

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



## Q4 2020

Quarter 4 is normally one of the slowest quarters of the year, but strong buyer demand across most segments of the market continue to drive a healthy sales pace, while listing inventory continues to remain low overall. For the 12-month period spanning January through December 2020, Pending Sales in the capital region were up 12.6 percent overall. The price range with the largest gain in sales was the \$400,001 and Above range, where they increased 49.3 percent.

The overall Median Sales Price was up 7.0 percent to \$230,000. The property type with the largest price gain was the Previously Owned segment, where prices increased 8.0 percent to \$221,450. The price range that tended to sell the quickest was the \$225,001 - \$400,000 range at 48 days; the price range that tended to sell the slowest was the \$125,000 and Below range at 85 days.

Market-wide, inventory levels were down 38.5 percent. The property type that gained the most inventory was the Condominiums and Other segment, where it increased 4.5 percent. That amounts to 2.4 months supply for Single-Family homes and 2.0 months supply for Townhomes.

## Quick Facts

**+ 49.3%**

**+ 19.6%**

**+ 42.1%**

Price Range With the Strongest Sales:

**\$400,001 and Above**

Property Type With Strongest Sales:

**Condominiums and Other**

Construction Status With Strongest Sales:

**New Construction**

Pending Sales	<b>2</b>
Days on Market Until Sale	<b>3</b>
Median Sales Price	<b>4</b>
Percent of List Price Received	<b>5</b>
Inventory of Homes for Sale	<b>6</b>
Months Supply of Inventory	<b>7</b>

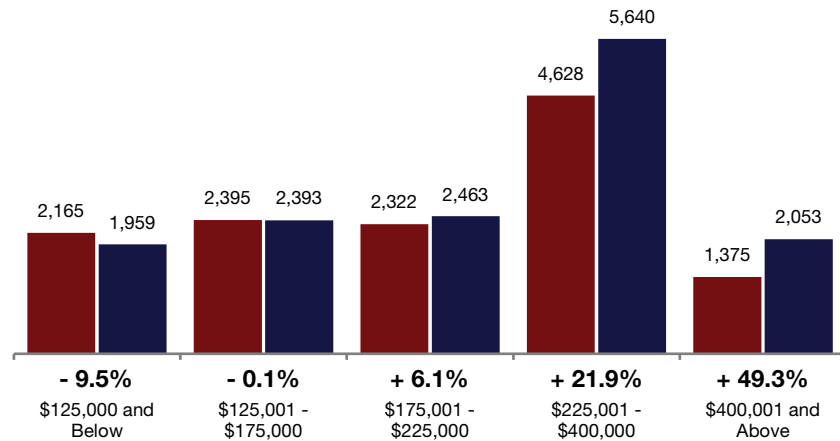
# Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



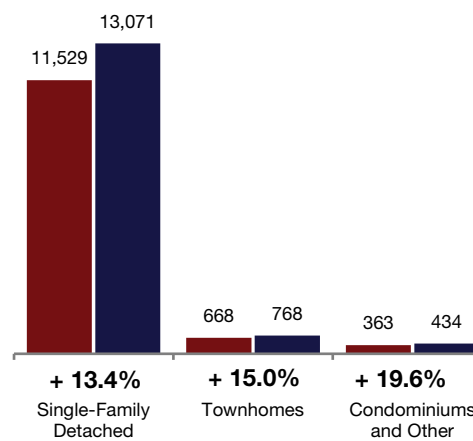
## By Price Range

■ Q4 2019 ■ Q4 2020



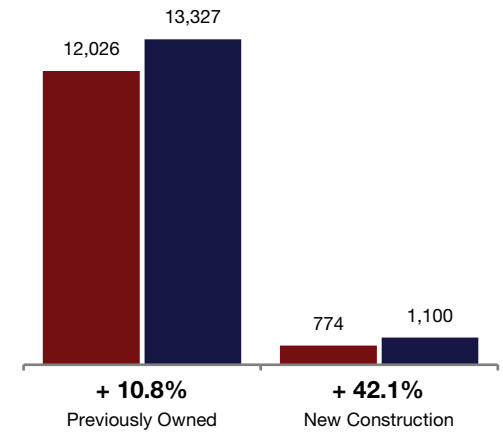
## By Property Type

■ Q4 2019 ■ Q4 2020



## By Construction Type

■ Q4 2019 ■ Q4 2020



### All Properties

#### By Price Range

	Q4 2019	Q4 2020	Change
\$125,000 and Below	2,165	1,959	-9.5%
\$125,001 - \$175,000	2,395	2,393	-0.1%
\$175,001 - \$225,000	2,322	2,463	+6.1%
\$225,001 - \$400,000	4,628	5,640	+21.9%
\$400,001 and Above	1,375	2,053	+49.3%
<b>All Price Ranges</b>	<b>12,885</b>	<b>14,508</b>	<b>+12.6%</b>

### Previously Owned

	Q4 2019	Q4 2020	Change
\$125,000 and Below	2,160	1,957	-9.4%
\$125,001 - \$175,000	2,374	2,371	-0.1%
\$175,001 - \$225,000	2,285	2,425	+6.1%
\$225,001 - \$400,000	4,125	4,998	+21.2%
\$400,001 and Above	1,082	1,576	+45.7%
<b>All Price Ranges</b>	<b>12,026</b>	<b>13,327</b>	<b>+10.8%</b>

### New Construction

	Q4 2019	Q4 2020	Change
\$125,000 and Below	4	1	-75.0%
\$125,001 - \$175,000	20	20	0.0%
\$175,001 - \$225,000	35	30	-14.3%
\$225,001 - \$400,000	435	590	+35.6%
\$400,001 and Above	280	459	+63.9%
<b>All Price Ranges</b>	<b>774</b>	<b>1,100</b>	<b>+42.1%</b>

#### By Property Type

	Q4 2019	Q4 2020	Change
Single-Family Detached	11,529	13,071	+13.4%
Townhomes	668	768	+15.0%
Condominiums and Other	363	434	+19.6%
<b>All Property Types</b>	<b>12,885</b>	<b>14,508</b>	<b>+12.6%</b>

	Q4 2019	Q4 2020	Change
Single-Family Detached	10,896	12,177	+11.8%
Townhomes	548	617	+12.6%
Condominiums and Other	275	300	+9.1%
<b>All Property Types</b>	<b>12,026</b>	<b>13,327</b>	<b>+10.8%</b>

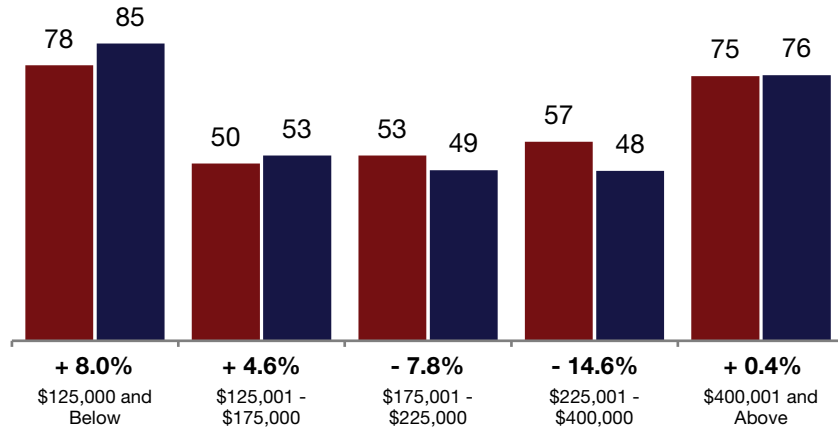
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



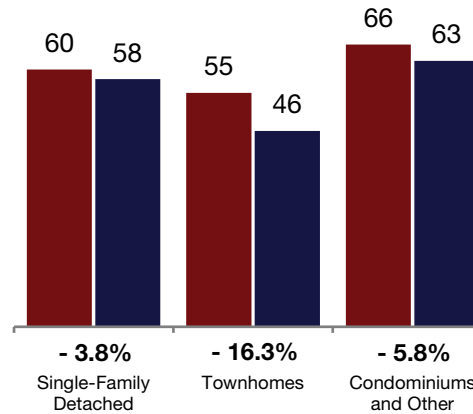
## By Price Range

■ Q4 2019 ■ Q4 2020



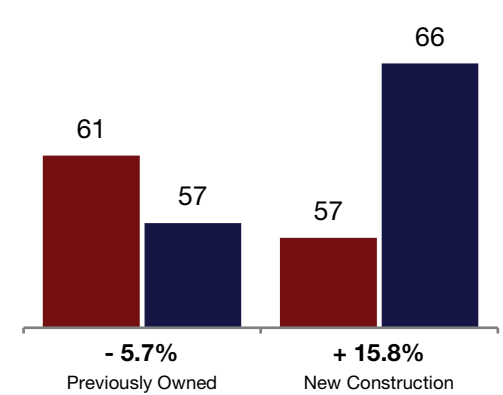
## By Bedroom Count

■ Q4 2019 ■ Q4 2020



## By Construction Type

■ Q4 2019 ■ Q4 2020



### All Properties

#### By Price Range

	Q4 2019	Q4 2020	Change
\$125,000 and Below	78	85	+ 8.0%
\$125,001 - \$175,000	50	53	+ 4.6%
\$175,001 - \$225,000	53	49	- 7.8%
\$225,001 - \$400,000	57	48	- 14.6%
\$400,001 and Above	75	76	+ 0.4%
<b>All Price Ranges</b>	<b>61</b>	<b>58</b>	<b>- 4.4%</b>

### Previously Owned

	Q4 2019	Q4 2020	Change
\$125,000 and Below	78	84	+ 8.2%
\$125,001 - \$175,000	50	52	+ 3.7%
\$175,001 - \$225,000	51	48	- 7.1%
\$225,001 - \$400,000	56	46	- 18.1%
\$400,001 and Above	85	81	- 4.9%
<b>All Price Ranges</b>	<b>61</b>	<b>57</b>	<b>- 5.7%</b>

### New Construction

	Q4 2019	Q4 2020	Change
\$125,000 and Below	155	151	- 2.5%
\$125,001 - \$175,000	67	127	+ 89.9%
\$175,001 - \$225,000	151	125	- 16.9%
\$225,001 - \$400,000	55	68	+ 22.8%
\$400,001 and Above	47	55	+ 17.8%
<b>All Price Ranges</b>	<b>57</b>	<b>66</b>	<b>+ 15.8%</b>

#### By Property Type

	Q4 2019	Q4 2020	Change
Single-Family Detached	60	58	- 3.8%
Townhomes	55	46	- 16.3%
Condominiums and Other	66	63	- 5.8%
<b>All Property Types</b>	<b>61</b>	<b>58</b>	<b>- 4.4%</b>

	Q4 2019	Q4 2020	Change
Single-Family Detached	61	58	- 4.7%
Townhomes	51	39	- 23.3%
Condominiums and Other	68	53	- 21.2%
<b>All Property Types</b>	<b>61</b>	<b>57</b>	<b>- 5.7%</b>

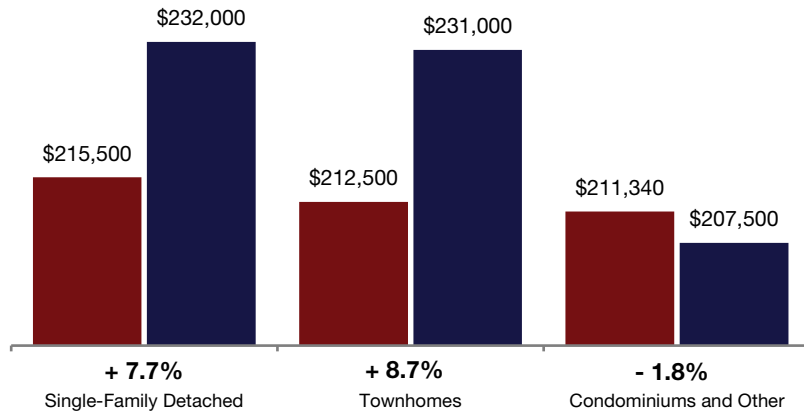
# Median Sales Price

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



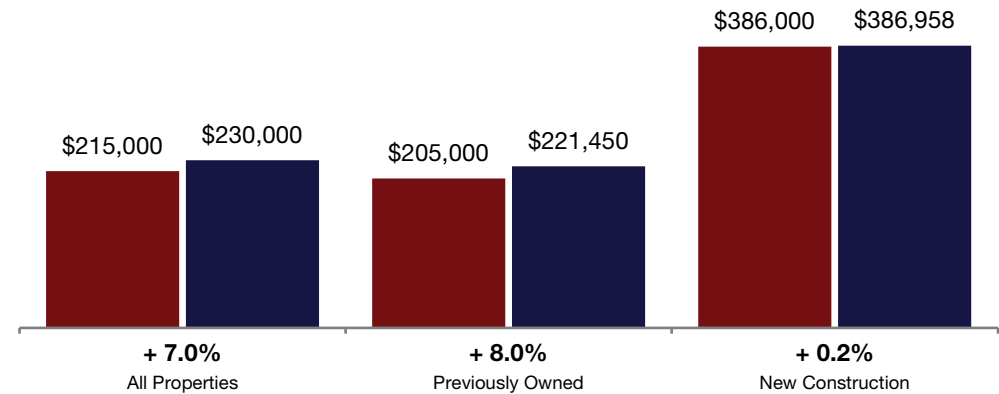
## By Property Type

■ Q4 2019 ■ Q4 2020



## By Construction Type

■ Q4 2019 ■ Q4 2020



### All Properties

#### By Property Type

	Q4 2019	Q4 2020	Change
Single-Family Detached	\$215,500	\$232,000	+ 7.7%
Townhomes	\$212,500	\$231,000	+ 8.7%
Condominiums and Other	\$211,340	\$207,500	- 1.8%
<b>All Property Types</b>	<b>\$215,000</b>	<b>\$230,000</b>	<b>+ 7.0%</b>

### Previously Owned

	Q4 2019	Q4 2020	Change
Single-Family Detached	\$208,900	\$225,000	+ 7.7%
Townhomes	\$198,000	\$214,000	+ 8.1%
Condominiums and Other	\$170,000	\$174,000	+ 2.4%
<b>All Property Types</b>	<b>\$205,000</b>	<b>\$221,450</b>	<b>+ 8.0%</b>

### New Construction

	Q4 2019	Q4 2020	Change
Single-Family Detached	\$411,090	\$415,000	+ 1.0%
Townhomes	\$338,368	\$349,232	+ 3.2%
Condominiums and Other	\$269,575	\$280,812	+ 4.2%
<b>All Property Types</b>	<b>\$386,000</b>	<b>\$386,958</b>	<b>+ 0.2%</b>

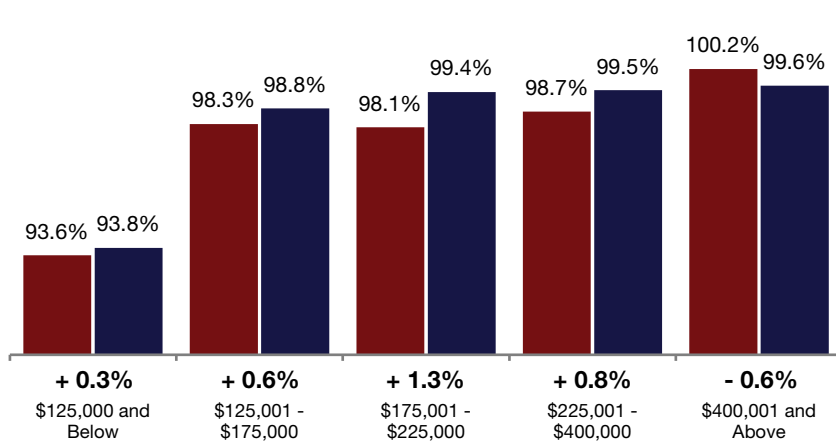
# Percent of List Price Received

Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**



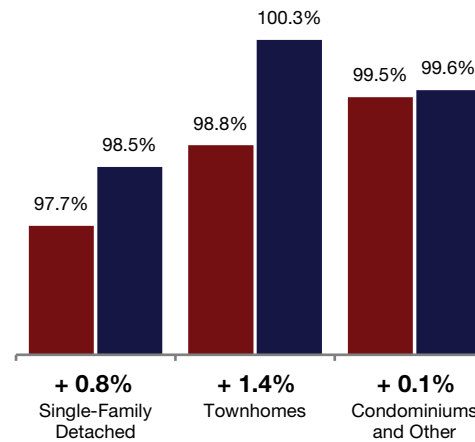
## By Price Range

■ Q4 2019 ■ Q4 2020



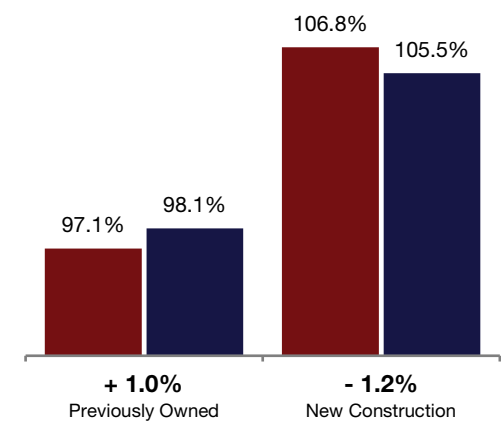
## By Property Type

■ Q4 2019 ■ Q4 2020



## By Construction Type

■ Q4 2019 ■ Q4 2020



### All Properties

#### By Price Range

	Q4 2019	Q4 2020	Change
\$125,000 and Below	93.6%	93.8%	+ 0.3%
\$125,001 - \$175,000	98.3%	98.8%	+ 0.6%
\$175,001 - \$225,000	98.1%	99.4%	+ 1.3%
\$225,001 - \$400,000	98.7%	99.5%	+ 0.8%
\$400,001 and Above	100.2%	99.6%	- 0.6%
<b>All Price Ranges</b>	<b>97.8%</b>	<b>98.6%</b>	<b>+ 0.8%</b>

### Previously Owned

	Q4 2019	Q4 2020	Change
\$125,000 and Below	93.6%	93.8%	+ 0.3%
\$125,001 - \$175,000	98.3%	98.8%	+ 0.6%
\$175,001 - \$225,000	98.1%	99.4%	+ 1.3%
\$225,001 - \$400,000	98.1%	99.1%	+ 1.0%
\$400,001 and Above	96.5%	97.5%	+ 1.0%
<b>All Price Ranges</b>	<b>97.1%</b>	<b>98.1%</b>	<b>+ 1.0%</b>

### New Construction

	Q4 2019	Q4 2020	Change
\$125,000 and Below	85.2%	90.4%	+ 6.1%
\$125,001 - \$175,000	99.4%	99.2%	- 0.2%
\$175,001 - \$225,000	99.0%	103.0%	+ 4.1%
\$225,001 - \$400,000	104.3%	103.8%	- 0.5%
\$400,001 and Above	110.9%	108.1%	- 2.5%
<b>All Price Ranges</b>	<b>106.8%</b>	<b>105.5%</b>	<b>- 1.2%</b>

#### By Property Type

	Q4 2019	Q4 2020	Change
Single-Family Detached	97.7%	98.5%	+ 0.8%
Townhomes	98.8%	100.3%	+ 1.4%
Condominiums and Other	99.5%	99.6%	+ 0.1%
<b>All Property Types</b>	<b>97.8%</b>	<b>98.6%</b>	<b>+ 0.8%</b>

	Q4 2019	Q4 2020	Change
Single-Family Detached	97.2%	98.1%	+ 1.0%
Townhomes	97.9%	99.0%	+ 1.2%
Condominiums and Other	97.4%	97.7%	+ 0.4%
<b>All Property Types</b>	<b>97.1%</b>	<b>98.1%</b>	<b>+ 1.0%</b>

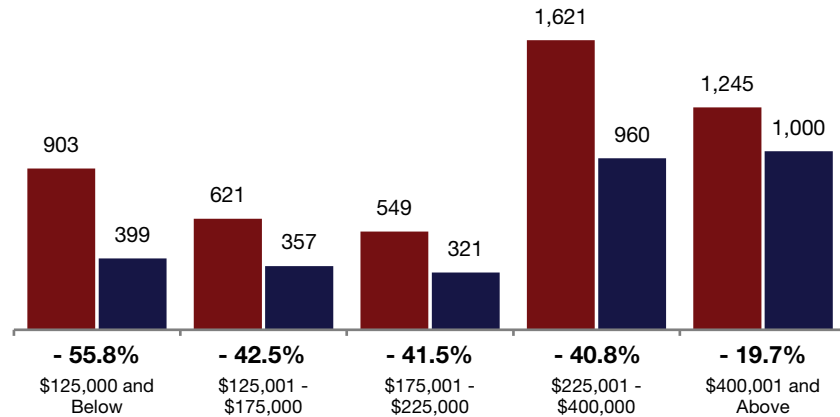
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



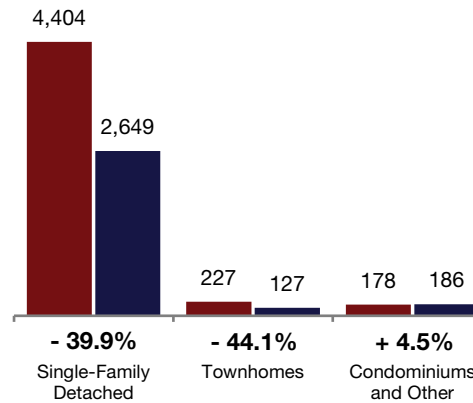
## By Price Range

■ Q4 2019 ■ Q4 2020



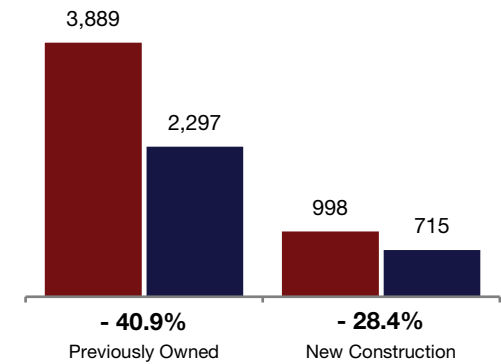
## By Property Type

■ Q4 2019 ■ Q4 2020



## By Construction Type

■ Q4 2019 ■ Q4 2020



### All Properties

#### By Price Range

	Q4 2019	Q4 2020	Change
\$125,000 and Below	903	399	- 55.8%
\$125,001 - \$175,000	621	357	- 42.5%
\$175,001 - \$225,000	549	321	- 41.5%
\$225,001 - \$400,000	1,621	960	- 40.8%
\$400,001 and Above	1,245	1,000	- 19.7%
<b>All Price Ranges</b>	<b>4,939</b>	<b>3,037</b>	<b>- 38.5%</b>

### Previously Owned

	Q4 2019	Q4 2020	Change
Single-Family Detached	4,404	2,649	- 39.9%
Townhomes	227	127	- 44.1%
Condominiums and Other	178	186	+ 4.5%
<b>All Previously Owned</b>	<b>3,889</b>	<b>2,297</b>	<b>- 40.9%</b>

### New Construction

	Q4 2019	Q4 2020	Change
New Construction	998	715	- 28.4%

#### By Property Type

	Q4 2019	Q4 2020	Change
Single-Family Detached	4,404	2,649	- 39.9%
Townhomes	227	127	- 44.1%
Condominiums and Other	178	186	+ 4.5%
<b>All Property Types</b>	<b>4,939</b>	<b>3,037</b>	<b>- 38.5%</b>

	Q4 2019	Q4 2020	Change
Single-Family Detached	3,544	2,062	- 41.8%
Townhomes	119	52	- 56.3%
Condominiums and Other	99	109	+ 10.1%
<b>All Previously Owned</b>	<b>3,889</b>	<b>2,297</b>	<b>- 40.9%</b>

	Q4 2019	Q4 2020	Change
New Construction	998	715	- 28.4%

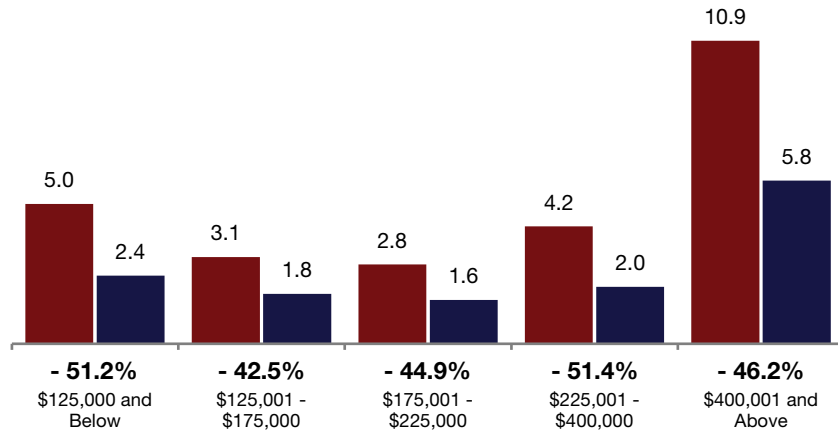
# Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, divided by the average monthly pending sales from the last 12 months. **Based on one month of activity.**



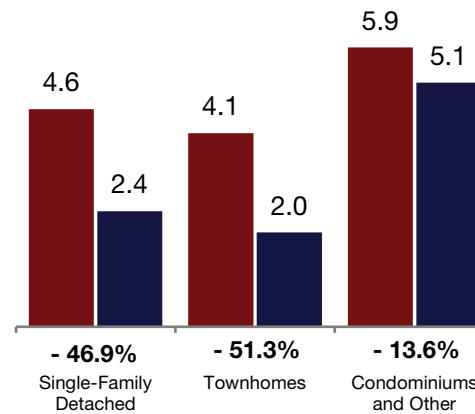
## By Price Range

■ Q4 2019 ■ Q4 2020



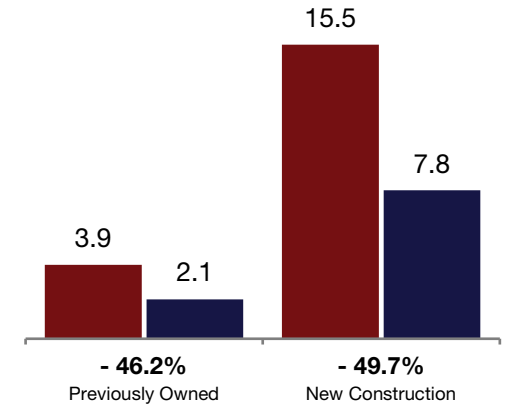
## By Property Type

■ Q4 2019 ■ Q4 2020



## By Construction Type

■ Q4 2019 ■ Q4 2020



### All Properties

#### By Price Range

	Q4 2019	Q4 2020	Change
\$125,000 and Below	5.0	2.4	- 51.2%
\$125,001 - \$175,000	3.1	1.8	- 42.5%
\$175,001 - \$225,000	2.8	1.6	- 44.9%
\$225,001 - \$400,000	4.2	2.0	- 51.4%
\$400,001 and Above	10.9	5.8	- 46.2%
<b>All Price Ranges</b>	<b>4.6</b>	<b>2.5</b>	<b>- 45.7%</b>

### Previously Owned

	Q4 2019	Q4 2020	Change
\$125,000 and Below	5.0	2.4	- 51.3%
\$125,001 - \$175,000	3.1	1.8	- 41.7%
\$175,001 - \$225,000	2.8	1.6	- 44.5%
\$225,001 - \$400,000	3.3	1.6	- 52.1%
\$400,001 and Above	7.9	4.4	- 44.7%
<b>All Price Ranges</b>	<b>3.9</b>	<b>2.1</b>	<b>- 46.2%</b>

### New Construction

	Q4 2019	Q4 2020	Change
\$125,000 and Below	0.8	1.0	+ 33.3%
\$125,001 - \$175,000	5.5	1.0	- 81.8%
\$175,001 - \$225,000	4.8	2.0	- 58.3%
\$225,001 - \$400,000	12.4	5.9	- 52.9%
\$400,001 and Above	22.4	10.9	- 51.2%
<b>All Price Ranges</b>	<b>15.5</b>	<b>7.8</b>	<b>- 49.7%</b>

#### By Property Type

	Q4 2019	Q4 2020	Change
Single-Family Detached	4.6	2.4	- 46.9%
Townhomes	4.1	2.0	- 51.3%
Condominiums and Other	5.9	5.1	- 13.6%
<b>All Property Types</b>	<b>4.6</b>	<b>2.5</b>	<b>- 45.7%</b>

	Q4 2019	Q4 2020	Change
Single-Family Detached	3.9	2.0	- 47.9%
Townhomes	2.6	1.0	- 61.2%
Condominiums and Other	4.3	4.4	+ 0.9%
<b>All Property Types</b>	<b>3.9</b>	<b>2.1</b>	<b>- 46.2%</b>