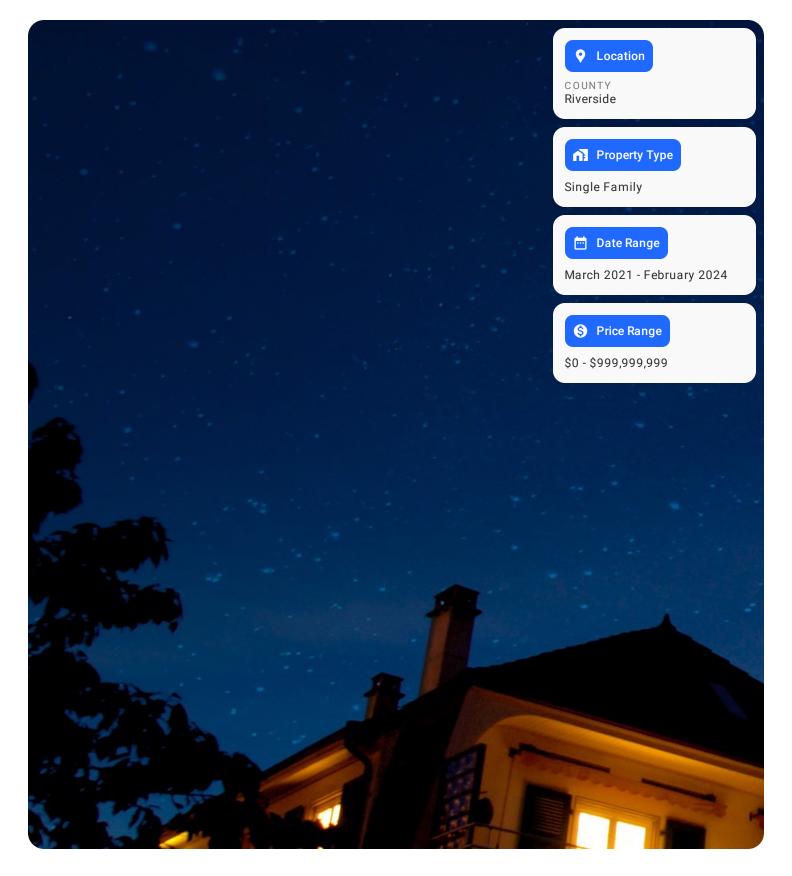
G COLDWELL BANKER REALTY

Market Trends Report February 2024



Overview

The overview below shows real estate activity from January 2024 to February 2024. You will see data comparisons between February and the previous month, the last three months and February 2023.

Overview		Monthly Trends			
	YTD Avg.	February	January	Nov Jan.	Feb. 2023
New Listings	4506	2133	\checkmark	\uparrow	\uparrow
Average Sales Price per Square Foot	343	345	\uparrow	\uparrow	\uparrow
Average Days on Market	56	56	$\mathbf{\uparrow}$	\uparrow	\checkmark
Number of Properties for Sale	8985	4465	\checkmark	\checkmark	\checkmark
Average List Price	\$1,000,381	\$1,019,005	$\mathbf{\uparrow}$	\uparrow	\uparrow
Median List Price	\$662,000	\$669,000	\uparrow	\uparrow	\uparrow
Average Sales Price	\$738,328	\$747,615	\uparrow	\uparrow	\uparrow
Median Sales Price	\$605,000	\$615,000	\uparrow	\uparrow	\uparrow
Sales Price / List Price Ratio	99.39%	99.41%	—	_	\uparrow
Number of Properties Sold	2767	1464	\uparrow	\uparrow	\checkmark
Month's Supply of Inventory	3.26	3.05	\checkmark	\checkmark	\checkmark
Absorption Rate	0.31	0.33	$\mathbf{\uparrow}$	\uparrow	\uparrow

Average & Median Sales Price

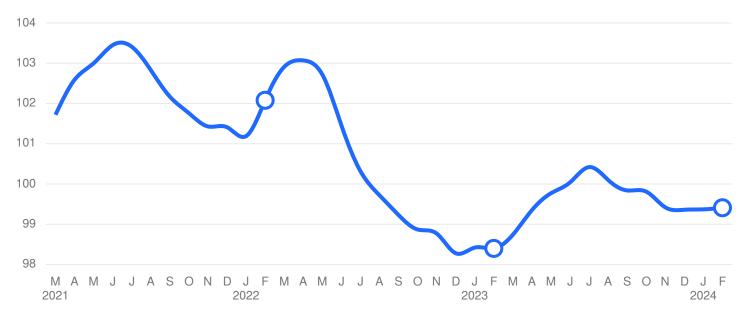
The median sales price in February 2024 was \$615,000, up 3.36% from \$595,000 from the previous month and 6.03% higher than \$580,000 from February 2023. The February 2024 median sales price was at its highest level compared to February 2023 and 2022. The average sales price in February 2024 was \$747,615, up 2.55% from \$729,041 from the previous month and 9.92% higher than \$680,150 from February 2023. The February 2024 average sale price was at its highest level compared to February 2023. The February 2024 average sale price was at its highest level compared to February 2023 and 2022.



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Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The February 2024 sales price/list price ratio was 99.41%, equal to the previous month and up from 98.4% from February 2023.



Number of Properties Sold & Absorption Rate

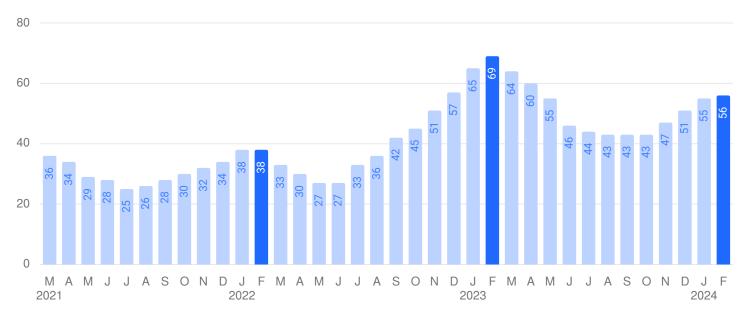
The number of properties sold in February 2024 was 1,464, up 12.36% from 1,303 from the previous month and -1.81% lower than 1,491 from February 2023. The February 2024 sales were at its lowest level compared to February 2023 and 2022. Absorption rate is the avg number of sales per month divided by the total number of available properties.



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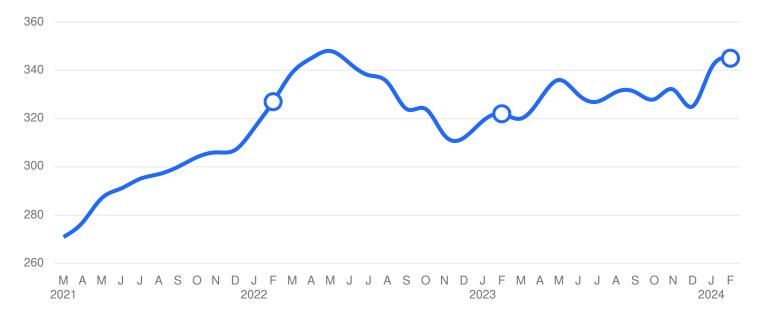
Average Days on Market

The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for February 2024 was 56 days, up 1.82% from 55 days from the previous month and -18.84% lower than 69 days from February 2023. The February 2024 DOM was at a mid level compared with February 2023 and 2022.



Average Sales Price per Square Foot

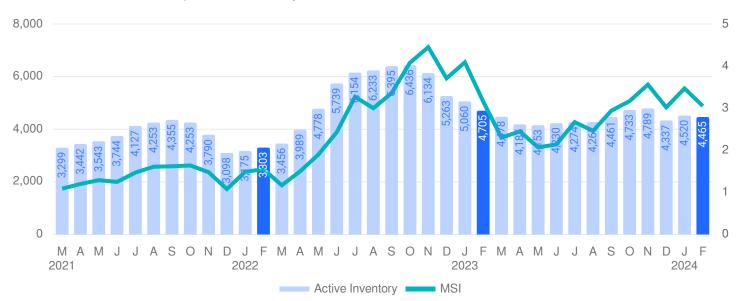
The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in February 2024 was \$345, up 1.17% from \$341 from the previous month and 7.14% higher than \$322 from February 2023.



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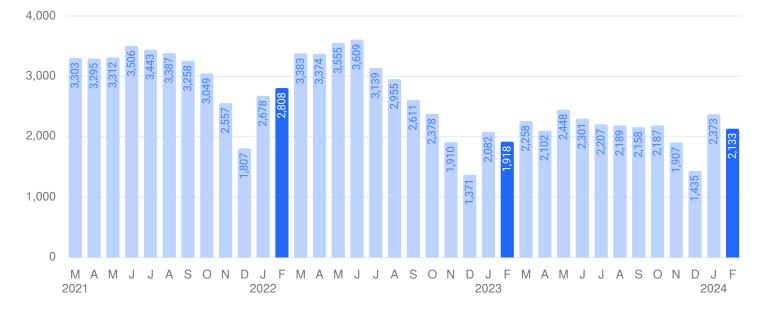
Inventory & MSI

The number of properties for sale in February 2024 was 4,465, down -1.22% from 4,520 from the previous month and -5.10% lower than 4,705 from February 2023. The February 2024 inventory was at a mid level compared with February 2023 and 2022. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2024 MSI of 3.05 months was at a mid level compared with February 2023 and 2022.



New Listings

The number of new listings in February 2024 was 2,133, down -10.11% from 2,373 from the previous month and 11.21% higher than 1,918 from February 2023. The February 2024 listings were at a mid level compared to February 2023 and 2022.



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