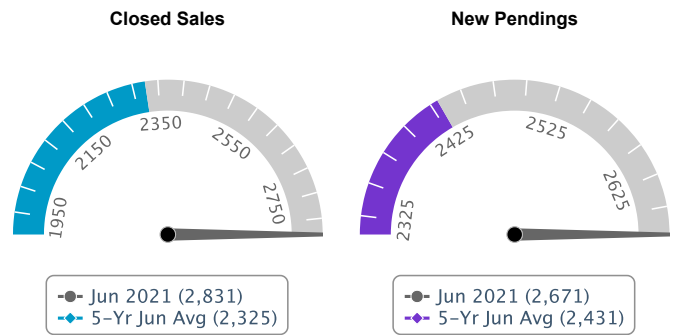


Association Executive Report

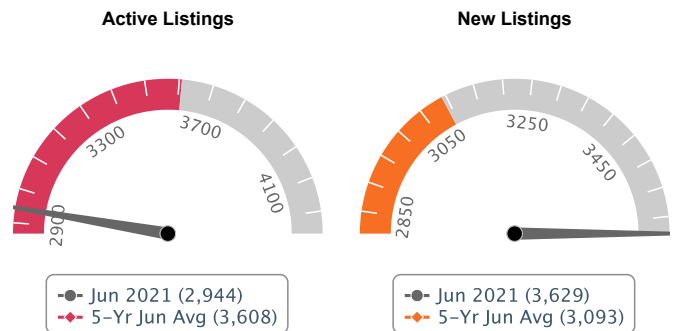
June 2021

Greater Capital Area Association of REALTORS

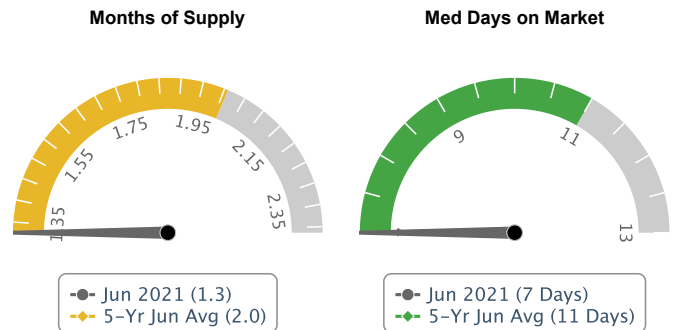
Statistic	Jun	YoY	MoM
Total Sold Dollar Volume	2,085,536,158	+ 65%	+ 18%
Closed Sales	2,831	+48.5%	+ 14%
Median Sold Price	\$600,000	+ 12.2%	0%
Average Sold Price	\$759,242	+ 15.5%	+ 3.2%
Median Days on Market	7 days	- 41.7%	0%
Average Days on Market	17 days	- 37%	-10.5%
Median Price per Sq Foot	\$343	+ 16.7%	+ 0.3%
Average Price per Sq Foot	\$396	+ 13.1%	- 1%



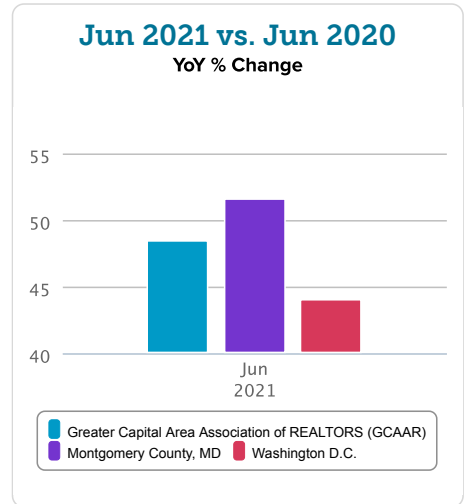
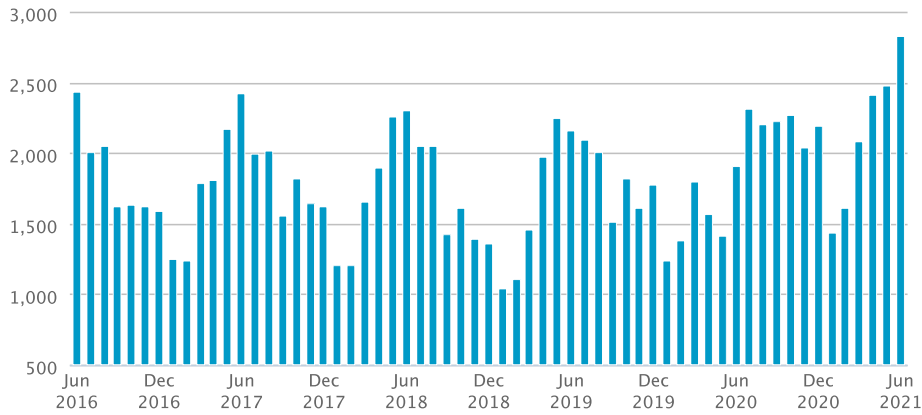
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for June was \$600,000, representing no change compared to last month and an increase of 12.1% from Jun 2020. The average days on market for units sold in June was 17 days, 32% below the 5-year June average of 25 days. There was a 5% month over month decrease in new contract activity with 2,671 New Pendings; a 7.5% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 3,138; and a 10.1% increase in supply to 2,944 active units.



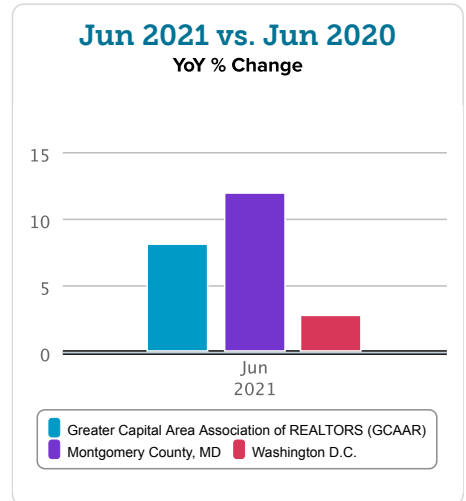
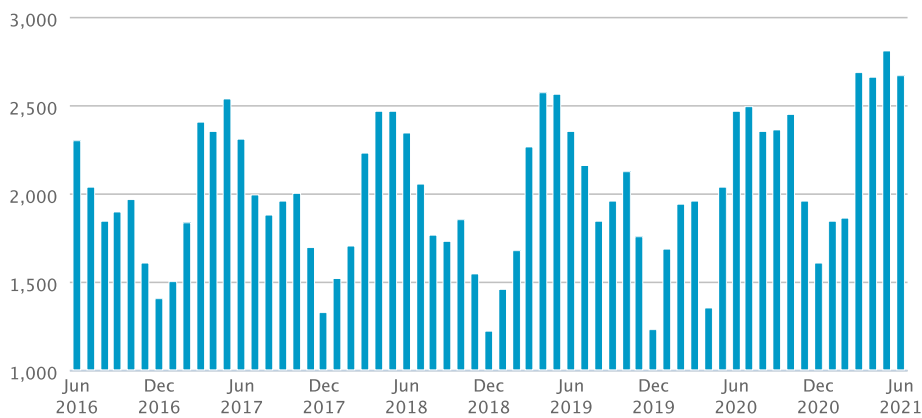
This activity resulted in a Contract Ratio of 1.07 pendings per active listing, down from 1.27 in May and an increase from 1.03 in June 2020. The Contract Ratio is 22% higher than the 5-year June average of 0.88. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.



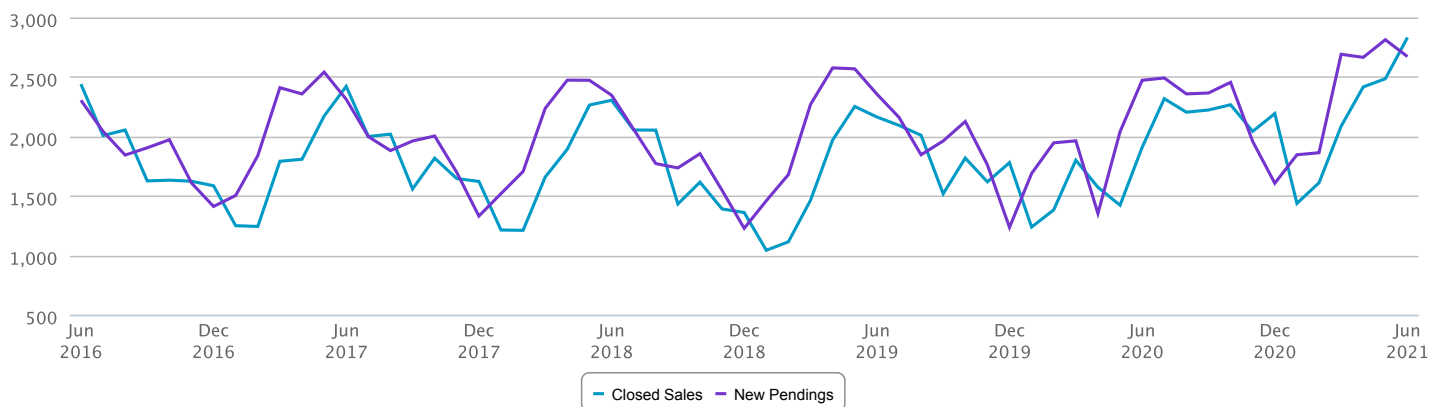
Closed Sales



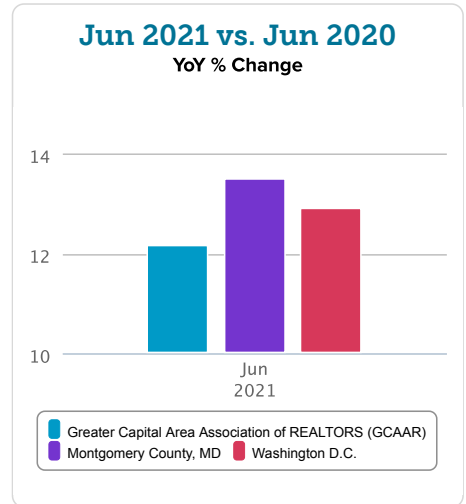
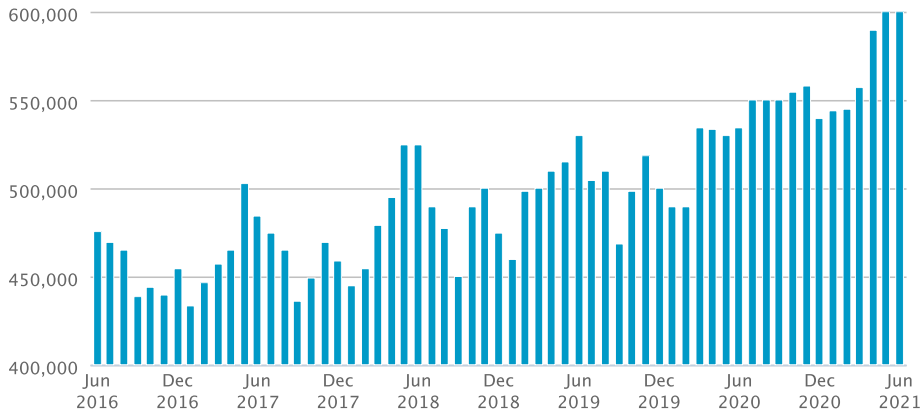
New Pendings



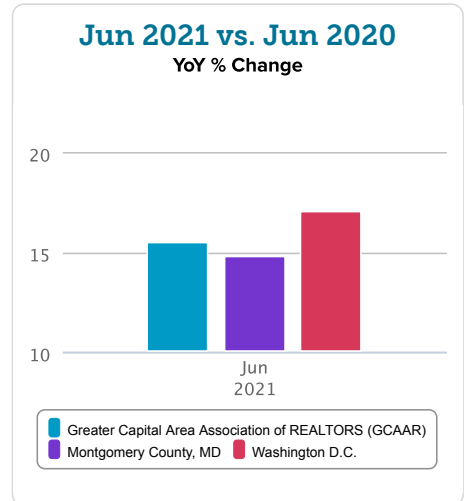
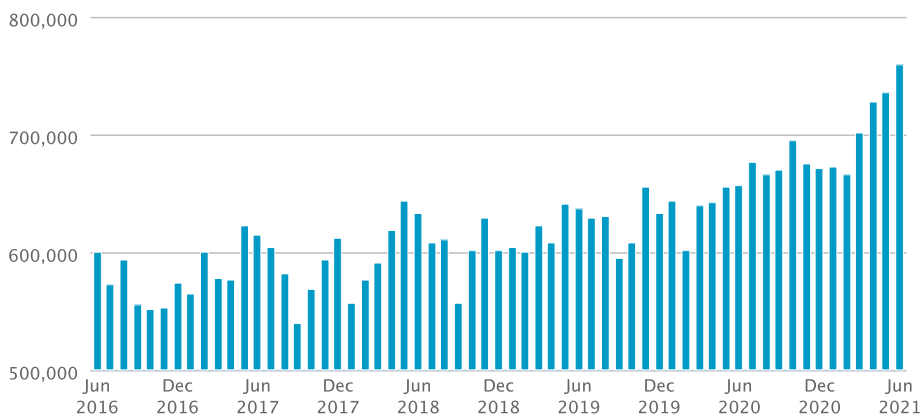
Closed Sales vs. New Pendings



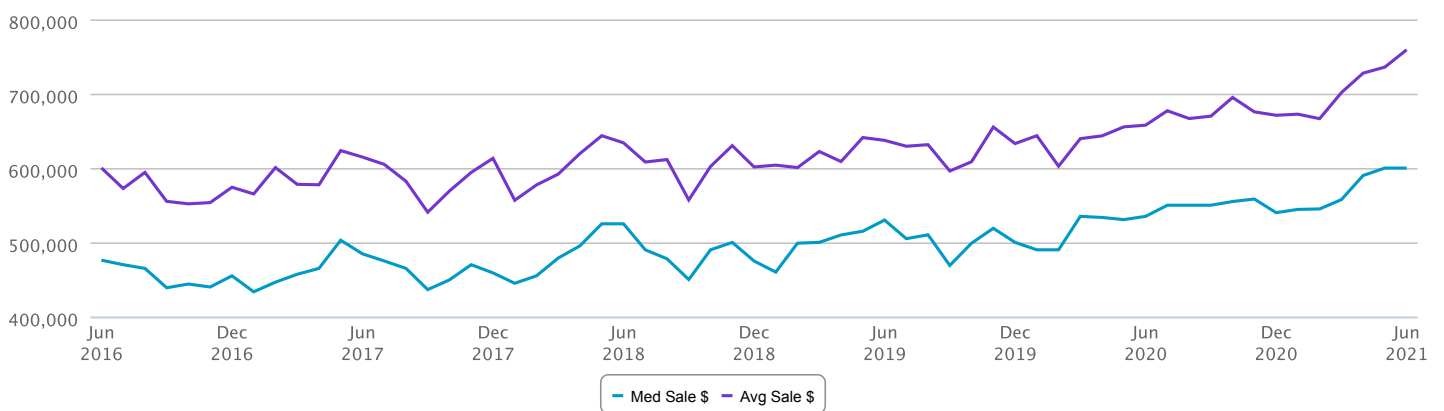
Median Sale Price



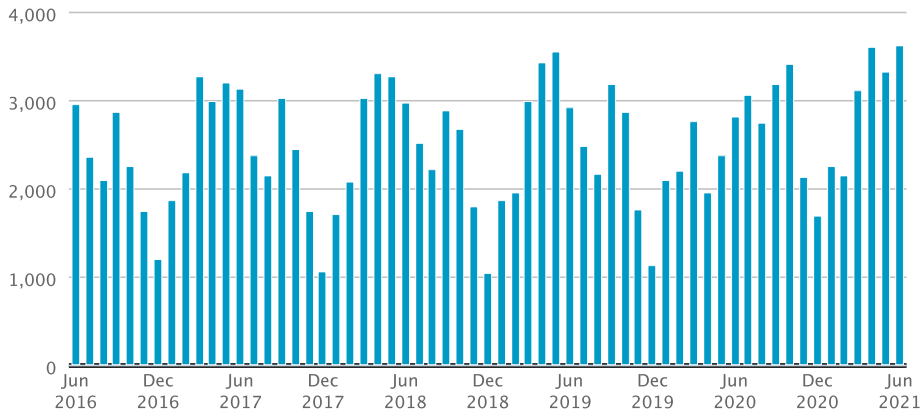
Average Sale Price



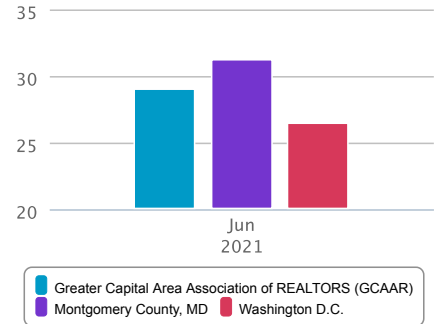
Median vs. Average Sale Price



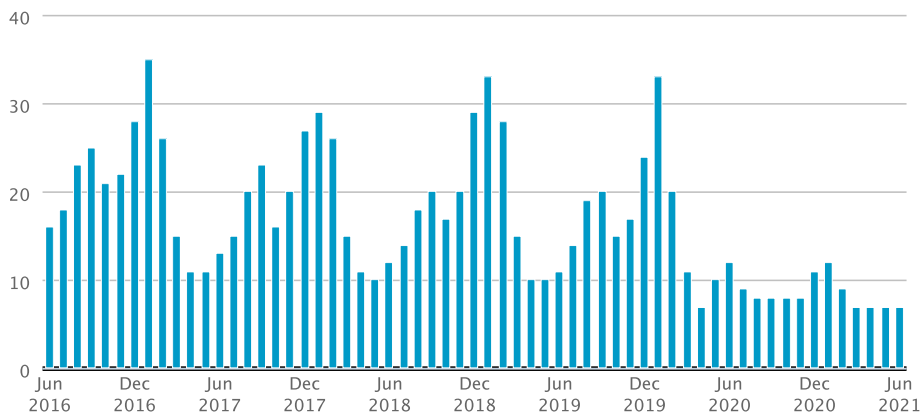
Active Listings



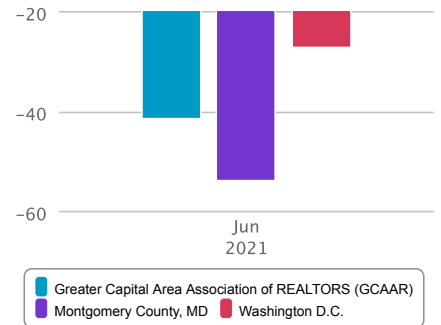
Jun 2021 vs. Jun 2020
YoY % Change



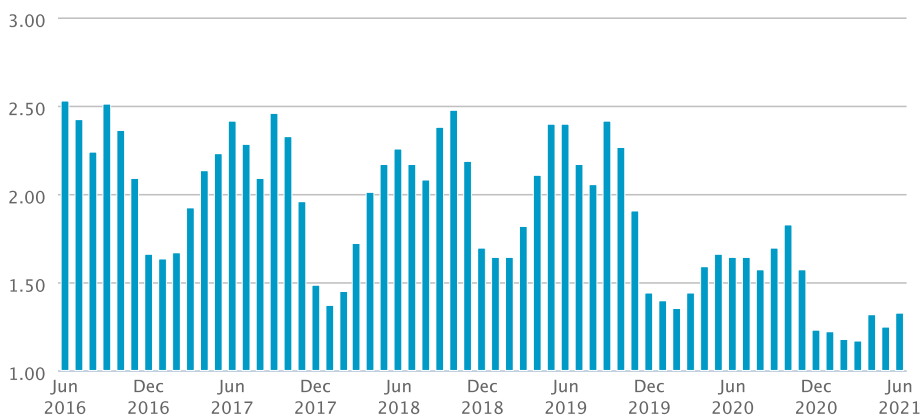
Median Days on Market



Jun 2021 vs. Jun 2020
YoY % Change



Months of Supply



Jun 2021 vs. Jun 2020
YoY % Change

