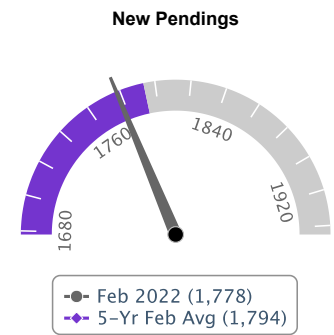
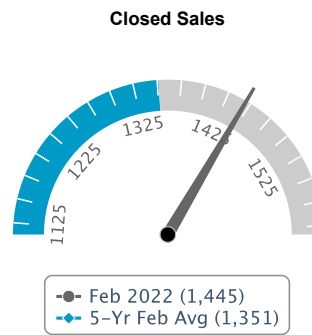


Association Executive Report

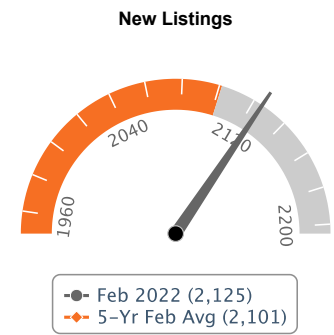
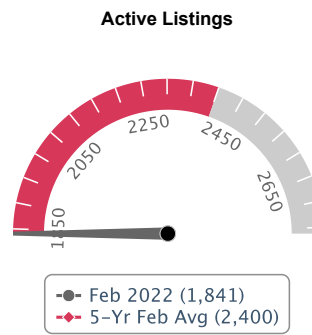
February 2022

Greater Capital Area Association of REALTORS

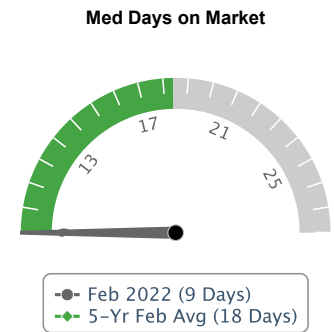
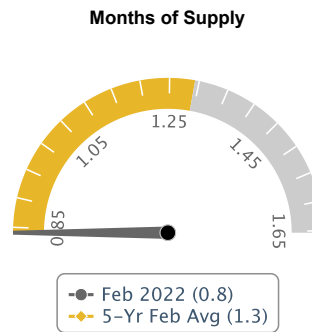
| Statistic | Feb | YoY | MoM |
|----------------------------------|---------------|--------|--------|
| Total Sold Dollar Volume | 1,013,188,348 | - 4.5% | +12.1% |
| Closed Sales | 1,445 | -10.2% | + 7.9% |
| Median Sold Price | \$560,620 | + 2.9% | +3.9% |
| Average Sold Price | \$710,166 | + 6.5% | +4.8% |
| Median Days on Market | 9 days | 0% | - 50% |
| Average Days on Market | 30 days | + 7.1% | - 9.1% |
| Median Price per Sq Foot | \$354 | + 8.3% | + 7.3% |
| Average Price per Sq Foot | \$414 | + 8.1% | +8.4% |



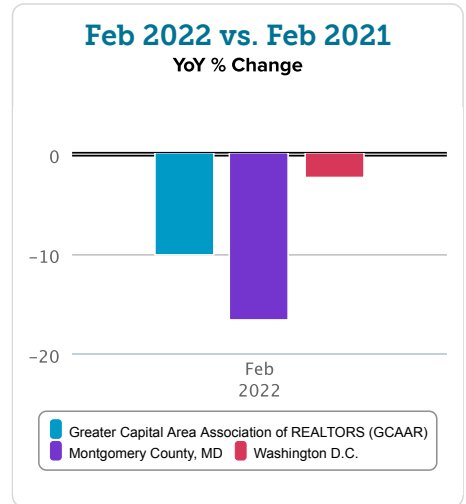
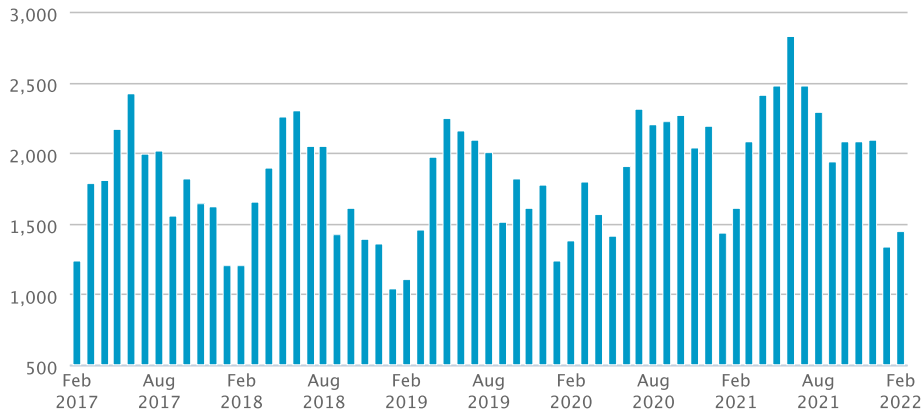
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for February was \$560,620, representing an increase of 3.9% compared to last month and an increase of 2.9% from Feb 2021. The average days on market for units sold in February was 30 days, 20% below the 5-year February average of 37 days. There was an 11.2% month over month increase in new contract activity with 1,778 New Pendings; a 12% MoM increase in All Pendings (new contracts + contracts carried over from January) to 2,186; and a 2.9% increase in supply to 1,841 active units.



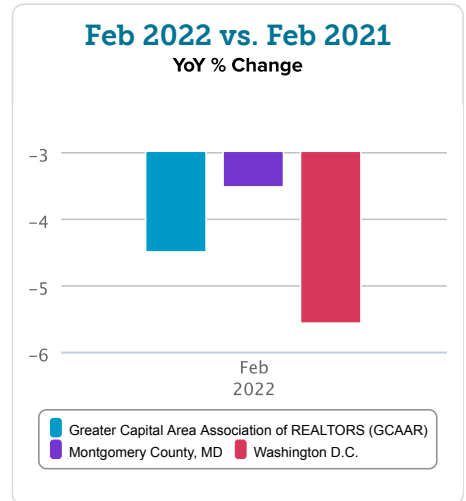
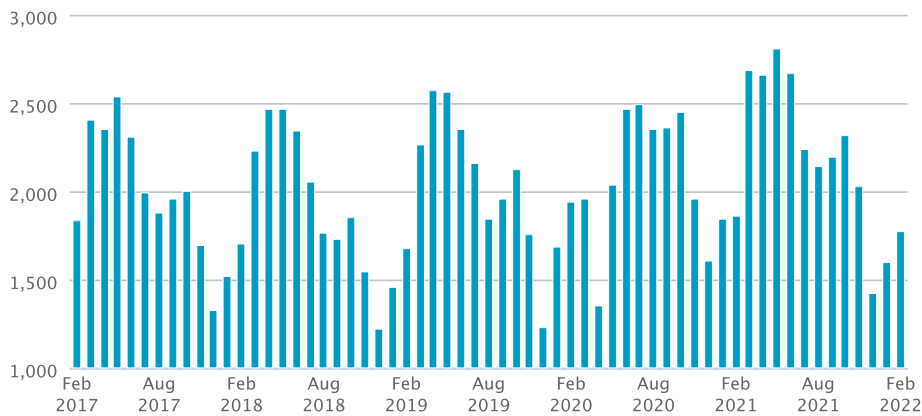
This activity resulted in a Contract Ratio of 1.19 pendings per active listing, up from 1.09 in January and an increase from 1.12 in February 2021. The Contract Ratio is 15% higher than the 5-year February average of 1.03. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



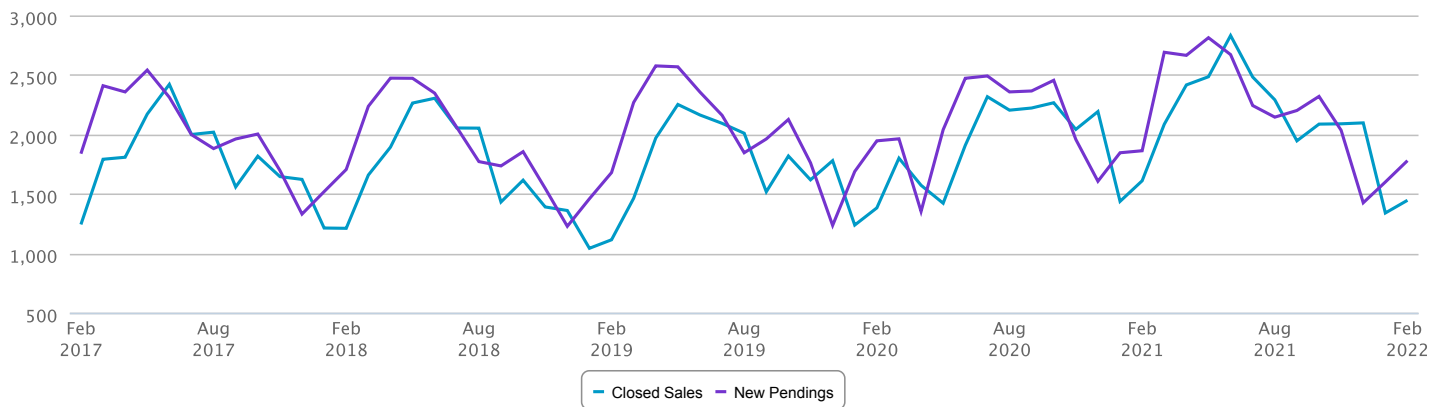
Closed Sales



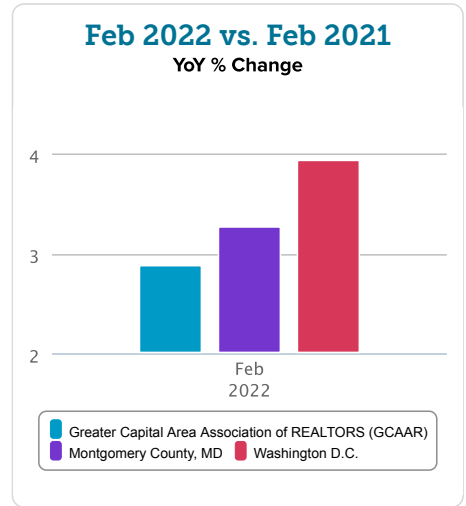
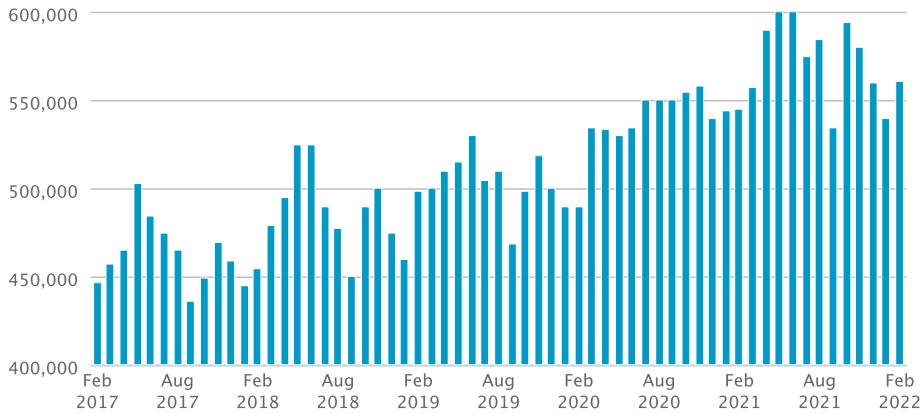
New Pendings



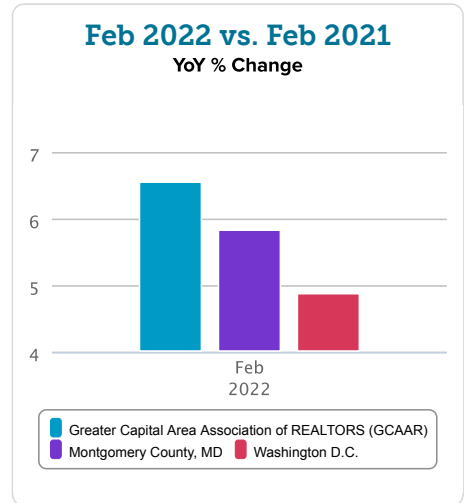
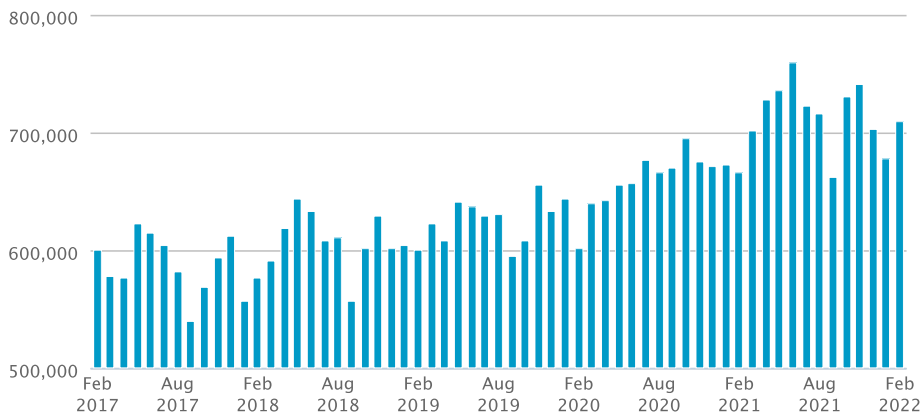
Closed Sales vs. New Pendings



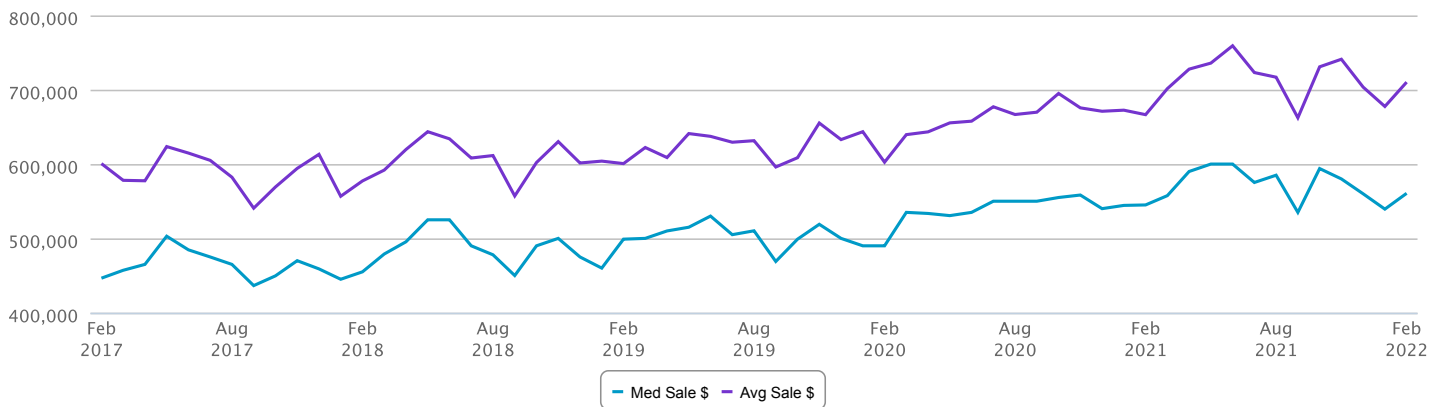
Median Sale Price



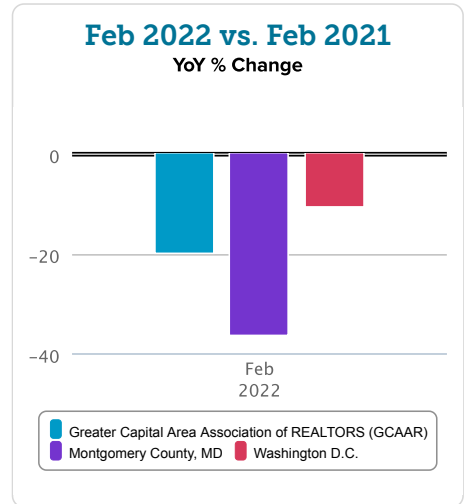
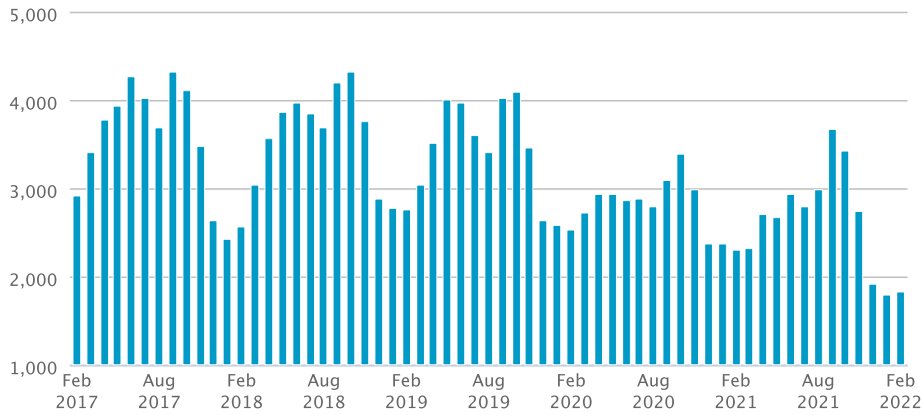
Average Sale Price



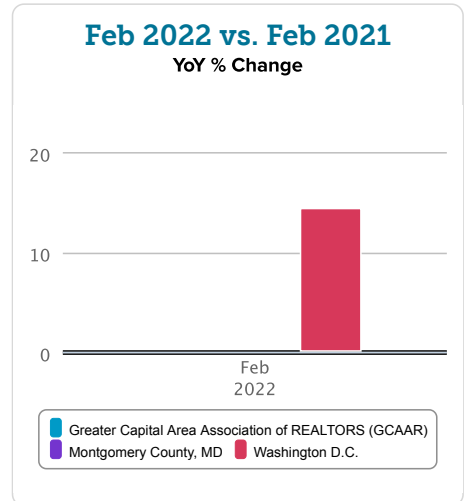
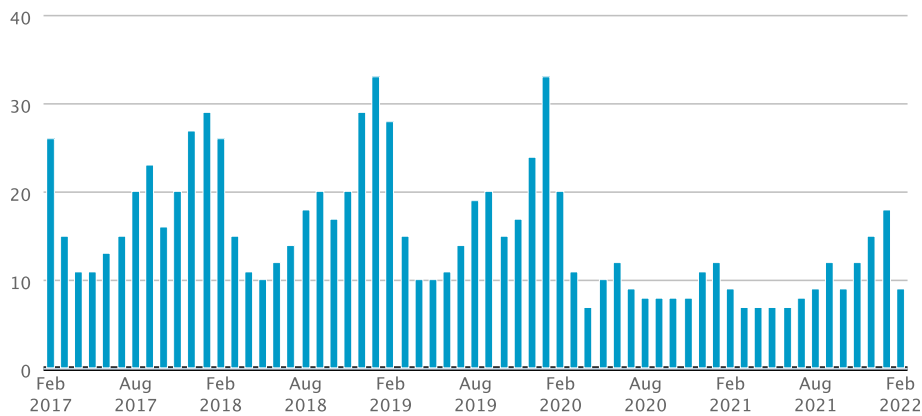
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

