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Gary A. McGowan Real Estate Team
KELLERWILLIAMS REALTYCENTRES

Quick Review

In May, 2023, we have seen 18.9K properties listed which has resulted in a 13.98% decrease from May, 2022 in which 22.0K properties were listed; We have seen a year to date volume of 67.8K in 2023 and 93.3K in 2022 resulting in a 27.32% decrease.

In May, 2023, we have seen a total volume of 10.00K sold properties which has resulted in a 20.03% increase from May, 2022 in which 8.33K listings were sold; We have seen a year to date volume of 35.9K in 2023 and 46.5K in 2022 resulting in a 22.81% decrease.

The average sales price in May, 2023 is $1.17M, a 4.52% decrease from May, 2022. The average sales price of May, 2022 was $1.23M. We have seen a year to date average sales price of $1.13M in 2023 and $1.28M in 2022 resulting in an 11.97% decrease.

The average ask to sell ratio in May, 2023 was 1.054, a 1.30% increase from May, 2022 with an ask to sell ratio of 1.041. We have seen a year to date average ask to sell ratio of 1.026 in 2023 and 1.119 in 2022 resulting in an 8.31% decrease.

Key Figures

	May, 2023	May, 2022	Percent Change
New Listings	18.9K	22.0K	-13.98%
Average Asking Price	$1.34M	$1.32M	+1.93%
Sold Properties	10.00K	8.33K	+20.03%
Average Sale Price	$1.17M	$1.23M	-4.52%
Days on Market Until Sale	15.00	14.00	+7.14%
Average Ask to Sell Ratio	1.054	1.041	+1.30%

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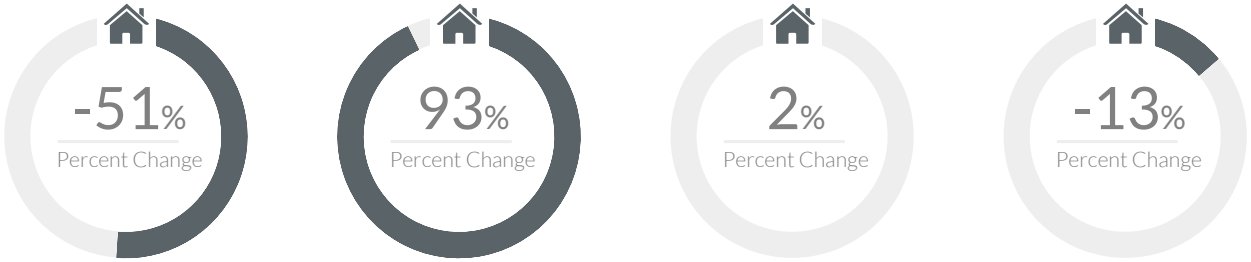
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New Listings

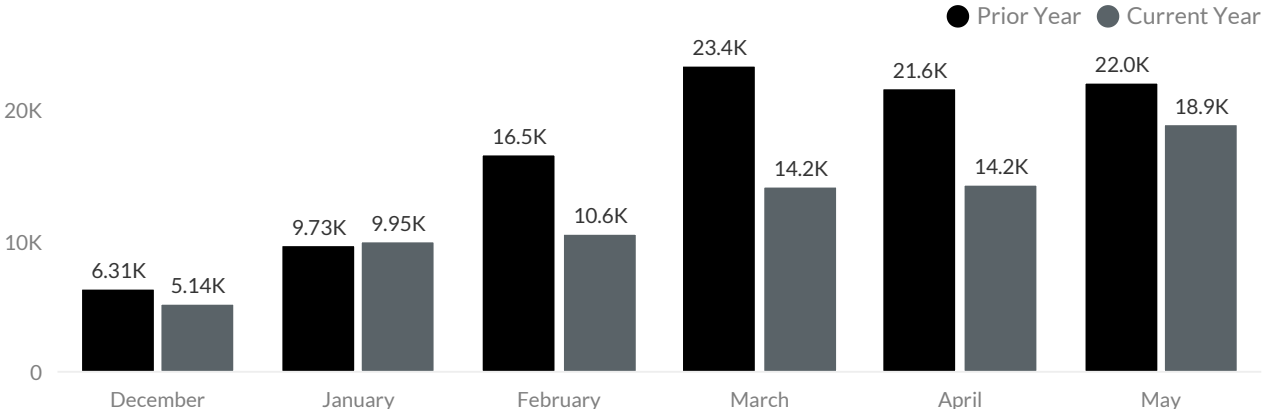
Overview of the number of listings which have been added to the market as of May, 2023

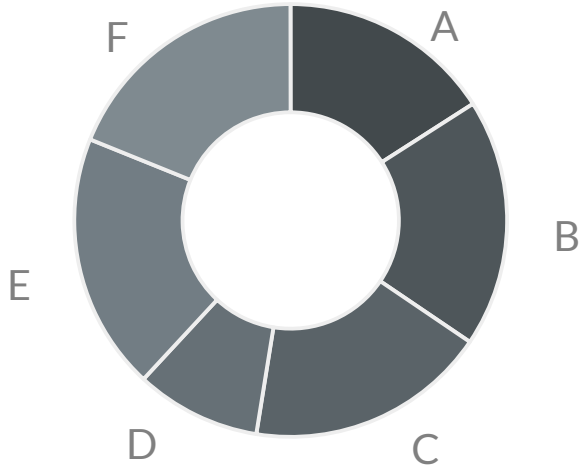


11.1K	21.4K	22.0K	18.9K
May, 2020	May, 2021	May, 2022	May, 2023

Monthly New Listings

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





A MAY, 2023
There were 18.9K new listings, a 13.98% decrease from May, 2022

B MAY, 2022
There were 22.0K new listings, a 2.61% increase from May, 2021

C MAY, 2021
There were 21.4K new listings, a 93.11% increase from May, 2020

D MAY, 2020
There were 11.1K new listings, a 51.26% decrease from May, 2019

E MAY, 2019
There were 22.8K new listings, a 1.65% increase from May, 2018

F MAY, 2018
There were 22.4K new listings, a 24.02% decrease from May, 2017

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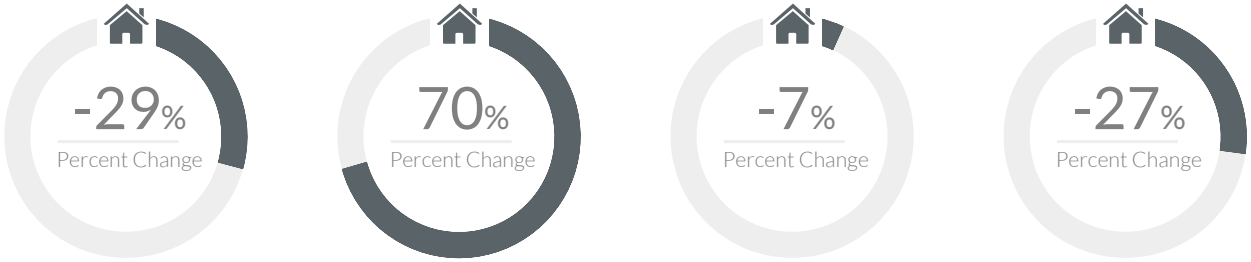
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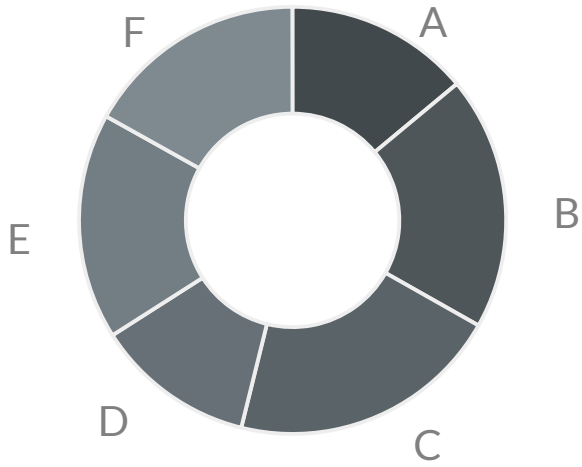
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New Listings

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

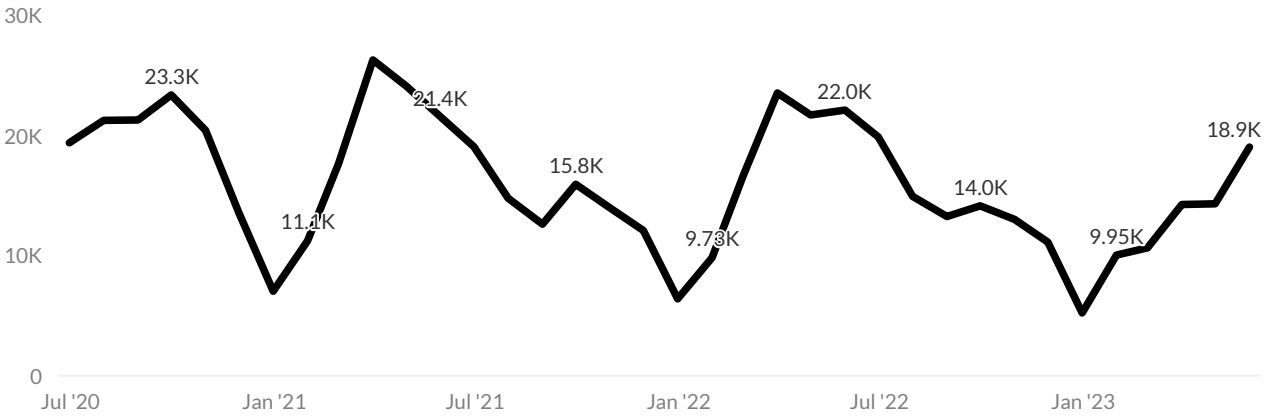


58.7K	100K	93.3K	67.8K
YTD 2020	YTD 2021	YTD 2022	YTD 2023



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 67.8K new listings, a 27.32% decrease from May, 2022

B YTD 2022

There were 93.3K new listings, a 7.01% decrease from May, 2021

C YTD 2021

There were 100K new listings, a 70.73% increase from May, 2020

D YTD 2020

There were 58.7K new listings, a 29.34% decrease from May, 2019

E YTD 2019

There were 83.1K new listings, a 1.43% increase from May, 2018

F YTD 2018

There were 82.0K new listings, a 14.34% decrease from May, 2017

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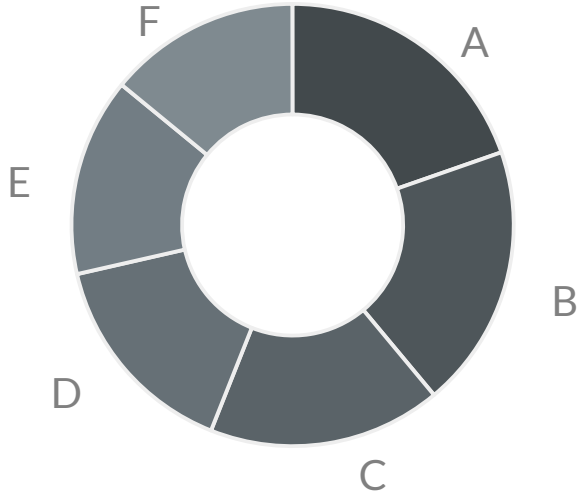


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Average Asking Price

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

6%	10%	12%	1%
Percent Change	Percent Change	Percent Change	Percent Change
$1.05M	$1.17M	$1.32M	$1.34M
May, 2020	May, 2021	May, 2022	May, 2023



A MAY, 2023
The average asking price was $1.34M, a 1.93% increase from May, 2022

B MAY, 2022
The average asking price was $1.32M, a 12.99% increase from May, 2021

C MAY, 2021
The average asking price was $1.17M, a 10.74% increase from May, 2020

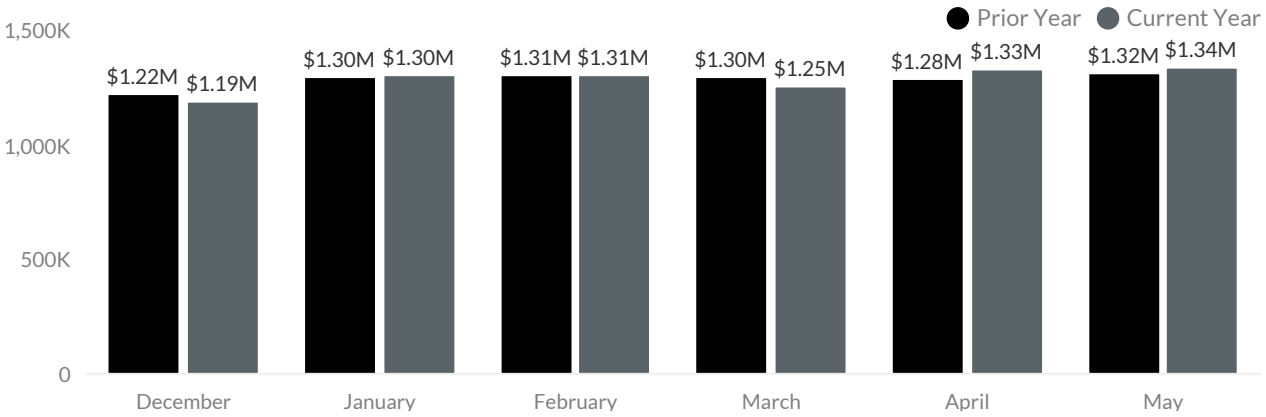
D MAY, 2020
The average asking price was $1.05M, a 6.30% increase from May, 2019

E MAY, 2019
The average asking price was $990K, a 3.18% increase from May, 2018

F MAY, 2018
The average asking price was $960K, a 1.34% increase from May, 2017

Monthly Sales Price

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



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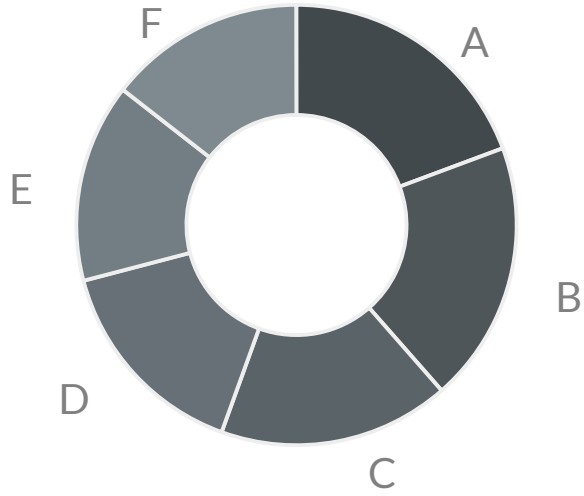


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Average Asking Price

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

5%	10%	13%	0.67%
Percent Change	Percent Change	Percent Change	Percent Change
$1.04M	$1.15M	$1.30M	$1.31M
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 $1.31M, a 0.67% increase from May, 2022

B YTD 2022
The average asking price was $1.30M, a 13.12% increase from May, 2021

C YTD 2021
The average asking price was $1.15M, a 10.21% increase from May, 2020

D YTD 2020
The average asking price was $1.04M, a 5.47% increase from May, 2019

E YTD 2019
The average asking price was $990K, a 1.10% increase from May, 2018

F YTD 2018
The average asking price was $979K, a 4.81% increase from May, 2017

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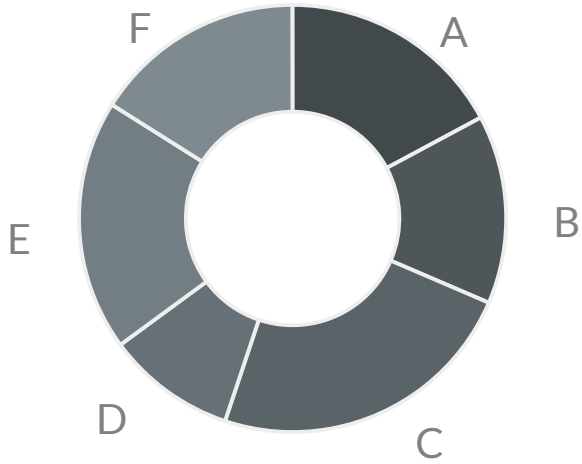


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Sold Properties

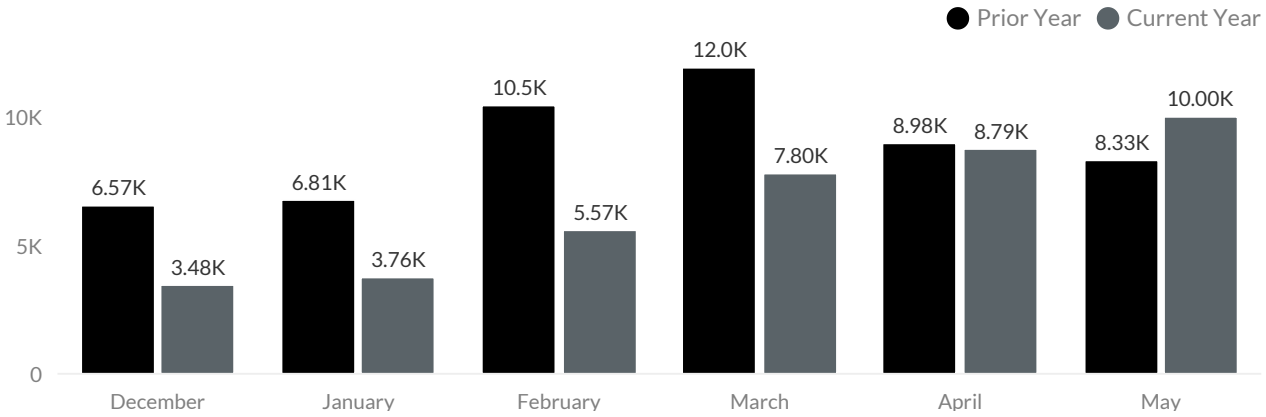
Overview of the number of sold properties as of May, 2023

-48%	141%	-39%	20%
Percent Change	Percent Change	Percent Change	Percent Change
5.71K	**13.8K**	**8.33K**	**10.00K**
May, 2020	May, 2021	May, 2022	May, 2023



Monthly Sold Properties

Overview of the number of sold properties on a monthly basis



A MAY, 2023
There were 10.00K sold properties, a 20.03% increase from May, 2022

B MAY, 2022
There were 8.33K sold properties, a 39.57% decrease from May, 2021

C MAY, 2021
There were 13.8K sold properties, a 141.20% increase from May, 2020

D MAY, 2020
There were 5.71K sold properties, a 48.43% decrease from May, 2019

E MAY, 2019
There were 11.1K sold properties, an 18.54% increase from May, 2018

F MAY, 2018
There were 9.35K sold properties, an 18.95% decrease from May, 2017

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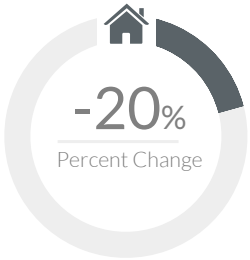
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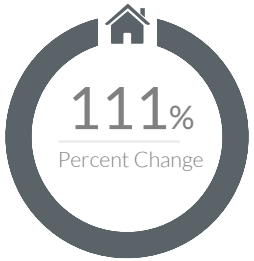
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Sold Properties

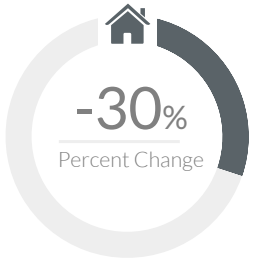
Overview of the number of sold properties as of May, 2023



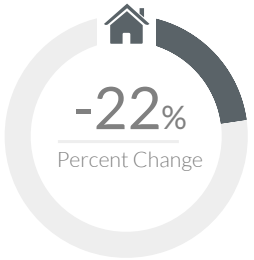
31.6K
YTD 2020



66.7K
YTD 2021



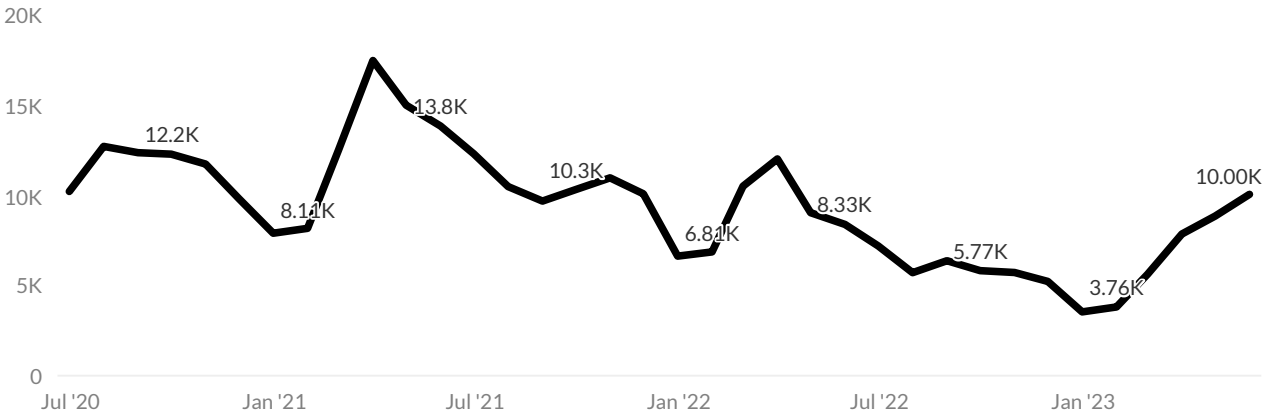
46.5K
YTD 2022

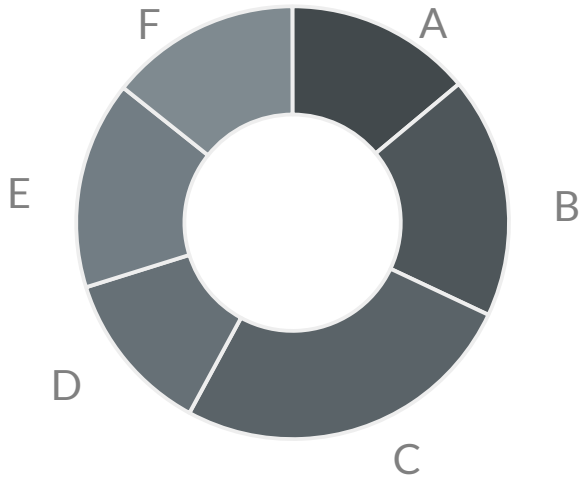


35.9K
YTD 2023

Monthly Sold Properties

Overview of the number of sold properties on a monthly basis





A YTD 2023
There were 35.9K sold properties, a 22.81% decrease from May, 2022

B YTD 2022
There were 46.5K sold properties, a 30.25% decrease from May, 2021

C YTD 2021
There were 66.7K sold properties, a 111.01% increase from May, 2020

D YTD 2020
There were 31.6K sold properties, a 20.99% decrease from May, 2019

E YTD 2019
There were 40.0K sold properties, an 8.81% increase from May, 2018

F YTD 2018
There were 36.8K sold properties, a 31.66% decrease from May, 2017

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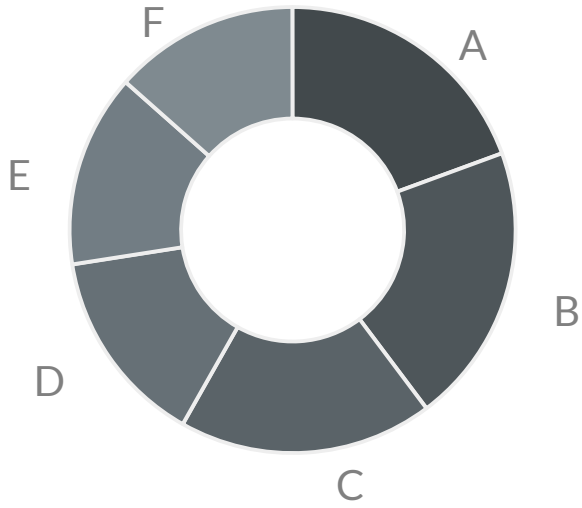
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Average Sale Price

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

2%	28%	10%	-4%
Percent Change	Percent Change	Percent Change	Percent Change

$866K	$1.12M	$1.23M	$1.17M
May, 2020	May, 2021	May, 2022	May, 2023



A MAY, 2023
The average sales price was $1.17M, a 4.52% decrease from May, 2022

B MAY, 2022
The average sales price was $1.23M, a 10.20% increase from May, 2021

C MAY, 2021
The average sales price was $1.12M, a 28.72% increase from May, 2020

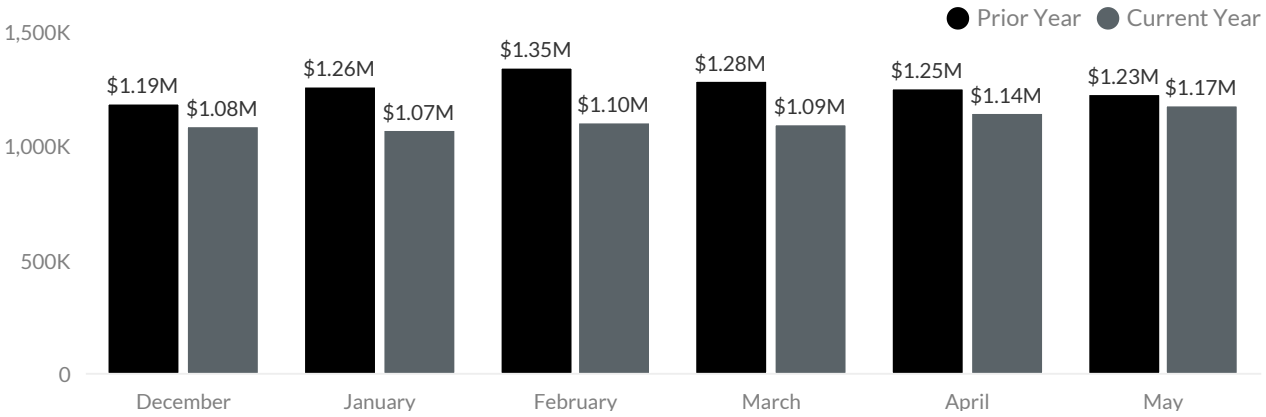
D MAY, 2020
The average sales price was $866K, a 2.31% increase from May, 2019

E MAY, 2019
The average sales price was $847K, a 4.14% increase from May, 2018

F MAY, 2018
The average sales price was $813K, a 4.06% decrease from May, 2017

Monthly Sales Price

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



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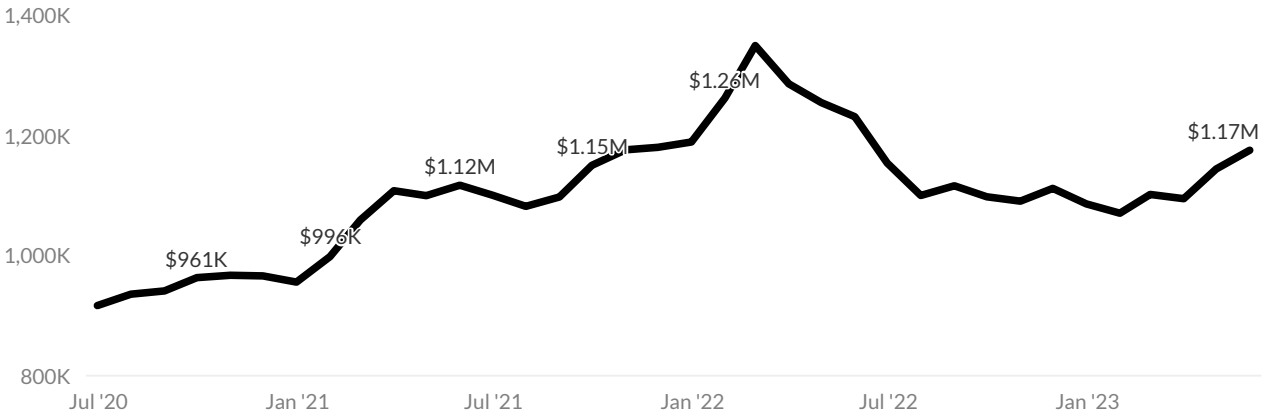
Average Sale Price

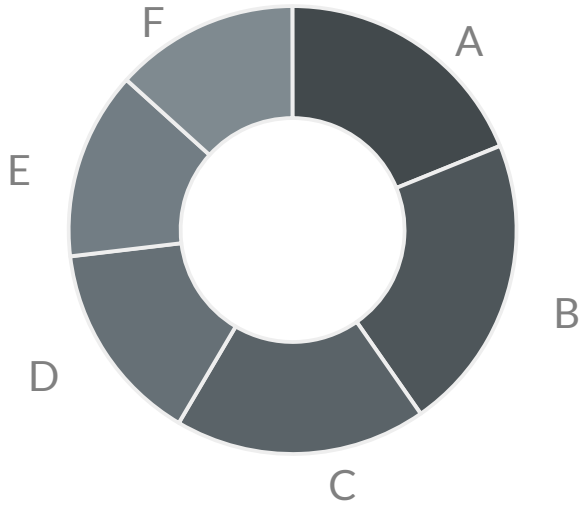
Overview of the average selling price based on sold listings as of May, 2023

7%	24%	18%	-11%
Percent Change	Percent Change	Percent Change	Percent Change
$873K	**$1.08M**	**$1.28M**	**$1.13M**
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 $1.13M, an 11.97% decrease from May, 2022

B YTD 2022
The average sales price was $1.28M, an 18.00% increase from May, 2021

C YTD 2021
The average sales price was $1.08M, a 24.07% increase from May, 2020

D YTD 2020
The average sales price was $873K, a 7.93% increase from May, 2019

E YTD 2019
The average sales price was $809K, a 2.03% increase from May, 2018

F YTD 2018
The average sales price was $793K, a 9.17% decrease from May, 2017

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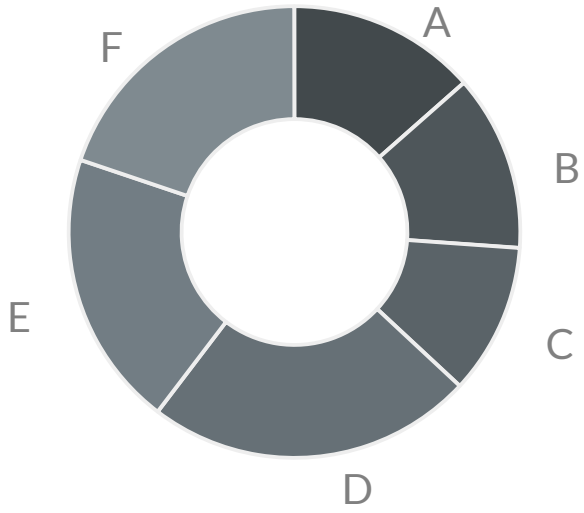
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Days on Market Until Sale

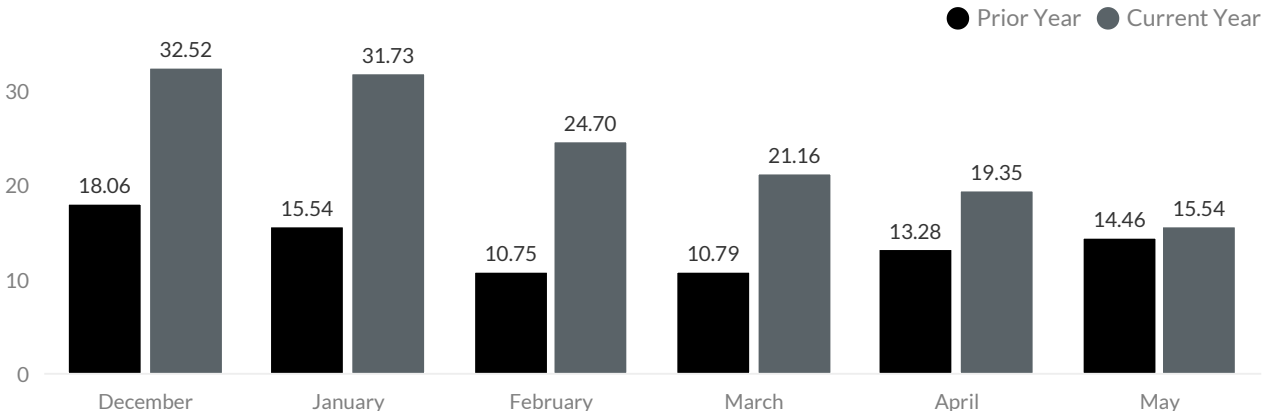
Overview of the average number of days that sold listings as of May, 2023 have been on the market for

18%	-53%	16%	7%
Percent Change	Percent Change	Percent Change	Percent Change
26.00	**12.00**	**14.00**	**15.00**
May, 2020	May, 2021	May, 2022	May, 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 MAY, 2023
The average days on market was 15.00, a 7.14% increase from May, 2022

B MAY, 2022
The average days on market was 14.00, a 16.67% increase from May, 2021

C MAY, 2021
The average days on market was 12.00, a 53.85% decrease from May, 2020

D MAY, 2020
The average days on market was 26.00, an 18.18% increase from May, 2019

E MAY, 2019
The average days on market was 22.00, no increase or decrease from May, 2018

F MAY, 2018
The average days on market was 22.00, a 69.23% increase from May, 2017

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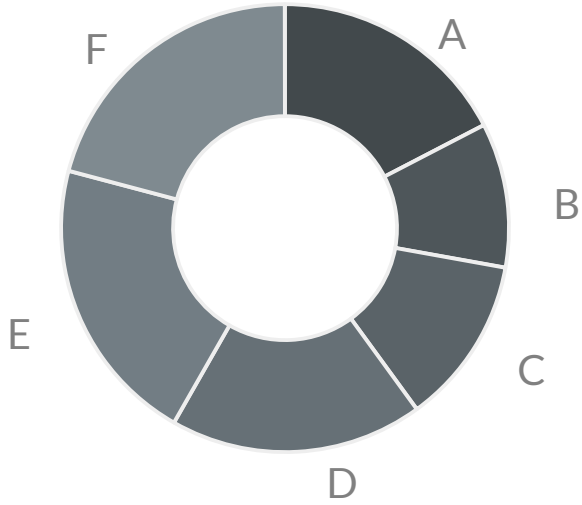


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Days on Market Until Sale

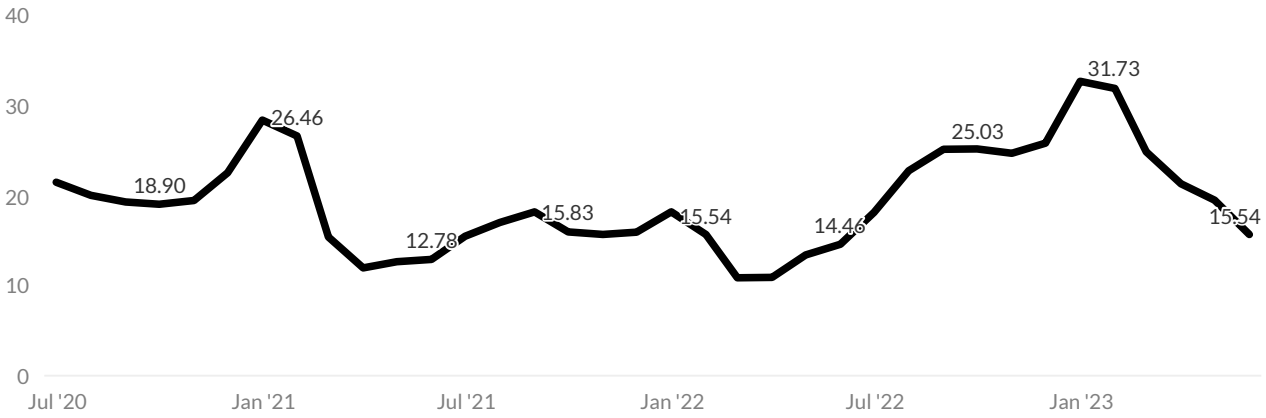
Overview of the average number of days that sold listings as of May, 2023 have been on the market for

-12%	-33%	-14%	66%
Percent Change	Percent Change	Percent Change	Percent Change
21.00	**14.00**	**12.00**	**20.00**
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 20.00, a 66.67% increase from May, 2022

B YTD 2022

The average days on market was 12.00, a 14.29% decrease from May, 2021

C YTD 2021

The average days on market was 14.00, a 33.33% decrease from May, 2020

D YTD 2020

The average days on market was 21.00, a 12.50% decrease from May, 2019

E YTD 2019

The average days on market was 24.00, no increase or decrease from May, 2018

F YTD 2018

The average days on market was 24.00, a 71.43% increase from May, 2017

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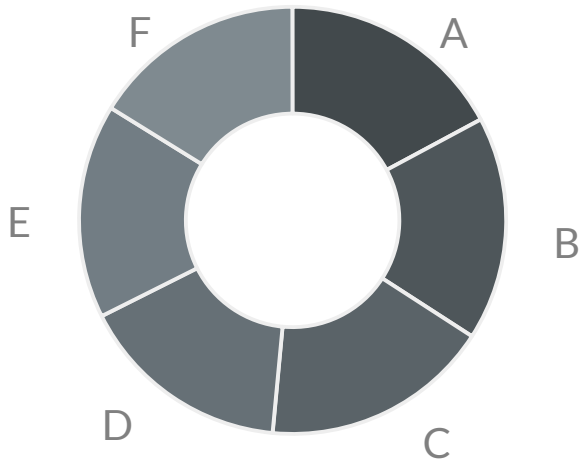
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Average Ask to Sell Ratio

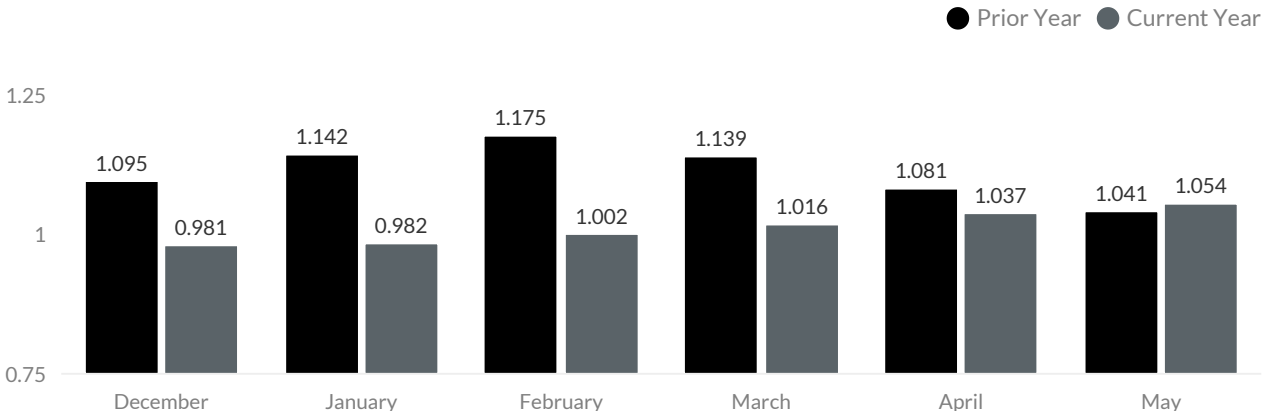
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of May, 2023

-0.68%	7%	-2%	1%
Percent Change	Percent Change	Percent Change	Percent Change
0.989	**1.066**	**1.041**	**1.054**
May, 2020	May, 2021	May, 2022	May, 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 MAY, 2023
The average ask to sell ratio was 1.054, a 1.30% increase from May, 2022

B MAY, 2022
The average ask to sell ratio was 1.041, a 2.37% decrease from May, 2021

C MAY, 2021
The average ask to sell ratio was 1.066, a 7.83% increase from May, 2020

D MAY, 2020
The average ask to sell ratio was 0.989, a 0.68% decrease from May, 2019

E MAY, 2019
The average ask to sell ratio was 0.995, a 0.19% increase from May, 2018

F MAY, 2018
The average ask to sell ratio was 0.993, a 4.92% decrease from May, 2017

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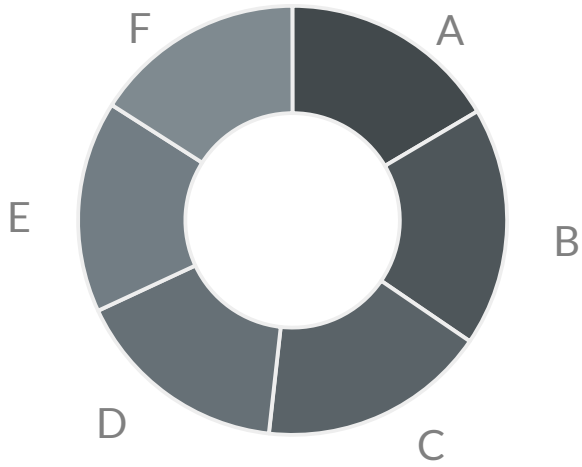


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Average Ask to Sell Ratio

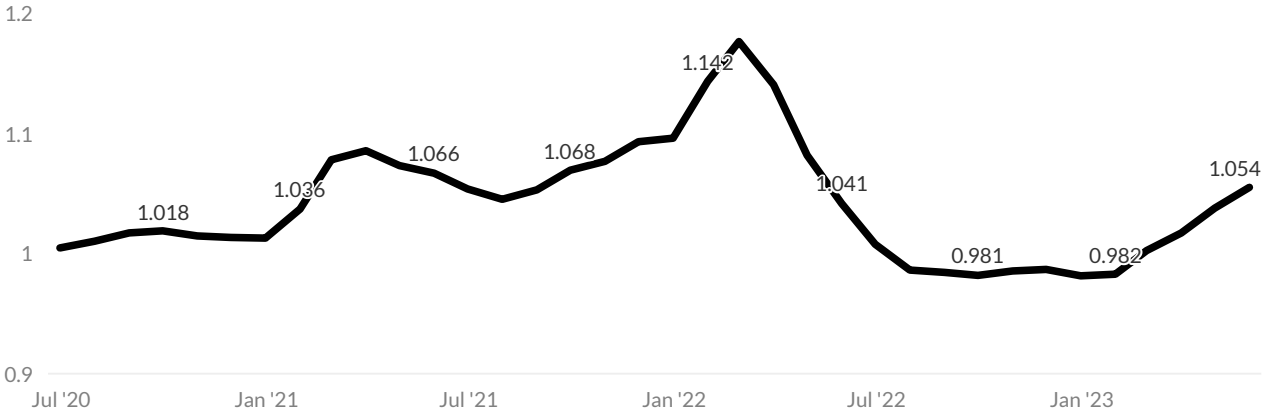
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of May, 2023

2%	5%	4%	-8%
Percent Change	Percent Change	Percent Change	Percent Change
1.013	**1.071**	**1.119**	**1.026**
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 1.026, an 8.31% decrease from May, 2022

B YTD 2022
The average ask to sell ratio was 1.119, a 4.51% increase from May, 2021

C YTD 2021
The average ask to sell ratio was 1.071, a 5.73% increase from May, 2020

D YTD 2020
The average ask to sell ratio was 1.013, a 2.10% increase from May, 2019

E YTD 2019
The average ask to sell ratio was 0.992, a 0.10% increase from May, 2018

F YTD 2018
The average ask to sell ratio was 0.991, an 8.45% decrease from May, 2017

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