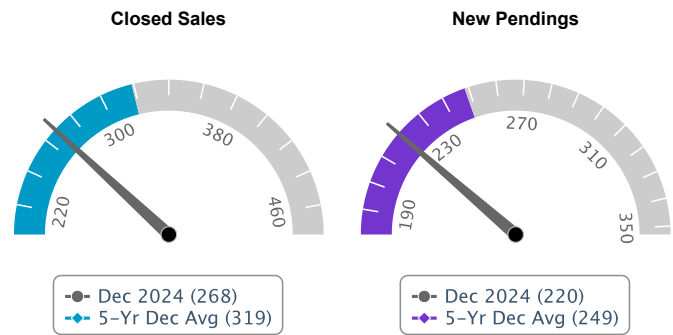


Association Executive Report

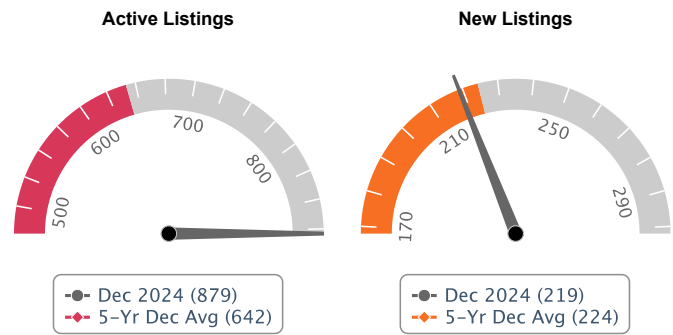
December 2024

Coastal Association of REALTORS

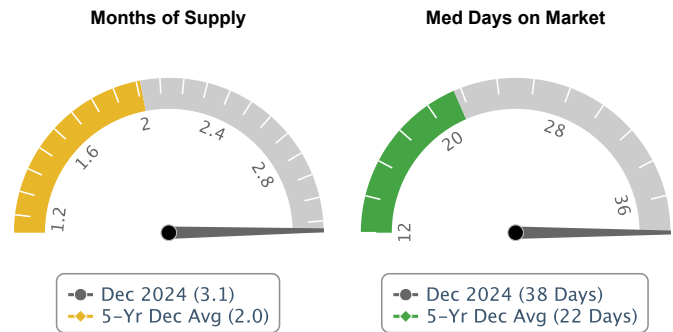
Statistic	Dec	YoY	MoM
Total Sold Dollar Volume	116,309,857	+ 33.4%	+ 4.6%
Closed Sales	268	+ 32%	- 6%
Median Sold Price	\$335,000	+ 4.7%	- 3.2%
Average Sold Price	\$421,677	+ 1.2%	+ 10.5%
Median Days on Market	38 days	+ 72.7%	+ 58.3%
Average Days on Market	58 days	+ 20.8%	+ 28.9%
Median Price per Sq Foot	\$217	+ 0.9%	- 4.4%
Average Price per Sq Foot	\$270	+ 1.1%	- 1.1%



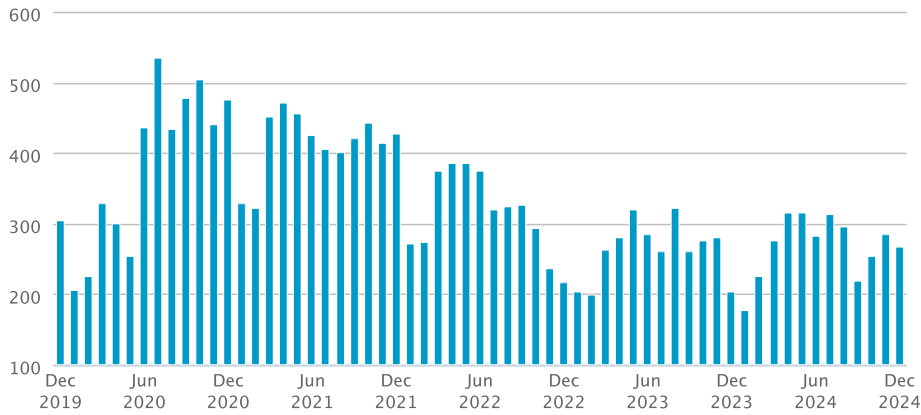
In the Coastal Association of REALTORS (CAR) area, the median sold price for residential properties for December was \$335,000, representing a decrease of 3.2% compared to last month and an increase of 4.7% from Dec 2023. The average days on market for units sold in December was 58 days, 27% above the 5-year December average of 46 days. There was a 15.4% month over month decrease in new contract activity with 220 New Pendings; an 18.7% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 362; and a 9.7% decrease in supply to 879 active units.



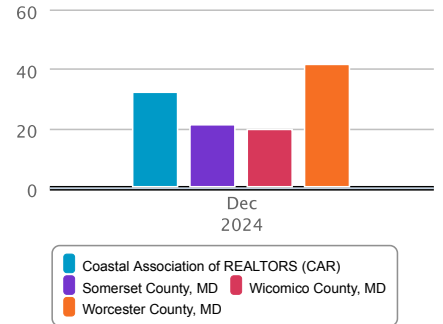
This activity resulted in a Contract Ratio of 0.41 pendings per active listing, down from 0.46 in November and a decrease from 0.45 in December 2023. The Contract Ratio is 37% lower than the 5-year December average of 0.65. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



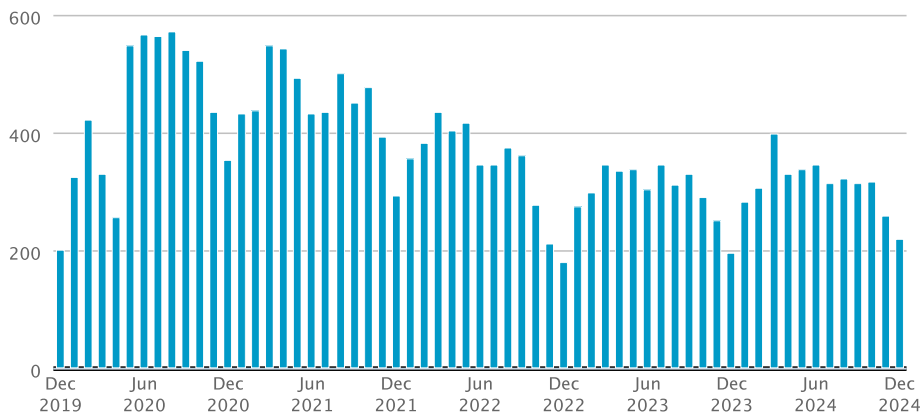
Closed Sales



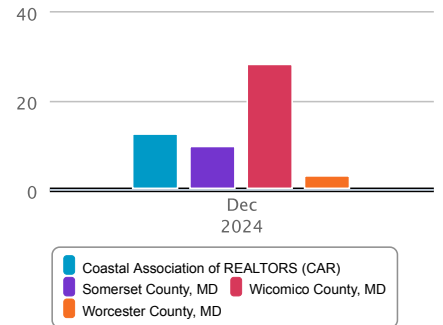
Dec 2024 vs. Dec 2023
YoY % Change



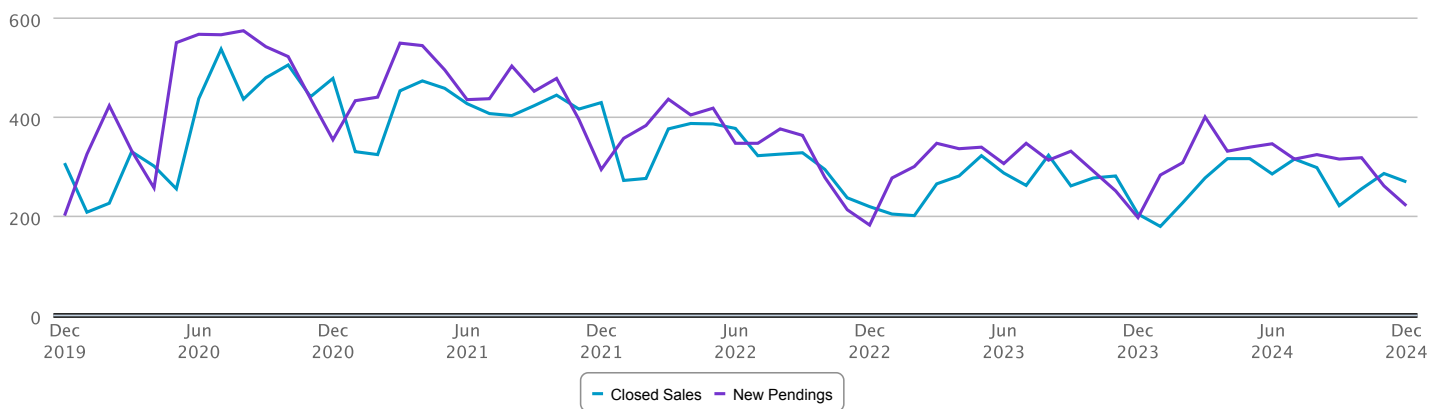
New Pendings



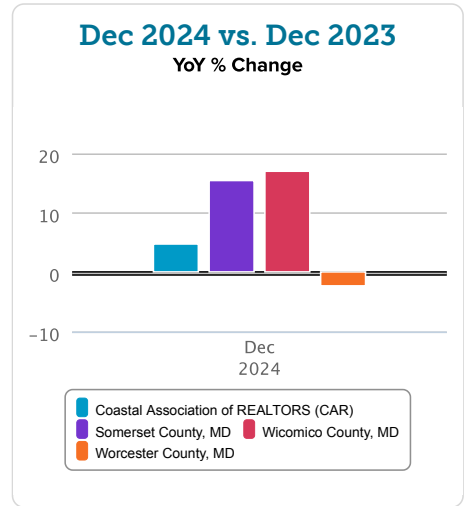
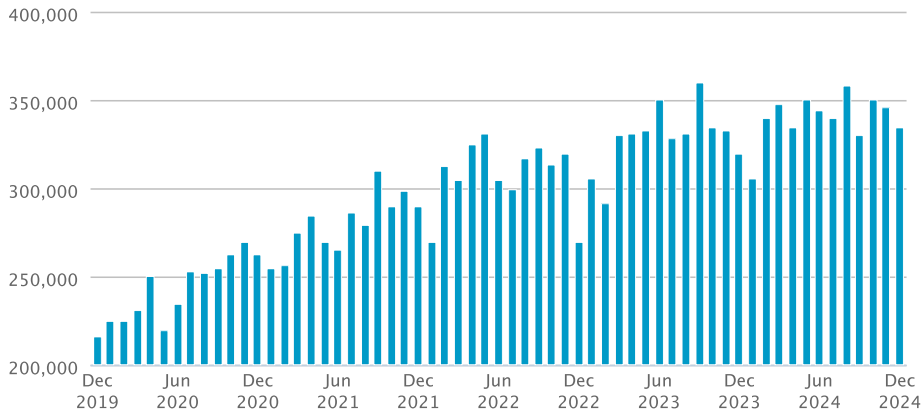
Dec 2024 vs. Dec 2023
YoY % Change



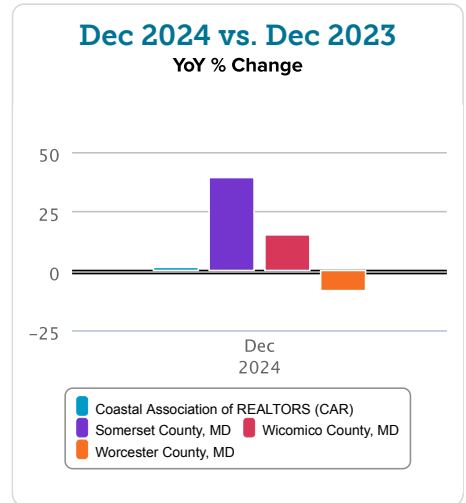
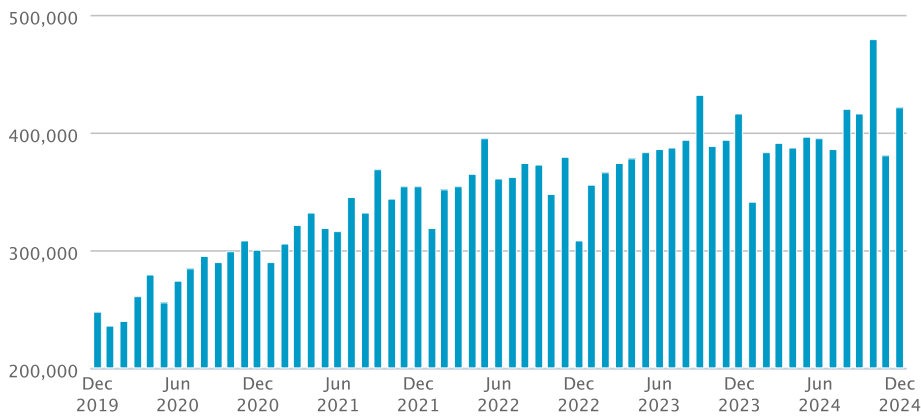
Closed Sales vs. New Pendings



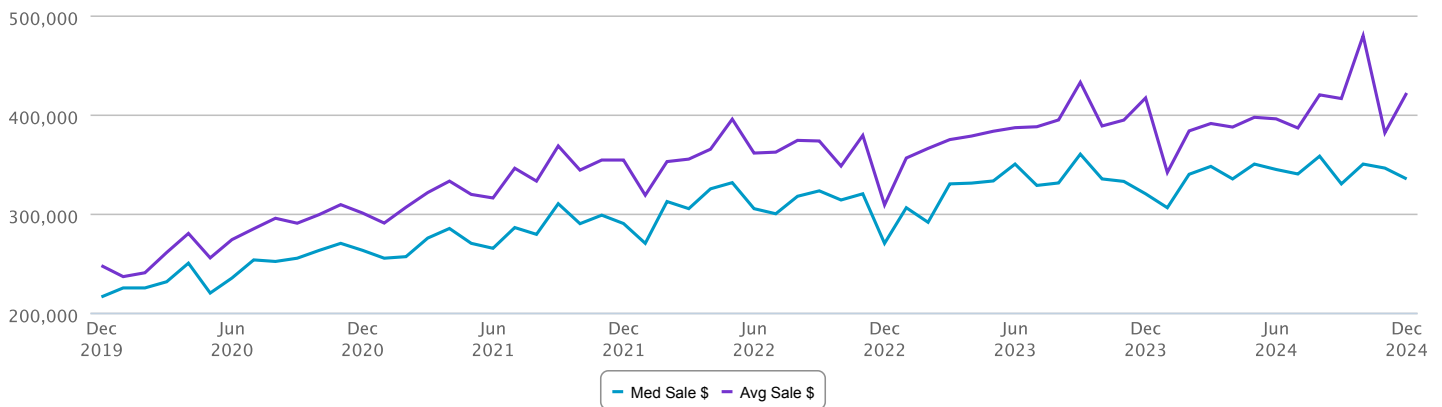
Median Sale Price



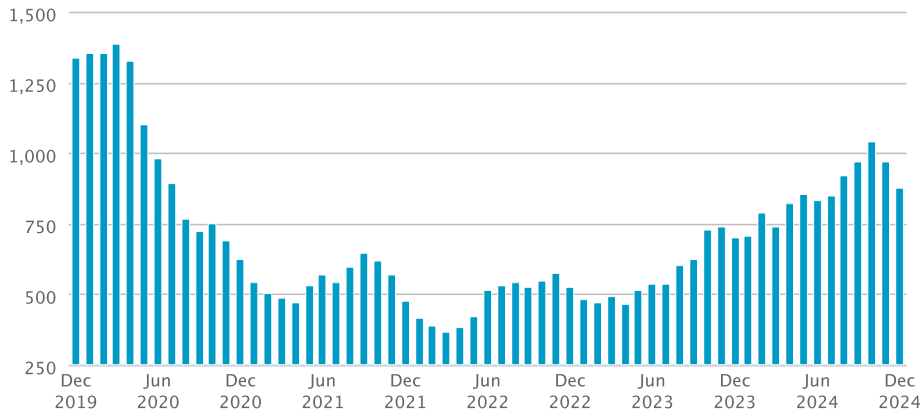
Average Sale Price



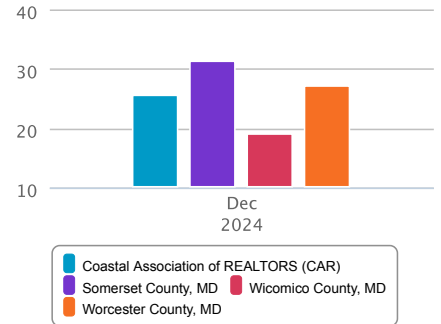
Median vs. Average Sale Price



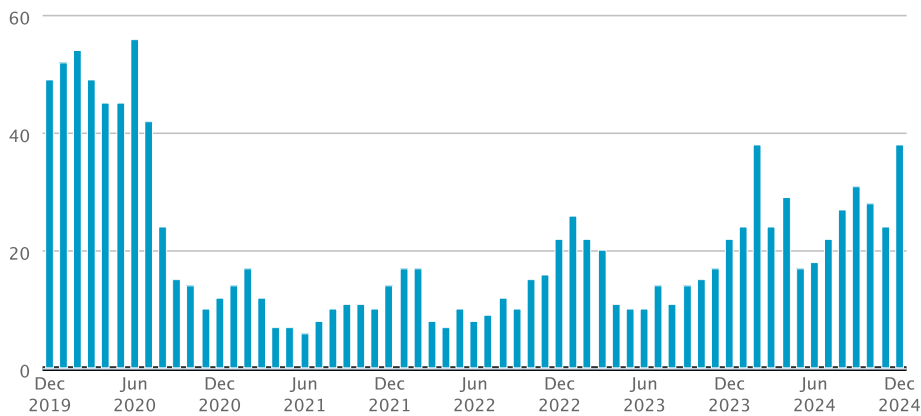
Active Listings



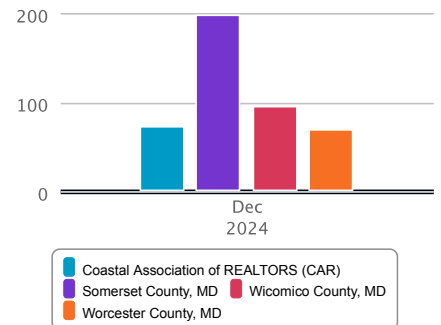
Dec 2024 vs. Dec 2023
YoY % Change



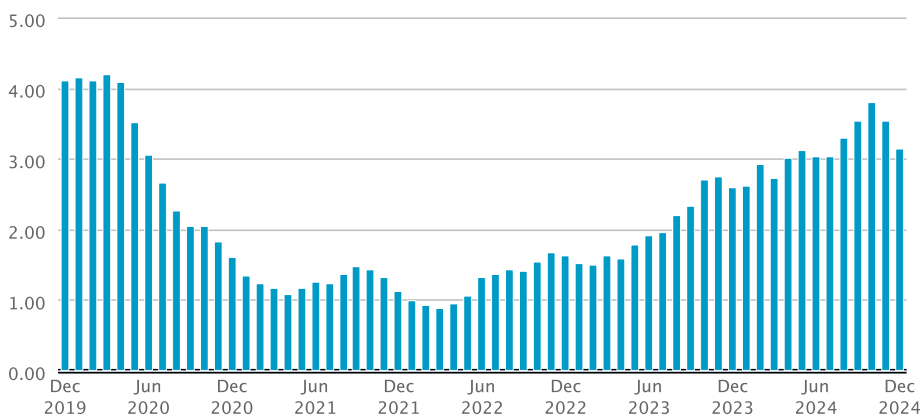
Median Days on Market



Dec 2024 vs. Dec 2023
YoY % Change



Months of Supply



Dec 2024 vs. Dec 2023
YoY % Change

