



London and St. Thomas Residential Market Activity and MLS® Home Price Index Report October 2021

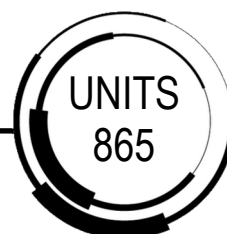
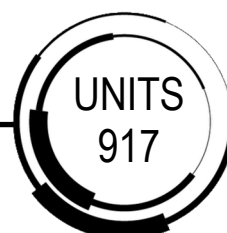


Prepared for the London and St. Thomas Association of REALTORS® by the Canadian Real Estate Association

AVERAGE LSTAR
SALE PRICE

\$672,328

Up 27.6%
FROM LSTAR'S
October 2020
AVERAGE
PRICE

MLS SALES
ACTIVITYOCT
2021OCT
2020

YTD AVERAGE PRICE



\$633,766

UP 31.6%
OVER 2020

YTD TOTAL SALES



9,622

UP 22%
OVER 2020

YTD TOTAL NUMBER OF NEW LISTINGS



11,546

UP 14.2%
OVER 2020

YTD TOTAL VALUE OF HOME SALES



\$6,098,096,339

UP 60.6%
OVER 2020

News Release

Wednesday, November 3, 2021

For Comment: Jack Lane, 519-670-6148

For Background: Bill Madder, 519-641-1400



Home sales remain solid in October

London, ON – The London and St. Thomas Association of REALTORS® (LSTAR) announced another strong month for home sales in October, with 865 homes exchanging hands. Although down 7.1% compared to the same time a year ago, sales represent the second-highest number of homes sold in the month of October since 1978.

“During the fall season, the sales activity in LSTAR’s jurisdiction has been well above the 10-year average,” said Jack Lane, LSTAR 2021 President. “High demand and low supply continue to make this a very competitive marketplace. If you’re considering listing your home or purchasing a home, your local REALTOR® is the best resource to help navigate through this ever changing marketplace.”

An important area to highlight is inventory, which shows how long it would take to liquidate existing inventories at the current rate of sales activity.

“At the end of October, there were only 0.6 months of inventory, which is lower than the 0.9 months of inventory reported in the same period a year ago,” Lane said. “To put it in perspective, about four months of inventory would represent a balanced marketplace. Out of LSTAR’s main areas, St. Thomas and London North had the lowest housing supply, with only 0.4 months of inventory. Central Elgin had the highest supply with 1.4 months.”

The low supply levels continue to affect the benchmark and average sales prices. In October, the overall average home price for LSTAR was \$672,328, while the LSTAR composite MLS® HPI benchmark price sat at \$613,900.

The following table shows how October’s average sales prices compare to the benchmark prices. The MLS® Home Price Index (HPI) benchmark price reflects the value of a “typical home” from a specific area as perceived by local home buyers based on various housing attributes. The average sales price is calculated by adding the sale prices for all the homes sold and dividing that total by the number of transactions. Since monthly averages may be skewed by the type of houses sold in that timeframe, the HPI benchmark price is a more accurate way to gauge price trends.

Area	October 2021 MLS® HPI Benchmark Price	October 2021 Average Price
Central Elgin	\$641,300	\$823,556
London East	\$533,800	\$518,997
London North	\$725,800	\$778,712
London South	\$605,300	\$648,206
Middlesex Centre	\$904,900	\$1,043,965
St. Thomas	\$522,800	\$593,517
Strathroy-Caradoc	\$717,400	\$714,795
LSTAR	\$613,900	\$672,328

The single-family home remains on top of the local buyers’ preferences, with 649 sales in October.

The table below shows the October benchmark prices for all housing types in LSTAR's jurisdiction and how they stack up against the values from a year ago.

MLS® Home Price Index Benchmark Prices		
Benchmark Type	October 2021	Change over October 2020
LSTAR Composite	\$613,900	↑ 33.3%
LSTAR Single-Family	\$664,600	↑ 34.4%
LSTAR One Storey	\$619,600	↑ 38.1%
LSTAR Two Storey	\$709,700	↑ 32.1%
LSTAR Townhouse	\$487,100	↑ 35.8%
LSTAR Apartment	\$349,800	↑ 20.3%

Despite increases to the HPI benchmark price and average sales price, homes in LSTAR's jurisdiction continue to remain relatively affordable when compared to houses from some other major Ontario and Canadian centres. The following table is based on data taken from the [CREA National Price Map](#) for September 2021.

City	September 2021 Benchmark Price
Greater Vancouver	\$1,186,100
Fraser Valley	\$1,083,400
Greater Toronto	\$1,082,400
Hamilton-Burlington	\$917,200
Victoria	\$861,900
Kitchener-Waterloo	\$784,200
Niagara Region	\$665,600
Ottawa	\$639,900
London St. Thomas	\$596,400
Windsor-Essex ¹	\$535,452
Calgary	\$443,700
Edmonton	\$341,000
CANADA	\$686,656

According to a research report², a total of \$73,250 in ancillary expenditures is generated by the average housing transaction in Ontario over a period of three years from the date of purchase. "That translates into potentially more than \$63 million being generated into the economy across the region through 2024," Lane said. "It shows how critical the business of real estate is to putting the economy back on track to recovery."

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide its REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada's 10 largest real estate associations, representing over 2,000 REALTORS® working in Middlesex and Elgin Counties, a trading area of 500,000 residents. LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality, provides housing opportunities, respects the environment and builds good communities and safe neighbourhoods and is a proud participant in the REALTORS Care Foundation's Every REALTOR™ Campaign.

¹Areas displaying average prices; all other areas displaying MLS® Home Price Index benchmark prices. The benchmark price reflects the value of a "typical home" as assigned by buyers in a certain area based on various housing attributes.

²Economic Impacts of MLS® Systems Home Sales and Purchases in Canada and the Provinces, Altus Group, 2019

Actual	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	865	-7.1	4.7	15.0	18.0	40.4	59.3
Dollar Volume	\$581,564,025	18.6	70.3	104.5	182.2	282.5	362.6
New Listings	881	-16.5	-13.6	-12.7	-1.7	-23.9	-13.1
Active Listings	511	-40.5	-62.1	-58.2	-67.9	-81.5	-82.6
Sales to New Listings Ratio ¹	98.2	88.2	81.0	74.5	81.8	53.2	53.6
Months of Inventory ²	0.6	0.9	1.6	1.6	2.2	4.5	5.4
Average Price	\$672,328	27.6	62.6	77.7	139.1	172.4	190.4
Median Price	\$625,000	29.6	63.8	74.6	151.0	179.0	200.5
Sale to List Price Ratio	109.1	105.3	101.0	101.9	98.8	97.6	96.7
Median Days on Market	8.0	7.0	14.0	12.0	21.0	34.0	37.0
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	9,622	22.0	21.5	25.3	17.8	40.3	50.0
Dollar Volume	\$6,098,096,339	60.6	88.2	115.3	167.2	250.5	305.2
New Listings	11,546	14.2	4.1	12.4	-0.5	-9.9	-8.5
Active Listings ³	611	-44.8	-53.9	-46.9	-69.3	-78.5	-79.3
Sales to New Listings Ratio ⁴	83.3	78.0	71.5	74.7	70.4	53.5	50.8
Months of Inventory ⁵	0.6	1.4	1.7	1.5	2.4	4.1	4.6
Average Price	\$633,766	31.6	55.0	71.7	126.8	149.9	170.1
Median Price	\$592,000	31.8	55.8	74.6	130.4	157.4	175.3
Sale to List Price Ratio	111.2	103.3	102.3	102.5	98.6	97.5	97.3
Median Days on Market	7.0	8.0	10.0	10.0	22.0	30.0	32.0

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.

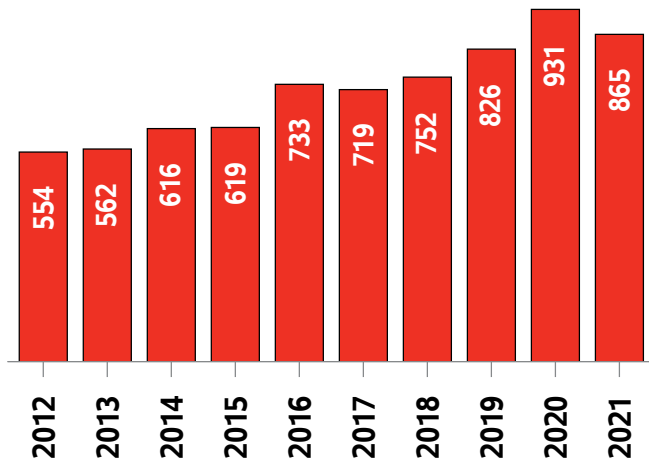
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

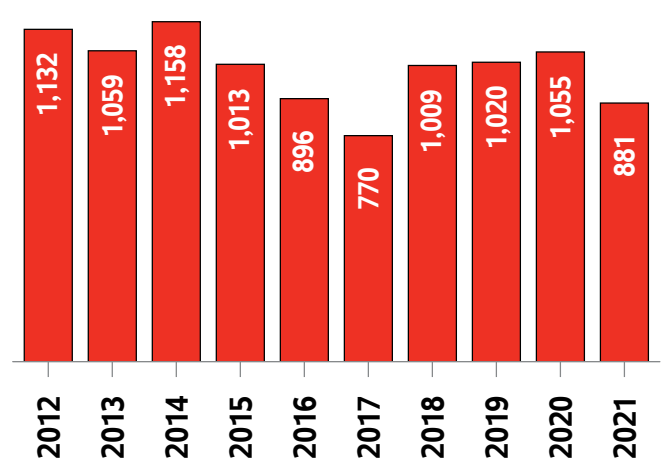
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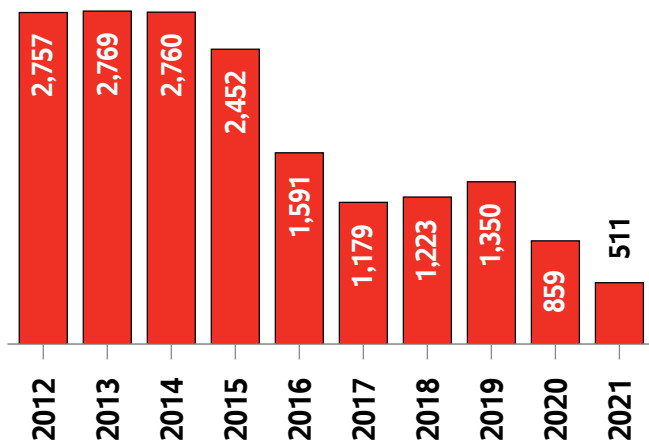
Sales Activity (October only)



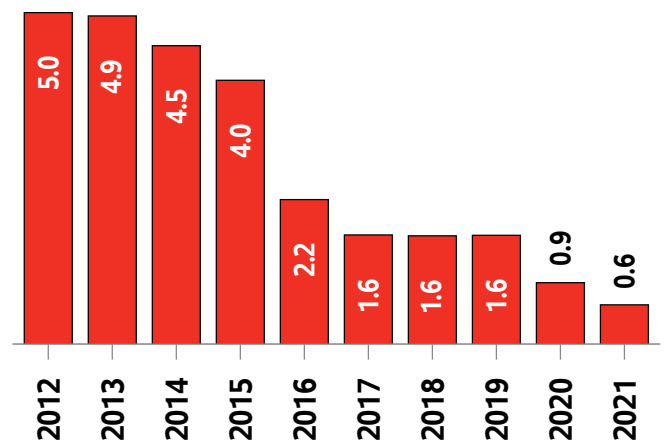
New Listings (October only)



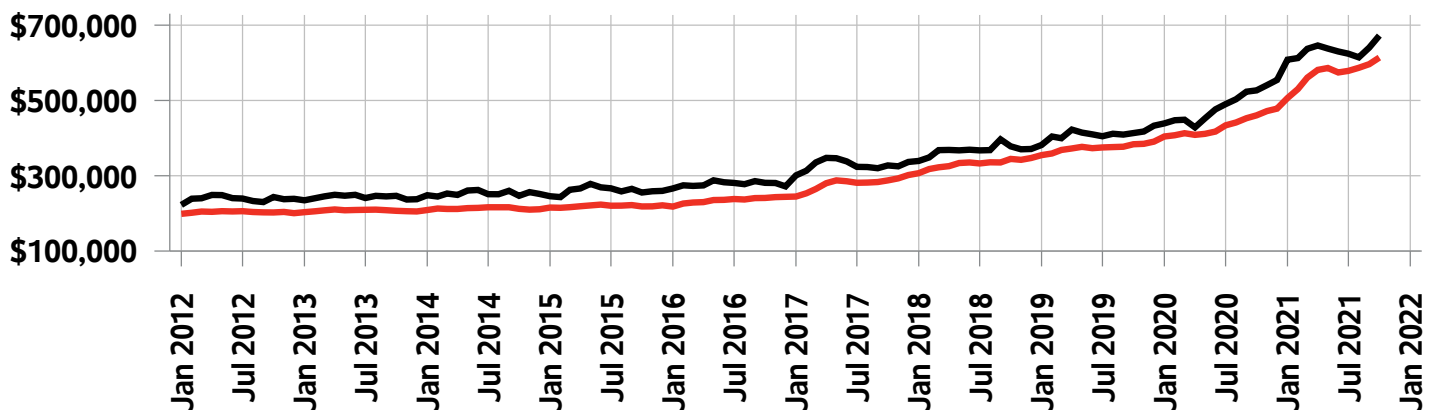
Active Listings (October only)



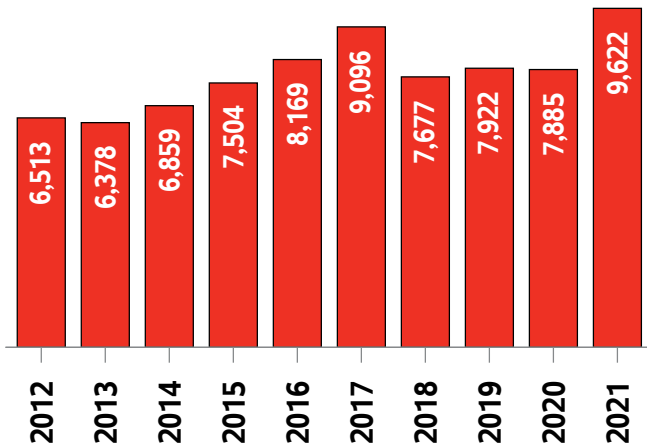
Months of Inventory (October only)



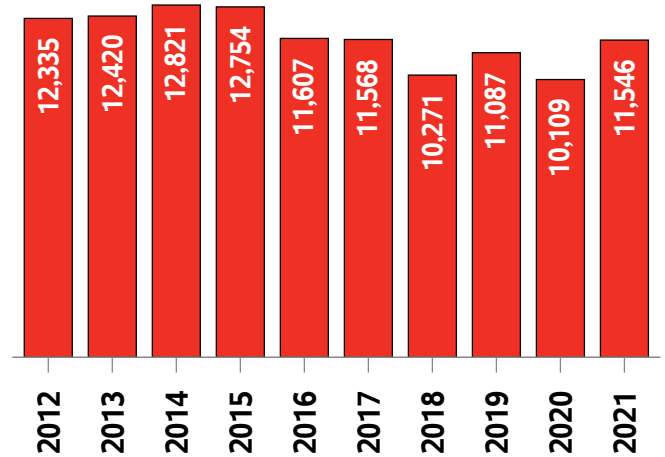
MLS® HPI Composite Benchmark Price and Average Price



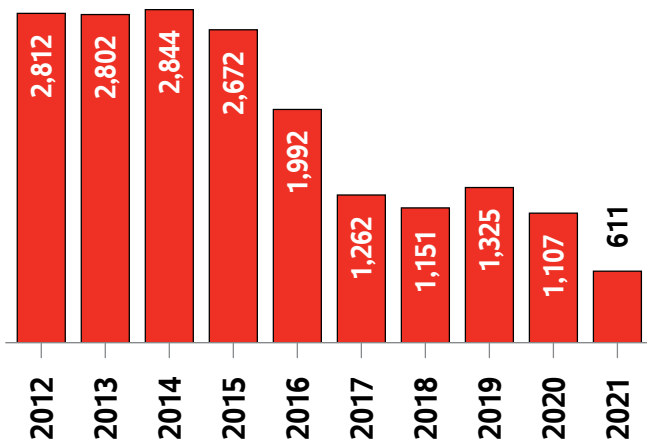
Sales Activity (October Year-to-date)



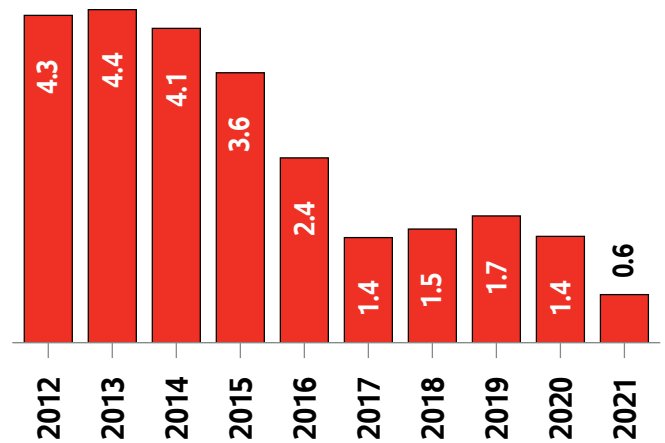
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	649	-6.6	1.2	12.9	10.8	29.5	42.3
Dollar Volume	\$470,286,185	18.6	65.8	97.6	165.9	261.9	320.4
New Listings	663	-17.4	-18.5	-17.0	-7.3	-27.2	-19.5
Active Listings	393	-43.7	-66.1	-61.3	-67.2	-81.8	-83.5
Sales to New Listings Ratio ¹	97.9	86.6	78.8	72.0	82.0	55.0	55.3
Months of Inventory ²	0.6	1.0	1.8	1.8	2.0	4.3	5.2
Average Price	\$724,632	27.0	63.8	75.1	140.1	179.4	195.4
Median Price	\$669,000	25.0	64.4	73.9	151.9	182.4	205.5
Sale to List Price Ratio	109.3	105.5	100.5	101.7	98.8	97.6	96.7
Median Days on Market	8.0	7.0	15.0	11.0	20.0	31.0	35.0
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	7,140	21.0	17.3	21.6	10.7	31.1	39.8
Dollar Volume	\$4,916,419,613	59.7	83.5	107.9	153.0	230.7	286.8
New Listings	8,620	11.9	-2.6	7.0	-4.9	-15.0	-15.1
Active Listings ³	467	-48.7	-58.9	-51.6	-68.4	-79.0	-80.3
Sales to New Listings Ratio ⁴	82.8	76.6	68.8	72.9	71.2	53.7	50.3
Months of Inventory ⁵	0.7	1.5	1.9	1.6	2.3	4.1	4.6
Average Price	\$688,574	32.0	56.4	71.0	128.6	152.3	176.7
Median Price	\$636,050	31.1	57.0	74.3	131.3	158.0	182.7
Sale to List Price Ratio	111.5	103.4	101.8	102.1	98.8	97.6	97.3
Median Days on Market	7.0	8.0	10.0	10.0	19.0	29.0	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.

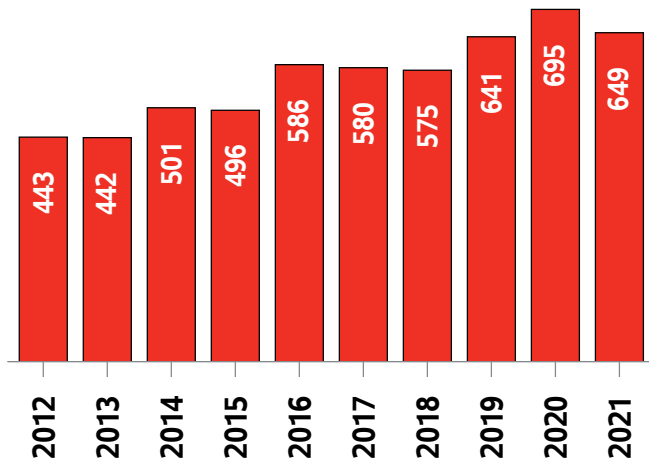
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⁴ Sum of sales from January to current month / sum of new listings from January to current month.

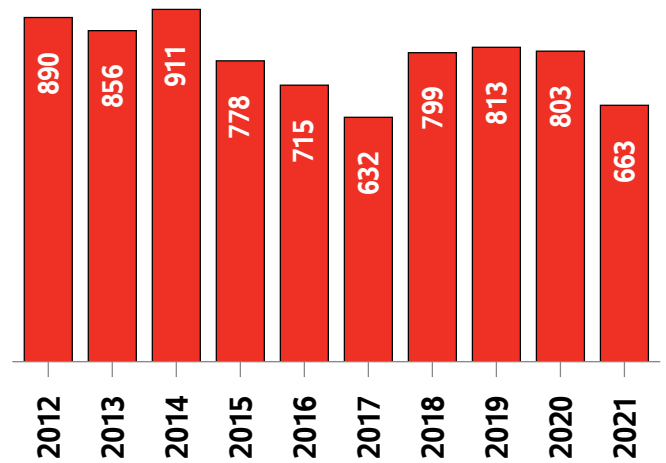
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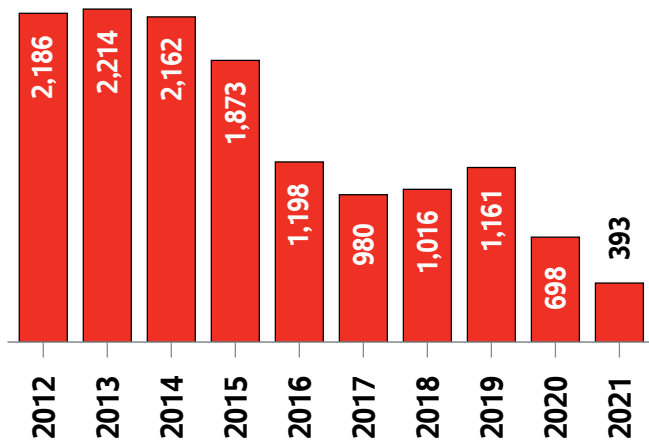
Sales Activity (October only)



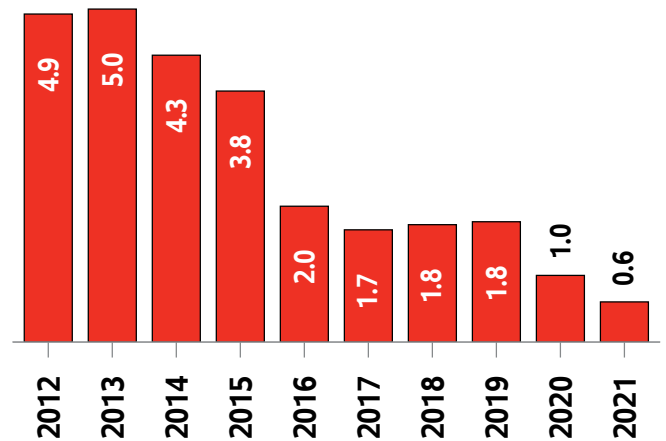
New Listings (October only)



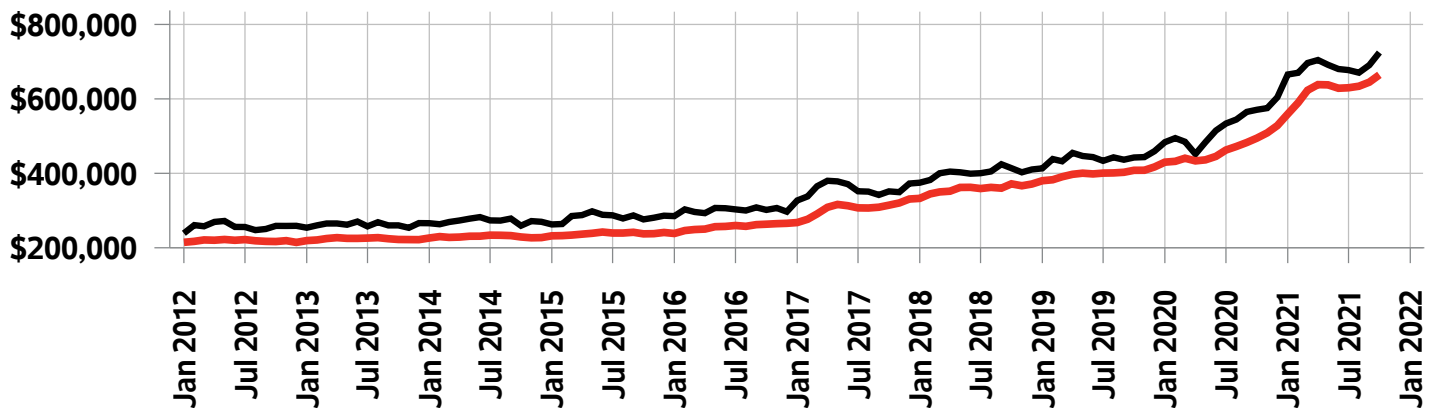
Active Listings (October only)



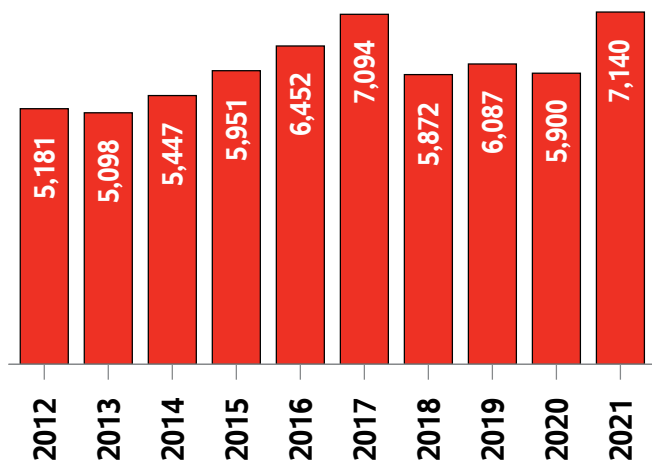
Months of Inventory (October only)



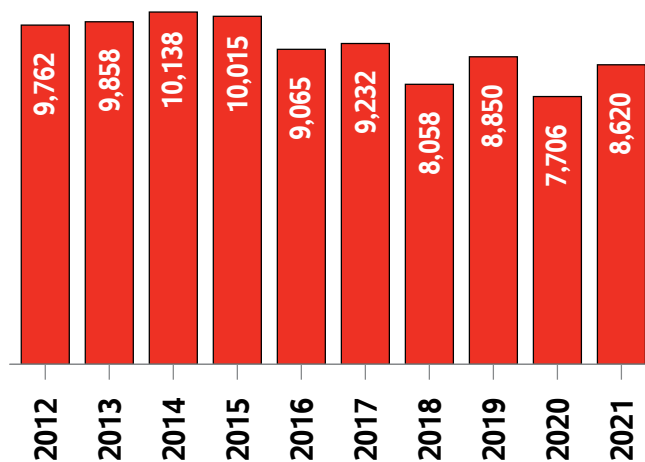
MLS® HPI Single Family Benchmark Price and Average Price



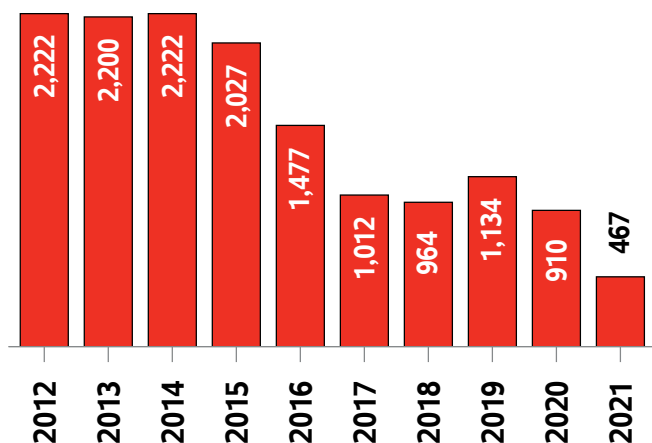
Sales Activity (October Year-to-date)



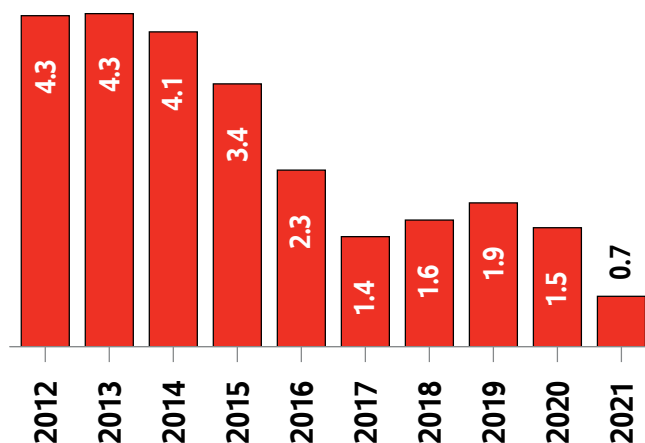
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	110	-10.6	31.0	12.2	22.2	80.3	129.2
Dollar Volume	\$60,378,655	23.5	123.4	111.4	230.3	389.2	631.7
New Listings	109	0.9	11.2	29.8	22.5	-11.4	4.8
Active Listings	43	0.0	-44.9	-33.8	-70.7	-84.1	-85.6
Sales to New Listings Ratio ¹	100.9	113.9	85.7	116.7	101.1	49.6	46.2
Months of Inventory ²	0.4	0.3	0.9	0.7	1.6	4.4	6.2
Average Price	\$548,897	38.1	70.6	88.4	170.2	171.3	219.3
Median Price	\$541,500	43.3	76.0	102.1	205.3	190.3	249.4
Sale to List Price Ratio	111.8	106.4	103.6	103.1	99.5	97.7	97.8
Median Days on Market	7.0	7.0	13.5	13.5	24.5	42.0	42.0
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	1,197	21.6	27.1	27.9	22.6	52.9	55.1
Dollar Volume	\$605,964,450	63.7	100.5	138.9	212.9	331.9	342.5
New Listings	1,403	24.6	24.8	33.1	10.6	-0.1	4.0
Active Listings ³	54	-19.3	-21.0	-8.1	-73.0	-80.5	-81.5
Sales to New Listings Ratio ⁴	85.3	87.4	83.8	88.8	76.9	55.8	57.2
Months of Inventory ⁵	0.5	0.7	0.7	0.6	2.1	3.5	3.8
Average Price	\$506,236	34.6	57.8	86.8	155.2	182.6	185.4
Median Price	\$485,000	32.4	61.7	94.0	169.5	203.1	203.1
Sale to List Price Ratio	112.7	103.9	105.1	105.2	98.6	97.7	97.6
Median Days on Market	7.0	8.0	8.0	9.0	25.0	33.0	36.5

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.

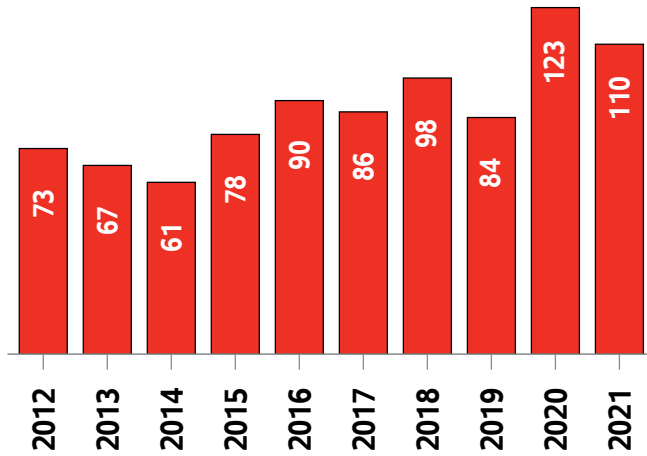
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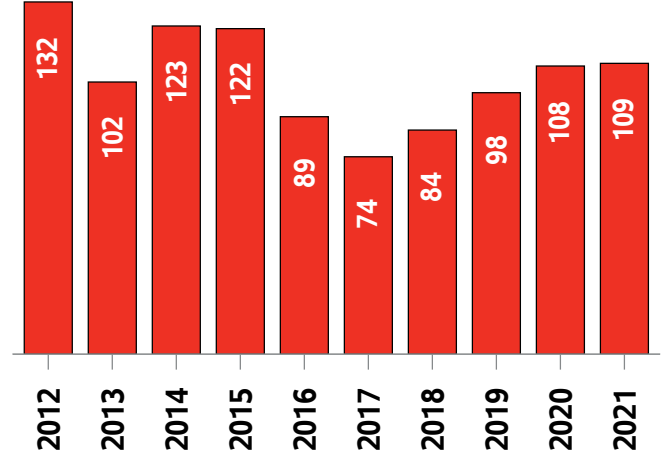
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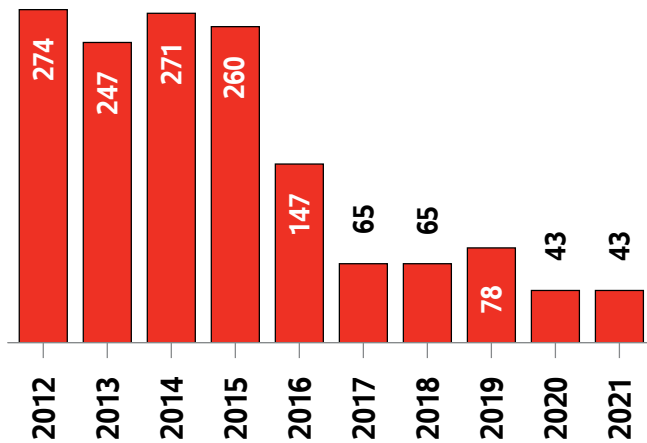
Sales Activity (October only)



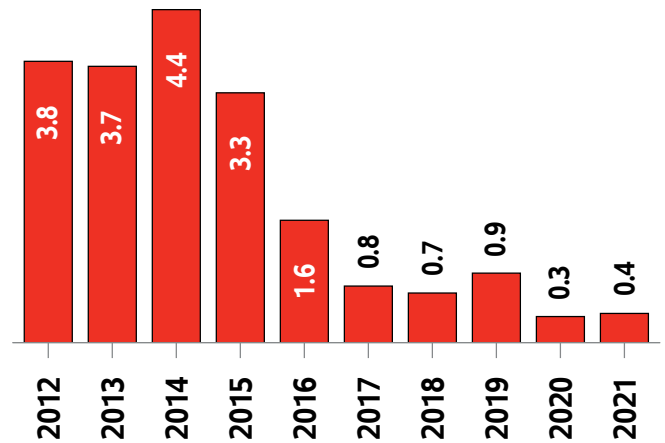
New Listings (October only)



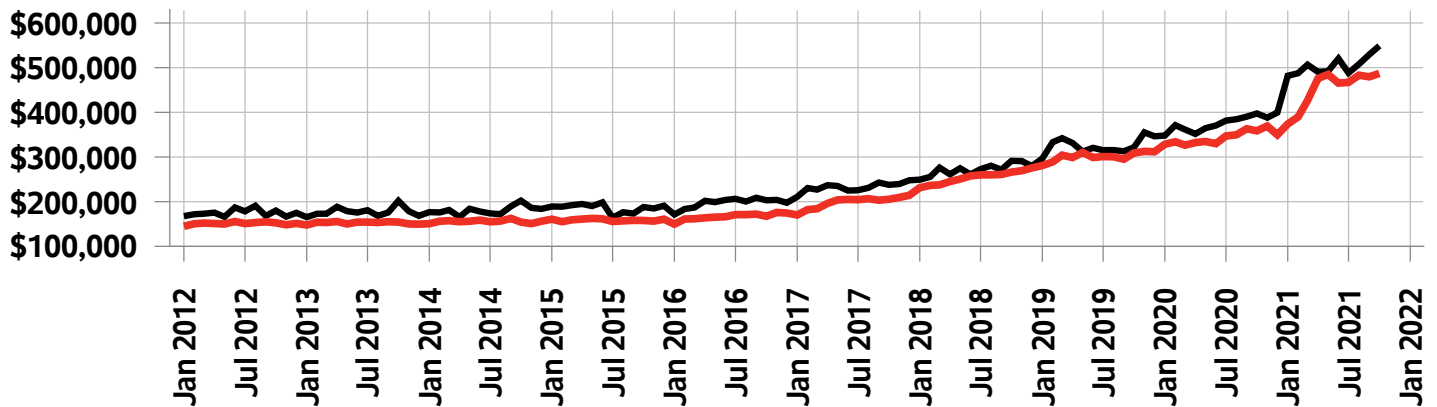
Active Listings (October only)



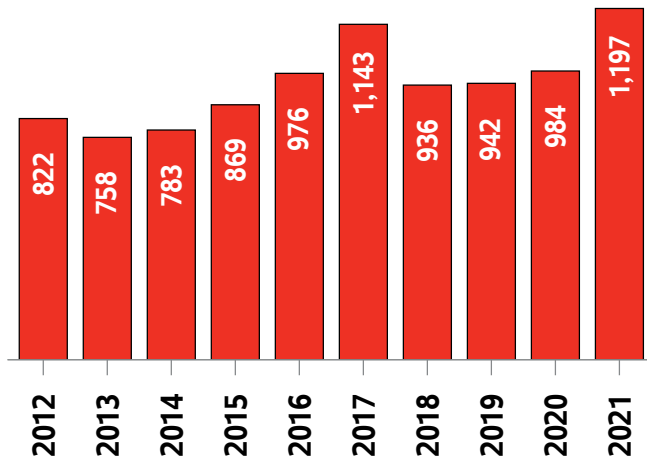
Months of Inventory (October only)



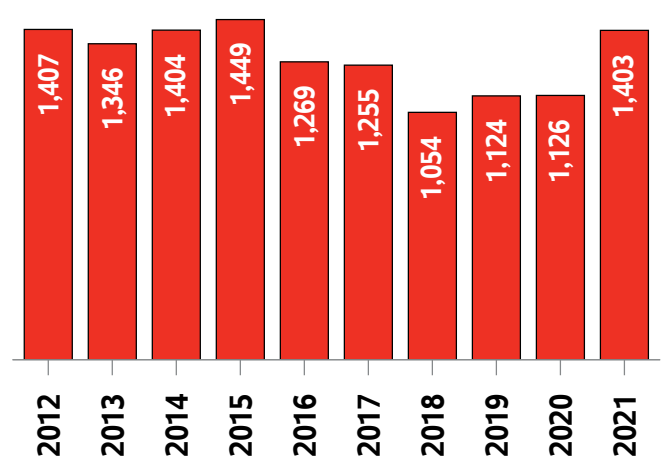
MLS® HPI Townhouse Benchmark Price and Average Price



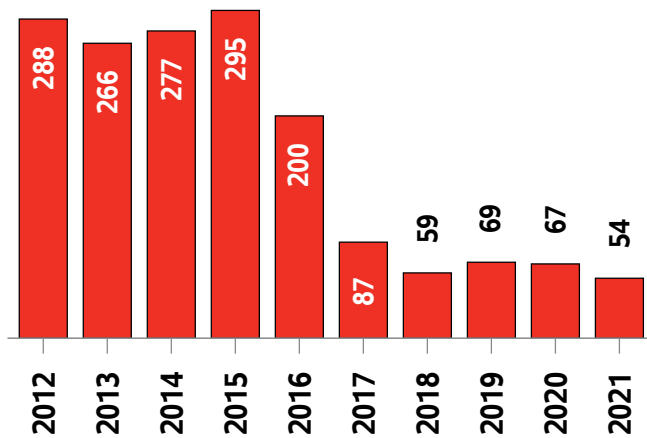
Sales Activity (October Year-to-date)



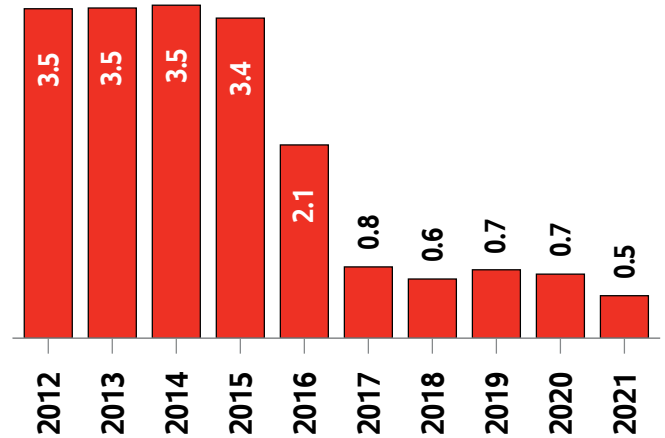
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	57	-24.0	-9.5	-1.7	21.3	14.0	54.1
Dollar Volume	\$22,009,742	-6.1	39.7	95.7	141.8	141.6	299.5
New Listings	67	-33.7	17.5	-24.7	-15.2	-31.6	-5.6
Active Listings	53	-27.4	10.4	-32.1	-75.0	-78.9	-74.0
Sales to New Listings Ratio ¹	85.1	74.3	110.5	65.2	59.5	51.0	52.1
Months of Inventory ²	0.9	1.0	0.8	1.3	4.5	5.0	5.5
Average Price	\$386,136	23.5	54.4	99.1	99.4	112.0	159.4
Median Price	\$350,000	24.1	48.9	92.9	131.8	135.7	204.3
Sale to List Price Ratio	105.5	103.3	103.0	103.0	97.4	97.2	97.1
Median Days on Market	8.0	10.0	11.0	9.0	45.0	48.5	49.0
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	871	30.4	47.9	52.0	45.9	60.4	83.4
Dollar Volume	\$329,349,012	65.9	125.5	192.0	185.5	238.1	274.2
New Listings	1,026	23.0	45.5	38.8	-3.8	-3.7	7.0
Active Listings ³	59	-7.1	-11.5	-16.2	-76.8	-78.9	-75.5
Sales to New Listings Ratio ⁴	84.9	80.1	83.5	77.5	56.0	51.0	49.5
Months of Inventory ⁵	0.7	0.9	1.1	1.2	4.2	5.1	5.0
Average Price	\$378,127	27.3	52.5	92.1	95.7	110.8	104.1
Median Price	\$343,500	29.6	52.7	94.1	124.5	140.2	136.9
Sale to List Price Ratio	108.3	102.4	103.7	102.1	97.2	96.9	97.4
Median Days on Market	7.0	10.0	11.0	14.0	41.0	44.0	36.0

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.

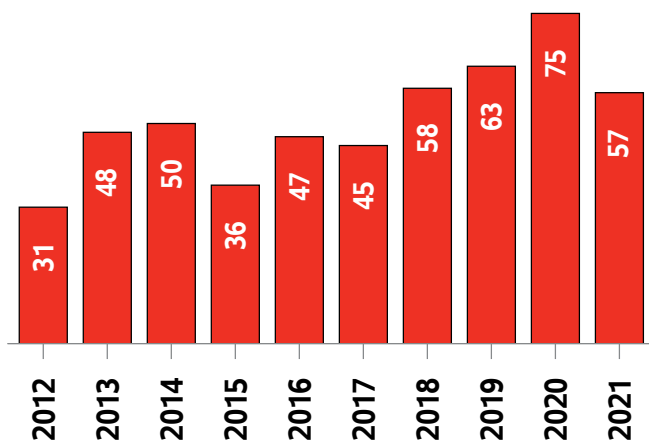
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

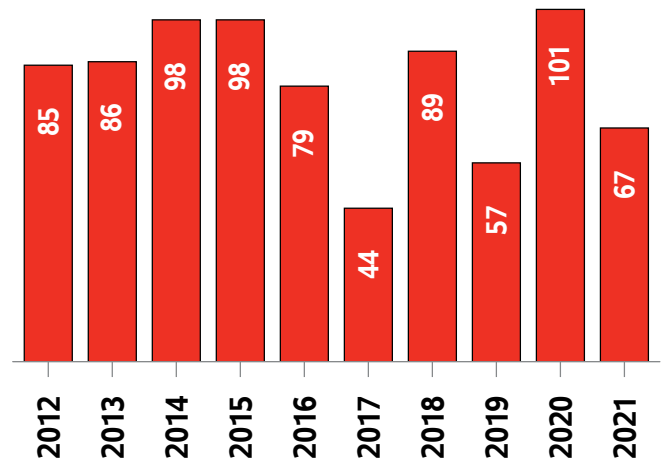
⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁶ 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.

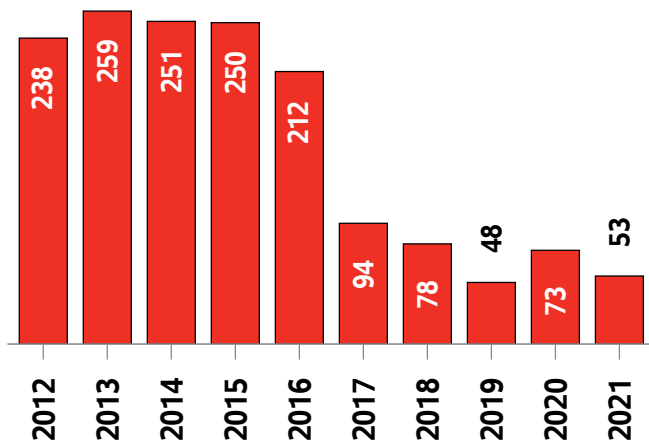
Sales Activity (October only)



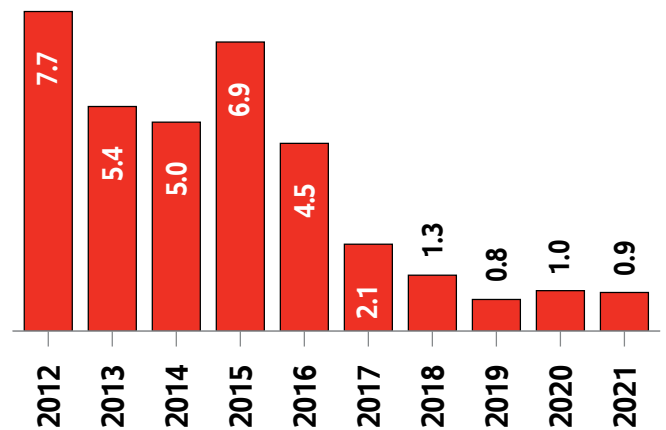
New Listings (October only)



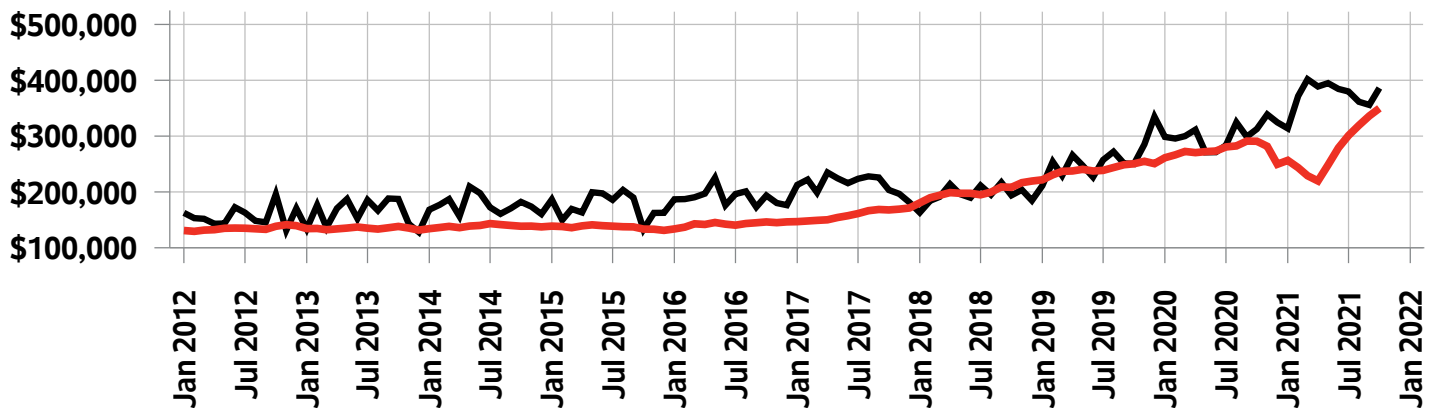
Active Listings (October only)



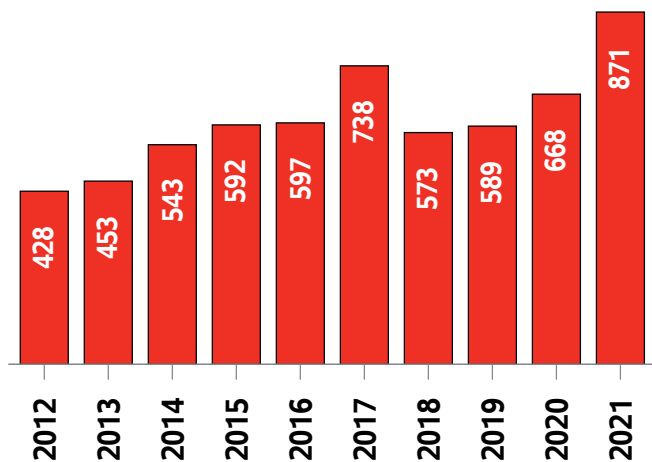
Months of Inventory (October only)



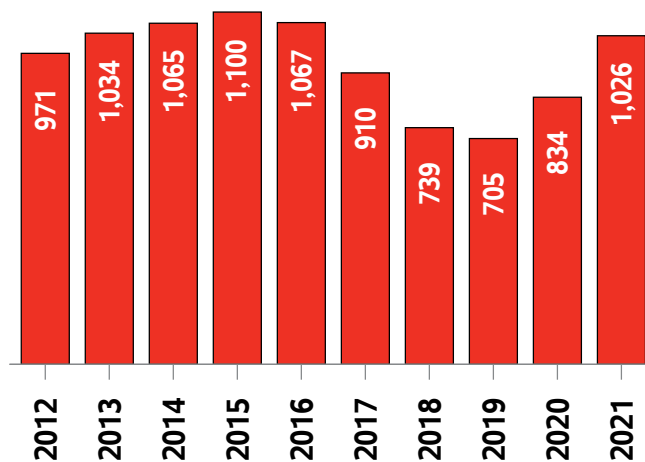
MLS® HPI Apartment Benchmark Price and Average Price



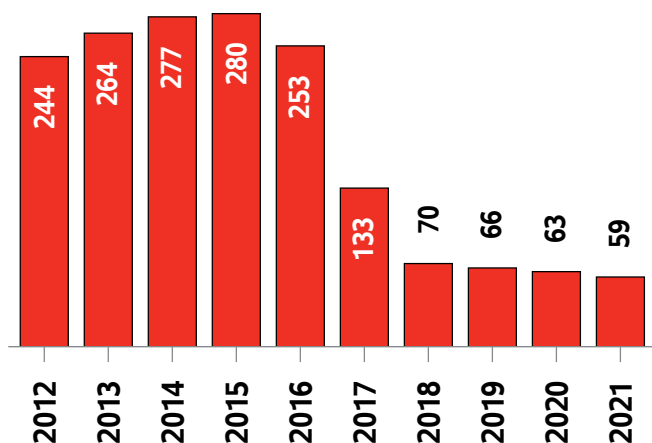
Sales Activity (October Year-to-date)



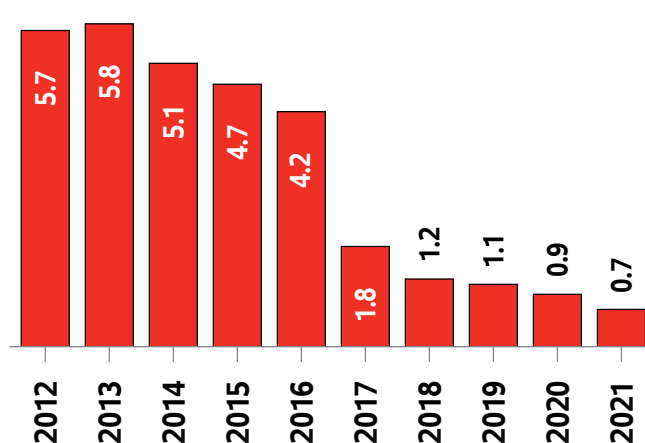
New Listings (October Year-to-date)



Active Listings ¹(October Year-to-date)



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



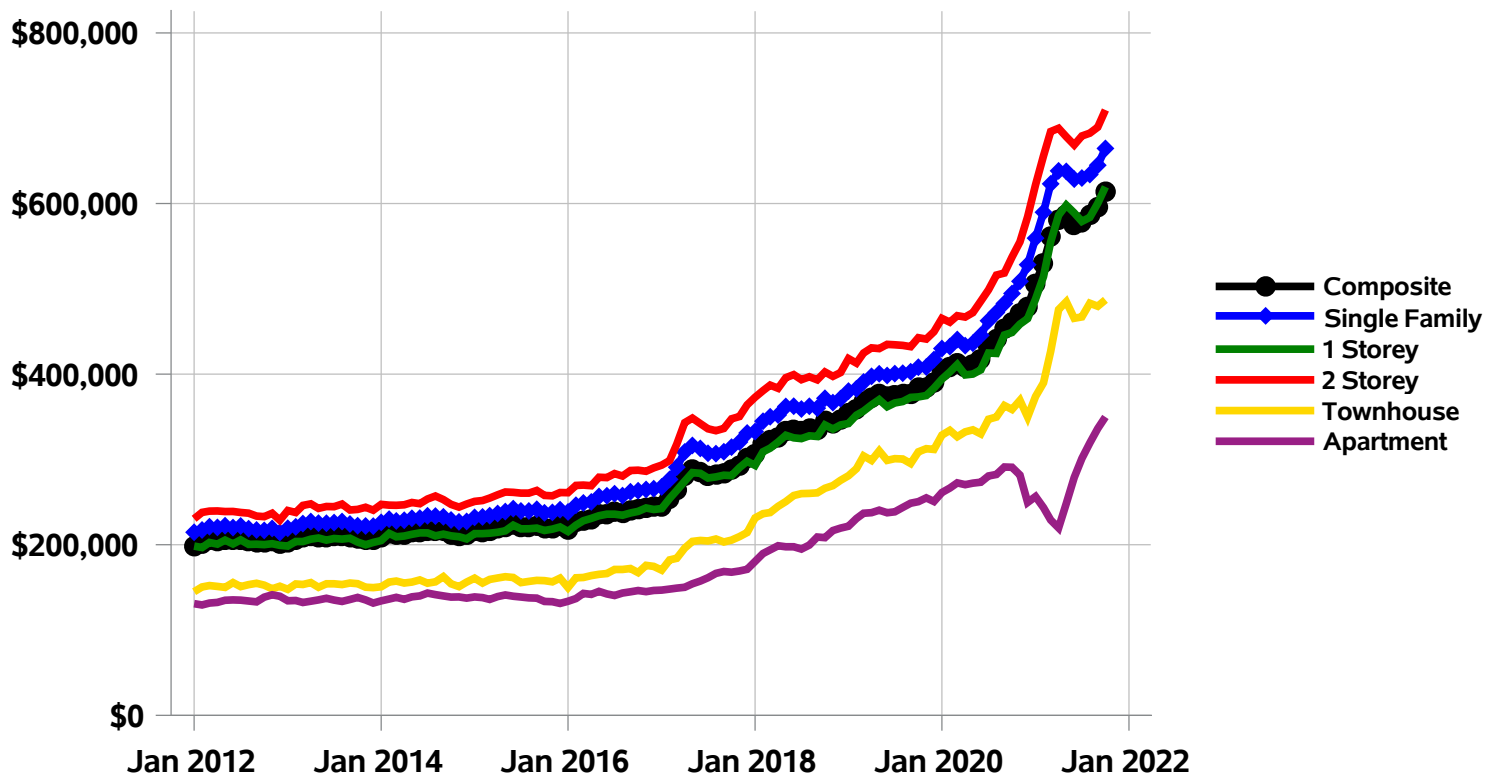
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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

MLS® Home Price Index Benchmark Price

Benchmark Type:	October 2021	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$613,900	2.9	6.1	5.6	33.3	78.1	154.7
Single Family	\$664,600	3.1	5.5	4.1	34.4	78.8	152.4
One Storey	\$619,600	3.2	7.0	5.7	38.1	82.0	159.1
Two Storey	\$709,700	2.9	4.5	3.1	32.1	76.3	146.9
Townhouse	\$487,100	1.6	4.3	2.4	35.8	83.0	191.2
Apartment	\$349,800	4.0	16.2	59.2	20.3	67.9	139.1

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.)	1355
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	1
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.)	1435
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5974
Number of Fireplaces	1
Total Number Of Rooms	10
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.)	1202
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6603
Number of Fireplaces	1
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.)	1670
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5607
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	16 to 30
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1265
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Apartment

Features	Value
Above Ground Bedrooms	2
Age Category	16 to 30
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1043
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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	619	-10.8	3.0	10.3	18.4	35.4	59.5
Dollar Volume	\$403,810,347	9.9	62.7	89.7	174.0	252.3	334.5
New Listings	606	-19.8	-16.9	-19.5	-4.0	-25.3	-17.2
Active Listings	299	-45.6	-64.9	-61.8	-69.9	-82.1	-84.5
Sales to New Listings Ratio ¹	102.1	91.8	82.4	74.5	82.9	56.4	53.0
Months of Inventory ²	0.5	0.8	1.4	1.4	1.9	3.6	5.0
Average Price	\$652,359	23.2	58.0	71.9	131.5	160.1	172.4
Median Price	\$621,000	28.0	63.5	72.5	150.4	173.6	186.8
Sale to List Price Ratio	110.1	105.8	101.7	102.8	99.0	97.8	97.3
Median Days on Market	8.0	7.0	13.0	11.0	20.0	30.0	31.5
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	7,039	21.9	21.5	24.8	19.4	39.6	47.0
Dollar Volume	\$4,425,163,303	58.5	86.1	110.6	164.7	242.6	287.1
New Listings	8,479	14.9	6.0	12.6	1.5	-7.0	-8.2
Active Listings ³	404	-43.6	-51.3	-45.2	-67.8	-76.6	-78.8
Sales to New Listings Ratio ⁴	83.0	78.2	72.5	74.9	70.5	55.3	51.9
Months of Inventory ⁵	0.6	1.2	1.4	1.3	2.1	3.4	4.0
Average Price	\$628,664	30.0	53.2	68.8	121.6	145.5	163.3
Median Price	\$589,000	30.9	54.8	73.2	124.8	151.7	167.7
Sale to List Price Ratio	111.8	103.9	103.1	103.2	99.0	97.8	97.6
Median Days on Market	7.0	8.0	9.0	9.0	19.0	28.0	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.

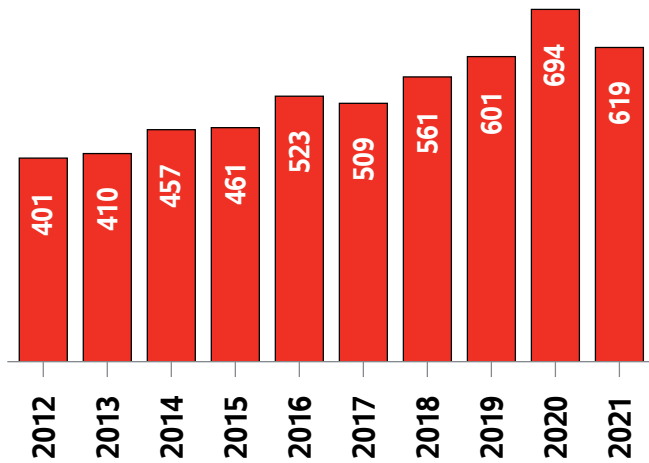
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

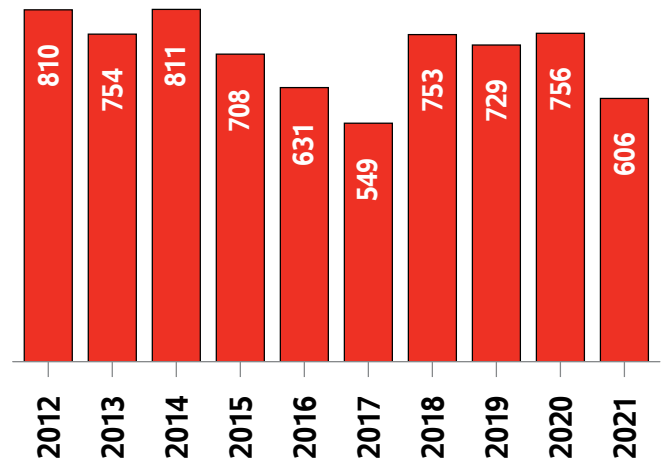
⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁶ 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.

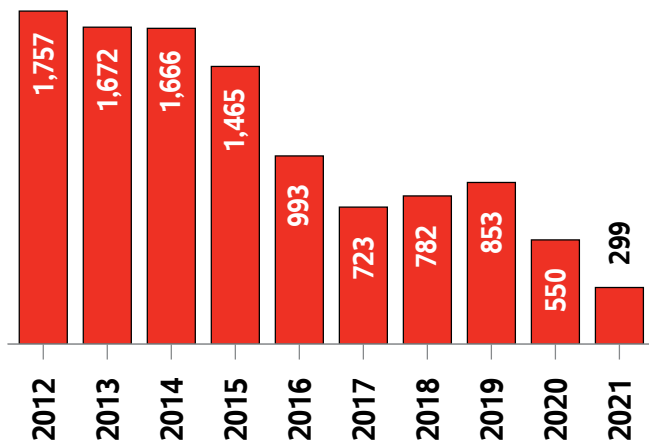
Sales Activity (October only)



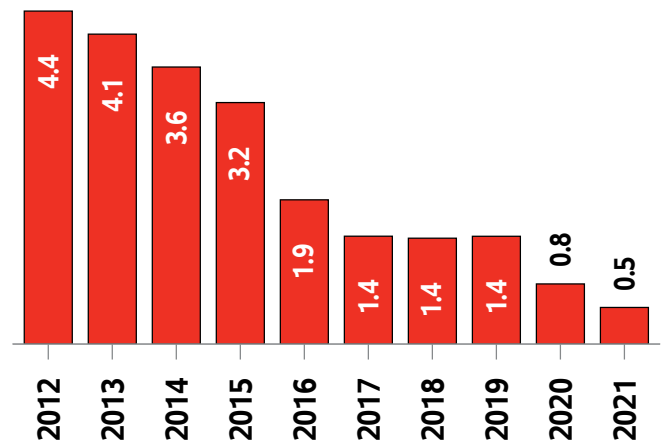
New Listings (October only)



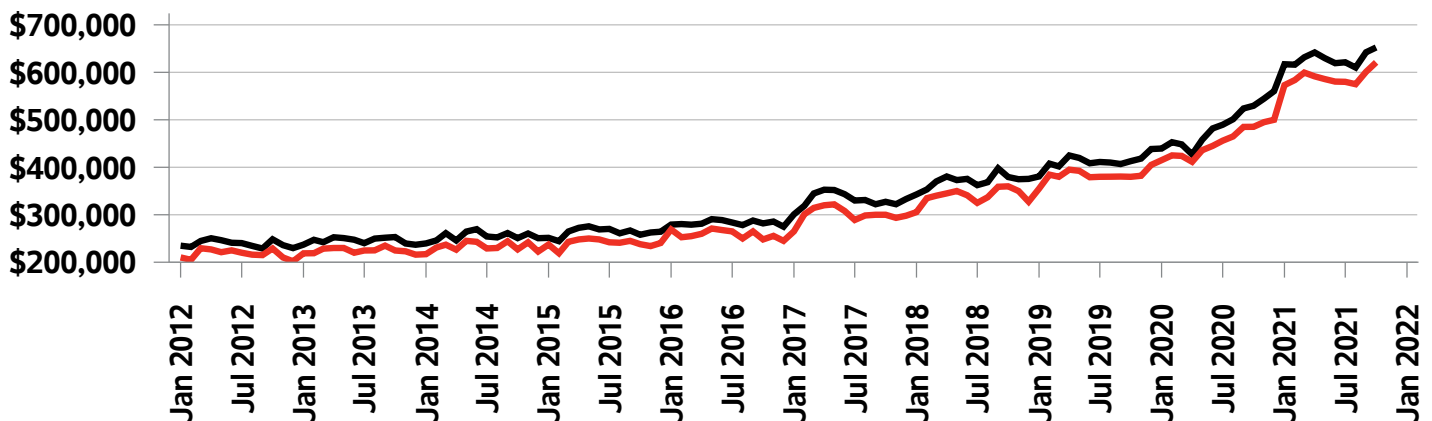
Active Listings (October only)



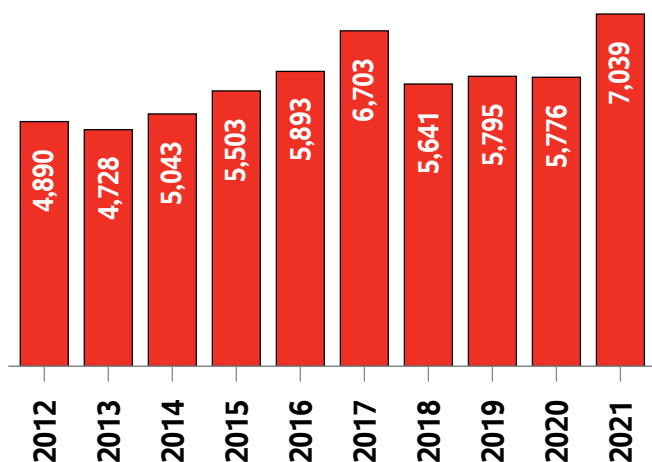
Months of Inventory (October only)



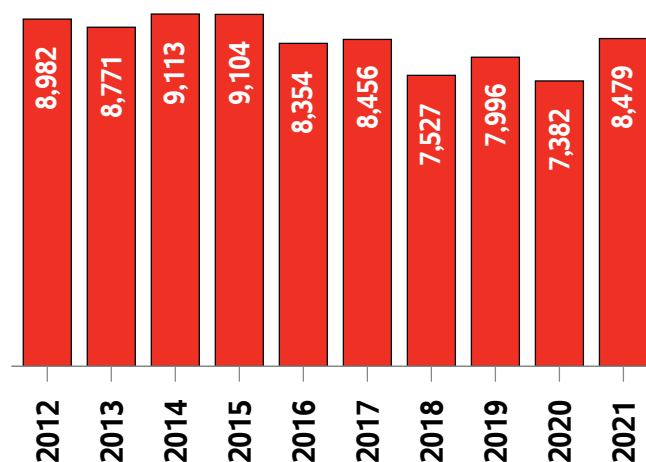
Average Price and Median Price



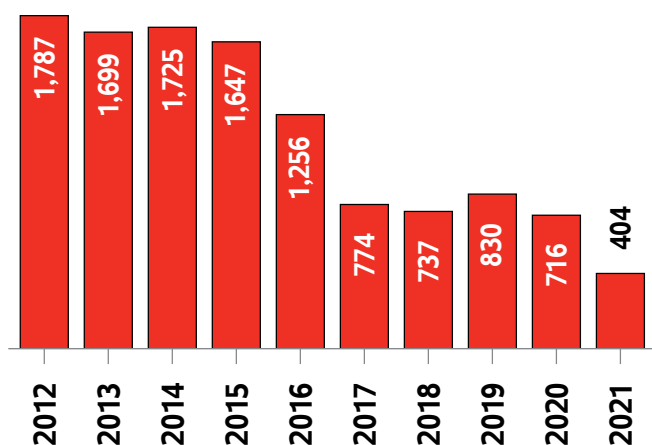
Sales Activity (October Year-to-date)



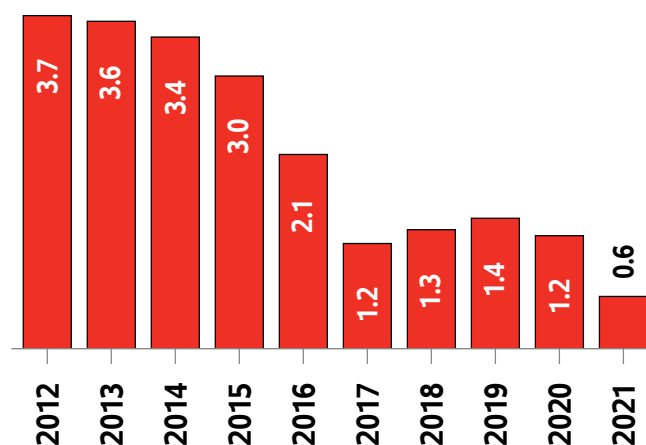
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	24	-31.4	41.2	50.0	118.2	26.3	60.0
Dollar Volume	\$18,444,000	4.7	128.4	169.0	395.4	339.9	525.8
New Listings	31	-6.1	19.2	34.8	24.0	-31.1	-18.4
Active Listings	34	13.3	-40.4	-44.3	-57.5	-77.0	-80.0
Sales to New Listings Ratio ¹	77.4	106.1	65.4	69.6	44.0	42.2	39.5
Months of Inventory ²	1.4	0.9	3.4	3.8	7.3	7.8	11.3
Average Price	\$768,500	52.7	61.8	79.3	127.1	248.2	291.1
Median Price	\$662,500	39.2	41.6	80.3	129.2	231.3	282.9
Sale to List Price Ratio	106.7	98.7	99.6	98.4	96.1	95.2	91.5
Median Days on Market	12.0	16.0	37.0	18.5	61.0	77.0	78.0
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	281	17.6	42.6	48.7	11.5	47.9	86.1
Dollar Volume	\$177,728,607	60.7	130.2	155.6	165.3	328.5	415.2
New Listings	344	6.5	1.5	25.1	-5.8	-19.4	-20.9
Active Listings ³	31	-37.6	-55.9	-44.3	-70.6	-78.4	-81.4
Sales to New Listings Ratio ⁴	81.7	74.0	58.1	68.7	69.0	44.5	34.7
Months of Inventory ⁵	1.1	2.1	3.6	3.0	4.2	7.6	11.2
Average Price	\$632,486	36.7	61.4	71.9	137.9	189.7	176.9
Median Price	\$620,000	42.5	69.6	87.9	158.3	210.0	210.0
Sale to List Price Ratio	106.2	99.9	98.9	98.3	96.4	95.1	94.4
Median Days on Market	10.0	16.0	25.0	17.0	48.0	59.5	72.0

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.

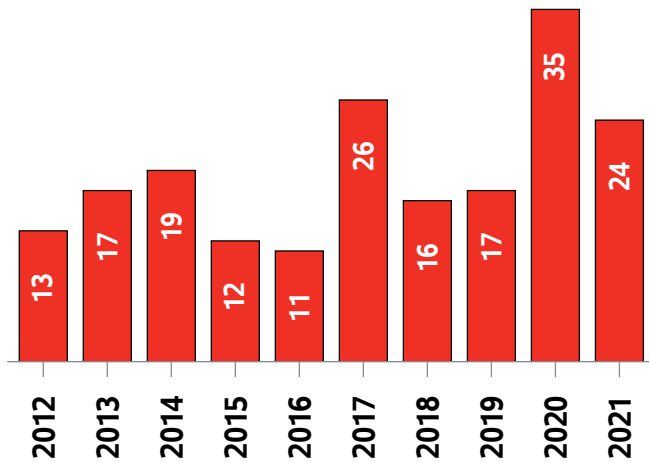
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

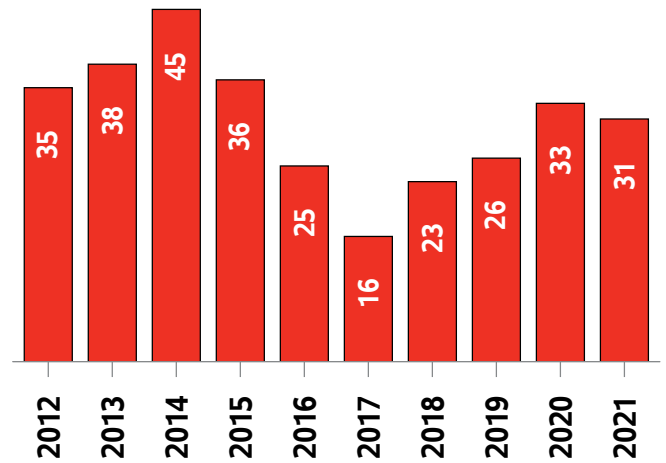
⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁶ 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.

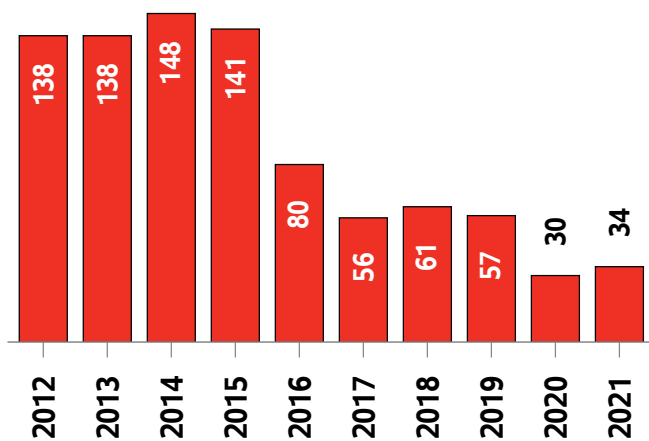
Sales Activity (October only)



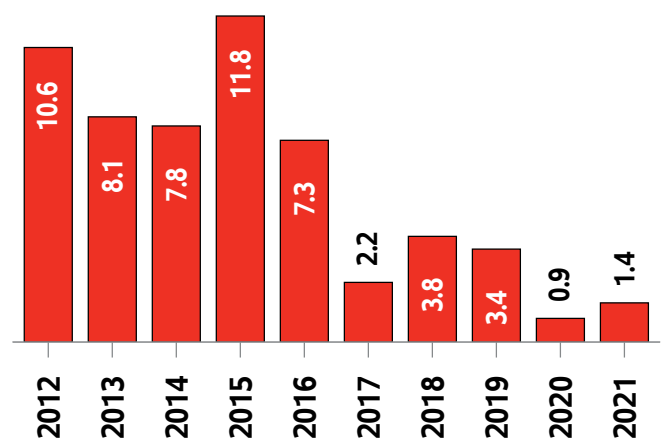
New Listings (October only)



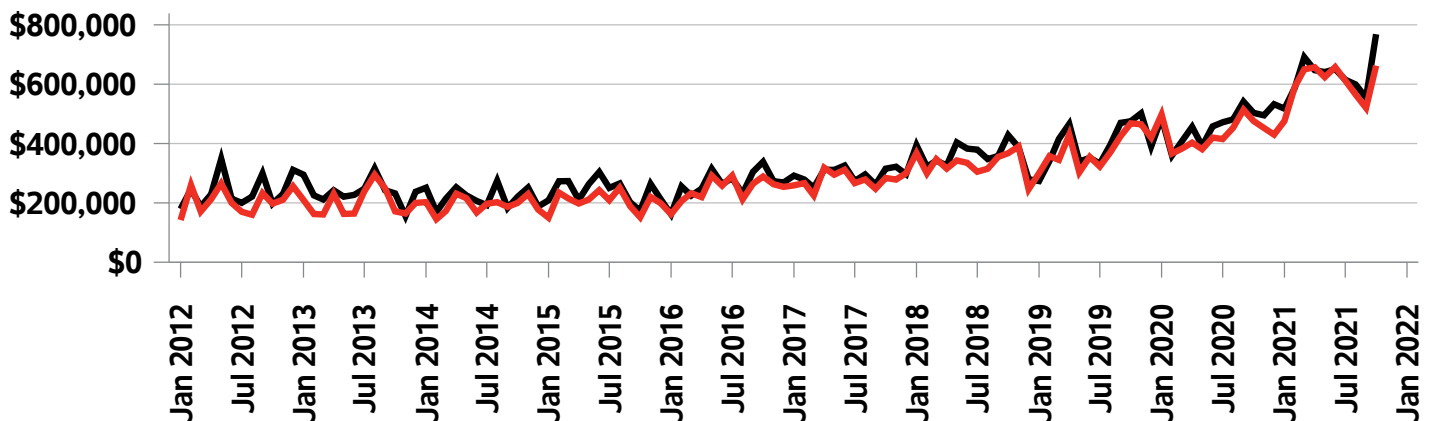
Active Listings (October only)



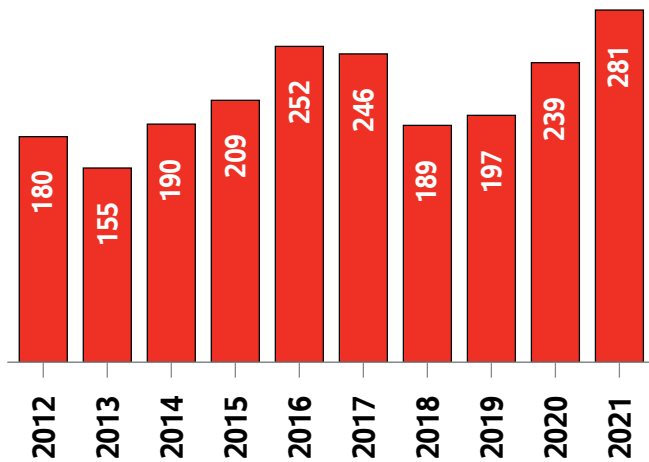
Months of Inventory (October only)



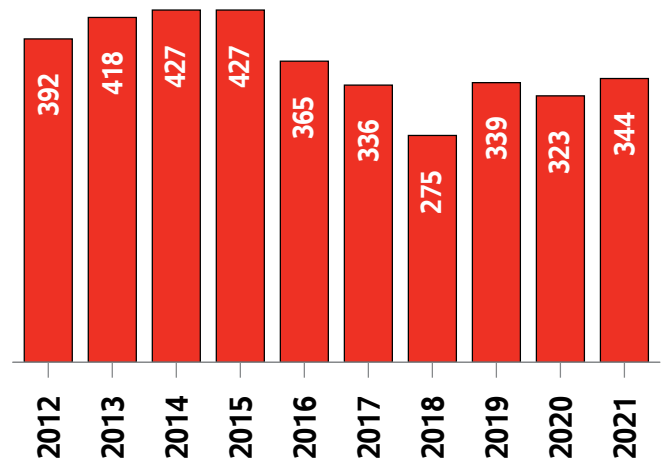
Average Price and Median Price



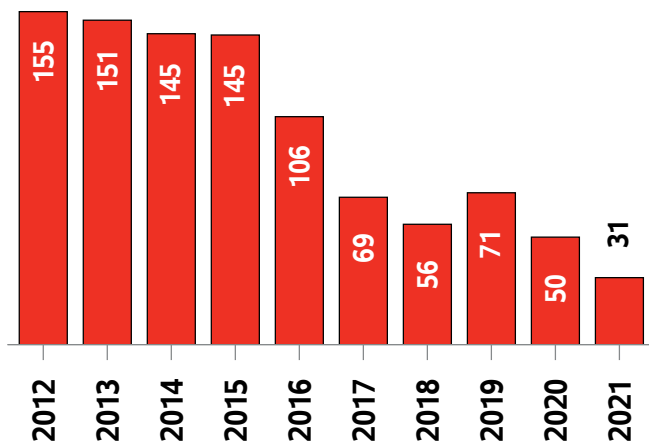
Sales Activity (October Year-to-date)



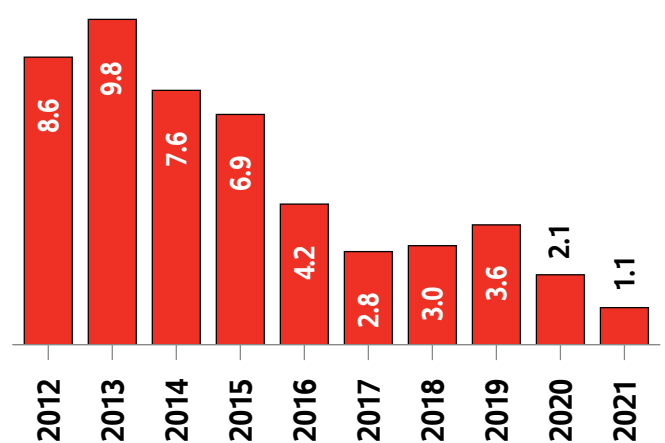
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	35	45.8	-14.6	40.0	9.4	94.4	45.8
Dollar Volume	\$33,447,137	57.4	69.2	156.5	165.0	378.4	419.0
New Listings	34	-10.5	0.0	0.0	-2.9	-47.7	-10.5
Active Listings	35	-50.0	-60.7	-43.5	-58.8	-77.3	-73.7
Sales to New Listings Ratio ¹	102.9	63.2	120.6	73.5	91.4	27.7	63.2
Months of Inventory ²	1.0	2.9	2.2	2.5	2.7	8.6	5.5
Average Price	\$955,632	7.9	98.2	83.2	142.3	146.0	255.9
Median Price	\$840,000	0.0	86.7	57.9	138.8	120.8	285.3
Sale to List Price Ratio	105.8	101.0	100.3	100.8	99.3	97.2	96.7
Median Days on Market	12.0	22.5	24.0	11.0	30.0	25.5	47.5
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	331	35.1	10.7	21.2	19.9	31.3	72.4
Dollar Volume	\$291,896,673	78.6	83.8	106.5	173.7	204.9	365.5
New Listings	428	12.6	-12.5	10.9	-12.1	-22.9	-3.6
Active Listings ³	36	-55.7	-64.7	-46.7	-68.9	-77.2	-71.4
Sales to New Listings Ratio ⁴	77.3	64.5	61.1	70.7	56.7	45.4	43.2
Months of Inventory ⁵	1.1	3.3	3.4	2.4	4.1	6.2	6.5
Average Price	\$881,863	32.2	66.0	70.3	128.2	132.2	170.0
Median Price	\$825,000	32.0	69.4	71.9	139.1	142.6	187.4
Sale to List Price Ratio	110.0	101.6	100.7	100.8	98.7	97.4	97.0
Median Days on Market	7.0	13.0	14.0	13.0	28.0	37.0	34.5

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.

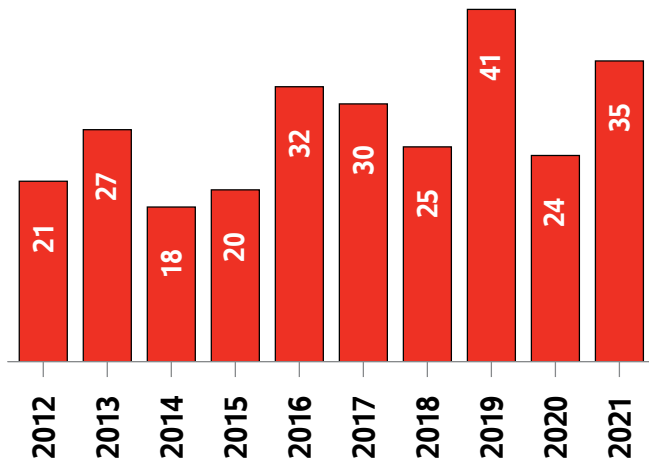
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

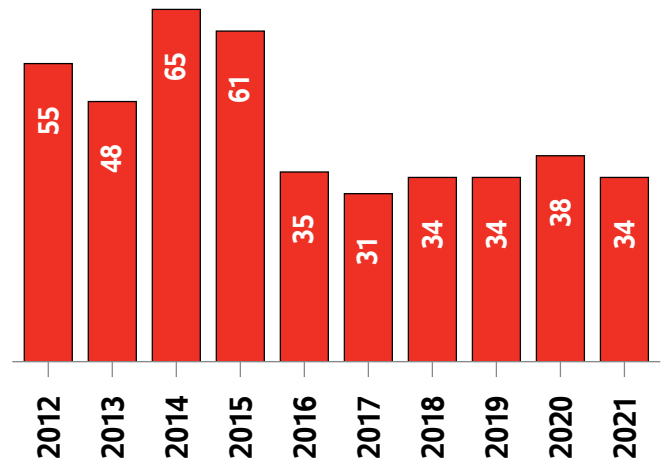
⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁶ 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.

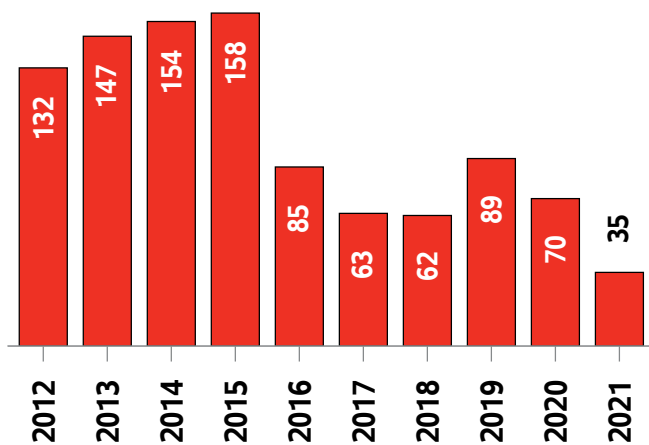
Sales Activity (October only)



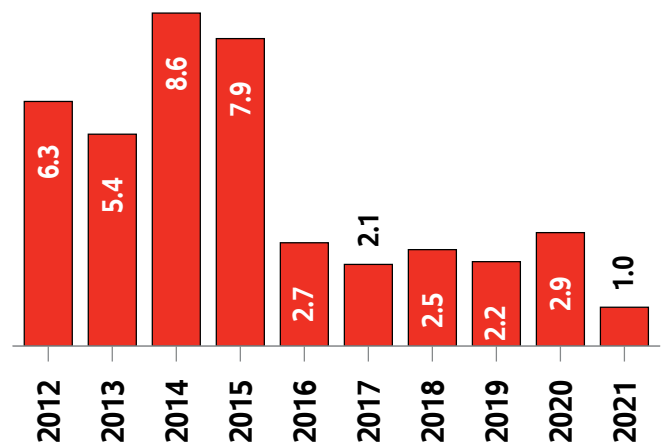
New Listings (October only)



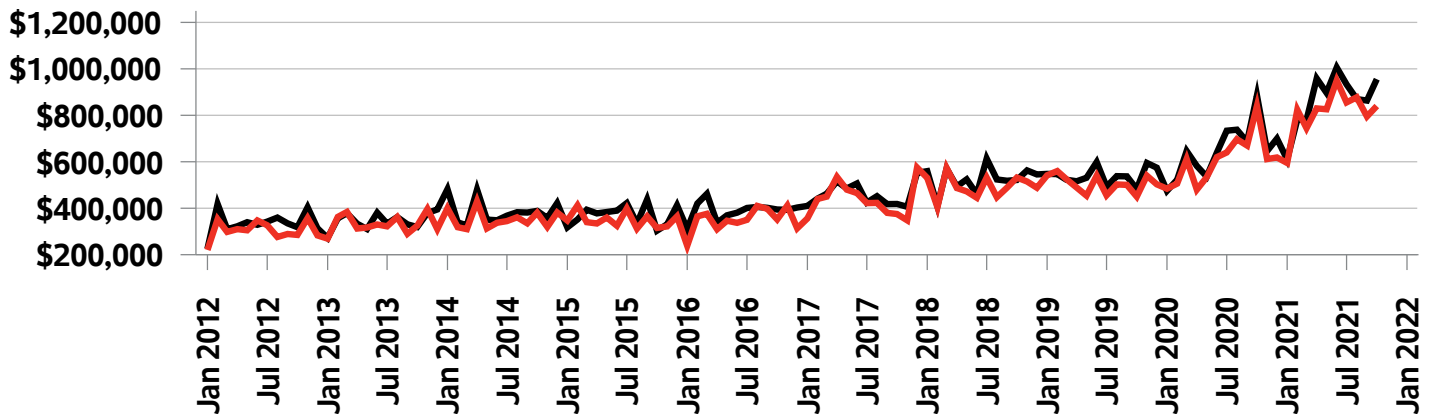
Active Listings (October only)



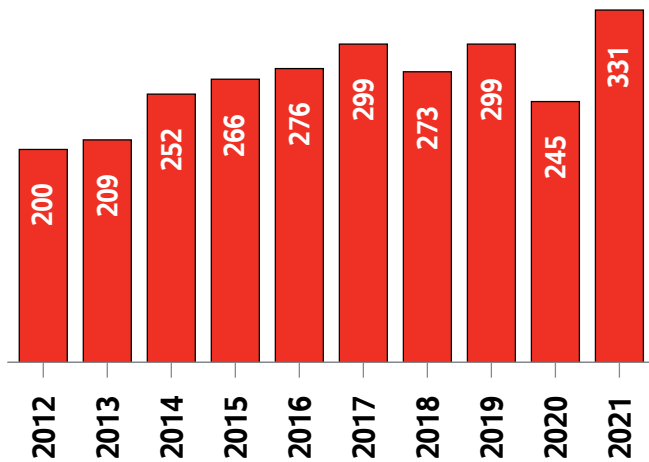
Months of Inventory (October only)



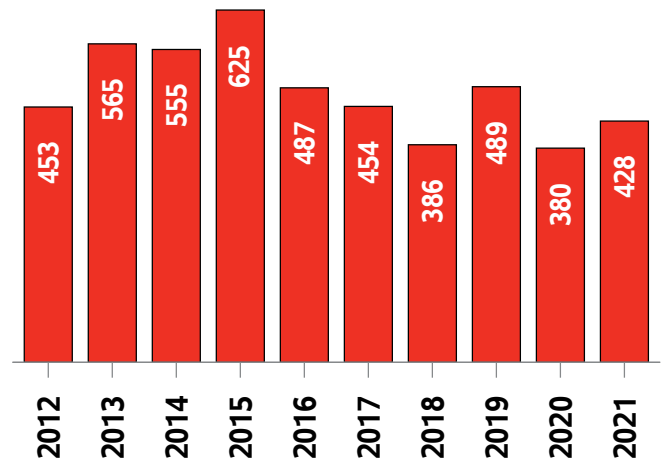
Average Price and Median Price



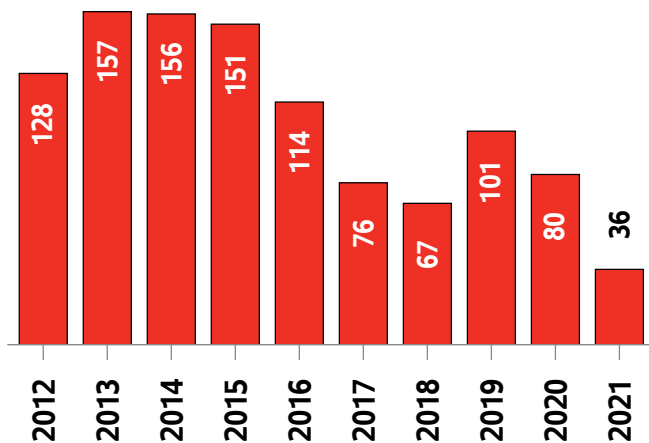
Sales Activity (October Year-to-date)



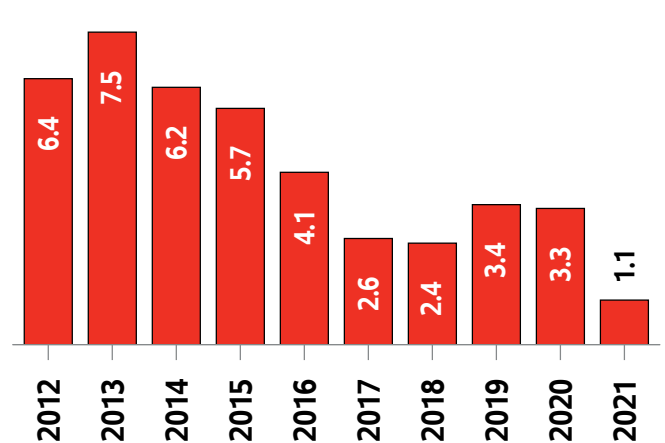
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	36	-26.5	50.0	5.9	28.6	89.5	111.8
Dollar Volume	\$25,732,624	6.3	144.3	105.9	223.9	520.6	604.5
New Listings	45	-13.5	-21.1	-4.3	9.8	0.0	28.6
Active Listings	34	-38.2	-70.7	-63.8	-58.0	-73.4	-73.2
Sales to New Listings Ratio ¹	80.0	94.2	42.1	72.3	68.3	42.2	48.6
Months of Inventory ²	0.9	1.1	4.8	2.8	2.9	6.7	7.5
Average Price	\$714,795	44.6	62.9	94.5	151.9	227.5	232.7
Median Price	\$607,800	21.6	41.7	66.8	124.3	158.6	176.3
Sale to List Price Ratio	104.0	106.5	100.8	98.8	97.8	95.6	96.4
Median Days on Market	12.5	7.0	27.0	27.0	24.5	45.0	50.0
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	408	1.2	14.3	27.9	19.0	43.7	63.9
Dollar Volume	\$257,895,757	35.2	71.0	130.6	185.0	280.5	369.7
New Listings	474	-8.0	-14.6	2.6	-4.2	-8.7	-2.9
Active Listings ³	31	-64.9	-66.5	-58.5	-70.6	-78.9	-77.1
Sales to New Listings Ratio ⁴	86.1	78.3	64.3	69.0	69.3	54.7	51.0
Months of Inventory ⁵	0.8	2.2	2.6	2.4	3.1	5.2	5.5
Average Price	\$632,097	33.5	49.7	80.3	139.6	164.9	186.7
Median Price	\$600,000	33.3	50.0	81.9	138.1	160.9	185.7
Sale to List Price Ratio	111.4	102.4	100.2	100.3	97.2	96.8	97.1
Median Days on Market	7.0	11.0	13.0	13.0	28.0	46.0	41.0

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.

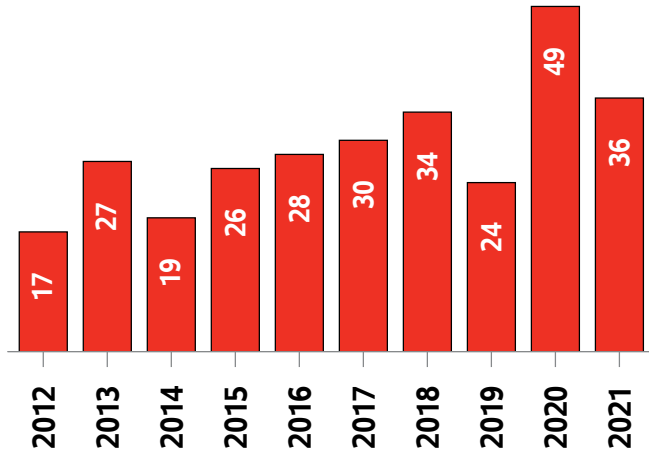
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

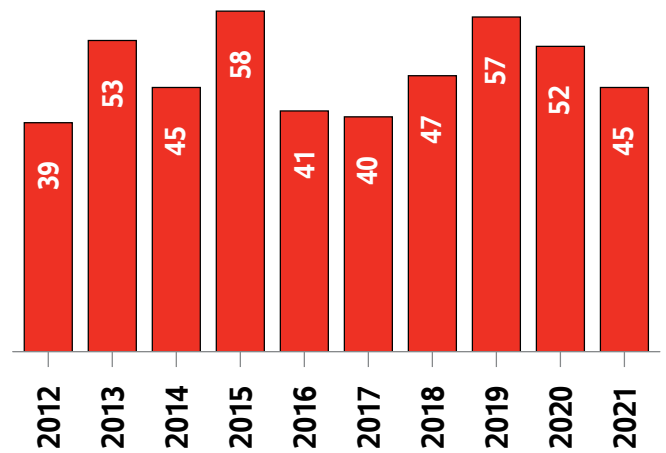
⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁶ 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.

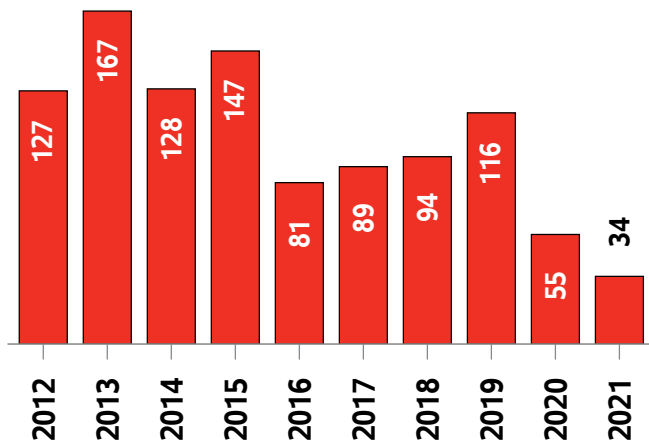
Sales Activity (October only)



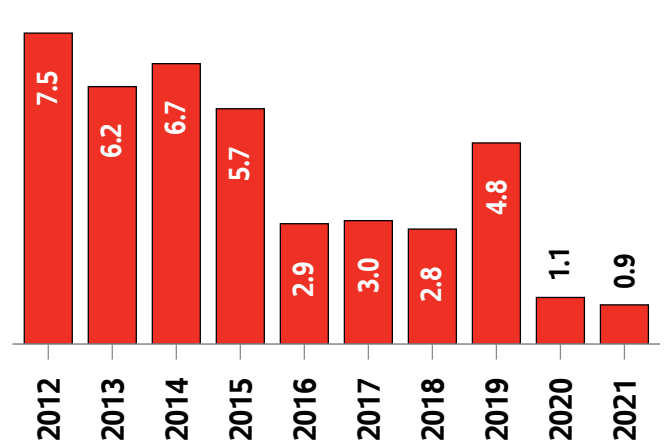
New Listings (October only)



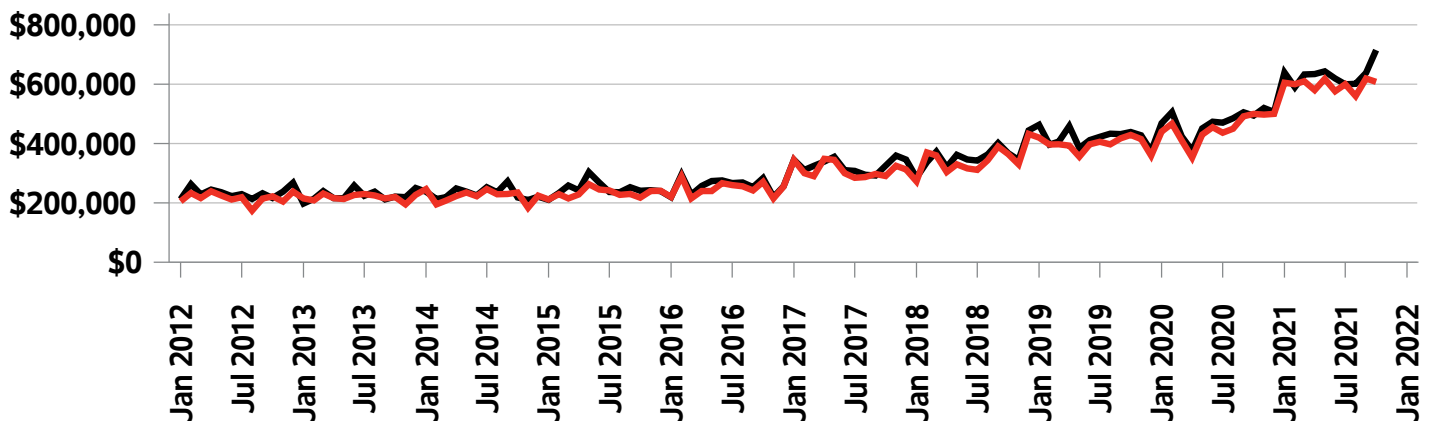
Active Listings (October only)



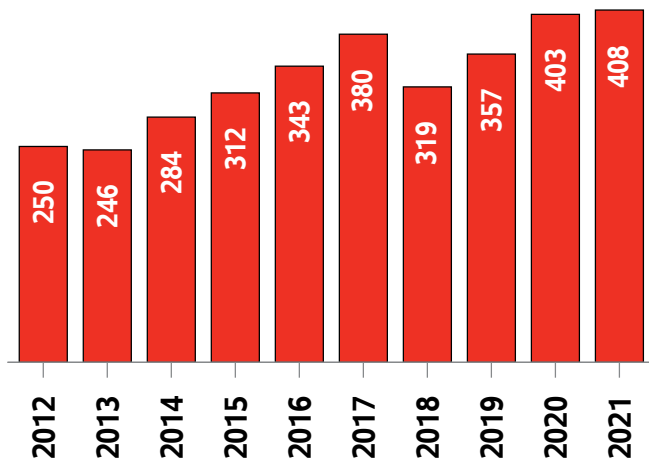
Months of Inventory (October only)



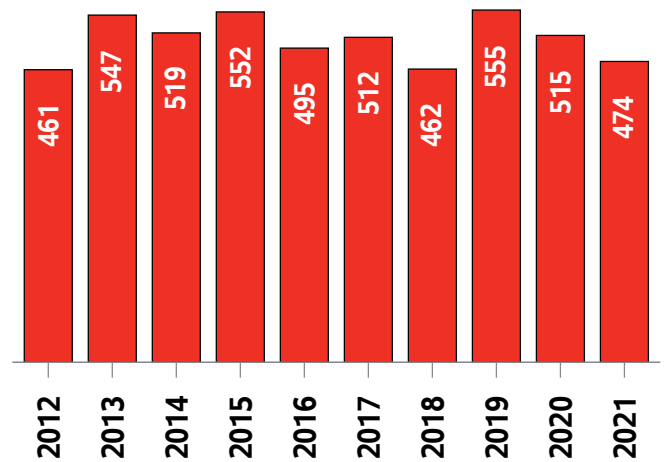
Average Price and Median Price



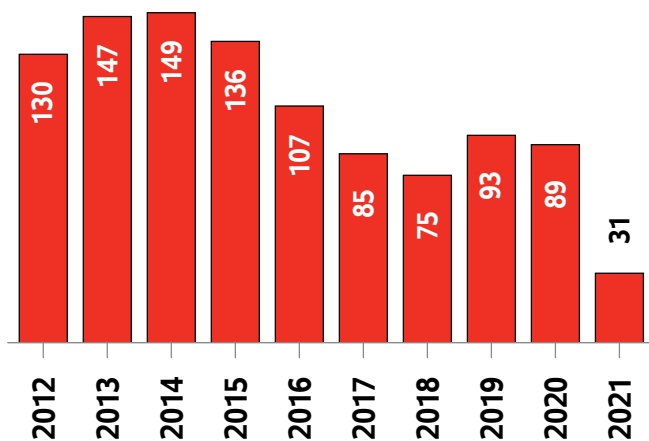
Sales Activity (October Year-to-date)



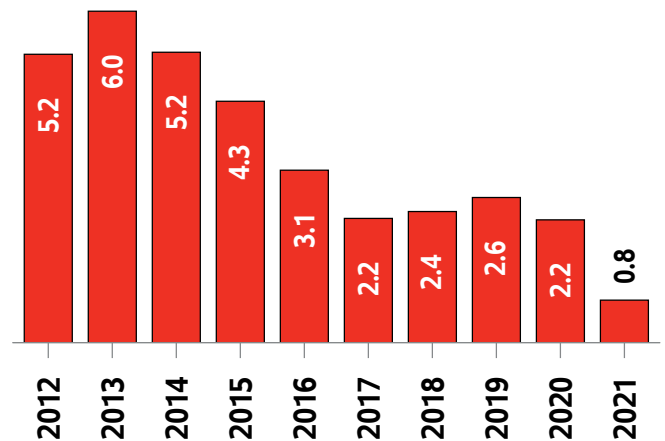
New Listings (October Year-to-date)



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 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	78	16.4	0.0	18.2	-1.3	62.5	62.5
Dollar Volume	\$46,294,353	57.7	72.6	120.6	160.6	383.5	450.0
New Listings	80	-5.9	3.9	0.0	2.6	-4.8	6.7
Active Listings	31	-26.2	-52.3	-56.3	-76.3	-86.7	-86.0
Sales to New Listings Ratio ¹	97.5	78.8	101.3	82.5	101.3	57.1	64.0
Months of Inventory ²	0.4	0.6	0.8	1.1	1.7	4.9	4.6
Average Price	\$593,517	35.5	72.6	86.7	163.9	197.5	238.4
Median Price	\$580,950	35.1	80.2	91.4	178.8	225.9	242.7
Sale to List Price Ratio	108.2	106.8	99.9	100.4	98.4	97.9	96.8
Median Days on Market	7.0	7.0	15.0	10.0	15.0	24.5	42.5
Year-to-date	October 2021	Compared to ⁶					
		October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	770	17.7	14.1	11.4	11.1	33.0	36.5
Dollar Volume	\$418,691,475	59.1	79.6	102.3	167.2	258.6	302.1
New Listings	870	15.8	10.1	9.4	1.8	-7.8	-8.2
Active Listings ³	36	-33.9	-47.5	-47.2	-73.6	-84.6	-85.1
Sales to New Listings Ratio ⁴	88.5	87.1	85.4	86.9	81.1	61.3	59.5
Months of Inventory ⁵	0.5	0.8	1.0	1.0	2.0	4.0	4.3
Average Price	\$543,755	35.1	57.4	81.6	140.5	169.6	194.5
Median Price	\$530,000	35.9	60.6	82.8	142.6	173.2	196.1
Sale to List Price Ratio	110.8	103.0	101.0	101.4	98.1	96.8	97.3
Median Days on Market	7.0	8.0	11.0	10.0	23.0	37.0	36.0

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.

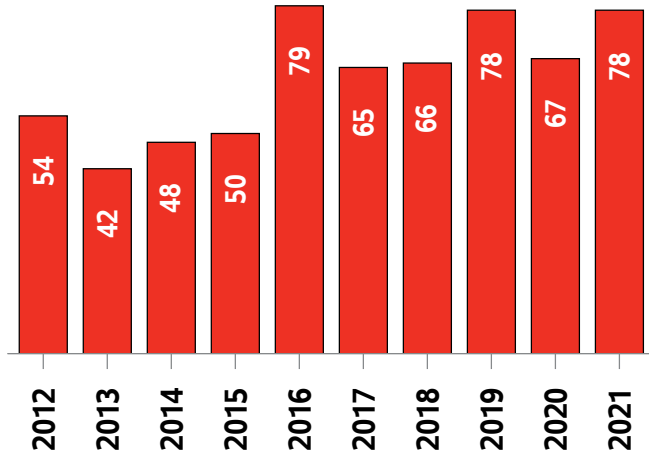
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

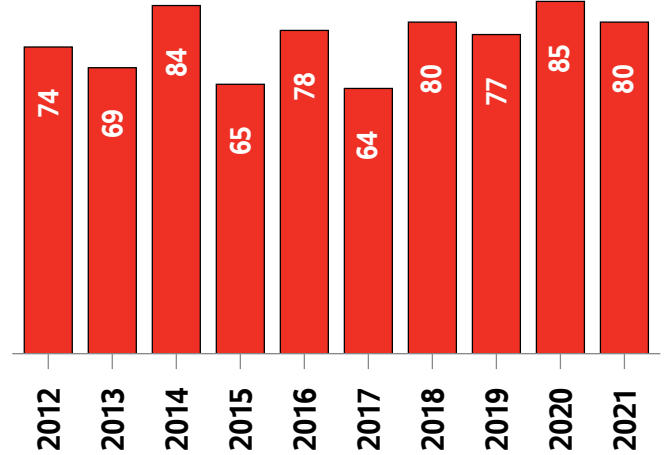
⁵ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁶ 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.

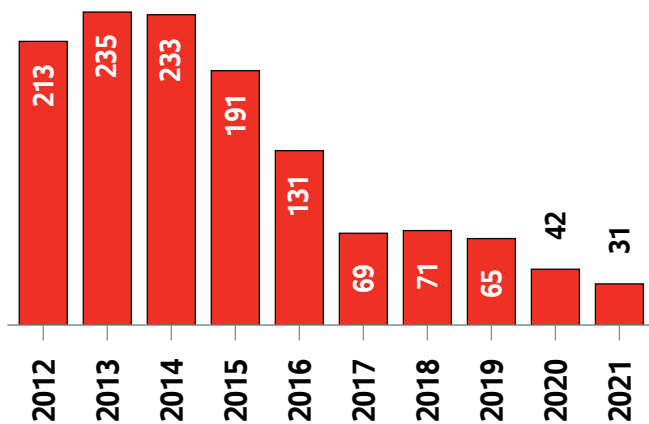
Sales Activity (October only)



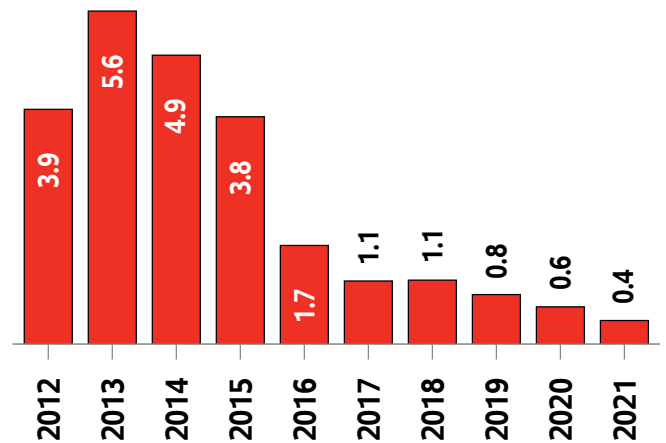
New Listings (October only)



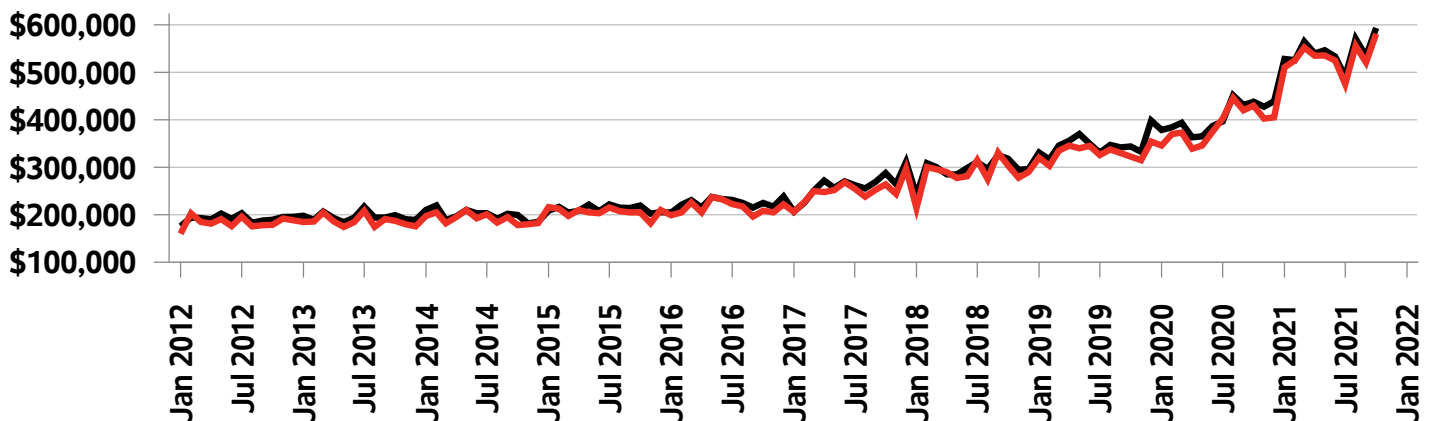
Active Listings (October only)



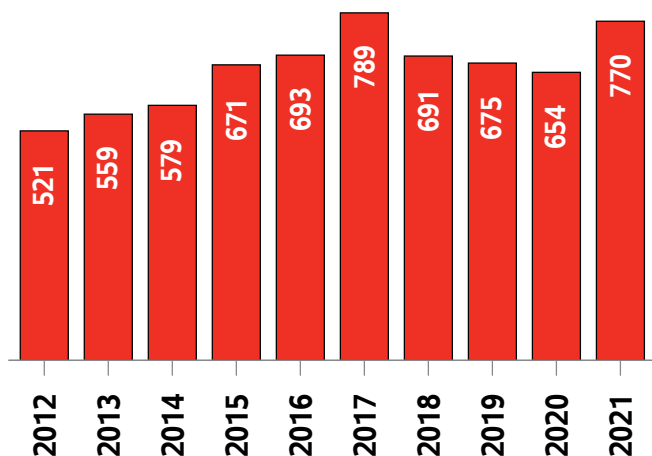
Months of Inventory (October only)



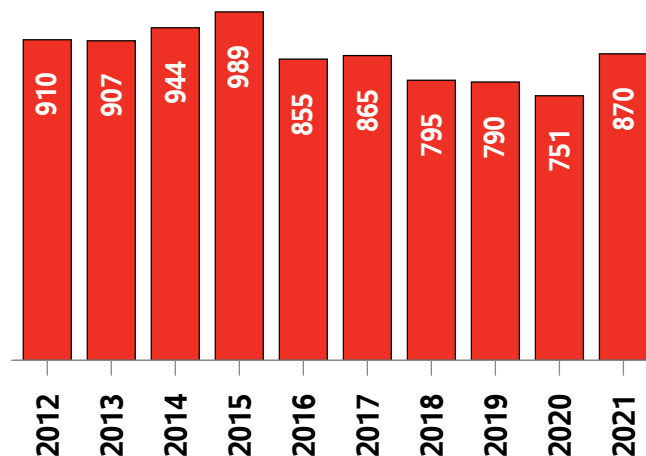
Average Price and Median Price



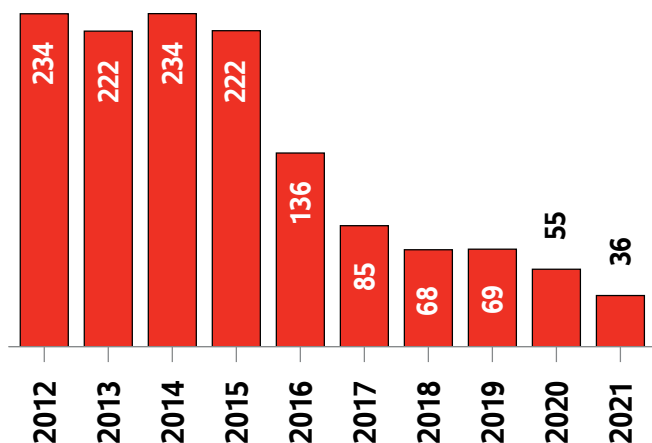
Sales Activity (October Year-to-date)



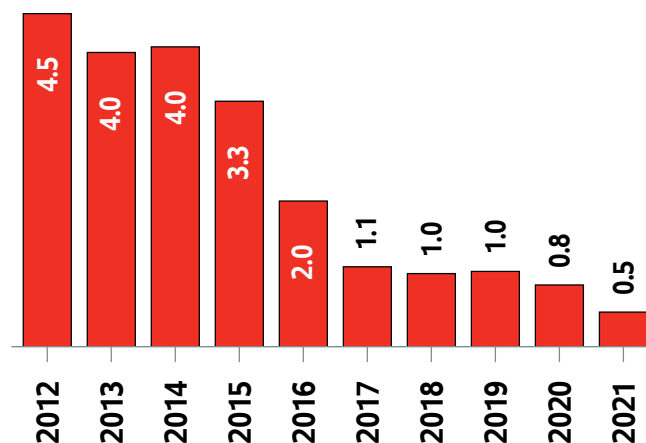
New Listings (October Year-to-date)



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.