

Baldwin Condos Real Estate: Annual Trends Report

Market Indicators

Annual Trends

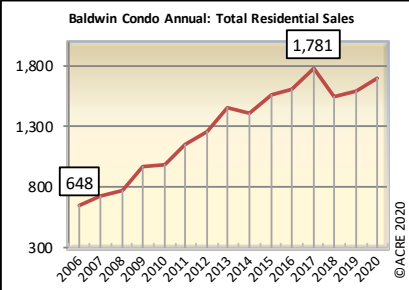
Infographs

Total Residential Sales

Baldwin Condo sales for the year of 2020 totaled 1,703 units, representing an increase of 108 transactions when compared to 1,595 units that were sold in the year of 2019.

Last Year
vs. Previous Year
vs. 5-Yr Avg
vs. Peak
vs. Trough

2020	1,703	
2019	1,595	6.8%
15-'19	1,617	5.3%
2017	1,781	-4.4%
2006	648	162.8%



Graph: 2006-2020
(Per Annum)

ACRE Commentary

"Compared to historical data, annual sales are 3.7% above the 3-year annual average and 5.3% above the 5-year annual average."

Historical Home Sales

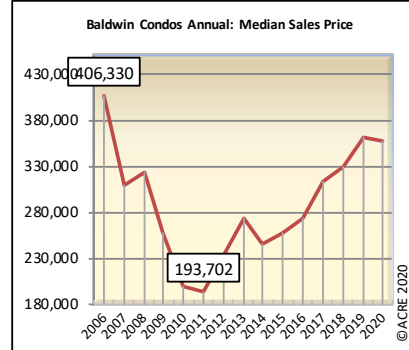
2019	1,595
2018	1,549
2017	1,781
2016	1,601
2015	1,559
5- Year Avg:	1,617
3- Year Avg:	1,642

Median Sales Price

The median sales price for Baldwin Condos for the year of 2020 was \$357,031, a 1.2% decrease from the year of 2019's median sales price of \$361,350.

Last Year
vs. Previous Year
vs. 5-Yr Avg

2020	357,031	
2019	361,350	-1.2%
15-'19	307,138	16.2%



Graph: 2006-2020
(Per Annum)

Median Peak
Trough

2006	406,330	-12.1%
2011	193,702	84.3%

ACRE Commentary

"Compared to historical data to the right, the annual median price is 6.7% above the 3-year annual average and 16.2% above the 5-year annual average."

Historical Median Selling Price

2019	361,350
2018	329,844
2017	312,942
2016	274,283
2015	257,273
5- Year Avg:	307,138
3- Year Avg:	334,712



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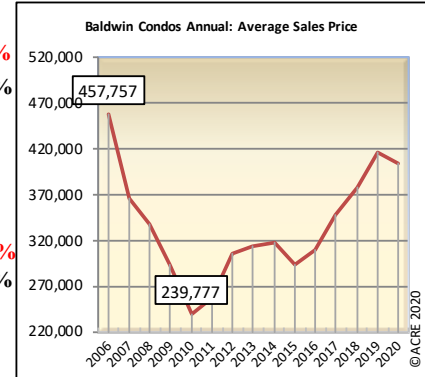
Infographs

Average Sales Prices

The average sales price for Baldwin Condos for the year of 2020 was \$404,252, a 3.0% decrease from the year of 2019's average sales price of \$416,628.

Last Year	2020	404,254	
vs. Previous Year	2019	416,628	-3.0%
vs. 5-Yr Avg	15-'19	349,591	15.6%

Average Peak	2006	457,757	-11.7%
Trough	2010	239,777	68.6%



Graph: 2006-2020
(Per Annum)

ACRE Commentary

"Compared to historical data to the right, the annual average price is 6.1% above the 3-year annual average and 15.6% above the 5-year annual average."

Historical Average Selling Price

2019	416,628
2018	378,929
2017	348,393
2016	310,198
2015	293,807

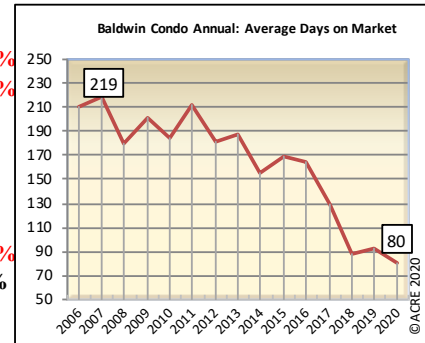
5-Year Avg:	349,591
3-Year Avg:	381,317

Days on Market (DOM)

The average number of days on the market in the year of 2020 was 80, representing a decrease of 13.2% from 93 days on market in the year of 2019.

Last Year	2020	80	
vs. Previous Year	2019	93	-13.2%
vs. 5-Yr Avg	15-'19	129	-37.4%

DOM Peak	2007	219	-63.3%
Trough	2020	80	0.5%



Graph: 2006-2020
(Per Annum)

ACRE Commentary

"The 5-year DOM average ('15-'19) for the year is 129 days, 49 days higher than current results. Compared to historical data to the right, the annual DOM is 38.0% below the 5-year annual average, and 22.3% below the 3-year average."

Historical Average DOM

2019	93
2018	87
2017	129
2016	164
2015	169

5-Year Avg:	129
3-Year Avg:	103



Market Indicators

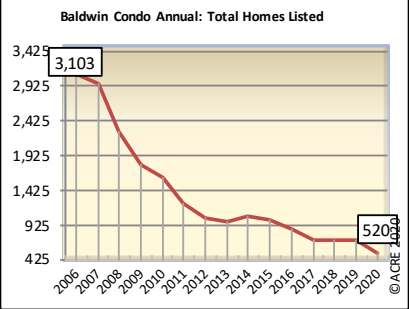
Annual Trends

Infographs

Homes Listed for Sale

Baldwin Condo average number of residential units available for sale in the year of 2020 decreased by **198 units**, when compared to the year of 2019.

Last Year	2020	520	
vs. Previous Year	2019	718	-27.6%
vs. 5-Yr Avg	15-'19	807	-35.6%
Inventory Peak	2006	3,103	-83.3%
Trough	2020	520	-0.1%



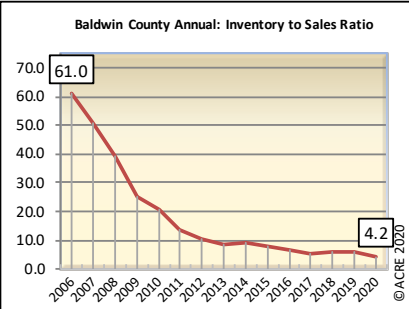
Graph: 2006-2020
(Per Annum)

ACRE Commentary	Historical Total Homes Listed
"The 5-year inventory average ('15-'19) is 807 units, 287 units higher than current results. Compared to historical data to the right, the number of homes listed for sale are 35.6% below the 5-year annual average, and 27.7% below the 3-year annual average."	2019 718
	2018 720
	2017 718
	2016 872
	2015 1,005
	5-Year Avg: 807
	3-Year Avg: 719

Inventory-to-Sales Ratio

Definition: The inventory for sale divided by the current annual sales volume equals the number of months of supply (Market considered to be in balance at approximately 6 months).

Last Year	2020	4.2	
vs. Previous Year	2019	5.7	-26.4%
vs. 5-Yr Avg	15-'19	6.3	-32.6%
I/S Ratio Peak	2006	61.0	-93.1%
Trough	2020	4.2	0.4%



Graph: 2006-2020
(Per Annum)

ACRE Commentary	Historical I/S Ratio
"Compared to historical data to the right, the annual supply is 23.6% below the 3-year annual average and 33.3% below the 5-year annual average."	2019 5.7
	2018 5.7
	2017 5.1
	2016 6.7
	2015 7.9
	5-Year Avg: 6.3
	3- Year Avg: 5.5

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