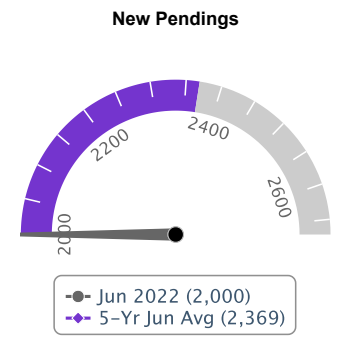
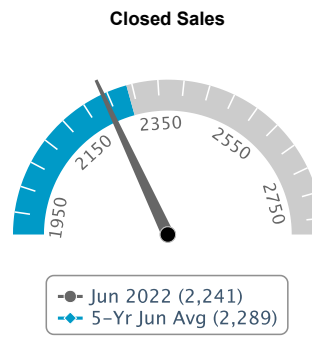


Association Executive Report

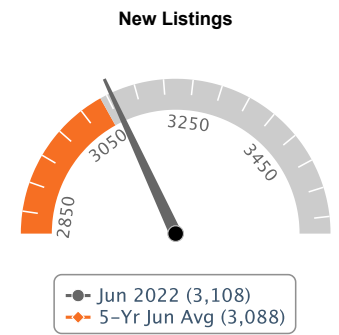
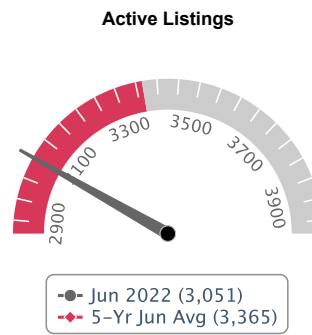
June 2022

Greater Capital Area Association of REALTORS

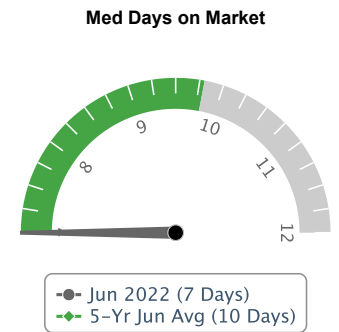
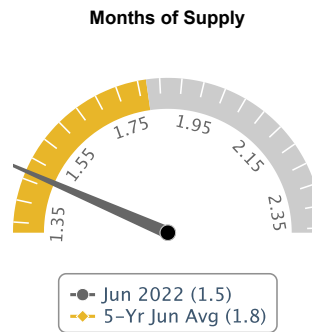
| Statistic | Jun | YoY | MoM |
|----------------------------------|---------------|---------|--------|
| Total Sold Dollar Volume | 1,745,940,558 | - 16.3% | + 0.8% |
| Closed Sales | 2,241 | - 20.8% | + 0.6% |
| Median Sold Price | \$635,000 | + 5.8% | + 1.4% |
| Average Sold Price | \$799,326 | + 5.3% | - 0.8% |
| Median Days on Market | 7 days | 0% | 0% |
| Average Days on Market | 17 days | 0% | 0% |
| Median Price per Sq Foot | \$354 | + 3.2% | - 2.2% |
| Average Price per Sq Foot | \$414 | + 4.6% | - 0.7% |



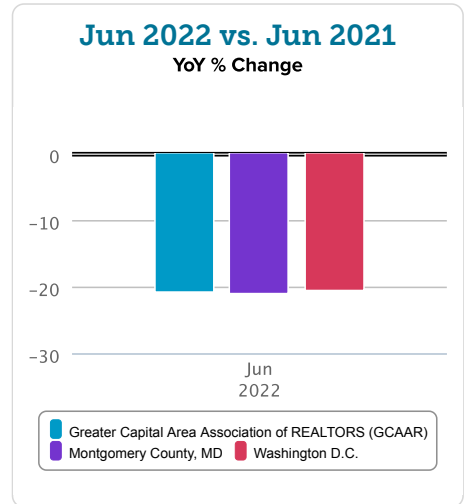
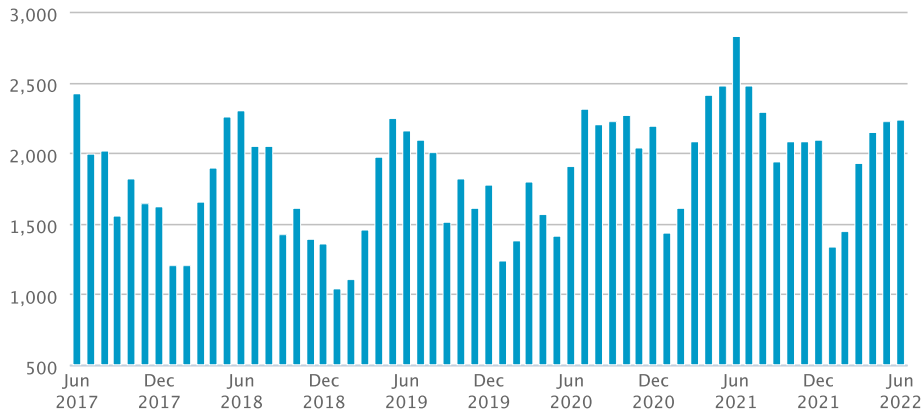
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for June was \$635,000, representing an increase of 1.4% compared to last month and an increase of 5.8% from Jun 2021. The average days on market for units sold in June was 17 days, 25% below the 5-year June average of 23 days. There was a 12.4% month over month decrease in new contract activity with 2,000 New Pendings; a 14.5% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 2,201; and a 14% increase in supply to 3,051 active units.



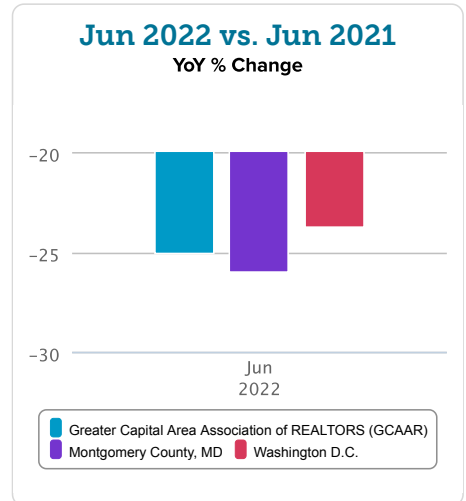
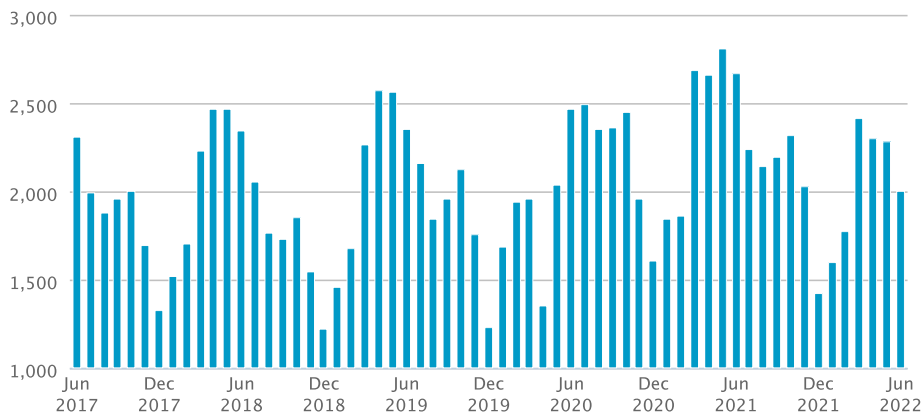
This activity resulted in a Contract Ratio of 0.72 pendings per active listing, down from 0.96 in May and a decrease from 1.07 in June 2021. The Contract Ratio is 18% lower than the 5-year June average of 0.87. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.



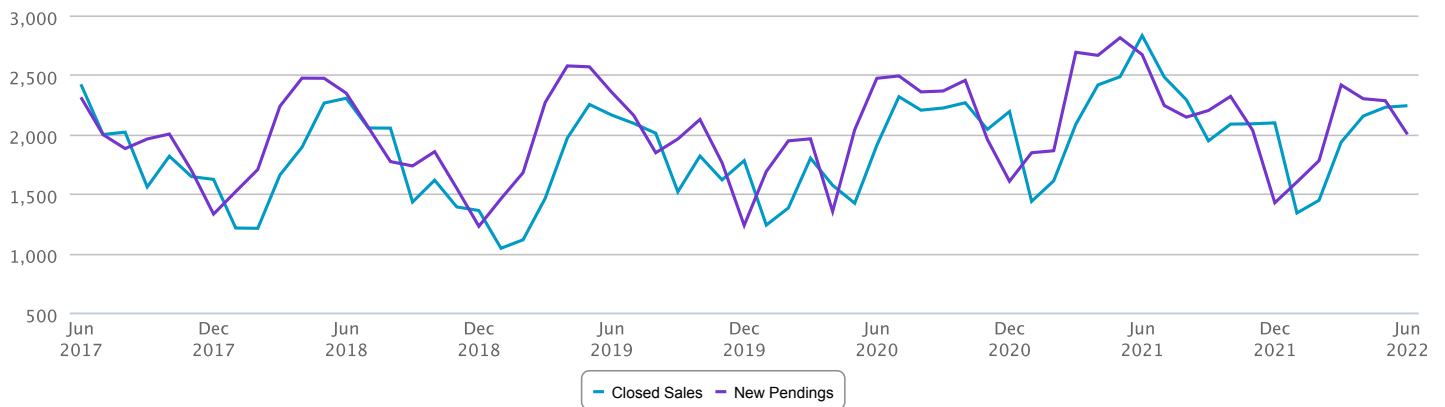
Closed Sales



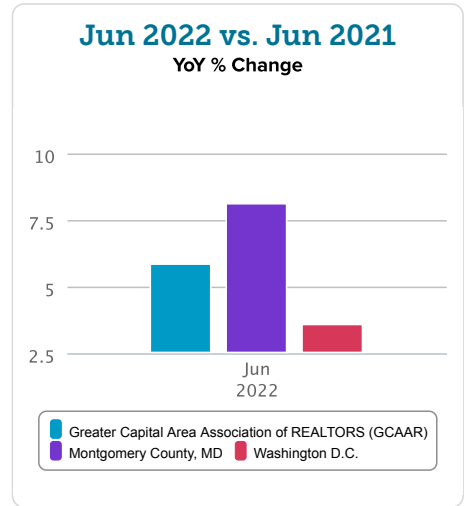
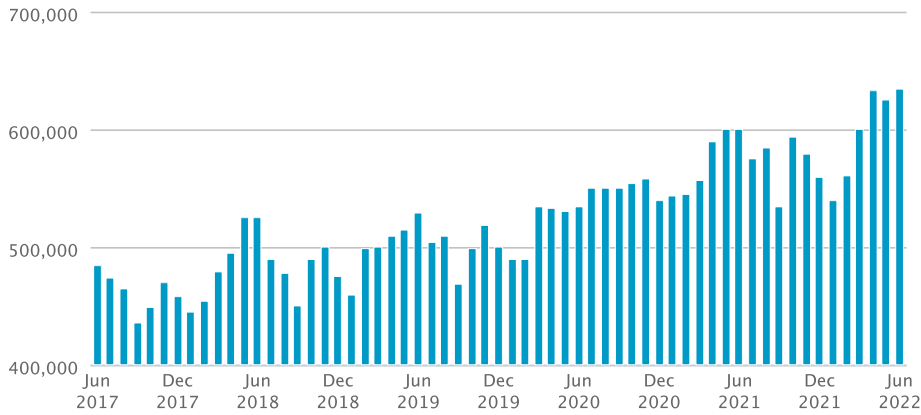
New Pendings



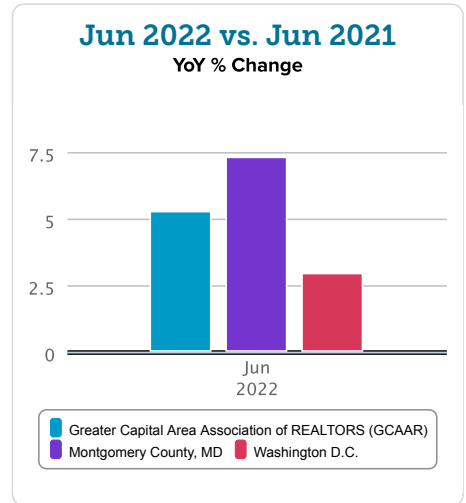
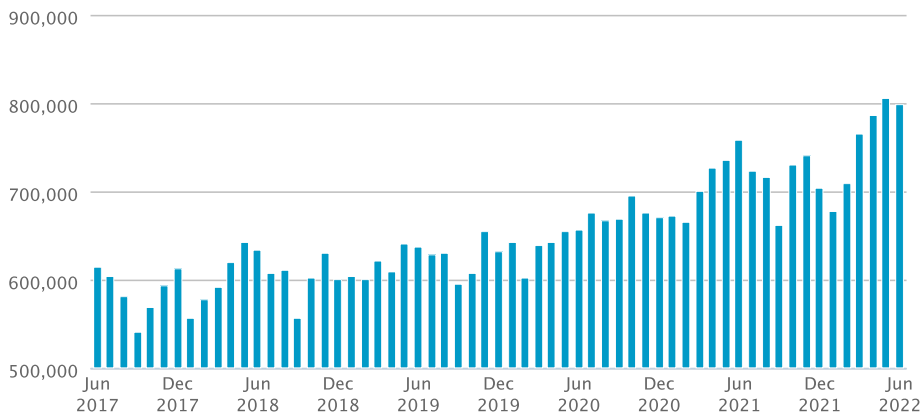
Closed Sales vs. New Pendings



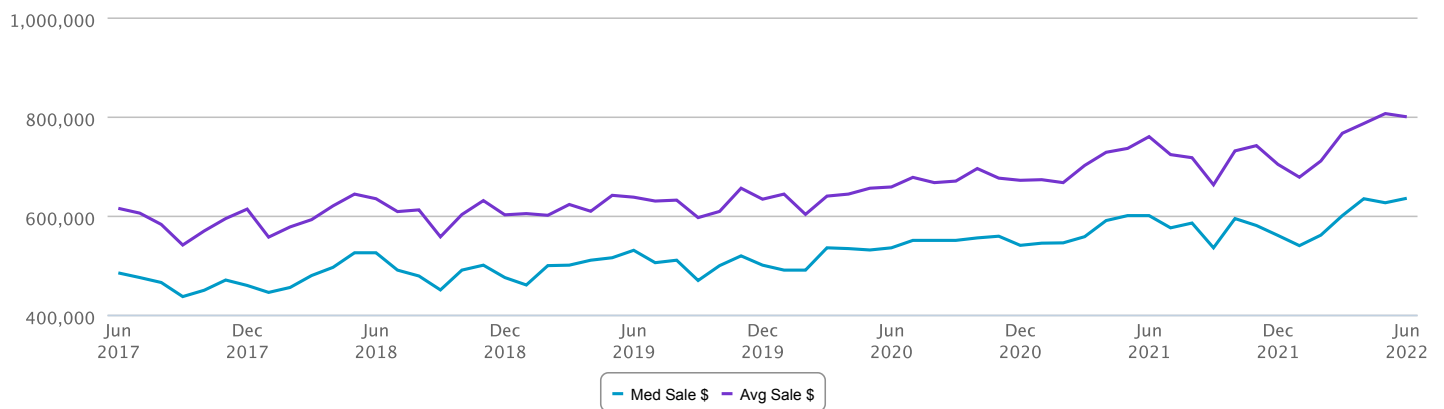
Median Sale Price



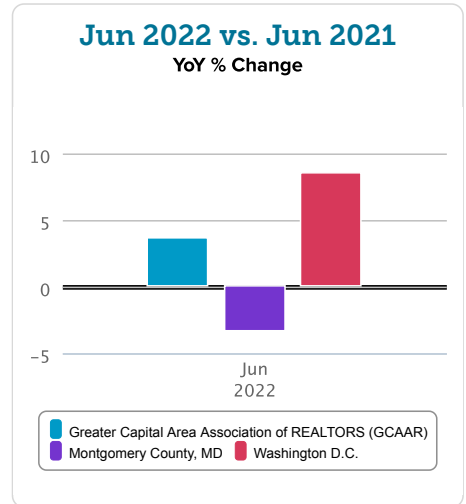
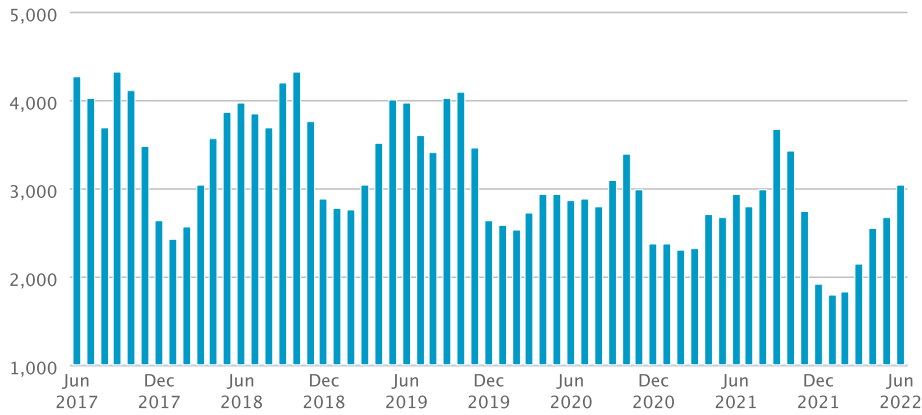
Average Sale Price



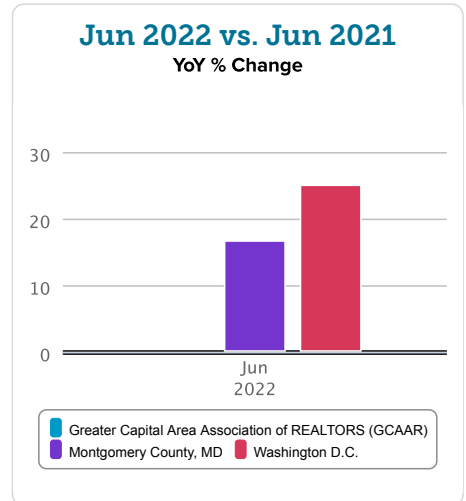
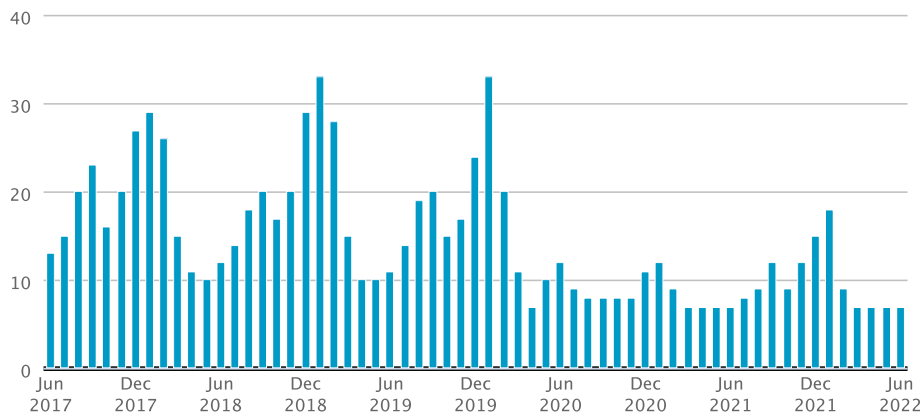
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

