



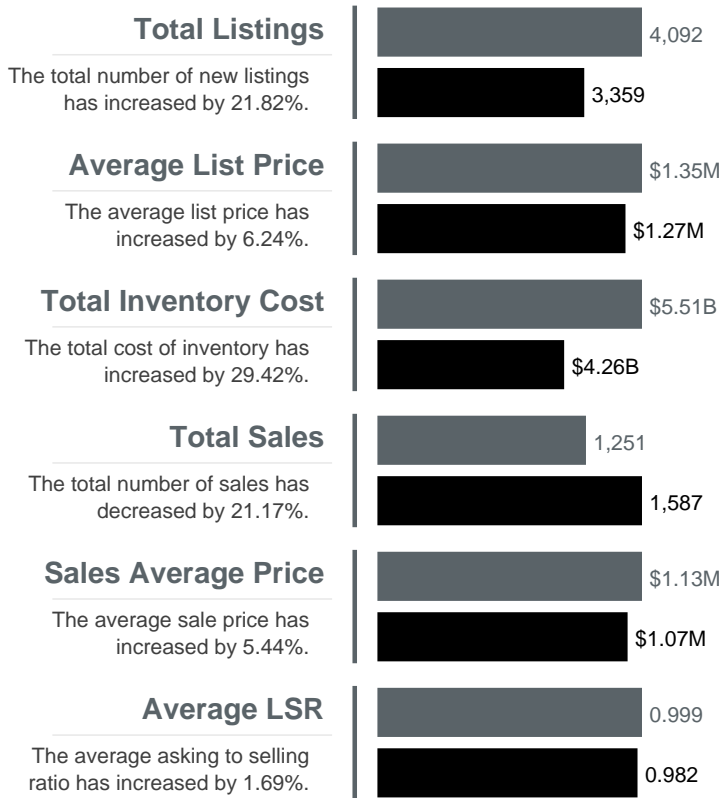
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Comparison

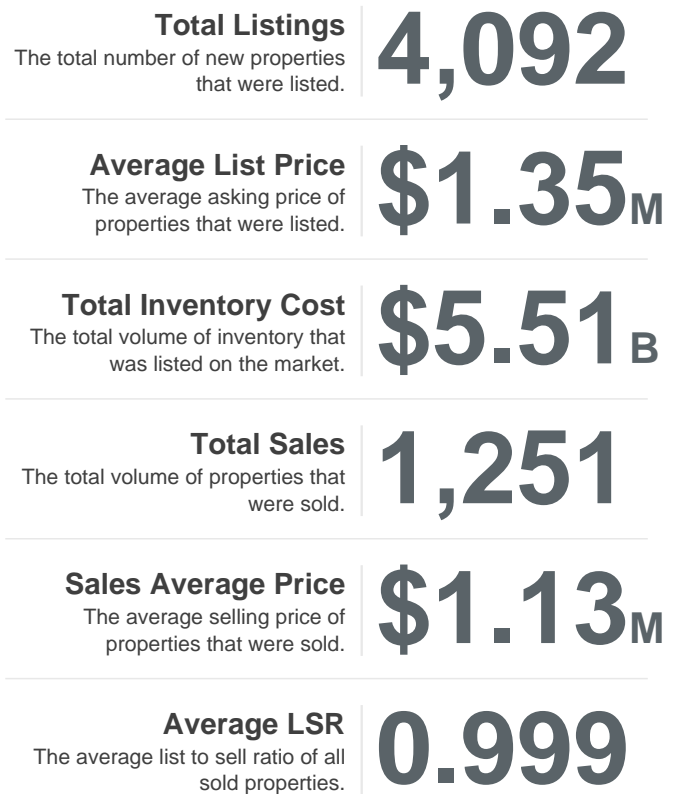
Below, we are comparing the two following date ranges : Sunday October 1st, 2023 to Saturday October 7th, 2023 **and** Saturday October 1st, 2022 to Friday October 7th, 2022

● Oct 1st, 23 to Oct 7th, 23 ● Oct 1st, 22 to Oct 7th, 22



Overview

Below, we are looking at the six key metrics between the following date range : Oct 1st, 2023 to Oct 7th, 2023. These metrics include the total number of new properties listed and sold, average asking price and sale price and the average asking to selling ratio of all sold properties.



Average DOM

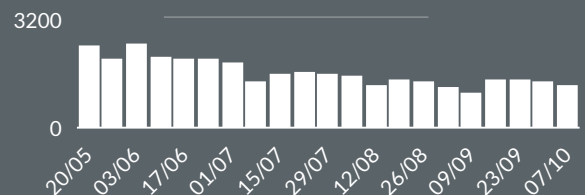
Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average days on market was 25. Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the average days on market was 22. When the week of Sun Oct 1st, 2023 to Sat Oct 7th, 2023 is compared to the week of Sat Oct 1st, 2022 to Fri Oct 7th, 2022, the average days on market has decreased by 12.00%.

Total Sales Volume

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total volume of sales was \$1.69B. Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the total volume of sales was \$1.40B. When the week of Sun Oct 1st, 2023 to Sat Oct 7th, 2023 is compared to the week of Sat Oct 1st, 2022 to Fri Oct 7th, 2022, the total volume of sales has decreased by 17.61%.

Total Sales | Quick Overview (See Page #5)

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the total number of sales was 1,251.



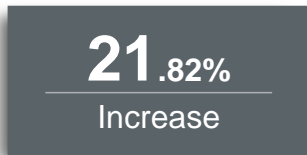


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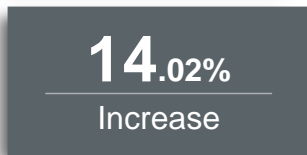
Total Listings

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the total number of new listings was 4,092. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total number of new listings was 3,359. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total number of new listings has increased by 21.82%.



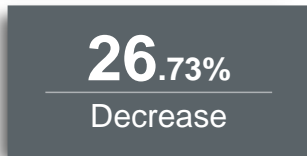
Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total number of new listings was 3,359. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total number of new listings has increased by 21.82%.



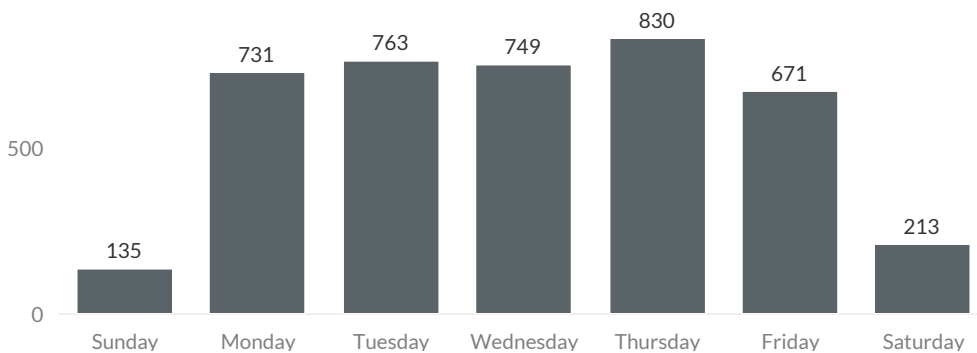
Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the total number of new listings was 3,589. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the total number of new listings has increased by 14.02%.



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the total number of new listings was 5,585. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the total number of new listings has decreased by 26.73%.

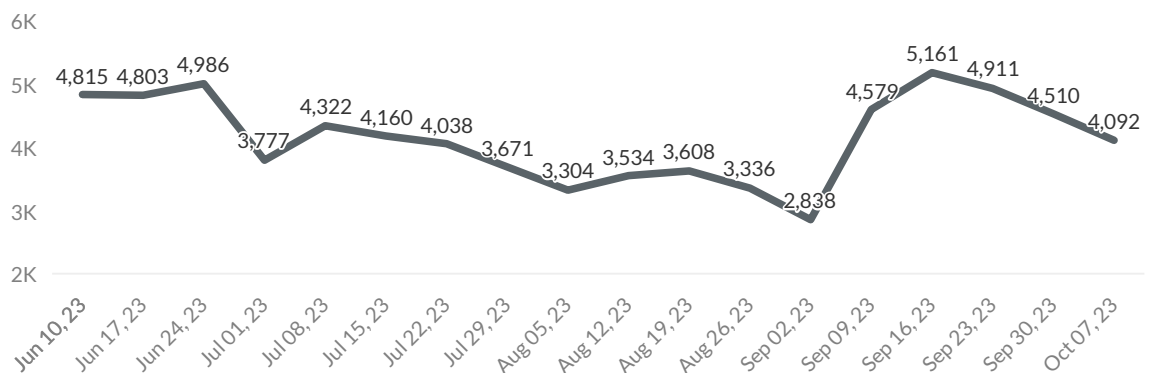


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen a total volume of 4,092 new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends for all properties that have been listed over the last 4 months as of Saturday October 7th, 2023.





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Average List Price

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the average list price was \$1.35M. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average list price was \$1.27M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average list price has increased by 6.24%.

6.24%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average list price was \$1.27M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average list price has increased by 6.24%.

10.77%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

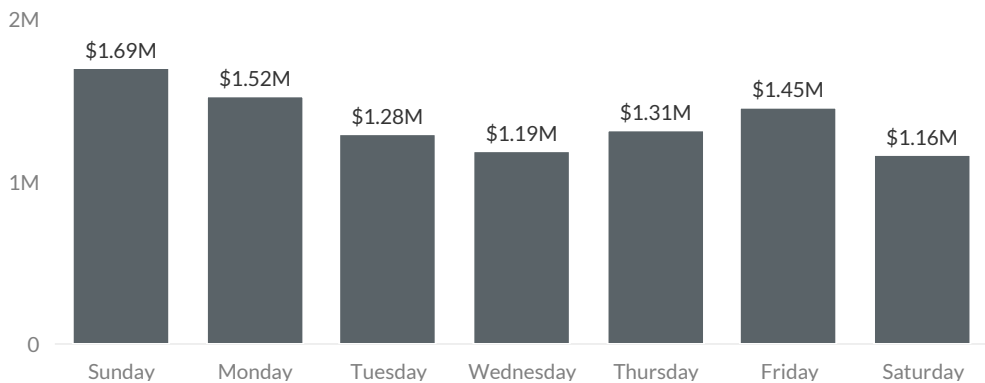
Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the average list price was \$1.22M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the average list price has increased by 10.77%.

27.32%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the average list price was \$1.06M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the average list price has increased by 27.32%.

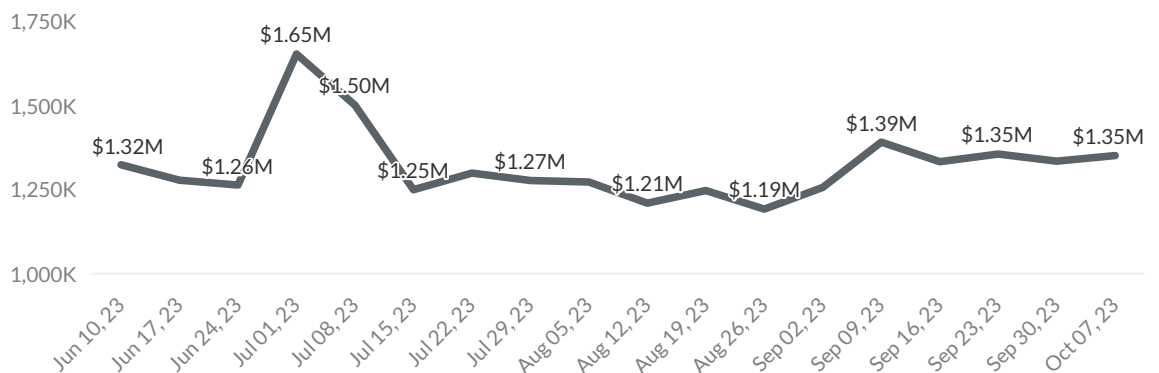


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen an average list price of \$1.35M for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends in the average list price of all properties listed over the last 4 months as of Saturday October 7th, 2023.



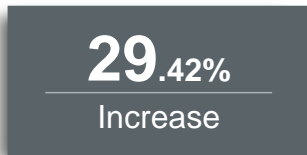


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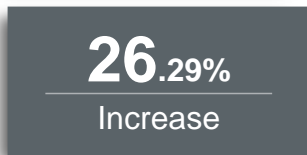
Total Inventory Cost

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the total cost of inventory was \$5.51B. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total cost of inventory was \$4.26B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total cost of inventory has increased by 29.42%.



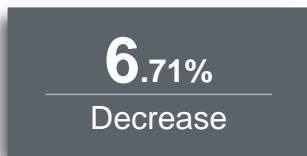
Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total cost of inventory was \$4.26B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total cost of inventory has increased by 29.42%.



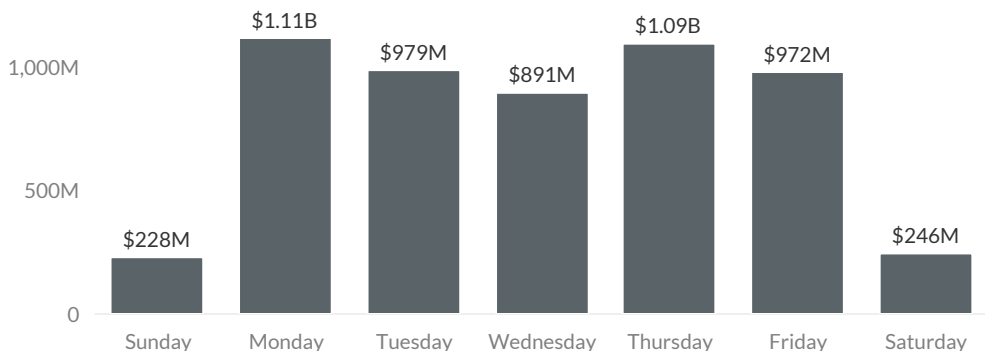
Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the total cost of inventory was \$4.36B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the total cost of inventory has increased by 26.29%.



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the total cost of inventory was \$5.91B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the total cost of inventory has decreased by 6.71%.

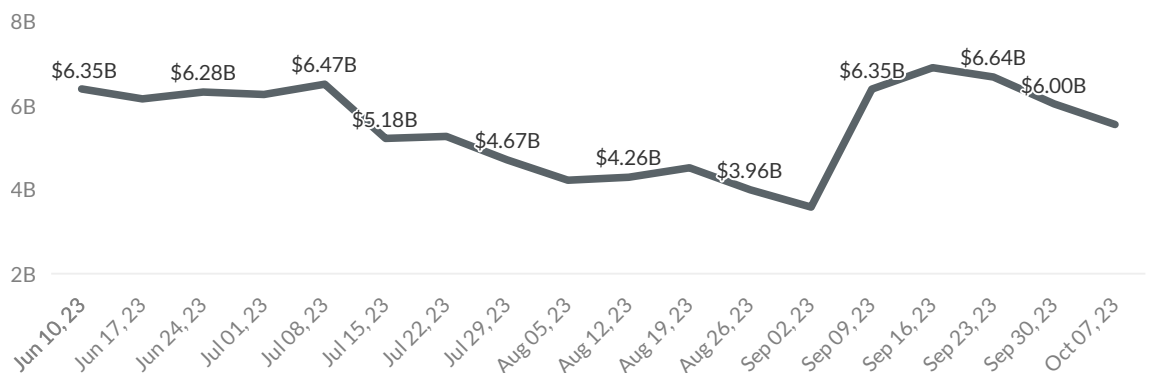


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen a total inventory volume of \$5.51B for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends for the total cost of all new inventory over the last 4 months as of Saturday October 7th, 2023.



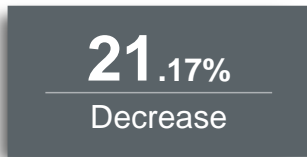


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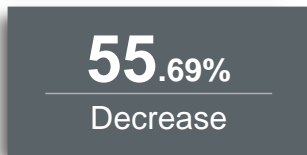
Total Sales

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the total number of sales was 1,251. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total number of sales was 1,587. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total number of sales has decreased by 21.17%.



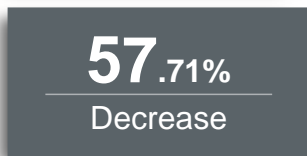
Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total number of sales was 1,587. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total number of sales has decreased by 21.17%.



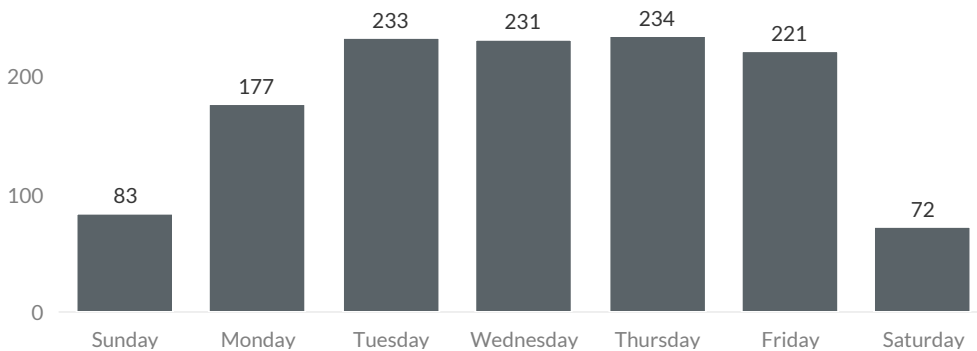
Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the total number of sales was 2,823. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the total number of sales has decreased by 55.69%.



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the total number of sales was 2,958. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the total number of sales has decreased by 57.71%.

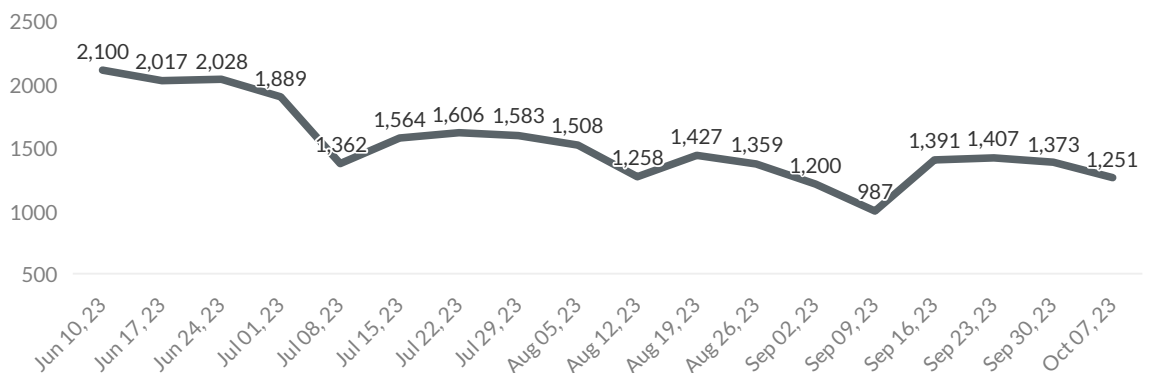


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen a total volume of 1,251 properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends for all properties that have been sold over the last 4 months as of Saturday October 7th, 2023.





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Sales Average Price

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the average sale price was \$1.13M. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average sale price was \$1.07M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average sale price has increased by 5.44%.

5.44%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average sale price was \$1.07M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average sale price has increased by 5.44%.

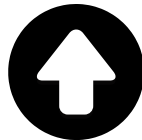
0.25%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

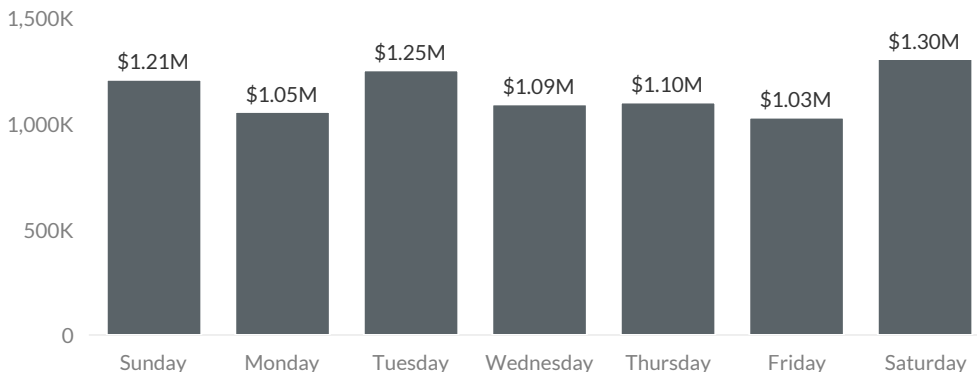
Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the average sale price was \$1.13M. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the average sale price has decreased by 0.25%.

16.72%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the average sale price was \$964K. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the average sale price has increased by 16.72%.

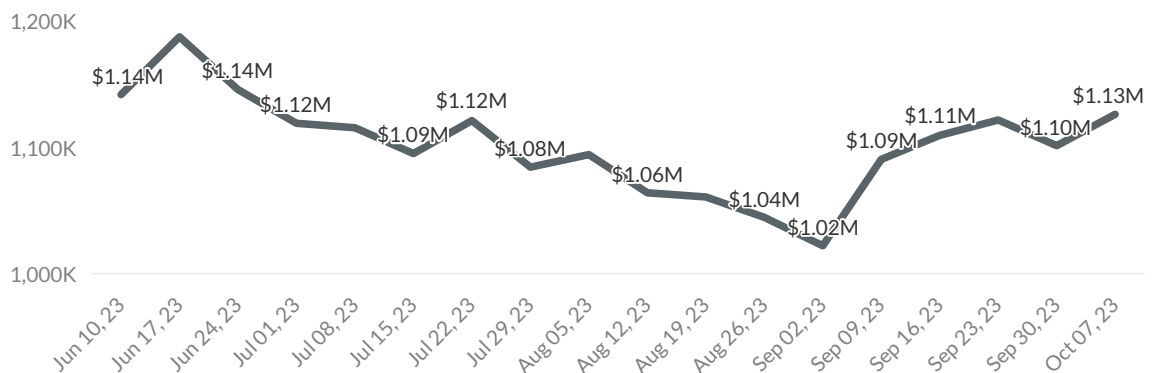


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen an average sale price of \$1.13M for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends in the average sale price of all sold properties over the last 4 months as of Saturday October 7th, 2023.





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Average List to Sell Ratio

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the average asking to selling ratio was 0.999. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average asking to selling ratio was 0.982. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average asking to selling ratio has increased by 1.69%.

1.69%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average asking to selling ratio was 0.982. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average asking to selling ratio has increased by 1.69%.

6.82%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

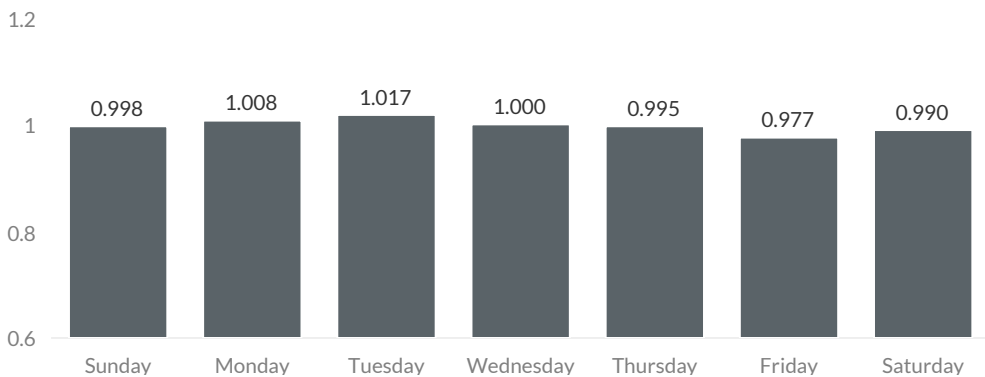
Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the average asking to selling ratio was 1.072. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the average asking to selling ratio has decreased by 6.82%.

1.53%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the average asking to selling ratio was 1.014. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the average asking to selling ratio has decreased by 1.53%.

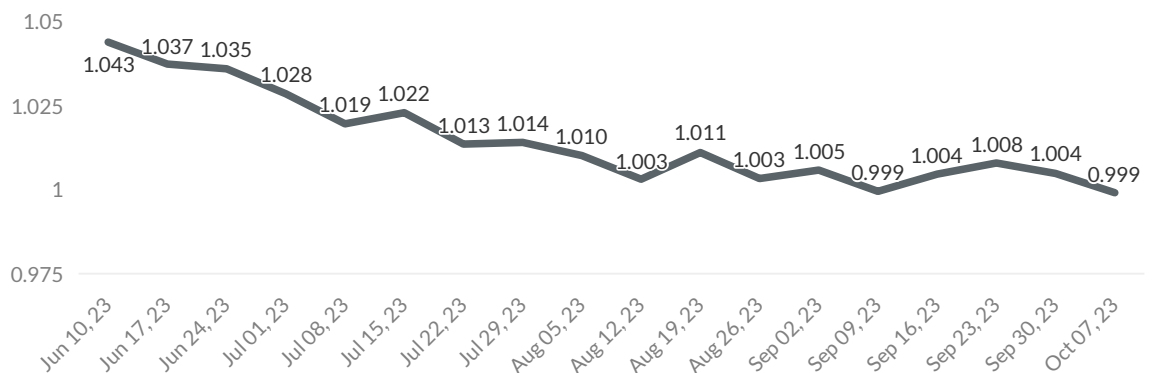


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen an average ask to sell price ratio of 0.999 for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends in the average ask to sell price ratio of all sold properties over the last 4 months as of Saturday October 7th, 2023.





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Average Days on Market

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the average days on market was 22. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average days on market was 25. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average days on market has decreased by 12.00%.

12.00%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the average days on market was 25. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the average days on market has decreased by 12.00%.

46.67%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

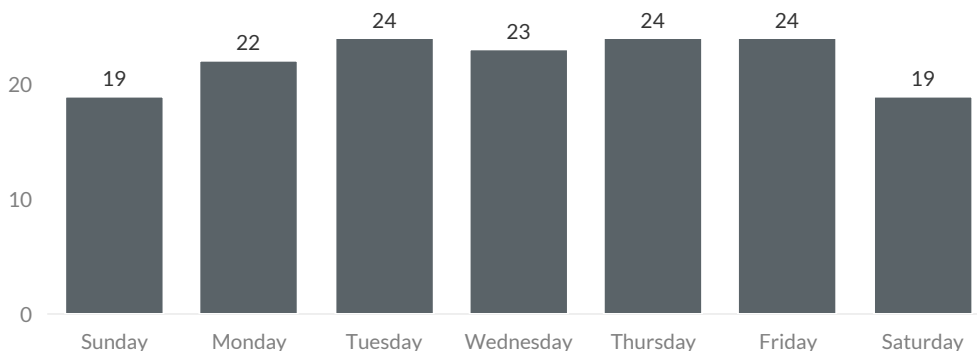
Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the average days on market was 15. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the average days on market has increased by 46.67%.

22.22%
Increase



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the average days on market was 18. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the average days on market has increased by 22.22%.

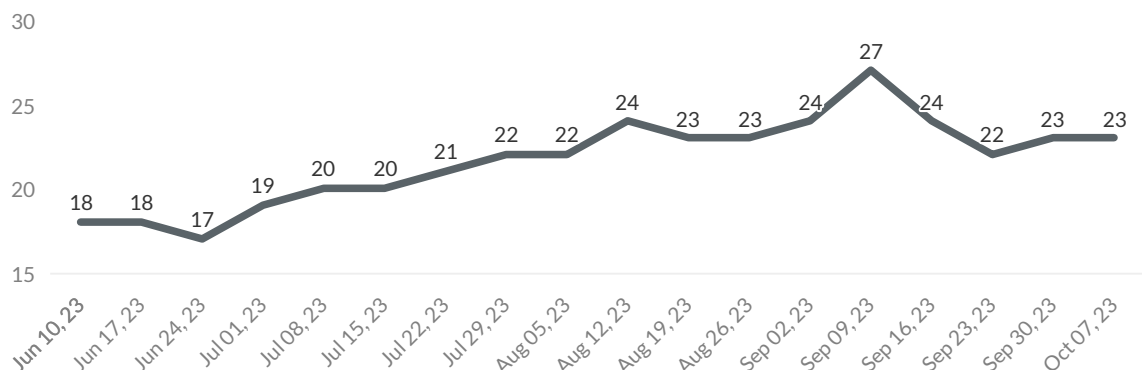


Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen an average days on market of 22 for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends in the average days on market of all sold properties over the last 4 months as of Saturday October 7th, 2023.





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Total Sales Volume

Between Sun Oct 1st, 2023 and Sat Oct 7th, 2023, the total volume of sales was \$1.40B. Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total volume of sales was \$1.69B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total volume of sales has decreased by 17.61%.

17.61%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2022 - Oct 7th, 2022

Between Sat Oct 1st, 2022 and Fri Oct 7th, 2022, the total volume of sales was \$1.69B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Saturday October 1st, 2022 to Friday October 7th, 2022, the total volume of sales has decreased by 17.61%.

56.19%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2021 - Oct 7th, 2021

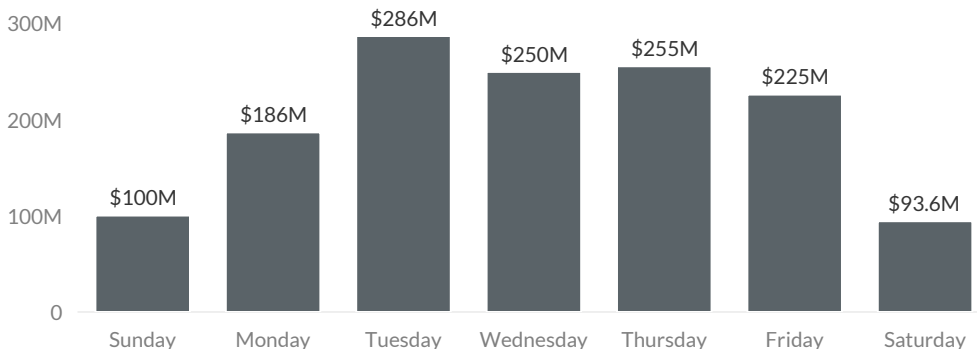
Between Fri Oct 1st, 2021 and Thu Oct 7th, 2021, the total volume of sales was \$3.18B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Friday October 1st, 2021 to Thursday October 7th, 2021, the total volume of sales has decreased by 56.19%.

51.05%
Decrease



Oct 1st, 2023 - Oct 7th, 2023 vs Oct 1st, 2020 - Oct 7th, 2020

Between Thu Oct 1st, 2020 and Wed Oct 7th, 2020, the total volume of sales was \$2.85B. When the week of Sunday October 1st, 2023 to Saturday October 7th, 2023 is compared to the week of Thursday October 1st, 2020 to Wednesday October 7th, 2020, the total volume of sales has decreased by 51.05%.



Overview

The bar graph to the left provides an overview of the last 7 days of the week broken down by each individual week day leading up to Saturday October 7th, 2023. Between Sunday October 1st, 2023 and Saturday October 7th, 2023, we have seen a total sales volume of \$1.40B for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in week-to-week (on a weekly interval) trends for the total cost of all sold properties over the last 4 months as of Saturday October 7th, 2023.

