



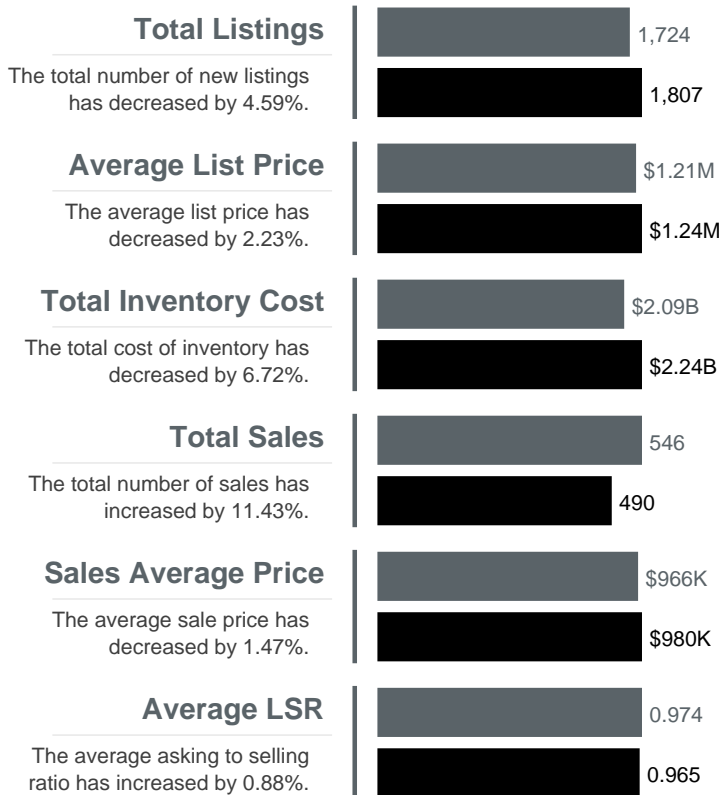
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Comparison

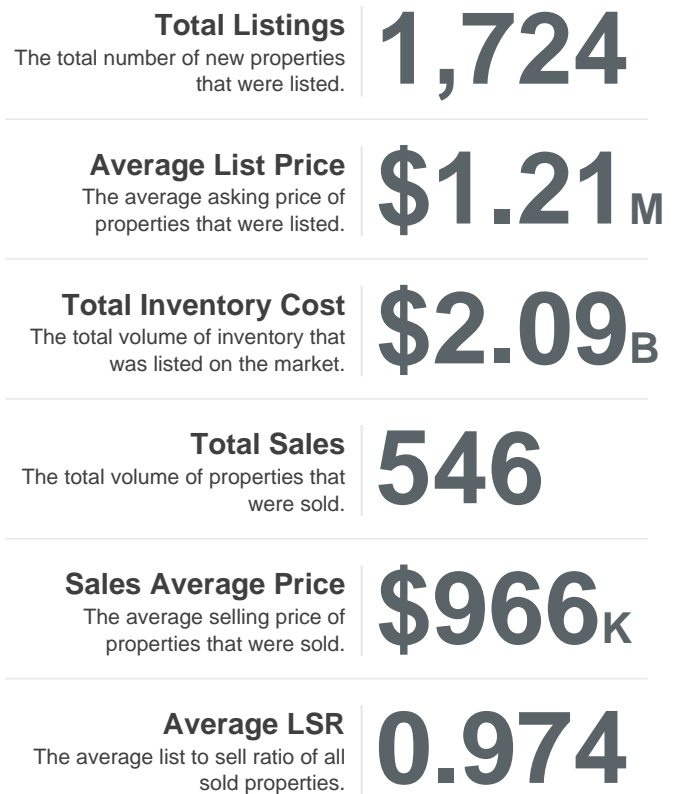
Below, we are comparing the two following date ranges : Sunday December 31st, 2023 to Saturday January 6th, 2024 **and** Saturday December 31st, 2022 to Friday January 6th, 2023

● Dec 31st, 23 to Jan 6th, 24 ● Dec 31st, 22 to Jan 6th, 23



Overview

Below, we are looking at the six key metrics between the following date range : Dec 31st, 2023 to Jan 6th, 2024. 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

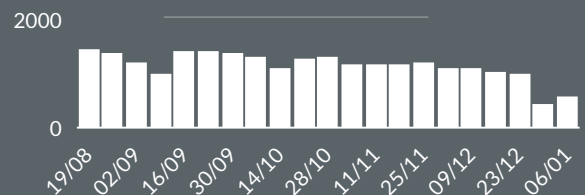
Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average days on market was 40. Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the average days on market was 45. When the week of Sun Dec 31st, 2023 to Sat Jan 6th, 2024 is compared to the week of Sat Dec 31st, 2022 to Fri Jan 6th, 2023, the average days on market has increased by 12.50%.

Total Sales Volume

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total volume of sales was \$480M. Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the total volume of sales was \$523M. When the week of Sun Dec 31st, 2023 to Sat Jan 6th, 2024 is compared to the week of Sat Dec 31st, 2022 to Fri Jan 6th, 2023, the total volume of sales has increased by 8.98%.

Total Sales | Quick Overview (See Page #5)

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the total number of sales was 546.





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Total Listings

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the total number of new listings was 1,724. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total number of new listings was 1,807. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total number of new listings has decreased by 4.59%.

4.59%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total number of new listings was 1,807. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total number of new listings has decreased by 4.59%.

18.73%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

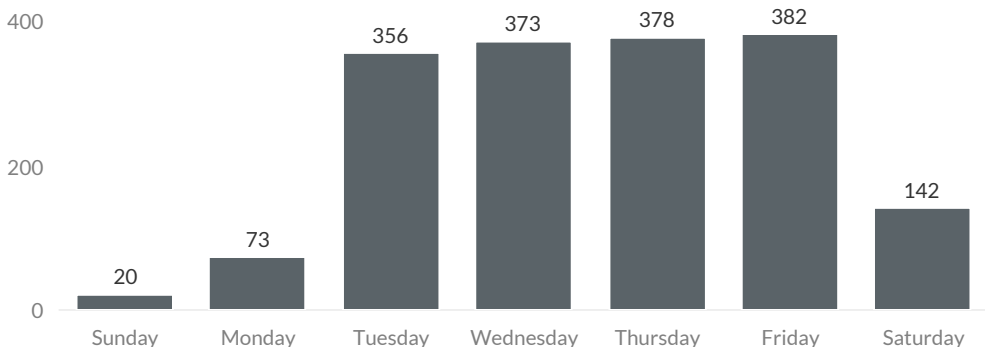
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the total number of new listings was 1,452. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the total number of new listings has increased by 18.73%.

3.11%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the total number of new listings was 1,672. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the total number of new listings has increased by 3.11%.

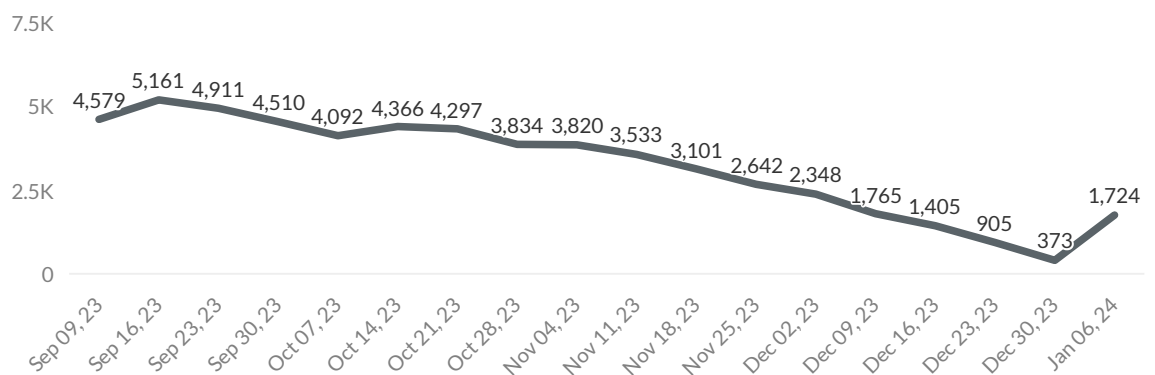


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen a total volume of 1,724 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 January 6th, 2024.





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Average List Price

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the average list price was \$1.21M. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average list price was \$1.24M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average list price has decreased by 2.23%.

2.23%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average list price was \$1.24M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average list price has decreased by 2.23%.

1.02%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

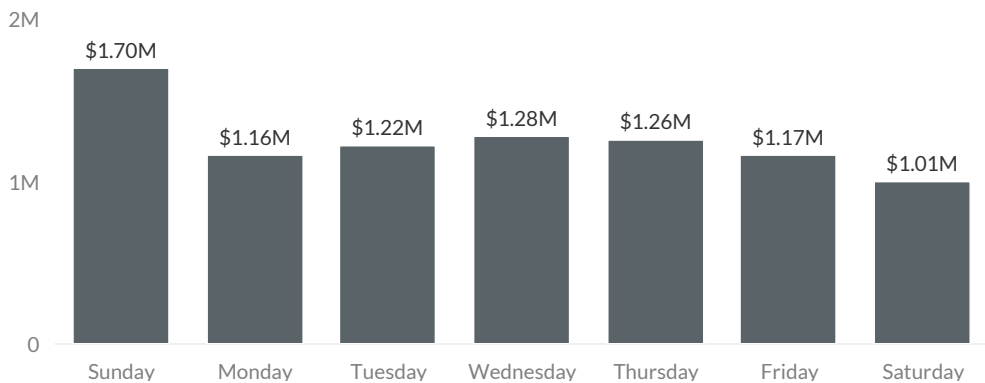
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the average list price was \$1.20M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the average list price has increased by 1.02%.

7.52%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the average list price was \$1.13M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the average list price has increased by 7.52%.

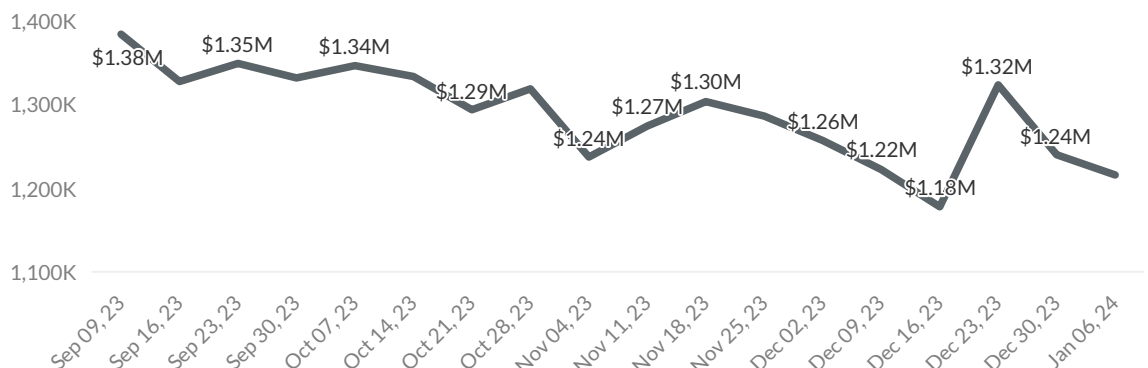


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen an average list price of \$1.21M 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 January 6th, 2024.





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Total Inventory Cost

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the total cost of inventory was \$2.09B. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total cost of inventory was \$2.24B. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total cost of inventory has decreased by 6.72%.

6.72%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total cost of inventory was \$2.24B. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total cost of inventory has decreased by 6.72%.

19.95%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

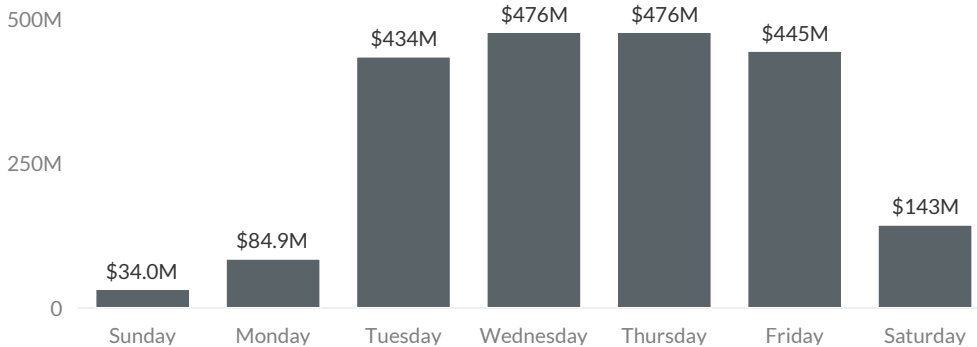
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the total cost of inventory was \$1.75B. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the total cost of inventory has increased by 19.95%.

10.86%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the total cost of inventory was \$1.89B. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the total cost of inventory has increased by 10.86%.

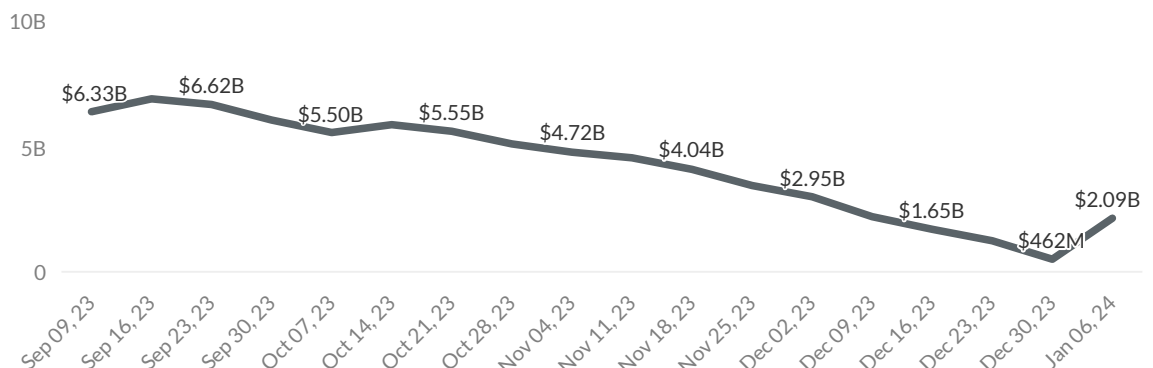


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen a total inventory volume of \$2.09B 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 January 6th, 2024.





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Total Sales

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the total number of sales was 546. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total number of sales was 490. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total number of sales has increased by 11.43%.

11.43%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total number of sales was 490. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total number of sales has increased by 11.43%.

18.99%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

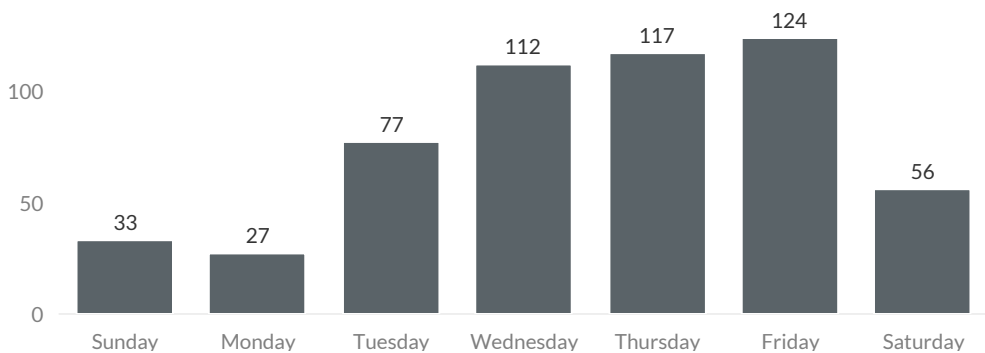
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the total number of sales was 674. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the total number of sales has decreased by 18.99%.

49.72%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the total number of sales was 1,086. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the total number of sales has decreased by 49.72%.

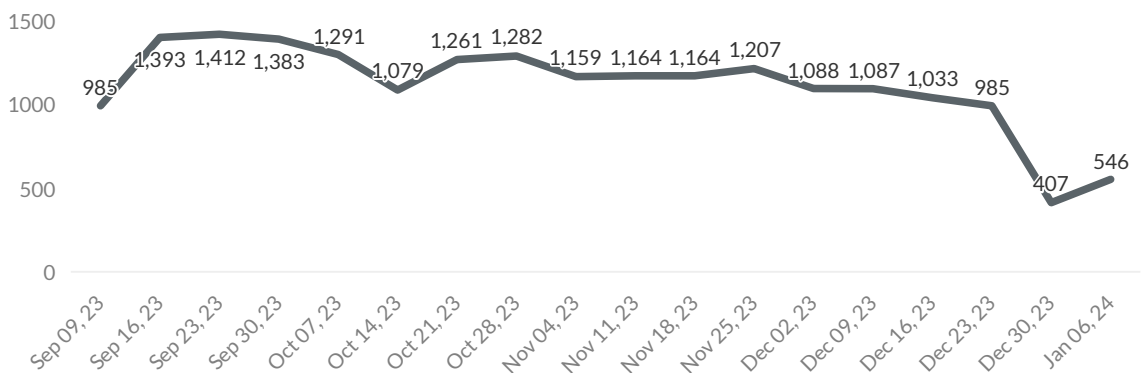


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen a total volume of 546 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 January 6th, 2024.





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Sales Average Price

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the average sale price was \$966K. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average sale price was \$980K. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average sale price has decreased by 1.47%.

1.47%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average sale price was \$980K. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average sale price has decreased by 1.47%.

19.34%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

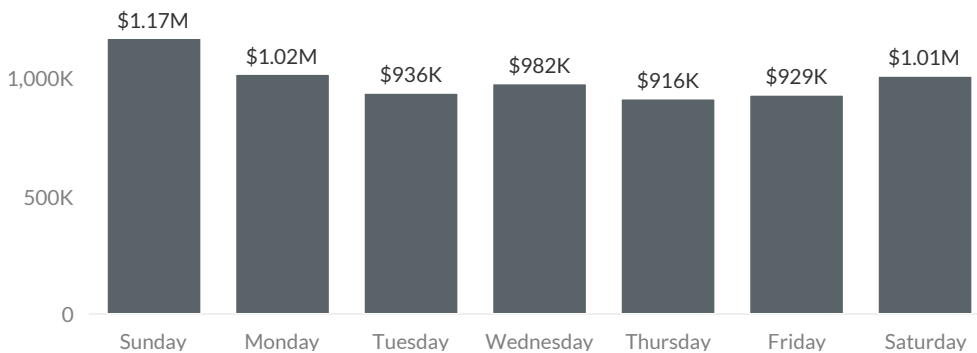
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the average sale price was \$1.20M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the average sale price has decreased by 19.34%.

8.25%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the average sale price was \$892K. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the average sale price has increased by 8.25%.

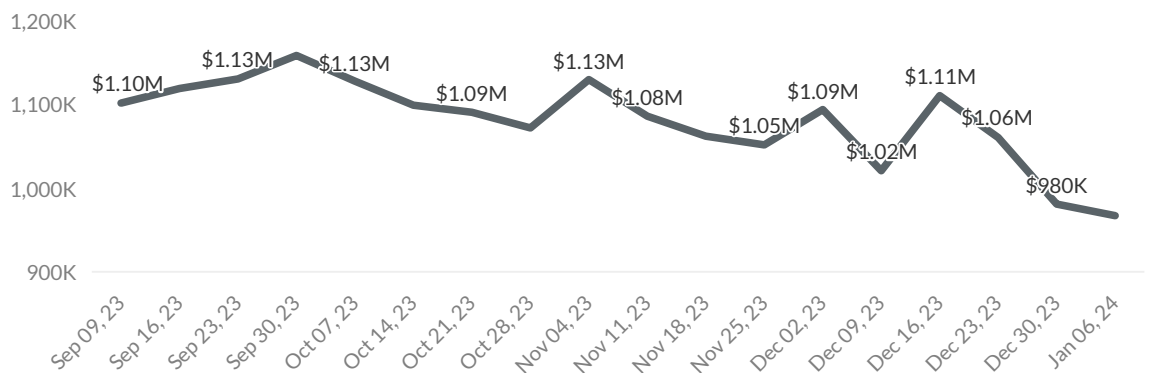


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen an average sale price of \$966K 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 January 6th, 2024.





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Average List to Sell Ratio

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the average asking to selling ratio was 0.974. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average asking to selling ratio was 0.965. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average asking to selling ratio has increased by 0.88%.

0.88%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average asking to selling ratio was 0.965. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average asking to selling ratio has increased by 0.88%.

9.10%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

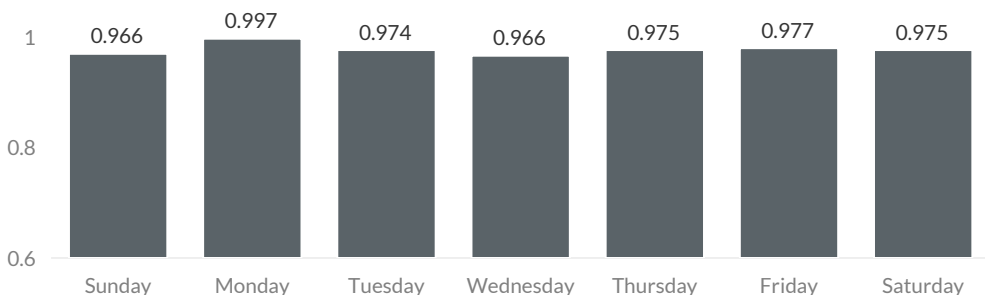
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the average asking to selling ratio was 1.071. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the average asking to selling ratio has decreased by 9.10%.

2.70%
Decrease



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the average asking to selling ratio was 1.001. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the average asking to selling ratio has decreased by 2.70%.

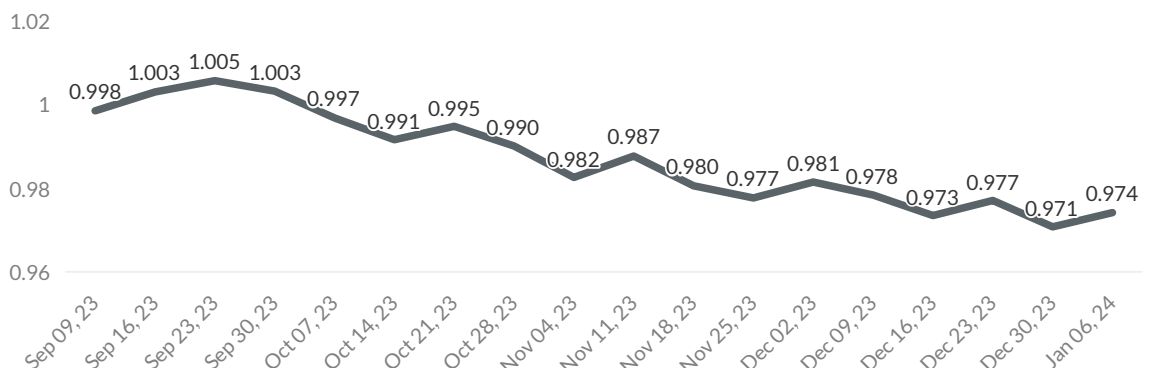


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen an average ask to sell price ratio of 0.974 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 January 6th, 2024.





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Average Days on Market

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the average days on market was 45. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average days on market was 40. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average days on market has increased by 12.50%.

12.50%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the average days on market was 40. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the average days on market has increased by 12.50%.

80.00%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

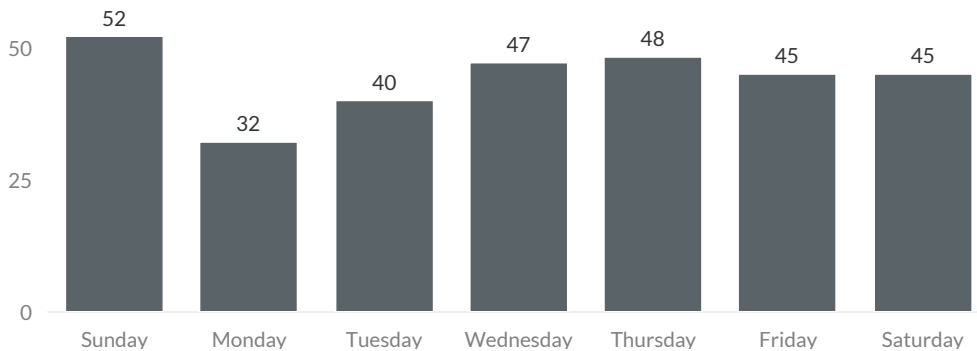
Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the average days on market was 25. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the average days on market has increased by 80.00%.

25.00%
Increase



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the average days on market was 36. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the average days on market has increased by 25.00%.

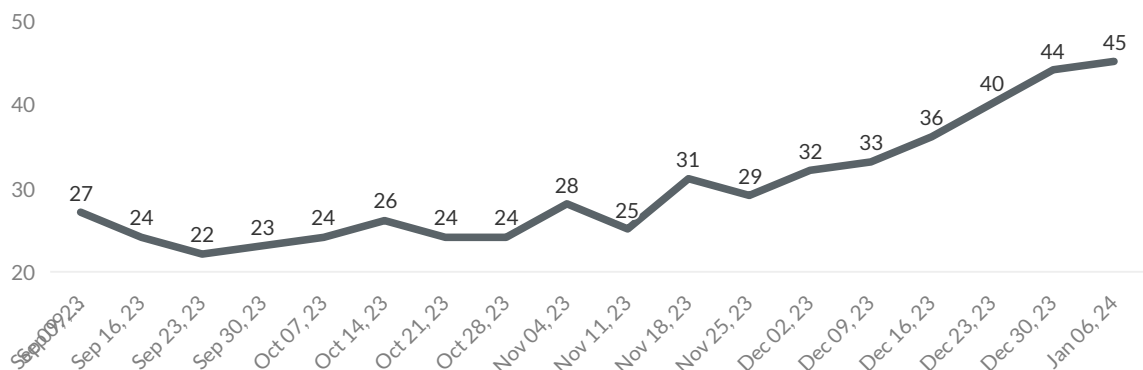


Overview

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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen an average days on market of 45 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 January 6th, 2024.



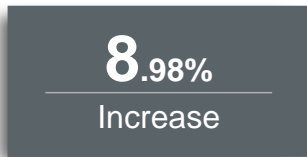


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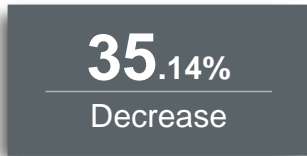
Total Sales Volume

Between Sun Dec 31st, 2023 and Sat Jan 6th, 2024, the total volume of sales was \$523M. Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total volume of sales was \$480M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total volume of sales has increased by 8.98%.



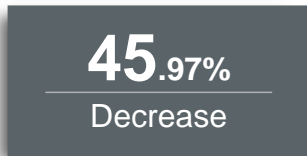
Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2022 - Jan 6th, 2023

Between Sat Dec 31st, 2022 and Fri Jan 6th, 2023, the total volume of sales was \$480M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Saturday December 31st, 2022 to Friday January 6th, 2023, the total volume of sales has increased by 8.98%.



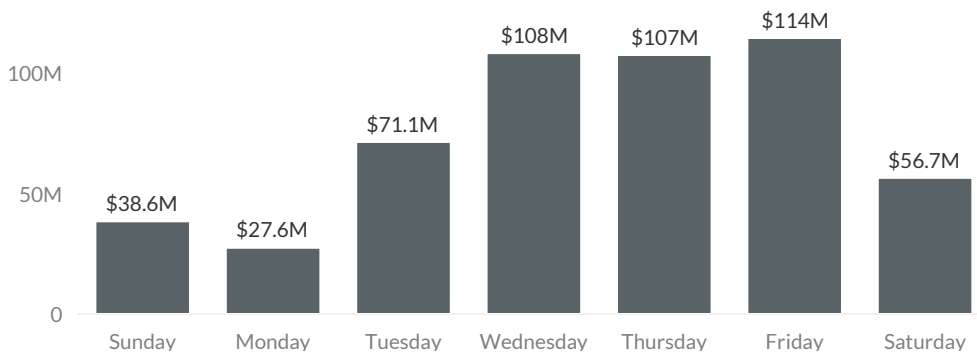
Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2021 - Jan 6th, 2022

Between Fri Dec 31st, 2021 and Thu Jan 6th, 2022, the total volume of sales was \$807M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Friday December 31st, 2021 to Thursday January 6th, 2022, the total volume of sales has decreased by 35.14%.



Dec 31st, 2023 - Jan 6th, 2024 vs Dec 31st, 2020 - Jan 6th, 2021

Between Thu Dec 31st, 2020 and Wed Jan 6th, 2021, the total volume of sales was \$969M. When the week of Sunday December 31st, 2023 to Saturday January 6th, 2024 is compared to the week of Thursday December 31st, 2020 to Wednesday January 6th, 2021, the total volume of sales has decreased by 45.97%.



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 January 6th, 2024. Between Sunday December 31st, 2023 and Saturday January 6th, 2024, we have seen a total sales volume of \$523M 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 January 6th, 2024.

