

Association Executive Report

September 2025

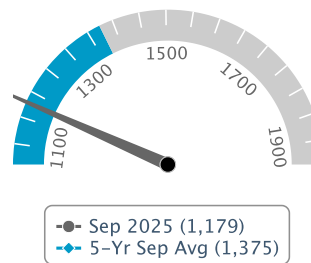
Greater Capital Area Association of REALTORS

Statistic	Sep	YoY	MoM
Total Sold Dollar Volume	917,780,763	+ 10.8%	-18.5%
Closed Sales	1,179	+ 11%	-15.3%
Median Sold Price	\$618,260	+ 4.4%	- 1.7%
Average Sold Price	\$771,028	- 1%	- 3.1%
Median Days on Market	27 days	+107.7%	+ 17.4%
Average Days on Market	37 days	+ 37%	+ 5.7%
Median Price per Sq Foot	\$328	- 2.4%	- 3%
Average Price per Sq Foot	\$381	- 3.1%	- 2.8%

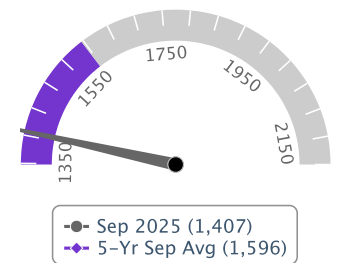
In the Greater Capital Area Association of REALTORS (GCAAR) area, the median sold price for residential properties for September was \$618,260, representing a decrease of 1.7% compared to last month and an increase of 4.4% from Sep 2024. The average days on market for units sold in September was 37 days, 33% above the 5-year September average of 28 days. There was an 11.2% month over month increase in new contract activity with 1,407 New Pending; a 7.7% MoM increase in All Pending (new contracts + contracts carried over from August) to 1,674; and a 13.7% increase in supply to 4,931 active units.

This activity resulted in a Contract Ratio of 0.34 pendings per active listing, down from 0.36 in August and a decrease from 0.47 in September 2024. The Contract Ratio is 33% lower than the 5-year September average of 0.51. 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.

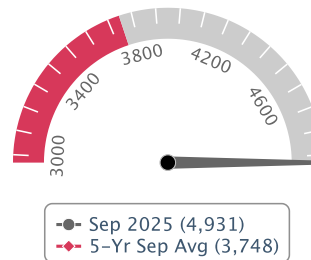
Closed Sales



New Pending



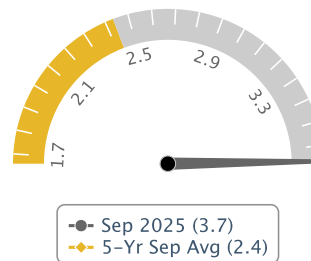
Active Listings



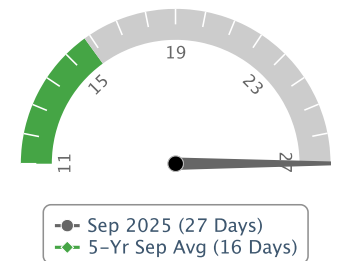
New Listings



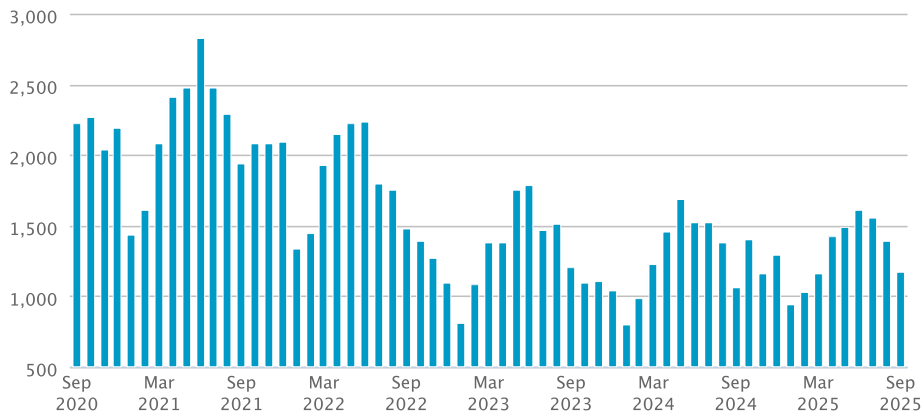
Months of Supply



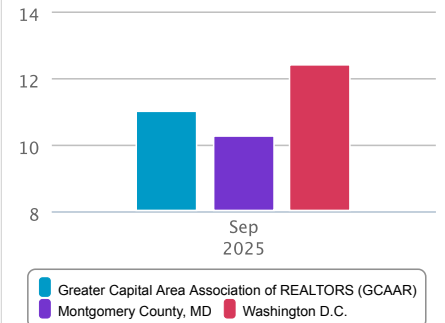
Med Days on Market



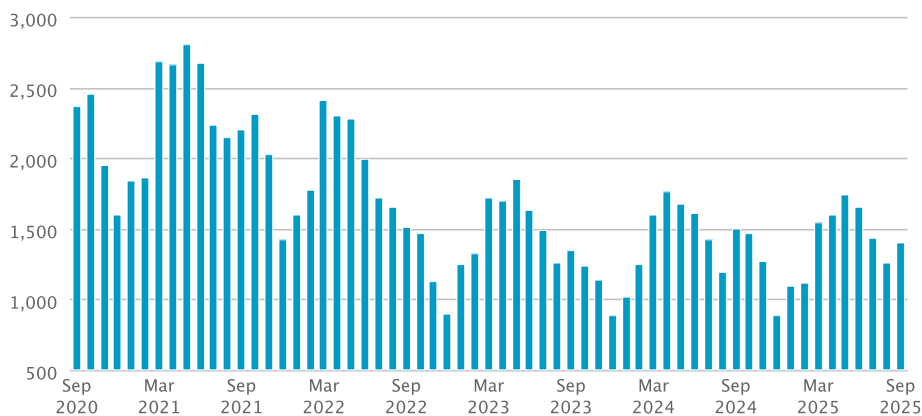
Closed Sales



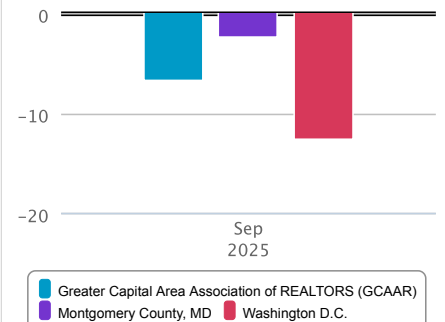
Sep 2025 vs. Sep 2024 YoY % Change



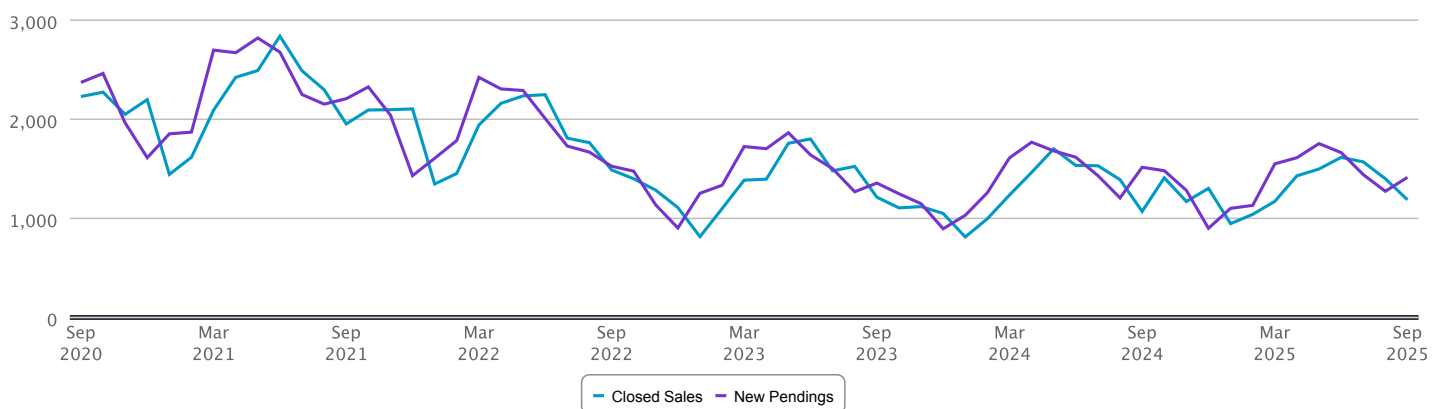
New Pendings



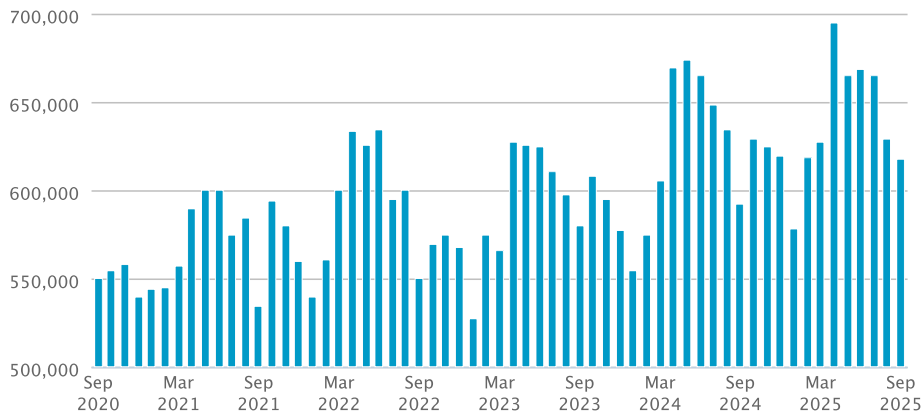
Sep 2025 vs. Sep 2024 YoY % Change



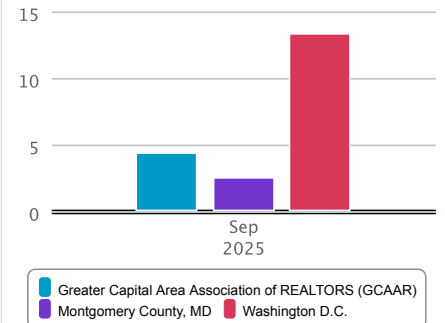
Closed Sales vs. New Pendings



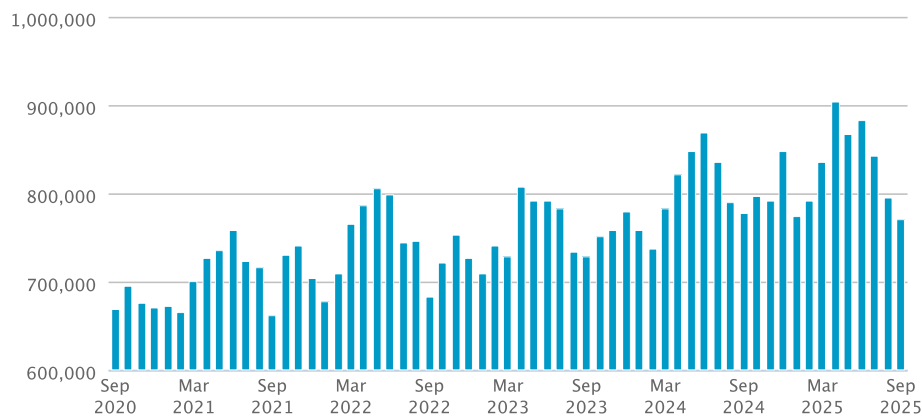
Median Sale Price



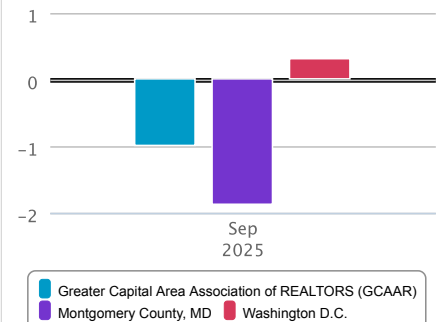
Sep 2025 vs. Sep 2024 YoY % Change



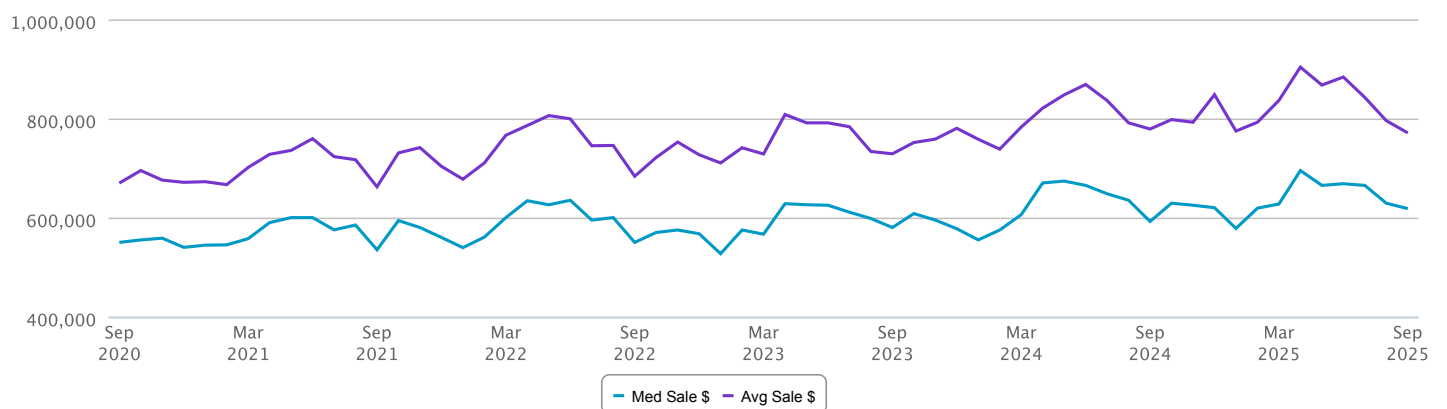
Average Sale Price



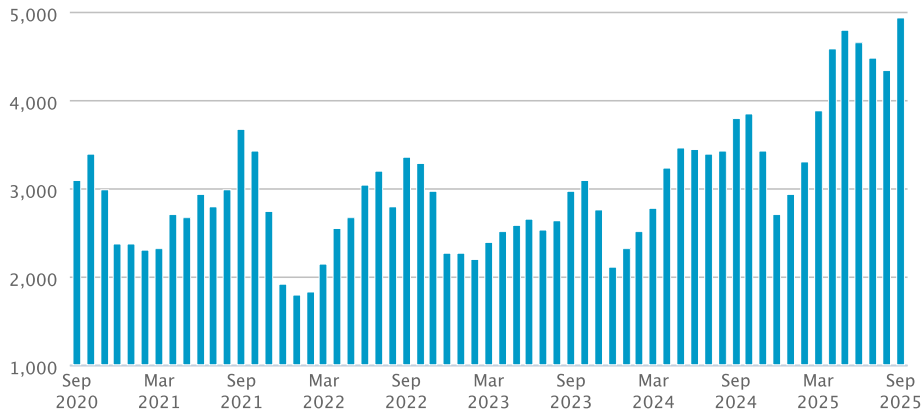
Sep 2025 vs. Sep 2024 YoY % Change



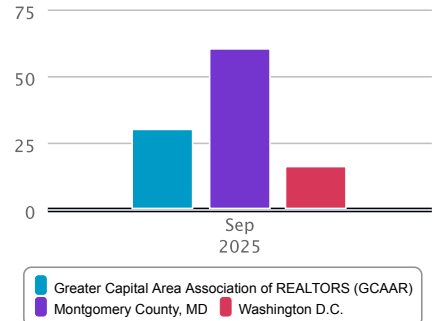
Median vs. Average Sale Price



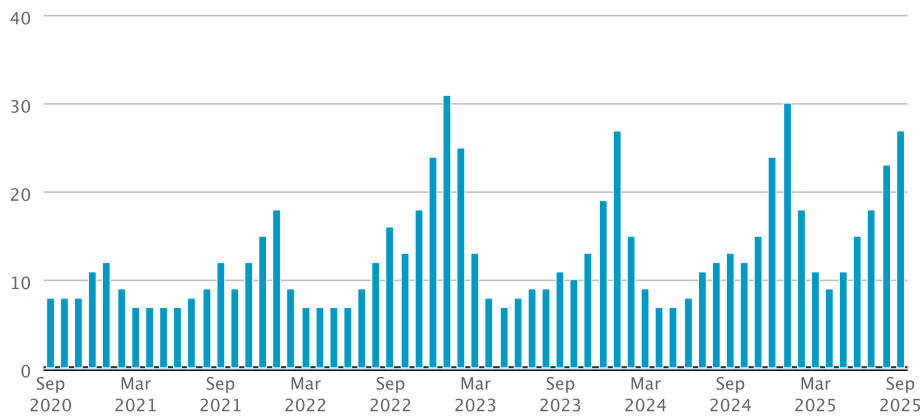
Active Listings



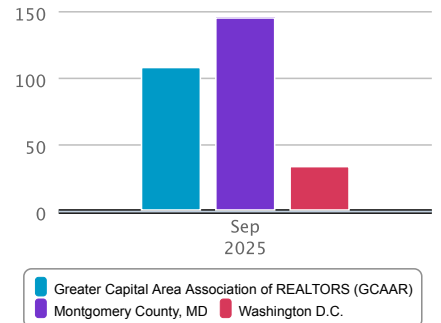
Sep 2025 vs. Sep 2024 YoY % Change



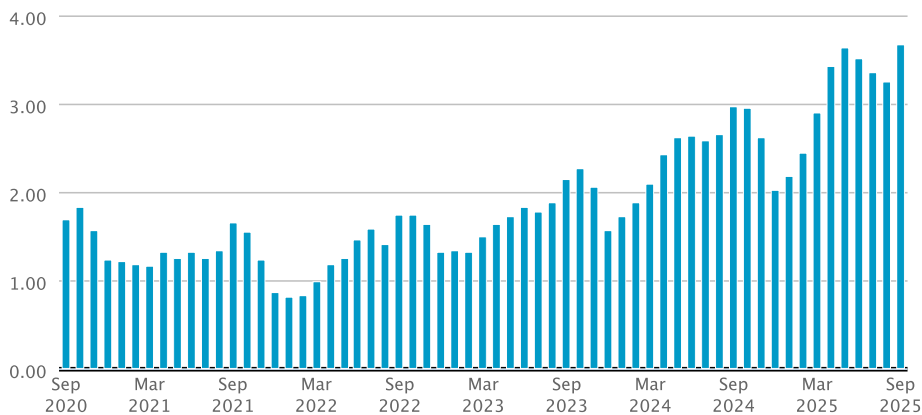
Median Days on Market



Sep 2025 vs. Sep 2024 YoY % Change



Months of Supply



Sep 2025 vs. Sep 2024 YoY % Change

