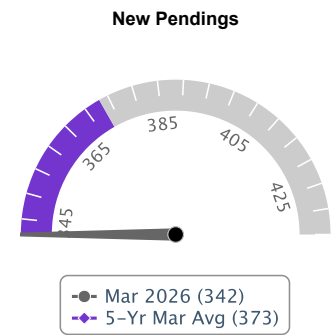
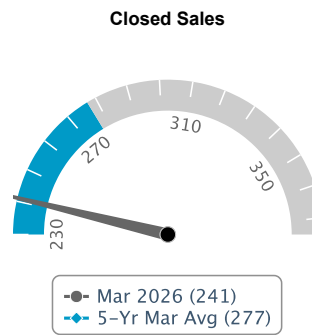


Association Executive Report

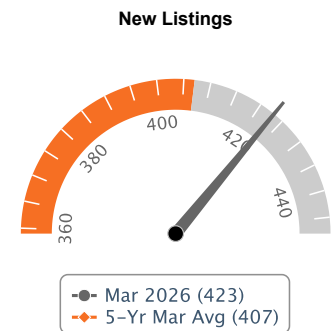
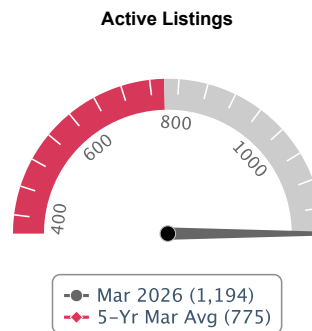
March 2026

Coastal Association of REALTORS

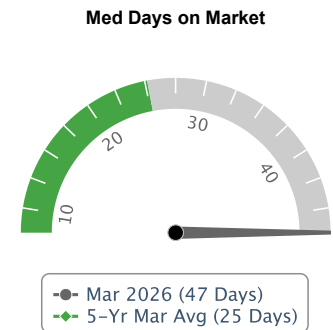
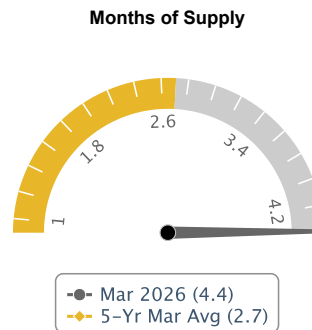
Statistic	Mar	YoY	MoM
Total Sold Dollar Volume	103,090,843	+ 10%	+ 16.7%
Closed Sales	241	+ 4.8%	+ 17.6%
Median Sold Price	\$325,000	- 7.1%	-13.4%
Average Sold Price	\$418,278	+ 4%	- 0.1%
Median Days on Market	47 days	+ 74.1%	-27.7%
Average Days on Market	74 days	+29.8%	- 8.6%
Median Price per Sq Foot	\$238	- 8.1%	- 4.8%
Average Price per Sq Foot	\$299	- 0.3%	+ 4.5%



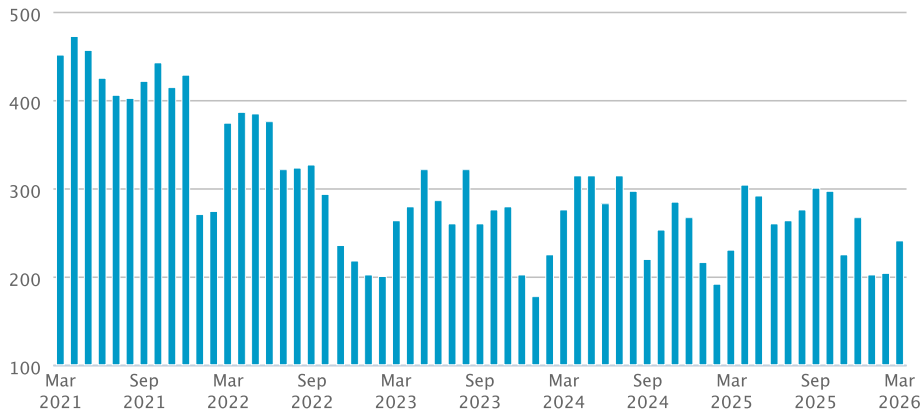
In the Coastal Association of REALTORS (CAR) area, the median sold price for residential properties for March was \$325,000, representing a decrease of 13.4% compared to last month and a decrease of 7.1% from Mar 2025. The average days on market for units sold in March was 74 days, 43% above the 5-year March average of 52 days. There was a 31.5% month over month increase in new contract activity with 342 New Pendings; a 17% MoM increase in All Pendings (new contracts + contracts carried over from February) to 400; and a 9.9% increase in supply to 1,194 active units.



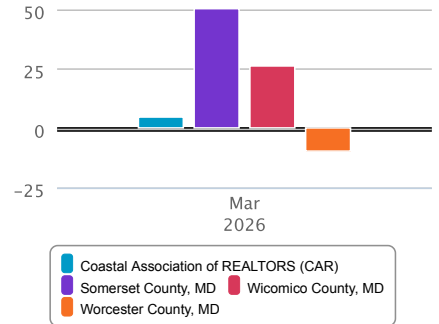
This activity resulted in a Contract Ratio of 0.34 pendings per active listing, up from 0.31 in February and a decrease from 0.46 in March 2025. The Contract Ratio is 57% lower than the 5-year March average of 0.78. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



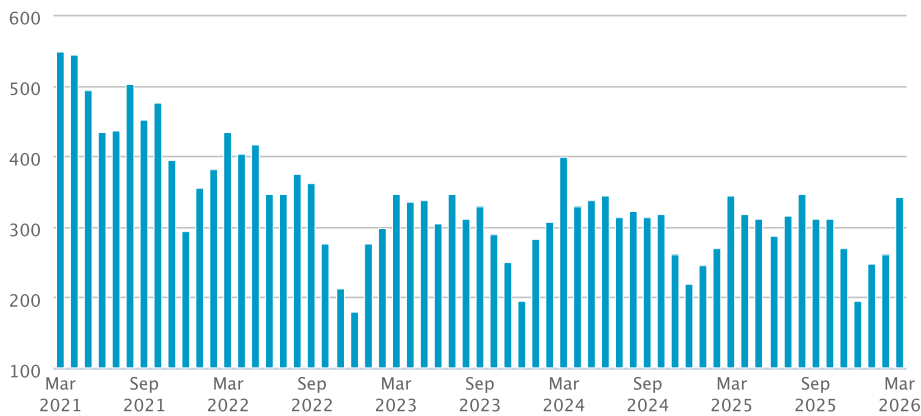
Closed Sales



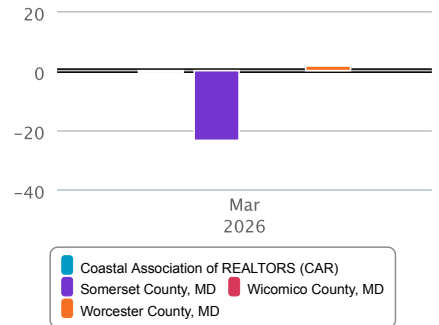
Mar 2026 vs. Mar 2025
YoY % Change



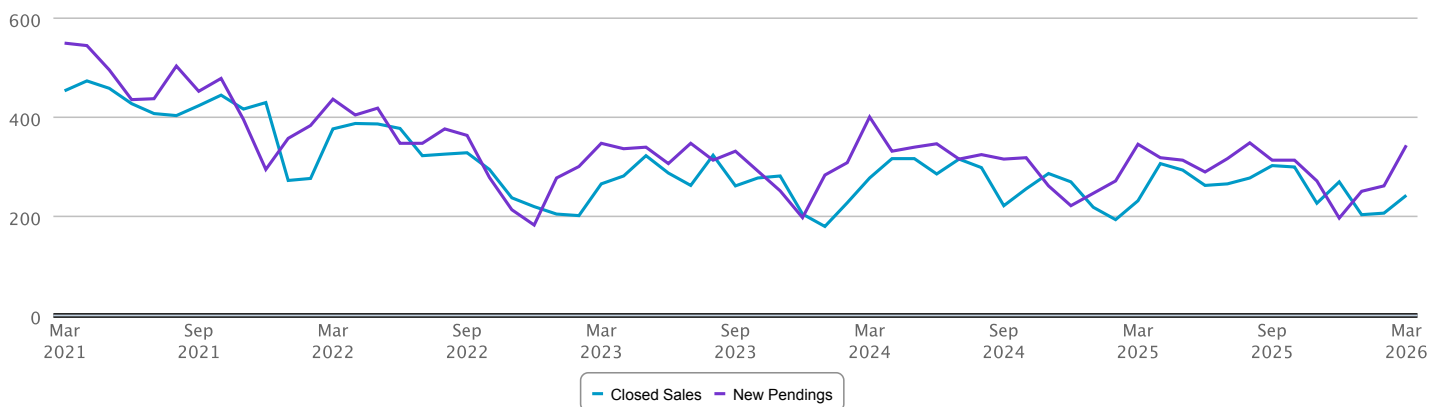
New Pendings



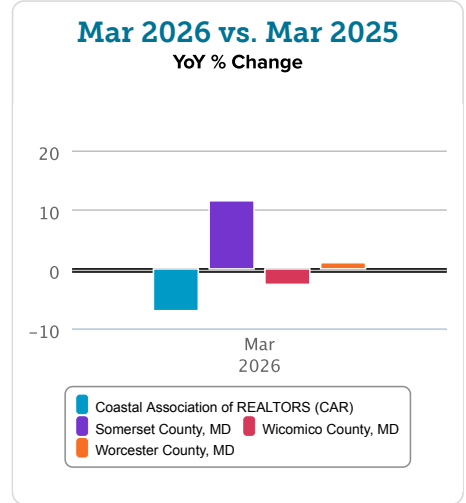
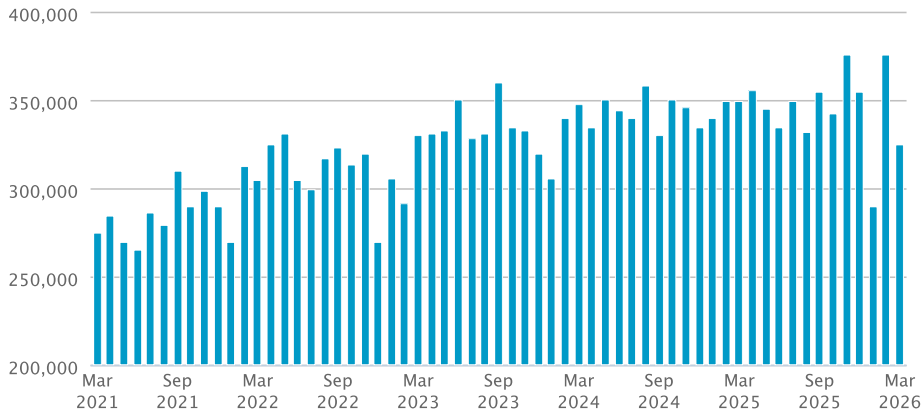
Mar 2026 vs. Mar 2025
YoY % Change



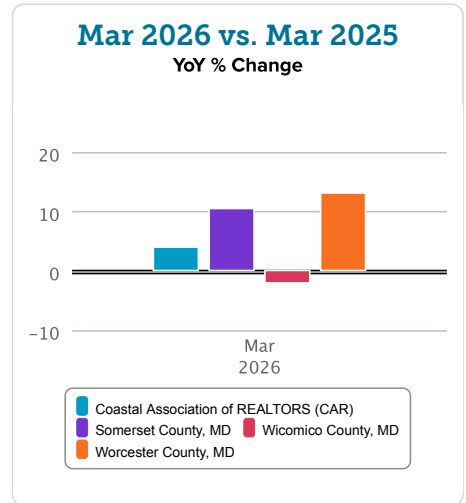
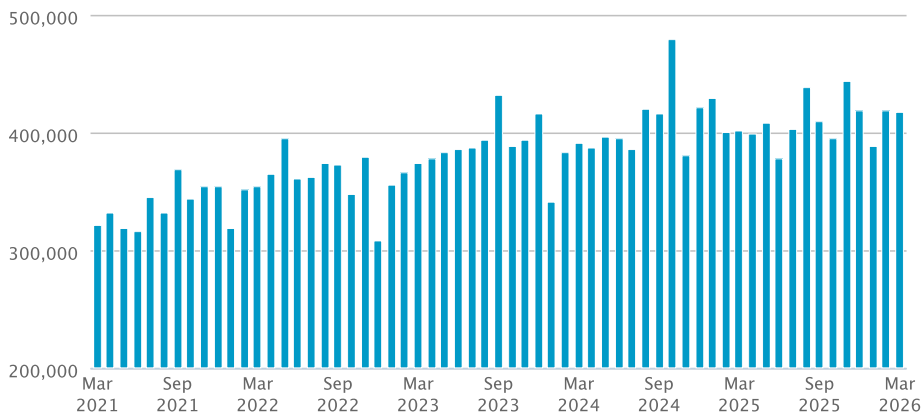
Closed Sales vs. New Pendings



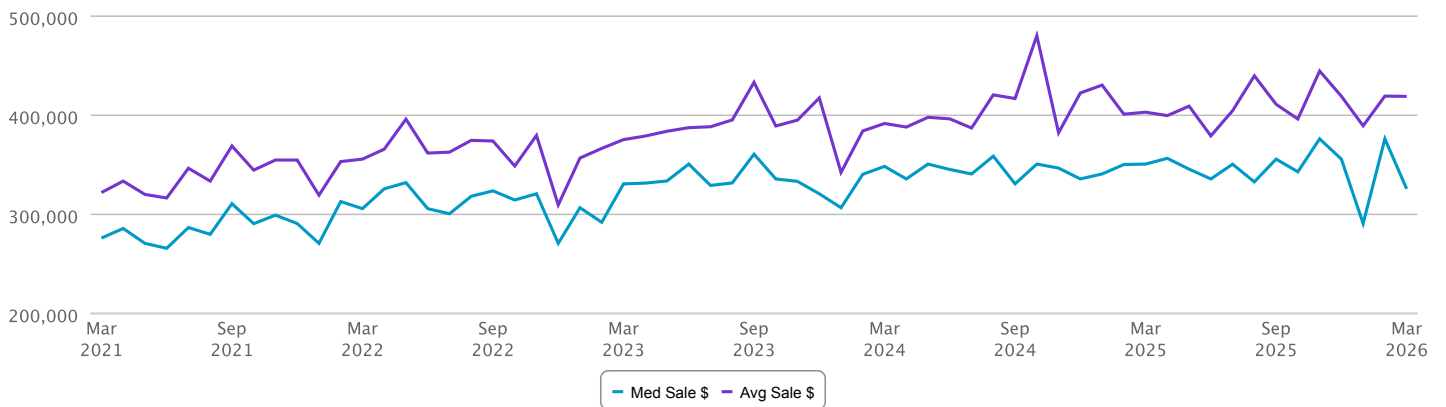
Median Sale Price



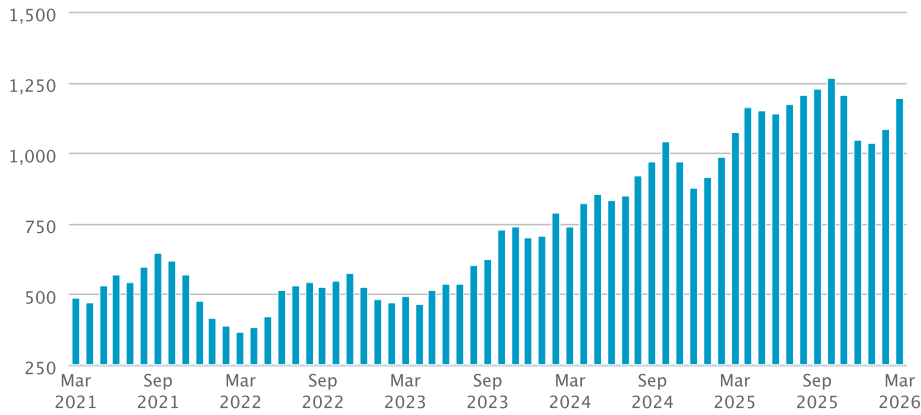
Average Sale Price



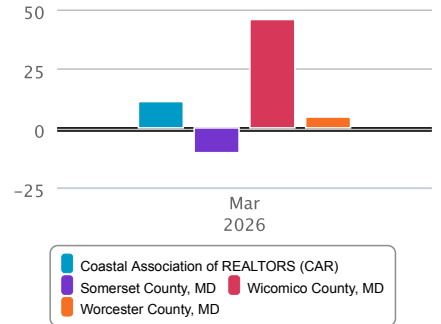
Median vs. Average Sale Price



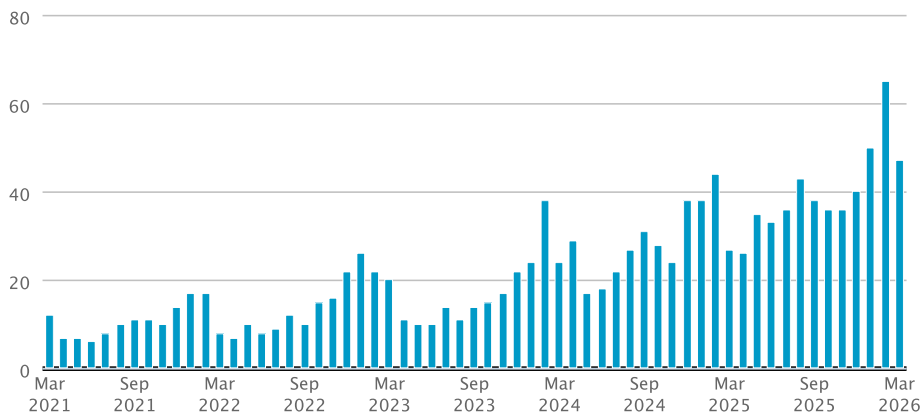
Active Listings



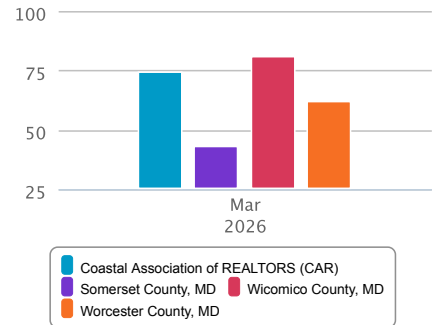
Mar 2026 vs. Mar 2025
YoY % Change



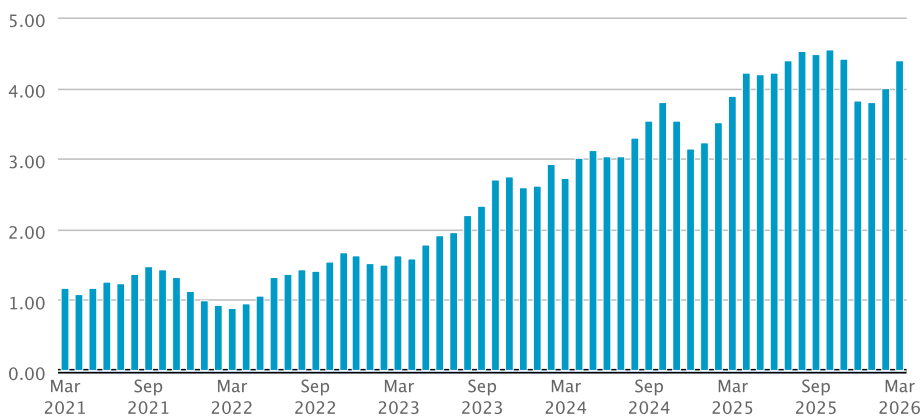
Median Days on Market



Mar 2026 vs. Mar 2025
YoY % Change



Months of Supply



Mar 2026 vs. Mar 2025
YoY % Change

