

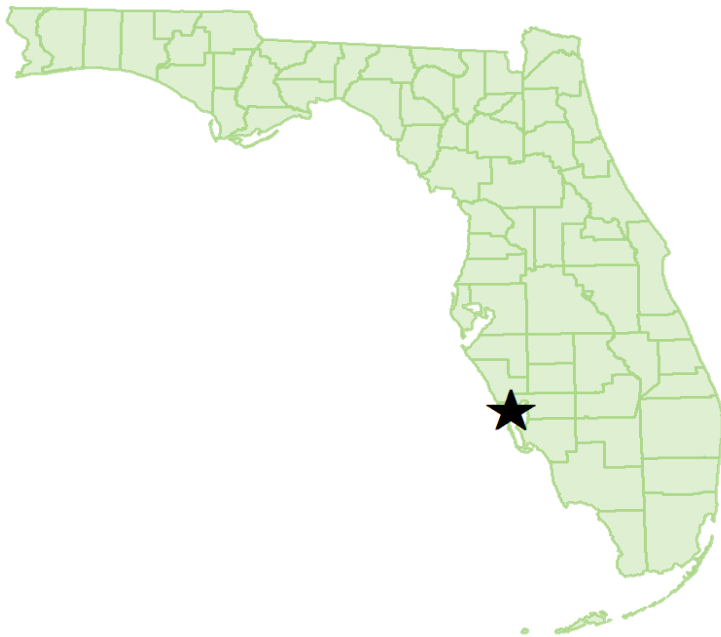
Monthly Market Detail - January 2022

Single-Family Homes

Englewood Area Board of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



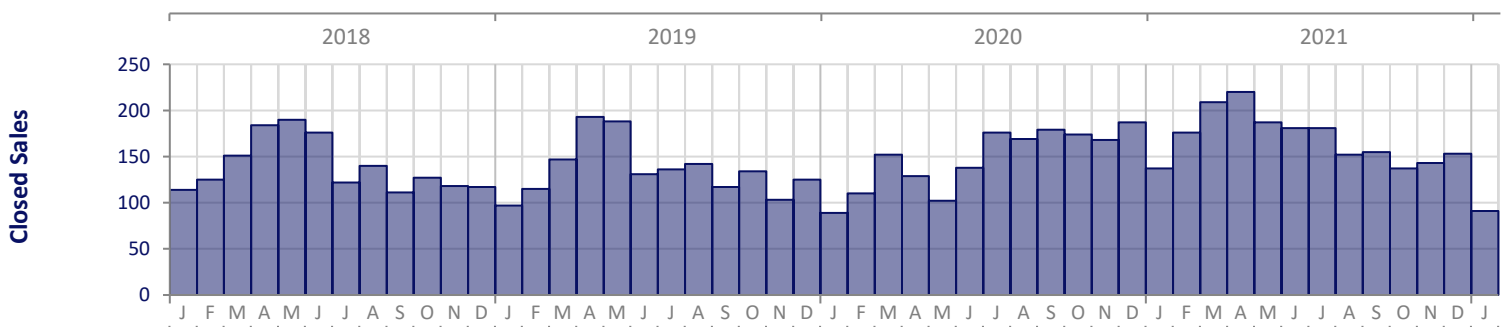
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	91	137	-33.6%
Paid in Cash	47	61	-23.0%
Median Sale Price	\$410,000	\$327,500	25.2%
Average Sale Price	\$624,524	\$521,131	19.8%
Dollar Volume	\$56.8 Million	\$71.4 Million	-20.4%
Median Percent of Original List Price Received	100.0%	97.6%	2.5%
Median Time to Contract	13 Days	18 Days	-27.8%
Median Time to Sale	58 Days	61 Days	-4.9%
New Pending Sales	163	234	-30.3%
New Listings	171	166	3.0%
Pending Inventory	233	303	-23.1%
Inventory (Active Listings)	133	216	-38.4%
Months Supply of Inventory	0.8	1.4	-42.9%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	91	-33.6%
January 2022	91	-33.6%
December 2021	153	-18.2%
November 2021	143	-14.9%
October 2021	137	-21.3%
September 2021	155	-13.4%
August 2021	152	-10.1%
July 2021	181	2.8%
June 2021	181	31.2%
May 2021	187	83.3%
April 2021	220	70.5%
March 2021	209	37.5%
February 2021	176	60.0%
January 2021	137	53.9%



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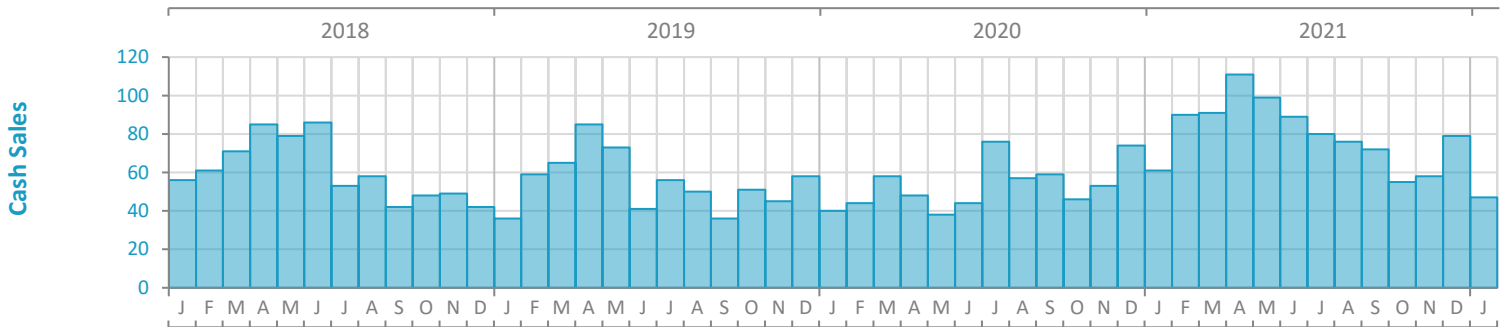
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Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	47	-23.0%
January 2022	47	-23.0%
December 2021	79	6.8%
November 2021	58	9.4%
October 2021	55	19.6%
September 2021	72	22.0%
August 2021	76	33.3%
July 2021	80	5.3%
June 2021	89	102.3%
May 2021	99	160.5%
April 2021	111	131.3%
March 2021	91	56.9%
February 2021	90	104.5%
January 2021	61	52.5%

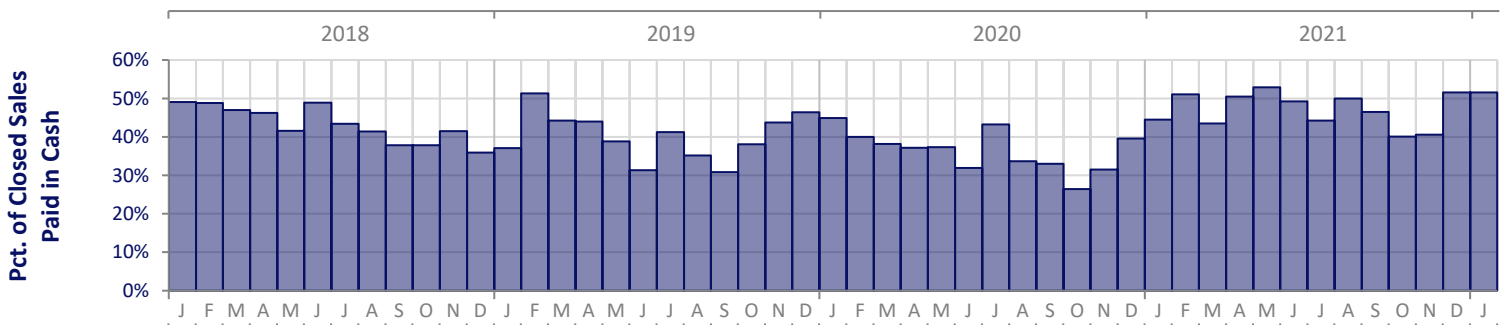


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	51.6%	16.0%
January 2022	51.6%	16.0%
December 2021	51.6%	30.3%
November 2021	40.6%	28.9%
October 2021	40.1%	51.9%
September 2021	46.5%	40.9%
August 2021	50.0%	48.4%
July 2021	44.2%	2.3%
June 2021	49.2%	54.2%
May 2021	52.9%	41.8%
April 2021	50.5%	35.8%
March 2021	43.5%	13.9%
February 2021	51.1%	27.8%
January 2021	44.5%	-0.9%



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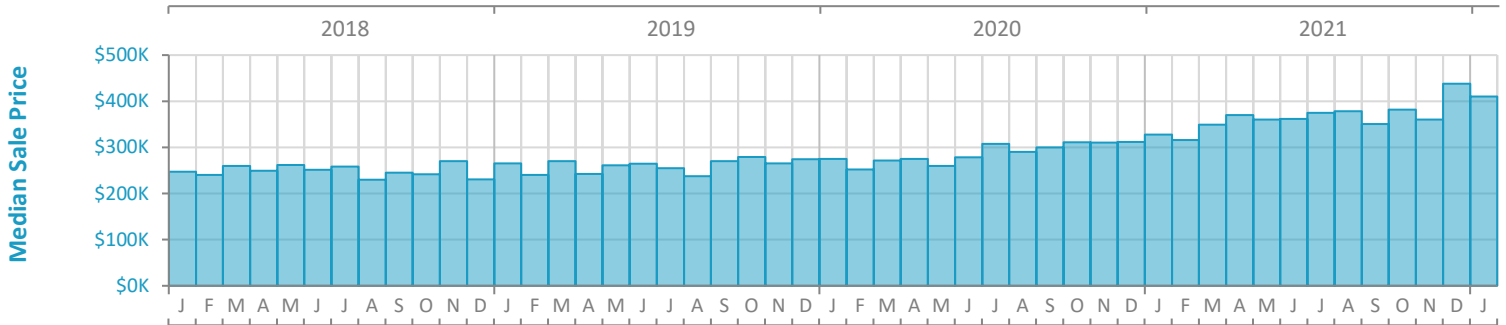
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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$410,000	25.2%
January 2022	\$410,000	25.2%
December 2021	\$437,900	40.4%
November 2021	\$360,000	15.9%
October 2021	\$382,000	22.7%
September 2021	\$350,900	17.0%
August 2021	\$378,500	30.5%
July 2021	\$375,000	22.0%
June 2021	\$361,500	29.8%
May 2021	\$360,000	38.5%
April 2021	\$370,000	34.5%
March 2021	\$349,000	28.5%
February 2021	\$316,250	25.5%
January 2021	\$327,500	19.1%

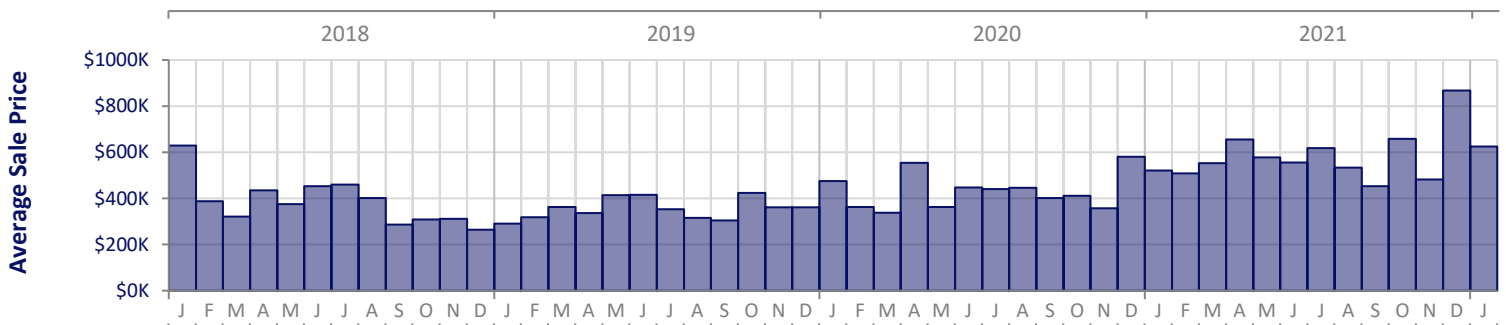


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$624,524	19.8%
January 2022	\$624,524	19.8%
December 2021	\$868,052	49.4%
November 2021	\$482,435	35.1%
October 2021	\$658,105	59.9%
September 2021	\$452,942	12.6%
August 2021	\$533,409	19.7%
July 2021	\$617,407	40.1%
June 2021	\$555,370	24.2%
May 2021	\$577,098	58.9%
April 2021	\$655,966	18.4%
March 2021	\$552,814	63.8%
February 2021	\$508,791	40.3%
January 2021	\$521,131	9.6%



Monthly Market Detail - January 2022

Single-Family Homes

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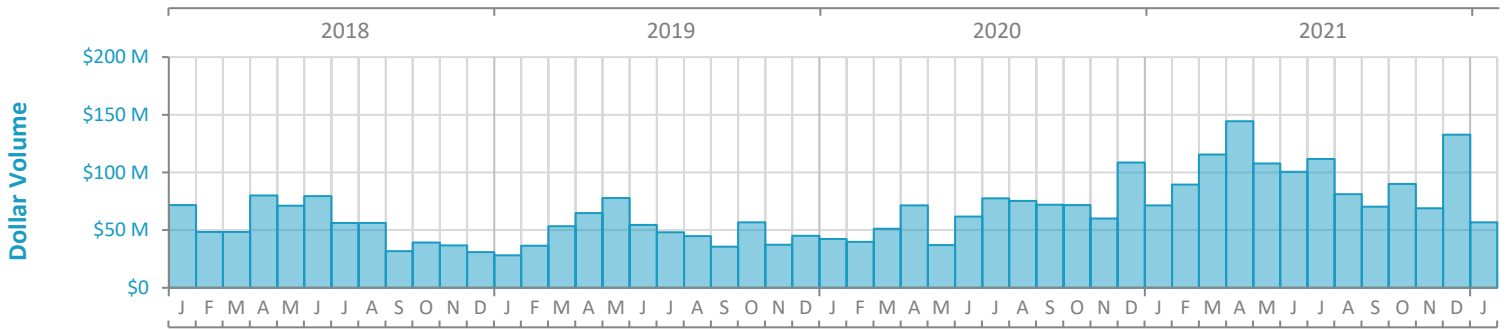
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Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$56.8 Million	-20.4%
January 2022	\$56.8 Million	-20.4%
December 2021	\$132.8 Million	22.2%
November 2021	\$69.0 Million	15.0%
October 2021	\$90.2 Million	25.9%
September 2021	\$70.2 Million	-2.5%
August 2021	\$81.1 Million	7.7%
July 2021	\$111.8 Million	44.1%
June 2021	\$100.5 Million	62.9%
May 2021	\$107.9 Million	191.4%
April 2021	\$144.3 Million	101.9%
March 2021	\$115.5 Million	125.3%
February 2021	\$89.5 Million	124.5%
January 2021	\$71.4 Million	68.7%

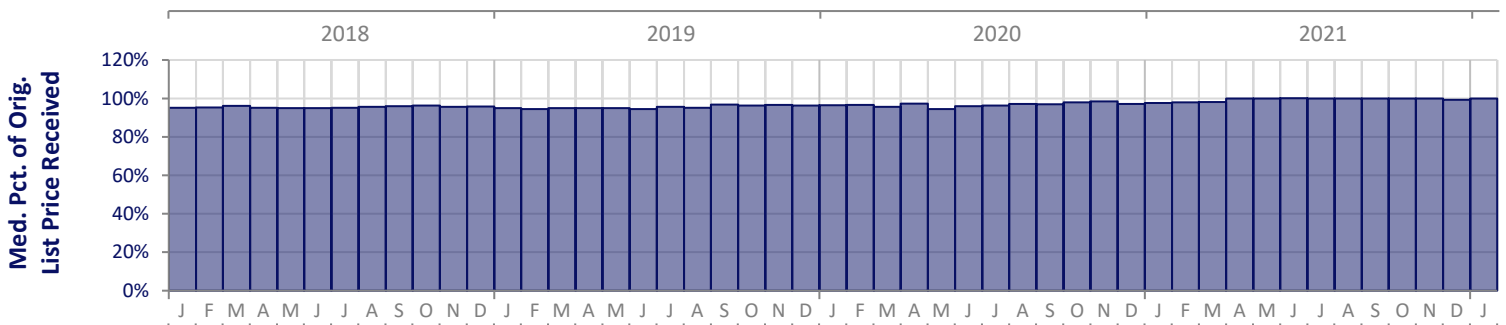


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	2.5%
January 2022	100.0%	2.5%
December 2021	99.3%	2.2%
November 2021	100.0%	1.5%
October 2021	100.0%	2.0%
September 2021	100.0%	3.2%
August 2021	100.0%	3.0%
July 2021	100.0%	3.8%
June 2021	100.2%	4.4%
May 2021	100.0%	5.8%
April 2021	100.0%	2.8%
March 2021	98.2%	2.6%
February 2021	97.9%	1.3%
January 2021	97.6%	1.1%



Monthly Market Detail - January 2022

Single-Family Homes

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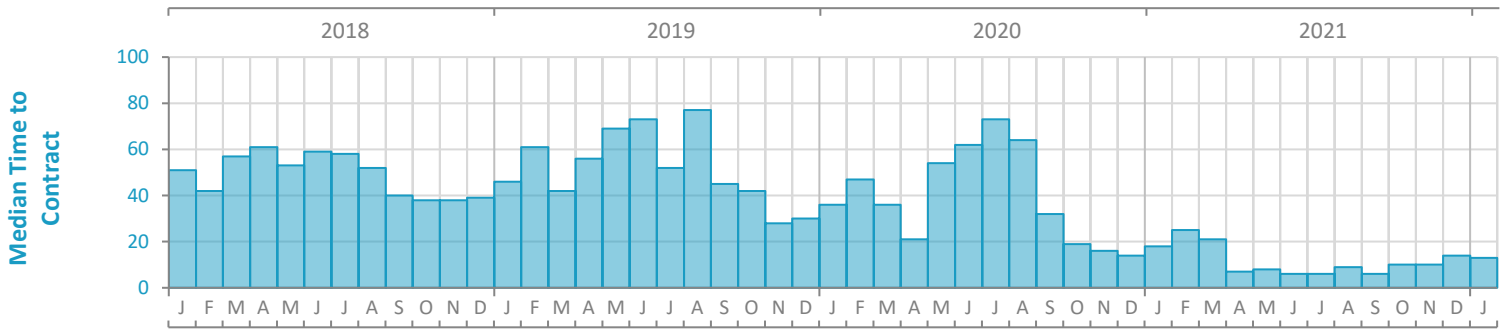
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Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	13 Days	-27.8%
January 2022	13 Days	-27.8%
December 2021	14 Days	0.0%
November 2021	10 Days	-37.5%
October 2021	10 Days	-47.4%
September 2021	6 Days	-81.3%
August 2021	9 Days	-85.9%
July 2021	6 Days	-91.8%
June 2021	6 Days	-90.3%
May 2021	8 Days	-85.2%
April 2021	7 Days	-66.7%
March 2021	21 Days	-41.7%
February 2021	25 Days	-46.8%
January 2021	18 Days	-50.0%

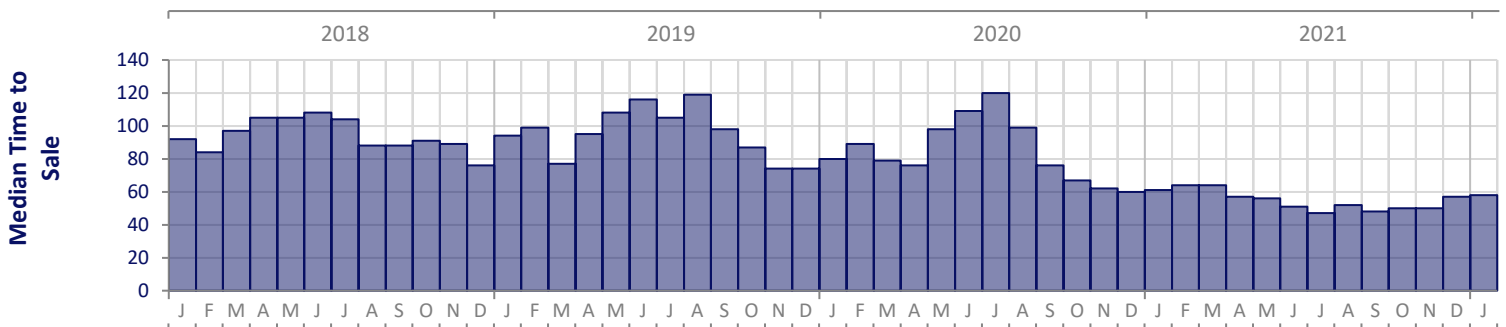


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	58 Days	-4.9%
January 2022	58 Days	-4.9%
December 2021	57 Days	-5.0%
November 2021	50 Days	-19.4%
October 2021	50 Days	-25.4%
September 2021	48 Days	-36.8%
August 2021	52 Days	-47.5%
July 2021	47 Days	-60.8%
June 2021	51 Days	-53.2%
May 2021	56 Days	-42.9%
April 2021	57 Days	-25.0%
March 2021	64 Days	-19.0%
February 2021	64 Days	-28.1%
January 2021	61 Days	-23.8%



Monthly Market Detail - January 2022

Single-Family Homes

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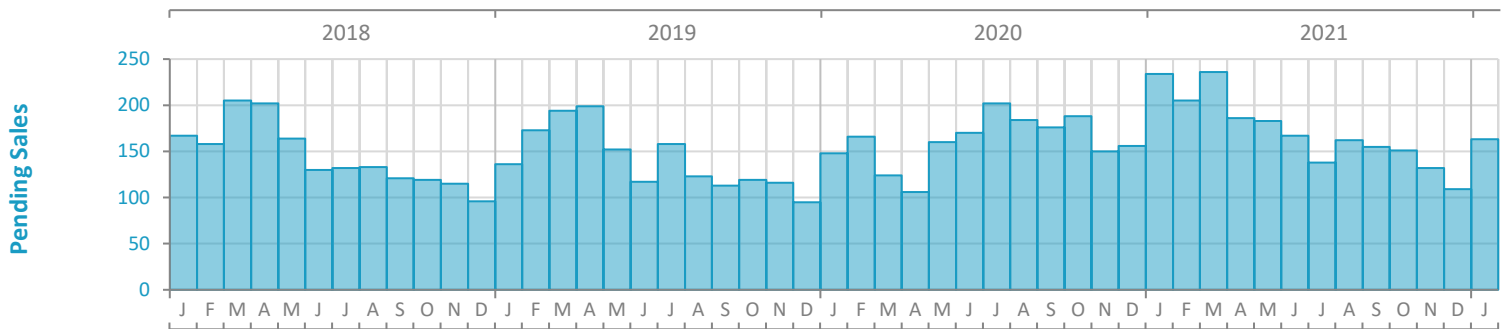
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New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	163	-30.3%
January 2022	163	-30.3%
December 2021	109	-30.1%
November 2021	132	-12.0%
October 2021	151	-19.7%
September 2021	155	-11.9%
August 2021	162	-12.0%
July 2021	138	-31.7%
June 2021	167	-1.8%
May 2021	183	14.4%
April 2021	186	75.5%
March 2021	236	90.3%
February 2021	205	23.5%
January 2021	234	58.1%

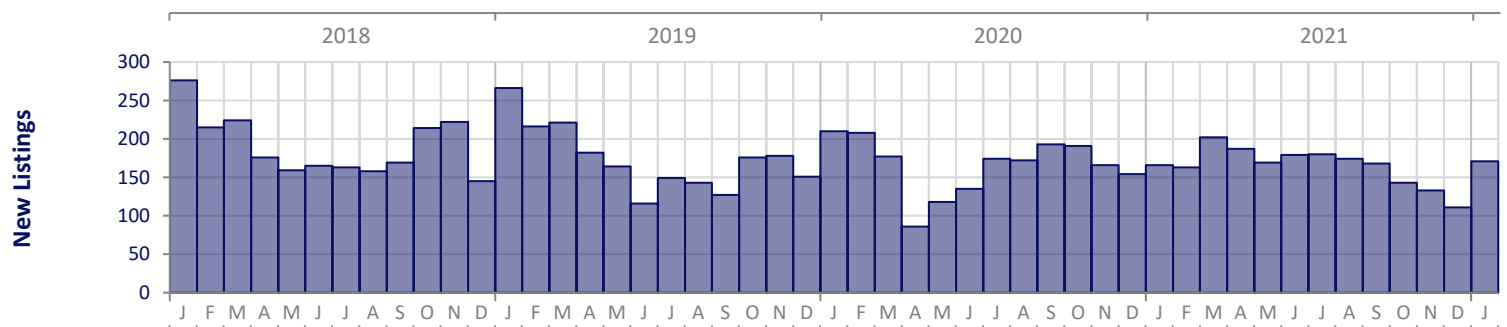


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	171	3.0%
January 2022	171	3.0%
December 2021	111	-27.9%
November 2021	133	-19.9%
October 2021	143	-25.1%
September 2021	168	-13.0%
August 2021	174	1.2%
July 2021	180	3.4%
June 2021	179	32.6%
May 2021	169	43.2%
April 2021	187	117.4%
March 2021	202	14.1%
February 2021	163	-21.6%
January 2021	166	-21.0%



Monthly Market Detail - January 2022

Single-Family Homes

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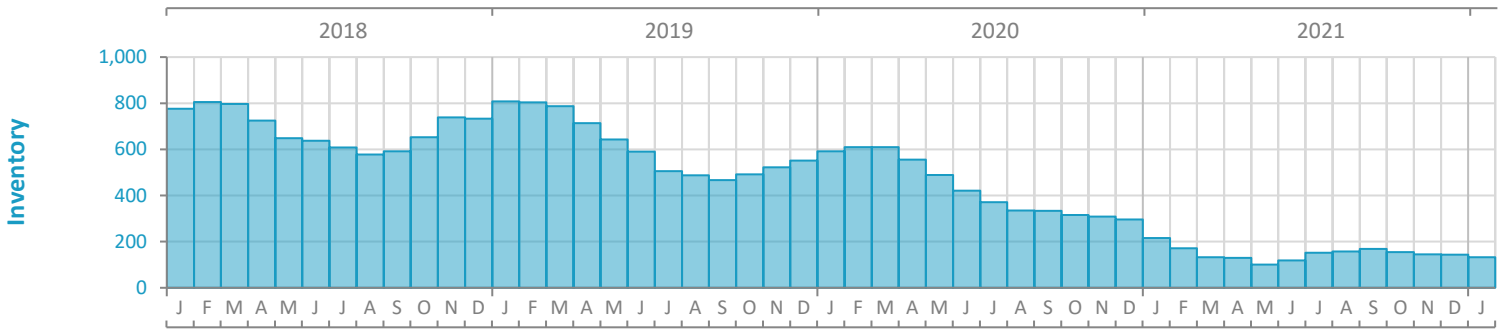
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Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	133	-38.4%
January 2022	133	-38.4%
December 2021	143	-51.7%
November 2021	145	-53.1%
October 2021	155	-50.8%
September 2021	169	-49.4%
August 2021	157	-53.1%
July 2021	152	-59.0%
June 2021	118	-72.0%
May 2021	101	-79.3%
April 2021	130	-76.6%
March 2021	133	-78.2%
February 2021	171	-72.0%
January 2021	216	-63.5%

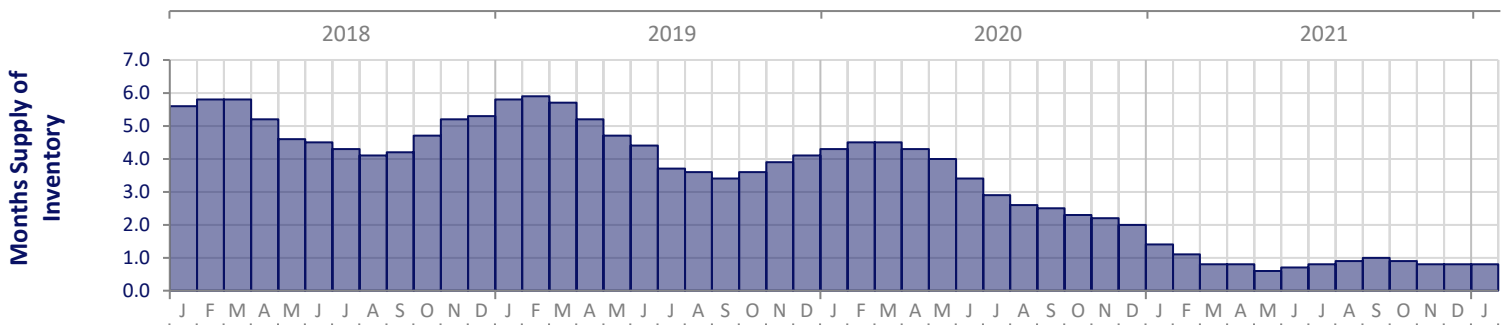


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	0.8	-42.9%
January 2022	0.8	-42.9%
December 2021	0.8	-60.0%
November 2021	0.8	-63.6%
October 2021	0.9	-60.9%
September 2021	1.0	-60.0%
August 2021	0.9	-65.4%
July 2021	0.8	-72.4%
June 2021	0.7	-79.4%
May 2021	0.6	-85.0%
April 2021	0.8	-81.4%
March 2021	0.8	-82.2%
February 2021	1.1	-75.6%
January 2021	1.4	-67.4%



Monthly Market Detail - January 2022

Single-Family Homes

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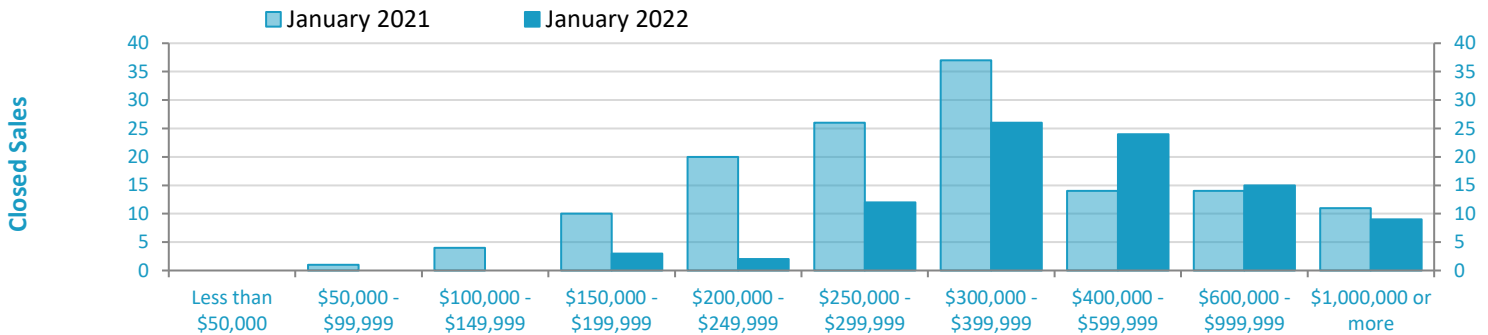
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	3	-70.0%
\$200,000 - \$249,999	2	-90.0%
\$250,000 - \$299,999	12	-53.8%
\$300,000 - \$399,999	26	-29.7%
\$400,000 - \$599,999	24	71.4%
\$600,000 - \$999,999	15	7.1%
\$1,000,000 or more	9	-18.2%

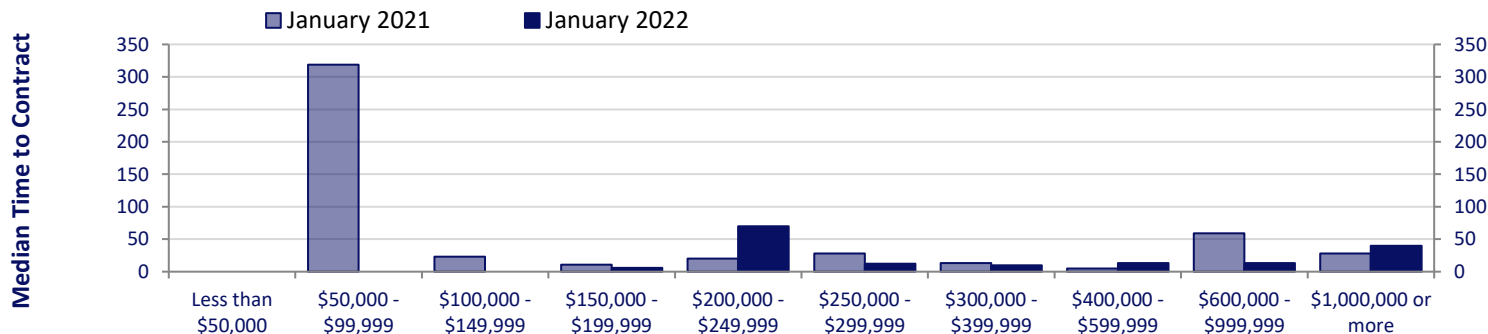


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	6 Days	-45.5%
\$200,000 - \$249,999	70 Days	250.0%
\$250,000 - \$299,999	12 Days	-57.1%
\$300,000 - \$399,999	10 Days	-23.1%
\$400,000 - \$599,999	13 Days	160.0%
\$600,000 - \$999,999	13 Days	-78.0%
\$1,000,000 or more	40 Days	42.9%



Monthly Market Detail - January 2022

Single-Family Homes

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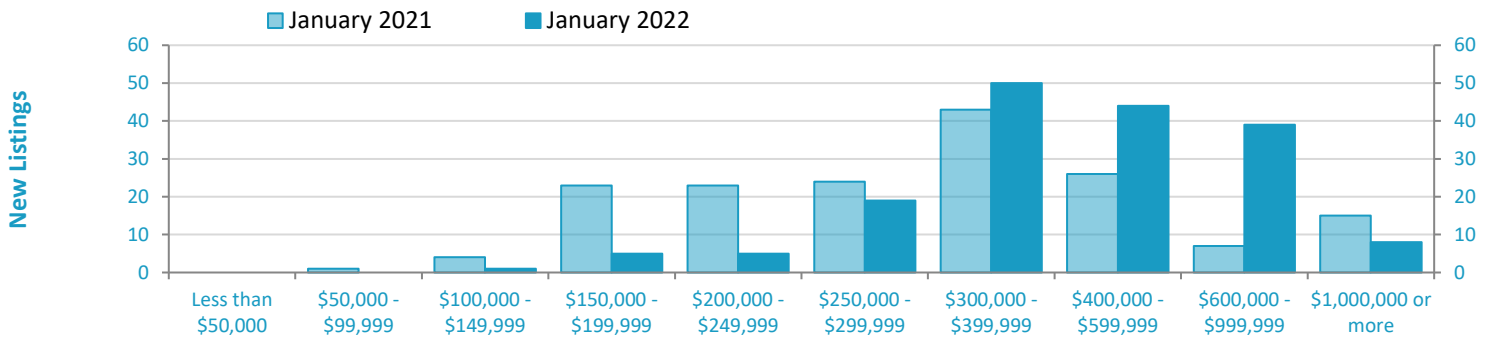
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New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	-75.0%
\$150,000 - \$199,999	5	-78.3%
\$200,000 - \$249,999	5	-78.3%
\$250,000 - \$299,999	19	-20.8%
\$300,000 - \$399,999	50	16.3%
\$400,000 - \$599,999	44	69.2%
\$600,000 - \$999,999	39	457.1%
\$1,000,000 or more	8	-46.7%

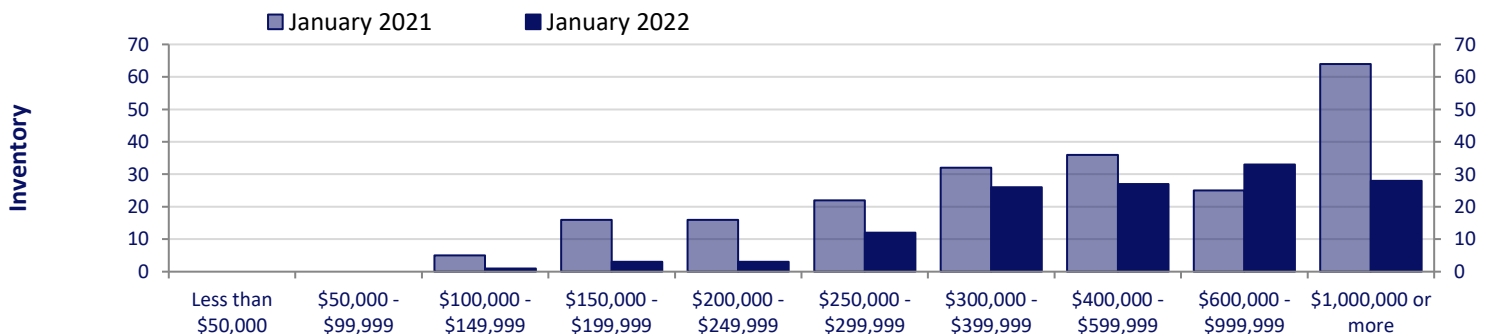


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-80.0%
\$150,000 - \$199,999	3	-81.3%
\$200,000 - \$249,999	3	-81.3%
\$250,000 - \$299,999	12	-45.5%
\$300,000 - \$399,999	26	-18.8%
\$400,000 - \$599,999	27	-25.0%
\$600,000 - \$999,999	33	32.0%
\$1,000,000 or more	28	-56.3%



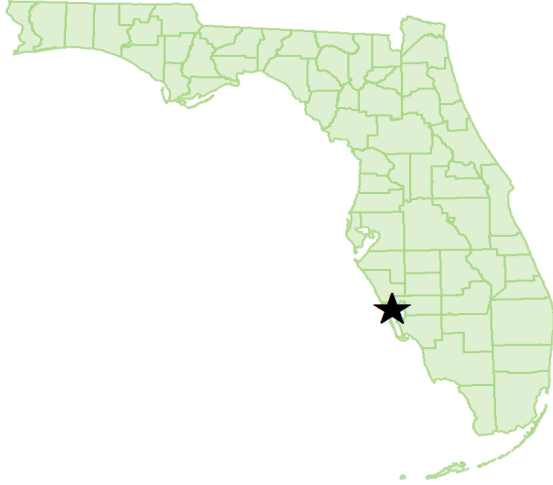
Monthly Distressed Market - January 2022

Single-Family Homes

Englewood Area Board of REALTORS®



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		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	91	137	-33.6%
	Median Sale Price	\$410,000	\$327,500	25.2%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

