

Monthly Market Detail - November 2023

Townhouses and Condos

Indian River County



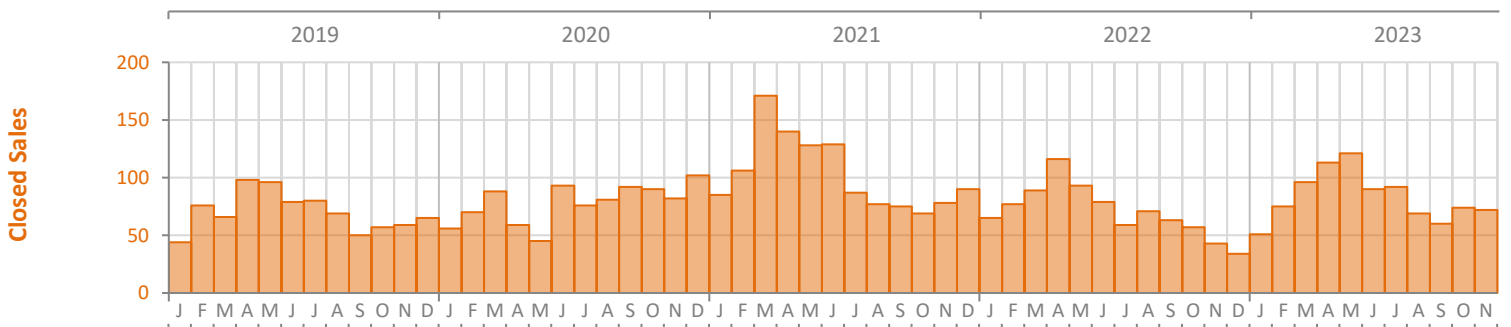
Summary Statistics	November 2023	November 2022	Percent Change Year-over-Year
Closed Sales	72	43	67.4%
Paid in Cash	59	36	63.9%
Median Sale Price	\$319,950	\$250,000	28.0%
Average Sale Price	\$581,790	\$469,958	23.8%
Dollar Volume	\$41.9 Million	\$20.2 Million	107.3%
Median Percent of Original List Price Received	93.8%	95.8%	-2.1%
Median Time to Contract	65 Days	33 Days	97.0%
Median Time to Sale	100 Days	71 Days	40.8%
New Pending Sales	70	40	75.0%
New Listings	143	87	64.4%
Pending Inventory	123	121	1.7%
Inventory (Active Listings)	510	242	110.7%
Months Supply of Inventory	6.5	3.2	103.1%

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	913	12.4%
November 2023	72	67.4%
October 2023	74	29.8%
September 2023	60	-4.8%
August 2023	69	-2.8%
July 2023	92	55.9%
June 2023	90	13.9%
May 2023	121	30.1%
April 2023	113	-2.6%
March 2023	96	7.9%
February 2023	75	-2.6%
January 2023	51	-21.5%
December 2022	34	-62.2%
November 2022	43	-44.9%

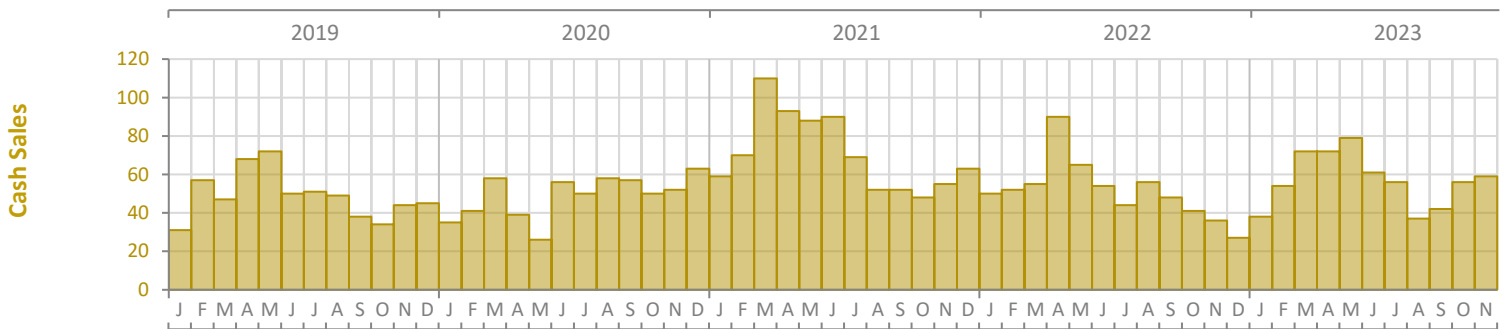


Cash Sales

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	626	5.9%
November 2023	59	63.9%
October 2023	56	36.6%
September 2023	42	-12.5%
August 2023	37	-33.9%
July 2023	56	27.3%
June 2023	61	13.0%
May 2023	79	21.5%
April 2023	72	-20.0%
March 2023	72	30.9%
February 2023	54	3.8%
January 2023	38	-24.0%
December 2022	27	-57.1%
November 2022	36	-34.5%

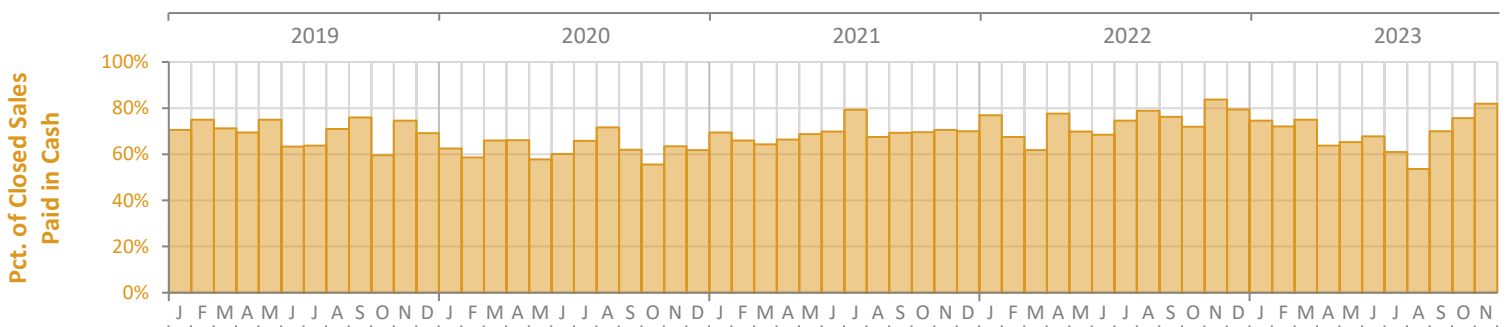


Cash Sales as a Percentage of Closed Sales

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	68.6%	-5.8%
November 2023	81.9%	-2.2%
October 2023	75.7%	5.3%
September 2023	70.0%	-8.1%
August 2023	53.6%	-32.1%
July 2023	60.9%	-18.4%
June 2023	67.8%	-0.9%
May 2023	65.3%	-6.6%
April 2023	63.7%	-17.9%
March 2023	75.0%	21.4%
February 2023	72.0%	6.7%
January 2023	74.5%	-3.1%
December 2022	79.4%	13.4%
November 2022	83.7%	18.7%



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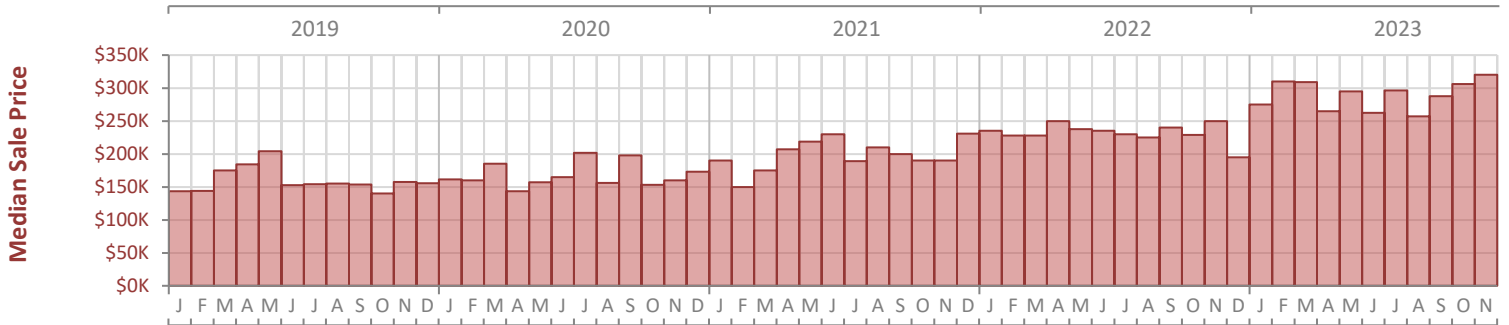


Median Sale Price

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	\$288,000	22.6%
November 2023	\$319,950	28.0%
October 2023	\$306,000	33.6%
September 2023	\$287,500	19.8%
August 2023	\$257,000	14.2%
July 2023	\$296,625	29.0%
June 2023	\$262,250	11.6%
May 2023	\$294,999	24.2%
April 2023	\$265,000	6.0%
March 2023	\$309,000	35.5%
February 2023	\$310,000	36.0%
January 2023	\$275,000	17.0%
December 2022	\$195,056	-15.6%
November 2022	\$250,000	31.6%

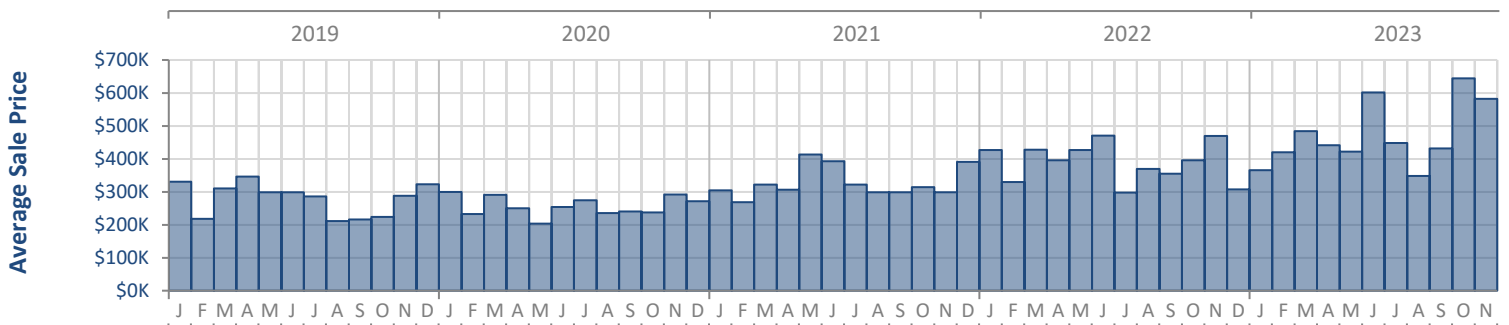


Average Sale Price

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	\$473,489	19.1%
November 2023	\$581,790	23.8%
October 2023	\$644,208	62.8%
September 2023	\$431,659	21.7%
August 2023	\$348,359	-5.7%
July 2023	\$448,170	50.6%
June 2023	\$601,946	27.9%
May 2023	\$421,467	-1.3%
April 2023	\$440,937	11.3%
March 2023	\$483,627	13.1%
February 2023	\$419,973	27.3%
January 2023	\$365,535	-14.4%
December 2022	\$307,812	-21.3%
November 2022	\$469,958	57.2%



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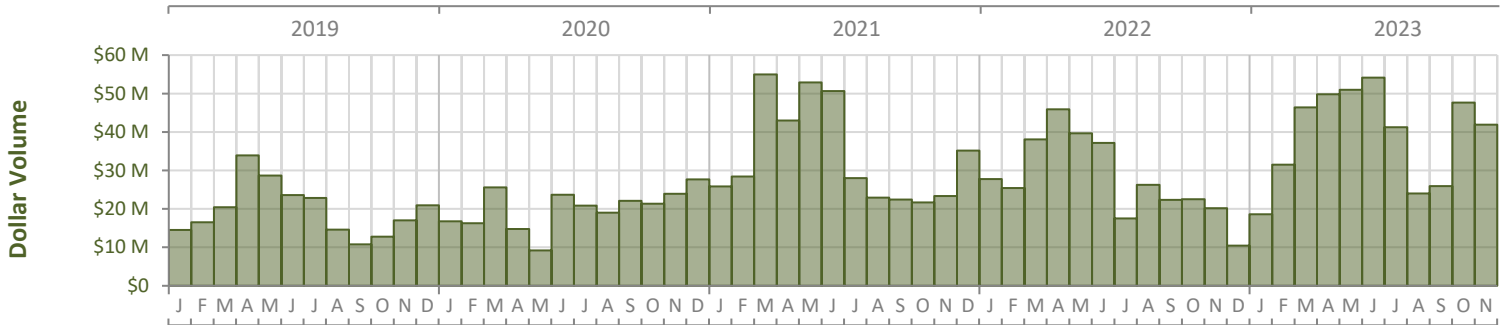


Dollar Volume

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	\$432.3 Million	33.9%
November 2023	\$41.9 Million	107.3%
October 2023	\$47.7 Million	111.4%
September 2023	\$25.9 Million	15.9%
August 2023	\$24.0 Million	-8.3%
July 2023	\$41.2 Million	134.9%
June 2023	\$54.2 Million	45.7%
May 2023	\$51.0 Million	28.5%
April 2023	\$49.8 Million	8.5%
March 2023	\$46.4 Million	22.0%
February 2023	\$31.5 Million	24.0%
January 2023	\$18.6 Million	-32.8%
December 2022	\$10.5 Million	-70.3%
November 2022	\$20.2 Million	-13.4%

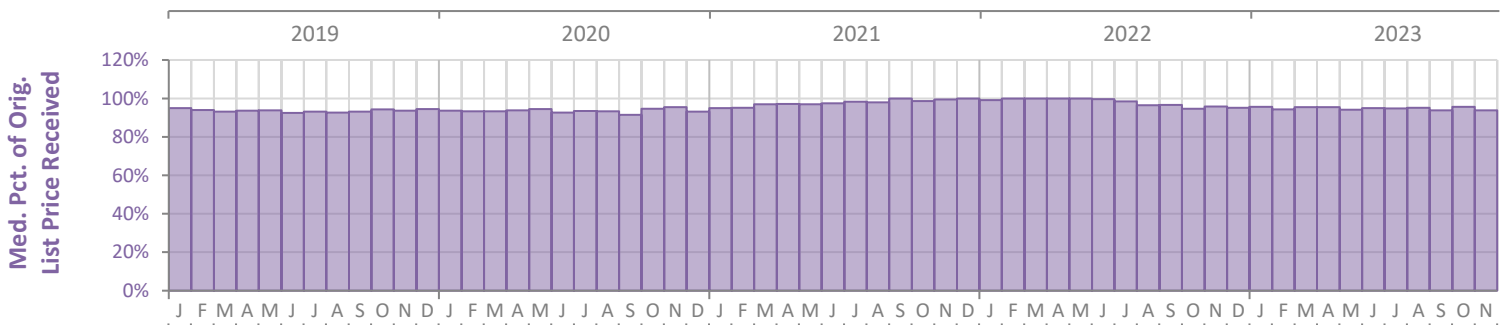


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	94.7%	-4.1%
November 2023	93.8%	-2.1%
October 2023	95.7%	1.2%
September 2023	93.8%	-2.9%
August 2023	95.2%	-1.2%
July 2023	94.8%	-3.7%
June 2023	95.0%	-4.7%
May 2023	94.1%	-5.9%
April 2023	95.5%	-4.5%
March 2023	95.4%	-4.6%
February 2023	94.3%	-5.7%
January 2023	95.6%	-3.5%
December 2022	95.2%	-4.8%
November 2022	95.8%	-3.7%

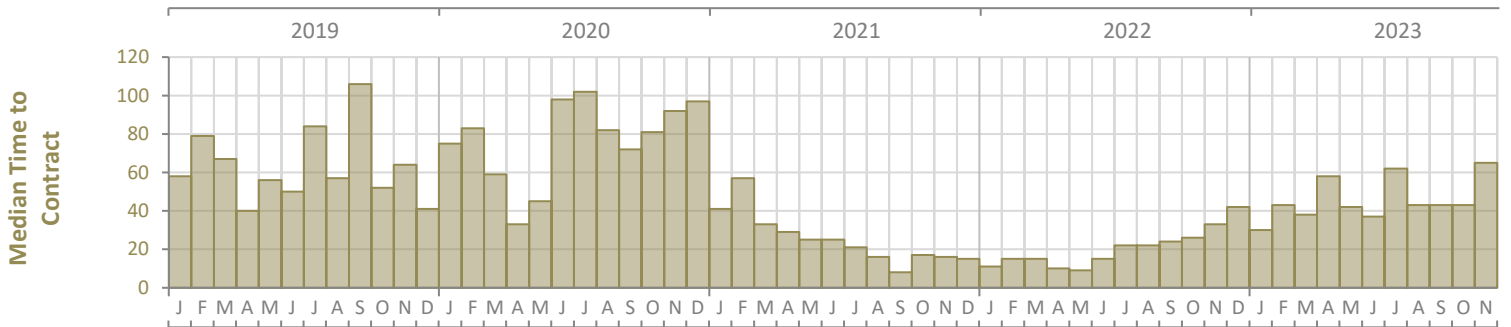


Median Time to Contract

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	46 Days	187.5%
November 2023	65 Days	97.0%
October 2023	43 Days	65.4%
September 2023	43 Days	79.2%
August 2023	43 Days	95.5%
July 2023	62 Days	181.8%
June 2023	37 Days	146.7%
May 2023	42 Days	366.7%
April 2023	58 Days	480.0%
March 2023	38 Days	153.3%
February 2023	43 Days	186.7%
January 2023	30 Days	172.7%
December 2022	42 Days	180.0%
November 2022	33 Days	106.3%

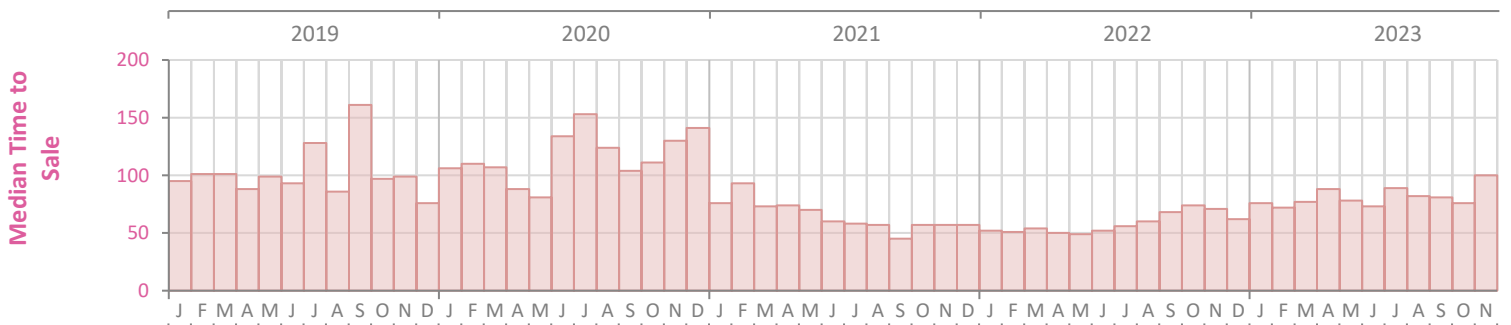


Median Time to Sale

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	83 Days	53.7%
November 2023	100 Days	40.8%
October 2023	76 Days	2.7%
September 2023	81 Days	19.1%
August 2023	82 Days	36.7%
July 2023	89 Days	58.9%
June 2023	73 Days	40.4%
May 2023	78 Days	59.2%
April 2023	88 Days	76.0%
March 2023	77 Days	42.6%
February 2023	72 Days	41.2%
January 2023	76 Days	46.2%
December 2022	62 Days	8.8%
November 2022	71 Days	24.6%

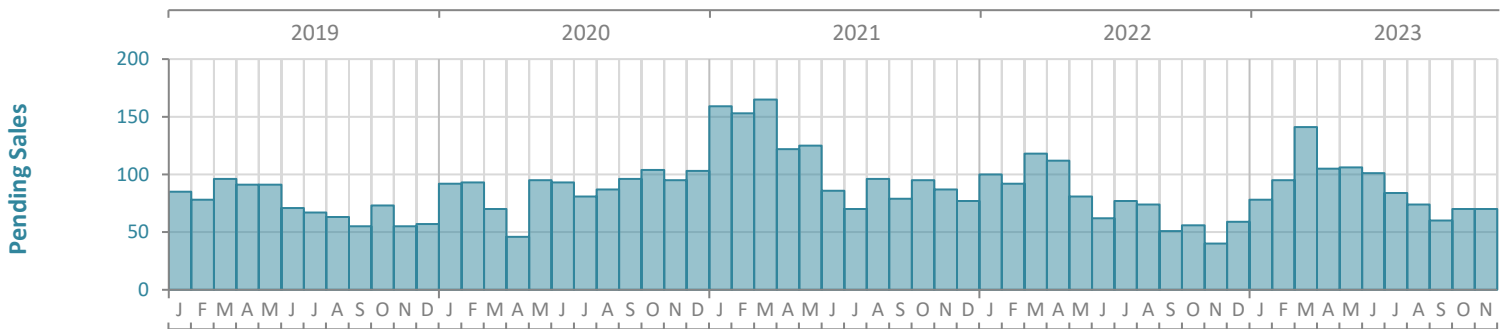


New Pending Sales

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	984	14.0%
November 2023	70	75.0%
October 2023	70	25.0%
September 2023	60	17.6%
August 2023	74	0.0%
July 2023	84	9.1%
June 2023	101	62.9%
May 2023	106	30.9%
April 2023	105	-6.3%
March 2023	141	19.5%
February 2023	95	3.3%
January 2023	78	-22.0%
December 2022	59	-23.4%
November 2022	40	-54.0%

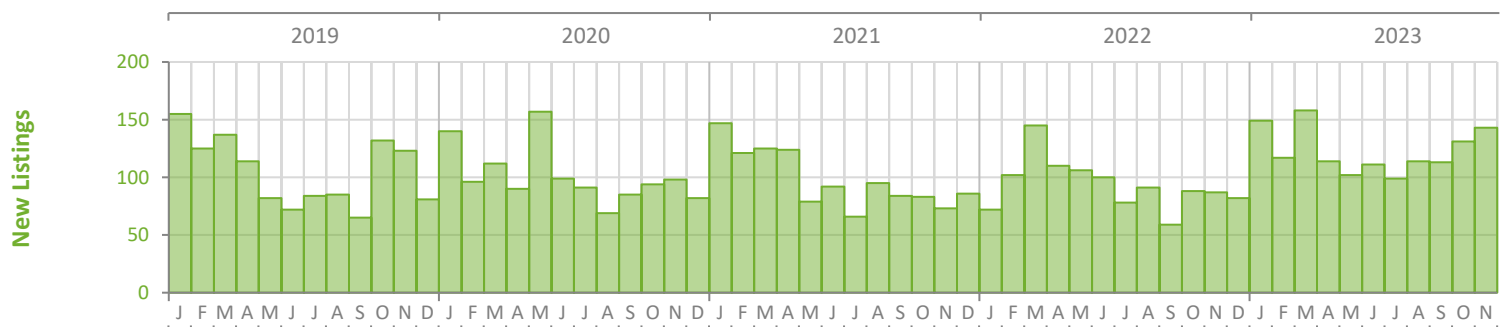


New Listings

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	1,351	30.2%
November 2023	143	64.4%
October 2023	131	48.9%
September 2023	113	91.5%
August 2023	114	25.3%
July 2023	99	26.9%
June 2023	111	11.0%
May 2023	102	-3.8%
April 2023	114	3.6%
March 2023	158	9.0%
February 2023	117	14.7%
January 2023	149	106.9%
December 2022	82	-4.7%
November 2022	87	19.2%



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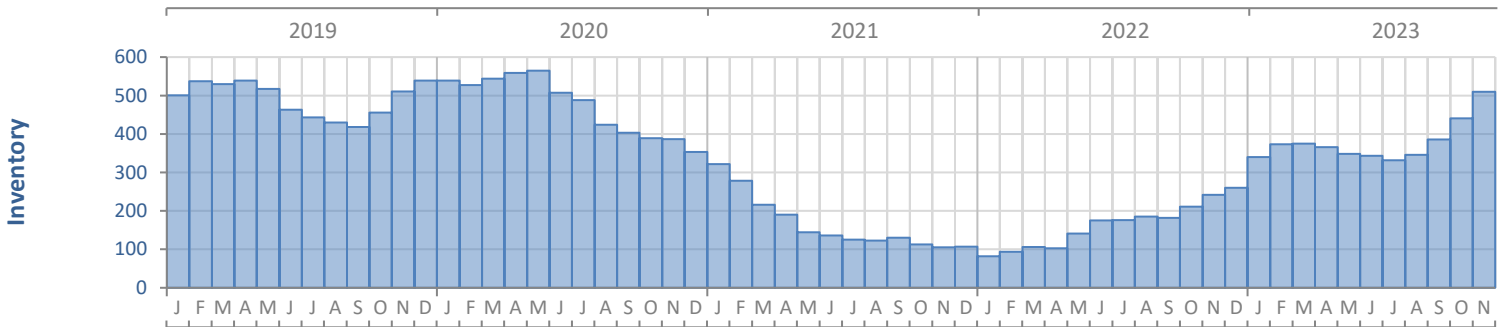


Inventory (Active Listings)

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)	378	145.1%
November 2023	510	110.7%
October 2023	441	109.0%
September 2023	386	112.1%
August 2023	346	87.0%
July 2023	332	88.6%
June 2023	343	96.0%
May 2023	348	146.8%
April 2023	366	255.3%
March 2023	375	253.8%
February 2023	373	296.8%
January 2023	340	314.6%
December 2022	260	143.0%
November 2022	242	130.5%

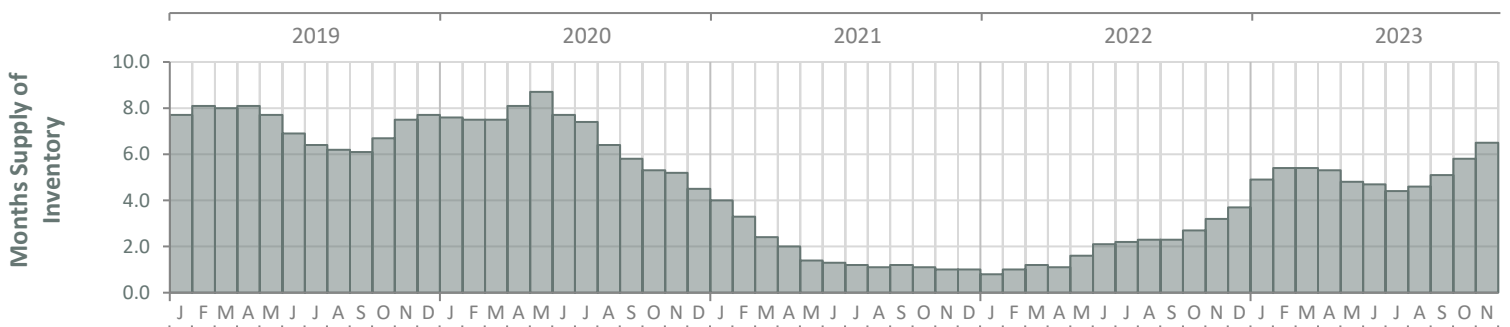


Months Supply of Inventory

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)	5.2	173.7%
November 2023	6.5	103.1%
October 2023	5.8	114.8%
September 2023	5.1	121.7%
August 2023	4.6	100.0%
July 2023	4.4	100.0%
June 2023	4.7	123.8%
May 2023	4.8	200.0%
April 2023	5.3	381.8%
March 2023	5.4	350.0%
February 2023	5.4	440.0%
January 2023	4.9	512.5%
December 2022	3.7	270.0%
November 2022	3.2	220.0%

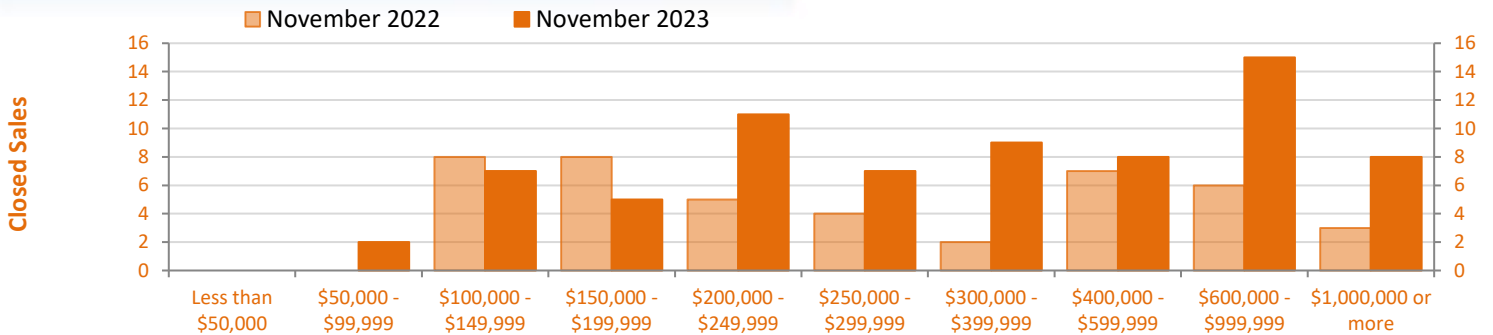


Closed Sales by Sale Price

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	2	N/A
\$100,000 - \$149,999	7	-12.5%
\$150,000 - \$199,999	5	-37.5%
\$200,000 - \$249,999	11	120.0%
\$250,000 - \$299,999	7	75.0%
\$300,000 - \$399,999	9	350.0%
\$400,000 - \$599,999	8	14.3%
\$600,000 - \$999,999	15	150.0%
\$1,000,000 or more	8	166.7%

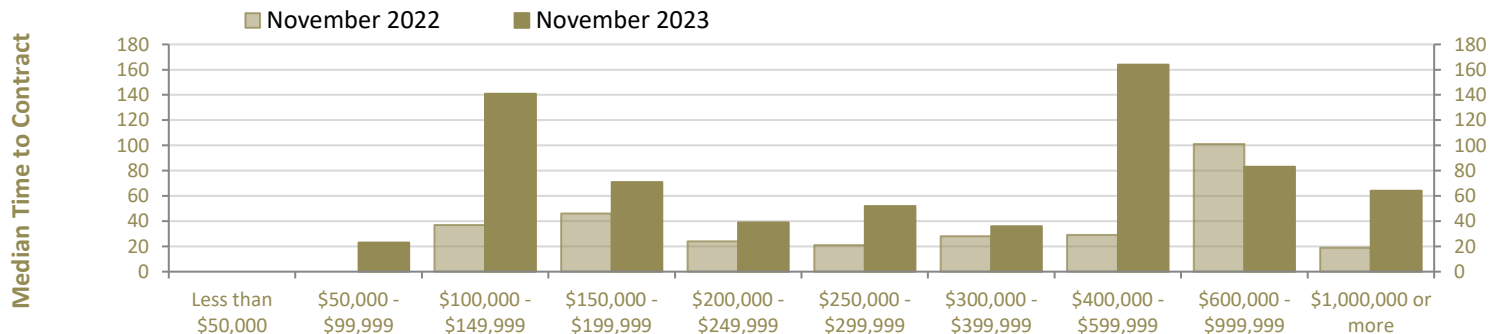


Median Time to Contract by Sale Price

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	23 Days	N/A
\$100,000 - \$149,999	141 Days	281.1%
\$150,000 - \$199,999	71 Days	54.3%
\$200,000 - \$249,999	39 Days	62.5%
\$250,000 - \$299,999	52 Days	147.6%
\$300,000 - \$399,999	36 Days	28.6%
\$400,000 - \$599,999	164 Days	465.5%
\$600,000 - \$999,999	83 Days	-17.8%
\$1,000,000 or more	64 Days	236.8%



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	6	-25.0%
\$150,000 - \$199,999	20	100.0%
\$200,000 - \$249,999	9	-30.8%
\$250,000 - \$299,999	20	25.0%
\$300,000 - \$399,999	22	120.0%
\$400,000 - \$599,999	41	720.0%
\$600,000 - \$999,999	12	-20.0%
\$1,000,000 or more	13	30.0%

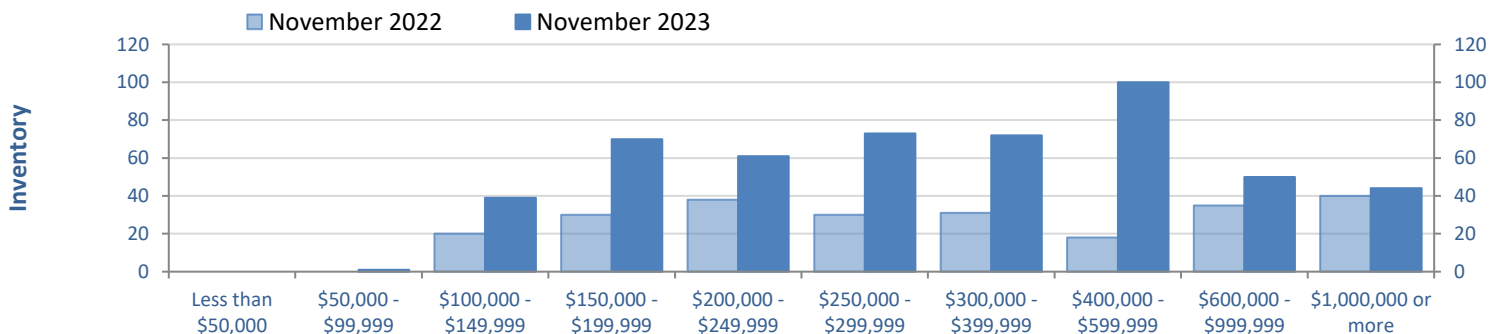


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	39	95.0%
\$150,000 - \$199,999	70	133.3%
\$200,000 - \$249,999	61	60.5%
\$250,000 - \$299,999	73	143.3%
\$300,000 - \$399,999	72	132.3%
\$400,000 - \$599,999	100	455.6%
\$600,000 - \$999,999	50	42.9%
\$1,000,000 or more	44	10.0%



Monthly Distressed Market - November 2023

Townhouses and Condos

Indian River County



		November 2023	November 2022	Percent Change Year-over-Year
Traditional	Closed Sales	71	43	65.1%
	Median Sale Price	\$315,000	\$250,000	26.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$422,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

