April | 2024

	Average sale price	Number of sales	New inventory	Sales/new ratio	Median sale price
Apr l 2024	$ 1,095,865	145	311	47%	$ 1,040,000
Mar l 2024	$ 1,061,031	155	273	57%	$ 1,005,000
% CHANGE (+/-)	3%	-6%	14%	-18%	3%
Apr l 2023	$ 1,118,827	155	220	70%	$ 1,050,000
% CHANGE (+/-)	-2%	-6%	41%		-1%

NEW INVENTORY

	Apr l 2024	Mar l 2024		TREND
Detached homes	151	131	15%	▲
Semi-detached	27	27	0%	-
Att/Row/Twnhouse	72	62	16%	▲
Condo Townhouse	17	11	55%	▲
Condo Apartment	44	42	5%	▲
Other	0	0		-
TOTAL	311	273	14%	▲
sales to new ratio	0.47	0.57		

To appropriately measure market activity, Sales/New Listing Ratio is used as much as possible. The primary purpose of this ratio is to measure the balance between market supply and demand.

A ratio above .60 is considered a seller's market

A ratio of less than .40 is considered to be a buyer's market

*To determine between a seller's market and a buyer's market is the Sales-to-New-Listings-Ratio. Take the number of new listings and the number of past sales, and divide the two numbers to get a ratio.

SALES BY INVENTORY TYPE

	Detached	Semi-detached	Att/Row/Townhouse	Condo Townhouse	Condo Apartment	Other
Apr l 2024	66	10	40	7	22	0
Mar l 2024	62	15	51	9	18	0
	6%	-33%	-22%	-22%	22%	

AVERAGE SALE PRICE VS. # OF SALES

	Aug l 2023	Sept l 2023	Oct l 2023	Nov l 2023	Dec l 2023	Jan l 2024	Feb l 2024	Mar l 2024	Apr l 2024
sale price	$ 1,083,812	$ 1,053,783	$ 1,036,226	$ 1,041,949	$ 990,944	$ 1,033,641	$ 1,106,624	$ 1,061,031	$ 1,095,865
# of sales	138	100	106	99	87	111	151	155	145

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