

COMPASS

October 2021

Warren Market Insights



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Market Profile & Trends Overview

The table belows shows data & statistics for October 2021 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	49	-9%	-17%	-40%	-40%	-57%	-	-
	MEDIAN PRICE	\$1,100,000	5%	7%	22%	23%	23%	-	-
	AVERAGE PRICE	\$1,207,061	3%	3%	13%	22%	23%	-	-
	PRICE PER SQFT	\$302	-2%	2%	15%	21%	25%	-	-
	MONTHS OF SUPPLY	2.7	6%	15%	13%	-49%	-69%	-	-
New Listings	# OF PROPERTIES	25	19%	-7%	4%	-11%	-15%	304	-3.5%
	MEDIAN PRICE	\$839,000	-2%	-4%	7%	2%	0%	\$862,500	1.5%
	AVERAGE PRICE	\$1,061,060	19%	10%	17%	16%	20%	\$969,098	5.8%
	PRICE PER SQFT	\$291	12%	6%	1%	14%	21%	\$276	15.5%
Sales	# OF PROPERTIES	18	-14%	-32%	-47%	5%	14%	221	43.5%
	MEDIAN PRICE	\$700,500	-26%	-20%	-8%	-5%	-13%	\$840,000	1.7%
	AVERAGE PRICE	\$859,406	-12%	-8%	0%	8%	4%	\$906,999	8.5%
	PRICE PER SQFT	\$348	19%	21%	51%	48%	48%	\$265	12.8%
	SALE-TO-LIST RATIO	98.6%	-1.1%	-2%	1.4%	2.1%	2.5%	99.6%	4.1%

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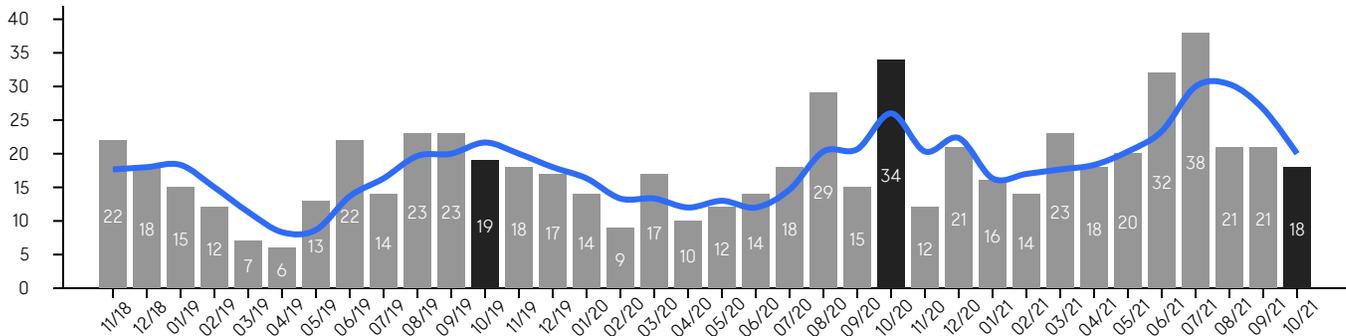
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Property Sales

There were 18 sales in October 2021, a change of -47% from 34 in October 2020 and -14% from the 21 sales last month. Compared to October 2019 and 2020, sales were at their lowest level. There have been 221 year-to-date (YTD) sales, which is 43.5% higher than last year's year-to-date sales of 154.

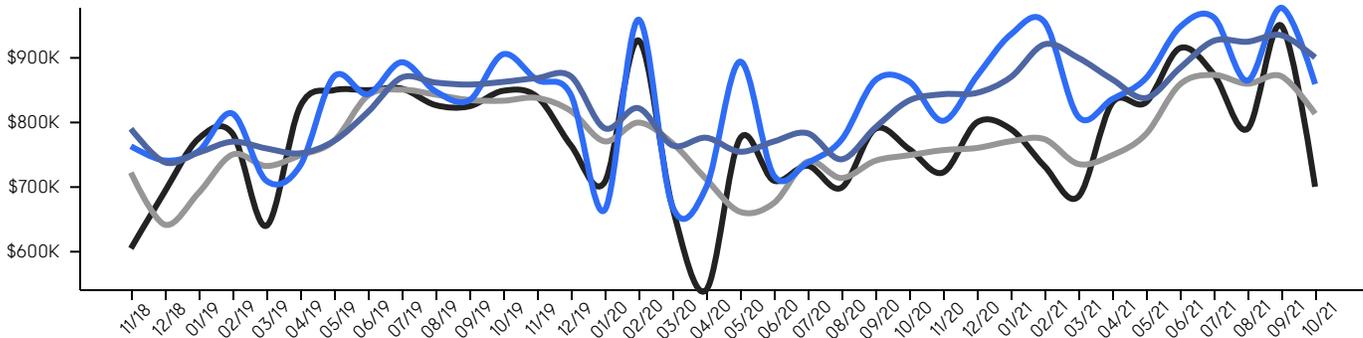
■ 3-Month Average



Property Prices

The median sales price in October 2021 was \$700,500, a change of -8% from \$759,000 in October 2020, and a change of -26% from \$950,000 last month. The average sales price in October 2021 was \$859,406, a change of 0% from in October 2020, and a change of -12% from last month, and was at its lowest level compared to 2020 and 2019.

■ Median ■ Median (3-Month) ■ Average ■ Average (3-Month)



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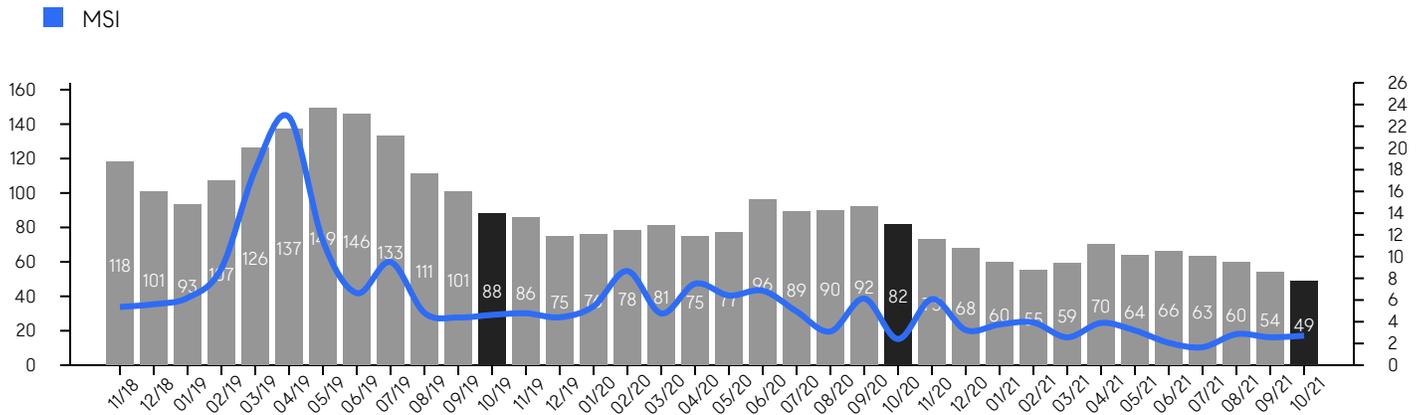


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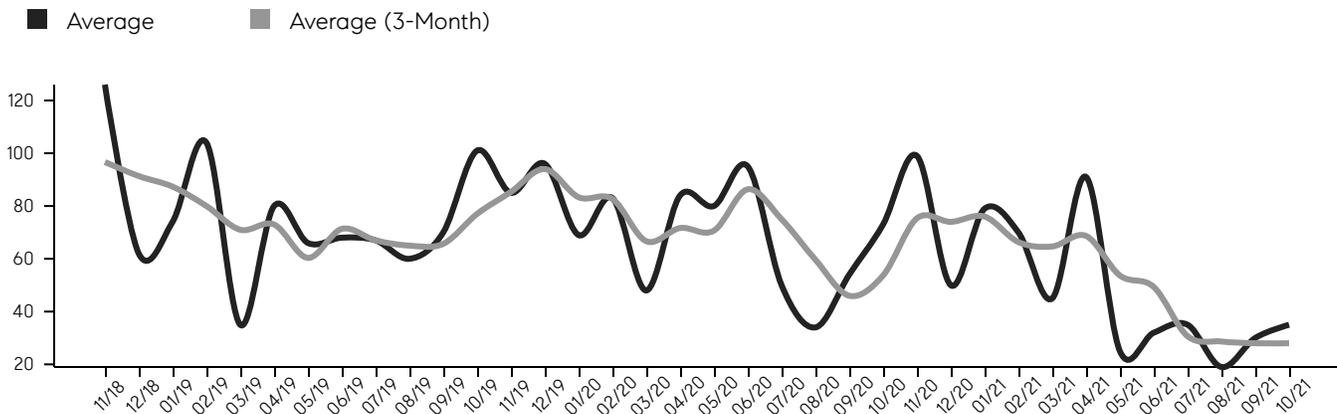
Inventory & MSI

The total inventory of properties available for sale as of October 2021 was 49, a difference of -9% from last month, and -40% from 82 in October 2020, and was at its lowest level compared to 2020 and 2019. The months of supply inventory (MSI) was at 2.7 months, compared to 2020 and 2019. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



Market Time

The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for October 2021 was 35, a change of 17% from 30 days last month, and -52% from 73 days in October 2020, and was at its lowest level compared to 2020 and 2019.



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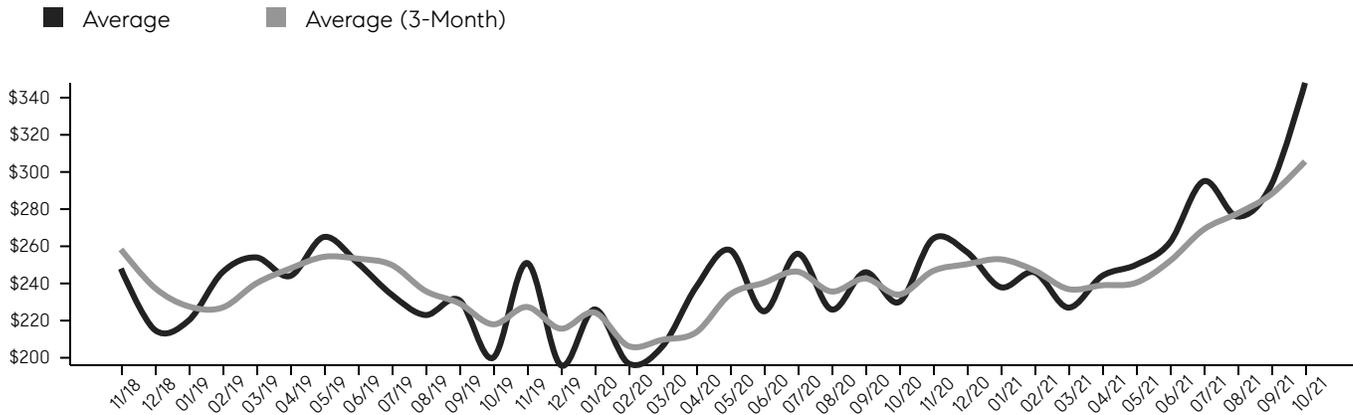


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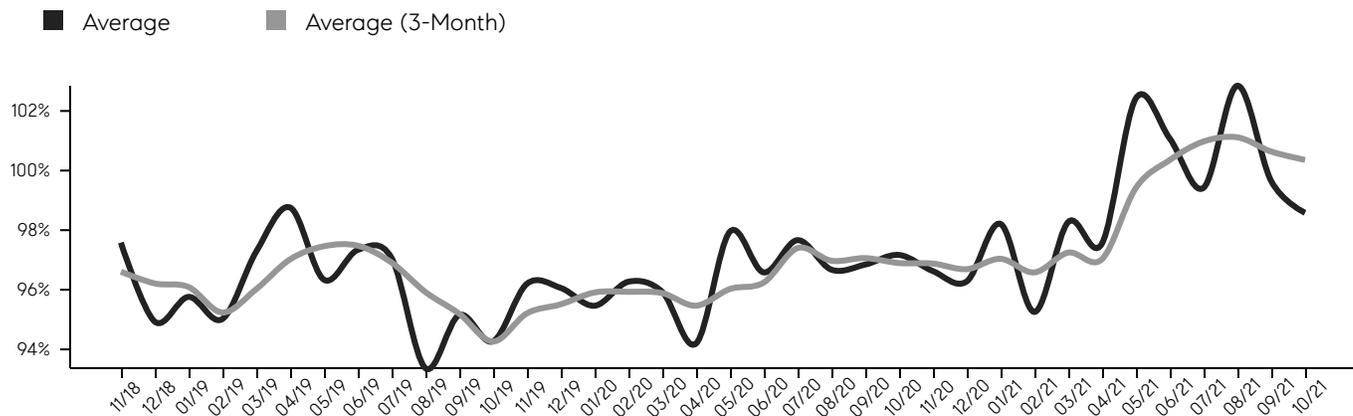
Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices 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.



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, while a ratio at or above 100% indicates more of a seller's market. The October 2021 selling price vs. listing price ratio was 98.6%, compared to 99.6% last month, and 97.2% in October 2020.



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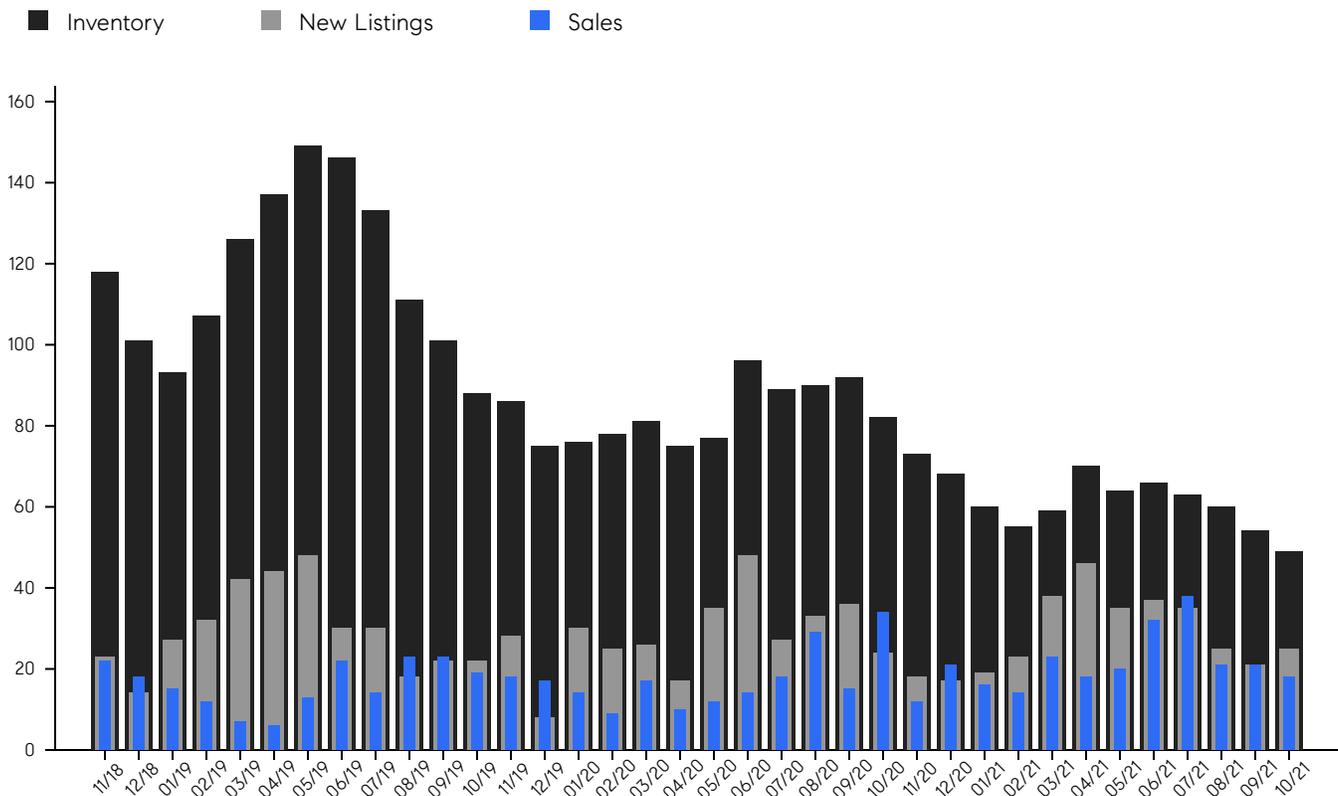


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Inventory, New Listings & Sales

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 October 2021 was 25, a change of 19% from 21 last month and 4% from 24 in October 2020.



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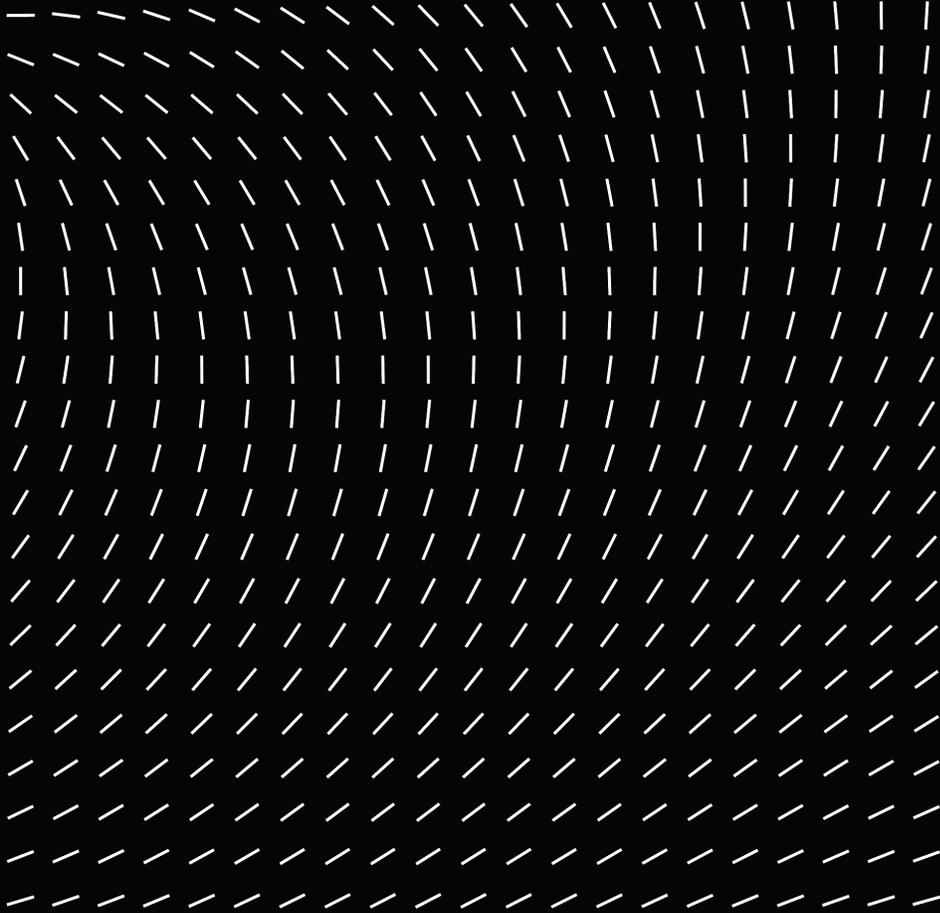


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MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Oct '21	18	20	\$701K	\$814K	\$859K	\$901K	35	28	\$348	\$306	98.6%	100.4%	49	25	2.7
Sep '21	21	27	\$950K	\$872K	\$978K	\$935K	30	28	\$293	\$288	99.6%	100.6%	54	21	2.6
Aug '21	21	30	\$790K	\$860K	\$865K	\$925K	19	29	\$276	\$278	102.8%	101.1%	60	25	2.9
Jul '21	38	30	\$875K	\$874K	\$963K	\$926K	35	31	\$295	\$269	99.4%	101.0%	63	35	1.7
Jun '21	32	23	\$915K	\$859K	\$947K	\$884K	32	49	\$262	\$252	101.1%	100.4%	66	37	2.1
May '21	20	20	\$831K	\$782K	\$869K	\$838K	25	54	\$250	\$240	102.4%	99.4%	64	35	3.2
Apr '21	18	18	\$830K	\$749K	\$836K	\$867K	91	69	\$244	\$239	97.6%	97.0%	70	46	3.9
Mar '21	23	18	\$685K	\$736K	\$809K	\$900K	45	65	\$227	\$237	98.3%	97.2%	59	38	2.6
Feb '21	14	17	\$733K	\$774K	\$956K	\$921K	70	66	\$246	\$247	95.3%	96.6%	55	23	3.9
Jan '21	16	16	\$790K	\$771K	\$936K	\$870K	79	76	\$238	\$253	98.2%	97.0%	60	19	3.8
Dec '20	21	22	\$800K	\$761K	\$871K	\$846K	50	74	\$257	\$250	96.3%	96.7%	68	17	3.2
Nov '20	12	20	\$723K	\$757K	\$803K	\$844K	99	75	\$264	\$247	96.6%	96.9%	73	18	6.1
Oct '20	34	26	\$759K	\$749K	\$863K	\$834K	73	54	\$230	\$234	97.2%	96.9%	82	24	2.4
Sep '20	15	21	\$790K	\$741K	\$865K	\$792K	54	46	\$246	\$243	96.8%	97.1%	92	36	6.1
Aug '20	29	20	\$699K	\$714K	\$773K	\$743K	34	60	\$226	\$236	96.7%	97.0%	90	33	3.1
Jul '20	18	15	\$733K	\$739K	\$738K	\$783K	50	75	\$256	\$246	97.7%	97.4%	89	27	4.9
Jun '20	14	12	\$710K	\$675K	\$718K	\$771K	95	86	\$225	\$240	96.6%	96.2%	96	48	6.9
May '20	12	13	\$775K	\$662K	\$894K	\$755K	80	71	\$258	\$234	97.9%	96.0%	77	35	6.4
Apr '20	10	12	\$540K	\$712K	\$699K	\$776K	84	72	\$238	\$214	94.2%	95.5%	75	17	7.5
Mar '20	17	13	\$670K	\$768K	\$671K	\$765K	48	67	\$206	\$210	95.9%	95.9%	81	26	4.8
Feb '20	9	13	\$927K	\$800K	\$959K	\$822K	83	83	\$197	\$206	96.3%	95.9%	78	25	8.7
Jan '20	14	16	\$708K	\$771K	\$664K	\$791K	69	83	\$226	\$224	95.5%	95.9%	76	30	5.4
Dec '19	17	18	\$765K	\$818K	\$843K	\$872K	96	94	\$196	\$216	96.1%	95.5%	75	8	4.4
Nov '19	18	20	\$840K	\$838K	\$866K	\$869K	85	85	\$251	\$227	96.2%	95.2%	86	28	4.8
Oct '19	19	22	\$849K	\$834K	\$906K	\$863K	101	77	\$200	\$218	94.3%	94.3%	88	22	4.6
Sep '19	23	20	\$825K	\$835K	\$834K	\$859K	70	66	\$231	\$229	95.2%	95.2%	101	22	4.4
Aug '19	23	20	\$827K	\$843K	\$848K	\$862K	60	65	\$223	\$236	93.4%	95.9%	111	18	4.8
Jul '19	14	16	\$853K	\$851K	\$893K	\$869K	67	67	\$234	\$250	97.1%	96.9%	133	30	9.5
Jun '19	22	14	\$850K	\$842K	\$844K	\$816K	68	71	\$251	\$253	97.3%	97.5%	146	30	6.6
May '19	13	9	\$850K	\$772K	\$871K	\$771K	66	60	\$265	\$254	96.3%	97.5%	149	48	11.5
Apr '19	6	8	\$825K	\$749K	\$733K	\$752K	80	73	\$244	\$248	98.8%	97.0%	137	44	22.8
Mar '19	7	11	\$640K	\$733K	\$710K	\$760K	35	71	\$254	\$240	97.3%	96.0%	126	42	18.0
Feb '19	12	15	\$783K	\$750K	\$814K	\$770K	104	80	\$246	\$227	95.0%	95.2%	107	32	8.9
Jan '19	15	18	\$775K	\$691K	\$756K	\$753K	74	87	\$220	\$228	95.8%	96.1%	93	27	6.2
Dec '18	18	18	\$693K	\$642K	\$741K	\$738K	62	91	\$215	\$238	94.9%	96.2%	101	14	5.6
Nov '18	22	18	\$605K	\$723K	\$763K	\$790K	126	97	\$248	\$258	97.6%	96.6%	118	23	5.4

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