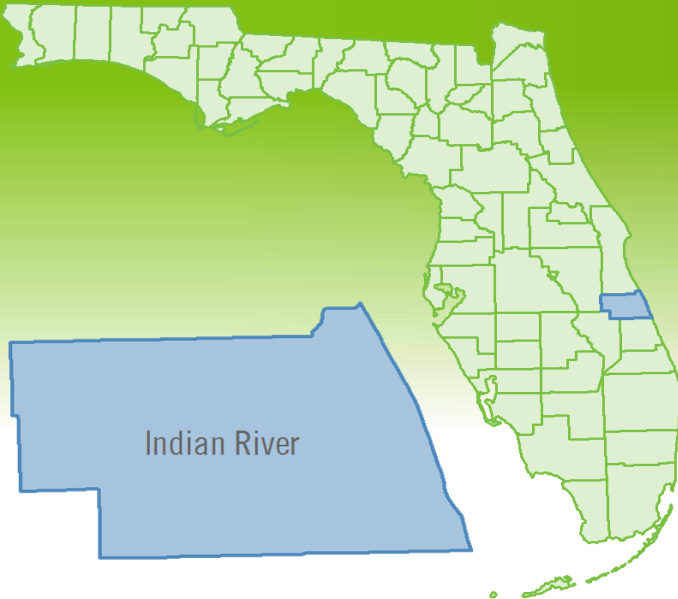


Monthly Market Detail - January 2023

Single-Family Homes

Indian River County



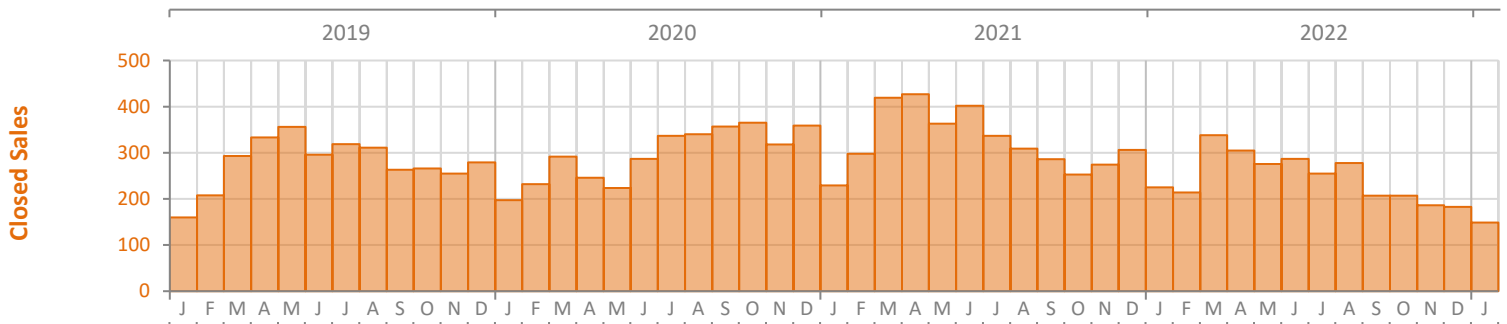
Summary Statistics	January 2023	January 2022	Percent Change Year-over-Year
Closed Sales	149	225	-33.8%
Paid in Cash	71	104	-31.7%
Median Sale Price	\$385,000	\$355,500	8.3%
Average Sale Price	\$550,536	\$499,522	10.2%
Dollar Volume	\$82.0 Million	\$112.4 Million	-27.0%
Median Percent of Original List Price Received	95.0%	100.0%	-5.0%
Median Time to Contract	40 Days	17 Days	135.3%
Median Time to Sale	78 Days	65 Days	20.0%
New Pending Sales	247	276	-10.5%
New Listings	320	292	9.6%
Pending Inventory	398	471	-15.5%
Inventory (Active Listings)	841	358	134.9%
Months Supply of Inventory	3.5	1.1	218.2%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	149	-33.8%
January 2023	149	-33.8%
December 2022	183	-40.2%
November 2022	186	-32.1%
October 2022	207	-18.2%
September 2022	207	-27.6%
August 2022	278	-10.0%
July 2022	255	-24.3%
June 2022	287	-28.6%
May 2022	276	-24.0%
April 2022	305	-28.6%
March 2022	338	-19.3%
February 2022	214	-28.2%
January 2022	225	-1.7%

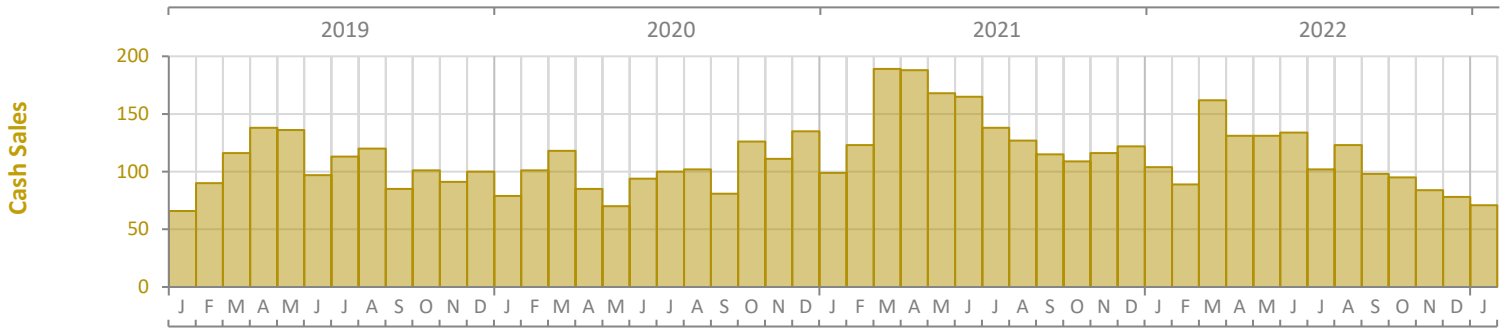


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	71	-31.7%
January 2023	71	-31.7%
December 2022	78	-36.1%
November 2022	84	-27.6%
October 2022	95	-12.8%
September 2022	98	-14.8%
August 2022	123	-3.1%
July 2022	102	-26.1%
June 2022	134	-18.8%
May 2022	131	-22.0%
April 2022	131	-30.3%
March 2022	162	-14.3%
February 2022	89	-27.6%
January 2022	104	5.1%

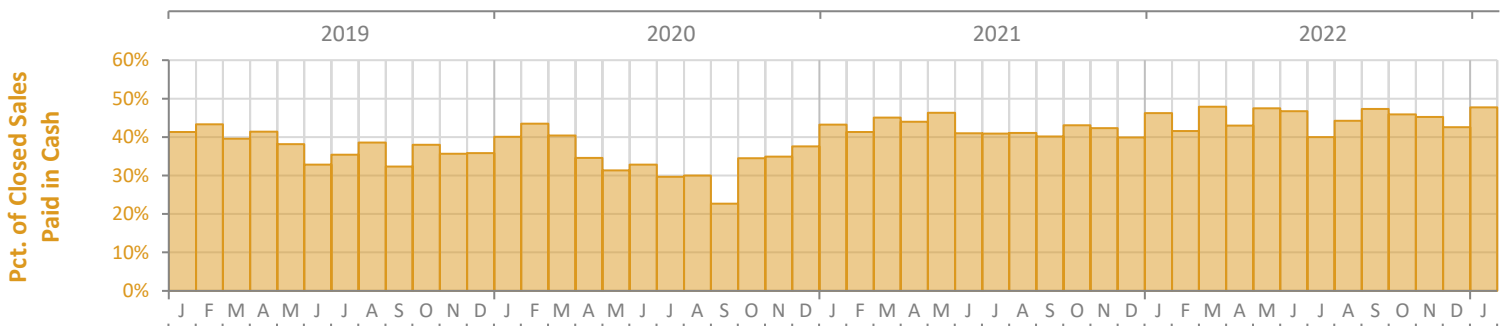


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	47.7%	3.2%
January 2023	47.7%	3.2%
December 2022	42.6%	6.8%
November 2022	45.2%	6.9%
October 2022	45.9%	6.5%
September 2022	47.3%	17.7%
August 2022	44.2%	7.5%
July 2022	40.0%	-2.2%
June 2022	46.7%	13.9%
May 2022	47.5%	2.6%
April 2022	43.0%	-2.3%
March 2022	47.9%	6.2%
February 2022	41.6%	0.7%
January 2022	46.2%	6.9%

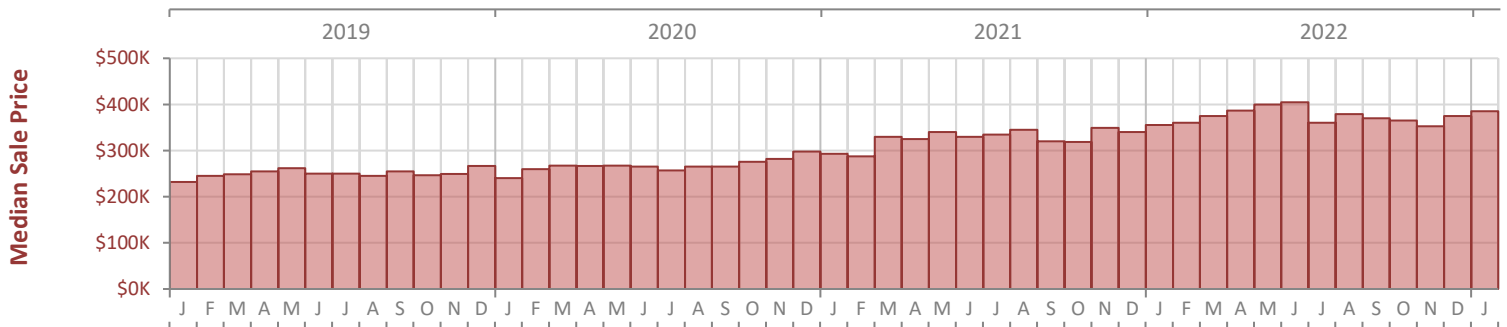


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$385,000	8.3%
January 2023	\$385,000	8.3%
December 2022	\$375,152	10.2%
November 2022	\$353,000	1.1%
October 2022	\$364,900	14.4%
September 2022	\$370,000	15.6%
August 2022	\$379,000	9.9%
July 2022	\$360,000	7.5%
June 2022	\$405,000	22.7%
May 2022	\$399,750	17.6%
April 2022	\$386,940	19.1%
March 2022	\$375,000	13.6%
February 2022	\$360,000	25.1%
January 2022	\$355,500	21.3%

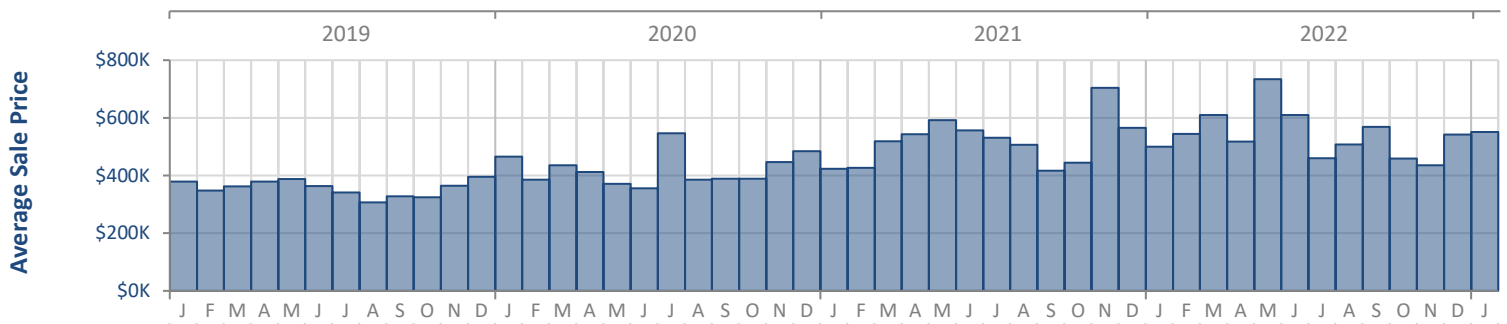


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$550,536	10.2%
January 2023	\$550,536	10.2%
December 2022	\$542,632	-4.1%
November 2022	\$435,593	-38.1%
October 2022	\$459,429	3.5%
September 2022	\$568,806	36.6%
August 2022	\$507,171	0.0%
July 2022	\$460,358	-13.3%
June 2022	\$609,936	9.7%
May 2022	\$734,430	24.0%
April 2022	\$517,444	-4.8%
March 2022	\$609,828	17.7%
February 2022	\$544,648	27.6%
January 2022	\$499,522	17.9%

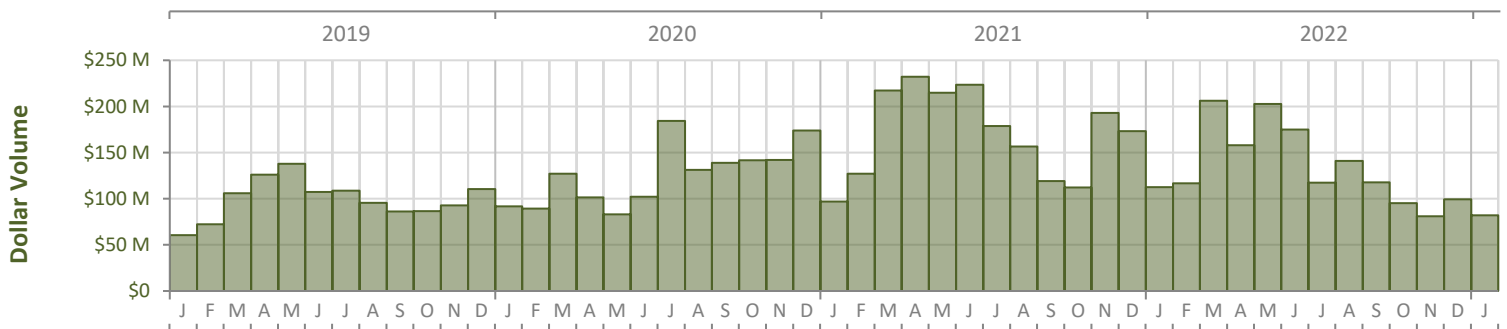


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$82.0 Million	-27.0%
January 2023	\$82.0 Million	-27.0%
December 2022	\$99.3 Million	-42.6%
November 2022	\$81.0 Million	-58.0%
October 2022	\$95.1 Million	-15.3%
September 2022	\$117.7 Million	-1.1%
August 2022	\$141.0 Million	-10.0%
July 2022	\$117.4 Million	-34.4%
June 2022	\$175.1 Million	-21.7%
May 2022	\$202.7 Million	-5.7%
April 2022	\$157.8 Million	-32.0%
March 2022	\$206.1 Million	-5.1%
February 2022	\$116.6 Million	-8.4%
January 2022	\$112.4 Million	15.9%

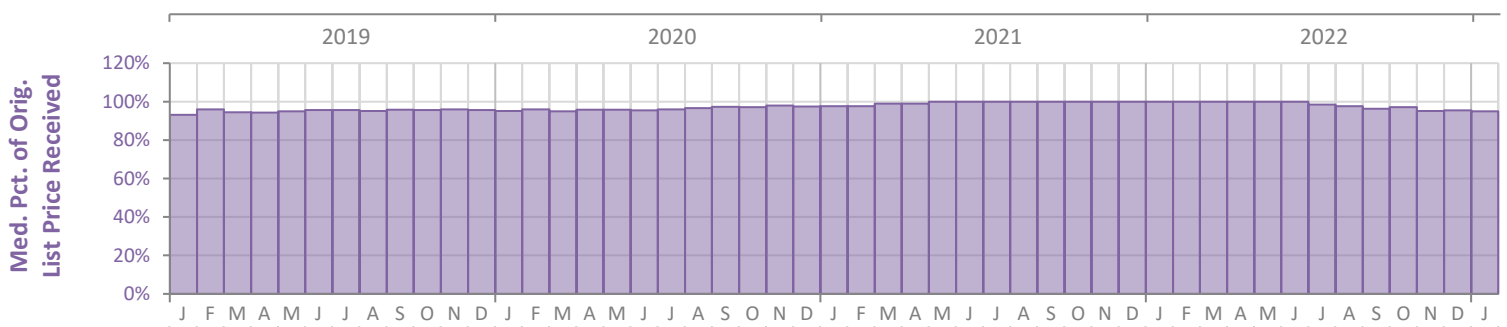


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.0%	-5.0%
January 2023	95.0%	-5.0%
December 2022	95.5%	-4.5%
November 2022	95.1%	-4.9%
October 2022	97.2%	-2.8%
September 2022	96.3%	-3.7%
August 2022	97.7%	-2.3%
July 2022	98.4%	-1.6%
June 2022	100.0%	0.0%
May 2022	100.0%	0.0%
April 2022	100.0%	1.1%
March 2022	100.0%	1.1%
February 2022	100.0%	2.5%
January 2022	100.0%	2.5%

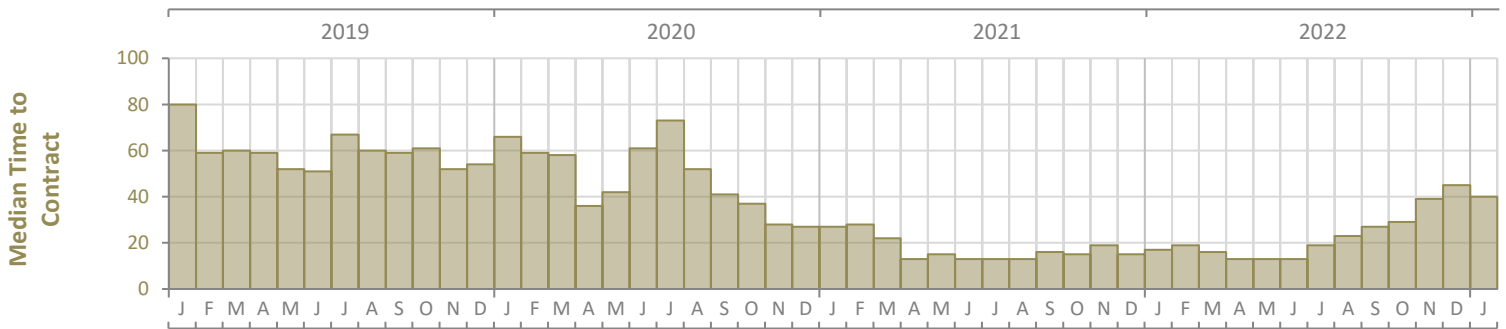


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	40 Days	135.3%
January 2023	40 Days	135.3%
December 2022	45 Days	200.0%
November 2022	39 Days	105.3%
October 2022	29 Days	93.3%
September 2022	27 Days	68.8%
August 2022	23 Days	76.9%
July 2022	19 Days	46.2%
June 2022	13 Days	0.0%
May 2022	13 Days	-13.3%
April 2022	13 Days	0.0%
March 2022	16 Days	-27.3%
February 2022	19 Days	-32.1%
January 2022	17 Days	-37.0%

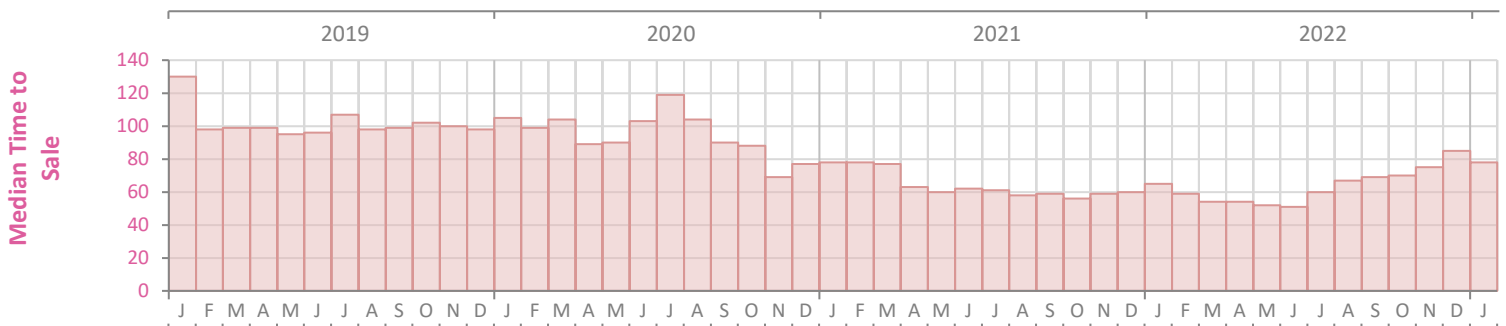


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	78 Days	20.0%
January 2023	78 Days	20.0%
December 2022	85 Days	41.7%
November 2022	75 Days	27.1%
October 2022	70 Days	25.0%
September 2022	69 Days	16.9%
August 2022	67 Days	15.5%
July 2022	60 Days	-1.6%
June 2022	51 Days	-17.7%
May 2022	52 Days	-13.3%
April 2022	54 Days	-14.3%
March 2022	54 Days	-29.9%
February 2022	59 Days	-24.4%
January 2022	65 Days	-16.7%

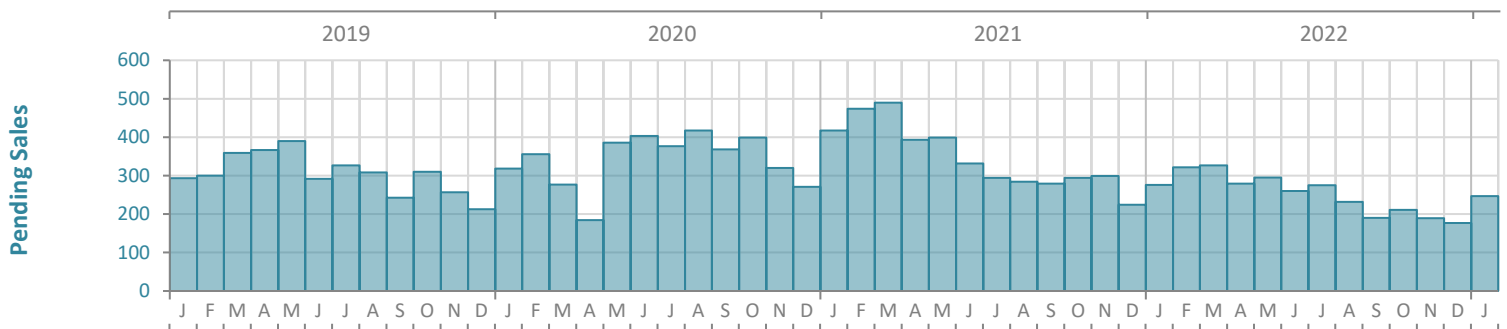


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	247	-10.5%
January 2023	247	-10.5%
December 2022	177	-21.0%
November 2022	189	-36.8%
October 2022	211	-28.2%
September 2022	190	-31.9%
August 2022	232	-18.3%
July 2022	275	-6.5%
June 2022	260	-21.7%
May 2022	295	-26.1%
April 2022	279	-29.0%
March 2022	327	-33.3%
February 2022	322	-32.1%
January 2022	276	-33.8%

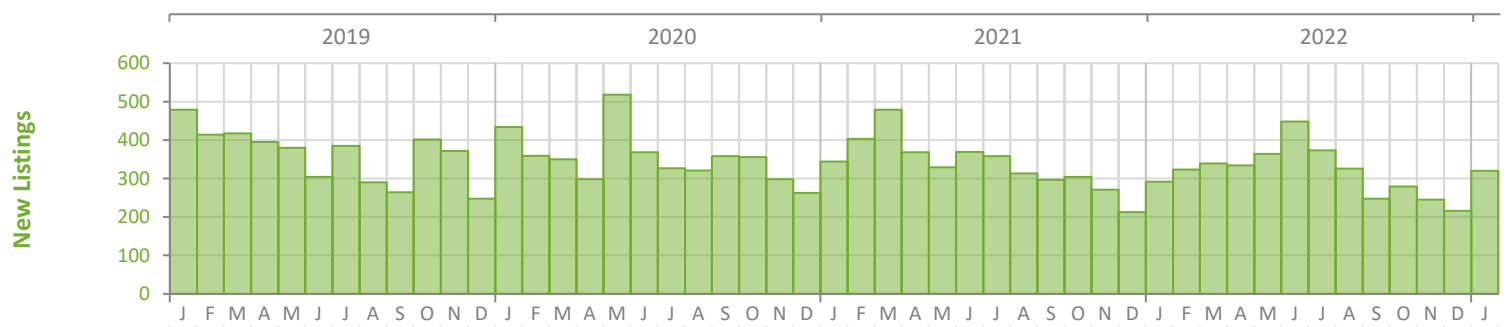


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	320	9.6%
January 2023	320	9.6%
December 2022	216	1.4%
November 2022	245	-9.6%
October 2022	279	-8.2%
September 2022	248	-16.5%
August 2022	326	4.2%
July 2022	373	4.2%
June 2022	448	21.4%
May 2022	364	10.6%
April 2022	334	-9.2%
March 2022	339	-29.2%
February 2022	323	-19.9%
January 2022	292	-15.1%

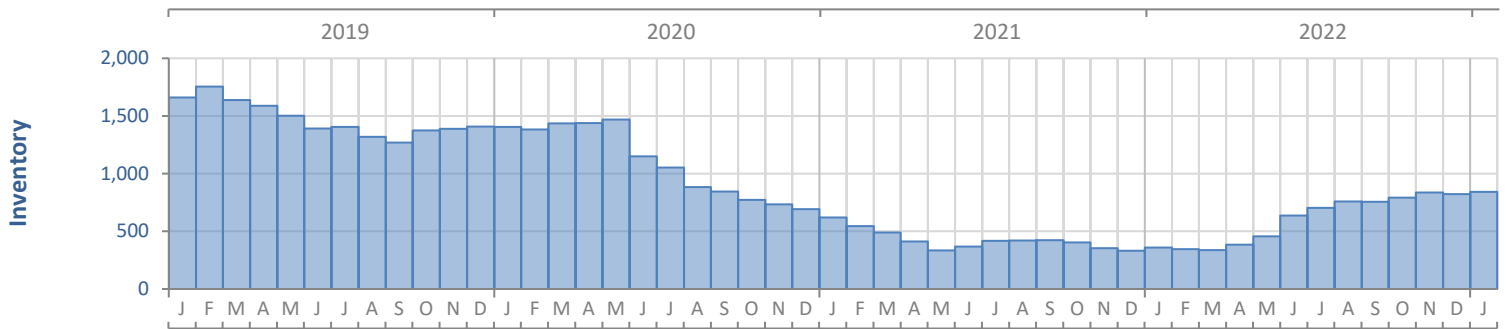


Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	841	134.9%
January 2023	841	134.9%
December 2022	822	148.3%
November 2022	837	135.8%
October 2022	791	96.3%
September 2022	757	78.5%
August 2022	758	80.5%
July 2022	702	67.9%
June 2022	637	72.6%
May 2022	457	36.4%
April 2022	385	-6.8%
March 2022	336	-31.3%
February 2022	345	-36.7%
January 2022	358	-42.2%

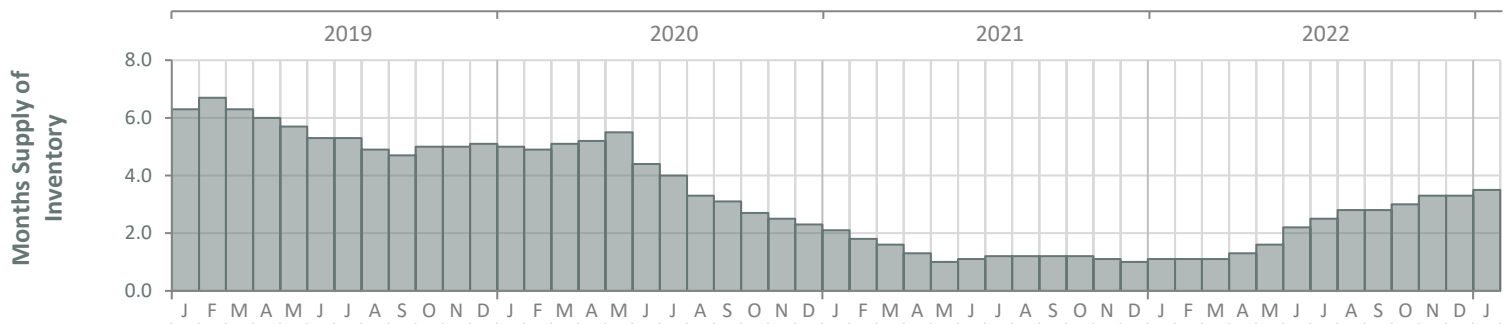


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.5	218.2%
January 2023	3.5	218.2%
December 2022	3.3	230.0%
November 2022	3.3	200.0%
October 2022	3.0	150.0%
September 2022	2.8	133.3%
August 2022	2.8	133.3%
July 2022	2.5	108.3%
June 2022	2.2	100.0%
May 2022	1.6	60.0%
April 2022	1.3	0.0%
March 2022	1.1	-31.3%
February 2022	1.1	-38.9%
January 2022	1.1	-47.6%

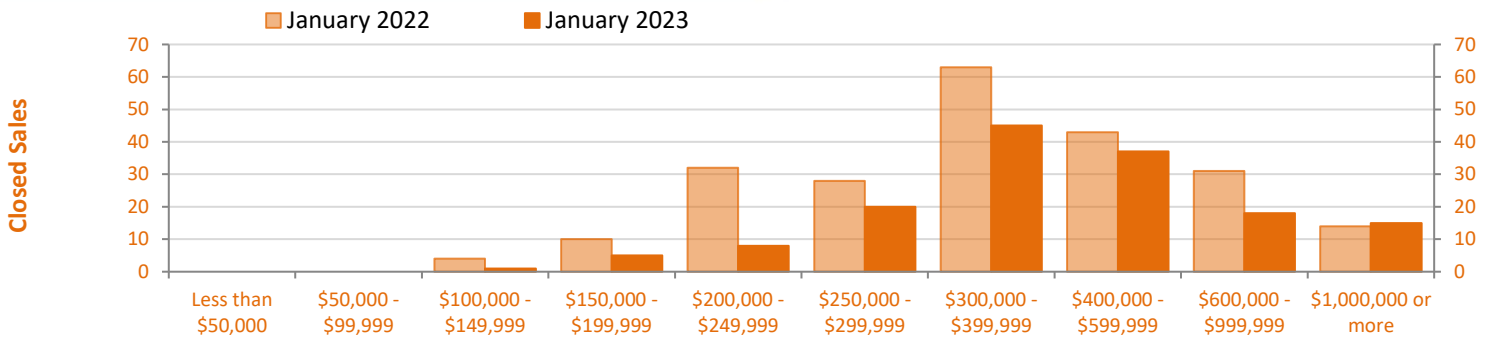


Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-75.0%
\$150,000 - \$199,999	5	-50.0%
\$200,000 - \$249,999	8	-75.0%
\$250,000 - \$299,999	20	-28.6%
\$300,000 - \$399,999	45	-28.6%
\$400,000 - \$599,999	37	-14.0%
\$600,000 - \$999,999	18	-41.9%
\$1,000,000 or more	15	7.1%

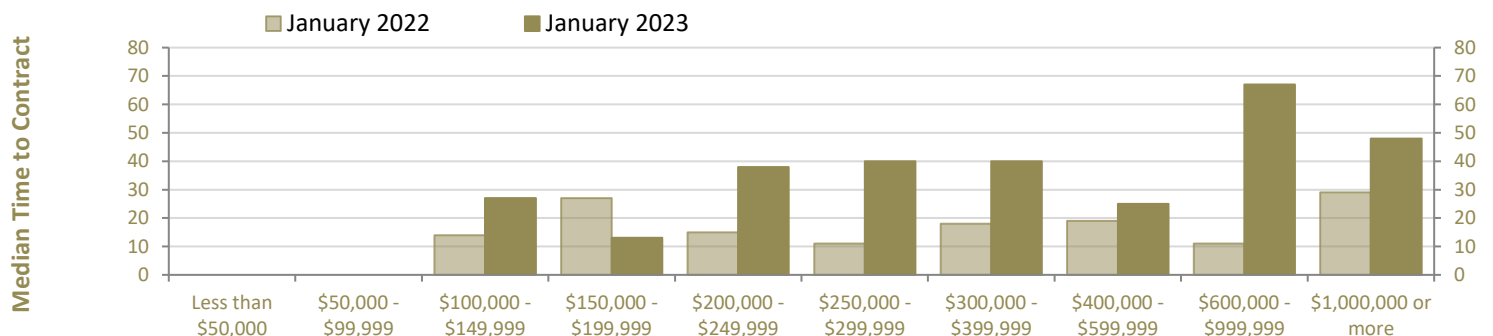


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	27 Days	92.9%
\$150,000 - \$199,999	13 Days	-51.9%
\$200,000 - \$249,999	38 Days	153.3%
\$250,000 - \$299,999	40 Days	263.6%
\$300,000 - \$399,999	40 Days	122.2%
\$400,000 - \$599,999	25 Days	31.6%
\$600,000 - \$999,999	67 Days	509.1%
\$1,000,000 or more	48 Days	65.5%

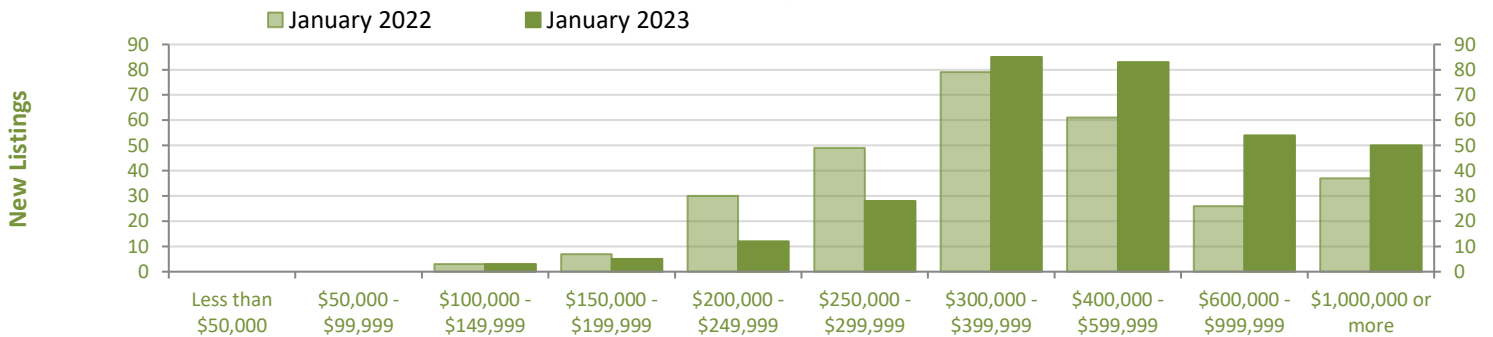


New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	5	-28.6%
\$200,000 - \$249,999	12	-60.0%
\$250,000 - \$299,999	28	-42.9%
\$300,000 - \$399,999	85	7.6%
\$400,000 - \$599,999	83	36.1%
\$600,000 - \$999,999	54	107.7%
\$1,000,000 or more	50	35.1%

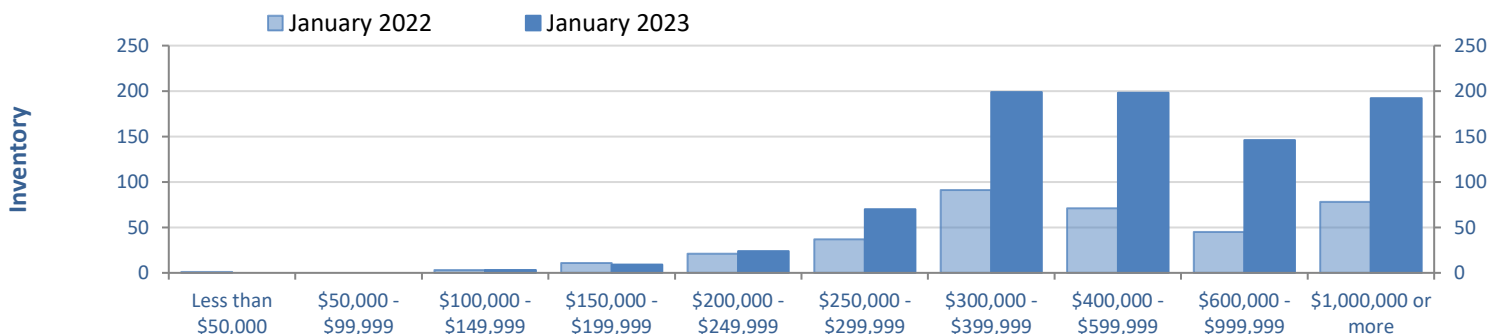


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	9	-18.2%
\$200,000 - \$249,999	24	14.3%
\$250,000 - \$299,999	70	89.2%
\$300,000 - \$399,999	199	118.7%
\$400,000 - \$599,999	198	178.9%
\$600,000 - \$999,999	146	224.4%
\$1,000,000 or more	192	146.2%



Monthly Distressed Market - January 2023

Single-Family Homes

Indian River County



		January 2023	January 2022	Percent Change Year-over-Year
Traditional	Closed Sales	149	224	-33.5%
	Median Sale Price	\$385,000	\$355,500	8.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$256,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

