



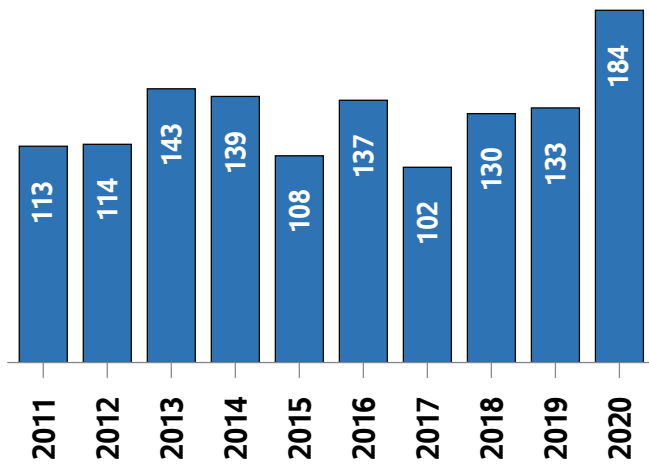
Woodstock-Ingersoll Residential Market Activity Report September 2020



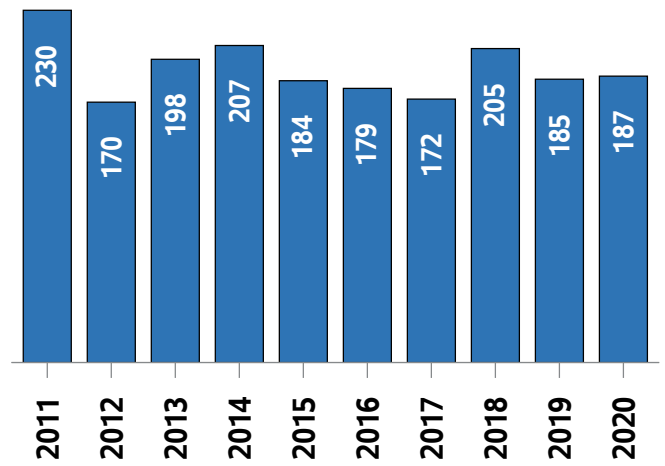
Prepared for the Woodstock-Ingersoll & District Real Estate Board by the Canadian Real Estate Association

Woodstock-Ingersoll MLS® Residential Market Activity

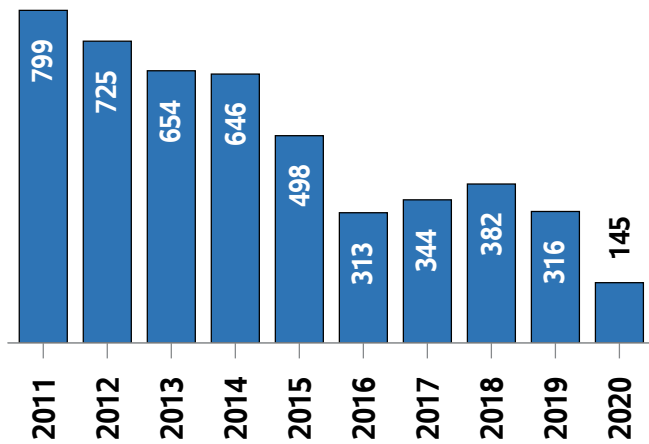
Sales Activity (September only)



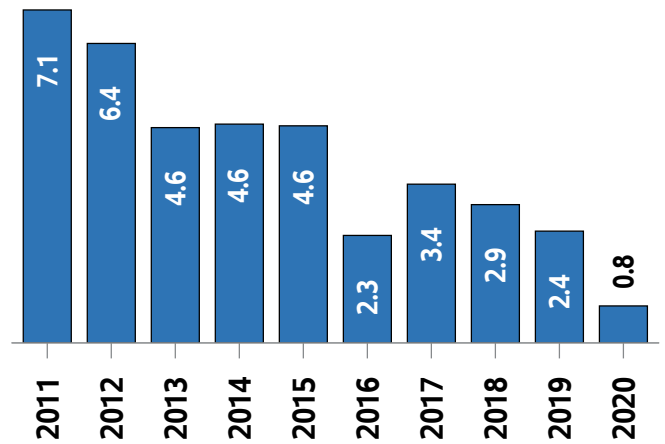
New Listings (September only)



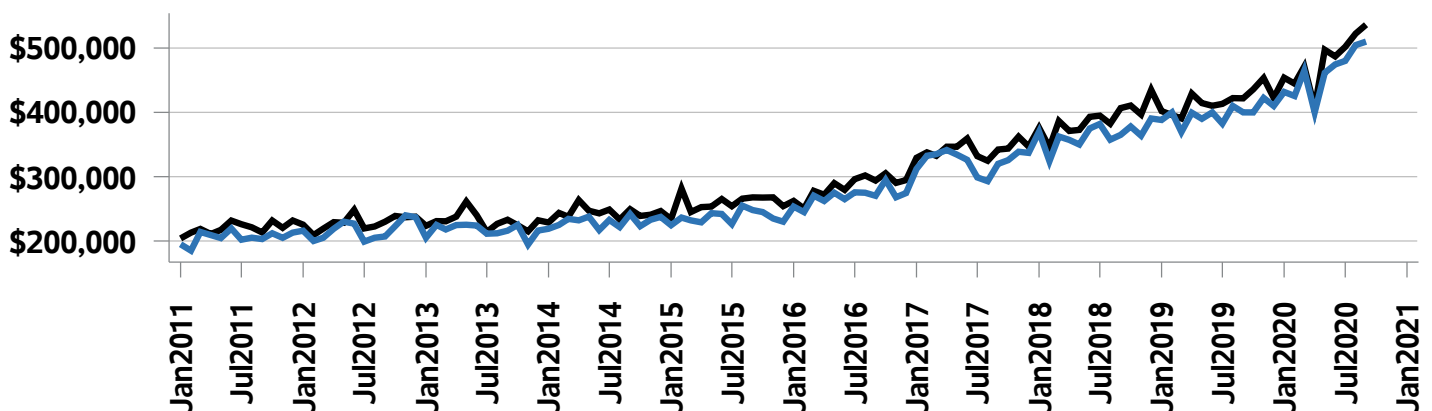
Active Listings (September only)



Months of Inventory (September only)

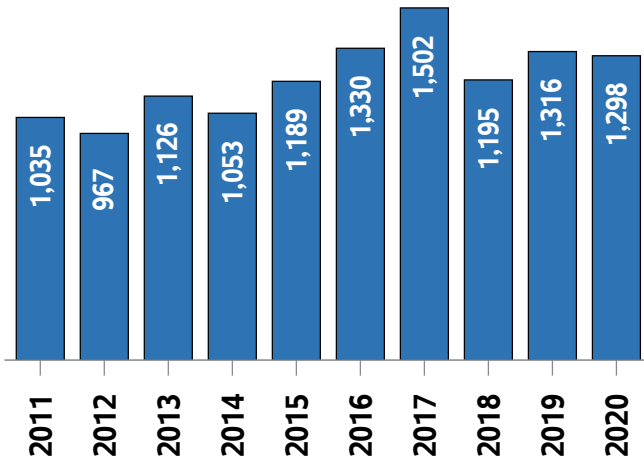


Average Price and Median Price

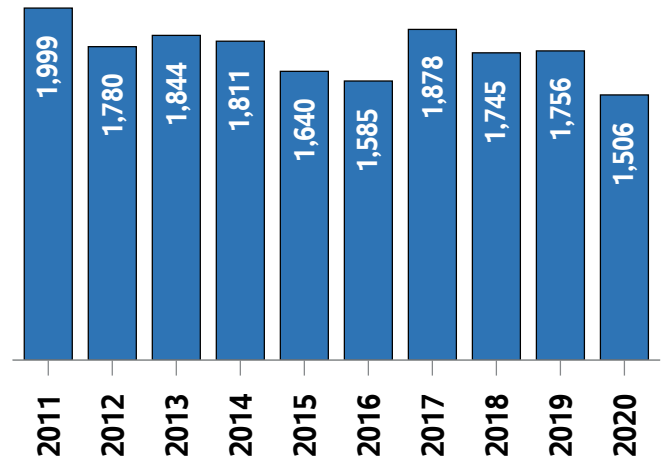


Woodstock-Ingersoll MLS® Residential Market Activity

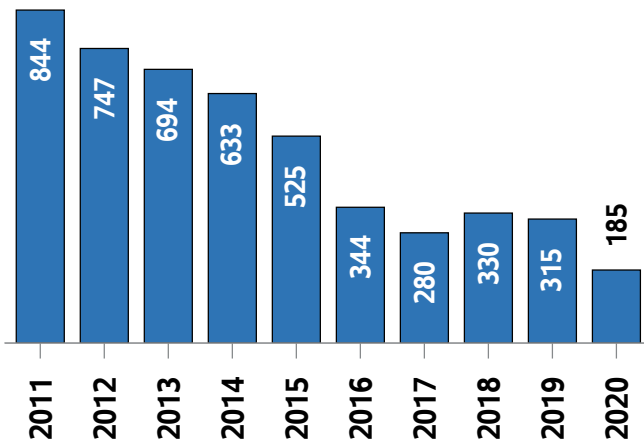
Sales Activity (September Year-to-date)



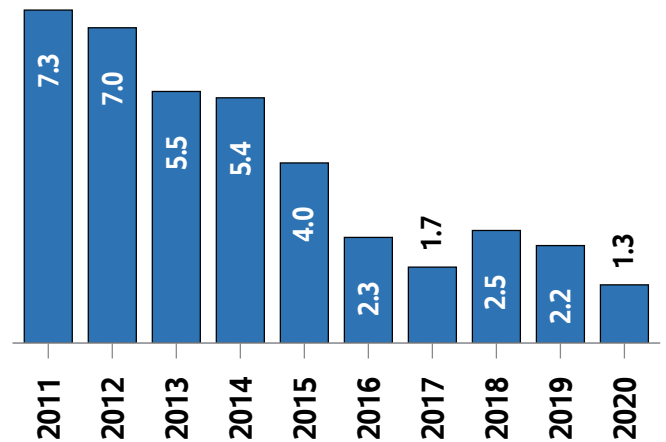
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	184	38.3	41.5	80.4	70.4	28.7	60.0
Dollar Volume	\$98,675,151	75.9	86.7	182.7	241.2	196.2	328.6
New Listings	187	1.1	-8.8	8.7	1.6	-5.6	-15.8
Active Listings	145	-54.1	-62.0	-57.8	-70.9	-77.8	-83.8
Sales to New Listings Ratio ¹	98.4	71.9	63.4	59.3	58.7	72.2	51.8
Months of Inventory ²	0.8	2.4	2.9	3.4	4.6	4.6	7.8
Average Price	\$536,278	27.1	31.9	56.7	100.2	130.2	167.9
Median Price	\$510,000	27.5	39.7	59.4	105.6	136.1	155.0
Sales to List Price Ratio	103.7	98.9	99.4	98.4	97.8	96.9	96.1
Median Days on Market	10.0	19.0	23.5	22.5	40.5	56.0	65.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	1,298	-1.4	8.6	-13.6	9.2	15.3	21.8
Dollar Volume	\$634,604,473	16.9	38.9	24.1	107.0	140.2	179.8
New Listings	1,506	-14.2	-13.7	-19.8	-8.2	-18.3	-26.8
Active Listings ³	185	-41.0	-43.8	-33.7	-64.7	-73.3	-79.8
Sales to New Listings Ratio ⁴	86.2	74.9	68.5	80.0	72.5	61.1	51.8
Months of Inventory ⁵	1.3	2.2	2.5	1.7	4.0	5.5	7.8
Average Price	\$488,909	18.6	27.9	43.6	89.6	108.4	129.8
Median Price	\$469,000	19.3	28.5	42.7	97.9	113.2	131.3
Sales to List Price Ratio	101.8	100.4	99.9	101.7	97.4	97.3	96.2
Median Days on Market	13.0	18.0	18.0	15.0	43.0	52.0	62.0

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.

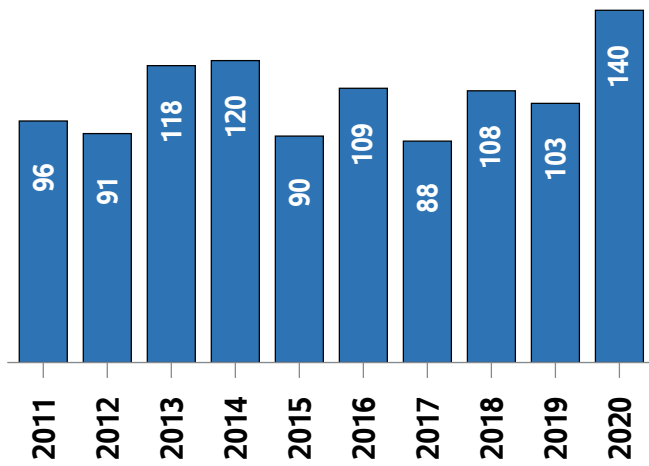
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

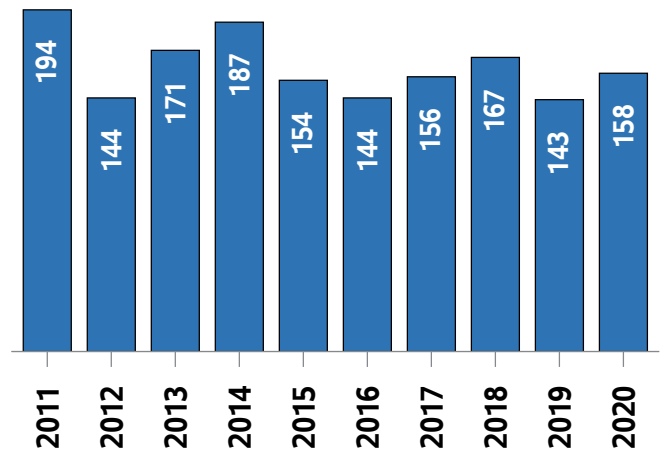
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Single Detached Market Activity

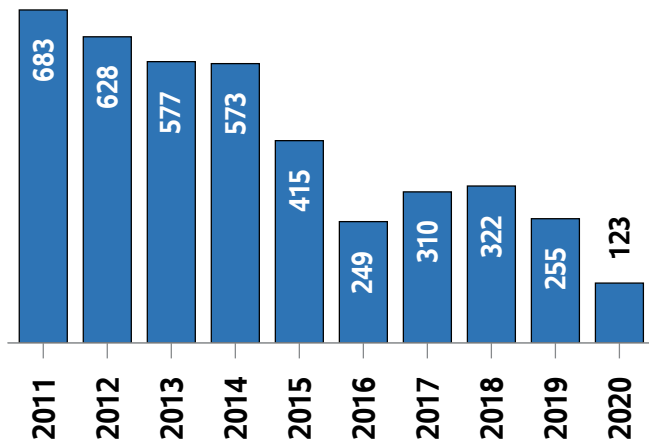
Sales Activity (September only)



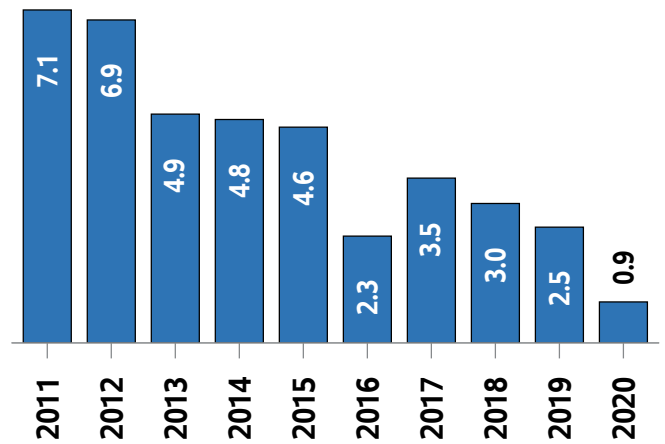
New Listings (September only)



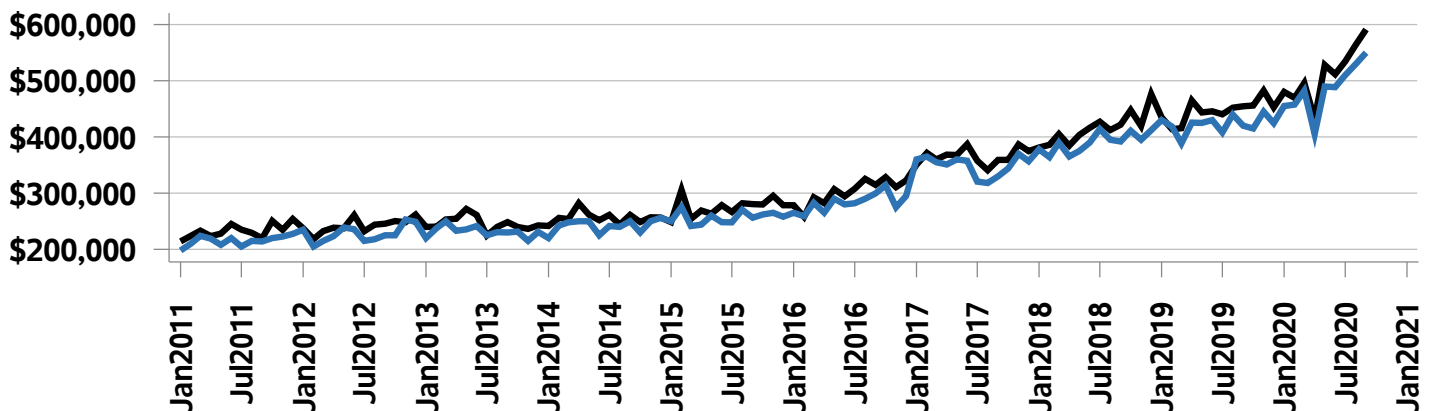
Active Listings (September only)



Months of Inventory (September only)

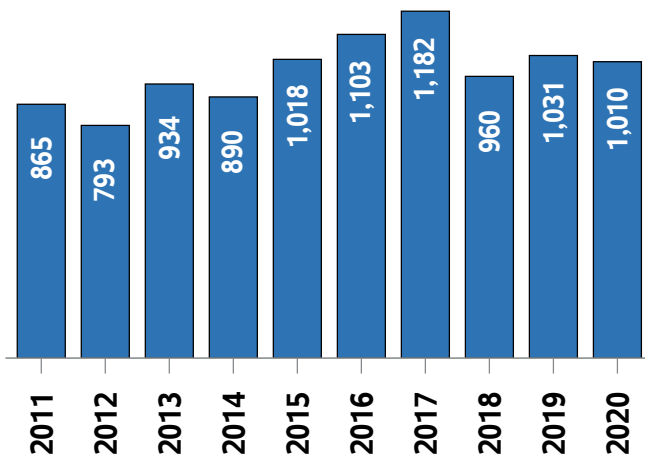


Average Price and Median Price

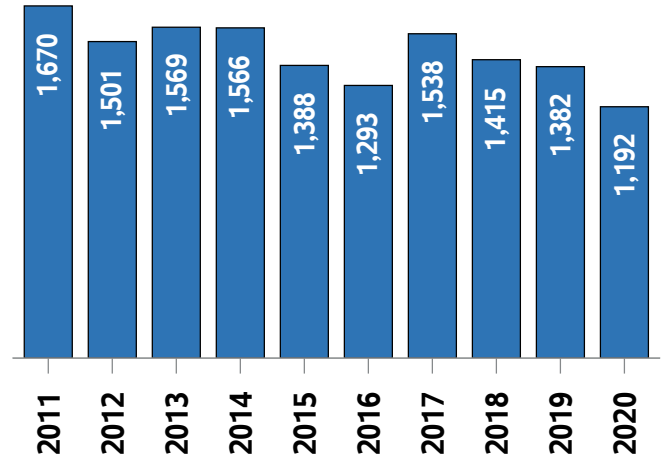


Woodstock-Ingersoll MLS® Single Detached Market Activity

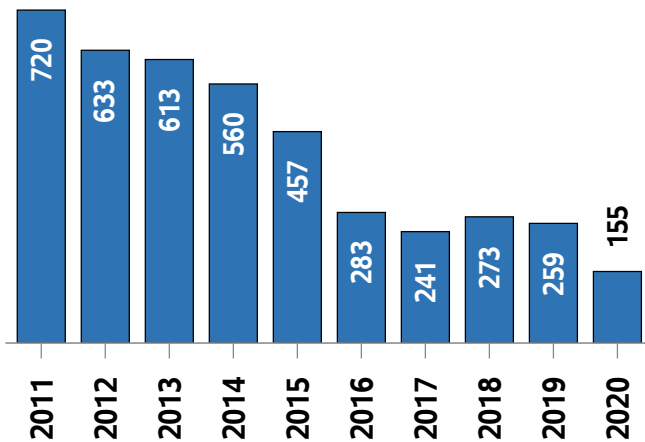
Sales Activity (September Year-to-date)



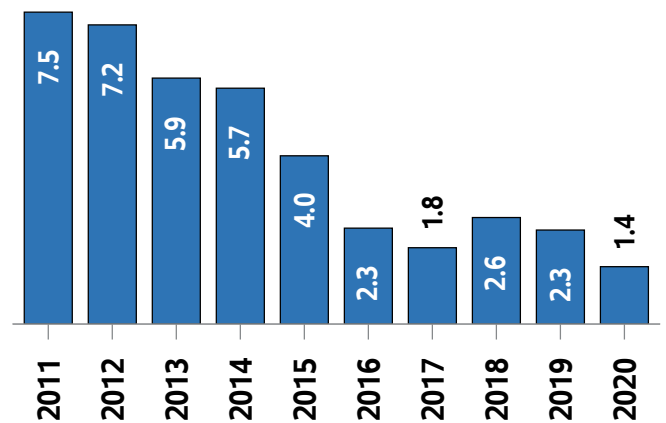
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	140	35.9	29.6	59.1	55.6	18.6	37.3
Dollar Volume	\$82,775,657	76.8	81.7	161.9	227.9	182.4	291.3
New Listings	158	10.5	-5.4	1.3	2.6	-7.6	-19.0
Active Listings	123	-51.8	-61.8	-60.3	-70.4	-78.7	-84.1
Sales to New Listings Ratio ¹	88.6	72.0	64.7	56.4	58.4	69.0	52.3
Months of Inventory ²	0.9	2.5	3.0	3.5	4.6	4.9	7.6
Average Price	\$591,255	30.1	40.2	64.6	110.8	138.0	185.1
Median Price	\$550,000	31.0	40.3	66.7	114.6	139.1	164.1
Sales to List Price Ratio	103.6	98.7	99.4	98.4	96.9	96.9	96.1
Median Days on Market	10.0	20.0	23.0	22.0	44.5	57.5	64.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	1,010	-2.0	5.2	-14.6	-0.8	8.1	9.9
Dollar Volume	\$526,658,921	15.5	35.2	22.2	90.5	125.6	158.5
New Listings	1,192	-13.7	-15.8	-22.5	-14.1	-24.0	-33.0
Active Listings ³	155	-40.2	-43.3	-35.7	-66.1	-74.7	-80.5
Sales to New Listings Ratio ⁴	84.7	74.6	67.8	76.9	73.3	59.5	51.6
Months of Inventory ⁵	1.4	2.3	2.6	1.8	4.0	5.9	7.8
Average Price	\$521,444	17.9	28.5	43.0	92.0	108.6	135.2
Median Price	\$493,500	17.5	28.2	41.0	97.0	111.8	135.0
Sales to List Price Ratio	101.6	100.2	99.8	101.4	97.3	97.3	96.0
Median Days on Market	13.0	20.0	18.0	14.0	44.0	52.5	64.0

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.

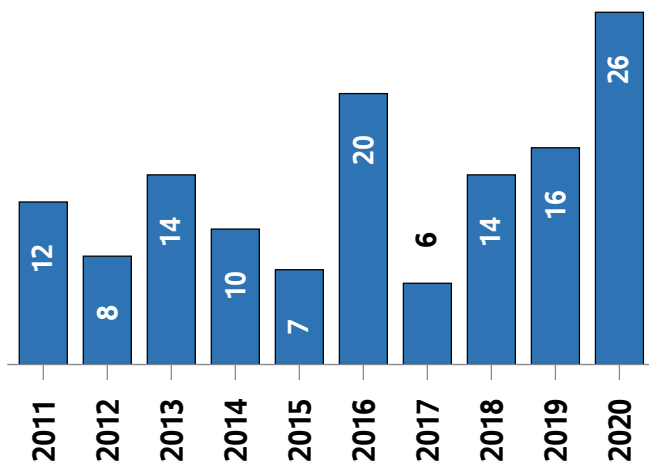
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

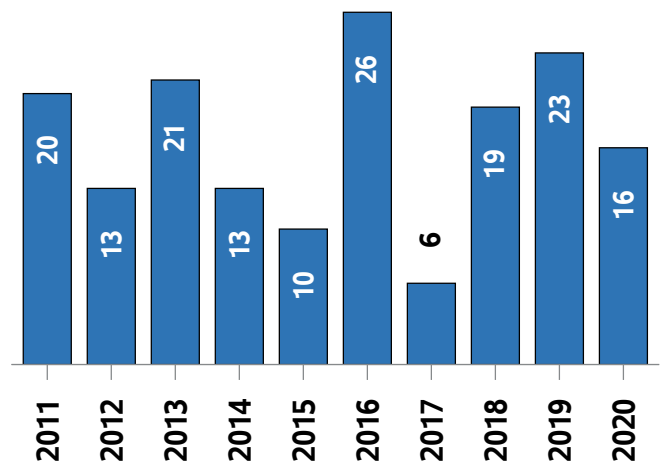
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Semi-Detached Market Activity

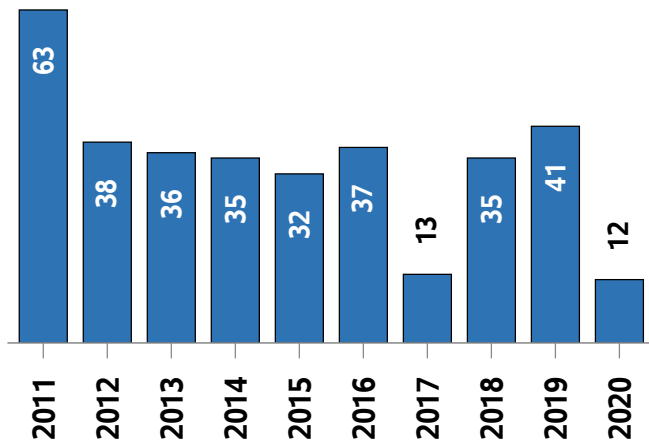
Sales Activity (September only)



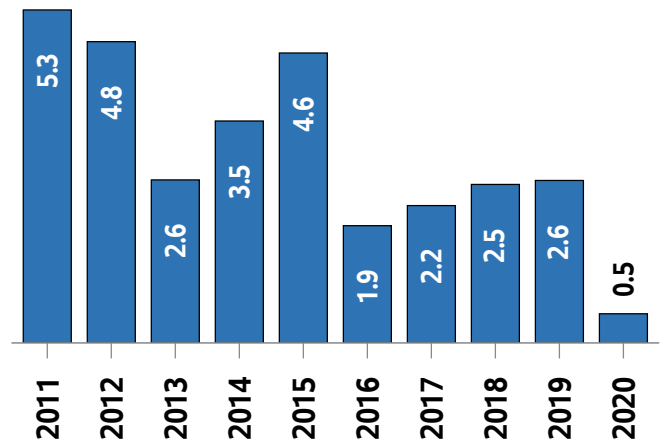
New Listings (September only)



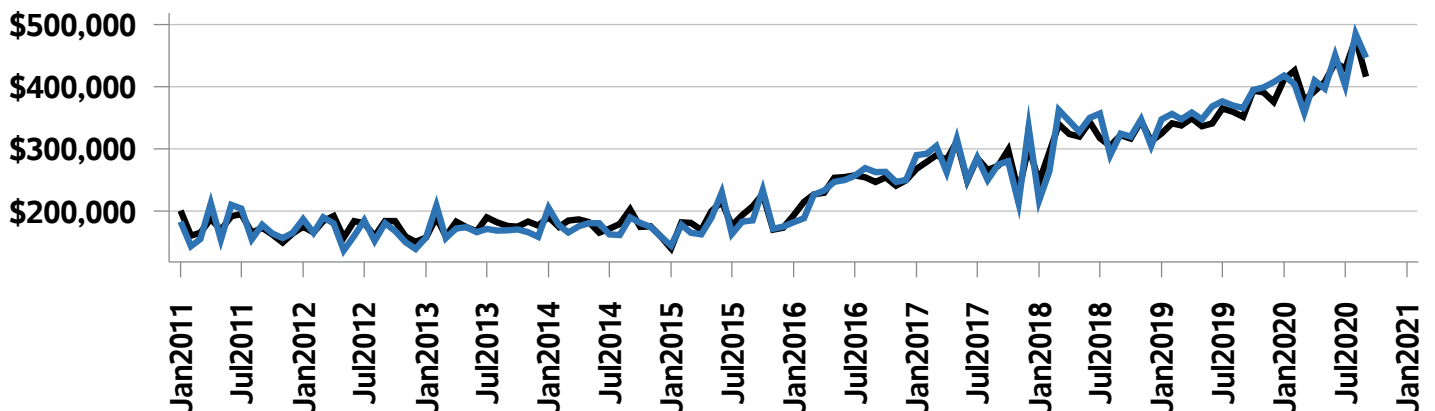
Active Listings (September only)



Months of Inventory (September only)

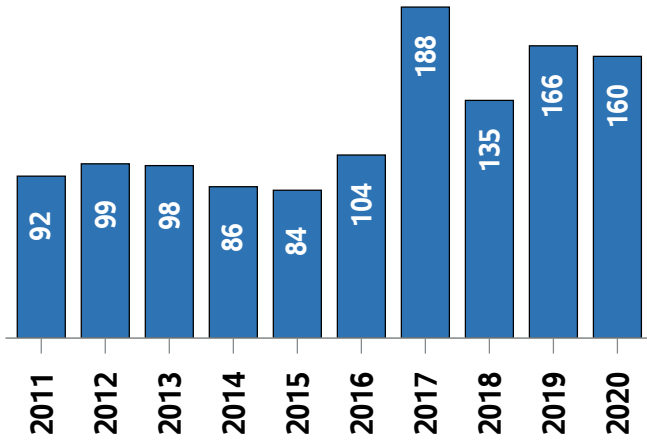


Average Price and Median Price

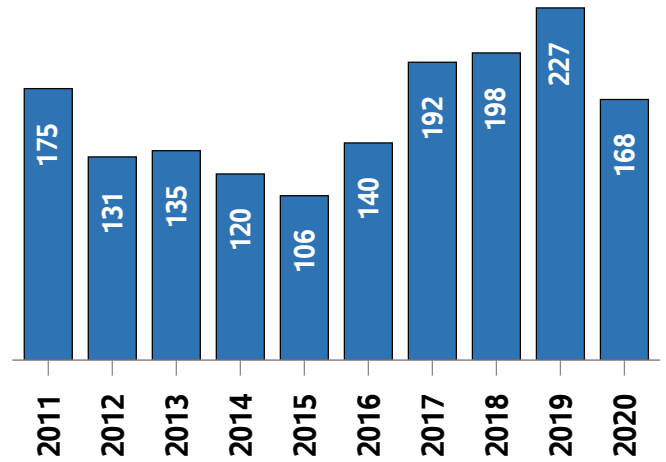


Woodstock-Ingersoll MLS® Semi-Detached Market Activity

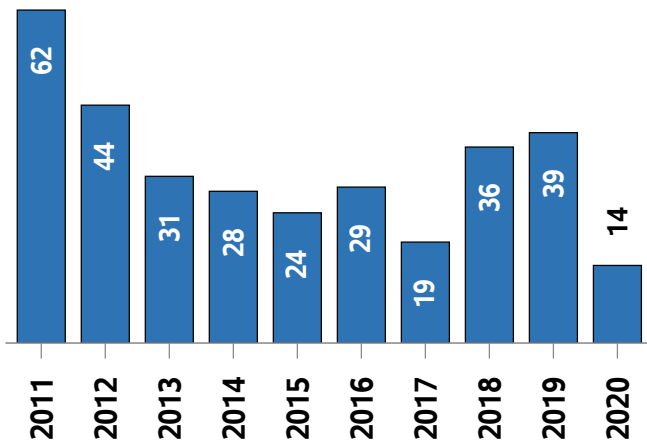
Sales Activity (September Year-to-date)



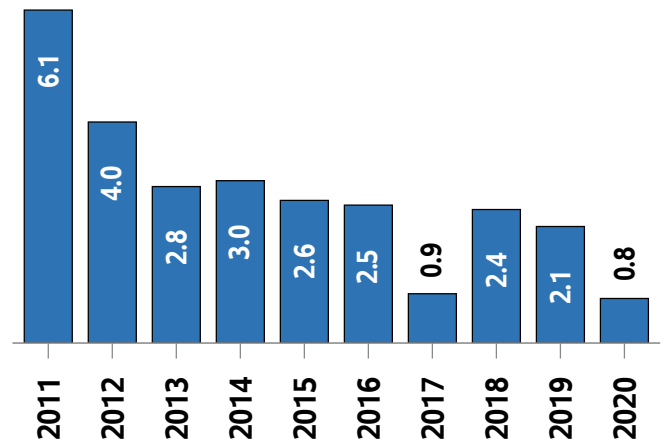
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	26	62.5	85.7	333.3	271.4	85.7	188.9
Dollar Volume	\$10,820,594	92.3	140.0	561.3	644.4	339.0	672.1
New Listings	16	-30.4	-15.8	166.7	60.0	-23.8	23.1
Active Listings	12	-70.7	-65.7	-7.7	-62.5	-66.7	-77.8
Sales to New Listings Ratio ¹	162.5	69.6	73.7	100.0	70.0	66.7	69.2
Months of Inventory ²	0.5	2.6	2.5	2.2	4.6	2.6	6.0
Average Price	\$416,177	18.4	29.2	52.6	100.4	136.4	167.3
Median Price	\$446,709	22.2	37.7	62.5	141.5	164.3	179.4
Sales to List Price Ratio	105.0	99.5	100.6	96.3	97.6	97.0	97.7
Median Days on Market	9.0	14.0	16.0	65.5	25.0	39.5	66.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	160	-3.6	18.5	-14.9	90.5	63.3	122.2
Dollar Volume	\$68,896,247	20.1	59.1	29.1	337.1	297.0	484.4
New Listings	168	-26.0	-15.2	-12.5	58.5	24.4	32.3
Active Listings ³	14	-63.1	-60.4	-23.1	-40.4	-53.4	-74.4
Sales to New Listings Ratio ⁴	95.2	73.1	68.2	97.9	79.2	72.6	56.7
Months of Inventory ⁵	0.8	2.1	2.4	0.9	2.6	2.8	7.1
Average Price	\$430,602	24.6	34.2	51.6	129.5	143.2	163.0
Median Price	\$429,900	20.8	26.8	48.3	145.7	155.5	171.3
Sales to List Price Ratio	103.8	101.0	100.6	104.1	97.4	97.5	97.5
Median Days on Market	12.0	14.0	16.0	14.0	29.0	30.0	50.0

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

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

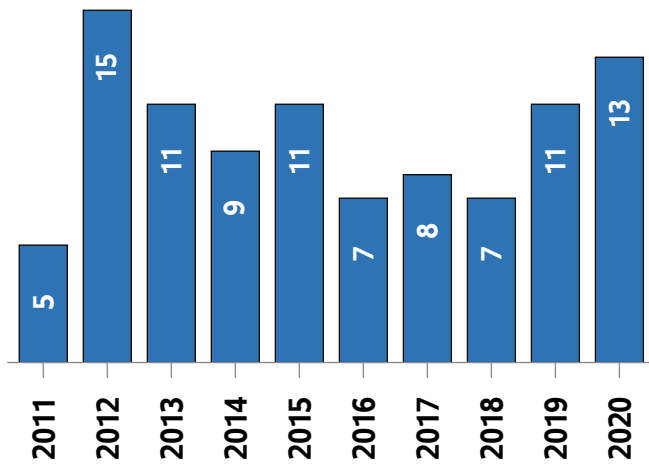
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

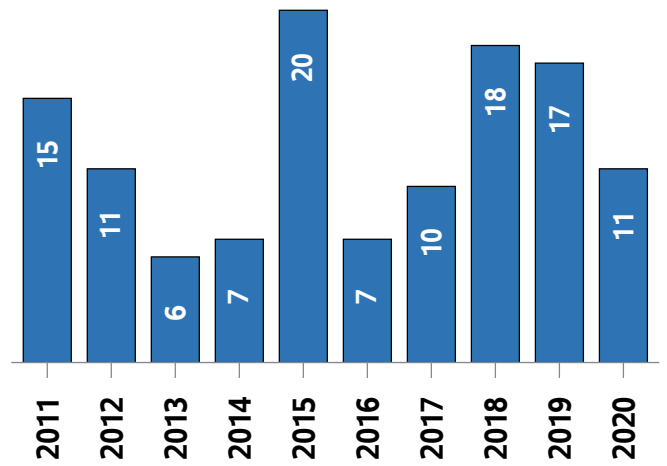
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Woodstock-Ingersoll MLS® Condo Market Activity

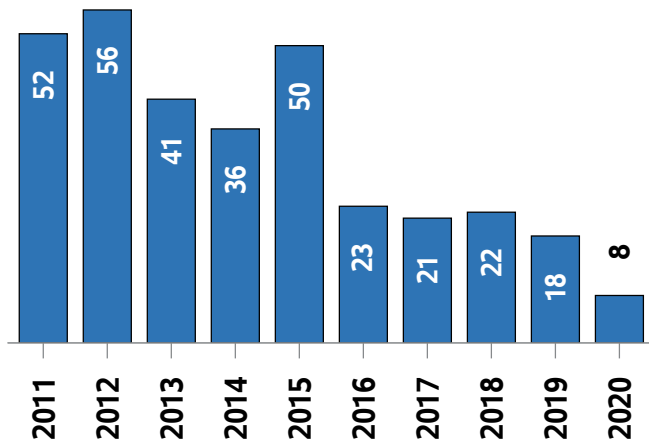
Sales Activity (September only)



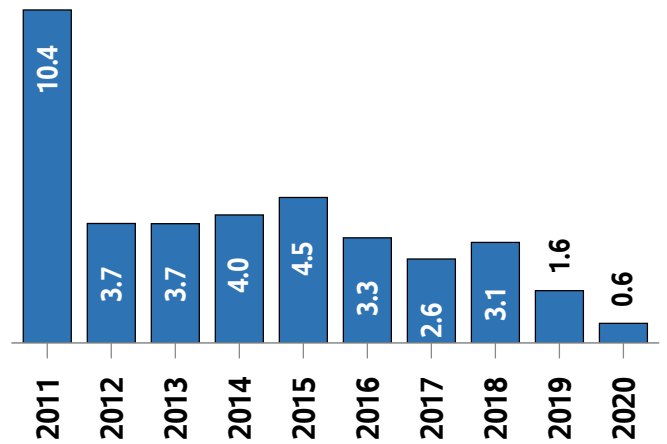
New Listings (September only)



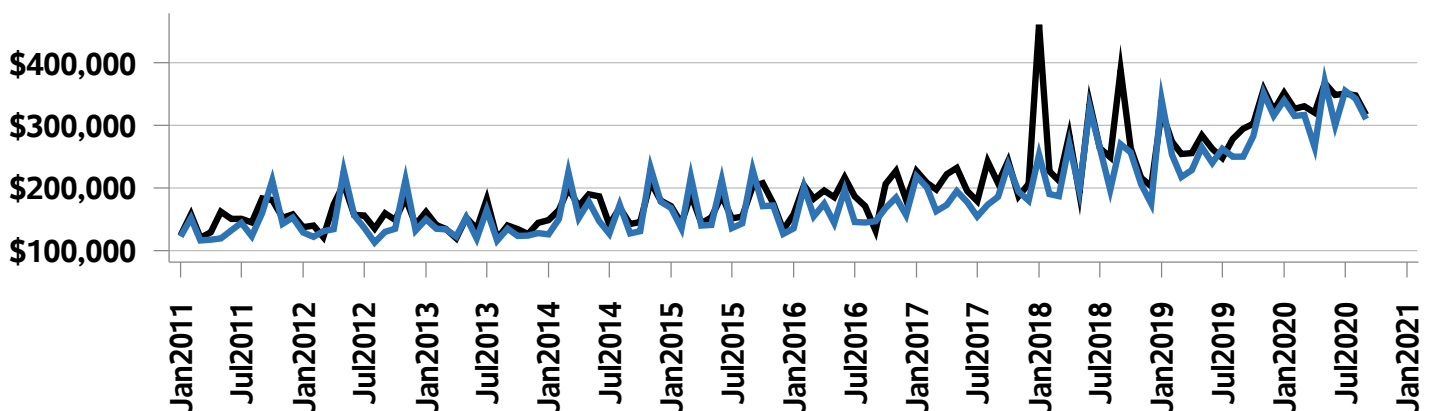
Active Listings (September only)



Months of Inventory (September only)

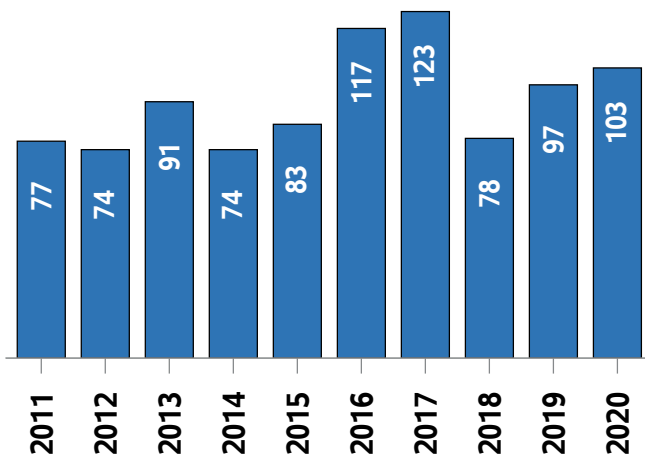


Average Price and Median Price

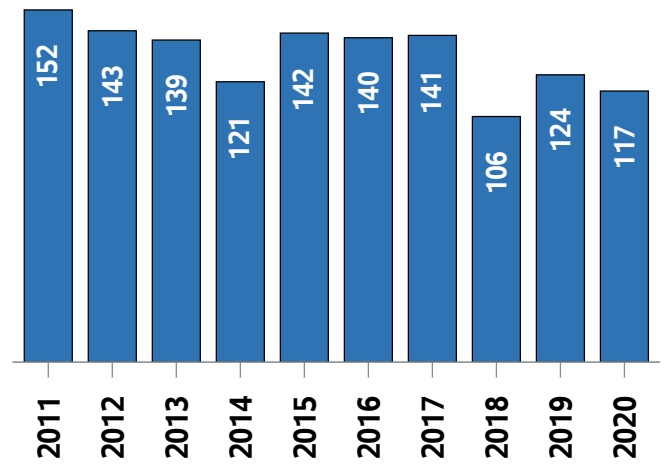


Woodstock-Ingersoll MLS® Condo Market Activity

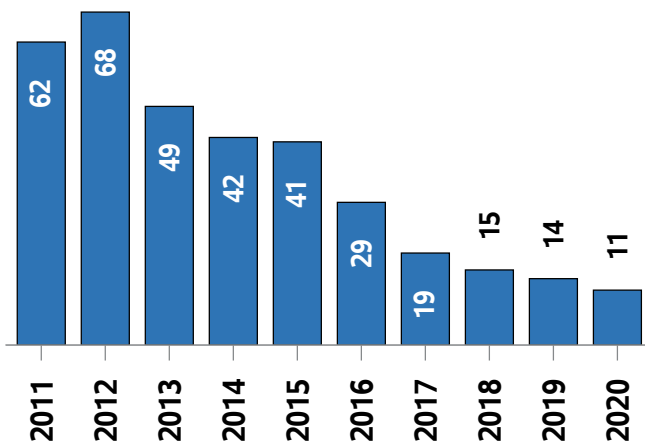
Sales Activity (September Year-to-date)



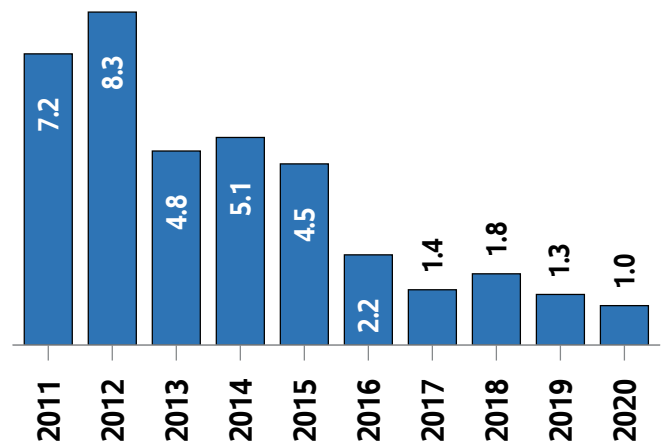
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	13	18.2	85.7	62.5	18.2	18.2	225.0
Dollar Volume	\$4,118,400	27.1	51.5	148.0	84.8	167.1	778.1
New Listings	11	-35.3	-38.9	10.0	-45.0	83.3	-21.4
Active Listings	8	-55.6	-63.6	-61.9	-84.0	-80.5	-88.6
Sales to New Listings Ratio ¹	118.2	64.7	38.9	80.0	55.0	183.3	28.6
Months of Inventory ²	0.6	1.6	3.1	2.6	4.5	3.7	17.5
Average Price	\$316,800	7.5	-18.4	52.6	56.4	126.0	170.2
Median Price	\$309,900	24.0	14.8	66.6	35.3	129.6	150.9
Sales to List Price Ratio	103.2	100.8	97.2	99.6	104.8	96.7	94.3
Median Days on Market	13.0	25.0	41.0	28.5	54.0	61.0	93.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	103	6.2	32.1	-16.3	24.1	13.2	37.3
Dollar Volume	\$35,226,905	33.3	65.8	36.0	151.0	168.4	211.4
New Listings	117	-5.6	10.4	-17.0	-17.6	-15.8	-22.5
Active Listings ³	11	-17.2	-26.8	-40.2	-72.9	-76.9	-83.1
Sales to New Listings Ratio ⁴	88.0	78.2	73.6	87.2	58.5	65.5	49.7
Months of Inventory ⁵	1.0	1.3	1.8	1.4	4.5	4.8	8.0
Average Price	\$342,009	25.5	25.5	62.4	102.2	137.1	126.8
Median Price	\$330,000	32.1	37.5	88.7	124.5	148.1	144.4
Sales to List Price Ratio	103.0	102.2	100.5	101.1	98.9	96.3	96.9
Median Days on Market	14.0	14.0	17.0	21.0	47.0	64.0	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.

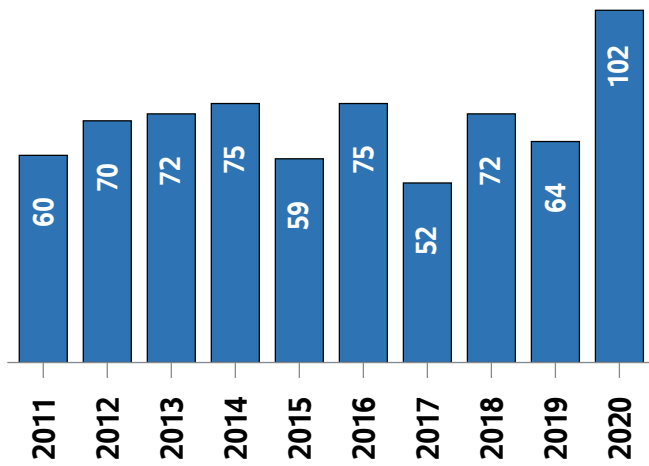
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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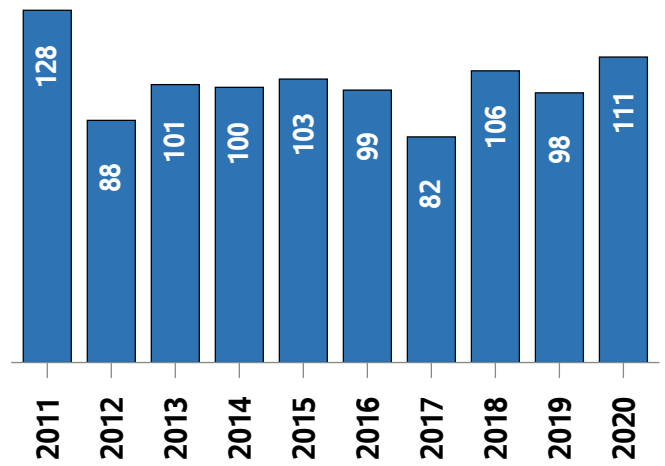
1 - Woodstock City

MLS® Residential Market Activity

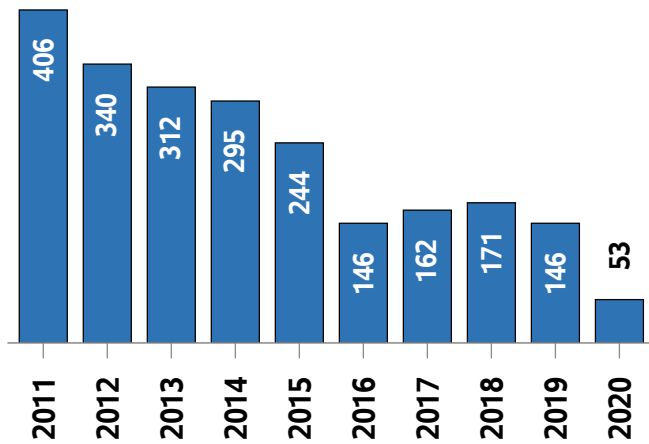
Sales Activity (September only)



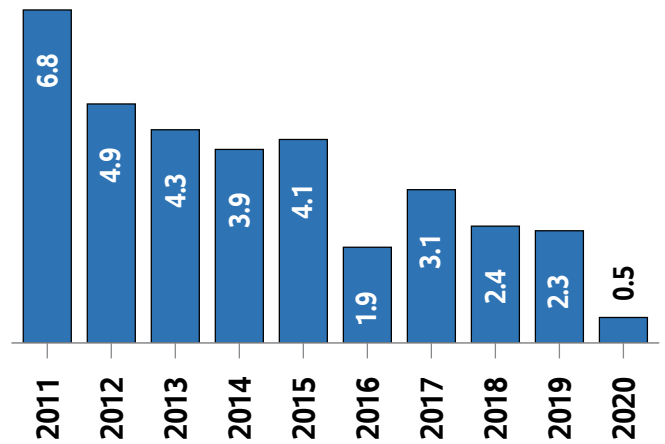
New Listings (September only)



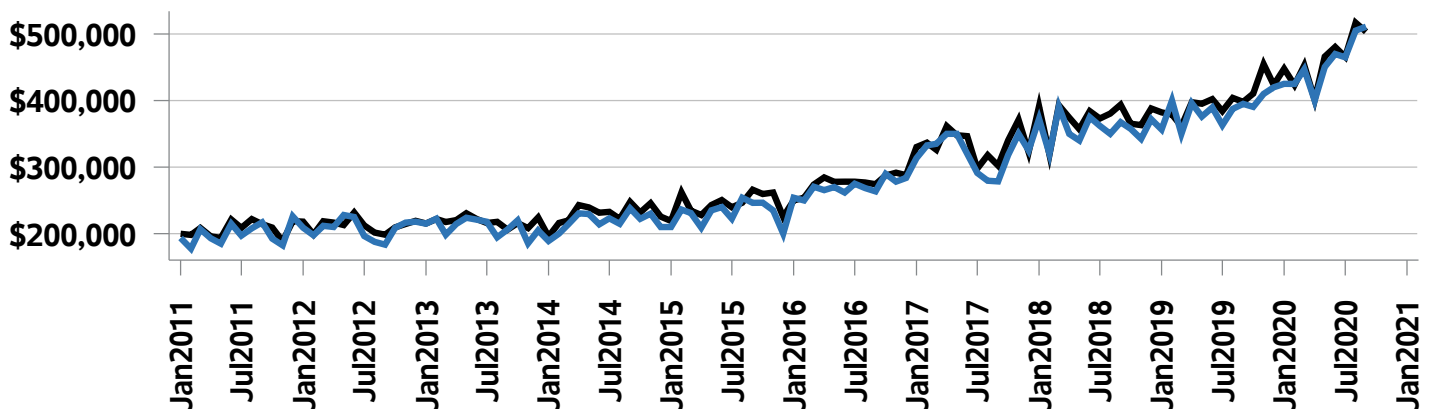
Active Listings (September only)



Months of Inventory (September only)

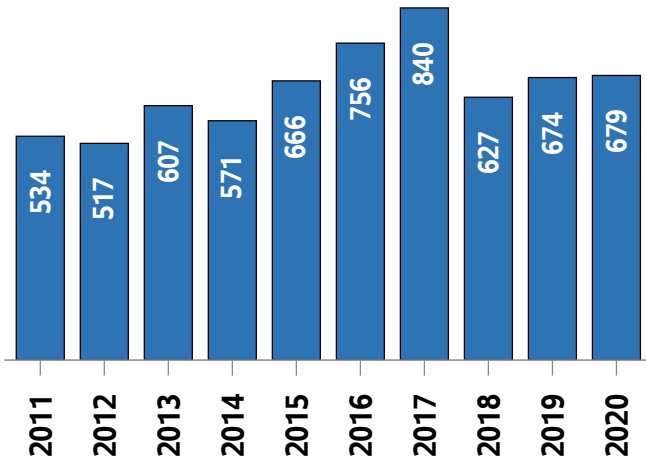


Average Price and Median Price

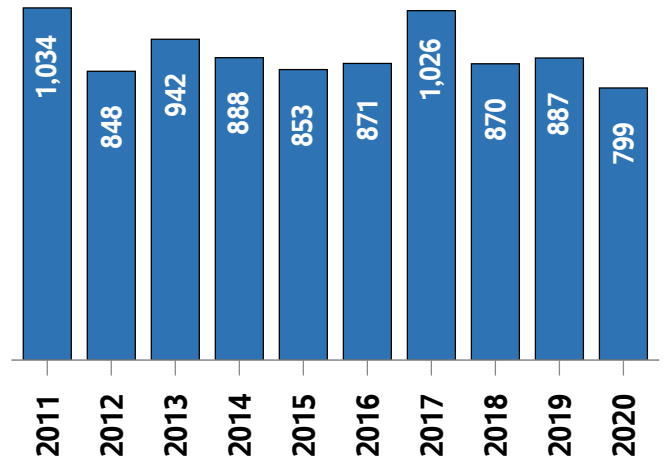


1 - Woodstock City MLS® Residential Market Activity

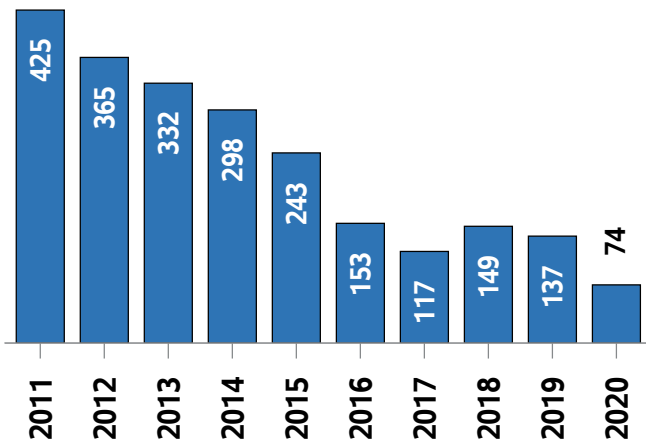
Sales Activity (September Year-to-date)



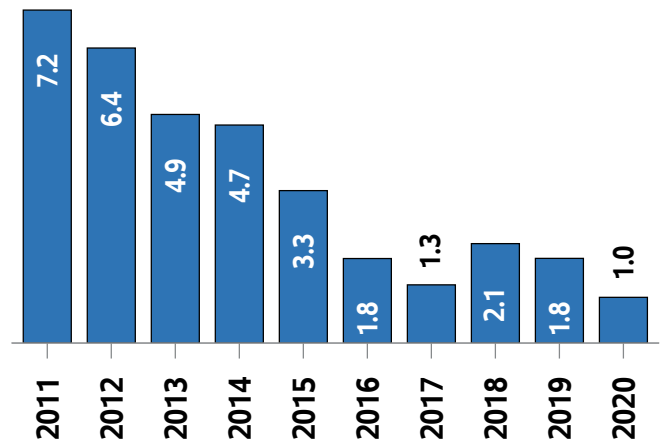
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	102	59.4	41.7	96.2	72.9	41.7	108.2
Dollar Volume	\$51,346,127	101.6	81.1	226.7	227.2	246.2	450.7
New Listings	111	13.3	4.7	35.4	7.8	9.9	16.8
Active Listings	53	-63.7	-69.0	-67.3	-78.3	-83.0	-87.7
Sales to New Listings Ratio ¹	91.9	65.3	67.9	63.4	57.3	71.3	51.6
Months of Inventory ²	0.5	2.3	2.4	3.1	4.1	4.3	8.8
Average Price	\$503,393	26.5	27.8	66.5	89.3	144.4	164.5
Median Price	\$511,000	29.4	39.0	83.5	107.5	147.8	162.1
Sales to List Price Ratio	104.3	99.7	99.1	98.3	97.9	97.0	96.9
Median Days on Market	9.0	15.0	22.5	23.0	31.0	53.5	62.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	679	0.7	8.3	-19.2	2.0	11.9	30.1
Dollar Volume	\$320,056,180	21.4	36.0	14.4	97.8	140.6	196.2
New Listings	799	-9.9	-8.2	-22.1	-6.3	-15.2	-21.1
Active Listings ³	74	-45.5	-50.1	-36.4	-69.4	-77.6	-83.2
Sales to New Listings Ratio ⁴	85.0	76.0	72.1	81.9	78.1	64.4	51.5
Months of Inventory ⁵	1.0	1.8	2.1	1.3	3.3	4.9	7.6
Average Price	\$471,364	20.5	25.6	41.5	94.1	115.1	127.7
Median Price	\$460,000	21.1	27.1	42.5	100.0	115.0	135.3
Sales to List Price Ratio	102.5	100.3	99.8	101.7	97.8	97.7	95.9
Median Days on Market	11.0	18.0	18.0	14.0	38.0	47.0	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.

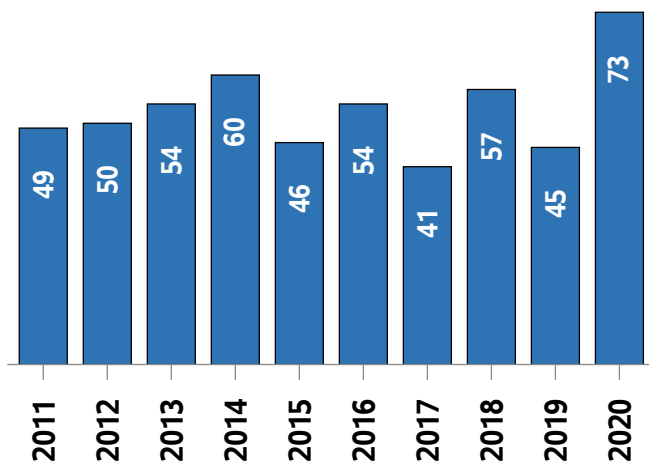
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

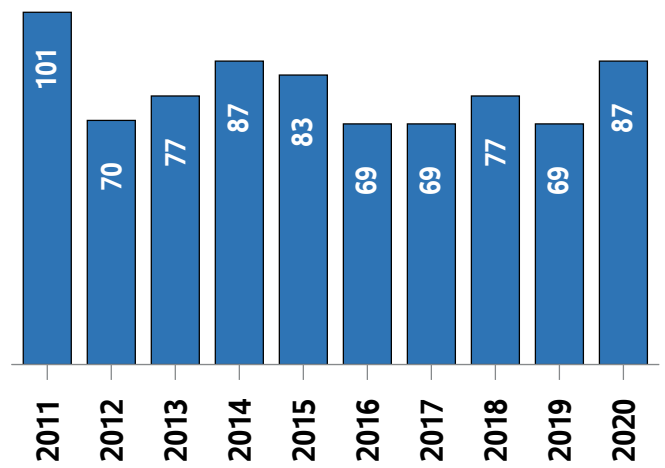
1 - Woodstock City

MLS® Single Detached Market Activity

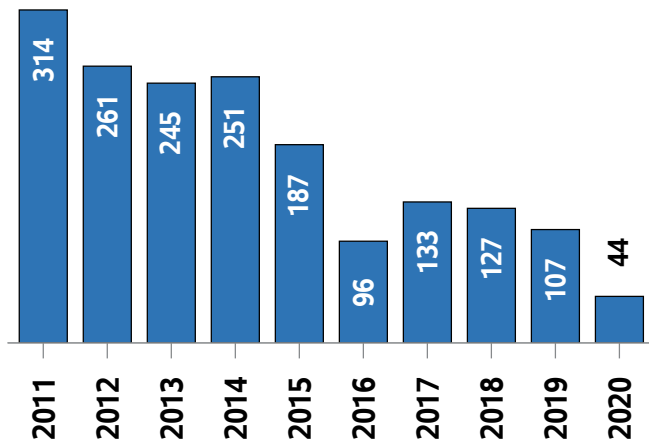
Sales Activity (September only)



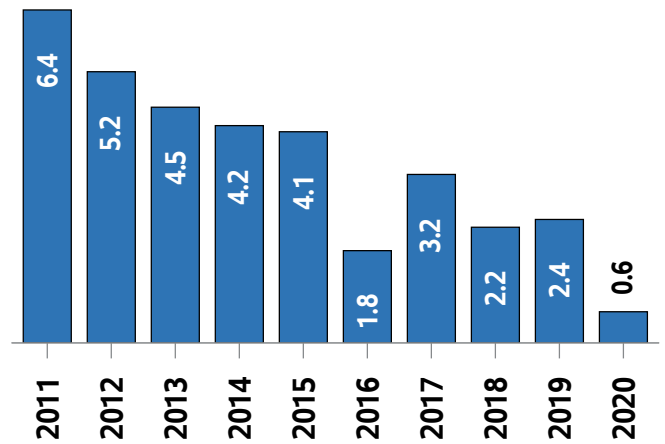
New Listings (September only)



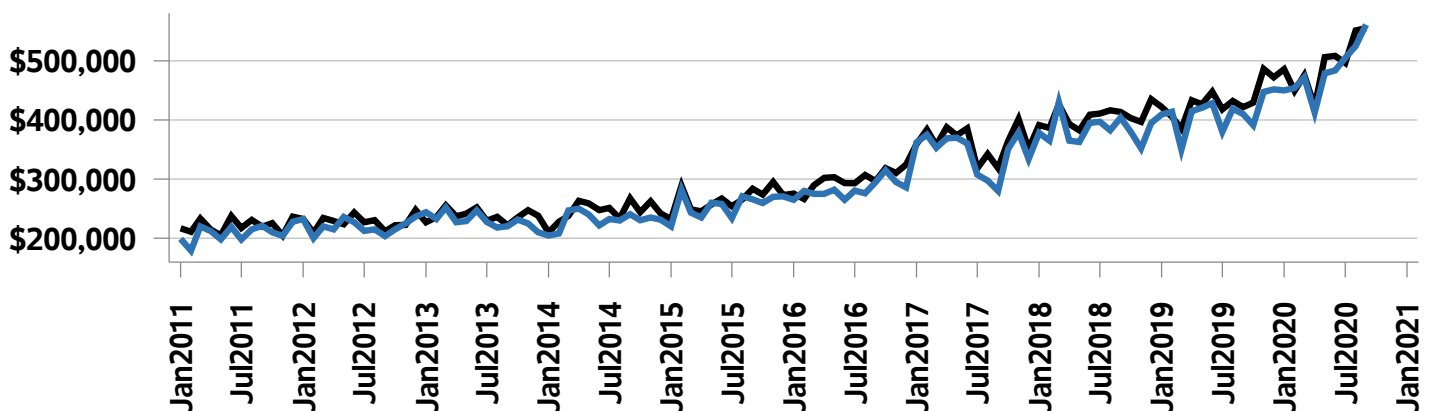
Active Listings (September only)



Months of Inventory (September only)



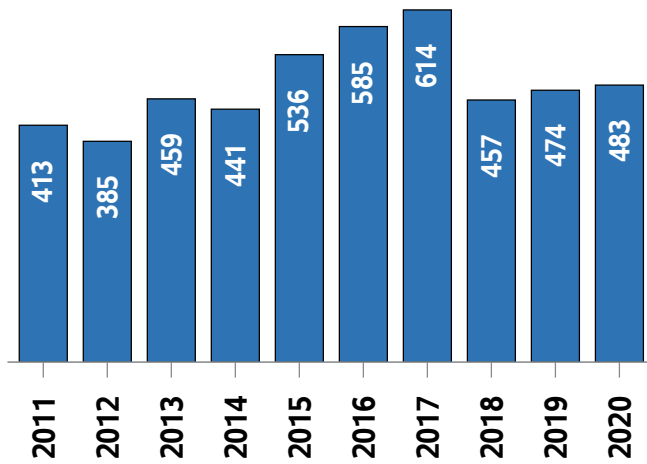
Average Price and Median Price



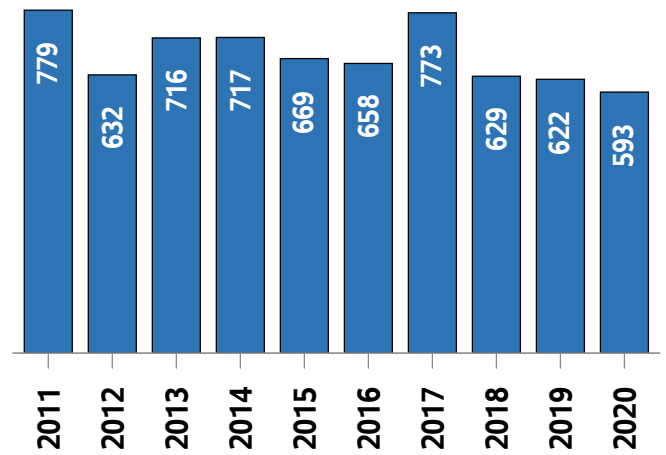
1 - Woodstock City

MLS® Single Detached Market Activity

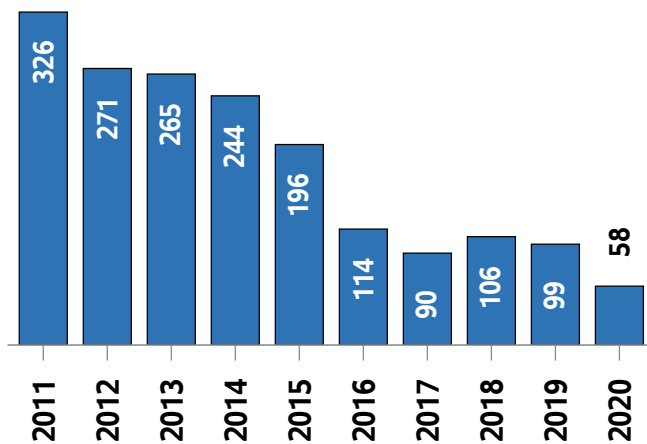
Sales Activity (September Year-to-date)



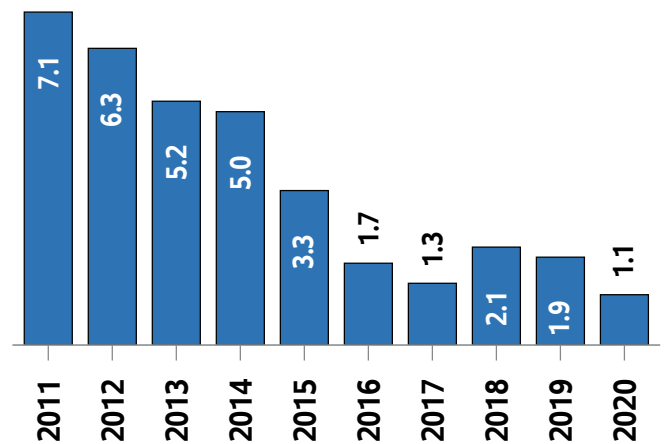
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	73	62.2	28.1	78.0	58.7	35.2	73.8
Dollar Volume	\$40,542,311	113.7	72.0	210.4	210.6	238.5	381.1
New Listings	87	26.1	13.0	26.1	4.8	13.0	16.0
Active Listings	44	-58.9	-65.4	-66.9	-76.5	-82.0	-86.9
Sales to New Listings Ratio ¹	83.9	65.2	74.0	59.4	55.4	70.1	56.0
Months of Inventory ²	0.6	2.4	2.2	3.2	4.1	4.5	8.0
Average Price	\$555,374	31.7	34.3	74.3	95.7	150.4	176.8
Median Price	\$561,100	36.9	38.9	100.4	111.1	154.8	169.4
Sales to List Price Ratio	103.9	99.8	99.0	98.2	97.9	97.0	97.1
Median Days on Market	9.0	15.0	22.0	21.0	33.5	54.0	66.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	483	1.9	5.7	-21.3	-9.9	5.2	15.3
Dollar Volume	\$243,739,027	21.3	31.8	9.4	75.4	123.4	164.0
New Listings	593	-4.7	-5.7	-23.3	-11.4	-17.2	-26.9
Active Listings ³	58	-41.6	-45.6	-35.9	-70.6	-78.2	-83.6
Sales to New Listings Ratio ⁴	81.5	76.2	72.7	79.4	80.1	64.1	51.7
Months of Inventory ⁵	1.1	1.9	2.1	1.3	3.3	5.2	7.6
Average Price	\$504,636	19.0	24.7	39.1	94.6	112.3	129.0
Median Price	\$485,000	18.6	26.0	40.5	94.8	110.9	131.0
Sales to List Price Ratio	102.0	99.9	99.5	101.7	97.9	97.9	95.7
Median Days on Market	10.0	19.5	19.0	13.0	40.0	48.0	57.0

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

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

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

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

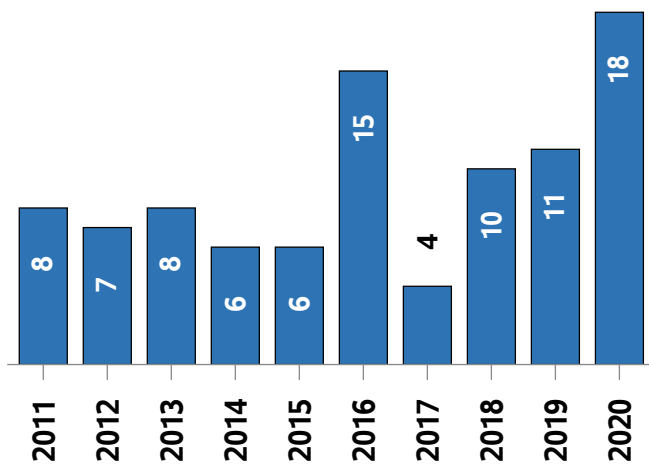
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

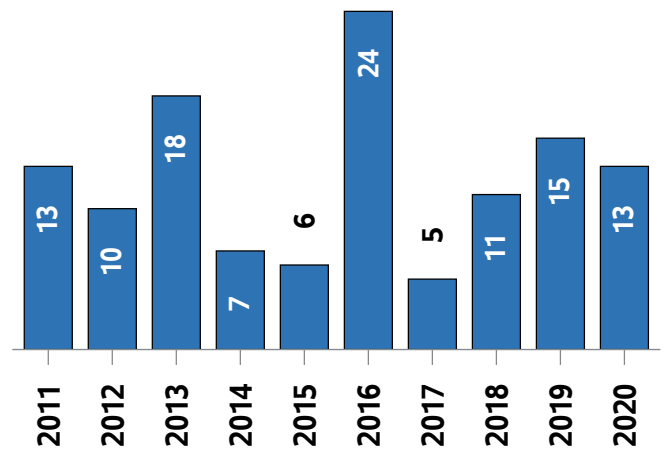
1 - Woodstock City

MLS® Semi-Detached Market Activity

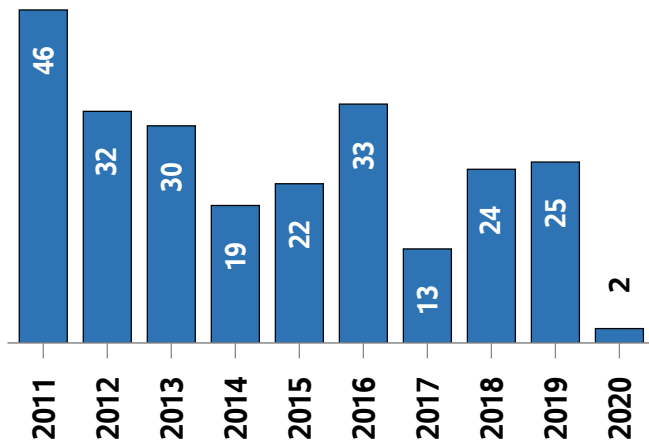
Sales Activity (September only)



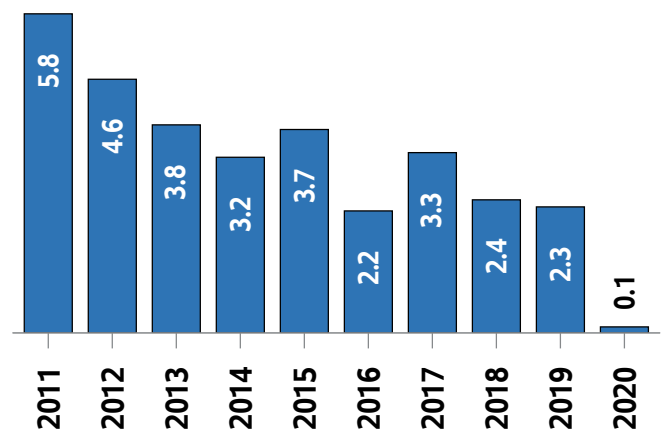
New Listings (September only)



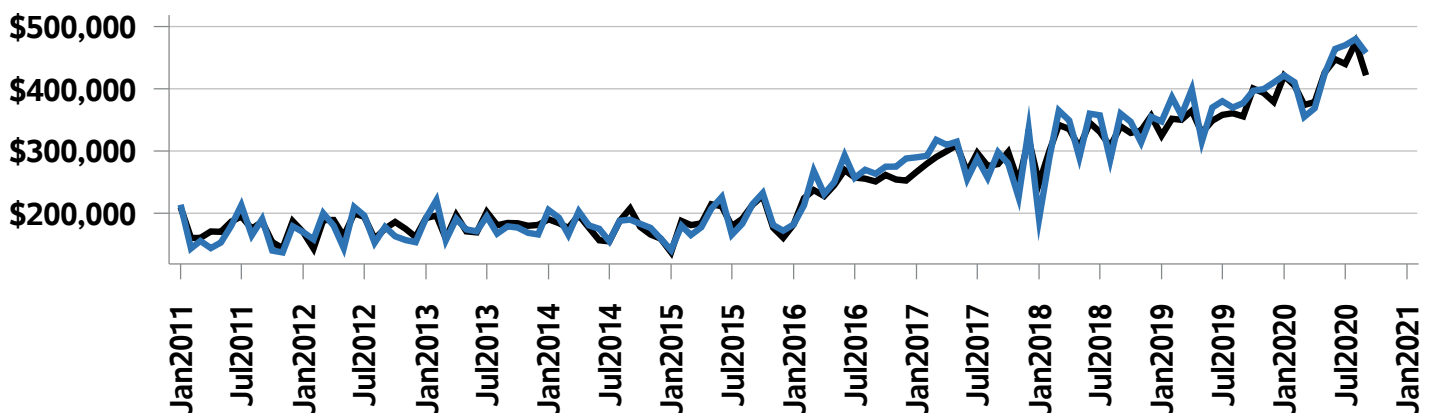
Active Listings (September only)



Months of Inventory (September only)



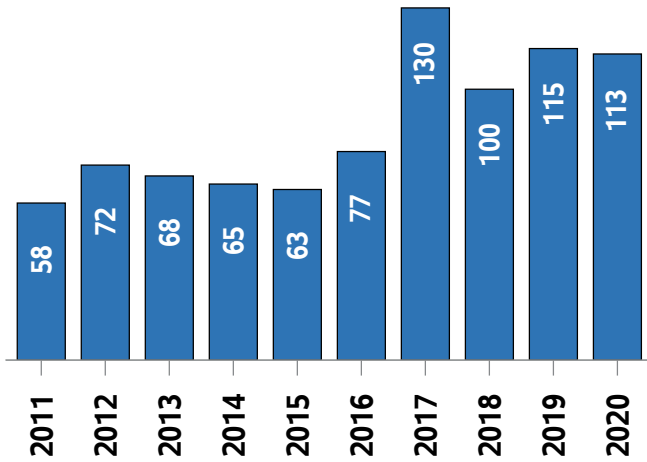
Average Price and Median Price



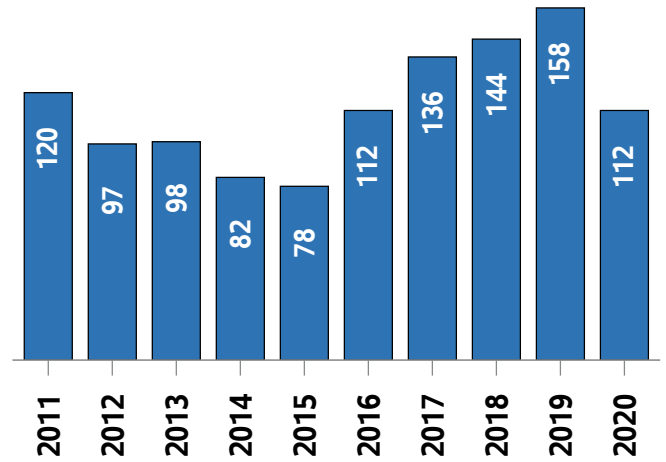
1 - Woodstock City

MLS® Semi-Detached Market Activity

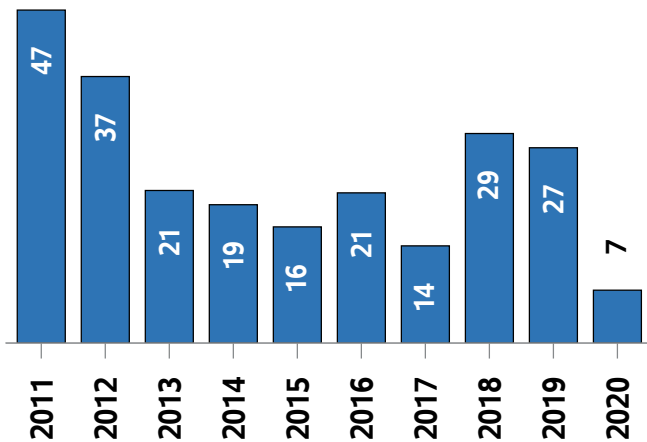
Sales Activity (September Year-to-date)



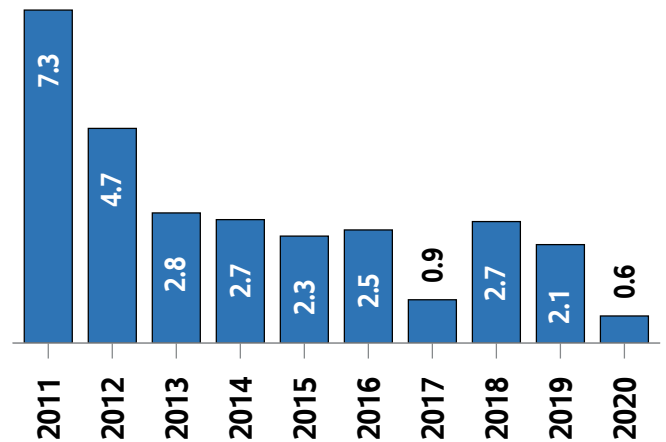
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	18	63.6	80.0	350.0	200.0	125.0	350.0
Dollar Volume	\$7,590,016	94.0	123.4	580.0	491.3	414.6	1,207.5
New Listings	13	-13.3	18.2	160.0	116.7	-27.8	18.2
Active Listings	2	-92.0	-91.7	-84.6	-90.9	-93.3	-95.1
Sales to New Listings Ratio ¹	138.5	73.3	90.9	80.0	100.0	44.4	36.4
Months of Inventory ²	0.1	2.3	2.4	3.3	3.7	3.8	10.3
Average Price	\$421,668	18.6	24.1	51.1	97.1	128.7	190.6
Median Price	\$457,663	21.4	27.1	53.5	112.9	155.7	215.6
Sales to List Price Ratio	106.1	98.7	99.4	96.1	97.6	97.2	97.4
Median Days on Market	8.0	15.0	16.5	65.5	24.0	28.5	55.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	113	-1.7	13.0	-13.1	79.4	66.2	189.7
Dollar Volume	\$49,118,747	22.1	51.2	31.6	309.0	294.3	680.6
New Listings	112	-29.1	-22.2	-17.6	43.6	14.3	38.3
Active Listings ³	7	-72.9	-74.7	-45.5	-54.4	-65.3	-79.9
Sales to New Listings Ratio ⁴	100.9	72.8	69.4	95.6	80.8	69.4	48.1
Months of Inventory ⁵	0.6	2.1	2.7	0.9	2.3	2.8	8.6
Average Price	\$434,679	24.3	33.8	51.3	128.0	137.3	169.4
Median Price	\$449,050	24.0	30.2	54.9	156.6	155.9	180.7
Sales to List Price Ratio	103.7	100.7	100.5	102.4	97.6	97.7	97.4
Median Days on Market	12.0	16.0	17.5	14.5	29.0	29.5	50.0

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.

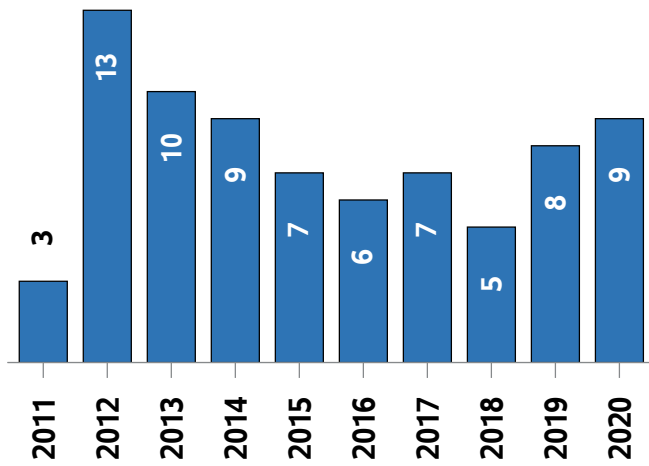
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

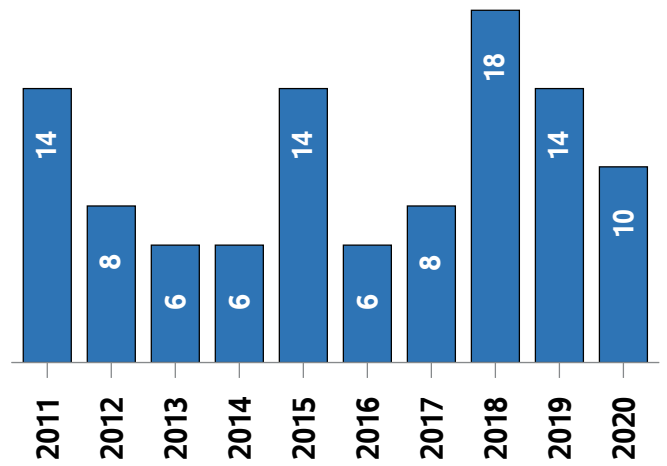
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

1 - Woodstock City MLS® Condo Market Activity

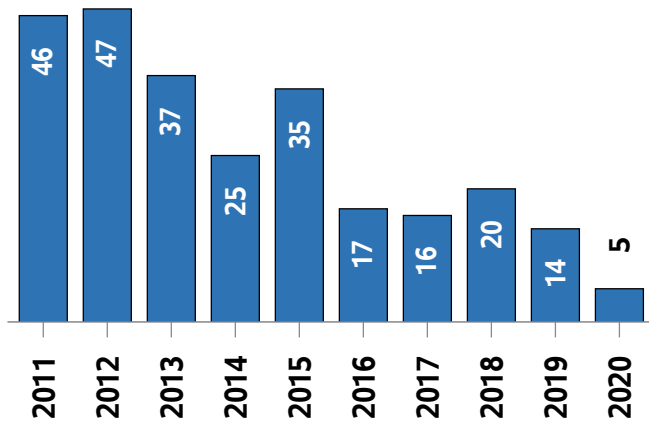
Sales Activity (September only)



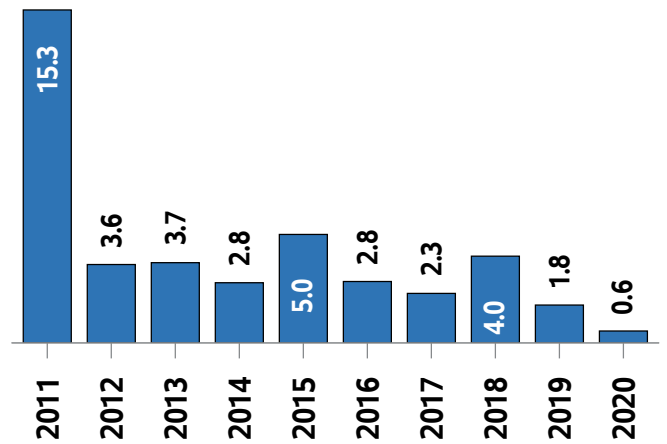
New Listings (September only)



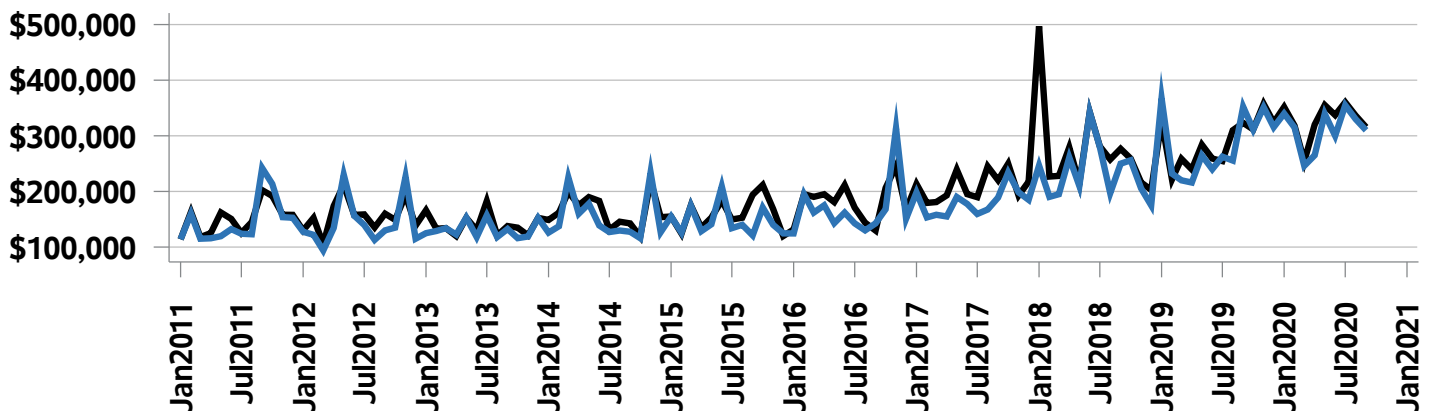
Active Listings (September only)



Months of Inventory (September only)

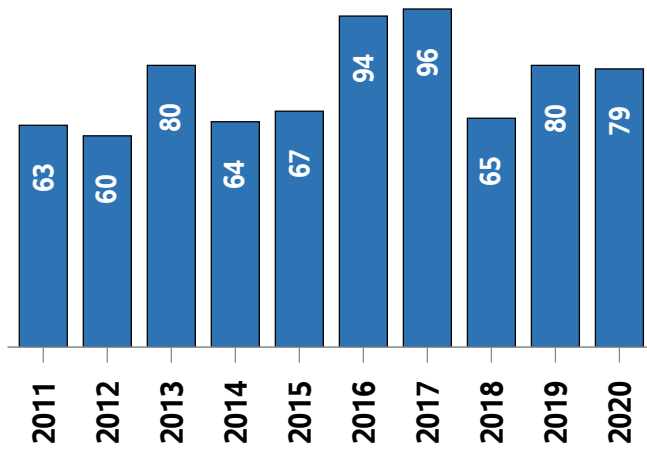


Average Price and Median Price

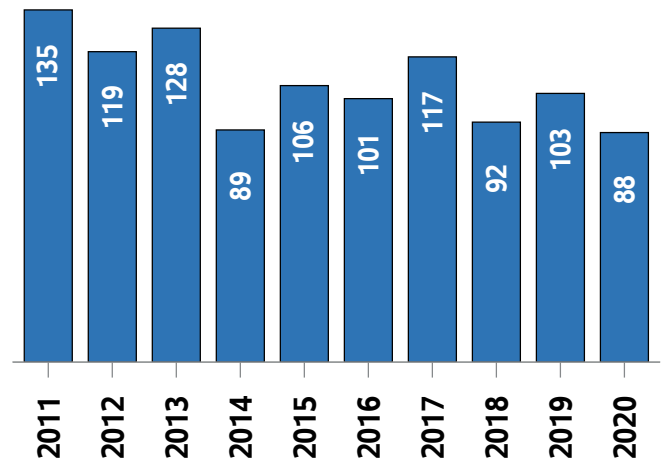


1 - Woodstock City MLS® Condo Market Activity

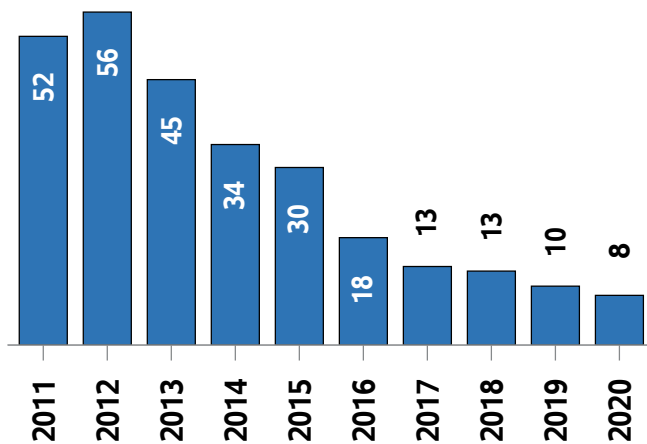
Sales Activity (September Year-to-date)



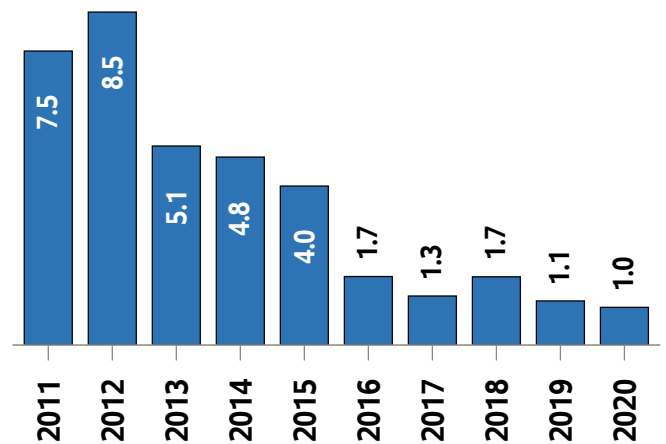
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	9	12.5	80.0	28.6	28.6	-10.0	200.0
Dollar Volume	\$2,839,800	9.8	105.3	84.2	109.0	106.1	795.8
New Listings	10	-28.6	-44.4	25.0	-28.6	66.7	11.1
Active Listings	5	-64.3	-75.0	-68.8	-85.7	-86.5	-90.7
Sales to New Listings Ratio ¹	90.0	57.1	27.8	87.5	50.0	166.7	33.3
Months of Inventory ²	0.6	1.8	4.0	2.3	5.0	3.7	18.0
Average Price	\$315,533	-2.4	14.1	43.2	62.6	129.0	198.6
Median Price	\$309,900	-12.0	24.0	64.0	156.1	133.9	158.3
Sales to List Price Ratio	104.9	100.7	99.4	100.2	98.4	96.5	94.1
Median Days on Market	11.0	22.0	32.0	28.0	35.0	72.0	41.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	79	-1.2	21.5	-17.7	17.9	-1.2	23.4
Dollar Volume	\$26,577,605	22.2	52.0	35.2	146.9	132.0	181.3
New Listings	88	-14.6	-4.3	-24.8	-17.0	-31.3	-27.3
Active Listings ³	8	-15.6	-32.7	-36.7	-72.0	-81.2	-84.4
Sales to New Listings Ratio ⁴	89.8	77.7	70.7	82.1	63.2	62.5	52.9
Months of Inventory ⁵	1.0	1.1	1.7	1.3	4.0	5.1	7.6
Average Price	\$336,425	23.8	25.1	64.3	109.4	135.0	127.9
Median Price	\$315,000	28.2	31.3	90.4	125.0	148.1	147.5
Sales to List Price Ratio	104.0	102.3	100.8	100.7	96.7	96.4	96.8
Median Days on Market	14.0	13.5	16.0	17.5	35.0	60.0	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.

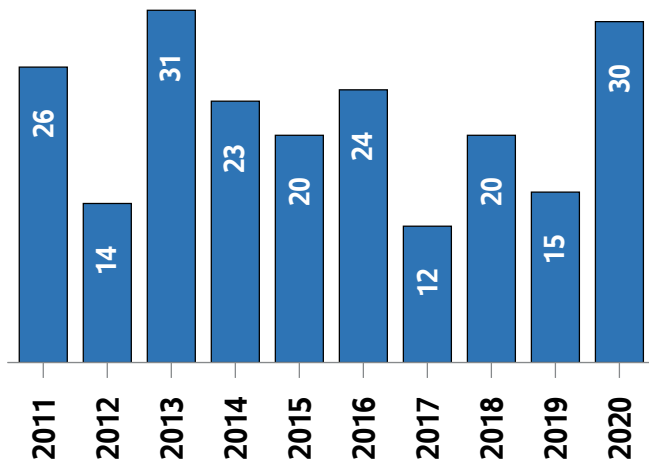
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

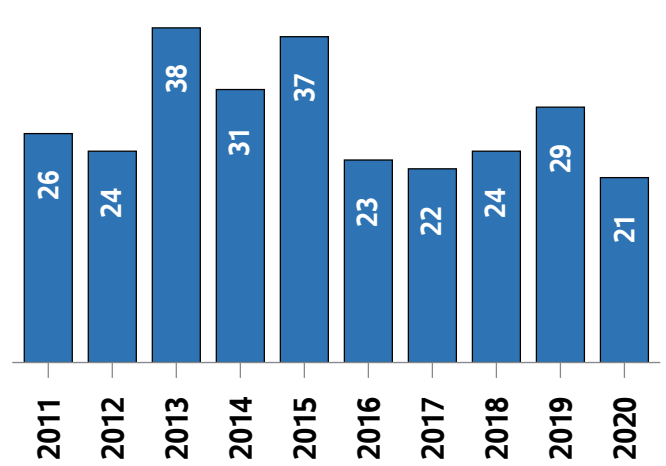
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Residential Market Activity

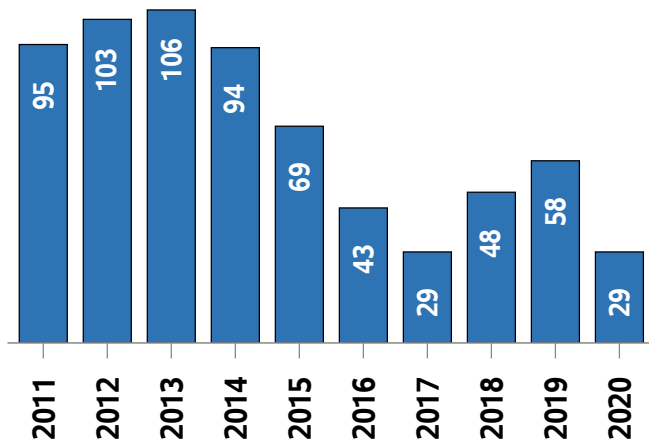
Sales Activity (September only)



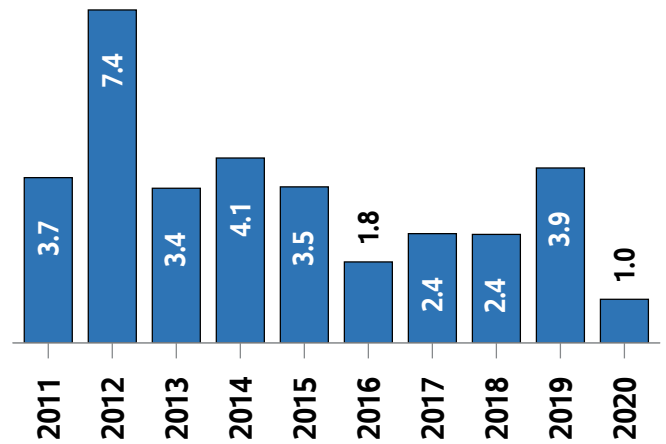
New Listings (September only)



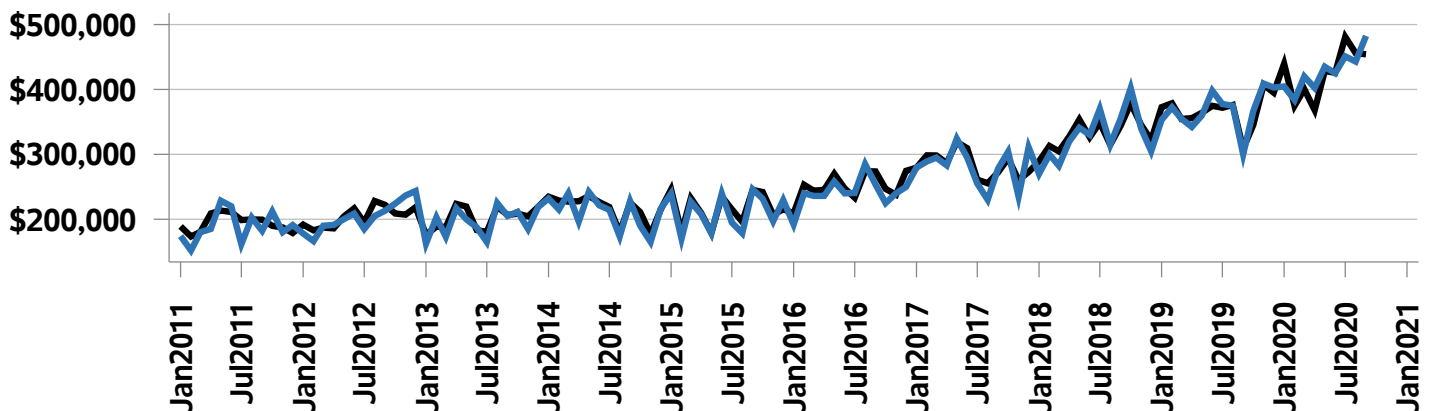
Active Listings (September only)



Months of Inventory (September only)

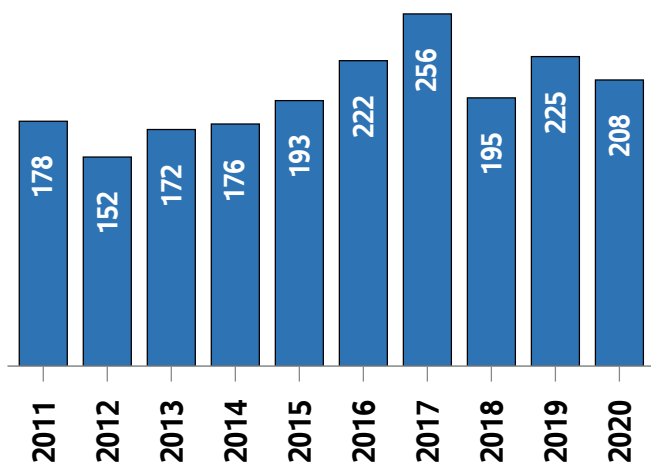


Average Price and Median Price

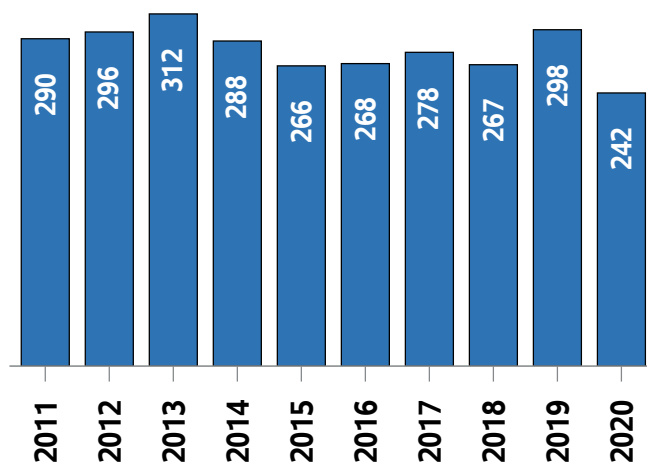


2 - Ingersoll Town MLS® Residential Market Activity

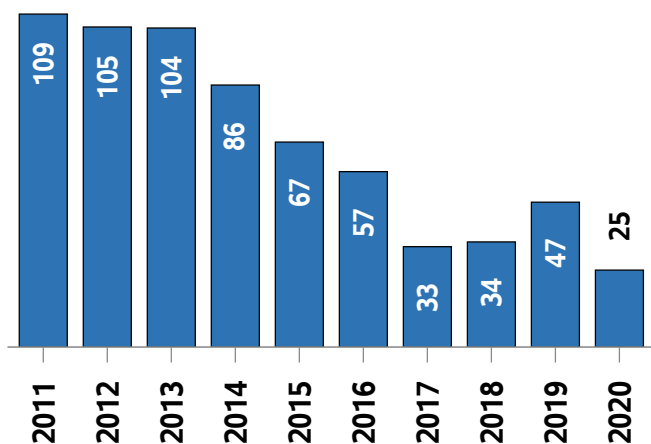
Sales Activity (September Year-to-date)



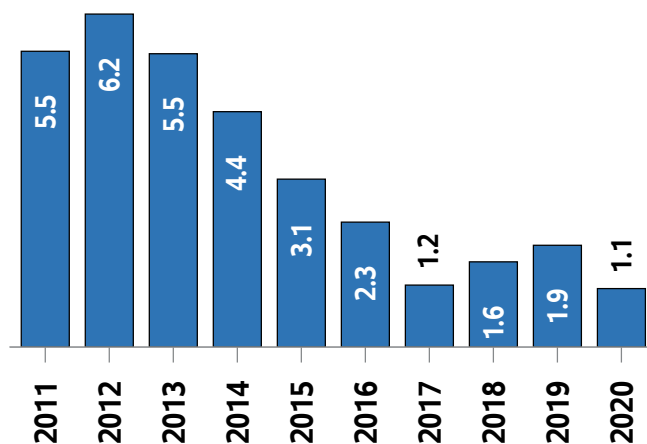
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	30	100.0	50.0	150.0	50.0	-3.2	0.0
Dollar Volume	\$13,624,900	194.3	98.1	316.9	177.8	112.9	133.4
New Listings	21	-27.6	-12.5	-4.5	-43.2	-44.7	-47.5
Active Listings	29	-50.0	-39.6	0.0	-58.0	-72.6	-76.6
Sales to New Listings Ratio ¹	142.9	51.7	83.3	54.5	54.1	81.6	75.0
Months of Inventory ²	1.0	3.9	2.4	2.4	3.5	3.4	4.1
Average Price	\$454,163	47.1	32.0	66.8	85.2	120.0	133.4
Median Price	\$482,500	60.8	35.9	73.6	96.0	135.4	150.0
Sales to List Price Ratio	103.2	100.9	102.0	96.7	102.4	97.5	96.2
Median Days on Market	9.5	14.0	10.0	14.5	52.0	49.0	65.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	208	-7.6	6.7	-18.8	7.8	20.9	3.5
Dollar Volume	\$90,120,889	10.1	41.2	19.4	115.6	162.9	131.4
New Listings	242	-18.8	-9.4	-12.9	-9.0	-22.4	-23.4
Active Listings ³	25	-46.8	-26.8	-23.3	-62.4	-75.9	-79.5
Sales to New Listings Ratio ⁴	86.0	75.5	73.0	92.1	72.6	55.1	63.6
Months of Inventory ⁵	1.1	1.9	1.6	1.2	3.1	5.5	5.5
Average Price	\$433,274	19.1	32.3	47.0	100.1	117.4	123.6
Median Price	\$426,100	16.7	31.1	45.7	97.3	126.1	124.3
Sales to List Price Ratio	102.5	101.9	101.4	103.9	98.0	97.3	97.0
Median Days on Market	11.0	13.0	12.0	14.0	37.0	57.0	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.

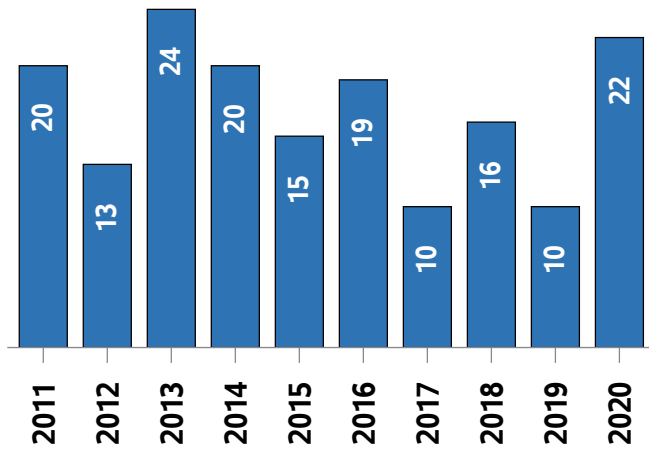
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

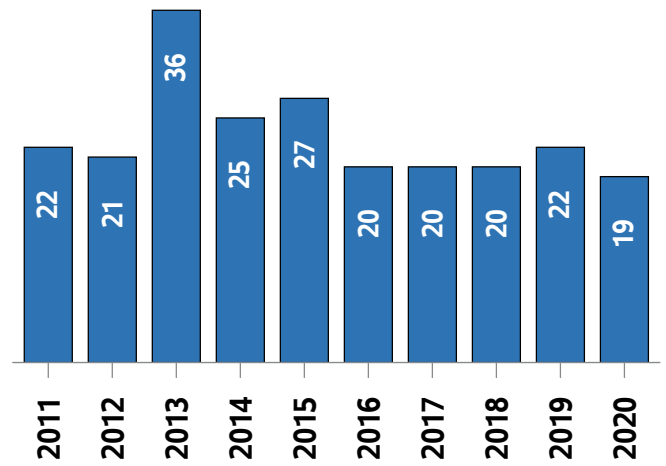
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Single Detached Market Activity

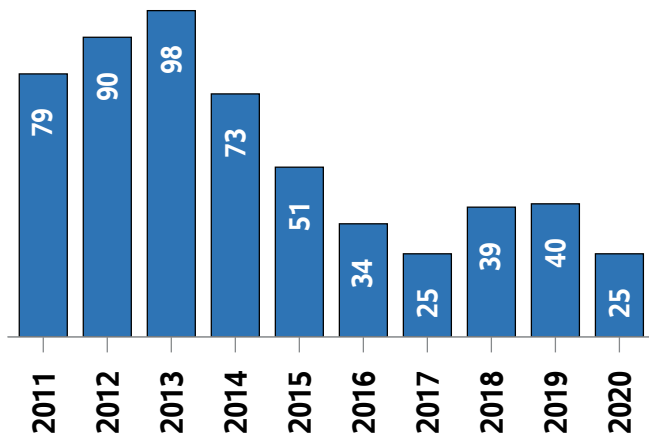
Sales Activity (September only)



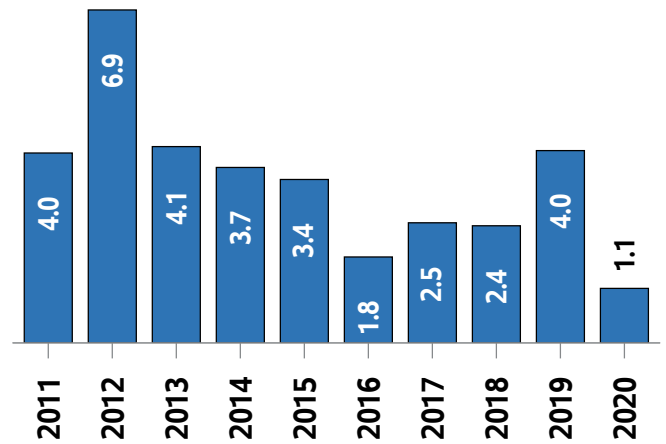
New Listings (September only)



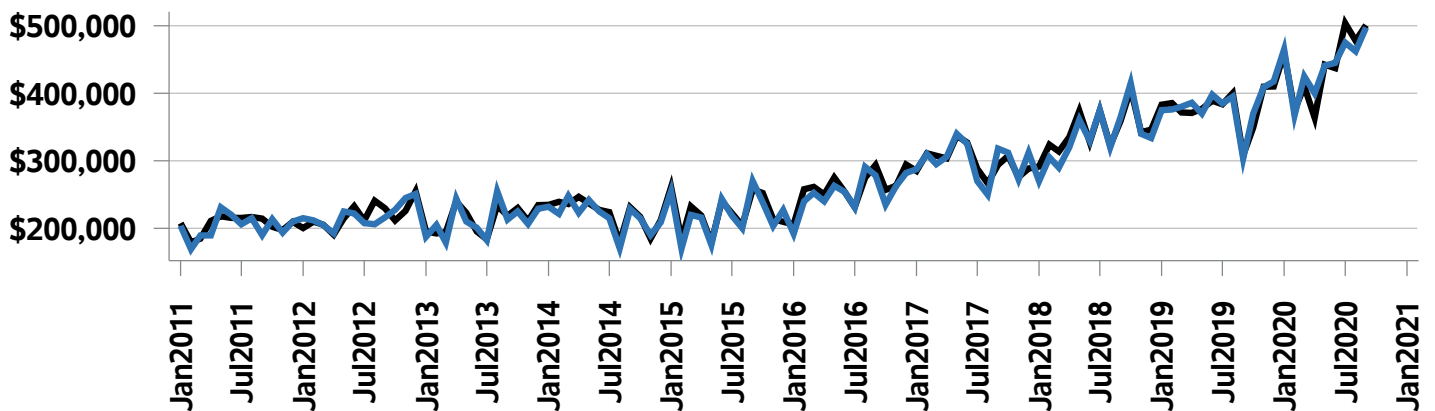
Active Listings (September only)



Months of Inventory (September only)

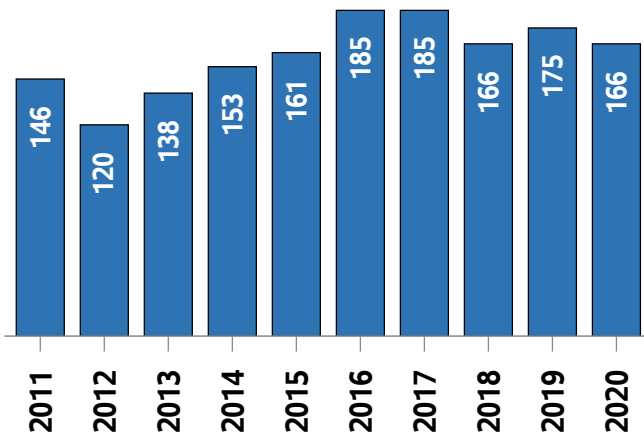


Average Price and Median Price

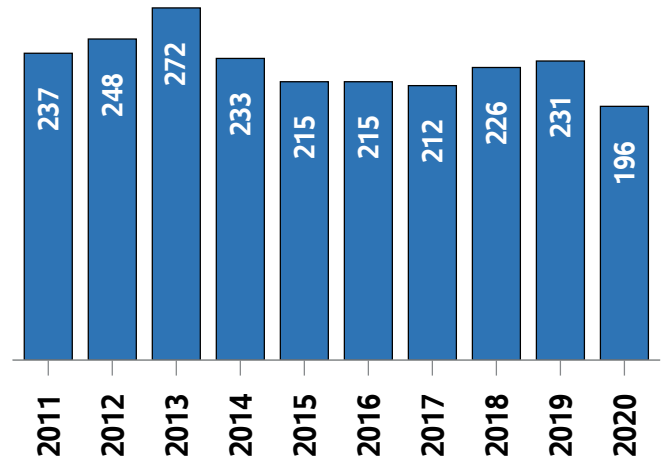


2 - Ingersoll Town MLS® Single Detached Market Activity

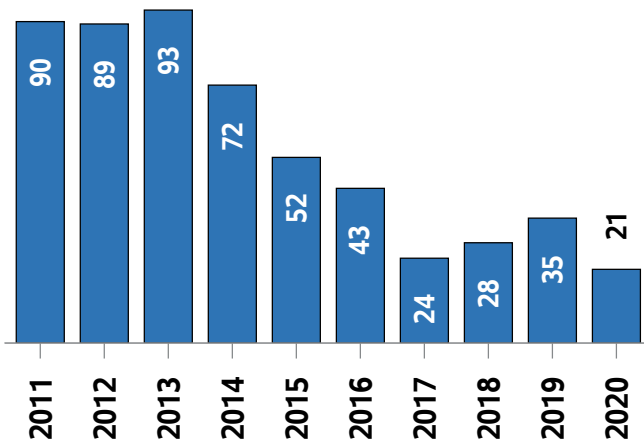
Sales Activity (September Year-to-date)



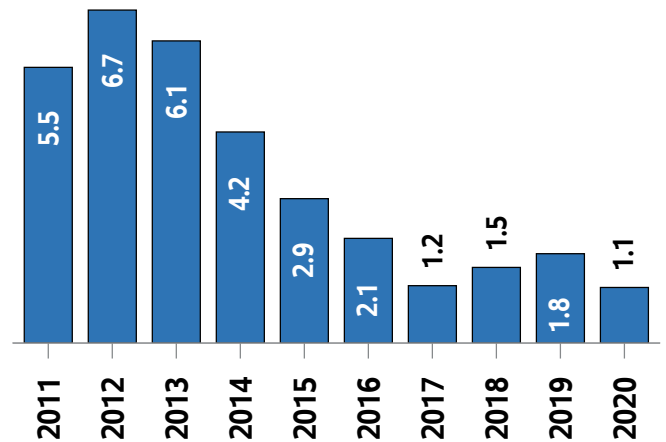
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	22	120.0	37.5	120.0	46.7	-8.3	-8.3
Dollar Volume	\$11,021,200	257.6	91.8	274.7	185.2	110.1	126.6
New Listings	19	-13.6	-5.0	-5.0	-29.6	-47.2	-45.7
Active Listings	25	-37.5	-35.9	0.0	-51.0	-74.5	-75.7
Sales to New Listings Ratio ¹	115.8	45.5	80.0	50.0	55.6	66.7	68.6
Months of Inventory ²	1.1	4.0	2.4	2.5	3.4	4.1	4.3
Average Price	\$500,964	62.5	39.5	70.3	94.5	129.2	147.2
Median Price	\$497,500	63.9	36.3	56.4	84.3	133.6	148.8
Sales to List Price Ratio	104.3	100.9	101.3	97.2	99.2	97.6	95.9
Median Days on Market	8.5	12.0	9.0	14.5	45.0	46.0	57.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	166	-5.1	0.0	-10.3	3.1	20.3	0.6
Dollar Volume	\$74,998,282	13.5	33.1	30.6	108.4	158.4	125.3
New Listings	196	-15.2	-13.3	-7.5	-8.8	-27.9	-22.8
Active Listings ³	21	-41.0	-26.5	-13.1	-60.3	-77.8	-79.3
Sales to New Listings Ratio ⁴	84.7	75.8	73.5	87.3	74.9	50.7	65.0
Months of Inventory ⁵	1.1	1.8	1.5	1.2	2.9	6.1	5.4
Average Price	\$451,797	19.6	33.1	45.6	102.1	114.8	124.0
Median Price	\$450,000	18.4	36.4	46.3	104.5	119.0	125.0
Sales to List Price Ratio	102.5	102.0	101.2	103.0	97.1	97.6	96.9
Median Days on Market	10.0	13.0	12.0	13.0	34.0	51.0	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.

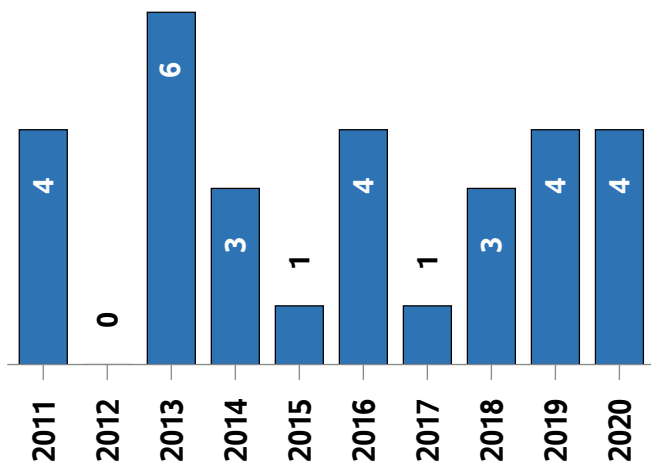
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

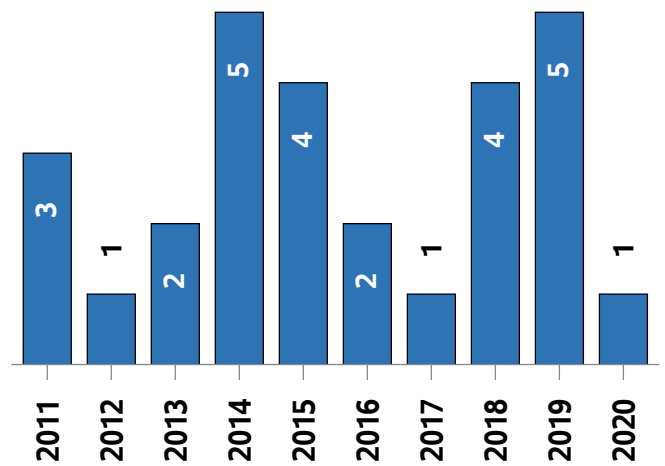
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Semi-Detached Market Activity

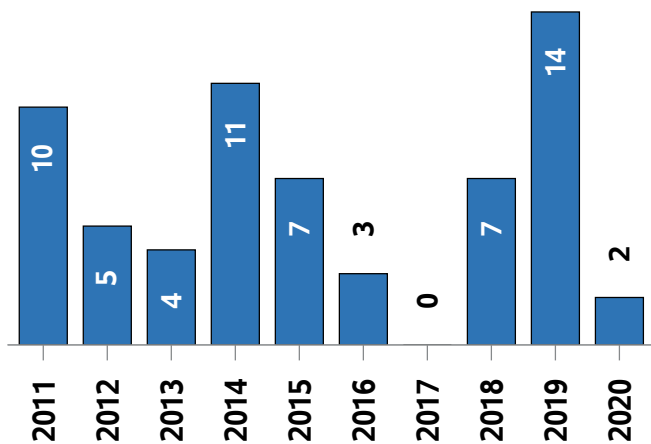
Sales Activity (September only)



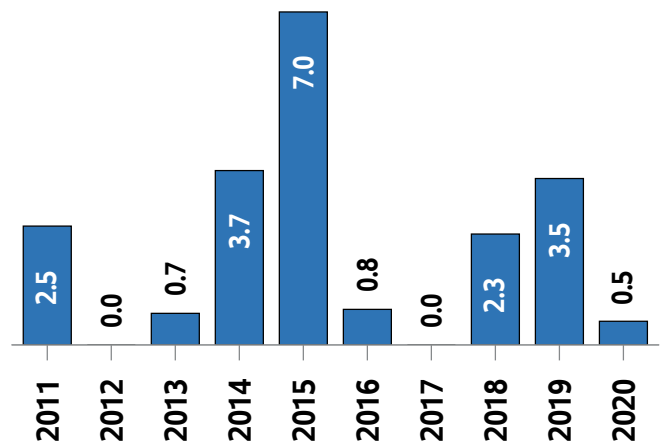
New Listings (September only)



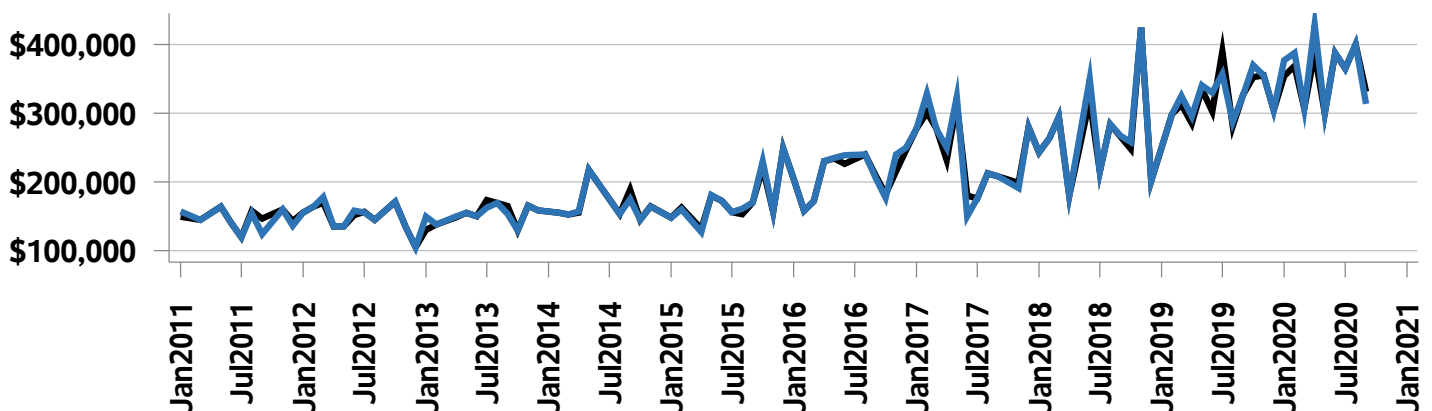
Active Listings (September only)



Months of Inventory (September only)

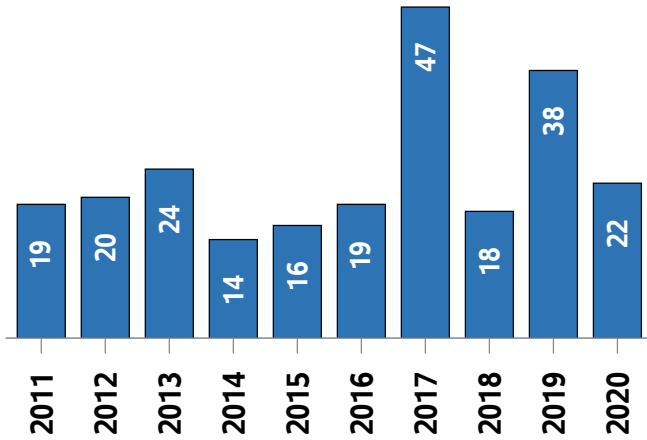


Average Price and Median Price

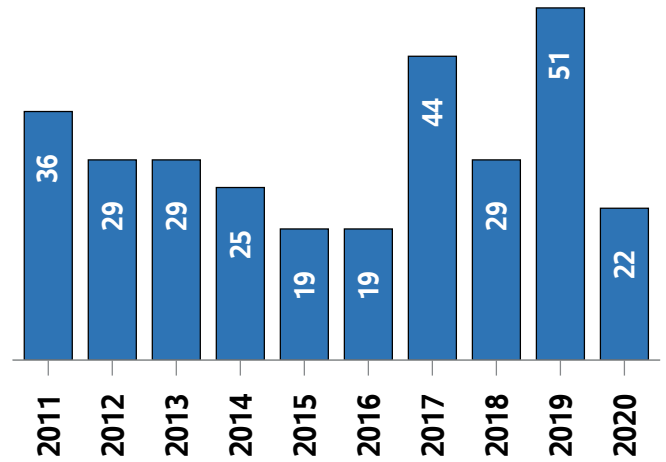


2 - Ingersoll Town MLS® Semi-Detached Market Activity

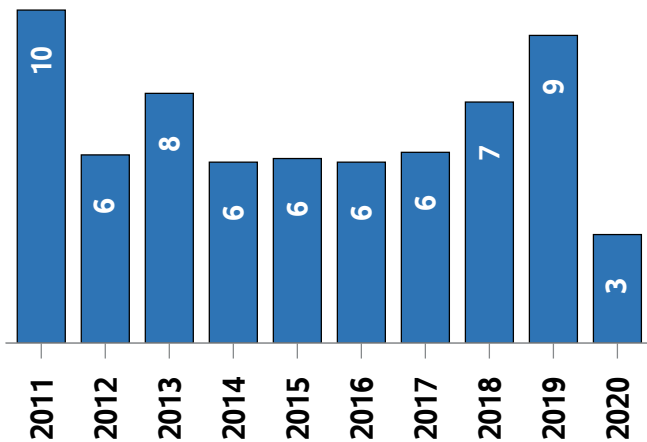
Sales Activity (September Year-to-date)



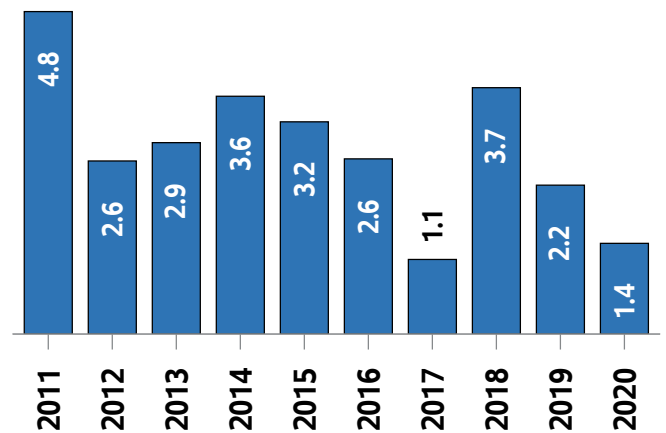
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	4	0.0	33.3	300.0	300.0	-33.3	-20.0
Dollar Volume	\$1,325,100	1.2	66.2	537.1	679.5	33.8	61.4
New Listings	1	-80.0	-75.0	0.0	-75.0	-50.0	
Active Listings	2	-85.7	-71.4		-71.4	-50.0	-60.0
Sales to New Listings Ratio ¹	400.0	80.0	75.0	100.0	25.0	300.0	
Months of Inventory ²	0.5	3.5	2.3		7.0	0.7	1.0
Average Price	\$331,275	1.2	24.7	59.3	94.9	100.8	101.8
Median Price	\$313,550	-4.0	17.4	50.7	84.4	104.3	86.6
Sales to List Price Ratio	101.3	101.2	106.1	92.5	97.4	96.7	97.9
Median Days on Market	13.0	14.5	11.0	12.0	70.0	51.0	67.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	22	-42.1	22.2	-53.2	37.5	-8.3	-12.0
Dollar Volume	\$7,935,807	-34.6	60.9	-35.7	213.9	109.9	108.7
New Listings	22	-56.9	-24.1	-50.0	15.8	-24.1	-33.3
Active Listings ³	3	-64.7	-55.0	-43.1	-41.2	-56.5	-70.6
Sales to New Listings Ratio ⁴	100.0	74.5	62.1	106.8	84.2	82.8	75.8
Months of Inventory ⁵	1.4	2.2	3.7	1.1	3.2	2.9	4.1
Average Price	\$360,719	13.0	31.7	37.4	128.3	129.0	137.2
Median Price	\$380,950	19.1	45.2	42.0	141.1	145.8	151.5
Sales to List Price Ratio	104.1	101.6	103.3	107.9	96.5	96.8	96.9
Median Days on Market	15.0	10.5	10.0	14.0	50.0	51.0	44.0

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.

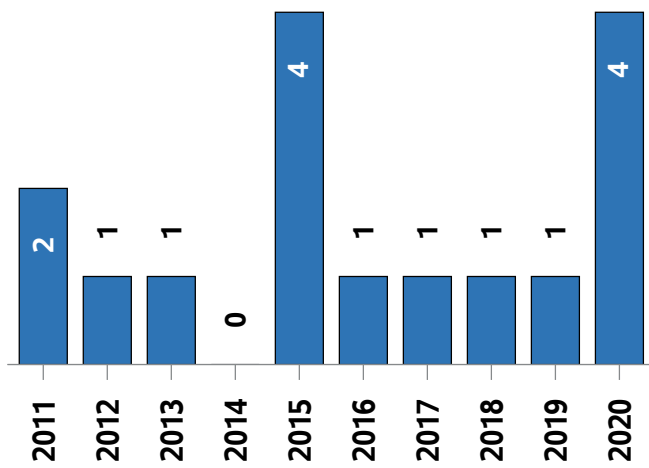
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

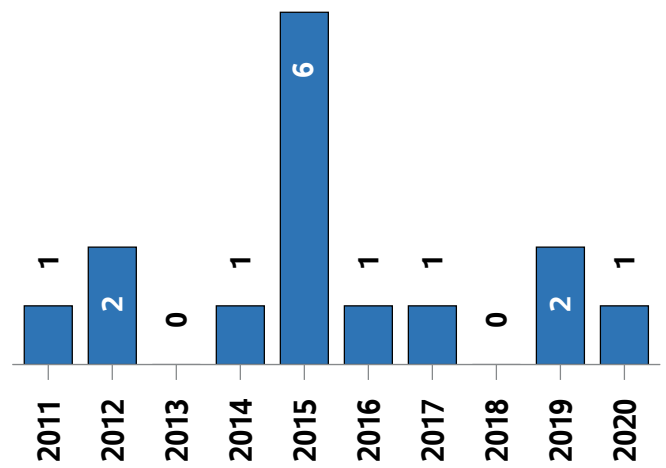
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

2 - Ingersoll Town MLS® Condo Market Activity

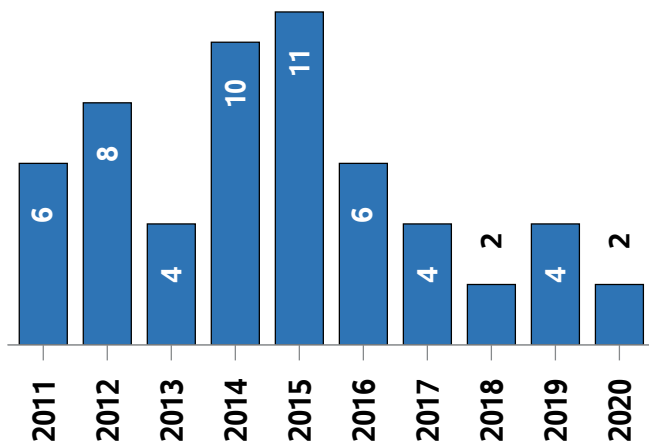
Sales Activity (September only)



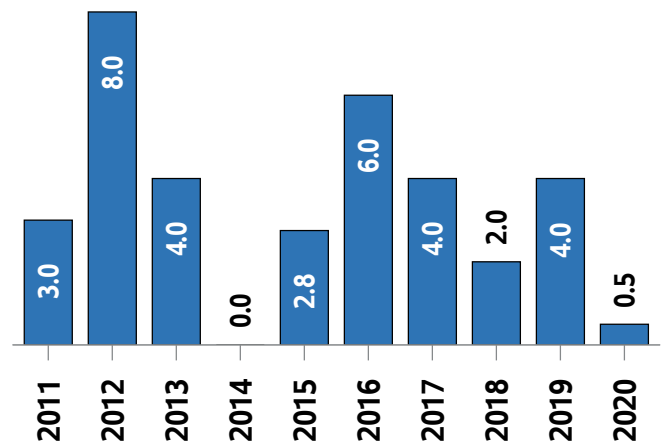
New Listings (September only)



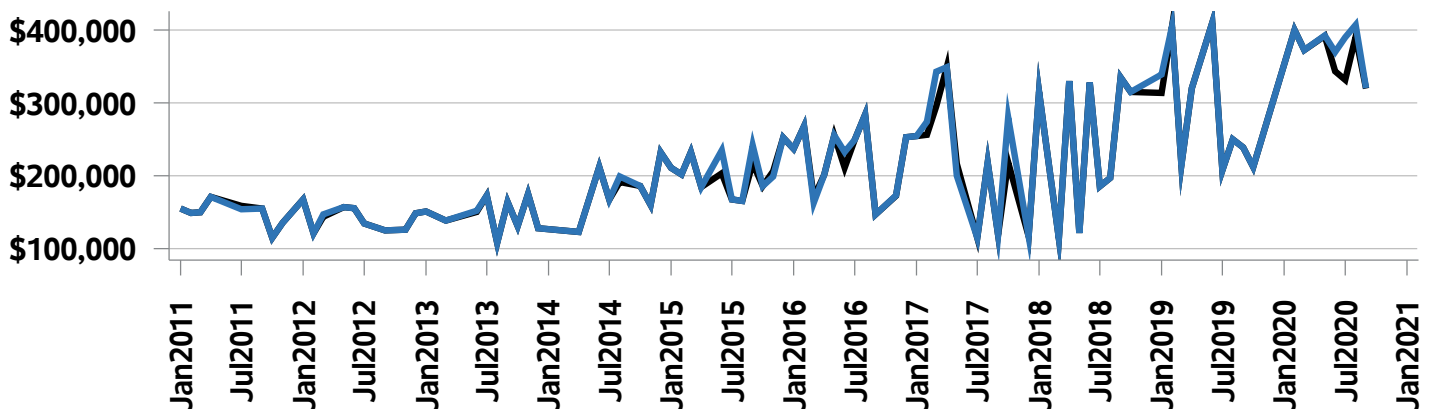
Active Listings (September only)



Months of Inventory (September only)

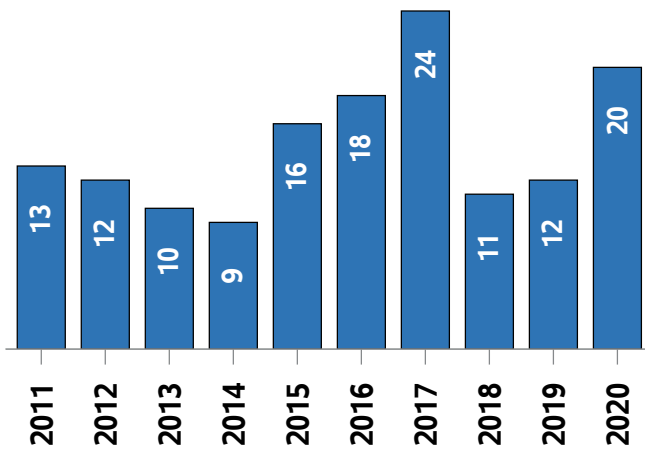


Average Price and Median Price

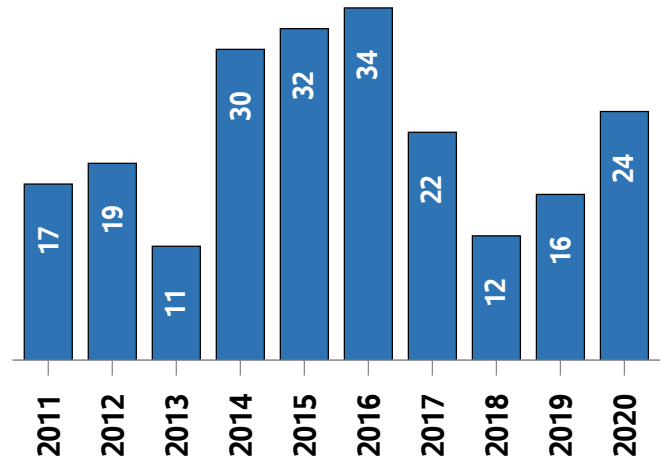


2 - Ingersoll Town MLS® Condo Market Activity

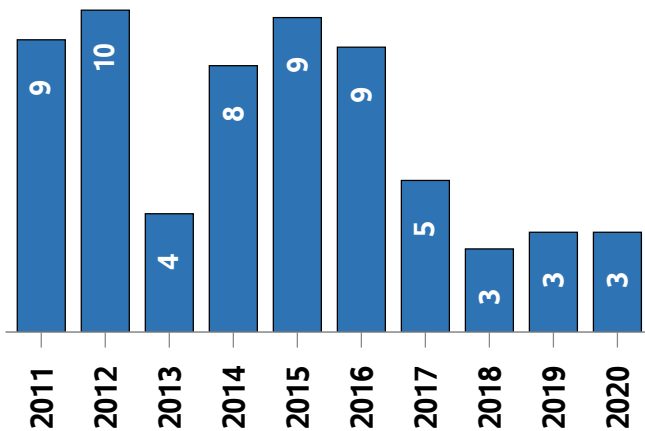
Sales Activity (September Year-to-date)



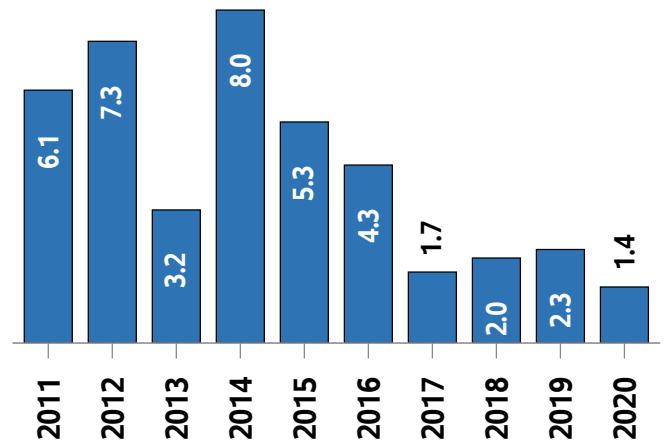
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	4	300.0	300.0	300.0	0.0	300.0	300.0
Dollar Volume	\$1,278,600	435.2	281.8	974.5	46.9	679.6	741.2
New Listings	1	-50.0		0.0	-83.3		-80.0
Active Listings	2	-50.0	0.0	-50.0	-81.8	-50.0	-87.5
Sales to New Listings Ratio ¹	400.0	50.0		100.0	66.7		20.0
Months of Inventory ²	0.5	4.0	2.0	4.0	2.8	4.0	16.0
Average Price	\$319,650	33.8	-4.6	168.6	46.9	94.9	110.3
Median Price	\$320,350	34.1	-4.3	169.2	32.5	95.3	110.8
Sales to List Price Ratio	99.2	100.0	100.0	95.4	115.9	98.7	95.1
Median Days on Market	19.5	38.0	71.0	46.0	70.0	61.0	146.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	20	66.7	81.8	-16.7	25.0	100.0	81.8
Dollar Volume	\$7,186,800	99.7	180.7	25.8	119.7	387.3	285.7
New Listings	24	50.0	100.0	9.1	-25.0	118.2	-17.2
Active Listings ³	3	0.0	20.0	-34.1	-68.2	-15.6	-75.2
Sales to New Listings Ratio ⁴	83.3	75.0	91.7	109.1	50.0	90.9	37.9
Months of Inventory ⁵	1.4	2.3	2.0	1.7	5.3	3.2	9.9
Average Price	\$359,340	19.8	54.4	50.9	75.8	143.6	112.2
Median Price	\$391,250	33.8	63.0	49.4	85.2	157.4	138.6
Sales to List Price Ratio	100.3	101.7	100.6	102.9	108.1	95.6	97.7
Median Days on Market	19.5	24.5	29.0	51.0	58.0	92.0	79.0

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.

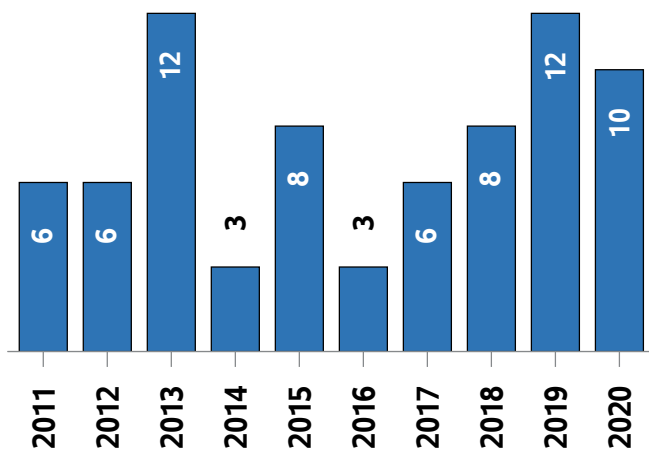
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

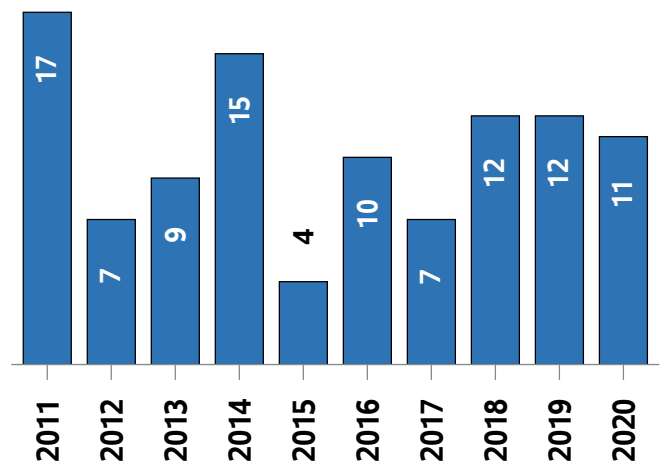
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Residential Market Activity

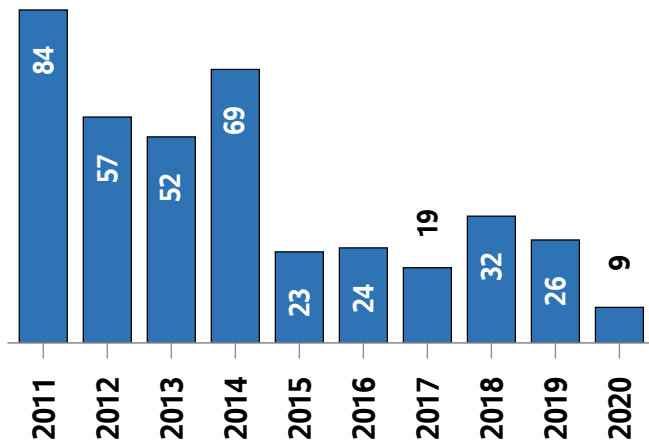
Sales Activity (September only)



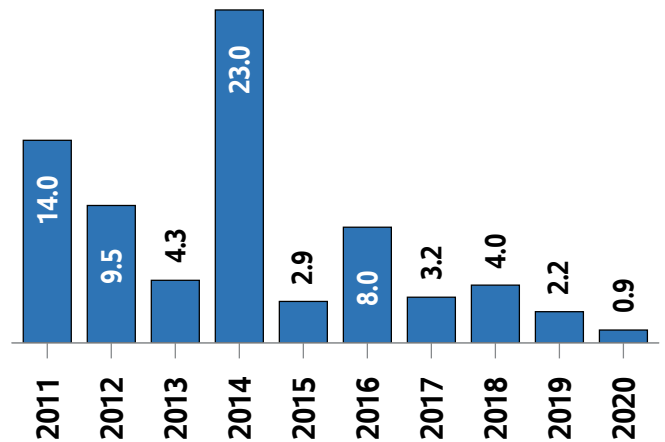
New Listings (September only)



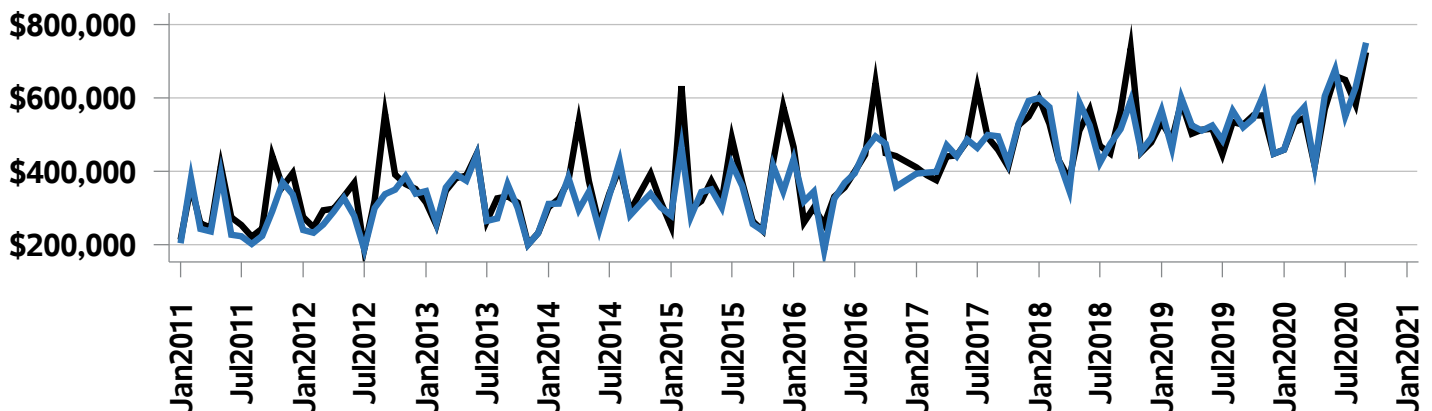
Active Listings (September only)



Months of Inventory (September only)

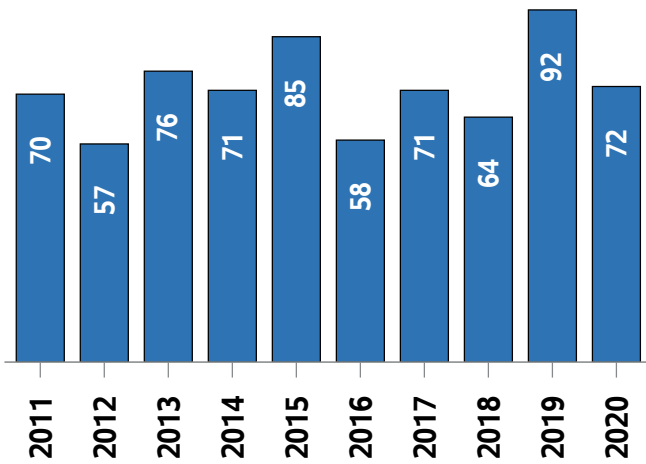


Average Price and Median Price

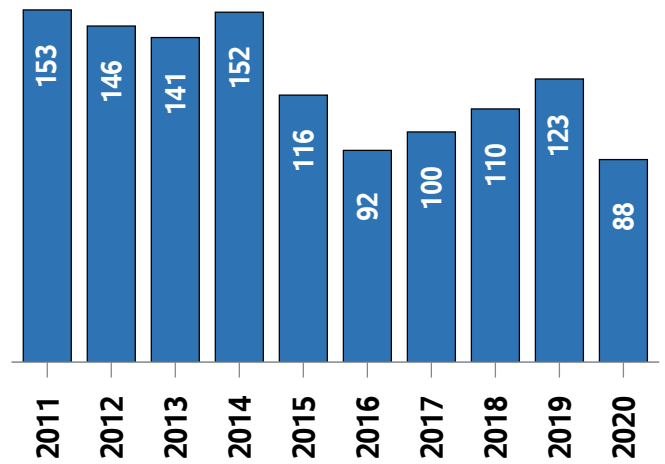


4 - Blandford Blenheim MLS® Residential Market Activity

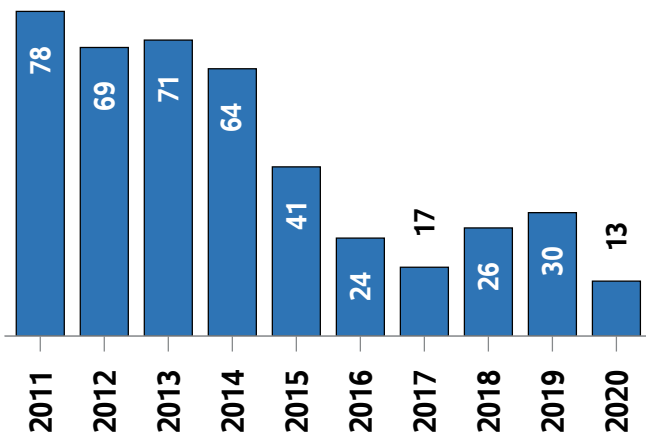
Sales Activity (September Year-to-date)



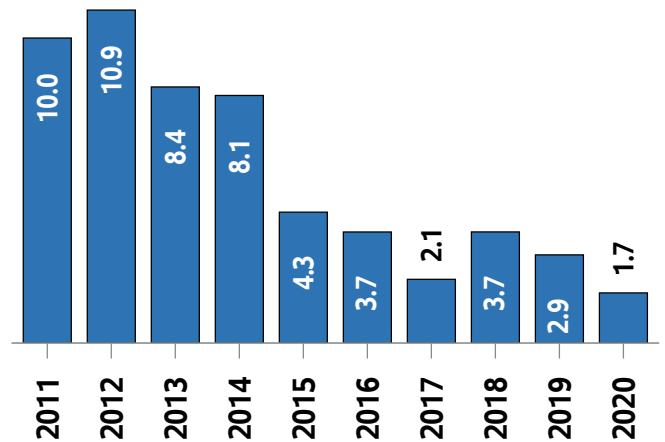
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	10	-16.7	25.0	66.7	25.0	-16.7	42.9
Dollar Volume	\$7,245,094	14.6	60.5	163.4	243.3	81.9	280.7
New Listings	11	-8.3	-8.3	57.1	175.0	22.2	-38.9
Active Listings	9	-65.4	-71.9	-52.6	-60.9	-82.7	-88.8
Sales to New Listings Ratio ¹	90.9	100.0	66.7	85.7	200.0	133.3	38.9
Months of Inventory ²	0.9	2.2	4.0	3.2	2.9	4.3	11.4
Average Price	\$724,509	37.5	28.4	58.0	174.6	118.3	166.5
Median Price	\$750,500	44.3	45.7	51.5	192.9	105.6	157.7
Sales to List Price Ratio	103.1	98.0	96.3	95.3	96.1	95.3	91.6
Median Days on Market	18.5	17.5	73.5	44.5	77.5	83.5	63.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	72	-21.7	12.5	1.4	-15.3	-5.3	4.3
Dollar Volume	\$43,131,228	-8.9	36.1	32.6	44.7	66.2	142.8
New Listings	88	-28.5	-20.0	-12.0	-24.1	-37.6	-46.7
Active Listings ³	13	-55.4	-49.1	-20.1	-67.5	-81.4	-82.4
Sales to New Listings Ratio ⁴	81.8	74.8	58.2	71.0	73.3	53.9	41.8
Months of Inventory ⁵	1.7	2.9	3.7	2.1	4.3	8.4	9.8
Average Price	\$599,045	16.4	21.0	30.7	70.8	75.4	132.7
Median Price	\$592,500	12.9	22.8	31.7	82.3	71.2	119.4
Sales to List Price Ratio	102.3	99.8	99.2	101.2	96.7	97.9	95.8
Median Days on Market	13.5	24.5	23.5	15.0	48.0	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.

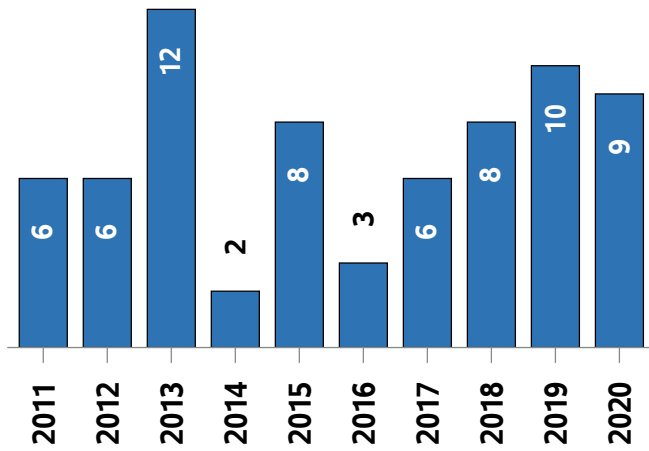
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

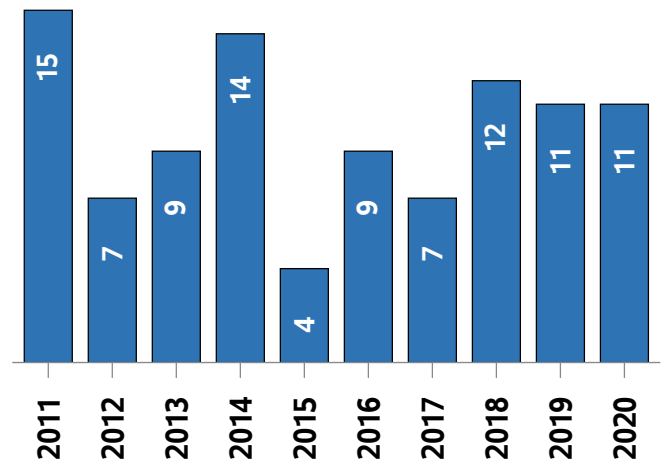
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Single Detached Market Activity

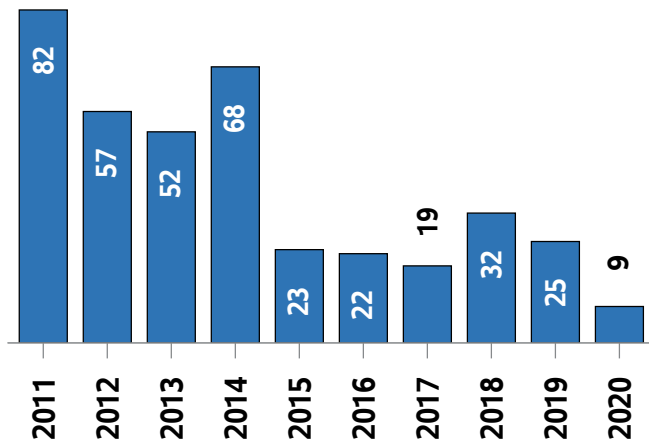
Sales Activity (September only)



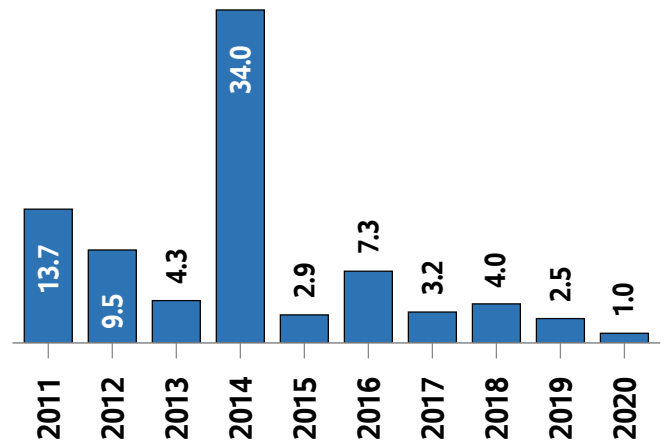
New Listings (September only)



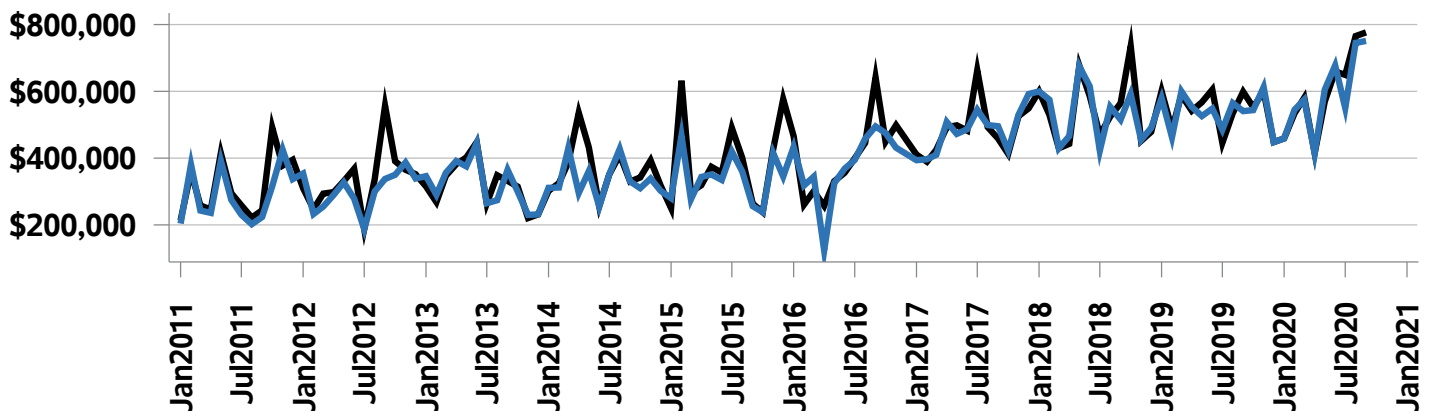
Active Listings (September only)



Months of Inventory (September only)

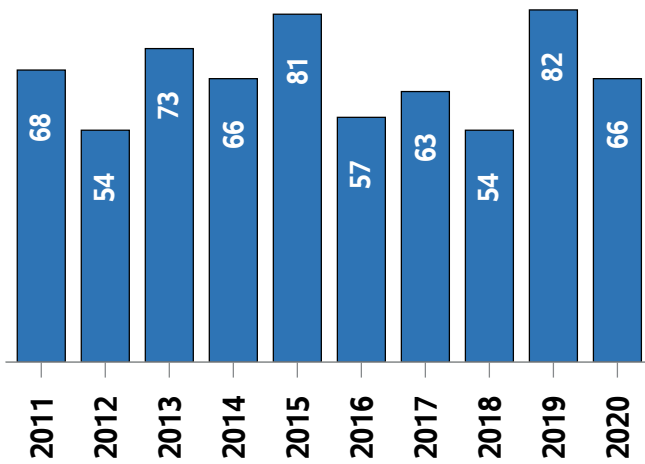


Average Price and Median Price

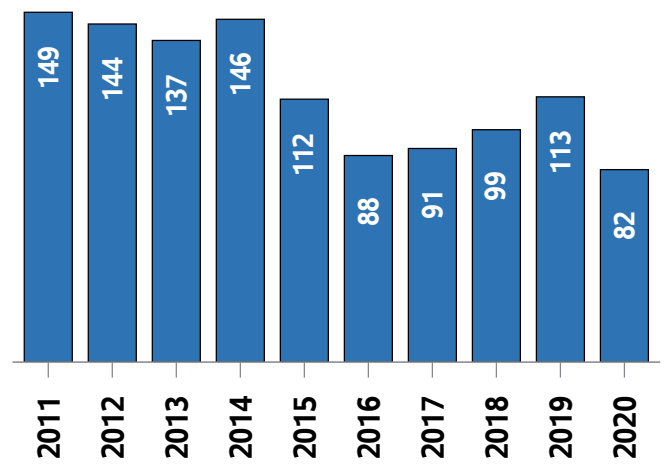


4 - Blandford Blenheim MLS® Single Detached Market Activity

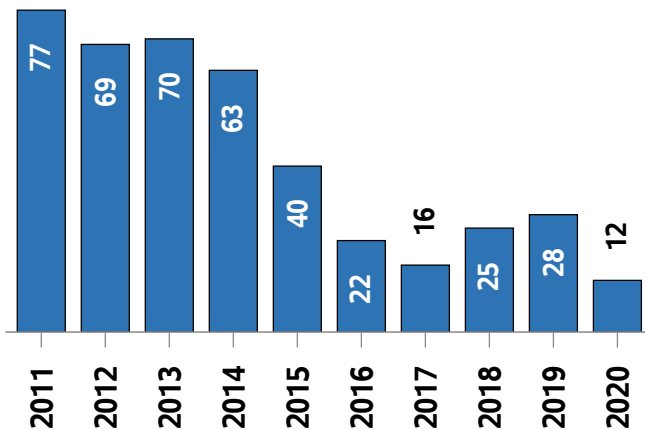
Sales Activity (September Year-to-date)



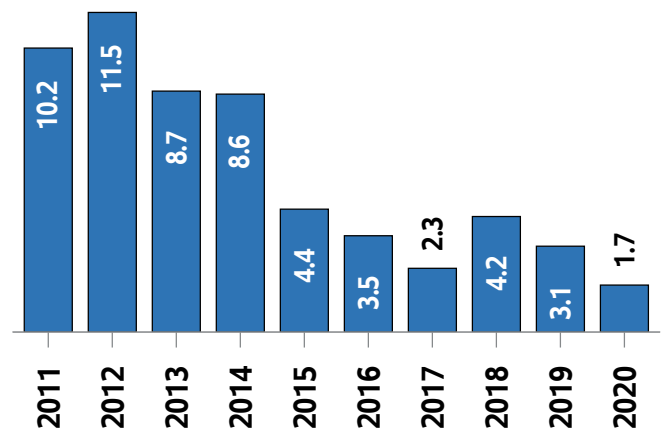
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	9	-10.0	12.5	50.0	12.5	-25.0	28.6
Dollar Volume	\$6,988,594	16.7	54.8	154.0	231.1	75.4	267.2
New Listings	11	0.0	-8.3	57.1	175.0	22.2	-38.9
Active Listings	9	-64.0	-71.9	-52.6	-60.9	-82.7	-88.6
Sales to New Listings Ratio ¹	81.8	90.9	66.7	85.7	200.0	133.3	38.9
Months of Inventory ²	1.0	2.5	4.0	3.2	2.9	4.3	11.3
Average Price	\$776,510	29.7	37.6	69.4	194.3	133.9	185.6
Median Price	\$751,000	38.9	45.8	51.6	193.1	105.8	157.8
Sales to List Price Ratio	103.6	98.4	96.3	95.3	96.1	95.3	91.6
Median Days on Market	7.0	17.5	73.5	44.5	77.5	83.5	63.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	66	-19.5	22.2	4.8	-18.5	-9.6	-1.5
Dollar Volume	\$41,638,728	-8.1	43.4	36.3	43.2	64.5	140.2
New Listings	82	-27.4	-17.2	-9.9	-26.8	-40.1	-49.7
Active Listings ³	12	-55.9	-50.2	-22.8	-68.8	-82.3	-83.1
Sales to New Listings Ratio ⁴	80.5	72.6	54.5	69.2	72.3	53.3	41.1
Months of Inventory ⁵	1.7	3.1	4.2	2.3	4.4	8.7	9.9
Average Price	\$630,890	14.2	17.3	30.1	75.7	81.9	143.8
Median Price	\$610,000	12.1	13.0	28.4	83.5	71.8	125.9
Sales to List Price Ratio	102.8	100.3	99.2	101.1	96.9	97.8	95.7
Median Days on Market	11.0	24.5	25.5	17.0	50.0	76.0	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.

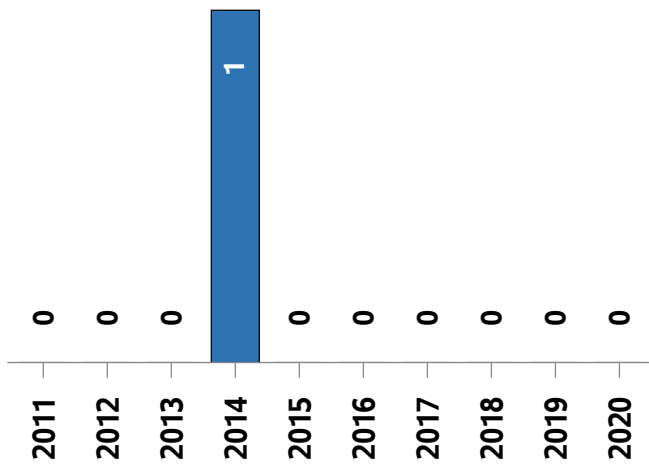
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

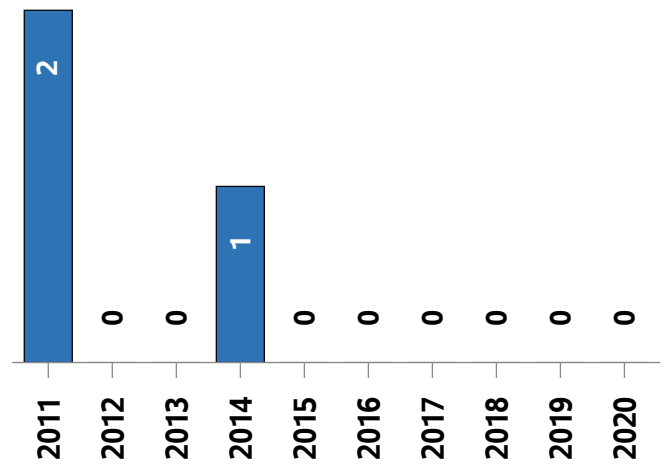
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

4 - Blandford Blenheim MLS® Semi-Detached Market Activity

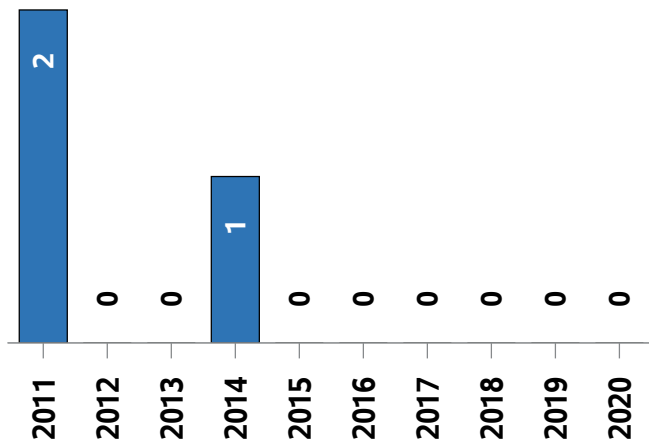
Sales Activity (September only)



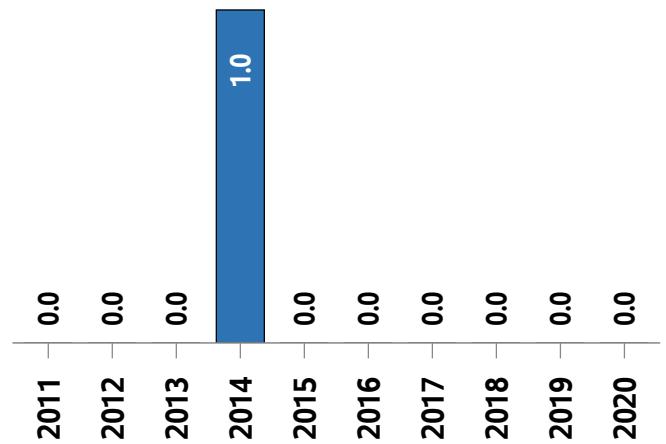
New Listings (September only)



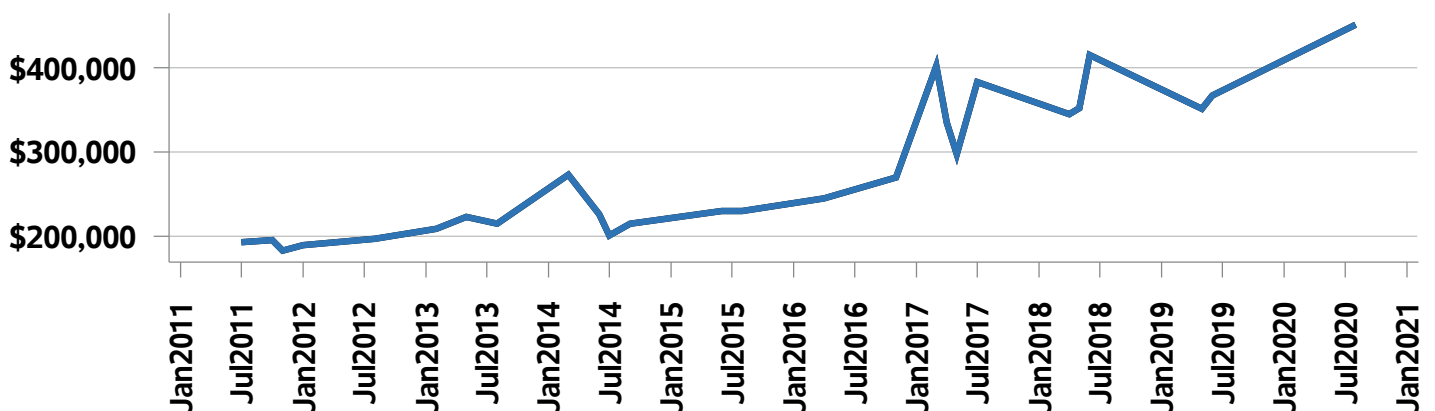
Active Listings (September only)



Months of Inventory (September only)

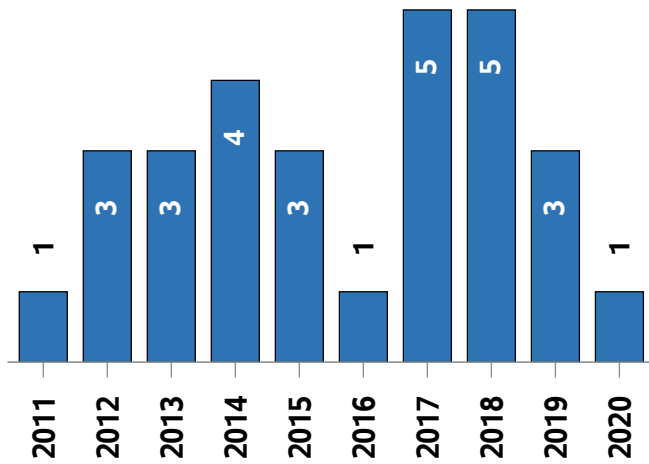


Average Price and Median Price

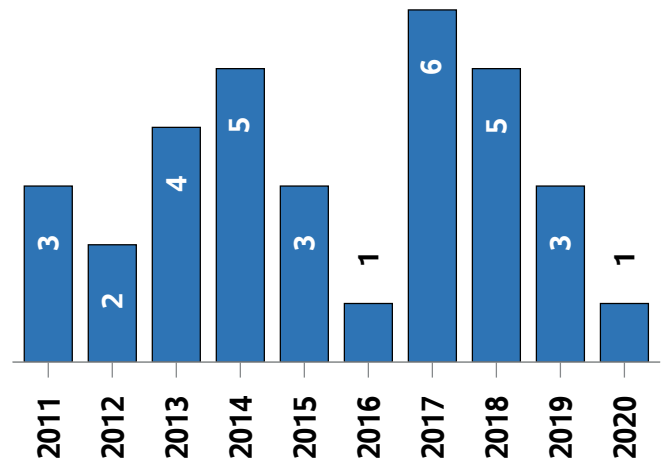


4 - Blandford Blenheim MLS® Semi-Detached Market Activity

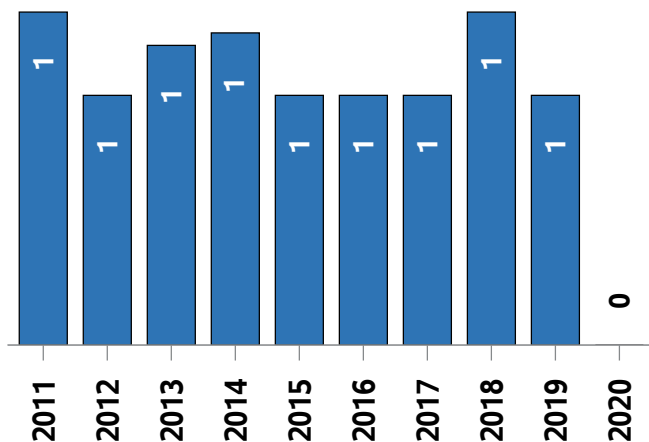
Sales Activity (September Year-to-date)



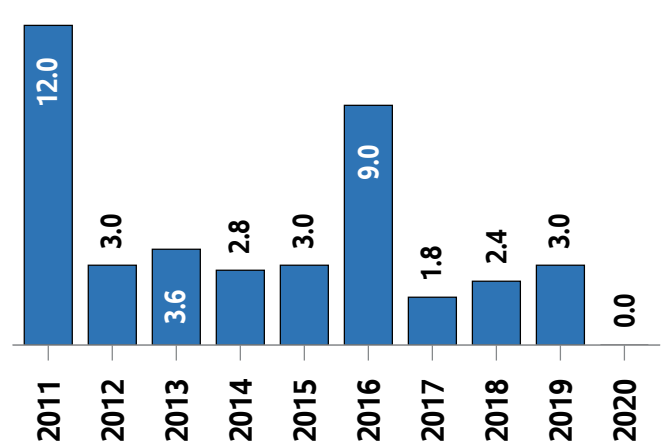
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 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	1	-66.7	-80.0	-83.3	-66.7	-75.0	-50.0
Active Listings ³	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Sales to New Listings Ratio ⁴	100.0	100.0	100.0	83.3	100.0	75.0	100.0
Months of Inventory ⁵	0.0	3.0	2.4	1.8	3.0	3.6	4.5
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	11.0	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.

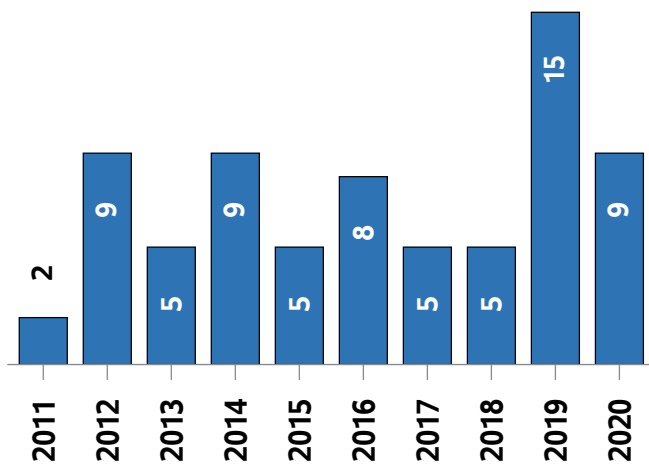
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

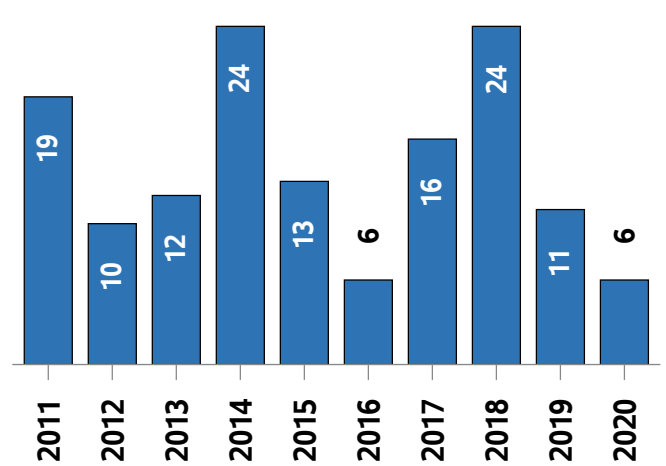
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Residential Market Activity

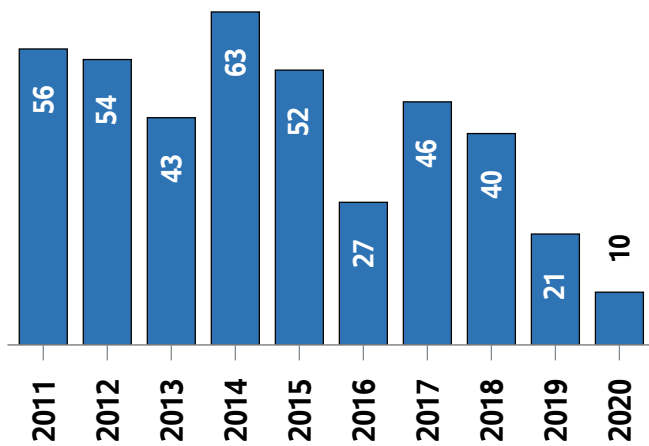
Sales Activity (September only)



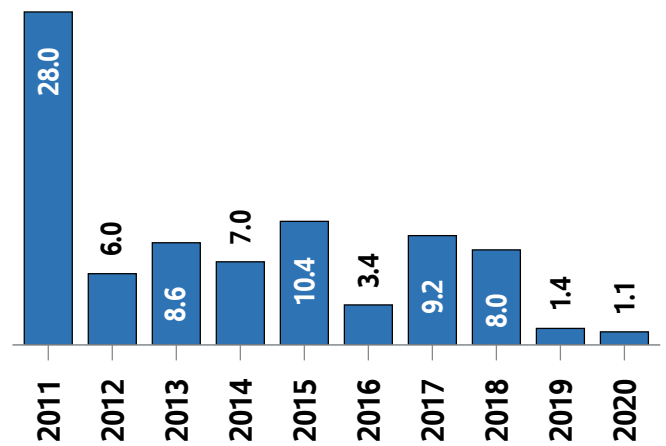
New Listings (September only)



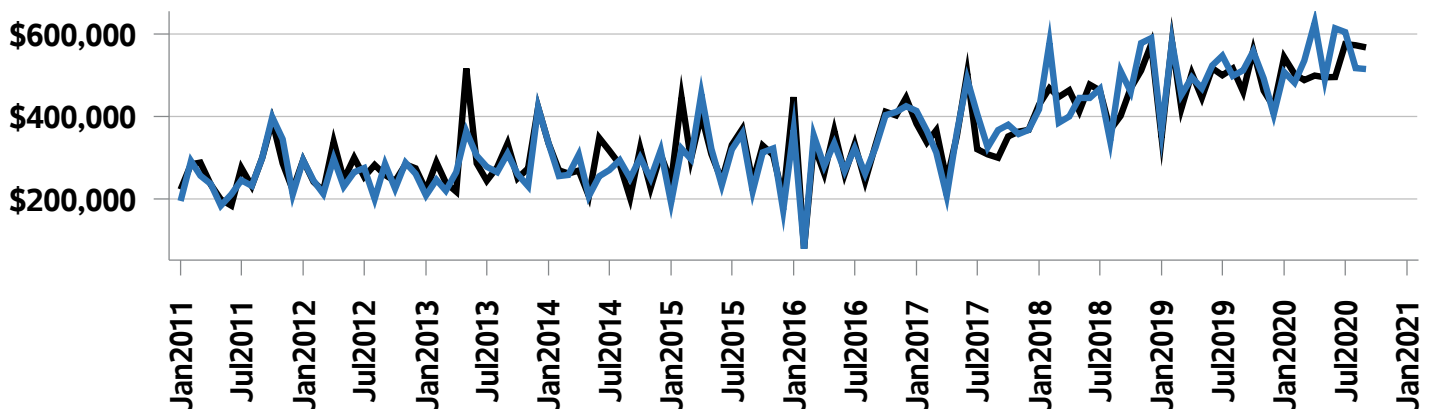
Active Listings (September only)



Months of Inventory (September only)

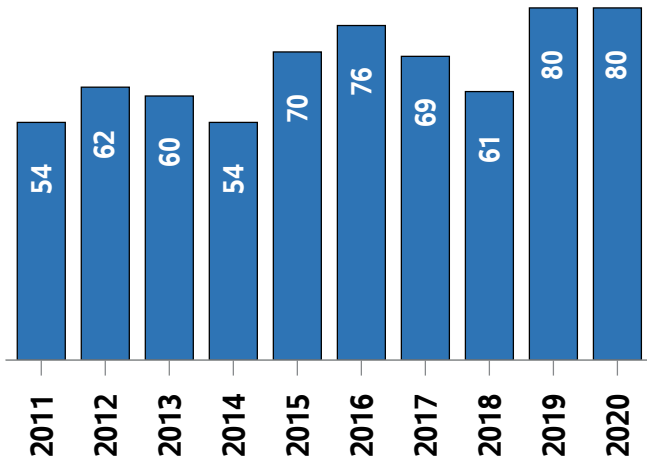


Average Price and Median Price

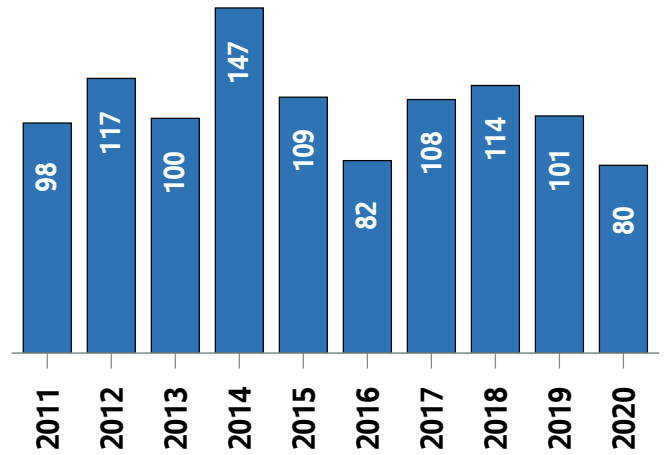


5 - East Zorra Tavistock MLS® Residential Market Activity

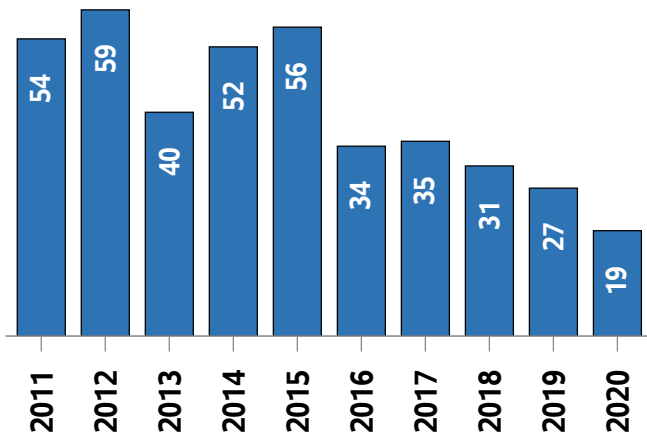
Sales Activity (September Year-to-date)



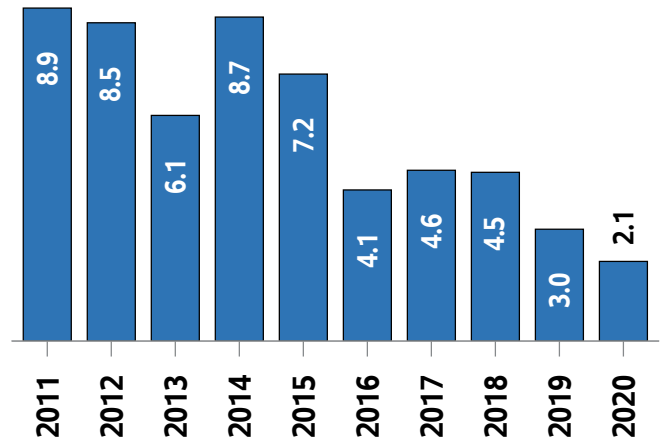
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	9	-40.0	80.0	80.0	80.0	80.0	50.0
Dollar Volume	\$5,107,979	-26.0	154.4	240.5	324.8	205.3	372.2
New Listings	6	-45.5	-75.0	-62.5	-53.8	-50.0	-70.0
Active Listings	10	-52.4	-75.0	-78.3	-80.8	-76.7	-86.3
Sales to New Listings Ratio ¹	150.0	136.4	20.8	31.3	38.5	41.7	30.0
Months of Inventory ²	1.1	1.4	8.0	9.2	10.4	8.6	12.2
Average Price	\$567,553	23.4	41.4	89.2	136.0	69.6	214.8
Median Price	\$515,000	0.6	1.0	40.3	135.7	66.1	191.0
Sales to List Price Ratio	100.6	97.8	97.3	95.6	88.7	98.8	96.5
Median Days on Market	20.0	28.0	84.0	75.0	53.0	33.0	49.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	80	0.0	31.1	15.9	14.3	33.3	50.9
Dollar Volume	\$42,241,908	12.5	61.8	75.0	94.6	130.7	250.0
New Listings	80	-20.8	-29.8	-25.9	-26.6	-20.0	-22.3
Active Listings ³	19	-28.8	-38.0	-45.9	-65.9	-52.9	-69.1
Sales to New Listings Ratio ⁴	100.0	79.2	53.5	63.9	64.2	60.0	51.5
Months of Inventory ⁵	2.1	3.0	4.5	4.6	7.2	6.1	10.5
Average Price	\$528,024	12.5	23.3	50.9	70.3	73.0	131.9
Median Price	\$540,000	11.3	31.7	45.9	77.0	86.0	125.0
Sales to List Price Ratio	100.5	99.9	98.7	100.0	96.1	96.9	97.6
Median Days on Market	34.5	24.5	30.0	20.0	52.5	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.

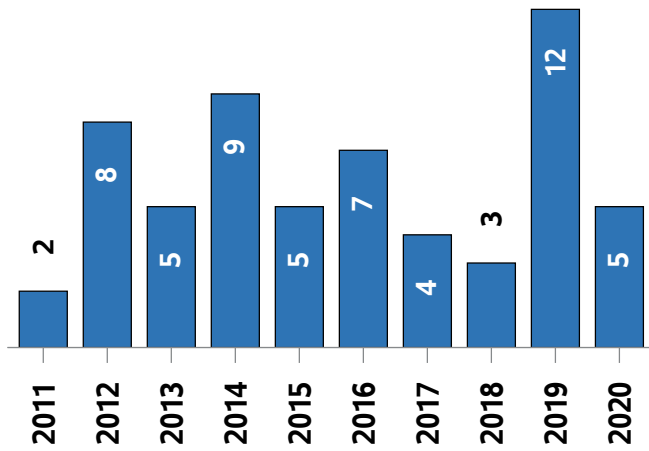
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

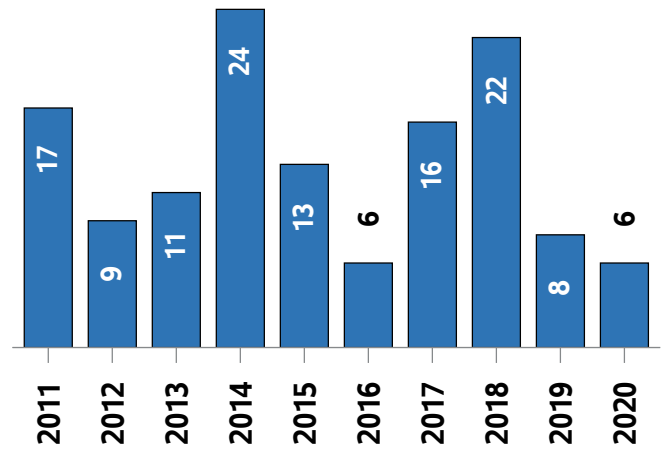
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

5 - East Zorra Tavistock MLS® Single Detached Market Activity

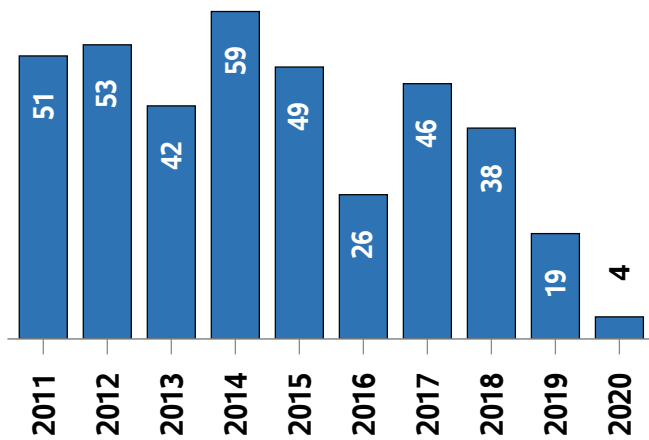
Sales Activity (September only)



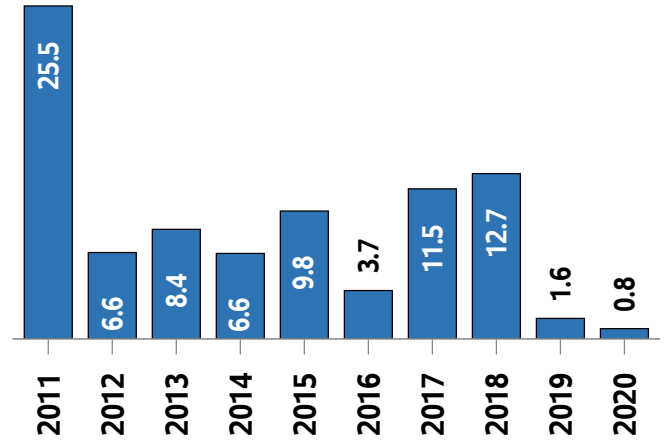
New Listings (September only)



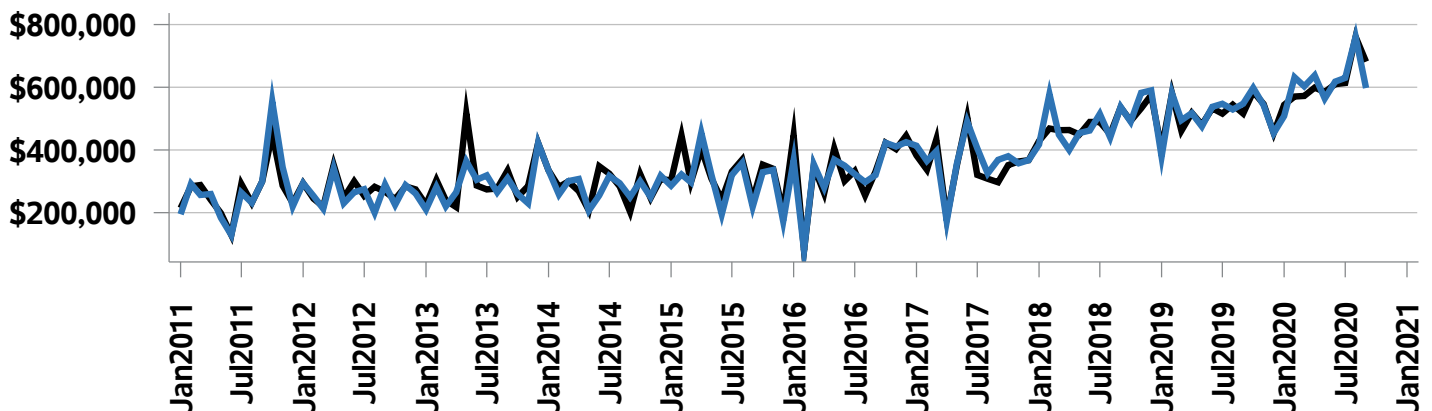
Active Listings (September only)



Months of Inventory (September only)

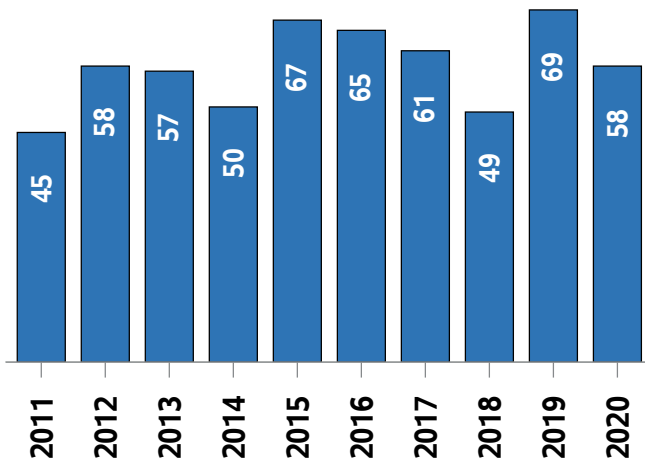


Average Price and Median Price

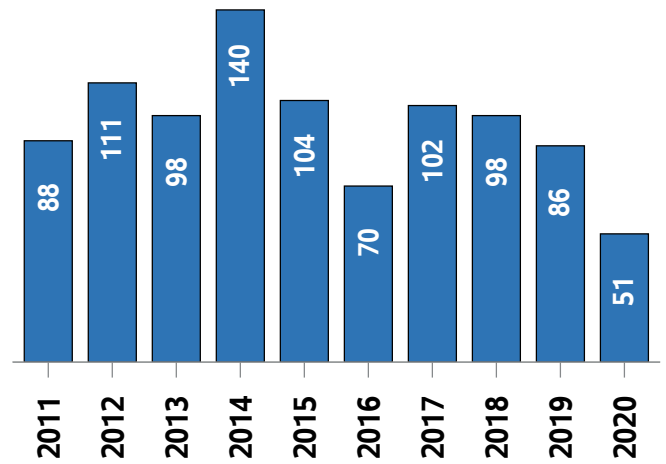


5 - East Zorra Tavistock MLS® Single Detached Market Activity

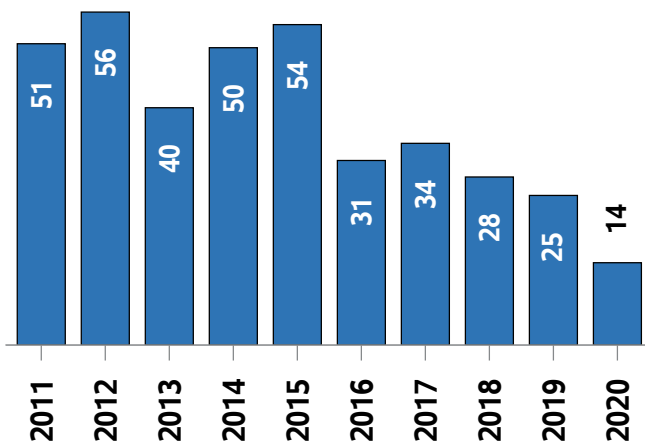
Sales Activity (September Year-to-date)



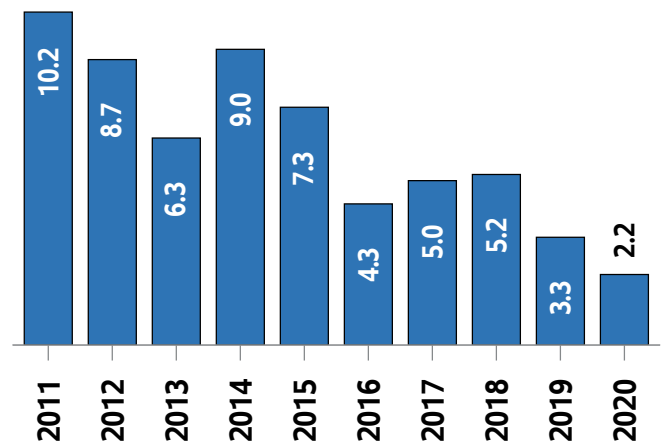
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	5	-58.3	66.7	25.0	0.0	0.0	-16.7
Dollar Volume	\$3,407,500	-45.0	112.0	186.8	183.4	103.6	215.0
New Listings	6	-25.0	-72.7	-62.5	-53.8	-45.5	-68.4
Active Listings	4	-78.9	-89.5	-91.3	-91.8	-90.5	-94.2
Sales to New Listings Ratio ¹	83.3	150.0	13.6	25.0	38.5	45.5	31.6
Months of Inventory ²	0.8	1.6	12.7	11.5	9.8	8.4	11.5
Average Price	\$681,500	32.0	27.2	129.5	183.4	103.6	278.0
Median Price	\$597,500	9.2	11.2	62.1	173.5	92.7	237.6
Sales to List Price Ratio	97.8	97.9	97.1	94.3	88.7	98.8	96.5
Median Days on Market	15.0	30.0	84.0	46.5	53.0	33.0	49.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	58	-15.9	18.4	-4.9	-13.4	1.8	18.4
Dollar Volume	\$34,751,786	0.4	52.0	59.6	63.4	94.7	211.3
New Listings	51	-40.7	-48.0	-50.0	-51.0	-48.0	-49.0
Active Listings ³	14	-44.9	-51.0	-59.2	-74.3	-65.3	-75.9
Sales to New Listings Ratio ⁴	113.7	80.2	50.0	59.8	64.4	58.2	49.0
Months of Inventory ⁵	2.2	3.3	5.2	5.0	7.3	6.3	10.6
Average Price	\$599,169	19.4	28.4	67.9	88.8	91.4	163.0
Median Price	\$618,000	21.2	34.4	67.0	95.0	102.6	147.2
Sales to List Price Ratio	100.1	99.9	99.1	99.5	96.3	96.9	97.5
Median Days on Market	45.0	26.0	30.0	18.0	52.0	61.0	90.0

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.

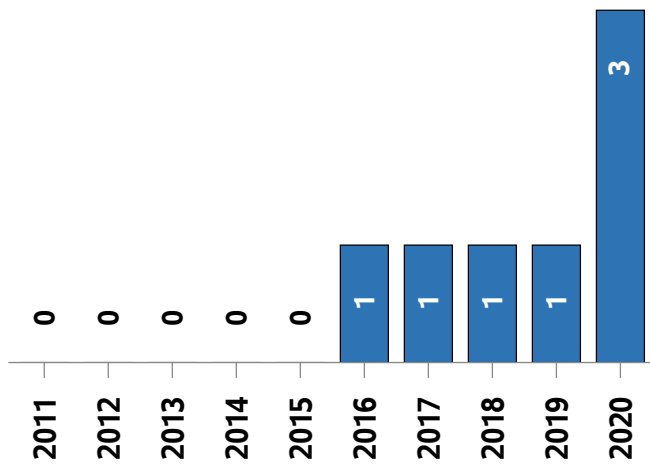
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

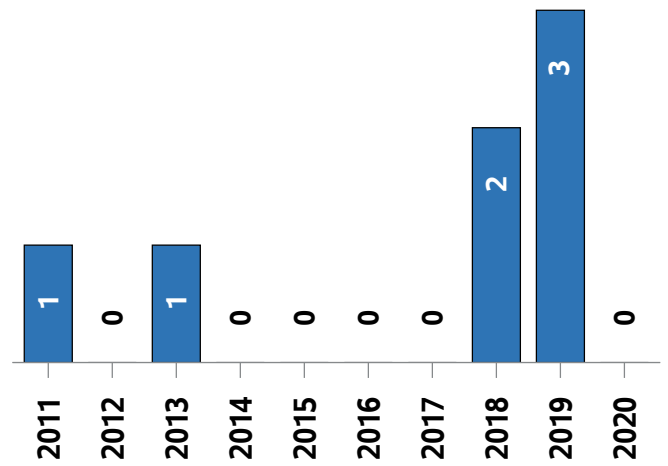
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

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

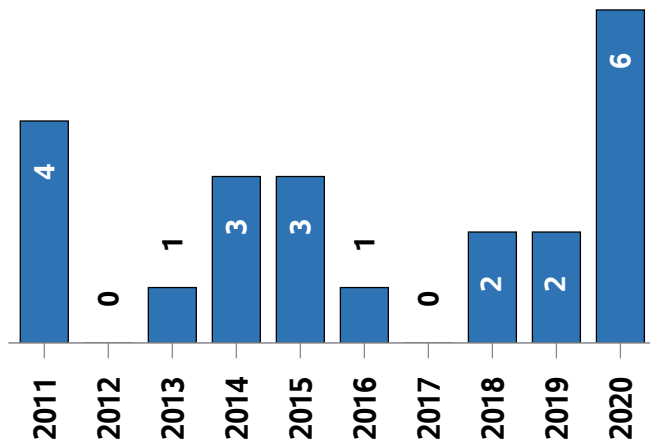
Sales Activity (September only)



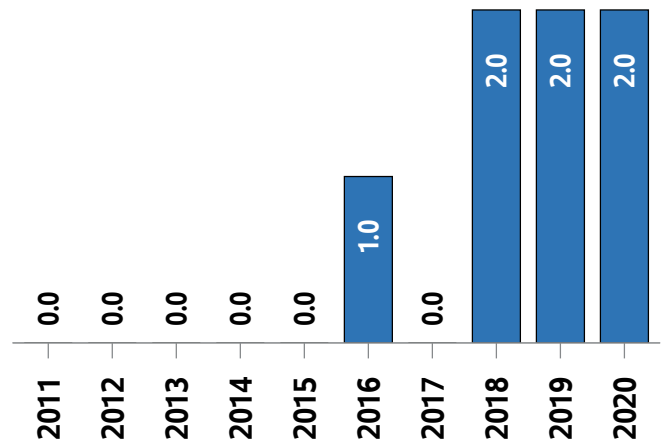
New Listings (September only)



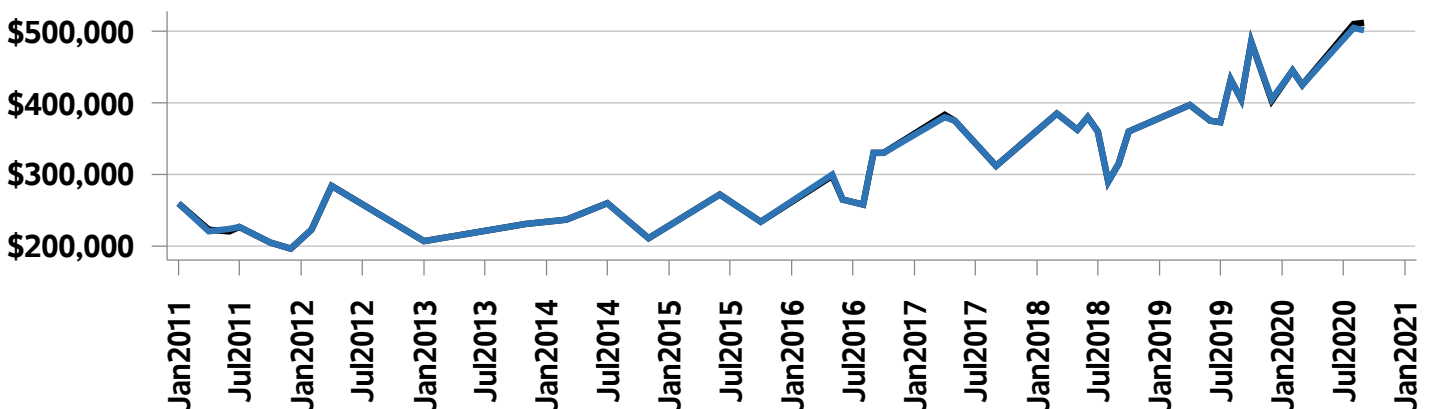
Active Listings (September only)



Months of Inventory (September only)

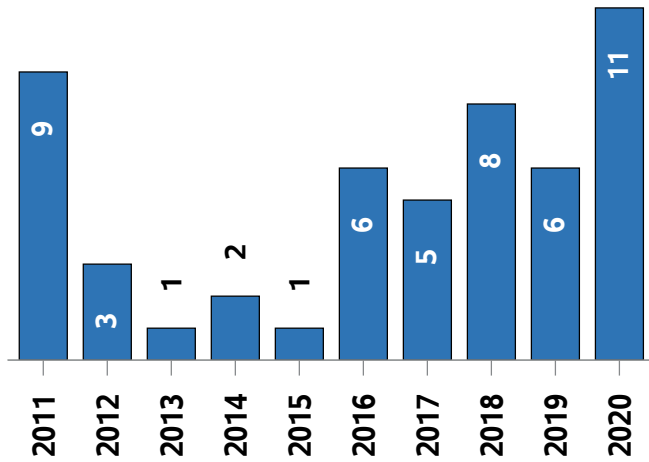


Average Price and Median Price

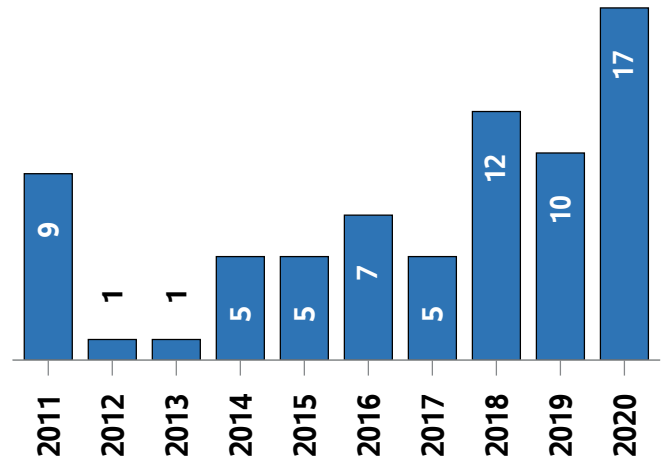


5 - East Zorra Tavistock MLS® Semi-Detached Market Activity

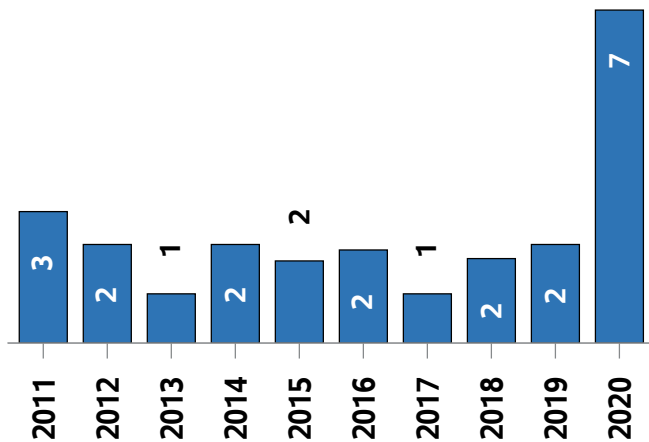
Sales Activity (September Year-to-date)



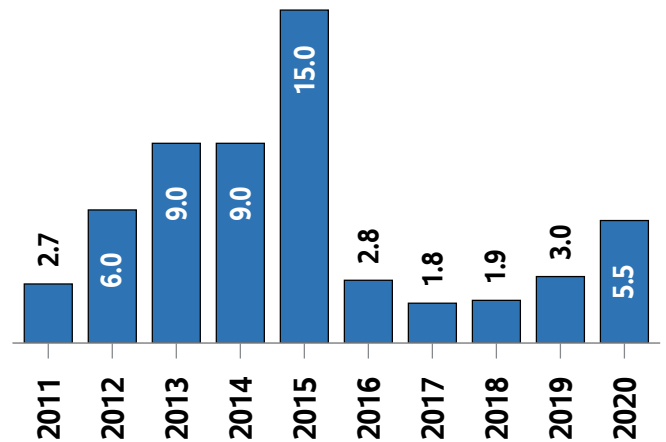
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	3	200.0	200.0	200.0			
Dollar Volume	\$1,535,479	279.1	387.5	392.1			
New Listings	0	-100.0	-100.0			-100.0	-100.0
Active Listings	6	200.0	200.0		100.0	500.0	50.0
Sales to New Listings Ratio ¹	0.0	33.3	50.0				
Months of Inventory ²	2.0	2.0	2.0				
Average Price	\$511,826	26.4	62.5	64.0			
Median Price	\$501,288	23.8	59.1	60.7			
Sales to List Price Ratio	106.3	101.3	95.5	100.7			
Median Days on Market	58.0	6.0	70.0	86.0			
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	11	83.3	37.5	120.0	1,000.0	1,000.0	175.0
Dollar Volume	\$5,465,623	126.3	99.1	197.5	1,909.4	2,540.4	503.3
New Listings	17	70.0	41.7	240.0	240.0	1,600.0	466.7
Active Listings ³	7	237.5	293.8	575.0	305.0	575.0	68.8
Sales to New Listings Ratio ⁴	64.7	60.0	66.7	100.0	20.0	100.0	133.3
Months of Inventory ⁵	5.5	3.0	1.9	1.8	15.0	9.0	9.0
Average Price	\$496,875	23.5	44.8	35.2	82.7	140.0	119.4
Median Price	\$501,288	25.0	40.6	31.9	84.3	142.2	118.9
Sales to List Price Ratio	108.0	99.8	96.8	107.3	98.9	96.3	99.6
Median Days on Market	7.0	7.5	22.5	4.0	44.0	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.

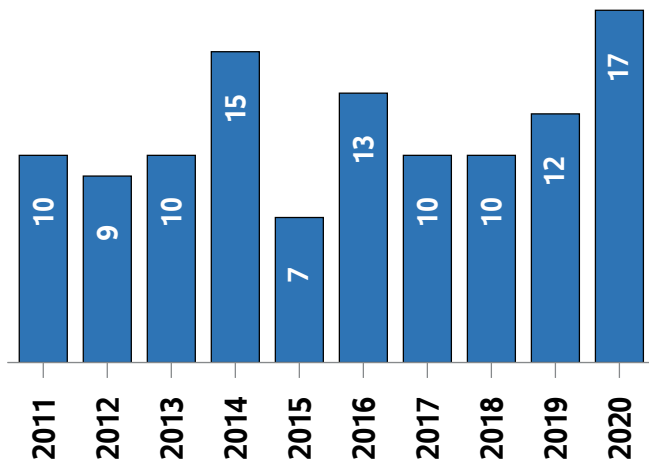
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

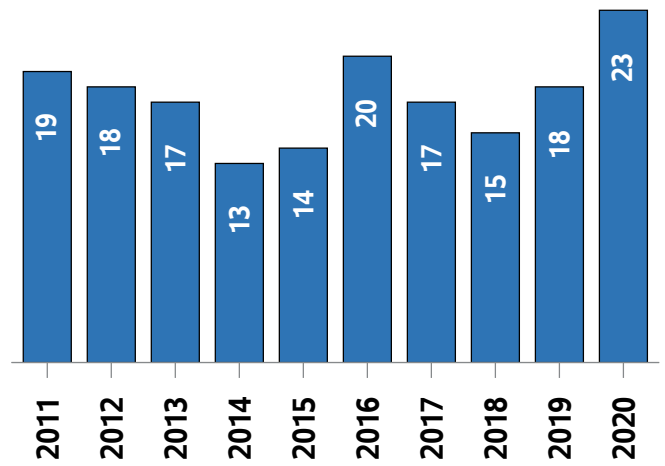
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

6 - Norwich Township MLS® Residential Market Activity

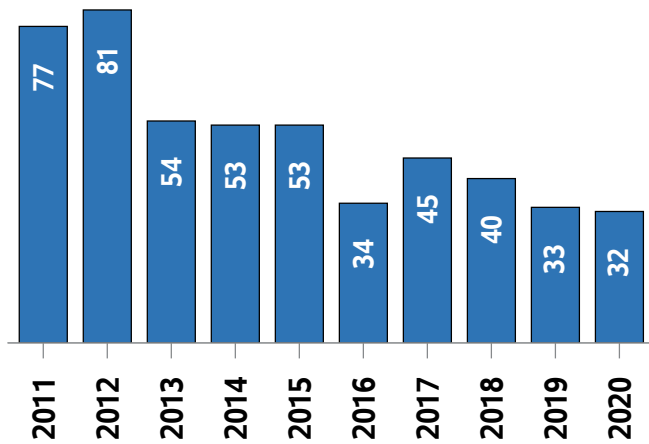
Sales Activity (September only)



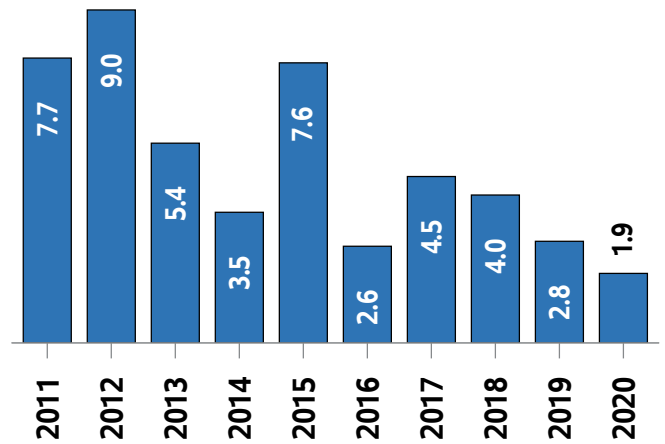
New Listings (September only)



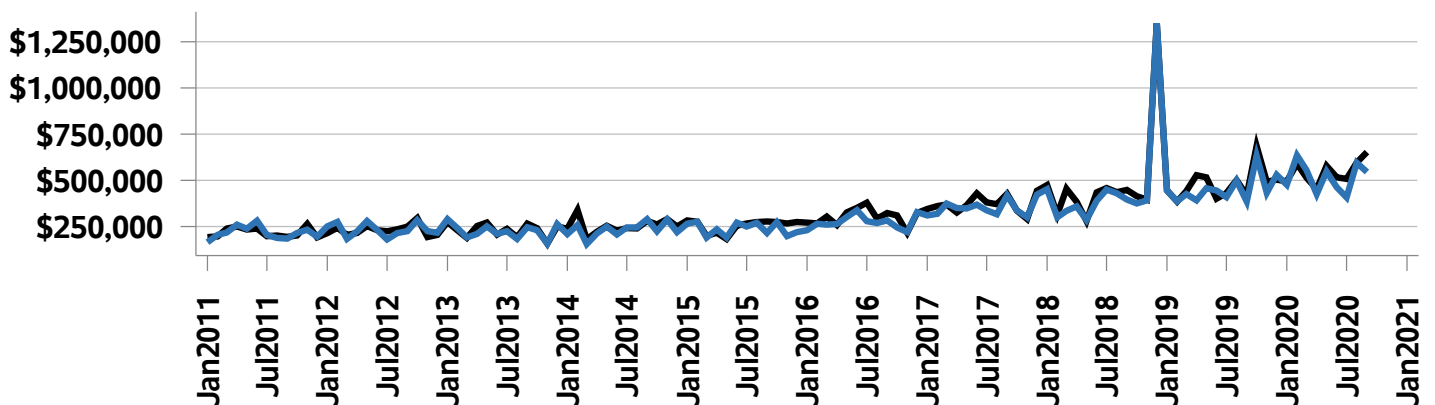
Active Listings (September only)



Months of Inventory (September only)

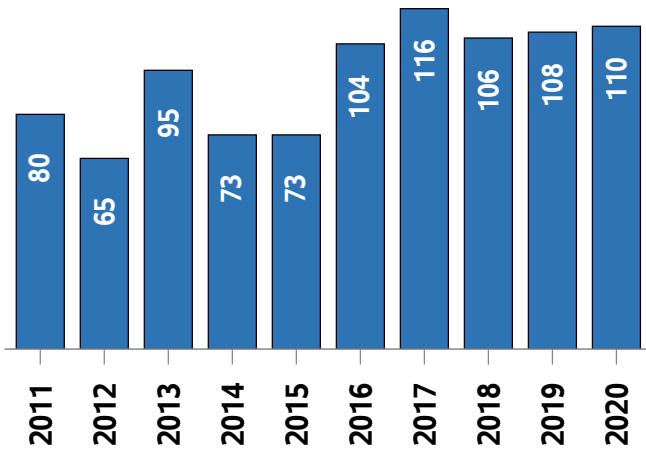


Average Price and Median Price

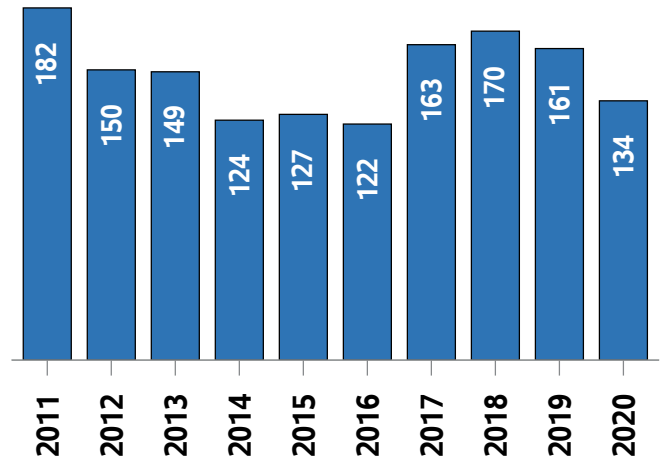


6 - Norwich Township MLS® Residential Market Activity

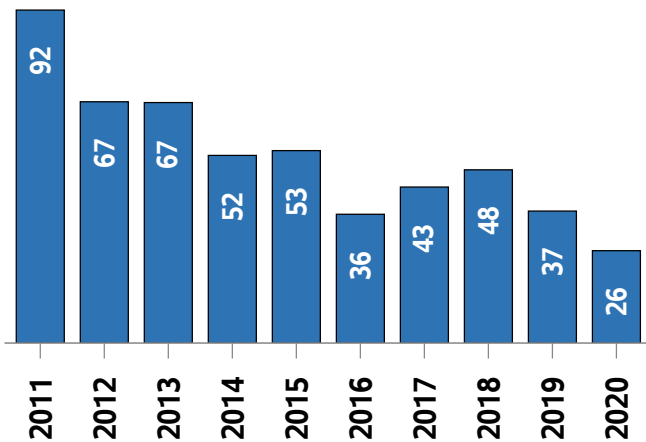
Sales Activity (September Year-to-date)



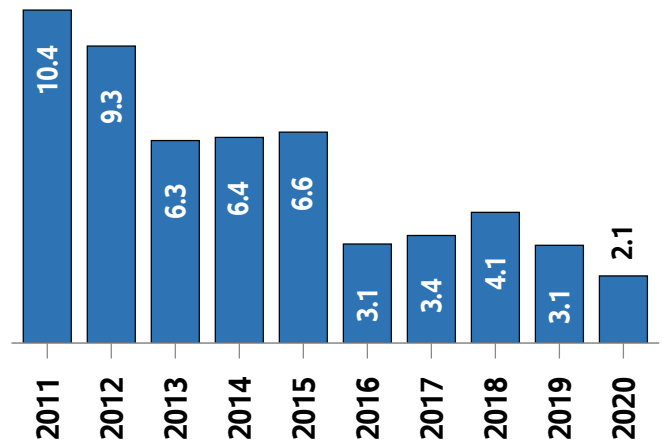
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	17	41.7	70.0	70.0	142.9	70.0	112.5
Dollar Volume	\$11,096,600	120.8	147.7	159.9	471.9	317.5	487.2
New Listings	23	27.8	53.3	35.3	64.3	35.3	15.0
Active Listings	32	-3.0	-20.0	-28.9	-39.6	-40.7	-64.8
Sales to New Listings Ratio ¹	73.9	66.7	66.7	58.8	50.0	58.8	40.0
Months of Inventory ²	1.9	2.8	4.0	4.5	7.6	5.4	11.4
Average Price	\$652,741	55.8	45.7	52.9	135.5	145.6	176.3
Median Price	\$545,000	41.6	37.6	30.2	153.5	121.3	144.9
Sales to List Price Ratio	100.9	95.9	98.0	97.9	94.0	96.1	97.4
Median Days on Market	12.0	26.0	19.5	43.0	85.0	62.5	71.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	110	1.9	3.8	-5.2	50.7	15.8	20.9
Dollar Volume	\$60,182,988	20.5	38.5	39.2	225.5	165.2	185.0
New Listings	134	-16.8	-21.2	-17.8	5.5	-10.1	-29.8
Active Listings ³	26	-30.0	-46.7	-40.8	-52.0	-61.6	-74.6
Sales to New Listings Ratio ⁴	82.1	67.1	62.4	71.2	57.5	63.8	47.6
Months of Inventory ⁵	2.1	3.1	4.1	3.4	6.6	6.3	10.0
Average Price	\$547,118	18.3	33.4	46.8	116.0	129.0	135.8
Median Price	\$520,000	22.6	40.9	48.6	108.1	131.1	142.4
Sales to List Price Ratio	98.1	98.3	98.1	98.8	95.7	95.1	95.9
Median Days on Market	20.0	31.0	31.0	28.0	66.0	58.0	80.0

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.

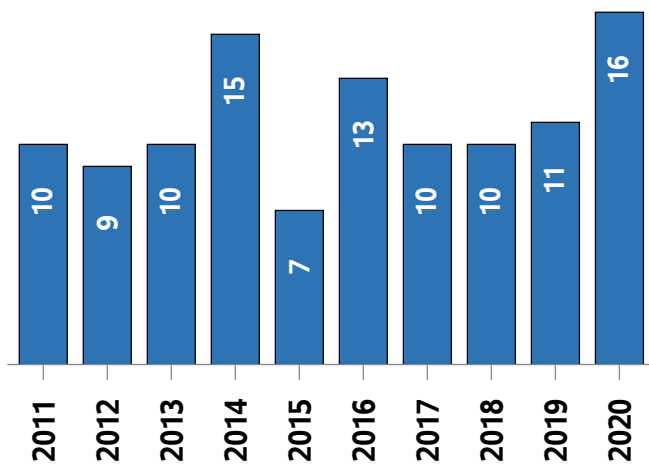
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

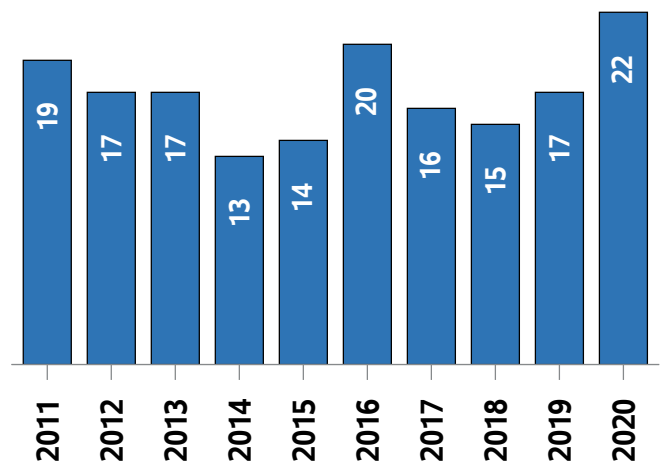
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

6 - Norwich Township MLS® Single Detached Market Activity

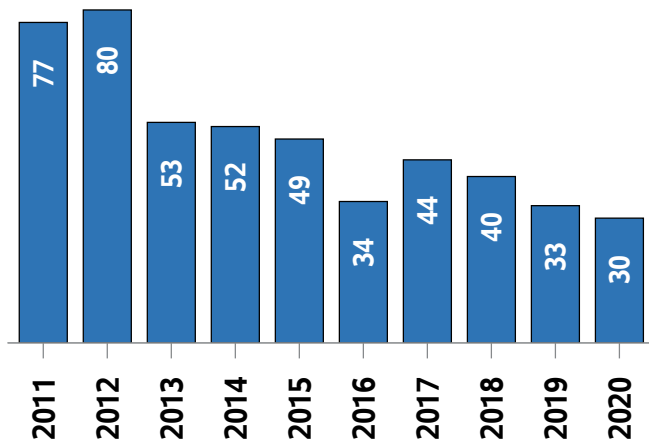
Sales Activity (September only)



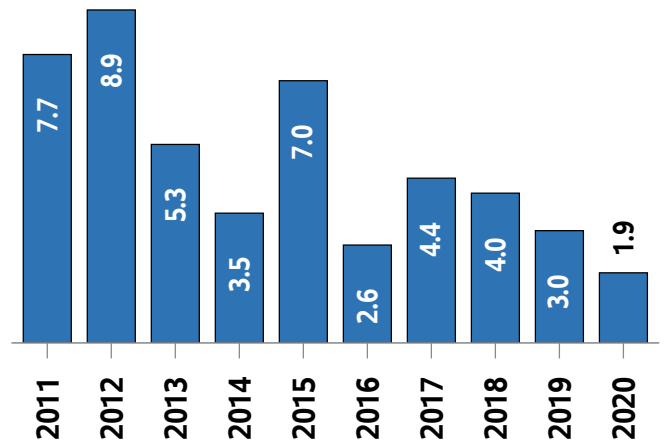
New Listings (September only)



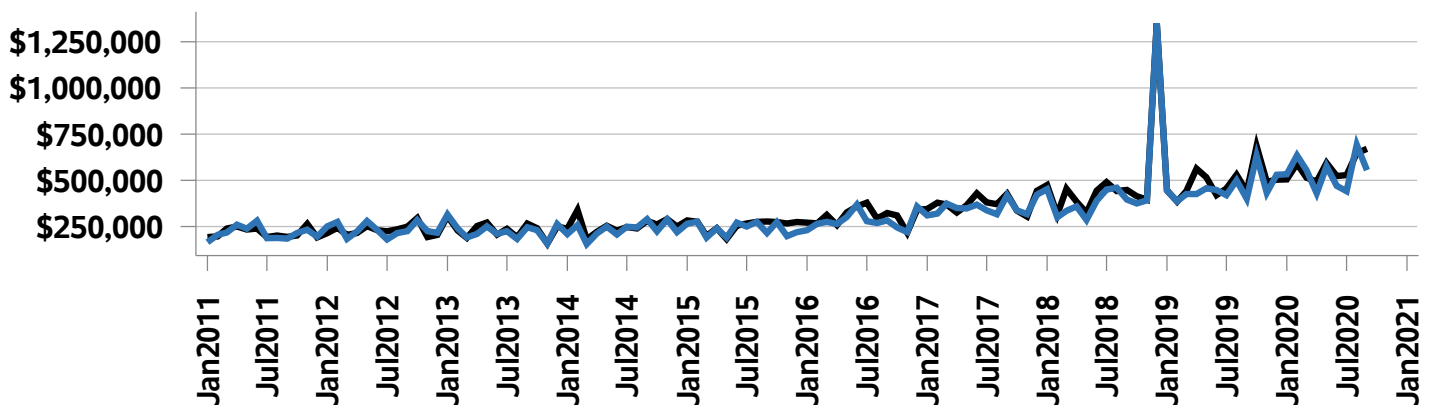
Active Listings (September only)



Months of Inventory (September only)

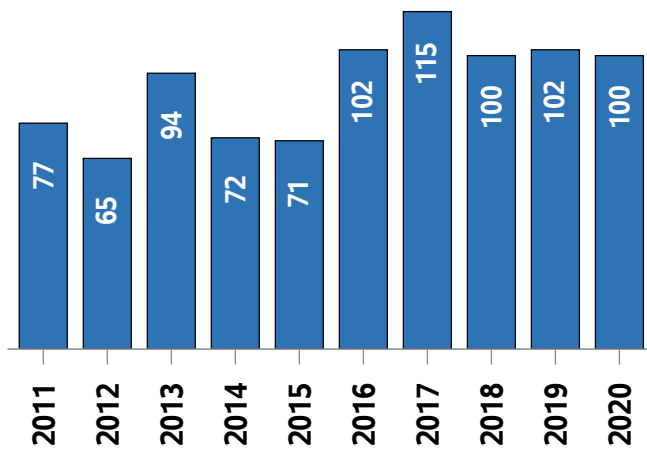


Average Price and Median Price

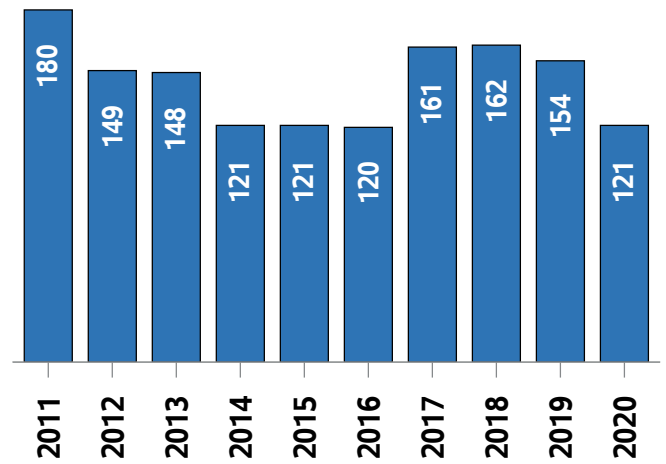


6 - Norwich Township MLS® Single Detached Market Activity

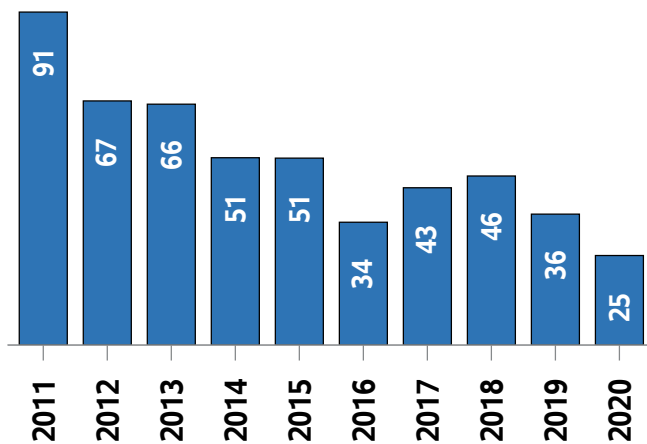
Sales Activity (September Year-to-date)



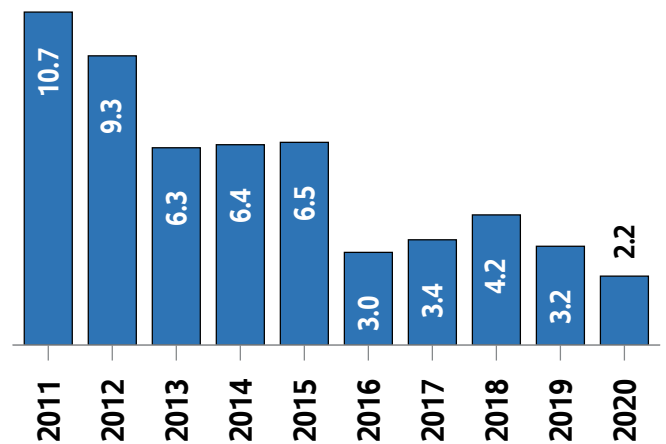
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	16	45.5	60.0	60.0	128.6	60.0	100.0
Dollar Volume	\$10,726,600	122.1	139.5	151.2	452.9	303.6	467.6
New Listings	22	29.4	46.7	37.5	57.1	29.4	15.8
Active Listings	30	-9.1	-25.0	-31.8	-38.8	-43.4	-66.7
Sales to New Listings Ratio ¹	72.7	64.7	66.7	62.5	50.0	58.8	42.1
Months of Inventory ²	1.9	3.0	4.0	4.4	7.0	5.3	11.3
Average Price	\$670,413	52.7	49.7	57.0	141.9	152.2	183.8
Median Price	\$555,000	38.7	40.2	32.6	158.1	125.4	149.4
Sales to List Price Ratio	101.1	95.2	98.0	97.9	94.0	96.1	97.4
Median Days on Market	11.5	31.0	19.5	43.0	85.0	62.5	71.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	100	-2.0	0.0	-13.0	40.8	6.4	12.4
Dollar Volume	\$56,545,114	15.7	33.7	31.3	211.4	150.8	172.4
New Listings	121	-21.4	-25.3	-24.8	0.0	-18.2	-35.6
Active Listings ³	25	-31.6	-47.0	-43.0	-52.1	-62.8	-75.3
Sales to New Listings Ratio ⁴	82.6	66.2	61.7	71.4	58.7	63.5	47.3
Months of Inventory ⁵	2.2	3.2	4.2	3.4	6.5	6.3	10.0
Average Price	\$565,451	18.0	33.7	51.0	121.1	135.8	142.5
Median Price	\$535,250	22.1	40.9	52.9	114.2	136.3	149.5
Sales to List Price Ratio	98.0	98.2	98.2	98.6	95.9	95.0	95.9
Median Days on Market	22.5	31.5	29.5	28.0	67.0	56.5	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.

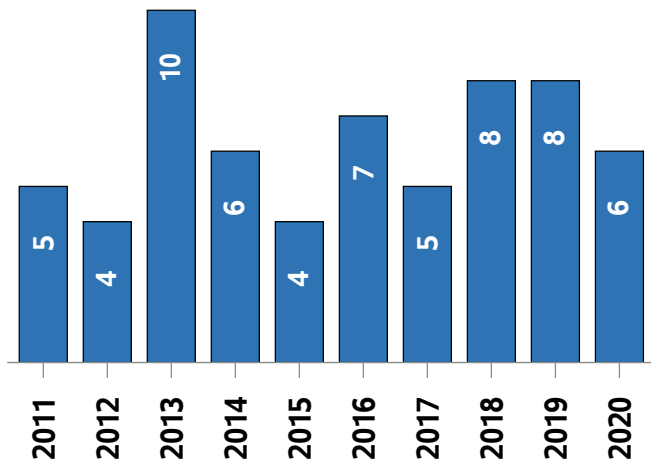
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

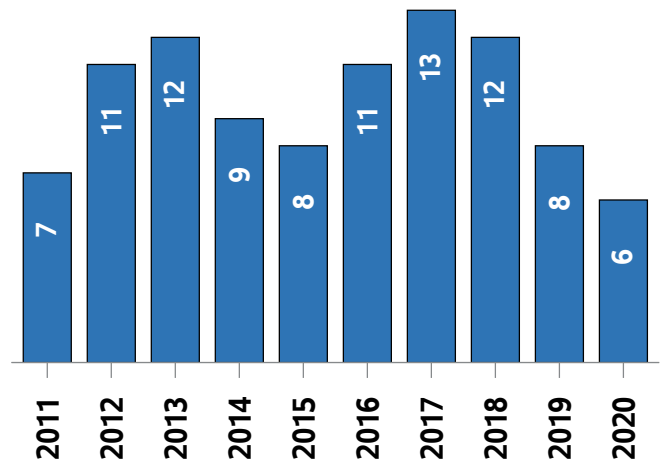
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

7 - Southwest Oxford MLS® Residential Market Activity

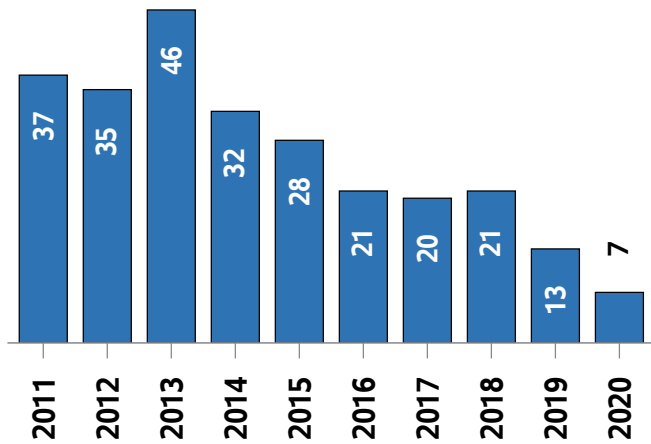
Sales Activity (September only)



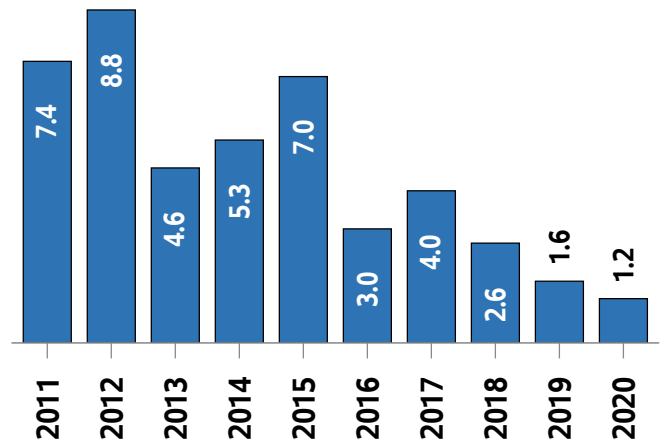
New Listings (September only)



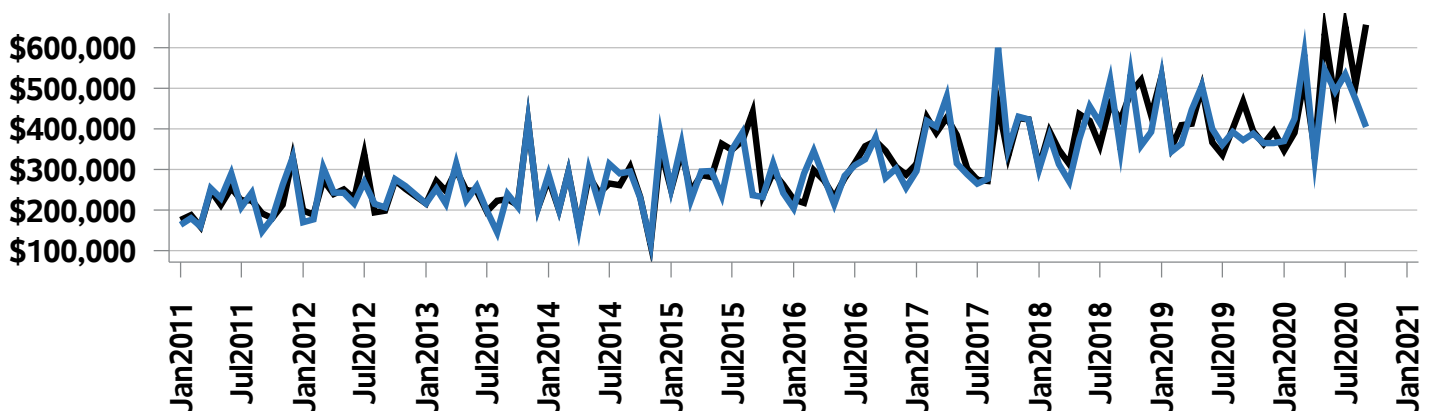
Active Listings (September only)



Months of Inventory (September only)

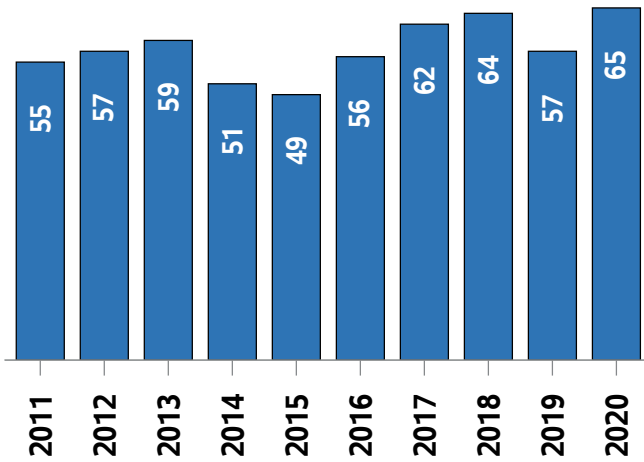


Average Price and Median Price

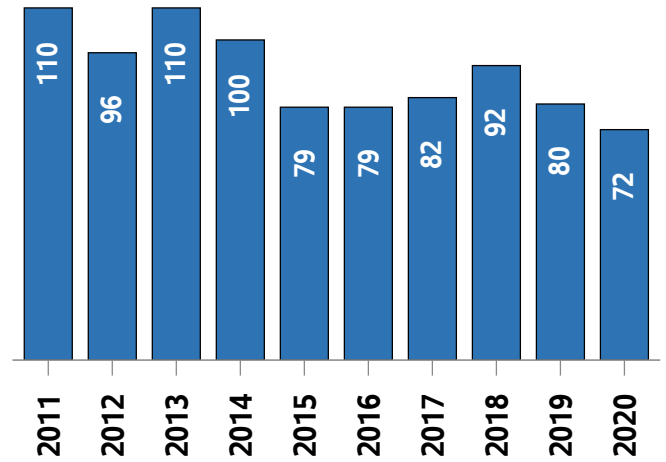


7 - Southwest Oxford MLS® Residential Market Activity

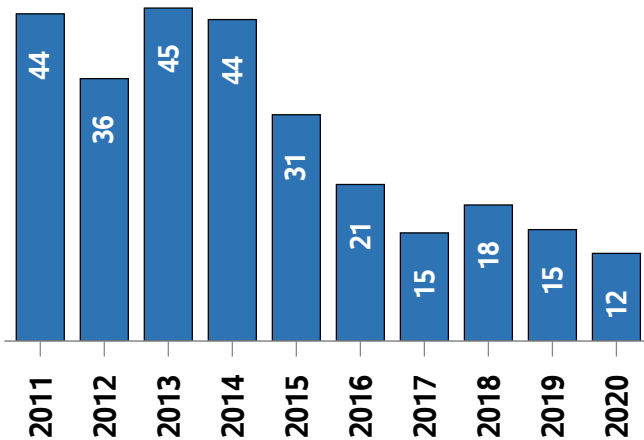
Sales Activity (September Year-to-date)



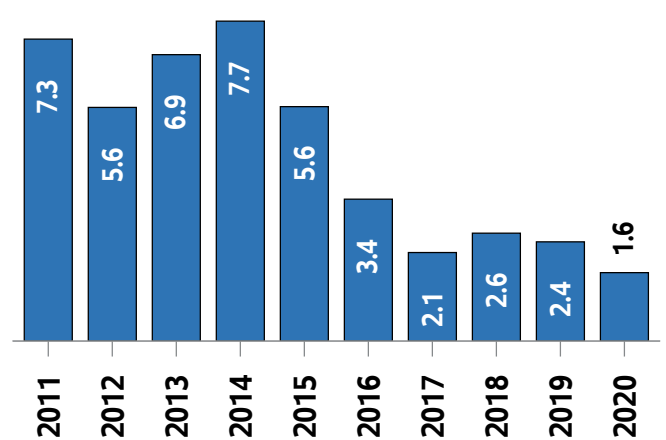
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	6	-25.0	-25.0	20.0	50.0	-40.0	-25.0
Dollar Volume	\$3,939,800	5.4	16.5	70.9	123.2	73.8	171.9
New Listings	6	-25.0	-50.0	-53.8	-25.0	-50.0	-60.0
Active Listings	7	-46.2	-66.7	-65.0	-75.0	-84.8	-82.5
Sales to New Listings Ratio ¹	100.0	100.0	66.7	38.5	50.0	83.3	53.3
Months of Inventory ²	1.2	1.6	2.6	4.0	7.0	4.6	5.0
Average Price	\$656,633	40.5	55.3	42.4	48.8	189.6	262.5
Median Price	\$404,950	8.7	16.8	-32.5	71.2	69.1	115.4
Sales to List Price Ratio	103.8	96.8	98.9	100.0	95.6	97.1	93.5
Median Days on Market	21.5	38.5	22.0	17.0	126.5	91.5	85.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	65	14.0	1.6	4.8	32.7	10.2	8.3
Dollar Volume	\$32,805,750	33.9	31.9	48.1	106.4	134.3	183.0
New Listings	72	-10.0	-21.7	-12.2	-8.9	-34.5	-41.9
Active Listings ³	12	-21.3	-35.5	-18.9	-61.2	-73.6	-78.3
Sales to New Listings Ratio ⁴	90.3	71.3	69.6	75.6	62.0	53.6	48.4
Months of Inventory ⁵	1.6	2.4	2.6	2.1	5.6	6.9	8.2
Average Price	\$504,704	17.4	29.9	41.3	55.6	112.7	161.2
Median Price	\$440,000	5.3	16.6	34.4	57.1	86.4	134.2
Sales to List Price Ratio	100.7	101.6	98.4	100.2	96.6	96.1	94.1
Median Days on Market	20.0	27.0	19.0	16.0	68.0	56.0	70.5

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.

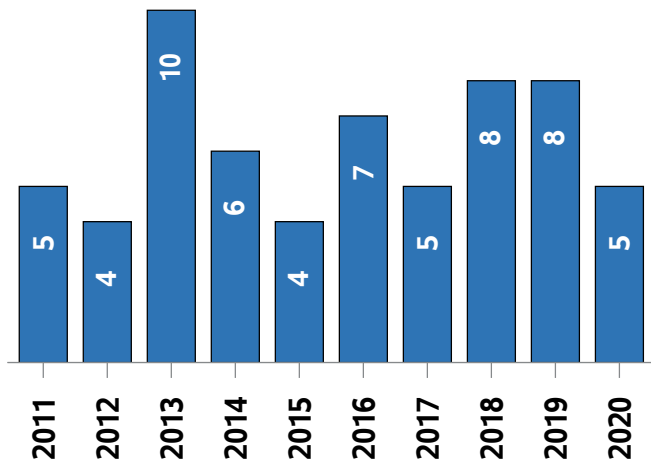
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

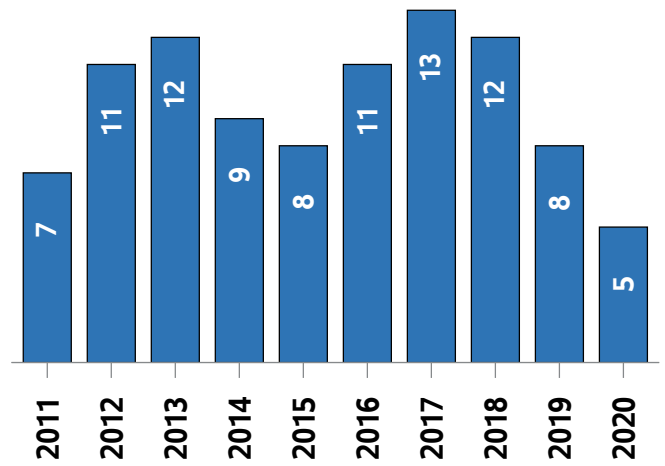
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

7 - Southwest Oxford MLS® Single Detached Market Activity

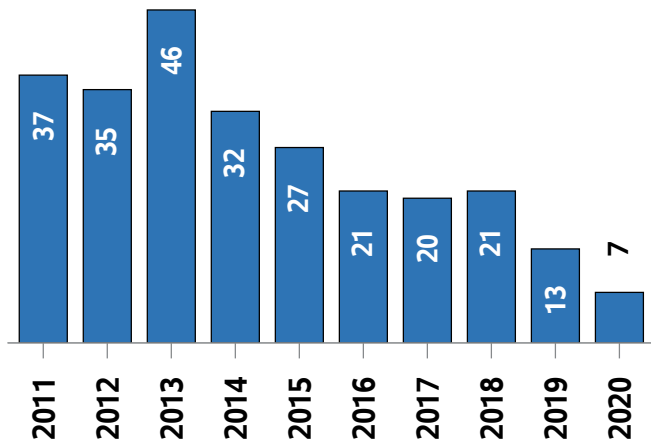
Sales Activity (September only)



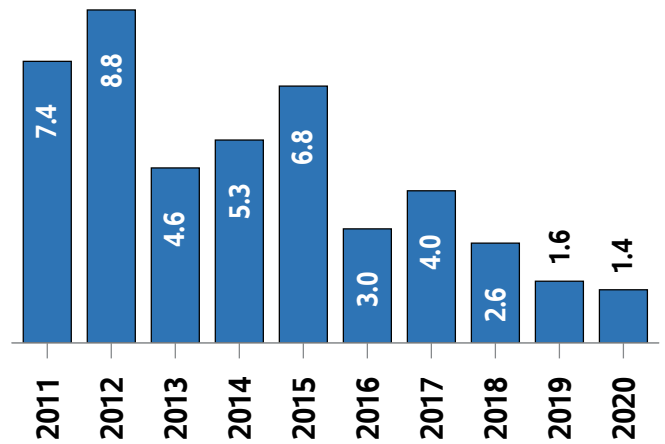
New Listings (September only)



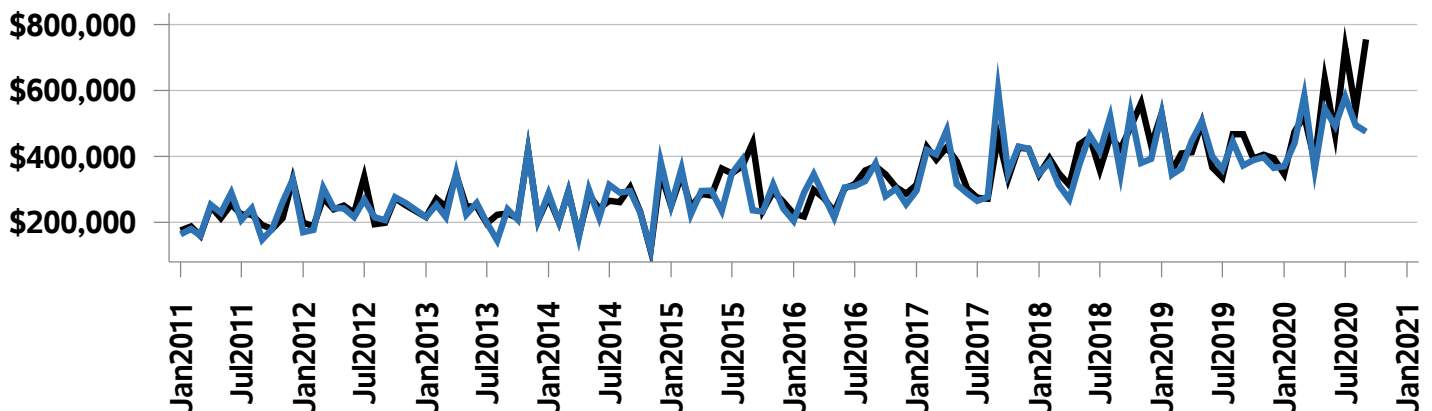
Active Listings (September only)



Months of Inventory (September only)

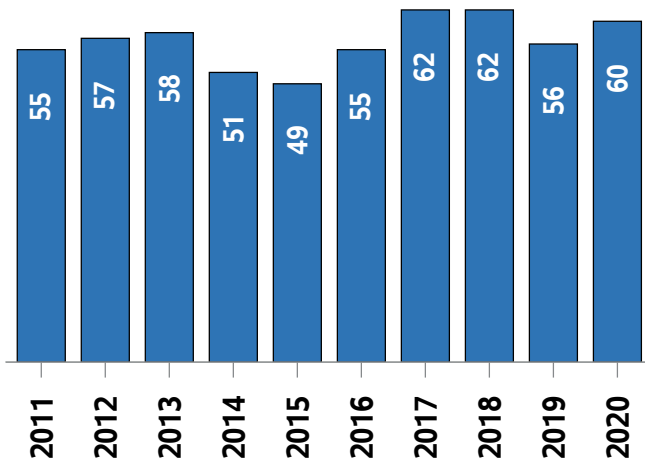


Average Price and Median Price

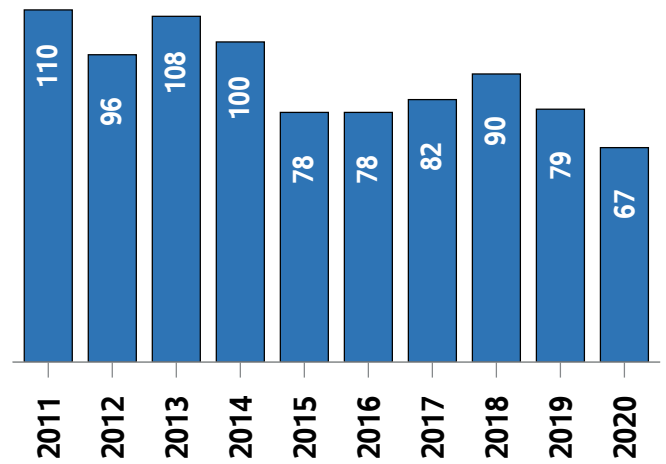


7 - Southwest Oxford MLS® Single Detached Market Activity

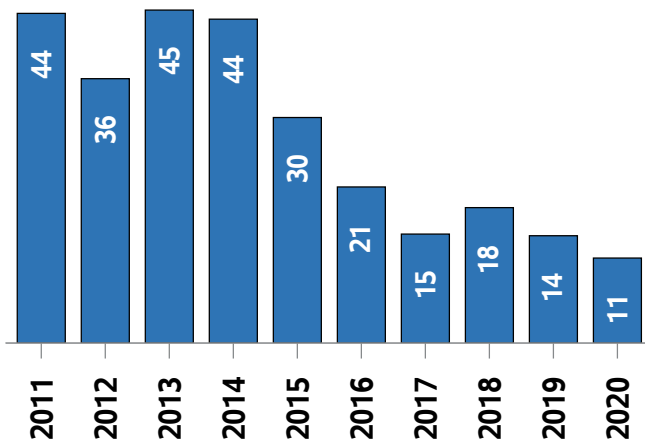
Sales Activity (September Year-to-date)



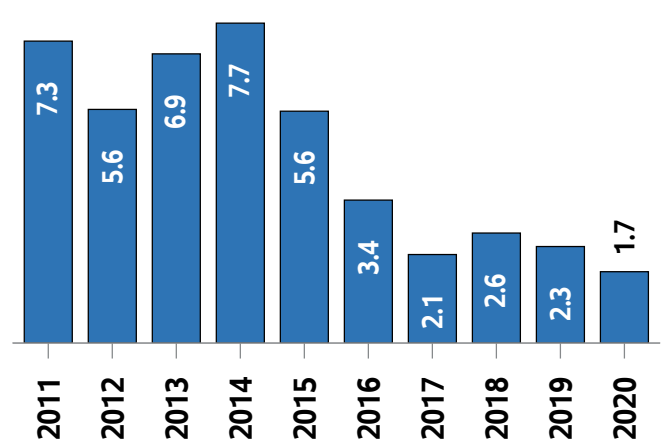
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	5	-37.5	-37.5	0.0	25.0	-50.0	-37.5
Dollar Volume	\$3,774,800	1.0	11.6	63.8	113.8	66.5	160.5
New Listings	5	-37.5	-58.3	-61.5	-37.5	-58.3	-66.7
Active Listings	7	-46.2	-66.7	-65.0	-74.1	-84.8	-82.5
Sales to New Listings Ratio ¹	100.0	100.0	66.7	38.5	50.0	83.3	53.3
Months of Inventory ²	1.4	1.6	2.6	4.0	6.8	4.6	5.0
Average Price	\$754,960	61.6	78.5	63.8	71.0	233.0	316.8
Median Price	\$474,900	27.5	36.9	-20.9	100.8	98.3	152.6
Sales to List Price Ratio	103.8	96.8	98.9	100.0	95.6	97.1	93.5
Median Days on Market	22.0	38.5	22.0	17.0	126.5	91.5	85.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	60	7.1	-3.2	-3.2	22.4	3.4	0.0
Dollar Volume	\$32,058,750	31.2	30.7	44.8	101.7	130.9	176.6
New Listings	67	-15.2	-25.6	-18.3	-14.1	-38.0	-45.5
Active Listings ³	11	-20.8	-37.2	-22.0	-62.3	-74.4	-78.9
Sales to New Listings Ratio ⁴	89.6	70.9	68.9	75.6	62.8	53.7	48.8
Months of Inventory ⁵	1.7	2.3	2.6	2.1	5.6	6.9	8.1
Average Price	\$534,313	22.5	35.0	49.6	64.7	123.2	176.6
Median Price	\$463,700	10.0	21.6	41.6	65.6	89.7	146.8
Sales to List Price Ratio	100.8	101.6	98.5	100.2	96.6	96.2	94.1
Median Days on Market	20.5	29.0	19.0	16.0	68.0	57.5	70.5

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.

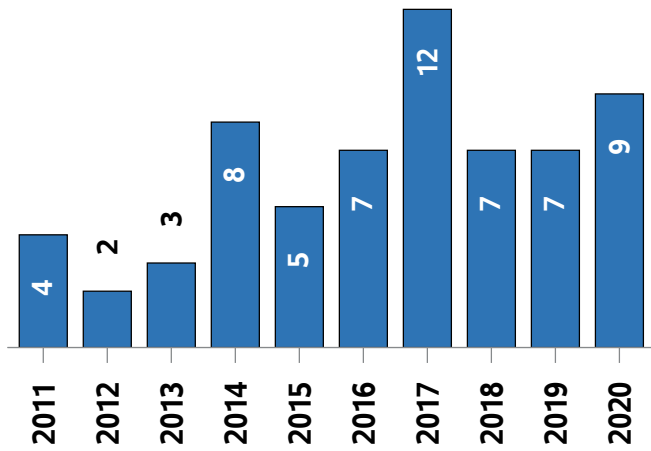
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

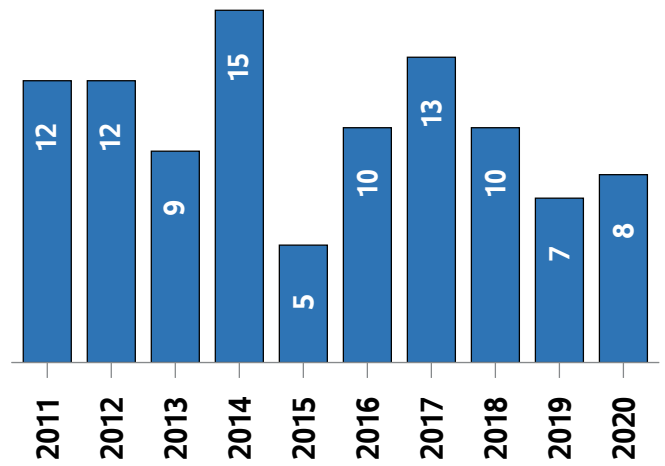
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

8 - Zorra MLS® Residential Market Activity

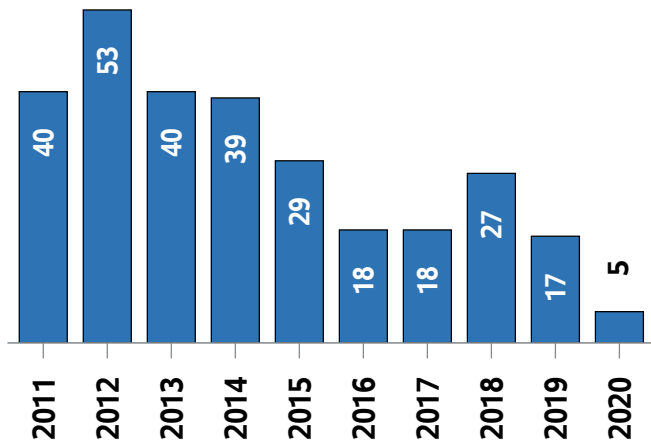
Sales Activity (September only)



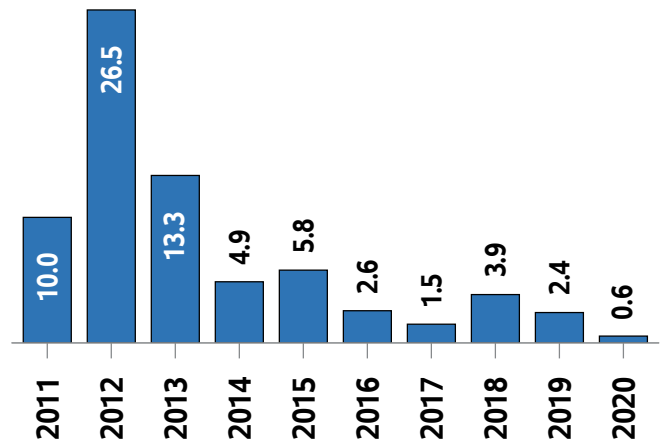
New Listings (September only)



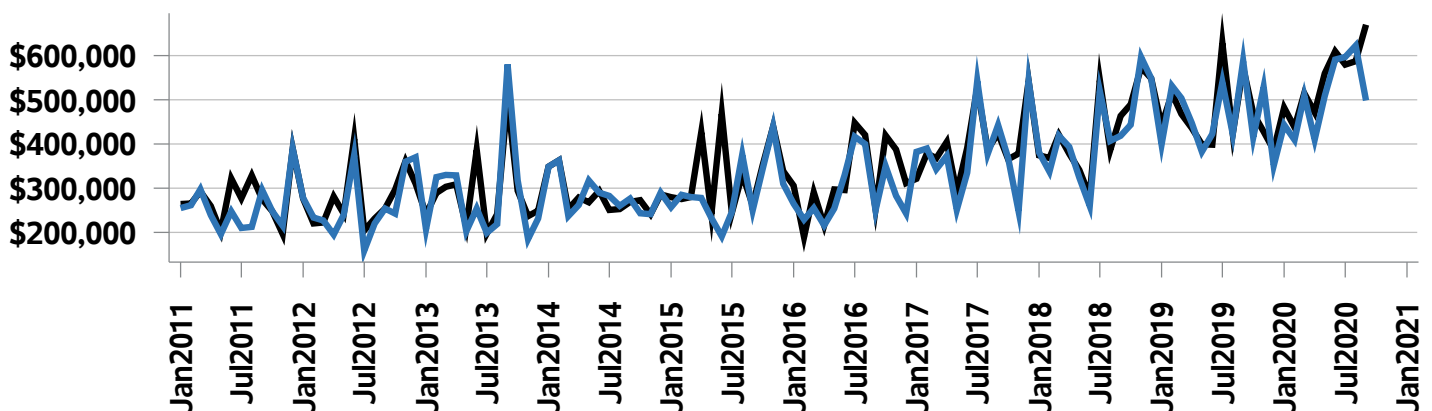
Active Listings (September only)



Months of Inventory (September only)

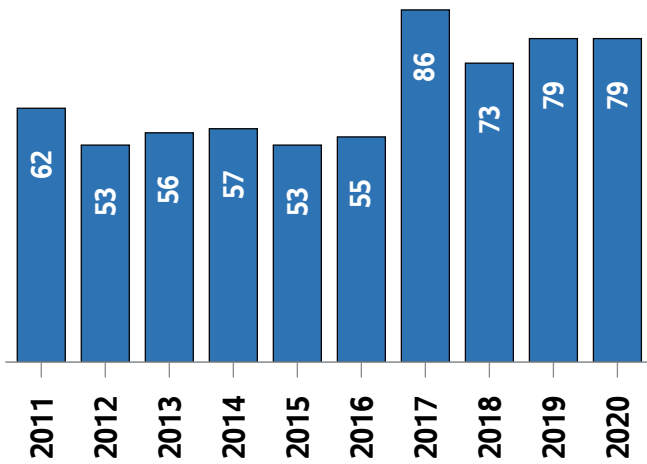


Average Price and Median Price

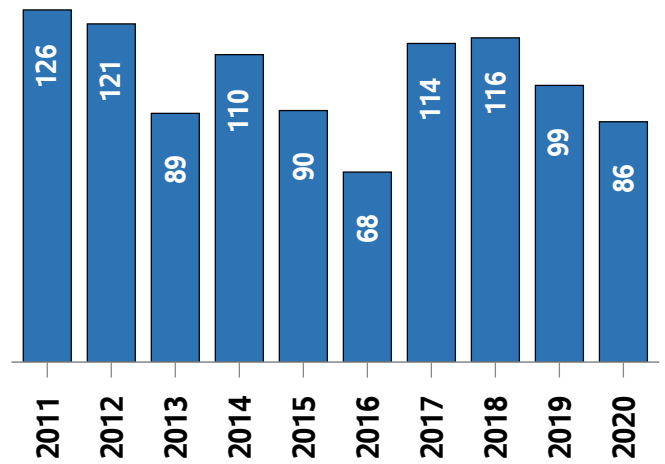


8 - Zorra MLS® Residential Market Activity

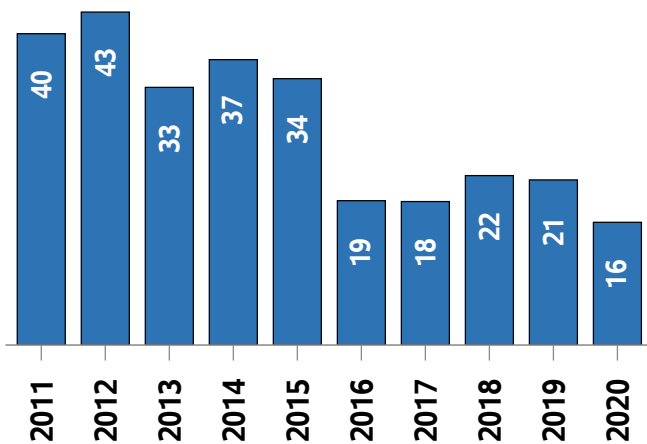
Sales Activity (September Year-to-date)



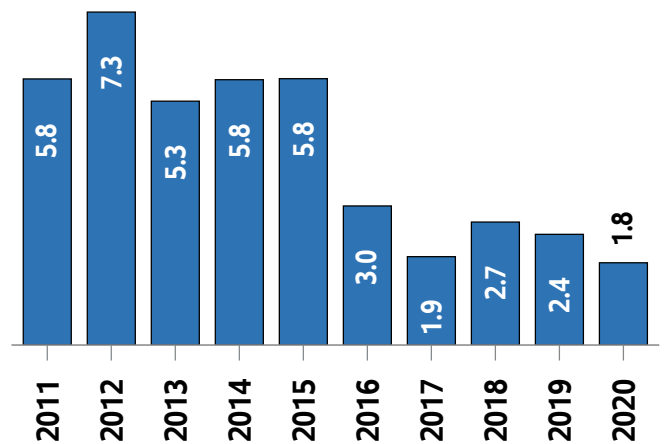
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	9	28.6	28.6	-25.0	80.0	200.0	28.6
Dollar Volume	\$6,028,392	50.3	85.8	18.4	361.3	300.6	291.7
New Listings	8	14.3	-20.0	-38.5	60.0	-11.1	-38.5
Active Listings	5	-70.6	-81.5	-72.2	-82.8	-87.5	-90.0
Sales to New Listings Ratio ¹	112.5	100.0	70.0	92.3	100.0	33.3	53.8
Months of Inventory ²	0.6	2.4	3.9	1.5	5.8	13.3	7.1
Average Price	\$669,821	16.9	44.5	57.9	156.3	33.5	204.7
Median Price	\$498,385	-15.2	19.1	12.6	99.4	-14.1	129.1
Sales to List Price Ratio	106.6	98.3	103.6	102.8	95.7	96.1	96.0
Median Days on Market	12.0	48.0	58.0	16.0	101.0	34.0	70.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	79	0.0	8.2	-8.1	49.1	41.1	19.7
Dollar Volume	\$43,630,370	16.6	50.2	30.2	155.3	175.5	159.5
New Listings	86	-13.1	-25.9	-24.6	-4.4	-3.4	-29.5
Active Listings ³	16	-25.7	-27.6	-14.5	-53.9	-52.3	-68.1
Sales to New Listings Ratio ⁴	91.9	79.8	62.9	75.4	58.9	62.9	54.1
Months of Inventory ⁵	1.8	2.4	2.7	1.9	5.8	5.3	6.7
Average Price	\$552,283	16.6	38.7	41.7	71.3	95.3	116.8
Median Price	\$556,030	27.4	40.8	47.3	116.4	134.2	144.4
Sales to List Price Ratio	101.8	100.1	102.6	102.2	95.9	97.3	97.0
Median Days on Market	27.0	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.

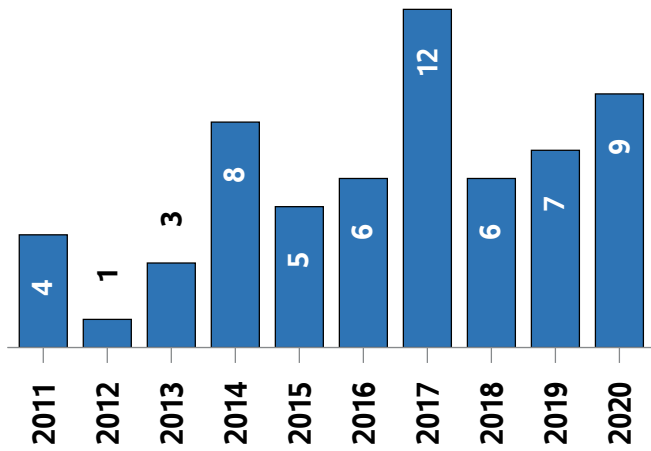
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

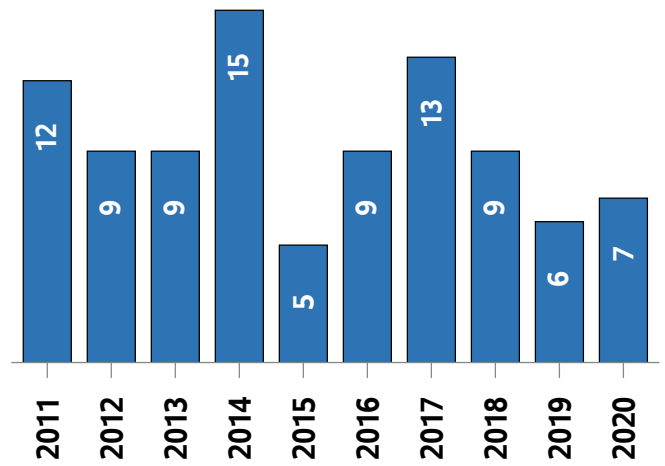
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

8 - Zorra MLS® Single Detached Market Activity

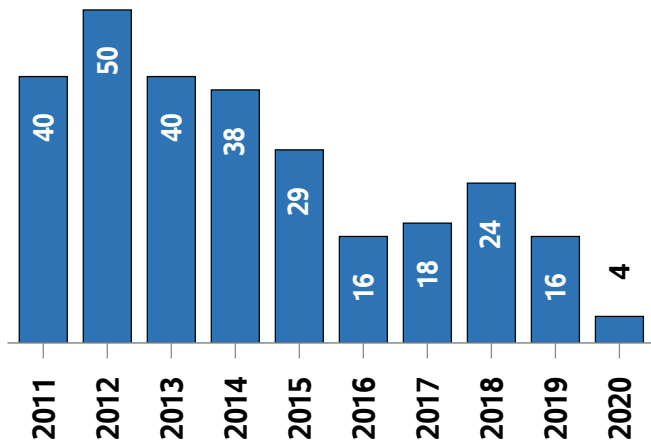
Sales Activity (September only)



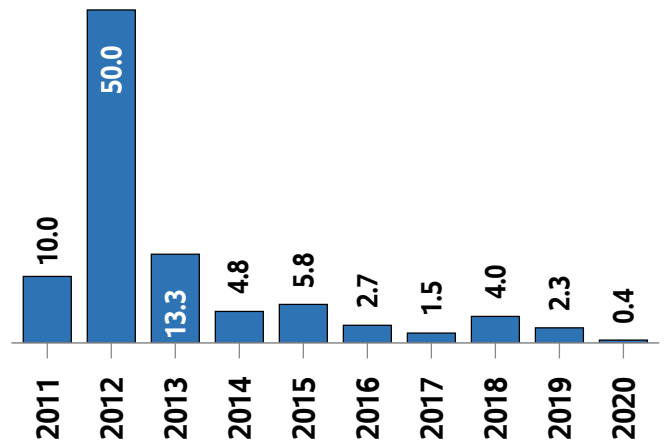
New Listings (September only)



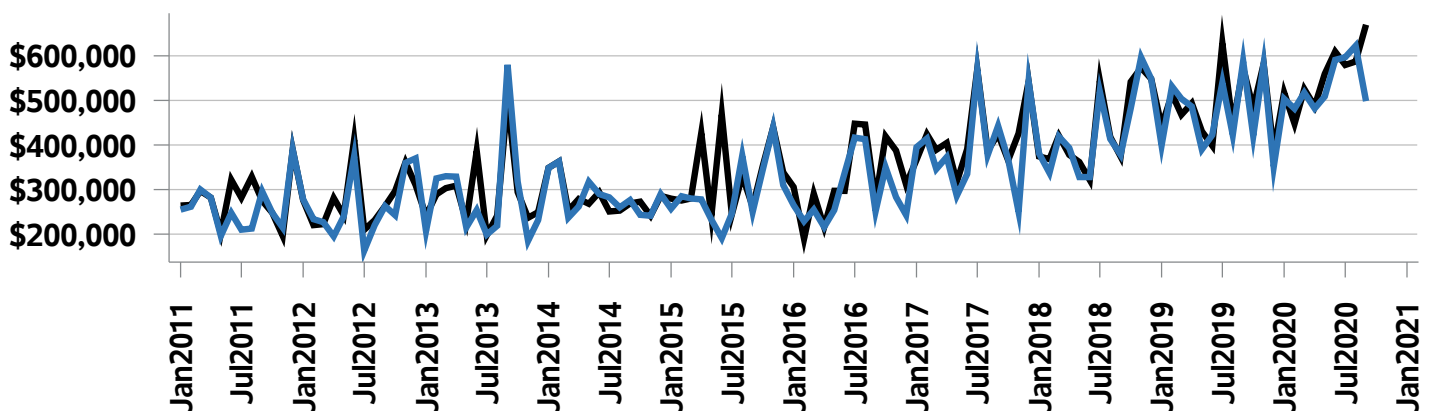
Active Listings (September only)



Months of Inventory (September only)



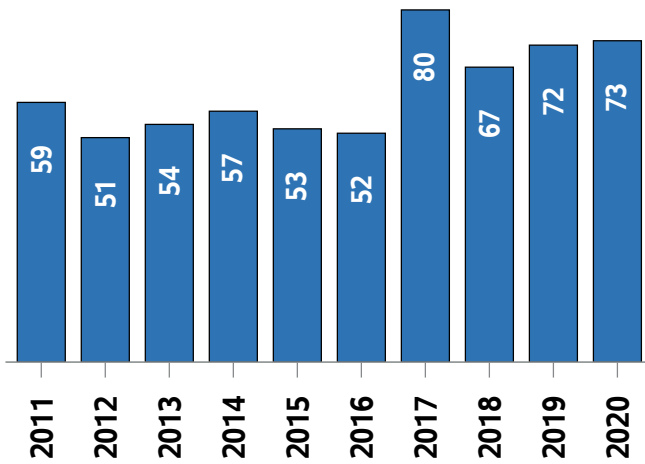
Average Price and Median Price



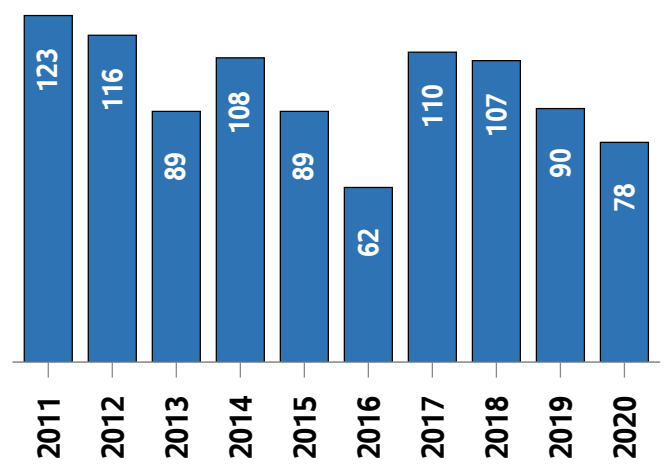
8 - Zorra

MLS® Single Detached Market Activity

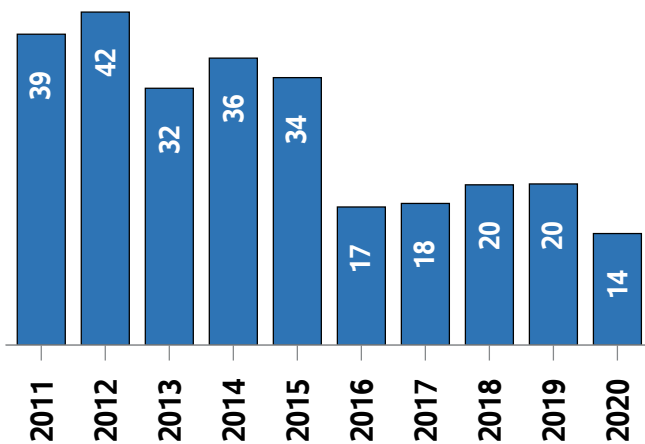
Sales Activity (September Year-to-date)



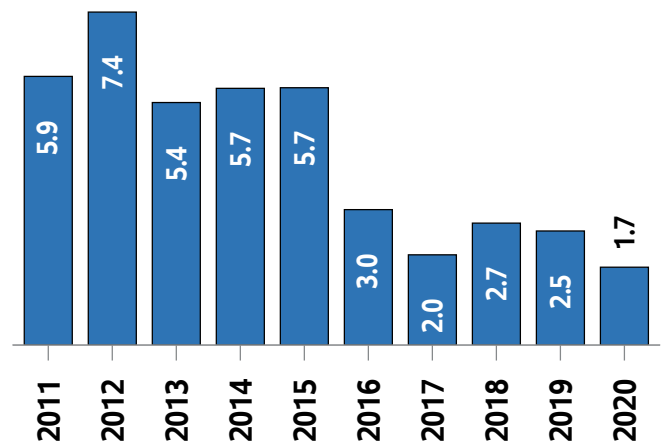
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	9	28.6	50.0	-25.0	80.0	200.0	28.6
Dollar Volume	\$6,028,392	50.3	168.6	18.4	361.3	300.6	291.7
New Listings	7	16.7	-22.2	-46.2	40.0	-22.2	-46.2
Active Listings	4	-75.0	-83.3	-77.8	-86.2	-90.0	-91.8
Sales to New Listings Ratio ¹	128.6	116.7	66.7	92.3	100.0	33.3	53.8
Months of Inventory ²	0.4	2.3	4.0	1.5	5.8	13.3	7.0
Average Price	\$669,821	16.9	79.0	57.9	156.3	33.5	204.7
Median Price	\$498,385	-15.2	31.8	12.6	99.4	-14.1	129.1
Sales to List Price Ratio	106.6	98.3	106.9	102.8	95.7	96.1	96.0
Median Days on Market	12.0	48.0	40.5	16.0	101.0	34.0	70.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	73	1.4	9.0	-8.8	37.7	35.2	10.6
Dollar Volume	\$41,332,074	17.0	53.0	26.5	141.9	165.1	145.8
New Listings	78	-13.3	-27.1	-29.1	-12.4	-12.4	-35.5
Active Listings ³	14	-30.8	-30.4	-21.3	-58.3	-56.6	-71.3
Sales to New Listings Ratio ⁴	93.6	80.0	62.6	72.7	59.6	60.7	54.5
Months of Inventory ⁵	1.7	2.5	2.7	2.0	5.7	5.4	6.7
Average Price	\$566,193	15.4	40.5	38.6	75.6	96.1	122.3
Median Price	\$563,000	17.7	42.0	45.3	119.1	131.0	147.5
Sales to List Price Ratio	101.9	100.0	103.2	102.6	95.9	97.3	97.0
Median Days on Market	27.0	31.5	14.0	14.5	54.0	51.0	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.

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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.