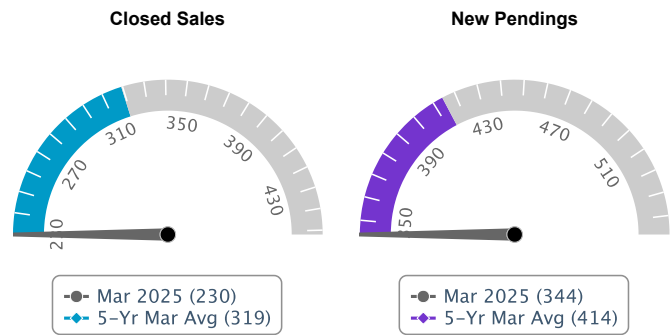


Association Executive Report

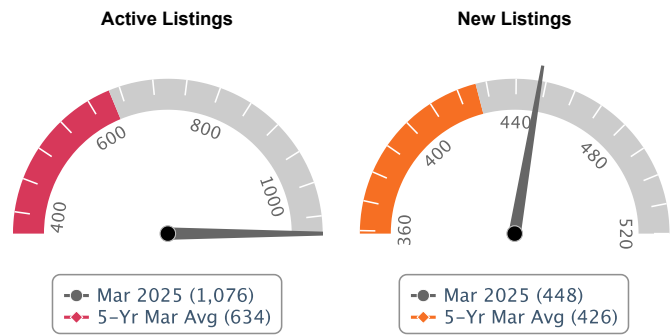
March 2025

Coastal Association of REALTORS

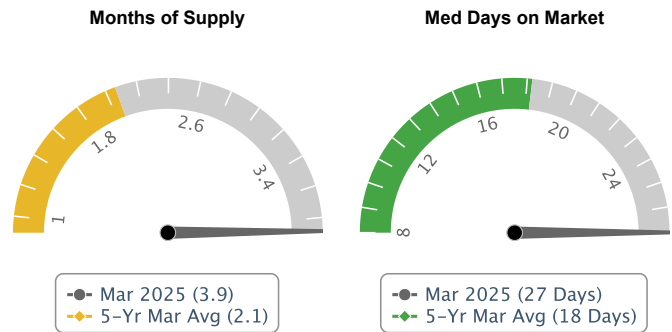
Statistic	Mar	YoY	MoM
Total Sold Dollar Volume	93,678,690	- 15.1%	+ 19.5%
Closed Sales	230	- 16.7%	+ 19.8%
Median Sold Price	\$349,950	+ 0.7%	+ 0.1%
Average Sold Price	\$402,381	+ 2.9%	+ 0.5%
Median Days on Market	27 days	+12.5%	-38.6%
Average Days on Market	57 days	+21.3%	- 5%
Median Price per Sq Foot	\$259	+10.2%	+ 13.6%
Average Price per Sq Foot	\$300	+ 5.3%	+ 6%



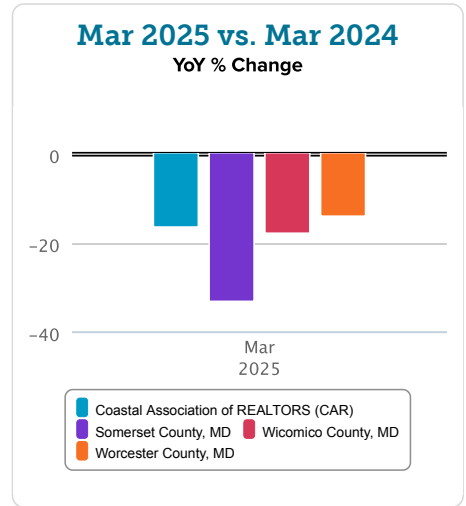
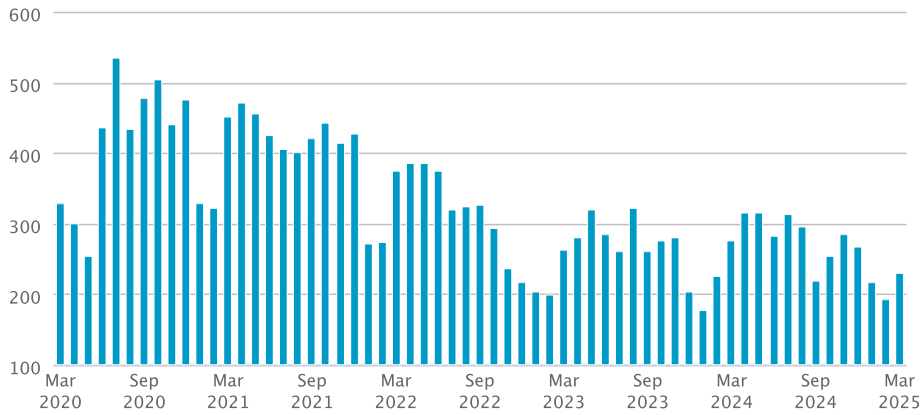
In the Coastal Association of REALTORS (CAR) area, the median sold price for residential properties for March was \$349,950, representing an increase of 0.1% compared to last month and an increase of 0.6% from Mar 2024. The average days on market for units sold in March was 57 days, 22% above the 5-year March average of 47 days. There was a 27.4% month over month increase in new contract activity with 344 New Pendings; a 17.4% MoM increase in All Pendings (new contracts + contracts carried over from February) to 493; and a 9% increase in supply to 1,076 active units.



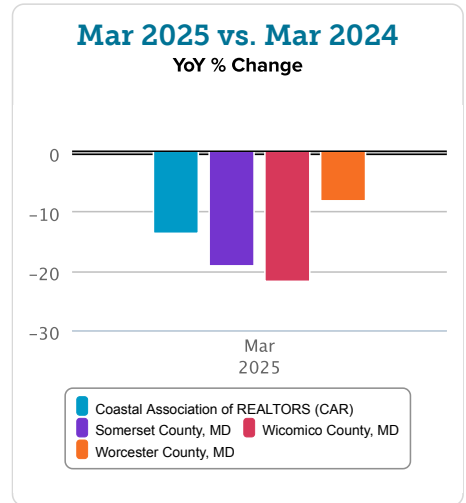
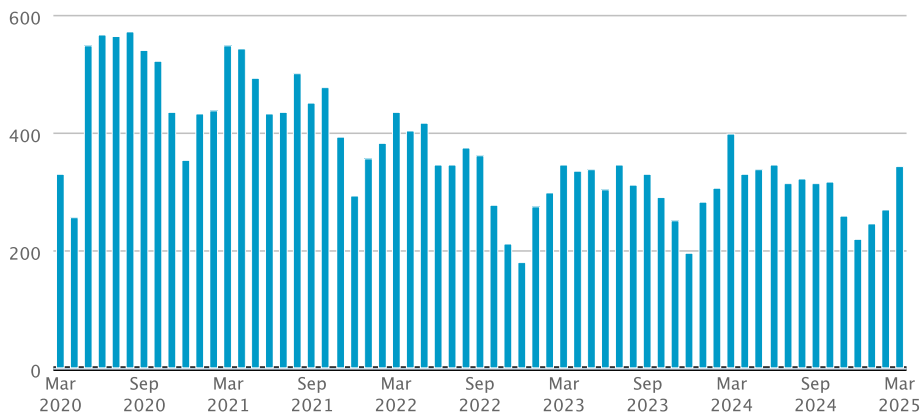
This activity resulted in a Contract Ratio of 0.46 pendencies per active listing, up from 0.43 in February and a decrease from 0.72 in March 2024. The Contract Ratio is 55% lower than the 5-year March average of 1.02. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



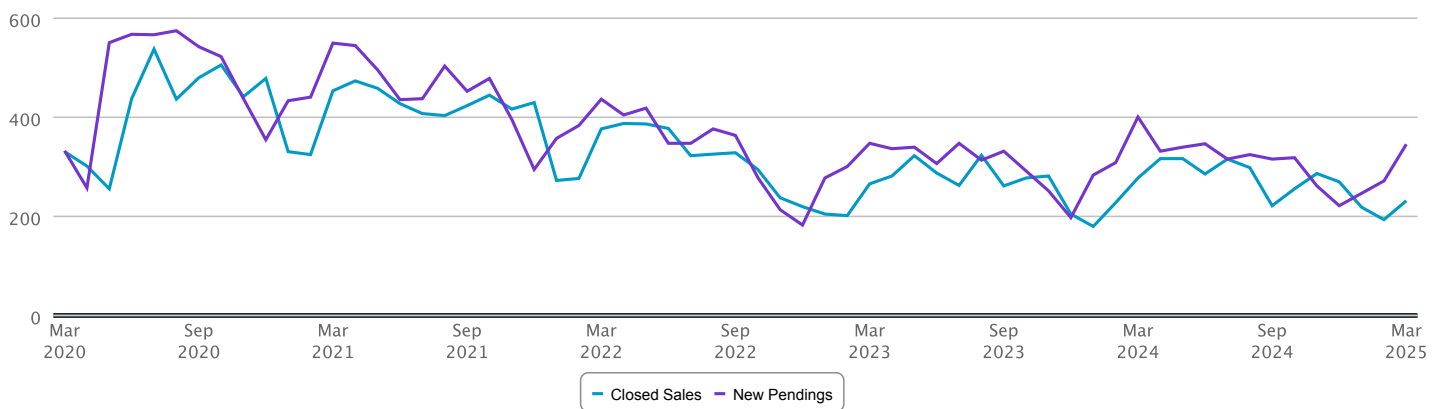
Closed Sales



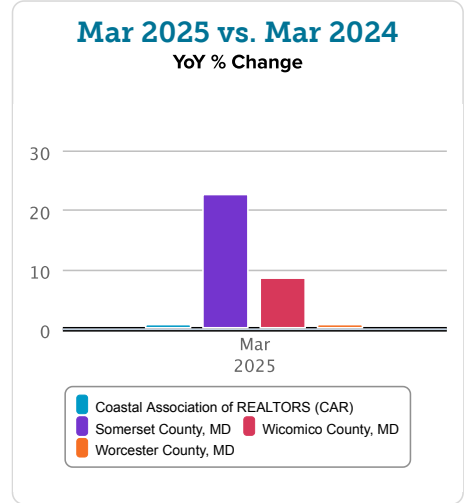
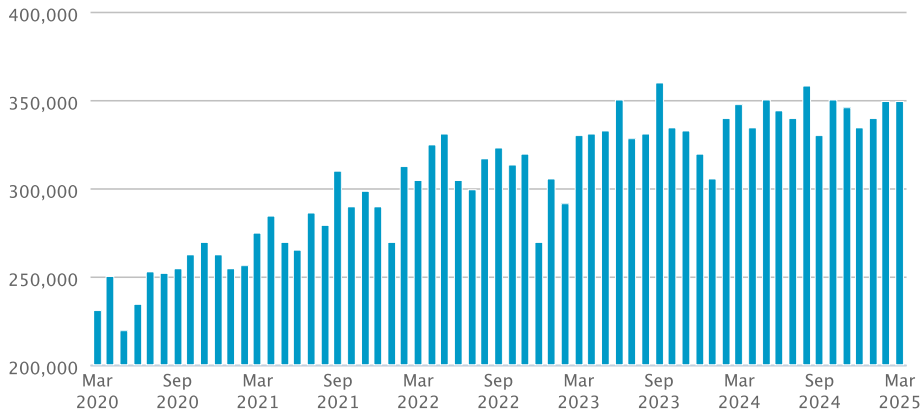
New Pendings



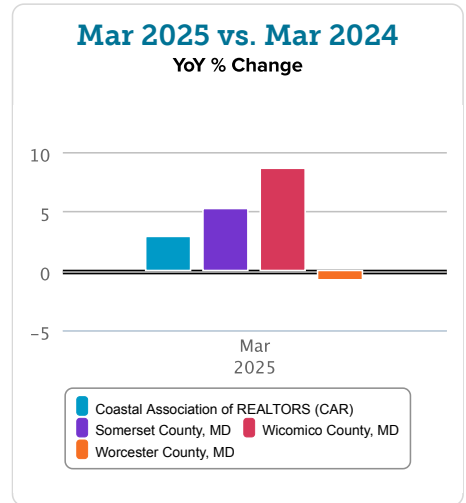
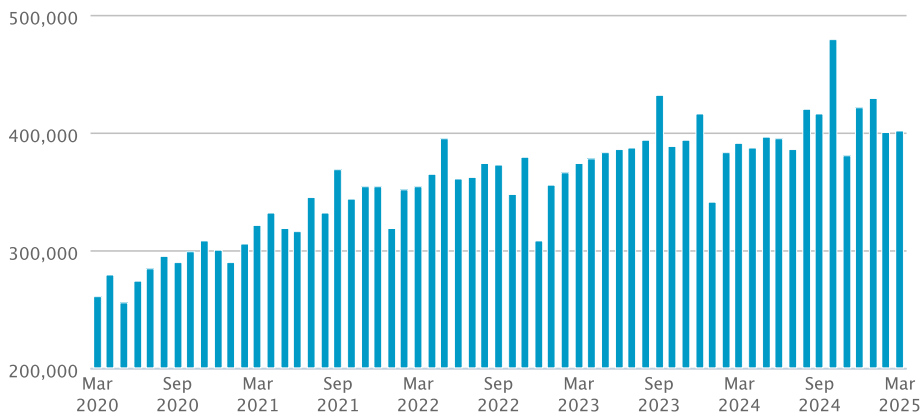
Closed Sales vs. New Pendings



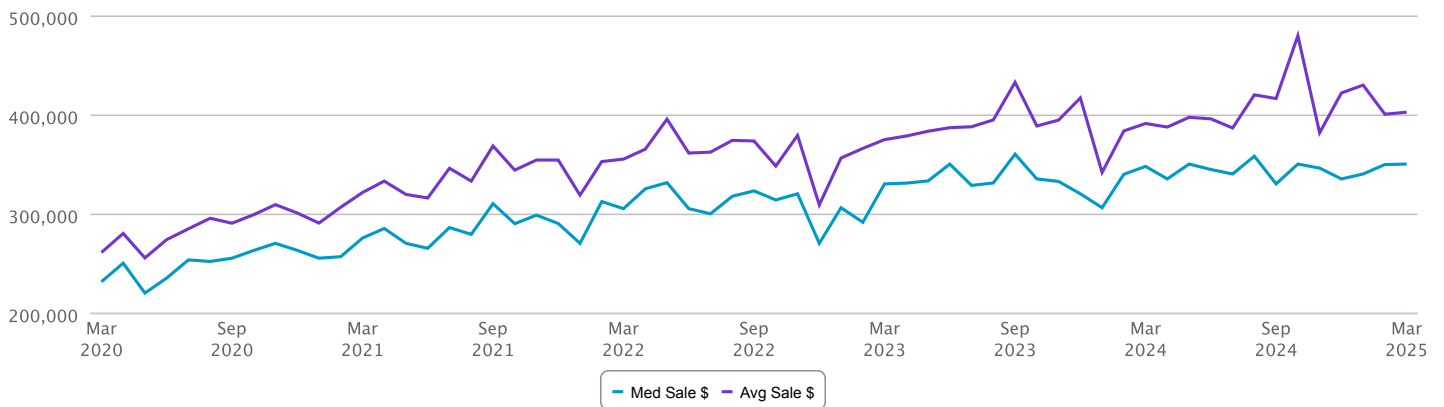
Median Sale Price



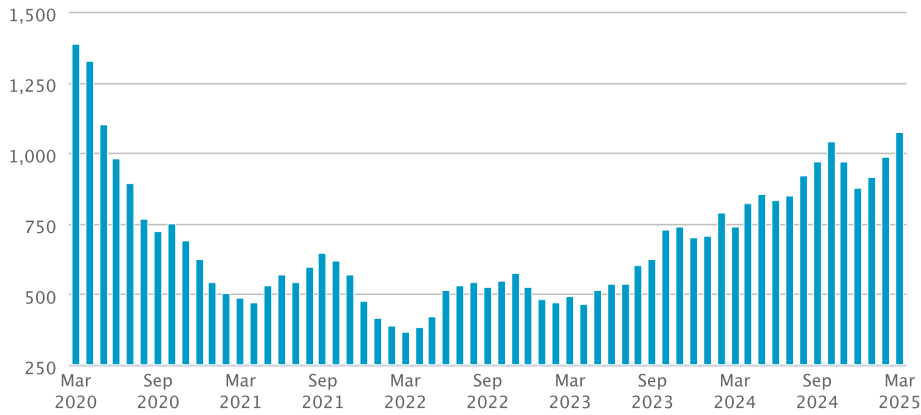
Average Sale Price



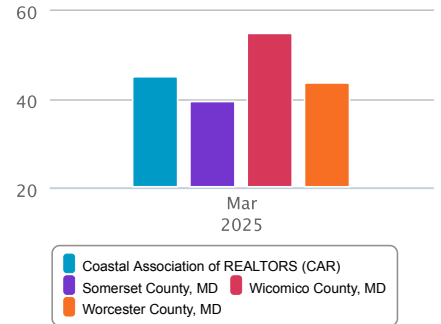
Median vs. Average Sale Price



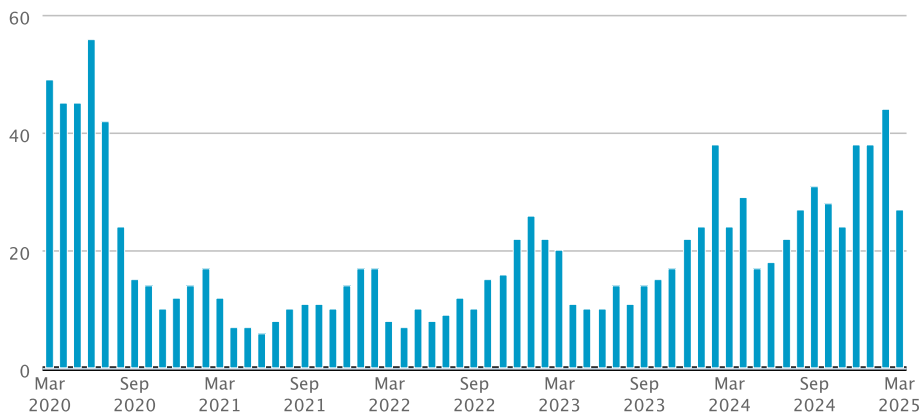
Active Listings



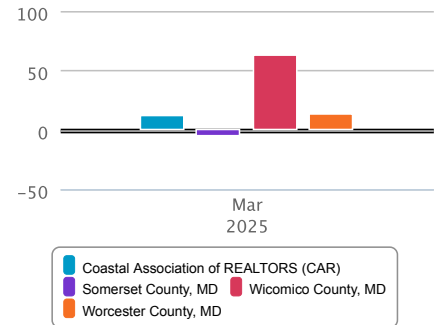
Mar 2025 vs. Mar 2024
YoY % Change



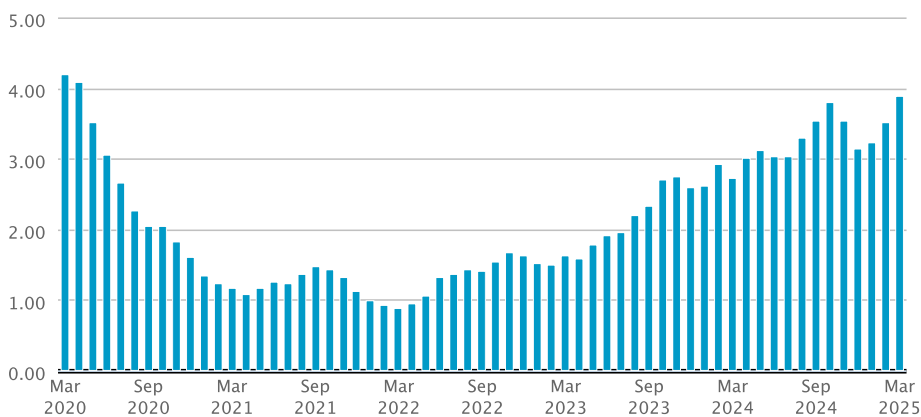
Median Days on Market



Mar 2025 vs. Mar 2024
YoY % Change



Months of Supply



Mar 2025 vs. Mar 2024
YoY % Change

