

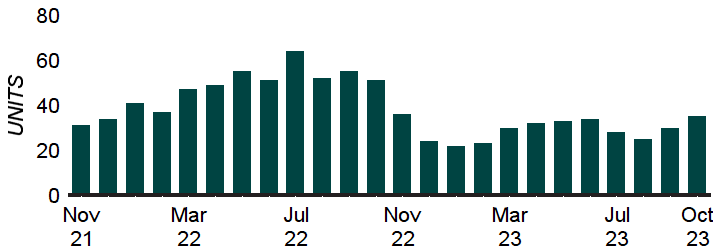
# OCTOBER 2023 MARKET REPORT

Lakeland (Westchester)  
Single Family

|                        | October 2023 | CHANGE FROM September 2023 | CHANGE FROM October 2022 |
|------------------------|--------------|----------------------------|--------------------------|
| MEDIAN SALE PRICE      | \$570,000    | ▲ 3.60%                    | ▲ 8.60%                  |
| AVERAGE SALE PRICE     | \$563,709    | ▼ -2.40%                   | ▲ 7.20%                  |
| UNITS SOLD             | 21           | ▼ -27.60%                  | ▼ -32.30%                |
| AVERAGE DAYS ON MARKET | 24           | 0.00%                      | ▼ -27.30%                |
| % OF SALES PRICE       | 104.32       | ▲ 1.50%                    | ▲ 1.70%                  |
| UNITS FOR SALE         | 35           | ▲ 16.70%                   | ▼ -31.40%                |
| MONTHS OF INVENTORY    | 1.70         | ▲ 70.00%                   | ▲ 6.30%                  |

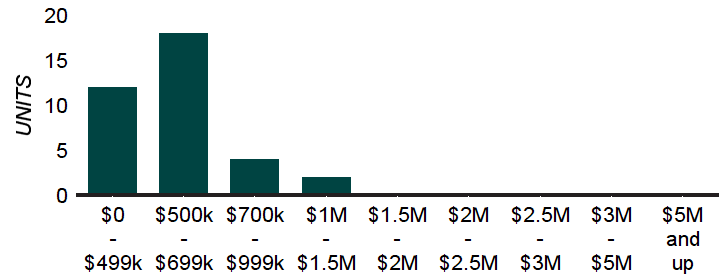
## HOMES FOR SALE

Number of homes listed for sale, end of month



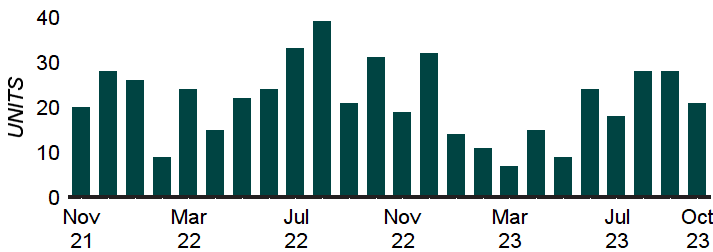
## HOMES FOR SALE BY PRICE RANGE

Number of homes listed for sale at the end of month



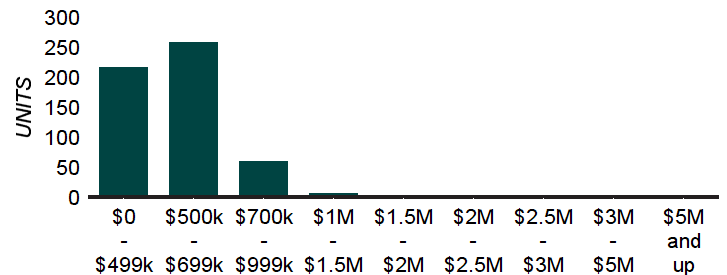
## HOMES SOLD

Number of homes sold



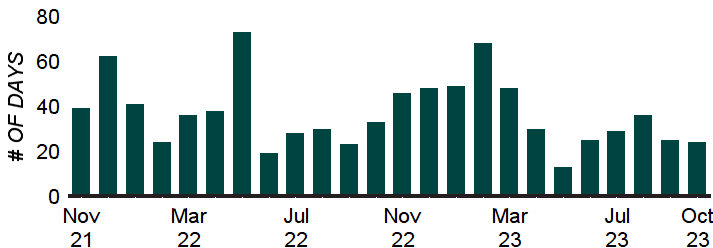
## HOMES SOLD BY PRICE RANGE

Number of homes sold in the previous two years



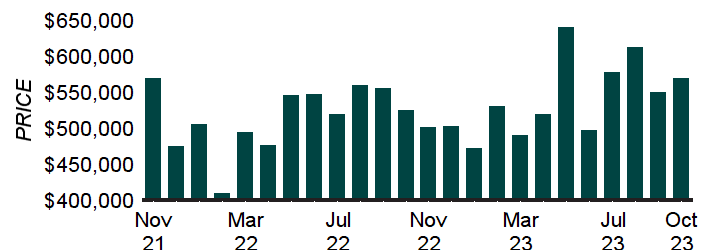
## DAYS ON MARKET - SOLDS

Average days on market for all homes sold



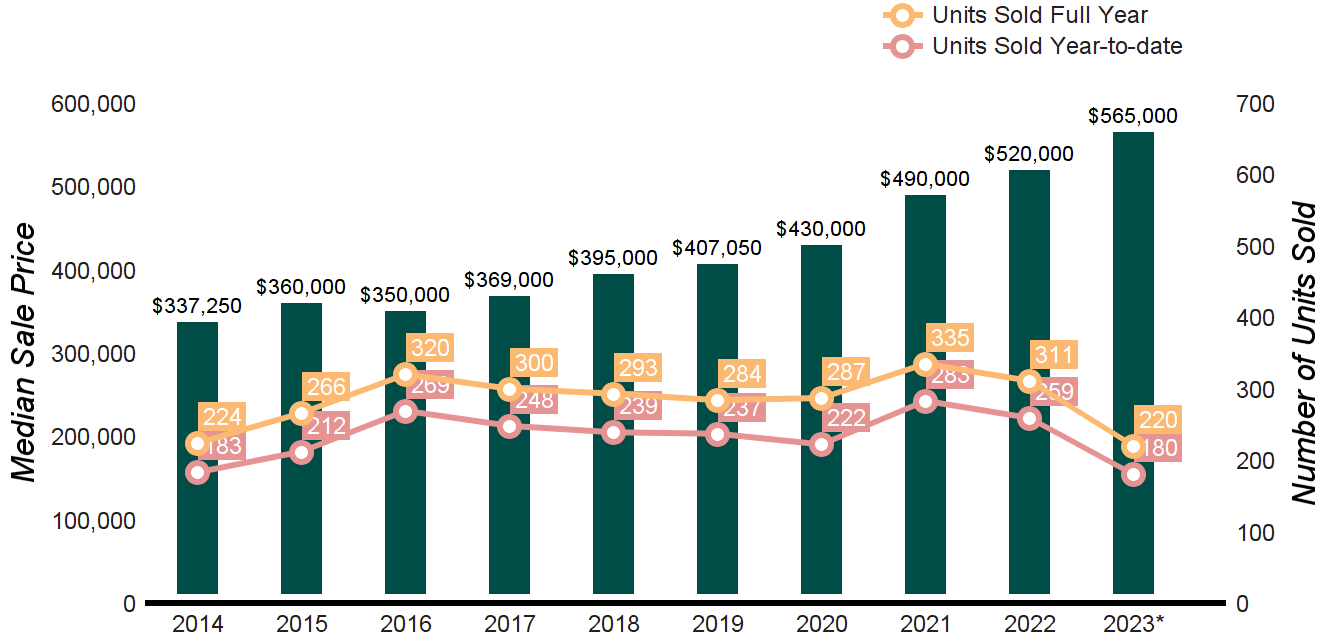
## MEDIAN SALE PRICE

Price of the "middle" homes sold - an equal number of sales were above AND below this price



# TEN-YEAR MARKET HISTORY

Lakeland (Westchester)  
Single Family



|                          | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      | 2021      | 2022      | 2023*     |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>UNITS SOLD</b>        | 224       | 266       | 320       | 300       | 293       | 284       | 287       | 335       | 311       | 220       |
|                          | ▲ 6%      | ▲ 19%     | ▲ 20%     | ▼ 6%      | ▼ 2%      | ▼ 3%      | ▲ 1%      | ▲ 17%     | ▼ 7%      | ▼ 29%     |
| <b>MEDIAN SOLD PRICE</b> | \$337,250 | \$360,000 | \$350,000 | \$369,000 | \$395,000 | \$407,050 | \$430,000 | \$490,000 | \$520,000 | \$565,000 |
|                          | ▲ 5%      | ▲ 7%      | ▼ 3%      | ▲ 5%      | ▲ 7%      | ▲ 3%      | ▲ 6%      | ▲ 14%     | ▲ 6%      | ▲ 9%      |