



London and St. Thomas Residential Market Activity and MLS® Home Price Index Report March 2024



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

News Release

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HOME PRICES CONTINUE TO RISE IN MARCH

London, ON – 636 homes were sold last month via the MLS® System of the London and St. Thomas Association of REALTORS® (LSTAR), 11.3% less than in March 2023. The number of newly listed properties surged from 1,024 in February to 1,233 in March, marking a 11.8% increase over a year ago.

"For LSTAR, this was the March with the lowest number of home sales in the last decade, partly because of the statutory holiday Good Friday, which fell at the end of the month this year, and not in April, as usual," said 2024 LSTAR Chair Kathy Amess. "However, the number of new listings was in line with the Association's ten-year average for the month of March," she pointed out.

Out of the 636 homes exchanging hands in March in LSTAR's jurisdiction, 449 were single-family homes, 103 were townhouses, and 63 – apartments. The average price for a single-family home in the London-St. Thomas area rose from \$682,780 in February to \$708,044 last month, while that of a townhouse climbed from \$507,229 in February to \$531,369 last month. The average price of an apartment from our region surged from \$382,496 in February to \$403,560 in March. "In addition, the average prices for townhouses and apartments saw slight year-over-year gains, rising by 1.7% and 4.9% respectively," Amess observed. "However, when compared to March 2023, the average price of a single-family home from our area decreased by 0.2%," she added.

Overall, the housing supply increased slightly in our region - from 2.7 months of inventory in February to 2.9 months in March.

"LSTAR's sales-to-new listings ratio sat at 51.6% last month, indicating a highly balanced real estate market," Amess said.

The average home price for the entire jurisdiction of LSTAR saw a healthy month-over-month growth – from \$617,790 in February to \$646,155 last month – but was 0.2% lower than in March 2023. However, the Composite MLS® Home Price Index (HPI) Benchmark Price posted month-over-month and year-over-year increases – of 2.6%, and 1.6% respectively – hiking to \$602,700.

The table below displays an analysis of March's average and MLS® HPI Benchmark prices in LSTAR's main regions.

AREA	MARCH 2024 MLS® HPI BENCHMARK PRICE	MARCH 2024 AVERAGE PRICE
Central Elgin	\$627,700	\$618,700
London East	\$491,900	\$512,372
London North	\$706,300	\$716,694
London South	\$600,800	\$662,711
Middlesex Centre	\$852,000	\$986,733
St. Thomas	\$538,500	\$572,837
Strathroy-Caradoc	\$748,000	\$680,493
LSTAR	\$602,700	\$646,155

"When looking at last month's figures, it's essential to understand the difference between average prices and MLS® benchmark prices. The latter reflects the image of a 'typical home' from a specific area as perceived by the local home buyers, unveiling, at the same time, what housing attributes these buyers value the most. In contrast, the average sales price is calculated by adding all home sale prices and dividing the total sum by the number of homes sold.

Because average prices can experience high fluctuations from one month to the next, due to only a few outliers from the sales activity mix, the HPI benchmark price is a more reliable tool for tracking trends over time," Amess stated.

The following table shows March's benchmark prices for all housing types within LSTAR's jurisdiction and how they compare with those recorded in the previous month and three months ago.

MLS® HOME PRICE INDEX BENCHMARK PRICES			
Benchmark Type	March 2024	Change over February 2024	Change over December 2023
LSTAR Composite	\$602,700	2.6%	5.5%
LSTAR Single-Family	\$649,000	2.4%	5.2%
LSTAR One Storey	\$585,800	2.1%	3.6%
LSTAR Two Storey	\$695,800	2.5%	6.3%
LSTAR Townhouse	\$499,400	5.3%	5.5%
LSTAR Apartment	\$389,700	0.9%	9.7%

"When compared to the prices recorded in other provincial and national centres, homes within the LSTAR jurisdiction appear relatively affordable, positioning our region as an attractive housing market," Amess said. The table below shows the most recent HPI benchmark prices, as provided by CREA.

AREA	MLS® HOME PRICE INDEX BENCHMARK PRICE – MARCH 2024
Oakville-Milton	\$1,290,800
Greater Vancouver	\$1,196,800
Greater Toronto	\$1,113,600
Mississauga	\$1,082,400
Fraser Valley	\$1,008,300
Victoria	\$861,000
Hamilton-Burlington	\$850,500
Guelph & District	\$809,600
Barrie & District	\$801,600
Cambridge	\$747,500
Kitchener-Waterloo	\$740,900
Brantford Region	\$670,800
Ottawa	\$636,700
Niagara Region	\$633,400
Woodstock-Ingersoll	\$625,000
London St. Thomas	\$602,700
Calgary	\$580,400
Windsor-Essex	\$576,600
Huron-Perth	\$553,600
Montreal	\$531,300
Halifax-Dartmouth	\$529,600
Saskatoon	\$394,300
Edmonton	\$385,900
Winnipeg	\$353,600
St. John's, NL	\$335,000
CANADA	\$729,700

According to a recent study¹ by Altus Group, an average housing transaction in Ontario prompts approximately \$77,420 in spin-off spending within three years from the date of the home purchase. These expenses include legal fees, moving costs, furniture acquisitions, and home improvement expenses, as well as some other charges.

"This means that, through the secondary spending they are generating, LSTAR's March home sales could potentially bring over \$49 million to the local coffers over the next three years. This goes to show why the real estate industry is considered one of the main drivers of the local economy," Amess concluded.

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide its REALTOR® Members with the support and tools they need to succeed in their profession. 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.

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

Actual	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	636	-11.3%	-39.4%	-48.9%	-15.4%	-44.4%	1.0%
Dollar Volume	\$410,954,387	-11.5%	-52.3%	-48.1%	36.9%	7.3%	158.7%
New Listings	1,233	11.8%	-21.8%	-18.7%	17.4%	-6.2%	-5.9%
Active Listings	1,857	32.7%	162.3%	220.2%	56.4%	54.1%	-31.8%
Sales to New Listings Ratio ¹	51.6	65.0	66.6	82.1	71.6	87.0	48.1
Months of Inventory ²	2.9	2.0	0.7	0.5	1.6	1.1	4.3
Average Price	\$646,155	-0.2%	-21.2%	1.5%	61.9%	92.9%	156.3%
Median Price	\$601,000	0.2%	-22.7%	0.2%	58.8%	97.0%	158.8%
Sale to List Price Ratio ³	98.9	98.3	119.6	114.9	103.9	102.1	97.5
Median Days on Market	16.0	16.0	6.0	6.0	8.0	12.0	30.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	1,667	10.1%	-32.5%	-37.1%	-5.4%	-30.0%	13.2%
Dollar Volume	\$1,041,983,119	10.4%	-48.1%	-36.9%	49.6%	36.3%	184.8%
New Listings	3,151	15.8%	-4.9%	-0.6%	21.0%	3.9%	-5.7%
Active Listings ⁴	1,658	21.6%	253.8%	236.1%	53.9%	38.1%	-34.3%
Sales to New Listings Ratio ⁵	52.9	55.6	74.5	83.5	67.7	78.5	44.1
Months of Inventory ⁶	3.0	2.7	0.6	0.6	1.8	1.5	5.1
Average Price	\$625,065	0.2%	-23.2%	0.3%	58.3%	94.7%	151.7%
Median Price	\$593,050	2.2%	-23.1%	0.5%	60.3%	104.5%	162.4%
Sale to List Price Ratio ⁷	98.4	97.6	120.5	113.6	103.2	101.0	97.3
Median Days on Market	21.0	19.0	6.0	6.0	9.0	15.0	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.

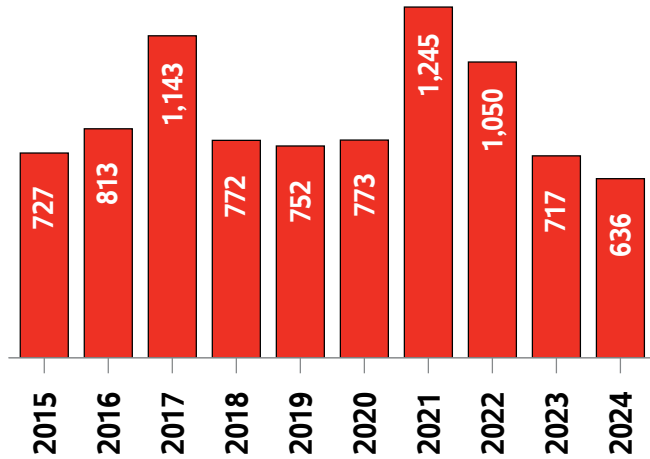
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

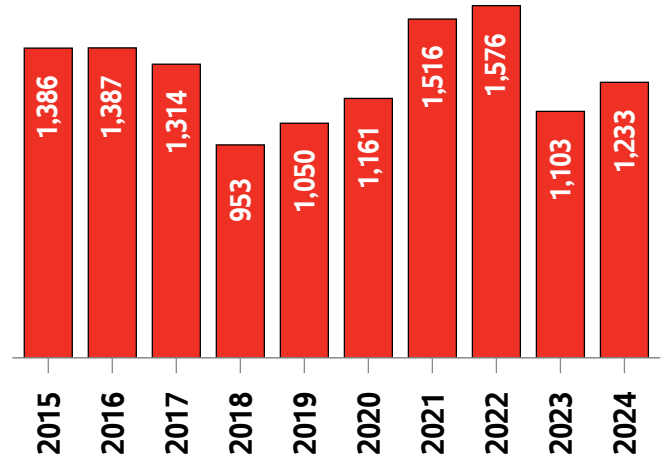
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

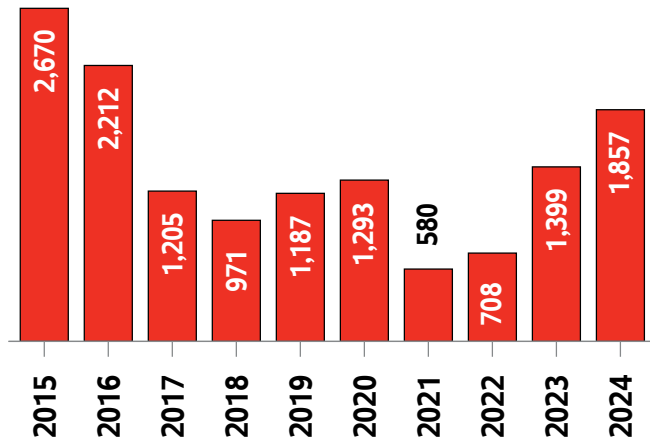
Sales Activity (March only)



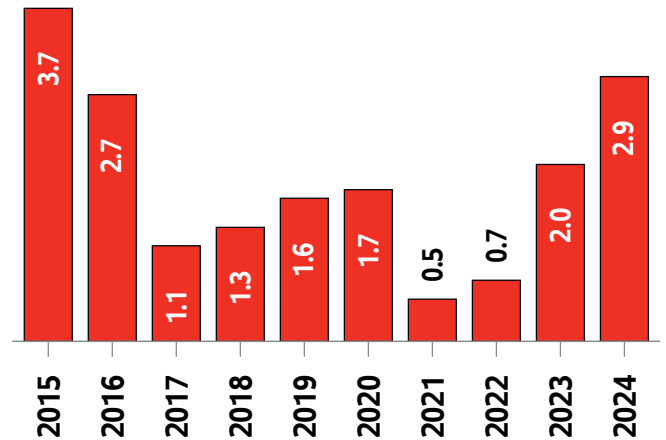
New Listings (March only)



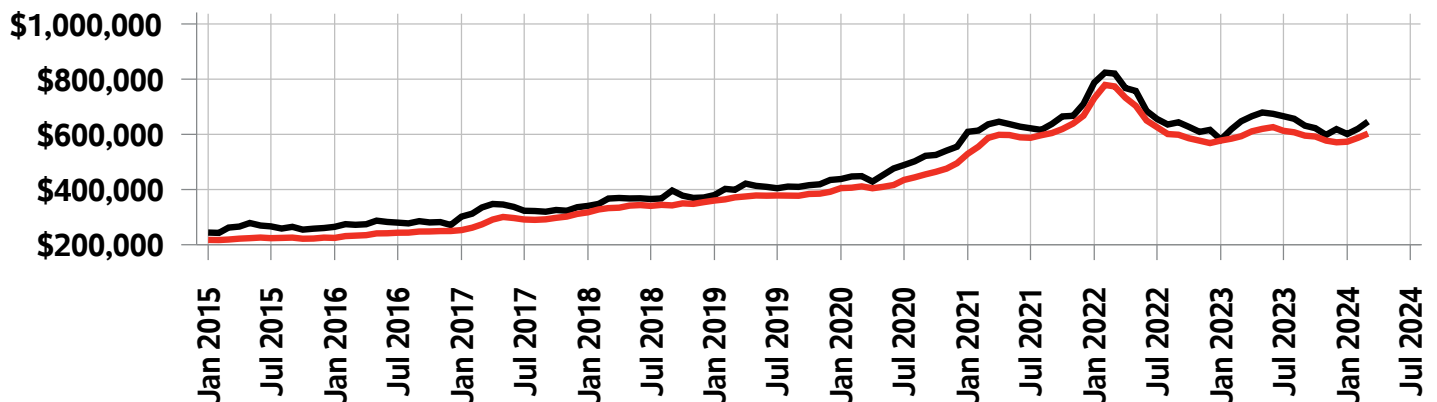
Active Listings (March only)



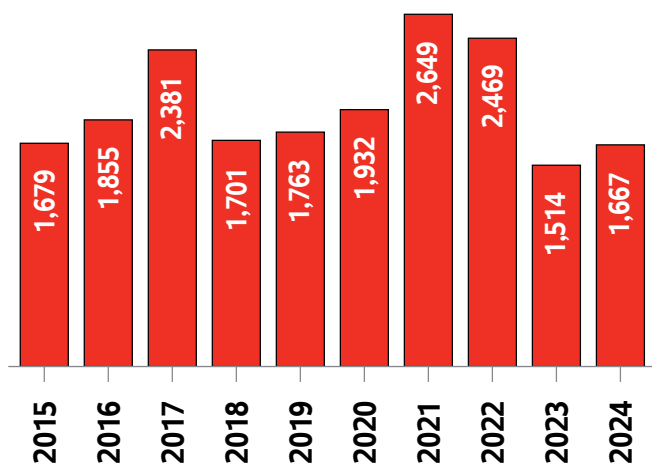
Months of Inventory (March only)



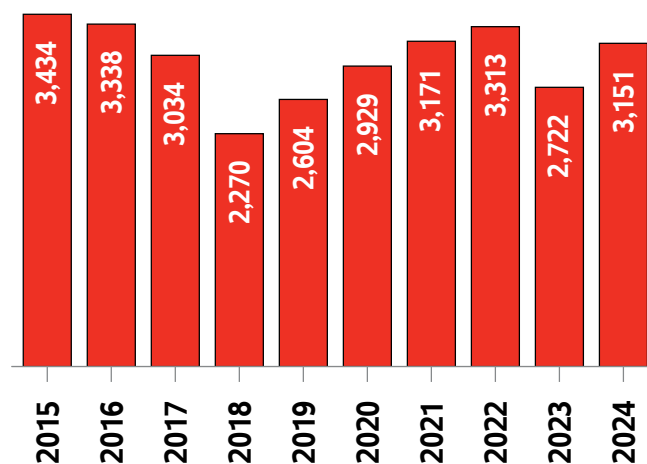
MLS® HPI Composite Benchmark Price and Average Price



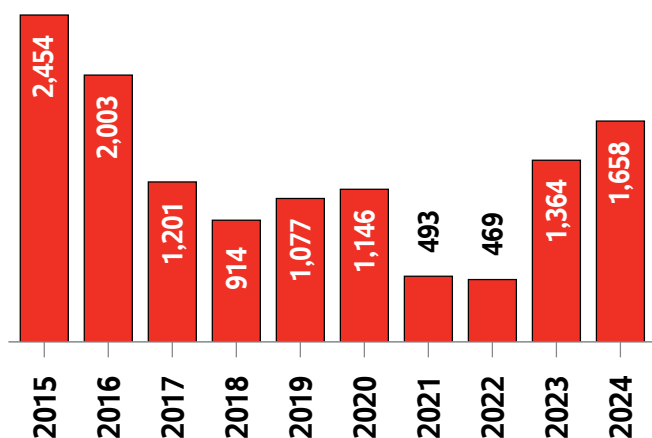
Sales Activity (March Year-to-date)



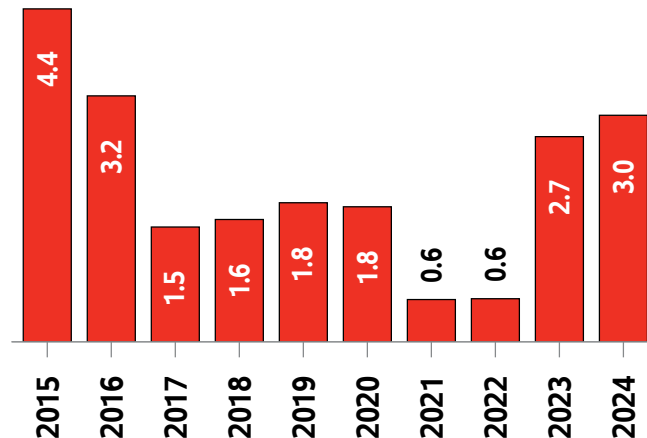
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	449	-13.3%	-40.5%	-50.2%	-20.7%	-50.1%	-8.9%
Dollar Volume	\$317,911,666	-13.5%	-52.8%	-49.4%	29.5%	-3.2%	139.1%
New Listings	882	15.7%	-19.2%	-20.5%	6.7%	-13.4%	-12.7%
Active Listings	1,332	33.3%	175.2%	230.5%	34.3%	51.9%	-35.5%
Sales to New Listings Ratio ¹	50.9	68.0	69.0	81.2	68.4	88.3	48.8
Months of Inventory ²	3.0	1.9	0.6	0.4	1.8	1.0	4.2
Average Price	\$708,044	-0.2%	-20.8%	1.6%	63.3%	93.9%	162.6%
Median Price	\$665,000	3.0%	-19.7%	2.1%	66.3%	101.5%	171.4%
Sale to List Price Ratio ³	99.3	98.2	119.8	115.2	103.2	102.5	97.5
Median Days on Market	14.0	15.0	6.0	6.0	8.0	10.0	28.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	1,189	7.9%	-31.9%	-38.8%	-9.4%	-35.4%	3.8%
Dollar Volume	\$816,430,956	8.7%	-47.6%	-38.4%	44.5%	27.0%	167.4%
New Listings	2,252	16.6%	-3.3%	-2.3%	10.9%	-2.4%	-11.3%
Active Listings ⁴	1,178	19.2%	250.7%	238.3%	32.2%	33.3%	-38.2%
Sales to New Listings Ratio ⁵	52.8	57.0	74.9	84.3	64.6	79.7	45.1
Months of Inventory ⁶	3.0	2.7	0.6	0.5	2.0	1.4	5.0
Average Price	\$686,653	0.7%	-23.1%	0.6%	59.4%	96.5%	157.5%
Median Price	\$650,000	3.2%	-21.7%	0.8%	62.5%	104.4%	170.8%
Sale to List Price Ratio ⁷	98.7	97.6	120.6	113.7	102.6	101.3	97.4
Median Days on Market	20.0	19.0	6.0	6.0	9.0	13.0	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.

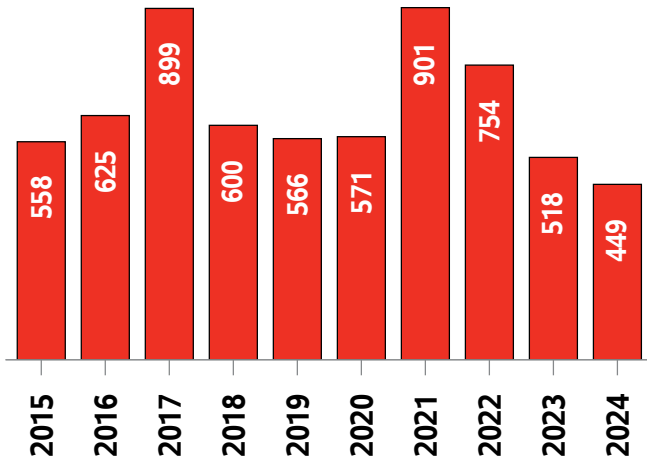
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

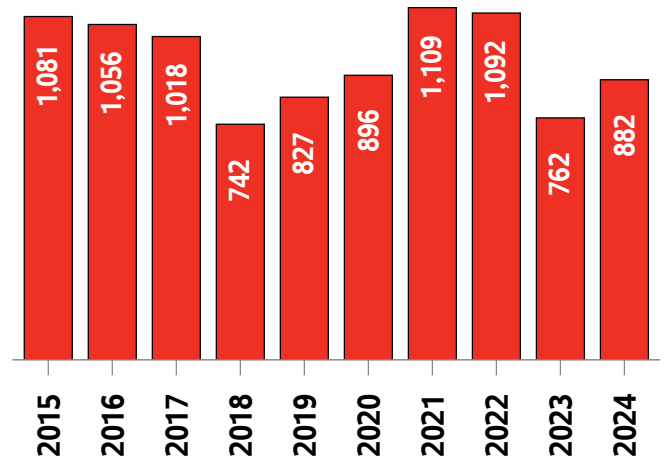
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

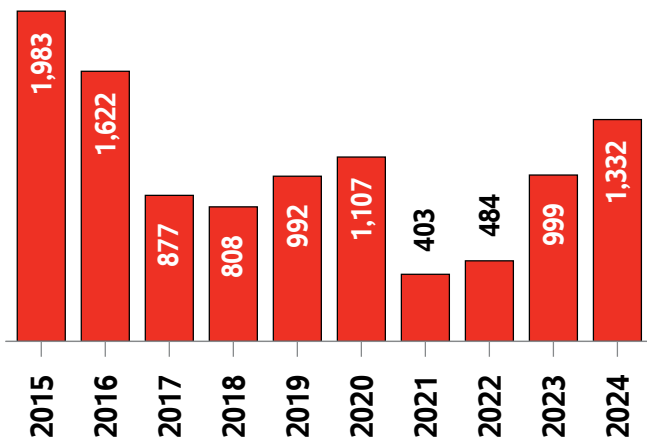
Sales Activity (March only)



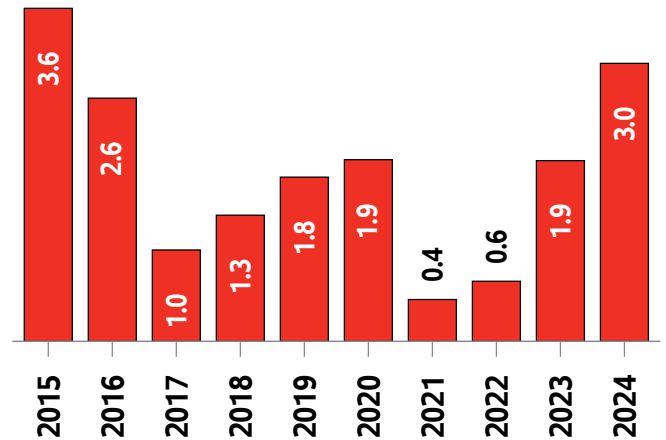
New Listings (March only)



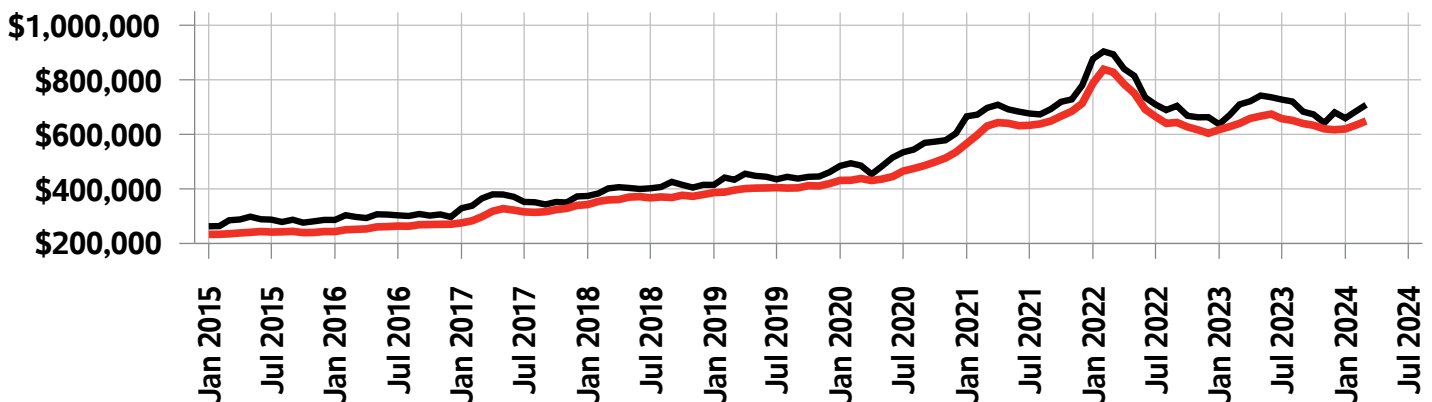
Active Listings (March only)



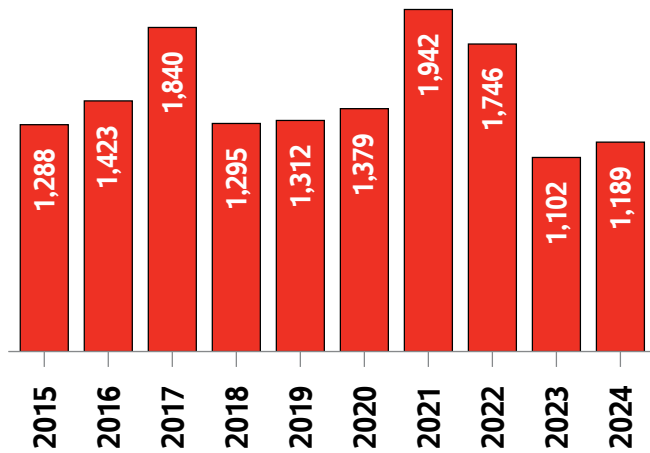
Months of Inventory (March only)



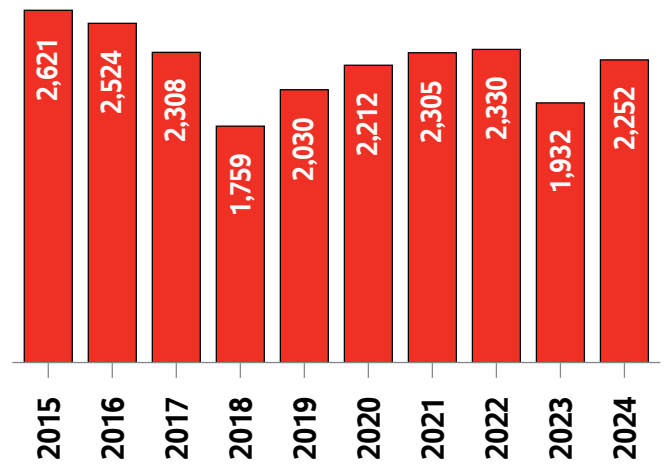
MLS® HPI Single Family Benchmark Price and Average Price



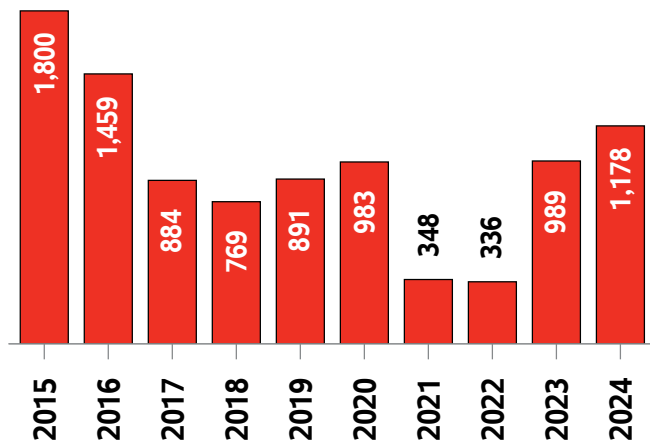
Sales Activity (March Year-to-date)



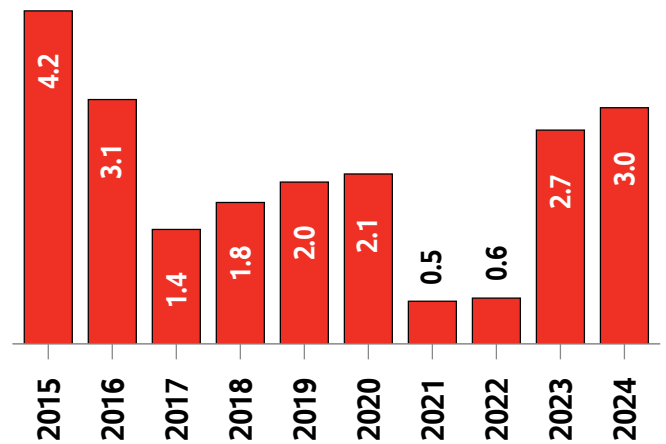
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	103	-15.6%	-35.2%	-43.4%	-1.0%	-24.3%	43.1%
Dollar Volume	\$54,731,033	-14.2%	-51.9%	-41.0%	53.6%	76.3%	318.7%
New Listings	200	-6.5%	-28.3%	-6.5%	62.6%	37.0%	31.6%
Active Listings	255	8.1%	114.3%	325.0%	200.0%	150.0%	-9.3%
Sales to New Listings Ratio ¹	51.5	57.0	57.0	85.0	84.6	93.2	47.4
Months of Inventory ²	2.5	1.9	0.7	0.3	0.8	0.8	3.9
Average Price	\$531,369	1.7%	-25.7%	4.3%	55.1%	132.8%	192.7%
Median Price	\$529,900	2.4%	-25.6%	5.3%	56.4%	140.4%	233.3%
Sale to List Price Ratio ³	99.1	99.1	121.6	117.4	108.1	102.0	97.9
Median Days on Market	18.0	18.0	6.0	6.0	6.0	15.0	30.5

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	281	18.6%	-27.4%	-20.6%	12.9%	-7.9%	71.3%
Dollar Volume	\$144,845,412	18.6%	-45.9%	-18.5%	74.8%	111.1%	395.6%
New Listings	489	2.7%	-10.6%	14.8%	60.3%	42.2%	21.3%
Active Listings ⁴	230	7.7%	278.6%	438.3%	217.5%	134.4%	-9.5%
Sales to New Listings Ratio ⁵	57.5	49.8	70.7	83.1	81.6	88.7	40.7
Months of Inventory ⁶	2.5	2.7	0.5	0.4	0.9	1.0	4.6
Average Price	\$515,464	0.1%	-25.5%	2.7%	54.9%	129.2%	189.3%
Median Price	\$525,000	1.9%	-23.4%	7.7%	63.6%	139.8%	237.1%
Sale to List Price Ratio ⁷	98.6	98.5	124.5	118.0	106.8	101.5	97.7
Median Days on Market	24.0	16.0	6.0	6.0	7.0	15.0	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.

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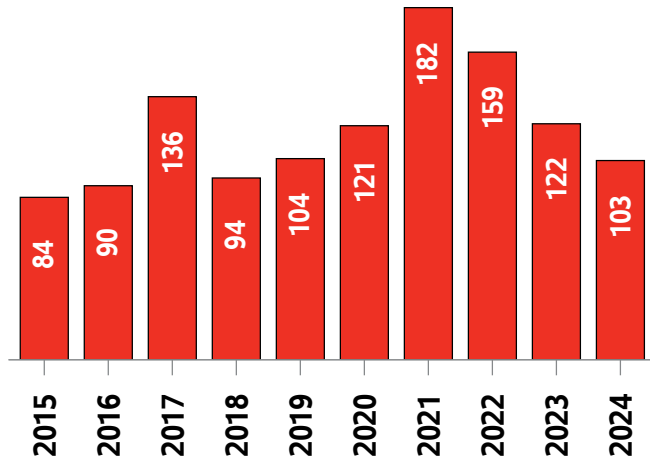
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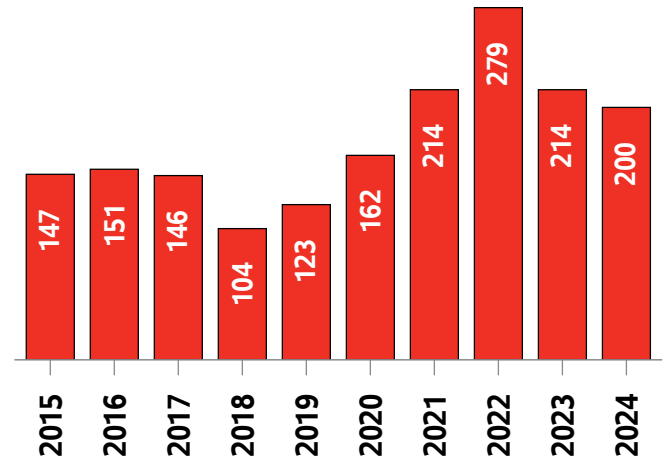
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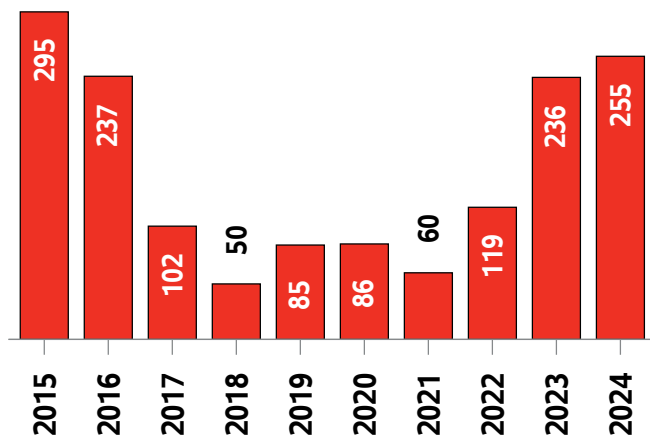
Sales Activity (March only)



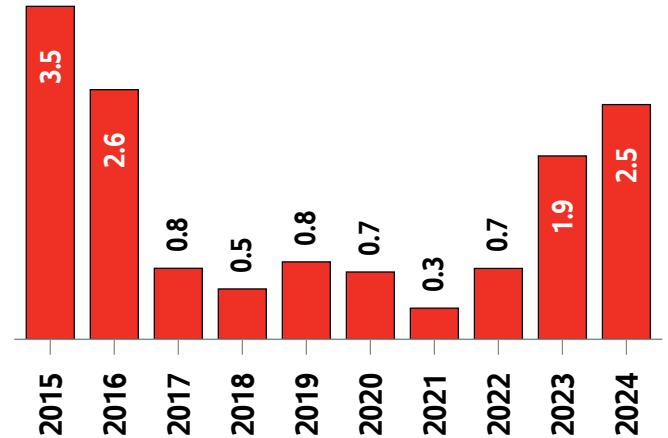
New Listings (March only)



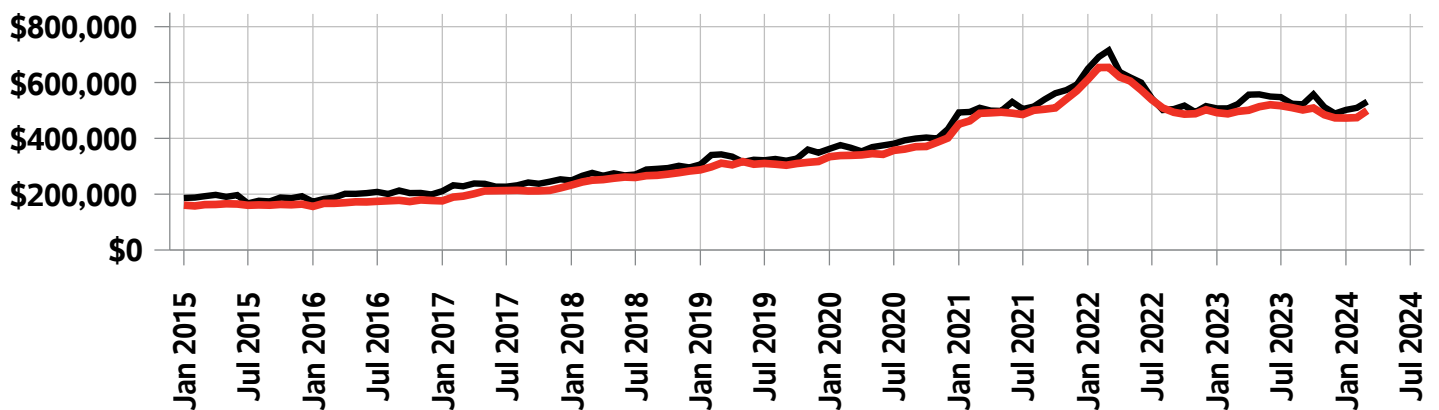
Active Listings (March only)



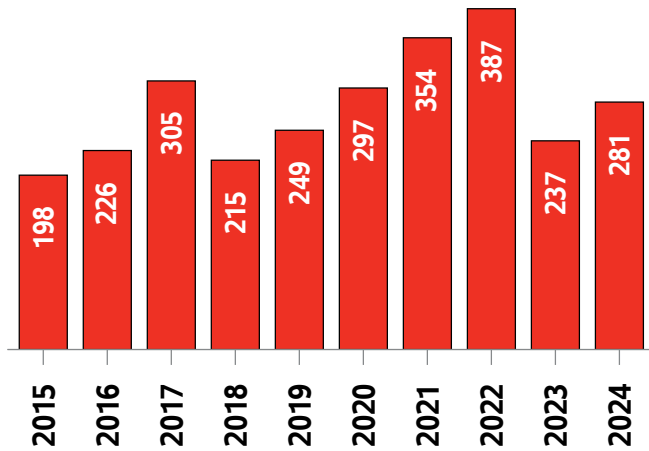
Months of Inventory (March only)



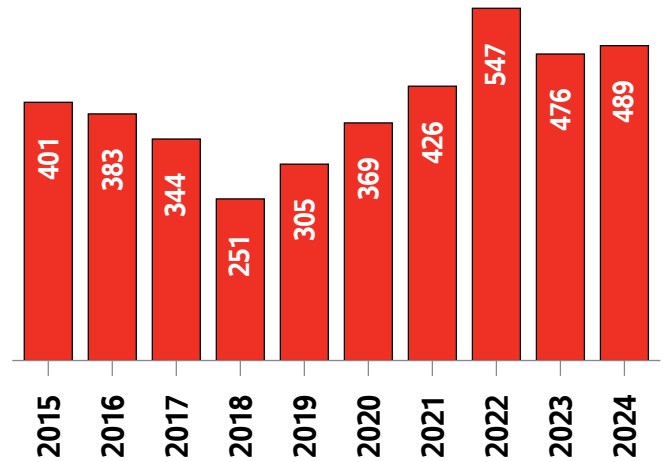
MLS® HPI Townhouse Benchmark Price and Average Price



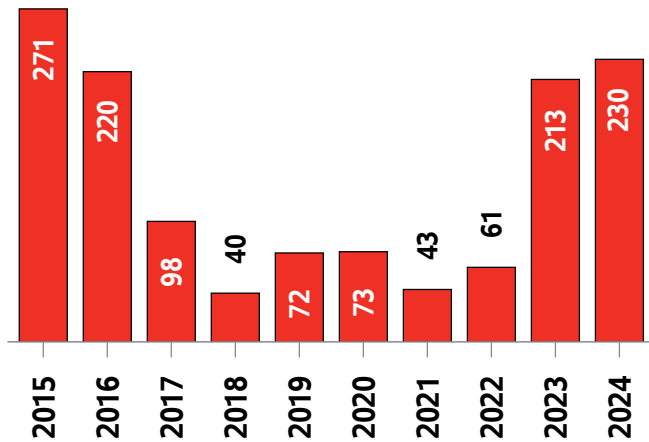
Sales Activity (March Year-to-date)



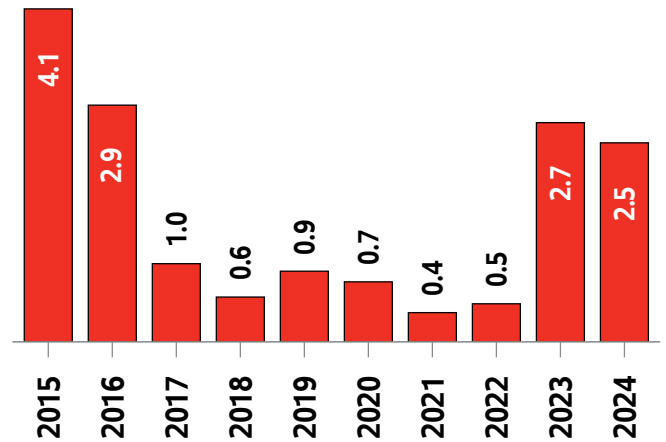
New Listings (March Year-to-date)



Active Listings ¹(March Year-to-date)



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



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

Actual	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	63	8.6%	-37.6%	-45.2%	-1.6%	-29.2%	21.2%
Dollar Volume	\$25,424,300	13.9%	-48.8%	-45.0%	70.8%	41.1%	161.3%
New Listings	107	30.5%	-23.0%	-15.1%	50.7%	-7.8%	-7.0%
Active Listings	165	77.4%	200.0%	161.9%	150.0%	-2.4%	-43.3%
Sales to New Listings Ratio ¹	58.9	70.7	72.7	91.3	90.1	76.7	45.2
Months of Inventory ²	2.6	1.6	0.5	0.5	1.0	1.9	5.6
Average Price	\$403,560	4.9%	-17.9%	0.5%	73.5%	99.4%	115.6%
Median Price	\$360,000	2.1%	-20.0%	-4.1%	79.5%	104.0%	112.4%
Sale to List Price Ratio ³	97.8	98.0	119.5	111.9	104.7	98.6	97.2
Median Days on Market	27.0	19.5	6.0	6.0	8.0	26.0	48.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	147	12.2%	-39.8%	-43.7%	-2.6%	-21.4%	17.6%
Dollar Volume	\$55,678,063	13.9%	-52.1%	-43.1%	56.8%	41.2%	148.4%
New Listings	274	34.3%	-7.4%	-8.4%	41.2%	-6.2%	-12.5%
Active Listings ⁴	153	71.5%	316.4%	138.5%	115.0%	-9.1%	-45.5%
Sales to New Listings Ratio ⁵	53.6	64.2	82.4	87.3	77.8	64.0	39.9
Months of Inventory ⁶	3.1	2.0	0.5	0.7	1.4	2.7	6.7
Average Price	\$378,762	1.5%	-20.4%	1.1%	61.0%	79.7%	111.2%
Median Price	\$342,000	3.6%	-22.3%	2.1%	70.1%	101.2%	132.7%
Sale to List Price Ratio ⁷	97.2	97.3	117.8	109.7	104.2	98.3	96.8
Median Days on Market	23.0	22.0	6.0	7.0	9.0	32.0	43.0

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.

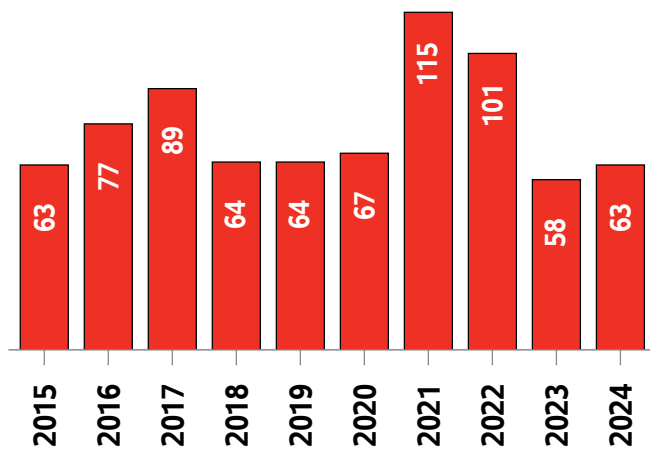
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

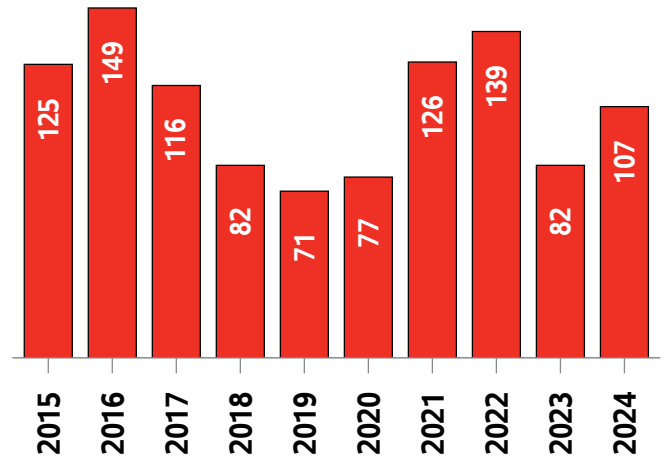
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

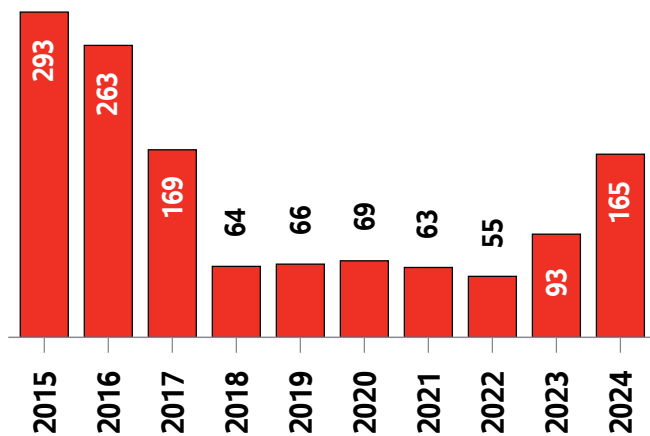
Sales Activity (March only)



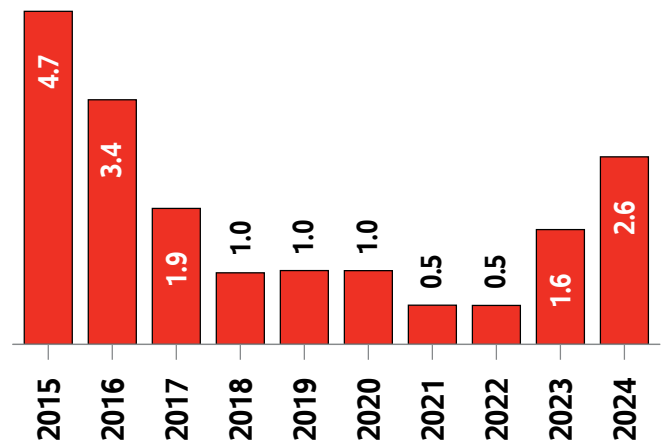
New Listings (March only)



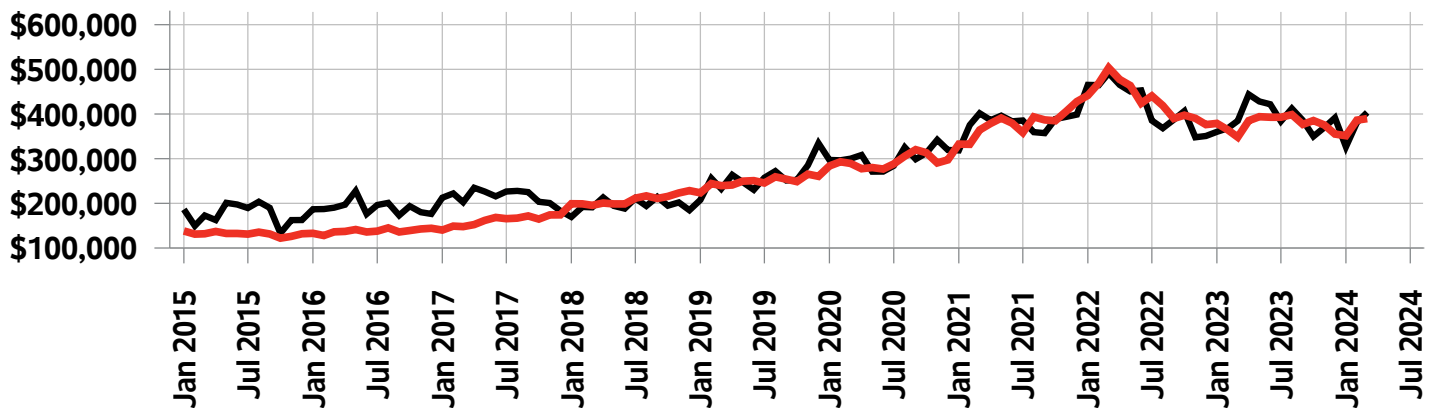
Active Listings (March only)



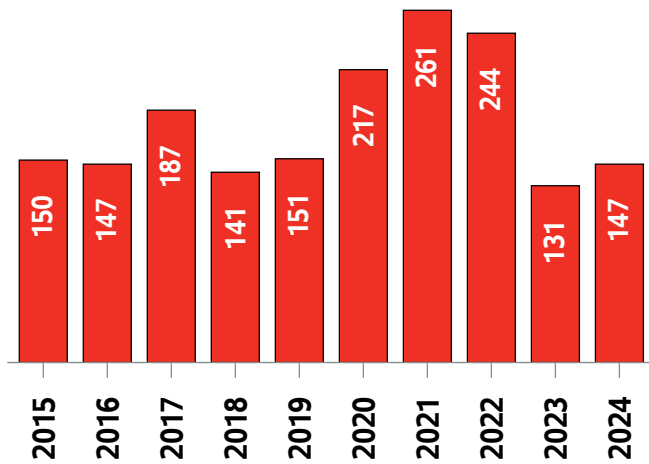
Months of Inventory (March only)



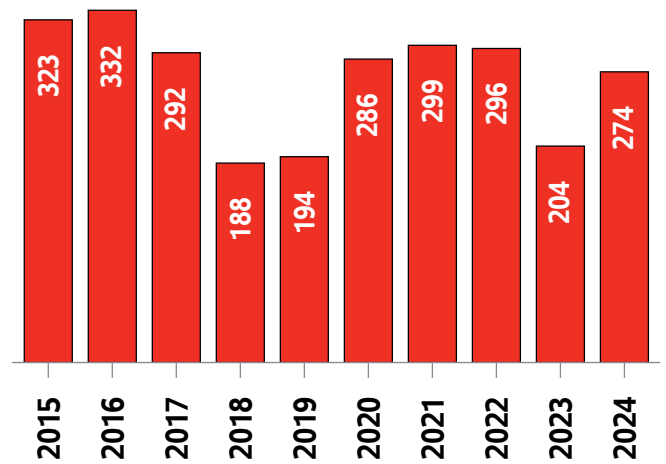
MLS® HPI Apartment Benchmark Price and Average Price



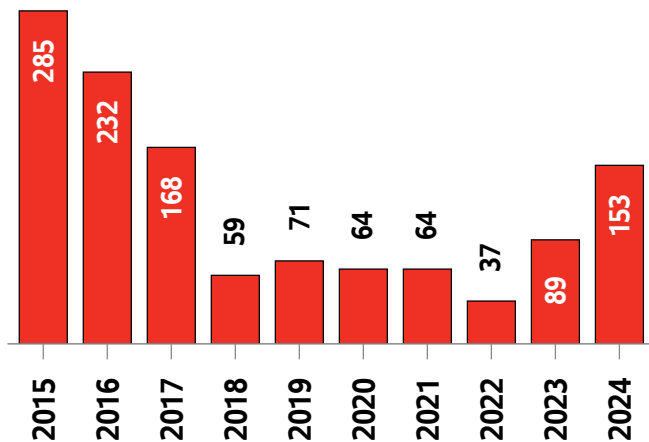
Sales Activity (March Year-to-date)



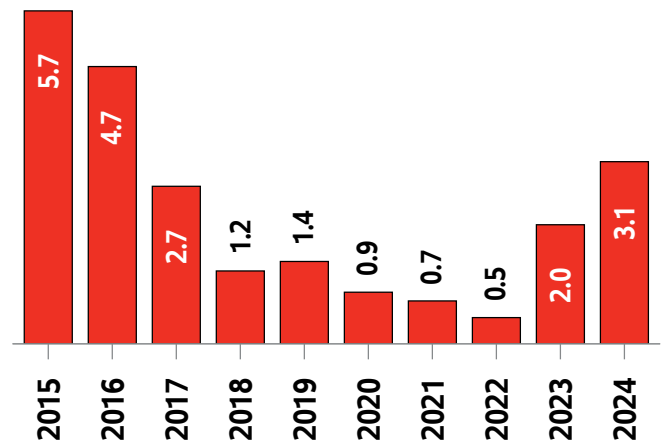
New Listings (March Year-to-date)



Active Listings ¹(March Year-to-date)



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



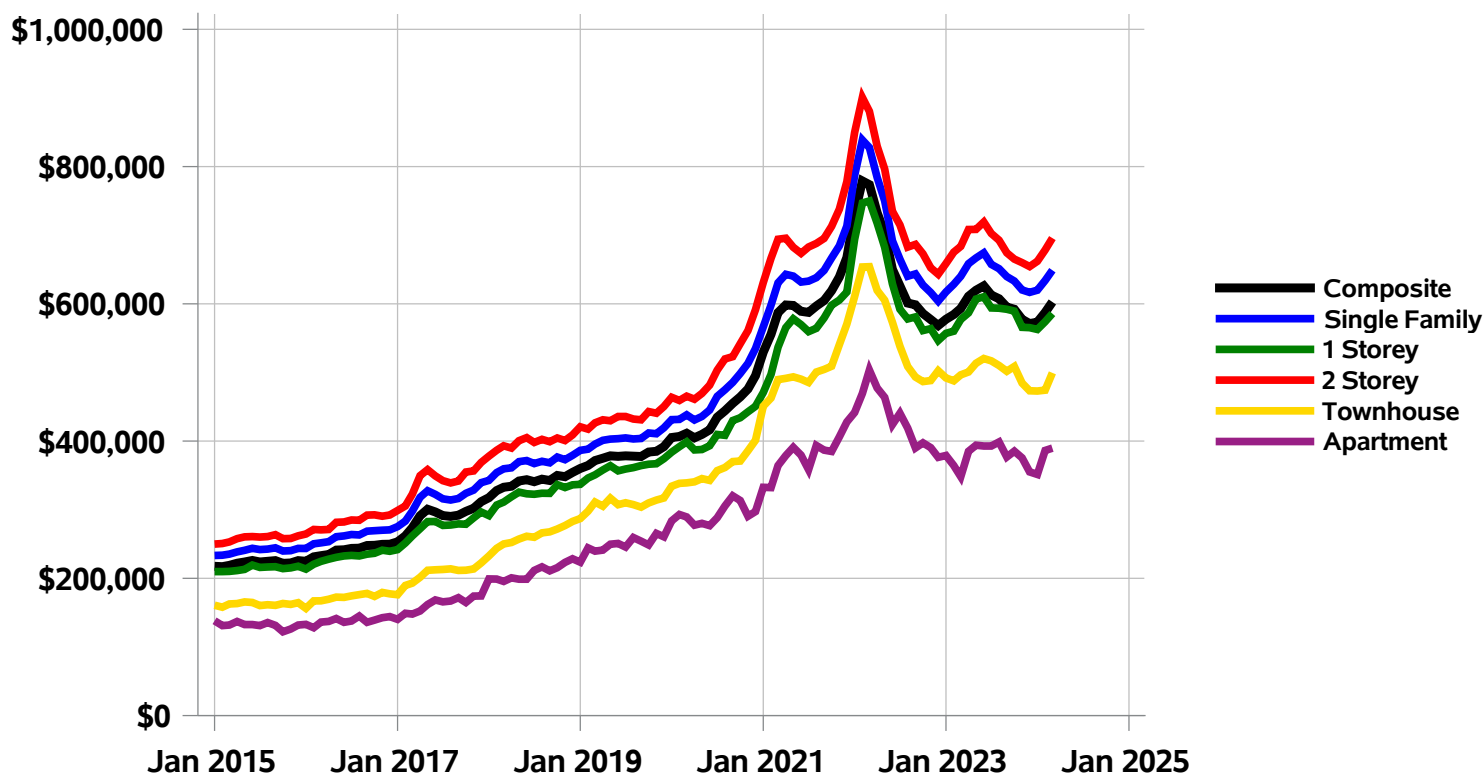
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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 2024	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$602,700	2.6	5.5	1.2	1.6	2.6	62.2
Single Family	\$649,000	2.4	5.2	1.5	1.4	2.9	64.1
One Storey	\$585,800	2.1	3.6	-1.1	1.5	9.1	67.0
Two Storey	\$695,800	2.5	6.3	3.2	1.8	0.2	63.1
Townhouse	\$499,400	5.3	5.5	-0.5	0.6	2.0	60.5
Apartment	\$389,700	0.9	9.7	3.4	12.0	7.0	62.6

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	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	458	-6.9%	-39.3%	-49.4%	-17.0%	-44.4%	-3.8%
Dollar Volume	\$289,900,725	-5.2%	-52.3%	-49.4%	30.7%	2.0%	133.2%
New Listings	838	14.8%	-28.0%	-24.8%	10.4%	-12.8%	-8.1%
Active Listings	1,114	37.4%	129.7%	175.7%	50.3%	51.6%	-31.8%
Sales to New Listings Ratio ¹	54.7	67.4	64.9	81.2	72.7	85.7	52.2
Months of Inventory ²	2.4	1.6	0.6	0.4	1.3	0.9	3.4
Average Price	\$632,971	1.8%	-21.5%	0.0%	57.5%	83.5%	142.4%
Median Price	\$589,500	1.6%	-23.9%	-1.8%	55.1%	88.6%	148.7%
Sale to List Price Ratio ³	99.2	98.6	121.0	115.9	105.1	103.1	97.9
Median Days on Market	14.0	14.0	6.0	6.0	7.0	11.0	28.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	1,178	11.9%	-33.4%	-38.6%	-8.4%	-31.7%	4.0%
Dollar Volume	\$725,220,365	13.7%	-49.0%	-39.4%	41.8%	28.3%	155.4%
New Listings	2,120	17.5%	-13.0%	-9.5%	13.6%	-3.5%	-10.8%
Active Listings ⁴	999	26.5%	231.2%	192.4%	50.7%	39.7%	-34.1%
Sales to New Listings Ratio ⁵	55.6	58.3	72.7	81.9	68.9	78.5	47.6
Months of Inventory ⁶	2.5	2.3	0.5	0.5	1.5	1.2	4.0
Average Price	\$615,637	1.6%	-23.4%	-1.4%	54.8%	87.9%	145.6%
Median Price	\$585,000	1.7%	-24.0%	-0.8%	56.0%	95.0%	154.5%
Sale to List Price Ratio ⁷	98.7	97.9	122.7	114.8	104.5	101.9	97.6
Median Days on Market	19.0	15.0	6.0	6.0	7.0	13.0	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.

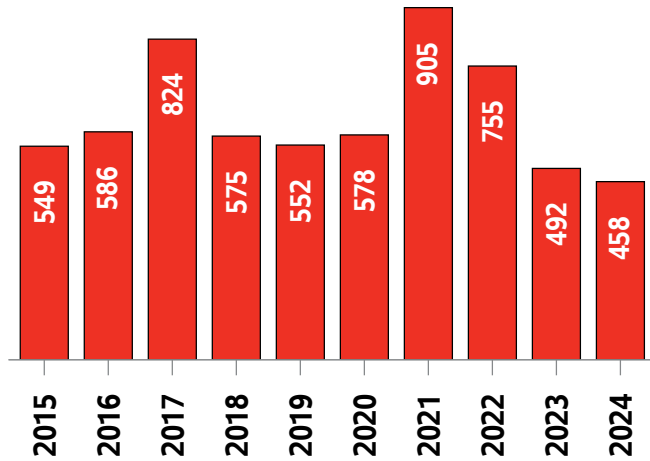
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

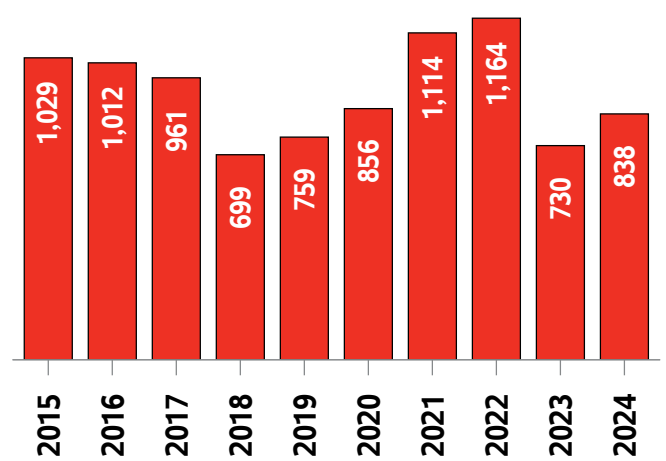
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

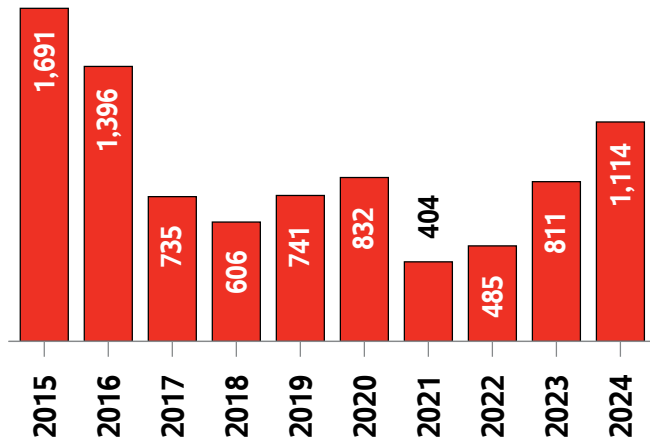
Sales Activity (March only)



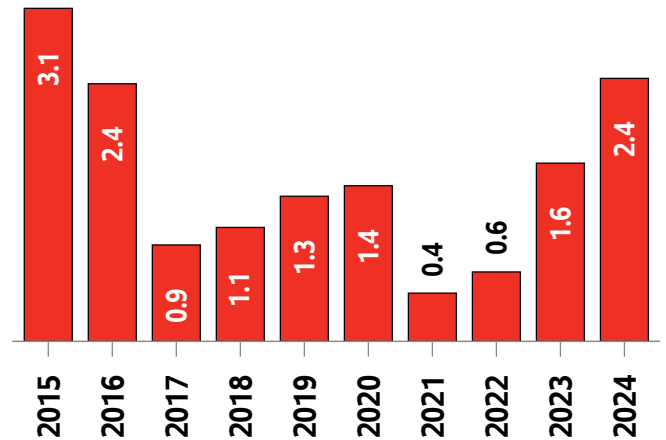
New Listings (March only)



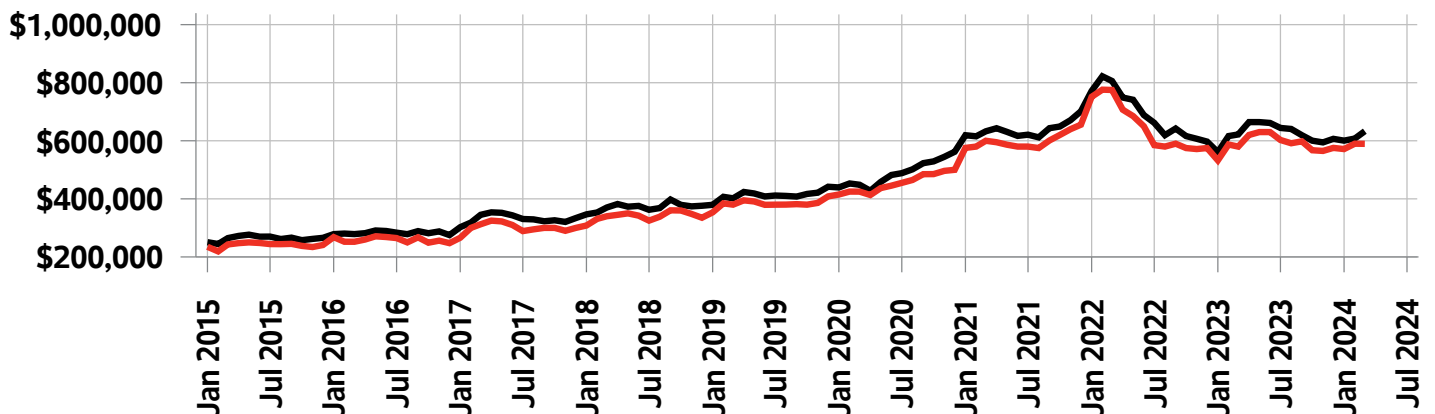
Active Listings (March only)



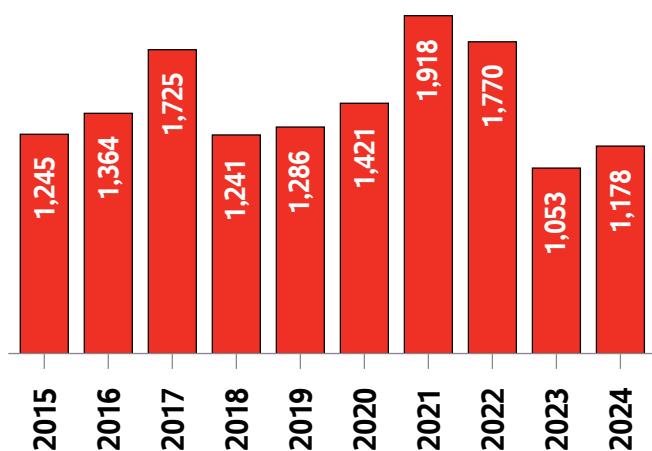
Months of Inventory (March only)



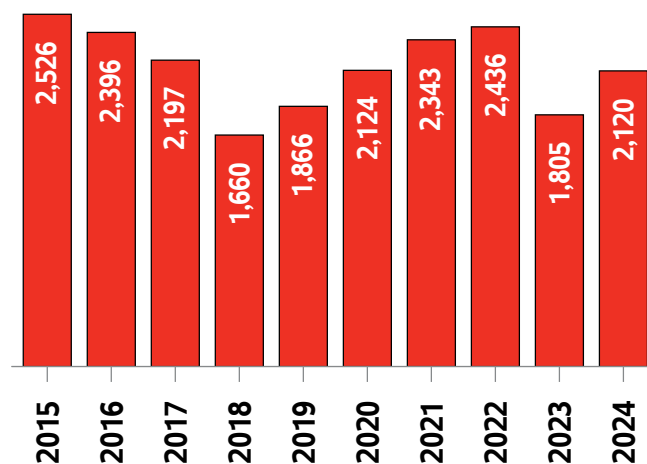
Average Price and Median Price



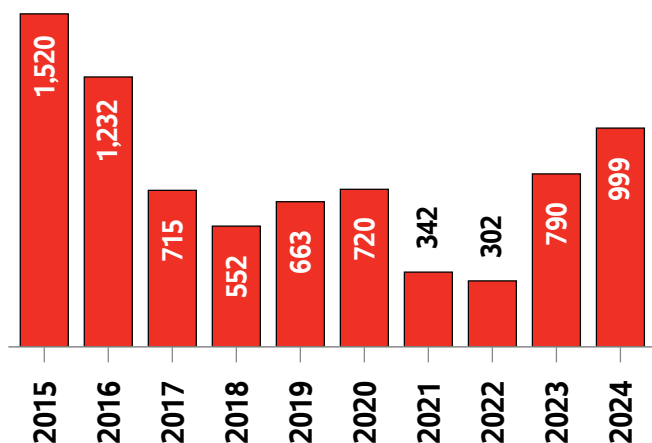
Sales Activity (March Year-to-date)



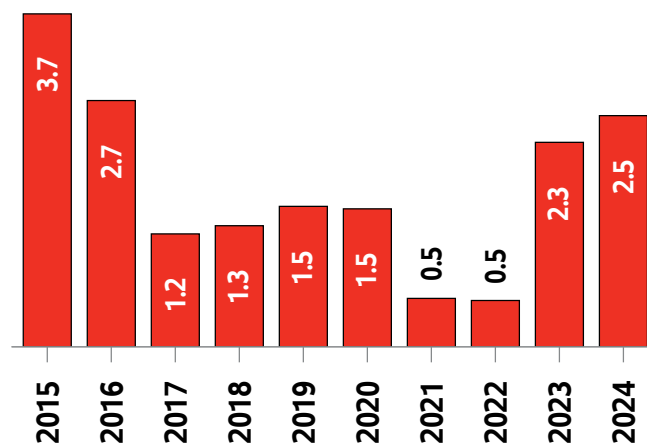
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	0	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%
Dollar Volume	\$0	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%
New Listings	0	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%
Active Listings	3	200.0%	—	50.0%	-57.1%	0.0%	0.0%
Sales to New Listings Ratio ¹	0.0	50.0	100.0	66.7	33.3	200.0	50.0
Months of Inventory ²	0.0	1.0	—	1.0	3.5	1.5	3.0
Average Price	\$0	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%
Median Price	\$0	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%
Sale to List Price Ratio ³	0.0	94.0	109.7	113.8	97.5	97.4	90.3
Median Days on Market	0.0	169.0	11.0	7.0	39.0	88.5	97.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	1	0.0%	-80.0%	-66.7%	-83.3%	-66.7%	-50.0%
Dollar Volume	\$535,000	-15.1%	-89.4%	-72.1%	-78.9%	-44.1%	0.9%
New Listings	2	0.0%	-50.0%	-50.0%	-83.3%	-33.3%	-50.0%
Active Listings ⁴	4	266.7%	—	120.0%	-45.0%	10.0%	37.5%
Sales to New Listings Ratio ⁵	50.0	50.0	125.0	75.0	50.0	100.0	50.0
Months of Inventory ⁶	11.0	3.0	—	1.7	3.3	3.3	4.0
Average Price	\$535,000	-15.1%	-46.8%	-16.4%	26.9%	67.7%	101.9%
Median Price	\$535,000	-15.1%	-36.2%	4.7%	38.1%	57.4%	101.9%
Sale to List Price Ratio ⁷	97.3	94.0	114.4	108.9	97.8	100.9	91.9
Median Days on Market	131.0	169.0	11.0	8.0	32.0	24.0	58.5

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.

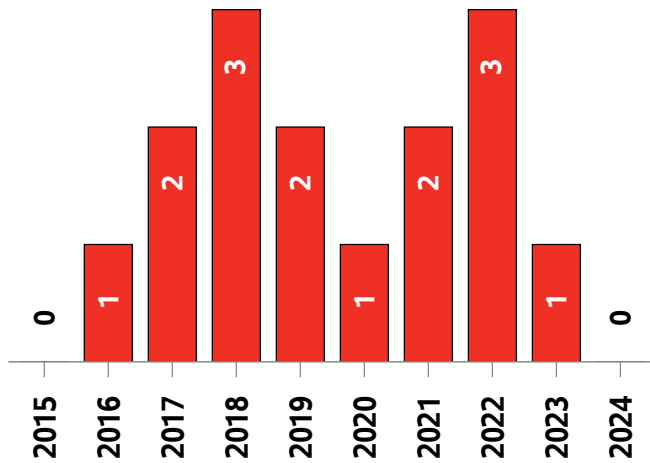
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

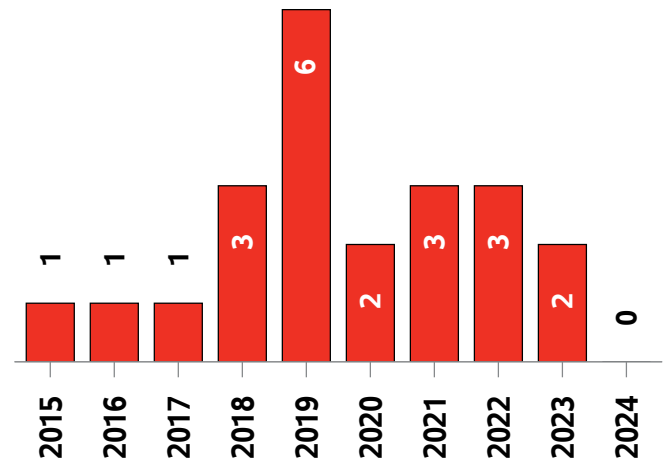
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

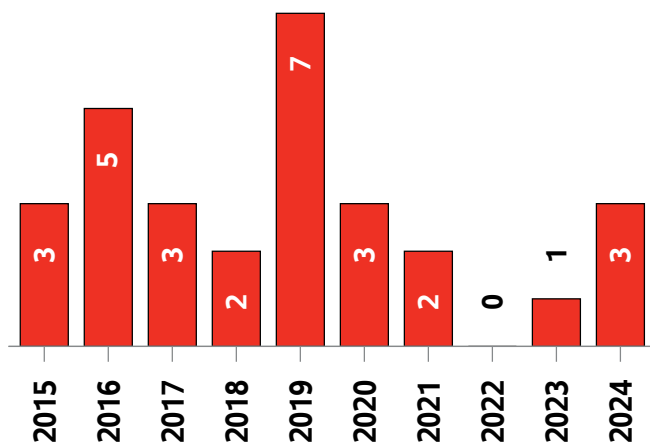
Sales Activity (March only)



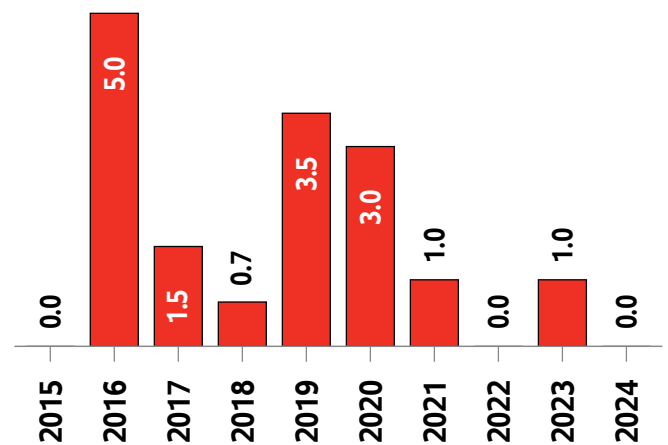
New Listings (March only)



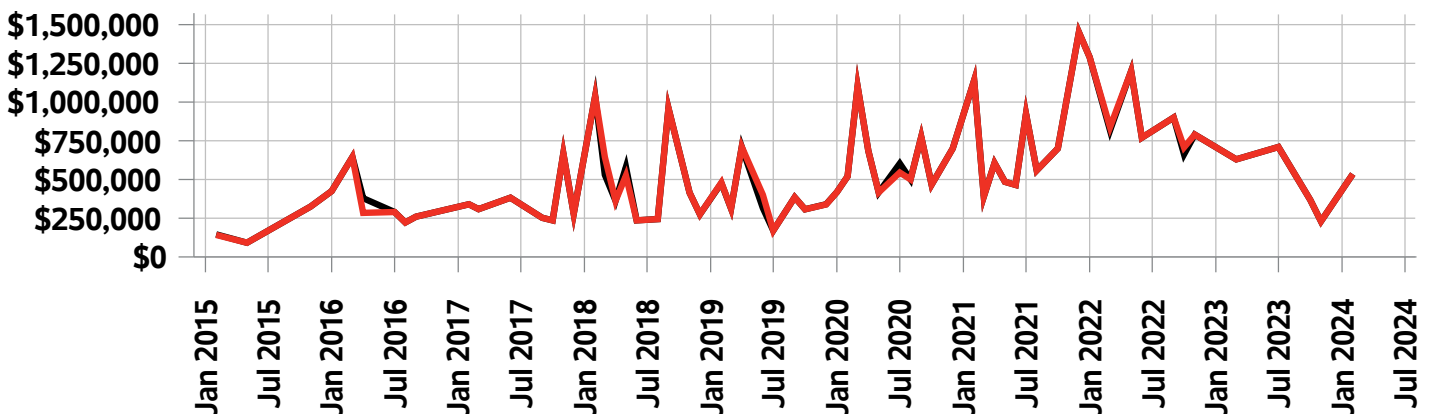
Active Listings (March only)



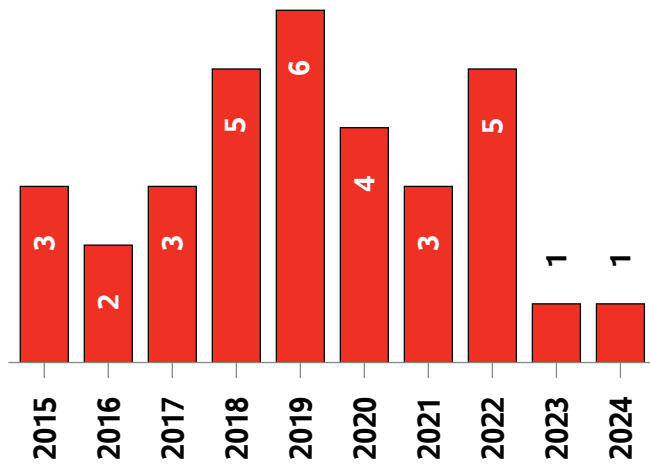
Months of Inventory (March only)



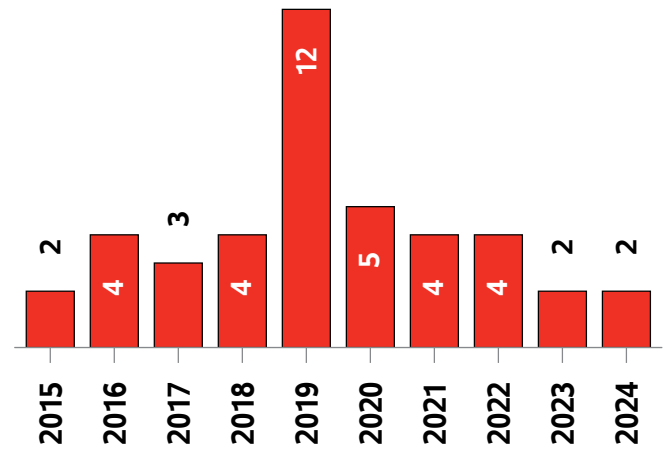
Average Price and Median Price



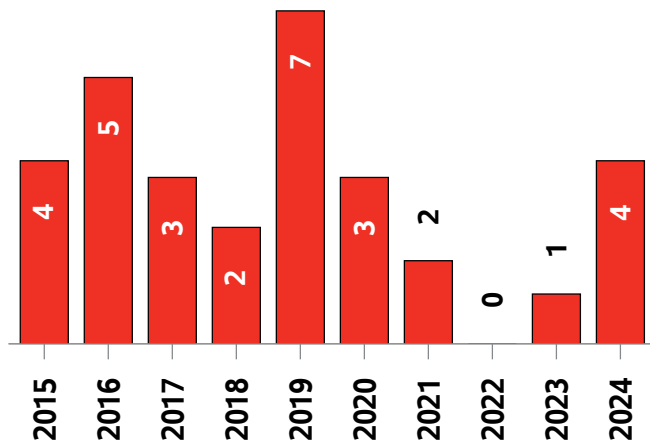
Sales Activity (March Year-to-date)



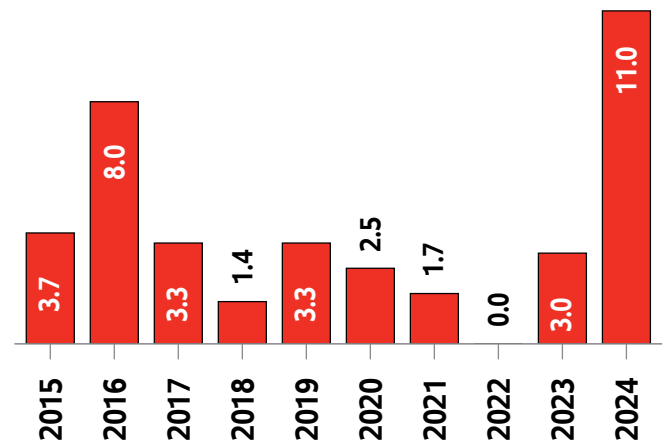
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	27	-10.0%	-12.9%	-20.6%	22.7%	0.0%	80.0%
Dollar Volume	\$16,242,985	-26.0%	-37.1%	-30.9%	77.7%	139.3%	406.2%
New Listings	48	0.0%	6.7%	2.1%	11.6%	29.7%	9.1%
Active Listings	93	8.1%	272.0%	200.0%	47.6%	78.8%	-31.1%
Sales to New Listings Ratio ¹	56.3	62.5	68.9	72.3	51.2	73.0	34.1
Months of Inventory ²	3.4	2.9	0.8	0.9	2.9	1.9	9.0
Average Price	\$601,592	-17.8%	-27.8%	-12.9%	44.8%	139.3%	181.2%
Median Price	\$629,900	-11.3%	-17.7%	-3.1%	82.6%	180.0%	265.2%
Sale to List Price Ratio ³	99.6	96.3	113.2	108.7	102.0	97.0	95.9
Median Days on Market	39.0	50.5	8.0	7.0	15.5	46.0	131.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	61	27.1%	-15.3%	-29.1%	48.8%	-7.6%	103.3%
Dollar Volume	\$37,600,635	13.2%	-37.5%	-28.7%	150.4%	110.0%	487.2%
New Listings	116	0.0%	26.1%	10.5%	48.7%	48.7%	10.5%
Active Listings ⁴	84	-3.4%	350.0%	219.0%	60.5%	57.5%	-31.9%
Sales to New Listings Ratio ⁵	52.6	41.4	78.3	81.9	52.6	84.6	28.6
Months of Inventory ⁶	4.1	5.4	0.8	0.9	3.8	2.4	12.3
Average Price	\$616,404	-11.0%	-26.3%	0.5%	68.3%	127.2%	188.8%
Median Price	\$601,000	-11.0%	-21.7%	0.8%	86.4%	137.1%	245.9%
Sale to List Price Ratio ⁷	98.1	96.2	110.8	105.1	99.6	95.9	95.5
Median Days on Market	43.0	45.0	8.0	8.0	18.0	54.5	69.5

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.

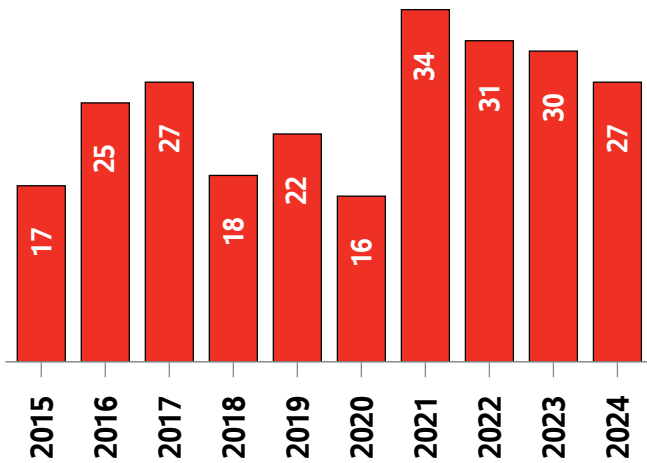
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

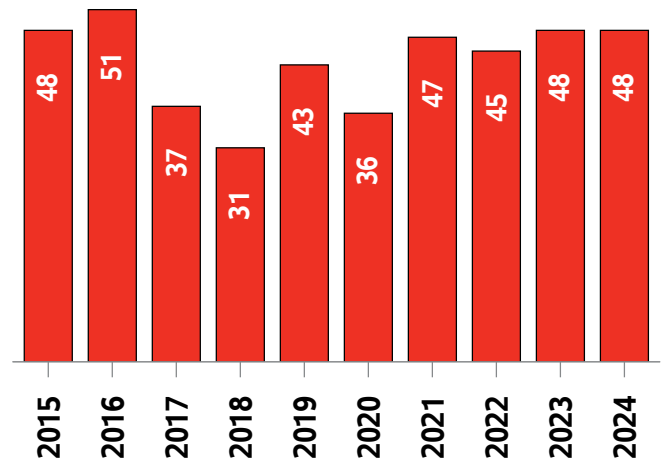
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

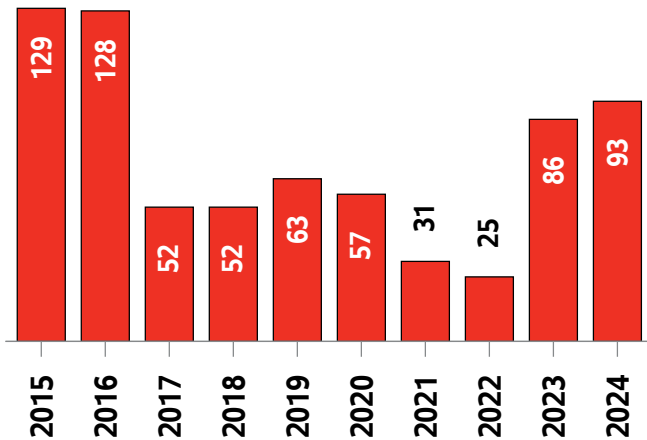
Sales Activity (March only)



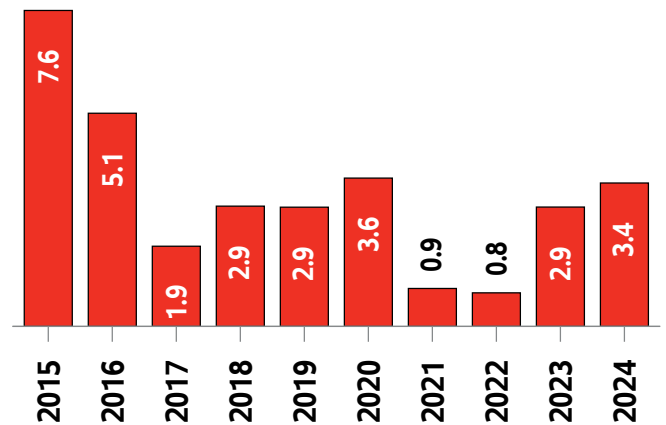
New Listings (March only)



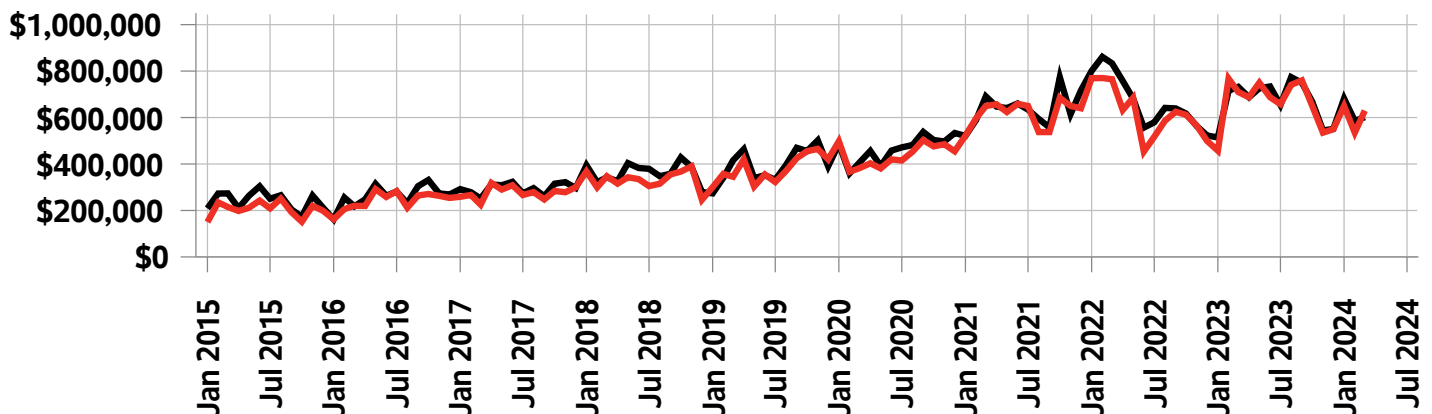
Active Listings (March only)



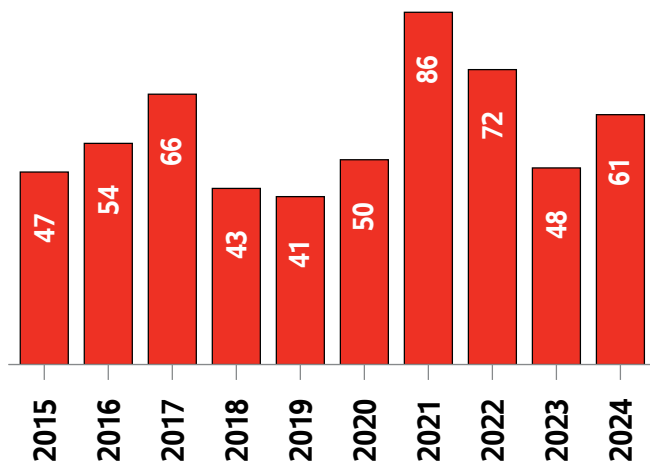
Months of Inventory (March only)



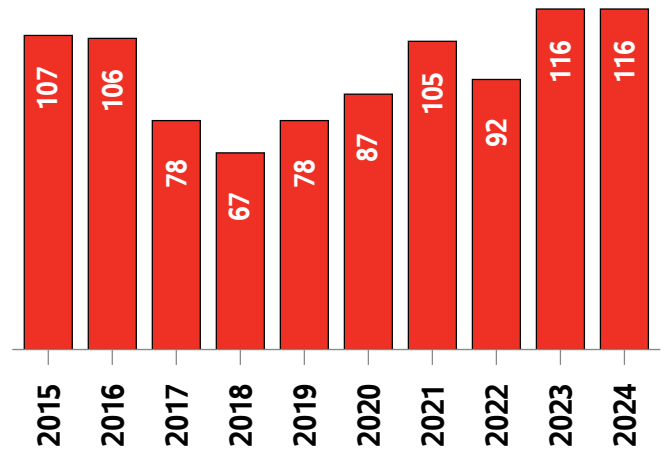
Average Price and Median Price



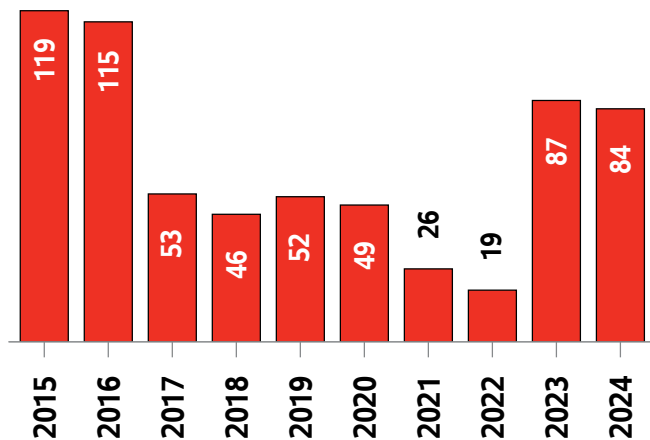
Sales Activity (March Year-to-date)



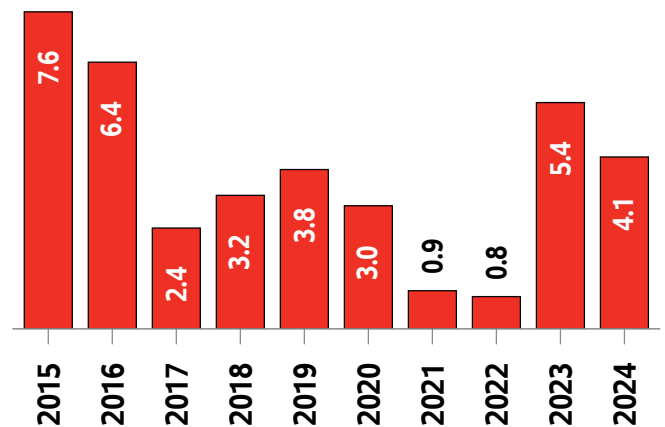
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	25	-28.6%	-34.2%	-37.5%	8.7%	-32.4%	56.3%
Dollar Volume	\$23,220,700	-26.0%	-46.5%	-25.5%	93.2%	35.7%	345.2%
New Listings	60	36.4%	27.7%	13.2%	93.5%	-10.4%	50.0%
Active Listings	139	75.9%	768.8%	308.8%	58.0%	51.1%	-6.1%
Sales to New Listings Ratio ¹	41.7	79.5	80.9	75.5	74.2	55.2	40.0
Months of Inventory ²	5.6	2.3	0.4	0.9	3.8	2.5	9.3
Average Price	\$928,828	3.7%	-18.6%	19.2%	77.8%	100.8%	184.9%
Median Price	\$886,000	15.8%	-13.3%	19.0%	68.8%	96.9%	185.8%
Sale to List Price Ratio ³	98.9	96.4	114.9	111.9	100.2	100.0	97.0
Median Days on Market	17.0	23.0	6.0	6.5	19.0	17.0	36.5

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	62	-3.1%	-27.1%	-23.5%	8.8%	-13.9%	34.8%
Dollar Volume	\$52,363,605	-2.5%	-42.7%	-12.2%	71.0%	62.7%	203.6%
New Listings	161	22.0%	59.4%	59.4%	38.8%	22.9%	9.5%
Active Listings ⁴	127	46.2%	691.7%	322.2%	61.7%	57.0%	-11.6%
Sales to New Listings Ratio ⁵	38.5	48.5	84.2	80.2	49.1	55.0	31.3
Months of Inventory ⁶	6.1	4.1	0.6	1.1	4.1	3.4	9.3
Average Price	\$844,574	0.7%	-21.5%	14.7%	57.2%	88.9%	125.2%
Median Price	\$804,000	4.4%	-19.2%	20.0%	48.4%	90.5%	143.6%
Sale to List Price Ratio ⁷	98.0	96.0	112.7	110.8	100.0	99.8	96.4
Median Days on Market	17.5	26.0	6.0	7.0	13.0	18.0	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.

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.

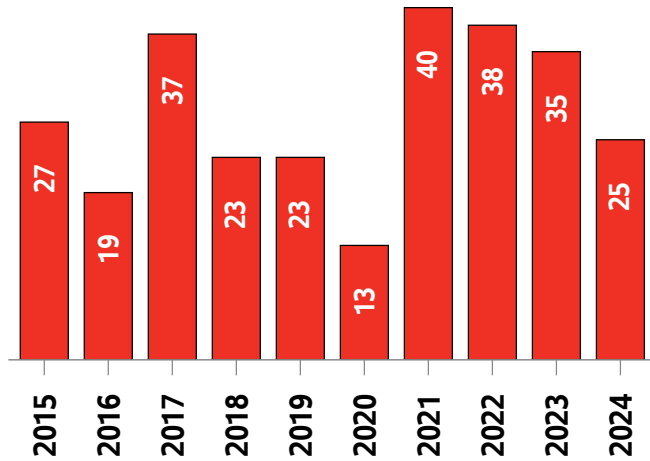
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

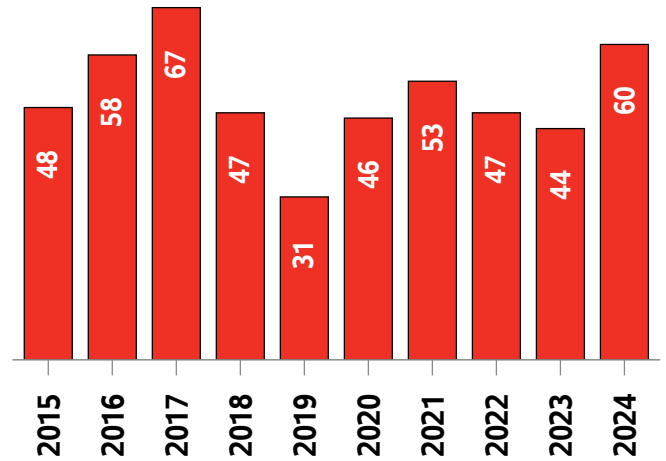
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

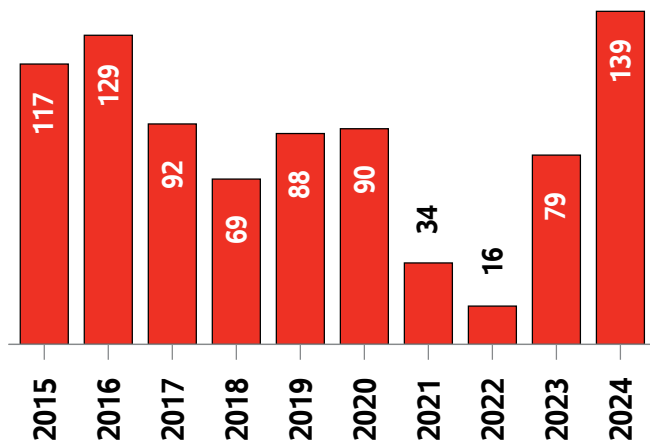
Sales Activity (March only)



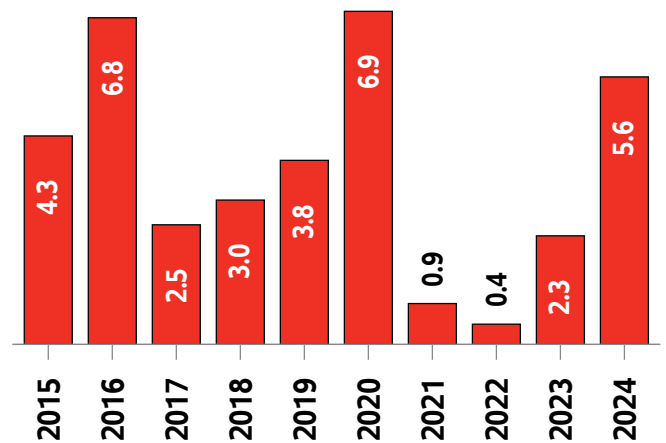
New Listings (March only)



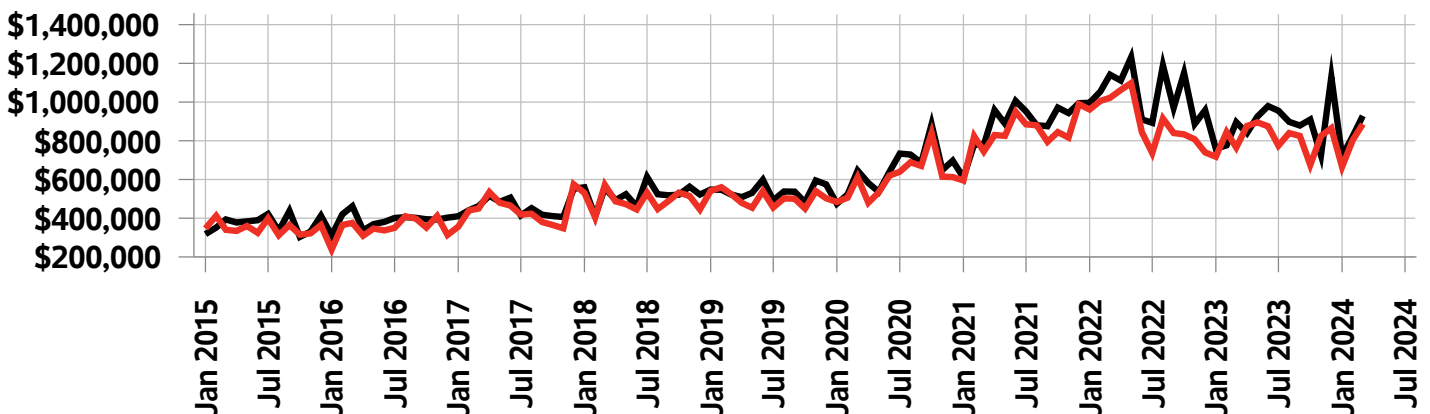
Active Listings (March only)



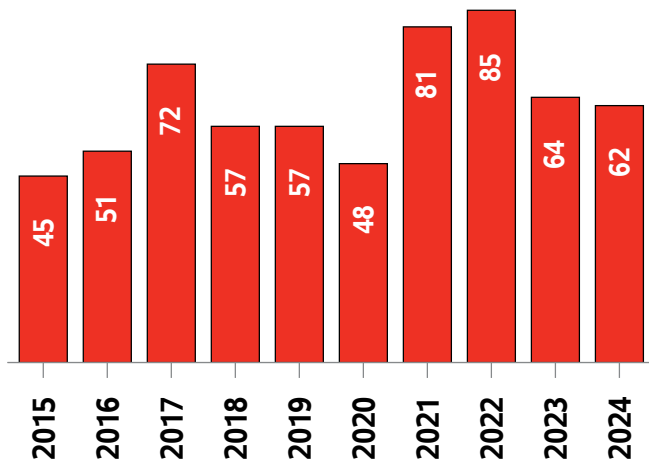
Months of Inventory (March only)



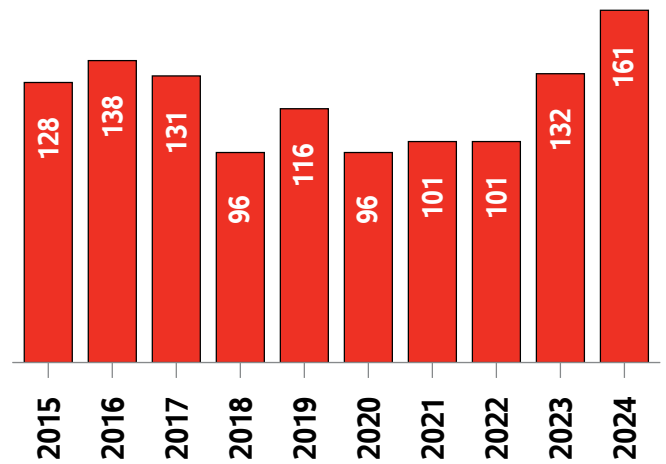
Average Price and Median Price



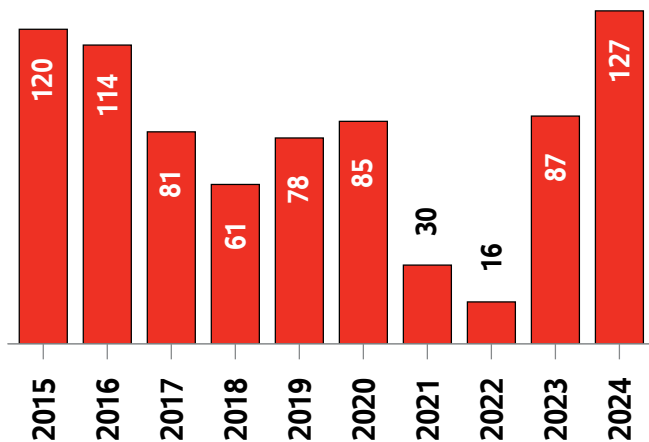
Sales Activity (March Year-to-date)



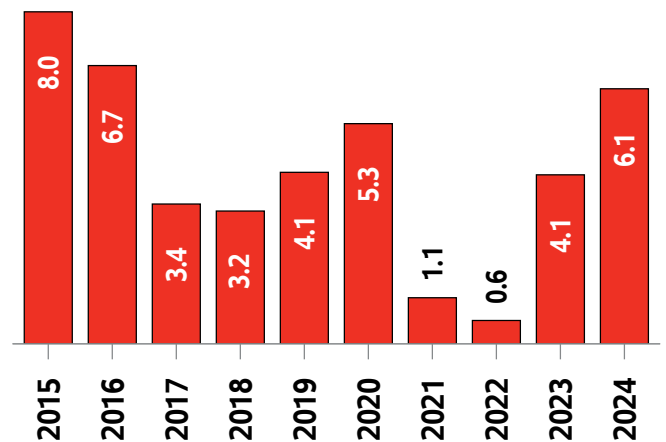
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	43	48.3%	13.2%	-32.8%	2.4%	-20.4%	48.3%
Dollar Volume	\$29,261,204	70.3%	-10.3%	-27.7%	71.3%	66.9%	360.2%
New Listings	68	30.8%	-8.1%	6.3%	9.7%	11.5%	0.0%
Active Listings	109	29.8%	62.7%	473.7%	34.6%	31.3%	-28.8%
Sales to New Listings Ratio ¹	63.2	55.8	51.4	100.0	67.7	88.5	42.6
Months of Inventory ²	2.5	2.9	1.8	0.3	1.9	1.5	5.3
Average Price	\$680,493	14.8%	-20.7%	7.6%	67.3%	109.6%	210.3%
Median Price	\$650,000	18.2%	-20.4%	7.2%	63.5%	124.1%	213.3%
Sale to List Price Ratio ³	98.2	96.0	120.6	114.9	99.8	98.8	96.3
Median Days on Market	34.0	31.0	6.0	6.0	14.5	10.5	49.0

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	99	32.0%	-3.9%	-23.8%	5.3%	-13.9%	62.3%
Dollar Volume	\$64,658,233	39.6%	-22.5%	-20.1%	64.8%	72.8%	375.6%
New Listings	177	18.8%	12.7%	31.1%	31.1%	21.2%	36.2%
Active Listings ⁴	103	29.4%	104.0%	373.8%	38.7%	13.7%	-27.4%
Sales to New Listings Ratio ⁵	55.9	50.3	65.6	96.3	69.6	78.8	46.9
Months of Inventory ⁶	3.1	3.2	1.5	0.5	2.4	2.4	7.0
Average Price	\$653,113	5.7%	-19.4%	4.9%	56.5%	100.7%	193.0%
Median Price	\$622,000	13.1%	-21.0%	3.3%	55.5%	107.3%	199.8%
Sale to List Price Ratio ⁷	98.4	96.0	117.4	113.0	99.6	99.0	96.2
Median Days on Market	26.0	30.0	6.0	6.0	20.5	21.0	59.0

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.

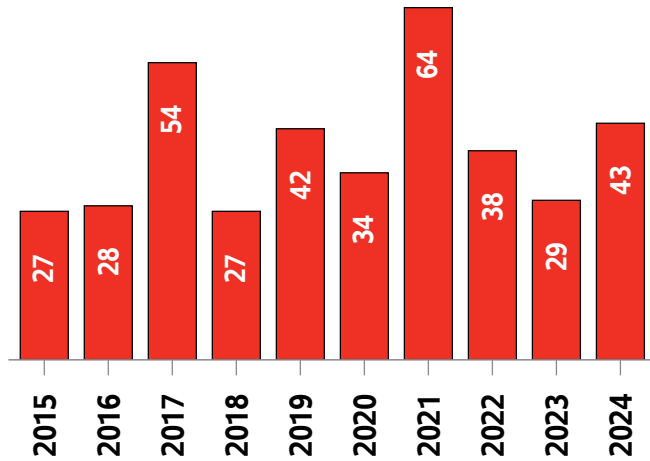
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

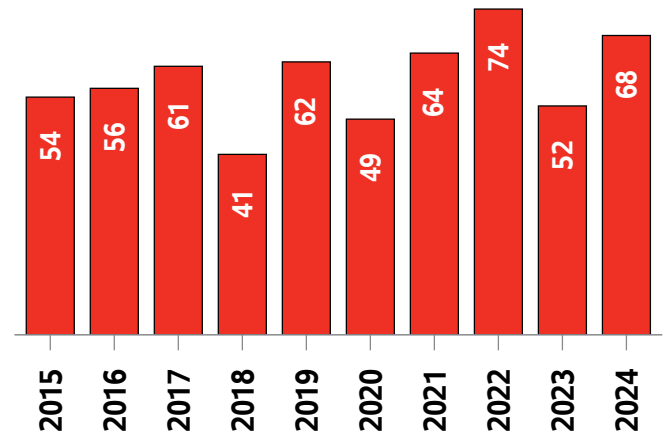
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

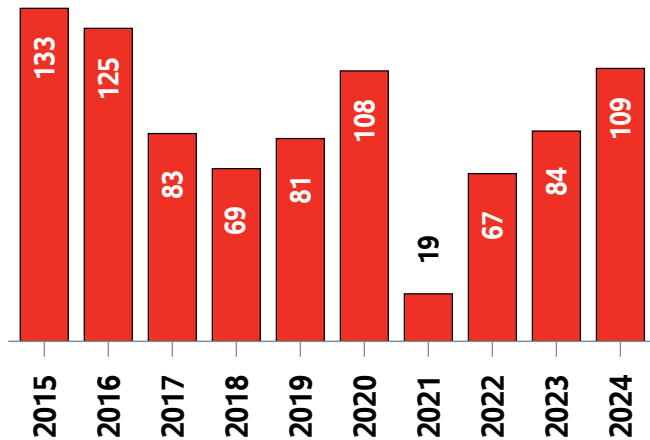
Sales Activity (March only)



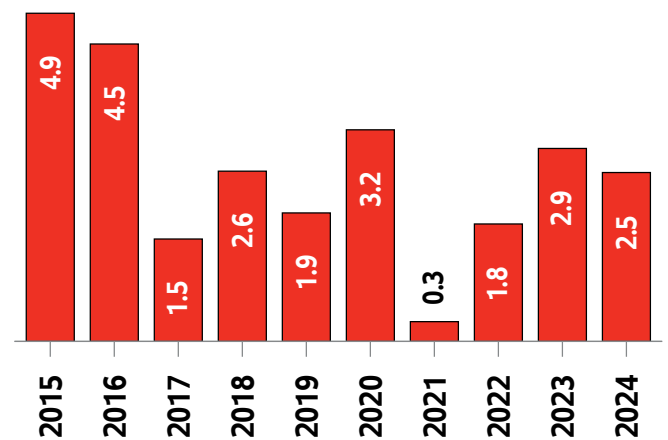
New Listings (March only)



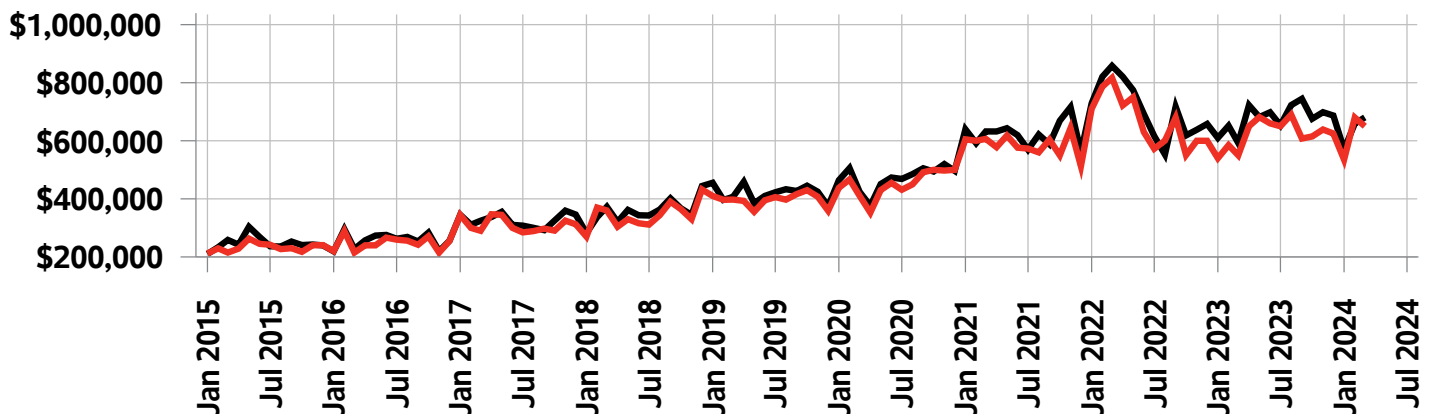
Active Listings (March only)



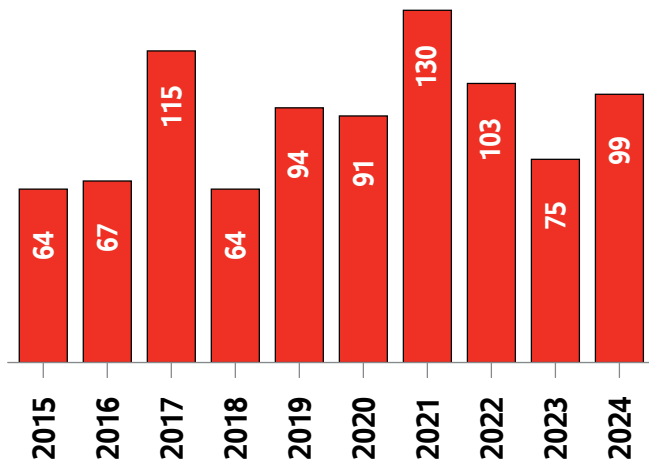
Months of Inventory (March only)



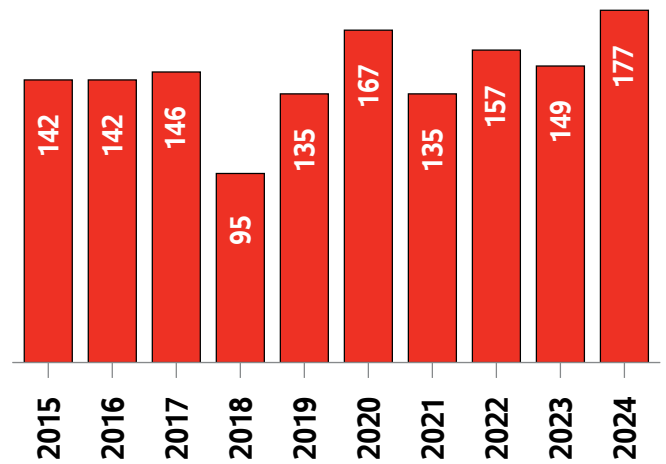
Average Price and Median Price



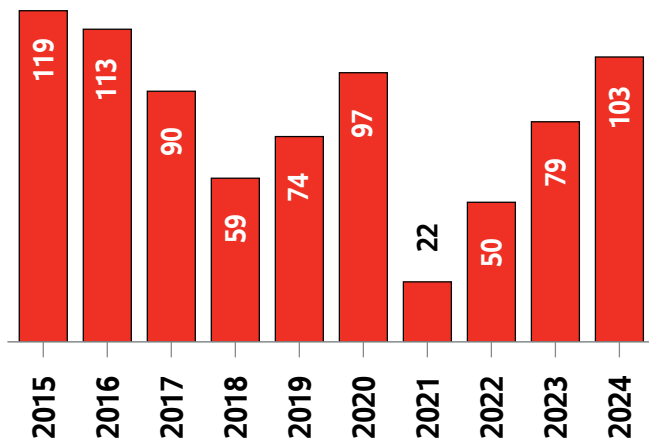
Sales Activity (March Year-to-date)



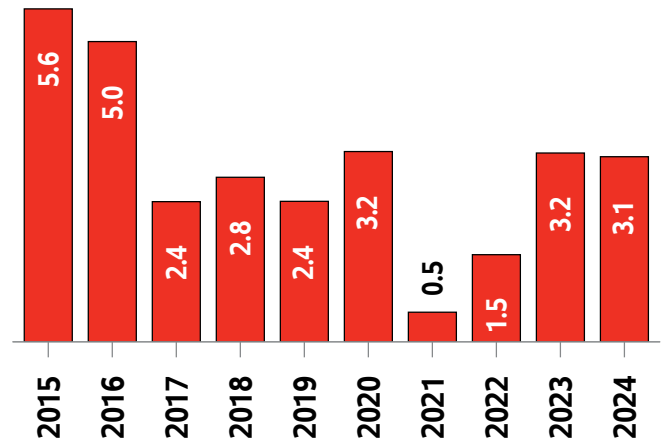
New Listings (March Year-to-date)



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 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	41	-47.4%	-61.7%	-58.2%	-42.3%	-60.2%	-14.6%
Dollar Volume	\$23,486,323	-50.1%	-69.3%	-57.5%	-3.7%	-8.7%	160.8%
New Listings	98	10.1%	-27.9%	-16.9%	28.9%	8.9%	-4.9%
Active Listings	154	51.0%	258.1%	316.2%	140.6%	90.1%	-38.6%
Sales to New Listings Ratio ¹	41.8	87.6	78.7	83.1	93.4	114.4	46.6
Months of Inventory ²	3.8	1.3	0.4	0.4	0.9	0.8	5.2
Average Price	\$572,837	-5.1%	-20.0%	1.5%	66.7%	129.4%	205.4%
Median Price	\$560,000	-5.5%	-18.2%	1.6%	67.2%	124.1%	213.3%
Sale to List Price Ratio ³	98.2	98.3	119.9	112.1	101.6	99.6	95.9
Median Days on Market	20.0	19.5	6.0	5.0	11.0	12.0	40.5

Year-to-date	March 2024	Compared to ⁸					
		March 2023	March 2022	March 2021	March 2019	March 2017	March 2014
Sales Activity	143	-13.9%	-41.4%	-27.0%	-11.7%	-34.7%	19.2%
Dollar Volume	\$81,997,216	-13.2%	-53.3%	-23.9%	53.3%	61.2%	234.7%
New Listings	277	15.9%	-2.8%	22.0%	44.3%	17.4%	6.1%
Active Listings ⁴	128	13.3%	367.1%	447.1%	97.4%	36.3%	-42.9%
Sales to New Listings Ratio ⁵	51.6	69.5	85.6	86.3	84.4	92.8	46.0
Months of Inventory ⁶	2.7	2.0	0.3	0.4	1.2	1.3	5.6
Average Price	\$573,407	0.8%	-20.3%	4.3%	73.7%	146.9%	180.9%
Median Price	\$574,000	5.8%	-17.7%	6.6%	79.4%	151.2%	200.4%
Sale to List Price Ratio ⁷	97.9	98.0	119.4	112.8	101.1	99.1	96.6
Median Days on Market	24.0	27.5	6.0	5.0	13.5	16.0	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.

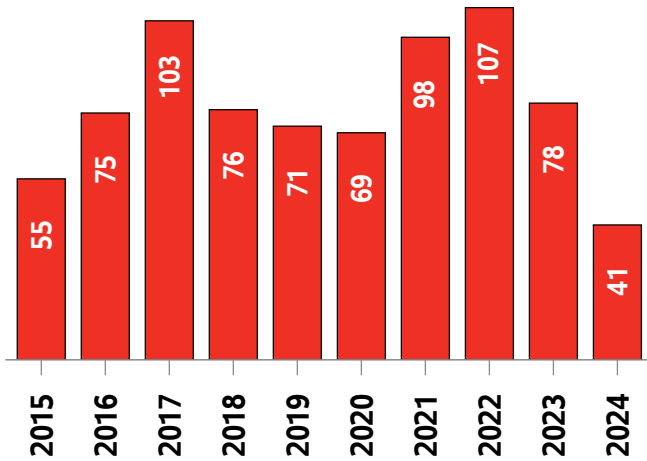
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

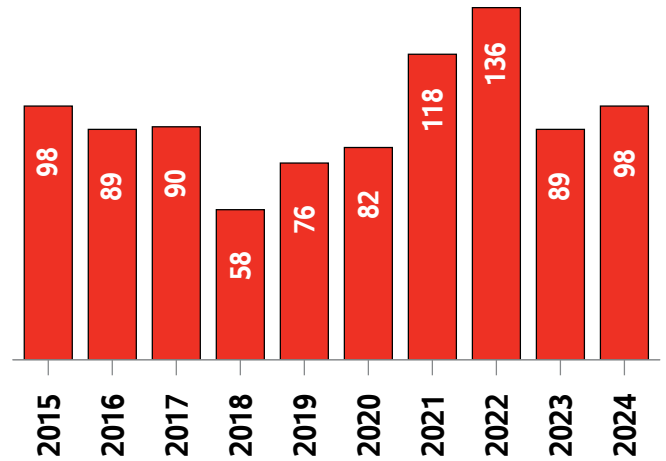
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

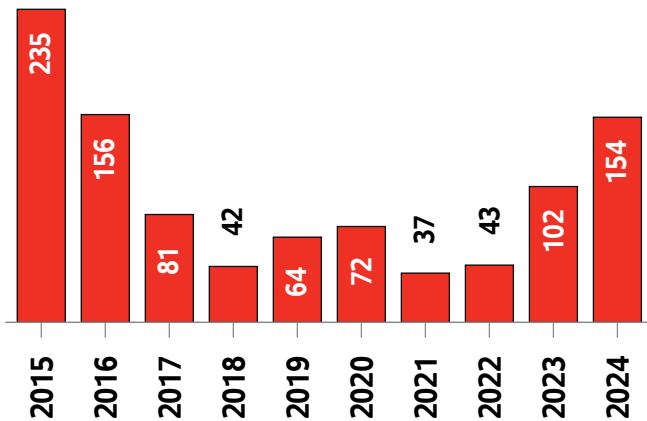
Sales Activity (March only)



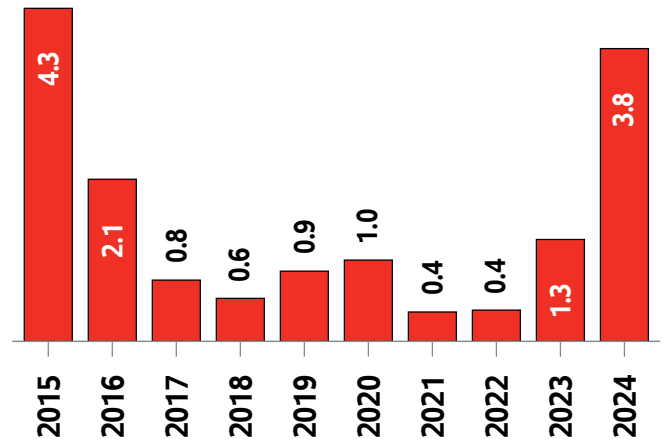
New Listings (March only)



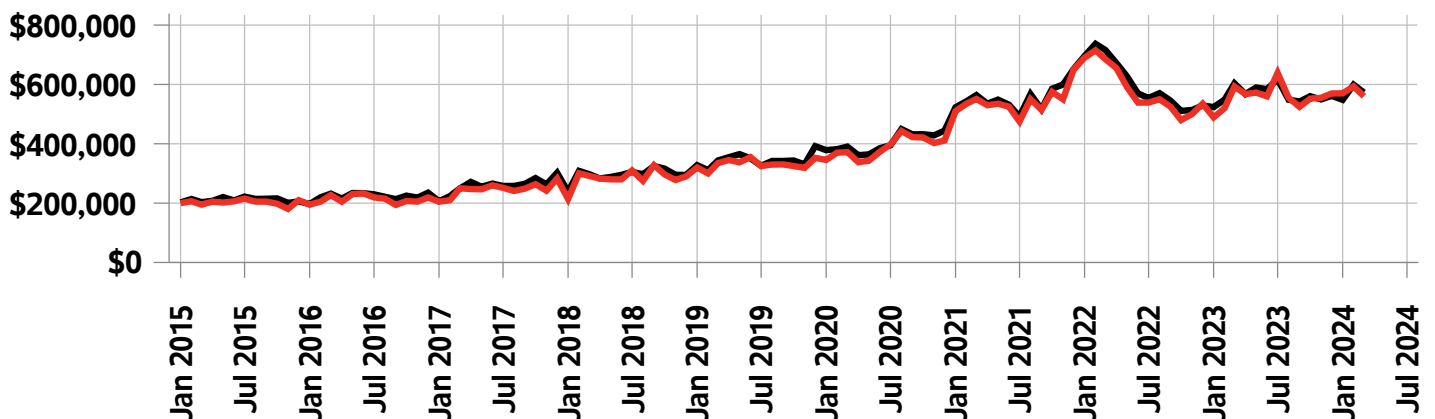
Active Listings (March only)



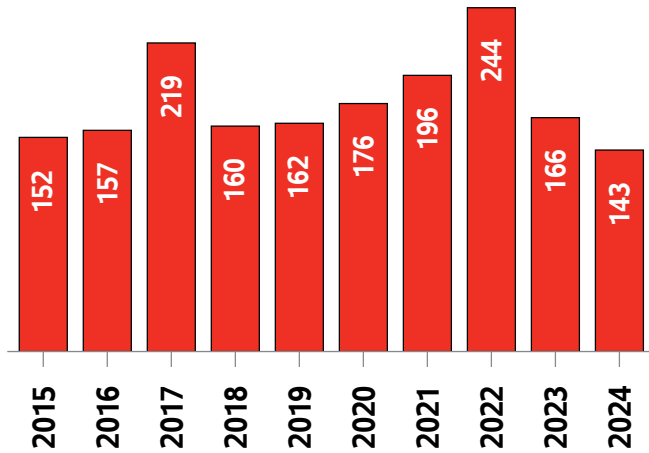
Months of Inventory (March only)



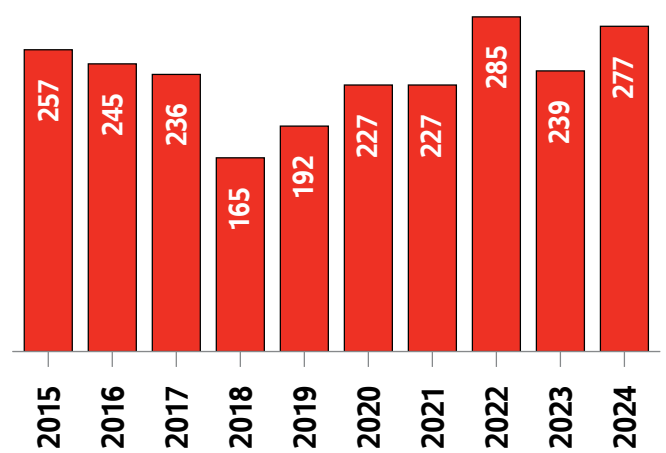
Average Price and Median Price



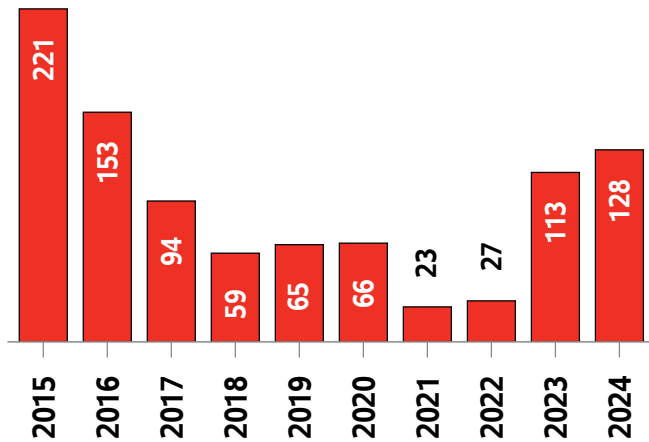
Sales Activity (March Year-to-date)



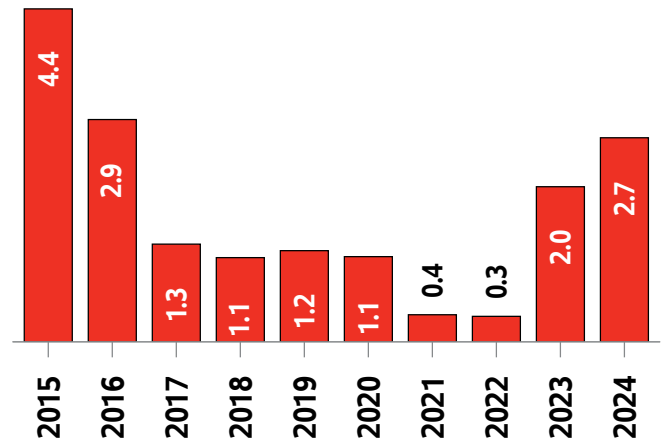
New Listings (March Year-to-date)



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.