



London and St. Thomas Residential Market Activity and MLS® Home Price Index Report February 2022



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

FEBRUARY 2022 LONDON & ST. THOMAS

MARKET UPDATE

MARKET SUMMARY

\$825,221

AVERAGE SALE PRICE



1021

NEW LISTINGS



0.5

MONTHS OF INVENTORY



813

UNITS SOLD



AVERAGE HOUSING PRICES COMPARED TO 2021

+35.5%



\$958,599

LONDON NORTH

+28.9%



\$838,023

LONDON SOUTH

+37.8%



\$645,707

LONDON EAST

*Stats provided by LSTAR

STREETCITY
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News Release

Thursday, March 3rd, 2022

For Comment: Randy Pawlowski, 519-661-7578

For Background: Bill Madder, 519-641-1400



Home Prices Continue to Climb in February

London, ON – 813 homes traded hands in February 2022 in the jurisdiction of the London and St. Thomas Association of REALTORS®, only 8 units less than in the second month of 2021, which was LSTAR’s best February for home sales ever.

“Even though last month our residential transactions fell short by a few units from reaching a new peak, February 2022 succeeded to set quite a few new records,” says Randy Pawlowski, 2022 LSTAR President. “This was the February with the highest number of new listings in the history of LSTAR, but also the one with the lowest housing inventory and the lowermost number of active listings at month-end,” he continued.

1,021 new listings came on the market this month, but only 408 were still active as of February 28. The number of inventory months remained at 0.5 - unchanged from the previous month.

“These numbers illustrate perfectly the acute imbalance between the high demand for homes in our area and the severe housing supply shortage we’re facing,” Pawlowski emphasized. “In such conditions, average prices and benchmark prices can’t go anywhere else, but up,” he added.

In February, the overall average price for all home types in our area was \$825,221, whereas LSTAR’s composite MLS® Home Price Index Benchmark Price sat at \$749,000.

During the same month, while the Sales-to-New-Listings ratio for LSTAR’s entire jurisdiction was a bit lower than in February 2021 - 79.6% last month versus 86.2% in February 2021, the Sale-to-List-Price ratio increased by 9% over the same period, reaching a new record high of 123%.

“These percentages show how firmly anchored our local real estate market is in Sellers’ territory and how much the home Buyers are willing to go over the asking price to get in the market,” Pawlowski said.

The following table shows how February’s average sales prices in LSTAR’s five main regions compare to the benchmark prices for the same areas.

Area	February 2022 MLS® HPI Benchmark Price	February 2022 Average Price
Central Elgin	\$813,400	\$974,715
London East	\$651,300	\$645,707
London North	\$879,100	\$958,599
London South	\$742,200	\$838,023
Middlesex Centre	\$1,072,600	\$993,602
St. Thomas	\$663,000	\$731,584
Strathroy-Caradoc	\$840,600	\$817,870
LSTAR	\$749,000	\$825,221

The single-family home remains on top of the local home buyers’ preferences, followed by condo townhouses and apartments.

“572 single-family homes, 127 condo townhouses, and 75 apartments were sold last month in our area. All these house types saw substantial price gains. In February, the average price for a single-family home in LSTAR’s jurisdiction was \$904,800, that of a condo - \$680,358, and the overall average price for an apartment - \$474,322.” Pawlowski added.

The following table shows the February 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	February 2022	Change over February 2021
LSTAR Composite	\$749,000	↑ 41.2%
LSTAR Single-Family	\$815,600	↑ 38.3%
LSTAR One Storey	\$733,500	↑ 42.6%
LSTAR Two Storey	\$891,900	↑ 35.2%
LSTAR Townhouse	\$594,500	↑ 52.5%
LSTAR Apartment	\$400,700	↑ 64.6%

“The latest increases in the HPI benchmark prices and average sale prices place LSTAR somewhere in the middle of the Canadian home affordability scale,” Pawlowski noted. The following table is based on data provided by the Canadian Real Estate Association (CREA) for February 1st, 2022.

Area	MLS® Home Price Index Benchmark Price
Oakville - Milton	\$1,709,100
Mississauga	\$1,356,600
Greater Toronto	\$1,340,000
Fraser Valley	\$1,316,300
Greater Vancouver	\$1,313,400
Hamilton-Burlington	\$1,128,800
Cambridge	\$1,006,900
Guelph & District	\$983,800
Kitchener-Waterloo	\$974,600
Victoria	\$944,500
Barrie & District	\$940,600
Brantford Region	\$821,200
Niagara Region	\$798,100
London St. Thomas	\$749,000
Woodstock-Ingersoll	\$732,500
Ottawa	\$730,300
Huron - Perth	\$615,300
Calgary	\$484,000
Edmonton	\$348,900
Winnipeg	\$342,400
Saskatoon	\$330,600
CANADA	\$869,300

According to a research report¹ by Altus Group, 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. "This means that our February home sales could bring almost 60 million to the local economy over the next three years, which demonstrates the important role the real estate industry can play in the economic recovery of our region," Pawlowski concluded.

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.

¹Economic Impacts of MLS® Systems Home Sales and Purchases in Canada and the Provinces, Altus Group, 2019

Actual	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	813	-1.0	25.7	54.3	13.7	60.4	32.0
Dollar Volume	\$670,904,996	32.9	131.7	215.0	199.5	443.9	355.6
New Listings	1,021	7.2	12.3	29.6	15.9	3.7	-13.7
Active Listings	408	-11.1	-63.2	-61.4	-65.5	-82.5	-84.0
Sales to New Listings Ratio ¹	79.6	86.2	71.2	66.9	81.2	51.5	52.1
Months of Inventory ²	0.5	0.6	1.7	2.0	1.7	4.6	4.1
Average Price	\$825,221	34.2	84.4	104.2	163.4	239.2	245.2
Median Price	\$777,000	32.5	82.8	104.5	169.8	253.2	267.0
Sale to List Price Ratio ³	123.0	114.0	103.9	103.3	100.6	97.6	97.5
Median Days on Market	7.0	6.0	8.0	9.0	16.0	26.0	29.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	1,347	-1.8	18.1	36.3	10.7	44.4	31.4
Dollar Volume	\$1,093,080,380	30.2	115.8	181.0	191.4	379.4	358.8
New Listings	1,690	5.7	-2.8	10.8	1.1	-15.4	-28.1
Active Listings ⁴	346	-20.3	-67.3	-65.1	-70.2	-84.7	-85.9
Sales to New Listings Ratio ⁵	79.7	85.7	65.6	64.8	72.8	46.7	43.6
Months of Inventory ⁶	0.5	0.6	1.9	2.0	1.9	4.9	4.8
Average Price	\$811,492	32.5	82.8	106.1	163.3	232.1	249.1
Median Price	\$770,000	32.8	82.9	111.0	174.1	242.4	271.1
Sale to List Price Ratio ⁷	121.2	112.6	103.0	102.8	100.0	97.4	97.3
Median Days on Market	7.0	6.0	9.0	9.0	18.0	34.0	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.

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.

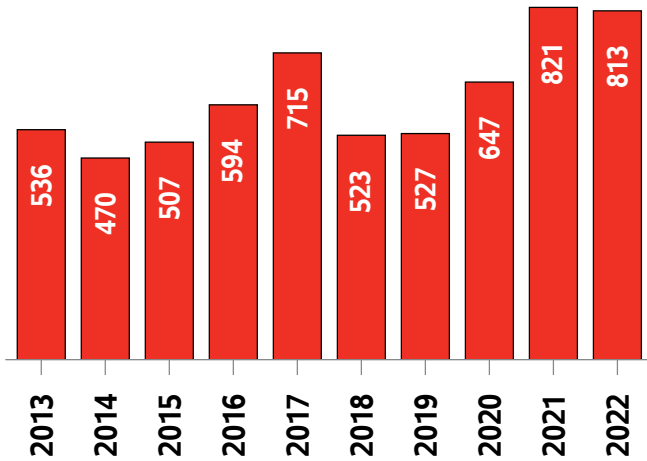
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

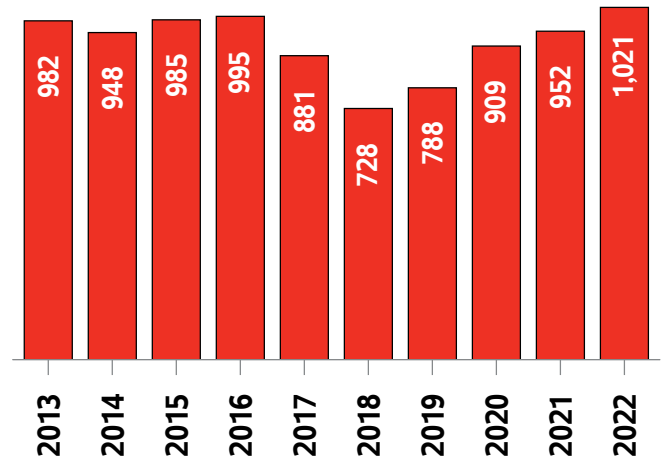
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

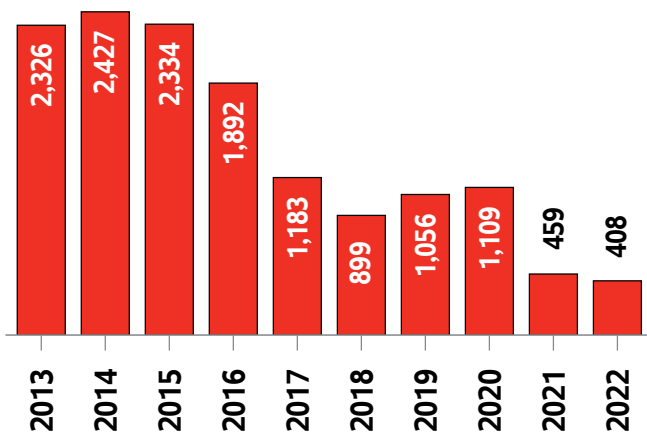
Sales Activity (February only)



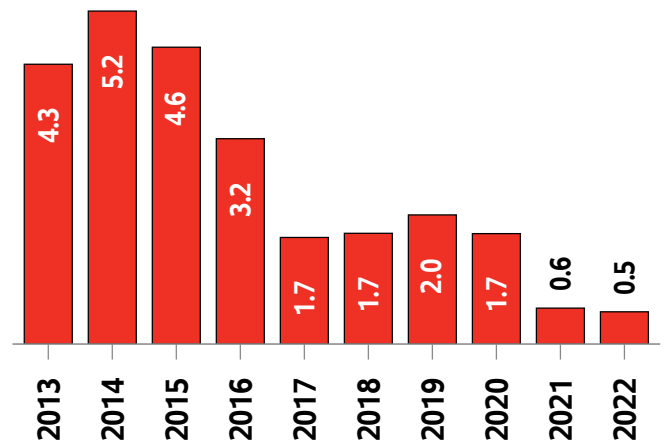
New Listings (February only)



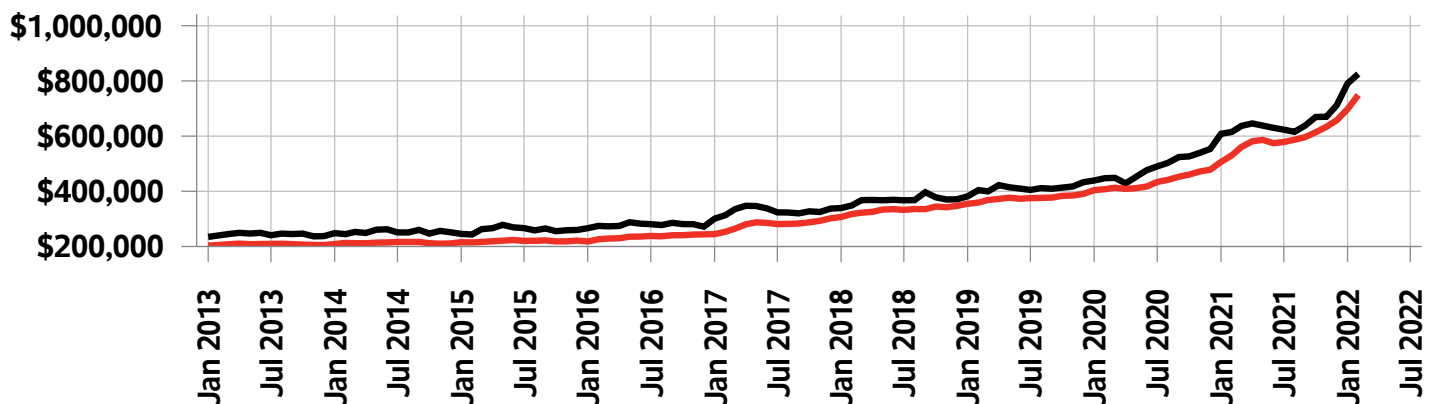
Active Listings (February only)



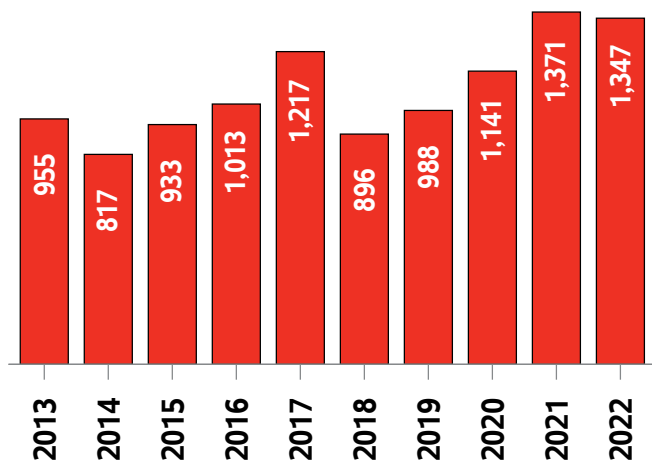
Months of Inventory (February only)



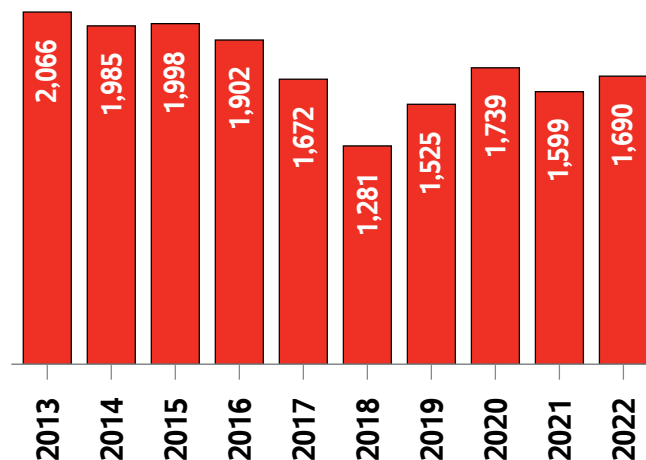
MLS® HPI Composite Benchmark Price and Average Price



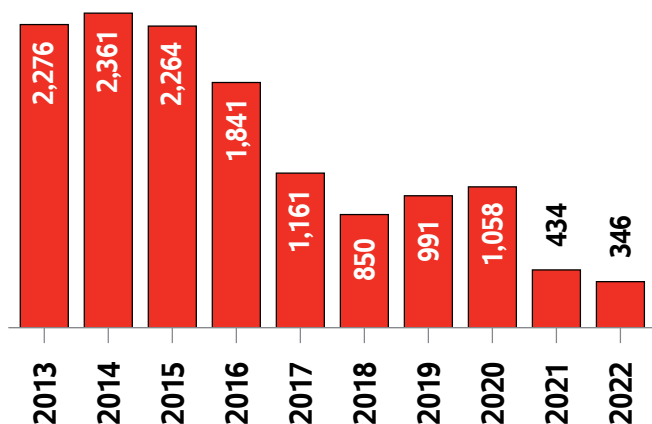
Sales Activity (February Year-to-date)



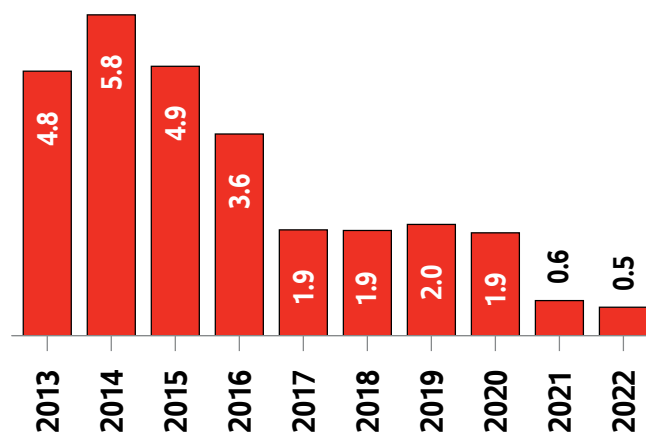
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	572	-5.0	30.6	50.1	2.7	44.1	19.9
Dollar Volume	\$517,545,379	27.8	138.9	209.9	174.9	394.1	316.0
New Listings	755	9.7	16.7	25.2	9.4	-0.8	-18.7
Active Listings	316	-2.5	-65.5	-63.8	-64.8	-81.9	-84.3
Sales to New Listings Ratio ¹	75.8	87.5	67.7	63.2	80.7	52.2	51.3
Months of Inventory ²	0.6	0.5	2.1	2.3	1.6	4.4	4.2
Average Price	\$904,800	34.5	82.9	106.4	167.7	242.9	246.9
Median Price	\$833,000	32.5	76.7	105.6	170.5	251.5	269.4
Sale to List Price Ratio ³	122.9	114.2	103.4	102.3	100.7	97.7	97.6
Median Days on Market	7.0	6.0	8.0	10.0	14.0	24.0	27.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	953	-6.7	21.2	29.8	1.4	30.9	18.7
Dollar Volume	\$852,005,312	24.6	121.3	172.3	171.8	344.5	321.2
New Listings	1,218	4.0	-3.4	2.4	-5.2	-20.4	-33.4
Active Listings ⁴	258	-17.9	-70.6	-68.6	-70.7	-84.8	-86.7
Sales to New Listings Ratio ⁵	78.2	87.2	62.3	61.7	73.2	47.6	43.9
Months of Inventory ⁶	0.5	0.6	2.2	2.2	1.9	4.6	4.8
Average Price	\$894,024	33.5	82.6	109.7	168.0	239.5	254.9
Median Price	\$825,457	31.8	76.9	107.9	172.4	240.7	266.9
Sale to List Price Ratio ⁷	121.1	112.5	102.5	102.2	100.1	97.5	97.4
Median Days on Market	7.0	6.0	10.0	9.0	15.0	31.0	33.0

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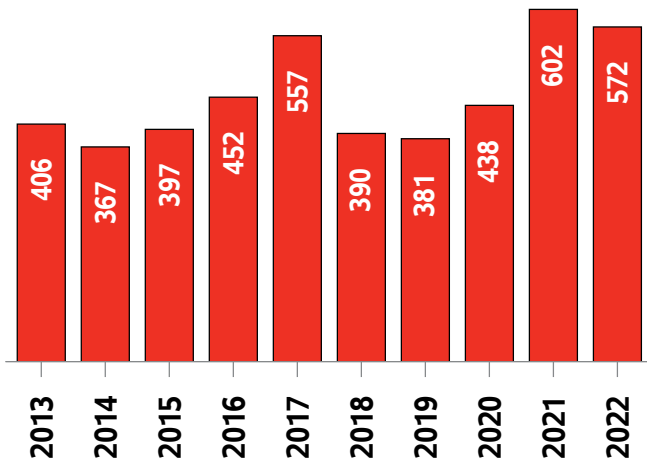
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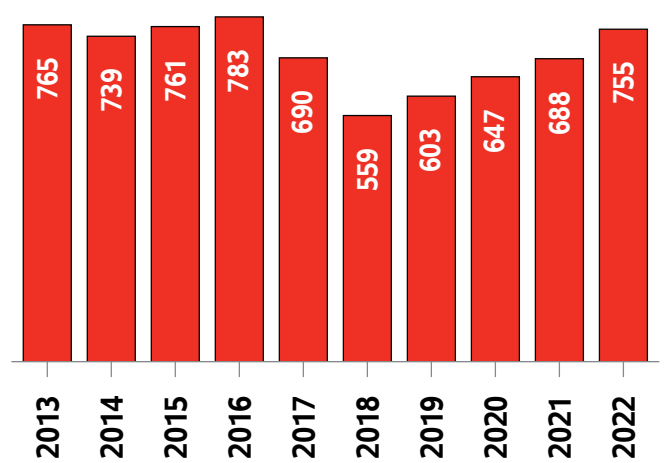
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

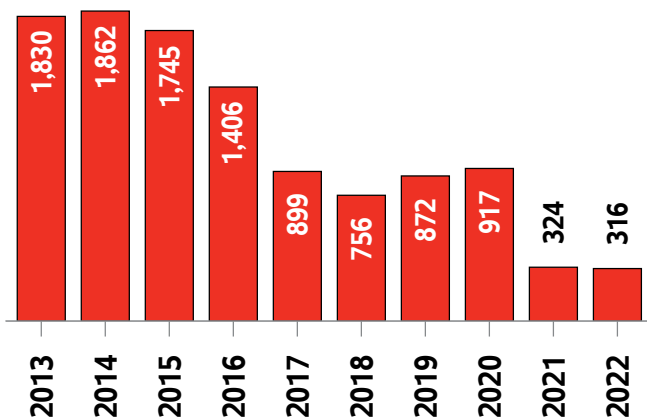
Sales Activity (February only)



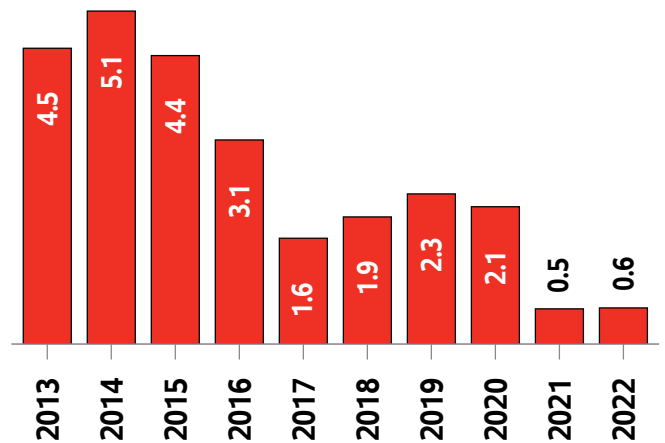
New Listings (February only)



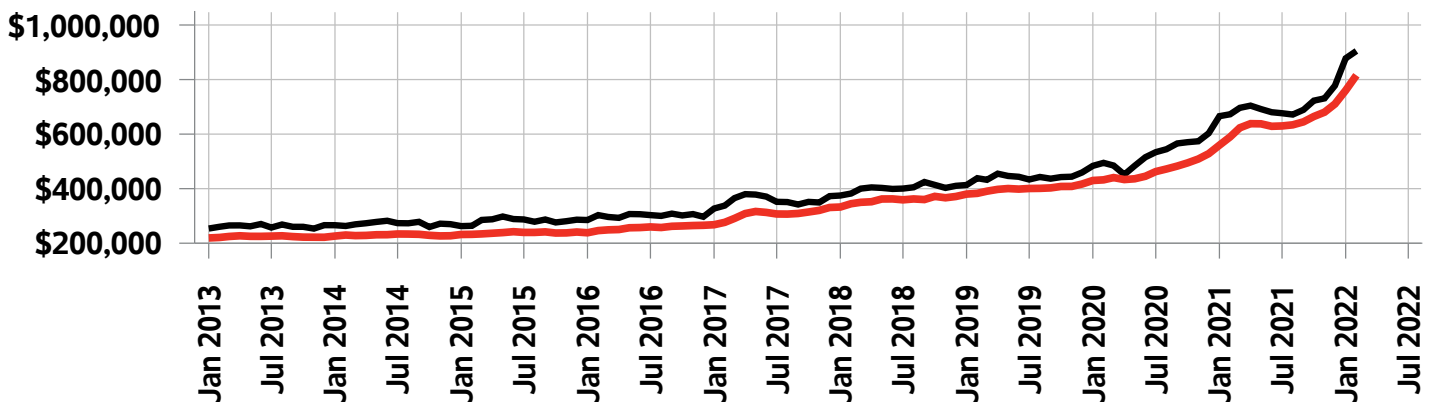
Active Listings (February only)



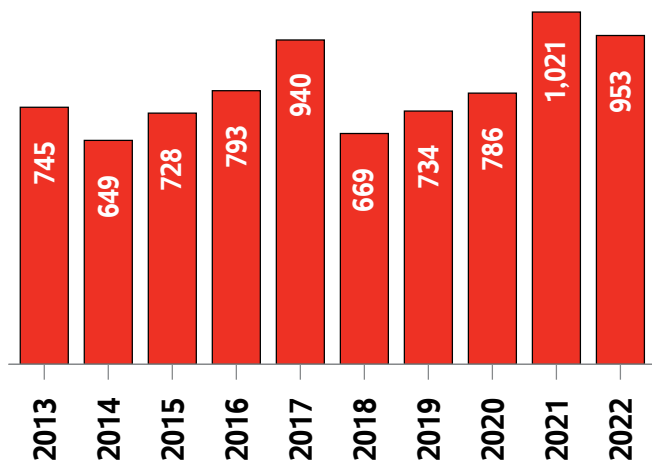
Months of Inventory (February only)



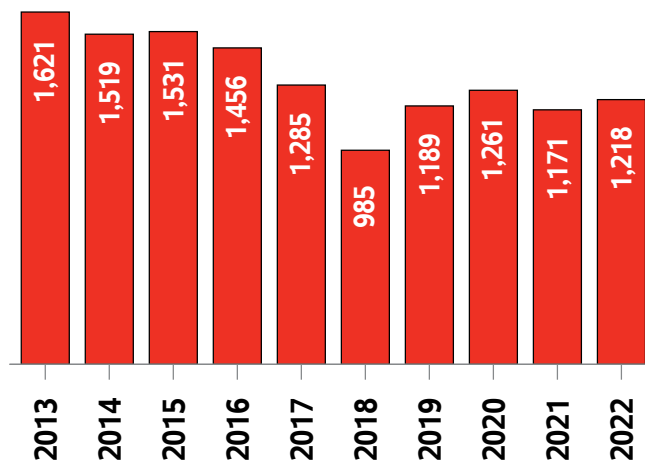
MLS® HPI Single Family Benchmark Price and Average Price



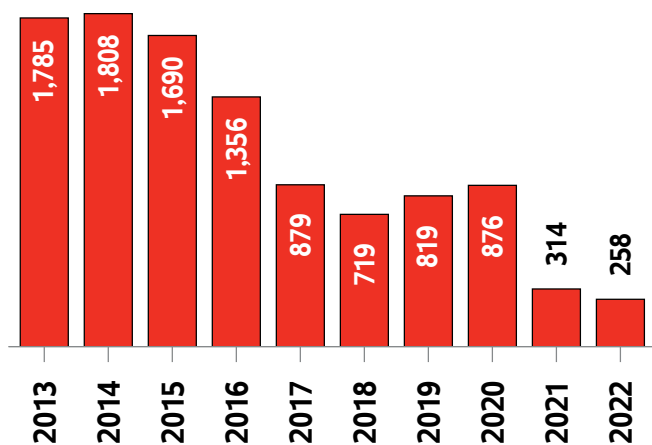
Sales Activity (February Year-to-date)



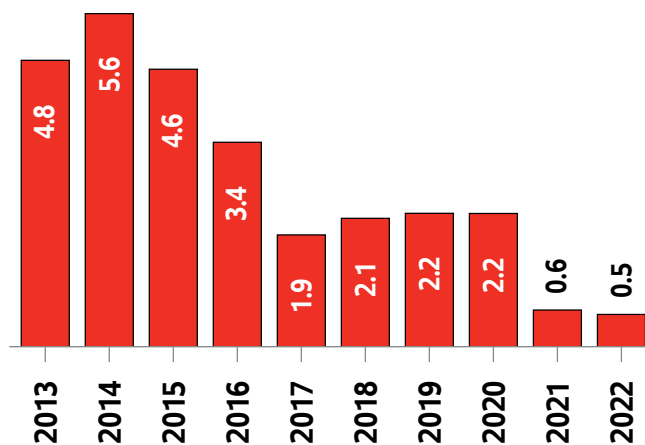
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	127	23.3	36.6	78.9	44.3	126.8	39.6
Dollar Volume	\$86,405,454	72.0	150.3	265.1	326.0	717.3	452.9
New Listings	146	18.7	46.0	53.7	36.4	35.2	-0.7
Active Listings	41	2.5	-14.6	-26.8	-55.4	-84.2	-85.0
Sales to New Listings Ratio ¹	87.0	83.7	93.0	74.7	82.2	51.9	61.9
Months of Inventory ²	0.3	0.4	0.5	0.8	1.0	4.6	3.0
Average Price	\$680,358	39.5	83.3	104.1	195.2	260.4	296.1
Median Price	\$660,000	40.4	80.8	125.3	196.8	313.8	337.1
Sale to List Price Ratio ³	128.4	119.1	106.7	107.2	102.0	97.4	97.8
Median Days on Market	6.0	5.0	6.0	7.0	15.5	34.5	32.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	201	25.6	36.7	64.8	21.1	86.1	50.0
Dollar Volume	\$134,262,978	72.8	151.8	246.1	265.5	557.9	487.9
New Listings	245	27.6	43.3	55.1	28.3	-0.4	-15.5
Active Listings ⁴	36	16.4	-22.8	-22.0	-58.5	-85.9	-86.6
Sales to New Listings Ratio ⁵	82.0	83.3	86.0	77.2	86.9	43.9	46.2
Months of Inventory ⁶	0.4	0.4	0.6	0.7	1.0	4.7	3.9
Average Price	\$667,975	37.6	84.2	110.0	201.9	253.5	291.9
Median Price	\$650,000	39.4	80.5	132.2	206.6	282.4	313.4
Sale to List Price Ratio ⁷	126.9	118.2	105.7	106.0	101.0	97.3	97.4
Median Days on Market	6.0	5.0	6.0	7.0	17.0	38.5	35.5

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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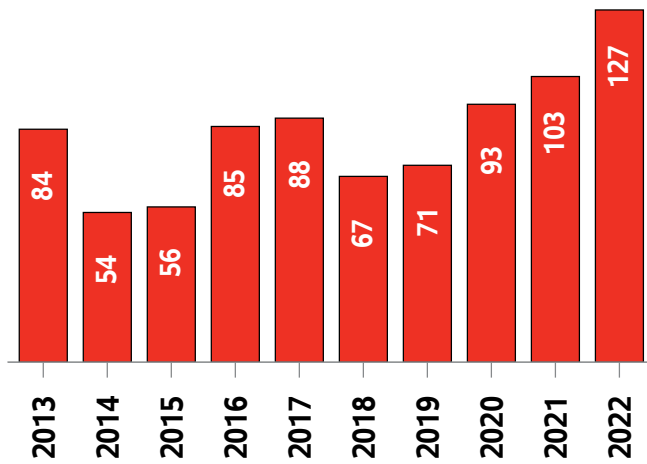
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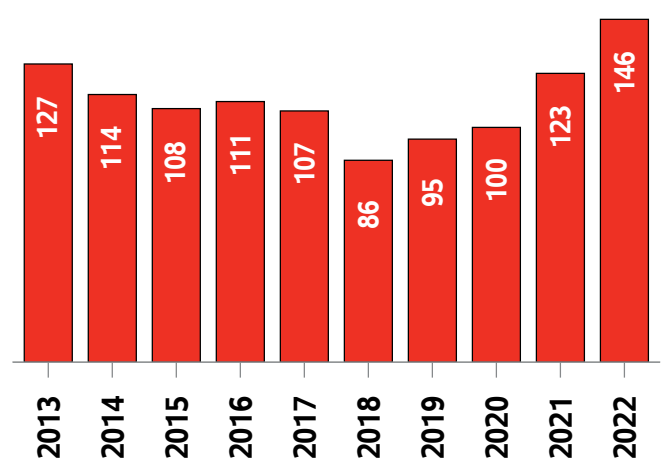
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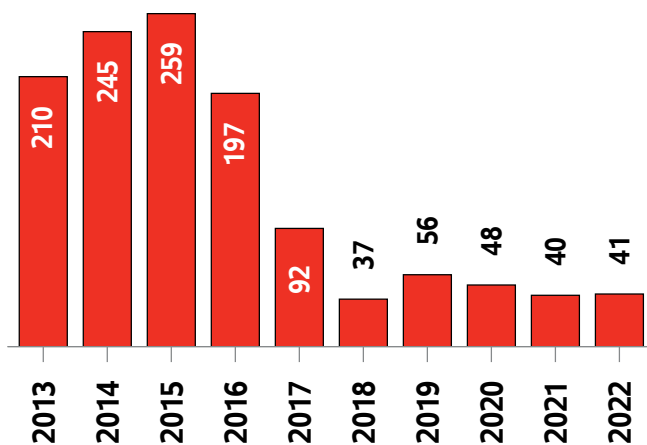
Sales Activity (February only)



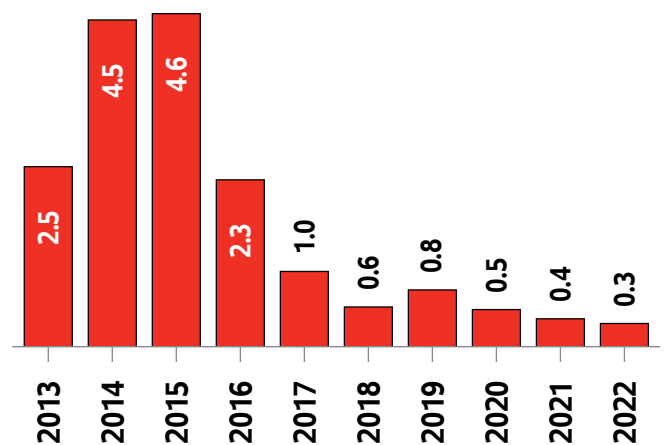
New Listings (February only)



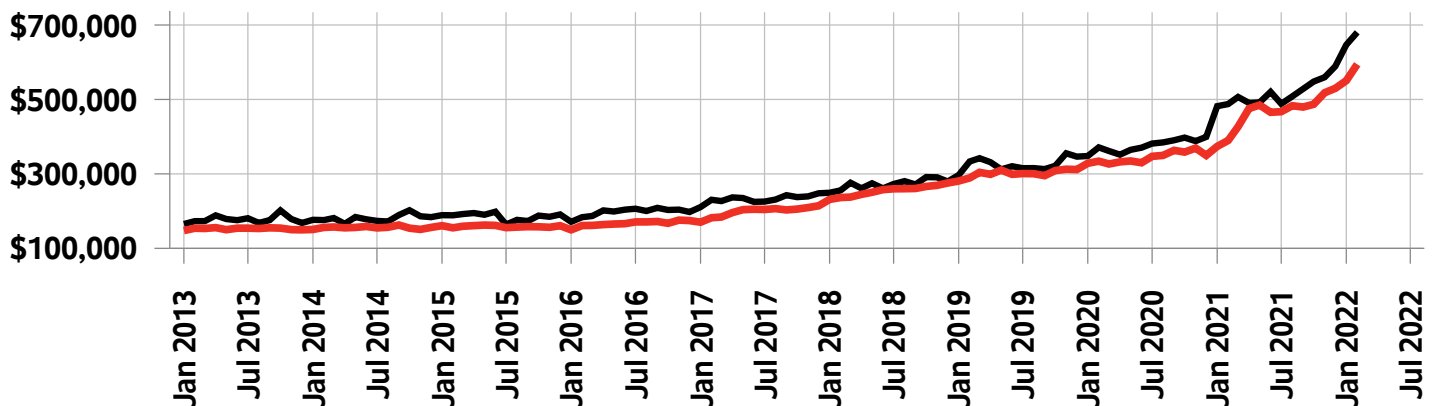
Active Listings (February only)



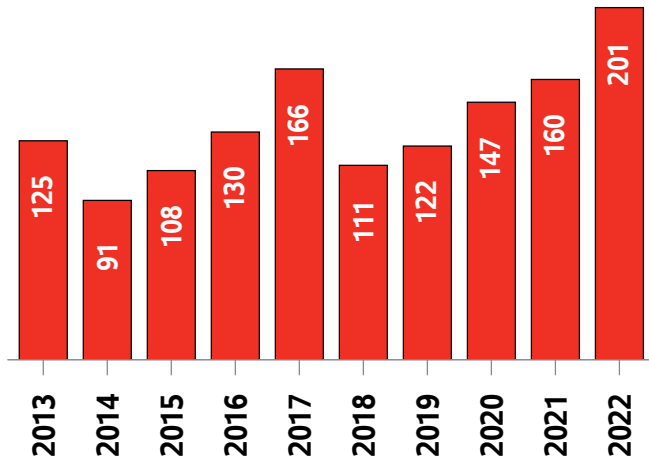
Months of Inventory (February only)



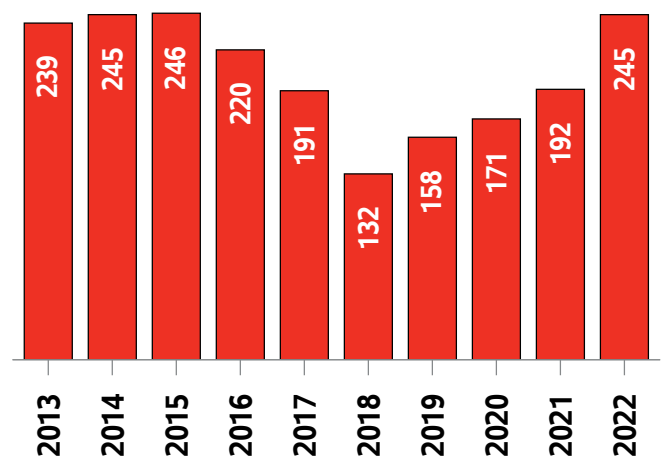
MLS® HPI Townhouse Benchmark Price and Average Price



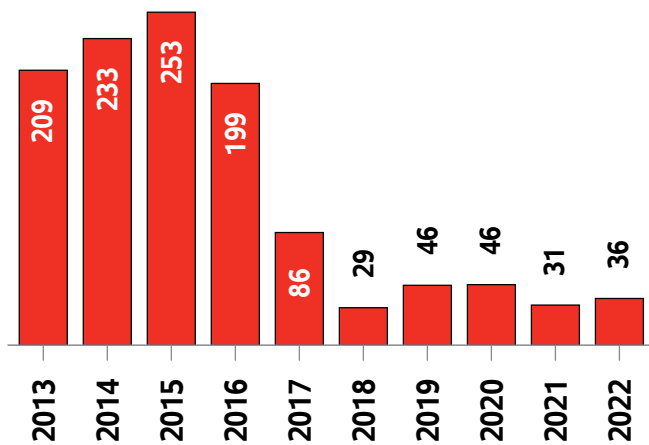
Sales Activity (February Year-to-date)



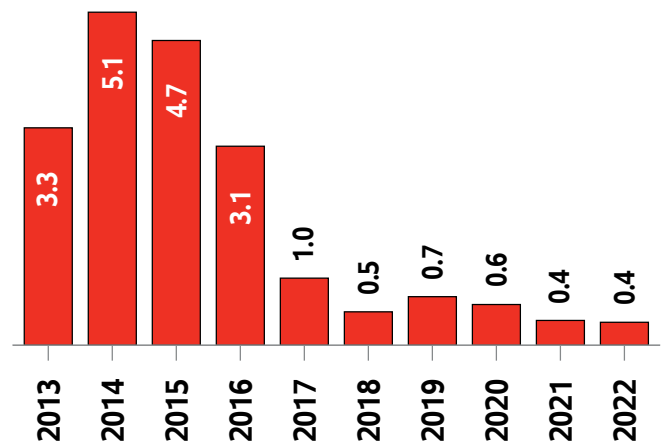
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	75	-16.7	-1.3	47.1	25.0	56.3	74.4
Dollar Volume	\$35,574,172	5.3	58.3	174.4	166.9	395.4	440.5
New Listings	85	-15.0	-21.3	25.0	13.3	-12.4	-3.4
Active Listings	37	-42.2	-44.8	-51.3	-77.0	-86.3	-82.2
Sales to New Listings Ratio ¹	88.2	90.0	70.4	75.0	80.0	49.5	48.9
Months of Inventory ²	0.5	0.7	0.9	1.5	2.7	5.6	4.8
Average Price	\$474,322	26.4	60.4	86.6	113.5	217.1	209.9
Median Price	\$450,000	36.3	62.0	104.5	157.5	220.6	227.3
Sale to List Price Ratio ³	118.8	108.5	103.7	105.3	98.3	97.5	97.1
Median Days on Market	6.0	7.0	8.0	8.0	34.0	33.0	40.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	137	-5.5	-6.8	63.1	39.8	57.5	90.3
Dollar Volume	\$63,933,591	25.3	46.4	220.8	198.6	342.3	466.0
New Listings	159	-7.6	-22.8	34.7	-8.1	-19.3	-13.1
Active Listings ⁴	34	-48.1	-45.1	-52.5	-79.5	-87.3	-83.0
Sales to New Listings Ratio ⁵	86.2	84.3	71.4	71.2	56.6	44.2	39.3
Months of Inventory ⁶	0.5	0.9	0.8	1.7	3.3	6.1	5.5
Average Price	\$466,669	32.6	57.1	96.7	113.6	180.9	197.4
Median Price	\$430,000	34.0	62.3	104.7	152.9	205.5	210.7
Sale to List Price Ratio ⁷	116.2	108.0	103.1	104.1	98.0	97.6	97.1
Median Days on Market	6.0	7.0	8.0	10.0	36.5	39.0	41.5

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.

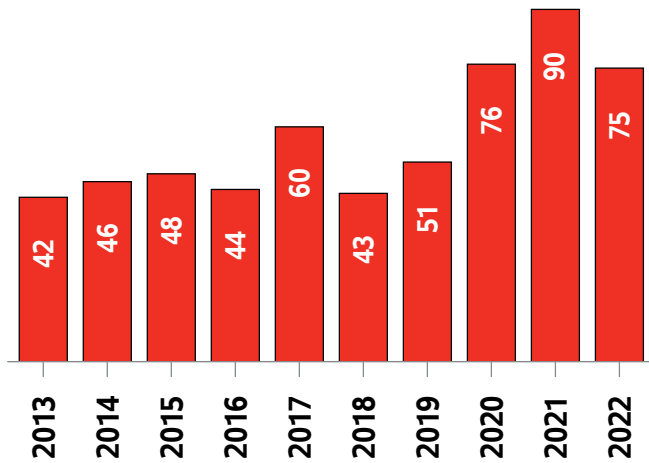
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

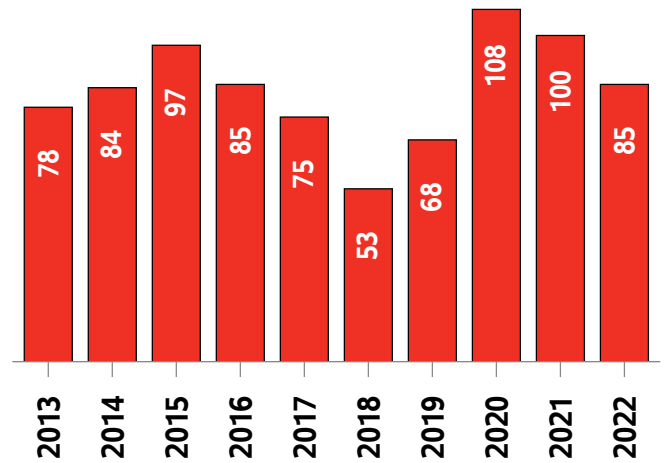
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

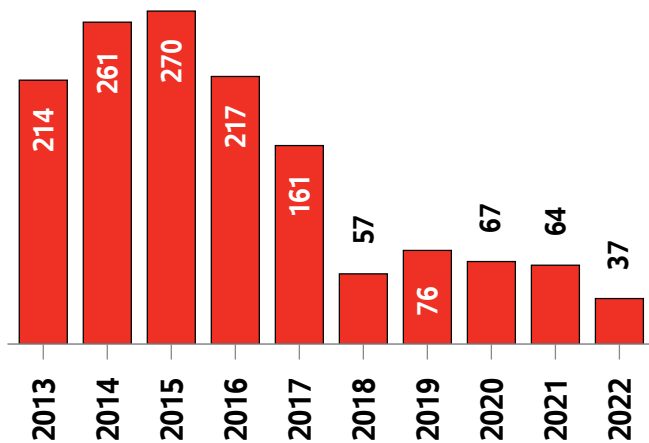
Sales Activity (February only)



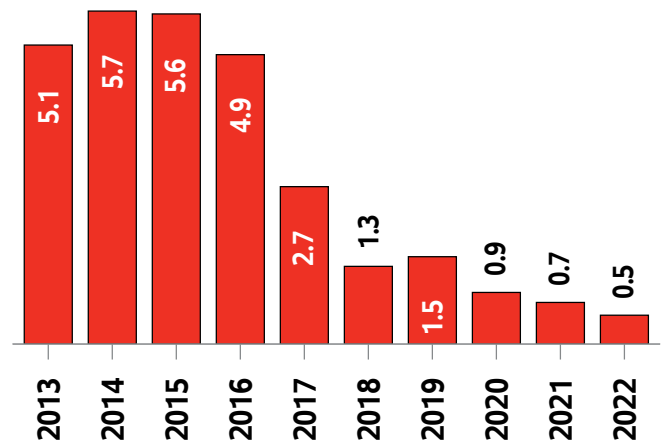
New Listings (February only)



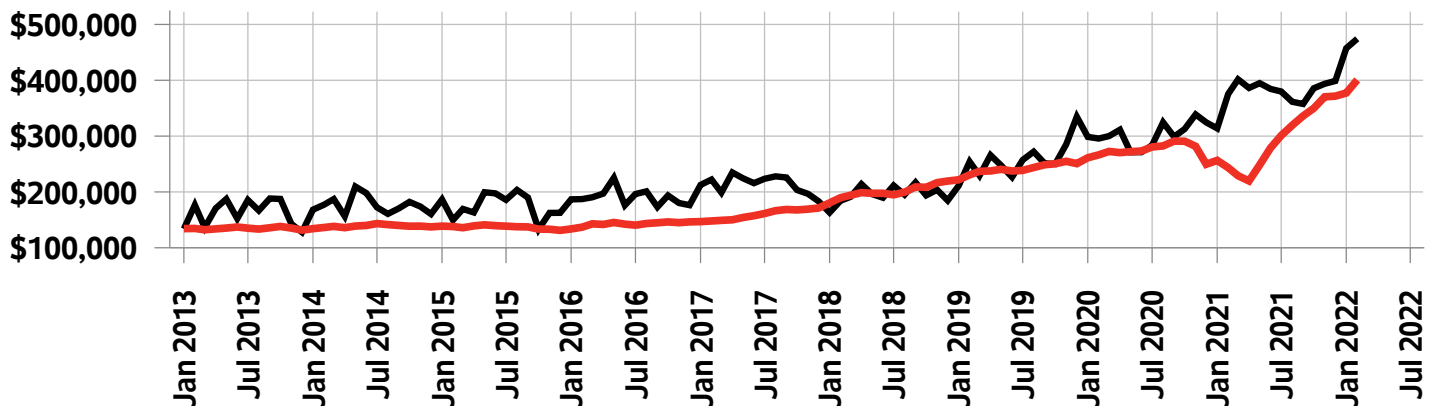
Active Listings (February only)



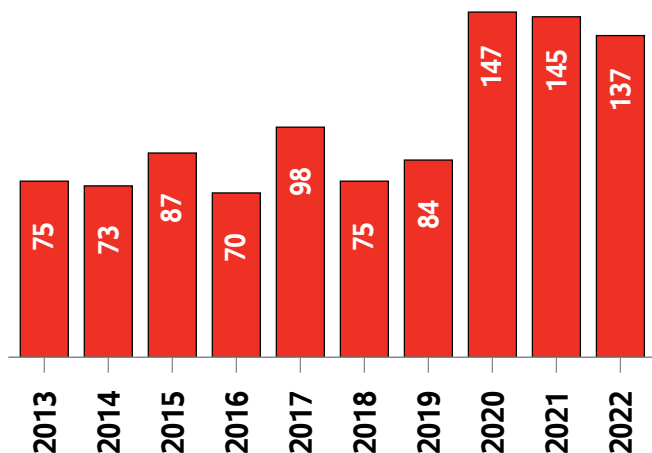
Months of Inventory (February only)



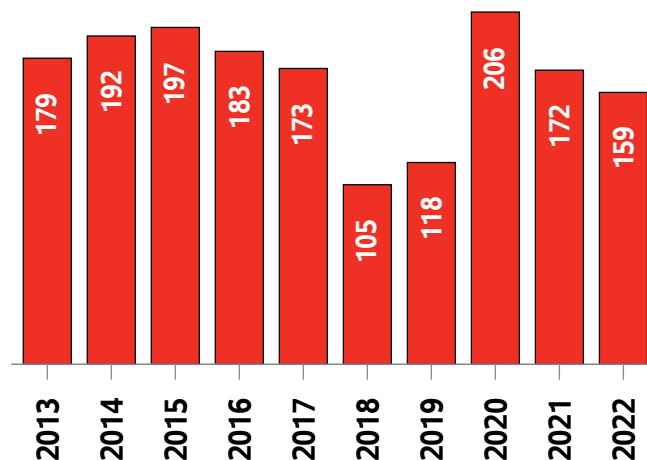
MLS® HPI Apartment Benchmark Price and Average Price



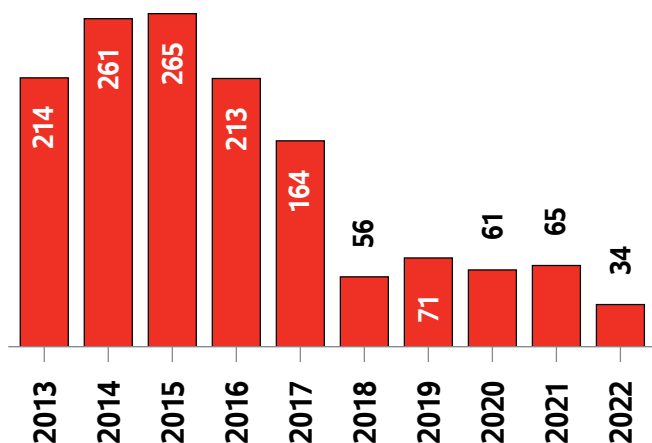
Sales Activity (February Year-to-date)



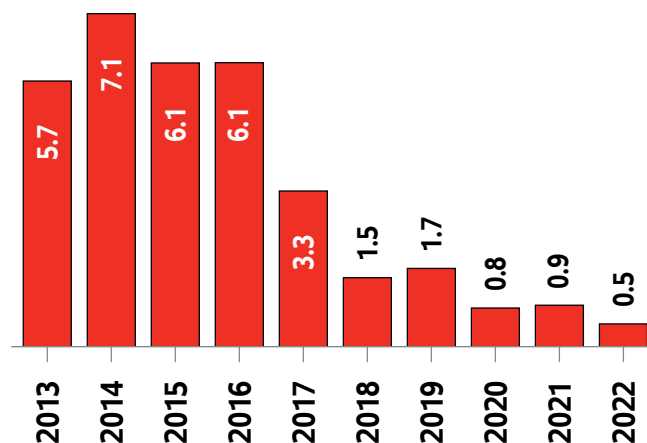
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



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



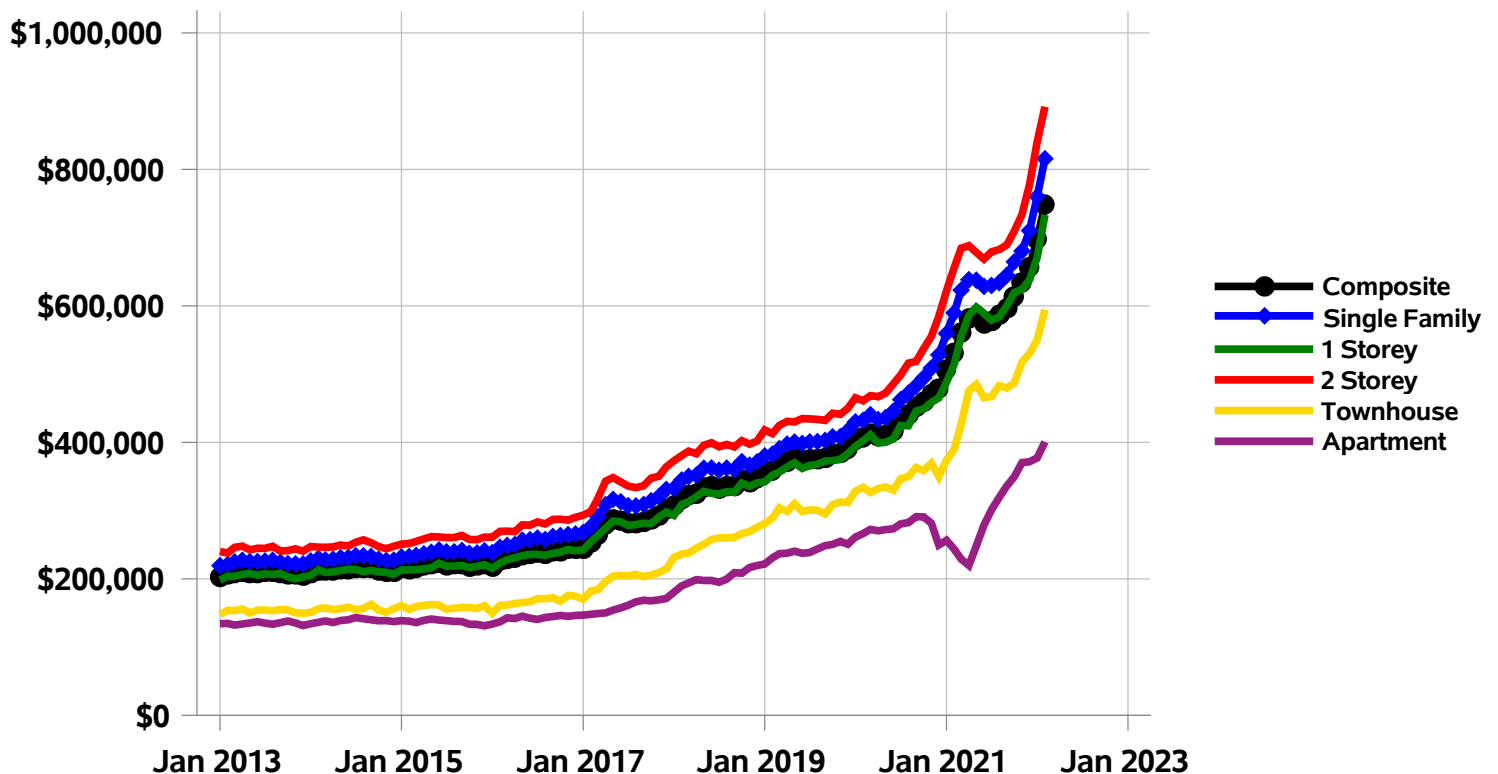
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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

MLS® Home Price Index Benchmark Price

Benchmark Type:	February 2022	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$749,000	7.4	18.2	27.6	41.2	108.5	195.6
Single Family	\$815,600	7.3	19.9	28.6	38.3	113.1	194.9
One Storey	\$733,500	9.3	17.5	25.6	42.6	108.4	188.6
Two Storey	\$891,900	6.1	21.5	30.7	36.0	116.0	198.7
Townhouse	\$594,500	8.0	14.7	23.1	52.5	105.6	226.3
Apartment	\$400,700	6.2	8.2	25.5	64.6	73.7	170.7

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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	593	0.2	27.0	51.3	13.4	61.1	22.3
Dollar Volume	\$488,538,447	33.8	131.1	205.7	192.9	443.3	333.8
New Listings	758	7.8	15.5	31.1	17.5	4.4	-13.4
Active Listings	272	-15.8	-60.4	-58.2	-61.3	-81.2	-83.5
Sales to New Listings Ratio ¹	78.2	84.2	71.2	67.8	81.1	50.7	55.4
Months of Inventory ²	0.5	0.5	1.5	1.7	1.3	3.9	3.4
Average Price	\$823,842	33.5	82.0	102.1	158.3	237.2	254.8
Median Price	\$777,000	32.7	82.8	102.1	158.1	254.9	279.0
Sale to List Price Ratio ³	125.6	115.3	105.2	104.6	101.4	97.8	97.9
Median Days on Market	7.0	6.0	6.0	7.0	14.0	24.0	27.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	966	-2.6	16.7	34.2	9.3	41.2	22.3
Dollar Volume	\$776,749,674	26.9	109.9	172.8	182.0	358.7	321.6
New Listings	1,235	3.6	-0.6	13.7	2.8	-15.6	-28.9
Active Listings ⁴	222	-25.7	-65.9	-63.2	-67.5	-84.0	-86.0
Sales to New Listings Ratio ⁵	78.2	83.2	66.6	66.3	73.6	46.7	45.5
Months of Inventory ⁶	0.5	0.6	1.6	1.7	1.5	4.1	4.0
Average Price	\$804,089	30.3	79.9	103.4	158.1	224.8	244.8
Median Price	\$770,000	32.8	83.1	109.0	167.8	242.2	272.0
Sale to List Price Ratio ⁷	124.1	114.0	104.2	104.1	100.7	97.7	97.6
Median Days on Market	6.0	6.0	7.0	7.0	15.0	28.0	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.

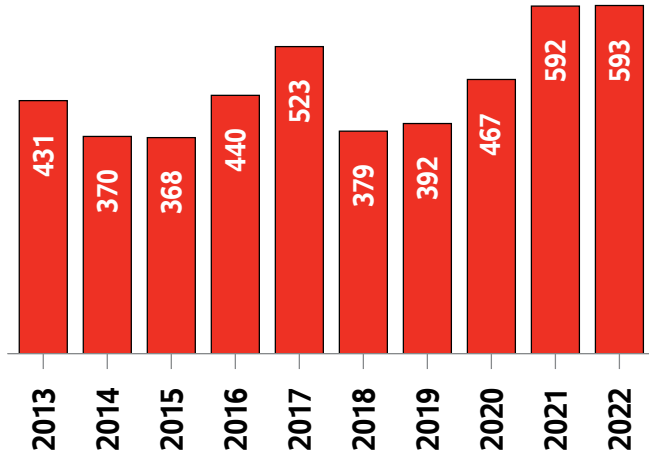
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

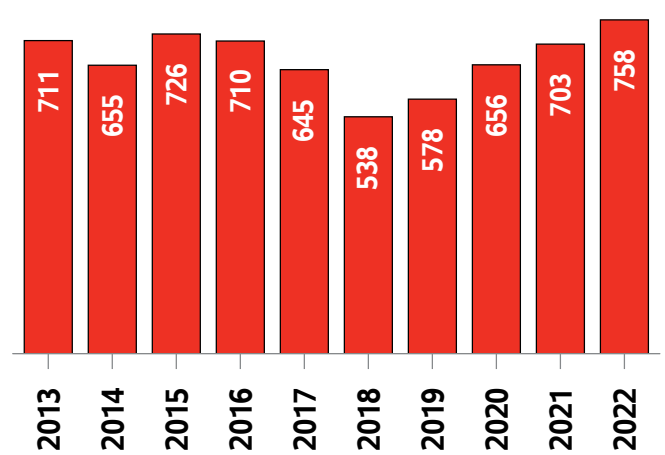
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

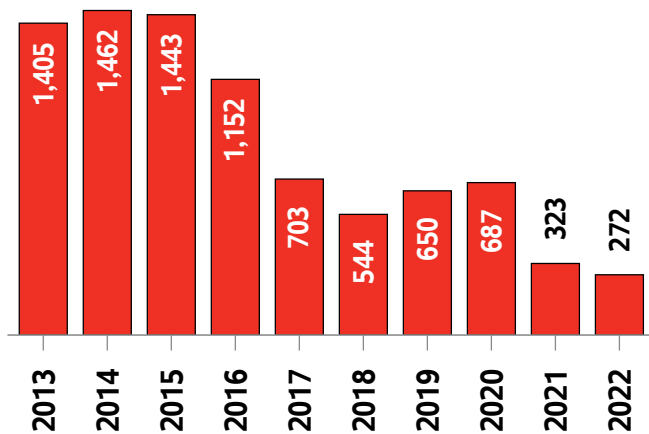
Sales Activity (February only)



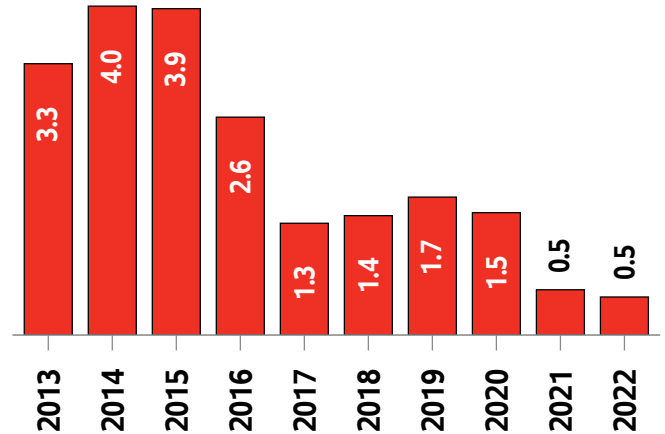
New Listings (February only)



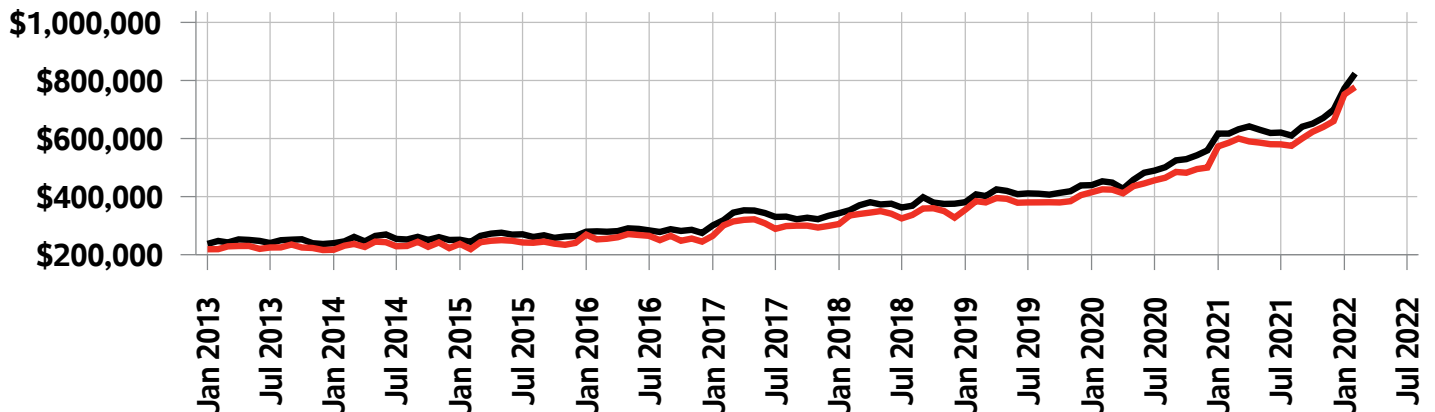
Active Listings (February only)



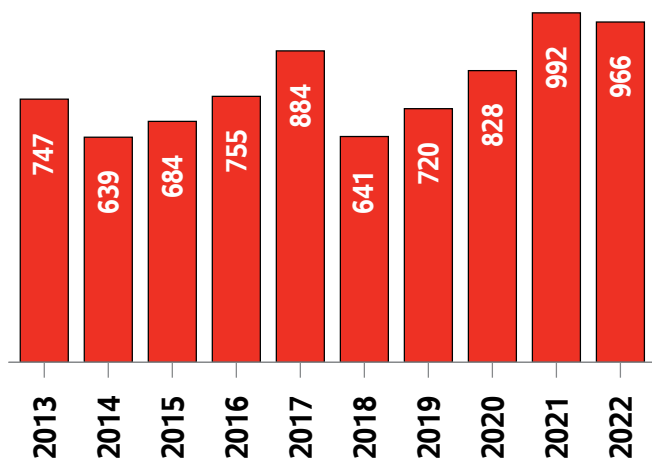
Months of Inventory (February only)



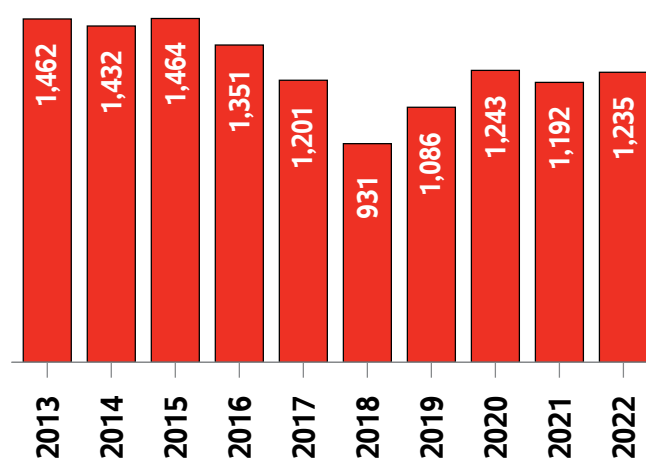
Average Price and Median Price



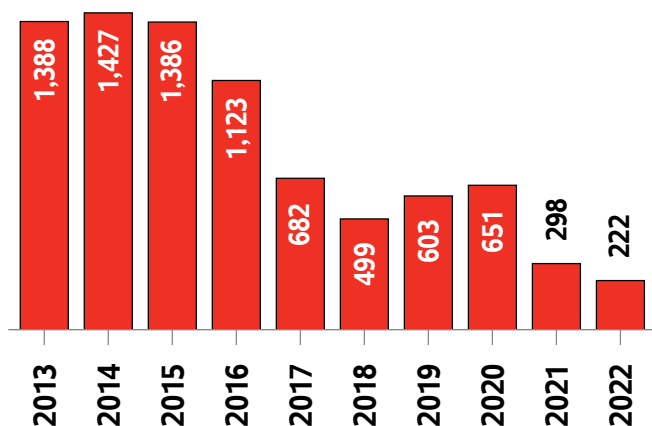
Sales Activity (February Year-to-date)



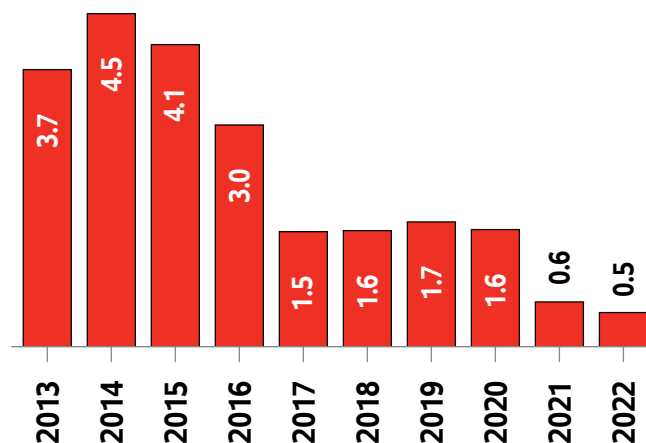
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	22	-33.3	10.0	120.0	10.0	29.4	46.7
Dollar Volume	\$19,550,695	0.6	171.7	473.0	250.8	321.5	430.8
New Listings	27	-18.2	0.0	42.1	145.5	12.5	-30.8
Active Listings	18	-18.2	-60.9	-63.3	-61.7	-83.8	-88.0
Sales to New Listings Ratio ¹	81.5	100.0	74.1	52.6	181.8	70.8	38.5
Months of Inventory ²	0.8	0.7	2.3	4.9	2.4	6.5	10.0
Average Price	\$888,668	51.0	147.0	160.5	218.9	225.7	261.9
Median Price	\$785,000	32.6	114.2	119.6	194.5	234.5	201.9
Sale to List Price Ratio ³	110.7	104.3	98.0	97.2	96.5	95.2	94.7
Median Days on Market	9.5	8.0	25.0	54.5	47.5	93.0	87.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	38	-26.9	11.8	100.0	-2.6	26.7	22.6
Dollar Volume	\$32,365,046	10.7	131.0	451.0	191.1	340.2	393.7
New Listings	48	-15.8	-5.9	37.1	20.0	-18.6	-42.9
Active Listings ⁴	18	-27.1	-61.5	-62.0	-67.3	-84.6	-88.3
Sales to New Listings Ratio ⁵	79.2	91.2	66.7	54.3	97.5	50.8	36.9
Months of Inventory ⁶	0.9	0.9	2.7	4.8	2.7	7.6	9.6
Average Price	\$851,712	51.5	106.7	175.5	198.7	247.5	302.7
Median Price	\$772,500	41.9	107.4	145.2	191.5	275.9	319.8
Sale to List Price Ratio ⁷	108.3	102.8	97.6	96.7	95.2	95.2	94.6
Median Days on Market	10.0	10.0	28.5	34.0	61.0	83.5	73.0

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.

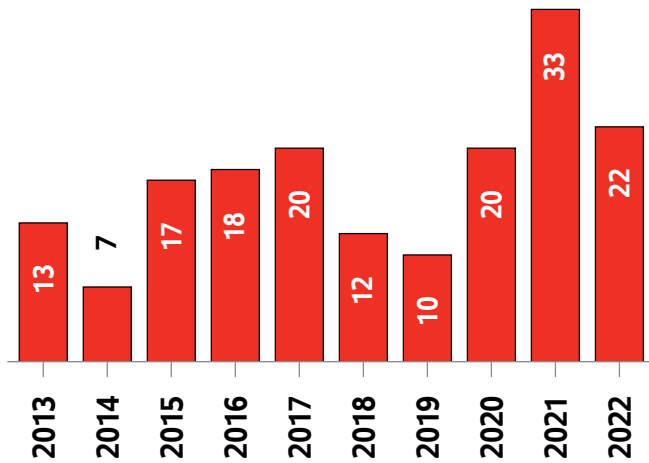
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

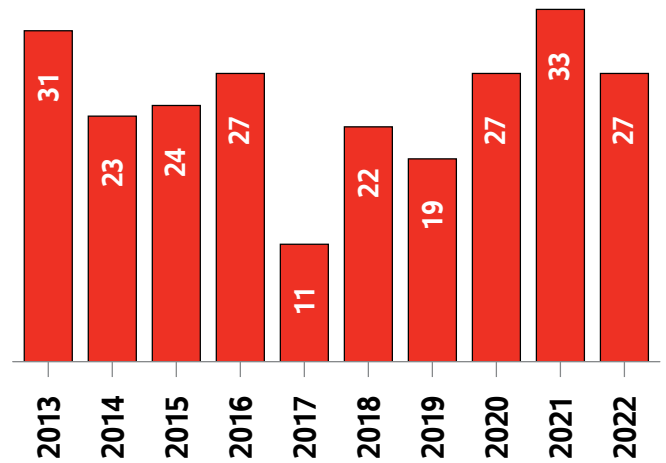
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

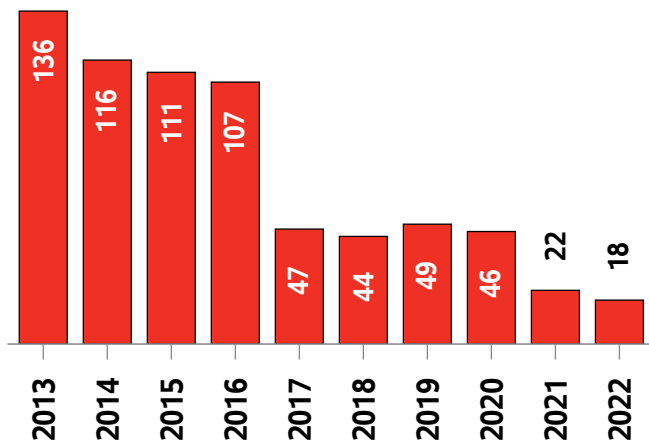
Sales Activity (February only)



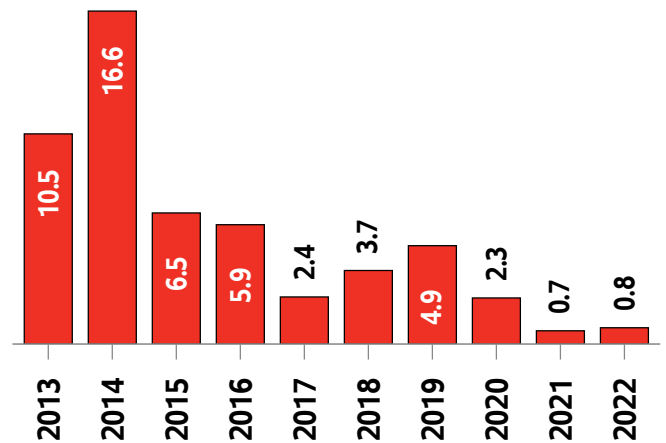
New Listings (February only)



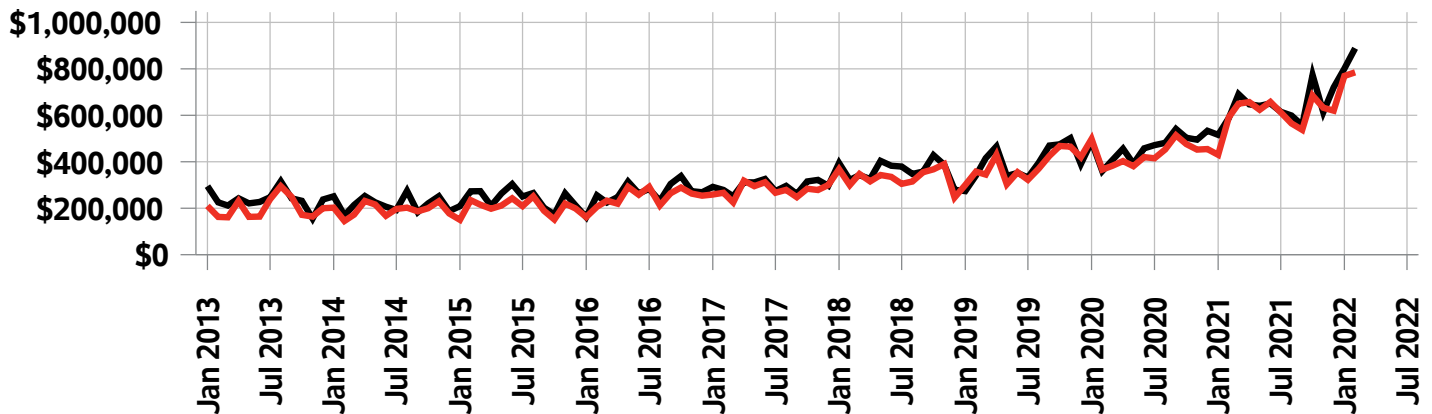
Active Listings (February only)



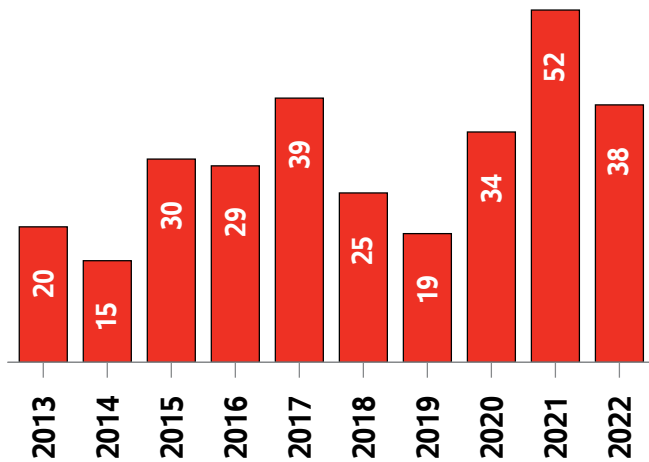
Months of Inventory (February only)



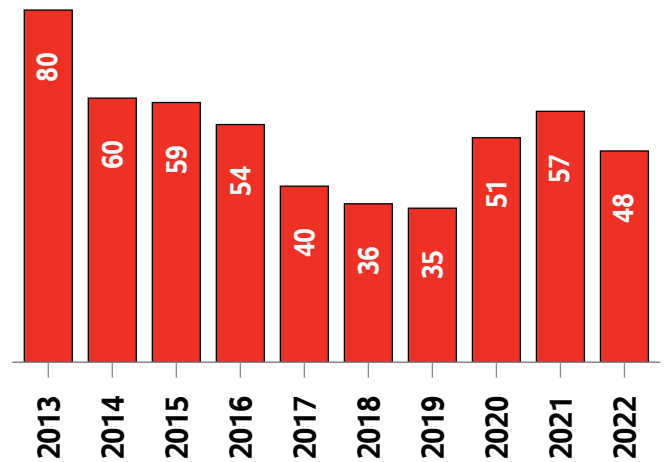
Average Price and Median Price



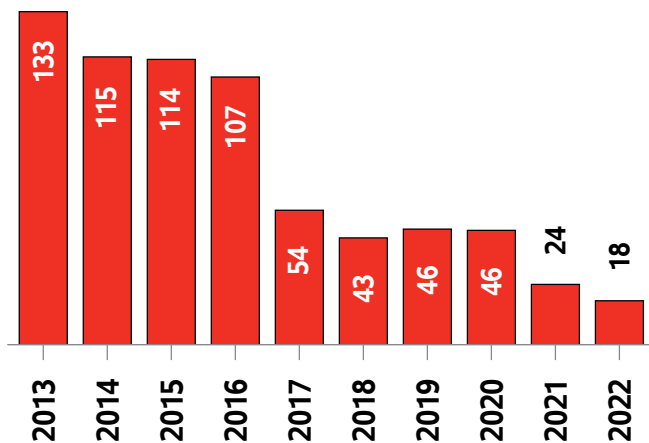
Sales Activity (February Year-to-date)



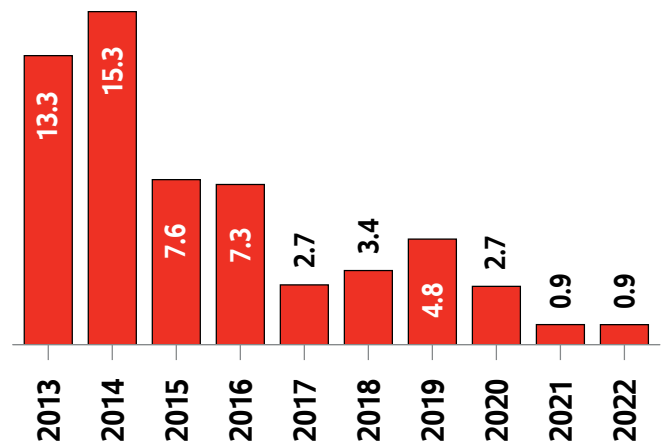
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	18	-10.0	-14.3	-5.3	-21.7	80.0	-5.3
Dollar Volume	\$16,756,430	7.2	52.7	61.3	65.1	376.5	110.9
New Listings	29	20.8	31.8	-40.8	3.6	-29.3	-19.4
Active Listings	24	-14.3	-69.6	-71.4	-67.6	-81.4	-76.9
Sales to New Listings Ratio ¹	62.1	83.3	95.5	38.8	82.1	24.4	52.8
Months of Inventory ²	1.3	1.4	3.8	4.4	3.2	12.9	5.5
Average Price	\$930,913	19.1	78.1	70.2	110.9	164.7	122.6
Median Price	\$931,000	13.0	84.0	66.3	111.6	125.7	164.1
Sale to List Price Ratio ³	113.5	112.9	102.7	99.2	100.2	98.0	96.2
Median Days on Market	7.5	7.0	15.0	12.0	19.0	78.0	34.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	43	4.9	22.9	26.5	22.9	138.9	59.3
Dollar Volume	\$41,777,710	46.9	137.1	124.5	177.2	589.7	328.4
New Listings	54	14.9	8.0	-36.5	-15.6	-32.5	-23.9
Active Listings ⁴	20	-29.1	-76.2	-73.5	-73.6	-83.8	-81.0
Sales to New Listings Ratio ⁵	79.6	87.2	70.0	40.0	54.7	22.5	38.0
Months of Inventory ⁶	0.9	1.3	4.7	4.3	4.2	13.3	7.6
Average Price	\$971,575	40.0	93.0	77.5	125.6	188.7	169.0
Median Price	\$950,000	44.7	91.5	72.5	127.0	156.6	216.7
Sale to List Price Ratio ⁷	110.4	109.7	102.2	99.8	99.5	98.0	96.1
Median Days on Market	8.0	8.0	13.0	11.5	19.0	77.0	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.

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.

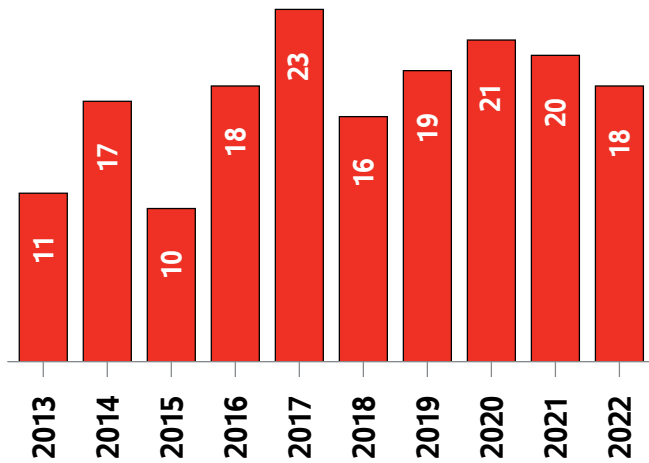
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

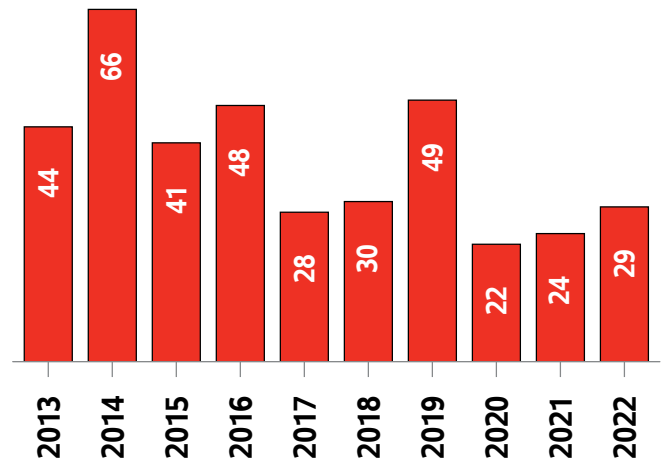
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

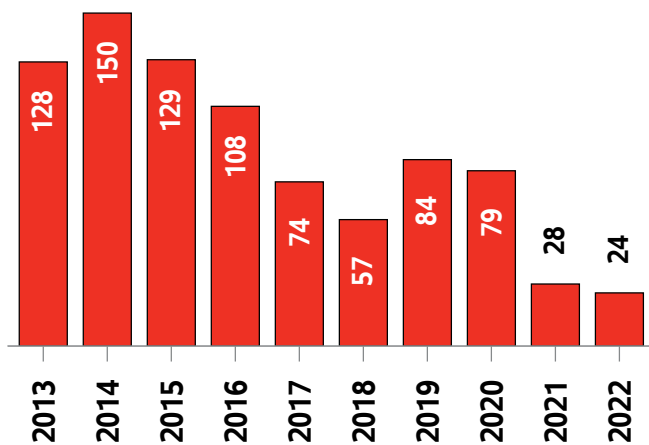
Sales Activity (February only)



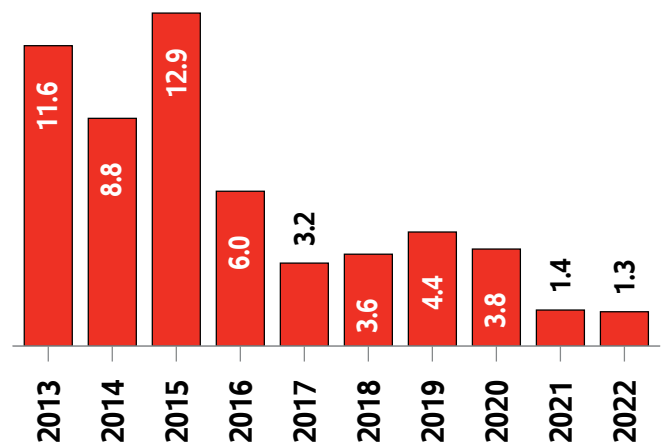
New Listings (February only)



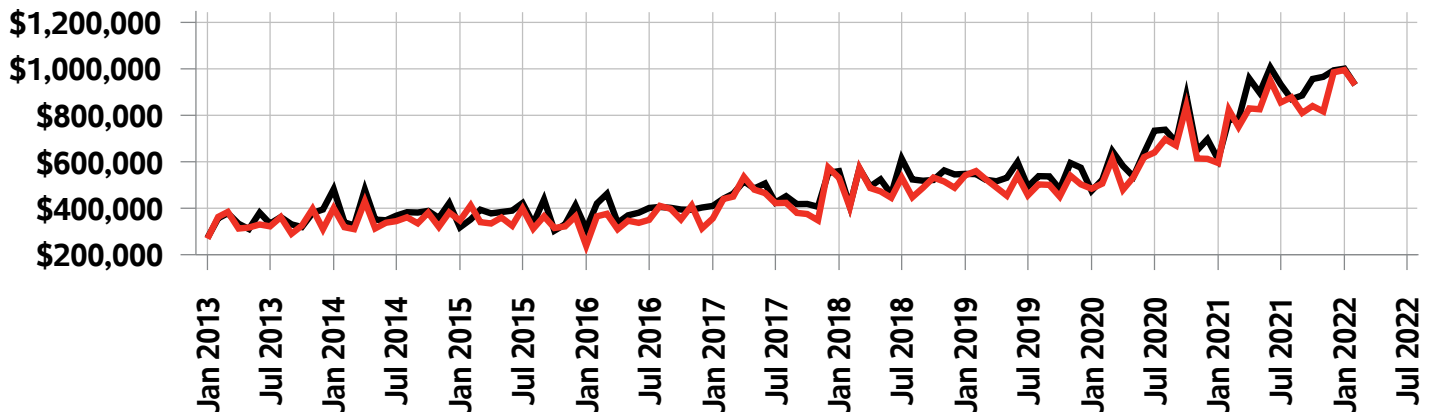
Active Listings (February only)



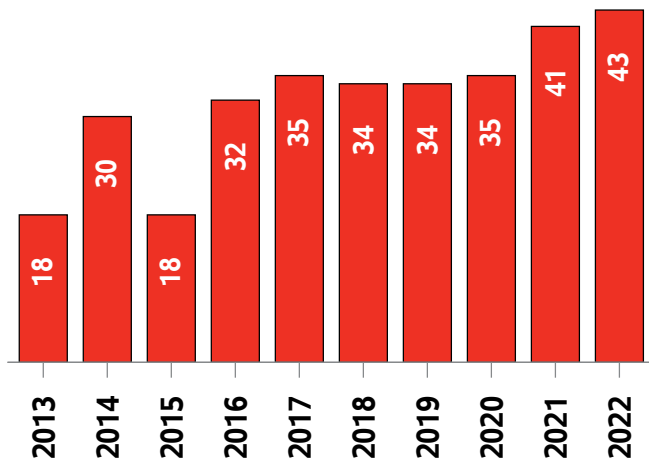
Months of Inventory (February only)



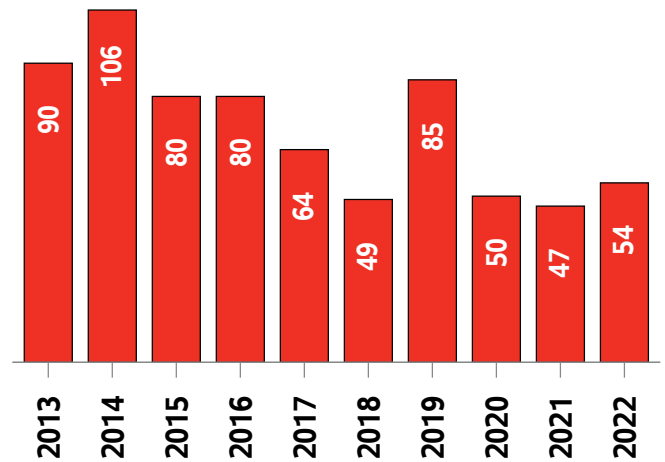
Average Price and Median Price



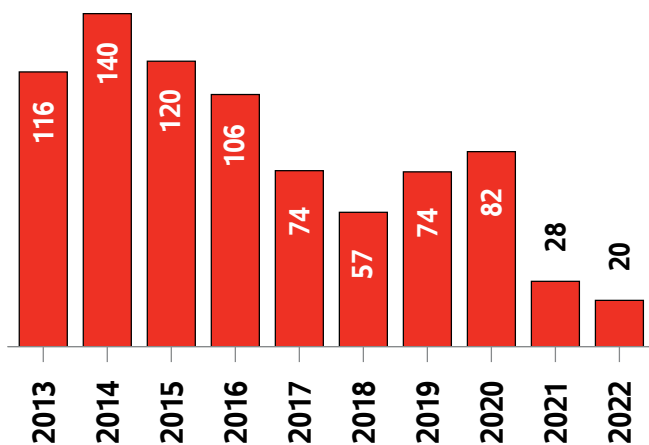
Sales Activity (February Year-to-date)



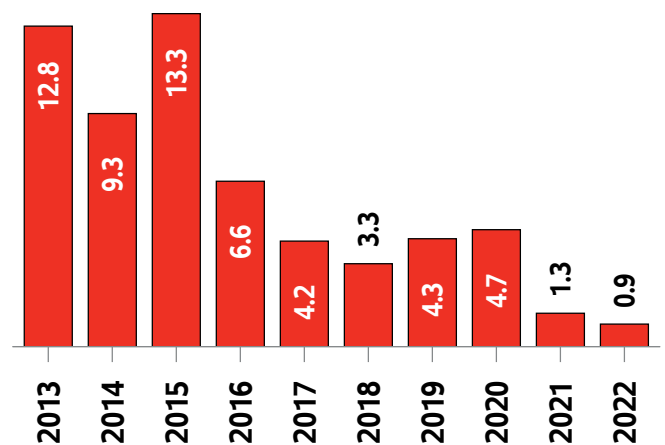
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	39	5.4	44.4	50.0	14.7	85.7	77.3
Dollar Volume	\$31,896,927	45.7	133.6	209.5	201.7	550.7	451.3
New Listings	37	-26.0	-36.2	8.8	-11.9	-19.6	-9.8
Active Listings	18	-30.8	-82.5	-73.5	-81.1	-85.0	-84.5
Sales to New Listings Ratio ¹	105.4	74.0	46.6	76.5	81.0	45.7	53.7
Months of Inventory ²	0.5	0.7	3.8	2.6	2.8	5.7	5.3
Average Price	\$817,870	38.2	61.7	106.3	163.0	250.4	211.0
Median Price	\$787,500	31.3	68.6	98.5	162.5	243.1	237.6
Sale to List Price Ratio ³	114.7	115.1	100.3	99.2	98.5	97.6	96.4
Median Days on Market	8.0	6.0	23.0	30.5	22.5	21.0	26.5

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	66	0.0	17.9	29.4	8.2	78.4	61.0
Dollar Volume	\$52,380,227	29.5	92.3	139.3	163.3	533.7	433.4
New Listings	83	16.9	-29.7	15.3	-1.2	-4.6	-1.2
Active Listings ⁴	22	-4.3	-76.0	-68.3	-76.3	-80.3	-80.4
Sales to New Listings Ratio ⁵	79.5	93.0	47.5	70.8	72.6	42.5	48.8
Months of Inventory ⁶	0.7	0.7	3.3	2.7	3.0	6.0	5.5
Average Price	\$793,640	29.5	63.1	85.0	143.4	255.3	231.4
Median Price	\$777,500	29.5	68.4	87.3	152.4	250.2	238.0
Sale to List Price Ratio ⁷	114.9	111.2	99.2	99.6	99.2	97.4	96.1
Median Days on Market	7.0	8.5	21.0	26.0	32.0	32.0	40.0

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.

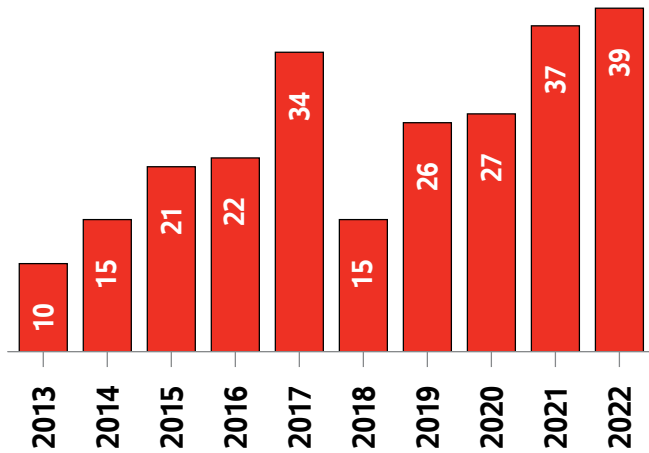
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

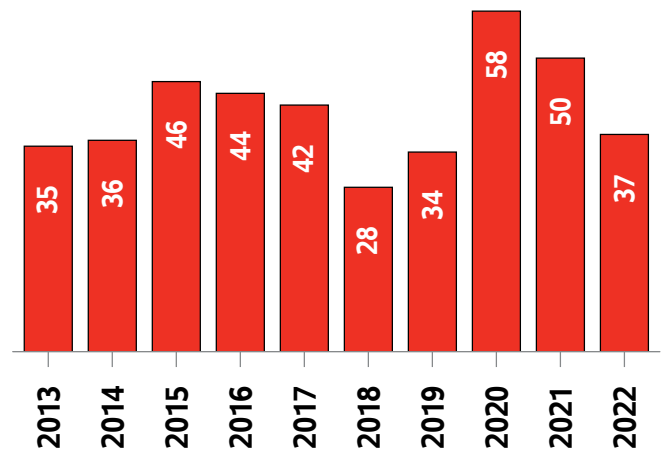
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

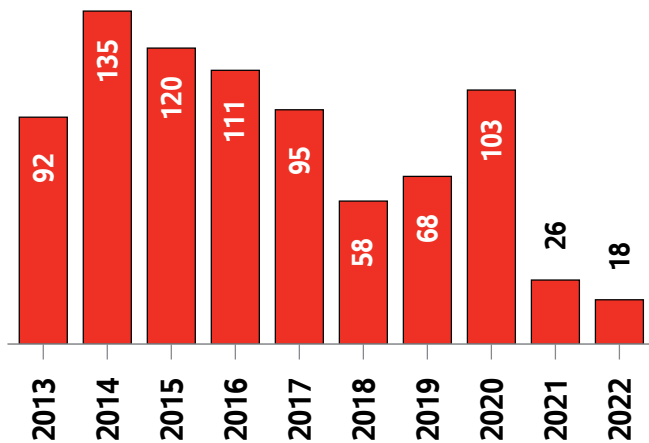
Sales Activity (February only)



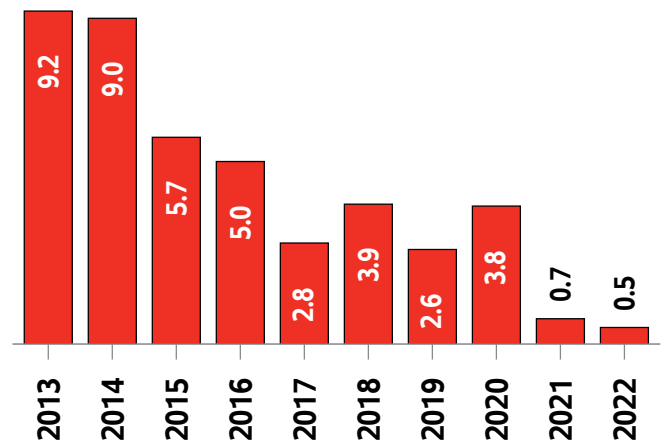
New Listings (February only)



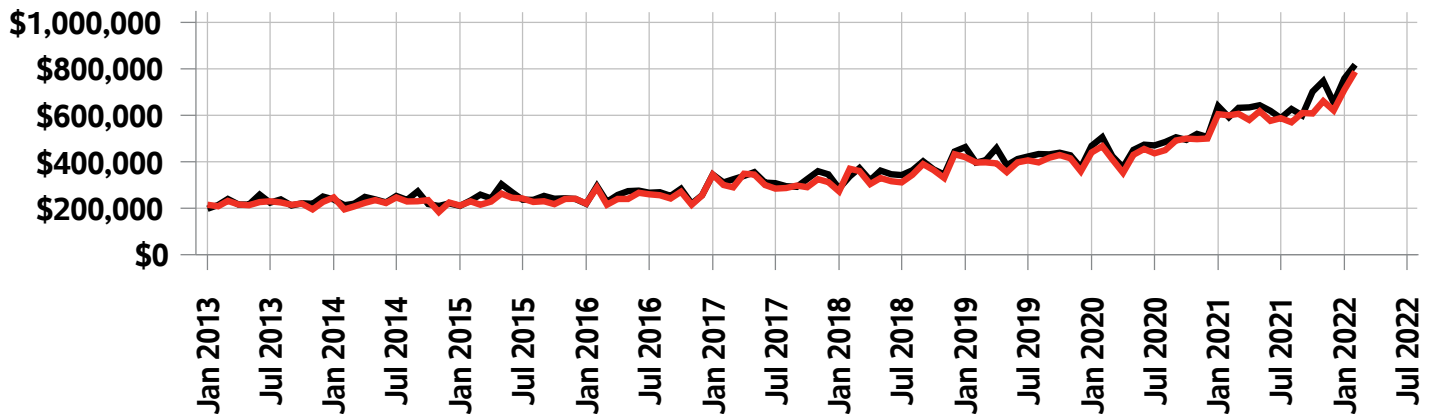
Active Listings (February only)



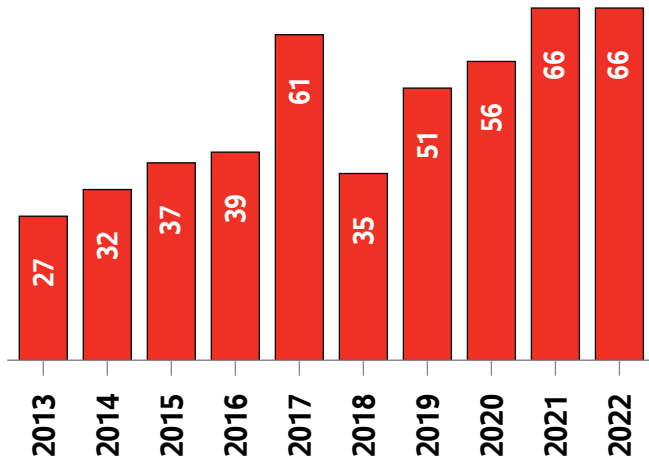
Months of Inventory (February only)



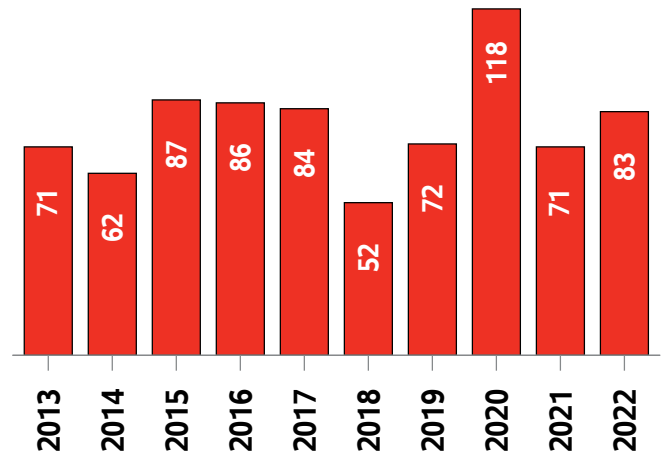
Average Price and Median Price



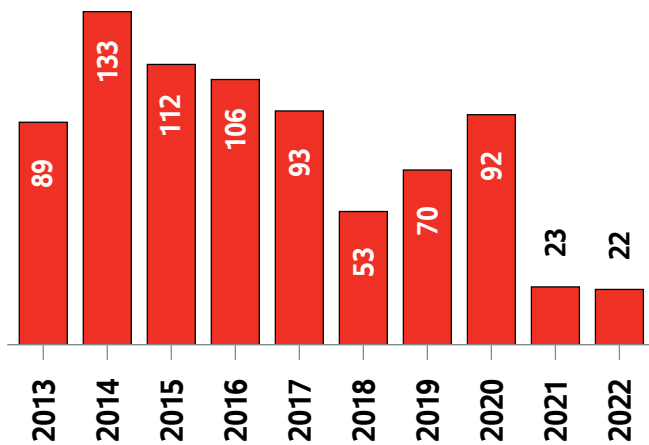
Sales Activity (February Year-to-date)



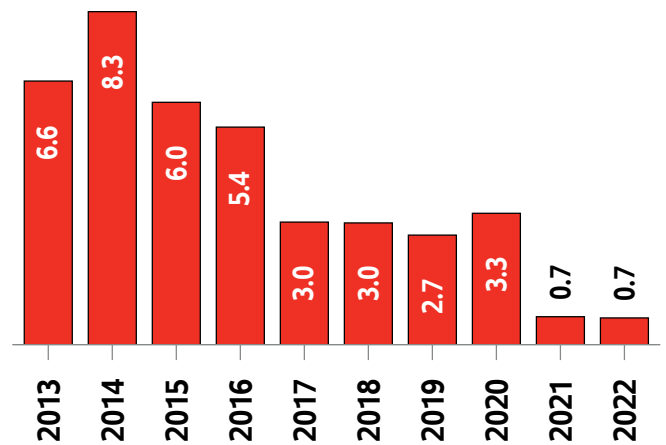
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



Months of Inventory ² (February 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	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	81	42.1	19.1	97.6	22.7	68.8	118.9
Dollar Volume	\$59,258,310	92.5	126.8	356.5	298.5	470.0	724.8
New Listings	93	47.6	22.4	78.8	20.8	40.9	-1.1
Active Listings	26	52.9	-58.1	-59.4	-72.6	-86.8	-87.6
Sales to New Listings Ratio ¹	87.1	90.5	89.5	78.8	85.7	72.7	39.4
Months of Inventory ²	0.3	0.3	0.9	1.6	1.4	4.1	5.6
Average Price	\$731,584	35.5	90.4	131.1	224.7	237.8	276.8
Median Price	\$715,000	36.1	93.2	135.9	215.3	236.1	252.2
Sale to List Price Ratio ³	120.9	116.5	101.7	101.8	98.7	98.0	98.0
Median Days on Market	7.0	5.0	11.0	17.0	17.5	31.5	35.0

Year-to-date	February 2022	Compared to ⁸					
		February 2021	February 2020	February 2019	February 2017	February 2015	February 2012
Sales Activity	127	39.6	19.8	49.4	13.4	38.0	81.4
Dollar Volume	\$91,367,903	87.5	125.5	231.7	274.8	366.7	603.3
New Listings	143	44.4	0.0	28.8	2.9	-4.7	-18.3
Active Listings ⁴	20	37.9	-67.2	-67.2	-78.6	-89.8	-89.4
Sales to New Listings Ratio ⁵	88.8	91.9	74.1	76.6	80.6	61.3	40.0
Months of Inventory ⁶	0.3	0.3	1.2	1.4	1.7	4.3	5.4
Average Price	\$719,432	34.3	88.2	122.0	230.5	238.1	287.7
Median Price	\$700,100	33.4	93.1	121.6	233.5	229.1	309.7
Sale to List Price Ratio ⁷	119.4	114.3	101.0	100.6	98.5	97.4	97.4
Median Days on Market	7.0	5.0	10.0	15.0	19.0	48.0	40.5

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.

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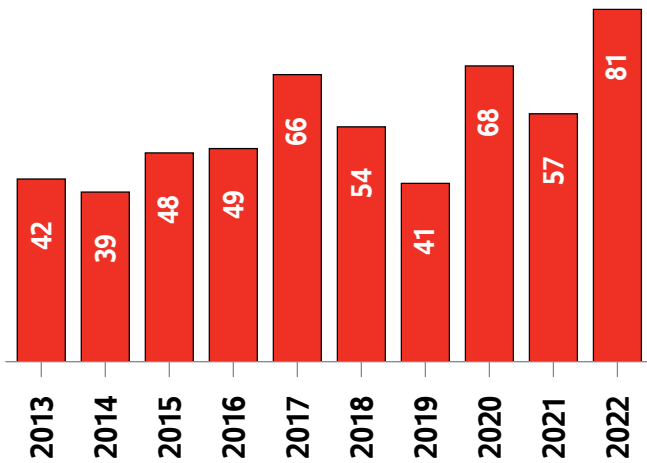
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

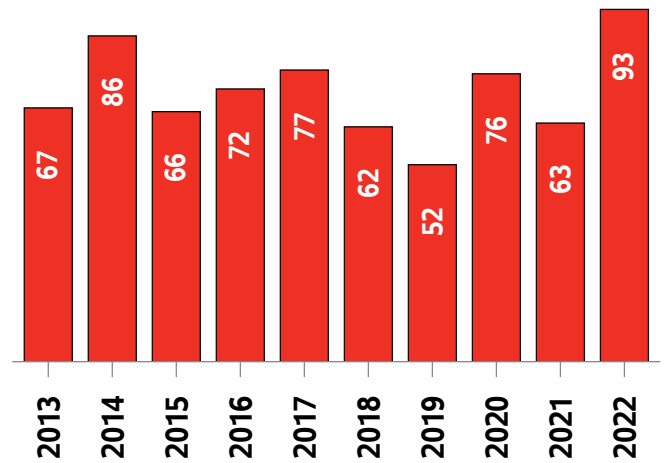
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

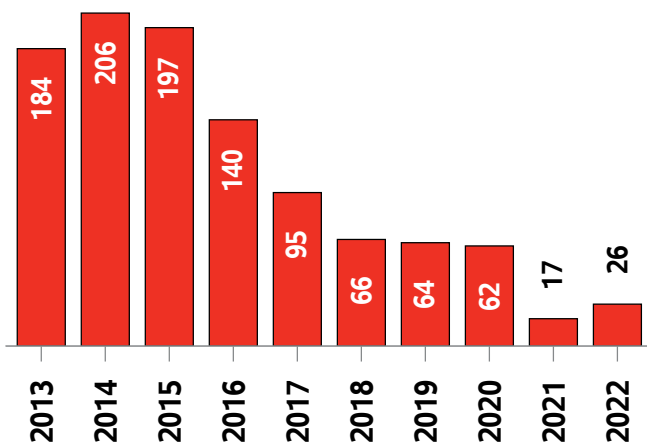
Sales Activity (February only)



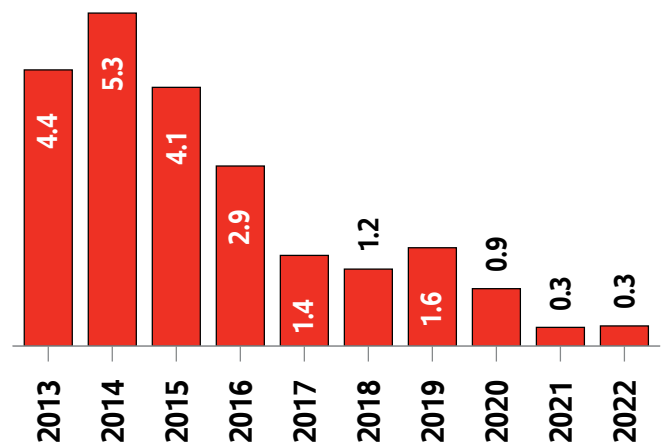
New Listings (February only)



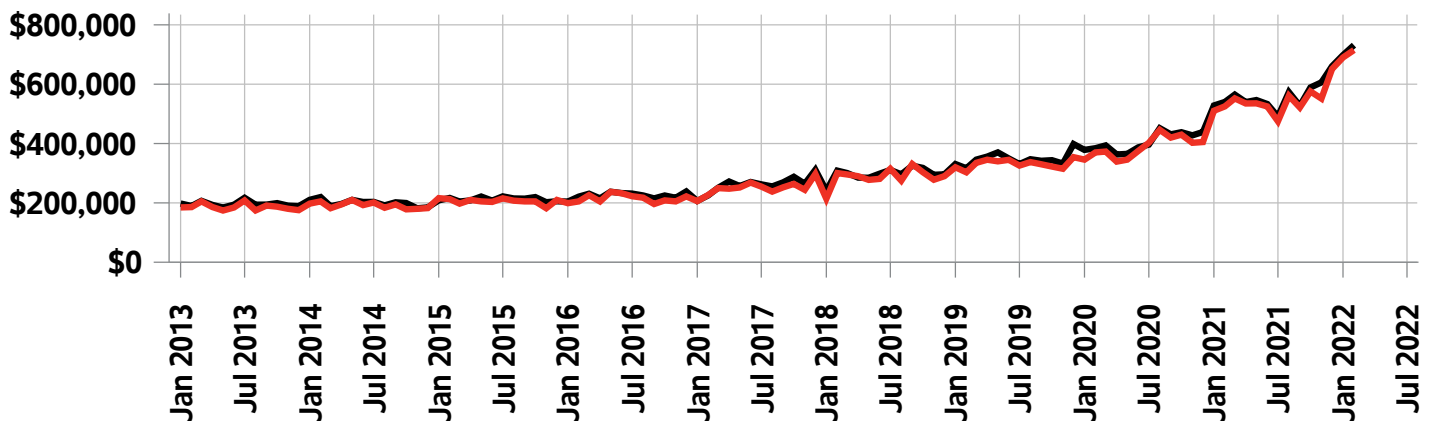
Active Listings (February only)



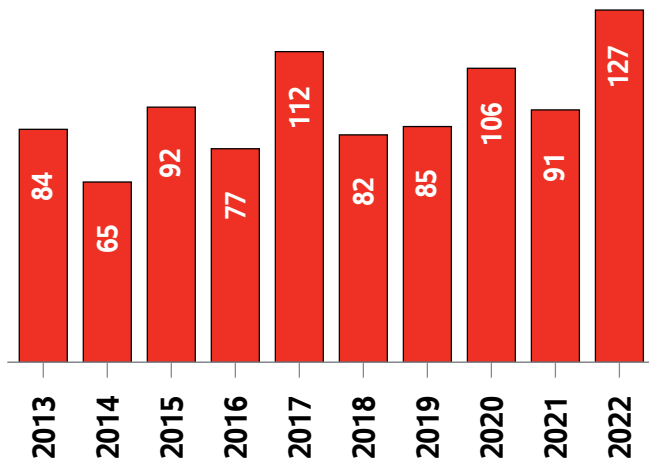
Months of Inventory (February only)



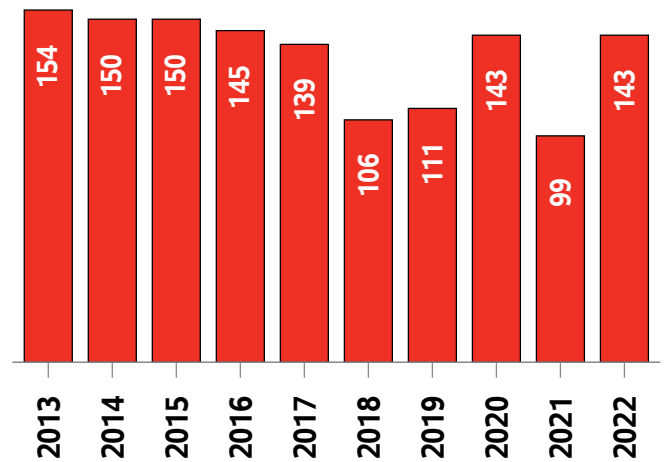
Average Price and Median Price



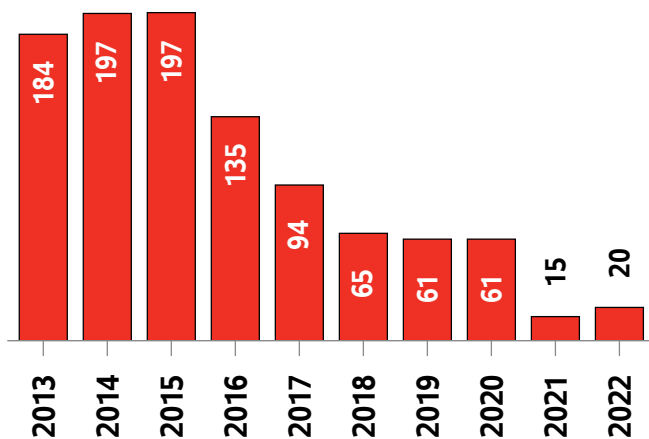
Sales Activity (February Year-to-date)



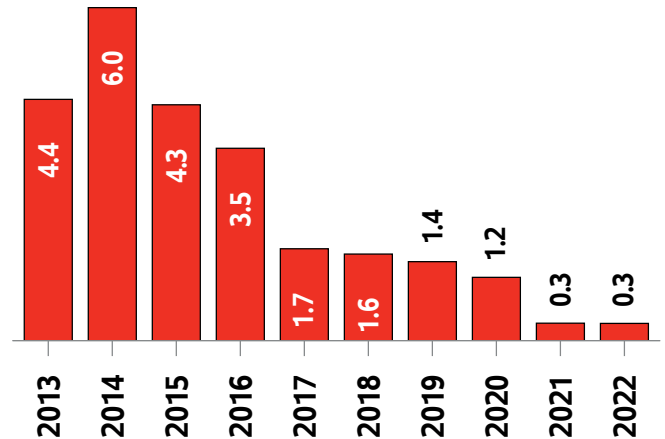
New Listings (February Year-to-date)



Active Listings ¹ (February Year-to-date)



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



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