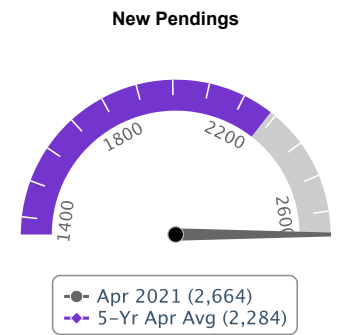
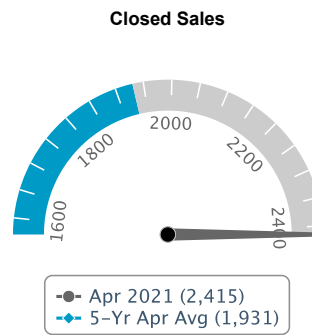


Association Executive Report

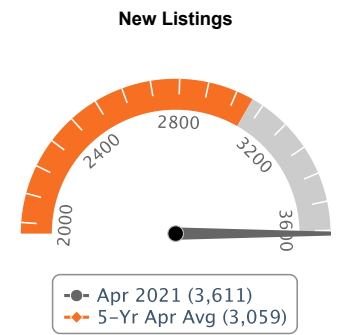
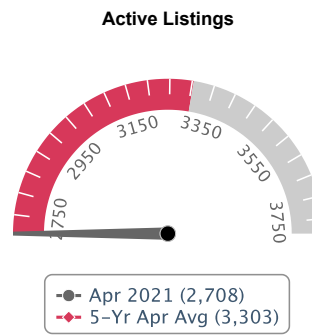
# April 2021

## Greater Capital Area Association of REALTORS

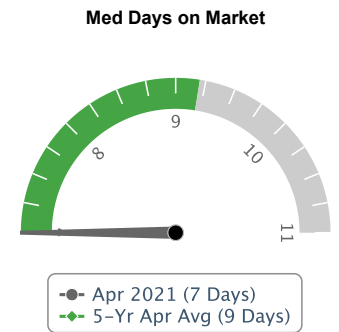
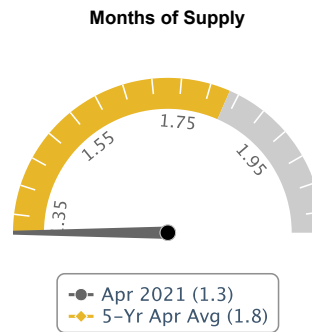
Statistic	Apr	YoY	MoM
<b>Total Sold Dollar Volume</b>	1,707,913,553	+ 69%	+ 19%
<b>Closed Sales</b>	2,415	+ 53.7%	+ 15.9%
<b>Median Sold Price</b>	\$590,000	+ 10.6%	+ 5.8%
<b>Average Sold Price</b>	\$727,657	+ 13.1%	+ 3.7%
<b>Median Days on Market</b>	7 days	0%	0%
<b>Average Days on Market</b>	19 days	- 20.8%	- 26.9%
<b>Median Price per Sq Foot</b>	\$341	+ 16%	- 2.9%
<b>Average Price per Sq Foot</b>	\$403	+ 17.5%	+ 0.3%



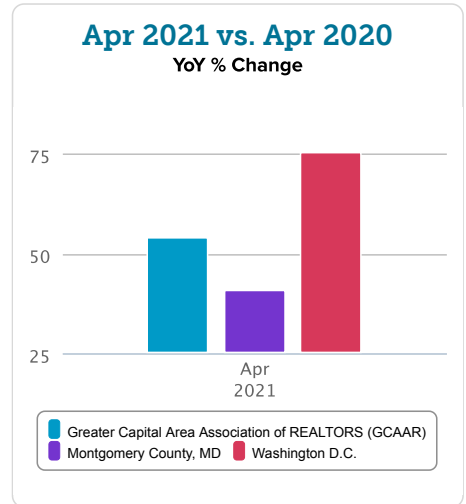
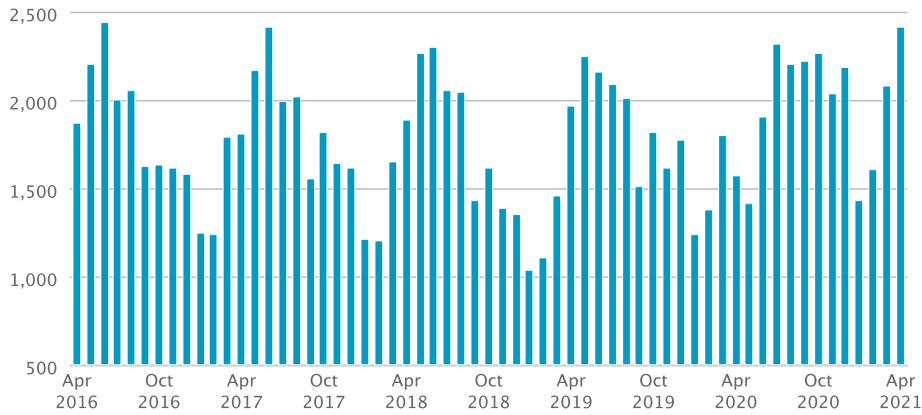
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for April was \$590,000, representing an increase of 5.8% compared to last month and an increase of 10.6% from Apr 2020. The average days on market for units sold in April was 19 days, 26% below the 5-year April average of 26 days. There was a 1% month over month decrease in new contract activity with 2,664 New Pendencies; a 5.5% MoM increase in All Pendencies (new contracts + contracts carried over from March) to 3,213; and a 17% increase in supply to 2,708 active units.



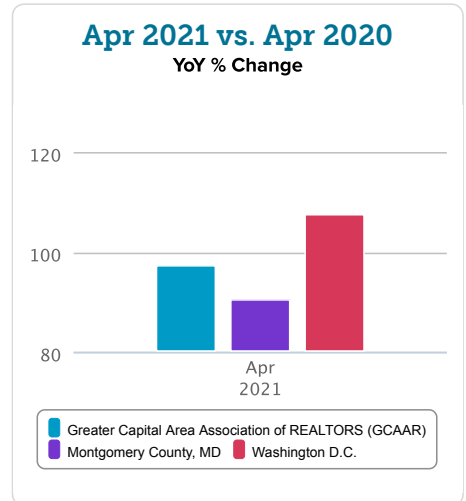
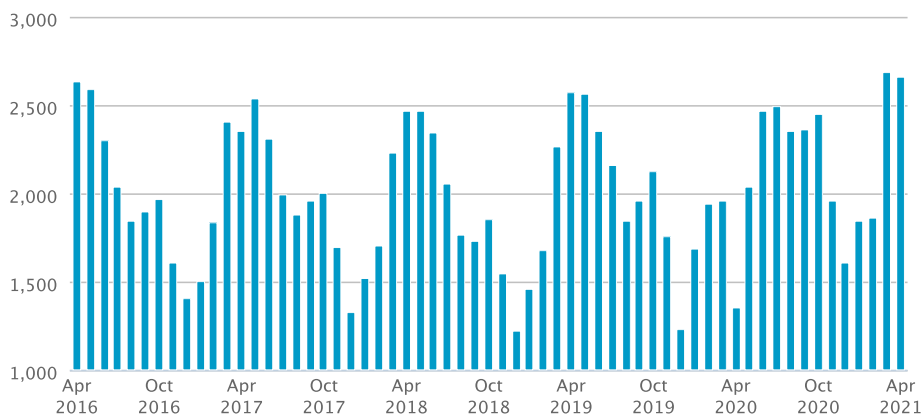
This activity resulted in a Contract Ratio of 1.19 pendencies per active listing, down from 1.32 in March and an increase from 0.72 in April 2020. The Contract Ratio is 28% higher than the 5-year April average of 0.93. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



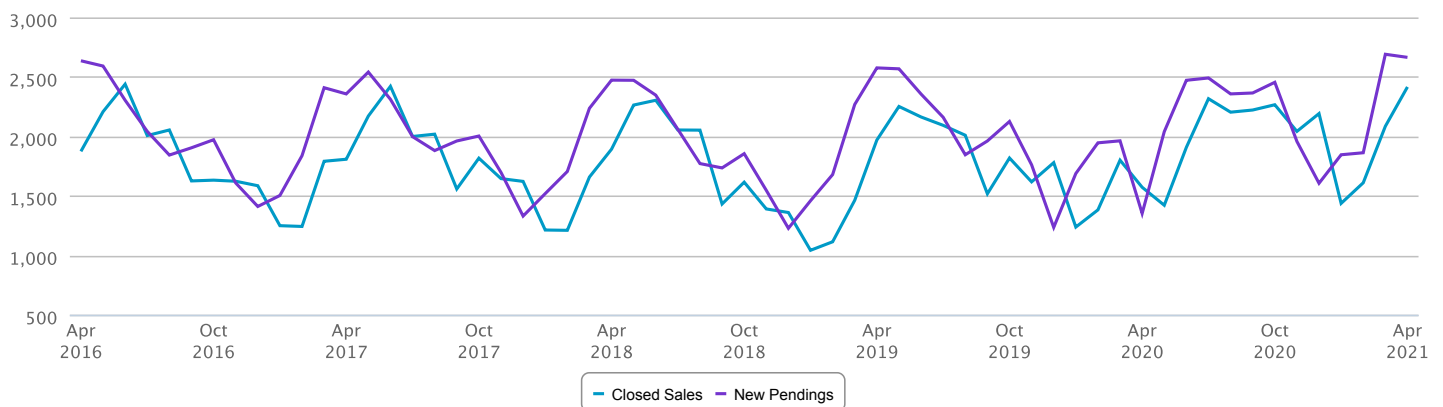
## Closed Sales



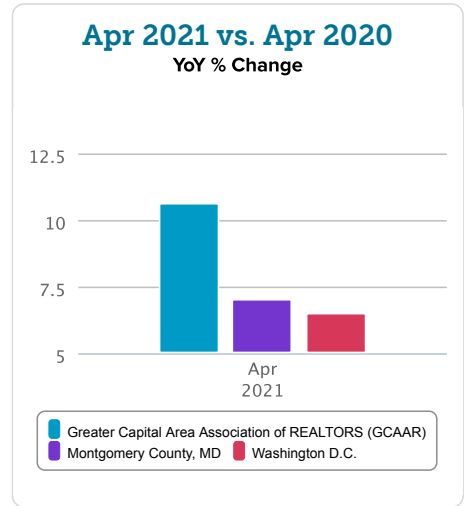
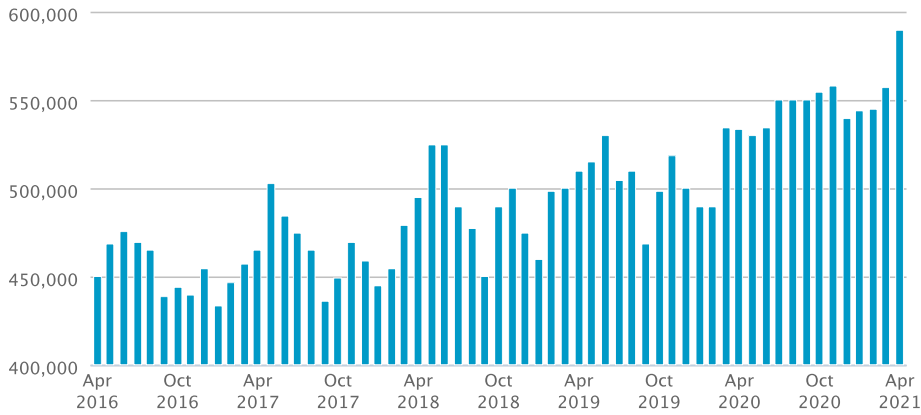
## New Pendings



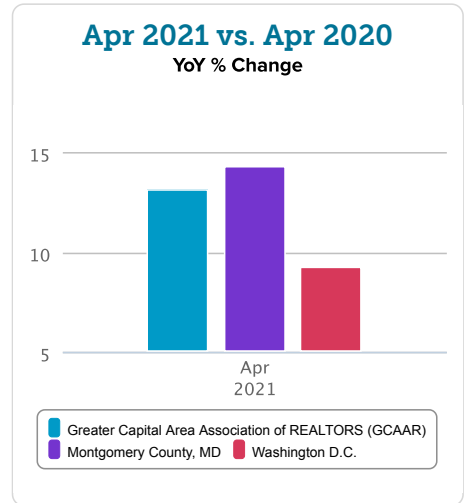
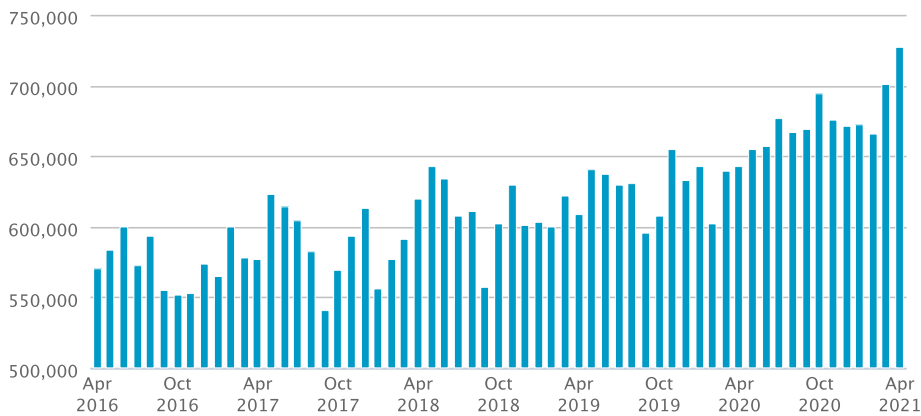
## Closed Sales vs. New Pendings



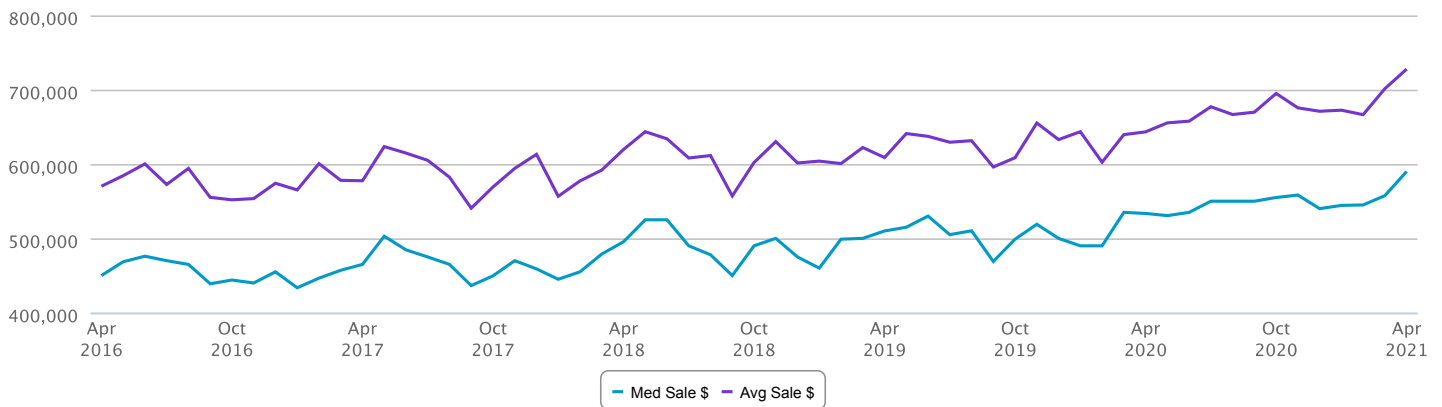
## Median Sale Price



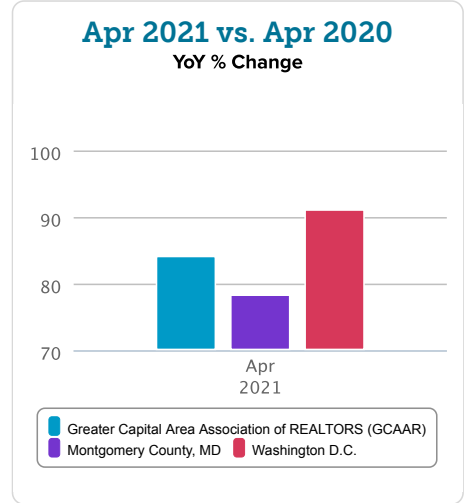
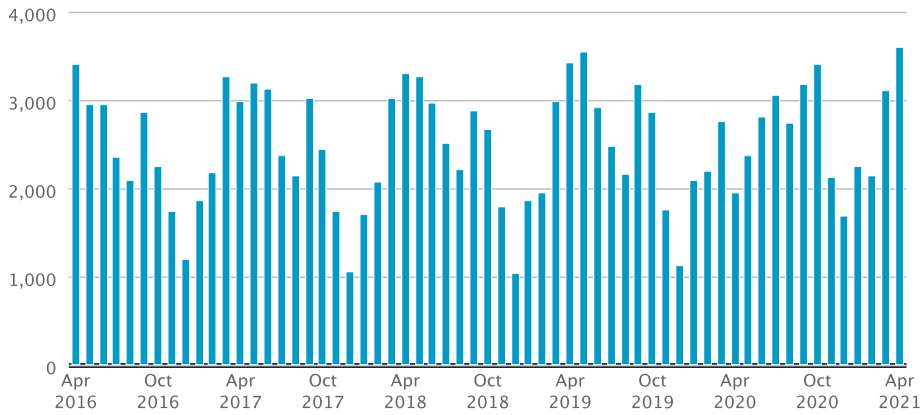
## Average Sale Price



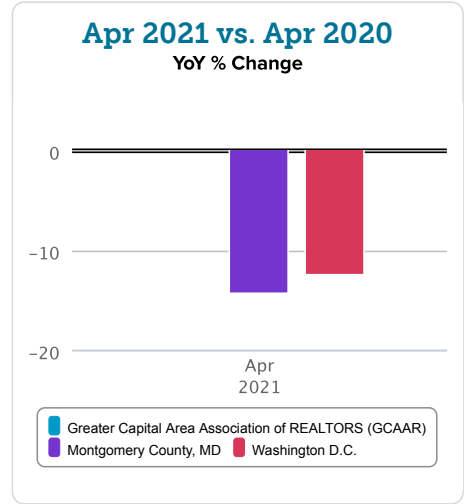
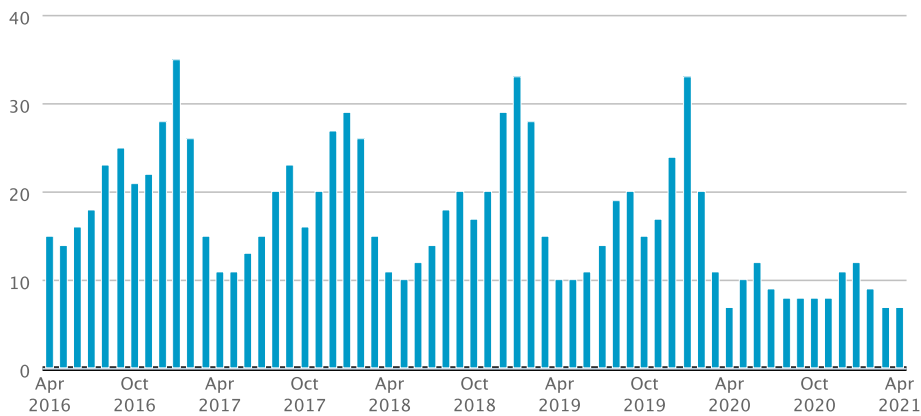
## Median vs. Average Sale Price



## Active Listings



## Median Days on Market



## Months of Supply

