



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



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

News Release

Wednesday, October 4, 2023

For Comment:

Adam Miller, 519-871-6198

For Background:

Bill Madder, 519-641-1400



SEPTEMBER SHOWS MORE SIGNS OF STABILIZATION

London, ON – September ushered 1,320 new listings on the local home market, 12.6% more than the same time a year ago. The number of new listings is the highest recorded for September since 2014.

“As new listings start to see larger increases, we have moved into a marketplace that shows some balance between sellers and buyers,” said Adam Miller, 2023 Chair of the London and St. Thomas Association of REALTORS® (LSTAR). “Housing supply also saw a healthy jump to 4.4 months of inventory, from 3.4 months in August. We haven’t seen those kinds of numbers in years.”

September home sales tapered slightly, with 476 homes exchanging hands via the LSTAR MLS® System, down 6.5% compared to September 2022. The September total was a little down from the previous month, which recorded 569 sales.

“With the affordability challenges and increased inventory, we expected a dip in activity,” Miller said. “When you compare the sales over the last few months, the activity is fairly consistent. There is still high demand for homes across the region. With less urgency and more options, it’s giving buyers more time in the market.”

The table below highlights home sales, average home prices and benchmark prices in LSTAR’s jurisdiction over the past four months.

	JUNE 2023	JULY 2023	AUGUST 2023	SEPTEMBER 2023
LSTAR HOME SALES	745	640	569	476
LSTAR’S OVERALL AVERAGE PRICE	\$675,923	\$668,821	\$663,663	\$633,848
LSTAR’S COMPOSITE MLS® HPI BENCHMARK PRICE	\$626,200	\$612,800	\$607,400	\$595,300

The overall sales-to-new listing ratio for LSTAR was 36.1% in September, down from 46.9% in August. According to the Canadian Real Estate Association (CREA), a ratio between 40% and 60% is generally consistent with a balanced market.

“It’s important to remember that every home transaction is unique,” Miller said. “Based on what the Bank of Canada decides to do during its next announcement on October 25, your local REALTOR® can help navigate this ever-changing environment, with real-time data and professional guidance.”

The September average home price was \$633,848, down from \$663,663 in August. The composite MLS® Home Price Index (HPI) Benchmark Price was \$595,300 down from \$607,400 in August. The HPI benchmark price reflects the value of a “typical home” as assigned by buyers in a certain area based on various housing attributes, while the average sales price is calculated by adding all the sale prices for homes sold and dividing that total by the number of homes sold. The HPI benchmark price is helpful to gauge trends over time since averages may fluctuate by changes in the mix of sales activity from one month to the next.

The table below shows the September benchmark prices for all housing types within LSTAR's jurisdiction, comparing changes from the previous month and three months ago.

MLS® HOME PRICE INDEX BENCHMARK PRICES			
Benchmark Type	September 2023	Change over August 2023	Change over June 2023
LSTAR Composite	\$595,300	↓2.0%	↓4.9%
LSTAR Single-Family	\$639,700	↓1.8%	↓5.1%
LSTAR One Storey	\$592,100	↓0.3%	↓3.0%
LSTAR Two Storey	\$674,300	↓2.7%	↓6.2%
LSTAR Townhouse	\$501,700	↓1.6%	↓3.6%
LSTAR Apartment	\$376,800	↓5.5%	↓4.1%

"When compared to other values recorded provincially and nationally, homes in the LSTAR area continue to remain relatively affordable," Miller said. The following table shows the latest HPI benchmark prices, courtesy of CREA.

AREA	MLS® HOME PRICE INDEX BENCHMARK PRICE
Oakville-Milton	\$1,277,500
Greater Vancouver	\$1,203,300
Greater Toronto	\$1,127,000
Mississauga	\$1,095,200
Fraser Valley	\$1,029,200
Victoria	\$885,400
Hamilton-Burlington	\$854,200
Guelph & District	\$840,200
Barrie & District	\$809,400
Cambridge	\$741,300
Kitchener-Waterloo	\$734,600
Brantford Region	\$676,600
Niagara Region	\$651,700
Woodstock-Ingersoll	\$660,900
Ottawa	\$643,600
London St. Thomas	\$595,300
Windsor-Essex	\$579,500
Huron-Perth	\$565,700
Halifax Dartmouth	\$522,900
Montreal	\$518,600
Calgary	\$464,100
Saskatoon	\$381,900
Edmonton	\$373,400
Winnipeg	\$342,800
St. John's, NL	\$338,900
CANADA	\$741,400

According to a research study conducted by Altus Group, the average housing transaction in Ontario generates \$77,420 in ancillary expenditures over a period of three years from the purchase date. These expenditures encompass a wide range of costs, including, but not limited to, legal fees, moving expenses, furniture purchases, and renovation costs. "That means home sales in September are potentially contributing with more than \$36 million to the local economy," Miller said.

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. As one of Canada's largest real estate associations, LSTAR serves and represents over 2,250 REALTORS® who are working in Middlesex and Elgin Counties, a trading area of more than 500,000 residents. LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality, and is a proud participant in the REALTORS Care Foundation's Every REALTOR™ Campaign. LSTAR provides housing opportunities, respects the environment, and builds good communities and safe neighbourhoods.

###

Actual	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	476	-6.5%	-45.0%	-49.8%	-32.6%	-38.7%	-14.7%
Dollar Volume	\$301,711,410	-8.0%	-45.4%	-39.2%	7.7%	36.2%	121.2%
New Listings	1,320	12.6%	24.9%	20.7%	26.1%	26.9%	12.0%
Active Listings	2,073	20.7%	234.9%	128.6%	61.7%	16.5%	-27.9%
Sales to New Listings Ratio ¹	36.1	43.4	81.9	86.7	67.4	74.6	47.3
Months of Inventory ²	4.4	3.4	0.7	1.0	1.8	2.3	5.2
Average Price	\$633,848	-1.6%	-0.6%	21.0%	59.8%	122.1%	159.3%
Median Price	\$599,450	1.6%	-0.1%	22.3%	64.2%	131.0%	166.4%
Sale to List Price Ratio ³	98.1	97.2	108.3	104.7	101.6	98.7	97.3
Median Days on Market	21.0	22.0	7.0	8.0	10.0	22.0	36.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	5,476	-14.6%	-37.7%	-21.4%	-21.0%	-26.5%	-6.0%
Dollar Volume	\$3,584,481,701	-24.9%	-35.2%	8.2%	40.6%	72.5%	151.4%
New Listings	10,309	-13.3%	-3.4%	13.7%	11.2%	-3.9%	-9.4%
Active Listings ⁴	1,592	30.7%	159.0%	40.2%	38.9%	-22.1%	-43.5%
Sales to New Listings Ratio ⁵	53.1	53.9	82.3	76.8	74.8	69.4	51.2
Months of Inventory ⁶	2.6	1.7	0.6	1.5	1.5	2.5	4.4
Average Price	\$654,580	-12.1%	4.0%	37.7%	77.9%	134.6%	167.4%
Median Price	\$614,500	-10.9%	4.2%	39.3%	83.4%	138.6%	175.6%
Sale to List Price Ratio ⁷	99.1	110.2	111.4	103.1	102.5	98.6	97.5
Median Days on Market	15.0	8.0	7.0	9.0	10.0	22.0	31.0

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

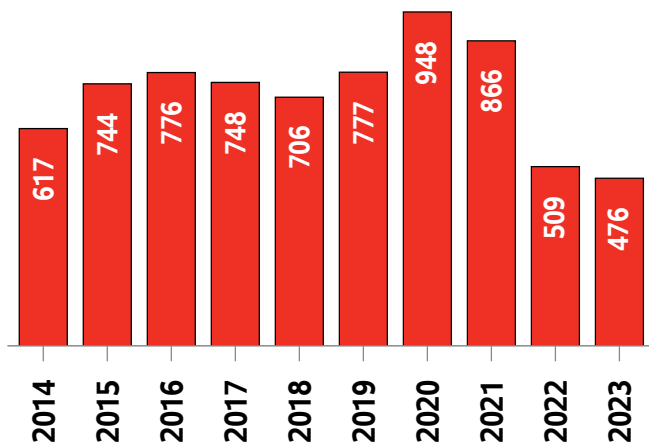
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

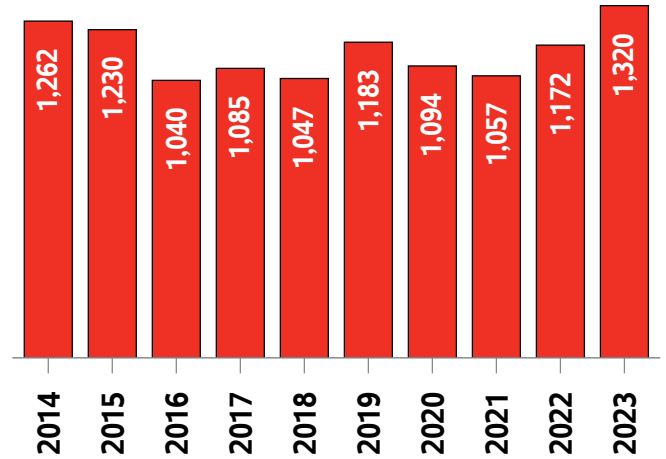
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

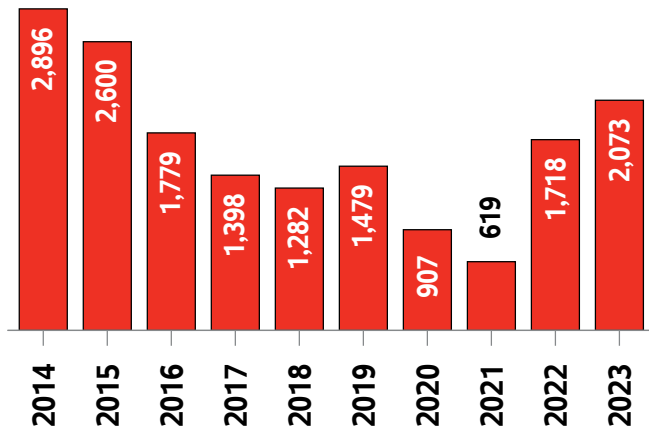
Sales Activity (September only)



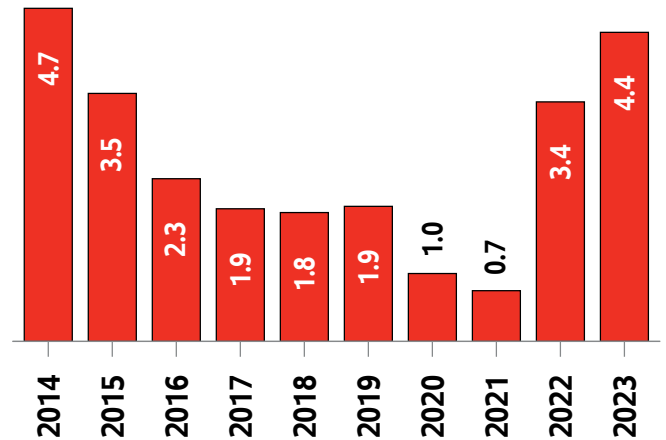
New Listings (September only)



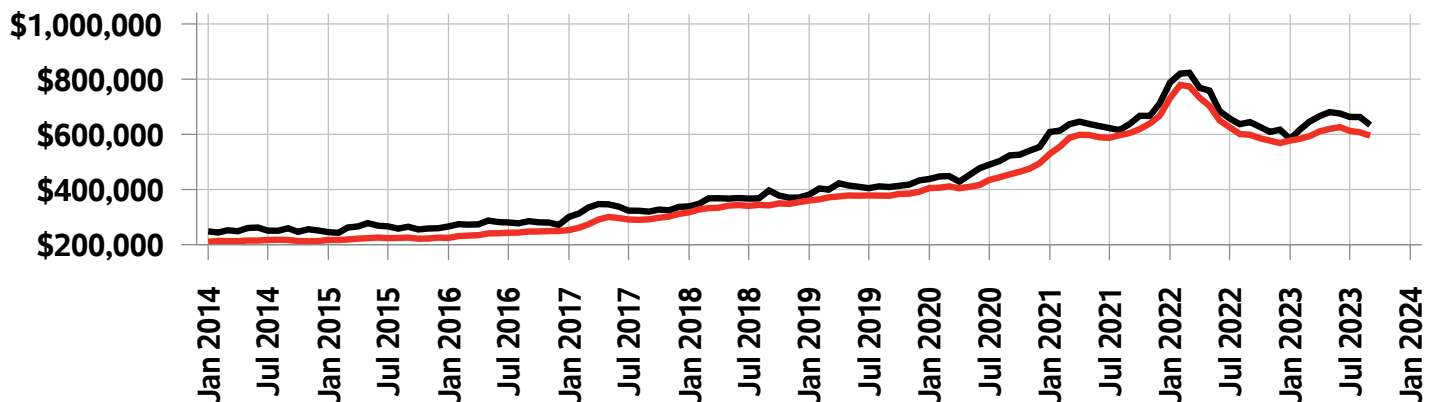
Active Listings (September only)



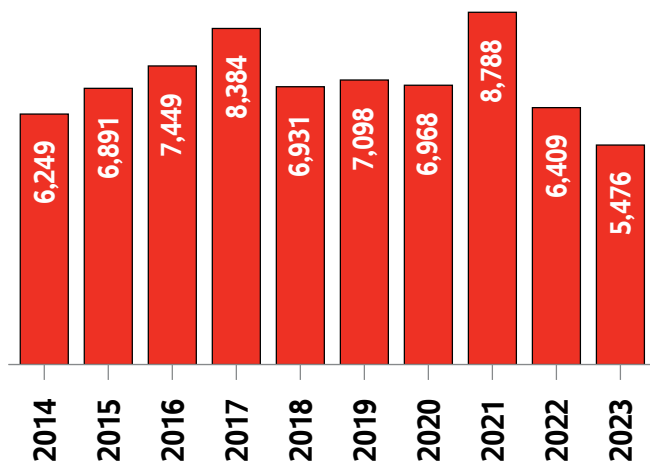
Months of Inventory (September only)



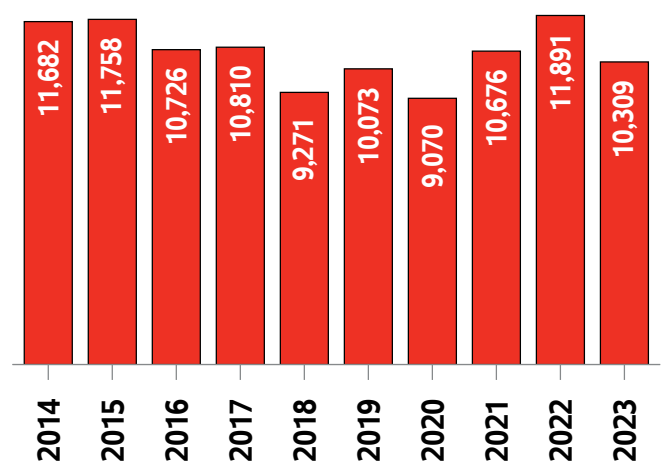
MLS® HPI Composite Benchmark Price and Average Price



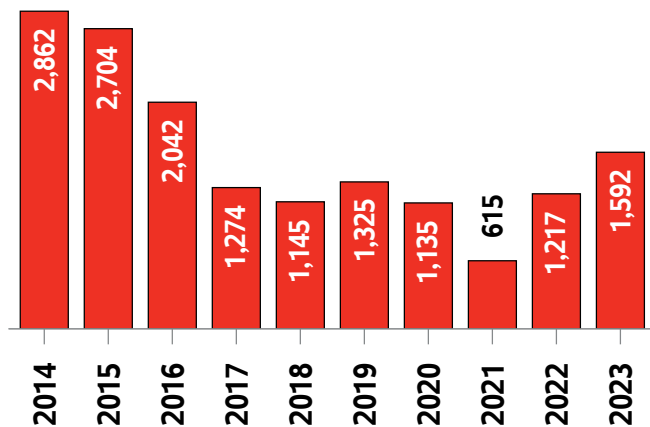
Sales Activity (September Year-to-date)



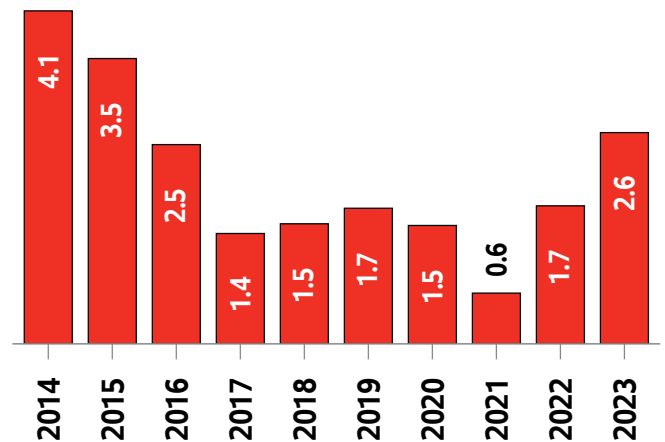
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	370	-4.1%	-43.4%	-50.3%	-35.7%	-40.5%	-19.2%
Dollar Volume	\$253,516,409	-6.8%	-43.8%	-40.1%	3.6%	32.3%	113.6%
New Listings	1,017	13.9%	25.9%	18.1%	21.5%	20.4%	8.5%
Active Listings	1,570	22.3%	215.9%	105.8%	43.6%	16.1%	-31.7%
Sales to New Listings Ratio ¹	36.4	43.2	80.9	86.4	68.7	73.6	48.9
Months of Inventory ²	4.2	3.3	0.8	1.0	1.9	2.2	5.0
Average Price	\$685,179	-2.8%	-0.7%	20.5%	61.0%	122.4%	164.4%
Median Price	\$622,500	-3.6%	-2.7%	17.5%	59.6%	126.4%	161.3%
Sale to List Price Ratio ³	98.2	97.2	108.4	104.7	101.4	98.8	97.3
Median Days on Market	20.0	20.5	7.0	8.0	10.0	20.0	34.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	4,073	-15.1%	-38.8%	-23.7%	-25.0%	-31.3%	-13.0%
Dollar Volume	\$2,903,828,185	-25.1%	-36.3%	5.4%	32.8%	62.7%	135.8%
New Listings	7,783	-12.0%	-4.4%	9.4%	4.4%	-7.7%	-14.1%
Active Listings ⁴	1,200	33.0%	148.4%	22.8%	20.8%	-21.8%	-46.1%
Sales to New Listings Ratio ⁵	52.3	54.3	81.8	75.0	72.8	70.3	51.6
Months of Inventory ⁶	2.7	1.7	0.7	1.6	1.6	2.3	4.3
Average Price	\$712,946	-11.8%	4.0%	38.2%	77.1%	136.6%	170.9%
Median Price	\$655,000	-12.1%	3.1%	36.2%	79.5%	138.2%	175.8%
Sale to List Price Ratio ⁷	99.2	109.9	111.6	103.1	102.1	98.8	97.6
Median Days on Market	14.0	8.0	7.0	9.0	10.0	19.0	30.0

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

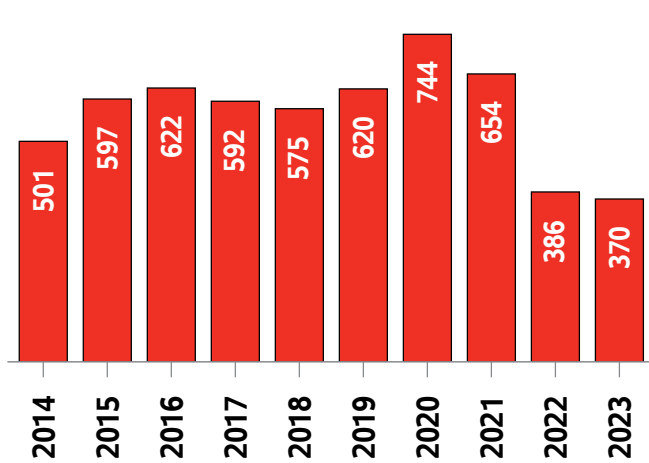
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

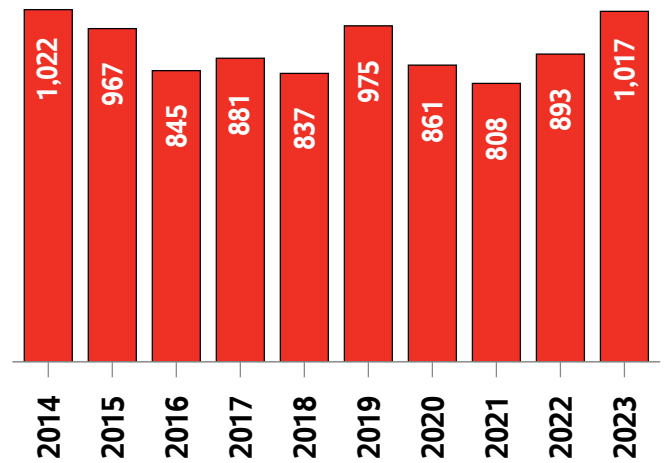
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

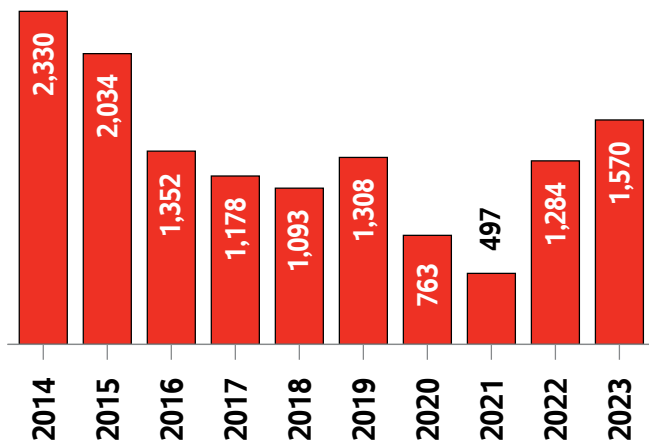
Sales Activity (September only)



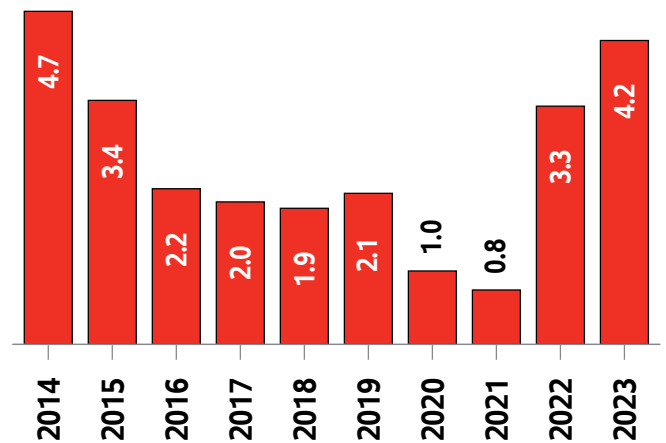
New Listings (September only)



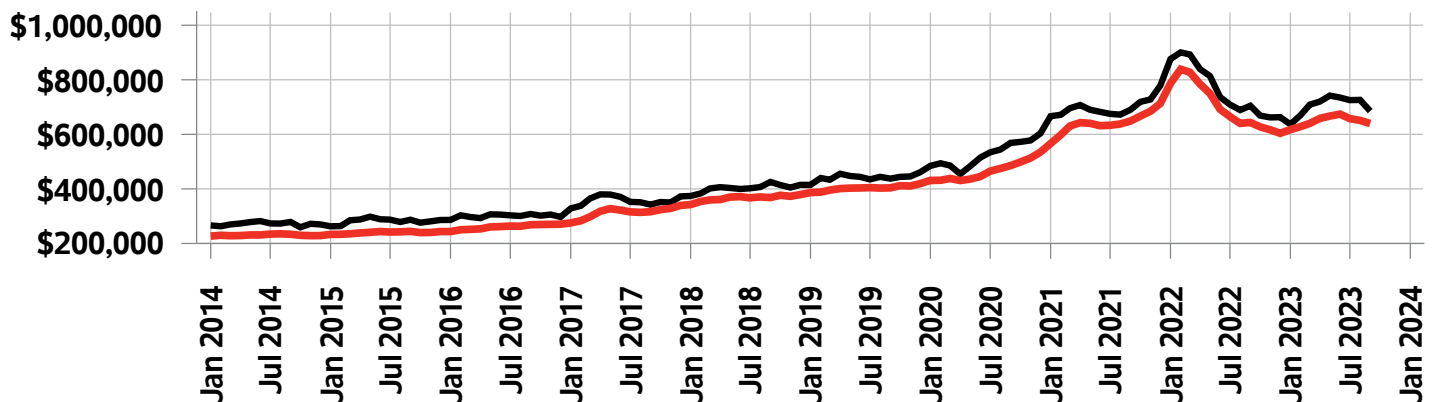
Active Listings (September only)



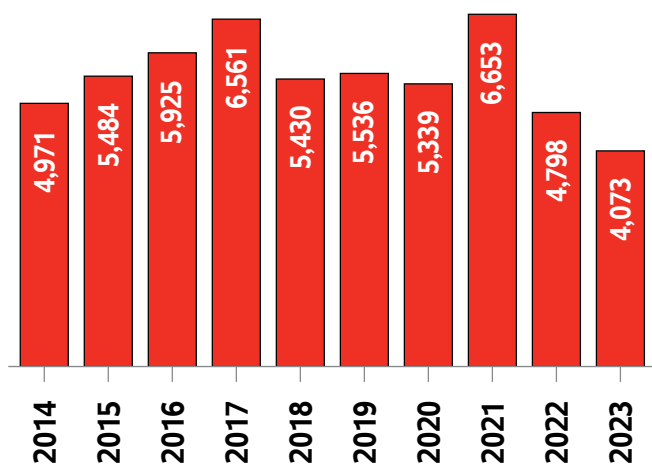
Months of Inventory (September only)



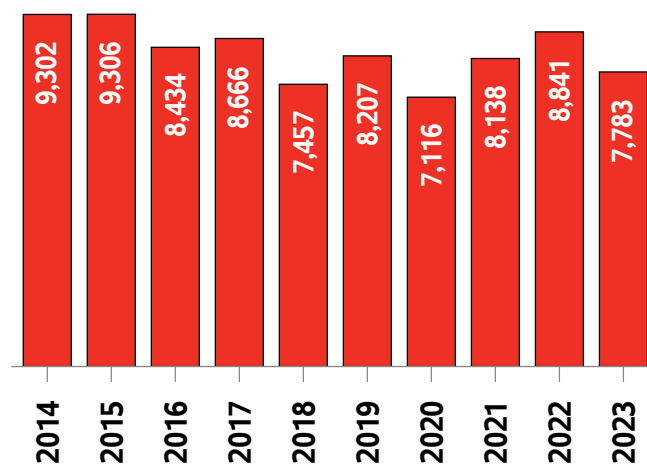
MLS® HPI Single Family Benchmark Price and Average Price



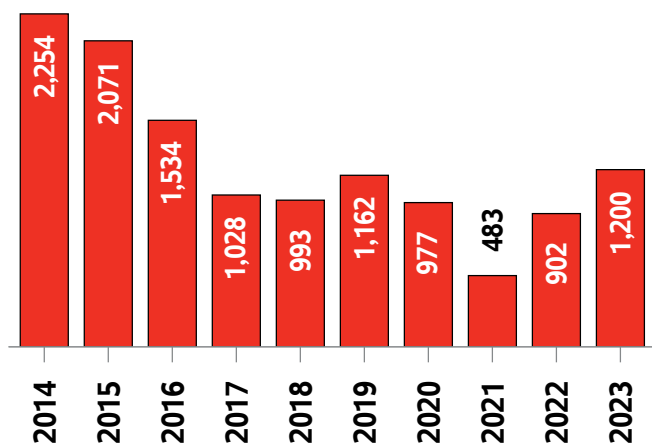
Sales Activity (September Year-to-date)



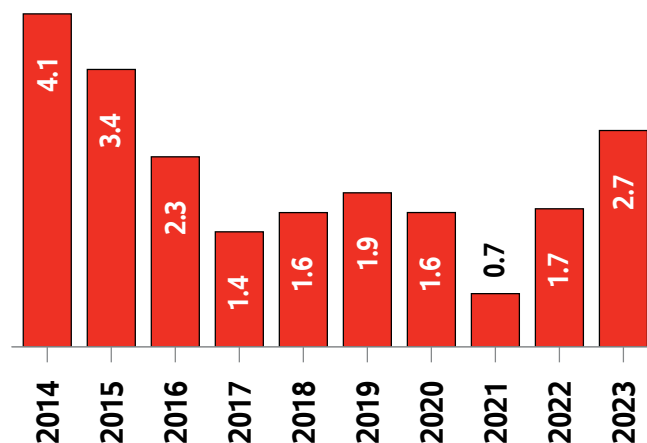
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	58	-21.6%	-55.0%	-54.7%	-38.3%	-36.3%	0.0%
Dollar Volume	\$30,006,501	-19.7%	-56.9%	-41.3%	9.8%	54.7%	194.7%
New Listings	193	10.3%	39.9%	32.2%	38.8%	83.8%	65.0%
Active Listings	316	23.9%	519.6%	310.4%	216.0%	84.8%	19.7%
Sales to New Listings Ratio ¹	30.1	42.3	93.5	87.7	67.6	86.7	49.6
Months of Inventory ²	5.4	3.4	0.4	0.6	1.1	1.9	4.6
Average Price	\$517,353	2.5%	-4.1%	29.5%	77.9%	142.7%	194.7%
Median Price	\$478,750	-0.8%	-11.9%	25.4%	80.0%	150.7%	224.6%
Sale to List Price Ratio ³	98.4	97.9	109.1	104.8	103.1	99.3	97.4
Median Days on Market	27.5	24.0	7.0	8.0	10.0	21.0	43.5

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	880	-8.2%	-26.2%	-11.1%	-5.7%	-3.9%	25.0%
Dollar Volume	\$472,933,274	-21.0%	-22.3%	26.3%	85.3%	159.5%	282.7%
New Listings	1,591	-16.0%	12.2%	36.0%	45.7%	30.5%	26.9%
Active Listings ⁴	248	32.5%	309.6%	177.8%	268.9%	14.1%	-10.7%
Sales to New Listings Ratio ⁵	55.3	50.7	84.1	84.6	85.4	75.1	56.1
Months of Inventory ⁶	2.5	1.8	0.5	0.8	0.6	2.1	3.5
Average Price	\$537,424	-13.9%	5.3%	42.1%	96.4%	170.1%	206.2%
Median Price	\$528,500	-14.5%	5.9%	40.9%	107.3%	191.2%	232.4%
Sale to List Price Ratio ⁷	99.4	112.9	112.7	103.6	105.4	98.5	97.5
Median Days on Market	15.0	8.0	7.0	8.0	8.0	26.0	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.

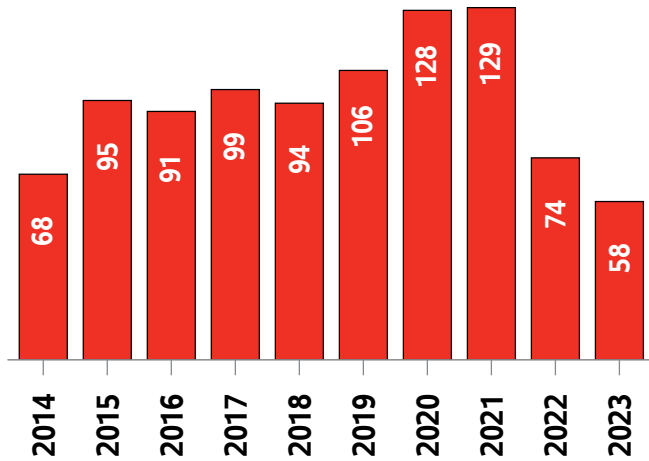
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

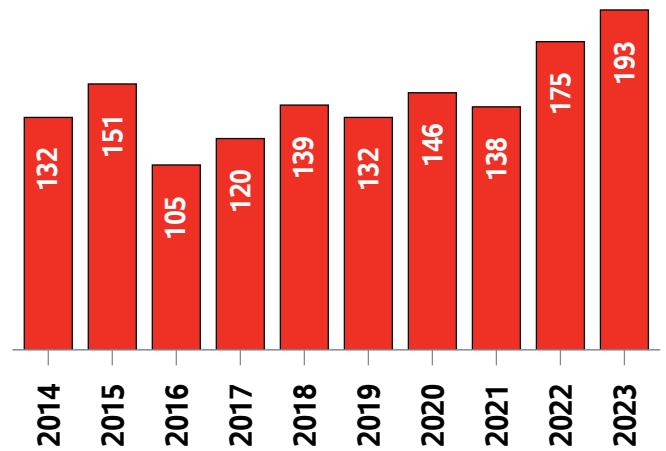
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

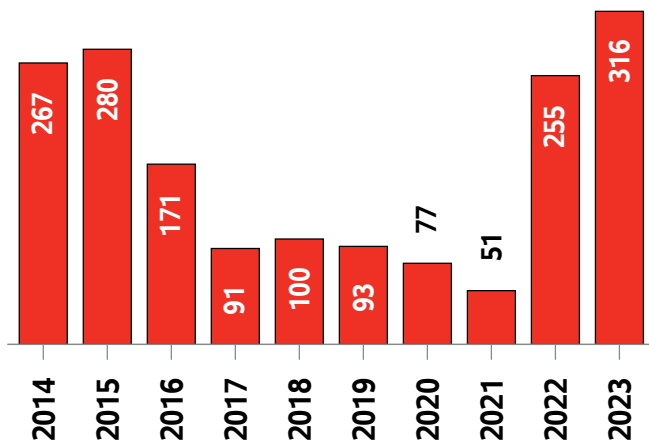
Sales Activity (September only)



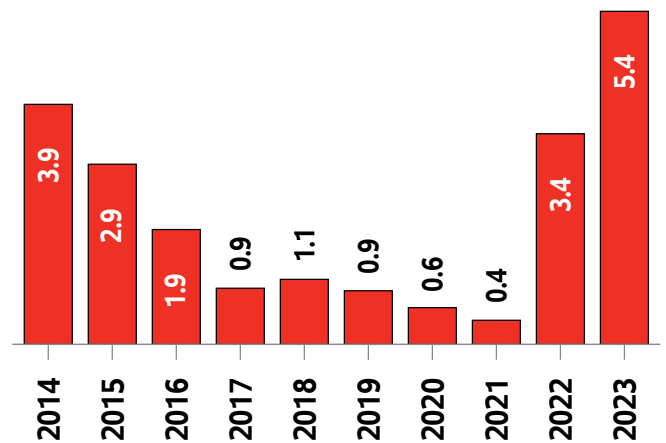
New Listings (September only)



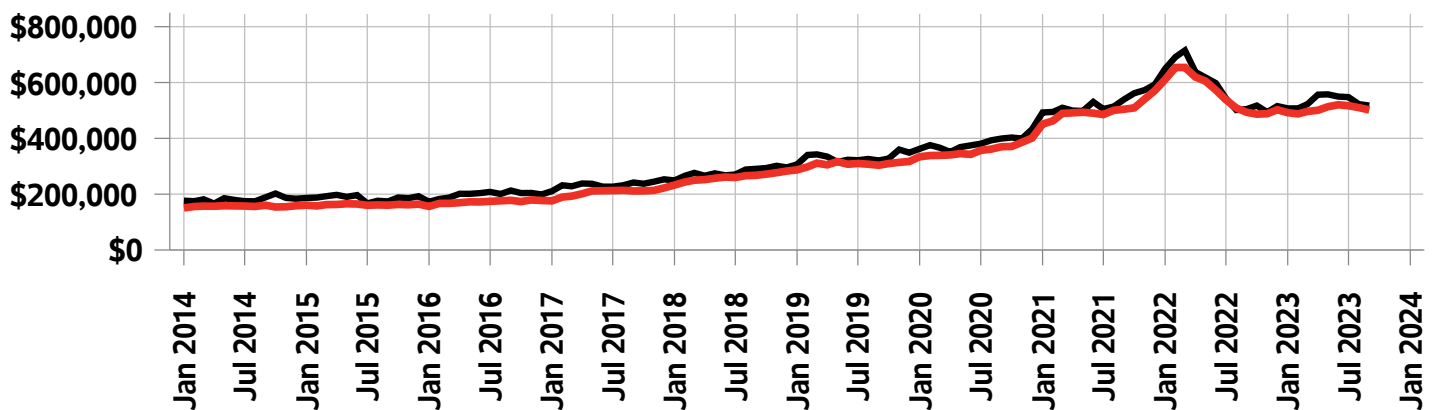
Active Listings (September only)



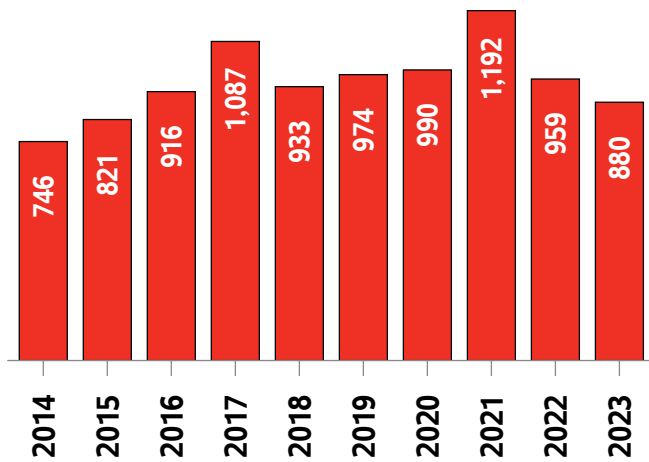
Months of Inventory (September only)



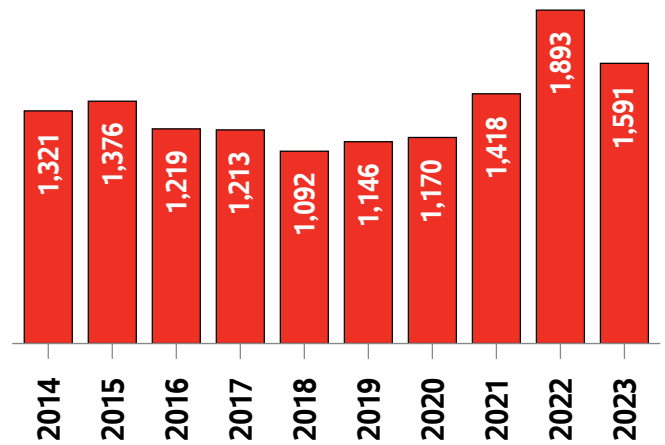
MLS® HPI Townhouse Benchmark Price and Average Price



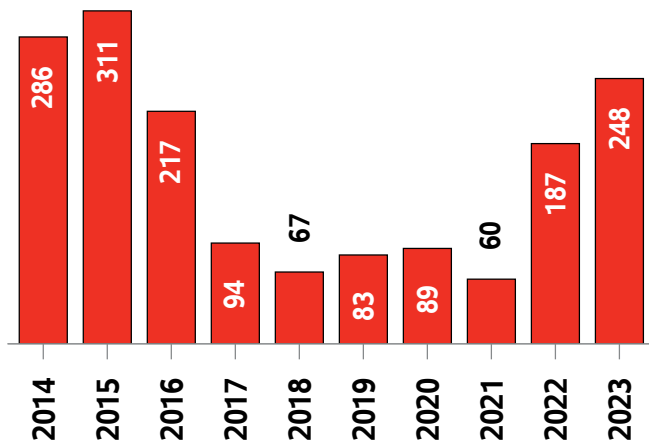
Sales Activity (September Year-to-date)



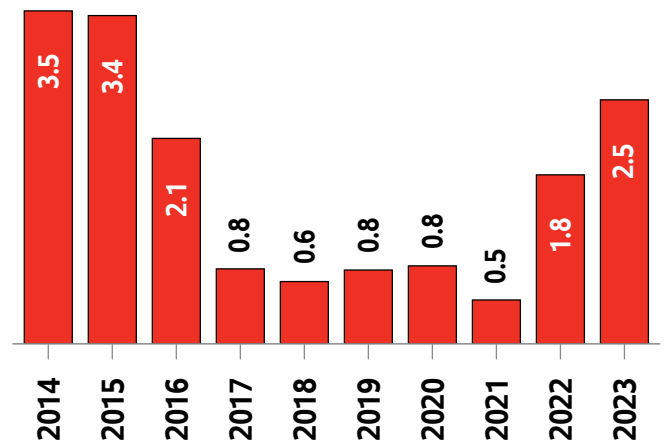
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	45	18.4%	-31.8%	-37.5%	25.0%	-23.7%	15.4%
Dollar Volume	\$17,475,700	18.7%	-25.9%	-18.8%	126.3%	71.2%	138.0%
New Listings	96	12.9%	6.7%	11.6%	41.2%	9.1%	-17.9%
Active Listings	152	10.1%	186.8%	141.3%	100.0%	-35.9%	-45.7%
Sales to New Listings Ratio ¹	46.9	44.7	73.3	83.7	52.9	67.0	33.3
Months of Inventory ²	3.4	3.6	0.8	0.9	2.1	4.0	7.2
Average Price	\$388,349	0.3%	8.7%	29.9%	81.0%	124.5%	106.3%
Median Price	\$341,000	-2.6%	4.0%	26.1%	60.5%	166.4%	165.4%
Sale to List Price Ratio ³	97.1	96.7	106.5	104.6	101.6	97.1	97.0
Median Days on Market	25.0	23.5	11.0	8.5	9.5	38.0	52.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	456	-18.7%	-44.9%	-24.4%	-13.5%	-17.7%	10.9%
Dollar Volume	\$183,886,993	-27.1%	-41.2%	3.3%	76.8%	71.4%	166.7%
New Listings	790	-18.9%	-18.6%	6.2%	18.8%	-20.3%	-20.0%
Active Listings ⁴	114	13.6%	93.6%	80.7%	62.9%	-55.9%	-59.7%
Sales to New Listings Ratio ⁵	57.7	57.6	85.2	81.0	79.2	55.9	41.6
Months of Inventory ⁶	2.3	1.6	0.6	0.9	1.2	4.2	6.2
Average Price	\$403,261	-10.3%	6.6%	36.6%	104.4%	108.3%	140.3%
Median Price	\$355,000	-14.7%	3.8%	34.0%	102.9%	126.8%	163.0%
Sale to List Price Ratio ⁷	97.8	109.5	108.5	102.3	102.1	97.2	97.2
Median Days on Market	20.0	8.0	7.0	10.0	14.0	39.5	44.0

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

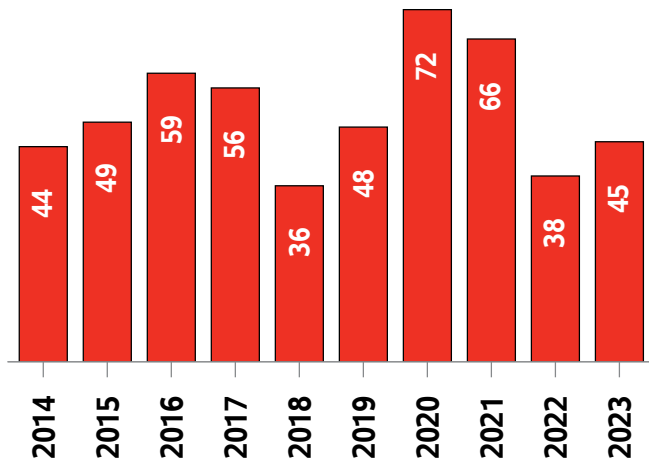
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

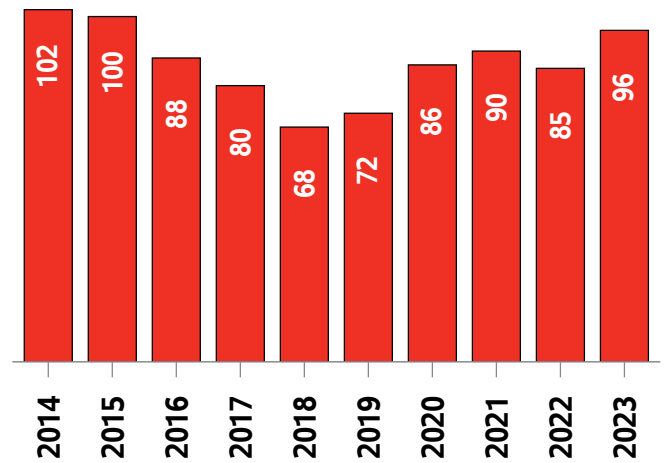
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

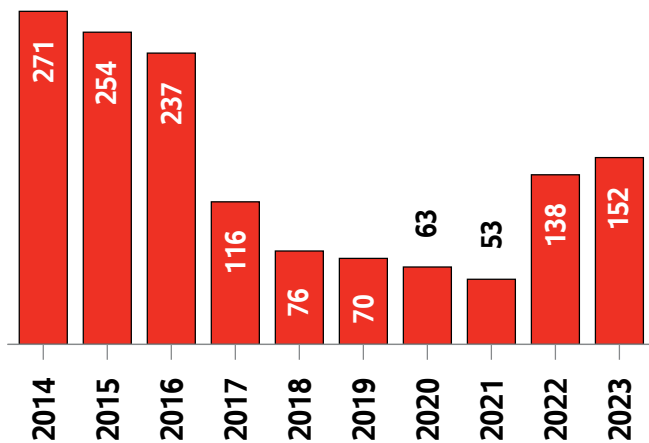
Sales Activity (September only)



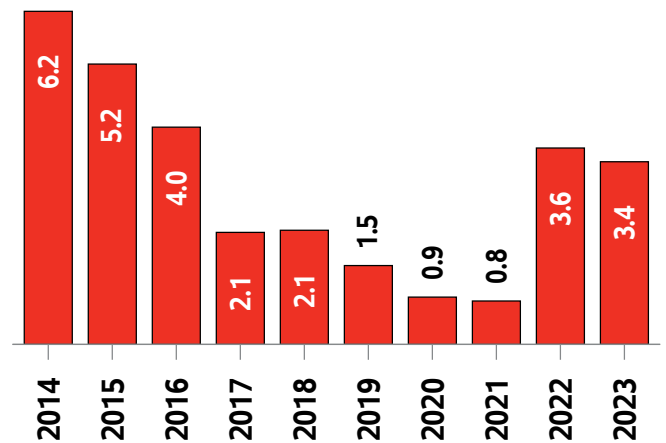
New Listings (September only)



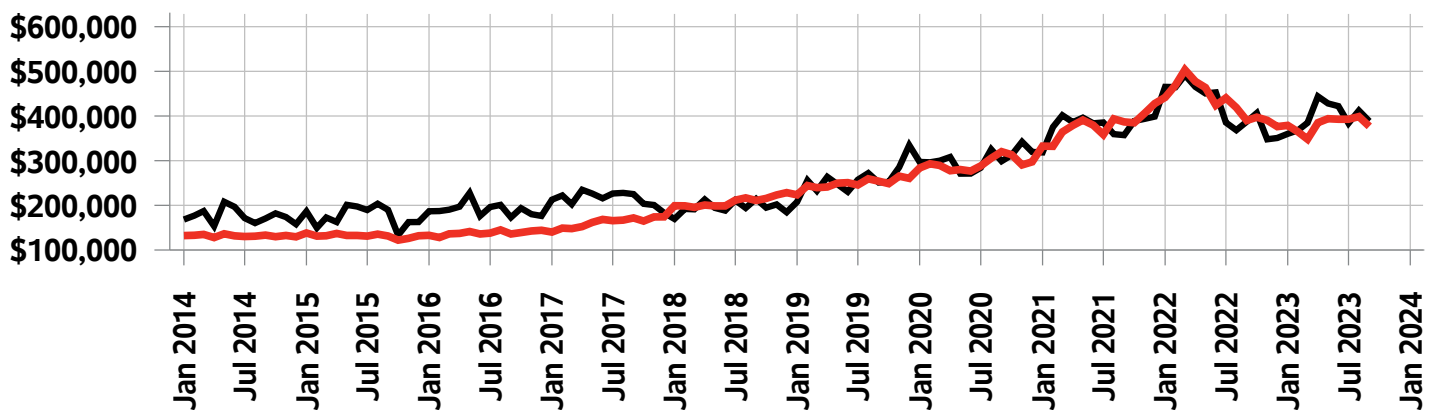
Active Listings (September only)



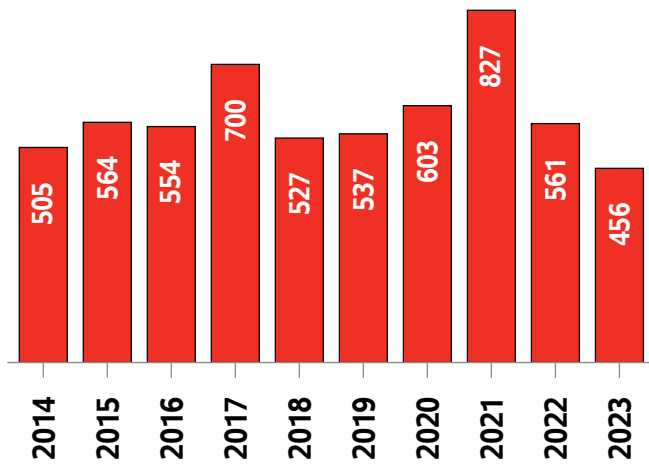
Months of Inventory (September only)



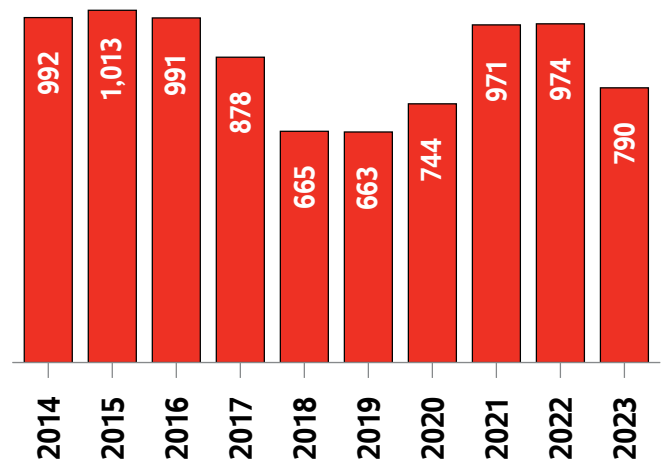
MLS® HPI Apartment Benchmark Price and Average Price



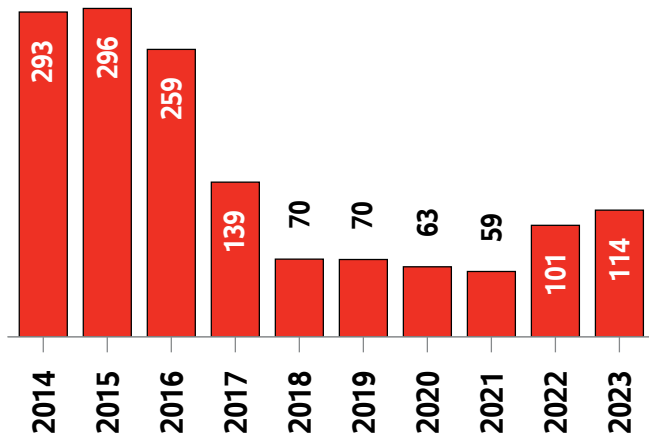
Sales Activity (September Year-to-date)



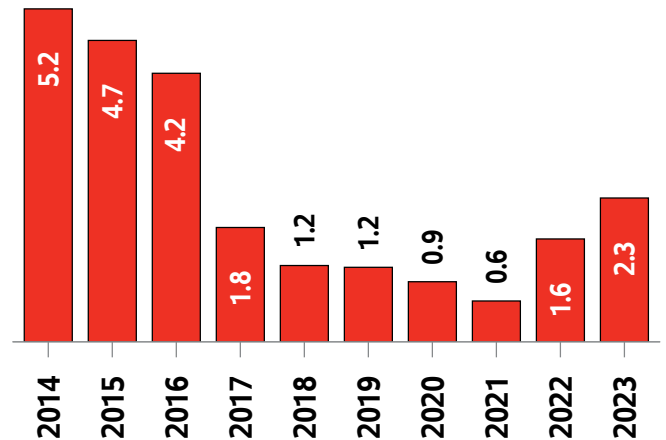
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



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



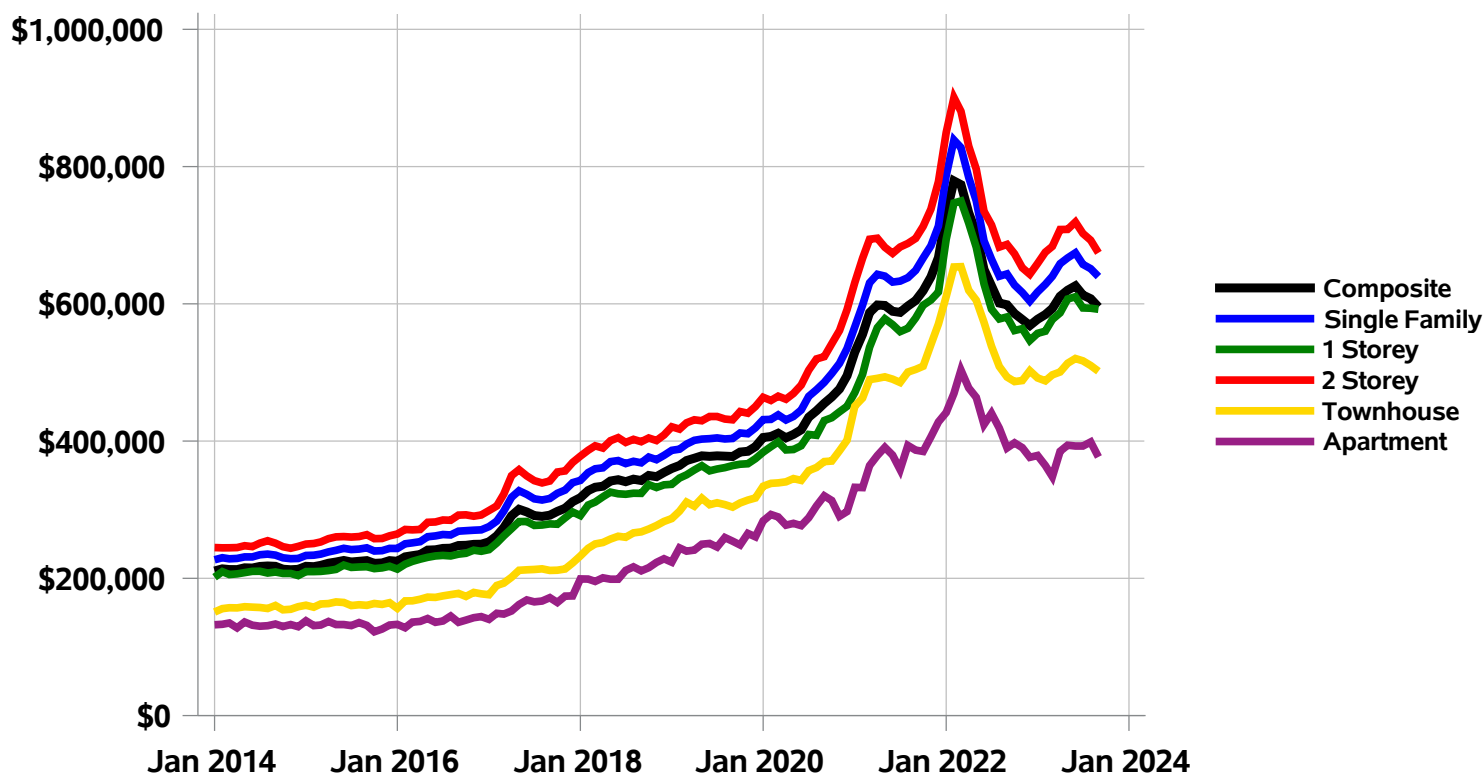
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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

MLS® Home Price Index Benchmark Price

Benchmark Type:	September 2023	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$595,300	-2.0	-4.9	0.4	-0.6	30.8	73.8
Single Family	\$639,700	-1.8	-5.1	-0.1	-0.6	31.8	73.7
One Storey	\$592,100	-0.3	-3.0	2.6	1.9	37.7	82.9
Two Storey	\$674,300	-2.7	-6.2	-1.4	-1.8	28.9	69.0
Townhouse	\$501,700	-1.6	-3.6	1.0	1.7	35.6	87.4
Apartment	\$376,800	-5.5	-4.1	8.2	-3.4	17.7	78.7

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.)	1310
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	10
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Single Family

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

1 Storey 🏠

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

2 Storey 🏠

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

Townhouse

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

Apartment

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

Actual	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	334	-8.7%	-47.2%	-53.3%	-33.9%	-40.1%	-14.8%
Dollar Volume	\$207,061,634	-12.0%	-48.9%	-44.8%	3.1%	28.9%	109.9%
New Listings	949	18.8%	22.0%	14.1%	26.2%	28.4%	14.5%
Active Listings	1,303	22.0%	237.6%	112.6%	57.9%	16.2%	-23.8%
Sales to New Listings Ratio ¹	35.2	45.8	81.2	85.9	67.2	75.5	47.3
Months of Inventory ²	3.9	2.9	0.6	0.9	1.6	2.0	4.4
Average Price	\$619,945	-3.6%	-3.3%	18.1%	55.8%	115.4%	146.4%
Median Price	\$591,750	0.3%	-1.4%	22.0%	64.8%	123.3%	151.9%
Sale to List Price Ratio ³	98.5	97.3	108.7	105.2	102.1	99.2	97.7
Median Days on Market	19.0	21.0	7.0	8.0	9.0	20.0	30.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	3,839	-16.5%	-40.4%	-24.5%	-24.4%	-28.5%	-11.1%
Dollar Volume	\$2,453,613,630	-27.3%	-39.2%	1.0%	30.0%	61.0%	130.0%
New Listings	7,116	-17.0%	-9.6%	7.4%	5.0%	-7.9%	-11.2%
Active Listings ⁴	959	19.6%	134.4%	30.7%	31.0%	-25.4%	-43.7%
Sales to New Listings Ratio ⁵	53.9	53.6	81.8	76.8	75.0	69.5	53.9
Months of Inventory ⁶	2.2	1.6	0.6	1.3	1.3	2.2	3.5
Average Price	\$639,128	-13.0%	2.1%	33.9%	72.0%	125.2%	158.7%
Median Price	\$603,000	-12.0%	3.1%	36.7%	77.4%	129.3%	166.8%
Sale to List Price Ratio ⁷	99.5	111.3	112.0	103.7	103.3	99.0	97.8
Median Days on Market	13.0	7.0	7.0	8.0	9.0	19.0	28.0

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

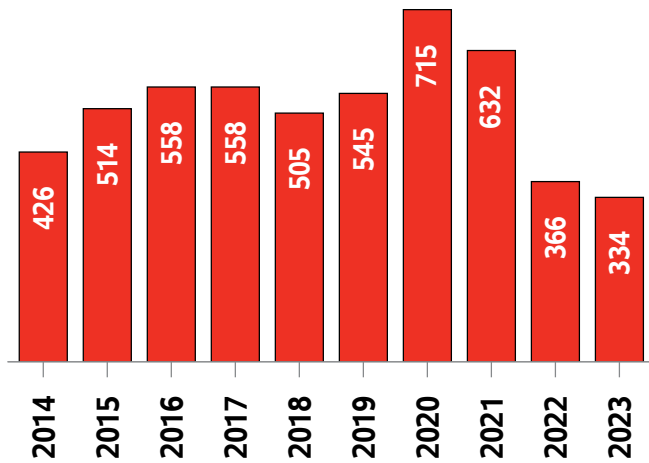
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

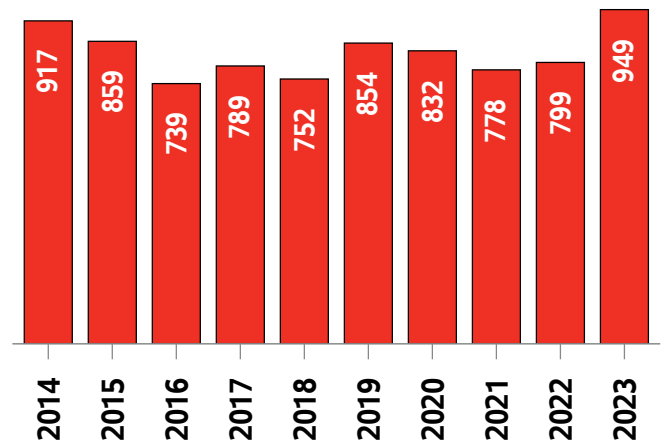
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

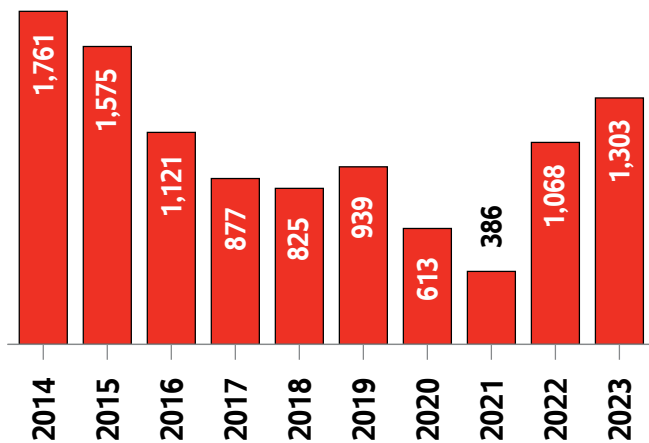
Sales Activity (September only)



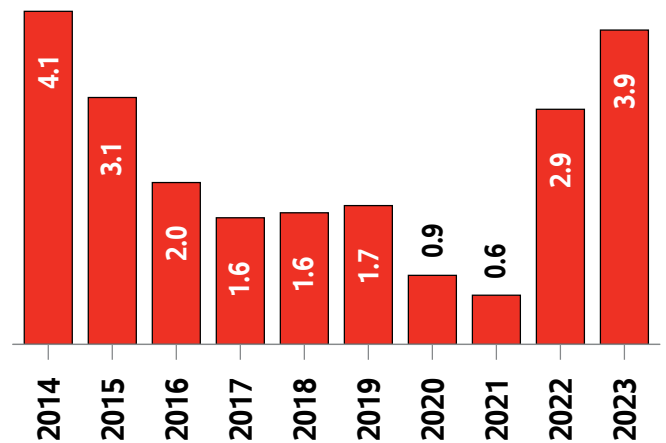
New Listings (September only)



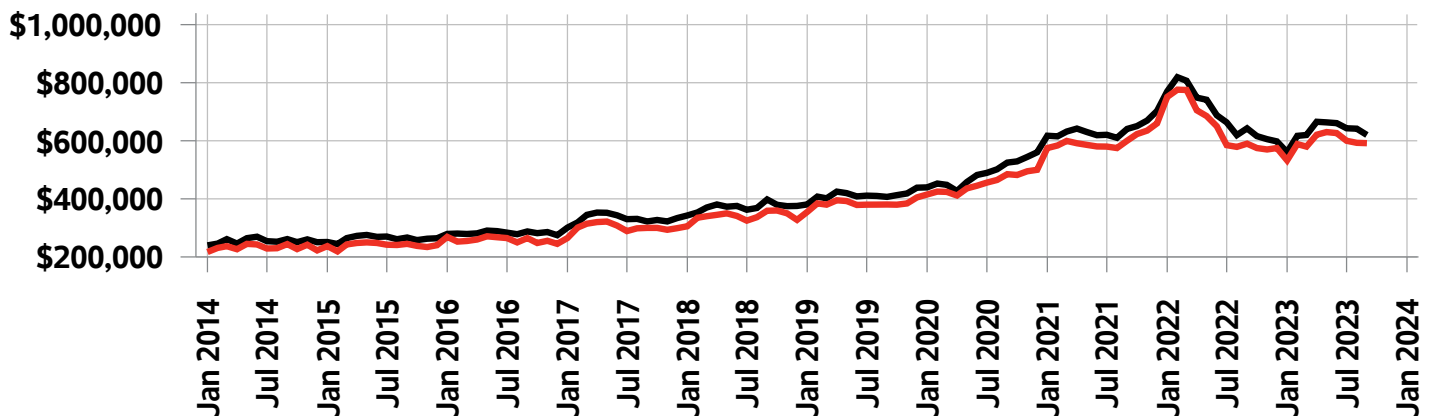
Active Listings (September only)



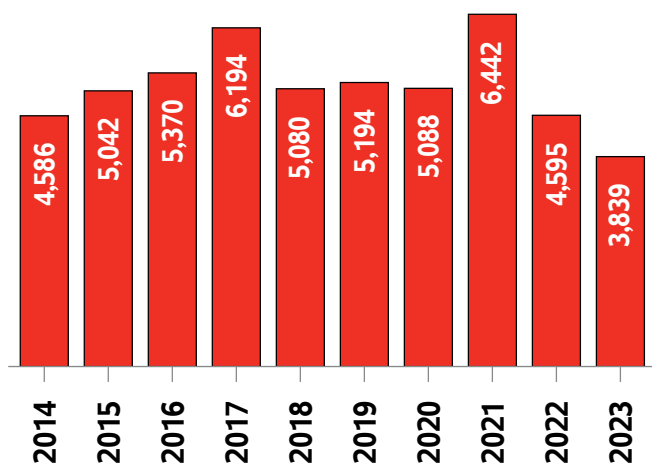
Months of Inventory (September only)



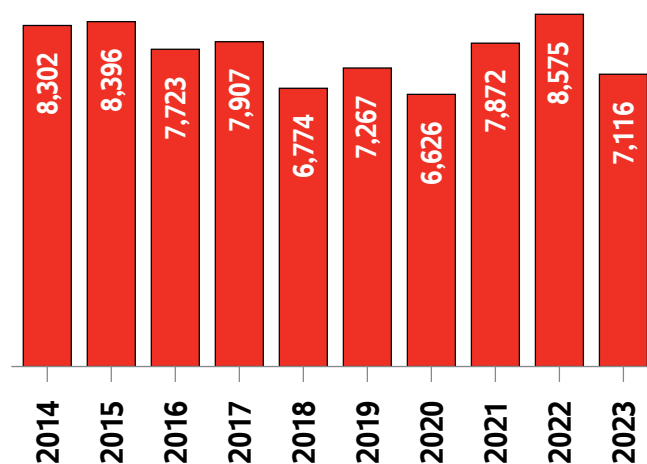
Average Price and Median Price



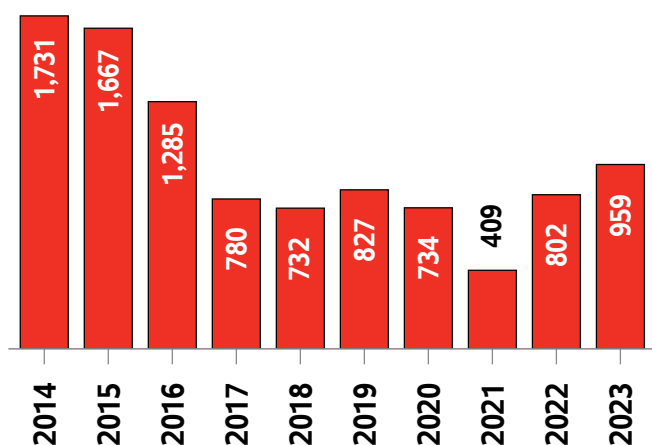
Sales Activity (September Year-to-date)



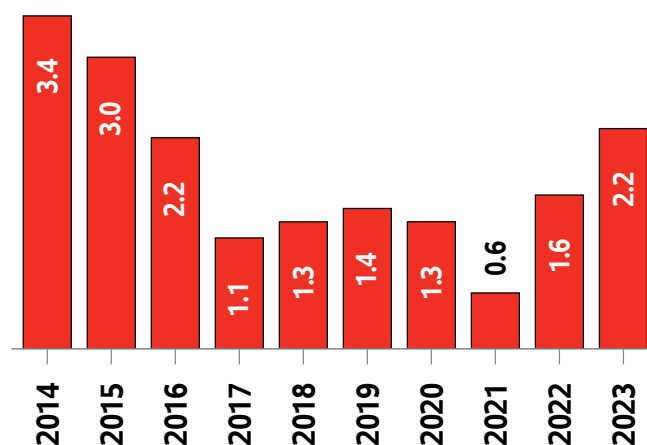
New Listings (September Year-to-date)



Active Listings ¹(September Year-to-date)



Months of Inventory ²(September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	0	-100.0%	—	-100.0%	-100.0%	-100.0%	-100.0%
Dollar Volume	\$0	-100.0%	—	-100.0%	-100.0%	-100.0%	-100.0%
New Listings	1	-66.7%	0.0%	0.0%	-50.0%	—	—
Active Listings	2	-66.7%	—	0.0%	-33.3%	100.0%	-33.3%
Sales to New Listings Ratio ¹	0.0	33.3	—	100.0	50.0	—	—
Months of Inventory ²	0.0	6.0	—	2.0	3.0	1.0	3.0
Average Price	\$0	-100.0%	—	-100.0%	-100.0%	-100.0%	-100.0%
Median Price	\$0	-100.0%	—	-100.0%	-100.0%	-100.0%	-100.0%
Sale to List Price Ratio ³	0.0	94.7	—	100.0	101.1	104.0	85.0
Median Days on Market	0.0	4.0	—	21.0	6.0	16.0	58.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	2	-75.0%	-80.0%	-84.6%	-85.7%	-80.0%	-75.0%
Dollar Volume	\$1,340,000	-83.0%	-79.0%	-82.3%	-82.9%	-62.6%	-50.3%
New Listings	6	-60.0%	-50.0%	-53.8%	-62.5%	-40.0%	-50.0%
Active Listings ⁴	1	-68.8%	-43.8%	-51.8%	-51.8%	-69.3%	-71.1%
Sales to New Listings Ratio ⁵	33.3	53.3	83.3	100.0	87.5	100.0	66.7
Months of Inventory ⁶	5.1	4.1	1.8	1.6	1.5	3.3	4.4
Average Price	\$670,000	-32.2%	5.2%	15.2%	20.0%	87.0%	98.8%
Median Price	\$670,000	-22.9%	19.7%	22.9%	36.0%	143.6%	138.9%
Sale to List Price Ratio ⁷	97.8	108.7	110.3	96.8	99.1	97.2	93.2
Median Days on Market	89.5	9.5	9.0	32.0	9.5	56.5	53.5

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

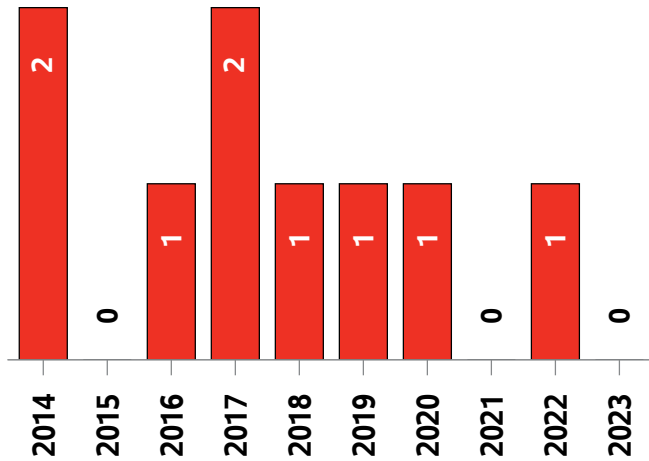
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

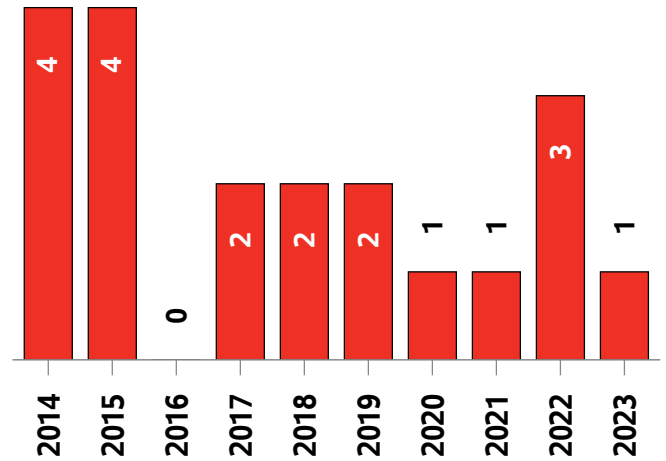
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

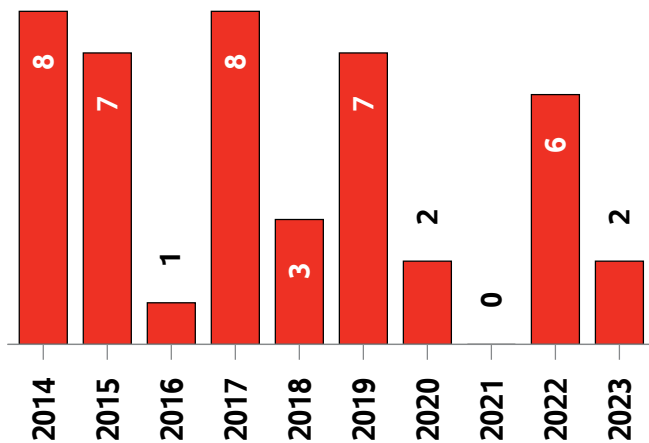
Sales Activity (September only)



New Listings (September only)



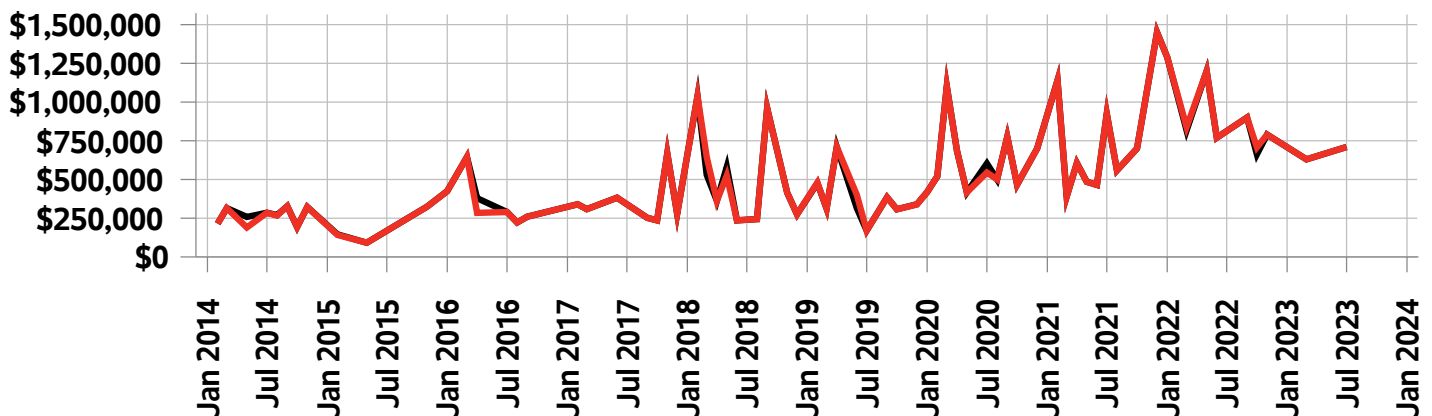
Active Listings (September only)



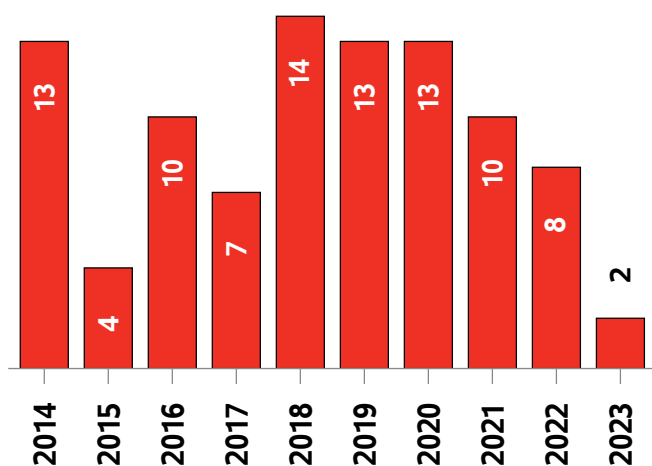
Months of Inventory (September only)



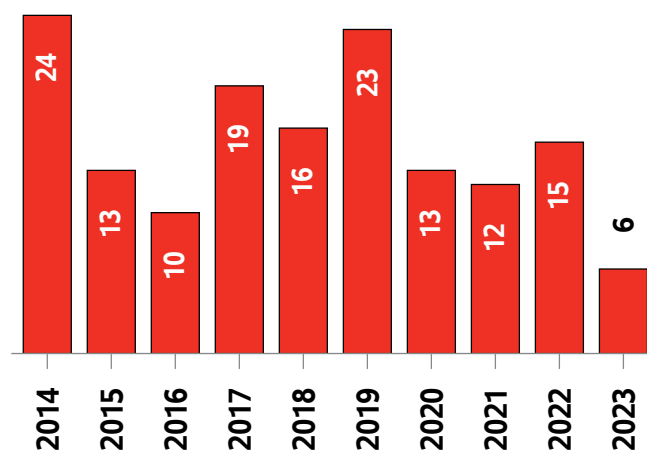
Average Price and Median Price



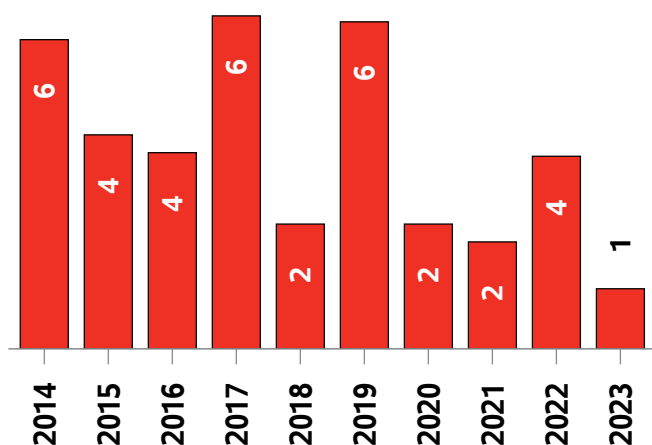
Sales Activity (September Year-to-date)



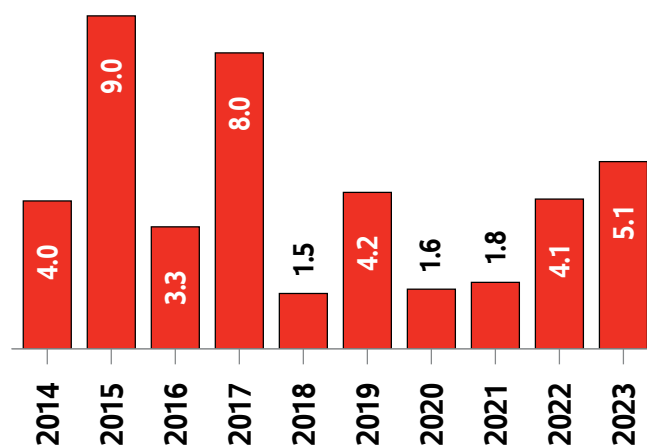
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	17	6.3%	-22.7%	-34.6%	-15.0%	-19.0%	-5.6%
Dollar Volume	\$13,075,300	27.8%	6.6%	-7.1%	82.7%	104.4%	199.4%
New Listings	41	28.1%	46.4%	10.8%	13.9%	10.8%	51.9%
Active Listings	108	54.3%	227.3%	191.9%	56.5%	25.6%	-28.0%
Sales to New Listings Ratio ¹	41.5	50.0	78.6	70.3	55.6	56.8	66.7
Months of Inventory ²	6.4	4.4	1.5	1.4	3.5	4.1	8.3
Average Price	\$769,135	20.3%	38.0%	42.1%	115.0%	152.5%	217.0%
Median Price	\$760,000	21.6%	41.4%	47.9%	114.1%	187.3%	205.0%
Sale to List Price Ratio ³	97.4	93.5	98.2	100.7	96.2	99.0	94.9
Median Days on Market	41.0	65.5	24.5	9.5	22.0	35.0	46.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	193	-3.5%	-24.9%	-5.4%	11.6%	-19.9%	39.9%
Dollar Volume	\$137,592,945	-4.2%	-13.7%	48.0%	119.5%	117.5%	312.3%
New Listings	442	20.8%	41.2%	52.4%	75.4%	30.0%	16.3%
Active Listings ⁴	98	87.5%	221.8%	87.5%	76.6%	-10.1%	-35.7%
Sales to New Listings Ratio ⁵	43.7	54.6	82.1	70.3	68.7	70.9	36.3
Months of Inventory ⁶	4.6	2.4	1.1	2.3	2.9	4.1	10.0
Average Price	\$712,917	-0.8%	15.0%	56.4%	96.8%	171.6%	194.8%
Median Price	\$715,751	4.5%	17.9%	68.4%	118.5%	198.2%	228.3%
Sale to List Price Ratio ⁷	97.3	105.1	106.2	100.2	98.3	96.4	95.6
Median Days on Market	33.0	13.0	9.0	16.5	17.0	48.0	52.5

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.

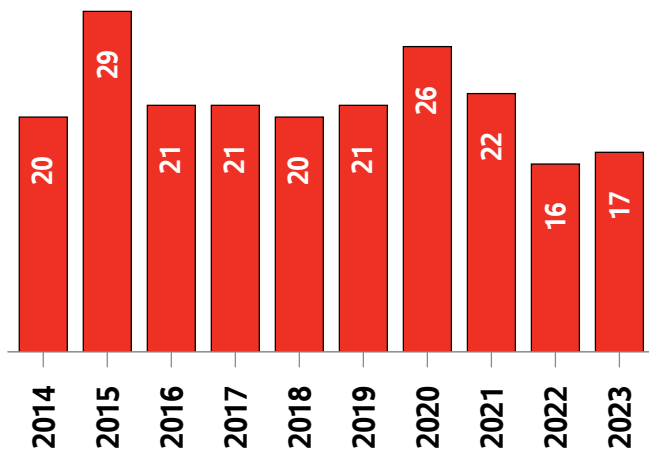
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

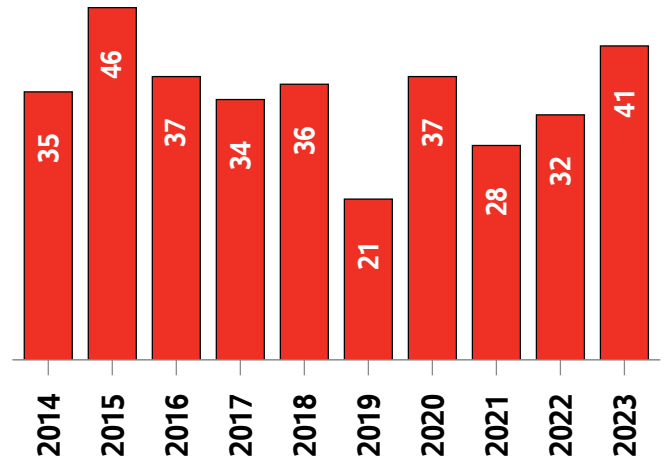
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

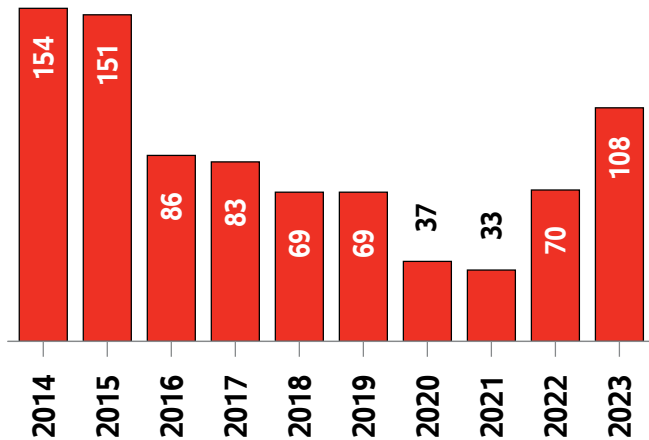
Sales Activity (September only)



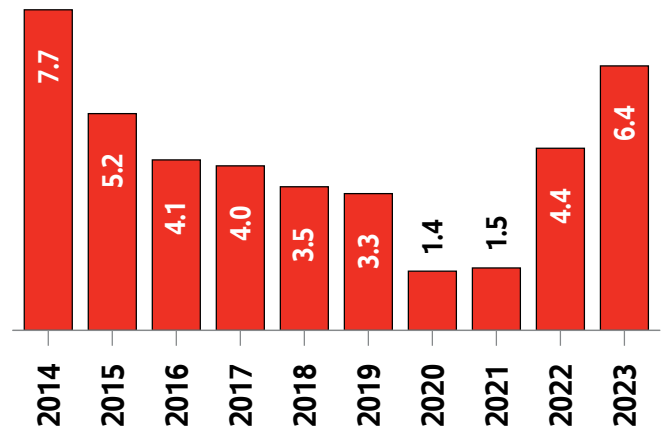
New Listings (September only)



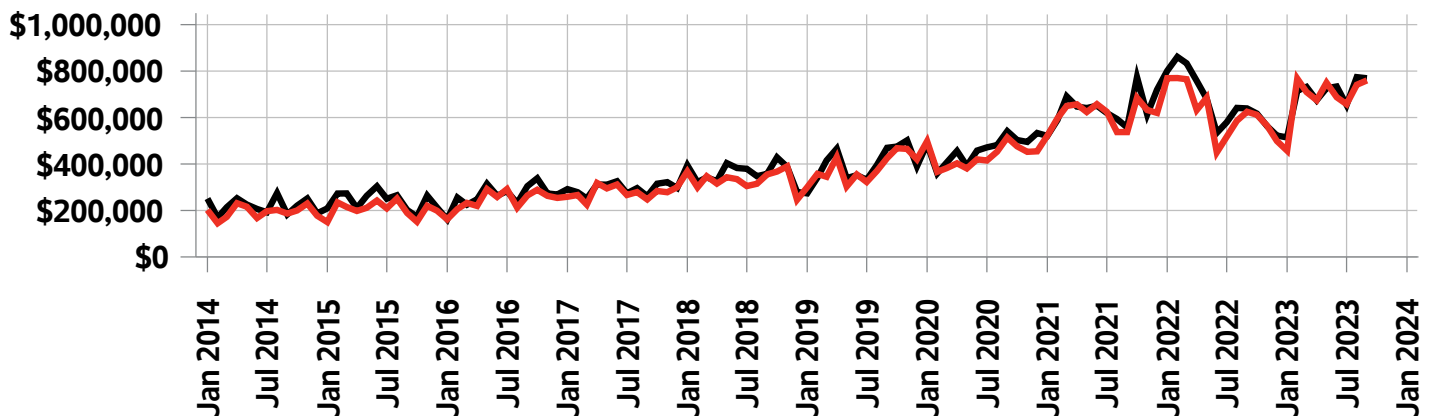
Active Listings (September only)



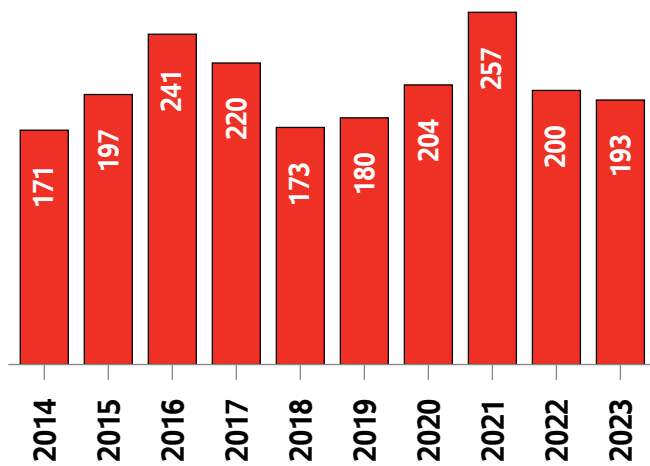
Months of Inventory (September only)



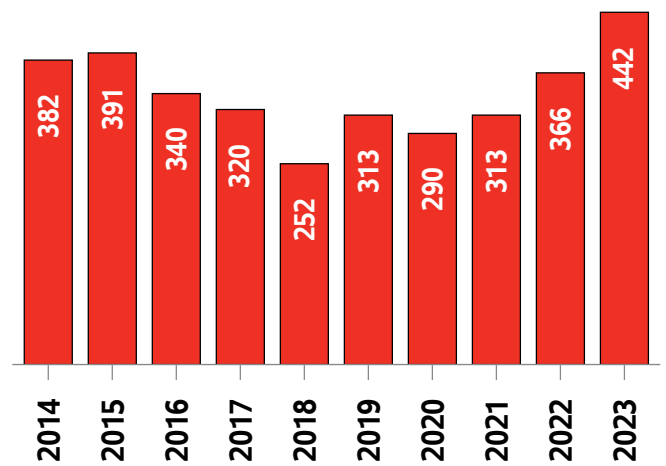
Average Price and Median Price



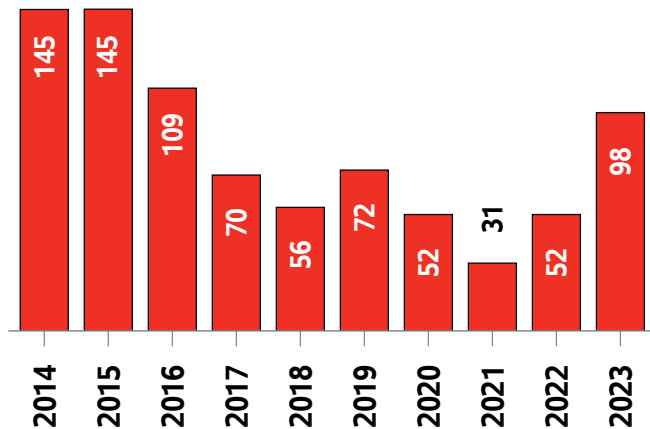
Sales Activity (September Year-to-date)



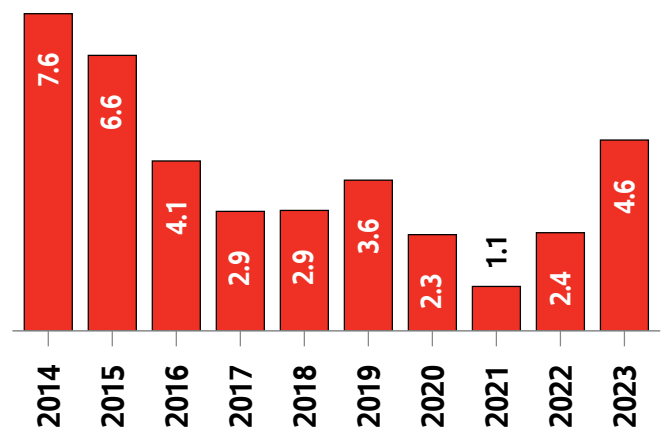
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	12	-14.3%	-60.0%	-67.6%	-62.5%	-50.0%	-55.6%
Dollar Volume	\$10,547,000	-22.4%	-59.8%	-58.4%	-36.4%	9.4%	18.2%
New Listings	66	4.8%	53.5%	100.0%	32.0%	29.4%	8.2%
Active Listings	129	33.0%	207.1%	108.1%	104.8%	24.0%	-20.4%
Sales to New Listings Ratio ¹	18.2	22.2	69.8	112.1	64.0	47.1	44.3
Months of Inventory ²	10.8	6.9	1.4	1.7	2.0	4.3	6.0
Average Price	\$878,917	-9.4%	0.4%	28.1%	69.6%	118.7%	166.0%
Median Price	\$825,000	-1.8%	3.8%	23.1%	68.9%	107.5%	184.5%
Sale to List Price Ratio ³	95.4	96.3	108.3	103.1	101.8	98.4	97.0
Median Days on Market	16.5	23.0	7.0	11.0	14.5	16.5	42.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	207	-7.2%	-30.3%	-6.3%	-16.5%	-15.2%	13.7%
Dollar Volume	\$186,552,533	-21.8%	-28.2%	31.2%	45.4%	98.4%	198.3%
New Listings	489	5.4%	24.1%	43.0%	38.9%	8.2%	-5.4%
Active Listings ⁴	101	89.4%	185.2%	23.9%	50.2%	-14.3%	-36.2%
Sales to New Listings Ratio ⁵	42.3	48.1	75.4	64.6	70.5	54.0	35.2
Months of Inventory ⁶	4.4	2.1	1.1	3.3	2.4	4.3	7.8
Average Price	\$901,220	-15.8%	2.9%	40.1%	74.1%	133.9%	162.3%
Median Price	\$845,000	-11.2%	2.4%	39.0%	76.0%	145.3%	151.5%
Sale to List Price Ratio ⁷	97.9	106.9	110.5	101.7	100.8	98.6	97.2
Median Days on Market	23.0	8.0	7.0	12.0	14.0	28.0	45.5

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.

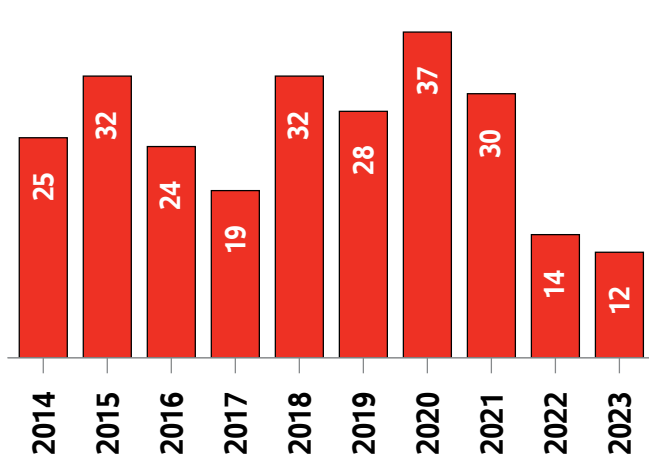
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

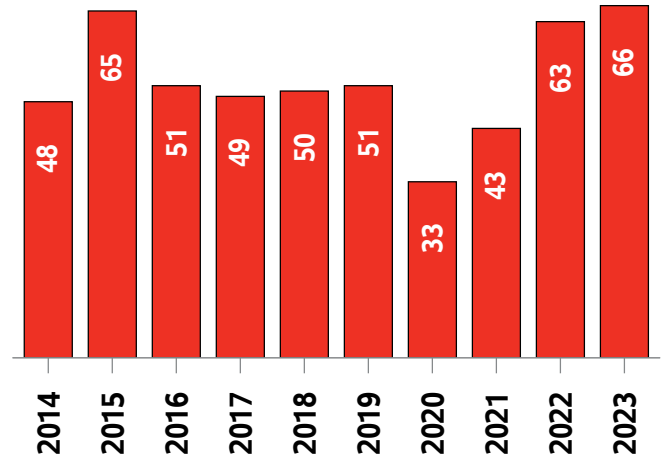
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

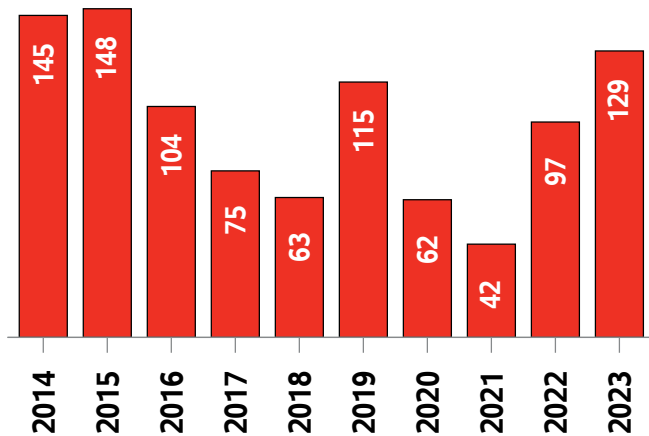
Sales Activity (September only)



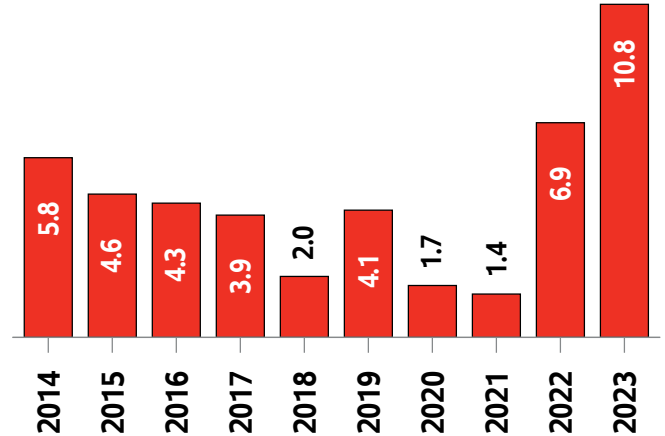
New Listings (September only)



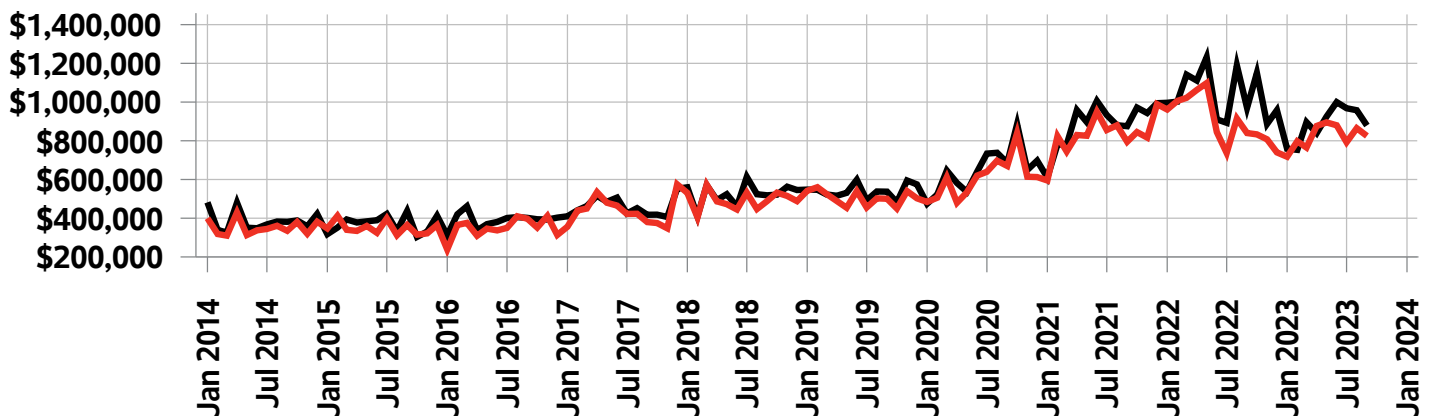
Active Listings (September only)



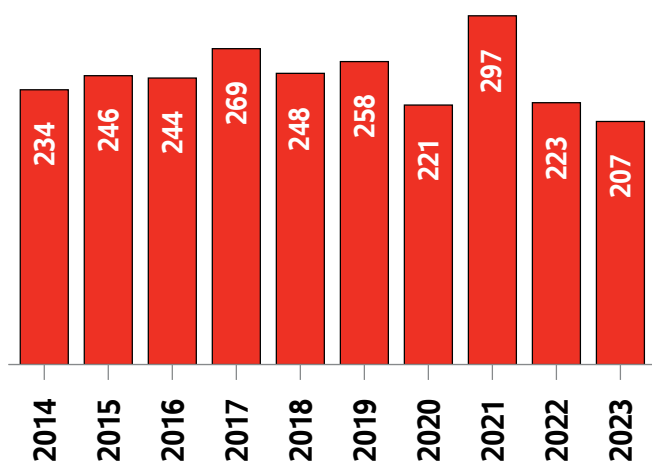
Months of Inventory (September only)



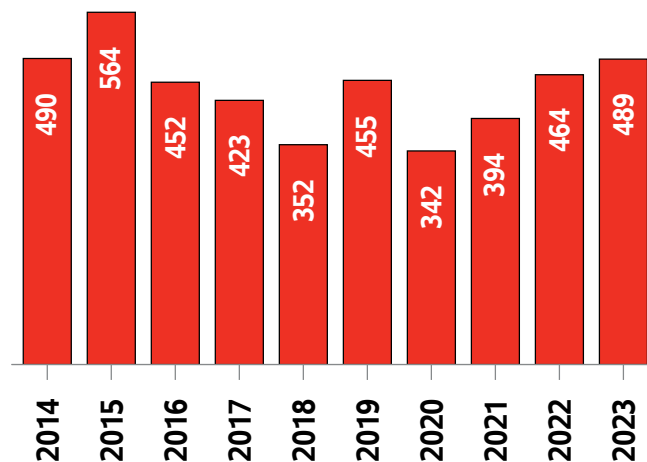
Average Price and Median Price



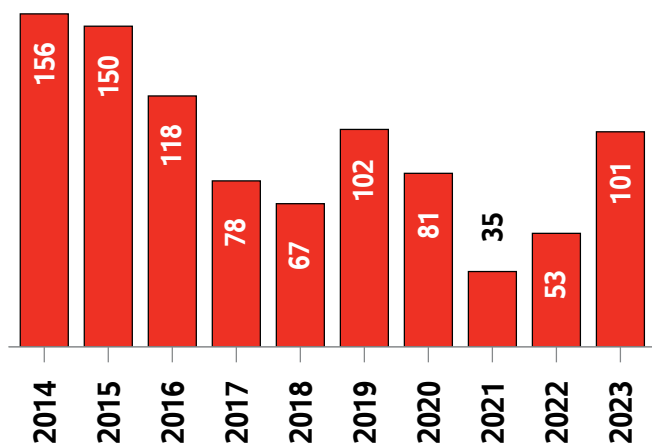
Sales Activity (September Year-to-date)



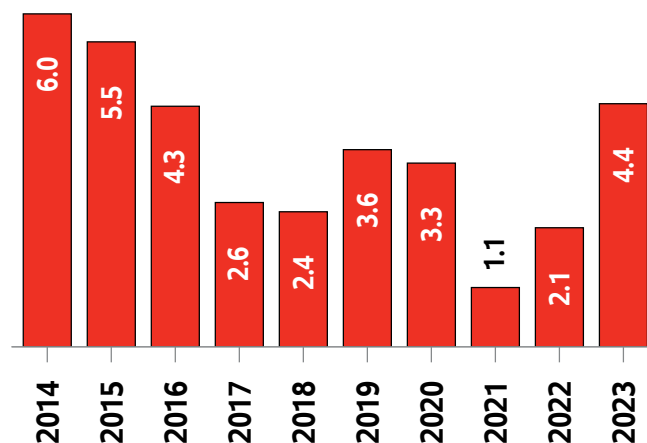
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	29	38.1%	-19.4%	-35.6%	0.0%	-29.3%	0.0%
Dollar Volume	\$21,450,800	42.4%	1.3%	-5.7%	84.1%	106.7%	249.4%
New Listings	75	29.3%	74.4%	63.0%	44.2%	50.0%	56.3%
Active Listings	121	15.2%	218.4%	83.3%	27.4%	44.0%	-30.1%
Sales to New Listings Ratio ¹	38.7	36.2	83.7	97.8	55.8	82.0	60.4
Months of Inventory ²	4.2	5.0	1.1	1.5	3.3	2.0	6.0
Average Price	\$739,683	3.1%	25.7%	46.4%	84.1%	192.2%	249.4%
Median Price	\$605,500	-11.0%	0.2%	23.2%	55.3%	150.3%	181.6%
Sale to List Price Ratio ³	96.6	95.8	109.1	105.2	101.8	96.2	96.5
Median Days on Market	28.0	27.0	7.0	7.0	11.0	33.0	47.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	258	-8.2%	-29.5%	-27.1%	-9.5%	-18.1%	17.8%
Dollar Volume	\$175,416,148	-16.7%	-22.5%	5.3%	76.5%	112.5%	256.8%
New Listings	512	-6.7%	19.3%	10.6%	23.4%	12.8%	3.6%
Active Listings ⁴	88	11.1%	173.0%	-5.7%	19.5%	-19.9%	-39.4%
Sales to New Listings Ratio ⁵	50.4	51.2	85.3	76.5	68.7	69.4	44.3
Months of Inventory ⁶	3.1	2.5	0.8	2.4	2.3	3.1	5.9
Average Price	\$679,908	-9.3%	9.9%	44.5%	95.0%	159.4%	202.9%
Median Price	\$636,500	-9.2%	6.1%	41.8%	95.2%	154.6%	192.6%
Sale to List Price Ratio ⁷	97.6	108.8	112.4	101.8	100.4	97.1	96.6
Median Days on Market	21.5	8.0	7.0	12.0	12.0	28.0	38.0

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

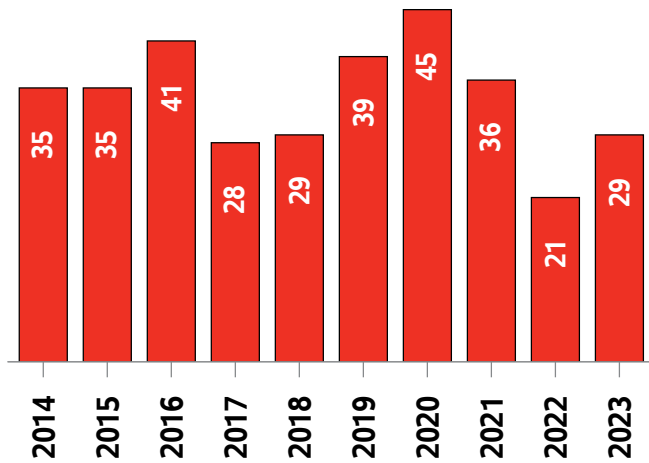
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

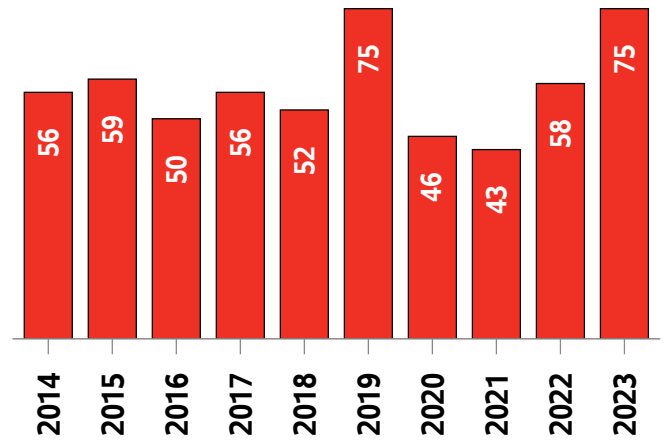
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

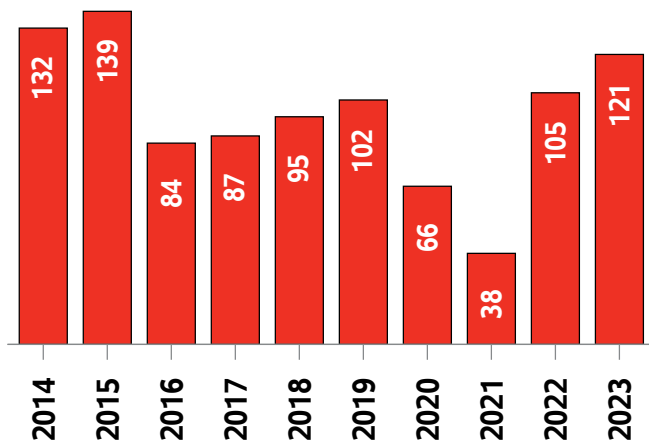
Sales Activity (September only)



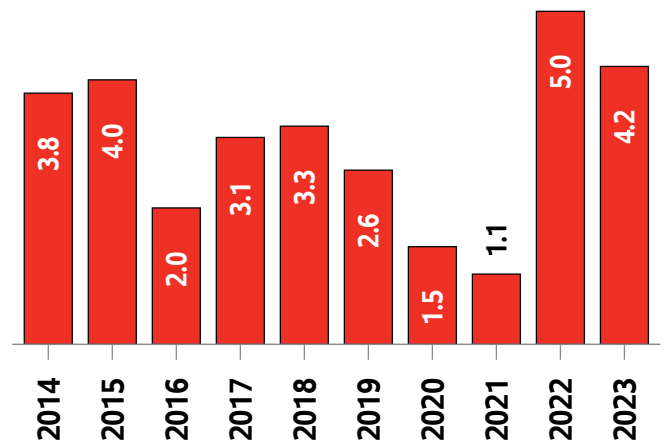
New Listings (September only)



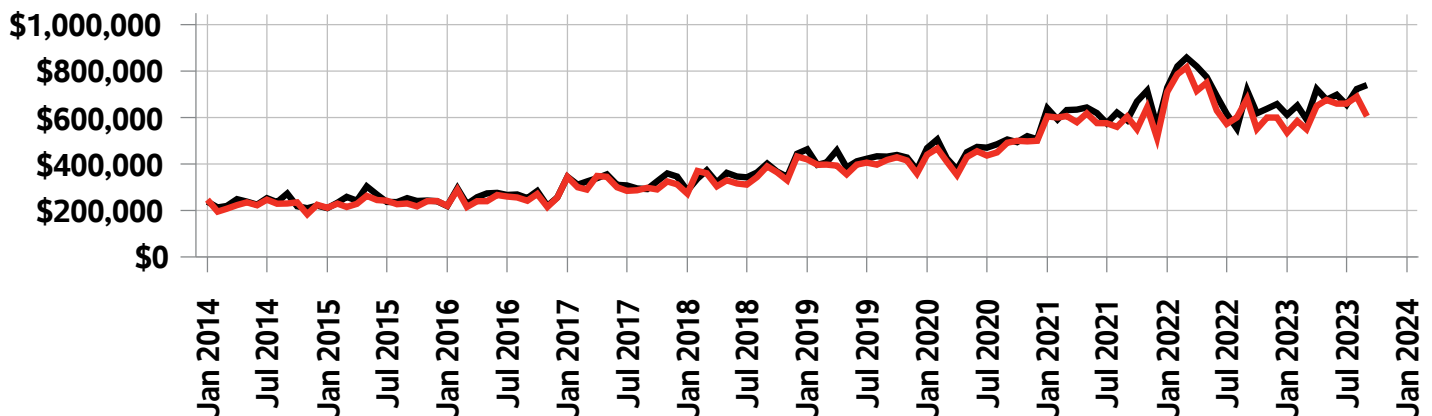
Active Listings (September only)



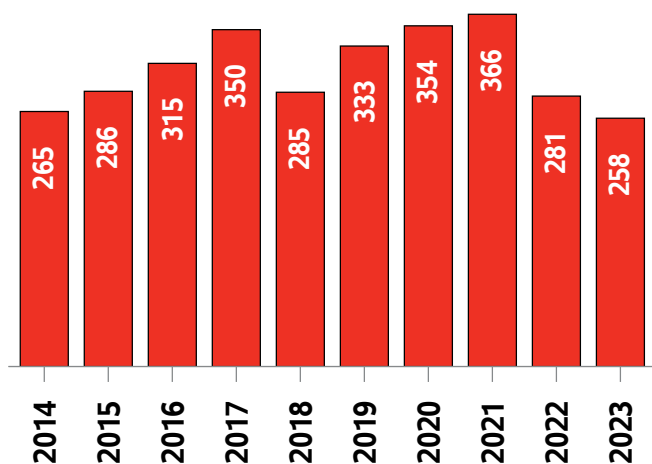
Months of Inventory (September only)



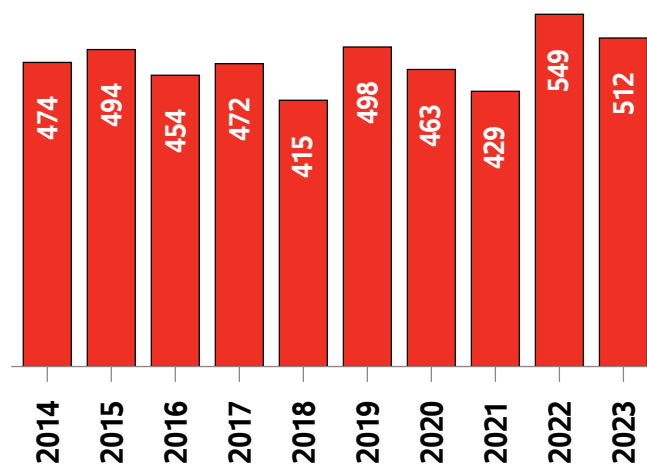
Average Price and Median Price



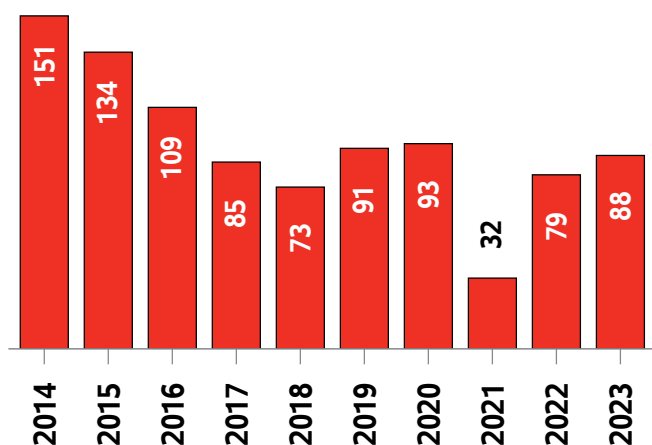
Sales Activity (September Year-to-date)



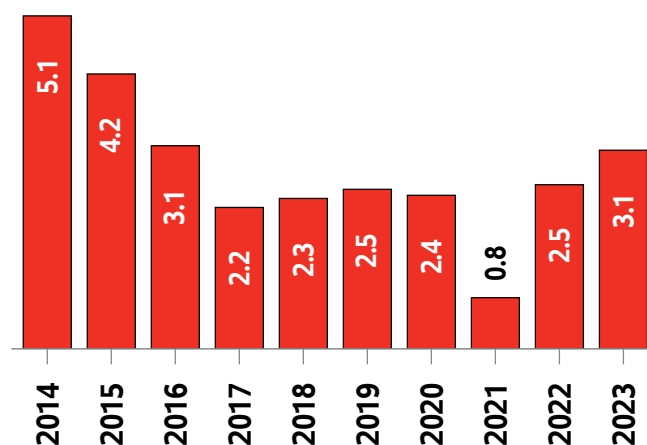
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	51	13.3%	-32.0%	-23.9%	-26.1%	-3.8%	-5.6%
Dollar Volume	\$27,427,376	12.1%	-30.6%	-5.0%	22.2%	140.6%	161.4%
New Listings	106	17.8%	26.2%	43.2%	60.6%	21.8%	21.8%
Active Listings	160	15.9%	344.4%	384.8%	125.4%	8.1%	-31.9%
Sales to New Listings Ratio ¹	48.1	50.0	89.3	90.5	104.5	60.9	62.1
Months of Inventory ²	3.1	3.1	0.5	0.5	1.0	2.8	4.4
Average Price	\$537,792	-1.1%	2.1%	24.8%	65.3%	150.0%	176.8%
Median Price	\$530,000	1.0%	1.6%	26.2%	60.1%	170.1%	177.5%
Sale to List Price Ratio ³	98.0	97.7	109.9	104.3	101.0	97.9	96.6
Median Days on Market	24.0	21.0	7.0	8.0	14.0	32.0	43.0

Year-to-date	September 2023	Compared to ⁸					
		September 2022	September 2021	September 2020	September 2018	September 2016	September 2013
Sales Activity	514	-13.0%	-26.0%	-12.4%	-17.8%	-16.3%	-0.6%
Dollar Volume	\$295,897,189	-23.2%	-21.0%	26.6%	59.1%	113.0%	190.2%
New Listings	817	-14.2%	3.4%	22.7%	14.3%	5.1%	-2.5%
Active Listings ⁴	111	27.5%	215.1%	99.2%	64.0%	-18.6%	-49.5%
Sales to New Listings Ratio ⁵	62.9	62.1	88.0	88.1	87.4	79.0	61.7
Months of Inventory ⁶	1.9	1.3	0.5	0.9	1.0	2.0	3.8
Average Price	\$575,675	-11.7%	6.8%	44.5%	93.5%	154.4%	191.9%
Median Price	\$565,000	-10.6%	7.6%	46.7%	94.9%	156.9%	202.1%
Sale to List Price Ratio ⁷	99.2	109.9	111.0	102.6	101.5	98.1	97.2
Median Days on Market	16.5	7.0	6.0	8.0	10.0	24.0	38.0

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

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

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

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

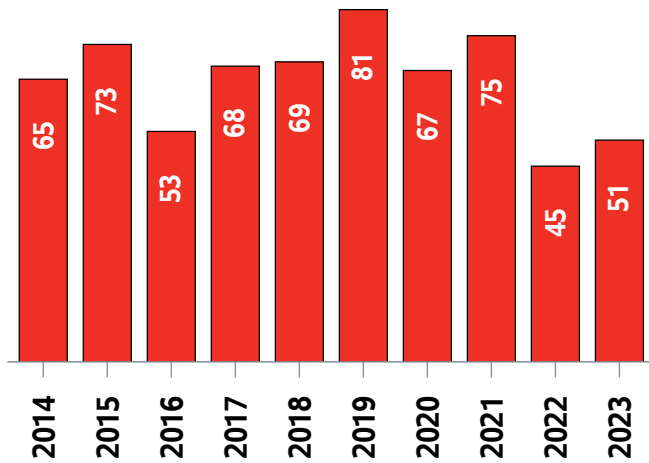
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

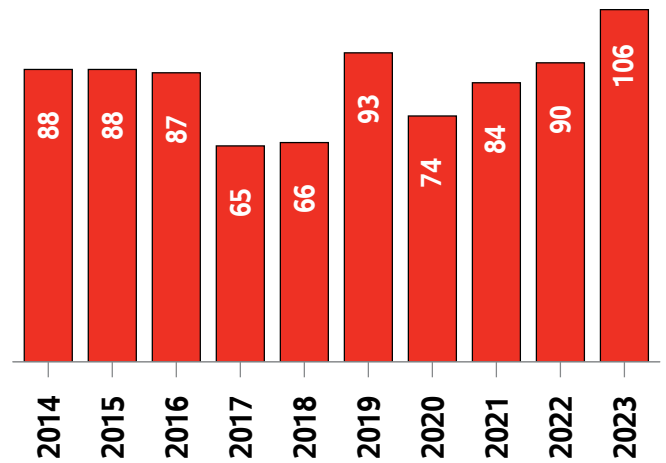
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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

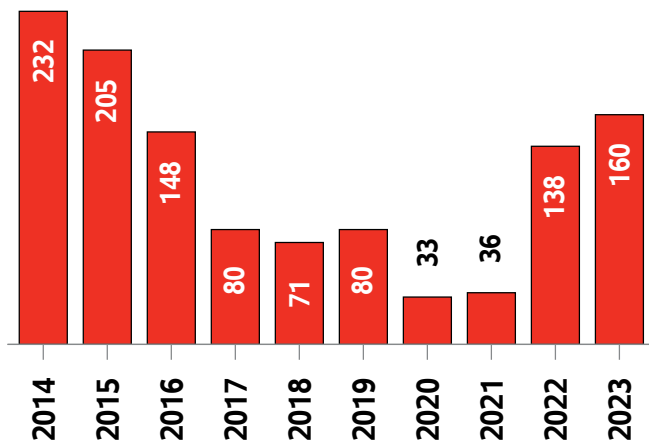
Sales Activity (September only)



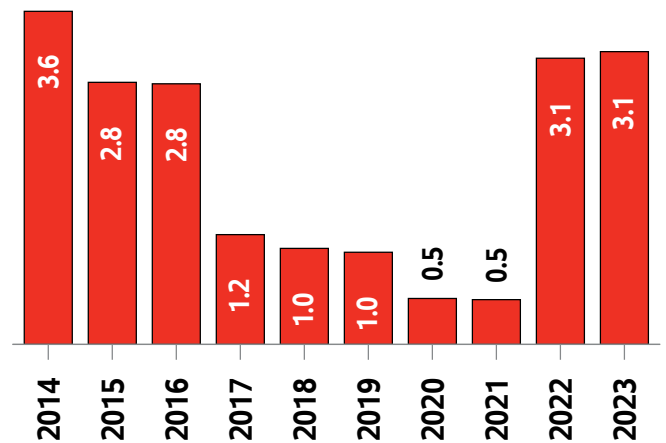
New Listings (September only)



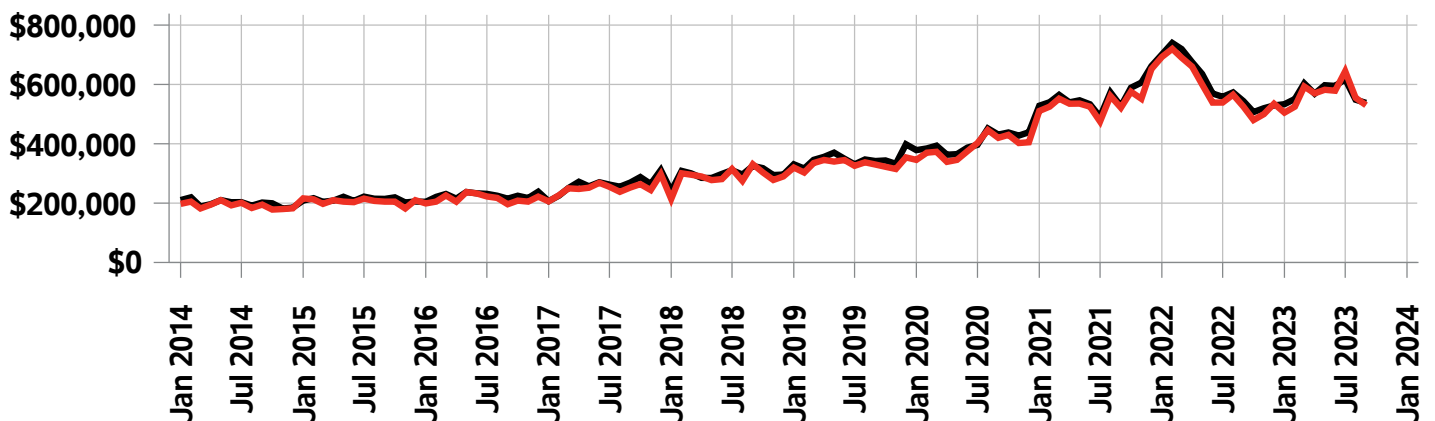
Active Listings (September only)



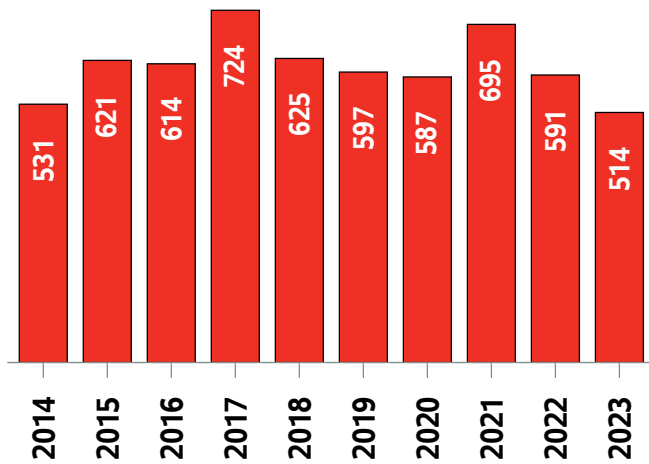
Months of Inventory (September only)



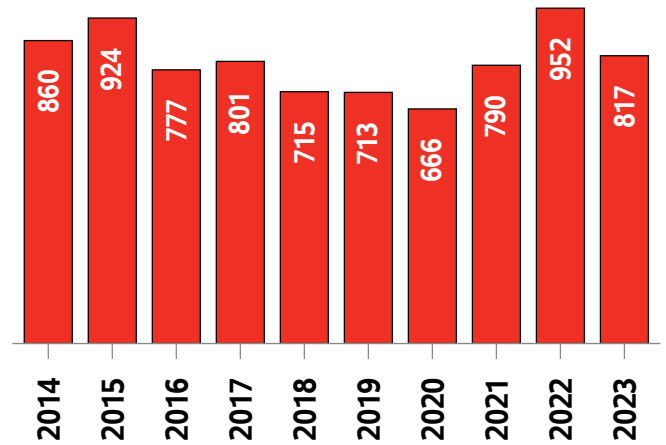
Average Price and Median Price



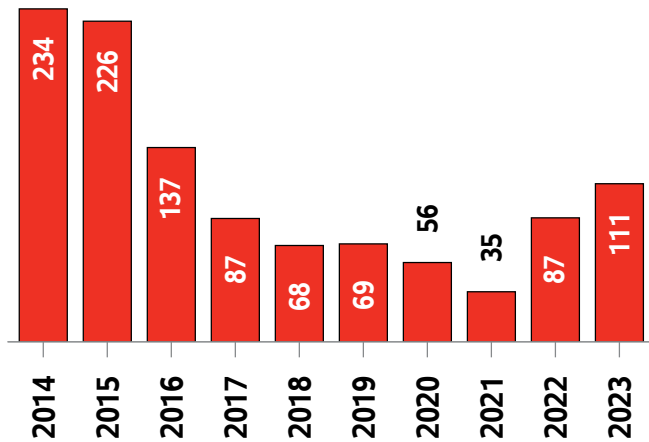
Sales Activity (September Year-to-date)



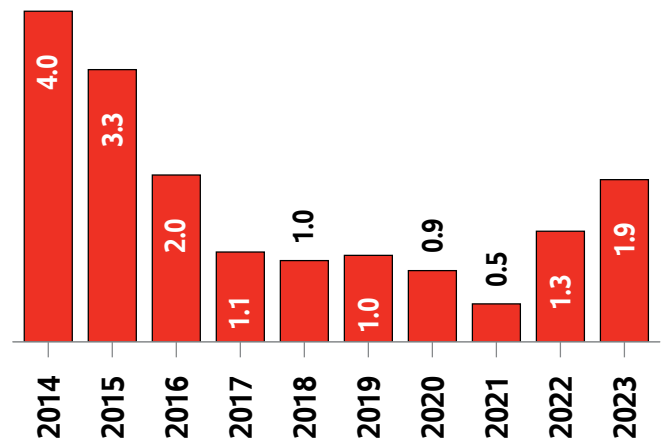
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September 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.