



Jennifer Knolton
Sales Associate

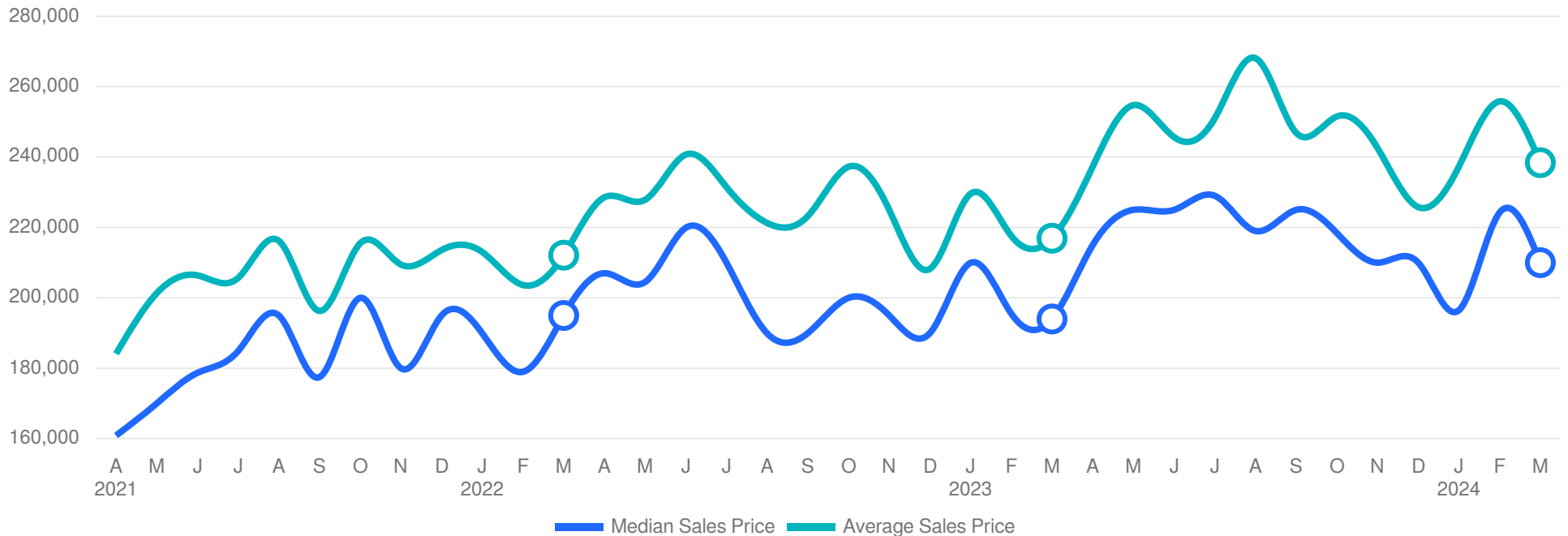
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Locations: All
Price Range: \$0 - \$999,999,999
Properties: Single Family

Average & Median Sales Price

The median sales price in March 2024 was \$210,000, down -6.35% from \$224,250 from the previous month and 8.25% higher than \$194,000 from March 2023. The March 2024 median sales price was at its highest level compared to March 2023 and 2022. The average sales price in March 2024 was \$238,398, down -6.81% from \$255,819 from the previous month and 9.89% higher than \$216,943 from March 2023. The March 2024 average sale price was at its highest level compared to March 2023 and 2022.



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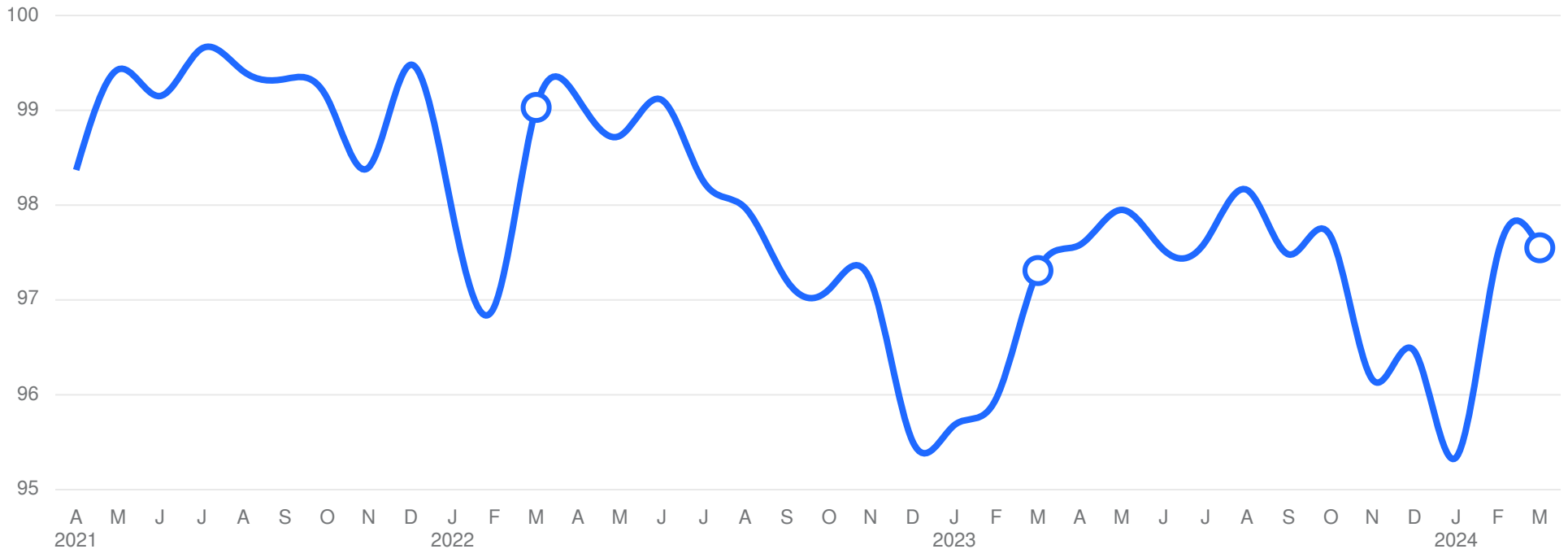
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Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The March 2024 sales price/list price ratio was 97.55%, equal to the previous month and equal to March 2023.



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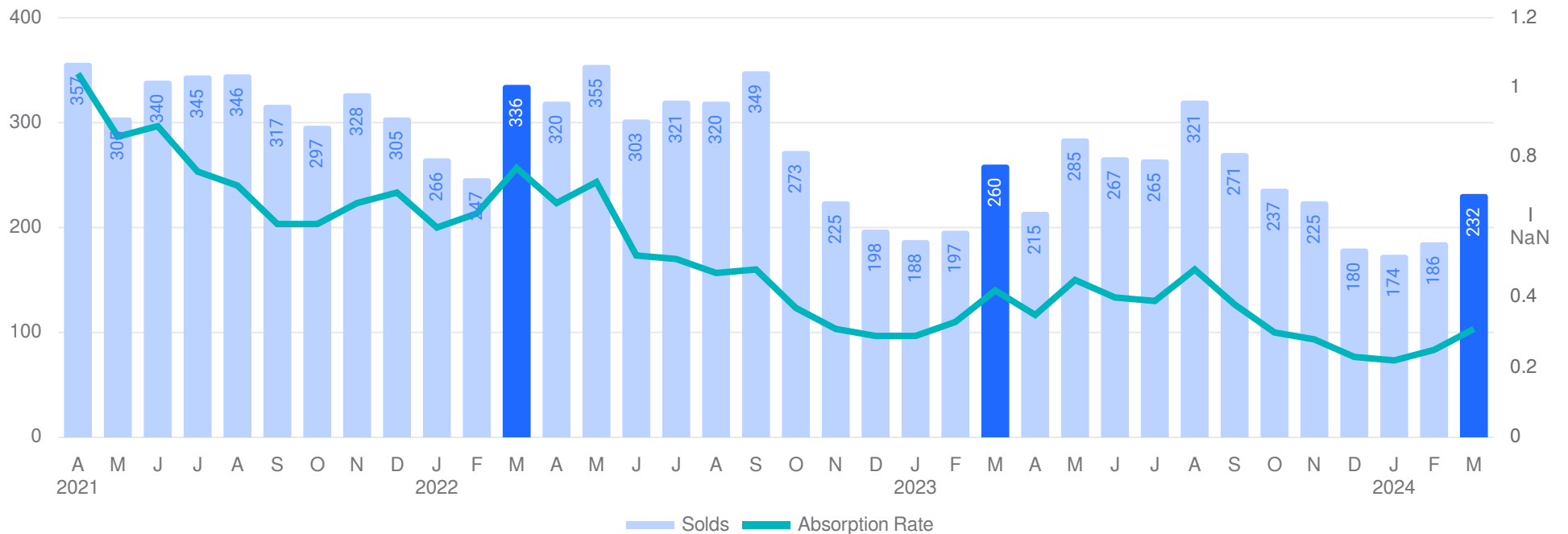
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Number of Properties Sold & Absorption Rate

The number of properties sold in March 2024 was 232, up 24.73% from 186 from the previous month and -10.77% lower than 260 from March 2023. The March 2024 sales were at its lowest level compared to March 2023 and 2022. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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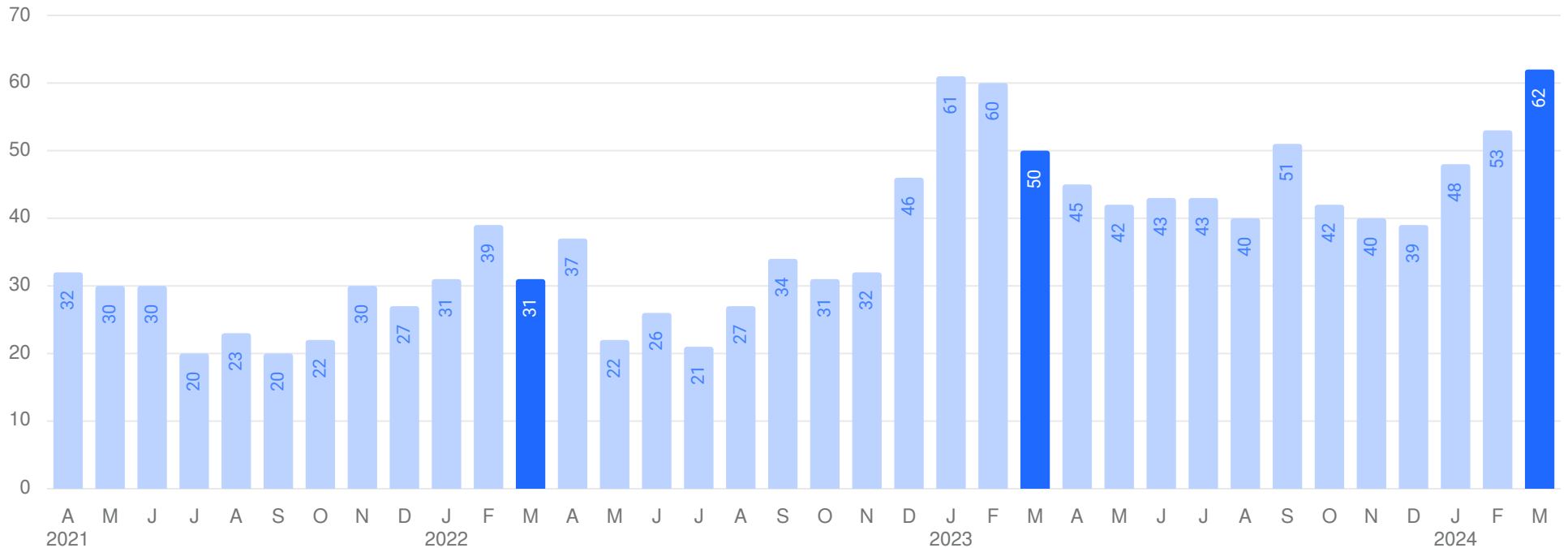
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Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for March 2024 was 62 days, up 16.98% from 53 days from the previous month and 24.00% higher than 50 days from March 2023. The March 2024 DOM was at its highest level compared with March 2023 and 2022.



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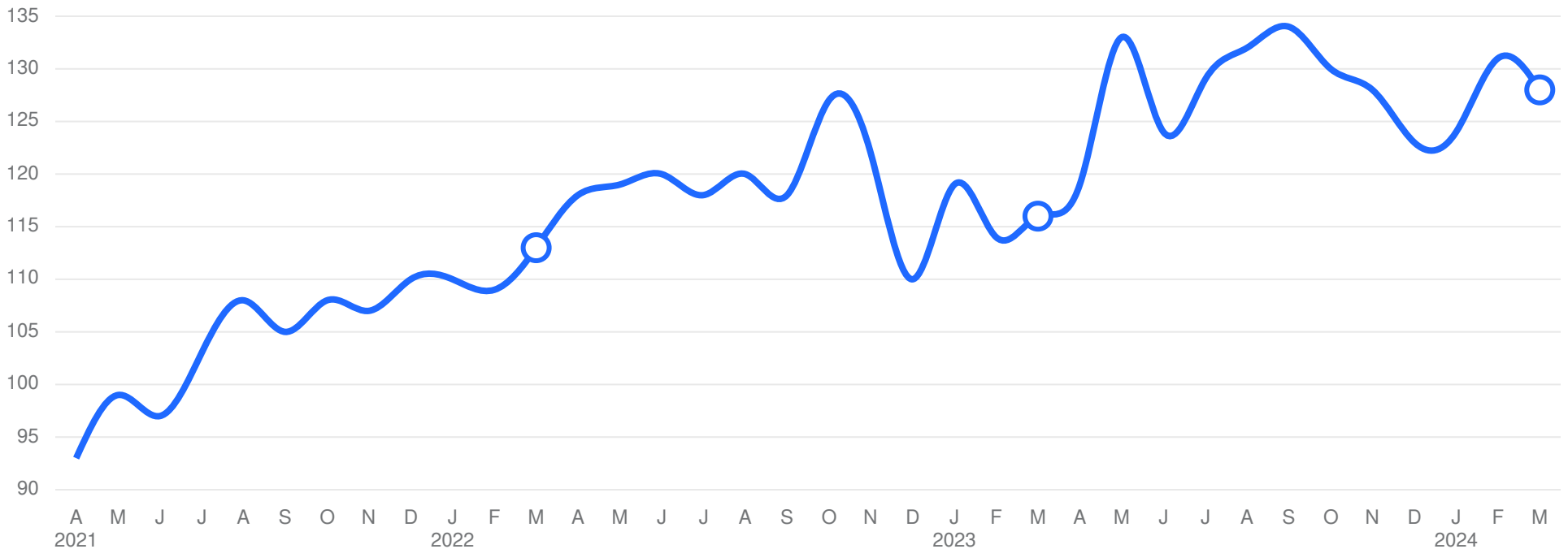
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Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in March 2024 was \$128, down -2.29% from \$131 from the previous month and 10.34% higher than \$116 from March 2023.



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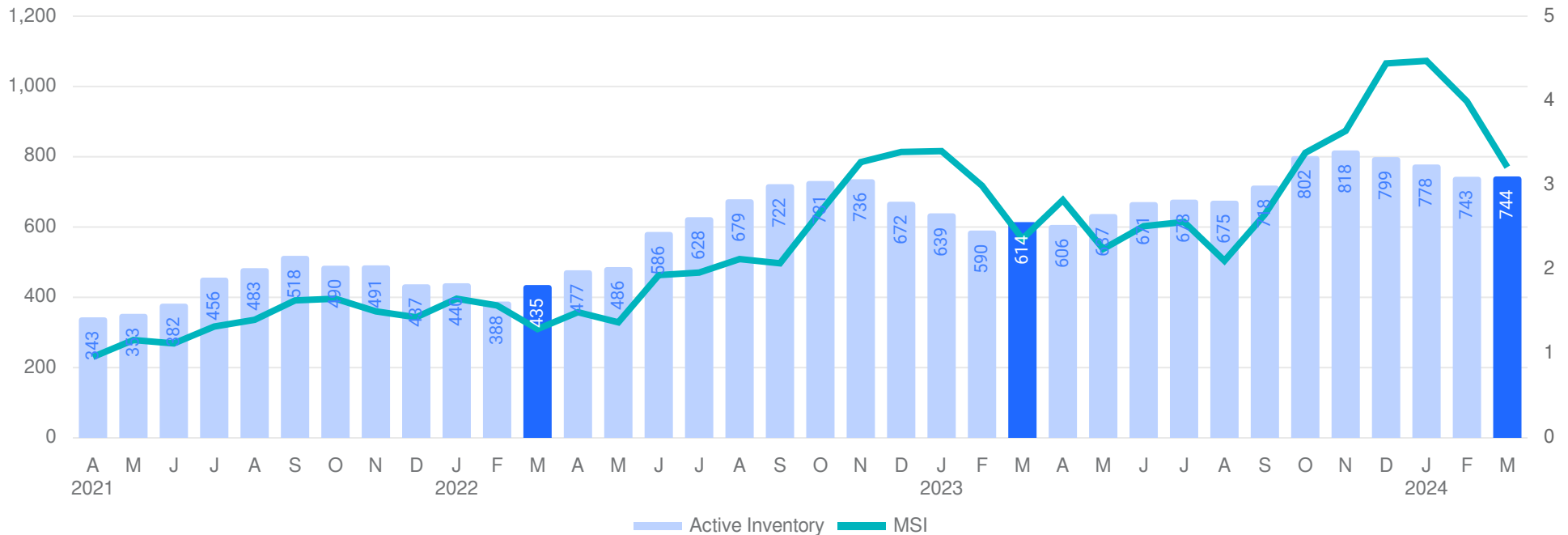
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Inventory & MSI

The number of properties for sale in March 2024 was 744, equal to the previous month and 21.17% higher than 614 from March 2023. The March 2024 inventory was at its highest level compared with March 2023 and 2022. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2024 MSI of 3.21 months was at its highest level compared with March 2023 and 2022.



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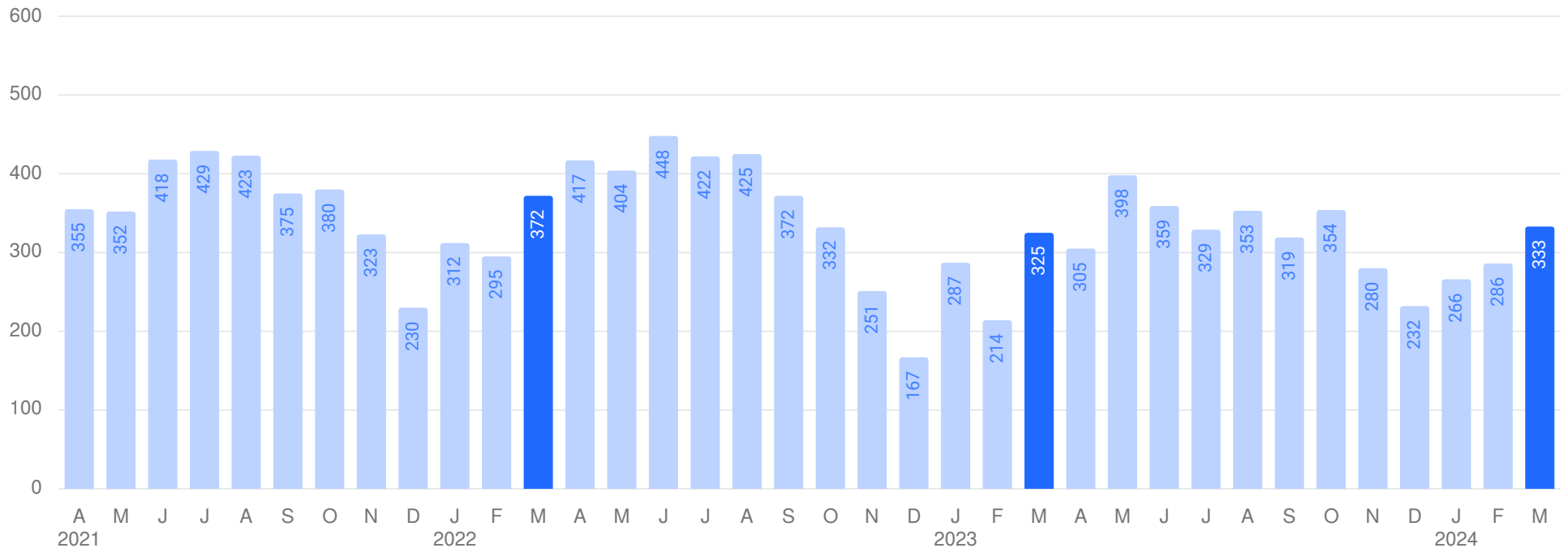
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New Listings

The number of new listings in March 2024 was 333, up 16.43% from 286 from the previous month and 2.46% higher than 325 from March 2023. The March 2024 listings were at a mid level compared to March 2023 and 2022.



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