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Gary A. McGowan Real Estate Team
KELLERWILLIAMS REALTYCENTRES

## Quick Review

In February, 2023, we have seen 10.6K properties listed which has resulted in a 36.12% decrease from February, 2022 in which 16.5K properties were listed; We have seen a year to date volume of 20.5K in 2023 and 26.2K in 2022 resulting in a 21.89% decrease.

In February, 2023, we have seen a total volume of 5.22K sold properties which has resulted in a 50.07% decrease from February, 2022 in which 10.5K listings were sold; We have seen a year to date volume of 8.96K in 2023 and 17.3K in 2022 resulting in a 48.08% decrease.

The average sales price in February, 2023 is $1.09M, a 19.38% decrease from February, 2022. The average sales price of February, 2022 was $1.35M. We have seen a year to date average sales price of $1.06M in 2023 and $1.31M in 2022 resulting in a 19.07% decrease.

The average ask to sell ratio in February, 2023 was 1.006, a 14.46% decrease from February, 2022 with an ask to sell ratio of 1.176. We have seen a year to date average ask to sell ratio of 0.996 in 2023 and 1.162 in 2022 resulting in a 14.28% decrease.

## Key Figures

| | Feb, 2023 | Feb, 2022 | Percent Change |
|---|---|---|---|
| *New Listings* | 10.6K | 16.5K | -36.12% |
| *Average Asking Price* | $1.30M | $1.31M | -0.43% |
| *Sold Properties* | 5.22K | 10.5K | -50.07% |
| *Average Sale Price* | $1.09M | $1.35M | -19.38% |
| *Days on Market Until Sale* | 24.00 | 10.00 | +140.00% |
| *Average Ask to Sell Ratio* | 1.006 | 1.176 | -14.46% |

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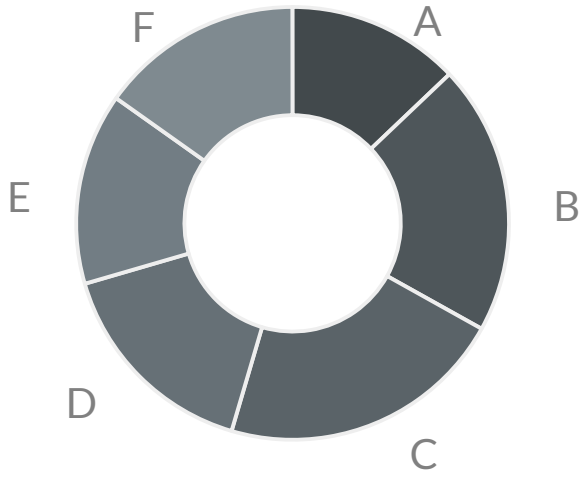
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## New Listings

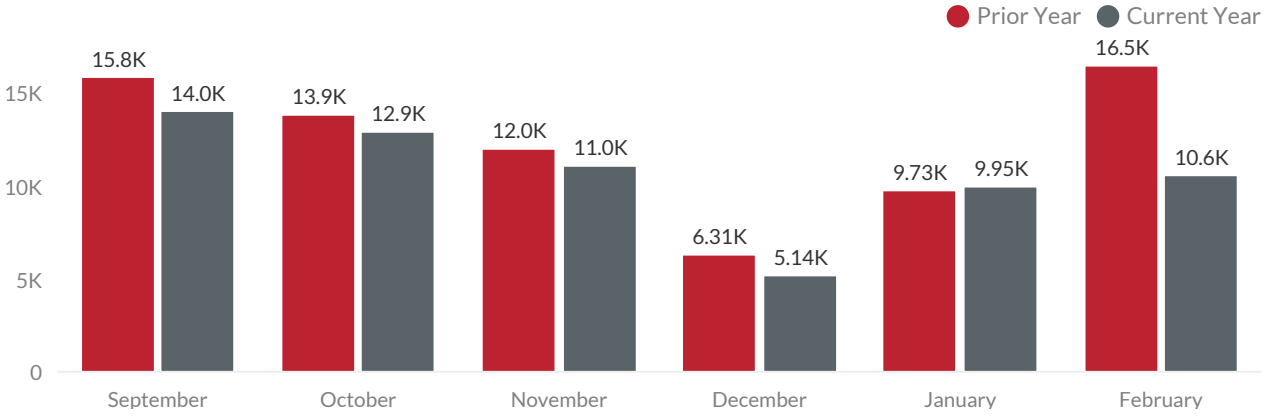
Overview of the number of listings which have been added to the market as of February, 2023

| 11% | 34% | -5% | -36% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **13.0K** | **17.6K** | **16.5K** | **10.6K** |
| Feb, 2020 | Feb, 2021 | Feb, 2022 | Feb, 2023 |




## Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis




**A** FEB, 2023
There were 10.6K new listings, a 36.12% decrease from February, 2022

**B** FEB, 2022
There were 16.5K new listings, a 5.91% decrease from February, 2021

**C** FEB, 2021
There were 17.6K new listings, a 34.69% increase from February, 2020

**D** FEB, 2020
There were 13.0K new listings, an 11.27% increase from February, 2019

**E** FEB, 2019
There were 11.7K new listings, a 5.62% decrease from February, 2018

**F** FEB, 2018
There were 12.4K new listings, a 4.57% increase from February, 2017

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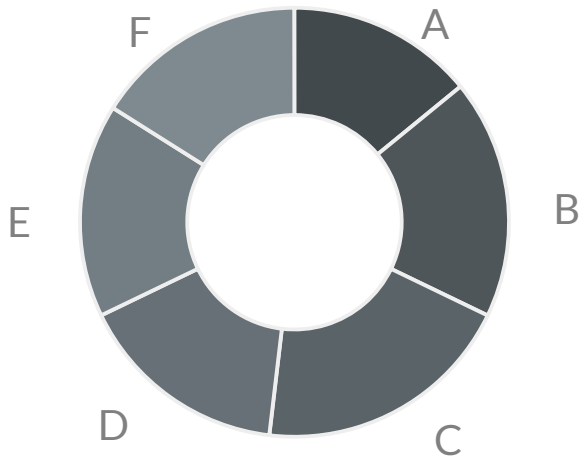


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## New Listings

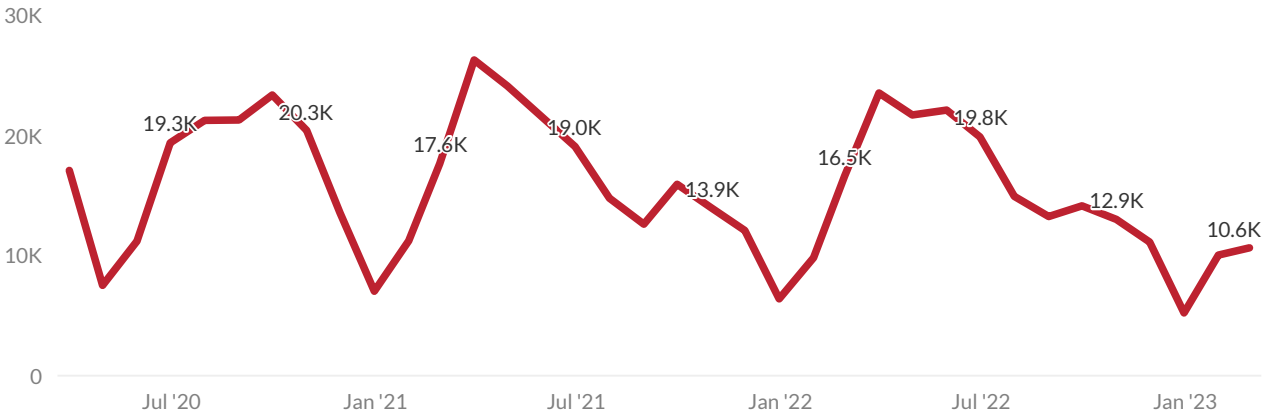
Overview of the number of listings which have been added to the market as of February, 2023

| -0.65% | 23% | -8% | -21% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **23.2K** | **28.7K** | **26.2K** | **20.5K** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis




### A YTD 2023

There were 20.5K new listings, a 21.89% decrease from February, 2022

### B YTD 2022

There were 26.2K new listings, an 8.51% decrease from February, 2021

### C YTD 2021

There were 28.7K new listings, a 23.50% increase from February, 2020

### D YTD 2020

There were 23.2K new listings, a 0.65% decrease from February, 2019

### E YTD 2019

There were 23.4K new listings, a 0.18% increase from February, 2018

### F YTD 2018

There were 23.3K new listings, a 9.93% increase from February, 2017

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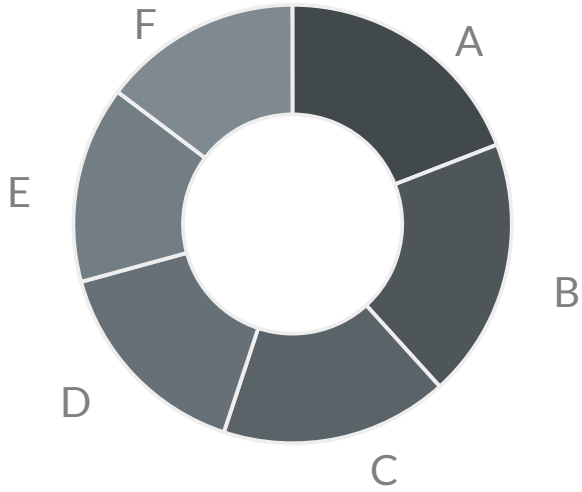


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## Average Asking Price

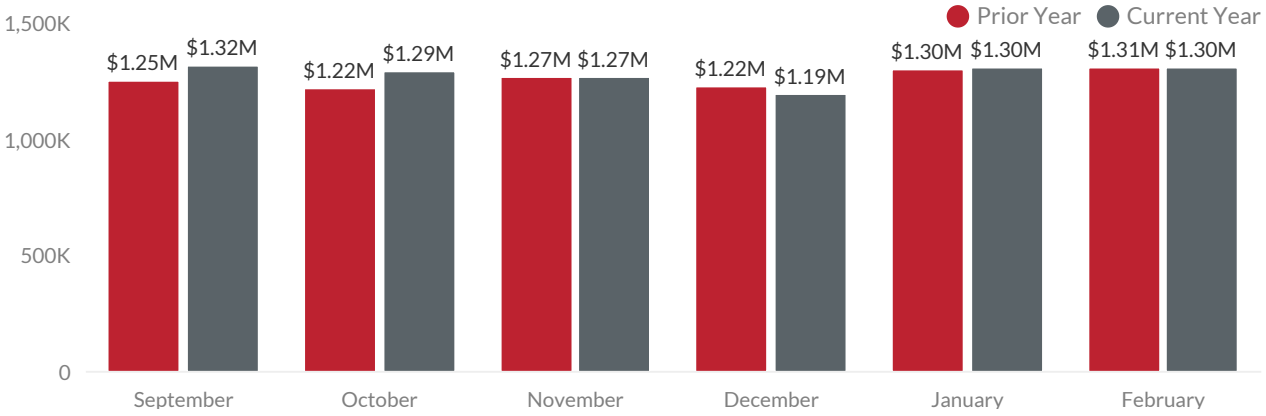
Overview of the average asking price based on new listings as of February, 2023

| 7% | 7% | 14% | -0.43% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| $1.07M | $1.14M | $1.31M | $1.30M |
| Feb, 2020 | Feb, 2021 | Feb, 2022 | Feb, 2023 |




## Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis




**A** FEB, 2023
The average asking price was $1.30M, a 0.43% decrease from February, 2022

**B** FEB, 2022
The average asking price was $1.31M, a 14.29% increase from February, 2021

**C** FEB, 2021
The average asking price was $1.14M, a 7.06% increase from February, 2020

**D** FEB, 2020
The average asking price was $1.07M, a 7.78% increase from February, 2019

**E** FEB, 2019
The average asking price was $992K, a 1.00% decrease from February, 2018

**F** FEB, 2018
The average asking price was $1.00M, a 9.36% increase from February, 2017

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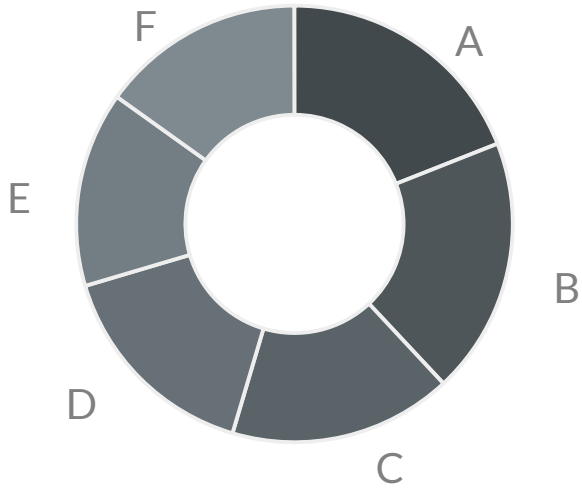


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## Average Asking Price

Overview of the average asking price based on new listings as of February, 2023

| 9% | 4% | 15% | -0.04% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| $1.08M | $1.13M | $1.30M | $1.30M |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis




**A** YTD 2023
The average asking price was $1.30M, a 0.04% decrease from February, 2022

**B** YTD 2022
The average asking price was $1.30M, a 15.08% increase from February, 2021

**C** YTD 2021
The average asking price was $1.13M, a 4.48% increase from February, 2020

**D** YTD 2020
The average asking price was $1.08M, a 9.43% increase from February, 2019

**E** YTD 2019
The average asking price was $991K, a 4.31% decrease from February, 2018

**F** YTD 2018
The average asking price was $1.04M, a 13.40% increase from February, 2017

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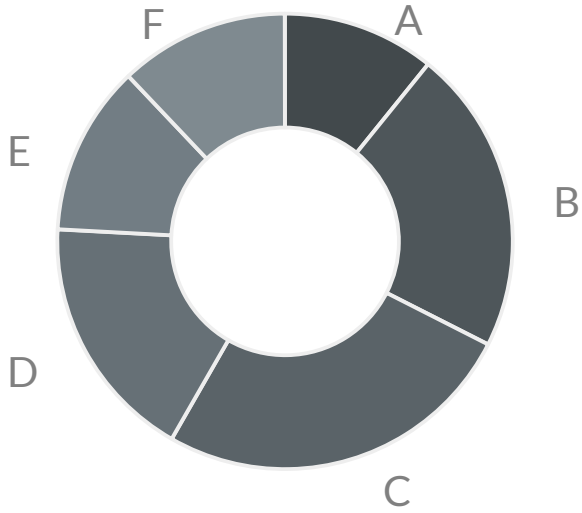


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## Sold Properties

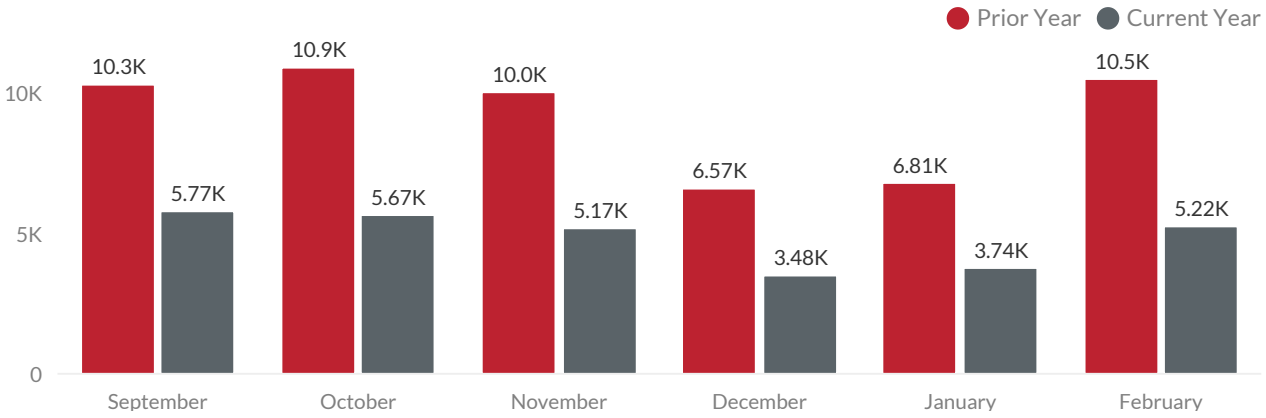
Overview of the number of sold properties as of February, 2023

| 45% | 47% | -16% | -50% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **8.46K** | **12.5K** | **10.5K** | **5.22K** |
| Feb, 2020 | Feb, 2021 | Feb, 2022 | Feb, 2023 |




## Monthly Sold Properties

Overview of the number of sold properties on a monthly basis




**A** FEB, 2023
There were 5.22K sold properties, a 50.07% decrease from February, 2022

**B** FEB, 2022
There were 10.5K sold properties, a 16.12% decrease from February, 2021

**C** FEB, 2021
There were 12.5K sold properties, a 47.20% increase from February, 2020

**D** FEB, 2020
There were 8.46K sold properties, a 45.08% increase from February, 2019

**E** FEB, 2019
There were 5.83K sold properties, a 0.22% increase from February, 2018

**F** FEB, 2018
There were 5.82K sold properties, a 37.59% decrease from February, 2017

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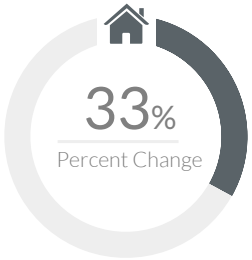
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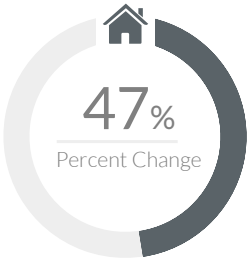
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## Sold Properties

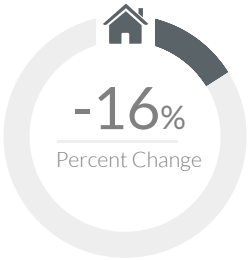
Overview of the number of sold properties as of February, 2023



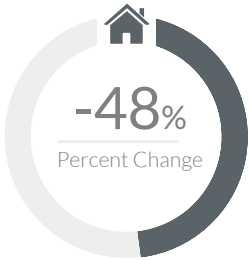

**13.9K**
YTD 2020




**20.6K**
YTD 2021



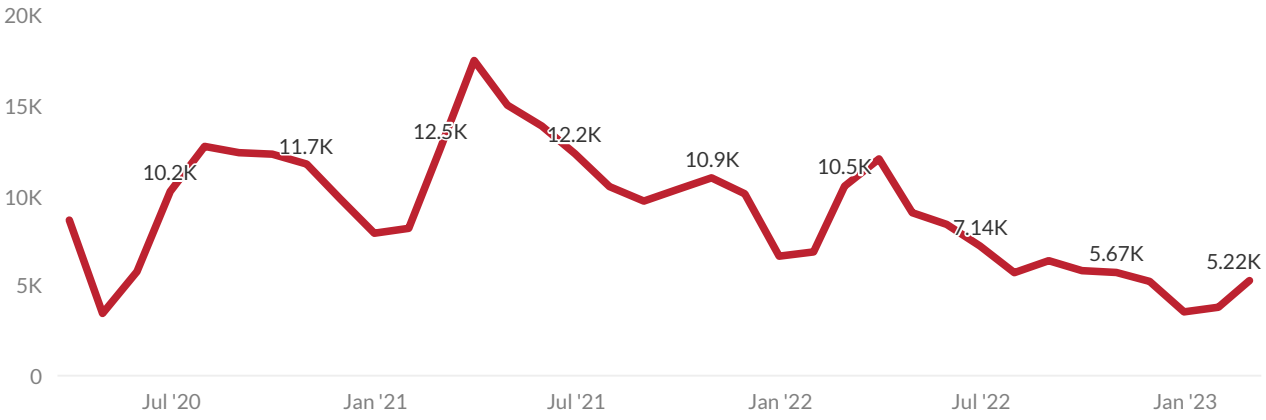

**17.3K**
YTD 2022

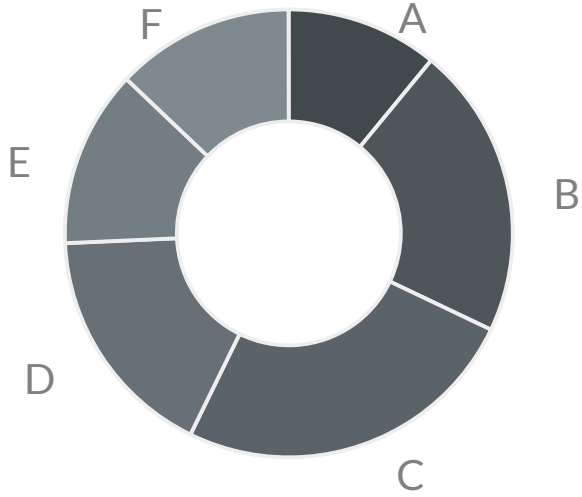



**8.96K**
YTD 2023

## Monthly Sold Properties

Overview of the number of sold properties on a monthly basis




**A** YTD 2023
There were 8.96K sold properties, a 48.08% decrease from February, 2022

**B** YTD 2022
There were 17.3K sold properties, a 16.11% decrease from February, 2021

**C** YTD 2021
There were 20.6K sold properties, a 47.66% increase from February, 2020

**D** YTD 2020
There were 13.9K sold properties, a 33.12% increase from February, 2019

**E** YTD 2019
There were 10.5K sold properties, a 0.68% decrease from February, 2018

**F** YTD 2018
There were 10.5K sold properties, a 31.79% decrease from February, 2017

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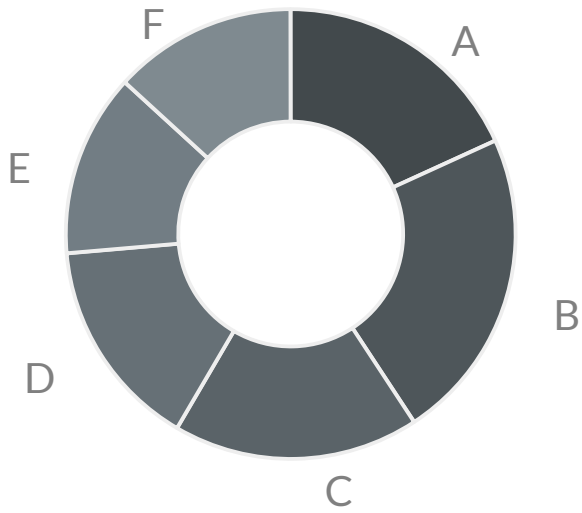


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## Average Sale Price

Overview of the average selling price based on sold listings as of February, 2023

| 15% | 16% | 27% | -19% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **$909K** | **$1.06M** | **$1.35M** | **$1.09M** |
| Feb, 2020 | Feb, 2021 | Feb, 2022 | Feb, 2023 |




**A** FEB, 2023
The average sales price was $1.09M, a 19.38% decrease from February, 2022

**B** FEB, 2022
The average sales price was $1.35M, a 27.54% increase from February, 2021

**C** FEB, 2021
The average sales price was $1.06M, a 16.36% increase from February, 2020

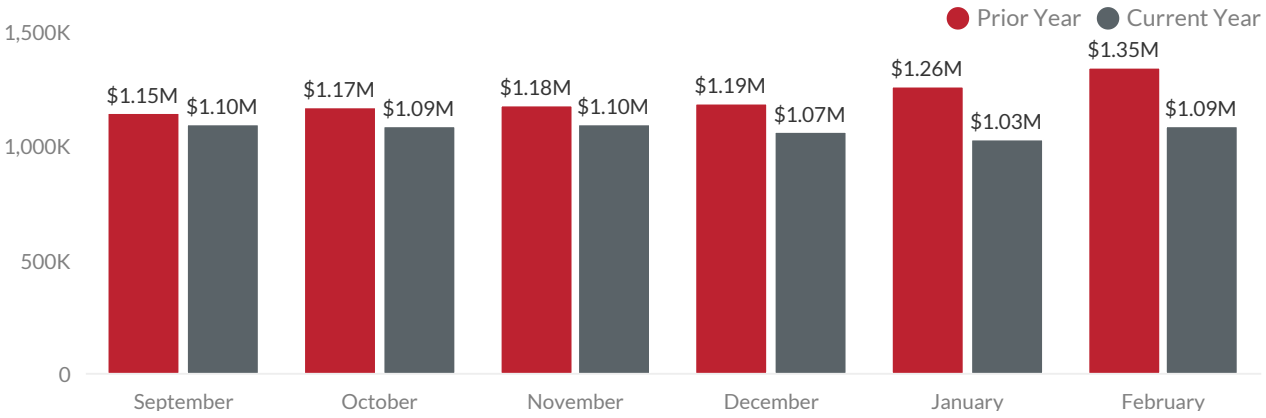
**D** FEB, 2020
The average sales price was $909K, a 15.54% increase from February, 2019

**E** FEB, 2019
The average sales price was $786K, a 0.39% decrease from February, 2018

**F** FEB, 2018
The average sales price was $789K, a 9.59% decrease from February, 2017

## Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis




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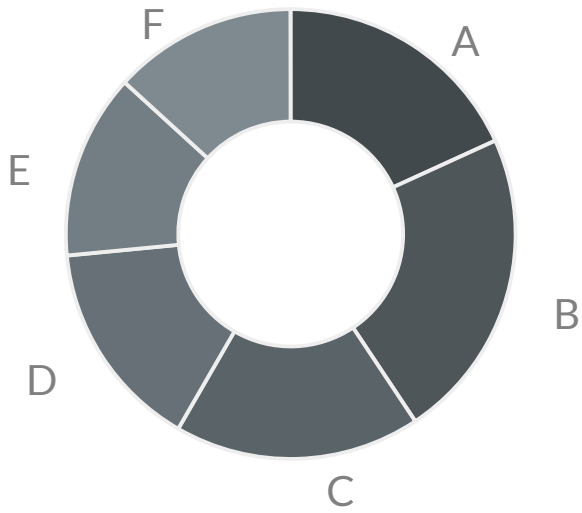


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## Average Sale Price

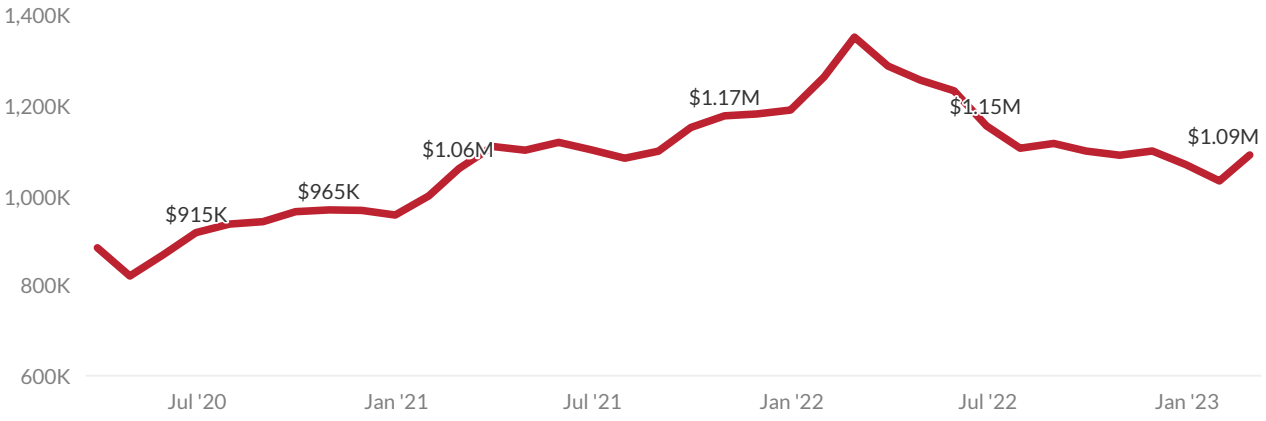
Overview of the average selling price based on sold listings as of February, 2023

| 13% | 16% | 27% | -19% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **$885K** | **$1.03M** | **$1.31M** | **$1.06M** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis




**A** YTD 2023
The average sales price was $1.06M, a 19.07% decrease from February, 2022

**B** YTD 2022
The average sales price was $1.31M, a 27.13% increase from February, 2021

**C** YTD 2021
The average sales price was $1.03M, a 16.79% increase from February, 2020

**D** YTD 2020
The average sales price was $885K, a 13.76% increase from February, 2019

**E** YTD 2019
The average sales price was $778K, a 0.65% increase from February, 2018

**F** YTD 2018
The average sales price was $773K, a 7.43% decrease from February, 2017

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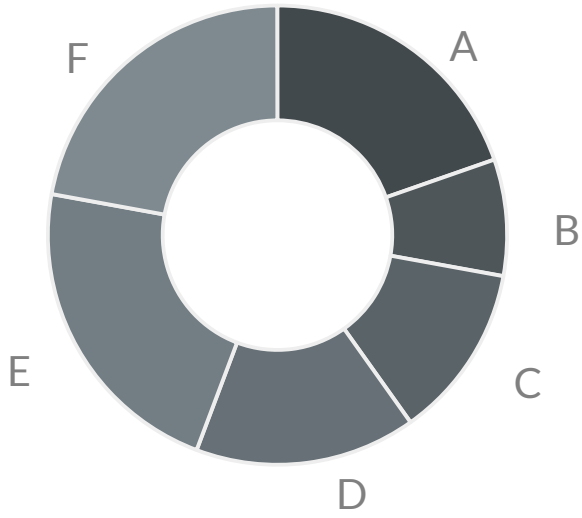
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## Days on Market Until Sale

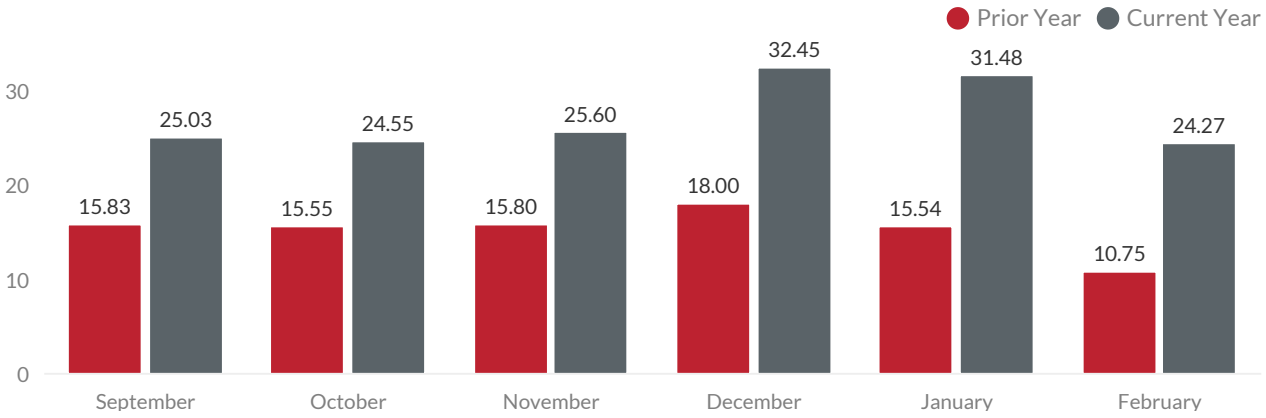
Overview of the average number of days that sold listings as of February, 2023 have been on the market for

| -29% | -21% | -33% | 140% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **19.00** | **15.00** | **10.00** | **24.00** |
| Feb, 2020 | Feb, 2021 | Feb, 2022 | Feb, 2023 |




## Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis




**A** FEB, 2023
The average days on market was 24.00, a 140.00% increase from February, 2022

**B** FEB, 2022
The average days on market was 10.00, a 33.33% decrease from February, 2021

**C** FEB, 2021
The average days on market was 15.00, a 21.05% decrease from February, 2020

**D** FEB, 2020
The average days on market was 19.00, a 29.63% decrease from February, 2019

**E** FEB, 2019
The average days on market was 27.00, no increase or decrease from February, 2018

**F** FEB, 2018
The average days on market was 27.00, a 68.75% increase from February, 2017

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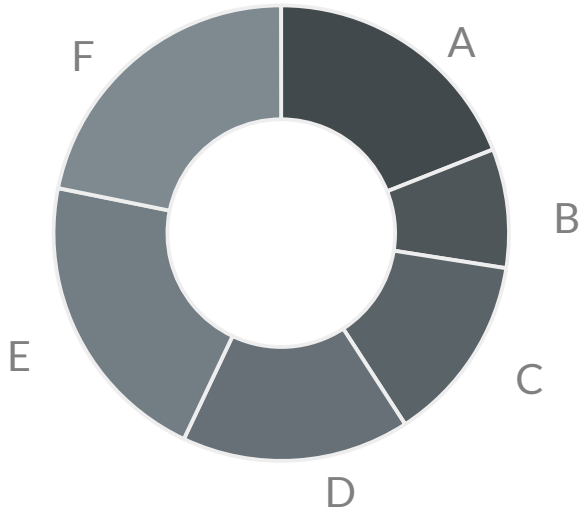


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## Days on Market Until Sale

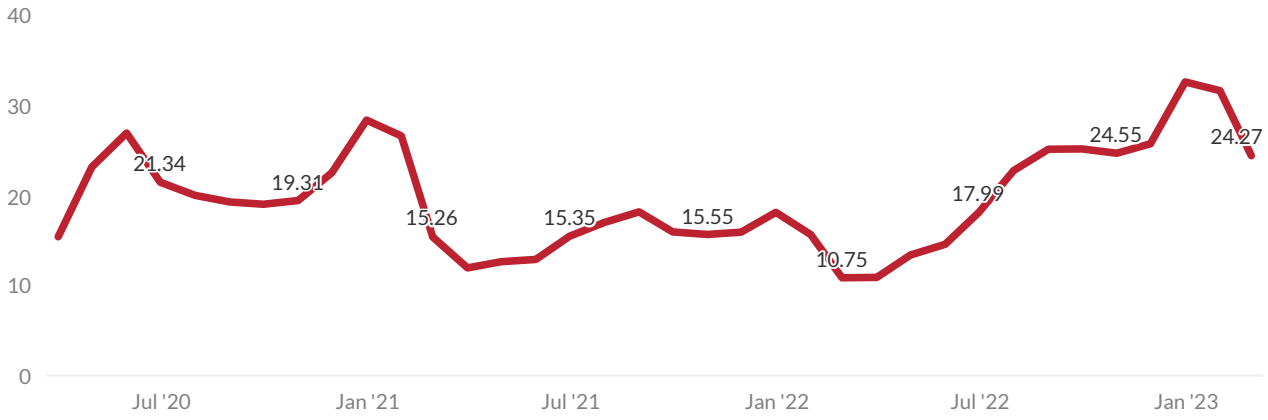
Overview of the average number of days that sold listings as of February, 2023 have been on the market for

| -23% | -17% | -36% | 125% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **23.00** | **19.00** | **12.00** | **27.00** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis




### A YTD 2023

The average days on market was 27.00, a 125.00% increase from February, 2022

### B YTD 2022

The average days on market was 12.00, a 36.84% decrease from February, 2021

### C YTD 2021

The average days on market was 19.00, a 17.39% decrease from February, 2020

### D YTD 2020

The average days on market was 23.00, a 23.33% decrease from February, 2019

### E YTD 2019

The average days on market was 30.00, a 3.23% decrease from February, 2018

### F YTD 2018

The average days on market was 31.00, a 72.22% increase from February, 2017

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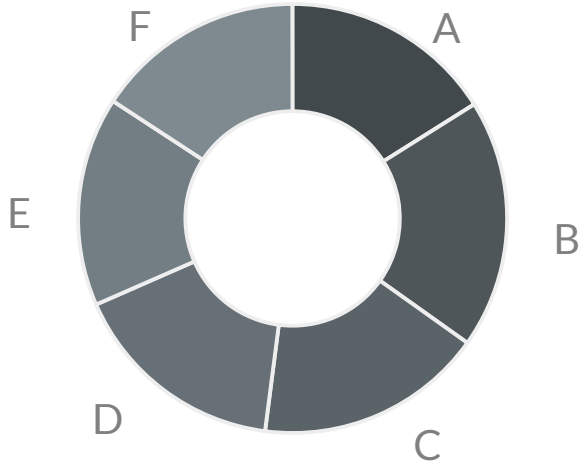


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## Average Ask to Sell Ratio

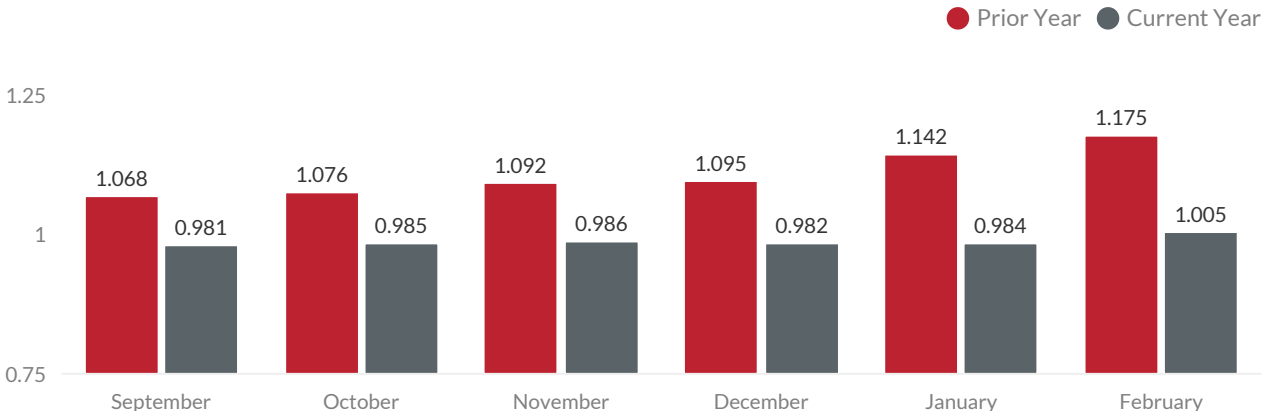
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of February, 2023

| 3% | 5% | 9% | -14% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **1.025** | **1.077** | **1.176** | **1.006** |
| Feb, 2020 | Feb, 2021 | Feb, 2022 | Feb, 2023 |




## Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis




**A** FEB, 2023
The average ask to sell ratio was 1.006, a 14.46% decrease from February, 2022

**B** FEB, 2022
The average ask to sell ratio was 1.176, a 9.15% increase from February, 2021

**C** FEB, 2021
The average ask to sell ratio was 1.077, a 5.10% increase from February, 2020

**D** FEB, 2020
The average ask to sell ratio was 1.025, a 3.70% increase from February, 2019

**E** FEB, 2019
The average ask to sell ratio was 0.988, a 0.01% increase from February, 2018

**F** FEB, 2018
The average ask to sell ratio was 0.988, an 8.76% decrease from February, 2017

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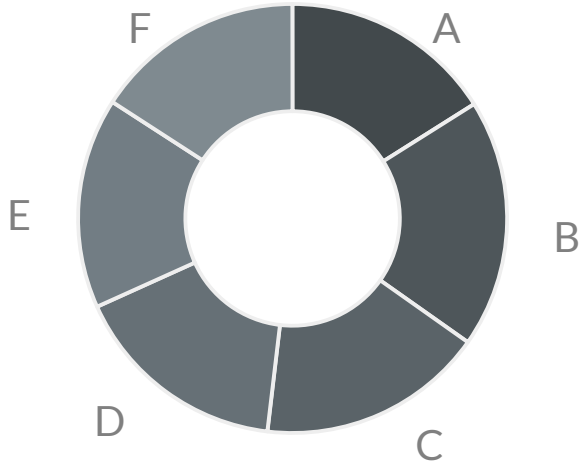


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## Average Ask to Sell Ratio

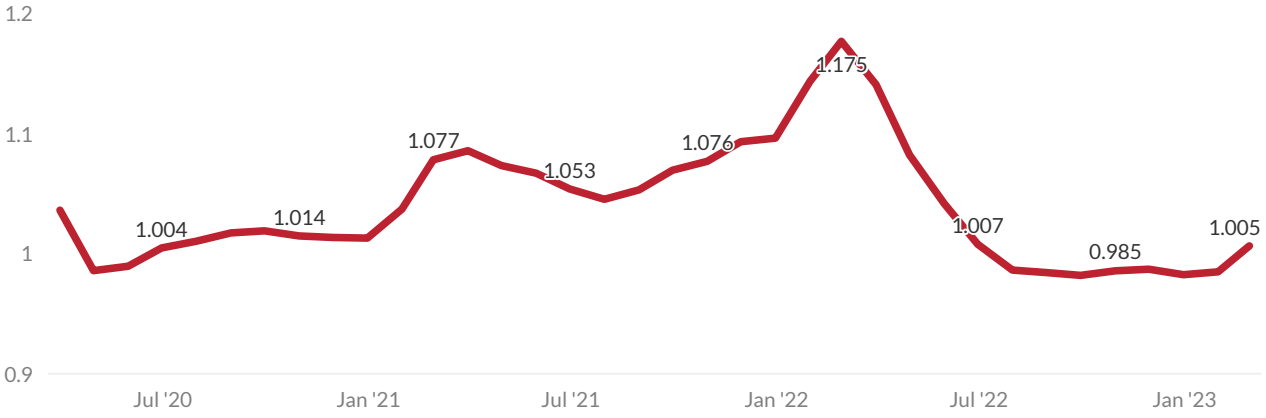
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of February, 2023

| 3% | 4% | 9% | -14% |
|---|---|---|---|
| Percent Change | Percent Change | Percent Change | Percent Change |
| **1.016** | **1.061** | **1.162** | **0.996** |
| YTD 2020 | YTD 2021 | YTD 2022 | YTD 2023 |




## Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis




**A YTD 2023**
The average ask to sell ratio was 0.996, a 14.28% decrease from February, 2022

**B YTD 2022**
The average ask to sell ratio was 1.162, a 9.57% increase from February, 2021

**C YTD 2021**
The average ask to sell ratio was 1.061, a 4.47% increase from February, 2020

**D YTD 2020**
The average ask to sell ratio was 1.016, a 3.15% increase from February, 2019

**E YTD 2019**
The average ask to sell ratio was 0.985, a 0.03% increase from February, 2018

**F YTD 2018**
The average ask to sell ratio was 0.984, a 7.58% decrease from February, 2017

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