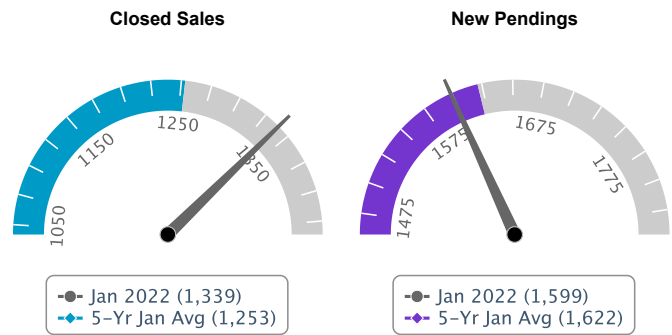


Association Executive Report

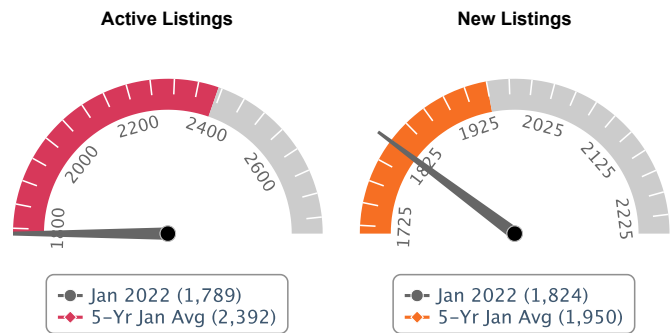
January 2022

Greater Capital Area Association of REALTORS

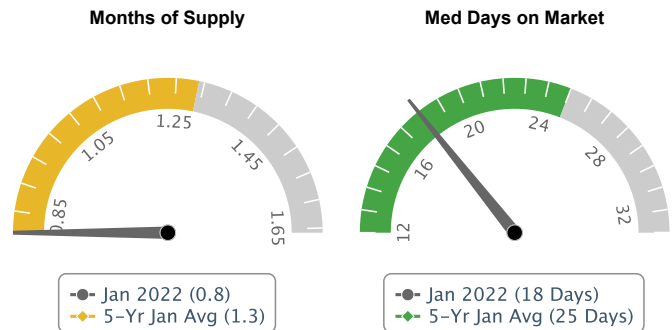
Statistic	Jan	YoY	MoM
Total Sold Dollar Volume	904,262,114	- 5.9%	- 38.5%
Closed Sales	1,339	- 6.8%	- 36.2%
Median Sold Price	\$539,450	- 0.9%	- 3.7%
Average Sold Price	\$677,567	+ 0.8%	- 3.7%
Median Days on Market	18 days	+ 50%	+ 20%
Average Days on Market	33 days	+22.2%	+ 17.9%
Median Price per Sq Foot	\$330	+ 1.2%	+ 3.8%
Average Price per Sq Foot	\$382	+ 1.1%	+ 0.3%



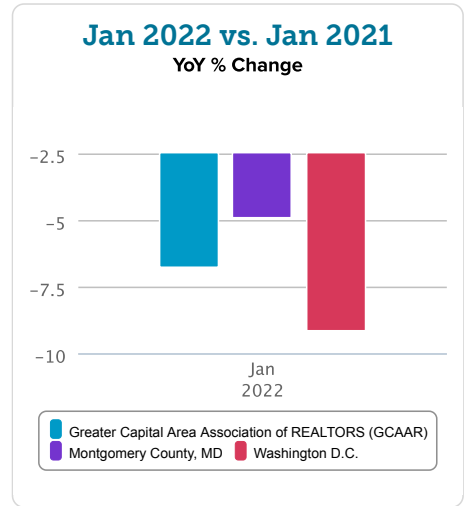
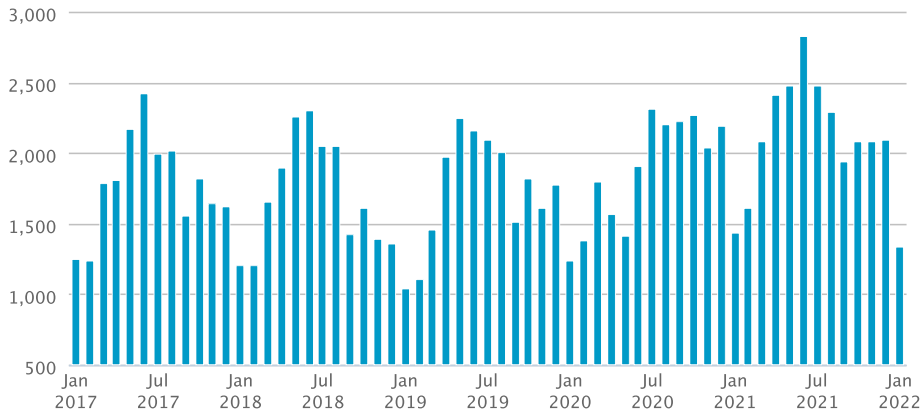
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for January was \$539,450, representing a decrease of 3.7% compared to last month and a decrease of 0.9% from Jan 2021. The average days on market for units sold in January was 33 days, 14% below the 5-year January average of 38 days. There was a 12.3% month over month increase in new contract activity with 1,599 New Pendings; a 9.8% MoM increase in All Pendings (new contracts + contracts carried over from December) to 1,952; and a 6.6% decrease in supply to 1,789 active units.



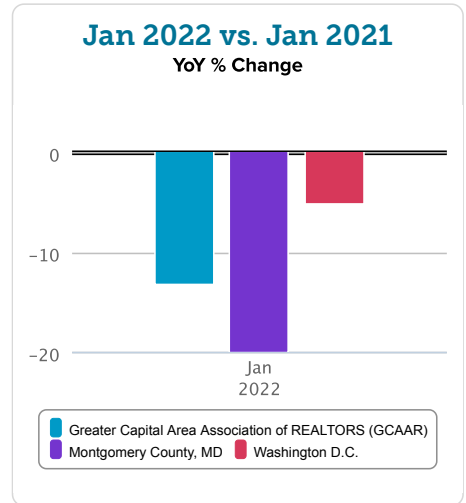
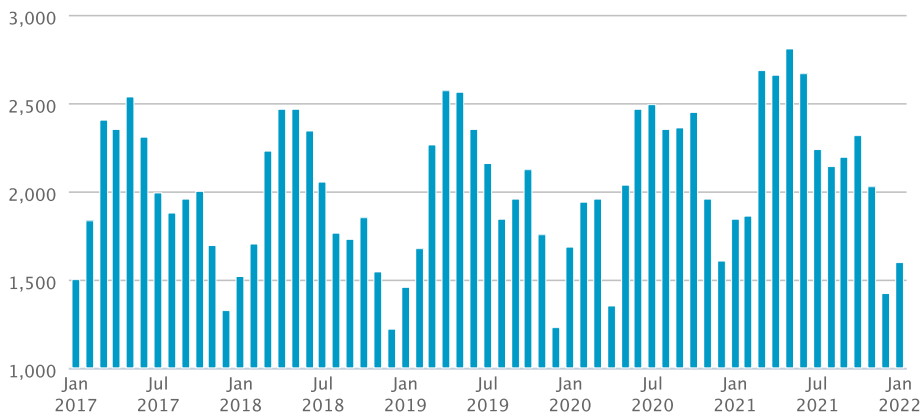
This activity resulted in a Contract Ratio of 1.09 pendencies per active listing, up from 0.93 in December and an increase from 1.02 in January 2021. The Contract Ratio is 19% higher than the 5-year January average of 0.92. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



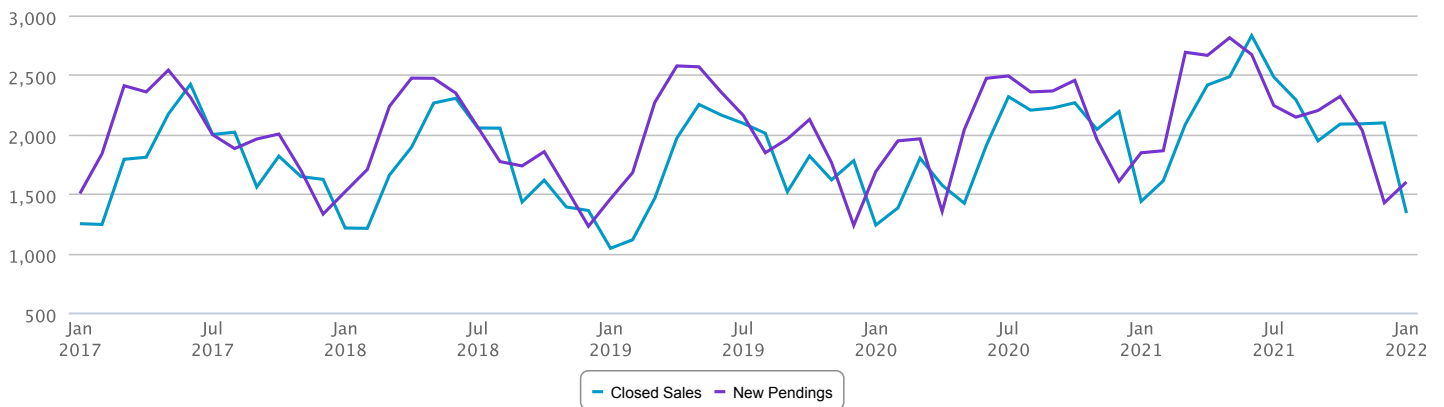
Closed Sales



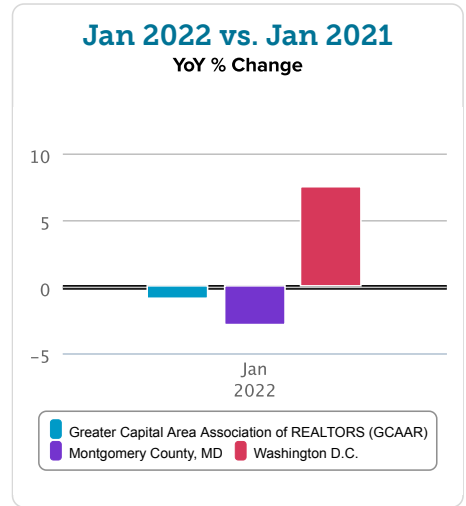
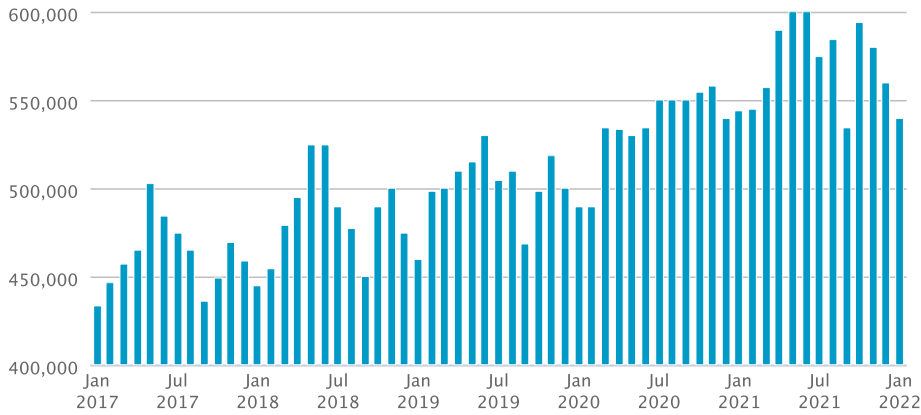
New Pendings



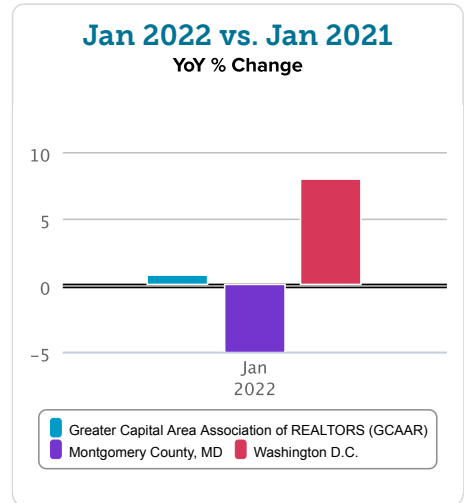
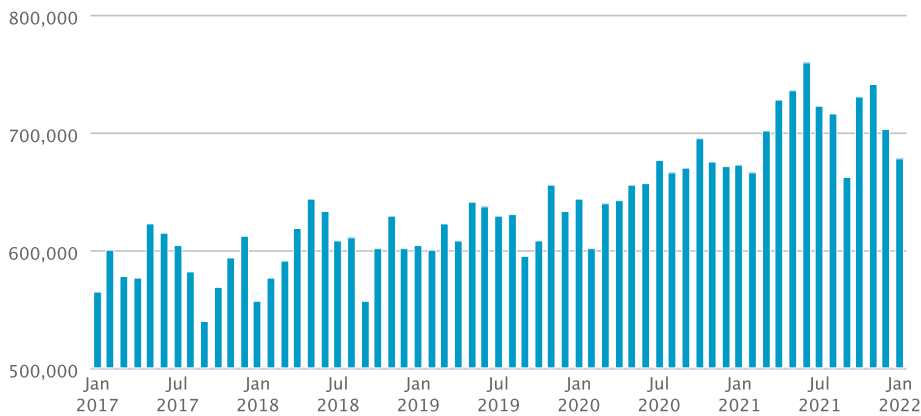
Closed Sales vs. New Pendencies



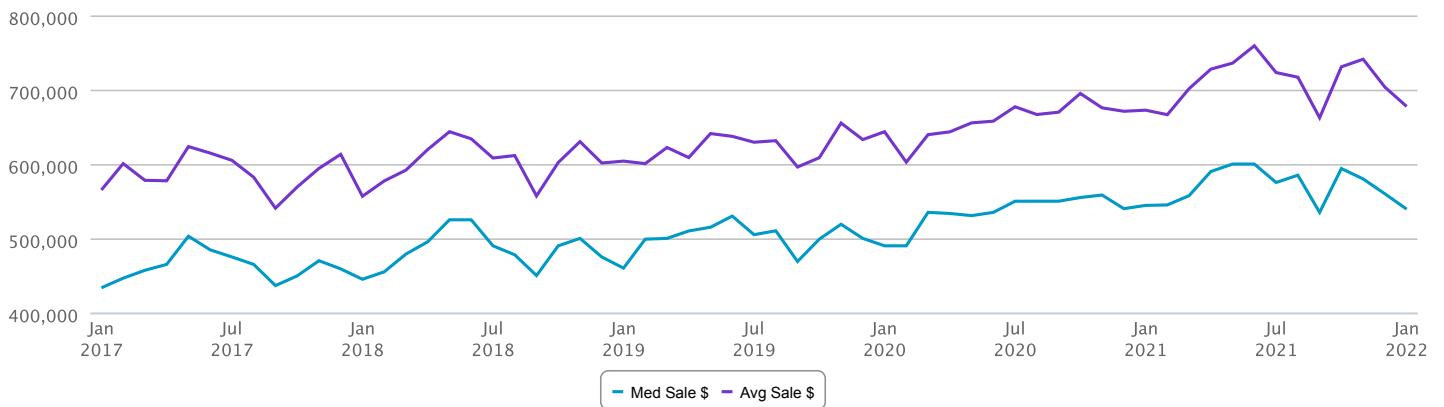
Median Sale Price



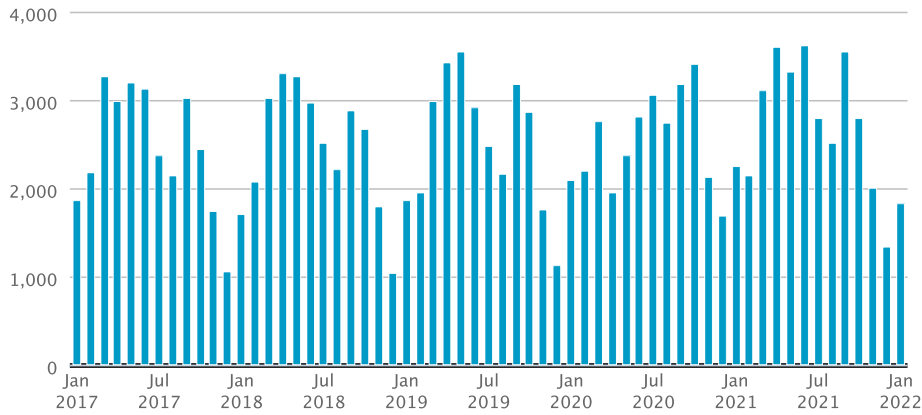
Average Sale Price



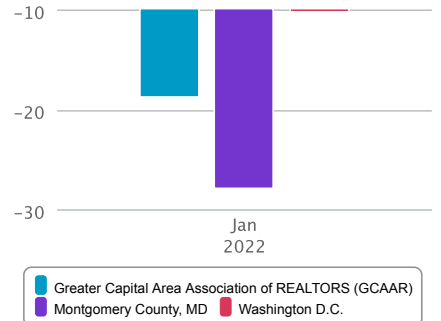
Median vs. Average Sale Price



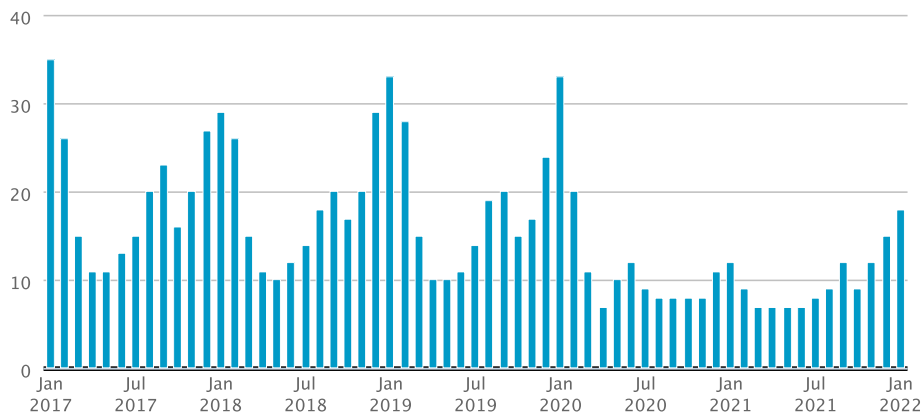
Active Listings



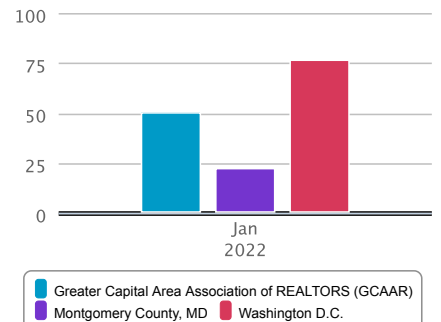
Jan 2022 vs. Jan 2021
YoY % Change



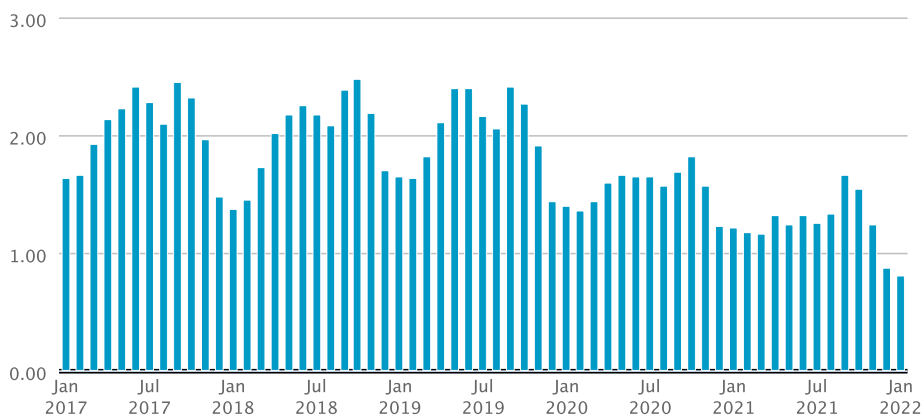
Median Days on Market



Jan 2022 vs. Jan 2021
YoY % Change



Months of Supply



Jan 2022 vs. Jan 2021
YoY % Change

