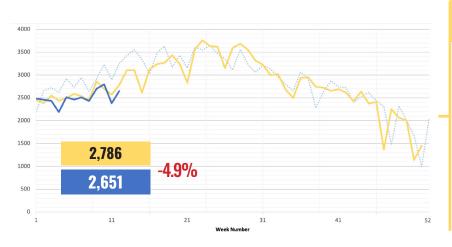


Week 12 2023: 3/21/2023 to 3/27/2023

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New Listings

The new listings rollercoaster ride continues. REALTORS® entered 2,651 properties into the Multiple Listing Service (MLS) during Week 12 compared to 2,786 last year at this time. That is down 4.9 percent.

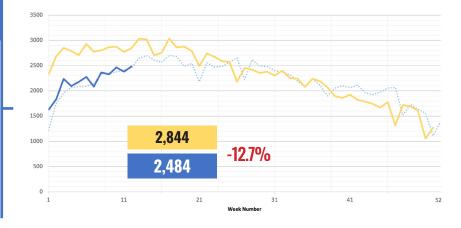
Pre-Pandemic: New listings are 18.6 percent behind the same week in 2019 when REALTORS® entered 3,255 properties into the MLS.

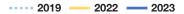


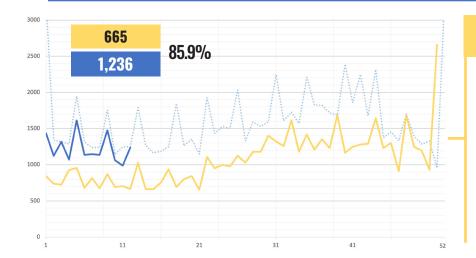
Pending Listings

Pending listings continue to trail 2022 levels. A total of 2,484 property listings went under contract during Week 12 compared to 2,844 during the same week in 2022. That is a decline of 12.7 percent.

Pre-Pandemic: Pending listings were up 1.1 percent versus the same week in 2019 when 2,456 property listings went under contract.







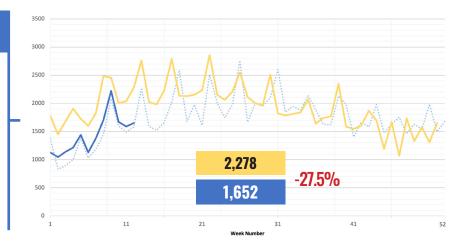
Off-Market Listings

Sellers withdrew significantly more property listings from the MLS during the week ending March 27 than they did last year. Off-market listings were up 85.9 percent with a total of 1,236 homes going from active to off-market versus 665 last year.

Pre-Pandemic: Sellers withdrew 1.0 percent fewer listings from the MLS during Week 12 of 2019 when 1,249 homes went off-market.

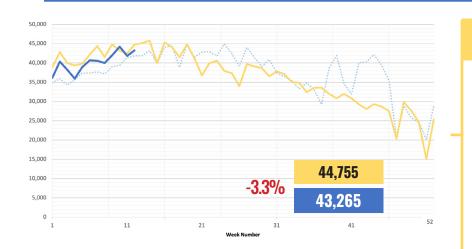
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Closings

Single-family home closings continue to track below last year's pace. A total of 1,652 units sold compared to 2,278 in Week 12 of 2022. That is down 27.5 percent and marks 12 consecutive weeks of declining sales. **Pre-Pandemic:** Closings were up 4.6 percent versus the same week in 2019 when a total of 1,579 units sold.



Showings

Property showings were down slightly from Week 12 of 2022. There were 43,265 showings compared to 44,755 for the same week last year, a decline of 3.3 percent

Pre-Pandemic: Property showings were up 3.4 percent versus Week 12 of 2019 when consumer traffic totaled 41,833.

····· 2019 — 2022 — 2023



Open Houses

