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Quick Review

In January, 2021, we have seen 465 properties listed which has resulted in a 66.67% increase from January, 2020 in which 279 properties were listed; we have seen a year to date value of 465 in 2021 and 279 in 2020 resulting in a 66.67% increase. In January, 2021, we have seen a total value of 314 sold properties which has resulted in an 86.90% increase from January, 2020 in which 168 listings were sold; we have seen a year to date value of 314 in 2021 and 168 in 2020 resulting in an 86.90% increase.

The average sales price in January, 2021 is \$669K, a 14.48% decrease from January, 2020. The average sales price of January, 2020 was \$783K. We have seen a year to date average sales price of \$669K in 2021 and \$783K in 2020 resulting in a 14.48% decrease. The average ask to sell ratio in January, 2021 was 0.995, a 2.81% decrease from January, 2020 with an ask to sell ratio of 1.024. We have seen a year to date average ask to sell ratio of 0.995 in 2021 and 1.024 in 2020 resulting in a 2.81% decrease.

Key Figures	Jan, 2021	Jan, 2020	Percent Change
New Listings	465	279	+66.67%
Average Asking Price	\$768K	\$904K	-15.09%
Sold Properties	314	168	+86.90%
Average Sale Price	\$669K	\$783K	-14.48%
Days on Market Until Sale	31.00	18.00	+72.22%
Average Ask to Sell Ratio	0.995	1.024	-2.81%

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New Listings

Overview of the number of listings which have been added to the market as of January, 2021



Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



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A JAN, 2021 There were 465 new listings, a 66.67% increase from January, 2020

B JAN, 2020

There were 279 new listings, a 9.71% decrease from January, 2019

There were 274 new listings,

C JAN, 2019

There were 309 new listings, a 12.77% increase from January, 2018

E JAN, 2017

There were 346 new listings, a 25.11% decrease from January, 2016

a 20.81% decrease from January, 2017

D JAN. 2018

F JAN, 2016 There were 462 new listings,

a 9.77% decrease from January, 2015



New Listings

Overview of the number of listings which have been added to the market as of January, 2021



Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



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A ytd 2021

There were 465 new listings, a 66.67% increase from January, 2020

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C YTD 2019

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D YTD 2018

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F YTD 2016

There were 462 new listings, a 9.77% decrease from January, 2015





Average Asking Price

Overview of the average asking price based on new listings as of January, 2021



Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis



A JAN, 2021

Ε

D

The average asking price was \$768K, a 15.09% decrease from January, 2020

B JAN, 2020

D JAN. 2018

The average asking price was \$904K, a 26.13% increase from January, 2019

The average asking price was

\$686K, a 9.26% increase from

B

C JAN, 2019

The average asking price was \$717K, a 4.46% increase from January, 2018

E JAN, 2017

The average asking price was \$628K, a 20.61% increase from January, 2016

January, 2017

The average asking price was \$521K, a 10.76% increase from January, 2015

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B

The average asking price was \$768K, a 15.09% decrease

B YTD 2020

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The average asking price was \$628K, a 20.61% increase

D YTD 2018 The average asking price was

\$686K, a 9.26% increase from January, 2017

F YTD 2016

The average asking price was \$521K, a 10.76% increase from January, 2015

1,000K

900K

800K

700K

600K

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Sold Properties

Overview of the number of sold properties as of January, 2021





Overview of the number of sold properties on a monthly basis



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A JAN, 2021 There were 314 sold properties, an 86.90% increase from January, 2020

B JAN, 2020

There were 168 sold properties, a 14.29% increase from January, 2019

C JAN, 2019

There were 147 sold properties, a 30.99% decrease from January, 2018

E JAN, 2017

There were 258 sold properties, a 22.27% increase from January, 2016

D JAN, 2018 There were 213 sold properties, a 17.44% decrease from January, 2017

F JAN, 2016 There were 211 sold properties, a 40.67% increase from January, 2015

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Sold Properties

Overview of the number of sold properties as of January, 2021





Overview of the number of sold properties on a monthly basis



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E C

A YTD 2021 There were 314 sold properties, an 86.90% increase from January, 2020

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There were 147 sold properties, a 30.99% decrease from January, 2018

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There were 258 sold properties, a 22.27% increase from January, 2016

D YTD 2018 There were 213 sold properties, a 17.44% decrease from January, 2017

F yttp 2016 There were 211 sold properties, a 40.67% increase

from January, 2015







Overview of the average selling price based on sold listings as of January, 2021



Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



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A JAN, 2021 The average sales price was

\$669K, a 14.48% decrease

B JAN, 2020

The average sales price was \$783K, a 16.29% increase from January, 2019

C JAN, 2019

from January, 2020

The average sales price was \$673K, a 10.27% increase from January, 2018

E JAN, 2017

The average sales price was \$532K, a 13.94% increase from January, 2016

D JAN, 2018 The average sales price was

\$610K, a 14.74% increase from January, 2017

F JAN, 2016

The average sales price was \$467K, a 17.68% increase from January, 2015

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Average Sale Price Overview of the average selling price based on sold listings as of January, 2021 Ε 16% 1 ()% Percent Change Percent Change Percent Change D \$673к \$783к **\$610**_K **\$669**к YTD 2019 YTD 2018 YTD 2020 **B** YTD 2020 A YTD 2021 **Monthly Sales Price** The average sales price was The average sales price was Overview of the average selling price based on sold listings on a monthly basis \$669K, a 14.48% decrease \$783K, a 16.29% increase from January, 2019 from January, 2020 900K **C** YTD 2019 D YTD 2018 The average sales price was The average sales price was \$783K 800K \$673K, a 10.27% increase \$610K, a 14.74% increase \$761K from January, 2018 from January, 2017 \$745K \$747K \$734K E YTD 2017 **F** YTD 2016 700K \$677K The average sales price was The average sales price was \$532K, a 13.94% increase \$467K, a 17.68% increase from January, 2016 from January, 2015 600K Jul '18 Jan '19 Jul '19 Jan '20 Jul '20 Jan '21

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B



Days on Market Until Sale

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Overview of the average number of days that sold listings as of January, 2021 have been on the market for





Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A JAN. 2021

B JAN. 2020

The average days on market The average days on market was 31.00, a 72.22% increase was 18.00, a 5.26% decrease from January, 2019

D JAN. 2018

C JAN. 2019

from January, 2020

The average days on market was 19.00, a 20.83% decrease from January, 2018

E JAN. 2017

The average days on market was 19.00, a 45.71% decrease from January, 2016

from January, 2017

F JAN. 2016

The average days on market was 35.00, a 5.41% decrease from January, 2015

The average days on market

was 24.00, a 26.32% increase

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Days on Market Until Sale

Overview of the average number of days that sold listings as of January, 2021 have been on the market for





Overview of the average number of days that sold listings have been on the market for on a monthly basis



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E YTD 2017

The average days on market was 19.00, a 45.71% decrease from January, 2016

D YTD 2018 The average days on market

was 24.00, a 26.32% increase from January, 2017

F YTD 2016

The average days on market was 35.00, a 5.41% decrease from January, 2015





Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of January, 2021





Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis Prior Year Current Year



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A JAN. 2021

The average ask to sell ratio was 0.995, a 2.81% decrease from January, 2020

B JAN. 2020

The average ask to sell ratio was 1.024, a 1.72% increase from January, 2019

C JAN. 2019

The average ask to sell ratio was 1.006, a 0.23% decrease from January, 2018

E JAN. 2017

The average ask to sell ratio was 1.025, a 4.04% increase from January, 2016

D JAN. 2018 The average ask to sell ratio was 1.009, a 1.58% decrease from January, 2017

F JAN. 2016

The average ask to sell ratio was 0.985, a 0.33% increase from January, 2015

1.2



Average Ask to Sell Ratio

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Overview comparing the asking price of listings to the selling price of listings based on sold listings as of January, 2021





Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis 1.075



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D YTD 2018 The average ask to sell ratio

was 1.009, a 1.58% decrease from January, 2017

F YTD 2016

The average ask to sell ratio was 0.985, a 0.33% increase from January, 2015