



The Corporation of the Town of Tillsonburg
Economic Development Advisory Committee
January 17, 2023
7:30 a.m.
Council Chambers

AGENDA

1. Call to Order

2. Adoption of Agenda

Proposed Resolution #1

Moved by:

Seconded by:

THAT the Agenda as prepared for the Economic Development Advisory Committee meeting of January 17, 2023, be adopted.

3. Disclosures of Pecuniary Interest and the General Nature Thereof

4. Minutes of the Previous Meeting

Proposed Resolution #2

Moved by:

Seconded by:

THAT the minutes as prepared for the Economic Development Advisory Committee meeting of December 13, 2022, be adopted.

5. Closed Agenda

Proposed Resolution #3

Moved by:

Seconded by:

THAT the Economic Development Advisory Committee move into closed session to discuss matters related to a trade secret or scientific, technical, commercial or financial information that belongs to the municipality or local board and has monetary value or potential monetary value.

6. General Business and Reports

6.1. [Monthly Activity Update](#)

7. Planning Items Circulation

8. Community Strategic Plan

8.1. Town Hall Task Force

8.2. Affordable and Attainable Housing Committee

8.3. Boundary Adjustment Committee

8.4. Health Care Committee

9. Community Organization Updates

9.1. Downtown Business Improvement Association

9.1.1. [Report from BIA Chair](#)

9.2. Tillsonburg District Chamber of Commerce

**9.3. Woodstock, Ingersoll, Tillsonburg and Area Association of Realtors
(WITAAR)**

9.3.1 [December 2022 and Annual Statistics](#)

10. Round Table

11. Next Meeting

12. Adjournment

Proposed Resolution #4

Moved by:

Seconded by:

THAT the January 17, 2023 Economic Development Advisory Committee meeting
be adjourned at _____ a.m.



The Corporation of the Town of Tillsonburg
Economic Development Advisory Committee
December 13, 2022
7:30 a.m.
Council Chambers

MINUTES

Present: Randy Thornton, Lisa Gilvesy, Suzanne Renken, Andrew Burns, Steve Spanjers, Dane Willson, Cedric Tomico, Mayor Deb Gilvesy, Jesse Goossens

Staff: Kyle Pratt, CAO; Cephas Panschow, Development Commissioner; Laura Pickersgill, Executive Assistant/Assistant Clerk

Regrets: Kirby Heckford

1. Call to Order

The meeting was called to order at 7:33 a.m.

2. Adoption of Agenda

Resolution #1

Moved by: Dane Willson

Seconded by: Randy Thornton

THAT the Agenda as prepared for the Economic Development Advisory Committee meeting of December 13, 2022, be adopted.

Carried

3. Disclosures of Pecuniary Interest and the General Nature Thereof

There were no disclosures of pecuniary interest declared.

4. Minutes of the Previous Meeting

Resolution #2

Moved by: Andrew Burns

Seconded by: Dane Willson

THAT the minutes as prepared for the Economic Development Advisory Committee meeting of November 8, 2022, be adopted.

Carried

5. Closed Agenda

Resolution #3

Moved by: Randy Thornton

Seconded by: Dane Willson

THAT the Economic Development Advisory Committee move into closed session to discuss matters related to the acquisition or disposition of land.

Carried

6. General Business and Reports

6.1. Monthly Activity Update

Cephas provided a brief summary of the Monthly Activity Update.

7. Planning Items Circulation

8. Community Strategic Plan

8.1. Town Hall Task Force

The Task Force has met their mandate and staff will be moving this project.

There has been \$300,000 budgeted in 2023 for this project.

8.2. Affordable and Attainable Housing Committee

There has been \$60,000 combined budgeted for strategic initiatives for affordable housing and boundary adjustment.

8.3. Boundary Adjustment Committee

8.4. Health Care Committee (former Physician Recruitment and Retention Committee)

This Committee has been rebranded and a new Terms of Reference will be formulated. Staff to invite the TDMH CEO to a future joint meeting with this Committee and the new Health Care Committee. Steve to connect with his relative to inquire as to why she was not able to get work locally. Staff to invite Stephanie Nevins to a future Committee meeting. There is an after hours care clinic across from the hospital.

9. Community Organization Updates

9.1. Downtown Business Improvement Association

9.1.1. Report from BIA Chair ED12-01

Cedric answered questions regarding the report.

Cedric will provide a further update on the hotel proposal at the next meeting.

8.2 Tillsonburg District Chamber of Commerce

There will be a WSIB claims presentation on Dec 19th. The Chamber is participating in the entrepreneurial popup event that is happening on Thursday. There have been many successful Business After 5 events held recently. The Annual General Meeting is scheduled for January 24, 2023.

8.3 Woodstock, Ingersoll, Tillsonburg and Area Association of Realtors (WITAAR)

8.3.1 November 2022 Statistics

Dane provided a brief summary of the statistics.

10. Round Table

Council authorized the sale of the Bell Mill Sideroad property to Metalfer Iron Works Designs at yesterday's meeting. There is a pending sale on the former TRW building to a food processing plant.

11. Next Meeting

12. Adjournment

Resolution #4

Moved by: Randy Thornton

Seconded by: Dane Willson

THAT the December 13, 2022 Economic Development Advisory Committee meeting be adjourned at 9:24 a.m.

Carried

Monthly Activity Update – (January 2023)

Prepared for the Economic Development Advisory Committee

Project Name/Reference	Status
Future Industrial Growth	<p>Council approved the committee's recommendation to retain a project consultant to expedite the development of additional industrial land on Jan 9, 2023 as per the following motion:</p> <p><i>THAT report EDM 23-01 Project Management Consultant to Expedite Industrial Land Development Budget White Paper be received as information;</i></p> <p><i>AND THAT a Request for Proposal for a Project Management Consultant be prepared and released with the intent of facilitating the timely development and approval of Phases 2 and 3 of the Van Norman Innovation Park;</i></p> <p><i>AND THAT the costs for a Project Management Consultant, and associated design/ approvals, be funded from the Economic Development Reserve up to a maximum of \$250,000 with an annual report being brought back to Council for information</i></p>
High Tech Manufacturing Sub-cluster Action Plan	Next event deferred until Q1 2023
Lead Generation	71 lead opportunities opened year to date
Post-Secondary Education Enhancements	Project to raise awareness of all the local options for employment for high school/older youth who who may be considering returning underway with MSC. Project plan development underway including meetings school board and high school principal regarding new initiatives.
Town Hall Project	Phase 1 ESA investigations for entire property underway
Van Norman Innovation Park	Amended ECA to remove from VIP Lands completed on Dec 20! First property transferred on Dec 15 and a second one transferred on Jan 6. Others are being scheduled.
Job Market Pulse	Per Workforce Planning Board for Elgin, Middlesex & Oxford data, the following is a summary of the jobs available in Tillsonburg and Oxford:

<p>Tillsonburg Jobs Data - https://datastudio.google.com/reporting/1c53041d-4d1b-4e6c-a8b1-5587d32994de/page/ng76?s=n-gA4oUGKeo</p> <p>Oxford Jobs Data - https://datastudio.google.com/reporting/1c53041d-4d1b-4e6c-a8b1-5587d32994de/page/ng76?s=ux-mzIBHCEk</p>	<p>352 jobs posted with 180 new last month (December) versus 425 jobs posted with 245 new jobs the previous month (November)</p> <p>1,790 jobs posted with 859 new last month (November) versus 2,253 jobs posted with 1,173 new jobs the previous month (November)</p> <p>Note: Oxford County has approximately 66,000 jobs so the County's December job vacancy rate is estimated at 2.6% (versus 3% last month)</p>
<p>Newsletter</p>	<p>Christmas edition sent out Dec 20/21 with metrics to follow.</p>

Report from BIA Chair – ED01-23

To: Economic Development Advisory Committee
From: Cedric Tomico – DTBIA Chair
Date: January 12th, 2023
Subject: DTBIA business update – Happy New Year!

The following status report is provided to the ECDEV Advisory Committee:

Financial/budget:

The ED will be making the BIA budget presentation at the January 16th, 2023, council meeting. Significant efforts are underway for grant applications to fund BIA initiatives in 2023 and beyond.

The ED is preparing a submission for the Summer Job Service application which is due in January. This application will include supports for the proposed 2023 Turtlefest event as events are a mainstay of what BIA's do in Ontario.

There are receivables which are being managed and collected.

No negative tax adjustments were received in 2023 fiscal year, and we are working with the finance/revenue team to be kept in the loop if there is risk to the levy moving forward.

General business conditions continue to be favourable despite the economic headwinds and higher interest rate environment.

Operations & Beautification:

The mild winter thus far has allowed us to keep the streets in excellent overall condition. There continue to be significant impacts of dumped garbage, (untagged), people moving and leaving large amounts of household items behind, etc. Richard Sparham and his team from Public Works have been very helpful in assisting in remediation of these issues.

Graffiti continues to be a big issue with no signs of abating. Removing graffiti in the winter is a challenge. The team is ready to tackle these challenges when weather permits.

Once town council approves the budget; the DTBIA team will be procuring new maintenance tools to aid in removal of graffiti, gum on sidewalks, etc.

We are acutely aware of the importance of aesthetics, cleanliness, beautification and the care and condition of street assets, (aka public realm infrastructure), has on economic development and Tillsonburg as a place to EAT, SHOP, LIVE and EXPLORE.

Membership update:

Lots of continued activity. Vape-It has opened at 150 Broadway. Medpoint has closed locally and maintains offices/services in their home base in London. The Broadway Laundromat has also closed and is available for lease.

Juniper J Photography has opened in the former Strand theatre building as has a co-working space. In the basement of this building, the suite is being occupied by the Muslim Association of Tillsonburg. Also in this building is a reliability engineering business operated by the building owners and a new co-working space.

Neil Balan Engineering is looking for downtown office space.

Walmart is re-assessing it's self-checkout philosophy and will be re-implementing more full-service check-outs. Timing is unknown.

The ED is working with a couple of parties for the potential of opening a pod-cast studio in the BIA offices - most likely with an external funding application.

Façade Improvement Program/building storefront update:

The ED is working with the vendor of design/architectural renderings on a new contract for 2023 fiscal year with minor changes to the fee structure and process so that it is clearer for the membership. Interest remains muted at this point largely due to the interest rate environment and economic headwinds.

Additional considerations for 2023 include the approved direction to incorporate public art and historical context in public spaces where and when possible. This is included in the DTBIA budget and business plans which are being presented to Town Council on January 16th.

Human Resources:

The ED is in the process of completing/submitting the various applications for funding of the various positions. This is a critical action given this facilitates 90% of the ambassador team complement. New ambassador uniforms are being researched for implementation in 2023 to better differentiate the DTBIA team-mates from their town counterparts.

The ED will be bringing forward to the newly constituted HR committee with recommendations on wage adjustments for 2023 fiscal year in addition to further policy, protocol and other HR tools as we continue to professionalize the organization.

The DTBIA will be providing defined team supports to ensure a successful Turtlefest event.

Events & Marketing:

The ED and EMC have been visiting many of the members for “meet and greet” engagements.

The following is a partial list of the various projects and initiatives that are underway or have been determined either through the budget process or from stakeholder feedback:

- 1) The Turtlefest event will be going ahead in 2023 as a one-day event on Saturday, June 17th, 2023 subject to the approval of funding from the Town of Tillsonburg. This is exciting news for the community. Our team will be providing supports, structure, and organization as part of our mandate.
- 2) Radio ad - to be played during the meeting features “what’s new”.
- 3) The Christmas Crawl event had little uptake. The 2023 event will revert to a traditional, more structured event with Santa Clause, carollers, sleigh rides and much more. Planning for this is already underway.
- 4) A meeting was planned to coordinate restaurant promotions for the months of January and February of 2023. In spite of our best efforts; the event has no participation. We will revert to generic marketing supports including regional radio ads
- 5) Attending/participating in OBIAA best-practices calls with respect to marketing and traffic building ideas.
- 6) Attending other BIA projects, events, and venues to learn and perhaps implement ideas back in Tillsonburg.
- 7) An events calendar for FY 2023 is being finalized and will remain quite fluid pending interest and negotiations with various parties.
- 8) The sponsored banner program is being designed and will be implemented in Q2.
- 9) The “show and tell” Christmas light campaign is underway with elements being determined such as a booth in the mall to engage with members of the public.
- 10) Further events such as the wine and cheese pairings involving Nectar and Two Girls & a Cheese Shop are in the early stages of planning.

2023 AGM:

Planning has begun for the next AGM as it is so critical for the organization. The hall space at the Tillsonburg Legion has been reserved. The team will be preparing for annual awards using public and member feedback.

The existing DTBIA constitution: surveys and feedback with the membership for improvements.

OBIAA update:

Advocacy efforts continue particularly with respect to policy changes including forgiveness of the CEBA repayments. No update on this as of late.

The \$2,500 Digital Transformation Grant has renewed and is effective as of January 16th.

Our 2023 members dues will include the purchase of a long-awaited CRM software tool module to manage BIA affairs into the next decade. The OBIAA has worked diligently to create a tool which will transcend software that does not speak with one another. The DTBIA will be subscribing to this service which will render other software applications like Constant Contact redundant. The migration to this service will begin by the end of Q1.

ED work plan & progress:

Many initiatives and ongoing projects to date:

- 1) The team visited Classic Displays in Mississauga as part of the research and due diligence required for the purchase of new pole lights for the downtown area. Samples were picked up and have been displayed in the DTBIA office windows.
- 2) Several meetings with external stakeholders which included meetings and on-site visits with hospitality companies.
- 3) Ongoing attendance with the "Bridge Street streetscaping" steering committee.
- 4) Cold called several chains to discuss various key vacant sites in our downtown.
- 5) Working with SB Advisory and Millards on year-end preparations.
- 6) Weekly involvement with OBIAA best-practices calls.
- 7) Weekly involvement with Digital Service Squad training/development.
- 8) Research and effort to secure positive outcomes with additional grant applications from various partners at the municipal, provincial, and federal levels of government.
- 9) Undertake design specifications for "made-in-Tillsonburg" new BIA assets for installation in 2023 once approved by the Town Council in January.
- 10) Met with BIA peers in other communities to observe and evaluate programs and PRI investments for applicability in Tillsonburg.
- 11) Renewed membership with the AMCTO which aids in the clerk's/executive director and governance parts of the ED position accountabilities.
- 12) The ED will sign the gift card program contract with MICONEX pending the approval of the BIA budget by the new Town Council.
- 13) Many other activities which are relevant to the approved 2023 business plans.

General information/feedback:

We continue to receive many positive comments about the cleanliness, care, and condition of the downtown area. The team works very diligently to keep the downtown looking attractive. Special attention is being given to alleys and other areas to ensure a similar level of cleanliness and aesthetic

Governance:

The new Town Council approved the slate of directors for the 2023-2026 term of office and the following new members will be on the Board of Management:

Councillor Bob Parsons representing the Town of Tillsonburg.

Jessy Rhora - owner/operator of the new Loading Screen gaming store at 71 Broadway.

Michelle Gleeson - Manager of Scotiabank Tillsonburg.

Cheryl Fody - Corporate Representative of Century 21 Heritage House Real Estate (Tillsonburg)

Board elections for the executive will be conducted at the January 25th inaugural meeting.

Summary:

The team is focused on the primary mission of providing our membership with a high level of customer service and engagement to assist them with success and resiliency into the future.

The entire DTBIA team is excited about all the initiatives to be implemented in 2023 including the new gift card program; the return of Turtlefest; the procurement and installation of new winter/festive pole lights throughout the downtown core; the implementation of a public art policy; more new businesses - some already identified in the pipeline; and much, much more.

Questions and/or comments as well as suggestions are welcomed.



WOODSTOCK INGERSOLL TILLSONBURG & AREA ASSOCIATION OF REALTORS®
MLS® ACTIVITY FOR THE TOWN OF TILLSONBURG
MONTH ENDING DECEMBER 2022

	<u>YEAR TO DATE</u>			<u>MONTHLY</u>		
	2022	2021	% Difference	2022	2021	% Difference
\$ value of Total Units Sold	\$224,311,404	\$237,123,381	-5.4%	\$13,928,000	\$21,831,177	-36.2%
\$ value of Residential Units Sold	\$185,820,504	\$233,149,942	-20.3%	\$8,028,000	\$13,515,151	-40.6%
\$ value of Other Units Sold	\$38,490,900	\$39,248,922	-1.9%	\$5,900,000	\$5,136,777	+14.8%
Total # of Units Sold	311	439	-29.1%	16	23	-30.4%
# of Residential Units Sold	292	403	-27.7%	14	21	-33.3%
# of Other Units Sold	19	36	-47.2%	2	2	0%
Total # of New Listings	605	481	+25.7%	25	15	+66.6%
Total # of New Residential Listings	546	442	+23.5%	20	15	+33.3%
Total # of Other New Listings	59	39	+51.2%	5	0	+500%
Total # Currently on Market	***see monthly numbers			126	24	+425%
# of Residential Currently on Market	***see monthly numbers			78	7	+1,014.3%
# of Other Listings Currently on Market	***see monthly numbers			13	7	+85.7%

RESIDENTIAL SALES BY PRICE CATEGORY	Accum. 2022 YTD	Accum. 2021 YTD	Month Reporting 2022	Month Reporting 2021
\$ - \$299,999	6	4	0	0
\$300,000 - \$499,999	53	128	5	3
\$500,000 - \$599,999	72	114	5	6
\$600,000 - \$699,999	46	69	0	3
\$700,000 - \$799,999	62	58	4	6
\$800,000 - \$899,999	31	21	0	3
\$900,000 - \$999,999	19	7	0	0
\$1,000,000 - \$1,099,999	2	2	0	0
\$1,100,000 - \$1,199,999	0	3	0	0
\$1,200,000 or Greater	1	0	0	0

Average Residential Sale Price

	<u>2022</u>	<u>2021</u>	<u>%DIFF</u>
MONTH	\$573,429	\$643,579	-10.9%
TYD	\$636,372	\$575,902	+10.5%

Region: Oxford
Municipality: Tillsonburg

All YTD Totals may not match the month to month cumulative due to continuous, live updates of data combined with permitted timing of entry.

The information only represents MLS® listings sold and reported through the ITSO MLS® system. The information has been drawn from sources deemed reliable, but the accuracy and completeness of the information is not guaranteed. In providing this information, the Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® does not assume any responsibility or liability.

Member Thumbnail
Active / Commercial Sale

131 TOWNLINE Rd Tillsonburg
Confidential for REALTORS® Only

MLS® #: 40334923
Price: \$3,375,000.00



MLS® #: **40334923**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **78/78**
Bldg Area Total: **21,600**
Lot Size Area: **2.19**
Lot Front: **143.16**
Lot Depth:
Tax Amount: **\$52,182**
Tax Year: **2022**
Listing Date: **10/24/2022**

Amazing opportunity! Well maintained building with long term stable tenants. The building is approximately 21,600 square feet sitting on 2.185 acres. The two tenants are long term and stable both with net leases. Excellent hands off investment!

L/Brokerage: **ROYAL LEPAGE R.E.WOOD REALTY, BROKERAGE**
L/Salesperson: **DANE WILLSON**
L/Brokerage 2: **ROYAL LEPAGE R.E.WOOD REALTY, BROKERAGE**
L/Salesperson 2: **RICHARD WOOD, Broker**
Seller: **1000206610 Ontario Ltd.**

Member Thumbnail
Active / Commercial Sale

22 BIDWELL St Tillsonburg
Confidential for REALTORS® Only

MLS® #: 40333838
Price: \$699,000.00



MLS® #: **40333838**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Building and Land**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **83/83**
Bldg Area Total: **3,616**
Lot Size Area:
Lot Front: **66.99**
Lot Depth: **83.80**
Tax Amount: **\$3,740**
Tax Year: **2021**
Listing Date: **10/19/2022**

Newly renovated multi-purpose building with potentially 8 plus bedrooms. Ever have ambitions to open a bed/breakfast, boarding house? Perhaps your large family is looking to each have their own room? This property offers it all. Three stories, partially finished basement, two kitchens, four bathrooms, wraparound porch, massive underground garage, with heated driveway and second floor rooftop patio with a view. Located in downtown Tillsonburg, zoning permits businesses, family dwellings, multi-residential, medical, hospitality, place of worship... the list goes on (see attached). The sheer size of the building alone will amaze you! Its potential is as big as your imagination. Whether you wish to earn financial freedom or start that large family with room to grow, 22 Bidwell awaits you.

L/Brokerage: **DOTTED LINE REAL ESTATE INC., BROKERAGE**
L/Salesperson: **JEFF BREIT**
L/Brokerage 2:
L/Salesperson 2:
Seller: **AXFORD, MARGARET ORLENE**

Member Thumbnail
Active / Commercial Sale

31 Clearview Dr Tillsonburg
Confidential for REALTORS® Only

MLS® #: XH4143919
Price: \$2,990,000.00



MLS® #: **XH4143919**
Region: **Oxford**
Municipality Area: **Tillsonburg**
Neighbourhd/SubDist: **Tillsonburg**
Property Sub Type: **Industrial**
Business Type:
Waterfront Y/N: **No**

DOM/CDOM **148/148**
Bldg Area Total: **4,000**
Lot Size Area:
Lot Front: **180.00**
Lot Depth: **321.00**
Tax Amount: **\$4,345**
Tax Year: **2021**
Listing Date: **08/15/2022**

State Of The Art Health Canada Licensed Craft Micro Cannabis Cultivator Located In Tillsonburg. Advanced Aeroponic Vertical Towers In Flower Room & Clone Room. Deep Water Culture In Mother Room. Recognized As The Most Efficient Cultivation Method On The Market. Some Of The Benefits Include: Better Supply Of Oxygen & Nutrients At Root Level Producing Exceptional Growth, Less Conducive To The Development Of Insects, Harmful Bacteria, Viruses & Fungi. No Expense Has Been Spared In This Meticulously Maintained Cannabis Facility. Fully Fenced/Gated Facility. Room For Expansion Possible. Huge Growing Achieved In Small Footprint, Produces Stronger, Healthier Plants With Maximum Yields. Plants Mature Faster Which Improves Productivity. 24 Vertical Towers Equates To 6336 Plants That Can Be Harvested In Each Grow Period. * Other Heating is Fan Coil*

L/Brokerage: **IPro Realty Ltd.**
L/Salesperson: **Perry Staikopoulos**
L/Brokerage 2:
L/Salesperson 2:
Seller: **2670043 Ontario Ltd**

Actual	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	76	-43.3%	-39.7%	-36.7%	-7.3%	-32.1%	1.3%
Dollar Volume	\$46,358,281	-53.5%	-30.2%	-6.2%	68.3%	64.6%	166.4%
New Listings	112	9.8%	24.4%	40.0%	36.6%	27.3%	0.9%
Active Listings	359	647.9%	343.2%	49.6%	43.0%	-14.5%	-50.6%
Sales to New Listings Ratio ¹	67.9	131.4	140.0	150.0	100.0	127.3	67.6
Months of Inventory ²	4.7	0.4	0.6	2.0	3.1	3.8	9.7
Average Price	\$609,977	-17.9%	15.8%	48.2%	81.6%	142.6%	162.9%
Median Price	\$570,000	-17.7%	18.6%	40.7%	72.7%	150.3%	143.6%
Sale to List Price Ratio ³	97.3	110.9	102.7	99.7	98.0	97.7	96.5
Median Days on Market	31.0	8.0	11.0	26.0	29.5	38.0	67.0

Year-to-date	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	1,688	-26.4%	-20.5%	-17.5%	-22.5%	-9.4%	11.6%
Dollar Volume	\$1,196,992,600	-19.3%	14.5%	42.6%	63.8%	152.3%	252.5%
New Listings	3,128	20.3%	35.3%	22.1%	20.3%	29.1%	18.2%
Active Listings ⁴	328	169.4%	56.4%	-8.7%	-3.7%	-47.3%	-63.6%
Sales to New Listings Ratio ⁵	54.0	88.2	91.8	79.8	83.8	76.9	57.2
Months of Inventory ⁶	2.3	0.6	1.2	2.1	1.9	4.0	7.1
Average Price	\$709,119	9.7%	44.0%	72.8%	111.4%	178.5%	216.0%
Median Price	\$665,000	9.9%	43.8%	70.6%	107.8%	183.0%	209.3%
Sale to List Price Ratio ⁷	106.6	108.7	101.9	99.9	100.7	97.4	96.7
Median Days on Market	10.0	7.0	14.0	20.0	16.0	44.0	58.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

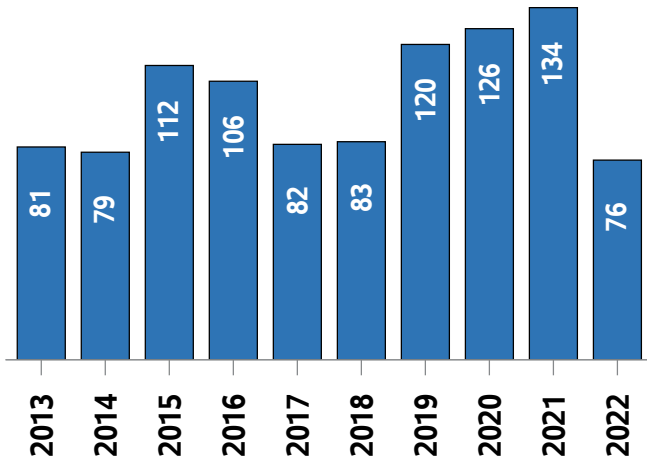
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

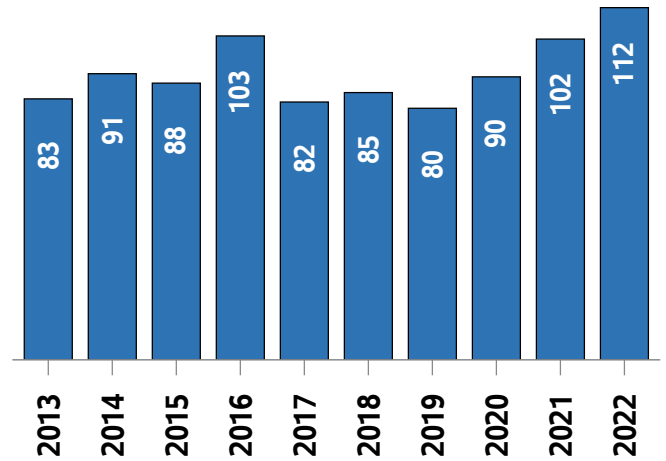
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

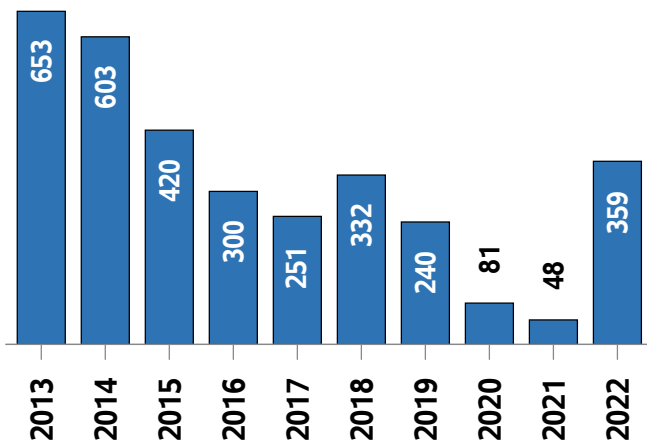
Sales Activity (December only)



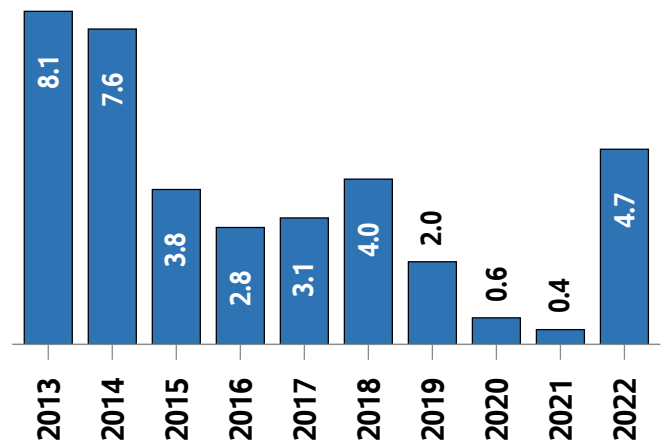
New Listings (December only)



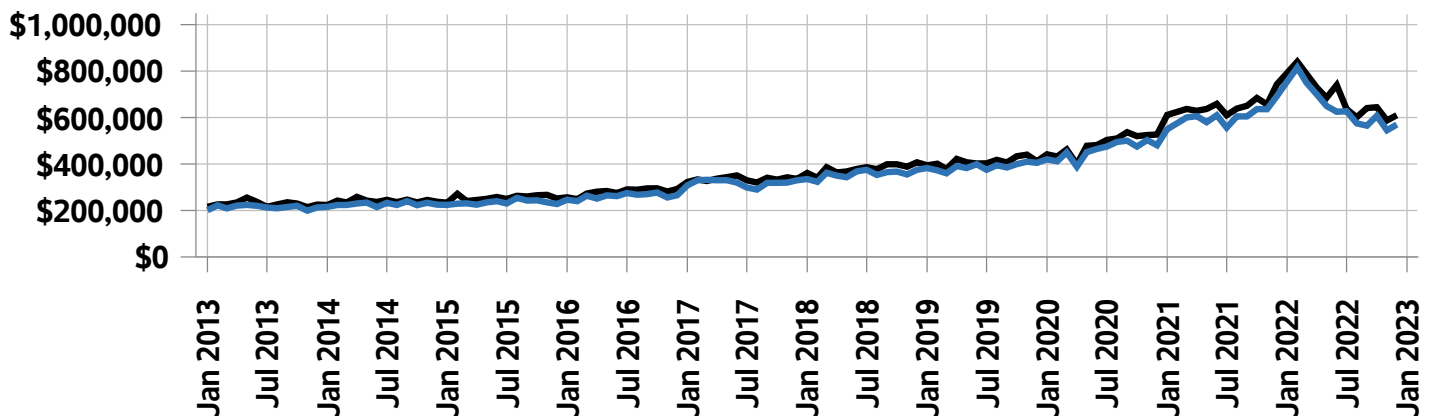
Active Listings (December only)



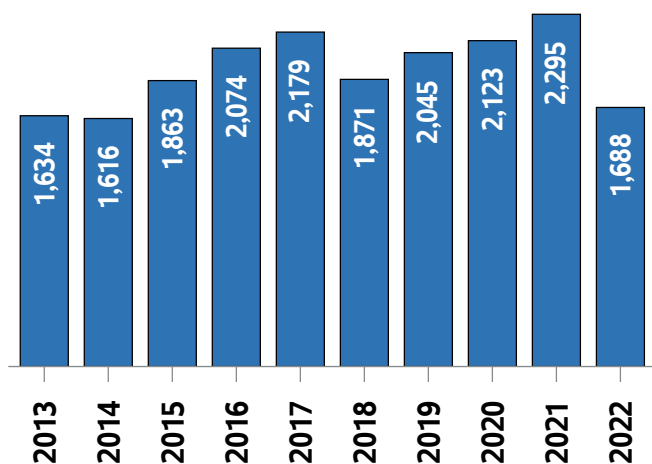
Months of Inventory (December only)



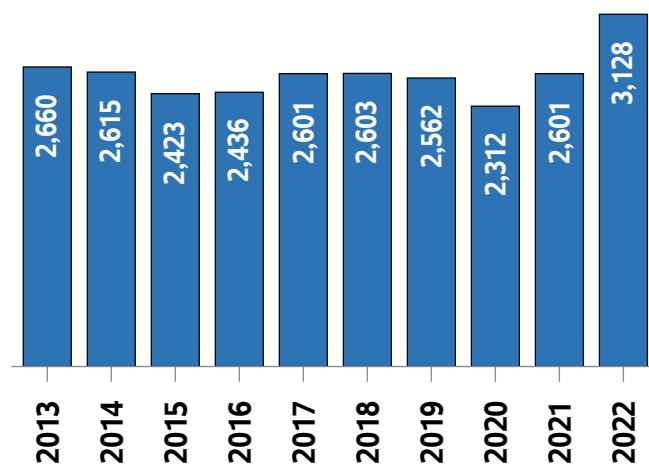
Average Price and Median Price



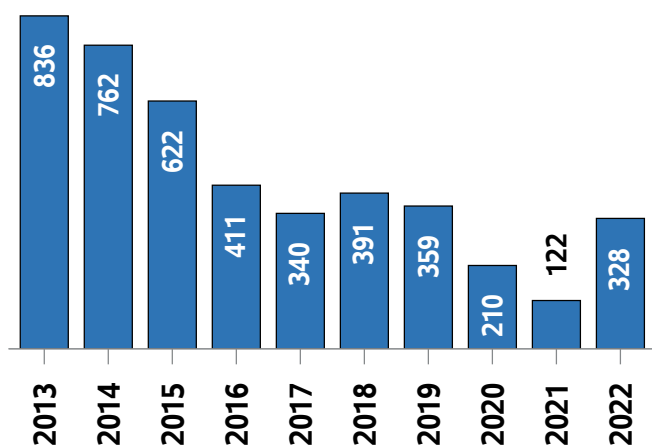
Sales Activity (December Year-to-date)



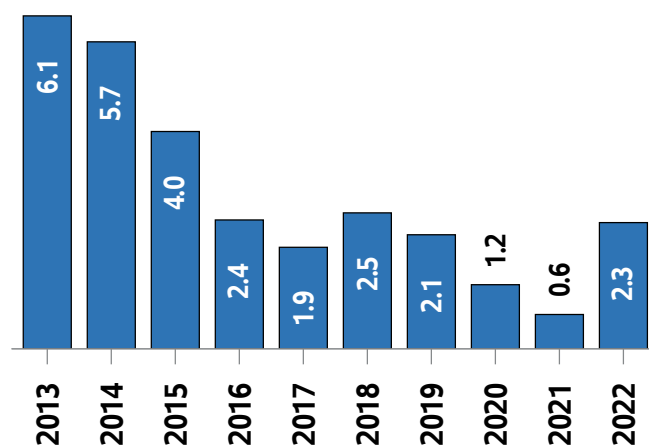
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



Months of Inventory ² (December Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	14	-33.3%	-56.3%	-41.7%	-6.7%	-36.4%	-17.6%
Dollar Volume	\$8,028,000	-40.6%	-41.1%	-10.4%	86.4%	51.8%	122.5%
New Listings	20	33.3%	-35.5%	33.3%	81.8%	33.3%	-4.8%
Active Listings	78	1,014.3%	254.5%	56.0%	36.8%	4.0%	-41.8%
Sales to New Listings Ratio ¹	70.0	140.0	103.2	160.0	136.4	146.7	81.0
Months of Inventory ²	5.6	0.3	0.7	2.1	3.8	3.4	7.9
Average Price	\$573,429	-10.9%	34.5%	53.5%	99.7%	138.6%	170.1%
Median Price	\$557,500	-10.7%	47.7%	62.1%	100.5%	163.0%	153.4%
Sale to List Price Ratio ³	98.2	108.1	101.4	100.5	97.2	96.8	97.1
Median Days on Market	44.5	7.0	5.5	52.0	34.0	63.5	85.0

Year-to-date	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	292	-27.9%	-28.6%	-8.2%	-14.9%	-10.7%	-3.6%
Dollar Volume	\$185,820,504	-20.3%	3.0%	62.0%	82.8%	146.7%	197.2%
New Listings	546	23.5%	24.7%	41.1%	40.0%	28.5%	21.6%
Active Listings ⁴	63	223.8%	34.7%	10.9%	-3.8%	-48.2%	-64.8%
Sales to New Listings Ratio ⁵	53.5	91.6	93.4	82.2	87.9	76.9	67.5
Months of Inventory ⁶	2.6	0.6	1.4	2.2	2.3	4.5	7.1
Average Price	\$636,372	10.5%	44.3%	76.4%	114.7%	176.3%	208.4%
Median Price	\$625,000	13.6%	48.8%	81.2%	123.2%	177.8%	204.9%
Sale to List Price Ratio ⁷	103.9	106.5	100.1	98.9	98.7	96.7	95.5
Median Days on Market	13.0	8.0	17.0	24.5	19.0	61.0	70.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

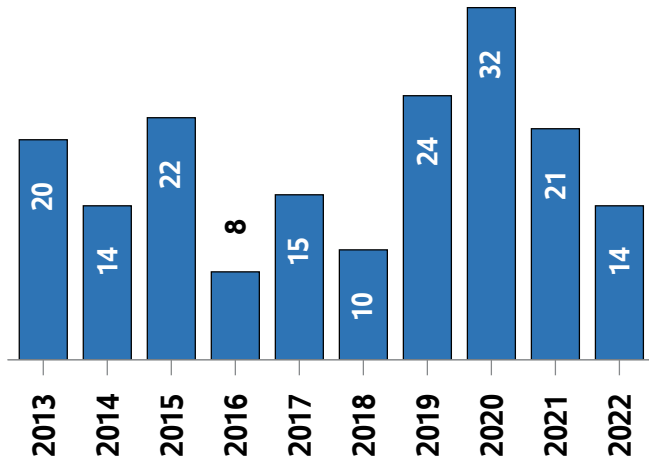
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

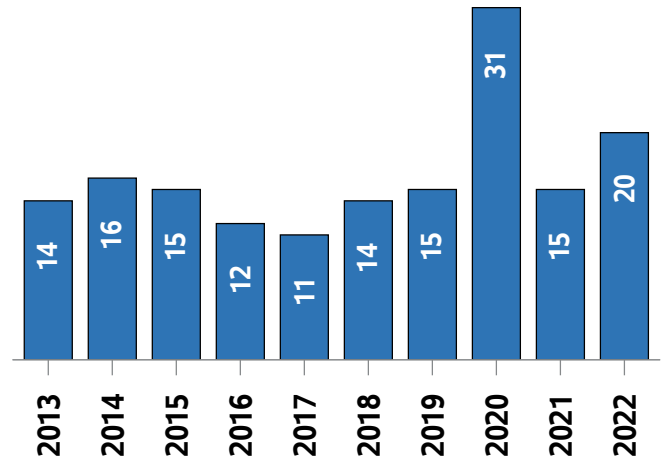
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

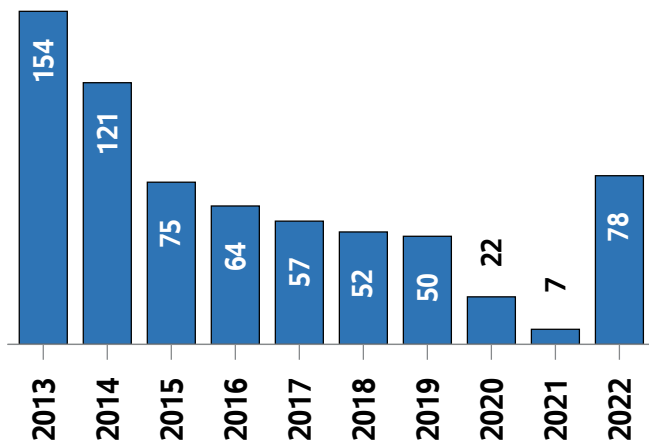
Sales Activity (December only)



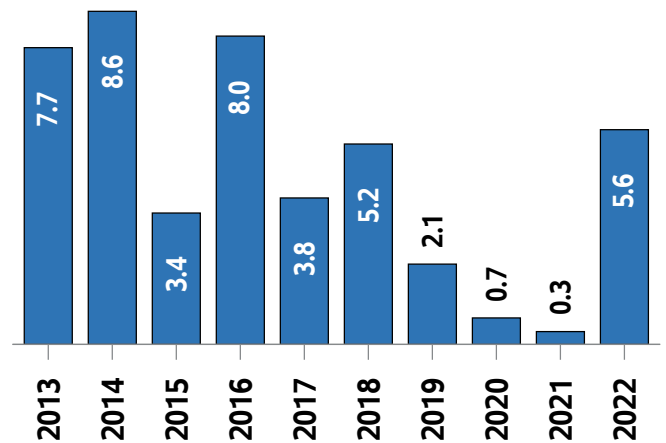
New Listings (December only)



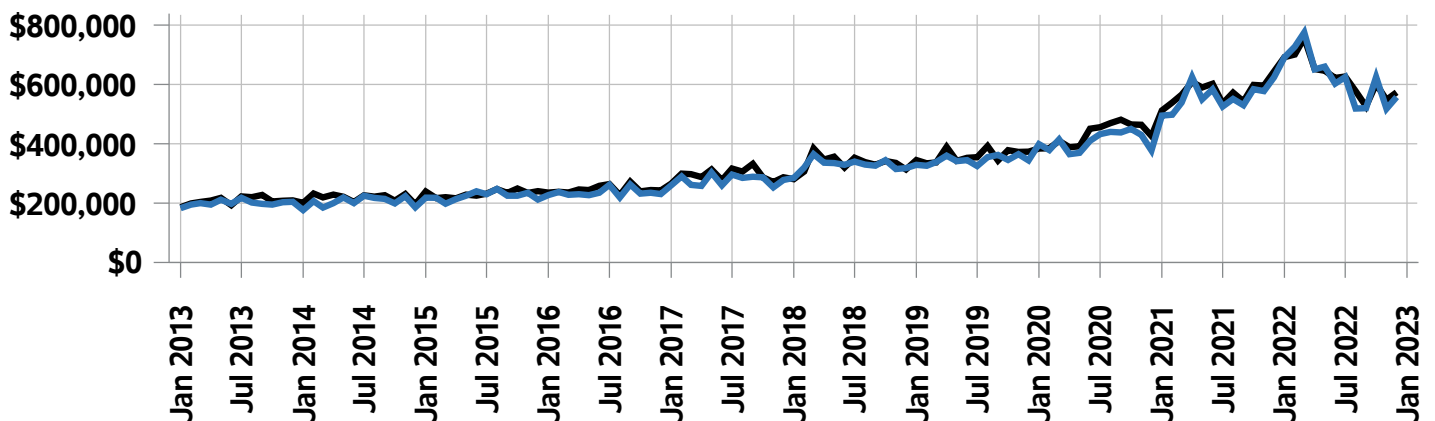
Active Listings (December only)



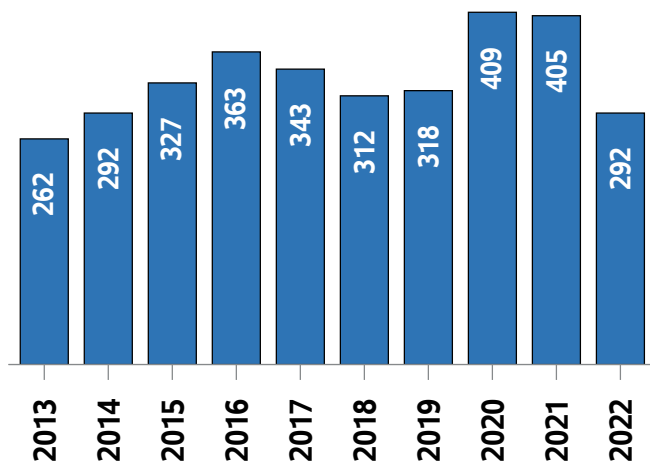
Months of Inventory (December only)



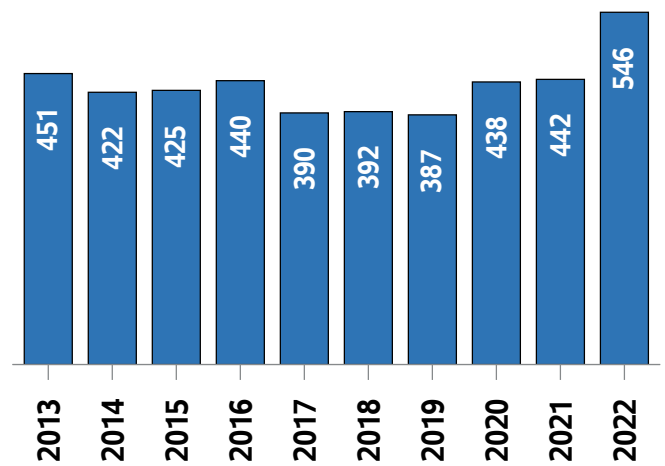
Average Price and Median Price



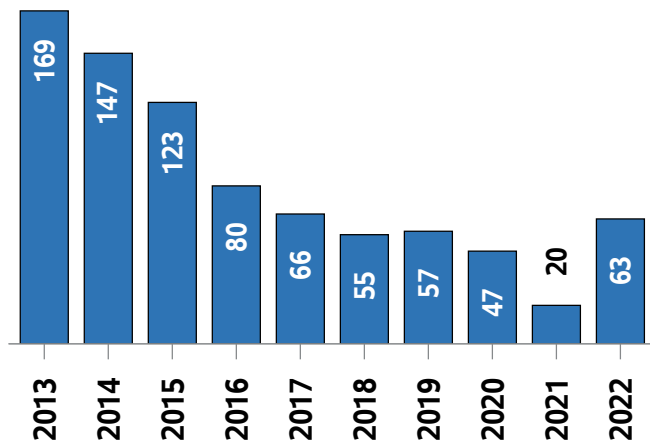
Sales Activity (December Year-to-date)



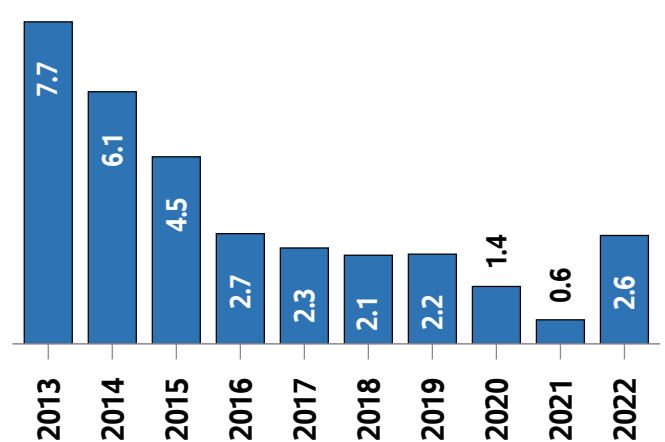
New Listings (December Year-to-date)



Active Listings ¹(December Year-to-date)



Months of Inventory ²(December Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

Actual	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	9	-57.1%	-10.0%	-35.7%	-25.0%	-35.7%	-10.0%
Dollar Volume	\$4,805,100	-66.9%	-8.1%	-13.1%	46.8%	59.3%	119.9%
New Listings	13	8.3%	62.5%	62.5%	30.0%	18.2%	-23.5%
Active Listings	32	540.0%	88.2%	68.4%	113.3%	-34.7%	-62.8%
Sales to New Listings Ratio ¹	69.2	175.0	125.0	175.0	120.0	127.3	58.8
Months of Inventory ²	3.6	0.2	1.7	1.4	1.3	3.5	8.6
Average Price	\$533,900	-22.8%	2.1%	35.2%	95.7%	147.8%	144.3%
Median Price	\$518,500	-25.6%	-14.2%	28.7%	66.7%	125.9%	112.9%
Sale to List Price Ratio ³	97.1	109.3	102.0	99.1	97.8	100.0	94.7
Median Days on Market	20.0	10.0	34.0	32.5	26.0	44.5	56.5

Year-to-date	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	215	-39.8%	-23.2%	-25.9%	-29.0%	-14.3%	12.0%
Dollar Volume	\$139,217,686	-36.6%	10.9%	30.9%	57.3%	150.7%	253.0%
New Listings	334	-8.2%	8.1%	-3.7%	3.7%	2.8%	-8.2%
Active Listings ⁴	30	90.4%	21.8%	-32.2%	-4.8%	-54.2%	-70.8%
Sales to New Listings Ratio ⁵	64.4	98.1	90.6	83.6	94.1	77.2	52.7
Months of Inventory ⁶	1.7	0.5	1.1	1.8	1.2	3.1	6.4
Average Price	\$647,524	5.2%	44.4%	76.5%	121.7%	192.7%	215.3%
Median Price	\$605,888	1.0%	40.9%	64.2%	107.1%	178.6%	199.9%
Sale to List Price Ratio ⁷	108.2	112.2	103.2	101.4	103.0	98.2	97.6
Median Days on Market	8.0	7.0	10.0	14.0	15.0	37.0	51.5

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Actual	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	36	-41.0%	-28.0%	-40.0%	-12.2%	-16.3%	16.1%
Dollar Volume	\$19,991,500	-54.6%	-22.5%	-21.3%	51.2%	106.4%	194.1%
New Listings	41	-19.6%	28.1%	20.6%	-2.4%	2.5%	0.0%
Active Listings	102	684.6%	410.0%	56.9%	14.6%	-34.6%	-62.8%
Sales to New Listings Ratio ¹	87.8	119.6	156.3	176.5	97.6	107.5	75.6
Months of Inventory ²	2.8	0.2	0.4	1.1	2.2	3.6	8.8
Average Price	\$555,319	-23.0%	7.7%	31.1%	72.2%	146.6%	153.3%
Median Price	\$544,000	-25.0%	10.9%	29.6%	67.4%	172.0%	149.5%
Sale to List Price Ratio ³	98.3	113.4	104.7	100.1	98.4	97.9	97.5
Median Days on Market	36.0	7.0	9.0	19.0	25.0	38.0	68.0

Year-to-date	December 2022	Compared to ⁸					
		December 2021	December 2020	December 2019	December 2017	December 2015	December 2012
Sales Activity	766	-23.1%	-13.9%	-15.5%	-25.4%	-10.8%	17.8%
Dollar Volume	\$529,395,896	-14.6%	23.4%	45.5%	53.6%	151.4%	284.3%
New Listings	1,366	18.5%	37.3%	24.0%	13.5%	32.1%	29.2%
Active Listings ⁴	122	156.8%	88.7%	-6.1%	5.8%	-46.6%	-65.2%
Sales to New Listings Ratio ⁵	56.1	86.4	89.4	82.3	85.4	83.1	61.5
Months of Inventory ⁶	1.9	0.6	0.9	1.7	1.3	3.2	6.5
Average Price	\$691,117	11.1%	43.4%	72.3%	106.0%	181.9%	226.1%
Median Price	\$655,000	9.2%	40.3%	68.4%	101.5%	182.3%	219.5%
Sale to List Price Ratio ⁷	107.5	109.4	102.9	100.1	101.1	97.9	97.3
Median Days on Market	10.0	7.0	10.0	19.0	15.0	38.0	57.5

¹ Sales / new listings * 100; compared to levels from previous periods.

² Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

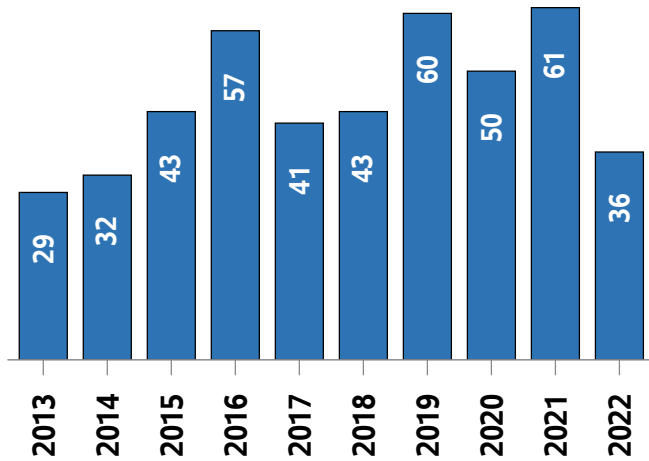
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

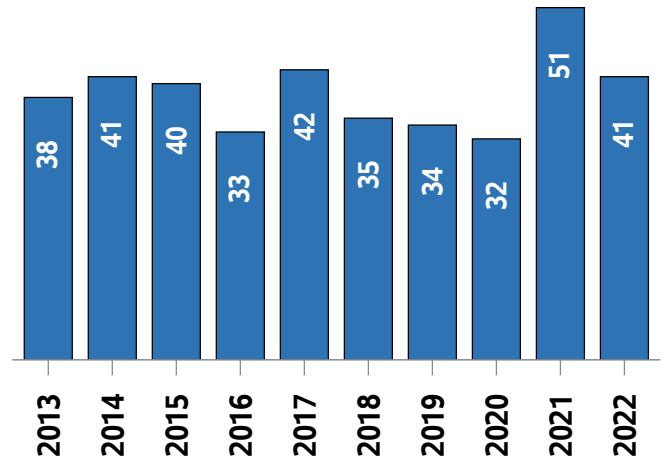
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

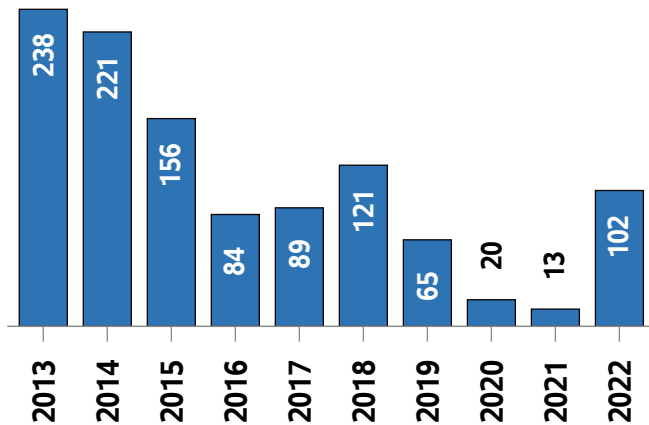
Sales Activity (December only)



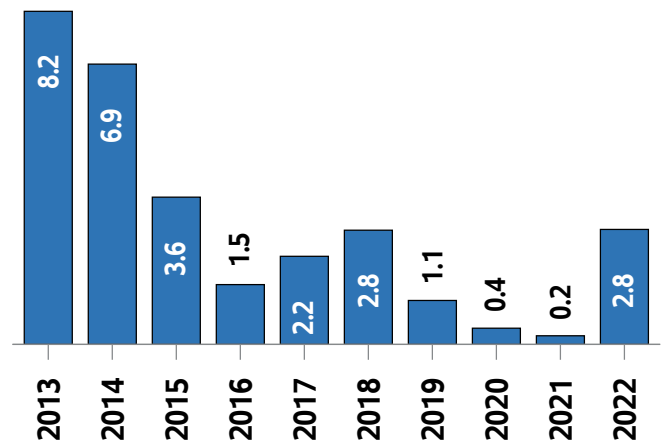
New Listings (December only)



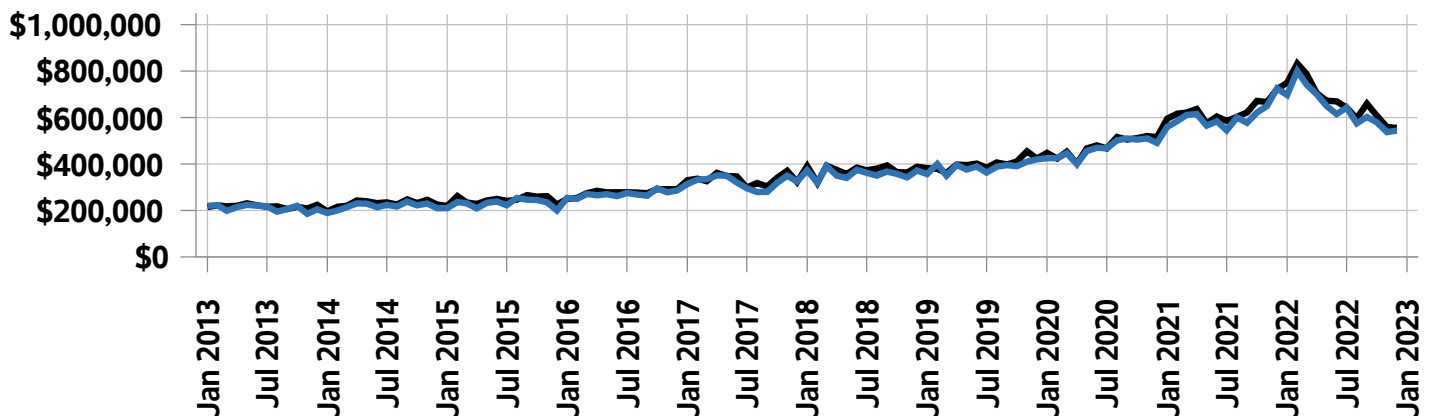
Active Listings (December only)



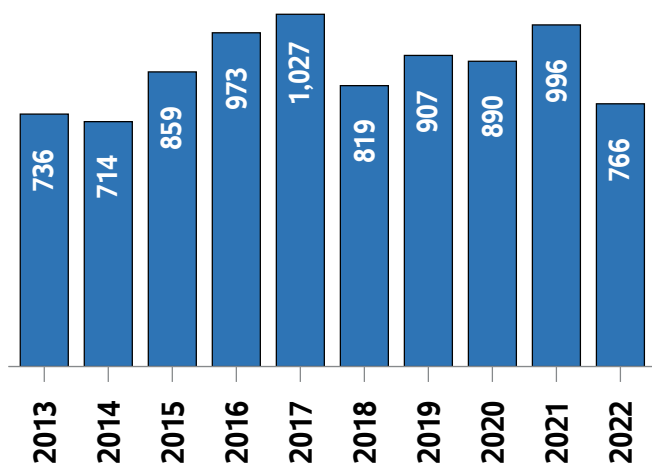
Months of Inventory (December only)



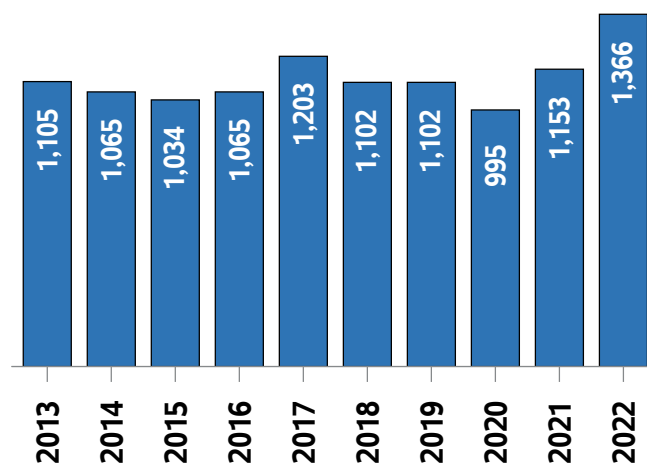
Average Price and Median Price



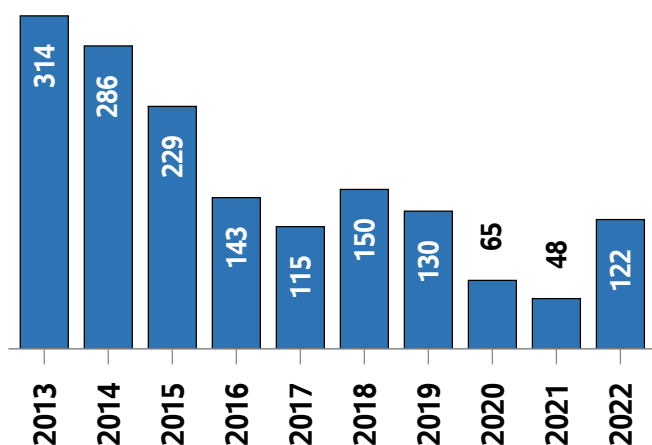
Sales Activity (December Year-to-date)



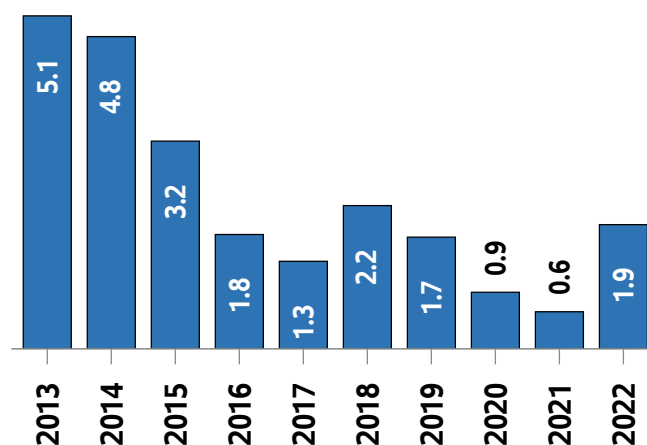
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



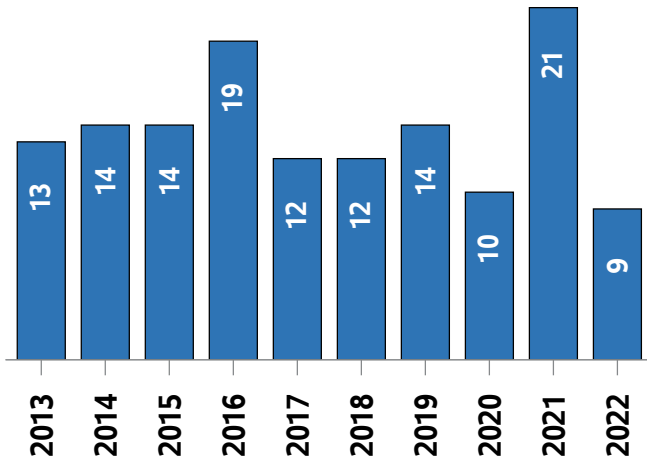
Months of Inventory ² (December Year-to-date)



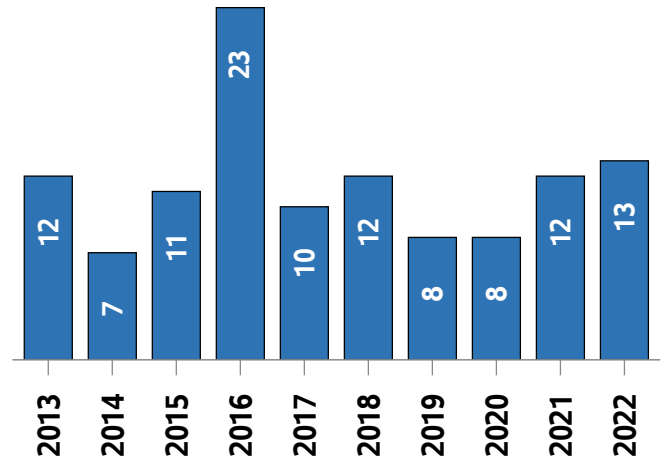
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

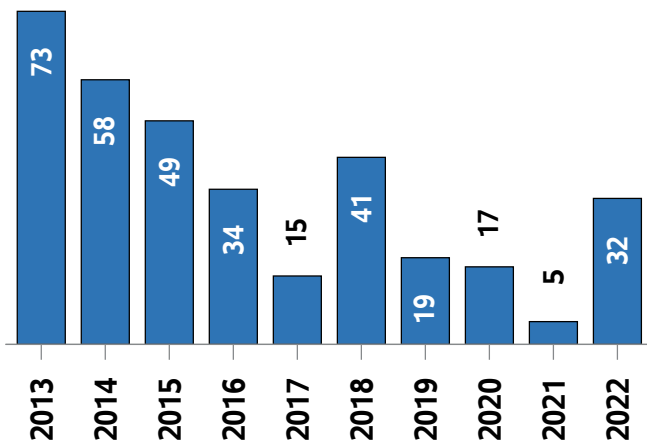
Sales Activity (December only)



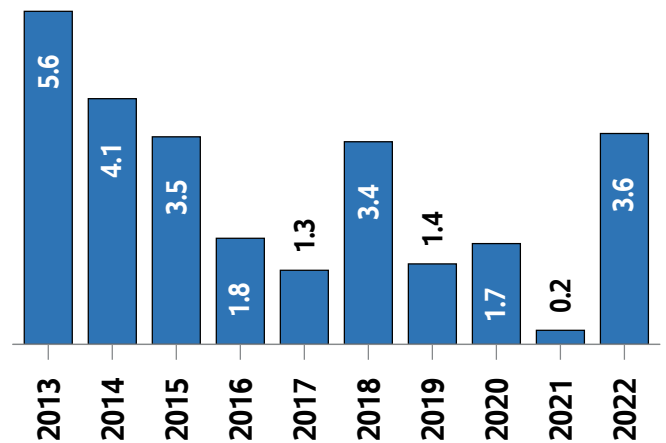
New Listings (December only)



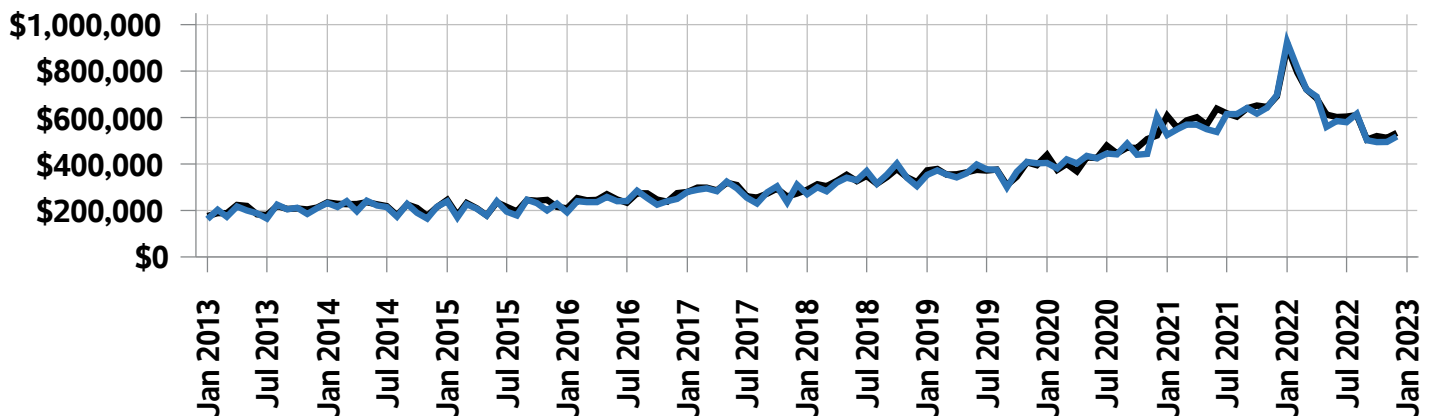
Active Listings (December only)



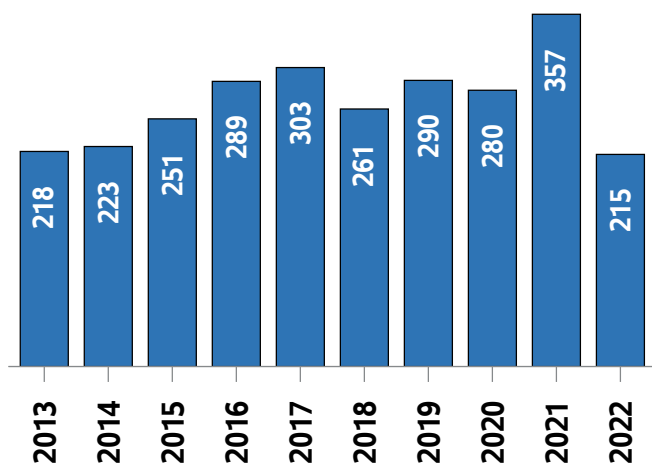
Months of Inventory (December only)



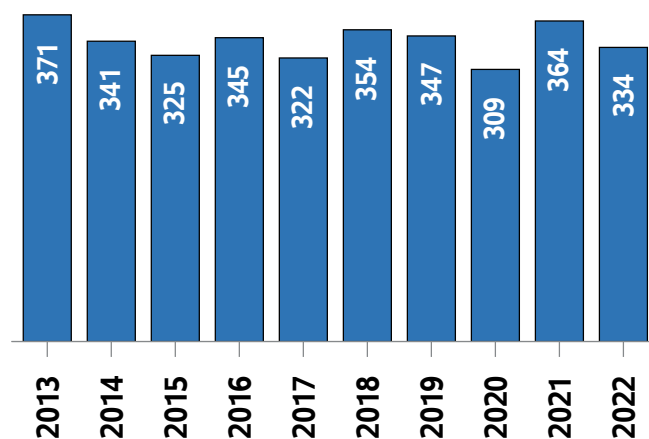
Average Price and Median Price



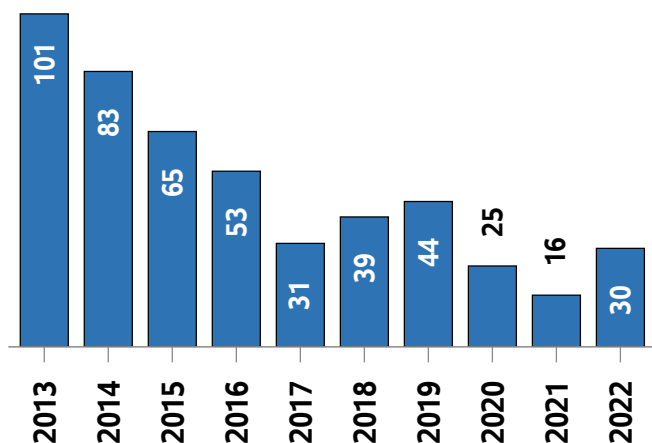
Sales Activity (December Year-to-date)



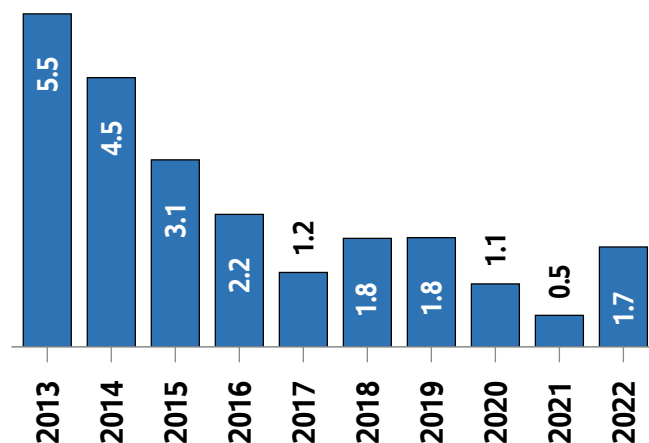
New Listings (December Year-to-date)



Active Listings ¹(December Year-to-date)



Months of Inventory ²(December Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.