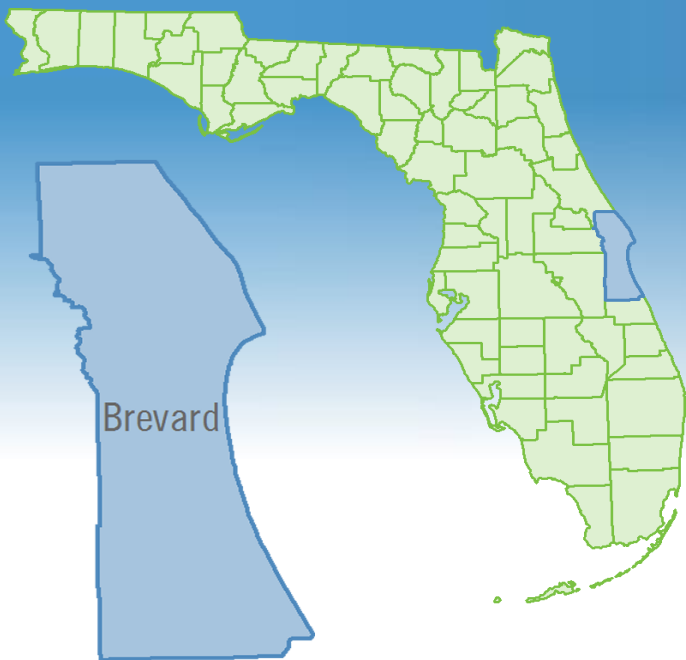


Monthly Market Detail - December 2024

Townhouses and Condos

Brevard County



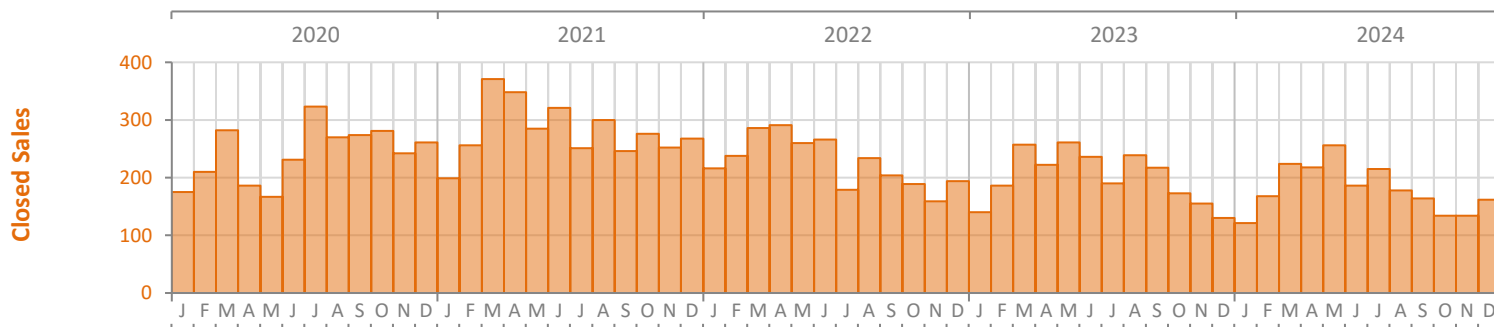
Summary Statistics	December 2024	December 2023	Percent Change Year-over-Year
Closed Sales	162	130	24.6%
Paid in Cash	74	74	0.0%
Median Sale Price	\$282,500	\$270,000	4.6%
Average Sale Price	\$317,963	\$329,551	-3.5%
Dollar Volume	\$51.5 Million	\$42.8 Million	20.2%
Median Percent of Original List Price Received	94.7%	94.8%	-0.1%
Median Time to Contract	68 Days	25 Days	172.0%
Median Time to Sale	105 Days	53 Days	98.1%
New Pending Sales	134	118	13.6%
New Listings	242	190	27.4%
Pending Inventory	167	208	-19.7%
Inventory (Active Listings)	1,226	921	33.1%
Months Supply of Inventory	6.8	4.6	47.8%

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	2,160	-10.2%
December 2024	162	24.6%
November 2024	134	-13.5%
October 2024	134	-22.5%
September 2024	164	-24.4%
August 2024	178	-25.5%
July 2024	215	13.2%
June 2024	186	-21.2%
May 2024	256	-1.9%
April 2024	218	-1.8%
March 2024	224	-12.8%
February 2024	168	-9.7%
January 2024	121	-13.6%
December 2023	130	-33.0%

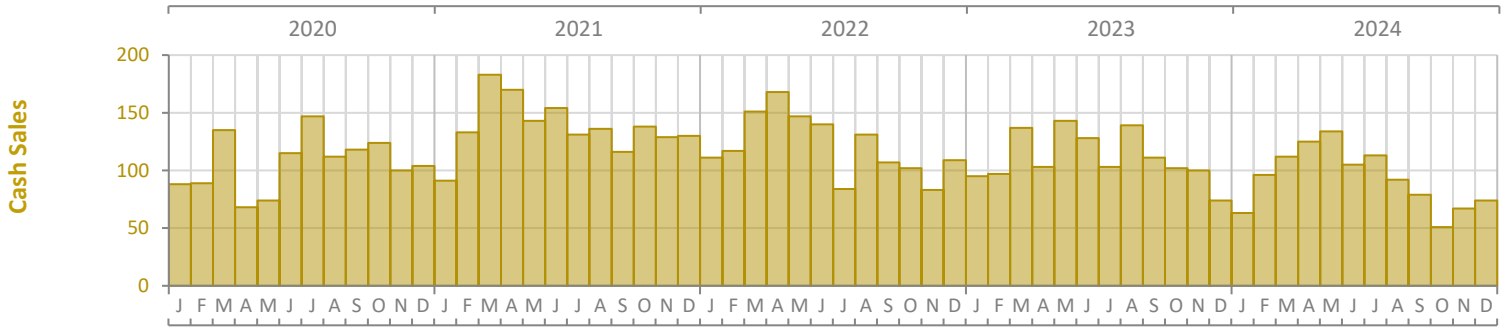


Cash Sales

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	1,111	-16.6%
December 2024	74	0.0%
November 2024	67	-33.0%
October 2024	51	-50.0%
September 2024	79	-28.8%
August 2024	92	-33.8%
July 2024	113	9.7%
June 2024	105	-18.0%
May 2024	134	-6.3%
April 2024	125	21.4%
March 2024	112	-18.2%
February 2024	96	-1.0%
January 2024	63	-33.7%
December 2023	74	-32.1%

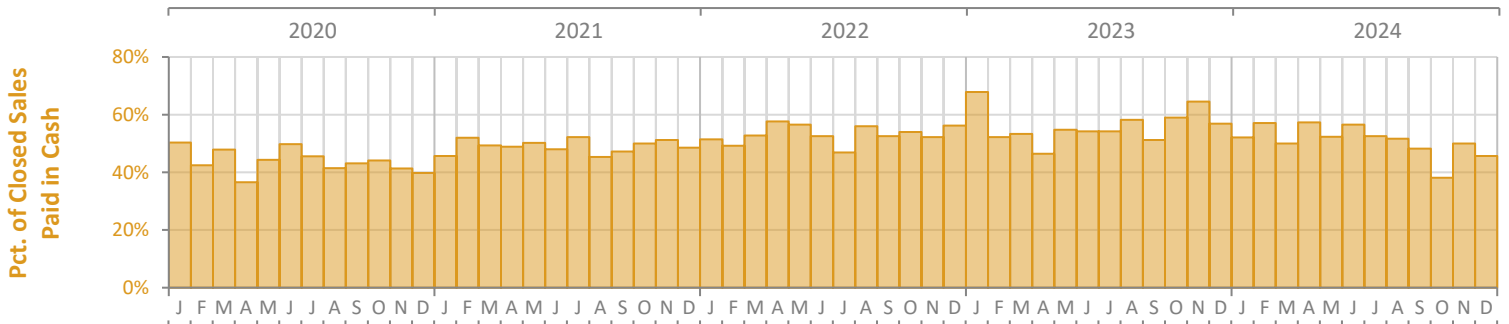


Cash Sales as a Percentage of Closed Sales

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	51.4%	-7.2%
December 2024	45.7%	-19.7%
November 2024	50.0%	-22.5%
October 2024	38.1%	-35.4%
September 2024	48.2%	-5.9%
August 2024	51.7%	-11.2%
July 2024	52.6%	-3.0%
June 2024	56.5%	4.2%
May 2024	52.3%	-4.6%
April 2024	57.3%	23.5%
March 2024	50.0%	-6.2%
February 2024	57.1%	9.4%
January 2024	52.1%	-23.3%
December 2023	56.9%	1.2%



Monthly Market Detail - December 2024

Townhouses and Condos

Brevard County

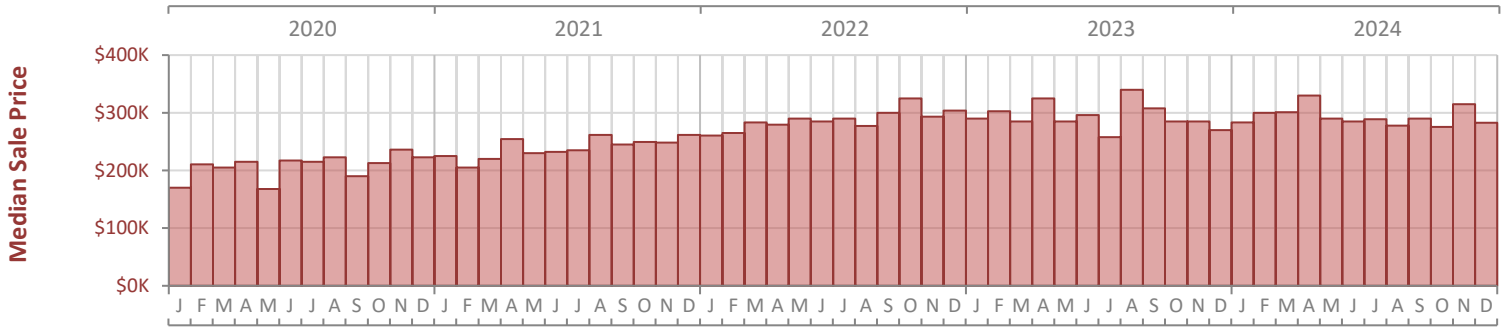


Median Sale Price

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	\$295,000	-0.8%
December 2024	\$282,500	4.6%
November 2024	\$315,000	10.5%
October 2024	\$275,450	-3.4%
September 2024	\$290,000	-5.7%
August 2024	\$277,500	-18.4%
July 2024	\$289,000	12.2%
June 2024	\$285,000	-3.6%
May 2024	\$290,000	1.8%
April 2024	\$330,000	1.5%
March 2024	\$301,250	5.7%
February 2024	\$299,995	-0.8%
January 2024	\$283,200	-2.3%
December 2023	\$270,000	-11.2%

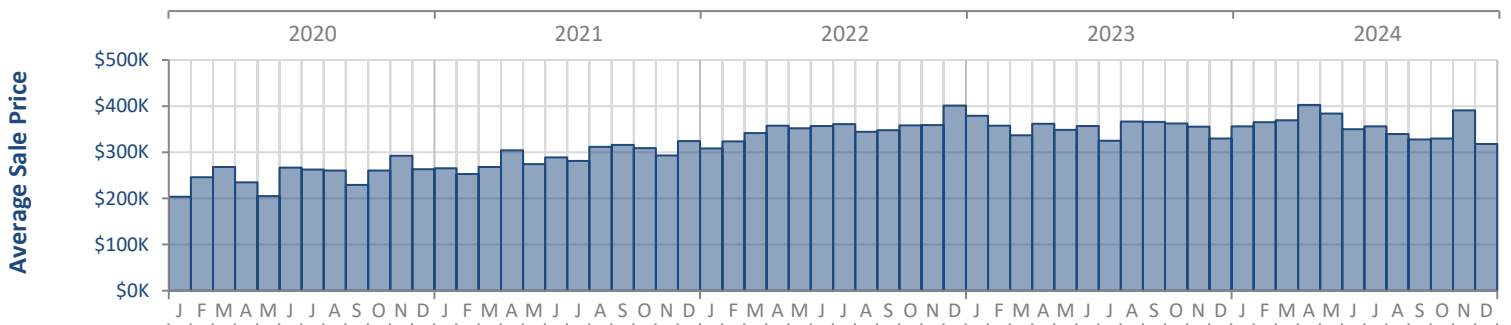


Average Sale Price

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	\$359,712	1.7%
December 2024	\$317,963	-3.5%
November 2024	\$391,131	9.9%
October 2024	\$330,031	-8.9%
September 2024	\$327,462	-10.5%
August 2024	\$339,782	-7.3%
July 2024	\$356,044	9.6%
June 2024	\$349,778	-2.0%
May 2024	\$383,628	10.1%
April 2024	\$402,305	11.2%
March 2024	\$369,082	9.6%
February 2024	\$365,378	2.2%
January 2024	\$355,955	-6.1%
December 2023	\$329,551	-17.9%



Monthly Market Detail - December 2024

Townhouses and Condos

Brevard County

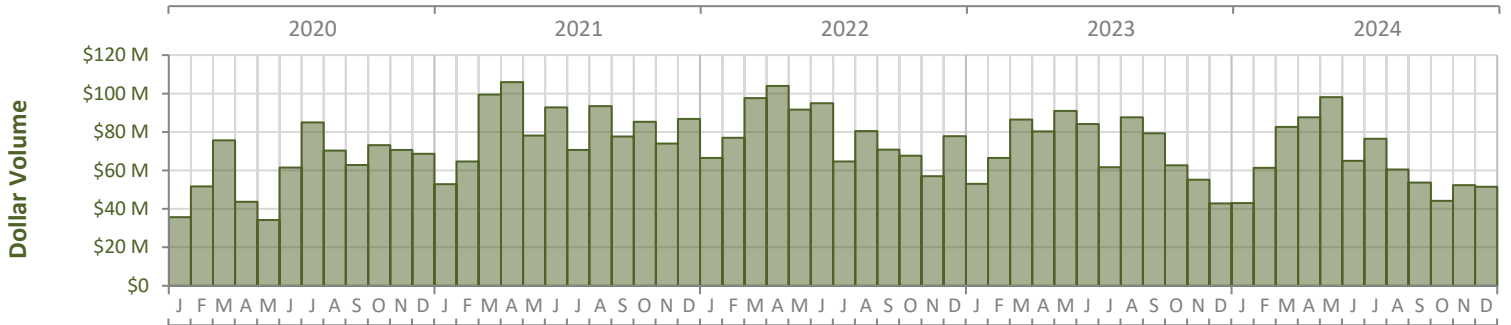


Dollar Volume

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	\$777.0 Million	-8.7%
December 2024	\$51.5 Million	20.2%
November 2024	\$52.4 Million	-5.0%
October 2024	\$44.2 Million	-29.5%
September 2024	\$53.7 Million	-32.3%
August 2024	\$60.5 Million	-31.0%
July 2024	\$76.5 Million	24.1%
June 2024	\$65.1 Million	-22.7%
May 2024	\$98.2 Million	8.0%
April 2024	\$87.7 Million	9.2%
March 2024	\$82.7 Million	-4.5%
February 2024	\$61.4 Million	-7.7%
January 2024	\$43.1 Million	-18.8%
December 2023	\$42.8 Million	-45.0%

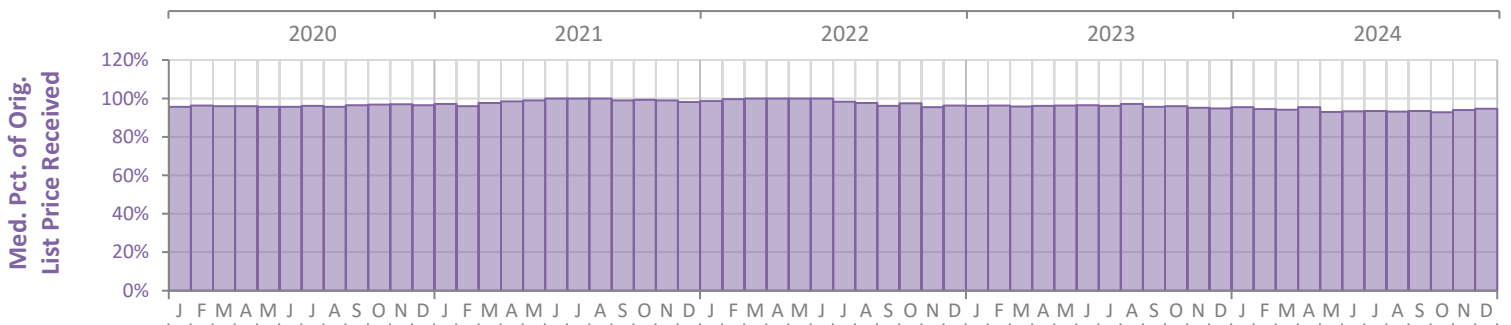


Median Percent of Original List Price Received

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	94.1%	-2.0%
December 2024	94.7%	-0.1%
November 2024	94.0%	-1.3%
October 2024	92.8%	-3.3%
September 2024	93.5%	-2.3%
August 2024	93.1%	-4.2%
July 2024	93.5%	-2.7%
June 2024	93.3%	-3.2%
May 2024	93.0%	-3.4%
April 2024	95.4%	-0.8%
March 2024	94.2%	-1.7%
February 2024	94.4%	-2.0%
January 2024	95.5%	-0.6%
December 2023	94.8%	-1.6%

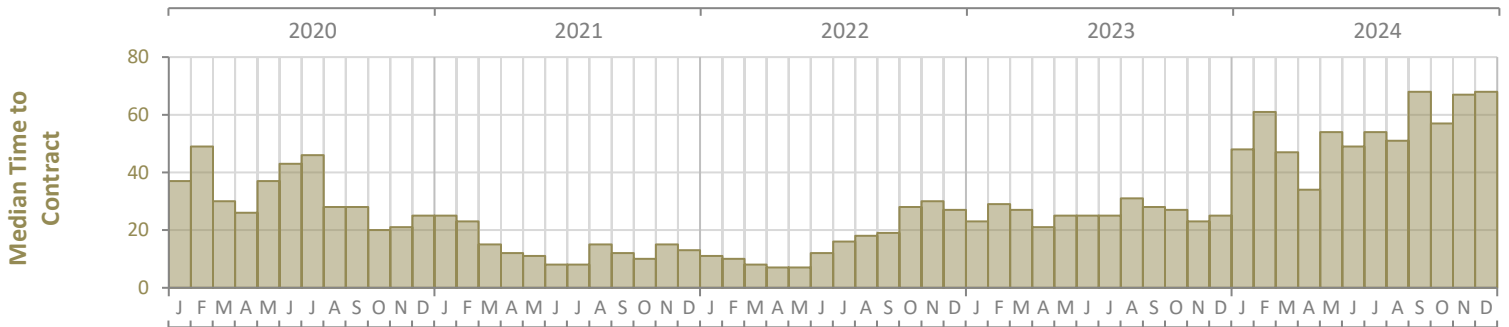


Median Time to Contract

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	57 Days	111.1%
December 2024	68 Days	172.0%
November 2024	67 Days	191.3%
October 2024	57 Days	111.1%
September 2024	68 Days	142.9%
August 2024	51 Days	64.5%
July 2024	54 Days	116.0%
June 2024	49 Days	96.0%
May 2024	54 Days	116.0%
April 2024	34 Days	61.9%
March 2024	47 Days	74.1%
February 2024	61 Days	110.3%
January 2024	48 Days	108.7%
December 2023	25 Days	-7.4%

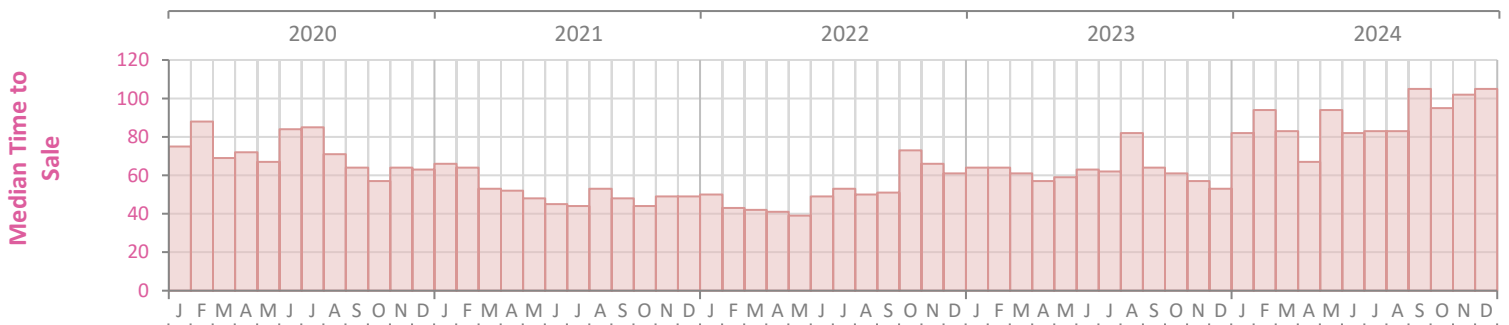


Median Time to Sale

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	92 Days	46.0%
December 2024	105 Days	98.1%
November 2024	102 Days	78.9%
October 2024	95 Days	55.7%
September 2024	105 Days	64.1%
August 2024	83 Days	1.2%
July 2024	83 Days	33.9%
June 2024	82 Days	30.2%
May 2024	94 Days	59.3%
April 2024	67 Days	17.5%
March 2024	83 Days	36.1%
February 2024	94 Days	46.9%
January 2024	82 Days	28.1%
December 2023	53 Days	-13.1%

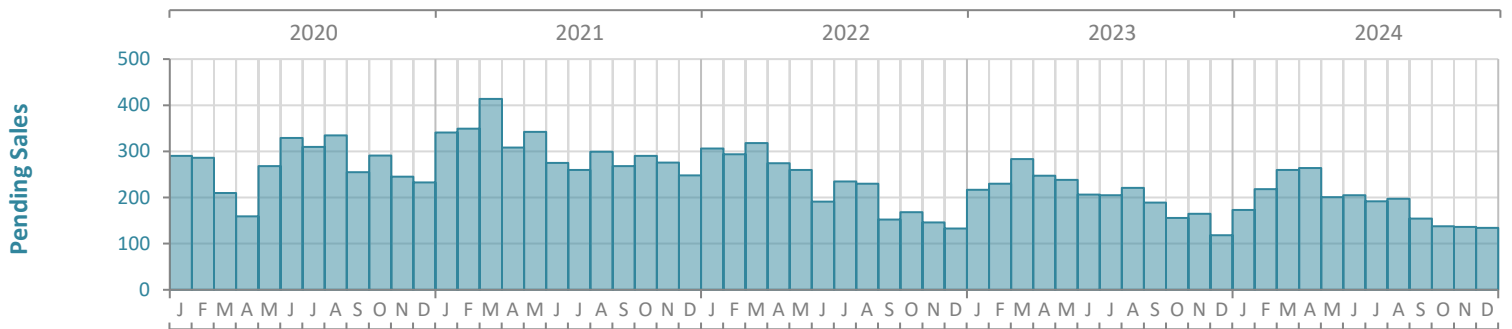


New Pending Sales

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	2,272	-8.2%
December 2024	134	13.6%
November 2024	136	-17.6%
October 2024	138	-11.5%
September 2024	154	-18.5%
August 2024	197	-10.9%
July 2024	192	-6.3%
June 2024	205	-0.5%
May 2024	201	-15.5%
April 2024	264	6.9%
March 2024	260	-8.1%
February 2024	218	-5.2%
January 2024	173	-20.3%
December 2023	118	-11.3%

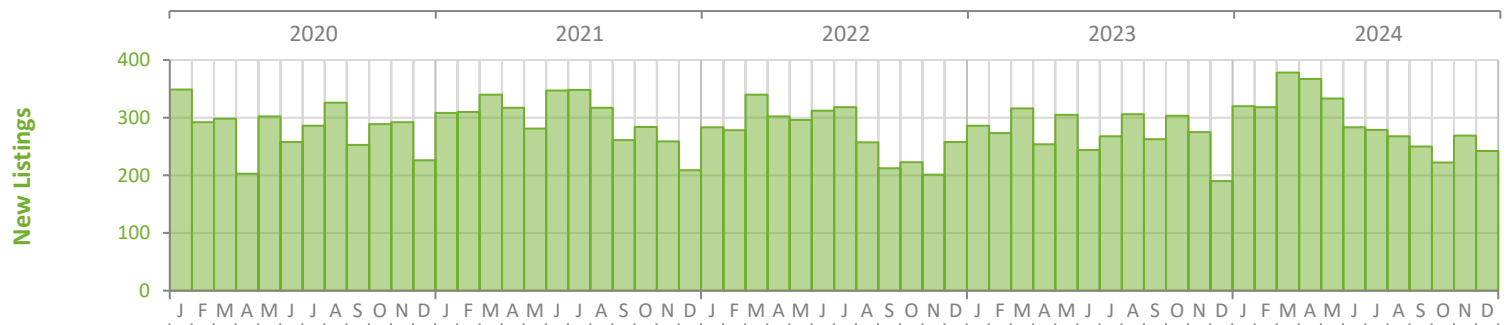


New Listings

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	3,529	7.5%
December 2024	242	27.4%
November 2024	269	-2.2%
October 2024	222	-26.7%
September 2024	250	-4.9%
August 2024	268	-12.4%
July 2024	279	4.1%
June 2024	283	16.0%
May 2024	333	9.2%
April 2024	367	44.5%
March 2024	378	19.6%
February 2024	318	16.5%
January 2024	320	11.9%
December 2023	190	-26.4%



Monthly Market Detail - December 2024

Townhouses and Condos

Brevard County

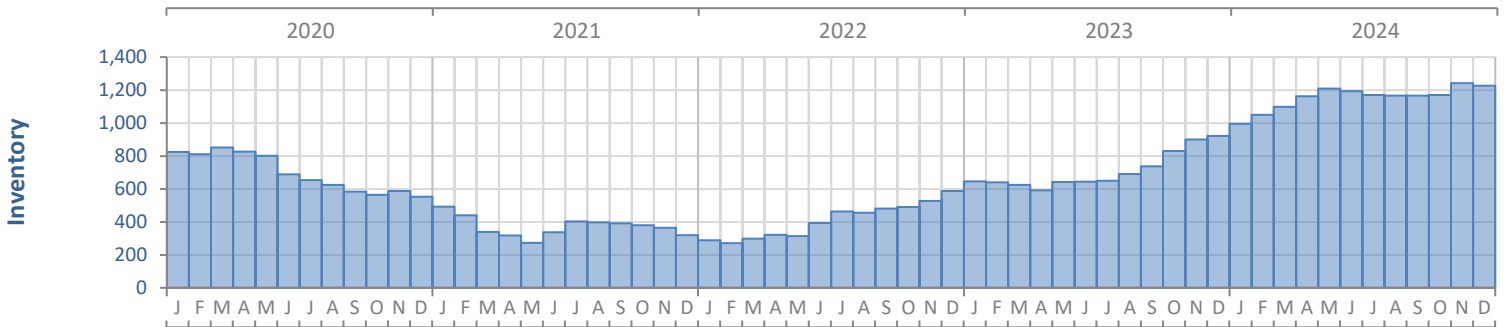


Inventory (Active Listings)

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)	1,154	62.6%
December 2024	1,226	33.1%
November 2024	1,242	38.0%
October 2024	1,170	40.8%
September 2024	1,166	58.2%
August 2024	1,166	69.0%
July 2024	1,171	80.2%
June 2024	1,194	85.7%
May 2024	1,208	88.5%
April 2024	1,163	96.5%
March 2024	1,098	76.0%
February 2024	1,049	63.9%
January 2024	995	54.0%
December 2023	921	56.6%

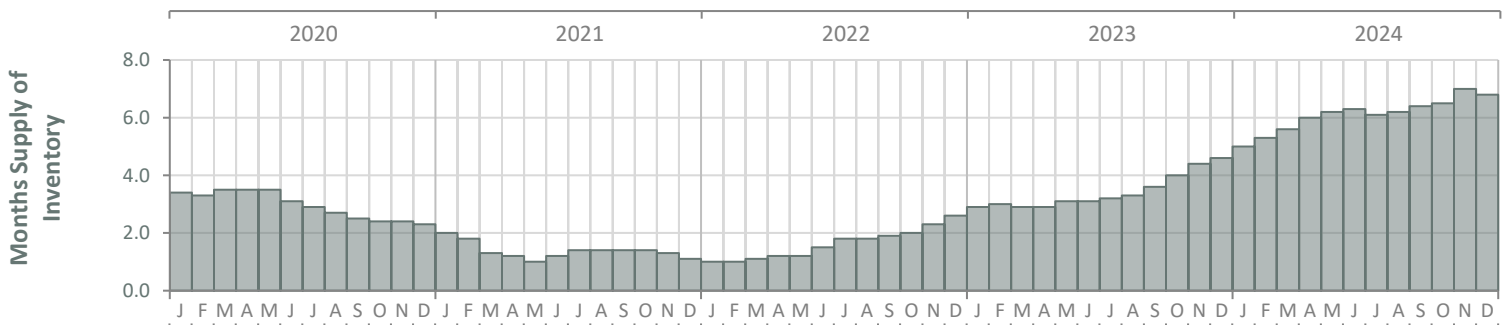


Months Supply of Inventory

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)	6.1	79.4%
December 2024	6.8	47.8%
November 2024	7.0	59.1%
October 2024	6.5	62.5%
September 2024	6.4	77.8%
August 2024	6.2	87.9%
July 2024	6.1	90.6%
June 2024	6.3	103.2%
May 2024	6.2	100.0%
April 2024	6.0	106.9%
March 2024	5.6	93.1%
February 2024	5.3	76.7%
January 2024	5.0	72.4%
December 2023	4.6	76.9%

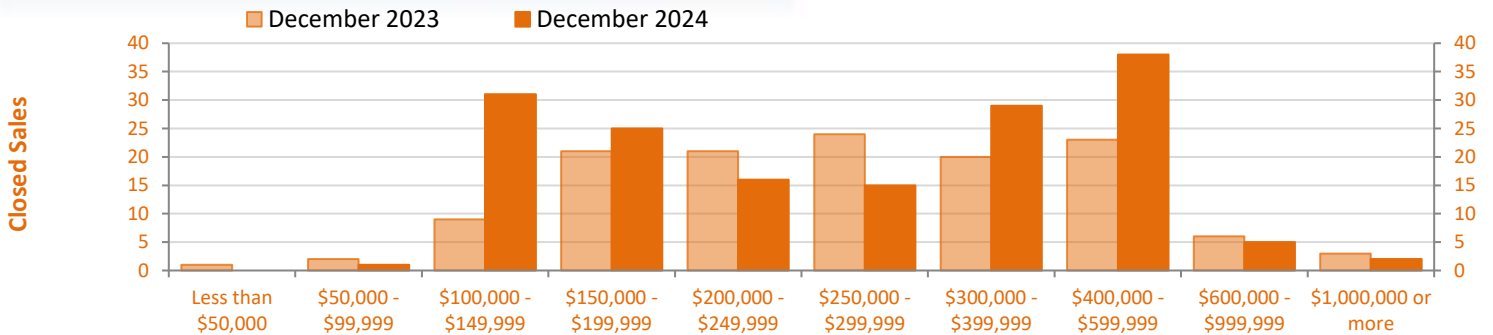


Closed Sales by Sale Price

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	1	-50.0%
\$100,000 - \$149,999	31	244.4%
\$150,000 - \$199,999	25	19.0%
\$200,000 - \$249,999	16	-23.8%
\$250,000 - \$299,999	15	-37.5%
\$300,000 - \$399,999	29	45.0%
\$400,000 - \$599,999	38	65.2%
\$600,000 - \$999,999	5	-16.7%
\$1,000,000 or more	2	-33.3%

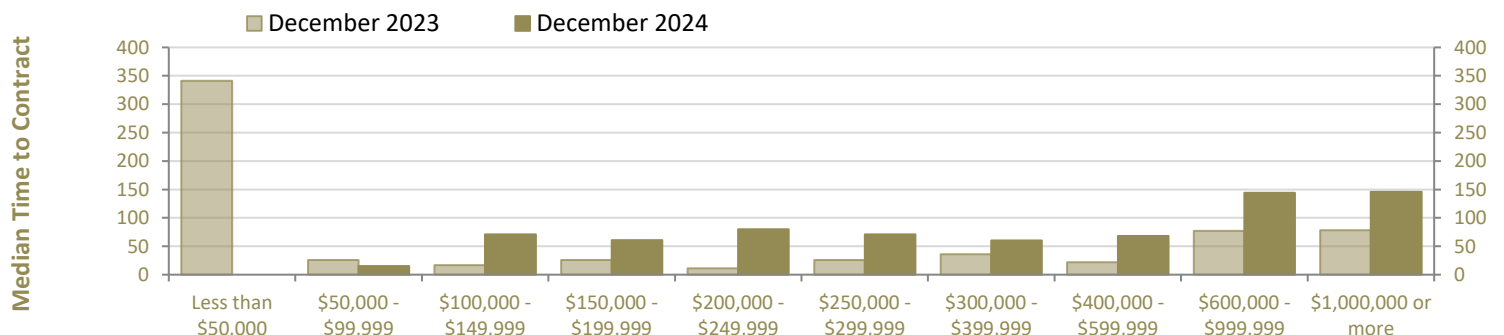


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	15 Days	-42.3%
\$100,000 - \$149,999	71 Days	317.6%
\$150,000 - \$199,999	61 Days	134.6%
\$200,000 - \$249,999	80 Days	627.3%
\$250,000 - \$299,999	71 Days	173.1%
\$300,000 - \$399,999	60 Days	66.7%
\$400,000 - \$599,999	68 Days	209.1%
\$600,000 - \$999,999	144 Days	87.0%
\$1,000,000 or more	146 Days	87.2%

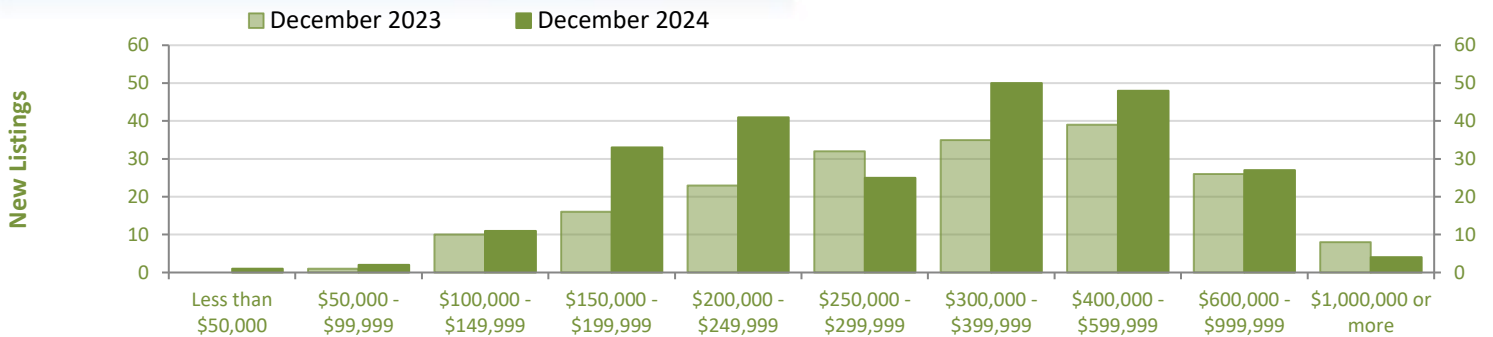


New Listings by Initial Listing Price

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	2	100.0%
\$100,000 - \$149,999	11	10.0%
\$150,000 - \$199,999	33	106.3%
\$200,000 - \$249,999	41	78.3%
\$250,000 - \$299,999	25	-21.9%
\$300,000 - \$399,999	50	42.9%
\$400,000 - \$599,999	48	23.1%
\$600,000 - \$999,999	27	3.8%
\$1,000,000 or more	4	-50.0%

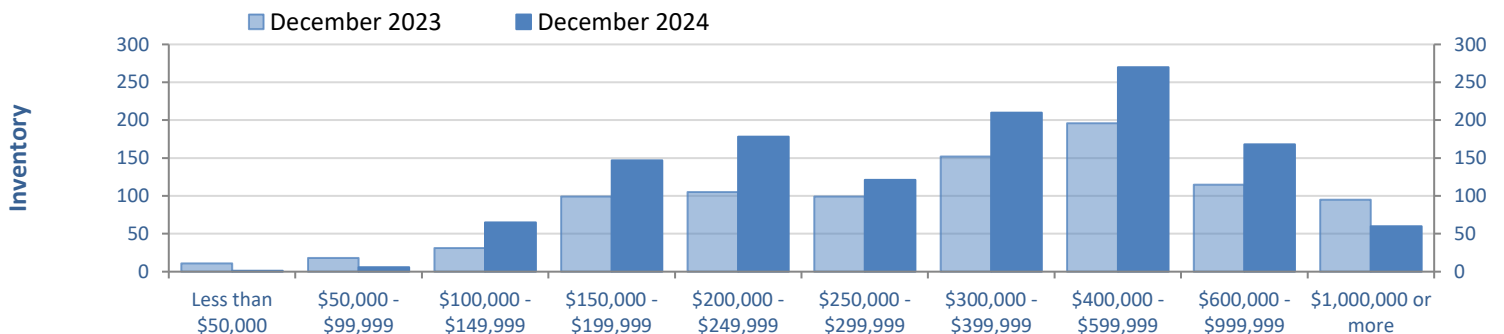


Inventory by Current Listing Price

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.

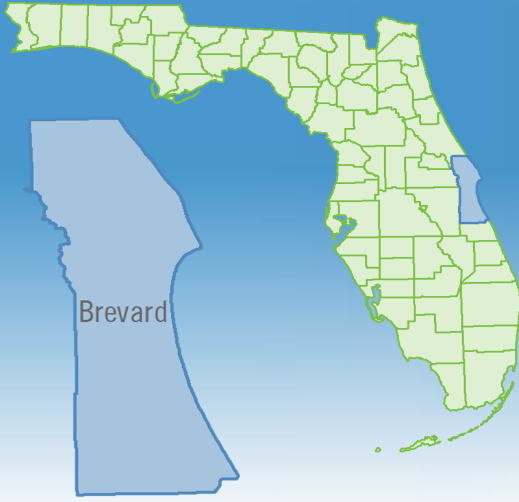
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-90.9%
\$50,000 - \$99,999	6	-66.7%
\$100,000 - \$149,999	65	109.7%
\$150,000 - \$199,999	147	48.5%
\$200,000 - \$249,999	178	69.5%
\$250,000 - \$299,999	121	22.2%
\$300,000 - \$399,999	210	38.2%
\$400,000 - \$599,999	270	37.8%
\$600,000 - \$999,999	168	46.1%
\$1,000,000 or more	60	-36.8%



Monthly Distressed Market - December 2024

Townhouses and Condos

Brevard County



		December 2024	December 2023	Percent Change Year-over-Year
Traditional	Closed Sales	161	130	23.8%
	Median Sale Price	\$285,000	\$270,000	5.6%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$105,500	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

