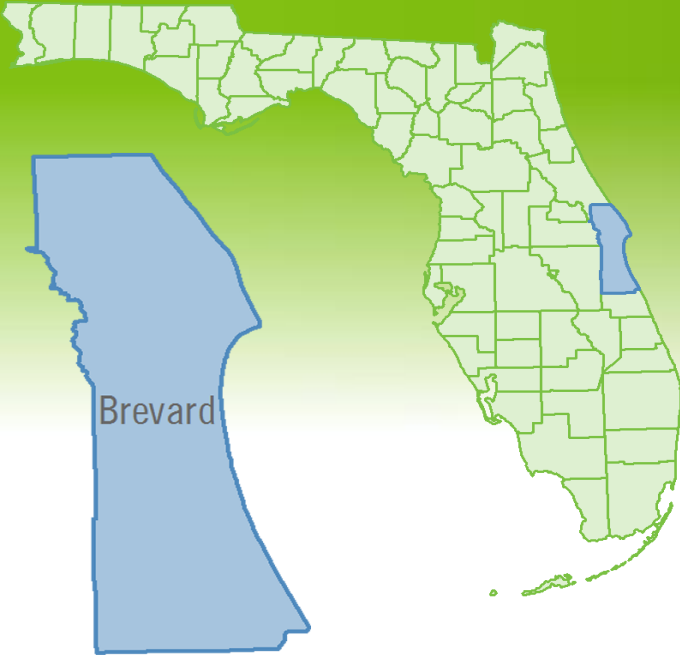


# Monthly Market Detail - September 2024

## Single-Family Homes

### Brevard County



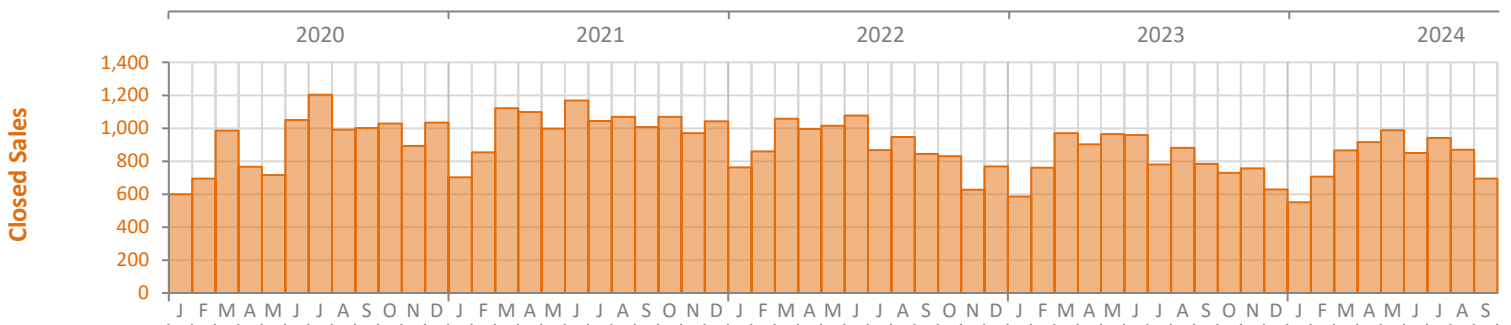
Summary Statistics	September 2024	September 2023	Percent Change Year-over-Year
Closed Sales	695	784	-11.4%
Paid in Cash	163	200	-18.5%
Median Sale Price	\$384,990	\$359,580	7.1%
Average Sale Price	\$458,100	\$437,942	4.6%
Dollar Volume	\$318.4 Million	\$343.3 Million	-7.3%
Median Percent of Original List Price Received	96.5%	97.8%	-1.3%
Median Time to Contract	47 Days	24 Days	95.8%
Median Time to Sale	90 Days	69 Days	30.4%
New Pending Sales	783	697	12.3%
New Listings	899	1,040	-13.6%
Pending Inventory	1,016	1,107	-8.2%
Inventory (Active Listings)	3,104	2,210	40.5%
Months Supply of Inventory	3.9	2.7	44.4%

## 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	7,380	-2.7%
<b>September 2024</b>	<b>695</b>	<b>-11.4%</b>
August 2024	870	-1.2%
July 2024	940	20.5%
June 2024	849	-11.4%
May 2024	987	2.3%
April 2024	916	1.4%
March 2024	866	-10.7%
February 2024	706	-7.1%
January 2024	551	-5.8%
December 2023	629	-18.1%
November 2023	756	20.6%
October 2023	729	-12.3%
September 2023	784	-7.1%

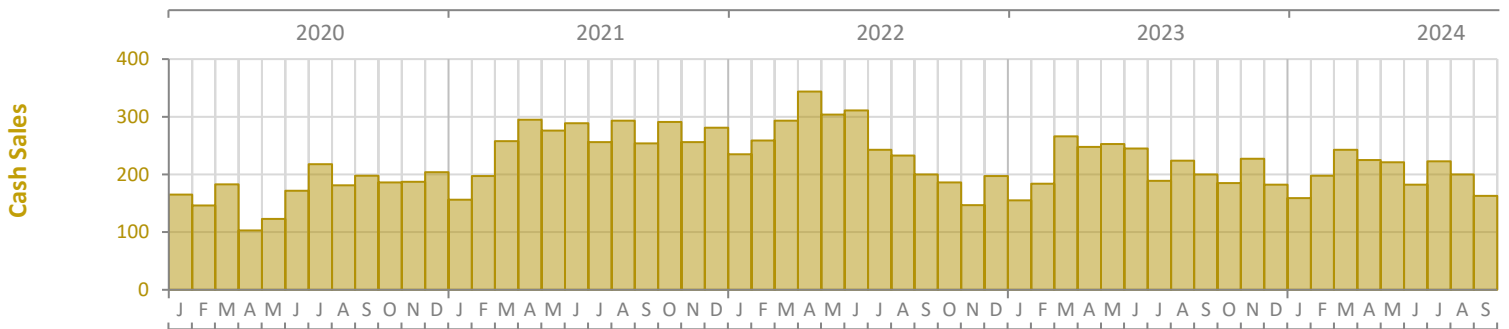


## Cash Sales

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	1,814	-7.6%
<b>September 2024</b>	<b>163</b>	<b>-18.5%</b>
August 2024	200	-10.7%
July 2024	223	18.0%
June 2024	182	-25.7%
May 2024	221	-12.6%
April 2024	225	-9.3%
March 2024	243	-8.6%
February 2024	198	7.6%
January 2024	159	2.6%
December 2023	182	-7.6%
November 2023	227	54.4%
October 2023	185	-0.5%
September 2023	200	0.0%

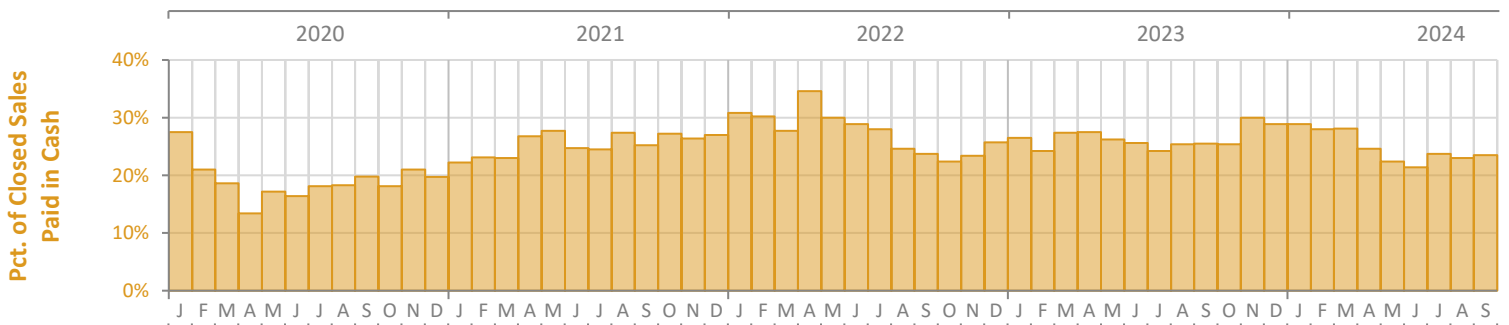


## Cash Sales as a Percentage of Closed Sales

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	24.6%	-5.0%
<b>September 2024</b>	<b>23.5%</b>	<b>-7.8%</b>
August 2024	23.0%	-9.4%
July 2024	23.7%	-2.1%
June 2024	21.4%	-16.4%
May 2024	22.4%	-14.5%
April 2024	24.6%	-10.5%
March 2024	28.1%	2.6%
February 2024	28.0%	15.7%
January 2024	28.9%	9.1%
December 2023	28.9%	12.5%
November 2023	30.0%	28.2%
October 2023	25.4%	13.4%
September 2023	25.5%	7.6%

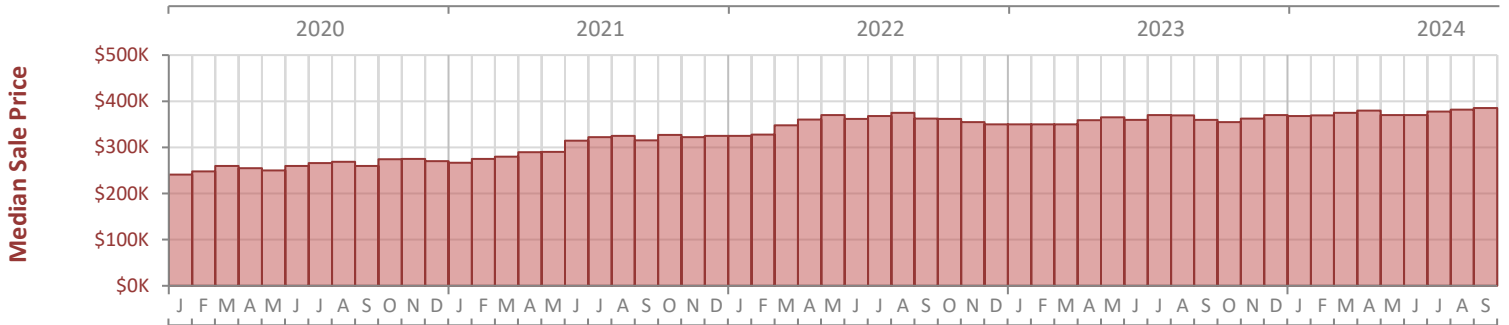


## Median Sale Price

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	\$375,000	4.5%
<b>September 2024</b>	<b>\$384,990</b>	<b>7.1%</b>
August 2024	\$381,843	3.5%
July 2024	\$377,500	2.1%
June 2024	\$369,900	2.8%
May 2024	\$370,000	1.4%
April 2024	\$380,000	6.0%
March 2024	\$374,765	7.1%
February 2024	\$369,350	5.5%
January 2024	\$367,745	5.1%
December 2023	\$369,900	5.7%
November 2023	\$362,130	2.0%
October 2023	\$355,000	-1.8%
September 2023	\$359,580	-0.8%

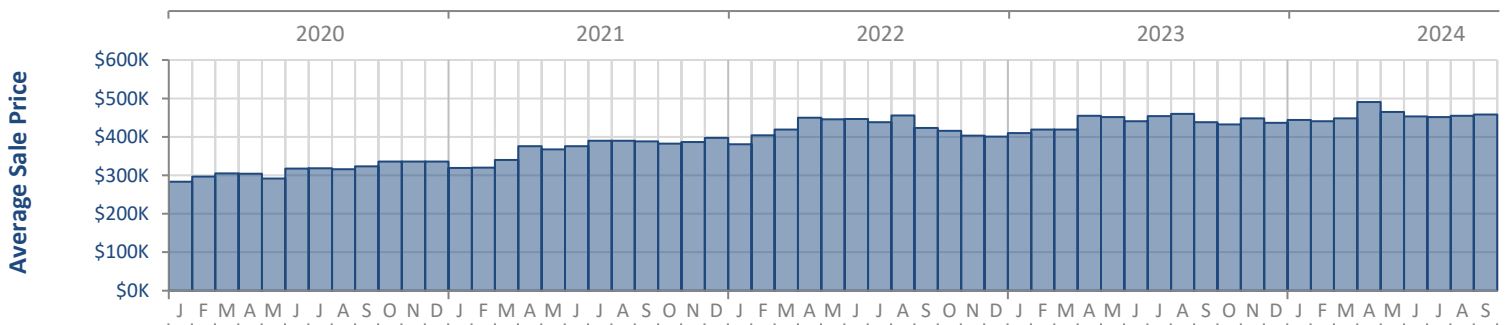


## Average Sale Price

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	\$457,330	4.0%
<b>September 2024</b>	<b>\$458,100</b>	<b>4.6%</b>
August 2024	\$454,634	-1.1%
July 2024	\$451,534	-0.5%
June 2024	\$453,425	2.9%
May 2024	\$464,478	2.8%
April 2024	\$490,699	7.9%
March 2024	\$448,275	7.0%
February 2024	\$440,454	5.1%
January 2024	\$444,092	8.3%
December 2023	\$436,803	9.1%
November 2023	\$447,862	11.2%
October 2023	\$432,656	4.0%
September 2023	\$437,942	3.6%



# Monthly Market Detail - September 2024

## Single-Family Homes

### Brevard County

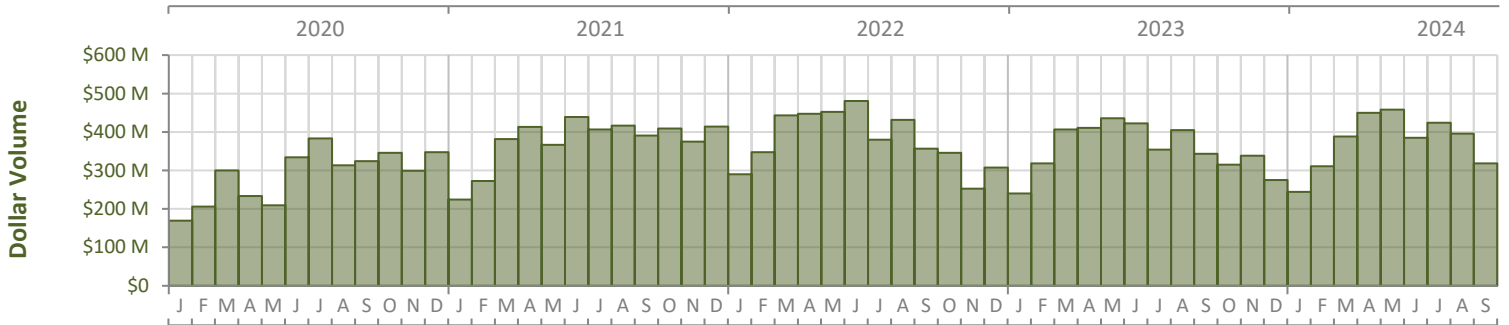


## Dollar Volume

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	\$3.4 Billion	1.2%
<b>September 2024</b>	<b>\$318.4 Million</b>	<b>-7.3%</b>
August 2024	\$395.5 Million	-2.3%
July 2024	\$424.4 Million	19.9%
June 2024	\$385.0 Million	-8.8%
May 2024	\$458.4 Million	5.2%
April 2024	\$449.5 Million	9.4%
March 2024	\$388.2 Million	-4.5%
February 2024	\$311.0 Million	-2.4%
January 2024	\$244.7 Million	2.0%
December 2023	\$274.7 Million	-10.7%
November 2023	\$338.6 Million	34.0%
October 2023	\$315.4 Million	-8.8%
September 2023	\$343.3 Million	-3.8%

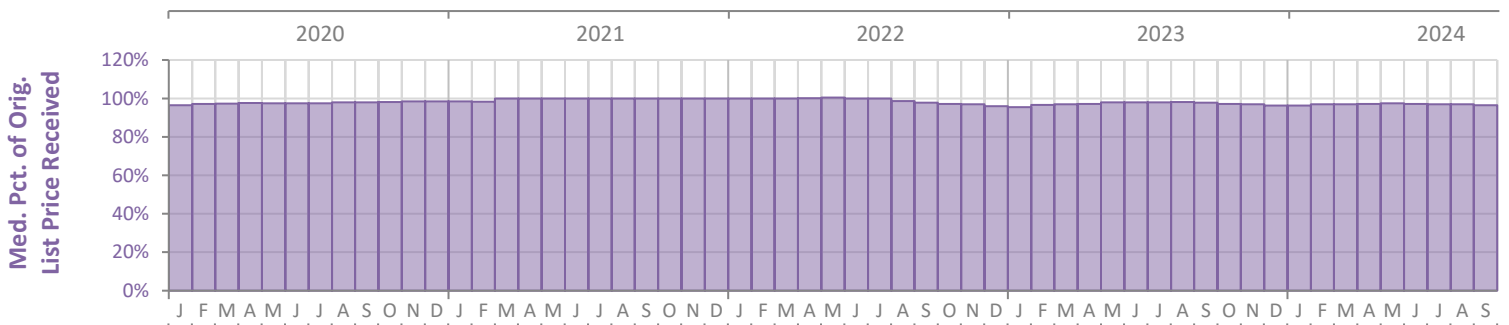


## Median Percent of Original List Price Received

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	97.0%	-0.4%
<b>September 2024</b>	<b>96.5%</b>	<b>-1.3%</b>
August 2024	96.9%	-1.2%
July 2024	97.0%	-1.0%
June 2024	97.1%	-0.8%
May 2024	97.5%	-0.4%
April 2024	97.1%	-0.1%
March 2024	96.9%	0.0%
February 2024	96.9%	0.2%
January 2024	96.3%	0.9%
December 2023	96.3%	0.4%
November 2023	97.0%	0.1%
October 2023	97.2%	0.1%
September 2023	97.8%	0.0%

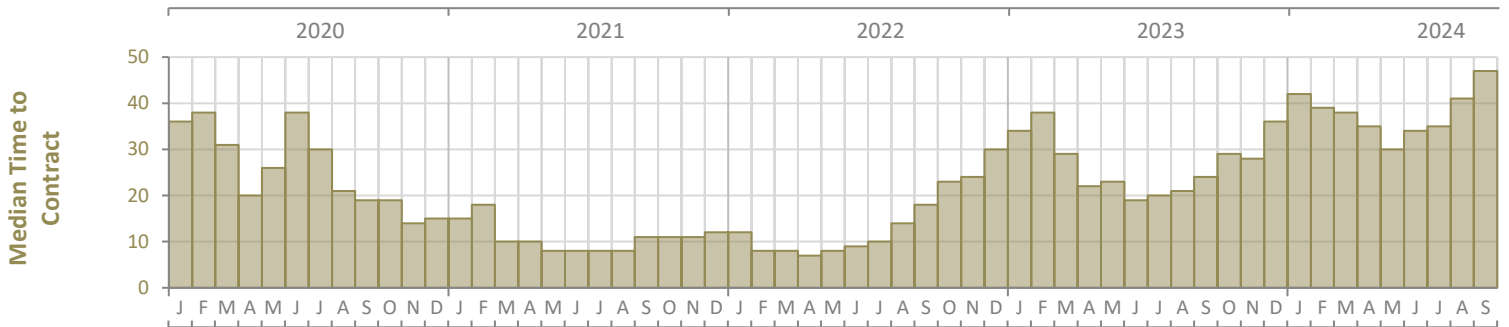


## Median Time to Contract

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	41 Days	57.7%
<b>September 2024</b>	<b>47 Days</b>	<b>95.8%</b>
August 2024	41 Days	95.2%
July 2024	35 Days	75.0%
June 2024	34 Days	78.9%
May 2024	30 Days	30.4%
April 2024	35 Days	59.1%
March 2024	38 Days	31.0%
February 2024	39 Days	2.6%
January 2024	42 Days	23.5%
December 2023	36 Days	20.0%
November 2023	28 Days	16.7%
October 2023	29 Days	26.1%
September 2023	24 Days	33.3%

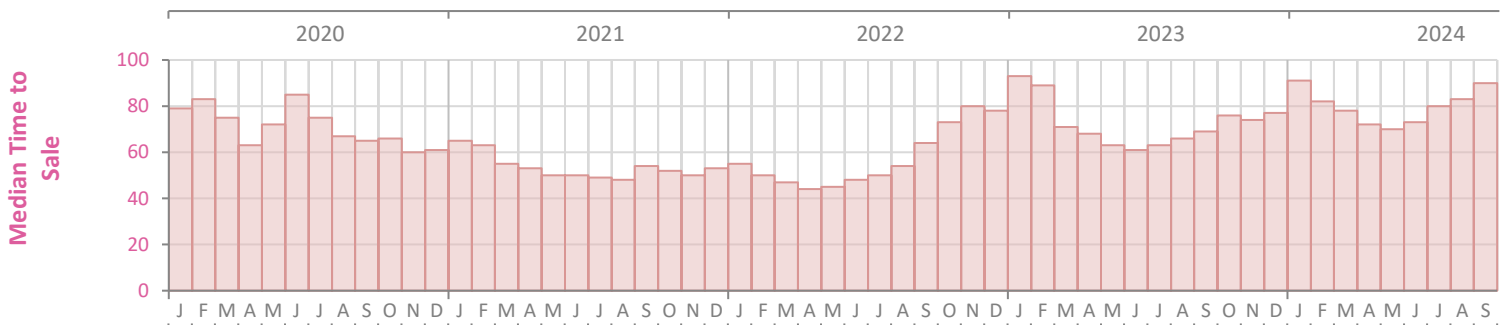


## Median Time to Sale

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	15.3%
<b>September 2024</b>	<b>90 Days</b>	<b>30.4%</b>
August 2024	83 Days	25.8%
July 2024	80 Days	27.0%
June 2024	73 Days	19.7%
May 2024	70 Days	11.1%
April 2024	72 Days	5.9%
March 2024	78 Days	9.9%
February 2024	82 Days	-7.9%
January 2024	91 Days	-2.2%
December 2023	77 Days	-1.3%
November 2023	74 Days	-7.5%
October 2023	76 Days	4.1%
September 2023	69 Days	7.8%

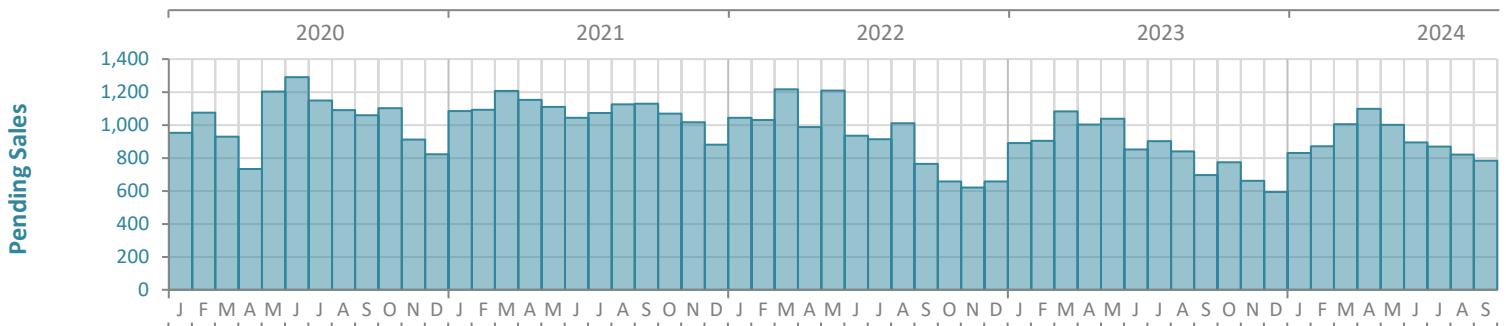


## New Pending Sales

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	8,175	-0.4%
<b>September 2024</b>	<b>783</b>	<b>12.3%</b>
August 2024	821	-2.1%
July 2024	870	-3.7%
June 2024	895	5.2%
May 2024	1,002	-3.5%
April 2024	1,098	9.4%
March 2024	1,005	-7.2%
February 2024	871	-3.7%
January 2024	830	-6.8%
December 2023	593	-9.7%
November 2023	661	6.4%
October 2023	773	17.5%
September 2023	697	-8.9%

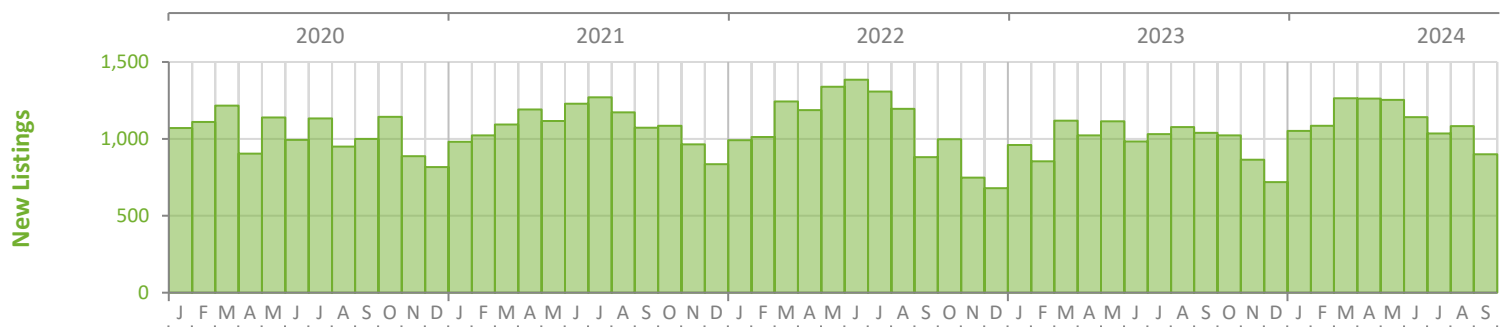


## New Listings

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	10,077	9.5%
<b>September 2024</b>	<b>899</b>	<b>-13.6%</b>
August 2024	1,084	0.7%
July 2024	1,036	0.5%
June 2024	1,141	16.1%
May 2024	1,254	12.5%
April 2024	1,261	23.3%
March 2024	1,264	13.0%
February 2024	1,086	27.2%
January 2024	1,052	9.6%
December 2023	718	5.6%
November 2023	864	15.7%
October 2023	1,022	2.4%
September 2023	1,040	17.9%

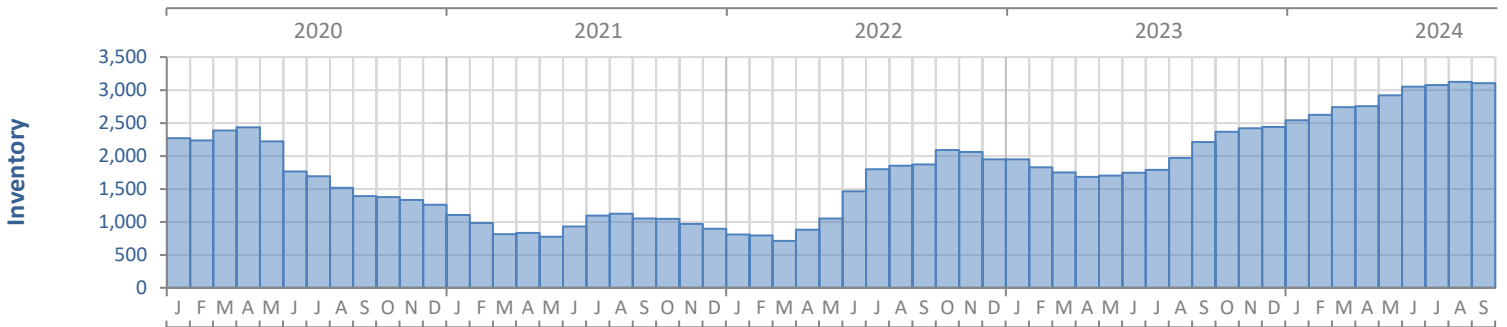


## Inventory (Active Listings)

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)	2,882	56.1%
<b>September 2024</b>	<b>3,104</b>	<b>40.5%</b>
August 2024	3,123	58.5%
July 2024	3,076	72.1%
June 2024	3,053	74.9%
May 2024	2,918	71.5%
April 2024	2,755	63.9%
March 2024	2,742	56.9%
February 2024	2,623	43.6%
January 2024	2,543	30.4%
December 2023	2,441	25.3%
November 2023	2,418	17.2%
October 2023	2,369	13.5%
September 2023	2,210	18.1%

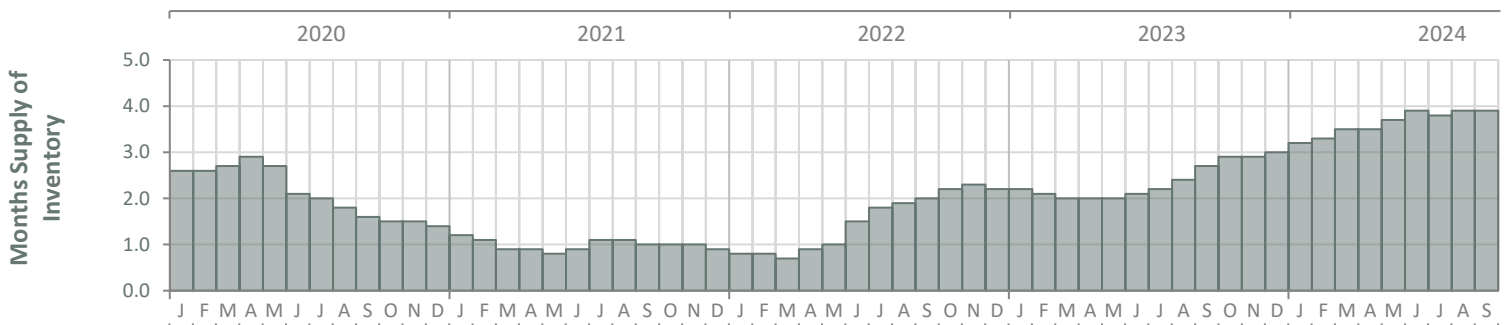


## Months Supply of Inventory

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)	3.6	63.6%
<b>September 2024</b>	<b>3.9</b>	<b>44.4%</b>
August 2024	3.9	62.5%
July 2024	3.8	72.7%
June 2024	3.9	85.7%
May 2024	3.7	85.0%
April 2024	3.5	75.0%
March 2024	3.5	75.0%
February 2024	3.3	57.1%
January 2024	3.2	45.5%
December 2023	3.0	36.4%
November 2023	2.9	26.1%
October 2023	2.9	31.8%
September 2023	2.7	35.0%

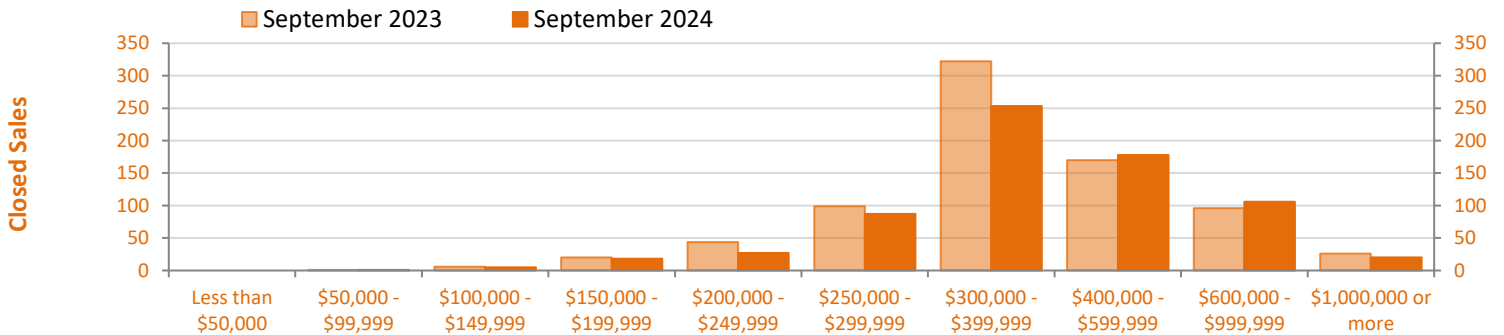


## Closed Sales by Sale Price

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	1	0.0%
\$100,000 - \$149,999	5	-16.7%
\$150,000 - \$199,999	18	-10.0%
\$200,000 - \$249,999	27	-38.6%
\$250,000 - \$299,999	87	-12.1%
\$300,000 - \$399,999	253	-21.4%
\$400,000 - \$599,999	178	4.7%
\$600,000 - \$999,999	106	10.4%
\$1,000,000 or more	20	-23.1%

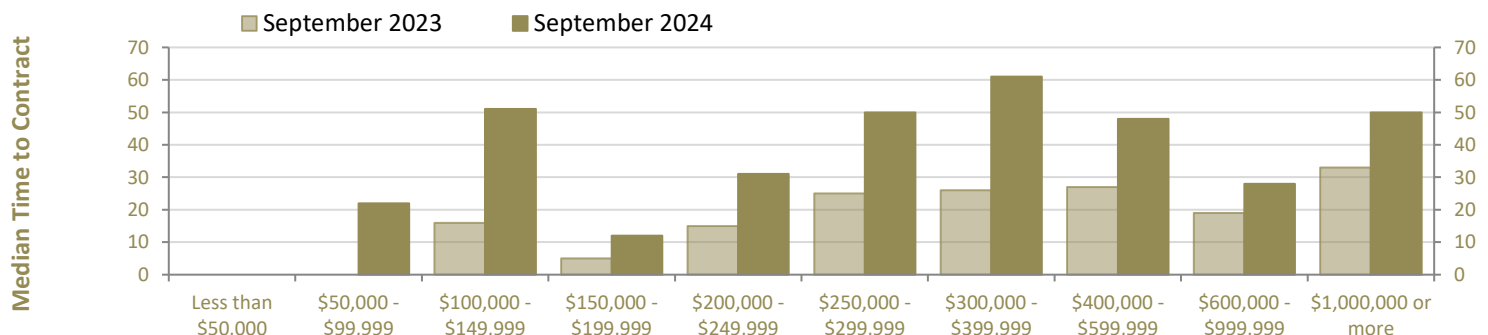


## Median Time to Contract by Sale Price

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	22 Days	N/A
\$100,000 - \$149,999	51 Days	218.8%
\$150,000 - \$199,999	12 Days	140.0%
\$200,000 - \$249,999	31 Days	106.7%
\$250,000 - \$299,999	50 Days	100.0%
\$300,000 - \$399,999	61 Days	134.6%
\$400,000 - \$599,999	48 Days	77.8%
\$600,000 - \$999,999	28 Days	47.4%
\$1,000,000 or more	50 Days	51.5%



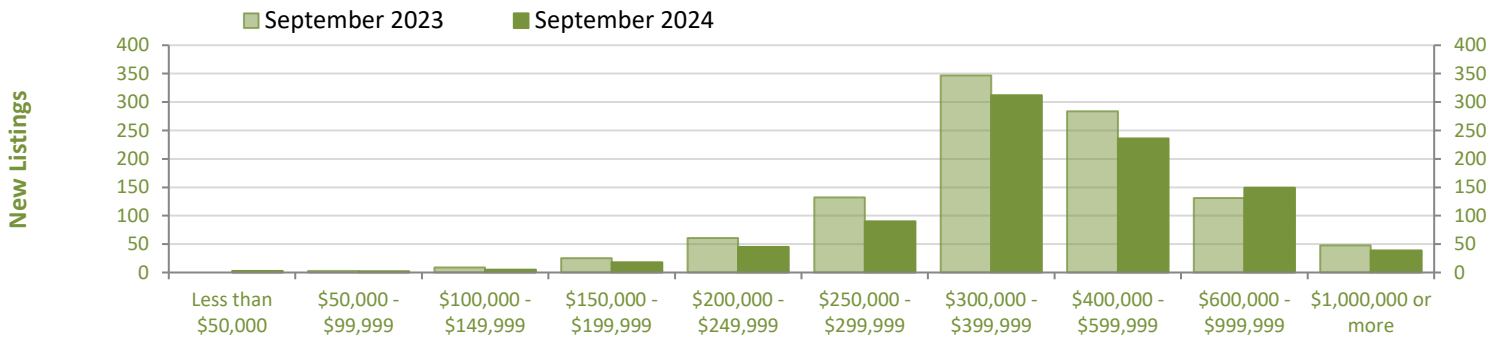


## New Listings by Initial Listing Price

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	3	N/A
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	5	-44.4%
\$150,000 - \$199,999	18	-28.0%
\$200,000 - \$249,999	45	-26.2%
\$250,000 - \$299,999	90	-31.8%
\$300,000 - \$399,999	312	-10.1%
\$400,000 - \$599,999	236	-16.9%
\$600,000 - \$999,999	149	13.7%
\$1,000,000 or more	39	-18.8%

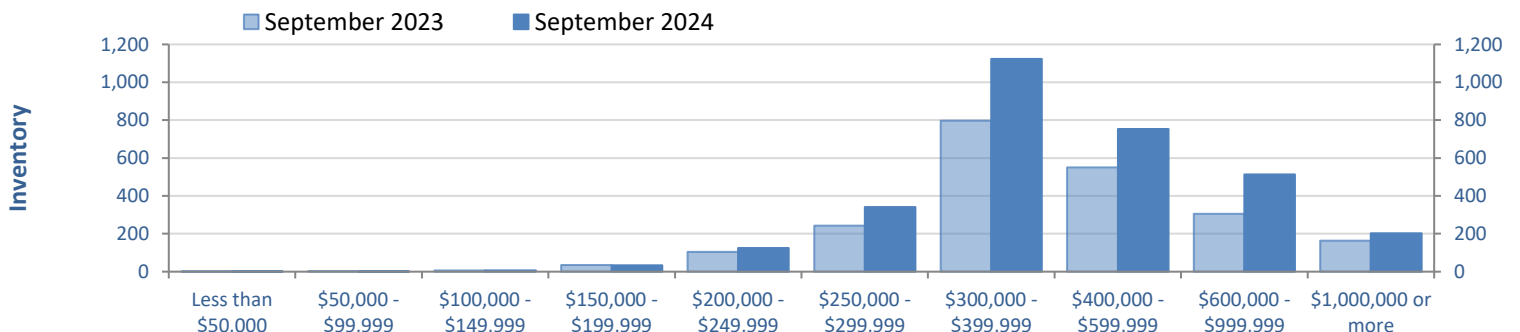


## Inventory by Current Listing Price

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.

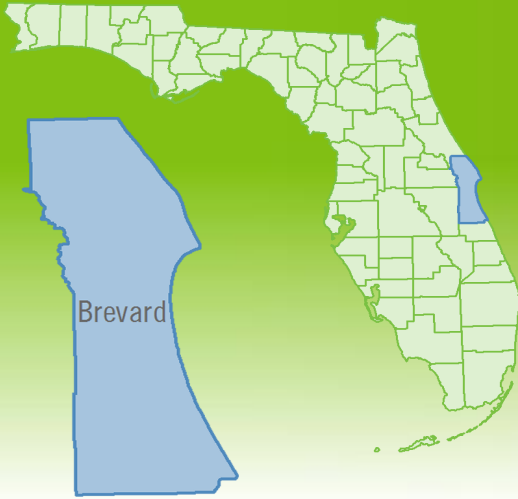
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	7	0.0%
\$150,000 - \$199,999	33	-5.7%
\$200,000 - \$249,999	124	18.1%
\$250,000 - \$299,999	341	40.3%
\$300,000 - \$399,999	1,124	41.0%
\$400,000 - \$599,999	754	37.1%
\$600,000 - \$999,999	514	68.0%
\$1,000,000 or more	203	24.5%



# Monthly Distressed Market - September 2024

## Single-Family Homes

### Brevard County



		September 2024	September 2023	Percent Change Year-over-Year
Traditional	Closed Sales	691	780	-11.4%
	Median Sale Price	\$385,000	\$359,580	7.1%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$250,000	\$287,500	-13.0%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$198,600	\$365,000	-45.6%

