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## Quick Review

In August, 2023, we have seen 15.3K properties listed which has resulted in an 8.50% increase from August, 2022 in which 14.1K properties were listed; We have seen a year to date volume of 125K in 2023 and 149K in 2022 resulting in a 16.62% decrease.

In August, 2023, we have seen a total volume of 5.96K sold properties which has resulted in a 10.71% decrease from August, 2022 in which 6.67K listings were sold; We have seen a year to date volume of 59.4K in 2023 and 69.1K in 2022 resulting in a 14.01% decrease.

The average sales price in August, 2023 is $1.06M, a 3.79% decrease from August, 2022. The average sales price of August, 2022 was $1.10M. We have seen a year to date average sales price of $1.11M in 2023 and $1.22M in 2022 resulting in an 8.67% decrease.

The average ask to sell ratio in August, 2023 was 1.008, a 2.54% increase from August, 2022 with an ask to sell ratio of 0.983. We have seen a year to date average ask to sell ratio of 1.023 in 2023 and 1.081 in 2022 resulting in a 5.37% decrease.

## Key Figures

| | Aug, 2023 | Aug, 2022 | Percent Change |
|---|---|---|---|
| *New Listings* | 15.3K | 14.1K | +8.50% |
| *Average Asking Price* | $1.23M | $1.21M | +1.52% |
| *Sold Properties* | 5.96K | 6.67K | -10.71% |
| *Average Sale Price* | $1.06M | $1.10M | -3.79% |
| *Days on Market Until Sale* | 22.00 | 25.00 | -12.00% |
| *Average Ask to Sell Ratio* | 1.008 | 0.983 | +2.54% |

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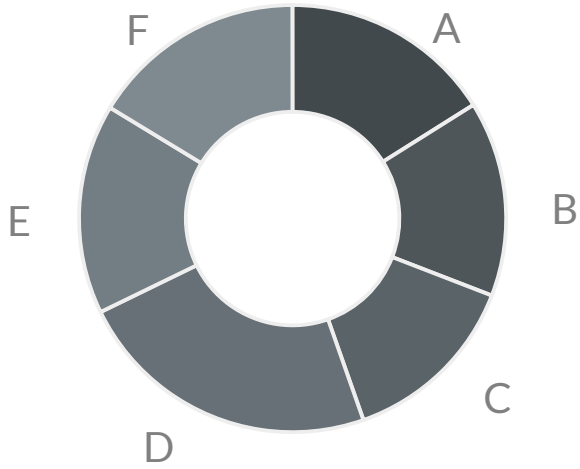


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## New Listings

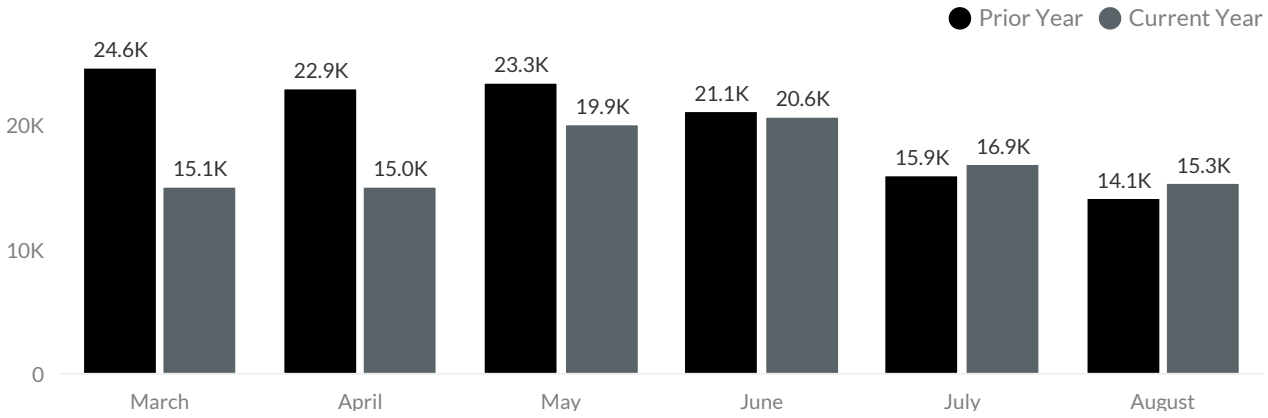
Overview of the number of listings which have been added to the market as of August, 2023

| 45% | -40% | 7% | 8% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **22.0K** | **13.1K** | **14.1K** | **15.3K** |
| Aug, 2020 | Aug, 2021 | Aug, 2022 | Aug, 2023 |




## Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis




**A** AUG, 2023
There were 15.3K new listings, an 8.50% increase from August, 2022

**B** AUG, 2022
There were 14.1K new listings, a 7.62% increase from August, 2021

**C** AUG, 2021
There were 13.1K new listings, a 40.62% decrease from August, 2020

**D** AUG, 2020
There were 22.0K new listings, a 45.70% increase from August, 2019

**E** AUG, 2019
There were 15.1K new listings, a 2.46% decrease from August, 2018

**F** AUG, 2018
There were 15.5K new listings, a 5.61% increase from August, 2017

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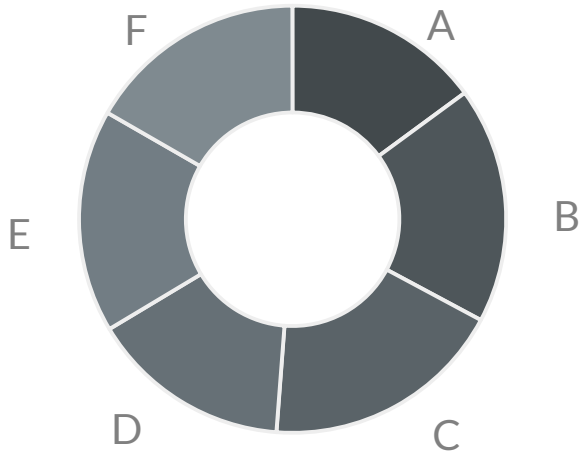


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## New Listings

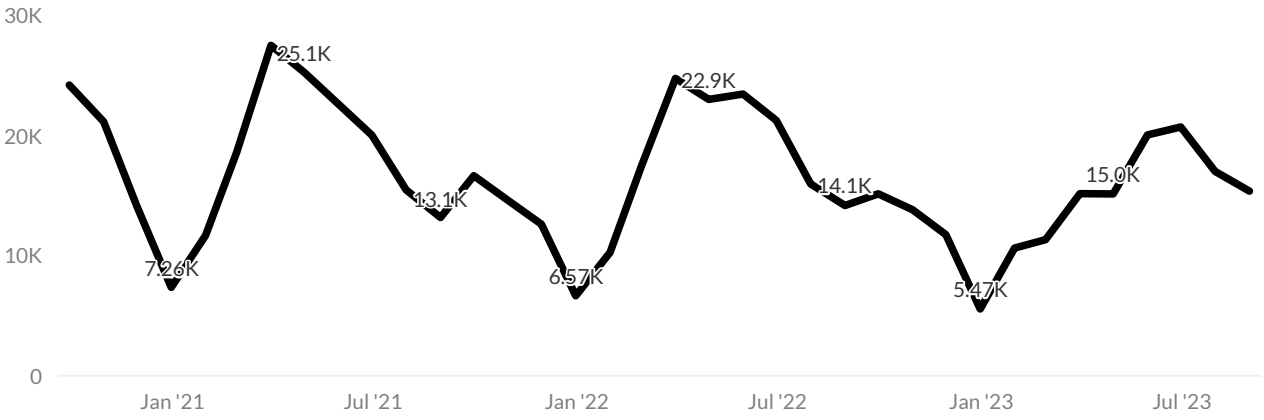
Overview of the number of listings which have been added to the market as of August, 2023

| -10% | 21% | -2% | -16% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **127K** | **153K** | **149K** | **125K** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis




**A** YTD 2023
There were 125K new listings, a 16.62% decrease from August, 2022

**B** YTD 2022
There were 149K new listings, a 2.64% decrease from August, 2021

**C** YTD 2021
There were 153K new listings, a 21.04% increase from August, 2020

**D** YTD 2020
There were 127K new listings, a 10.16% decrease from August, 2019

**E** YTD 2019
There were 141K new listings, a 1.36% increase from August, 2018

**F** YTD 2018
There were 139K new listings, an 8.94% decrease from August, 2017

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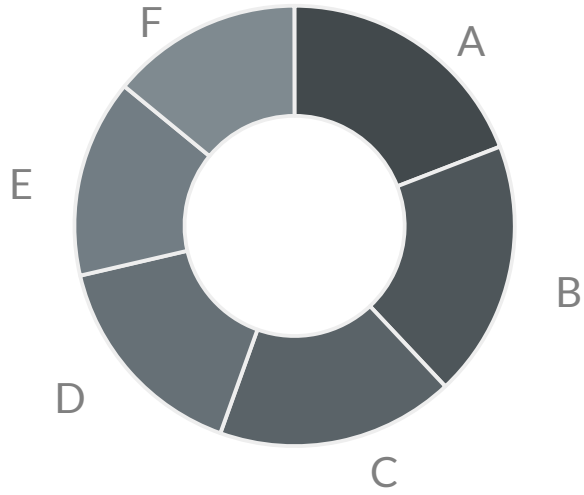
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## Average Asking Price

Overview of the average asking price based on new listings as of August, 2023

| 9% | 9% | 7% | 1% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |

| $1.02M | $1.12M | $1.21M | $1.23M |
|---|---|---|---|
| Aug, 2020 | Aug, 2021 | Aug, 2022 | Aug, 2023 |




**A** AUG, 2023
The average asking price was $1.23M, a 1.52% increase from August, 2022

**B** AUG, 2022
The average asking price was $1.21M, a 7.86% increase from August, 2021

**C** AUG, 2021
The average asking price was $1.12M, a 9.98% increase from August, 2020

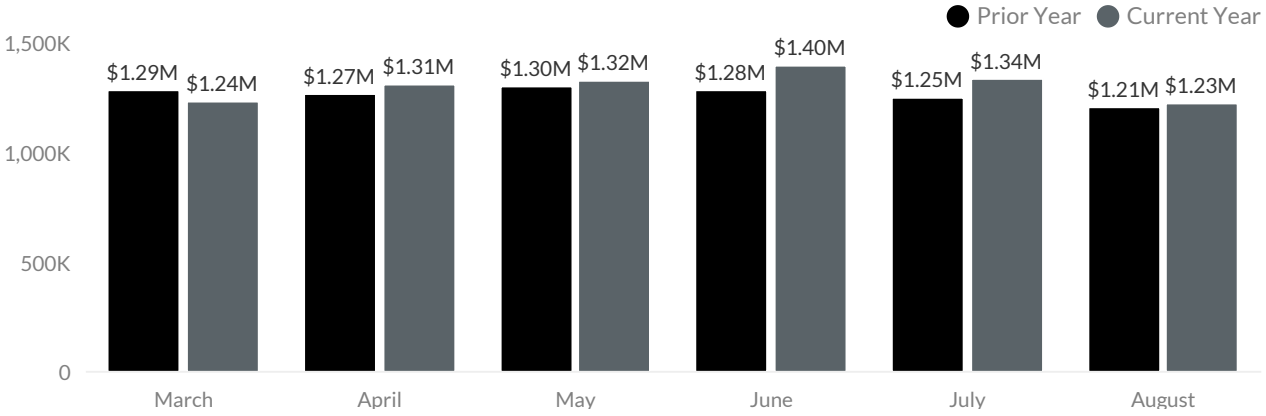
**D** AUG, 2020
The average asking price was $1.02M, a 9.13% increase from August, 2019

**E** AUG, 2019
The average asking price was $934K, a 3.58% increase from August, 2018

**F** AUG, 2018
The average asking price was $901K, a 4.58% increase from August, 2017

## Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis




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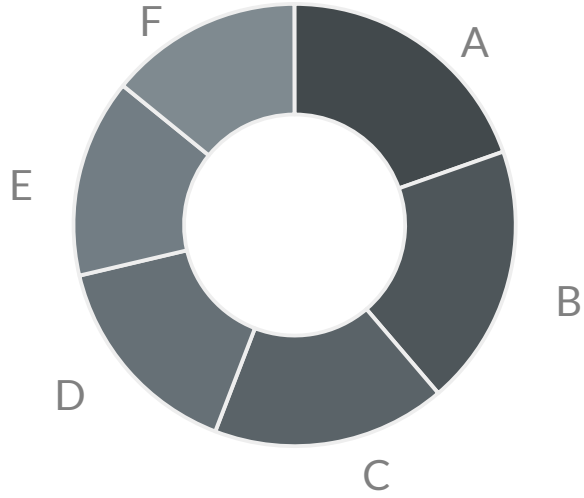


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## Average Asking Price

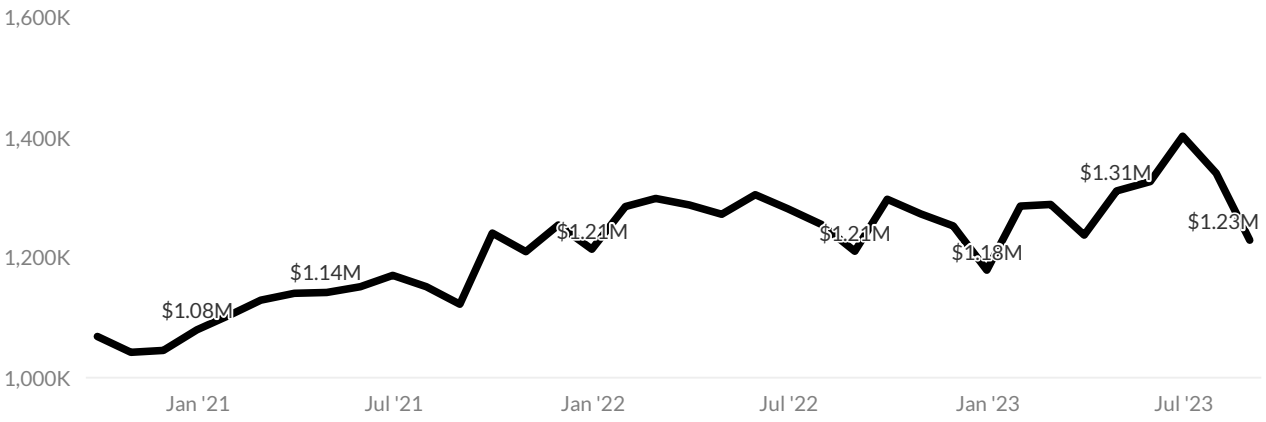
Overview of the average asking price based on new listings as of August, 2023

| 6% | 10% | 11% | 2% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **$1.03M** | **$1.14M** | **$1.28M** | **$1.31M** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis




### A YTD 2023

The average asking price was $1.31M, a 2.51% increase from August, 2022

### B YTD 2022

The average asking price was $1.28M, an 11.88% increase from August, 2021

### C YTD 2021

The average asking price was $1.14M, a 10.46% increase from August, 2020

### D YTD 2020

The average asking price was $1.03M, a 6.51% increase from August, 2019

### E YTD 2019

The average asking price was $969K, a 2.86% increase from August, 2018

### F YTD 2018

The average asking price was $942K, a 3.56% increase from August, 2017

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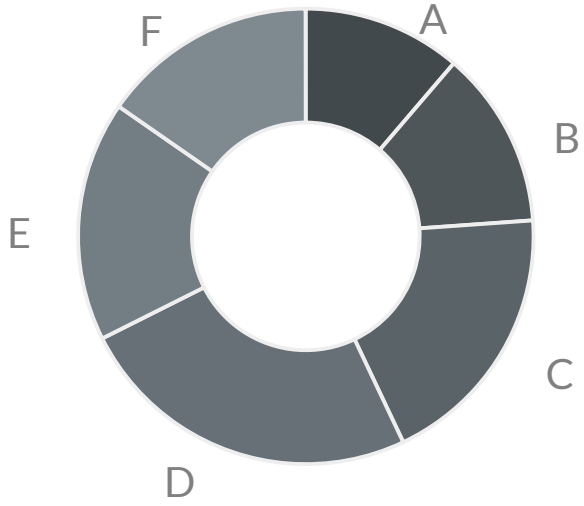


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## Sold Properties

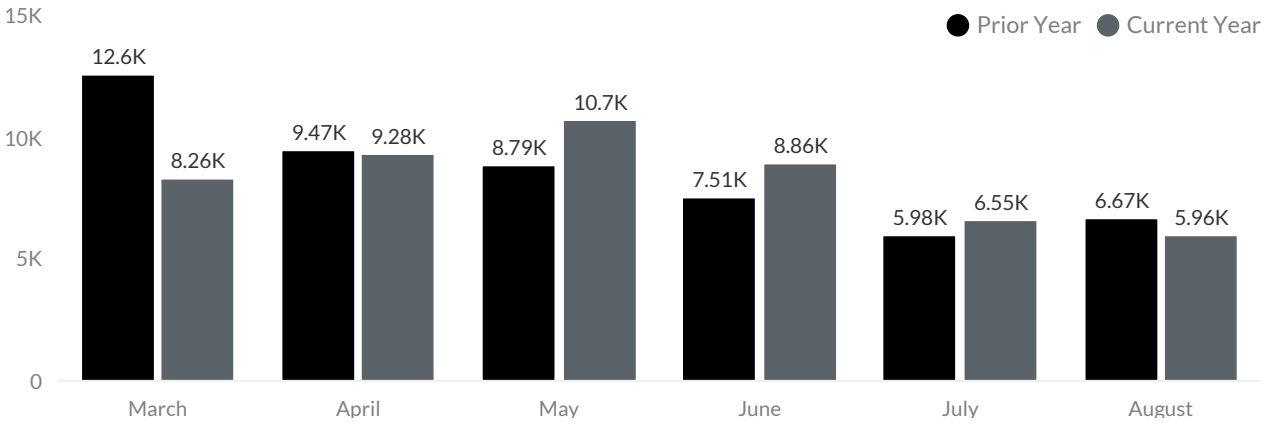
Overview of the number of sold properties as of August, 2023

| 44% | -22% | -33% | -10% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **13.0K** | **10.1K** | **6.67K** | **5.96K** |
| Aug, 2020 | Aug, 2021 | Aug, 2022 | Aug, 2023 |




## Monthly Sold Properties

Overview of the number of sold properties on a monthly basis




**A** AUG, 2023
There were 5.96K sold properties, a 10.71% decrease from August, 2022

**B** AUG, 2022
There were 6.67K sold properties, a 33.84% decrease from August, 2021

**C** AUG, 2021
There were 10.1K sold properties, a 22.55% decrease from August, 2020

**D** AUG, 2020
There were 13.0K sold properties, a 44.34% increase from August, 2019

**E** AUG, 2019
There were 9.02K sold properties, an 11.29% increase from August, 2018

**F** AUG, 2018
There were 8.10K sold properties, a 7.67% increase from August, 2017

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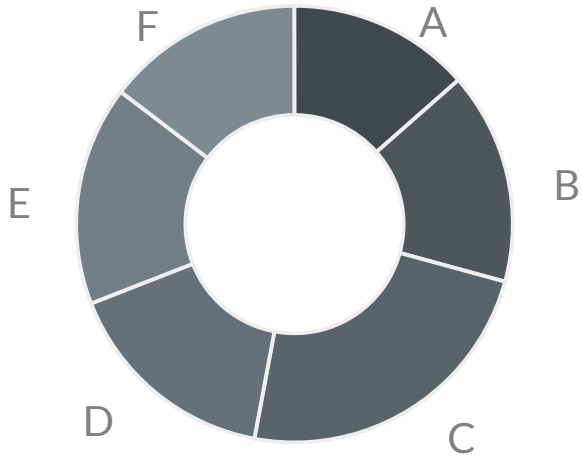


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## Sold Properties

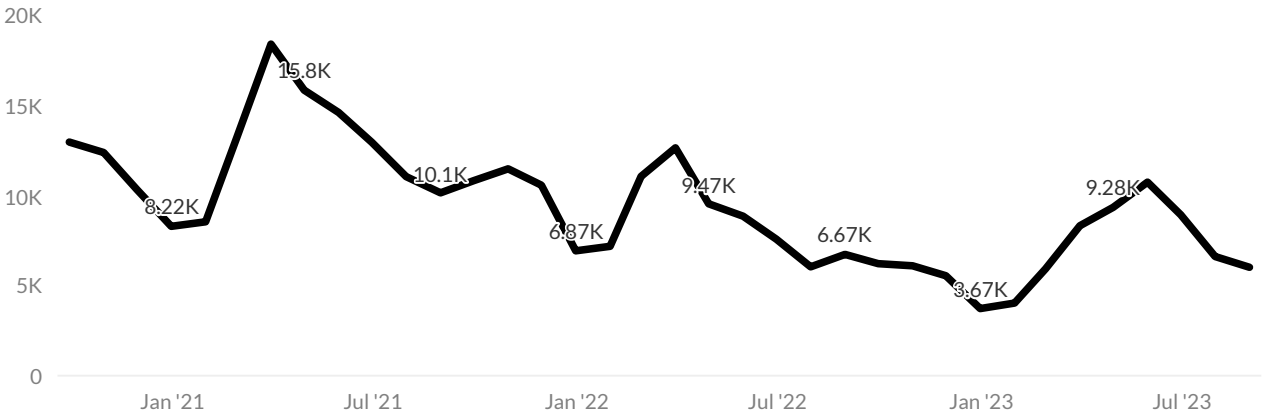
Overview of the number of sold properties as of August, 2023

| -0.82% | 46% | -33% | -14% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **71.0K** | **104K** | **69.1K** | **59.4K** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Sold Properties

Overview of the number of sold properties on a monthly basis




**A** YTD 2023
There were 59.4K sold properties, a 14.01% decrease from August, 2022

**B** YTD 2022
There were 69.1K sold properties, a 33.66% decrease from August, 2021

**C** YTD 2021
There were 104K sold properties, a 46.78% increase from August, 2020

**D** YTD 2020
There were 71.0K sold properties, a 0.82% decrease from August, 2019

**E** YTD 2019
There were 71.6K sold properties, an 11.27% increase from August, 2018

**F** YTD 2018
There were 64.3K sold properties, a 19.28% decrease from August, 2017

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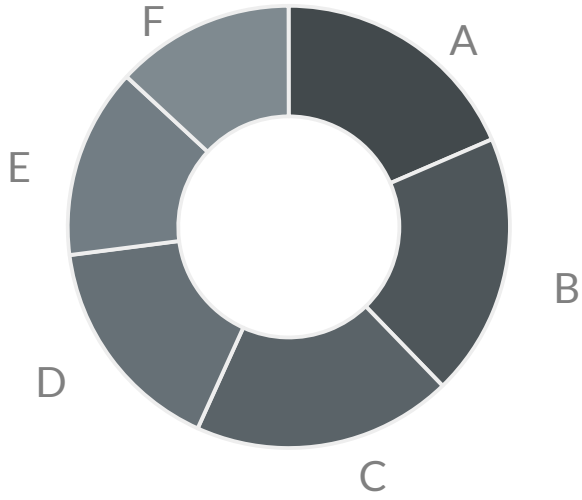


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## Average Sale Price

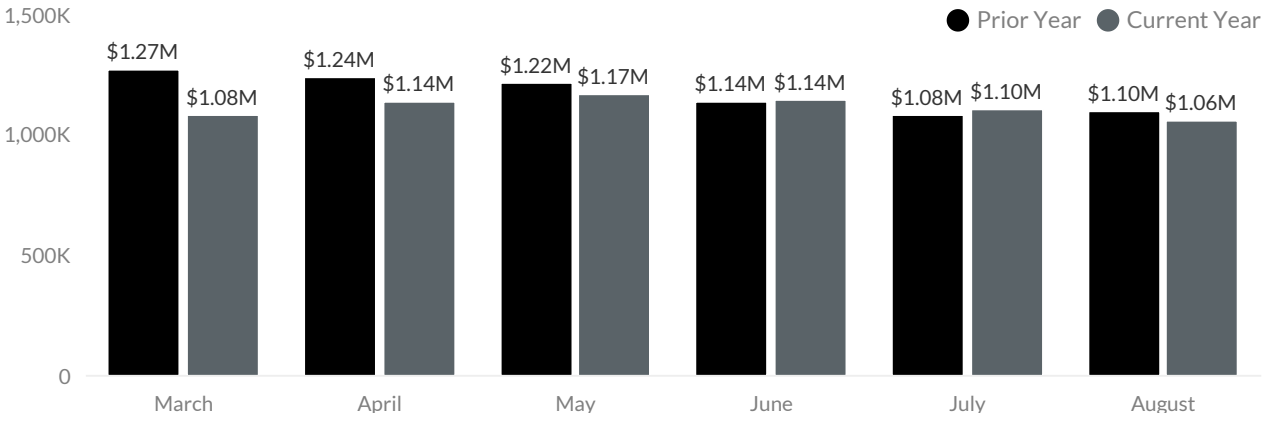
Overview of the average selling price based on sold listings as of August, 2023

| 16% | 17% | 1% | -3% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **$923K** | **$1.08M** | **$1.10M** | **$1.06M** |
| Aug, 2020 | Aug, 2021 | Aug, 2022 | Aug, 2023 |




## Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis




**A** AUG, 2023
The average sales price was $1.06M, a 3.79% decrease from August, 2022

**B** AUG, 2022
The average sales price was $1.10M, a 1.28% increase from August, 2021

**C** AUG, 2021
The average sales price was $1.08M, a 17.41% increase from August, 2020

**D** AUG, 2020
The average sales price was $923K, a 16.19% increase from August, 2019

**E** AUG, 2019
The average sales price was $794K, a 6.29% increase from August, 2018

**F** AUG, 2018
The average sales price was $747K, a 4.16% increase from August, 2017

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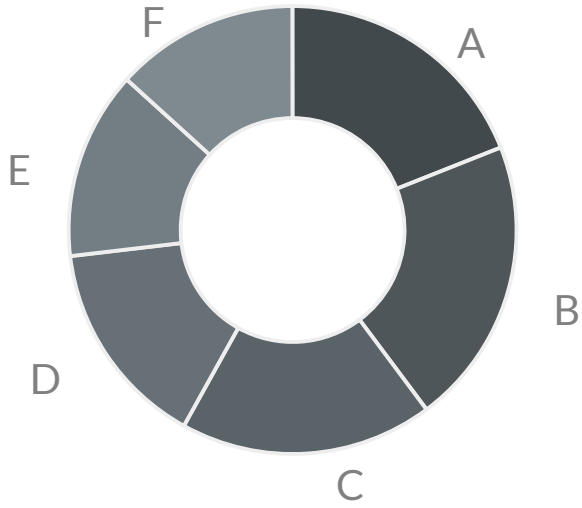


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## Average Sale Price

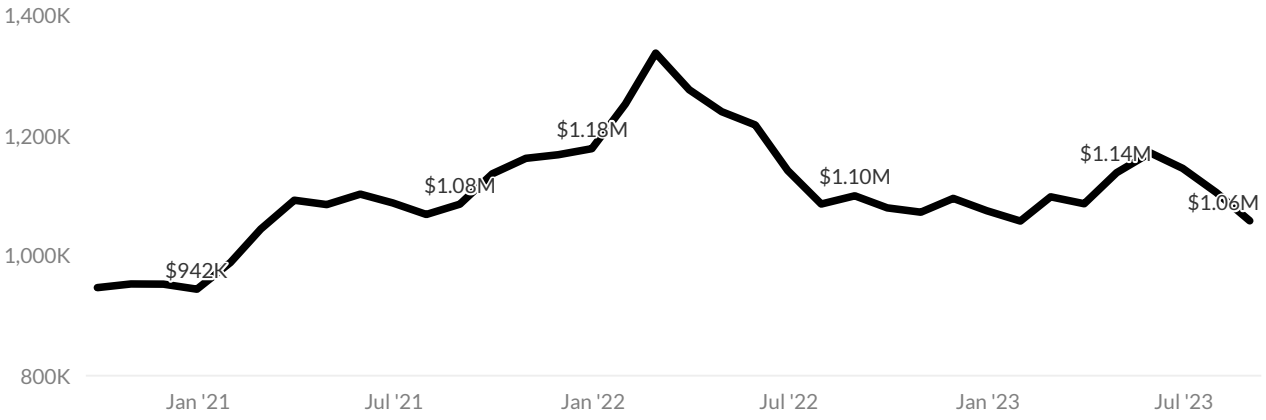
Overview of the average selling price based on sold listings as of August, 2023

| 10% | 21% | 13% | -8% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **$885K** | **$1.07M** | **$1.22M** | **$1.11M** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis




### A YTD 2023

The average sales price was $1.11M, an 8.67% decrease from August, 2022

### B YTD 2022

The average sales price was $1.22M, a 13.82% increase from August, 2021

### C YTD 2021

The average sales price was $1.07M, a 21.23% increase from August, 2020

### D YTD 2020

The average sales price was $885K, a 10.91% increase from August, 2019

### E YTD 2019

The average sales price was $798K, a 2.43% increase from August, 2018

### F YTD 2018

The average sales price was $779K, a 5.79% decrease from August, 2017

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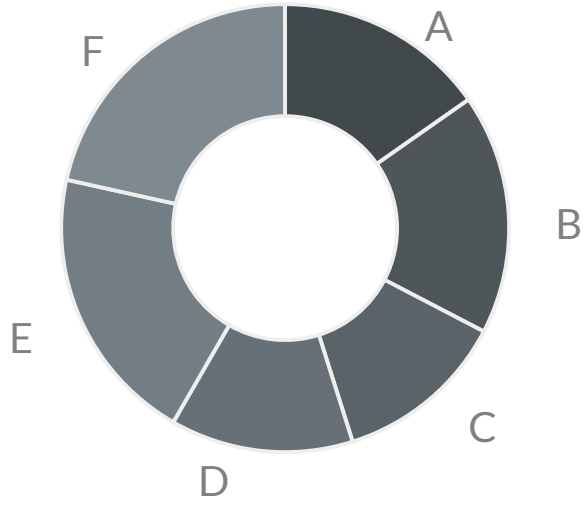


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## Days on Market Until Sale

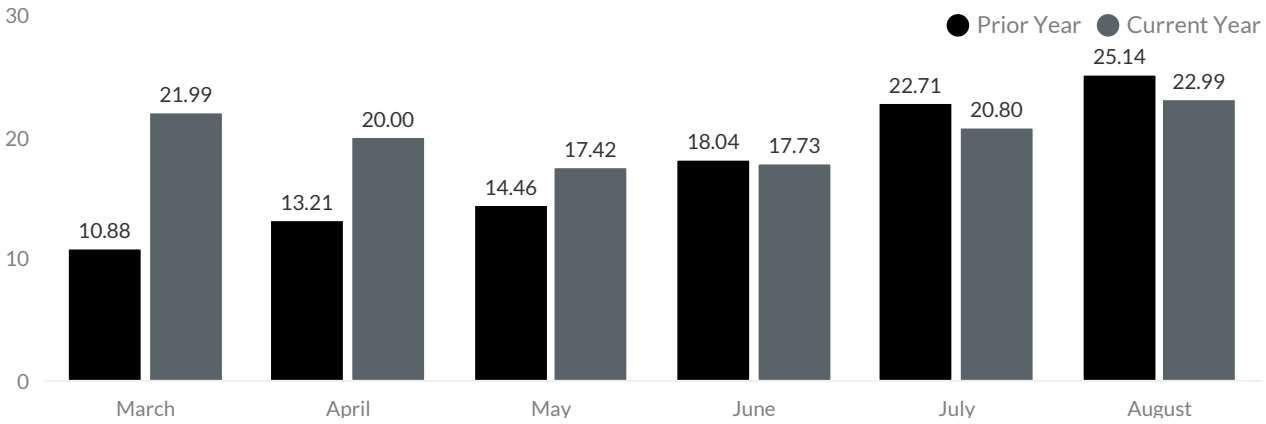
Overview of the average number of days that sold listings as of August, 2023 have been on the market for

| -34% | -5% | 38% | -12% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **19.00** | **18.00** | **25.00** | **22.00** |
| Aug, 2020 | Aug, 2021 | Aug, 2022 | Aug, 2023 |




## Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis




### A AUG, 2023

The average days on market was 22.00, a 12.00% decrease from August, 2022

### B AUG, 2022

The average days on market was 25.00, a 38.89% increase from August, 2021

### C AUG, 2021

The average days on market was 18.00, a 5.26% decrease from August, 2020

### D AUG, 2020

The average days on market was 19.00, a 34.48% decrease from August, 2019

### E AUG, 2019

The average days on market was 29.00, a 6.45% decrease from August, 2018

### F AUG, 2018

The average days on market was 31.00, a 10.71% increase from August, 2017

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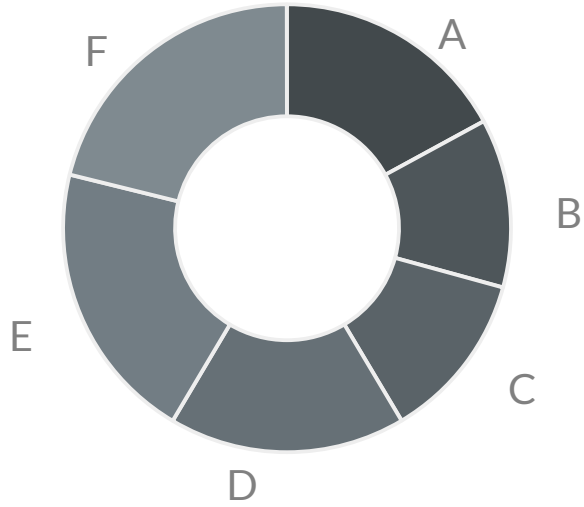


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## Days on Market Until Sale

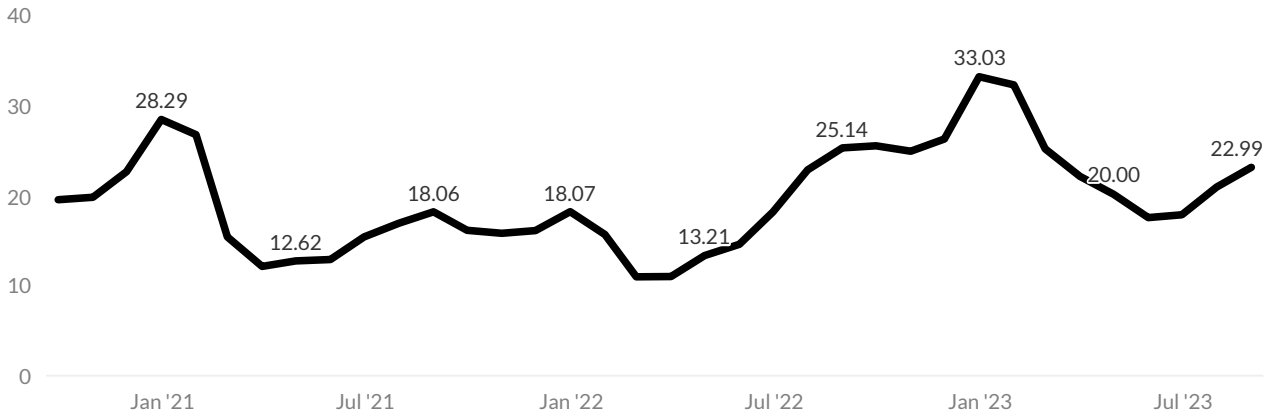
Overview of the average number of days that sold listings as of August, 2023 have been on the market for

| -16% | -28% | 0.00% | 40% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **21.00** | **15.00** | **15.00** | **21.00** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis




### A YTD 2023

The average days on market was 21.00, a 40.00% increase from August, 2022

### B YTD 2022

The average days on market was 15.00, no increase or decrease from August, 2021

### C YTD 2021

The average days on market was 15.00, a 28.57% decrease from August, 2020

### D YTD 2020

The average days on market was 21.00, a 16.00% decrease from August, 2019

### E YTD 2019

The average days on market was 25.00, a 3.85% decrease from August, 2018

### F YTD 2018

The average days on market was 26.00, a 52.94% increase from August, 2017

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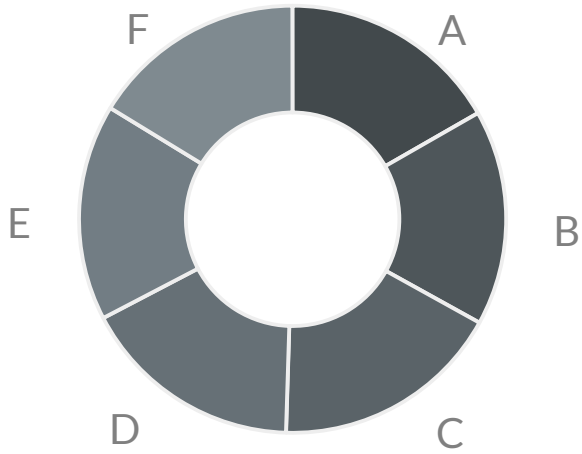


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## Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of August, 2023

| 2% | 3% | -6% | 2% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **1.016** | **1.051** | **0.983** | **1.008** |
| Aug, 2020 | Aug, 2021 | Aug, 2022 | Aug, 2023 |




### A AUG, 2023

The average ask to sell ratio was 1.008, a 2.54% increase from August, 2022

### B AUG, 2022

The average ask to sell ratio was 0.983, a 6.52% decrease from August, 2021

### C AUG, 2021

The average ask to sell ratio was 1.051, a 3.51% increase from August, 2020

### D AUG, 2020

The average ask to sell ratio was 1.016, a 2.86% increase from August, 2019

### E AUG, 2019

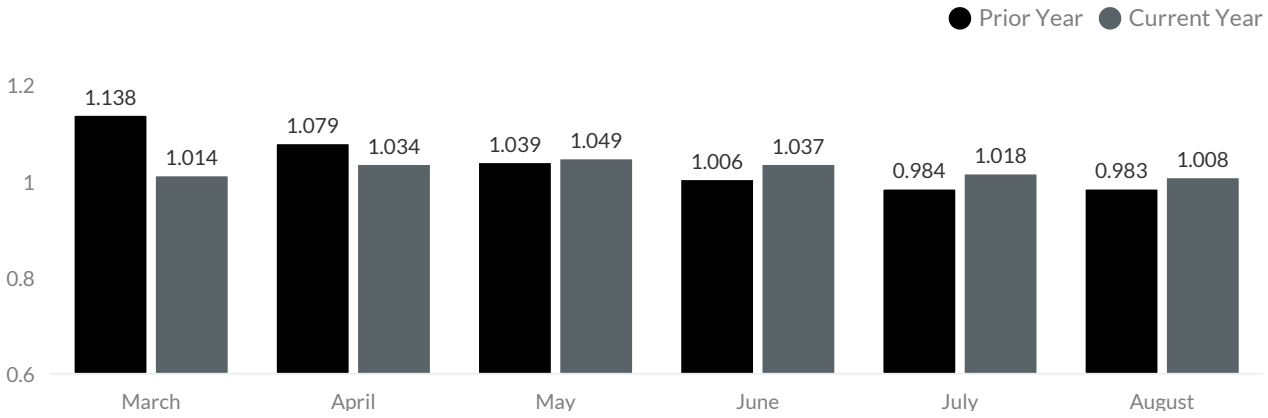
The average ask to sell ratio was 0.987, a 0.77% increase from August, 2018

### F AUG, 2018

The average ask to sell ratio was 0.980, a 0.07% decrease from August, 2017

## Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis




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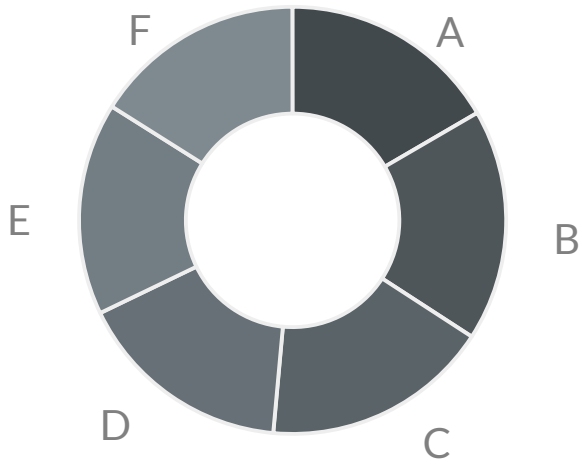


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## Average Ask to Sell Ratio

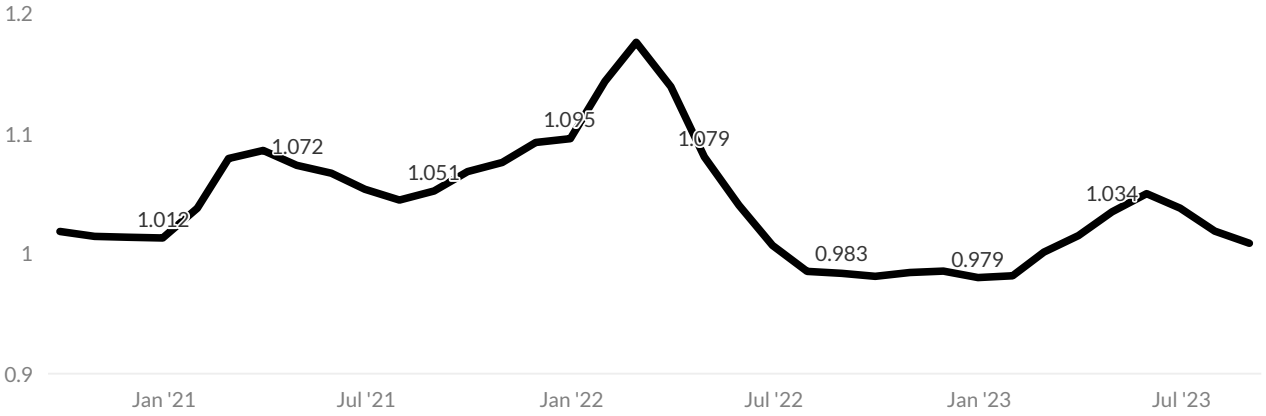
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of August, 2023

| 1% | 5% | 1% | -5% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **1.010** | **1.064** | **1.081** | **1.023** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis




### A YTD 2023

The average ask to sell ratio was 1.023, a 5.37% decrease from August, 2022

### B YTD 2022

The average ask to sell ratio was 1.081, a 1.61% increase from August, 2021

### C YTD 2021

The average ask to sell ratio was 1.064, a 5.34% increase from August, 2020

### D YTD 2020

The average ask to sell ratio was 1.010, a 1.96% increase from August, 2019

### E YTD 2019

The average ask to sell ratio was 0.991, a 0.28% increase from August, 2018

### F YTD 2018

The average ask to sell ratio was 0.988, a 6.25% decrease from August, 2017

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