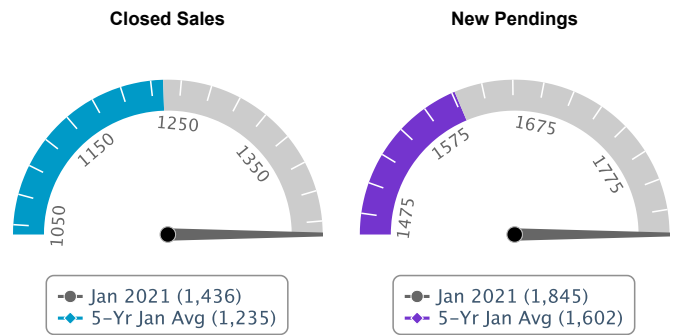


Association Executive Report

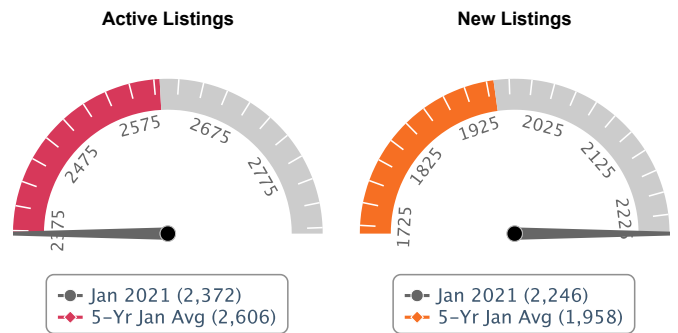
January 2021

Greater Capital Area Association of REALTORS

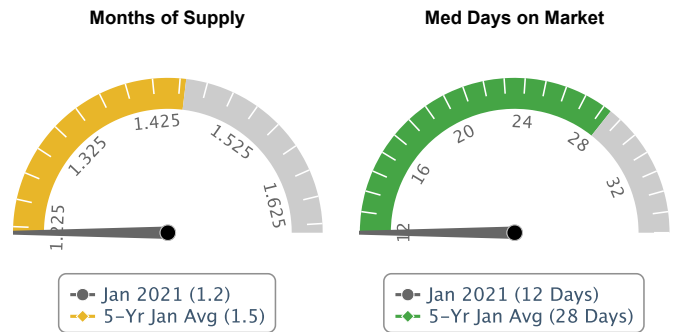
Statistic	Jan	YoY	MoM
Total Sold Dollar Volume	960,859,942	+ 19.2%	- 34.7%
Closed Sales	1,436	+ 16.1%	-34.5%
Median Sold Price	\$544,450	+ 11.1%	+ 0.8%
Average Sold Price	\$672,441	+ 4.5%	+ 0.2%
Median Days on Market	12 days	- 63.6%	+ 9.1%
Average Days on Market	27 days	- 35.7%	+ 8%
Median Price per Sq Foot	\$326	+ 13.6%	+ 7.2%
Average Price per Sq Foot	\$378	+ 9.3%	+ 4.7%



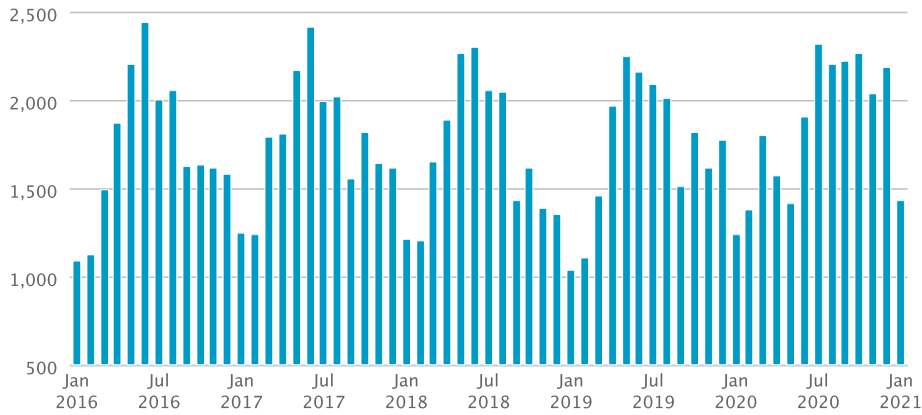
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for January was \$544,450, representing an increase of 0.8% compared to last month and an increase of 11.1% from Jan 2020. The average days on market for units sold in January was 27 days, 35% below the 5-year January average of 42 days. There was a 15% month over month increase in new contract activity with 1,845 New Pendings; a 13.3% MoM increase in All Pendings (new contracts + contracts carried over from December) to 2,423; and a 0.1% decrease in supply to 2,372 active units.



This activity resulted in a Contract Ratio of 1.02 pendings per active listing, up from 0.90 in December and an increase from 0.85 in January 2020. The Contract Ratio is 18% higher than the 5-year January average of 0.87. 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.

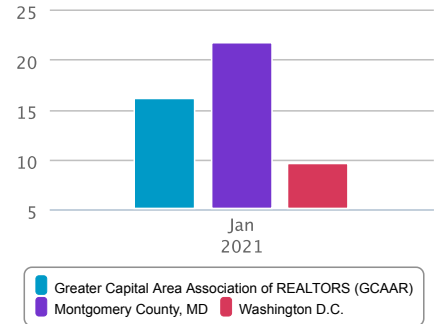


Closed Sales

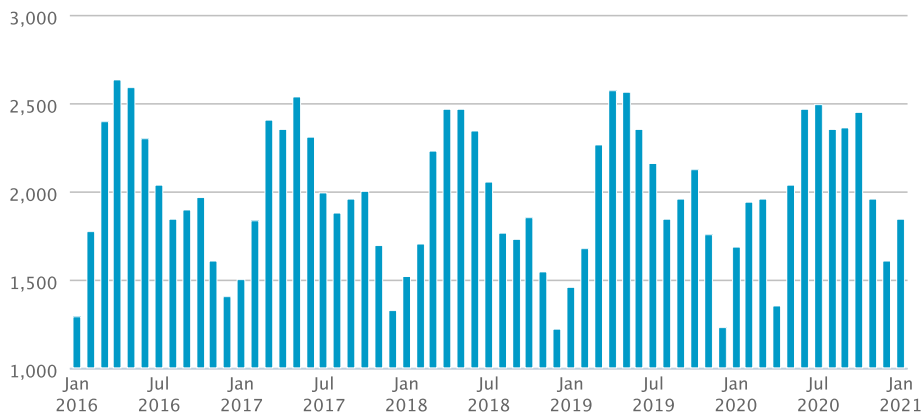


Jan 2021 vs. Jan 2020

YoY % Change

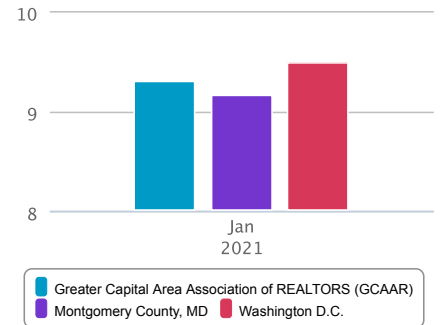


New Pendings

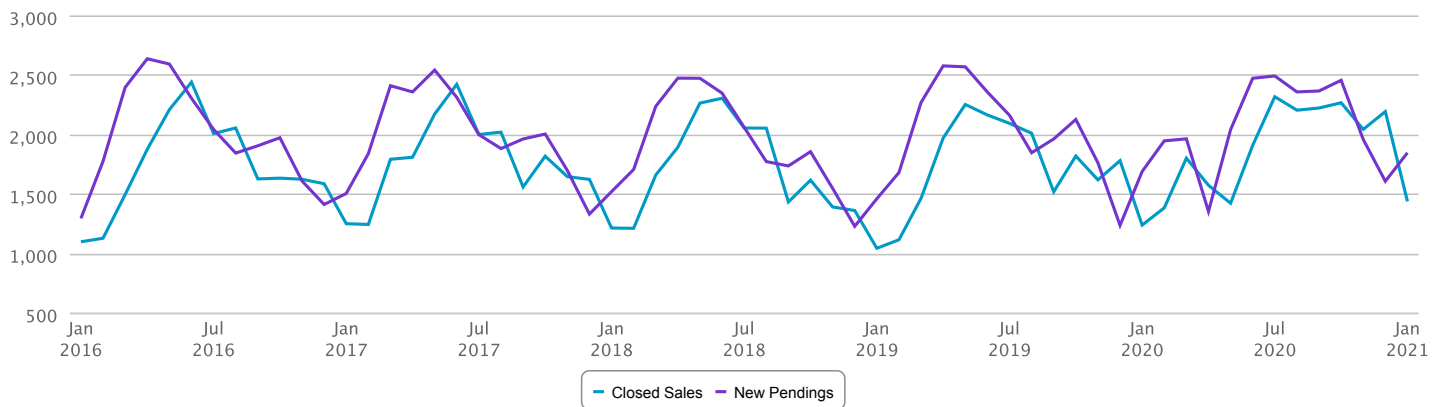


Jan 2021 vs. Jan 2020

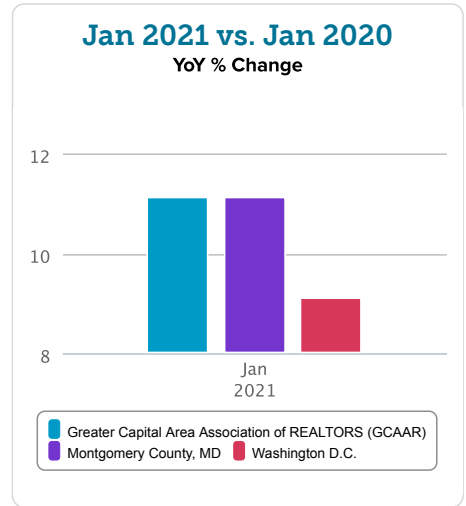
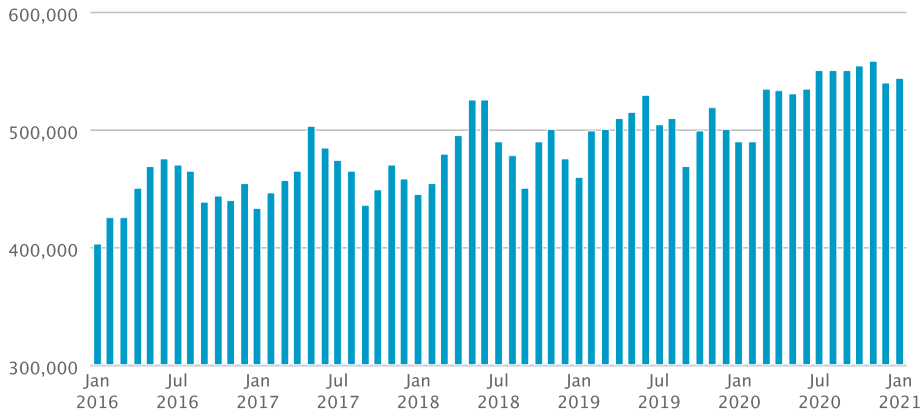
YoY % Change



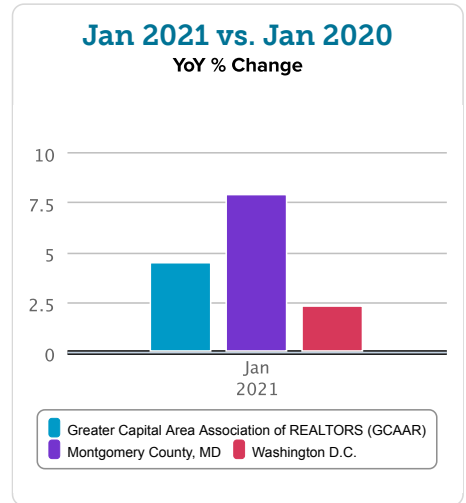
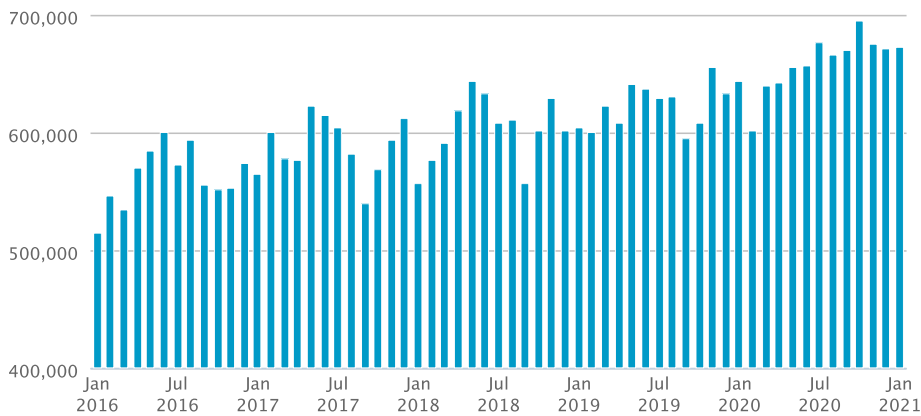
Closed Sales vs. New Pendings



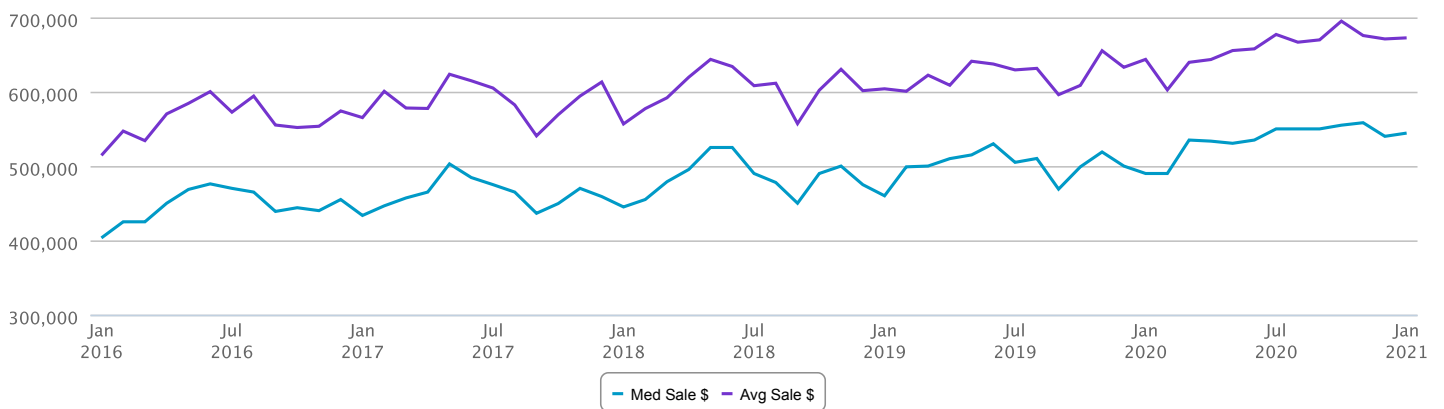
Median Sale Price



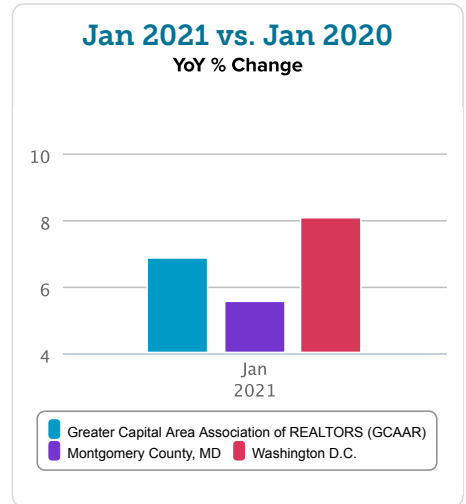
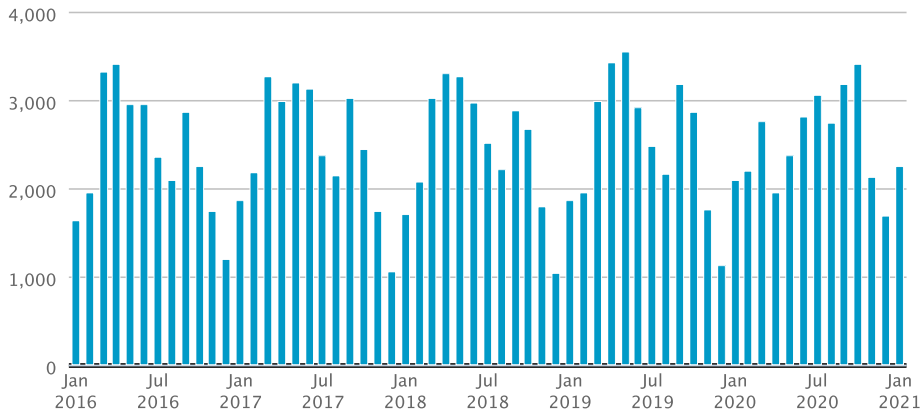
Average Sale Price



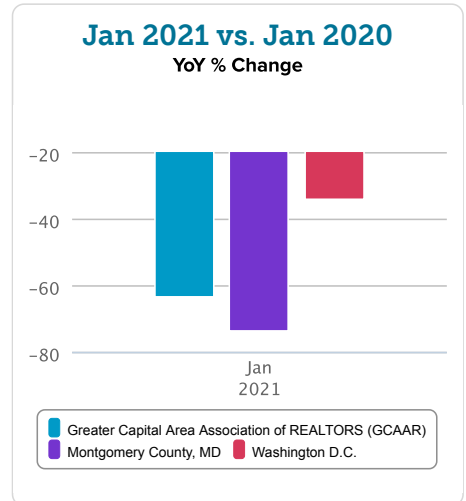
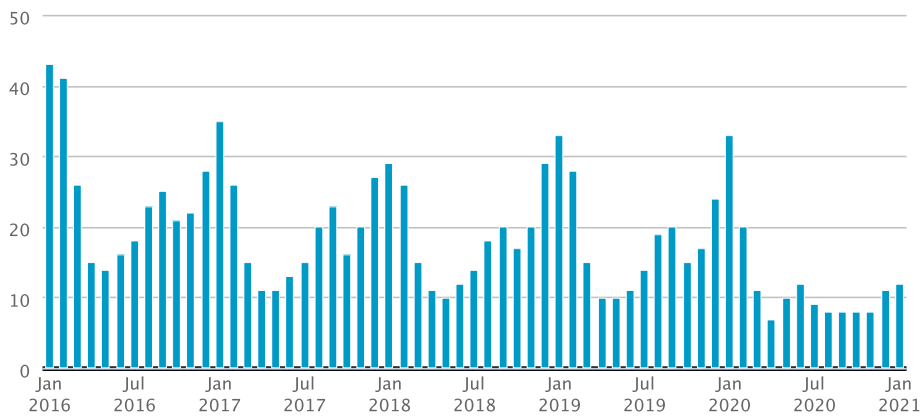
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

