

Quarterly Market Detail - Q4 2023

Townhouses and Condos

Martin County



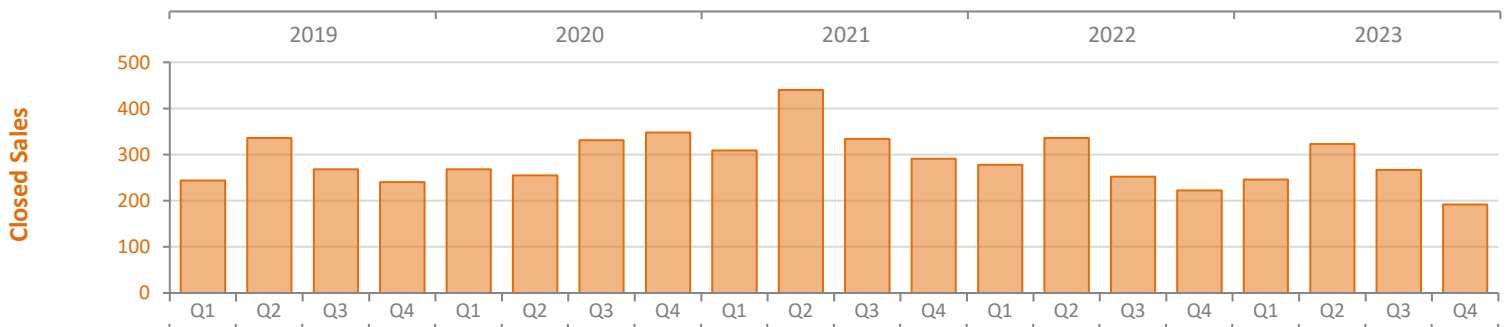
Summary Statistics	Q4 2023	Q4 2022	Percent Change Year-over-Year
Closed Sales	192	222	-13.5%
Paid in Cash	124	144	-13.9%
Median Sale Price	\$295,000	\$285,000	3.5%
Average Sale Price	\$378,308	\$315,992	19.7%
Dollar Volume	\$72.6 Million	\$70.2 Million	3.5%
Median Percent of Original List Price Received	95.3%	95.6%	-0.3%
Median Time to Contract	34 Days	25 Days	36.0%
Median Time to Sale	68 Days	61 Days	11.5%
New Pending Sales	214	188	13.8%
New Listings	390	291	34.0%
Pending Inventory	122	93	31.2%
Inventory (Active Listings)	449	291	54.3%
Months Supply of Inventory	5.2	3.2	62.5%

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	1,028	-5.5%
Q4 2023	192	-13.5%
Q3 2023	267	6.0%
Q2 2023	323	-3.9%
Q1 2023	246	-11.5%
Q4 2022	222	-23.7%
Q3 2022	252	-24.6%
Q2 2022	336	-23.6%
Q1 2022	278	-10.0%
Q4 2021	291	-16.4%
Q3 2021	334	0.9%
Q2 2021	440	72.5%
Q1 2021	309	15.3%
Q4 2020	348	45.0%

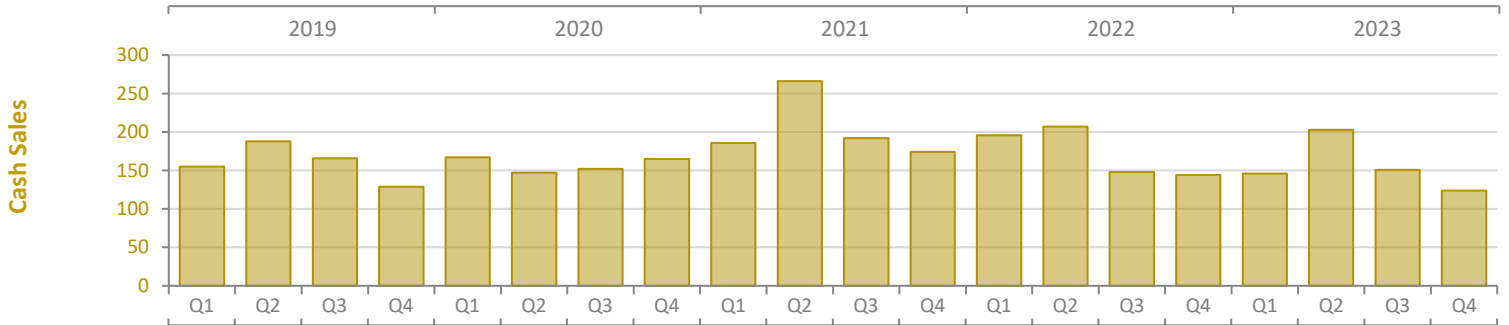


Cash Sales

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	624	-10.2%
Q4 2023	124	-13.9%
Q3 2023	151	2.0%
Q2 2023	203	-1.9%
Q1 2023	146	-25.5%
Q4 2022	144	-17.2%
Q3 2022	148	-22.9%
Q2 2022	207	-22.2%
Q1 2022	196	5.4%
Q4 2021	174	5.5%
Q3 2021	192	26.3%
Q2 2021	266	81.0%
Q1 2021	186	11.4%
Q4 2020	165	27.9%

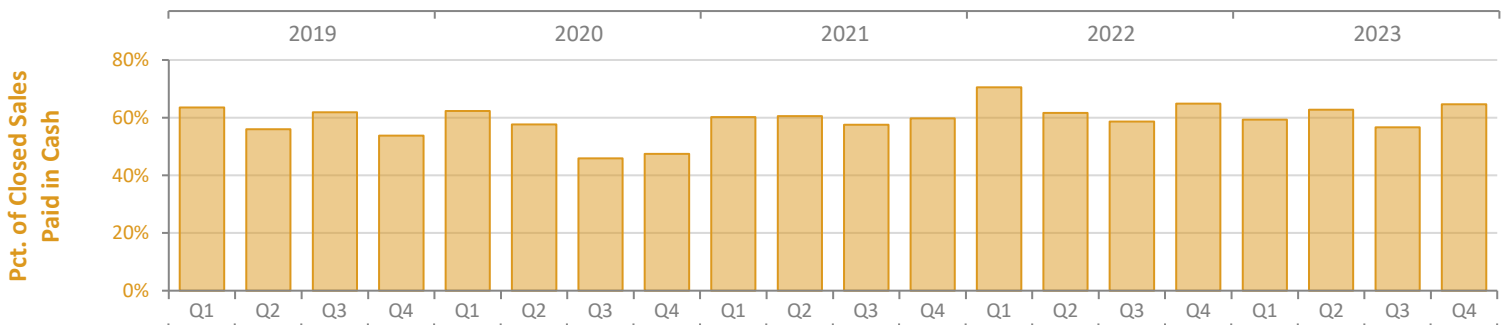


Cash Sales as a Percentage of Closed Sales

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	60.7%	-5.0%
Q4 2023	64.6%	-0.5%
Q3 2023	56.6%	-3.6%
Q2 2023	62.8%	1.9%
Q1 2023	59.3%	-15.9%
Q4 2022	64.9%	8.5%
Q3 2022	58.7%	2.1%
Q2 2022	61.6%	1.8%
Q1 2022	70.5%	17.1%
Q4 2021	59.8%	26.2%
Q3 2021	57.5%	25.3%
Q2 2021	60.5%	5.0%
Q1 2021	60.2%	-3.4%
Q4 2020	47.4%	-11.9%

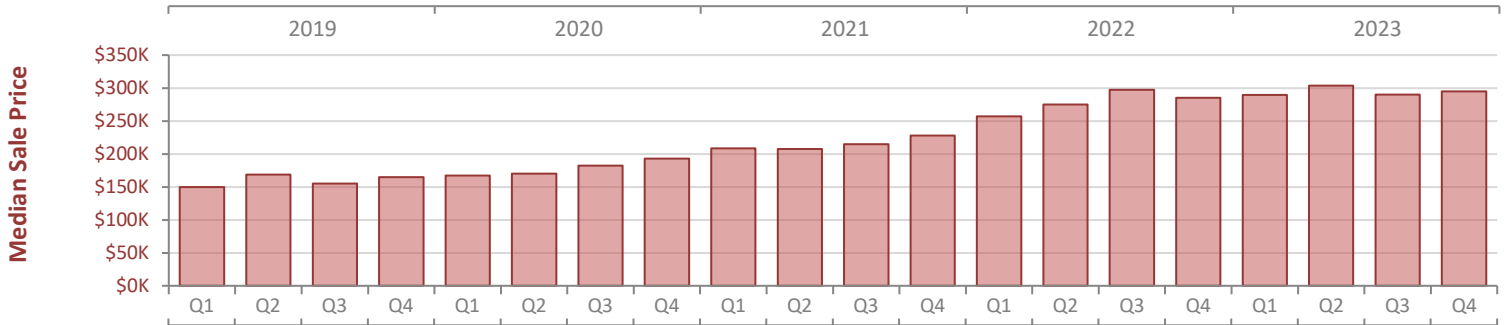


Median Sale Price

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	\$295,000	5.4%
Q4 2023	\$295,000	3.5%
Q3 2023	\$290,000	-2.5%
Q2 2023	\$303,750	10.5%
Q1 2023	\$289,500	12.6%
Q4 2022	\$285,000	25.0%
Q3 2022	\$297,500	38.4%
Q2 2022	\$275,000	32.5%
Q1 2022	\$257,000	23.1%
Q4 2021	\$228,000	18.1%
Q3 2021	\$215,000	18.0%
Q2 2021	\$207,500	22.1%
Q1 2021	\$208,750	24.6%
Q4 2020	\$193,000	17.0%

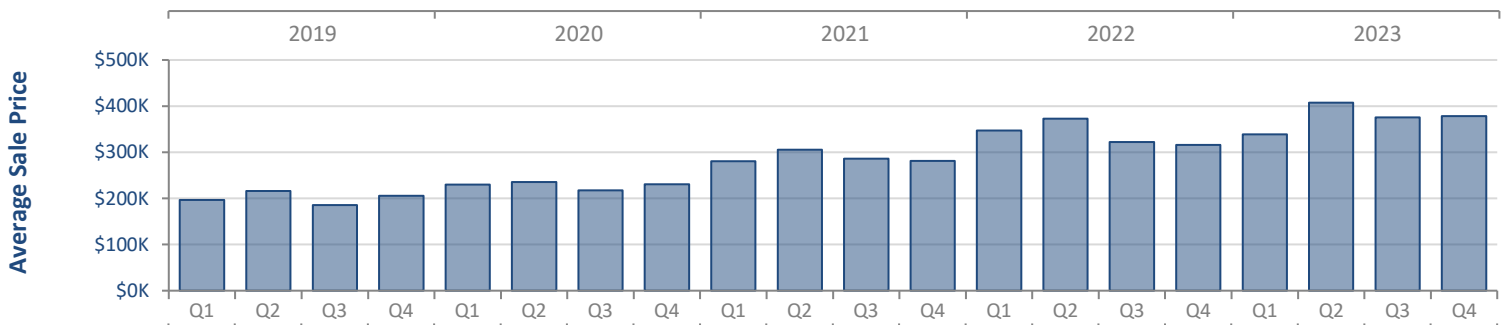


Average Sale Price

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	\$377,205	9.9%
Q4 2023	\$378,308	19.7%
Q3 2023	\$375,391	16.4%
Q2 2023	\$407,294	9.2%
Q1 2023	\$338,805	-2.4%
Q4 2022	\$315,992	12.5%
Q3 2022	\$322,426	12.8%
Q2 2022	\$373,074	22.1%
Q1 2022	\$347,246	23.7%
Q4 2021	\$280,935	21.6%
Q3 2021	\$285,890	31.3%
Q2 2021	\$305,649	29.7%
Q1 2021	\$280,826	22.0%
Q4 2020	\$230,956	12.3%



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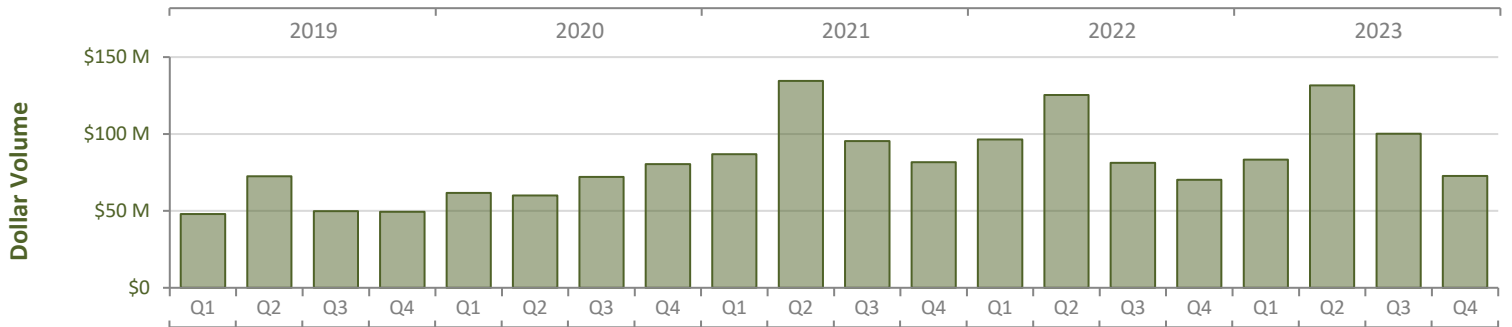


Dollar Volume

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	\$387.8 Million	3.9%
Q4 2023	\$72.6 Million	3.5%
Q3 2023	\$100.2 Million	23.4%
Q2 2023	\$131.6 Million	4.9%
Q1 2023	\$83.3 Million	-13.7%
Q4 2022	\$70.2 Million	-14.2%
Q3 2022	\$81.3 Million	-14.9%
Q2 2022	\$125.4 Million	-6.8%
Q1 2022	\$96.5 Million	11.2%
Q4 2021	\$81.8 Million	1.7%
Q3 2021	\$95.5 Million	32.5%
Q2 2021	\$134.5 Million	123.9%
Q1 2021	\$86.8 Million	40.7%
Q4 2020	\$80.4 Million	62.8%

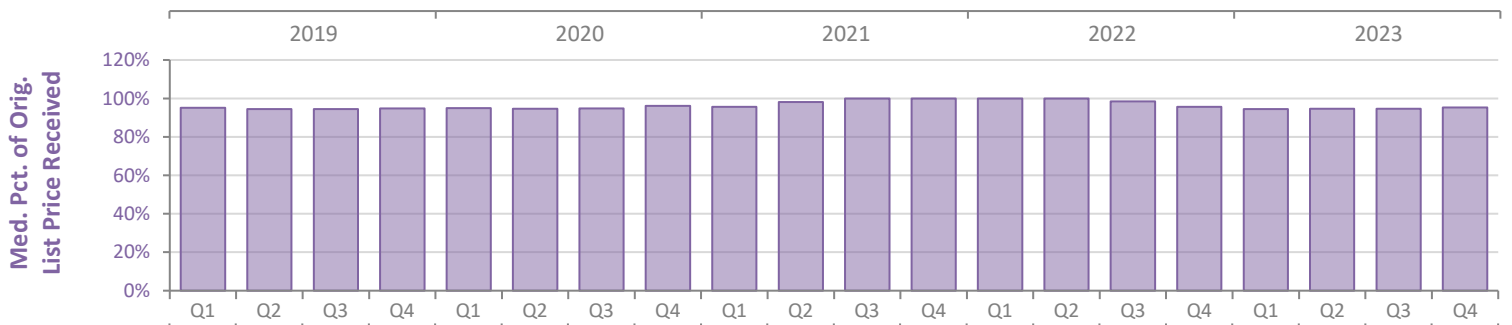


Median Percent of Original List Price Received

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	94.6%	-4.3%
Q4 2023	95.3%	-0.3%
Q3 2023	94.6%	-4.0%
Q2 2023	94.6%	-5.4%
Q1 2023	94.4%	-5.6%
Q4 2022	95.6%	-4.4%
Q3 2022	98.5%	-1.5%
Q2 2022	100.0%	1.9%
Q1 2022	100.0%	4.6%
Q4 2021	100.0%	4.1%
Q3 2021	100.0%	5.5%
Q2 2021	98.1%	3.6%
Q1 2021	95.6%	0.6%
Q4 2020	96.1%	1.4%

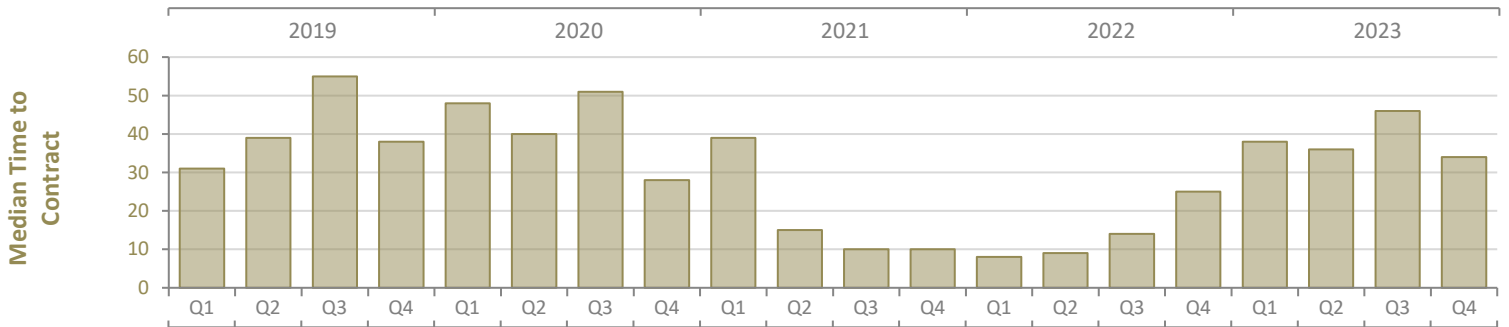


Median Time to Contract

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	38 Days	216.7%
Q4 2023	34 Days	36.0%
Q3 2023	46 Days	228.6%
Q2 2023	36 Days	300.0%
Q1 2023	38 Days	375.0%
Q4 2022	25 Days	150.0%
Q3 2022	14 Days	40.0%
Q2 2022	9 Days	-40.0%
Q1 2022	8 Days	-79.5%
Q4 2021	10 Days	-64.3%
Q3 2021	10 Days	-80.4%
Q2 2021	15 Days	-62.5%
Q1 2021	39 Days	-18.8%
Q4 2020	28 Days	-26.3%

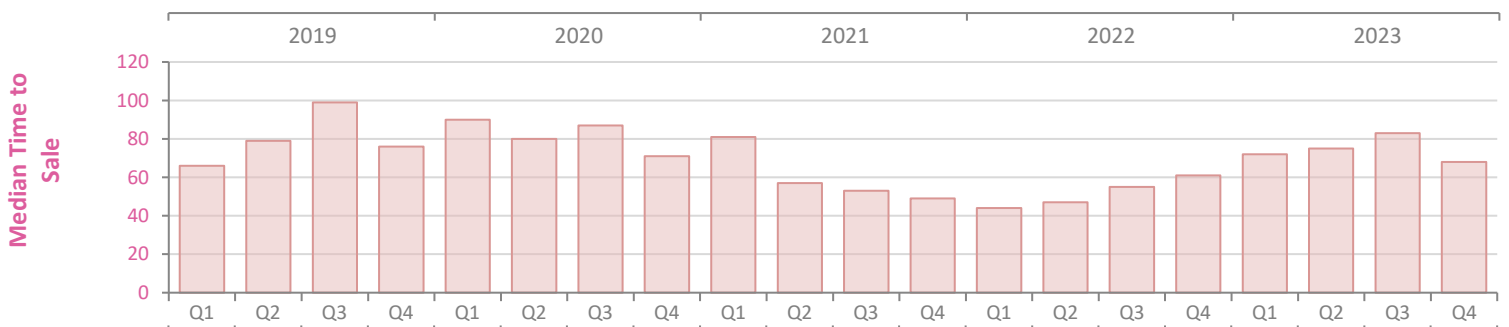


Median Time to Sale

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	77 Days	54.0%
Q4 2023	68 Days	11.5%
Q3 2023	83 Days	50.9%
Q2 2023	75 Days	59.6%
Q1 2023	72 Days	63.6%
Q4 2022	61 Days	24.5%
Q3 2022	55 Days	3.8%
Q2 2022	47 Days	-17.5%
Q1 2022	44 Days	-45.7%
Q4 2021	49 Days	-31.0%
Q3 2021	53 Days	-39.1%
Q2 2021	57 Days	-28.8%
Q1 2021	81 Days	-10.0%
Q4 2020	71 Days	-6.6%

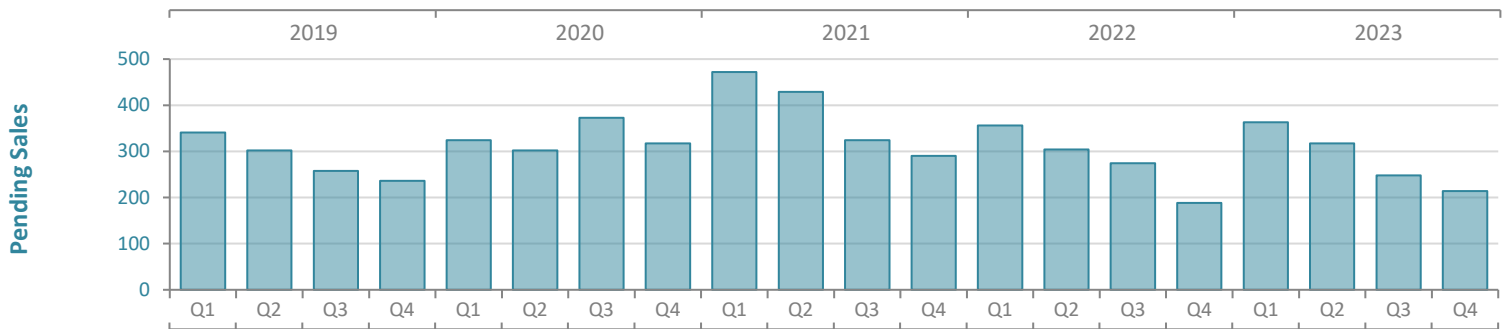


New Pending Sales

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	1,142	1.8%
Q4 2023	214	13.8%
Q3 2023	248	-9.5%
Q2 2023	317	4.3%
Q1 2023	363	2.0%
Q4 2022	188	-35.2%
Q3 2022	274	-15.4%
Q2 2022	304	-29.1%
Q1 2022	356	-24.6%
Q4 2021	290	-8.5%
Q3 2021	324	-13.1%
Q2 2021	429	42.1%
Q1 2021	472	45.7%
Q4 2020	317	34.3%

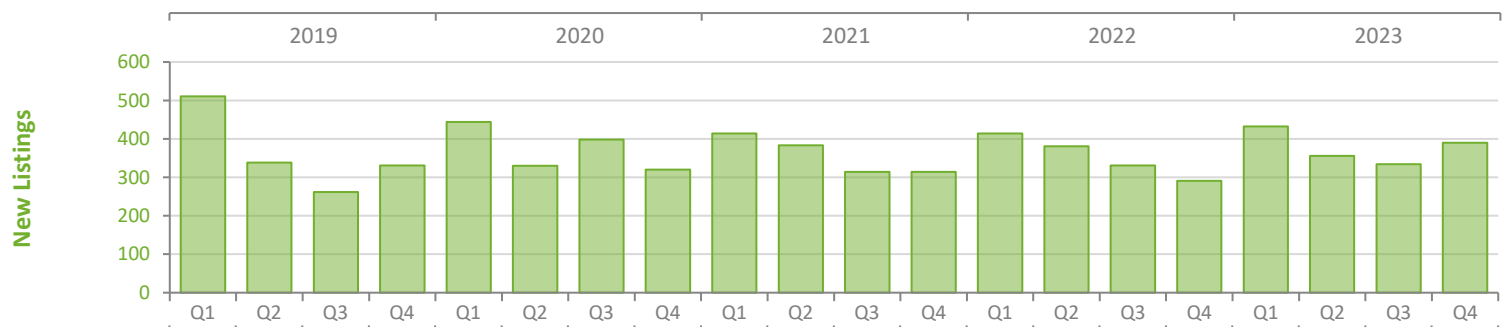


New Listings

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	1,512	6.7%
Q4 2023	390	34.0%
Q3 2023	334	0.9%
Q2 2023	356	-6.6%
Q1 2023	432	4.3%
Q4 2022	291	-7.3%
Q3 2022	331	5.4%
Q2 2022	381	-0.5%
Q1 2022	414	0.0%
Q4 2021	314	-1.9%
Q3 2021	314	-21.1%
Q2 2021	383	16.1%
Q1 2021	414	-6.8%
Q4 2020	320	-3.3%



Quarterly Market Detail - Q4 2023

Townhouses and Condos

Martin County

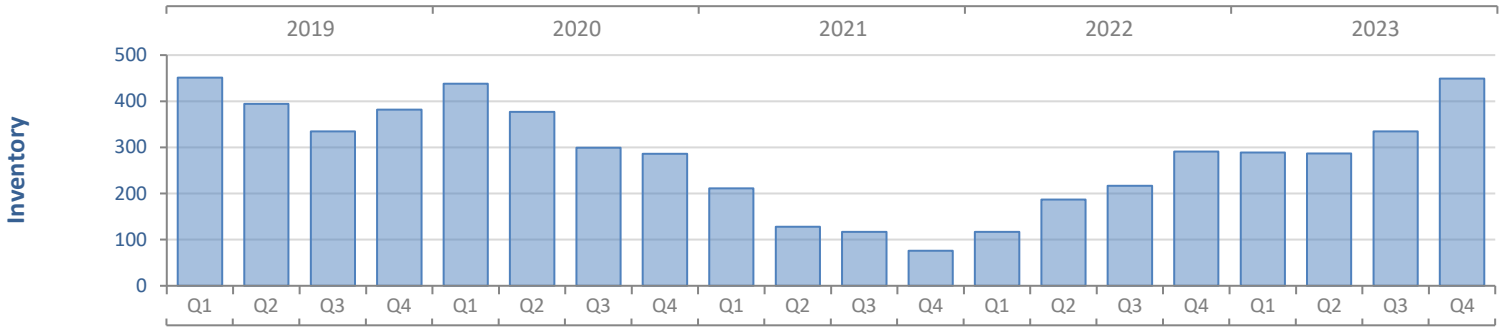


Inventory (Active Listings)

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)	330	79.4%
Q4 2023	449	54.3%
Q3 2023	335	54.4%
Q2 2023	287	53.5%
Q1 2023	289	147.0%
Q4 2022	291	282.9%
Q3 2022	217	85.5%
Q2 2022	187	46.1%
Q1 2022	117	-44.5%
Q4 2021	76	-73.4%
Q3 2021	117	-60.9%
Q2 2021	128	-66.0%
Q1 2021	211	-51.8%
Q4 2020	286	-25.1%

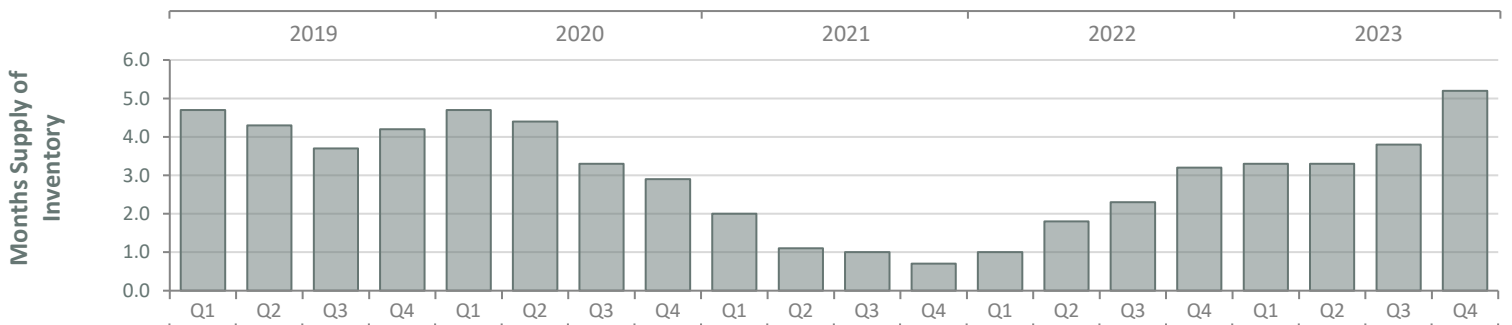


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.8	111.1%
Q4 2023	5.2	62.5%
Q3 2023	3.8	65.2%
Q2 2023	3.3	83.3%
Q1 2023	3.3	230.0%
Q4 2022	3.2	357.1%
Q3 2022	2.3	130.0%
Q2 2022	1.8	63.6%
Q1 2022	1.0	-50.0%
Q4 2021	0.7	-75.9%
Q3 2021	1.0	-69.7%
Q2 2021	1.1	-75.0%
Q1 2021	2.0	-57.4%
Q4 2020	2.9	-31.0%

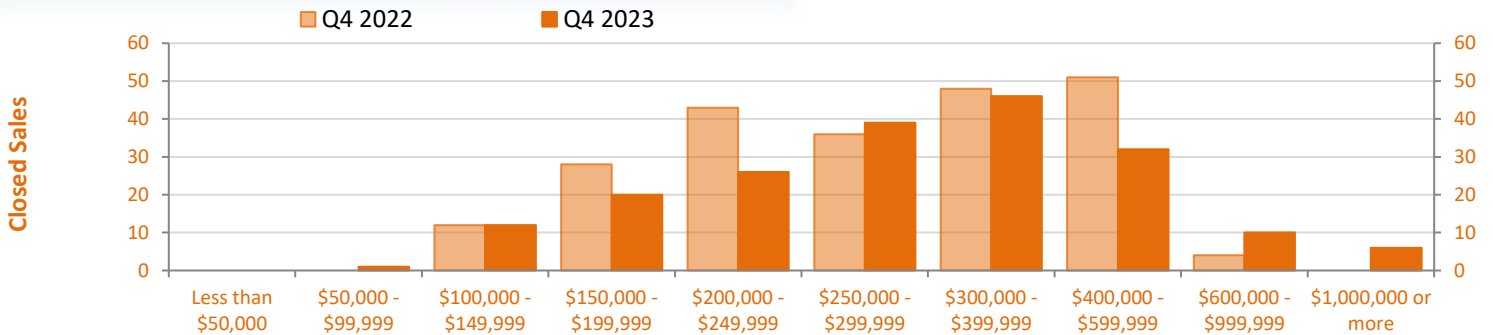


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	12	0.0%
\$150,000 - \$199,999	20	-28.6%
\$200,000 - \$249,999	26	-39.5%
\$250,000 - \$299,999	39	8.3%
\$300,000 - \$399,999	46	-4.2%
\$400,000 - \$599,999	32	-37.3%
\$600,000 - \$999,999	10	150.0%
\$1,000,000 or more	6	N/A

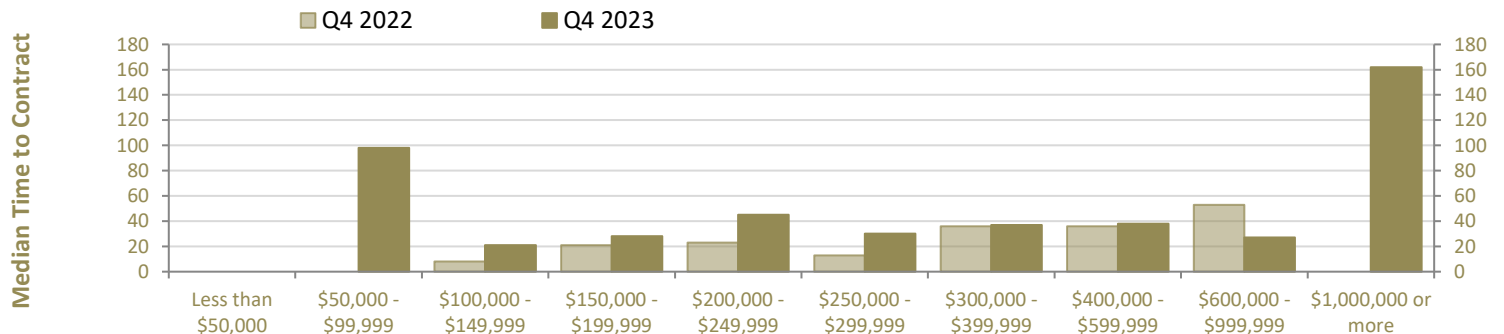


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	98 Days	N/A
\$100,000 - \$149,999	21 Days	162.5%
\$150,000 - \$199,999	28 Days	33.3%
\$200,000 - \$249,999	45 Days	95.7%
\$250,000 - \$299,999	30 Days	130.8%
\$300,000 - \$399,999	37 Days	2.8%
\$400,000 - \$599,999	38 Days	5.6%
\$600,000 - \$999,999	27 Days	-49.1%
\$1,000,000 or more	162 Days	N/A



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	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	18	500.0%
\$150,000 - \$199,999	47	74.1%
\$200,000 - \$249,999	69	32.7%
\$250,000 - \$299,999	71	57.8%
\$300,000 - \$399,999	90	30.4%
\$400,000 - \$599,999	49	-30.0%
\$600,000 - \$999,999	35	118.8%
\$1,000,000 or more	10	25.0%

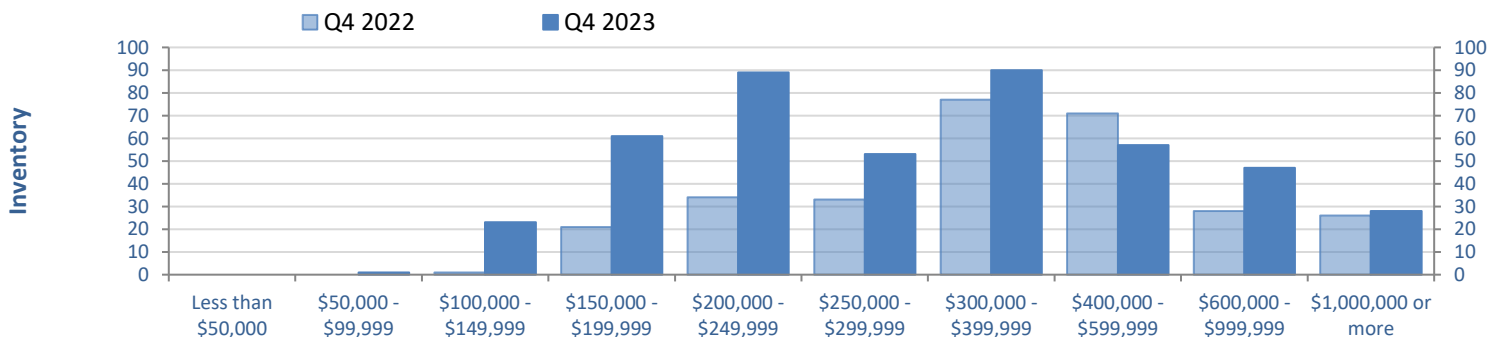


Inventory by Current Listing Price

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.

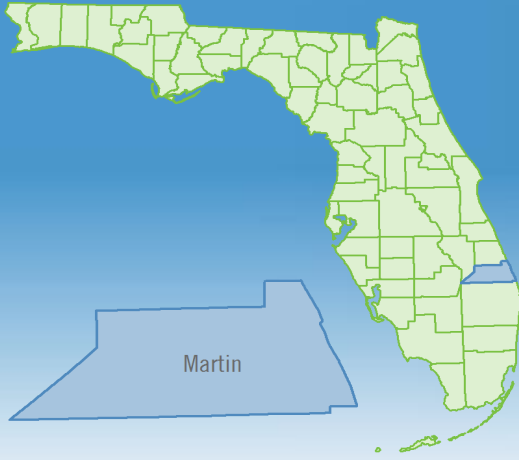
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	23	2200.0%
\$150,000 - \$199,999	61	190.5%
\$200,000 - \$249,999	89	161.8%
\$250,000 - \$299,999	53	60.6%
\$300,000 - \$399,999	90	16.9%
\$400,000 - \$599,999	57	-19.7%
\$600,000 - \$999,999	47	67.9%
\$1,000,000 or more	28	7.7%



Quarterly Distressed Market - Q4 2023

Townhouses and Condos

Martin County



		Q4 2023	Q4 2022	Percent Change Year-over-Year
Traditional	Closed Sales	192	221	-13.1%
	Median Sale Price	\$295,000	\$285,000	3.5%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$180,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

