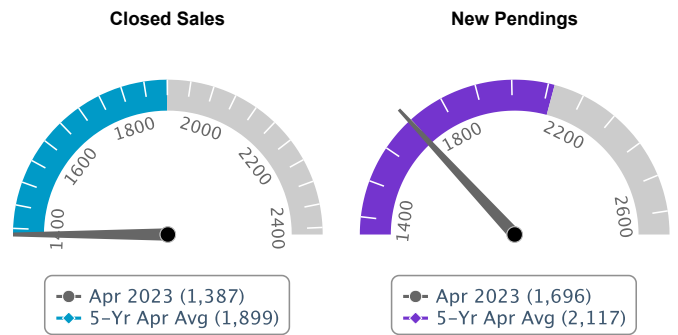


Association Executive Report

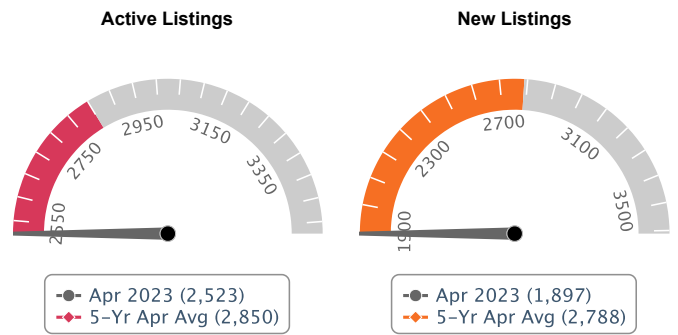
# April 2023

## Greater Capital Area Association of REALTORS

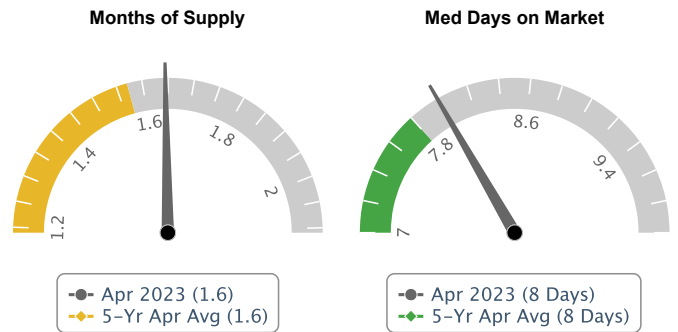
Statistic	Apr	YoY	MoM
<b>Total Sold Dollar Volume</b>	1,109,306,045	- 31.7%	+ 11.1%
<b>Closed Sales</b>	1,387	- 35.6%	+ 0.7%
<b>Median Sold Price</b>	\$628,000	- 1%	+ 10.9%
<b>Average Sold Price</b>	\$807,991	+ 2.8%	+ 10.9%
<b>Median Days on Market</b>	8 days	+ 14.3%	- 38.5%
<b>Average Days on Market</b>	21 days	+ 10.5%	- 38.2%
<b>Median Price per Sq Foot</b>	\$358	- 2.2%	+ 0.3%
<b>Average Price per Sq Foot</b>	\$411	- 2.4%	+ 2.2%



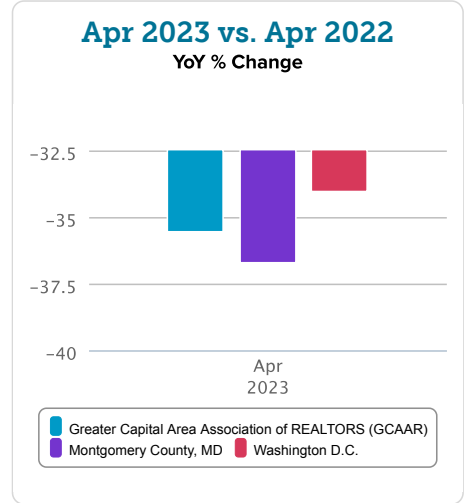
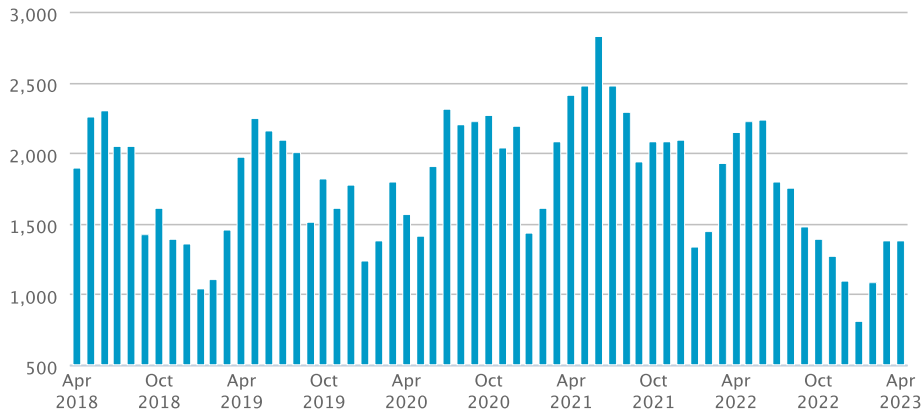
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for April was \$628,000, representing an increase of 10.9% compared to last month and a decrease of 0.9% from Apr 2022. The average days on market for units sold in April was 21 days, 6% below the 5-year April average of 22 days. There was a 1.2% month over month decrease in new contract activity with 1,696 New Pendings; an 11.8% MoM increase in All Pendings (new contracts + contracts carried over from March) to 2,096; and a 5.3% increase in supply to 2,523 active units.



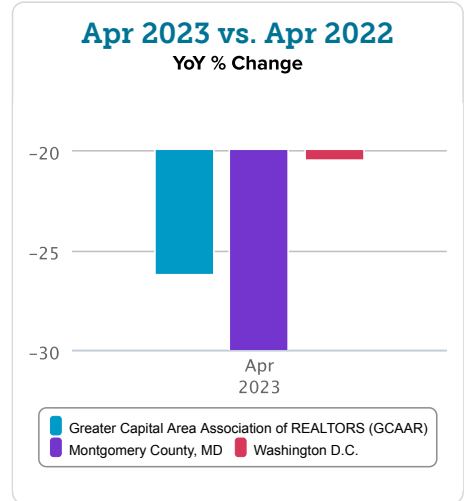
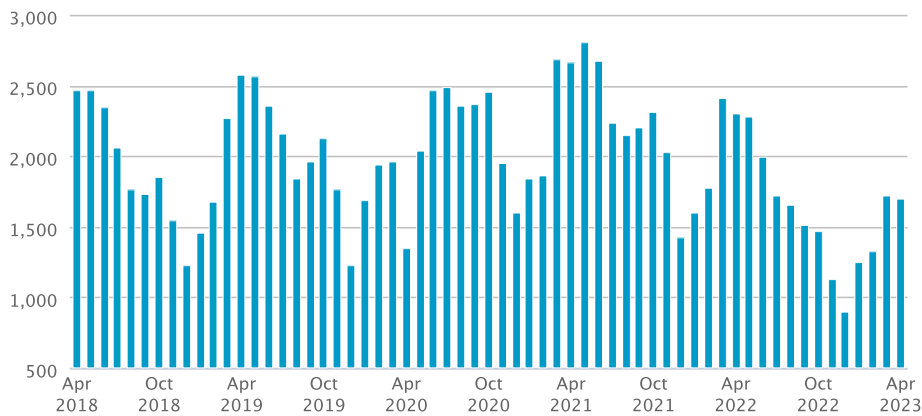
This activity resulted in a Contract Ratio of 0.83 pendencies per active listing, up from 0.78 in March and a decrease from 1.02 in April 2022. The Contract Ratio is 11% lower than the 5-year April average of 0.93. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



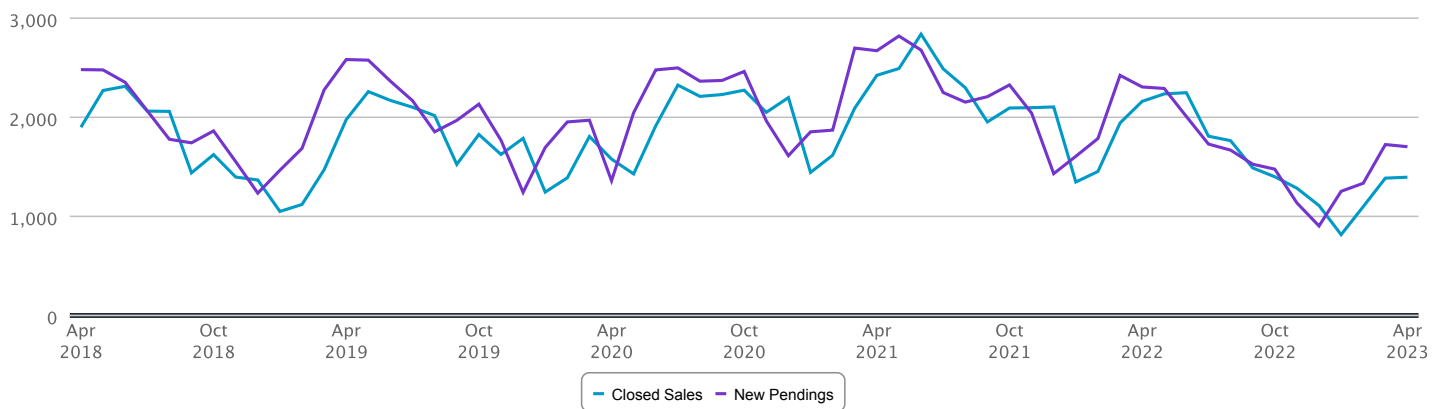
## Closed Sales



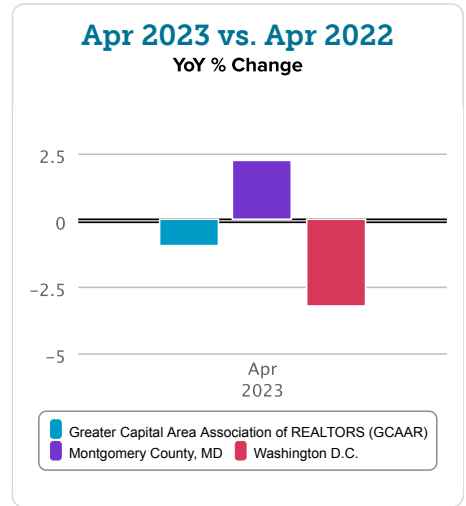
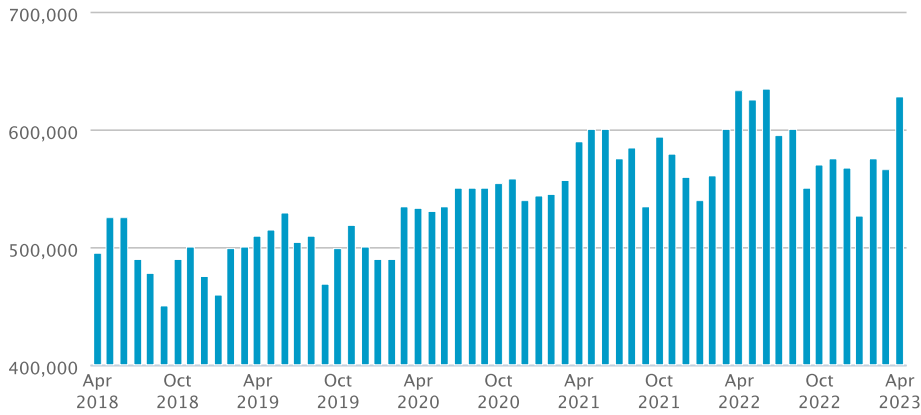
## New Pendings



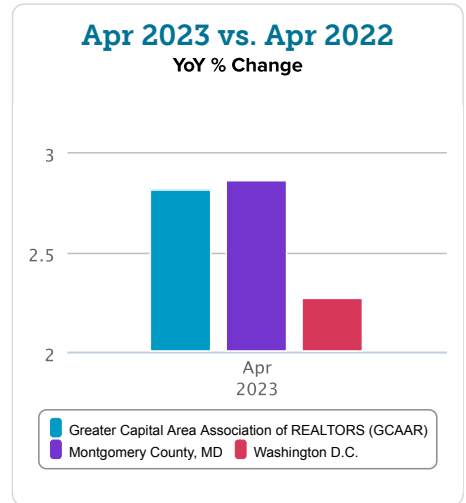
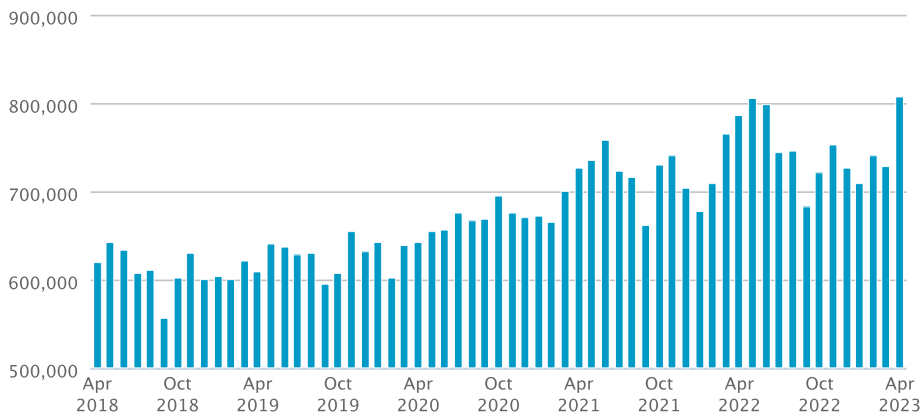
## Closed Sales vs. New Pendings



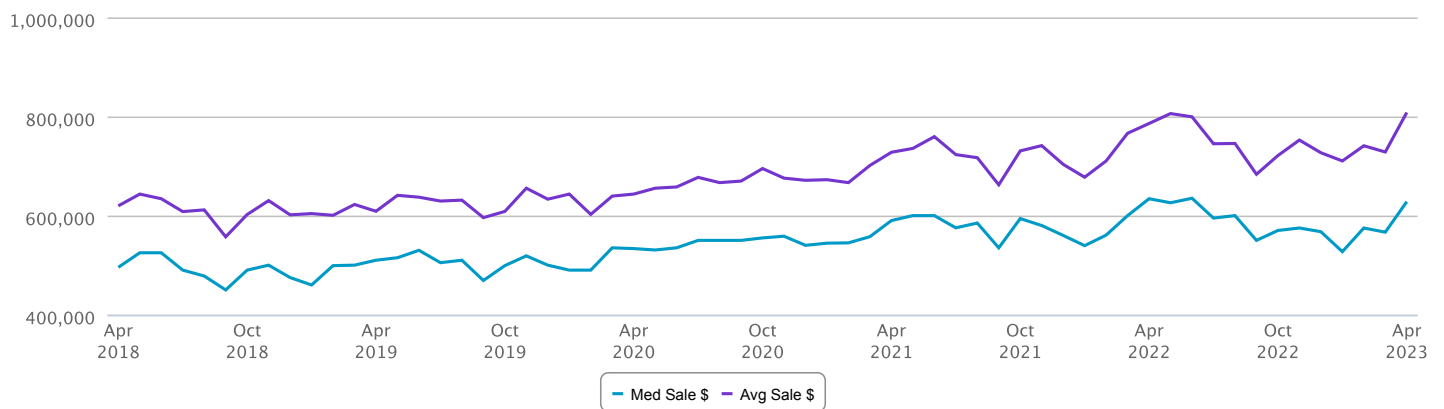
## Median Sale Price



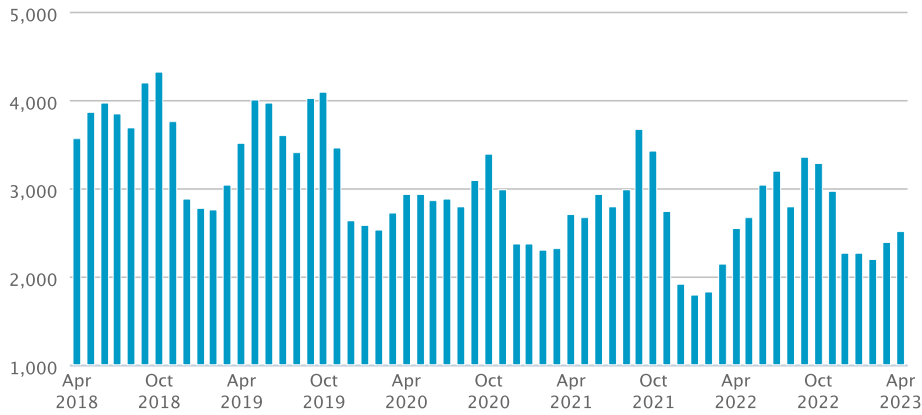
## Average Sale Price



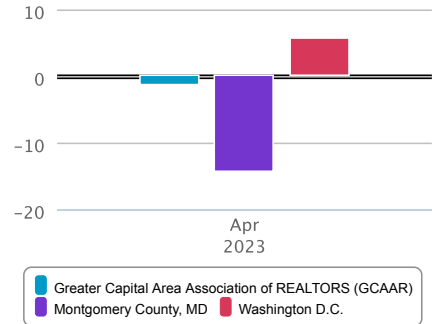
## Median vs. Average Sale Price



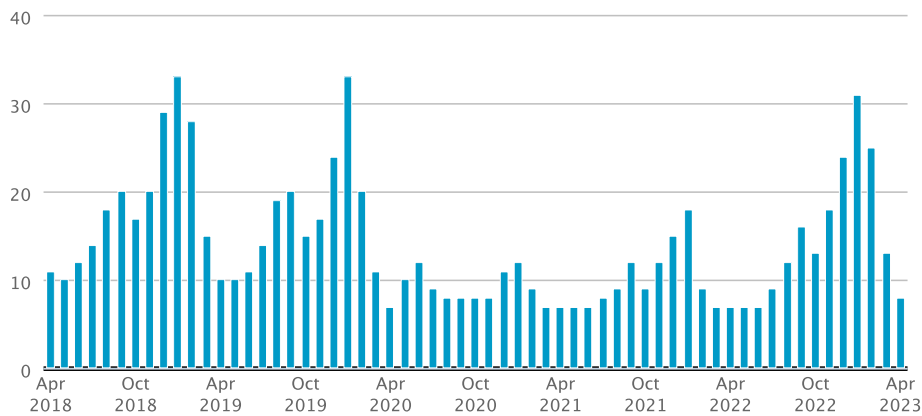
## Active Listings



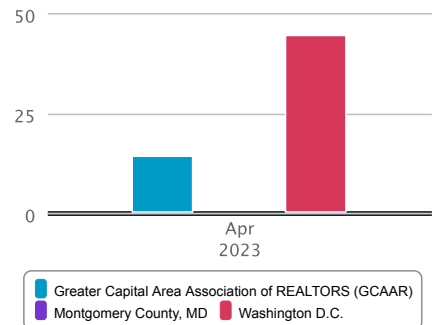
Apr 2023 vs. Apr 2022  
YoY % Change



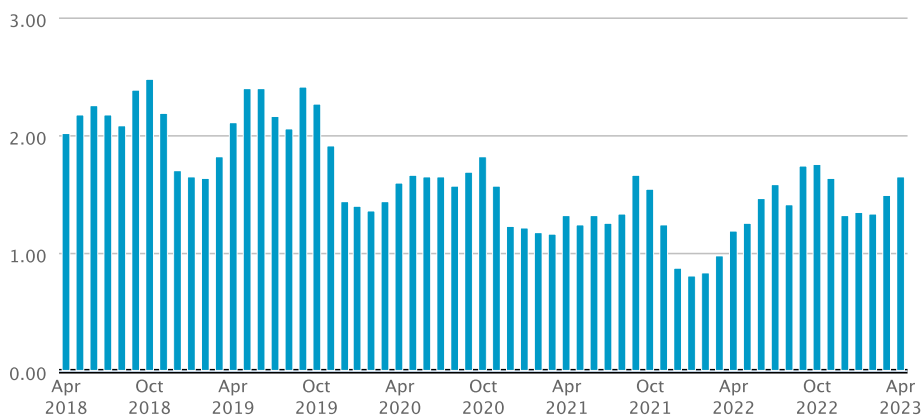
## Median Days on Market



Apr 2023 vs. Apr 2022  
YoY % Change



## Months of Supply



Apr 2023 vs. Apr 2022  
YoY % Change

