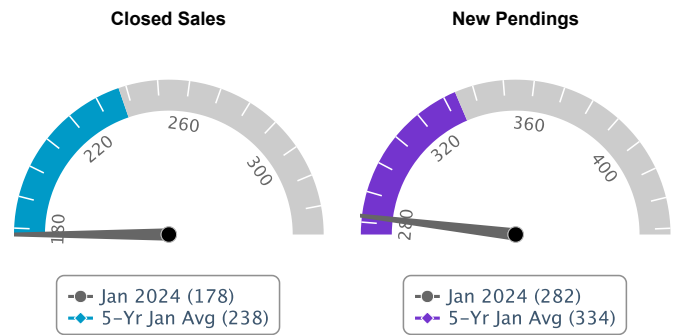


Association Executive Report

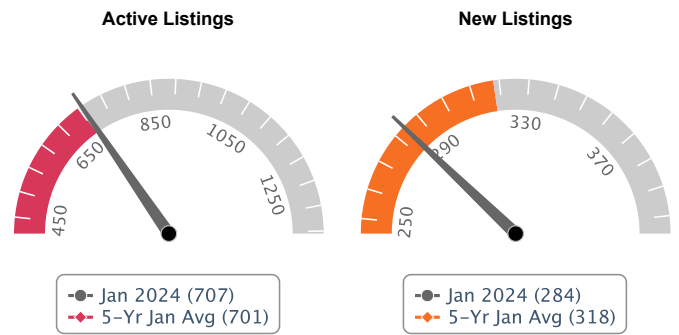
January 2024

Coastal Association of REALTORS

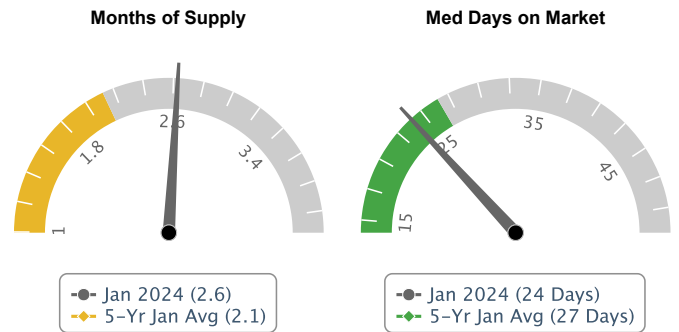
Statistic	Jan	YoY	MoM
Total Sold Dollar Volume	62,615,013	-15.2%	-28.2%
Closed Sales	178	-12.3%	-12.3%
Median Sold Price	\$305,900	0%	-4.4%
Average Sold Price	\$341,581	-4.1%	-18.1%
Median Days on Market	24 days	-7.7%	+9.1%
Average Days on Market	38 days	-9.5%	-20.8%
Median Price per Sq Foot	\$211	+1.4%	-1.9%
Average Price per Sq Foot	\$261	+2%	-2.3%



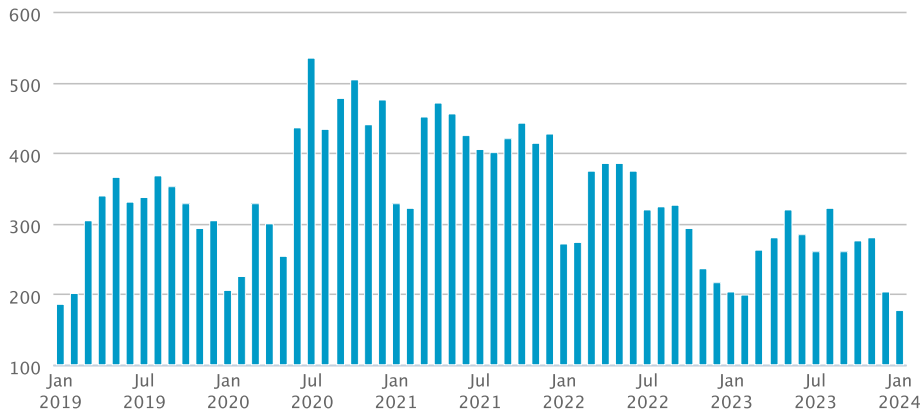
In the Coastal Association of REALTORS (CAR) area, the median sold price for residential properties for January was \$305,900, representing a decrease of 4.4% compared to last month and a decrease of 0% from Jan 2023. The average days on market for units sold in January was 38 days, 25% below the 5-year January average of 51 days. There was a 43.9% month over month increase in new contract activity with 282 New Pendings; a 23.8% MoM increase in All Pendings (new contracts + contracts carried over from December) to 390; and a 1% increase in supply to 707 active units.



This activity resulted in a Contract Ratio of 0.55 pendings per active listing, up from 0.45 in December and a decrease from 0.64 in January 2023. The Contract Ratio is 29% lower than the 5-year January average of 0.77. 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.

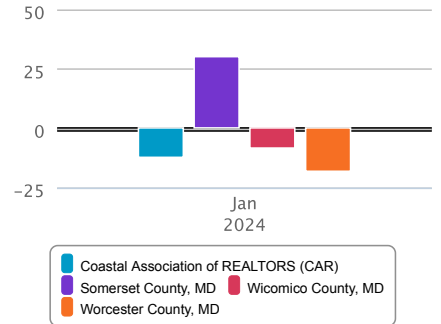


Closed Sales

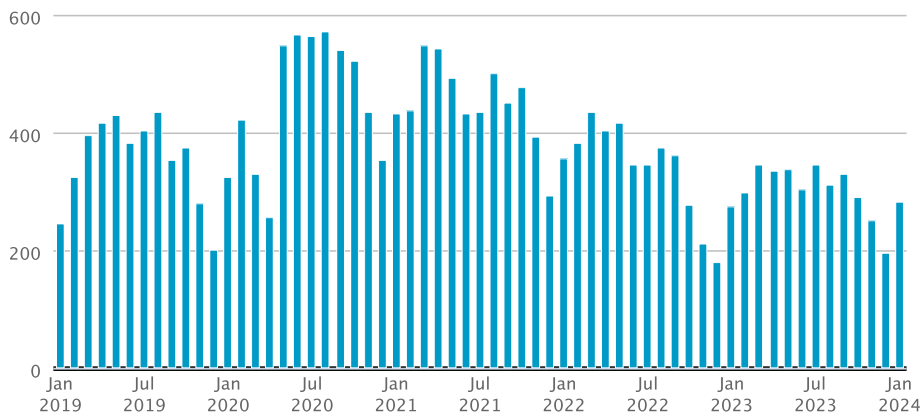


Jan 2024 vs. Jan 2023

YoY % Change

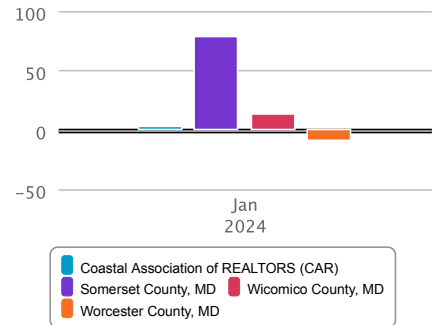


New Pendings

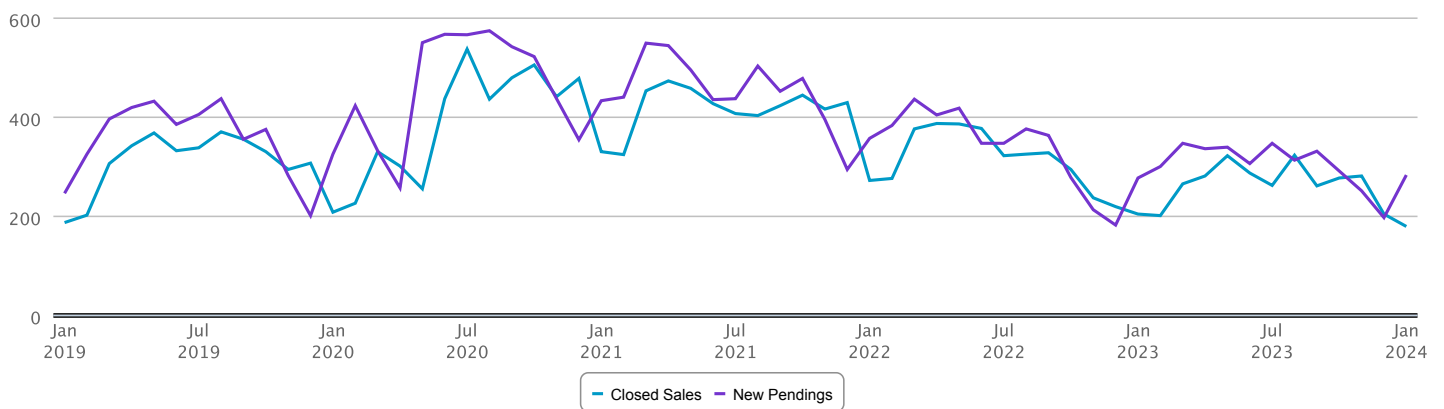


Jan 2024 vs. Jan 2023

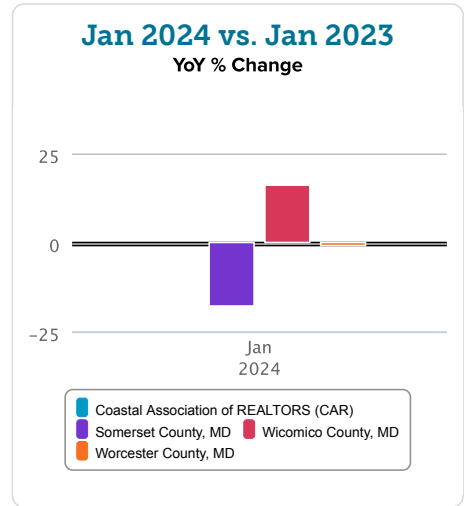
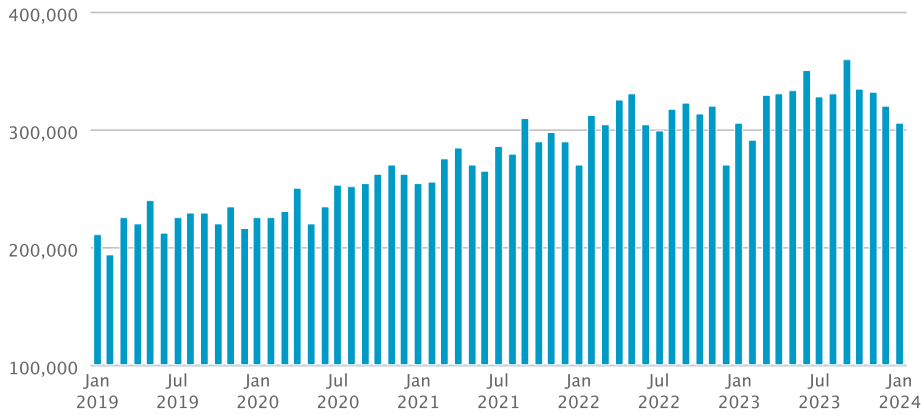
YoY % Change



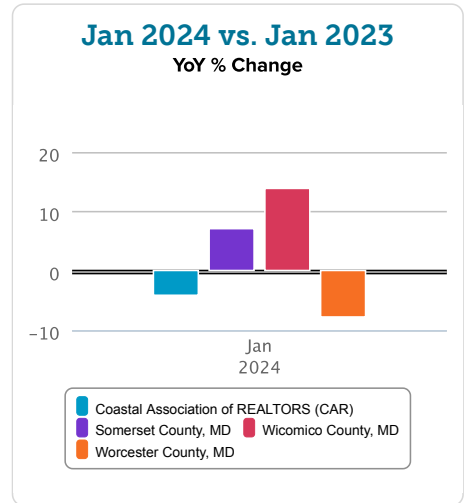
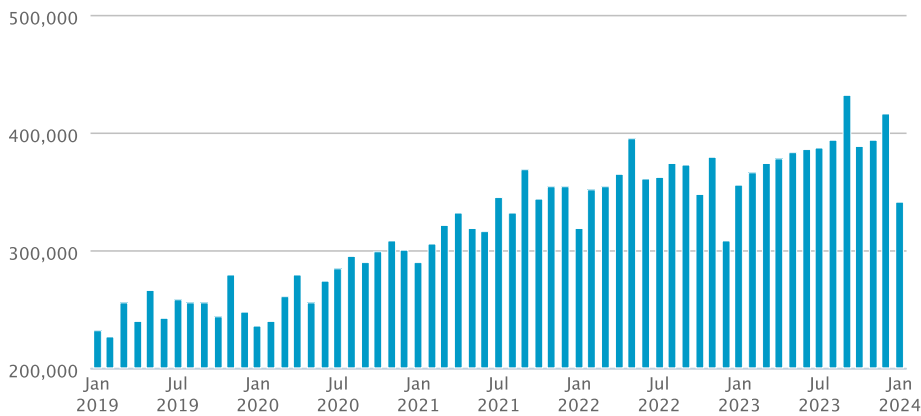
Closed Sales vs. New Pendings



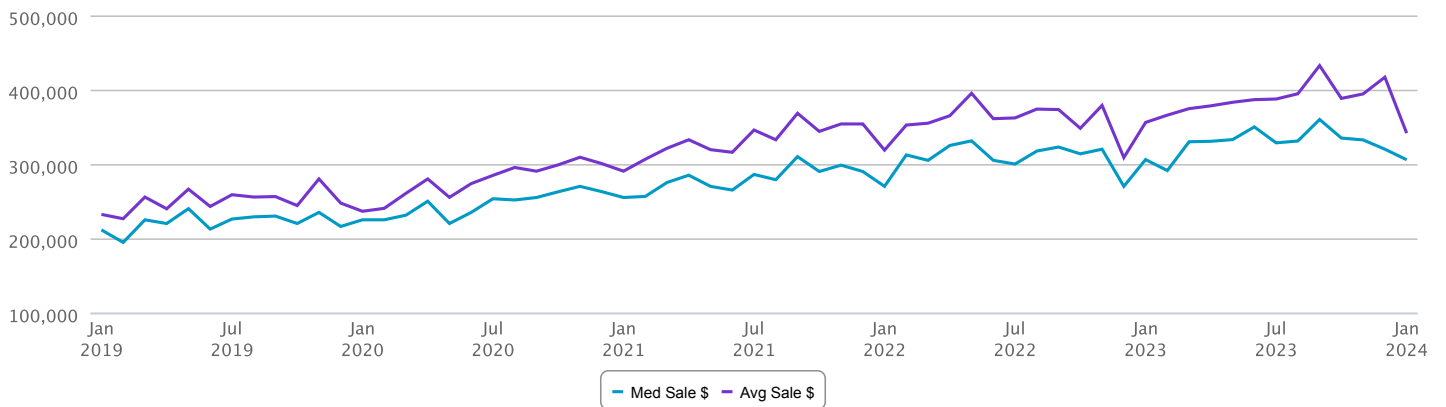
Median Sale Price



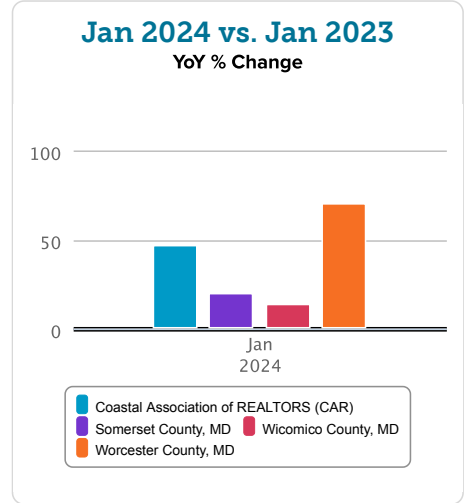
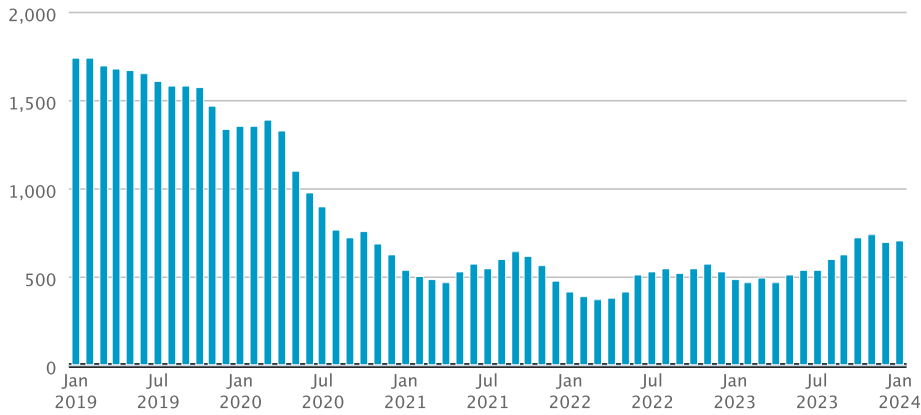
Average Sale Price



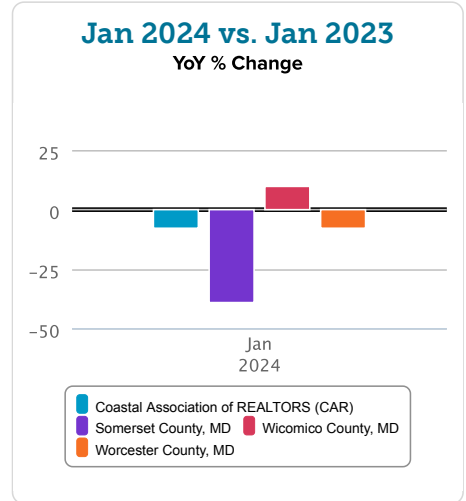
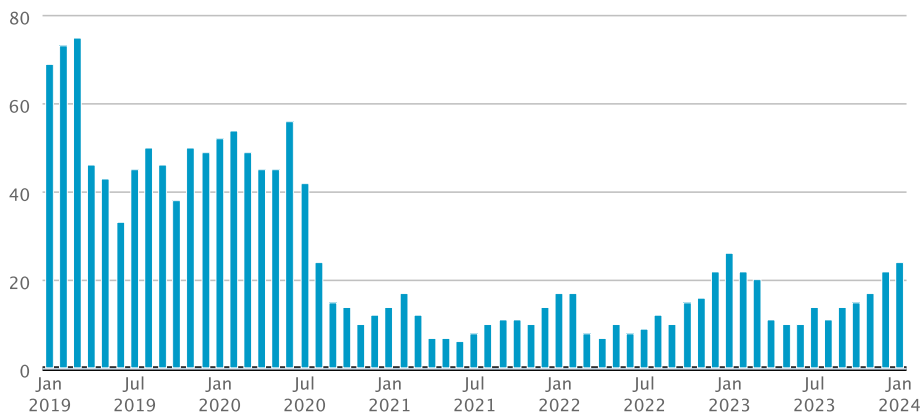
Median vs. Average Sale Price



Active Listings



Median Days on Market



Months of Supply

