

Association Executive Report

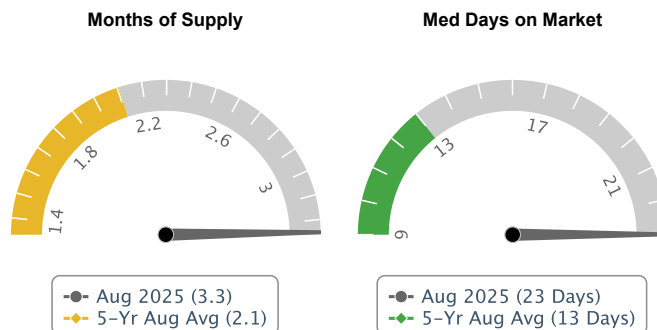
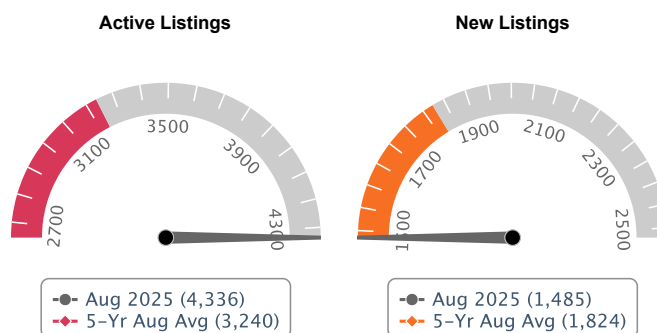
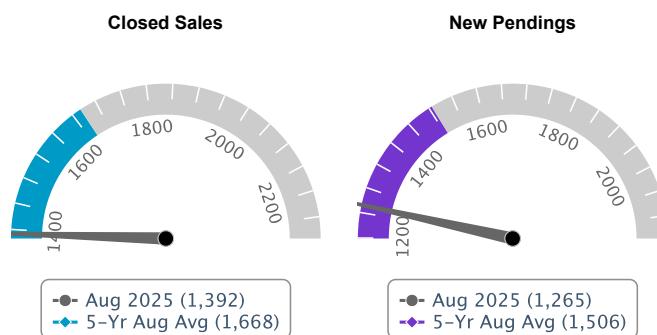
August 2025

Greater Capital Area Association of REALTORS

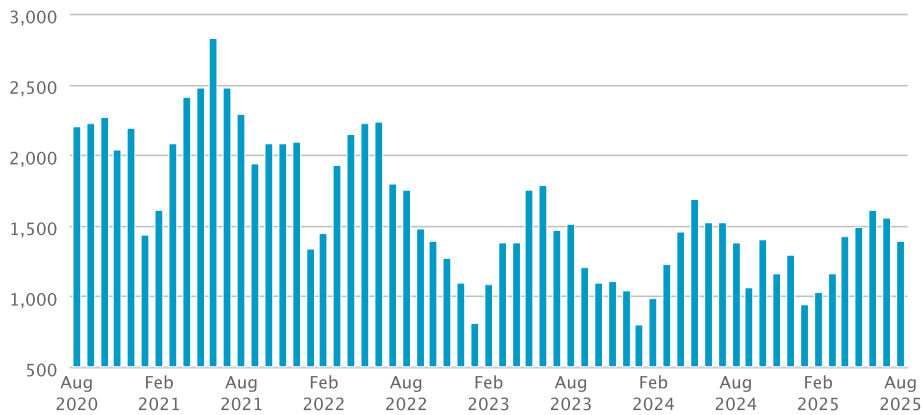
Statistic	Aug	YoY	MoM
Total Sold Dollar Volume	1,125,725,237	+ 2.8%	- 15.4%
Closed Sales	1,392	+ 0.7%	- 10.9%
Median Sold Price	\$629,000	- 0.9%	- 5.4%
Average Sold Price	\$795,666	+ 0.6%	- 5.5%
Median Days on Market	23 days	+ 91.7%	+ 27.8%
Average Days on Market	35 days	+ 34.6%	+ 12.9%
Median Price per Sq Foot	\$338	- 4.5%	- 4.5%
Average Price per Sq Foot	\$392	- 2.2%	- 3.7%

In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for August was \$629,000, representing a decrease of 5.4% compared to last month and a decrease of 0.9% from Aug 2024. The average days on market for units sold in August was 35 days, 37% above the 5-year August average of 26 days. There was an 11.8% month over month decrease in new contract activity with 1,265 New Pending; a 12.3% MoM decrease in All Pending (new contracts + contracts carried over from July) to 1,555; and a 3.3% decrease in supply to 4,336 active units.

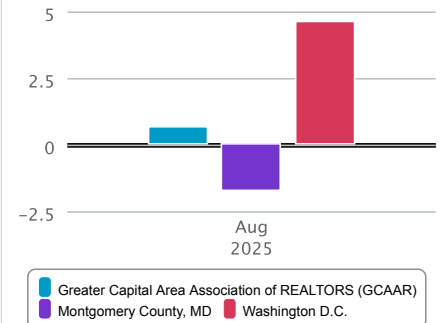
This activity resulted in a Contract Ratio of 0.36 pendings per active listing, down from 0.40 in July and a decrease from 0.42 in August 2024. The Contract Ratio is 36% lower than the 5-year August average of 0.56. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



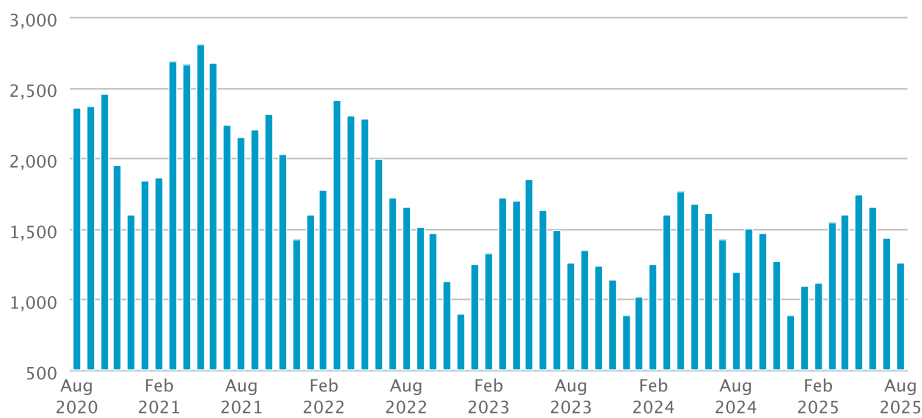
Closed Sales



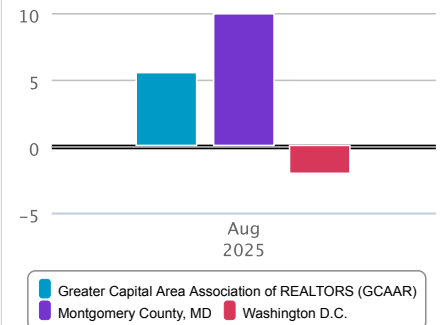
Aug 2025 vs. Aug 2024 YoY % Change



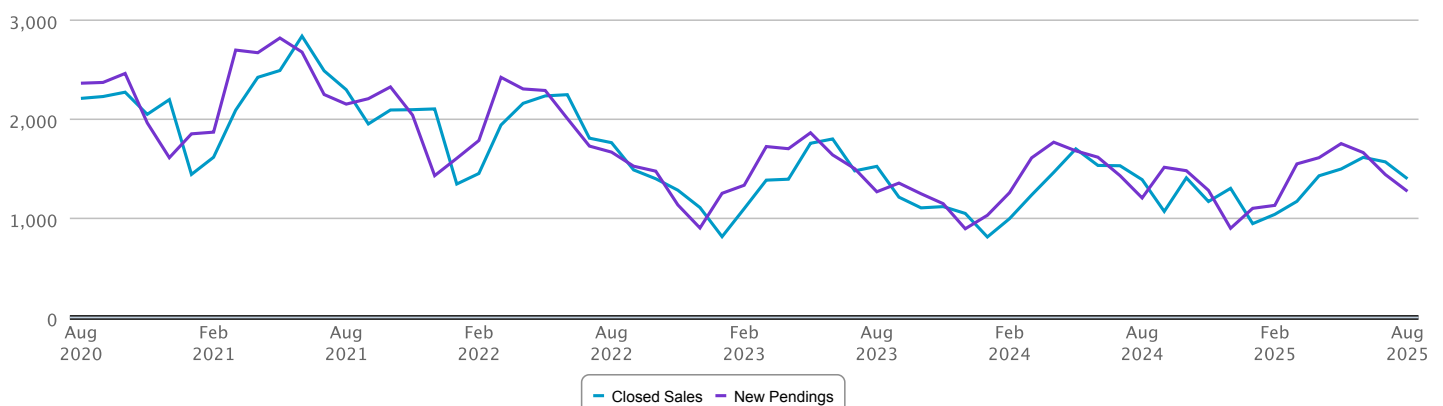
New Pendings



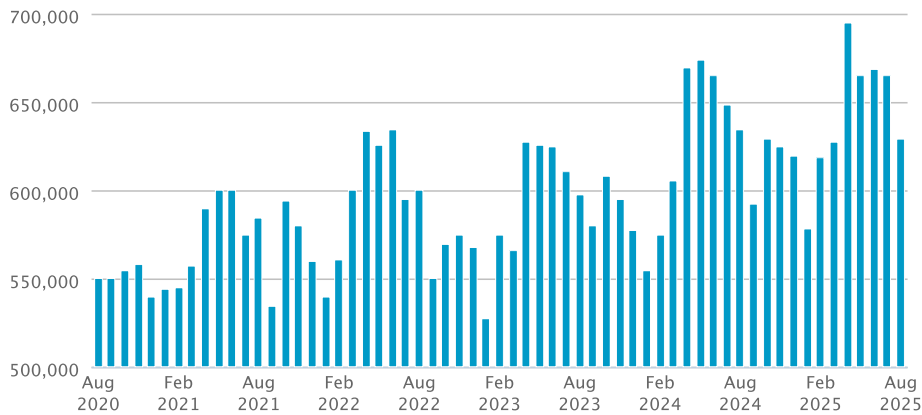
Aug 2025 vs. Aug 2024 YoY % Change



Closed Sales vs. New Pendings

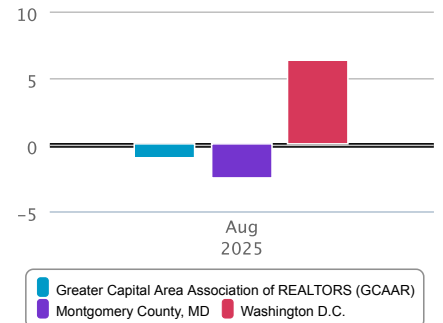


Median Sale Price

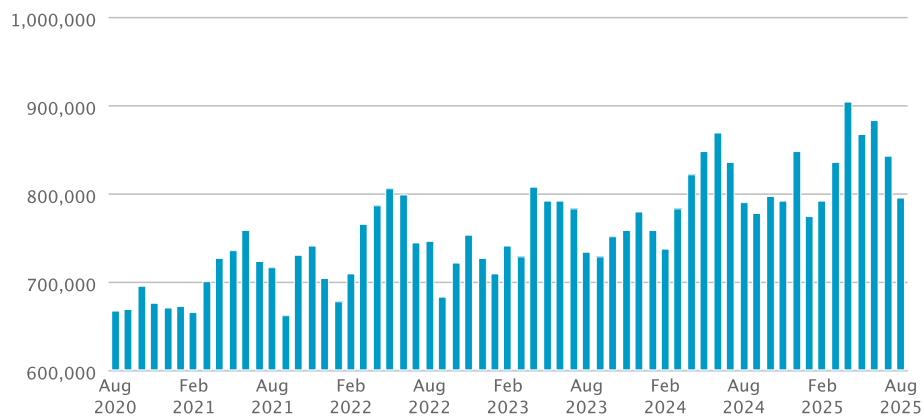


Aug 2025 vs. Aug 2024

YoY % Change

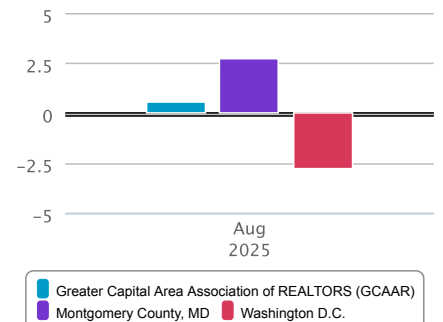


Average Sale Price

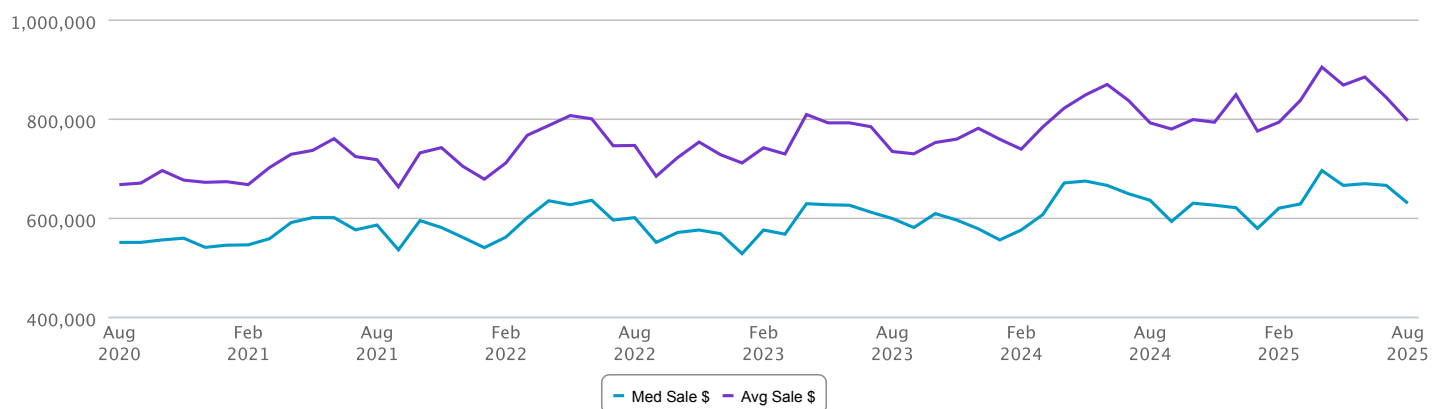


Aug 2025 vs. Aug 2024

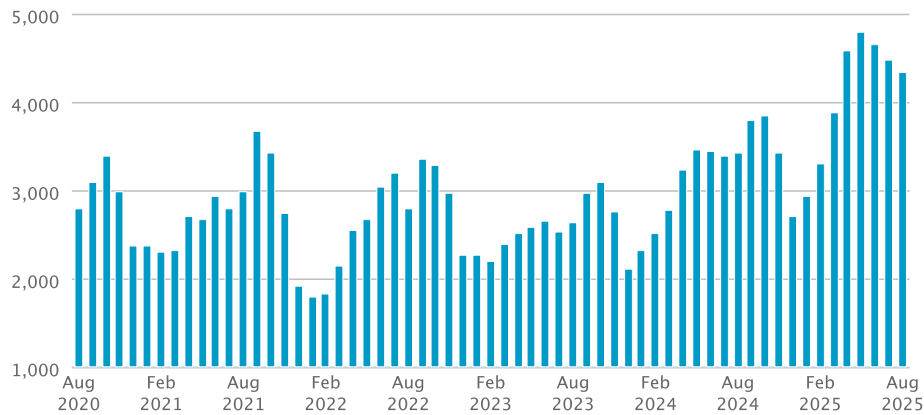
YoY % Change



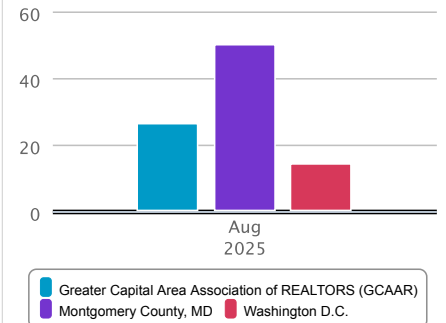
Median vs. Average Sale Price



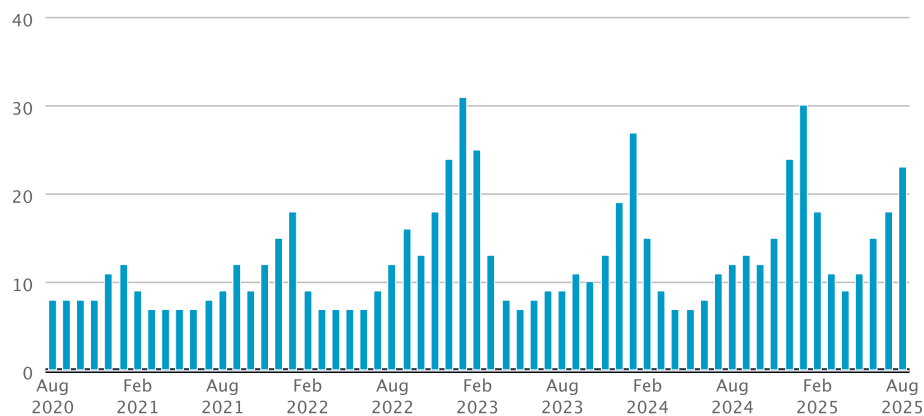
Active Listings



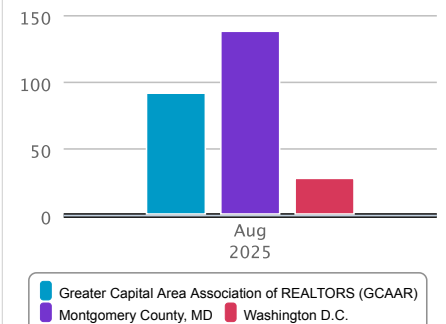
Aug 2025 vs. Aug 2024 YoY % Change



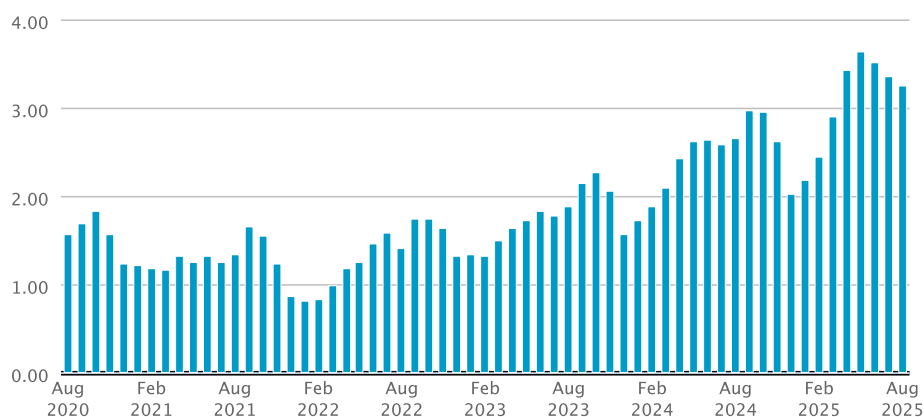
Median Days on Market



Aug 2025 vs. Aug 2024 YoY % Change



Months of Supply



Aug 2025 vs. Aug 2024 YoY % Change

