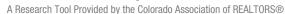
Local Market Update for October 2020





Not all agents are the same!



Third Congressional District

Single Family	October			Year to Date			
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year	
New Listings	1,213	1,350	+ 11.3%	14,935	14,308	- 4.2%	
Sold Listings	1,149	1,592	+ 38.6%	10,140	11,418	+ 12.6%	
Median Sales Price*	\$279,900	\$340,000	+ 21.5%	\$266,000	\$301,738	+ 13.4%	
Average Sales Price*	\$431,650	\$693,360	+ 60.6%	\$405,242	\$539,610	+ 33.2%	
Percent of List Price Received*	97.2%	97.9%	+ 0.7%	97.6%	97.8%	+ 0.2%	
Days on Market Until Sale	99	99	0.0%	97	98	+ 1.0%	
Inventory of Homes for Sale	5,490	2,783	- 49.3%				
Months Supply of Inventory	5.5	2.5	- 54.5%				

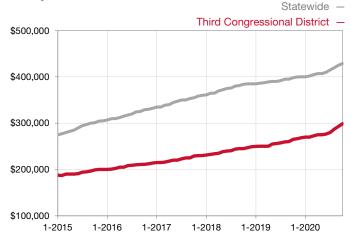
^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	October			Year to Date		
Key Metrics	2019	2020	Percent Change from Previous Year	Thru 10-2019	Thru 10-2020	Percent Change from Previous Year
New Listings	222	251	+ 13.1%	2,847	2,814	- 1.2%
Sold Listings	226	379	+ 67.7%	2,148	2,289	+ 6.6%
Median Sales Price*	\$320,400	\$432,500	+ 35.0%	\$295,000	\$339,000	+ 14.9%
Average Sales Price*	\$476,637	\$807,932	+ 69.5%	\$479,987	\$694,462	+ 44.7%
Percent of List Price Received*	97.1%	98.3%	+ 1.2%	97.6%	97.8%	+ 0.2%
Days on Market Until Sale	99	102	+ 3.0%	100	103	+ 3.0%
Inventory of Homes for Sale	1,050	569	- 45.8%			
Months Supply of Inventory	5.0	2.6	- 48.0%			

^{*} Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

