

Monthly Resale Report

PREPARED BY
Community Services Department

MUTUAL
Third

December 2019

| Month | NUMBER OF REALES | | | | TOTAL SALES VOLUME IN \$\$ | | | | AVG RESALE PRICE | | | |
|--------------|------------------|--------|------|------|----------------------------|---------------|---------------|---------------|------------------|-----------|-----------|-----------|
| | 2019 | 2018 | 2017 | 2016 | 2019 | 2018 | 2017 | 2016 | 2019 | 2018 | 2017 | 2016 |
| January | 32 | 25 | 38 | 30 | \$12,482,100 | \$8,807,150 | \$14,513,062 | \$10,663,350 | \$390,066 | \$352,286 | \$381,923 | \$355,445 |
| February | 25 | 29 | 28 | 31 | \$10,208,000 | \$12,600,892 | \$9,887,500 | \$11,354,000 | \$408,320 | \$434,514 | \$353,125 | \$366,258 |
| March | 42 | 38 | 42 | 44 | \$16,639,712 | \$16,909,199 | \$15,185,800 | \$14,408,861 | \$396,184 | \$444,979 | \$361,567 | \$327,474 |
| April | 25 | 46 | 45 | 49 | \$10,435,500 | \$18,869,626 | \$18,847,150 | \$18,170,528 | \$417,420 | \$410,209 | \$418,826 | \$370,827 |
| May | 37 | 38 | 44 | 44 | \$16,273,033 | \$15,452,990 | \$18,157,951 | \$13,703,900 | \$439,812 | \$406,658 | \$412,681 | \$311,452 |
| June | 25 | 37 | 49 | 42 | \$10,290,000 | \$16,981,138 | \$21,011,450 | \$12,838,300 | \$411,600 | \$458,950 | \$428,805 | \$305,674 |
| July | 40 | 24 | 36 | 46 | \$17,327,373 | \$9,892,800 | \$13,526,020 | \$16,112,500 | \$433,184 | \$412,200 | \$375,723 | \$350,272 |
| August | 38 | 40 | 47 | 56 | \$15,994,900 | \$17,327,000 | \$17,967,189 | \$21,085,200 | \$420,918 | \$433,175 | \$382,281 | \$376,521 |
| September | 33 | 24 | 46 | 41 | \$12,643,180 | \$12,552,692 | \$16,020,038 | \$12,651,500 | \$383,127 | \$523,029 | \$356,001 | \$308,573 |
| October | 41 | 34 | 46 | 40 | \$16,142,900 | \$14,146,300 | \$18,804,700 | \$13,386,500 | \$393,729 | \$416,068 | \$408,798 | \$334,663 |
| November | 30 | 28 | 49 | 43 | \$13,520,950 | \$10,675,000 | \$19,847,200 | \$16,453,200 | \$450,698 | \$381,250 | \$405,045 | \$382,633 |
| December | 39 | 28 | 38 | 36 | \$18,319,800 | \$13,693,599 | \$18,509,275 | \$12,528,800 | \$469,738 | \$489,057 | \$487,086 | \$348,022 |
| TOTAL | 407 | 391 | 508 | 502 | \$170,277,448 | \$167,908,386 | \$202,277,335 | \$173,356,639 | | | | |
| MON AVG | 33.9 | 32.6 | 42.3 | 41.8 | \$14,189,787 | \$13,992,366 | \$16,856,445 | \$14,446,387 | \$417,900 | \$430,198 | \$397,655 | \$344,818 |
| % CHANGE-YTD | 4.1% | -23.0% | 1.2% | 1.4% | 1.4% | -17.0% | 16.7% | 8.8% | -2.9% | 8.2% | 15.3% | 7.2% |

% Change calculated (This Year - Last Year)/Last Year

Percent calculation only includes YTD figures in black.