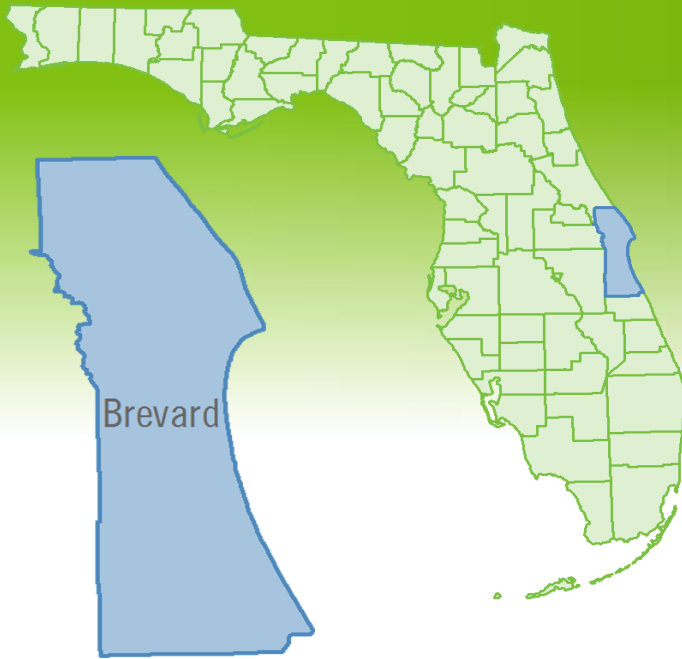


# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Brevard County



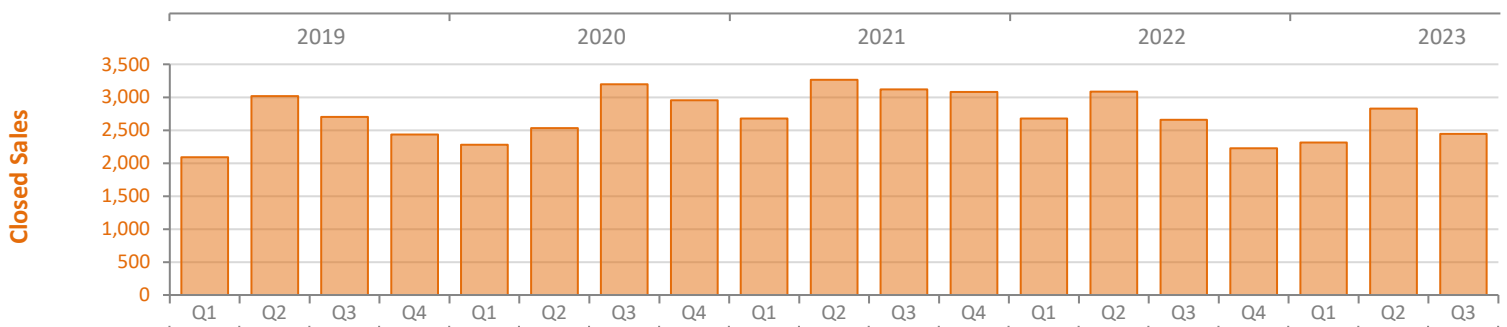
Summary Statistics	Q3 2023	Q3 2022	Percent Change Year-over-Year
Closed Sales	2,445	2,658	-8.0%
Paid in Cash	613	676	-9.3%
Median Sale Price	\$365,000	\$368,540	-1.0%
Average Sale Price	\$450,902	\$439,350	2.6%
Dollar Volume	\$1.1 Billion	\$1.2 Billion	-5.6%
Median Percent of Original List Price Received	98.0%	99.3%	-1.3%
Median Time to Contract	22 Days	14 Days	57.1%
Median Time to Sale	67 Days	56 Days	19.6%
New Pending Sales	2,439	2,689	-9.3%
New Listings	3,147	3,385	-7.0%
Pending Inventory	1,107	1,576	-29.8%
Inventory (Active Listings)	2,210	1,872	18.1%
Months Supply of Inventory	2.7	2.0	35.0%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	7,586	-9.9%
<b>Q3 2023</b>	<b>2,445</b>	<b>-8.0%</b>
Q2 2023	2,826	-8.5%
Q1 2023	2,315	-13.6%
Q4 2022	2,226	-27.8%
Q3 2022	2,658	-14.8%
Q2 2022	3,087	-5.4%
Q1 2022	2,678	0.0%
Q4 2021	3,081	4.3%
Q3 2021	3,118	-2.4%
Q2 2021	3,264	28.9%
Q1 2021	2,677	17.5%
Q4 2020	2,955	21.3%
Q3 2020	3,196	18.2%

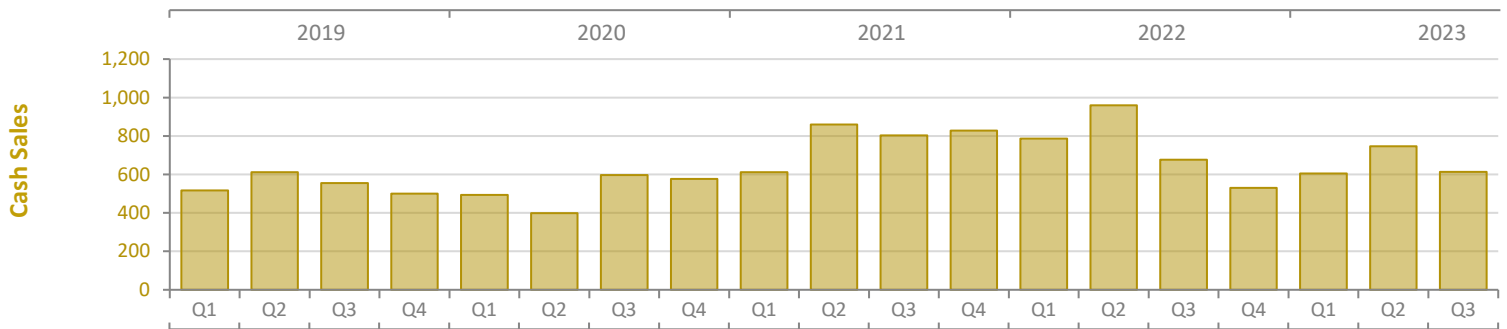


## Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,964	-18.9%
<b>Q3 2023</b>	<b>613</b>	<b>-9.3%</b>
Q2 2023	746	-22.2%
Q1 2023	605	-23.1%
Q4 2022	530	-36.0%
Q3 2022	676	-15.8%
Q2 2022	959	11.5%
Q1 2022	787	28.8%
Q4 2021	828	43.5%
Q3 2021	803	34.5%
Q2 2021	860	116.1%
Q1 2021	611	23.7%
Q4 2020	577	15.4%
Q3 2020	597	7.6%

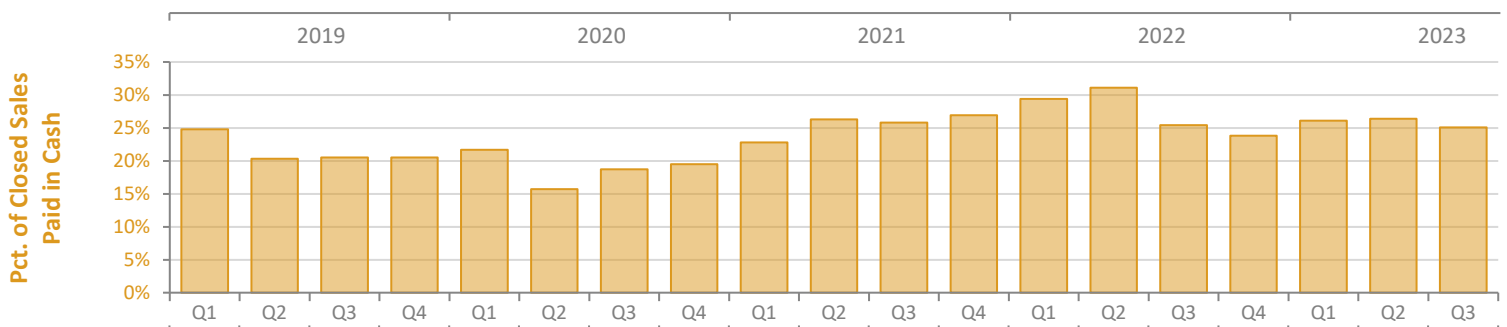


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	25.9%	-10.1%
<b>Q3 2023</b>	<b>25.1%</b>	<b>-1.2%</b>
Q2 2023	26.4%	-15.1%
Q1 2023	26.1%	-11.2%
Q4 2022	23.8%	-11.5%
Q3 2022	25.4%	-1.6%
Q2 2022	31.1%	18.3%
Q1 2022	29.4%	28.9%
Q4 2021	26.9%	37.9%
Q3 2021	25.8%	38.0%
Q2 2021	26.3%	67.5%
Q1 2021	22.8%	5.1%
Q4 2020	19.5%	-4.9%
Q3 2020	18.7%	-8.8%



# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Brevard County

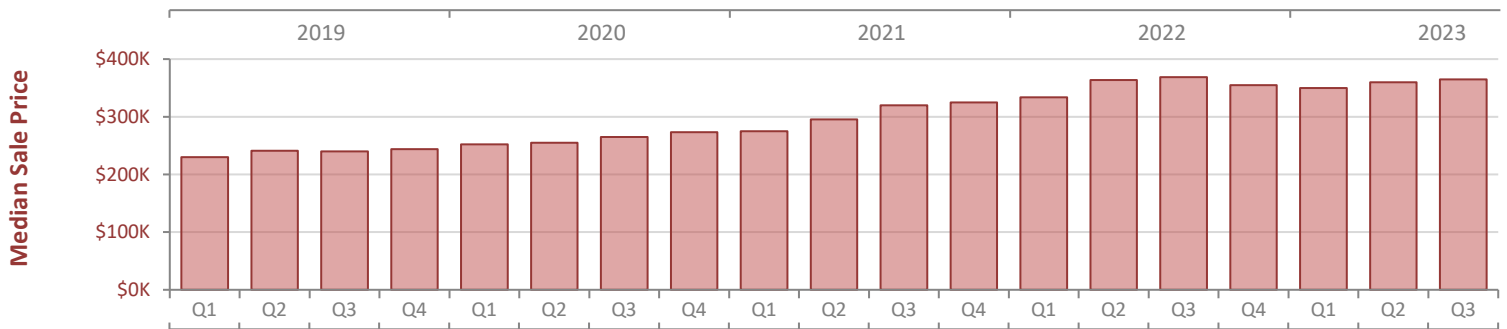


## Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$358,895	0.5%
<b>Q3 2023</b>	<b>\$365,000</b>	<b>-1.0%</b>
Q2 2023	\$360,000	-1.0%
Q1 2023	\$350,000	4.9%
Q4 2022	\$355,000	9.2%
Q3 2022	\$368,540	15.2%
Q2 2022	\$363,693	23.0%
Q1 2022	\$333,750	21.4%
Q4 2021	\$325,000	18.8%
Q3 2021	\$320,000	20.8%
Q2 2021	\$295,617	15.9%
Q1 2021	\$275,000	9.1%
Q4 2020	\$273,538	12.1%
Q3 2020	\$264,908	10.4%

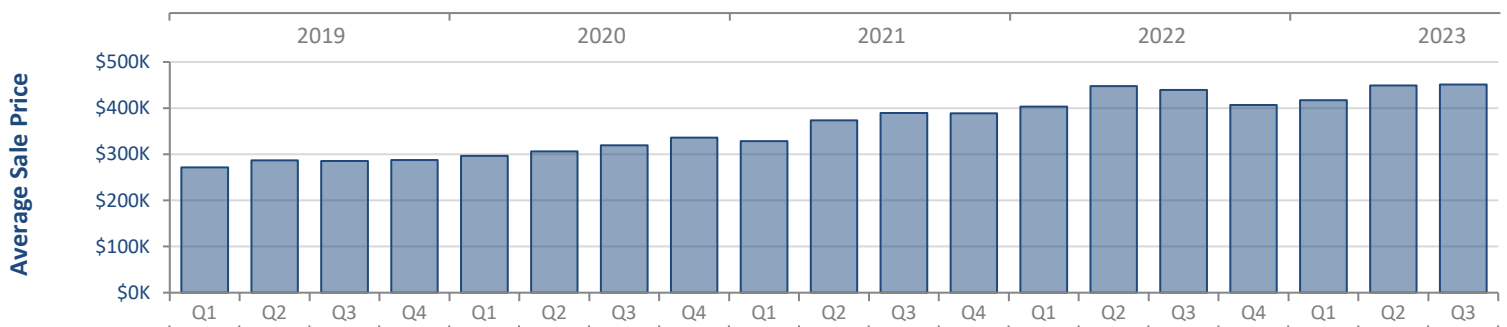


## Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$439,815	2.1%
<b>Q3 2023</b>	<b>\$450,902</b>	<b>2.6%</b>
Q2 2023	\$449,034	0.4%
Q1 2023	\$416,852	3.3%
Q4 2022	\$407,004	4.7%
Q3 2022	\$439,350	12.9%
Q2 2022	\$447,427	19.8%
Q1 2022	\$403,462	23.0%
Q4 2021	\$388,758	15.7%
Q3 2021	\$389,307	21.9%
Q2 2021	\$373,436	21.8%
Q1 2021	\$328,144	10.6%
Q4 2020	\$335,864	16.8%
Q3 2020	\$319,300	12.0%



# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Brevard County

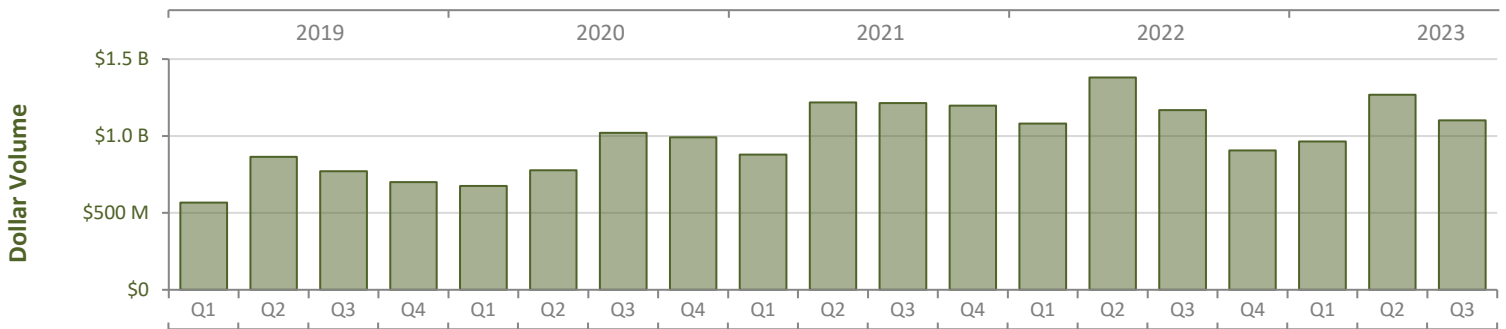


## Dollar Volume

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

**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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$3.3 Billion	-8.1%
<b>Q3 2023</b>	<b>\$1.1 Billion</b>	<b>-5.6%</b>
Q2 2023	\$1.3 Billion	-8.1%
Q1 2023	\$965.0 Million	-10.7%
Q4 2022	\$906.0 Million	-24.4%
Q3 2022	\$1.2 Billion	-3.8%
Q2 2022	\$1.4 Billion	13.3%
Q1 2022	\$1.1 Billion	23.0%
Q4 2021	\$1.2 Billion	20.7%
Q3 2021	\$1.2 Billion	18.9%
Q2 2021	\$1.2 Billion	57.0%
Q1 2021	\$878.4 Million	29.9%
Q4 2020	\$992.5 Million	41.6%
Q3 2020	\$1.0 Billion	32.4%

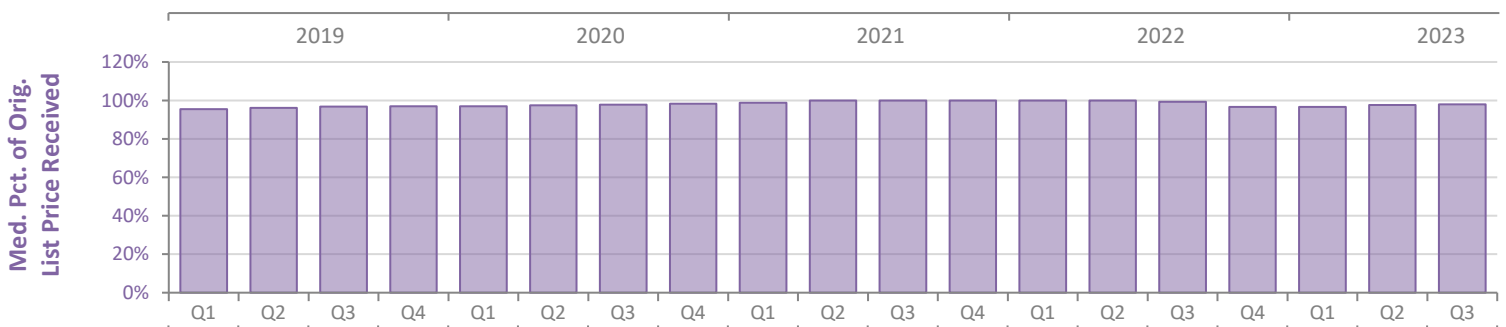


## Median Percent of Original List Price Received

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

**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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	97.4%	-2.6%
<b>Q3 2023</b>	<b>98.0%</b>	<b>-1.3%</b>
Q2 2023	97.7%	-2.3%
Q1 2023	96.6%	-3.4%
Q4 2022	96.6%	-3.4%
Q3 2022	99.3%	-0.7%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	1.2%
Q4 2021	100.0%	1.7%
Q3 2021	100.0%	2.2%
Q2 2021	100.0%	2.7%
Q1 2021	98.8%	1.9%
Q4 2020	98.3%	1.4%
Q3 2020	97.8%	1.0%

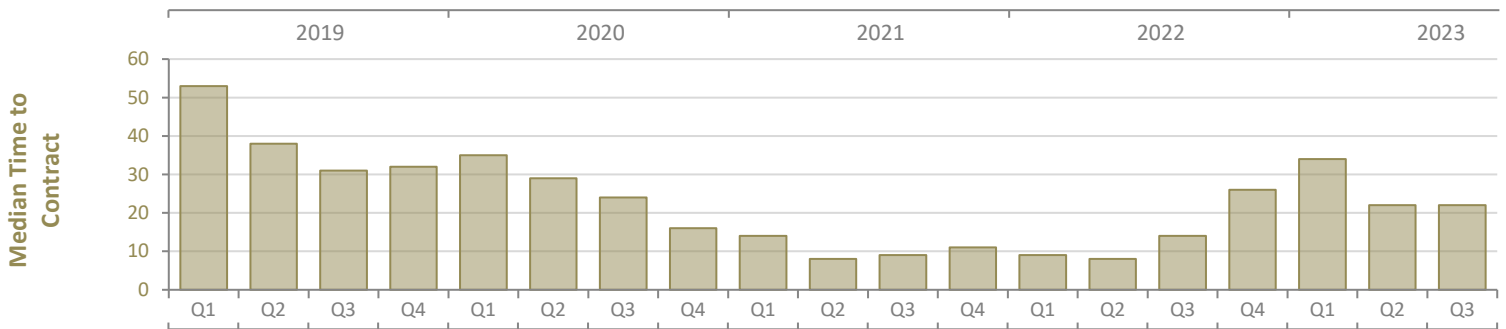


## Median Time to Contract

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

**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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	26 Days	160.0%
<b>Q3 2023</b>	<b>22 Days</b>	<b>57.1%</b>
Q2 2023	22 Days	175.0%
Q1 2023	34 Days	277.8%
Q4 2022	26 Days	136.4%
Q3 2022	14 Days	55.6%
Q2 2022	8 Days	0.0%
Q1 2022	9 Days	-35.7%
Q4 2021	11 Days	-31.3%
Q3 2021	9 Days	-62.5%
Q2 2021	8 Days	-72.4%
Q1 2021	14 Days	-60.0%
Q4 2020	16 Days	-50.0%
Q3 2020	24 Days	-22.6%

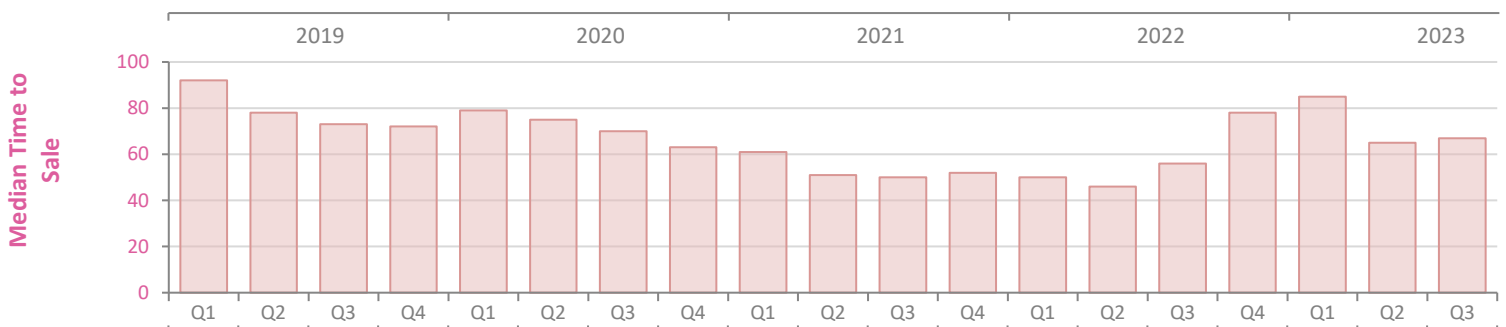


## Median Time to Sale

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

**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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	72 Days	41.2%
<b>Q3 2023</b>	<b>67 Days</b>	<b>19.6%</b>
Q2 2023	65 Days	41.3%
Q1 2023	85 Days	70.0%
Q4 2022	78 Days	50.0%
Q3 2022	56 Days	12.0%
Q2 2022	46 Days	-9.8%
Q1 2022	50 Days	-18.0%
Q4 2021	52 Days	-17.5%
Q3 2021	50 Days	-28.6%
Q2 2021	51 Days	-32.0%
Q1 2021	61 Days	-22.8%
Q4 2020	63 Days	-12.5%
Q3 2020	70 Days	-4.1%

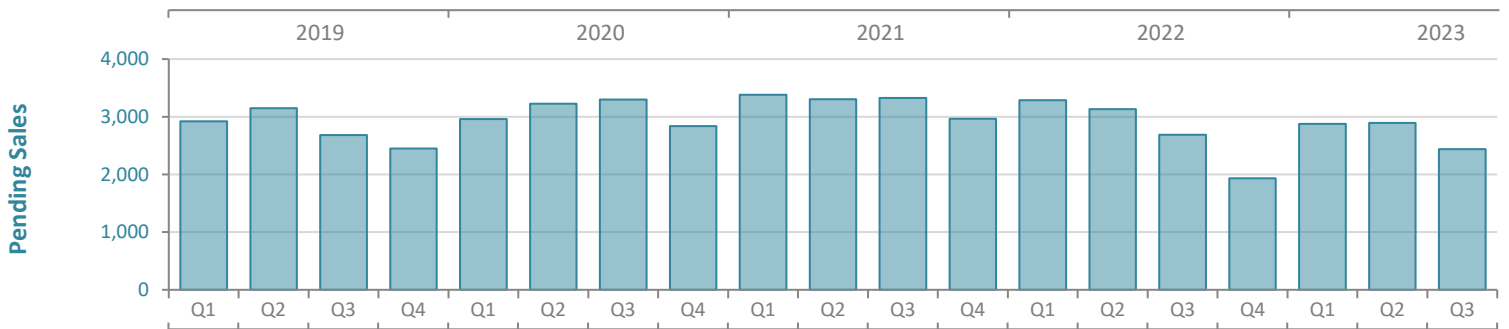


## New Pending Sales

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

**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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	8,210	-9.9%
<b>Q3 2023</b>	<b>2,439</b>	<b>-9.3%</b>
Q2 2023	2,893	-7.6%
Q1 2023	2,878	-12.5%
Q4 2022	1,936	-34.7%
Q3 2022	2,689	-19.2%
Q2 2022	3,131	-5.3%
Q1 2022	3,290	-2.7%
Q4 2021	2,966	4.5%
Q3 2021	3,327	0.9%
Q2 2021	3,306	2.4%
Q1 2021	3,383	14.4%
Q4 2020	2,837	15.7%
Q3 2020	3,298	23.0%



## New Listings

The number of properties put onto the market during the quarter

**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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	9,201	-12.7%
<b>Q3 2023</b>	<b>3,147</b>	<b>-7.0%</b>
Q2 2023	3,121	-20.2%
Q1 2023	2,933	-9.6%
Q4 2022	2,425	-16.0%
Q3 2022	3,385	-3.7%
Q2 2022	3,911	10.6%
Q1 2022	3,246	4.7%
Q4 2021	2,886	1.3%
Q3 2021	3,514	14.1%
Q2 2021	3,536	16.4%
Q1 2021	3,099	-8.7%
Q4 2020	2,849	1.7%
Q3 2020	3,081	3.3%





# Quarterly Market Detail - Q3 2023

## Single-Family Homes

### Brevard County

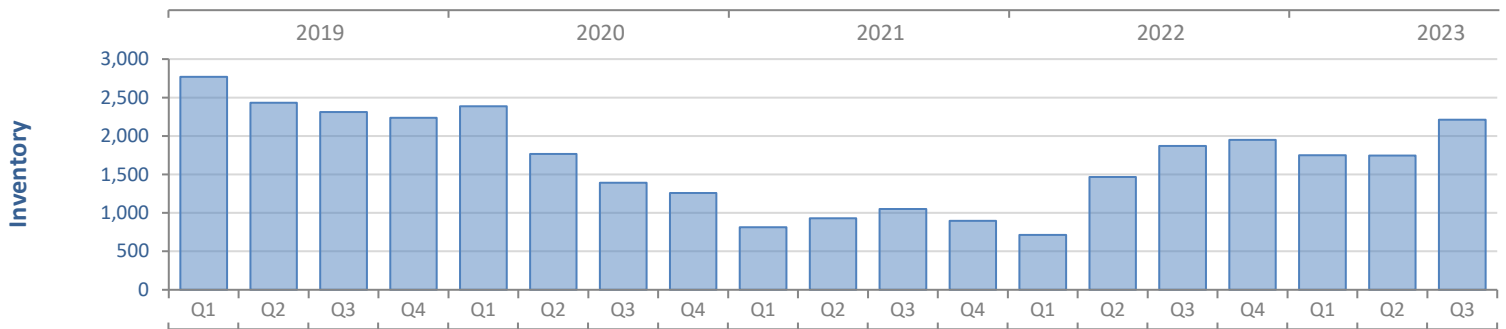


## Inventory (Active Listings)

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

**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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	1,847	47.9%
<b>Q3 2023</b>	<b>2,210</b>	<b>18.1%</b>
Q2 2023	1,746	19.1%
Q1 2023	1,748	145.5%
Q4 2022	1,948	117.7%
Q3 2022	1,872	78.5%
Q2 2022	1,466	57.5%
Q1 2022	712	-12.4%
Q4 2021	895	-28.9%
Q3 2021	1,049	-24.7%
Q2 2021	931	-47.3%
Q1 2021	813	-65.9%
Q4 2020	1,258	-43.7%
Q3 2020	1,393	-39.8%

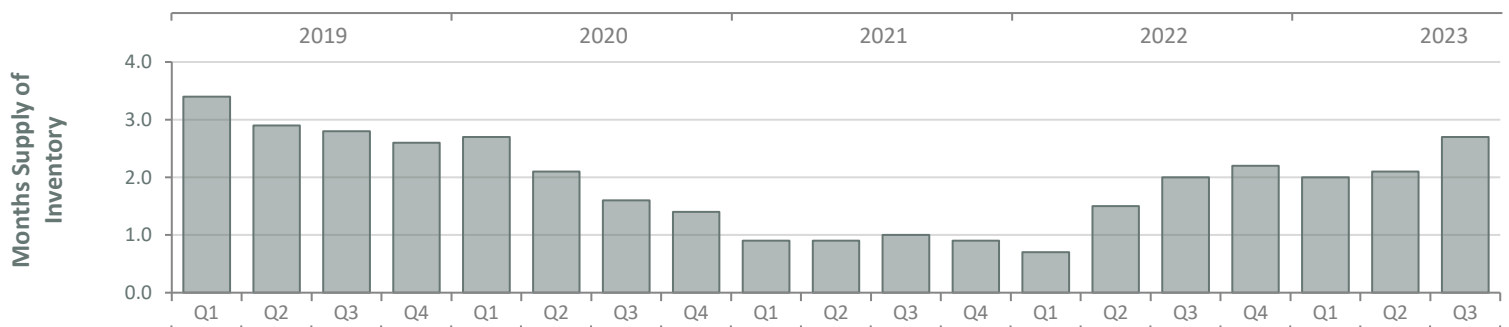


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	2.2	69.2%
<b>Q3 2023</b>	<b>2.7</b>	<b>35.0%</b>
Q2 2023	2.1	40.0%
Q1 2023	2.0	185.7%
Q4 2022	2.2	144.4%
Q3 2022	2.0	100.0%
Q2 2022	1.5	66.7%
Q1 2022	0.7	-22.2%
Q4 2021	0.9	-35.7%
Q3 2021	1.0	-37.5%
Q2 2021	0.9	-57.1%
Q1 2021	0.9	-66.7%
Q4 2020	1.4	-46.2%
Q3 2020	1.6	-42.9%

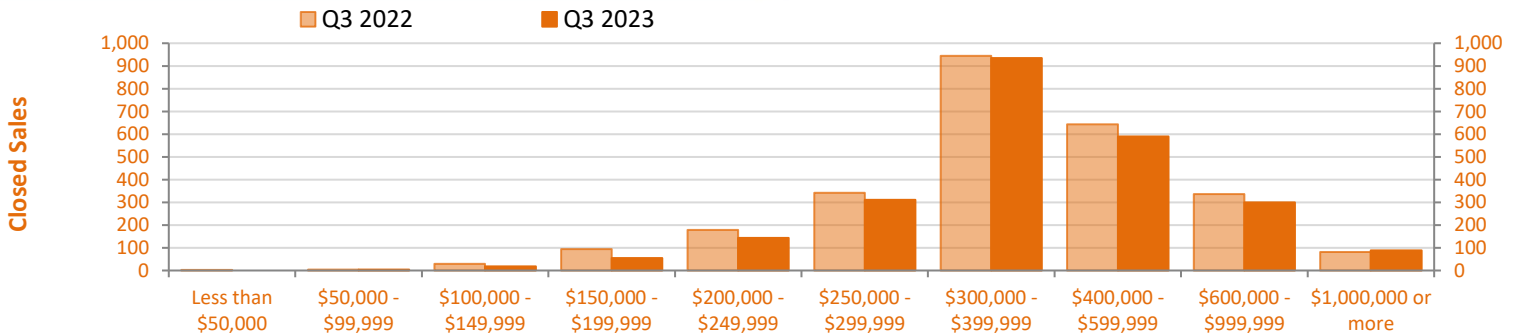


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	18	-40.0%
\$150,000 - \$199,999	55	-41.5%
\$200,000 - \$249,999	143	-20.1%
\$250,000 - \$299,999	311	-9.1%
\$300,000 - \$399,999	935	-1.0%
\$400,000 - \$599,999	590	-8.2%
\$600,000 - \$999,999	300	-11.0%
\$1,000,000 or more	89	8.5%

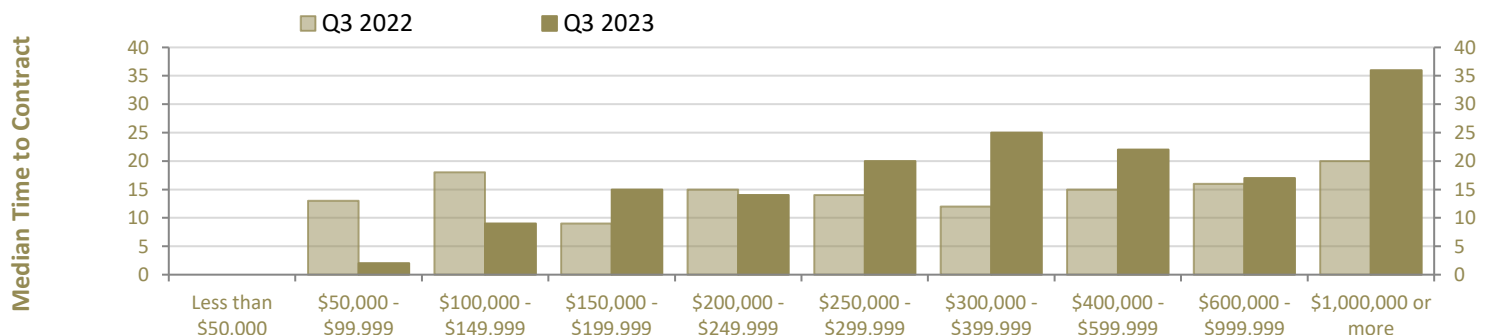


## Median Time to Contract by Sale Price

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

**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 quarter. 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	2 Days	-84.6%
\$100,000 - \$149,999	9 Days	-50.0%
\$150,000 - \$199,999	15 Days	66.7%
\$200,000 - \$249,999	14 Days	-6.7%
\$250,000 - \$299,999	20 Days	42.9%
\$300,000 - \$399,999	25 Days	108.3%
\$400,000 - \$599,999	22 Days	46.7%
\$600,000 - \$999,999	17 Days	6.3%
\$1,000,000 or more	36 Days	80.0%



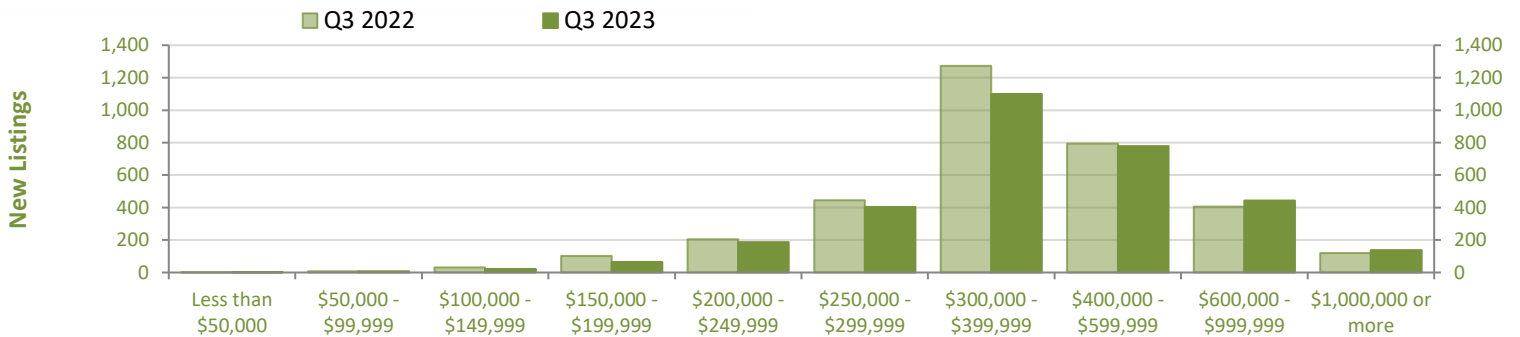


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	2	0.0%
\$50,000 - \$99,999	8	0.0%
\$100,000 - \$149,999	22	-29.0%
\$150,000 - \$199,999	65	-36.3%
\$200,000 - \$249,999	187	-8.8%
\$250,000 - \$299,999	403	-9.4%
\$300,000 - \$399,999	1,100	-13.6%
\$400,000 - \$599,999	779	-1.9%
\$600,000 - \$999,999	444	9.4%
\$1,000,000 or more	137	15.1%

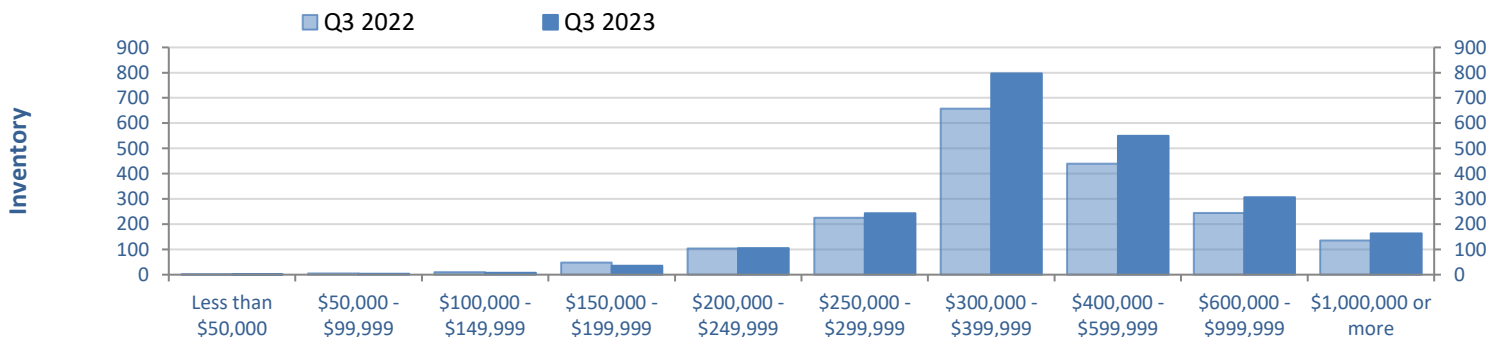


## Inventory by Current Listing Price

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

**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 quarter, and hold this number to compare with the same quarter 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.

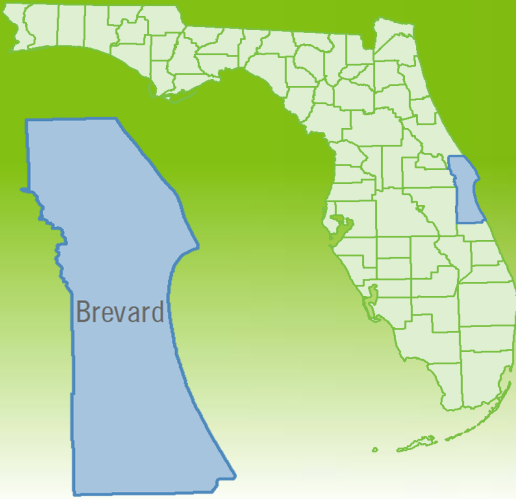
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	3	-40.0%
\$100,000 - \$149,999	7	-30.0%
\$150,000 - \$199,999	35	-27.1%
\$200,000 - \$249,999	105	1.0%
\$250,000 - \$299,999	243	7.5%
\$300,000 - \$399,999	797	21.3%
\$400,000 - \$599,999	550	25.0%
\$600,000 - \$999,999	306	24.9%
\$1,000,000 or more	163	19.9%



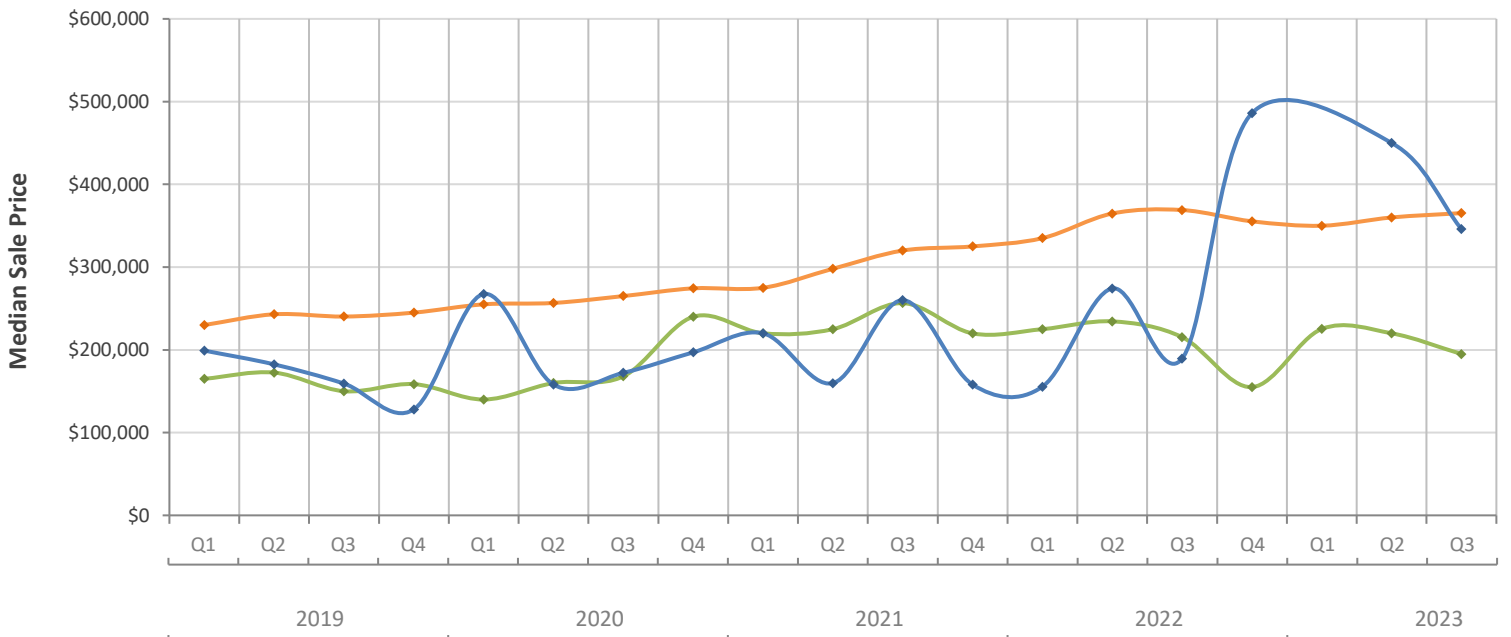
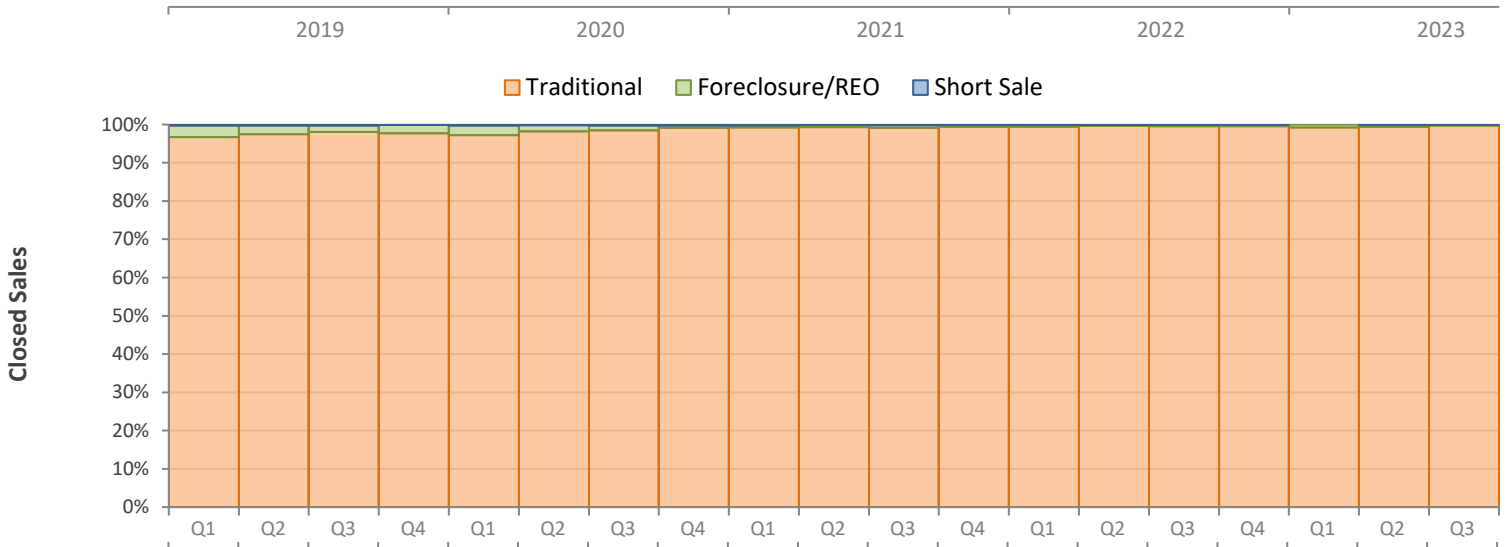
# Quarterly Distressed Market - Q3 2023

## Single-Family Homes

### Brevard County



		Q3 2023	Q3 2022	Percent Change Year-over-Year
Traditional	Closed Sales	2,438	2,646	-7.9%
	Median Sale Price	\$365,260	\$369,000	-1.0%
Foreclosure/REO	Closed Sales	5	10	-50.0%
	Median Sale Price	\$195,000	\$215,413	-9.5%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$346,000	\$189,400	82.7%



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, October 19, 2023. Next data release is TBD.