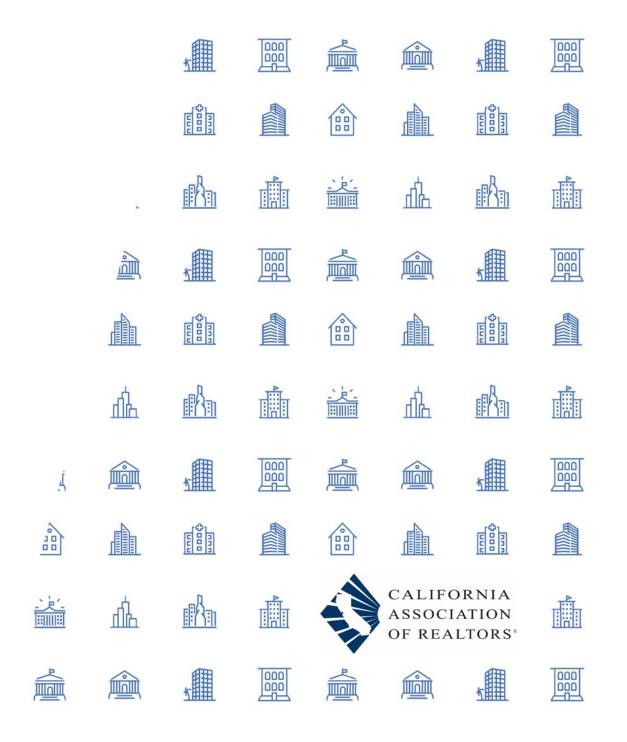
# California Weekly MLS/Market Update

Presented by:

The Research & Economic Team at the California Association of REALTORS®

research@car.org

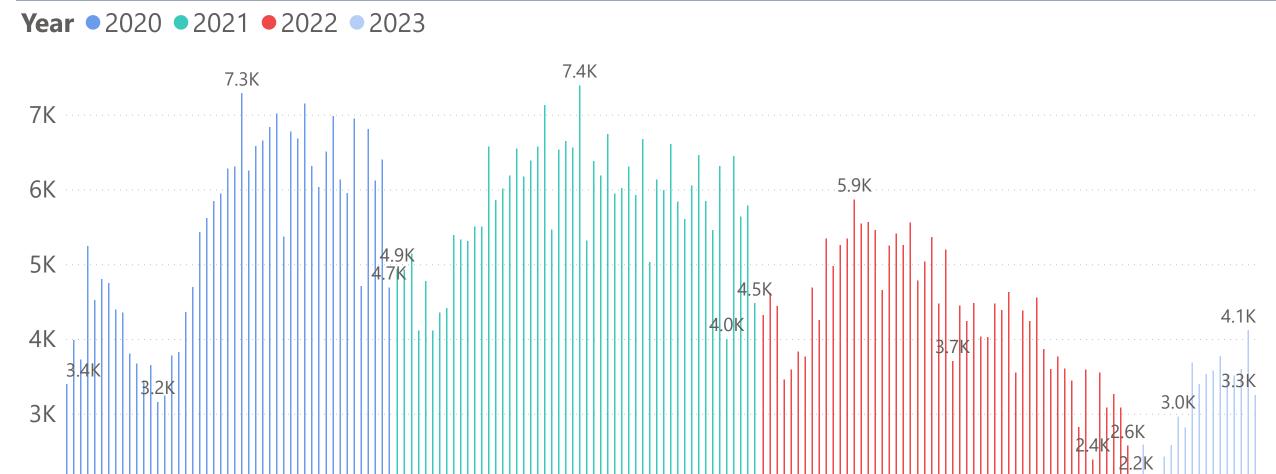


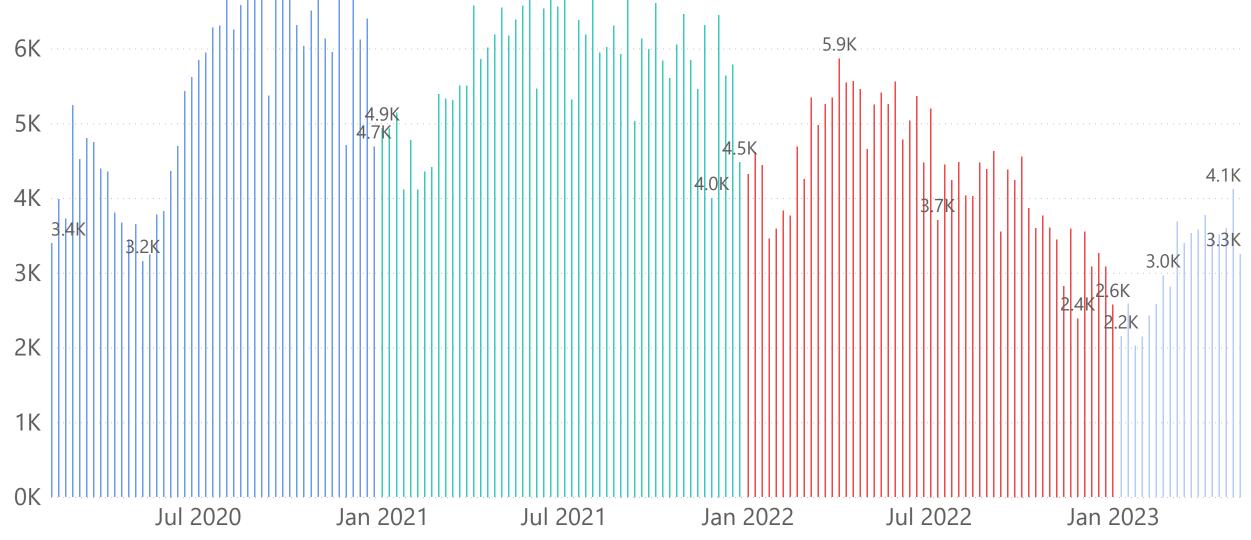
### Weekly Housing Market Overview



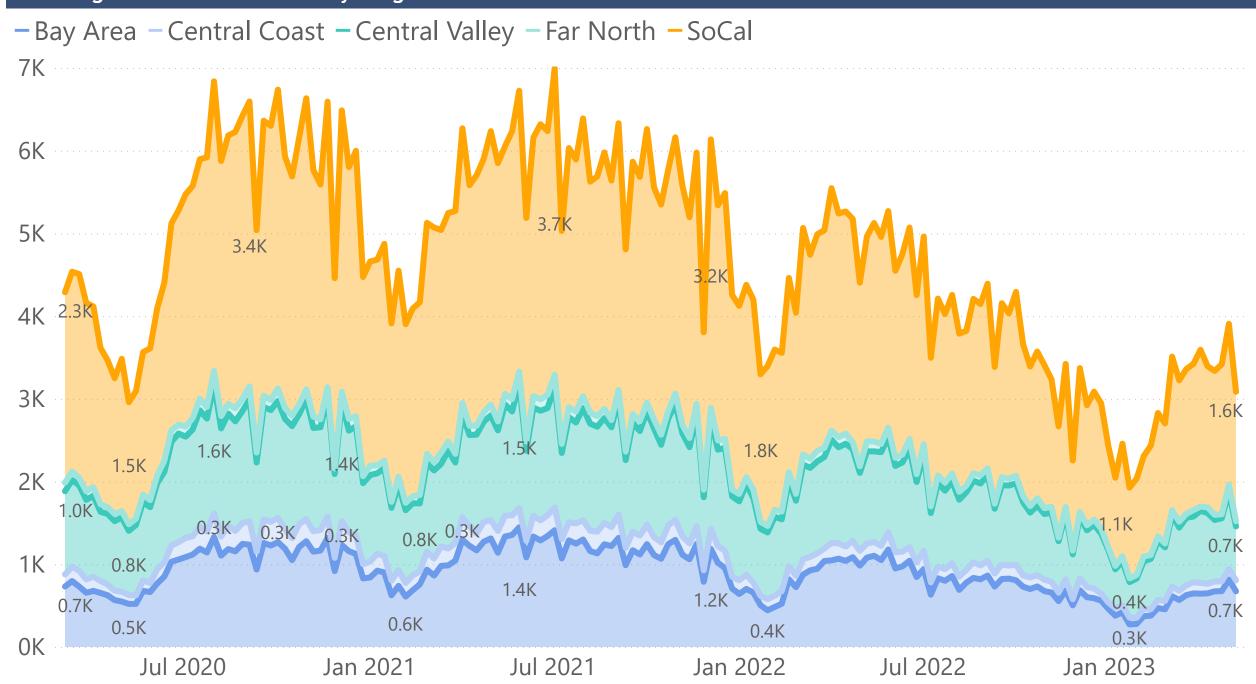
# Existing SFR Closed Sales

#### Existing SFR Closed Sales Weekly





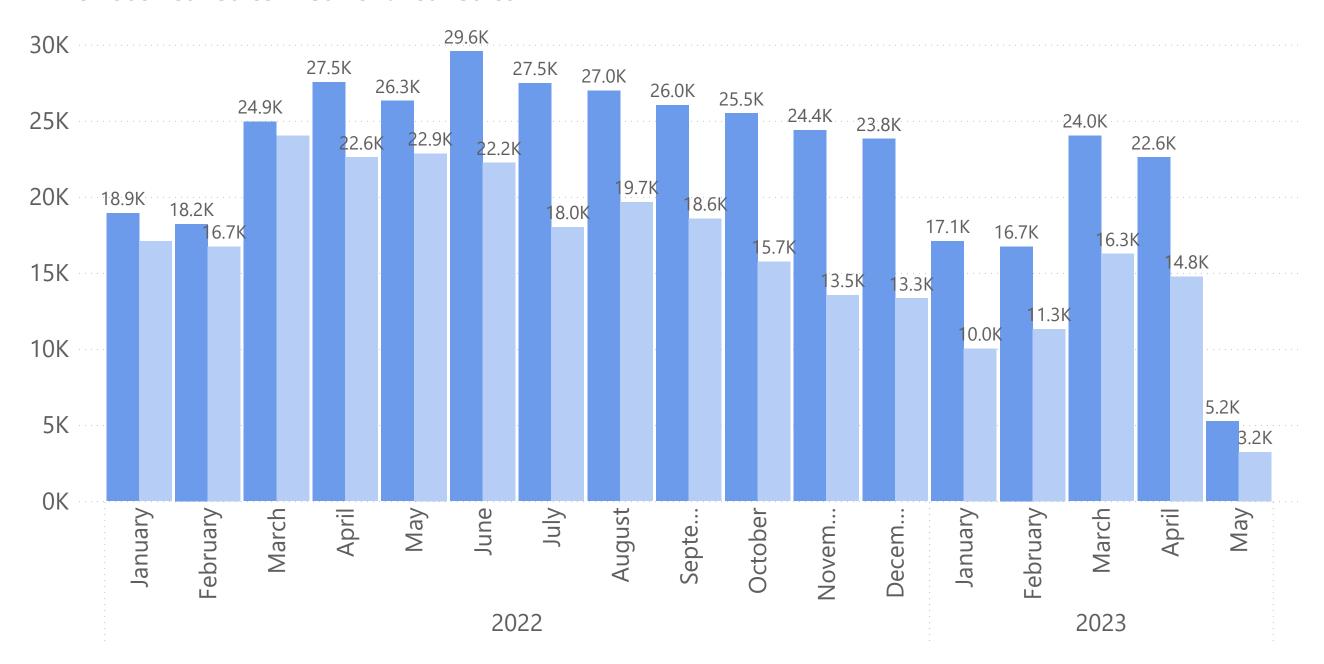
#### Existing SFR Closed Sales by Region



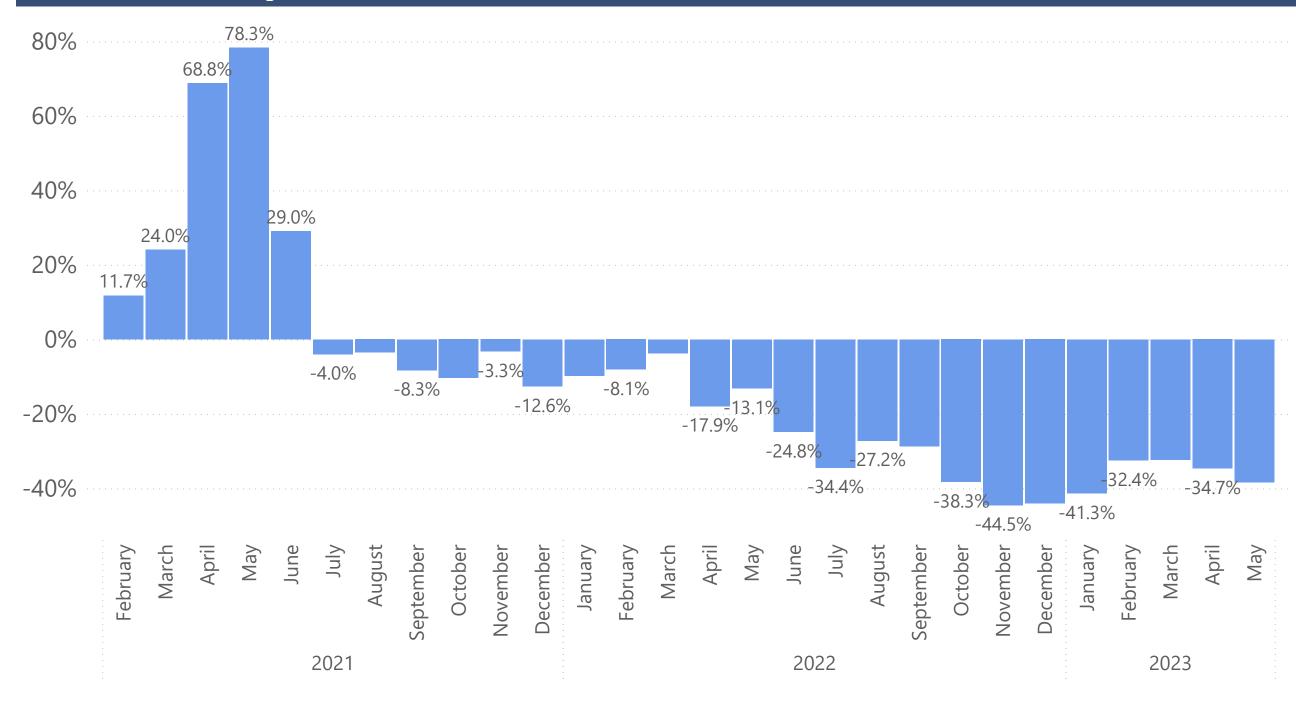
#### Existing SFR Closed Sales by Price Segment ● < \$200K ● \$200-\$399K ● \$400-\$599K ● \$600-\$799K ● \$800-\$999K ● \$1-\$1.99M ● \$2-\$2.99M ● \$3-\$4.99M ● \$5M + 8K 6K 4K 1.8K 2K 0.8K 1.3K 1.7K 0.7K 1.4K 1.1K 0.9K 0.5K 0.8K 0.7K 0.3K 0K Jul 2020 Jul 2021 Jul 2022 Jan 2023 Jan 2021 Jan 2022

#### Existing SFR Closed Sales This Year vs. Last Year (Month-to-Date for Current Month)

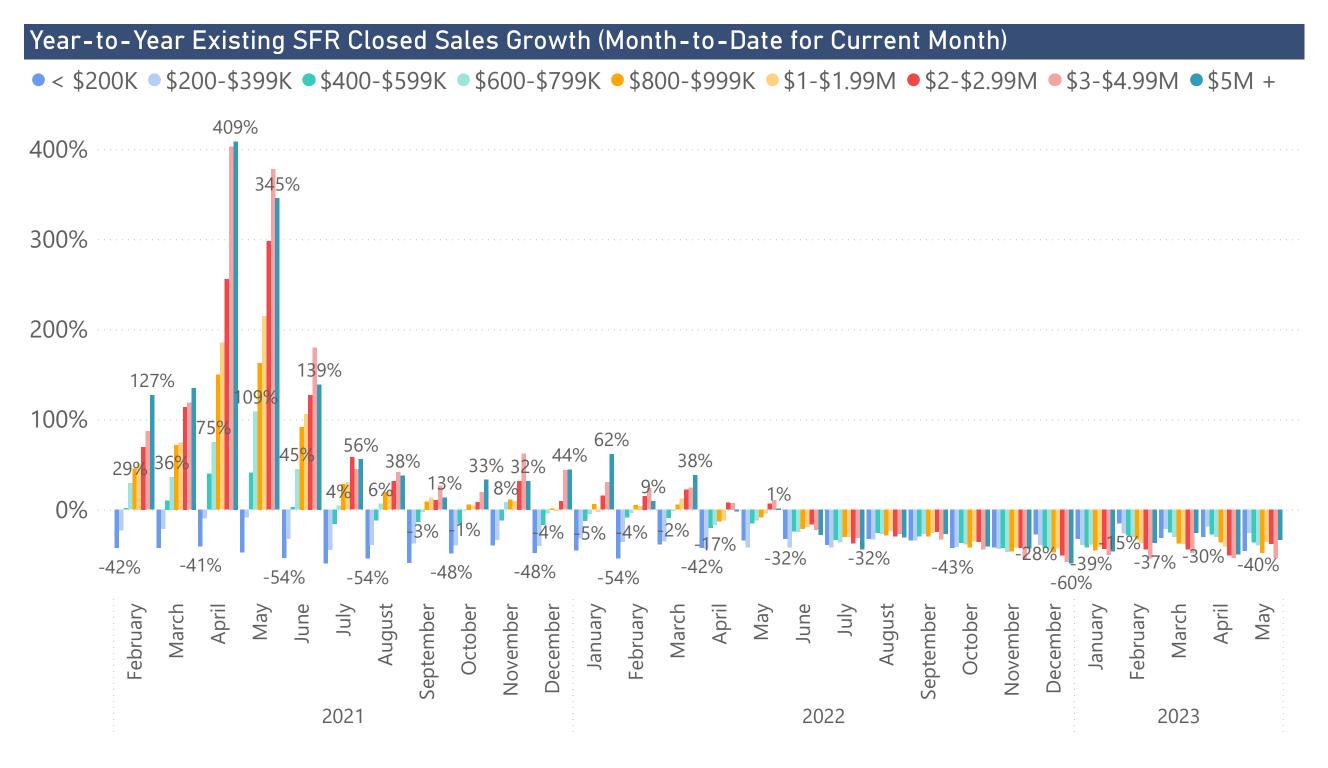
Previous Year SalesCurrent Year Sales



#### Year-to-Year Existing SFR Closed Sales Growth (Month-to-Date for Current Month)

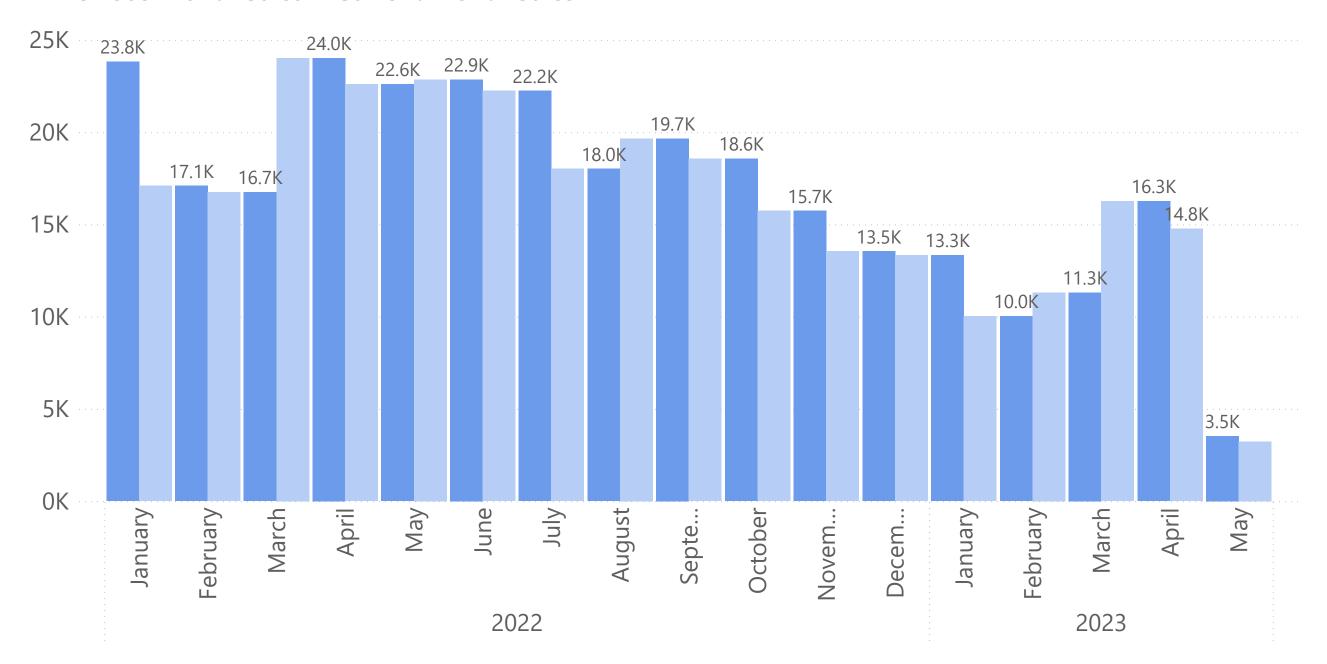


#### Year-to-Year Existing SFR Closed Sales Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal 110% 106% 100% 84% 50% 40% -50% -46% -46% November February March April May June March April October March August October January February July December February April September November September December 2021 2022 2023

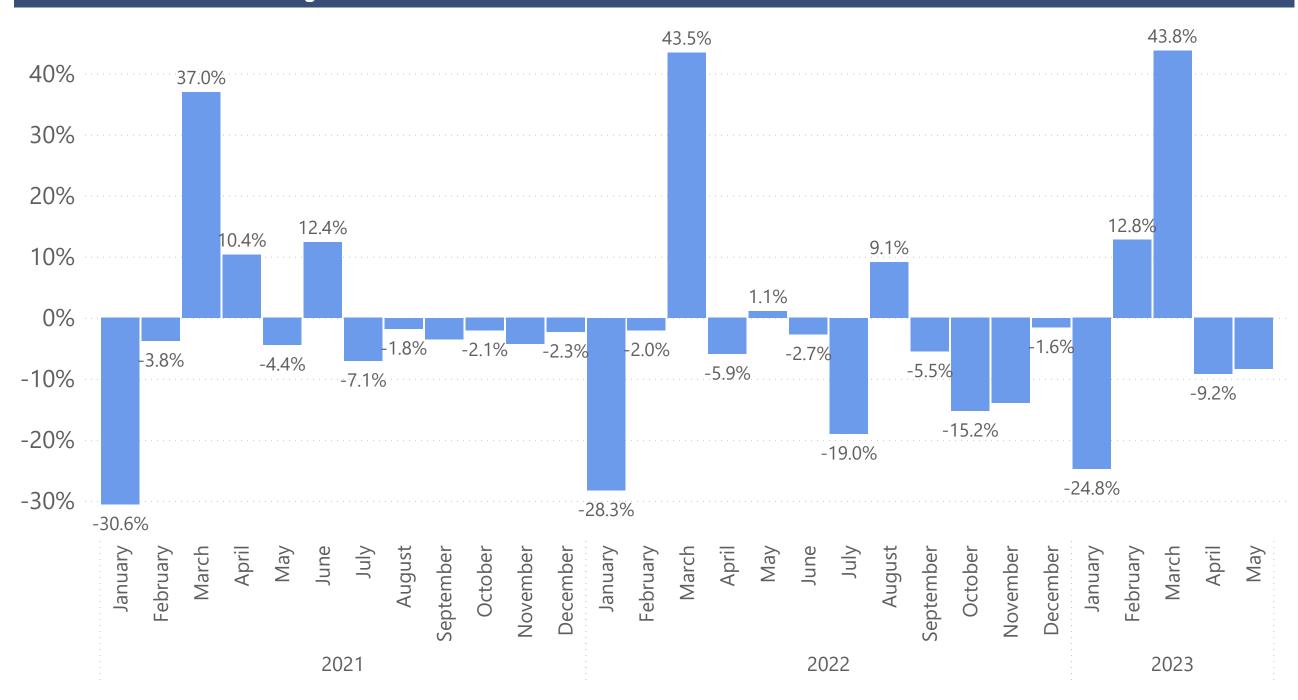


#### Existing SFR Closed Sales This Month vs. Previous Month (Month-to-Date for Current Month)

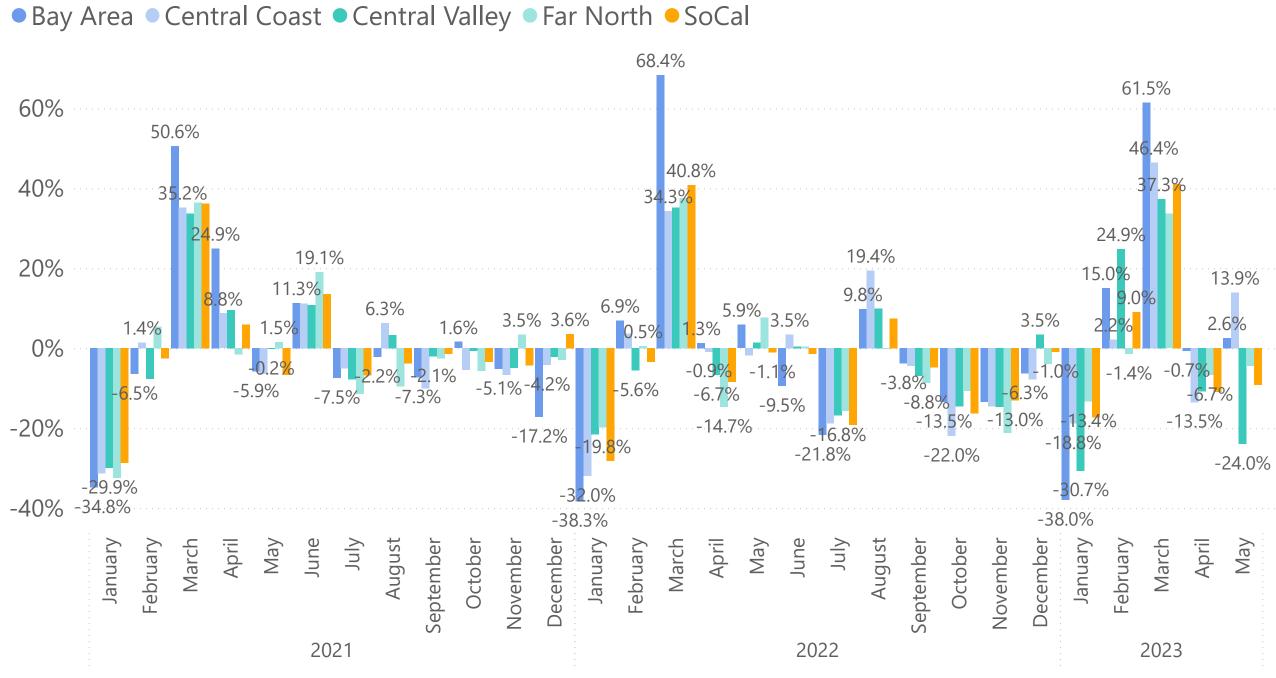
Previous Month SalesCurrent Month Sales



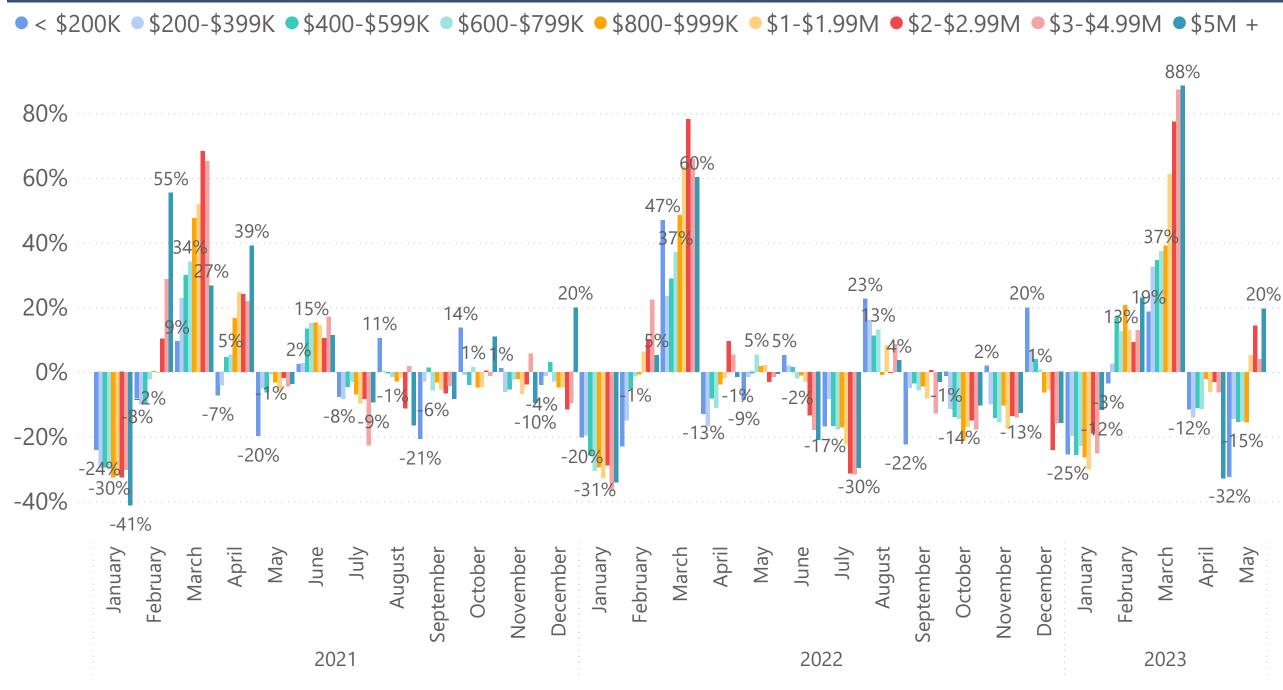
#### Month-to-Month Existing SFR Closed Sales Growth (Month-to-Date for Current Month)



## Month-to-Month Existing SFR Closed Sales Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal

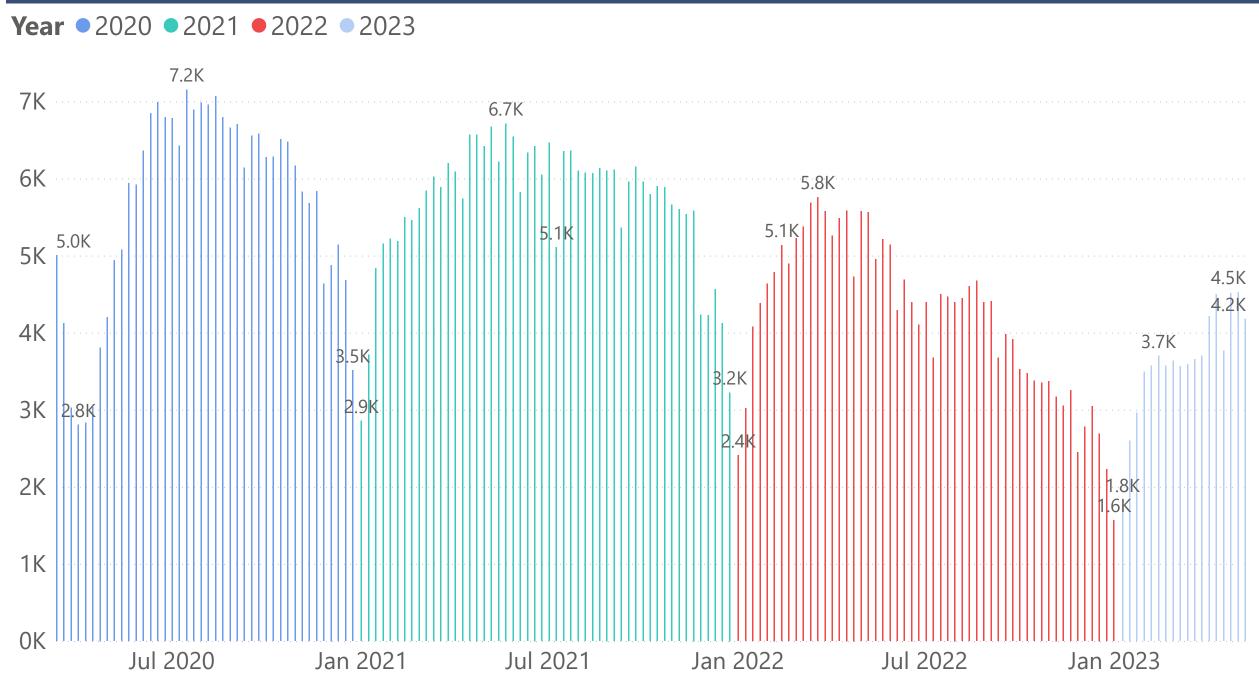


#### Month-to-Month Existing SFR Closed Sales Growth (Month-to-Date for Current Month)

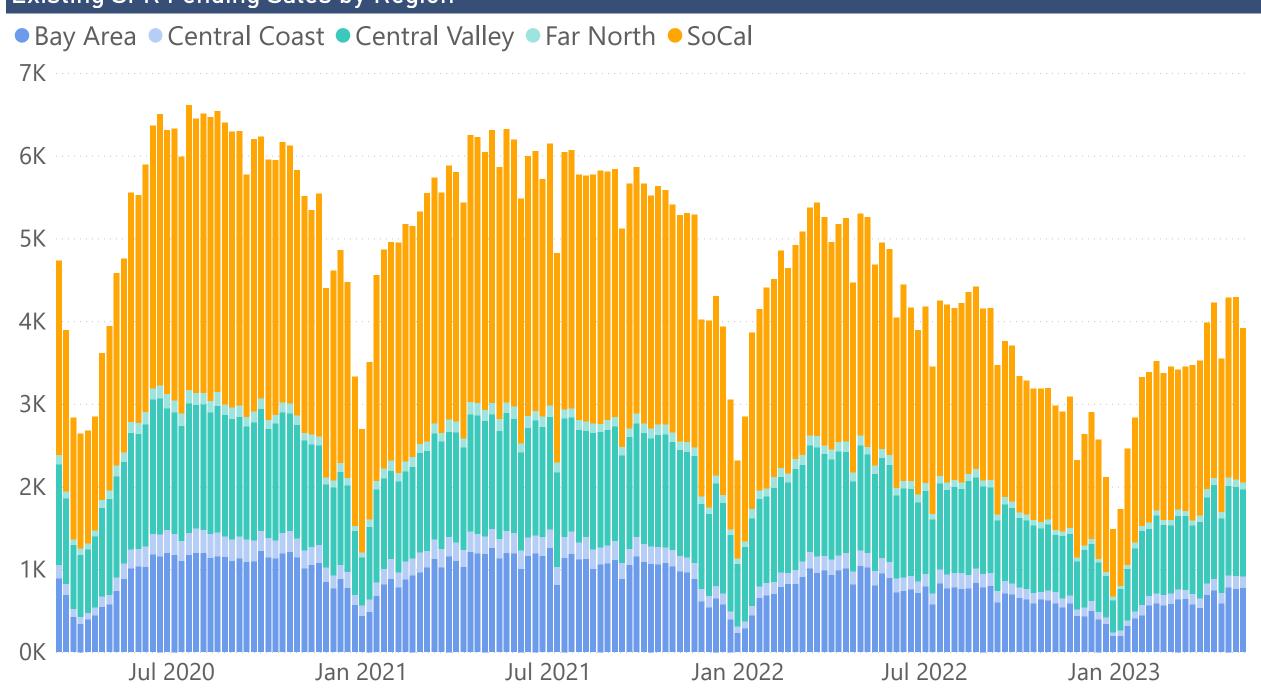


# Existing SFR Pending Sales

#### Existing SFR Pending Sales

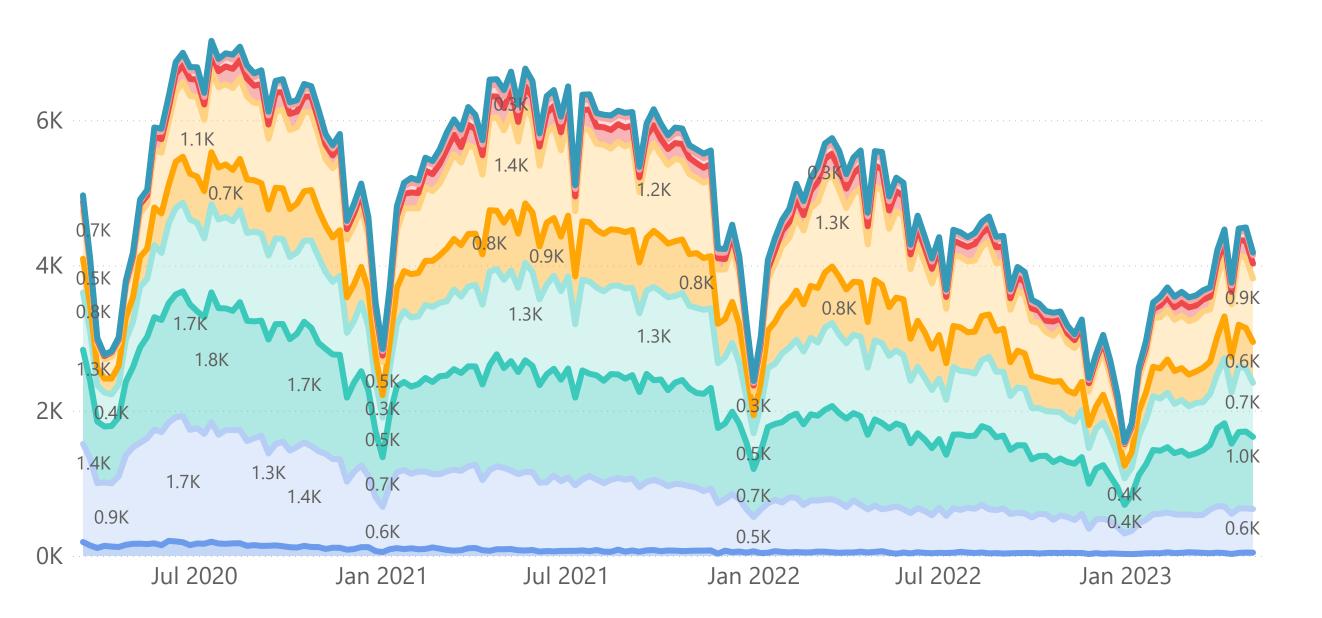


#### Existing SFR Pending Sales by Region



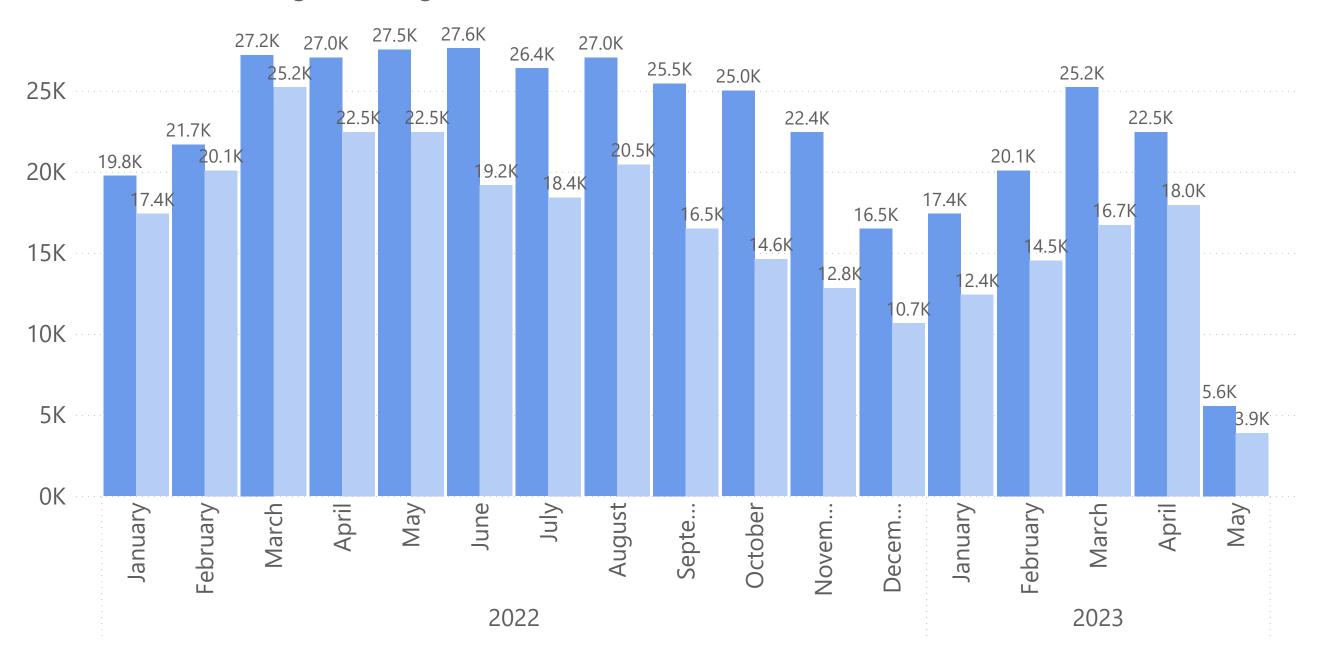




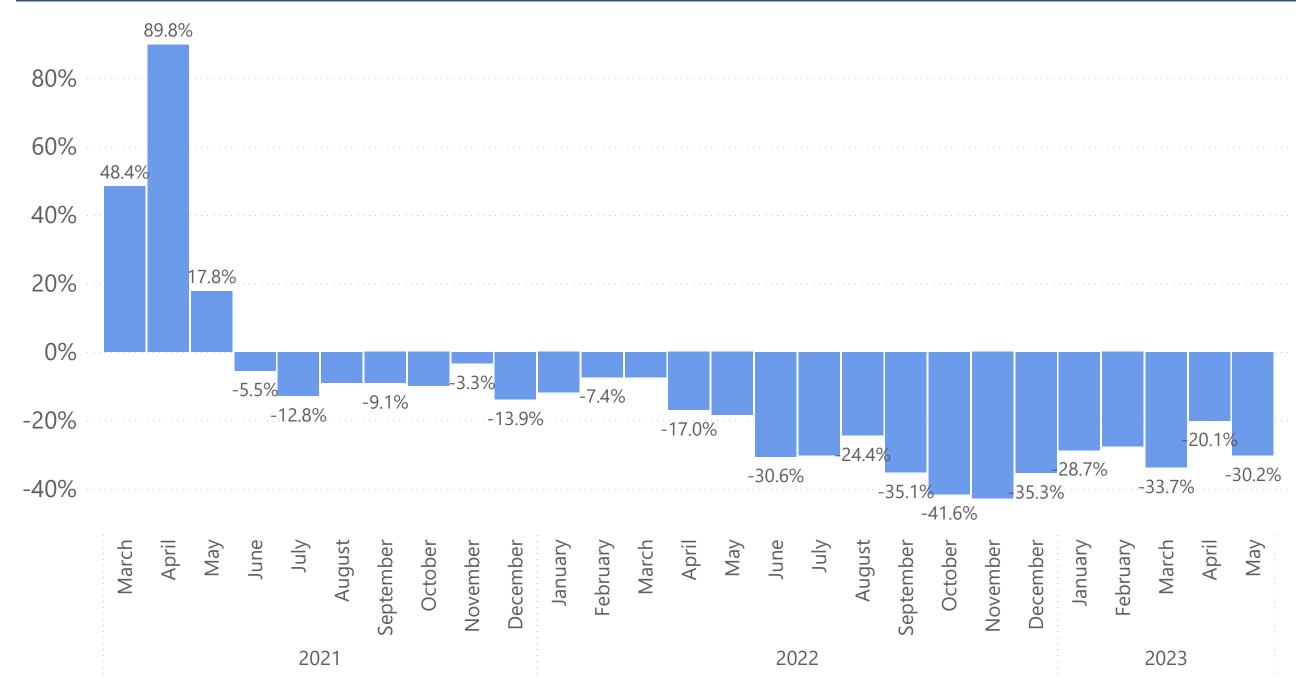


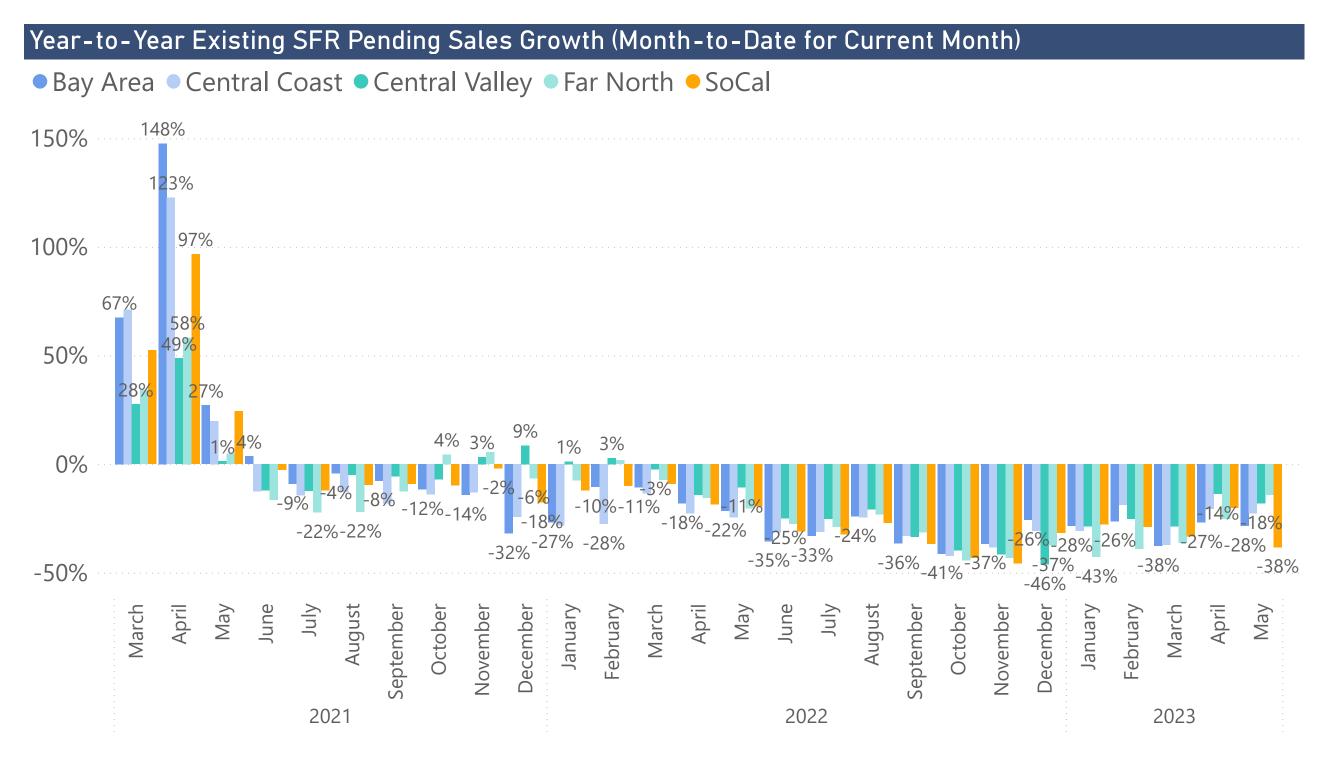
#### Existing SFR Pending Sales This Year vs. Last Year (Month-to-Date for Current Month)

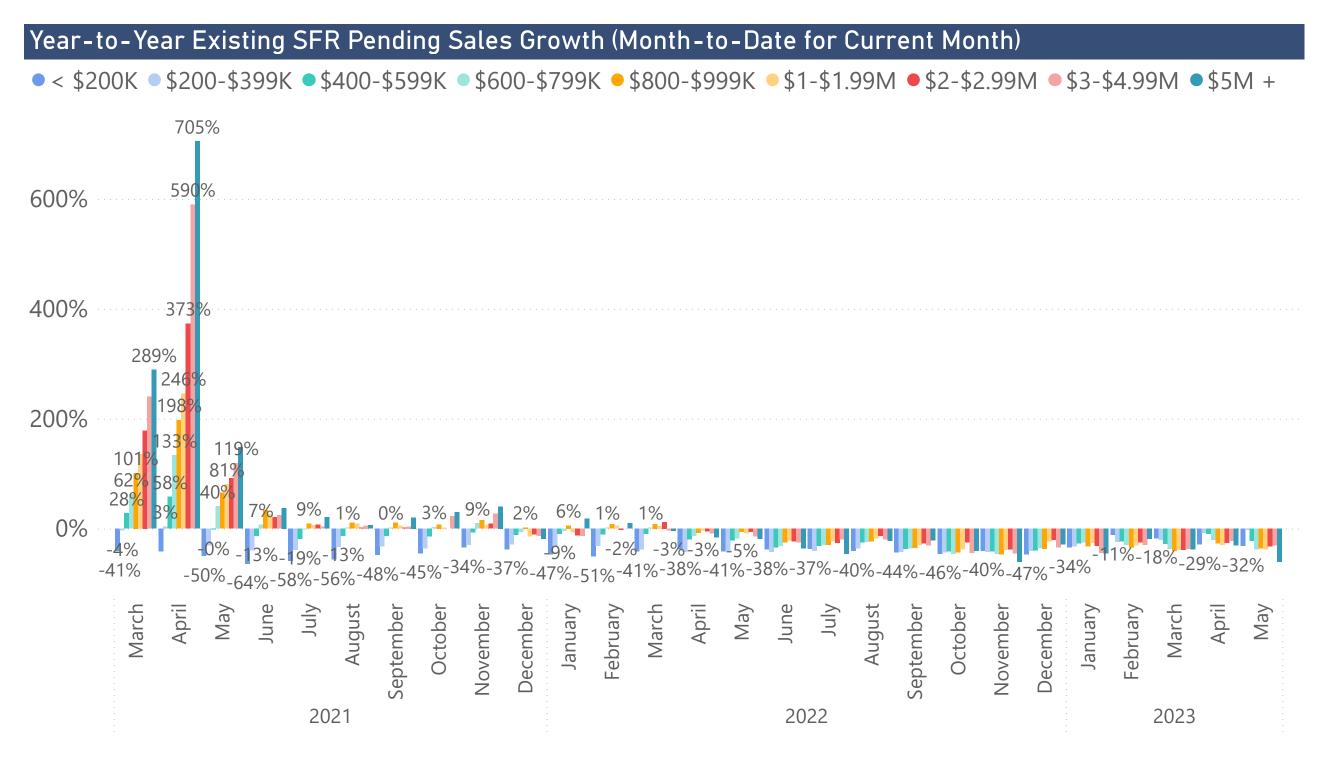
Previous Year PendingPending MTD



#### Year-to-Year Existing SFR Pending Sales Growth (Month-to-Date for Current Month)

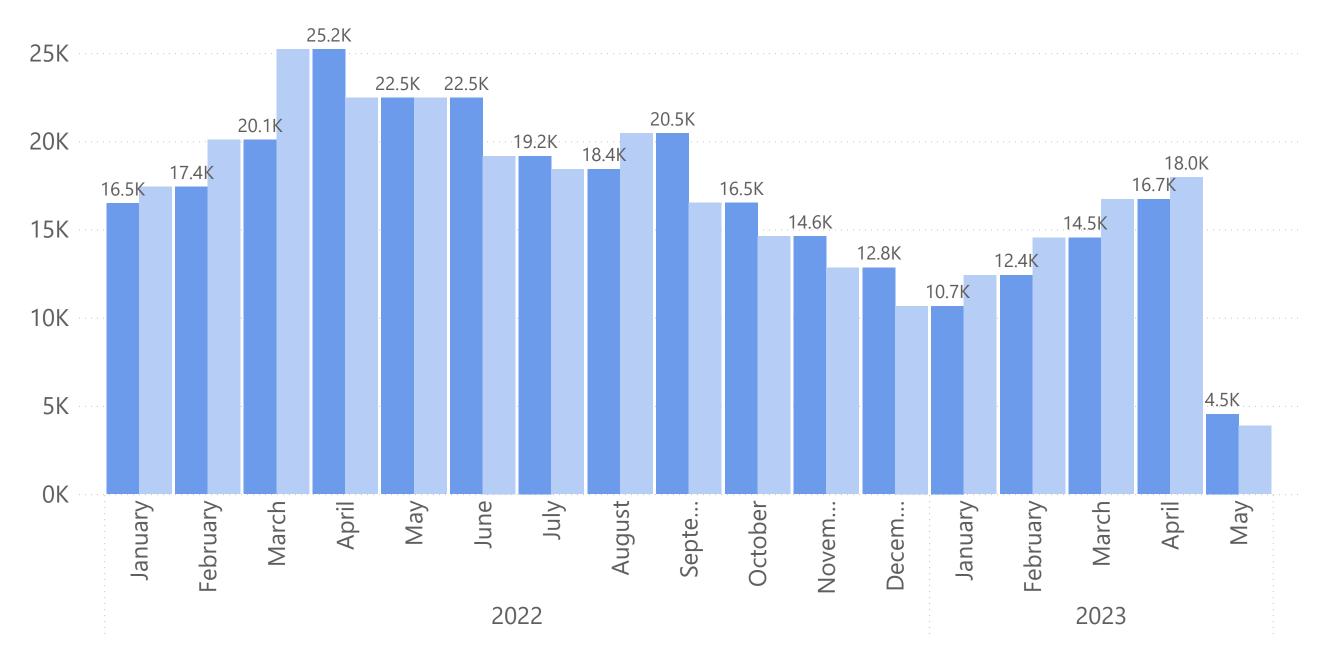




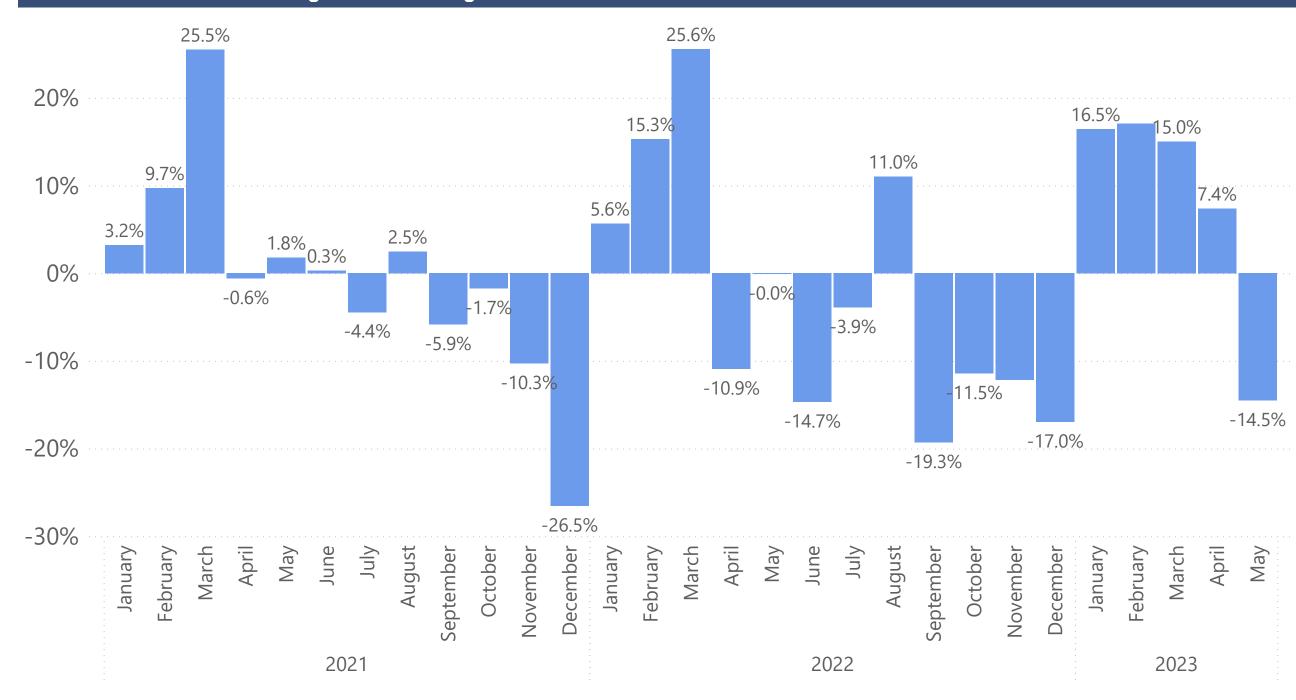


#### Existing SFR Pending Sales This Month vs. Previous Month (Month-to-Date for Current Month)

Previous Month PendingPending MTD

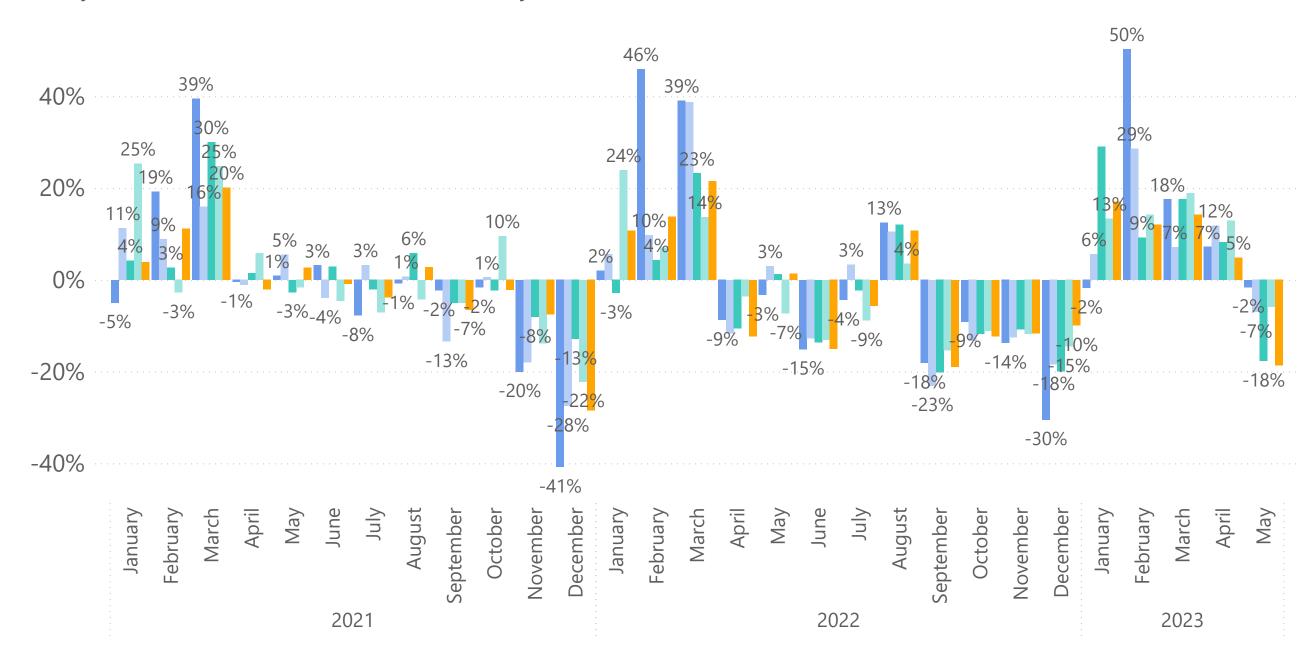


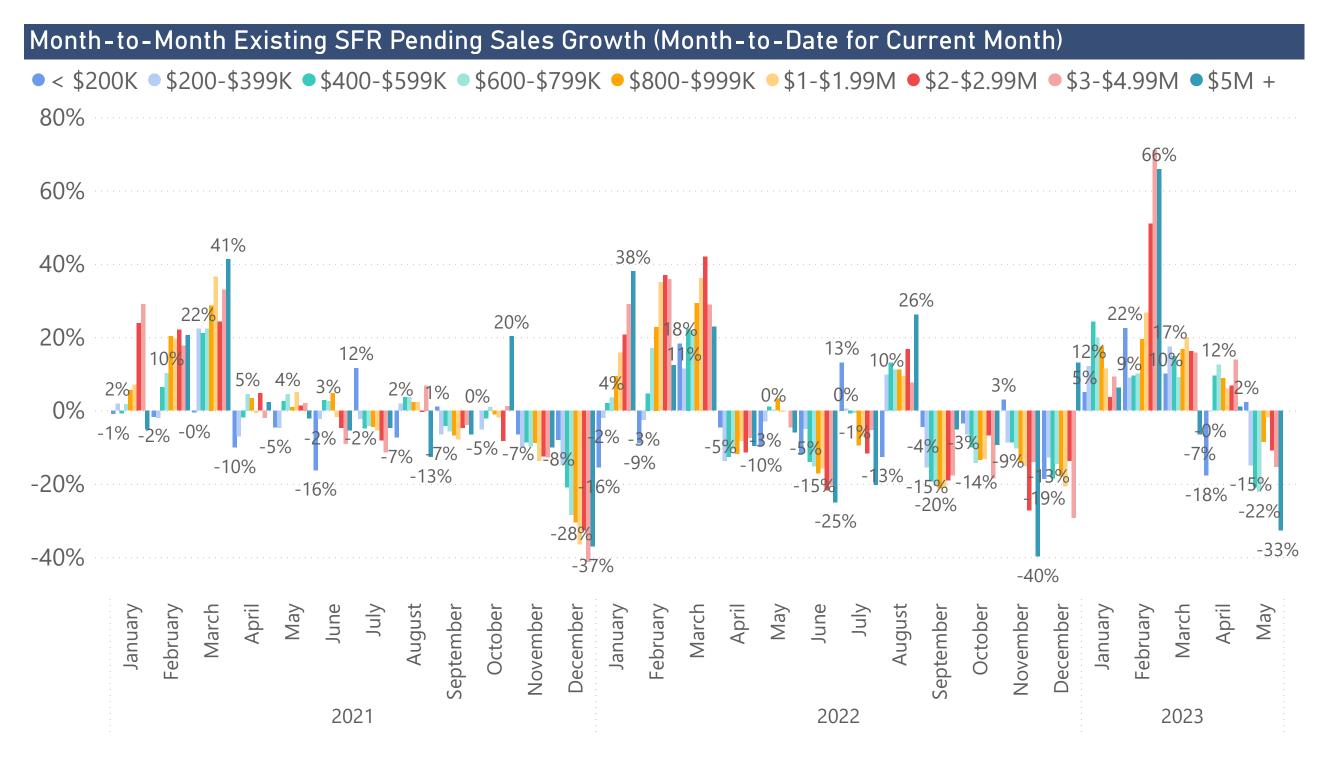
#### Month-to-Month Existing SFR Pending Sales Growth (Month-to-Date for Current Month)



#### Month-to-Month Existing SFR Pending Sales Growth (Month-to-Date for Current Month)

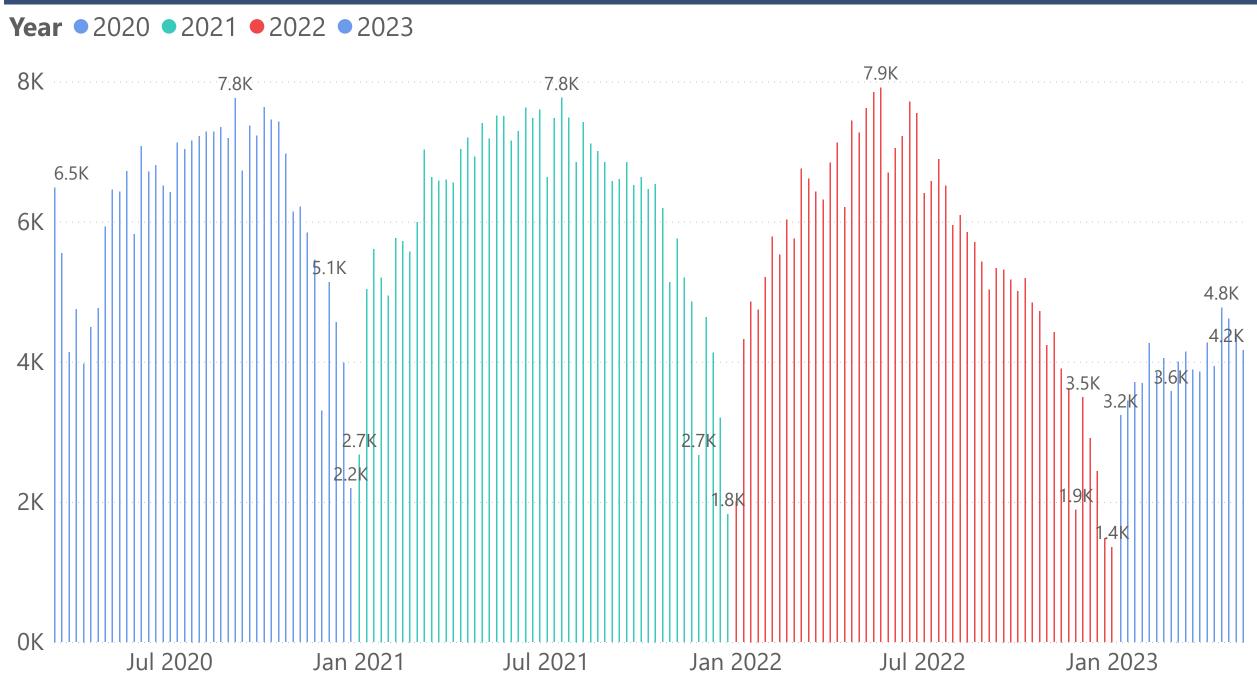
Bay AreaCentral CoastCentral ValleyFar NorthSoCal





### New Listings Added to MLS

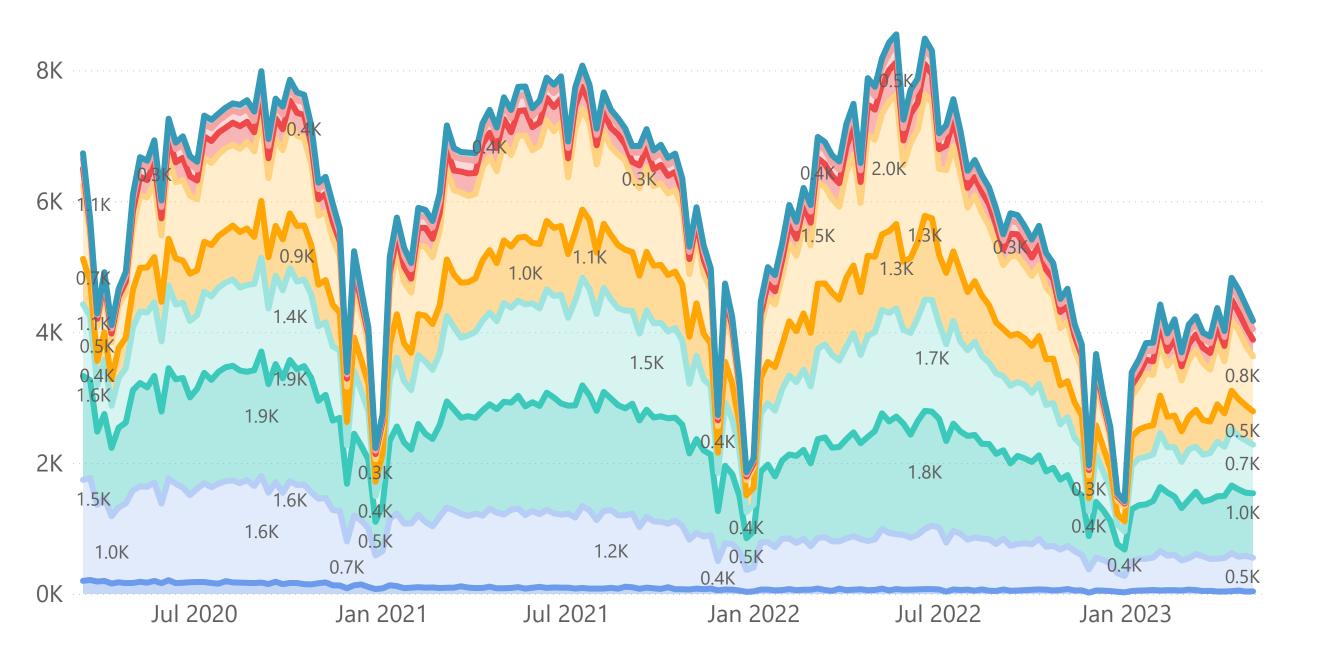
#### New Existing SFR Listings Added to MLSs



## New Existing SFR Listings by Region Bay AreaCentral CoastCentral ValleyFar NorthSoCal 6K 4K 2K Jul 2020 Jan 2021 Jul 2021 Jan 2022 Jul 2022 Jan 2023

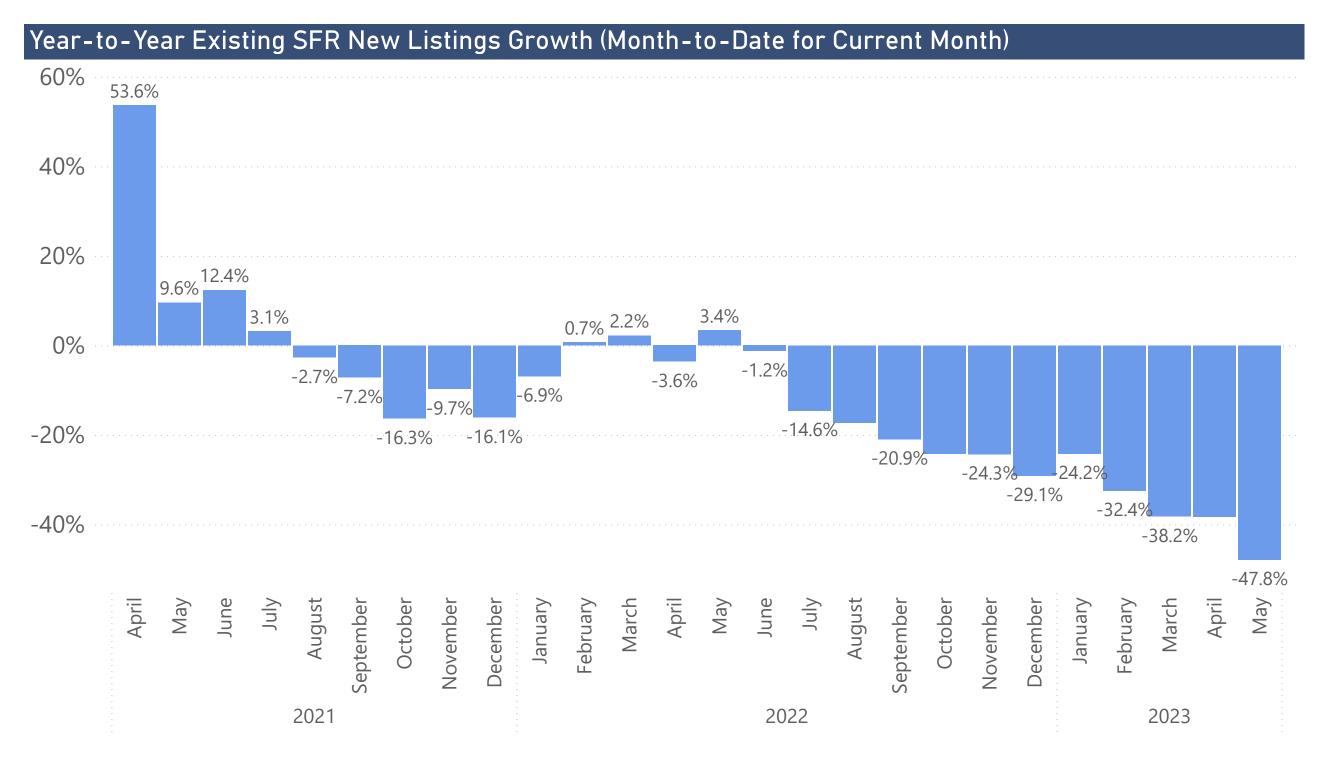
#### New Existing SFR Listings by Price Segment

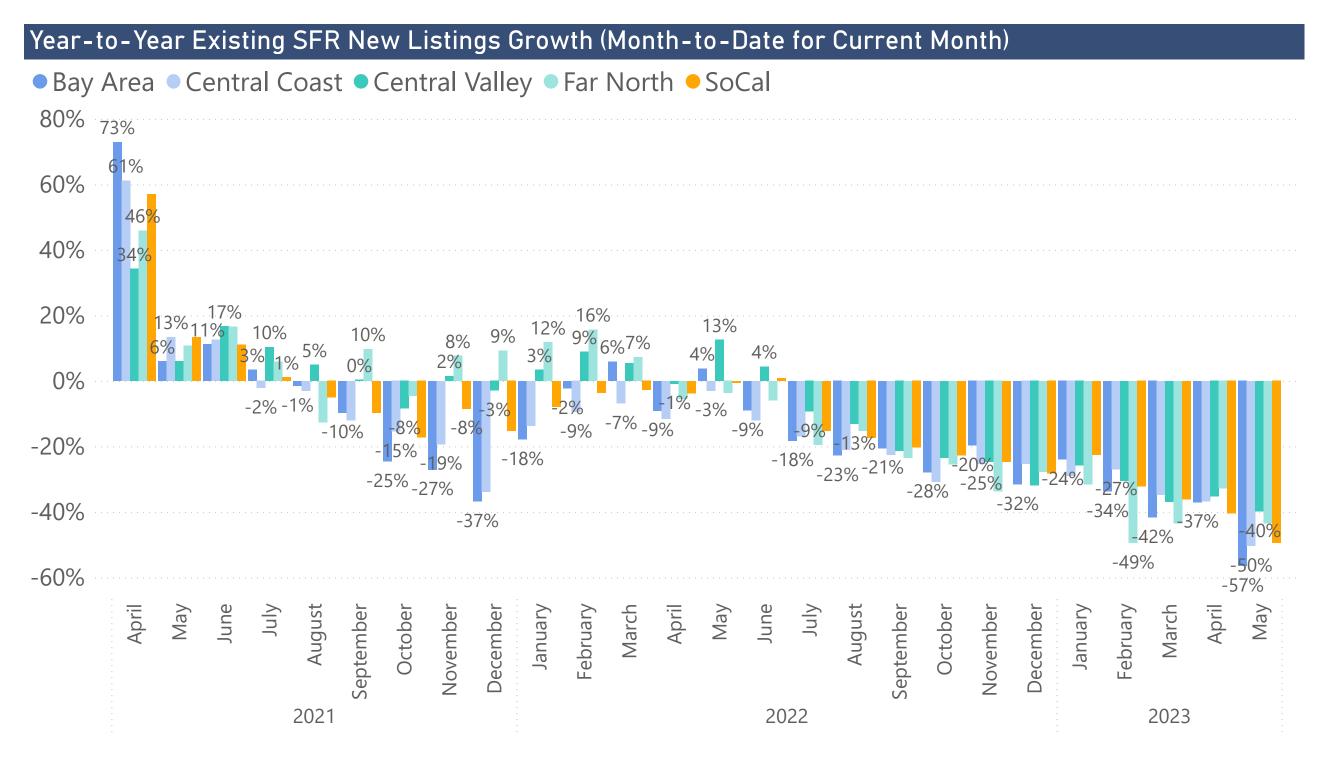


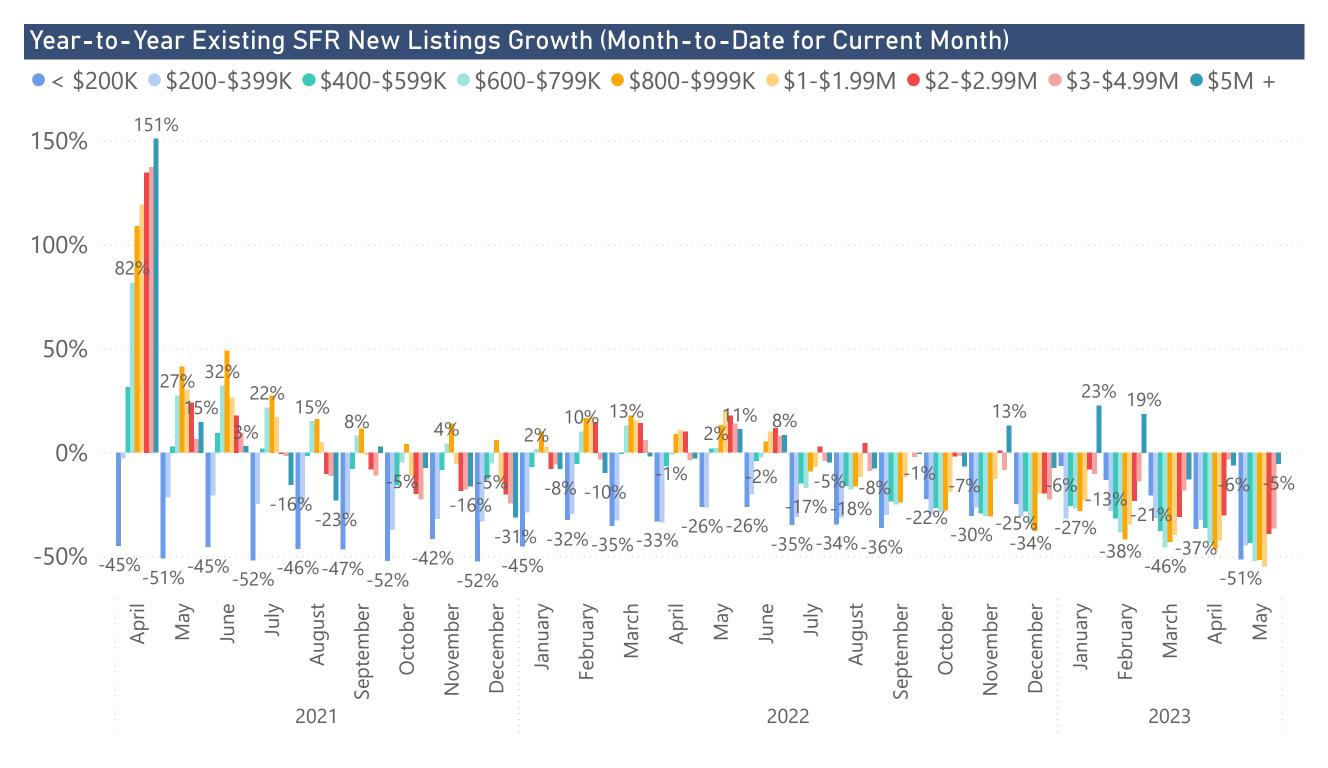


#### Existing SFR New Listings This Year vs. Last Year (Month-to-Date for Current Month)



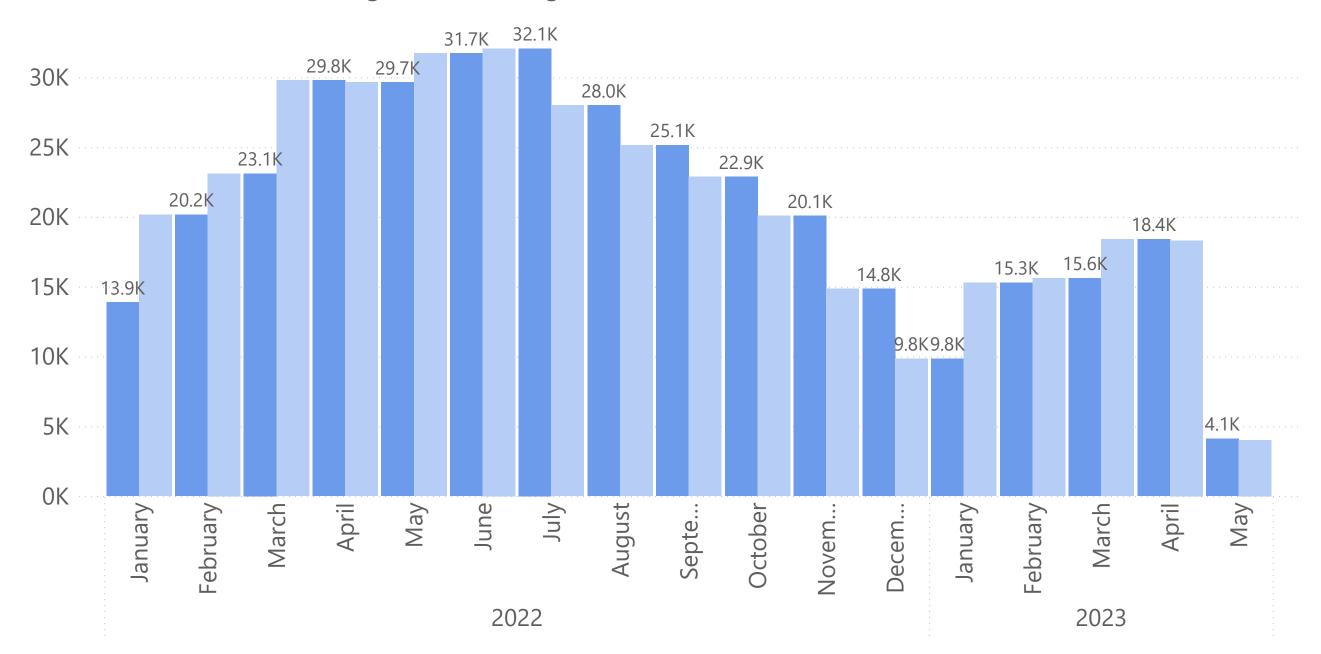


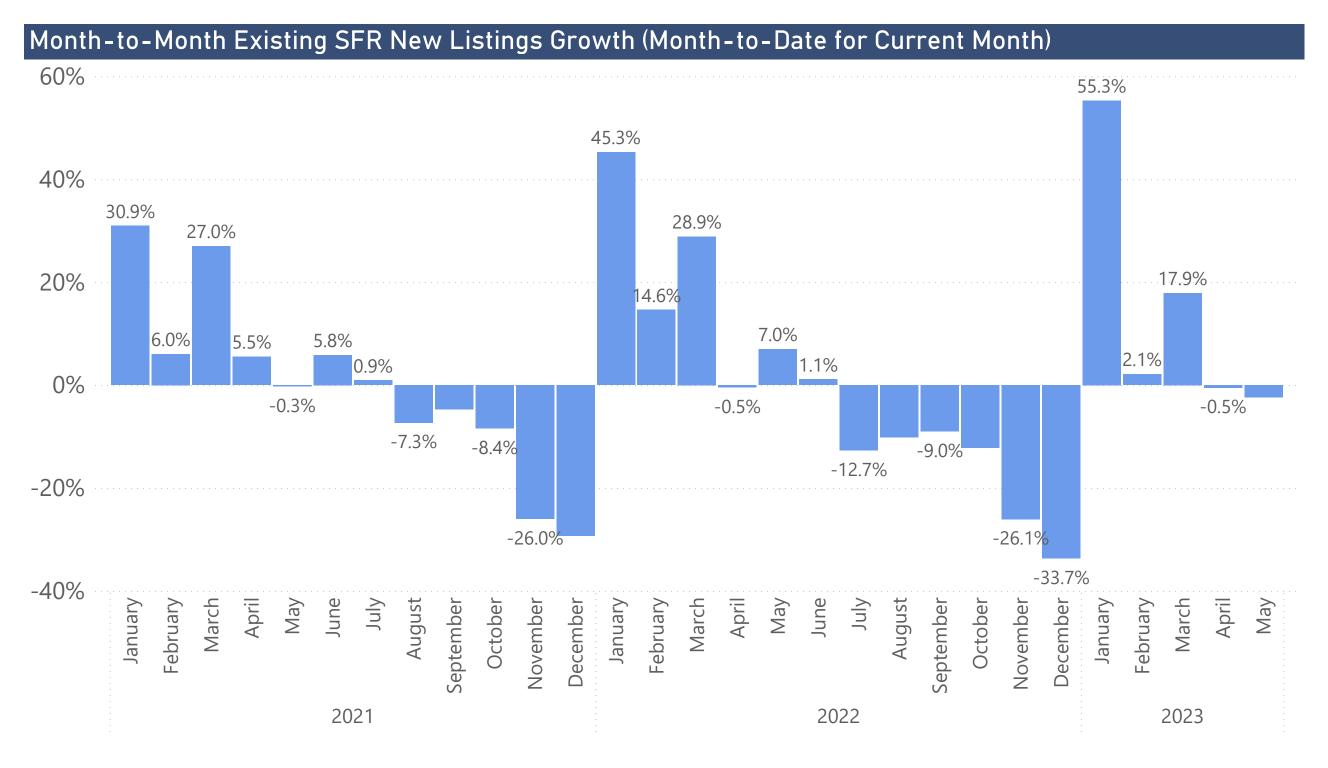


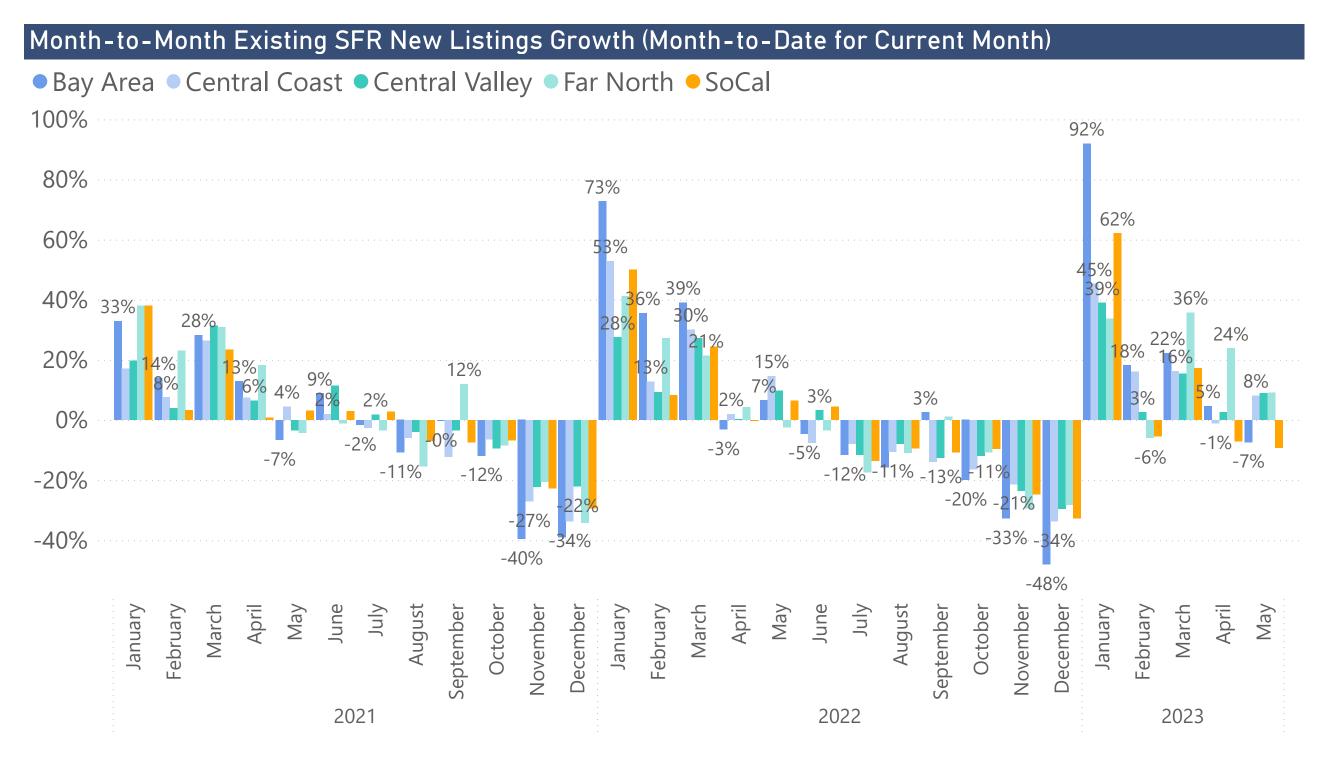


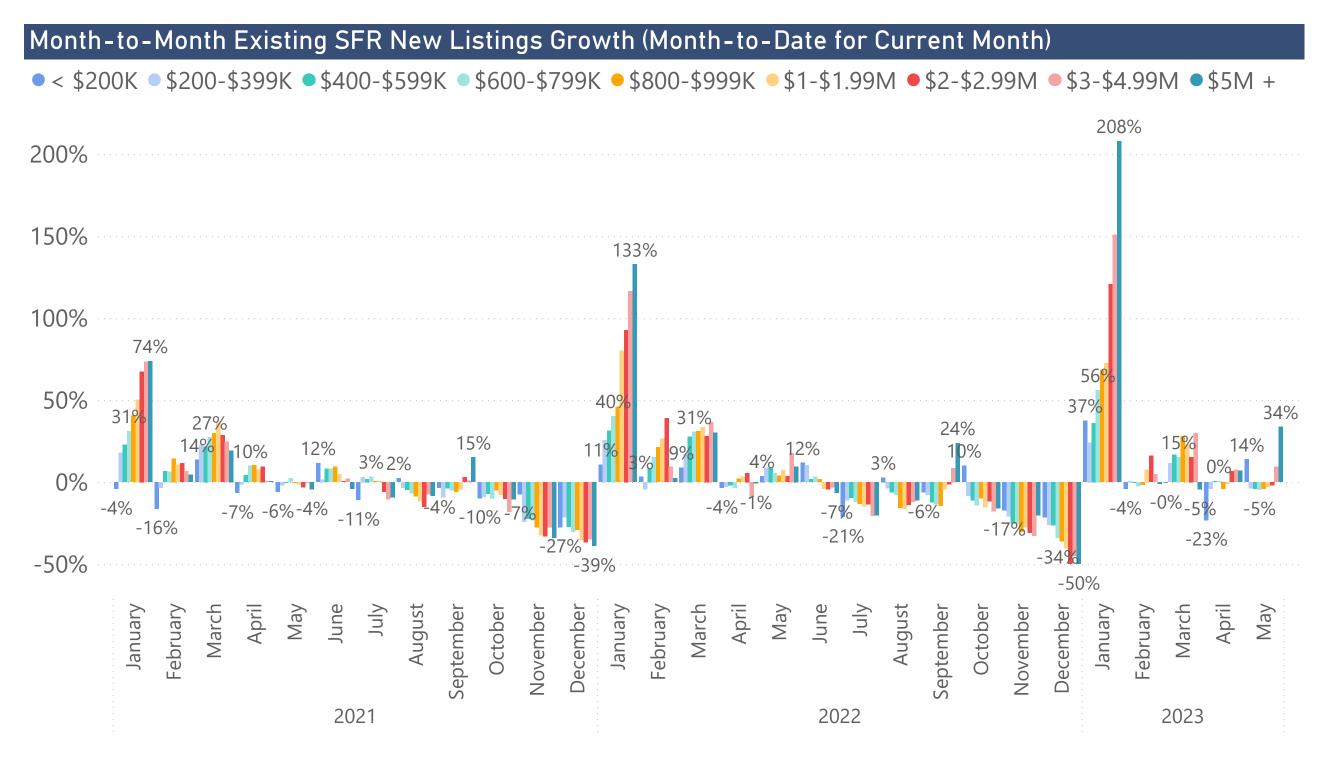
#### Existing SFR New Listings This Month vs. Previous Month (Month-to-Date for Current Month)

Previous Month New ListingsNew ListingsMTD



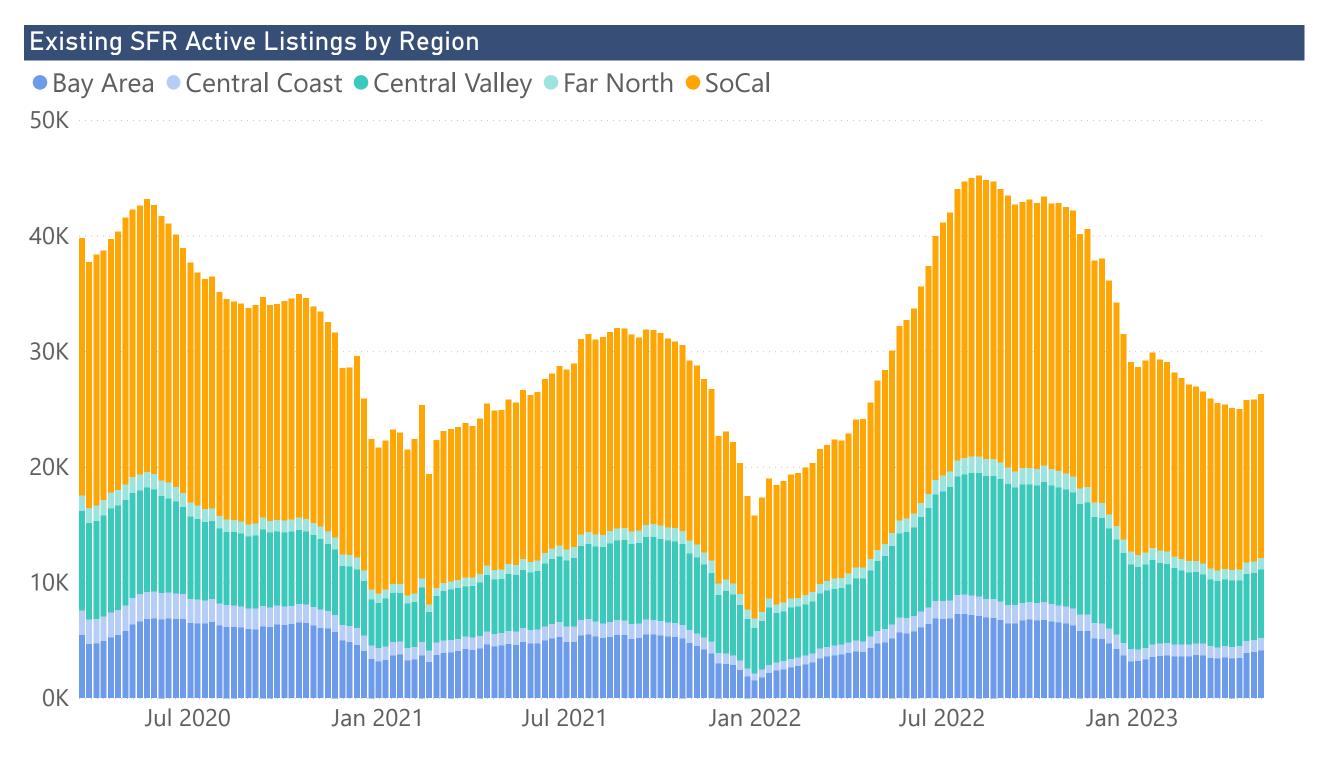


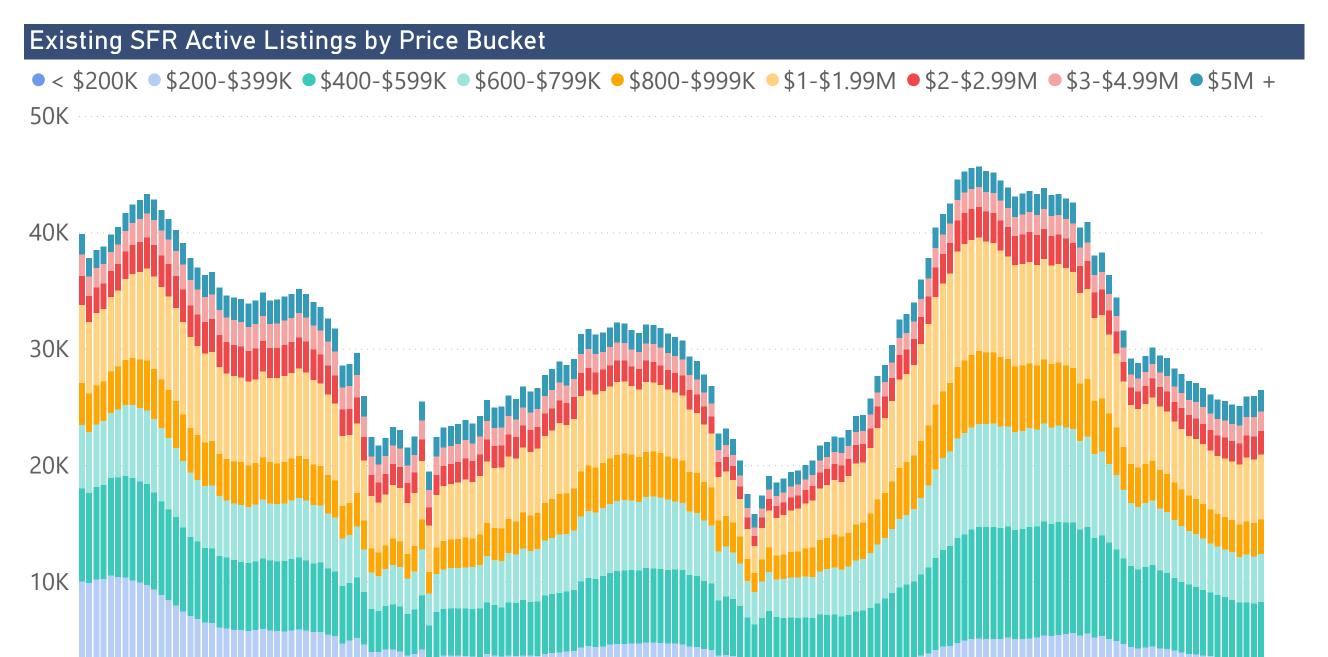




# Total Active Inventory

## Existing SFR Active Listings **Year** • 2020 • 2021 • 2022 • 2023 50K 47K 40K 34K 29K 29K 30K 20K 10K Jan 2021 Jul 2021 Jan 2022 Jul 2022 Jan 2023 Jul 2020





Jul 2021

Jul 2020

Jan 2021

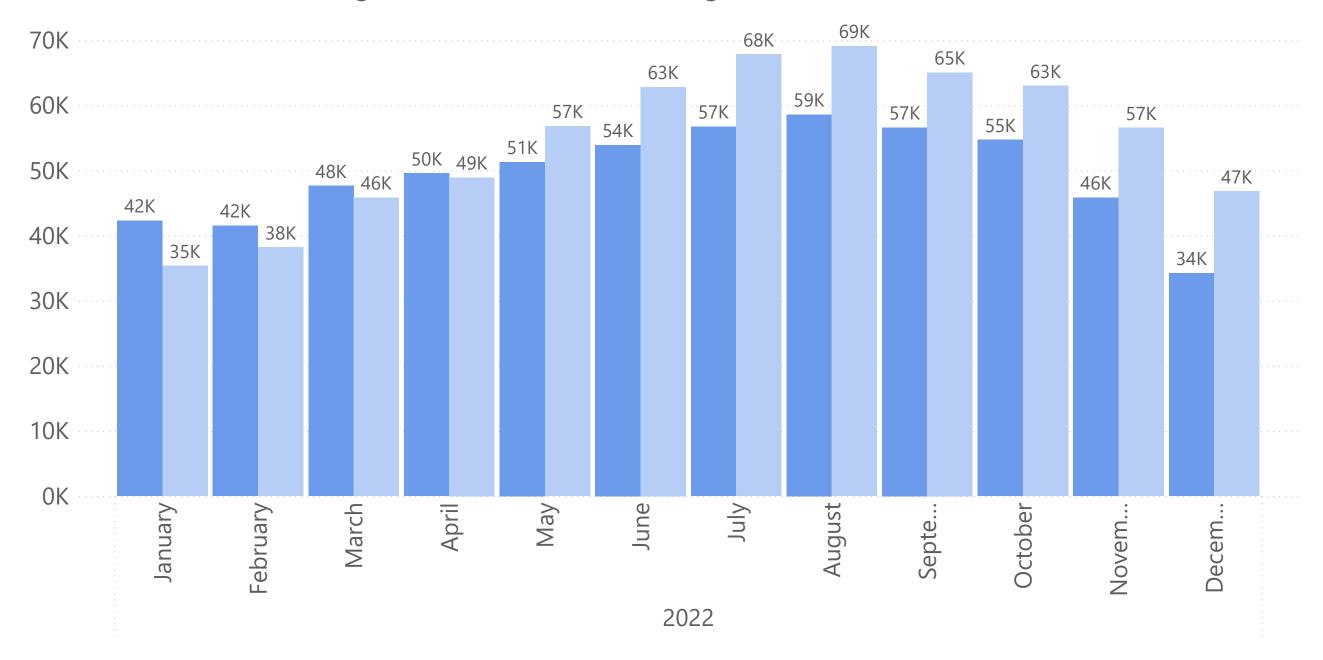
Jan 2022

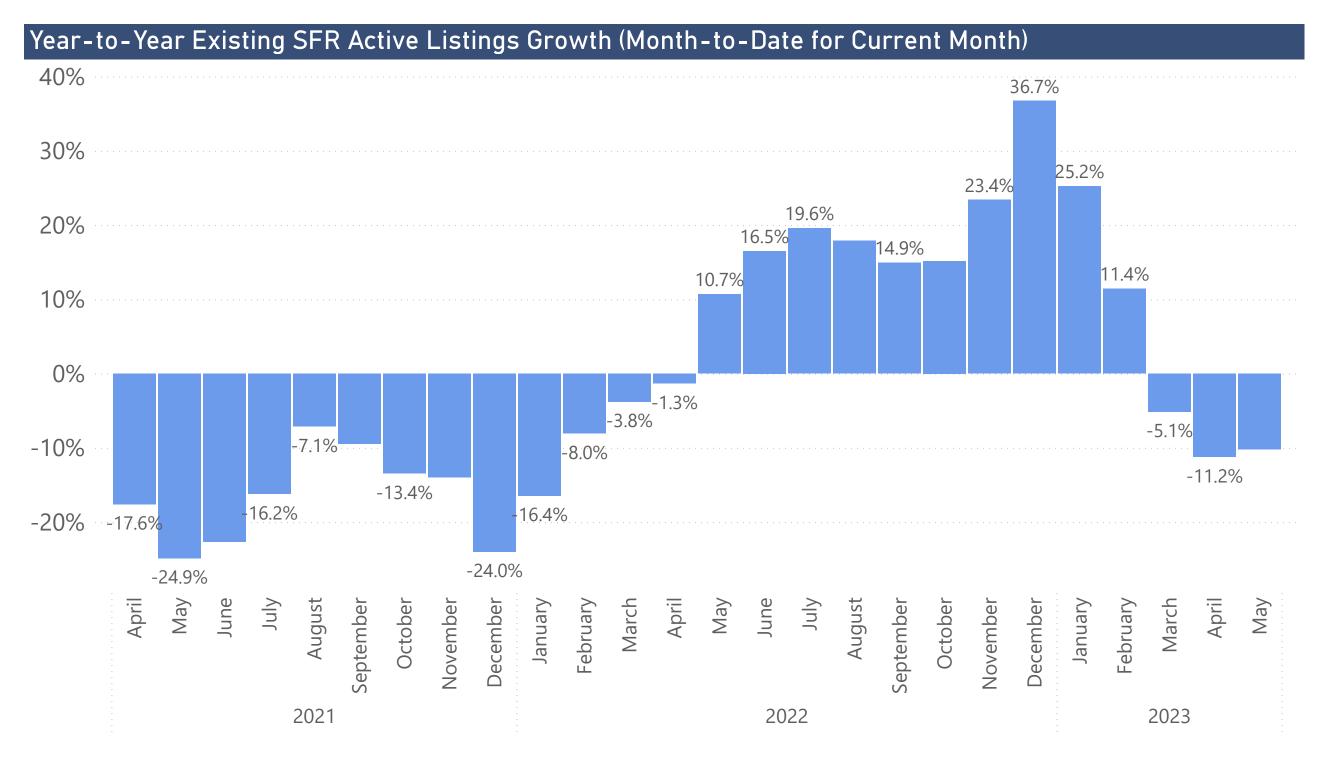
Jul 2022

Jan 2023

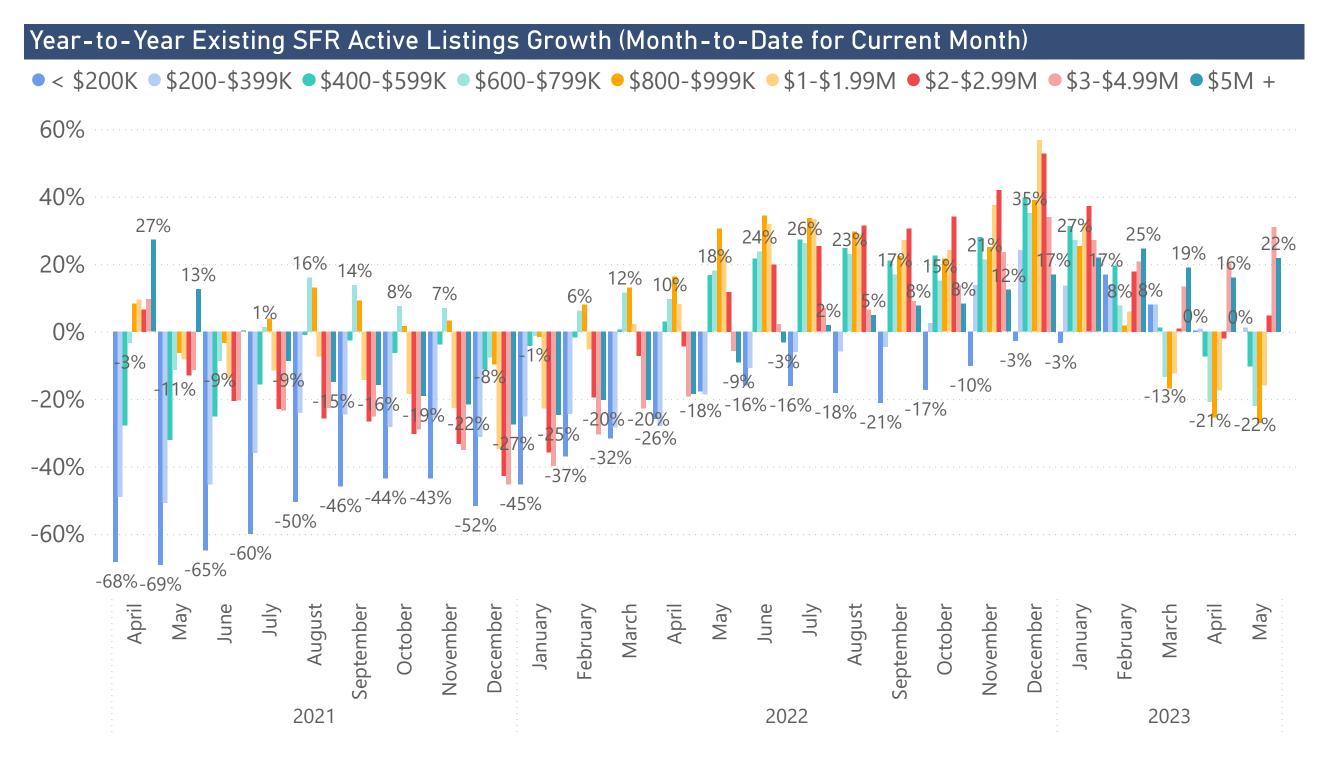
## Existing SFR Active Listings This Year vs. Last Year (Month-to-Date for Current Month)

Previous Year Active Listings
 Current Year Active Listings



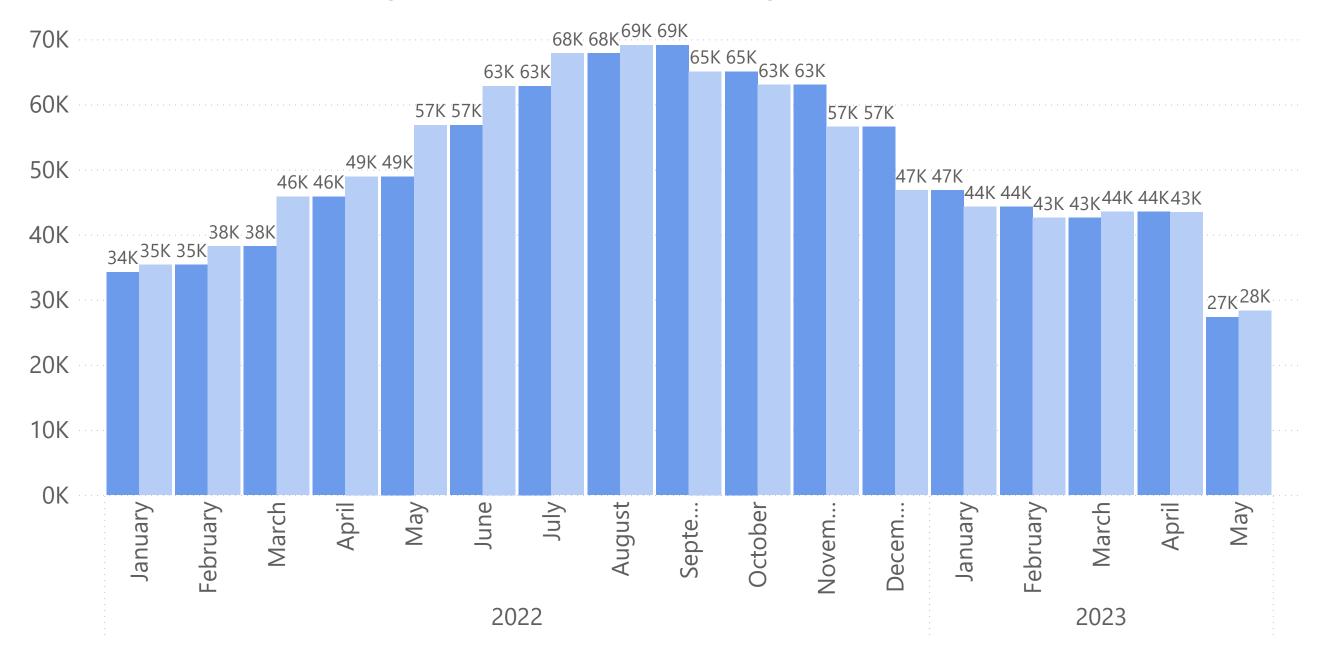


#### Year-to-Year Existing SFR Active Listings Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal 42% 40% 28% 25% 20% 12% 11% 0% -20% -21% -22% -28% -29% -34% -33% -40% April October March April May Мау June August January February August October February March December November September September November December 2021 2022 2023

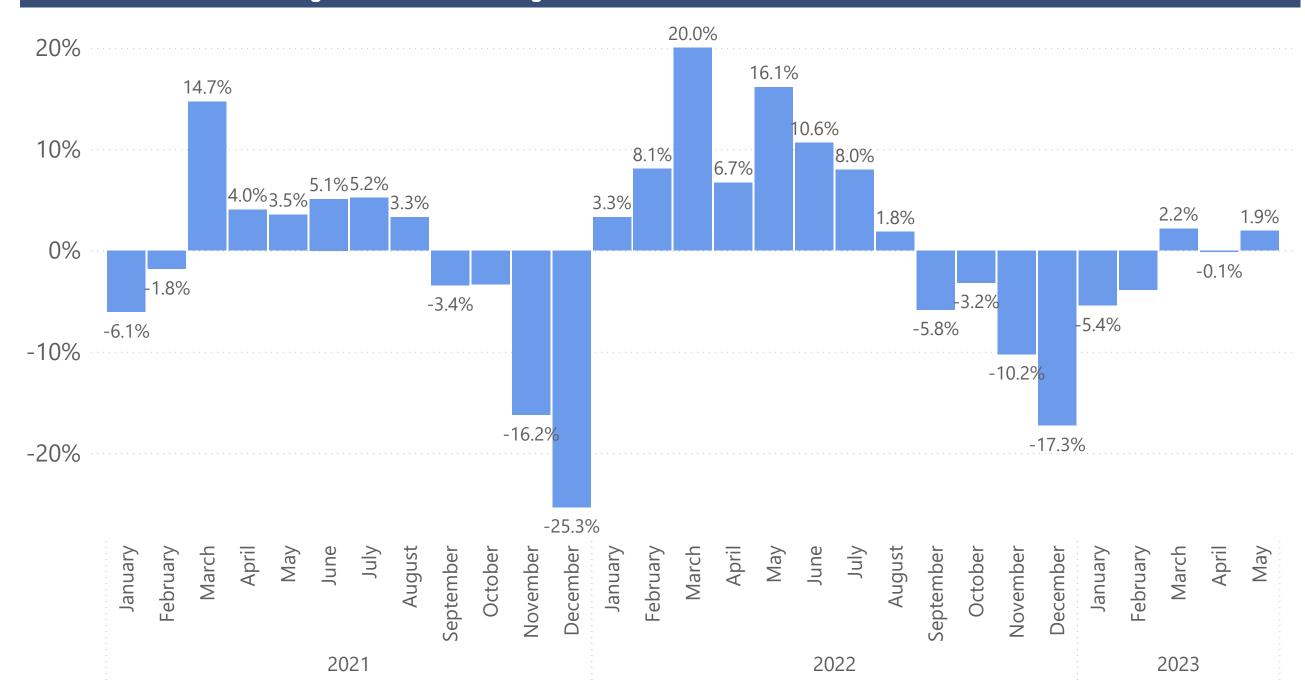


## Existing SFR Active Listings This Month vs. Previous Month (Month-to-Date for Current Month)

Previous Month Active Listings
 Current Month Active Listings



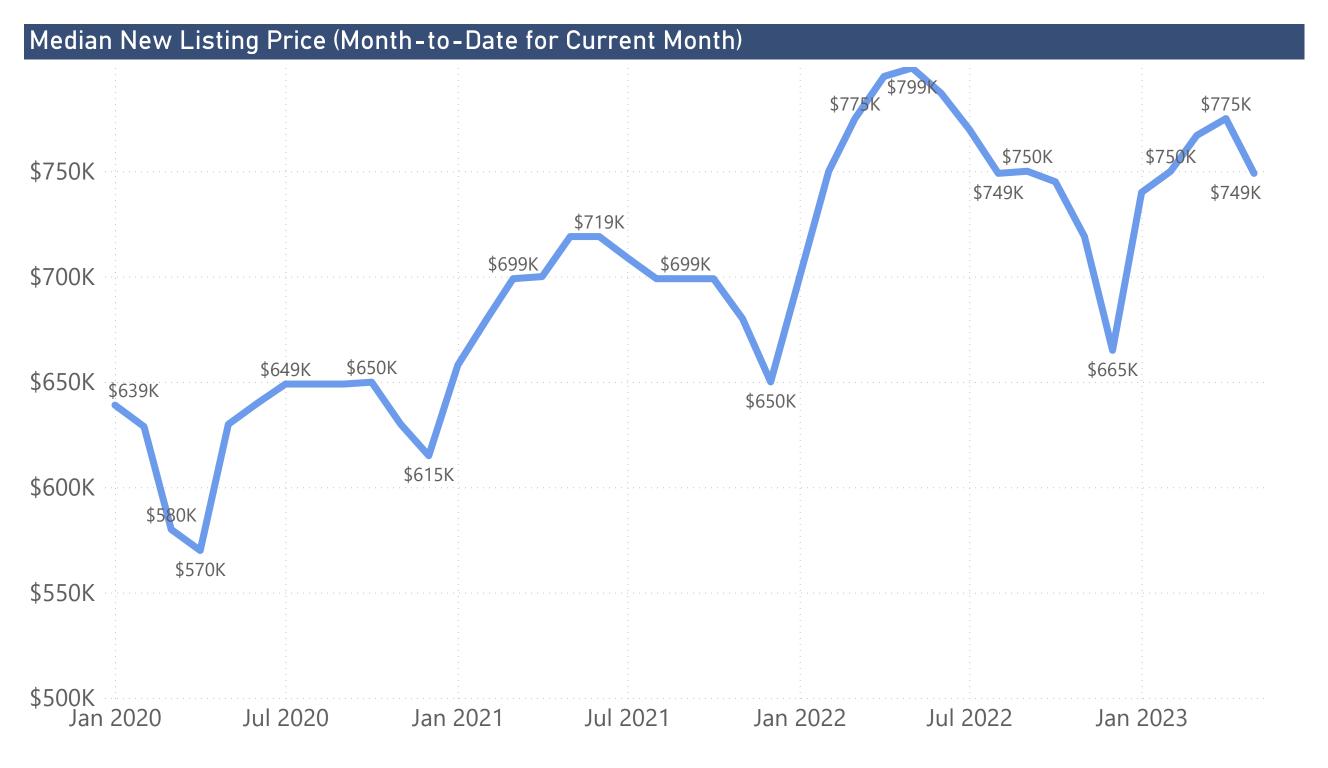
## Month-to-Month Existing SFR Active Listings Growth (Month-to-Date for Current Month)

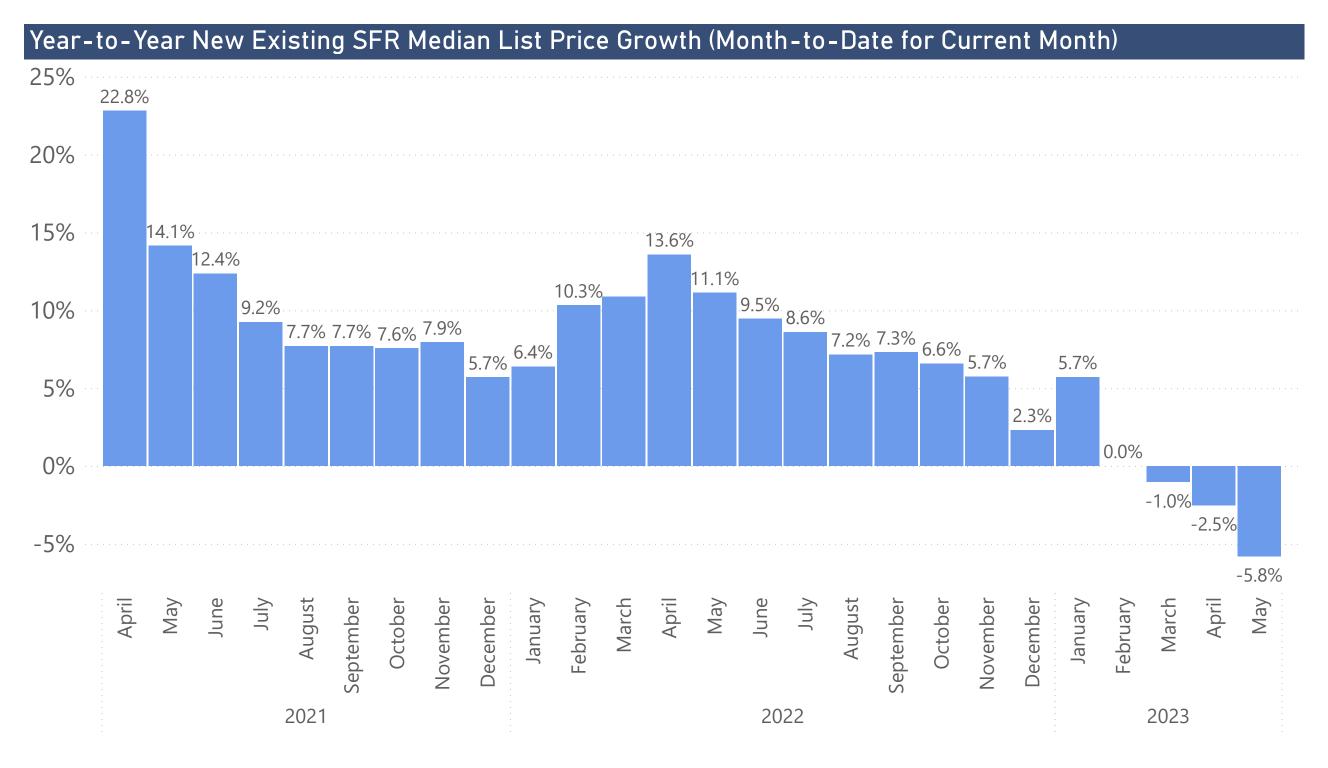


#### Month-to-Month Existing SFR Active Listings Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal 40% 37% 35% 26% 23% 20% 8% 4% 0% -4%-4% -20% -29% -40% September November December April May October February April May August January March August November February March February October December January March September 2021 2022 2023

#### Month-to-Month Existing SFR Active Listings Growth (Month-to-Date for Current Month) ● < \$200K ● \$200-\$399K ● \$400-\$599K ● \$600-\$799K ● \$800-\$999K ● \$1-\$1.99M ● \$2-\$2.99M ● \$3-\$4.99M ● \$5M + 30% 20% 13% 10% 0% -1% -0% -2% -10% -10% -9% -11% -13% -20% -25% -30% January September April May February March March January February April May June August October January February June August October March April December November September November December 2021 2022 2023

## New Listing Median Prices



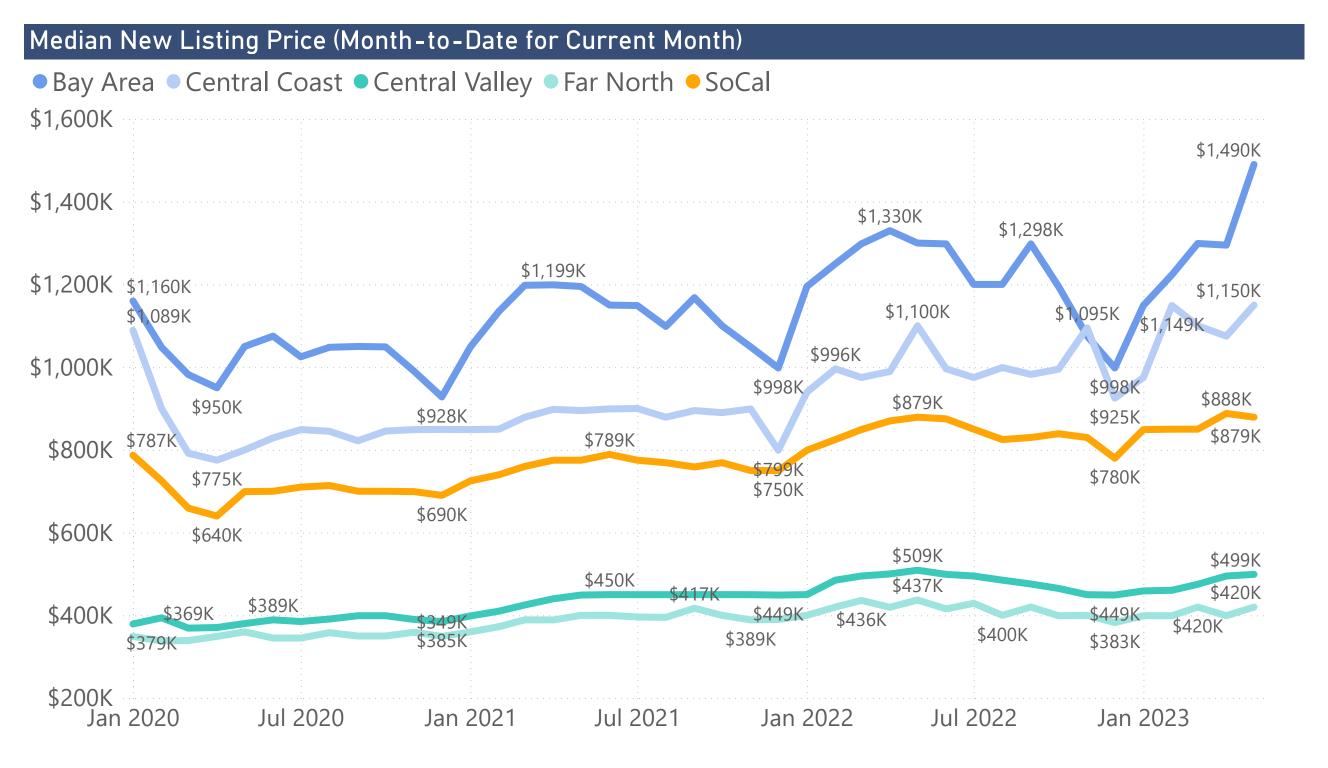


## Month-to-Month New Existing SFR Median List Price Growth (Month-to-Date for Current Month) 11.3% 7.7% 7.1% 3.3% 2.7% 2.6% 2.3% 1.4% 0.5% 0.1% 0.1% 0.0% 0.0% 0.0% -0.7% -1.4% -2.7% -2.7% -3.5% September October November January February March April September October November January February March April May June July August April May June July August

2022

2023

2021



#### Year-to-Year New Existing SFR Median List Price Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal 26% 25% 22% 21% 20% 16% 16% 16% 16% 15% 5%15% 15% 13% 13% 12% 11% 11% 10% 6% 6% 5% 3% 0% -0% -0% -5% -5% -5% -6% -10% April May June August October January February March April August October January February March April Мау June July September September November December November December

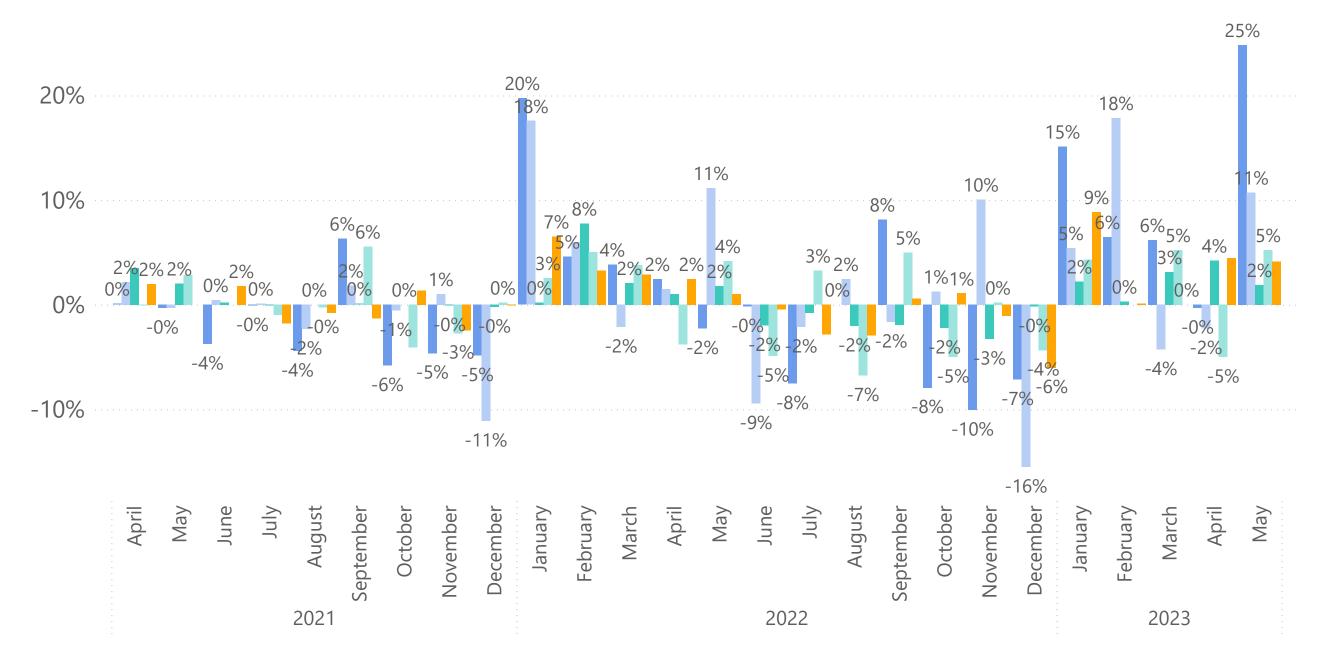
2022

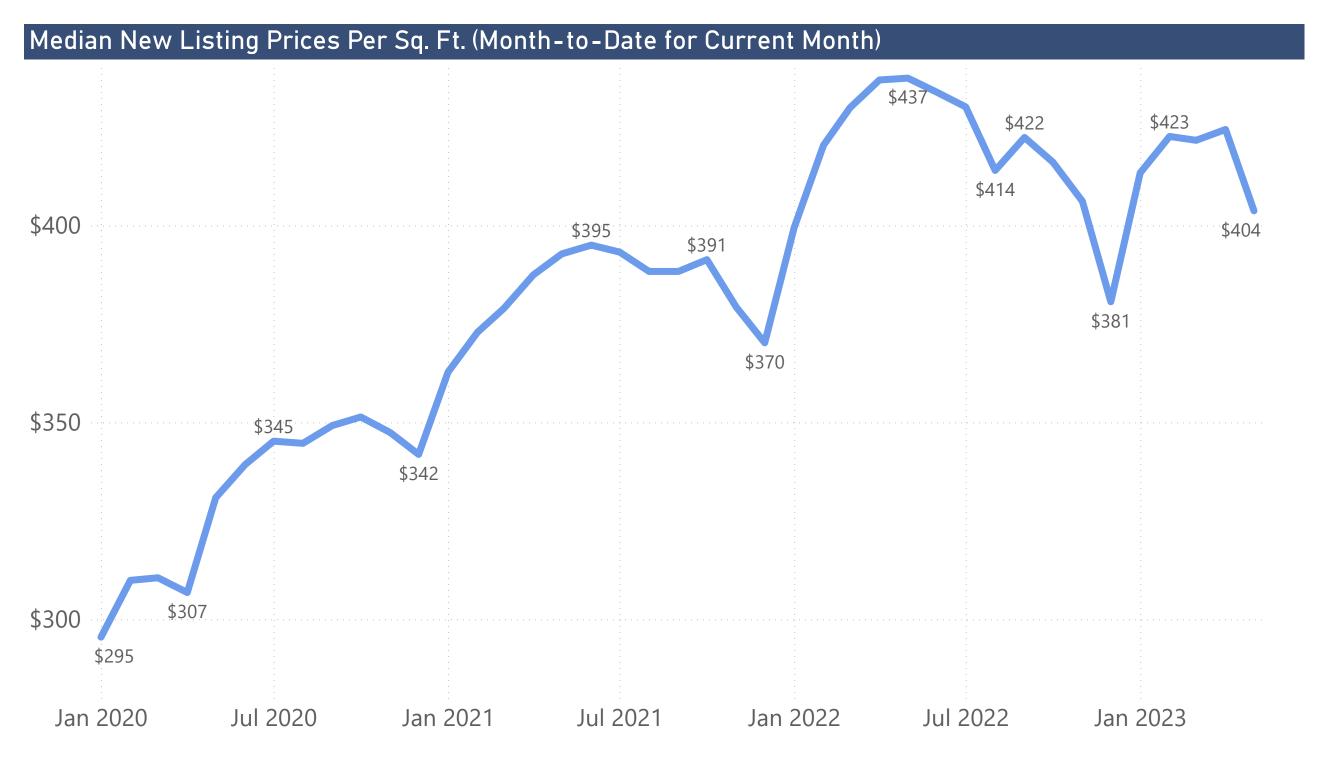
2023

2021

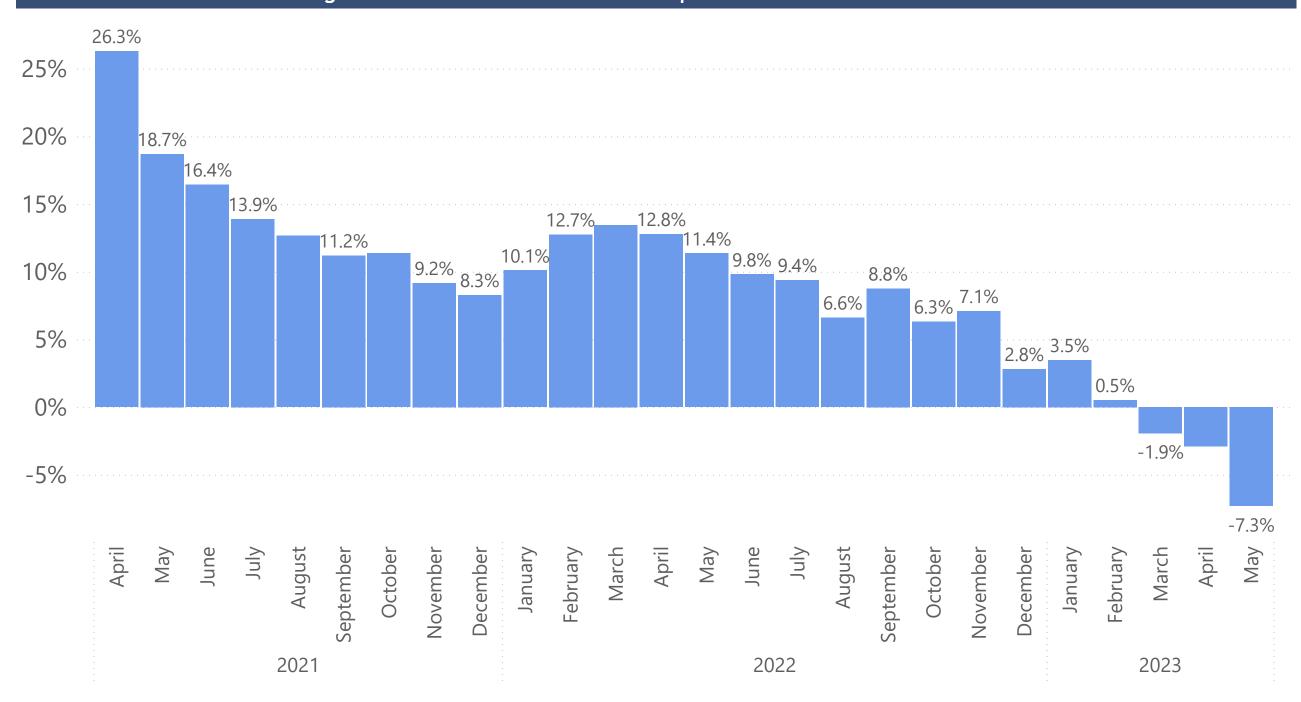
## Month-to-Month New Existing SFR Median List Price Growth (Month-to-Date for Current Month)

Bay Area
 Central Coast
 Central Valley
 Far North
 SoCal

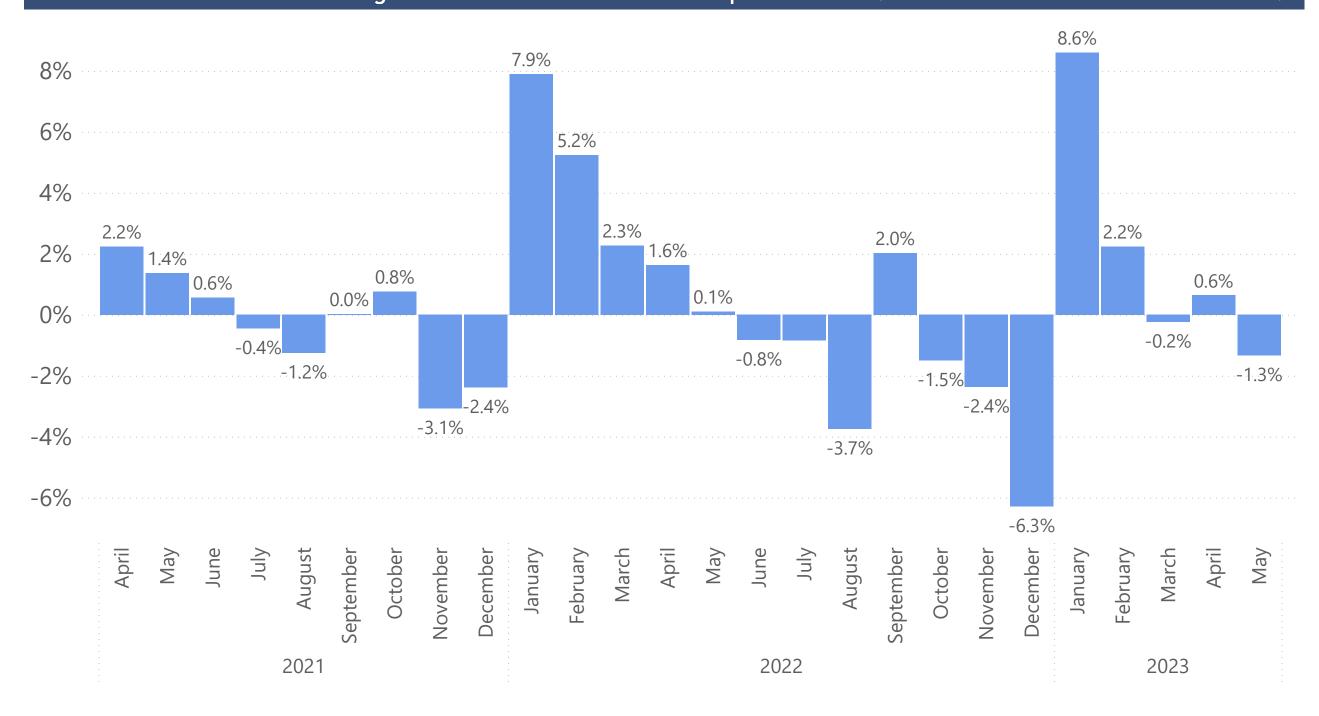


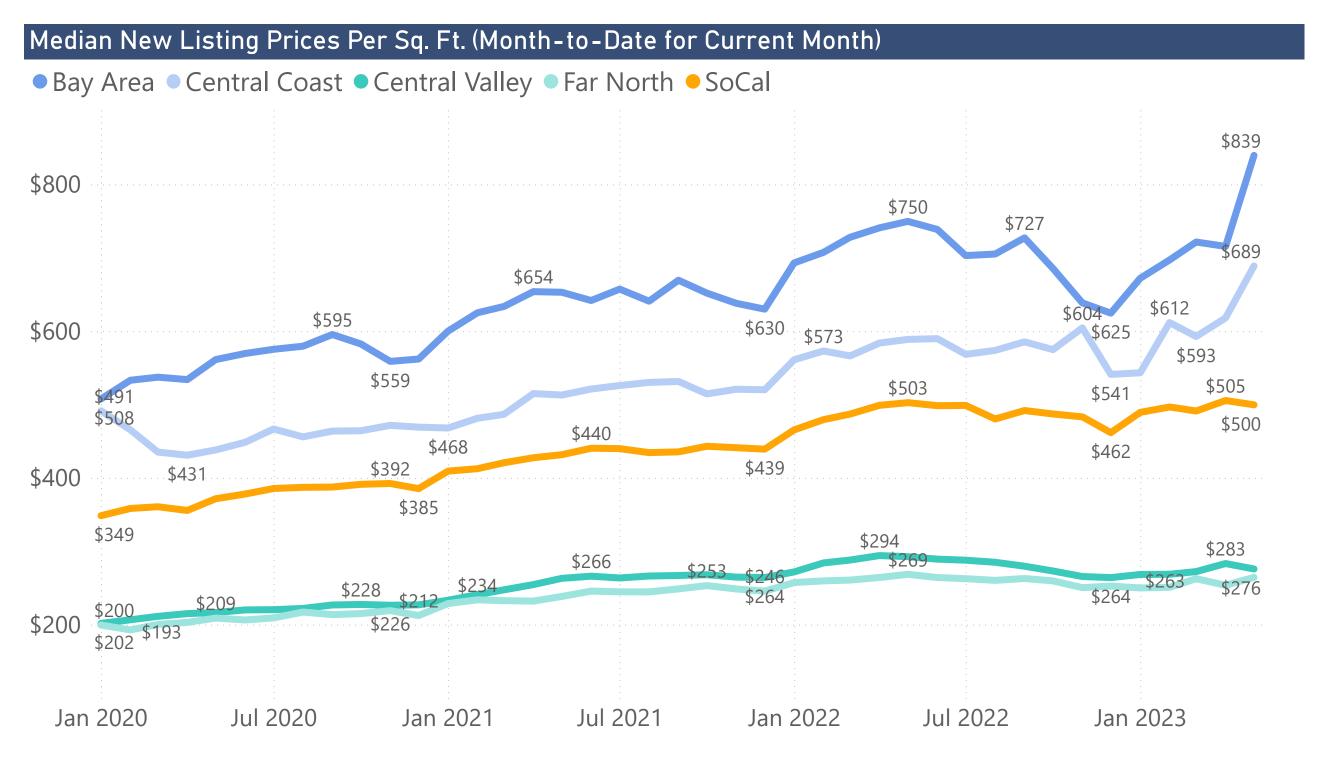


## Year-to-Year New Existing SFR Median List Price Per Sq. Ft. Growth (Month-to-Date for Current Month)



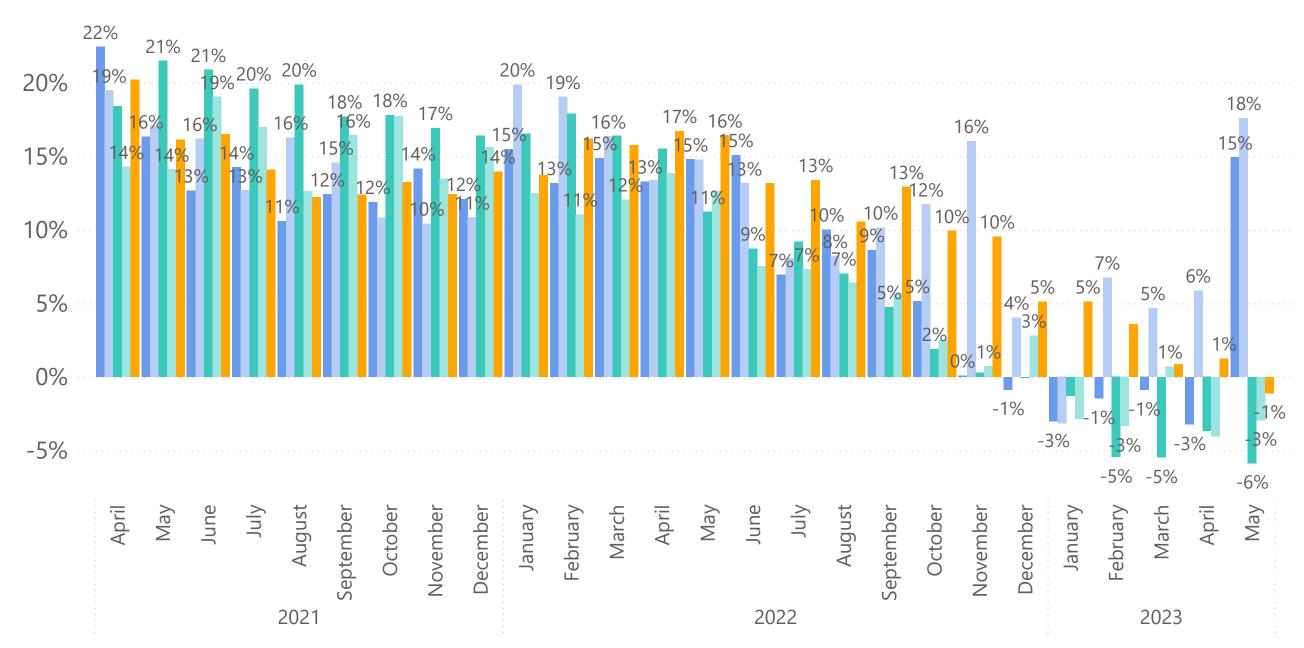
## Month-to-Month New Existing SFR Median List Price Per Sq. Ft. Growth (Month-to-Date for Current Month)





## Year-to-Year New Existing SFR Median List Price Per Sq. Ft. Growth (Month-to-Date for Current Month)



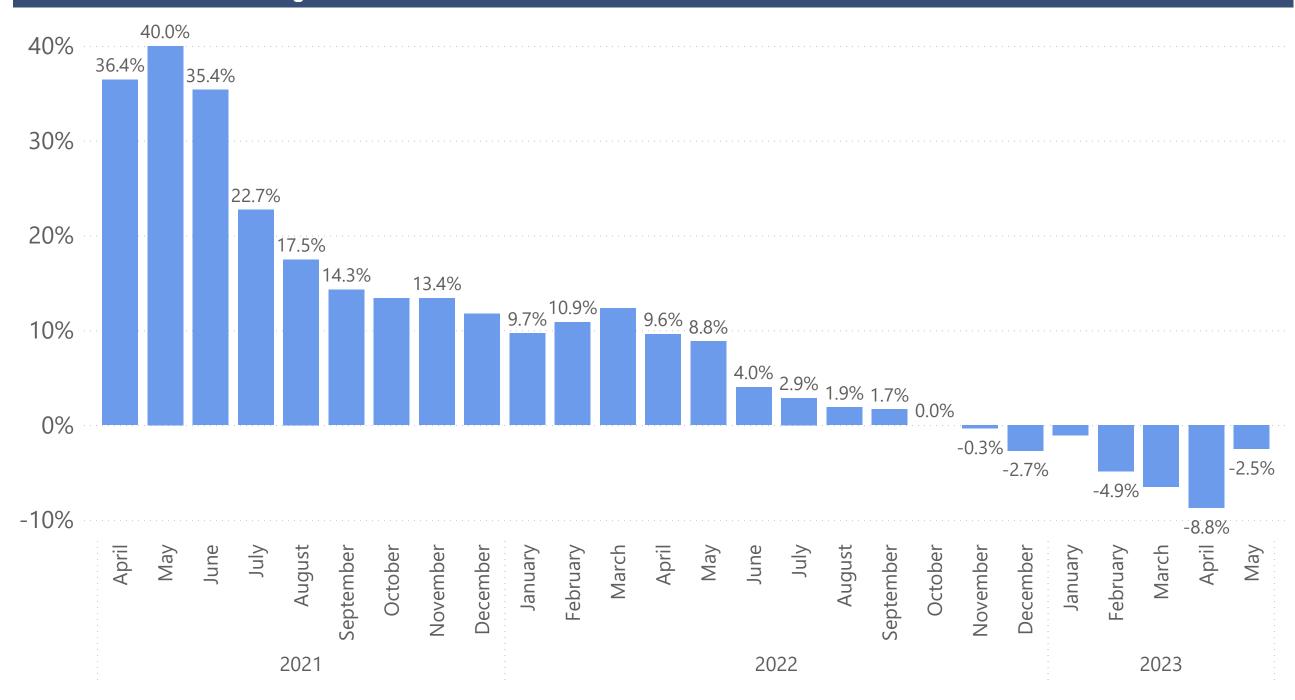


### Month-to-Month New Existing SFR Median List Price Per Sq. Ft. Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal 20% 15% 13% 10% 10% 8% 5% -5% -10% -10% November March December April May June September October October November January February August September 2021 2022 2023

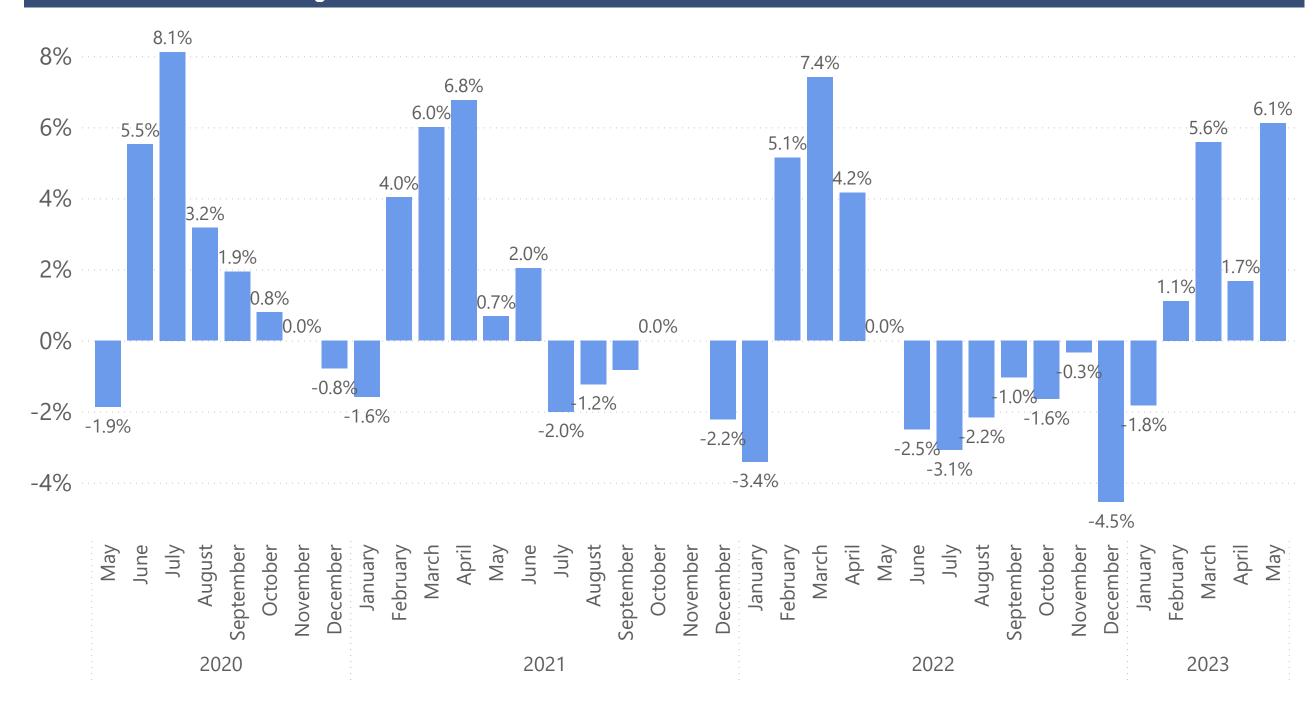
## Closed Sales Median Prices

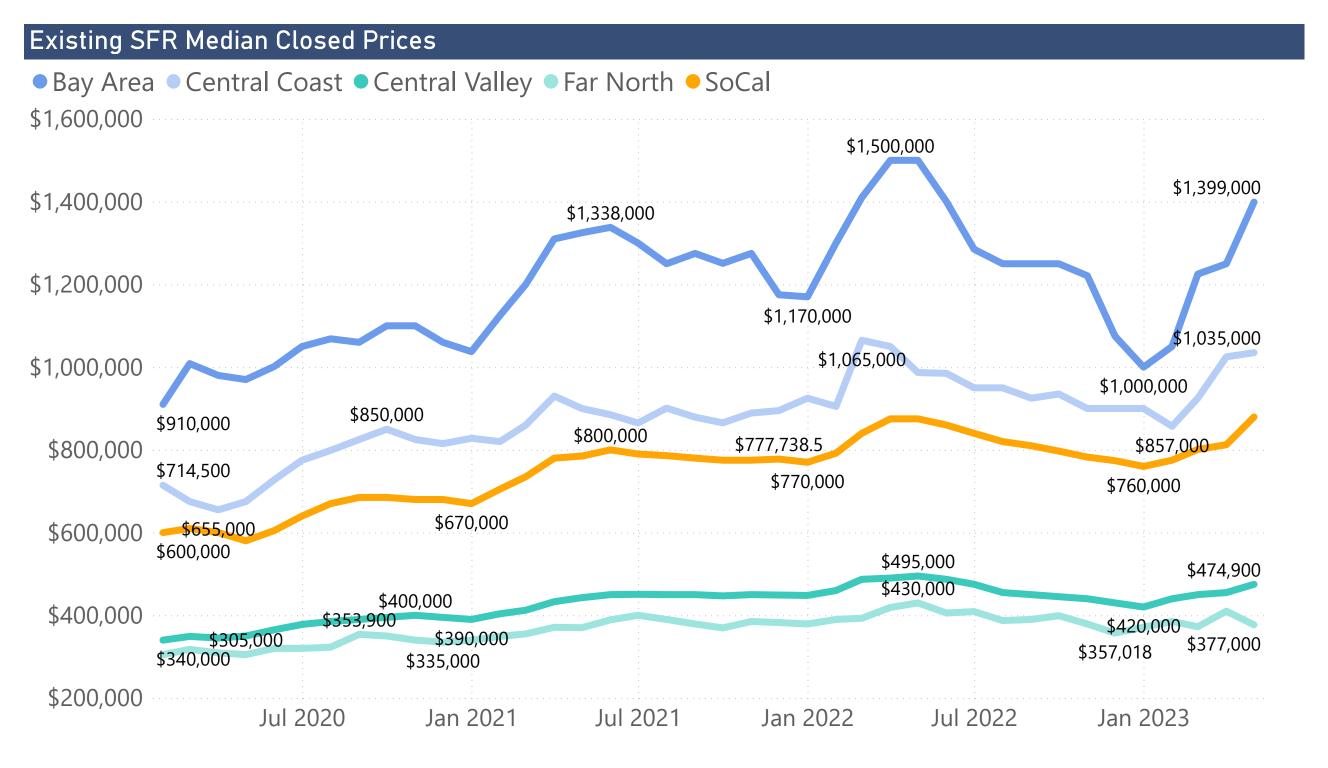


## Year-Over-Year Existing SFR Median Closed Price Growth (Month-to-Date for Current Month)

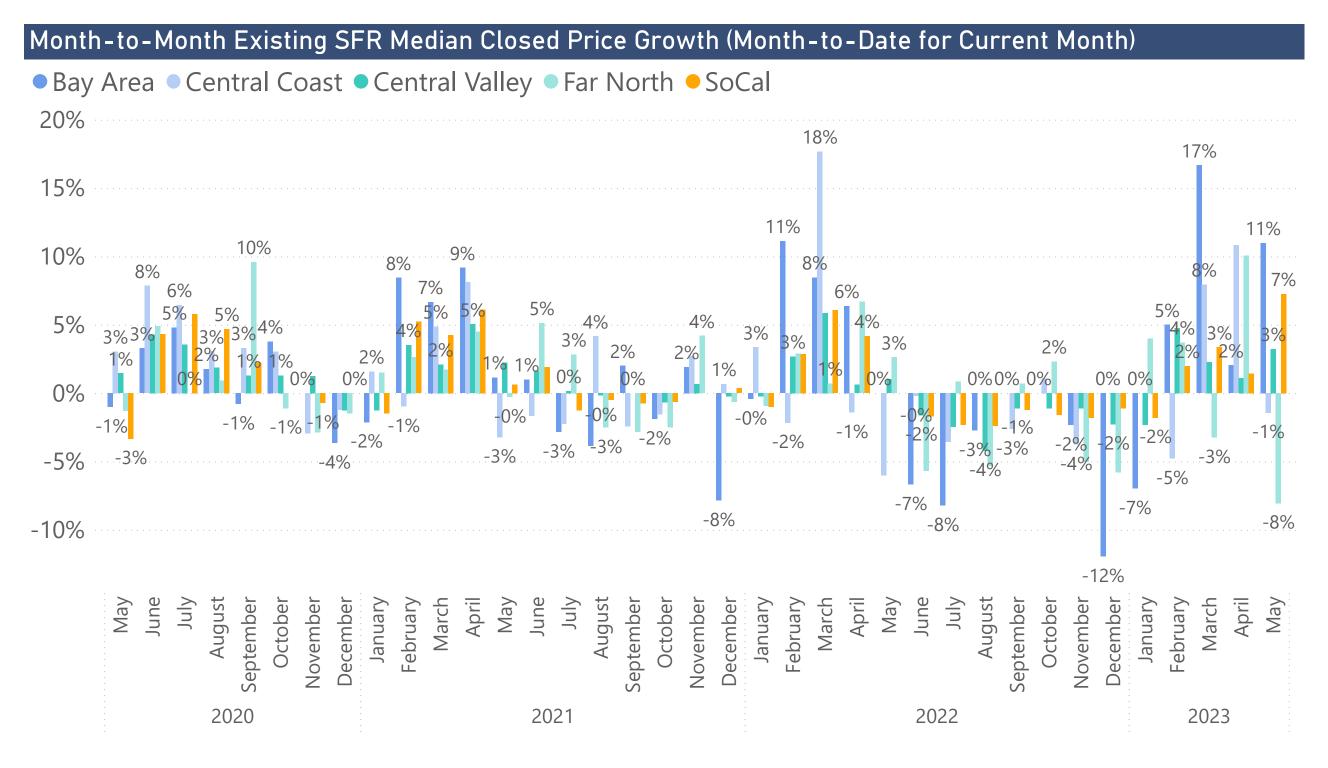


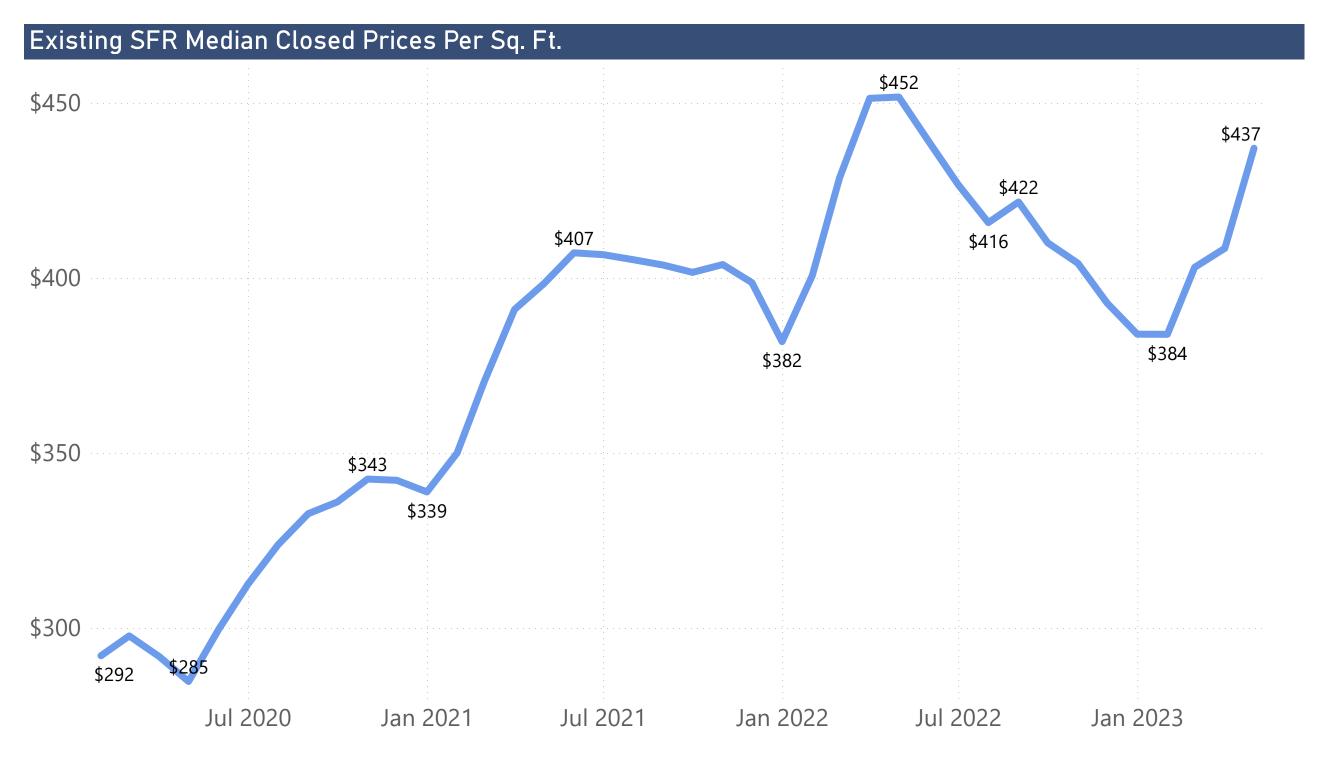
## Month-to-Month Existing SFR Median Closed Price Growth (Month-to-Date for Current Month)



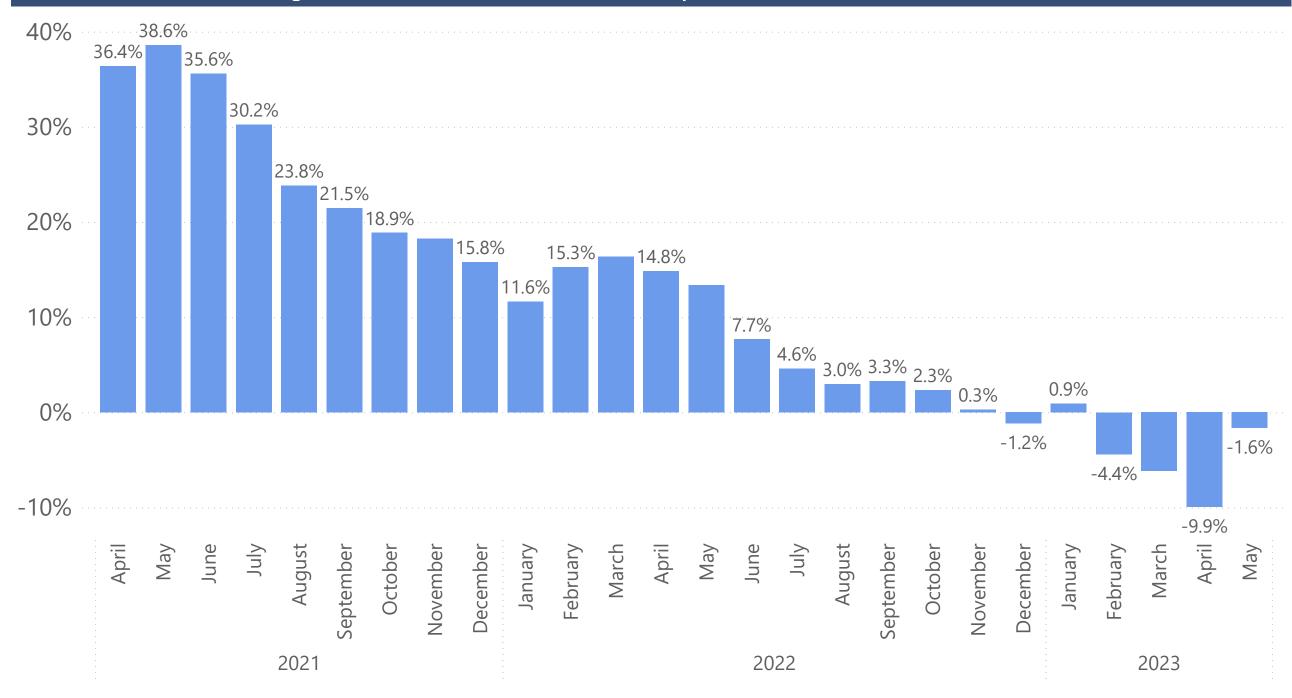


#### Year-Over-Year Existing SFR Median Closed Price Growth (Month-to-Date for Current Month) Bay Area Central Coast Central Valley Far North SoCal 42% 40% 30% 24% 20% 12% 10% 0% -10% -15% -20% -19% October January January February April August February March April May June August March April Мау June September November December July September October November December 2021 2022 2023

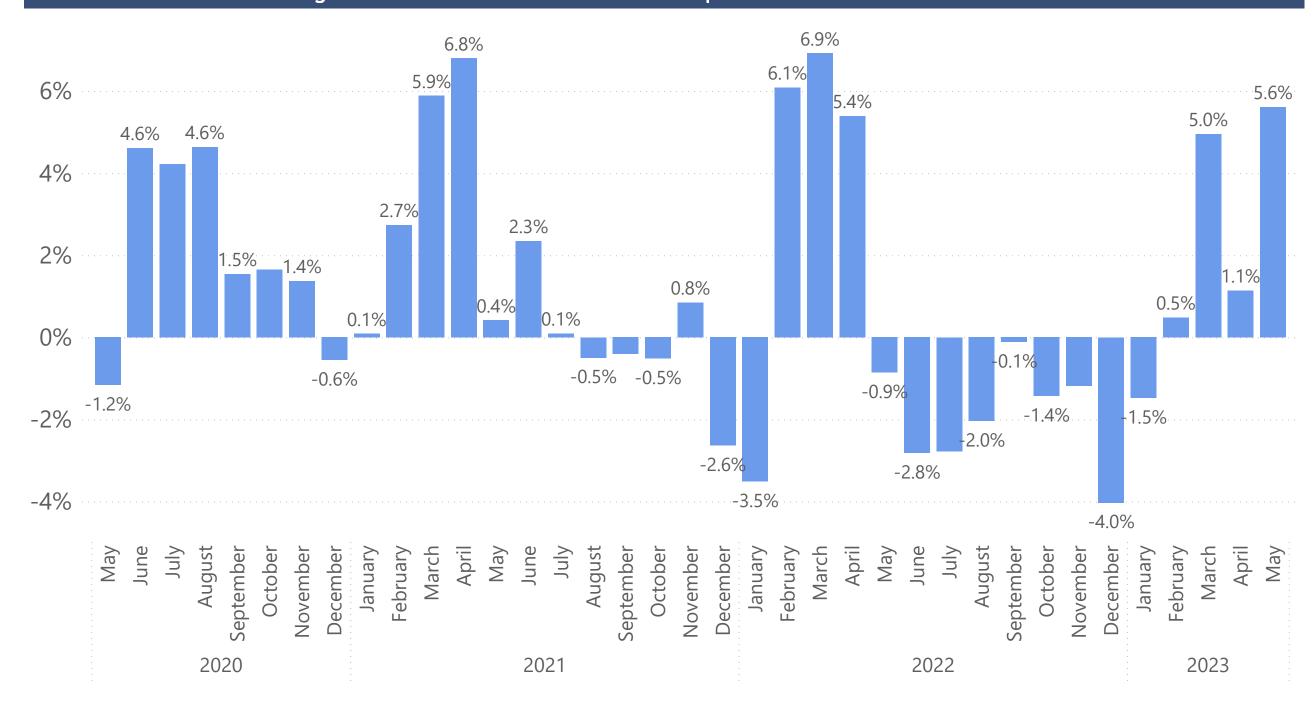


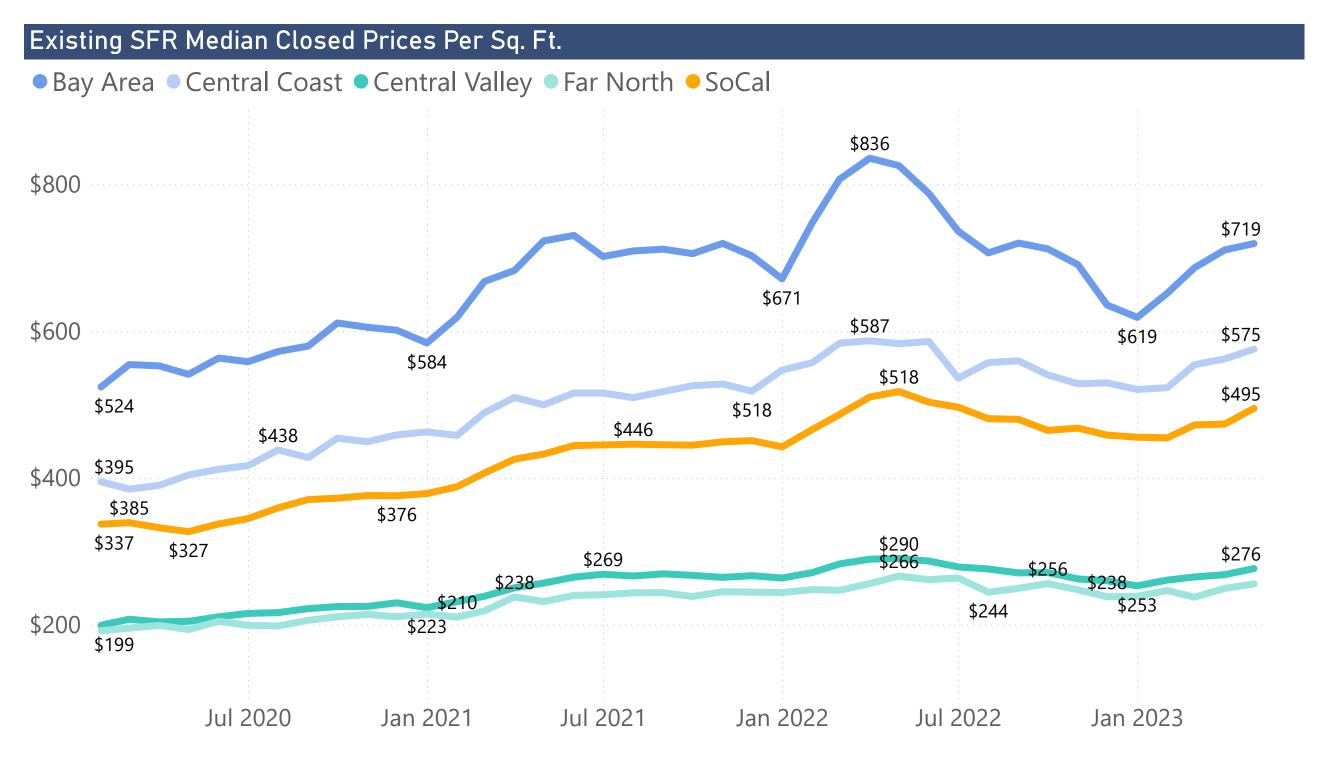


### Year-Over-Year Existing SFR Median Closed Price Per Sq. Ft. Growth (Month-to-Date for Current Month)

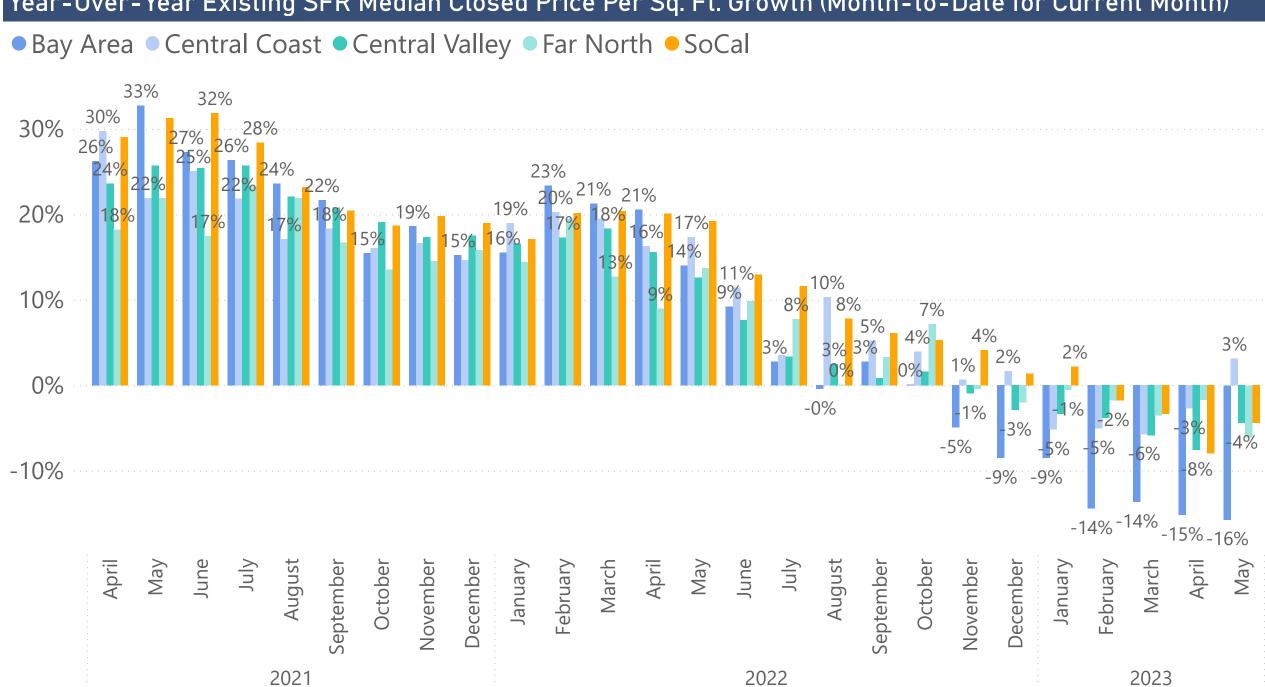


### Month-to-Month Existing SFR Median Closed Price Per Sq. Ft. Growth (Month-to-Date for Current Month)





### Year-Over-Year Existing SFR Median Closed Price Per Sq. Ft. Growth (Month-to-Date for Current Month)



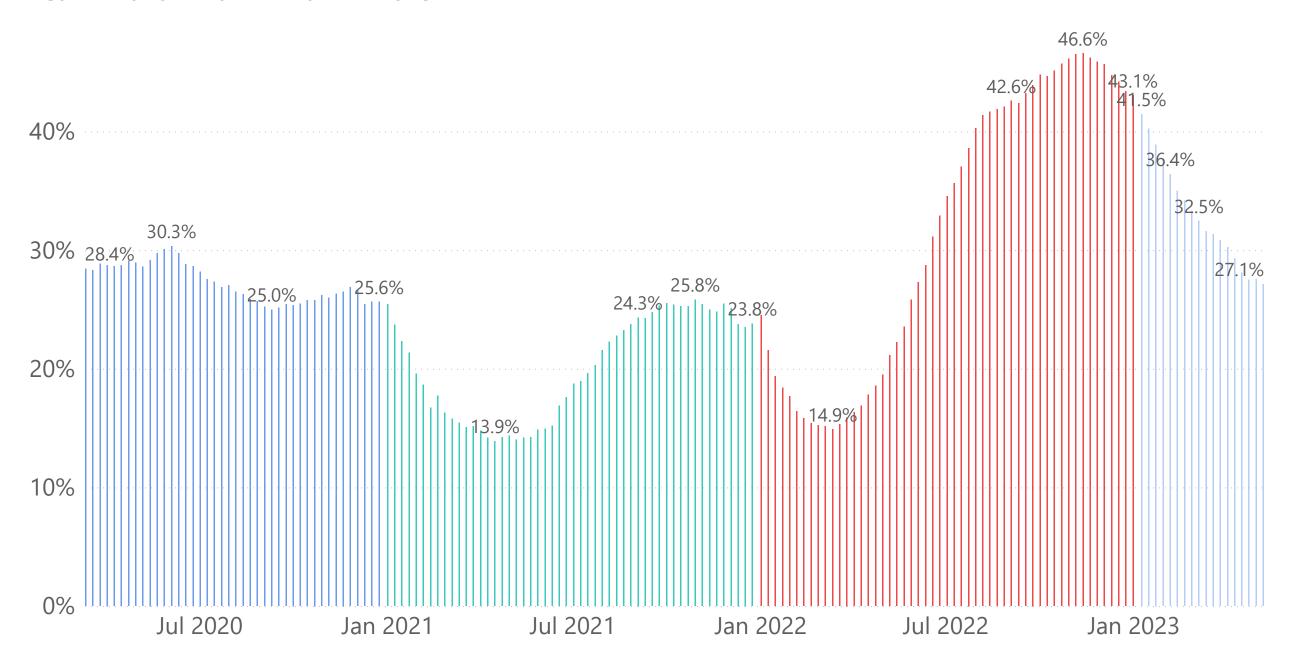
### Month-to-Month Existing SFR Median Closed Price Per Sq. Ft. Growth (Month-to-Date for Current Month)

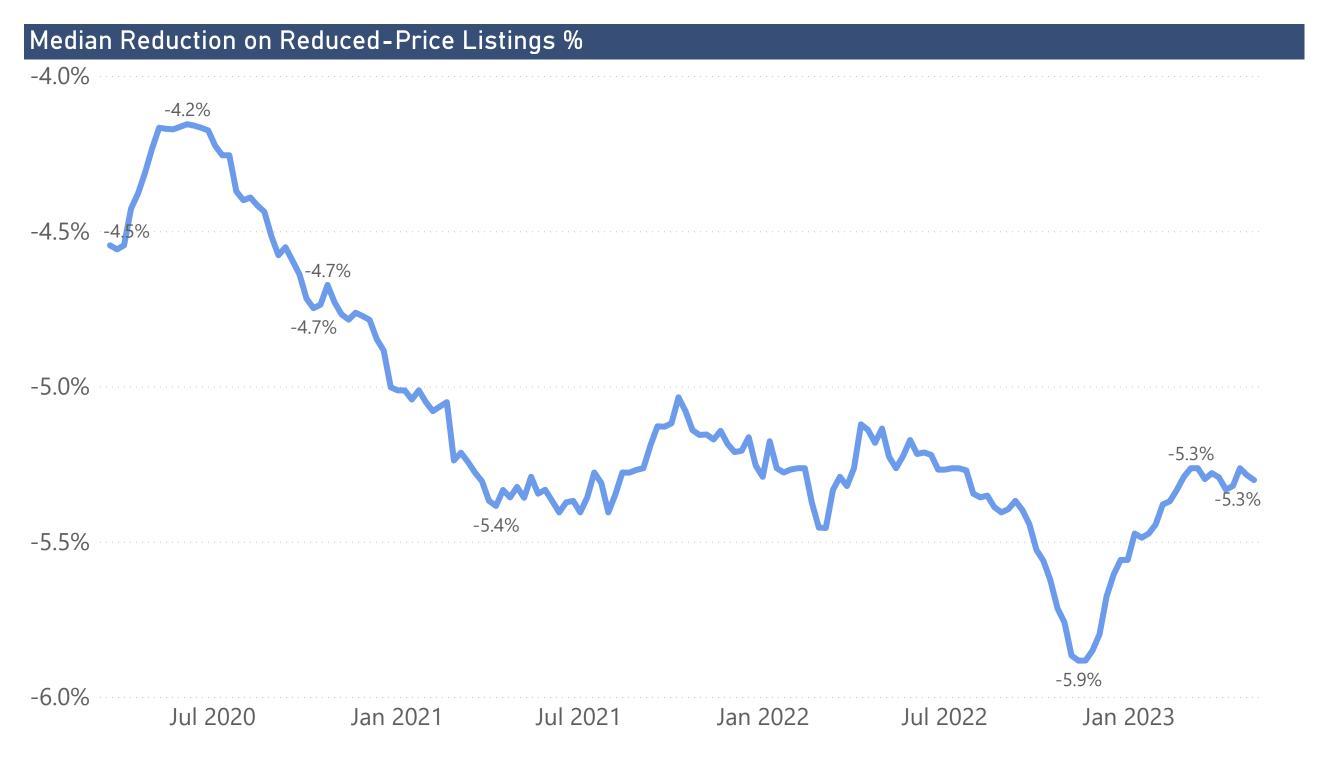
 Bay Area
 Central Coast
 Central Valley
 Far North
 SoCal 12% 6% -10% July August February April May June March April May August January March January July July Octobel Octobel Septembe Novembe Decembe Septembe Decembe Februar Septembe Novembe 2020 2021 2022 2023

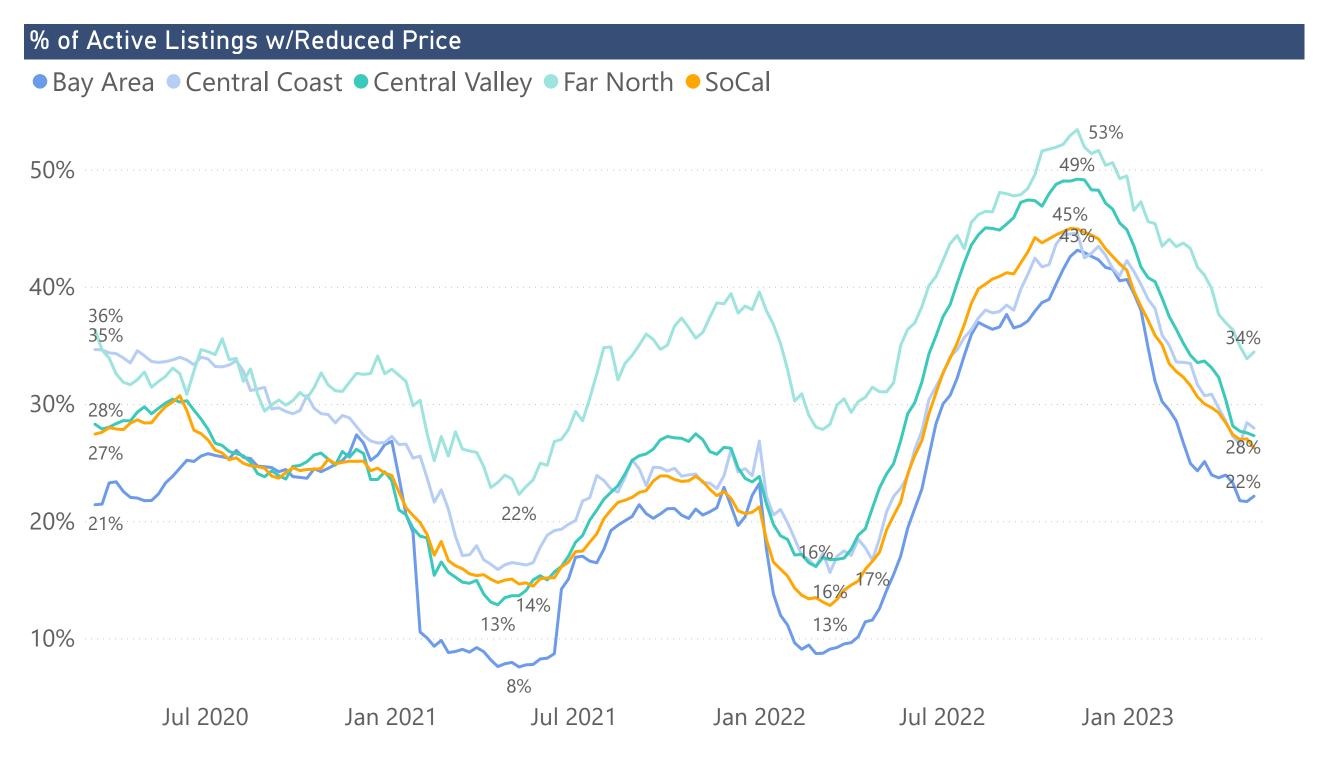
# Market Competitiveness

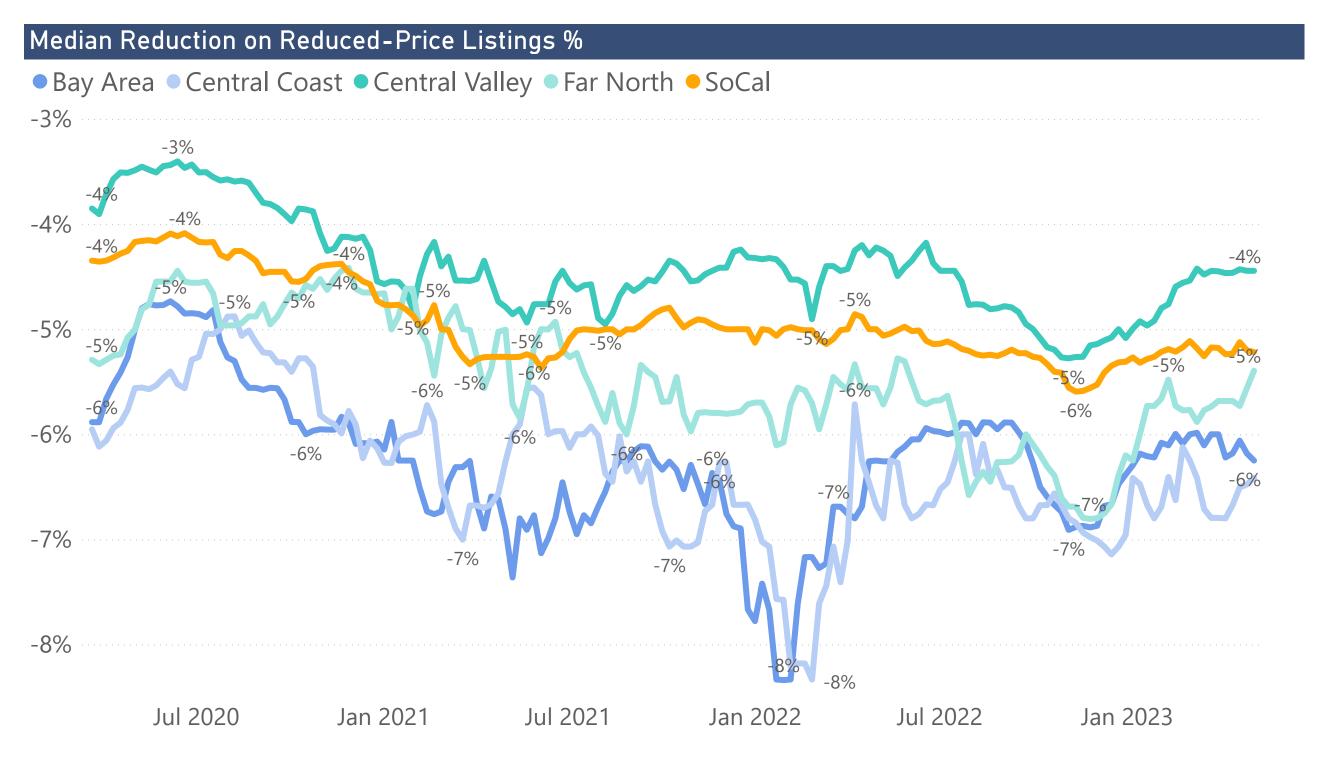
### % of Active Listings w/Reduced Price

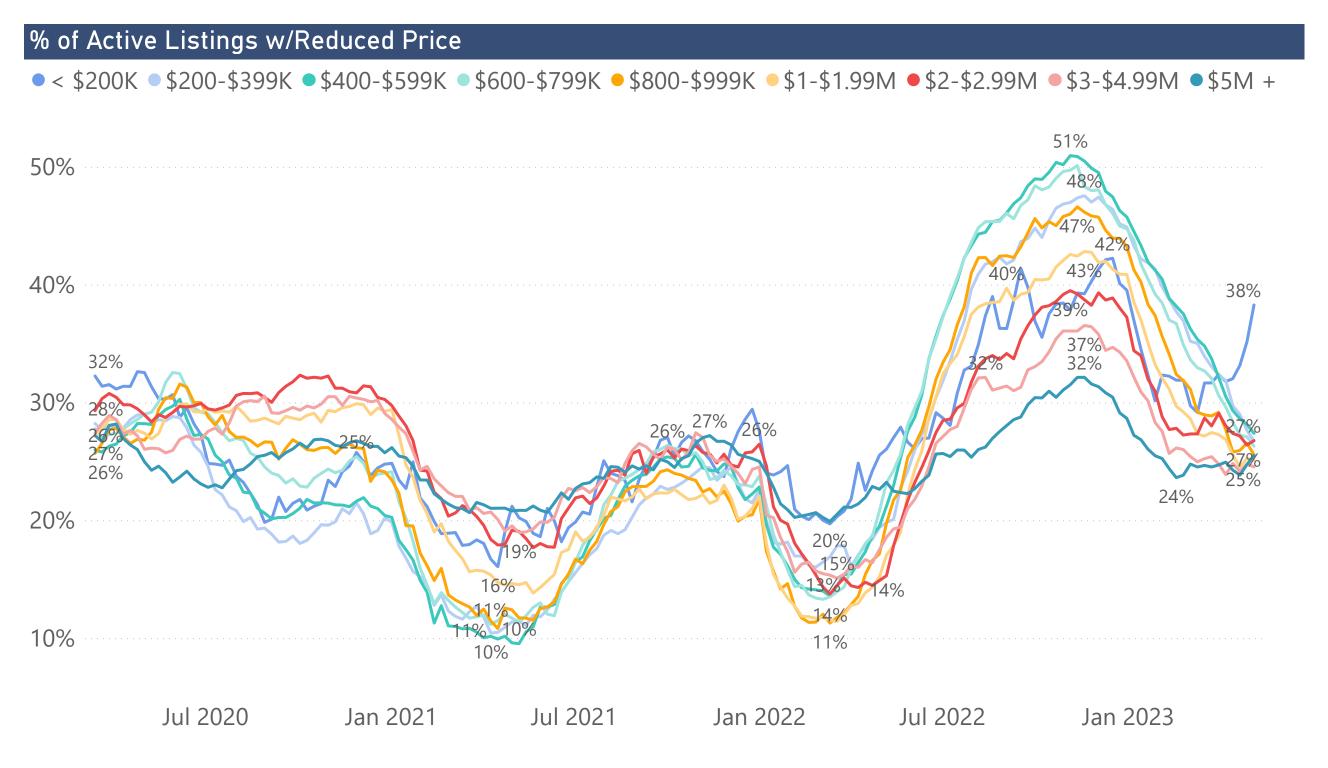
**Year** • 2020 • 2021 • 2022 • 2023





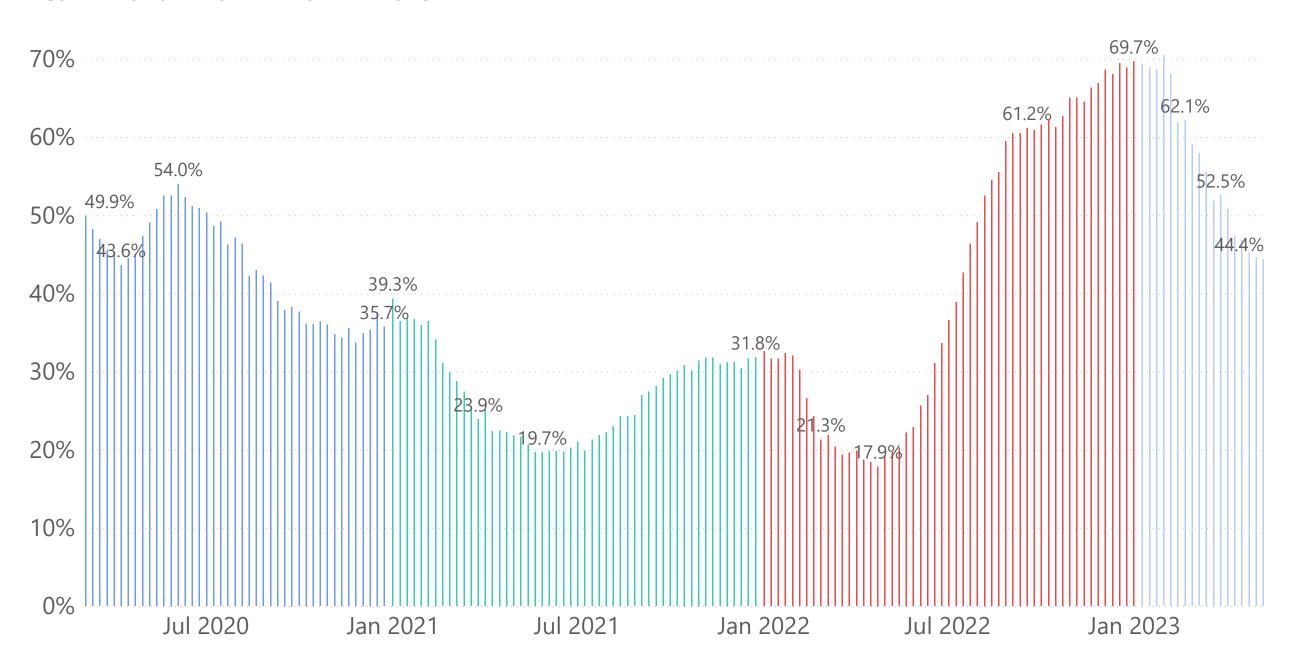


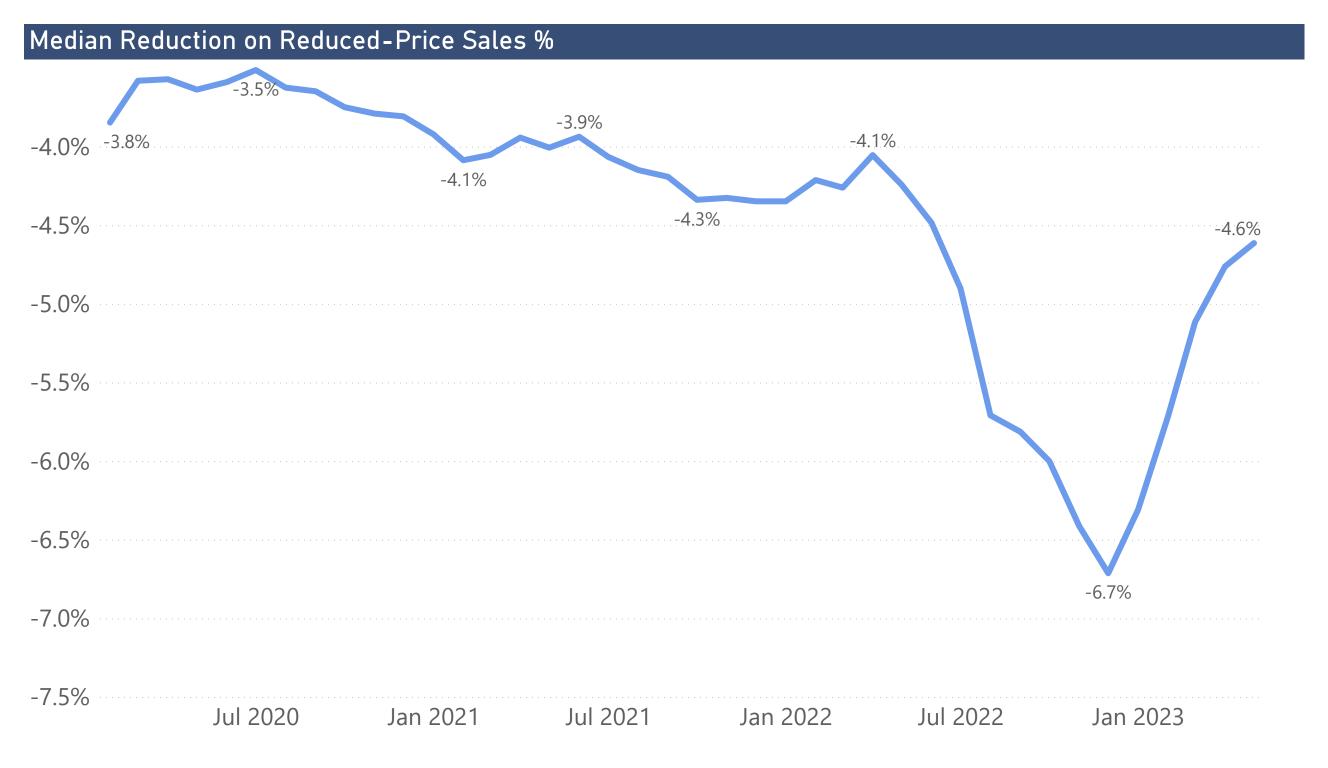


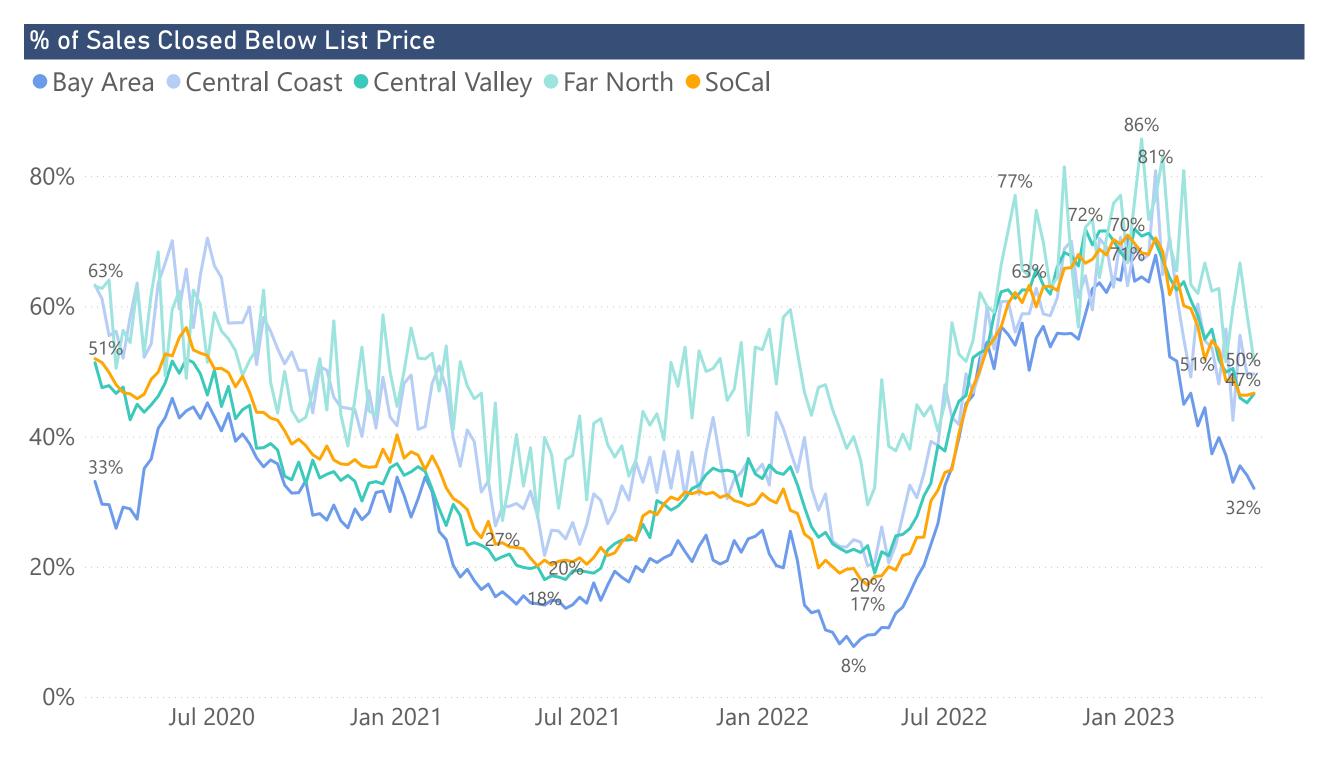


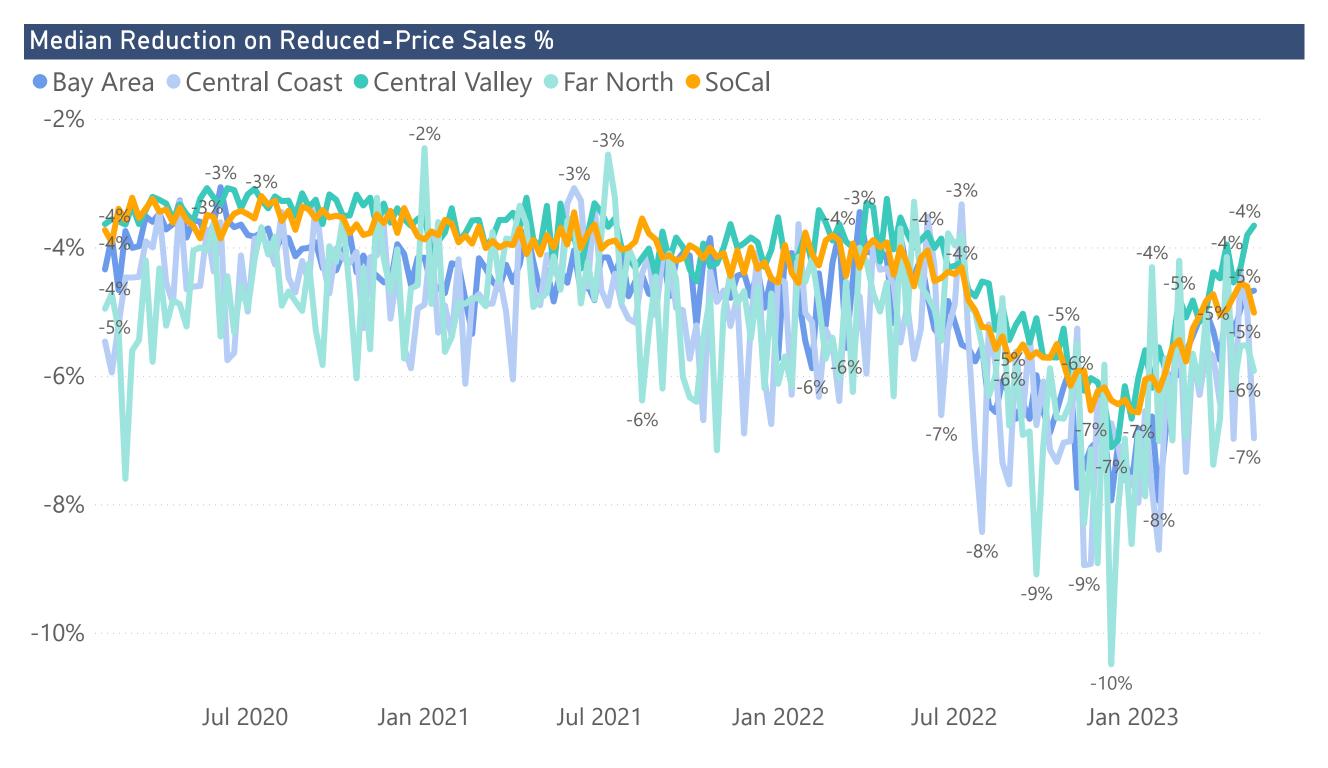
### % of Sales Closed Below List Price

**Year** • 2020 • 2021 • 2022 • 2023









# % of Homes Closed Above List Price **Year** • 2020 • 2021 • 2022 • 2023 74% 72% 70% 60% 50% 45% 43% 42% 40% 36% 30% 20% 10%

Jul 2021

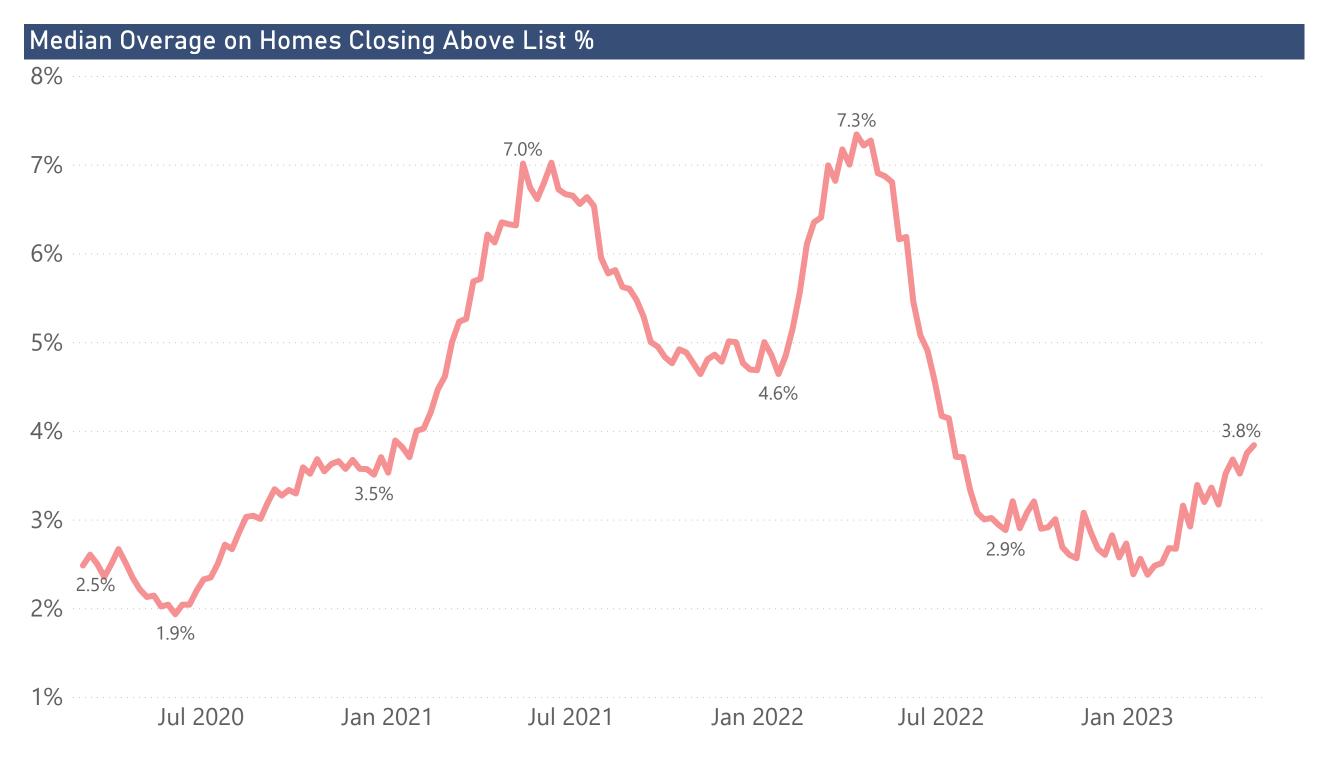
Jul 2020

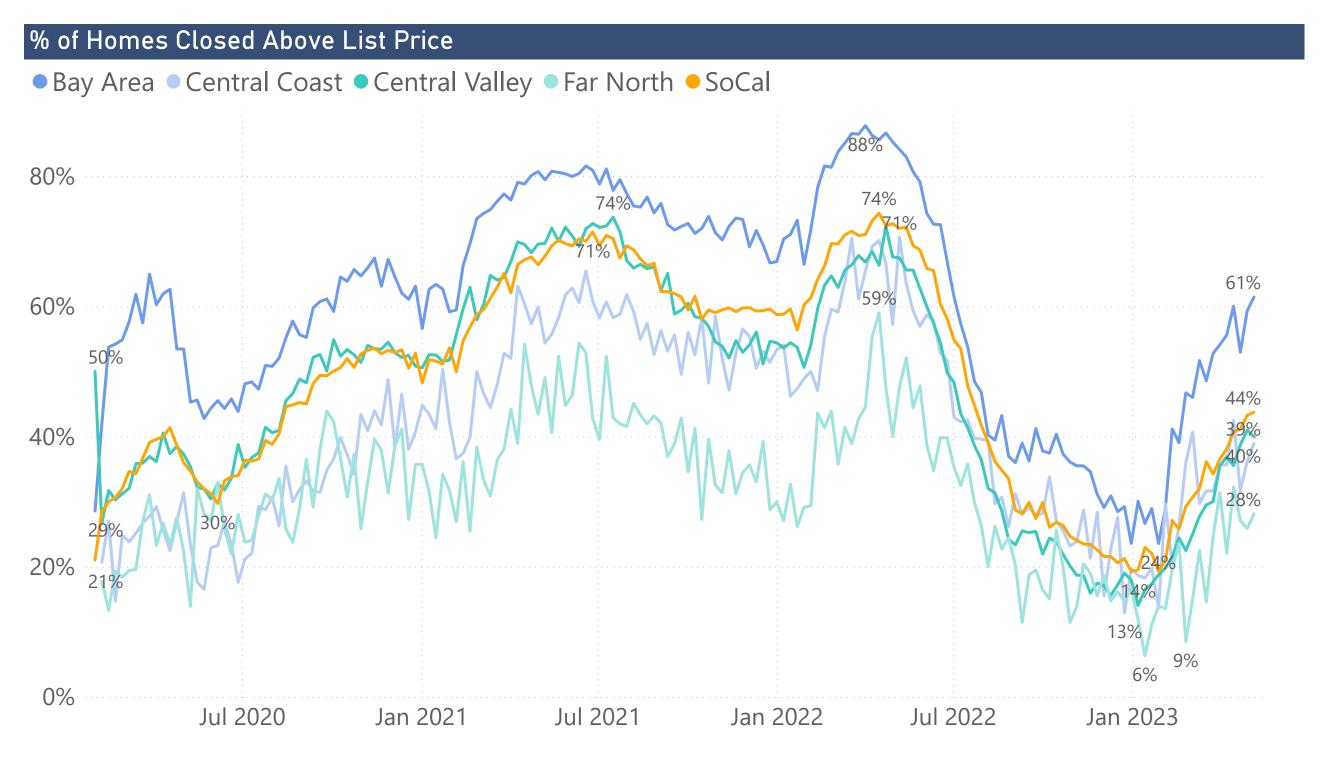
Jan 2021

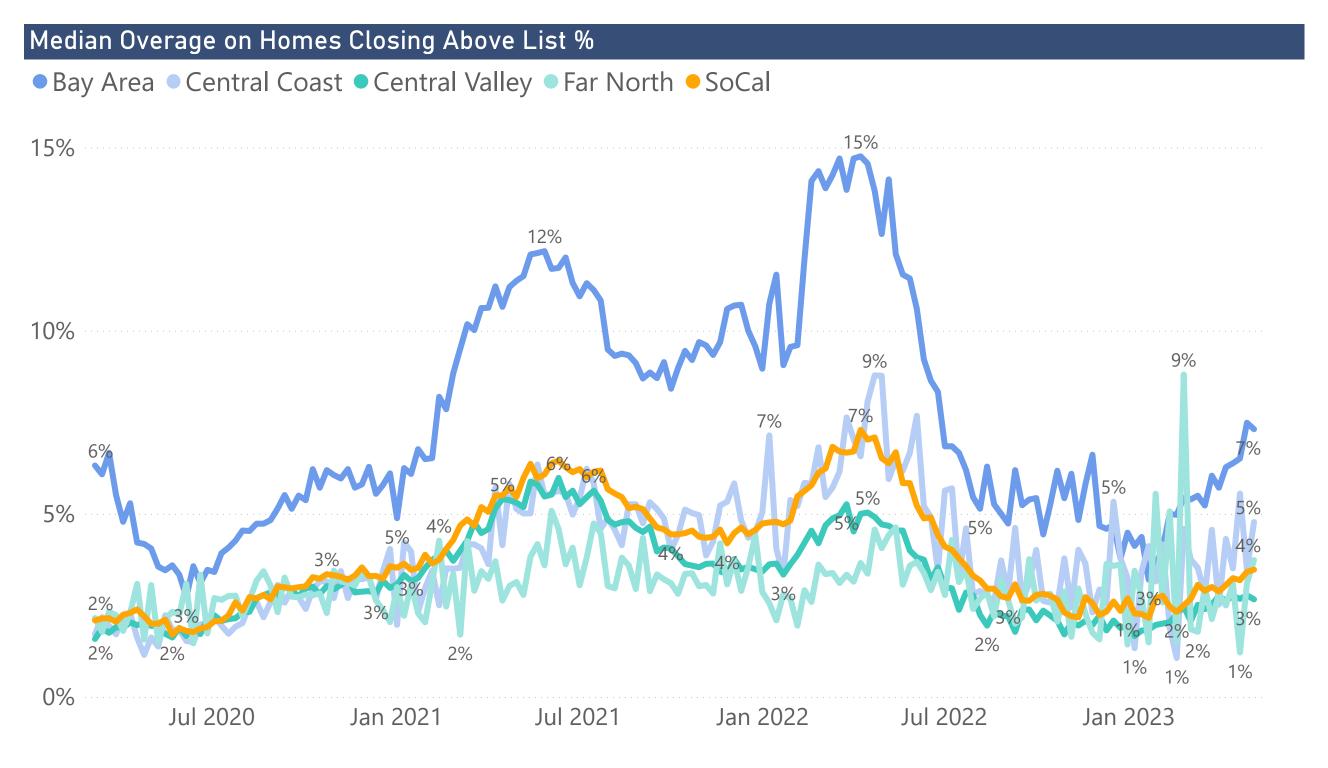
Jul 2022

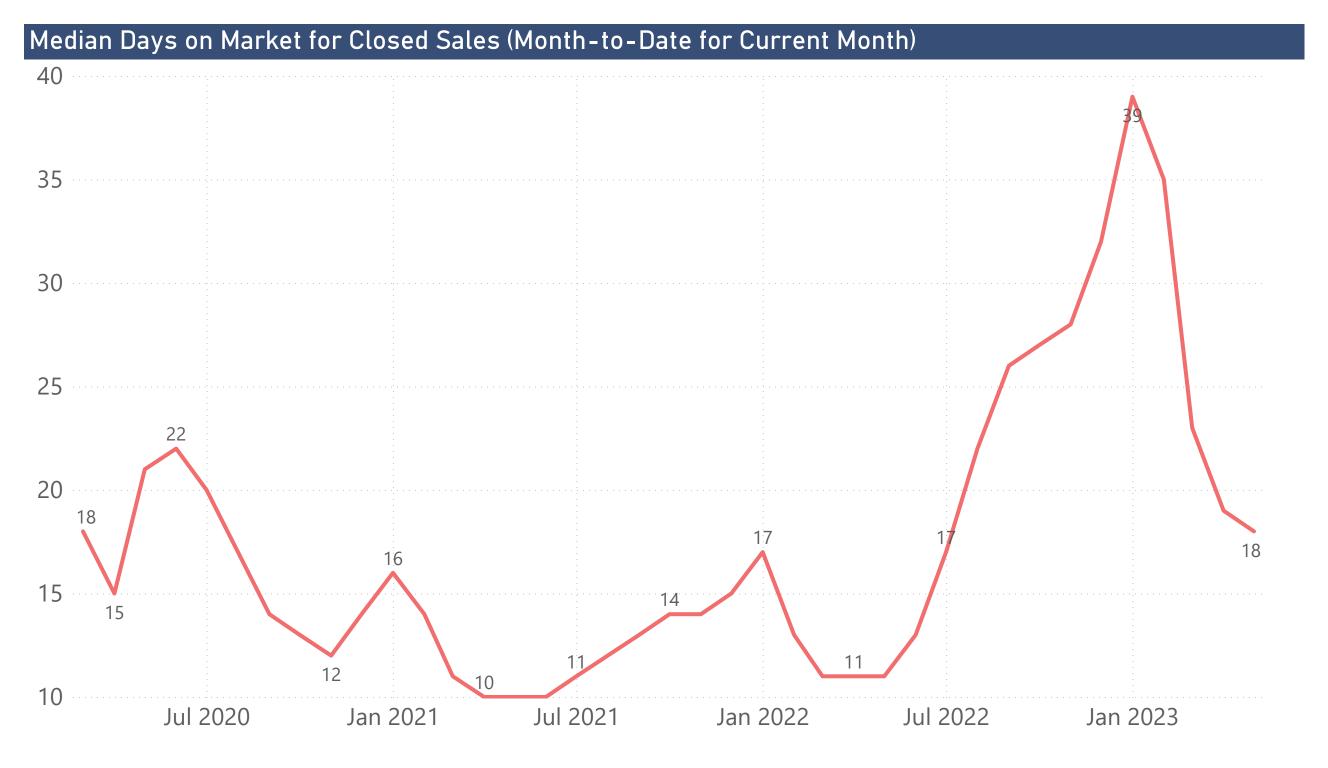
Jan 2022

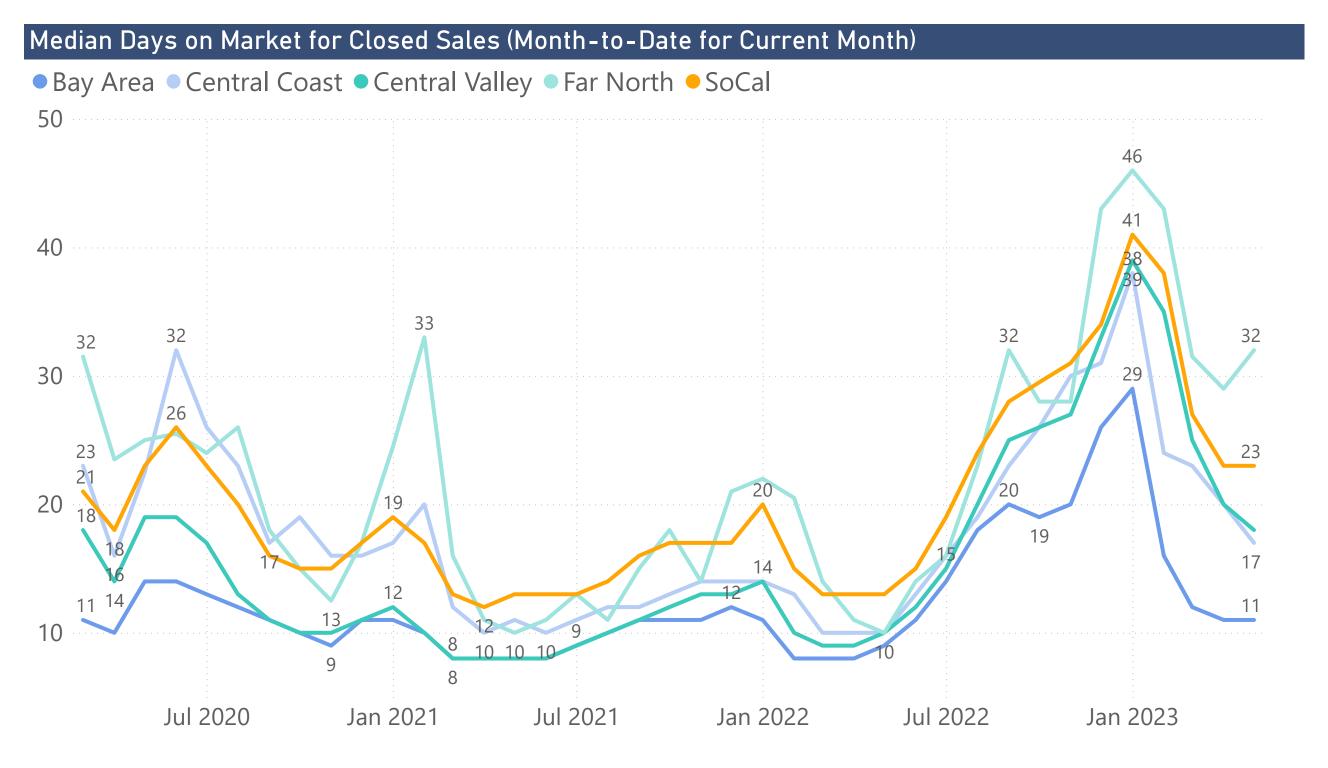
Jan 2023



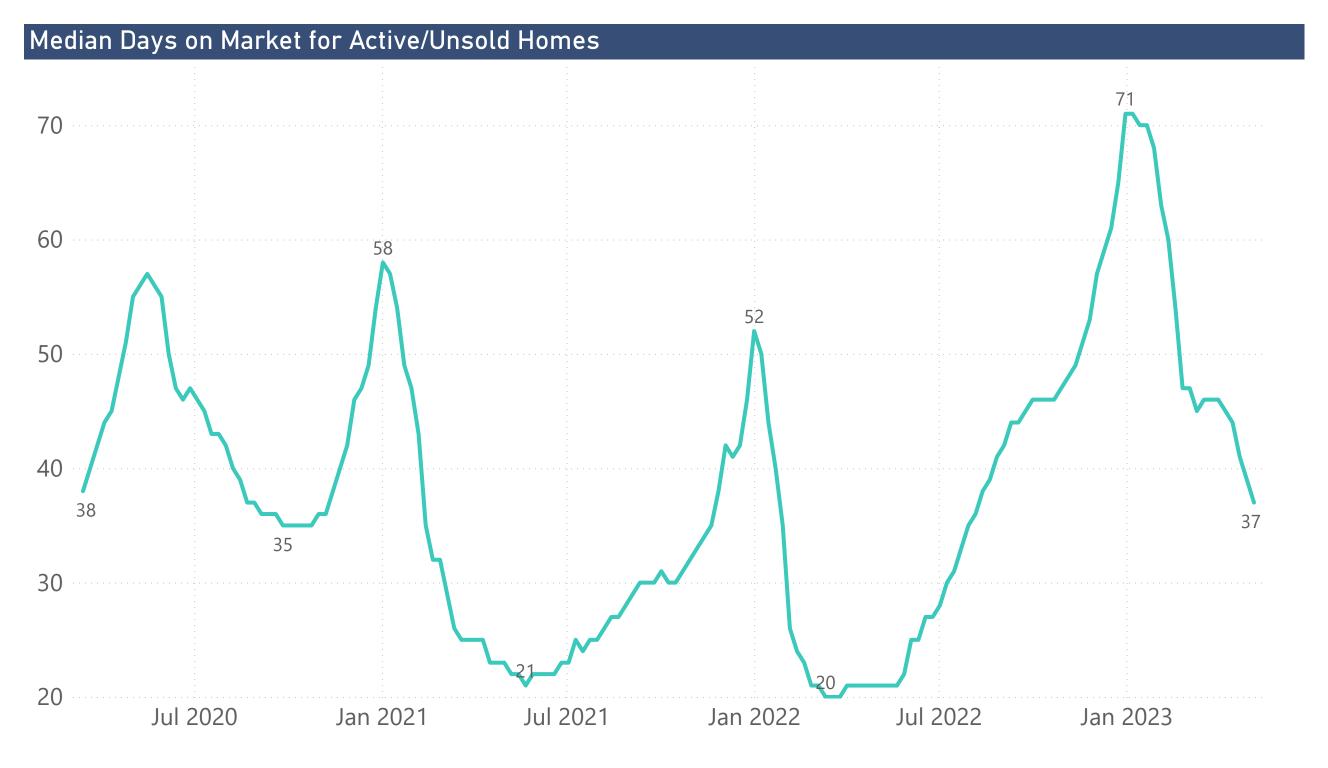








### Median Days on Market for Closed Sales (Month-to-Date for Current Month) ● < \$200K ● \$200-\$399K ● \$400-\$599K ● \$600-\$799K ● \$800-\$999K ● \$1-\$1.99M ● \$2-\$2.99M ● \$3-\$4.99M ● \$5M + 101 100 88 80 67 62 60 50 40 3.7 25 26 20 22 14 15 15 17 10 9 10 11 11 11 11 11 10 10 10 Jul 2020 Jul 2021 Jan 2021 Jan 2022 Jul 2022 Jan 2023







# May 2023



### California Latest Market Data

### How the market is doing



\*Daily Average for week ending May 6, 2023

453

Closed Sales per day\*

277

Pending Sales or per day\*

224

New Listings per day\*



% change indicates change from last week



## What REALTORS® are saying



2.0%



1.0%



-4.4%

41.4%

39.4%

36.6%

Closed a sale

**Entered escrow** 

Listed a property

% change indicates change from last month

## What REALTORS® think will happen



3.0%

15.6%

-3.1%

57.3%

43.0%

61.9%

Sales will be up

Prices will be up

Listings will be up

% change indicates change from last month

Source: California Association of REALTORS®