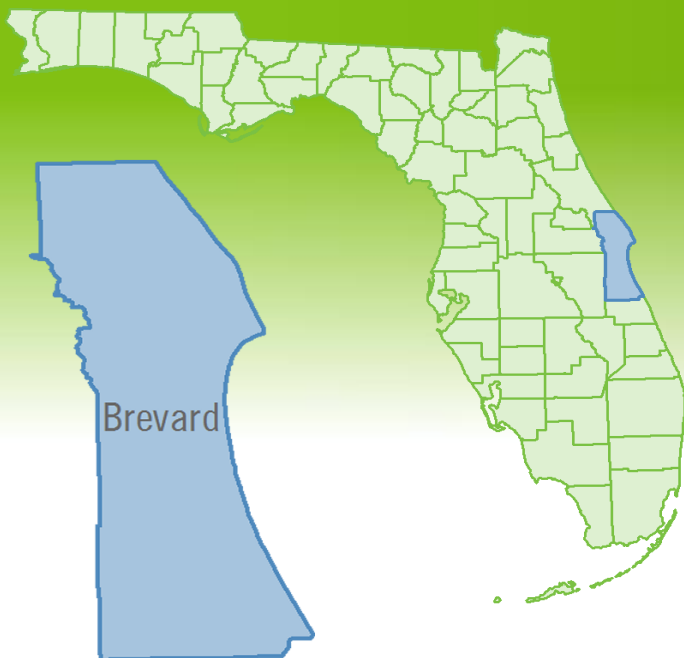


Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County



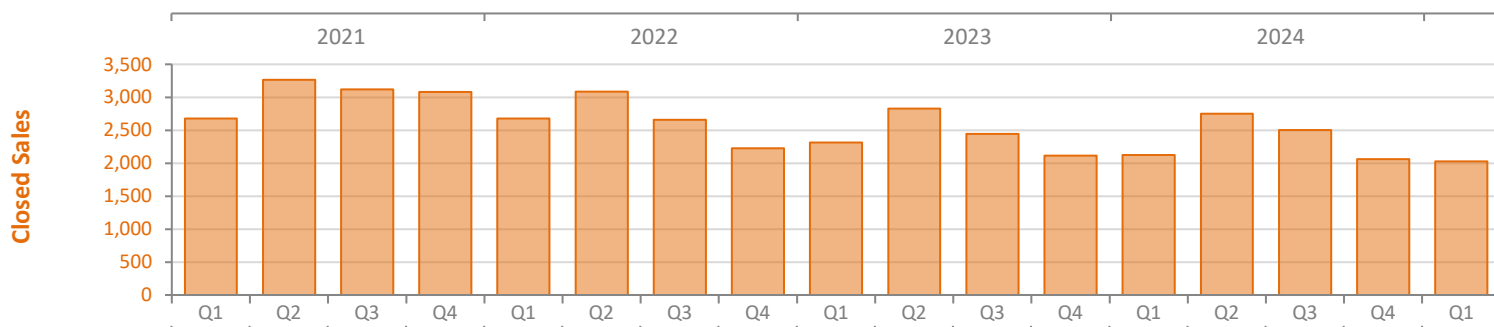
Summary Statistics	Q1 2025	Q1 2024	Percent Change Year-over-Year
Closed Sales	2,026	2,123	-4.6%
Paid in Cash	532	600	-11.3%
Median Sale Price	\$365,490	\$370,000	-1.2%
Average Sale Price	\$456,594	\$444,588	2.7%
Dollar Volume	\$925.1 Million	\$943.9 Million	-2.0%
Median Percent of Original List Price Received	96.0%	96.7%	-0.7%
Median Time to Contract	55 Days	41 Days	34.1%
Median Time to Sale	92 Days	84 Days	9.5%
New Pending Sales	2,664	2,706	-1.6%
New Listings	3,503	3,402	3.0%
Pending Inventory	1,223	1,234	-0.9%
Inventory (Active Listings)	3,383	2,742	23.4%
Months Supply of Inventory	4.3	3.5	22.9%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,026	-4.6%
Q1 2025	2,026	-4.6%
Q4 2024	2,060	-2.6%
Q3 2024	2,505	2.5%
Q2 2024	2,752	-2.6%
Q1 2024	2,123	-8.3%
Q4 2023	2,114	-5.0%
Q3 2023	2,445	-8.0%
Q2 2023	2,826	-8.5%
Q1 2023	2,315	-13.6%
Q4 2022	2,226	-27.8%
Q3 2022	2,658	-14.8%
Q2 2022	3,087	-5.4%
Q1 2022	2,678	0.0%



Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County

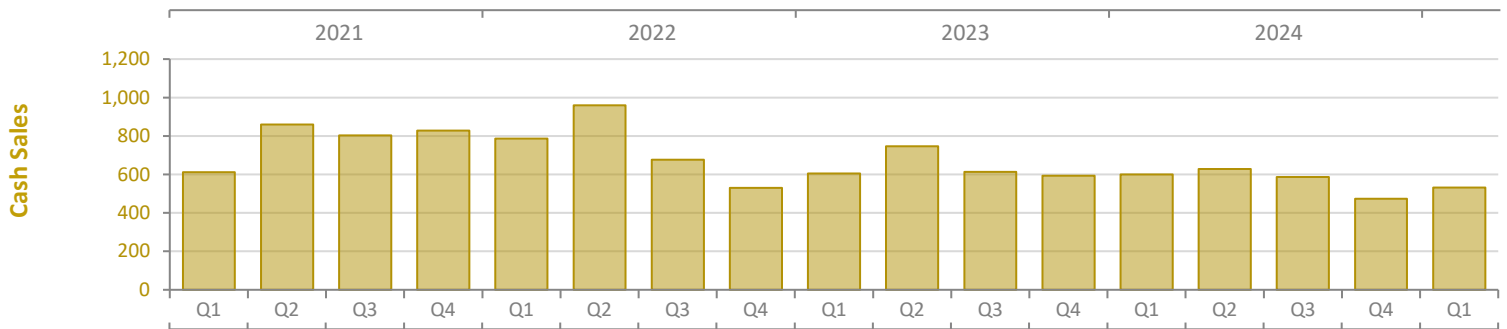


Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	532	-11.3%
Q1 2025	532	-11.3%
Q4 2024	473	-20.4%
Q3 2024	586	-4.4%
Q2 2024	628	-15.8%
Q1 2024	600	-0.8%
Q4 2023	594	12.1%
Q3 2023	613	-9.3%
Q2 2023	746	-22.2%
Q1 2023	605	-23.1%
Q4 2022	530	-36.0%
Q3 2022	676	-15.8%
Q2 2022	959	11.5%
Q1 2022	787	28.8%

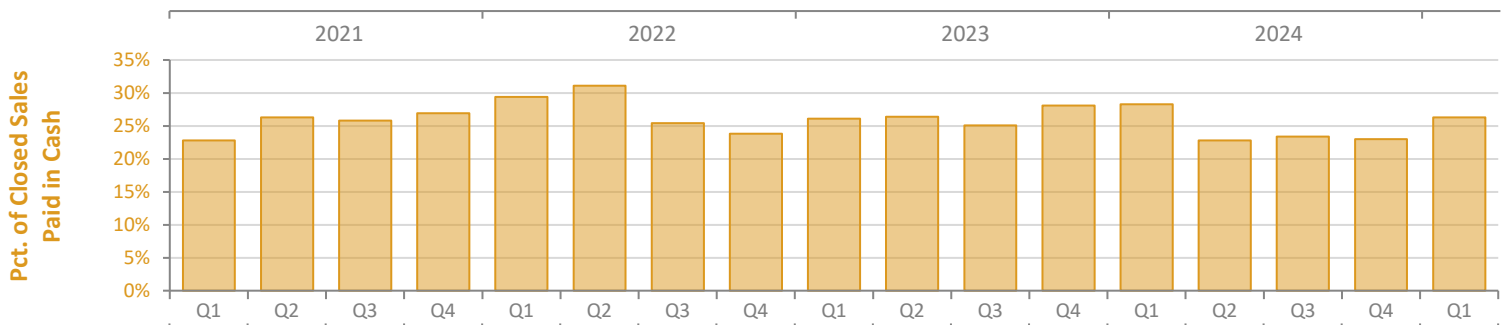


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	26.3%	-7.1%
Q1 2025	26.3%	-7.1%
Q4 2024	23.0%	-18.1%
Q3 2024	23.4%	-6.8%
Q2 2024	22.8%	-13.6%
Q1 2024	28.3%	8.4%
Q4 2023	28.1%	18.1%
Q3 2023	25.1%	-1.2%
Q2 2023	26.4%	-15.1%
Q1 2023	26.1%	-11.2%
Q4 2022	23.8%	-11.5%
Q3 2022	25.4%	-1.6%
Q2 2022	31.1%	18.3%
Q1 2022	29.4%	28.9%



Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County

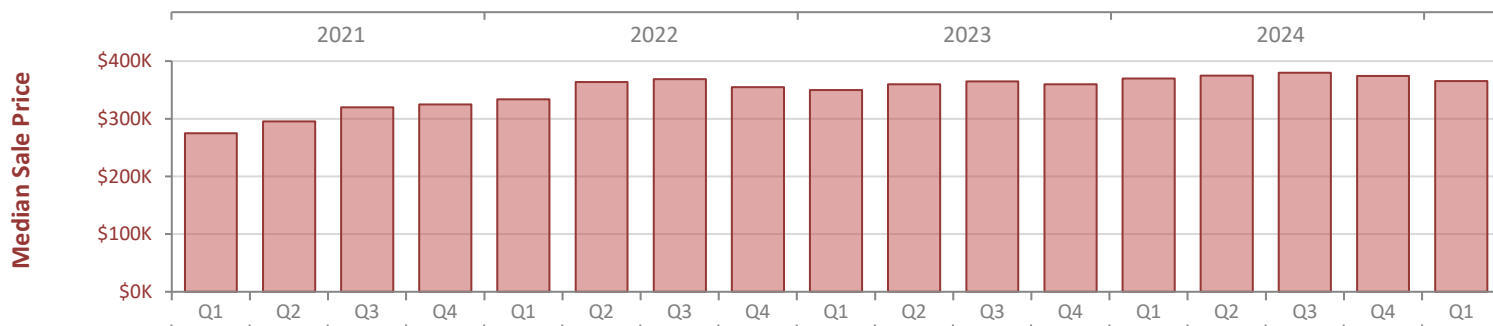


Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$365,490	-1.2%
Q1 2025	\$365,490	-1.2%
Q4 2024	\$374,490	4.0%
Q3 2024	\$380,000	4.1%
Q2 2024	\$375,000	4.2%
Q1 2024	\$370,000	5.7%
Q4 2023	\$360,000	1.4%
Q3 2023	\$365,000	-1.0%
Q2 2023	\$360,000	-1.0%
Q1 2023	\$350,000	4.9%
Q4 2022	\$355,000	9.2%
Q3 2022	\$368,540	15.2%
Q2 2022	\$363,693	23.0%
Q1 2022	\$333,750	21.4%

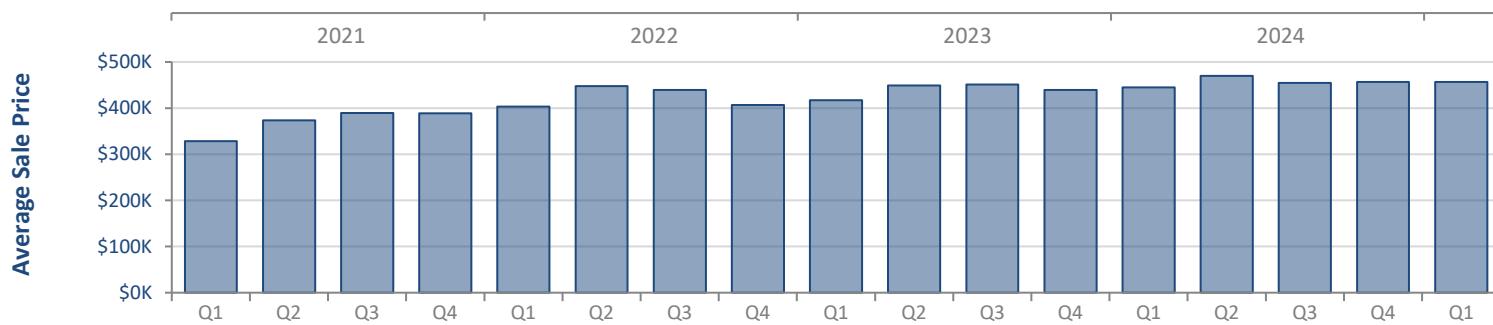


Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$456,594	2.7%
Q1 2025	\$456,594	2.7%
Q4 2024	\$456,718	4.0%
Q3 2024	\$454,432	0.8%
Q2 2024	\$469,796	4.6%
Q1 2024	\$444,588	6.7%
Q4 2023	\$439,328	7.9%
Q3 2023	\$450,902	2.6%
Q2 2023	\$449,034	0.4%
Q1 2023	\$416,852	3.3%
Q4 2022	\$407,004	4.7%
Q3 2022	\$439,350	12.9%
Q2 2022	\$447,427	19.8%
Q1 2022	\$403,462	23.0%



Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County

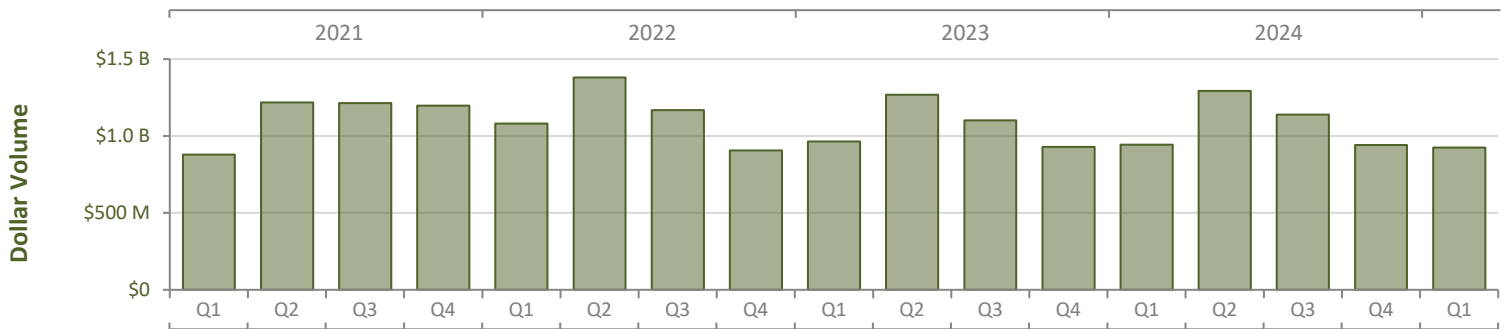


Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$925.1 Million	-2.0%
Q1 2025	\$925.1 Million	-2.0%
Q4 2024	\$940.8 Million	1.3%
Q3 2024	\$1.1 Billion	3.3%
Q2 2024	\$1.3 Billion	1.9%
Q1 2024	\$943.9 Million	-2.2%
Q4 2023	\$928.7 Million	2.5%
Q3 2023	\$1.1 Billion	-5.6%
Q2 2023	\$1.3 Billion	-8.1%
Q1 2023	\$965.0 Million	-10.7%
Q4 2022	\$906.0 Million	-24.4%
Q3 2022	\$1.2 Billion	-3.8%
Q2 2022	\$1.4 Billion	13.3%
Q1 2022	\$1.1 Billion	23.0%

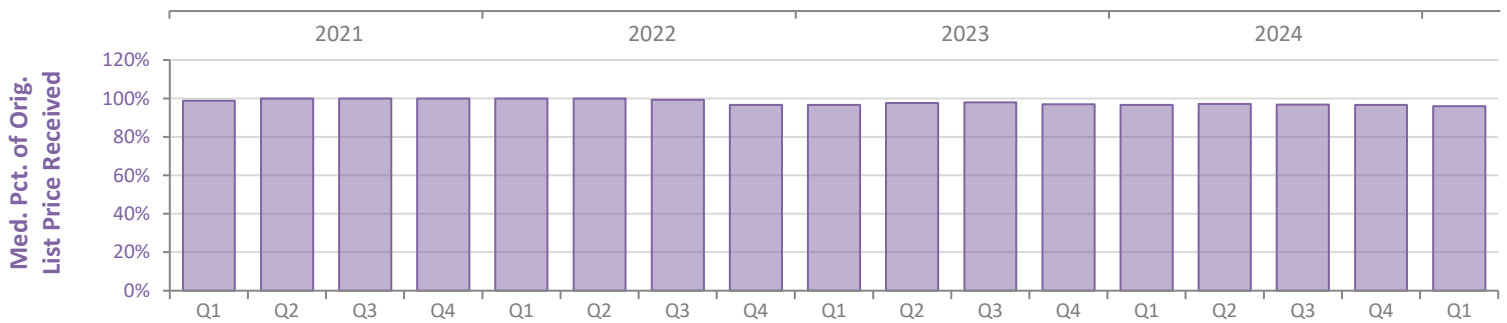


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the quarter

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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	96.0%	-0.7%
Q1 2025	96.0%	-0.7%
Q4 2024	96.6%	-0.3%
Q3 2024	96.8%	-1.2%
Q2 2024	97.1%	-0.6%
Q1 2024	96.7%	0.1%
Q4 2023	96.9%	0.3%
Q3 2023	98.0%	-1.3%
Q2 2023	97.7%	-2.3%
Q1 2023	96.6%	-3.4%
Q4 2022	96.6%	-3.4%
Q3 2022	99.3%	-0.7%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	1.2%



Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County

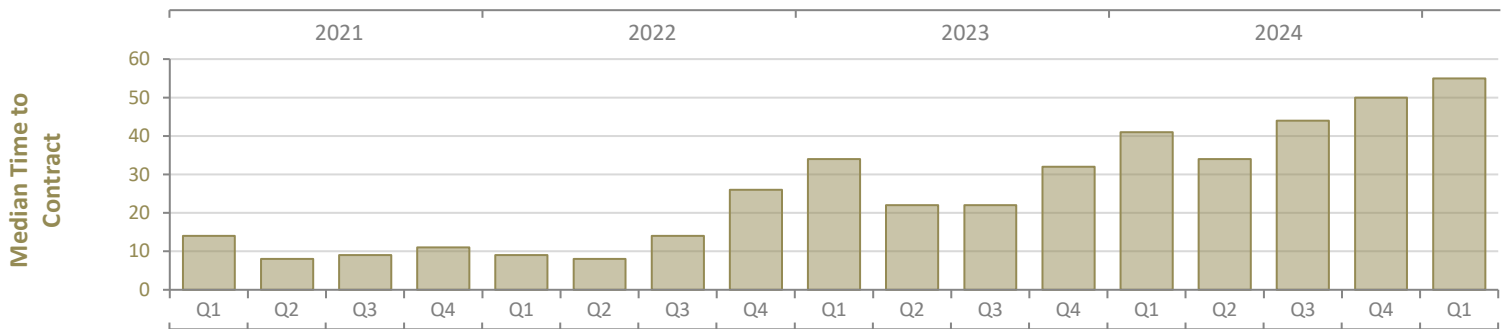


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	55 Days	34.1%
Q1 2025	55 Days	34.1%
Q4 2024	50 Days	56.3%
Q3 2024	44 Days	100.0%
Q2 2024	34 Days	54.5%
Q1 2024	41 Days	20.6%
Q4 2023	32 Days	23.1%
Q3 2023	22 Days	57.1%
Q2 2023	22 Days	175.0%
Q1 2023	34 Days	277.8%
Q4 2022	26 Days	136.4%
Q3 2022	14 Days	55.6%
Q2 2022	8 Days	0.0%
Q1 2022	9 Days	-35.7%

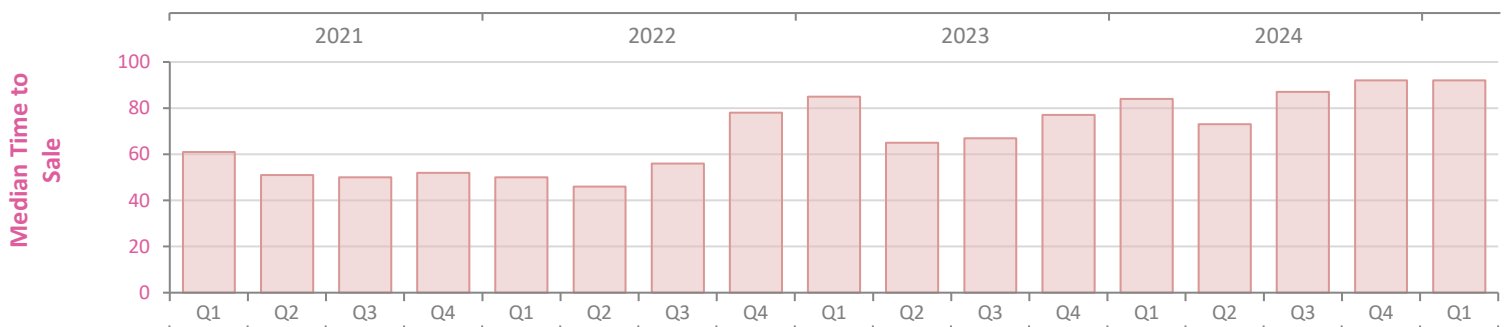


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	92 Days	9.5%
Q1 2025	92 Days	9.5%
Q4 2024	92 Days	19.5%
Q3 2024	87 Days	29.9%
Q2 2024	73 Days	12.3%
Q1 2024	84 Days	-1.2%
Q4 2023	77 Days	-1.3%
Q3 2023	67 Days	19.6%
Q2 2023	65 Days	41.3%
Q1 2023	85 Days	70.0%
Q4 2022	78 Days	50.0%
Q3 2022	56 Days	12.0%
Q2 2022	46 Days	-9.8%
Q1 2022	50 Days	-18.0%



Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County

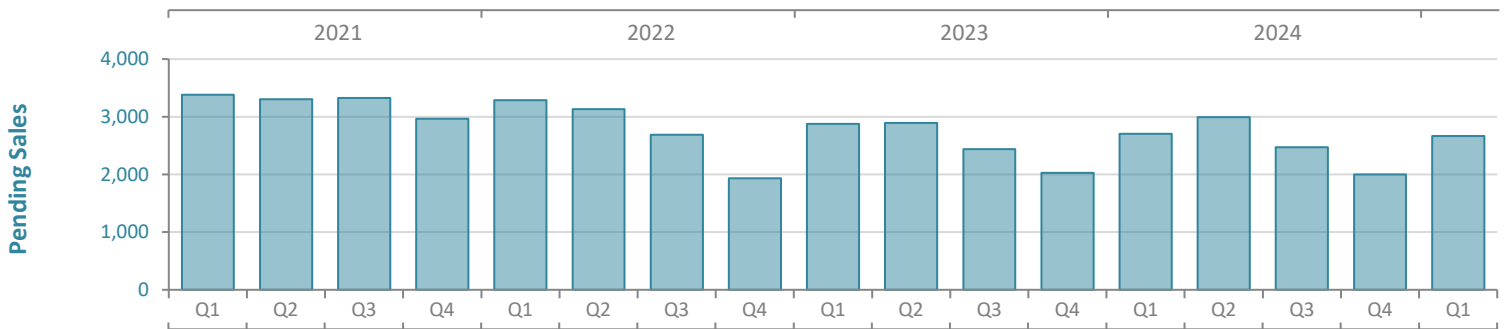


New Pending Sales

The number of listed properties that went under contract during the quarter

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	2,664	-1.6%
Q1 2025	2,664	-1.6%
Q4 2024	2,001	-1.3%
Q3 2024	2,474	1.4%
Q2 2024	2,995	3.5%
Q1 2024	2,706	-6.0%
Q4 2023	2,027	4.7%
Q3 2023	2,439	-9.3%
Q2 2023	2,893	-7.6%
Q1 2023	2,878	-12.5%
Q4 2022	1,936	-34.7%
Q3 2022	2,689	-19.2%
Q2 2022	3,131	-5.3%
Q1 2022	3,290	-2.7%

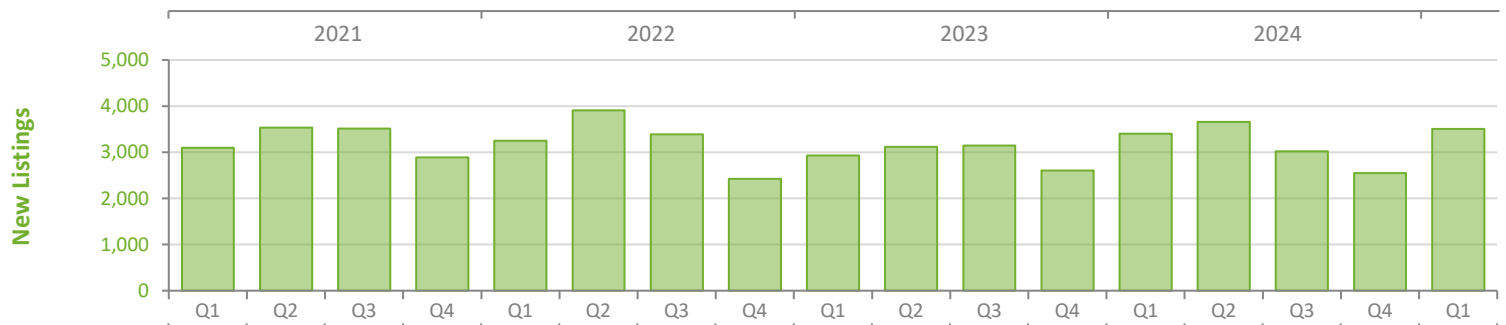


New Listings

The number of properties put onto the market during the quarter

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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	3,503	3.0%
Q1 2025	3,503	3.0%
Q4 2024	2,549	-2.1%
Q3 2024	3,019	-4.1%
Q2 2024	3,656	17.1%
Q1 2024	3,402	16.0%
Q4 2023	2,604	7.4%
Q3 2023	3,147	-7.0%
Q2 2023	3,121	-20.2%
Q1 2023	2,933	-9.6%
Q4 2022	2,425	-16.0%
Q3 2022	3,385	-3.7%
Q2 2022	3,911	10.6%
Q1 2022	3,246	4.7%



Quarterly Market Detail - Q1 2025

Single-Family Homes

Brevard County

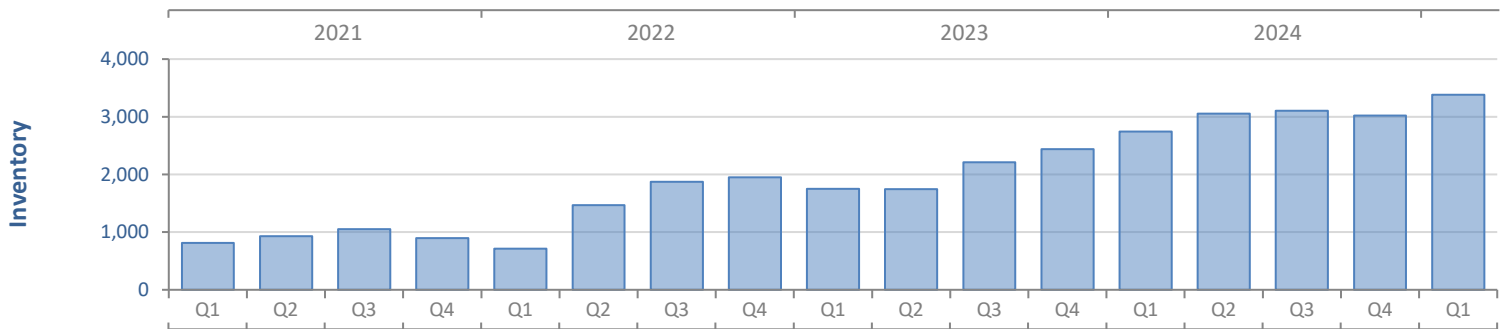


Inventory (Active Listings)

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,310	25.6%
Q1 2025	3,383	23.4%
Q4 2024	3,020	23.7%
Q3 2024	3,104	40.5%
Q2 2024	3,053	74.9%
Q1 2024	2,742	56.9%
Q4 2023	2,441	25.3%
Q3 2023	2,210	18.1%
Q2 2023	1,746	19.1%
Q1 2023	1,748	145.5%
Q4 2022	1,948	117.7%
Q3 2022	1,872	78.5%
Q2 2022	1,466	57.5%
Q1 2022	712	-12.4%

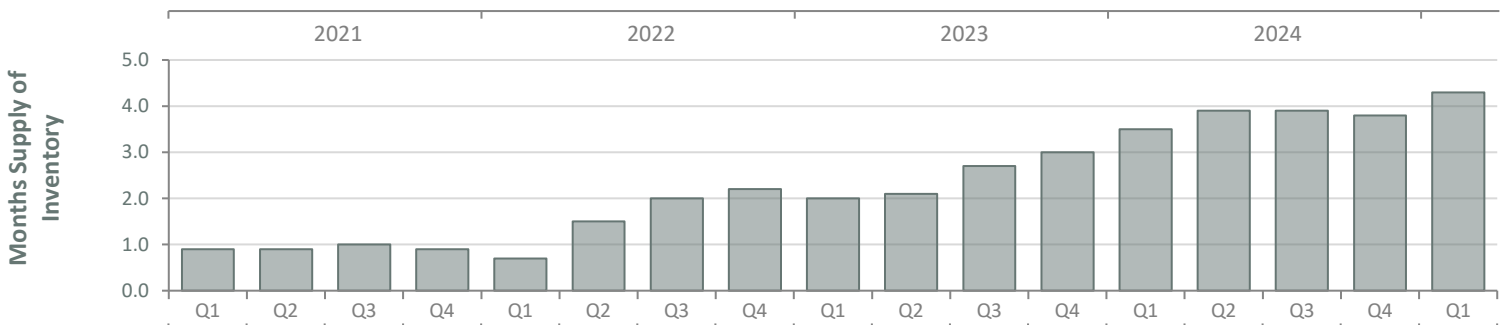


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.2	27.3%
Q1 2025	4.3	22.9%
Q4 2024	3.8	26.7%
Q3 2024	3.9	44.4%
Q2 2024	3.9	85.7%
Q1 2024	3.5	75.0%
Q4 2023	3.0	36.4%
Q3 2023	2.7	35.0%
Q2 2023	2.1	40.0%
Q1 2023	2.0	185.7%
Q4 2022	2.2	144.4%
Q3 2022	2.0	100.0%
Q2 2022	1.5	66.7%
Q1 2022	0.7	-22.2%

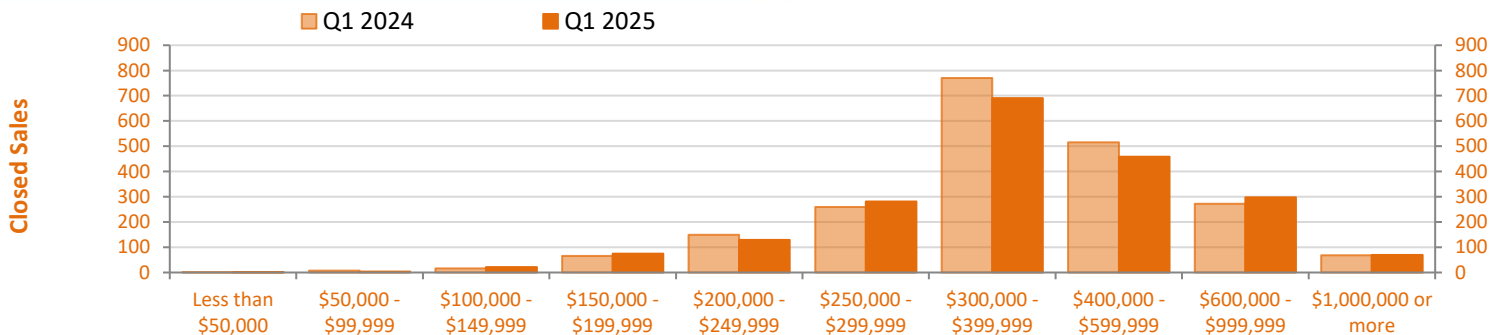


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	3	-57.1%
\$100,000 - \$149,999	21	31.3%
\$150,000 - \$199,999	75	13.6%
\$200,000 - \$249,999	129	-13.4%
\$250,000 - \$299,999	281	8.5%
\$300,000 - \$399,999	691	-10.3%
\$400,000 - \$599,999	458	-11.1%
\$600,000 - \$999,999	298	9.6%
\$1,000,000 or more	69	1.5%

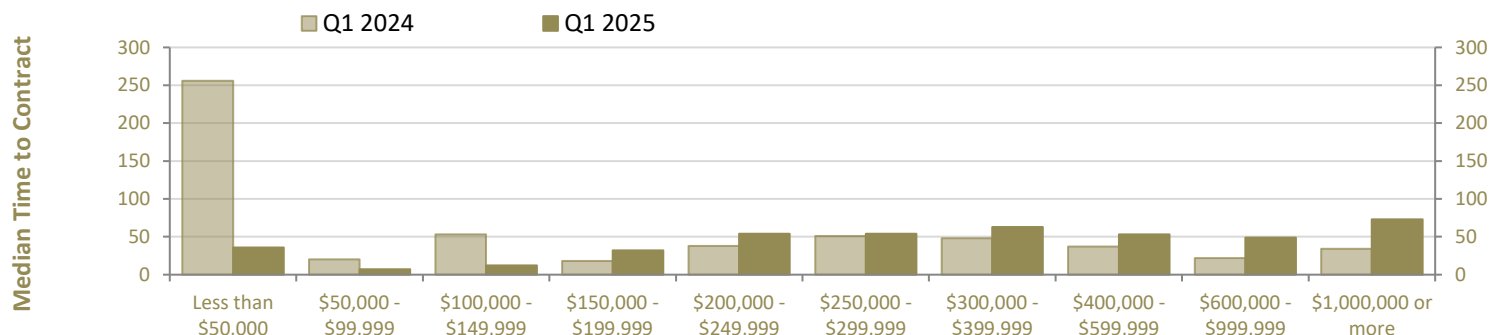


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	36 Days	-85.9%
\$50,000 - \$99,999	7 Days	-65.0%
\$100,000 - \$149,999	12 Days	-77.4%
\$150,000 - \$199,999	32 Days	77.8%
\$200,000 - \$249,999	54 Days	42.1%
\$250,000 - \$299,999	54 Days	5.9%
\$300,000 - \$399,999	63 Days	31.3%
\$400,000 - \$599,999	53 Days	43.2%
\$600,000 - \$999,999	49 Days	122.7%
\$1,000,000 or more	73 Days	114.7%

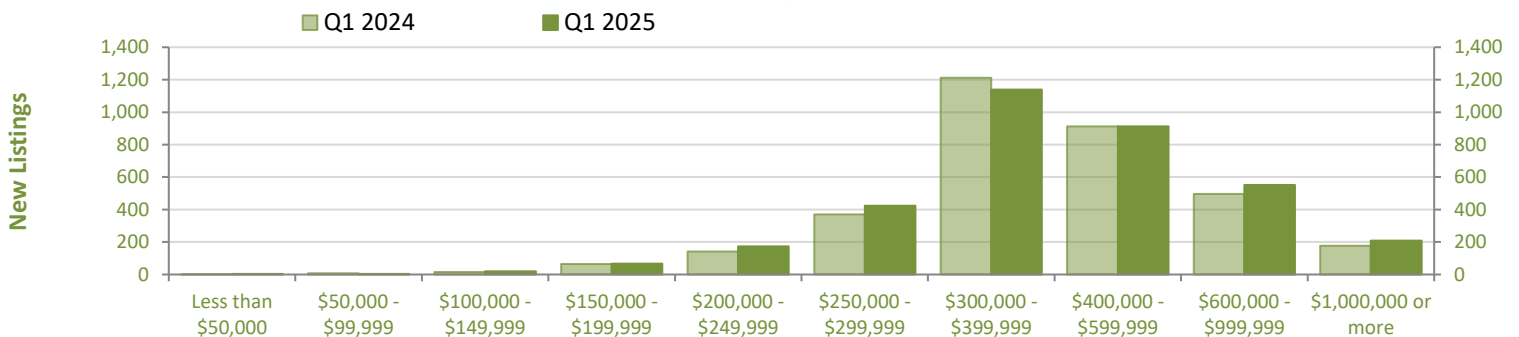


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	200.0%
\$50,000 - \$99,999	4	-42.9%
\$100,000 - \$149,999	20	25.0%
\$150,000 - \$199,999	67	3.1%
\$200,000 - \$249,999	173	21.8%
\$250,000 - \$299,999	423	14.0%
\$300,000 - \$399,999	1,140	-6.0%
\$400,000 - \$599,999	912	-0.1%
\$600,000 - \$999,999	552	11.1%
\$1,000,000 or more	209	18.1%

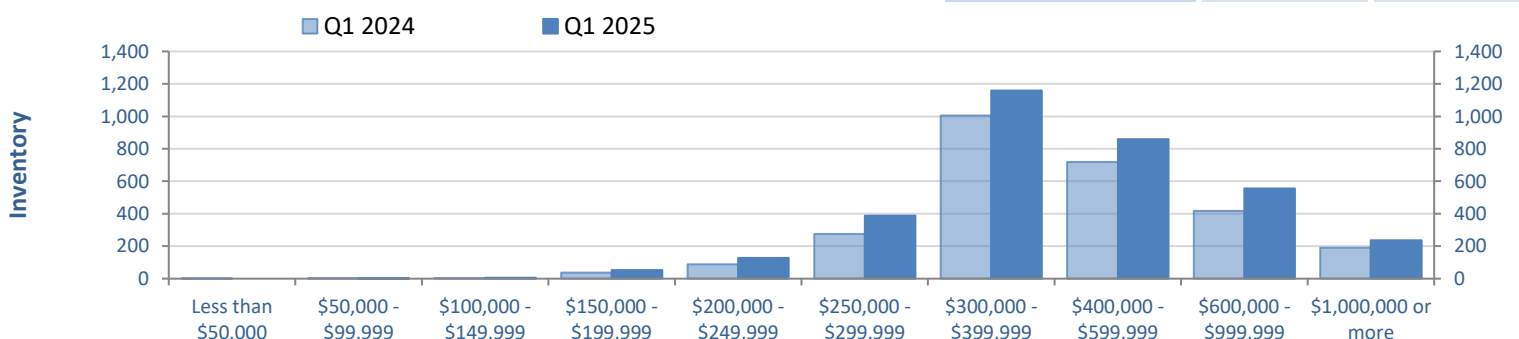


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

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 quarter, and hold this number to compare with the same quarter 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.

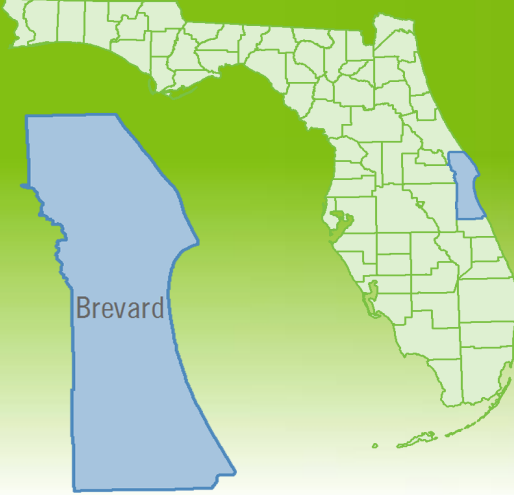
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	5	66.7%
\$150,000 - \$199,999	52	36.8%
\$200,000 - \$249,999	128	43.8%
\$250,000 - \$299,999	388	40.6%
\$300,000 - \$399,999	1,158	15.1%
\$400,000 - \$599,999	860	19.6%
\$600,000 - \$999,999	555	33.1%
\$1,000,000 or more	236	24.2%



Quarterly Distressed Market - Q1 2025

Single-Family Homes

Brevard County



		Q1 2025	Q1 2024	Percent Change Year-over-Year
Traditional	Closed Sales	2,003	2,099	-4.6%
	Median Sale Price	\$369,180	\$370,000	-0.2%
Foreclosure/REO	Closed Sales	19	22	-13.6%
	Median Sale Price	\$212,500	\$230,050	-7.6%
Short Sale	Closed Sales	4	2	100.0%
	Median Sale Price	\$228,500	\$344,500	-33.7%

