



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



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

Actual	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	421	-8.3%	-47.7%	-50.8%	-34.5%	-32.7%	-17.6%
Dollar Volume	\$254,983,358	-8.8%	-52.5%	-45.0%	7.1%	45.3%	110.8%
New Listings	928	5.9%	12.5%	17.5%	14.7%	35.9%	8.5%
Active Listings	1,996	30.5%	396.5%	211.4%	74.9%	44.3%	-22.8%
Sales to New Listings Ratio ¹	45.4	52.4	97.6	108.4	79.5	91.7	59.8
Months of Inventory ²	4.7	3.3	0.5	0.7	1.8	2.2	5.1
Average Price	\$605,661	-0.5%	-9.2%	11.9%	63.6%	116.0%	155.9%
Median Price	\$565,000	-2.6%	-11.0%	13.0%	63.8%	126.0%	161.0%
Sale to List Price Ratio ³	97.3	96.6	111.6	105.9	101.8	98.8	97.0
Median Days on Market	26.0	24.0	7.0	7.0	11.0	25.0	39.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	6,385	-13.2%	-38.9%	-27.0%	-23.3%	-27.5%	-7.4%
Dollar Volume	\$4,142,058,586	-22.7%	-37.7%	-2.9%	34.8%	68.3%	145.8%
New Listings	12,462	-9.3%	0.7%	14.2%	12.4%	1.3%	-6.3%
Active Listings ⁴	1,679	30.7%	187.2%	57.8%	45.7%	-13.5%	-39.9%
Sales to New Listings Ratio ⁵	51.2	53.6	84.5	80.2	75.1	71.6	51.9
Months of Inventory ⁶	2.9	1.9	0.6	1.3	1.5	2.4	4.5
Average Price	\$648,717	-10.9%	2.1%	33.1%	75.8%	132.3%	165.5%
Median Price	\$608,000	-9.9%	2.2%	35.1%	78.9%	137.5%	173.9%
Sale to List Price Ratio ⁷	98.9	108.5	111.2	103.6	102.4	98.6	97.4
Median Days on Market	16.0	8.0	7.0	8.0	10.0	22.0	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.

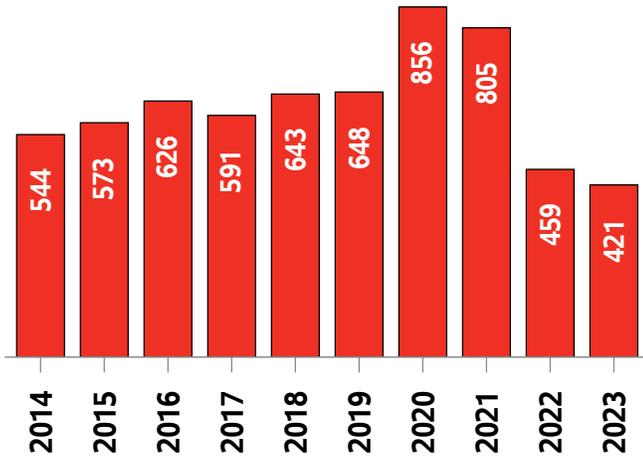
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

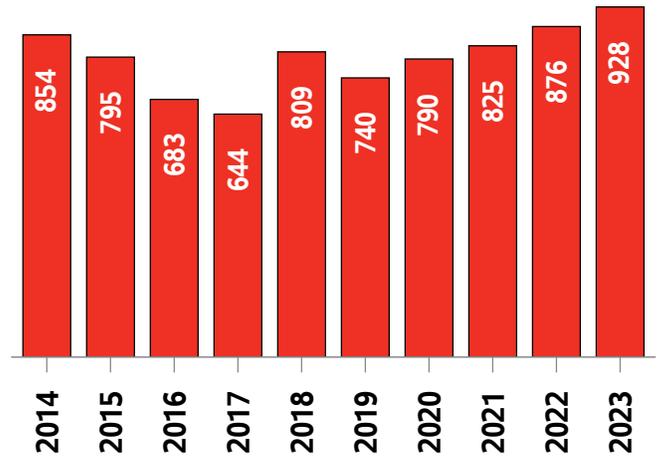
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

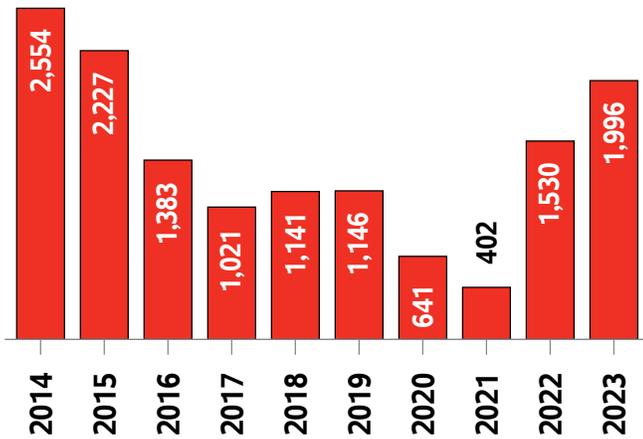
Sales Activity (November only)



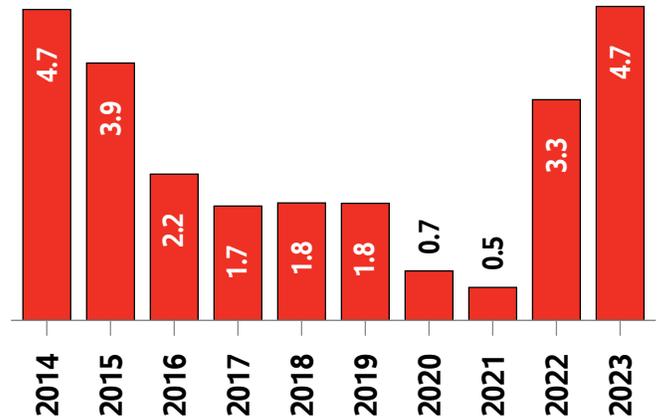
New Listings (November only)



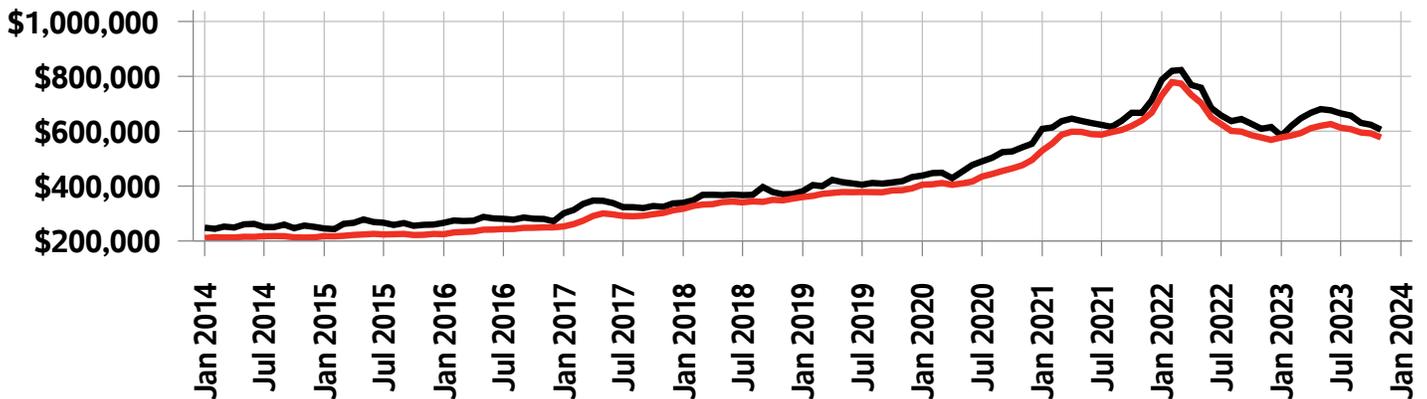
Active Listings (November only)



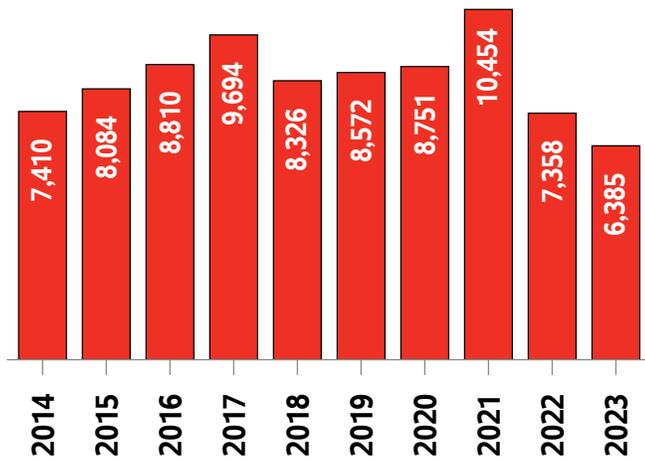
Months of Inventory (November only)



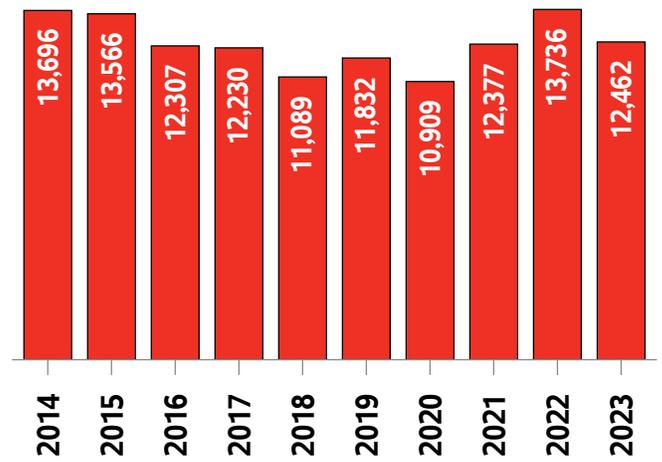
MLS® HPI Composite Benchmark Price and Average Price



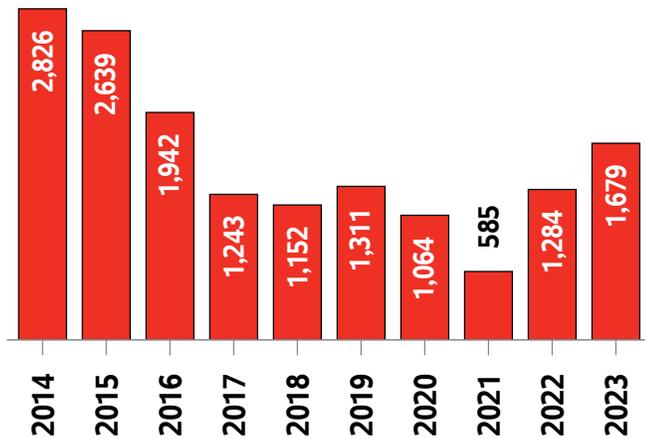
Sales Activity (November Year-to-date)



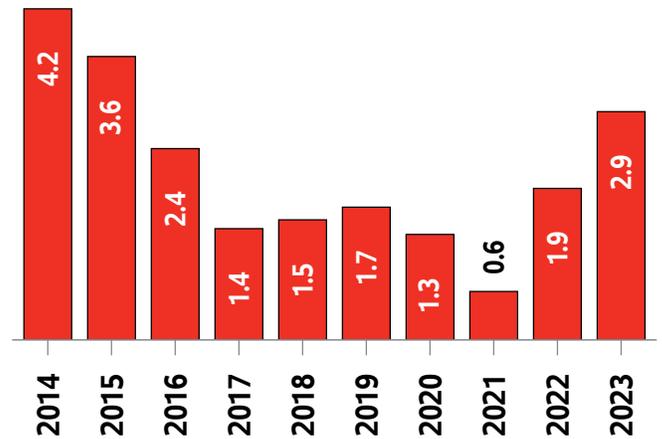
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	333	-4.9%	-43.6%	-52.4%	-32.0%	-31.2%	-19.4%
Dollar Volume	\$216,233,969	-6.7%	-49.7%	-46.5%	9.0%	46.0%	106.6%
New Listings	675	-0.4%	9.6%	10.1%	8.0%	24.8%	2.9%
Active Listings	1,501	29.0%	364.7%	188.7%	52.2%	41.9%	-26.6%
Sales to New Listings Ratio ¹	49.3	51.6	95.8	114.0	78.4	89.5	63.0
Months of Inventory ²	4.5	3.3	0.5	0.7	2.0	2.2	4.9
Average Price	\$649,351	-1.9%	-10.8%	12.3%	60.3%	112.2%	156.2%
Median Price	\$600,000	-2.4%	-12.2%	12.1%	63.4%	121.8%	154.5%
Sale to List Price Ratio ³	97.2	96.5	111.6	105.9	101.3	98.9	97.0
Median Days on Market	26.0	24.0	7.0	7.0	11.0	20.5	38.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	4,761	-13.6%	-39.7%	-29.5%	-26.8%	-32.0%	-14.0%
Dollar Volume	\$3,358,103,722	-22.8%	-38.5%	-5.9%	27.9%	59.0%	131.3%
New Listings	9,401	-8.4%	-0.2%	10.0%	5.7%	-3.1%	-11.2%
Active Listings ⁴	1,269	32.8%	175.8%	39.3%	27.1%	-13.1%	-42.5%
Sales to New Listings Ratio ⁵	50.6	53.7	83.8	79.0	73.1	72.2	52.3
Months of Inventory ⁶	2.9	1.9	0.6	1.5	1.7	2.3	4.4
Average Price	\$705,336	-10.7%	2.0%	33.5%	74.7%	133.8%	169.0%
Median Price	\$650,000	-10.3%	1.4%	32.1%	76.9%	136.4%	174.3%
Sale to List Price Ratio ⁷	99.0	108.2	111.4	103.6	102.0	98.8	97.5
Median Days on Market	15.0	8.0	7.0	8.0	10.0	19.0	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.

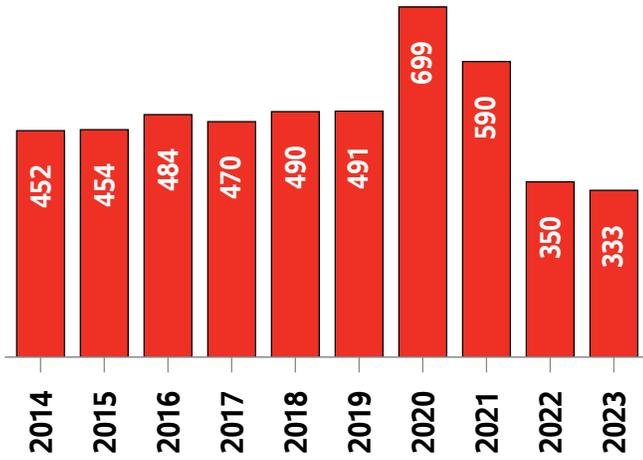
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

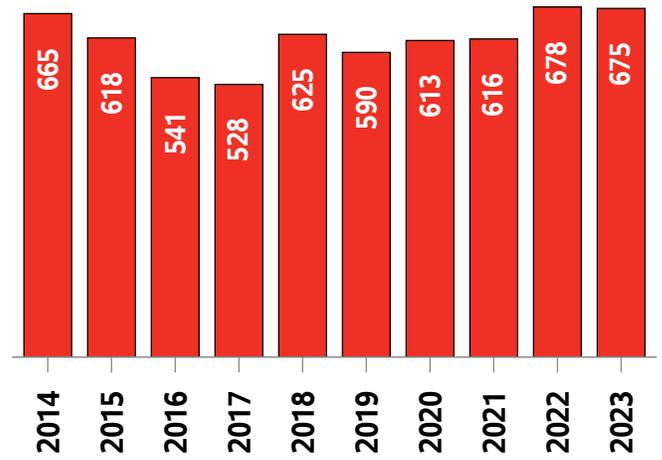
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

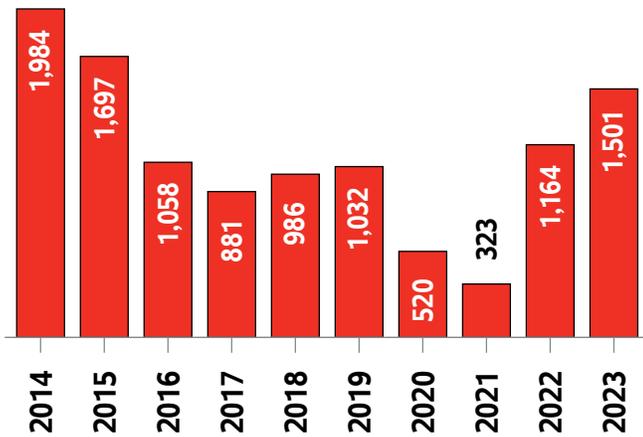
Sales Activity (November only)



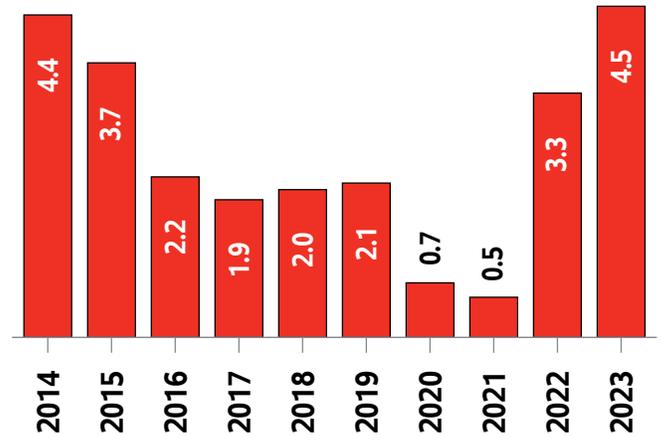
New Listings (November only)



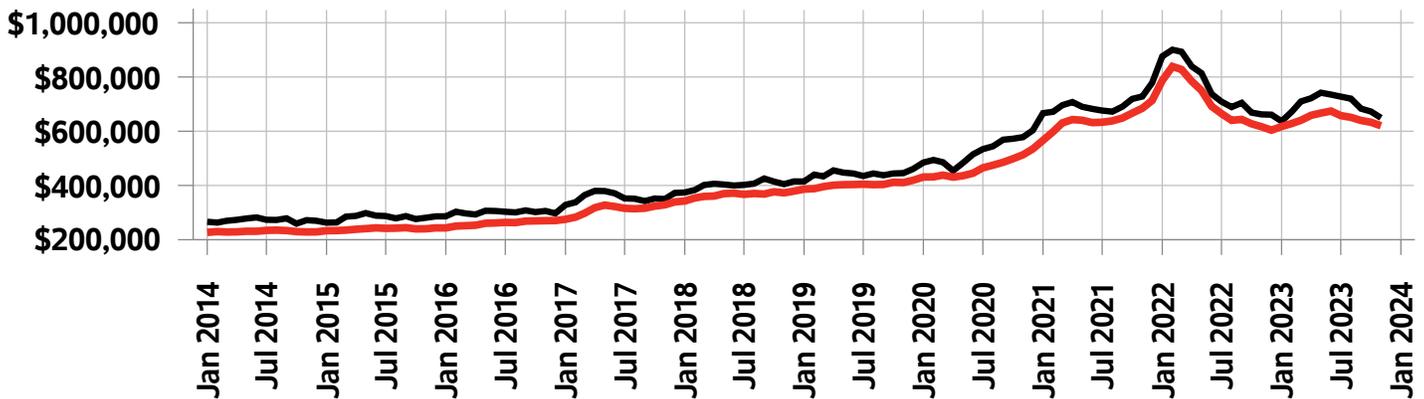
Active Listings (November only)



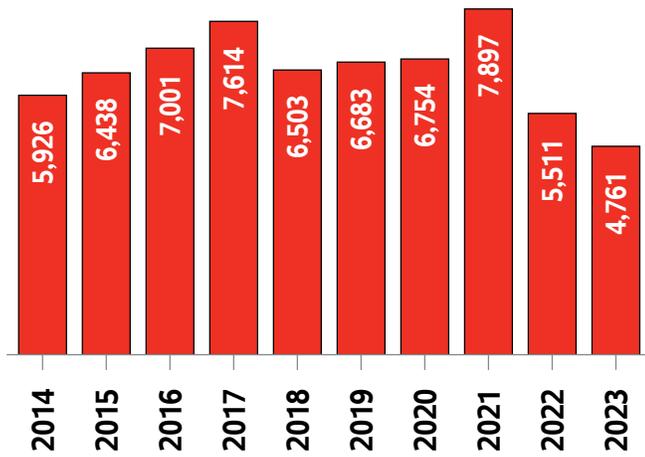
Months of Inventory (November only)



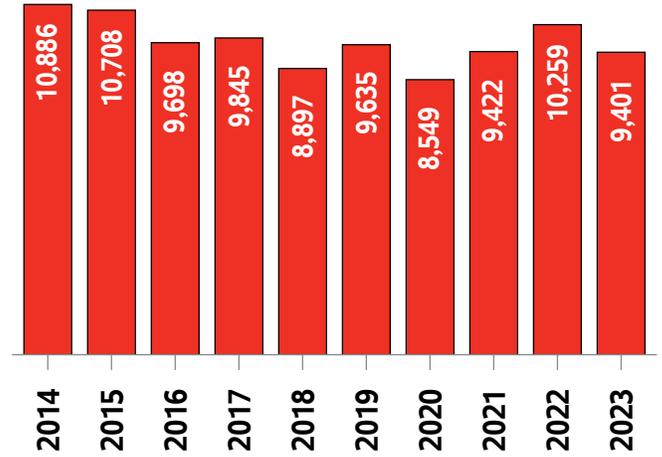
MLS® HPI Single Family Benchmark Price and Average Price



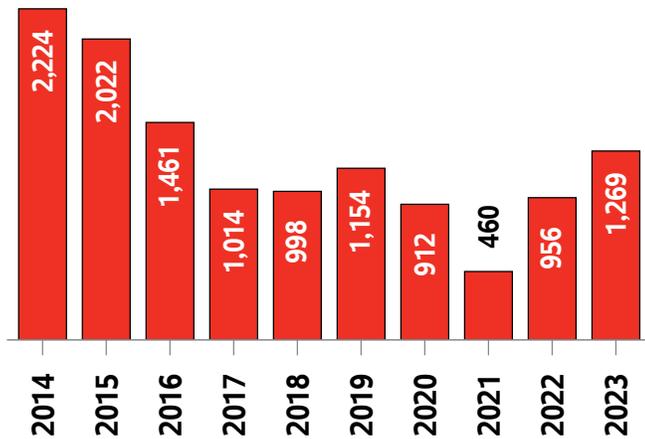
Sales Activity (November Year-to-date)



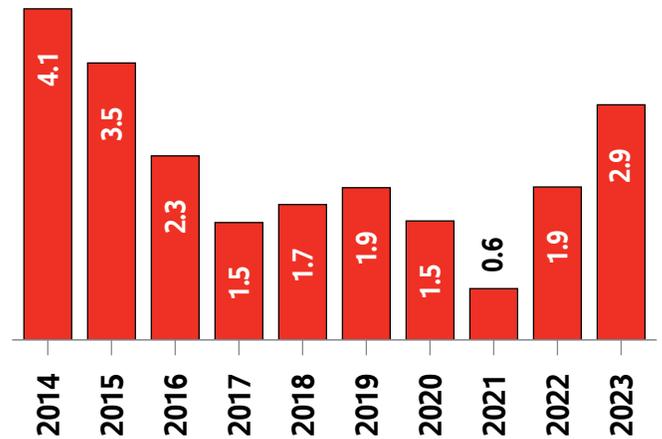
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	51	-25.0%	-58.9%	-46.9%	-42.7%	-44.6%	-16.4%
Dollar Volume	\$25,755,100	-23.3%	-63.7%	-32.8%	-4.1%	36.9%	134.5%
New Listings	173	38.4%	43.0%	61.7%	74.7%	130.7%	71.3%
Active Listings	309	40.5%	1,044.4%	461.8%	354.4%	166.4%	29.8%
Sales to New Listings Ratio ¹	29.5	54.4	102.5	89.7	89.9	122.7	60.4
Months of Inventory ²	6.1	3.2	0.2	0.6	0.8	1.3	3.9
Average Price	\$505,002	2.2%	-11.8%	26.4%	67.4%	147.0%	180.5%
Median Price	\$472,000	-0.2%	-14.3%	27.6%	56.8%	144.1%	166.7%
Sale to List Price Ratio ³	98.1	97.3	115.7	108.4	103.8	99.0	97.4
Median Days on Market	24.0	22.5	6.0	6.5	11.0	24.0	39.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	1,019	-7.8%	-29.1%	-16.2%	-9.5%	-7.4%	22.3%
Dollar Volume	\$548,065,010	-18.5%	-26.7%	17.8%	75.3%	149.3%	269.6%
New Listings	1,943	-10.3%	17.2%	39.1%	50.6%	40.1%	33.2%
Active Listings ⁴	258	32.5%	365.1%	212.7%	279.9%	27.8%	-4.6%
Sales to New Listings Ratio ⁵	52.4	51.0	86.7	87.0	87.3	79.3	57.1
Months of Inventory ⁶	2.8	1.9	0.4	0.7	0.7	2.0	3.6
Average Price	\$537,846	-11.7%	3.4%	40.5%	93.7%	169.1%	202.1%
Median Price	\$529,000	-11.8%	4.5%	40.8%	103.5%	190.7%	230.6%
Sale to List Price Ratio ⁷	99.3	110.8	112.9	104.2	105.0	98.6	97.5
Median Days on Market	15.0	8.0	6.0	8.0	9.0	26.0	34.0

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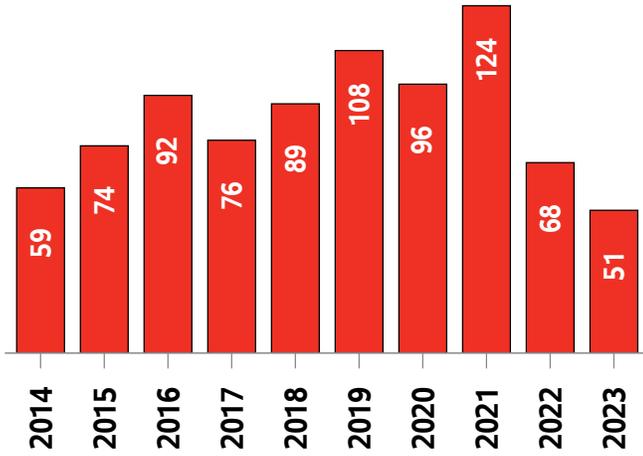
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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

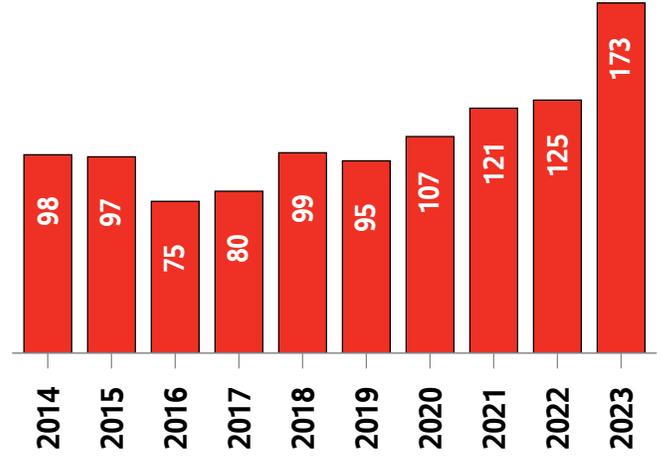
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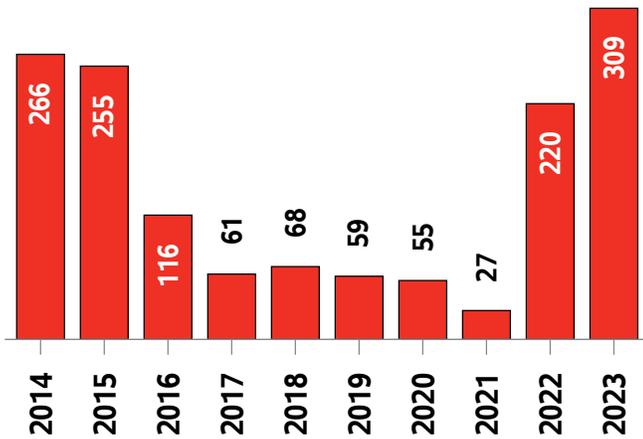
Sales Activity (November only)



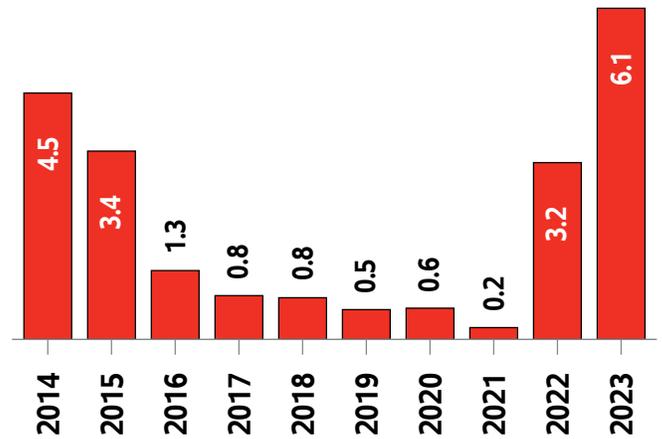
New Listings (November only)



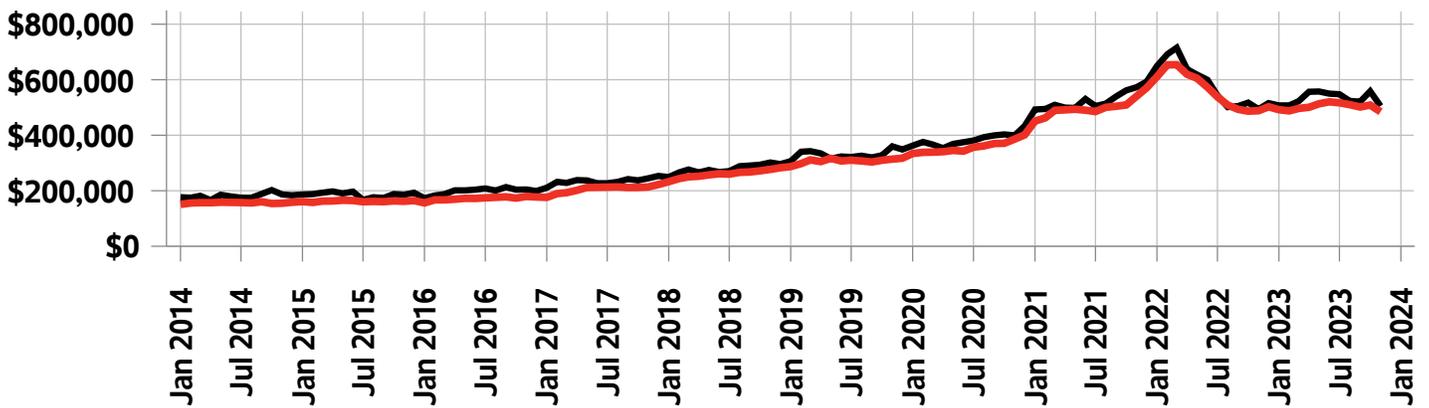
Active Listings (November only)



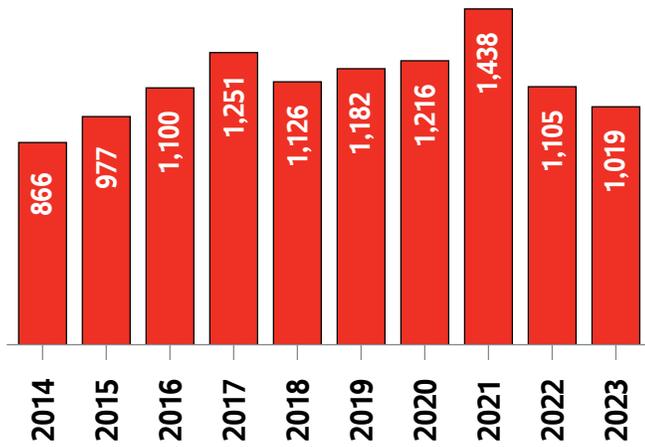
Months of Inventory (November only)



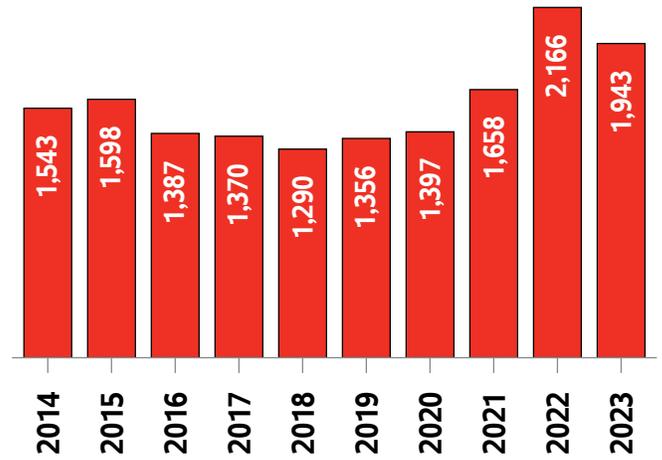
MLS® HPI Townhouse Benchmark Price and Average Price



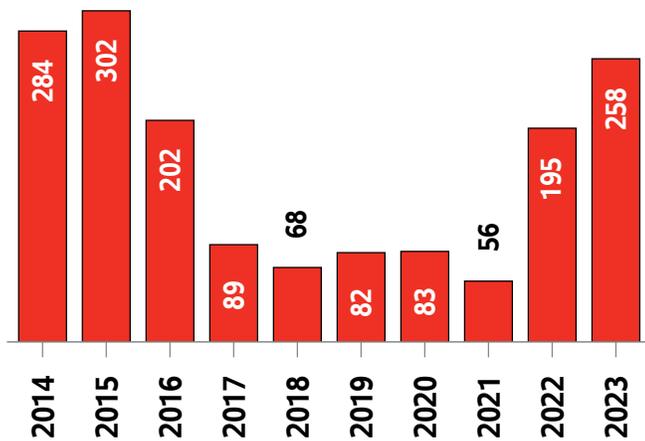
Sales Activity (November Year-to-date)



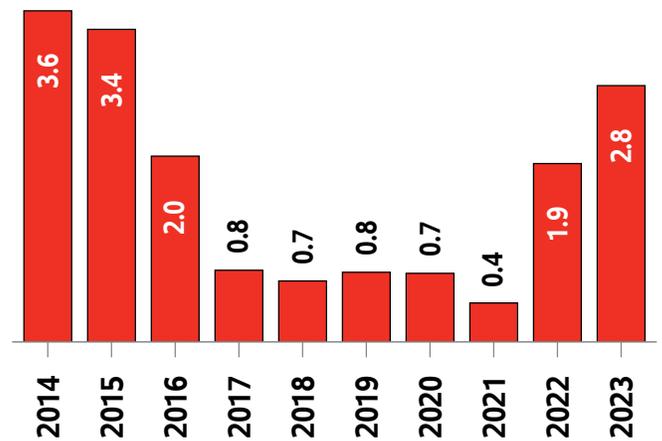
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

Actual	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	32	-8.6%	-58.4%	-47.5%	-47.5%	-30.4%	-13.5%
Dollar Volume	\$11,842,289	-2.7%	-60.9%	-43.3%	-3.9%	42.9%	124.3%
New Listings	67	15.5%	-10.7%	0.0%	-18.3%	1.5%	-26.4%
Active Listings	150	29.3%	284.6%	158.6%	85.2%	-24.2%	-44.4%
Sales to New Listings Ratio ¹	47.8	60.3	102.7	91.0	74.4	69.7	40.7
Months of Inventory ²	4.7	3.3	0.5	1.0	1.3	4.3	7.3
Average Price	\$370,072	6.4%	-6.0%	8.1%	83.1%	105.4%	159.4%
Median Price	\$328,750	4.4%	-7.4%	19.5%	92.3%	123.6%	178.6%
Sale to List Price Ratio ³	96.6	95.8	107.3	102.1	103.2	97.6	96.5
Median Days on Market	28.5	26.0	7.0	12.0	11.0	51.5	45.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	526	-16.9%	-45.5%	-28.8%	-18.7%	-18.7%	6.0%
Dollar Volume	\$208,864,105	-25.3%	-43.1%	-6.0%	63.4%	67.6%	150.9%
New Listings	942	-14.3%	-15.4%	3.2%	12.5%	-17.1%	-19.1%
Active Listings ⁴	121	14.8%	114.2%	89.2%	67.2%	-51.6%	-57.0%
Sales to New Listings Ratio ⁵	55.8	57.6	86.7	80.9	77.3	57.0	42.6
Months of Inventory ⁶	2.5	1.8	0.6	0.9	1.2	4.2	6.2
Average Price	\$397,080	-10.0%	4.4%	32.0%	101.0%	106.1%	136.6%
Median Price	\$350,000	-13.6%	1.4%	31.6%	99.7%	128.8%	162.3%
Sale to List Price Ratio ⁷	97.9	108.0	108.3	102.4	102.3	97.3	97.2
Median Days on Market	21.0	10.0	7.0	10.0	13.0	42.0	44.0

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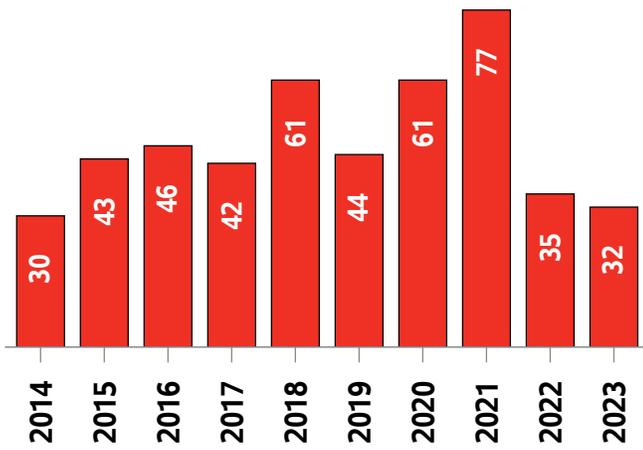
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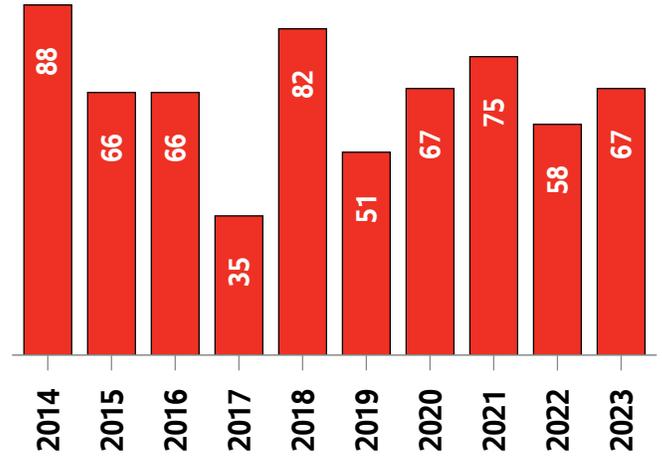
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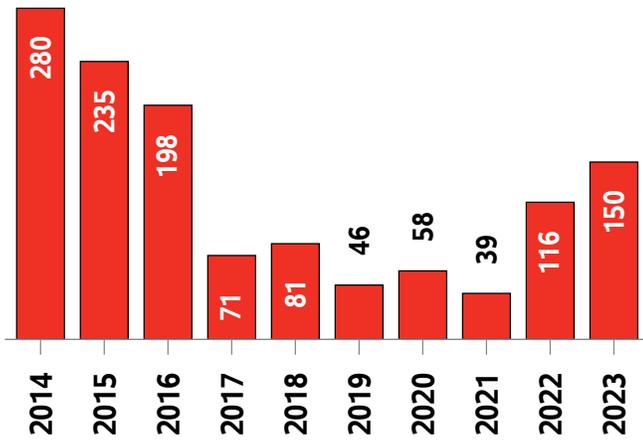
Sales Activity (November only)



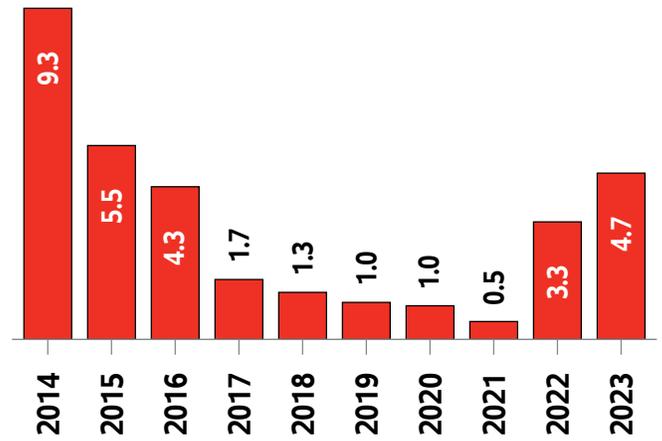
New Listings (November only)



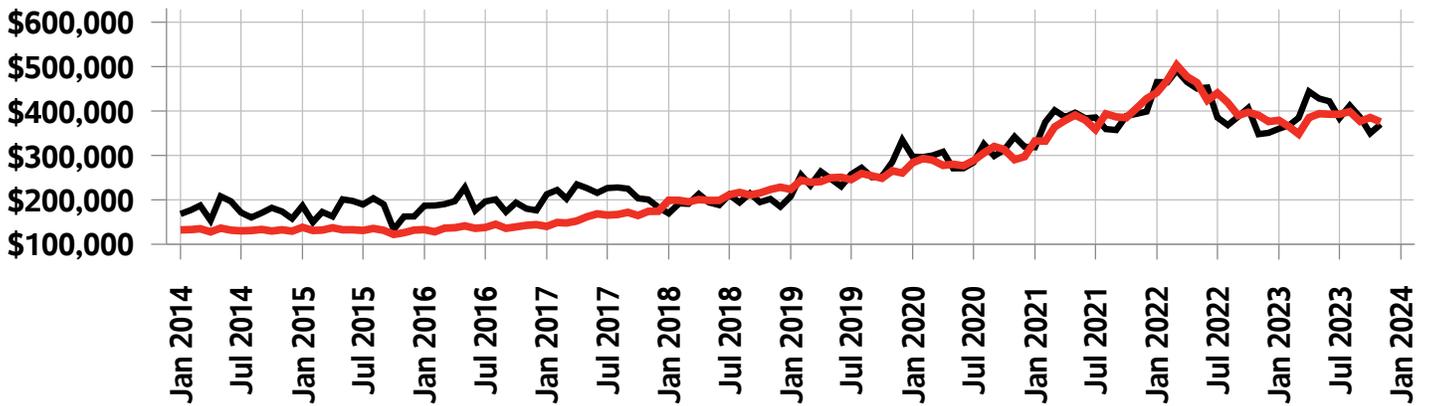
Active Listings (November only)



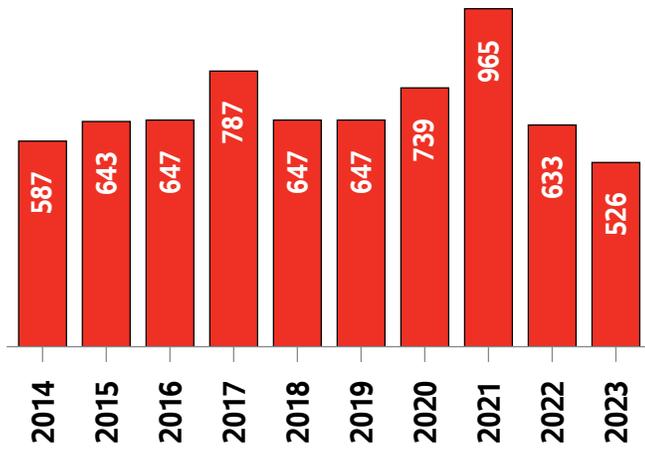
Months of Inventory (November only)



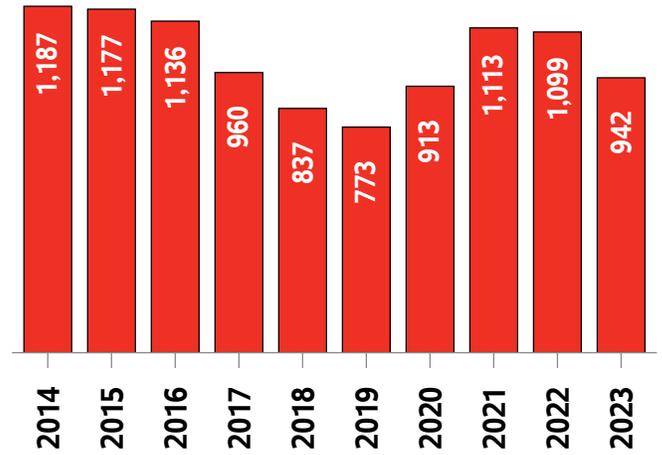
MLS® HPI Apartment Benchmark Price and Average Price



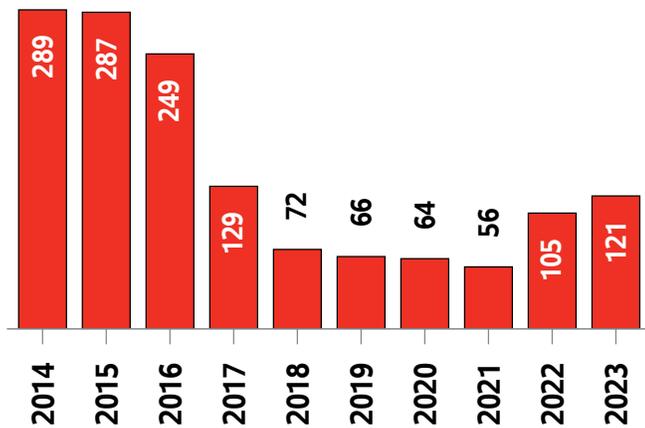
Sales Activity (November Year-to-date)



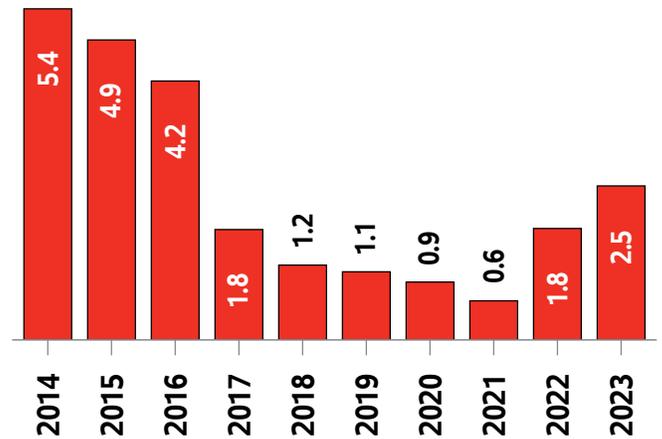
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



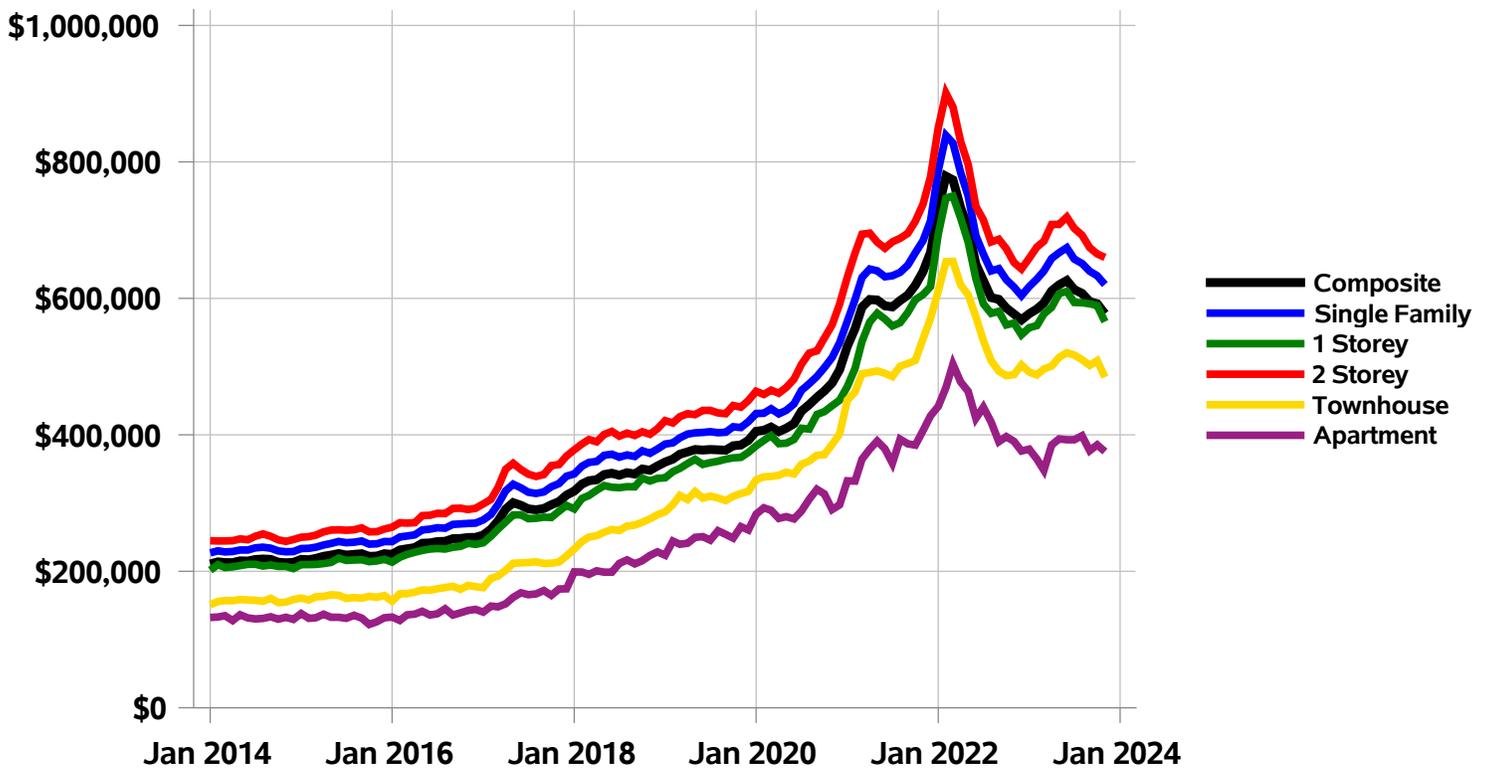
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² Average active listings January to the current month / average sales January to the current month.

MLS® Home Price Index Benchmark Price

Benchmark Type:	November 2023	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$577,400	-2.5	-4.9	-6.8	0.1	21.3	65.9
Single Family	\$620,200	-2.1	-4.8	-7.0	0.6	20.8	66.3
One Storey	\$565,800	-4.0	-4.7	-6.8	0.4	27.8	70.3
Two Storey	\$660,000	-0.8	-4.7	-6.8	1.1	17.6	64.7
Townhouse	\$484,500	-4.8	-5.0	-5.6	-0.8	25.6	75.0
Apartment	\$375,500	-2.5	-5.8	-4.7	-3.8	29.3	68.2

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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	286	-11.5%	-50.0%	-55.1%	-40.2%	-39.4%	-22.9%
Dollar Volume	\$169,941,863	-13.1%	-55.6%	-51.0%	-5.2%	26.0%	91.3%
New Listings	650	13.8%	13.0%	8.2%	10.9%	34.6%	11.5%
Active Listings	1,272	38.7%	505.7%	220.4%	75.2%	52.9%	-17.3%
Sales to New Listings Ratio ¹	44.0	56.6	99.5	106.0	81.6	97.7	63.6
Months of Inventory ²	4.4	2.8	0.4	0.6	1.5	1.8	4.1
Average Price	\$594,202	-1.9%	-11.3%	9.1%	58.5%	108.0%	148.1%
Median Price	\$560,000	-1.8%	-12.2%	13.1%	60.0%	119.2%	151.1%
Sale to List Price Ratio ³	97.2	96.6	112.9	106.3	102.4	99.4	97.3
Median Days on Market	24.5	22.0	6.5	7.0	10.5	20.5	36.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	4,468	-15.1%	-41.5%	-30.4%	-27.0%	-29.8%	-12.4%
Dollar Volume	\$2,830,520,485	-25.2%	-41.3%	-9.9%	24.1%	56.6%	124.8%
New Listings	8,643	-11.6%	-4.5%	8.3%	6.5%	-2.2%	-7.6%
Active Listings ⁴	1,022	23.0%	169.6%	49.0%	38.9%	-16.1%	-39.3%
Sales to New Listings Ratio ⁵	51.7	53.8	84.4	80.4	75.4	72.0	54.5
Months of Inventory ⁶	2.5	1.7	0.5	1.2	1.3	2.1	3.6
Average Price	\$633,510	-11.9%	0.3%	29.4%	70.0%	123.2%	156.5%
Median Price	\$600,000	-10.2%	1.4%	33.0%	76.5%	129.9%	166.7%
Sale to List Price Ratio ⁷	99.3	109.5	111.9	104.2	103.2	99.0	97.7
Median Days on Market	14.0	8.0	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.

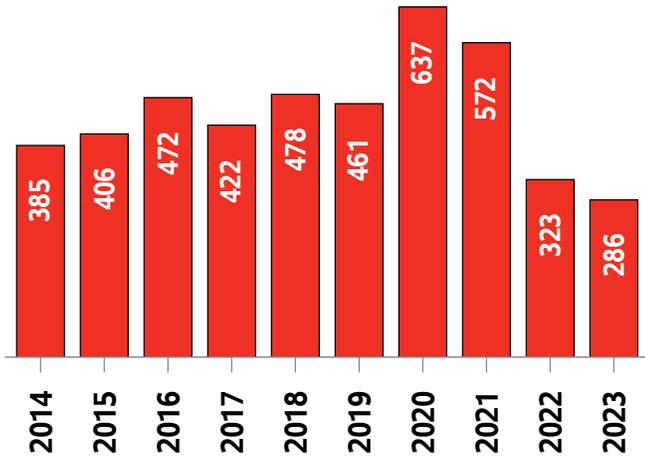
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

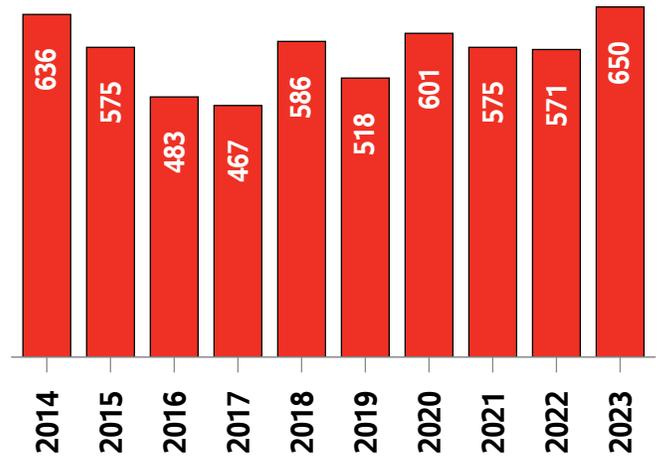
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

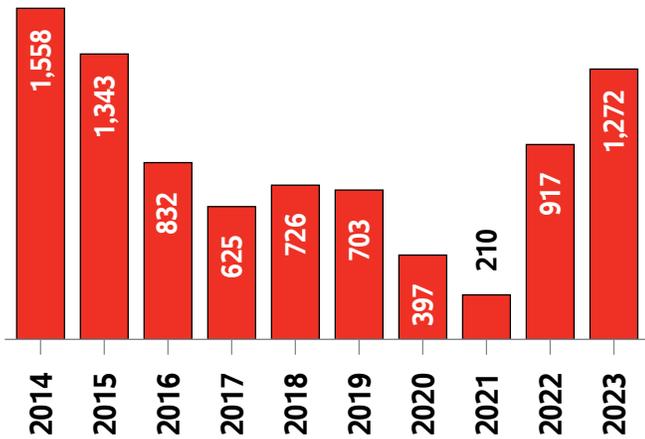
Sales Activity (November only)



New Listings (November only)



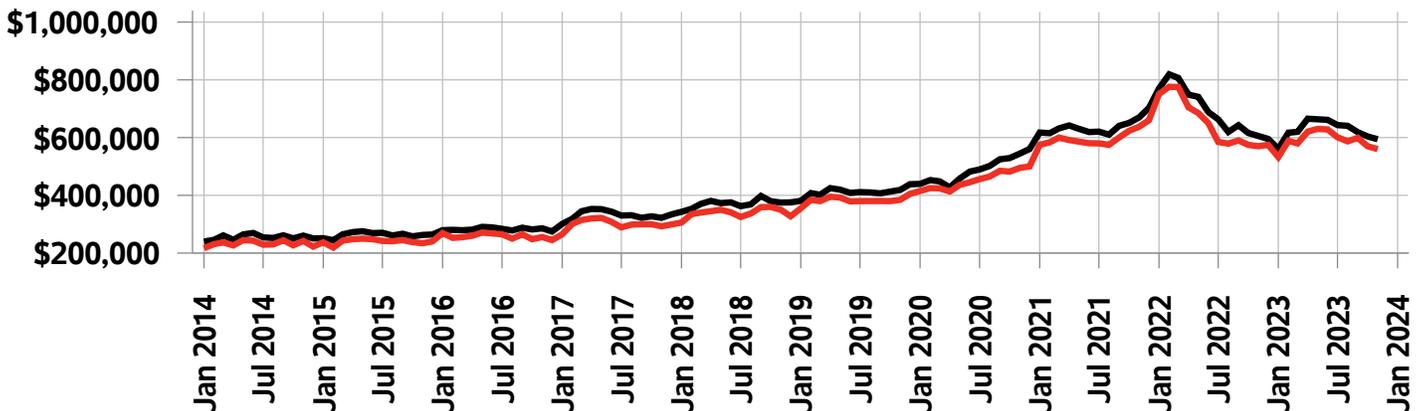
Active Listings (November only)



Months of Inventory (November only)



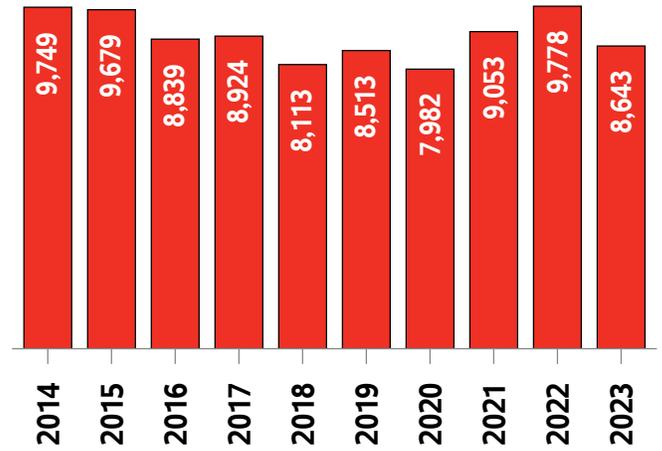
Average Price and Median Price



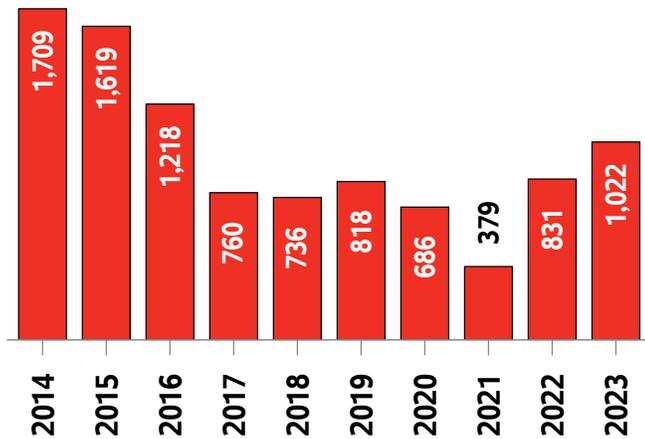
Sales Activity (November Year-to-date)



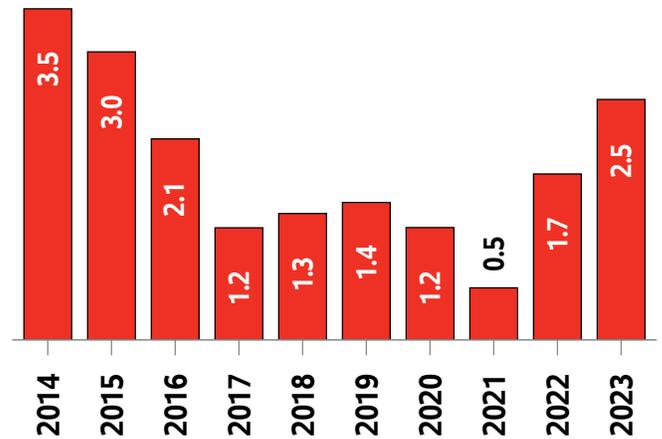
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	1	-50.0%	—	—	0.0%	—	-50.0%
Dollar Volume	\$525,000	-66.8%	—	—	26.5%	—	37.4%
New Listings	2	100.0%	0.0%	—	0.0%	—	—
Active Listings	3	200.0%	200.0%	200.0%	-40.0%	0.0%	50.0%
Sales to New Listings Ratio ¹	50.0	200.0	—	—	50.0	—	—
Months of Inventory ²	3.0	0.5	—	—	5.0	—	1.0
Average Price	\$525,000	-33.5%	—	—	26.5%	—	174.9%
Median Price	\$525,000	-33.5%	—	—	26.5%	—	174.9%
Sale to List Price Ratio ³	95.5	96.0	—	—	118.6	—	98.5
Median Days on Market	31.0	47.5	—	—	7.0	—	111.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	4	-71.4%	-63.6%	-73.3%	-73.3%	-60.0%	-60.0%
Dollar Volume	\$2,233,500	-81.6%	-68.4%	-73.7%	-72.9%	-37.7%	-27.4%
New Listings	10	-41.2%	-33.3%	-33.3%	-50.0%	-16.7%	-23.1%
Active Listings ⁴	2	-52.3%	-20.0%	-31.3%	-46.8%	-57.7%	-59.8%
Sales to New Listings Ratio ⁵	40.0	82.4	73.3	100.0	75.0	83.3	76.9
Months of Inventory ⁶	4.1	2.5	1.9	1.6	2.1	3.9	4.1
Average Price	\$558,375	-35.6%	-13.1%	-1.4%	1.8%	55.9%	81.4%
Median Price	\$577,500	-23.3%	3.1%	6.0%	25.5%	110.0%	143.7%
Sale to List Price Ratio ⁷	97.3	103.9	109.3	98.6	100.4	97.2	94.2
Median Days on Market	24.0	19.0	8.0	28.0	9.0	56.5	78.5

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.

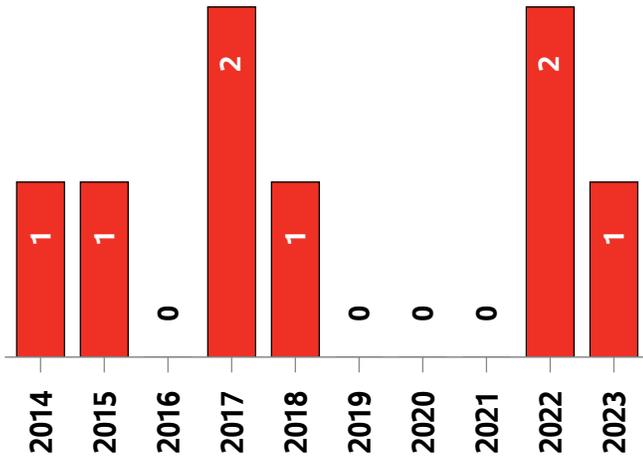
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

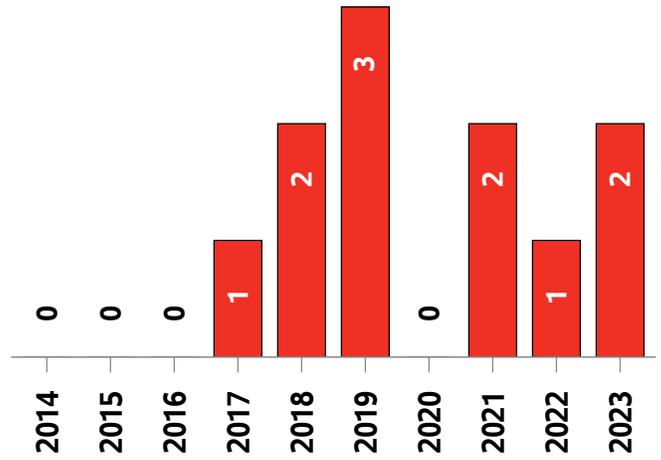
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

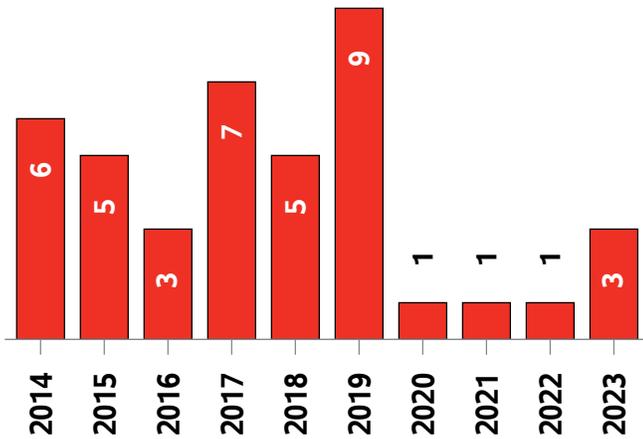
Sales Activity (November only)



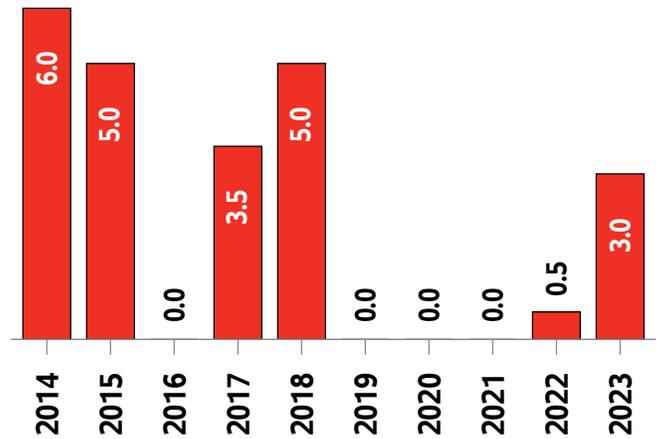
New Listings (November only)



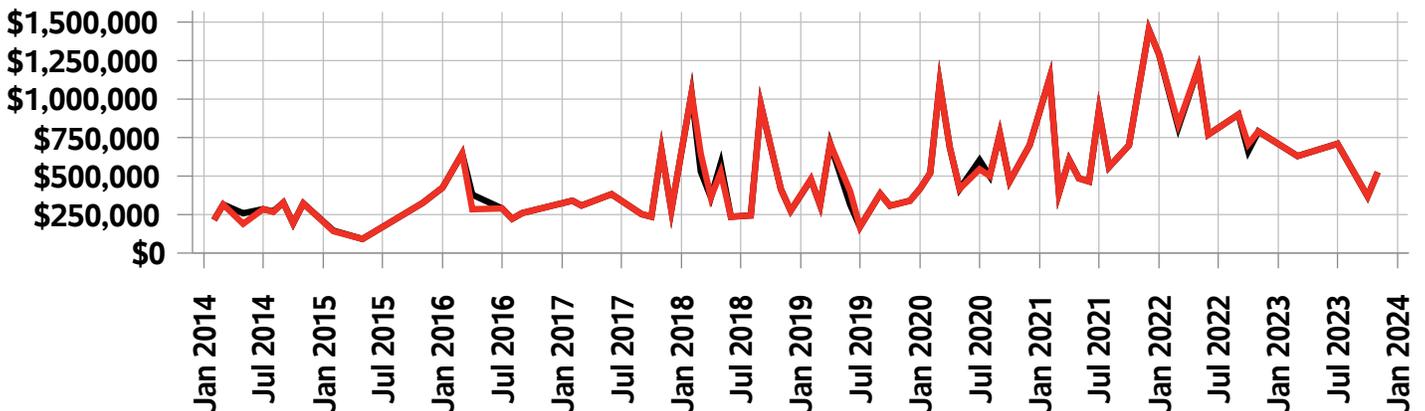
Active Listings (November only)



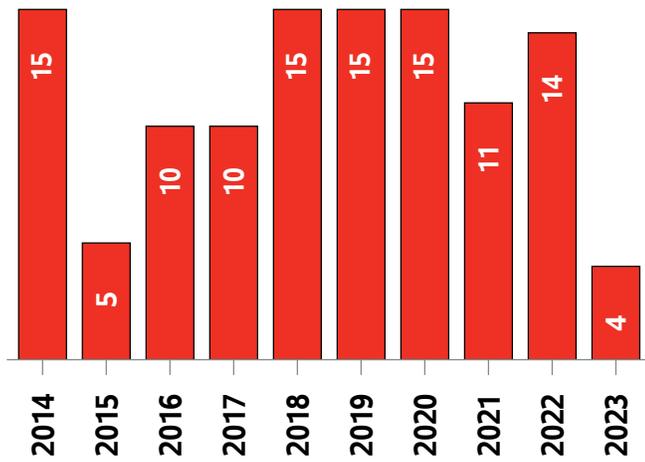
Months of Inventory (November only)



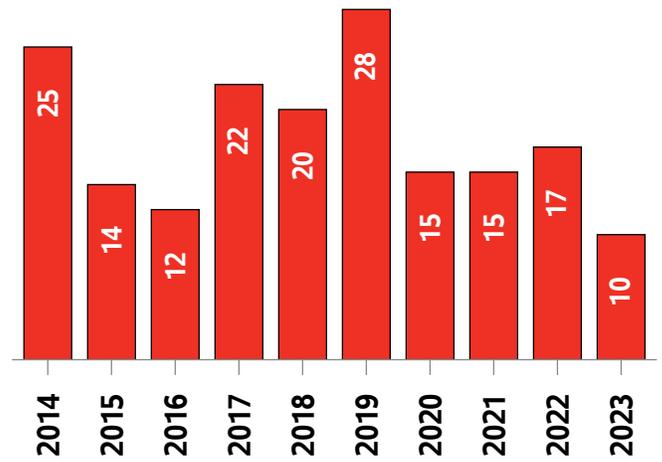
Average Price and Median Price



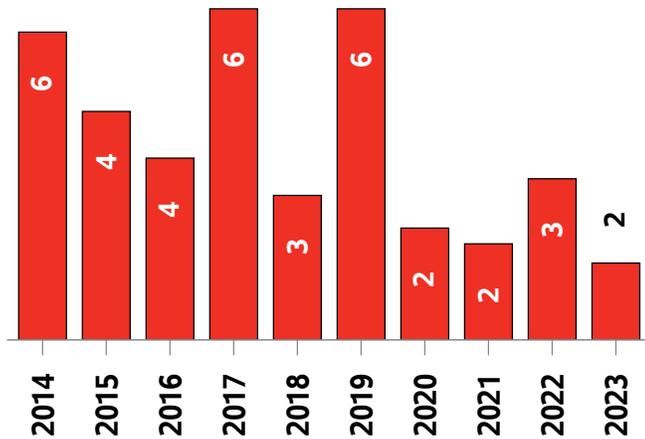
Sales Activity (November Year-to-date)



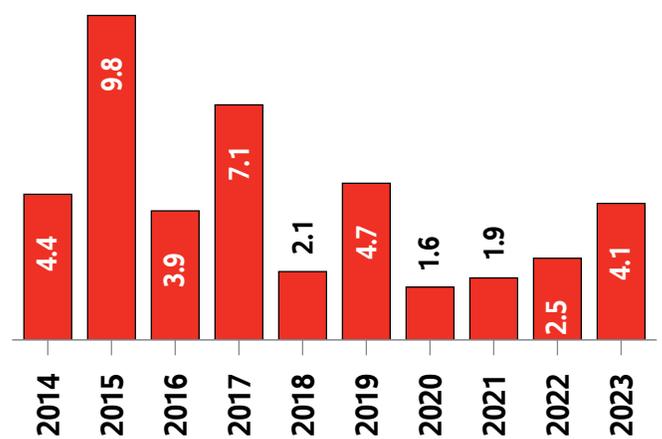
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	14	-17.6%	-58.8%	0.0%	-12.5%	7.7%	55.6%
Dollar Volume	\$7,619,000	-20.4%	-63.5%	9.9%	22.9%	114.4%	444.8%
New Listings	37	-15.9%	8.8%	131.3%	60.9%	76.2%	2.8%
Active Listings	105	26.5%	356.5%	288.9%	90.9%	32.9%	-22.2%
Sales to New Listings Ratio ¹	37.8	38.6	100.0	87.5	69.6	61.9	25.0
Months of Inventory ²	7.5	4.9	0.7	1.9	3.4	6.1	15.0
Average Price	\$544,214	-3.4%	-11.3%	9.9%	40.5%	99.1%	250.2%
Median Price	\$535,000	-5.3%	-15.4%	18.2%	37.2%	103.4%	226.2%
Sale to List Price Ratio ³	95.2	95.4	105.3	99.1	99.3	94.4	94.9
Median Days on Market	37.5	24.0	13.0	22.5	21.0	66.0	112.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	232	1.3%	-26.3%	-8.3%	13.2%	-12.5%	41.5%
Dollar Volume	\$161,988,695	0.7%	-18.8%	37.9%	113.9%	129.6%	318.4%
New Listings	529	18.1%	40.7%	57.0%	77.5%	37.0%	16.5%
Active Listings ⁴	100	75.5%	237.6%	111.1%	78.9%	-3.4%	-33.1%
Sales to New Listings Ratio ⁵	43.9	51.1	83.8	75.1	68.8	68.7	36.1
Months of Inventory ⁶	4.8	2.7	1.0	2.1	3.0	4.3	10.1
Average Price	\$698,227	-0.6%	10.3%	50.3%	89.0%	162.3%	195.8%
Median Price	\$700,000	5.3%	12.4%	60.9%	105.9%	191.7%	244.0%
Sale to List Price Ratio ⁷	97.1	103.8	106.1	99.9	98.4	96.3	95.2
Median Days on Market	33.0	13.0	10.0	17.0	18.0	49.0	56.5

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.

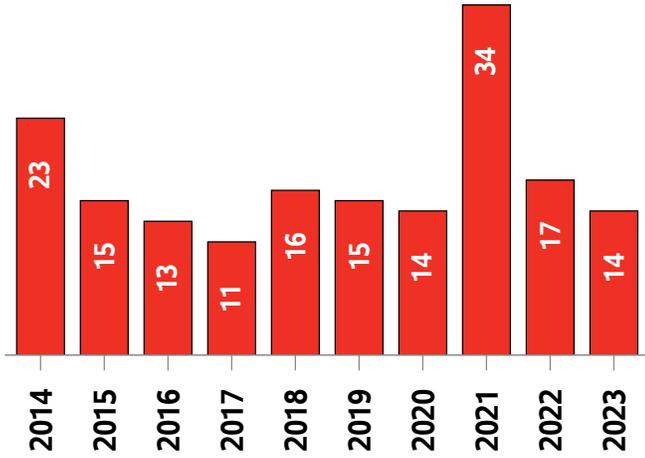
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

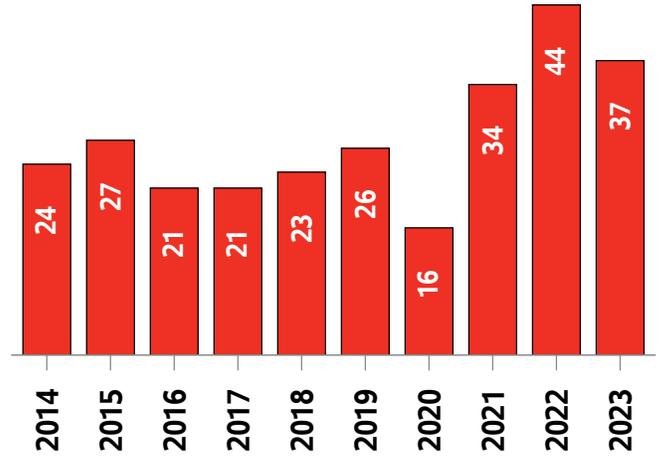
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

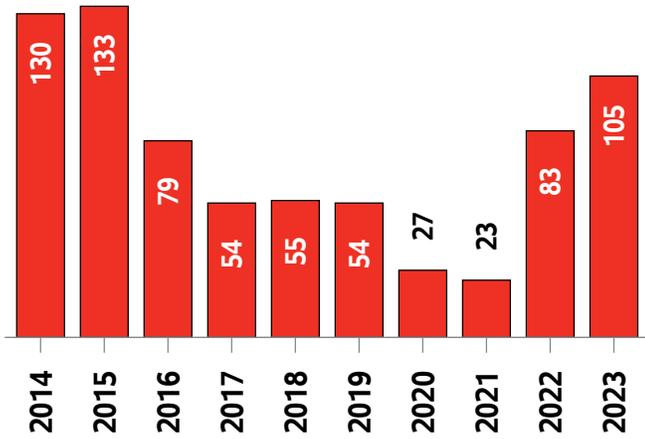
Sales Activity (November only)



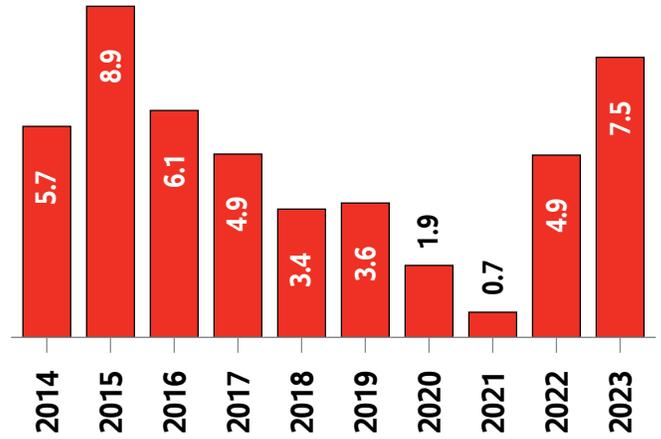
New Listings (November only)



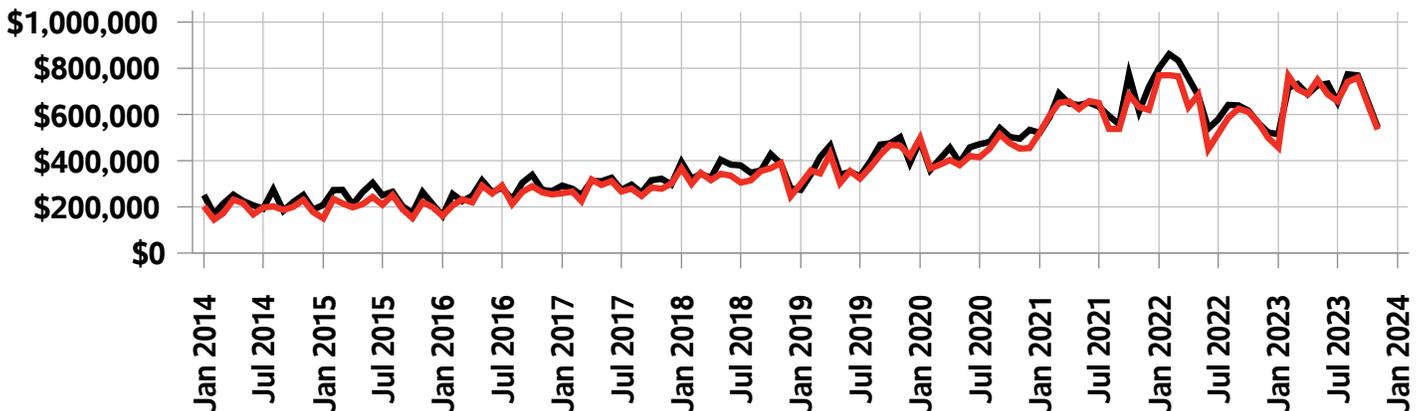
Active Listings (November only)



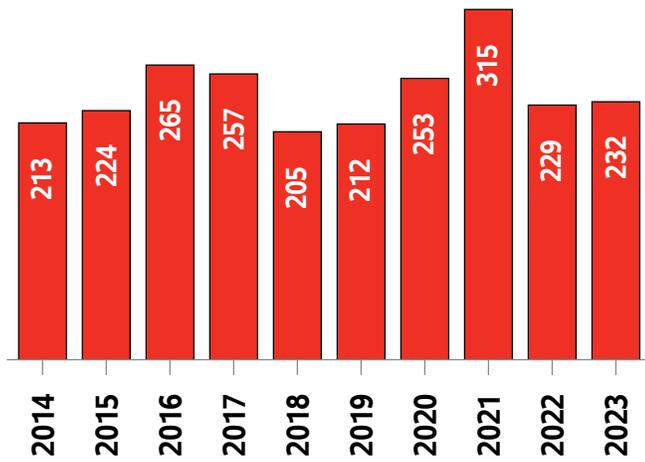
Months of Inventory (November only)



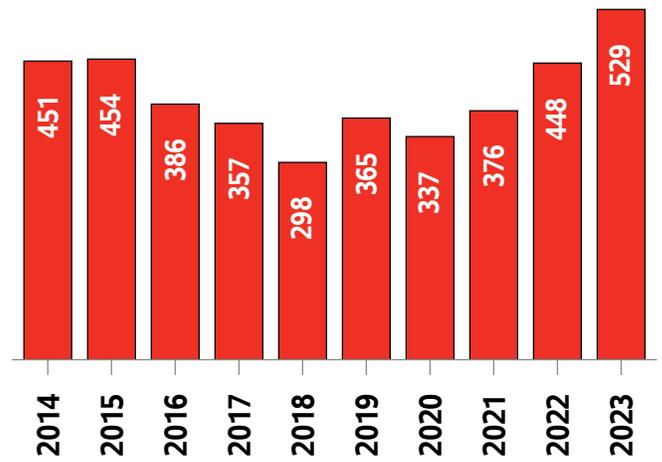
Average Price and Median Price



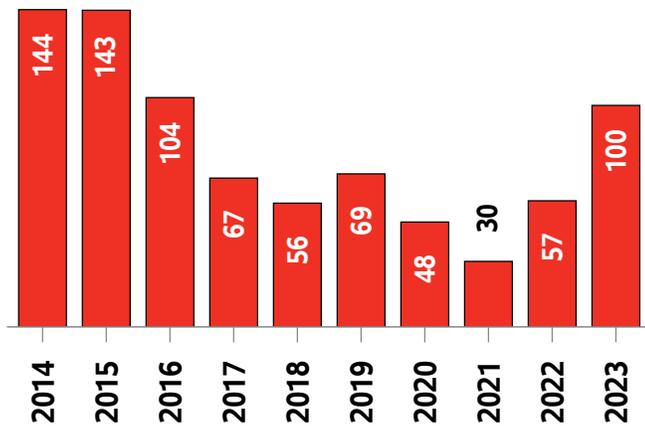
Sales Activity (November Year-to-date)



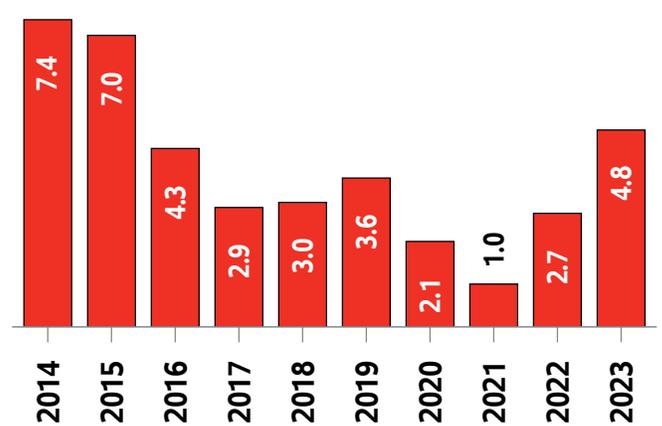
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	12	-33.3%	-47.8%	-67.6%	-36.8%	-33.3%	-36.8%
Dollar Volume	\$11,050,031	-30.8%	-49.1%	-54.0%	3.4%	56.1%	53.2%
New Listings	43	-8.5%	53.6%	48.3%	72.0%	104.8%	2.4%
Active Listings	132	29.4%	325.8%	140.0%	131.6%	78.4%	-9.6%
Sales to New Listings Ratio ¹	27.9	38.3	82.1	127.6	76.0	85.7	45.2
Months of Inventory ²	11.0	5.7	1.3	1.5	3.0	4.1	7.7
Average Price	\$920,836	3.8%	-2.4%	41.9%	63.6%	134.2%	142.6%
Median Price	\$862,500	6.8%	5.6%	40.4%	67.5%	109.5%	117.3%
Sale to List Price Ratio ³	98.1	96.3	110.7	105.6	100.3	95.3	97.2
Median Days on Market	35.5	23.5	14.0	10.0	27.0	48.0	33.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	238	-6.7%	-33.0%	-15.6%	-18.5%	-19.0%	4.4%
Dollar Volume	\$213,543,564	-21.1%	-32.5%	13.9%	40.4%	87.8%	172.5%
New Listings	586	3.0%	29.1%	43.3%	42.6%	15.4%	-3.5%
Active Listings ⁴	106	71.7%	206.0%	36.4%	61.7%	-3.9%	-31.8%
Sales to New Listings Ratio ⁵	40.6	44.8	78.2	68.9	71.0	57.9	37.6
Months of Inventory ⁶	4.9	2.7	1.1	3.0	2.5	4.1	7.5
Average Price	\$897,242	-15.5%	0.7%	35.0%	72.3%	132.0%	161.0%
Median Price	\$820,000	-12.8%	-0.6%	31.2%	68.4%	136.3%	143.0%
Sale to List Price Ratio ⁷	97.8	105.6	110.0	102.2	100.8	98.5	97.2
Median Days on Market	25.0	9.0	7.0	12.0	13.0	29.0	42.5

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.

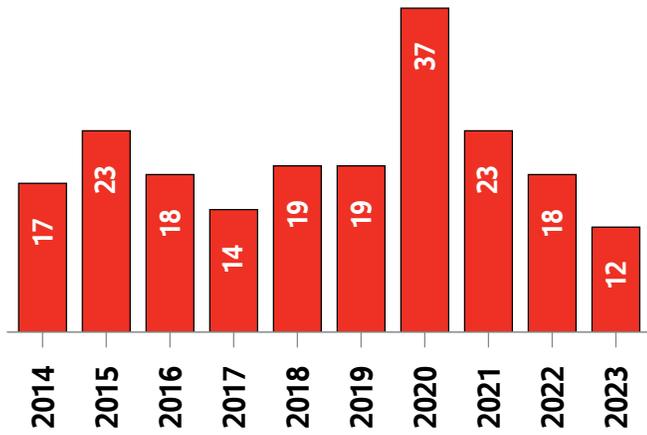
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

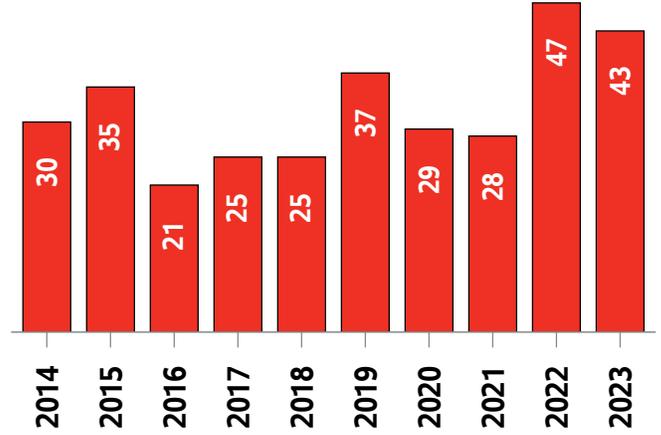
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

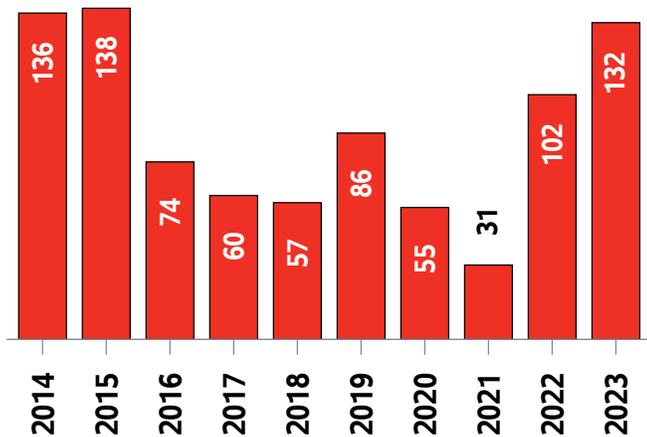
Sales Activity (November only)



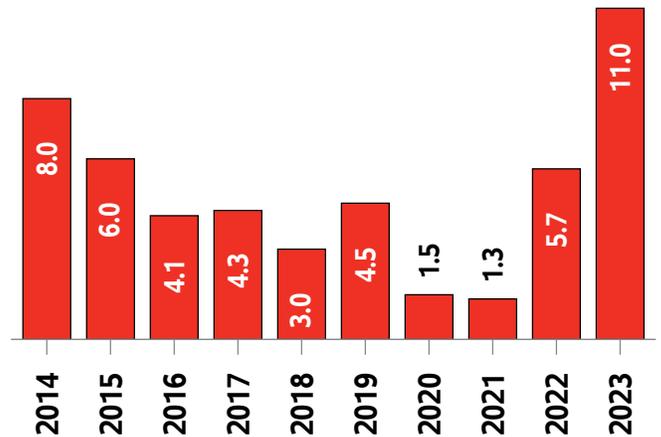
New Listings (November only)



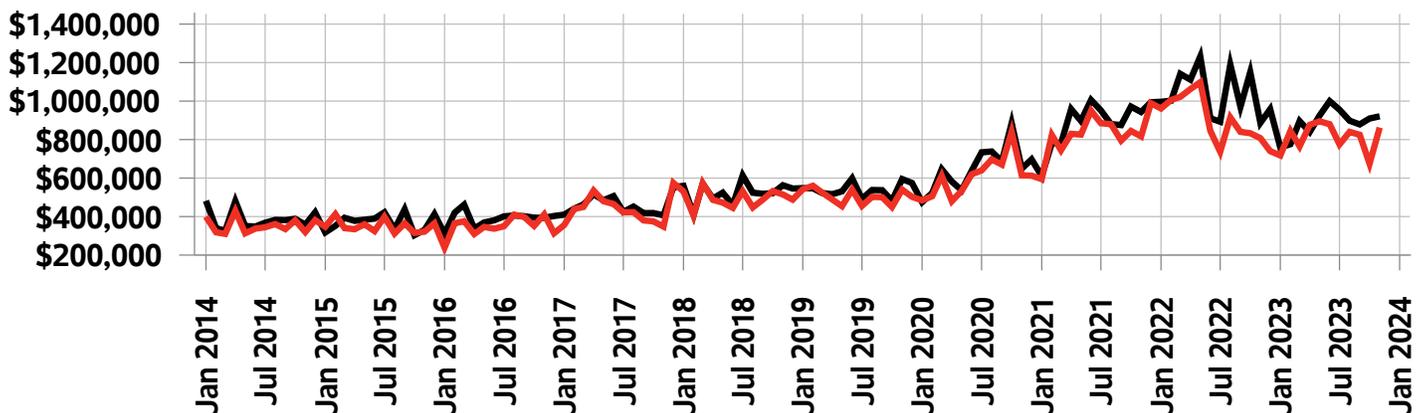
Active Listings (November only)



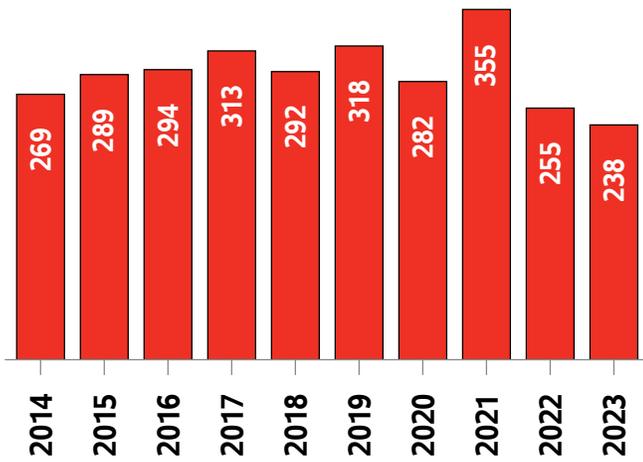
Months of Inventory (November only)



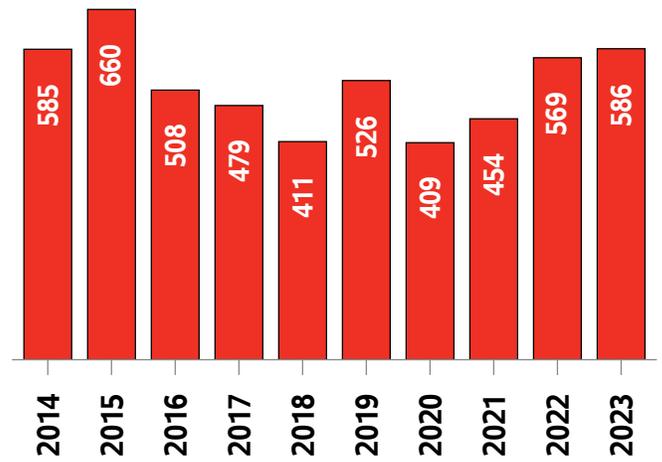
Average Price and Median Price



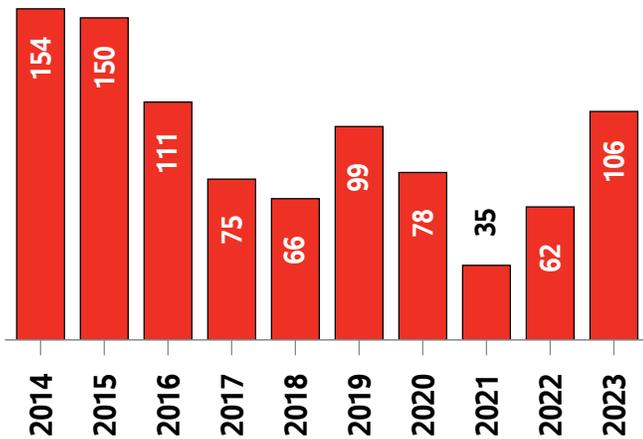
Sales Activity (November Year-to-date)



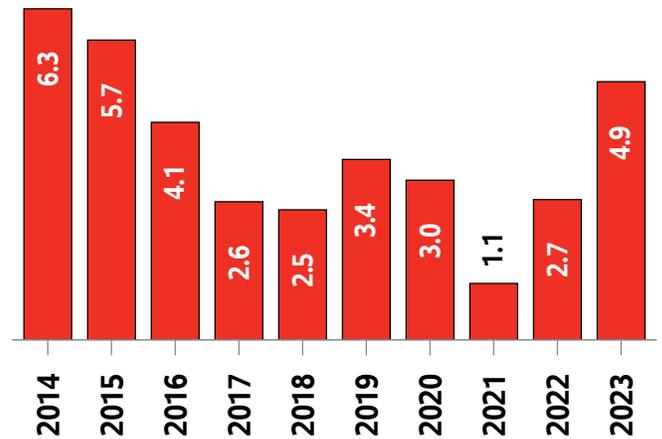
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	15	-28.6%	-53.1%	-55.9%	-53.1%	-6.3%	-31.8%
Dollar Volume	\$10,588,200	-21.0%	-53.8%	-40.1%	-4.0%	201.1%	119.6%
New Listings	47	4.4%	56.7%	27.0%	23.7%	27.0%	0.0%
Active Listings	104	5.1%	166.7%	89.1%	19.5%	20.9%	-37.3%
Sales to New Listings Ratio ¹	31.9	46.7	106.7	91.9	84.2	43.2	46.8
Months of Inventory ²	6.9	4.7	1.2	1.6	2.7	5.4	7.5
Average Price	\$705,880	10.6%	-1.4%	35.8%	104.7%	221.1%	222.1%
Median Price	\$647,500	7.9%	0.6%	30.2%	96.2%	201.2%	232.1%
Sale to List Price Ratio ³	96.0	95.0	108.6	105.8	100.4	98.2	95.4
Median Days on Market	43.0	32.0	9.5	7.0	11.0	20.0	41.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	295	-7.8%	-31.6%	-32.5%	-16.0%	-17.8%	10.1%
Dollar Volume	\$200,874,483	-14.5%	-26.0%	-3.6%	63.5%	113.7%	235.0%
New Listings	607	-7.0%	20.4%	10.0%	21.4%	14.1%	2.2%
Active Listings ⁴	92	9.6%	170.1%	7.0%	20.5%	-12.1%	-38.0%
Sales to New Listings Ratio ⁵	48.6	49.0	85.5	79.2	70.2	67.5	45.1
Months of Inventory ⁶	3.4	2.9	0.9	2.2	2.4	3.2	6.1
Average Price	\$680,930	-7.3%	8.1%	42.8%	94.5%	160.0%	204.3%
Median Price	\$635,000	-9.3%	5.8%	41.1%	92.4%	155.0%	192.3%
Sale to List Price Ratio ⁷	97.5	107.2	111.5	102.6	100.3	97.2	96.5
Median Days on Market	23.0	9.0	7.0	10.0	13.0	28.0	39.0

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.

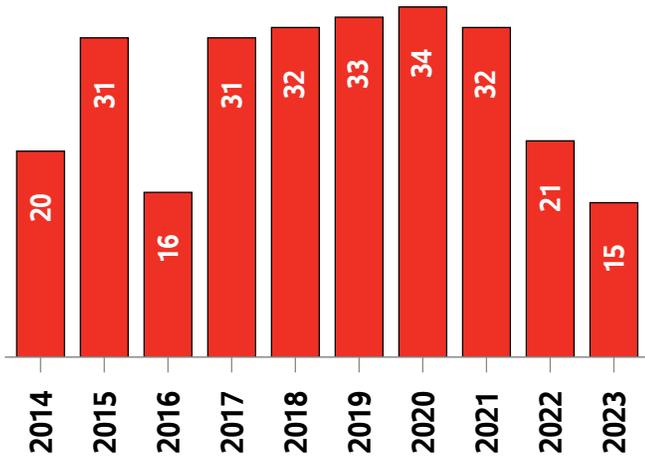
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

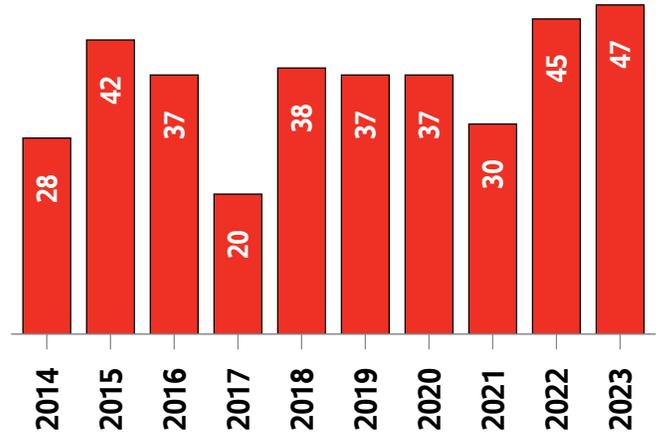
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

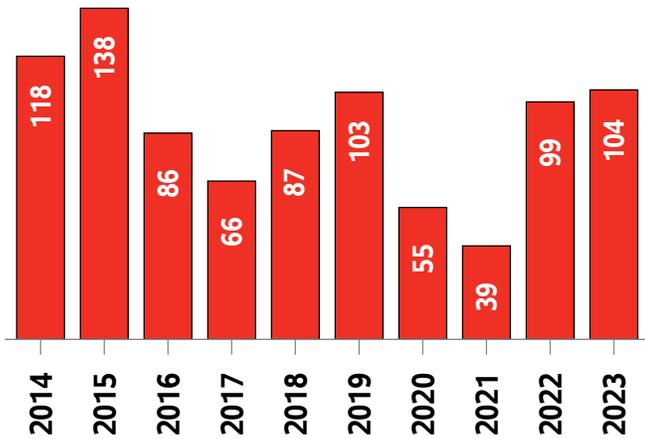
Sales Activity (November only)



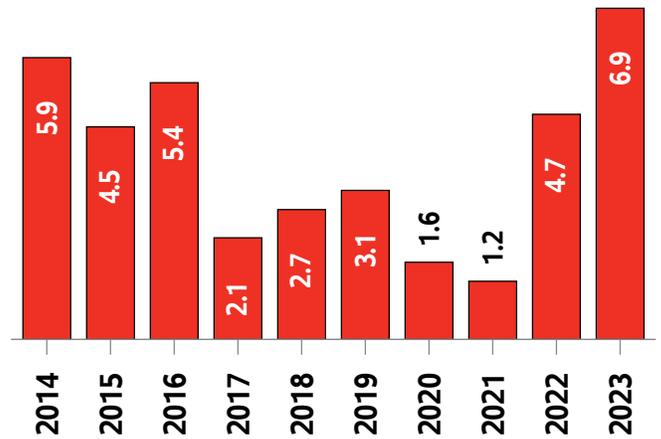
New Listings (November only)



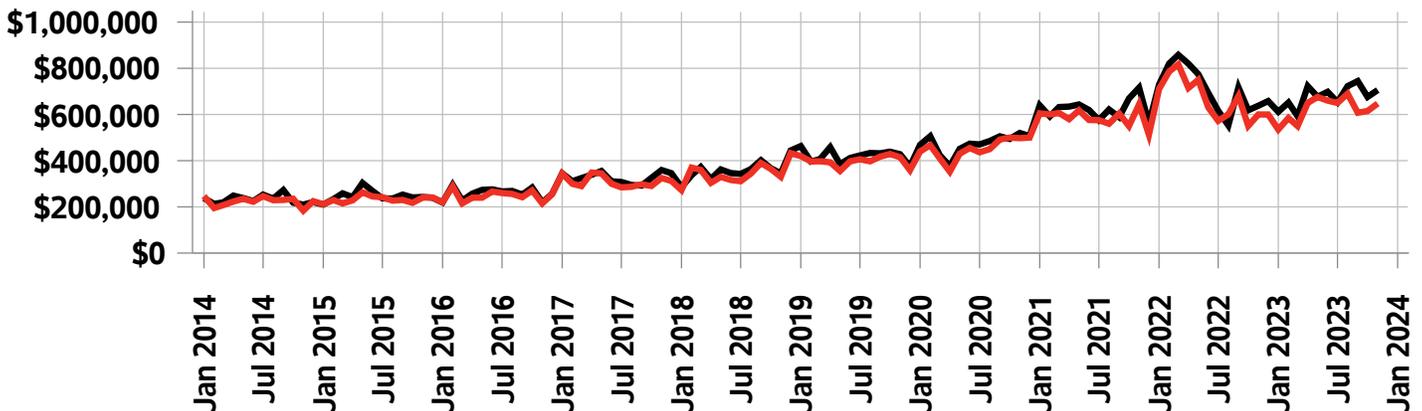
Active Listings (November only)



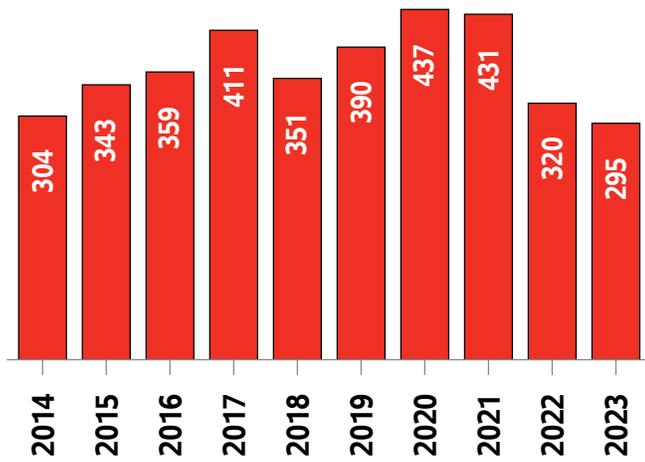
Months of Inventory (November only)



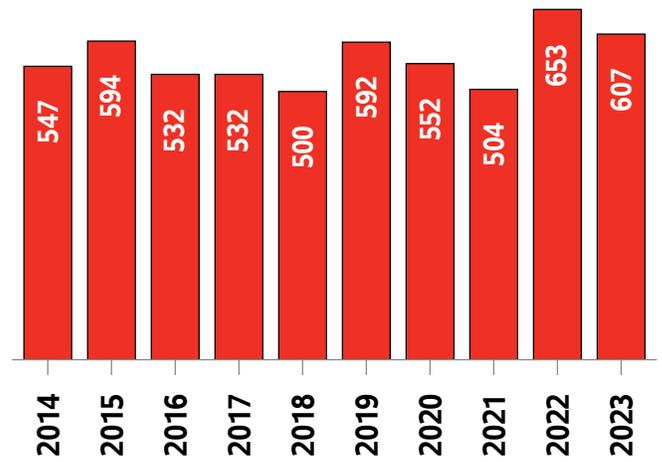
Average Price and Median Price



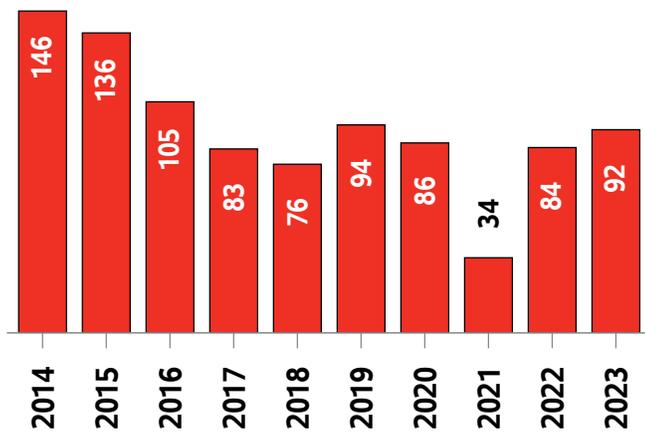
Sales Activity (November Year-to-date)



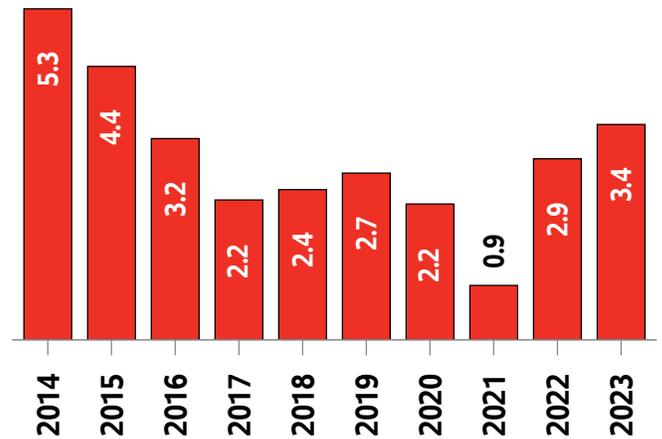
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	63	46.5%	-16.0%	-1.6%	5.0%	3.3%	40.0%
Dollar Volume	\$35,268,164	57.8%	-22.4%	28.9%	99.5%	166.3%	311.1%
New Listings	96	23.1%	26.3%	65.5%	50.0%	41.2%	81.1%
Active Listings	155	28.1%	638.1%	400.0%	154.1%	31.4%	-25.5%
Sales to New Listings Ratio ¹	65.6	55.1	98.7	110.3	93.8	89.7	84.9
Months of Inventory ²	2.5	2.8	0.3	0.5	1.0	1.9	4.6
Average Price	\$559,812	7.7%	-7.6%	30.9%	90.0%	157.8%	193.6%
Median Price	\$569,033	13.8%	3.2%	41.4%	104.7%	177.6%	216.1%
Sale to List Price Ratio ³	98.1	97.7	112.5	105.9	100.4	97.4	97.1
Median Days on Market	21.0	34.0	6.0	8.5	10.5	22.0	45.0

Year-to-date	November 2023	Compared to ⁸					
		November 2022	November 2021	November 2020	November 2018	November 2016	November 2013
Sales Activity	622	-9.2%	-26.5%	-13.4%	-17.2%	-17.5%	3.0%
Dollar Volume	\$355,760,352	-17.9%	-23.4%	22.5%	58.4%	109.4%	199.2%
New Listings	1,023	-8.5%	8.1%	26.5%	19.1%	10.8%	6.6%
Active Listings ⁴	121	28.8%	259.6%	130.4%	78.6%	-10.3%	-45.3%
Sales to New Listings Ratio ⁵	60.8	61.3	89.4	88.8	87.4	81.7	62.9
Months of Inventory ⁶	2.1	1.5	0.4	0.8	1.0	2.0	4.0
Average Price	\$571,962	-9.6%	4.1%	41.4%	91.2%	153.8%	190.6%
Median Price	\$560,018	-8.2%	4.7%	42.9%	93.2%	159.6%	201.1%
Sale to List Price Ratio ⁷	99.0	108.3	110.9	103.3	101.3	98.0	97.1
Median Days on Market	17.0	8.0	6.0	8.0	10.0	23.0	39.0

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.

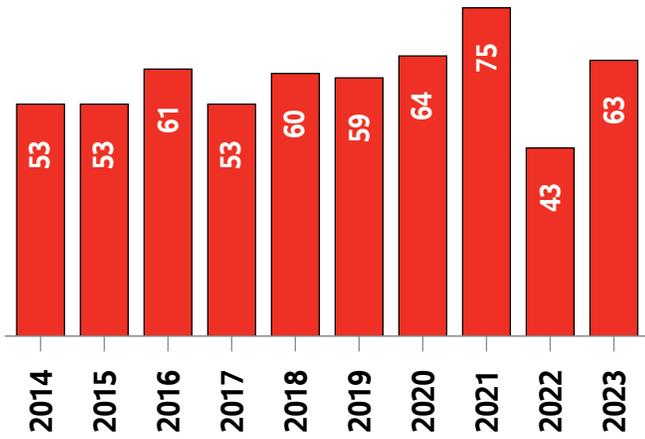
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

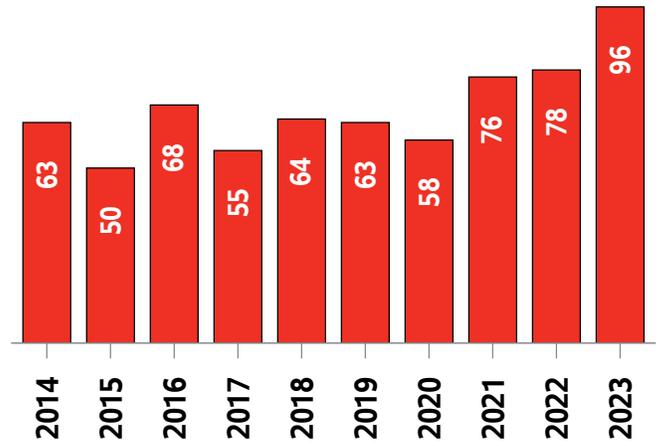
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

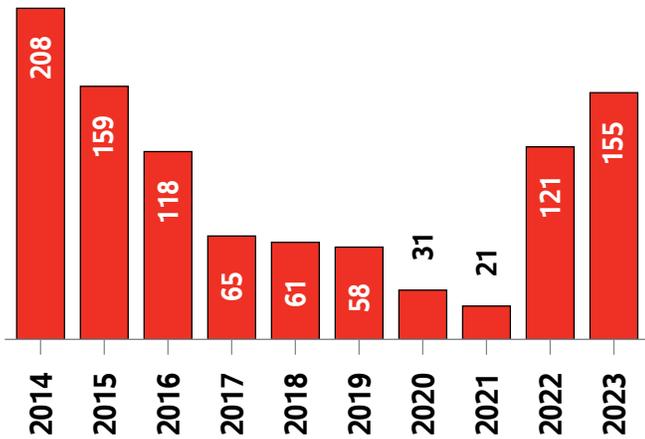
Sales Activity (November only)



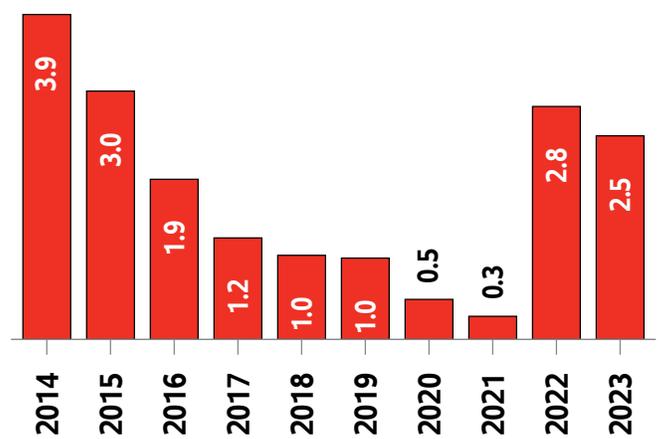
New Listings (November only)



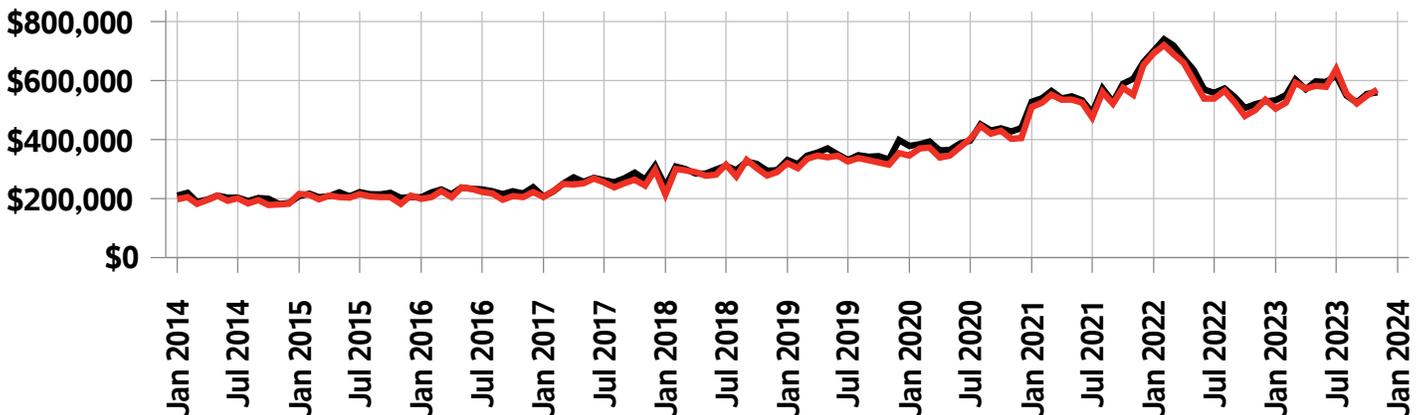
Active Listings (November only)



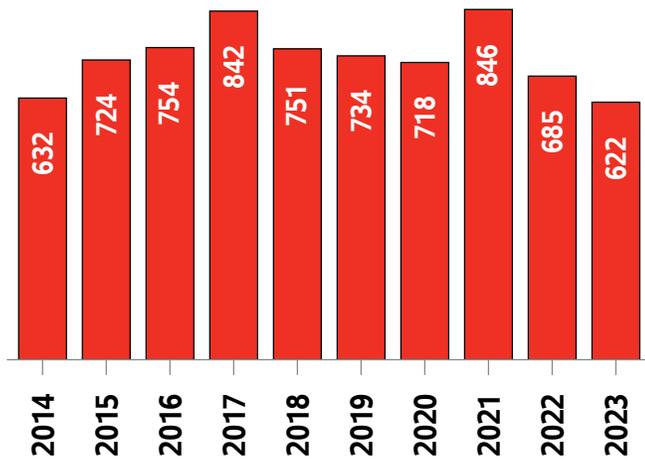
Months of Inventory (November only)



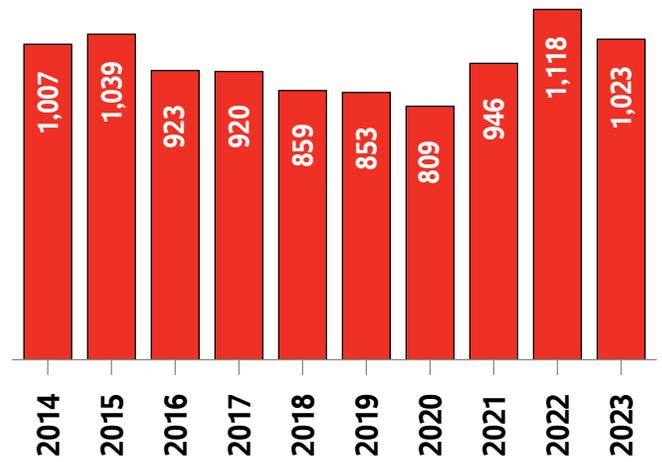
Average Price and Median Price



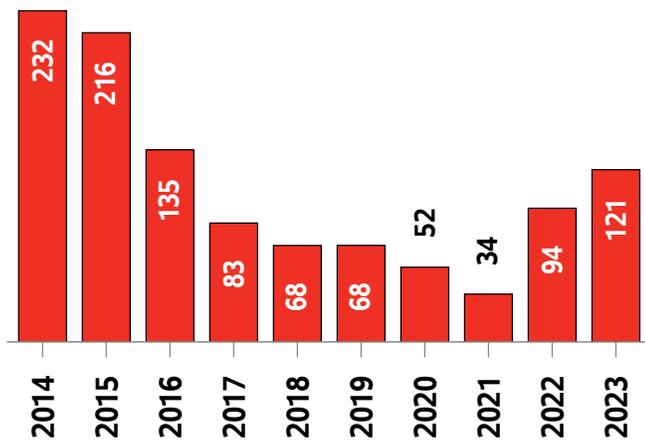
Sales Activity (November Year-to-date)



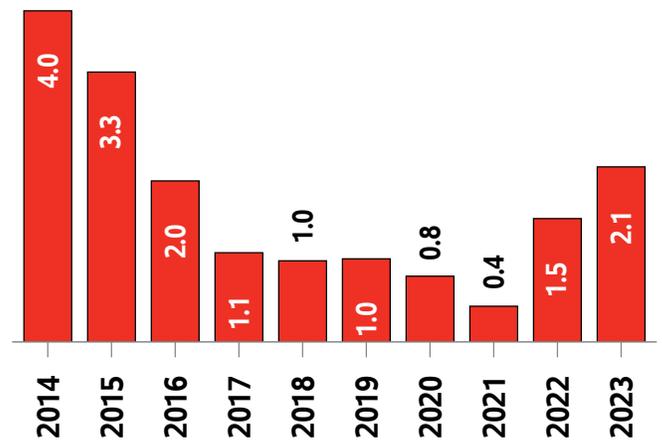
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



Months of Inventory ² (November 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.