



Glen McPherson PREC

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GLEN MCPHERSON
PERSONAL REAL ESTATE CORPORATION

Quick Review

In July, 2020, we have seen 110 properties listed which has resulted in an 8.91% increase from July, 2019 in which 101 properties were listed; we have seen a year to date value of 678 in 2020 and 728 in 2019 resulting in a 6.87% decrease.

In July, 2020, we have seen a total value of 68 sold properties which has resulted in a 4.62% increase from July, 2019 in which 65 listings were sold; we have seen a year to date value of 398 in 2020 and 493 in 2019 resulting in a 19.27% decrease.

The average sales price in July, 2020 is \$523K, a 19.01% increase from July, 2019. The average sales price of July, 2019 was \$439K. We have seen a year to date average sales price of \$454K in 2020 and \$419K in 2019 resulting in an 8.50% increase.

The average ask to sell ratio in July, 2020 was 0.982, a 0.47% decrease from July, 2019 with an ask to sell ratio of 0.986. We have seen a year to date average ask to sell ratio of 0.982 in 2020 and 0.988 in 2019 resulting in a 0.58% decrease.

Key Figures

	Jul, 2020	Jul, 2019	Percent Change
<i>New Listings</i>	110	101	+8.91%
<i>Average Asking Price</i>	\$534K	\$510K	+4.67%
<i>Sold Properties</i>	68	65	+4.62%
<i>Average Sale Price</i>	\$523K	\$439K	+19.01%
<i>Days on Market Until Sale</i>	47.00	31.00	+51.61%
<i>Average Ask to Sell Ratio</i>	0.982	0.986	-0.47%

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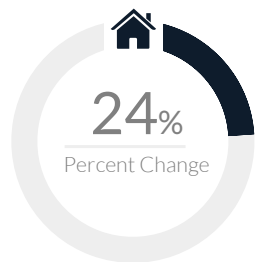
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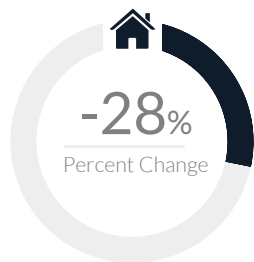
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New Listings

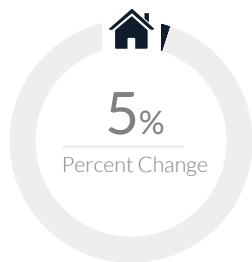
Overview of the number of listings which have been added to the market as of July, 2020



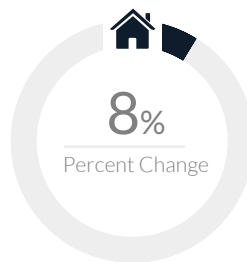
134
Jul, 2017



96
Jul, 2018



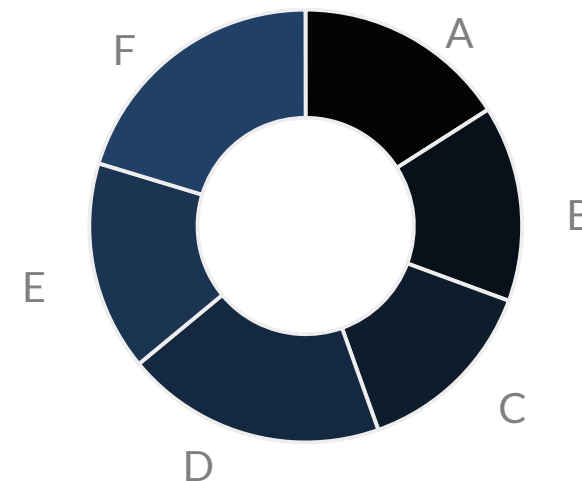
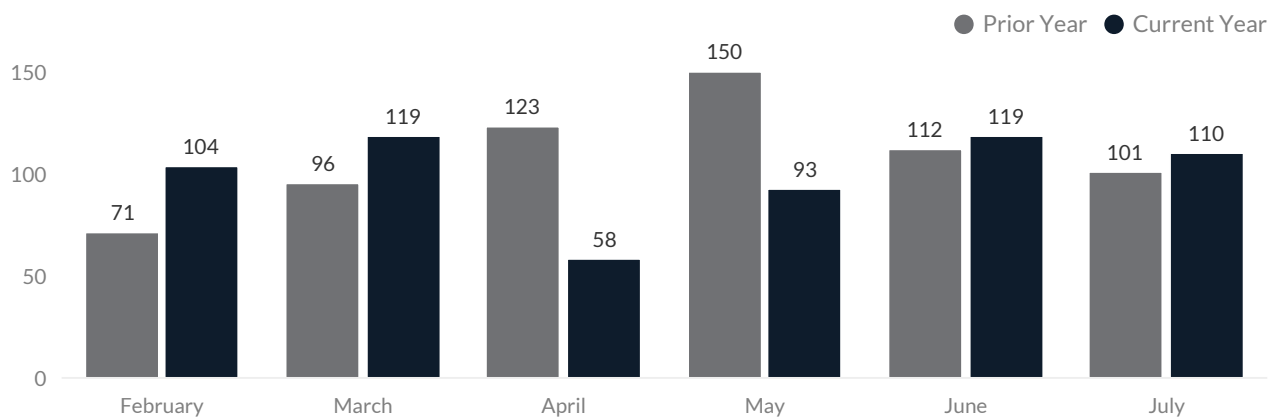
101
Jul, 2019



110
Jul, 2020

Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



A JUL, 2020

There were 110 new listings, an 8.91% increase from July, 2019

B JUL, 2019

There were 101 new listings, a 5.21% increase from July, 2018

C JUL, 2018

There were 96 new listings, a 28.36% decrease from July, 2017

D JUL, 2017

There were 134 new listings, a 24.07% increase from July, 2016

E JUL, 2016

There were 108 new listings, a 22.86% decrease from July, 2015

F JUL, 2015

There were 140 new listings, a 6.06% increase from July, 2014



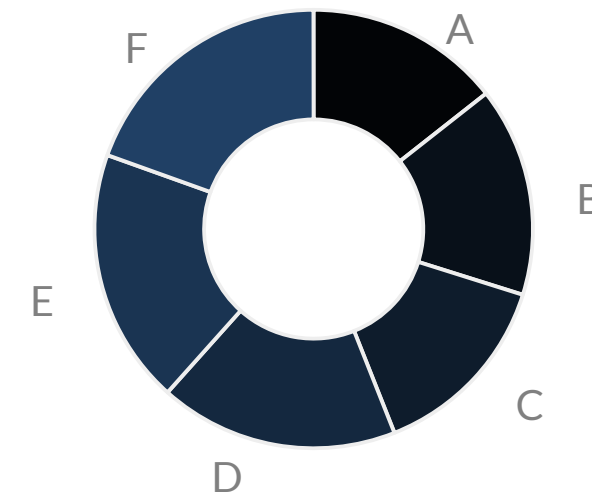
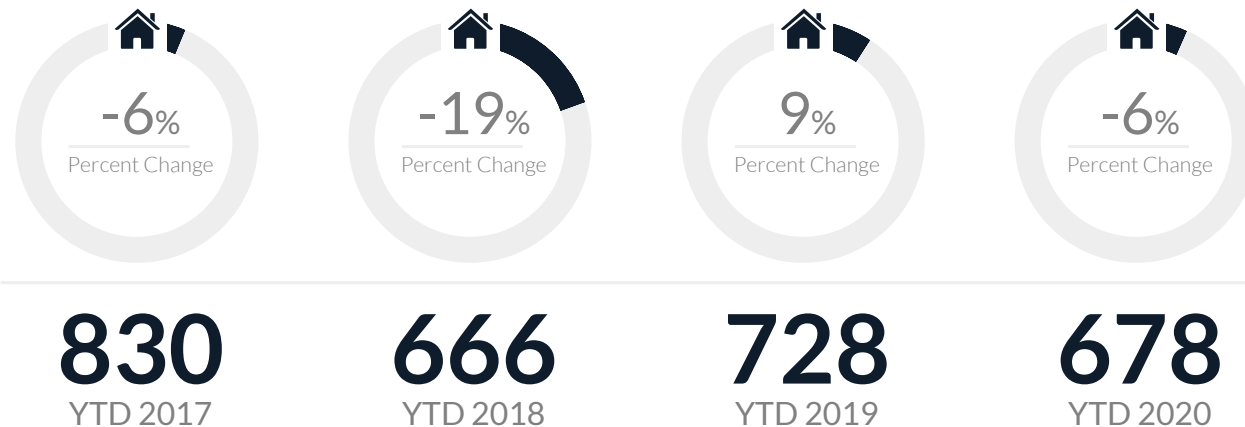
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New Listings

Overview of the number of listings which have been added to the market as of July, 2020



A YTD 2020

There were 678 new listings, a 6.87% decrease from July, 2019

B YTD 2019

There were 728 new listings, a 9.31% increase from July, 2018

C YTD 2018

There were 666 new listings, a 19.76% decrease from July, 2017

D YTD 2017

There were 830 new listings, a 6.53% decrease from July, 2016

E YTD 2016

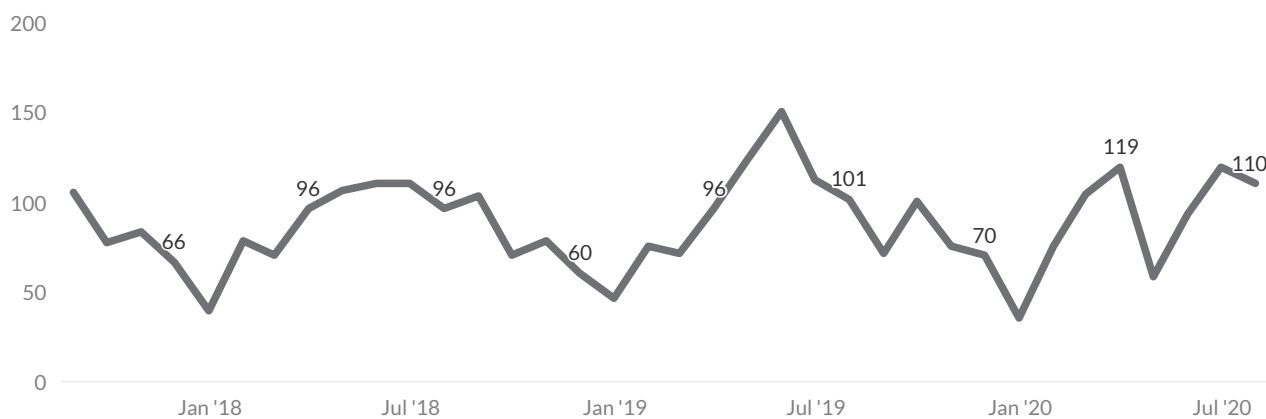
There were 888 new listings, a 3.37% decrease from July, 2015

F YTD 2015

There were 919 new listings, a 6.61% decrease from July, 2014

Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



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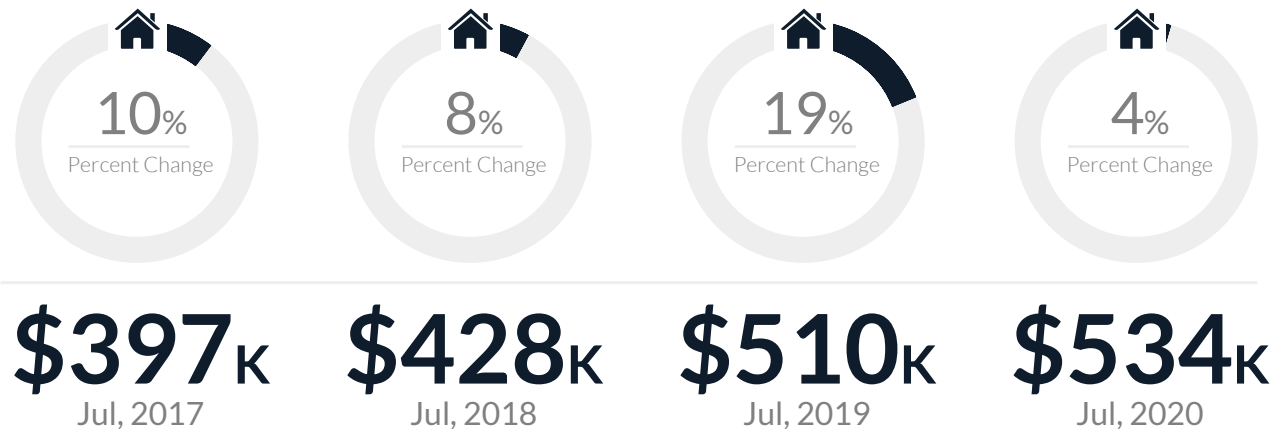
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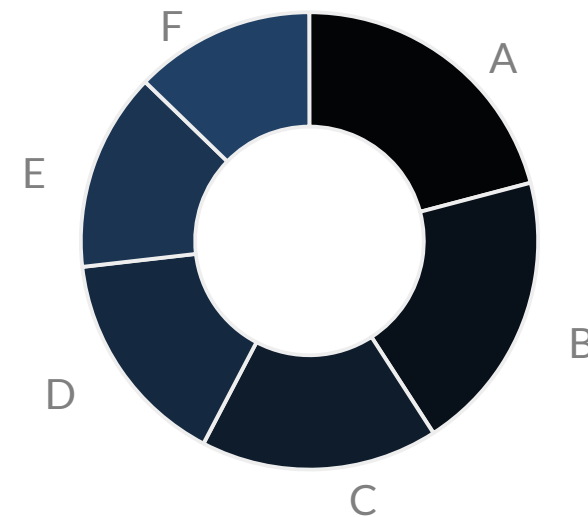
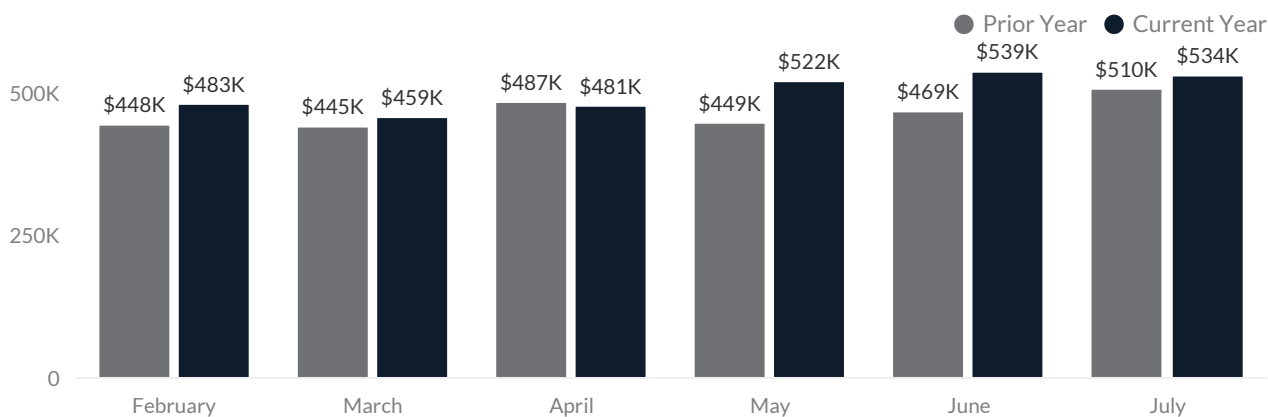
Average Asking Price

Overview of the average asking price based on new listings as of July, 2020



Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis



A JUL, 2020

The average asking price was \$534K, a 4.67% increase from July, 2019

B JUL, 2019

The average asking price was \$510K, a 19.08% increase from July, 2018

C JUL, 2018

The average asking price was \$428K, an 8.05% increase from July, 2017

D JUL, 2017

The average asking price was \$397K, a 10.51% increase from July, 2016

E JUL, 2016

The average asking price was \$359K, a 10.20% increase from July, 2015

F JUL, 2015

The average asking price was \$326K, a 6.40% decrease from July, 2014



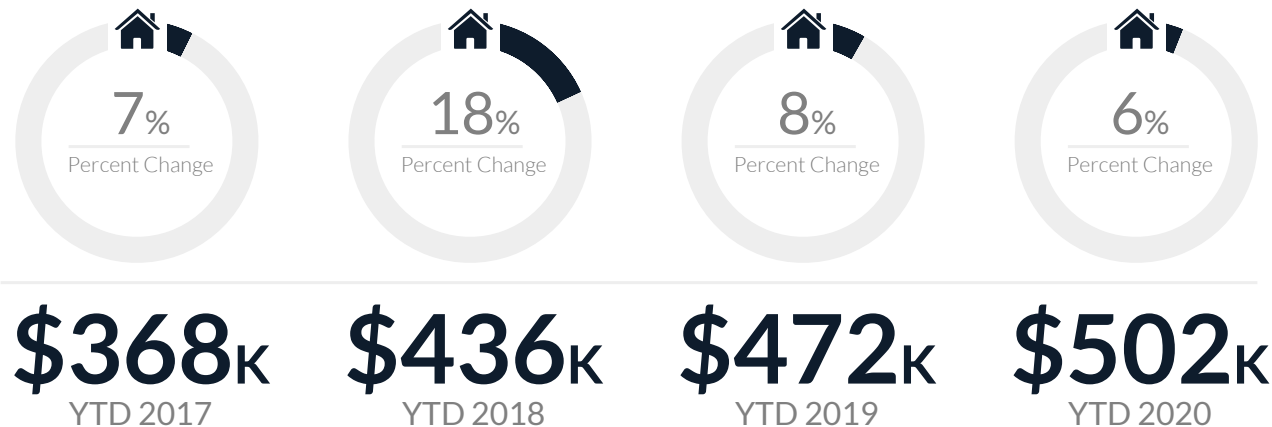
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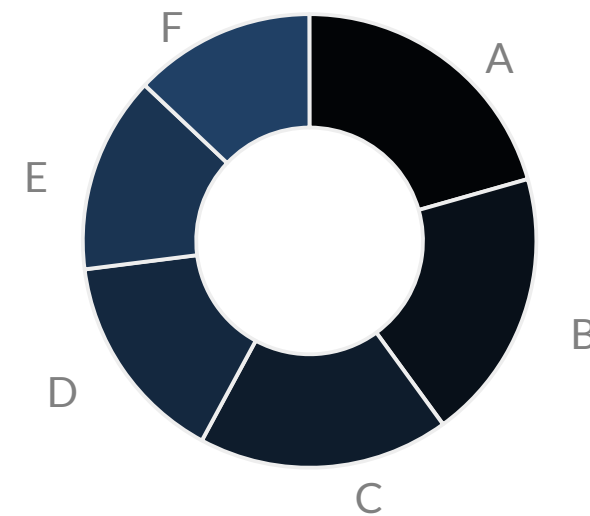
Average Asking Price

Overview of the average asking price based on new listings as of July, 2020



Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis



A YTD 2020

The average asking price was \$502K, a 6.30% increase from July, 2019

B YTD 2019

The average asking price was \$472K, an 8.42% increase from July, 2018

C YTD 2018

The average asking price was \$436K, an 18.30% increase from July, 2017

D YTD 2017

The average asking price was \$368K, a 7.53% increase from July, 2016

E YTD 2016

The average asking price was \$342K, an 8.61% increase from July, 2015

F YTD 2015

The average asking price was \$315K, a 2.35% decrease from July, 2014



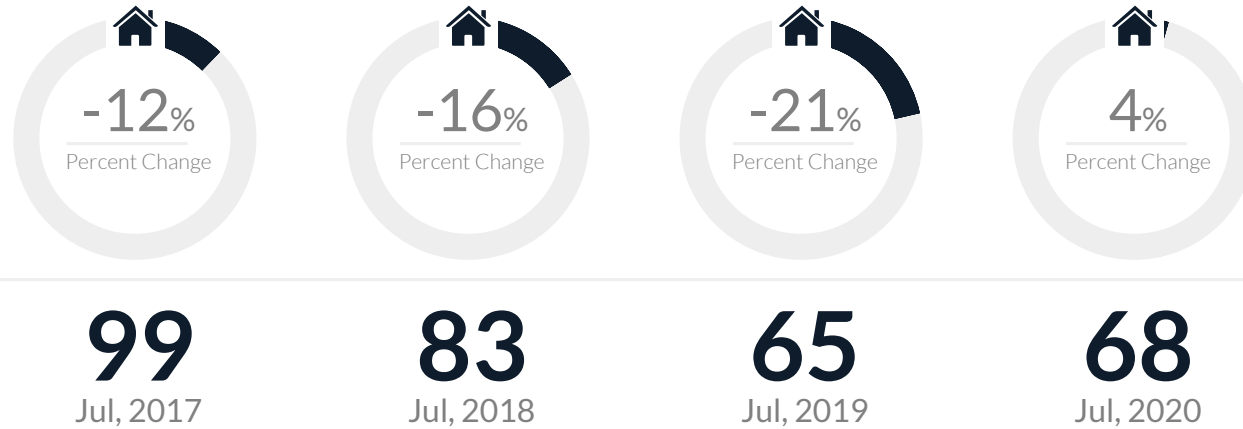
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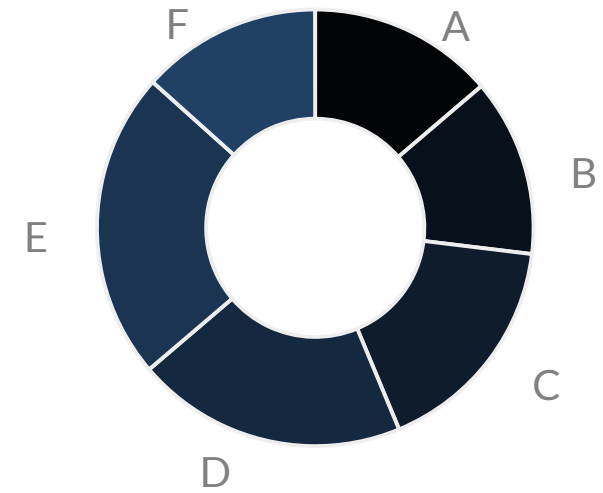
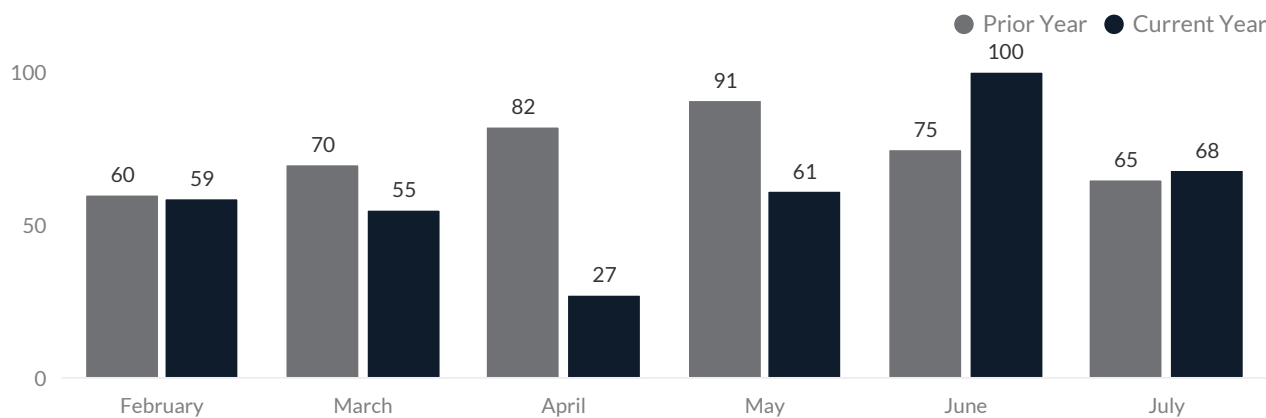
Sold Properties

Overview of the number of sold properties as of July, 2020



Monthly Sold Properties

Overview of the number of sold properties on a monthly basis



A JUL, 2020

There were 68 sold properties, a 4.62% increase from July, 2019

B JUL, 2019

There were 65 sold properties, a 21.69% decrease from July, 2018

C JUL, 2018

There were 83 sold properties, a 16.16% decrease from July, 2017

D JUL, 2017

There were 99 sold properties, a 12.39% decrease from July, 2016

E JUL, 2016

There were 113 sold properties, a 71.21% increase from July, 2015

F JUL, 2015

There were 66 sold properties, a 4.76% increase from July, 2014



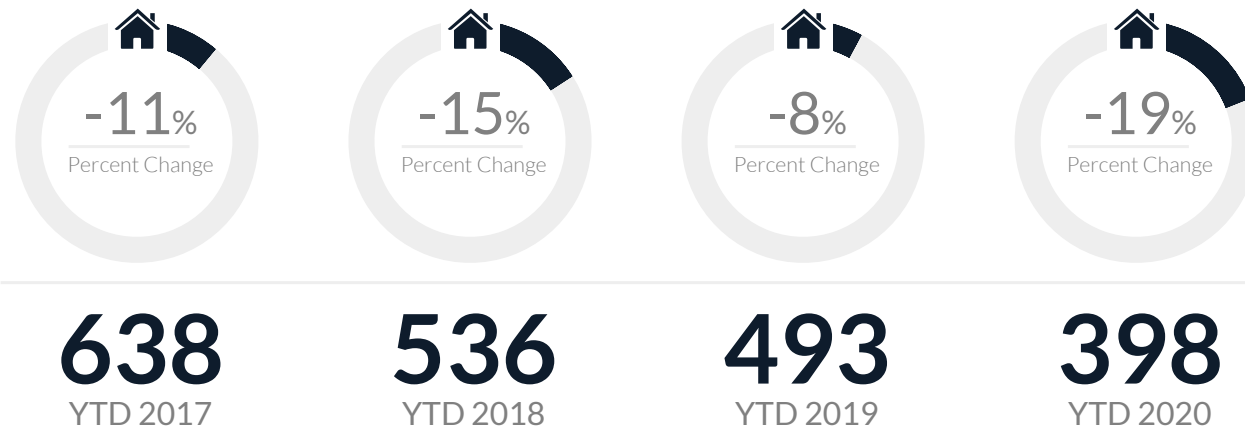
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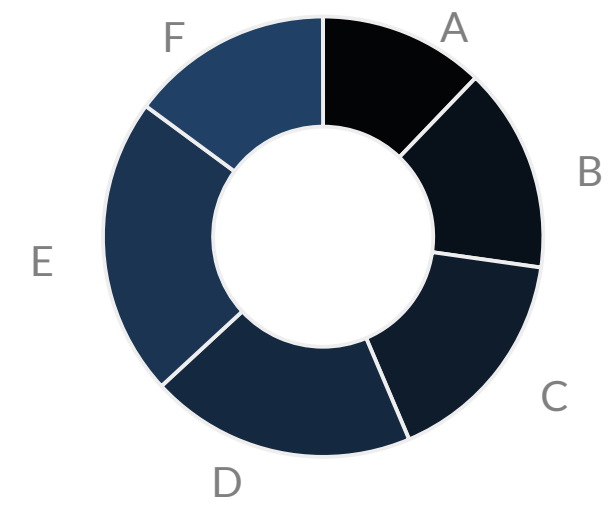
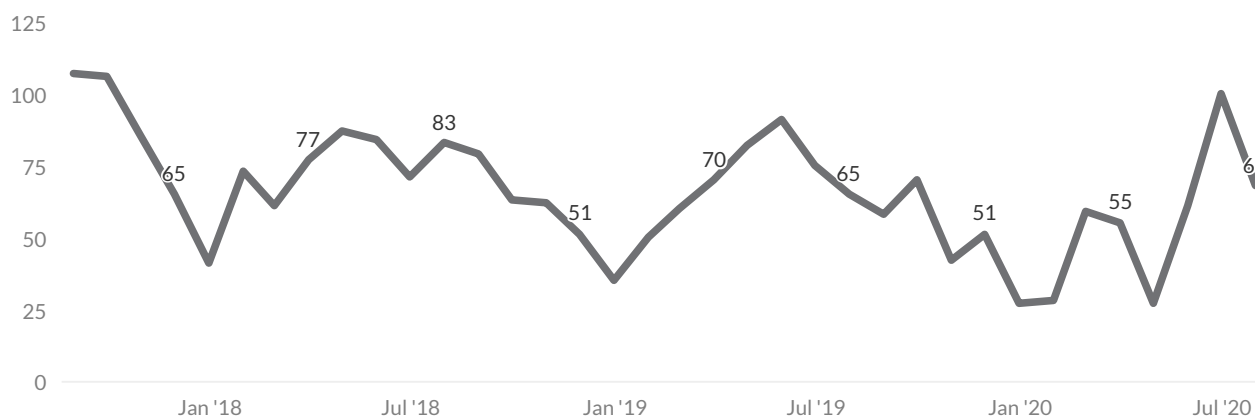
Sold Properties

Overview of the number of sold properties as of July, 2020



Monthly Sold Properties

Overview of the number of sold properties on a monthly basis



A YTD 2020

There were 398 sold properties, a 19.27% decrease from July, 2019

B YTD 2019

There were 493 sold properties, an 8.02% decrease from July, 2018

C YTD 2018

There were 536 sold properties, a 15.99% decrease from July, 2017

D YTD 2017

There were 638 sold properties, an 11.27% decrease from July, 2016

E YTD 2016

There were 719 sold properties, a 47.64% increase from July, 2015

F YTD 2015

There were 487 sold properties, a 7.27% increase from July, 2014

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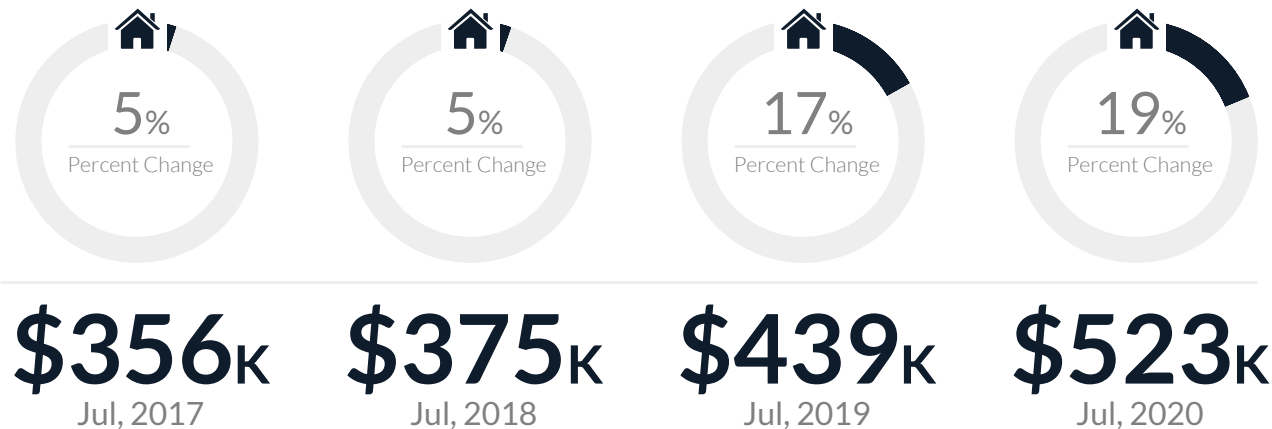
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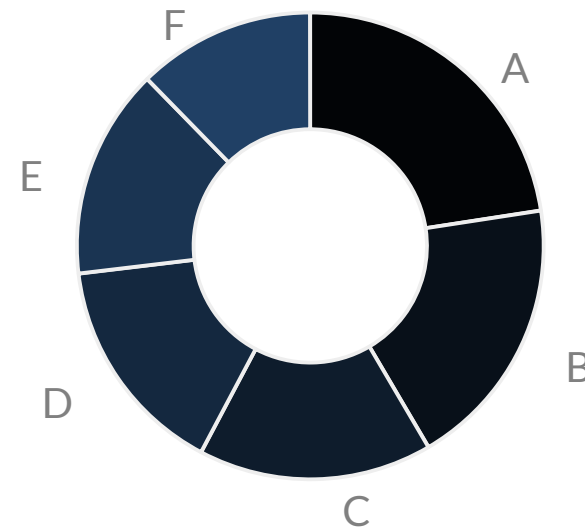
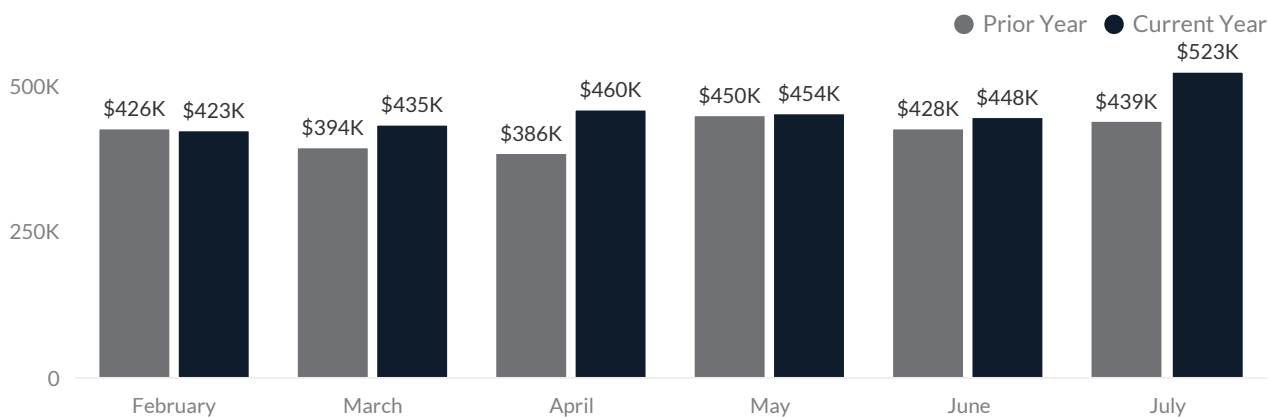
Average Sale Price

Overview of the average selling price based on sold listings as of July, 2020



Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



A JUL, 2020

The average sales price was \$523K, a 19.01% increase from July, 2019

B JUL, 2019

The average sales price was \$439K, a 17.04% increase from July, 2018

C JUL, 2018

The average sales price was \$375K, a 5.53% increase from July, 2017

D JUL, 2017

The average sales price was \$356K, a 5.29% increase from July, 2016

E JUL, 2016

The average sales price was \$338K, an 18.57% increase from July, 2015

F JUL, 2015

The average sales price was \$285K, a 7.81% increase from July, 2014



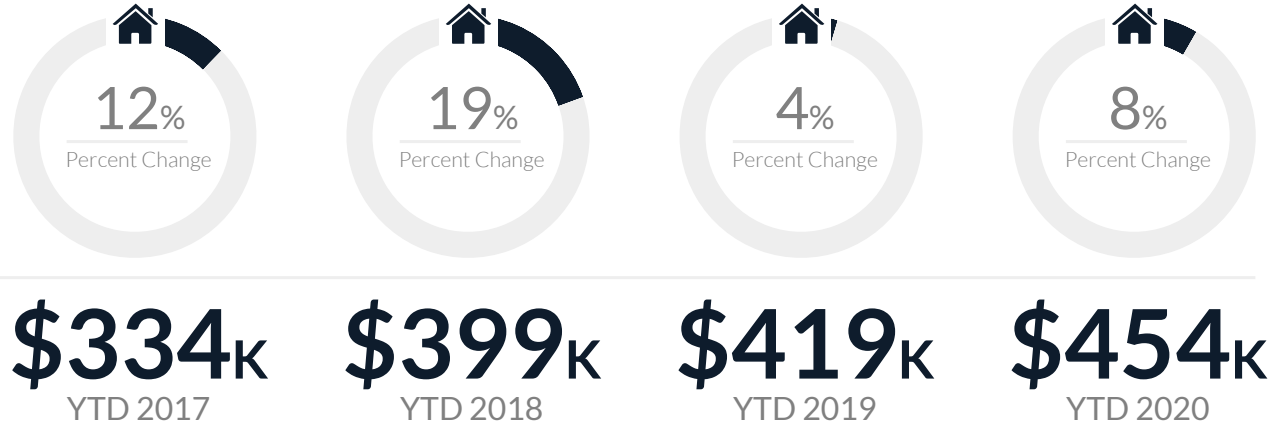
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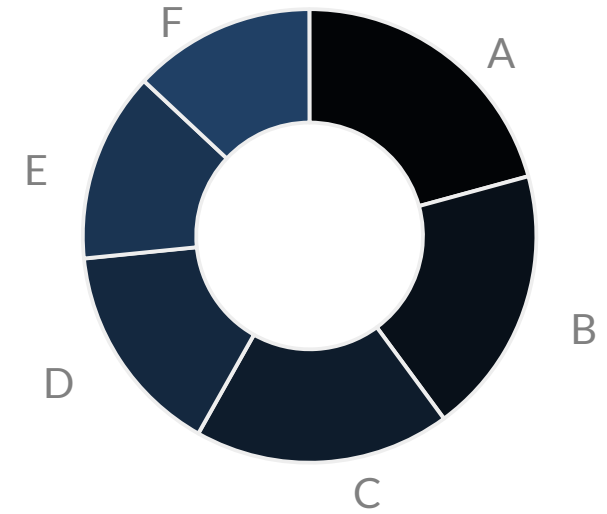
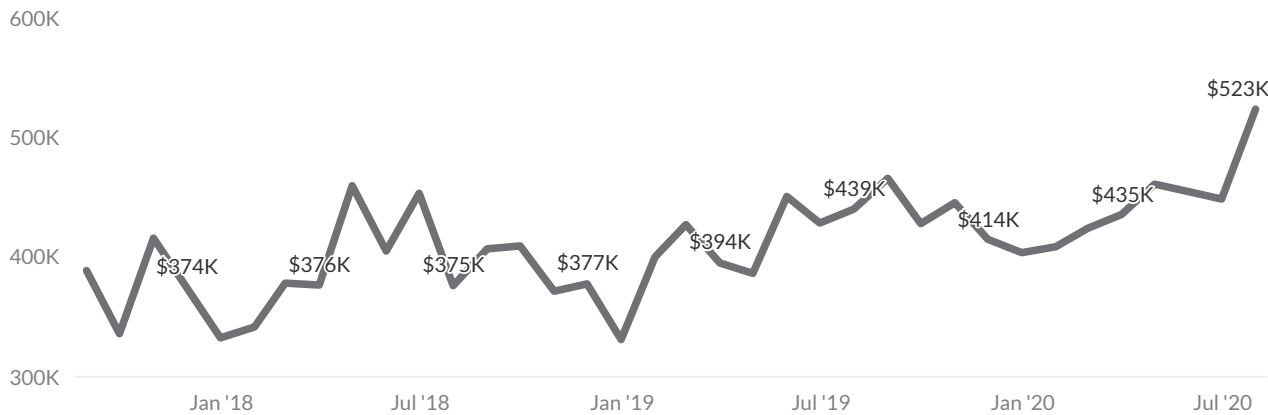
Average Sale Price

Overview of the average selling price based on sold listings as of July, 2020



Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



A YTD 2020

The average sales price was \$454K, an 8.50% increase from July, 2019

B YTD 2019

The average sales price was \$419K, a 4.83% increase from July, 2018

C YTD 2018

The average sales price was \$399K, a 19.72% increase from July, 2017

D YTD 2017

The average sales price was \$334K, a 12.54% increase from July, 2016

E YTD 2016

The average sales price was \$296K, a 4.03% increase from July, 2015

F YTD 2015

The average sales price was \$285K, a 0.21% decrease from July, 2014



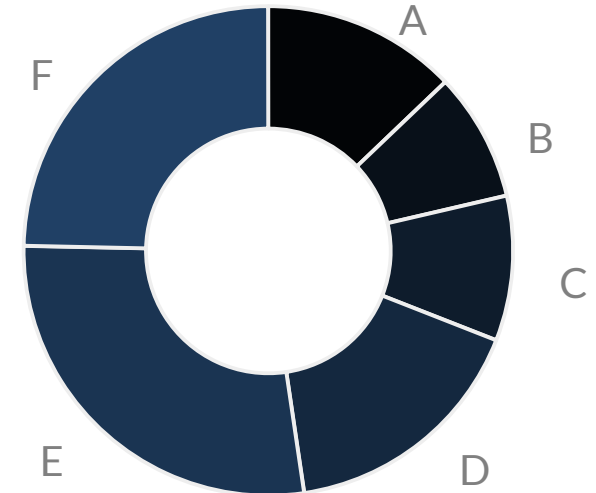
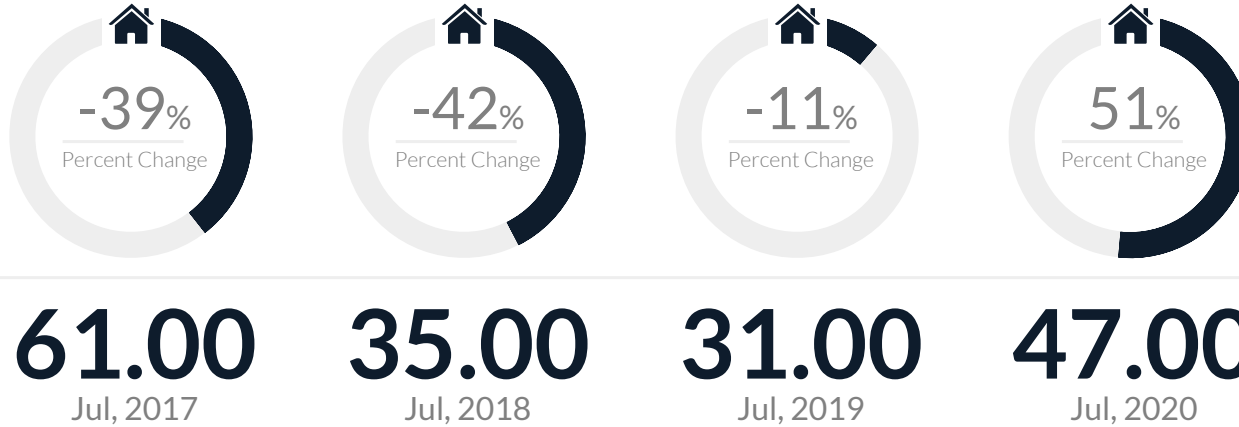
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Days on Market Until Sale

Overview of the average number of days that sold listings as of July, 2020 have been on the market for



A JUL, 2020

The average days on market was 47.00, a 51.61% increase from July, 2019

B JUL, 2019

The average days on market was 31.00, an 11.43% decrease from July, 2018

C JUL, 2018

The average days on market was 35.00, a 42.62% decrease from July, 2017

D JUL, 2017

The average days on market was 61.00, a 39.60% decrease from July, 2016

E JUL, 2016

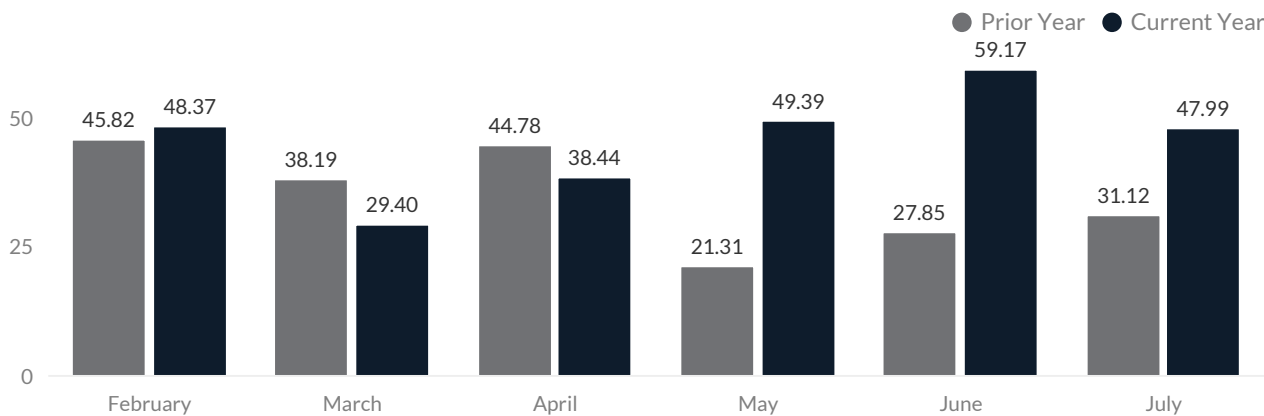
The average days on market was 101.00, a 12.22% increase from July, 2015

F JUL, 2015

The average days on market was 90.00, a 6.25% decrease from July, 2014

Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis





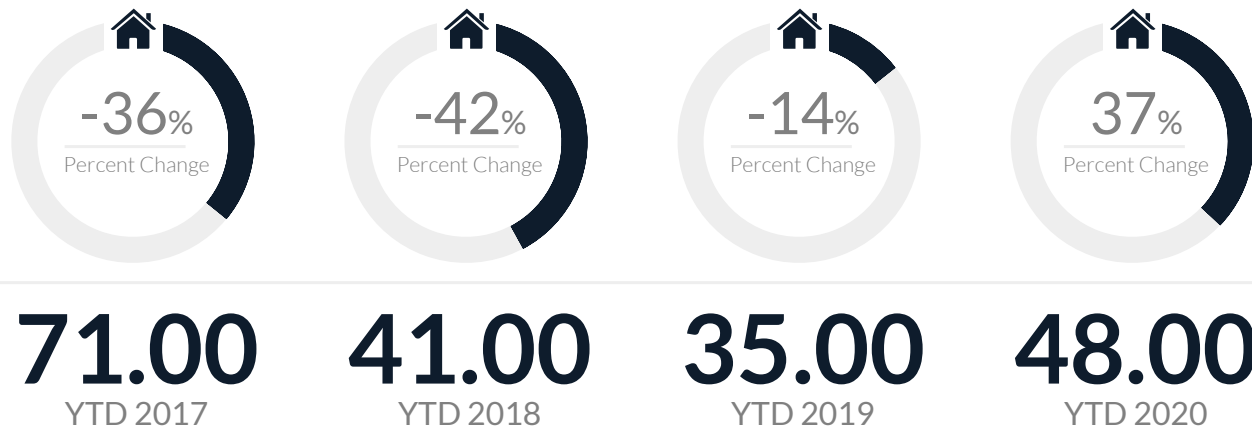
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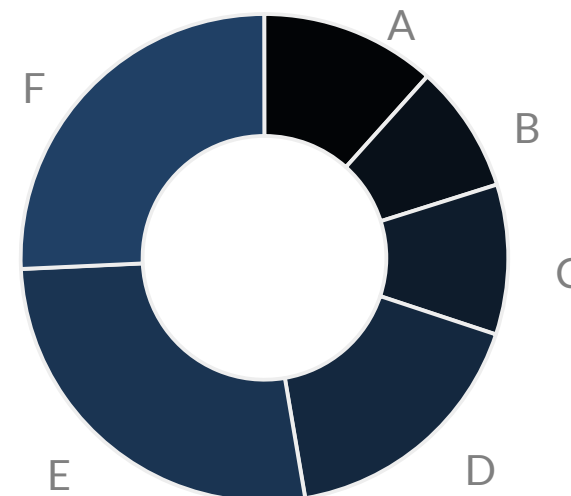
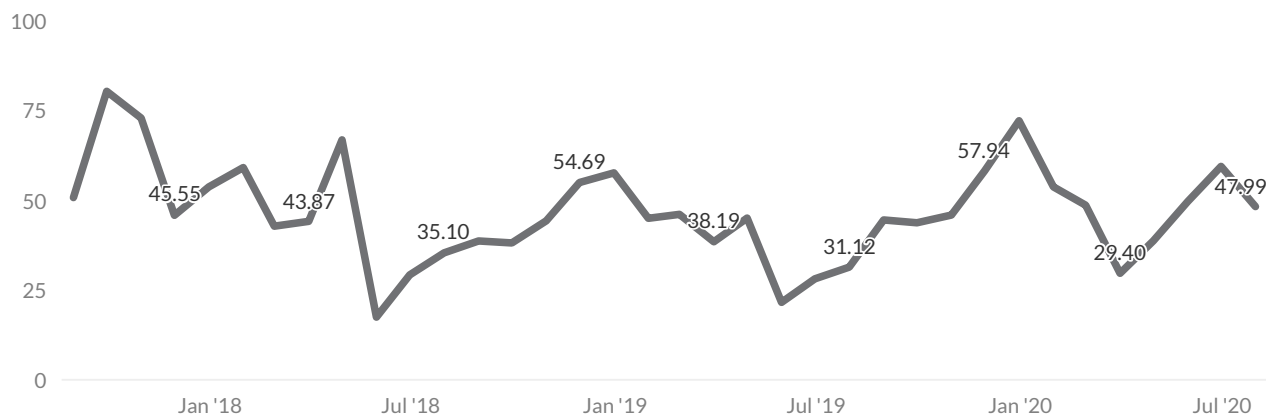
Days on Market Until Sale

Overview of the average number of days that sold listings as of July, 2020 have been on the market for



Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A YTD 2020

The average days on market was 48.00, a 37.14% increase from July, 2019

B YTD 2019

The average days on market was 35.00, a 14.63% decrease from July, 2018

C YTD 2018

The average days on market was 41.00, a 42.25% decrease from July, 2017

D YTD 2017

The average days on market was 71.00, a 36.04% decrease from July, 2016

E YTD 2016

The average days on market was 111.00, a 4.72% increase from July, 2015

F YTD 2015

The average days on market was 106.00, a 17.78% increase from July, 2014



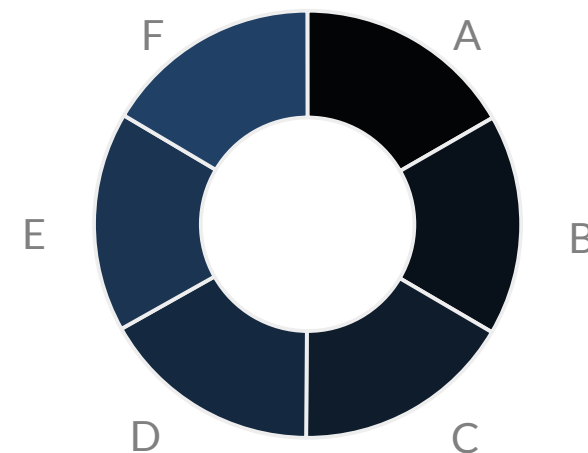
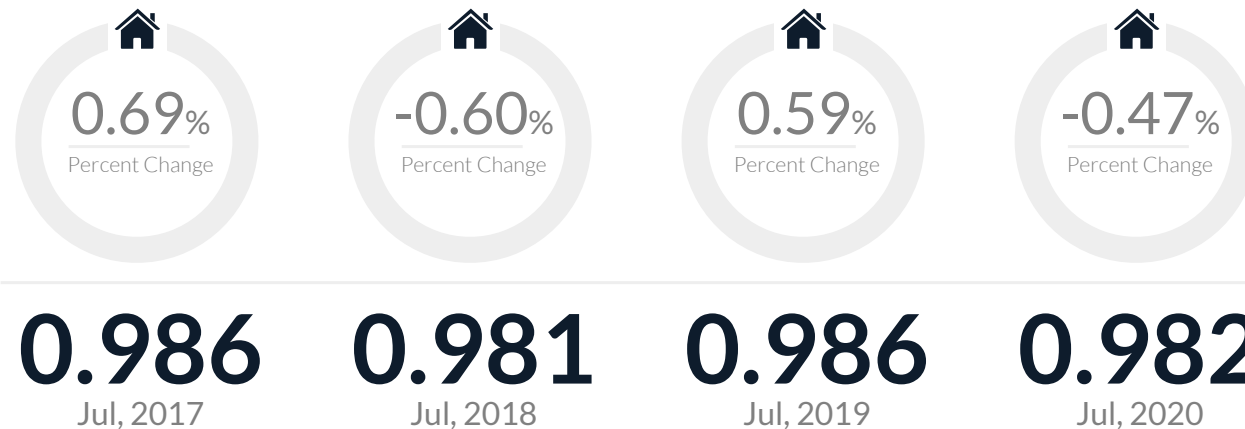
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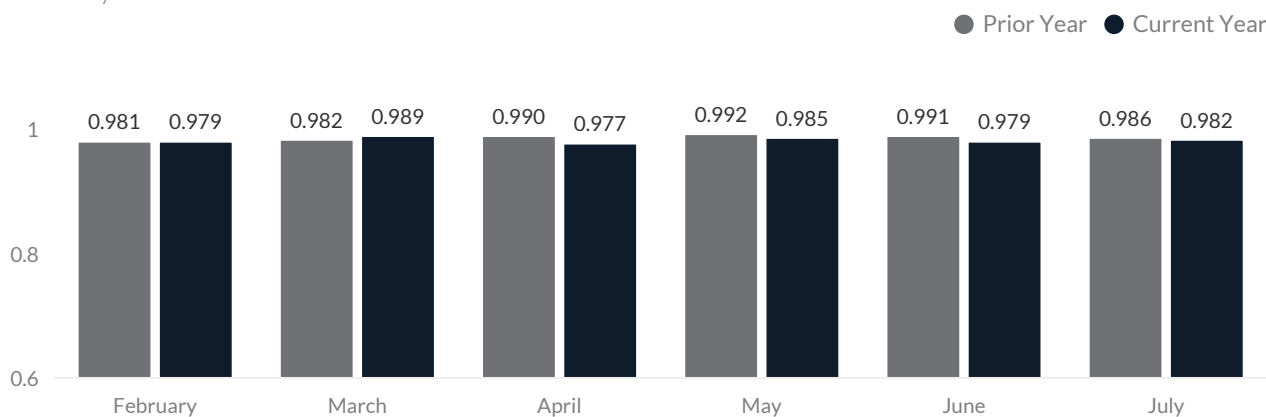
Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of July, 2020



Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A JUL, 2020

The average ask to sell ratio was 0.982, a 0.47% decrease from July, 2019

B JUL, 2019

The average ask to sell ratio was 0.986, a 0.59% increase from July, 2018

C JUL, 2018

The average ask to sell ratio was 0.981, a 0.60% decrease from July, 2017

D JUL, 2017

The average ask to sell ratio was 0.986, a 0.69% increase from July, 2016

E JUL, 2016

The average ask to sell ratio was 0.980, a 0.97% increase from July, 2015

F JUL, 2015

The average ask to sell ratio was 0.970, a 0.20% decrease from July, 2014



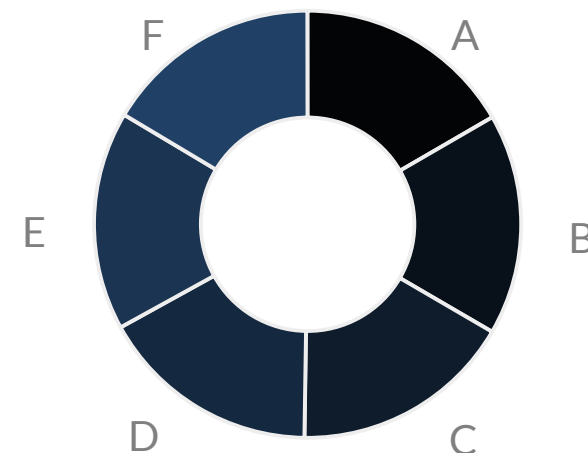
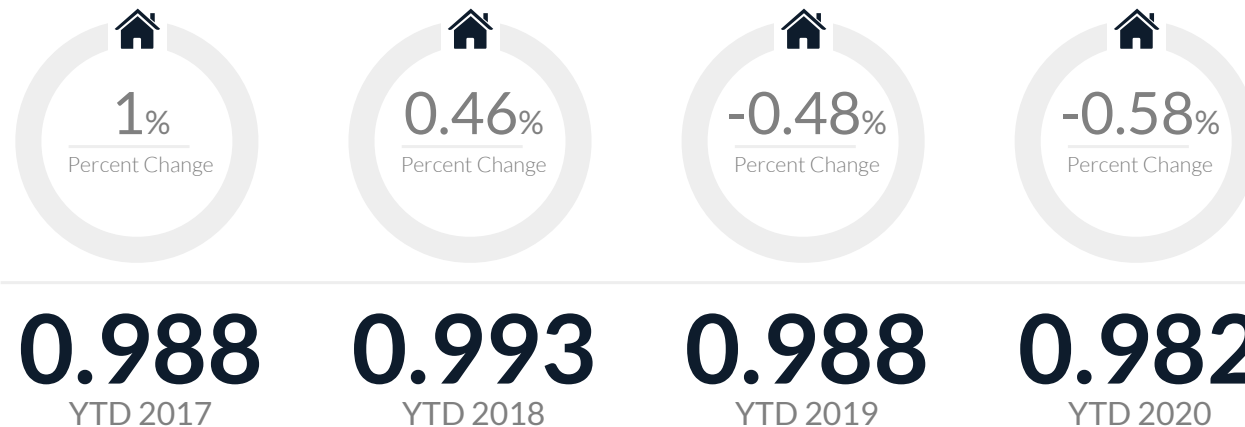
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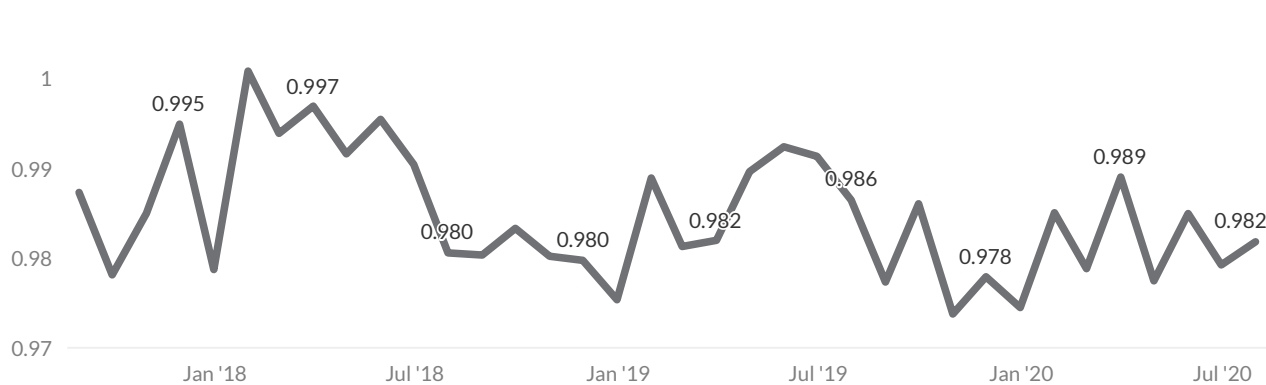
Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of July, 2020



Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A YTD 2020

The average ask to sell ratio was 0.982, a 0.58% decrease from July, 2019

B YTD 2019

The average ask to sell ratio was 0.988, a 0.48% decrease from July, 2018

C YTD 2018

The average ask to sell ratio was 0.993, a 0.46% increase from July, 2017

D YTD 2017

The average ask to sell ratio was 0.988, a 1.03% increase from July, 2016

E YTD 2016

The average ask to sell ratio was 0.978, a 0.92% increase from July, 2015

F YTD 2015

The average ask to sell ratio was 0.969, a 0.11% decrease from July, 2014