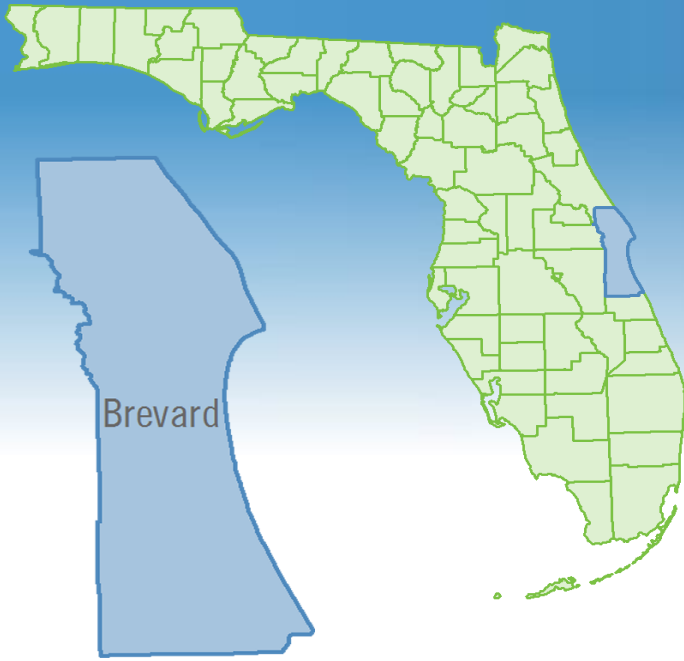


Monthly Market Detail - February 2024

Townhouses and Condos

Brevard County



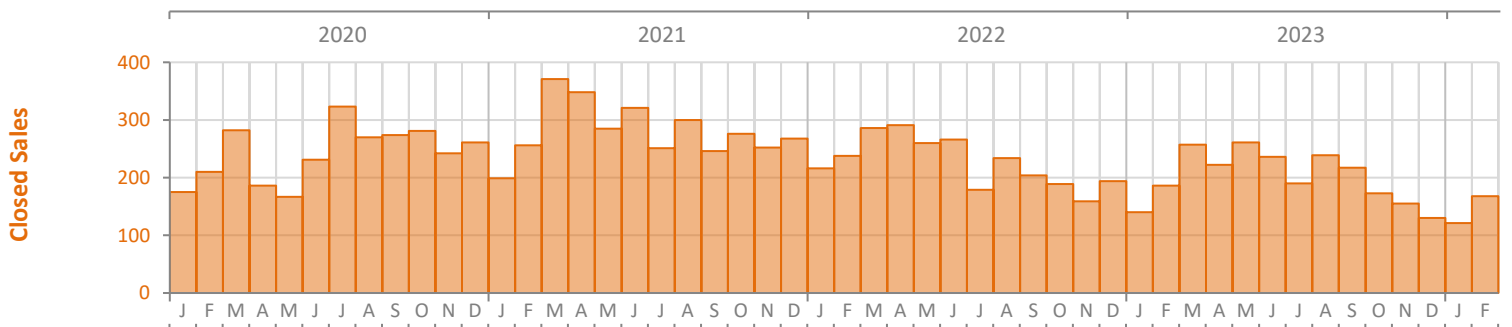
Summary Statistics	February 2024	February 2023	Percent Change Year-over-Year
Closed Sales	168	186	-9.7%
Paid in Cash	96	97	-1.0%
Median Sale Price	\$299,995	\$302,500	-0.8%
Average Sale Price	\$365,378	\$357,521	2.2%
Dollar Volume	\$61.4 Million	\$66.5 Million	-7.7%
Median Percent of Original List Price Received	94.4%	96.3%	-2.0%
Median Time to Contract	61 Days	29 Days	110.3%
Median Time to Sale	94 Days	64 Days	46.9%
New Pending Sales	218	230	-5.2%
New Listings	318	273	16.5%
Pending Inventory	294	418	-29.7%
Inventory (Active Listings)	1,049	640	63.9%
Months Supply of Inventory	5.3	3.0	76.7%

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	289	-11.3%
February 2024	168	-9.7%
January 2024	121	-13.6%
December 2023	130	-33.0%
November 2023	155	-2.5%
October 2023	173	-8.5%
September 2023	217	6.4%
August 2023	239	2.1%
July 2023	190	6.1%
June 2023	236	-11.3%
May 2023	261	0.4%
April 2023	222	-23.7%
March 2023	257	-10.1%
February 2023	186	-21.8%



Monthly Market Detail - February 2024

Townhouses and Condos

Brevard County

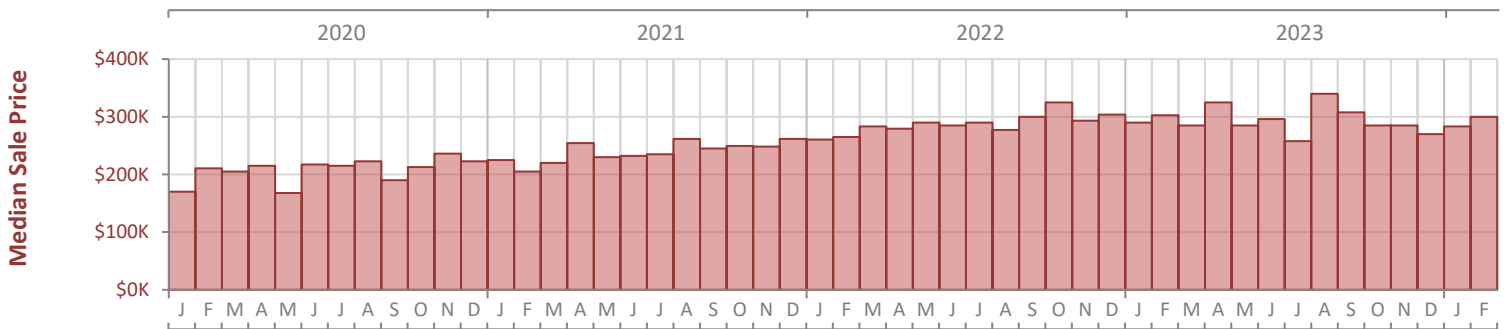


Median Sale Price

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	\$296,850	-0.9%
February 2024	\$299,995	-0.8%
January 2024	\$283,200	-2.3%
December 2023	\$270,000	-11.2%
November 2023	\$285,000	-2.7%
October 2023	\$285,000	-12.3%
September 2023	\$307,500	2.5%
August 2023	\$339,900	22.7%
July 2023	\$257,500	-11.2%
June 2023	\$295,750	3.8%
May 2023	\$285,000	-1.7%
April 2023	\$325,000	16.3%
March 2023	\$285,000	0.5%
February 2023	\$302,500	14.2%

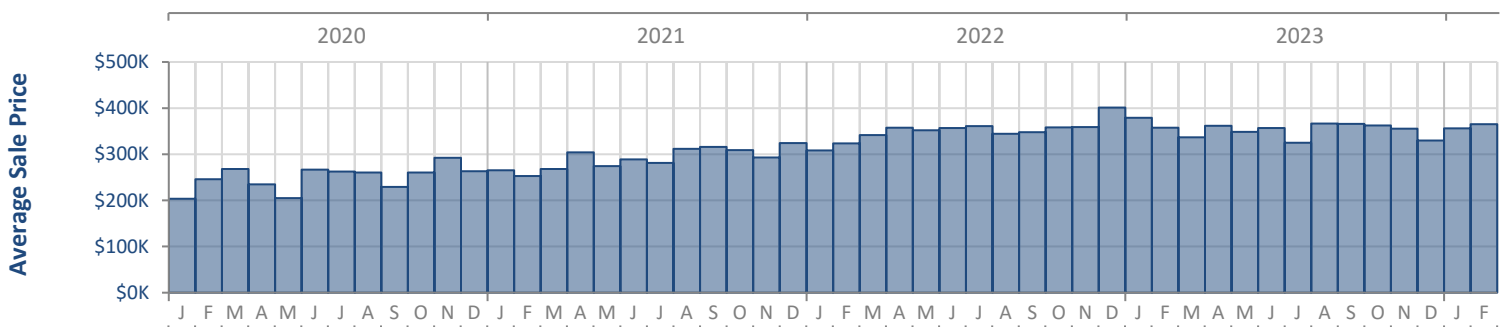


Average Sale Price

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	\$361,433	-1.4%
February 2024	\$365,378	2.2%
January 2024	\$355,955	-6.1%
December 2023	\$329,551	-17.9%
November 2023	\$355,773	-0.8%
October 2023	\$362,343	1.2%
September 2023	\$365,707	5.2%
August 2023	\$366,645	6.5%
July 2023	\$324,714	-10.1%
June 2023	\$356,739	-0.1%
May 2023	\$348,406	-1.1%
April 2023	\$361,749	1.3%
March 2023	\$336,701	-1.4%
February 2023	\$357,521	10.5%



Monthly Market Detail - February 2024

Townhouses and Condos

Brevard County

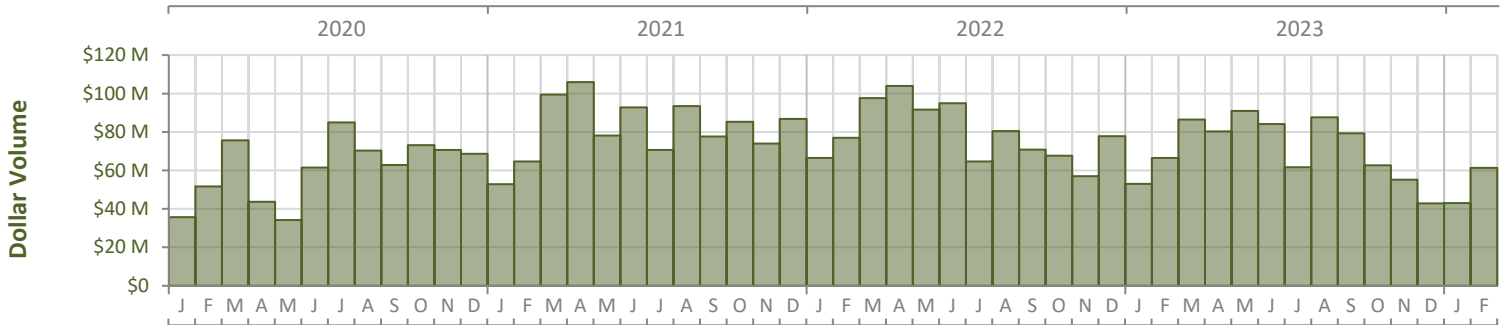


Dollar Volume

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	\$104.5 Million	-12.6%
February 2024	\$61.4 Million	-7.7%
January 2024	\$43.1 Million	-18.8%
December 2023	\$42.8 Million	-45.0%
November 2023	\$55.1 Million	-3.3%
October 2023	\$62.7 Million	-7.3%
September 2023	\$79.4 Million	12.0%
August 2023	\$87.6 Million	8.8%
July 2023	\$61.7 Million	-4.6%
June 2023	\$84.2 Million	-11.4%
May 2023	\$90.9 Million	-0.7%
April 2023	\$80.3 Million	-22.7%
March 2023	\$86.5 Million	-11.4%
February 2023	\$66.5 Million	-13.6%

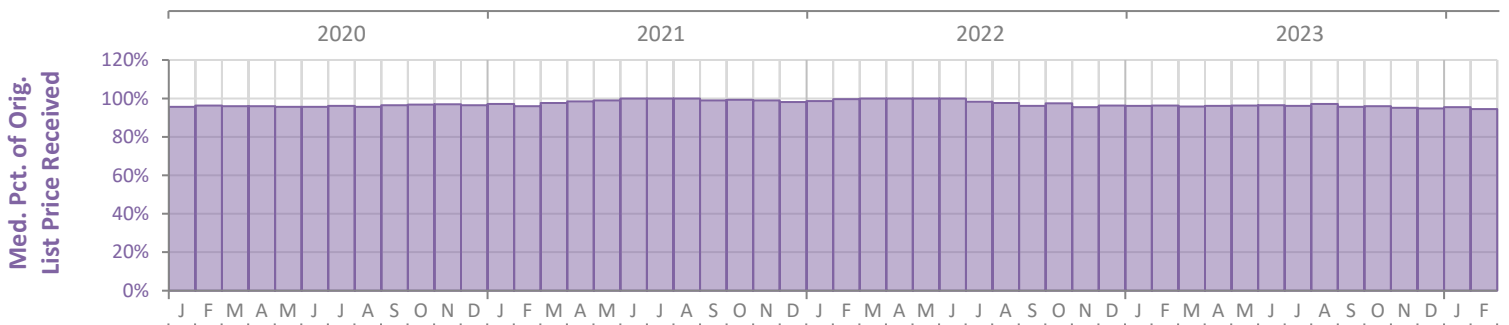


Median Percent of Original List Price Received

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%	-1.6%
February 2024	94.4%	-2.0%
January 2024	95.5%	-0.6%
December 2023	94.8%	-1.6%
November 2023	95.2%	-0.2%
October 2023	96.0%	-1.5%
September 2023	95.7%	-0.5%
August 2023	97.2%	-0.4%
July 2023	96.1%	-2.2%
June 2023	96.4%	-3.6%
May 2023	96.3%	-3.7%
April 2023	96.2%	-3.8%
March 2023	95.8%	-4.2%
February 2023	96.3%	-3.4%

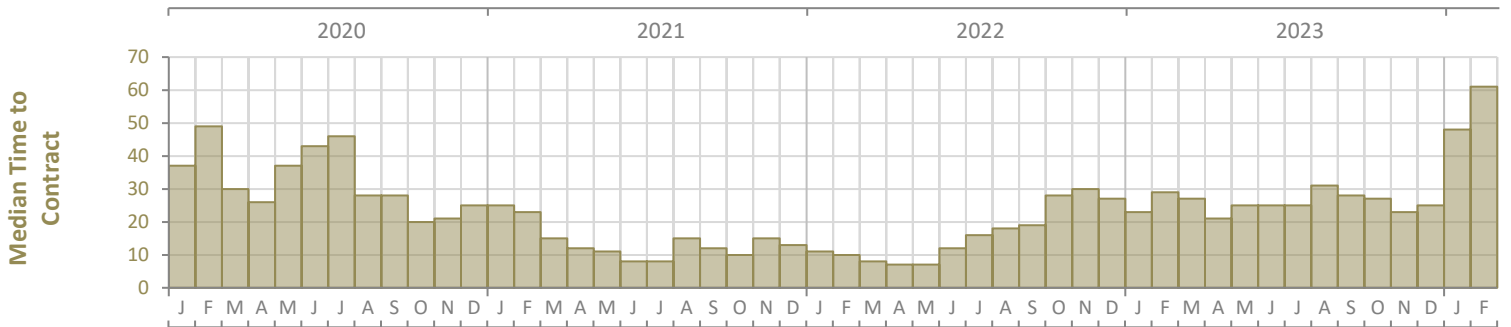


Median Time to Contract

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	55 Days	103.7%
February 2024	61 Days	110.3%
January 2024	48 Days	108.7%
December 2023	25 Days	-7.4%
November 2023	23 Days	-23.3%
October 2023	27 Days	-3.6%
September 2023	28 Days	47.4%
August 2023	31 Days	72.2%
July 2023	25 Days	56.3%
June 2023	25 Days	108.3%
May 2023	25 Days	257.1%
April 2023	21 Days	200.0%
March 2023	27 Days	237.5%
February 2023	29 Days	190.0%

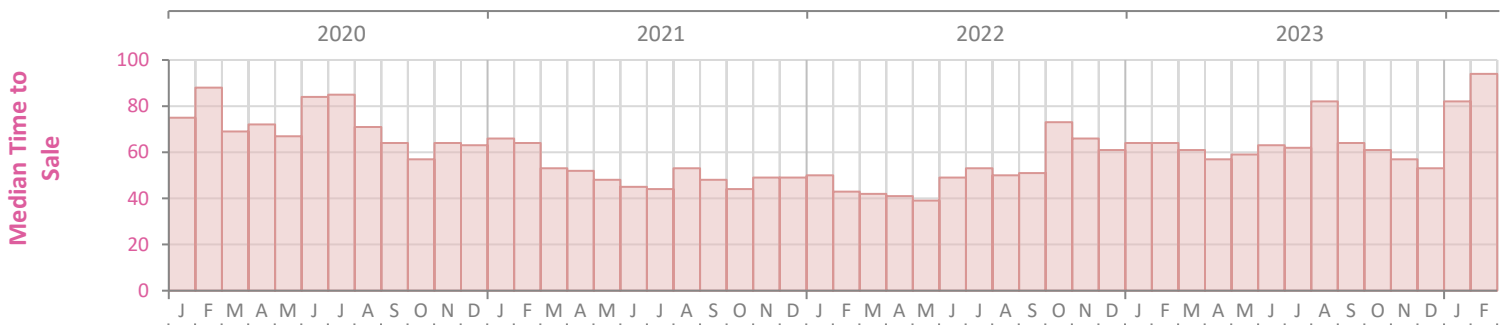


Median Time to Sale

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	90 Days	38.5%
February 2024	94 Days	46.9%
January 2024	82 Days	28.1%
December 2023	53 Days	-13.1%
November 2023	57 Days	-13.6%
October 2023	61 Days	-16.4%
September 2023	64 Days	25.5%
August 2023	82 Days	64.0%
July 2023	62 Days	17.0%
June 2023	63 Days	28.6%
May 2023	59 Days	51.3%
April 2023	57 Days	39.0%
March 2023	61 Days	45.2%
February 2023	64 Days	48.8%

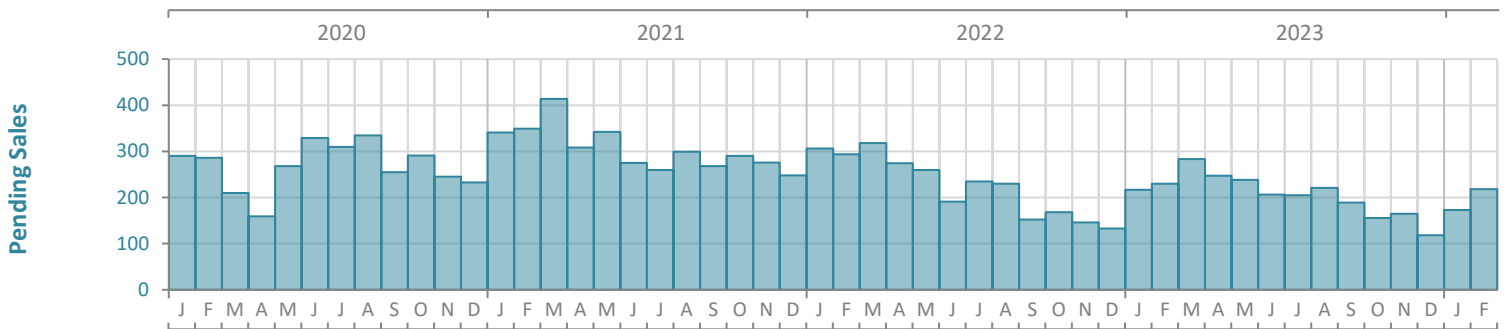


New Pending Sales

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	391	-12.5%
February 2024	218	-5.2%
January 2024	173	-20.3%
December 2023	118	-11.3%
November 2023	165	13.0%
October 2023	156	-7.1%
September 2023	189	24.3%
August 2023	221	-3.9%
July 2023	205	-12.8%
June 2023	206	7.9%
May 2023	238	-8.5%
April 2023	247	-9.9%
March 2023	283	-11.0%
February 2023	230	-21.8%

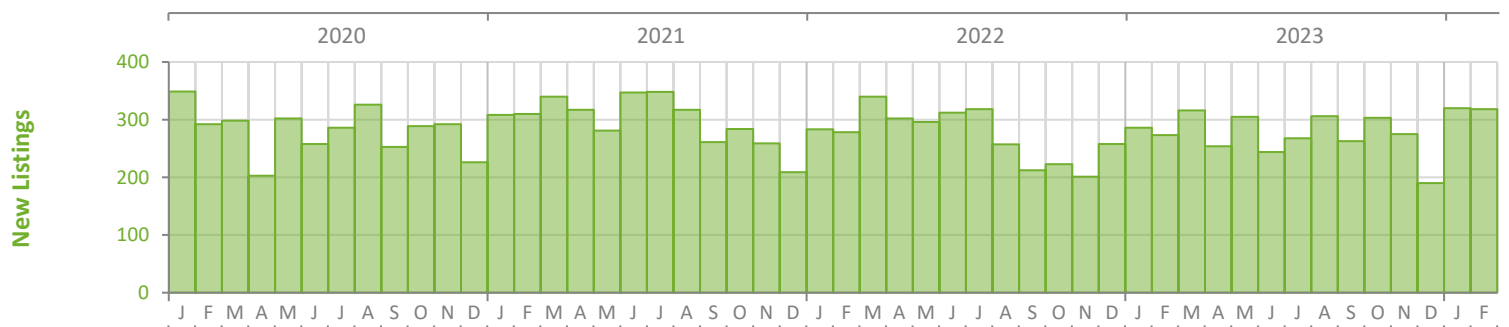


New Listings

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	638	14.1%
February 2024	318	16.5%
January 2024	320	11.9%
December 2023	190	-26.4%
November 2023	275	36.8%
October 2023	303	35.9%
September 2023	263	24.1%
August 2023	306	19.1%
July 2023	268	-15.7%
June 2023	244	-21.8%
May 2023	305	3.0%
April 2023	254	-15.9%
March 2023	316	-7.1%
February 2023	273	-1.8%



Monthly Market Detail - February 2024

Townhouses and Condos

Brevard County

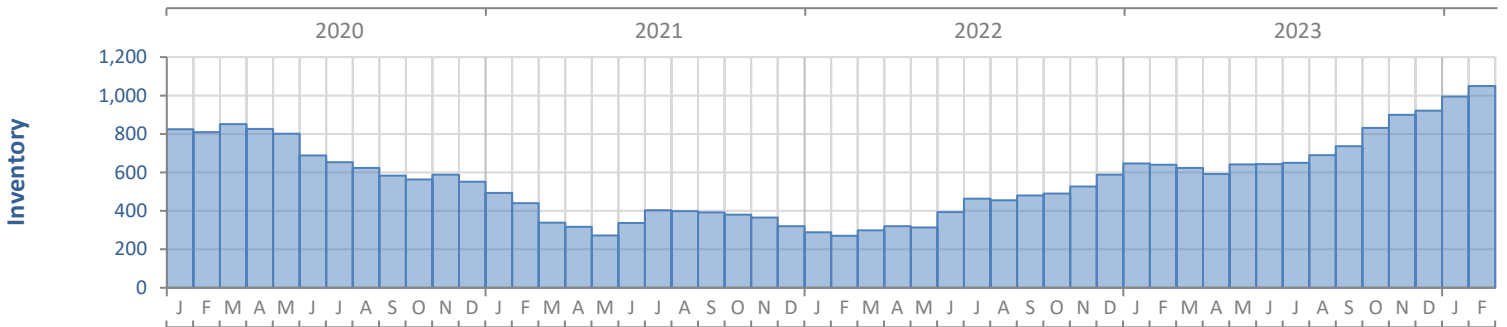


Inventory (Active Listings)

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)	1,022	58.9%
February 2024	1,049	63.9%
January 2024	995	54.0%
December 2023	921	56.6%
November 2023	900	70.8%
October 2023	831	69.2%
September 2023	737	53.5%
August 2023	690	51.6%
July 2023	650	40.4%
June 2023	643	63.2%
May 2023	641	104.8%
April 2023	592	84.4%
March 2023	624	109.4%
February 2023	640	137.0%

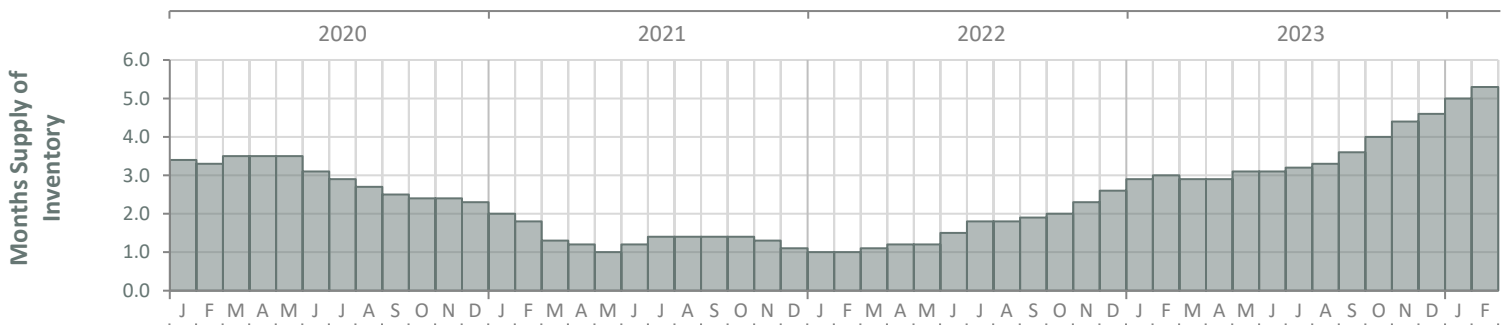


Months Supply of Inventory

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	73.3%
February 2024	5.3	76.7%
January 2024	5.0	72.4%
December 2023	4.6	76.9%
November 2023	4.4	91.3%
October 2023	4.0	100.0%
September 2023	3.6	89.5%
August 2023	3.3	83.3%
July 2023	3.2	77.8%
June 2023	3.1	106.7%
May 2023	3.1	158.3%
April 2023	2.9	141.7%
March 2023	2.9	163.6%
February 2023	3.0	200.0%

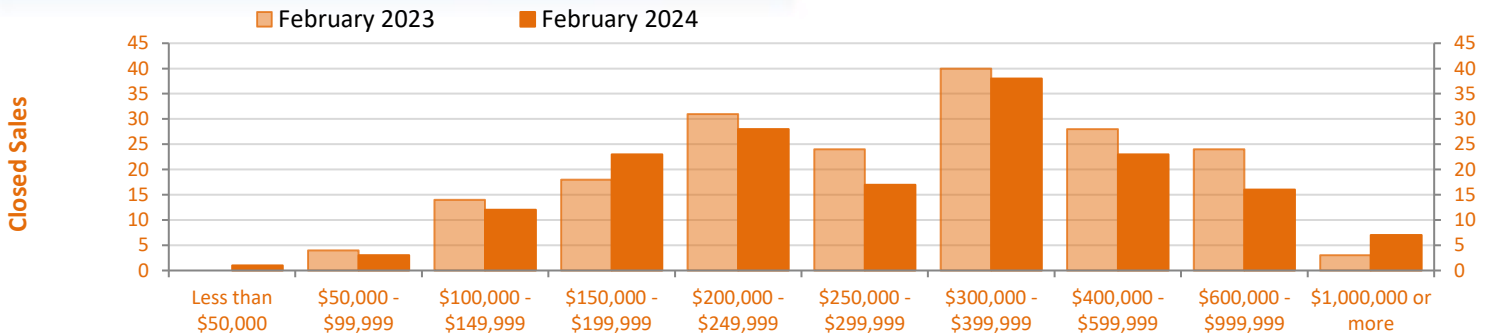


Closed Sales by Sale Price

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	1	N/A
\$50,000 - \$99,999	3	-25.0%
\$100,000 - \$149,999	12	-14.3%
\$150,000 - \$199,999	23	27.8%
\$200,000 - \$249,999	28	-9.7%
\$250,000 - \$299,999	17	-29.2%
\$300,000 - \$399,999	38	-5.0%
\$400,000 - \$599,999	23	-17.9%
\$600,000 - \$999,999	16	-33.3%
\$1,000,000 or more	7	133.3%

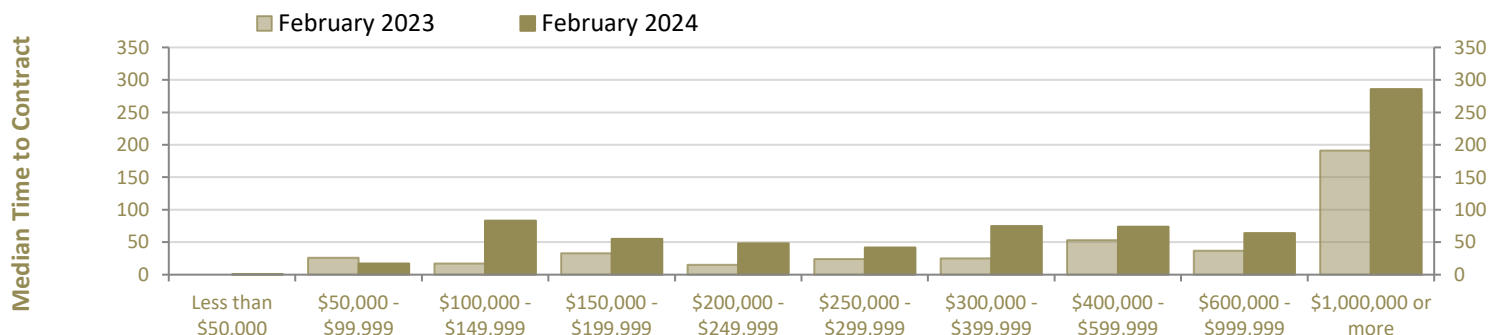


Median Time to Contract by Sale Price

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	1 Day	N/A
\$50,000 - \$99,999	17 Days	-34.6%
\$100,000 - \$149,999	83 Days	388.2%
\$150,000 - \$199,999	55 Days	66.7%
\$200,000 - \$249,999	48 Days	220.0%
\$250,000 - \$299,999	42 Days	75.0%
\$300,000 - \$399,999	75 Days	200.0%
\$400,000 - \$599,999	74 Days	39.6%
\$600,000 - \$999,999	64 Days	73.0%
\$1,000,000 or more	286 Days	49.7%

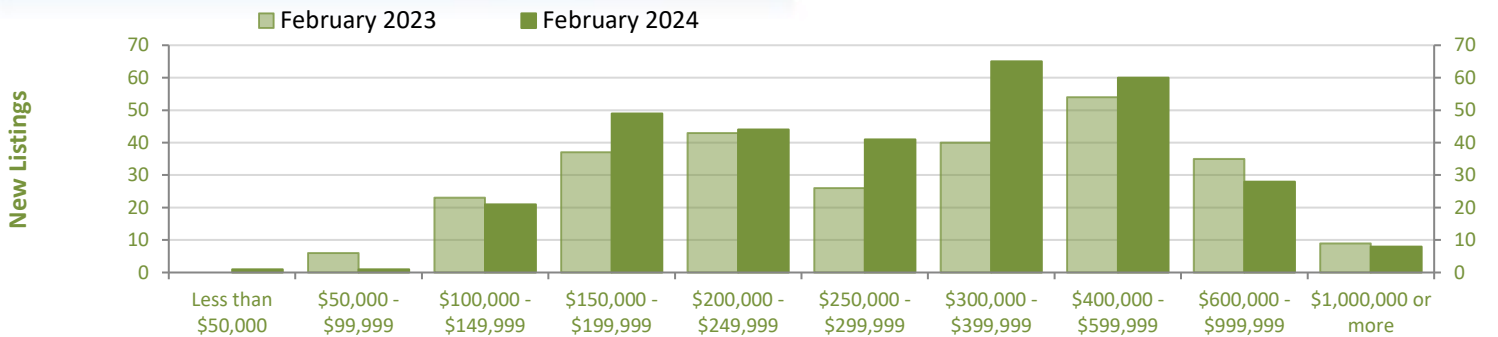


New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	1	-83.3%
\$100,000 - \$149,999	21	-8.7%
\$150,000 - \$199,999	49	32.4%
\$200,000 - \$249,999	44	2.3%
\$250,000 - \$299,999	41	57.7%
\$300,000 - \$399,999	65	62.5%
\$400,000 - \$599,999	60	11.1%
\$600,000 - \$999,999	28	-20.0%
\$1,000,000 or more	8	-11.1%

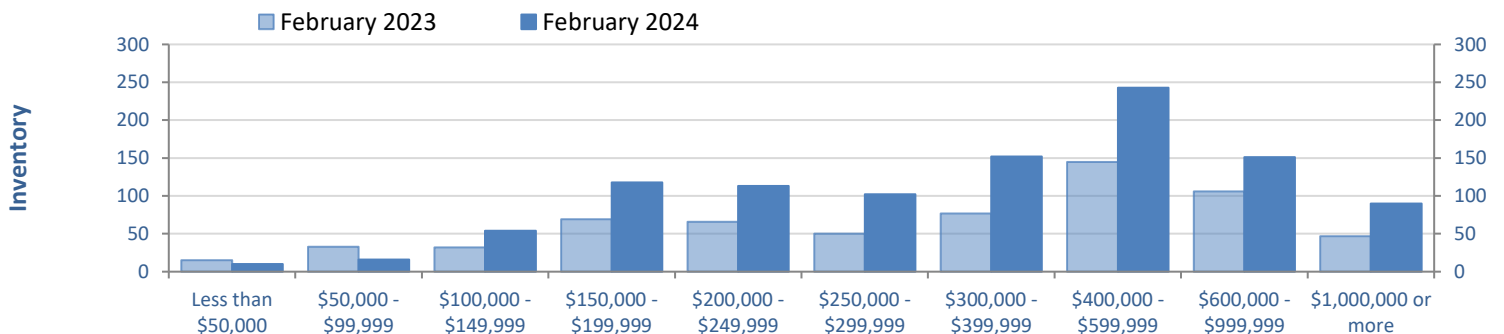


Inventory by Current Listing Price

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.

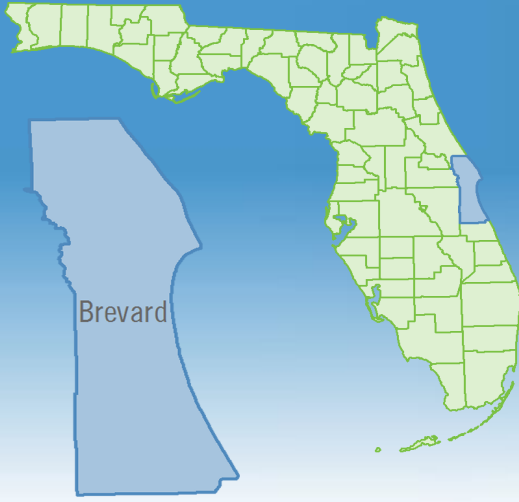
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	10	-33.3%
\$50,000 - \$99,999	16	-51.5%
\$100,000 - \$149,999	54	68.8%
\$150,000 - \$199,999	118	71.0%
\$200,000 - \$249,999	113	71.2%
\$250,000 - \$299,999	102	104.0%
\$300,000 - \$399,999	152	97.4%
\$400,000 - \$599,999	243	67.6%
\$600,000 - \$999,999	151	42.5%
\$1,000,000 or more	90	91.5%



Monthly Distressed Market - February 2024

Townhouses and Condos

Brevard County



		February 2024	February 2023	Percent Change Year-over-Year
Traditional	Closed Sales	165	186	-11.3%
	Median Sale Price	\$300,000	\$302,500	-0.8%
Foreclosure/REO	Closed Sales	3	0	N/A
	Median Sale Price	\$125,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

