

Local Market Update – August 2023

A Research Tool Provided by ITSO.



Galt East

Area

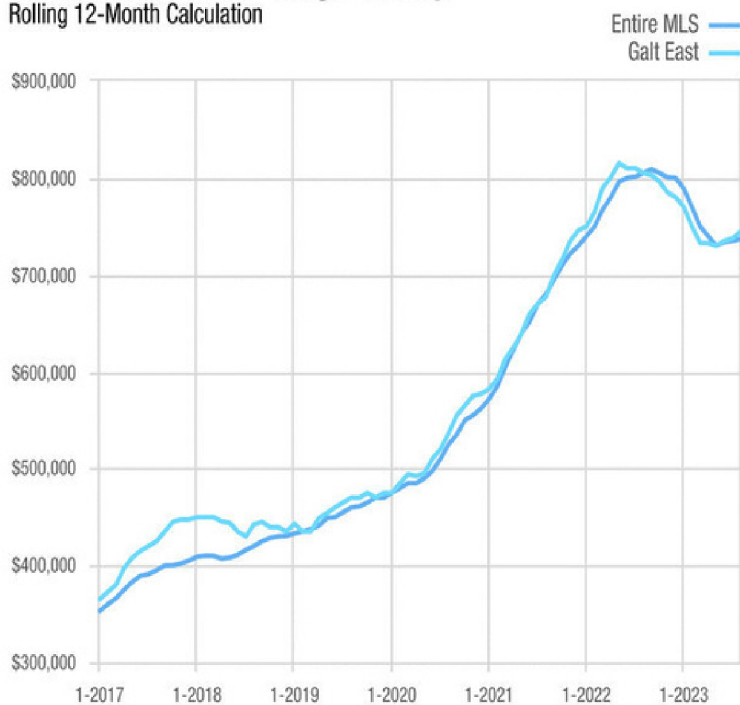
Single Family	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	32	31	- 3.1%	428	280	- 34.6%
Sales	28	20	- 28.6%	244	196	- 19.7%
Days on Market Until Sale	18	15	- 16.7%	11	14	+ 27.3%
Median Sales Price*	\$707,500	\$812,500	+ 14.8%	\$810,000	\$775,000	- 4.3%
Average Sales Price*	\$718,121	\$839,300	+ 16.9%	\$853,683	\$773,540	- 9.4%
Percent of List Price Received*	102.5%	107.3%	+ 4.7%	116.4%	107.9%	- 7.3%
Inventory of Homes for Sale	32	23	- 28.1%	—	—	—
Months Supply of Inventory	1.1	1.0	- 9.1%	—	—	—

Townhouse/Condo	August			Year to Date		
	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
Key Metrics						
New Listings	26	25	- 3.8%	190	195	+ 2.6%
Sales	9	22	+ 144.4%	106	115	+ 8.5%
Days on Market Until Sale	39	21	- 46.2%	12	23	+ 91.7%
Median Sales Price*	\$600,000	\$567,500	- 5.4%	\$680,000	\$635,000	- 6.6%
Average Sales Price*	\$585,111	\$588,113	+ 0.5%	\$682,637	\$627,280	- 8.1%
Percent of List Price Received*	97.8%	103.7%	+ 6.0%	117.4%	103.3%	- 12.0%
Inventory of Homes for Sale	37	26	- 29.7%	—	—	—
Months Supply of Inventory	2.9	1.9	- 34.5%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

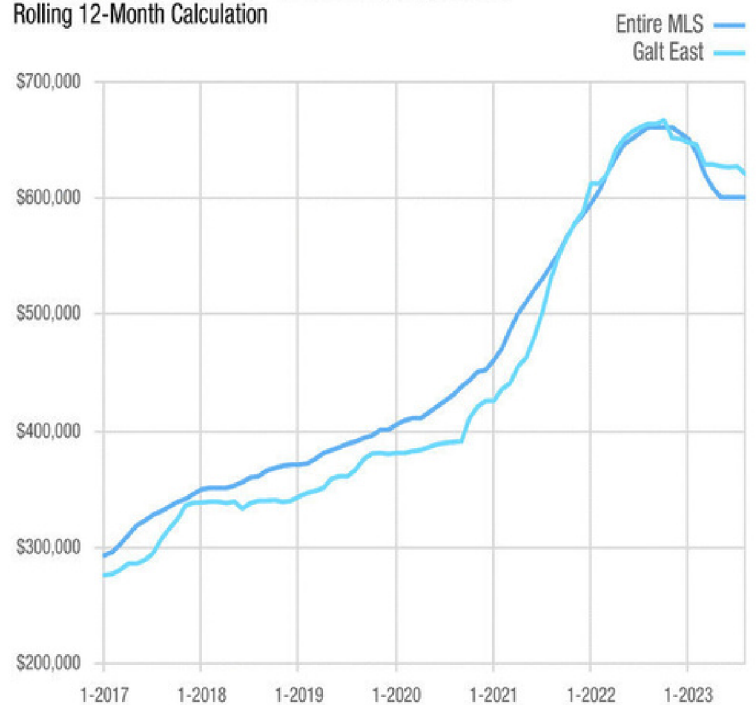
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.