

California Weekly MLS/Market Update

Presented by:
The Research & Economic Team at the
California Association of REALTORS®
research@car.org

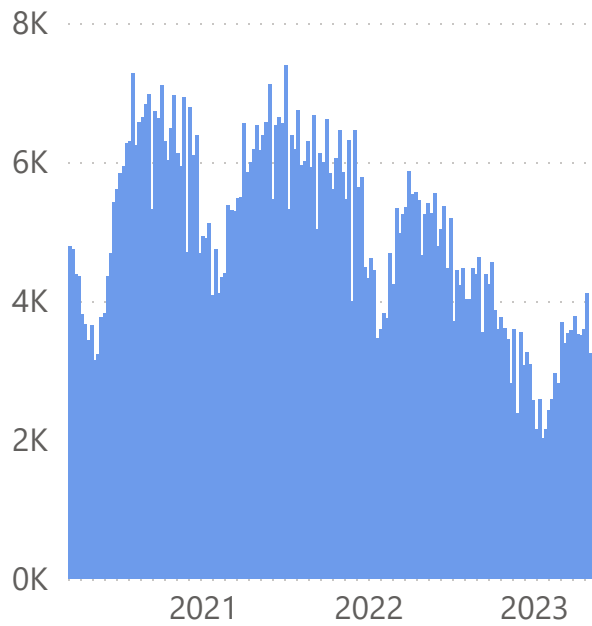




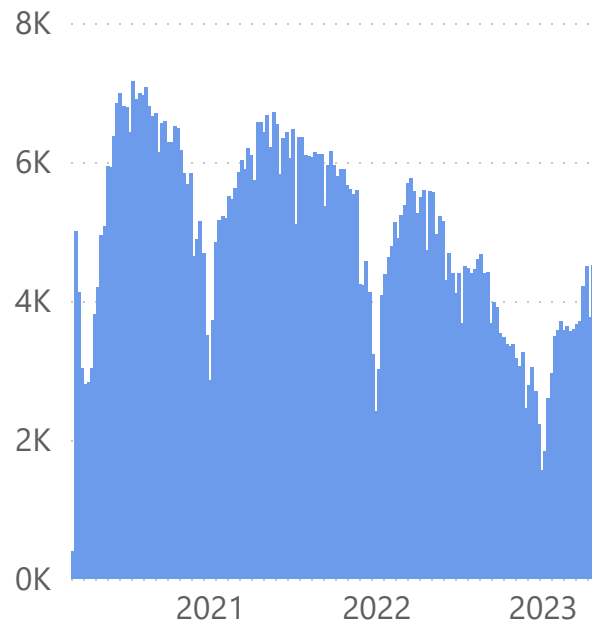
**Weekly Housing
Market Overview**



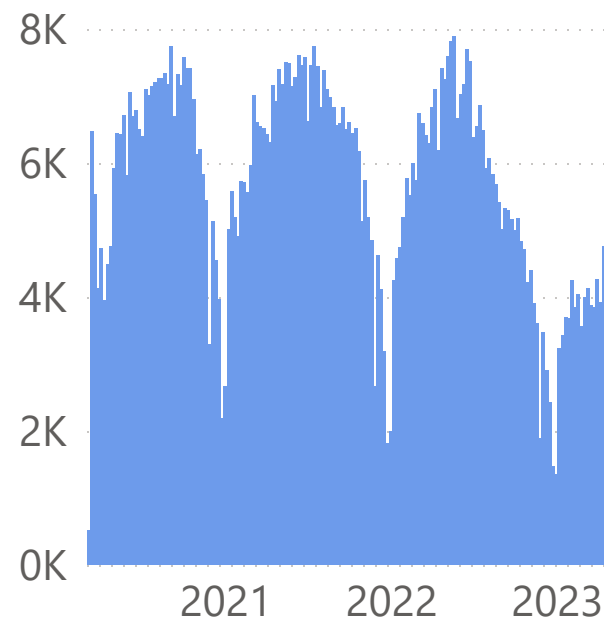
Closed Sales



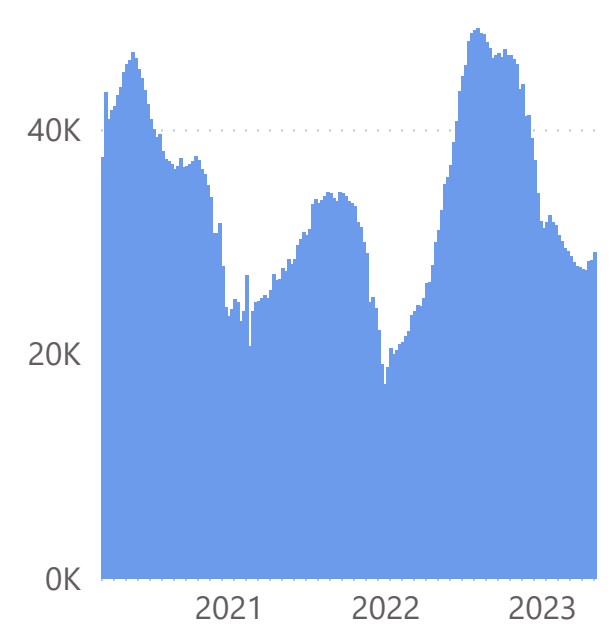
Pending Sales



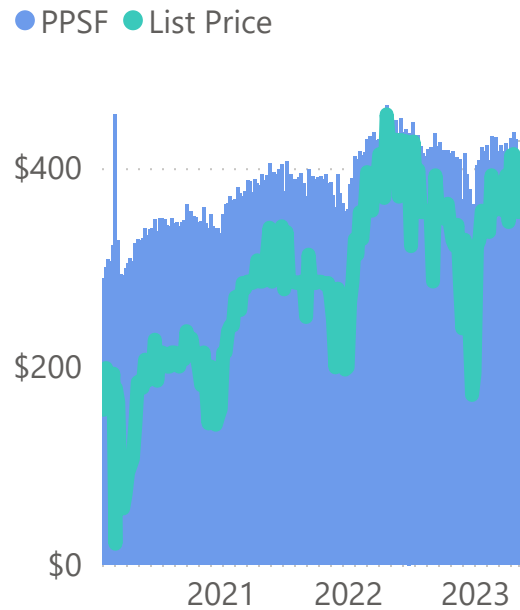
New Listings



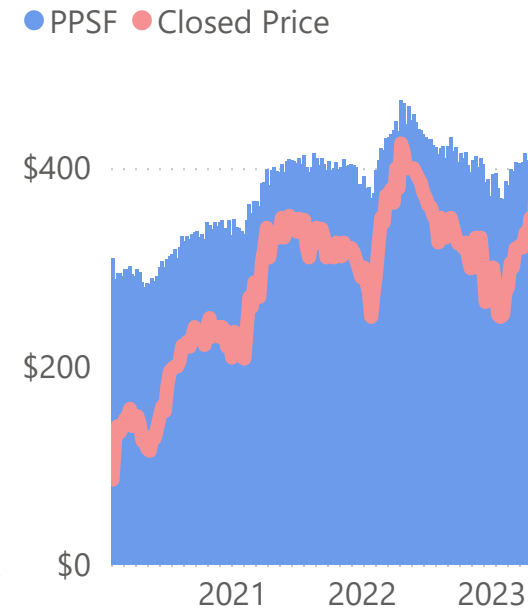
Active Listings



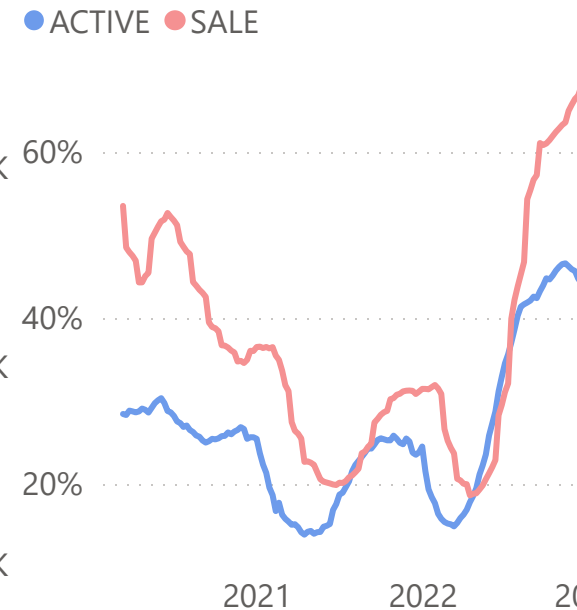
Median Listing Prices



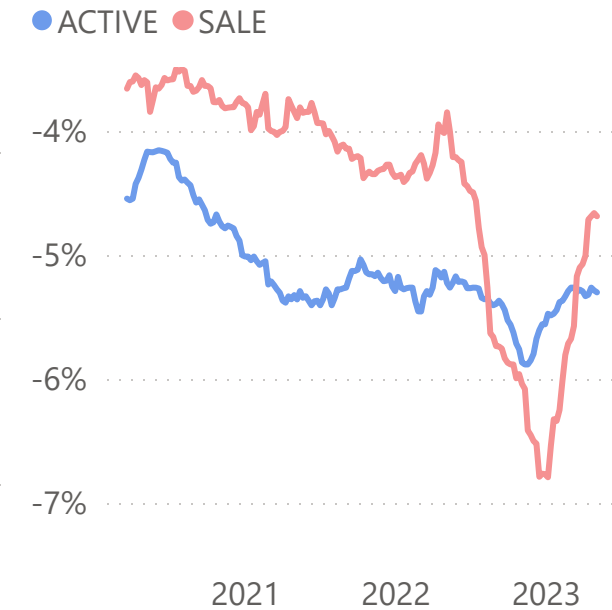
Median Closed Prices



% of Homes Discounted



Median Discount %



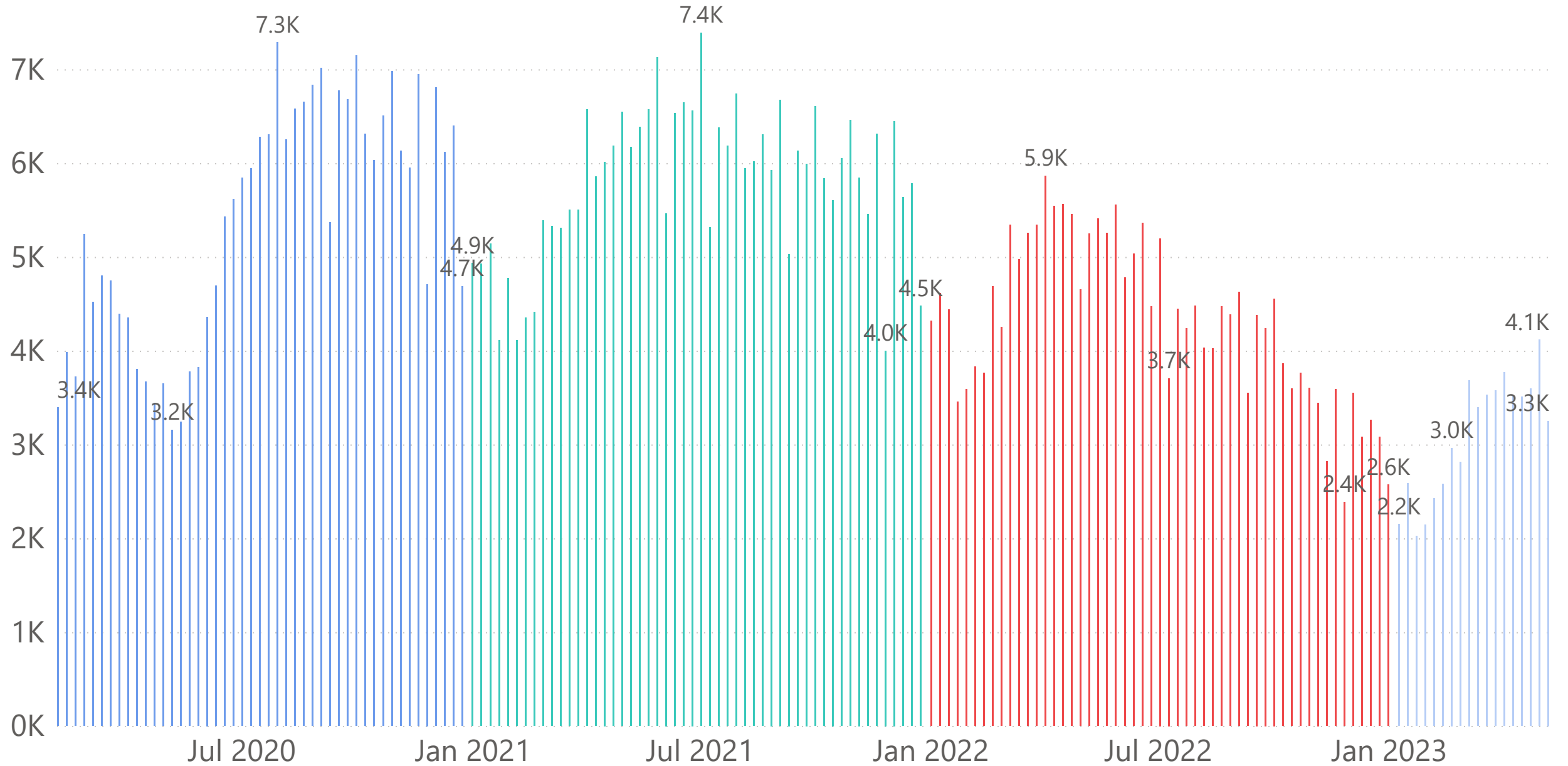


Existing SFR
Closed Sales



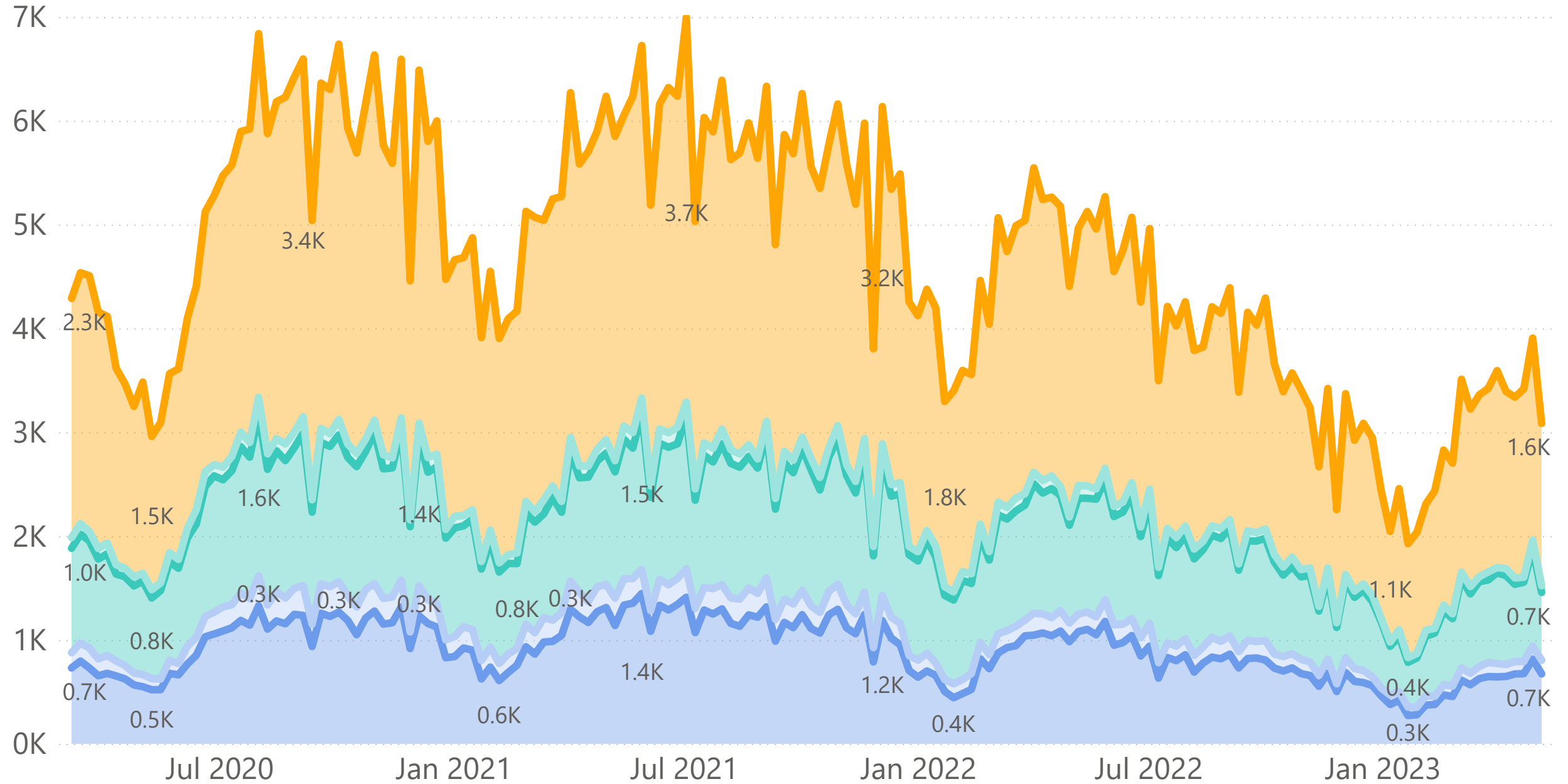
Existing SFR Closed Sales Weekly

Year ● 2020 ● 2021 ● 2022 ● 2023



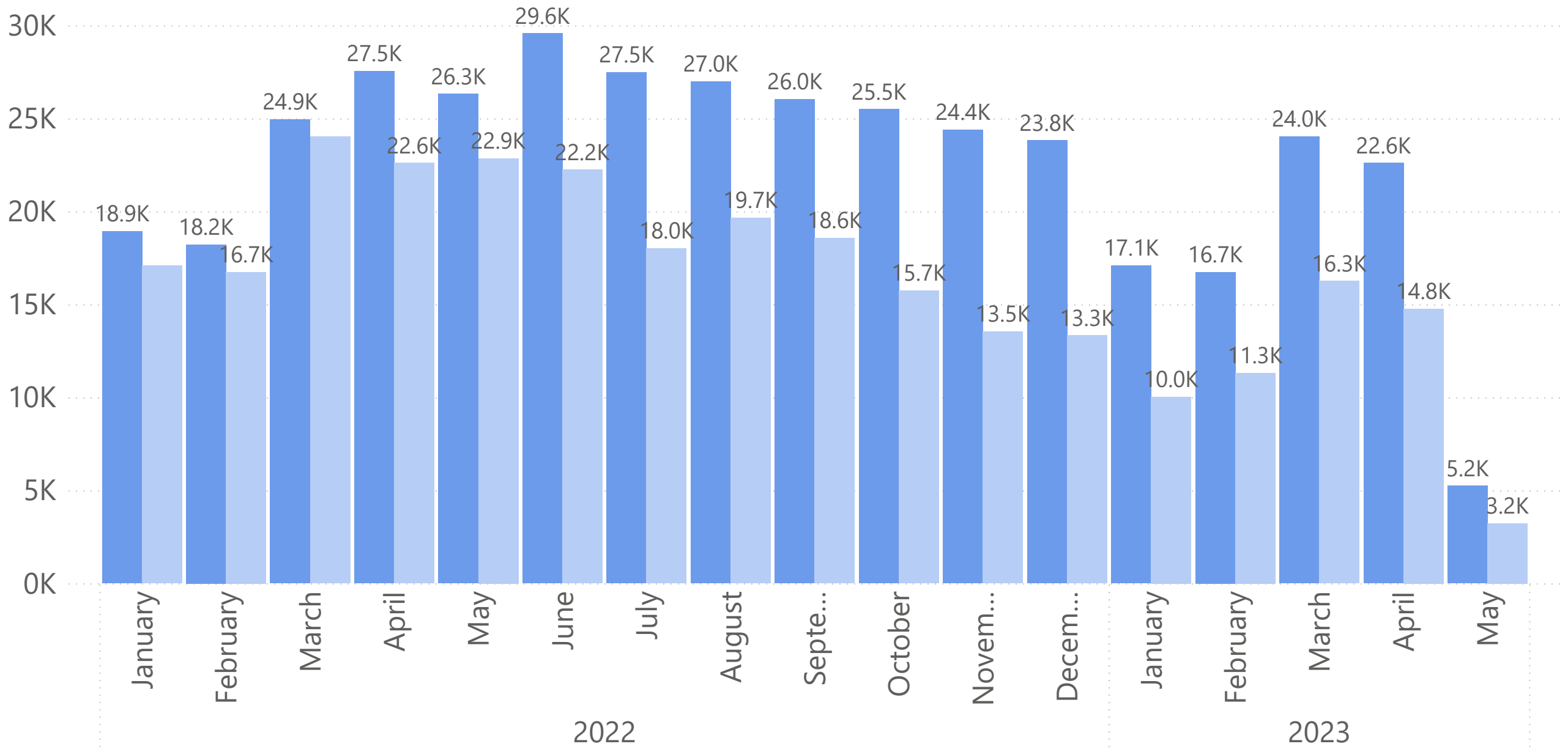
Existing SFR Closed Sales by Region

— Bay Area — Central Coast — Central Valley — Far North — SoCal

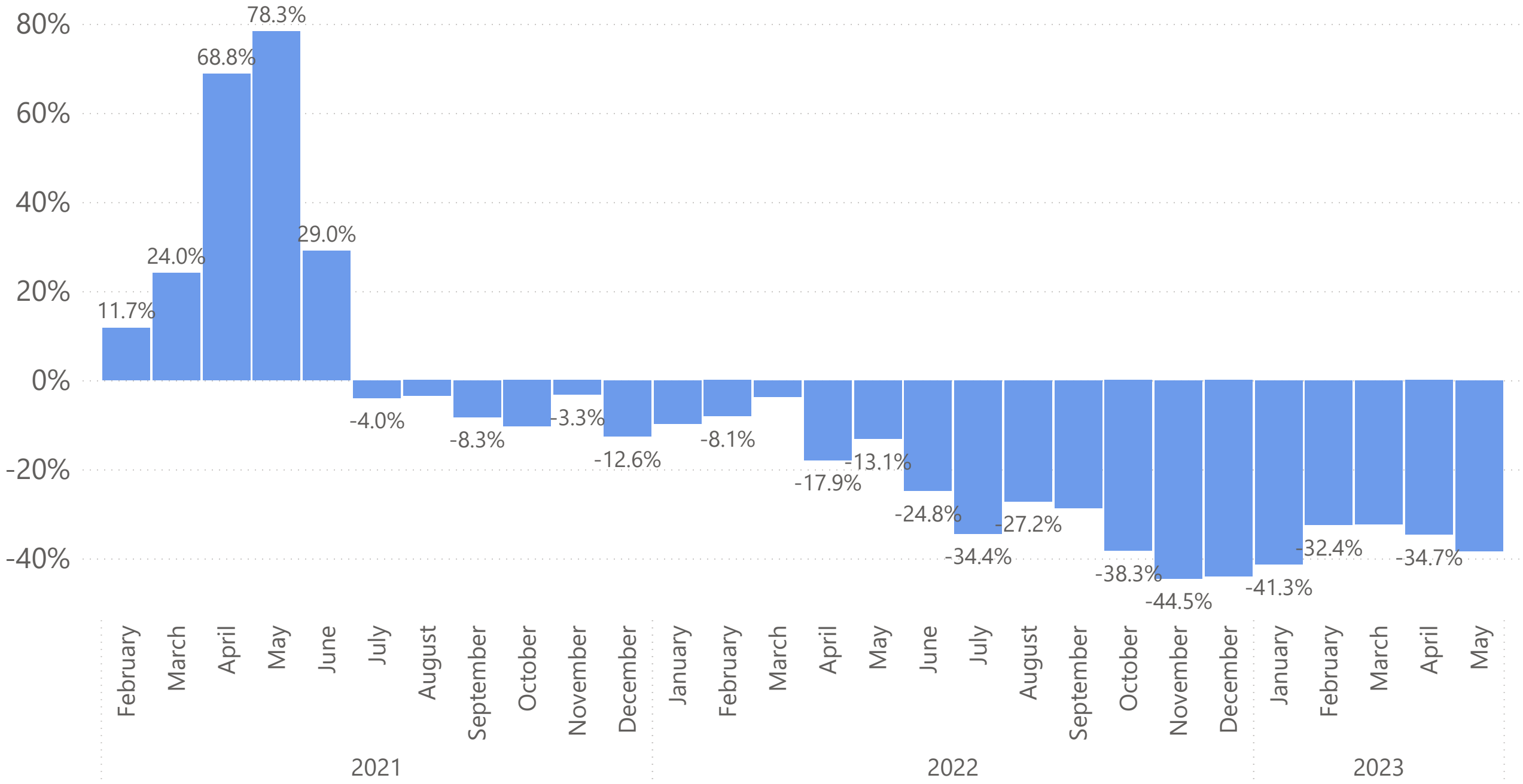


Existing SFR Closed Sales This Year vs. Last Year (Month-to-Date for Current Month)

● Previous Year Sales ● Current Year Sales

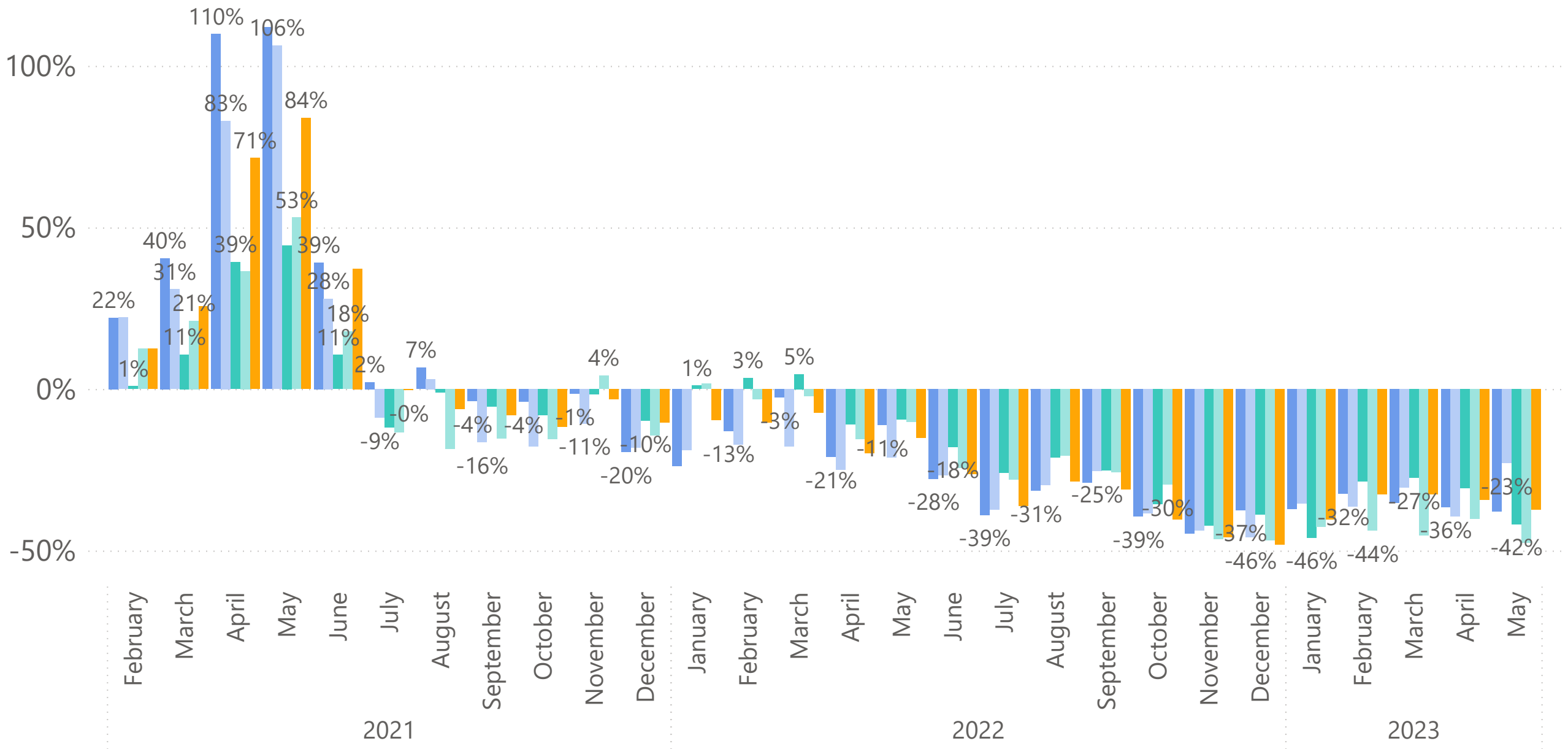


Year-to-Year Existing SFR Closed Sales Growth (Month-to-Date for Current Month)



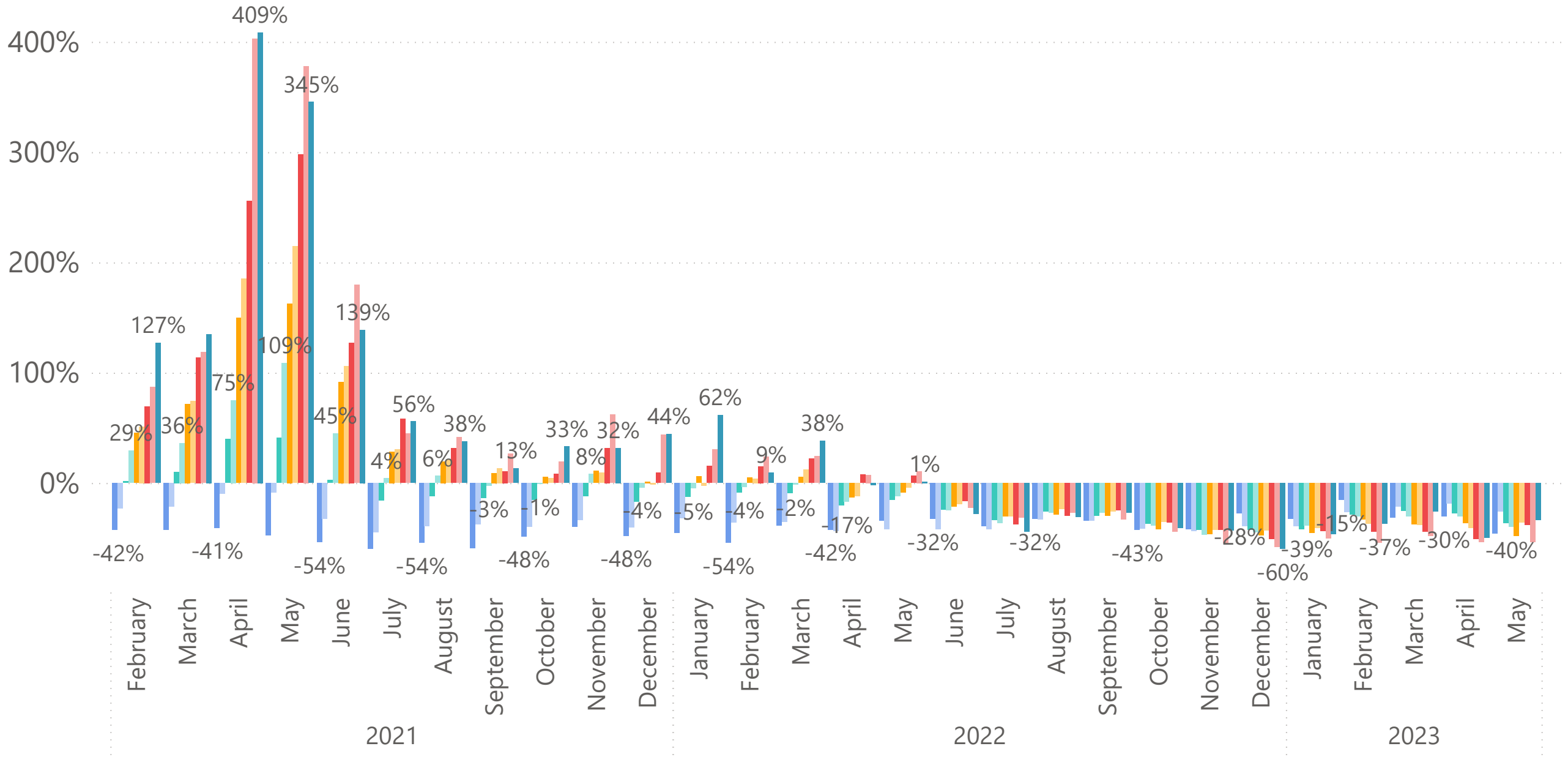
Year-to-Year Existing SFR Closed Sales Growth (Month-to-Date for Current Month)

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



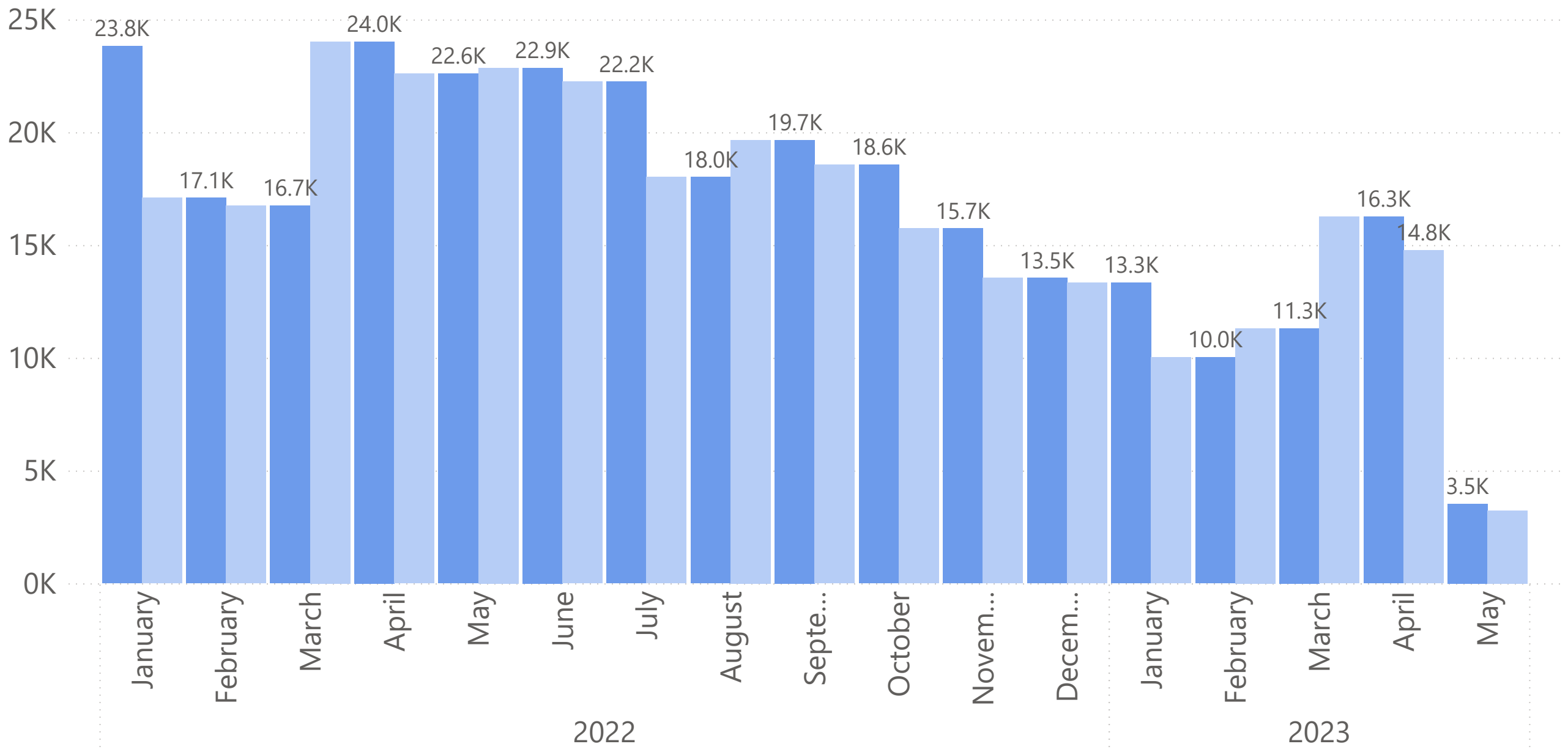
Year-to-Year Existing SFR Closed Sales Growth (Month-to-Date for Current Month)

- < \$200K
- \$200-\$399K
- \$400-\$599K
- \$600-\$799K
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- \$2-\$2.99M
- \$3-\$4.99M
- \$5M +

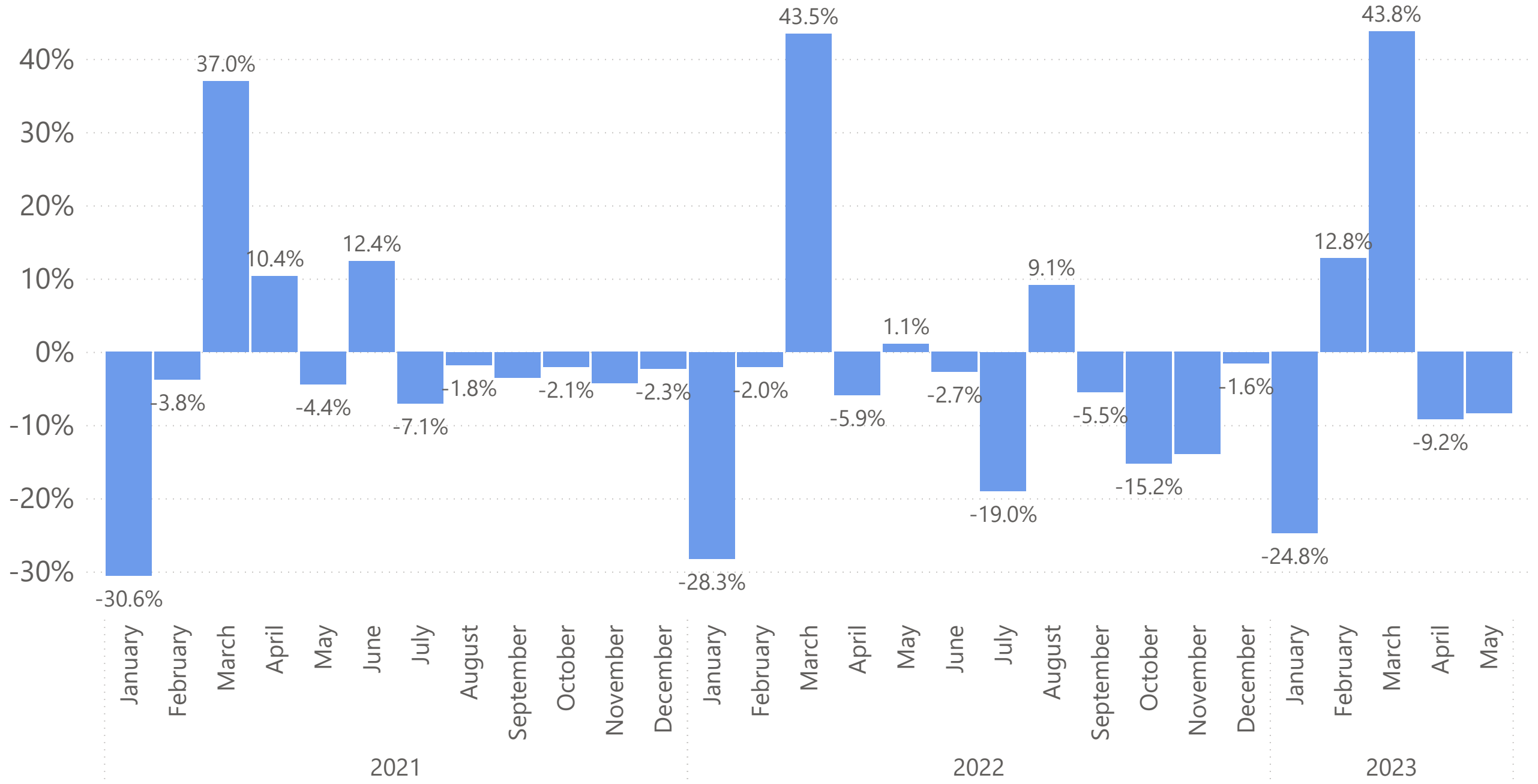


Existing SFR Closed Sales This Month vs. Previous Month (Month-to-Date for Current Month)

● Previous Month Sales ● Current Month Sales

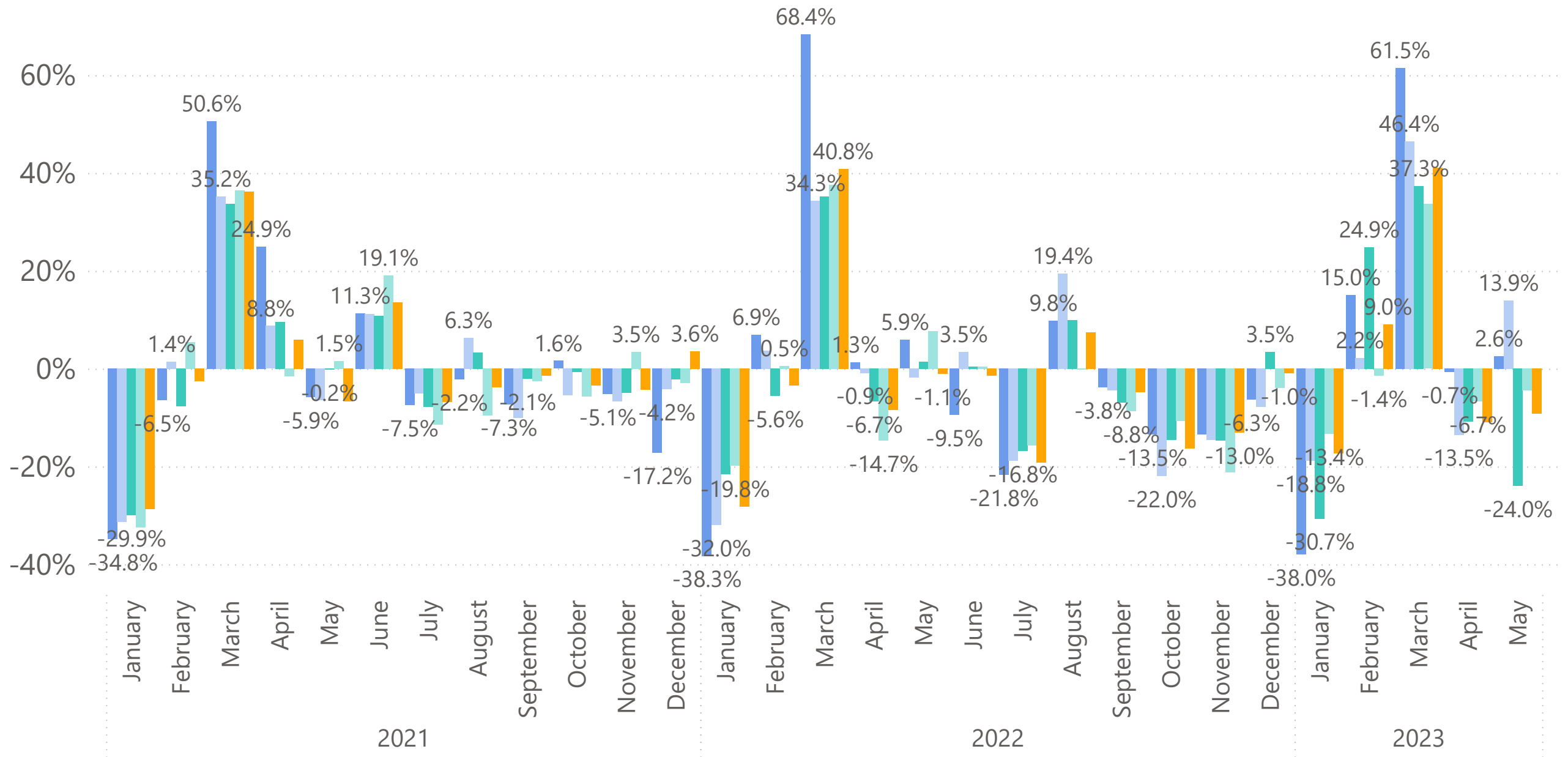


Month-to-Month Existing SFR Closed Sales Growth (Month-to-Date for Current Month)



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

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



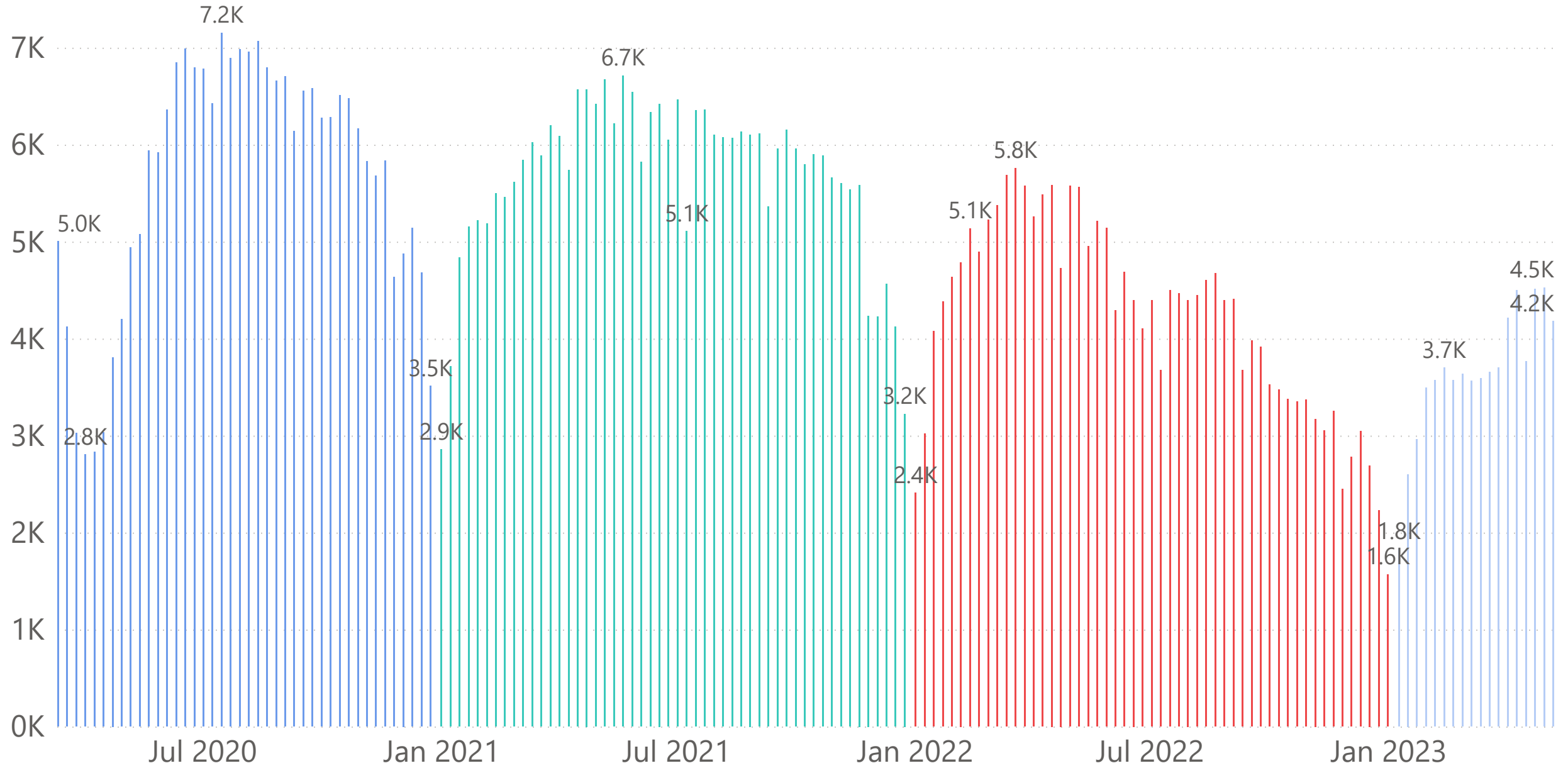


Existing SFR
Pending Sales



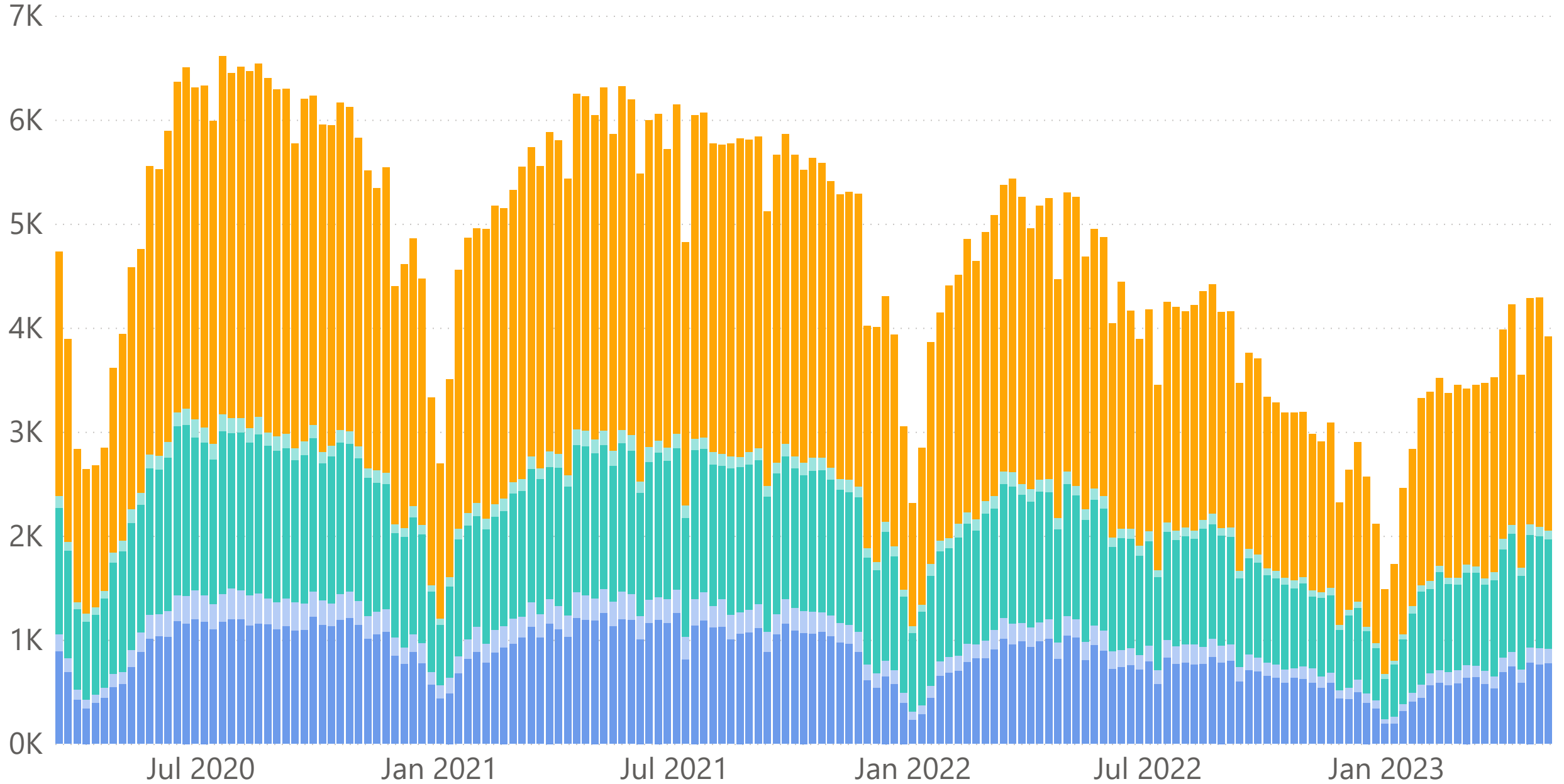
Existing SFR Pending Sales

Year ● 2020 ● 2021 ● 2022 ● 2023



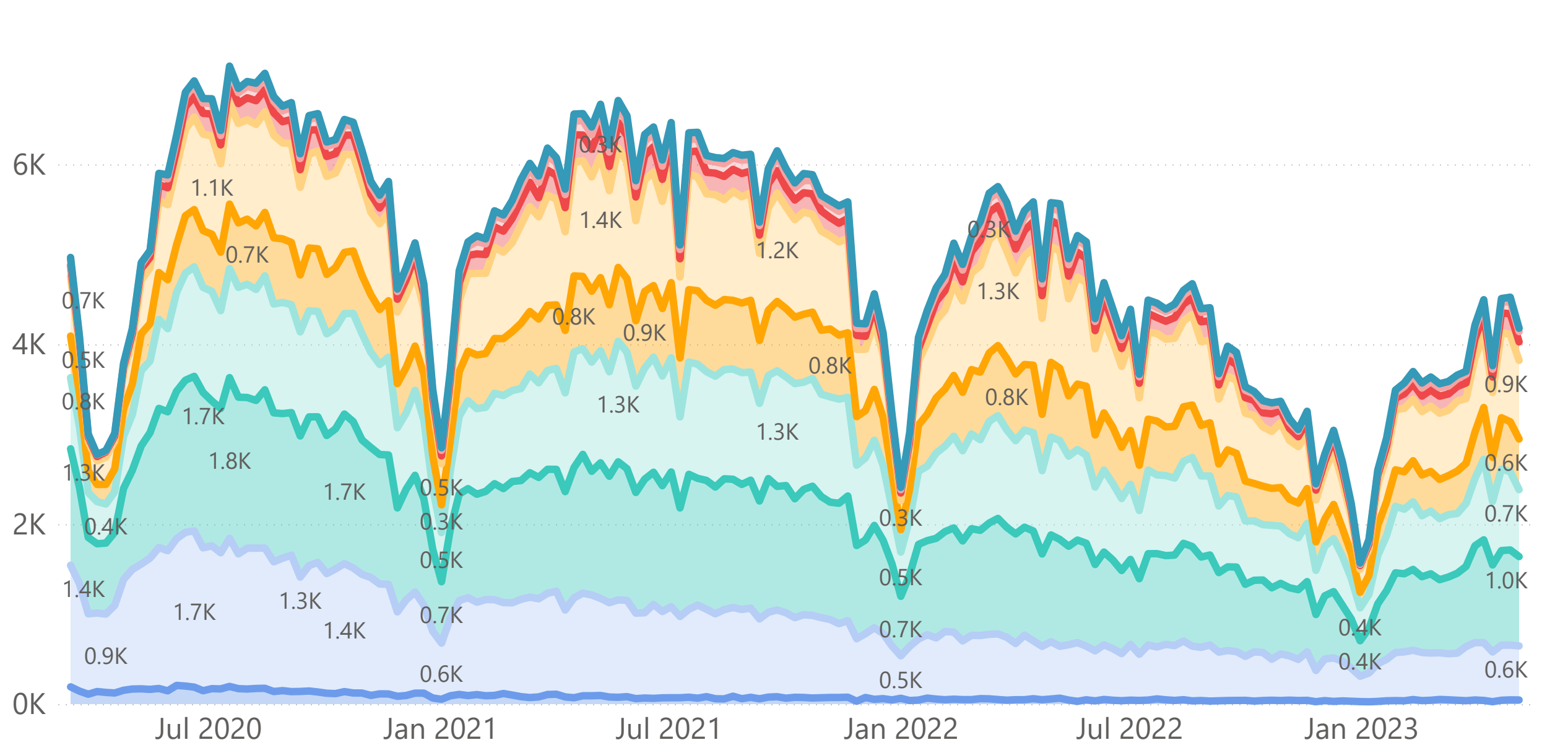
Existing SFR Pending Sales by Region

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



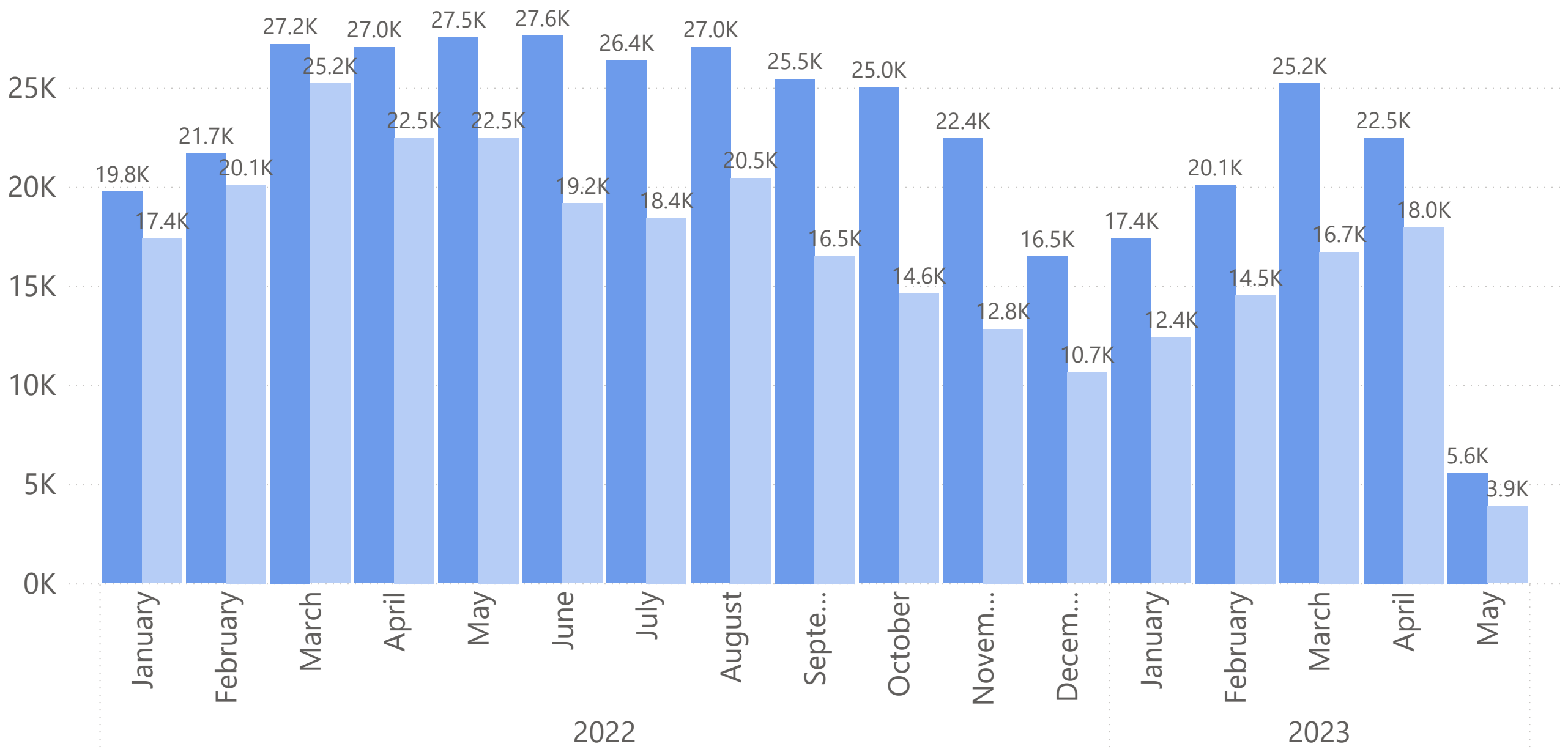
Existing SFR Pending Sales by Price Segment

- < \$200K
- \$200-\$399K
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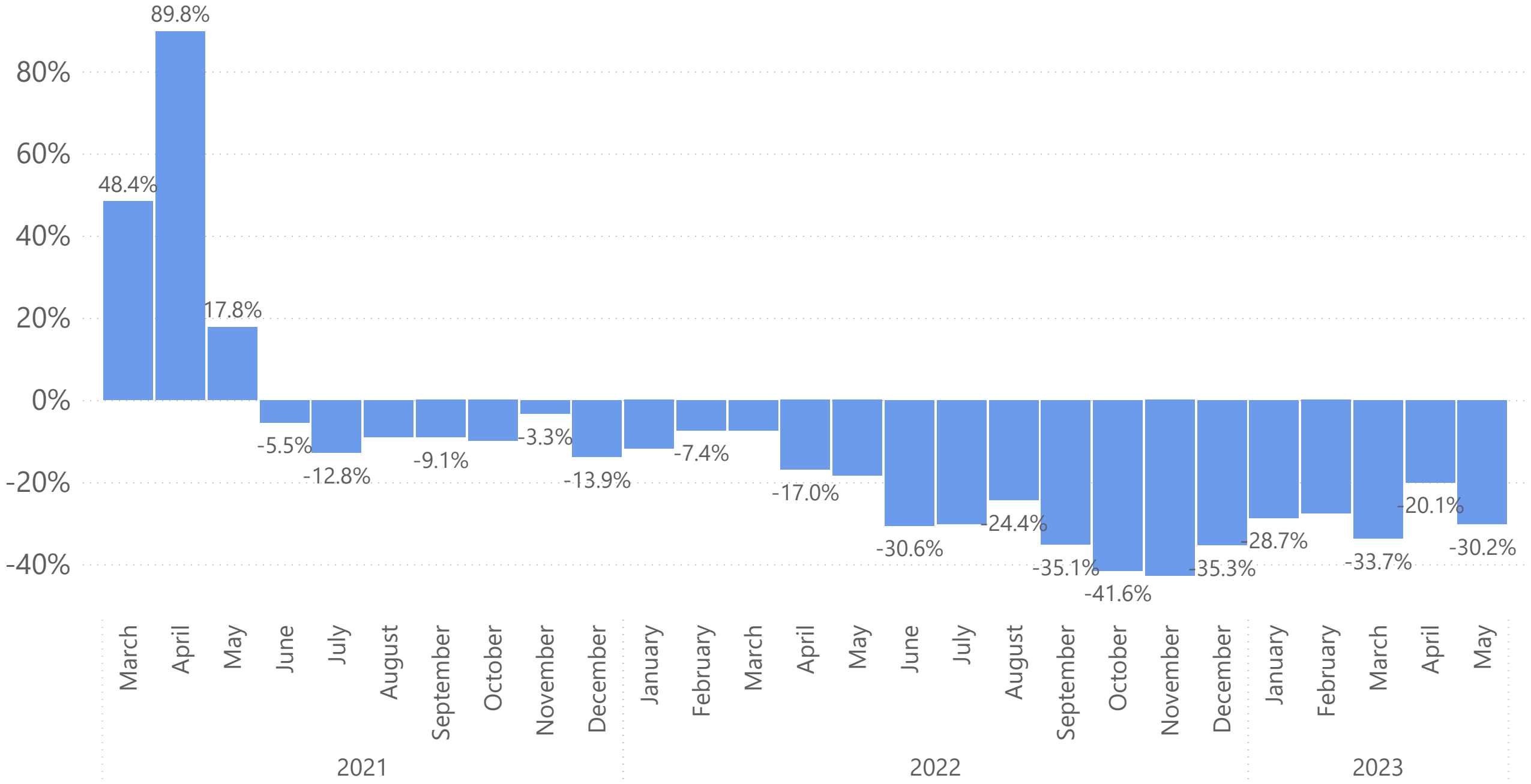


Existing SFR Pending Sales This Year vs. Last Year (Month-to-Date for Current Month)

● Previous Year Pending ● Pending MTD

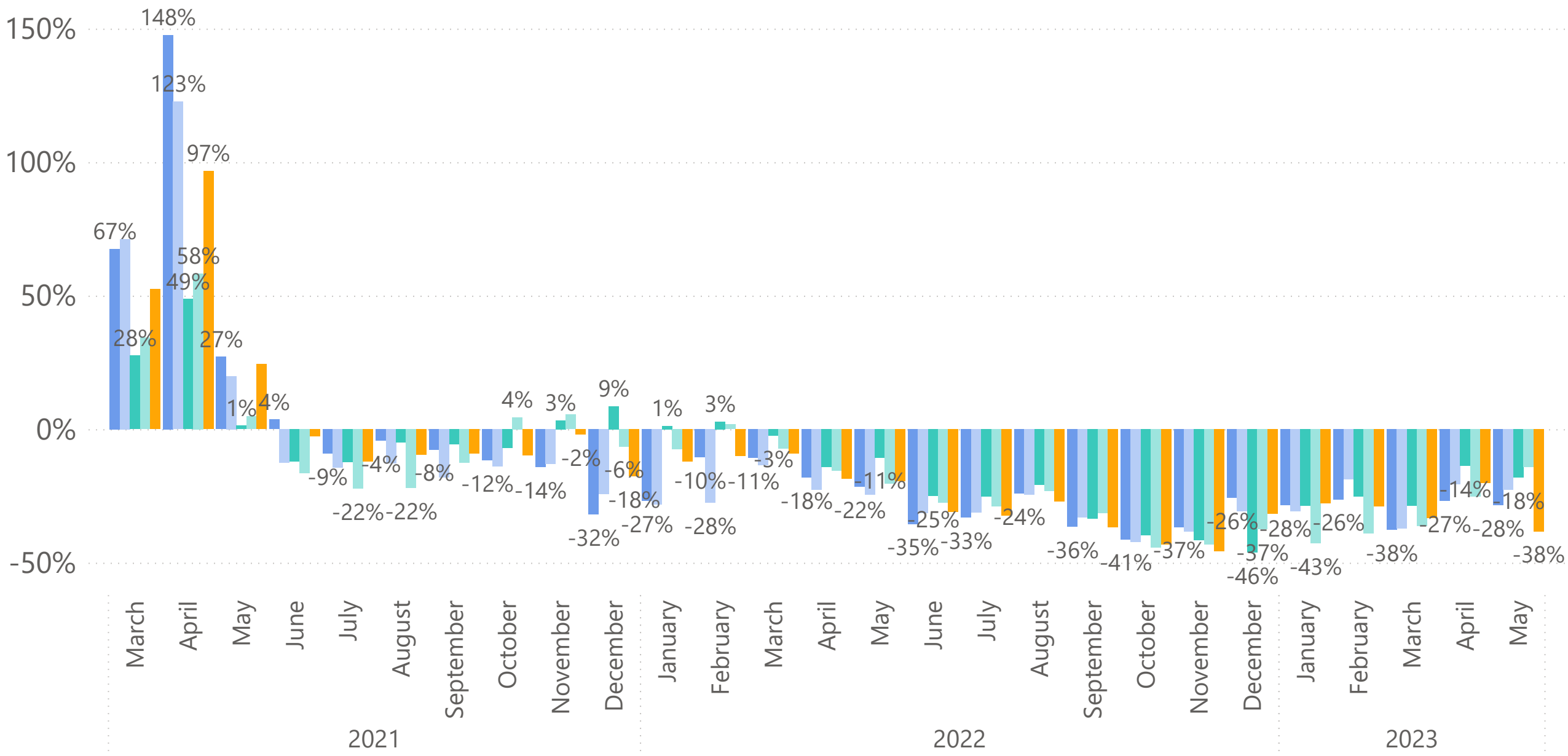


Year-to-Year Existing SFR Pending Sales Growth (Month-to-Date for Current Month)



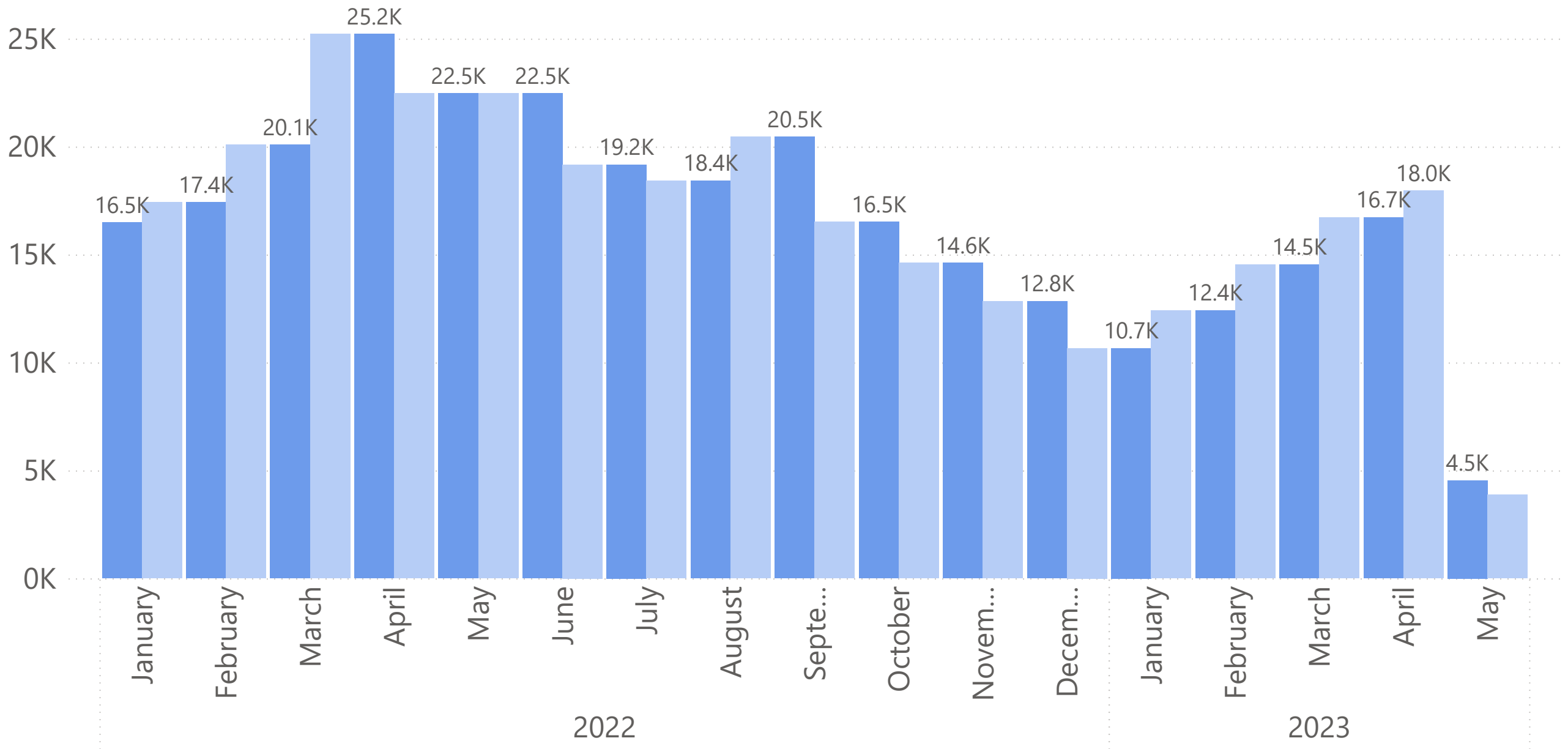
Year-to-Year Existing SFR Pending Sales Growth (Month-to-Date for Current Month)

● Bay Area
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 ● SoCal

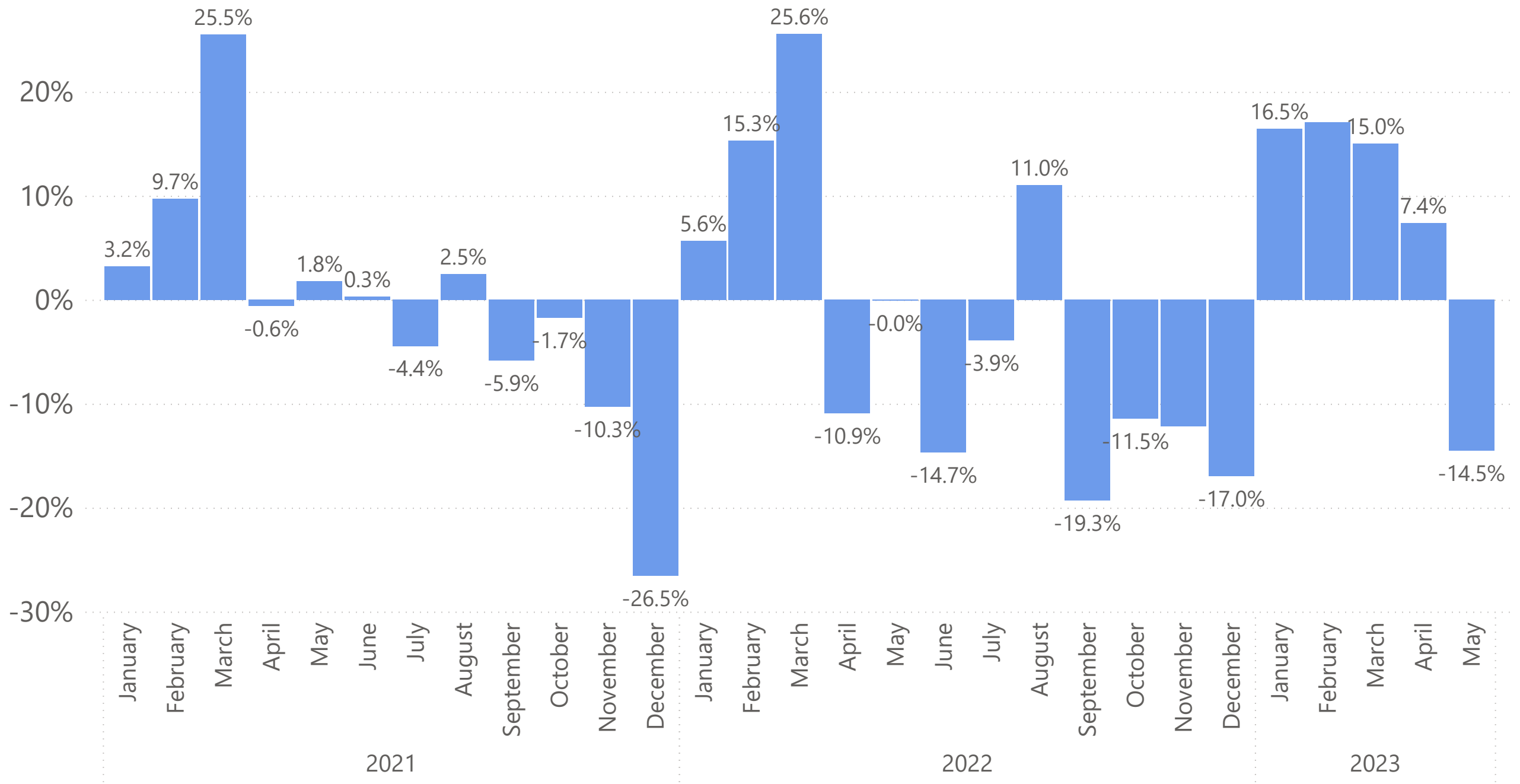


Existing SFR Pending Sales This Month vs. Previous Month (Month-to-Date for Current Month)

● Previous Month Pending ● Pending MTD

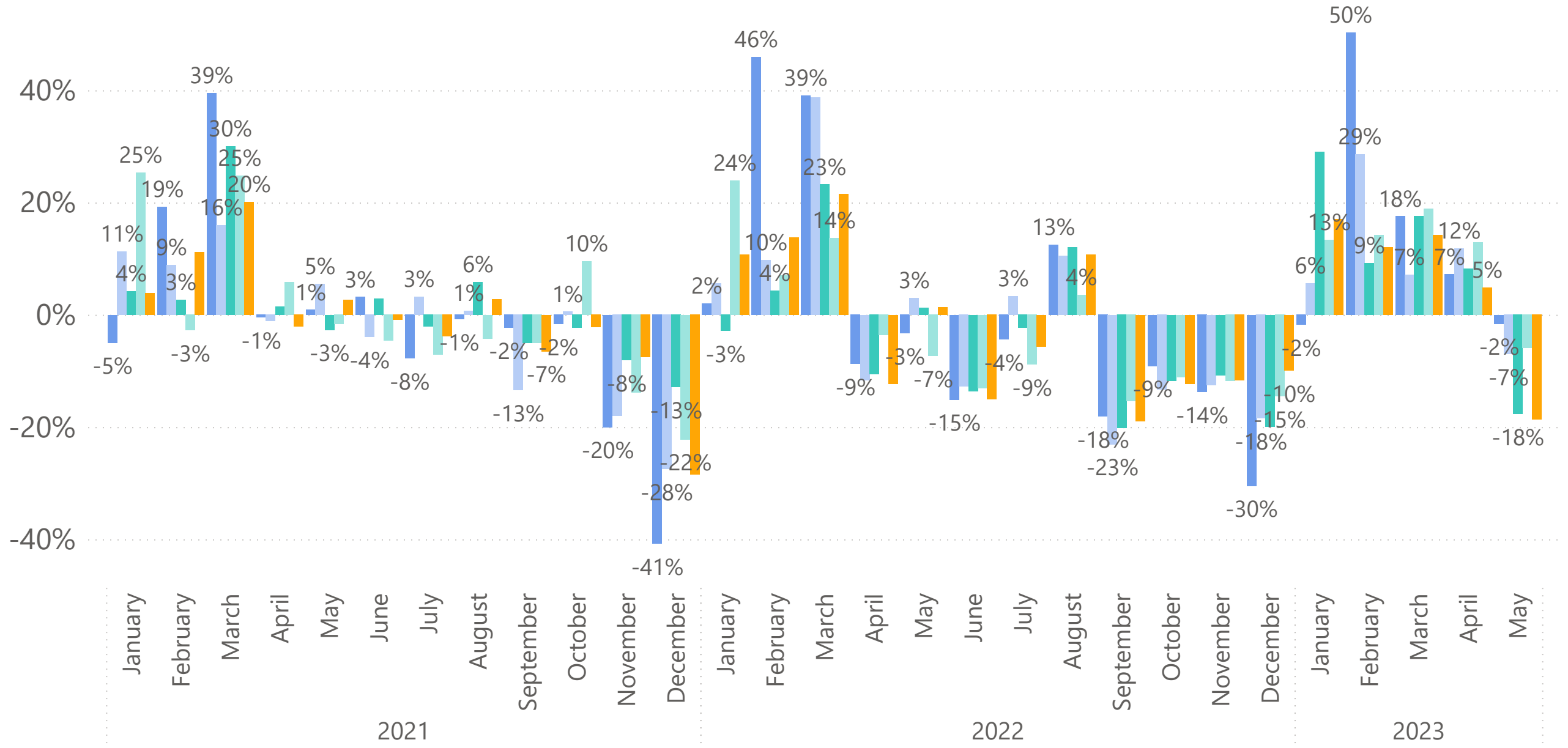


Month-to-Month Existing SFR Pending Sales Growth (Month-to-Date for Current Month)



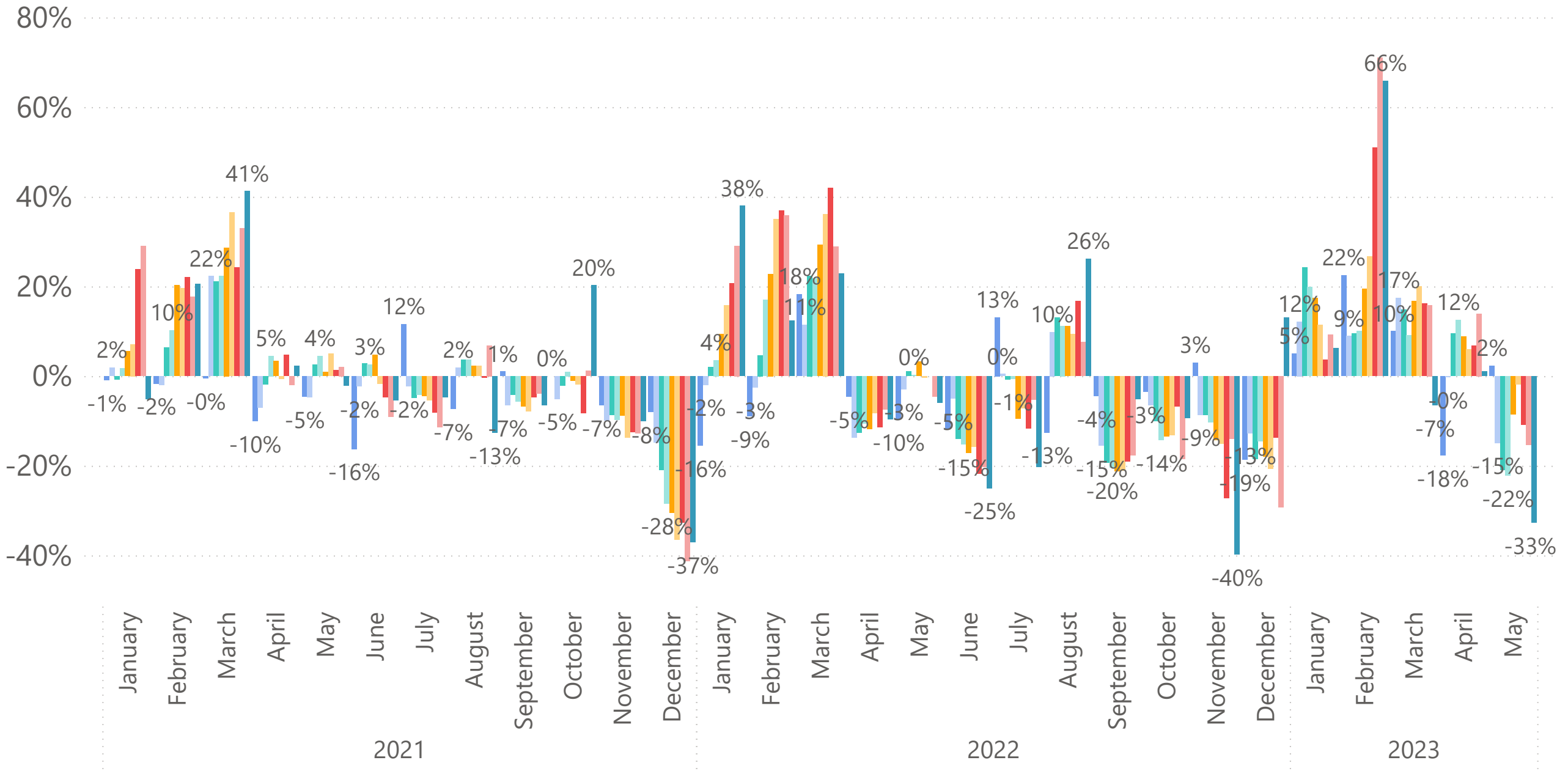
Month-to-Month Existing SFR Pending Sales Growth (Month-to-Date for Current Month)

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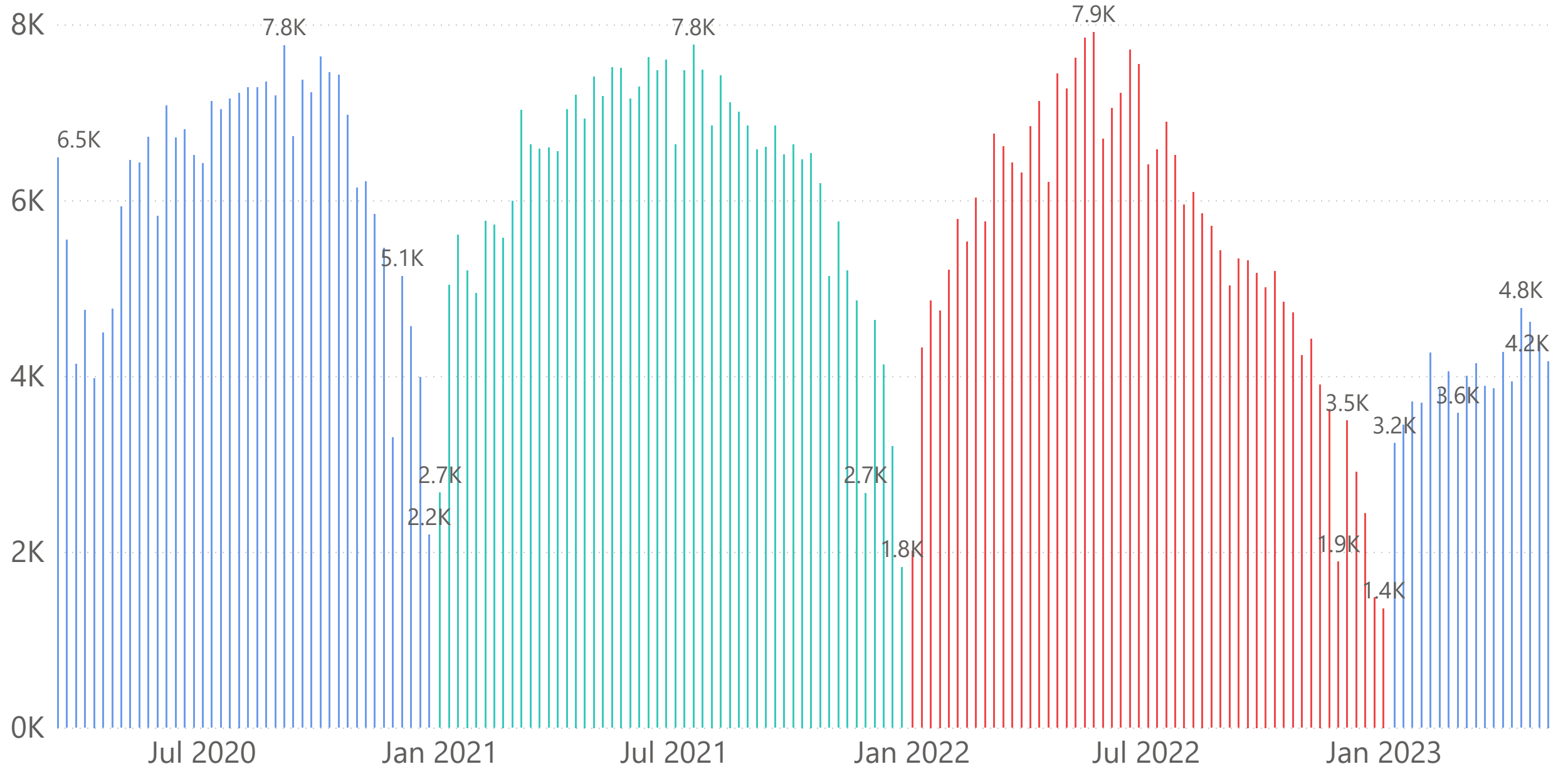


New Listings
Added to MLS



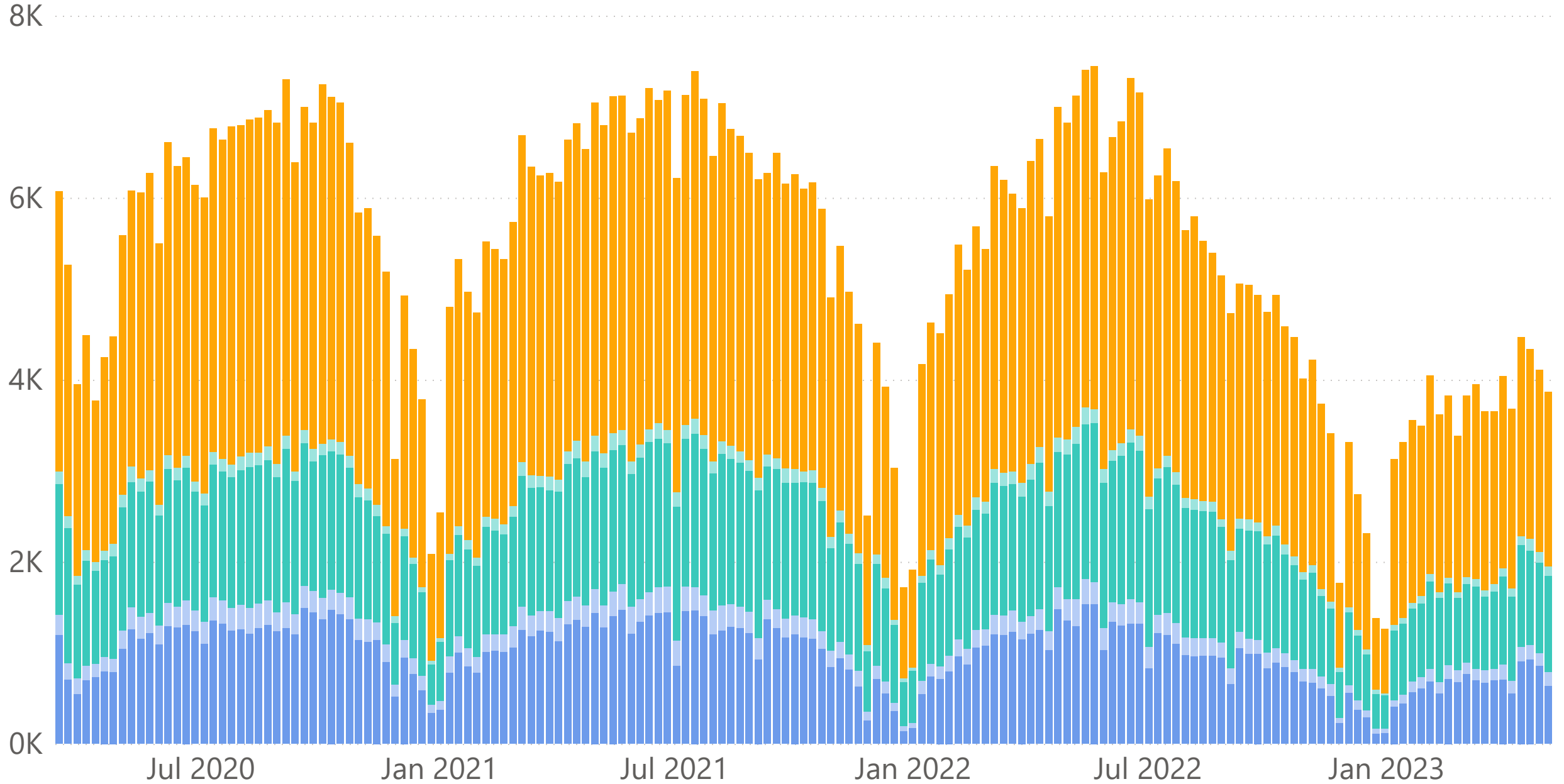
New Existing SFR Listings Added to MLSs

Year ● 2020 ● 2021 ● 2022 ● 2023



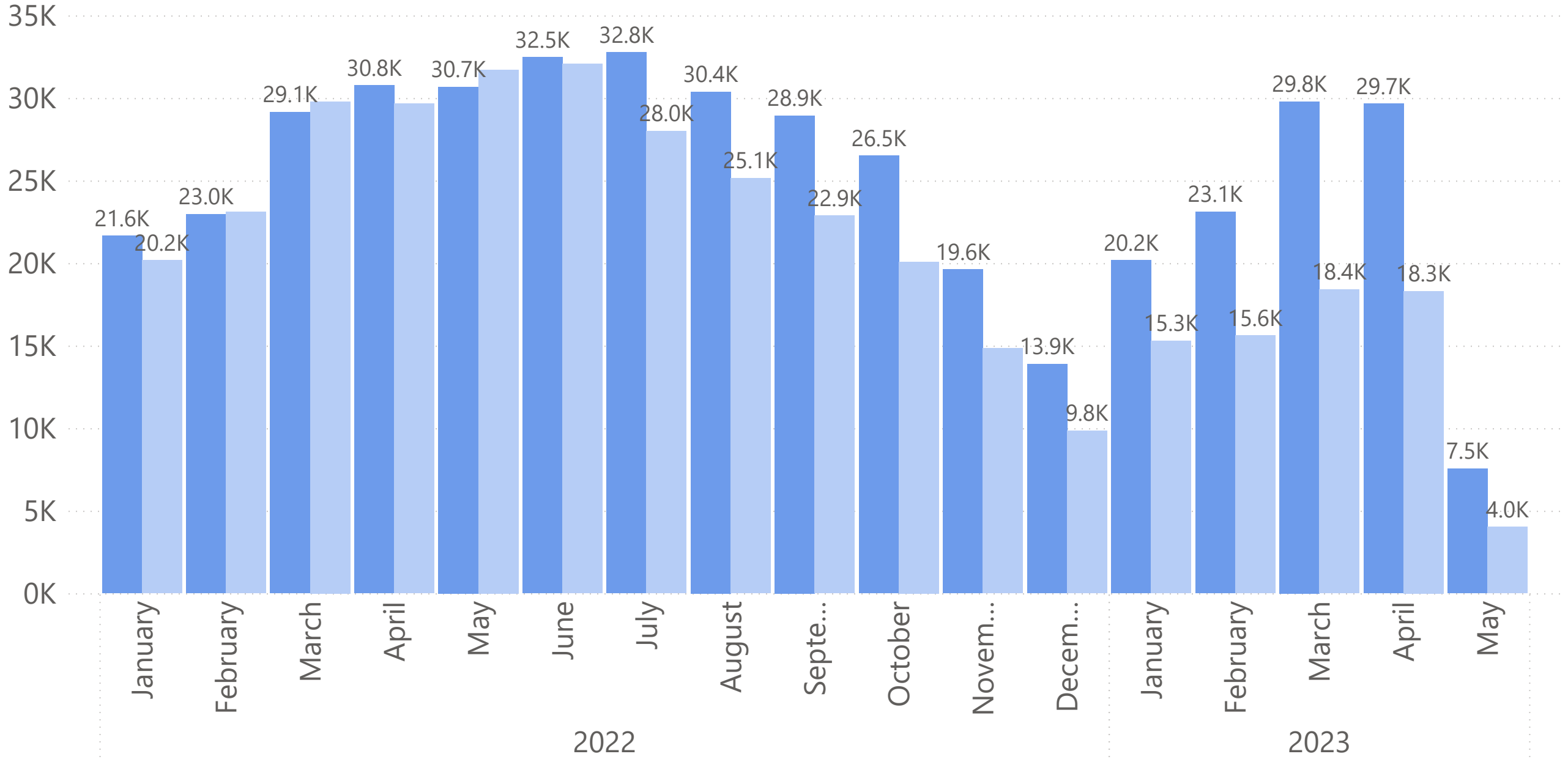
New Existing SFR Listings by Region

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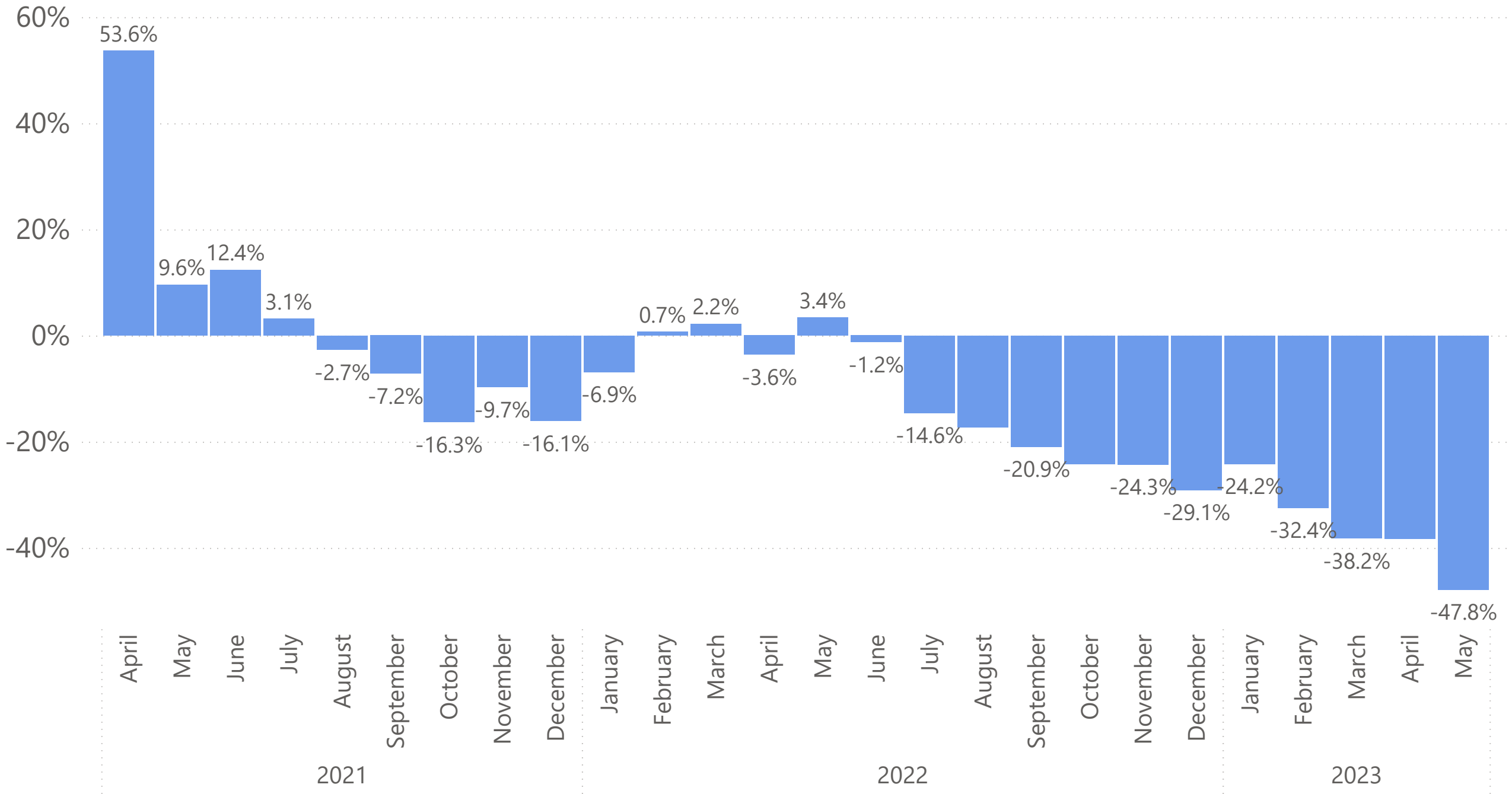


Existing SFR New Listings This Year vs. Last Year (Month-to-Date for Current Month)

● Previous Year New Listings ● Current Year Listings

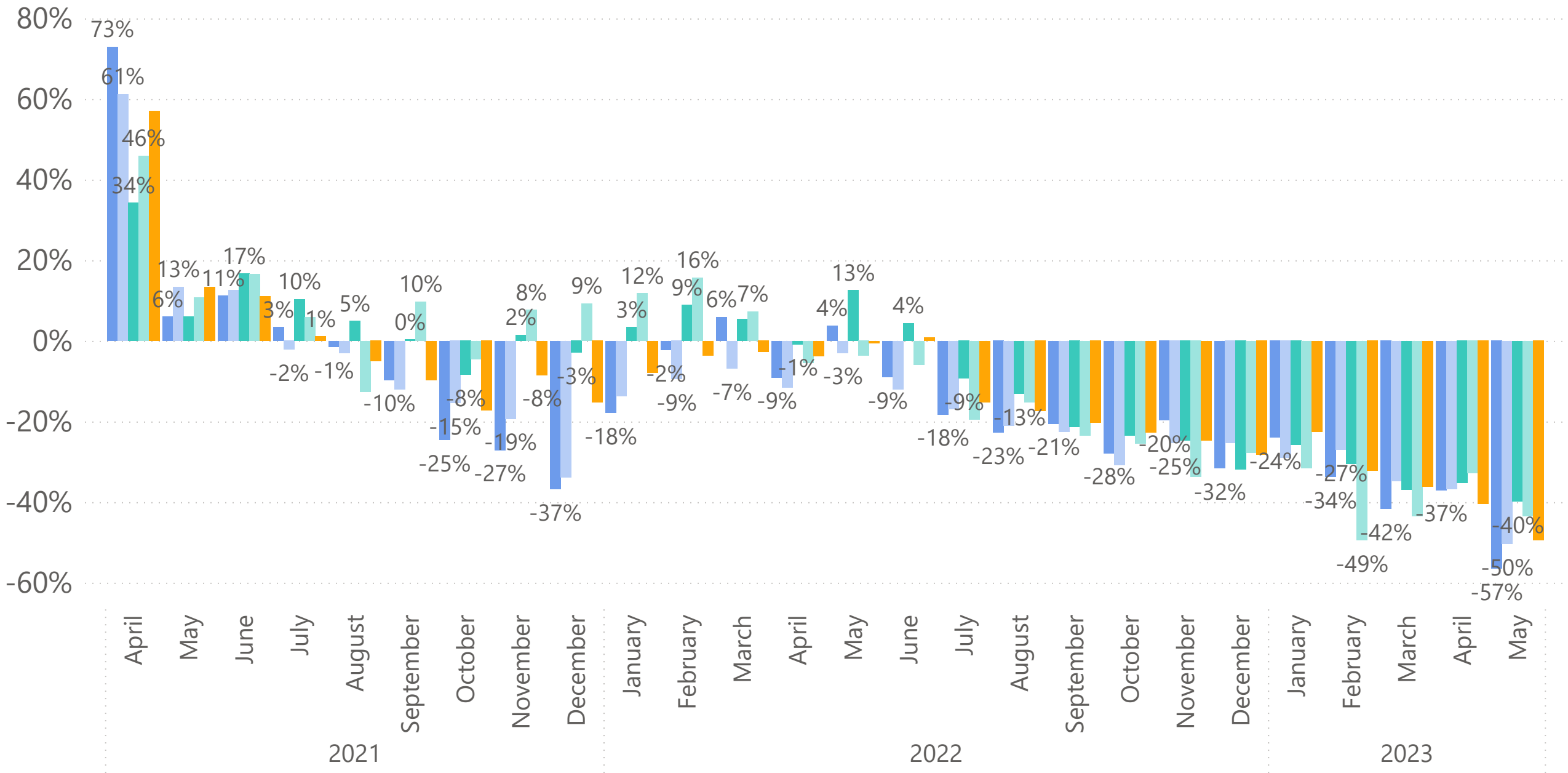


Year-to-Year Existing SFR New Listings Growth (Month-to-Date for Current Month)



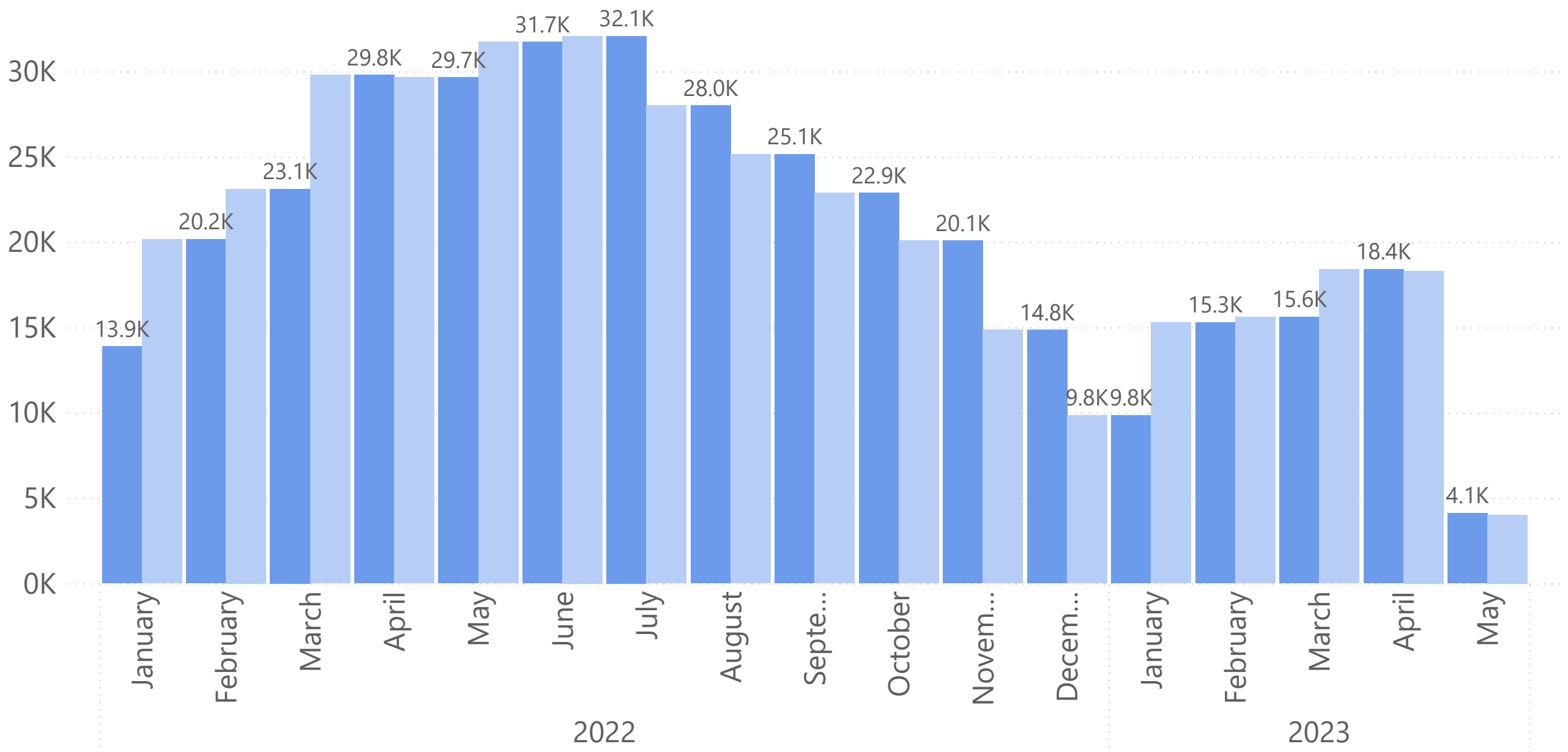
Year-to-Year Existing SFR New Listings Growth (Month-to-Date for Current Month)

● Bay Area
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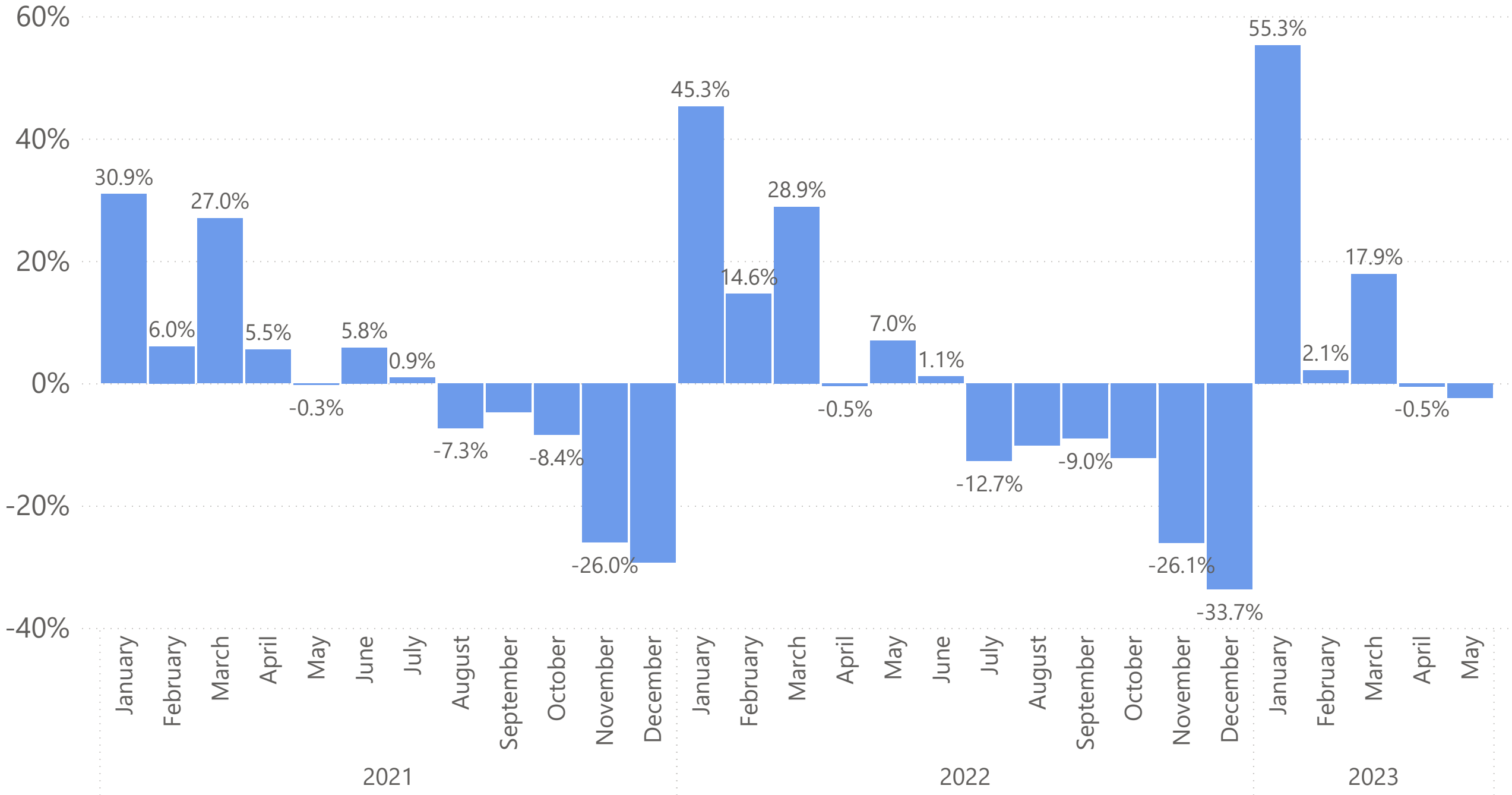


Existing SFR New Listings This Month vs. Previous Month (Month-to-Date for Current Month)

● Previous Month New Listings ● New Listings MTD

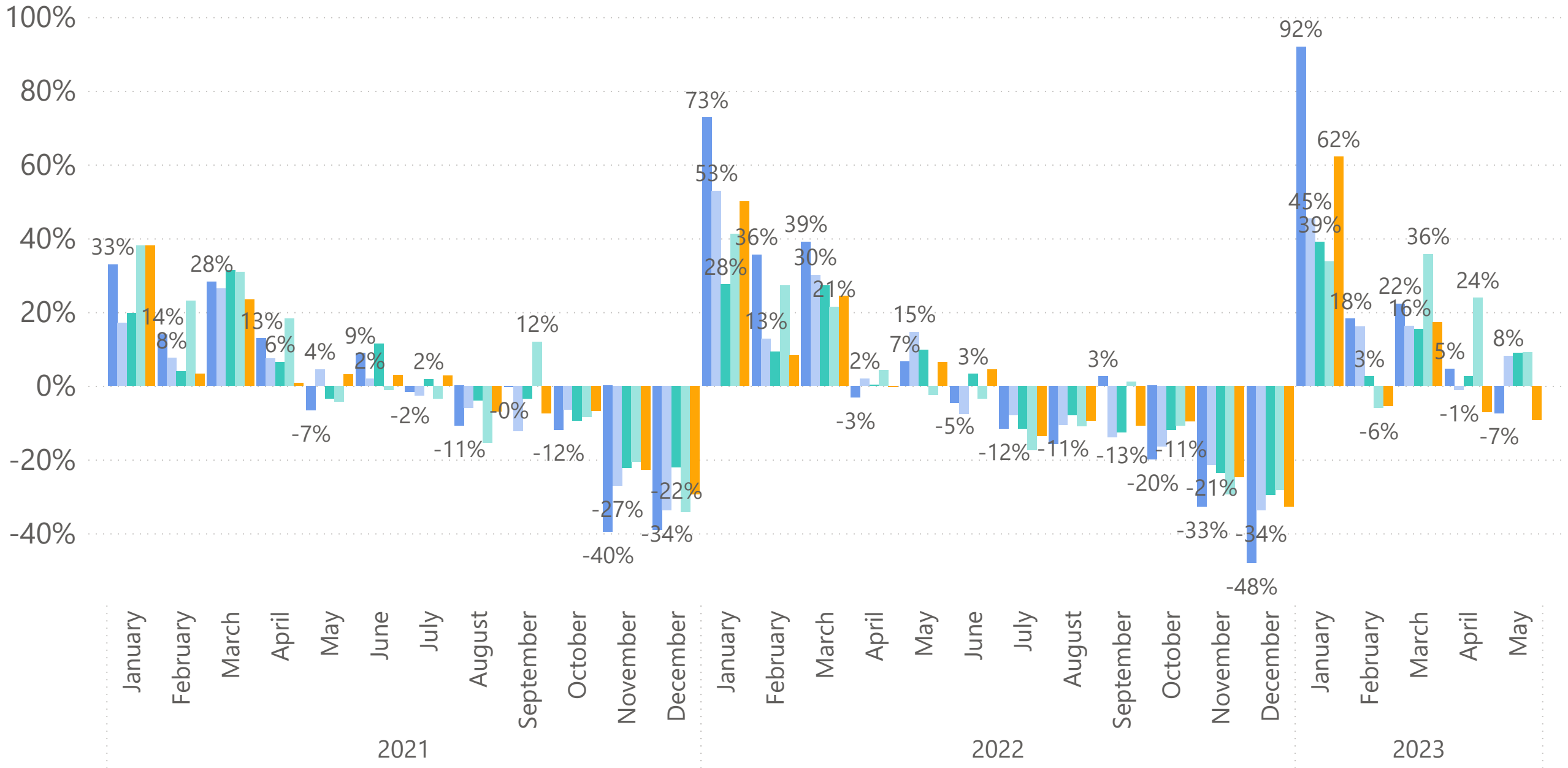


Month-to-Month Existing SFR New Listings Growth (Month-to-Date for Current Month)



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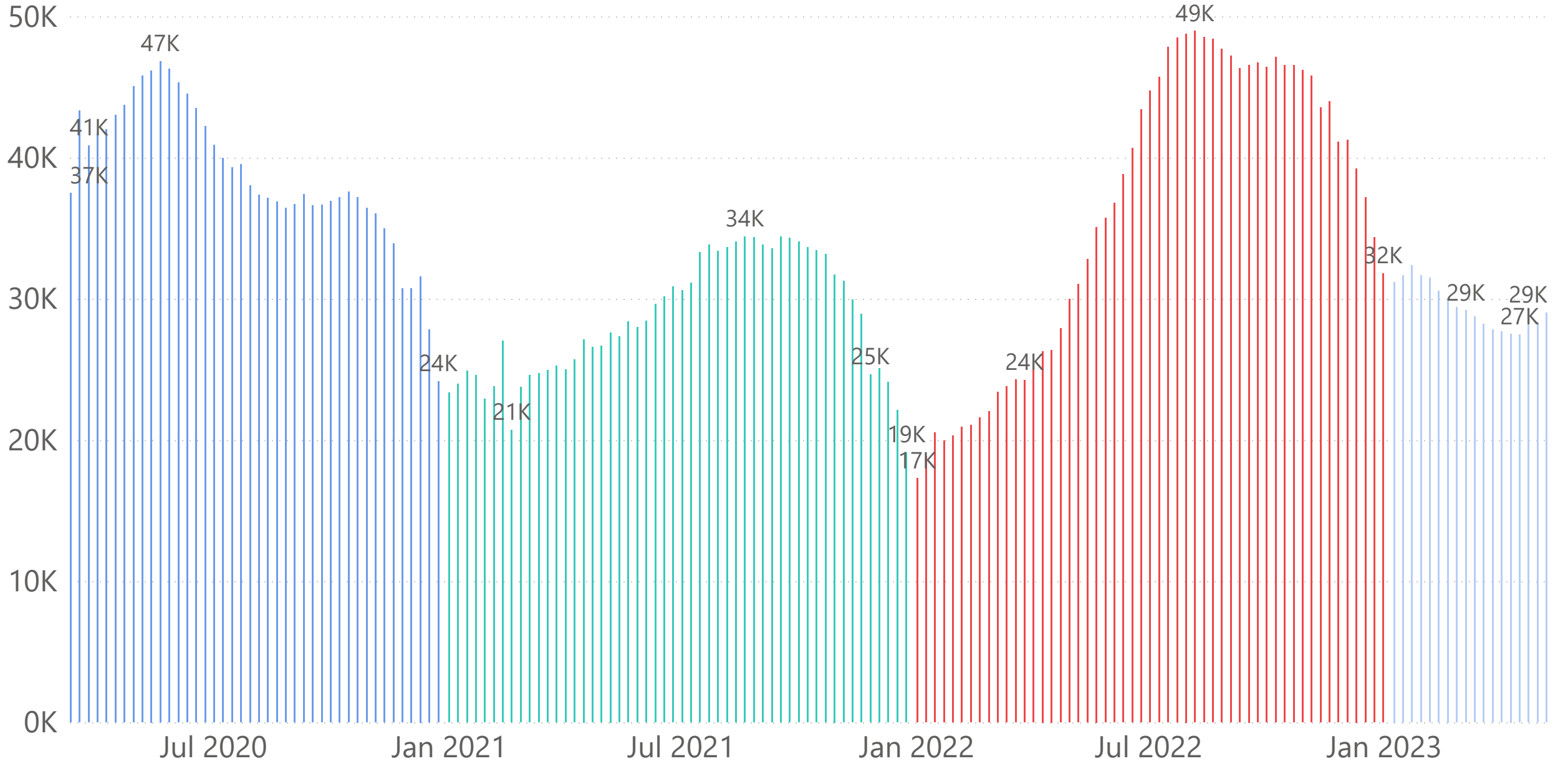


**Total Active
Inventory**



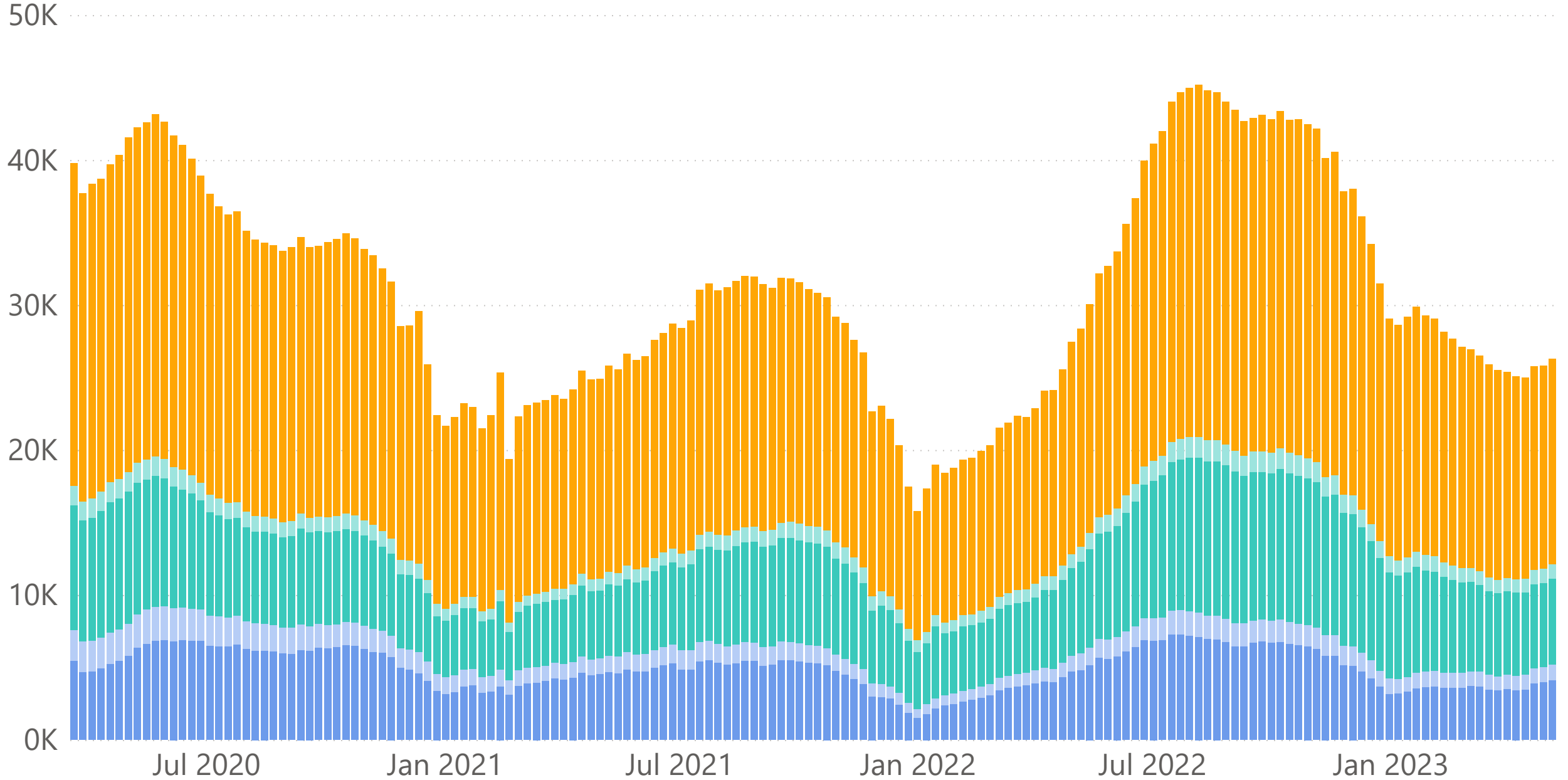
Existing SFR Active Listings

Year ● 2020 ● 2021 ● 2022 ● 2023



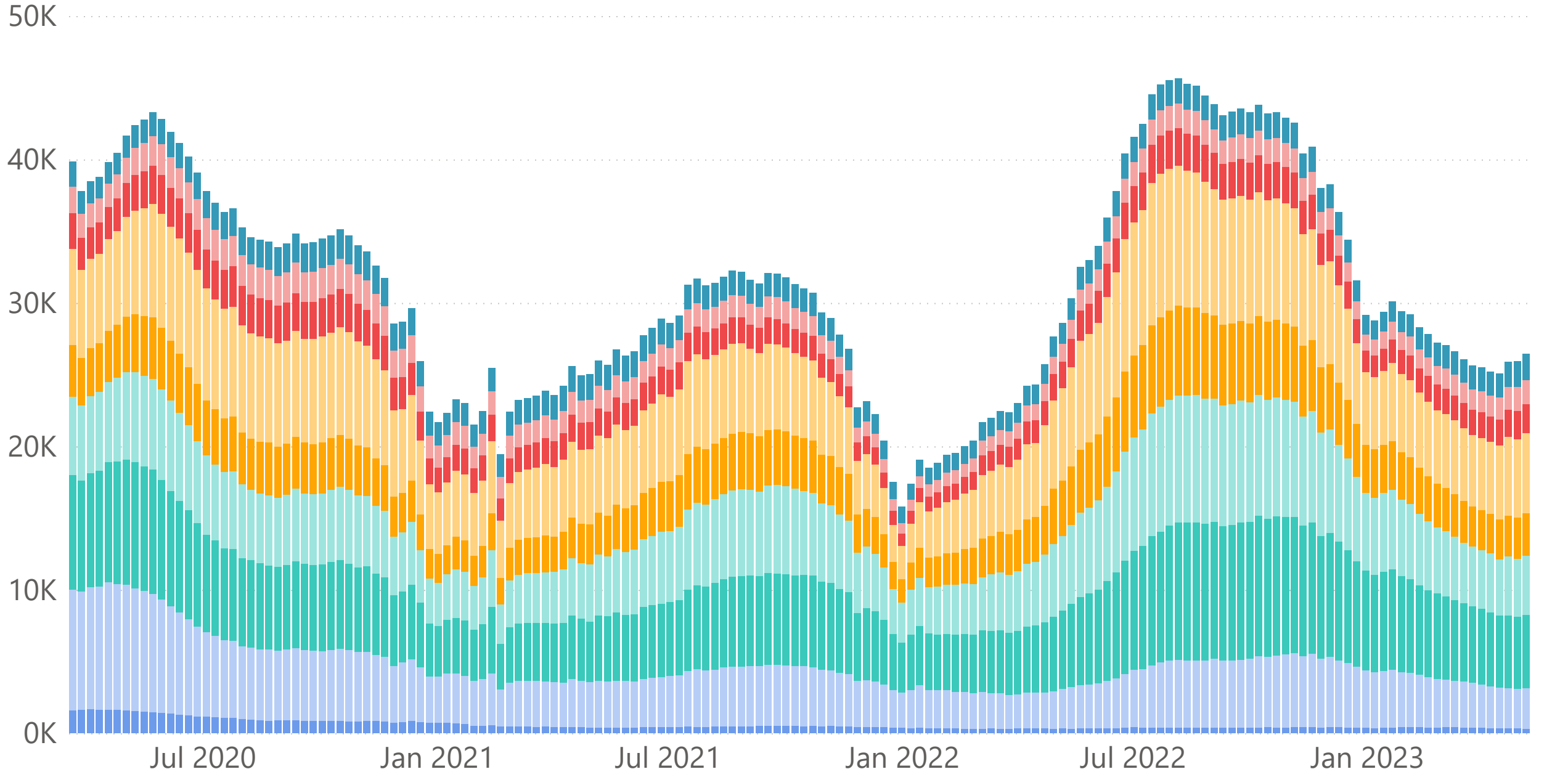
Existing SFR Active Listings by Region

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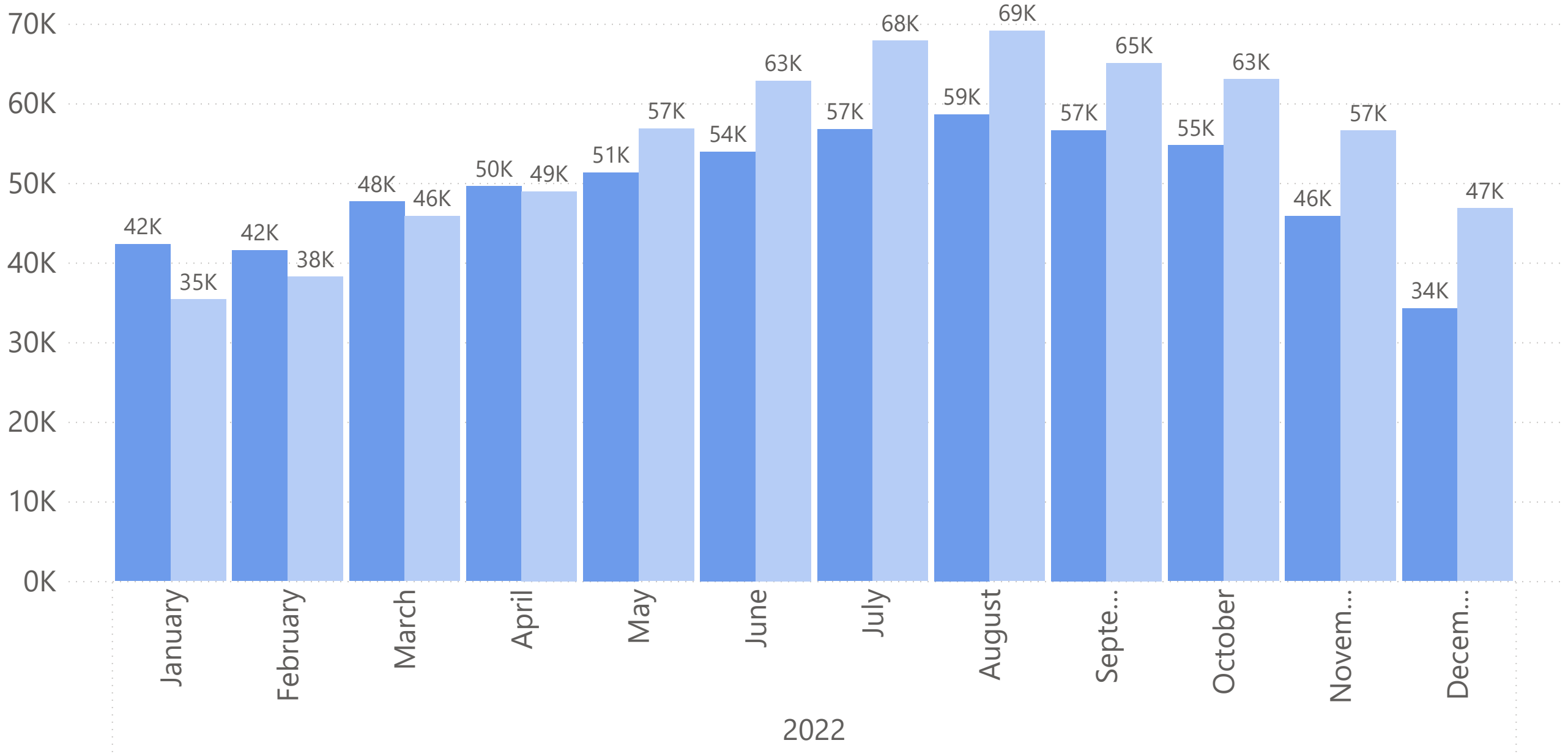
Existing SFR Active Listings by Price Bucket

● < \$200K ● \$200-\$399K ● \$400-\$599K ● \$600-\$799K ● \$800-\$999K ● \$1-\$1.99M ● \$2-\$2.99M ● \$3-\$4.99M ● \$5M +

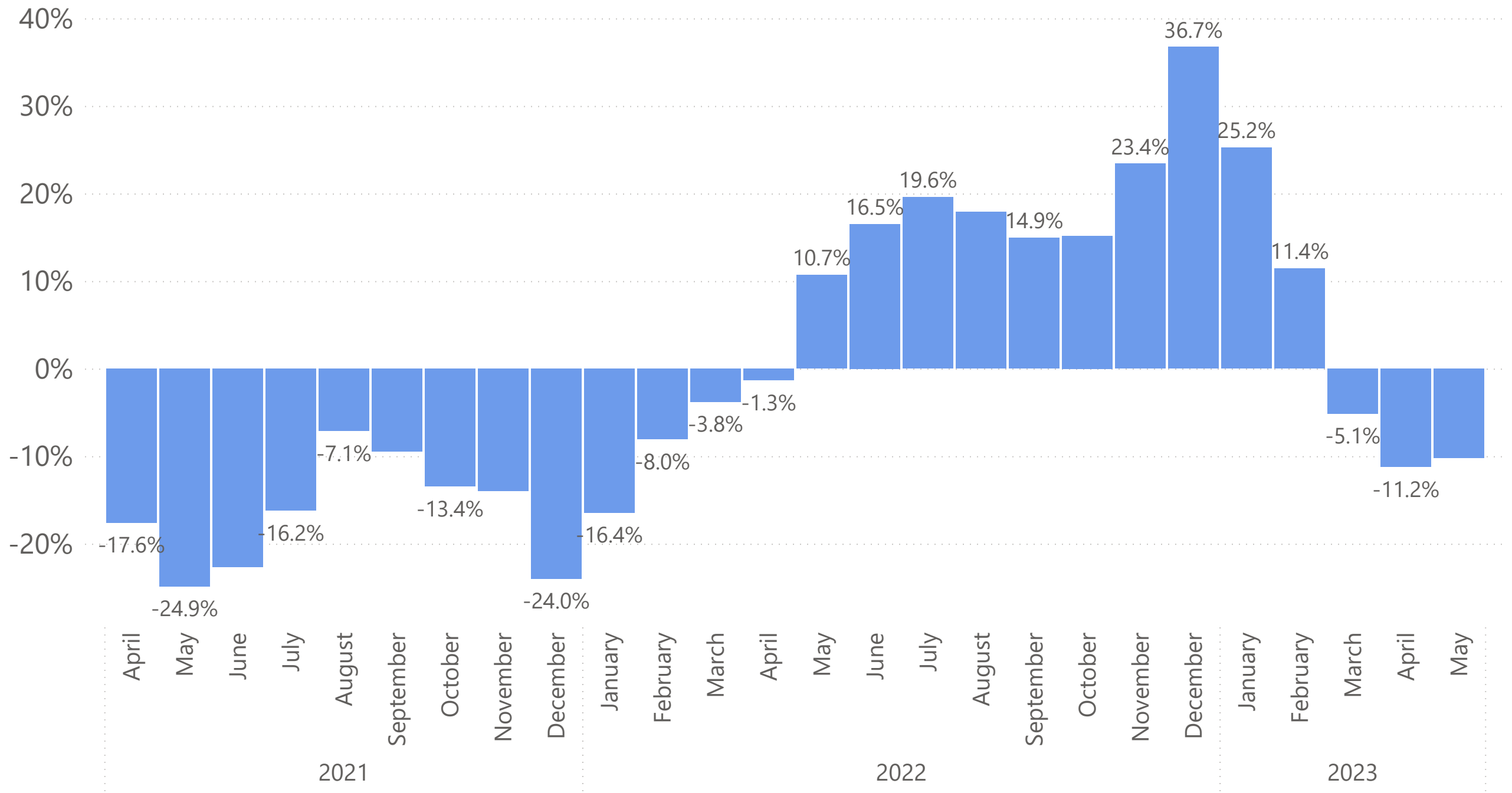


Existing SFR Active Listings This Year vs. Last Year (Month-to-Date for Current Month)

● Previous Year Active Listings ● Current Year Active Listings

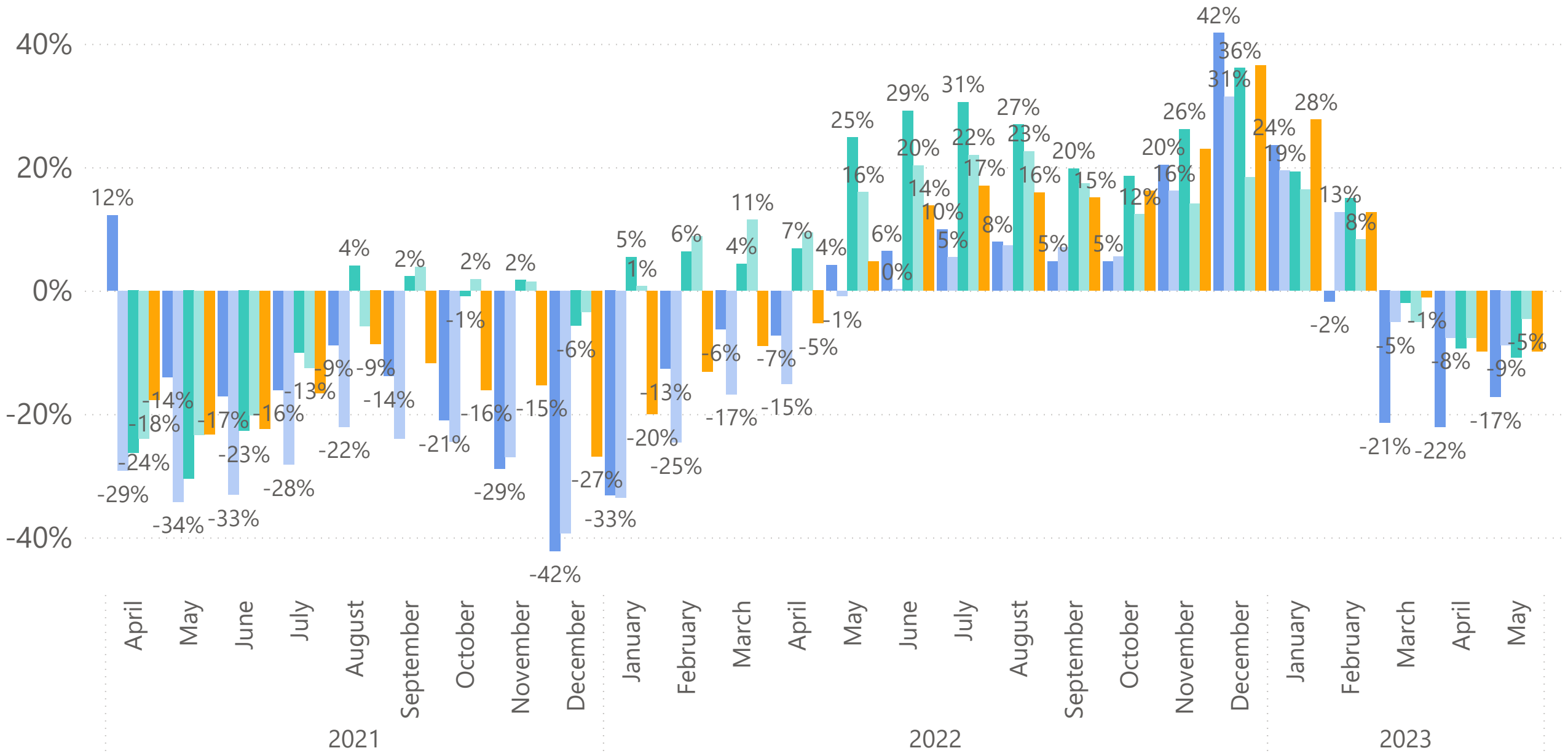


Year-to-Year Existing SFR Active Listings Growth (Month-to-Date for Current Month)



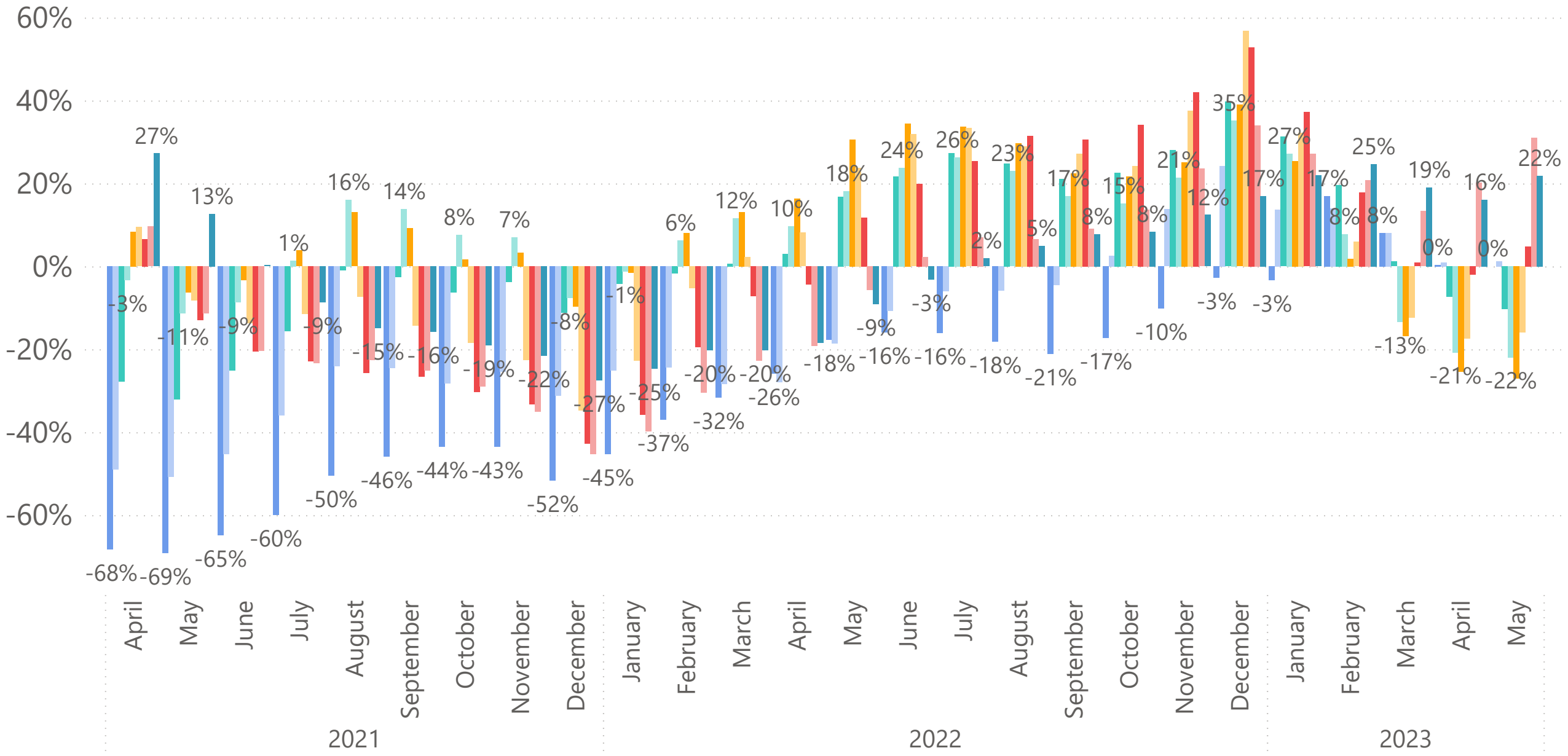
Year-to-Year Existing SFR Active Listings Growth (Month-to-Date for Current Month)

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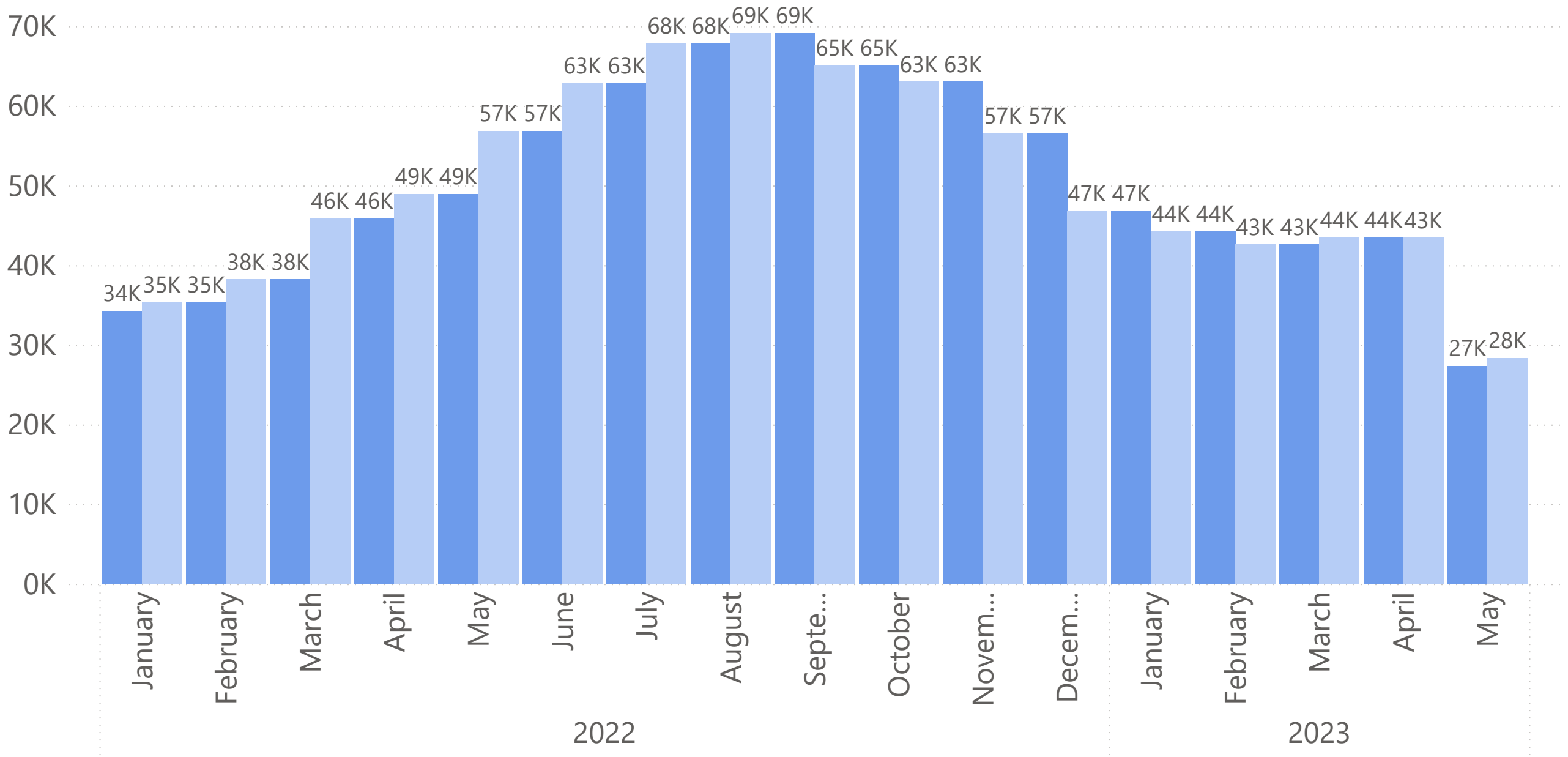
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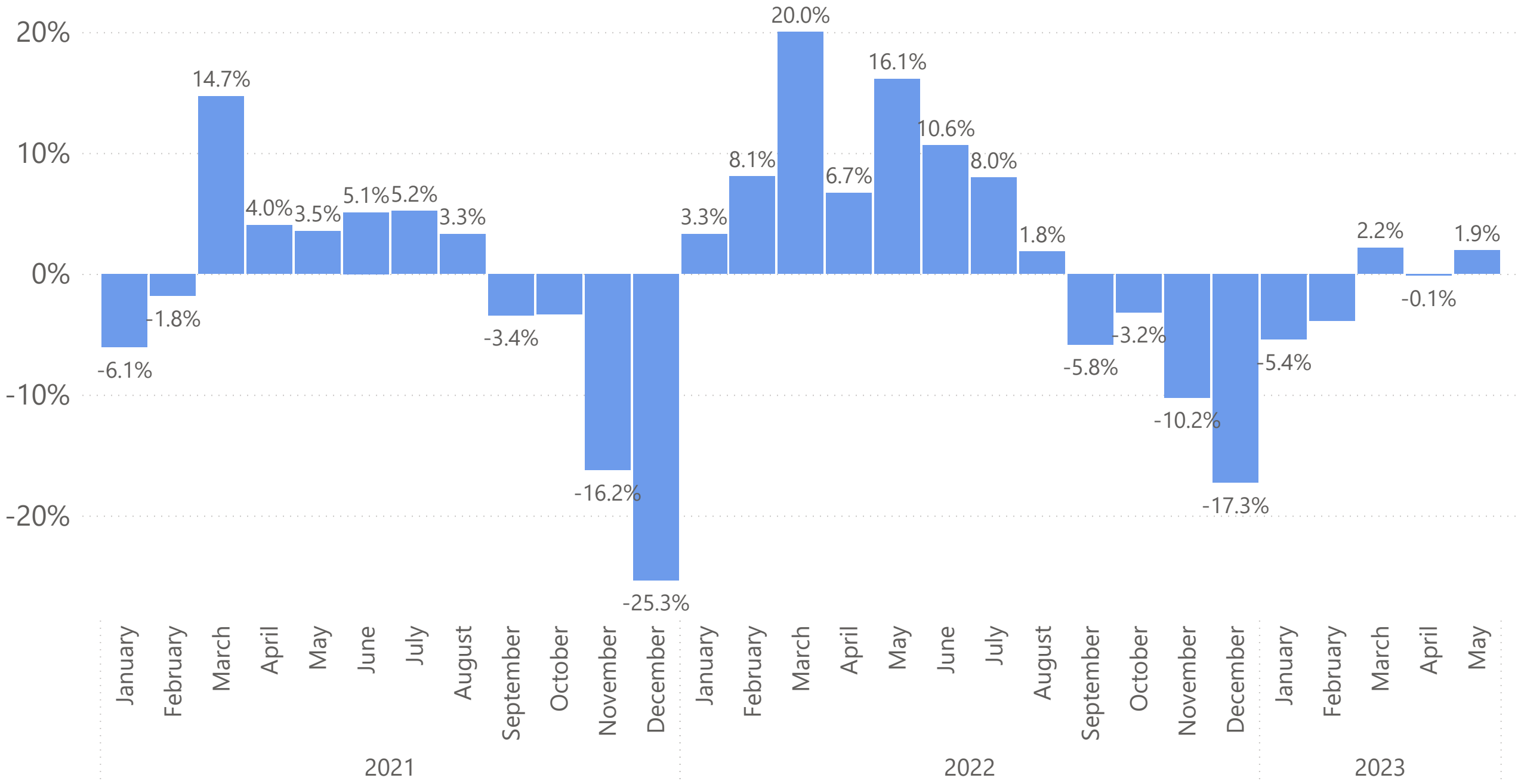


Existing SFR Active Listings This Month vs. Previous Month (Month-to-Date for Current Month)

● Previous Month Active Listings ● Current Month Active Listings

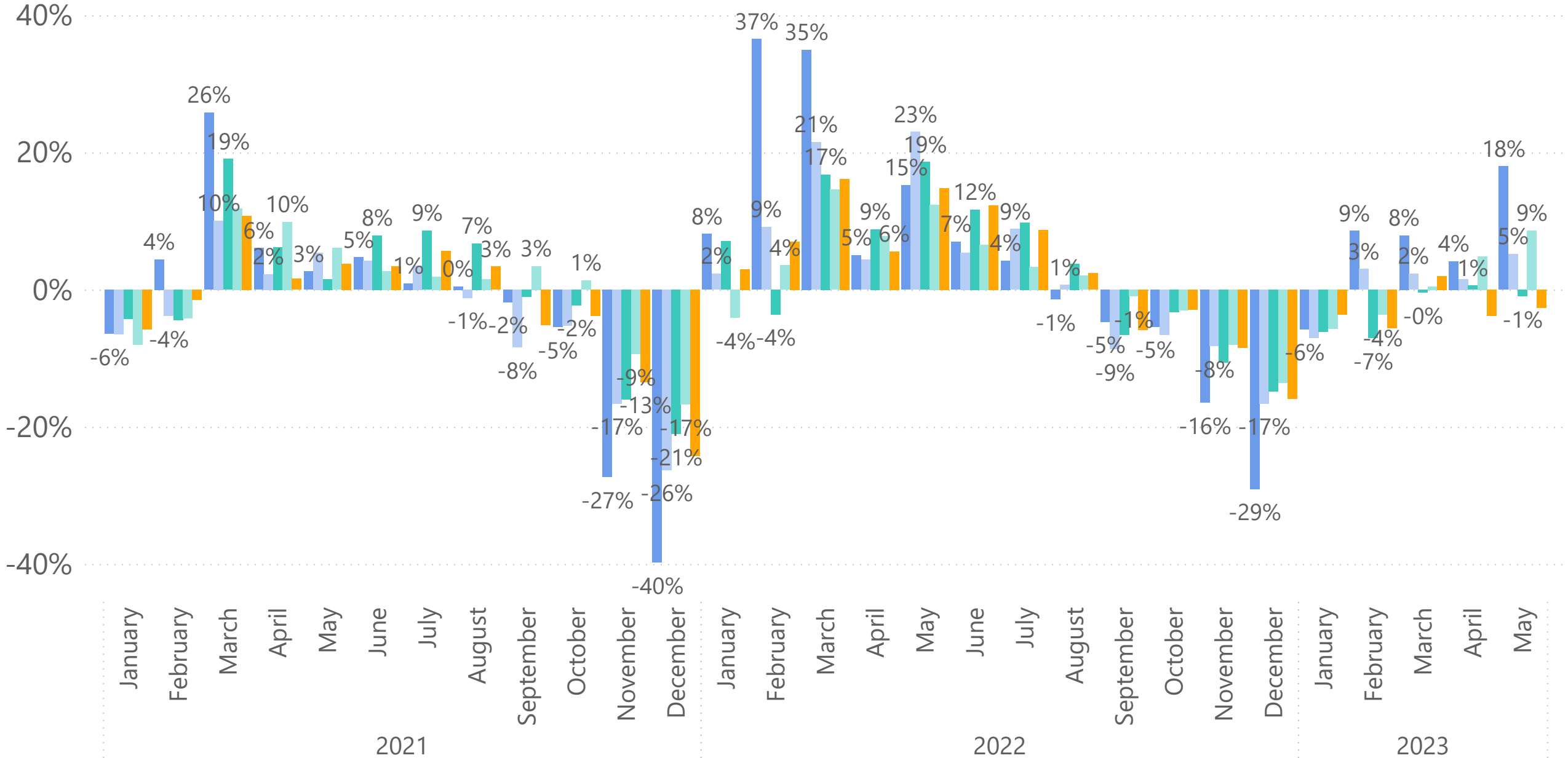


Month-to-Month Existing SFR Active Listings Growth (Month-to-Date for Current Month)



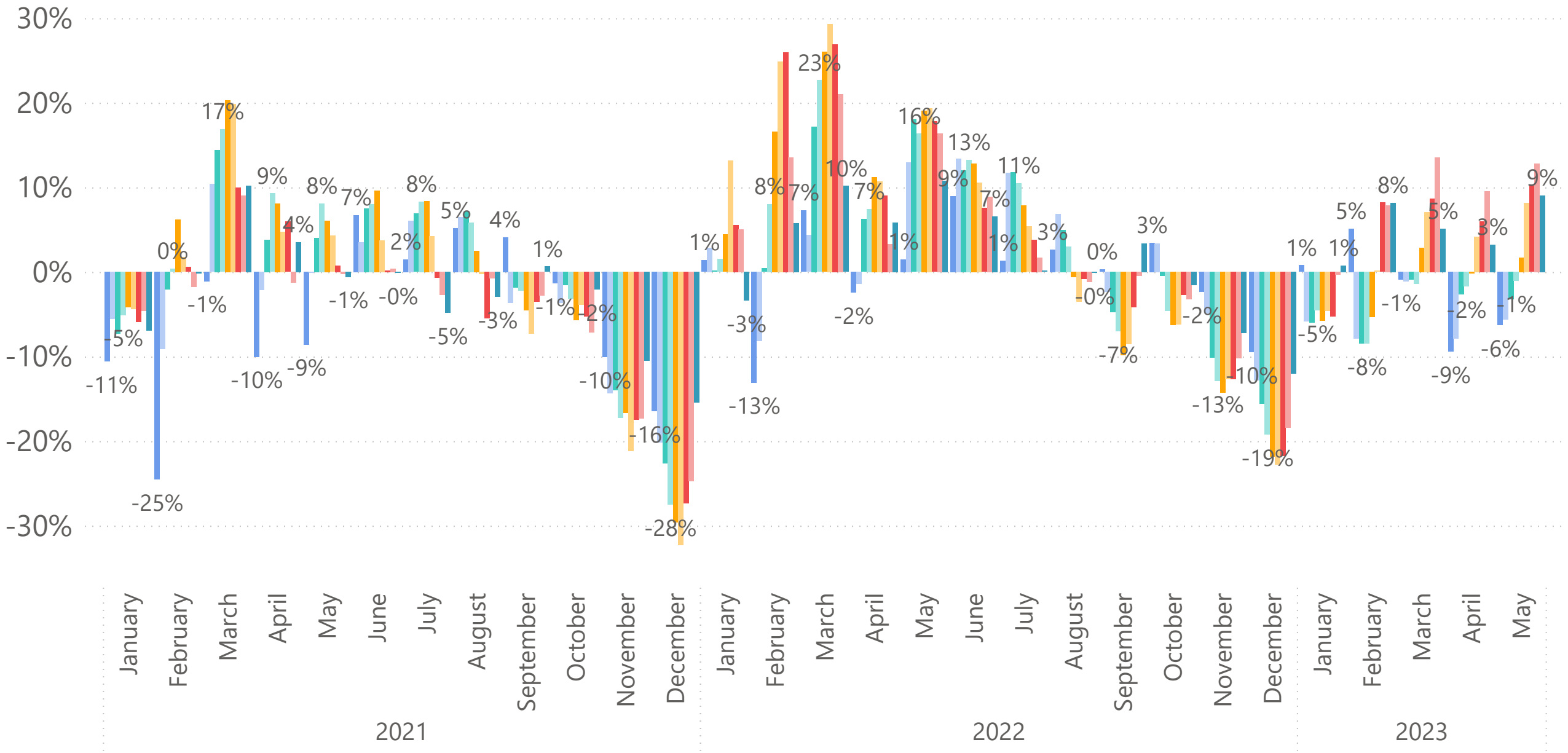
Month-to-Month Existing SFR Active Listings Growth (Month-to-Date for Current Month)

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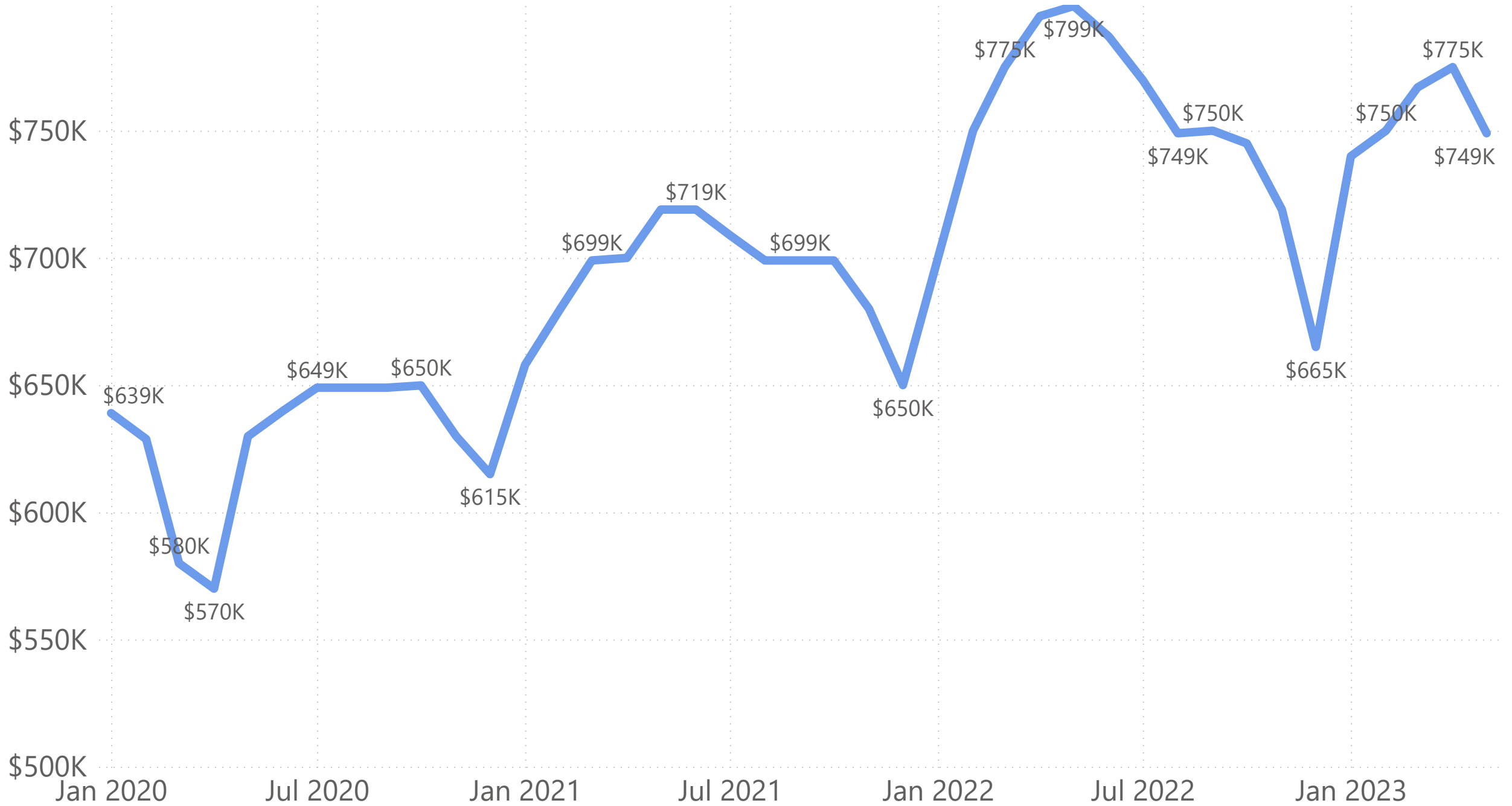




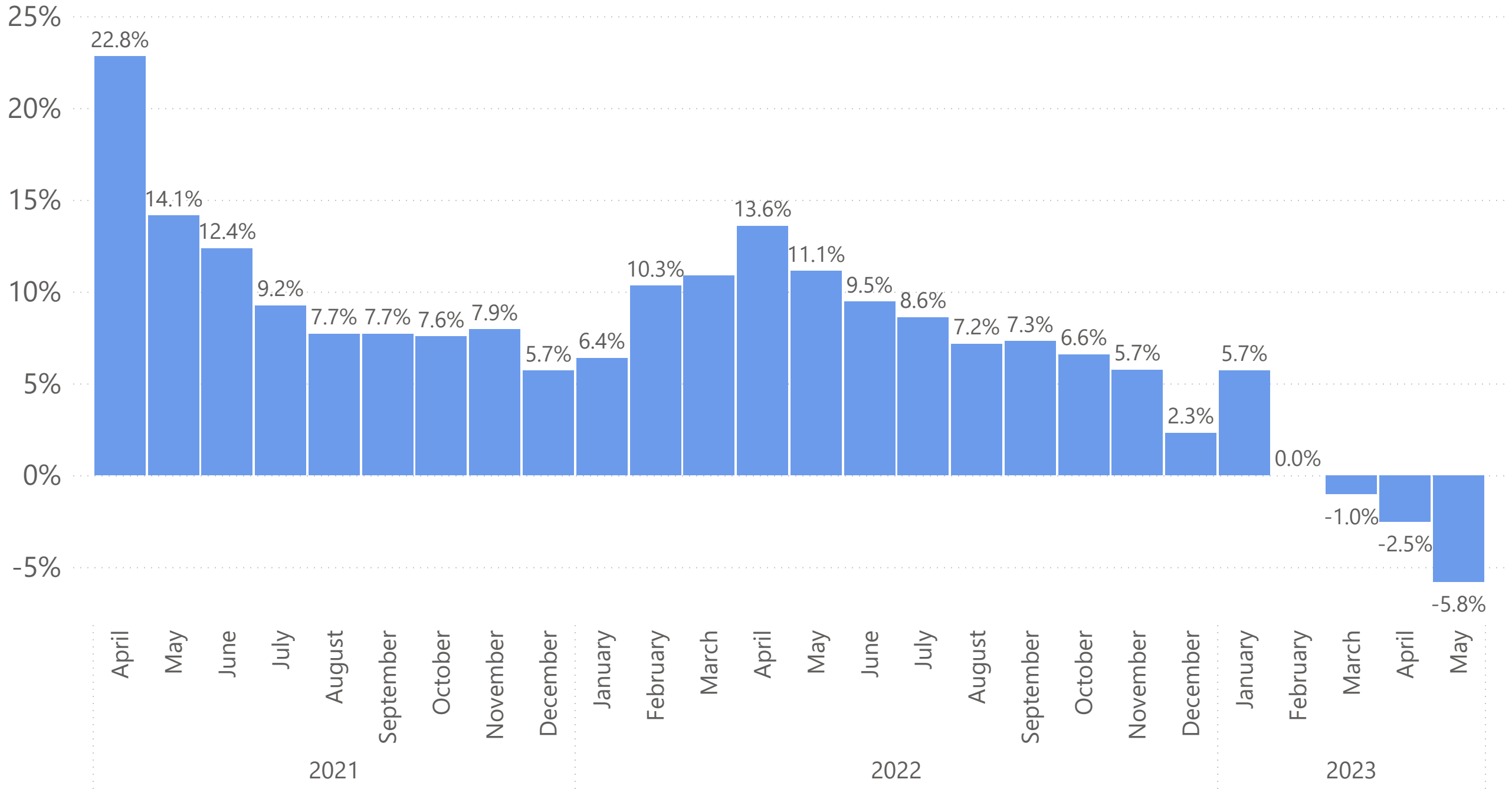
New Listing
Median Prices



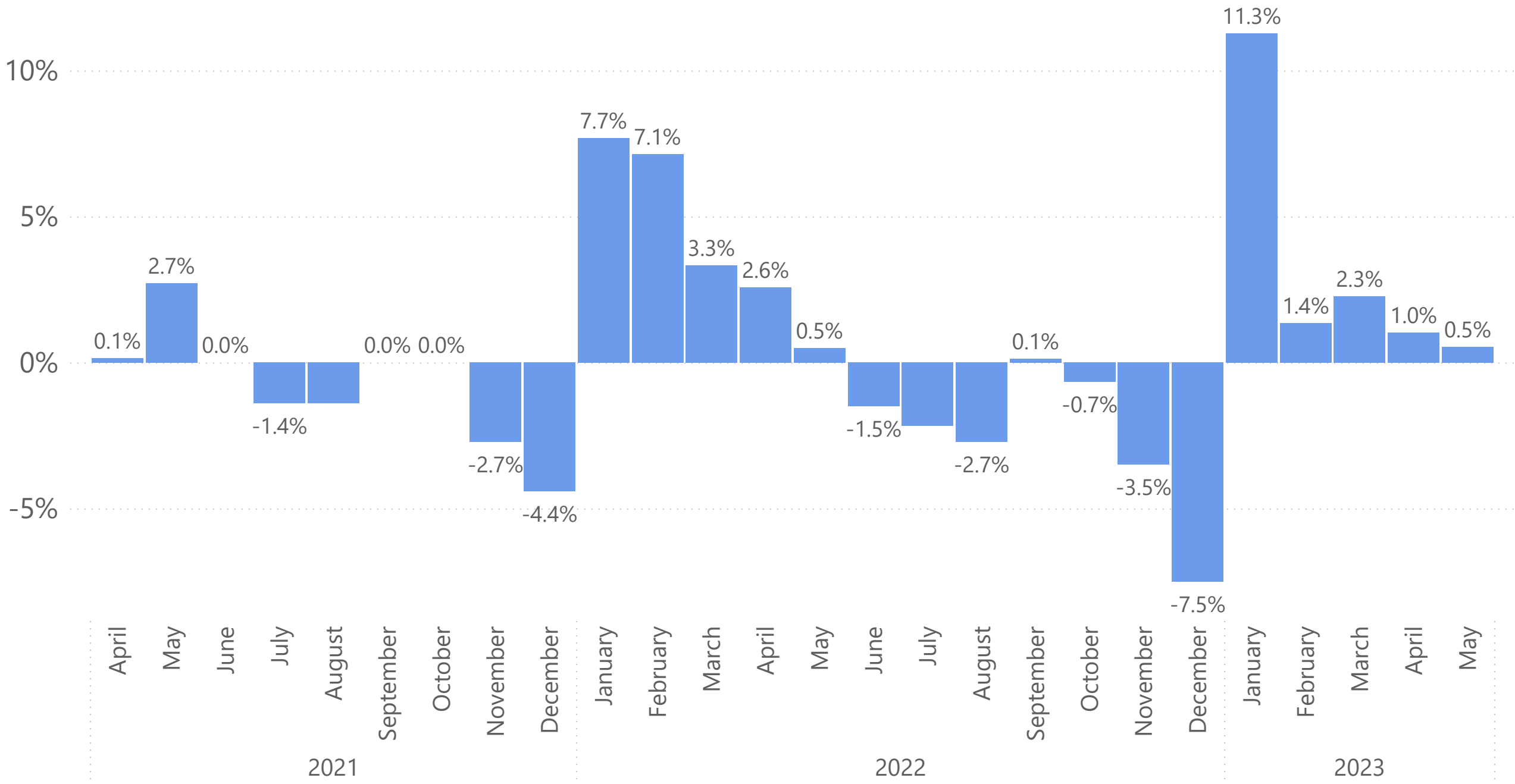
Median New Listing Price (Month-to-Date for Current Month)



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

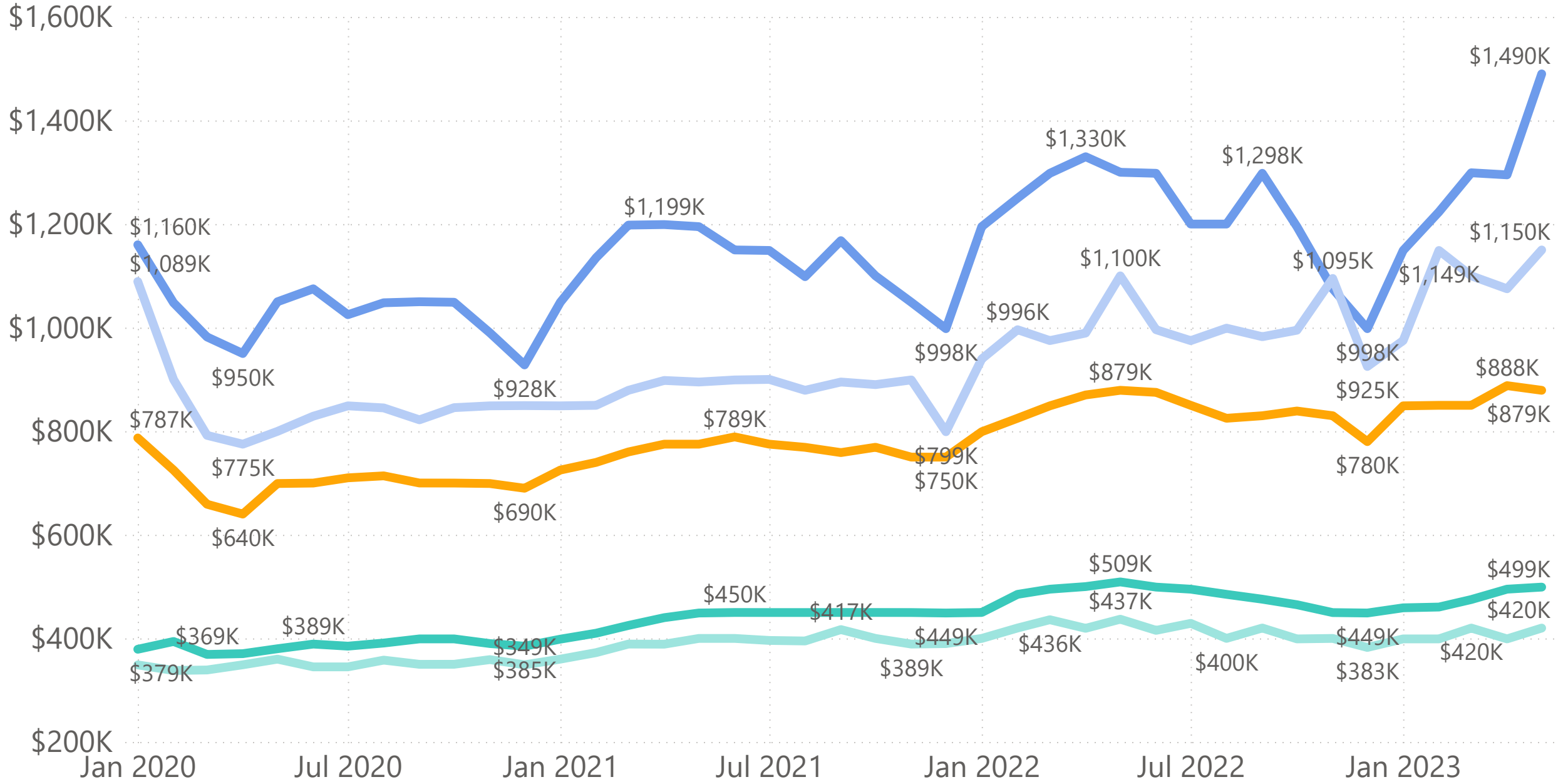


Month-to-Month New Existing SFR Median List Price Growth (Month-to-Date for Current Month)



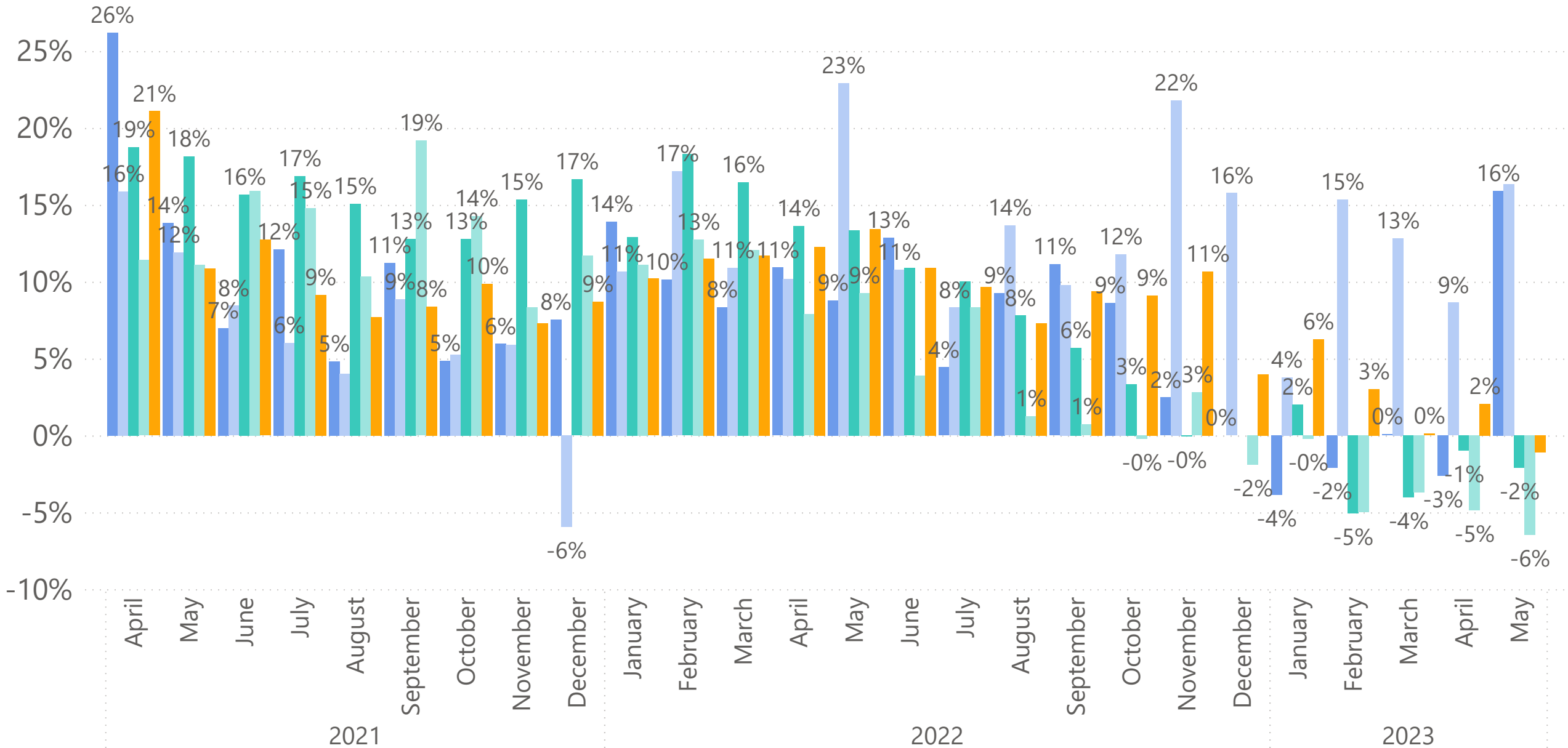
Median New Listing Price (Month-to-Date for Current Month)

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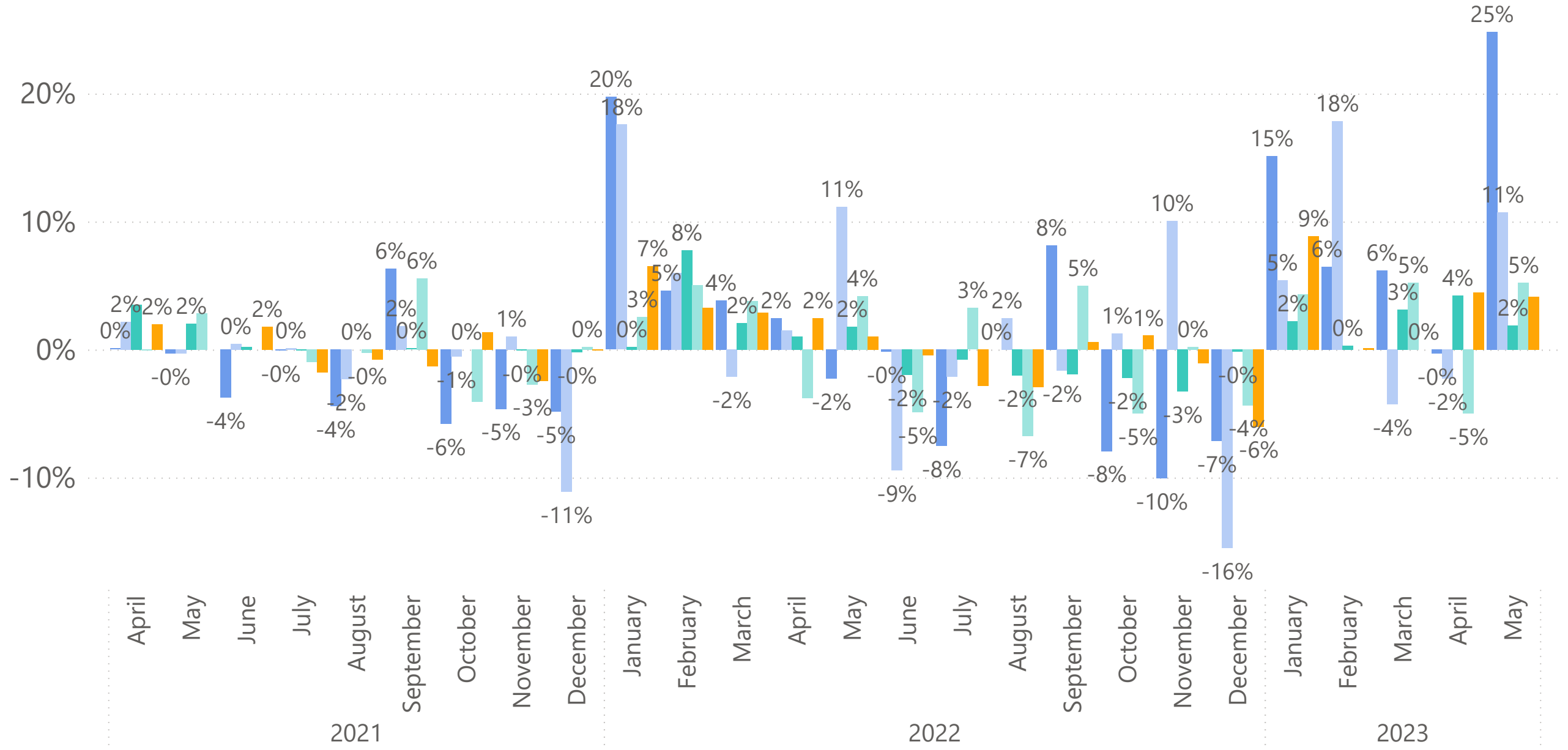
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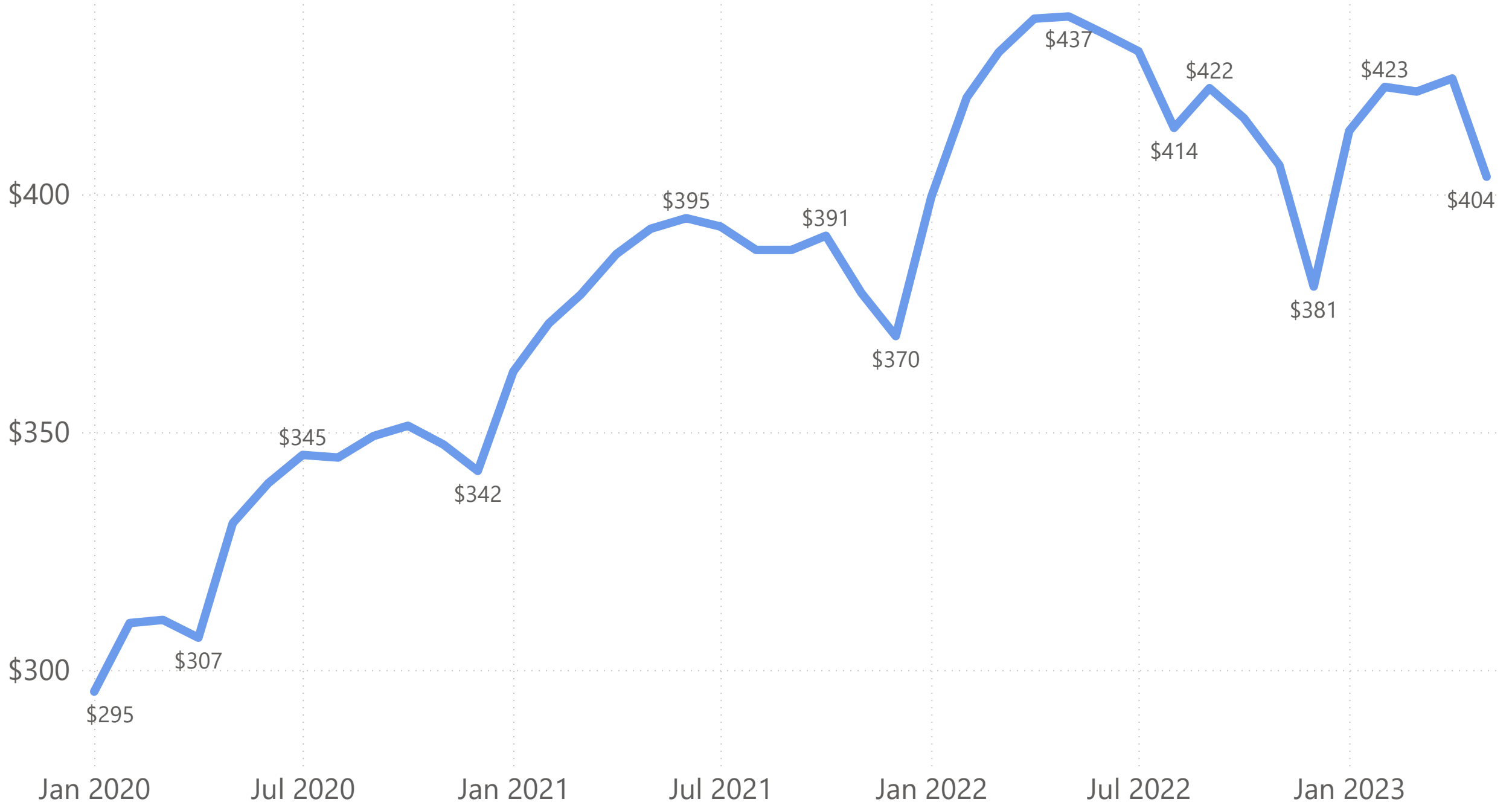


Month-to-Month New Existing SFR Median List Price Growth (Month-to-Date for Current Month)

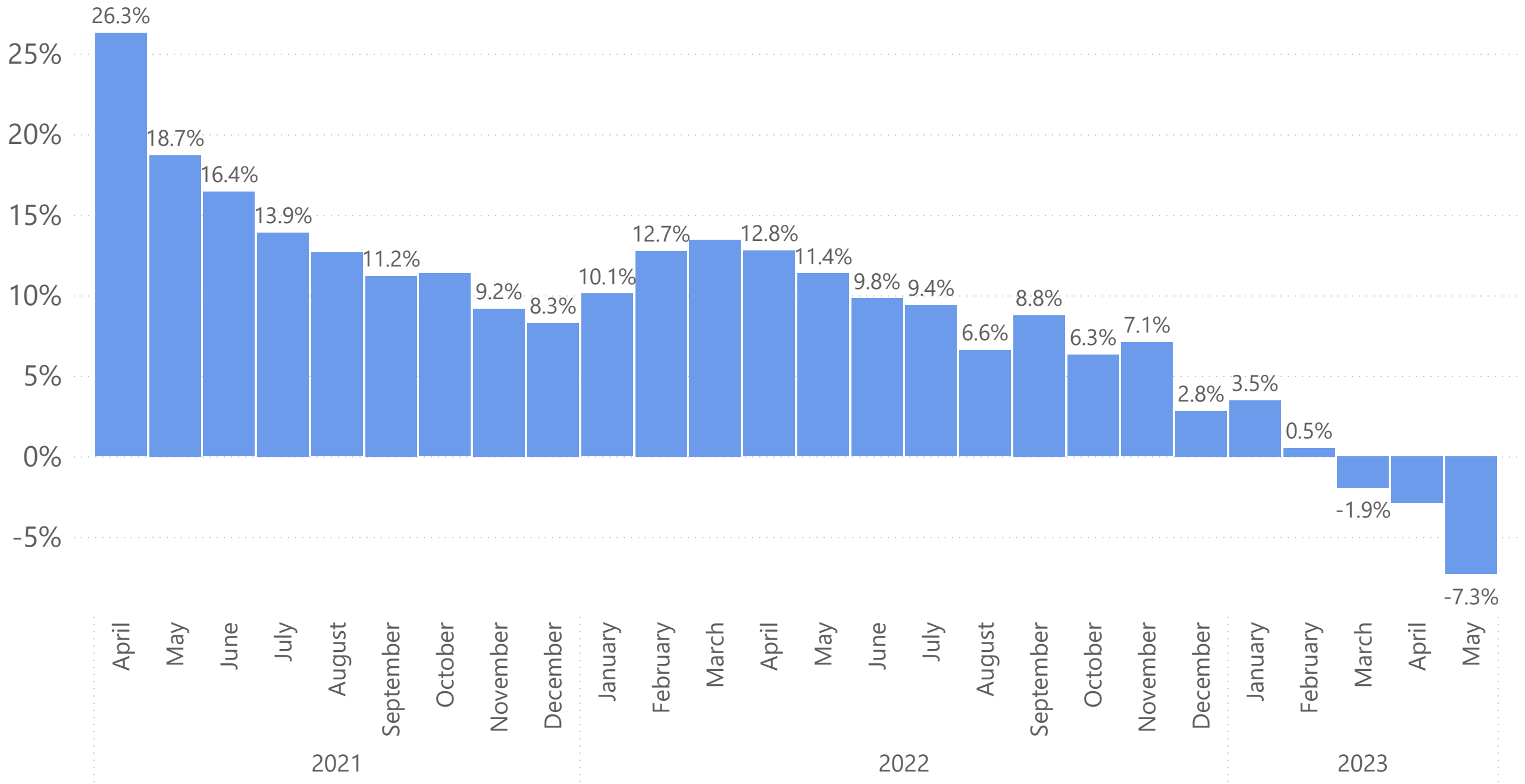
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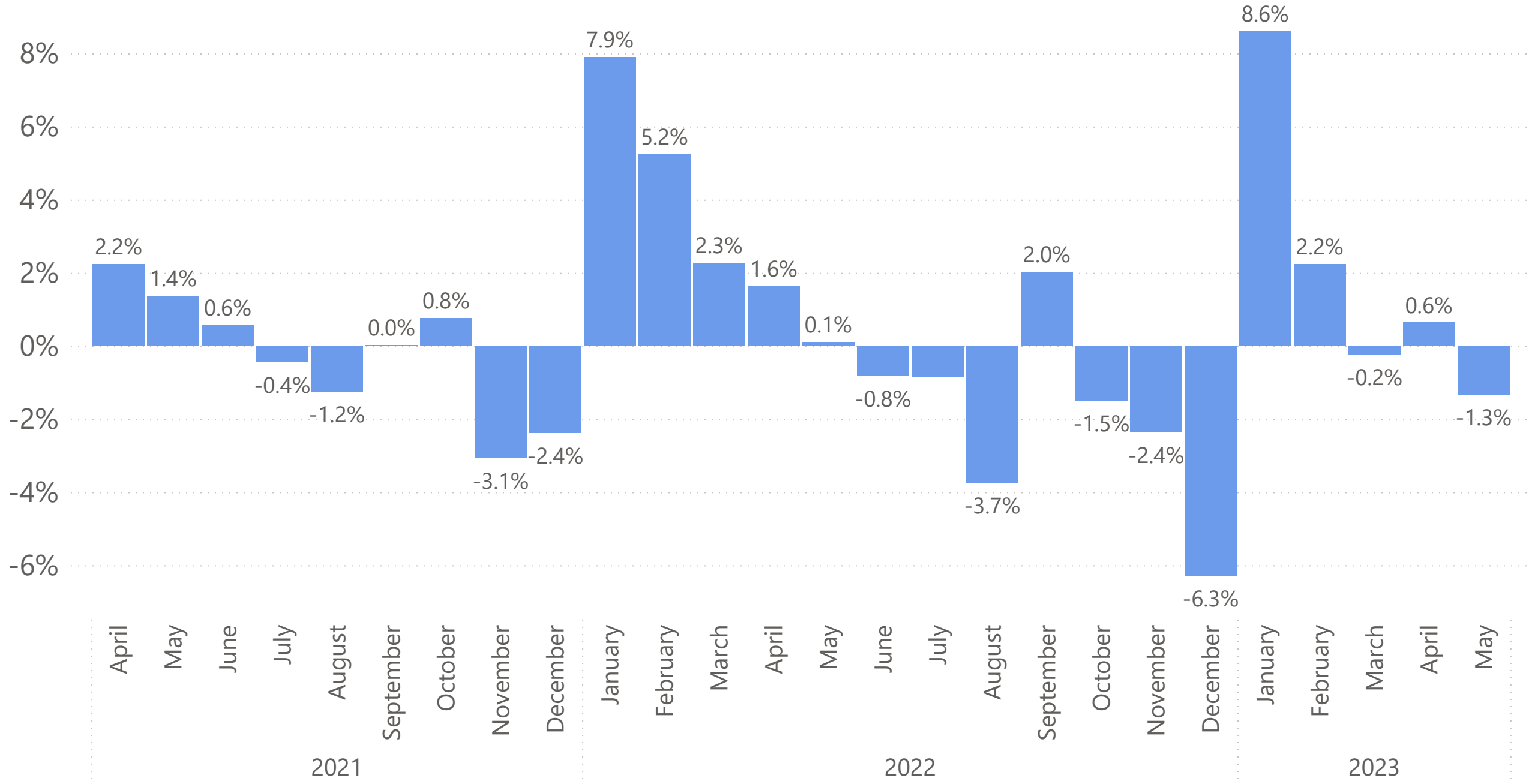
Median New Listing Prices Per Sq. Ft. (Month-to-Date for Current Month)



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

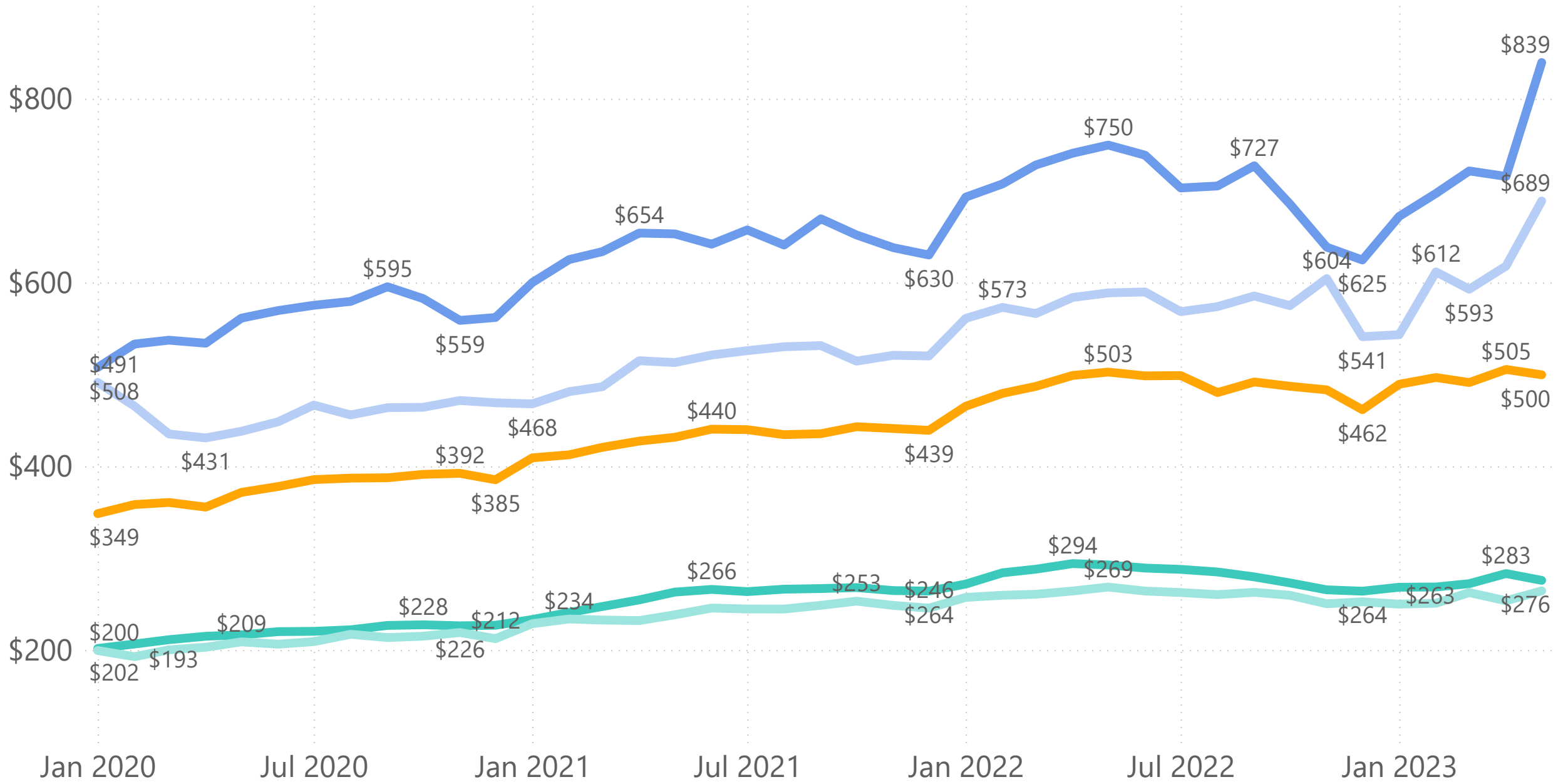


Month-to-Month New Existing SFR Median List Price Per Sq. Ft. Growth (Month-to-Date for Current Month)



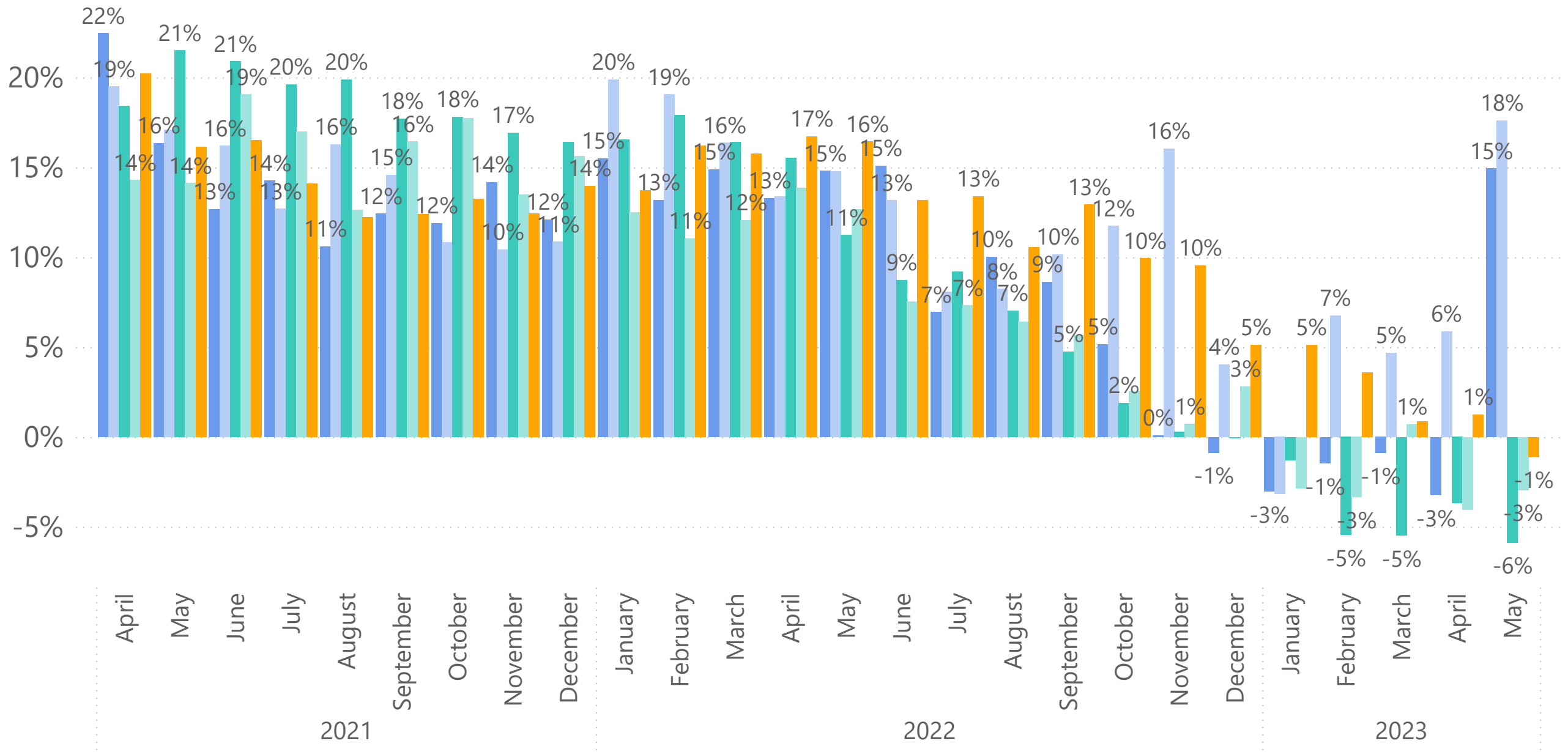
Median New Listing Prices Per Sq. Ft. (Month-to-Date for Current Month)

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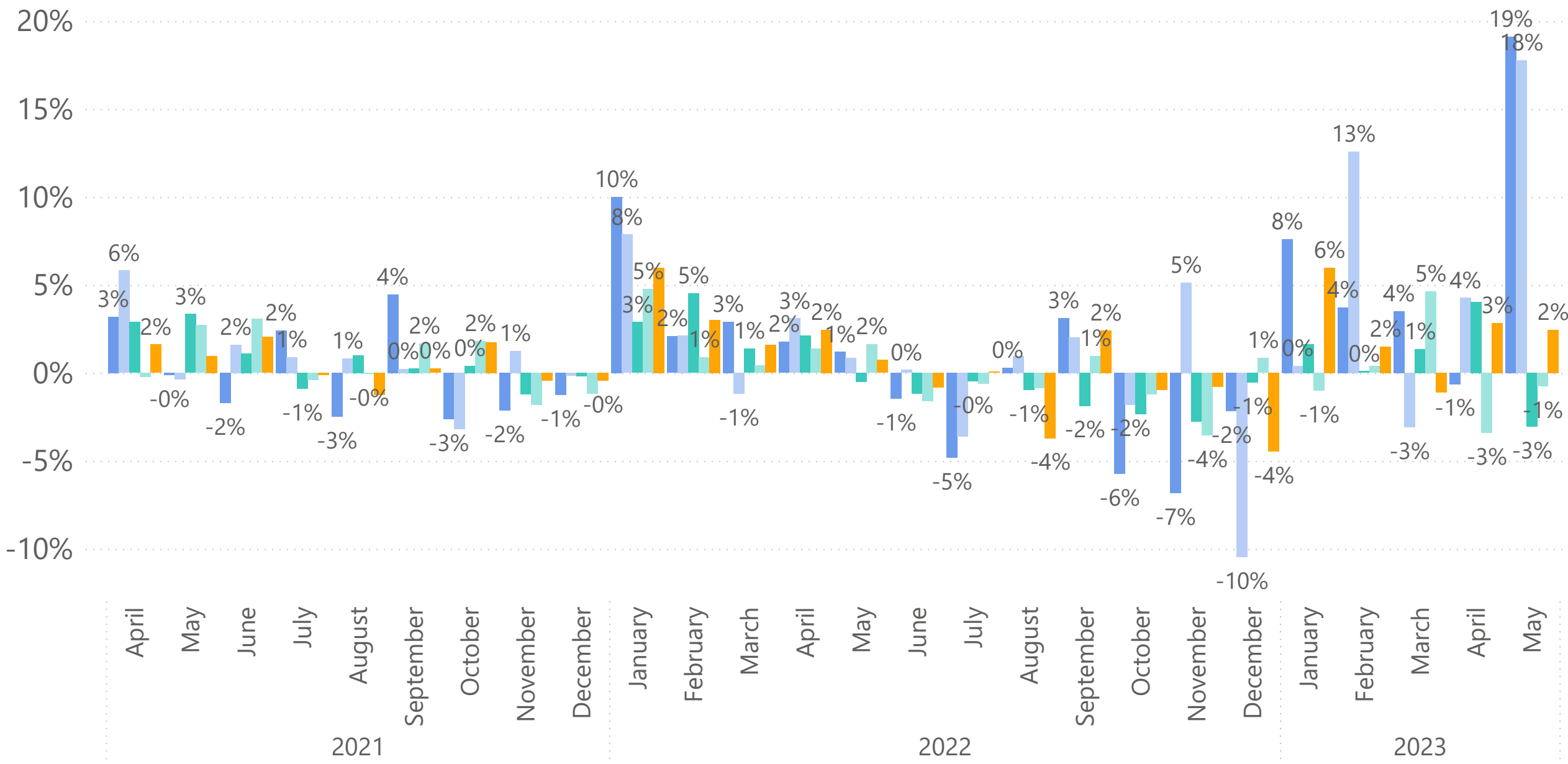
Year-to-Year New Existing SFR Median List Price Per Sq. Ft. Growth (Month-to-Date for Current Month)

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

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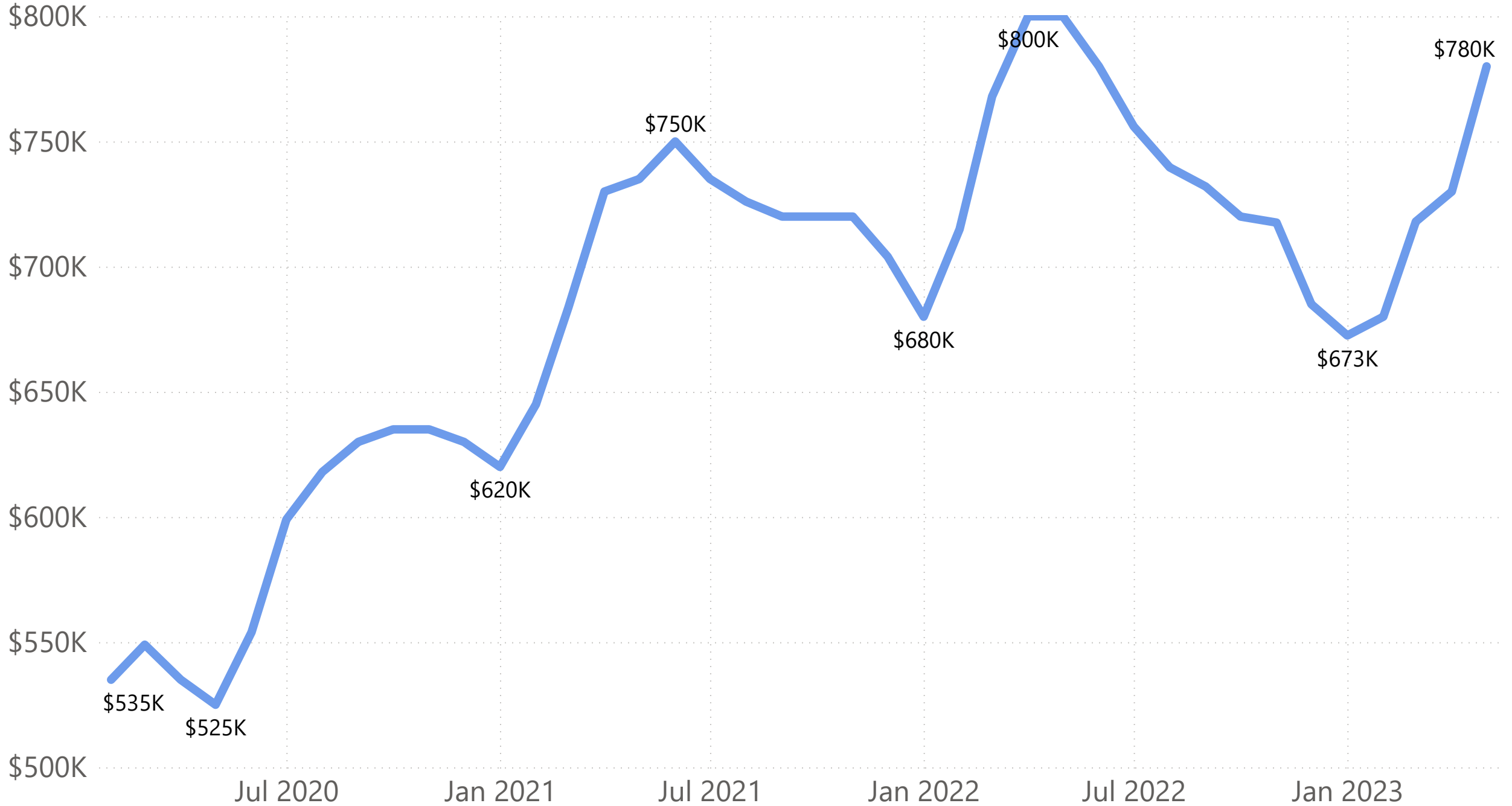




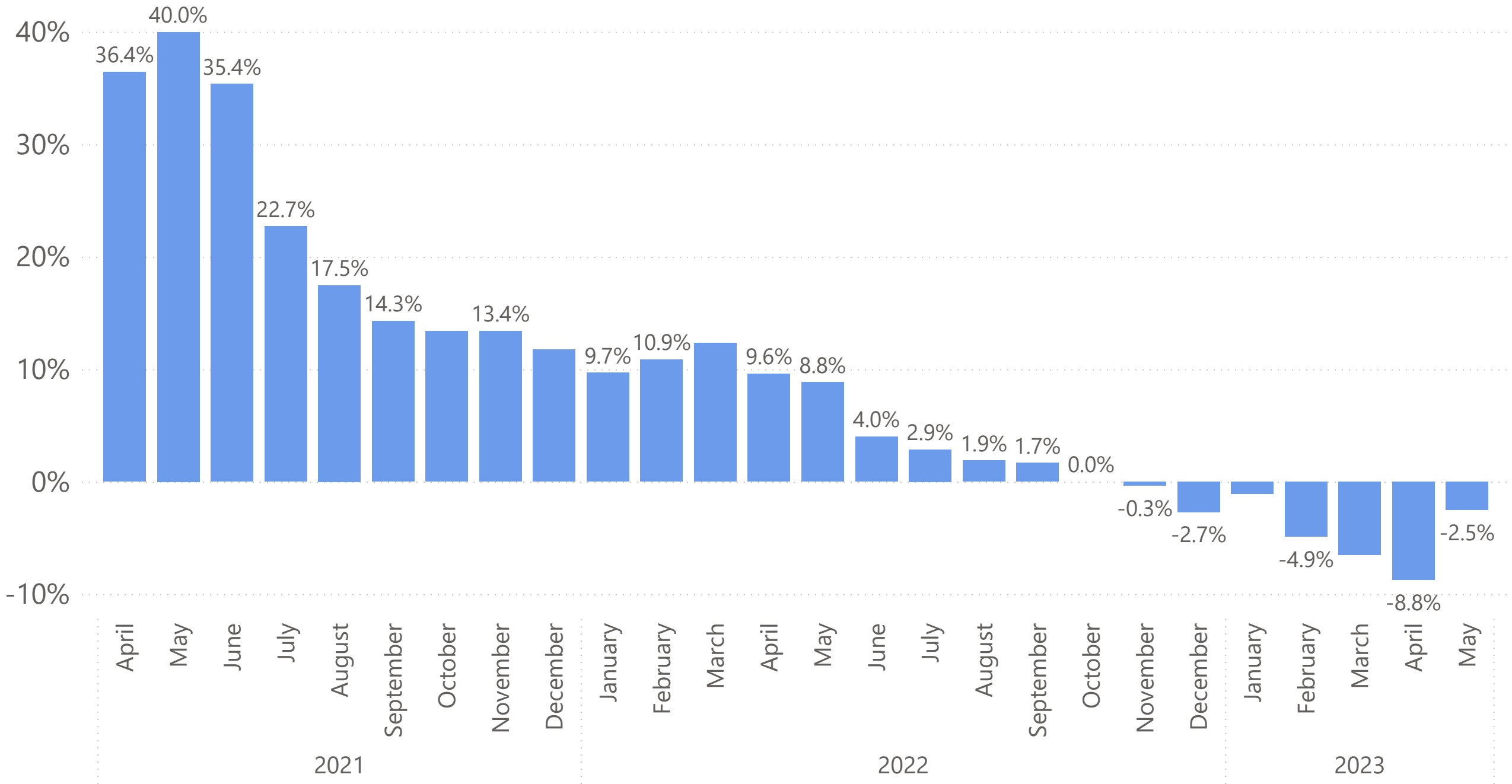
Closed Sales
Median Prices



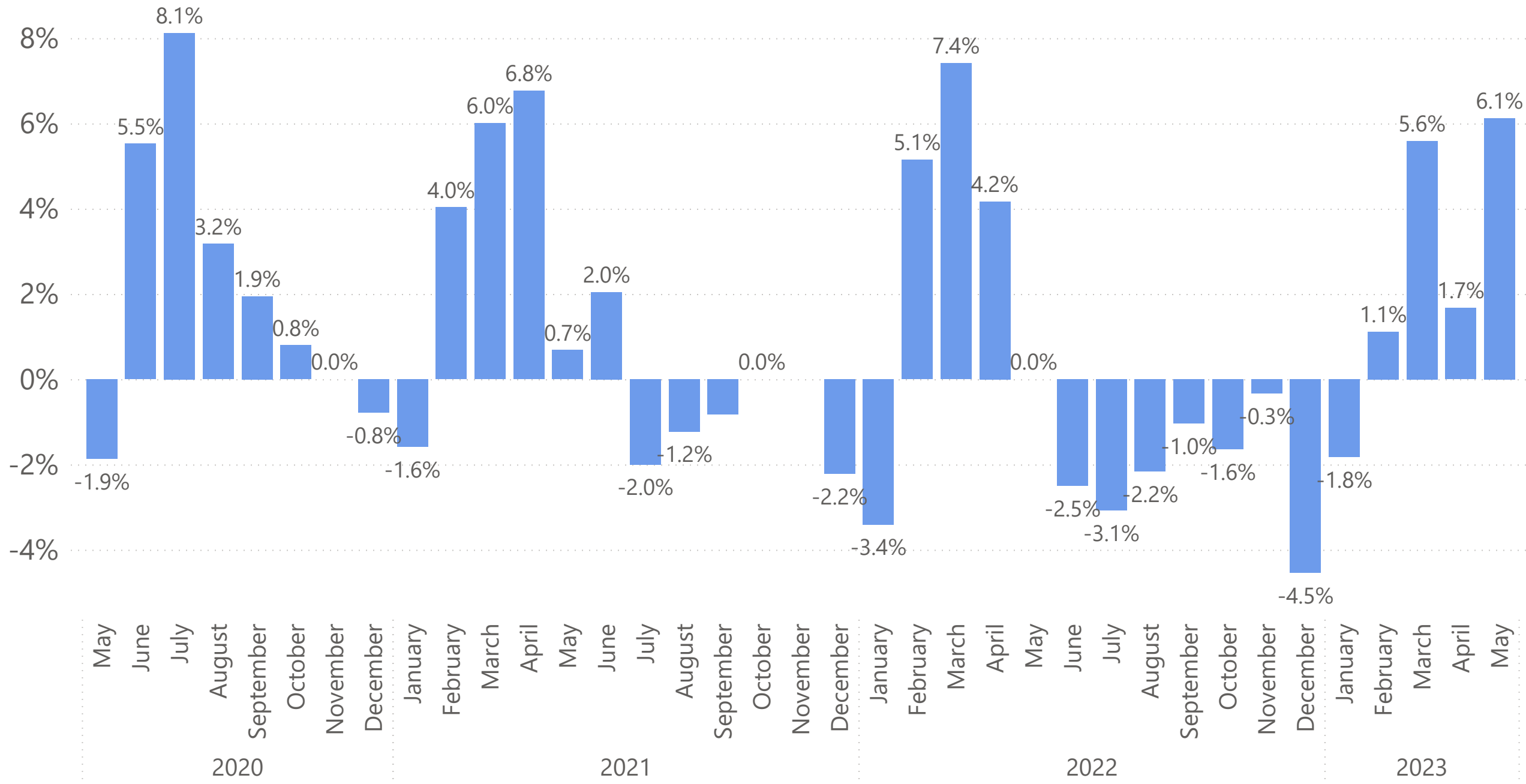
Existing SFR Median Closed Prices



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

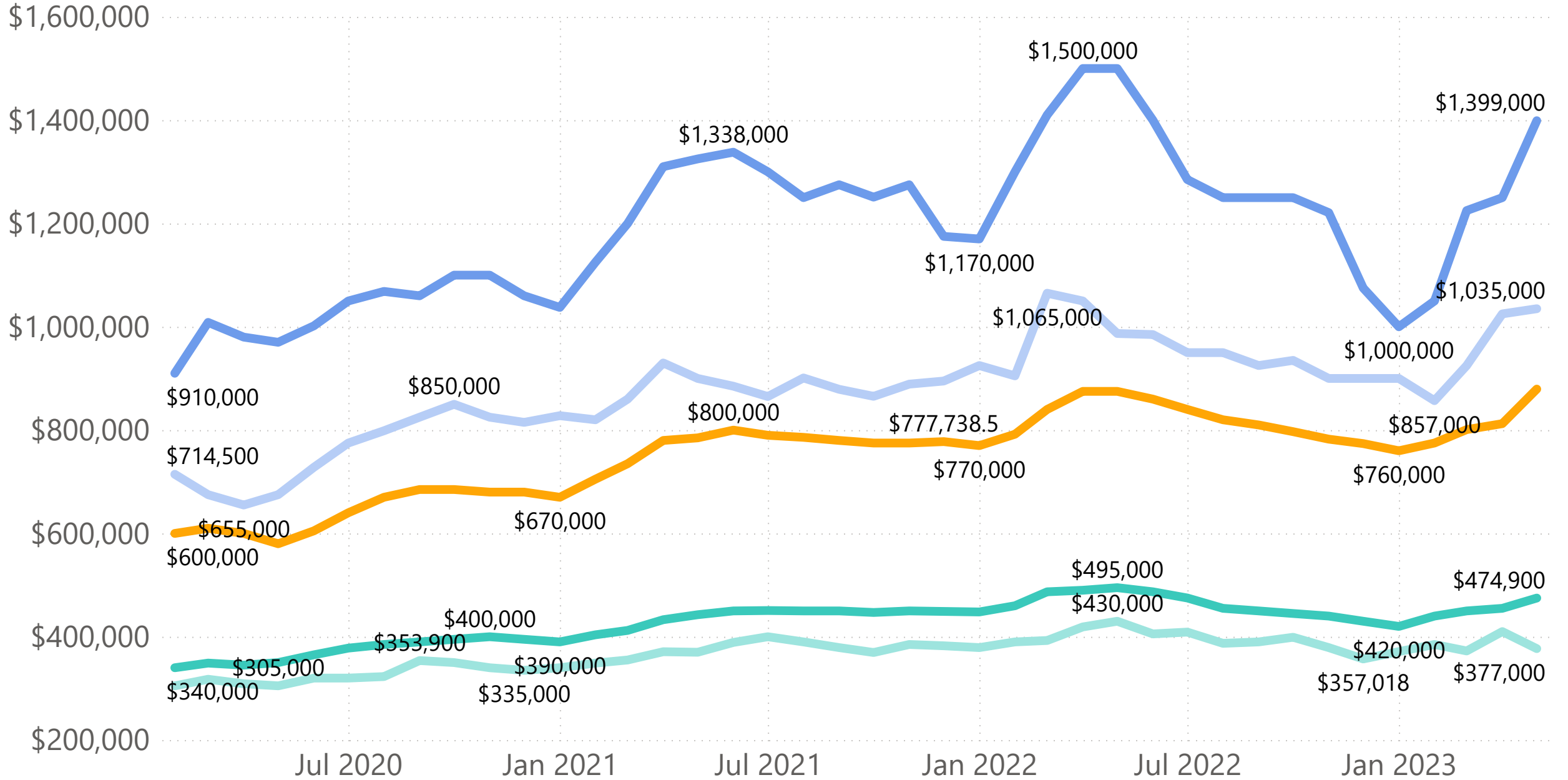


Month-to-Month Existing SFR Median Closed Price Growth (Month-to-Date for Current Month)



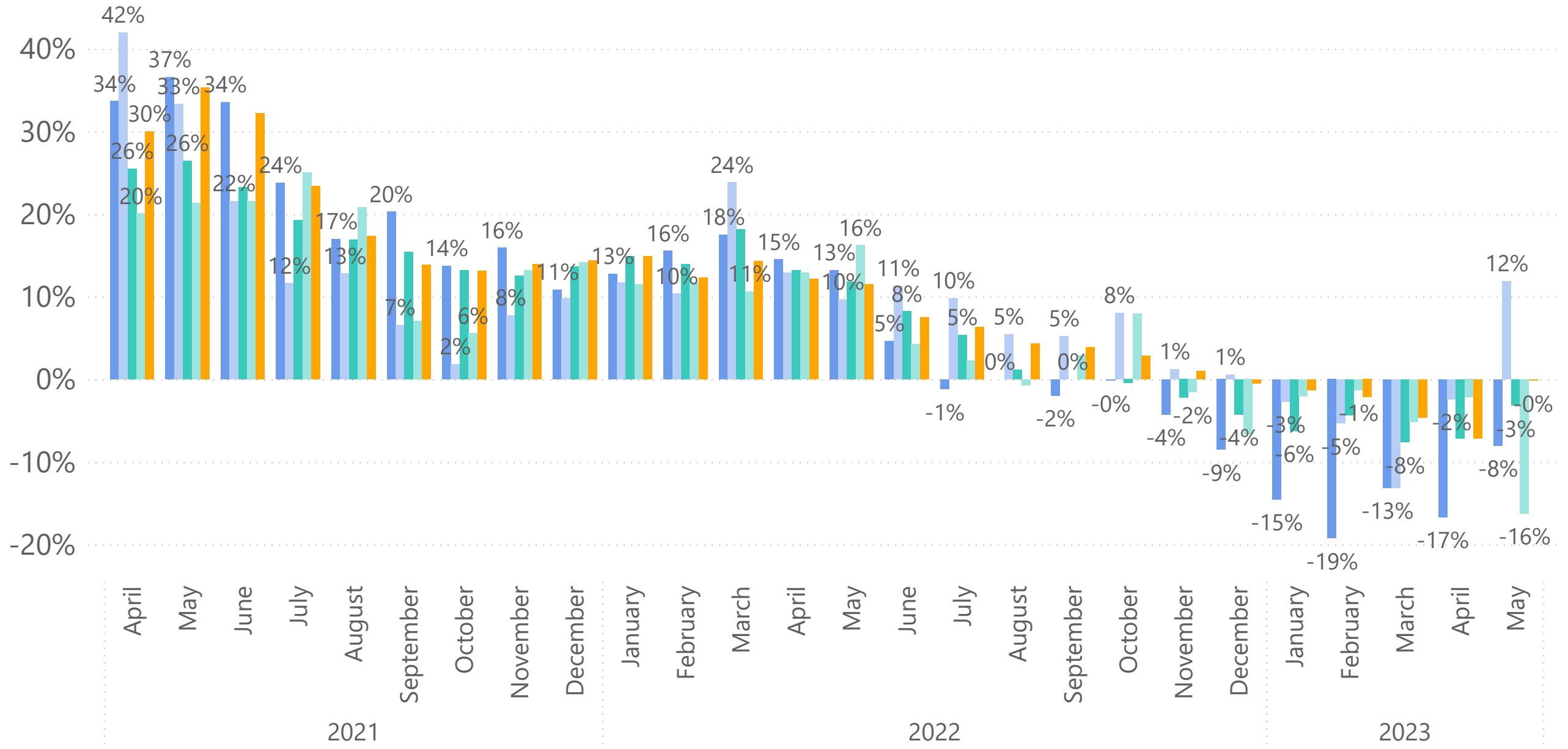
Existing SFR Median Closed Prices

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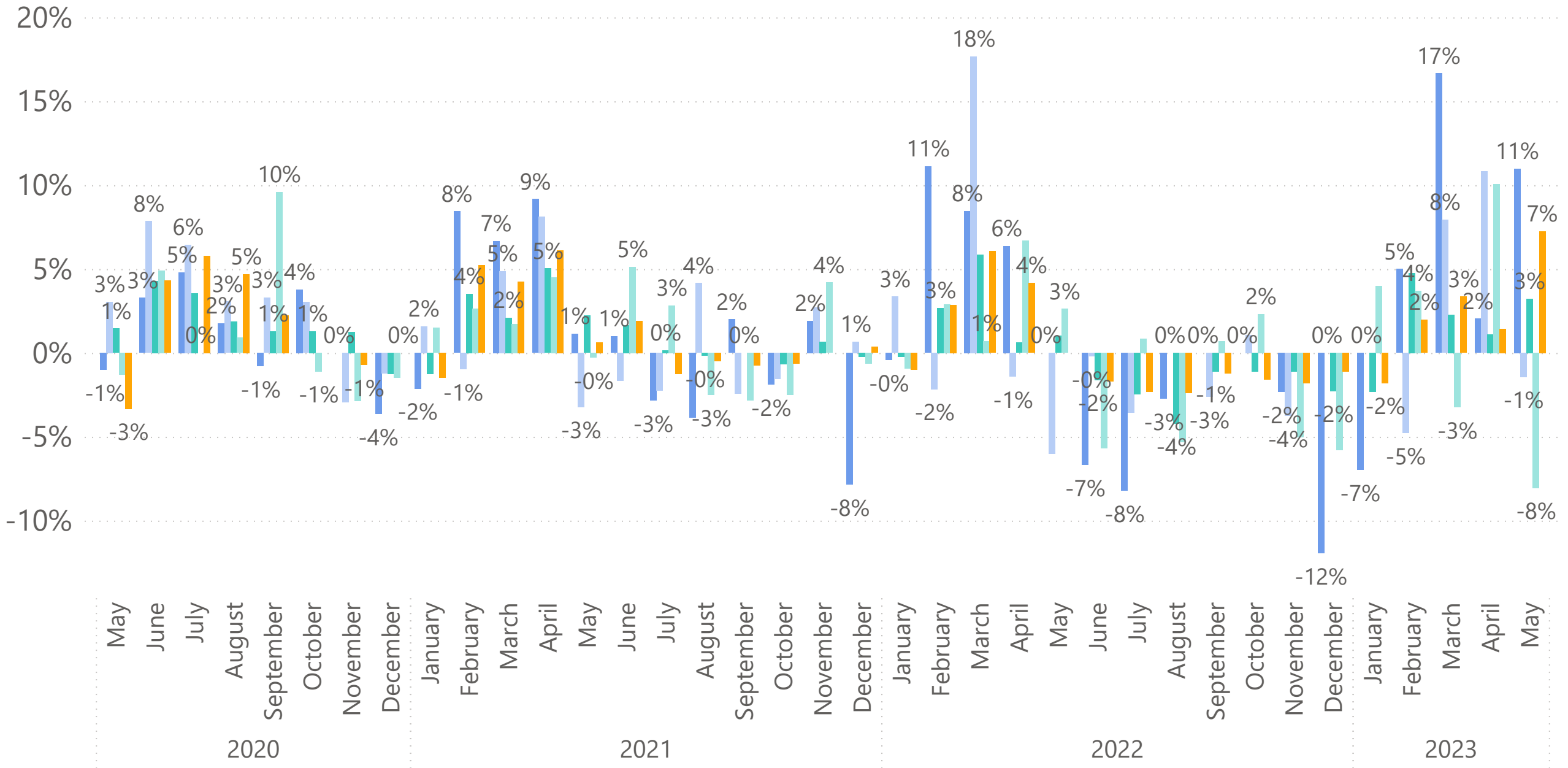
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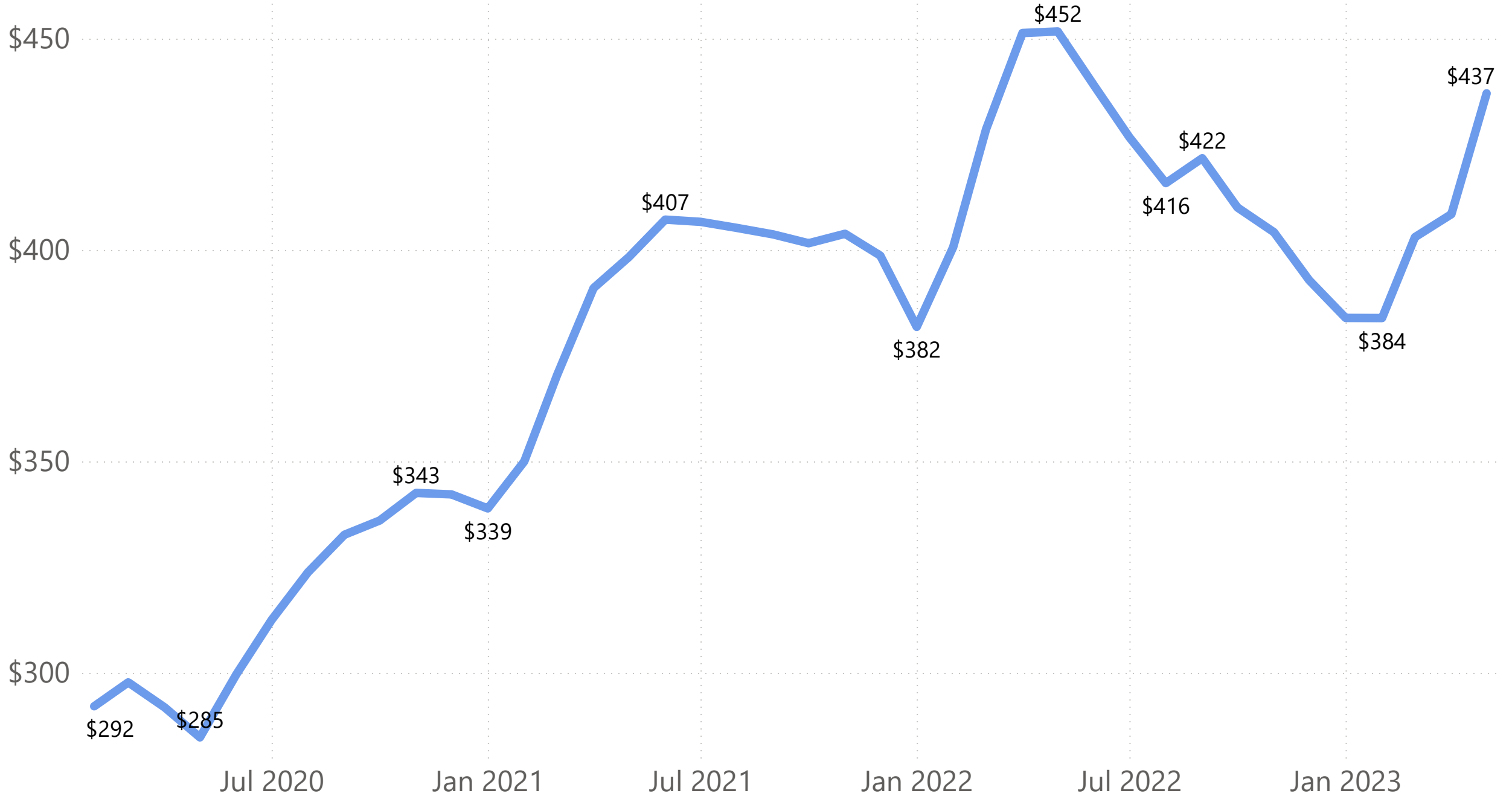


Month-to-Month Existing SFR Median Closed Price Growth (Month-to-Date for Current Month)

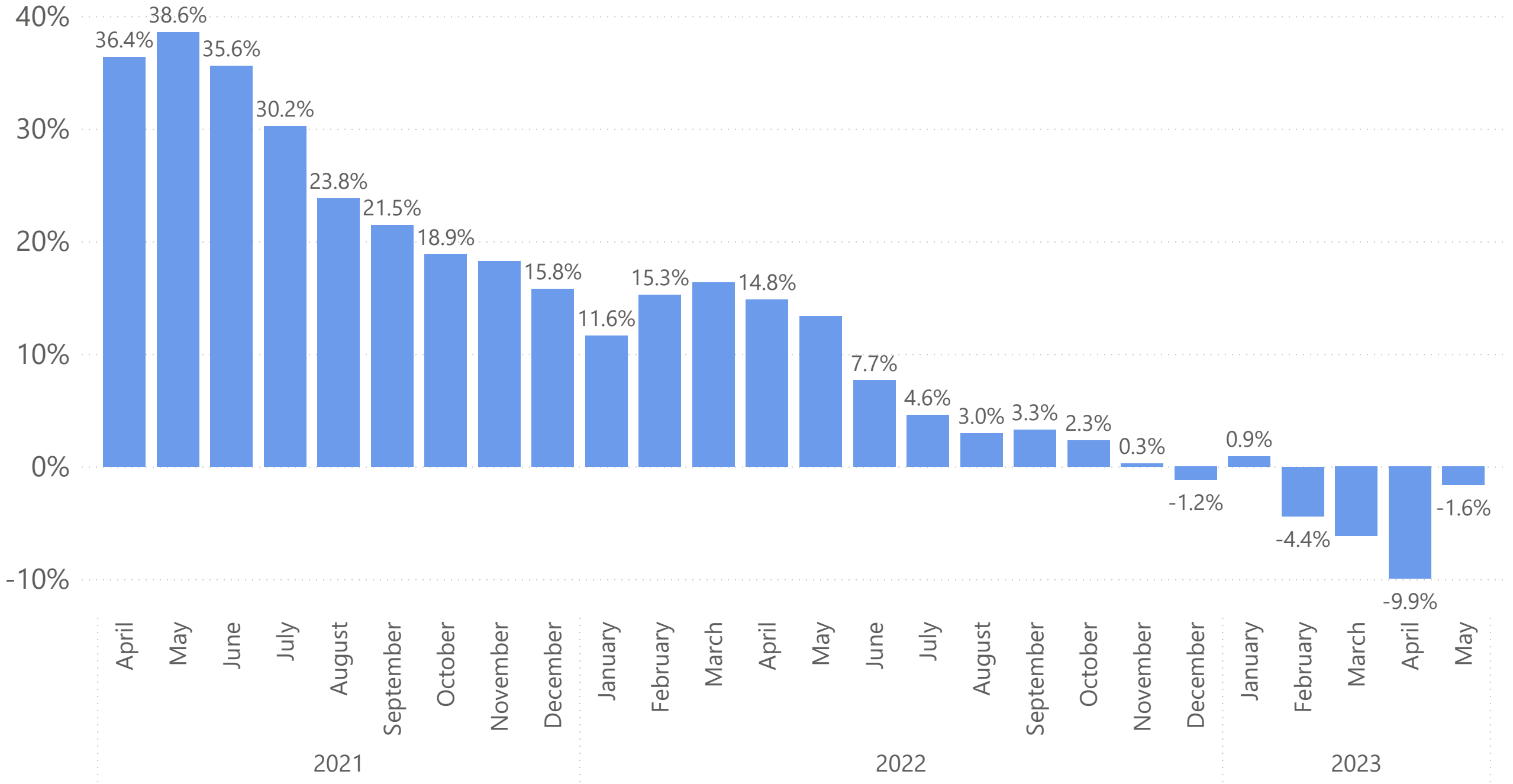
● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



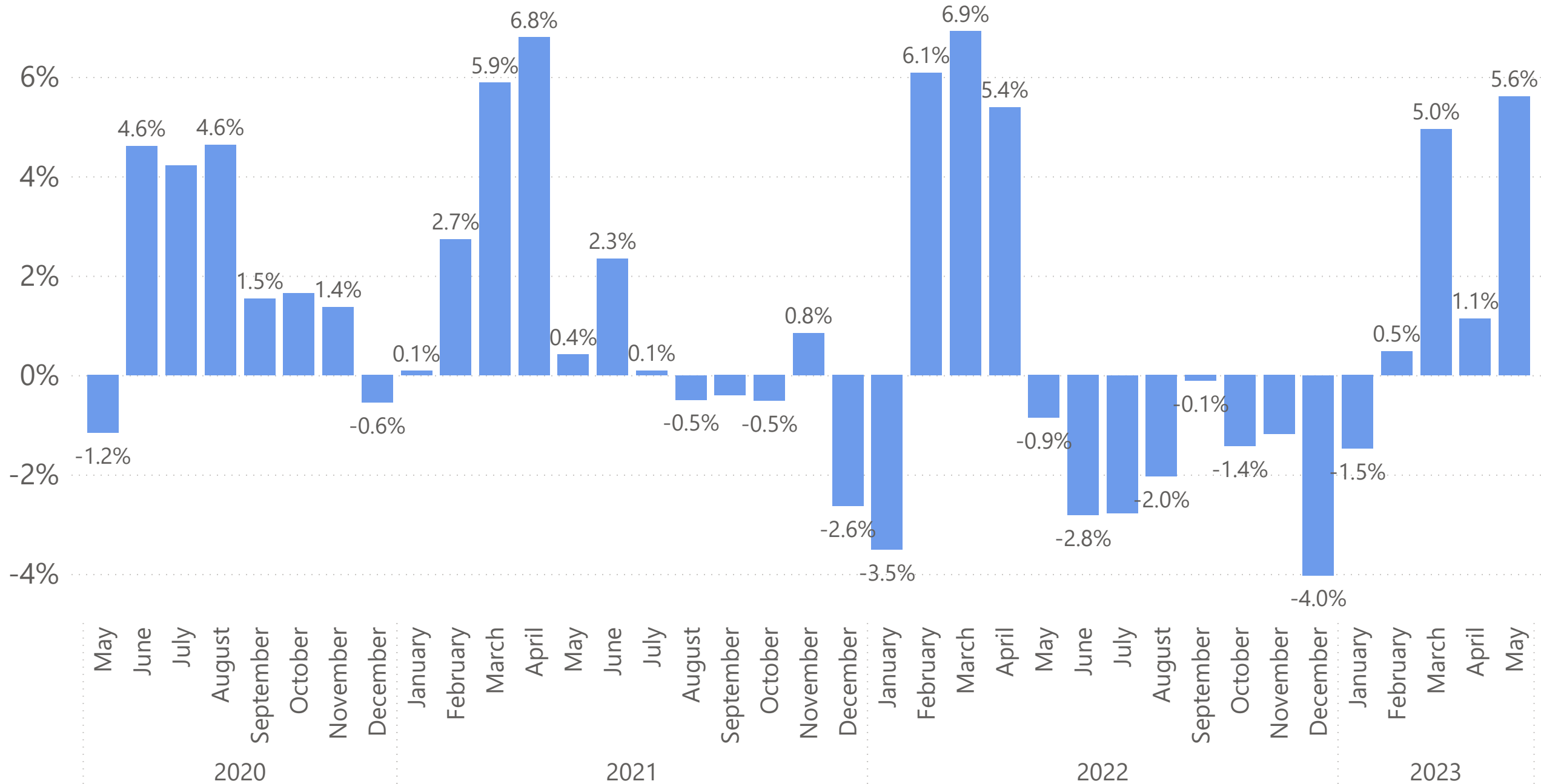
Existing SFR Median Closed Prices Per Sq. Ft.



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

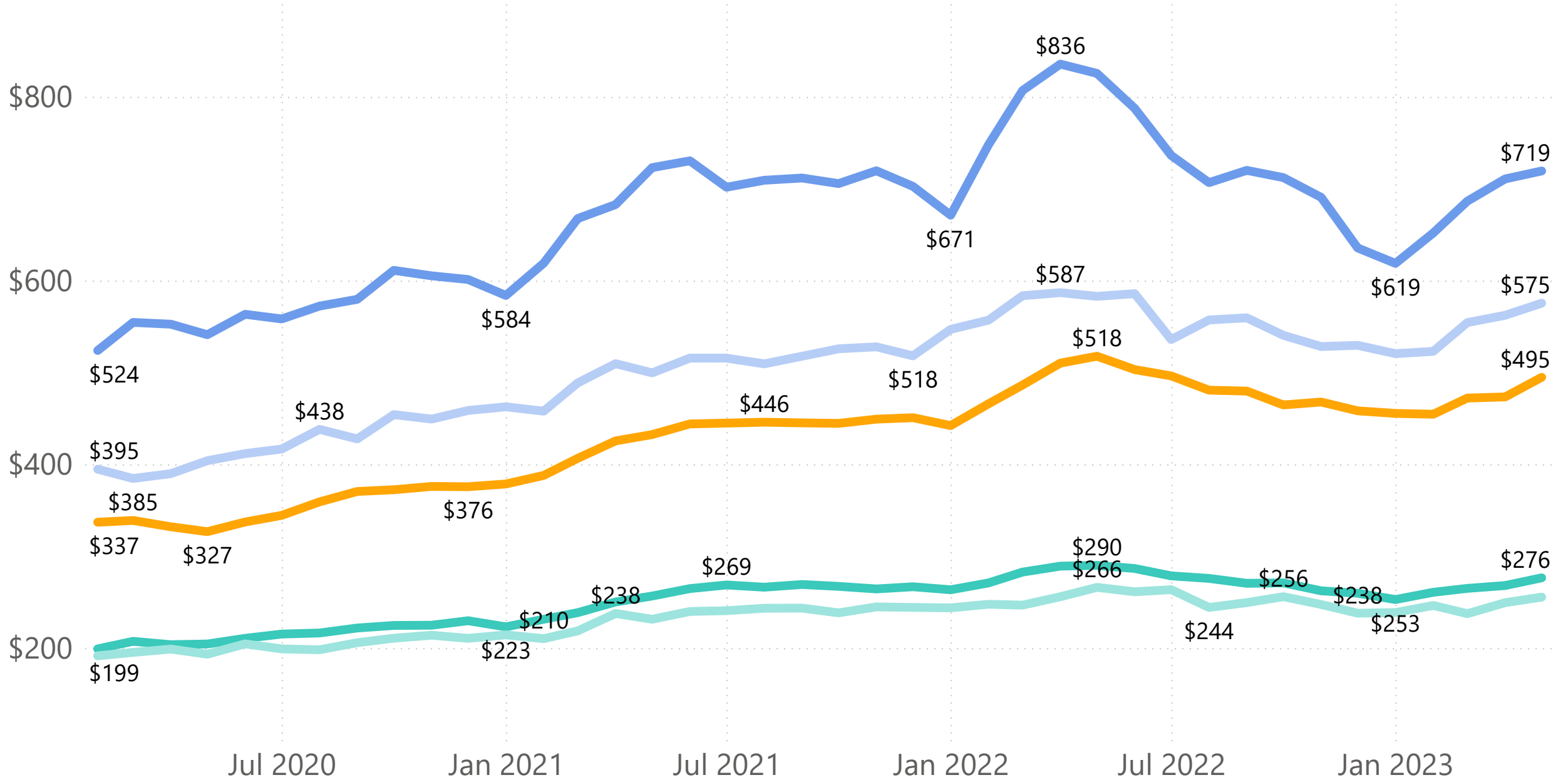


Month-to-Month Existing SFR Median Closed Price Per Sq. Ft. Growth (Month-to-Date for Current Month)



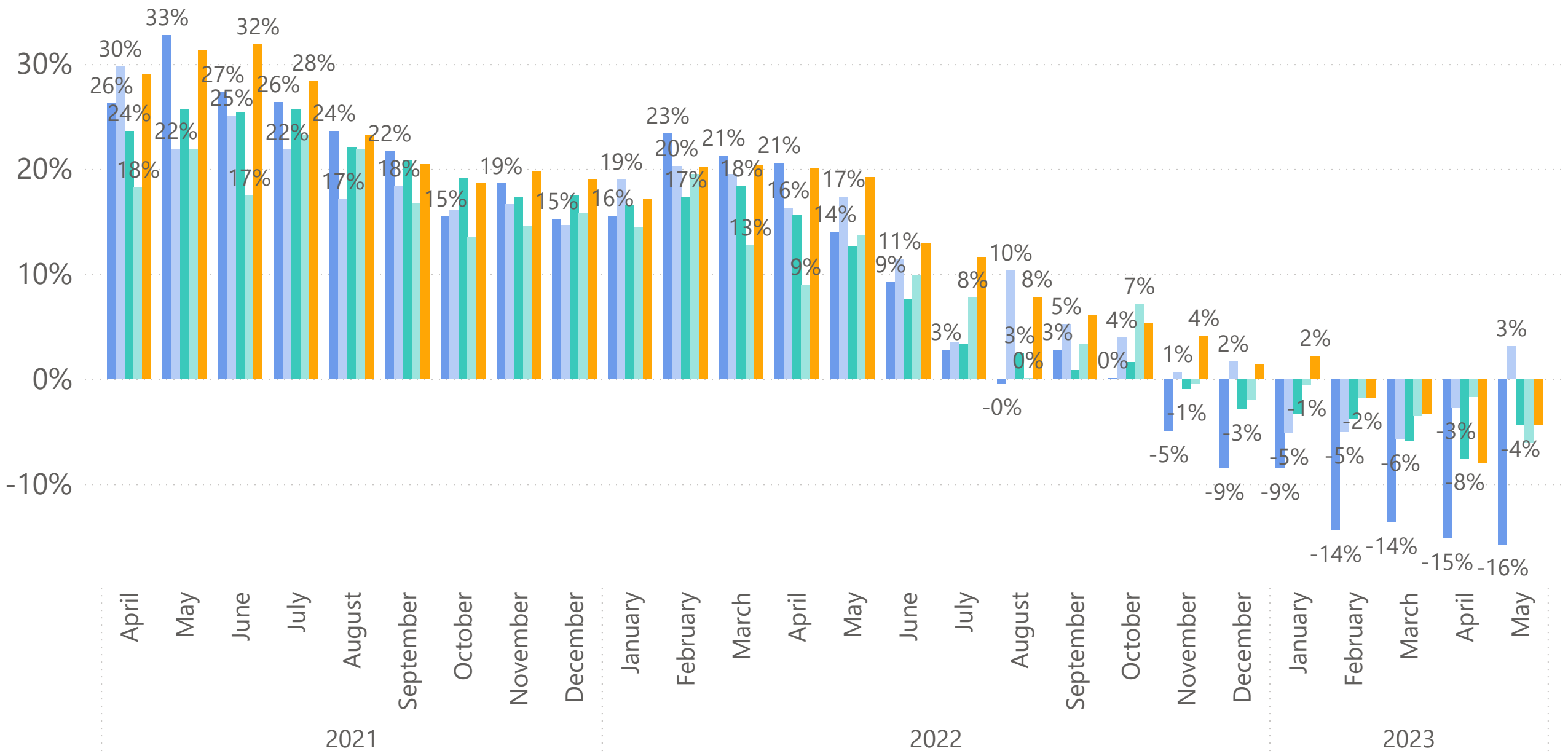
Existing SFR Median Closed Prices Per Sq. Ft.

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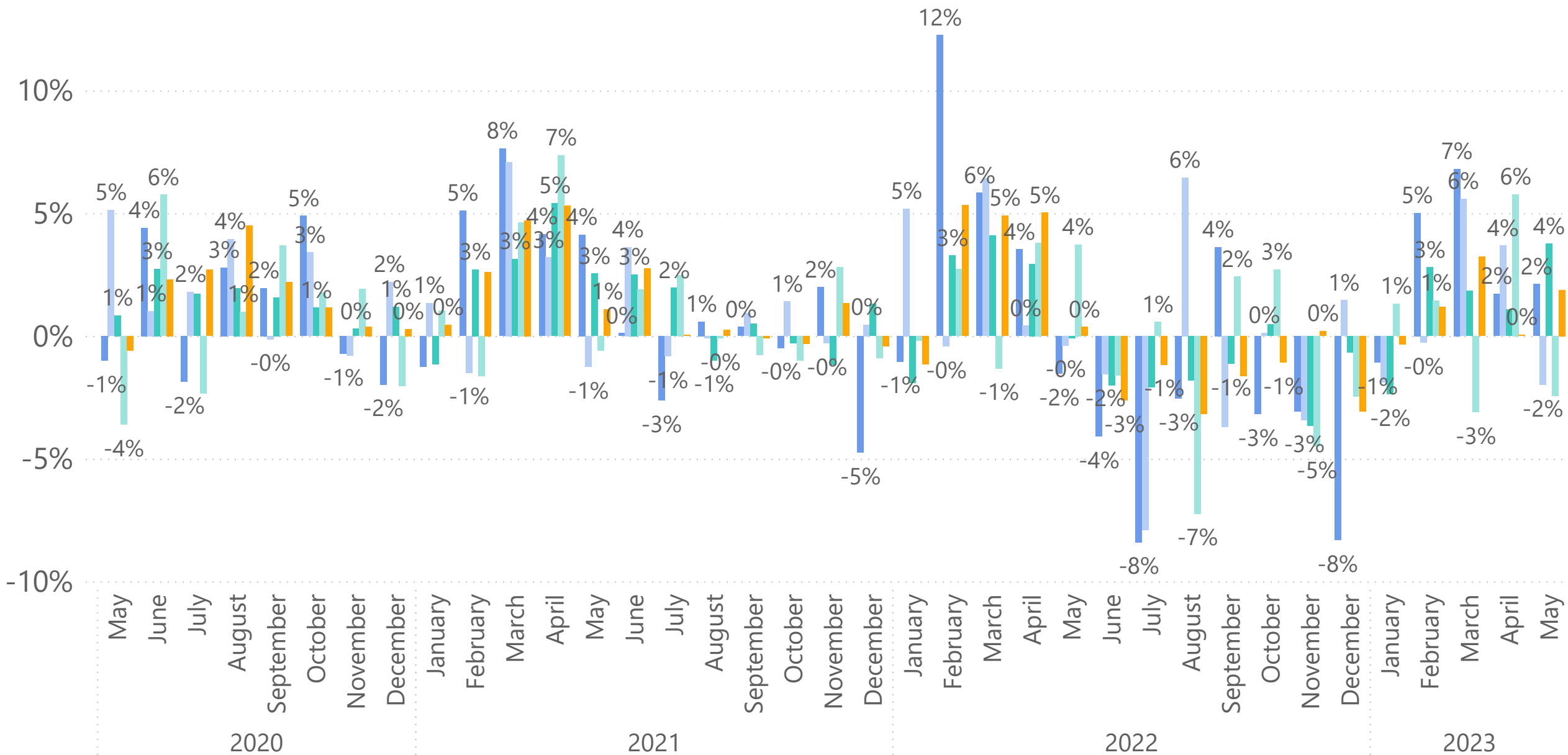
Year-Over-Year Existing SFR Median Closed Price Per Sq. Ft. Growth (Month-to-Date for Current Month)

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



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

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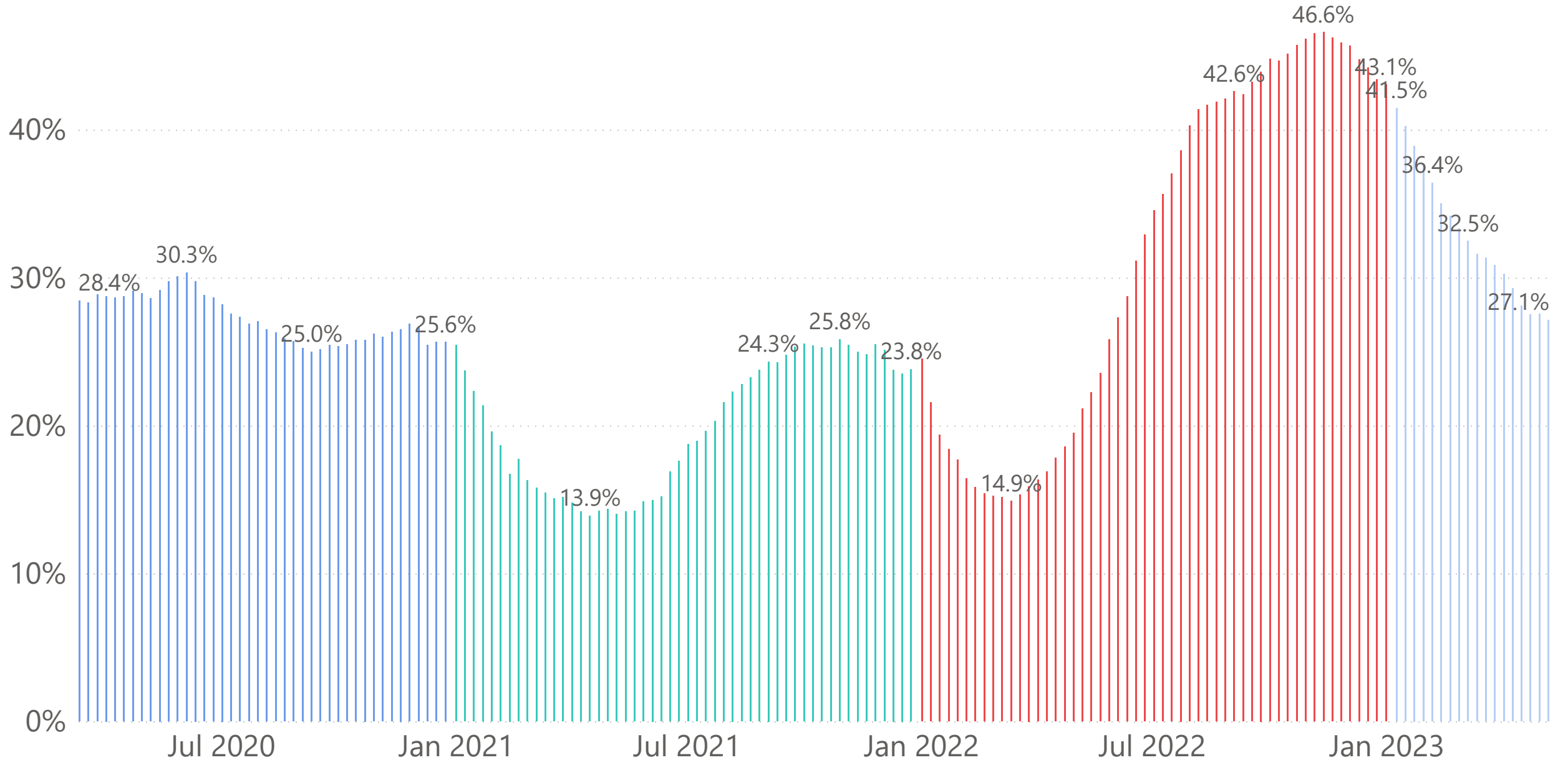




Market
Competitiveness

% of Active Listings w/Reduced Price

Year ● 2020 ● 2021 ● 2022 ● 2023

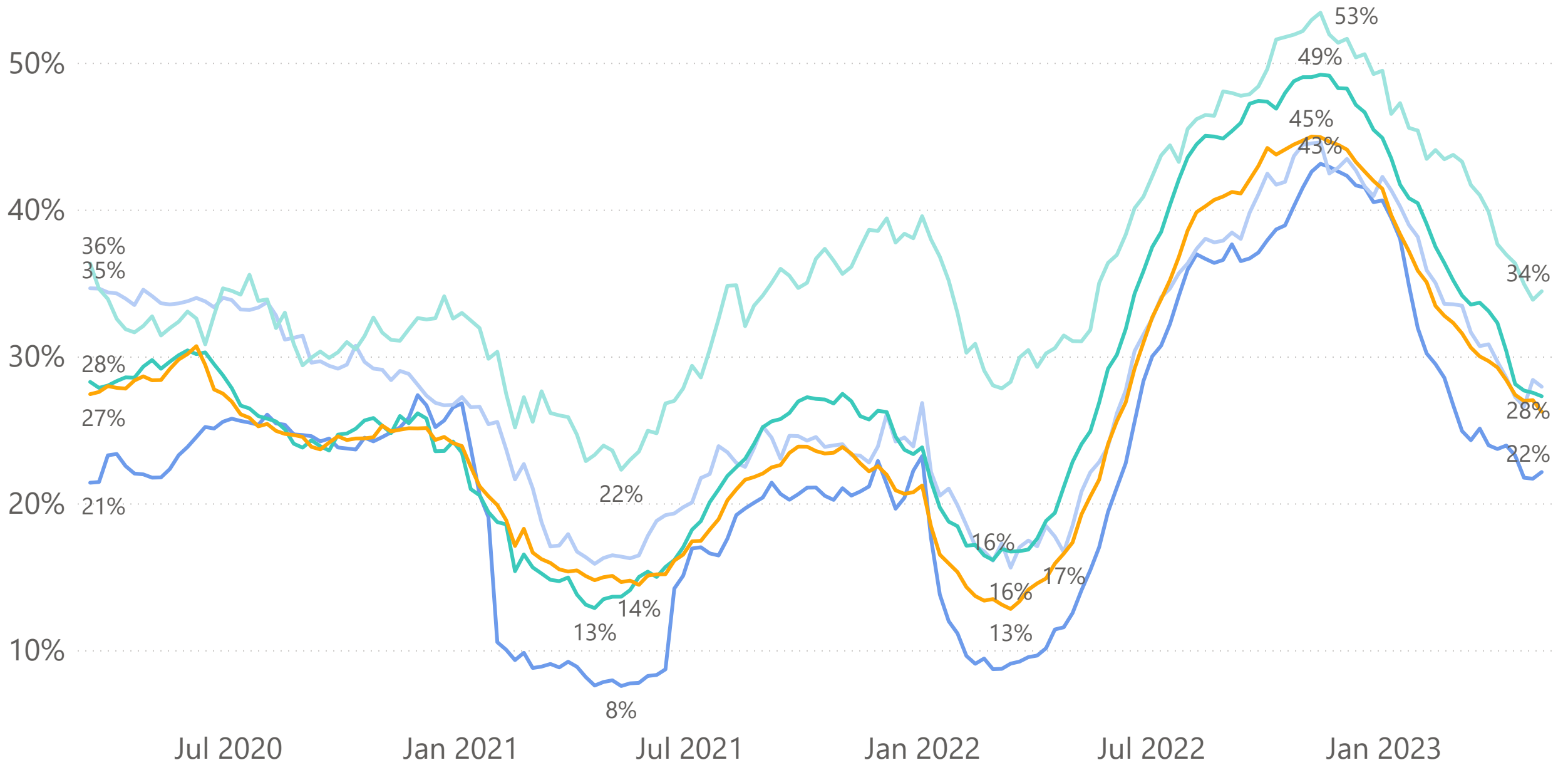


Median Reduction on Reduced-Price Listings %



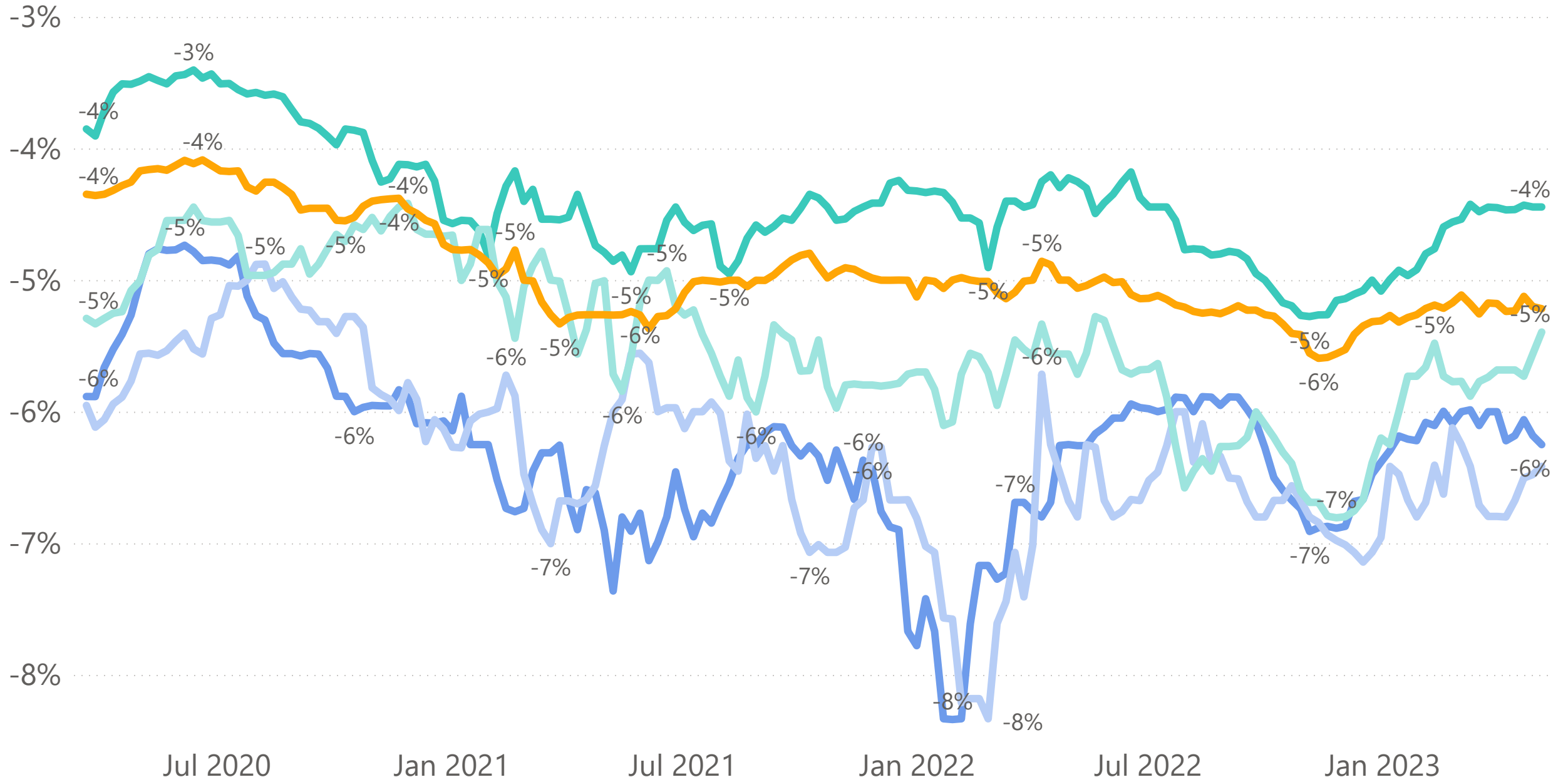
% of Active Listings w/Reduced Price

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



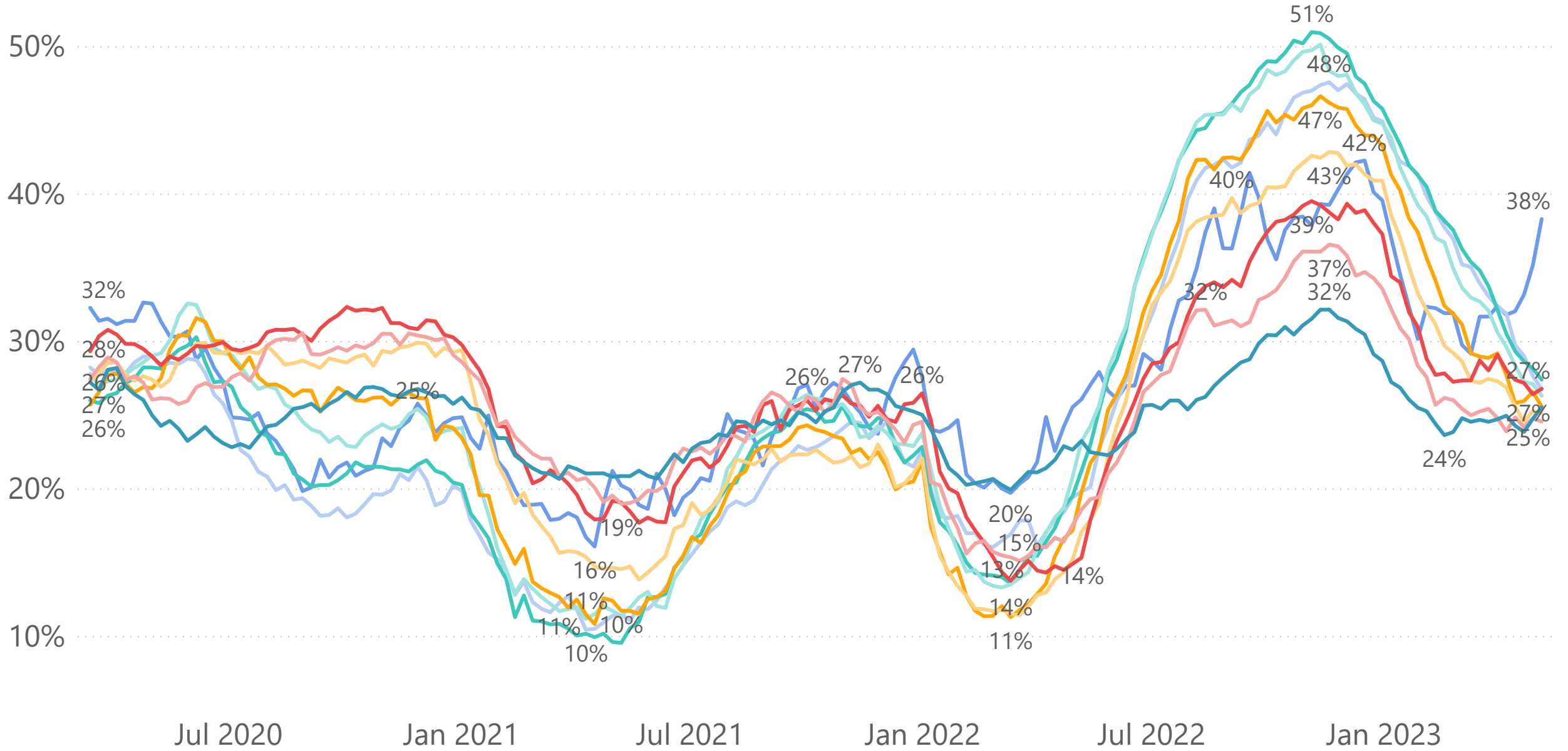
Median Reduction on Reduced-Price Listings %

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



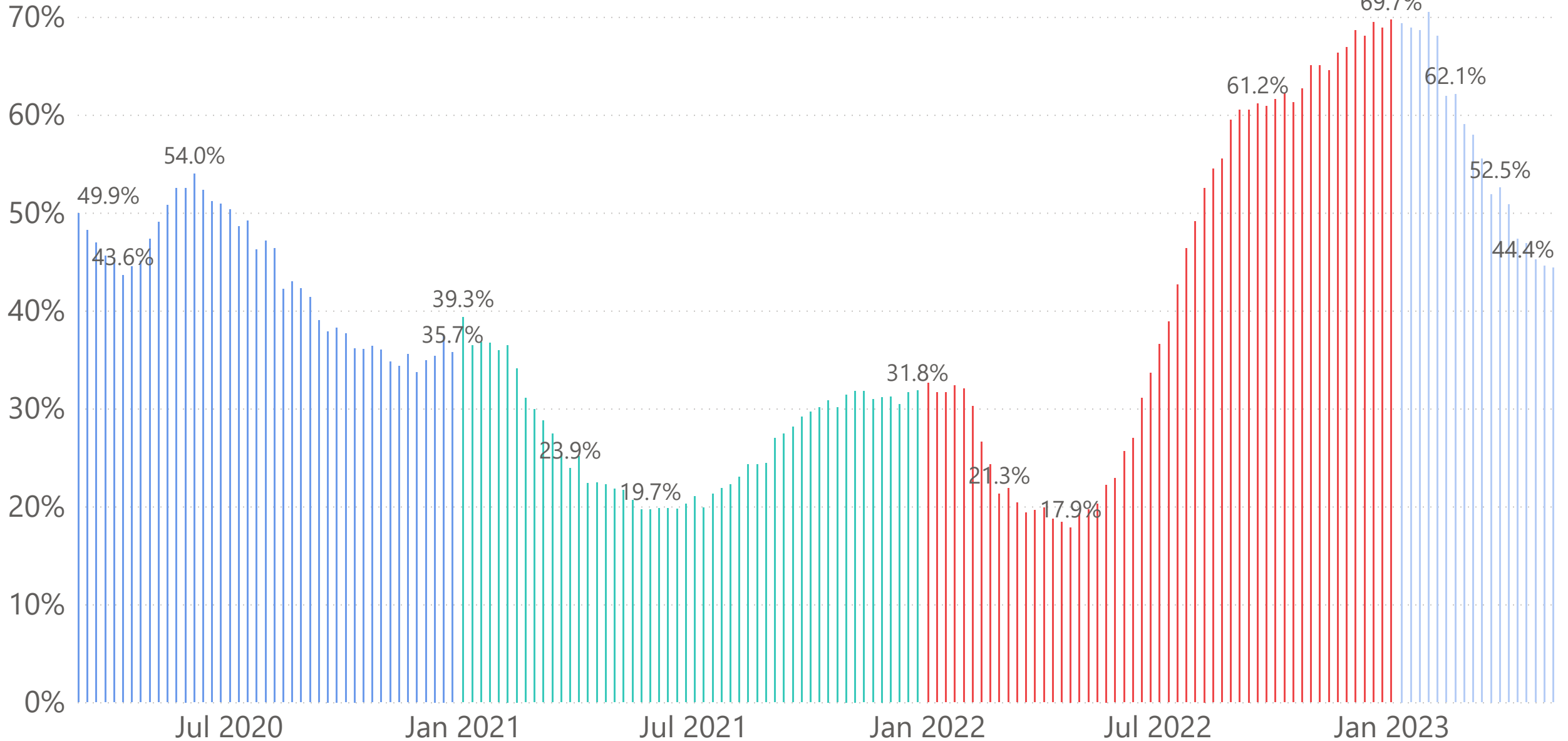
% of Active Listings w/Reduced Price

● < \$200K ● \$200-\$399K ● \$400-\$599K ● \$600-\$799K ● \$800-\$999K ● \$1-\$1.99M ● \$2-\$2.99M ● \$3-\$4.99M ● \$5M +

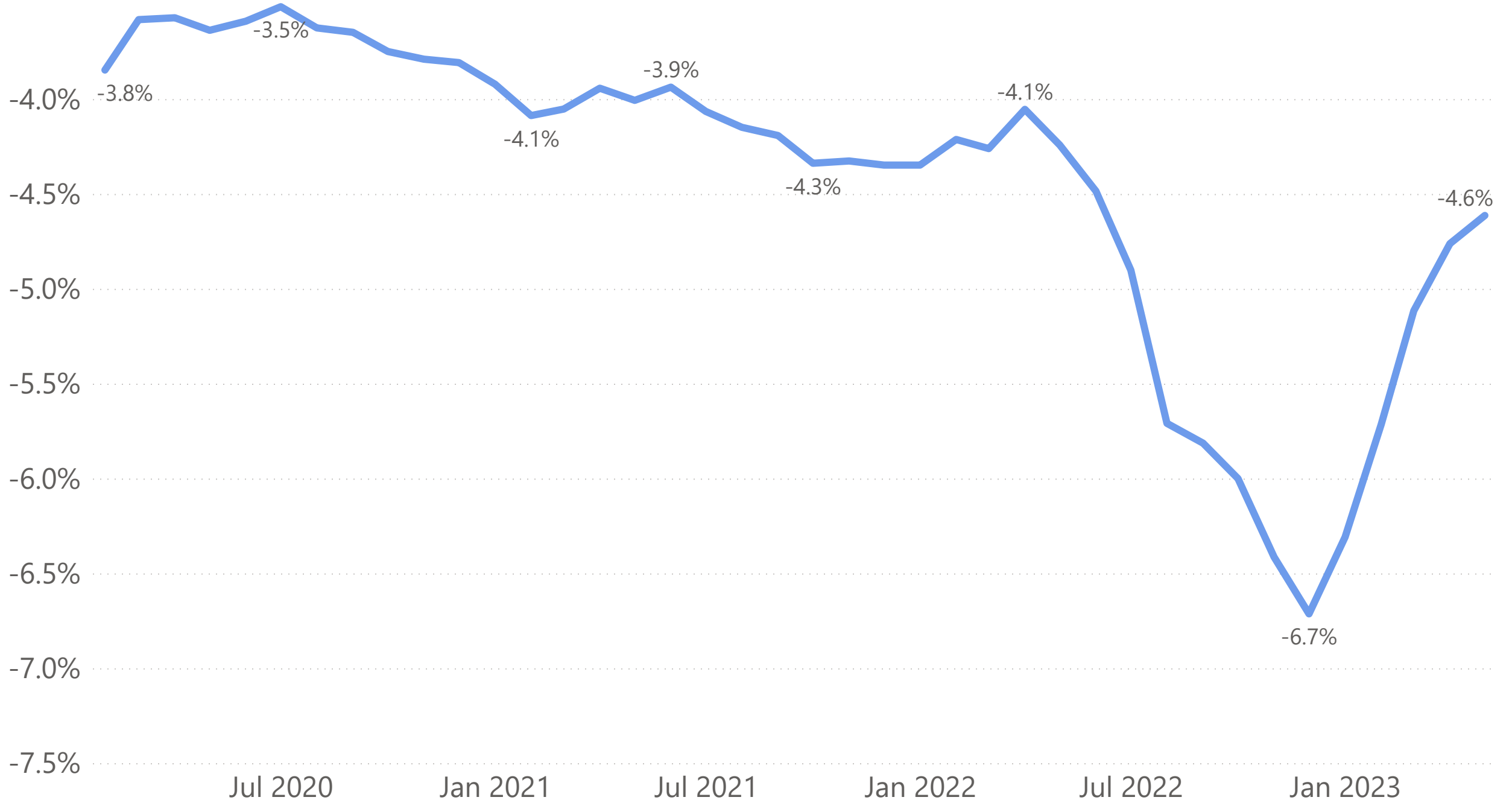


% of Sales Closed Below List Price

Year ● 2020 ● 2021 ● 2022 ● 2023

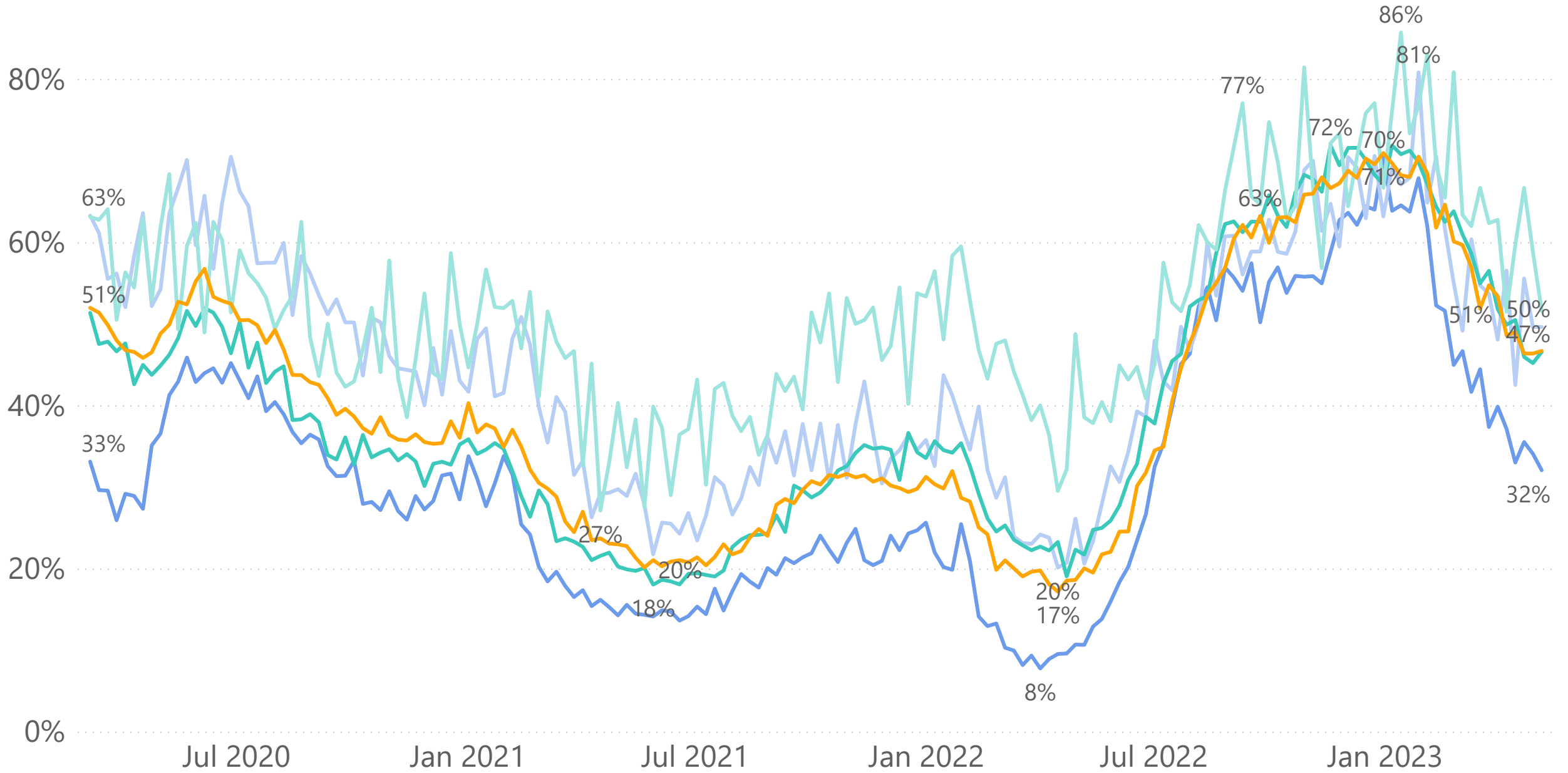


Median Reduction on Reduced-Price Sales %



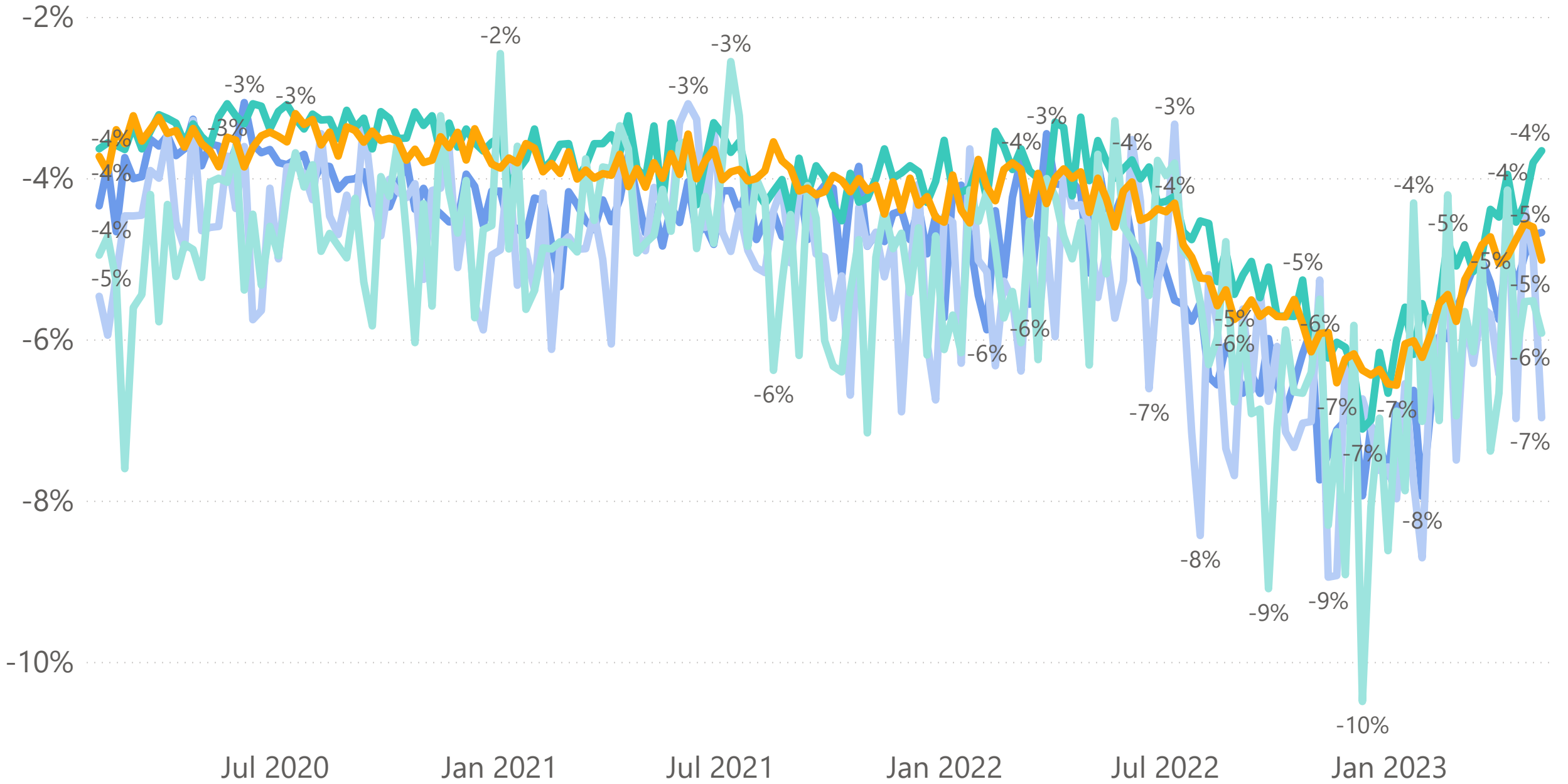
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● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



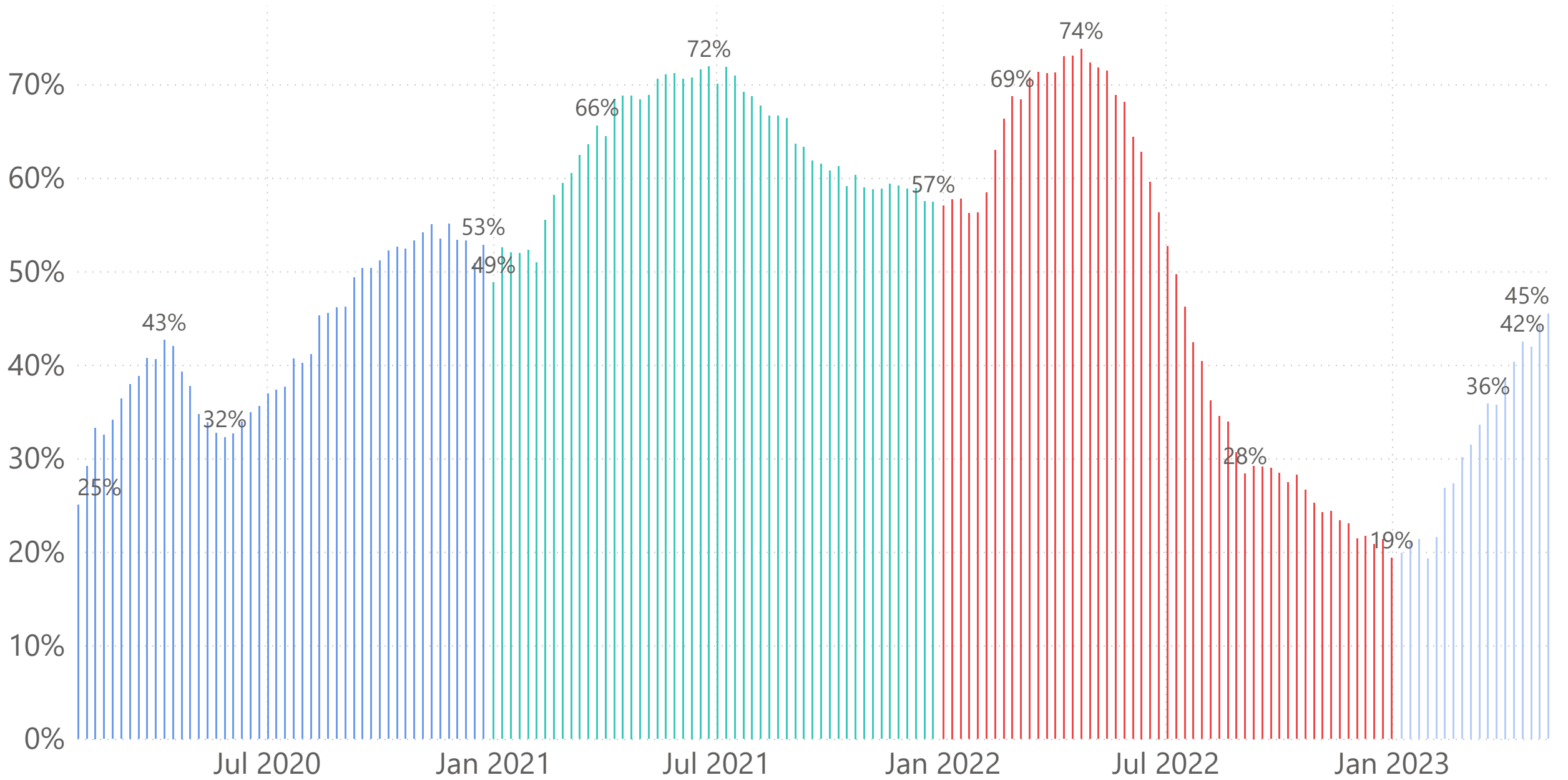
Median Reduction on Reduced-Price Sales %

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal

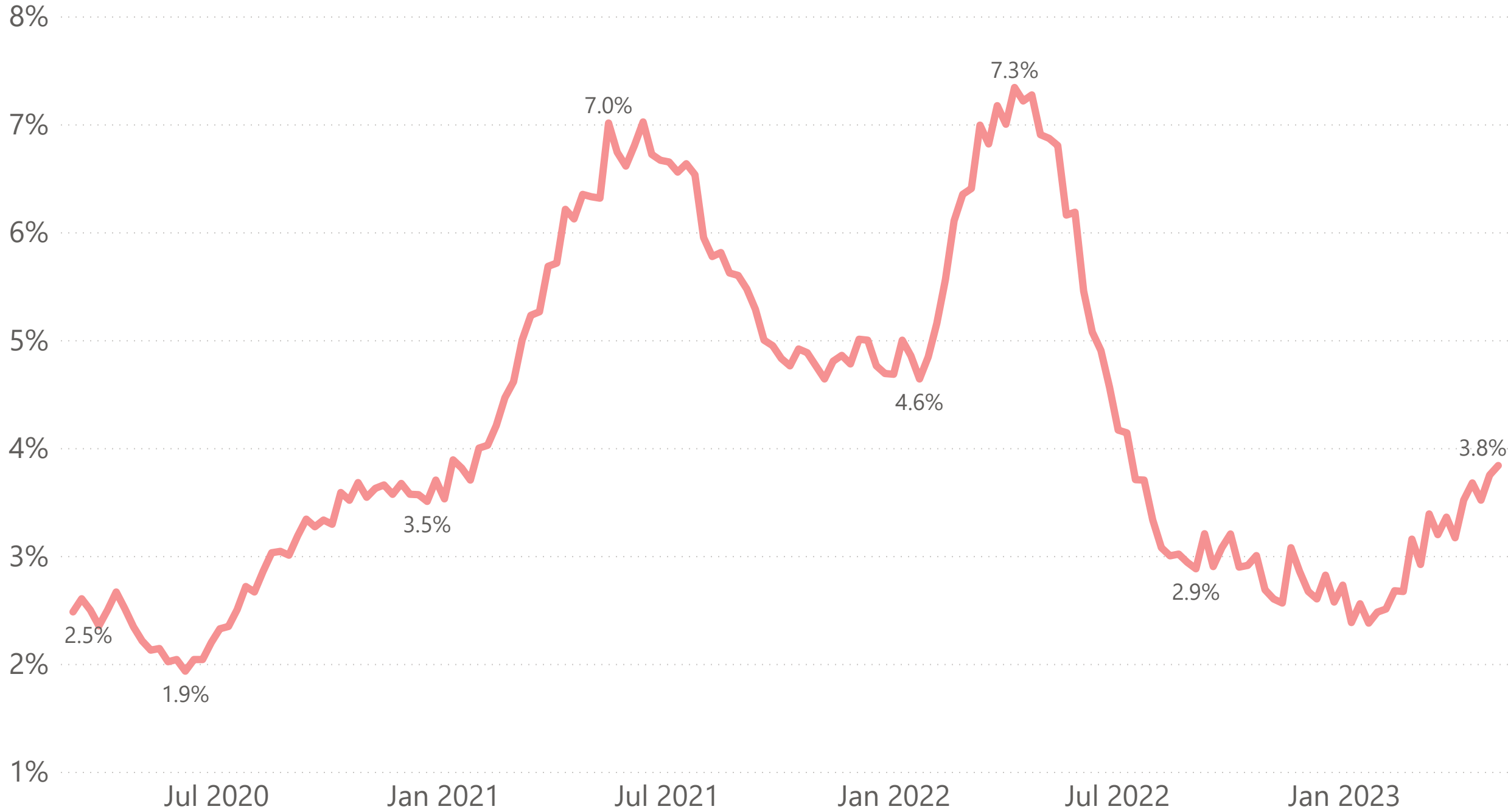


% of Homes Closed Above List Price

Year ● 2020 ● 2021 ● 2022 ● 2023

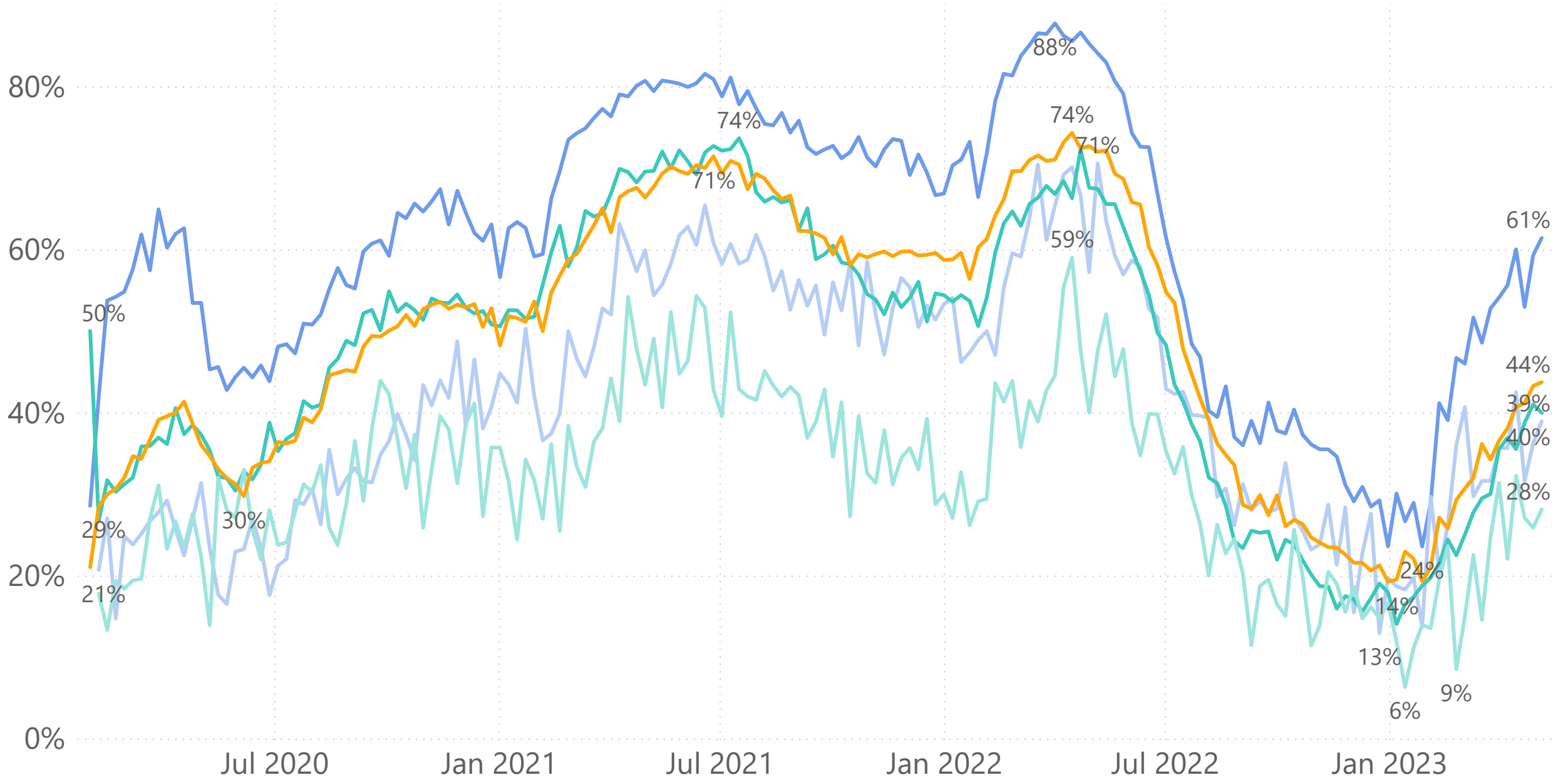


Median Overage on Homes Closing Above List %



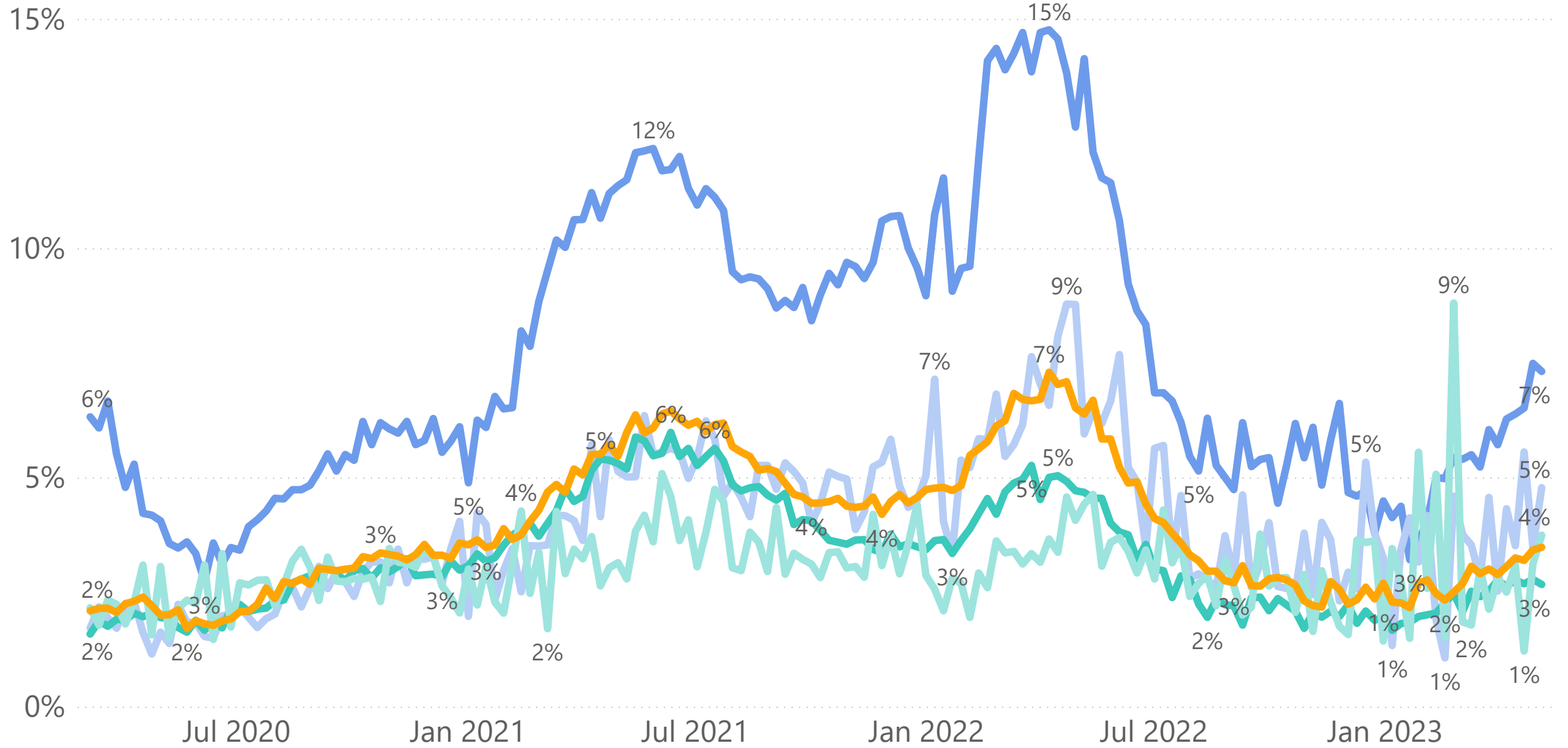
% of Homes Closed Above List Price

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal

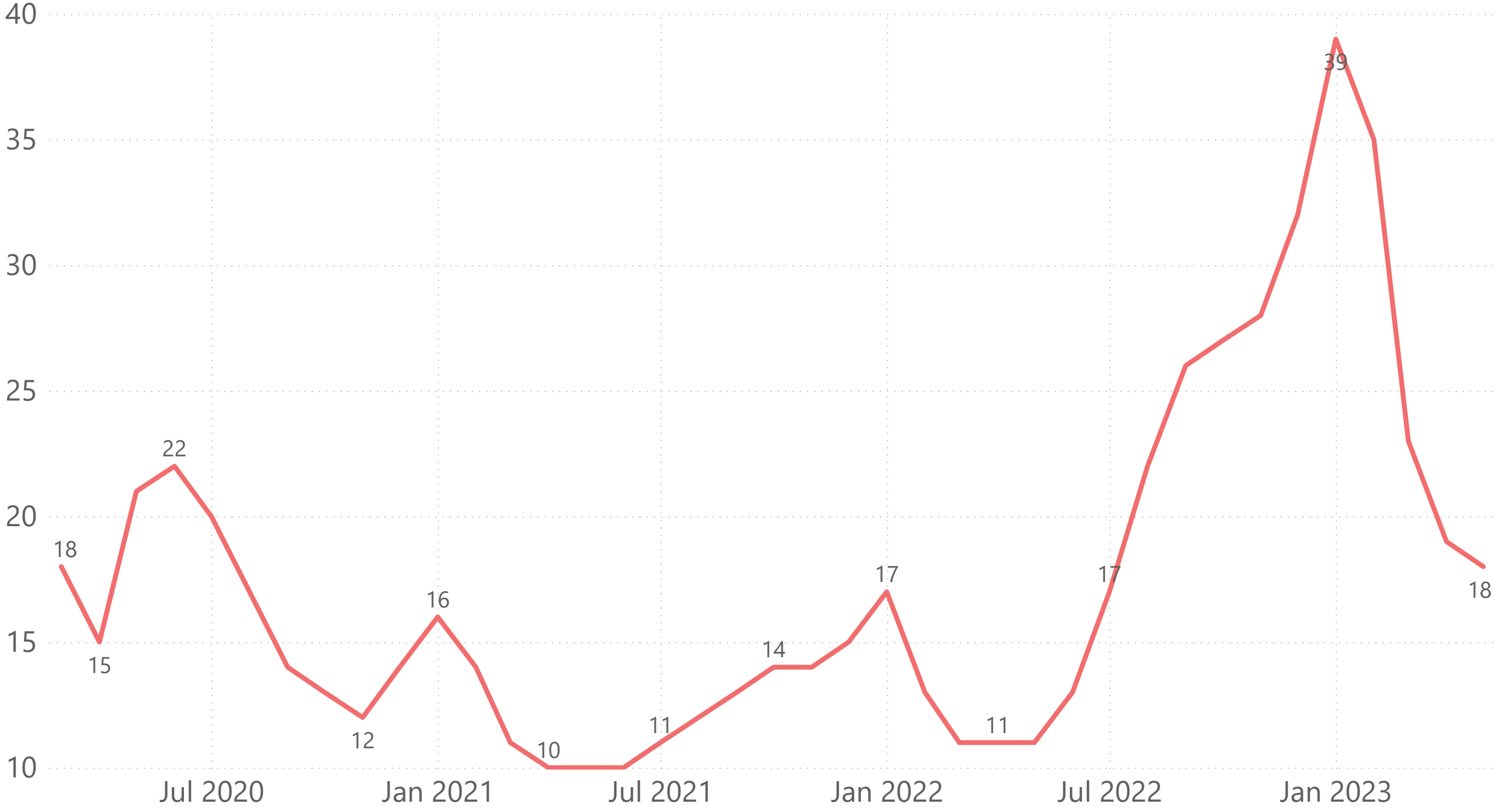


Median Overage on Homes Closing Above List %

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal

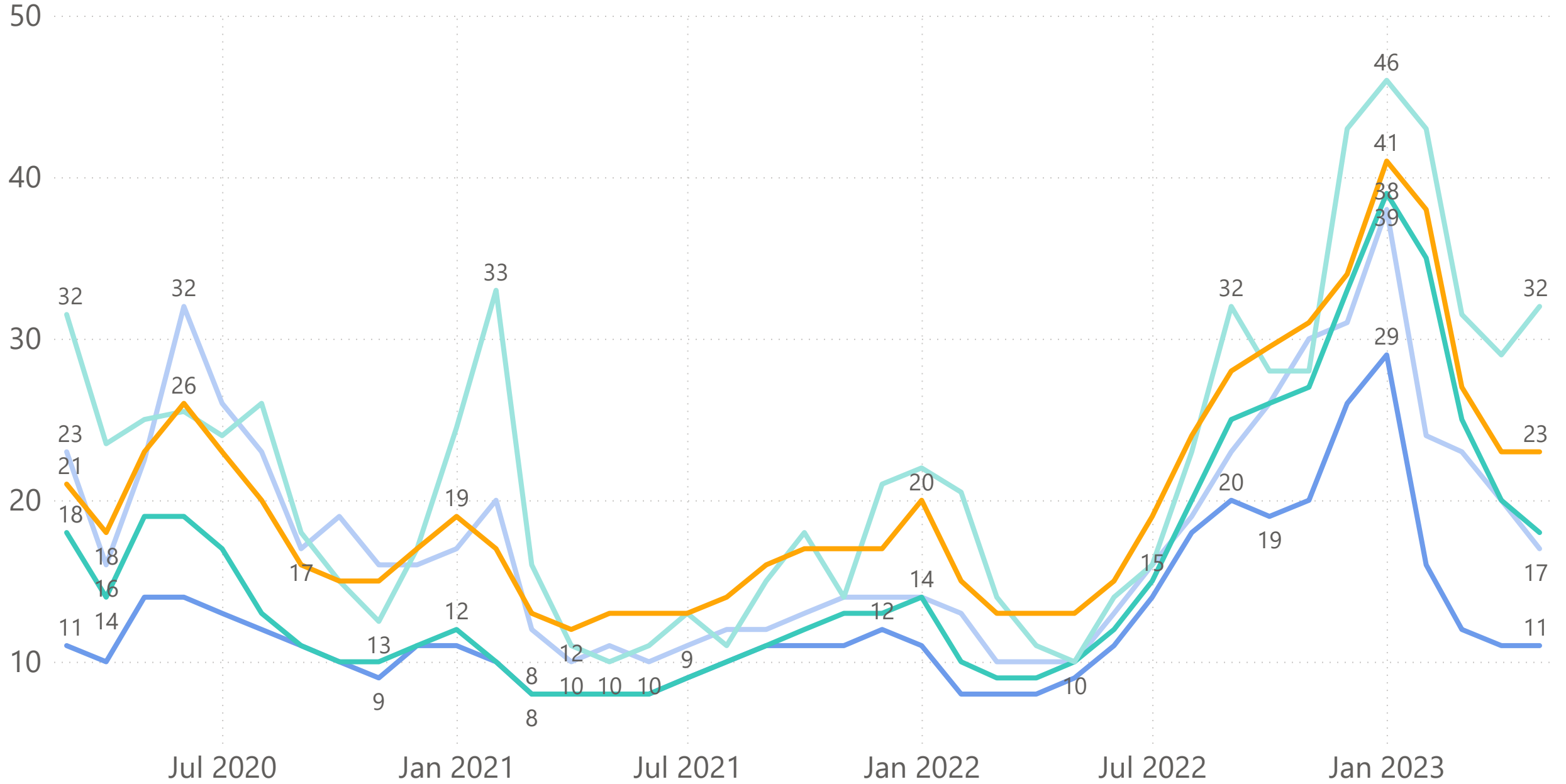


Median Days on Market for Closed Sales (Month-to-Date for Current Month)



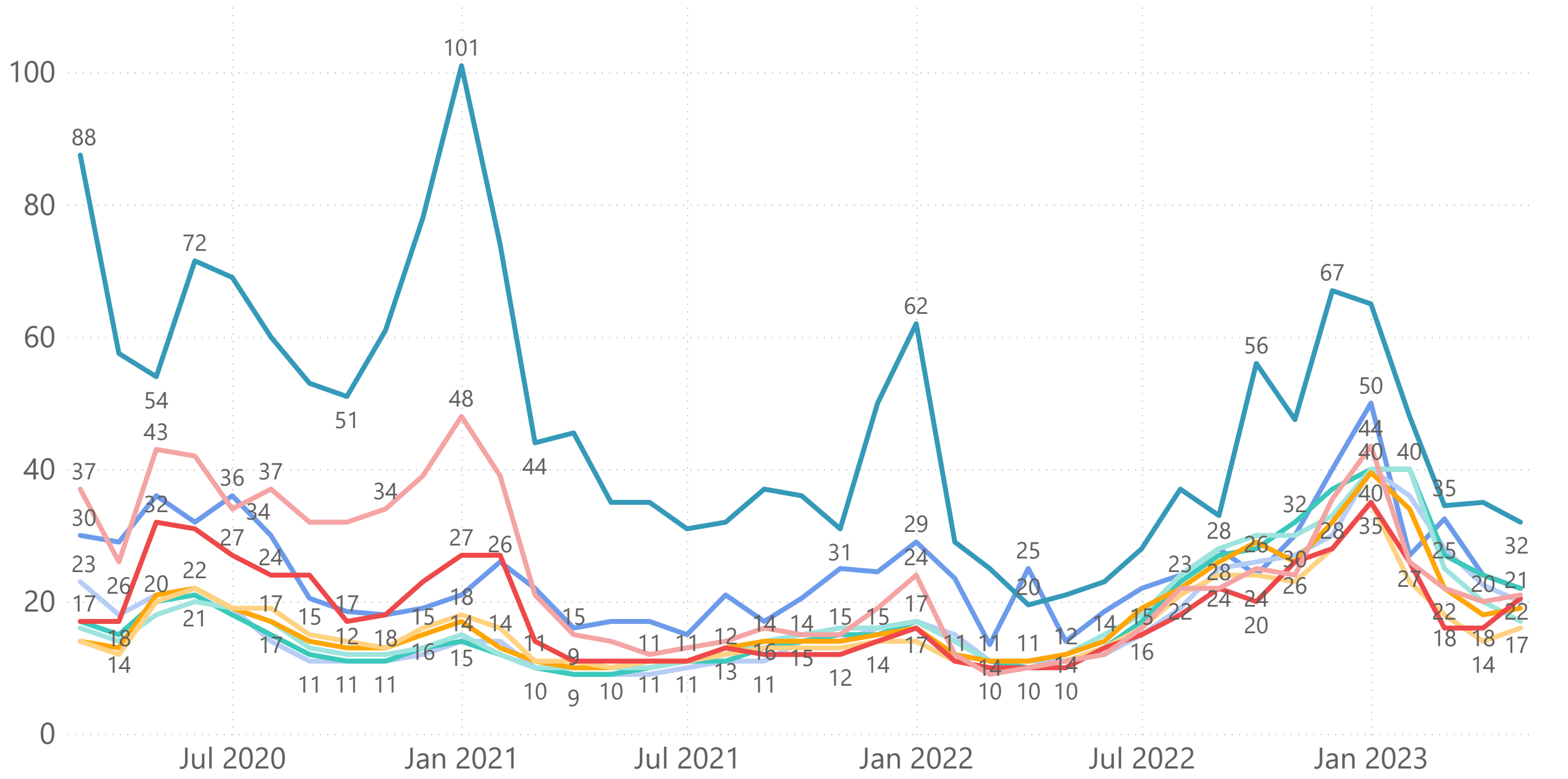
Median Days on Market for Closed Sales (Month-to-Date for Current Month)

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal

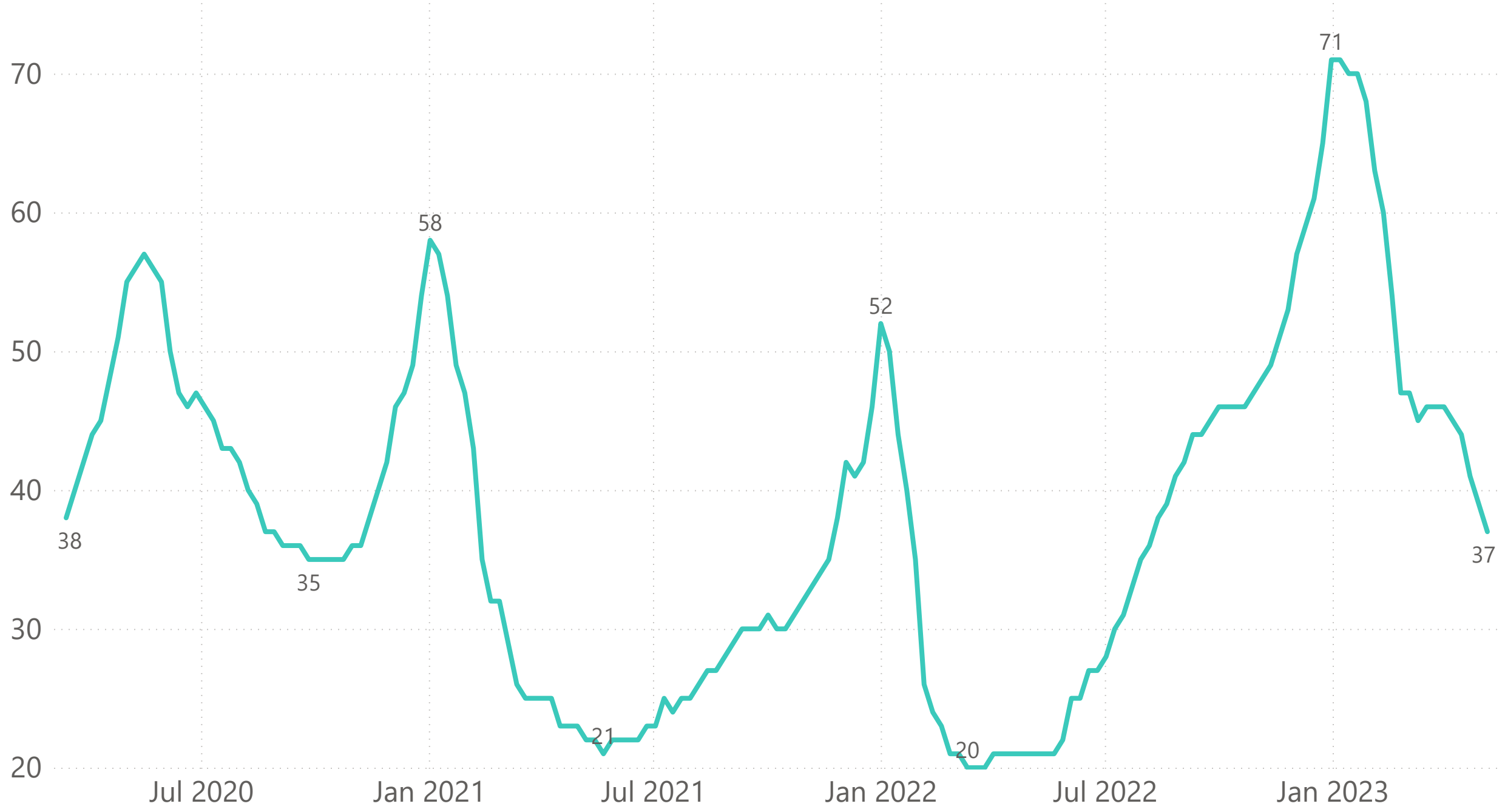


Median Days on Market for Closed Sales (Month-to-Date for Current Month)

● < \$200K
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 ● \$800-\$999K
 ● \$1-\$1.99M
 ● \$2-\$2.99M
 ● \$3-\$4.99M
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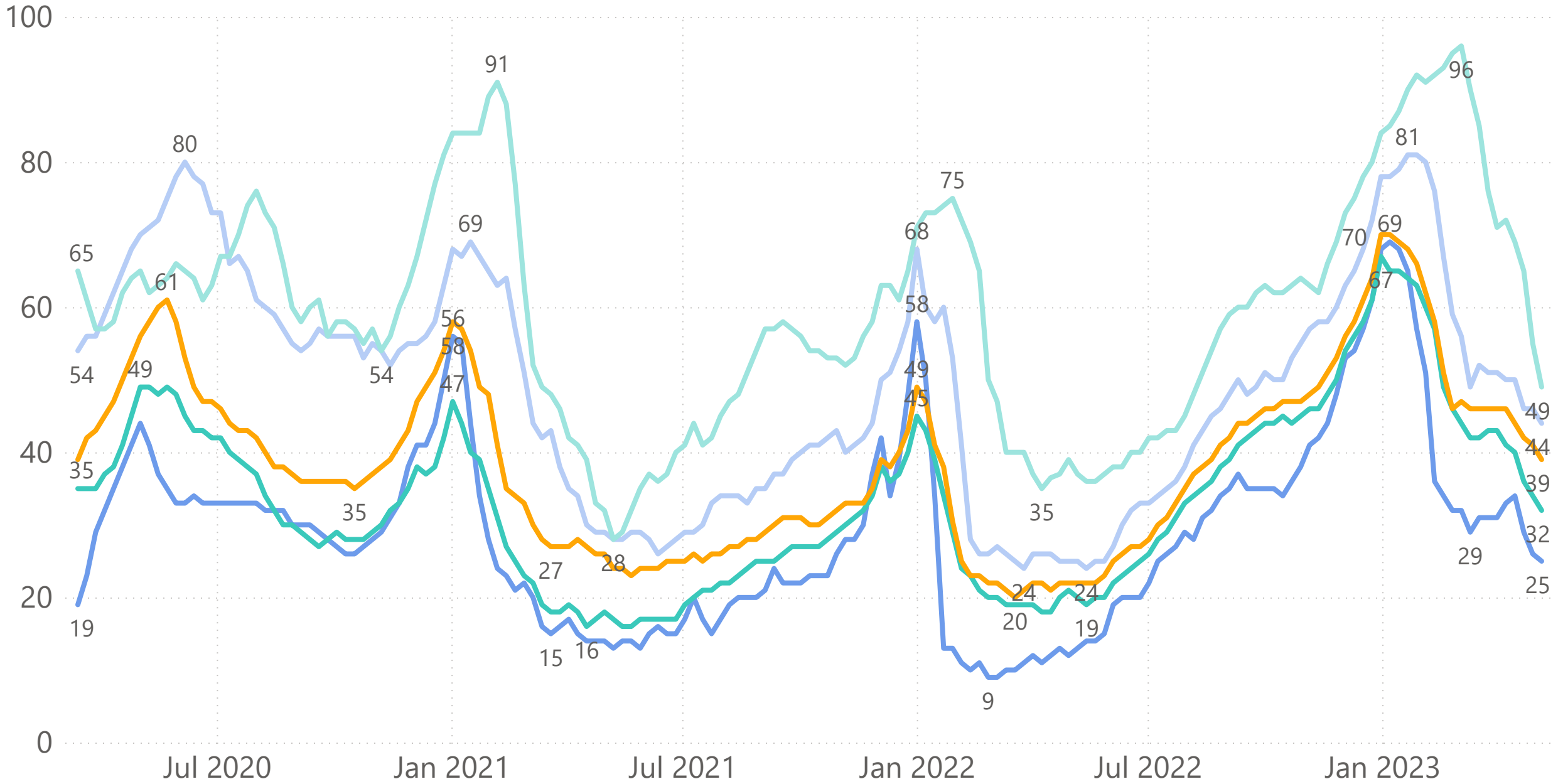


Median Days on Market for Active/Unsold Homes



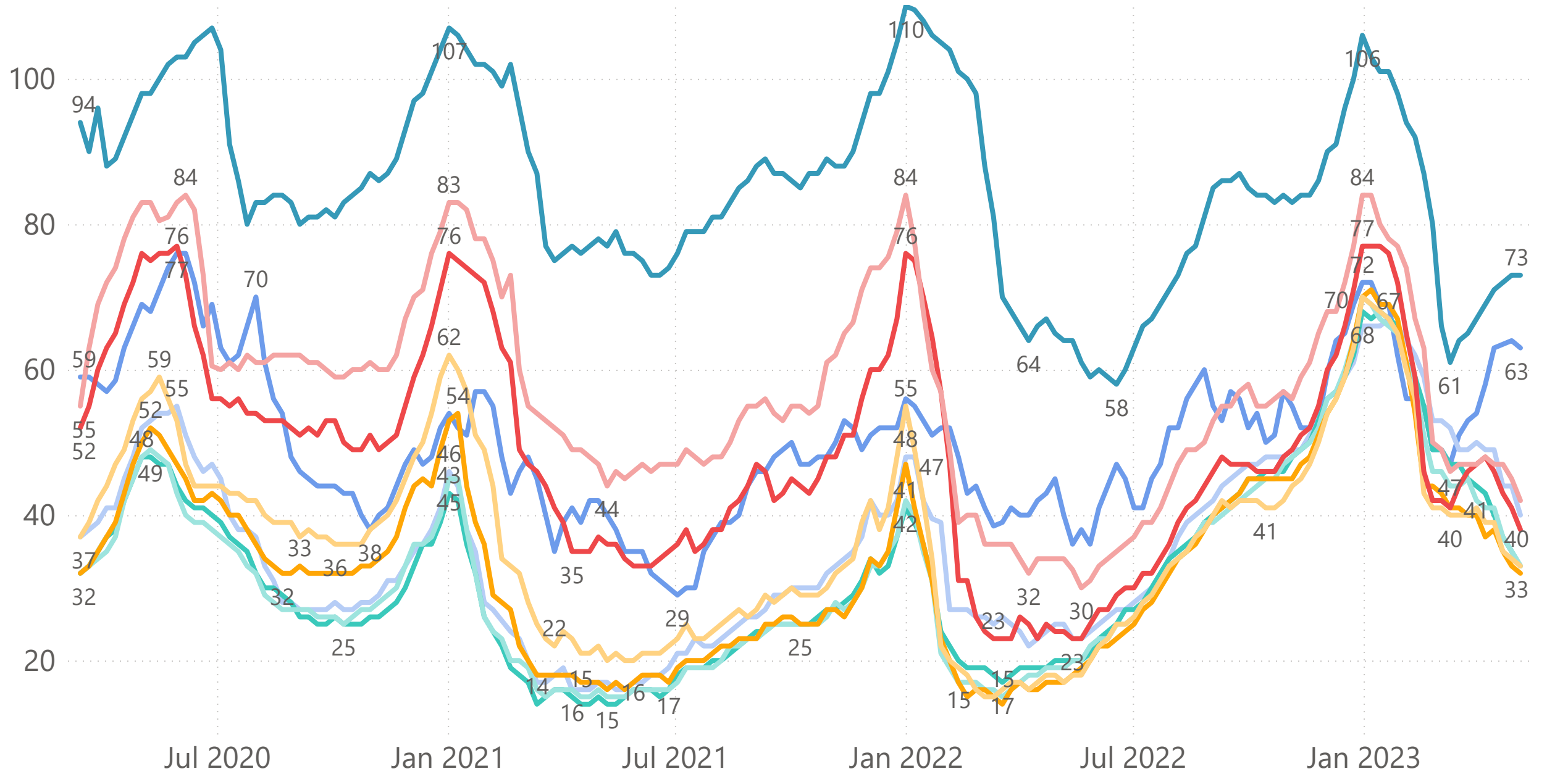
Median Days on Market for Active/Unsold Homes

● Bay Area ● Central Coast ● Central Valley ● Far North ● SoCal



Median Days on Market for Active/Unsold Homes

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 ● \$200-\$399K
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 ● \$600-\$799K
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 ● \$1-\$1.99M
 ● \$2-\$2.99M
 ● \$3-\$4.99M
 ● \$5M +



Report as of

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 per day*



224

New Listings per day*



% change indicates change from last week

What REALTORS® are saying



2.0%

41.4%

Closed a sale



1.0%

39.4%

Entered escrow



-4.4%

36.6%

Listed a property

% change indicates change from last month

What REALTORS® think will happen



3.0%

57.3%

Sales will be **up**

15.6%

43.0%

Prices will be **up**

-3.1%

61.9%

Listings will be **up**

% change indicates change from last month

Source: California Association of REALTORS®