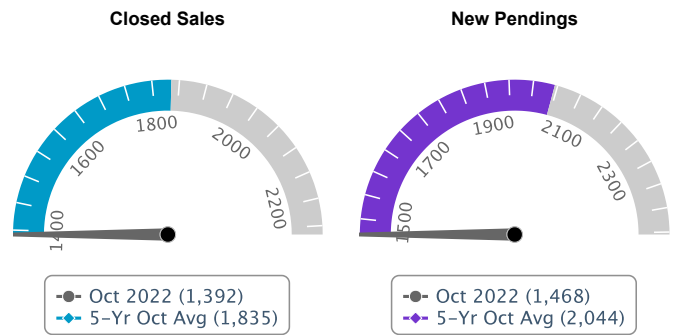


Association Executive Report

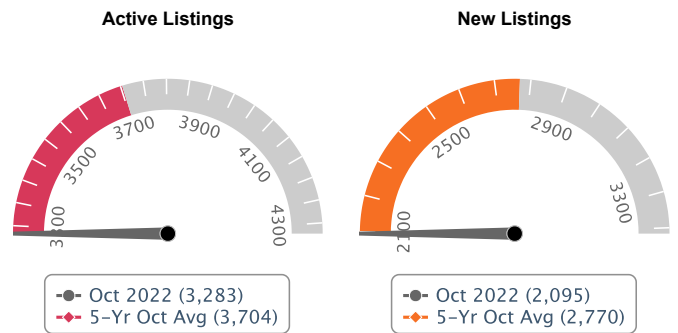
October 2022

Greater Capital Area Association of REALTORS

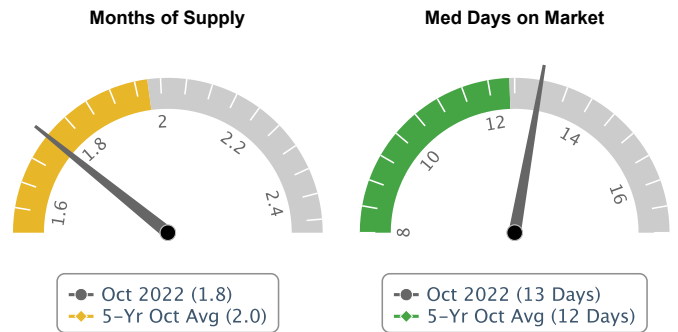
Statistic	Oct	YoY	MoM
Total Sold Dollar Volume	1,005,977,855	-33.2%	- 1%
Closed Sales	1,392	-33.3%	- 6%
Median Sold Price	\$570,000	- 4%	+ 3.6%
Average Sold Price	\$721,143	- 1.3%	+ 5.5%
Median Days on Market	13 days	+44.4%	-18.8%
Average Days on Market	26 days	+23.8%	- 3.7%
Median Price per Sq Foot	\$334	+ 2.8%	+ 6%
Average Price per Sq Foot	\$383	+ 0.5%	+ 2.1%



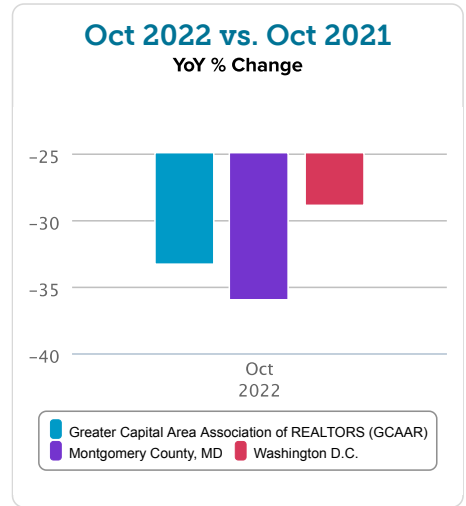
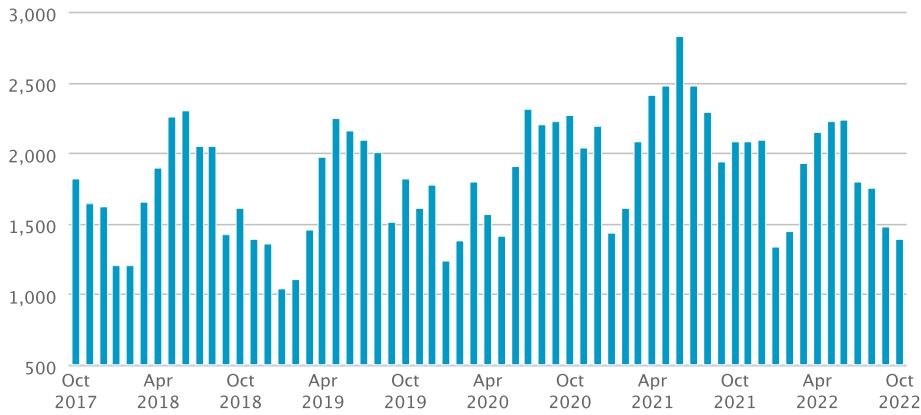
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for October was \$570,000, representing an increase of 3.6% compared to last month and a decrease of 4% from Oct 2021. The average days on market for units sold in October was 26 days, the same as the 5-year October average of 26 days. There was a 3.4% month over month decrease in new contract activity with 1,468 New Pendings; a 2.2% MoM decrease in All Pendings (new contracts + contracts carried over from September) to 1,686; and a 2.4% decrease in supply to 3,283 active units.



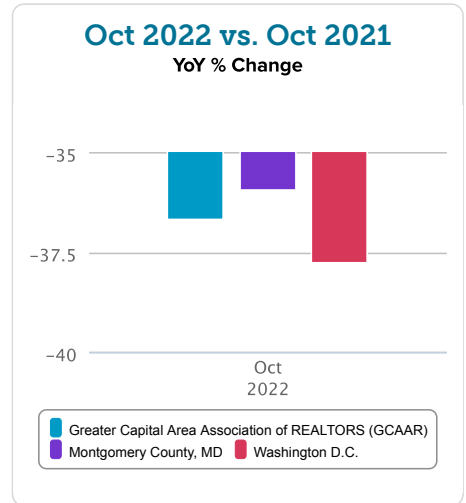
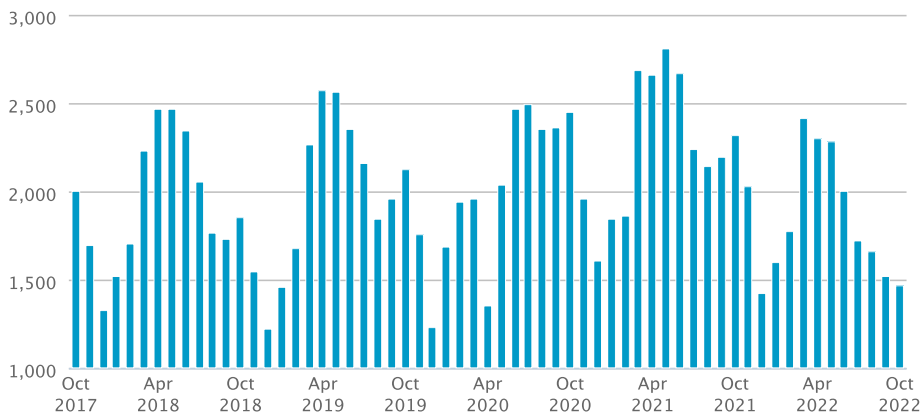
This activity resulted in a Contract Ratio of 0.51 pendings per active listing, no change from September and a decrease from 0.81 in October 2021. The Contract Ratio is 25% lower than the 5-year October average of 0.68. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



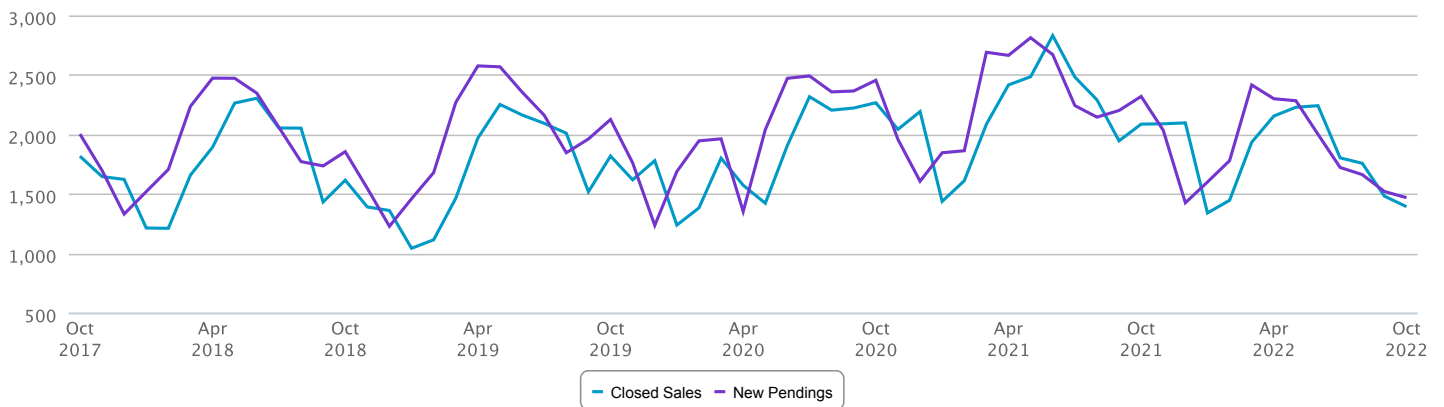
Closed Sales



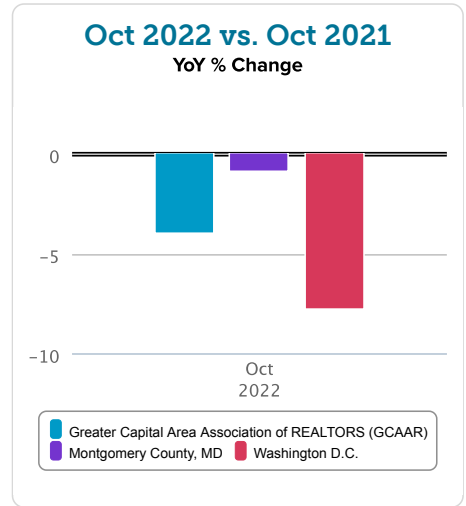
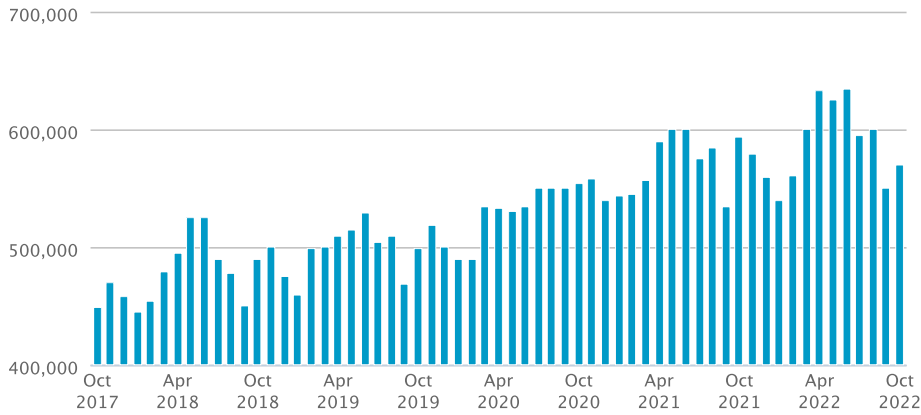
New Pendings



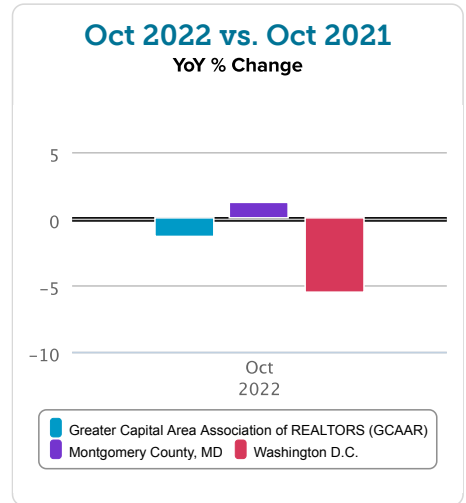
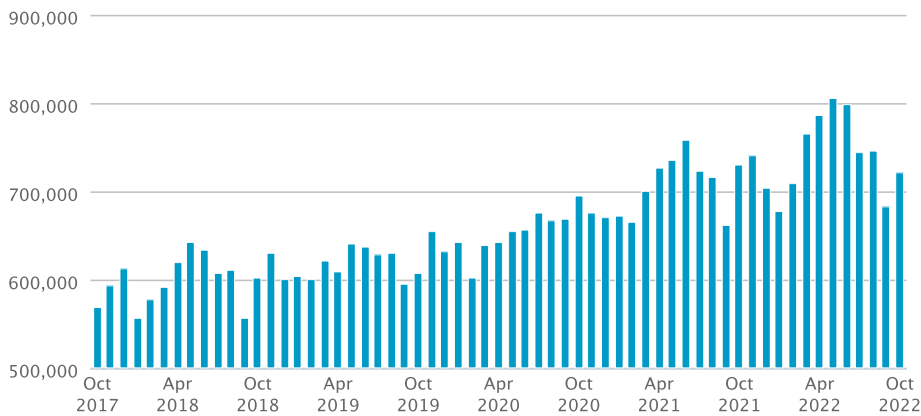
Closed Sales vs. New Pendings



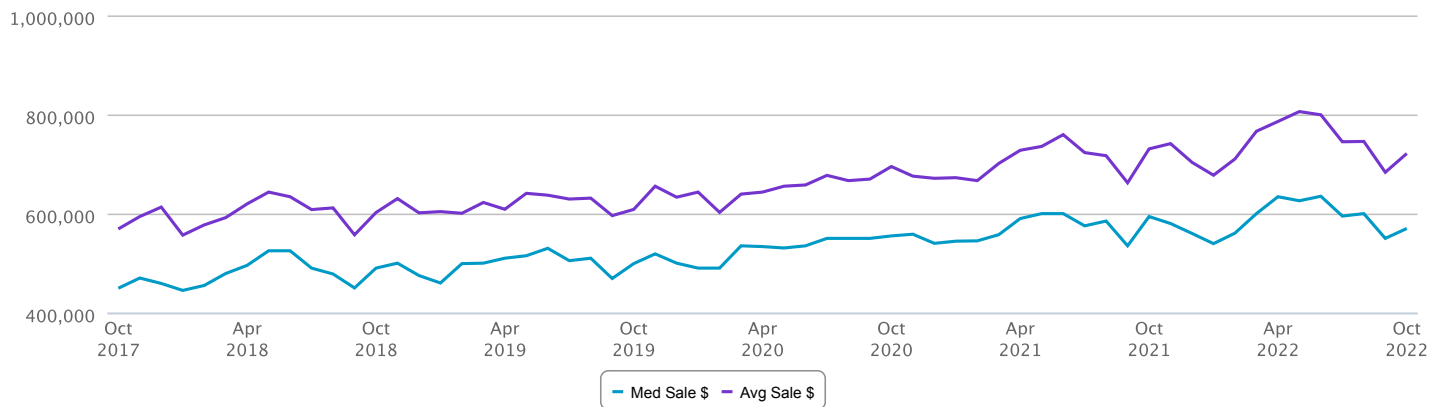
Median Sale Price



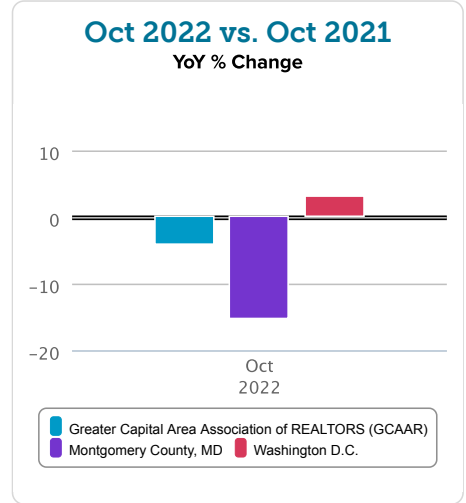
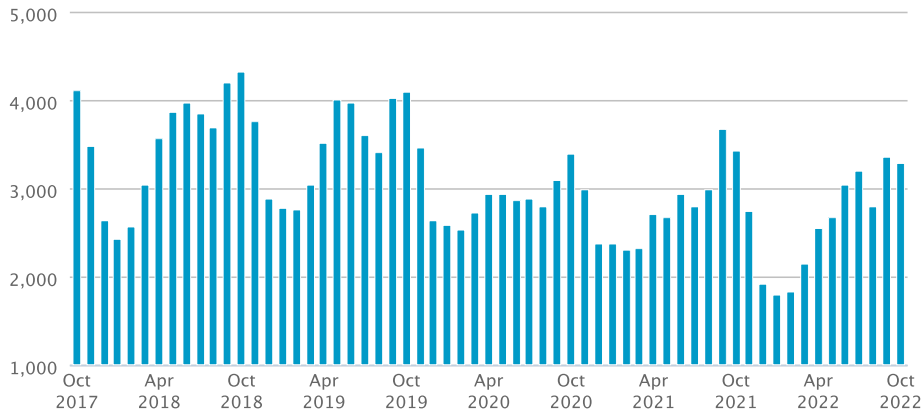
Average Sale Price



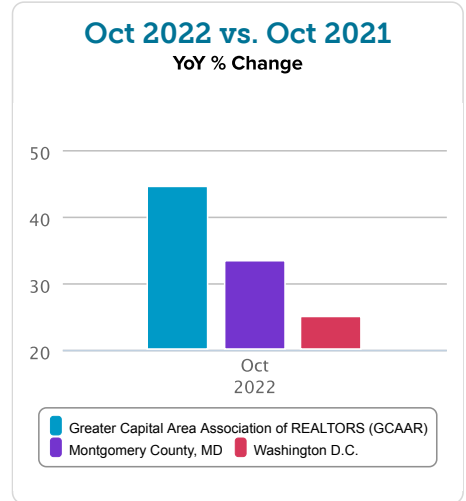
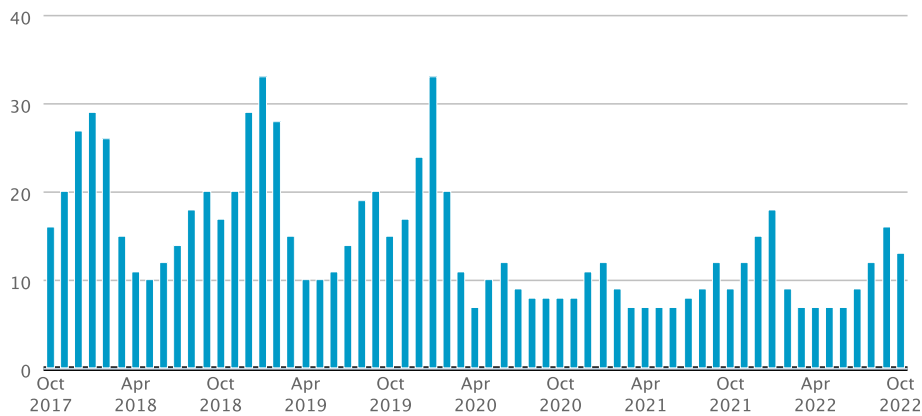
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

