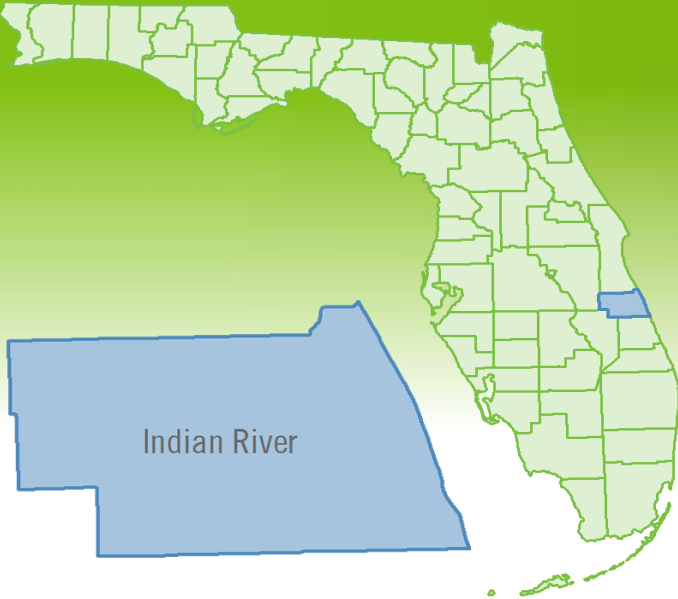


Monthly Market Detail - October 2024

Single-Family Homes

Indian River County



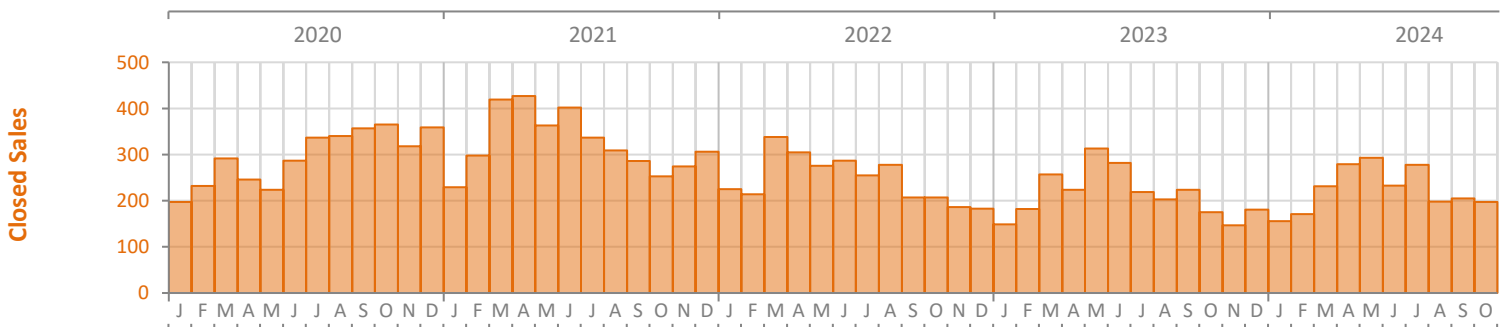
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	197	175	12.6%
Paid in Cash	68	77	-11.7%
Median Sale Price	\$412,000	\$391,150	5.3%
Average Sale Price	\$622,361	\$542,939	14.6%
Dollar Volume	\$122.6 Million	\$95.0 Million	29.0%
Median Percent of Original List Price Received	95.1%	96.4%	-1.3%
Median Time to Contract	61 Days	38 Days	60.5%
Median Time to Sale	102 Days	80 Days	27.5%
New Pending Sales	173	160	8.1%
New Listings	264	272	-2.9%
Pending Inventory	280	296	-5.4%
Inventory (Active Listings)	1,152	817	41.0%
Months Supply of Inventory	5.4	3.8	42.1%

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	2,241	0.6%
October 2024	197	12.6%
September 2024	205	-8.5%
August 2024	198	-2.5%
July 2024	278	26.9%
June 2024	233	-17.4%
May 2024	293	-6.4%
April 2024	279	24.6%
March 2024	231	-10.1%
February 2024	171	-6.0%
January 2024	156	4.7%
December 2023	181	-1.1%
November 2023	147	-21.0%
October 2023	175	-15.5%

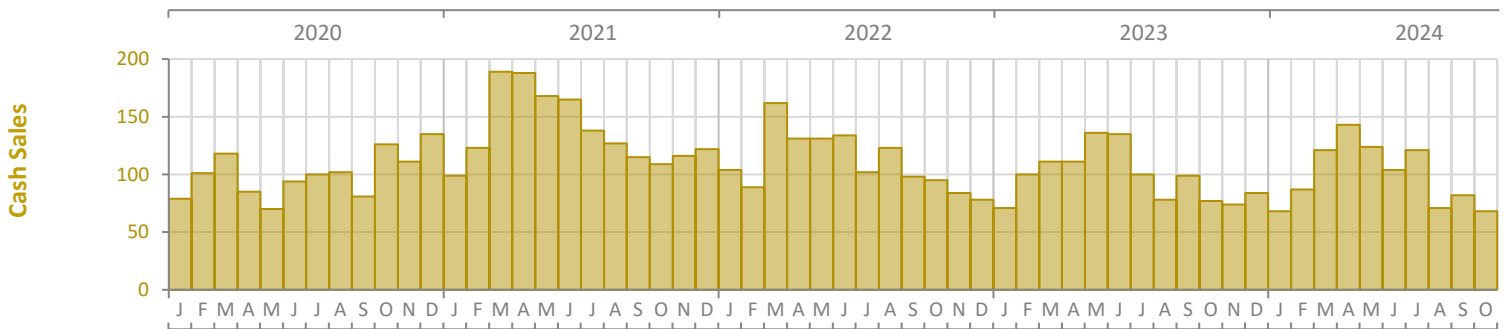


Cash Sales

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	989	-2.8%
October 2024	68	-11.7%
September 2024	82	-17.2%
August 2024	71	-9.0%
July 2024	121	21.0%
June 2024	104	-23.0%
May 2024	124	-8.8%
April 2024	143	28.8%
March 2024	121	9.0%
February 2024	87	-13.0%
January 2024	68	-4.2%
December 2023	84	7.7%
November 2023	74	-11.9%
October 2023	77	-18.9%

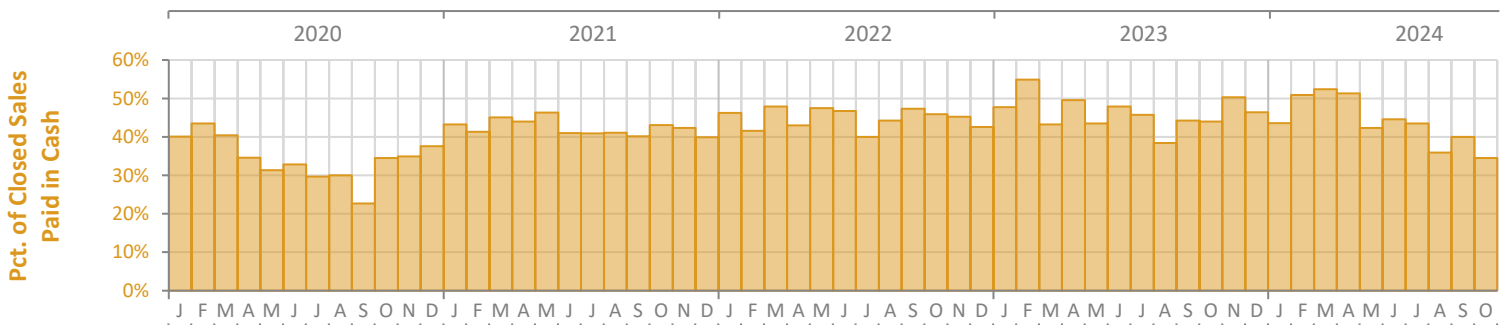


Cash Sales as a Percentage of Closed Sales

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	44.1%	-3.5%
October 2024	34.5%	-21.6%
September 2024	40.0%	-9.5%
August 2024	35.9%	-6.5%
July 2024	43.5%	-4.8%
June 2024	44.6%	-6.9%
May 2024	42.3%	-2.8%
April 2024	51.3%	3.4%
March 2024	52.4%	21.3%
February 2024	50.9%	-7.3%
January 2024	43.6%	-8.6%
December 2023	46.4%	8.9%
November 2023	50.3%	11.3%
October 2023	44.0%	-4.1%



Monthly Market Detail - October 2024

Single-Family Homes

Indian River County

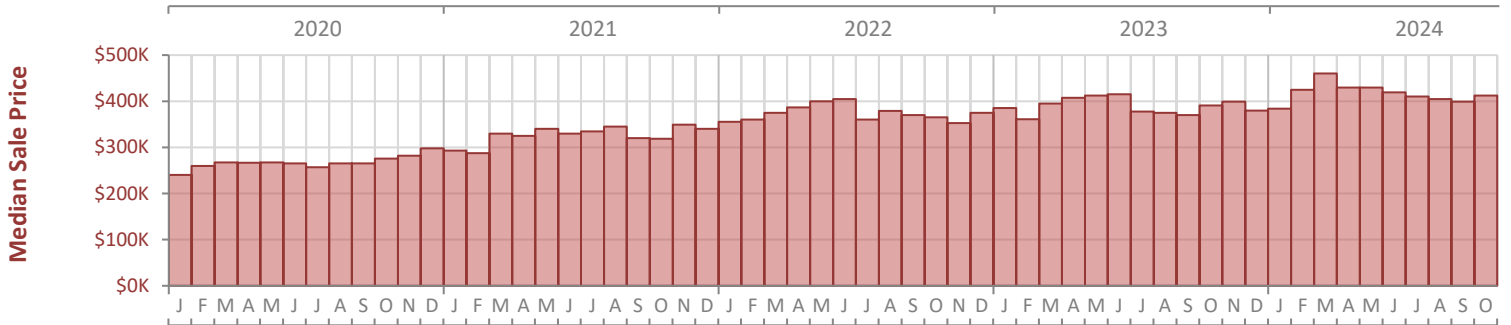


Median Sale Price

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	\$425,000	9.0%
October 2024	\$412,000	5.3%
September 2024	\$398,965	7.8%
August 2024	\$405,000	8.0%
July 2024	\$410,000	8.6%
June 2024	\$419,500	1.1%
May 2024	\$430,000	4.4%
April 2024	\$430,000	5.5%
March 2024	\$460,000	16.5%
February 2024	\$425,000	17.7%
January 2024	\$384,000	-0.3%
December 2023	\$380,000	1.3%
November 2023	\$399,000	13.0%
October 2023	\$391,150	7.2%

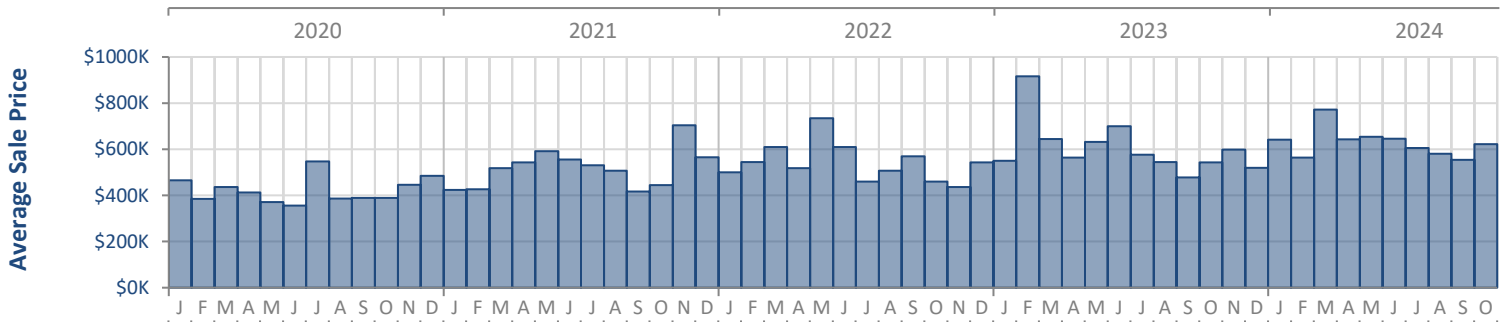


Average Sale Price

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	\$631,987	2.4%
October 2024	\$622,361	14.6%
September 2024	\$554,065	15.8%
August 2024	\$581,157	6.7%
July 2024	\$606,193	5.2%
June 2024	\$646,111	-7.8%
May 2024	\$654,324	3.6%
April 2024	\$643,016	13.9%
March 2024	\$771,999	19.8%
February 2024	\$563,368	-38.5%
January 2024	\$642,139	16.6%
December 2023	\$519,908	-4.2%
November 2023	\$598,658	37.4%
October 2023	\$542,939	18.2%



Monthly Market Detail - October 2024

Single-Family Homes

Indian River County

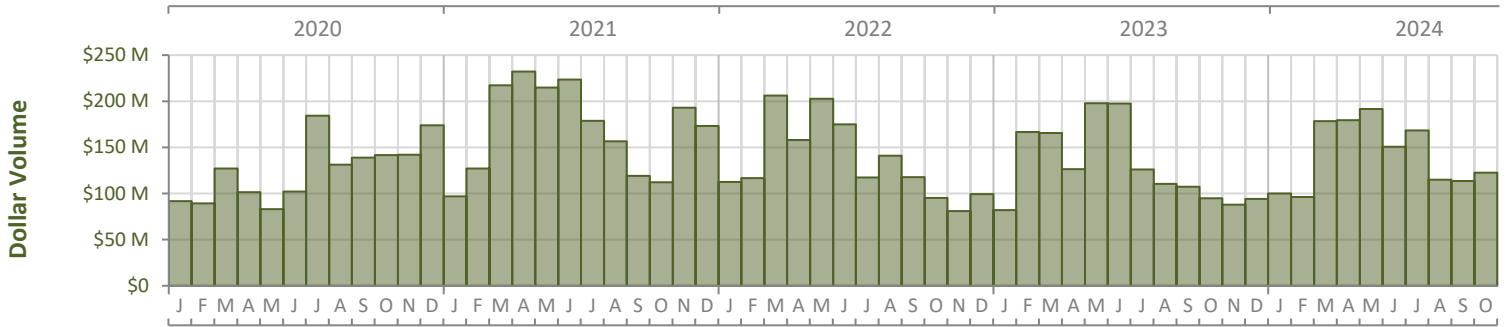


Dollar Volume

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	\$1.4 Billion	3.0%
October 2024	\$122.6 Million	29.0%
September 2024	\$113.6 Million	6.0%
August 2024	\$115.1 Million	4.0%
July 2024	\$168.5 Million	33.6%
June 2024	\$150.5 Million	-23.8%
May 2024	\$191.7 Million	-3.1%
April 2024	\$179.4 Million	41.9%
March 2024	\$178.3 Million	7.7%
February 2024	\$96.3 Million	-42.2%
January 2024	\$100.2 Million	22.1%
December 2023	\$94.1 Million	-5.2%
November 2023	\$88.0 Million	8.6%
October 2023	\$95.0 Million	-0.1%

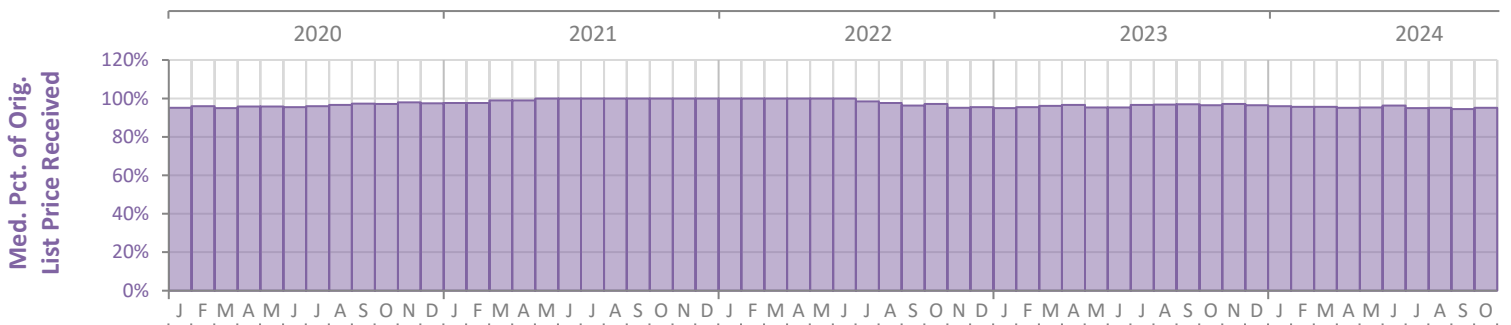


Median Percent of Original List Price Received

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	95.4%	-0.8%
October 2024	95.1%	-1.3%
September 2024	94.5%	-2.6%
August 2024	95.2%	-1.7%
July 2024	95.0%	-1.7%
June 2024	96.3%	1.0%
May 2024	95.3%	0.0%
April 2024	95.2%	-1.6%
March 2024	95.7%	-0.5%
February 2024	95.6%	0.1%
January 2024	96.0%	1.1%
December 2023	96.4%	0.9%
November 2023	97.2%	2.2%
October 2023	96.4%	-0.8%

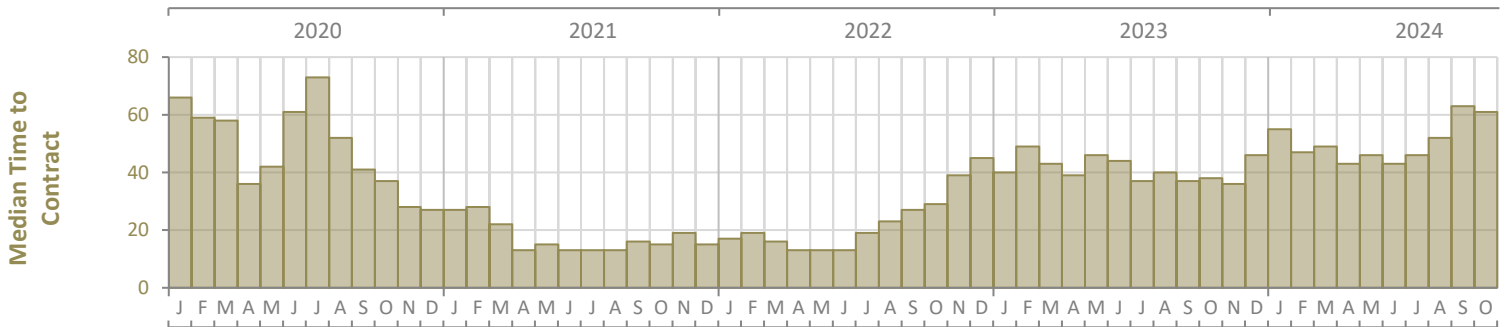


Median Time to Contract

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	50 Days	19.0%
October 2024	61 Days	60.5%
September 2024	63 Days	70.3%
August 2024	52 Days	30.0%
July 2024	46 Days	24.3%
June 2024	43 Days	-2.3%
May 2024	46 Days	0.0%
April 2024	43 Days	10.3%
March 2024	49 Days	14.0%
February 2024	47 Days	-4.1%
January 2024	55 Days	37.5%
December 2023	46 Days	2.2%
November 2023	36 Days	-7.7%
October 2023	38 Days	31.0%

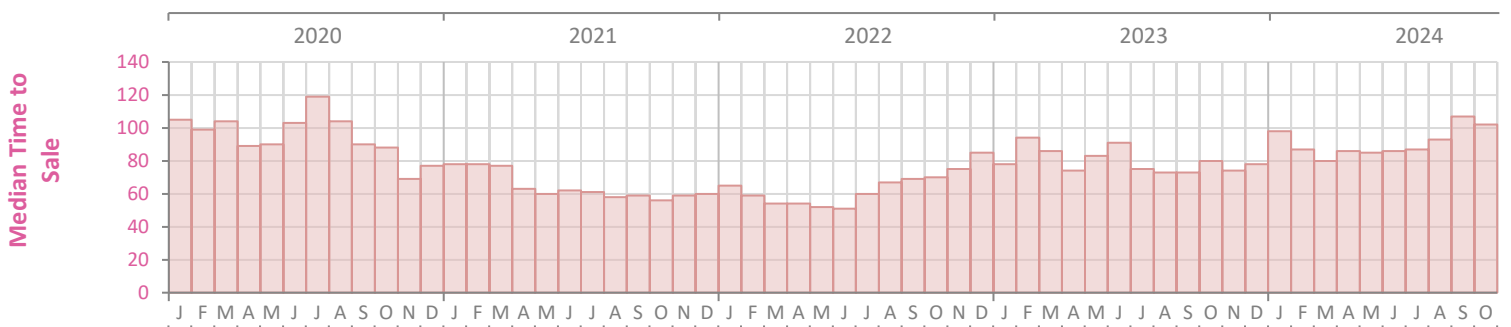


Median Time to Sale

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	91 Days	8.3%
October 2024	102 Days	27.5%
September 2024	107 Days	46.6%
August 2024	93 Days	27.4%
July 2024	87 Days	16.0%
June 2024	86 Days	-5.5%
May 2024	85 Days	2.4%
April 2024	86 Days	16.2%
March 2024	80 Days	-7.0%
February 2024	87 Days	-7.4%
January 2024	98 Days	25.6%
December 2023	78 Days	-8.2%
November 2023	74 Days	-1.3%
October 2023	80 Days	14.3%

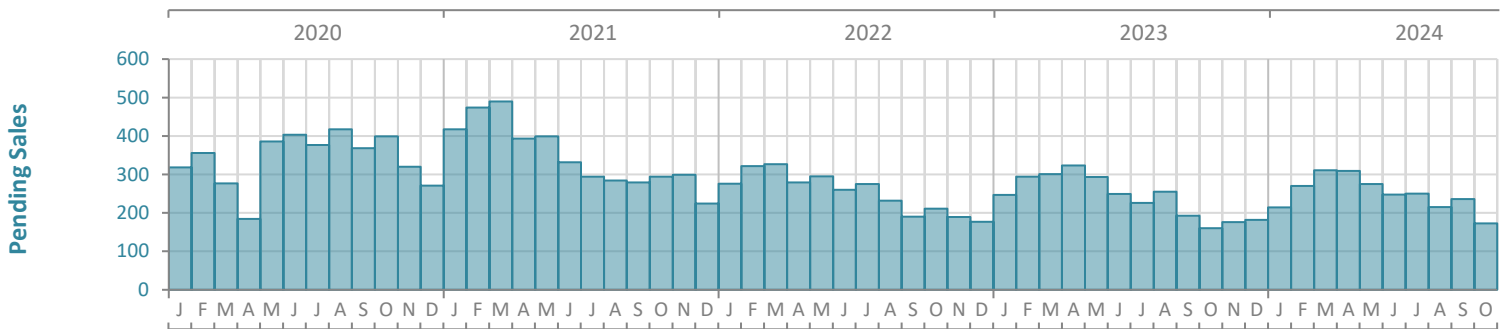


New Pending Sales

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	2,501	-1.6%
October 2024	173	8.1%
September 2024	236	22.3%
August 2024	215	-15.7%
July 2024	250	10.6%
June 2024	248	-0.4%
May 2024	275	-6.1%
April 2024	309	-4.3%
March 2024	311	3.3%
February 2024	270	-8.2%
January 2024	214	-13.4%
December 2023	182	2.8%
November 2023	176	-6.9%
October 2023	160	-24.2%

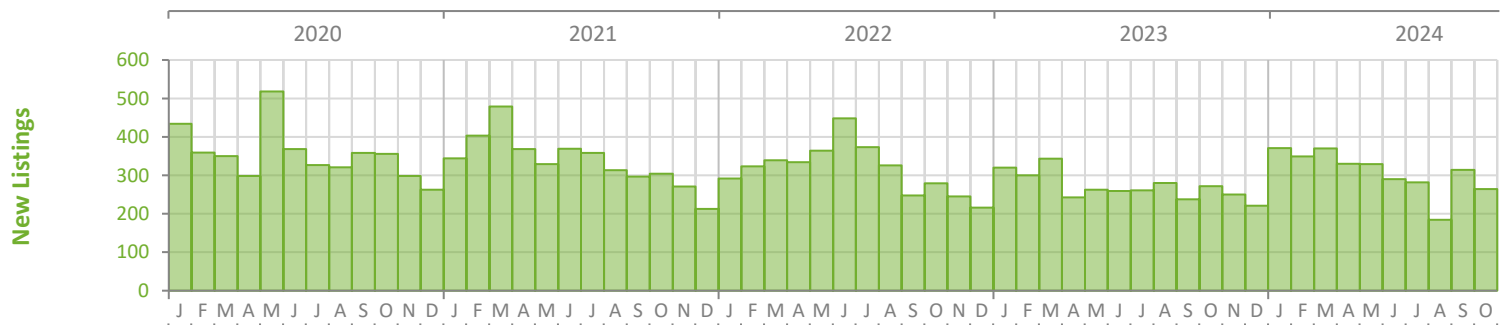


New Listings

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	3,083	10.9%
October 2024	264	-2.9%
September 2024	314	31.9%
August 2024	184	-34.3%
July 2024	282	8.0%
June 2024	290	12.0%
May 2024	329	25.1%
April 2024	330	35.8%
March 2024	370	7.9%
February 2024	349	16.3%
January 2024	371	15.9%
December 2023	221	2.3%
November 2023	250	2.0%
October 2023	272	-2.5%

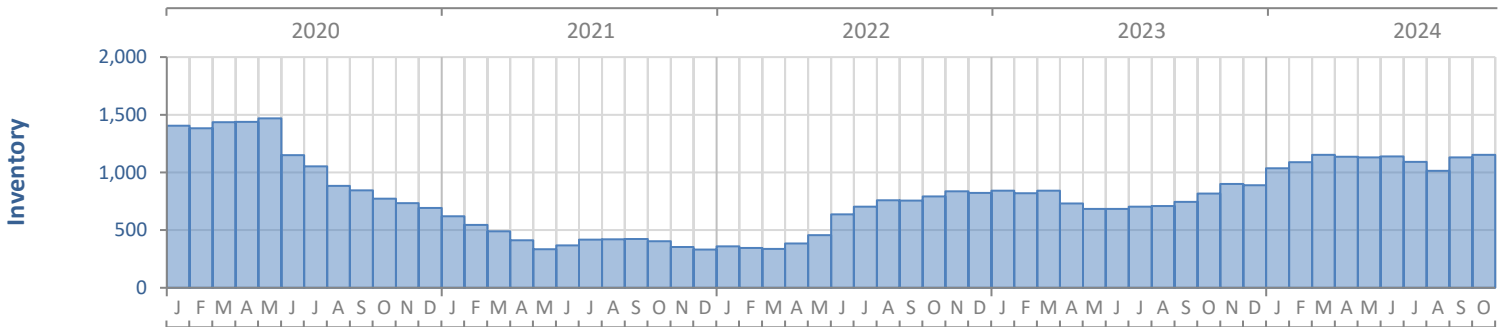


Inventory (Active Listings)

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)	1,107	46.2%
October 2024	1,152	41.0%
September 2024	1,130	51.5%
August 2024	1,013	43.1%
July 2024	1,091	55.4%
June 2024	1,140	66.4%
May 2024	1,131	65.1%
April 2024	1,137	55.5%
March 2024	1,154	37.2%
February 2024	1,088	32.8%
January 2024	1,036	23.2%
December 2023	888	8.0%
November 2023	900	7.5%
October 2023	817	3.3%

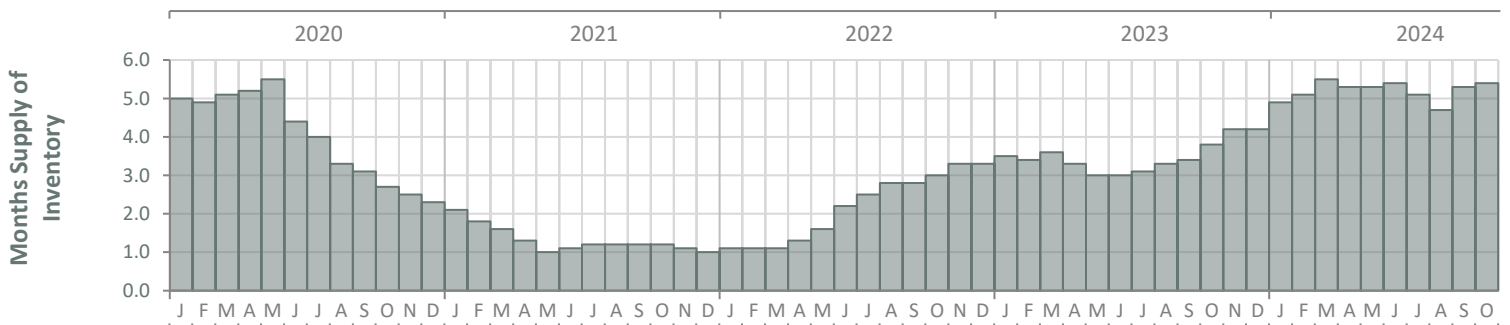


Months Supply of Inventory

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	57.6%
October 2024	5.4	42.1%
September 2024	5.3	55.9%
August 2024	4.7	42.4%
July 2024	5.1	64.5%
June 2024	5.4	80.0%
May 2024	5.3	76.7%
April 2024	5.3	60.6%
March 2024	5.5	52.8%
February 2024	5.1	50.0%
January 2024	4.9	40.0%
December 2023	4.2	27.3%
November 2023	4.2	27.3%
October 2023	3.8	26.7%

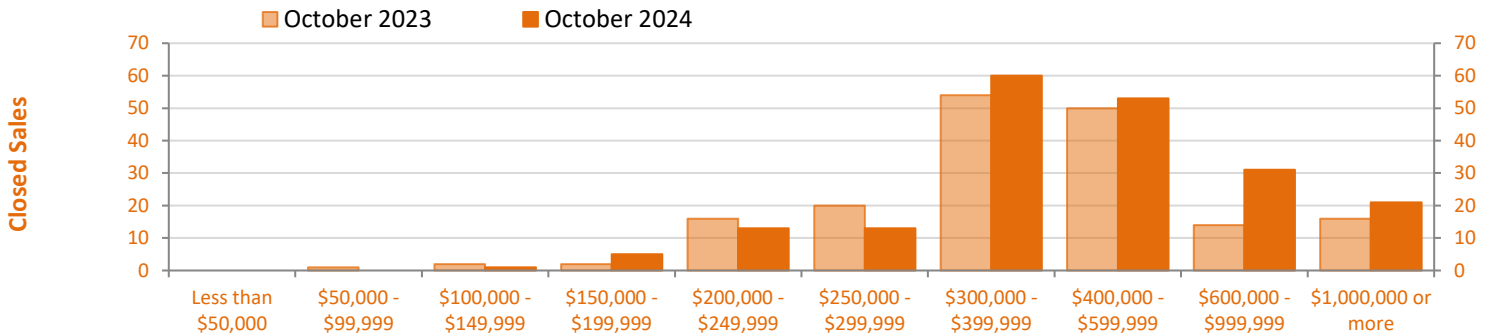


Closed Sales by Sale Price

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	0	-100.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	5	150.0%
\$200,000 - \$249,999	13	-18.8%
\$250,000 - \$299,999	13	-35.0%
\$300,000 - \$399,999	60	11.1%
\$400,000 - \$599,999	53	6.0%
\$600,000 - \$999,999	31	121.4%
\$1,000,000 or more	21	31.3%

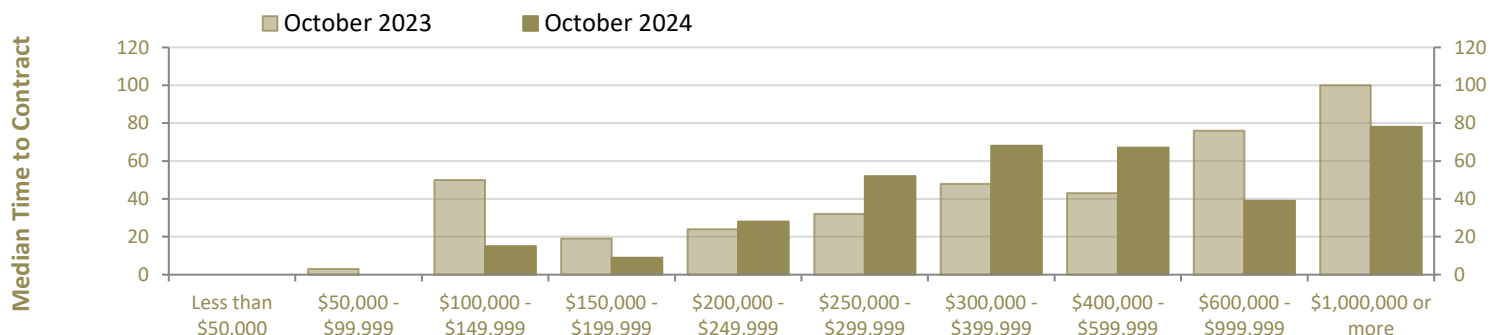


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	15 Days	-70.0%
\$150,000 - \$199,999	9 Days	-52.6%
\$200,000 - \$249,999	28 Days	16.7%
\$250,000 - \$299,999	52 Days	62.5%
\$300,000 - \$399,999	68 Days	41.7%
\$400,000 - \$599,999	67 Days	55.8%
\$600,000 - \$999,999	39 Days	-48.7%
\$1,000,000 or more	78 Days	-22.0%

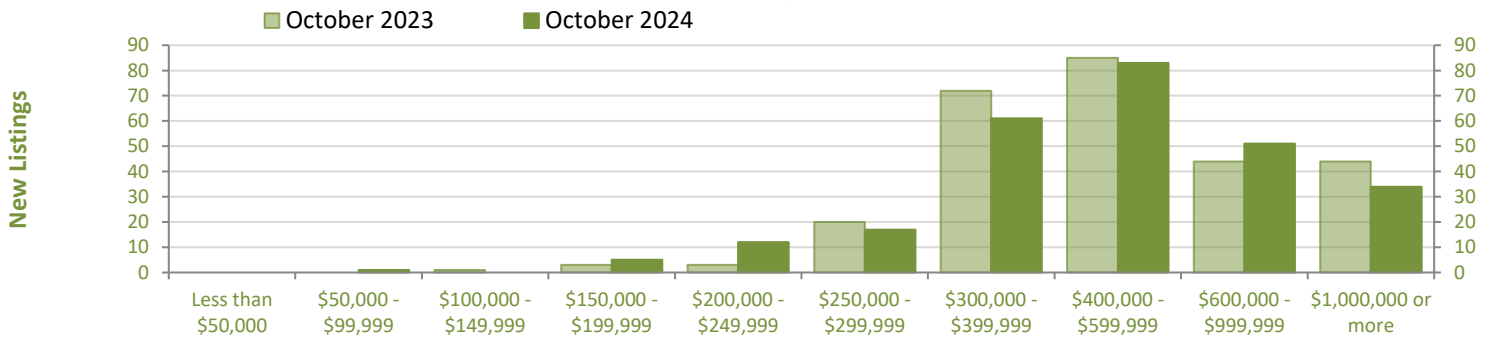


New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	12	300.0%
\$250,000 - \$299,999	17	-15.0%
\$300,000 - \$399,999	61	-15.3%
\$400,000 - \$599,999	83	-2.4%
\$600,000 - \$999,999	51	15.9%
\$1,000,000 or more	34	-22.7%

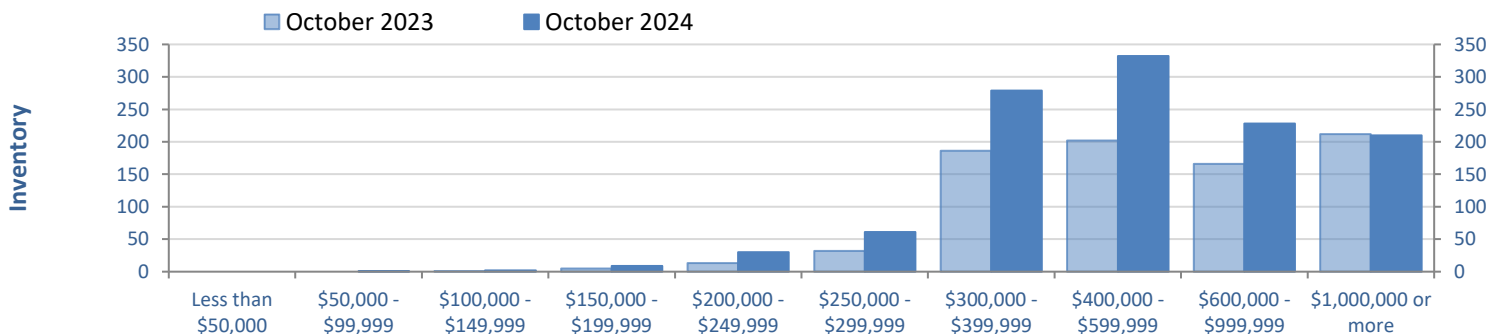


Inventory by Current Listing Price

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.

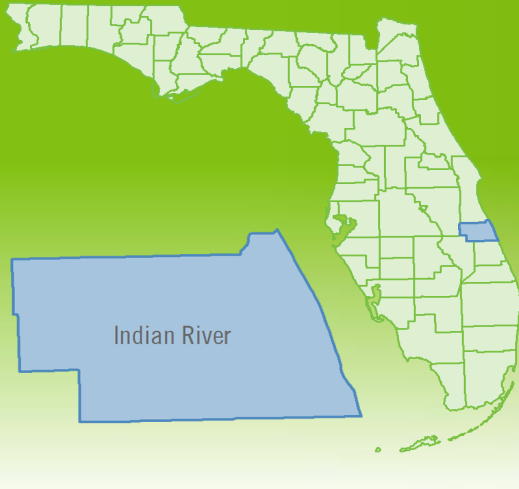
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	9	80.0%
\$200,000 - \$249,999	30	130.8%
\$250,000 - \$299,999	61	90.6%
\$300,000 - \$399,999	279	50.0%
\$400,000 - \$599,999	332	64.4%
\$600,000 - \$999,999	228	37.3%
\$1,000,000 or more	210	-0.9%



Monthly Distressed Market - October 2024

Single-Family Homes

Indian River County



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	195	173	12.7%
	Median Sale Price	\$412,000	\$393,000	4.8%
Foreclosure/REO	Closed Sales	2	2	0.0%
	Median Sale Price	\$366,500	\$176,063	108.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

