

Association Executive Report

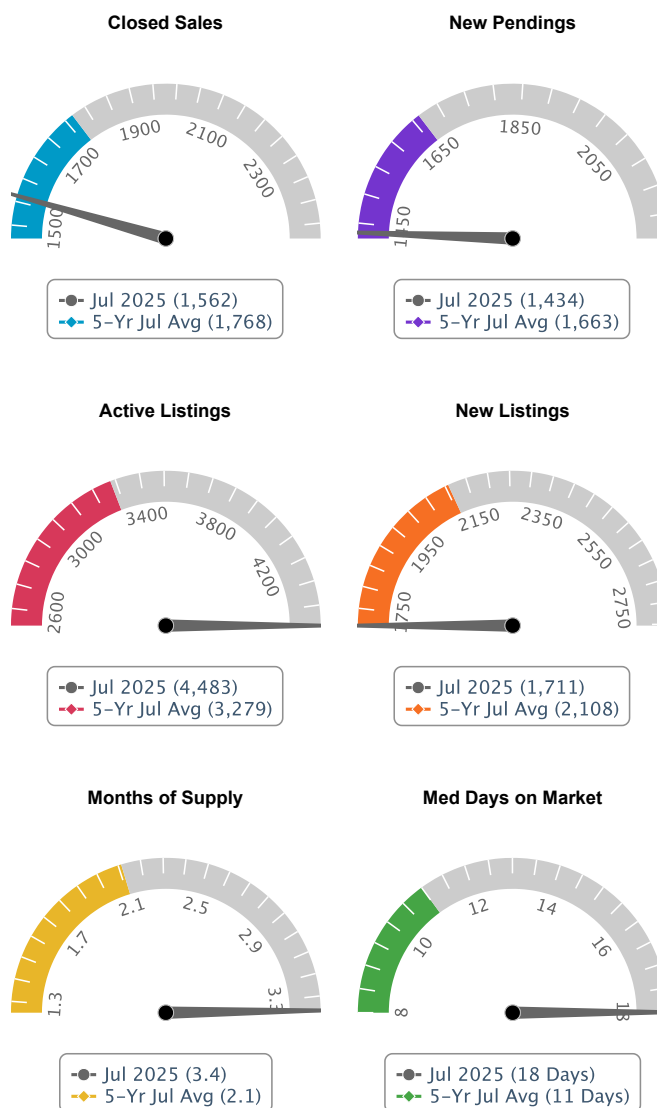
July 2025

Greater Capital Area Association of REALTORS

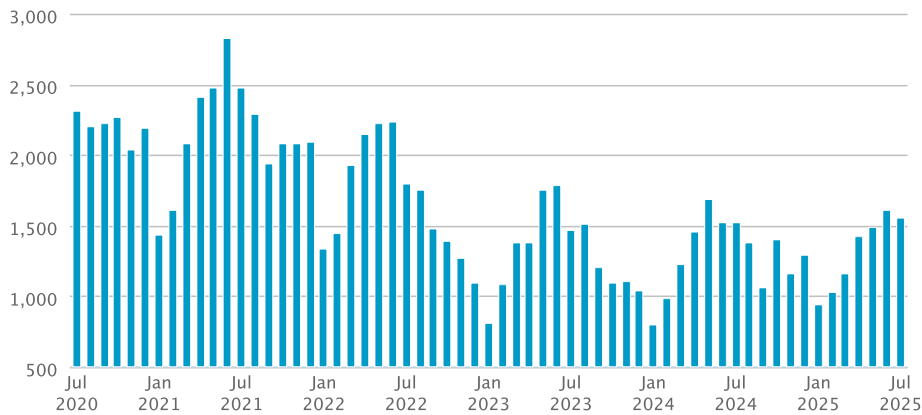
Statistic	Jul	YoY	MoM
Total Sold Dollar Volume	1,330,591,781	+ 4.7%	- 7%
Closed Sales	1,562	+ 2.5%	-2.9%
Median Sold Price	\$665,000	+ 2.6%	-0.5%
Average Sold Price	\$842,384	+ 0.7%	- 4.7%
Median Days on Market	18 days	+63.6%	+ 20%
Average Days on Market	31 days	+ 24%	+6.9%
Median Price per Sq Foot	\$354	+ 0.9%	-0.8%
Average Price per Sq Foot	\$407	+ 0.5%	-0.5%

In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for July was \$665,000, representing a decrease of 0.5% compared to last month and an increase of 2.6% from Jul 2024. The average days on market for units sold in July was 31 days, 35% above the 5-year July average of 23 days. There was a 13.5% month over month decrease in new contract activity with 1,434 New Pending; a 9.7% MoM decrease in All Pending (new contracts + contracts carried over from June) to 1,774; and a 3.8% decrease in supply to 4,483 active units.

This activity resulted in a Contract Ratio of 0.40 pendings per active listing, down from 0.42 in June and a decrease from 0.50 in July 2024. The Contract Ratio is 38% lower than the 5-year July average of 0.64. 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.

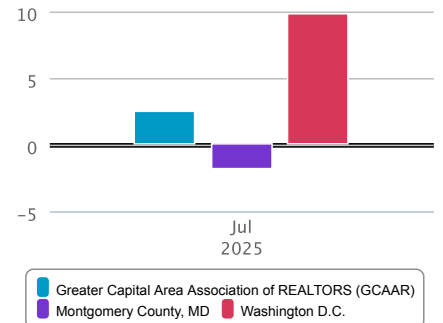


Closed Sales

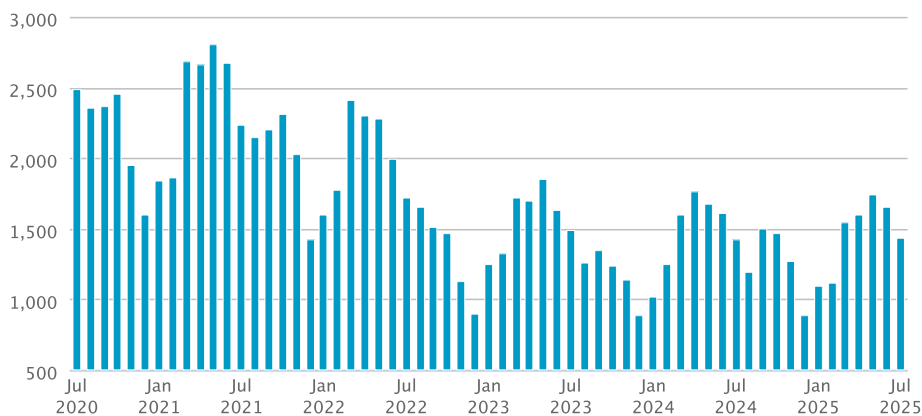


Jul 2025 vs. Jul 2024

YoY % Change

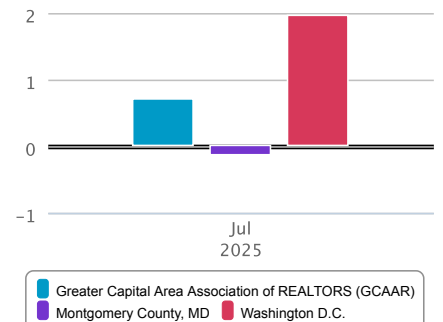


New Pendings

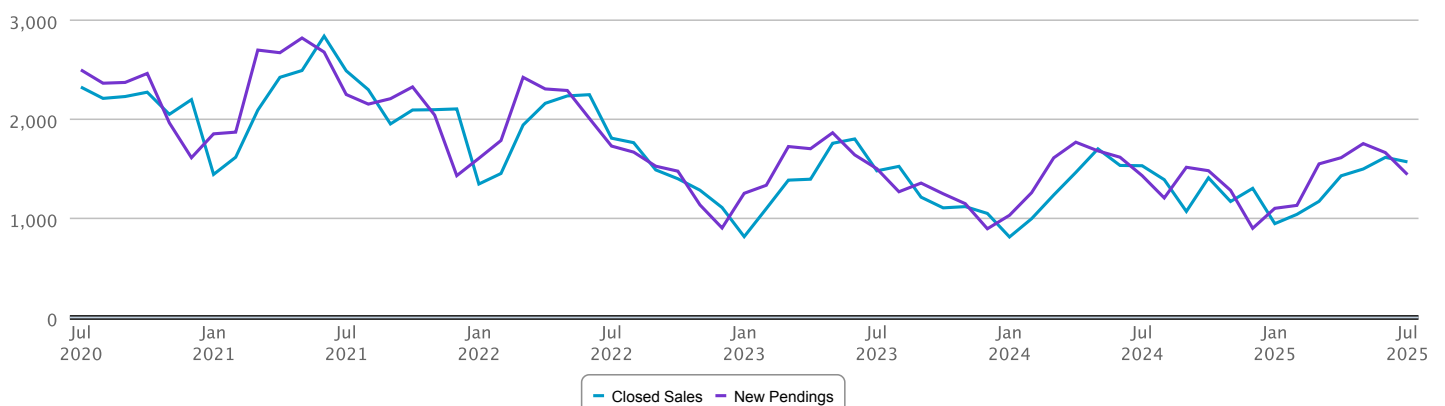


Jul 2025 vs. Jul 2024

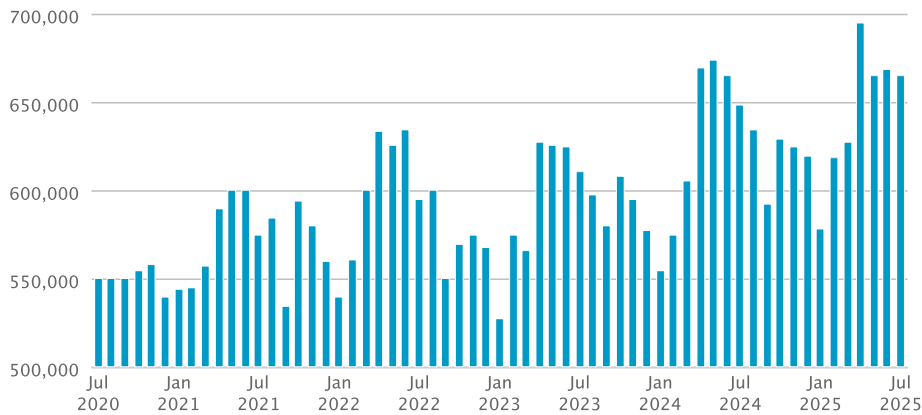
YoY % Change



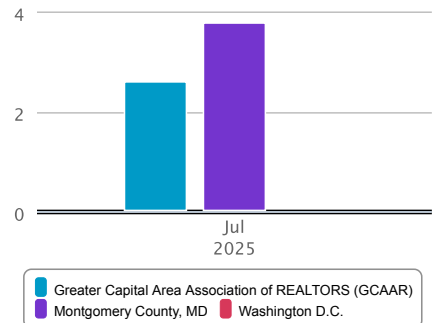
Closed Sales vs. New Pendings



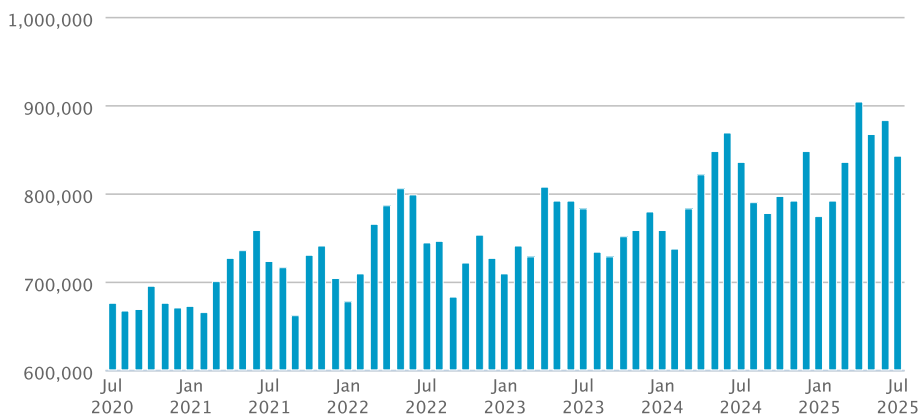
Median Sale Price



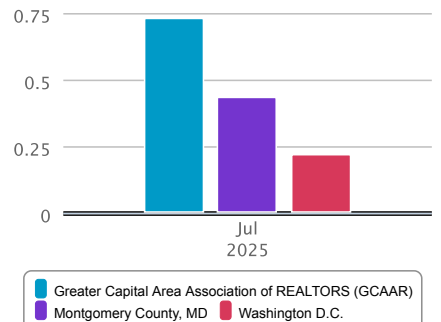
Jul 2025 vs. Jul 2024
YoY % Change



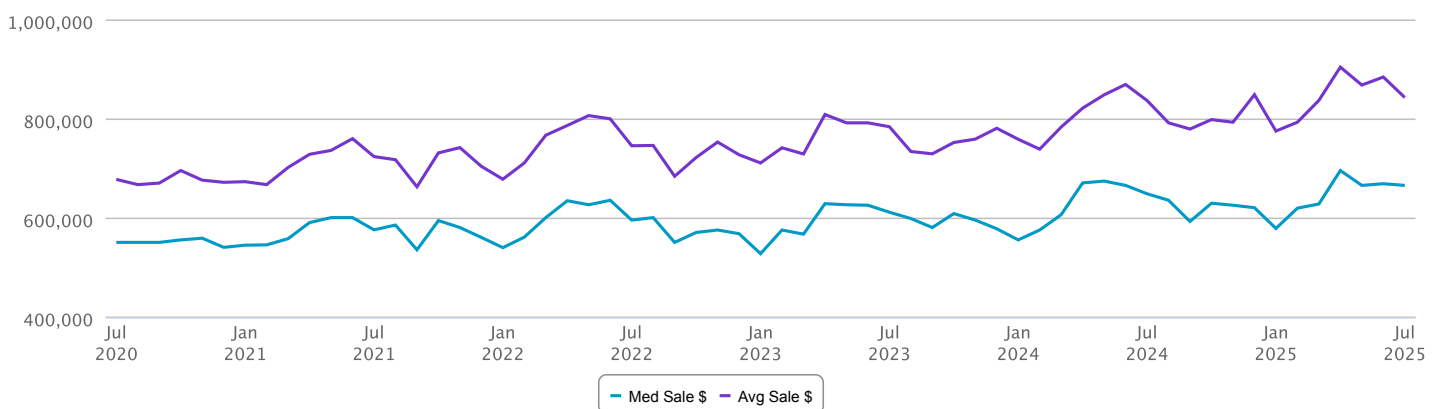
Average Sale Price



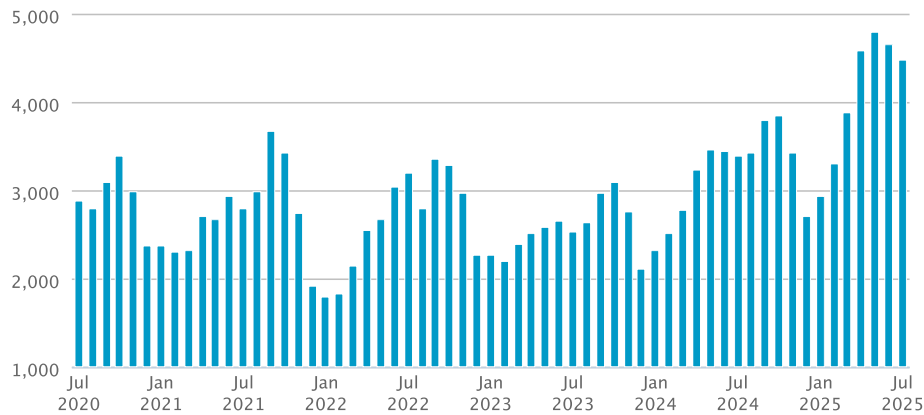
Jul 2025 vs. Jul 2024
YoY % Change



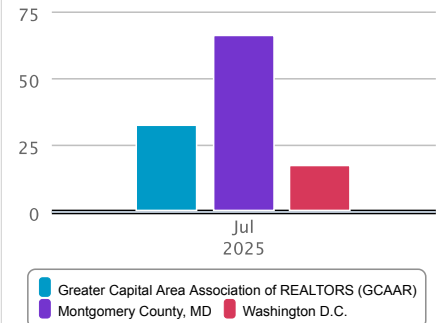
Median vs. Average Sale Price



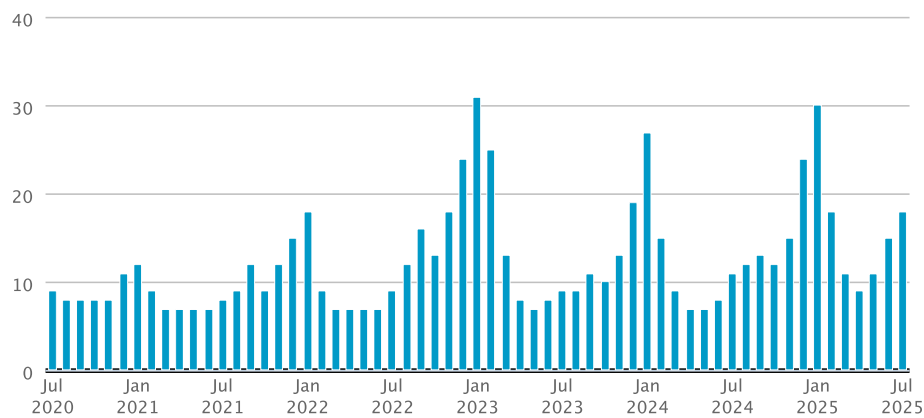
Active Listings



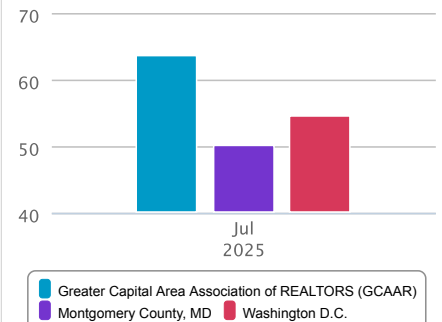
Jul 2025 vs. Jul 2024
YoY % Change



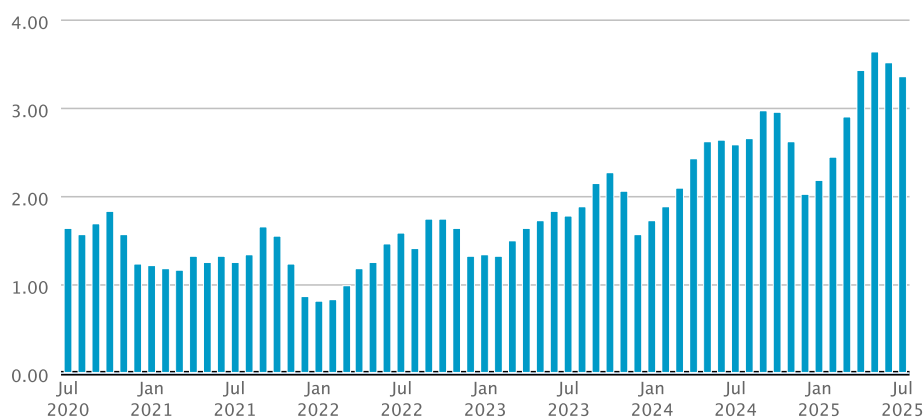
Median Days on Market



Jul 2025 vs. Jul 2024
YoY % Change



Months of Supply



Jul 2025 vs. Jul 2024
YoY % Change

