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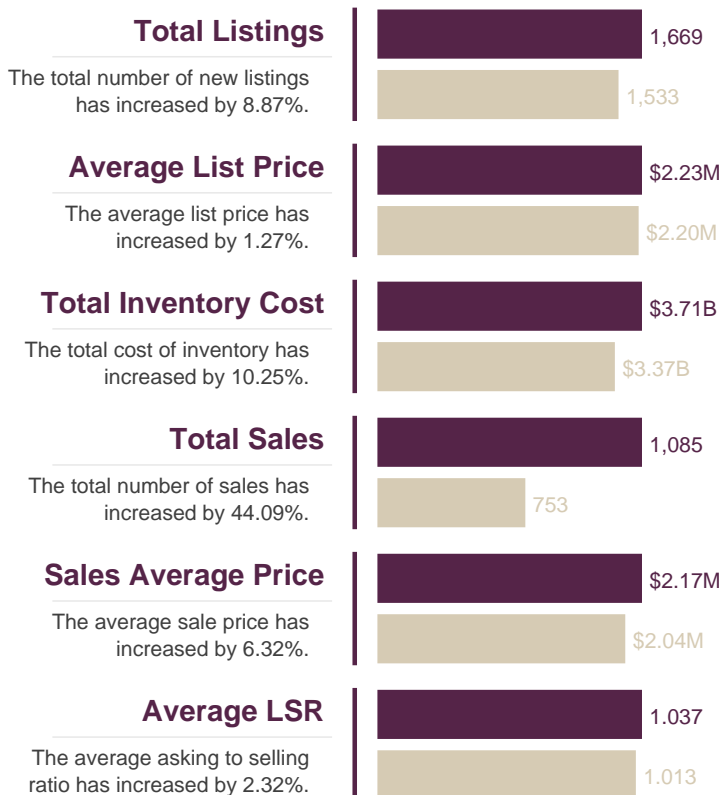


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Comparison

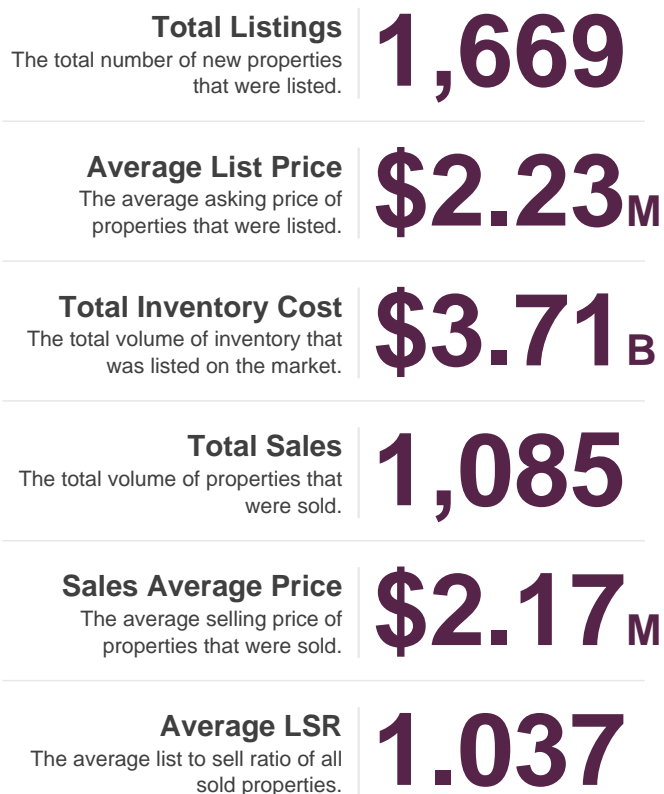
Below, we are comparing the year of 2021 to the year of 2020.

● 2021 ● 2020



Overview

Below, we are looking at the six key metrics within the year of 2021. These metrics include the total number of new properties listed and sold, average asking price and sale price and the average asking to selling ratio of all sold properties.



Average DOM

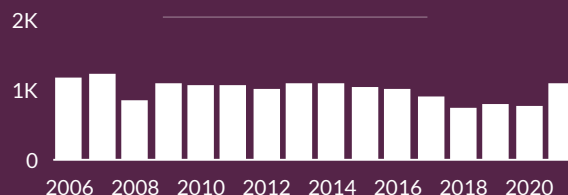
In the year of 2020, the average days on market was 19. In the year of 2021, the average days on market was 16. When the year of 2021 is compared to the year of 2020, the average days on market has decreased by 15.79%.

Total Sales Volume

In the year of 2020, the total volume of sales was \$1.54B. In the year of 2021, the total volume of sales was \$2.35B. When the year of 2021 is compared to the year of 2020, the total volume of sales has increased by 53.20%.

Total Sales | Quick Overview (See Page #5)

In the year of 2021, the total number of sales was 1,085.





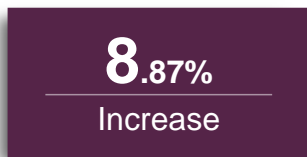
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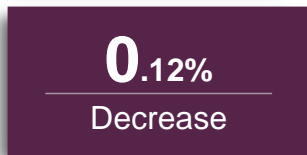
Total Listings

In the year of 2021, the total number of new listings was 1,669. In the year of 2020, the total number of new listings was 1,533. When the year of 2021 is compared to the year of 2020, the total number of new listings has increased by 8.87%.



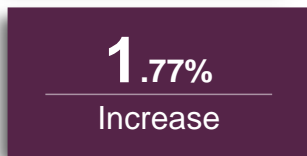
2021 vs 2020

In the year of 2020, the total number of new listings was 1,533. When the year of 2021 is compared to the year of 2020, the total number of new listings has increased by 8.87%.



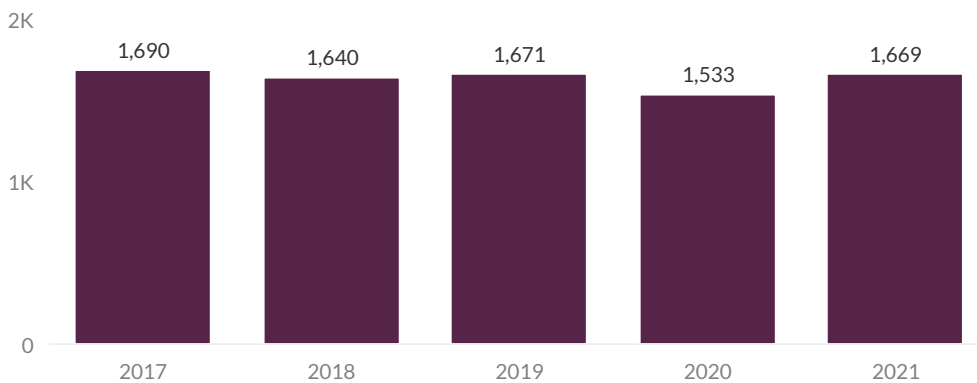
2021 vs 2019

In the year of 2019, the total number of new listings was 1,671. When the year of 2021 is compared to the year of 2019, the total number of new listings has decreased by 0.12%.



2021 vs 2018

In the year of 2018, the total number of new listings was 1,640. When the year of 2021 is compared to the year of 2018, the total number of new listings has increased by 1.77%.

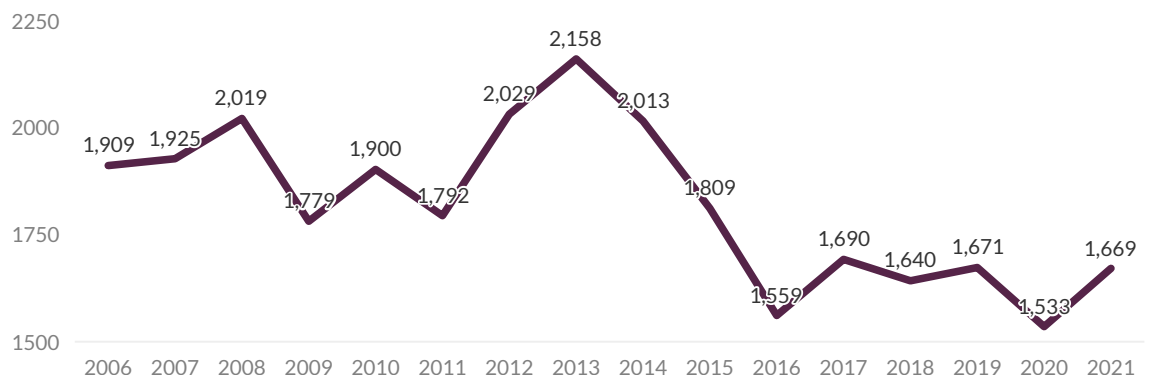


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen a total volume of 1,669 new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for all properties that have been listed over the last 15 years as of the end of 2021.



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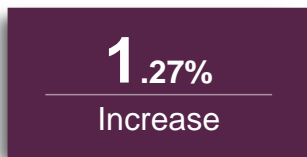
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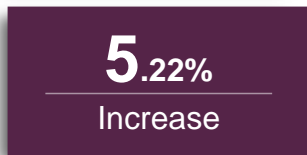
Average List Price

In the year of 2021, the average list price was \$2.23M. In the year of 2020, the average list price was \$2.20M. When the year of 2021 is compared to the year of 2020, the average list price has increased by 1.27%.



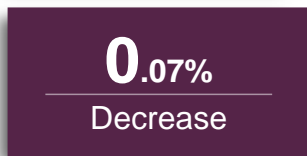
2021 vs 2020

In the year of 2020, the average list price was \$2.20M. When the year of 2021 is compared to the year of 2020, the average list price has increased by 1.27%.



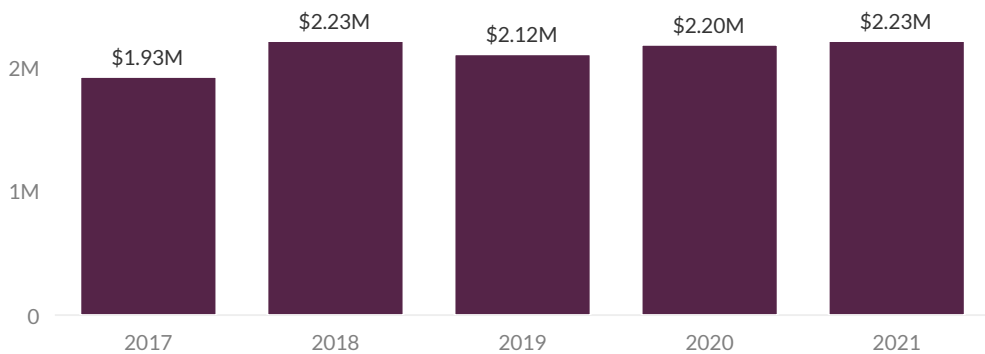
2021 vs 2019

In the year of 2019, the average list price was \$2.12M. When the year of 2021 is compared to the year of 2019, the average list price has increased by 5.22%.



2021 vs 2018

In the year of 2018, the average list price was \$2.23M. When the year of 2021 is compared to the year of 2018, the average list price has decreased by 0.07%.

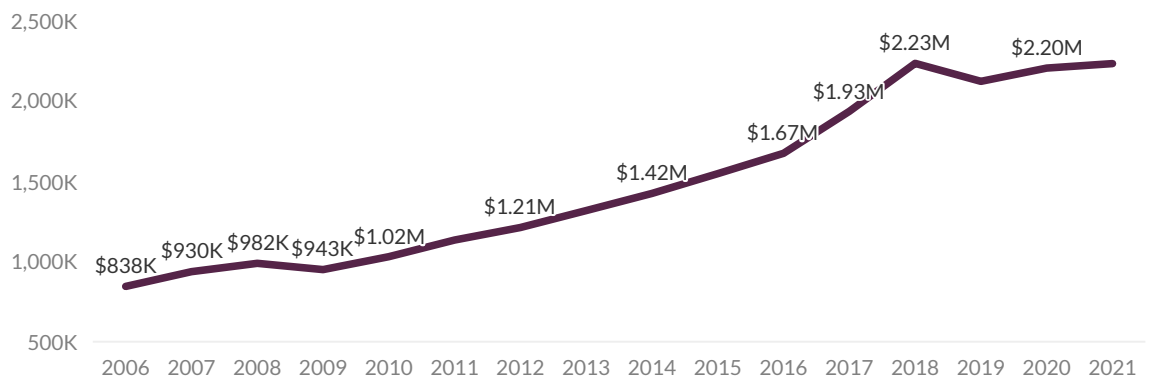


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen an average list price of \$2.23M for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average list price of all properties listed over the last 15 years as of 2021.



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Total Inventory Cost

In the year of 2021, the total cost of inventory was \$3.71B. In the year of 2020, the total cost of inventory was \$3.37B. When the year of 2021 is compared to the year of 2020, the total cost of inventory has increased by 10.25%.

10.25%
 Increase



2021 vs 2020

In the year of 2020, the total cost of inventory was \$3.37B. When the year of 2021 is compared to the year of 2020, the total cost of inventory has increased by 10.25%.

5.09%
 Increase



2021 vs 2019

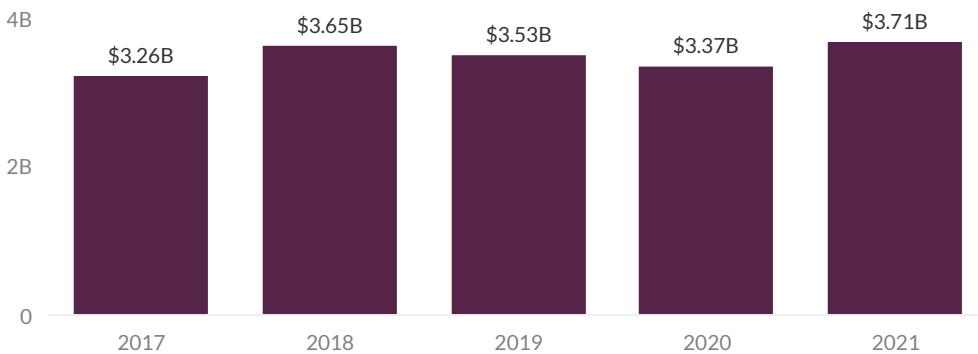
In the year of 2019, the total cost of inventory was \$3.53B. When the year of 2021 is compared to the year of 2019, the total cost of inventory has increased by 5.09%.

1.70%
 Increase



2021 vs 2018

In the year of 2018, the total cost of inventory was \$3.65B. When the year of 2021 is compared to the year of 2018, the total cost of inventory has increased by 1.70%.

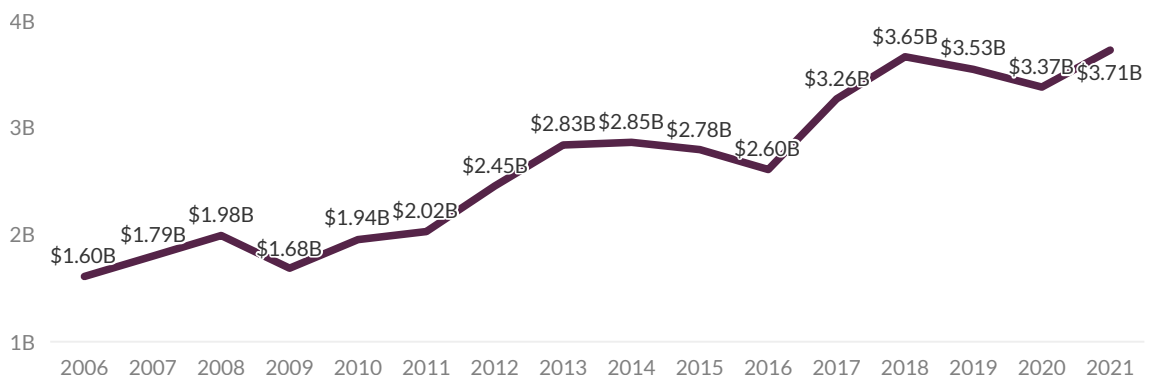


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen a total inventory volume of \$3.71B for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for the total cost of all new inventory over the last 15 years as of 2021.





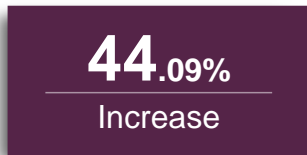
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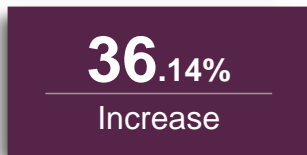
Total Sales

In the year of 2021, the total number of sales was 1,085. In the year of 2020, the total number of sales was 753. When the year of 2021 is compared to the year of 2020, the total number of sales has increased by 44.09%.



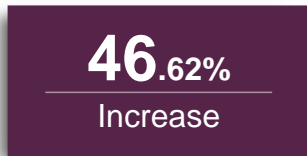
2021 vs 2020

In the year of 2020, the total number of sales was 753. When the year of 2021 is compared to the year of 2020, the total number of sales has increased by 44.09%.



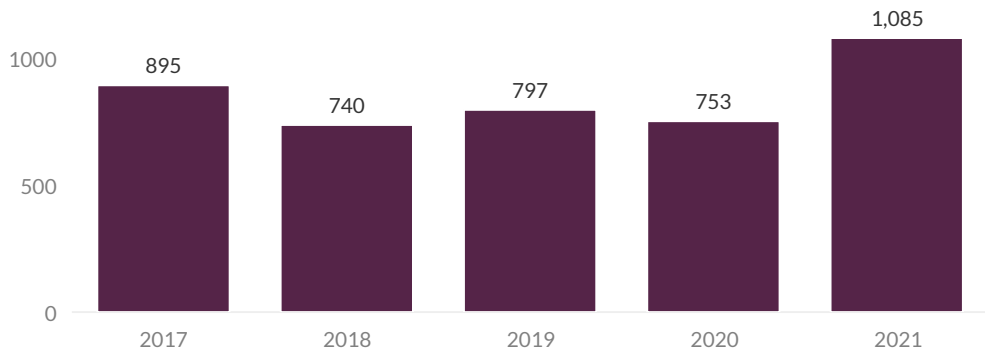
2021 vs 2019

In the year of 2019, the total number of sales was 797. When the year of 2021 is compared to the year of 2019, the total number of sales has increased by 36.14%.



2021 vs 2018

In the year of 2018, the total number of sales was 740. When the year of 2021 is compared to the year of 2018, the total number of sales has increased by 46.62%.

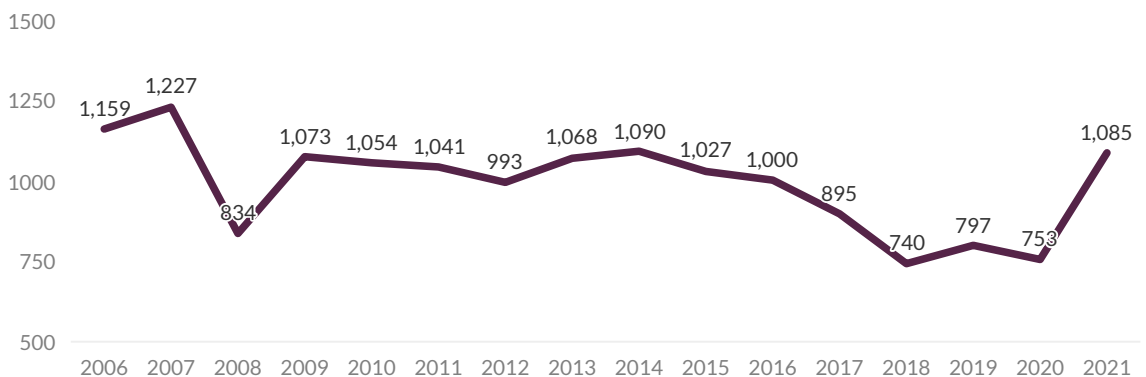


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen a total volume of 1,085 properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for all properties that have been sold over the last 15 years as of 2021.





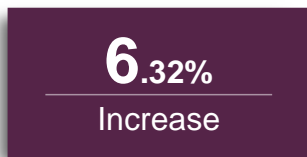
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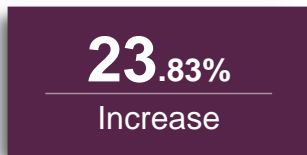
Sales Average Price

In the year of 2021, the average sale price was \$2.17M. In the year of 2020, the average sale price was \$2.04M. When the year of 2021 is compared to the year of 2020, the average sale price has increased by 6.32%.



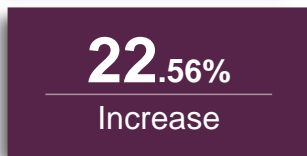
2021 vs 2020

In the year of 2020, the average sale price was \$2.04M. When the year of 2021 is compared to the year of 2020, the average sale price has increased by 6.32%.



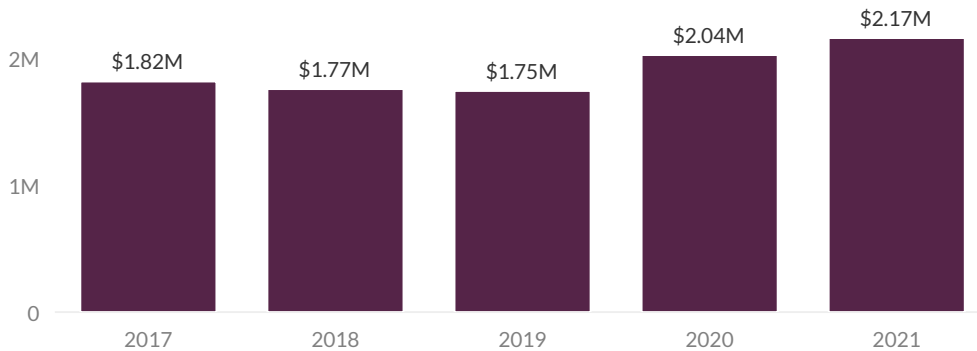
2021 vs 2019

In the year of 2019, the average sale price was \$1.75M. When the year of 2021 is compared to the year of 2019, the average sale price has increased by 23.83%.



2021 vs 2018

In the year of 2018, the average sale price was \$1.77M. When the year of 2021 is compared to the year of 2018, the average sale price has increased by 22.56%.

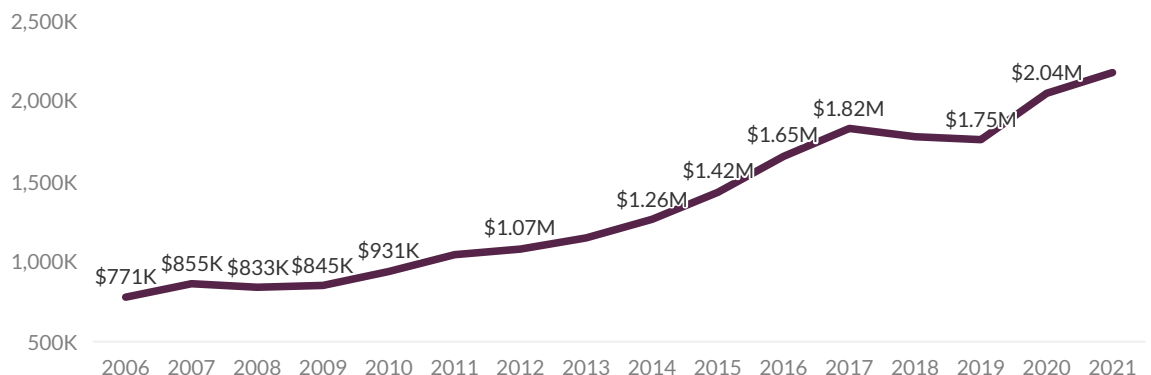


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen an average sale price of \$2.17M for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average sale price of all sold properties over the last 15 years as of 2021.



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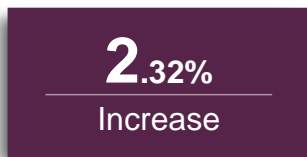
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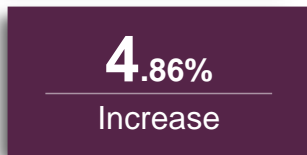
Average List to Sell Ratio

In the year of 2021, the average asking to selling ratio was 1.037. In the year of 2020, the average asking to selling ratio was 1.013. When the year of 2021 is compared to the year of 2020, the average asking to selling ratio has increased by 2.32%.



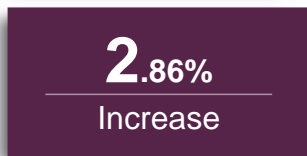
2021 vs 2020

In the year of 2020, the average asking to selling ratio was 1.013. When the year of 2021 is compared to the year of 2020, the average asking to selling ratio has increased by 2.32%.



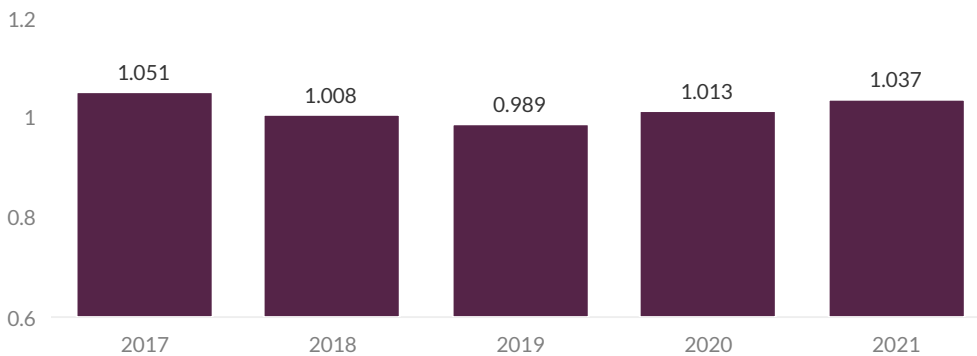
2021 vs 2019

In the year of 2019, the average asking to selling ratio was 0.989. When the year of 2021 is compared to the year of 2019, the average asking to selling ratio has increased by 4.86%.



2021 vs 2018

In the year of 2018, the average asking to selling ratio was 1.008. When the year of 2021 is compared to the year of 2018, the average asking to selling ratio has increased by 2.86%.

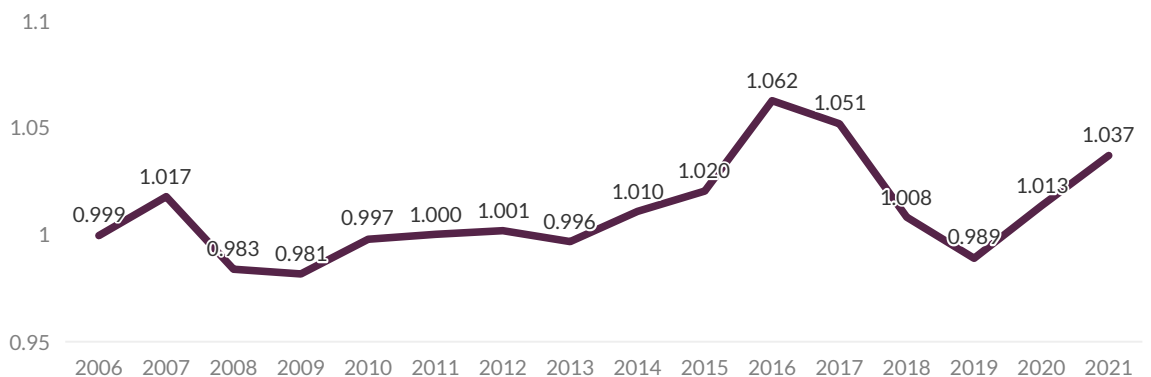


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen an average ask to sell price ratio of 1.037 for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average ask to sell price ratio of all sold properties over the last 15 years as of 2021.





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Average Days on Market

In the year of 2021, the average days on market was 16. In the year of 2020, the average days on market was 19. When the year of 2021 is compared to the year of 2020, the average days on market has decreased by 15.79%.

15.79%
 Decrease



2021 vs 2020

In the year of 2020, the average days on market was 19. When the year of 2021 is compared to the year of 2020, the average days on market has decreased by 15.79%.

27.27%
 Decrease



2021 vs 2019

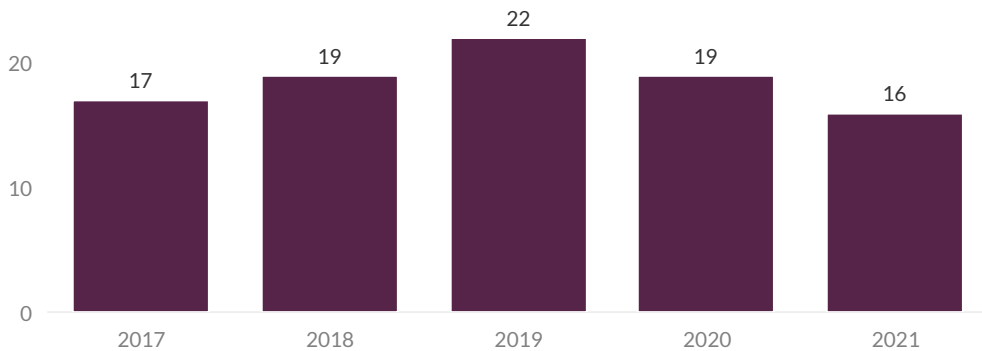
In the year of 2019, the average days on market was 22. When the year of 2021 is compared to the year of 2019, the average days on market has decreased by 27.27%.

15.79%
 Decrease



2021 vs 2018

In the year of 2018, the average days on market was 19. When the year of 2021 is compared to the year of 2018, the average days on market has decreased by 15.79%.

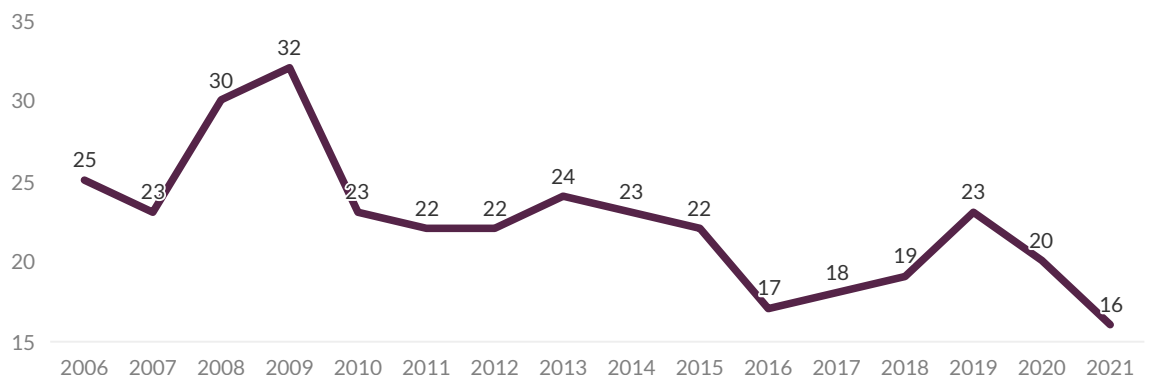


Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen an average days on market of 16 for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average days on market of all sold properties over the last 15 years as of 2021.





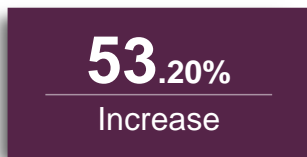
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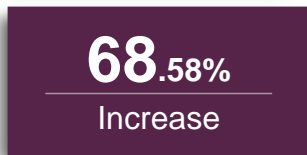
Total Sales Volume

In the year of 2021, the total volume of sales was \$2.35B. In the year of 2020, the total volume of sales was \$1.54B. When the year of 2021 is compared to the year of 2020, the total volume of sales has increased by 53.20%.



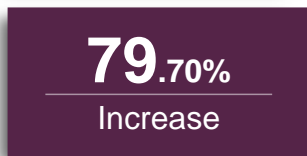
2021 vs 2020

In the year of 2020, the total volume of sales was \$1.54B. When the year of 2021 is compared to the year of 2020, the total volume of sales has increased by 53.20%.



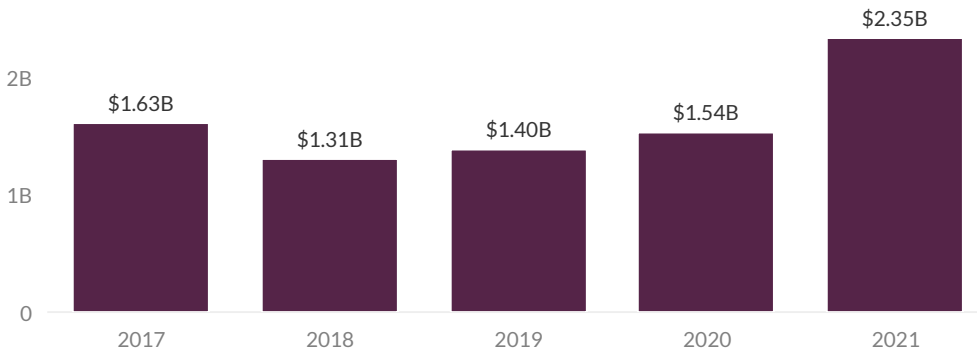
2021 vs 2019

In the year of 2019, the total volume of sales was \$1.40B. When the year of 2021 is compared to the year of 2019, the total volume of sales has increased by 68.58%.



2021 vs 2018

In the year of 2018, the total volume of sales was \$1.31B. When the year of 2021 is compared to the year of 2018, the total volume of sales has increased by 79.70%.



Overview

The bar graph to the left provides an overview of 2021 for the last 4 years leading up to 2021. In the year of 2021, we have seen a total sales volume of \$2.35B for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for the total cost of all sold properties over the last 15 years as of 2021.

