



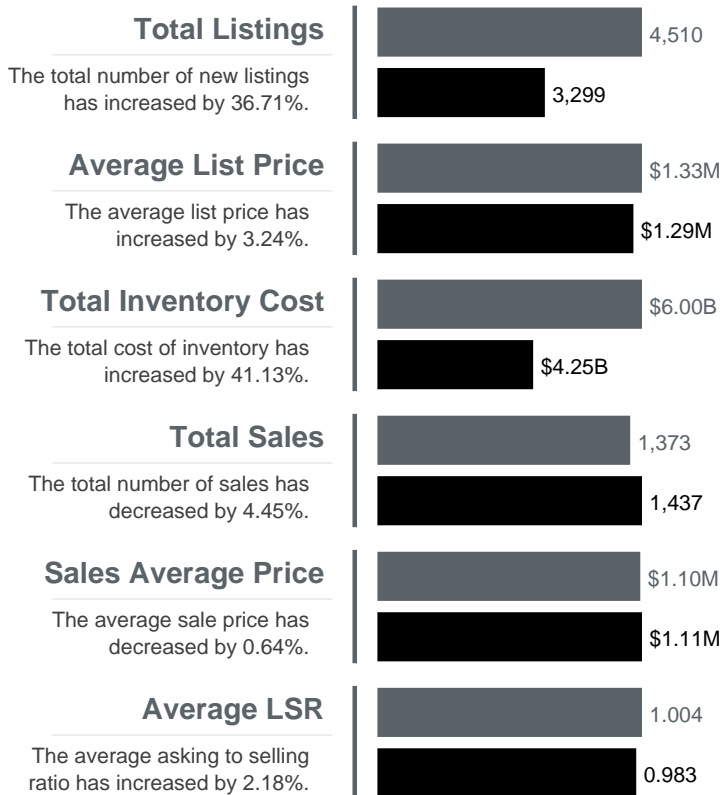
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Comparison

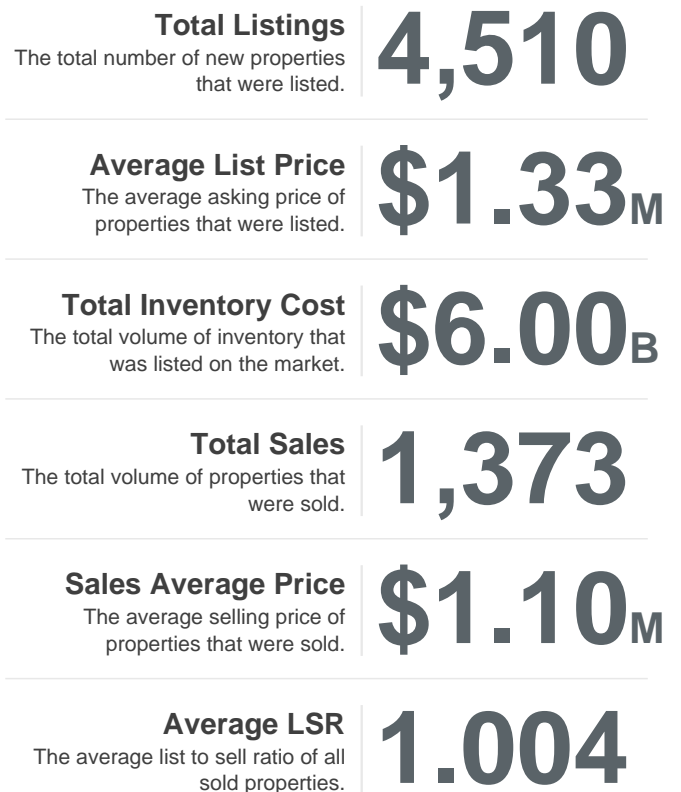
Below, we are comparing the two following date ranges : Sunday September 24th, 2023 to Saturday September 30th, 2023 **and** Saturday September 24th, 2022 to Friday September 30th, 2022

● Sep 24th, 23 to Sep 30th, 23 ● Sep 24th, 22 to Sep 30th, 22



Overview

Below, we are looking at the six key metrics between the following date range : Sep 24th, 2023 to Sep 30th, 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

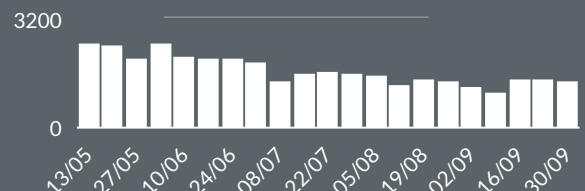
Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average days on market was 24. Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the average days on market was 22. When the week of Sun Sep 24th, 2023 to Sat Sep 30th, 2023 is compared to the week of Sat Sep 24th, 2022 to Fri Sep 30th, 2022, the average days on market has decreased by 8.33%.

Total Sales Volume

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total volume of sales was \$1.59B. Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the total volume of sales was \$1.50B. When the week of Sun Sep 24th, 2023 to Sat Sep 30th, 2023 is compared to the week of Sat Sep 24th, 2022 to Fri Sep 30th, 2022, the total volume of sales has decreased by 5.90%.

Total Sales | Quick Overview (See Page #5)

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the total number of sales was 1,373.



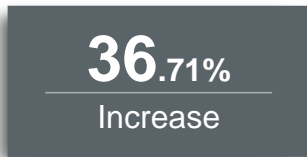


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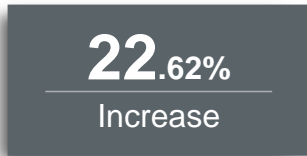
Total Listings

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the total number of new listings was 4,510. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total number of new listings was 3,299. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total number of new listings has increased by 36.71%.



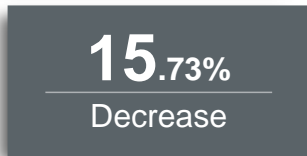
Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total number of new listings was 3,299. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total number of new listings has increased by 36.71%.



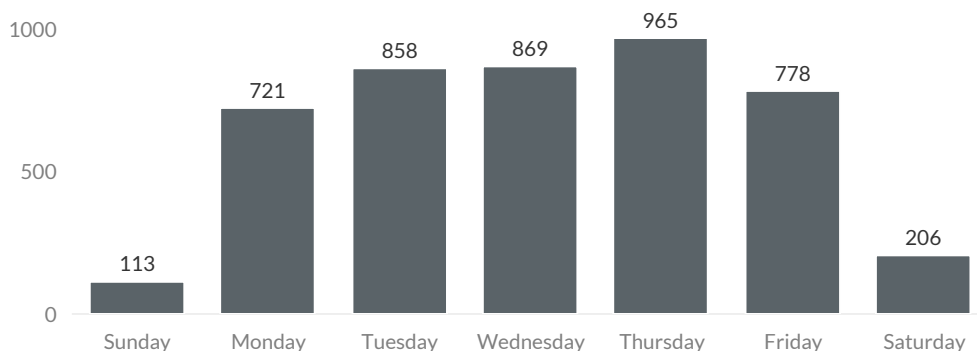
Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the total number of new listings was 3,678. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the total number of new listings has increased by 22.62%.



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the total number of new listings was 5,352. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the total number of new listings has decreased by 15.73%.

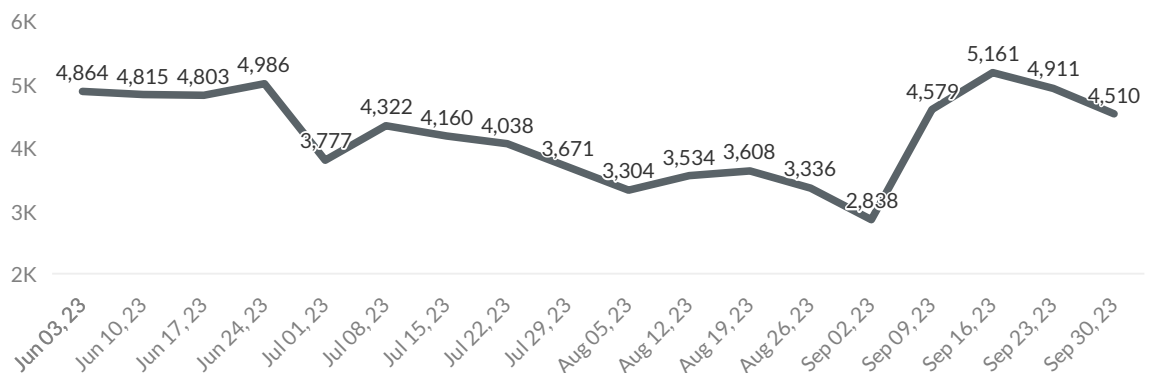


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen a total volume of 4,510 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 September 30th, 2023.



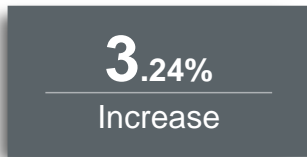


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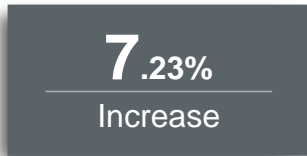
Average List Price

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the average list price was \$1.33M. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average list price was \$1.29M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average list price has increased by 3.24%.



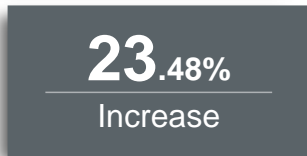
Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average list price was \$1.29M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average list price has increased by 3.24%.



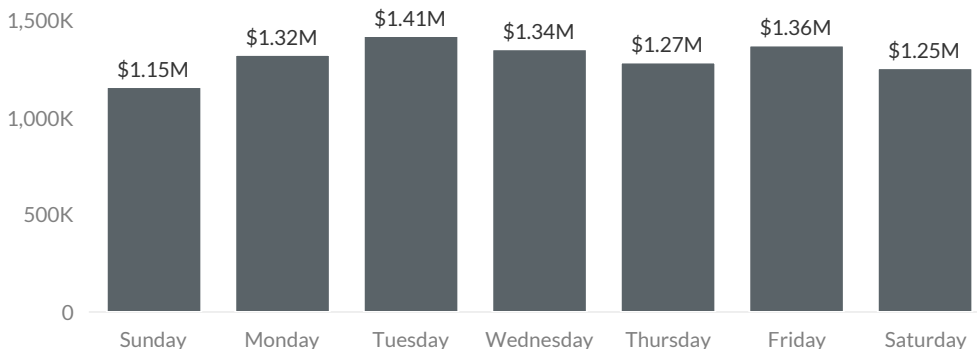
Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the average list price was \$1.24M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the average list price has increased by 7.23%.



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the average list price was \$1.08M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the average list price has increased by 23.48%.

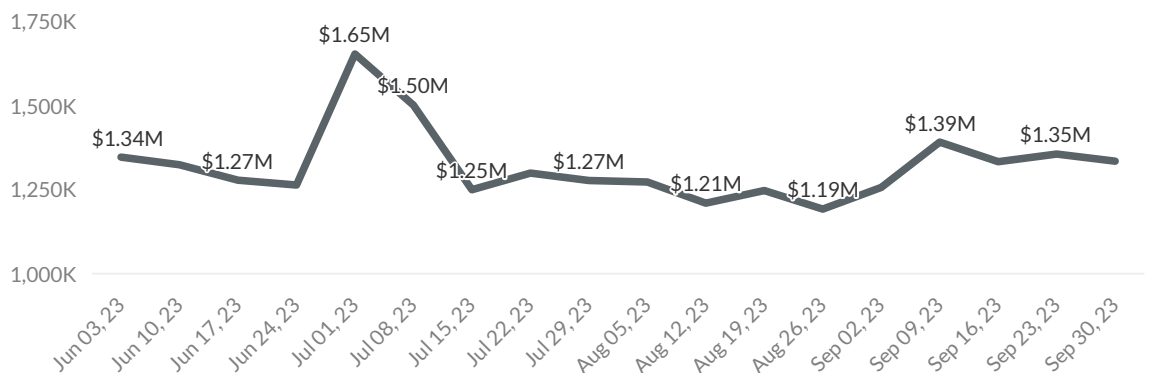


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen an average list price of \$1.33M 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 September 30th, 2023.





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Total Inventory Cost

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the total cost of inventory was \$6.00B. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total cost of inventory was \$4.25B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total cost of inventory has increased by 41.13%.

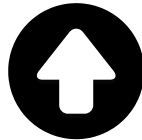
41.13%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total cost of inventory was \$4.25B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total cost of inventory has increased by 41.13%.

31.48%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

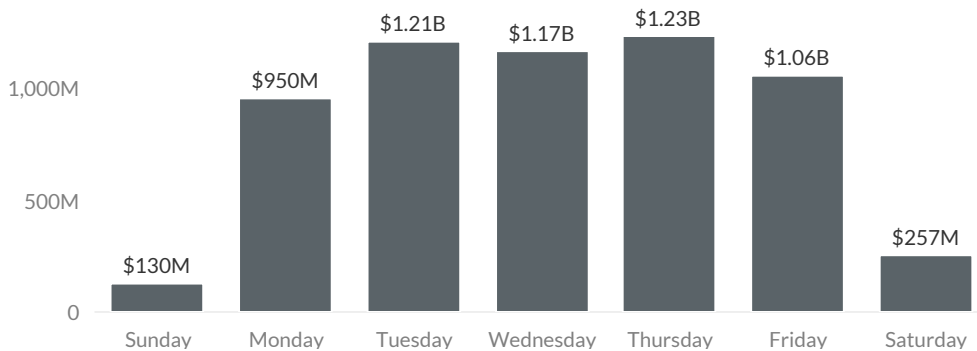
Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the total cost of inventory was \$4.56B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the total cost of inventory has increased by 31.48%.

4.06%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the total cost of inventory was \$5.77B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the total cost of inventory has increased by 4.06%.

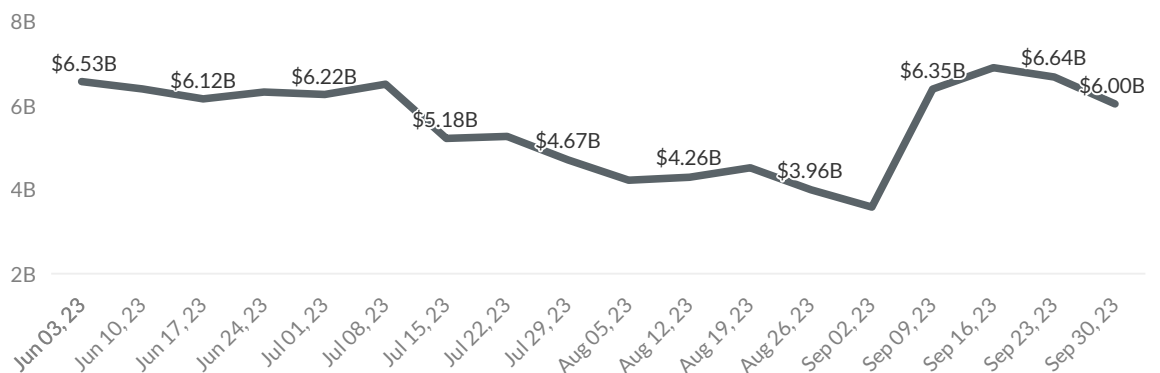


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen a total inventory volume of \$6.00B 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 September 30th, 2023.





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Total Sales

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the total number of sales was 1,373. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total number of sales was 1,437. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total number of sales has decreased by 4.45%.

4.45%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total number of sales was 1,437. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total number of sales has decreased by 4.45%.

50.18%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

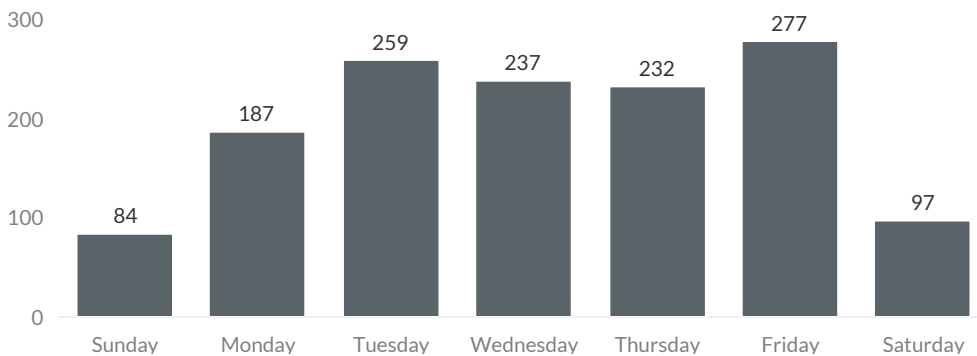
Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the total number of sales was 2,756. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the total number of sales has decreased by 50.18%.

53.65%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the total number of sales was 2,962. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the total number of sales has decreased by 53.65%.

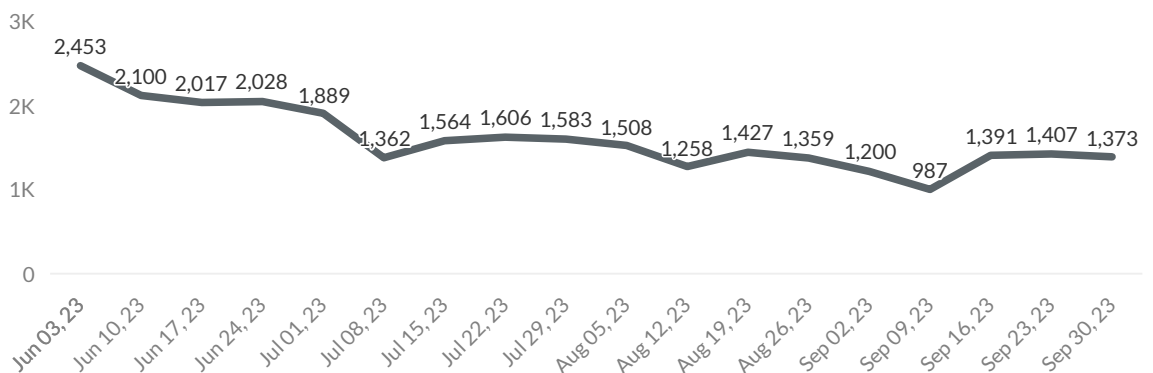


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen a total volume of 1,373 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 September 30th, 2023.





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Sales Average Price

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the average sale price was \$1.10M. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average sale price was \$1.11M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average sale price has decreased by 0.64%.

0.64%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average sale price was \$1.11M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average sale price has decreased by 0.64%.

4.34%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

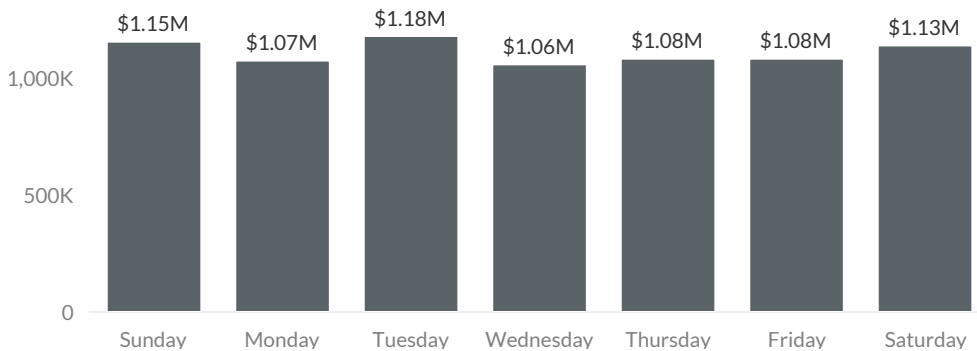
Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the average sale price was \$1.15M. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the average sale price has decreased by 4.34%.

17.19%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the average sale price was \$939K. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the average sale price has increased by 17.19%.

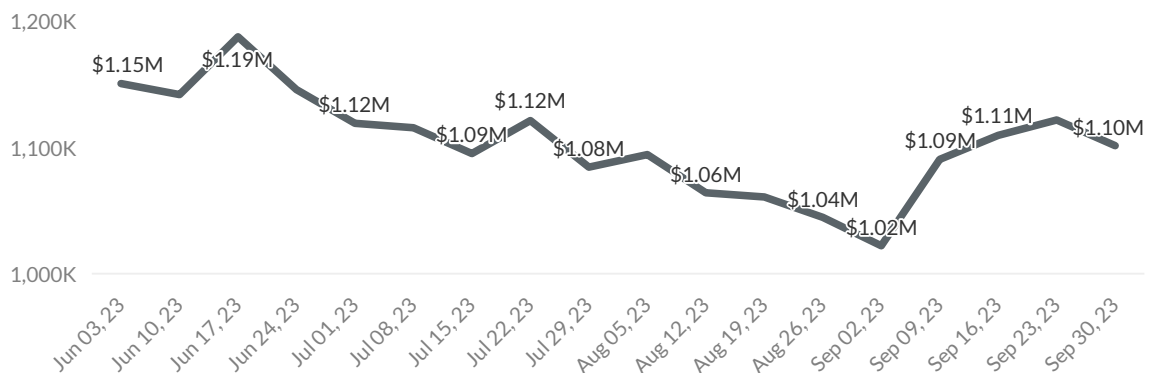


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen an average sale price of \$1.10M 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 September 30th, 2023.





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Average List to Sell Ratio

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the average asking to selling ratio was 1.004. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average asking to selling ratio was 0.983. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average asking to selling ratio has increased by 2.18%.

2.18%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average asking to selling ratio was 0.983. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average asking to selling ratio has increased by 2.18%.

6.23%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

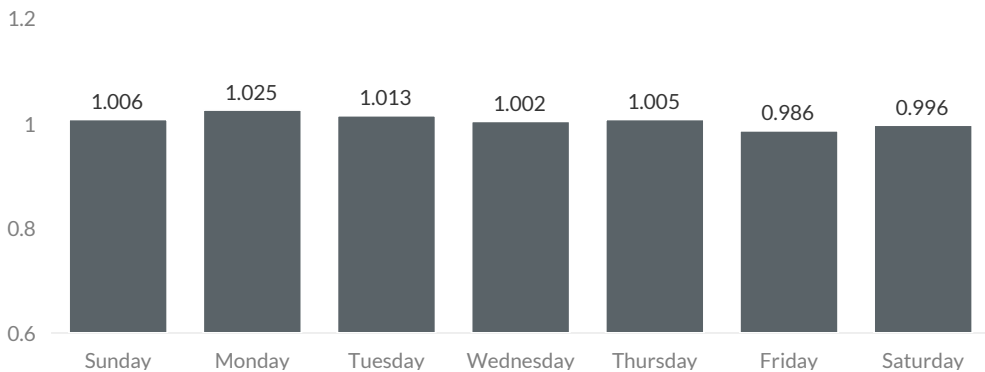
Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the average asking to selling ratio was 1.071. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the average asking to selling ratio has decreased by 6.23%.

1.29%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the average asking to selling ratio was 1.018. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the average asking to selling ratio has decreased by 1.29%.

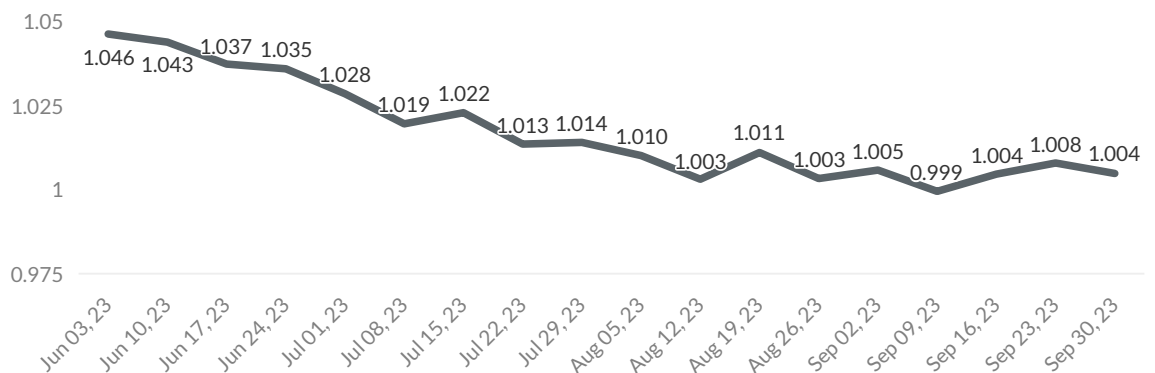


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen an average ask to sell price ratio of 1.004 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 September 30th, 2023.





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Average Days on Market

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the average days on market was 22. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average days on market was 24. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average days on market has decreased by 8.33%.

8.33%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the average days on market was 24. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the average days on market has decreased by 8.33%.

46.67%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

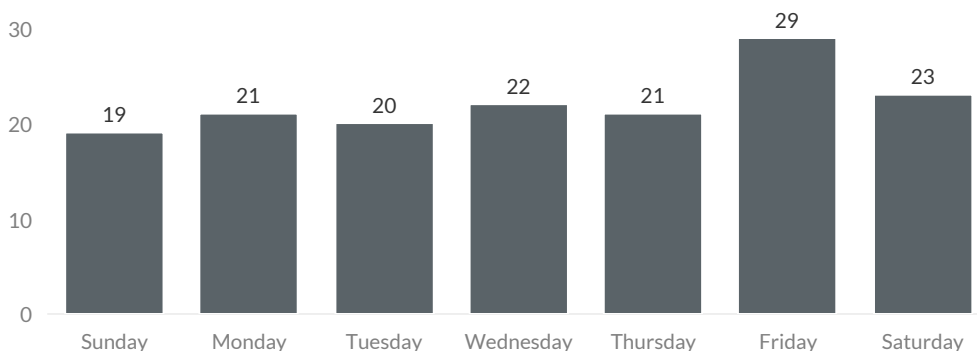
Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the average days on market was 15. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the average days on market has increased by 46.67%.

22.22%
Increase



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the average days on market was 18. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the average days on market has increased by 22.22%.

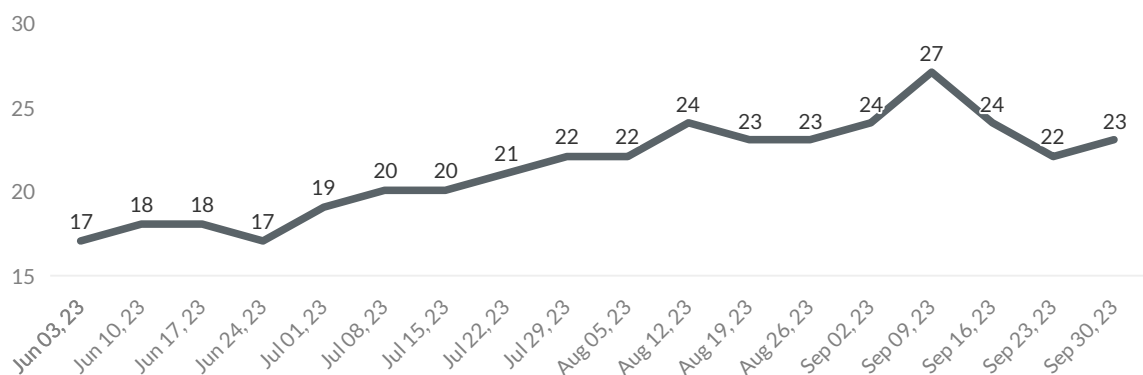


Overview

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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 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 September 30th, 2023.





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Total Sales Volume

Between Sun Sep 24th, 2023 and Sat Sep 30th, 2023, the total volume of sales was \$1.50B. Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total volume of sales was \$1.59B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total volume of sales has decreased by 5.90%.

5.90%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2022 - Sep 30th, 2022

Between Sat Sep 24th, 2022 and Fri Sep 30th, 2022, the total volume of sales was \$1.59B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Saturday September 24th, 2022 to Friday September 30th, 2022, the total volume of sales has decreased by 5.90%.

52.76%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2021 - Sep 30th, 2021

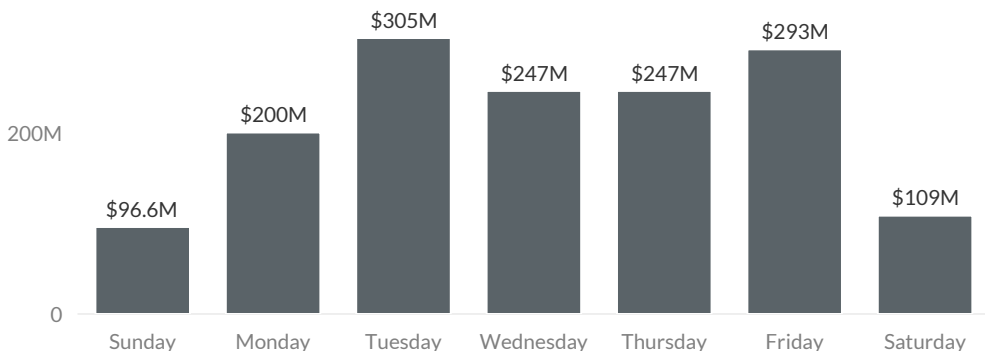
Between Fri Sep 24th, 2021 and Thu Sep 30th, 2021, the total volume of sales was \$3.17B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Friday September 24th, 2021 to Thursday September 30th, 2021, the total volume of sales has decreased by 52.76%.

46.15%
Decrease



Sep 24th, 2023 - Sep 30th, 2023 vs Sep 24th, 2020 - Sep 30th, 2020

Between Thu Sep 24th, 2020 and Wed Sep 30th, 2020, the total volume of sales was \$2.78B. When the week of Sunday September 24th, 2023 to Saturday September 30th, 2023 is compared to the week of Thursday September 24th, 2020 to Wednesday September 30th, 2020, the total volume of sales has decreased by 46.15%.



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 September 30th, 2023. Between Sunday September 24th, 2023 and Saturday September 30th, 2023, we have seen a total sales volume of \$1.50B 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 September 30th, 2023.

