

REAL ESTATE SALES

The second quarter of 2023 showed a **15% decrease in overall residential sales** compared to 2022.

| Price Range | Q2 2016 | Q2 2017 | Q2 2018 | Q2 2019 | Q2 2020 | Q2 2021 | Q2 2022 | Q2 2023 |
|------------------------------|--------------|--------------|--------------|--------------|------------|--------------|------------|------------|
| <199k | 498 | 499 | 386 | 280 | 167 | 114 | 64 | 68 |
| 200-299k | 311 | 454 | 492 | 458 | 409 | 292 | 153 | 113 |
| 300-399k | 120 | 138 | 195 | 223 | 211 | 349 | 290 | 235 |
| 400-499k | 62 | 58 | 85 | 85 | 93 | 189 | 230 | 181 |
| 500-750k | 35 | 52 | 65 | 52 | 66 | 124 | 178 | 165 |
| 750k+ | 7 | 8 | 12 | 13 | 8 | 40 | 75 | 69 |
| Total Sold Second Qtr | 1,033 | 1,209 | 1,235 | 1,111 | 954 | 1,108 | 990 | 831 |

REAL ESTATE DOLLAR VOLUME, PRICE, AND DAYS ON MARKET

Second quarter 2023 reported a **15% decrease in volume** in overall residential sales compared to 2022.

The **Median Price was up 1.3%** and the **Median Days on Market were up 26%**.

| | Q2 2016 | Q2 2017 | Q2 2018 | Q2 2019 | Q2 2020 | Q2 2021 | Q2 2022 | Q2 2023 |
|--------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total Res. Volume | \$244,977,281 | \$297,000,567 | \$331,931,554 | \$312,583,249 | \$284,622,975 | \$420,972,884 | \$428,761,243 | \$365,833,217 |
| Median Price | \$202,000 | \$216,000 | \$237,000 | \$254,000 | \$275,000 | \$331,750 | \$395,000 | \$400,000 |
| Med. Day on Market | 70 | 60 | 55 | 53 | 53 | 44 | 43 | 54 |

LOANS

Interest rates for a conventional loan range from **6.24%** for a 15-year loan and **6.81%** for a 30-year loan according to Freddie Mac's national average.

ACTIVE LISTINGS

At the end of Q2, there was a total of **434 ACTIVE LISTINGS**, which is **down 13%** compared to Q2 2022 and **up 48%** when compared to Q2 2021.

BUILDING PERMITS

Building permits were **down 49% Year-to-Date** over 2022

