



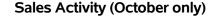
Woodstock-Ingersoll Residential Market Activity Report October 2020

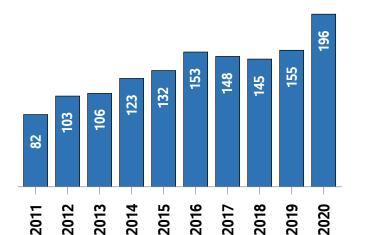




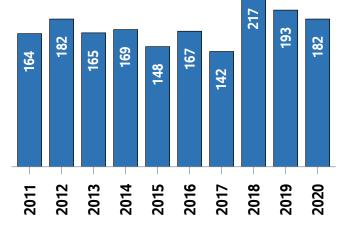


## Woodstock-Ingersoll MLS® Residential Market Activity



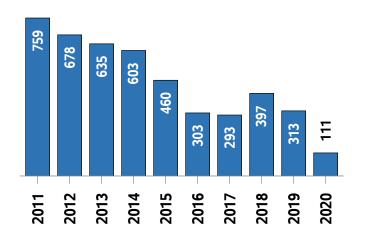


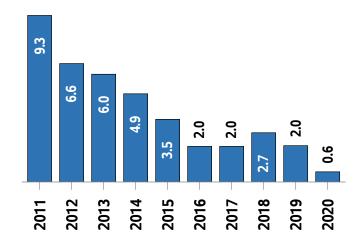
**Active Listings (October only)** 



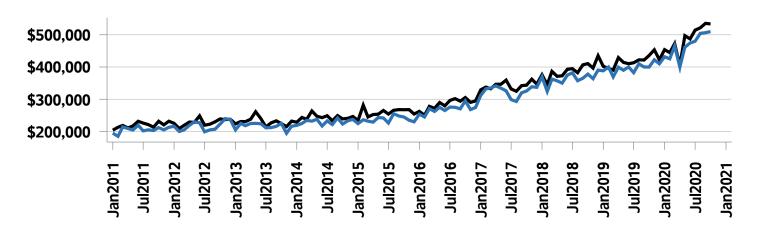
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

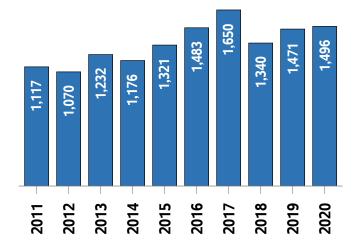




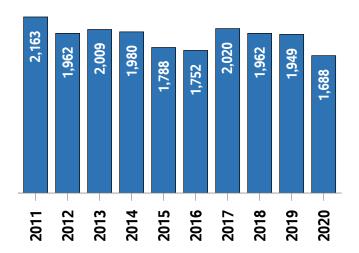




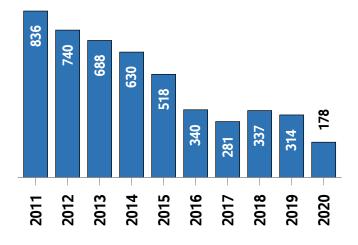
Sales Activity (October Year-to-date)



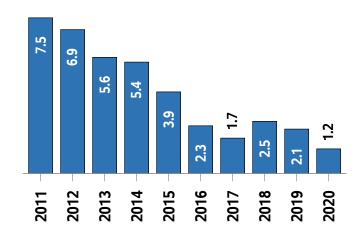
**New Listings (October Year-to-date)** 



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



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



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

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





# Woodstock-Ingersoll MLS® Residential Market Activity

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

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

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

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

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

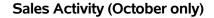
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

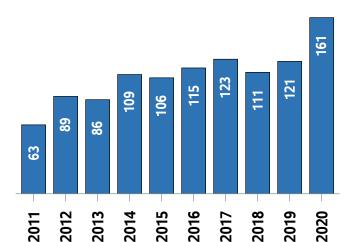
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



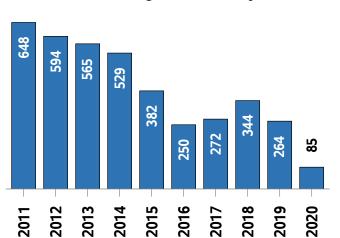


## Woodstock-Ingersoll MLS® Single Detached Market Activity

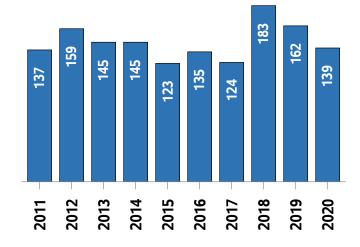




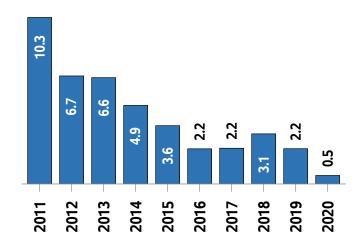
**Active Listings (October only)** 



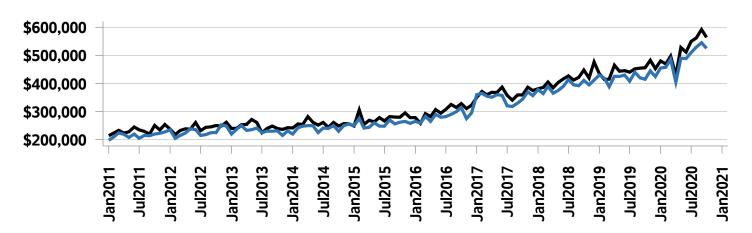
New Listings (October only)



Months of Inventory (October only)



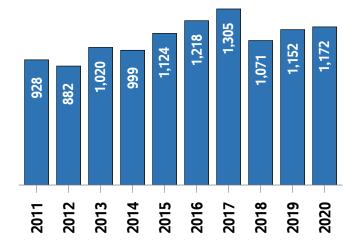
**Average Price and Median Price** 



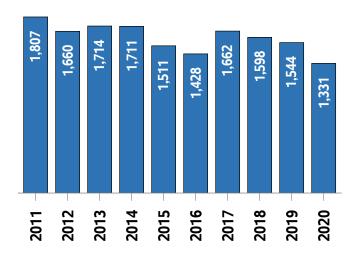




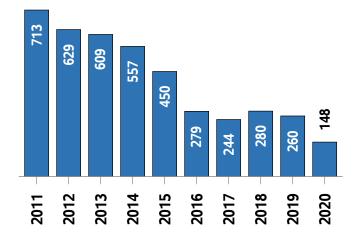
## Woodstock-Ingersoll MLS® Single Detached Market Activity



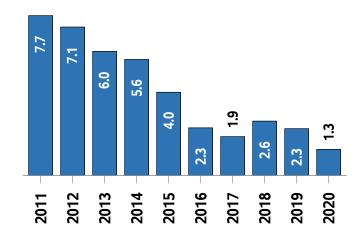
**New Listings (October Year-to-date)** 



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



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



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

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





# Woodstock-Ingersoll MLS® Single Detached Market Activity

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

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

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

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

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

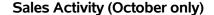
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

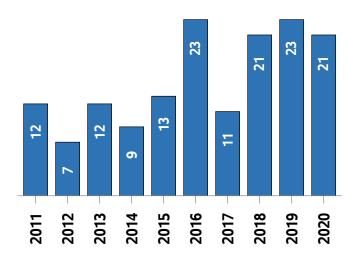
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



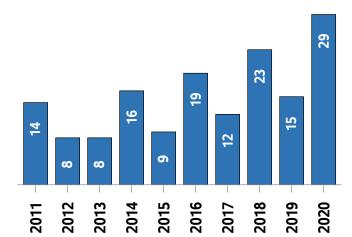


## Woodstock-Ingersoll MLS® Semi-Detached Market Activity



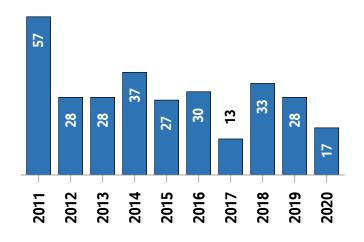


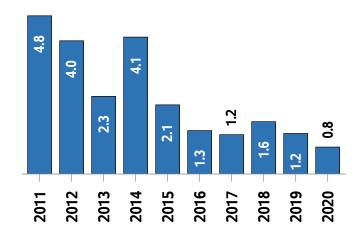
**Active Listings (October only)** 



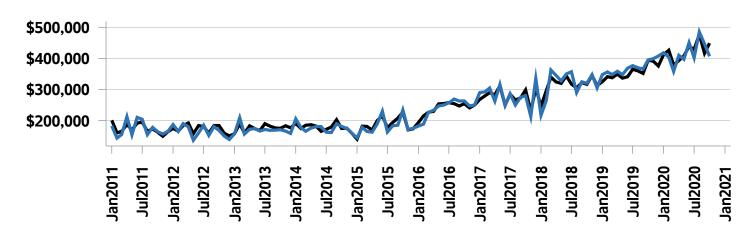
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

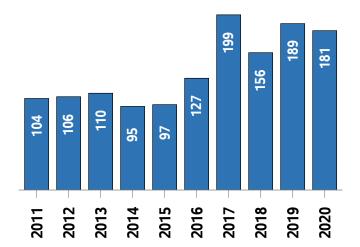




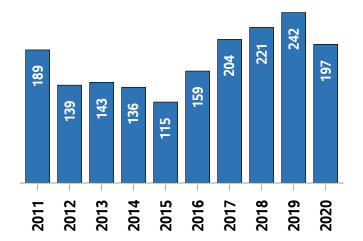


### Woodstock-Ingersoll MLS® Semi-Detached Market Activity

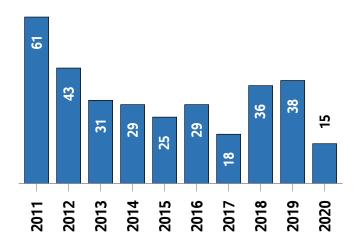
### Sales Activity (October Year-to-date)



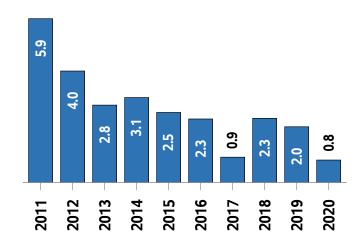
### **New Listings (October Year-to-date)**



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



### **Months of Inventory** <sup>2</sup> (October Year-to-date)



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

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





# **Woodstock-Ingersoll**MLS® Semi-Detached Market Activity

				Compa	red to 6		
Actual	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	21	-8.7	0.0	90.9	61.5	75.0	250.0
Dollar Volume	\$9,427,765	4.1	41.8	187.2	219.0	349.3	870.0
New Listings	29	93.3	26.1	141.7	222.2	262.5	93.3
Active Listings	17	-39.3	-48.5	30.8	-37.0	-39.3	-69.1
Sales to New Listings Ratio 1	72.4	153.3	91.3	91.7	144.4	150.0	40.0
Months of Inventory 2	0.8	1.2	1.6	1.2	2.1	2.3	9.2
Average Price	\$448,941	14.0	41.8	50.4	97.5	156.7	177.2
Median Price	\$406,675	3.0	27.2	45.2	73.8	138.5	152.3
Sales to List Price Ratio	106.9	100.8	99.2	98.4	98.3	97.9	96.9
Median Days on Market	11.0	45.0	21.0	15.0	26.0	34.0	65.5
				Compa	red to <sup>6</sup>		
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity							
7	181	-4.2	16.0	-9.0	86.6	64.5	132.1
Dollar Volume	181 \$78,324,012	-4.2 17.9	16.0 56.8	-9.0 38.2	86.6 318.4	64.5 302.7	132.1 513.7
-							
Dollar Volume	\$78,324,012	17.9	56.8	38.2	318.4	302.7	513.7
Dollar Volume  New Listings	\$78,324,012 197	17.9 -18.6	56.8	38.2	318.4 71.3	302.7 37.8	513.7 38.7
Dollar Volume  New Listings  Active Listings <sup>3</sup>	\$78,324,012 197 15	17.9 -18.6 -61.3	56.8 -10.9 -59.3	38.2 -3.4 -19.2	318.4 71.3 -40.0	302.7 37.8 -52.1	513.7 38.7 -73.9
Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	\$78,324,012 197 15 91.9	17.9 -18.6 -61.3 78.1	56.8 -10.9 -59.3 70.6	38.2 -3.4 -19.2 97.5	318.4 71.3 -40.0 84.3	302.7 37.8 -52.1 76.9	513.7 38.7 -73.9 54.9
Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	\$78,324,012 197 15 91.9 0.8	17.9 -18.6 -61.3 78.1 2.0	56.8 -10.9 -59.3 70.6 2.3	38.2 -3.4 -19.2 97.5 0.9	318.4 71.3 -40.0 84.3 2.5	302.7 37.8 -52.1 76.9 2.8	513.7 38.7 -73.9 54.9 7.2
Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	\$78,324,012 197 15 91.9 0.8 \$432,729	17.9 -18.6 -61.3 78.1 2.0 23.2	56.8 -10.9 -59.3 70.6 2.3 35.1	38.2 -3.4 -19.2 97.5 0.9 52.0	318.4 71.3 -40.0 84.3 2.5	302.7 37.8 -52.1 76.9 2.8 144.7	513.7 38.7 -73.9 54.9 7.2 164.5

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

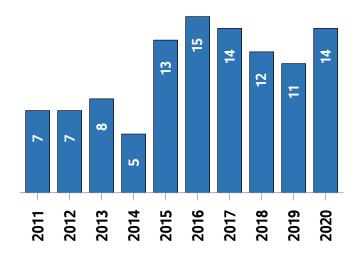
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



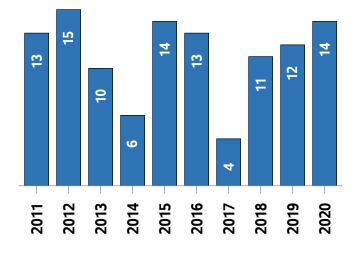




Sales Activity (October only)

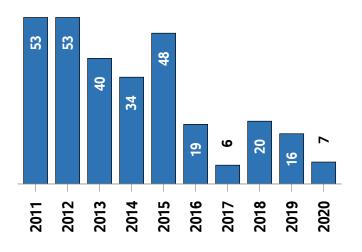


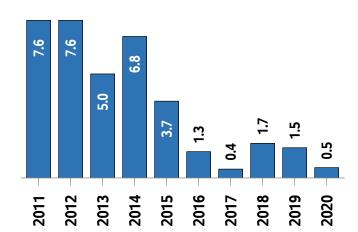
**Active Listings (October only)** 



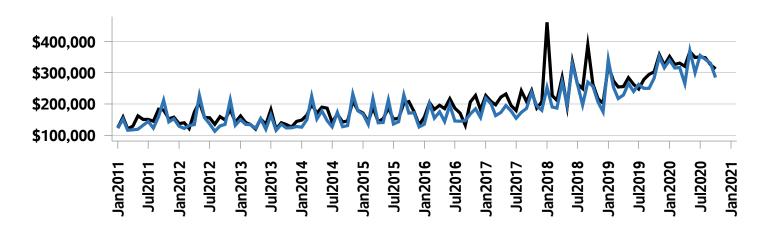
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

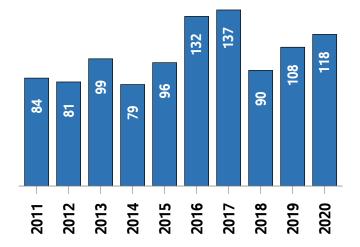




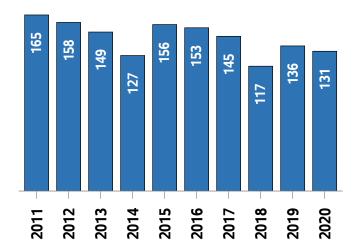




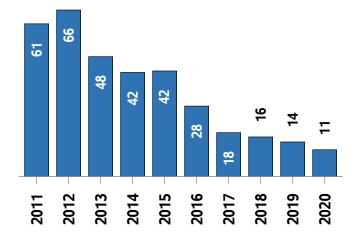
**Sales Activity (October Year-to-date)** 



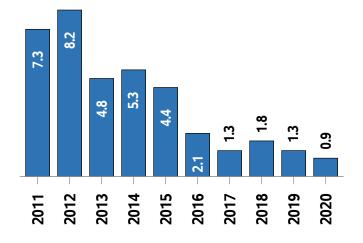
**New Listings (October Year-to-date)** 



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



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



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

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





# Woodstock-Ingersoll MLS® Condo Market Activity

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

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

 $<sup>^{\</sup>rm 2}$   $\,$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

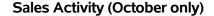
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

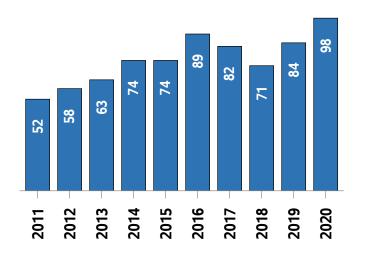
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.





### 1 - Woodstock City **MLS® Residential Market Activity**

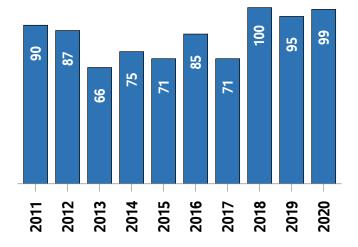




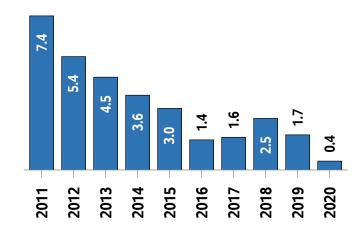
**Active Listings (October only)** 



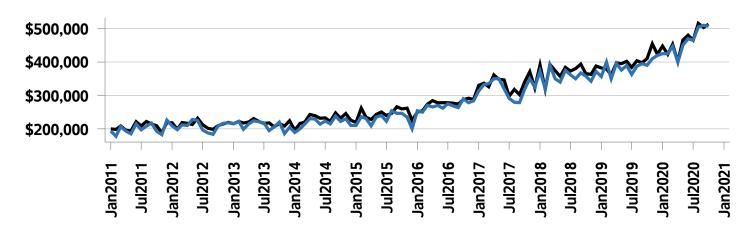
**New Listings (October only)** 



Months of Inventory (October only)



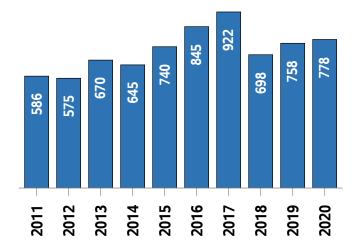
**Average Price and Median Price** 



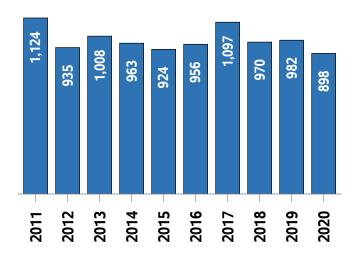




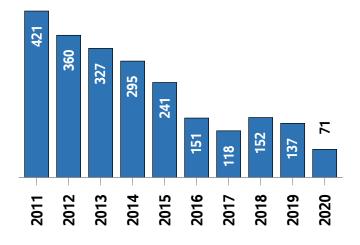
## 1 - Woodstock City MLS® Residential Market Activity



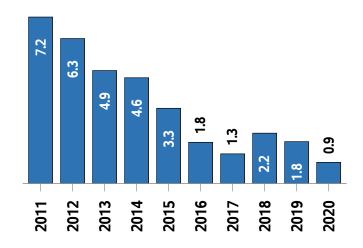
**New Listings (October Year-to-date)** 



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



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



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

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





### 1 - Woodstock City MLS® Residential Market Activity

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

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

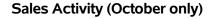
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

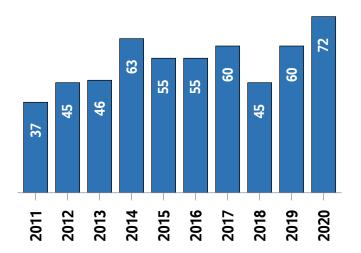
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



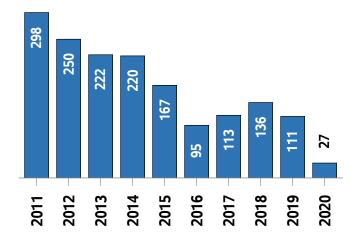


### 1 - Woodstock City MLS® Single Detached Market Activity

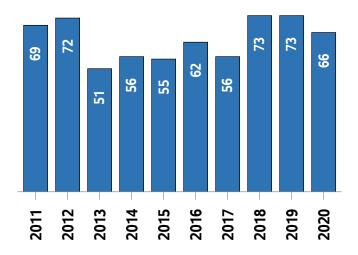




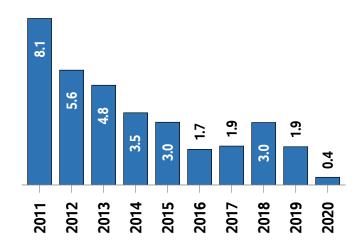
**Active Listings (October only)** 



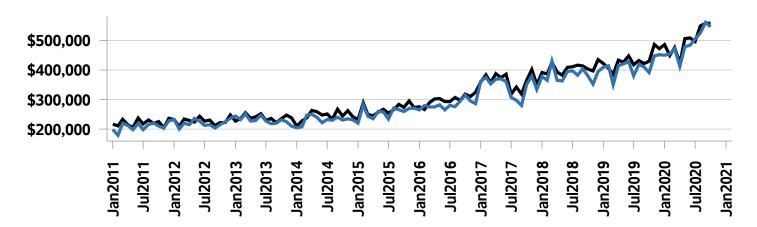
**New Listings (October only)** 



Months of Inventory (October only)



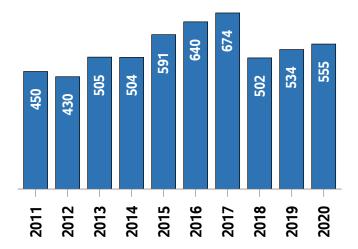
**Average Price and Median Price** 



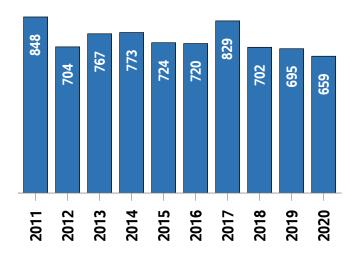




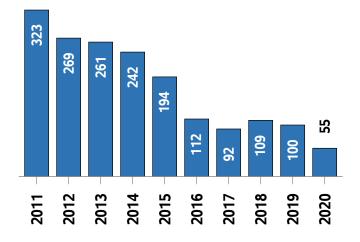
## 1 - Woodstock City MLS® Single Detached Market Activity



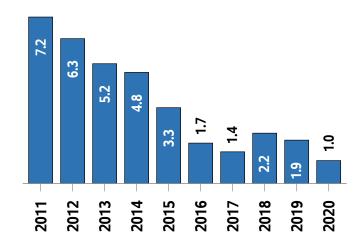
**New Listings (October Year-to-date)** 



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



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



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

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





### 1 - Woodstock City MLS® Single Detached Market Activity

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

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

 $<sup>^{\</sup>rm 2}$   $\,$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

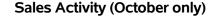
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

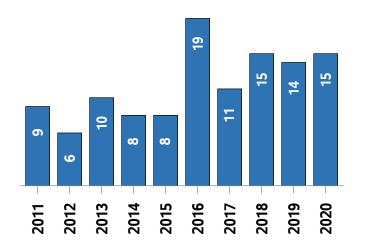


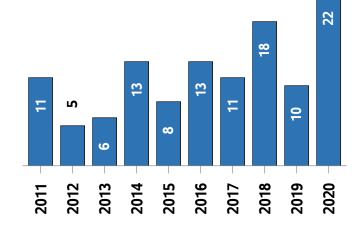


## 1 - Woodstock City MLS® Semi-Detached Market Activity



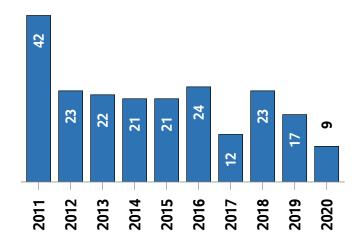
**New Listings (October only)** 

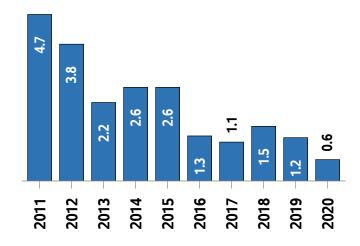




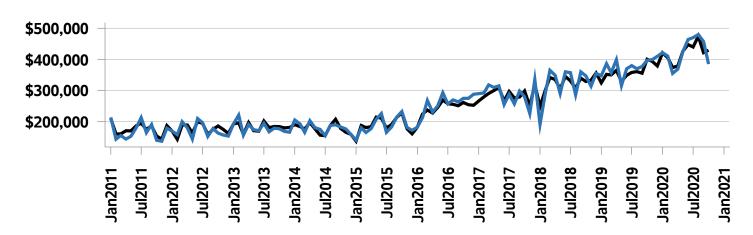
**Active Listings (October only)** 

Months of Inventory (October only)





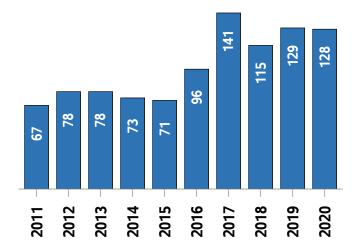
**Average Price and Median Price** 



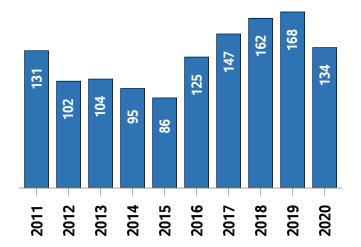




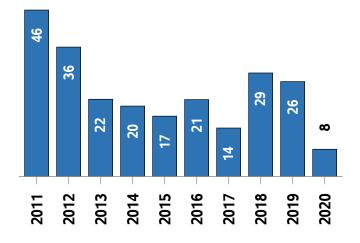
## 1 - Woodstock City MLS® Semi-Detached Market Activity



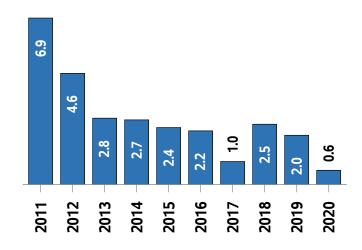
**New Listings (October Year-to-date)** 



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



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



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

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





### 1 - Woodstock City MLS® Semi-Detached Market Activity

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

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

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

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

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

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

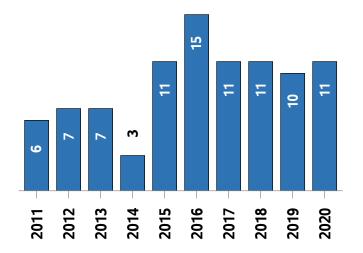
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



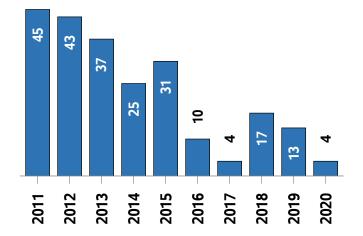


## 1 - Woodstock City MLS® Condo Market Activity

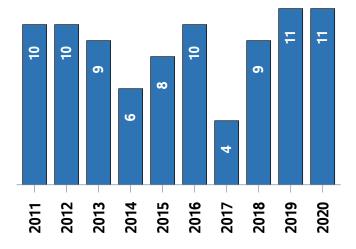
Sales Activity (October only)



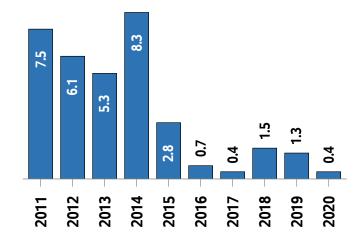
**Active Listings (October only)** 



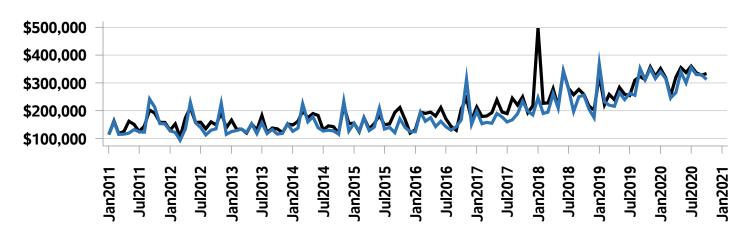
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

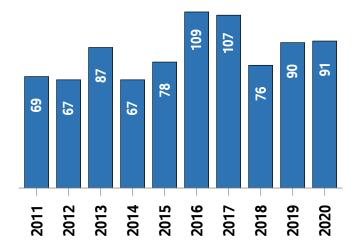




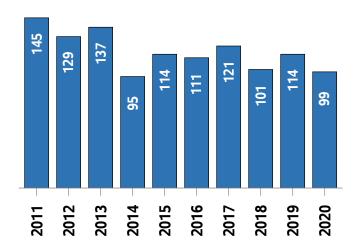


## 1 - Woodstock City MLS® Condo Market Activity

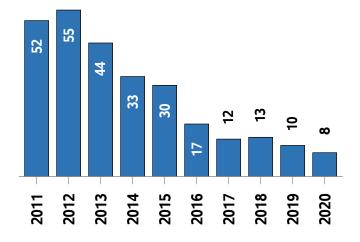
**Sales Activity (October Year-to-date)** 



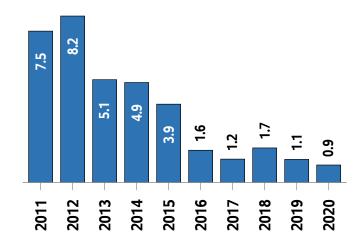
**New Listings (October Year-to-date)** 



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



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



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

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





### 1 - Woodstock City MLS® Condo Market Activity

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

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

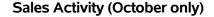
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

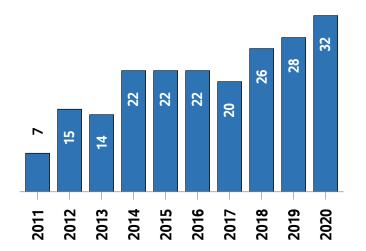
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



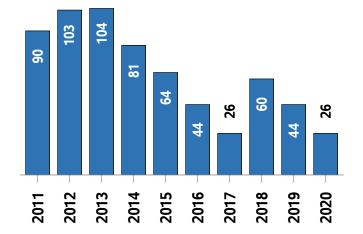


## 2 - Ingersoll Town MLS® Residential Market Activity

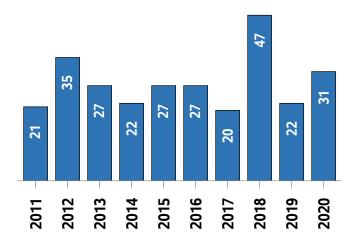




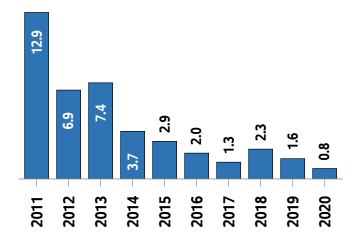
**Active Listings (October only)** 



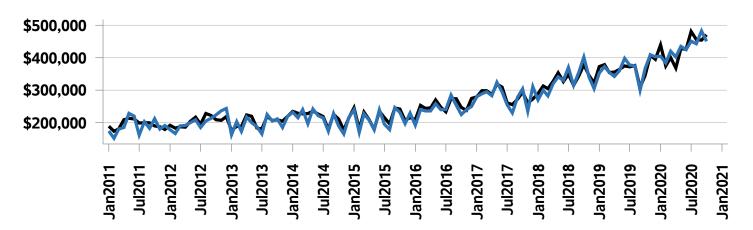
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

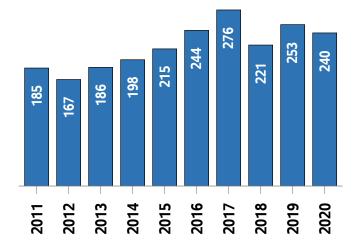




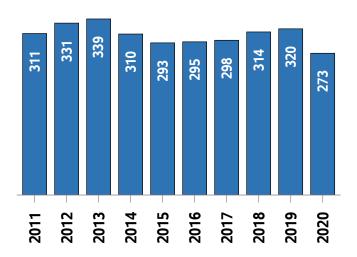


## 2 - Ingersoll Town MLS® Residential Market Activity

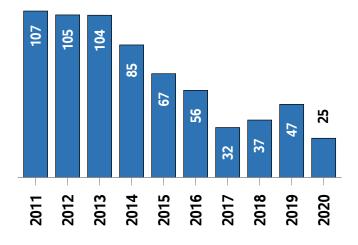
### Sales Activity (October Year-to-date)



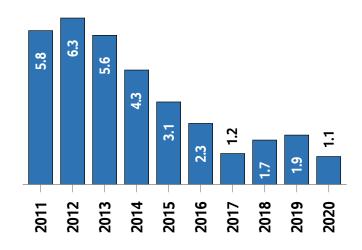
### **New Listings (October Year-to-date)**



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



### **Months of Inventory** <sup>2</sup> (October Year-to-date)



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

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





### 2 - Ingersoll Town MLS® Residential Market Activity

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

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

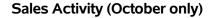
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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



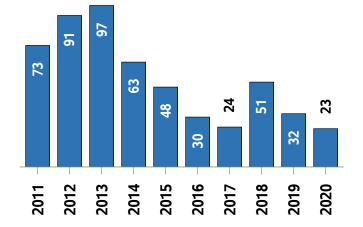


## 2 - Ingersoll Town MLS® Single Detached Market Activity

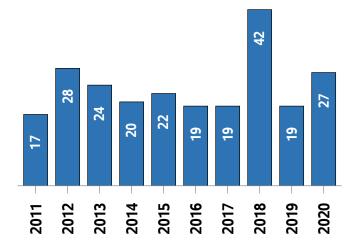




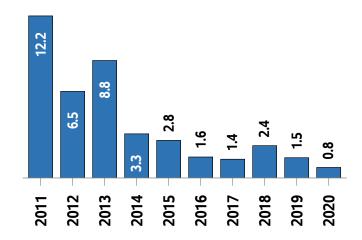
**Active Listings (October only)** 



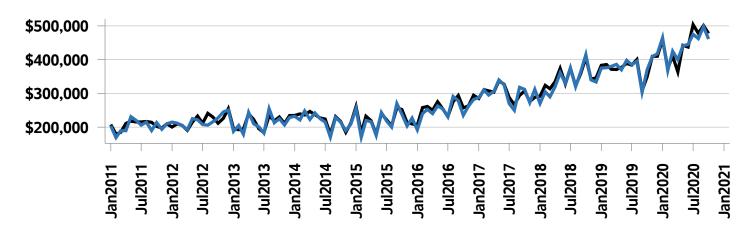
**New Listings (October only)** 



Months of Inventory (October only)



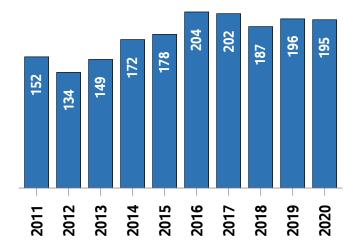
**Average Price and Median Price** 



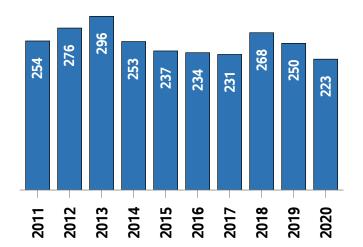




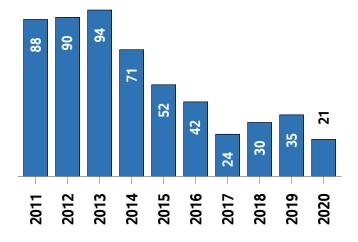
## 2 - Ingersoll Town MLS® Single Detached Market Activity



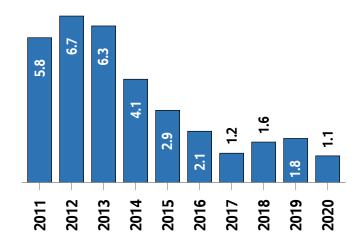
**New Listings (October Year-to-date)** 



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



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



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

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





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

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

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

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

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

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

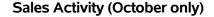
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

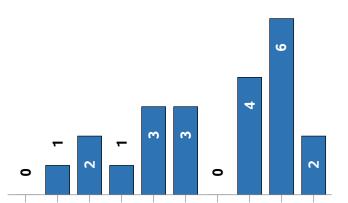
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



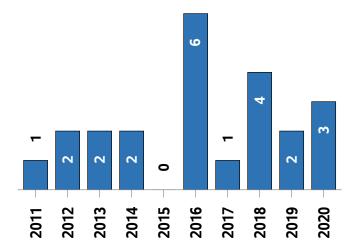


## 2 - Ingersoll Town MLS® Semi-Detached Market Activity





**New Listings (October only)** 



**Active Listings (October only)** 

2015

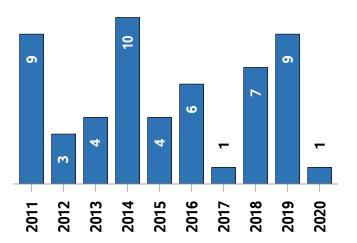
2014

2016

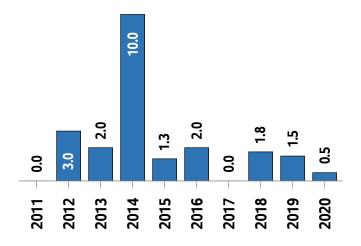
2017

2018

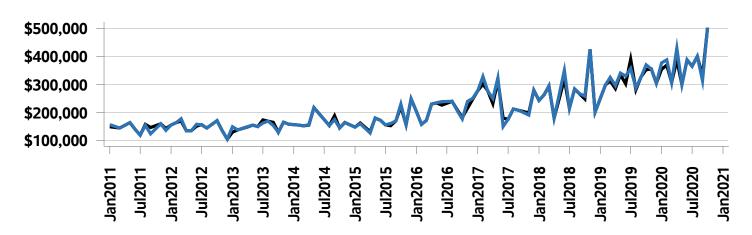
2020



**Months of Inventory (October only)** 



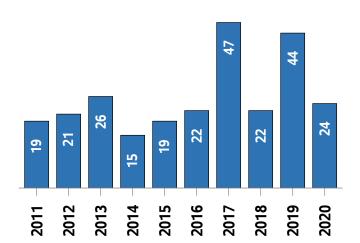
**Average Price and Median Price** 



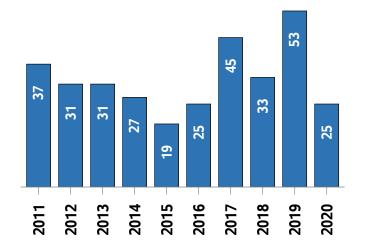




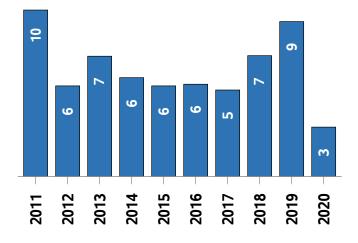
## 2 - Ingersoll Town MLS® Semi-Detached Market Activity



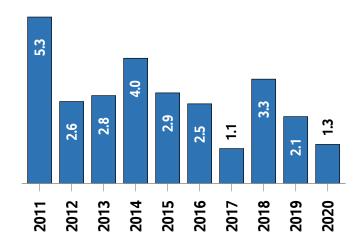
**New Listings (October Year-to-date)** 



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



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



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

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





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

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

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

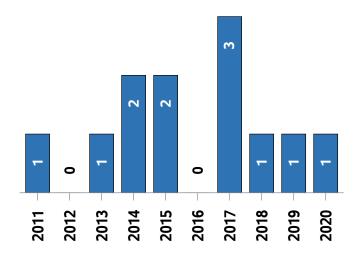
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



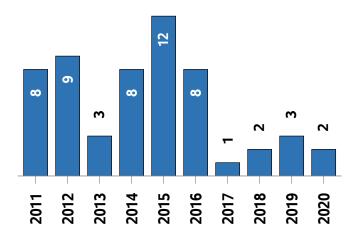


### 2 - Ingersoll Town MLS® Condo Market Activity

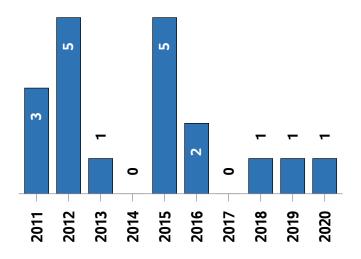
Sales Activity (October only)



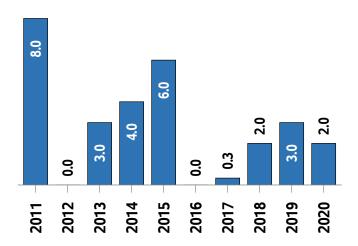
**Active Listings (October only)** 



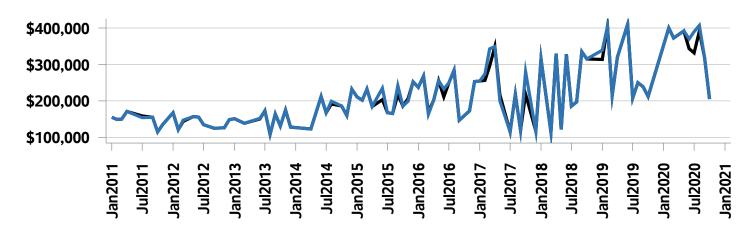
New Listings (October only)



Months of Inventory (October only)



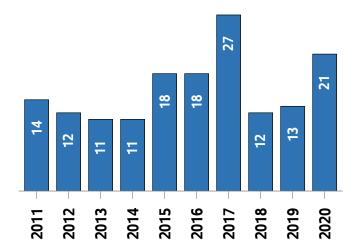
**Average Price and Median Price** 



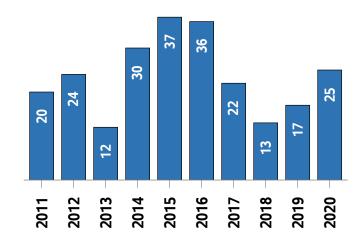




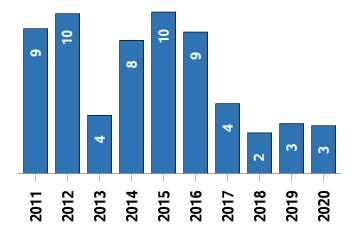
## 2 - Ingersoll Town MLS® Condo Market Activity



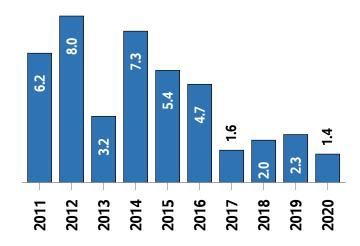
**New Listings (October Year-to-date)** 



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



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



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

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





### 2 - Ingersoll Town MLS® Condo Market Activity

				Compa	red to °		
Actual	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	1	0.0	0.0	-66.7	-50.0	0.0	-50.0
Dollar Volume	\$205,000	-3.3	-34.9	-68.7	-44.8	56.5	-32.8
New Listings	1	0.0	0.0		-80.0	0.0	-66.7
Active Listings	2	-33.3	0.0	100.0	-83.3	-33.3	-86.7
Sales to New Listings Ratio 1	100.0	100.0	100.0		40.0	100.0	66.7
Months of Inventory 2	2.0	3.0	2.0	0.3	6.0	3.0	7.5
Average Price	\$205,000	-3.3	-34.9	-6.1	10.3	56.5	34.4
Median Price	\$205,000	-3.3	-34.9	-26.8	10.3	56.5	34.4
Sales to List Price Ratio	97.7	98.7	98.5	96.1	102.0	95.7	95.6
Median Days on Market	62.0	34.0	19.0	58.0	126.0	126.0	141.5
				Compa	red to '		
	October	Ostaban		Outstand	October	Outstand	Ostobou
Year-to-date	2020	October 2019	October 2018	October 2017	2015	October 2013	October 2010
Year-to-date Sales Activity							
	2020	2019	2018	2017	2015	2013	2010
Sales Activity	2020	61.5	75.0	<b>2017</b> -22.2	2015 16.7	90.9	61.5
Sales Activity  Dollar Volume	2020 21 \$7,391,800	2019 61.5 94.0	75.0 157.1	<b>2017</b> -22.2 16.1	2015 16.7 102.9	90.9 360.3	2010 61.5 240.9
Sales Activity  Dollar Volume  New Listings	2020 21 \$7,391,800 25	2019 61.5 94.0 47.1	75.0 157.1 92.3	2017 -22.2 16.1 13.6	2015 16.7 102.9 -32.4	90.9 360.3 108.3	2010 61.5 240.9 -21.9
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2020 21 \$7,391,800 25 3	2019 61.5 94.0 47.1 -4.2	75.0 157.1 92.3 17.6	2017 -22.2 16.1 13.6 -31.5	2015 16.7 102.9 -32.4 -70.4	90.9 360.3 108.3 -17.9	2010 61.5 240.9 -21.9 -76.8
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 21 \$7,391,800 25 3 84.0	2019 61.5 94.0 47.1 -4.2 76.5	75.0 157.1 92.3 17.6 92.3	2017 -22.2 16.1 13.6 -31.5 122.7	2015 16.7 102.9 -32.4 -70.4 48.6	90.9 360.3 108.3 -17.9 91.7	2010 61.5 240.9 -21.9 -76.8 40.6
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory   5	2020 21 \$7,391,800 25 3 84.0 1.4	2019 61.5 94.0 47.1 -4.2 76.5 2.3	75.0 157.1 92.3 17.6 92.3 2.0	2017 -22.2 16.1 13.6 -31.5 122.7 1.6	2015 16.7 102.9 -32.4 -70.4 48.6 5.4	90.9 360.3 108.3 -17.9 91.7 3.2	2010 61.5 240.9 -21.9 -76.8 40.6 9.5
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2020 21 \$7,391,800 25 3 84.0 1.4 \$351,990	2019 61.5 94.0 47.1 -4.2 76.5 2.3 20.1	75.0 157.1 92.3 17.6 92.3 2.0 46.9	2017 -22.2 16.1 13.6 -31.5 122.7 1.6 49.2	2015 16.7 102.9 -32.4 -70.4 48.6 5.4 74.0	90.9 360.3 108.3 -17.9 91.7 3.2 141.1	2010 61.5 240.9 -21.9 -76.8 40.6 9.5

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

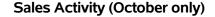
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

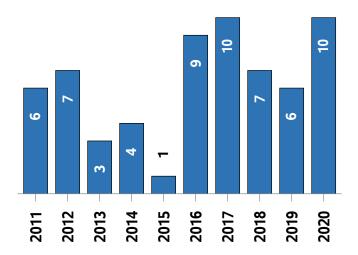
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



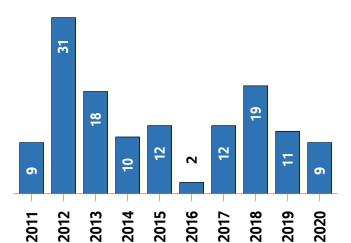


## 4 - Blandford Blenheim MLS® Residential Market Activity



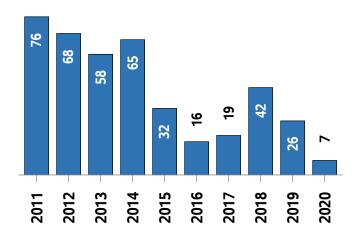


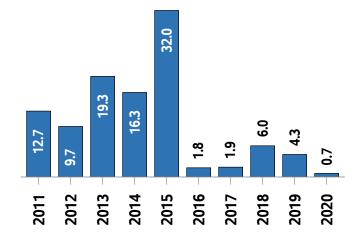
**Active Listings (October only)** 



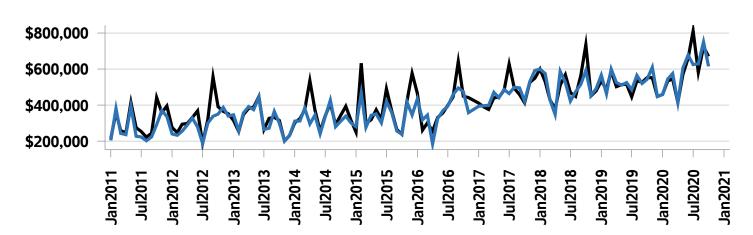
**New Listings (October only)** 

Months of Inventory (October only)





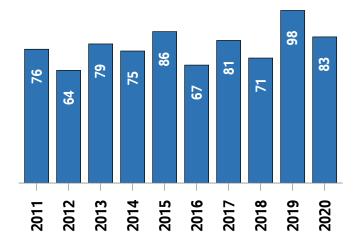
**Average Price and Median Price** 







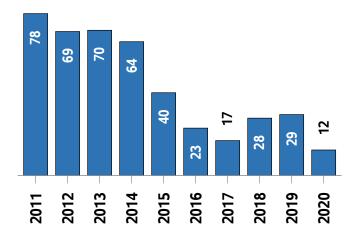
## 4 - Blandford Blenheim MLS® Residential Market Activity



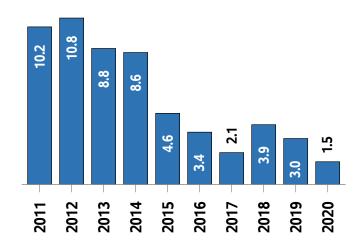
**New Listings (October Year-to-date)** 



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



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



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

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





# 4 - Blandford Blenheim MLS® Residential Market Activity

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

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

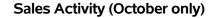
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

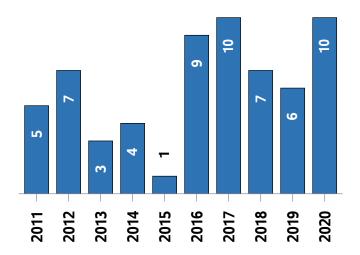




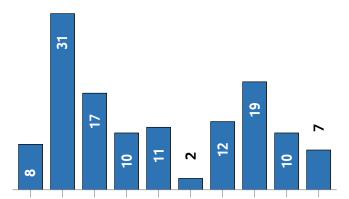
2020

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





**Active Listings (October only)** 



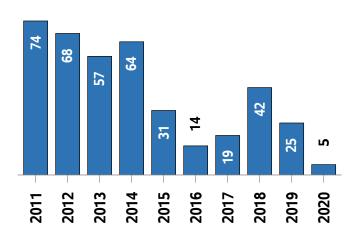
**New Listings (October only)** 

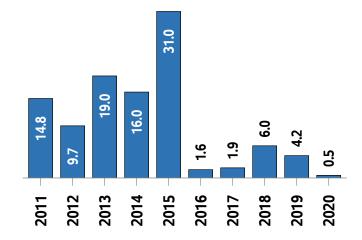
Months of Inventory (October only)

2015

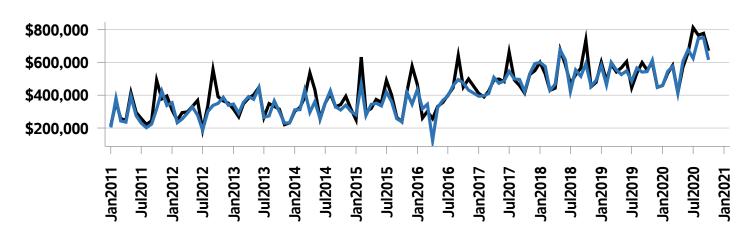
2013

2014





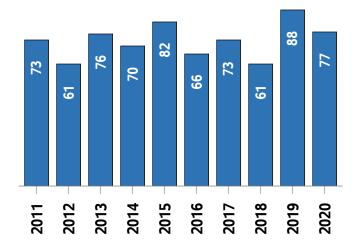
**Average Price and Median Price** 



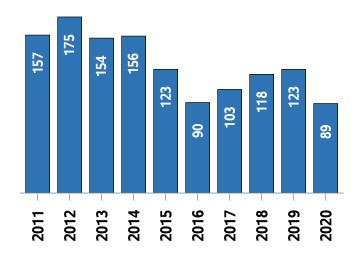




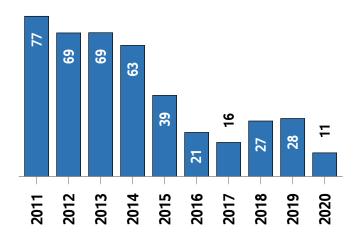
## 4 - Blandford Blenheim MLS® Single Detached Market Activity



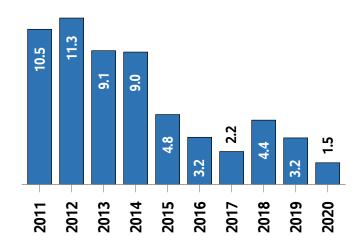
**New Listings (October Year-to-date)** 



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



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



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

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





# 4 - Blandford Blenheim MLS® Single Detached Market Activity

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

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

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

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

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

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

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

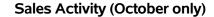




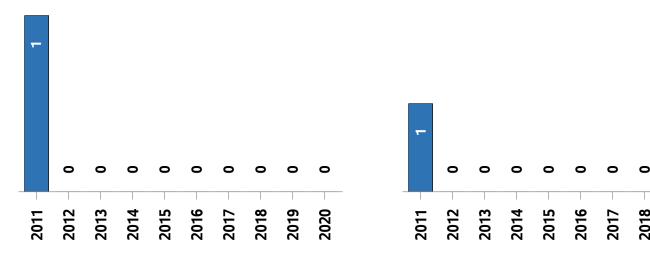
2

2020

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

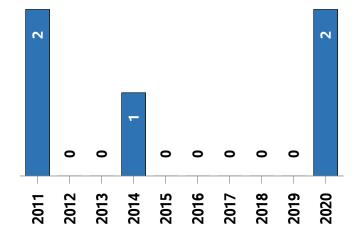


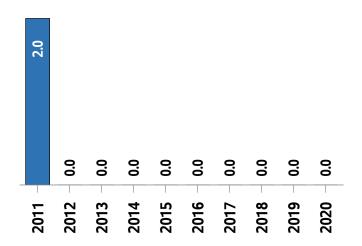
**New Listings (October only)** 



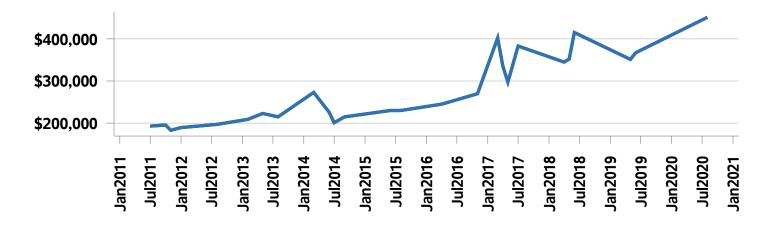
**Active Listings (October only)** 

**Months of Inventory (October only)** 





#### **Average Price and Median Price**

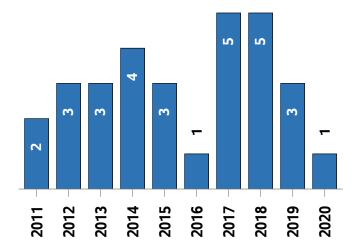




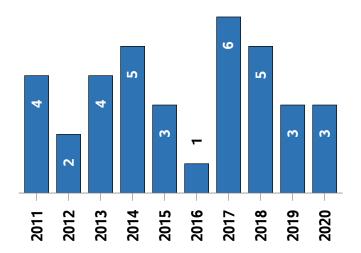


## 4 - Blandford Blenheim MLS® Semi-Detached Market Activity

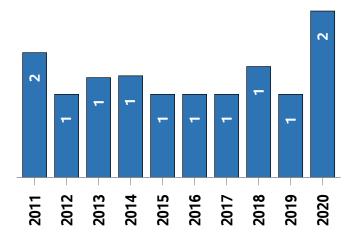
#### **Sales Activity (October Year-to-date)**



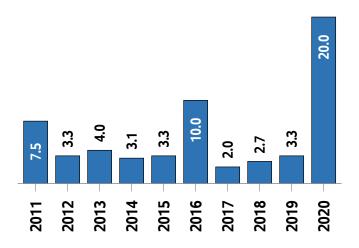
**New Listings (October Year-to-date)** 



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



#### **Months of Inventory** <sup>2</sup> (October Year-to-date)



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

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





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

				Compa	red to 6		
Actual	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	0						
Dollar Volume	\$0						
New Listings	2						100.0
Active Listings	2						100.0
Sales to New Listings Ratio 1	0.0						
Months of Inventory 2	0.0						
Average Price	\$0						
Median Price	\$0						
Sales to List Price Ratio	0.0						
Median Days on Market	0.0						
				Compa	red to '		
Year-to-date	October 2020	October 2019	October	October	October	October	October
1	-3-3	2019	2018	2017	2015	2013	2010
Sales Activity	1	-66.7	-80.0	-80.0	-66.7	<b>2013</b> -66.7	
Sales Activity  Dollar Volume							2010
_	1	-66.7	-80.0	-80.0	-66.7	-66.7	<b>-50.0</b>
Dollar Volume	1 \$451,000	-66.7 -57.8	-80.0 -75.1	-80.0 -73.7	-66.7 -34.6	-66.7 -30.3	-50.0 5.4
Dollar Volume  New Listings	1 \$451,000 3	-66.7 -57.8 0.0	-80.0 -75.1 -40.0	-80.0 -73.7 -50.0	-66.7 -34.6 0.0	-66.7 -30.3 -25.0	-50.0 5.4 0.0
Dollar Volume  New Listings  Active Listings <sup>3</sup>	1 \$451,000 3 2	-66.7 -57.8 0.0 100.0	-80.0 -75.1 -40.0 50.0	-80.0 -73.7 -50.0 100.0	-66.7 -34.6 0.0 100.0	-66.7 -30.3 -25.0 66.7	2010 -50.0 5.4 0.0 100.0
Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	1 \$451,000 3 2 33.3	-66.7 -57.8 0.0 100.0	-80.0 -75.1 -40.0 50.0	-80.0 -73.7 -50.0 100.0 83.3	-66.7 -34.6 0.0 100.0	-66.7 -30.3 -25.0 66.7 75.0	2010 -50.0 5.4 0.0 100.0 66.7
Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	1 \$451,000 3 2 33.3 20.0	-66.7 -57.8 0.0 100.0 100.0 3.3	-80.0 -75.1 -40.0 50.0 100.0 2.7	-80.0 -73.7 -50.0 100.0 83.3 2.0	-66.7 -34.6 0.0 100.0 100.0 3.3	-66.7 -30.3 -25.0 66.7 75.0 4.0	2010 -50.0 5.4 0.0 100.0 66.7 5.0
Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	1 \$451,000 3 2 33.3 20.0 \$451,000	-66.7 -57.8 0.0 100.0 100.0 3.3 26.5	-80.0 -75.1 -40.0 50.0 100.0 2.7 24.7	-80.0 -73.7 -50.0 100.0 83.3 2.0 31.5	-66.7 -34.6 0.0 100.0 100.0 3.3 96.1	-66.7 -30.3 -25.0 66.7 75.0 4.0 109.2	2010 -50.0 5.4 0.0 100.0 66.7 5.0 110.7

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

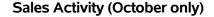
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

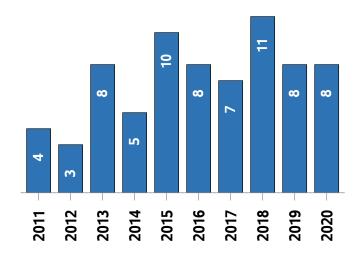
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



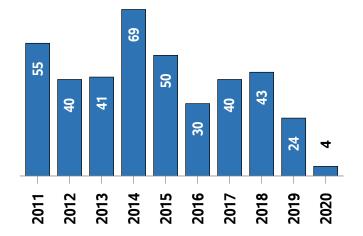


### 5 - East Zorra Tavistock MLS® Residential Market Activity

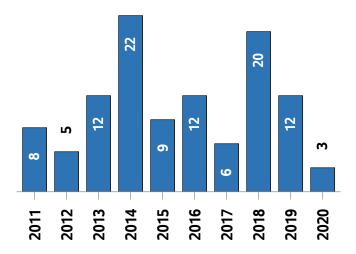




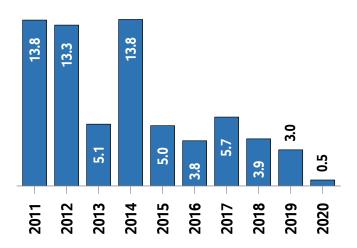
**Active Listings (October only)** 



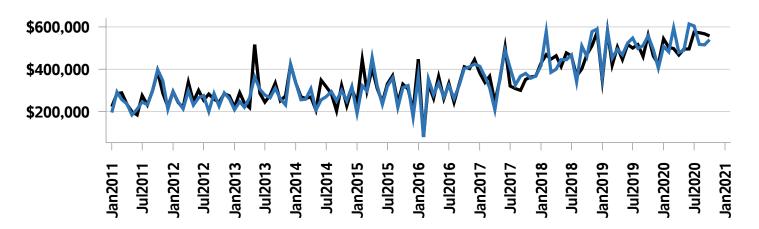
**New Listings (October only)** 



Months of Inventory (October only)



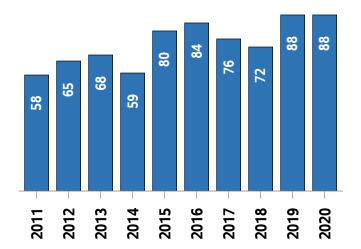
**Average Price and Median Price** 



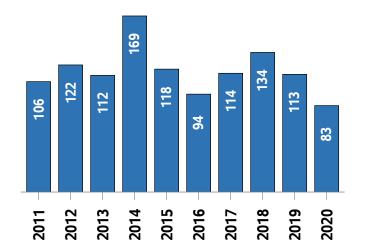




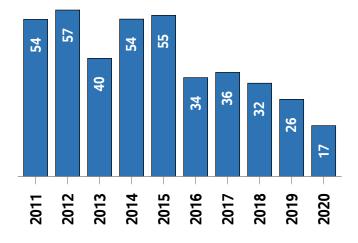
### 5 - East Zorra Tavistock MLS® Residential Market Activity



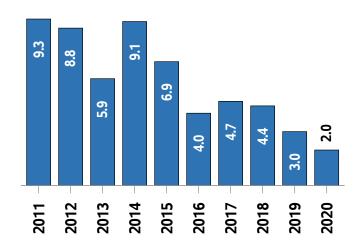
**New Listings (October Year-to-date)** 



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



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



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

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





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

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

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

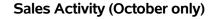
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

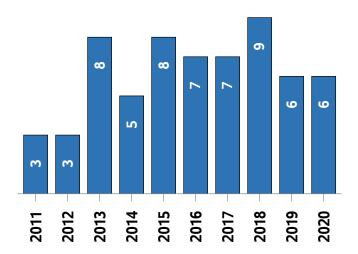
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



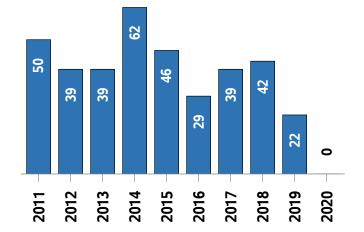


### 5 - East Zorra Tavistock MLS® Single Detached Market Activity

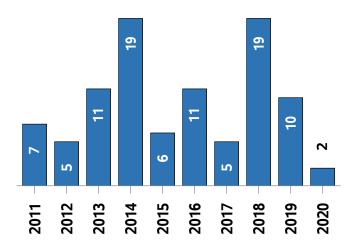




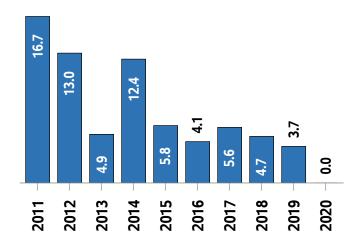
**Active Listings (October only)** 



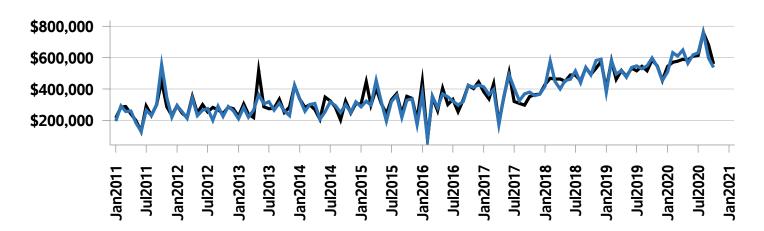
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

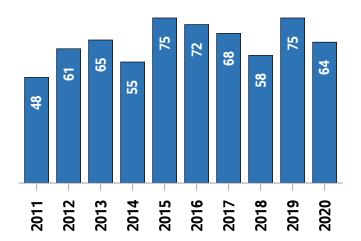




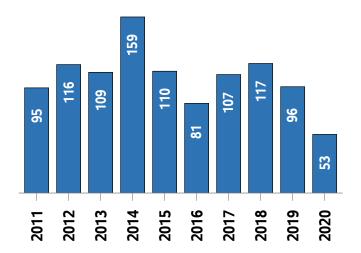


### 5 - East Zorra Tavistock MLS® Single Detached Market Activity

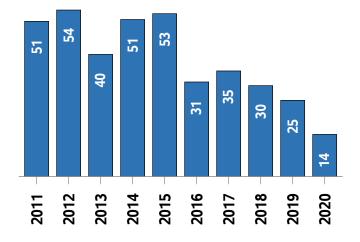
#### **Sales Activity (October Year-to-date)**



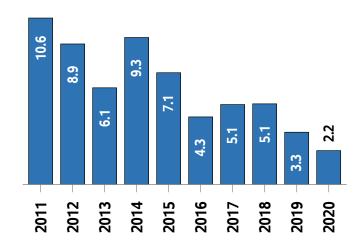
#### **New Listings (October Year-to-date)**



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



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



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

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





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

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

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

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

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

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

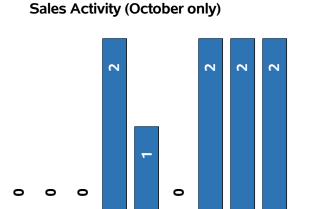
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

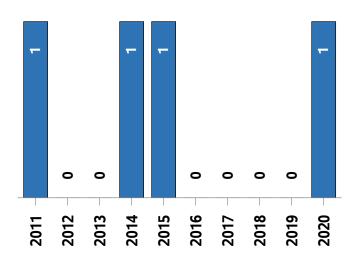




### 5 - East Zorra Tavistock MLS® Semi-Detached Market Activity



**New Listings (October only)** 



**Active Listings (October only)** 

2015

2014

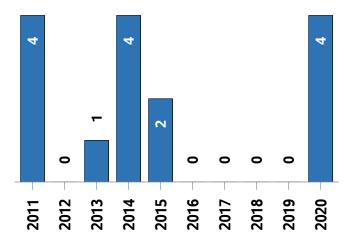
2016

2017

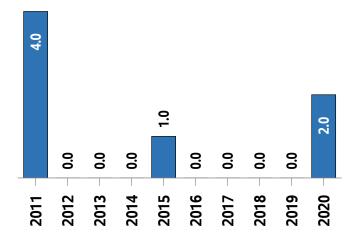
2019

2020

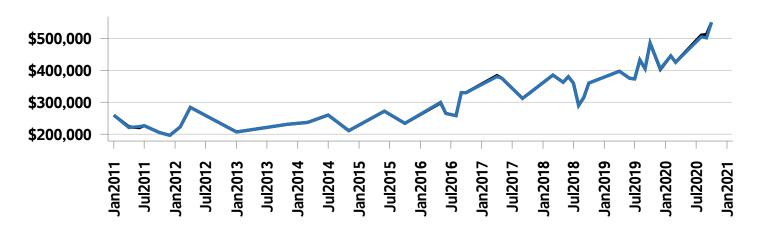
2018



**Months of Inventory (October only)** 



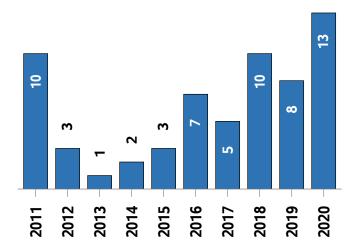
**Average Price and Median Price** 



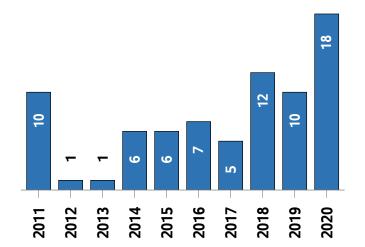




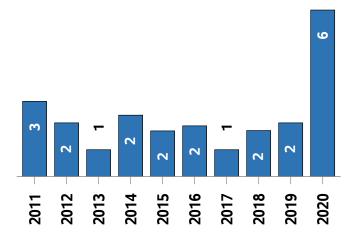
## 5 - East Zorra Tavistock MLS® Semi-Detached Market Activity



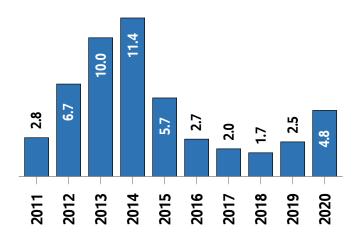
**New Listings (October Year-to-date)** 



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



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



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

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





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

				Compa	red to <sup>6</sup>		
Actual	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	2	0.0	0.0		0.0		
Dollar Volume	\$1,099,937	13.4	52.8		135.0		
New Listings	1				0.0		
Active Listings	4				100.0	300.0	0.0
Sales to New Listings Ratio 1	200.0				200.0		
Months of Inventory 2	2.0				1.0		
Average Price	\$549,969	13.4	52.8		135.0		
Median Price	\$549,969	13.4	52.8		135.0		
Sales to List Price Ratio	101.1	99.2	97.3		97.5		
Median Days on Market	95.0	38.0	29.5		75.0		
				_			
				Compa	red to "		
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Year-to-date Sales Activity				October	October		l
	2020	2019	2018	October 2017	October 2015	2013	2010
Sales Activity	2020	62.5	30.0	October 2017 160.0	October 2015	1,200.0	2010
Sales Activity  Dollar Volume	2020 13 \$6,565,560	<b>2019</b> 62.5 94.0	<b>2018</b> 30.0 89.5	October 2017 160.0 257.4	October 2015 333.3 787.2	1,200.0 3,071.8	2010 225.0 624.7
Sales Activity  Dollar Volume  New Listings	2020 13 \$6,565,560 18	2019 62.5 94.0 80.0	30.0 89.5 50.0	October 2017 160.0 257.4 260.0	October 2015 333.3 787.2 200.0	2013 1,200.0 3,071.8 1,700.0	2010 225.0 624.7 500.0
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 13 \$6,565,560 18 6	2019 62.5 94.0 80.0 210.0	30.0 89.5 50.0 261.7	October 2017  160.0  257.4  260.0  520.0	October 2015  333.3  787.2  200.0  264.7	1,200.0 3,071.8 1,700.0 520.0	2010 225.0 624.7 500.0 55.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 13 \$6,565,560 18 6 72.2	2019 62.5 94.0 80.0 210.0 80.0	2018 30.0 89.5 50.0 261.7 83.3	October 2017  160.0  257.4  260.0  520.0  100.0	October 2015  333.3  787.2  200.0  264.7  50.0	1,200.0 3,071.8 1,700.0 520.0	2010 225.0 624.7 500.0 55.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 13 \$6,565,560 18 6 72.2 4.8	2019 62.5 94.0 80.0 210.0 80.0 2.5	2018 30.0 89.5 50.0 261.7 83.3 1.7	October 2017  160.0  257.4  260.0  520.0  100.0  2.0	October 2015  333.3  787.2  200.0  264.7  50.0  5.7	1,200.0 3,071.8 1,700.0 520.0 100.0	2010 225.0 624.7 500.0 55.0 133.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 13 \$6,565,560 18 6 72.2 4.8 \$505,043	2019 62.5 94.0 80.0 210.0 80.0 2.5 19.4	2018 30.0 89.5 50.0 261.7 83.3 1.7 45.8	October 2017  160.0  257.4  260.0  520.0  100.0  2.0  37.5	October 2015  333.3  787.2  200.0  264.7  50.0  5.7  104.7	1,200.0 3,071.8 1,700.0 520.0 100.0 10.0 144.0	2010 225.0 624.7 500.0 55.0 133.3 10.0

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

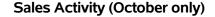
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

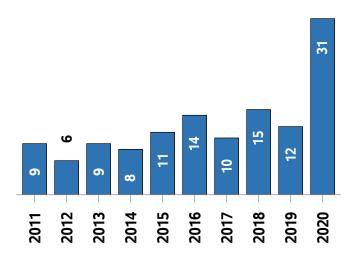
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



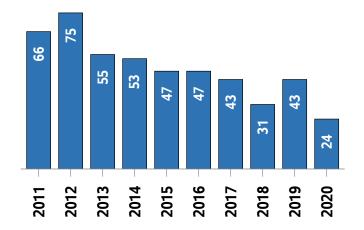


### 6 - Norwich Township MLS® Residential Market Activity

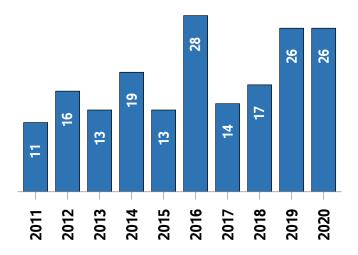




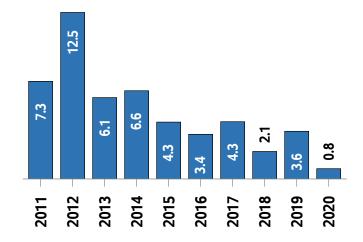
**Active Listings (October only)** 



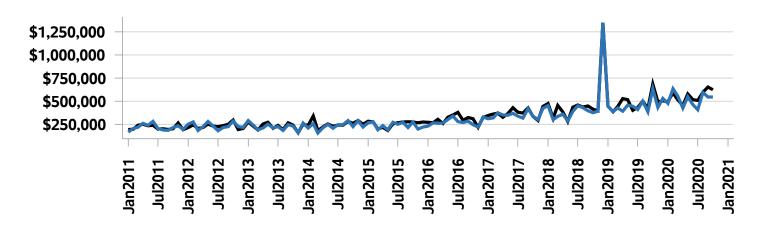
**New Listings (October only)** 



Months of Inventory (October only)



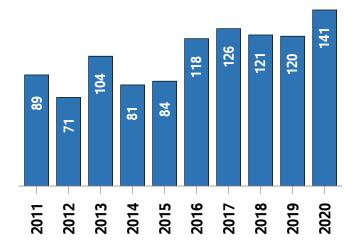
**Average Price and Median Price** 



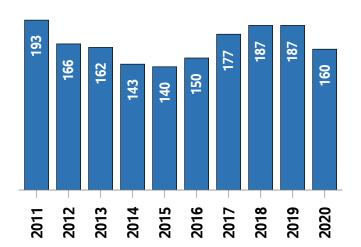




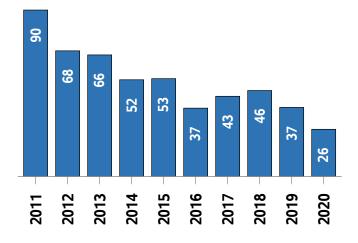
### 6 - Norwich Township MLS® Residential Market Activity



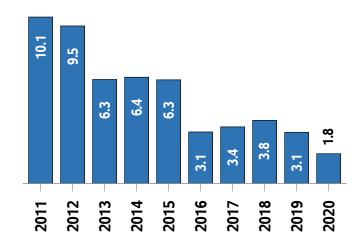
**New Listings (October Year-to-date)** 



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



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



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

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





# 6 - Norwich Township MLS® Residential Market Activity

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

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

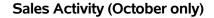
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

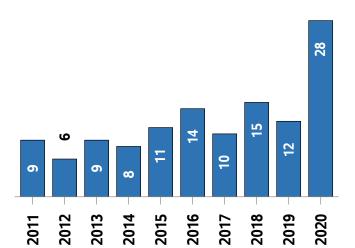
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



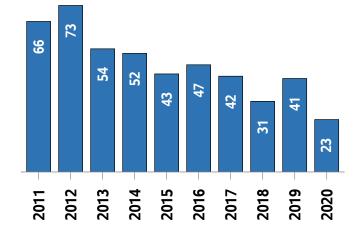


### 6 - Norwich Township MLS® Single Detached Market Activity

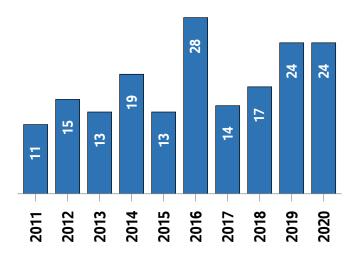




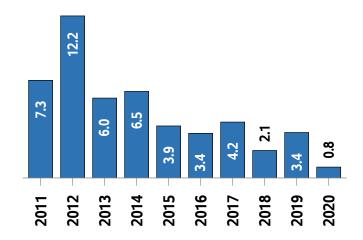
**Active Listings (October only)** 



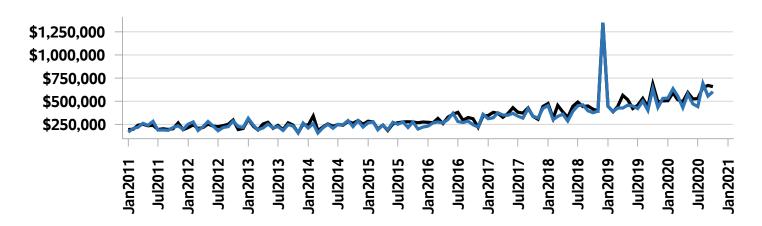
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 



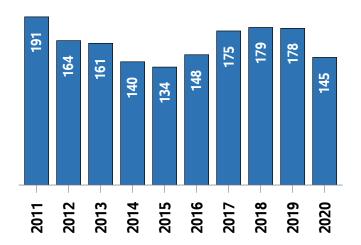




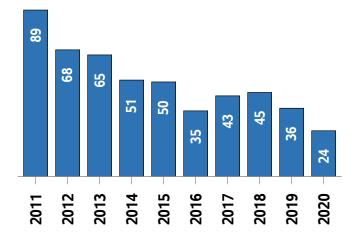
### 6 - Norwich Township MLS® Single Detached Market Activity



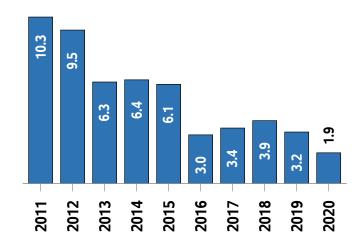
**New Listings (October Year-to-date)** 



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



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



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

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





# 6 - Norwich Township MLS® Single Detached Market Activity

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

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

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

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

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

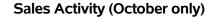
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

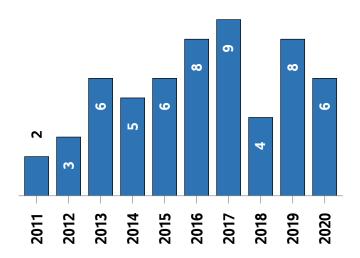
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



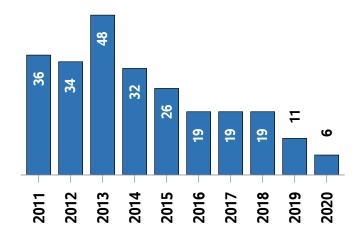


### 7 - Southwest Oxford MLS® Residential Market Activity

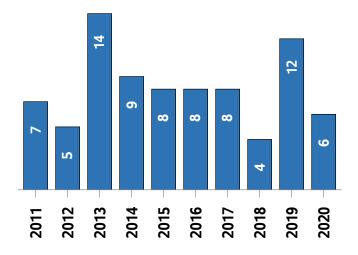




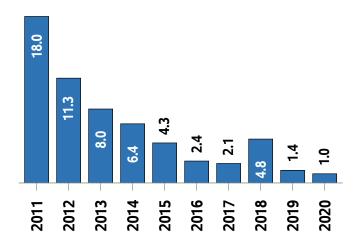
**Active Listings (October only)** 



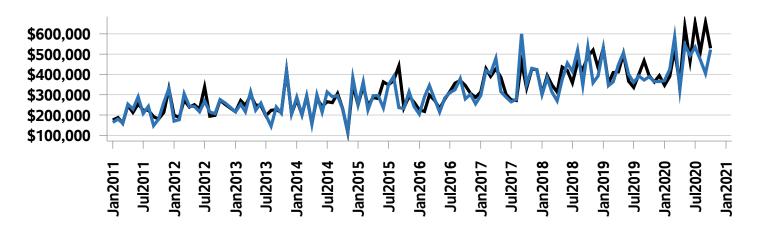
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

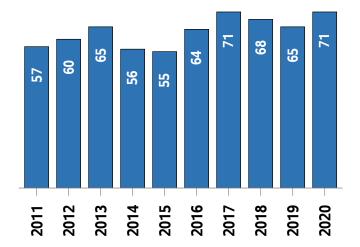




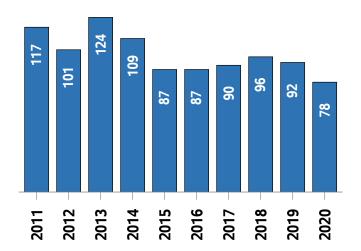


### 7 - Southwest Oxford MLS® Residential Market Activity

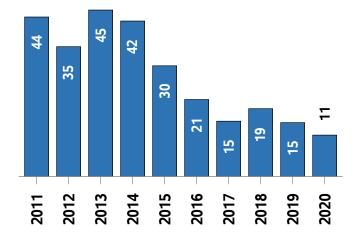
**Sales Activity (October Year-to-date)** 



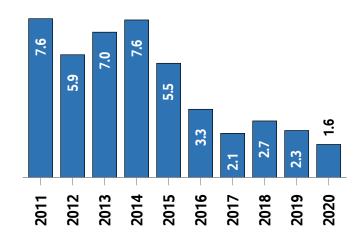
**New Listings (October Year-to-date)** 



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



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



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

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





# 7 - Southwest Oxford MLS® Residential Market Activity

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

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

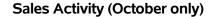
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

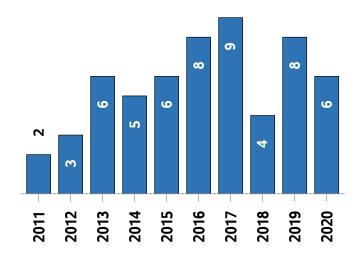
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



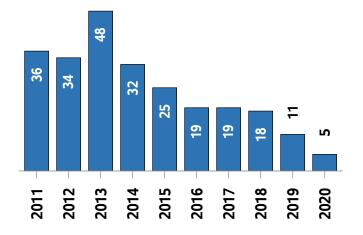


### 7 - Southwest Oxford MLS® Single Detached Market Activity

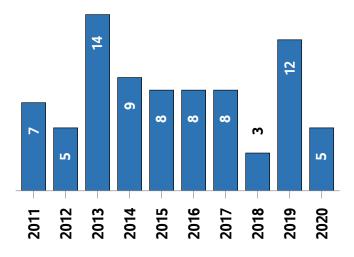




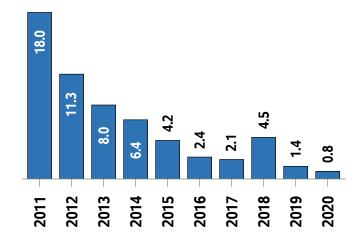
**Active Listings (October only)** 



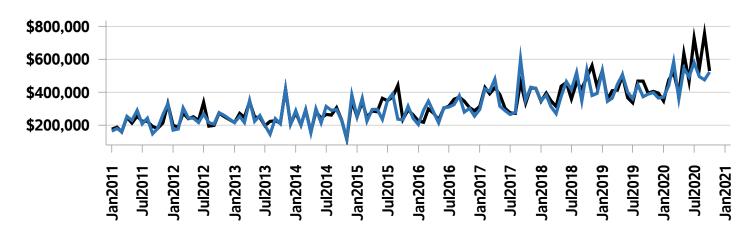
**New Listings (October only)** 



Months of Inventory (October only)



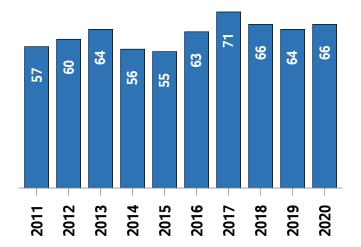
**Average Price and Median Price** 



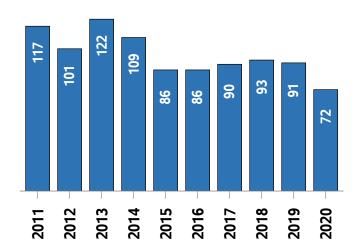




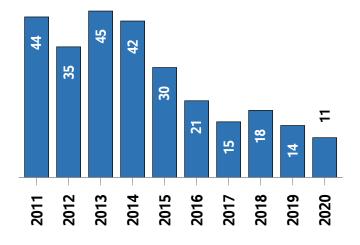
### 7 - Southwest Oxford MLS® Single Detached Market Activity



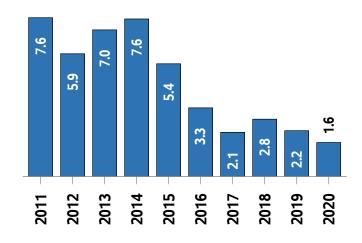
**New Listings (October Year-to-date)** 



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



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



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

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





# 7 - Southwest Oxford MLS® Single Detached Market Activity

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

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

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

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

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

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

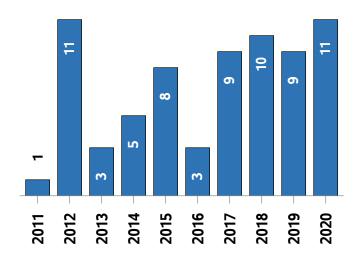
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



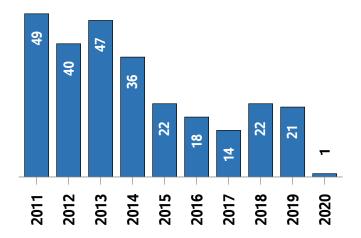


# 8 - Zorra MLS® Residential Market Activity

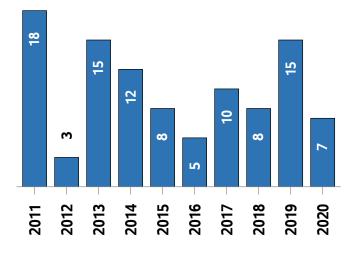
Sales Activity (October only)



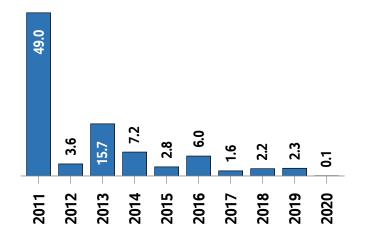
**Active Listings (October only)** 



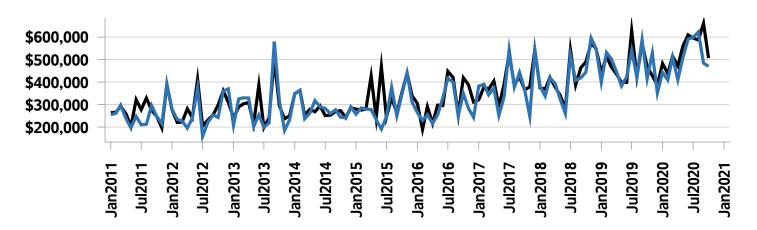
**New Listings (October only)** 



Months of Inventory (October only)



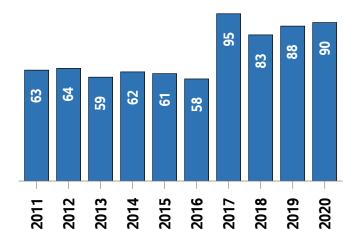
**Average Price and Median Price** 



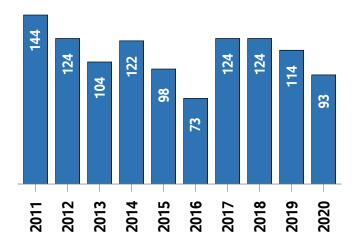




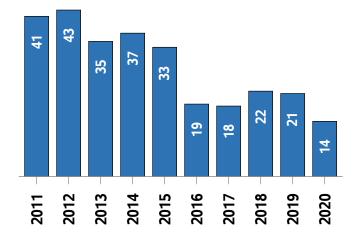
## 8 - Zorra MLS® Residential Market Activity



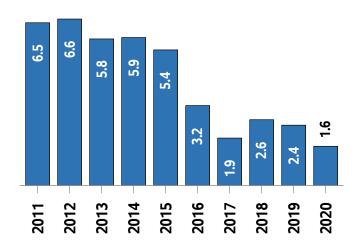
**New Listings (October Year-to-date)** 



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



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



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

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





# 8 - Zorra MLS® Residential Market Activity

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

 $<sup>^{1}</sup>$   $\,$  Sales / new listings \* 100; Compared to levels from previous periods.

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

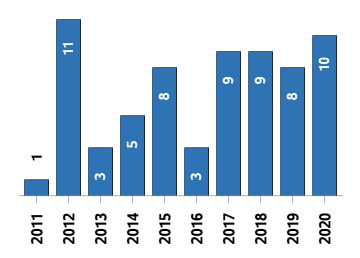
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



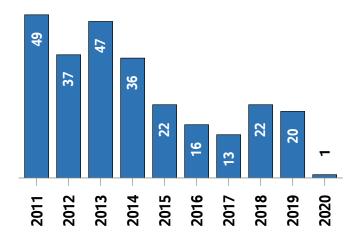


### 8 - Zorra MLS® Single Detached Market Activity

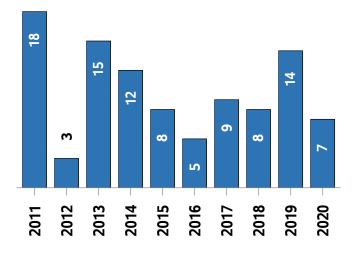
Sales Activity (October only)



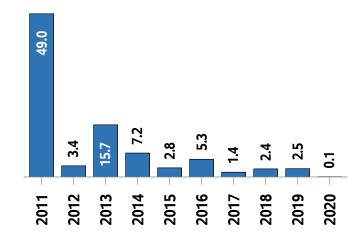
**Active Listings (October only)** 



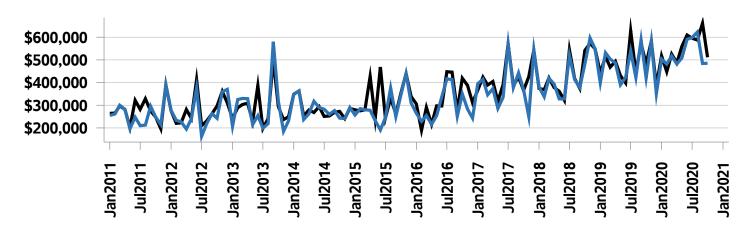
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

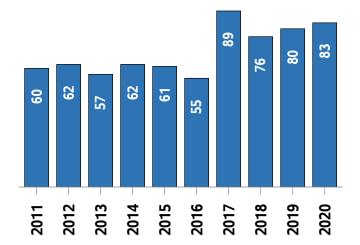




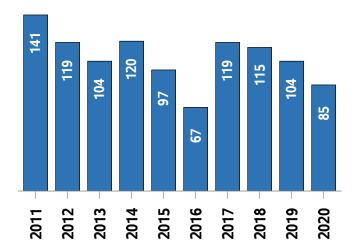


### 8 - Zorra MLS® Single Detached Market Activity

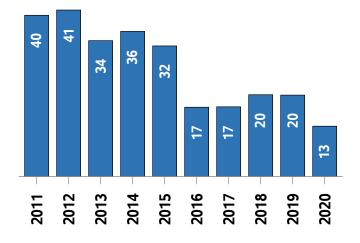
**Sales Activity (October Year-to-date)** 



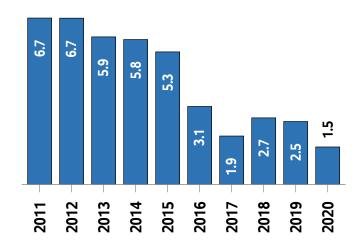
**New Listings (October Year-to-date)** 



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



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



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

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





### 8 - Zorra MLS® Single Detached Market Activity

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

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

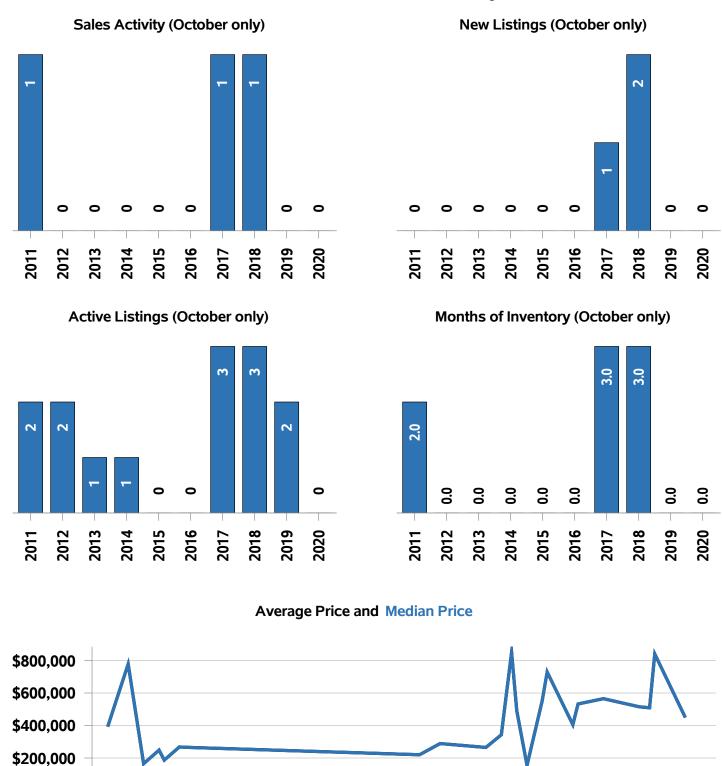
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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





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



Jul2015

Jan2016

Jul2016

Jan2017

Jul2017

Jan2018

Jul2018

Jan2019

Jul2013

Jan2013

Jan2014

Jul2014

Jan2015

Jul2019

Jan2020

Jan2021

Jul2011

Jan2012

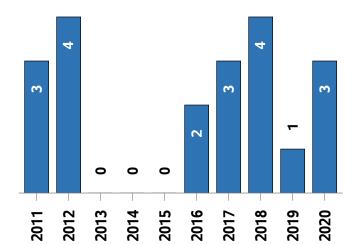
Jul2012



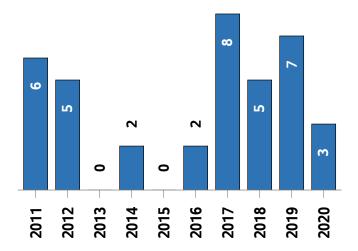


# 999 - Out of Area MLS® Residential Market Activity

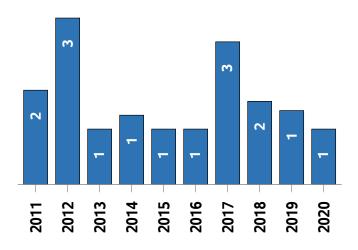




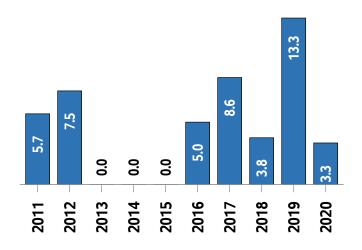
**New Listings (October Year-to-date)** 



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



#### **Months of Inventory** <sup>2</sup> (October Year-to-date)



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

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





# 999 - Out of Area MLS® Residential Market Activity

		Compared to <sup>°</sup>					
Actual	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	0		-100.0	-100.0			
Dollar Volume	\$0		-100.0	-100.0			
New Listings	0		-100.0	-100.0			
Active Listings	0	-100.0	-100.0	-100.0		-100.0	-100.0
Sales to New Listings Ratio 1	0.0		50.0	100.0			
Months of Inventory 2	0.0		3.0	3.0			
Average Price	\$0		-100.0	-100.0			
Median Price	\$0		-100.0	-100.0			
Sales to List Price Ratio	0.0		101.3	94.4			
Median Days on Market	0.0		6.0	33.0			
				Compa	red to °		
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Year-to-date Sales Activity				October	October		I
	2020	2019	2018	October 2017	October		2010
Sales Activity	2020	200.0	<b>2018</b> -25.0	October 2017 0.0	October		<b>2010</b> 50.0
Sales Activity  Dollar Volume	2020 3 \$1,798,000	2019 200.0 218.2	-25.0 -2.2	October 2017  0.0  23.3	October		50.0 1,564.8
Sales Activity  Dollar Volume  New Listings	2020 3 \$1,798,000 3	2019 200.0 218.2 -57.1	-25.0 -2.2 -40.0	October 2017  0.0  23.3  -62.5	October 2015	2013	50.0 1,564.8 -86.4
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 3 \$1,798,000 3 1	2019 200.0 218.2 -57.1 -25.0	-25.0 -2.2 -40.0 -33.3	October 2017  0.0  23.3  -62.5  -61.1	October 2015	2013	50.0 1,564.8 -86.4 -88.4
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 3 \$1,798,000 3 1 100.0	2019 200.0 218.2 -57.1 -25.0 14.3	-25.0 -2.2 -40.0 -33.3 80.0	October 2017  0.0  23.3  -62.5  -61.1  37.5	October 2015	2013	2010 50.0 1,564.8 -86.4 -88.4 9.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 3 \$1,798,000 3 1 100.0 3.3	2019 200.0 218.2 -57.1 -25.0 14.3 13.3	-25.0 -2.2 -40.0 -33.3 80.0 3.8	October 2017  0.0  23.3  -62.5  -61.1  37.5  8.6	October 2015	2013	2010 50.0 1,564.8 -86.4 -88.4 9.1 43.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 3 \$1,798,000 3 1 100.0 3.3 \$599,333	2019 200.0 218.2 -57.1 -25.0 14.3 13.3 6.1	-25.0 -2.2 -40.0 -33.3 80.0 3.8 30.4	October 2017  0.0  23.3  -62.5  -61.1  37.5  8.6  23.3	October 2015	2013	2010 50.0 1,564.8 -86.4 -88.4 9.1 43.0 1,009.9

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

 $<sup>^{\</sup>rm 2}$   $\,$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

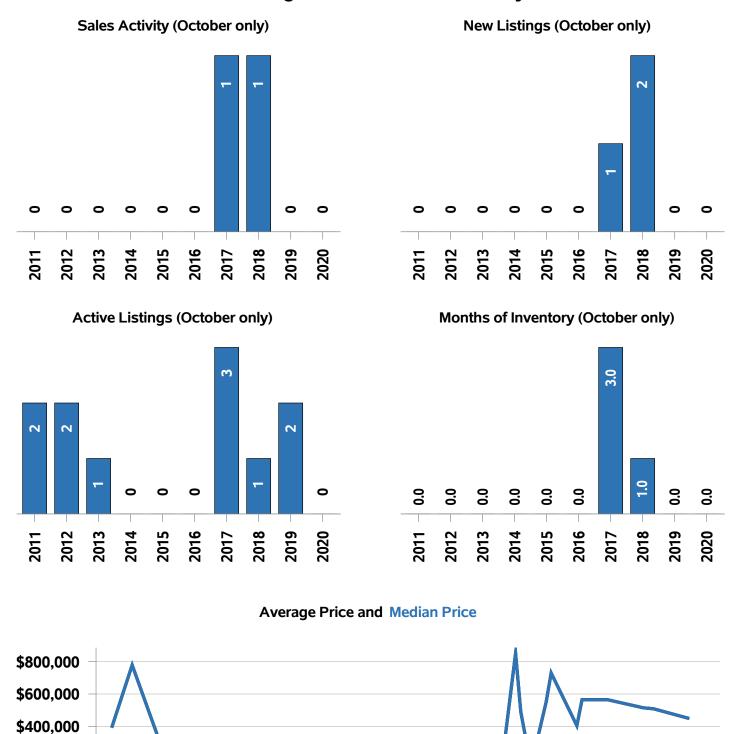
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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





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



Jan2014

Jul2014

Jan2015

Jul2015

Jan2016

Jul2016

Jan2017

Jul2017

Jan2018

Jul2018

Jan2019

Jul2019

Jan2020

Jul2011

Jan2012

Jul2012

Jan2013

Jul2013

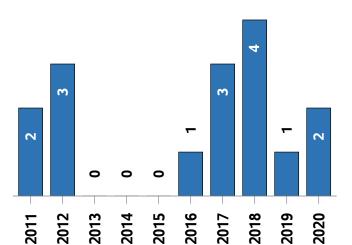
\$200,000



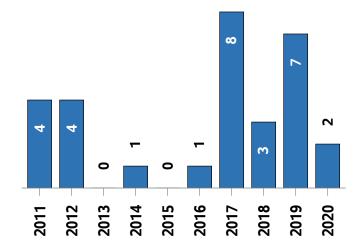


## 999 - Out of Area MLS® Single Detached Market Activity

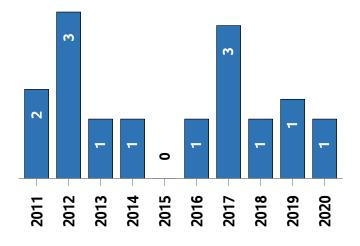




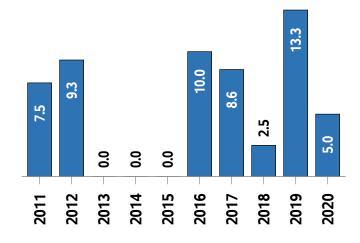
**New Listings (October Year-to-date)** 



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



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



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

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





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

		Compared to °					
Actual	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	0		-100.0	-100.0			
Dollar Volume	\$0		-100.0	-100.0			
New Listings	0		-100.0	-100.0			
Active Listings	0	-100.0	-100.0	-100.0		-100.0	-100.0
Sales to New Listings Ratio 1	0.0		50.0	100.0			
Months of Inventory 2	0.0		1.0	3.0			
Average Price	\$0		-100.0	-100.0			
Median Price	\$0		-100.0	-100.0			
Sales to List Price Ratio	0.0		101.3	94.4			
Median Days on Market	0.0		6.0	33.0			
		6.0 33.0					
				Compa	red to <sup>6</sup>		
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Year-to-date Sales Activity				October	October		
	2020	2019	2018	October 2017	October		2010
Sales Activity	2020	100.0	<b>-50.0</b>	October 2017 -33.3	October		0.0
Sales Activity  Dollar Volume	2020 2 \$958,000	2019 100.0 69.6	-50.0 -47.9	October 2017 -33.3 -34.3	October		0.0 787.0
Sales Activity  Dollar Volume  New Listings	2020 2 \$958,000 2	2019 100.0 69.6 -71.4	-50.0 -47.9 -33.3	October 2017 -33.3 -34.3 -75.0	October	2013	2010 0.0 787.0 -88.9
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 2 \$958,000 2 1	2019 100.0 69.6 -71.4 -25.0	-50.0 -47.9 -33.3 0.0	October 2017 -33.3 -34.3 -75.0 -61.1	October	2013	2010 0.0 787.0 -88.9 -86.5
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 2 \$958,000 2 1 100.0	2019 100.0 69.6 -71.4 -25.0 14.3	-50.0 -47.9 -33.3 0.0	October 2017 -33.3 -34.3 -75.0 -61.1 37.5	October	2013	2010 0.0 787.0 -88.9 -86.5 11.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 2 \$958,000 2 1 100.0 5.0	2019 100.0 69.6 -71.4 -25.0 14.3 13.3	-50.0 -47.9 -33.3 0.0 133.3 2.5	October 2017 -33.3 -34.3 -75.0 -61.1 37.5 8.6	October	2013	2010 0.0 787.0 -88.9 -86.5 11.1 37.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 2 \$958,000 2 1 100.0 5.0 \$479,000	2019 100.0 69.6 -71.4 -25.0 14.3 13.3 -15.2	2018 -50.0 -47.9 -33.3 0.0 133.3 2.5 4.2	October 2017 -33.3 -34.3 -75.0 -61.1 37.5 8.6 -1.4	October	2013	2010  0.0  787.0  -88.9  -86.5  11.1  37.0  787.0

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

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

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

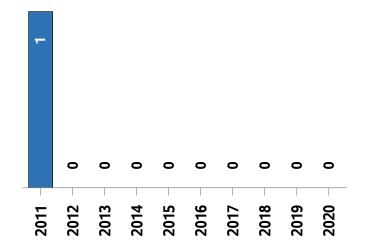
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.





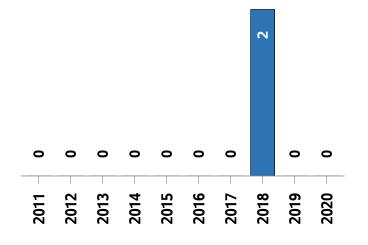
### 999 - Out of Area MLS® Semi-Detached Market Activity

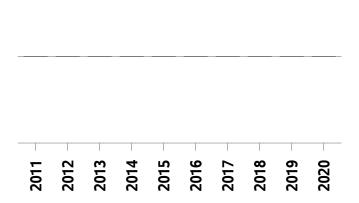
Sales Activity (October only)



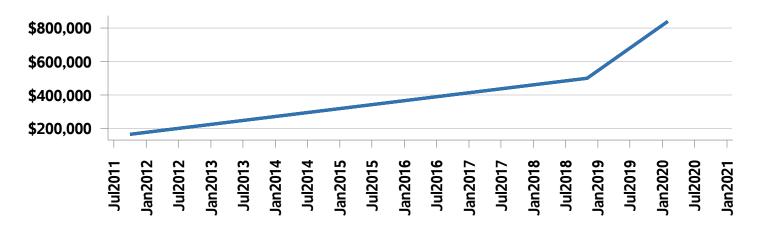
**Active Listings (October only)** 

Months of Inventory (October only)





#### **Average Price and Median Price**

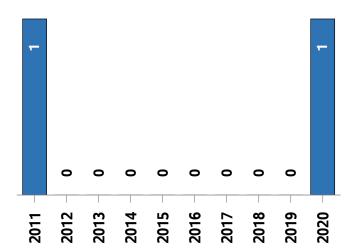




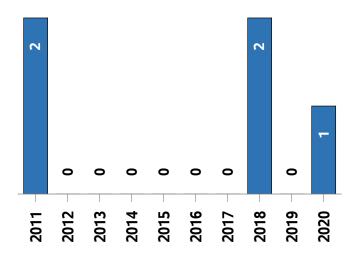


# 999 - Out of Area MLS® Semi-Detached Market Activity

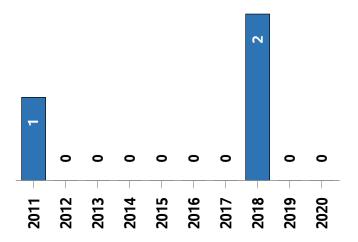




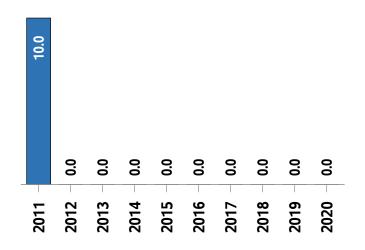
**New Listings (October Year-to-date)** 



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



#### **Months of Inventory** <sup>2</sup> (October Year-to-date)



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

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





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

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

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

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

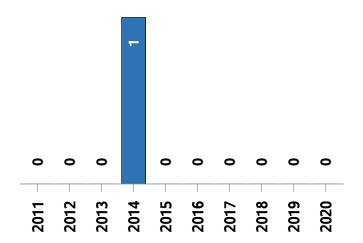
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



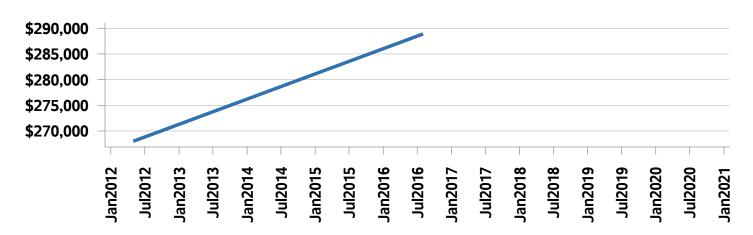


## 999 - Out of Area MLS® Condo Market Activity

#### **Active Listings (October only)**



#### **Average Price and Median Price**

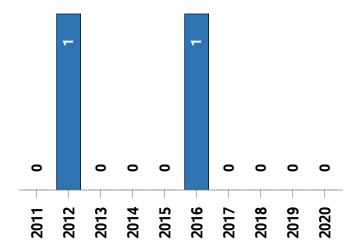




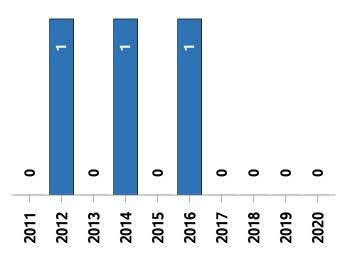


### 999 - Out of Area MLS® Condo Market Activity

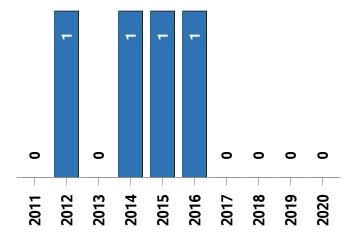
**Sales Activity (October Year-to-date)** 



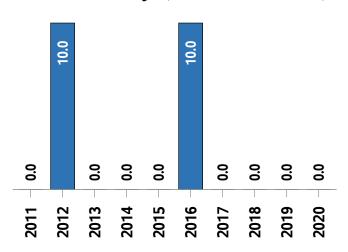
**New Listings (October Year-to-date)** 



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



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



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

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





# 999 - Out of Area MLS® Condo Market Activity

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

 $<sup>^{1}</sup>$   $\,$  Sales / new listings \* 100; Compared to levels from previous periods.

 $<sup>^{2}\,\,</sup>$  Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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

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