

	Average sale price	Number of sales	New inventory	Sales/new ratio	Median sale price
Jan I 2024	\$ 1,033,641	111	180	62%	\$ 999,999
Dec I 2023	\$ 990,944	87	81	107%	\$ 910,000
% CHANGE (+/-)	4%	28%	122%	-43%	10%

Jan 2023 TOTAL	\$ 1,055,208	64	142	45%	\$ 960,000
% CHANGE (+/-)	-2%	73%	27%		4%

NEW INVENTORY

	Jan I 2024	Dec I 2023		TREND
Detached homes	82	95	-14%	▼
Semi-detached	10	23	-57%	▼
Att/Row/Twnhouse	41	51	-20%	▼
Condo Townhouse	8	16	-50%	▼
Condo Apartment	39	34	15%	▲
Other	0	0	100%	-
TOTAL	180	219	-18%	▼
sales to new ratio	0.62	1.07		

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
Jan I 2024	48	9	41	3	9	1
Dec I 2023	40	6	21	5	14	1
	20%	50%	95%	-40%	-36%	0%

AVERAGE SALE PRICE VS. # OF SALES

	May 2023	June I 2023	July I 2023	Aug I 2023	Sept I 2023	Oct I 2023	Nov I 2023	Dec I 2023	Jan I 2024
sale price	\$ 1,117,530	\$ 1,115,784	\$ 1,079,477	\$ 1,083,812	\$ 1,053,783	\$ 1,036,226	\$ 1,041,949	\$ 990,944	\$ 1,033,641
# of sales	202	171	129	138	100	106	99	87	111

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