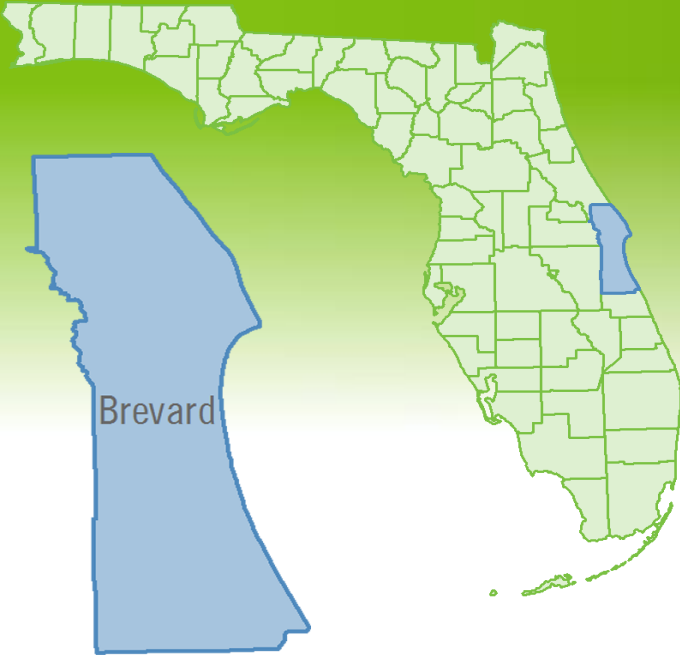


Monthly Market Detail - November 2024

Single-Family Homes

Brevard County



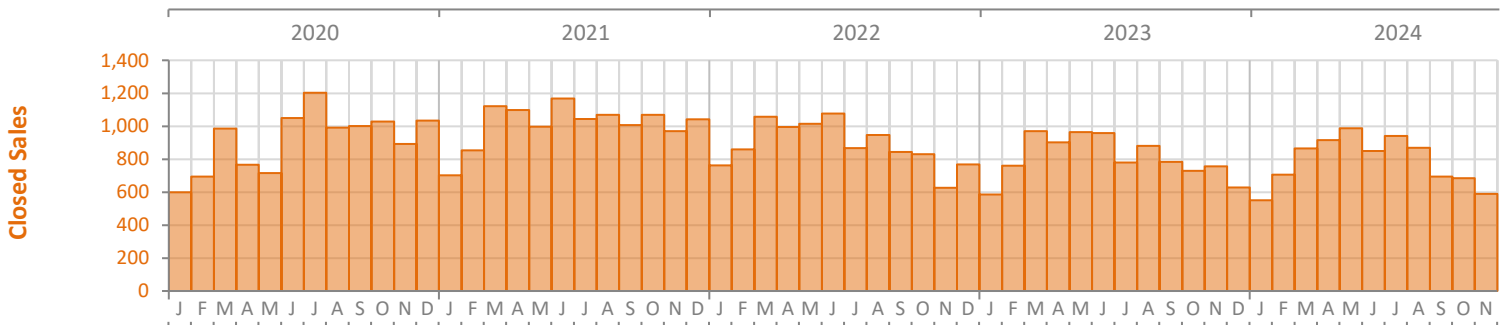
Summary Statistics	November 2024	November 2023	Percent Change Year-over-Year
Closed Sales	589	756	-22.1%
Paid in Cash	149	227	-34.4%
Median Sale Price	\$378,575	\$362,130	4.5%
Average Sale Price	\$463,699	\$447,862	3.5%
Dollar Volume	\$273.1 Million	\$338.6 Million	-19.3%
Median Percent of Original List Price Received	96.4%	97.0%	-0.6%
Median Time to Contract	51 Days	28 Days	82.1%
Median Time to Sale	92 Days	74 Days	24.3%
New Pending Sales	704	661	6.5%
New Listings	954	864	10.4%
Pending Inventory	968	949	2.0%
Inventory (Active Listings)	3,179	2,418	31.5%
Months Supply of Inventory	4.1	2.9	41.4%

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	8,654	-4.6%
November 2024	589	-22.1%
October 2024	685	-6.0%
September 2024	695	-11.4%
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%

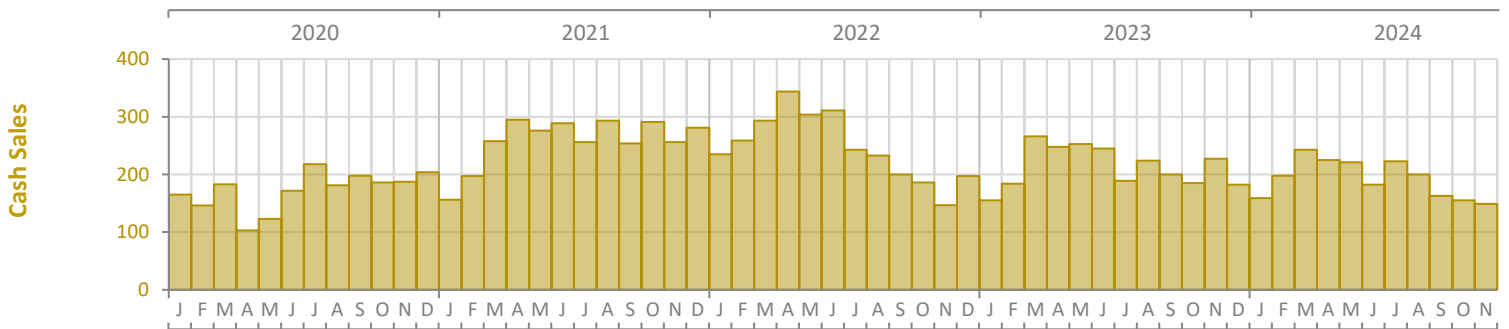


Cash Sales

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	2,118	-10.9%
November 2024	149	-34.4%
October 2024	155	-16.2%
September 2024	163	-18.5%
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%

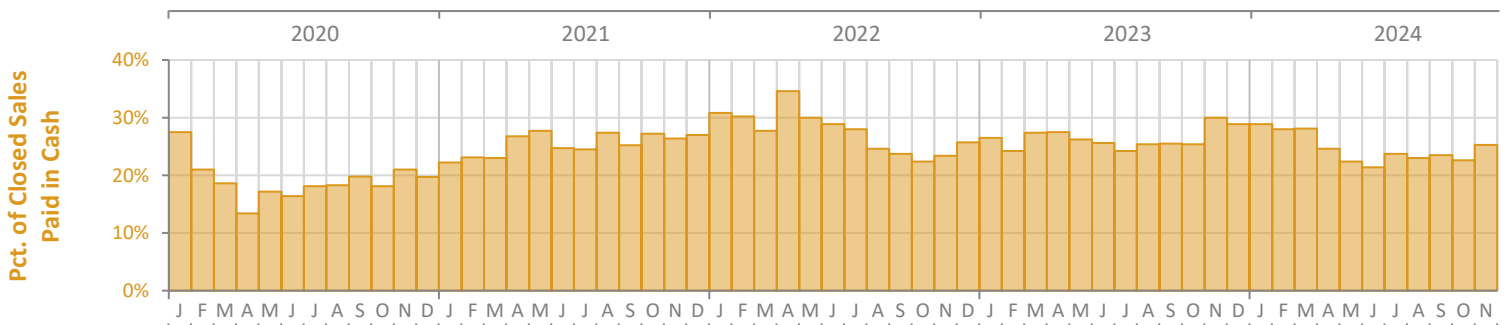


Cash Sales as a Percentage of Closed Sales

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	24.5%	-6.5%
November 2024	25.3%	-15.7%
October 2024	22.6%	-11.0%
September 2024	23.5%	-7.8%
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%



Monthly Market Detail - November 2024

Single-Family Homes

Brevard County

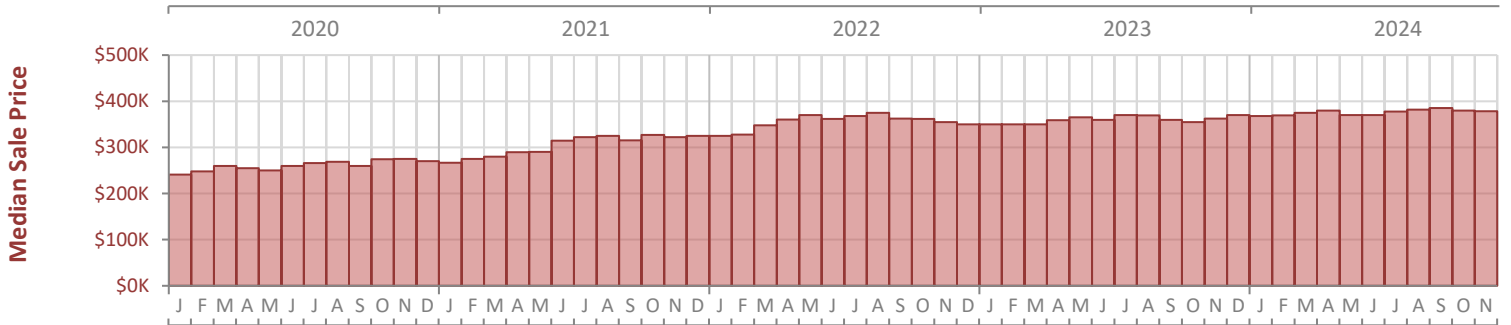


Median Sale Price

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	\$375,000	4.5%
November 2024	\$378,575	4.5%
October 2024	\$380,000	7.0%
September 2024	\$384,990	7.1%
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%

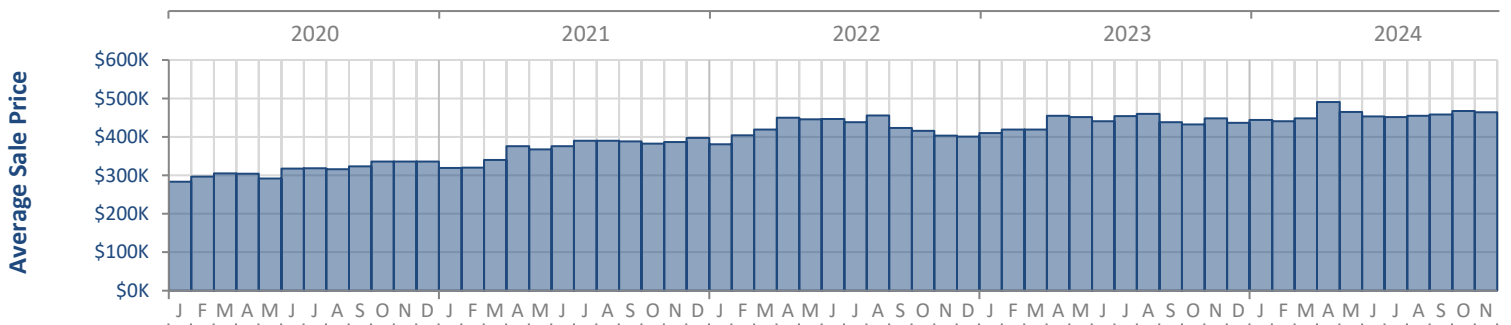


Average Sale Price

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	\$458,573	4.2%
November 2024	\$463,699	3.5%
October 2024	\$467,560	8.1%
September 2024	\$458,100	4.6%
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%



Monthly Market Detail - November 2024

Single-Family Homes

Brevard County

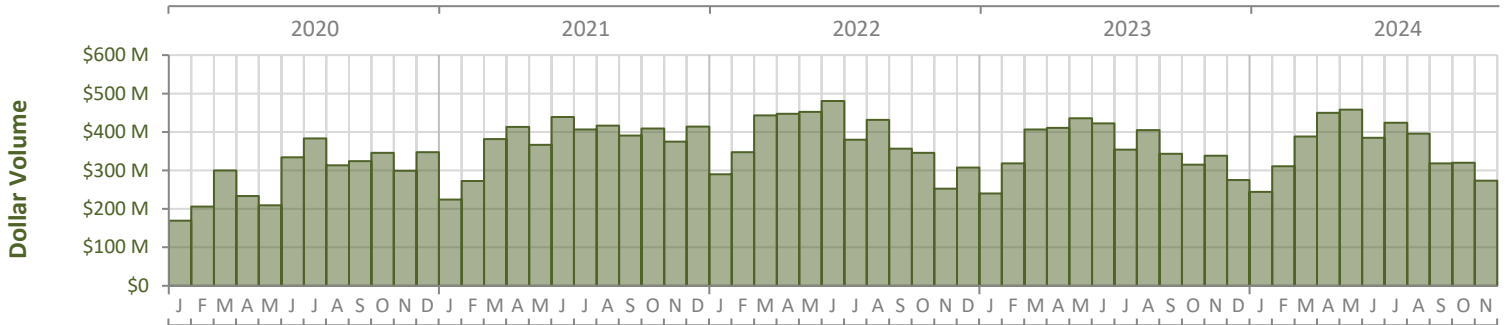


Dollar Volume

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	\$4.0 Billion	-0.5%
November 2024	\$273.1 Million	-19.3%
October 2024	\$320.3 Million	1.5%
September 2024	\$318.4 Million	-7.3%
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%

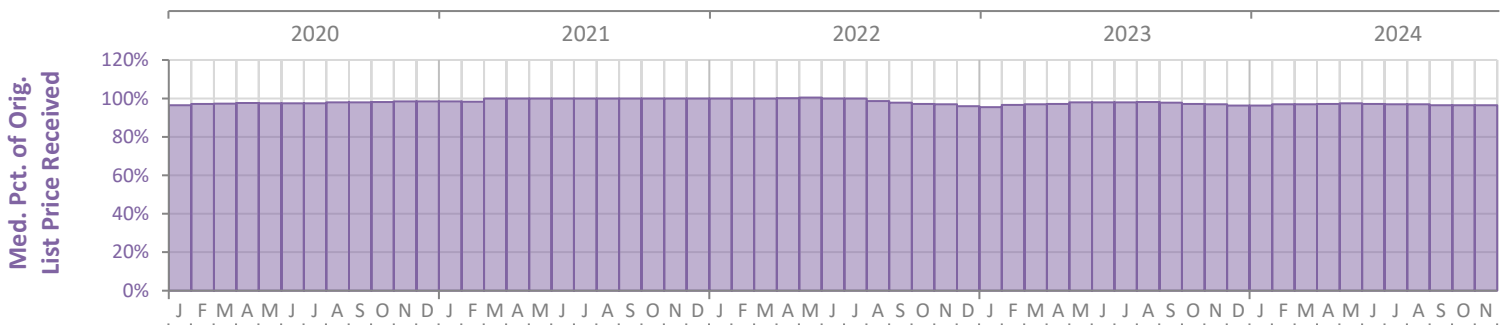


Median Percent of Original List Price Received

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	96.9%	-0.4%
November 2024	96.4%	-0.6%
October 2024	96.5%	-0.7%
September 2024	96.5%	-1.3%
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%

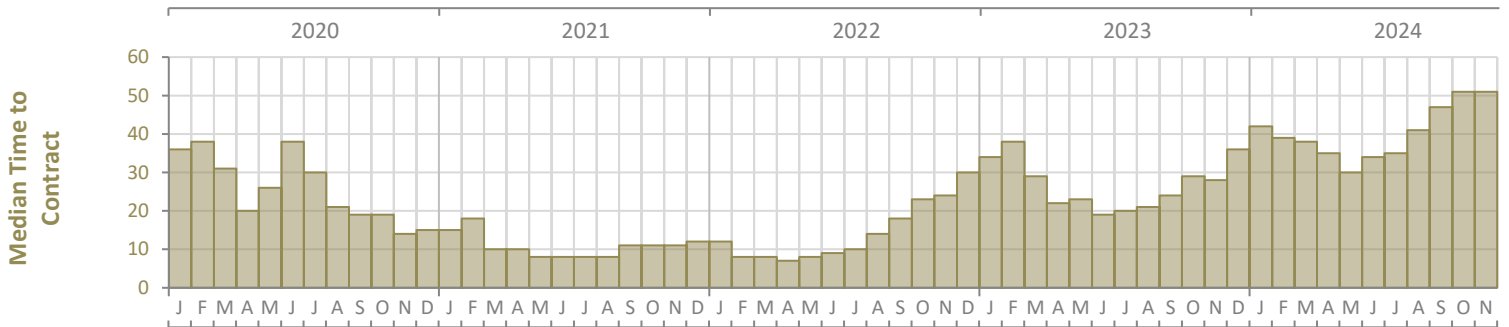


Median Time to Contract

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	42 Days	55.6%
November 2024	51 Days	82.1%
October 2024	51 Days	75.9%
September 2024	47 Days	95.8%
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%

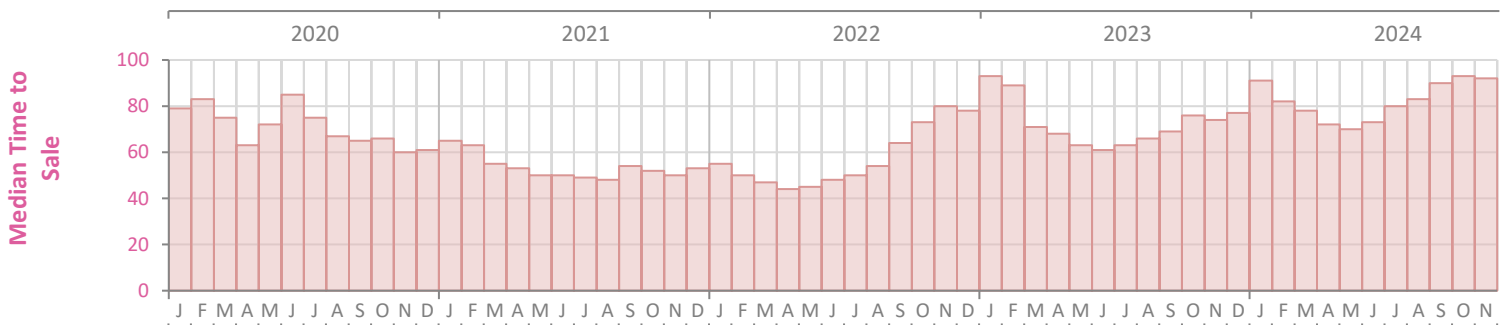


Median Time to Sale

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	84 Days	15.1%
November 2024	92 Days	24.3%
October 2024	93 Days	22.4%
September 2024	90 Days	30.4%
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%

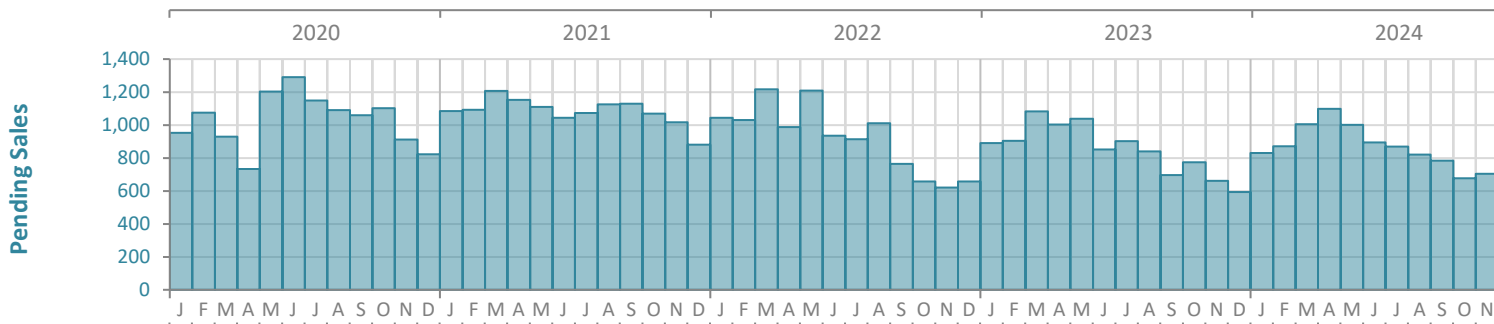


New Pending Sales

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	9,556	-0.9%
November 2024	704	6.5%
October 2024	677	-12.4%
September 2024	783	12.3%
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%

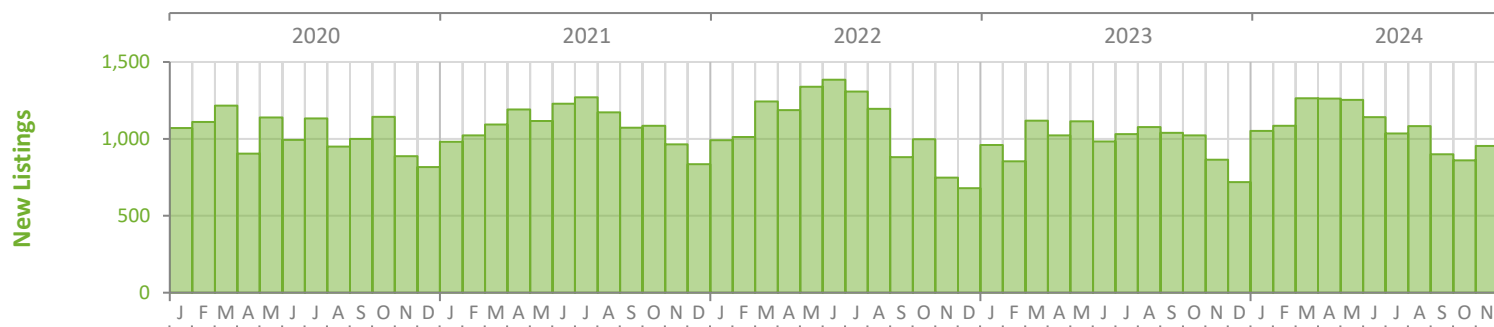


New Listings

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	11,892	7.3%
November 2024	954	10.4%
October 2024	861	-15.8%
September 2024	899	-13.6%
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%

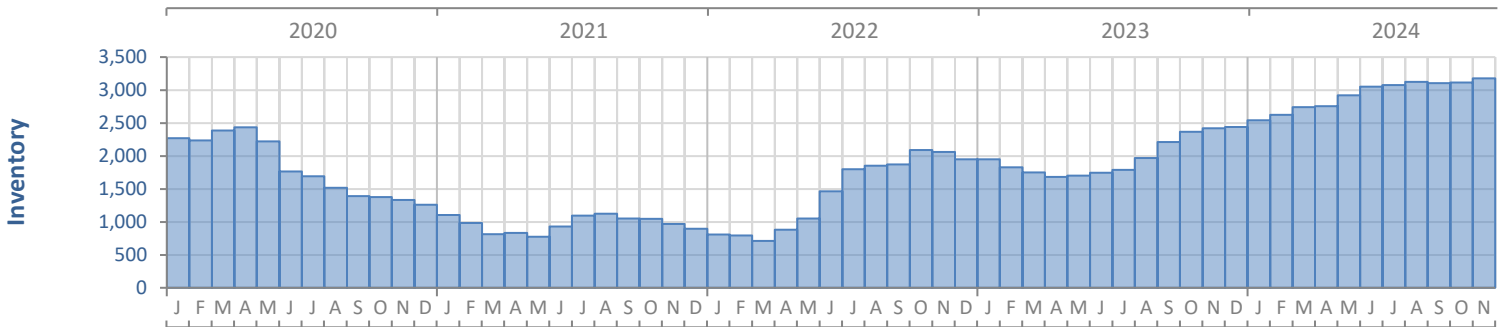


Inventory (Active Listings)

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)	2,930	50.6%
November 2024	3,179	31.5%
October 2024	3,116	31.5%
September 2024	3,104	40.5%
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%

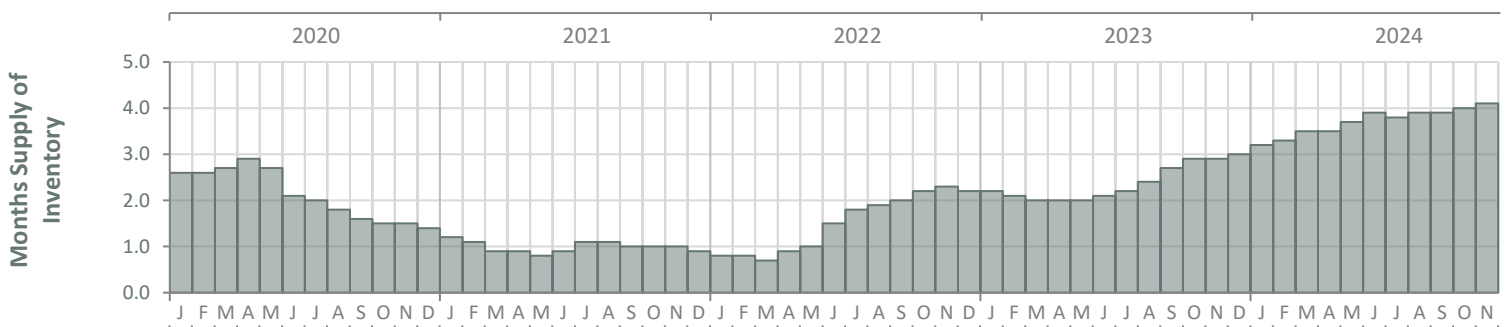


Months Supply of Inventory

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)	3.7	60.9%
November 2024	4.1	41.4%
October 2024	4.0	37.9%
September 2024	3.9	44.4%
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%

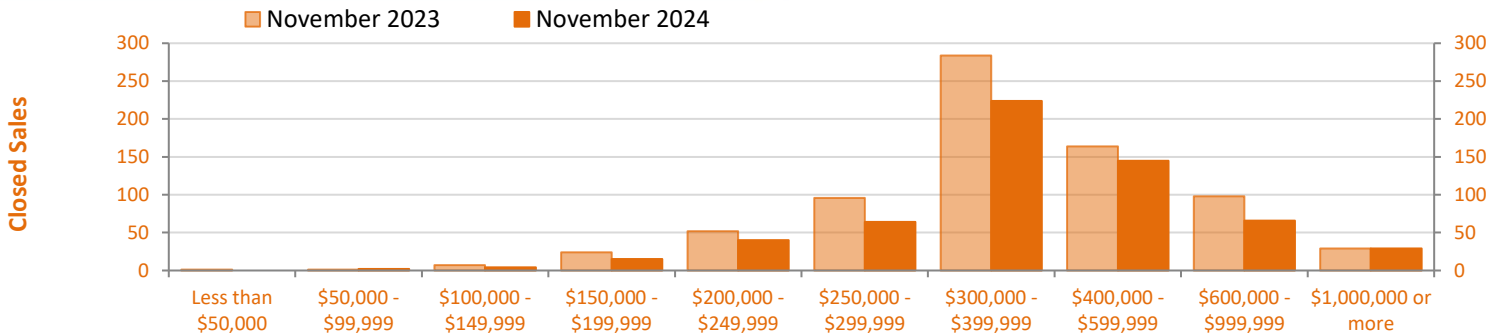


Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	4	-42.9%
\$150,000 - \$199,999	15	-37.5%
\$200,000 - \$249,999	40	-23.1%
\$250,000 - \$299,999	64	-33.3%
\$300,000 - \$399,999	224	-21.1%
\$400,000 - \$599,999	145	-11.6%
\$600,000 - \$999,999	66	-32.7%
\$1,000,000 or more	29	0.0%

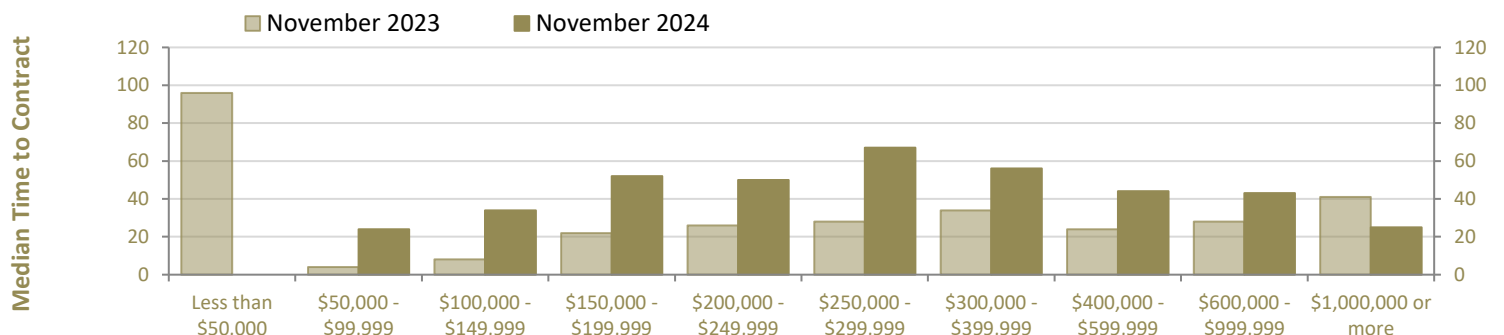


Median Time to Contract by Sale Price

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	24 Days	500.0%
\$100,000 - \$149,999	34 Days	325.0%
\$150,000 - \$199,999	52 Days	136.4%
\$200,000 - \$249,999	50 Days	92.3%
\$250,000 - \$299,999	67 Days	139.3%
\$300,000 - \$399,999	56 Days	64.7%
\$400,000 - \$599,999	44 Days	83.3%
\$600,000 - \$999,999	43 Days	53.6%
\$1,000,000 or more	25 Days	-39.0%

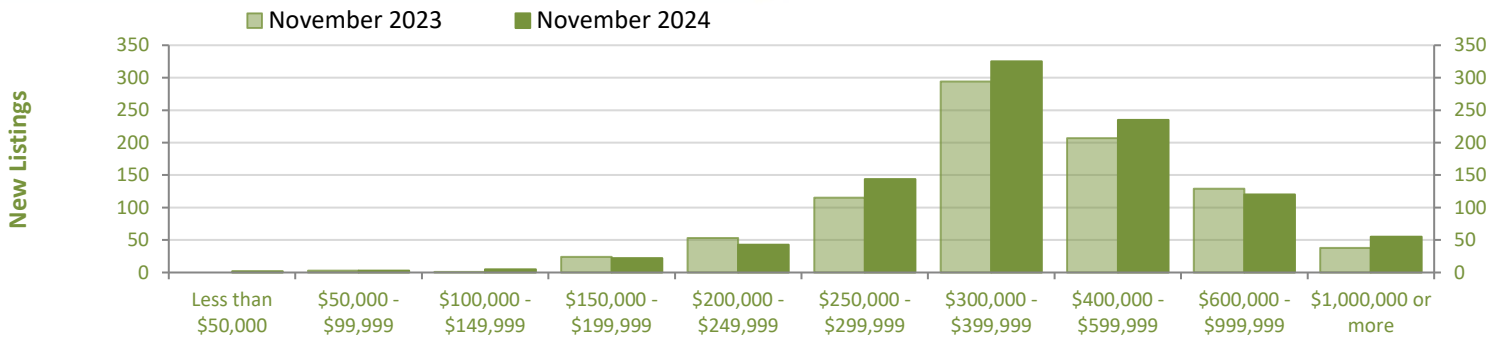


New Listings by Initial Listing Price

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	2	N/A
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	5	400.0%
\$150,000 - \$199,999	22	-8.3%
\$200,000 - \$249,999	43	-18.9%
\$250,000 - \$299,999	144	25.2%
\$300,000 - \$399,999	325	10.5%
\$400,000 - \$599,999	235	13.5%
\$600,000 - \$999,999	120	-7.0%
\$1,000,000 or more	55	44.7%

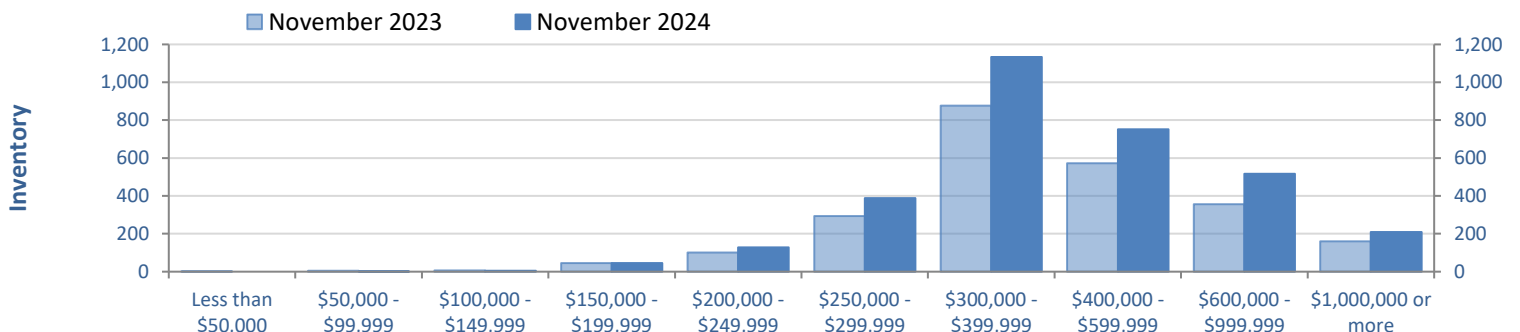


Inventory by Current Listing Price

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.

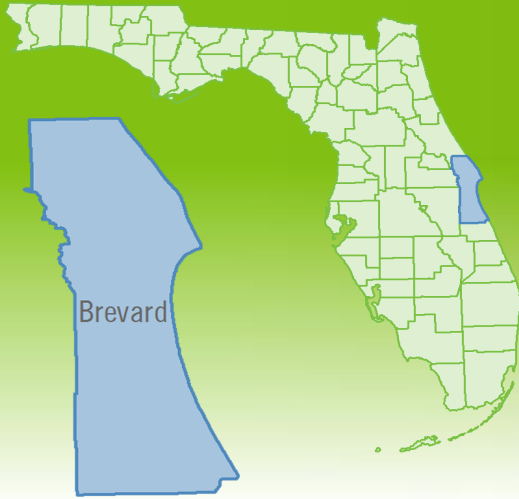
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	2	-50.0%
\$100,000 - \$149,999	5	-16.7%
\$150,000 - \$199,999	45	0.0%
\$200,000 - \$249,999	128	26.7%
\$250,000 - \$299,999	388	32.0%
\$300,000 - \$399,999	1,133	29.3%
\$400,000 - \$599,999	752	31.2%
\$600,000 - \$999,999	517	44.8%
\$1,000,000 or more	209	29.8%



Monthly Distressed Market - November 2024

Single-Family Homes

Brevard County



		November 2024	November 2023	Percent Change Year-over-Year
Traditional	Closed Sales	587	753	-22.0%
	Median Sale Price	\$379,165	\$362,375	4.6%
Foreclosure/REO	Closed Sales	2	3	-33.3%
	Median Sale Price	\$202,360	\$300,000	-32.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

