



## SALES COMPARISON DECEMBER 2020

| <u>TOTAL</u>              | <u>2020</u> | <u>Mo. Inv</u> | <u>2019</u> | <u>CHANGE YTD</u> | <u>Dec.2020</u> | <u>Dec.2019</u> |
|---------------------------|-------------|----------------|-------------|-------------------|-----------------|-----------------|
| LISTINGS                  | 10229       |                | 10728       | -4.65%            | 468             | 430             |
| SALES                     | 6311        |                | 4940        | 27.75%            | 521             | 289             |
| LIST/SALES RATIO          | 61.70%      |                | 46.05%      |                   | 111.32%         | 67.21%          |
| PRICE RATIO               | 96.94%      |                | 96.48%      |                   | 96.57%          | 96.69%          |
| DAYS TO SELL              | 77          |                | 75          | 2.65%             | 76              | 89              |
| ACTIVE INVENTORY          | 1713        | 3.29           | 2483        | -31.01%           |                 |                 |
| <b><u>RESIDENTIAL</u></b> |             |                |             |                   |                 |                 |
| LISTINGS                  | 4000        |                | 4310        | -7.19%            | 180             | 124             |
| SALES                     | 2758        |                | 2045        | 34.87%            | 193             | 118             |
| LIST/SALES RATIO          | 68.95%      |                | 47.45%      |                   | 107.22%         | 95.16%          |
| AVERAGE PRICE             | \$801,735   |                | \$703,111   | 14.03%            | \$854,387       | \$679,304       |
| MEDIAN PRICE              | \$725,000   |                | \$650,000   | 11.54%            | \$770,000       | \$630,750       |
| PRICE RATIO               | 97.52%      |                | 97.09%      |                   | 98.09%          | 97.26%          |
| DAYS TO SELL              | 63          |                | 64          | -1.12%            | 59              | 87              |
| INVENTORY                 | 410         | 2.12           | 721         | -43.24%           |                 |                 |
| <b><u>CONDO</u></b>       |             |                |             |                   |                 |                 |
| LISTINGS                  | 2373        |                | 2215        | 7.13%             | 112             | 88              |
| SALES                     | 1333        |                | 1181        | 12.87%            | 102             | 74              |
| LIST/SALES RATIO          | 56.17%      |                | 53.32%      |                   | 91.07%          | 84.09%          |
| AVERAGE PRICE             | \$367,362   |                | \$361,976   | 1.49%             | \$406,994       | \$363,855       |
| MEDIAN PRICE              | \$344,000   |                | \$336,000   | 2.38%             | \$356,000       | \$337,500       |
| PRICE RATIO               | 97.31%      |                | 96.97%      |                   | 97.77%          | 96.97%          |
| DAYS TO SELL              | 67          |                | 69          | -2.87%            | 65              | 81              |
| INVENTORY                 | 367         | 3.60           | 409         | -10.27%           |                 |                 |
| <b><u>TOWNHOUSE</u></b>   |             |                |             |                   |                 |                 |
| LISTINGS                  | 1498        |                | 1508        | -0.66%            | 77              | 50              |
| SALES                     | 1027        |                | 791         | 29.84%            | 98              | 45              |
| LIST/SALES RATIO          | 68.56%      |                | 52.45%      |                   | 127.27%         | 90.00%          |
| AVERAGE PRICE             | \$545,200   |                | \$501,036   | 8.81%             | \$560,782       | \$489,376       |
| MEDIAN PRICE              | \$515,000   |                | \$484,000   | 6.40%             | \$534,950       | \$495,000       |
| PRICE RATIO               | 98.19%      |                | 97.62%      |                   | 98.95%          | 98.14%          |
| DAYS TO SELL              | 66          |                | 69          | -5.26%            | 53              | 72              |
| INVENTORY                 | 170         | 1.73           | 267         | -36.33%           |                 |                 |
| <b><u>LOTS</u></b>        |             |                |             |                   |                 |                 |
| LISTINGS                  | 549         |                | 734         | -25.20%           | 23              | 85              |
| SALES                     | 306         |                | 163         | 87.73%            | 34              | 6               |
| LIST/SALES RATIO          | 55.74%      |                | 22.21%      |                   | 147.83%         | 7.06%           |
| AVERAGE PRICE             | \$315,818   |                | \$340,510   | -7.25%            | \$302,292       | \$269,983       |
| MEDIAN PRICE              | \$295,000   |                | \$294,900   | 0.03%             | \$283,000       | \$297,450       |
| PRICE RATIO               | 96.13%      |                | 95.14%      |                   | 96.34%          | 96.21%          |
| DAYS TO SELL              | 177         |                | 144         | 22.87%            | 178             | 195             |
| INVENTORY                 | 181         | 5.32           | 377         | -51.99%           |                 |                 |
| <b><u>MOBILE</u></b>      |             |                |             |                   |                 |                 |
| LISTINGS                  | 387         |                | 445         | -13.03%           | 12              | 15              |
| SALES                     | 242         |                | 247         | -2.02%            | 12              | 14              |
| LIST/SALES RATIO          | 62.53%      |                | 55.51%      |                   | 100.00%         | 93.33%          |
| AVERAGE PRICE             | \$191,167   |                | \$167,922   | 13.84%            | \$218,803       | \$140,393       |
| MEDIAN PRICE              | \$179,250   |                | \$157,000   | 14.17%            | \$211,000       | \$131,750       |
| PRICE RATIO               | 95.66%      |                | 94.44%      |                   | 95.03%          | 93.61%          |
| DAYS TO SELL              | 68          |                | 73          | -7.92%            | 36              | 80              |
| INVENTORY                 | 52          | 4.33           | 79          | -34.18%           |                 |                 |

## IMPORTANT STATS

|                                     | <b>Residential</b> | <b>Condo</b>     |
|-------------------------------------|--------------------|------------------|
| Total active listings               | <u>410</u>         | <u>367</u>       |
| Compared to same time last year     | <u>721</u>         | <u>409</u>       |
| Average List Price YTD              | <u>\$822,124</u>   | <u>\$377,517</u> |
| Average Days on Market YTD          | <u>59</u>          | <u>65</u>        |
| Compared to same time last year     | <u>87</u>          | <u>81</u>        |
| List vs. Sale Ratio YTD             | <u>68.95%</u>      | <u>56.17%</u>    |
| List Price vs. Sale Price Ratio YTD | <u>97.52%</u>      | <u>97.31%</u>    |
| Compared to same time last year     | <u>97.09%</u>      | <u>96.97%</u>    |
| Number of sales YTD                 | <u>2758</u>        | <u>1333</u>      |
| Average Sale Price YTD              | <u>\$801,735</u>   | <u>\$367,362</u> |
| Compared to same time last year     | <u>\$703,111</u>   | <u>\$361,976</u> |
| Overall Depreciation - Appreciation | <u>14.03%</u>      | <u>1.49%</u>     |