



**Melissa Saretsky**

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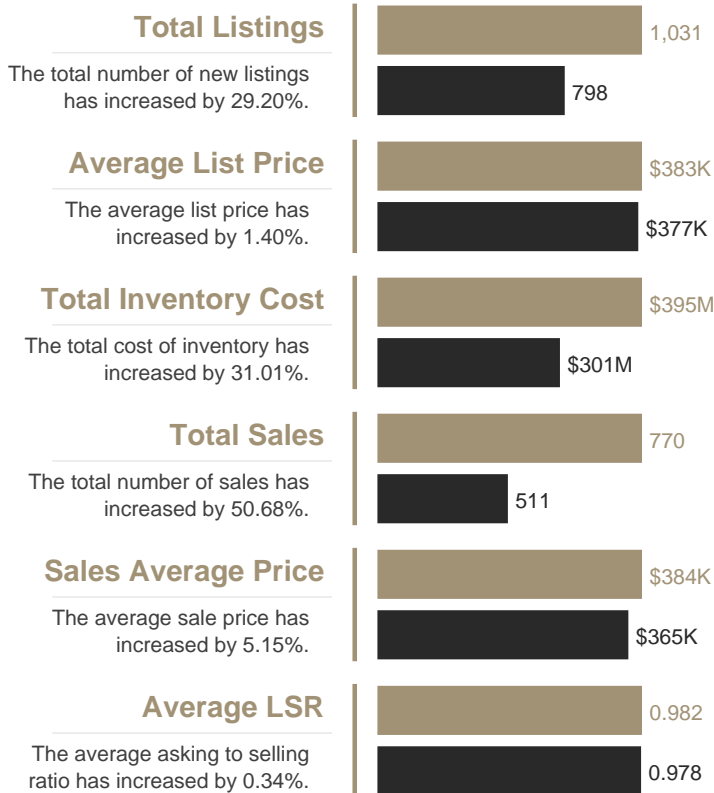
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### Comparison

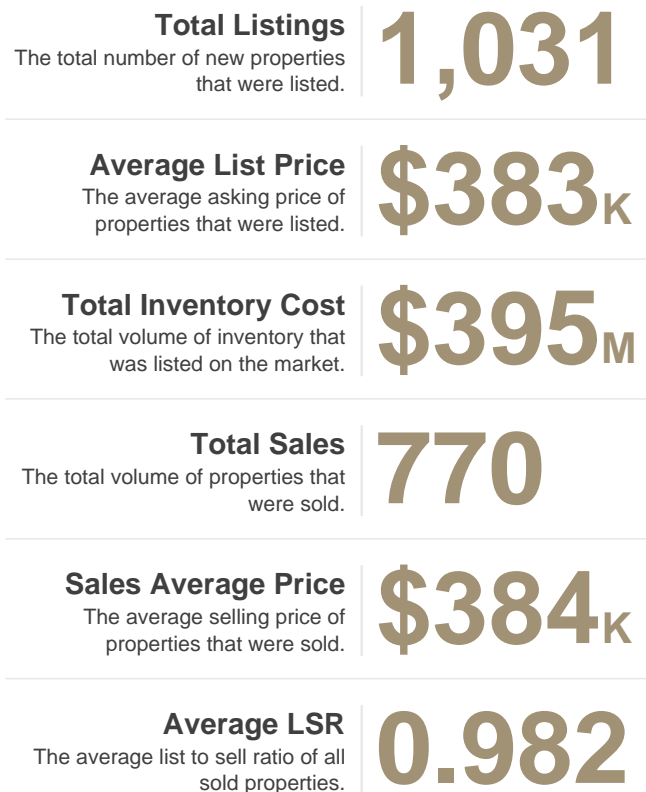
Below, we are comparing the year of 2021 to the year of 2020.

● 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

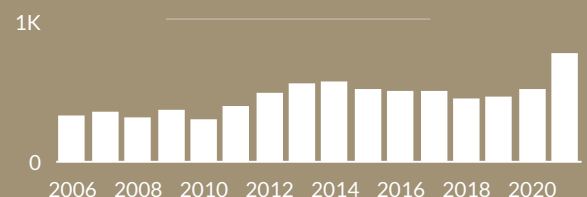
In the year of 2020, the average days on market was 79. In the year of 2021, the average days on market was 59. When the year of 2021 is compared to the year of 2020, the average days on market has decreased by 25.32%.

### Total Sales Volume

In the year of 2020, the total volume of sales was \$187M. In the year of 2021, the total volume of sales was \$296M. When the year of 2021 is compared to the year of 2020, the total volume of sales has increased by 58.44%.

### Total Sales | Quick Overview (See Page #5)

In the year of 2021, the total number of sales was 770.



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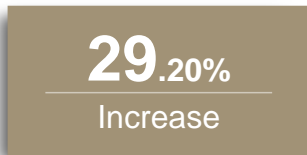
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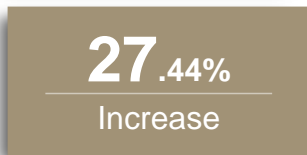
## Total Listings

In the year of 2021, the total number of new listings was 1,031. In the year of 2020, the total number of new listings was 798. When the year of 2021 is compared to the year of 2020, the total number of new listings has increased by 29.20%.



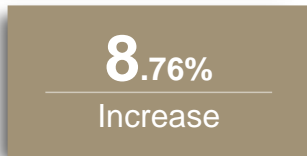
### 2021 vs 2020

In the year of 2020, the total number of new listings was 798. When the year of 2021 is compared to the year of 2020, the total number of new listings has increased by 29.20%.



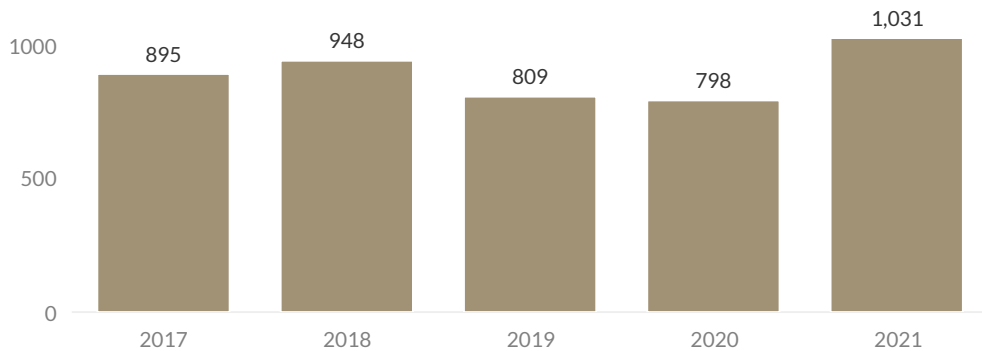
### 2021 vs 2019

In the year of 2019, the total number of new listings was 809. When the year of 2021 is compared to the year of 2019, the total number of new listings has increased by 27.44%.



### 2021 vs 2018

In the year of 2018, the total number of new listings was 948. When the year of 2021 is compared to the year of 2018, the total number of new listings has increased by 8.76%.

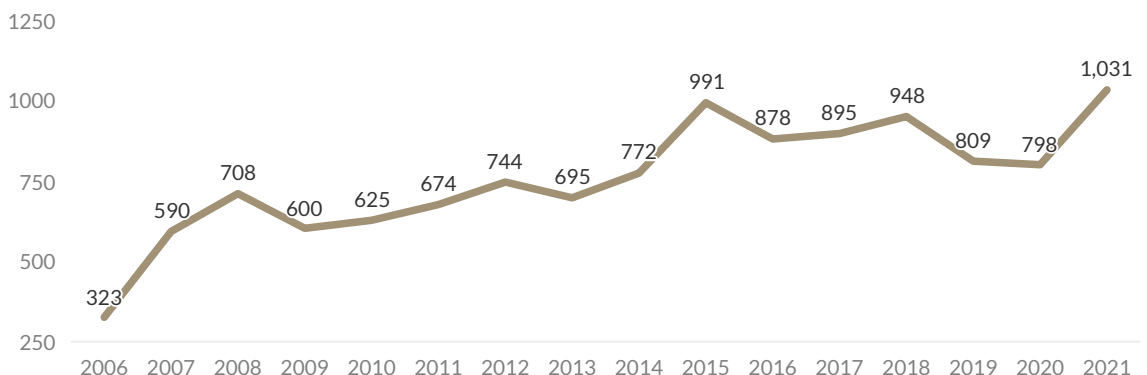


## Overview

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 1,031 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 4 years as of the end of 2021.



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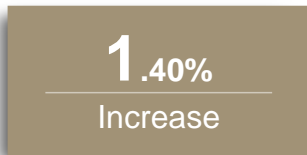
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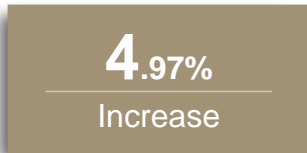
## Average List Price

In the year of 2021, the average list price was \$383K. In the year of 2020, the average list price was \$377K. When the year of 2021 is compared to the year of 2020, the average list price has increased by 1.40%.



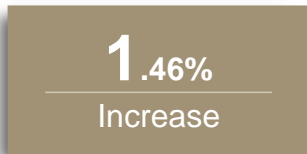
### 2021 vs 2020

In the year of 2020, the average list price was \$377K. When the year of 2021 is compared to the year of 2020, the average list price has increased by 1.40%.



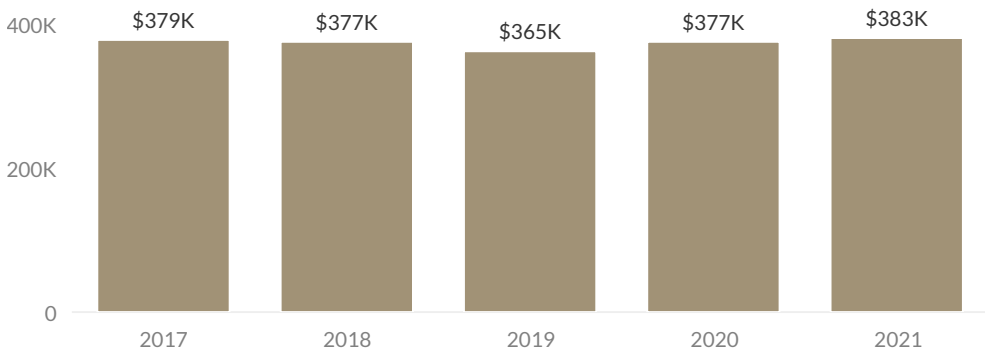
### 2021 vs 2019

In the year of 2019, the average list price was \$365K. When the year of 2021 is compared to the year of 2019, the average list price has increased by 4.97%.



### 2021 vs 2018

In the year of 2018, the average list price was \$377K. When the year of 2021 is compared to the year of 2018, the average list price has increased by 1.46%.

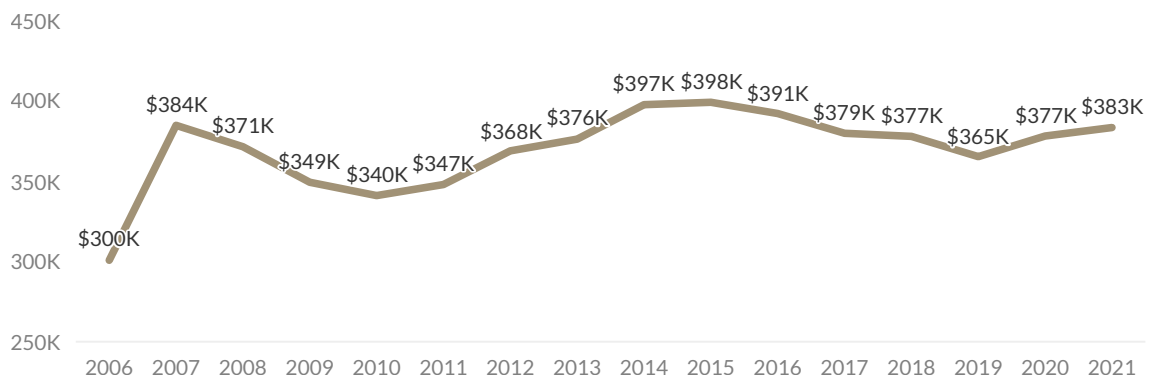


## Overview

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 \$383K 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 4 years as of 2021.



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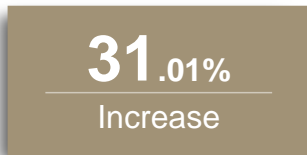
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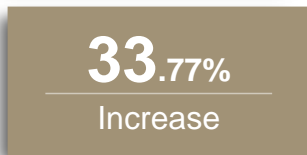
## Total Inventory Cost

In the year of 2021, the total cost of inventory was \$395M. In the year of 2020, the total cost of inventory was \$301M. When the year of 2021 is compared to the year of 2020, the total cost of inventory has increased by 31.01%.



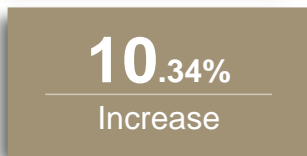
### 2021 vs 2020

In the year of 2020, the total cost of inventory was \$301M. When the year of 2021 is compared to the year of 2020, the total cost of inventory has increased by 31.01%.



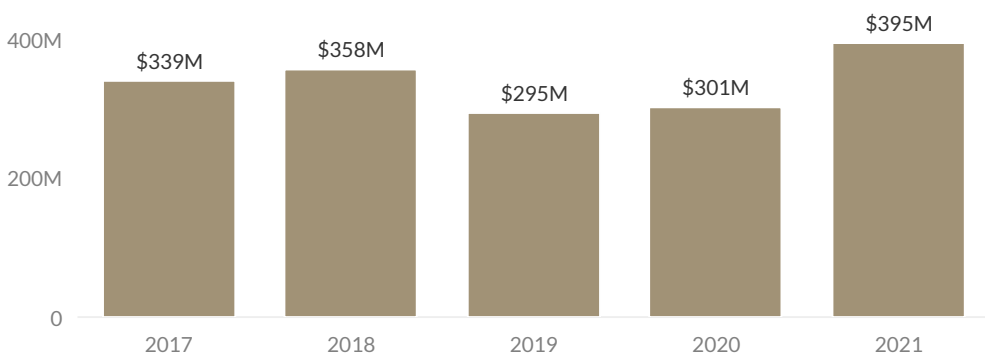
### 2021 vs 2019

In the year of 2019, the total cost of inventory was \$295M. When the year of 2021 is compared to the year of 2019, the total cost of inventory has increased by 33.77%.



### 2021 vs 2018

In the year of 2018, the total cost of inventory was \$358M. When the year of 2021 is compared to the year of 2018, the total cost of inventory has increased by 10.34%.

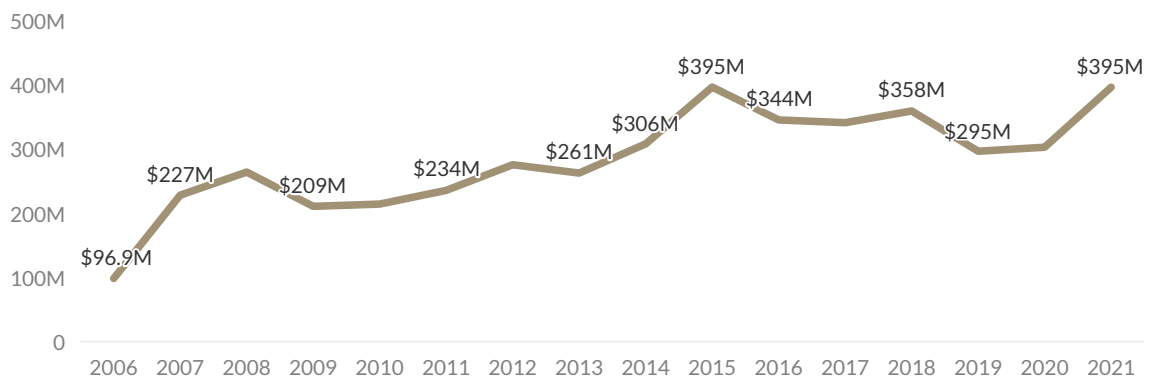


### Overview

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 \$395M 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 4 years as of 2021.



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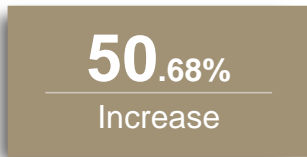
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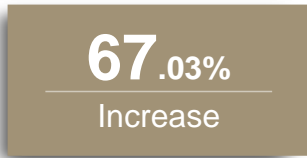
**Total Sales**

In the year of 2021, the total number of sales was 770. In the year of 2020, the total number of sales was 511. When the year of 2021 is compared to the year of 2020, the total number of sales has increased by 50.68%.



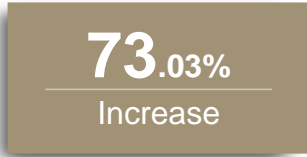
**2021 vs 2020**

In the year of 2020, the total number of sales was 511. When the year of 2021 is compared to the year of 2020, the total number of sales has increased by 50.68%.



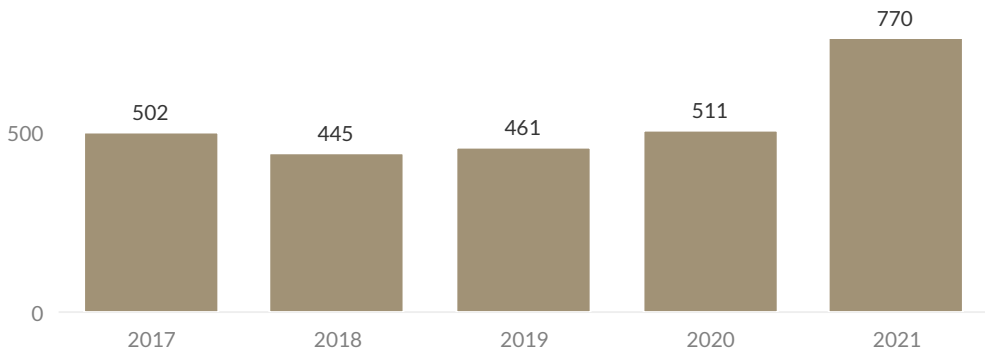
**2021 vs 2019**

In the year of 2019, the total number of sales was 461. When the year of 2021 is compared to the year of 2019, the total number of sales has increased by 67.03%.



**2021 vs 2018**

In the year of 2018, the total number of sales was 445. When the year of 2021 is compared to the year of 2018, the total number of sales has increased by 73.03%.

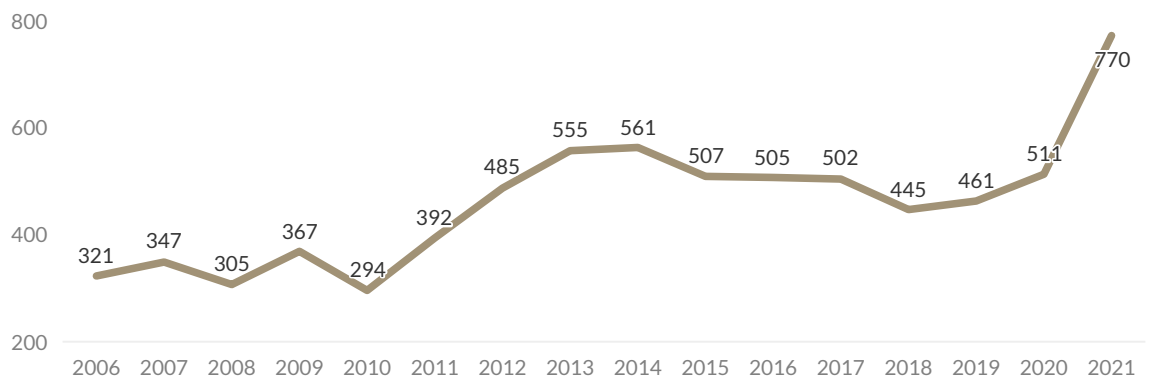


**Overview**

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 770 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 4 years as of 2021.



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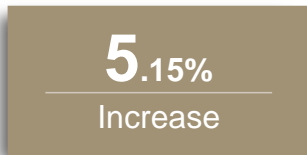
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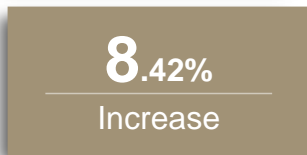
## Sales Average Price

In the year of 2021, the average sale price was \$384K. In the year of 2020, the average sale price was \$365K. When the year of 2021 is compared to the year of 2020, the average sale price has increased by 5.15%.



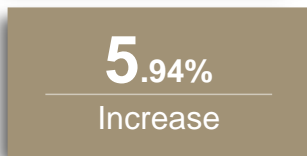
### 2021 vs 2020

In the year of 2020, the average sale price was \$365K. When the year of 2021 is compared to the year of 2020, the average sale price has increased by 5.15%.



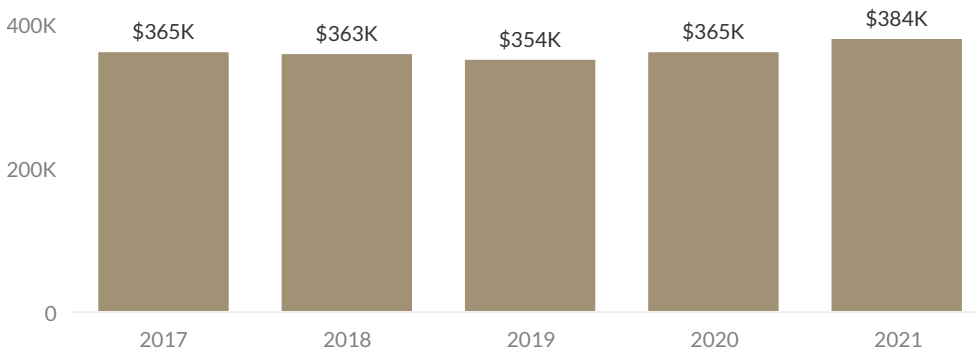
### 2021 vs 2019

In the year of 2019, the average sale price was \$354K. When the year of 2021 is compared to the year of 2019, the average sale price has increased by 8.42%.



### 2021 vs 2018

In the year of 2018, the average sale price was \$363K. When the year of 2021 is compared to the year of 2018, the average sale price has increased by 5.94%.

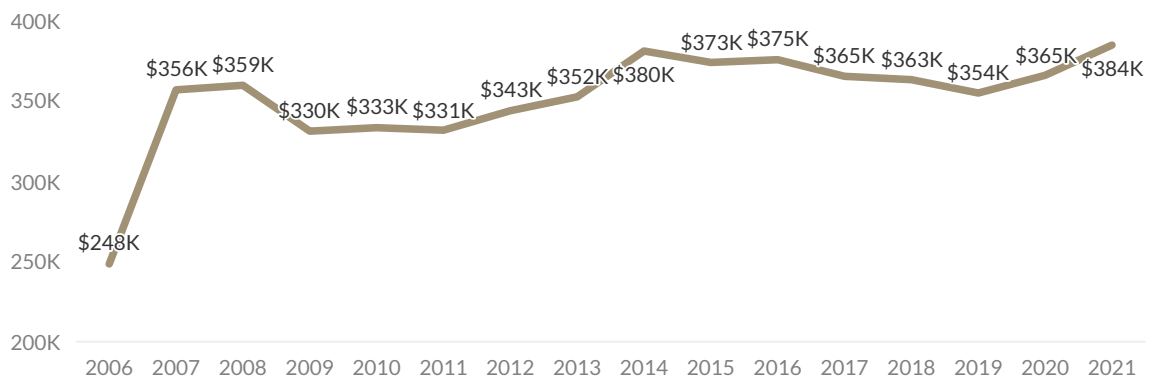


### Overview

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 \$384K 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 4 years as of 2021.



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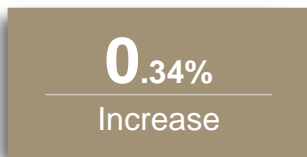
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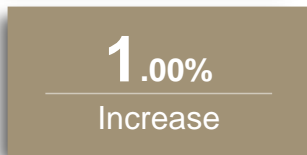
## Average List to Sell Ratio

In the year of 2021, the average asking to selling ratio was 0.982. In the year of 2020, the average asking to selling ratio was 0.978. When the year of 2021 is compared to the year of 2020, the average asking to selling ratio has increased by 0.34%.



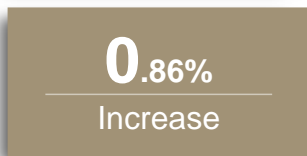
### 2021 vs 2020

In the year of 2020, the average asking to selling ratio was 0.978. When the year of 2021 is compared to the year of 2020, the average asking to selling ratio has increased by 0.34%.



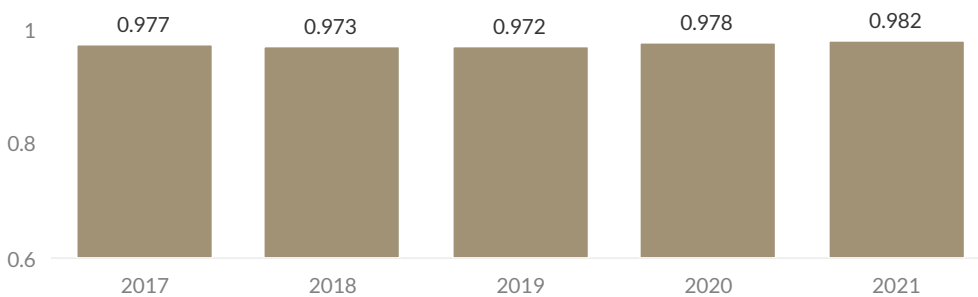
### 2021 vs 2019

In the year of 2019, the average asking to selling ratio was 0.972. When the year of 2021 is compared to the year of 2019, the average asking to selling ratio has increased by 1.00%.



### 2021 vs 2018

In the year of 2018, the average asking to selling ratio was 0.973. When the year of 2021 is compared to the year of 2018, the average asking to selling ratio has increased by 0.86%.

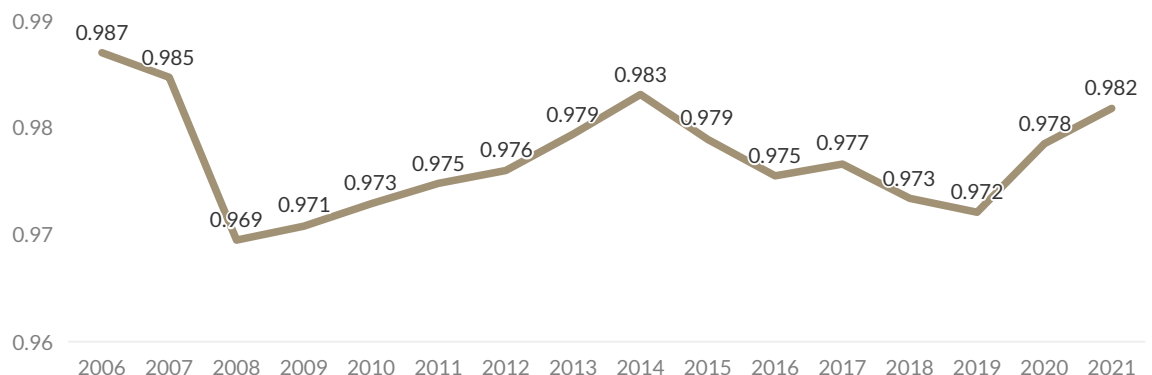


## Overview

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 0.982 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 4 years as of 2021.



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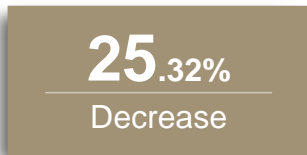
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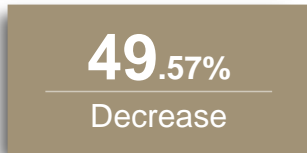
## Average Days on Market

In the year of 2021, the average days on market was 59. In the year of 2020, the average days on market was 79. When the year of 2021 is compared to the year of 2020, the average days on market has decreased by 25.32%.



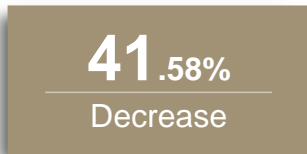
### 2021 vs 2020

In the year of 2020, the average days on market was 79. When the year of 2021 is compared to the year of 2020, the average days on market has decreased by 25.32%.



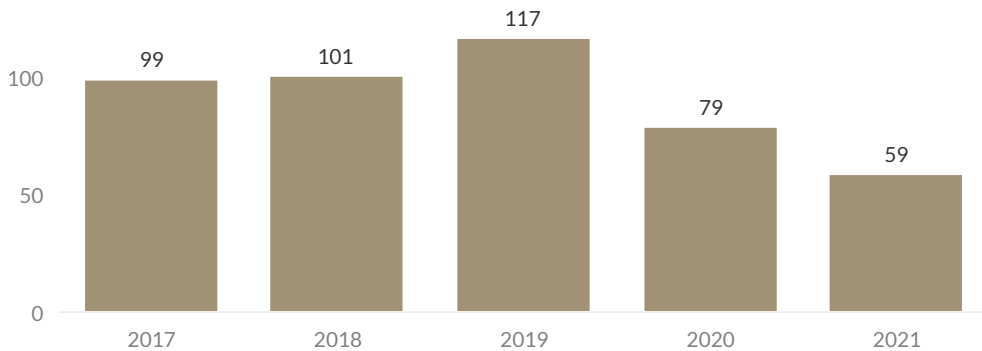
### 2021 vs 2019

In the year of 2019, the average days on market was 117. When the year of 2021 is compared to the year of 2019, the average days on market has decreased by 49.57%.



### 2021 vs 2018

In the year of 2018, the average days on market was 101. When the year of 2021 is compared to the year of 2018, the average days on market has decreased by 41.58%.

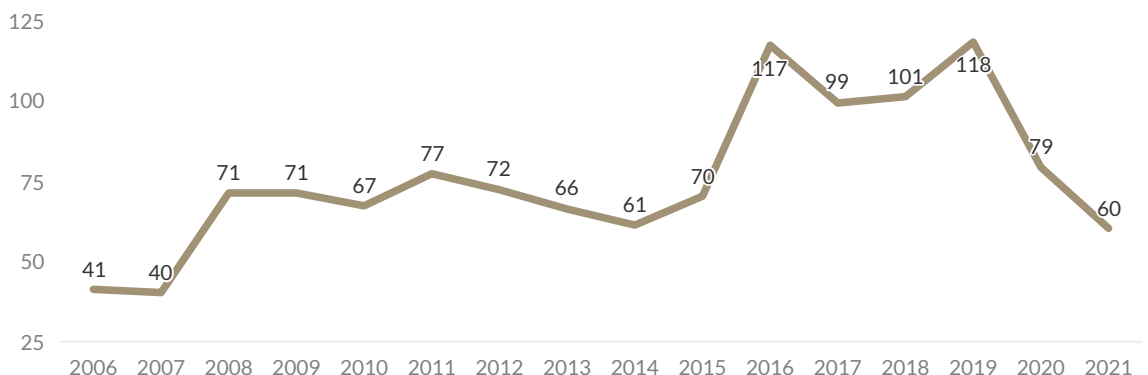


## Overview

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 59 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 4 years as of 2021.



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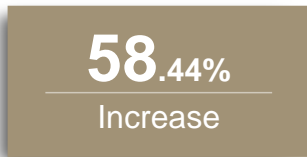
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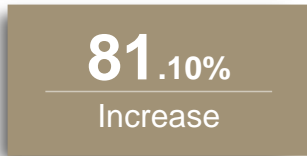
## Total Sales Volume

In the year of 2021, the total volume of sales was \$296M. In the year of 2020, the total volume of sales was \$187M. When the year of 2021 is compared to the year of 2020, the total volume of sales has increased by 58.44%.



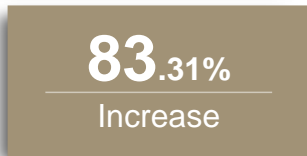
### 2021 vs 2020

In the year of 2020, the total volume of sales was \$187M. When the year of 2021 is compared to the year of 2020, the total volume of sales has increased by 58.44%.



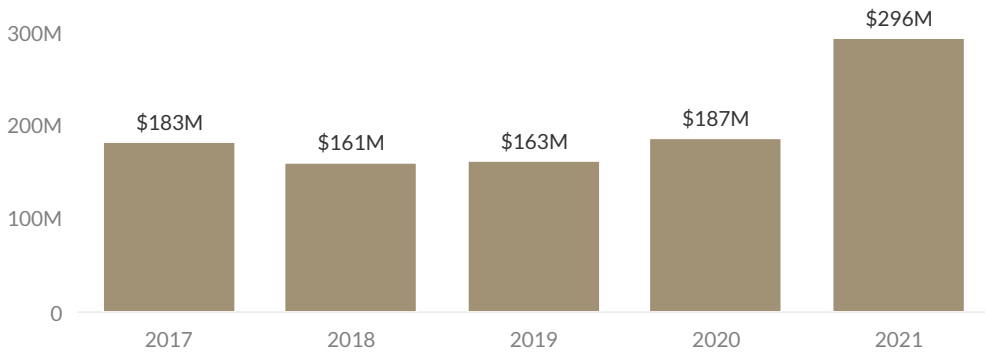
### 2021 vs 2019

In the year of 2019, the total volume of sales was \$163M. When the year of 2021 is compared to the year of 2019, the total volume of sales has increased by 81.10%.



### 2021 vs 2018

In the year of 2018, the total volume of sales was \$161M. When the year of 2021 is compared to the year of 2018, the total volume of sales has increased by 83.31%.

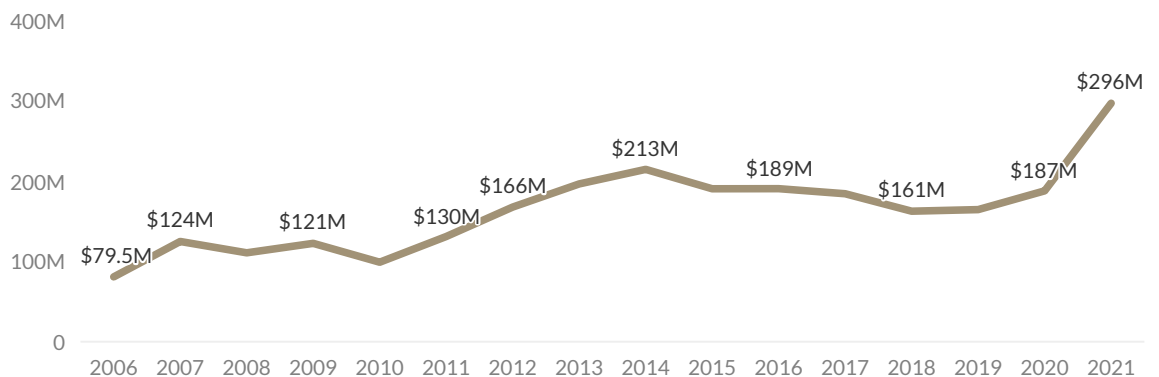


## Overview

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 \$296M 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 4 years as of 2021.



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