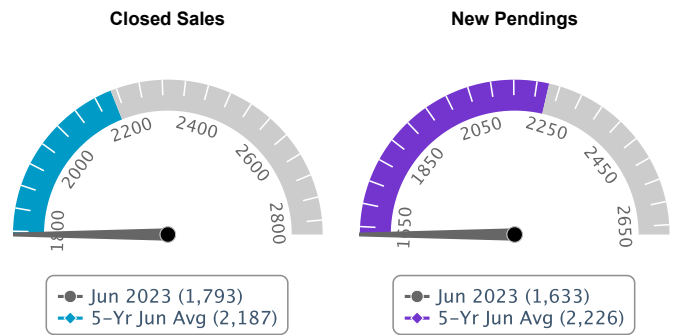


Association Executive Report

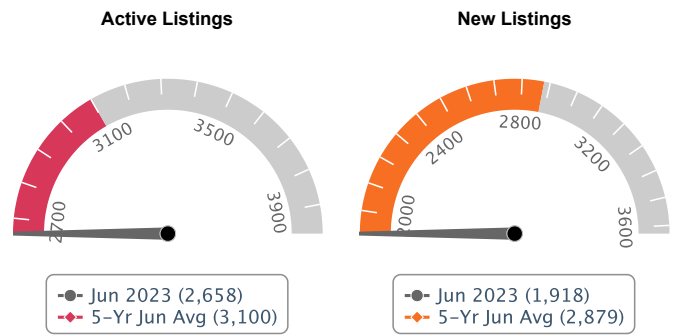
# June 2023

## Greater Capital Area Association of REALTORS

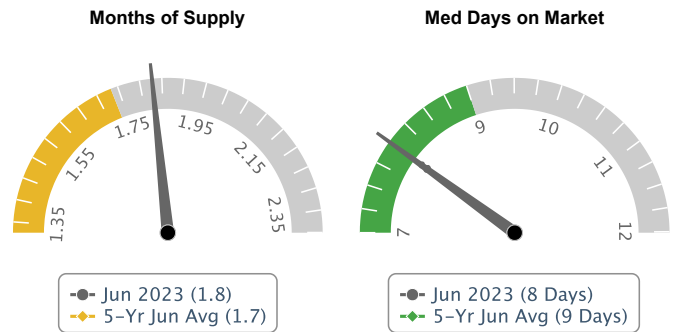
Statistic	Jun	YoY	MoM
<b>Total Sold Dollar Volume</b>	1,404,463,382	- 19.6%	+ 3%
<b>Closed Sales</b>	1,793	- 20%	+ 2.5%
<b>Median Sold Price</b>	\$625,000	- 1.6%	- 0.2%
<b>Average Sold Price</b>	\$791,301	- 1%	0%
<b>Median Days on Market</b>	8 days	+ 14.3%	+14.3%
<b>Average Days on Market</b>	21 days	+23.5%	0%
<b>Median Price per Sq Foot</b>	\$352	- 0.6%	- 0.6%
<b>Average Price per Sq Foot</b>	\$407	- 1.7%	- 1.2%



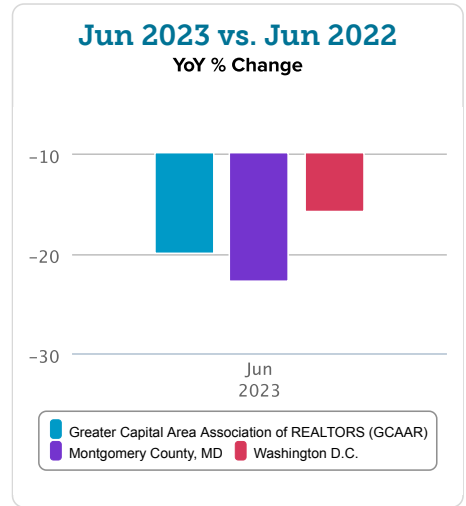
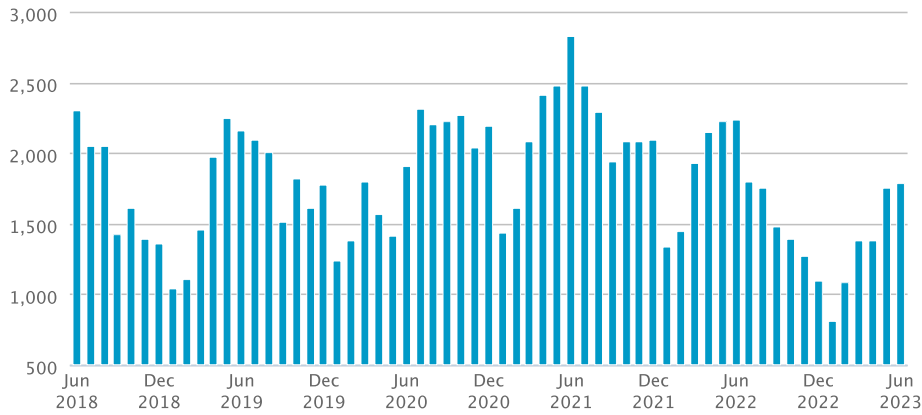
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for June was \$625,000, representing a decrease of 0.2% compared to last month and a decrease of 1.6% from Jun 2022. The average days on market for units sold in June was 21 days, 2% below the 5-year June average of 21 days. There was a 12% month over month decrease in new contract activity with 1,633 New Pendings; a 12.3% MoM decrease in All Pendings (new contracts + contracts carried over from May) to 1,840; and a 2.7% increase in supply to 2,658 active units.



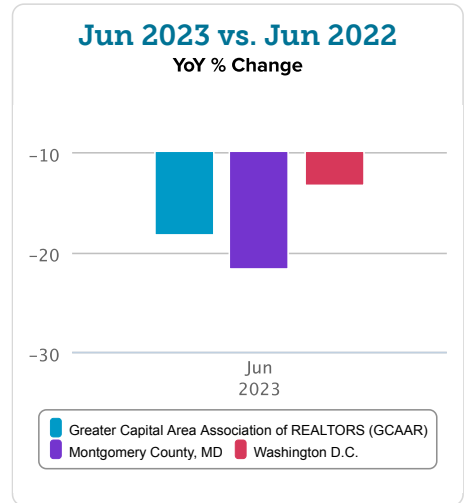
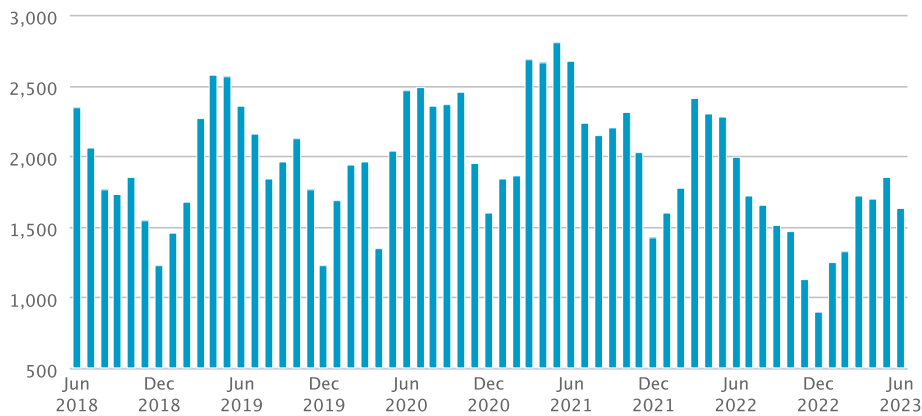
This activity resulted in a Contract Ratio of 0.69 pendings per active listing, down from 0.81 in May and a decrease from 0.72 in June 2022. The Contract Ratio is 20% lower than the 5-year June average of 0.86. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.



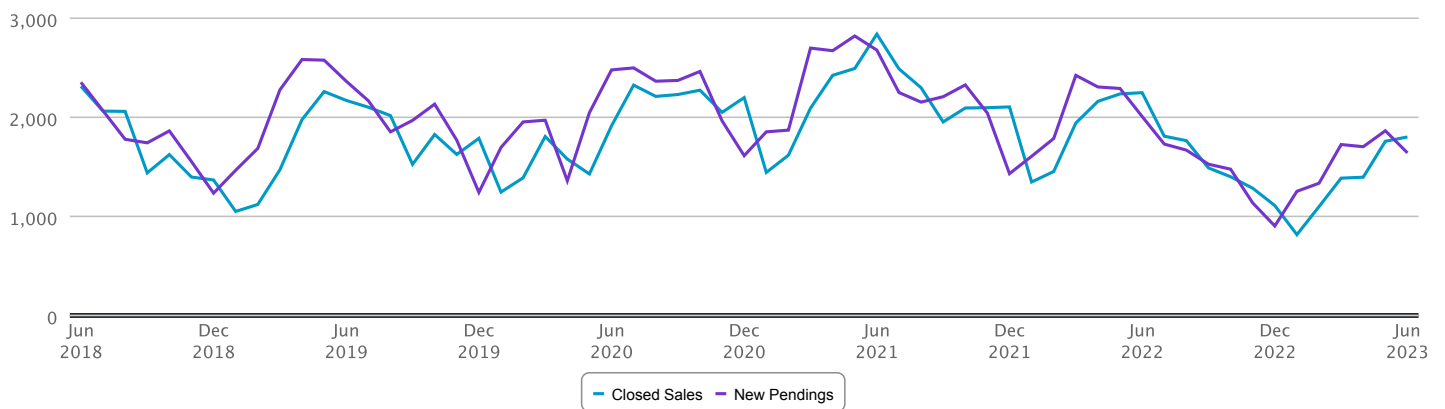
## Closed Sales



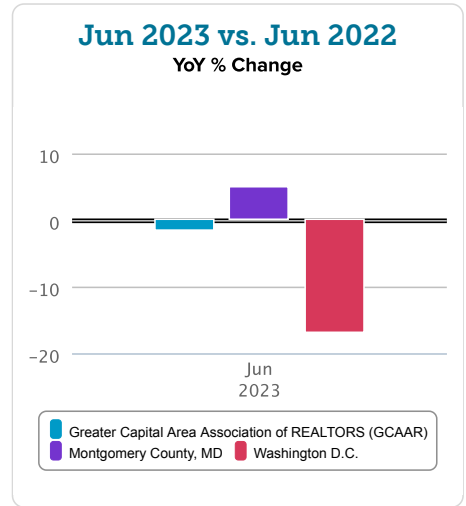
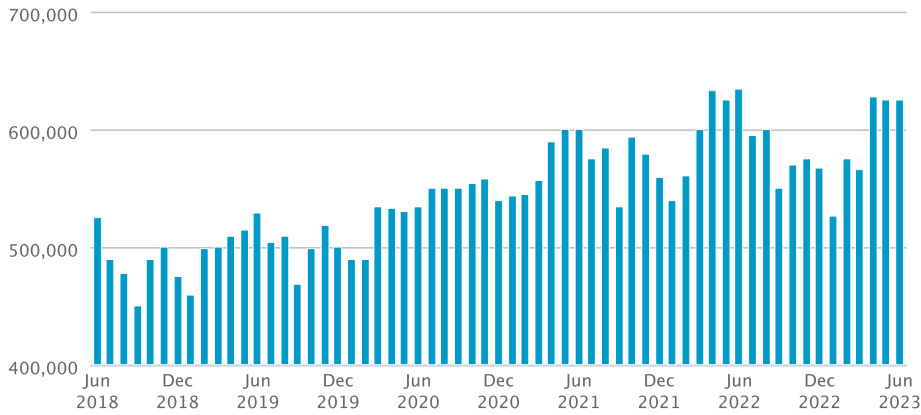
## New Pendings



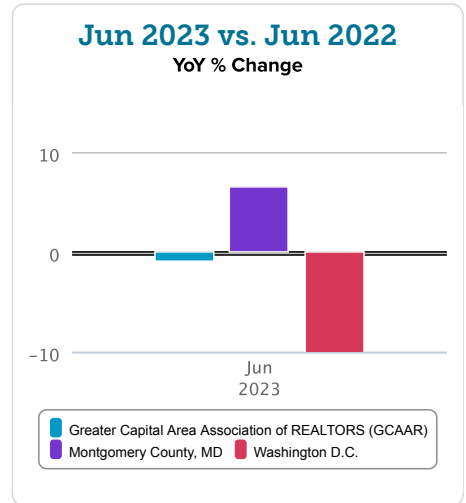
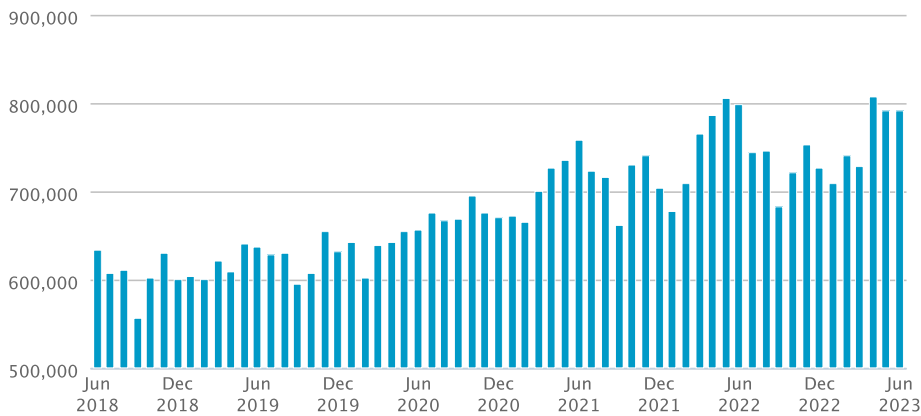
## Closed Sales vs. New Pendings



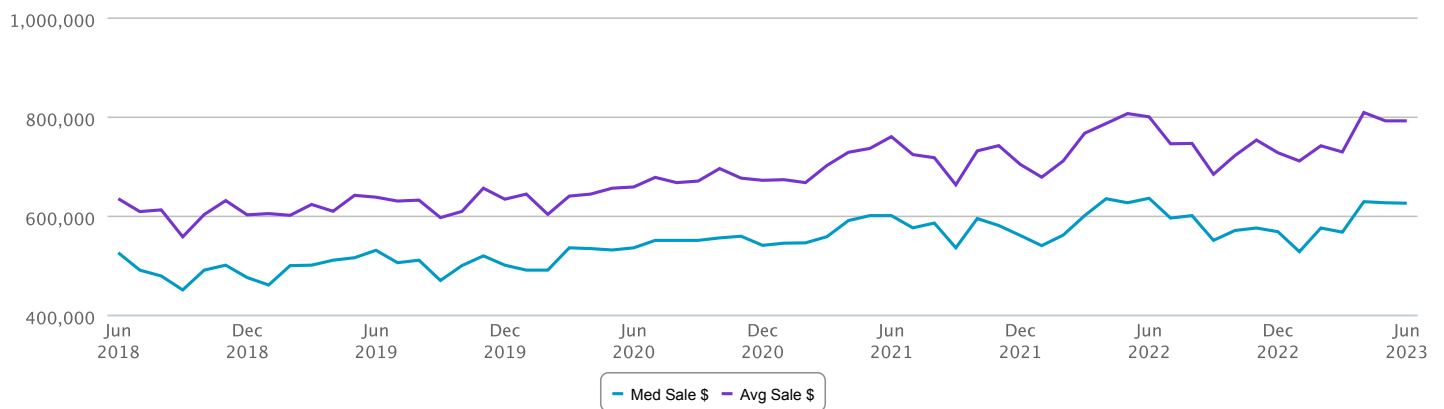
## Median Sale Price



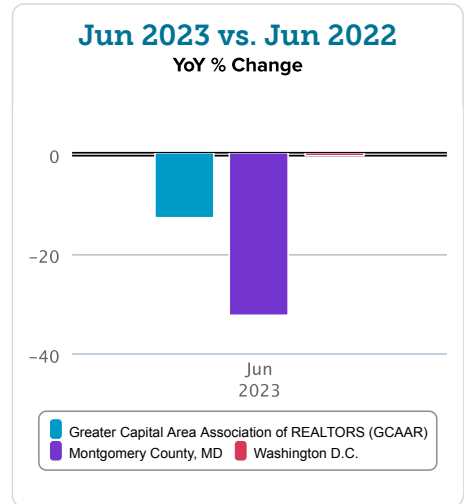
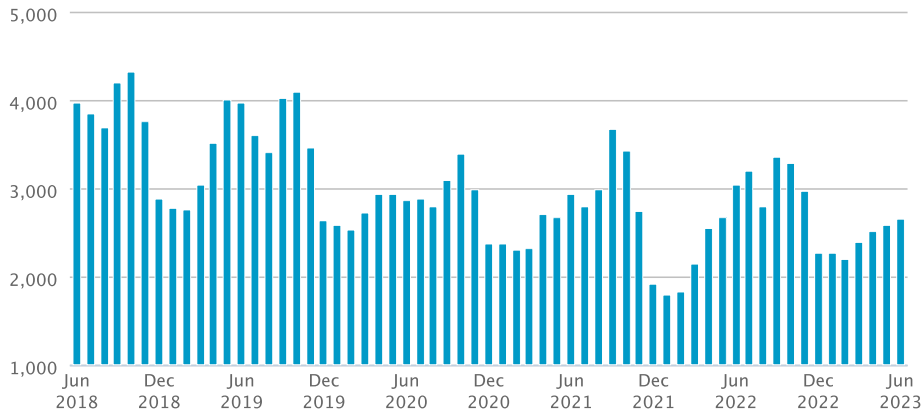
## Average Sale Price



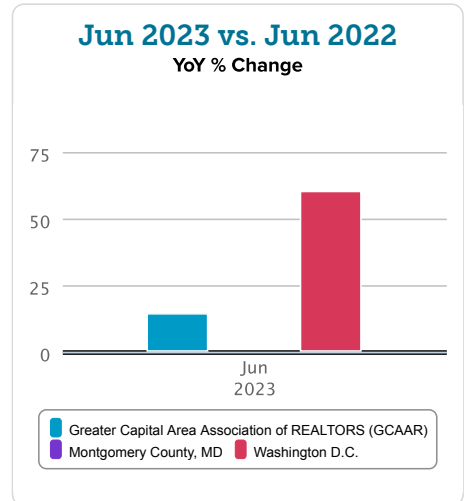
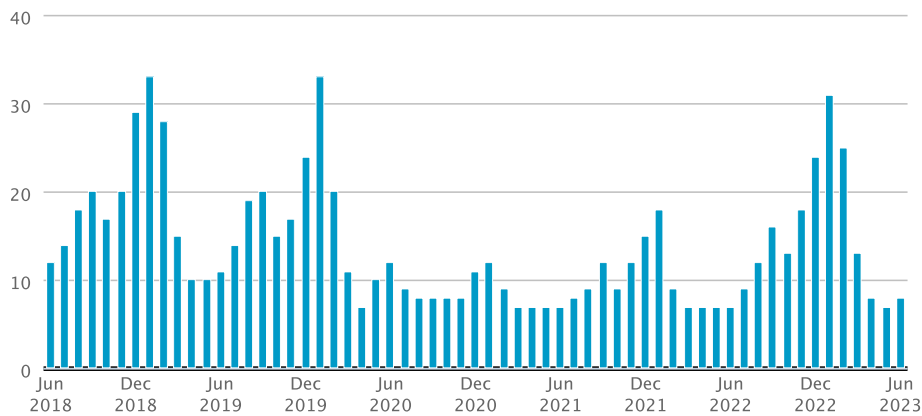
## Median vs. Average Sale Price



## Active Listings



## Median Days on Market



## Months of Supply

