



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



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

MARCH 2022 LONDON & ST. THOMAS

MARKET UPDATE

MARKET SUMMARY

\$823,954

AVERAGE SALE PRICE



1544

NEW LISTINGS



0.6

MONTHS OF INVENTORY



1049

UNITS SOLD



AVERAGE HOUSING PRICES COMPARED TO 2021

+29.3%

\$947,700

LONDON NORTH

30.6%

\$823,904

LONDON SOUTH

+31.9%

\$669,005

LONDON EAST

*Stats provided by LSTAR

STREETCITY
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News Release

Wednesday, April 6th, 2022

For Comment: Randy Pawlowski, 519-661-7578

For Background: Bill Madder, 519-641-1400



March Sees Record Number of Listings, but Inventory Remains Low

London, ON – 1,049 homes were sold in March 2022 in the London-St. Thomas area via LSTAR's MLS® System. During the same time frame, 1,544 listings came on the local market, which makes last month the March with the highest number of listings in the history of the London and St. Thomas Association of REALTORS®.

"Despite the record number of listings, our inventory – the number of active listings at month end – saw just a slight increase from last month, creeping up from 0.5 months to only 0.6," said Randy Pawlowski, 2022 LSTAR President. "The sales-to-new-listings ratio for the entire jurisdiction of LSTAR was 67.9%, much lower than a year ago, but still indicating a Sellers' market," he continued. "The latest interest rate hike by the Bank of Canada may have put a damper on what has been so far a truly fierce competition among local home buyers," he explained.

In March, the overall average price for all home types in our area was \$823,954, whereas LSTAR's composite MLS® Home Price Index Benchmark Price sat at \$774,200. "These figures suggest that the pace of home price gains might have started to slow down in our area," Pawlowski said. "It's way too early to predict the impact of this new measure, but Ontario Government's recent decision to increase the non-resident speculation tax to 20% and expand it throughout the whole province might also help tame home prices," he added.

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

Area	March 2022 MLS® HPI Benchmark Price	March 2022 Average Price
Central Elgin	\$826,600	\$927,880
London East	\$685,600	\$669,005
London North	\$894,800	\$947,700
London South	\$770,100	\$823,904
Middlesex Centre	\$1,085,800	\$1,228,124
St. Thomas	\$665,200	\$728,860
Strathroy-Caradoc	\$869,200	\$860,138
LSTAR	\$774,200	\$823,954

Out of the 1,049 units sold last month, 756 were single-family homes, 140 – condo townhouses, and 107 – apartments. "In March, the average price for a single-family home in LSTAR's jurisdiction sat at \$894,306, that of a condo – at \$692,187 and the overall average price for an apartment – at \$501,961," Pawlowski said. "Regarding condo townhouses, it's interesting to see how well they are selling and how much their benchmark price has appreciated in the last year: last month was LSTAR's second-best March for condominium sales and the MLS® HPI benchmark price for a local apartment has grown by 49.7% over a year ago," he noted.

The following table shows the March benchmark prices for all housing types in LSTAR's jurisdiction and how they compare with the values from a year ago.

MLS® Home Price Index Benchmark Prices		
Benchmark Type	March 2022	Change over March 2021
LSTAR Composite	\$774,200	↑ 35.9%
LSTAR Single-Family	\$831,100	↑ 33.4%
LSTAR One Storey	\$777,900	↑ 40.1%
LSTAR Two Storey	\$884,700	↑ 29.3%
LSTAR Townhouse	\$638,700	↑ 49.7%
LSTAR Apartment	\$445,100	↑ 36.5%

“The latest figures achieved by LSTAR’s HPI benchmark prices and average sale prices place our area somewhere in the middle of the Canadian home affordability scale,” Pawlowski observed. The following table is based on data provided by the Canadian Real Estate Association (CREA) for March 1st, 2022.

Area	MLS® Home Price Index Benchmark Price
Oakville - Milton	\$1,702,000
Greater Toronto	\$1,376,000
Fraser Valley	\$1,372,100
Mississauga	\$1,368,300
Greater Vancouver	\$1,360,500
Hamilton-Burlington	\$1,125,400
Guelph & District	\$1,017,400
Victoria	\$978,300
Cambridge	\$967,400
Kitchener-Waterloo	\$960,100
Barrie & District	\$958,400
Niagara Region	\$825,300
Brantford Region	\$825,200
London St. Thomas	\$774,200
Woodstock-Ingersoll	\$756,100
Ottawa	\$750,500
Huron - Perth	\$653,800
Calgary	\$503,400
Edmonton	\$364,400
Winnipeg	\$348,900
Saskatoon	\$334,100
CANADA	\$887,100

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 March home sales could potentially pour over 76 million into the local economy's coffers over the next three years, which goes to show why the real estate industry is considered one of the main drivers of the local economy," Pawlowski concluded.

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

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.

Actual	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	1,049	-13.6	37.5	41.4	-6.8	48.0	47.1
Dollar Volume	\$864,327,936	11.8	152.4	191.5	128.9	363.9	404.8
New Listings	1,544	4.4	35.7	49.8	19.5	13.4	11.1
Active Listings	664	20.5	-47.6	-42.5	-42.9	-74.4	-76.6
Sales to New Listings Ratio ¹	67.9	82.1	67.0	72.0	87.2	52.1	51.3
Months of Inventory ²	0.6	0.5	1.7	1.6	1.0	3.7	4.0
Average Price	\$823,954	29.4	83.6	106.2	145.7	213.5	243.1
Median Price	\$780,000	30.0	85.7	106.1	155.7	229.1	249.8
Sale to List Price Ratio ³	120.3	115.1	104.2	104.0	102.2	97.5	97.6
Median Days on Market	7.0	6.0	6.0	8.0	12.0	31.0	30.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	2,398	-7.3	25.9	38.6	2.3	46.0	38.0
Dollar Volume	\$1,956,973,305	21.3	130.5	185.5	160.0	372.3	377.9
New Listings	3,234	5.1	12.4	26.5	9.1	-3.7	-13.5
Active Listings ⁴	446	-5.3	-60.4	-57.3	-61.6	-81.2	-82.7
Sales to New Listings Ratio ⁵	74.1	84.0	66.2	67.7	79.0	48.9	46.5
Months of Inventory ⁶	0.6	0.5	1.8	1.8	1.5	4.3	4.5
Average Price	\$816,086	30.8	83.1	106.0	154.0	223.4	246.4
Median Price	\$773,500	31.1	84.1	108.4	166.7	234.5	259.8
Sale to List Price Ratio ⁷	120.8	113.8	103.5	103.3	101.1	97.5	97.4
Median Days on Market	7.0	6.0	8.0	9.0	15.0	32.0	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 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.

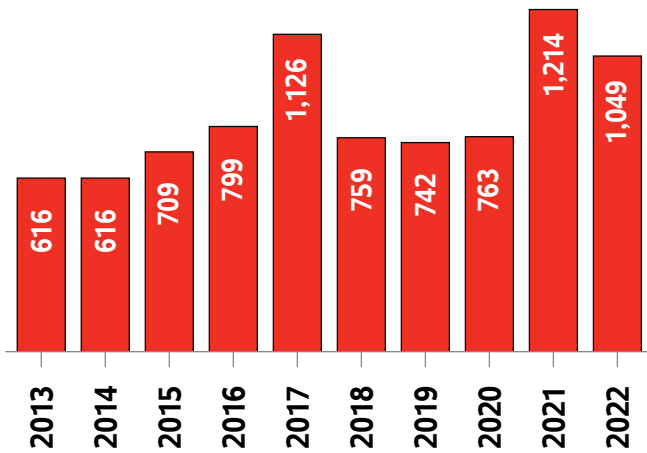
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

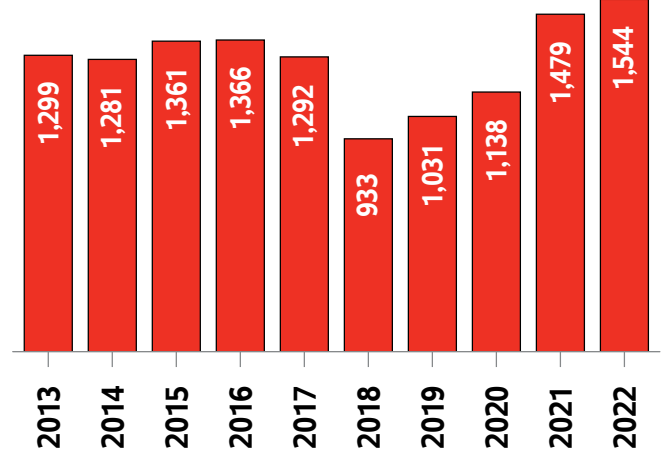
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

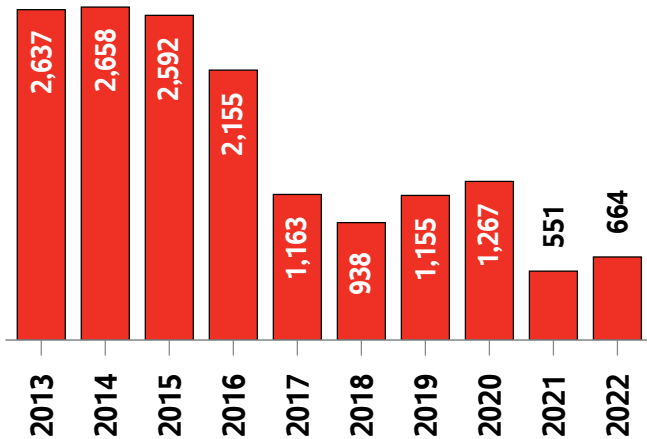
Sales Activity (March only)



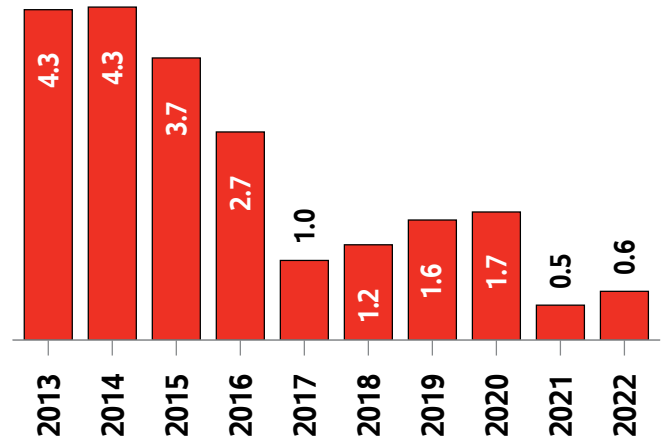
New Listings (March only)



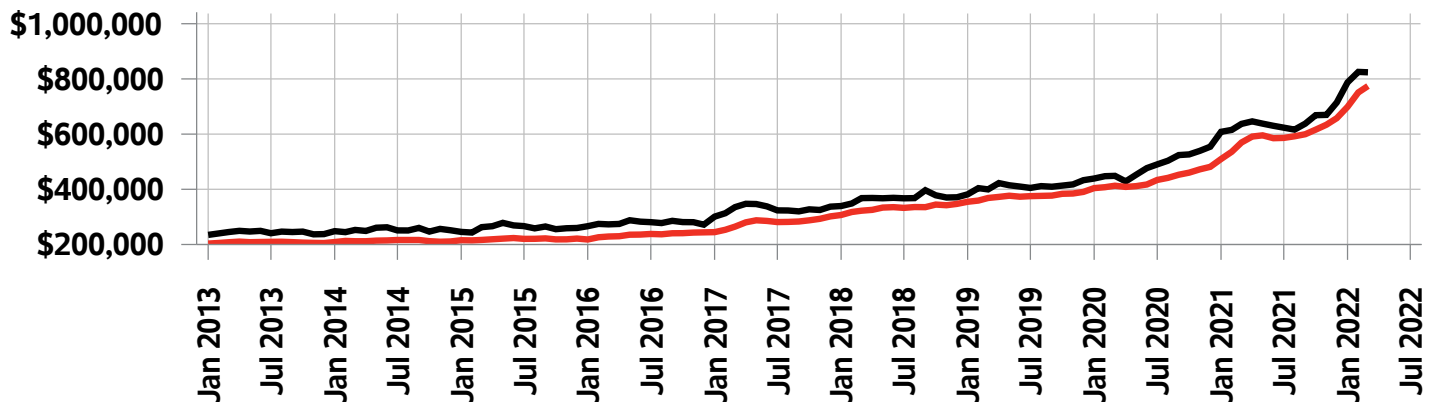
Active Listings (March only)



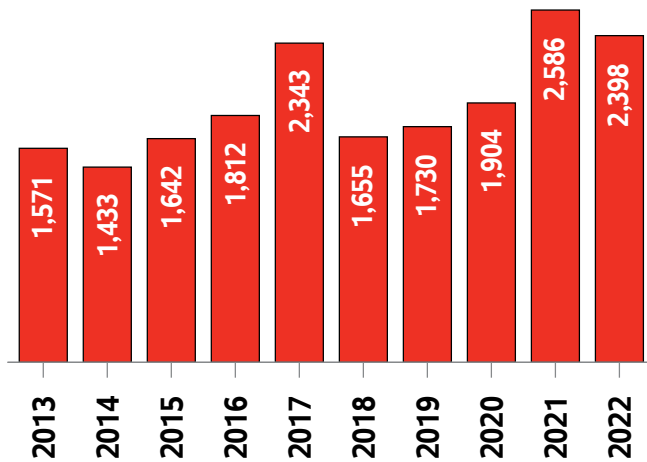
Months of Inventory (March only)



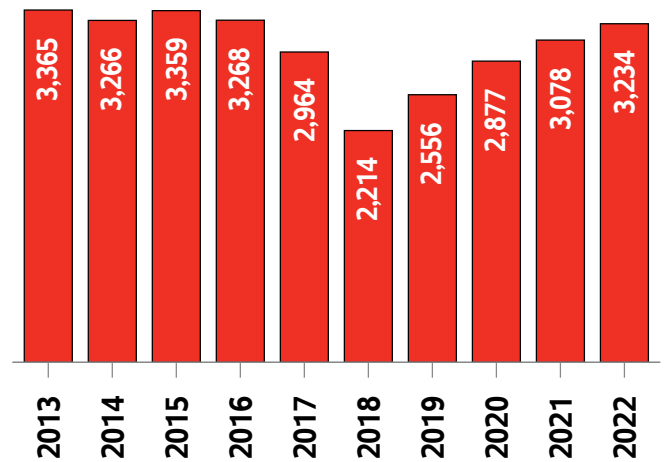
MLS® HPI Composite Benchmark Price and Average Price



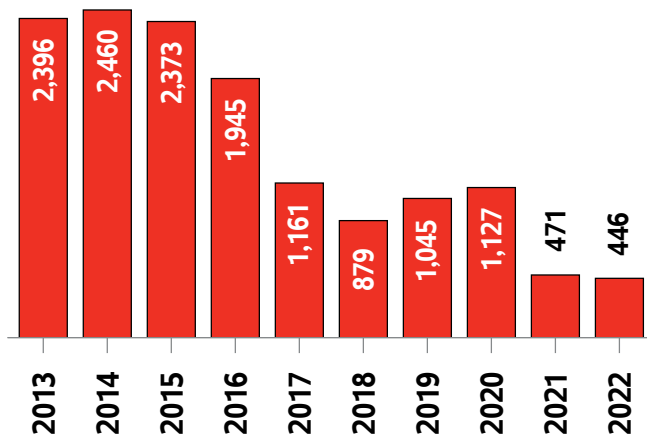
Sales Activity (March Year-to-date)



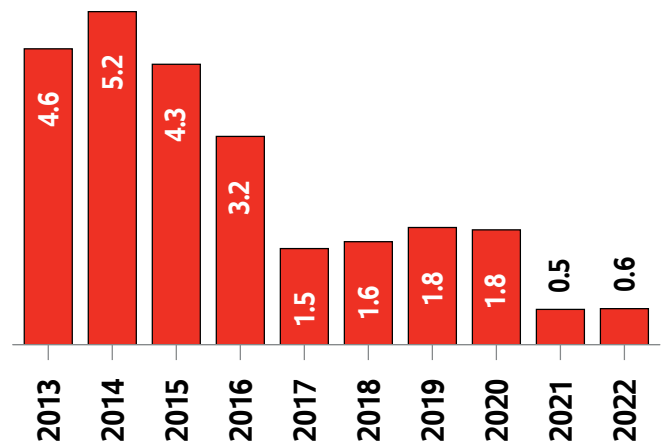
New Listings (March Year-to-date)



Active Listings ¹ (March Year-to-date)



Months of Inventory ² (March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	756	-14.4	35.2	35.5	-15.5	36.2	32.4
Dollar Volume	\$676,095,386	10.0	149.5	180.2	106.8	327.1	359.4
New Listings	1,083	-0.9	23.6	33.0	6.7	0.7	-2.1
Active Listings	466	17.7	-55.9	-52.1	-46.3	-76.2	-79.1
Sales to New Listings Ratio ¹	69.8	80.8	63.8	68.6	88.2	51.6	51.6
Months of Inventory ²	0.6	0.4	1.9	1.7	1.0	3.5	3.9
Average Price	\$894,306	28.4	84.5	106.8	144.8	213.5	247.0
Median Price	\$825,500	26.8	83.4	107.1	150.2	229.2	241.8
Sale to List Price Ratio ³	120.0	115.3	104.2	103.3	102.6	97.7	97.6
Median Days on Market	7.0	6.0	7.0	8.0	10.0	26.0	29.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	1,708	-10.3	27.0	32.2	-6.9	33.1	24.3
Dollar Volume	\$1,526,643,688	17.5	132.7	175.5	138.4	336.2	336.8
New Listings	2,301	1.6	7.7	14.9	0.0	-11.7	-21.6
Active Listings ⁴	324	-4.4	-65.4	-62.8	-63.0	-81.8	-84.1
Sales to New Listings Ratio ⁵	74.2	84.1	62.9	64.5	79.8	49.2	46.8
Months of Inventory ⁶	0.6	0.5	2.1	2.0	1.4	4.2	4.4
Average Price	\$893,819	31.0	83.3	108.4	156.1	227.6	251.4
Median Price	\$825,119	28.9	79.4	107.5	159.6	234.1	258.7
Sale to List Price Ratio ⁷	120.7	113.8	103.2	102.6	101.3	97.5	97.5
Median Days on Market	7.0	6.0	8.0	9.0	13.0	29.0	31.0

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

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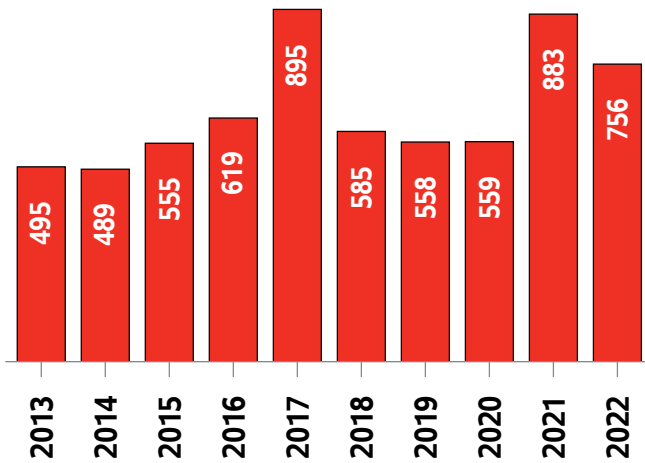
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

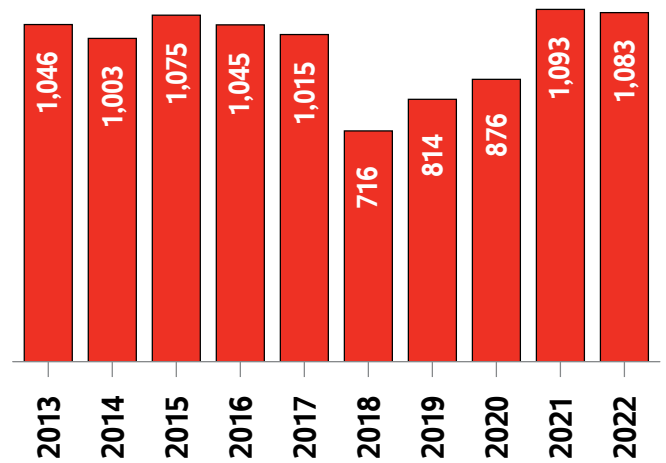
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

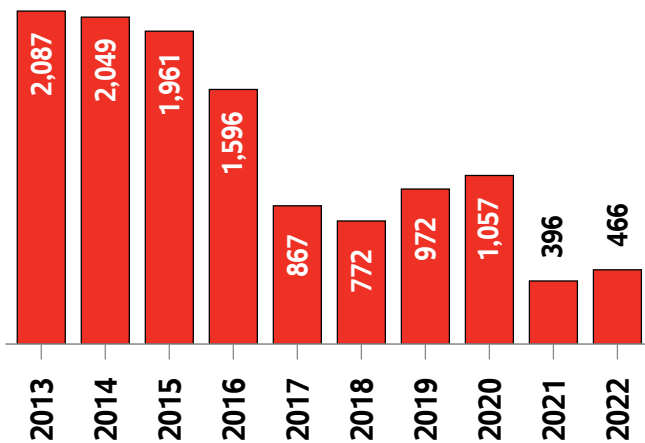
Sales Activity (March only)



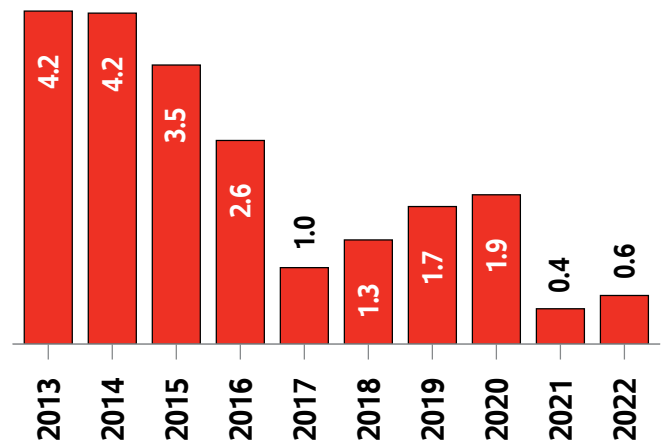
New Listings (March only)



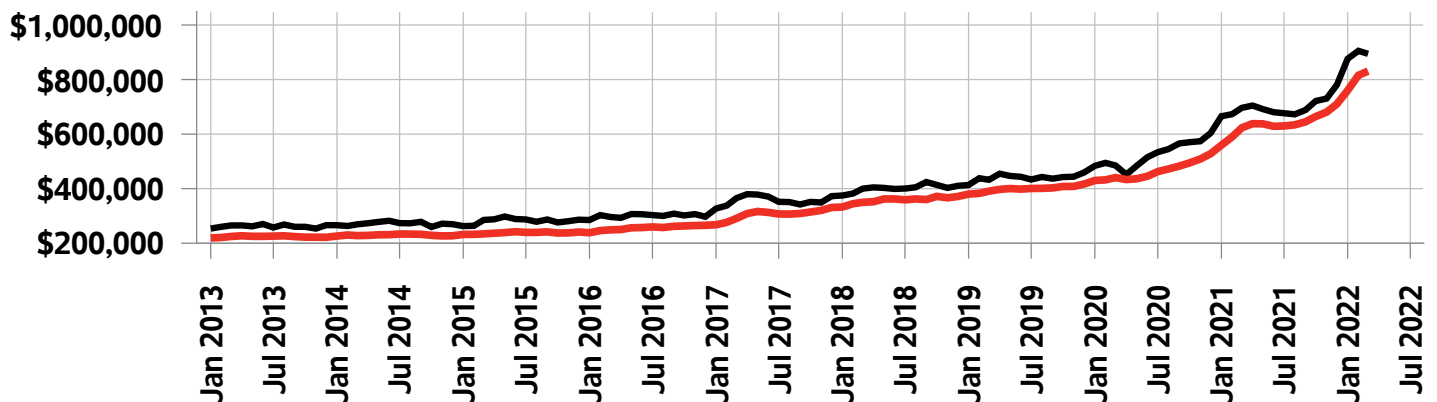
Active Listings (March only)



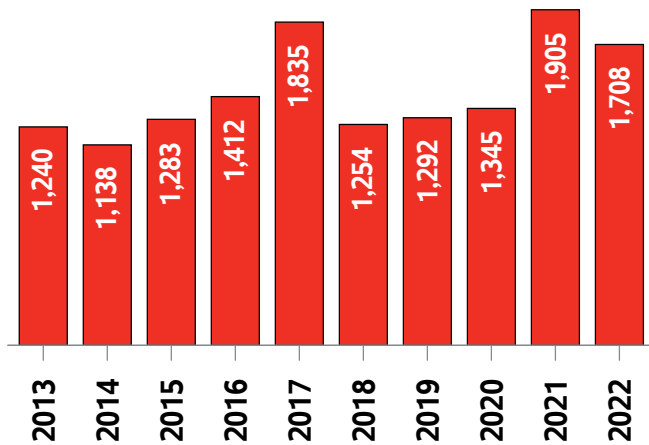
Months of Inventory (March only)



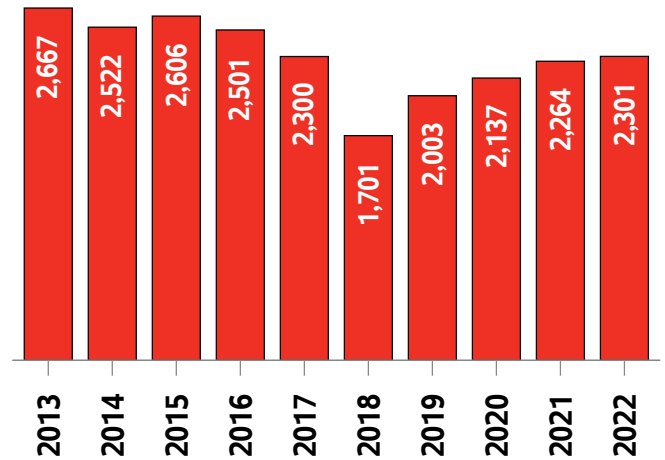
MLS® HPI Single Family Benchmark Price and Average Price



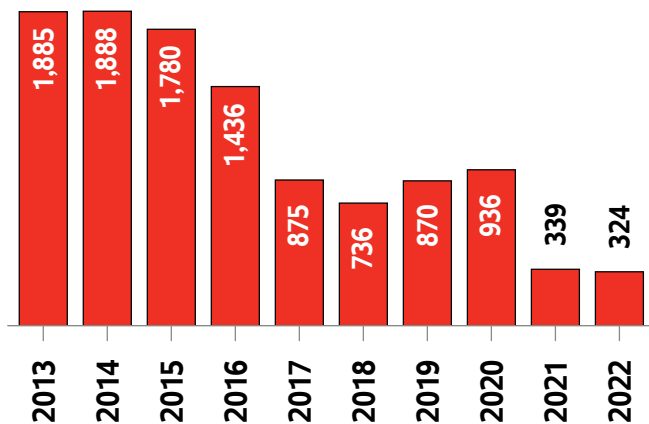
Sales Activity (March Year-to-date)



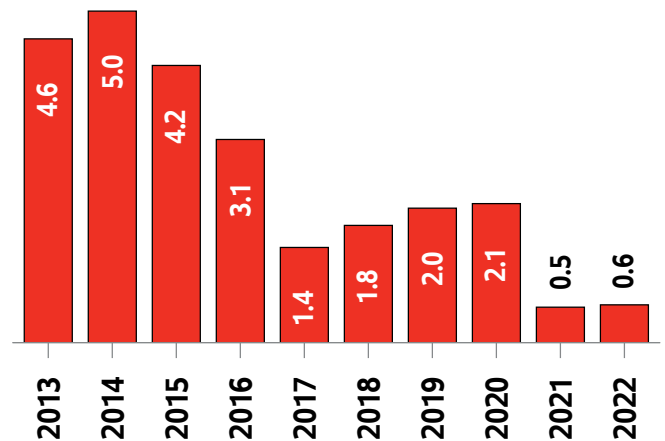
New Listings (March Year-to-date)



Active Listings ¹(March Year-to-date)



Months of Inventory ²(March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	140	-19.5	40.0	53.8	6.1	70.7	59.1
Dollar Volume	\$96,906,237	9.9	168.1	211.2	223.5	515.0	536.3
New Listings	238	18.4	66.4	114.4	65.3	68.8	54.5
Active Listings	103	94.3	47.1	45.1	8.4	-63.9	-65.1
Sales to New Listings Ratio ¹	58.8	86.6	69.9	82.0	91.7	58.2	57.1
Months of Inventory ²	0.7	0.3	0.7	0.8	0.7	3.5	3.4
Average Price	\$692,187	36.6	91.5	102.3	205.0	260.2	299.9
Median Price	\$675,000	34.7	98.2	98.5	208.2	287.9	322.1
Sale to List Price Ratio ³	123.0	117.0	106.1	108.7	102.0	97.6	97.6
Median Days on Market	7.0	6.0	5.0	6.0	14.5	37.0	31.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	342	2.4	38.5	60.6	14.8	80.0	54.1
Dollar Volume	\$231,541,215	39.6	158.8	231.1	247.2	540.3	508.2
New Listings	484	23.2	54.1	79.9	44.5	25.1	9.0
Active Listings ⁴	57	50.0	5.6	5.6	-35.7	-78.4	-79.2
Sales to New Listings Ratio ⁵	70.7	85.0	78.7	79.2	89.0	49.1	50.0
Months of Inventory ⁶	0.5	0.3	0.7	0.8	0.9	4.2	3.7
Average Price	\$677,021	36.3	86.9	106.2	202.5	255.7	294.8
Median Price	\$660,000	38.9	88.6	119.8	202.8	282.6	317.1
Sale to List Price Ratio ⁷	125.3	117.6	105.9	107.2	101.4	97.5	97.5
Median Days on Market	6.0	6.0	6.0	6.0	15.0	38.0	32.5

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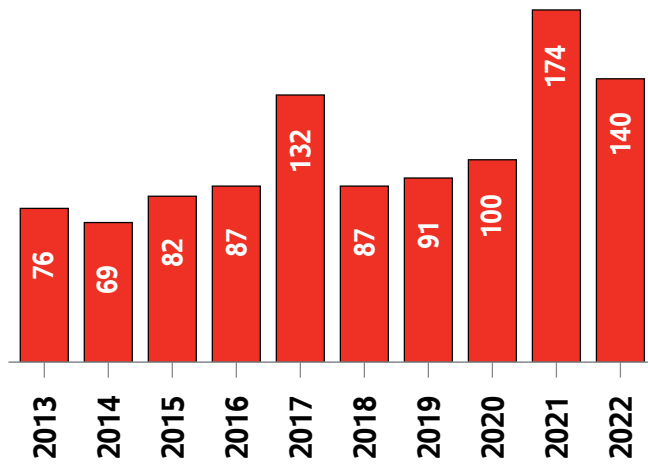
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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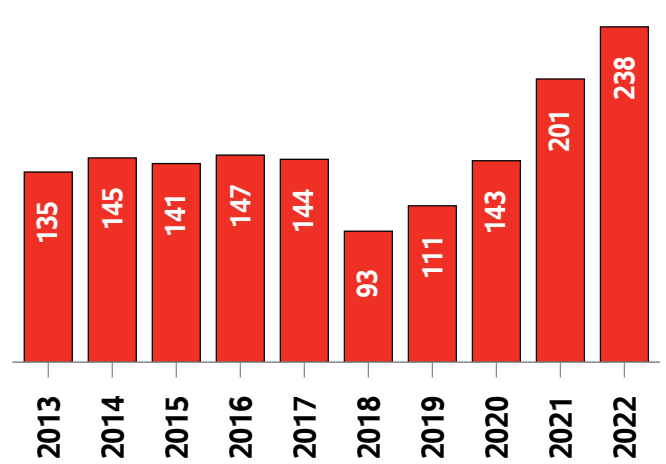
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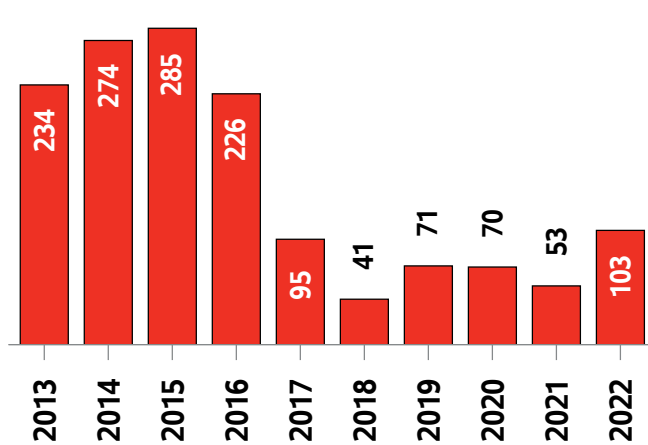
Sales Activity (March only)



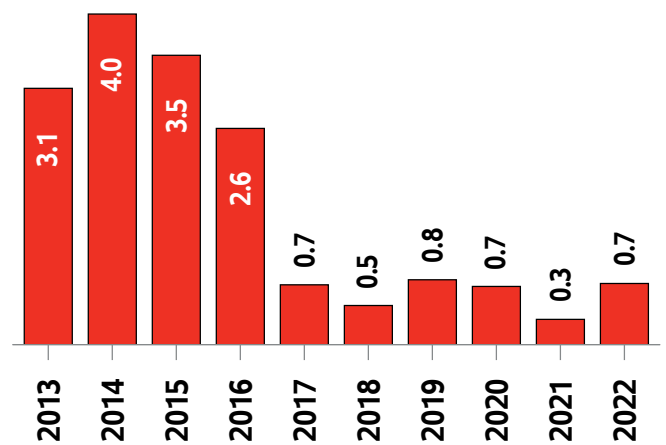
New Listings (March only)



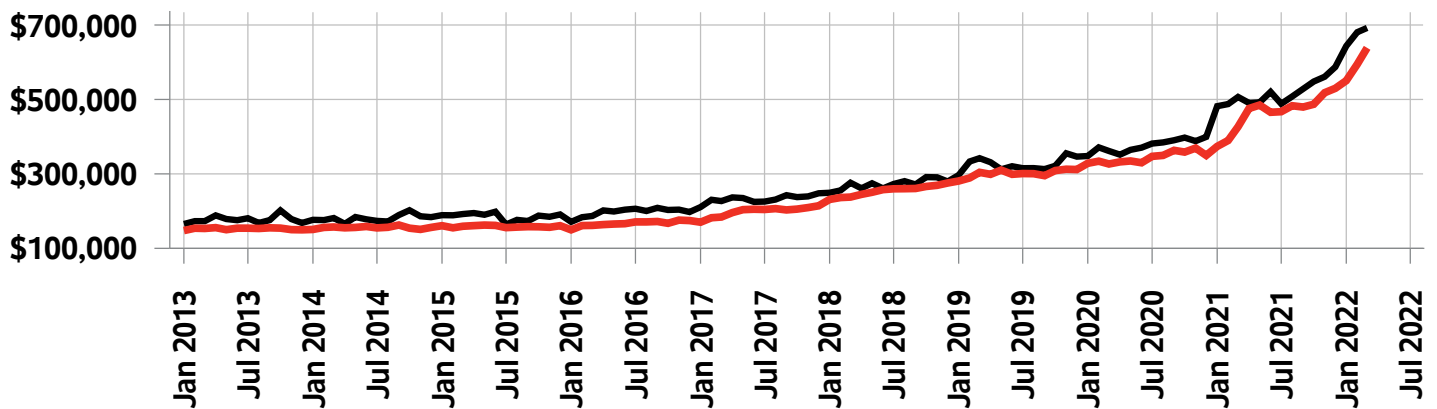
Active Listings (March only)



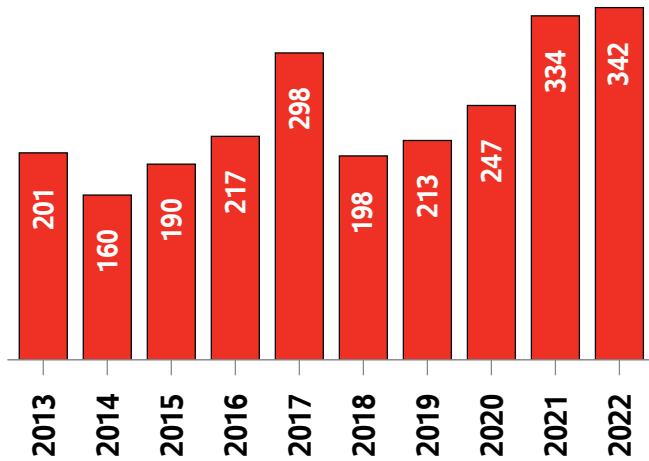
Months of Inventory (March only)



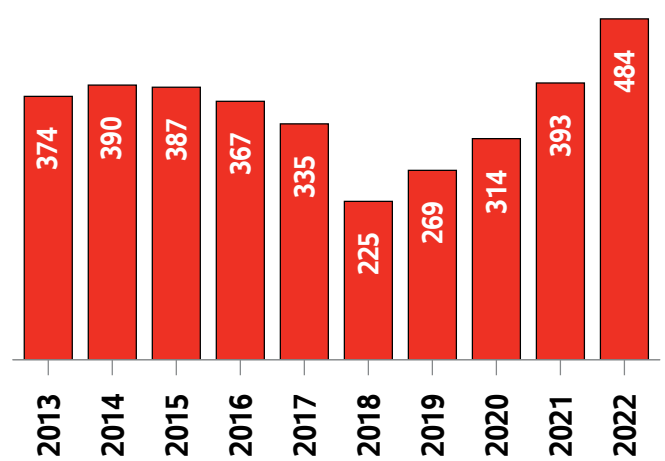
MLS® HPI Townhouse Benchmark Price and Average Price



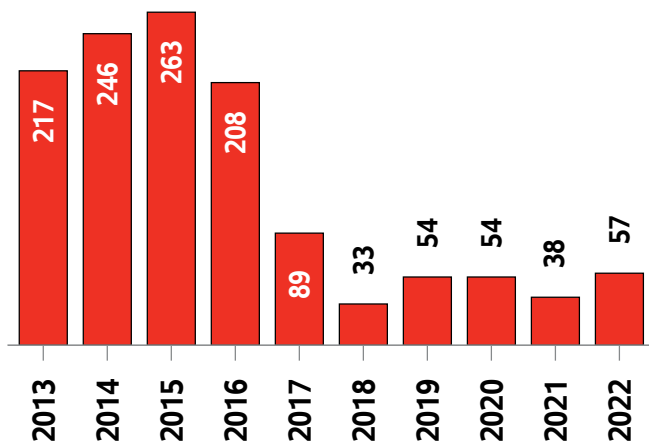
Sales Activity (March Year-to-date)



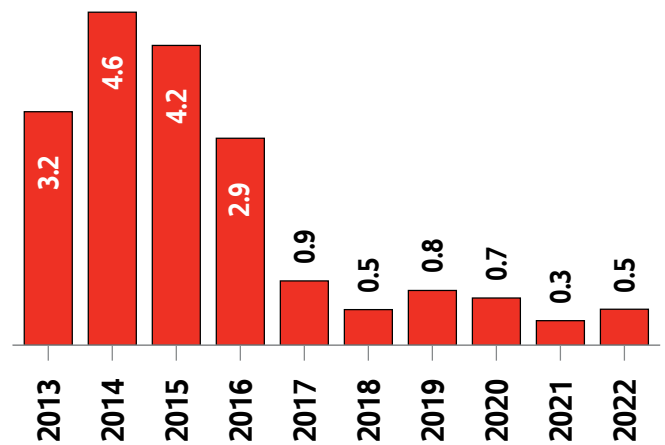
New Listings (March Year-to-date)



Active Listings ¹(March Year-to-date)



Months of Inventory ²(March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	107	-7.0	59.7	75.4	21.6	75.4	137.8
Dollar Volume	\$53,709,829	16.3	167.2	283.9	206.9	419.4	686.0
New Listings	144	14.3	92.0	114.9	27.4	17.1	29.7
Active Listings	56	-11.1	-16.4	-11.1	-66.3	-79.9	-77.1
Sales to New Listings Ratio ¹	74.3	91.3	89.3	91.0	77.9	49.6	40.5
Months of Inventory ²	0.5	0.5	1.0	1.0	1.9	4.6	5.4
Average Price	\$501,961	25.0	67.3	118.9	152.4	196.1	230.6
Median Price	\$452,200	20.5	70.1	124.9	161.8	256.1	237.5
Sale to List Price Ratio ³	119.7	111.9	101.4	105.3	98.6	97.2	96.9
Median Days on Market	7.0	6.0	8.0	8.0	26.5	50.0	32.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	246	-5.4	15.0	69.7	32.3	66.2	110.3
Dollar Volume	\$118,293,420	21.7	85.5	248.7	204.0	377.1	552.5
New Listings	302	1.3	7.5	63.2	5.6	-5.6	2.7
Active Listings ⁴	39	-39.1	-38.1	-42.6	-76.3	-85.5	-81.7
Sales to New Listings Ratio ⁵	81.5	87.2	76.2	78.4	65.0	46.3	39.8
Months of Inventory ⁶	0.5	0.7	0.9	1.4	2.7	5.5	5.5
Average Price	\$480,868	28.6	61.4	105.6	129.9	187.0	210.3
Median Price	\$440,500	31.5	65.9	114.9	159.1	214.7	219.4
Sale to List Price Ratio ⁷	117.8	109.7	102.6	104.6	98.3	97.4	97.0
Median Days on Market	7.0	7.0	8.0	9.0	32.5	45.0	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.

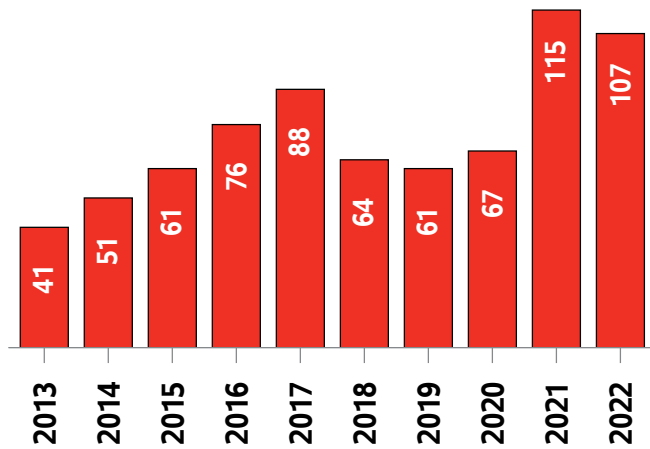
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

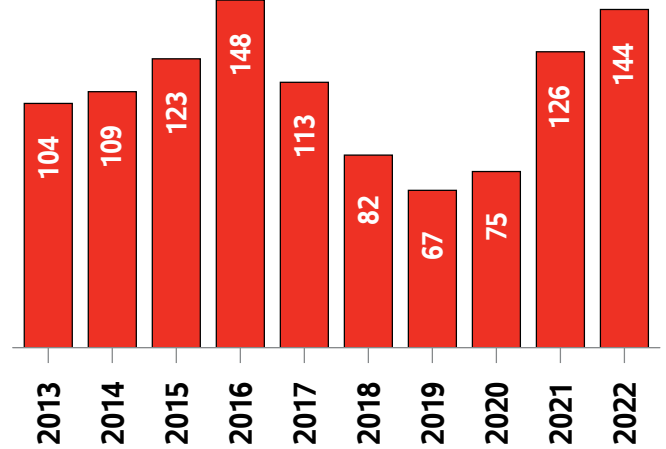
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

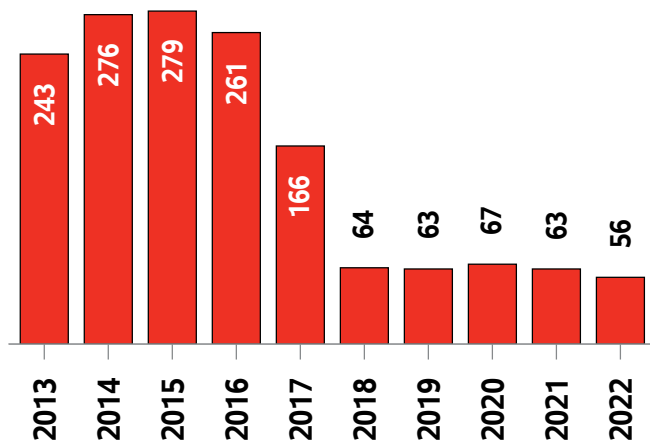
Sales Activity (March only)



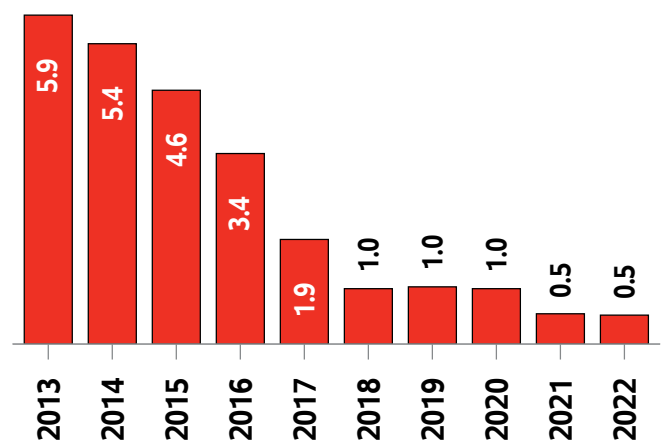
New Listings (March only)



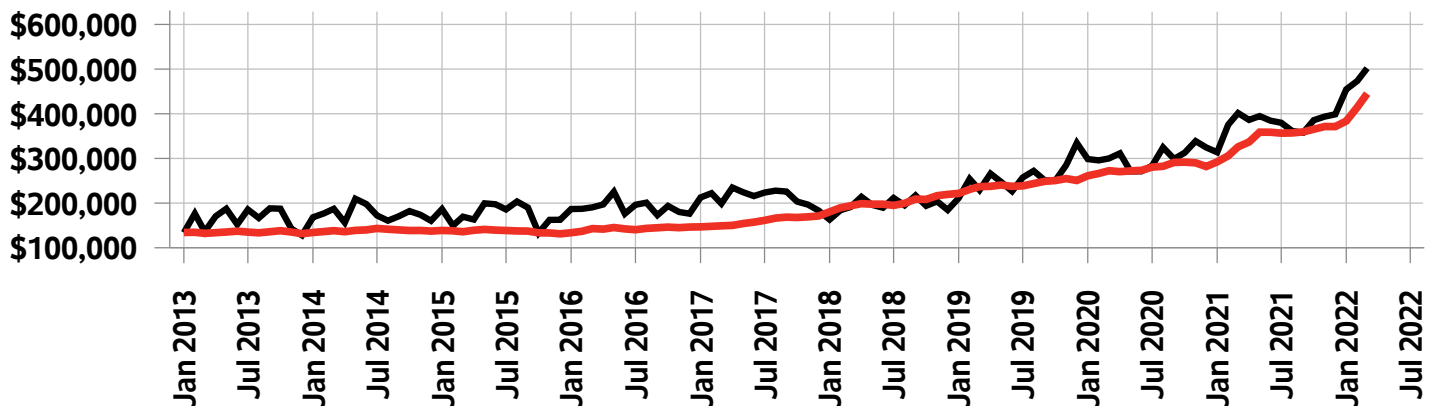
Active Listings (March only)



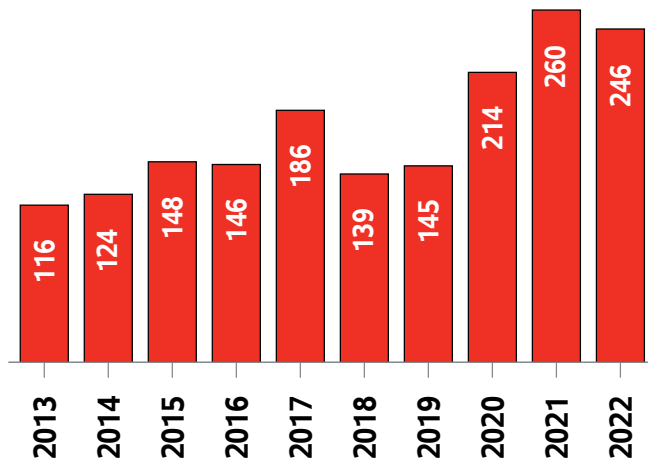
Months of Inventory (March only)



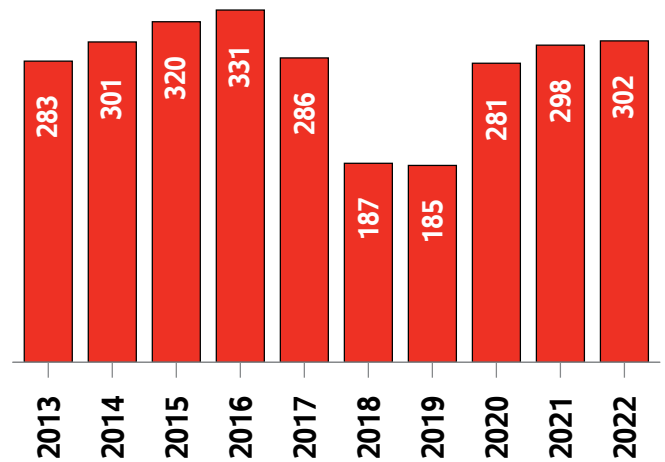
MLS® HPI Apartment Benchmark Price and Average Price



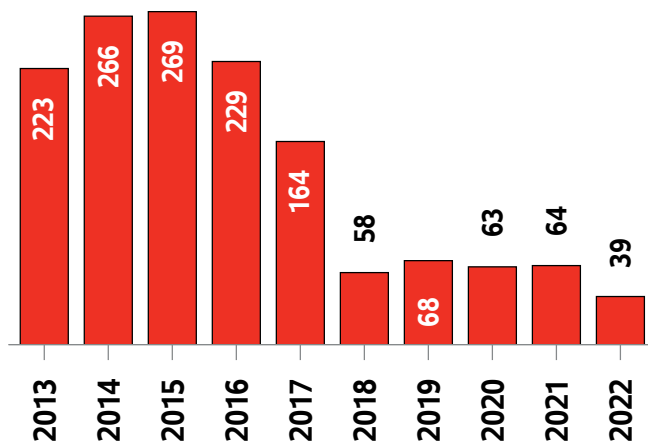
Sales Activity (March Year-to-date)



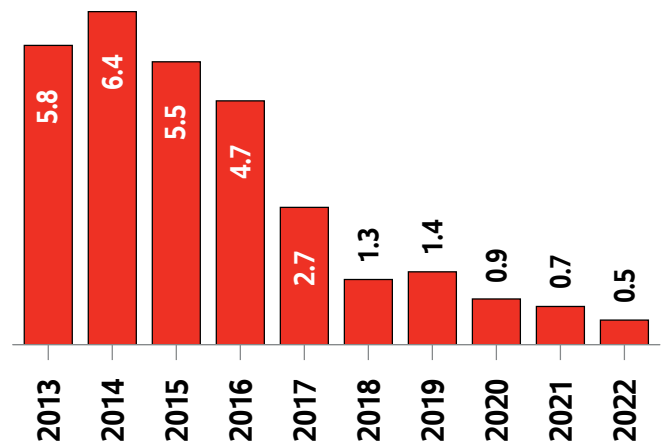
New Listings (March Year-to-date)



Active Listings ¹ (March Year-to-date)



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



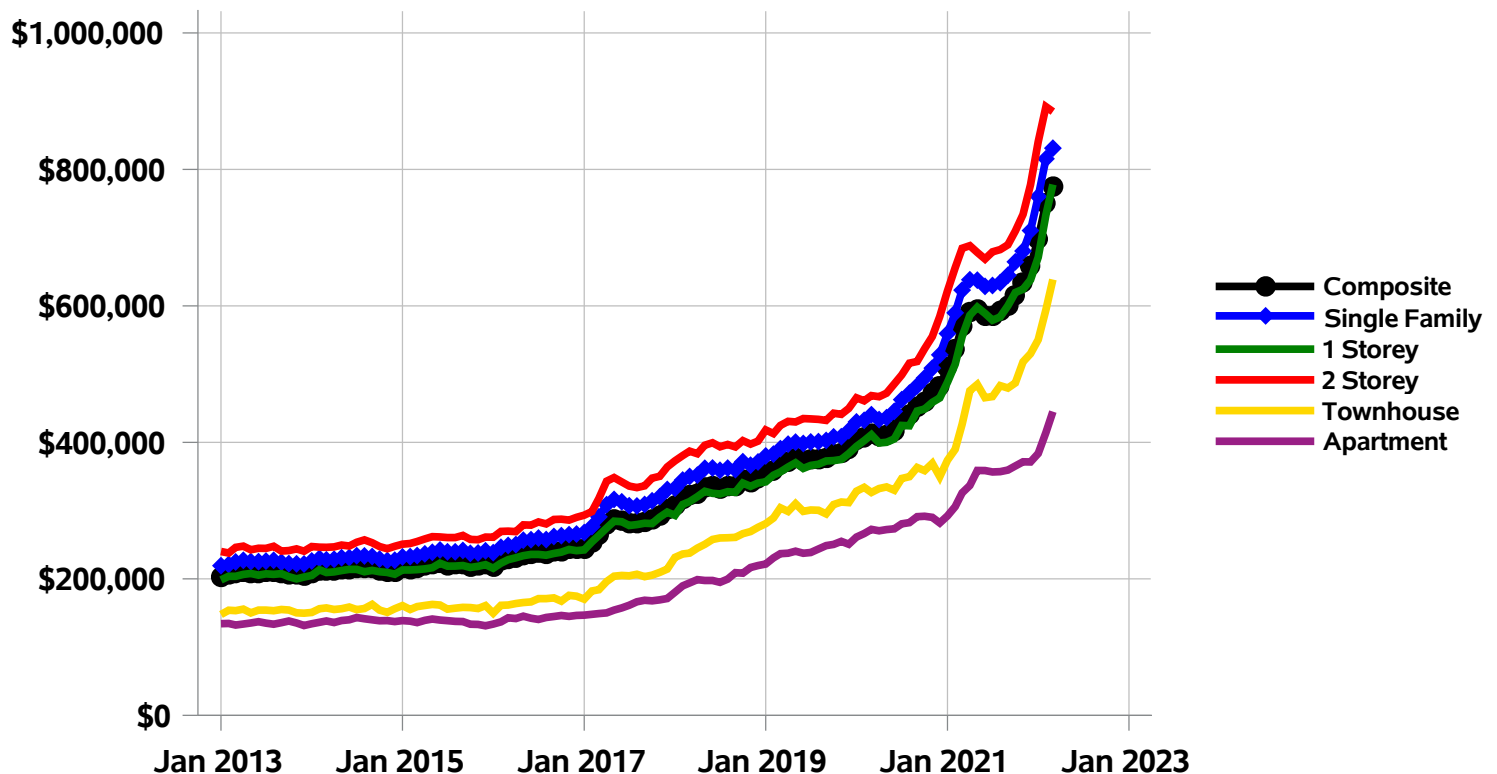
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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

MLS® Home Price Index Benchmark Price

Benchmark Type:	March 2022	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$774,200	3.1	17.7	29.1	35.9	110.1	192.4
Single Family	\$831,100	1.9	17.0	28.9	33.4	112.7	185.7
One Storey	\$777,900	6.1	21.9	29.6	40.1	118.1	195.1
Two Storey	\$884,700	-0.8	13.8	28.3	29.3	108.3	178.3
Townhouse	\$638,700	7.4	20.5	33.2	49.7	110.0	246.9
Apartment	\$445,100	7.4	19.9	23.8	36.5	87.9	198.5

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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	757	-14.7	32.8	38.9	-6.5	41.2	37.6
Dollar Volume	\$611,307,916	9.1	139.3	179.2	118.8	330.8	354.0
New Listings	1,144	4.7	35.9	53.6	21.3	13.5	10.3
Active Listings	463	20.6	-43.2	-35.4	-34.5	-71.8	-75.1
Sales to New Listings Ratio ¹	66.2	81.2	67.7	73.2	85.9	53.2	53.0
Months of Inventory ²	0.6	0.4	1.4	1.3	0.9	3.1	3.4
Average Price	\$807,540	27.8	80.2	101.0	134.2	205.0	229.9
Median Price	\$775,000	29.2	82.8	103.9	146.5	218.9	237.8
Sale to List Price Ratio ³	121.6	116.1	105.2	105.1	103.2	98.0	97.9
Median Days on Market	7.0	6.0	6.0	7.0	11.0	26.0	26.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	1,724	-8.2	23.3	36.3	1.8	41.3	28.7
Dollar Volume	\$1,387,048,579	18.3	121.7	175.4	150.0	345.7	335.0
New Listings	2,381	4.2	14.2	30.0	11.1	-3.7	-14.1
Active Listings ⁴	297	-8.7	-57.9	-53.6	-57.0	-79.8	-82.3
Sales to New Listings Ratio ⁵	72.4	82.2	67.1	69.1	79.0	49.4	48.3
Months of Inventory ⁶	0.5	0.5	1.5	1.5	1.2	3.6	3.8
Average Price	\$804,553	28.9	79.8	102.1	145.7	215.4	238.1
Median Price	\$770,399	30.6	82.6	105.4	156.8	227.8	252.7
Sale to List Price Ratio ⁷	123.0	115.0	104.6	104.5	101.9	97.9	97.7
Median Days on Market	7.0	6.0	7.0	7.0	13.0	27.0	29.0

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.

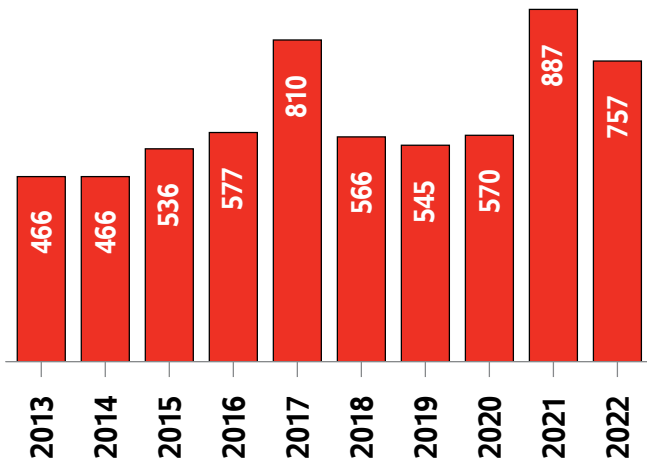
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

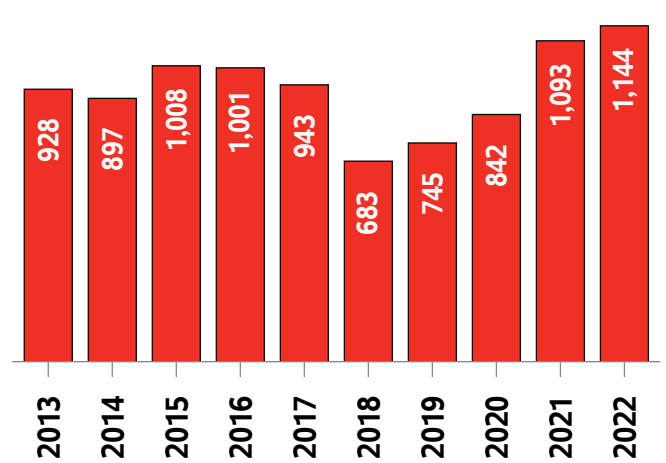
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

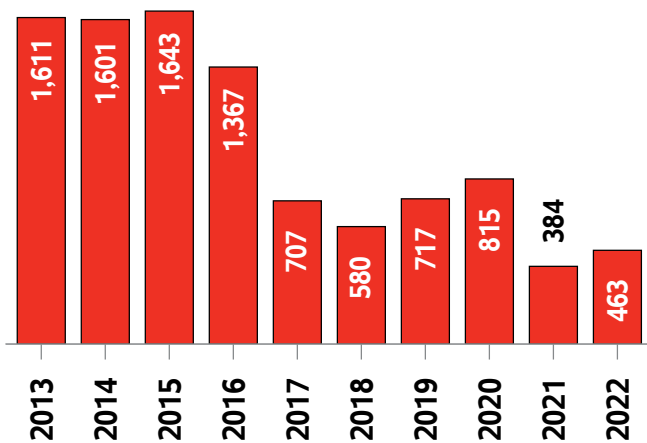
Sales Activity (March only)



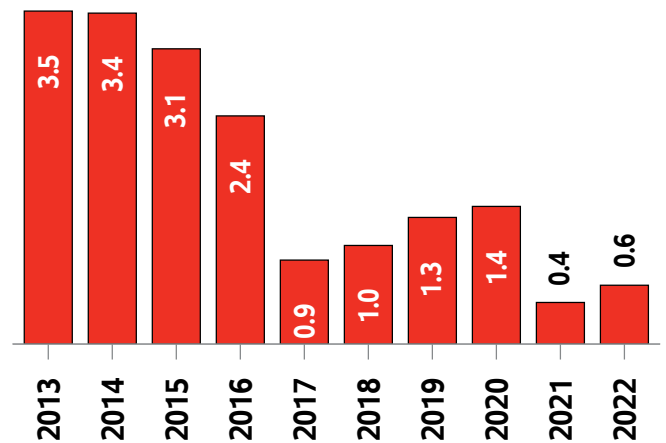
New Listings (March only)



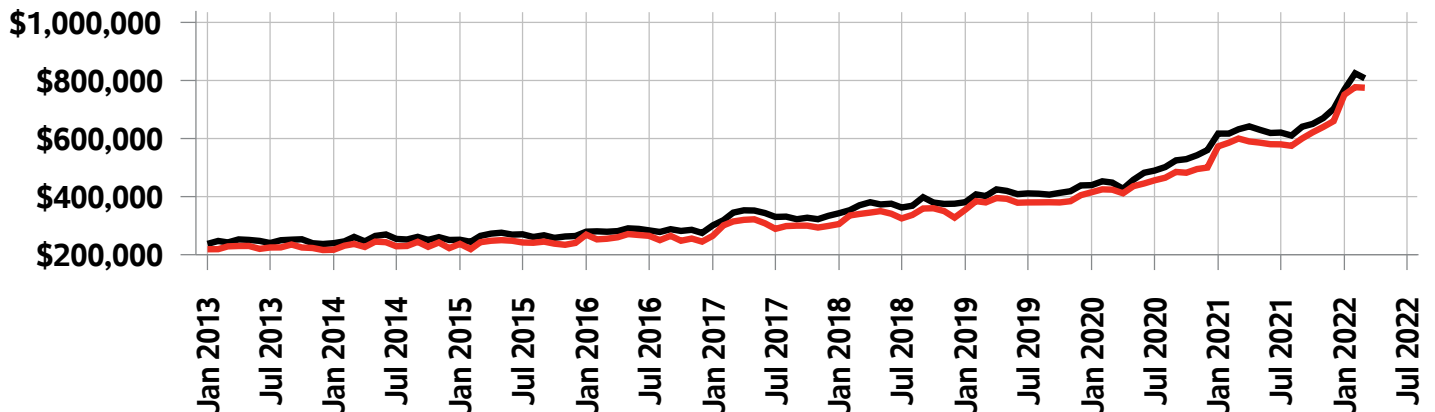
Active Listings (March only)



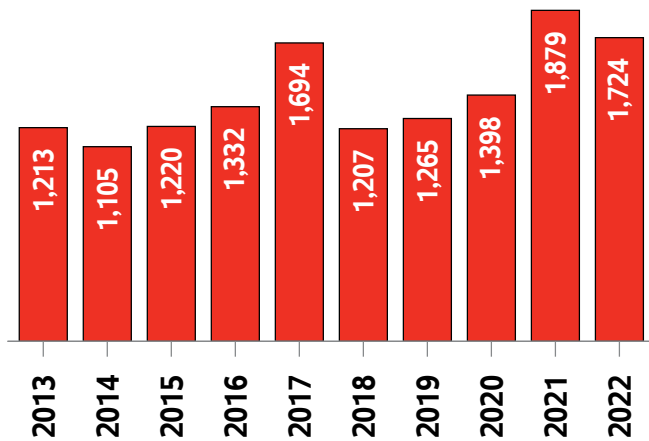
Months of Inventory (March only)



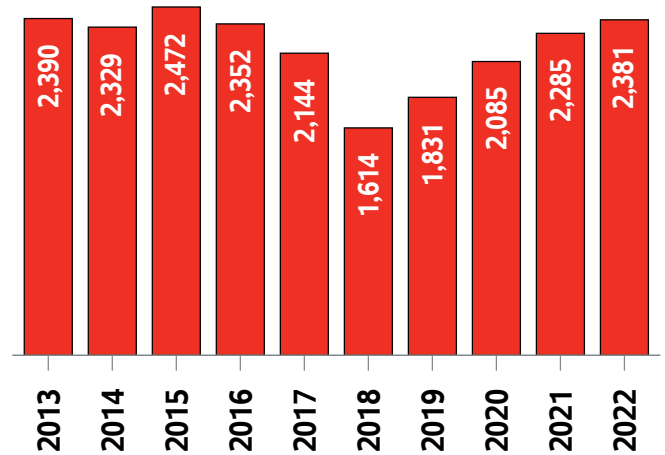
Average Price and Median Price



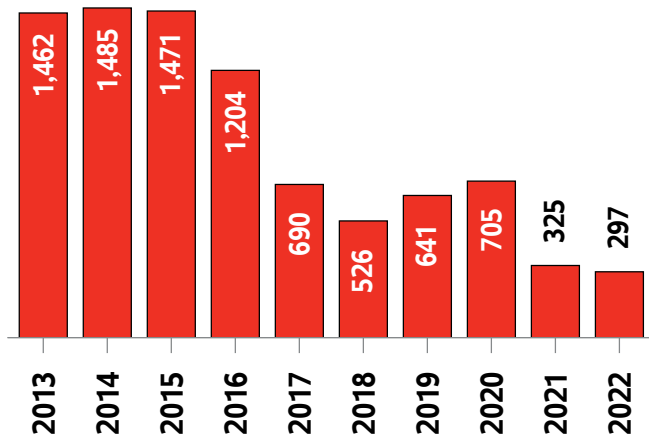
Sales Activity (March Year-to-date)



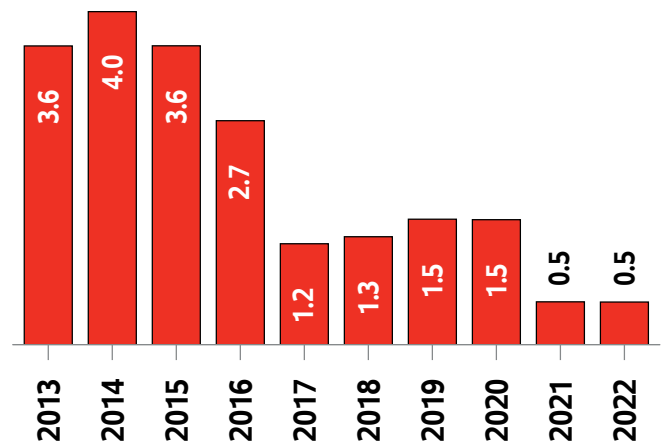
New Listings (March Year-to-date)



Active Listings ¹(March Year-to-date)



Months of Inventory ²(March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	33	-2.9	106.3	50.0	22.2	94.1	73.7
Dollar Volume	\$27,035,011	15.1	315.4	195.8	298.3	481.6	658.5
New Listings	46	0.0	31.4	9.5	24.3	-4.2	31.4
Active Listings	27	-10.0	-51.8	-56.5	-47.1	-78.9	-81.6
Sales to New Listings Ratio ¹	71.7	73.9	45.7	52.4	73.0	35.4	54.3
Months of Inventory ²	0.8	0.9	3.5	2.8	1.9	7.5	7.7
Average Price	\$819,243	18.6	101.4	97.2	225.9	199.6	336.7
Median Price	\$760,000	16.9	98.7	120.3	237.8	253.5	344.4
Sale to List Price Ratio ³	114.0	108.7	103.2	102.0	97.0	95.9	95.0
Median Days on Market	8.0	7.0	7.5	15.5	46.0	65.0	79.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	71	-17.4	42.0	73.2	7.6	51.1	42.0
Dollar Volume	\$59,400,057	12.7	189.5	295.6	231.7	394.9	486.9
New Listings	93	-9.7	8.1	20.8	20.8	-13.1	-21.8
Active Listings ⁴	20	-20.8	-58.5	-60.4	-61.4	-82.8	-86.3
Sales to New Listings Ratio ⁵	76.3	83.5	58.1	53.2	85.7	43.9	42.0
Months of Inventory ⁶	0.9	0.9	2.9	3.8	2.4	7.6	8.9
Average Price	\$836,621	36.5	103.9	128.5	208.3	227.6	313.3
Median Price	\$765,000	28.4	105.4	137.2	201.8	256.6	342.2
Sale to List Price Ratio ⁷	111.0	105.1	99.4	99.6	95.9	95.4	94.8
Median Days on Market	9.0	8.0	16.5	18.0	54.5	71.0	75.5

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.

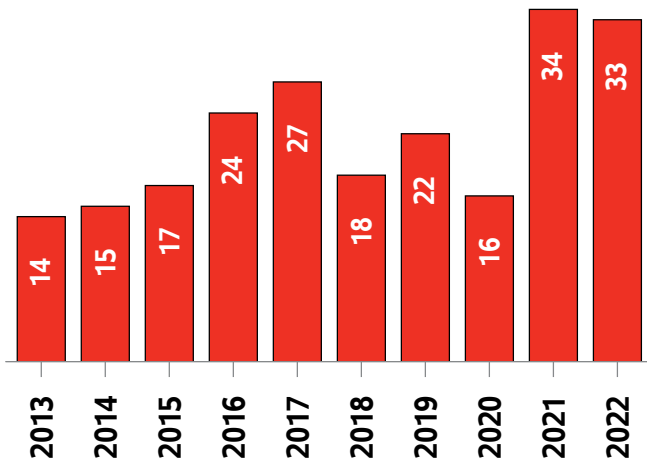
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

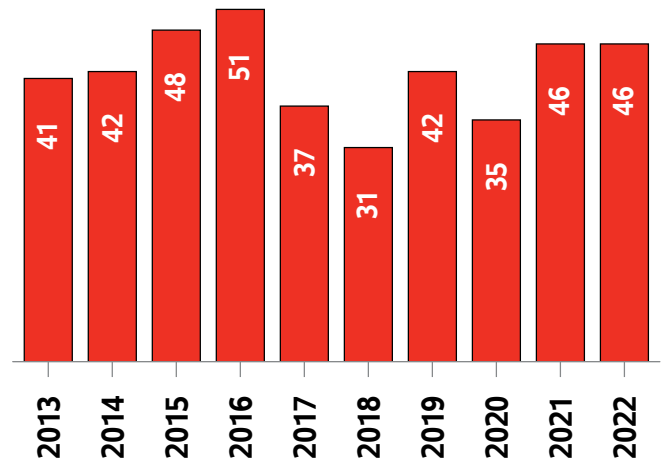
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

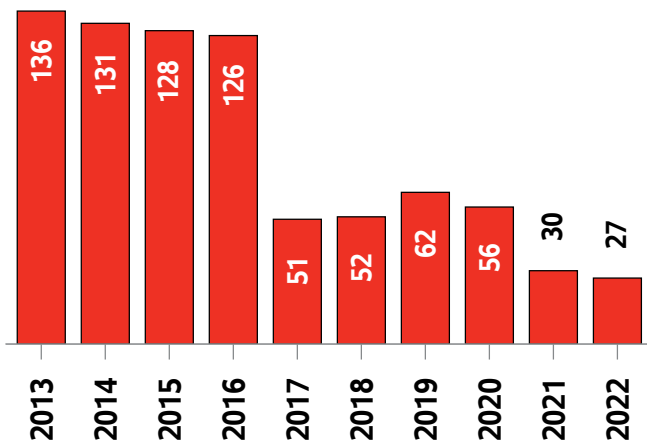
Sales Activity (March only)



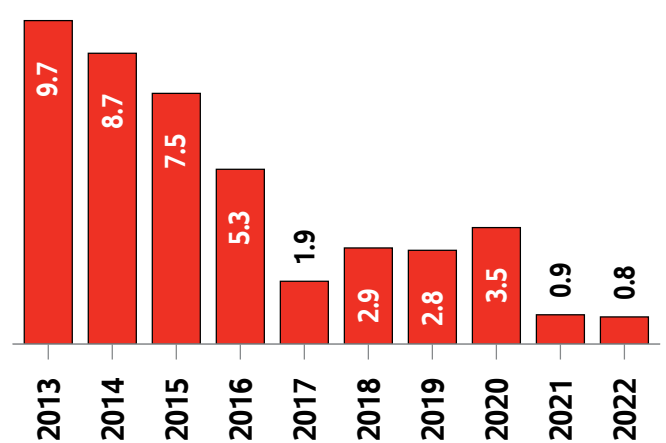
New Listings (March only)



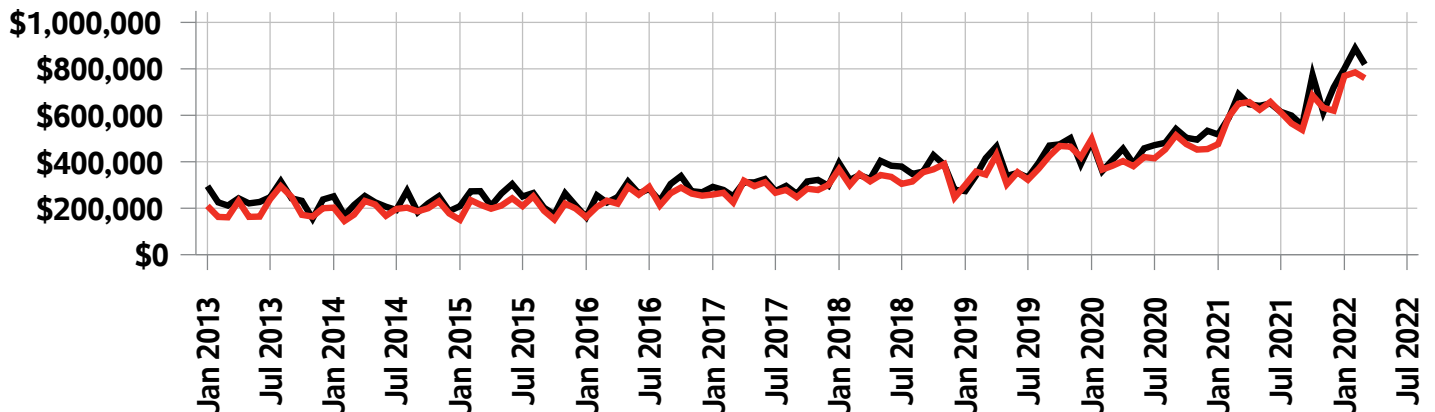
Active Listings (March only)



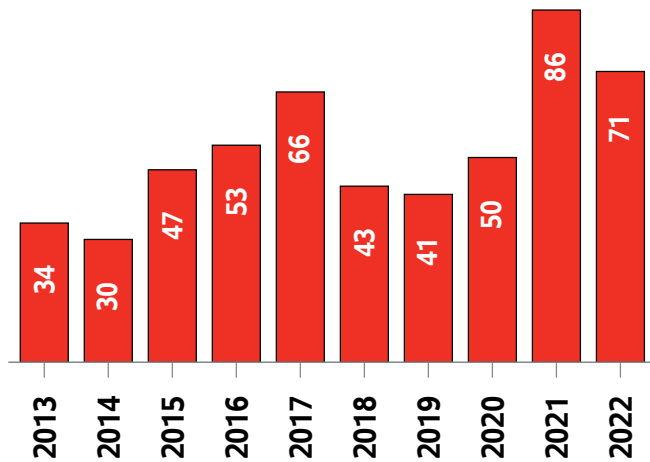
Months of Inventory (March only)



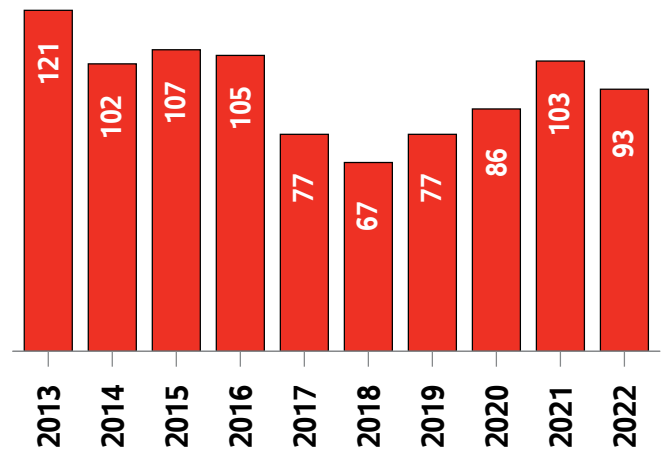
Average Price and Median Price



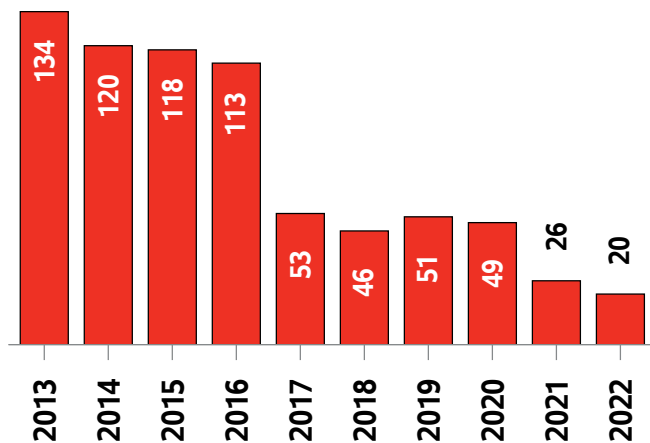
Sales Activity (March Year-to-date)



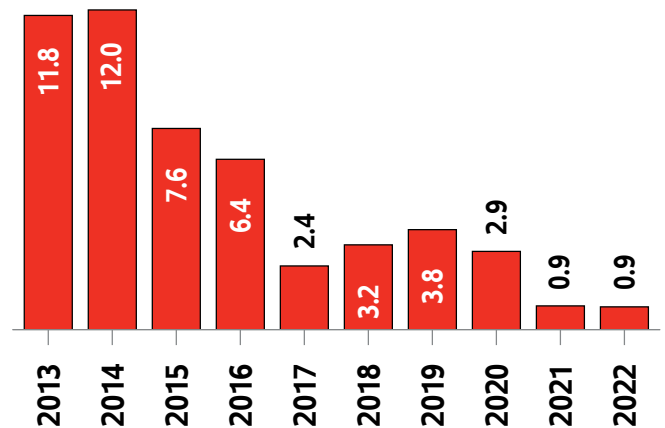
New Listings (March Year-to-date)



Active Listings ¹ (March Year-to-date)



Months of Inventory ² (March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	39	0.0	200.0	69.6	5.4	44.4	105.3
Dollar Volume	\$46,509,330	52.4	453.6	287.0	171.7	337.7	690.2
New Listings	46	-13.2	0.0	53.3	-31.3	-4.2	-6.1
Active Listings	18	-47.1	-80.0	-79.3	-80.2	-84.5	-84.1
Sales to New Listings Ratio ¹	84.8	73.6	28.3	76.7	55.2	56.3	38.8
Months of Inventory ²	0.5	0.9	6.9	3.8	2.5	4.3	5.9
Average Price	\$1,192,547	52.4	84.5	128.2	157.8	203.0	285.0
Median Price	\$1,100,000	46.7	79.7	109.5	144.4	223.5	269.1
Sale to List Price Ratio ³	115.3	112.1	98.3	100.2	100.0	96.7	96.4
Median Days on Market	7.0	6.0	8.0	19.0	17.0	63.0	35.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	82	2.5	70.8	43.9	13.9	82.2	78.3
Dollar Volume	\$88,287,039	49.7	239.3	188.3	174.3	429.2	464.6
New Listings	99	-1.0	3.1	-13.9	-24.4	-22.7	-17.5
Active Listings ⁴	19	-37.1	-78.0	-76.1	-76.6	-84.3	-82.4
Sales to New Listings Ratio ⁵	82.8	80.0	50.0	49.6	55.0	35.2	38.3
Months of Inventory ⁶	0.7	1.1	5.3	4.1	3.3	7.9	6.9
Average Price	\$1,076,671	46.1	98.6	100.4	140.9	190.4	216.7
Median Price	\$997,450	48.8	96.6	84.1	136.4	174.0	233.6
Sale to List Price Ratio ⁷	112.7	110.9	101.1	100.0	99.8	97.2	96.2
Median Days on Market	7.0	7.0	12.5	13.0	18.0	66.0	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 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.

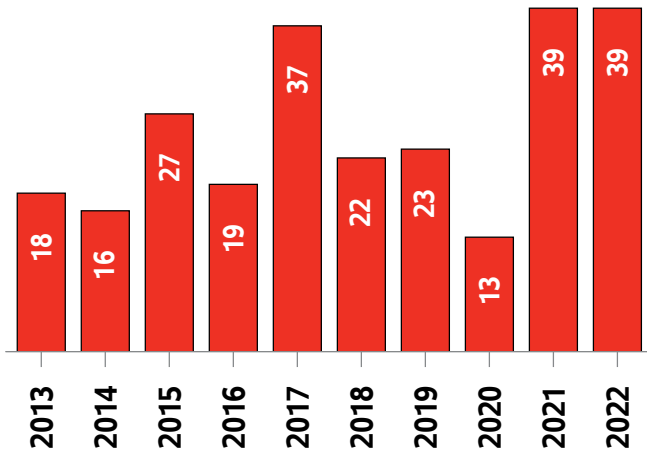
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

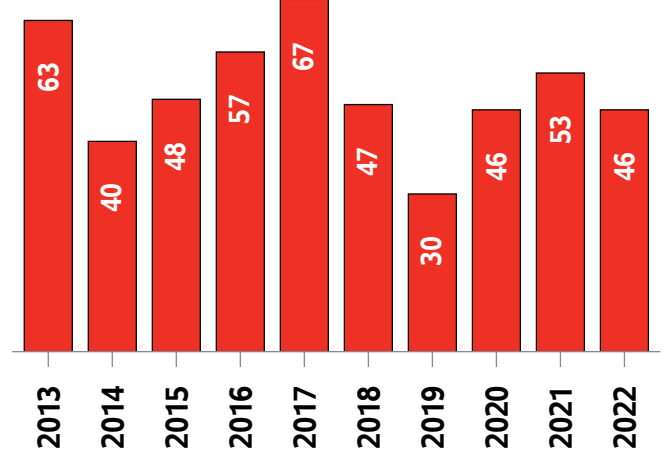
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

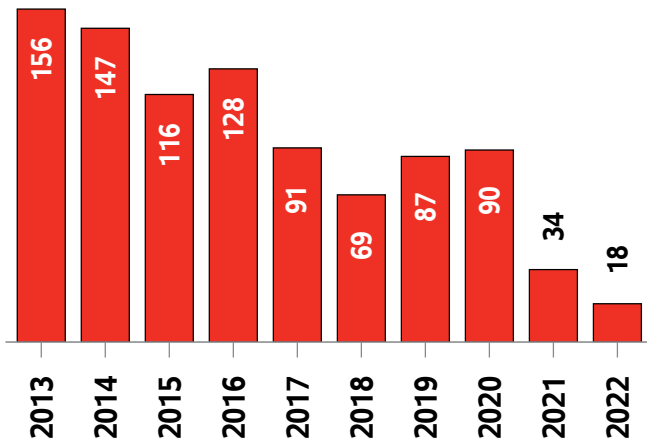
Sales Activity (March only)



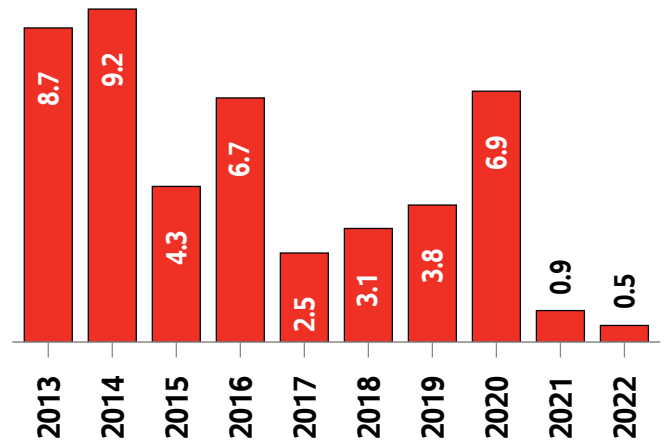
New Listings (March only)



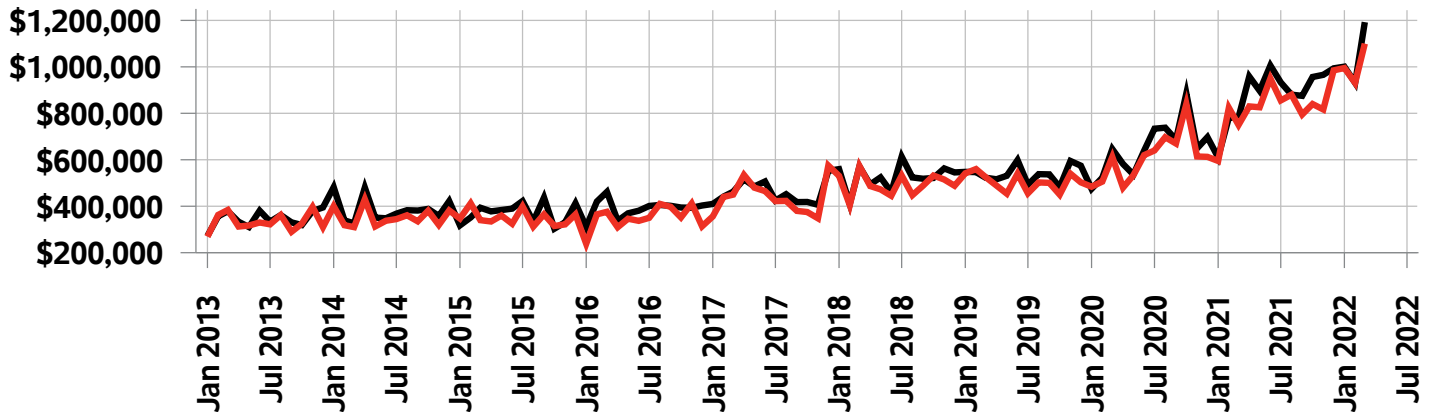
Active Listings (March only)



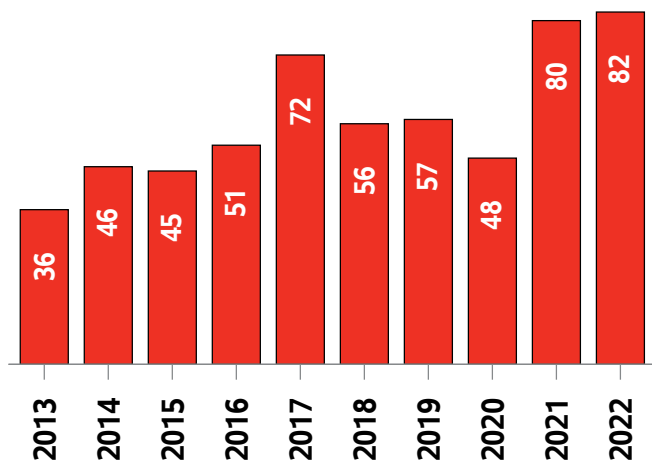
Months of Inventory (March only)



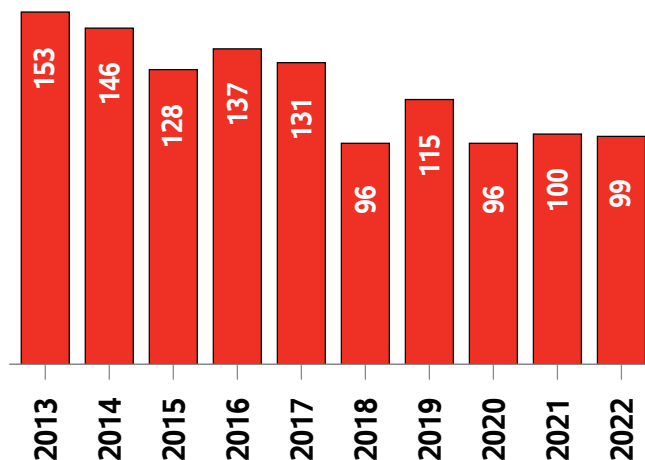
Average Price and Median Price



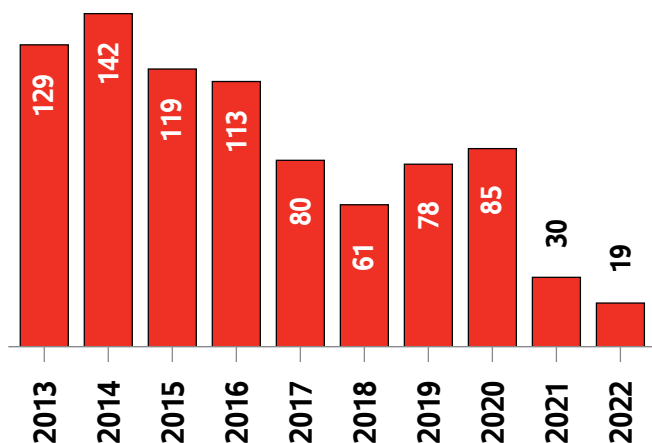
Sales Activity (March Year-to-date)



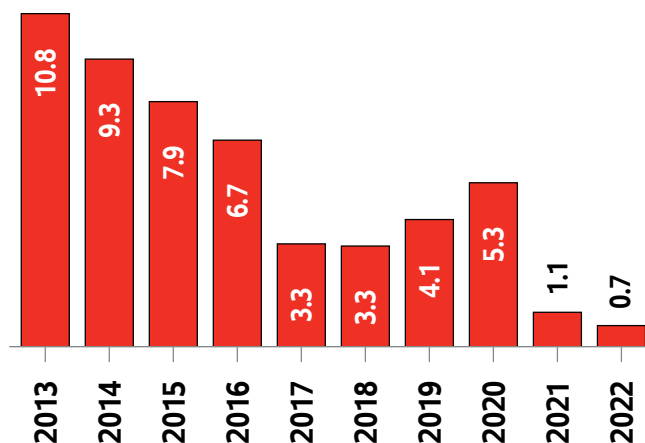
New Listings (March Year-to-date)



Active Listings ¹ (March Year-to-date)



Months of Inventory ² (March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	38	-40.6	11.8	-9.5	-29.6	40.7	35.7
Dollar Volume	\$32,685,245	-19.2	126.7	91.3	86.4	368.3	411.0
New Listings	74	15.6	51.0	19.4	21.3	37.0	54.2
Active Listings	46	142.1	-57.4	-42.5	-43.9	-65.2	-62.0
Sales to New Listings Ratio ¹	51.4	100.0	69.4	67.7	88.5	50.0	58.3
Months of Inventory ²	1.2	0.3	3.2	1.9	1.5	4.9	4.3
Average Price	\$860,138	36.1	102.8	111.5	165.0	232.8	276.5
Median Price	\$816,550	34.6	98.9	105.4	181.6	279.8	277.8
Sale to List Price Ratio ³	121.5	114.9	102.5	99.8	98.8	97.3	97.3
Median Days on Market	7.0	6.0	6.5	14.5	10.5	40.0	58.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	104	-20.0	15.6	11.8	-9.6	62.5	50.7
Dollar Volume	\$85,065,472	5.1	104.2	118.3	127.3	458.0	424.5
New Listings	157	16.3	-6.0	17.2	8.3	11.3	18.9
Active Listings ⁴	30	38.5	-69.1	-58.9	-66.4	-74.6	-74.0
Sales to New Listings Ratio ⁵	66.2	96.3	53.9	69.4	79.3	45.4	52.3
Months of Inventory ⁶	0.9	0.5	3.2	2.4	2.3	5.5	5.0
Average Price	\$817,937	31.4	76.7	95.2	151.4	243.4	248.0
Median Price	\$794,500	32.0	81.4	98.7	164.8	259.5	263.6
Sale to List Price Ratio ⁷	117.3	113.0	100.4	99.7	99.0	97.4	96.6
Median Days on Market	7.0	6.0	16.5	20.0	21.0	39.5	56.0

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.

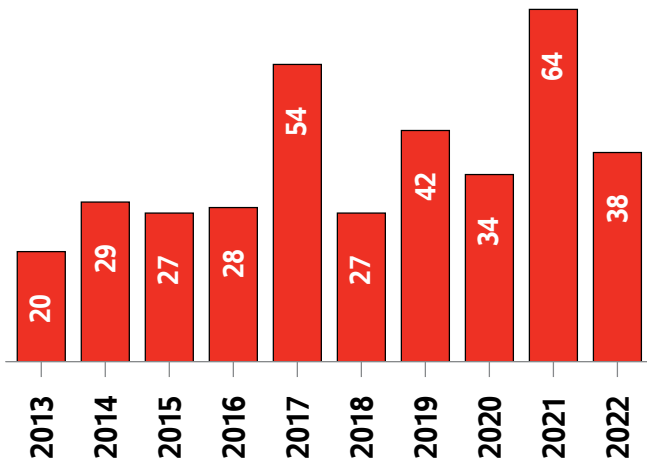
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

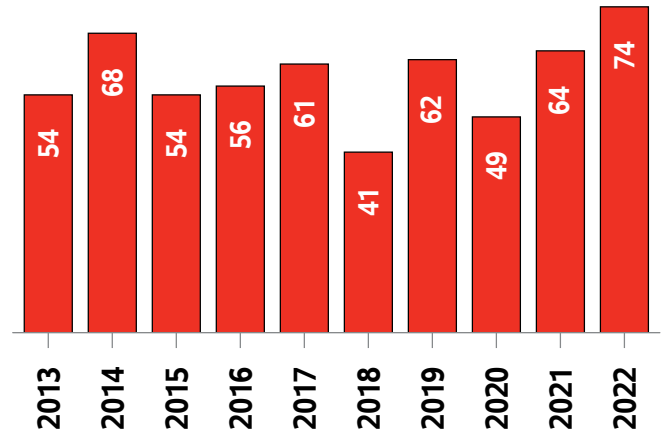
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

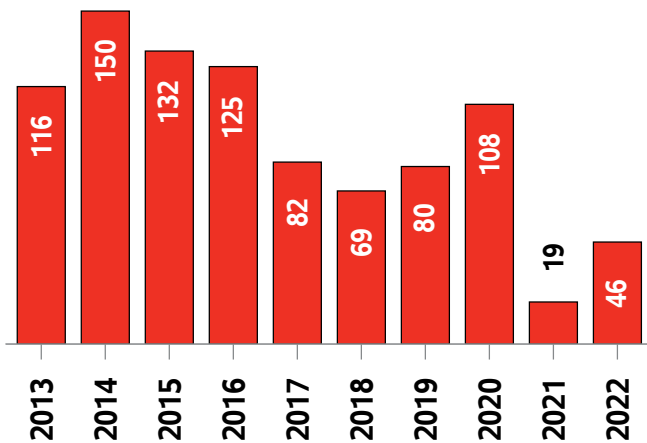
Sales Activity (March only)



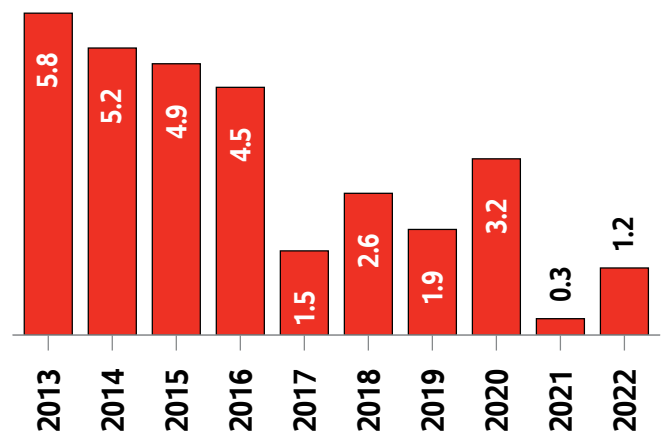
New Listings (March only)



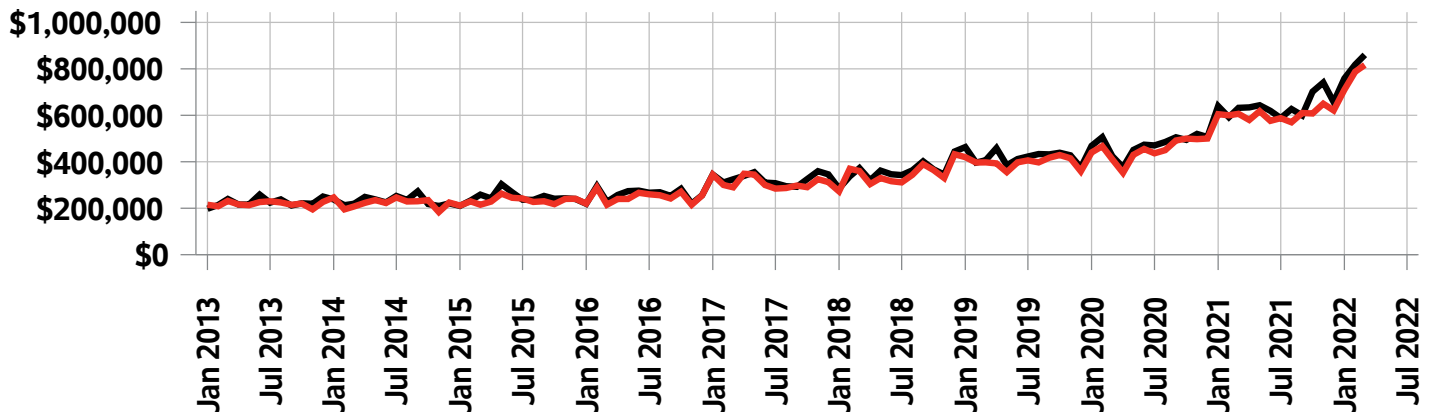
Active Listings (March only)



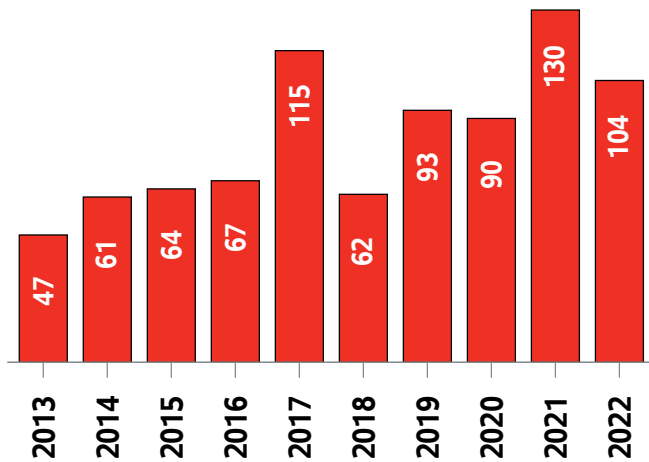
Months of Inventory (March only)



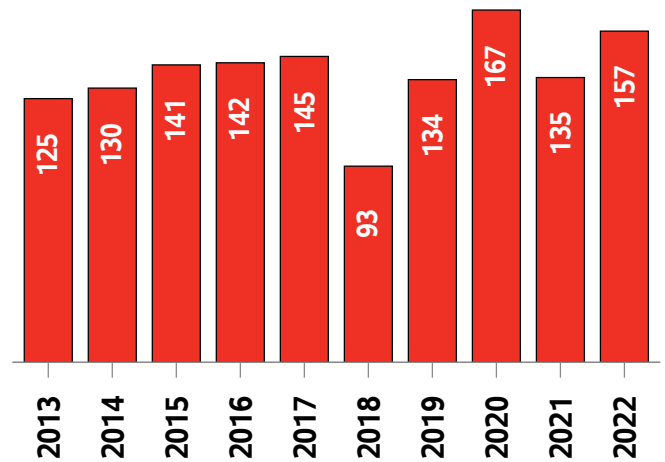
Average Price and Median Price



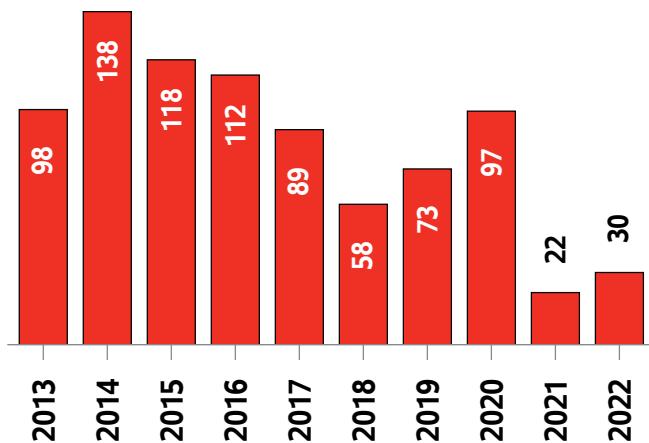
Sales Activity (March Year-to-date)



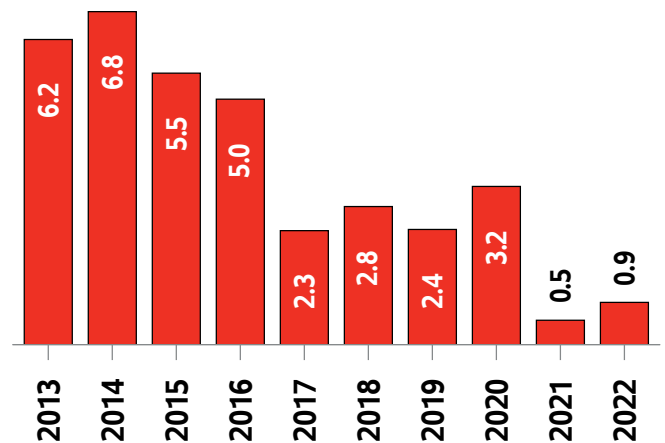
New Listings (March Year-to-date)



Active Listings ¹ (March Year-to-date)



Months of Inventory ² (March 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	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	111	23.3	65.7	60.9	8.8	113.5	117.6
Dollar Volume	\$80,903,423	59.2	206.7	239.1	216.2	660.7	722.0
New Listings	129	18.3	65.4	76.7	48.3	34.4	46.6
Active Listings	36	9.1	-47.1	-41.0	-52.6	-83.6	-84.0
Sales to New Listings Ratio ¹	86.0	82.6	85.9	94.5	117.2	54.2	58.0
Months of Inventory ²	0.3	0.4	1.0	0.9	0.7	4.2	4.4
Average Price	\$728,860	29.0	85.1	110.8	190.5	256.4	277.7
Median Price	\$700,000	26.8	87.7	109.0	180.1	254.5	278.4
Sale to List Price Ratio ³	120.3	112.8	101.6	101.7	99.6	96.6	97.9
Median Days on Market	7.0	5.0	7.0	11.0	12.5	33.0	42.0

Year-to-date	March 2022	Compared to ⁸					
		March 2021	March 2020	March 2019	March 2017	March 2015	March 2012
Sales Activity	237	30.9	37.0	53.9	10.7	64.6	95.9
Dollar Volume	\$171,831,326	72.6	156.9	234.3	243.9	468.8	652.5
New Listings	272	30.8	23.1	47.8	20.4	10.6	3.4
Active Listings ⁴	26	24.2	-59.5	-57.9	-70.7	-87.4	-87.3
Sales to New Listings Ratio ⁵	87.1	87.0	78.3	83.7	94.7	58.5	46.0
Months of Inventory ⁶	0.3	0.3	1.1	1.2	1.2	4.3	5.0
Average Price	\$725,027	31.8	87.5	117.2	210.5	245.6	284.2
Median Price	\$700,100	29.6	89.2	118.4	204.4	235.0	293.3
Sale to List Price Ratio ⁷	119.9	113.6	101.2	101.1	99.0	97.1	97.6
Median Days on Market	7.0	5.0	9.0	12.5	17.5	42.5	42.0

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.

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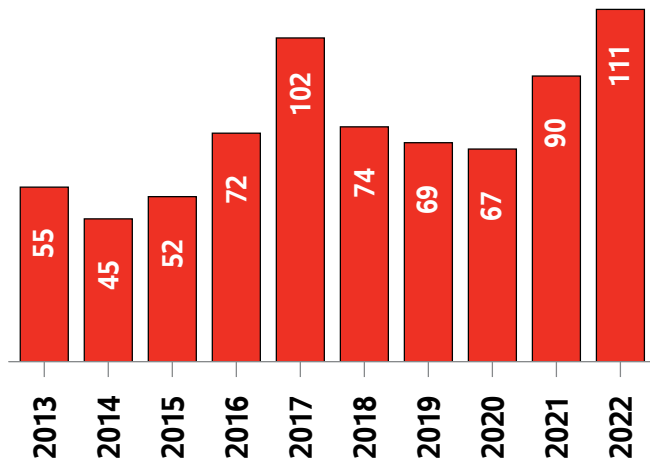
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

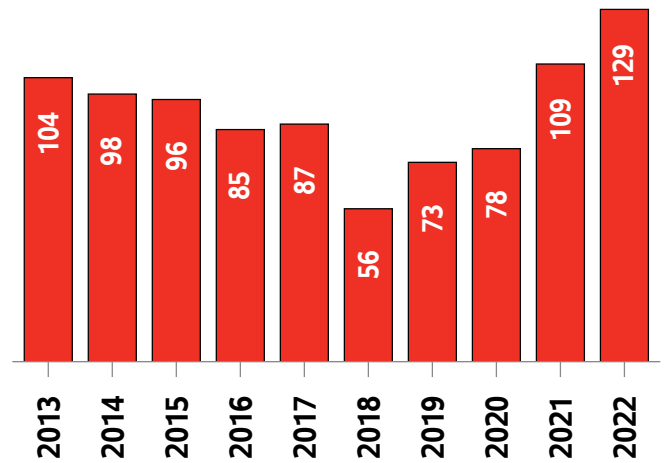
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

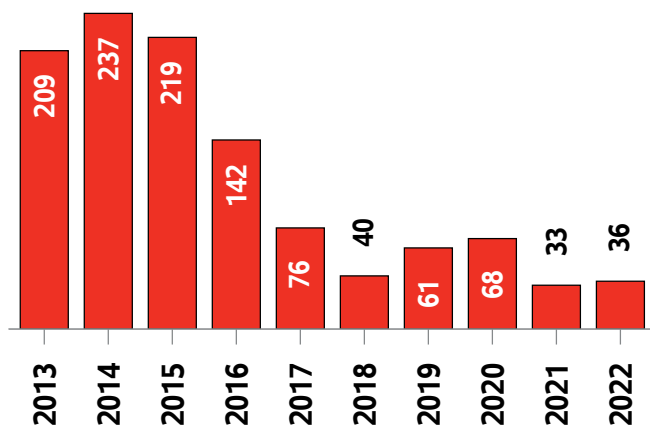
Sales Activity (March only)



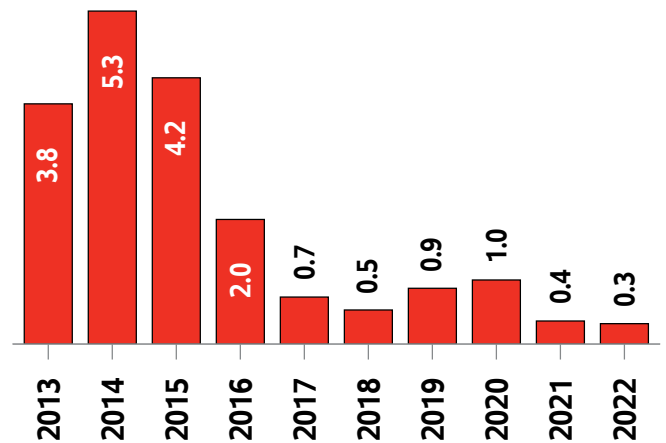
New Listings (March only)



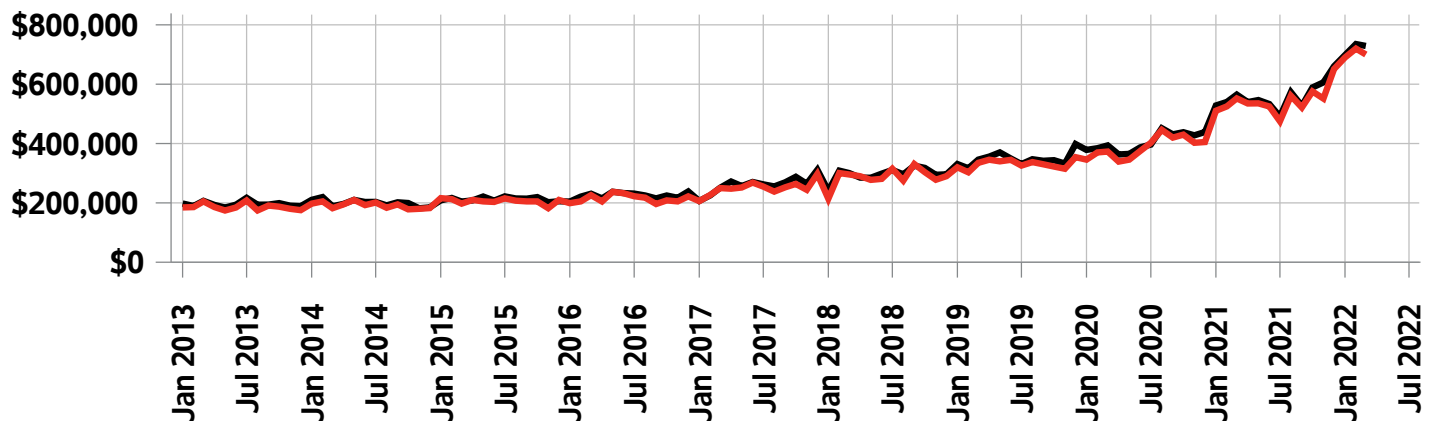
Active Listings (March only)



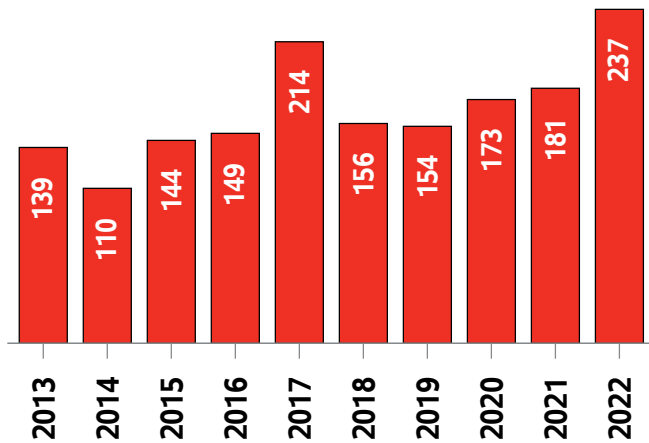
Months of Inventory (March only)



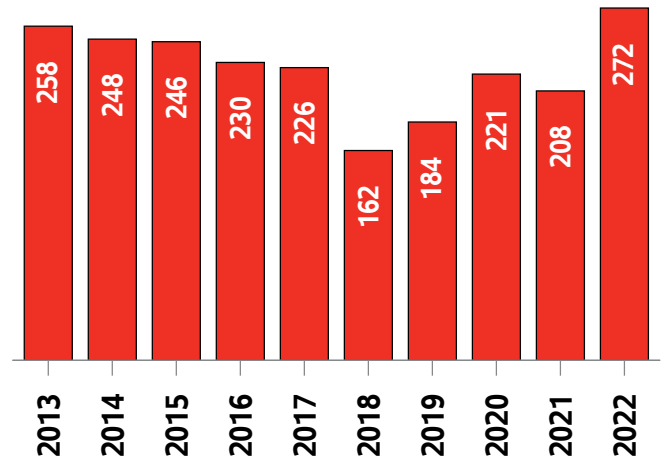
Average Price and Median Price



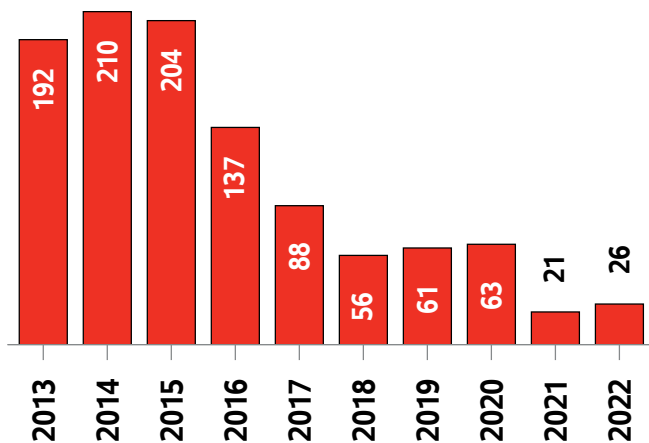
Sales Activity (March Year-to-date)



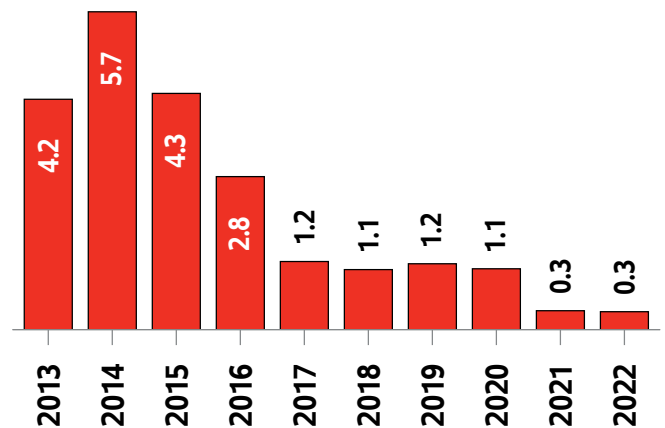
New Listings (March Year-to-date)



Active Listings ¹ (March Year-to-date)



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



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