

# Monthly Market Detail - November 2022

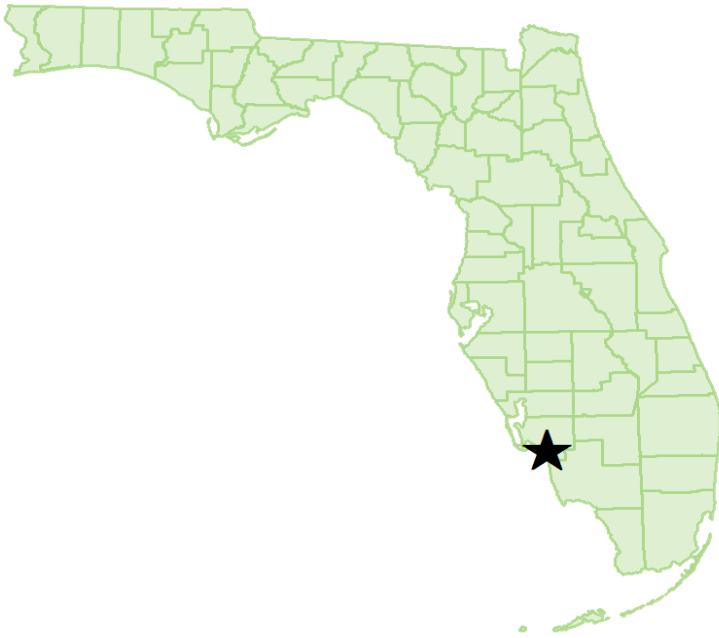
## Single-Family Homes

### Bonita Springs-Estero REALTORS®

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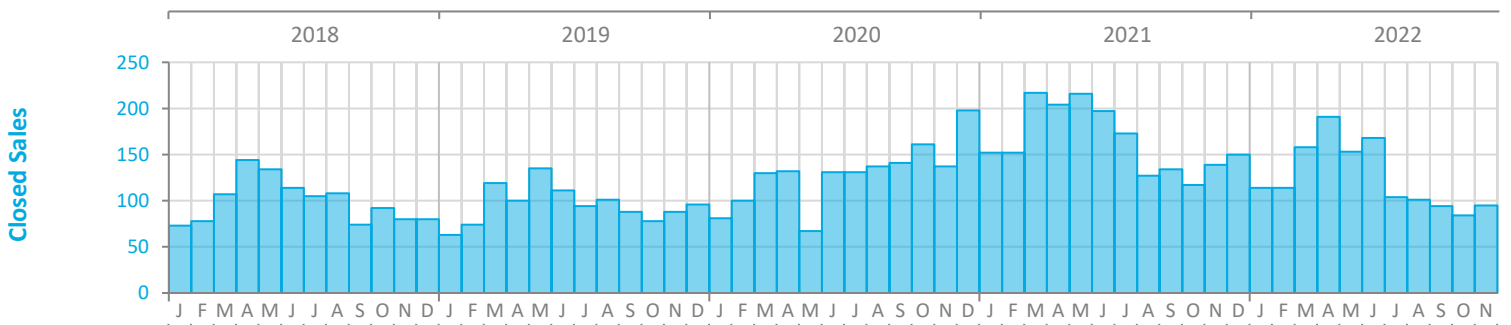
Summary Statistics	November 2022	November 2021	Percent Change Year-over-Year
Closed Sales	95	139	-31.7%
Paid in Cash	53	52	1.9%
Median Sale Price	\$600,000	\$572,790	4.8%
Average Sale Price	\$823,309	\$702,090	17.3%
Dollar Volume	\$78.2 Million	\$97.6 Million	-19.9%
Median Percent of Original List Price Received	95.5%	100.0%	-4.5%
Median Time to Contract	39 Days	12 Days	225.0%
Median Time to Sale	82 Days	54 Days	51.9%
New Pending Sales	121	141	-14.2%
New Listings	167	109	53.2%
Pending Inventory	190	236	-19.5%
Inventory (Active Listings)	341	144	136.8%
Months Supply of Inventory	2.7	0.9	200.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	1,376	-24.7%
<b>November 2022</b>	<b>95</b>	<b>-31.7%</b>
October 2022	84	-28.2%
September 2022	94	-29.9%
August 2022	101	-20.5%
July 2022	104	-39.9%
June 2022	168	-14.7%
May 2022	153	-29.2%
April 2022	191	-6.4%
March 2022	158	-27.2%
February 2022	114	-25.0%
January 2022	114	-25.0%
December 2021	150	-24.2%
November 2021	139	1.5%



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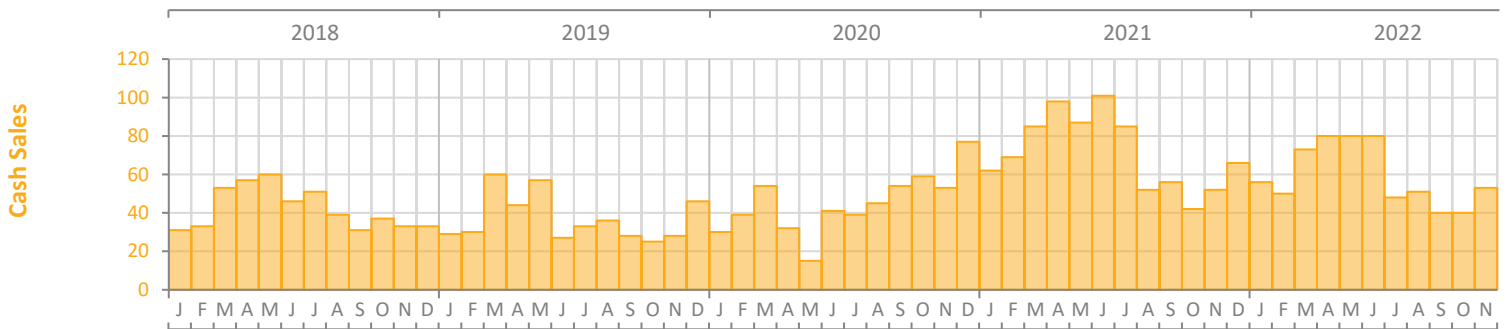
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## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	651	-17.5%
<b>November 2022</b>	<b>53</b>	<b>1.9%</b>
October 2022	40	-4.8%
September 2022	40	-28.6%
August 2022	51	-1.9%
July 2022	48	-43.5%
June 2022	80	-20.8%
May 2022	80	-8.0%
April 2022	80	-18.4%
March 2022	73	-14.1%
February 2022	50	-27.5%
January 2022	56	-9.7%
December 2021	66	-14.3%
November 2021	52	-1.9%

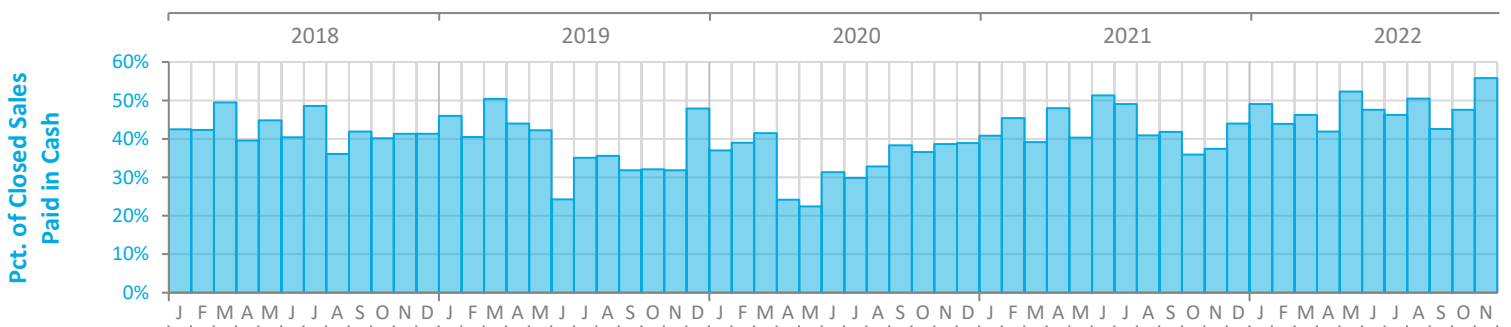


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	47.3%	9.5%
<b>November 2022</b>	<b>55.8%</b>	<b>49.2%</b>
October 2022	47.6%	32.6%
September 2022	42.6%	1.9%
August 2022	50.5%	23.5%
July 2022	46.2%	-5.9%
June 2022	47.6%	-7.2%
May 2022	52.3%	29.8%
April 2022	41.9%	-12.7%
March 2022	46.2%	17.9%
February 2022	43.9%	-3.3%
January 2022	49.1%	20.3%
December 2021	44.0%	13.1%
November 2021	37.4%	-3.4%



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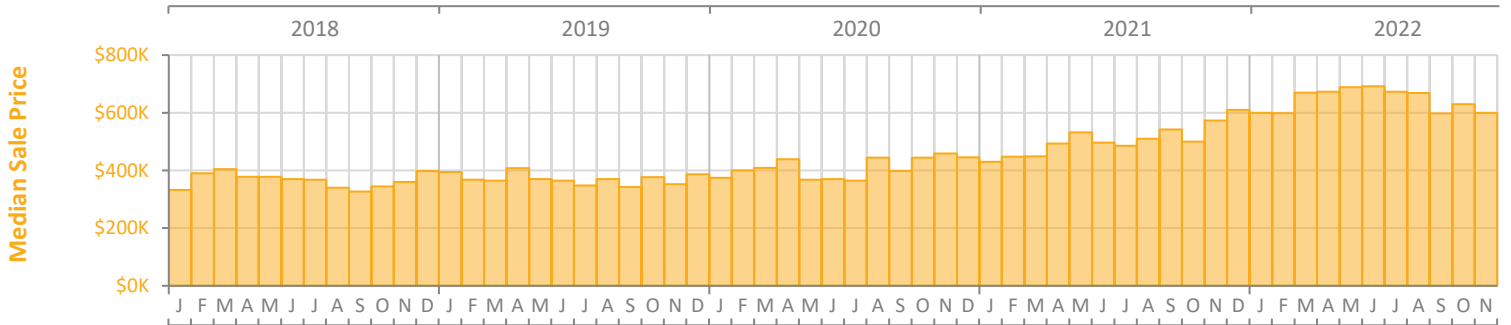
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## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$650,000	32.7%
<b>November 2022</b>	<b>\$600,000</b>	<b>4.8%</b>
October 2022	\$630,000	26.0%
September 2022	\$597,500	10.3%
August 2022	\$669,000	31.2%
July 2022	\$672,500	38.7%
June 2022	\$692,450	39.3%
May 2022	\$689,000	29.6%
April 2022	\$673,100	36.4%
March 2022	\$669,775	49.2%
February 2022	\$599,050	33.9%
January 2022	\$599,500	39.4%
December 2021	\$610,000	36.9%
November 2021	\$572,790	24.8%

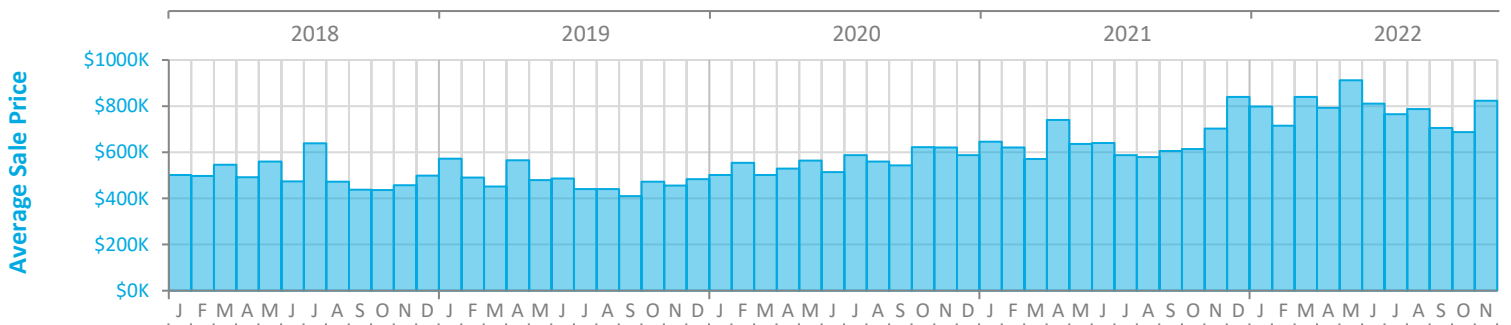


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$795,087	25.7%
<b>November 2022</b>	<b>\$823,309</b>	<b>17.3%</b>
October 2022	\$687,572	11.9%
September 2022	\$705,549	16.4%
August 2022	\$787,781	36.1%
July 2022	\$765,513	30.4%
June 2022	\$810,802	26.6%
May 2022	\$912,328	43.4%
April 2022	\$793,259	7.1%
March 2022	\$840,224	47.1%
February 2022	\$714,764	15.3%
January 2022	\$798,387	23.7%
December 2021	\$839,427	42.8%
November 2021	\$702,090	13.1%



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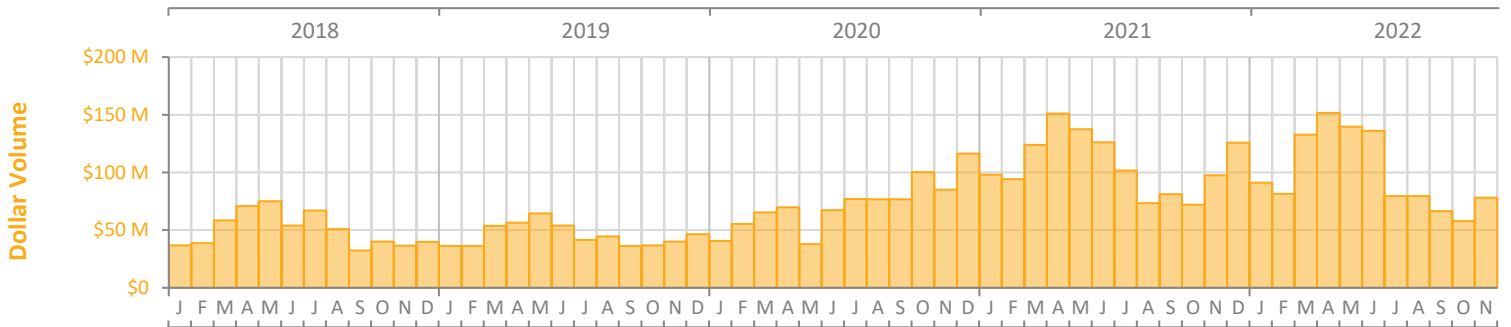
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## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$1.1 Billion	-5.4%
<b>November 2022</b>	<b>\$78.2 Million</b>	<b>-19.9%</b>
October 2022	\$57.8 Million	-19.6%
September 2022	\$66.3 Million	-18.3%
August 2022	\$79.6 Million	8.2%
July 2022	\$79.6 Million	-21.6%
June 2022	\$136.2 Million	7.9%
May 2022	\$139.6 Million	1.6%
April 2022	\$151.5 Million	0.3%
March 2022	\$132.8 Million	7.1%
February 2022	\$81.5 Million	-13.6%
January 2022	\$91.0 Million	-7.2%
December 2021	\$125.9 Million	8.1%
November 2021	\$97.6 Million	14.7%

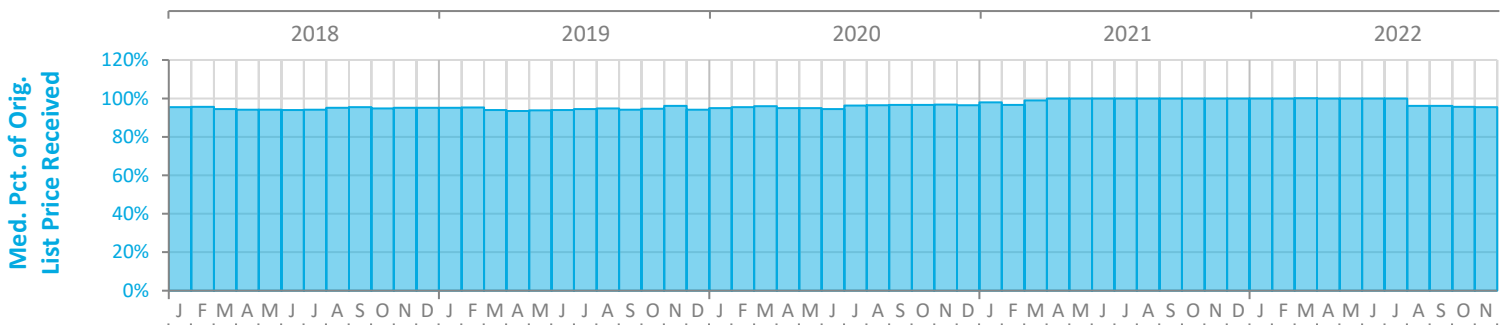


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	0.0%
<b>November 2022</b>	<b>95.5%</b>	<b>-4.5%</b>
October 2022	95.7%	-4.3%
September 2022	96.1%	-3.9%
August 2022	96.1%	-3.9%
July 2022	100.0%	0.0%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	0.0%
March 2022	100.1%	1.1%
February 2022	100.0%	3.4%
January 2022	100.0%	2.0%
December 2021	100.0%	3.6%
November 2021	100.0%	3.3%



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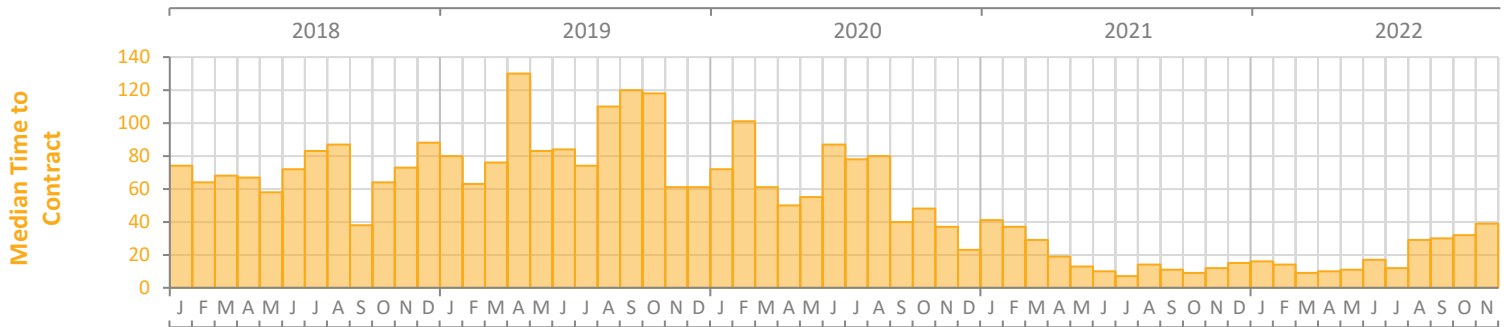
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## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	16 Days	0.0%
<b>November 2022</b>	<b>39 Days</b>	<b>225.0%</b>
October 2022	32 Days	255.6%
September 2022	30 Days	172.7%
August 2022	29 Days	107.1%
July 2022	12 Days	71.4%
June 2022	17 Days	70.0%
May 2022	11 Days	-15.4%
April 2022	10 Days	-47.4%
March 2022	9 Days	-69.0%
February 2022	14 Days	-62.2%
January 2022	16 Days	-61.0%
December 2021	15 Days	-34.8%
November 2021	12 Days	-67.6%

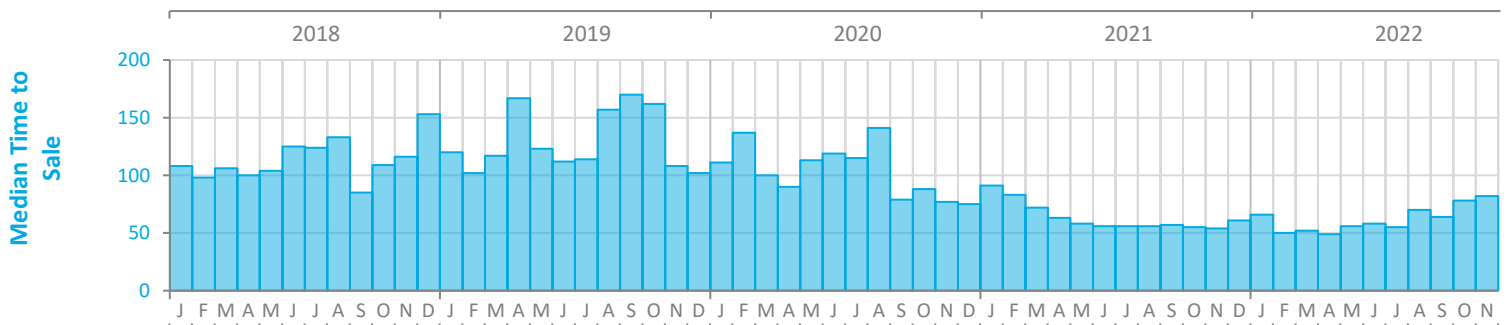


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. Median Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took less time to sell, and 50% of homes took more time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	59 Days	-4.8%
<b>November 2022</b>	<b>82 Days</b>	<b>51.9%</b>
October 2022	78 Days	41.8%
September 2022	64 Days	12.3%
August 2022	70 Days	25.0%
July 2022	55 Days	-1.8%
June 2022	58 Days	3.6%
May 2022	56 Days	-3.4%
April 2022	49 Days	-22.2%
March 2022	52 Days	-27.8%
February 2022	50 Days	-39.8%
January 2022	66 Days	-27.5%
December 2021	61 Days	-18.7%
November 2021	54 Days	-29.9%



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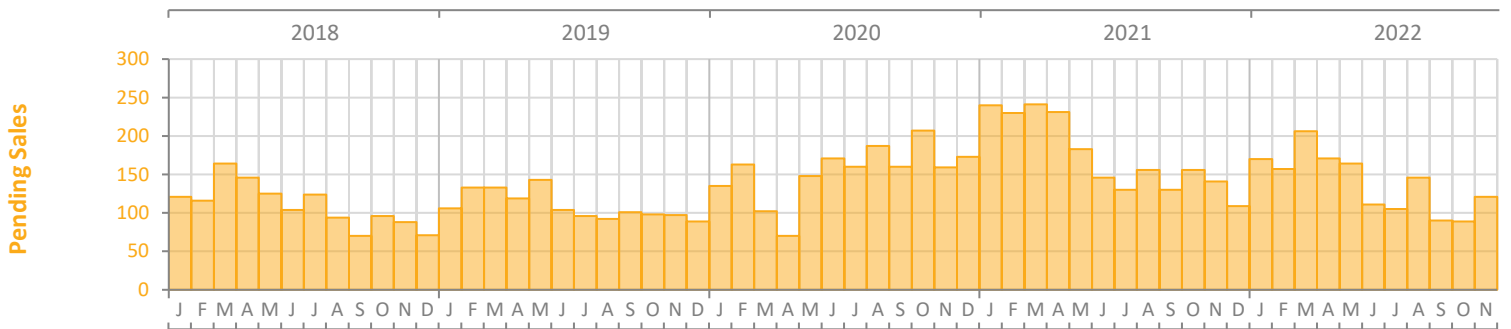
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## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	1,530	-22.9%
<b>November 2022</b>	<b>121</b>	<b>-14.2%</b>
October 2022	89	-42.9%
September 2022	90	-30.8%
August 2022	146	-6.4%
July 2022	105	-19.2%
June 2022	111	-24.0%
May 2022	164	-10.4%
April 2022	171	-26.0%
March 2022	206	-14.5%
February 2022	157	-31.7%
January 2022	170	-29.2%
December 2021	109	-37.0%
November 2021	141	-11.3%

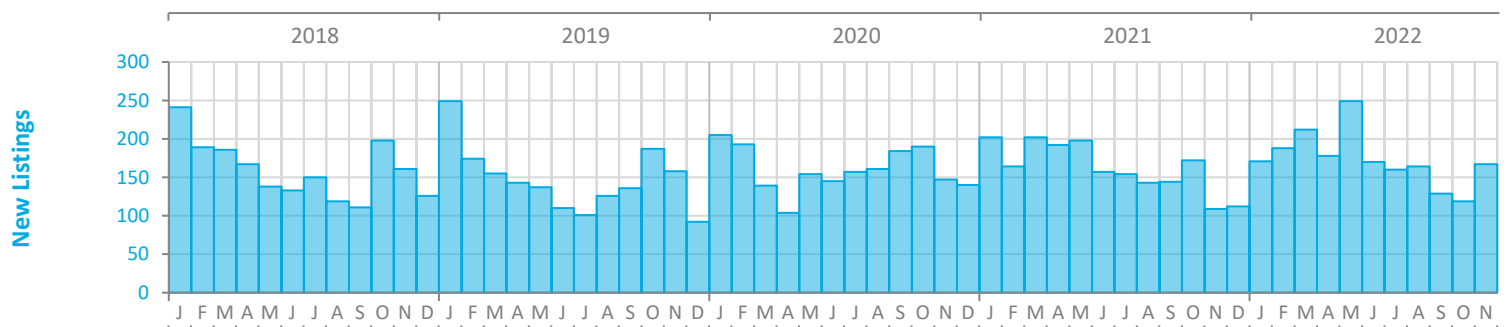


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,907	3.8%
<b>November 2022</b>	<b>167</b>	<b>53.2%</b>
October 2022	119	-30.8%
September 2022	129	-10.4%
August 2022	164	14.7%
July 2022	160	3.9%
June 2022	170	8.3%
May 2022	249	25.8%
April 2022	178	-7.3%
March 2022	212	5.0%
February 2022	188	14.6%
January 2022	171	-15.3%
December 2021	112	-20.0%
November 2021	109	-25.9%



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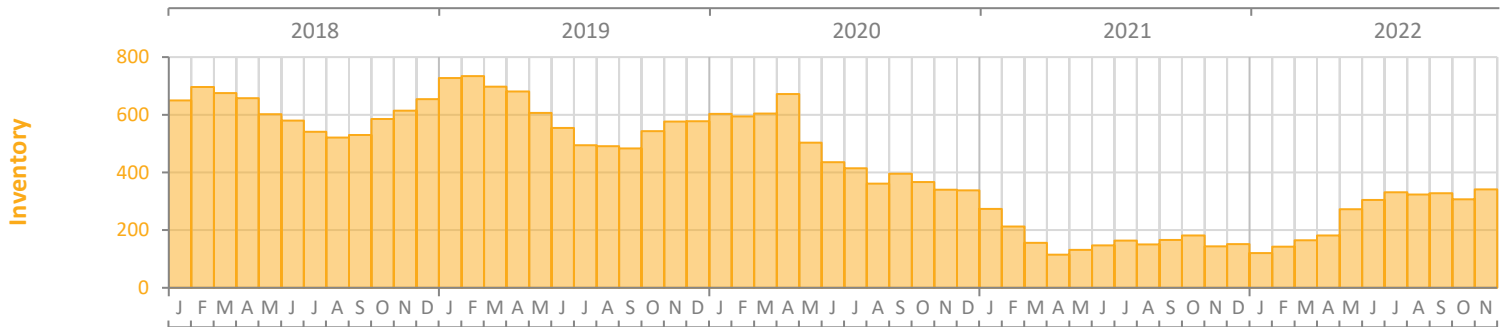
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## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	256	53.0%
<b>November 2022</b>	<b>341</b>	<b>136.8%</b>
October 2022	307	69.6%
September 2022	328	97.6%
August 2022	324	116.0%
July 2022	331	101.8%
June 2022	305	107.5%
May 2022	272	106.1%
April 2022	182	58.3%
March 2022	165	5.8%
February 2022	143	-32.5%
January 2022	120	-56.2%
December 2021	152	-55.0%
November 2021	144	-57.6%

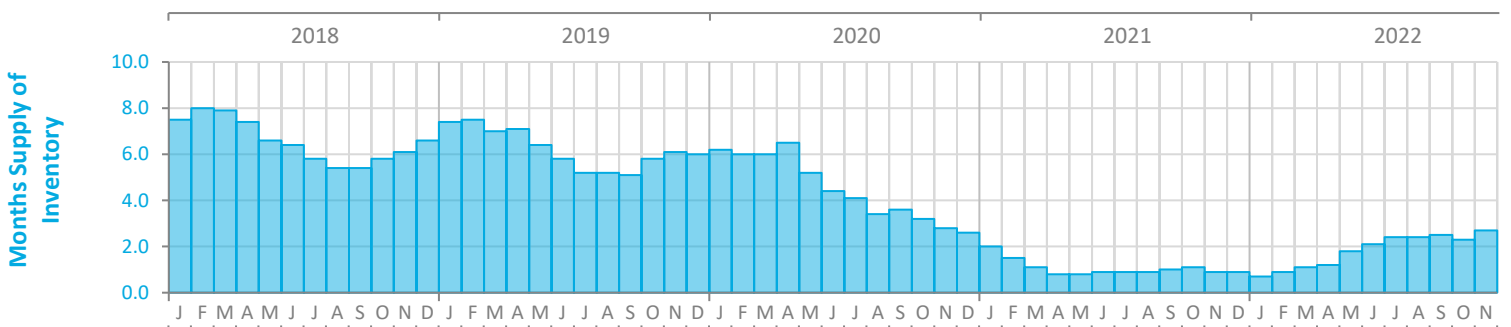


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.8	63.6%
<b>November 2022</b>	<b>2.7</b>	<b>200.0%</b>
October 2022	2.3	109.1%
September 2022	2.5	150.0%
August 2022	2.4	166.7%
July 2022	2.4	166.7%
June 2022	2.1	133.3%
May 2022	1.8	125.0%
April 2022	1.2	50.0%
March 2022	1.1	0.0%
February 2022	0.9	-40.0%
January 2022	0.7	-65.0%
December 2021	0.9	-65.4%
November 2021	0.9	-67.9%



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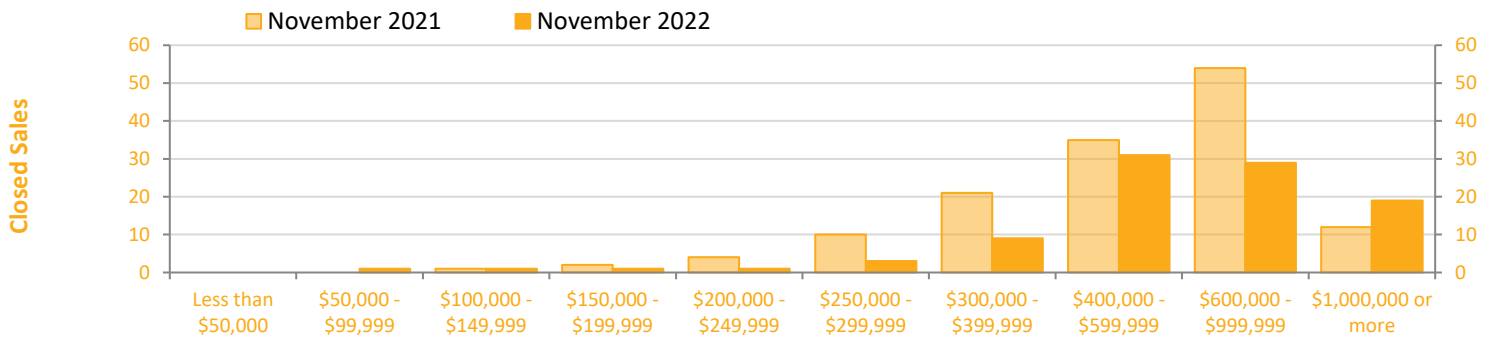
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## Closed Sales by Sale Price

The number of sales transactions which closed during the month

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	1	-75.0%
\$250,000 - \$299,999	3	-70.0%
\$300,000 - \$399,999	9	-57.1%
\$400,000 - \$599,999	31	-11.4%
\$600,000 - \$999,999	29	-46.3%
\$1,000,000 or more	19	58.3%

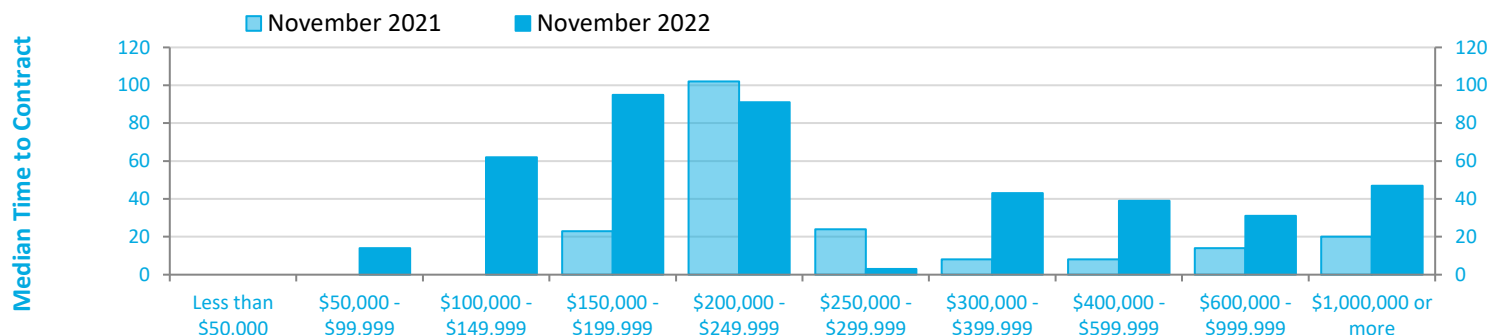


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	14 Days	N/A
\$100,000 - \$149,999	62 Days	N/A
\$150,000 - \$199,999	95 Days	313.0%
\$200,000 - \$249,999	91 Days	-10.8%
\$250,000 - \$299,999	3 Days	-87.5%
\$300,000 - \$399,999	43 Days	437.5%
\$400,000 - \$599,999	39 Days	387.5%
\$600,000 - \$999,999	31 Days	121.4%
\$1,000,000 or more	47 Days	135.0%





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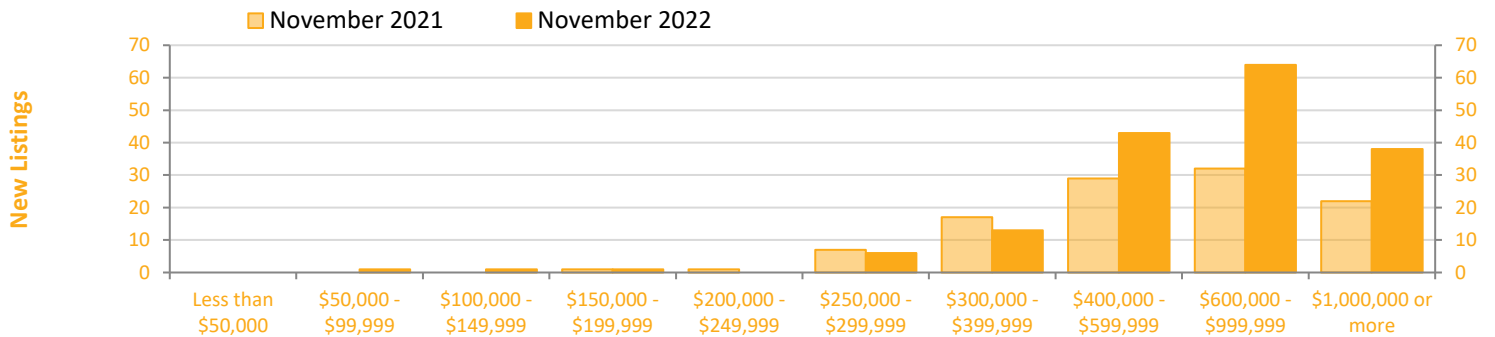
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## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	6	-14.3%
\$300,000 - \$399,999	13	-23.5%
\$400,000 - \$599,999	43	48.3%
\$600,000 - \$999,999	64	100.0%
\$1,000,000 or more	38	72.7%

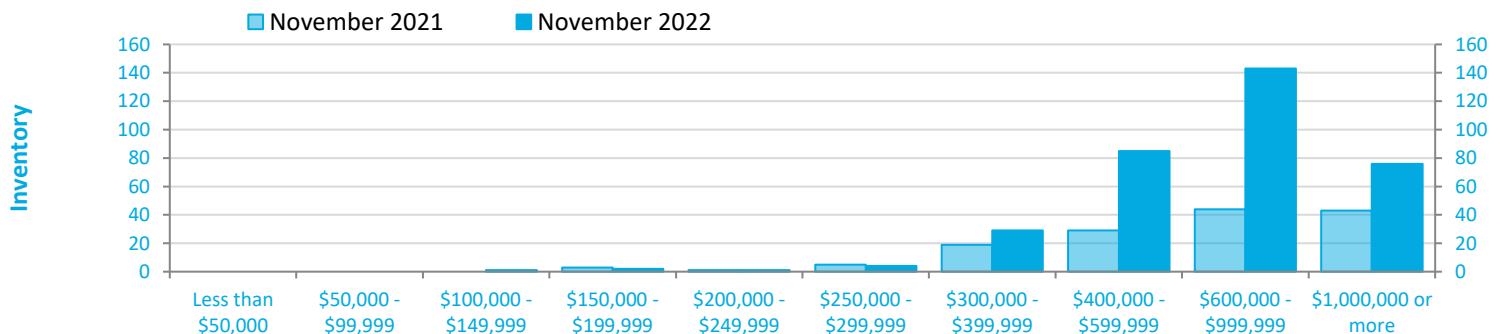


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	4	-20.0%
\$300,000 - \$399,999	29	52.6%
\$400,000 - \$599,999	85	193.1%
\$600,000 - \$999,999	143	225.0%
\$1,000,000 or more	76	76.7%



# Monthly Distressed Market - November 2022

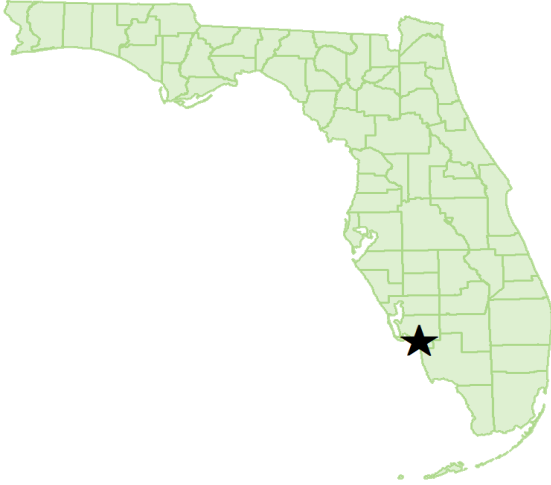
## Single-Family Homes

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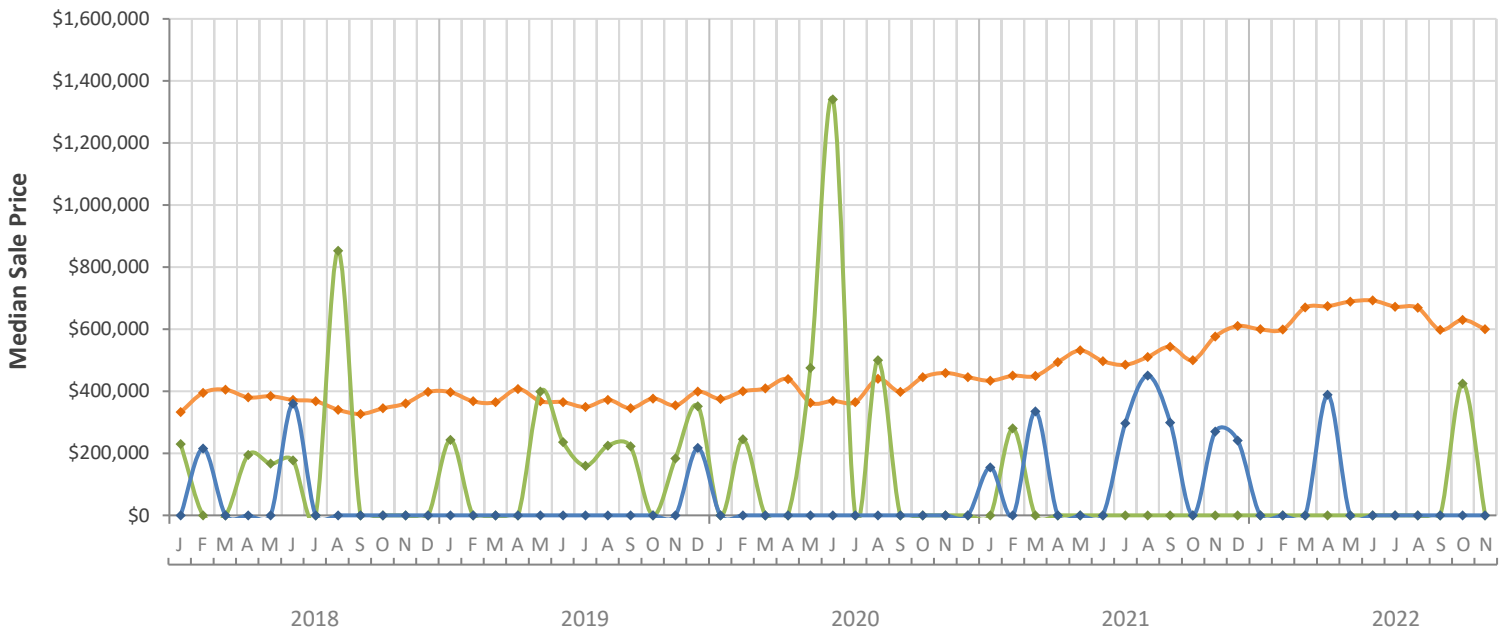
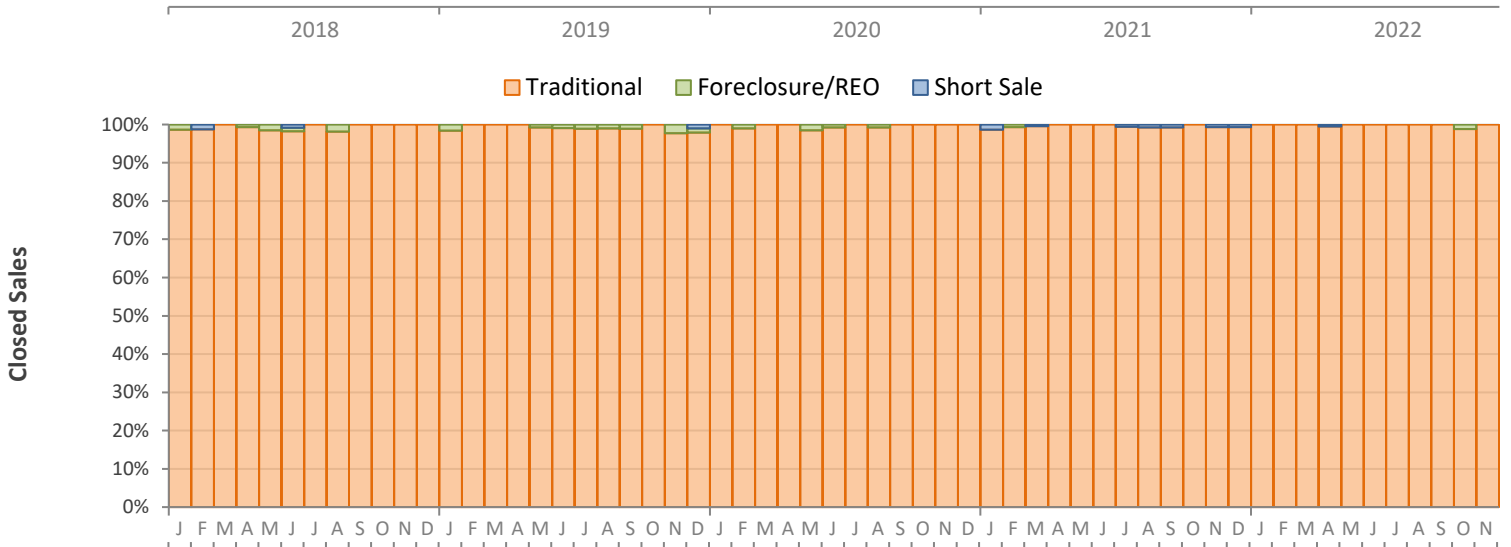
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		November 2022	November 2021	Percent Change Year-over-Year
Traditional	Closed Sales	95	138	-31.2%
	Median Sale Price	\$600,000	\$576,395	4.1%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$269,900	N/A



# Monthly Market Detail - November 2022

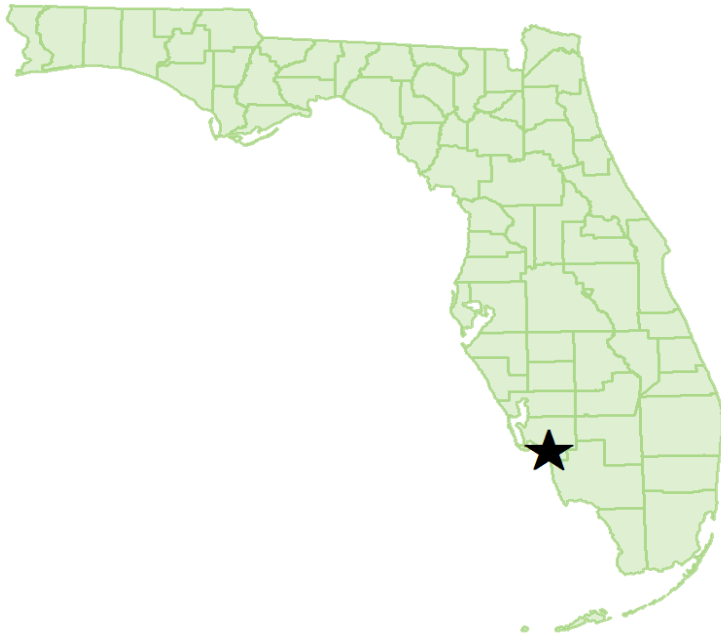
## Townhouses and Condos

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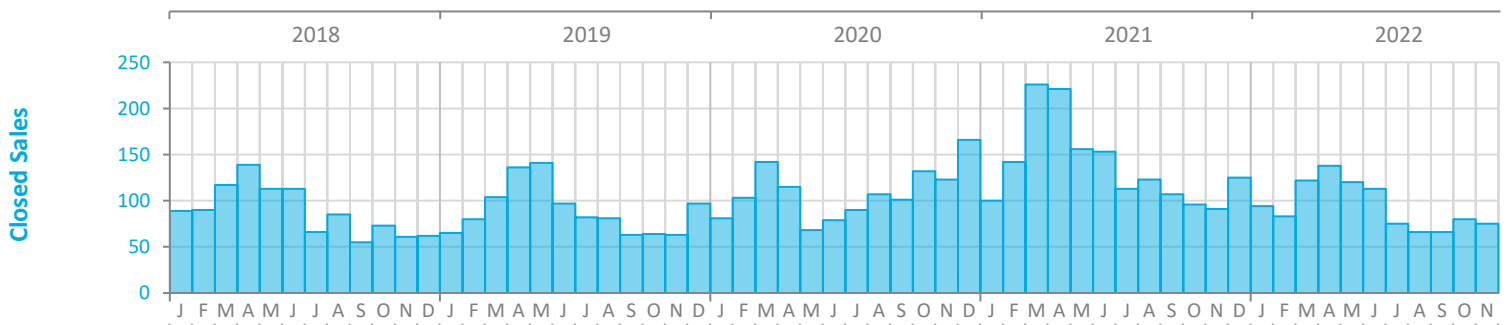
Summary Statistics	November 2022	November 2021	Percent Change Year-over-Year
Closed Sales	75	91	-17.6%
Paid in Cash	54	54	0.0%
Median Sale Price	\$459,000	\$374,900	22.4%
Average Sale Price	\$544,951	\$387,762	40.5%
Dollar Volume	\$40.9 Million	\$35.3 Million	15.8%
Median Percent of Original List Price Received	97.4%	100.4%	-3.0%
Median Time to Contract	24 Days	9 Days	166.7%
Median Time to Sale	74 Days	45 Days	64.4%
New Pending Sales	68	91	-25.3%
New Listings	96	89	7.9%
Pending Inventory	142	193	-26.4%
Inventory (Active Listings)	186	63	195.2%
Months Supply of Inventory	1.9	0.4	375.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	1,032	-32.5%
<b>November 2022</b>	<b>75</b>	<b>-17.6%</b>
October 2022	80	-16.7%
September 2022	66	-38.3%
August 2022	66	-46.3%
July 2022	75	-33.6%
June 2022	113	-26.1%
May 2022	120	-23.1%
April 2022	138	-37.6%
March 2022	122	-46.0%
February 2022	83	-41.5%
January 2022	94	-6.0%
December 2021	125	-24.7%
November 2021	91	-26.0%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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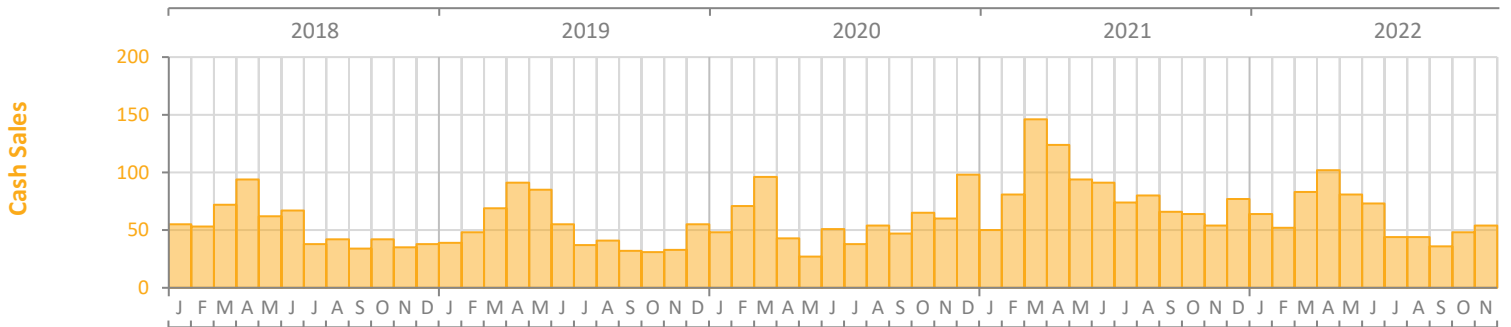
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## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	681	-26.3%
<b>November 2022</b>	<b>54</b>	<b>0.0%</b>
October 2022	48	-25.0%
September 2022	36	-45.5%
August 2022	44	-45.0%
July 2022	44	-40.5%
June 2022	73	-19.8%
May 2022	81	-13.8%
April 2022	102	-17.7%
March 2022	83	-43.2%
February 2022	52	-35.8%
January 2022	64	28.0%
December 2021	77	-21.4%
November 2021	54	-10.0%

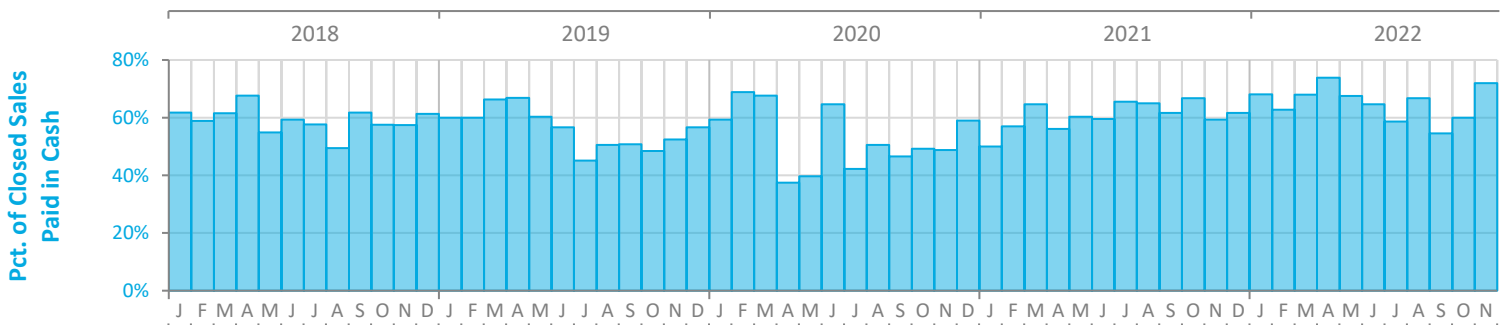


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	66.0%	9.1%
<b>November 2022</b>	<b>72.0%</b>	<b>21.4%</b>
October 2022	60.0%	-10.0%
September 2022	54.5%	-11.7%
August 2022	66.7%	2.6%
July 2022	58.7%	-10.4%
June 2022	64.6%	8.6%
May 2022	67.5%	11.9%
April 2022	73.9%	31.7%
March 2022	68.0%	5.3%
February 2022	62.7%	10.0%
January 2022	68.1%	36.2%
December 2021	61.6%	4.4%
November 2021	59.3%	21.5%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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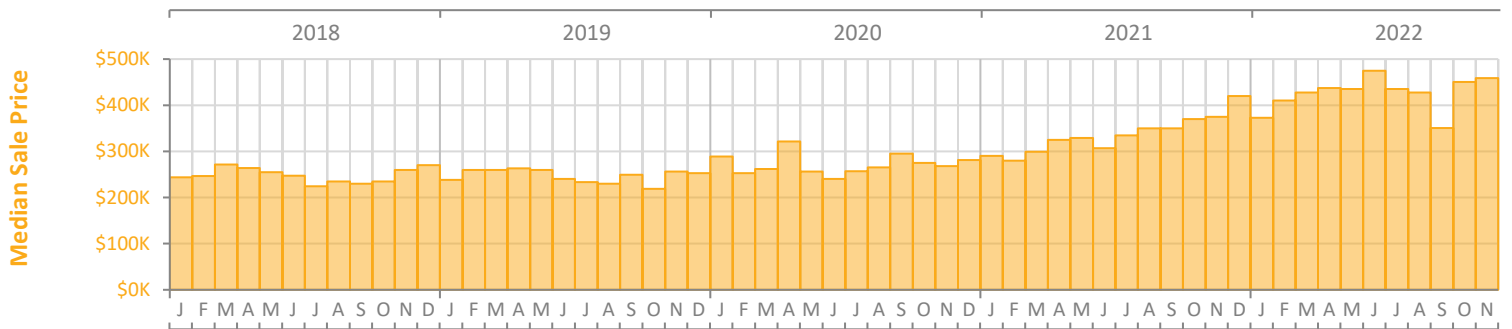
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## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$425,000	28.8%
<b>November 2022</b>	<b>\$459,000</b>	<b>22.4%</b>
October 2022	\$450,305	21.7%
September 2022	\$350,556	0.2%
August 2022	\$427,500	22.1%
July 2022	\$435,000	29.9%
June 2022	\$475,000	54.7%
May 2022	\$435,000	32.2%
April 2022	\$437,000	34.5%
March 2022	\$427,658	43.0%
February 2022	\$410,000	46.6%
January 2022	\$372,500	28.4%
December 2021	\$420,000	49.2%
November 2021	\$374,900	39.9%

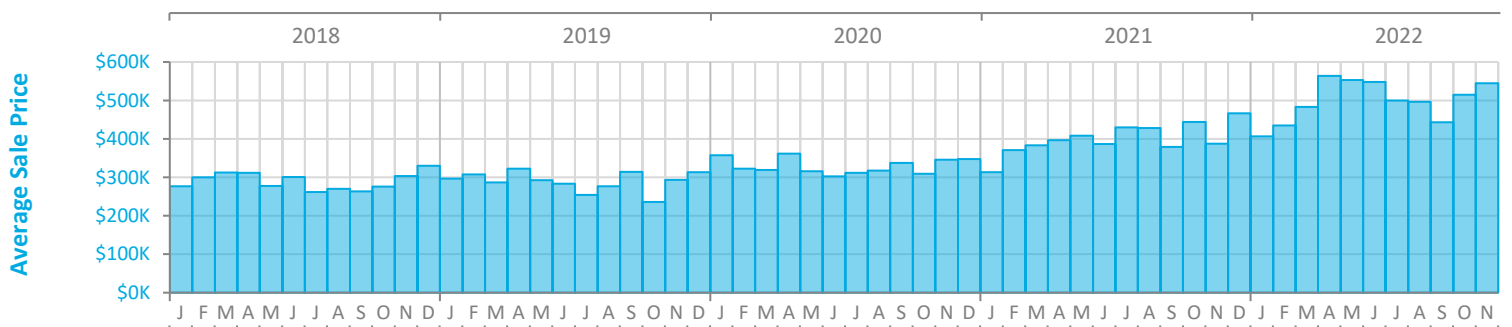


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$504,805	28.4%
<b>November 2022</b>	<b>\$544,951</b>	<b>40.5%</b>
October 2022	\$515,109	16.0%
September 2022	\$443,411	17.0%
August 2022	\$496,771	16.1%
July 2022	\$499,654	16.3%
June 2022	\$548,386	41.9%
May 2022	\$553,097	35.4%
April 2022	\$563,651	42.1%
March 2022	\$482,883	26.1%
February 2022	\$434,741	17.3%
January 2022	\$406,747	29.8%
December 2021	\$466,466	34.2%
November 2021	\$387,762	12.1%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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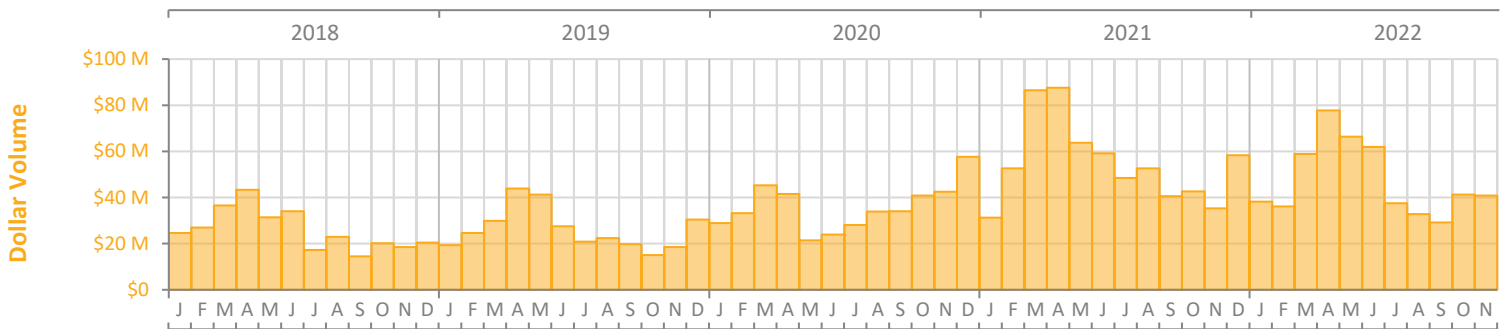
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## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$521.0 Million	-13.3%
<b>November 2022</b>	<b>\$40.9 Million</b>	<b>15.8%</b>
October 2022	\$41.2 Million	-3.4%
September 2022	\$29.3 Million	-27.8%
August 2022	\$32.8 Million	-37.7%
July 2022	\$37.5 Million	-22.8%
June 2022	\$62.0 Million	4.8%
May 2022	\$66.4 Million	4.2%
April 2022	\$77.8 Million	-11.3%
March 2022	\$58.9 Million	-31.9%
February 2022	\$36.1 Million	-31.4%
January 2022	\$38.2 Million	22.0%
December 2021	\$58.3 Million	1.1%
November 2021	\$35.3 Million	-17.1%

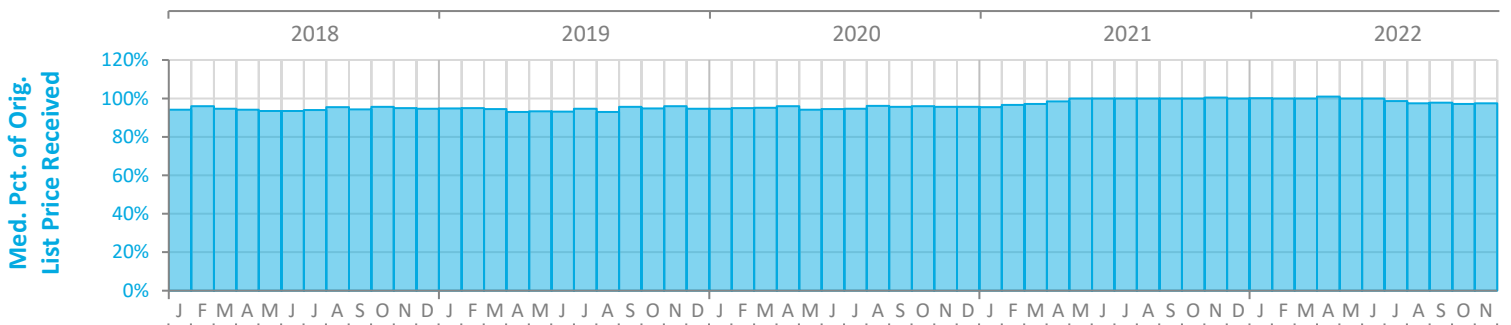


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	0.8%
<b>November 2022</b>	<b>97.4%</b>	<b>-3.0%</b>
October 2022	97.2%	-2.8%
September 2022	97.8%	-2.2%
August 2022	97.5%	-2.5%
July 2022	98.6%	-1.4%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	101.0%	2.5%
March 2022	100.0%	3.0%
February 2022	100.0%	3.4%
January 2022	100.1%	4.9%
December 2021	100.0%	4.5%
November 2021	100.4%	5.0%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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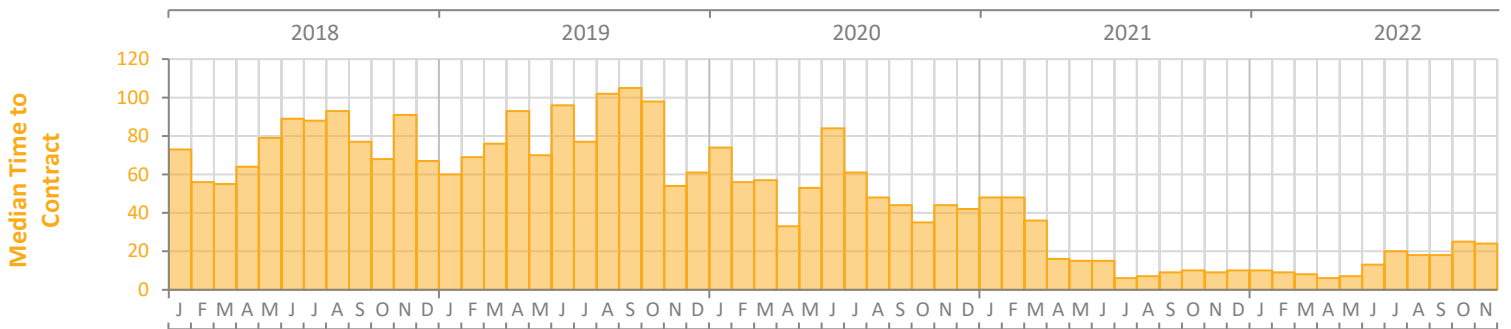
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## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	12 Days	-29.4%
<b>November 2022</b>	<b>24 Days</b>	<b>166.7%</b>
October 2022	25 Days	150.0%
September 2022	18 Days	100.0%
August 2022	18 Days	157.1%
July 2022	20 Days	233.3%
June 2022	13 Days	-13.3%
May 2022	7 Days	-53.3%
April 2022	6 Days	-62.5%
March 2022	8 Days	-77.8%
February 2022	9 Days	-81.3%
January 2022	10 Days	-79.2%
December 2021	10 Days	-76.2%
November 2021	9 Days	-79.5%

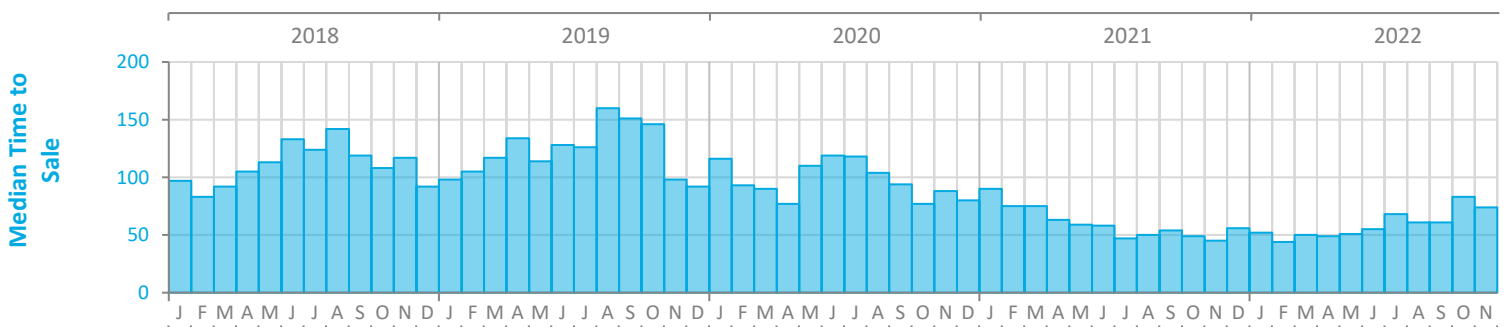


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	56 Days	-6.7%
<b>November 2022</b>	<b>74 Days</b>	<b>64.4%</b>
October 2022	83 Days	69.4%
September 2022	61 Days	13.0%
August 2022	61 Days	22.0%
July 2022	68 Days	44.7%
June 2022	55 Days	-5.2%
May 2022	51 Days	-13.6%
April 2022	49 Days	-22.2%
March 2022	50 Days	-33.3%
February 2022	44 Days	-41.3%
January 2022	52 Days	-42.2%
December 2021	56 Days	-30.0%
November 2021	45 Days	-48.9%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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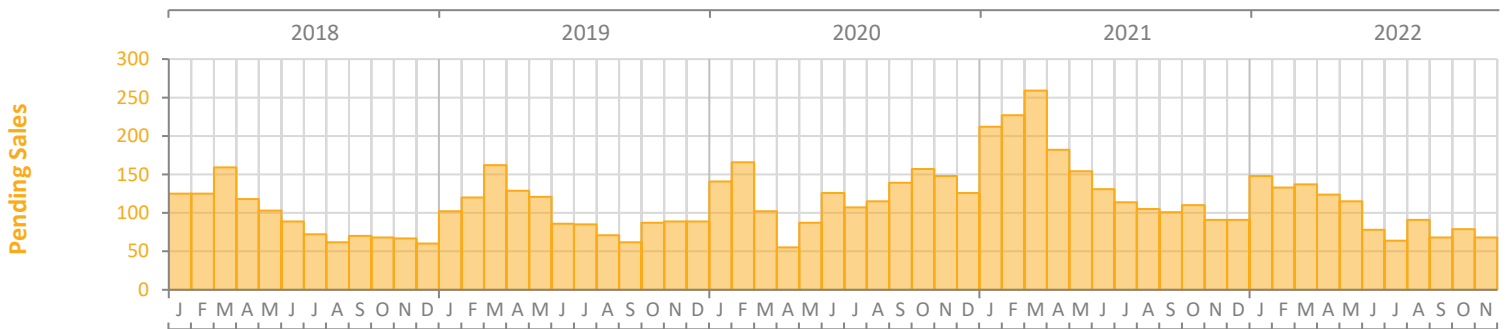
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## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	1,105	-34.5%
<b>November 2022</b>	<b>68</b>	<b>-25.3%</b>
October 2022	79	-28.2%
September 2022	68	-32.7%
August 2022	91	-13.3%
July 2022	64	-43.9%
June 2022	78	-40.5%
May 2022	115	-25.3%
April 2022	124	-31.9%
March 2022	137	-47.1%
February 2022	133	-41.4%
January 2022	148	-30.2%
December 2021	91	-27.8%
November 2021	91	-38.5%

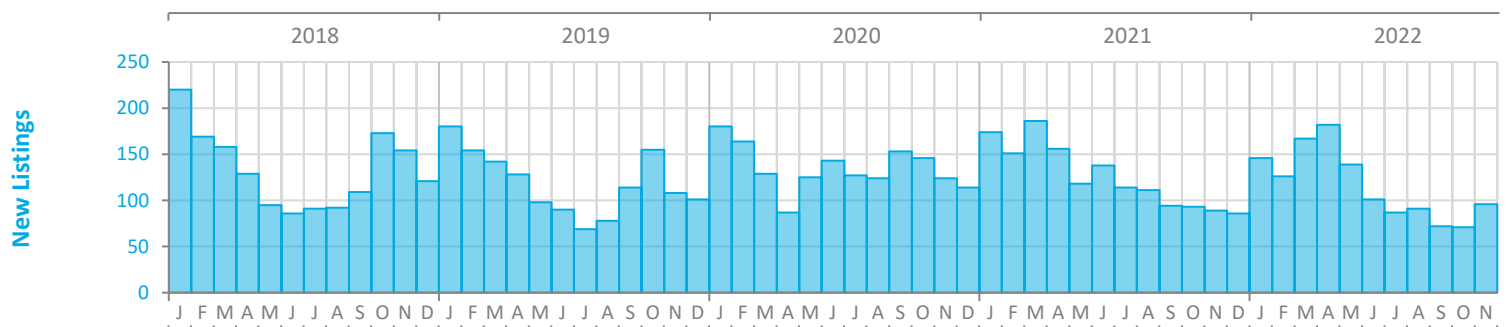


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,278	-10.3%
<b>November 2022</b>	<b>96</b>	<b>7.9%</b>
October 2022	71	-23.7%
September 2022	72	-23.4%
August 2022	91	-18.0%
July 2022	87	-23.7%
June 2022	101	-26.8%
May 2022	139	17.8%
April 2022	182	16.7%
March 2022	167	-10.2%
February 2022	126	-16.6%
January 2022	146	-16.1%
December 2021	86	-24.6%
November 2021	89	-28.2%





# Monthly Market Detail - November 2022

## Townhouses and Condos

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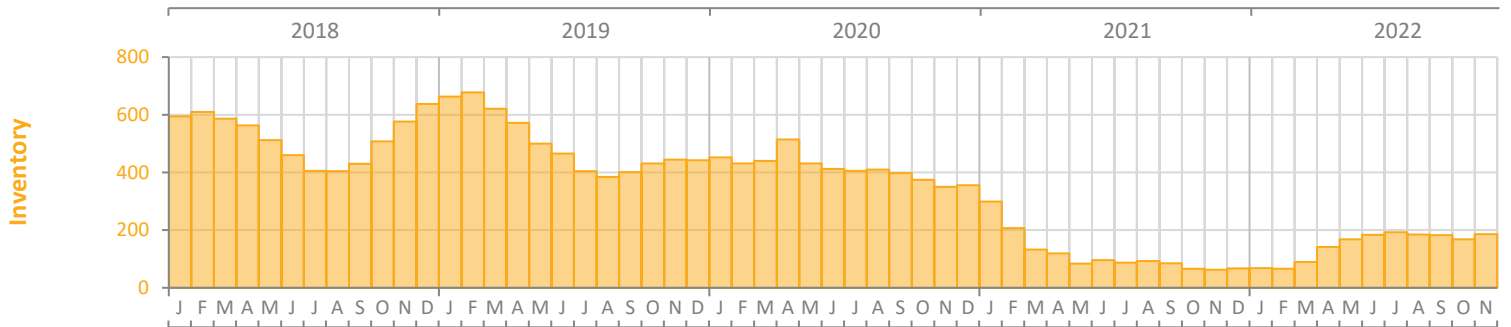
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## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	148	22.4%
<b>November 2022</b>	<b>186</b>	<b>195.2%</b>
October 2022	168	154.5%
September 2022	183	115.3%
August 2022	185	98.9%
July 2022	192	120.7%
June 2022	184	91.7%
May 2022	168	100.0%
April 2022	141	18.5%
March 2022	89	-33.1%
February 2022	66	-68.1%
January 2022	68	-77.3%
December 2021	67	-81.2%
November 2021	63	-82.0%

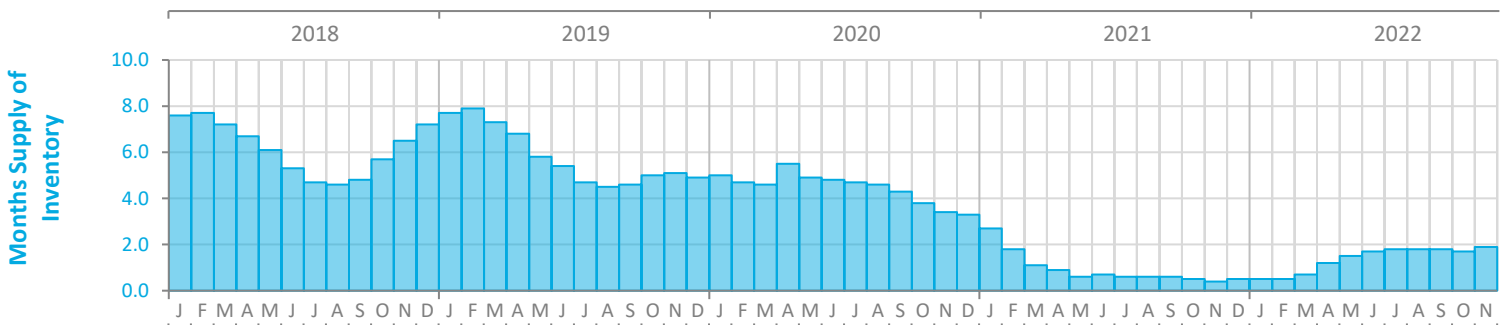


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.4	40.0%
<b>November 2022</b>	<b>1.9</b>	<b>375.0%</b>
October 2022	1.7	240.0%
September 2022	1.8	200.0%
August 2022	1.8	200.0%
July 2022	1.8	200.0%
June 2022	1.7	142.9%
May 2022	1.5	150.0%
April 2022	1.2	33.3%
March 2022	0.7	-36.4%
February 2022	0.5	-72.2%
January 2022	0.5	-81.5%
December 2021	0.5	-84.8%
November 2021	0.4	-88.2%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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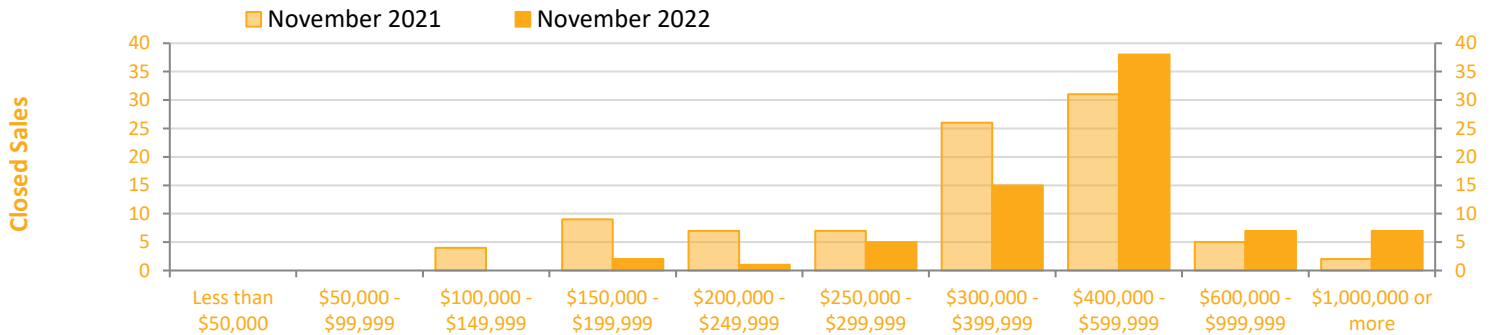
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## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	2	-77.8%
\$200,000 - \$249,999	1	-85.7%
\$250,000 - \$299,999	5	-28.6%
\$300,000 - \$399,999	15	-42.3%
\$400,000 - \$599,999	38	22.6%
\$600,000 - \$999,999	7	40.0%
\$1,000,000 or more	7	250.0%

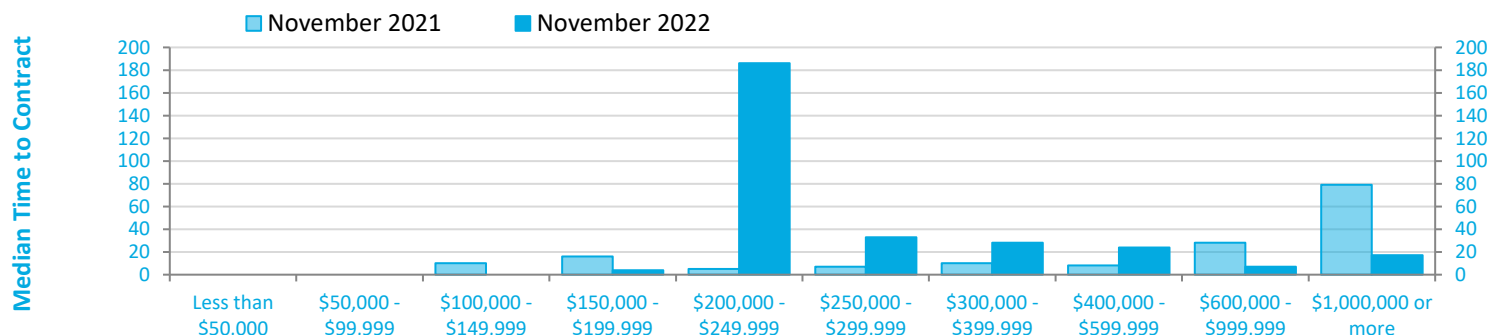


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	4 Days	-75.0%
\$200,000 - \$249,999	186 Days	3620.0%
\$250,000 - \$299,999	33 Days	371.4%
\$300,000 - \$399,999	28 Days	180.0%
\$400,000 - \$599,999	24 Days	200.0%
\$600,000 - \$999,999	7 Days	-75.0%
\$1,000,000 or more	17 Days	-78.5%



# Monthly Market Detail - November 2022

## Townhouses and Condos

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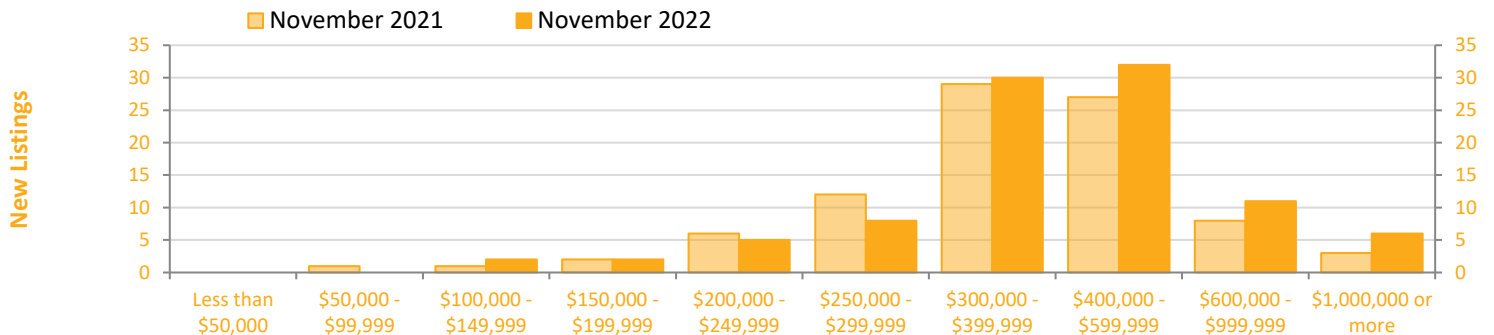
This report describes member activity for the association and is not confined to any specific geographic area.

## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	5	-16.7%
\$250,000 - \$299,999	8	-33.3%
\$300,000 - \$399,999	30	3.4%
\$400,000 - \$599,999	32	18.5%
\$600,000 - \$999,999	11	37.5%
\$1,000,000 or more	6	100.0%

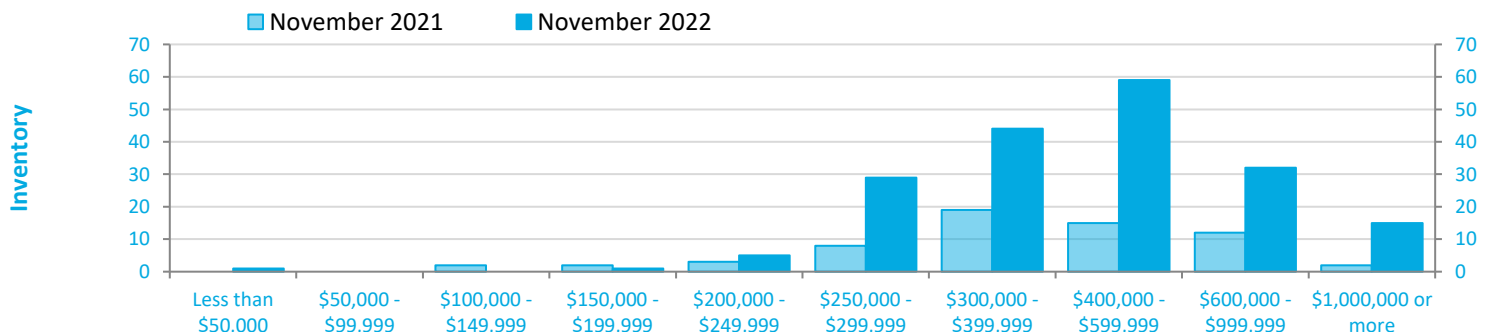


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	5	66.7%
\$250,000 - \$299,999	29	262.5%
\$300,000 - \$399,999	44	131.6%
\$400,000 - \$599,999	59	293.3%
\$600,000 - \$999,999	32	166.7%
\$1,000,000 or more	15	650.0%



# Monthly Distressed Market - November 2022

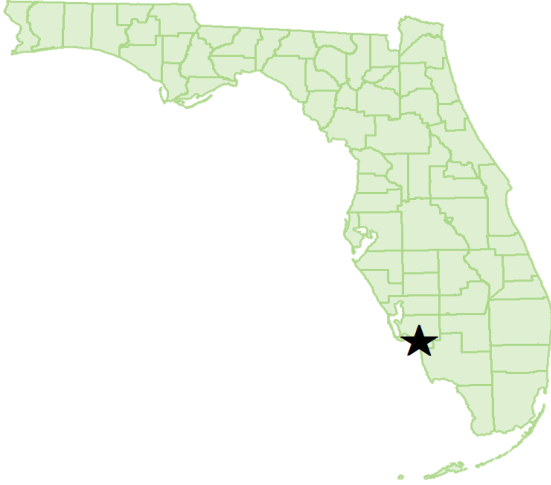
## Townhouses and Condos

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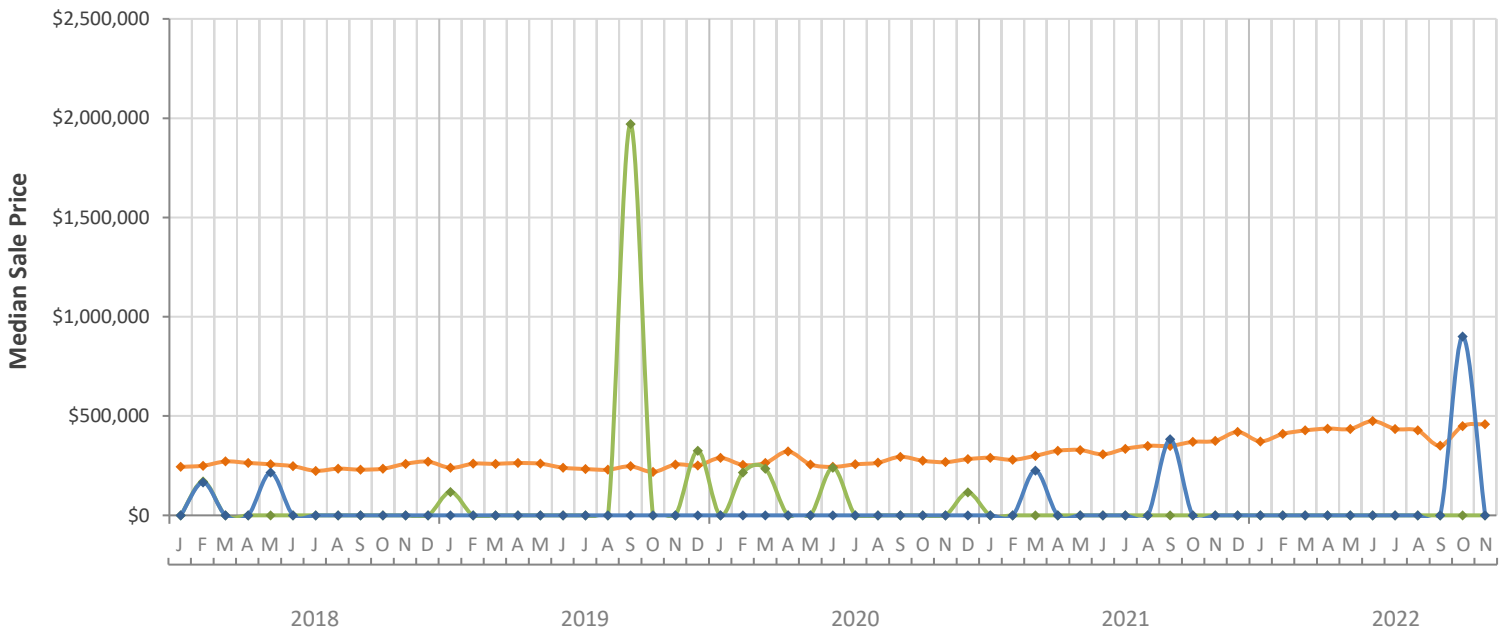
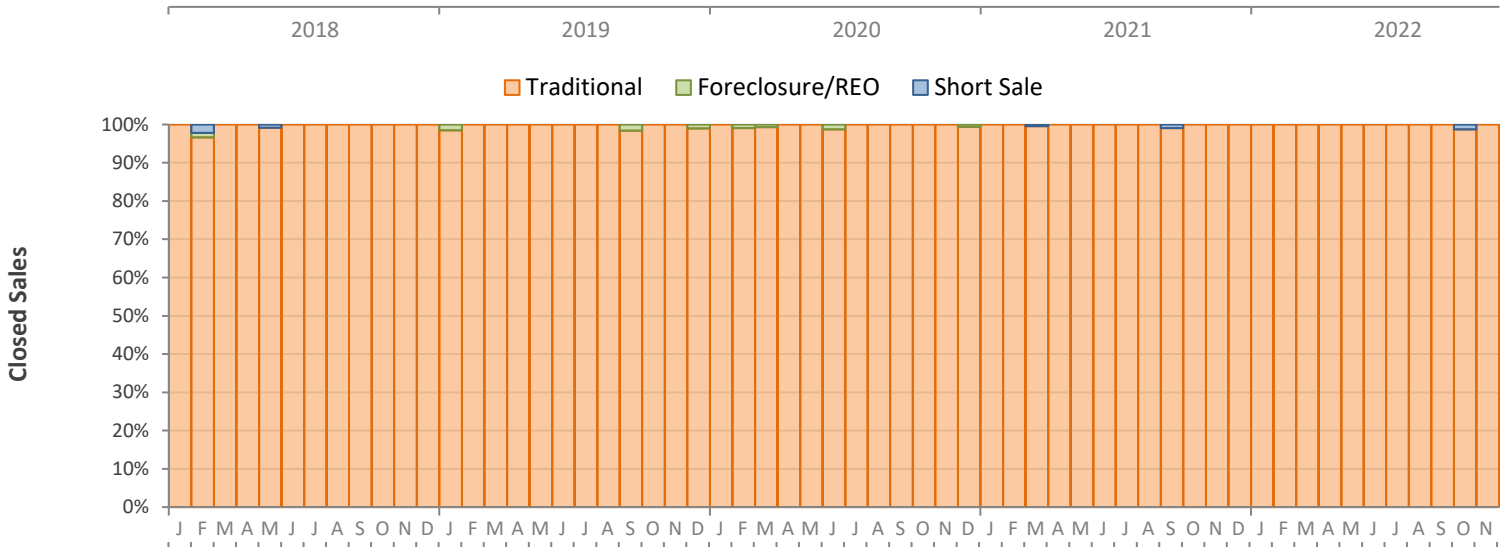


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		November 2022	November 2021	Percent Change Year-over-Year
Traditional	Closed Sales	75	91	-17.6%
	Median Sale Price	\$459,000	\$374,900	22.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - November 2022

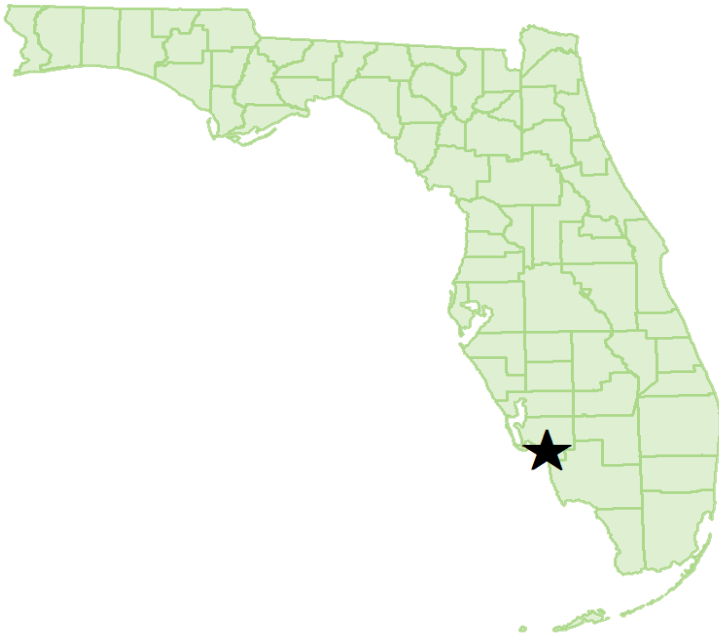
## Manufactured Homes

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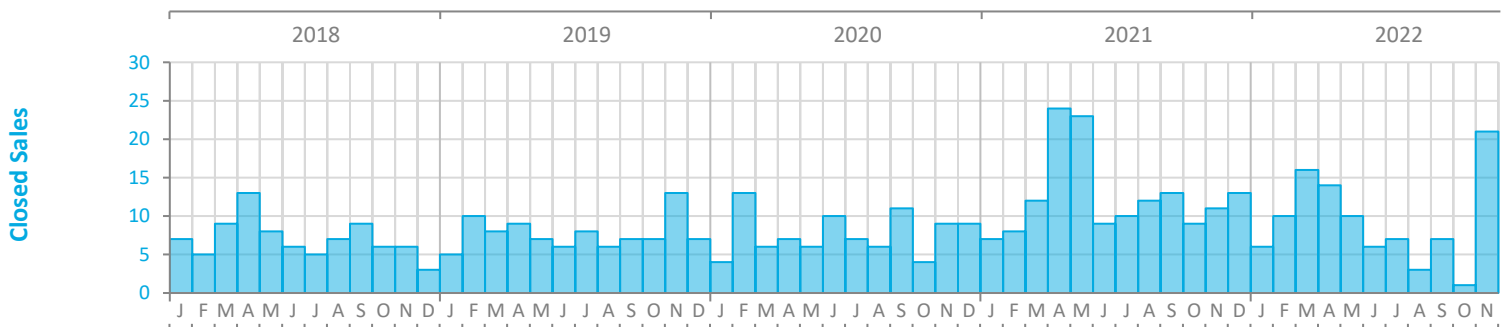
Summary Statistics	November 2022	November 2021	Percent Change Year-over-Year
Closed Sales	21	11	90.9%
Paid in Cash	21	10	110.0%
Median Sale Price	\$148,500	\$153,000	-2.9%
Average Sale Price	\$152,690	\$150,036	1.8%
Dollar Volume	\$3.2 Million	\$1.7 Million	94.3%
Median Percent of Original List Price Received	97.9%	100.0%	-2.1%
Median Time to Contract	2 Days	7 Days	-71.4%
Median Time to Sale	25 Days	41 Days	-39.0%
New Pending Sales	12	10	20.0%
New Listings	18	10	80.0%
Pending Inventory	9	13	-30.8%
Inventory (Active Listings)	15	12	25.0%
Months Supply of Inventory	1.6	1.0	60.0%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	101	-26.8%
<b>November 2022</b>	<b>21</b>	<b>90.9%</b>
October 2022	1	-88.9%
September 2022	7	-46.2%
August 2022	3	-75.0%
July 2022	7	-30.0%
June 2022	6	-33.3%
May 2022	10	-56.5%
April 2022	14	-41.7%
March 2022	16	33.3%
February 2022	10	25.0%
January 2022	6	-14.3%
December 2021	13	44.4%
November 2021	11	22.2%



# Monthly Market Detail - November 2022

## Manufactured Homes

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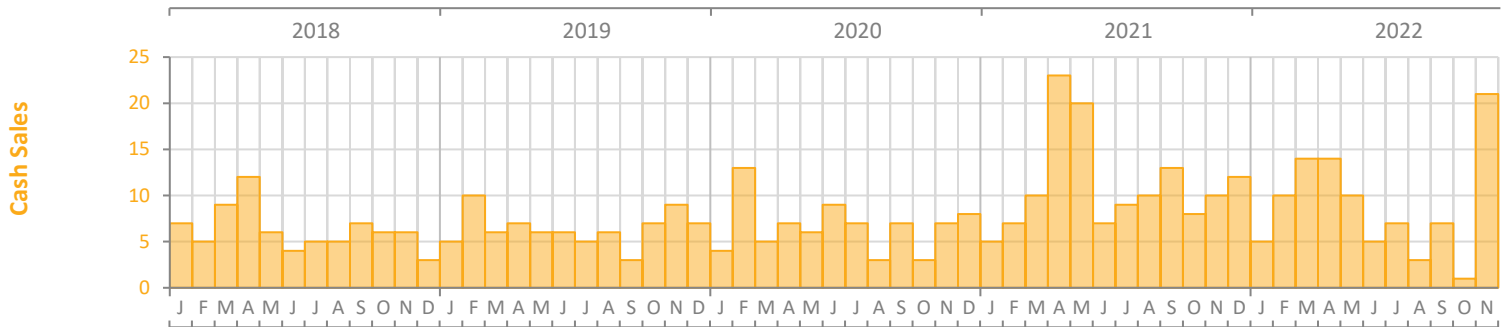
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## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	97	-20.5%
<b>November 2022</b>	<b>21</b>	<b>110.0%</b>
October 2022	1	-87.5%
September 2022	7	-46.2%
August 2022	3	-70.0%
July 2022	7	-22.2%
June 2022	5	-28.6%
May 2022	10	-50.0%
April 2022	14	-39.1%
March 2022	14	40.0%
February 2022	10	42.9%
January 2022	5	0.0%
December 2021	12	50.0%
November 2021	10	42.9%

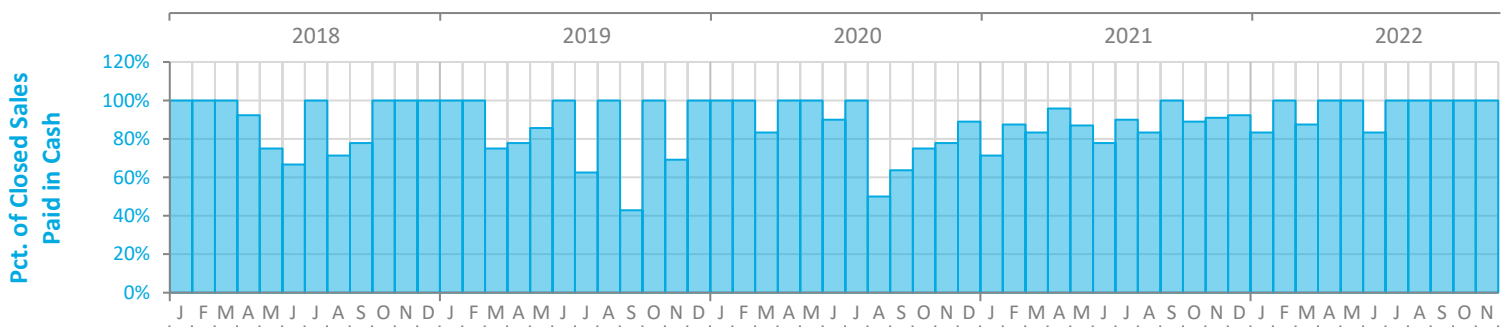


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	96.0%	8.6%
<b>November 2022</b>	<b>100.0%</b>	<b>10.0%</b>
October 2022	100.0%	12.5%
September 2022	100.0%	0.0%
August 2022	100.0%	20.0%
July 2022	100.0%	11.1%
June 2022	83.3%	7.1%
May 2022	100.0%	14.9%
April 2022	100.0%	4.4%
March 2022	87.5%	5.0%
February 2022	100.0%	14.3%
January 2022	83.3%	16.7%
December 2021	92.3%	3.8%
November 2021	90.9%	16.8%



# Monthly Market Detail - November 2022

## Manufactured Homes

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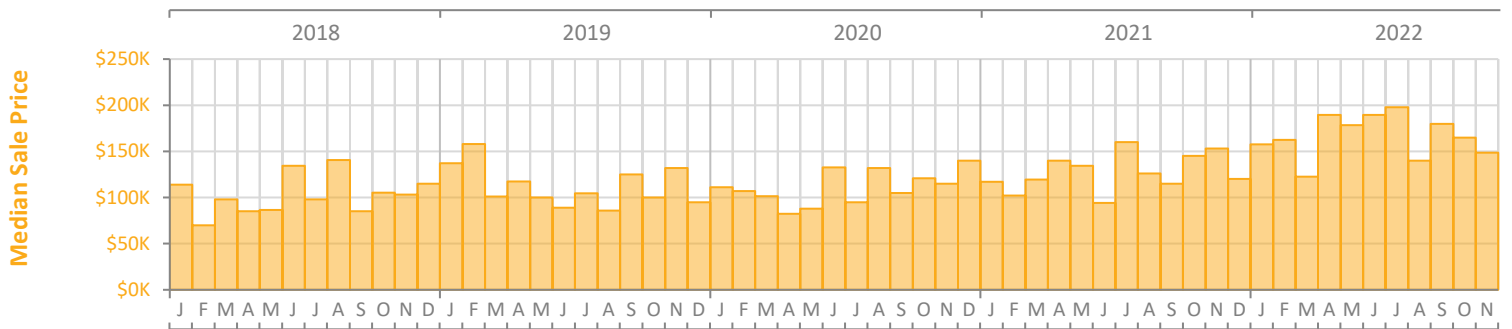
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## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$175,000	37.8%
<b>November 2022</b>	<b>\$148,500</b>	<b>-2.9%</b>
October 2022	\$165,000	13.8%
September 2022	\$179,900	56.4%
August 2022	\$140,000	11.1%
July 2022	\$198,000	23.8%
June 2022	\$189,500	101.6%
May 2022	\$178,500	32.7%
April 2022	\$189,500	35.4%
March 2022	\$122,500	2.5%
February 2022	\$162,500	58.9%
January 2022	\$157,450	34.6%
December 2021	\$120,000	-14.3%
November 2021	\$153,000	33.0%

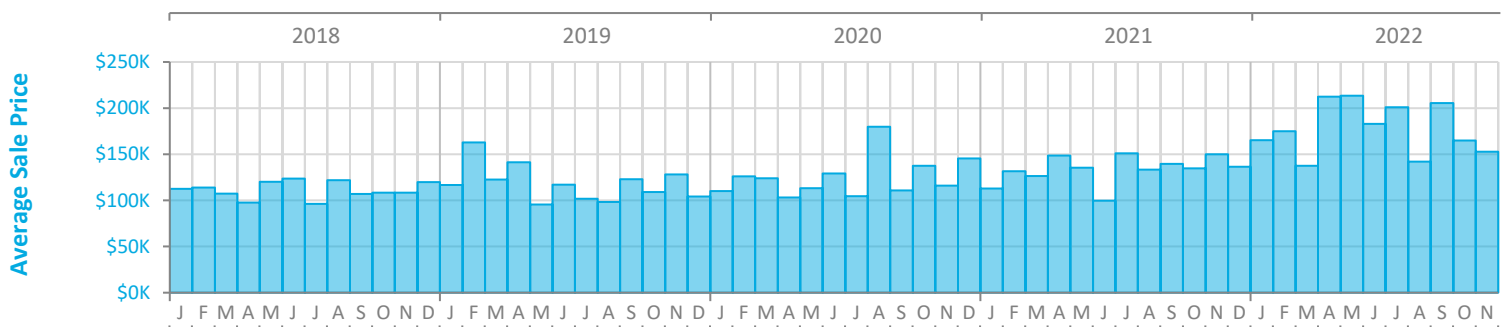


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$176,150	29.7%
<b>November 2022</b>	<b>\$152,690</b>	<b>1.8%</b>
October 2022	\$165,000	22.5%
September 2022	\$205,357	47.0%
August 2022	\$142,167	6.6%
July 2022	\$200,914	33.0%
June 2022	\$182,833	83.1%
May 2022	\$213,600	57.7%
April 2022	\$212,500	42.8%
March 2022	\$137,406	8.6%
February 2022	\$175,090	33.0%
January 2022	\$165,317	46.3%
December 2021	\$136,538	-6.1%
November 2021	\$150,036	29.4%



# Monthly Market Detail - November 2022

## Manufactured Homes

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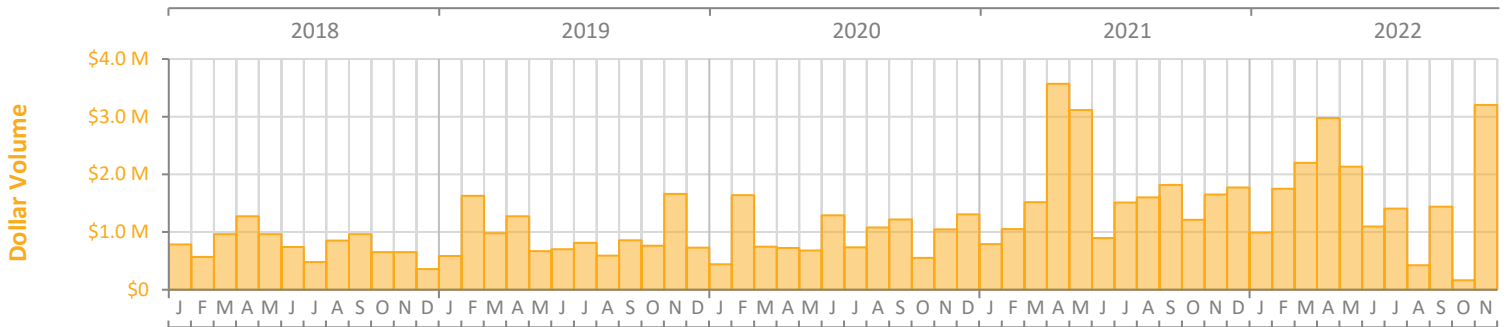
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## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$17.8 Million	-5.1%
<b>November 2022</b>	<b>\$3.2 Million</b>	<b>94.3%</b>
October 2022	\$165,000	-86.4%
September 2022	\$1.4 Million	-20.9%
August 2022	\$426,501	-73.4%
July 2022	\$1.4 Million	-6.9%
June 2022	\$1.1 Million	22.1%
May 2022	\$2.1 Million	-31.4%
April 2022	\$3.0 Million	-16.7%
March 2022	\$2.2 Million	44.8%
February 2022	\$1.8 Million	66.2%
January 2022	\$991,902	25.4%
December 2021	\$1.8 Million	35.7%
November 2021	\$1.7 Million	58.1%

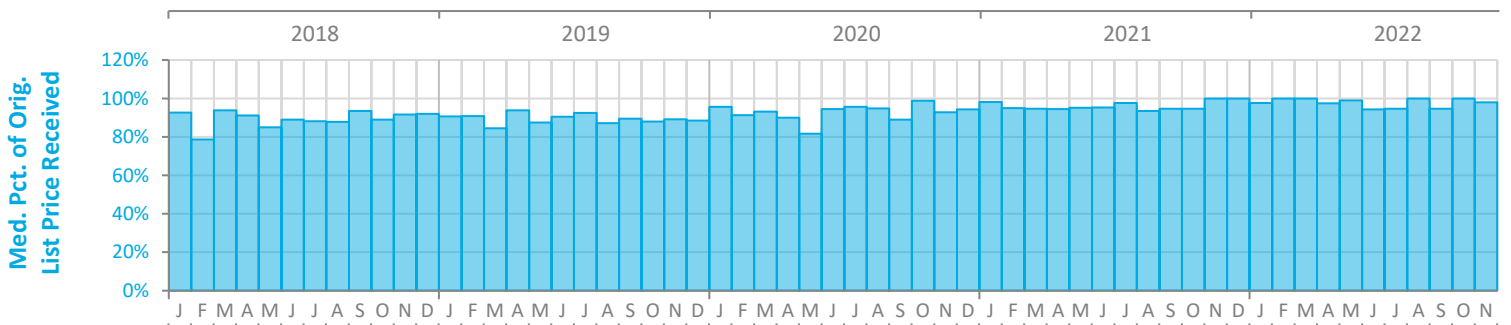


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	97.7%	2.7%
<b>November 2022</b>	<b>97.9%</b>	<b>-2.1%</b>
October 2022	100.0%	5.6%
September 2022	94.7%	0.1%
August 2022	100.0%	7.1%
July 2022	94.6%	-3.1%
June 2022	94.3%	-1.0%
May 2022	98.9%	4.0%
April 2022	97.5%	3.3%
March 2022	100.0%	5.7%
February 2022	100.0%	5.4%
January 2022	97.7%	-0.5%
December 2021	100.0%	6.0%
November 2021	100.0%	7.8%





# Monthly Market Detail - November 2022

## Manufactured Homes

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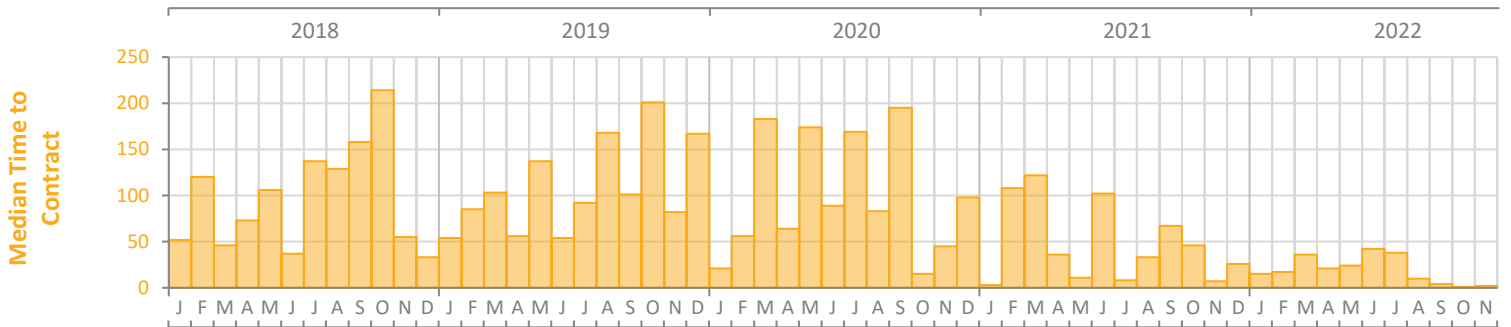
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## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	16 Days	-63.6%
<b>November 2022</b>	<b>2 Days</b>	<b>-71.4%</b>
October 2022	1 Day	-97.8%
September 2022	4 Days	-94.0%
August 2022	10 Days	-69.7%
July 2022	38 Days	375.0%
June 2022	42 Days	-58.8%
May 2022	24 Days	118.2%
April 2022	21 Days	-41.7%
March 2022	36 Days	-70.5%
February 2022	17 Days	-84.3%
January 2022	15 Days	400.0%
December 2021	26 Days	-73.5%
November 2021	7 Days	-84.4%

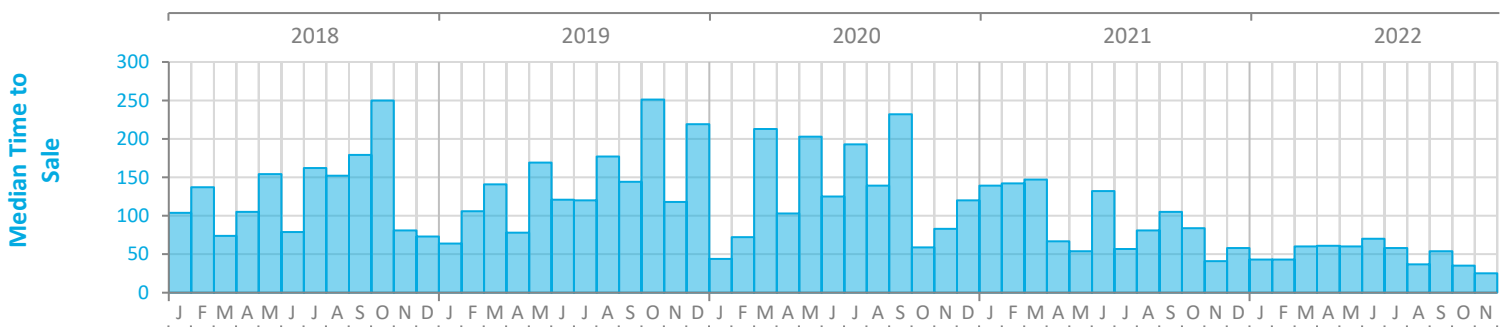


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	49 Days	-41.7%
<b>November 2022</b>	<b>25 Days</b>	<b>-39.0%</b>
October 2022	35 Days	-58.3%
September 2022	54 Days	-48.6%
August 2022	37 Days	-54.3%
July 2022	58 Days	1.8%
June 2022	70 Days	-47.0%
May 2022	60 Days	11.1%
April 2022	61 Days	-9.0%
March 2022	60 Days	-59.2%
February 2022	43 Days	-69.7%
January 2022	43 Days	-69.1%
December 2021	58 Days	-51.7%
November 2021	41 Days	-50.6%



# Monthly Market Detail - November 2022

## Manufactured Homes

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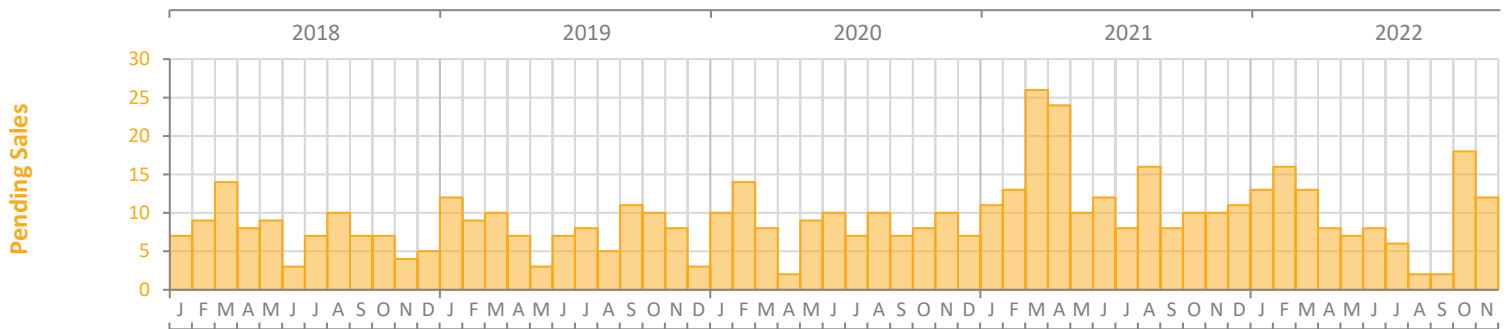
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## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	105	-29.1%
<b>November 2022</b>	<b>12</b>	<b>20.0%</b>
October 2022	18	80.0%
September 2022	2	-75.0%
August 2022	2	-87.5%
July 2022	6	-25.0%
June 2022	8	-33.3%
May 2022	7	-30.0%
April 2022	8	-66.7%
March 2022	13	-50.0%
February 2022	16	23.1%
January 2022	13	18.2%
December 2021	11	57.1%
November 2021	10	0.0%

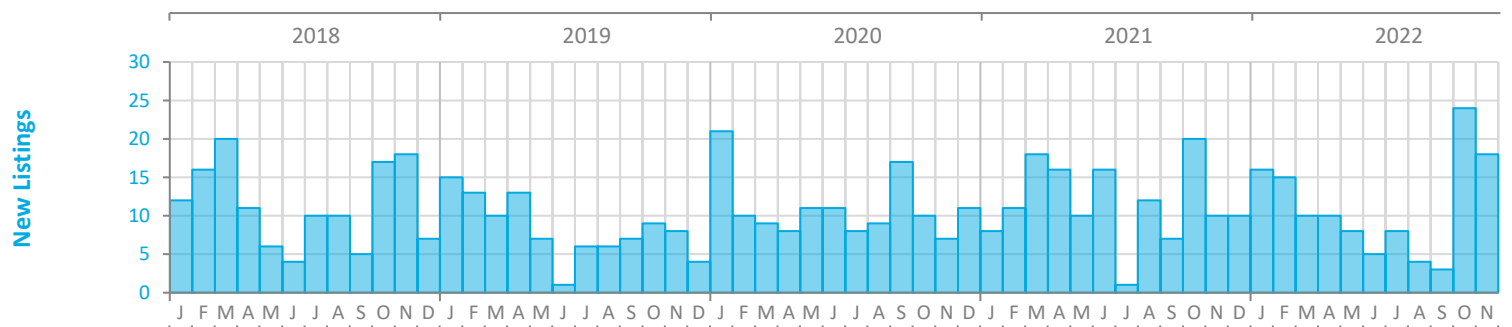


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	121	-6.2%
<b>November 2022</b>	<b>18</b>	<b>80.0%</b>
October 2022	24	20.0%
September 2022	3	-57.1%
August 2022	4	-66.7%
July 2022	8	700.0%
June 2022	5	-68.8%
May 2022	8	-20.0%
April 2022	10	-37.5%
March 2022	10	-44.4%
February 2022	15	36.4%
January 2022	16	100.0%
December 2021	10	-9.1%
November 2021	10	42.9%



# Monthly Market Detail - November 2022

## Manufactured Homes

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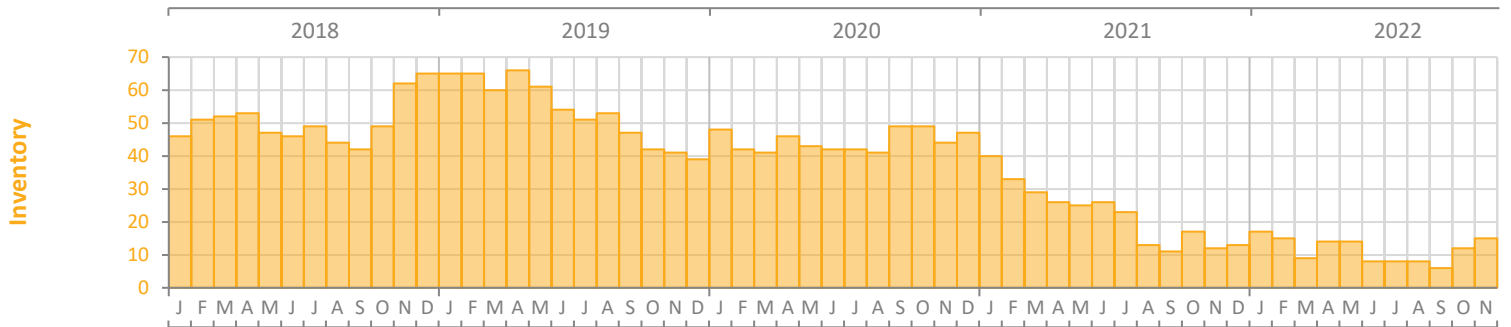
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## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	12	-50.4%
<b>November 2022</b>	<b>15</b>	<b>25.0%</b>
October 2022	12	-29.4%
September 2022	6	-45.5%
August 2022	8	-38.5%
July 2022	8	-65.2%
June 2022	8	-69.2%
May 2022	14	-44.0%
April 2022	14	-46.2%
March 2022	9	-69.0%
February 2022	15	-54.5%
January 2022	17	-57.5%
December 2021	13	-72.3%
November 2021	12	-72.7%

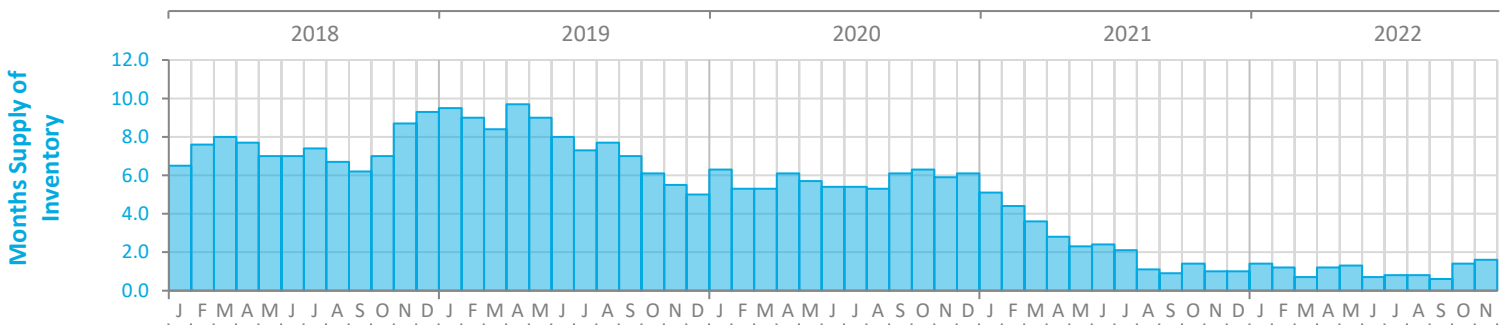


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.1	-56.0%
<b>November 2022</b>	<b>1.6</b>	<b>60.0%</b>
October 2022	1.4	0.0%
September 2022	0.6	-33.3%
August 2022	0.8	-27.3%
July 2022	0.8	-61.9%
June 2022	0.7	-70.8%
May 2022	1.3	-43.5%
April 2022	1.2	-57.1%
March 2022	0.7	-80.6%
February 2022	1.2	-72.7%
January 2022	1.4	-72.5%
December 2021	1.0	-83.6%
November 2021	1.0	-83.1%



# Monthly Market Detail - November 2022

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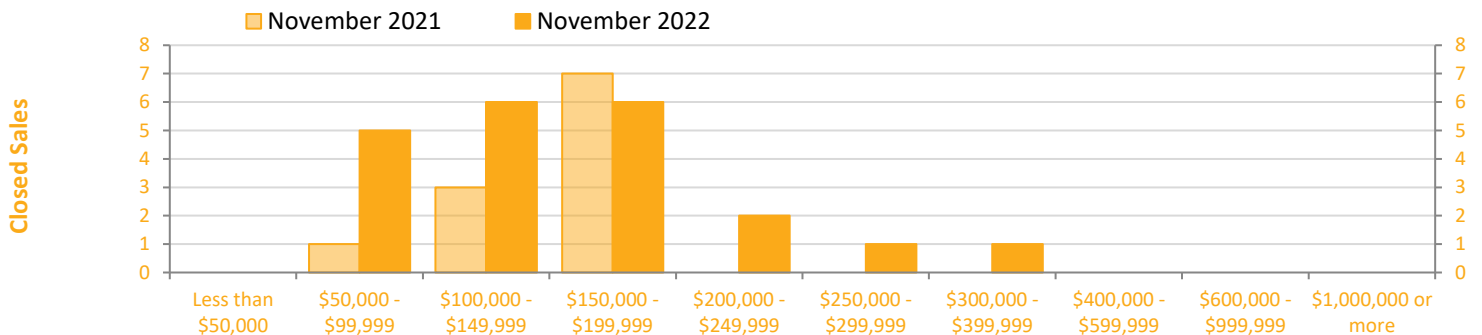
This report describes member activity for the association and is not confined to any specific geographic area.

## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	5	400.0%
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	6	-14.3%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

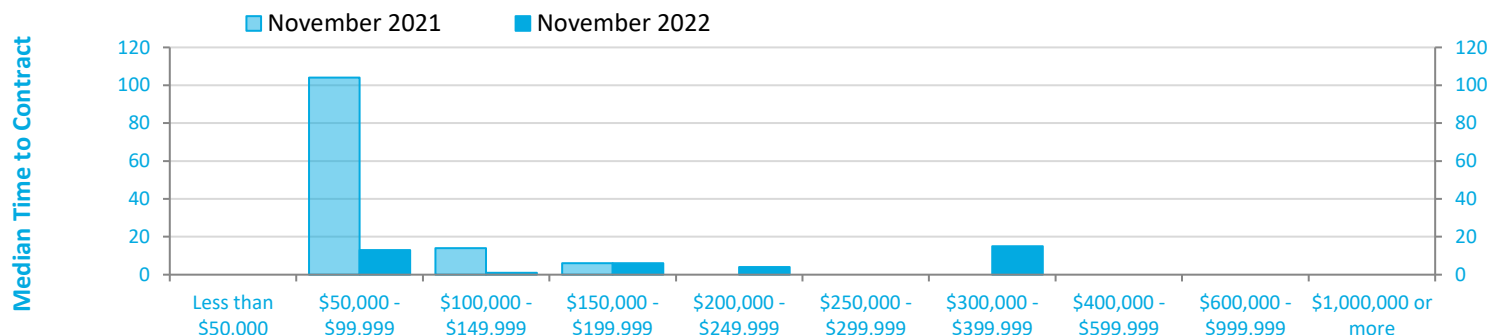


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	13 Days	-87.5%
\$100,000 - \$149,999	1 Day	-92.9%
\$150,000 - \$199,999	6 Days	0.0%
\$200,000 - \$249,999	4 Days	N/A
\$250,000 - \$299,999	0 Days	N/A
\$300,000 - \$399,999	15 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - November 2022

## Manufactured Homes

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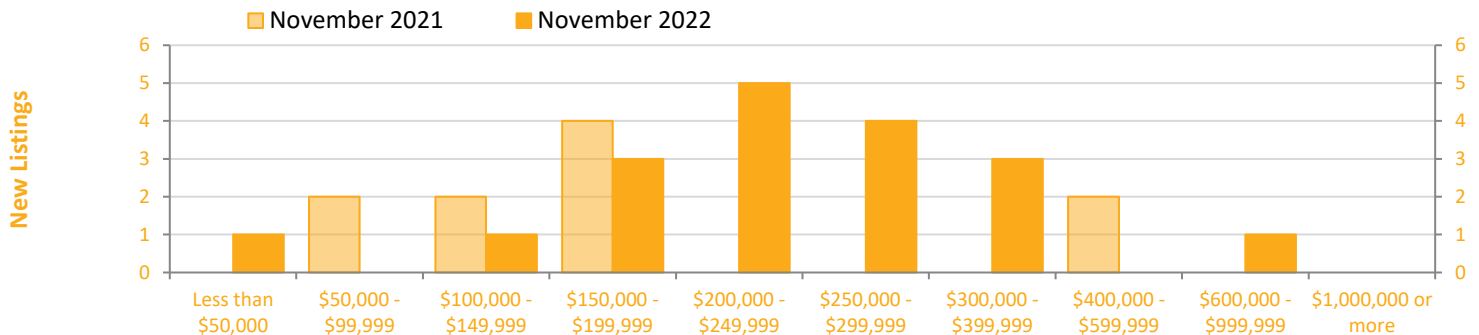
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## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	3	-25.0%
\$200,000 - \$249,999	5	N/A
\$250,000 - \$299,999	4	N/A
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

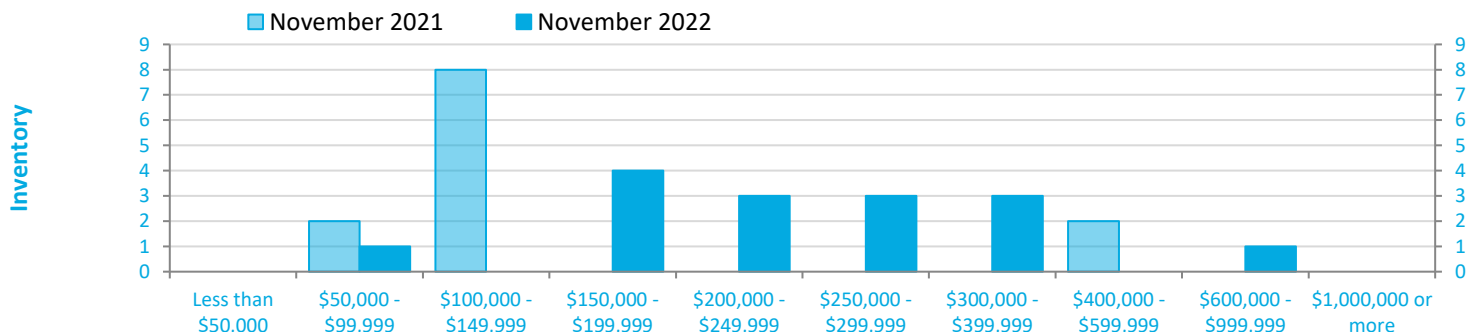


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-50.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	4	N/A
\$200,000 - \$249,999	3	N/A
\$250,000 - \$299,999	3	N/A
\$300,000 - \$399,999	3	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A



# Monthly Distressed Market - November 2022

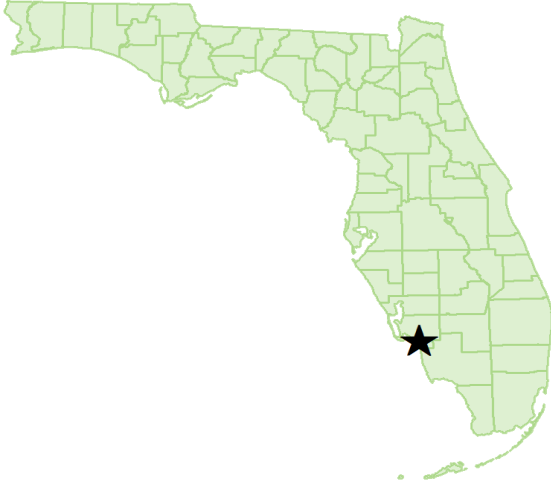
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		November 2022	November 2021	Percent Change Year-over-Year
Traditional	Closed Sales	21	11	90.9%
	Median Sale Price	\$148,500	\$153,000	-2.9%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

