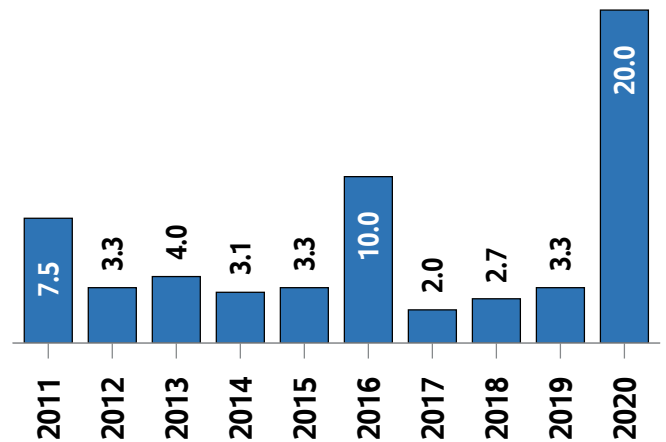
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

4 - Blandford Blenheim MLS® Semi-Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	0						
Dollar Volume	\$0						
New Listings	2						100.0
Active Listings	2						100.0
Sales to New Listings Ratio ¹	0.0						
Months of Inventory ²	0.0						
Average Price	\$0						
Median Price	\$0						
Sales to List Price Ratio	0.0						
Median Days on Market	0.0						
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	1	-66.7	-80.0	-80.0	-66.7	-66.7	-50.0
Dollar Volume	\$451,000	-57.8	-75.1	-73.7	-34.6	-30.3	5.4
New Listings	3	0.0	-40.0	-50.0	0.0	-25.0	0.0
Active Listings ³	2	100.0	50.0	100.0	100.0	66.7	100.0
Sales to New Listings Ratio ⁴	33.3	100.0	100.0	83.3	100.0	75.0	66.7
Months of Inventory ⁵	20.0	3.3	2.7	2.0	3.3	4.0	5.0
Average Price	\$451,000	26.5	24.7	31.5	96.1	109.2	110.7
Median Price	\$451,000	27.0	28.1	34.6	96.1	109.8	110.7
Sales to List Price Ratio	120.3	101.0	99.7	108.1	97.2	100.2	99.1
Median Days on Market	6.0	9.0	17.0	7.0	15.0	21.0	24.5

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

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

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

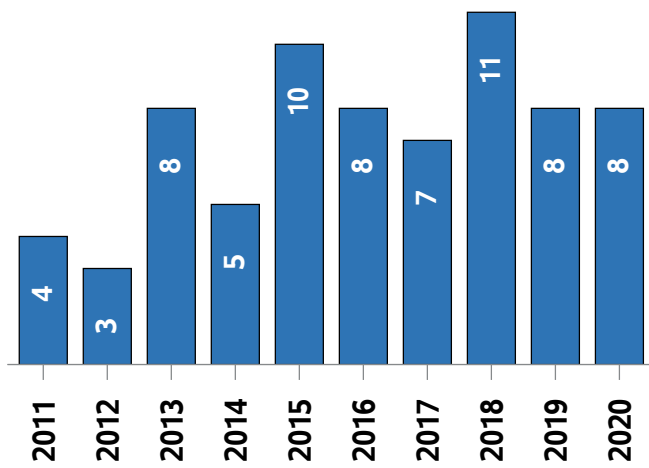
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

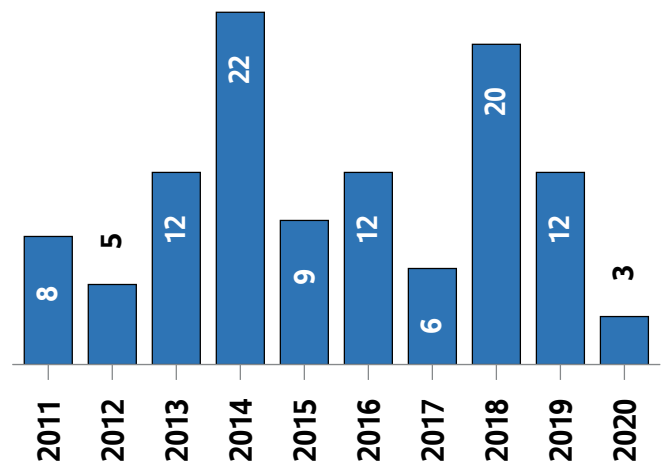
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Residential Market Activity

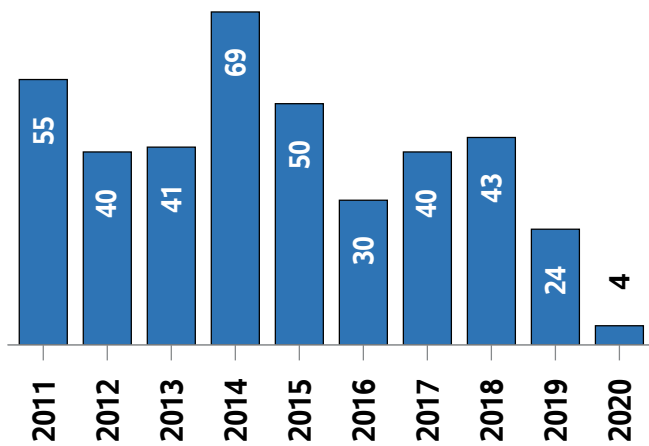
Sales Activity (October only)



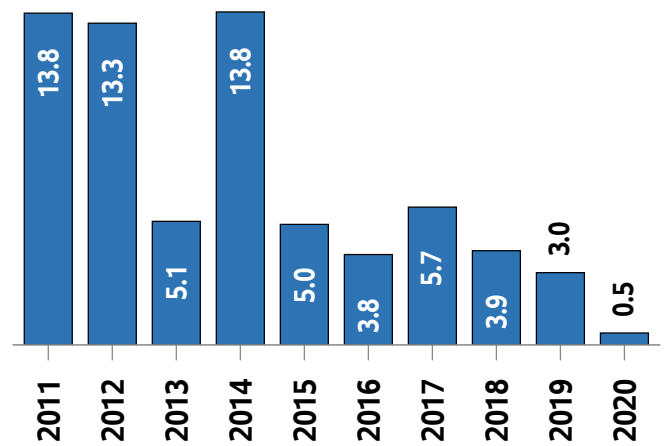
New Listings (October only)



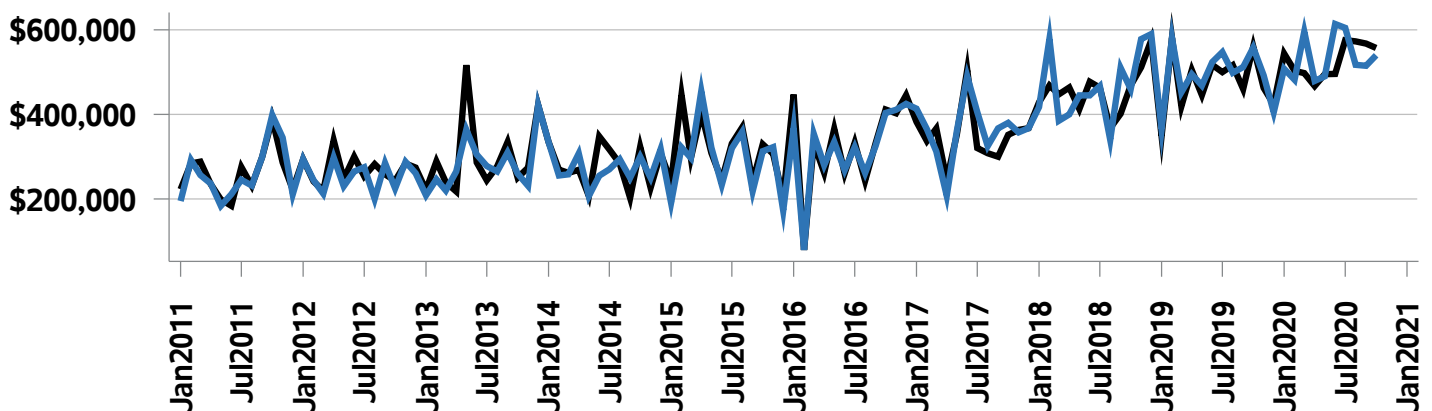
Active Listings (October only)



Months of Inventory (October only)

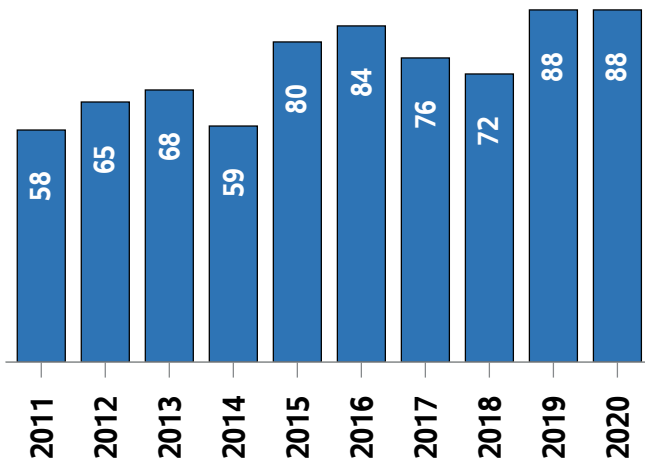


Average Price and Median Price

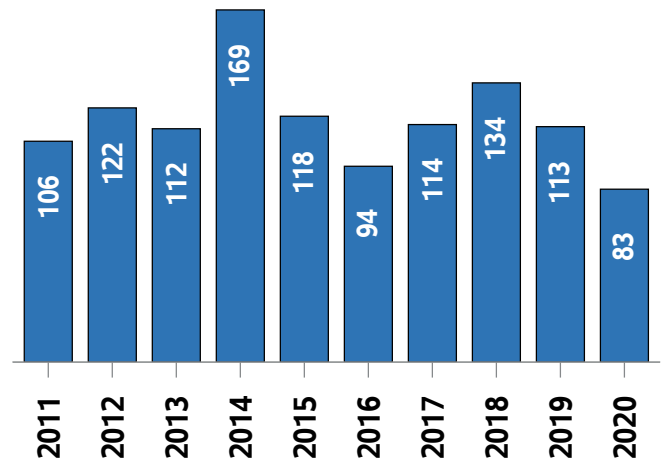


5 - East Zorra Tavistock MLS® Residential Market Activity

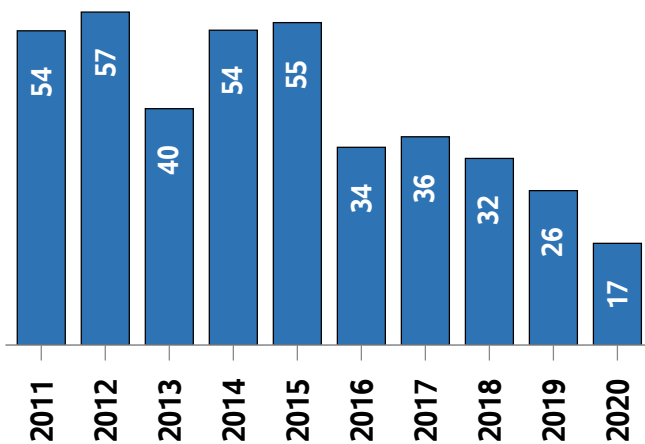
Sales Activity (October Year-to-date)



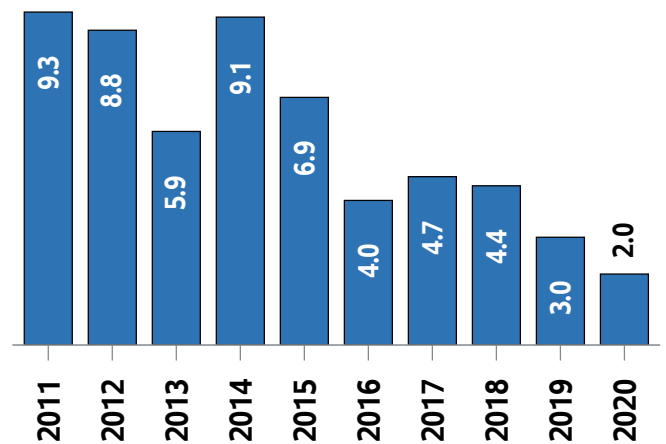
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

5 - East Zorra Tavistock MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	8	0.0	-27.3	14.3	-20.0	0.0	700.0
Dollar Volume	\$4,456,937	-0.6	-13.5	81.0	35.3	122.5	1,455.7
New Listings	3	-75.0	-85.0	-50.0	-66.7	-75.0	-83.3
Active Listings	4	-83.3	-90.7	-90.0	-92.0	-90.2	-95.1
Sales to New Listings Ratio ¹	266.7	66.7	55.0	116.7	111.1	66.7	5.6
Months of Inventory ²	0.5	3.0	3.9	5.7	5.0	5.1	82.0
Average Price	\$557,117	-0.6	18.9	58.4	69.1	122.5	94.5
Median Price	\$539,864	-3.3	17.4	42.1	72.5	107.8	88.4
Sales to List Price Ratio	103.1	99.3	96.9	93.6	96.8	96.0	90.1
Median Days on Market	15.5	44.5	29.0	84.0	64.5	58.5	148.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	88	0.0	22.2	15.8	10.0	29.4	63.0
Dollar Volume	\$46,698,846	11.1	49.3	75.6	86.8	129.8	278.0
New Listings	83	-26.5	-38.1	-27.2	-29.7	-25.9	-31.4
Active Listings ³	17	-34.1	-45.5	-51.1	-68.4	-56.9	-72.7
Sales to New Listings Ratio ⁴	106.0	77.9	53.7	66.7	67.8	60.7	44.6
Months of Inventory ⁵	2.0	3.0	4.4	4.7	6.9	5.9	11.8
Average Price	\$530,669	11.1	22.2	51.6	69.8	77.6	131.9
Median Price	\$540,000	10.2	27.1	45.0	77.0	91.7	124.5
Sales to List Price Ratio	100.8	99.9	98.4	99.4	96.2	96.8	97.5
Median Days on Market	33.0	26.0	29.5	23.0	53.0	61.0	102.0

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

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

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

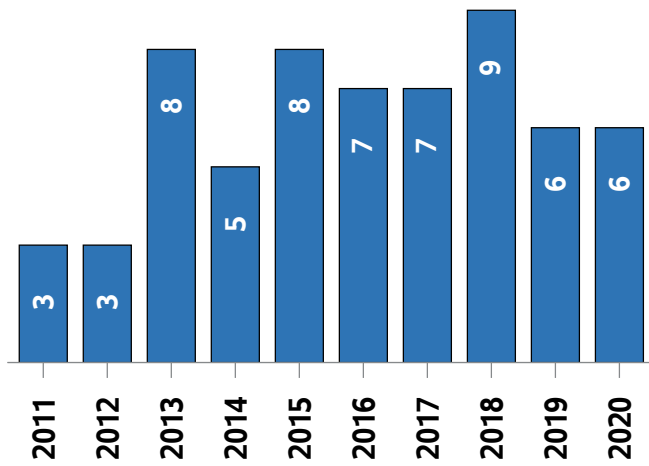
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

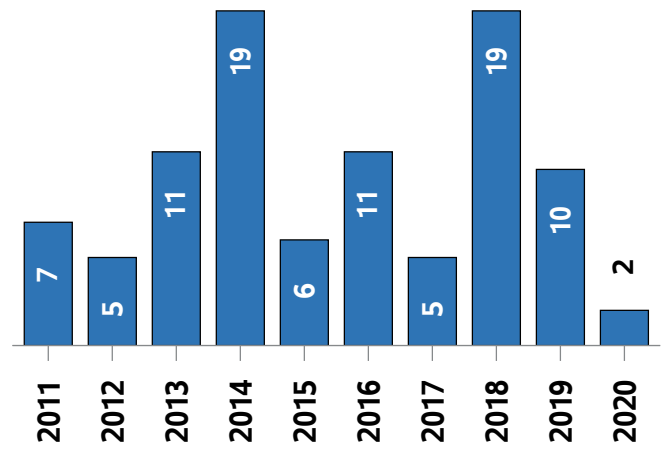
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Single Detached Market Activity

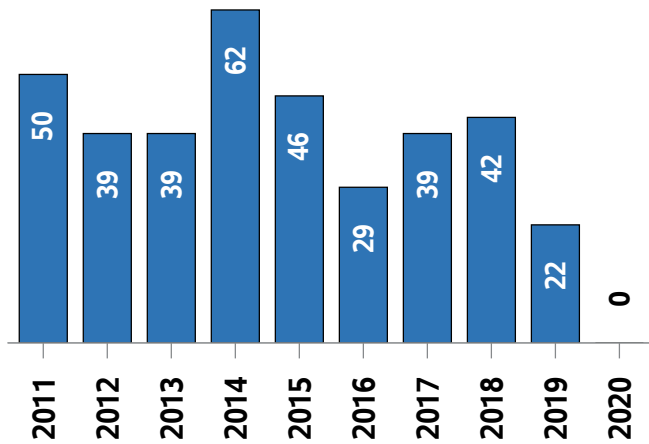
Sales Activity (October only)



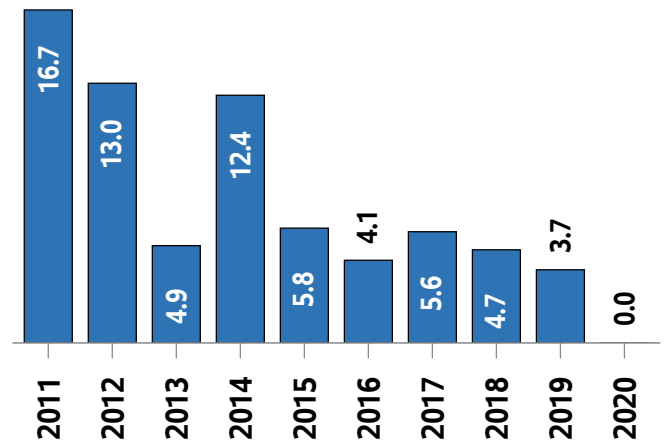
New Listings (October only)



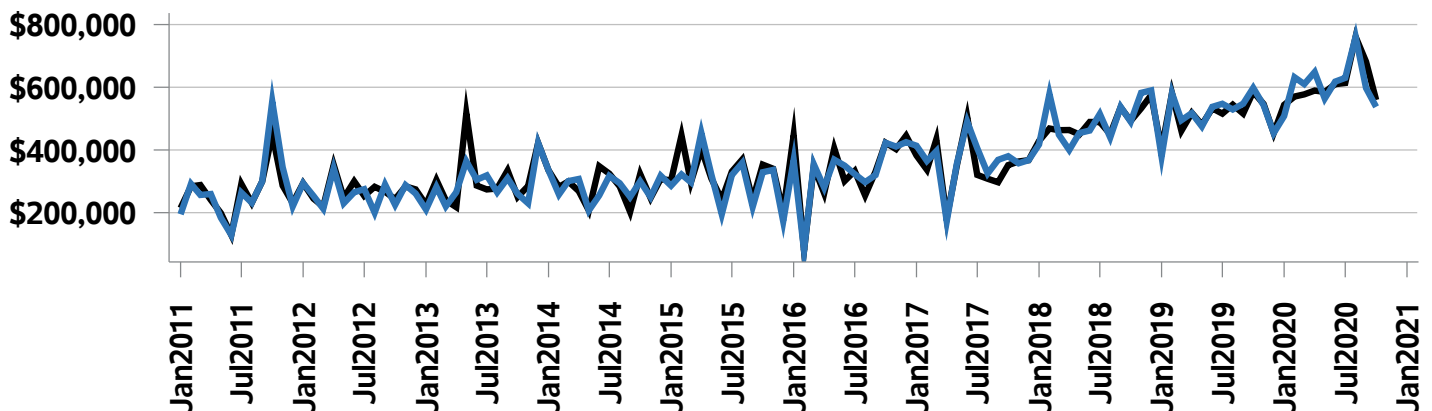
Active Listings (October only)



Months of Inventory (October only)

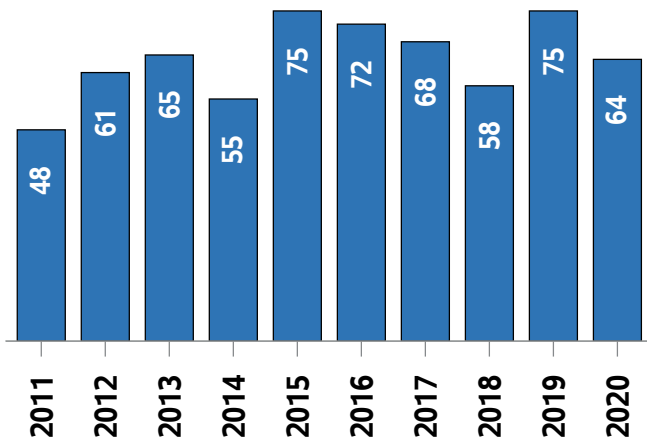


Average Price and Median Price

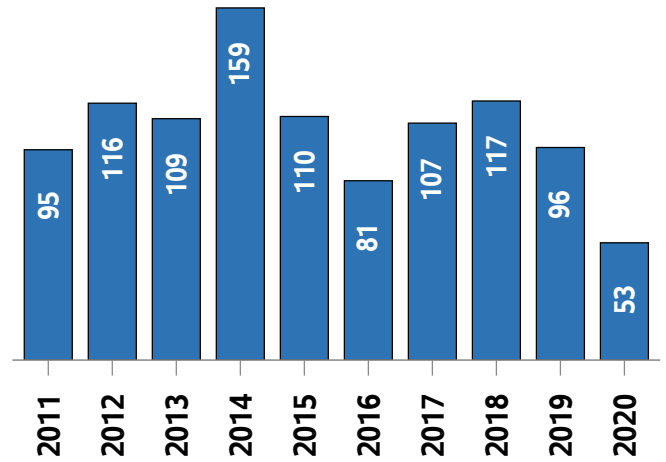


5 - East Zorra Tavistock MLS® Single Detached Market Activity

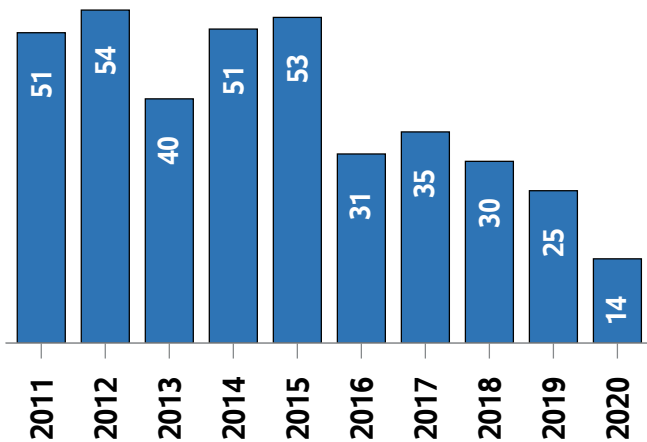
Sales Activity (October Year-to-date)



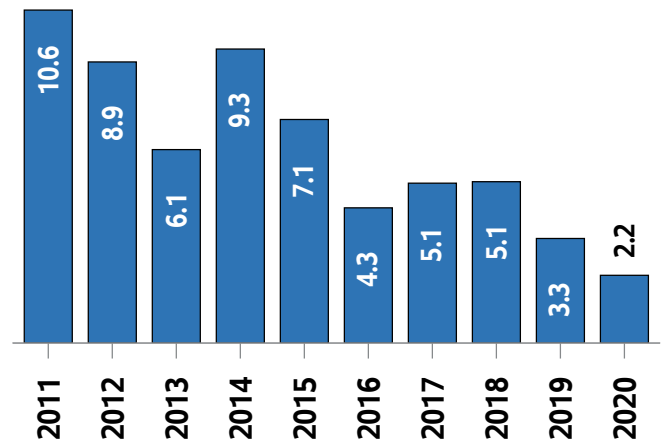
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

5 - East Zorra Tavistock MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	6	0.0	-33.3	-14.3	-25.0	-25.0	500.0
Dollar Volume	\$3,357,000	-4.5	-24.3	36.4	18.8	67.6	1,071.7
New Listings	2	-80.0	-89.5	-60.0	-66.7	-81.8	-88.2
Active Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Sales to New Listings Ratio ¹	300.0	60.0	47.4	140.0	133.3	72.7	5.9
Months of Inventory ²	0.0	3.7	4.7	5.6	5.8	4.9	77.0
Average Price	\$559,500	-4.5	13.5	59.1	58.4	123.5	95.3
Median Price	\$537,500	-10.1	9.7	41.4	63.4	106.9	87.6
Sales to List Price Ratio	103.8	99.3	96.8	93.6	96.6	96.0	90.1
Median Days on Market	11.0	69.5	17.0	84.0	49.0	58.5	148.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	64	-14.7	10.3	-5.9	-14.7	-1.5	28.0
Dollar Volume	\$38,108,786	-0.1	39.6	57.3	58.2	92.0	232.9
New Listings	53	-44.8	-54.7	-50.5	-51.8	-51.4	-54.7
Active Listings ³	14	-44.7	-53.6	-60.1	-74.1	-65.5	-76.9
Sales to New Listings Ratio ⁴	120.8	78.1	49.6	63.6	68.2	59.6	42.7
Months of Inventory ⁵	2.2	3.3	5.1	5.1	7.1	6.1	11.9
Average Price	\$595,450	17.1	26.5	67.1	85.4	95.0	160.1
Median Price	\$616,500	18.8	33.0	64.4	92.7	109.0	145.6
Sales to List Price Ratio	100.5	99.9	98.7	98.9	96.3	96.8	97.3
Median Days on Market	35.5	27.0	29.0	22.0	52.0	61.0	93.0

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

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

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

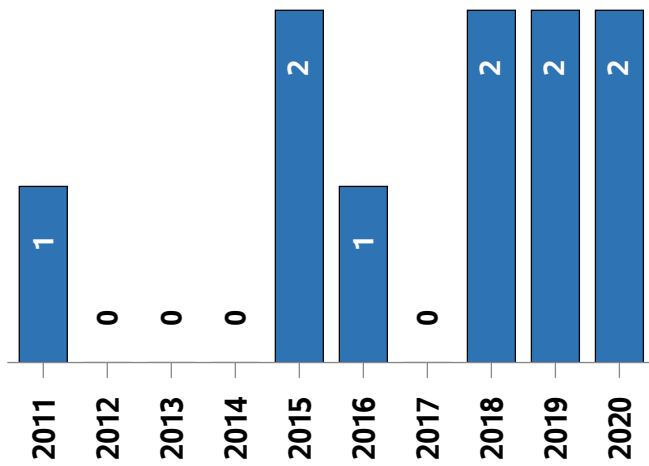
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

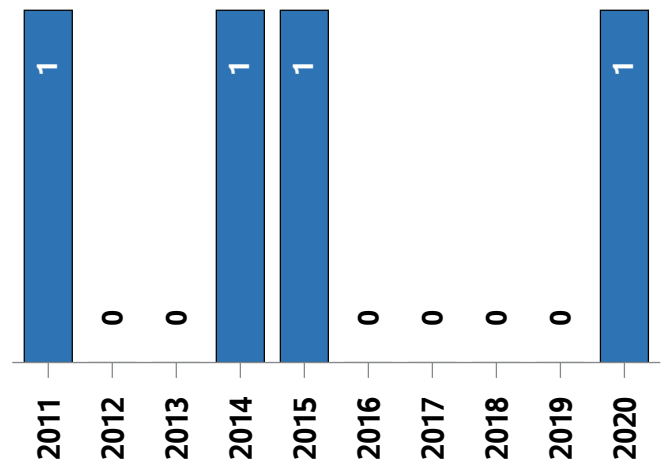
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

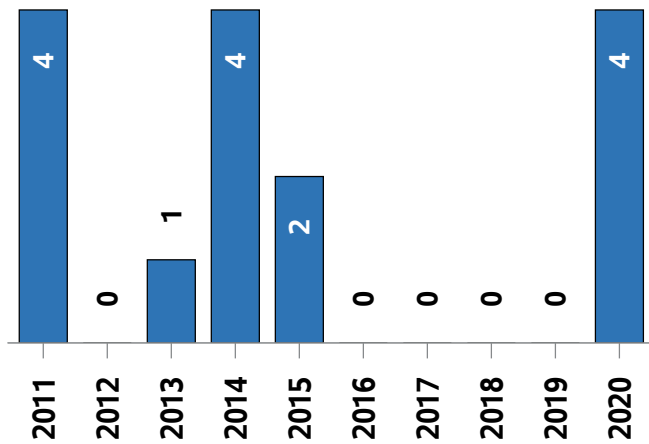
Sales Activity (October only)



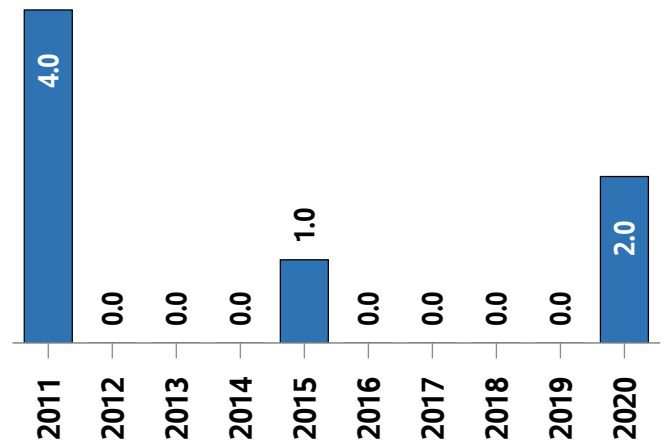
New Listings (October only)



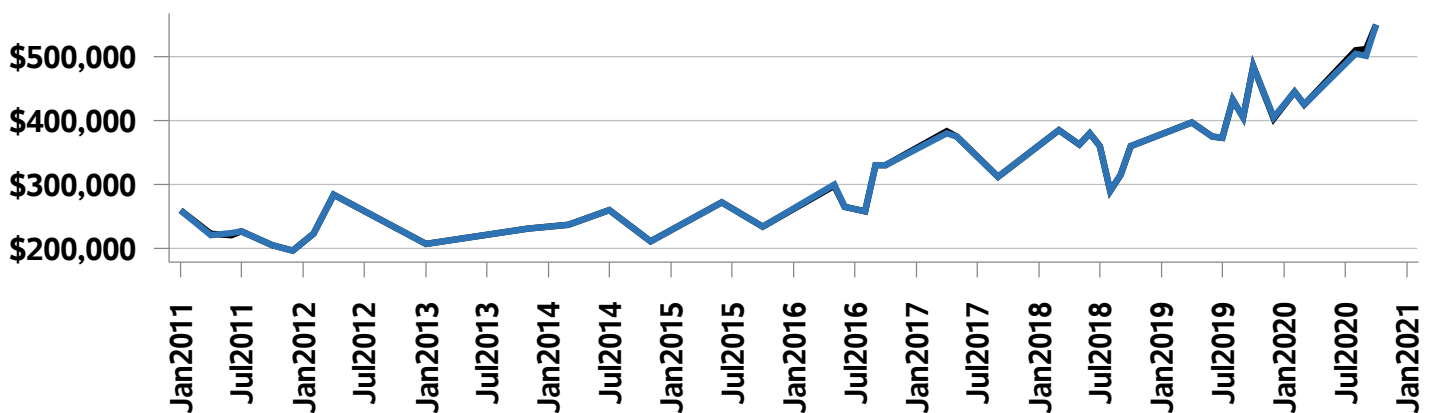
Active Listings (October only)



Months of Inventory (October only)

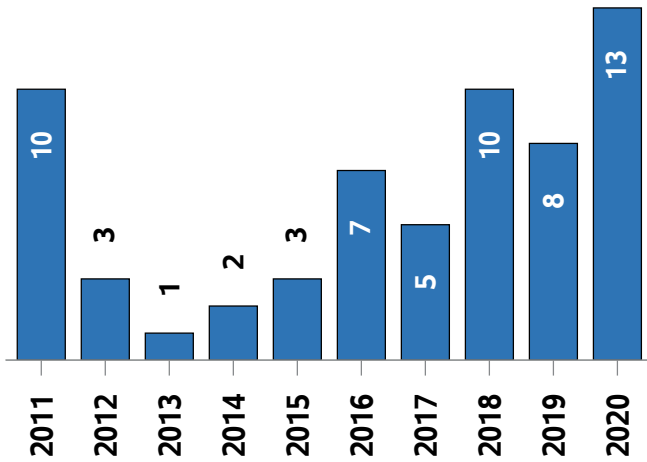


Average Price and Median Price

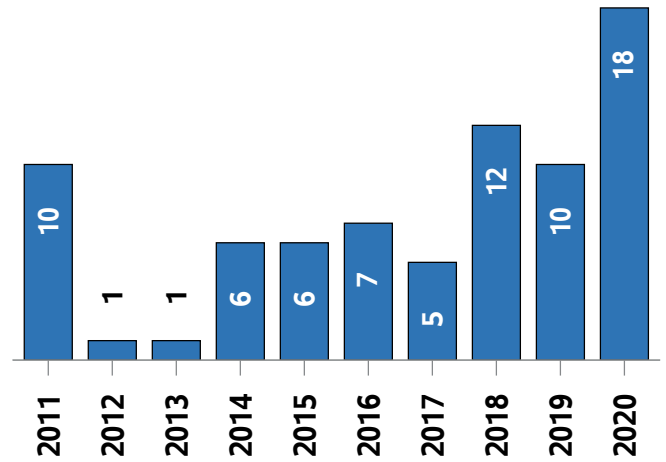


5 - East Zorra Tavistock MLS® Semi-Detached Market Activity

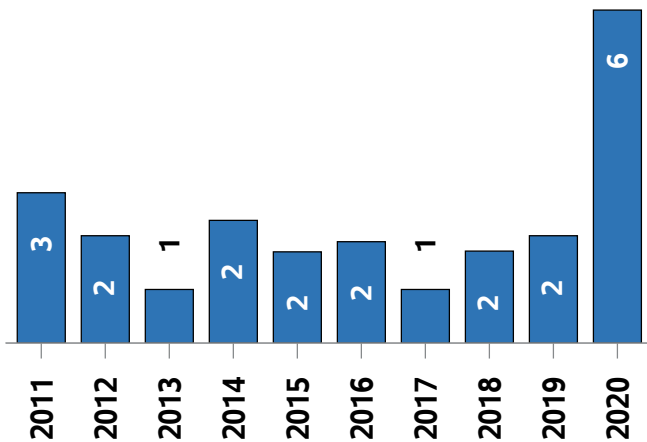
Sales Activity (October Year-to-date)



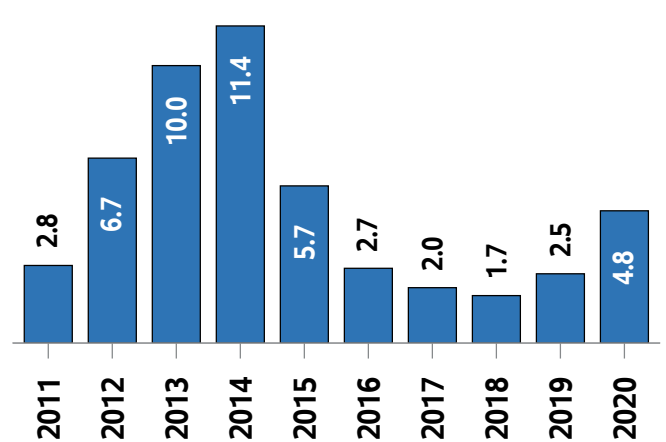
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

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

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	2	0.0	0.0		0.0		
Dollar Volume	\$1,099,937	13.4	52.8		135.0		
New Listings	1				0.0		
Active Listings	4				100.0	300.0	0.0
Sales to New Listings Ratio ¹	200.0				200.0		
Months of Inventory ²	2.0				1.0		
Average Price	\$549,969	13.4	52.8		135.0		
Median Price	\$549,969	13.4	52.8		135.0		
Sales to List Price Ratio	101.1	99.2	97.3		97.5		
Median Days on Market	95.0	38.0	29.5		75.0		
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	13	62.5	30.0	160.0	333.3	1,200.0	225.0
Dollar Volume	\$6,565,560	94.0	89.5	257.4	787.2	3,071.8	624.7
New Listings	18	80.0	50.0	260.0	200.0	1,700.0	500.0
Active Listings ³	6	210.0	261.7	520.0	264.7	520.0	55.0
Sales to New Listings Ratio ⁴	72.2	80.0	83.3	100.0	50.0	100.0	133.3
Months of Inventory ⁵	4.8	2.5	1.7	2.0	5.7	10.0	10.0
Average Price	\$505,043	19.4	45.8	37.5	104.7	144.0	123.0
Median Price	\$504,572	20.9	40.2	32.8	115.6	143.8	120.3
Sales to List Price Ratio	106.9	99.7	96.9	107.3	98.0	96.3	99.6
Median Days on Market	15.0	11.5	29.5	4.0	72.0	50.0	477.0

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

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

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

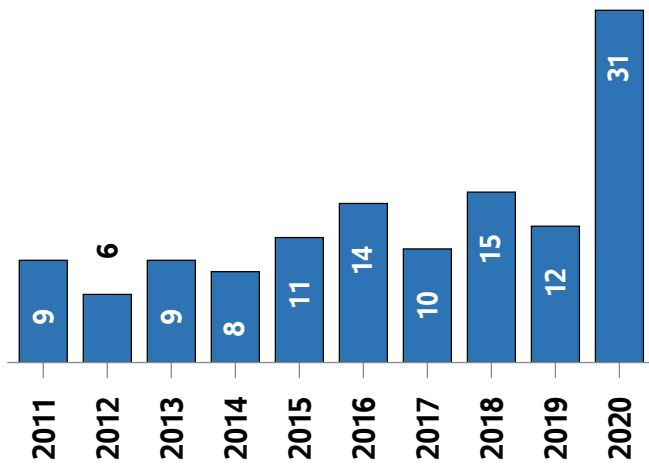
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

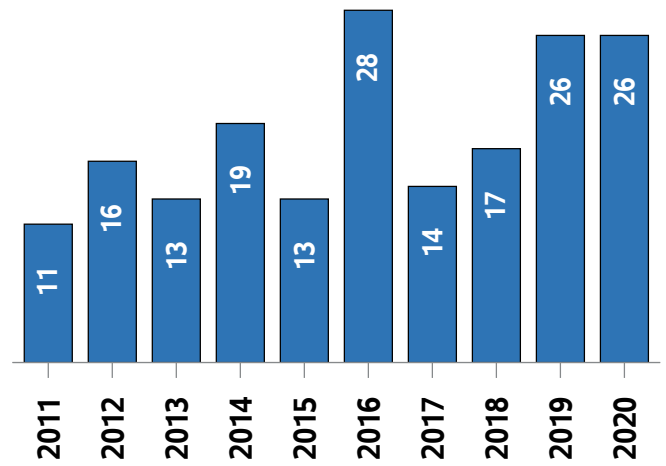
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

6 - Norwich Township MLS® Residential Market Activity

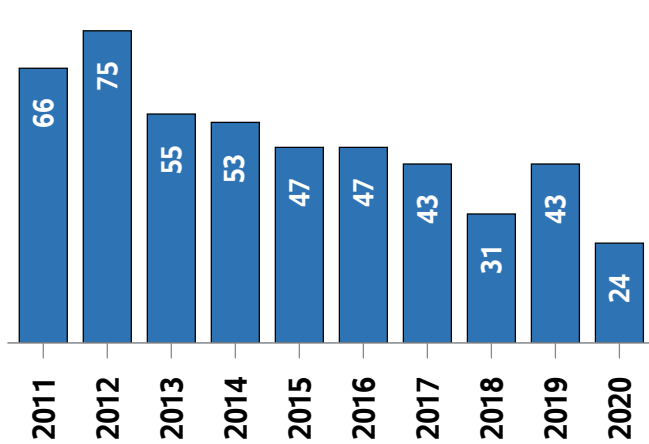
Sales Activity (October only)



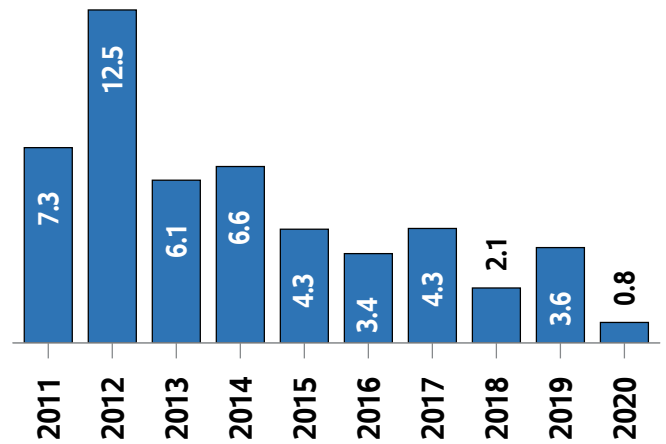
New Listings (October only)



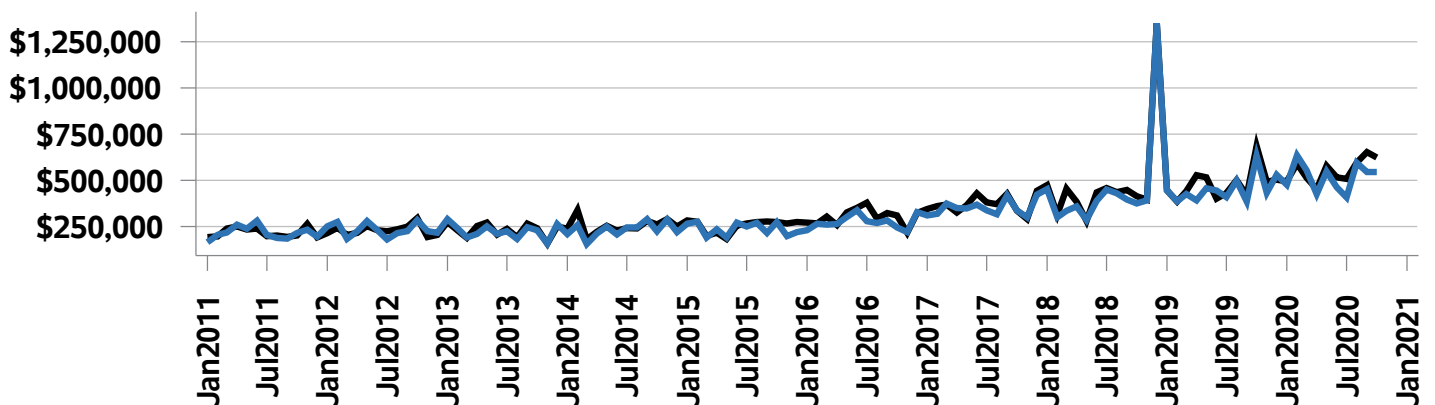
Active Listings (October only)



Months of Inventory (October only)

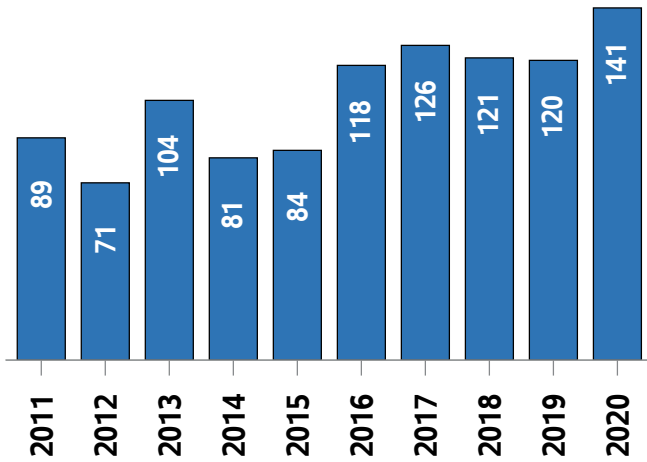


Average Price and Median Price

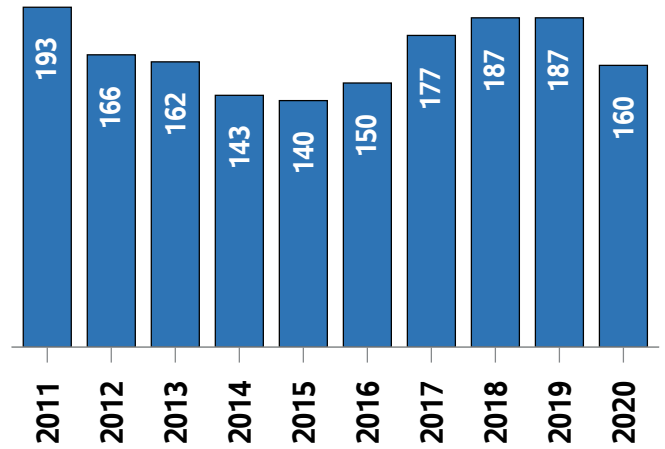


6 - Norwich Township MLS® Residential Market Activity

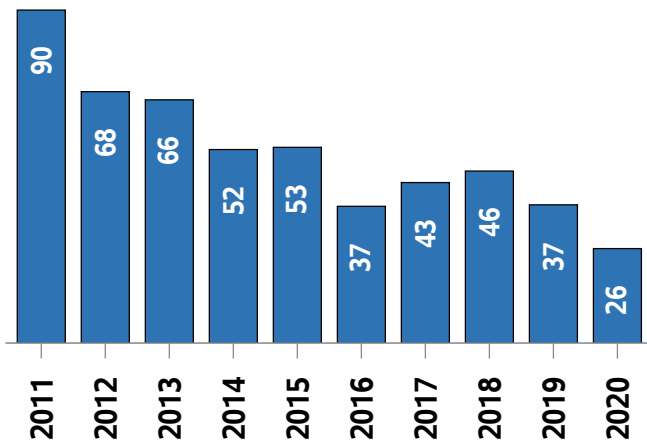
Sales Activity (October Year-to-date)



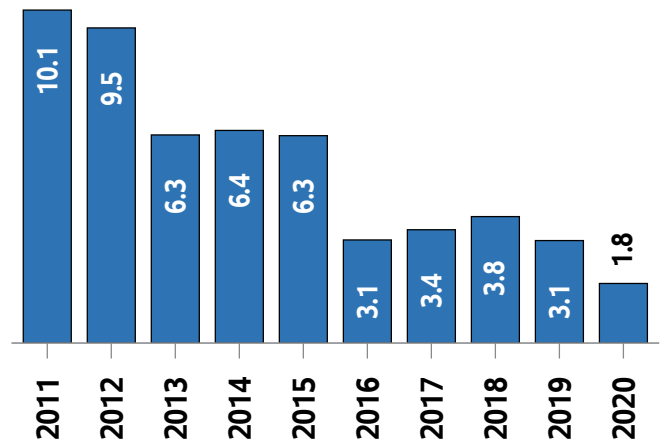
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

6 - Norwich Township MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	31	158.3	106.7	210.0	181.8	244.4	416.7
Dollar Volume	\$19,325,609	134.9	211.2	475.3	540.7	791.8	900.0
New Listings	26	0.0	52.9	85.7	100.0	100.0	188.9
Active Listings	24	-44.2	-22.6	-44.2	-48.9	-56.4	-70.7
Sales to New Listings Ratio ¹	119.2	46.2	88.2	71.4	84.6	69.2	66.7
Months of Inventory ²	0.8	3.6	2.1	4.3	4.3	6.1	13.7
Average Price	\$623,407	-9.1	50.6	85.6	127.3	158.9	93.6
Median Price	\$545,000	-14.0	45.3	61.5	98.9	137.0	63.7
Sales to List Price Ratio	100.0	97.7	97.4	95.4	95.5	94.9	97.7
Median Days on Market	18.0	24.0	63.0	70.0	79.0	111.0	48.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	141	17.5	16.5	11.9	67.9	35.6	45.4
Dollar Volume	\$79,508,597	36.7	60.0	70.6	269.7	219.8	244.9
New Listings	160	-14.4	-14.4	-9.6	14.3	-1.2	-20.0
Active Listings ³	26	-31.6	-45.0	-41.1	-51.7	-61.1	-74.2
Sales to New Listings Ratio ⁴	88.1	64.2	64.7	71.2	60.0	64.2	48.5
Months of Inventory ⁵	1.8	3.1	3.8	3.4	6.3	6.3	10.2
Average Price	\$563,891	16.3	37.3	52.5	120.2	135.9	137.3
Median Price	\$525,000	18.0	41.9	50.6	110.0	129.3	141.4
Sales to List Price Ratio	98.5	98.3	98.0	98.5	95.7	95.0	96.0
Median Days on Market	19.0	31.0	32.0	30.0	66.5	60.0	78.0

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

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

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

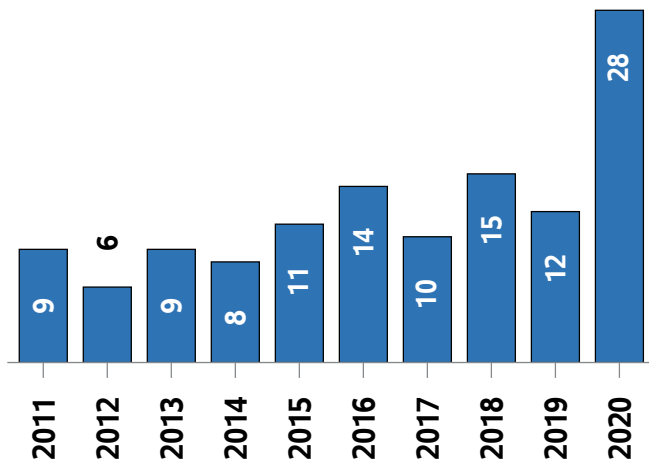
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

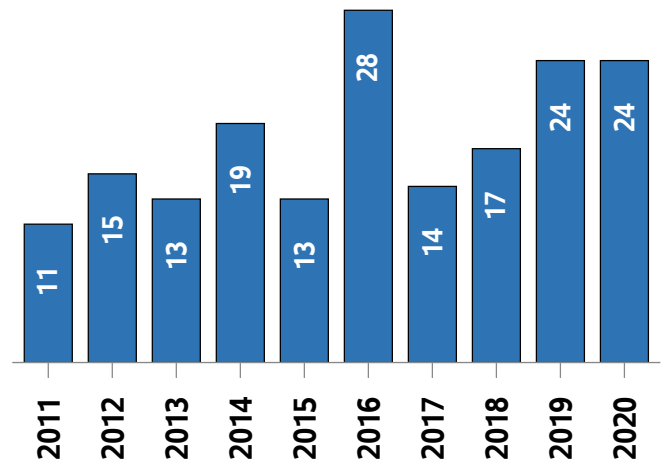
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

6 - Norwich Township MLS® Single Detached Market Activity

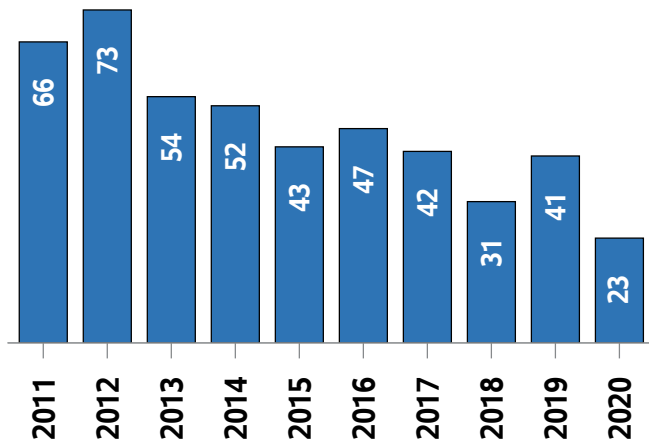
Sales Activity (October only)



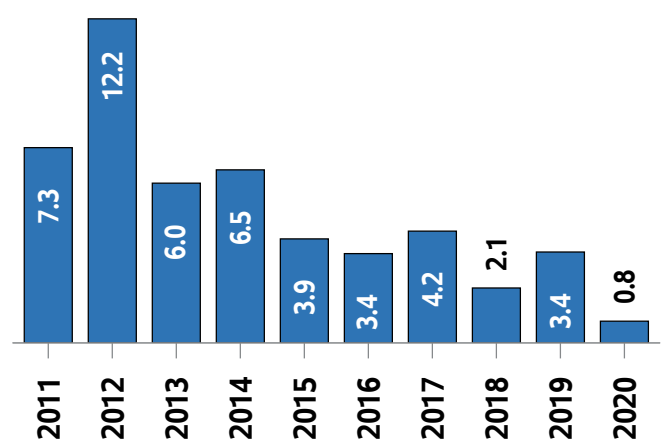
New Listings (October only)



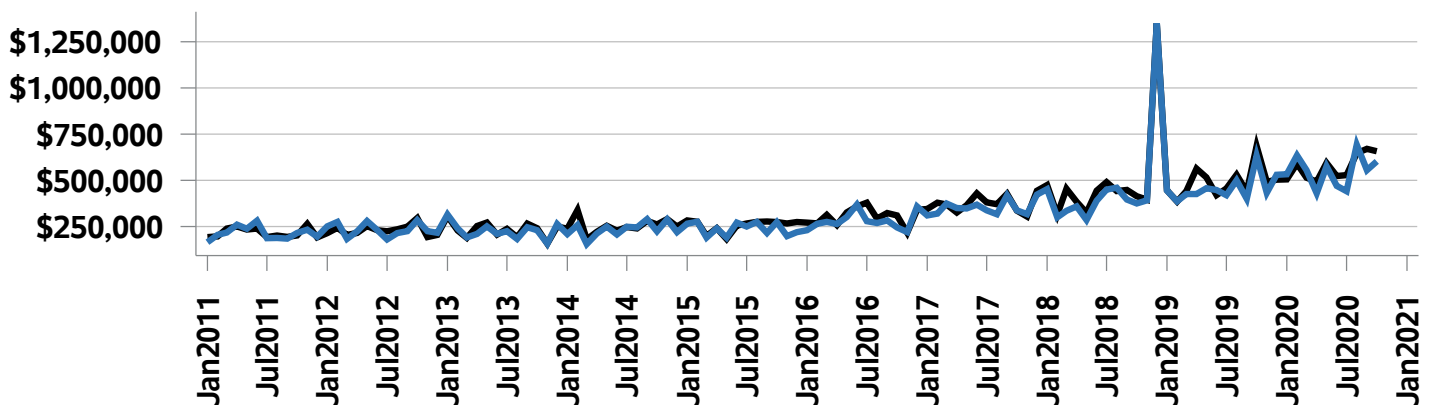
Active Listings (October only)



Months of Inventory (October only)

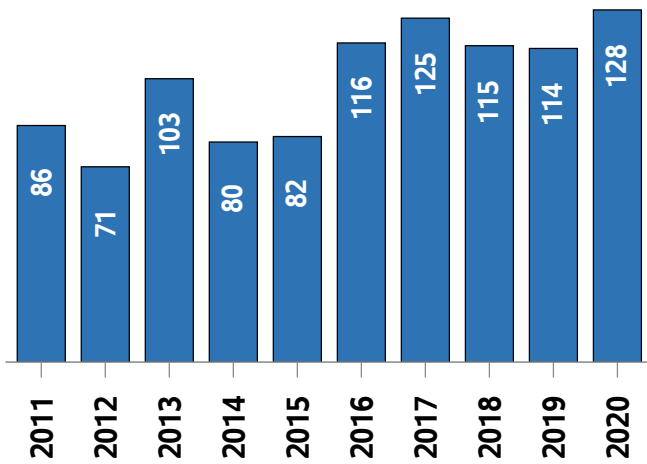


Average Price and Median Price

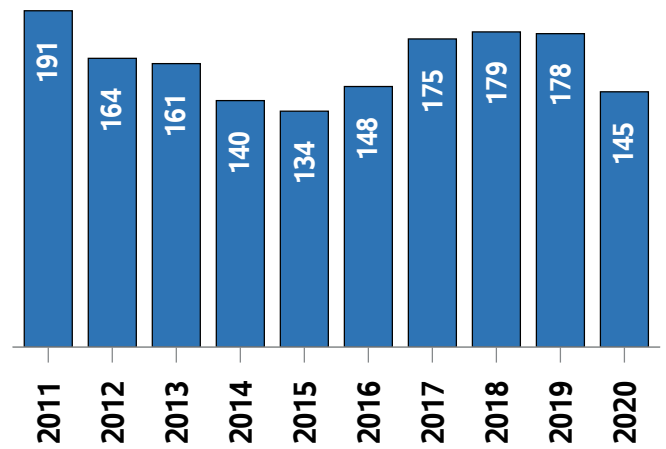


6 - Norwich Township MLS® Single Detached Market Activity

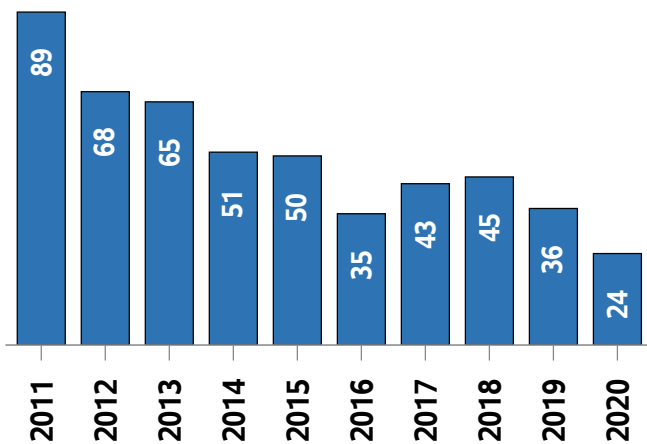
Sales Activity (October Year-to-date)



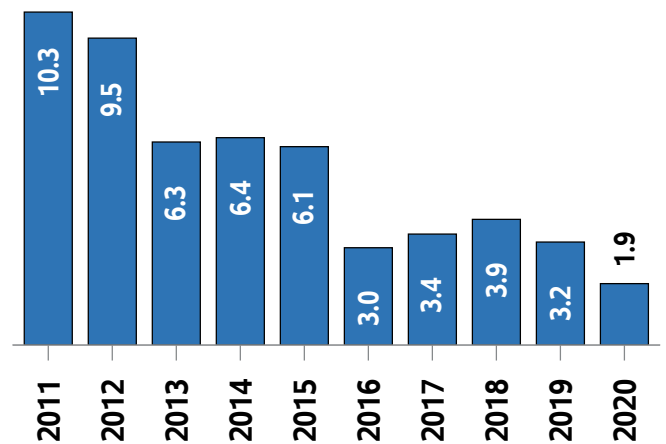
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

6 - Norwich Township MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	28	133.3	86.7	180.0	154.5	211.1	460.0
Dollar Volume	\$18,408,100	123.8	196.4	448.0	510.3	749.5	973.4
New Listings	24	0.0	41.2	71.4	84.6	84.6	166.7
Active Listings	23	-43.9	-25.8	-45.2	-46.5	-57.4	-72.0
Sales to New Listings Ratio ¹	116.7	50.0	88.2	71.4	84.6	69.2	55.6
Months of Inventory ²	0.8	3.4	2.1	4.2	3.9	6.0	16.4
Average Price	\$657,432	-4.1	58.8	95.7	139.7	173.0	91.7
Median Price	\$602,500	-4.9	60.7	78.5	119.9	162.0	77.2
Sales to List Price Ratio	100.1	97.7	97.4	95.4	95.5	94.9	98.2
Median Days on Market	17.5	24.0	63.0	70.0	79.0	111.0	43.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	128	12.3	11.3	2.4	56.1	24.3	36.2
Dollar Volume	\$74,953,214	31.2	54.6	61.4	254.0	203.3	233.6
New Listings	145	-18.5	-19.0	-17.1	8.2	-9.9	-26.4
Active Listings ³	24	-33.0	-45.5	-43.3	-51.6	-62.3	-75.0
Sales to New Listings Ratio ⁴	88.3	64.0	64.2	71.4	61.2	64.0	47.7
Months of Inventory ⁵	1.9	3.2	3.9	3.4	6.1	6.3	10.4
Average Price	\$585,572	16.9	38.9	57.6	126.8	144.1	145.0
Median Price	\$540,000	21.0	44.0	54.3	116.0	134.8	145.5
Sales to List Price Ratio	98.4	98.1	98.1	98.3	95.8	95.0	96.0
Median Days on Market	20.0	31.0	31.0	30.0	67.5	58.0	77.5

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

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

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

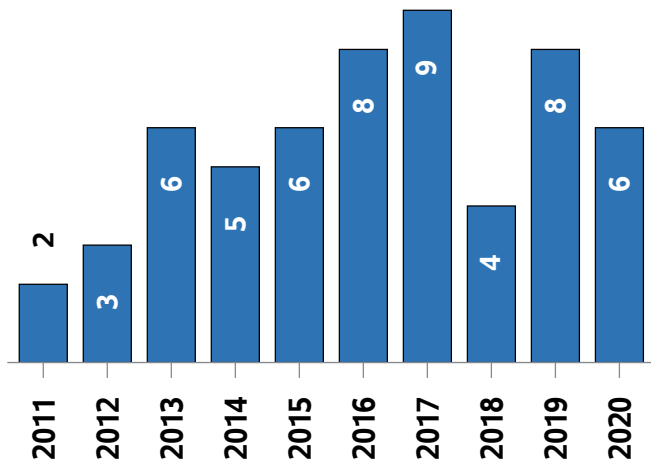
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

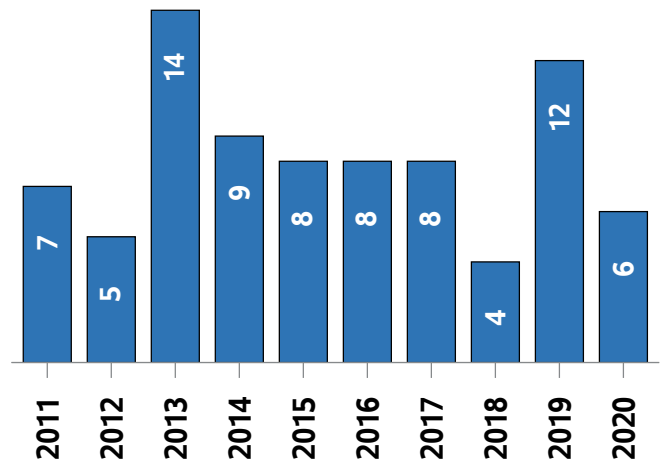
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

7 - Southwest Oxford MLS® Residential Market Activity

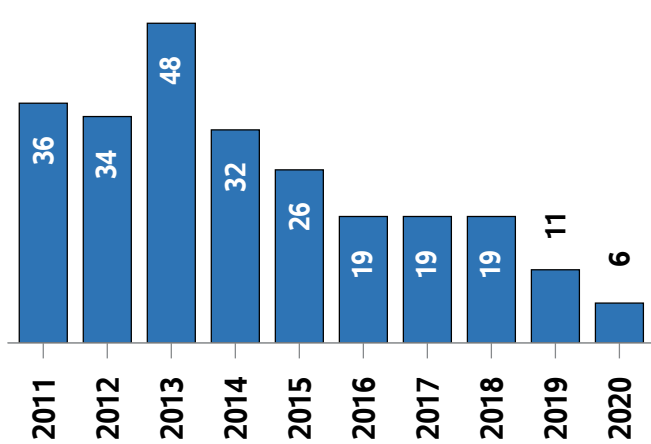
Sales Activity (October only)



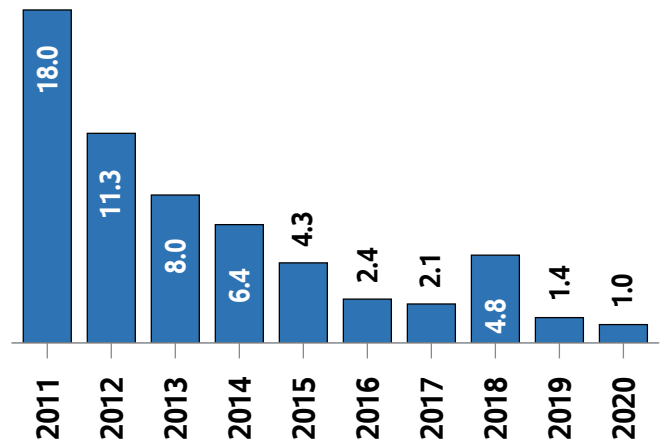
New Listings (October only)



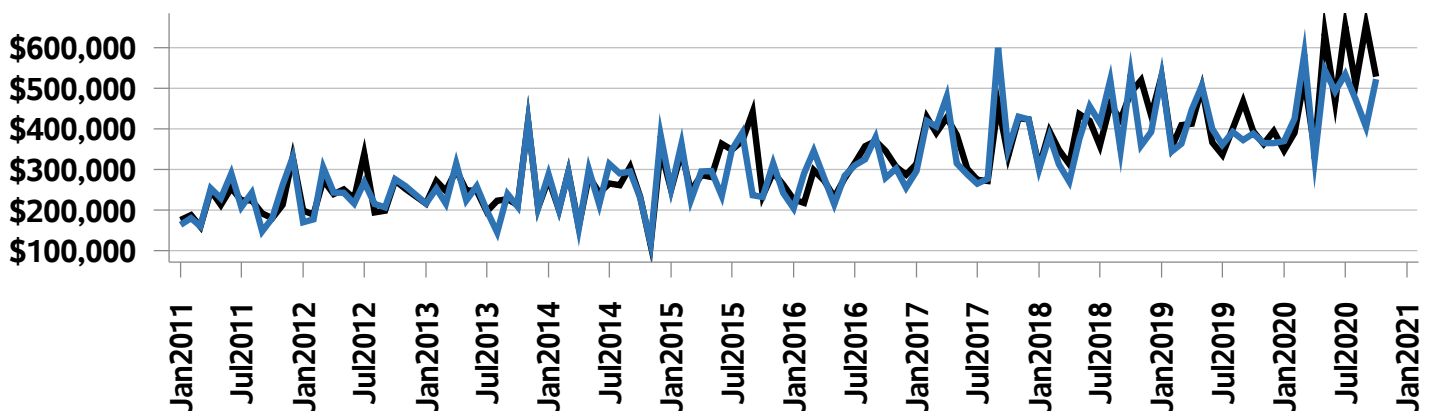
Active Listings (October only)



Months of Inventory (October only)

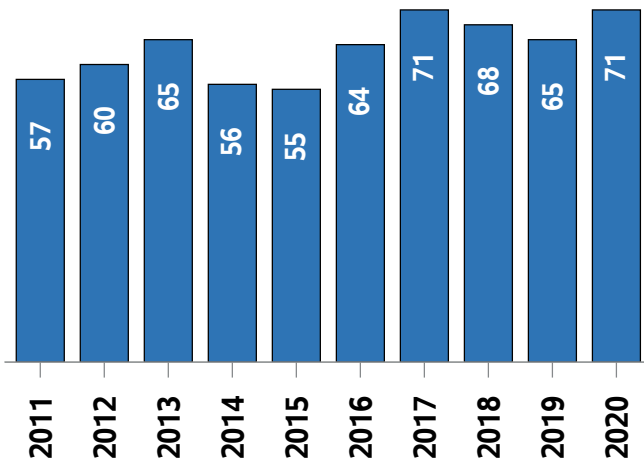


Average Price and Median Price

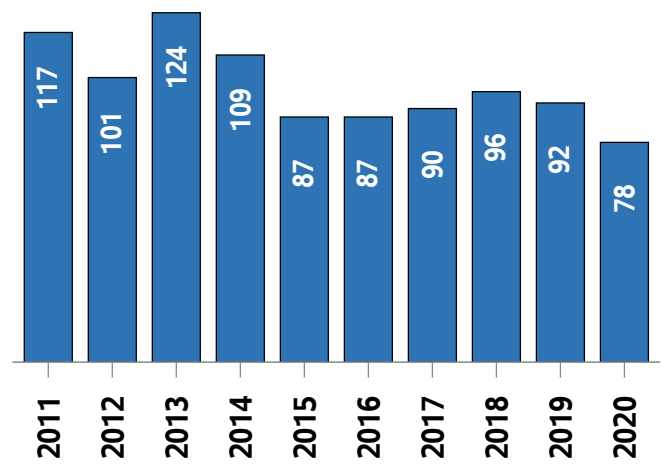


7 - Southwest Oxford MLS® Residential Market Activity

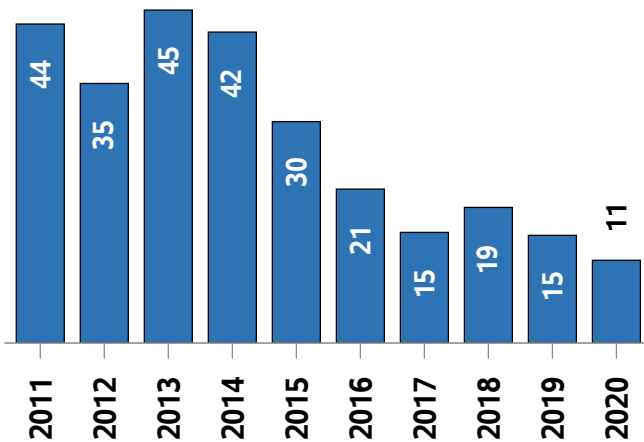
Sales Activity (October Year-to-date)



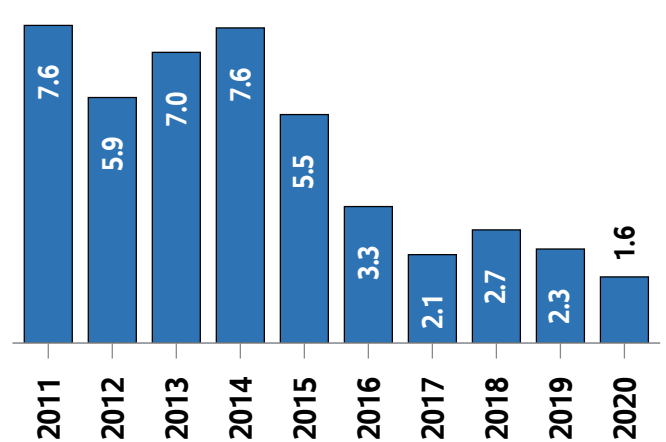
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

7 - Southwest Oxford MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	6	-25.0	50.0	-33.3	0.0	0.0	-14.3
Dollar Volume	\$3,172,603	0.7	62.1	5.9	124.8	148.8	95.2
New Listings	6	-50.0	50.0	-25.0	-25.0	-57.1	-50.0
Active Listings	6	-45.5	-68.4	-68.4	-76.9	-87.5	-86.4
Sales to New Listings Ratio ¹	100.0	66.7	100.0	112.5	75.0	42.9	58.3
Months of Inventory ²	1.0	1.4	4.8	2.1	4.3	8.0	6.3
Average Price	\$528,767	34.2	8.1	58.8	124.8	148.8	127.7
Median Price	\$522,452	34.5	-2.3	49.3	125.0	150.6	147.6
Sales to List Price Ratio	102.8	100.1	96.4	101.6	96.3	96.8	98.4
Median Days on Market	10.5	17.0	41.5	18.0	60.5	46.5	54.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	71	9.2	4.4	0.0	29.1	9.2	6.0
Dollar Volume	\$35,978,353	30.1	34.1	43.1	107.9	135.5	172.2
New Listings	78	-15.2	-18.8	-13.3	-10.3	-37.1	-42.6
Active Listings ³	11	-23.1	-38.9	-25.2	-62.6	-75.1	-78.9
Sales to New Listings Ratio ⁴	91.0	70.7	70.8	78.9	63.2	52.4	49.3
Months of Inventory ⁵	1.6	2.3	2.7	2.1	5.5	7.0	8.0
Average Price	\$506,737	19.1	28.4	43.1	61.0	115.6	156.9
Median Price	\$450,000	11.1	18.0	36.4	63.6	91.5	137.0
Sales to List Price Ratio	100.9	101.4	98.3	100.4	96.6	96.2	94.6
Median Days on Market	20.0	21.0	20.5	16.0	67.0	56.0	66.0

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

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

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

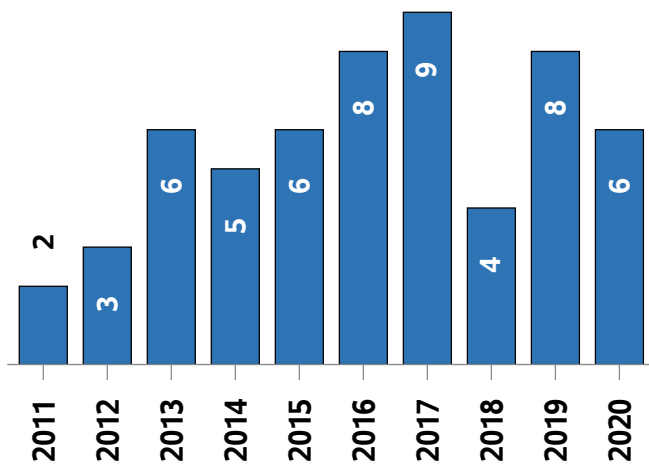
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

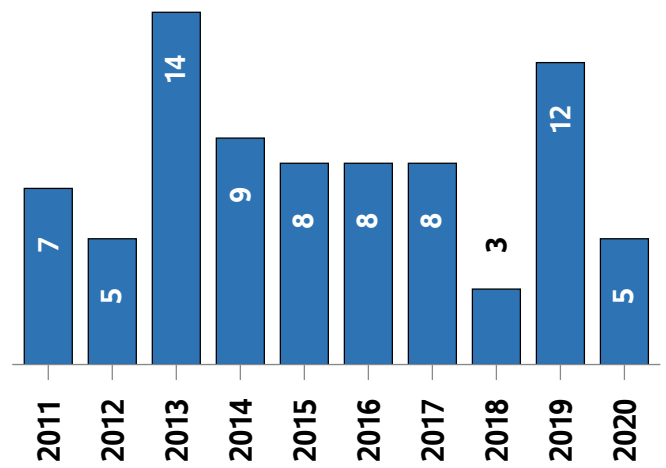
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

7 - Southwest Oxford MLS® Single Detached Market Activity

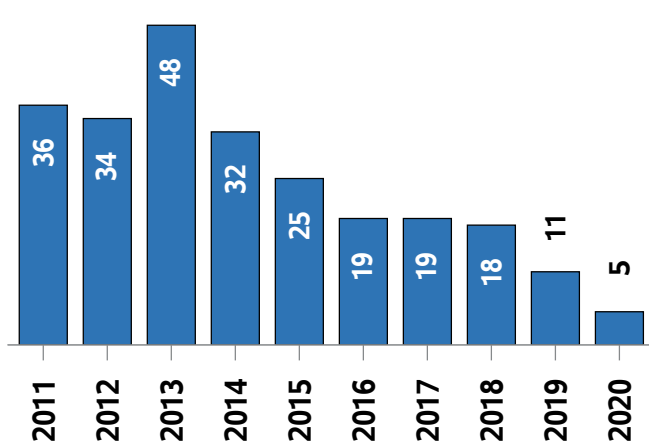
Sales Activity (October only)



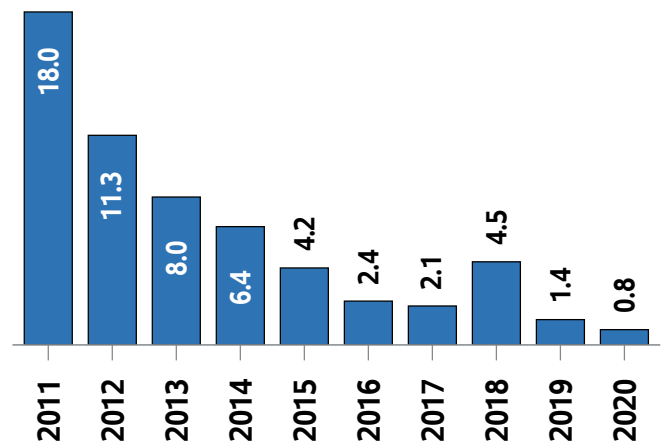
New Listings (October only)



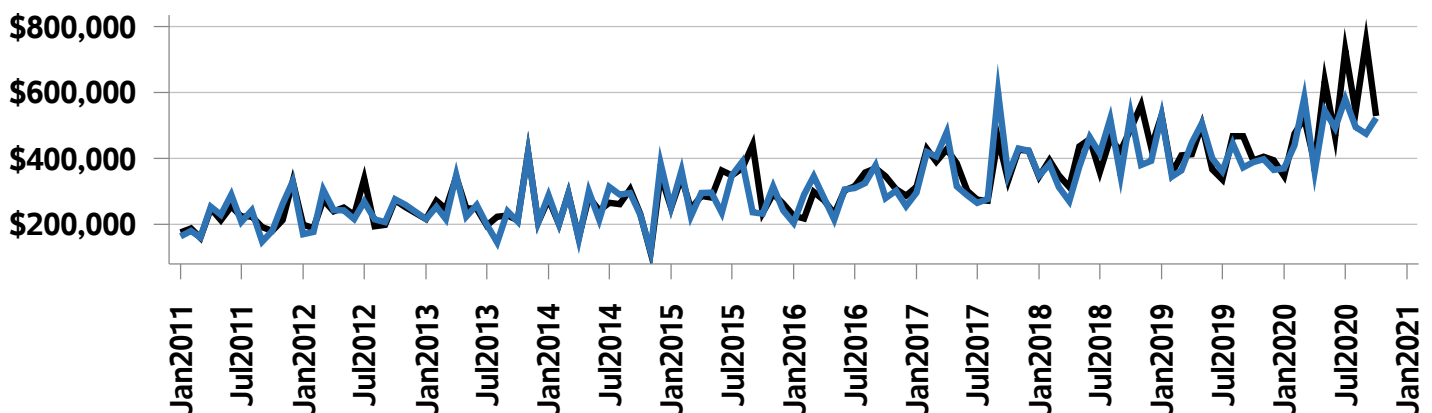
Active Listings (October only)



Months of Inventory (October only)

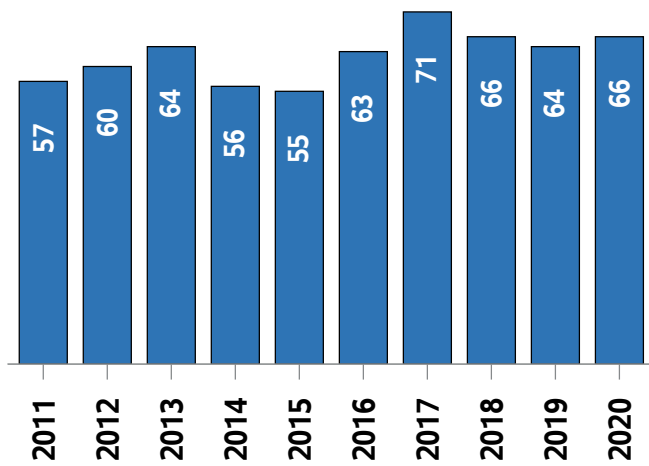


Average Price and Median Price

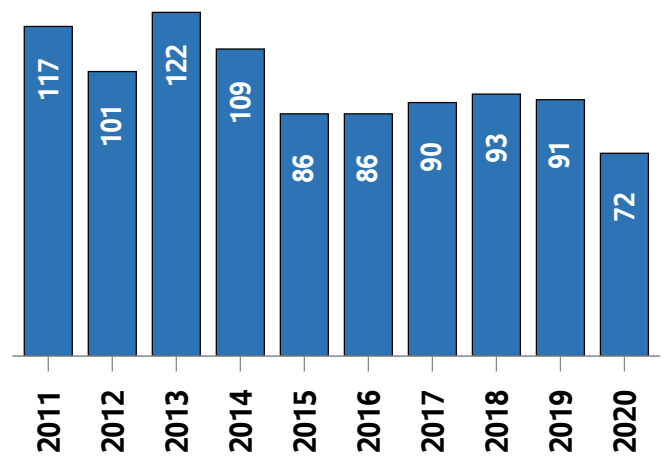


7 - Southwest Oxford MLS® Single Detached Market Activity

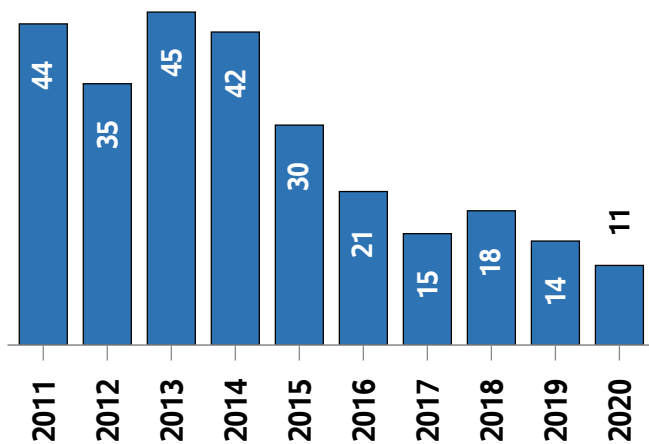
Sales Activity (October Year-to-date)



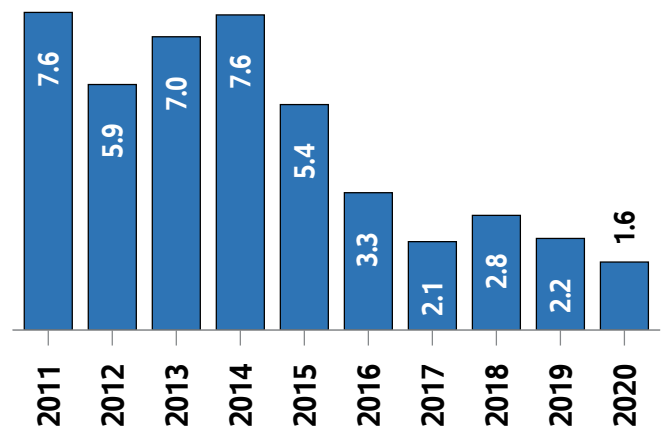
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

7 - Southwest Oxford MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	6	-25.0	50.0	-33.3	0.0	0.0	-14.3
Dollar Volume	\$3,172,603	0.7	62.1	5.9	124.8	148.8	95.2
New Listings	5	-58.3	66.7	-37.5	-37.5	-64.3	-58.3
Active Listings	5	-54.5	-72.2	-73.7	-80.0	-89.6	-88.6
Sales to New Listings Ratio ¹	120.0	66.7	133.3	112.5	75.0	42.9	58.3
Months of Inventory ²	0.8	1.4	4.5	2.1	4.2	8.0	6.3
Average Price	\$528,767	34.2	8.1	58.8	124.8	148.8	127.7
Median Price	\$522,452	34.5	-2.3	49.3	125.0	150.6	147.6
Sales to List Price Ratio	102.8	100.1	96.4	101.6	96.3	96.8	98.4
Median Days on Market	10.5	17.0	41.5	18.0	60.5	46.5	54.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	66	3.1	0.0	-7.0	20.0	3.1	-1.5
Dollar Volume	\$35,231,353	27.8	33.0	40.1	103.6	132.4	166.6
New Listings	72	-20.9	-22.6	-20.0	-16.3	-41.0	-46.7
Active Listings ³	11	-23.4	-40.7	-28.5	-63.8	-76.1	-79.7
Sales to New Listings Ratio ⁴	91.7	70.3	71.0	78.9	64.0	52.5	49.6
Months of Inventory ⁵	1.6	2.2	2.8	2.1	5.4	7.0	7.9
Average Price	\$533,808	23.9	33.0	50.7	69.6	125.3	170.6
Median Price	\$464,902	13.0	19.6	40.9	69.1	97.4	144.8
Sales to List Price Ratio	101.0	101.4	98.4	100.4	96.6	96.2	94.6
Median Days on Market	20.0	22.5	20.5	16.0	67.0	57.5	66.0

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

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

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

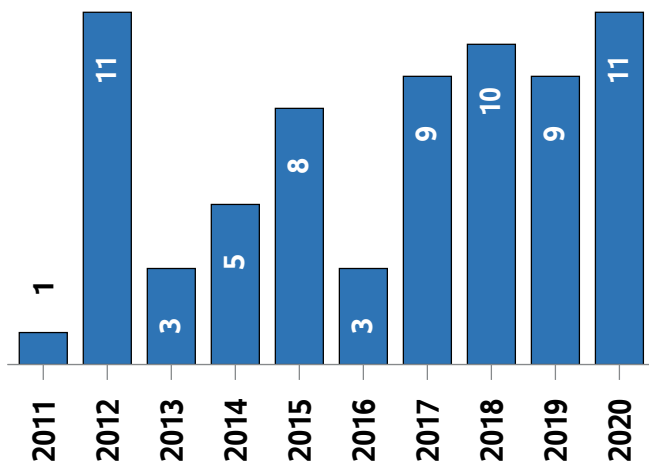
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

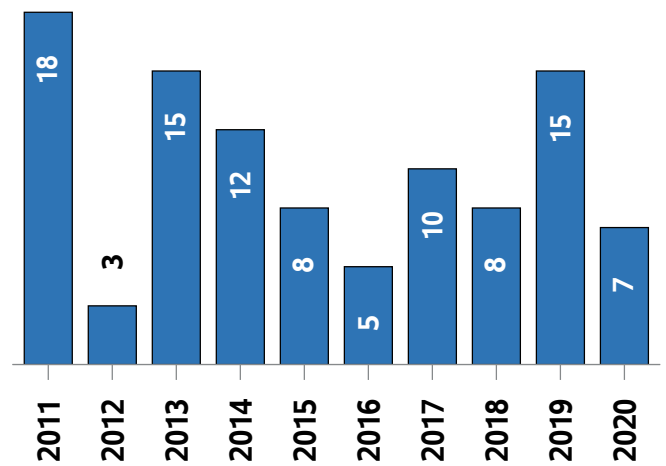
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

8 - Zorra MLS® Residential Market Activity

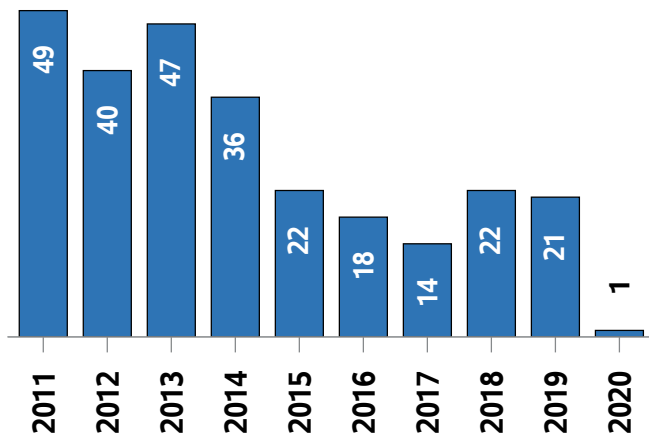
Sales Activity (October only)



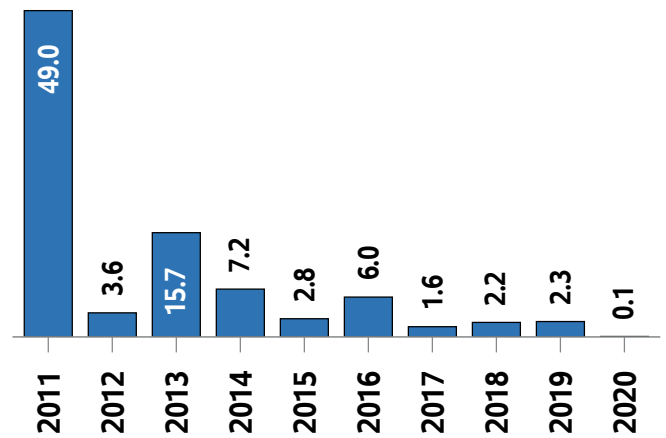
New Listings (October only)



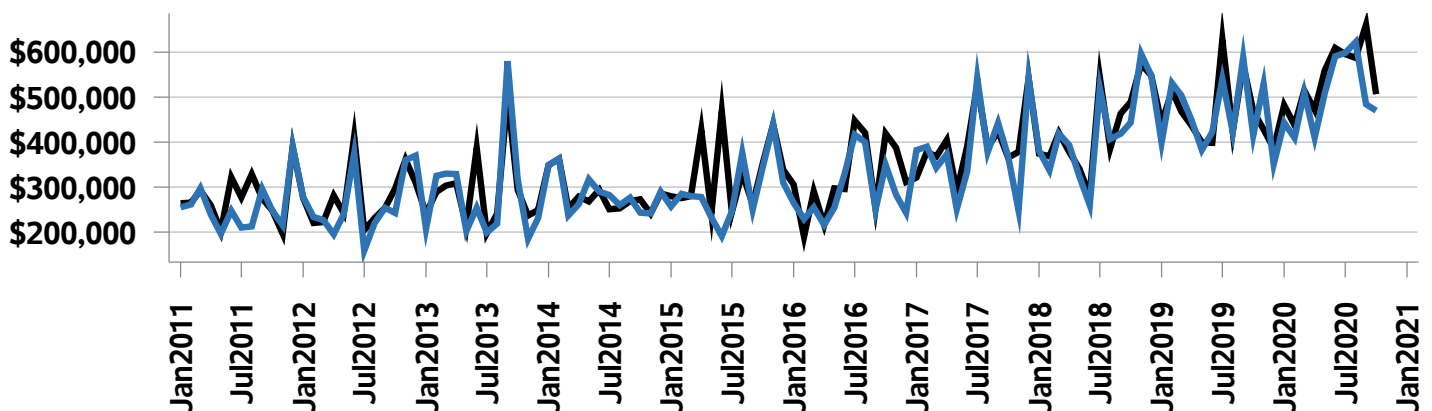
Active Listings (October only)



Months of Inventory (October only)

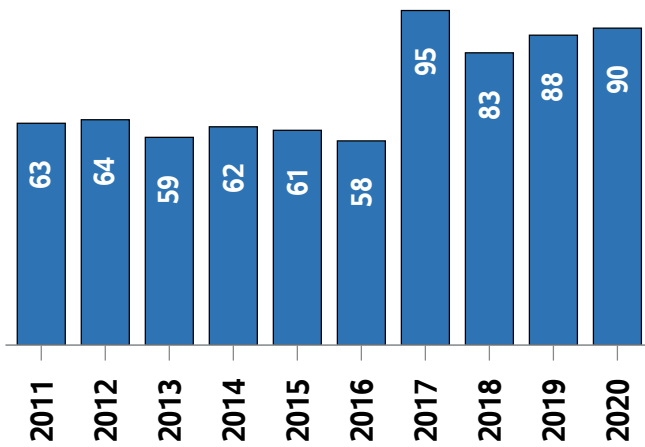


Average Price and Median Price

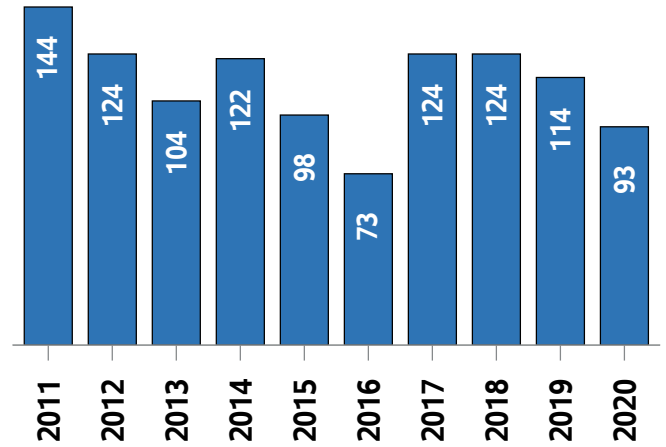


8 - Zorra MLS® Residential Market Activity

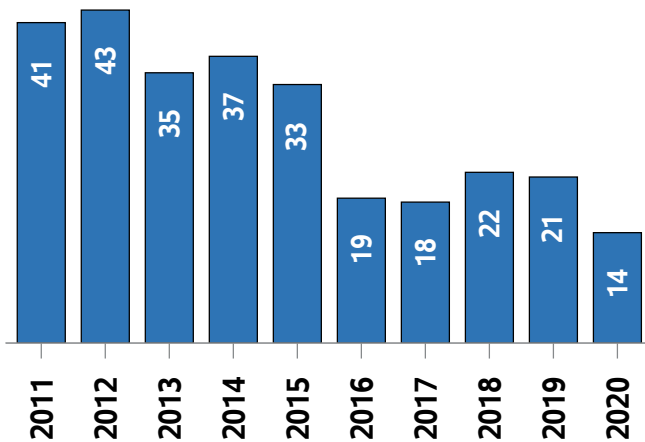
Sales Activity (October Year-to-date)



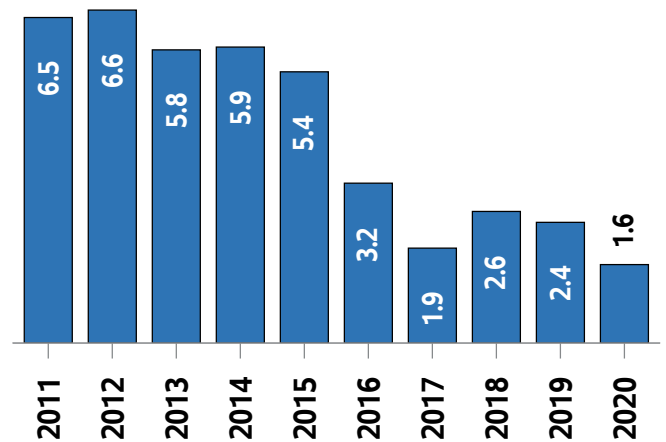
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

8 - Zorra

MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	11	22.2	10.0	22.2	37.5	266.7	57.1
Dollar Volume	\$5,572,100	31.9	13.8	69.4	97.5	531.1	178.5
New Listings	7	-53.3	-12.5	-30.0	-12.5	-53.3	40.0
Active Listings	1	-95.2	-95.5	-92.9	-95.5	-97.9	-97.5
Sales to New Listings Ratio ¹	157.1	60.0	125.0	90.0	100.0	20.0	140.0
Months of Inventory ²	0.1	2.3	2.2	1.6	2.8	15.7	5.7
Average Price	\$506,555	7.9	3.5	38.6	43.7	72.1	77.2
Median Price	\$470,000	13.3	6.0	27.7	36.6	47.8	67.0
Sales to List Price Ratio	102.9	99.9	95.6	98.7	97.2	98.0	97.3
Median Days on Market	18.0	21.0	31.0	25.0	47.5	55.0	90.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	90	2.3	8.4	-5.3	47.5	52.5	23.3
Dollar Volume	\$49,202,470	18.2	44.9	33.7	147.1	194.3	161.5
New Listings	93	-18.4	-25.0	-25.0	-5.1	-10.6	-26.8
Active Listings ³	14	-33.5	-35.3	-21.7	-57.3	-59.1	-70.9
Sales to New Listings Ratio ⁴	96.8	77.2	66.9	76.6	62.2	56.7	57.5
Months of Inventory ⁵	1.6	2.4	2.6	1.9	5.4	5.8	6.6
Average Price	\$546,694	15.5	33.6	41.1	67.5	92.9	112.1
Median Price	\$532,000	23.7	34.1	41.9	104.6	121.7	126.9
Sales to List Price Ratio	102.0	100.1	101.8	101.9	96.0	97.3	97.1
Median Days on Market	22.5	31.0	16.0	15.0	54.0	55.0	59.0

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

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

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

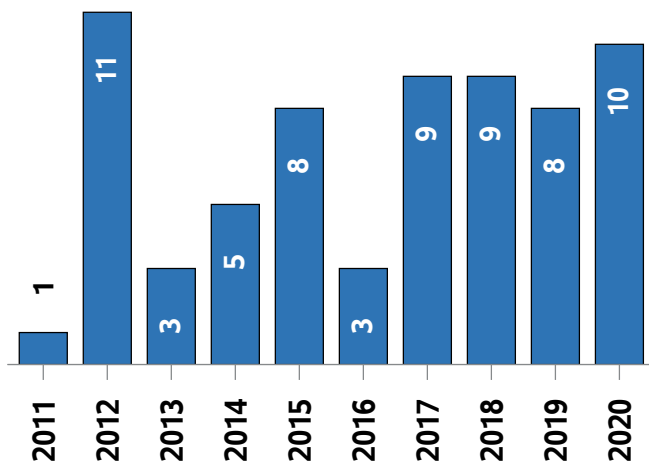
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

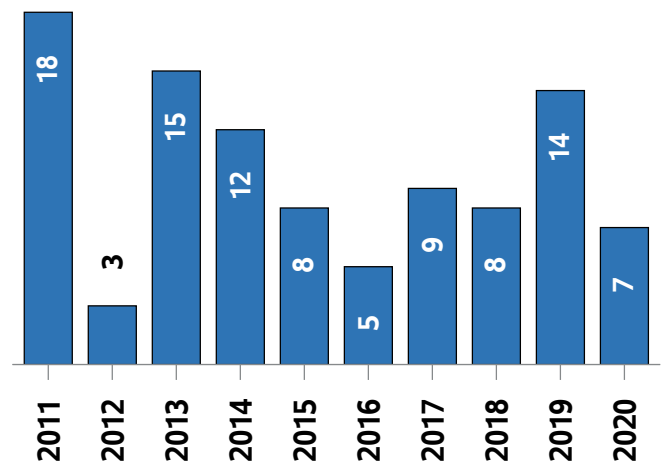
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

8 - Zorra MLS® Single Detached Market Activity

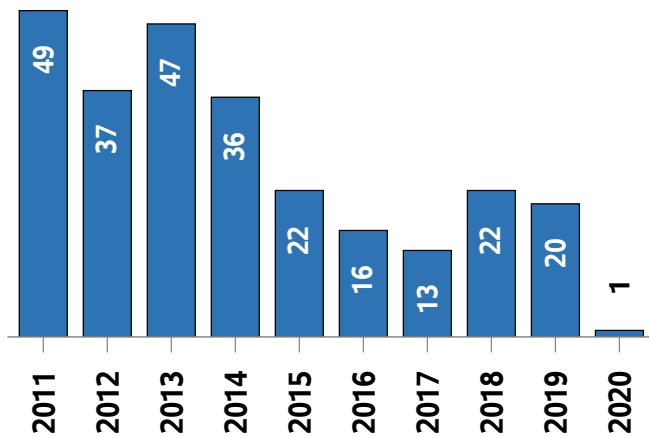
Sales Activity (October only)



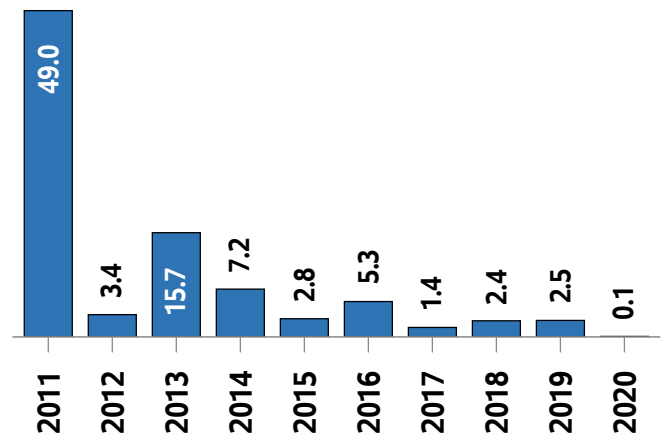
New Listings (October only)



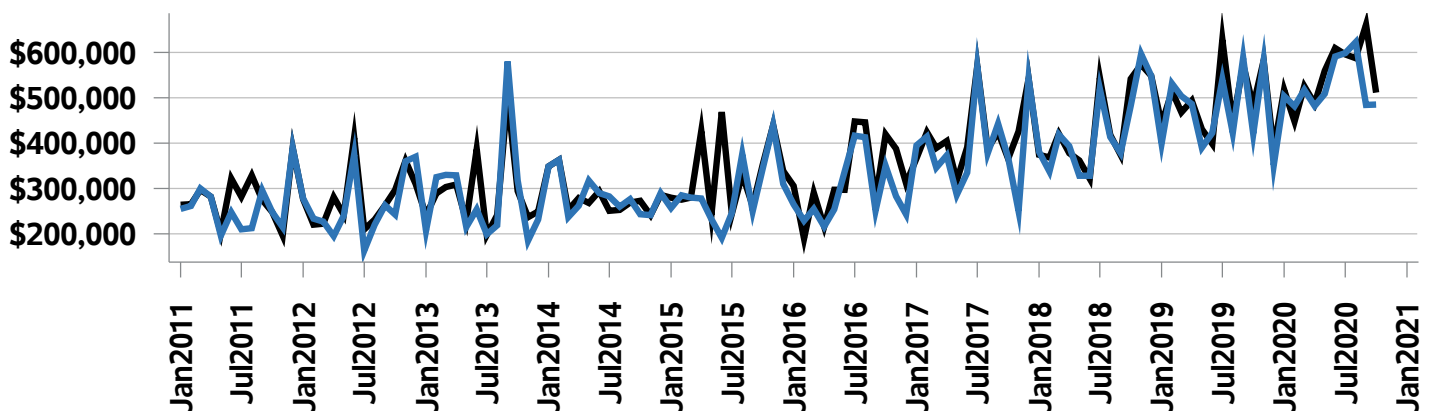
Active Listings (October only)



Months of Inventory (October only)



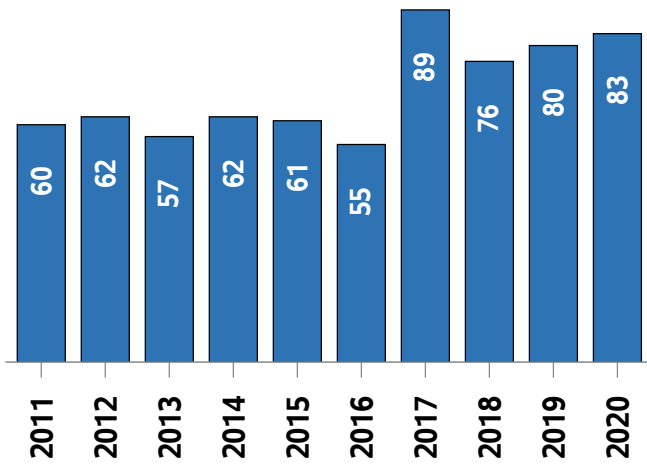
Average Price and Median Price



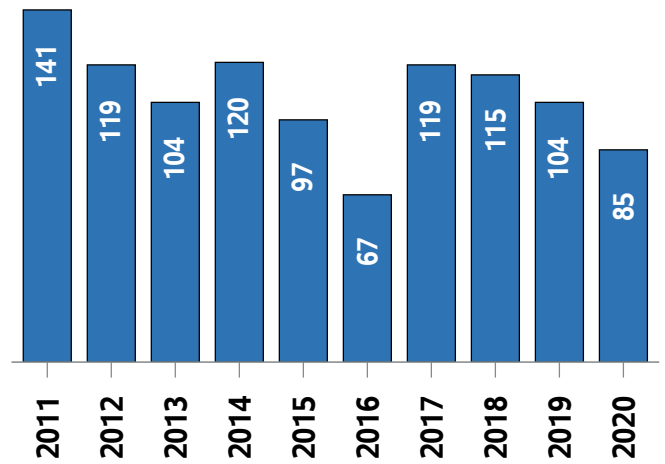
8 - Zorra

MLS® Single Detached Market Activity

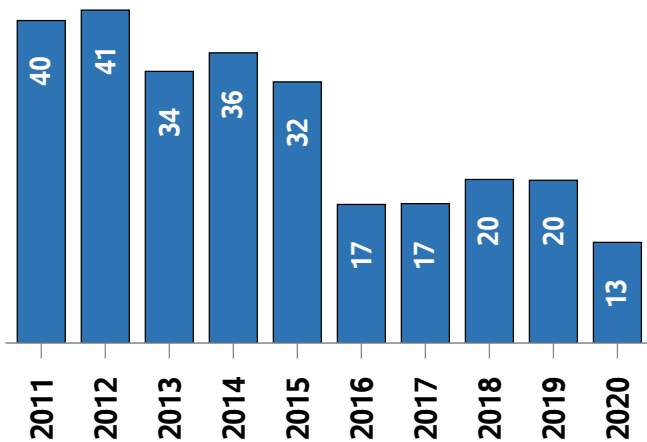
Sales Activity (October Year-to-date)



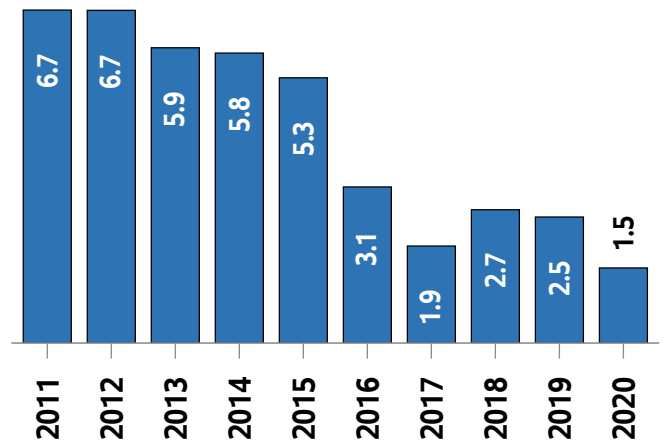
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

8 - Zorra

MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	10	25.0	11.1	11.1	25.0	233.3	42.9
Dollar Volume	\$5,113,600	32.4	4.9	55.4	81.3	479.2	155.6
New Listings	7	-50.0	-12.5	-22.2	-12.5	-53.3	40.0
Active Listings	1	-95.0	-95.5	-92.3	-95.5	-97.9	-97.5
Sales to New Listings Ratio ¹	142.9	57.1	112.5	100.0	100.0	20.0	140.0
Months of Inventory ²	0.1	2.5	2.4	1.4	2.8	15.7	5.7
Average Price	\$511,360	6.0	-5.6	39.9	45.0	73.8	78.9
Median Price	\$485,050	15.4	0.6	31.8	41.0	52.6	72.3
Sales to List Price Ratio	103.2	99.7	97.9	98.7	97.2	98.0	97.3
Median Days on Market	17.0	30.0	41.0	25.0	47.5	55.0	90.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	83	3.8	9.2	-6.7	36.1	45.6	13.7
Dollar Volume	\$46,445,674	18.6	45.7	29.1	133.3	182.0	146.9
New Listings	85	-18.3	-26.1	-28.6	-12.4	-18.3	-32.5
Active Listings ³	13	-38.1	-38.4	-27.7	-61.4	-62.9	-73.9
Sales to New Listings Ratio ⁴	97.6	76.9	66.1	74.8	62.9	54.8	57.9
Months of Inventory ⁵	1.5	2.5	2.7	1.9	5.3	5.9	6.6
Average Price	\$559,586	14.3	33.4	38.5	71.4	93.7	117.1
Median Price	\$558,804	19.4	39.7	44.8	114.9	125.8	138.3
Sales to List Price Ratio	102.0	99.9	102.6	102.2	96.0	97.3	97.1
Median Days on Market	22.0	31.5	16.0	15.0	54.0	54.0	59.0

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

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

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

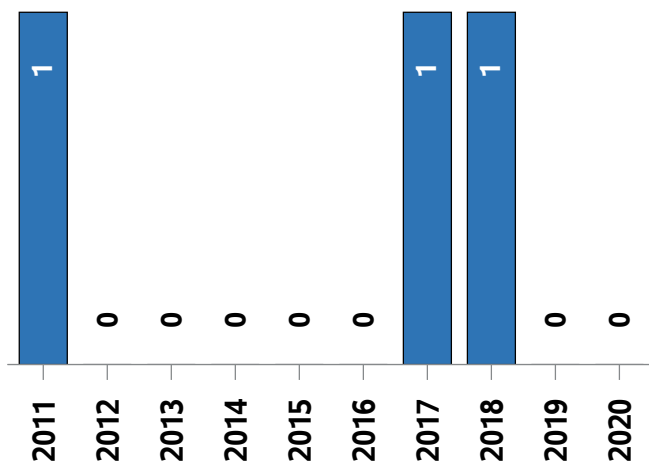
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

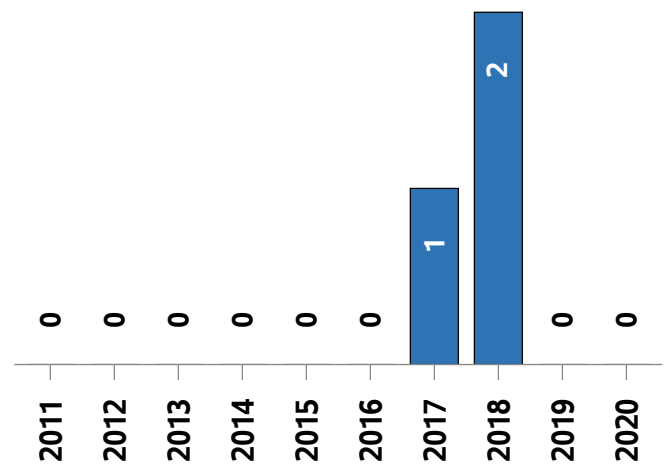
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

999 - Out of Area MLS® Residential Market Activity

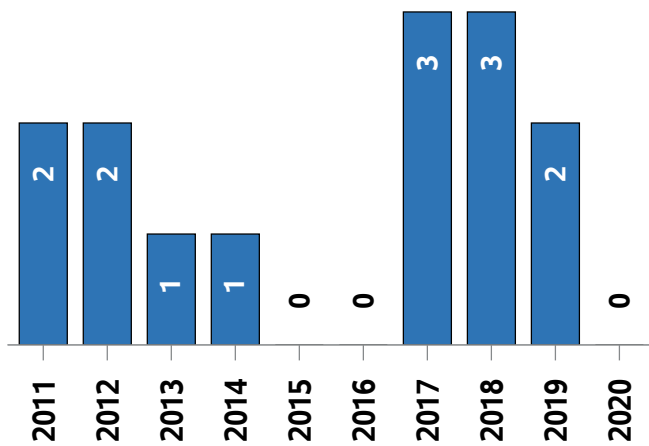
Sales Activity (October only)



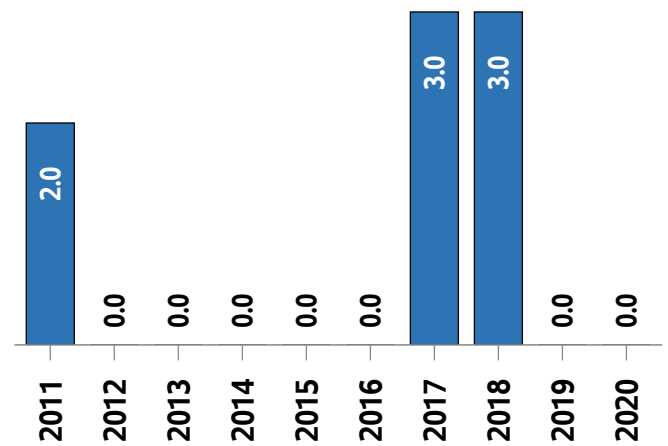
New Listings (October only)



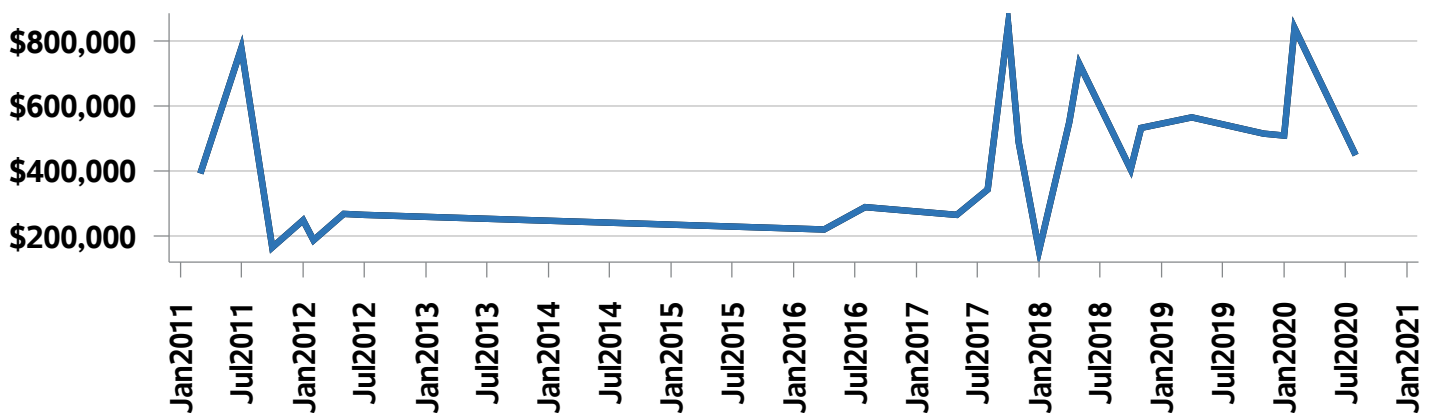
Active Listings (October only)



Months of Inventory (October only)

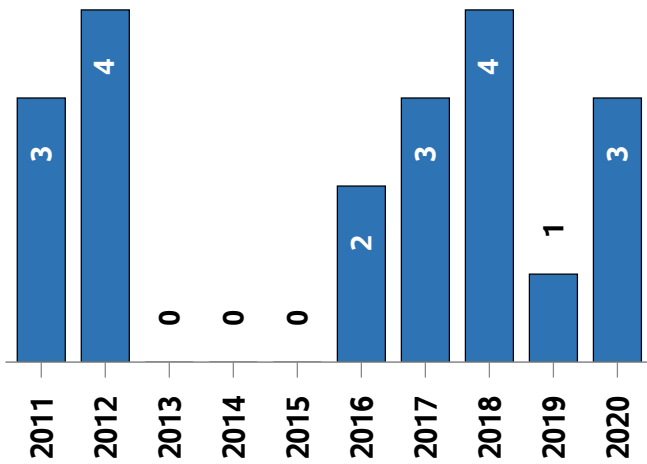


Average Price and Median Price

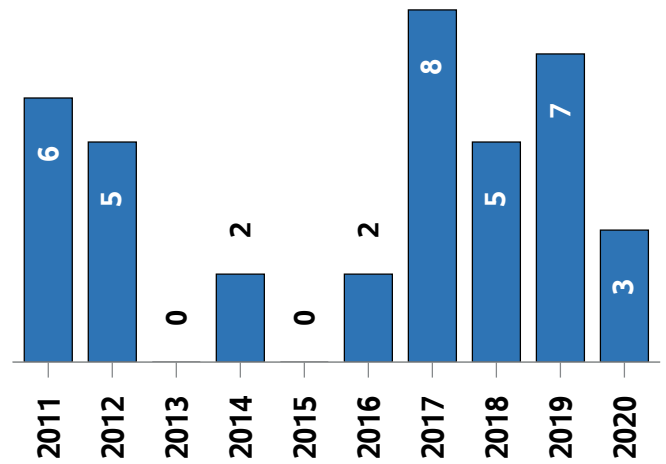


999 - Out of Area MLS® Residential Market Activity

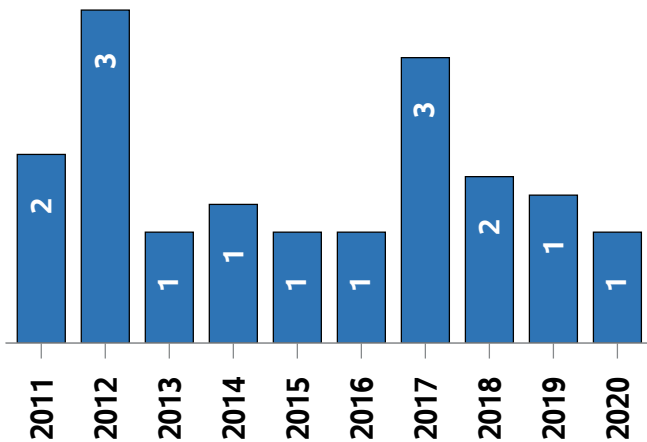
Sales Activity (October Year-to-date)



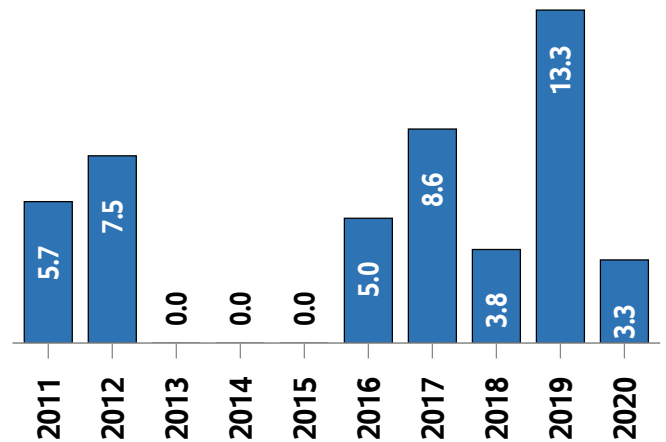
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

999 - Out of Area MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	0		-100.0	-100.0			
Dollar Volume	\$0		-100.0	-100.0			
New Listings	0		-100.0	-100.0			
Active Listings	0	-100.0	-100.0	-100.0		-100.0	-100.0
Sales to New Listings Ratio ¹	0.0		50.0	100.0			
Months of Inventory ²	0.0		3.0	3.0			
Average Price	\$0		-100.0	-100.0			
Median Price	\$0		-100.0	-100.0			
Sales to List Price Ratio	0.0		101.3	94.4			
Median Days on Market	0.0		6.0	33.0			
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	3	200.0	-25.0	0.0			50.0
Dollar Volume	\$1,798,000	218.2	-2.2	23.3			1,564.8
New Listings	3	-57.1	-40.0	-62.5			-86.4
Active Listings ³	1	-25.0	-33.3	-61.1	0.0	0.0	-88.4
Sales to New Listings Ratio ⁴	100.0	14.3	80.0	37.5			9.1
Months of Inventory ⁵	3.3	13.3	3.8	8.6			43.0
Average Price	\$599,333	6.1	30.4	23.3			1,009.9
Median Price	\$509,000	-9.9	6.6	48.4			842.6
Sales to List Price Ratio	99.2	98.3	97.7	95.9			91.8
Median Days on Market	24.0	21.0	111.5	20.0			17.0

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

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

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

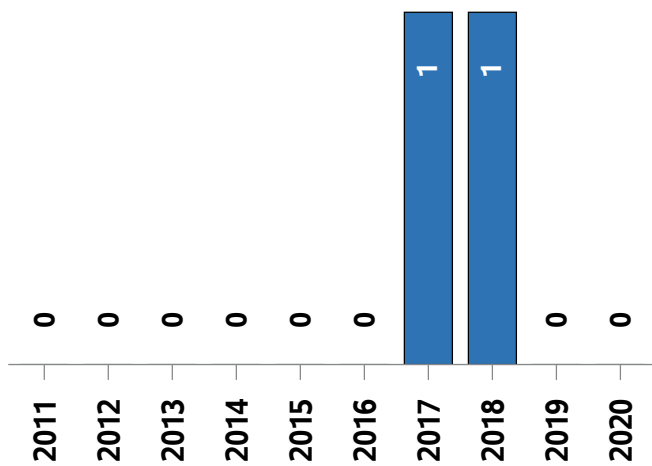
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

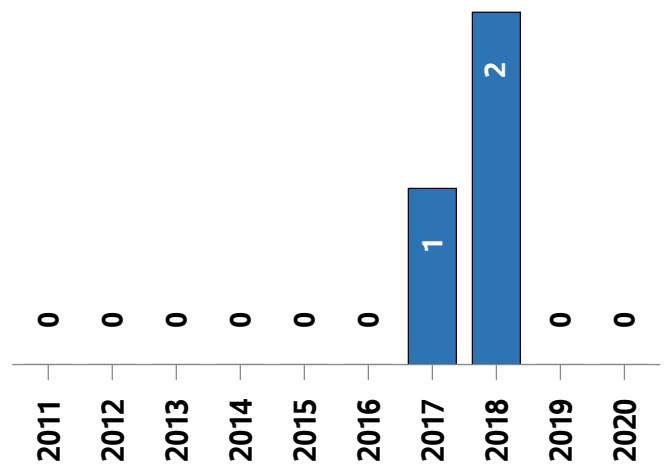
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

999 - Out of Area MLS® Single Detached Market Activity

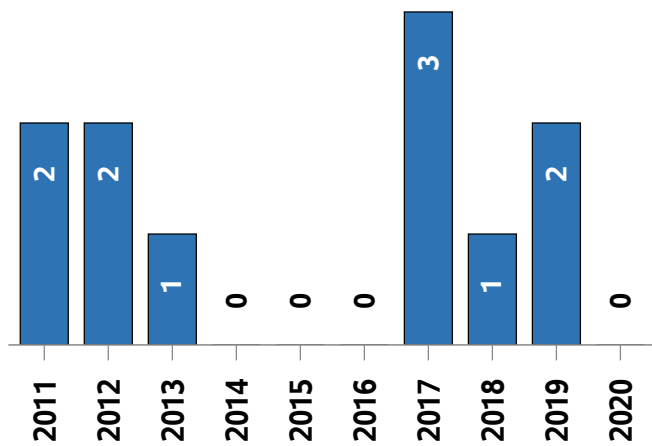
Sales Activity (October only)



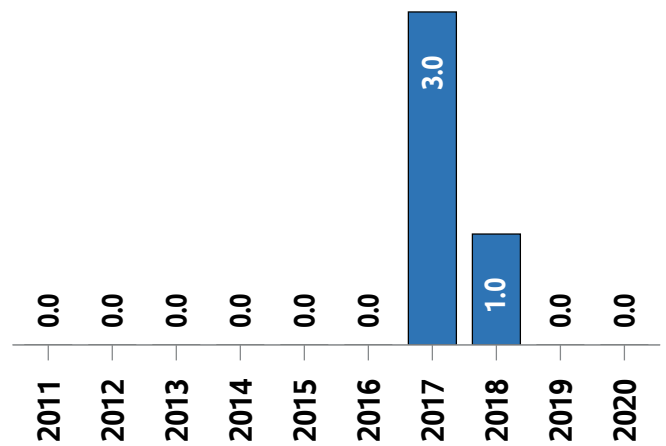
New Listings (October only)



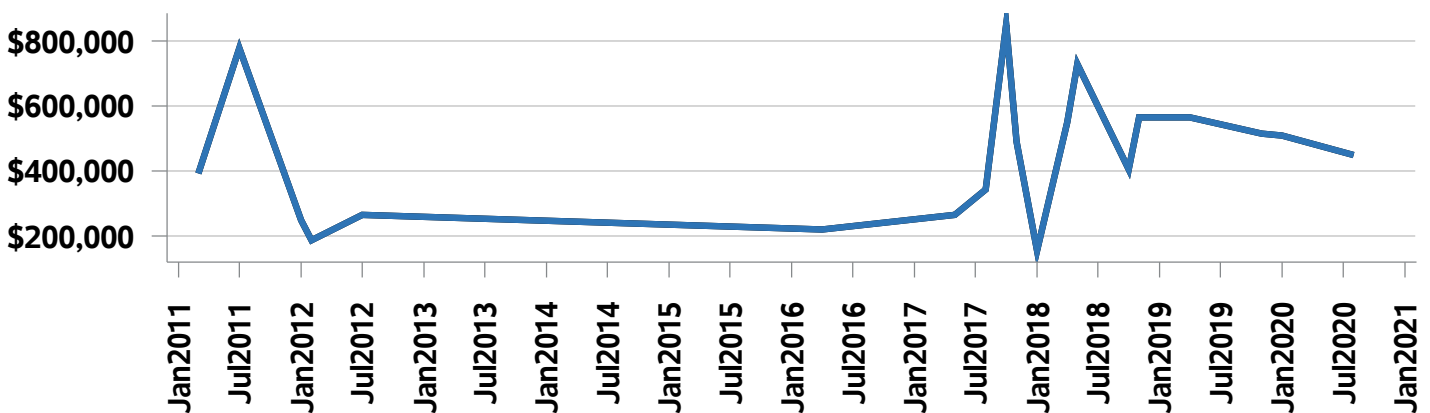
Active Listings (October only)



Months of Inventory (October only)

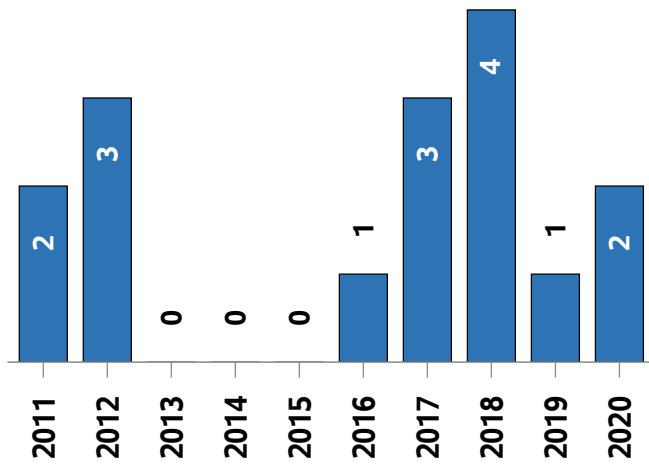


Average Price and Median Price

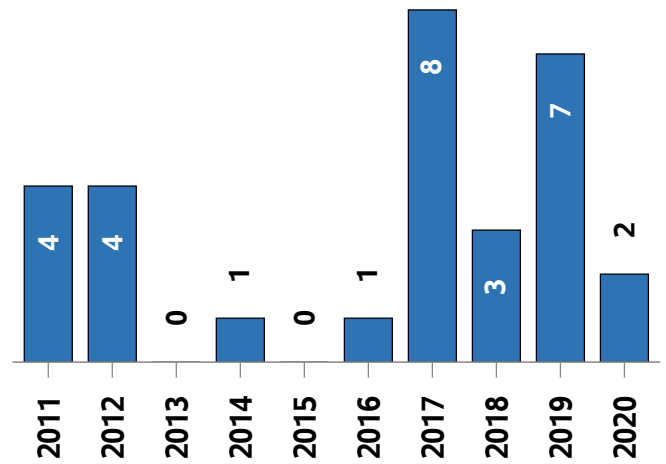


999 - Out of Area MLS® Single Detached Market Activity

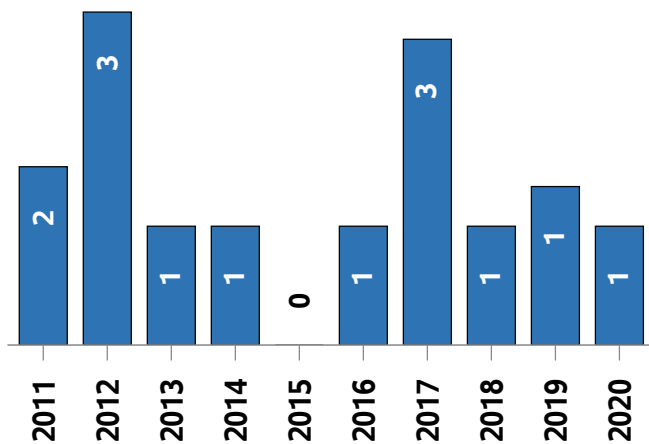
Sales Activity (October Year-to-date)



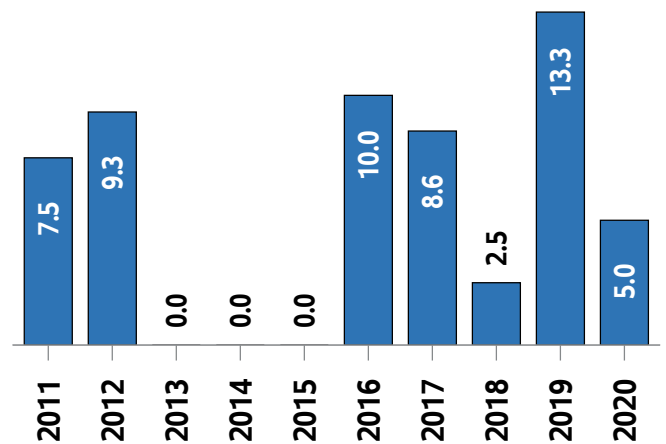
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

999 - Out of Area MLS® Single Detached Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	0		-100.0	-100.0			
Dollar Volume	\$0		-100.0	-100.0			
New Listings	0		-100.0	-100.0			
Active Listings	0	-100.0	-100.0	-100.0		-100.0	-100.0
Sales to New Listings Ratio ¹	0.0		50.0	100.0			
Months of Inventory ²	0.0		1.0	3.0			
Average Price	\$0		-100.0	-100.0			
Median Price	\$0		-100.0	-100.0			
Sales to List Price Ratio	0.0		101.3	94.4			
Median Days on Market	0.0		6.0	33.0			
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	2	100.0	-50.0	-33.3			0.0
Dollar Volume	\$958,000	69.6	-47.9	-34.3			787.0
New Listings	2	-71.4	-33.3	-75.0			-88.9
Active Listings ³	1	-25.0	0.0	-61.1		0.0	-86.5
Sales to New Listings Ratio ⁴	100.0	14.3	133.3	37.5			11.1
Months of Inventory ⁵	5.0	13.3	2.5	8.6			37.0
Average Price	\$479,000	-15.2	4.2	-1.4			787.0
Median Price	\$479,000	-15.2	0.3	39.7			787.0
Sales to List Price Ratio	99.3	98.3	97.7	95.9			91.8
Median Days on Market	83.5	21.0	111.5	20.0			17.0

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

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

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

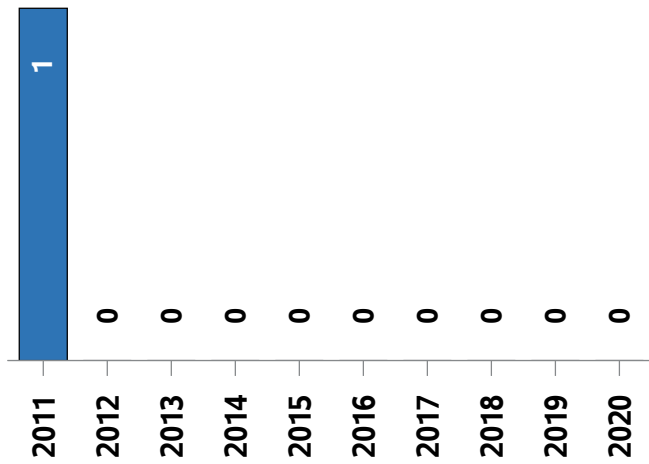
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

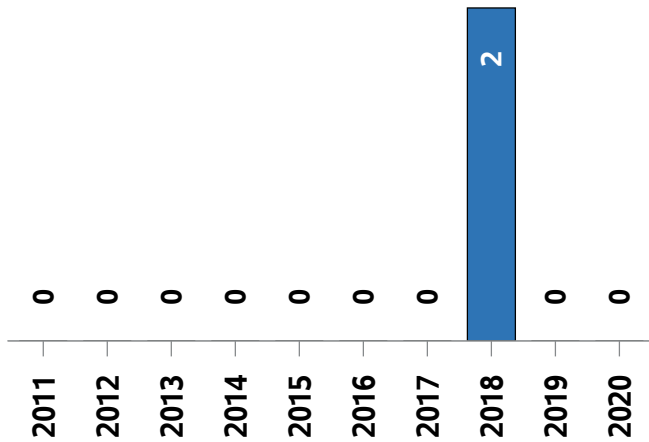
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

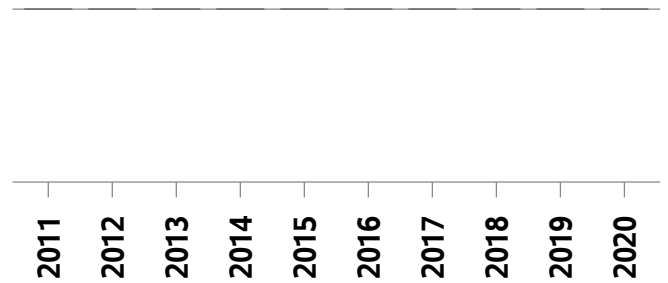
Sales Activity (October only)



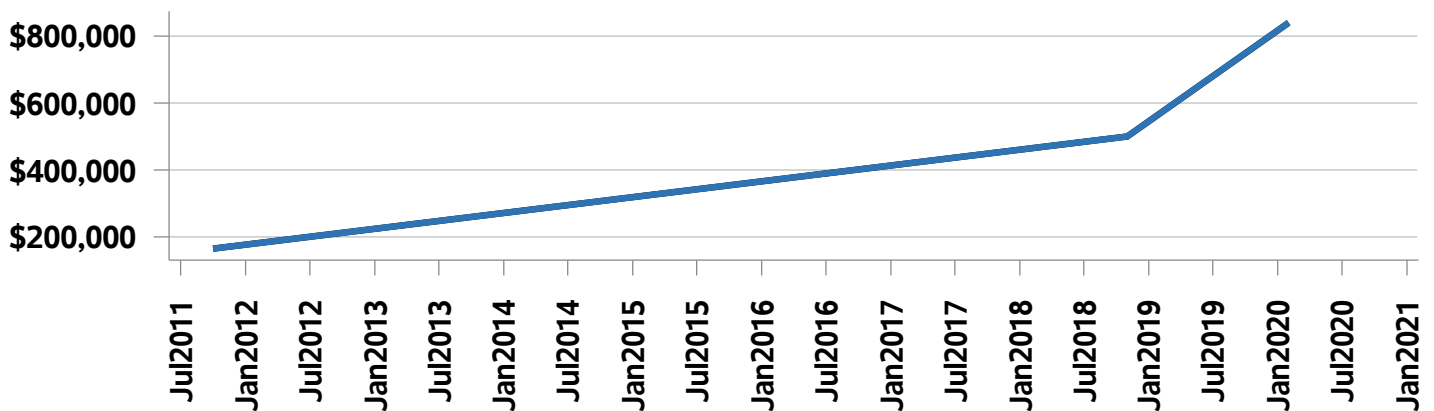
Active Listings (October only)



Months of Inventory (October only)

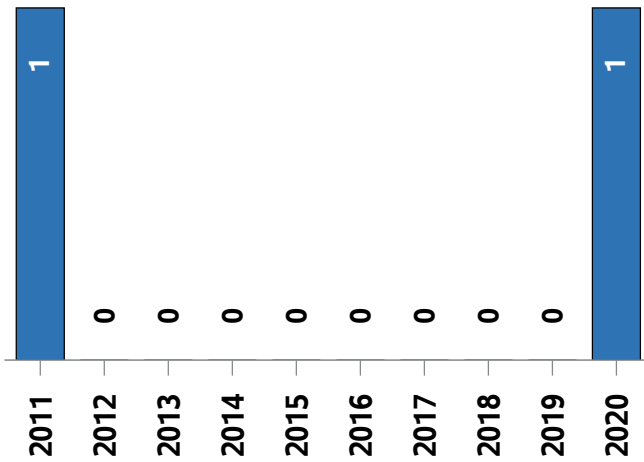


Average Price and Median Price

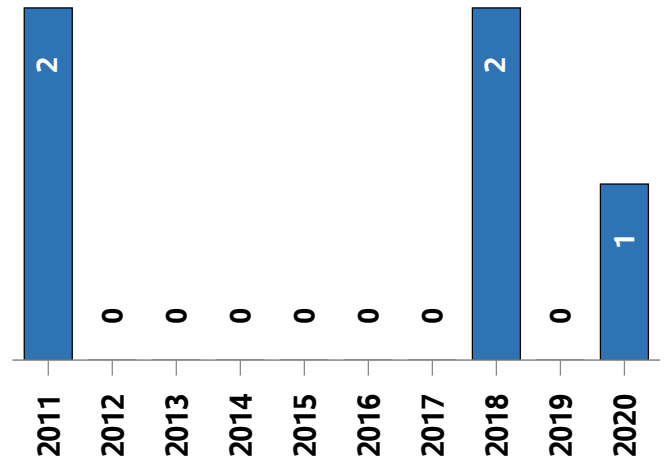


999 - Out of Area MLS® Semi-Detached Market Activity

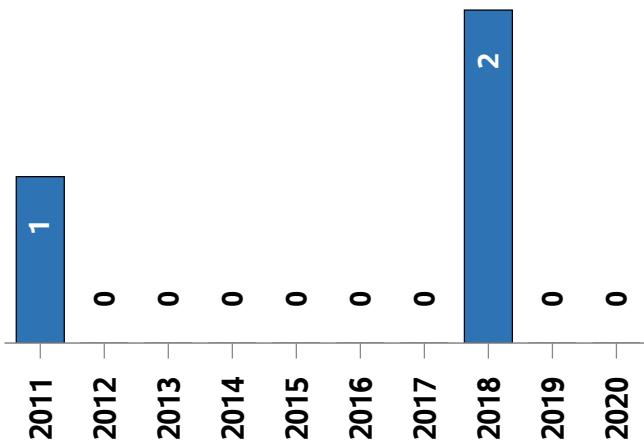
Sales Activity (October Year-to-date)



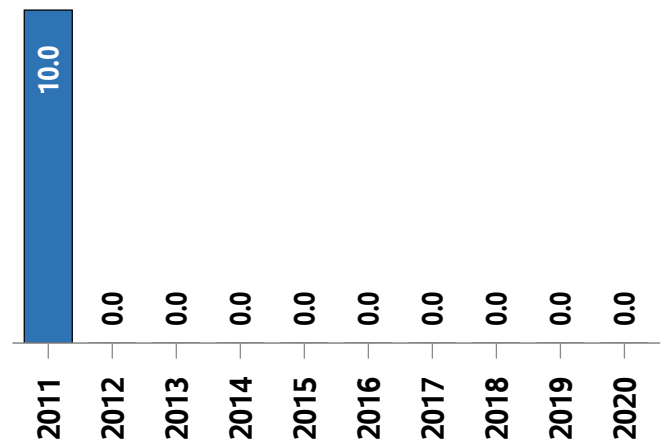
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

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

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

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

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

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

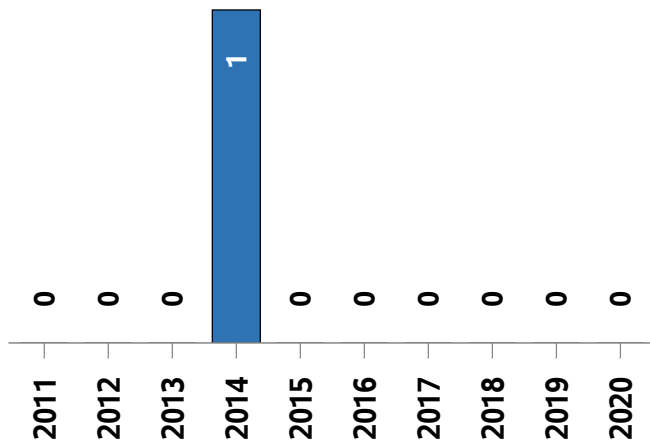
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

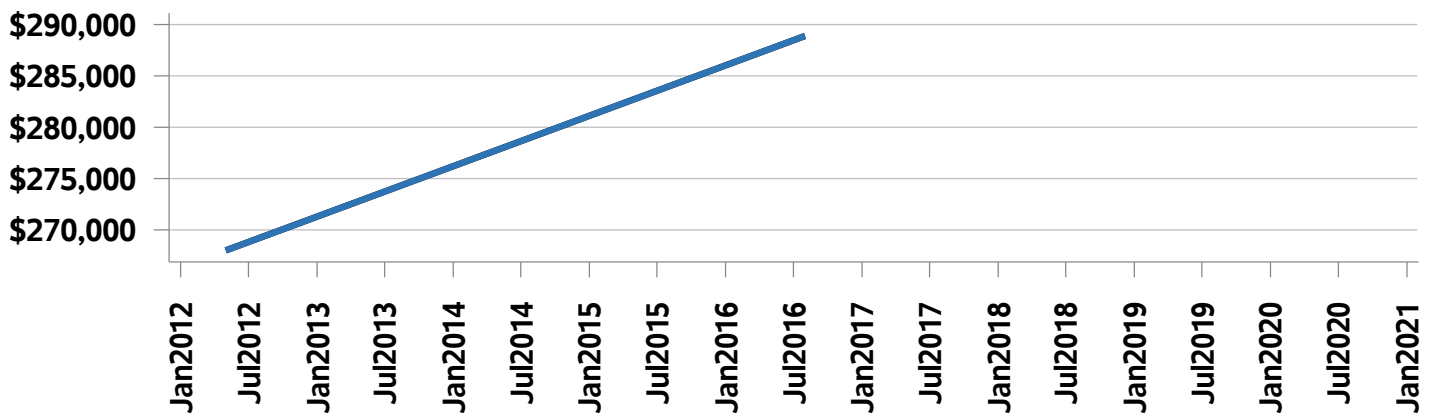
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

999 - Out of Area MLS® Condo Market Activity

Active Listings (October only)

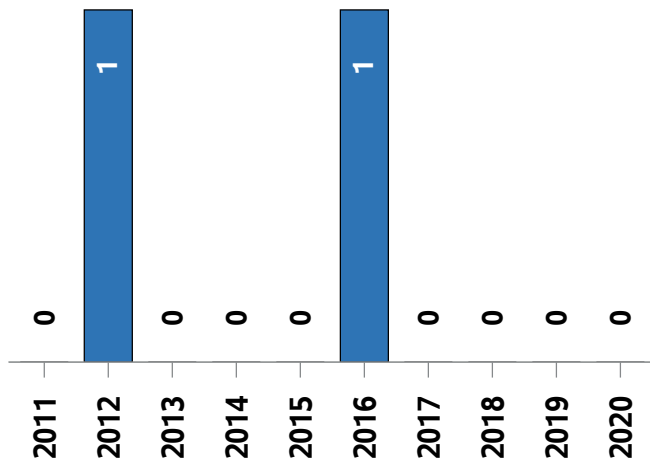


Average Price and Median Price

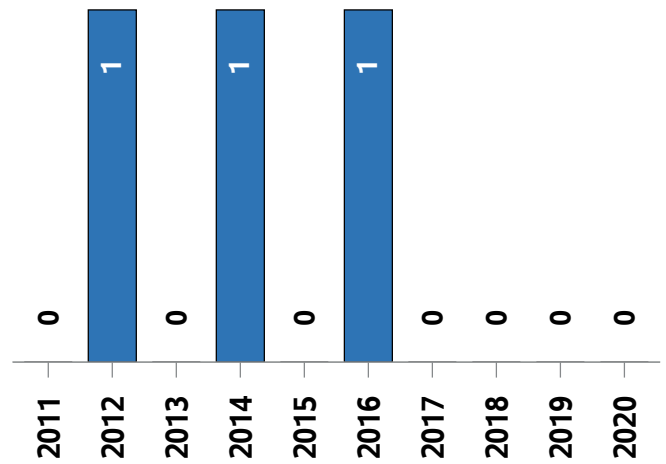


999 - Out of Area MLS® Condo Market Activity

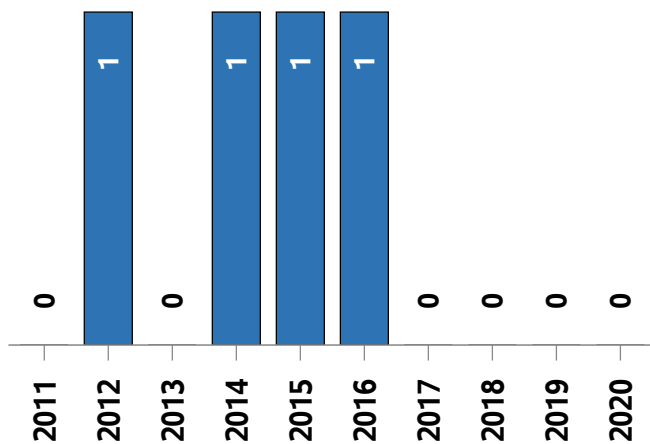
Sales Activity (October Year-to-date)



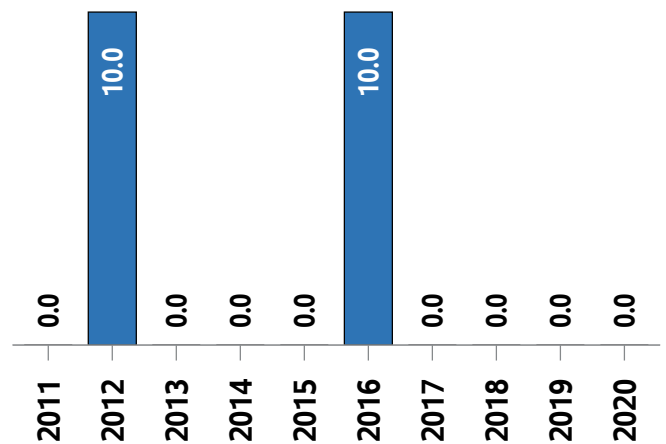
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



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

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

999 - Out of Area MLS® Condo Market Activity

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

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

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

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

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

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

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