



London and St. Thomas Residential Market Activity and MLS® Home Price Index Report October 2023



Prepared for the London and St. Thomas Association of REALTORS® by the Canadian Real Estate Association

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	488	-0.8%	-43.6%	-47.5%	-35.1%	-33.4%	-13.2%
Dollar Volume	\$307,247,306	-0.5%	-46.8%	-37.2%	8.0%	49.1%	121.6%
New Listings	1,232	26.5%	39.7%	16.9%	22.1%	37.5%	16.0%
Active Listings	2,108	27.6%	318.3%	146.5%	72.2%	32.3%	-24.1%
Sales to New Listings Ratio ¹	39.6	50.5	98.2	88.1	74.5	81.8	52.9
Months of Inventory ²	4.3	3.4	0.6	0.9	1.6	2.2	4.9
Average Price	\$629,605	0.4%	-5.6%	19.6%	66.4%	123.9%	155.2%
Median Price	\$590,000	2.6%	-5.6%	22.7%	64.8%	136.9%	167.3%
Sale to List Price Ratio ³	98.2	96.9	109.1	105.3	101.9	98.8	96.9
Median Days on Market	20.0	21.5	7.0	7.0	12.0	21.0	36.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	5,963	-13.6%	-38.2%	-24.5%	-22.4%	-27.1%	-6.6%
Dollar Volume	\$3,888,469,536	-23.4%	-36.3%	2.3%	37.2%	70.2%	148.5%
New Listings	11,536	-10.3%	-0.1%	14.0%	12.2%	-0.8%	-7.3%
Active Listings ⁴	1,646	30.6%	173.0%	48.7%	42.7%	-17.6%	-41.5%
Sales to New Listings Ratio ⁵	51.7	53.6	83.5	78.0	74.7	70.4	51.3
Months of Inventory ⁶	2.8	1.8	0.6	1.4	1.5	2.4	4.4
Average Price	\$652,100	-11.4%	3.0%	35.4%	76.8%	133.5%	166.2%
Median Price	\$610,000	-10.4%	3.1%	35.8%	80.2%	137.4%	174.2%
Sale to List Price Ratio ⁷	99.0	109.3	111.2	103.3	102.4	98.6	97.5
Median Days on Market	15.0	8.0	7.0	8.0	10.0	22.0	31.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

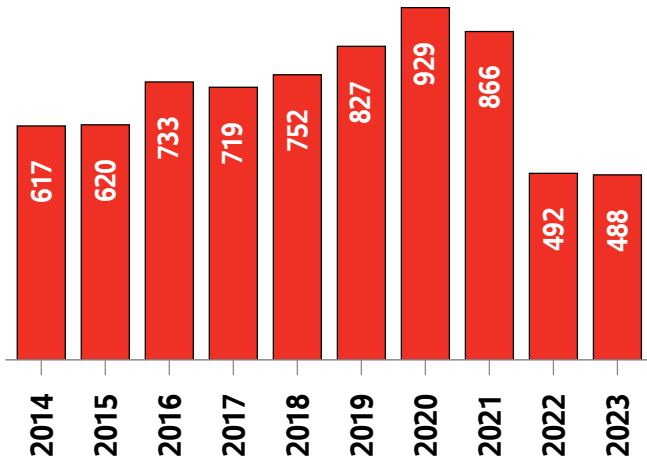
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

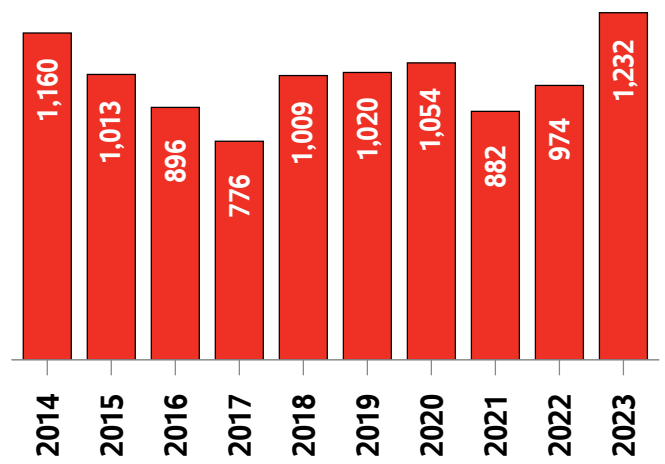
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

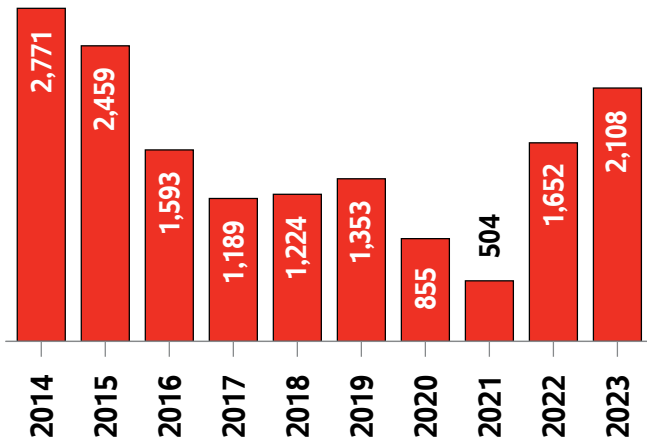
Sales Activity (October only)



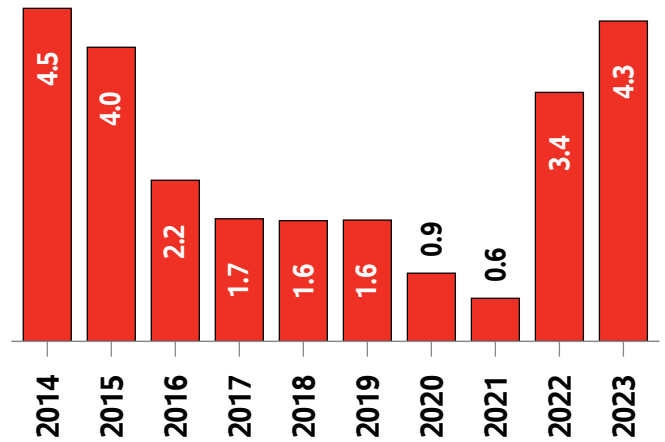
New Listings (October only)



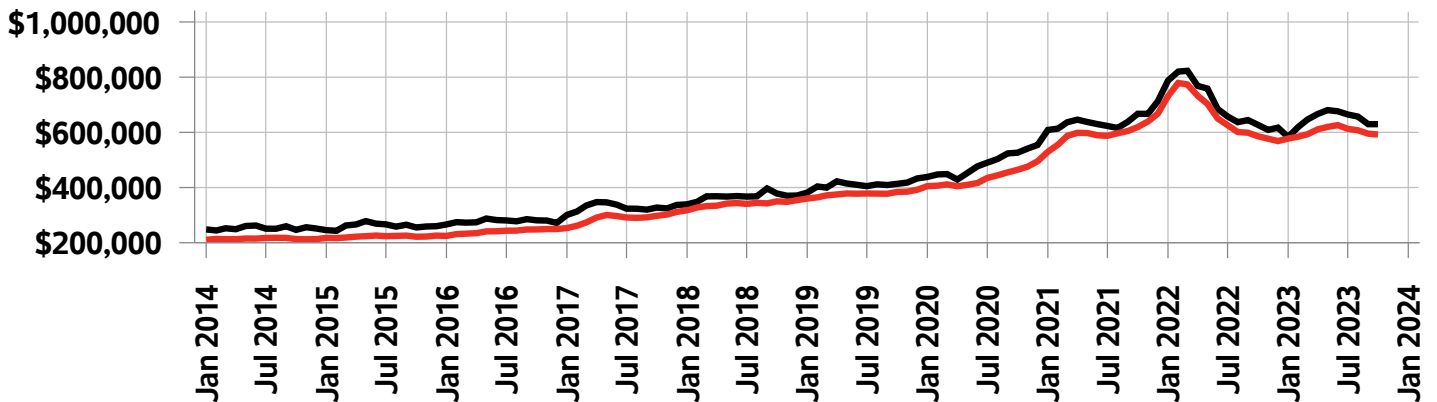
Active Listings (October only)



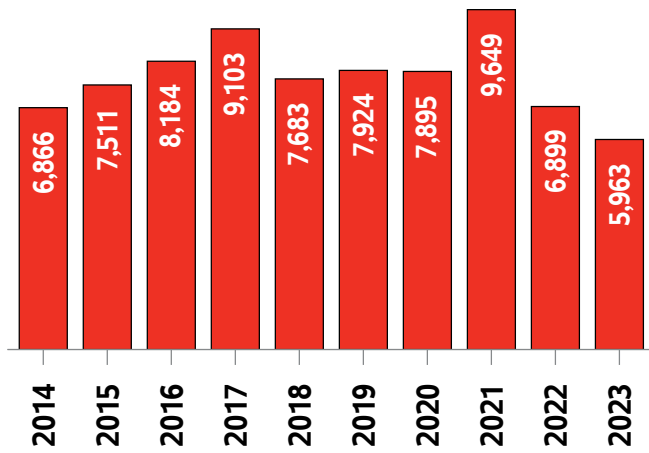
Months of Inventory (October only)



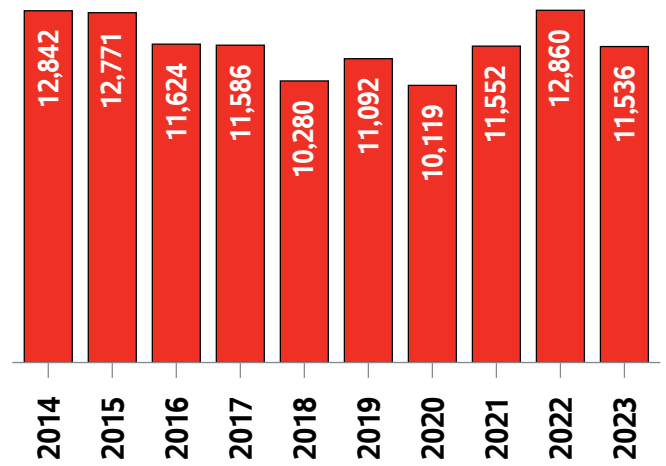
MLS® HPI Composite Benchmark Price and Average Price



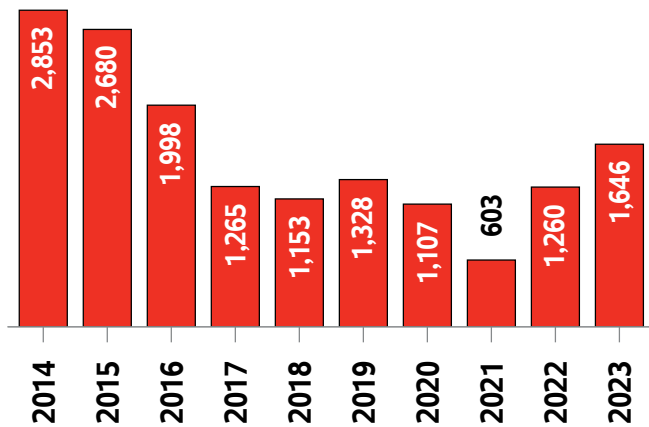
Sales Activity (October Year-to-date)



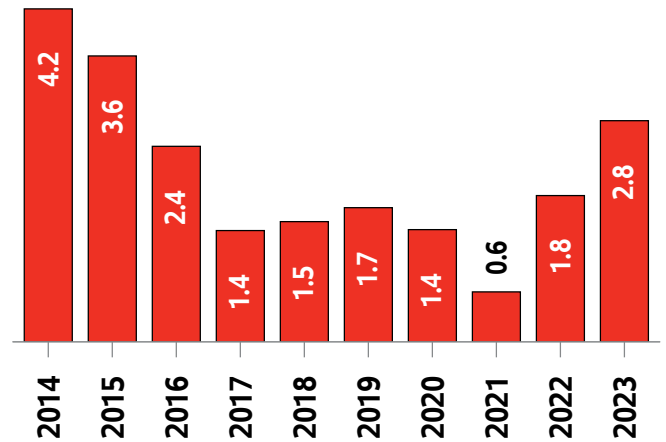
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	362	-0.5%	-45.0%	-49.5%	-37.9%	-38.6%	-18.5%
Dollar Volume	\$245,733,357	1.0%	-48.1%	-40.1%	1.8%	38.0%	112.4%
New Listings	947	27.6%	40.7%	14.9%	16.2%	31.3%	9.6%
Active Listings	1,615	31.1%	303.8%	123.4%	52.6%	33.4%	-27.7%
Sales to New Listings Ratio ¹	38.2	49.1	97.8	87.0	71.5	81.8	51.4
Months of Inventory ²	4.5	3.4	0.6	1.0	1.8	2.1	5.0
Average Price	\$678,821	1.5%	-5.6%	18.6%	63.9%	124.8%	160.5%
Median Price	\$625,000	1.6%	-6.0%	16.8%	62.5%	134.5%	166.0%
Sale to List Price Ratio ³	98.0	96.9	109.3	105.4	101.7	98.9	96.7
Median Days on Market	19.0	20.0	7.0	7.0	11.0	20.0	35.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	4,429	-14.2%	-39.4%	-26.9%	-26.3%	-32.0%	-13.5%
Dollar Volume	\$3,144,052,061	-23.7%	-37.5%	-0.7%	29.5%	60.1%	133.4%
New Listings	8,727	-8.9%	-0.9%	10.0%	5.5%	-4.7%	-12.1%
Active Listings ⁴	1,245	33.1%	162.6%	30.9%	24.5%	-17.1%	-44.1%
Sales to New Listings Ratio ⁵	50.8	53.9	83.0	76.3	72.7	71.2	51.6
Months of Inventory ⁶	2.8	1.8	0.6	1.6	1.7	2.3	4.3
Average Price	\$709,879	-11.1%	3.1%	35.8%	75.8%	135.6%	170.0%
Median Price	\$650,100	-10.9%	1.6%	33.6%	76.9%	136.4%	174.3%
Sale to List Price Ratio ⁷	99.1	109.0	111.4	103.4	102.1	98.8	97.5
Median Days on Market	14.0	8.0	7.0	8.0	10.0	19.0	30.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

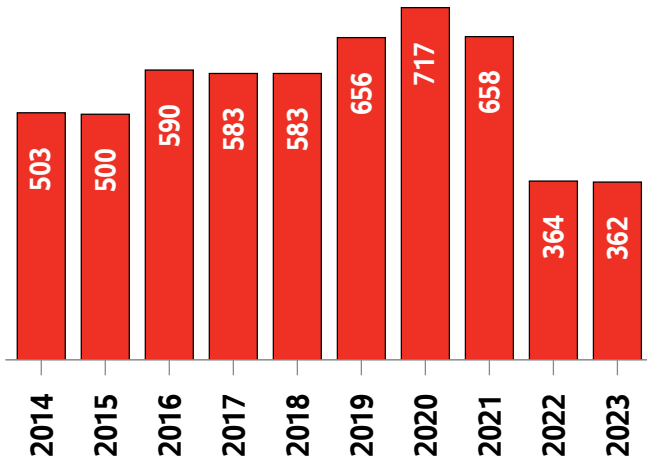
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

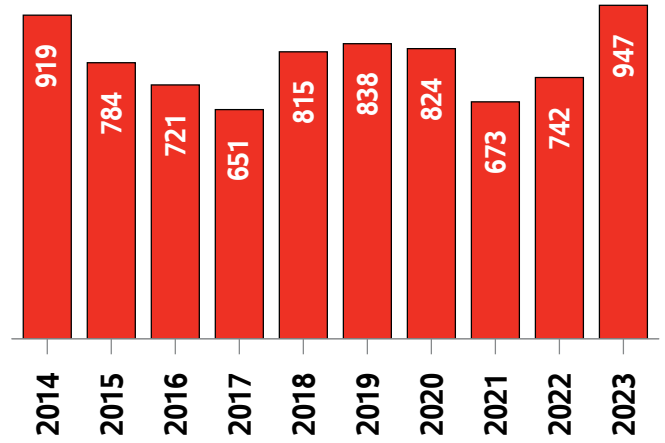
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

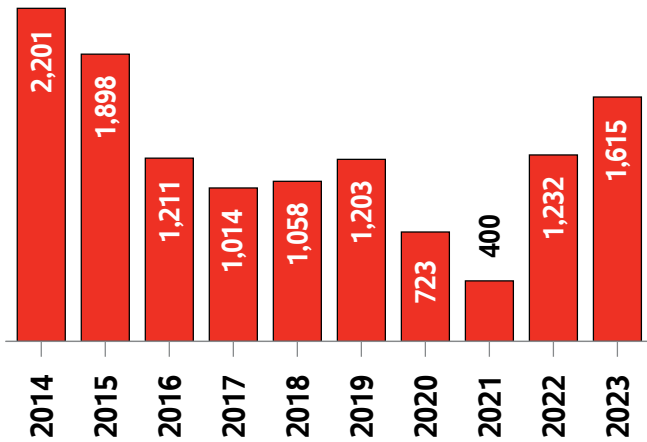
Sales Activity (October only)



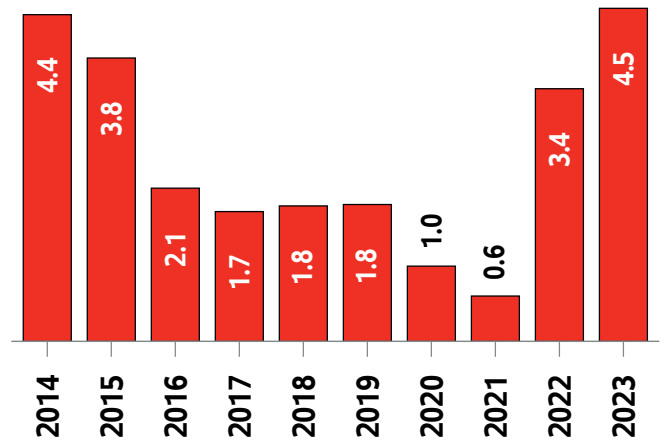
New Listings (October only)



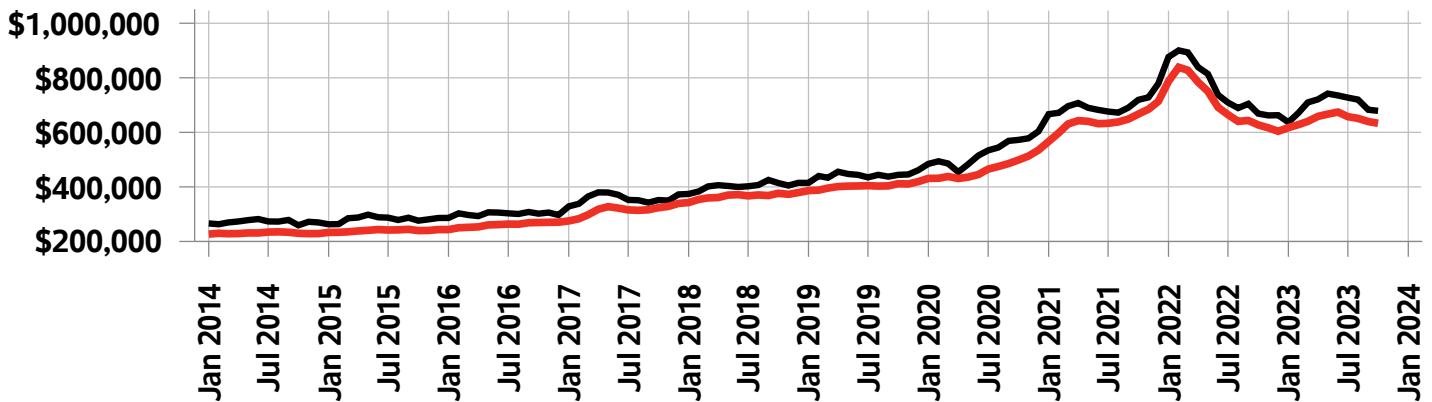
Active Listings (October only)



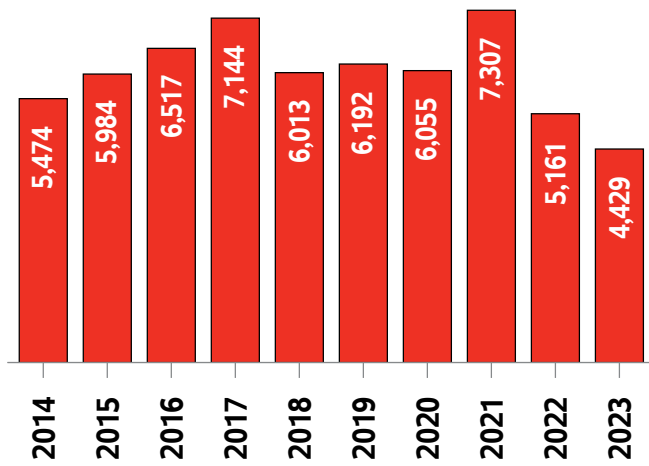
Months of Inventory (October only)



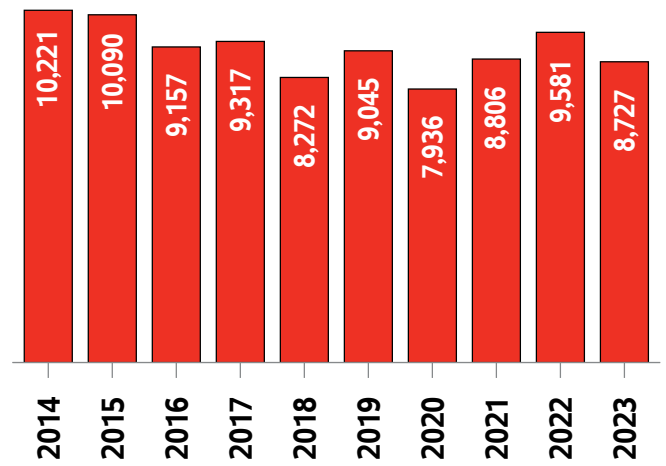
MLS® HPI Single Family Benchmark Price and Average Price



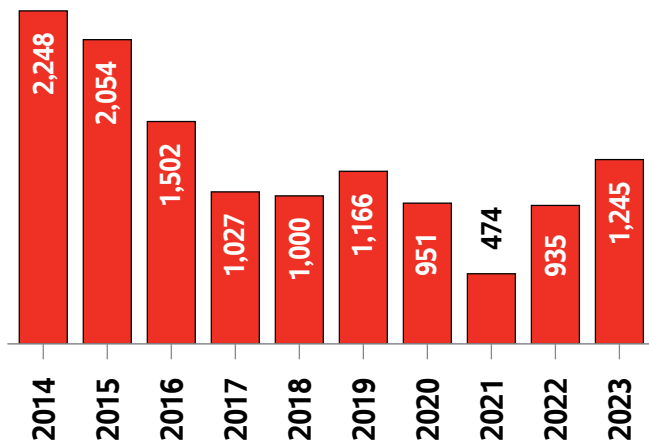
Sales Activity (October Year-to-date)



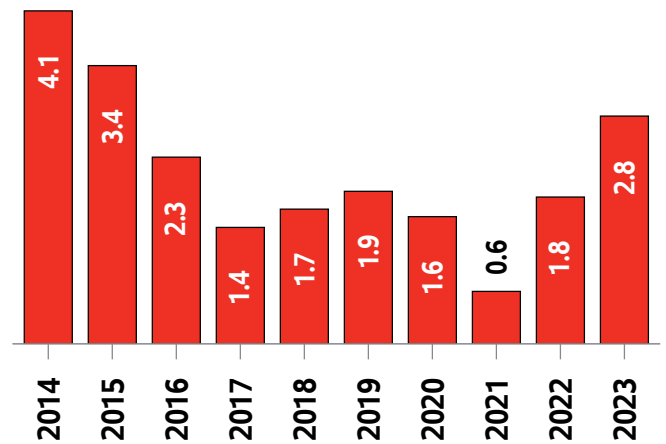
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	83	5.1%	-32.5%	-36.6%	-20.2%	-9.8%	22.1%
Dollar Volume	\$46,668,626	14.2%	-32.4%	-11.6%	52.9%	148.7%	239.8%
New Listings	178	17.9%	48.3%	47.1%	79.8%	91.4%	71.2%
Active Listings	310	24.0%	675.0%	484.9%	307.9%	100.0%	25.0%
Sales to New Listings Ratio ¹	46.6	52.3	102.5	108.3	105.1	98.9	65.4
Months of Inventory ²	3.7	3.2	0.3	0.4	0.7	1.7	3.6
Average Price	\$562,273	8.7%	0.1%	39.6%	91.5%	175.6%	178.4%
Median Price	\$549,900	6.8%	-2.4%	44.0%	103.7%	200.7%	247.8%
Sale to List Price Ratio ³	98.5	97.4	111.5	106.1	103.0	99.6	97.1
Median Days on Market	19.0	23.0	6.0	7.0	13.5	24.5	43.5

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	965	-6.9%	-26.6%	-13.8%	-6.9%	-4.3%	25.0%
Dollar Volume	\$520,946,910	-18.5%	-23.1%	22.0%	82.3%	159.1%	279.4%
New Listings	1,769	-13.3%	15.1%	37.1%	48.5%	34.8%	30.3%
Active Listings ⁴	254	31.7%	334.1%	196.8%	272.8%	20.3%	-7.5%
Sales to New Listings Ratio ⁵	54.6	50.8	85.5	86.8	87.1	76.8	56.8
Months of Inventory ⁶	2.6	1.9	0.4	0.8	0.7	2.1	3.6
Average Price	\$539,841	-12.4%	4.8%	41.6%	95.9%	170.7%	203.5%
Median Price	\$529,900	-12.7%	5.8%	40.6%	106.9%	192.0%	233.3%
Sale to List Price Ratio ⁷	99.3	111.7	112.6	103.9	105.1	98.6	97.5
Median Days on Market	15.0	8.0	7.0	8.0	8.0	26.0	34.0

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

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

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⁴ 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.

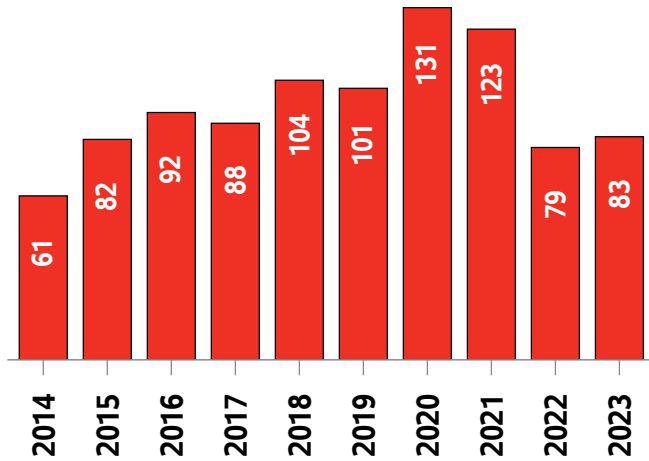
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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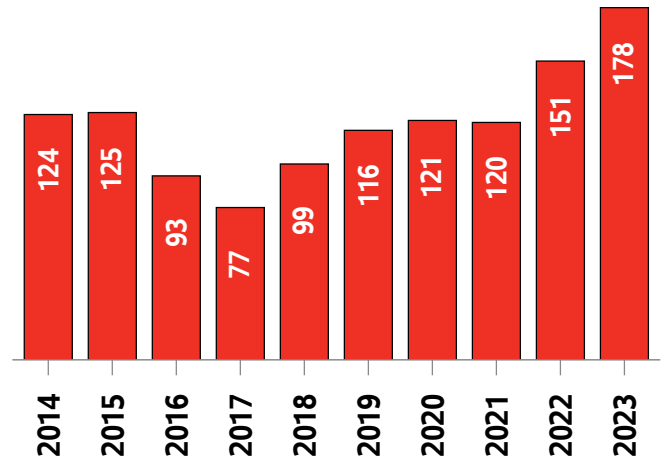
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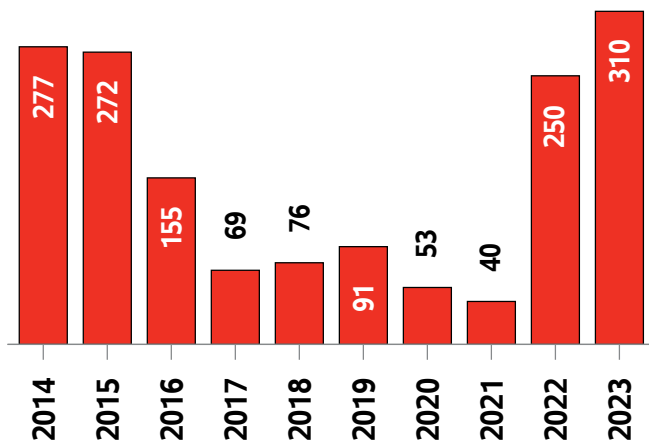
Sales Activity (October only)



New Listings (October only)



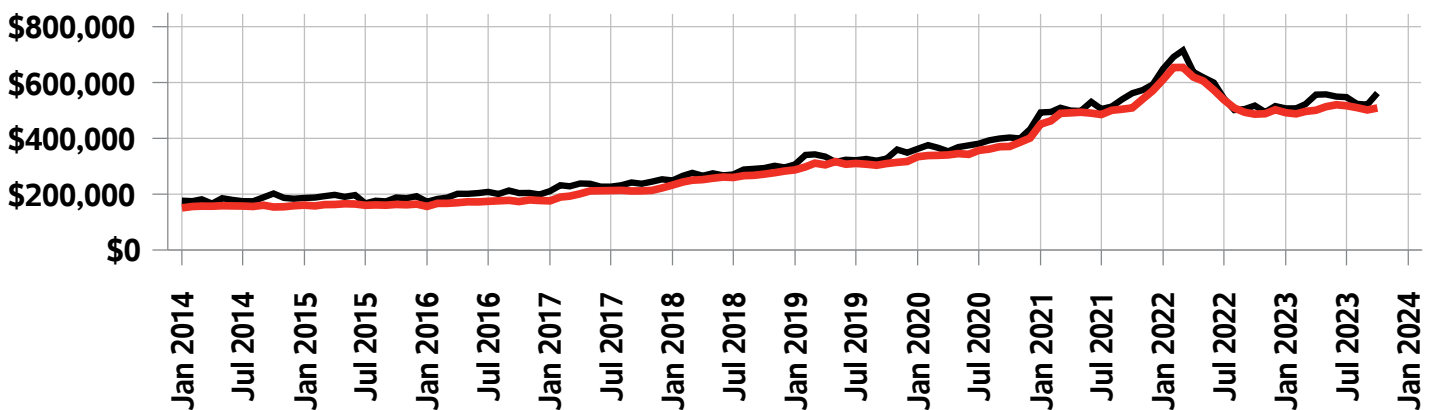
Active Listings (October only)



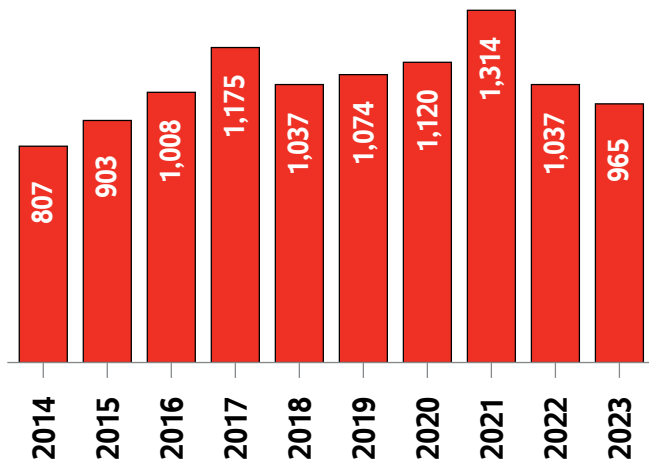
Months of Inventory (October only)



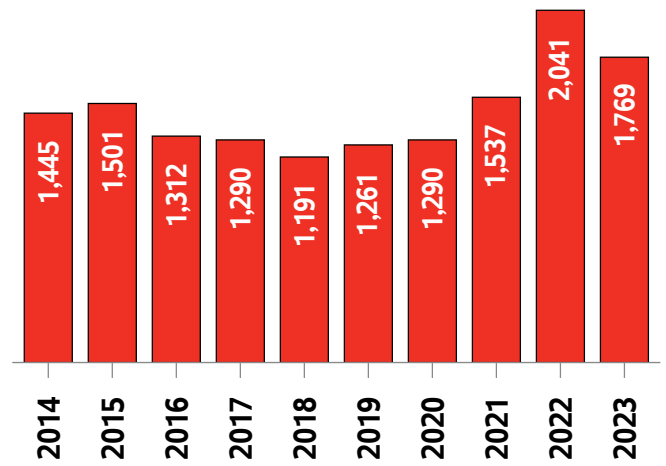
MLS® HPI Townhouse Benchmark Price and Average Price



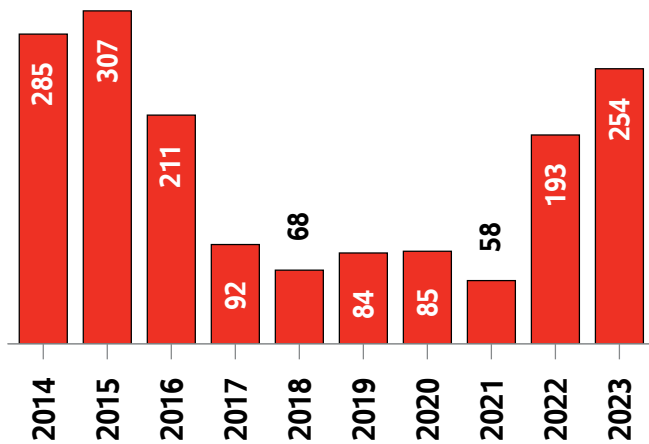
Sales Activity (October Year-to-date)



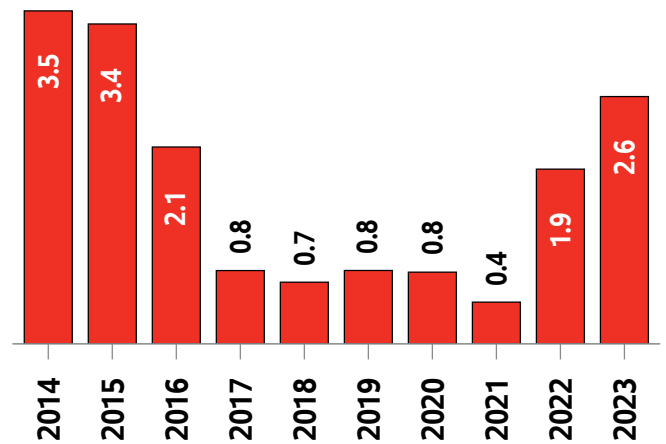
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	37	0.0%	-39.3%	-50.7%	-37.3%	-21.3%	-22.9%
Dollar Volume	\$12,944,823	-14.0%	-45.4%	-44.8%	12.6%	42.2%	43.9%
New Listings	88	31.3%	31.3%	-13.7%	-2.2%	11.4%	2.3%
Active Listings	150	11.9%	206.1%	102.7%	85.2%	-29.2%	-43.6%
Sales to New Listings Ratio ¹	42.0	55.2	91.0	73.5	65.6	59.5	55.8
Months of Inventory ²	4.1	3.6	0.8	1.0	1.4	4.5	5.5
Average Price	\$349,860	-14.0%	-10.0%	11.9%	79.6%	80.6%	86.6%
Median Price	\$339,000	-3.1%	-3.1%	20.2%	86.4%	124.5%	124.5%
Sale to List Price Ratio ³	100.0	96.6	106.0	103.3	102.9	97.4	97.9
Median Days on Market	22.0	23.0	7.0	10.0	9.0	45.0	35.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	495	-17.2%	-44.3%	-27.0%	-15.5%	-17.6%	7.8%
Dollar Volume	\$197,596,816	-26.1%	-41.3%	-1.9%	71.1%	69.8%	153.5%
New Listings	876	-15.9%	-15.6%	3.5%	16.0%	-18.1%	-18.4%
Active Listings ⁴	118	13.2%	102.8%	82.9%	65.2%	-53.8%	-58.3%
Sales to New Listings Ratio ⁵	56.5	57.4	85.5	80.1	77.6	56.2	42.8
Months of Inventory ⁶	2.4	1.7	0.7	0.9	1.2	4.2	6.1
Average Price	\$399,185	-10.7%	5.3%	34.4%	102.6%	106.2%	135.0%
Median Price	\$350,000	-14.6%	1.4%	32.1%	98.0%	128.8%	159.3%
Sale to List Price Ratio ⁷	98.0	108.7	108.3	102.4	102.2	97.2	97.3
Median Days on Market	20.0	9.0	7.0	10.0	14.0	41.0	43.0

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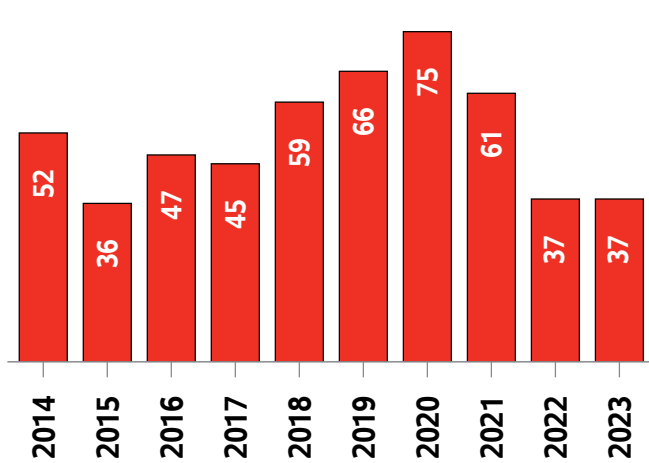
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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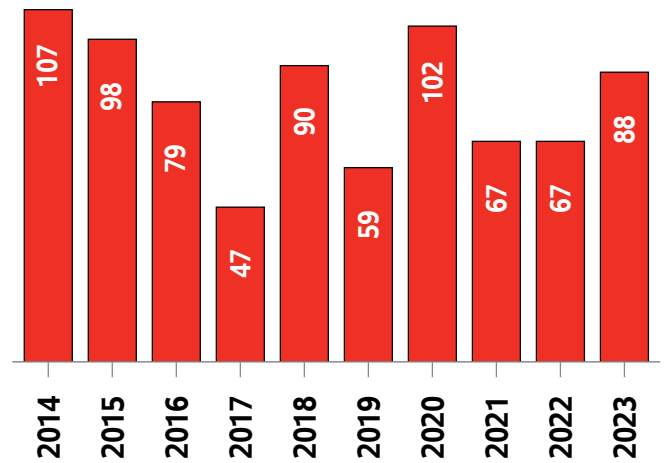
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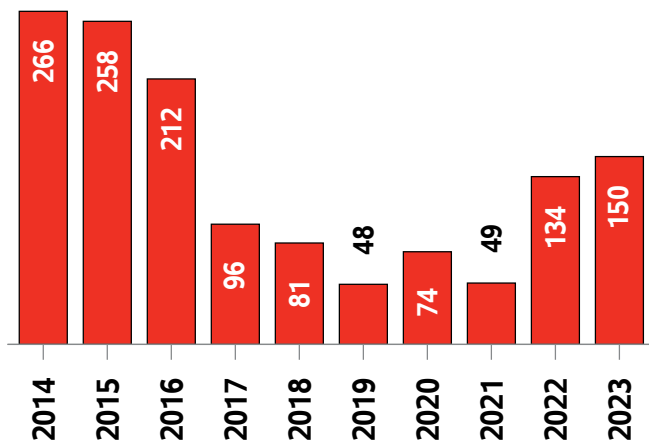
Sales Activity (October only)



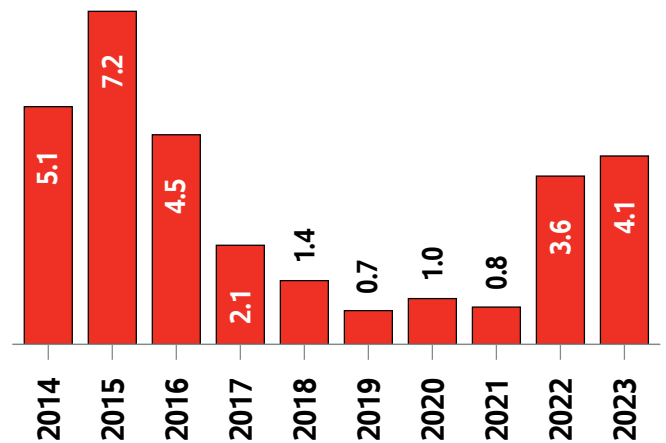
New Listings (October only)



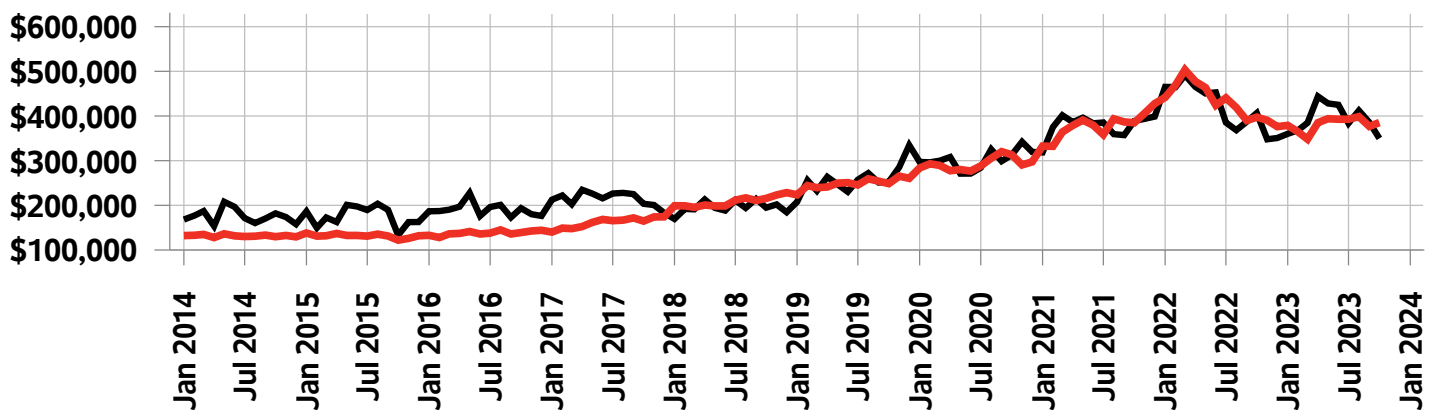
Active Listings (October only)



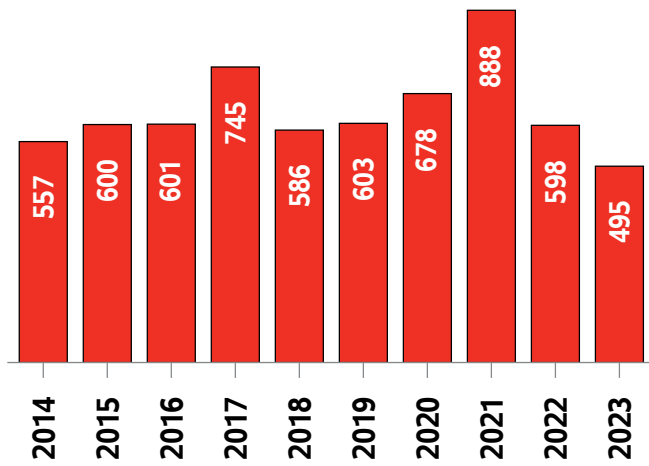
Months of Inventory (October only)



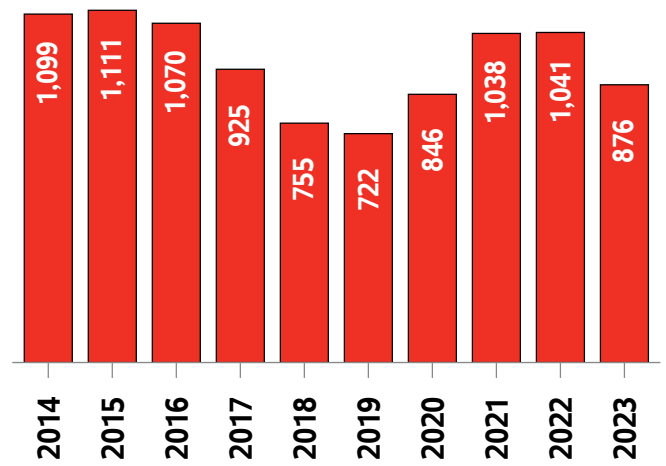
MLS® HPI Apartment Benchmark Price and Average Price



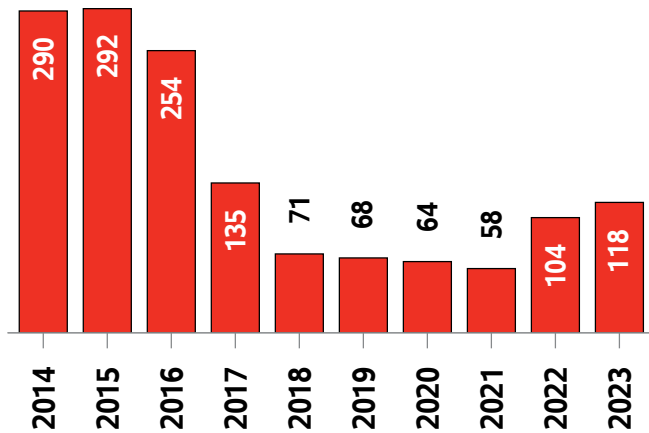
Sales Activity (October Year-to-date)



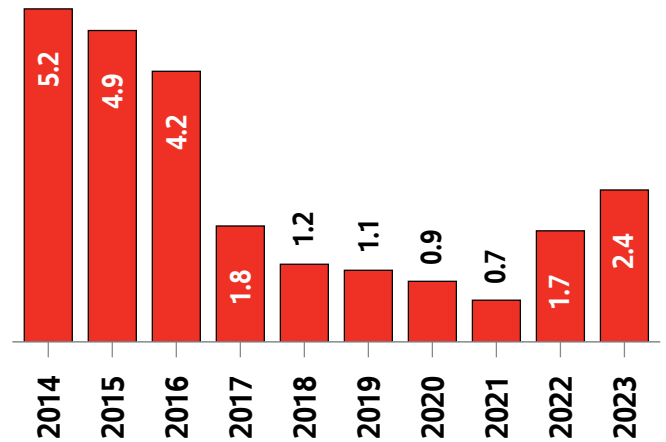
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



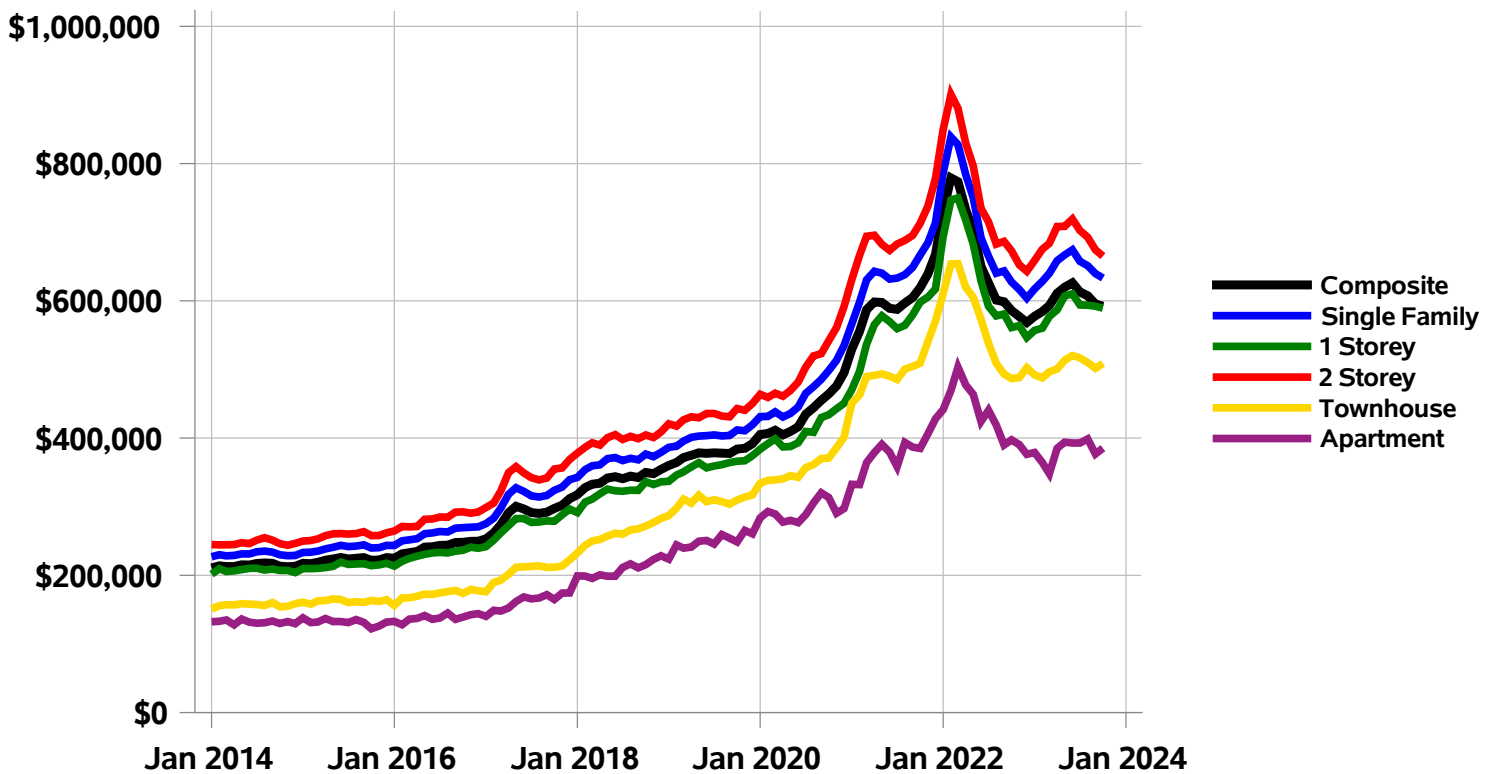
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² Average active listings January to the current month / average sales January to the current month.

MLS® Home Price Index Benchmark Price

Benchmark Type:	October 2023	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$592,100	-0.5	-3.4	-3.1	1.1	27.5	69.2
Single Family	\$633,200	-1.0	-3.7	-3.8	0.9	27.0	68.1
One Storey	\$589,400	-0.5	-0.8	0.4	5.0	35.8	75.2
Two Storey	\$665,200	-1.3	-5.3	-6.1	-1.1	22.8	64.4
Townhouse	\$508,700	1.4	-1.6	1.6	4.5	37.2	87.2
Apartment	\$385,300	2.3	-1.9	0.1	-3.0	22.9	78.8

MLS® HPI Benchmark Price



Composite 

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1310
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Single Family 

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1393
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5939
Number of Fireplaces	0
Total Number Of Rooms	11
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

1 Storey 🏠

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1150
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6599
Number of Fireplaces	0
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

2 Storey 🏠

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1638
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5585
Number of Fireplaces	1
Total Number Of Rooms	11
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

Townhouse 

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1244
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Apartment 

Features	Value
Above Ground Bedrooms	2
Age Category	31 to 50
Attached Specification	Row
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	963
Half Bathrooms	0
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Poured concrete
Wastewater Disposal	Municipal sewers

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	338	-1.7%	-45.8%	-51.1%	-39.8%	-35.4%	-17.6%
Dollar Volume	\$205,531,292	-3.0%	-49.4%	-43.8%	-3.5%	39.4%	98.1%
New Listings	882	38.7%	45.3%	16.7%	17.1%	39.8%	17.0%
Active Listings	1,315	29.6%	371.3%	140.4%	68.2%	32.4%	-21.4%
Sales to New Listings Ratio ¹	38.3	54.1	102.8	91.4	74.5	82.9	54.4
Months of Inventory ²	3.9	3.0	0.4	0.8	1.4	1.9	4.1
Average Price	\$608,081	-1.3%	-6.5%	14.9%	60.2%	115.8%	140.3%
Median Price	\$583,500	1.5%	-6.4%	21.0%	62.1%	135.3%	159.6%
Sale to List Price Ratio ³	98.8	96.7	110.2	105.8	102.8	99.0	97.4
Median Days on Market	18.0	21.0	7.0	7.0	11.0	20.0	32.5

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	4,180	-15.4%	-40.8%	-27.7%	-25.9%	-29.1%	-11.6%
Dollar Volume	\$2,659,682,622	-25.8%	-40.1%	-4.8%	26.6%	59.0%	127.2%
New Listings	7,994	-13.2%	-5.7%	8.3%	6.2%	-4.3%	-8.9%
Active Listings ⁴	996	21.2%	151.6%	39.3%	35.2%	-20.7%	-41.4%
Sales to New Listings Ratio ⁵	52.3	53.6	83.3	78.3	74.9	70.5	53.9
Months of Inventory ⁶	2.4	1.7	0.6	1.2	1.3	2.1	3.6
Average Price	\$636,288	-12.4%	1.2%	31.6%	70.9%	124.3%	157.0%
Median Price	\$600,000	-11.1%	1.7%	33.4%	76.5%	129.0%	165.9%
Sale to List Price Ratio ⁷	99.4	110.3	111.8	103.9	103.2	99.0	97.7
Median Days on Market	14.0	8.0	7.0	8.0	9.0	19.0	28.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

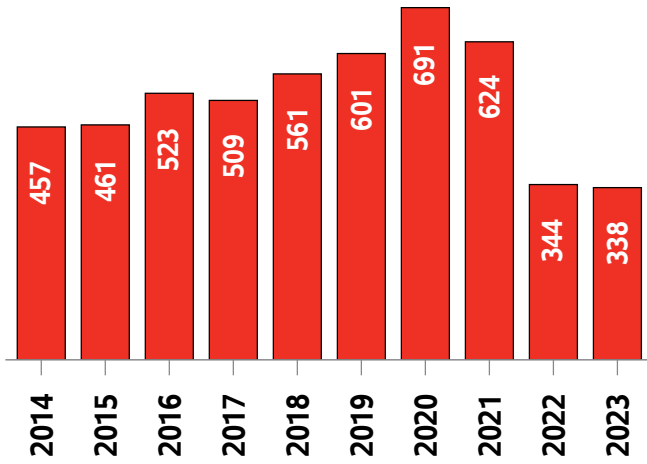
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

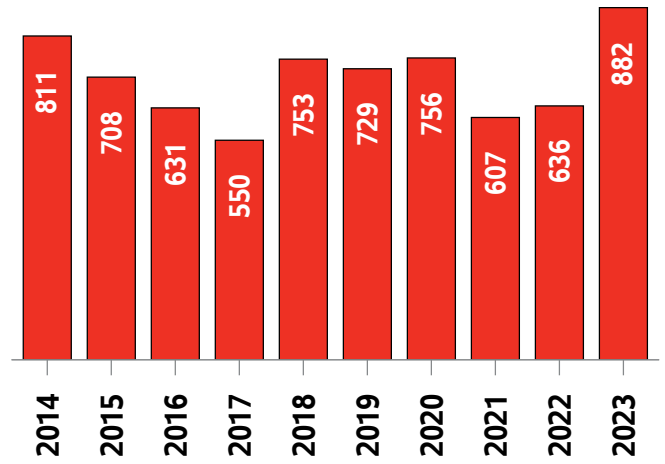
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

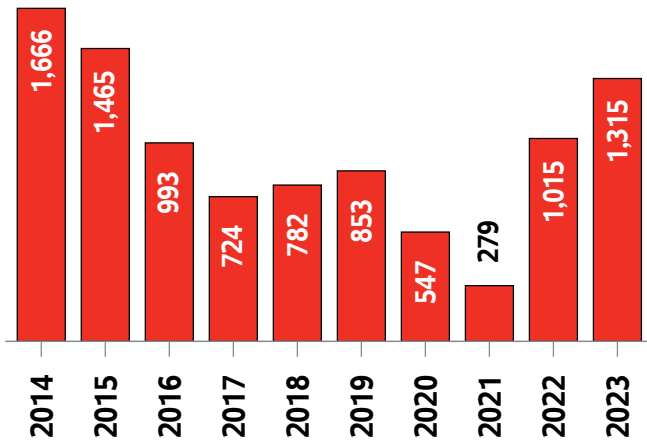
Sales Activity (October only)



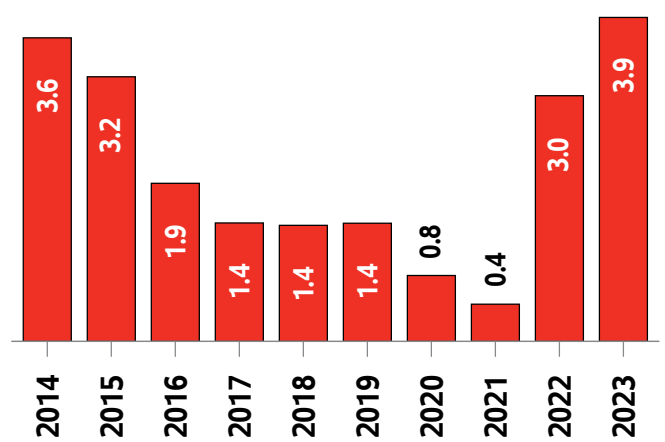
New Listings (October only)



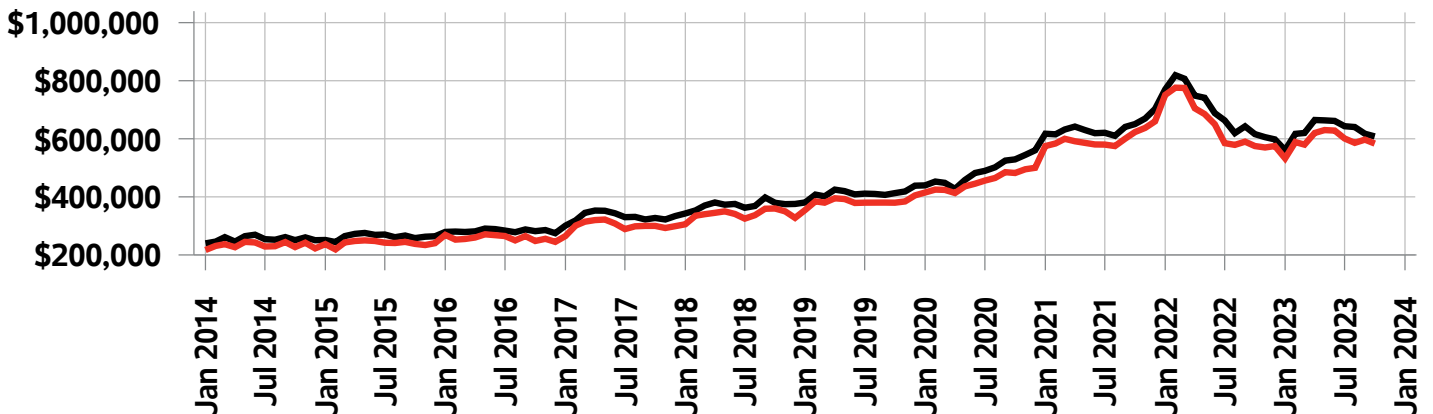
Active Listings (October only)



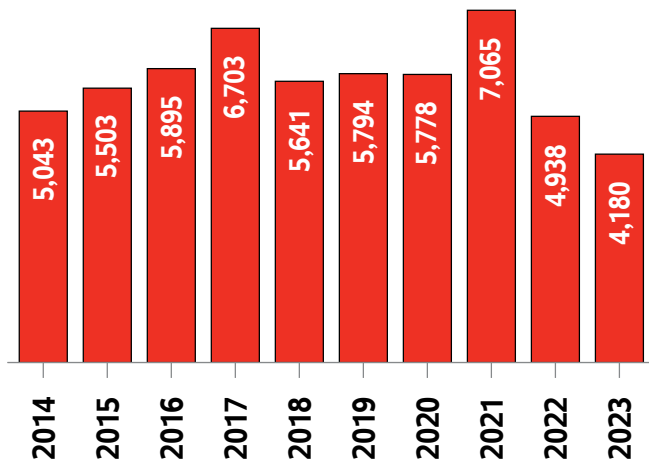
Months of Inventory (October only)



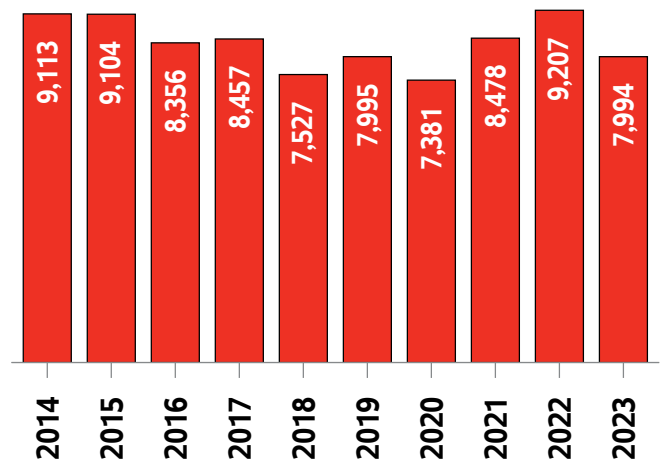
Average Price and Median Price



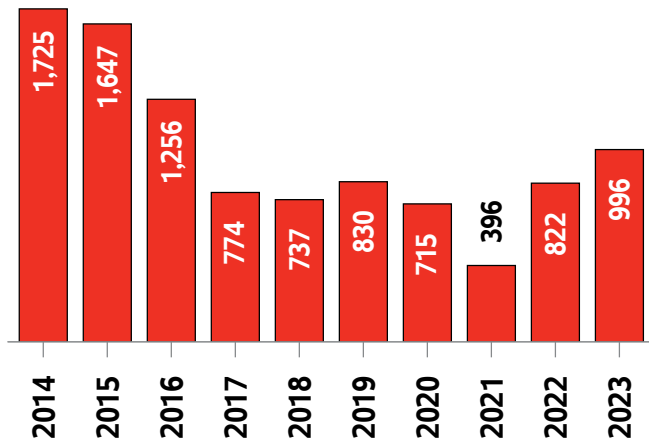
Sales Activity (October Year-to-date)



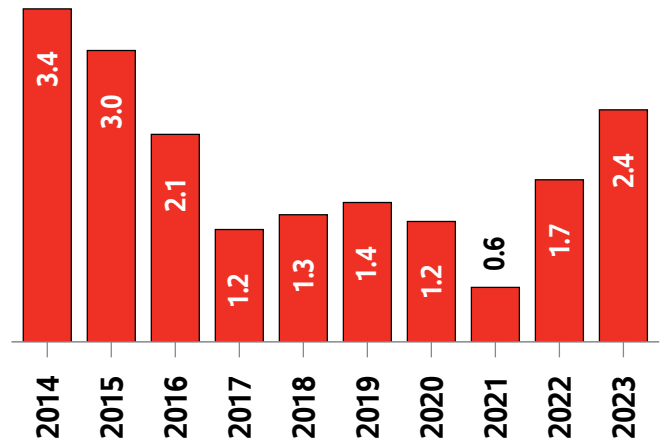
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	1	-75.0%	0.0%	-50.0%	—	—	—
Dollar Volume	\$368,500	-86.1%	-47.4%	-60.5%	—	—	—
New Listings	2	100.0%	100.0%	0.0%	0.0%	0.0%	100.0%
Active Listings	3	0.0%	—	50.0%	-40.0%	0.0%	-25.0%
Sales to New Listings Ratio ¹	50.0	400.0	100.0	100.0	—	—	—
Months of Inventory ²	3.0	0.8	—	1.0	—	—	—
Average Price	\$368,500	-44.4%	-47.4%	-21.1%	—	—	—
Median Price	\$368,500	-47.9%	-47.4%	-21.1%	—	—	—
Sale to List Price Ratio ³	98.3	98.4	100.0	110.0	—	—	—
Median Days on Market	18.0	37.0	6.0	2.5	—	—	—

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	3	-75.0%	-72.7%	-80.0%	-78.6%	-70.0%	-62.5%
Dollar Volume	\$1,708,500	-83.8%	-75.8%	-79.9%	-78.1%	-52.3%	-36.6%
New Listings	8	-50.0%	-38.5%	-46.7%	-55.6%	-33.3%	-38.5%
Active Listings ⁴	1	-61.9%	-33.3%	-42.0%	-48.7%	-63.0%	-65.8%
Sales to New Listings Ratio ⁵	37.5	75.0	84.6	100.0	77.8	83.3	61.5
Months of Inventory ⁶	4.4	2.9	1.8	1.5	1.9	3.6	4.9
Average Price	\$569,500	-35.2%	-11.4%	0.6%	2.0%	59.0%	69.0%
Median Price	\$630,000	-16.3%	12.5%	15.6%	27.9%	129.1%	124.6%
Sale to List Price Ratio ⁷	98.0	105.2	109.3	98.6	99.1	97.2	93.2
Median Days on Market	18.0	15.0	8.0	28.0	9.5	56.5	53.5

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

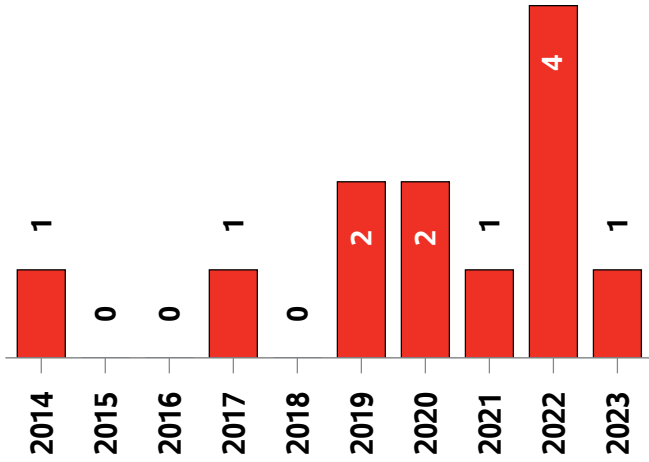
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

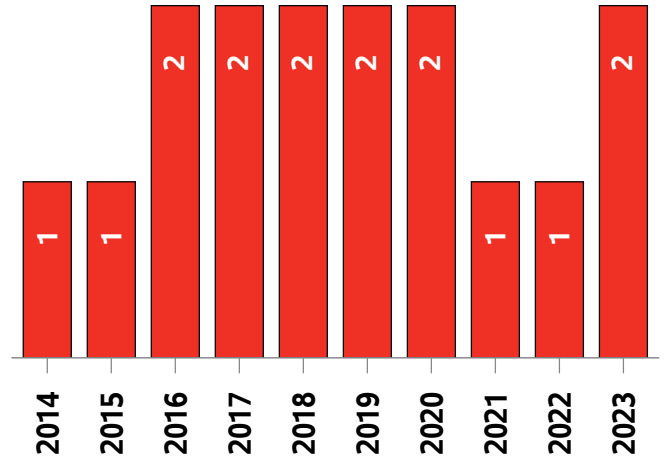
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

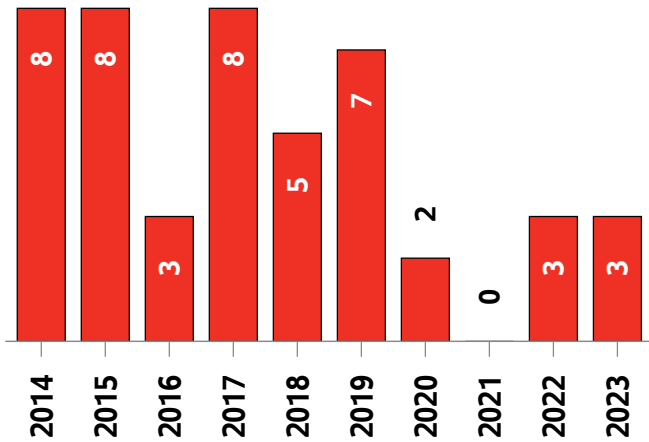
Sales Activity (October only)



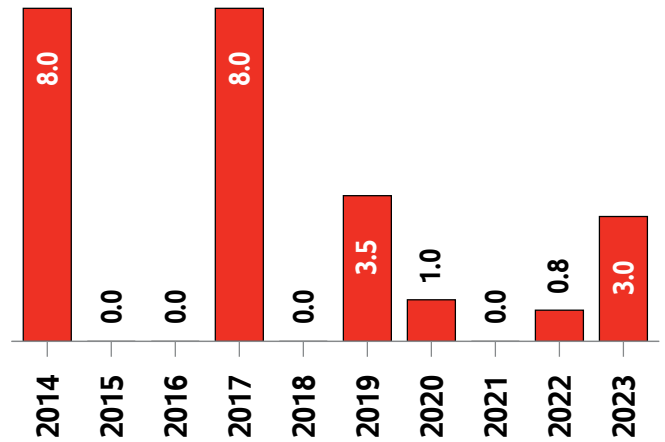
New Listings (October only)



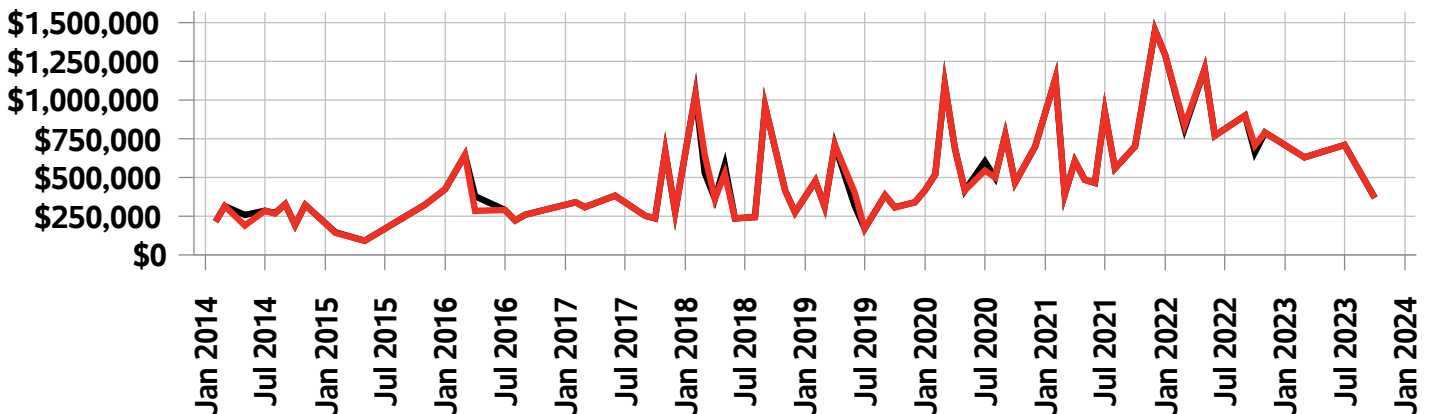
Active Listings (October only)



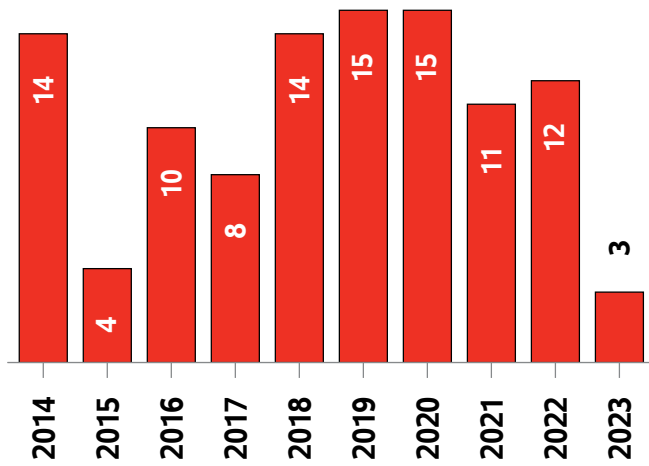
Months of Inventory (October only)



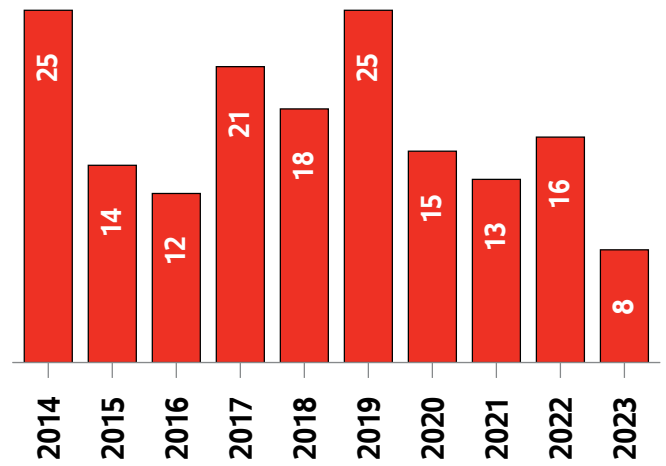
Average Price and Median Price



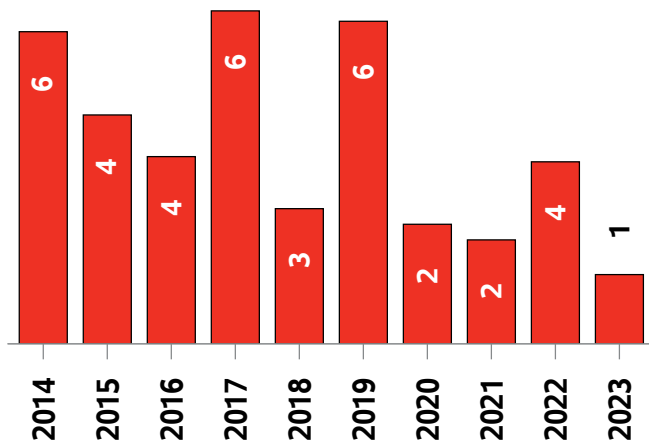
Sales Activity (October Year-to-date)



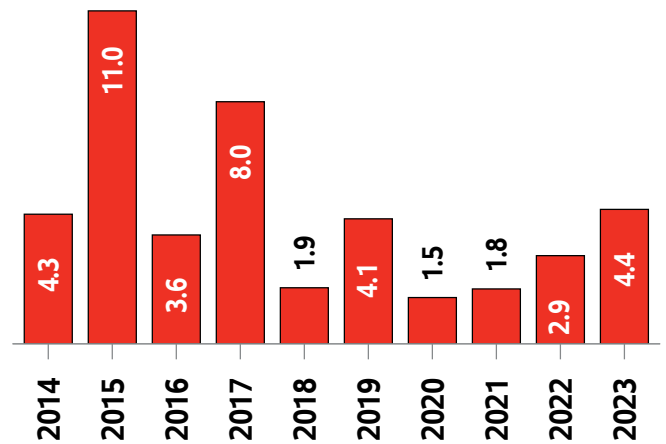
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	26	100.0%	0.0%	-25.7%	62.5%	136.4%	52.9%
Dollar Volume	\$17,121,750	113.4%	-14.9%	-2.8%	149.7%	359.9%	334.4%
New Listings	49	25.6%	58.1%	48.5%	113.0%	96.0%	28.9%
Active Listings	109	41.6%	251.6%	275.9%	78.7%	36.3%	-21.0%
Sales to New Listings Ratio ¹	53.1	33.3	83.9	106.1	69.6	44.0	44.7
Months of Inventory ²	4.2	5.9	1.2	0.8	3.8	7.3	8.1
Average Price	\$658,529	6.7%	-14.9%	30.9%	53.7%	94.6%	184.0%
Median Price	\$647,500	5.8%	-5.5%	36.0%	76.2%	124.0%	277.6%
Sale to List Price Ratio ³	96.8	96.0	106.2	98.7	98.4	96.1	92.2
Median Days on Market	38.0	49.0	10.0	16.0	18.5	61.0	90.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	218	2.8%	-22.4%	-8.8%	15.3%	-13.5%	40.6%
Dollar Volume	\$154,369,695	2.1%	-13.6%	39.6%	122.0%	130.5%	313.7%
New Listings	491	21.5%	43.6%	53.0%	78.5%	34.5%	17.5%
Active Listings ⁴	100	82.6%	228.0%	101.0%	77.4%	-6.3%	-34.1%
Sales to New Listings Ratio ⁵	44.4	52.5	82.2	74.5	68.7	69.0	37.1
Months of Inventory ⁶	4.6	2.6	1.1	2.1	3.0	4.2	9.8
Average Price	\$708,118	-0.7%	11.4%	53.0%	92.5%	166.4%	194.1%
Median Price	\$710,000	5.2%	14.0%	63.2%	115.2%	195.8%	234.9%
Sale to List Price Ratio ⁷	97.2	104.5	106.2	99.9	98.3	96.4	95.3
Median Days on Market	33.0	13.0	9.0	16.0	17.0	48.0	55.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

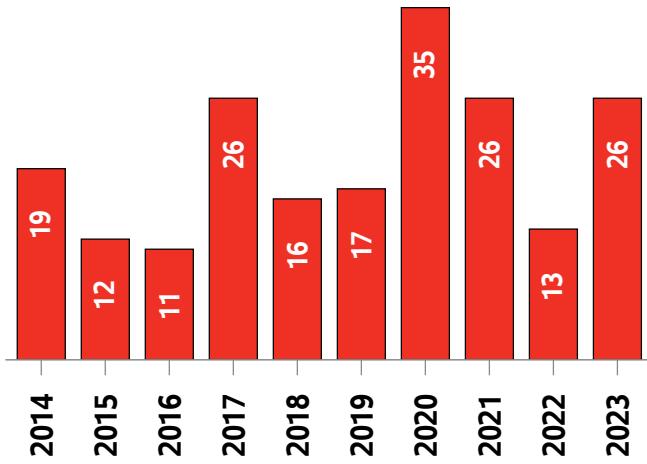
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

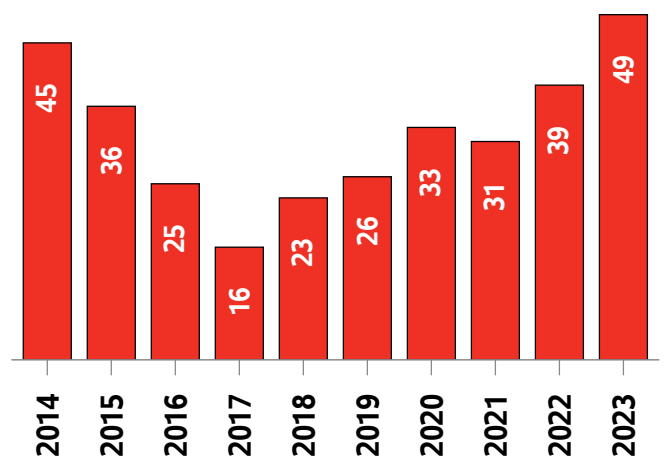
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

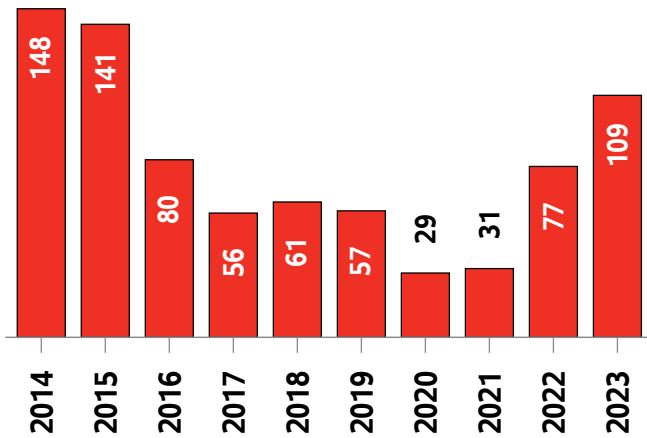
Sales Activity (October only)



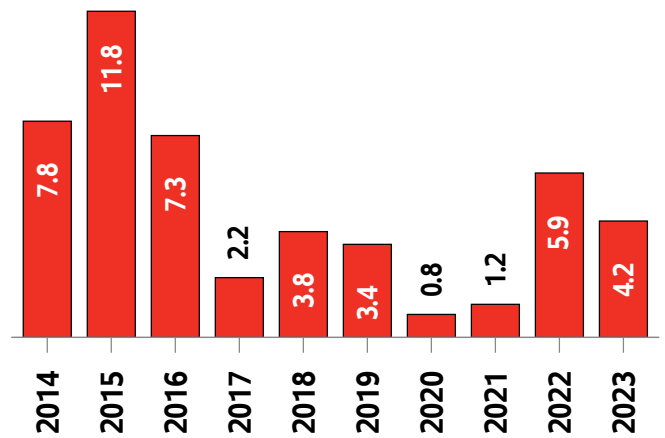
New Listings (October only)



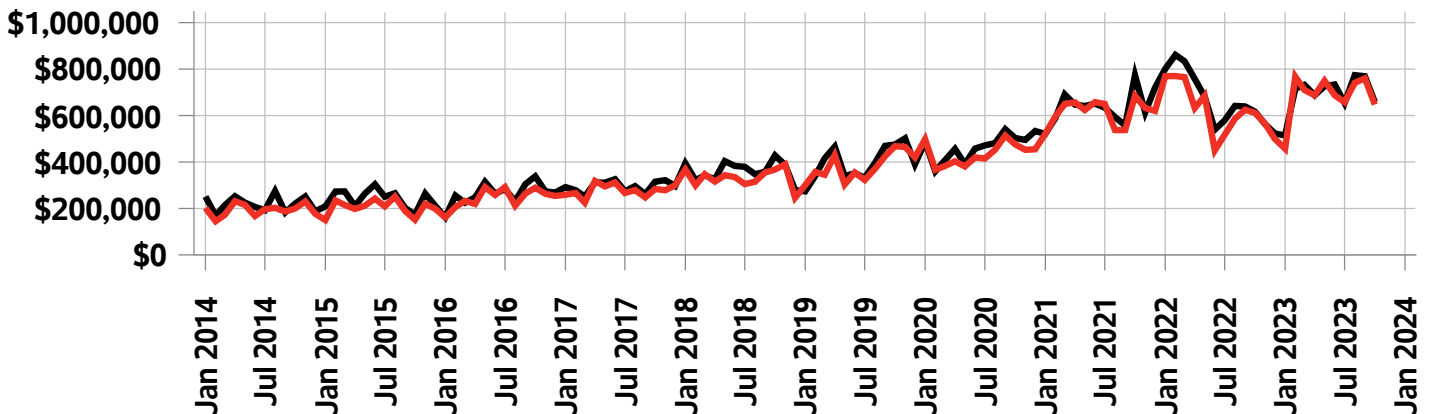
Active Listings (October only)



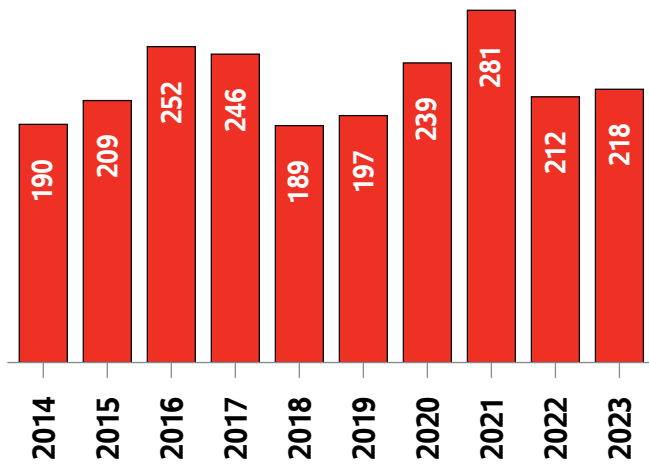
Months of Inventory (October only)



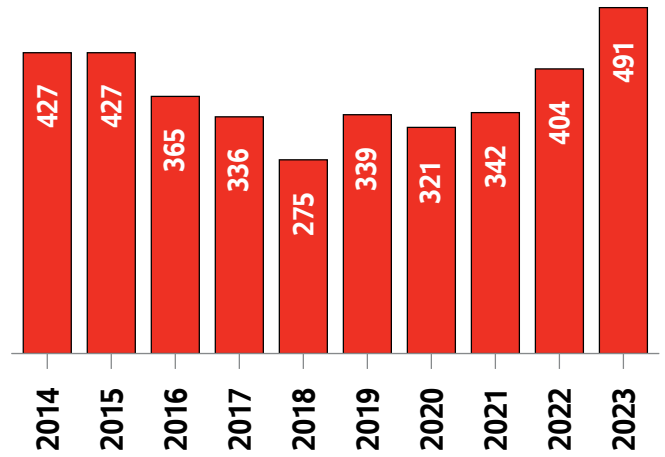
Average Price and Median Price



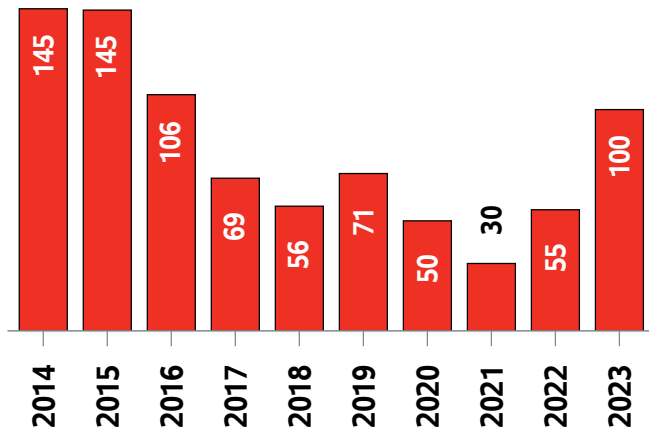
Sales Activity (October Year-to-date)



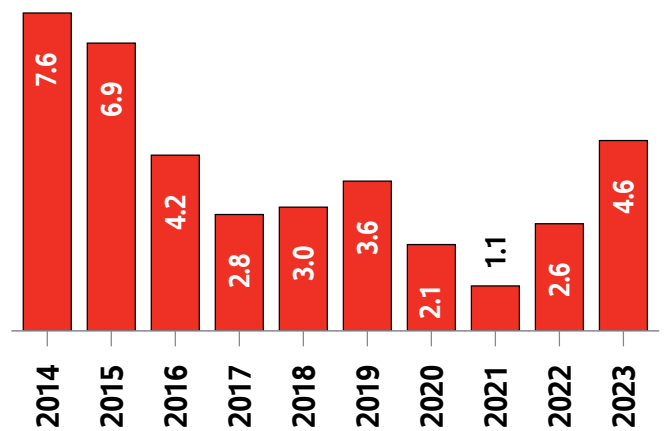
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	22	57.1%	-38.9%	-8.3%	-12.0%	-31.3%	-18.5%
Dollar Volume	\$21,160,000	31.4%	-39.5%	-0.4%	62.3%	67.6%	145.6%
New Listings	54	-6.9%	63.6%	42.1%	58.8%	54.3%	12.5%
Active Listings	134	34.0%	306.1%	91.4%	116.1%	57.6%	-8.8%
Sales to New Listings Ratio ¹	40.7	24.1	109.1	63.2	73.5	91.4	56.3
Months of Inventory ²	6.1	7.1	0.9	2.9	2.5	2.7	5.4
Average Price	\$961,818	-16.4%	-1.0%	8.6%	84.4%	143.8%	201.4%
Median Price	\$684,500	-17.8%	-19.0%	-18.5%	28.6%	94.6%	110.6%
Sale to List Price Ratio ³	96.3	96.9	105.8	101.0	100.8	99.3	97.1
Median Days on Market	42.5	27.5	12.0	22.5	11.0	30.0	36.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	227	-4.2%	-31.6%	-7.3%	-16.8%	-17.8%	8.6%
Dollar Volume	\$204,743,533	-19.6%	-30.5%	25.3%	44.8%	92.0%	187.7%
New Listings	543	4.0%	27.5%	42.9%	40.7%	11.5%	-3.9%
Active Listings ⁴	104	79.1%	195.4%	29.3%	55.7%	-9.3%	-33.9%
Sales to New Listings Ratio ⁵	41.8	45.4	77.9	64.5	70.7	56.7	37.0
Months of Inventory ⁶	4.6	2.4	1.1	3.3	2.4	4.1	7.5
Average Price	\$901,954	-16.1%	1.7%	35.2%	74.2%	133.4%	164.9%
Median Price	\$815,000	-14.2%	-1.3%	30.4%	69.8%	136.2%	147.0%
Sale to List Price Ratio ⁷	97.8	106.3	109.9	101.6	100.8	98.7	97.2
Median Days on Market	25.0	8.0	7.0	13.0	13.0	28.0	44.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

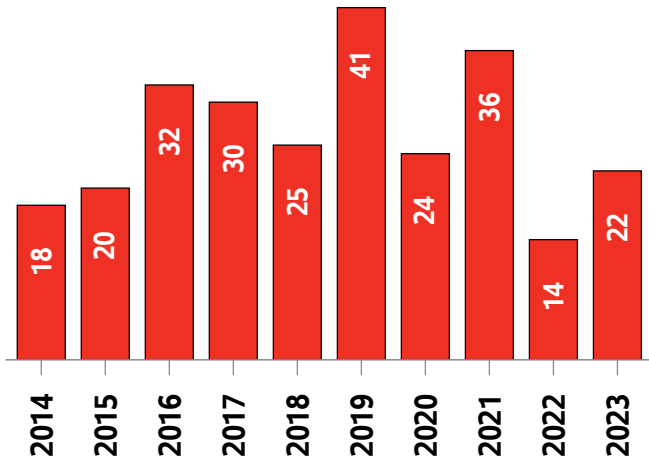
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

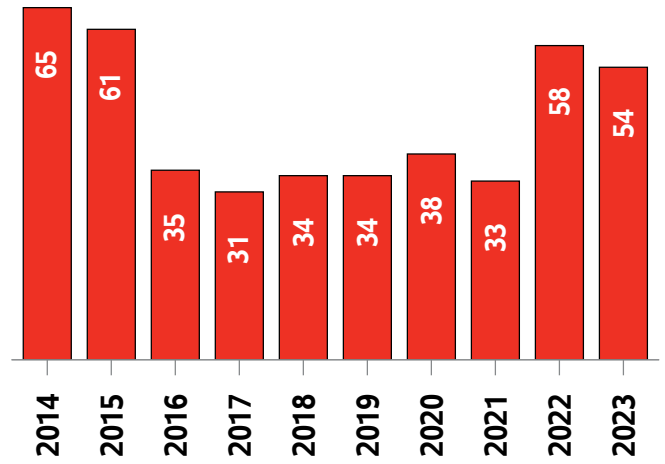
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

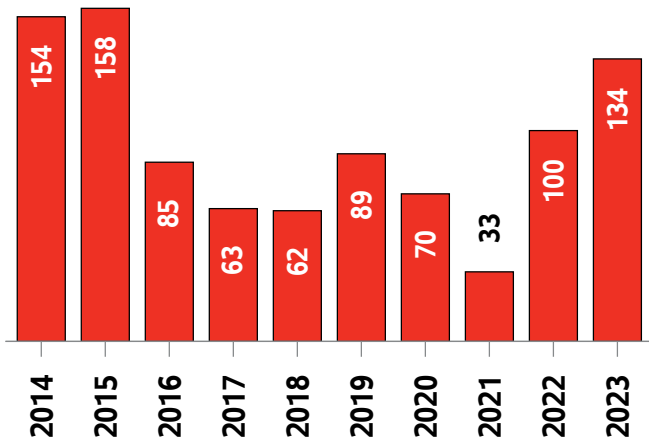
Sales Activity (October only)



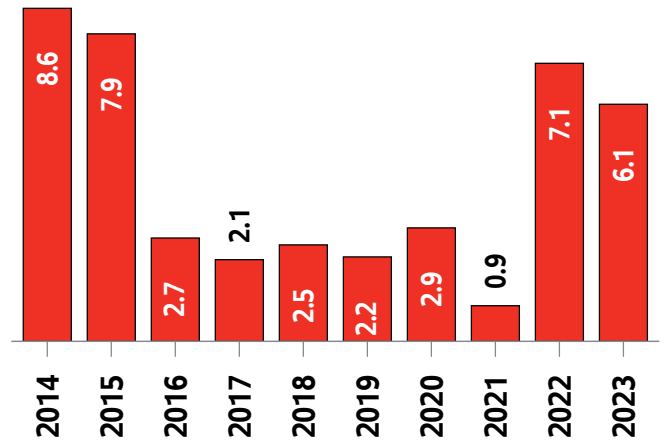
New Listings (October only)



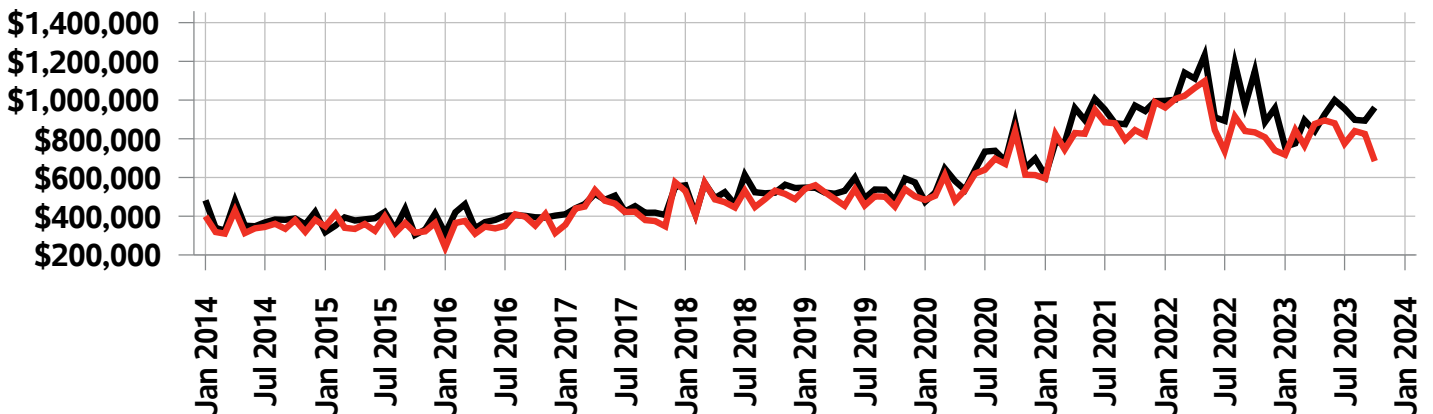
Active Listings (October only)



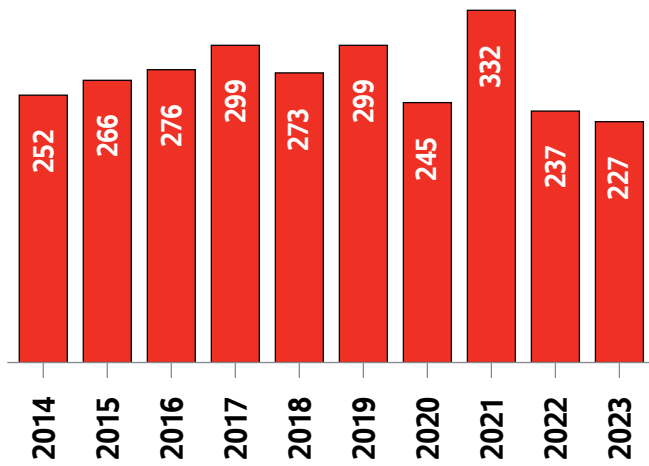
Months of Inventory (October only)



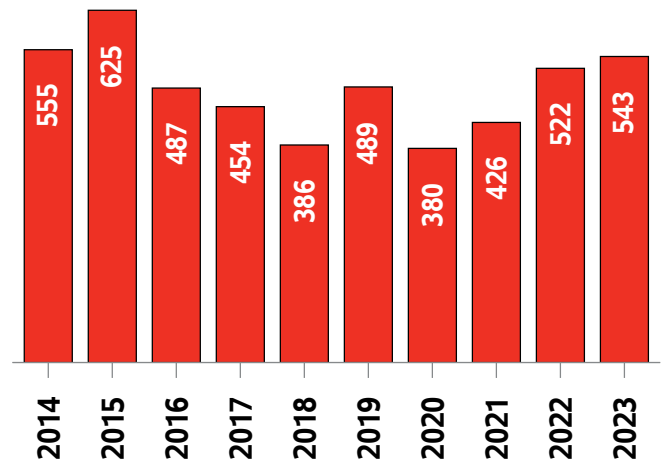
Average Price and Median Price



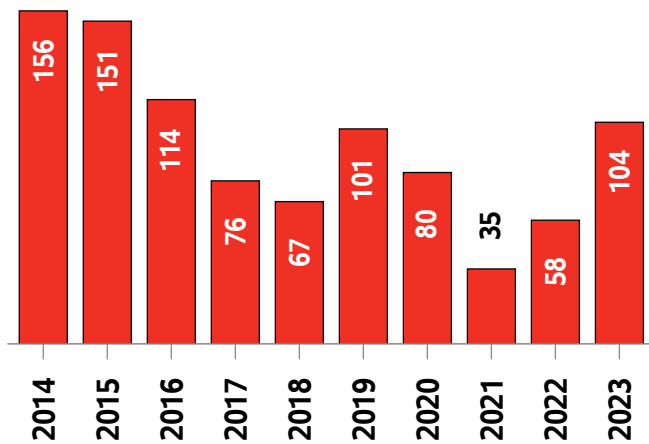
Sales Activity (October Year-to-date)



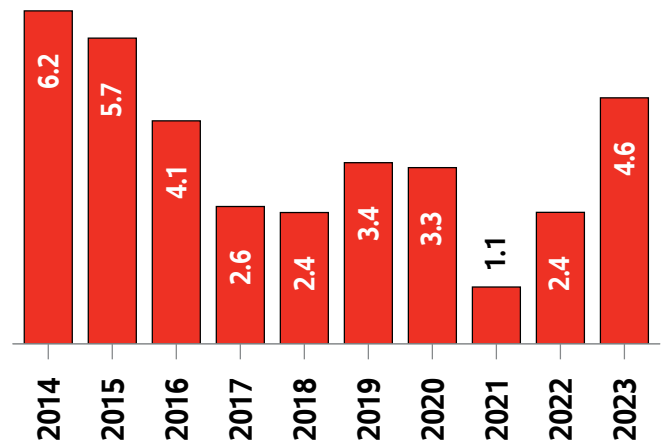
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	21	16.7%	-36.4%	-57.1%	-38.2%	-25.0%	-22.2%
Dollar Volume	\$14,122,885	26.9%	-36.0%	-41.7%	13.0%	77.8%	136.4%
New Listings	47	-20.3%	4.4%	-9.6%	0.0%	14.6%	-11.3%
Active Listings	108	-6.1%	129.8%	96.4%	14.9%	33.3%	-35.3%
Sales to New Listings Ratio ¹	44.7	30.5	73.3	94.2	72.3	68.3	50.9
Months of Inventory ²	5.1	6.4	1.4	1.1	2.8	2.9	6.2
Average Price	\$672,518	8.7%	0.5%	36.1%	83.0%	137.0%	203.9%
Median Price	\$600,000	8.9%	9.1%	20.0%	64.6%	121.4%	172.7%
Sale to List Price Ratio ³	96.9	96.7	104.2	106.5	98.8	97.8	96.1
Median Days on Market	41.0	13.0	7.0	7.0	27.0	24.5	55.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	279	-6.7%	-30.1%	-30.8%	-12.5%	-18.7%	13.4%
Dollar Volume	\$189,537,033	-14.5%	-23.7%	-0.6%	69.4%	109.4%	243.7%
New Listings	560	-7.9%	18.1%	8.7%	21.2%	13.1%	2.4%
Active Listings ⁴	91	10.2%	170.5%	1.9%	20.6%	-14.7%	-38.1%
Sales to New Listings Ratio ⁵	49.8	49.2	84.2	78.3	69.0	69.3	45.0
Months of Inventory ⁶	3.3	2.8	0.8	2.2	2.4	3.1	6.0
Average Price	\$679,344	-8.4%	9.1%	43.5%	93.7%	157.5%	203.1%
Median Price	\$630,000	-10.0%	5.0%	40.0%	91.0%	150.0%	188.3%
Sale to List Price Ratio ⁷	97.5	108.0	111.7	102.4	100.3	97.2	96.6
Median Days on Market	22.0	8.0	7.0	11.0	13.0	28.0	38.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

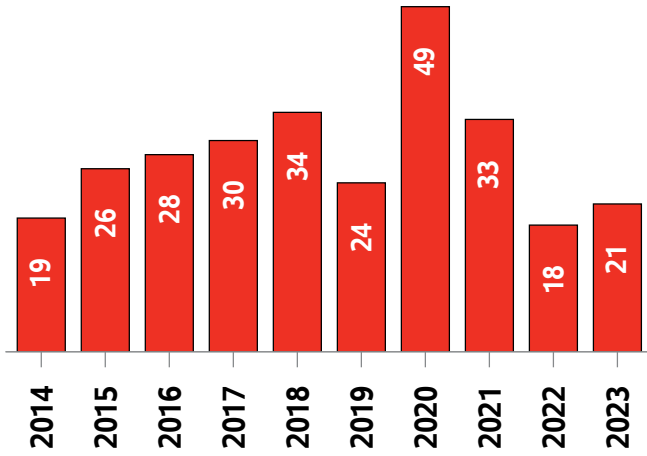
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

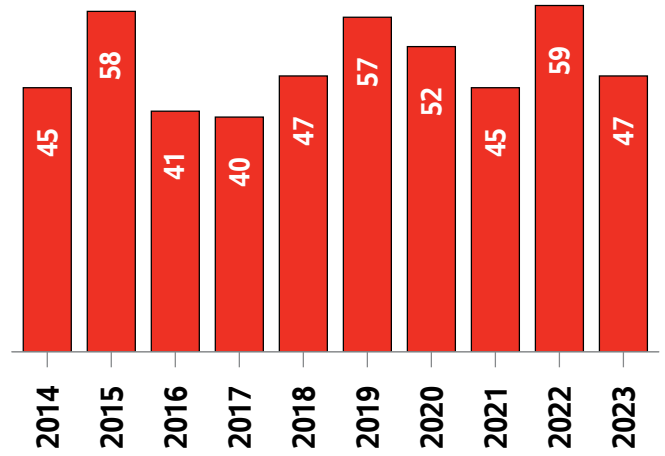
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

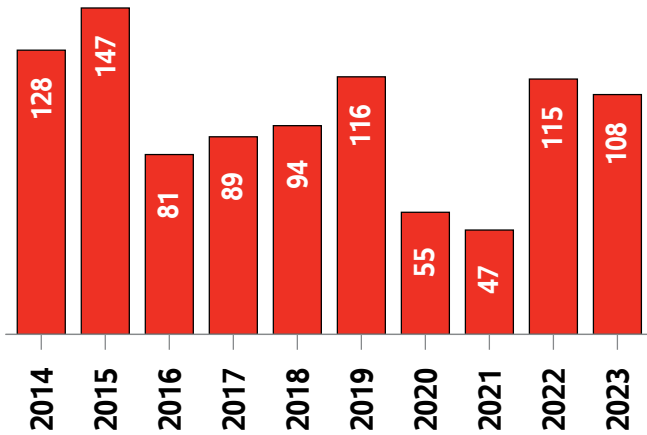
Sales Activity (October only)



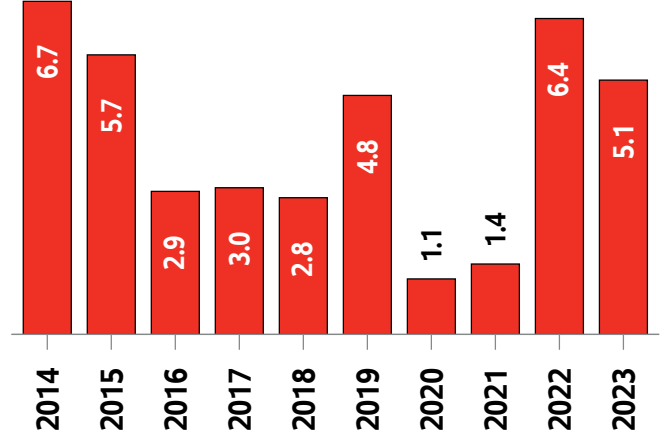
New Listings (October only)



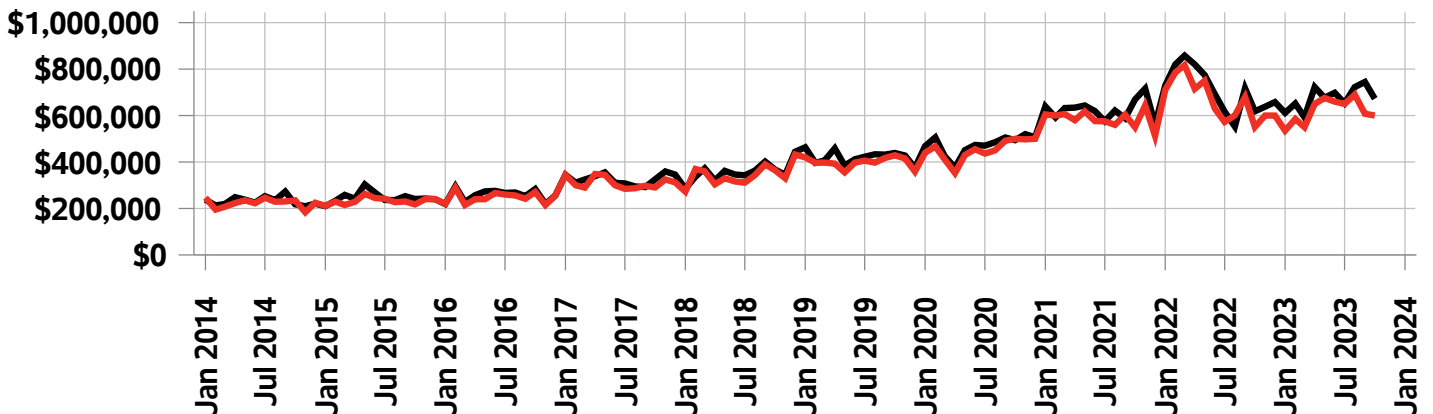
Active Listings (October only)



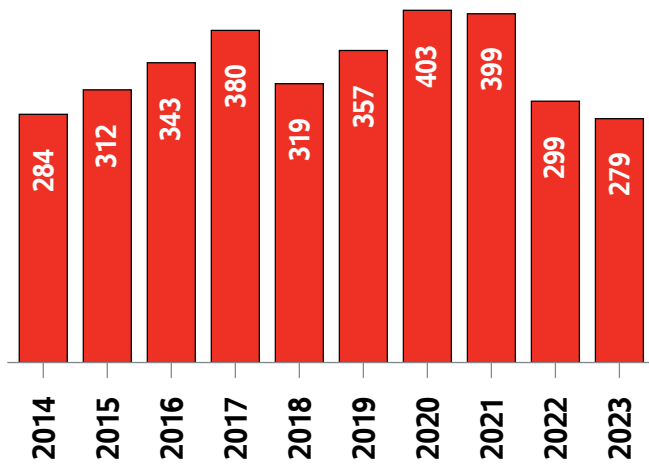
Months of Inventory (October only)



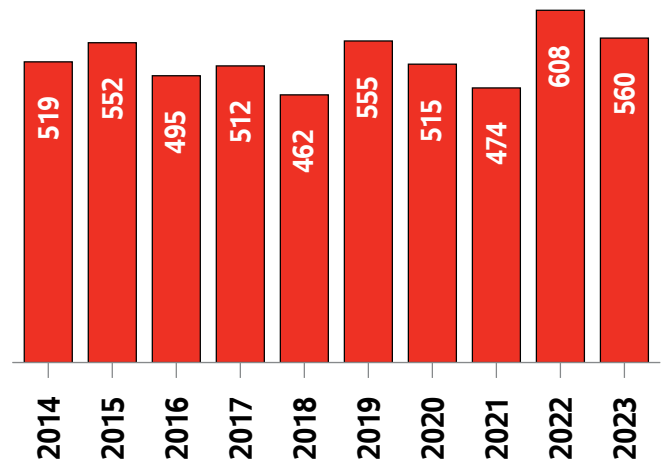
Average Price and Median Price



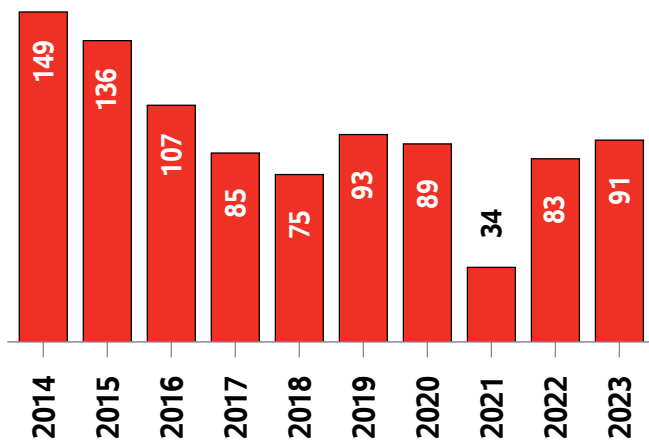
Sales Activity (October Year-to-date)



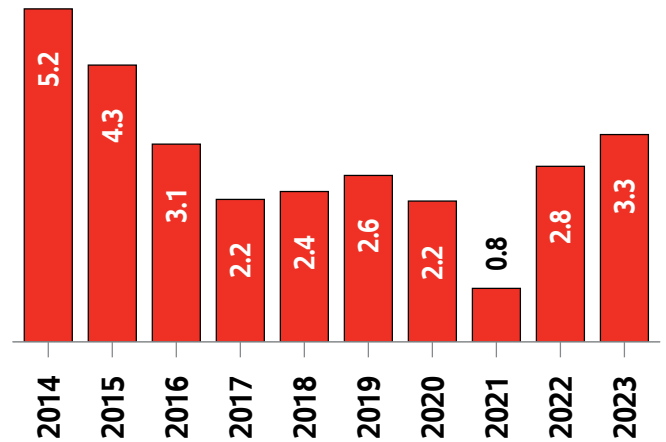
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	45	-11.8%	-40.8%	-32.8%	-31.8%	-43.0%	7.1%
Dollar Volume	\$24,960,727	-3.4%	-44.2%	-15.0%	19.0%	40.5%	198.4%
New Listings	112	27.3%	40.0%	31.8%	40.0%	43.6%	62.3%
Active Listings	171	39.0%	470.0%	307.1%	140.8%	30.5%	-27.2%
Sales to New Listings Ratio ¹	40.2	58.0	95.0	78.8	82.5	101.3	60.9
Months of Inventory ²	3.8	2.4	0.4	0.6	1.1	1.7	5.6
Average Price	\$554,683	9.4%	-5.8%	26.6%	74.5%	146.6%	178.5%
Median Price	\$549,000	14.4%	-4.6%	27.7%	80.9%	163.4%	193.2%
Sale to List Price Ratio ³	98.3	98.5	108.6	106.8	100.4	98.4	95.4
Median Days on Market	18.0	19.0	7.0	7.0	10.0	15.0	50.0

Year-to-date	October 2023	Compared to ⁸					
		October 2022	October 2021	October 2020	October 2018	October 2016	October 2013
Sales Activity	560	-12.8%	-27.4%	-14.4%	-19.0%	-19.2%	0.2%
Dollar Volume	\$321,281,746	-21.8%	-23.4%	22.1%	55.2%	105.0%	191.2%
New Listings	928	-10.8%	6.7%	23.6%	16.7%	8.5%	2.3%
Active Listings ⁴	117	28.6%	235.9%	114.5%	71.4%	-14.2%	-47.3%
Sales to New Listings Ratio ⁵	60.3	61.7	88.6	87.1	86.9	81.1	61.6
Months of Inventory ⁶	2.1	1.4	0.5	0.8	1.0	2.0	4.0
Average Price	\$573,717	-10.4%	5.5%	42.6%	91.6%	153.7%	190.7%
Median Price	\$560,018	-9.7%	5.7%	43.6%	93.1%	156.3%	199.5%
Sale to List Price Ratio ⁷	99.1	109.0	110.8	103.0	101.4	98.1	97.1
Median Days on Market	17.0	7.0	6.0	8.0	10.0	23.0	39.0

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

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

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

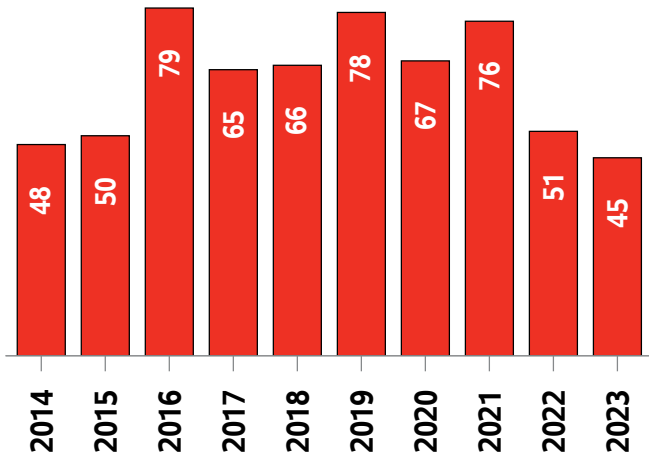
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ 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.

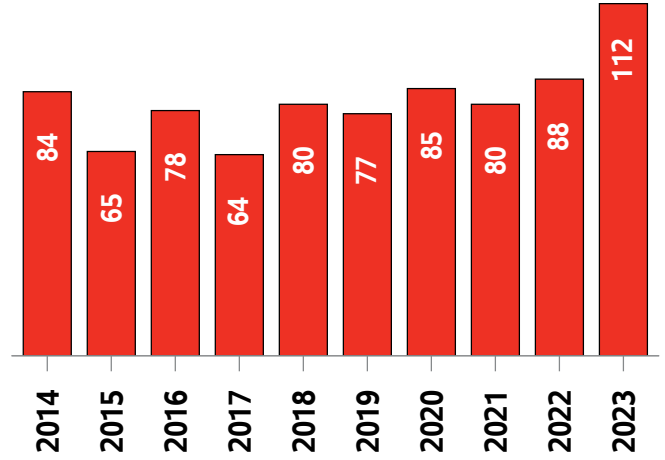
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

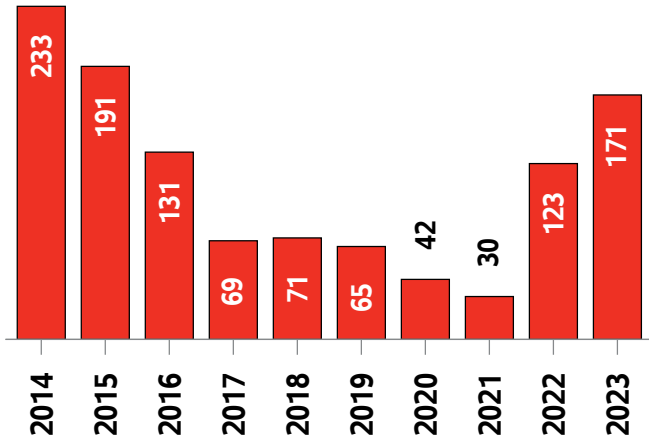
Sales Activity (October only)



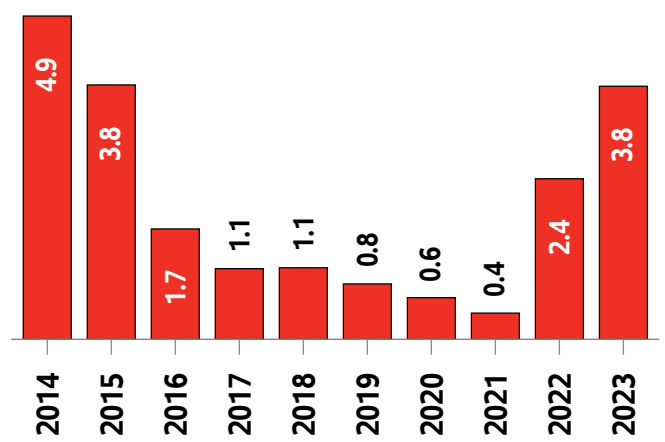
New Listings (October only)



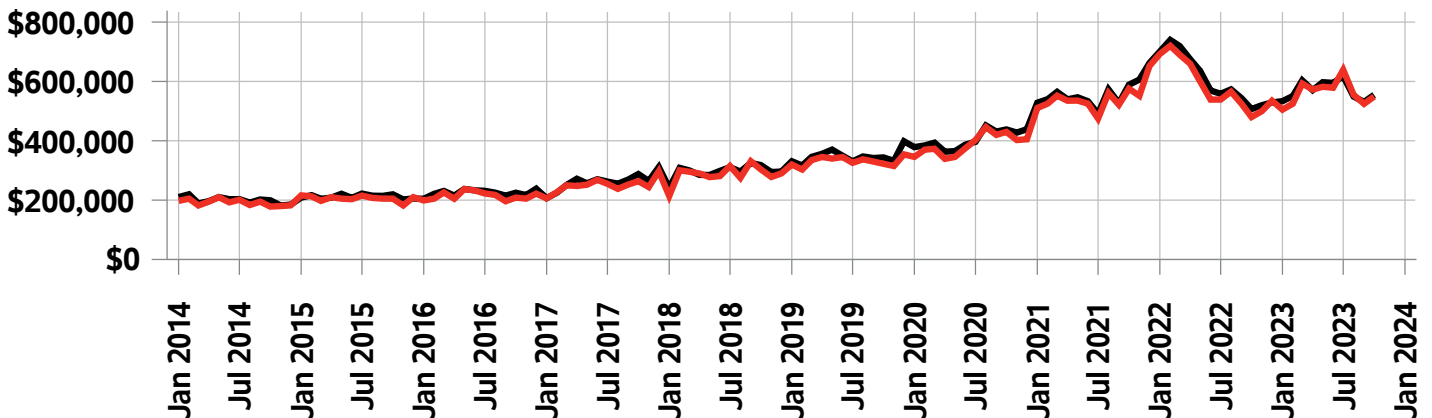
Active Listings (October only)



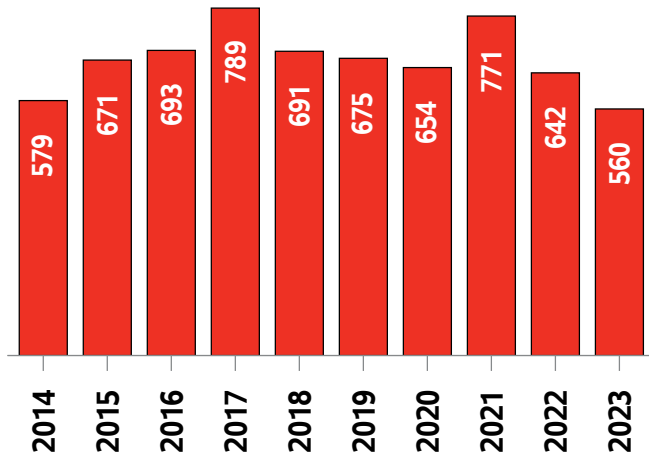
Months of Inventory (October only)



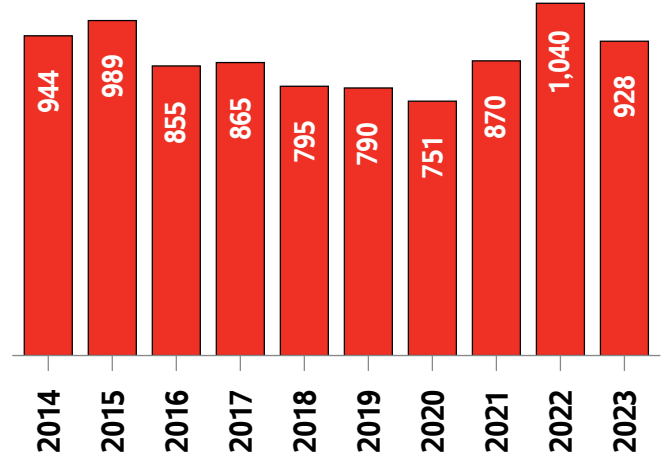
Average Price and Median Price



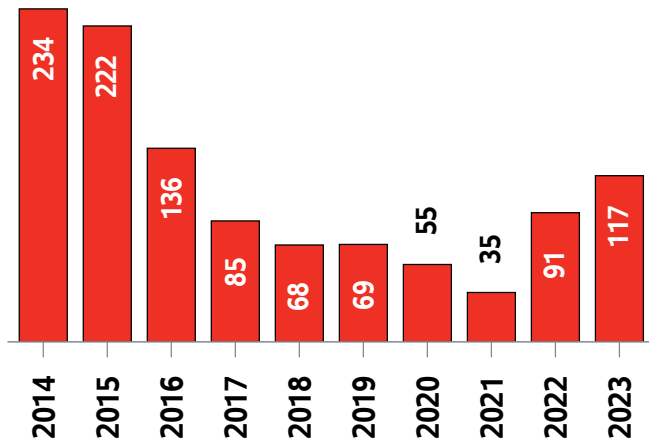
Sales Activity (October Year-to-date)



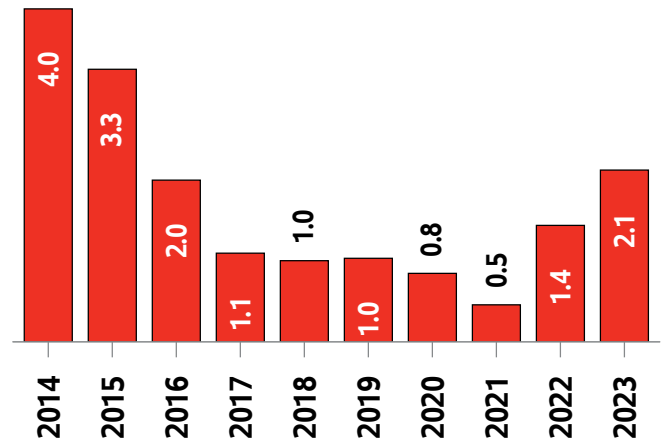
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



Months of Inventory ²(October Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.