## COMPASS



## MARKET INSIGHTS



GREATER ATLANTA | MARCH 2023



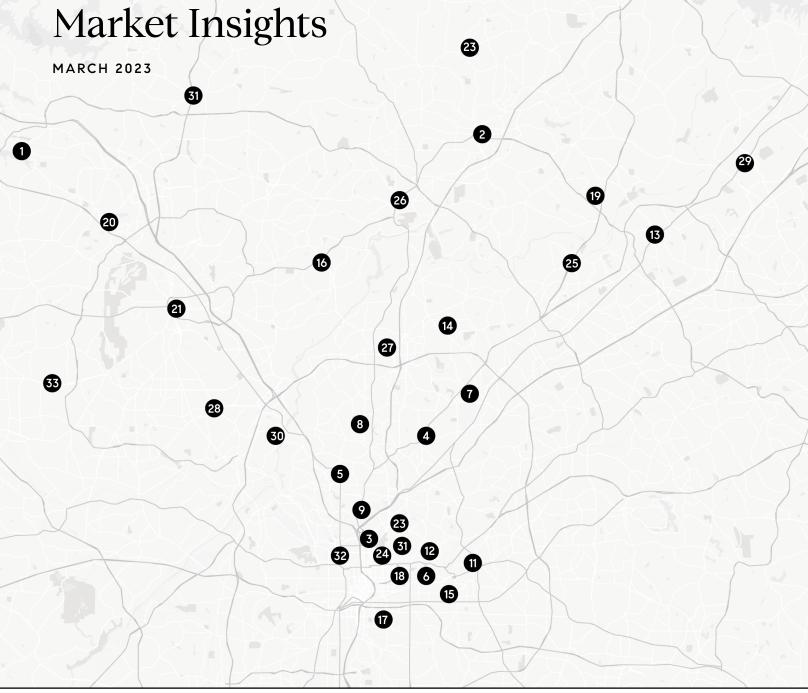
COMPASS OFFICES

**Buckhead** 3107 Peachtree Road NE, Suite A-1 Atlanta, GA 30305

Intown 1409 Peachtree Street NE Atlanta, GA 30309

North Atlanta 8000 Avalon Boulevard, Suite 100 Alpharetta, GA 30009

# Greater Atlanta



- 1. ACWORTH
- 2. ALPHARETTA
- 3. ANSLEY PARK
- 4. BROOKHAVEN
- 5. BUCKHEAD
- 6. CANDLER PARK
- 7. CHAMBLEE
- 8. CHASTAIN PARK
- 9. COLLIER HILLS (BROOKWOOD,
- BROOKWOOD HILLS, & LORING HEIGHTS)
- 10. CUMMING
- 11. DECATUR

- 12. DRUID HILLS
- 13. DULUTH
- 14. DUNWOODY
- 15. EAST LAKE, EDGEWOOD, & KIRKWOOD
- 16. EAST COBB
- 17. GRANT PARK
- 18. INMAN PARK & OLD FOURTH WARD
- 19. JOHNS CREEK
- 20. KENNESAW
- 21. MARIETTA
- 22. MIDTOWN
- 23. MILTON

- 24. MORNINGSIDE
- **25.** PEACHTREE CORNERS

10

- 26. ROSWELL
- 27. SANDY SPRINGS
- 28. SMYRNA
- 29. SUWANEE
- 30. VININGS
- **31.** VIRGINIA-HIGHLAND
- 32. WEST MIDTOWN
- 33. WOODSTOCK

## Report Definitions

#### GEOGRAPHY

covered in this report is Atlanta, Georgia and the surrounding region, specifically the towns and neighborhoods detailed on the prior page.

#### ACTIVE

is current inventory, defined as all properties actively listed on April 1st, 2023.

#### NEW

is defined as any properties put on the market during March 2023.

#### CONTRACT SIGNED

figures are based on publicly reported transactions as of April 1st, 2023. The signed price reflects the latest available, or last known asking price.

#### SOLD

figures are based on publicly reported transactions which closed by April 1st, 2023.

#### AVERAGE PRICE

is the sum of all prices divided by the total number of properties.

#### MONTHS OF SUPPLY

is calculated as the current inventory divided by the average number of contracts per month in the last twelve months. A buyer's market, where supply is greater than demand, is defined as more than six months of supply. A seller's market, where supply is less than demand, is defined as less than six months of supply. A balanced market, where supply is equal to demand, is defined as six months of supply.

#### DAYS ON MARKET (DOM)

is calculated as the list date subtracted from the off market date, which is either the contract signed date, or the sold date, depending on availability.

#### SALE-TO-LIST RATIO

is the average sale price divided by the average list price.

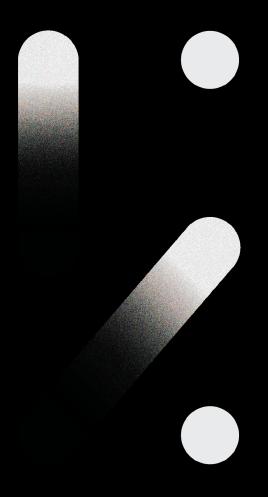
#### YEAR-OVER-YEAR (YOY) CHANGE

is the percentage difference of a particular metric for the current time period, compared against the same time period of the previous year.

#### MONTHS OF SUPPLY

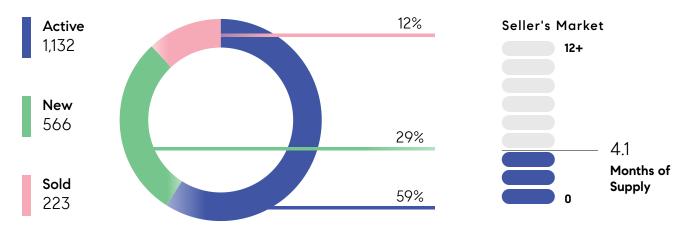




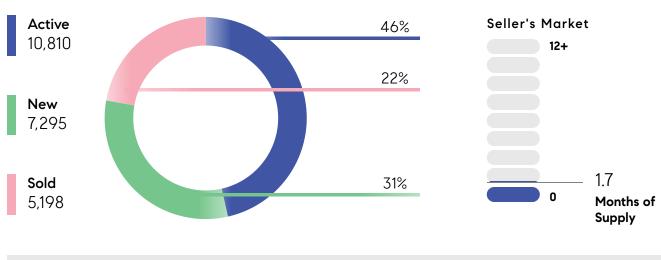


## Overall Atlanta MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,970,681	60	98.1%	\$1,522,443
YoY Change	14.0%	15.4%	-3.2%	-6.3%

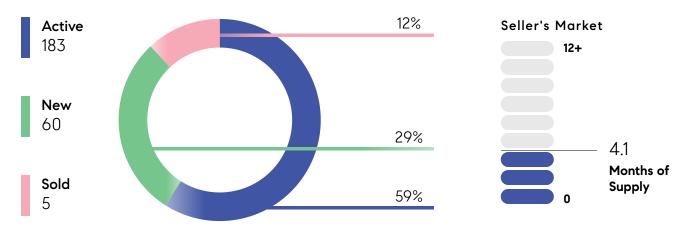


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$437,363	56	98.6%	\$407,667
YoY Change	2.8%	143.5%	-3.3%	0.0%

#### DETACHED UNDER 1M

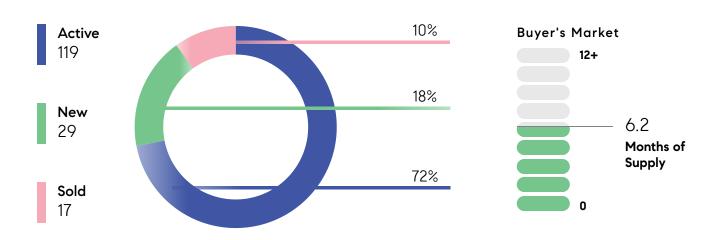
## Overall Atlanta MARCH 2023

DETACHED OVER 3M

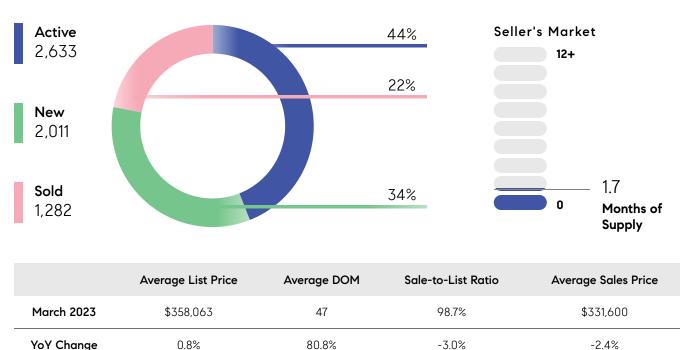


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$5,007,932	101	92.7%	\$3,394,200
YoY Change	15.8%	-25.2%	-2.2%	-21.2%

## Overall Atlanta MARCH 2023



**Average List Price** Average DOM Sale-to-List Ratio **Average Sales Price** March 2023 \$1,425,007 69 97.0% \$1,720,706 -9.0% -37.8% -1.8% -20.0% YoY Change



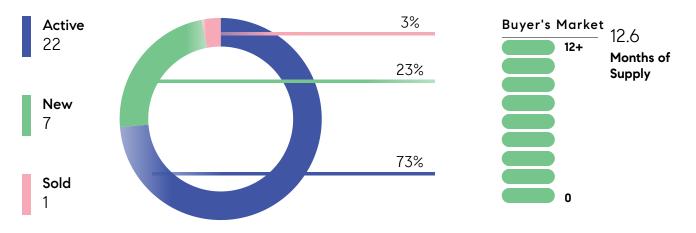
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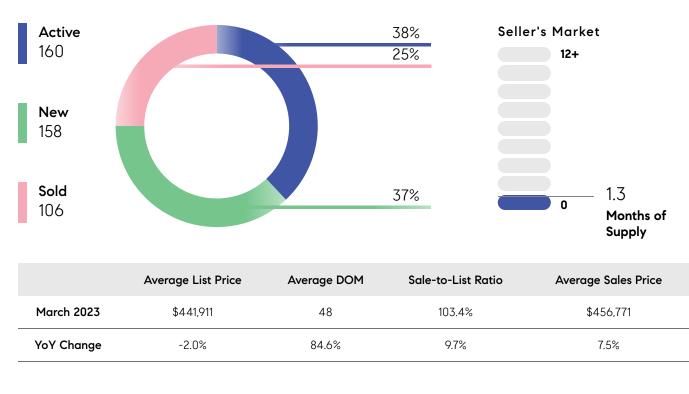
YoY Change

#### Acworth MARCH 2023

#### DETACHED OVER 1M

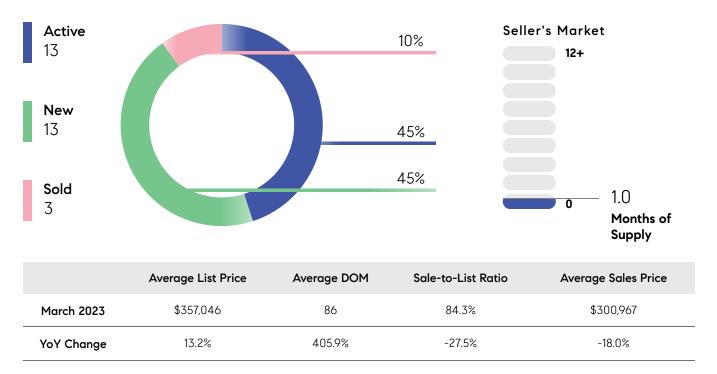


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,635,714	365	94.5%	\$1,545,000
YoY Change	-17.9%	103.9%	24.4%	2.1%



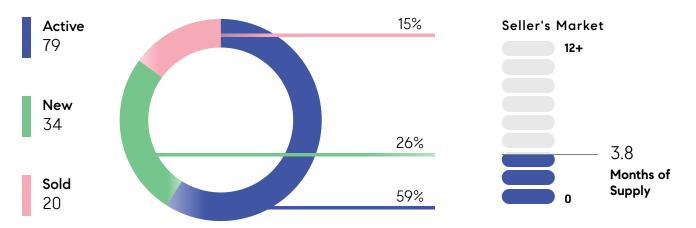
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## Acworth MARCH 2023

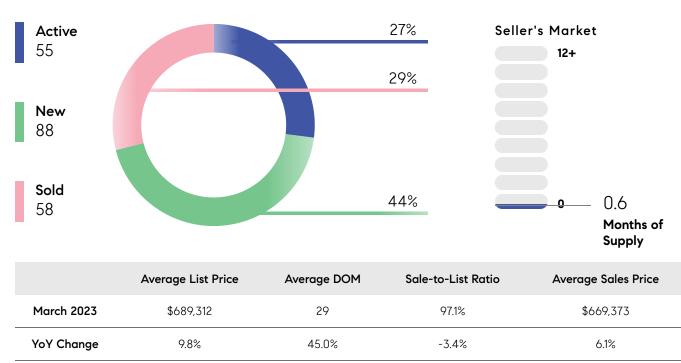


## Alpharetta MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,935,882	65	76.5%	\$1,480,348
YoY Change	15.2%	261.1%	-3.7%	10.9%



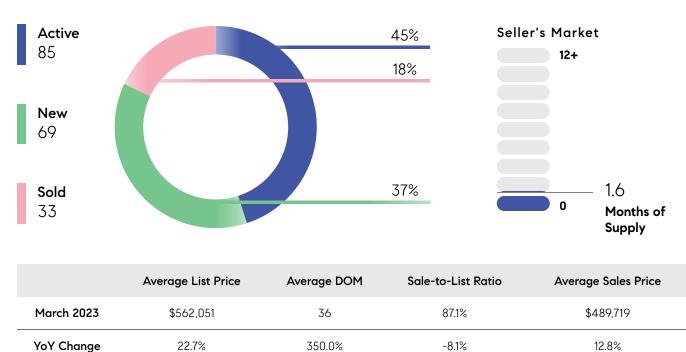
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## Alpharetta MARCH 2023

ATTACHED OVER 1M

#### 13% Seller's Market Active 10 12+ New 20% 3 5.2 Months of Supply Sold 67% 0 2

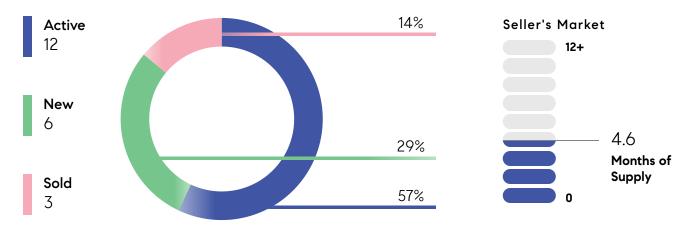
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,174,667	80	97.9%	\$1,150,000
YoY Change	-9.6%	-	-	-



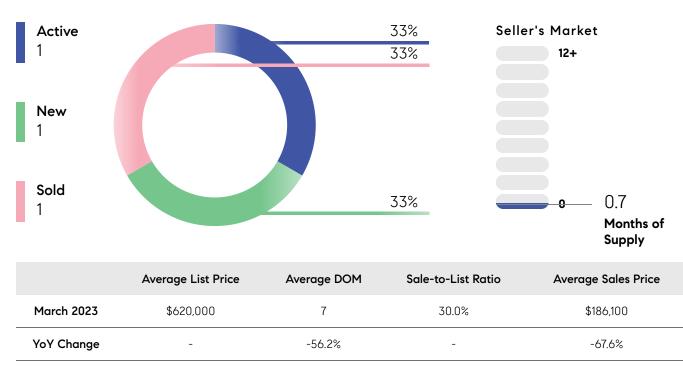
#### ATTACHED UNDER 1M

## Ansley Park MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$2,200,333	83	106.8%	\$2,350,000
YoY Change	0.0%	66.0%	3.4%	3.4%

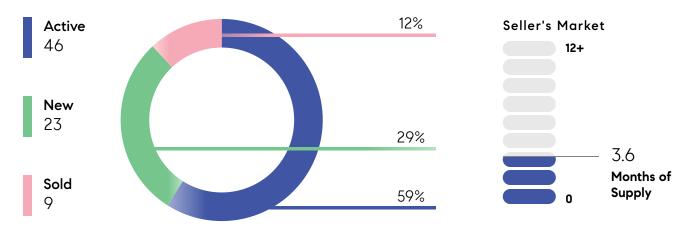


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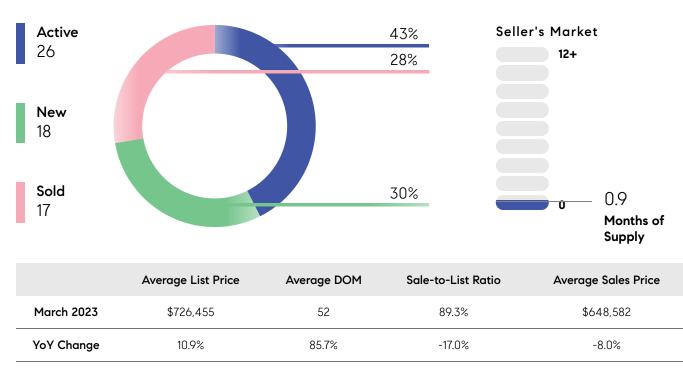
\*Graph Legend 🛛 Buyer's Market (Supply > Demand) 🔵 Seller's Market (Supply < Demand) 🛑 Balanced Market (Supply = Demand)

## Brookhaven MARCH 2023

DETACHED OVER 1M



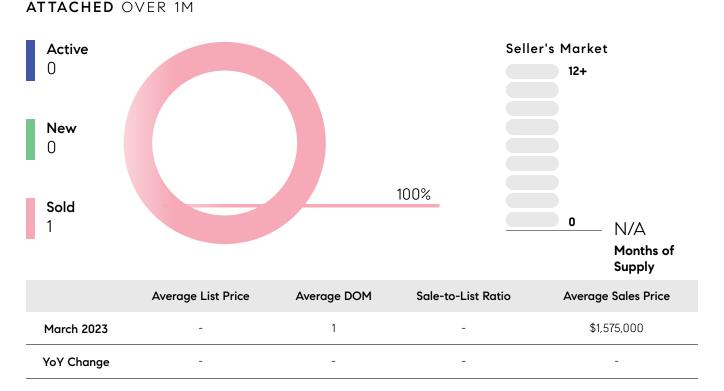
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,537,561	42	99.7%	\$1,533,611
YoY Change	2.2%	-12.5%	13.4%	15.9%



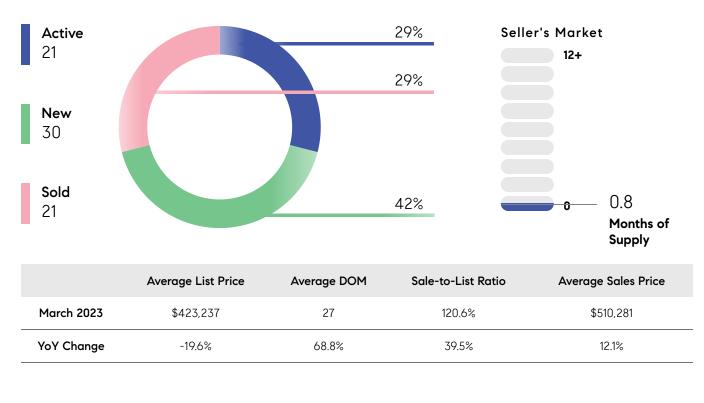
#### DETACHED UNDER 1M

\*Graph Legend 🛛 🜑 Buyer's Market (Supply > Demand) 🔵 Seller's Market (Supply < Demand) 🛑 Balanced Market (Supply = Demand)

## Brookhaven MARCH 2023



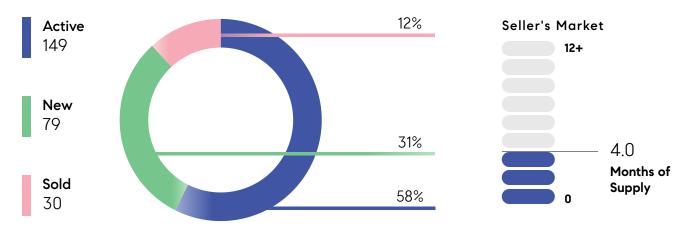
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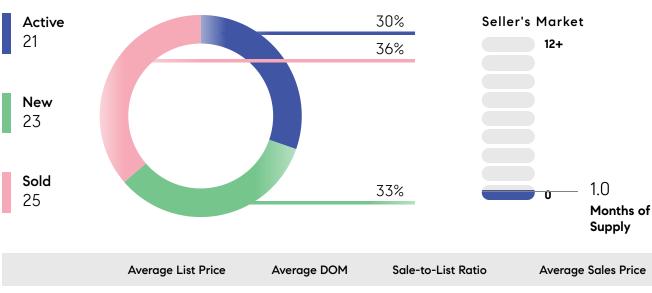
\*Graph Legend 🛛 Buyer's Market (Supply > Demand) 🦳 Seller's Market (Supply < Demand) 🛑 Balanced Market (Supply = Demand)

## Buckhead MARCH 2023

DETACHED OVER 1M



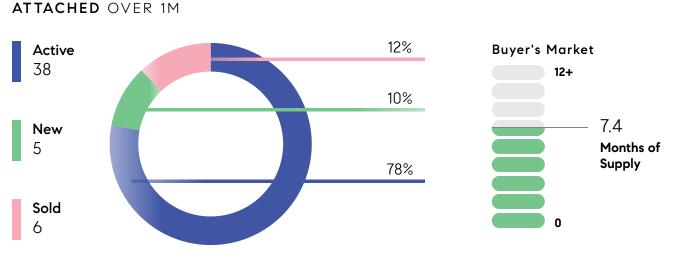
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$3,234,035	39	54.1%	\$1,748,907
YoY Change	53.4%	-51.2%	-45.7%	-16.8%



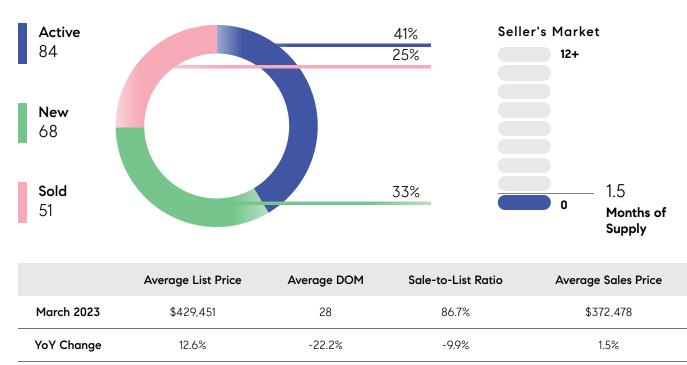
DETACHED UNDER 1M

	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$771,296	38	99.1%	\$764,220
YoY Change	-5.5%	-51.9%	5.2%	-0.6%

## Buckhead MARCH 2023



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$2,076,823	81	110.9%	\$2,303,333
YoY Change	10.7%	-32.5%	-16.8%	-7.9%

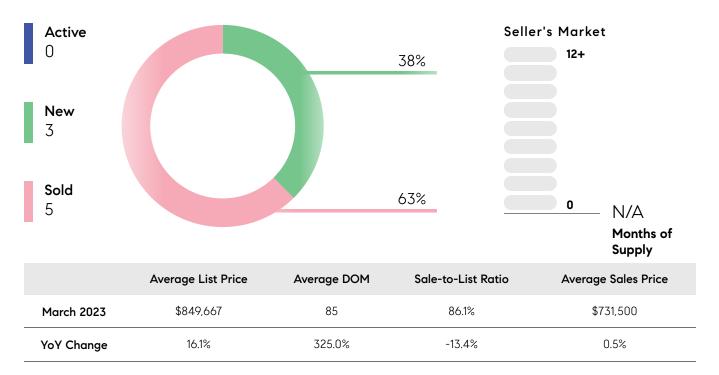


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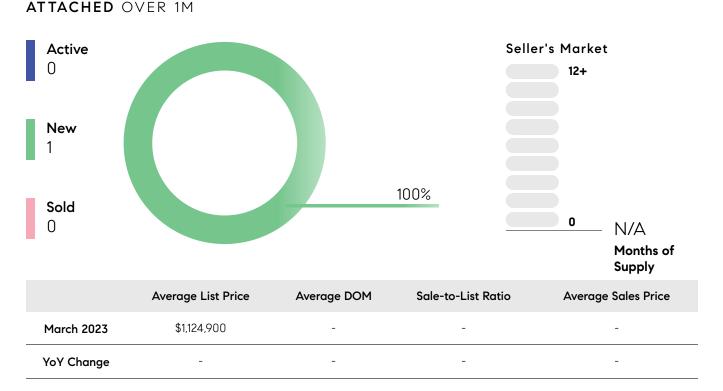
\*Graph Legend 🛛 🜑 Buyer's Market (Supply > Demand) 🔵 Seller's Market (Supply < Demand) 🛑 Balanced Market (Supply = Demand)

## Candler Park MARCH 2023

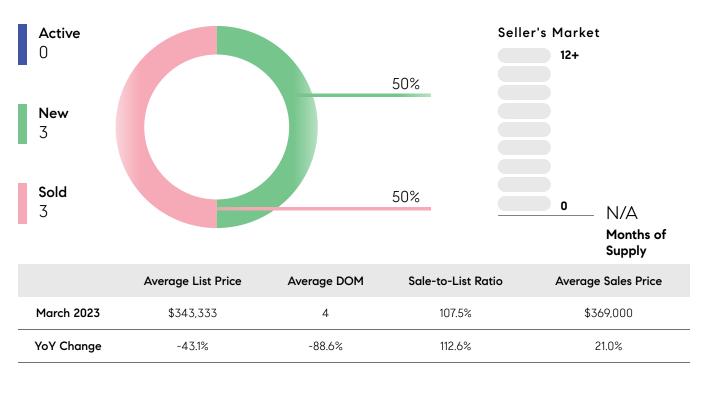
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## Candler Park MARCH 2023

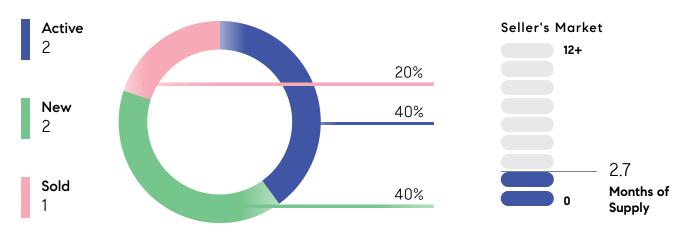


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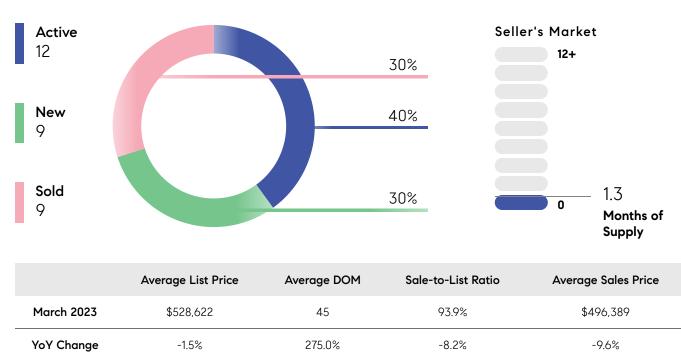


## Chamblee MARCH 2023

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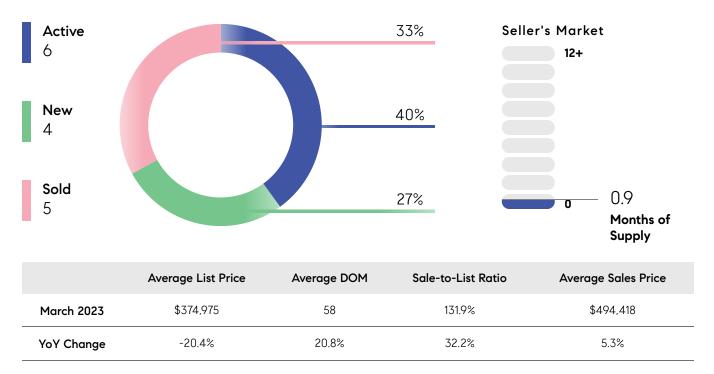


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,475,000	167	94.2%	\$1,390,000
YoY Change	11.3%	-	-	-



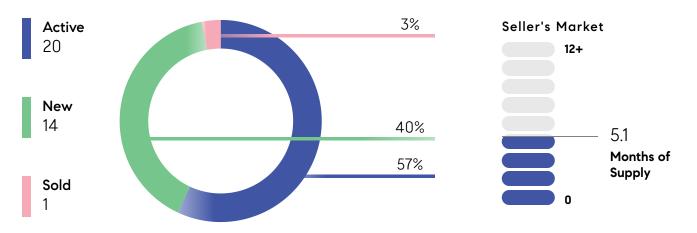
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## Chamblee MARCH 2023

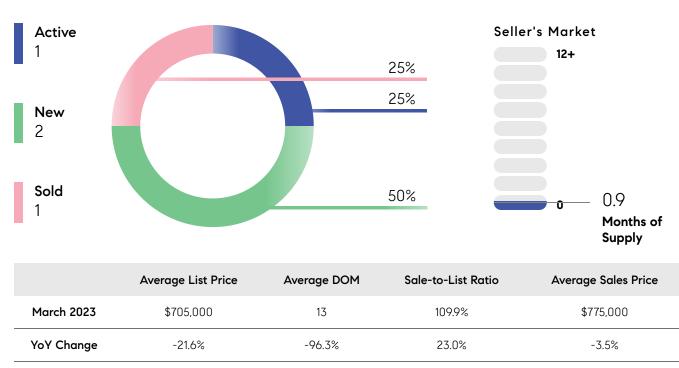


## Chastain Park MARCH 2023

DETACHED OVER 1M

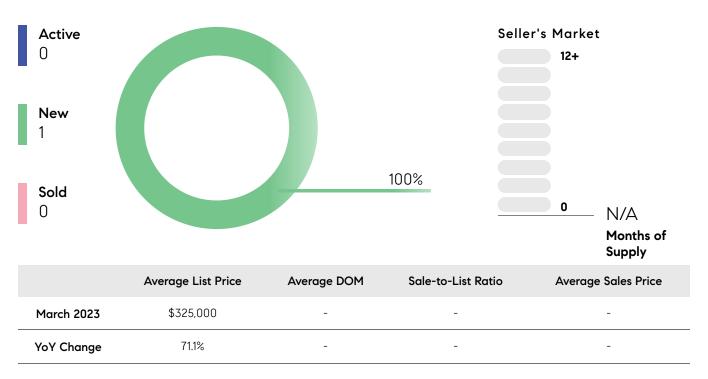


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$3,131,429	2	42.2%	\$1,320,000
YoY Change	19.1%	-90.9%	-29.8%	-16.4%



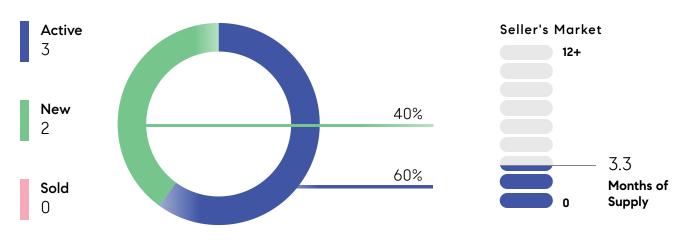
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## Chastain Park MARCH 2023

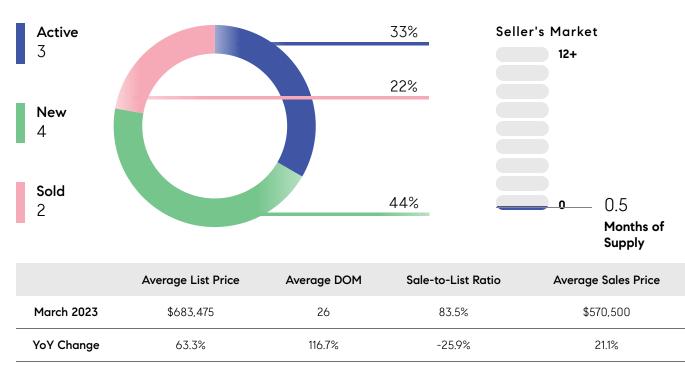


## Collier Hills MARCH 2023

DETACHED OVER 1M



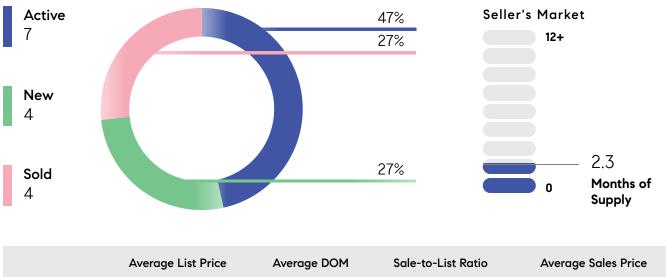
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,947,000	-	-	-
YoY Change	10.2%	-	-	-



#### DETACHED UNDER 1M

## Collier Hills MARCH 2023

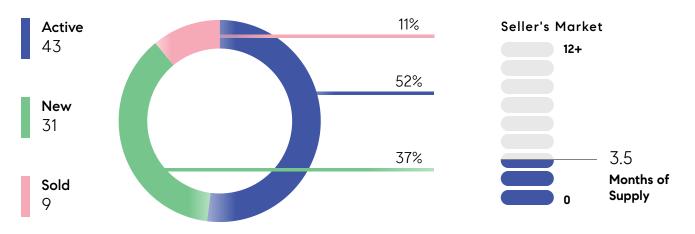




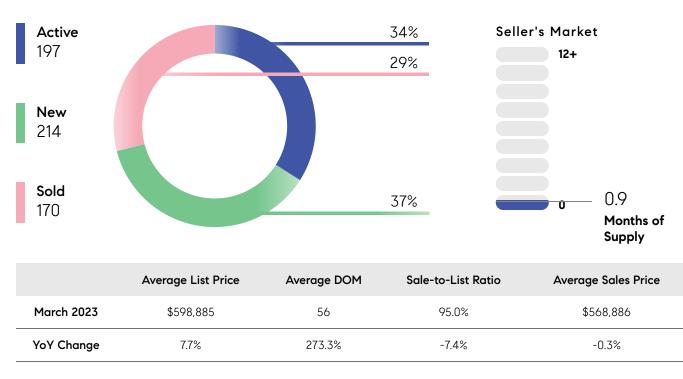
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$583,475	49	79.6%	\$464,500
YoY Change	-11.7%	880.0%	18.9%	5.0%

## Cumming MARCH 2023

DETACHED OVER 1M

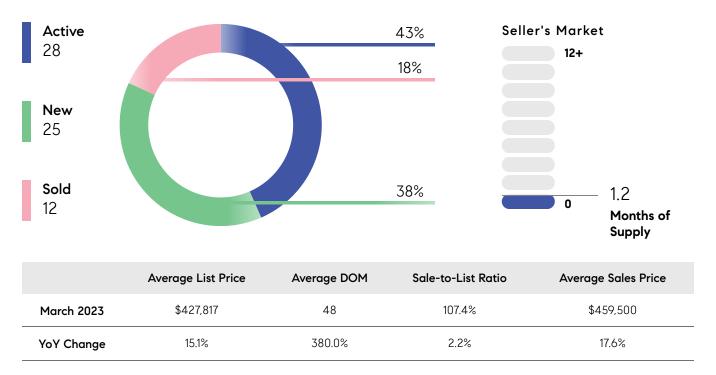


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,423,085	67	112.2%	\$1,596,667
YoY Change	-7.5%	148.1%	28.7%	19.0%



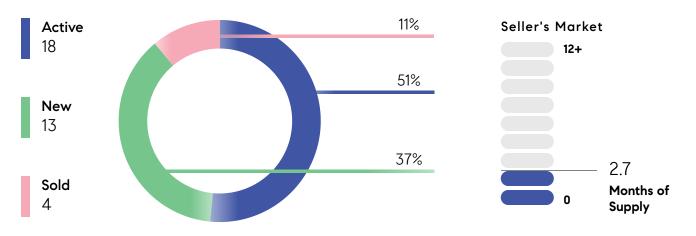
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## Cumming MARCH 2023

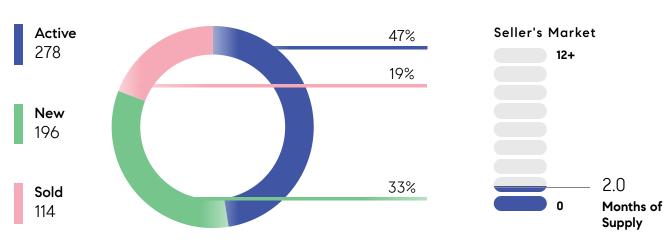


### Decatur MARCH 2023

#### DETACHED OVER 1M



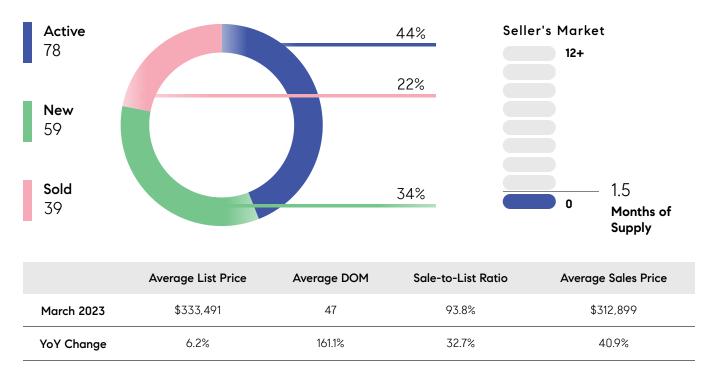
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,381,692	21	87.3%	\$1,206,250
YoY Change	-11.4%	31.3%	4.7%	-7.2%



DETACHED UNDER 1M

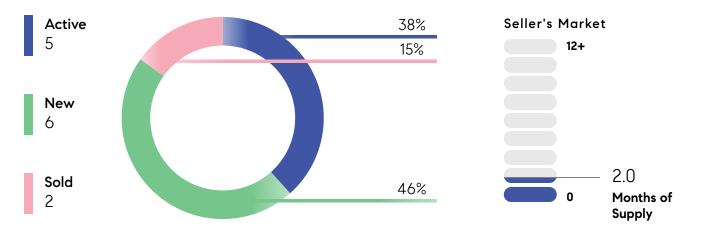
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$408,742	64	87.8%	\$358,939
YoY Change	-4.3%	178.3%	-5.5%	-9.6%

## Decatur MARCH 2023

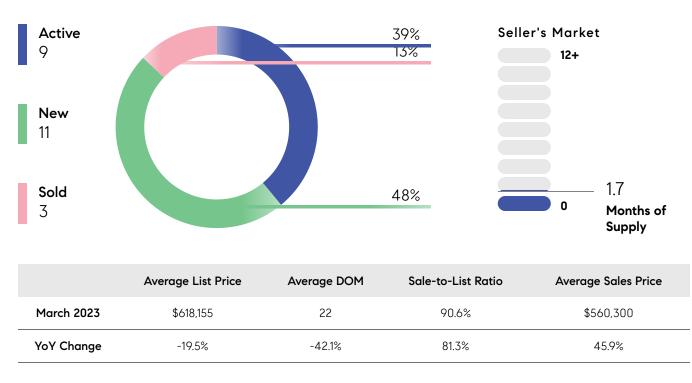


## Druid Hills MARCH 2023

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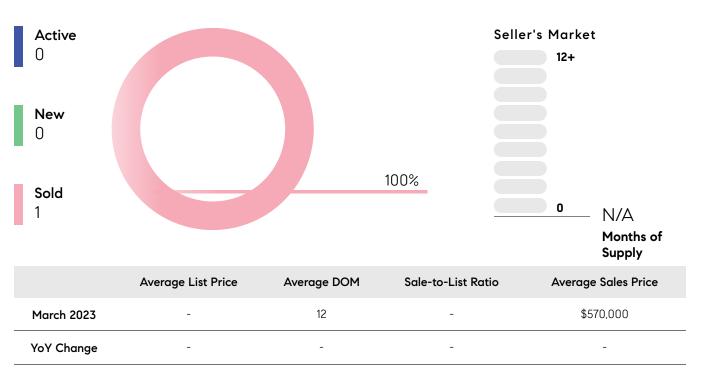


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,419,667	2	125.0%	\$1,775,000
YoY Change	-41.0%	-90.5%	22.4%	-27.8%



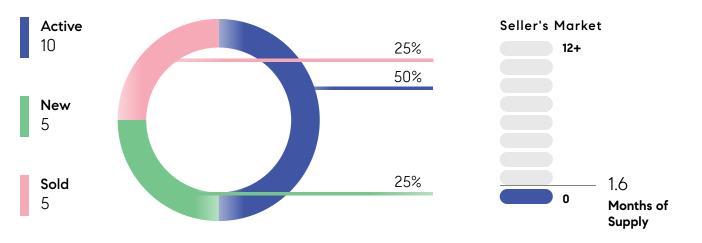
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## Druid Hills MARCH 2023

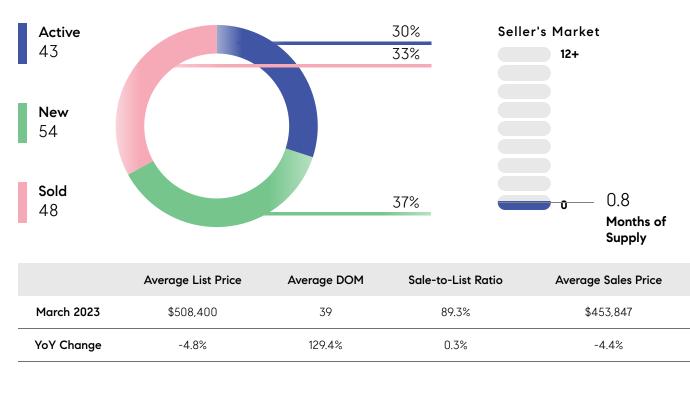


#### Duluth MARCH 2023





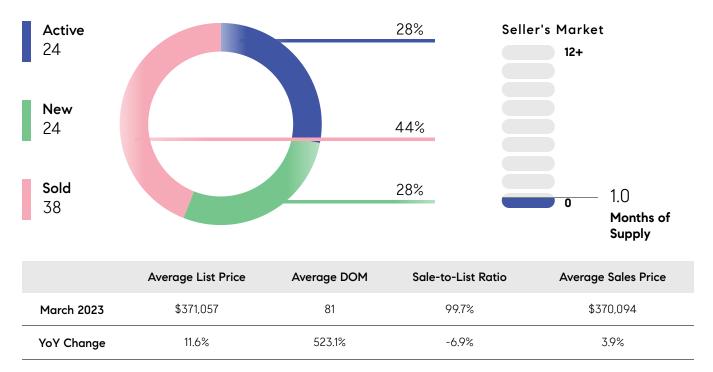
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,587,506	63	103.2%	\$1,637,600
YoY Change	-2.0%	125.0%	24.5%	22.0%



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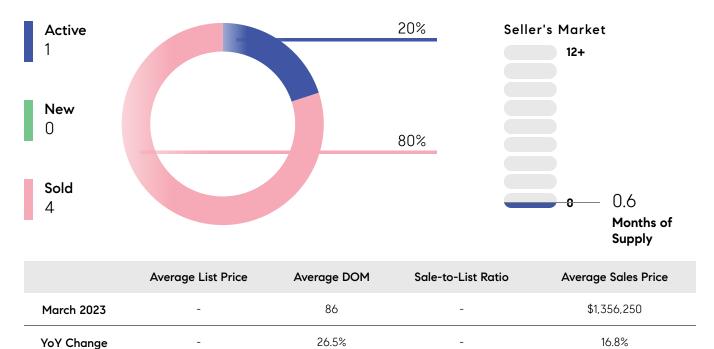
## Duluth MARCH 2023



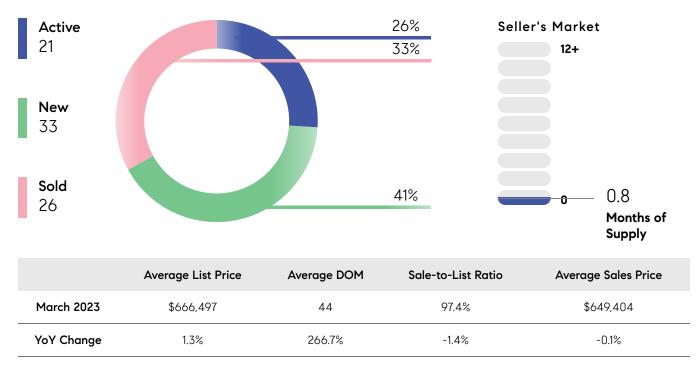


## Dunwoody MARCH 2023

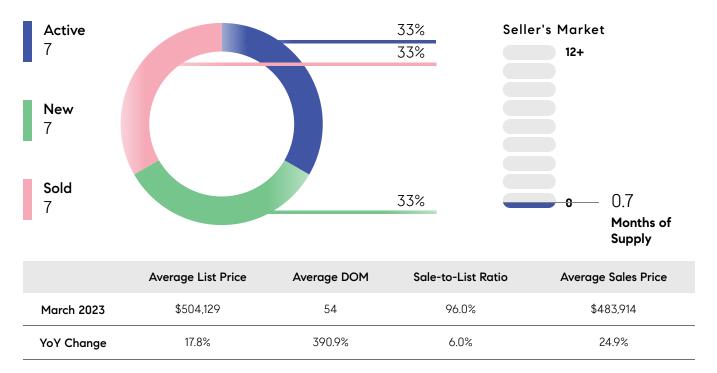
DETACHED OVER 1M



#### DETACHED UNDER 1M

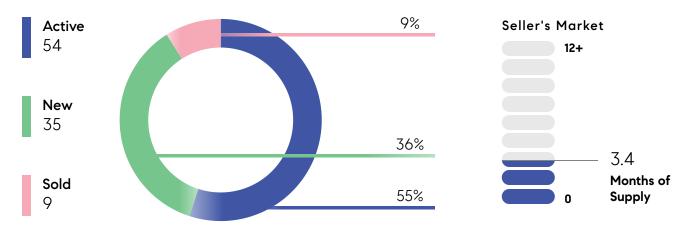


## Dunwoody MARCH 2023

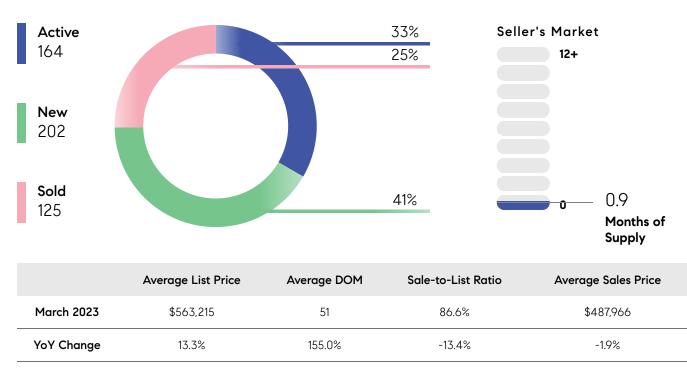


## East Cobb MARCH 2023

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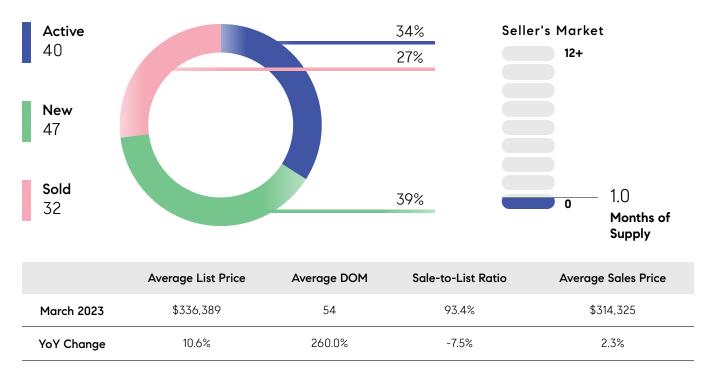


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,657,046	81	72.7%	\$1,204,894
YoY Change	-3.4%	11.0%	-5.9%	-9.1%



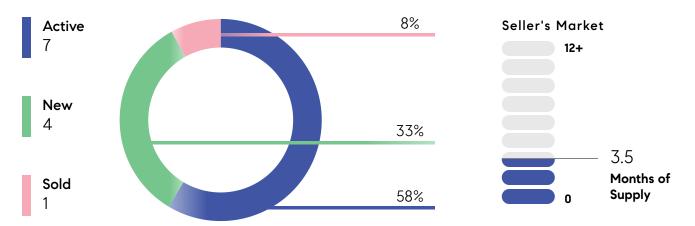
#### DETACHED UNDER 1M

### East Cobb MARCH 2023

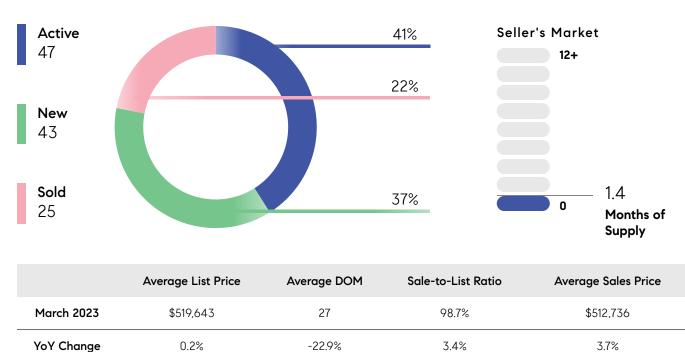


### East Lake/Edgewood/Kirkwood MARCH 2023

DETACHED OVER 1M

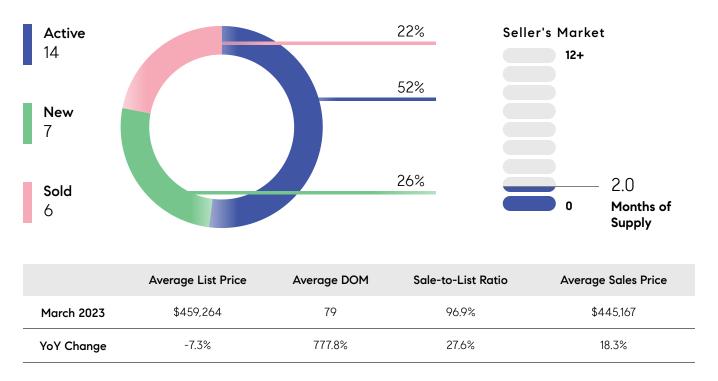


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,222,724	229	88.2%	\$1,079,025
YoY Change	-0.1%	4,480.0%	-10.2%	-10.3%



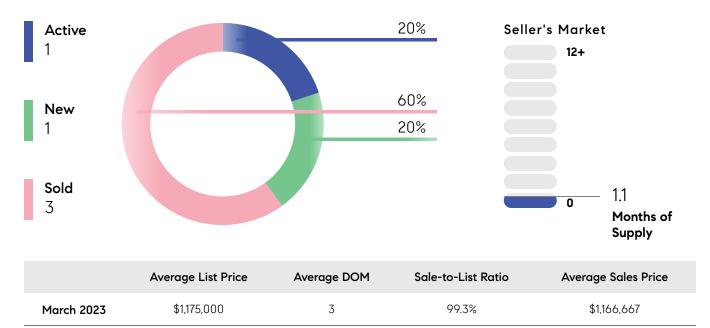
#### DETACHED UNDER 1M

### East Lake/Edgewood/Kirkwood MARCH 2023



### Grant Park MARCH 2023

DETACHED OVER 1M



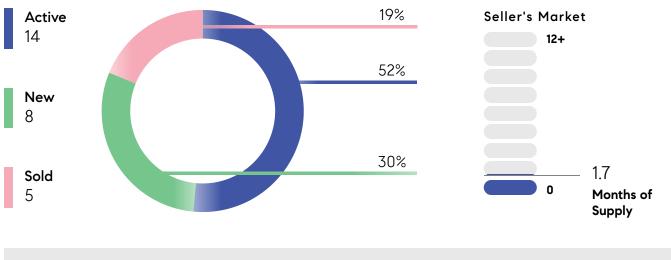
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DETACHED	UNDER IM

YoY Change

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	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$708,613	42	86.1%	\$610,100
YoY Change	2.5%	740.0%	-13.6%	-11.5%

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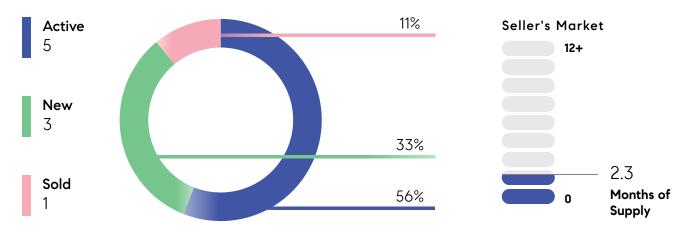
### Grant Park MARCH 2023



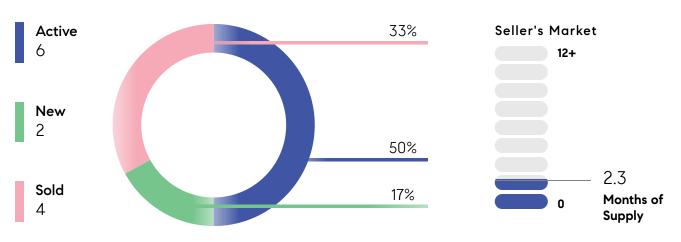
#### ATTACHED UNDER 1M

# Inman Park & Old Fourth Ward MARCH 2023

DETACHED OVER 1M



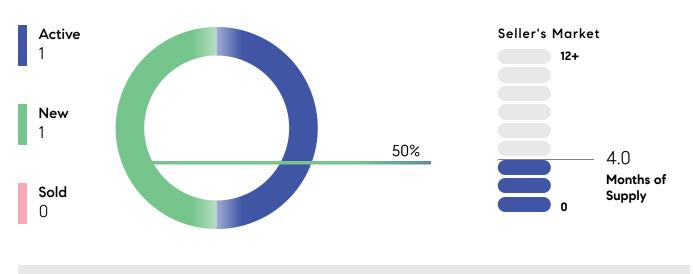
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,981,667	22	58.0%	\$1,150,000
YoY Change	42.1%	1,000.0%	-41.3%	-16.7%



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$653,500	89	102.1%	\$667,000
YoY Change	-3.1%	2,866.7%	24.1%	20.2%

DETACHED UNDER 1M

### Inman Park & Old Fourth Ward MARCH 2023



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,185,000	-	-	-
YoY Change	5.3%	-	-	-



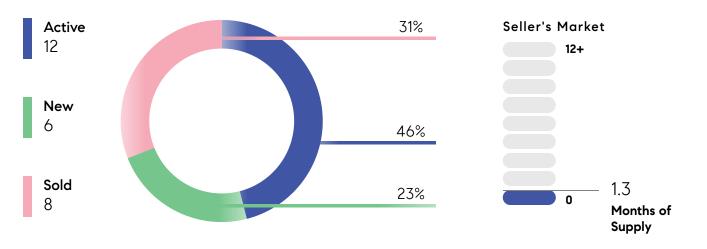
#### ATTACHED UNDER 1M

ATTACHED OVER 1M

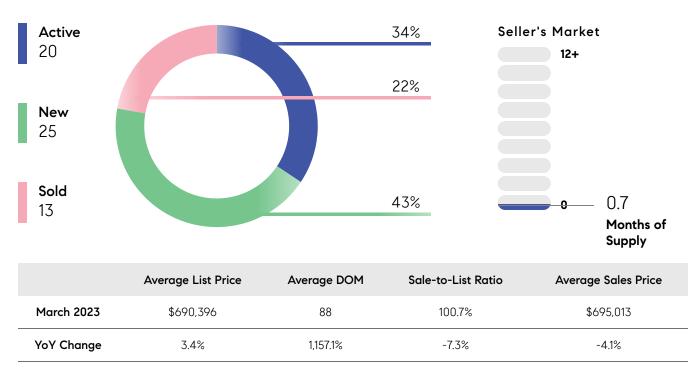
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$634,500	-	-	-
YoY Change	52.0%	-	-	-

### Johns Creek MARCH 2023

DETACHED OVER 1M

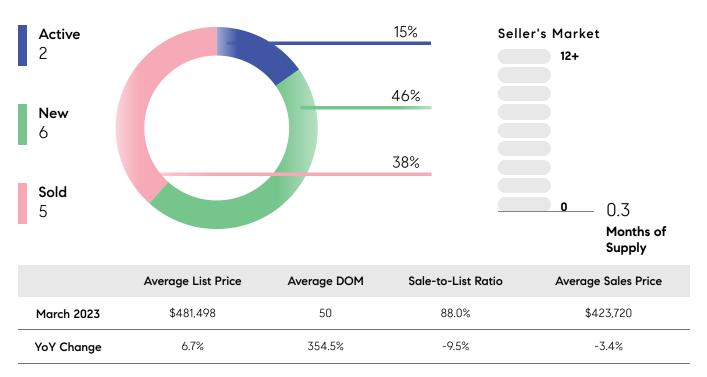


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,986,332	108	74.9%	\$1,488,375
YoY Change	27.8%	1,100.0%	-27.7%	-7.7%



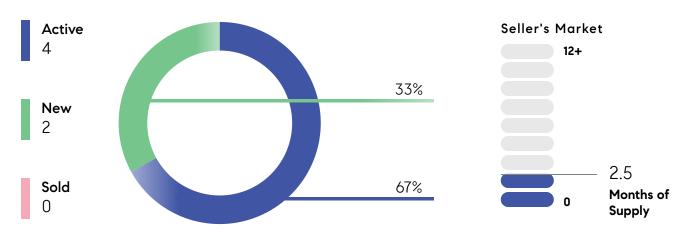
DETACHED UNDER 1M

### Johns Creek MARCH 2023

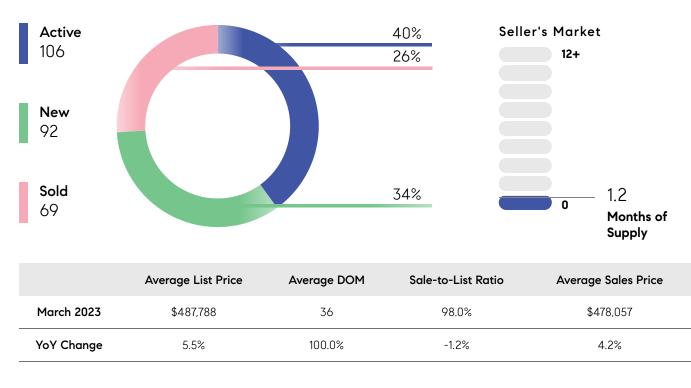


### Kennesaw MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,549,500	-	-	-
YoY Change	-48.3%	-	-	-

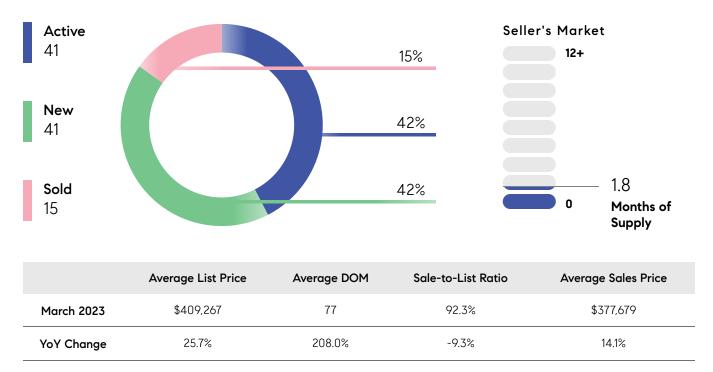


#### DETACHED UNDER 1M

\*Graph Legend 🛛 🜑 Buyer's Market (Supply > Demand) 🔵 Seller's Market (Supply < Demand) 🛑 Balanced Market (Supply = Demand)

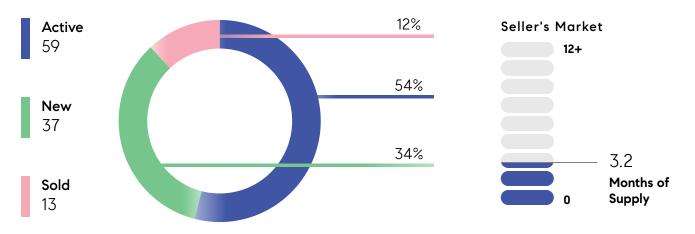
Source: FMLS | The information is believed to be accurate but is not warranted.

### Kennesaw MARCH 2023

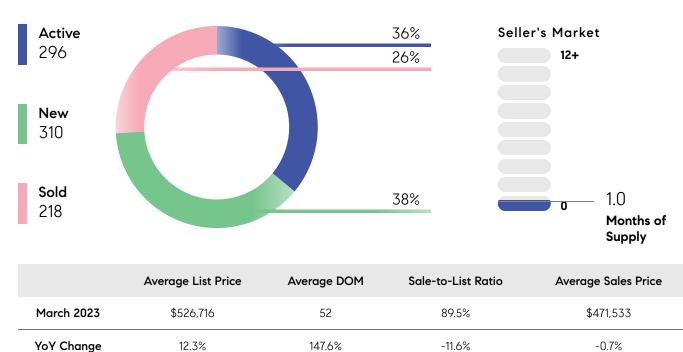


### Marietta MARCH 2023

#### DETACHED OVER 1M

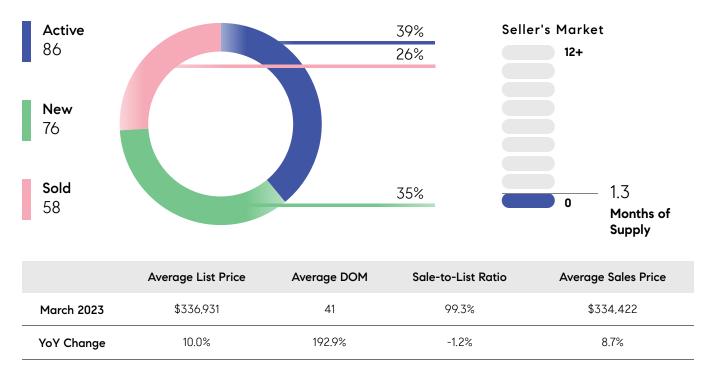


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,673,394	60	74.4%	\$1,245,004
YoY Change	-0.3%	-17.8%	-5.8%	-6.1%



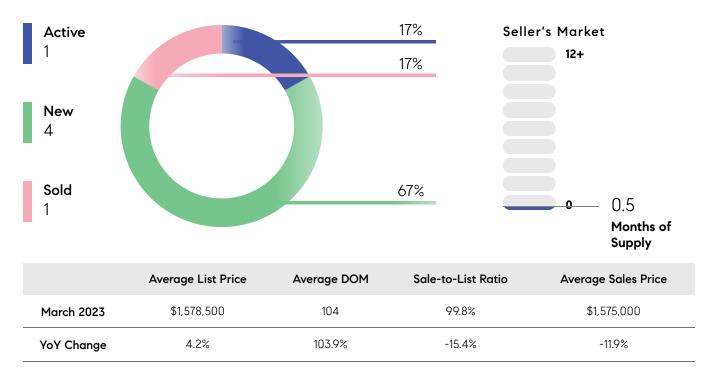
#### DETACHED UNDER 1M

### Marietta MARCH 2023



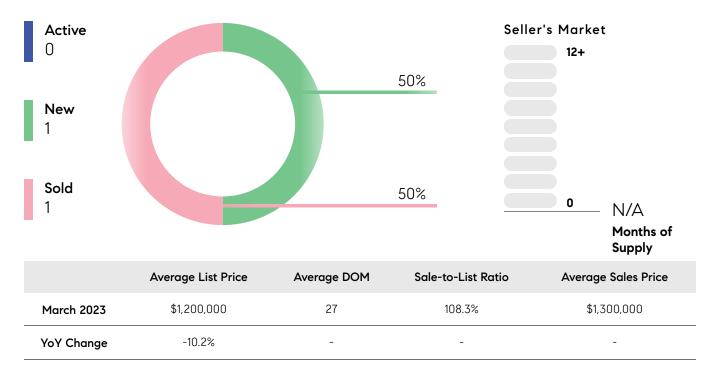
### Midtown MARCH 2023

DETACHED OVER 1M

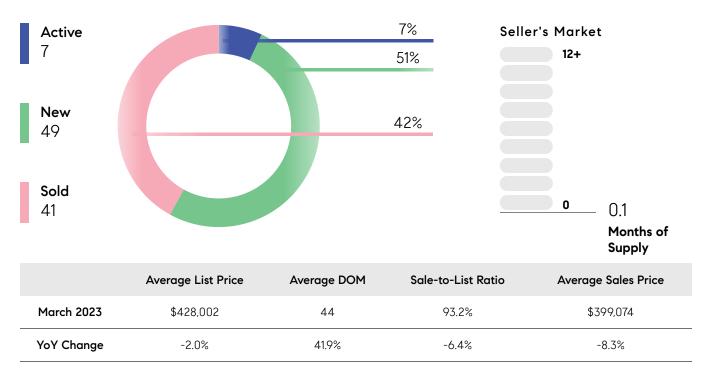


### Midtown MARCH 2023

#### ATTACHED OVER 1M

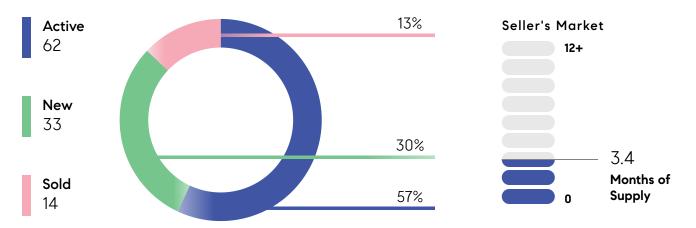


#### ATTACHED UNDER 1M

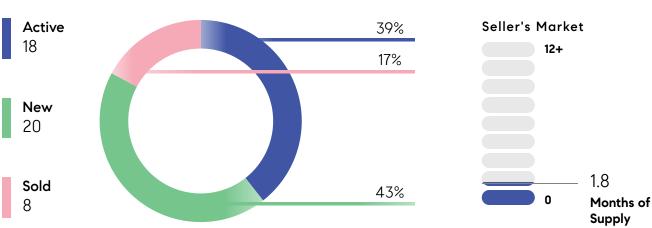


### Milton MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$2,202,199	59	78.8%	\$1,734,243
YoY Change	14.4%	63.9%	-17.9%	-6.1%

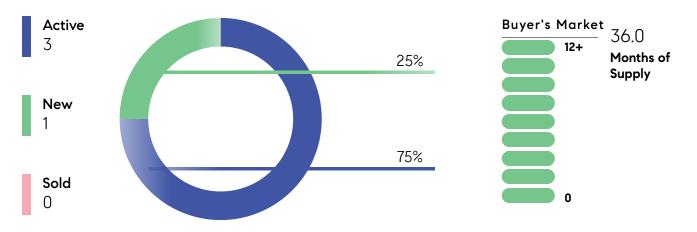


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	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$756,480	45	89.2%	\$674,688
YoY Change	-2.7%	246.2%	-15.6%	-17.9%

### Milton MARCH 2023

#### ATTACHED OVER 1M



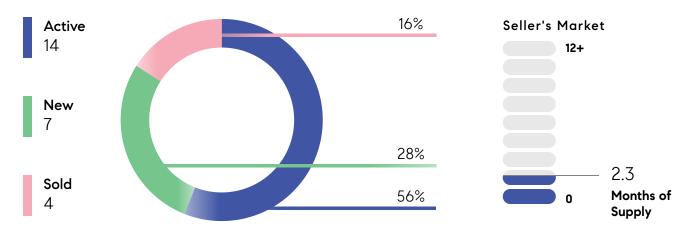
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,279,900	-	-	-
YoY Change	-	-	-	-

#### Seller's Market 38% Active 5 12+ 23% New 5 Sold 1.1 38% 0 3 Months of Supply **Average List Price** Average DOM Sale-to-List Ratio **Average Sales Price** March 2023 \$540.000 \$630,000 49 116.7% YoY Change -25.6% 69.0% 59.8% 18.9%

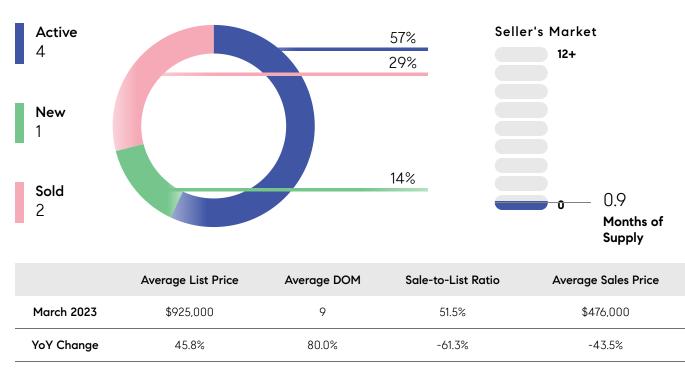
#### ATTACHED UNDER 1M

### Morningside MARCH 2023

DETACHED OVER 1M



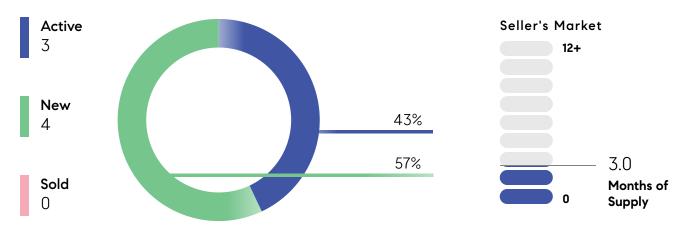
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,791,929	16	78.7%	\$1,410,000
YoY Change	11.8%	-36.0%	-35.0%	-27.4%



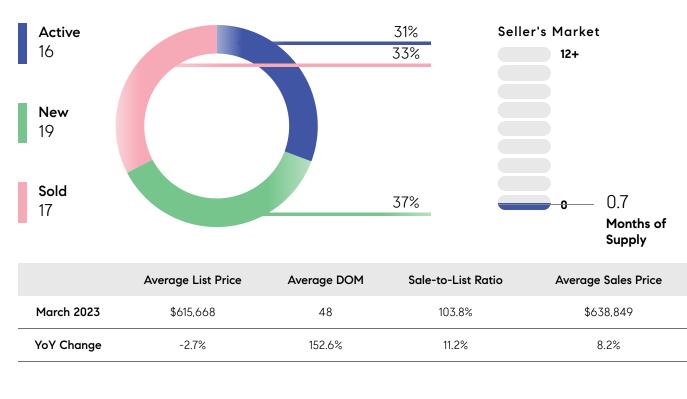
DETACHED UNDER 1M

### Peachtree Corners MARCH 2023



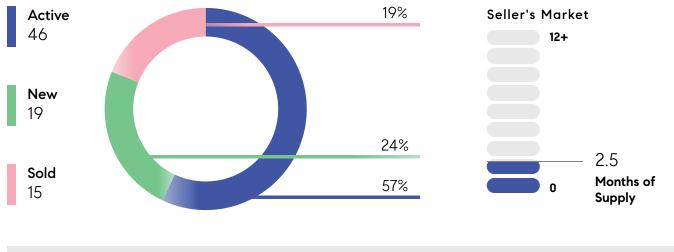


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,530,000	-	-	-
YoY Change	30.1%	-	-	-



#### DETACHED UNDER 1M

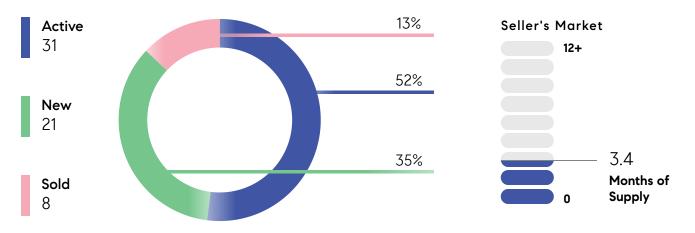
# Peachtree Corners MARCH 2023



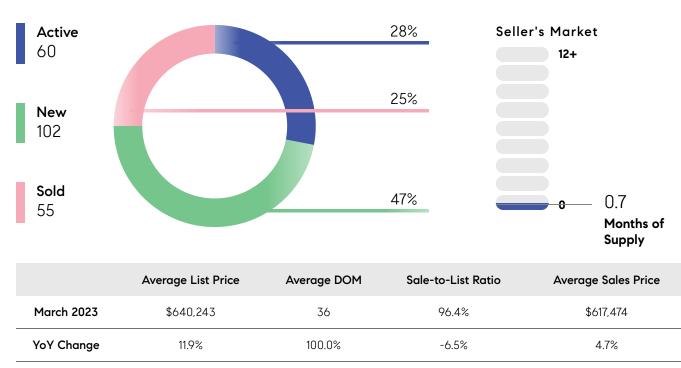
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$423,507	66	96.2%	\$407,352
YoY Change	3.3%	340.0%	-3.7%	-0.5%

### Roswell MARCH 2023

DETACHED OVER 1M



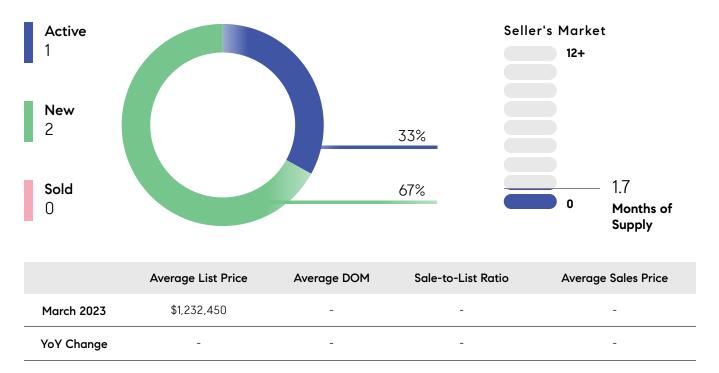
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,613,534	41	94.2%	\$1,519,938
YoY Change	16.7%	1,266.7%	-7.2%	8.3%



#### DETACHED UNDER 1M

### Roswell MARCH 2023

#### ATTACHED OVER 1M

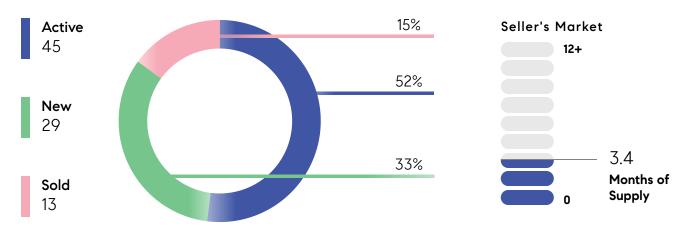


#### Seller's Market Active 24 12+ 17% New 40% 26 Sold 43% 0.9 10 Months of Supply **Average List Price** Average DOM Sale-to-List Ratio **Average Sales Price** \$498,469 March 2023 11 76.5% \$381.110 YoY Change 8.9% -8.3% -20.9% -13.9%

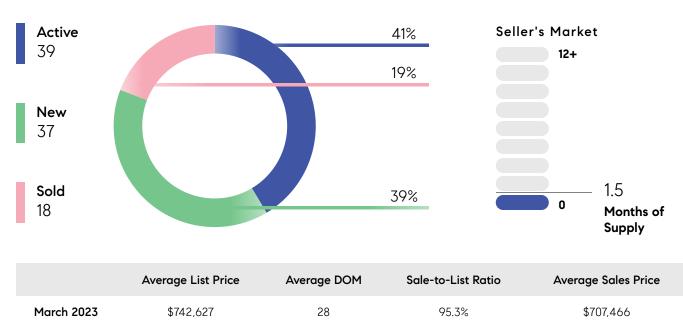
#### ATTACHED UNDER 1M

### Sandy Springs MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$2,379,174	72	66.6%	\$1,584,073
YoY Change	20.5%	67.4%	-29.6%	-15.2%



55.6%

#### DETACHED UNDER 1M

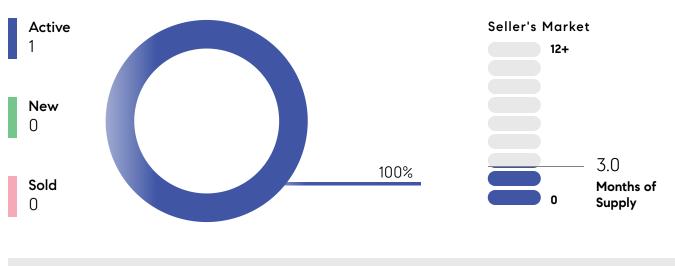
YoY Change

-5.3%

-4.2%

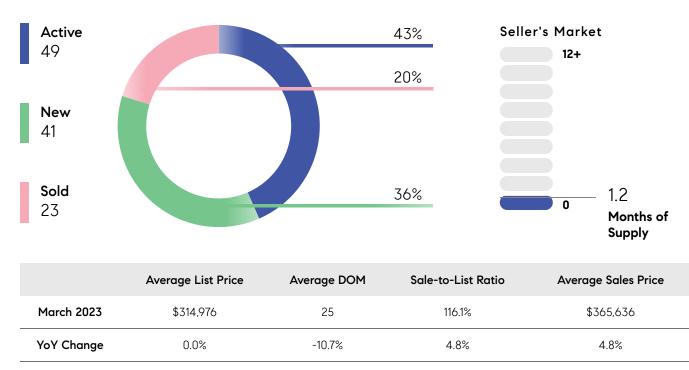
1.2%

### Sandy Springs MARCH 2023



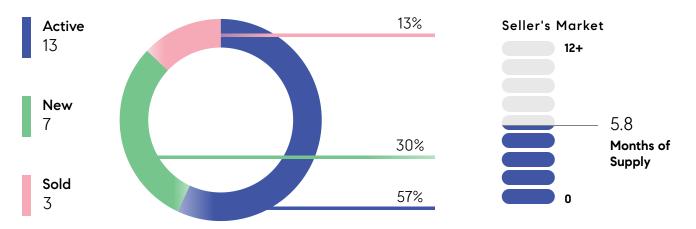
#### ATTACHED OVER 1M

	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	-	-	-	-
YoY Change	-	-	-	-

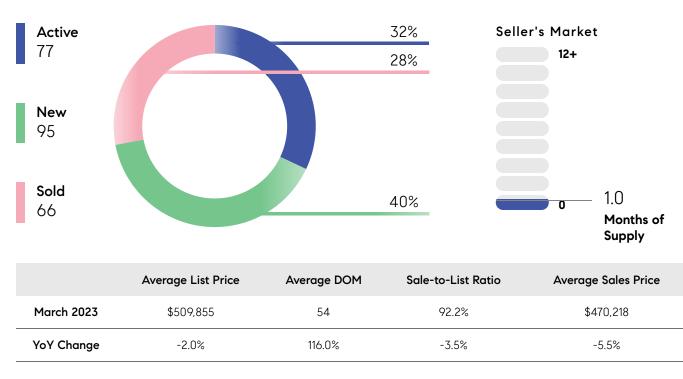


#### Smyrna MARCH 2023

DETACHED OVER 1M

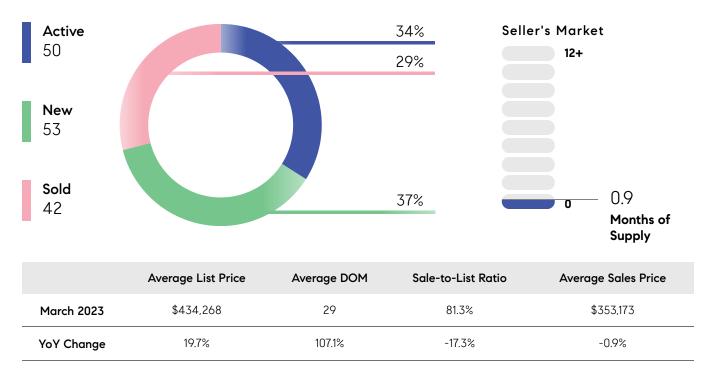


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,710,571	54	86.8%	\$1,485,000
YoY Change	43.5%	58.8%	-21.4%	12.8%



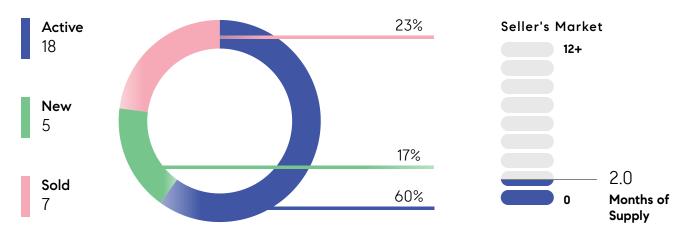
### DETACHED UNDER 1M

### Smyrna March 2023

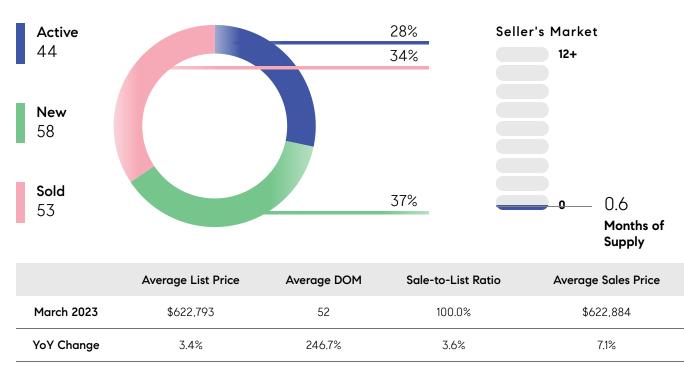


### Suwanee MARCH 2023

DETACHED OVER 1M

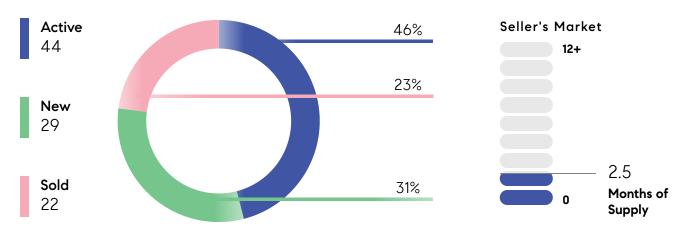


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,485,000	84	98.9%	\$1,468,139
YoY Change	-4.3%	200.0%	-3.1%	-7.3%



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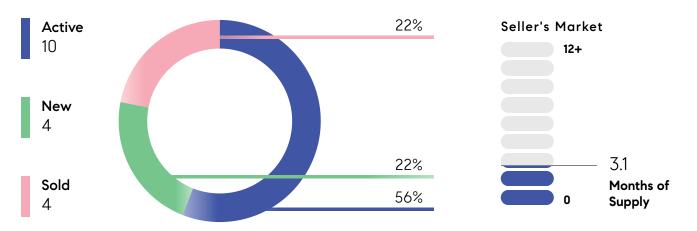
### Suwanee MARCH 2023



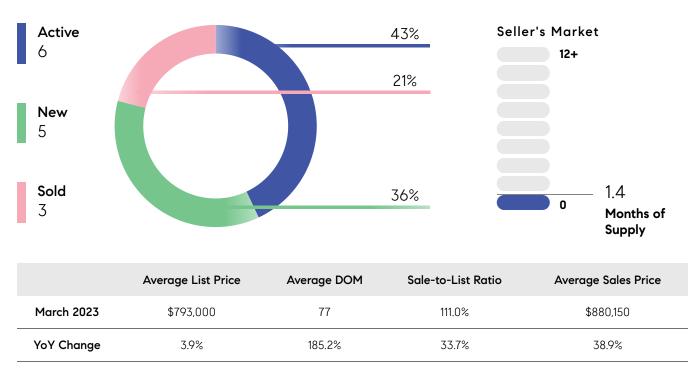
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$486,390	95	101.2%	\$492,014
YoY Change	2.2%	427.8%	6.5%	8.9%

### Vinings MARCH 2023

DETACHED OVER 1M



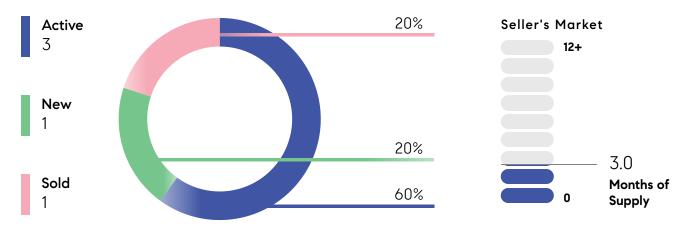
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$2,373,475	7	69.5%	\$1,650,000
YoY Change	-23.6%	-61.1%	40.5%	7.4%



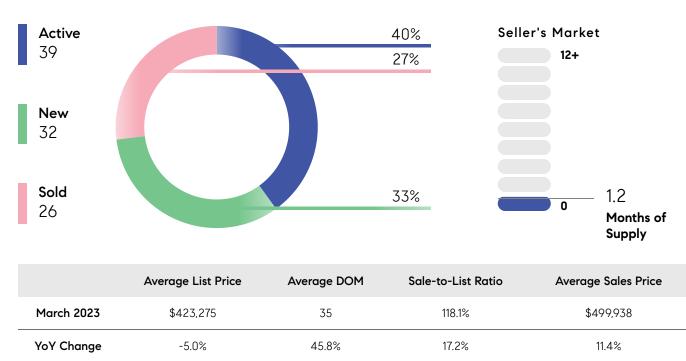
### DETACHED UNDER 1M

### Vinings MARCH 2023

#### ATTACHED OVER 1M



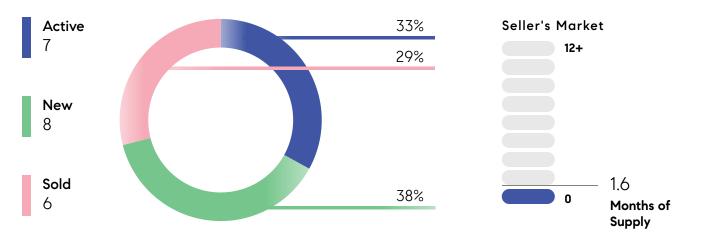
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,495,000	8	90.0%	\$1,345,000
YoY Change	-6.5%	60.0%	11.1%	3.9%



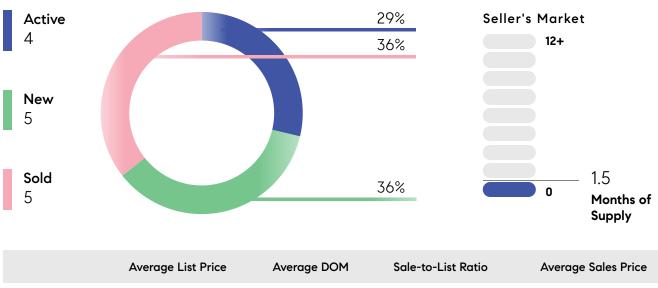
#### ATTACHED UNDER 1M

# Virginia Highland MARCH 2023

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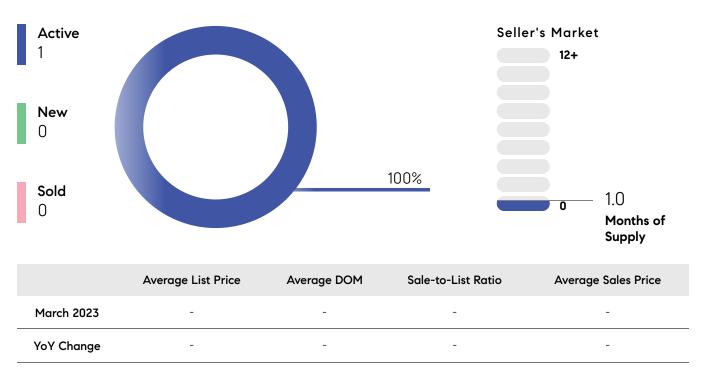
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,801,750	46	88.7%	\$1,597,625
YoY Change	19.2%	170.6%	-0.3%	18.8%



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	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$828,980	17	90.0%	\$745,800
YoY Change	14.7%	-86.1%	5.4%	21.0%

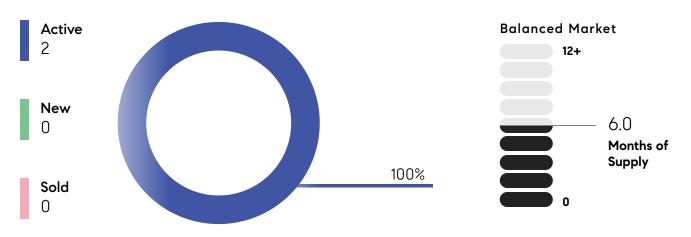
### Virginia Highland MARCH 2023



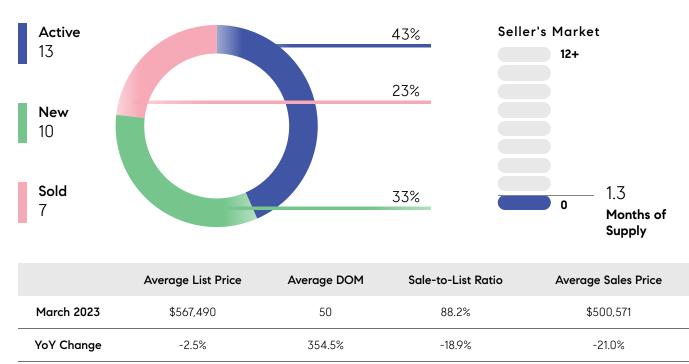
#### ATTACHED UNDER 1M

### West Midtown MARCH 2023

DETACHED OVER 1M

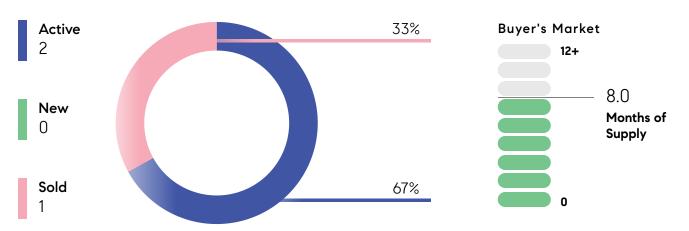


	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	-	-	-	-
YoY Change	-	-	-	-



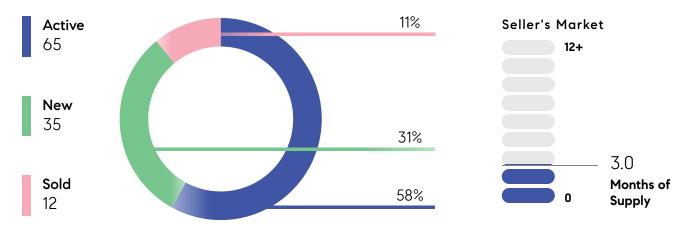
### DETACHED UNDER 1M

### West Midtown MARCH 2023



#### ATTACHED OVER 1M

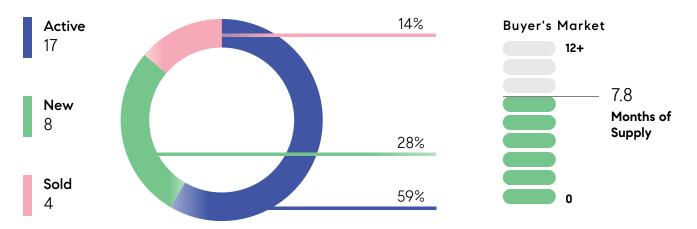
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	-	257	-	\$1,050,000
YoY Change	-	-	-	-



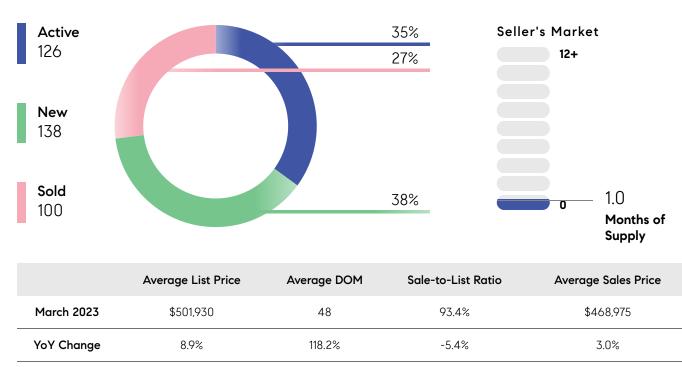
	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$494,559	51	104.2%	\$515,381
YoY Change	-10.1%	75.9%	40.8%	26.6%

### Woodstock MARCH 2023

DETACHED OVER 1M



	Average List Price	Average DOM	Sale-to-List Ratio	Average Sales Price
March 2023	\$1,450,625	12	86.4%	\$1,253,297
YoY Change	-5.3%	-	-	-



### DETACHED UNDER 1M

# Woodstock MARCH 2023

