

# Month End Report - Silver City Regional Association of REALTORS®

Statistics for: Class=RE, Date Range 07/01/2023-07/31/2023; As Of: 8/4/2023

| <b>All Property Types:</b>                                      | <b>23 - July</b> | <b>22 - July</b> | <b>23 - July YTD</b> | <b>22 - July YTD</b> |
|---|------------------|------------------|----------------------|----------------------|
| Total Number of Listings Listed                                 | 38               | 41               | 237                  | 251                  |
| Total Number of Listings Closed                                 | 20               | 20               | 154                  | 229                  |
| Total Volume of Listings Closed                                 | \$5,616,970      | \$4,716,400      | \$40,771,345         | \$59,958,370         |
| Total Number of Listings Pending                                | 26               | 27               | 170                  | 211                  |
| <b>Residential Properties Only:</b>                             | <b>23 - July</b> | <b>22 - July</b> | <b>23 - July YTD</b> | <b>22 - July YTD</b> |
| Total Number of Residential Listings Listed                     | 38               | 41               | 237                  | 251                  |
| Total Active Residential Listings                               | 168              | 152              | 358                  | 373                  |
| % Residential Listings of Total Listings                        | 100%             | 100%             | 100%                 | 100%                 |
| Avg. List \$ of Residential Listings Listed                     | \$319,600        | \$270,580        | \$318,788            | \$293,570            |
| Median List \$ of Residential Listings Listed                   | \$284,750        | \$229,000        | \$259,000            | \$229,000            |
| Avg. DOM of Residential Listings Listed                         | 19               | 116              | 70                   | 110                  |
| Median DOM of Residential Listings Listed                       | 21               | 91               | 59                   | 77                   |
| <b>Pending:</b>   | <b>23 - July</b> | <b>22 - July</b> | <b>23 - July YTD</b> | <b>22 - July YTD</b> |
| Total # of Residential Listings Pending                         | 26               | 27               | 170                  | 211                  |
| Avg. DOM of Residential Listings Pending                        | 108              | 86               | 120                  | 110                  |
| Median DOM of Residential Listings Pending                      | 83               | 65               | 80                   | 72                   |
| <b>Closed:</b>  | <b>23 - July</b> | <b>22 - July</b> | <b>23 - July YTD</b> | <b>22 - July YTD</b> |
| Total Residential Listings Closed                               | 20               | 20               | 154                  | 229                  |
| % Residential Listings Closed of Total Residential Listings     | 53%              | 49%              | 65%                  | 91%                  |
| Total Volume Residential Listings Closed                        | \$5,616,970      | \$4,716,400      | \$40,771,345         | \$59,958,370         |
| Avg. List \$ of Residential Listings Closed                     | \$294,853        | \$240,770        | \$277,898            | \$267,301            |
| Avg. Sold \$ of Residential Listings Closed                     | \$280,848        | \$235,820        | \$264,748            | \$261,826            |
| Avg. DOM of Residential Listings Closed                         | 100              | 97               | 131                  | 116                  |
| Median List \$ of Residential Listings Closed                   | \$274,500        | \$213,500        | \$245,000            | \$225,000            |
| Median Sold \$ of Residential Listings Closed                   | \$222,500        | \$222,500        | \$222,500            | \$222,500            |
| Median DOM of Residential Listings Closed                       | 77               | 77               | 77                   | 77                   |
| Avg. Sold \$ to Avg. List \$ of Closed Residential Listings     | 95%              | 98%              | 95%                  | 98%                  |
| Avg. Sold \$ to Avg. List \$ of all Residential Listings        | 88%              | 87%              | 83%                  | 89%                  |
| Median Sold \$ to Median List \$ of Closed Residential Listings | 81%              | 104%             | 91%                  | 99%                  |
| Median Sold \$ to Median List \$ of all Residential Listings    | 78%              | 97%              | 86%                  | 97%                  |
| Residential Listings Closed to Total Listings Closed            | 100%             | 100%             | 100%                 | 100%                 |
| <b>Office to Office Listings Closed:</b>                        | <b>23 - July</b> | <b>22 - July</b> | <b>23 - July YTD</b> | <b>22 - July YTD</b> |
| Total Number of Listings Sold thru 2nd Office                   | 10               | 15               | 89                   | 144                  |
| Total \$ Volume   | \$2,641,750      | \$3,558,500      | \$24,696,256         | \$39,940,945         |
| Avg. Market Time  | 88               | 96               | 123                  | 108                  |
| Avg. List \$  | \$268,749        | \$241,166        | \$284,213            | \$279,933            |
| Avg. Sold \$  | \$264,175        | \$237,233        | \$277,486            | \$277,367            |
| Median Market Time  | 63               | 89               | 81                   | 77                   |
| Median List \$  | \$264,750        | \$229,000        | \$249,500            | \$237,250            |
| Median Sold \$  | \$255,000        | \$220,000        | \$250,500            | \$233,500            |
| Office to Office as % of Residential Sales                      | 50%              | 75%              | 58%                  | 63%                  |
| Office to Office Volume as % of Residential Volume              | 47%              | 75%              | 61%                  | 67%                  |