

# Sales and Inventory Report

Prepared January 4, 2024

County: Monmouth

Category: Single Family

| Month        | Year        | Monthly Sales | No. of Homes for Sale | Months of Inventory | Average Price  |
|--------------|-------------|---------------|-----------------------|---------------------|----------------|
| January      | 2020        | 478           | 1992                  | 4.17                | 566,270        |
| February     | 2020        | 360           | 2060                  | 5.72                | 524,888        |
| March        | 2020        | 482           | 2205                  | 4.57                | 592,299        |
| April        | 2020        | 494           | 2008                  | 4.06                | 624,567        |
| May          | 2020        | 459           | 1936                  | 4.22                | 591,655        |
| June         | 2020        | 577           | 1955                  | 3.39                | 662,596        |
| July         | 2020        | 750           | 1918                  | 2.56                | 595,846        |
| August       | 2020        | 869           | 1825                  | 2.10                | 682,015        |
| September    | 2020        | 853           | 1909                  | 2.24                | 713,747        |
| October      | 2020        | 885           | 1862                  | 2.10                | 691,334        |
| November     | 2020        | 683           | 1563                  | 2.28                | 685,144        |
| December     | 2020        | 835           | 1311                  | 1.57                | 712,159        |
| <b>Total</b> | <b>2020</b> | <b>7725</b>   | <b>1886</b>           | <b>2.93</b>         | <b>651,409</b> |
| January      | 2021        | 535           | 1110                  | 2.07                | 664,972        |
| February     | 2021        | 435           | 1023                  | 2.35                | 651,340        |
| March        | 2021        | 541           | 1076                  | 1.99                | 710,820        |
| April        | 2021        | 561           | 1142                  | 2.04                | 715,924        |
| May          | 2021        | 575           | 1189                  | 2.07                | 761,971        |
| June         | 2021        | 715           | 1350                  | 1.89                | 753,739        |
| July         | 2021        | 696           | 1444                  | 2.07                | 779,233        |
| August       | 2021        | 706           | 1470                  | 2.08                | 740,758        |
| September    | 2021        | 657           | 1400                  | 2.13                | 789,041        |
| October      | 2021        | 600           | 1205                  | 2.01                | 713,936        |
| November     | 2021        | 608           | 1015                  | 1.67                | 746,016        |
| December     | 2021        | 594           | 791                   | 1.33                | 776,195        |
| <b>Total</b> | <b>2021</b> | <b>7223</b>   | <b>1185</b>           | <b>1.97</b>         | <b>737,878</b> |
| January      | 2022        | 441           | 711                   | 1.61                | 762,692        |
| February     | 2022        | 362           | 669                   | 1.85                | 689,686        |
| March        | 2022        | 421           | 775                   | 1.84                | 763,650        |
| April        | 2022        | 482           | 846                   | 1.76                | 740,008        |
| May          | 2022        | 532           | 1074                  | 2.02                | 853,435        |
| June         | 2022        | 607           | 1190                  | 1.96                | 820,292        |
| July         | 2022        | 582           | 1335                  | 2.29                | 821,039        |
| August       | 2022        | 605           | 1412                  | 2.33                | 804,859        |
| September    | 2022        | 571           | 1327                  | 2.32                | 809,309        |
| October      | 2022        | 470           | 1254                  | 2.66                | 884,078        |
| November     | 2022        | 411           | 1231                  | 2.97                | 809,350        |
| December     | 2022        | 378           | 1009                  | 2.63                | 790,155        |
| <b>Total</b> | <b>2022</b> | <b>5862</b>   | <b>1069</b>           | <b>2.19</b>         | <b>800,048</b> |
| January      | 2023        | 302           | 909                   | 3.01                | 782,277        |
| February     | 2023        | 248           | 853                   | 3.44                | 732,245        |
| March        | 2023        | 405           | 825                   | 2.04                | 743,633        |
| April        | 2023        | 331           | 853                   | 2.58                | 851,960        |
| May          | 2023        | 420           | 909                   | 2.16                | 829,010        |
| June         | 2023        | 501           | 996                   | 1.99                | 870,401        |
| July         | 2023        | 442           | 1009                  | 2.28                | 862,248        |
| August       | 2023        | 517           | 1040                  | 2.01                | 906,748        |
| September    | 2023        | 440           | 985                   | 2.24                | 796,984        |
| October      | 2023        | 428           | 1029                  | 2.40                | 858,234        |
| November     | 2023        | 334           | 997                   | 2.99                | 923,797        |
| December     | 2023        | 368           | 799                   | 2.17                | 840,939        |
| <b>Total</b> | <b>2023</b> | <b>4736</b>   | <b>934</b>            | <b>2.37</b>         | <b>838,708</b> |

Note: The "No. of Homes For Sale" column reflects the number of active listings on the market on the 16<sup>th</sup> day of each Month. The "Months of Inventory" column is equal to the "No. of Homes For Sale" divided by the "Monthly Sales". This reflects how many months it would take to sell out of inventory at the current month's rate of sale. When the "Months of Inventory" is higher than 6, we are in a Buyer's Market with declining prices.

# Sales and Inventory Report

Prepared January 4, 2024

County: Monmouth

Category: Condominium

| Month           | Year        | Monthly Sales | No. of Condos for Sale | Months of Inventory | Average Price  |
|-----------------|-------------|---------------|------------------------|---------------------|----------------|
| January         | 2020        | 119           | 406                    | 3.41                | 362,543        |
| February        | 2020        | 122           | 410                    | 3.36                | 380,958        |
| March           | 2020        | 131           | 451                    | 3.44                | 367,611        |
| April           | 2020        | 108           | 381                    | 3.53                | 371,960        |
| May             | 2020        | 109           | 406                    | 3.72                | 378,815        |
| June            | 2020        | 149           | 420                    | 2.82                | 383,442        |
| July            | 2020        | 168           | 439                    | 2.61                | 369,660        |
| August          | 2020        | 206           | 412                    | 2.00                | 339,763        |
| September       | 2020        | 227           | 382                    | 1.68                | 393,289        |
| October         | 2020        | 253           | 381                    | 1.51                | 398,243        |
| November        | 2020        | 196           | 339                    | 1.73                | 426,778        |
| <b>December</b> | <b>2020</b> | <b>209</b>    | <b>304</b>             | <b>1.45</b>         | <b>429,337</b> |
| <b>Total</b>    | <b>2020</b> | <b>1997</b>   | <b>396</b>             | <b>2.38</b>         | <b>386,854</b> |
|                 |             |               |                        |                     |                |
| January         | 2021        | 139           | 282                    | 2.03                | 410,079        |
| February        | 2021        | 128           | 264                    | 2.06                | 364,672        |
| March           | 2021        | 165           | 277                    | 1.68                | 438,454        |
| April           | 2021        | 184           | 259                    | 1.41                | 453,450        |
| May             | 2021        | 182           | 264                    | 1.45                | 467,533        |
| June            | 2021        | 203           | 323                    | 1.59                | 532,015        |
| July            | 2021        | 187           | 322                    | 1.72                | 426,119        |
| August          | 2021        | 184           | 326                    | 1.77                | 437,815        |
| September       | 2021        | 189           | 269                    | 1.42                | 441,499        |
| October         | 2021        | 205           | 204                    | 1.00                | 466,777        |
| November        | 2021        | 173           | 178                    | 1.03                | 435,542        |
| <b>December</b> | <b>2021</b> | <b>173</b>    | <b>148</b>             | <b>.86</b>          | <b>416,860</b> |
| <b>Total</b>    | <b>2021</b> | <b>2112</b>   | <b>261</b>             | <b>1.48</b>         | <b>444,902</b> |
|                 |             |               |                        |                     |                |
| January         | 2022        | 139           | 134                    | .96                 | 501,916        |
| February        | 2022        | 104           | 137                    | 1.32                | 430,334        |
| March           | 2022        | 140           | 148                    | 1.06                | 478,601        |
| April           | 2022        | 135           | 160                    | 1.19                | 531,213        |
| May             | 2022        | 160           | 219                    | 1.37                | 516,221        |
| June            | 2022        | 156           | 236                    | 1.51                | 536,974        |
| July            | 2022        | 144           | 246                    | 1.71                | 495,424        |
| August          | 2022        | 167           | 250                    | 1.50                | 478,119        |
| September       | 2022        | 157           | 223                    | 1.42                | 515,181        |
| October         | 2022        | 139           | 218                    | 1.57                | 499,504        |
| November        | 2022        | 109           | 191                    | 1.75                | 529,739        |
| <b>December</b> | <b>2022</b> | <b>121</b>    | <b>177</b>             | <b>1.46</b>         | <b>458,099</b> |
| <b>Total</b>    | <b>2022</b> | <b>1671</b>   | <b>195</b>             | <b>1.40</b>         | <b>499,267</b> |
|                 |             |               |                        |                     |                |
| January         | 2023        | 88            | 176                    | 2.0                 | 489,850        |
| February        | 2023        | 76            | 173                    | 2.28                | 446,751        |
| March           | 2023        | 105           | 186                    | 1.77                | 488,606        |
| April           | 2023        | 94            | 169                    | 1.80                | 577,362        |
| May             | 2023        | 104           | 194                    | 1.87                | 581,184        |
| June            | 2023        | 135           | 206                    | 1.53                | 560,653        |
| July            | 2023        | 104           | 220                    | 2.12                | 523,303        |
| August          | 2023        | 116           | 227                    | 1.96                | 563,017        |
| September       | 2023        | 108           | 270                    | 2.50                | 566,612        |
| October         | 2023        | 105           | 256                    | 2.42                | 630,265        |
| November        | 2023        | 113           | 273                    | 2.42                | 541,617        |
| <b>December</b> | <b>2023</b> | <b>102</b>    | <b>218</b>             | <b>2.14</b>         | <b>550,257</b> |
| <b>Total</b>    | <b>2023</b> | <b>1250</b>   | <b>214</b>             | <b>2.05</b>         | <b>546,561</b> |

Note: The "No. of Condos for Sale" column reflects the number of active listings on the market on the 16<sup>th</sup> day of each Month. The "Months of Inventory" column is equal to the "No. of Condos for Sale" divided by the "Monthly Sales". This reflects how many months it would take to sell out of inventory at the current month's rate of sale. A market is considered to have stable prices when Months of Inventory is averaging 6 months.

-Information deemed reliable but not guaranteed-

# Sales by Area Report

**Category – Single Family**  
**Statistics for Entire MLS from 1/1/2023 to 12/31/2023**  
 Prepared on Friday, January 5, 2024, 7:24 AM

| Area             | # of Sales   | Total Sales            | Avg. Price         | Median Price     |
|------------------|--------------|------------------------|--------------------|------------------|
| ASBURY PARK      | 54           | \$38,774,800           | \$718,052          | \$582,500        |
| EATONTOWN        | 49           | \$30,586,509           | \$624,214          | \$590,500        |
| FAIR HAVEN       | 84           | \$116,503,928          | \$1,386,952        | \$1,278,010      |
| HIGHLANDS        | 38           | \$22,501,400           | \$592,142          | \$560,000        |
| LITTLE SILVER    | 61           | \$76,939,999           | \$1,261,311        | \$970,000        |
| LONG BRANCH      | 90           | \$74,224,264           | \$824,714          | \$650,500        |
| MONMOUTH BEACH   | 26           | \$51,960,000           | \$1,998,462        | \$1,925,000      |
| OCEAN            | 188          | \$162,825,864          | \$866,095          | \$765,000        |
| OCEANPORT        | 58           | \$56,109,015           | \$967,397          | \$822,250        |
| RED BANK         | 69           | \$45,052,597           | \$652,936          | \$620,000        |
| RUMSON           | 72           | \$165,736,473          | \$2,301,895        | \$2,087,000      |
| SEA BRIGHT       | 15           | \$27,657,897           | \$1,843,860        | \$1,420,000      |
| SHREWSBURY BORO  | 38           | \$33,341,467           | \$877,407          | \$753,000        |
| TINTON FALLS     | 94           | \$66,067,901           | \$702,850          | \$650,000        |
| WEST LONG BRANCH | 76           | \$71,089,889           | \$935,393          | \$842,500        |
| <b>TOTALS</b>    | <b>1,012</b> | <b>\$1,039,372,003</b> | <b>\$1,027,047</b> | <b>\$790,000</b> |

## Statistics for Entire MLS from 1/1/2022 to 12/31/22

| Area             | # of Sales   | Total Sales            | Avg. Price       | Median Price     |
|------------------|--------------|------------------------|------------------|------------------|
| ASBURY PARK      | 68           | \$37,211,874           | \$547,233        | \$506,500        |
| EATONTOWN        | 69           | \$38,779,186           | \$562,017        | \$530,000        |
| FAIR HAVEN       | 57           | \$71,048,399           | \$1,246,428      | \$1,182,000      |
| HIGHLANDS        | 60           | \$36,340,700           | \$605,678        | \$551,450        |
| LITTLE SILVER    | 67           | \$81,413,859           | \$1,215,132      | \$975,000        |
| LONG BRANCH      | 141          | \$105,611,445          | \$749,017        | \$609,000        |
| MONMOUTH BEACH   | 30           | \$53,662,700           | \$1,788,757      | \$1,510,000      |
| OCEAN            | 236          | \$212,626,298          | \$900,959        | \$790,000        |
| OCEANPORT        | 62           | \$52,417,850           | \$845,449        | \$772,000        |
| RED BANK         | 72           | \$42,613,233           | \$591,850        | \$567,500        |
| RUMSON           | 111          | \$242,629,234          | \$2,185,849      | \$1,785,000      |
| SEA BRIGHT       | 19           | \$34,502,500           | \$1,815,921      | \$1,699,000      |
| SHREWSBURY BORO  | 39           | \$35,031,499           | \$898,244        | \$760,000        |
| TINTON FALLS     | 96           | \$59,636,669           | \$621,215        | \$610,500        |
| WEST LONG BRANCH | 67           | \$64,474,000           | \$962,299        | \$805,000        |
| <b>TOTALS</b>    | <b>1,194</b> | <b>\$1,167,997,446</b> | <b>\$978,222</b> | <b>\$750,000</b> |

# Sales By Area Report

Category – Condominium  
 Statistics for Entire MLS from 1/1/2023 to 12/31/2023  
 Prepared Friday, January 5, 2024, 7:24 AM

| Area             | # of Sales | Total Sales          | Avg. Price       | Median Price     |
|------------------|------------|----------------------|------------------|------------------|
| ASBURY PARK      | 80         | \$60,310,945         | \$753,887        | \$540,000        |
| EATONTOWN        | 47         | \$20,846,900         | \$443,551        | \$405,000        |
| HIGHLANDS        | 52         | \$23,480,950         | \$451,557        | \$382,500        |
| LITTLE SILVER    | 16         | \$11,480,997         | \$693,687        | \$602,500        |
| LONG BRANCH      | 110        | \$106,977,349        | \$972,521        | \$747,950        |
| MONMOUTH BEACH   | 34         | \$22,221,945         | \$653,587        | \$678,000        |
| OCEAN            | 42         | \$24,661,770         | \$587,185        | \$560,000        |
| OCEANPORT        | 28         | \$18,995,851         | \$678,423        | \$715,000        |
| RED BANK         | 47         | \$22,421,500         | \$477,053        | \$390,000        |
| RUMSON           | 0          | \$0                  | \$0              | \$0              |
| SEA BRIGHT       | 16         | \$15,779,500         | \$986,219        | \$982,500        |
| SHREWSBURY BORO  | 2          | \$1,205,000          | \$602,500        | \$602,500        |
| TINTON FALLS     | 116        | \$47,434,249         | \$408,916        | \$405,000        |
| WEST LONG BRANCH | 5          | \$2,794,000          | \$558,800        | \$579,000        |
| <b>TOTALS</b>    | <b>595</b> | <b>\$378,228,956</b> | <b>\$635,679</b> | <b>\$515,000</b> |

Statistics for Entire MLS from 1/1/2022 to 12/31/2022

| Area             | # of Sales | Total Sales          | Avg. Price       | Median Price     |
|------------------|------------|----------------------|------------------|------------------|
| ASBURY PARK      | 100        | \$81,612,161         | \$816,122        | \$535,000        |
| EATONTOWN        | 62         | \$18,985,801         | \$306,223        | \$334,500        |
| HIGHLANDS        | 60         | \$24,189,500         | \$403,158        | \$345,000        |
| LITTLE SILVER    | 12         | \$8,687,999          | \$724,000        | \$617,500        |
| LONG BRANCH      | 145        | \$133,469,580        | \$920,480        | \$775,000        |
| MONMOUTH BEACH   | 39         | \$23,353,000         | \$598,795        | \$525,000        |
| OCEAN            | 49         | \$23,454,500         | \$478,663        | \$480,000        |
| OCEANPORT        | 7          | \$3,809,240          | \$544,177        | \$535,000        |
| RED BANK         | 65         | \$28,685,149         | \$441,310        | \$355,000        |
| RUMSON           | 0          | \$0                  | \$0              | \$0              |
| SEA BRIGHT       | 30         | \$24,683,655         | \$822,788        | \$800,275        |
| SHREWSBURY BORO  | 3          | \$1,962,000          | \$654,000        | \$667,000        |
| TINTON FALLS     | 193        | \$77,412,757         | \$401,102        | \$392,000        |
| WEST LONG BRANCH | 3          | \$1,422,000          | \$474,000        | \$447,000        |
| <b>TOTALS</b>    | <b>768</b> | <b>\$451,727,342</b> | <b>\$588,187</b> | <b>\$445,000</b> |

--Information deemed reliable but not guaranteed. Source of information is the Monmouth MLS--

# Yearly Market Comparison

Comparing Entire MLS

As of Wednesday, January 3, 2024 8:05:37 AM

Search Parameters: Property type Residential; Property Sub-Type of 'Single Family'; County of 'Monmouth'.

|              | Number of Sold Listings |              |               |               | Dollar Volume of Sold Listings |                         |                     |               | Median Sale Price |                |               |             |
|--------------|-------------------------|--------------|---------------|---------------|--------------------------------|-------------------------|---------------------|---------------|-------------------|----------------|---------------|-------------|
|              | 2022                    | 2023         | Diff          | Chg           | 2022                           | 2023                    | Diff                | Chg           | 2022              | 2023           | Diff          | Chg         |
| January      | 441                     | 302          | -139          | -31.5%        | \$ 336,347,508                 | \$ 236,247,822          | -100,099,686        | -29.8%        | 582,000           | 622,500        | 40,500        | 7.0%        |
| February     | 362                     | 248          | -114          | -31.5%        | \$ 249,666,452                 | \$ 181,596,794          | -68,069,658         | -27.3%        | 577,500           | 590,000        | 12,500        | 2.2%        |
| March        | 421                     | 405          | -16           | -3.8%         | \$ 321,496,861                 | \$ 301,171,636          | -20,325,225         | -6.4%         | 595,000           | 599,500        | 4,500         | 0.8%        |
| April        | 482                     | 331          | -151          | -31.3%        | \$ 356,684,291                 | \$ 282,937,911          | -73,746,380         | -20.7%        | 605,000           | 685,000        | 80,000        | 13.2%       |
| May          | 532                     | 420          | -112          | -21.1%        | \$ 454,027,754                 | \$ 348,184,345          | -105,843,409        | -23.4%        | 655,000           | 651,000        | -4,000        | -0.6%       |
| June         | 607                     | 501          | -106          | -17.5%        | \$ 497,917,467                 | \$ 436,071,083          | -61,846,384         | -12.5%        | 690,000           | 692,647        | 12,647        | 1.9%        |
| July         | 582                     | 442          | -140          | -24.1%        | \$ 478,893,982                 | \$ 381,113,918          | -97,780,064         | -20.5%        | 679,995           | 710,000        | 30,005        | 4.4%        |
| August       | 605                     | 517          | -88           | -14.5%        | \$ 486,939,907                 | \$ 468,788,746          | -18,151,161         | -3.8%         | 675,000           | 750,000        | 75,000        | 11.1%       |
| September    | 571                     | 440          | -131          | -22.9%        | \$ 462,121,817                 | \$ 350,673,096          | -111,448,721        | -24.2%        | 645,000           | 670,000        | 25,000        | 3.9%        |
| October      | 470                     | 428          | -42           | -8.9%         | \$ 415,516,827                 | \$ 367,324,517          | -48,192,310         | -11.6%        | 650,000           | 675,000        | 25,000        | 3.8%        |
| November     | 411                     | 334          | -77           | -18.7%        | \$ 332,642,961                 | \$ 308,548,210          | -24,094,751         | -7.3%         | 650,000           | 705,500        | 55,500        | 8.5%        |
| December     | 378                     | 368          | -10           | -2.6%         | \$ 298,678,819                 | \$ 309,465,676          | 10,786,857          | 3.6%          | 620,000           | 672,500        | 52,500        | 8.5%        |
| <b>Total</b> | <b>5,862</b>            | <b>4,736</b> | <b>-1,126</b> | <b>-19.2%</b> | <b>\$ 4,690,934,646</b>        | <b>\$ 3,972,123,754</b> | <b>-718,810,892</b> | <b>-15.4%</b> | <b>640,000</b>    | <b>675,000</b> | <b>35,000</b> | <b>5.5%</b> |

|              | Number of New Listings |              |               |               | Dollar Volume of New Listings |                         |                     |              | Median List Price |                |               |             |
|--------------|------------------------|--------------|---------------|---------------|-------------------------------|-------------------------|---------------------|--------------|-------------------|----------------|---------------|-------------|
|              | 2022                   | 2023         | Diff          | Chg           | 2022                          | 2023                    | Diff                | Chg          | 2022              | 2023           | Diff          | Chg         |
| January      | 477                    | 444          | -33           | -6.9%         | \$ 428,856,585                | \$ 435,241,802          | 6,385,217           | 1.4%         | 599,900           | 650,000        | 50,100        | 8.4%        |
| February     | 529                    | 479          | -50           | -9.5%         | \$ 433,911,407                | \$ 458,181,842          | 24,270,435          | 5.5%         | 635,000           | 719,999        | 84,999        | 13.4%       |
| March        | 791                    | 610          | -181          | -22.9%        | \$ 719,957,320                | \$ 604,305,909          | -115,651,411        | -16.1%       | 649,900           | 699,000        | 49,100        | 7.6%        |
| April        | 827                    | 581          | -246          | -29.7%        | \$ 740,939,975                | \$ 545,828,324          | -195,111,651        | -26.4%       | 699,000           | 710,000        | 11,000        | 1.6%        |
| May          | 917                    | 679          | -238          | -26.0%        | \$ 912,872,432                | \$ 647,403,162          | -265,469,270        | -29.1%       | 699,000           | 709,900        | 10,900        | 1.6%        |
| June         | 909                    | 654          | -255          | -28.1%        | \$ 824,629,850                | \$ 662,386,933          | -162,242,917        | -19.7%       | 699,000           | 729,000        | 30,000        | 4.3%        |
| July         | 809                    | 615          | -194          | -24.0%        | \$ 793,174,154                | \$ 629,328,065          | -163,846,089        | -20.7%       | 699,000           | 749,000        | 50,000        | 7.2%        |
| August       | 770                    | 609          | -161          | -20.9%        | \$ 665,566,079                | \$ 660,568,523          | -5,017,556          | -0.8%        | 649,999           | 699,999        | 50,000        | 7.7%        |
| September    | 595                    | 550          | -45           | -7.6%         | \$ 553,156,835                | \$ 566,209,414          | 13,052,579          | 2.3%         | 699,000           | 749,999        | 50,999        | 7.3%        |
| October      | 556                    | 554          | -2            | -0.4%         | \$ 461,834,047                | \$ 531,017,351          | 69,183,304          | 14.9%        | 632,450           | 699,900        | 67,450        | 10.7%       |
| November     | 400                    | 423          | 23            | 5.8%          | \$ 358,234,761                | \$ 437,259,002          | 79,024,241          | 22.0%        | 589,500           | 715,000        | 125,500       | 21.3%       |
| December     | 244                    | 234          | -10           | -4.1%         | \$ 207,165,828                | \$ 230,886,211          | 23,720,383          | 11.4%        | 649,000           | 654,500        | 5,500         | 0.8%        |
| <b>Total</b> | <b>7,824</b>           | <b>6,432</b> | <b>-1,392</b> | <b>-17.8%</b> | <b>\$ 7,100,319,273</b>       | <b>\$ 6,408,616,538</b> | <b>-691,702,735</b> | <b>-9.8%</b> | <b>669,000</b>    | <b>700,000</b> | <b>31,000</b> | <b>4.6%</b> |

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# Yearly Market Comparison

Comparing Entire MLS

As of Wednesday, January 3, 2024 8:06:56 AM

Search Parameters: Property type Residential; Property Sub-Type of 'Condominium'; County of 'Monmouth'.

|              | Number of Sold Listings |              |             |               | Dollar Volume of Sold Listings |                       |                     |               | Median Sale Price |                |               |             |
|--------------|-------------------------|--------------|-------------|---------------|--------------------------------|-----------------------|---------------------|---------------|-------------------|----------------|---------------|-------------|
|              | 2022                    | 2023         | Diff        | Chg           | 2022                           | 2023                  | Diff                | Chg           | 2022              | 2023           | Diff          | Chg         |
| January      | 139                     | 88           | -51         | -36.7%        | \$ 69,766,400                  | \$ 43,106,817         | -26,659,583         | -38.3%        | 385,000           | 415,000        | 30,000        | 7.8%        |
| February     | 104                     | 76           | -28         | -26.9%        | \$ 44,754,749                  | \$ 33,953,113         | -10,801,636         | -24.2%        | 375,500           | 350,000        | -25,500       | -6.8%       |
| March        | 140                     | 105          | -35         | -25.0%        | \$ 67,004,208                  | \$ 51,303,718         | -15,700,490         | -23.5%        | 391,500           | 405,000        | 13,500        | 3.4%        |
| April        | 135                     | 94           | -41         | -30.4%        | \$ 71,713,834                  | \$ 54,272,035         | -17,441,799         | -24.4%        | 420,000           | 443,000        | 23,000        | 5.5%        |
| May          | 160                     | 104          | -56         | -35.0%        | \$ 82,595,447                  | \$ 60,443,220         | -22,152,227         | -26.9%        | 420,000           | 466,500        | 46,500        | 11.1%       |
| June         | 156                     | 135          | -21         | -13.5%        | \$ 83,768,087                  | \$ 75,688,178         | -8,079,909          | -9.7%         | 449,500           | 480,000        | 30,500        | 6.8%        |
| July         | 144                     | 104          | -40         | -27.8%        | \$ 71,341,115                  | \$ 54,423,560         | -16,917,555         | -23.8%        | 417,000           | 467,450        | 50,450        | 12.1%       |
| August       | 167                     | 116          | -51         | -30.5%        | \$ 79,845,987                  | \$ 65,310,045         | -14,535,922         | -18.3%        | 425,000           | 470,000        | 45,000        | 10.6%       |
| September    | 157                     | 108          | -49         | -31.2%        | \$ 80,883,446                  | \$ 61,194,101         | -19,689,345         | -24.4%        | 410,000           | 507,262        | 97,262        | 23.7%       |
| October      | 139                     | 105          | -34         | -24.5%        | \$ 69,431,083                  | \$ 66,177,829         | -3,253,254          | -4.7%         | 425,000           | 505,000        | 80,000        | 18.8%       |
| November     | 109                     | 113          | 4           | 3.7%          | \$ 57,741,830                  | \$ 61,202,790         | 3,461,180           | 5.9%          | 405,000           | 480,000        | 75,000        | 18.5%       |
| December     | 121                     | 102          | -19         | -15.7%        | \$ 55,430,013                  | \$ 56,126,269         | 698,256             | 1.2%          | 420,000           | 452,500        | 32,500        | 7.7%        |
| <b>Total</b> | <b>1,871</b>            | <b>1,250</b> | <b>-621</b> | <b>-33.2%</b> | <b>\$ 834,275,979</b>          | <b>\$ 683,201,675</b> | <b>-151,074,304</b> | <b>-18.2%</b> | <b>415,000</b>    | <b>451,750</b> | <b>36,750</b> | <b>8.9%</b> |

  

|              | Number of New Listings |              |             |               | Dollar Volume of New Listings |                         |                   |             | Median List Price |                |               |              |
|--------------|------------------------|--------------|-------------|---------------|-------------------------------|-------------------------|-------------------|-------------|-------------------|----------------|---------------|--------------|
|              | 2022                   | 2023         | Diff        | Chg           | 2022                          | 2023                    | Diff              | Chg         | 2022              | 2023           | Diff          | Chg          |
| January      | 133                    | 118          | -15         | -11.3%        | \$ 67,327,322                 | \$ 72,309,031           | 4,981,709         | 7.3%        | 379,000           | 407,499        | 28,499        | 7.5%         |
| February     | 147                    | 108          | -39         | -26.5%        | \$ 74,806,980                 | \$ 72,864,784           | -1,942,176        | -2.6%       | 379,900           | 479,499        | 99,599        | 26.2%        |
| March        | 211                    | 148          | -63         | -29.9%        | \$ 114,622,727                | \$ 94,514,187           | -20,108,540       | -17.6%      | 419,000           | 494,000        | 75,000        | 17.9%        |
| April        | 203                    | 135          | -68         | -33.5%        | \$ 117,202,465                | \$ 89,538,072           | -27,664,393       | -23.7%      | 430,000           | 499,000        | 69,000        | 16.0%        |
| May          | 210                    | 152          | -58         | -27.6%        | \$ 113,141,968                | \$ 120,480,115          | 7,338,147         | 6.4%        | 425,000           | 519,950        | 94,950        | 22.3%        |
| June         | 211                    | 161          | -50         | -23.7%        | \$ 118,822,523                | \$ 103,818,068          | -15,004,455       | -12.7%      | 445,000           | 520,000        | 75,000        | 16.9%        |
| July         | 208                    | 165          | -43         | -20.7%        | \$ 125,027,833                | \$ 100,720,593          | -24,307,240       | -19.5%      | 440,000           | 489,000        | 49,000        | 11.1%        |
| August       | 169                    | 179          | 10          | 5.9%          | \$ 91,549,340                 | \$ 119,573,003          | 28,023,663        | 30.6%       | 409,000           | 499,900        | 90,900        | 22.2%        |
| September    | 194                    | 173          | -21         | -10.8%        | \$ 106,261,161                | \$ 118,671,430          | 12,410,269        | 11.6%       | 432,000           | 570,000        | 138,000       | 31.9%        |
| October      | 130                    | 171          | 41          | 31.5%         | \$ 75,601,310                 | \$ 117,212,430          | 41,611,120        | 55.0%       | 425,000           | 485,000        | 60,000        | 14.1%        |
| November     | 104                    | 122          | 18          | 17.3%         | \$ 57,439,870                 | \$ 84,599,379           | 27,159,509        | 47.2%       | 430,000           | 517,500        | 87,500        | 20.3%        |
| December     | 83                     | 61           | -22         | -26.5%        | \$ 59,318,802                 | \$ 38,785,626           | -20,533,176       | -34.7%      | 449,900           | 470,000        | 20,100        | 4.5%         |
| <b>Total</b> | <b>2,003</b>           | <b>1,693</b> | <b>-310</b> | <b>-15.5%</b> | <b>\$ 1,121,122,281</b>       | <b>\$ 1,133,086,718</b> | <b>11,964,437</b> | <b>1.0%</b> | <b>425,000</b>    | <b>499,000</b> | <b>74,000</b> | <b>17.4%</b> |

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