

City: Woodstock



Andrei Semenov, Realtor

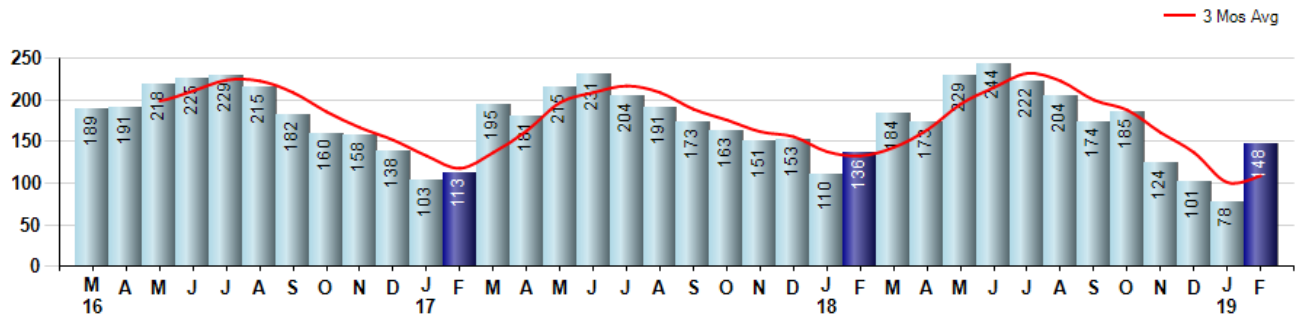
Price Range: 0 to 999999999 | Properties: Single Family Home, Townhome, Condo

| Market Profile & Trends Overview | Month | Trending Versus*: | | | | YTD | Trending Versus*: | |
|--|-----------|-------------------|-----|-----|----|-----------|-------------------|-----------|
| | | LM | L3M | PYM | LY | | PriorYTD | PriorYear |
| Median List Price of all Current Listings | \$375,250 | ↔ | | ↓ | | | | |
| Average List Price of all Current Listings | \$414,639 | ↑ | | ↔ | | | | |
| February Median Sales Price | \$262,000 | ↓ | ↔ | ↑ | ↔ | \$267,375 | ↑ | ↑ |
| February Average Sales Price | \$290,658 | ↓ | ↓ | ↑ | ↓ | \$298,589 | ↑ | ↔ |
| Total Properties Currently for Sale (Inventory) | 320 | ↓ | | ↑ | | | | |
| February Number of Properties Sold | 148 | ↑ | | ↑ | | 226 | ↓ | |
| February Average Days on Market (Solds) | 45 | ↑ | ↑ | ↔ | ↑ | 44 | ↑ | ↑ |
| Asking Price per Square Foot (based on New Listings) | \$135 | ↓ | ↓ | ↓ | ↓ | \$140 | ↓ | ↓ |
| February Sold Price per Square Foot | \$127 | ↑ | ↔ | ↔ | ↓ | \$127 | ↔ | ↓ |
| February Month's Supply of Inventory | 2.2 | ↓ | ↓ | ↑ | ↓ | 3.5 | ↑ | ↑ |
| February Sale Price vs List Price Ratio | 97.8% | ↑ | ↑ | ↓ | ↔ | 97.6% | ↓ | ↓ |

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

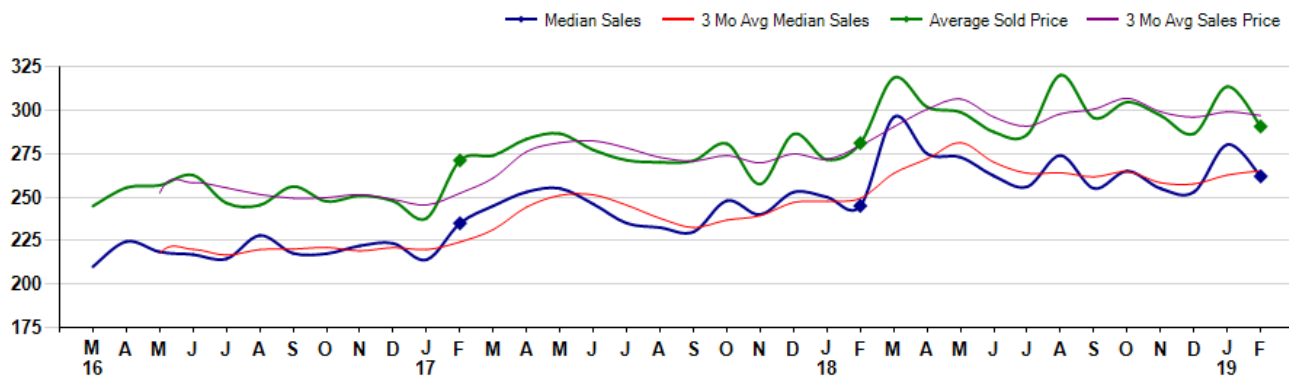
February Property sales were 148, up 8.8% from 136 in February of 2018 and 89.7% higher than the 78 sales last month. February 2019 sales were at their highest level compared to February of 2018 and 2017. February YTD sales of 226 are running -8.1% behind last year's year-to-date sales of 246.



Prices

The Median Sales Price in February was \$262,000, up 6.9% from \$245,000 in February of 2018 and down -6.5% from \$280,250 last month. The Average Sales Price in February was \$290,658, up 3.4% from \$281,105 in February of 2018 and down -7.3% from \$313,639 last month. February 2019 ASP was at highest level compared to February of 2018 and 2017.

Median means Middle (the same # of properties sold above and below Median) (000's)



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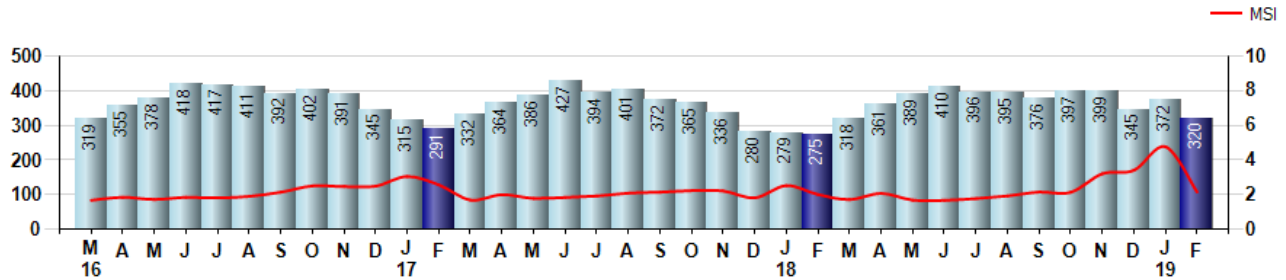
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 320, down -14.0% from 372 last month and up 16.4% from 275 in February of last year. February 2019 Inventory was at highest level compared to February of 2018 and 2017.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2019 MSI of 2.2 months was at a mid range compared with February of 2018 and 2017.

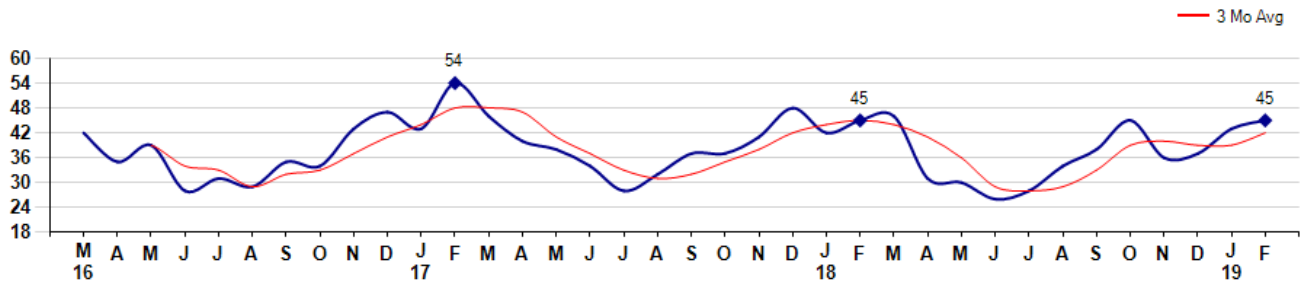
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for February was 45, up 4.7% from 43 days last month and equal to 45 days in February of last year. The February 2019 DOM was at its lowest level compared with February of 2018 and 2017.

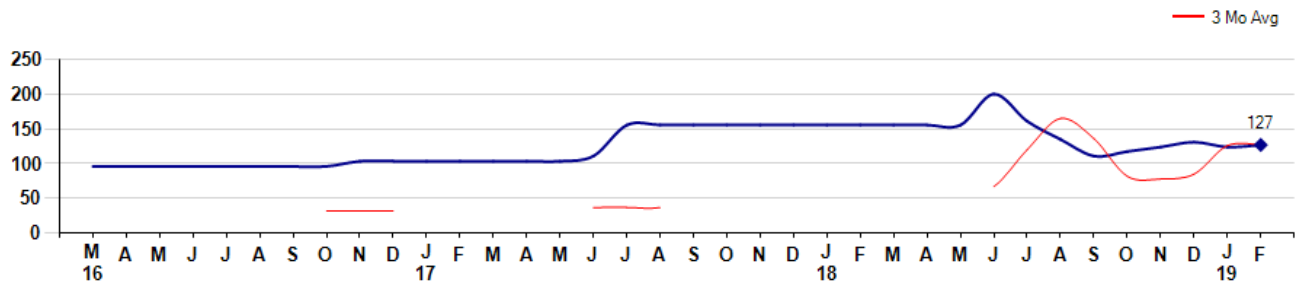
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The February 2019 Selling Price per Square Foot of \$127 was up 2.4% from \$124 last month and equal to \$0 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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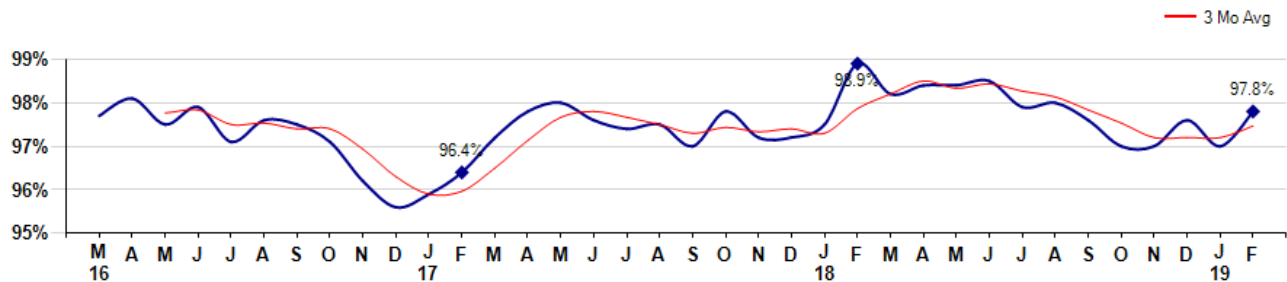
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Selling Price vs Listing Price

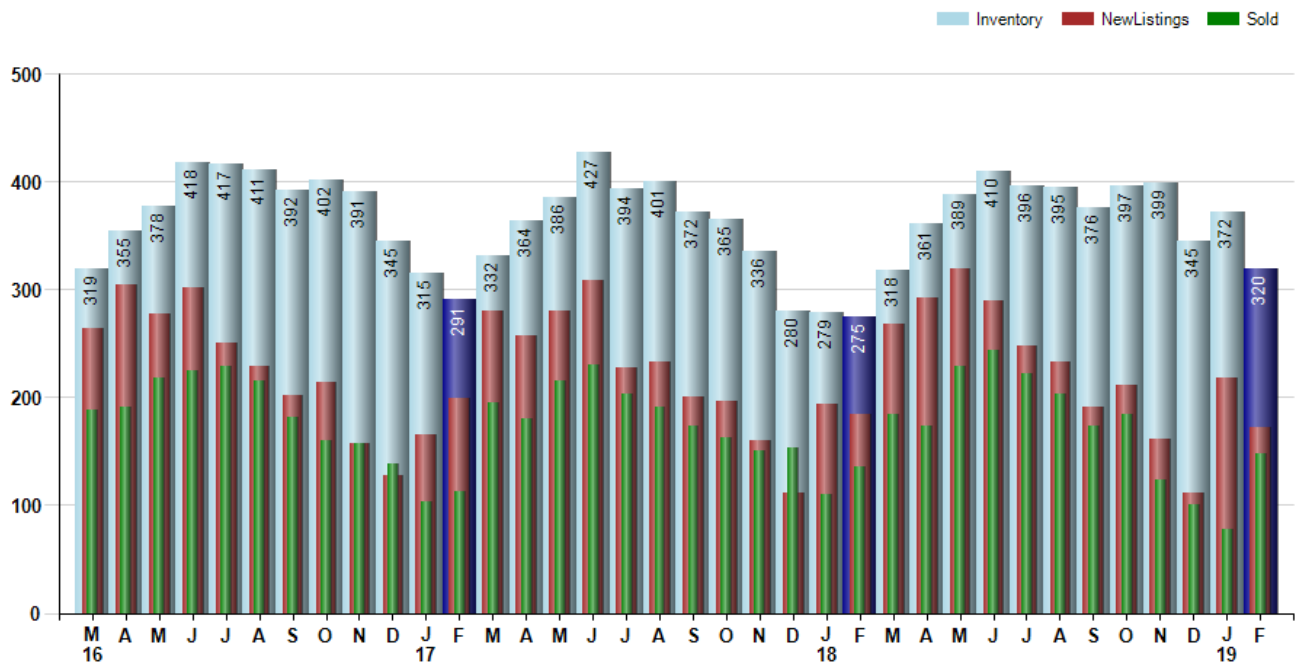
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2019 Selling Price vs List Price of 97.8% was up from 97.0% last month and down from 98.9% in February of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in February 2019 was 172, down -21.1% from 218 last month and down -7.0% from 185 in February of last year.



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