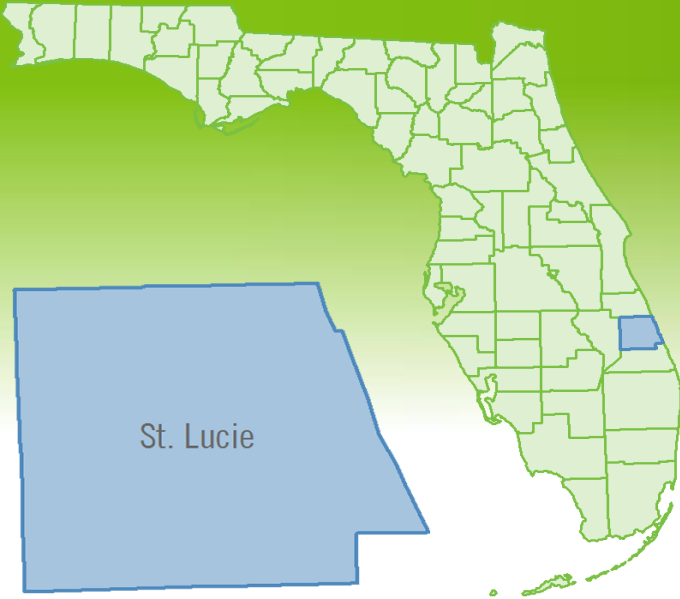


# Quarterly Market Detail - Q4 2023

## Single-Family Homes

### St. Lucie County



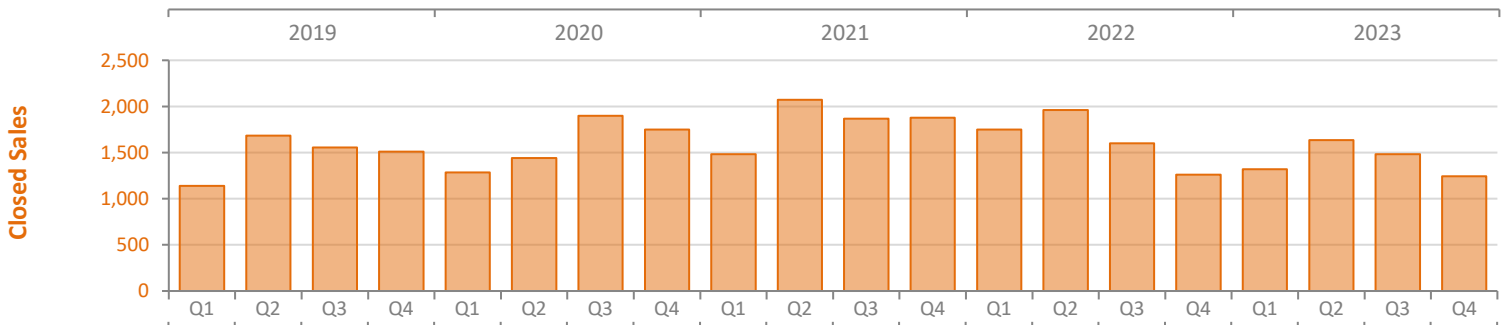
Summary Statistics	Q4 2023	Q4 2022	Percent Change Year-over-Year
Closed Sales	1,244	1,261	-1.3%
Paid in Cash	366	335	9.3%
Median Sale Price	\$397,965	\$384,950	3.4%
Average Sale Price	\$427,073	\$398,204	7.2%
Dollar Volume	\$531.3 Million	\$502.1 Million	5.8%
Median Percent of Original List Price Received	97.1%	96.3%	0.8%
Median Time to Contract	30 Days	33 Days	-9.1%
Median Time to Sale	72 Days	79 Days	-8.9%
New Pending Sales	1,155	1,270	-9.1%
New Listings	1,737	1,656	4.9%
Pending Inventory	541	650	-16.8%
Inventory (Active Listings)	1,719	1,692	1.6%
Months Supply of Inventory	3.6	3.1	16.1%

## 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	5,682	-13.5%
<b>Q4 2023</b>	<b>1,244</b>	<b>-1.3%</b>
Q3 2023	1,483	-7.3%
Q2 2023	1,634	-16.7%
Q1 2023	1,321	-24.4%
Q4 2022	1,261	-32.9%
Q3 2022	1,599	-14.3%
Q2 2022	1,961	-5.4%
Q1 2022	1,748	17.8%
Q4 2021	1,879	7.5%
Q3 2021	1,866	-1.6%
Q2 2021	2,073	43.8%
Q1 2021	1,484	15.5%
Q4 2020	1,748	15.8%

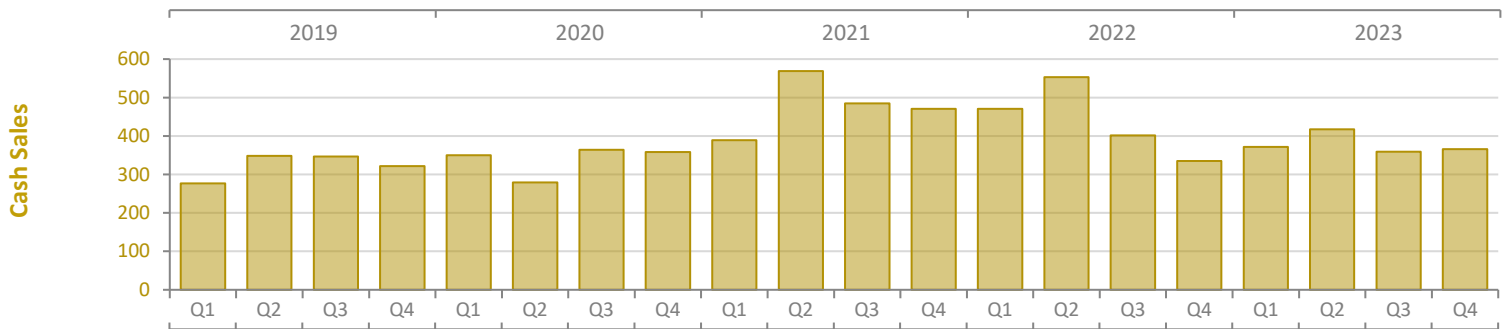


## Cash Sales

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	1,514	-14.0%
<b>Q4 2023</b>	<b>366</b>	<b>9.3%</b>
Q3 2023	359	-10.7%
Q2 2023	417	-24.6%
Q1 2023	372	-21.0%
Q4 2022	335	-28.9%
Q3 2022	402	-17.1%
Q2 2022	553	-2.8%
Q1 2022	471	21.1%
Q4 2021	471	31.6%
Q3 2021	485	33.2%
Q2 2021	569	103.9%
Q1 2021	389	11.1%
Q4 2020	358	11.2%

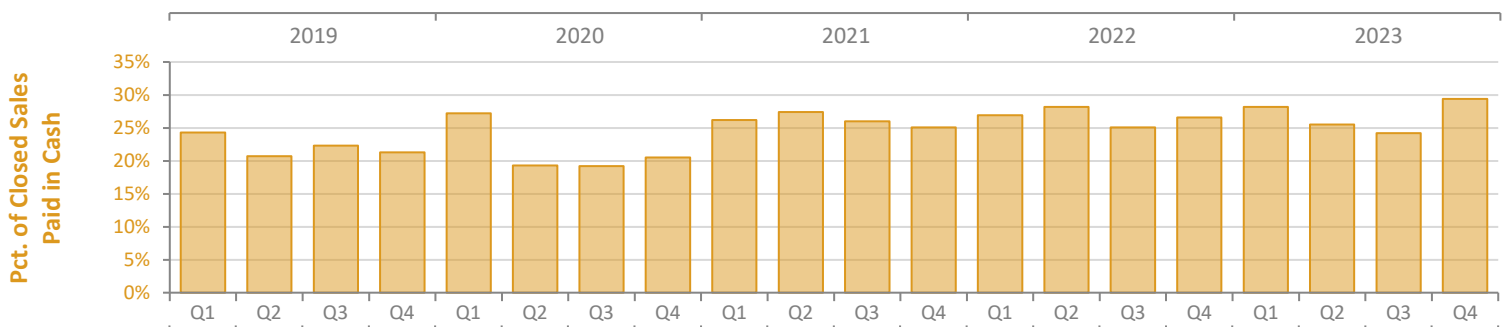


## Cash Sales as a Percentage of Closed Sales

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	26.6%	-0.7%
<b>Q4 2023</b>	<b>29.4%</b>	<b>10.5%</b>
Q3 2023	24.2%	-3.6%
Q2 2023	25.5%	-9.6%
Q1 2023	28.2%	4.8%
Q4 2022	26.6%	6.0%
Q3 2022	25.1%	-3.5%
Q2 2022	28.2%	2.9%
Q1 2022	26.9%	2.7%
Q4 2021	25.1%	22.4%
Q3 2021	26.0%	35.4%
Q2 2021	27.4%	42.0%
Q1 2021	26.2%	-3.7%
Q4 2020	20.5%	-3.8%

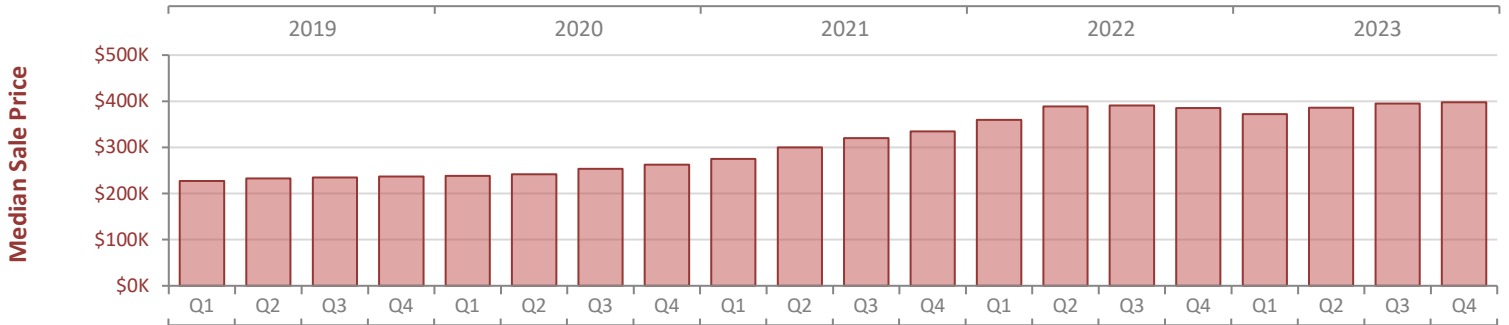


## Median Sale Price

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	\$388,258	2.2%
<b>Q4 2023</b>	<b>\$397,965</b>	<b>3.4%</b>
Q3 2023	\$394,725	1.1%
Q2 2023	\$386,165	-0.7%
Q1 2023	\$372,200	3.4%
Q4 2022	\$384,950	14.9%
Q3 2022	\$390,520	22.0%
Q2 2022	\$389,000	29.7%
Q1 2022	\$359,900	30.9%
Q4 2021	\$335,000	27.5%
Q3 2021	\$320,000	26.4%
Q2 2021	\$300,000	24.0%
Q1 2021	\$275,000	15.5%
Q4 2020	\$262,835	10.9%

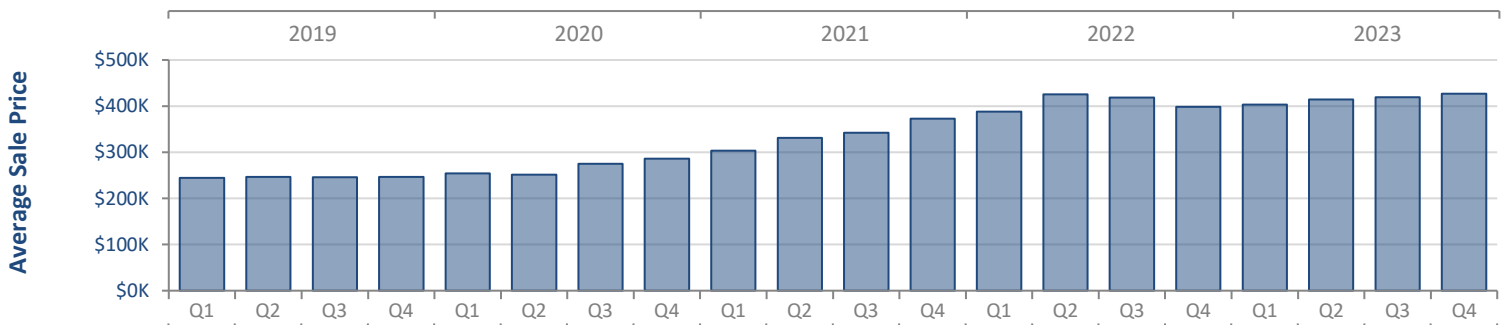


## Average Sale Price

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	\$415,979	1.8%
<b>Q4 2023</b>	<b>\$427,073</b>	<b>7.2%</b>
Q3 2023	\$419,500	0.2%
Q2 2023	\$414,595	-2.5%
Q1 2023	\$403,292	3.9%
Q4 2022	\$398,204	6.9%
Q3 2022	\$418,580	22.3%
Q2 2022	\$425,376	28.4%
Q1 2022	\$388,296	27.9%
Q4 2021	\$372,469	30.3%
Q3 2021	\$342,191	24.3%
Q2 2021	\$331,273	31.6%
Q1 2021	\$303,550	19.6%
Q4 2020	\$285,837	15.9%

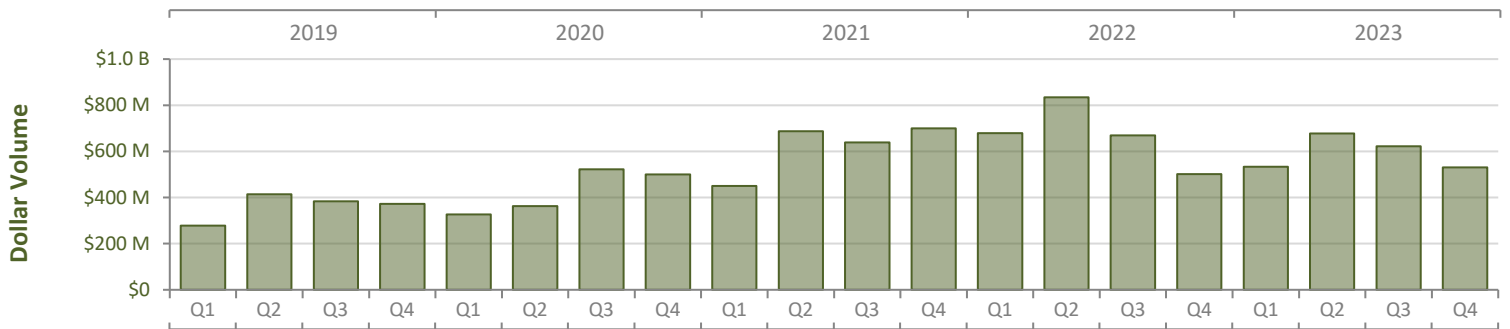


## Dollar Volume

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	\$2.4 Billion	-11.9%
<b>Q4 2023</b>	<b>\$531.3 Million</b>	<b>5.8%</b>
Q3 2023	\$622.1 Million	-7.1%
Q2 2023	\$677.4 Million	-18.8%
Q1 2023	\$532.7 Million	-21.5%
Q4 2022	\$502.1 Million	-28.3%
Q3 2022	\$669.3 Million	4.8%
Q2 2022	\$834.2 Million	21.5%
Q1 2022	\$678.7 Million	50.7%
Q4 2021	\$699.9 Million	40.1%
Q3 2021	\$638.5 Million	22.3%
Q2 2021	\$686.7 Million	89.2%
Q1 2021	\$450.5 Million	38.1%
Q4 2020	\$499.6 Million	34.3%

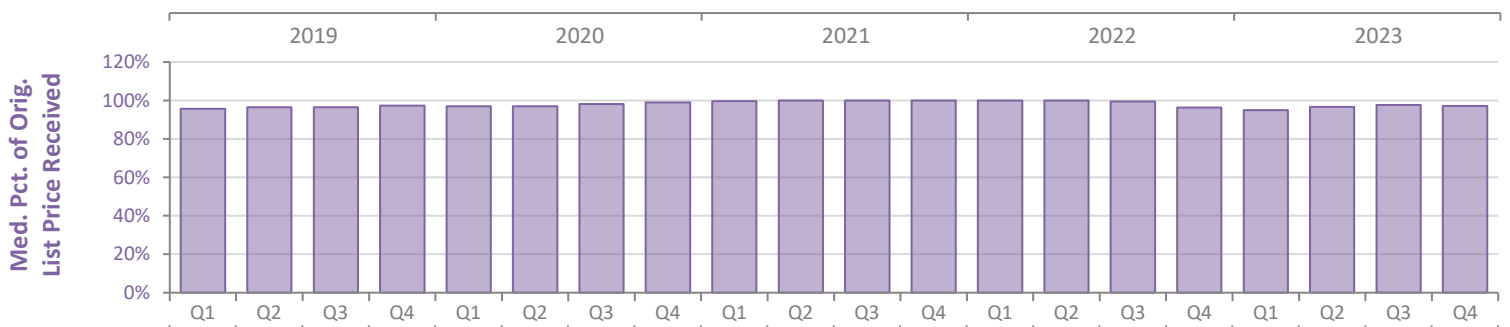


## Median Percent of Original List Price Received

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	96.9%	-3.1%
<b>Q4 2023</b>	<b>97.1%</b>	<b>0.8%</b>
Q3 2023	97.7%	-1.7%
Q2 2023	96.6%	-3.4%
Q1 2023	94.9%	-5.1%
Q4 2022	96.3%	-3.7%
Q3 2022	99.4%	-0.6%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	0.4%
Q4 2021	100.0%	1.0%
Q3 2021	100.0%	1.9%
Q2 2021	100.0%	3.1%
Q1 2021	99.6%	2.8%
Q4 2020	99.0%	1.7%

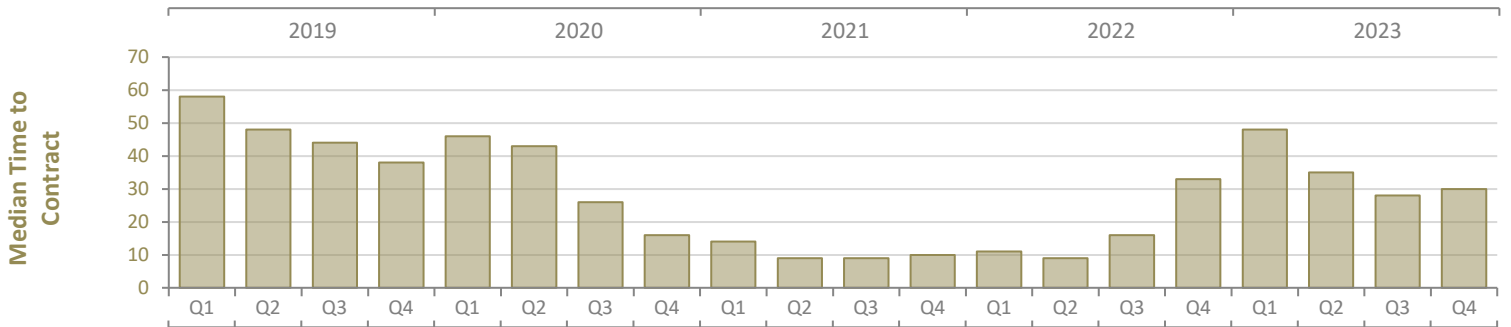


## Median Time to Contract

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	35 Days	150.0%
<b>Q4 2023</b>	<b>30 Days</b>	<b>-9.1%</b>
Q3 2023	28 Days	75.0%
Q2 2023	35 Days	288.9%
Q1 2023	48 Days	336.4%
Q4 2022	33 Days	230.0%
Q3 2022	16 Days	77.8%
Q2 2022	9 Days	0.0%
Q1 2022	11 Days	-21.4%
Q4 2021	10 Days	-37.5%
Q3 2021	9 Days	-65.4%
Q2 2021	9 Days	-79.1%
Q1 2021	14 Days	-69.6%
Q4 2020	16 Days	-57.9%

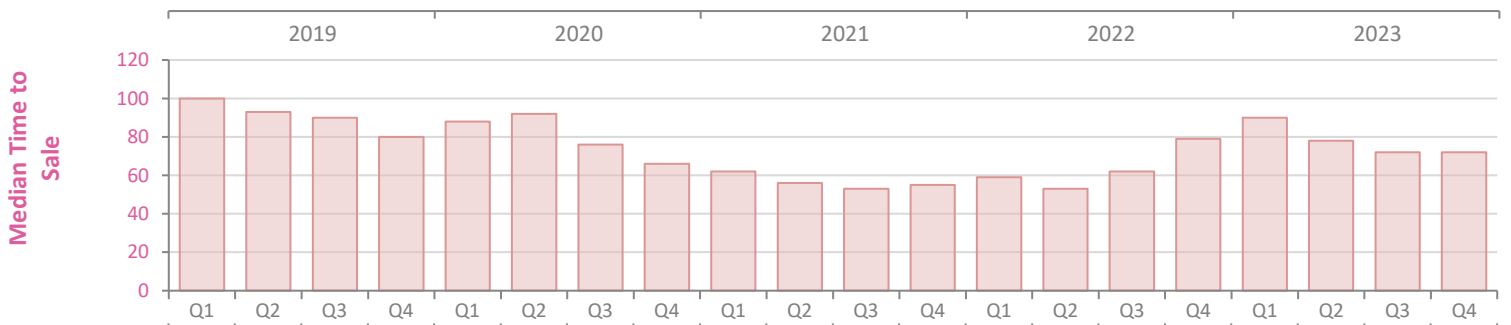


## Median Time to Sale

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	80 Days	31.1%
<b>Q4 2023</b>	<b>72 Days</b>	<b>-8.9%</b>
Q3 2023	72 Days	16.1%
Q2 2023	78 Days	47.2%
Q1 2023	90 Days	52.5%
Q4 2022	79 Days	43.6%
Q3 2022	62 Days	17.0%
Q2 2022	53 Days	-5.4%
Q1 2022	59 Days	-4.8%
Q4 2021	55 Days	-16.7%
Q3 2021	53 Days	-30.3%
Q2 2021	56 Days	-39.1%
Q1 2021	62 Days	-29.5%
Q4 2020	66 Days	-17.5%

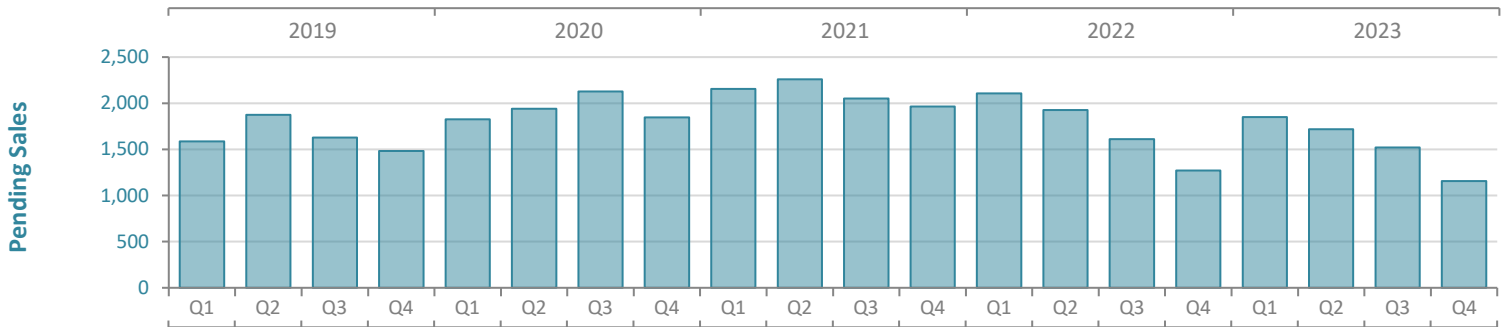


## New Pending Sales

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	6,243	-9.7%
<b>Q4 2023</b>	<b>1,155</b>	<b>-9.1%</b>
Q3 2023	1,521	-5.6%
Q2 2023	1,718	-10.8%
Q1 2023	1,849	-12.2%
Q4 2022	1,270	-35.4%
Q3 2022	1,612	-21.4%
Q2 2022	1,926	-14.7%
Q1 2022	2,106	-2.3%
Q4 2021	1,965	6.4%
Q3 2021	2,052	-3.5%
Q2 2021	2,258	16.3%
Q1 2021	2,156	18.1%
Q4 2020	1,846	24.5%

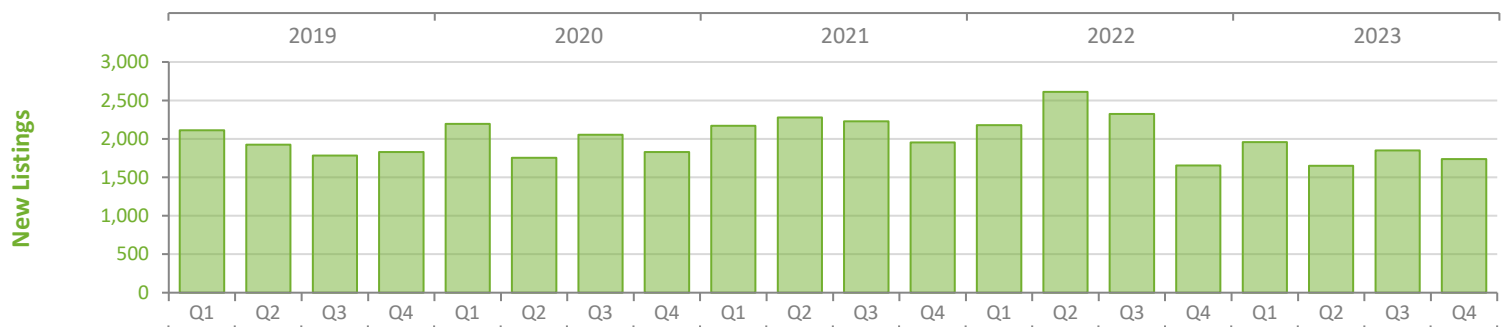


## New Listings

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	7,192	-18.0%
<b>Q4 2023</b>	<b>1,737</b>	<b>4.9%</b>
Q3 2023	1,849	-20.5%
Q2 2023	1,650	-36.8%
Q1 2023	1,956	-10.2%
Q4 2022	1,656	-15.3%
Q3 2022	2,326	4.4%
Q2 2022	2,611	14.6%
Q1 2022	2,177	0.3%
Q4 2021	1,954	6.7%
Q3 2021	2,229	8.6%
Q2 2021	2,279	29.8%
Q1 2021	2,170	-1.1%
Q4 2020	1,831	0.1%

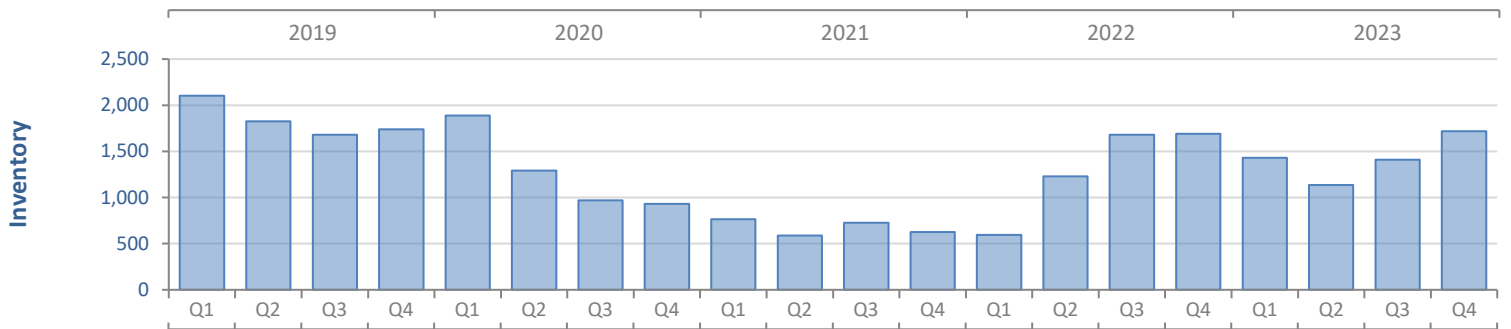


## Inventory (Active Listings)

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)	1,436	18.6%
<b>Q4 2023</b>	<b>1,719</b>	<b>1.6%</b>
Q3 2023	1,408	-16.2%
Q2 2023	1,135	-7.6%
Q1 2023	1,429	140.6%
Q4 2022	1,692	170.7%
Q3 2022	1,681	131.2%
Q2 2022	1,228	108.5%
Q1 2022	594	-22.4%
Q4 2021	625	-32.9%
Q3 2021	727	-24.9%
Q2 2021	589	-54.4%
Q1 2021	765	-59.5%
Q4 2020	932	-46.4%

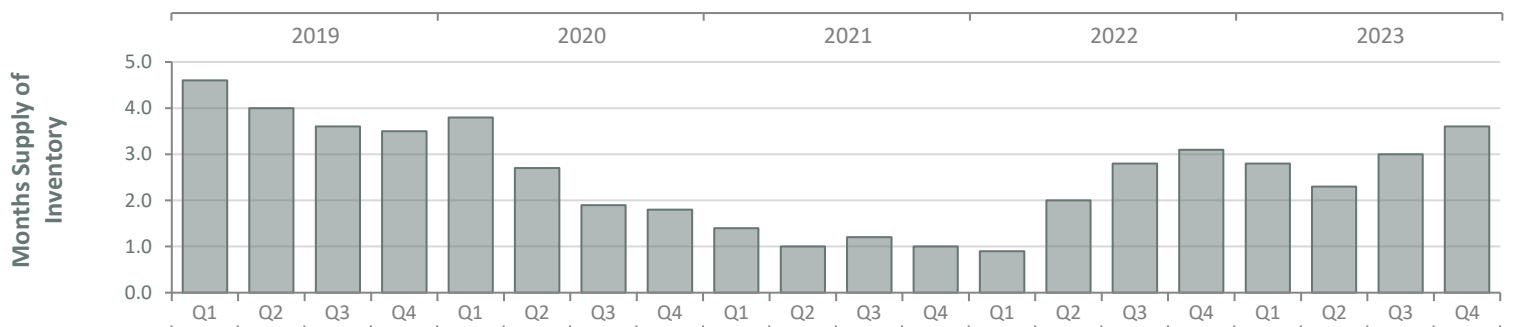


## Months Supply of Inventory

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)	2.9	45.0%
<b>Q4 2023</b>	<b>3.6</b>	<b>16.1%</b>
Q3 2023	3.0	7.1%
Q2 2023	2.3	15.0%
Q1 2023	2.8	211.1%
Q4 2022	3.1	210.0%
Q3 2022	2.8	133.3%
Q2 2022	2.0	100.0%
Q1 2022	0.9	-35.7%
Q4 2021	1.0	-44.4%
Q3 2021	1.2	-36.8%
Q2 2021	1.0	-63.0%
Q1 2021	1.4	-63.2%
Q4 2020	1.8	-48.6%

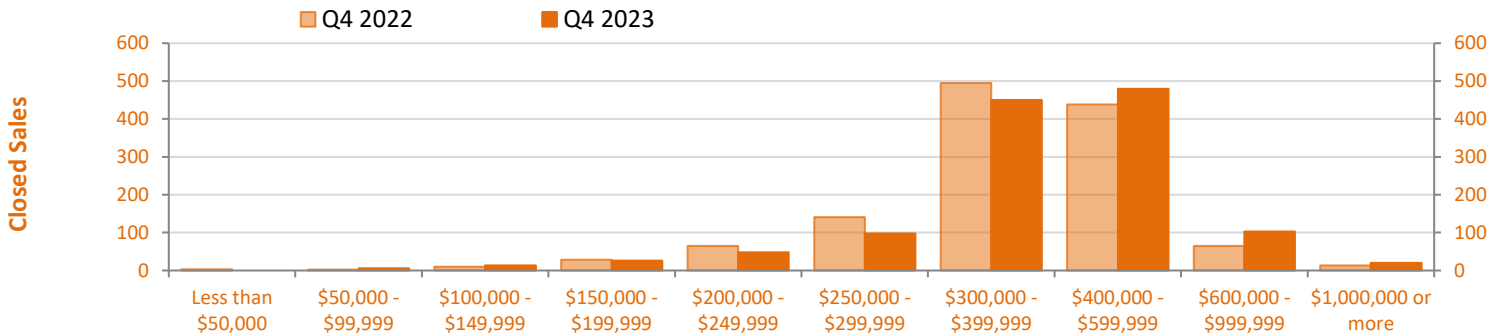


## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	6	200.0%
\$100,000 - \$149,999	13	30.0%
\$150,000 - \$199,999	26	-10.3%
\$200,000 - \$249,999	48	-26.2%
\$250,000 - \$299,999	98	-30.5%
\$300,000 - \$399,999	450	-9.1%
\$400,000 - \$599,999	480	9.6%
\$600,000 - \$999,999	103	58.5%
\$1,000,000 or more	20	53.8%

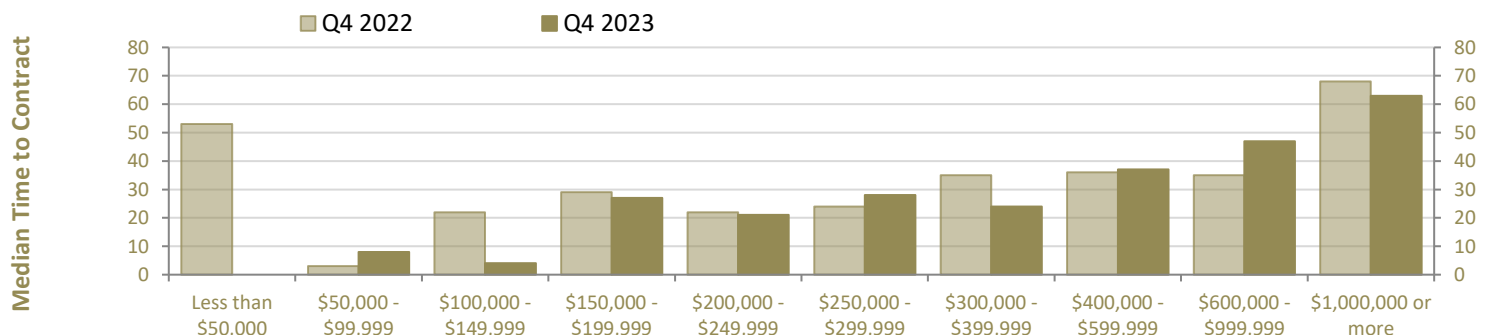


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	8 Days	166.7%
\$100,000 - \$149,999	4 Days	-81.8%
\$150,000 - \$199,999	27 Days	-6.9%
\$200,000 - \$249,999	21 Days	-4.5%
\$250,000 - \$299,999	28 Days	16.7%
\$300,000 - \$399,999	24 Days	-31.4%
\$400,000 - \$599,999	37 Days	2.8%
\$600,000 - \$999,999	47 Days	34.3%
\$1,000,000 or more	63 Days	-7.4%



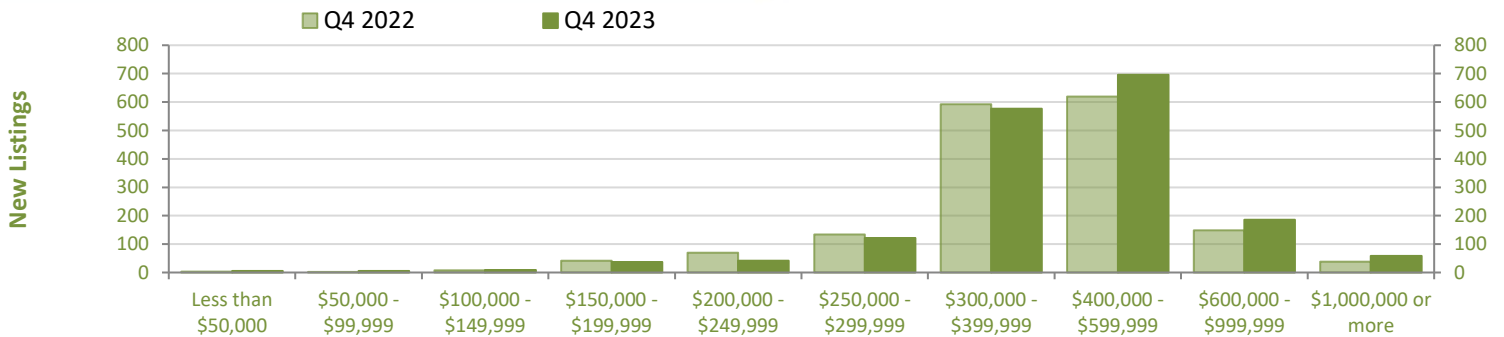


## New Listings by Initial Listing Price

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	6	100.0%
\$50,000 - \$99,999	6	200.0%
\$100,000 - \$149,999	9	12.5%
\$150,000 - \$199,999	37	-11.9%
\$200,000 - \$249,999	41	-41.4%
\$250,000 - \$299,999	121	-9.7%
\$300,000 - \$399,999	577	-2.5%
\$400,000 - \$599,999	696	12.4%
\$600,000 - \$999,999	186	25.7%
\$1,000,000 or more	58	52.6%

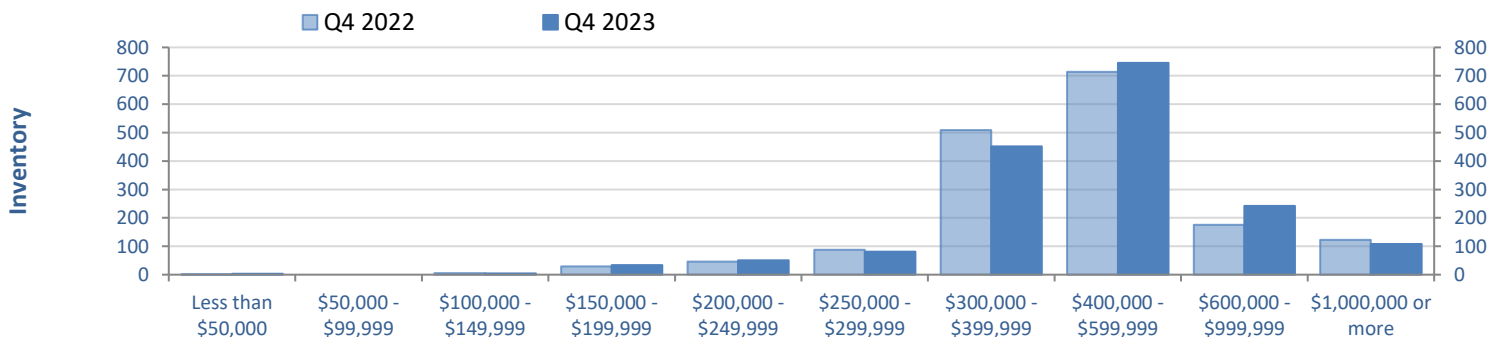


## Inventory by Current Listing Price

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.

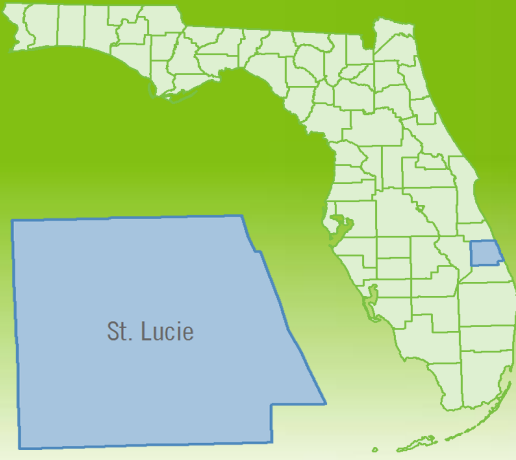
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	200.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	4	-33.3%
\$150,000 - \$199,999	34	17.2%
\$200,000 - \$249,999	51	10.9%
\$250,000 - \$299,999	81	-8.0%
\$300,000 - \$399,999	451	-11.4%
\$400,000 - \$599,999	745	4.3%
\$600,000 - \$999,999	242	37.5%
\$1,000,000 or more	108	-12.2%



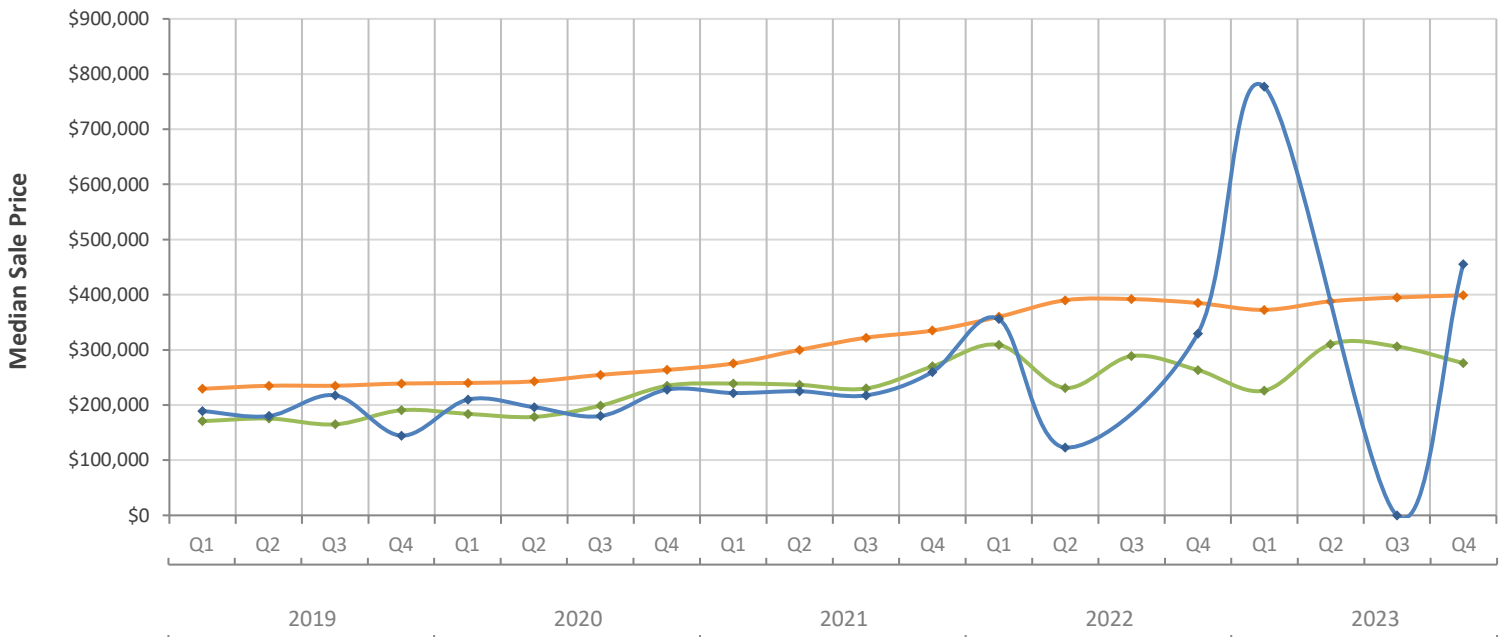
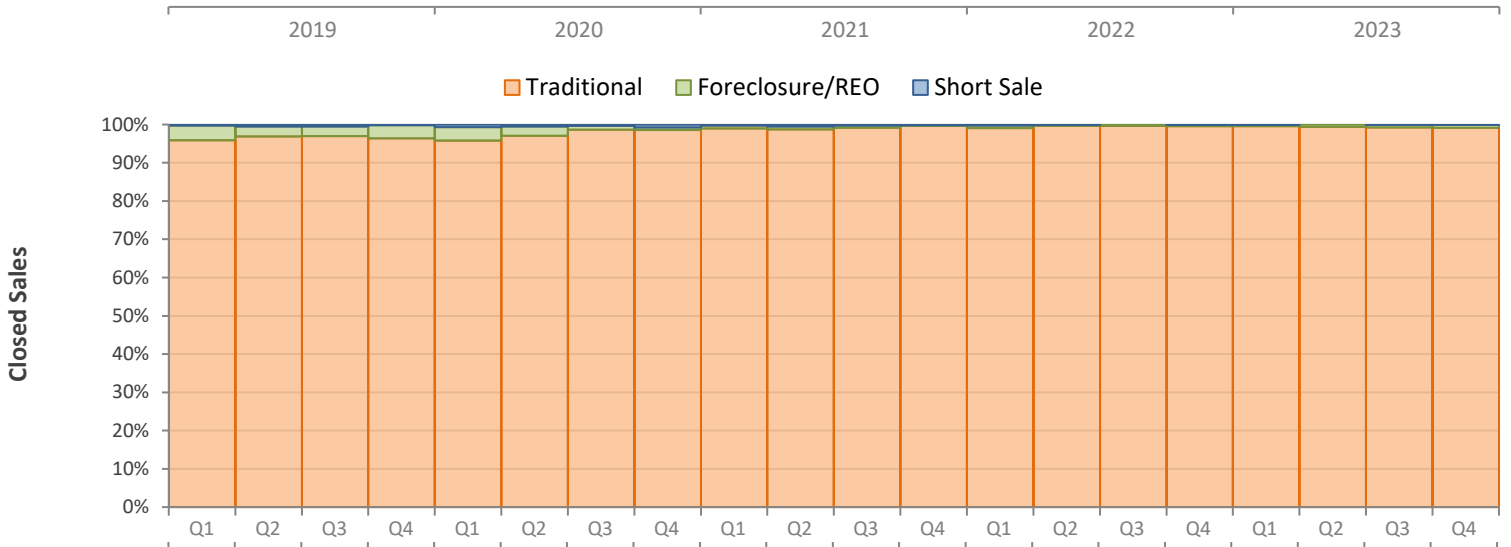
# Quarterly Distressed Market - Q4 2023

## Single-Family Homes

### St. Lucie County



		Q4 2023	Q4 2022	Percent Change Year-over-Year
Traditional	Closed Sales	1,233	1,256	-1.8%
	Median Sale Price	\$398,735	\$385,000	3.6%
Foreclosure/REO	Closed Sales	10	4	150.0%
	Median Sale Price	\$276,000	\$263,451	4.8%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$455,000	\$329,500	38.1%



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Friday, January 19, 2024. Next data release is Thursday, April 18, 2024.