

DETACHED	SEP 30	AUG 31	% CHG
Units Sold	104	130	-20%
Active Listings	823	643	28%
Absorption	7.9 mo.	← 4.9 mo.	

TOWNHOMES	SEP 30	AUG 31	% CHG
Units Sold	52	57	-9%
Active Listings	296	254	17%
Absorption	5.7 mo.	← 4.5 mo.	

CONDOS	SEP 30	AUG 31	% CHG
Units Sold	317	337	-6%
Active Listings	1,970	1,836	7%
Absorption	6.2 mo.	← 5.4 mo.	

The market has cooled. As you can see, in all categories, we had a decrease in units sold and an increase in inventory. The biggest change was in single detached. The result is we currently have a balanced market across the board and trending towards a buyer's market.

Taking a quick look at how October is doing 11 days into the month and this trend continues and is showing no signs of picking up. To those in the market and wanting to size up...the best time to do this is in a down market. We may not be there yet but keep an eye on the numbers and look for opportunities. To those looking to sell you need to be very aware of today's value and price accordingly.

