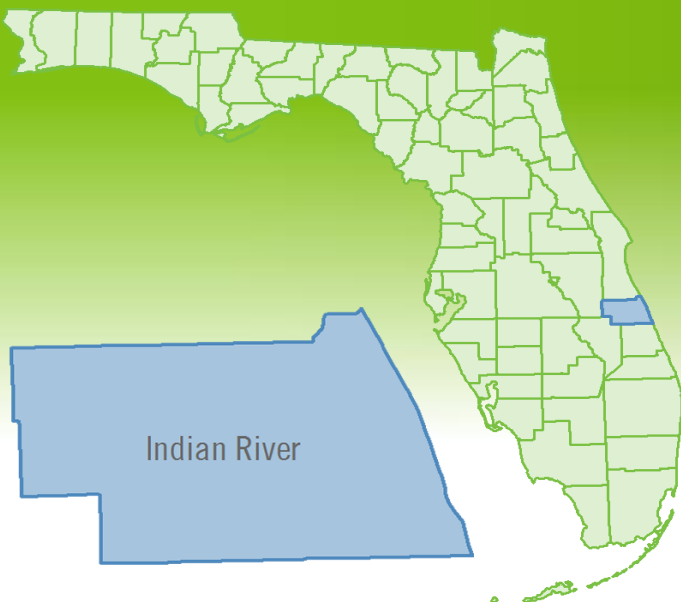


Monthly Market Detail - August 2025

Single-Family Homes

Indian River County



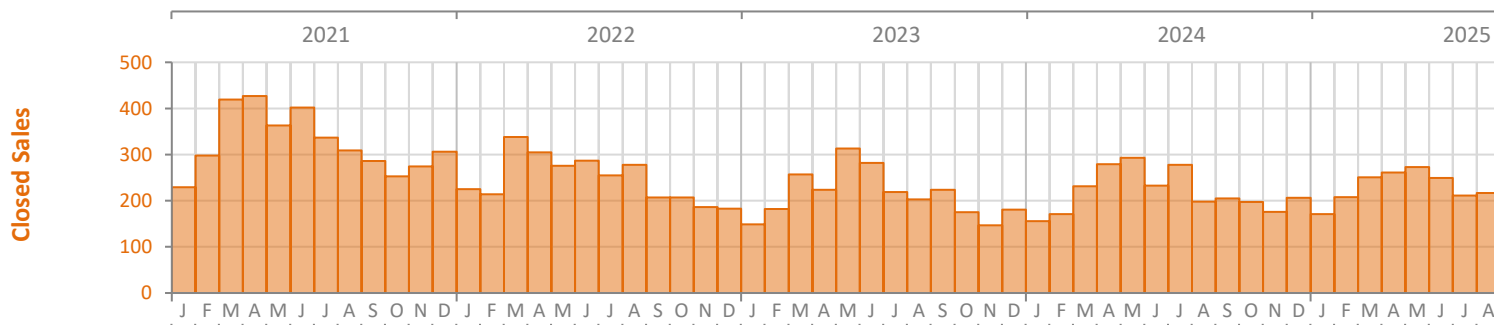
Summary Statistics	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	217	198	9.6%
Paid in Cash	85	71	19.7%
Median Sale Price	\$390,000	\$405,000	-3.7%
Average Sale Price	\$534,496	\$581,157	-8.0%
Dollar Volume	\$116.0 Million	\$115.1 Million	0.8%
Median Percent of Original List Price Received	93.7%	95.2%	-1.6%
Median Time to Contract	71 Days	52 Days	36.5%
Median Time to Sale	109 Days	93 Days	17.2%
New Pending Sales	228	215	6.0%
New Listings	297	184	61.4%
Pending Inventory	291	321	-9.3%
Inventory (Active Listings)	1,161	1,013	14.6%
Months Supply of Inventory	5.3	4.7	12.8%

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	1,841	0.1%
August 2025	217	9.6%
July 2025	211	-24.1%
June 2025	249	6.9%
May 2025	273	-6.8%
April 2025	261	-6.5%
March 2025	251	8.7%
February 2025	208	21.6%
January 2025	171	9.6%
December 2024	206	13.8%
November 2024	176	19.7%
October 2024	197	12.6%
September 2024	205	-8.5%
August 2024	198	-2.5%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

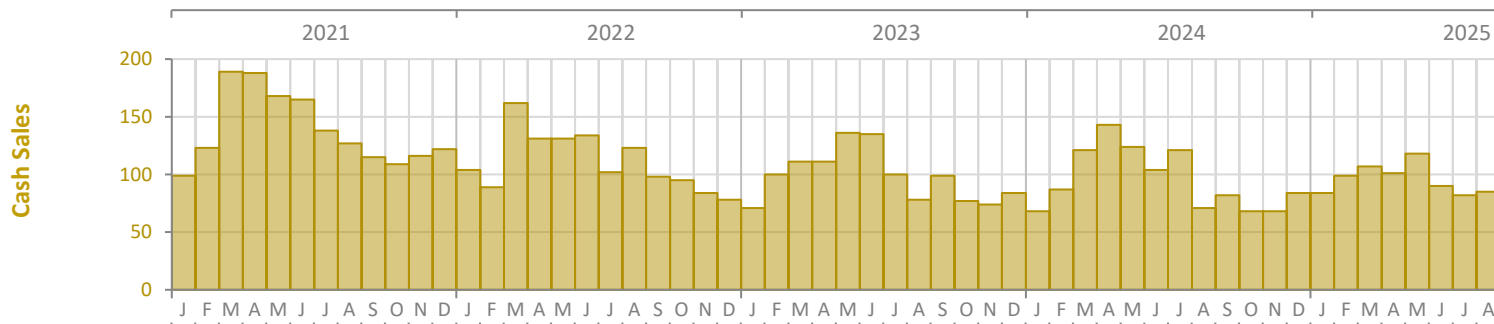


Cash Sales

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	766	-8.7%
August 2025	85	19.7%
July 2025	82	-32.2%
June 2025	90	-13.5%
May 2025	118	-4.8%
April 2025	101	-29.4%
March 2025	107	-11.6%
February 2025	99	13.8%
January 2025	84	23.5%
December 2024	84	0.0%
November 2024	68	-8.1%
October 2024	68	-11.7%
September 2024	82	-17.2%
August 2024	71	-9.0%

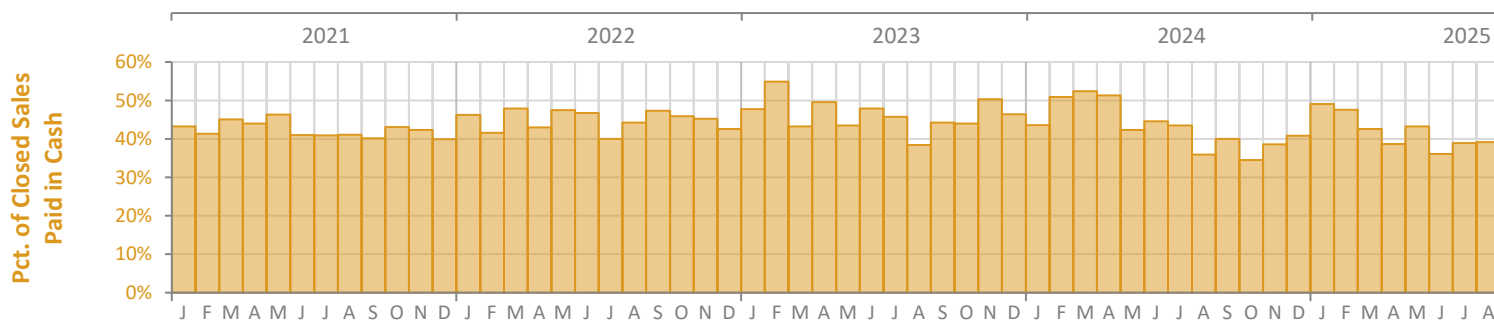


Cash Sales as a Percentage of Closed Sales

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	41.6%	-8.8%
August 2025	39.2%	9.2%
July 2025	38.9%	-10.6%
June 2025	36.1%	-19.1%
May 2025	43.2%	2.1%
April 2025	38.7%	-24.6%
March 2025	42.6%	-18.7%
February 2025	47.6%	-6.5%
January 2025	49.1%	12.6%
December 2024	40.8%	-12.1%
November 2024	38.6%	-23.3%
October 2024	34.5%	-21.6%
September 2024	40.0%	-9.5%
August 2024	35.9%	-6.5%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

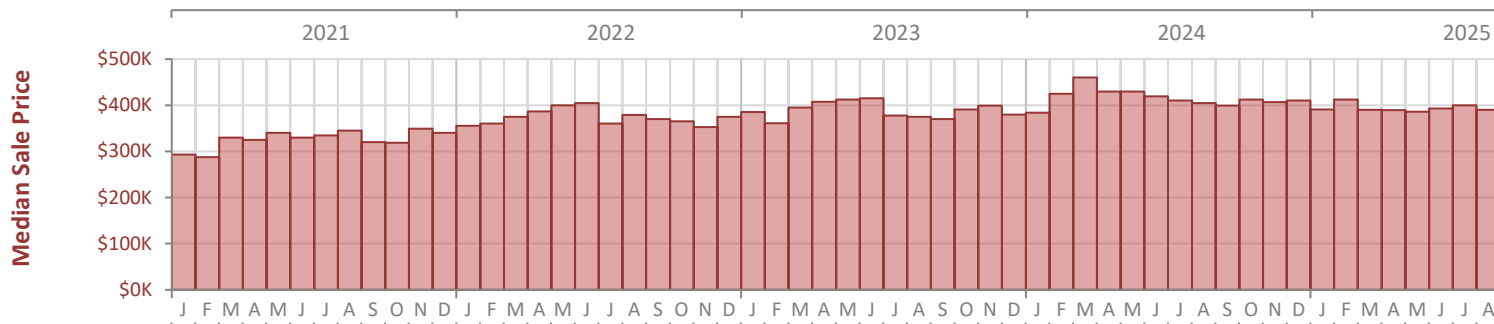


Median Sale Price

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	\$400,000	-7.0%
August 2025	\$390,000	-3.7%
July 2025	\$400,000	-2.4%
June 2025	\$392,975	-6.3%
May 2025	\$386,190	-10.2%
April 2025	\$389,450	-9.4%
March 2025	\$390,000	-15.2%
February 2025	\$412,500	-2.9%
January 2025	\$390,500	1.7%
December 2024	\$410,000	7.9%
November 2024	\$406,500	1.9%
October 2024	\$412,000	5.3%
September 2024	\$398,965	7.8%
August 2024	\$405,000	8.0%

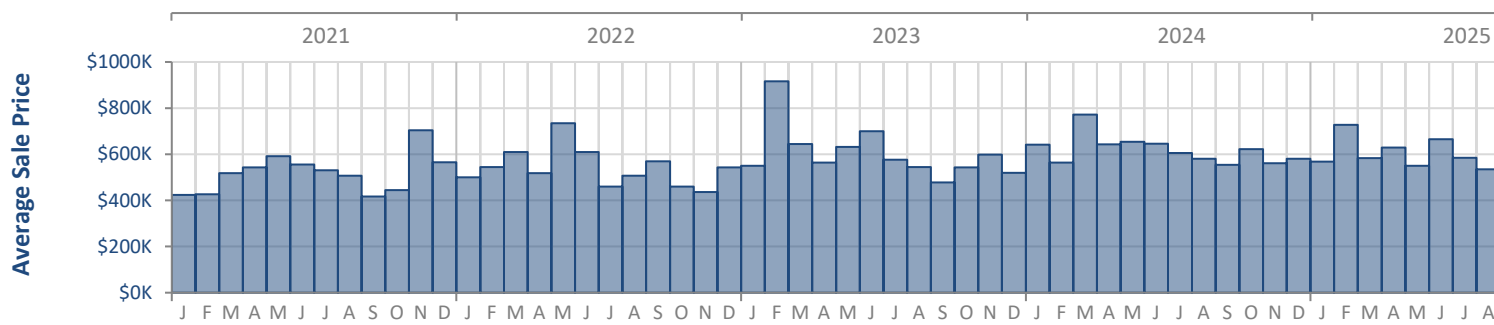


Average Sale Price

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	\$605,438	-5.7%
August 2025	\$534,496	-8.0%
July 2025	\$584,870	-3.5%
June 2025	\$665,520	3.0%
May 2025	\$550,609	-15.9%
April 2025	\$629,091	-2.2%
March 2025	\$583,933	-24.4%
February 2025	\$727,699	29.2%
January 2025	\$567,642	-11.6%
December 2024	\$580,397	11.6%
November 2024	\$561,557	-6.2%
October 2024	\$622,361	14.6%
September 2024	\$554,065	15.8%
August 2024	\$581,157	6.7%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

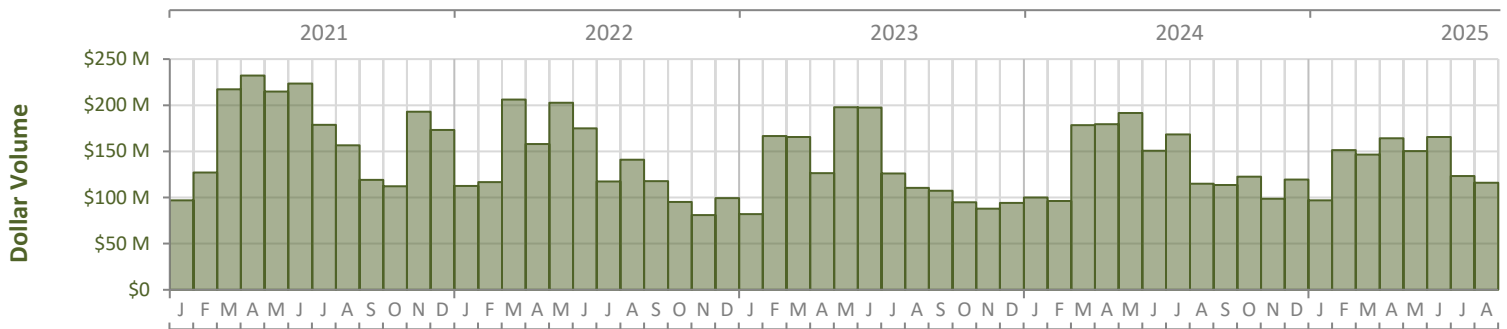


Dollar Volume

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	\$1.1 Billion	-5.5%
August 2025	\$116.0 Million	0.8%
July 2025	\$123.4 Million	-26.8%
June 2025	\$165.7 Million	10.1%
May 2025	\$150.3 Million	-21.6%
April 2025	\$164.2 Million	-8.5%
March 2025	\$146.6 Million	-17.8%
February 2025	\$151.4 Million	57.1%
January 2025	\$97.1 Million	-3.1%
December 2024	\$119.6 Million	27.1%
November 2024	\$98.8 Million	12.3%
October 2024	\$122.6 Million	29.0%
September 2024	\$113.6 Million	6.0%
August 2024	\$115.1 Million	4.0%

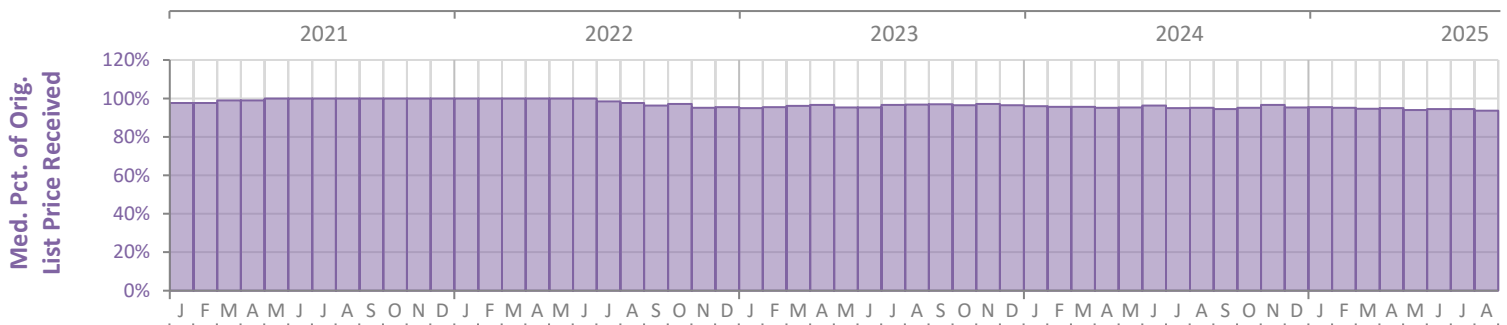


Median Percent of Original List Price Received

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	94.5%	-1.0%
August 2025	93.7%	-1.6%
July 2025	94.4%	-0.6%
June 2025	94.4%	-2.0%
May 2025	94.0%	-1.4%
April 2025	95.0%	-0.2%
March 2025	94.6%	-1.1%
February 2025	95.1%	-0.5%
January 2025	95.5%	-0.5%
December 2024	95.3%	-1.1%
November 2024	96.6%	-0.6%
October 2024	95.1%	-1.3%
September 2024	94.5%	-2.6%
August 2024	95.2%	-1.7%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

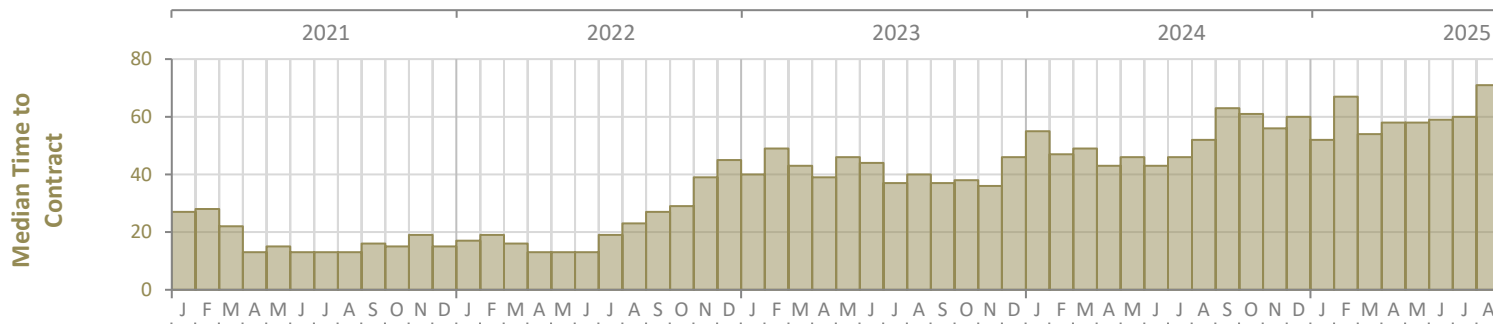


Median Time to Contract

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	64 Days	33.3%
August 2025	71 Days	36.5%
July 2025	60 Days	30.4%
June 2025	59 Days	37.2%
May 2025	58 Days	26.1%
April 2025	58 Days	34.9%
March 2025	54 Days	10.2%
February 2025	67 Days	42.6%
January 2025	52 Days	-5.5%
December 2024	60 Days	30.4%
November 2024	56 Days	55.6%
October 2024	61 Days	60.5%
September 2024	63 Days	70.3%
August 2024	52 Days	30.0%

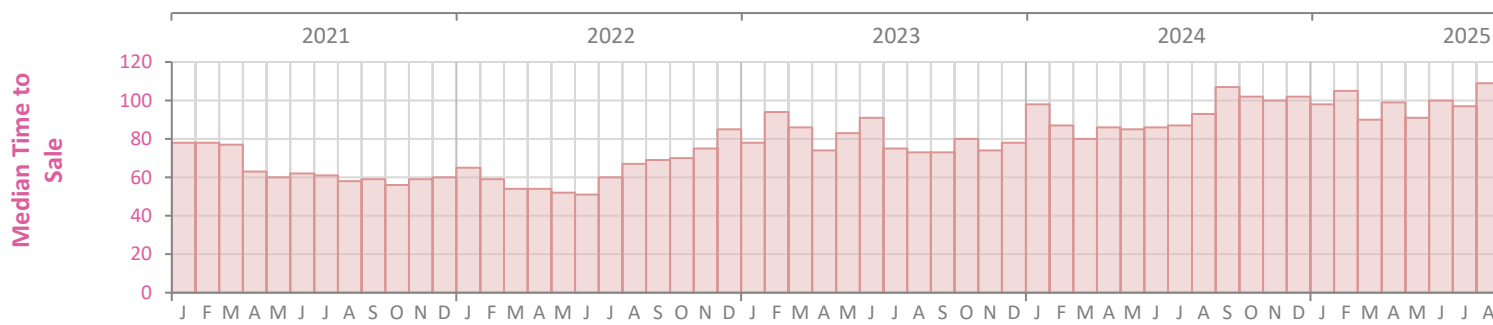


Median Time to Sale

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	104 Days	15.6%
August 2025	109 Days	17.2%
July 2025	97 Days	11.5%
June 2025	100 Days	16.3%
May 2025	91 Days	7.1%
April 2025	99 Days	15.1%
March 2025	90 Days	12.5%
February 2025	105 Days	20.7%
January 2025	98 Days	0.0%
December 2024	102 Days	30.8%
November 2024	100 Days	35.1%
October 2024	102 Days	27.5%
September 2024	107 Days	46.6%
August 2024	93 Days	27.4%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

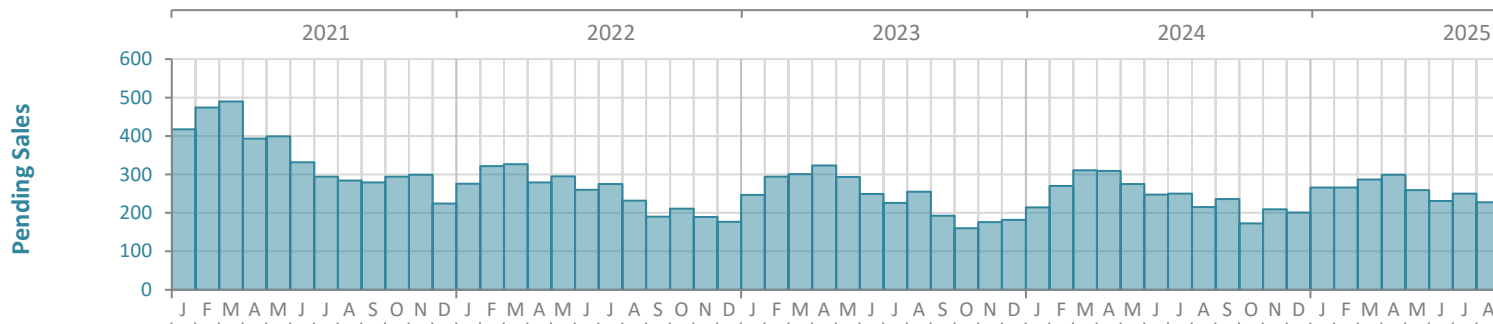


New Pending Sales

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	2,086	-0.3%
August 2025	228	6.0%
July 2025	250	0.0%
June 2025	231	-6.9%
May 2025	259	-5.8%
April 2025	299	-3.2%
March 2025	287	-7.7%
February 2025	266	-1.5%
January 2025	266	24.3%
December 2024	201	10.4%
November 2024	209	18.8%
October 2024	173	8.1%
September 2024	236	22.3%
August 2024	215	-15.7%

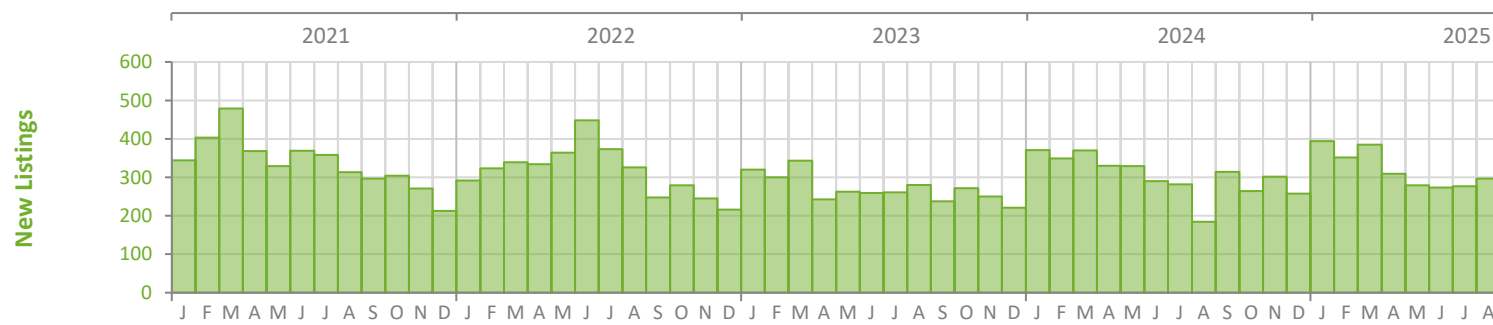


New Listings

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	2,566	2.4%
August 2025	297	61.4%
July 2025	277	-1.8%
June 2025	273	-5.9%
May 2025	279	-15.2%
April 2025	309	-6.4%
March 2025	385	4.1%
February 2025	352	0.9%
January 2025	394	6.2%
December 2024	258	16.7%
November 2024	302	20.8%
October 2024	264	-2.9%
September 2024	314	31.9%
August 2024	184	-34.3%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

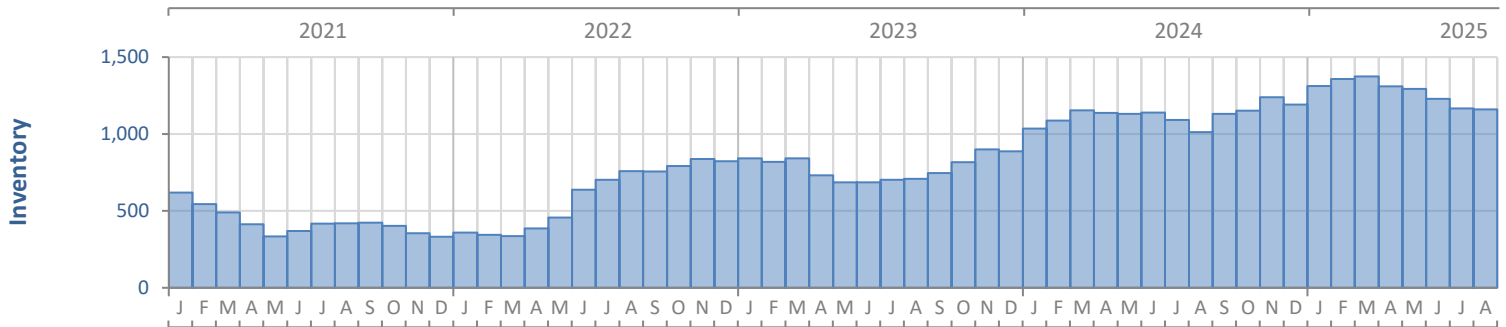


Inventory (Active Listings)

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)	1,276	16.1%
August 2025	1,161	14.6%
July 2025	1,167	7.0%
June 2025	1,229	7.8%
May 2025	1,294	14.4%
April 2025	1,309	15.1%
March 2025	1,375	19.2%
February 2025	1,357	24.7%
January 2025	1,312	26.6%
December 2024	1,191	34.1%
November 2024	1,240	37.8%
October 2024	1,152	41.0%
September 2024	1,130	51.5%
August 2024	1,013	43.1%

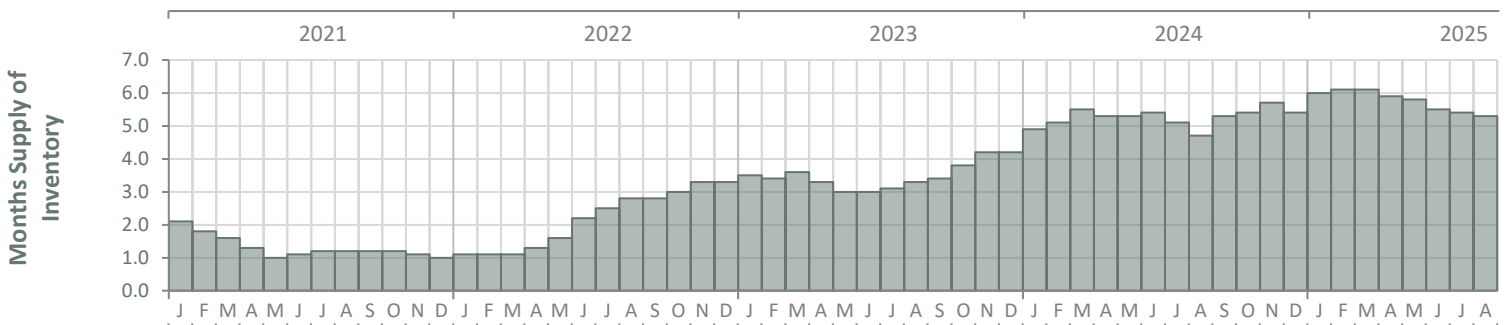


Months Supply of Inventory

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)	5.8	11.5%
August 2025	5.3	12.8%
July 2025	5.4	5.9%
June 2025	5.5	1.9%
May 2025	5.8	9.4%
April 2025	5.9	11.3%
March 2025	6.1	10.9%
February 2025	6.1	19.6%
January 2025	6.0	22.4%
December 2024	5.4	28.6%
November 2024	5.7	35.7%
October 2024	5.4	42.1%
September 2024	5.3	55.9%
August 2024	4.7	42.4%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

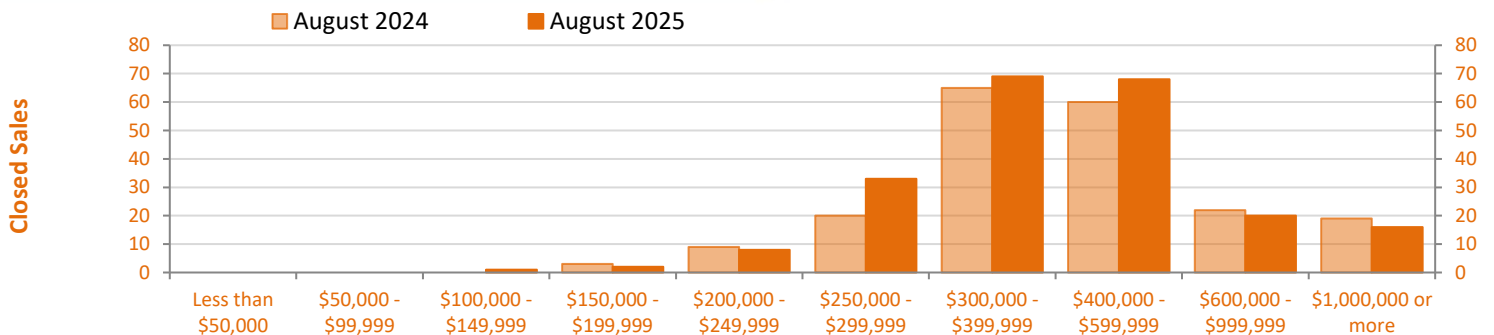


Closed Sales by Sale Price

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	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	8	-11.1%
\$250,000 - \$299,999	33	65.0%
\$300,000 - \$399,999	69	6.2%
\$400,000 - \$599,999	68	13.3%
\$600,000 - \$999,999	20	-9.1%
\$1,000,000 or more	16	-15.8%

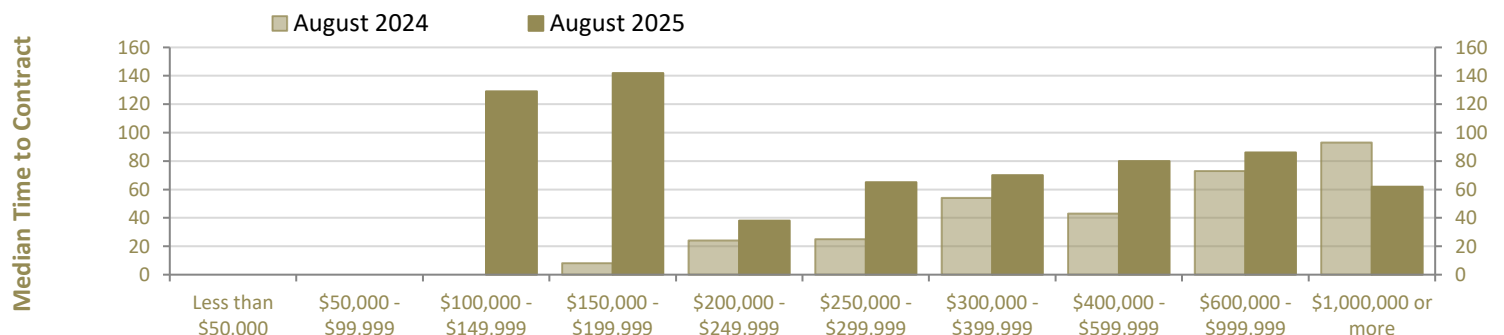


Median Time to Contract by Sale Price

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	129 Days	N/A
\$150,000 - \$199,999	142 Days	1675.0%
\$200,000 - \$249,999	38 Days	58.3%
\$250,000 - \$299,999	65 Days	160.0%
\$300,000 - \$399,999	70 Days	29.6%
\$400,000 - \$599,999	80 Days	86.0%
\$600,000 - \$999,999	86 Days	17.8%
\$1,000,000 or more	62 Days	-33.3%



Monthly Market Detail - August 2025

Single-Family Homes

Indian River County

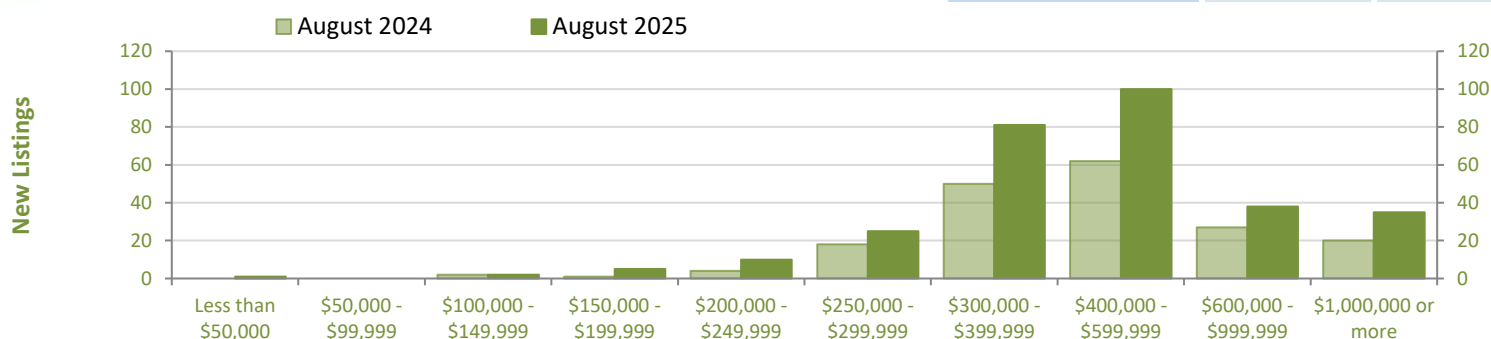


New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	5	400.0%
\$200,000 - \$249,999	10	150.0%
\$250,000 - \$299,999	25	38.9%
\$300,000 - \$399,999	81	62.0%
\$400,000 - \$599,999	100	61.3%
\$600,000 - \$999,999	38	40.7%
\$1,000,000 or more	35	75.0%

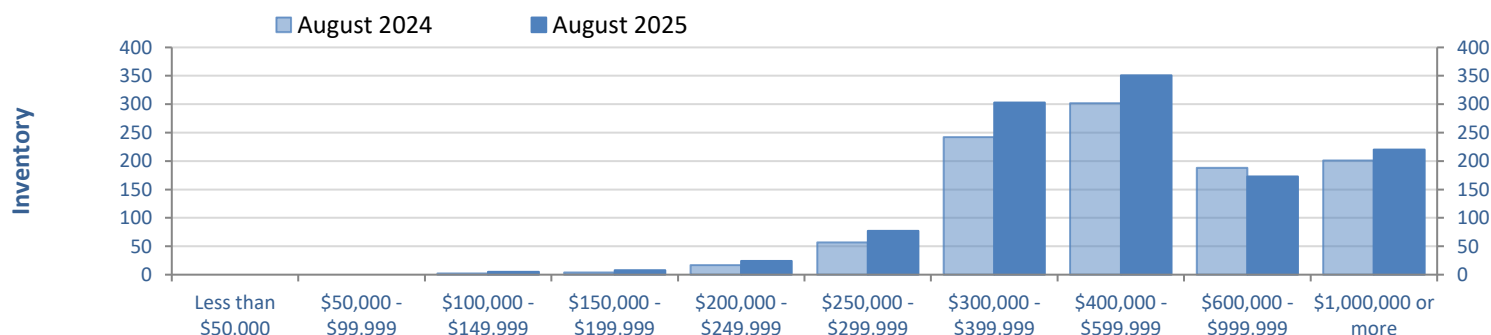


Inventory by Current Listing Price

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.

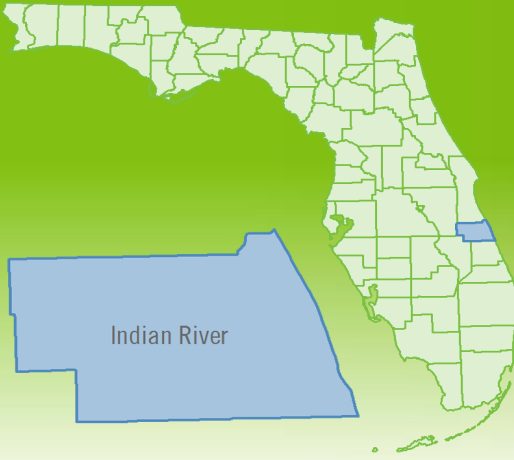
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	8	100.0%
\$200,000 - \$249,999	24	41.2%
\$250,000 - \$299,999	77	35.1%
\$300,000 - \$399,999	303	25.2%
\$400,000 - \$599,999	351	16.2%
\$600,000 - \$999,999	173	-8.0%
\$1,000,000 or more	220	9.5%



Monthly Distressed Market - August 2025

Single-Family Homes

Indian River County



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	213	197	8.1%
	Median Sale Price	\$395,000	\$405,000	-2.5%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$194,882	\$168,000	16.0%
Short Sale	Closed Sales	2	0	N/A
	Median Sale Price	\$641,750	(No Sales)	N/A

