Monthly Market Detail - August 2025
Single-Family Homes
Martin County

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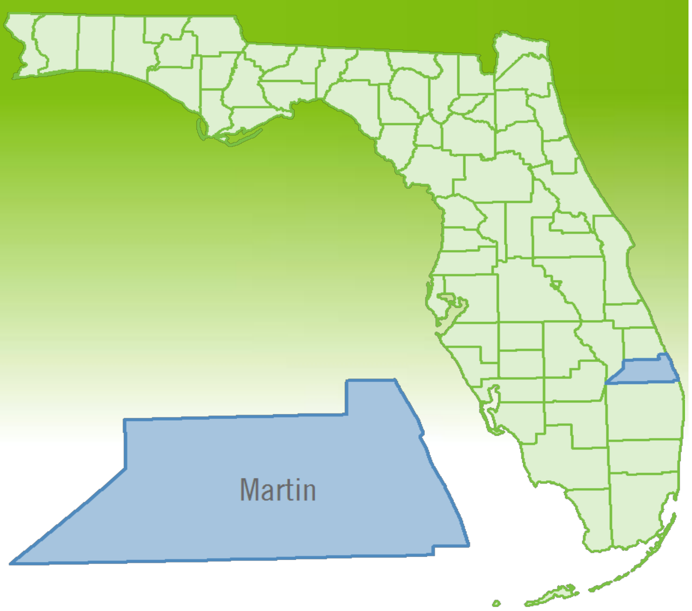


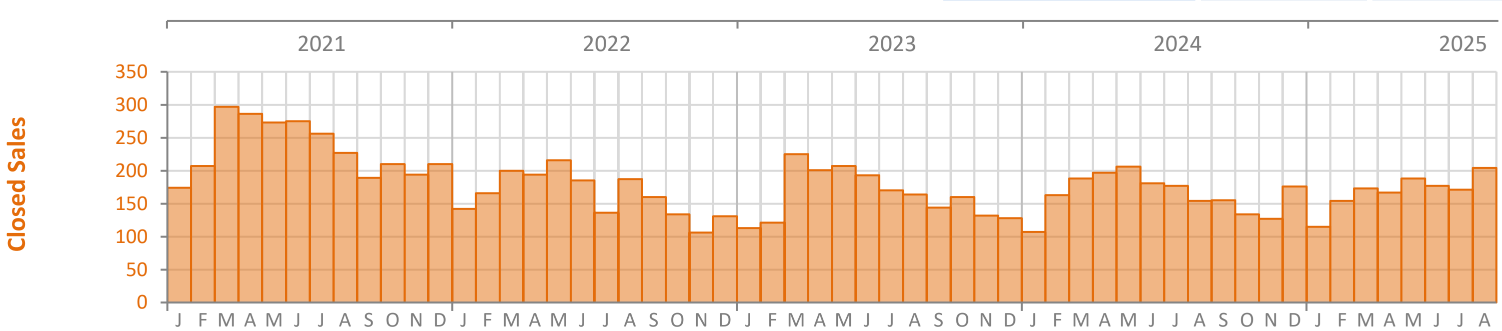
Summary Statistics	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	204	154	32.5%
Paid in Cash	86	61	41.0%
Median Sale Price	$582,500	$577,500	0.9%
Average Sale Price	$1,010,397	$720,604	40.2%
Dollar Volume	$206.1 Million	$111.0 Million	85.7%
Median Percent of Original List Price Received	91.5%	93.7%	-2.3%
Median Time to Contract	77 Days	48 Days	60.4%
Median Time to Sale	119 Days	87 Days	36.8%
New Pending Sales	189	183	3.3%
New Listings	206	245	-15.9%
Pending Inventory	216	245	-11.8%
Inventory (Active Listings)	823	713	15.4%
Months Supply of Inventory	5.1	4.4	15.9%

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	1,349	-1.7%
August 2025	**204**	**32.5%**
July 2025	171	-3.4%
June 2025	177	-2.2%
May 2025	188	-8.7%
April 2025	167	-15.2%
March 2025	173	-8.0%
February 2025	154	-5.5%
January 2025	115	7.5%
December 2024	176	37.5%
November 2024	127	-3.8%
October 2024	134	-16.3%
September 2024	155	7.6%
August 2024	154	-6.1%



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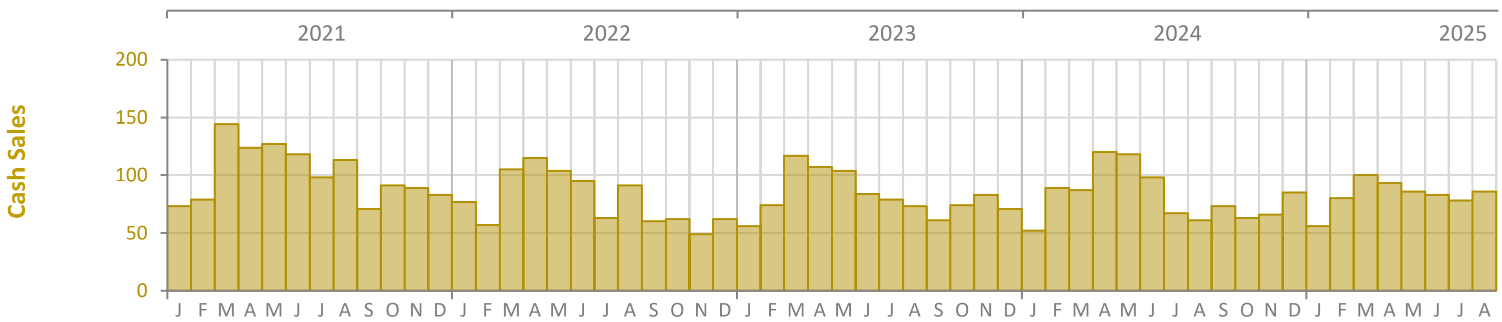
Cash Sales

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	662	-4.3%
August 2025	**86**	**41.0%**
July 2025	78	16.4%
June 2025	83	-15.3%
May 2025	86	-27.1%
April 2025	93	-22.5%
March 2025	100	14.9%
February 2025	80	-10.1%
January 2025	56	7.7%
December 2024	85	19.7%
November 2024	66	-20.5%
October 2024	63	-14.9%
September 2024	73	19.7%
August 2024	61	-16.4%

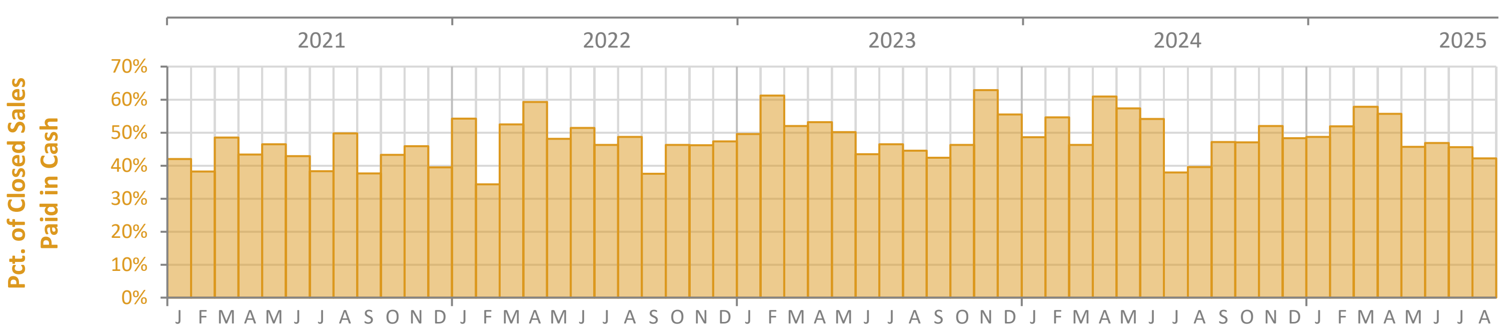


Cash Sales as a Percentage of Closed Sales

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	49.1%	-2.6%
August 2025	**42.2%**	**6.6%**
July 2025	45.6%	20.3%
June 2025	46.9%	-13.3%
May 2025	45.7%	-20.2%
April 2025	55.7%	-8.5%
March 2025	57.8%	24.8%
February 2025	51.9%	-4.9%
January 2025	48.7%	0.2%
December 2024	48.3%	-13.0%
November 2024	52.0%	-17.3%
October 2024	47.0%	1.5%
September 2024	47.1%	11.1%
August 2024	39.6%	-11.0%



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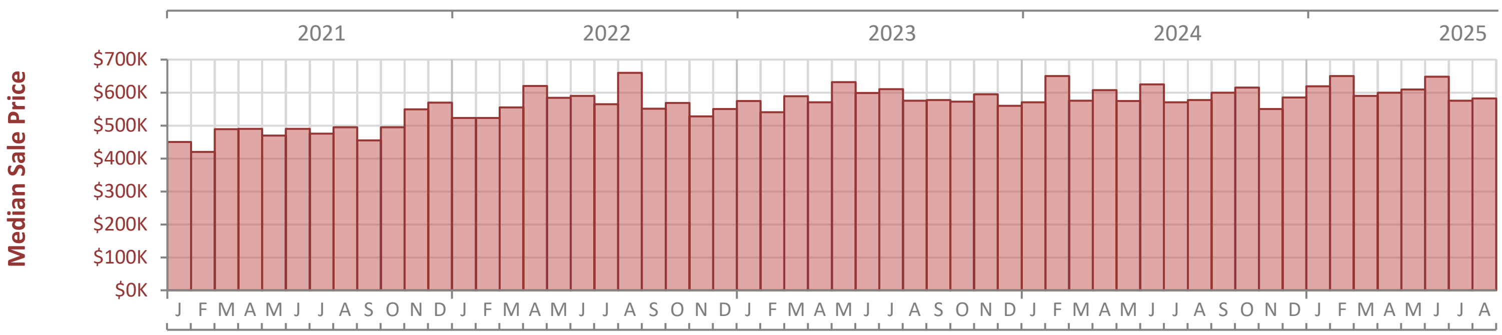
Median Sale Price

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	$600,000	0.0%
August 2025	**$582,500**	**0.9%**
July 2025	$575,000	0.9%
June 2025	$648,000	3.7%
May 2025	$609,500	6.2%
April 2025	$600,000	-1.2%
March 2025	$590,000	2.6%
February 2025	$649,950	0.0%
January 2025	$619,000	8.6%
December 2024	$585,000	4.5%
November 2024	$550,000	-7.6%
October 2024	$615,000	7.5%
September 2024	$600,000	3.9%
August 2024	$577,500	0.4%

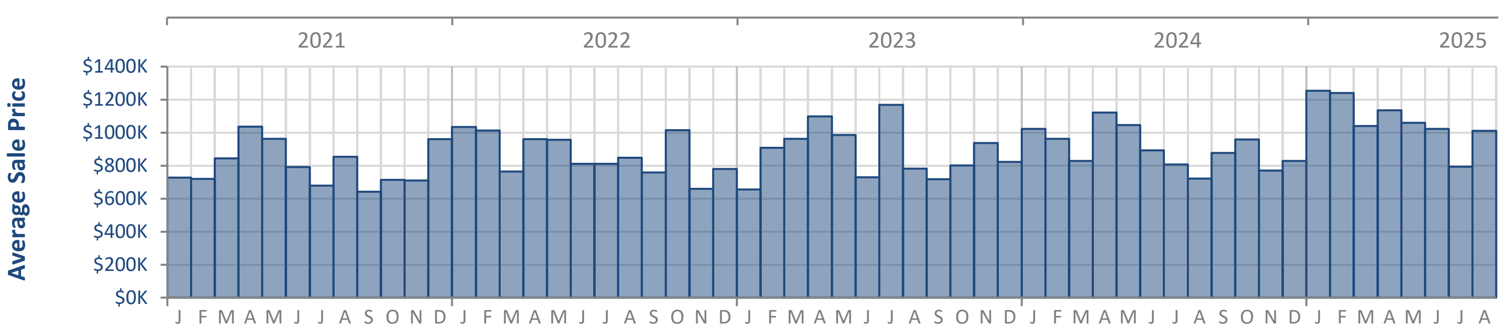


Average Sale Price

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	$1,057,314	13.9%
August 2025	**$1,010,397**	**40.2%**
July 2025	$793,867	-1.6%
June 2025	$1,022,681	14.5%
May 2025	$1,058,509	1.2%
April 2025	$1,134,264	1.1%
March 2025	$1,039,095	25.5%
February 2025	$1,240,577	28.9%
January 2025	$1,253,871	22.5%
December 2024	$828,809	0.8%
November 2024	$770,569	-17.7%
October 2024	$957,904	19.6%
September 2024	$877,388	22.1%
August 2024	$720,604	-7.9%



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Single-Family Homes
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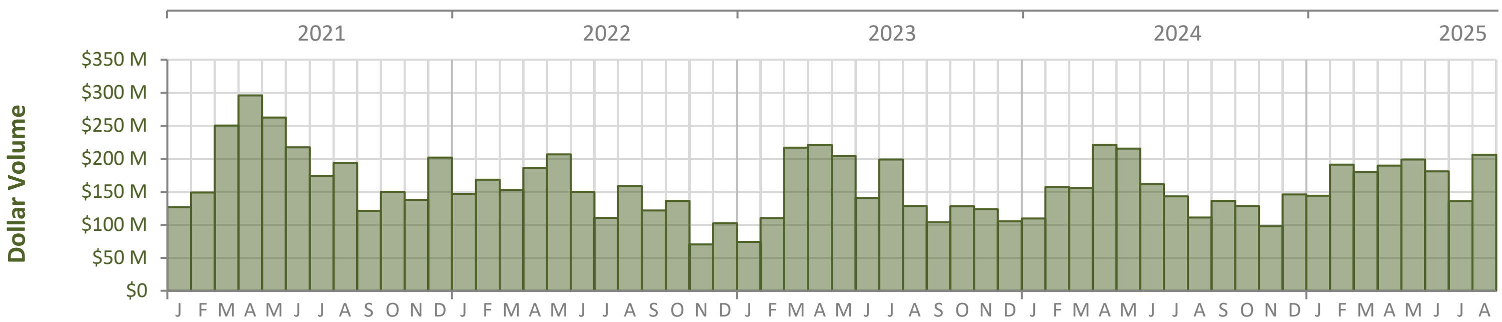
Dollar Volume

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	12.0%
August 2025	**$206.1 Million**	**85.7%**
July 2025	$135.8 Million	-4.9%
June 2025	$181.0 Million	12.0%
May 2025	$199.0 Million	-7.7%
April 2025	$189.4 Million	-14.3%
March 2025	$179.8 Million	15.5%
February 2025	$191.0 Million	21.8%
January 2025	$144.2 Million	31.7%
December 2024	$145.9 Million	38.6%
November 2024	$97.9 Million	-20.8%
October 2024	$128.4 Million	0.2%
September 2024	$136.0 Million	31.4%
August 2024	$111.0 Million	-13.5%

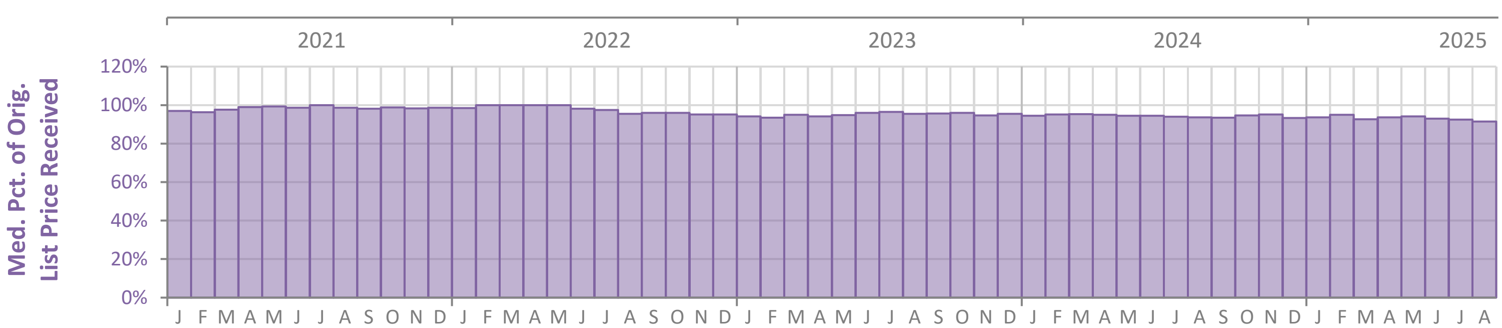


Median Percent of Original List Price Received

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	93.1%	-1.6%
August 2025	**91.5%**	**-2.3%**
July 2025	92.4%	-1.6%
June 2025	92.9%	-1.6%
May 2025	94.1%	-0.4%
April 2025	93.6%	-1.4%
March 2025	92.6%	-2.8%
February 2025	94.9%	-0.3%
January 2025	93.6%	-1.0%
December 2024	93.3%	-2.2%
November 2024	95.2%	0.6%
October 2024	94.6%	-1.5%
September 2024	93.5%	-2.2%
August 2024	93.7%	-1.8%



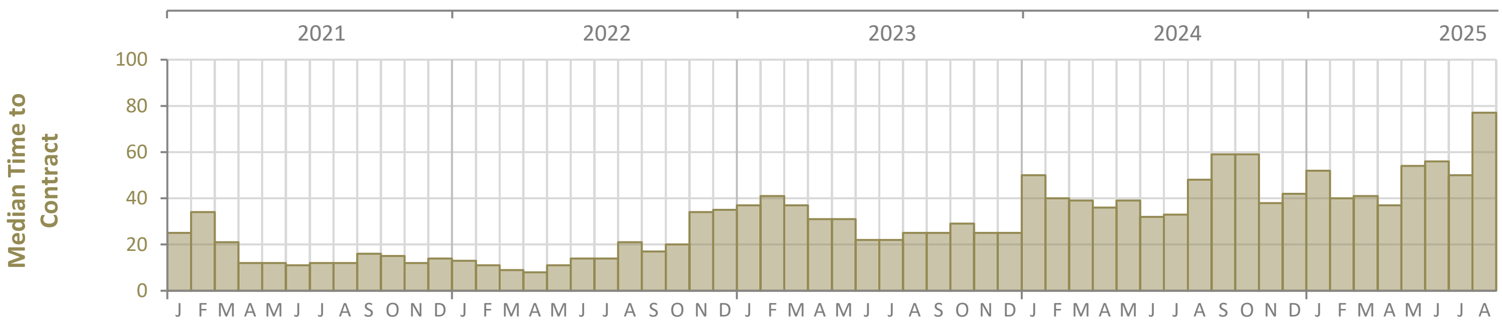
Monthly Market Detail - August 2025
Single-Family Homes
Martin County

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	57 Days	32.6%
August 2025	**77 Days**	**60.4%**
July 2025	50 Days	51.5%
June 2025	56 Days	75.0%
May 2025	54 Days	38.5%
April 2025	37 Days	2.8%
March 2025	41 Days	5.1%
February 2025	40 Days	0.0%
January 2025	52 Days	4.0%
December 2024	42 Days	68.0%
November 2024	38 Days	52.0%
October 2024	59 Days	103.4%
September 2024	59 Days	136.0%
August 2024	48 Days	92.0%

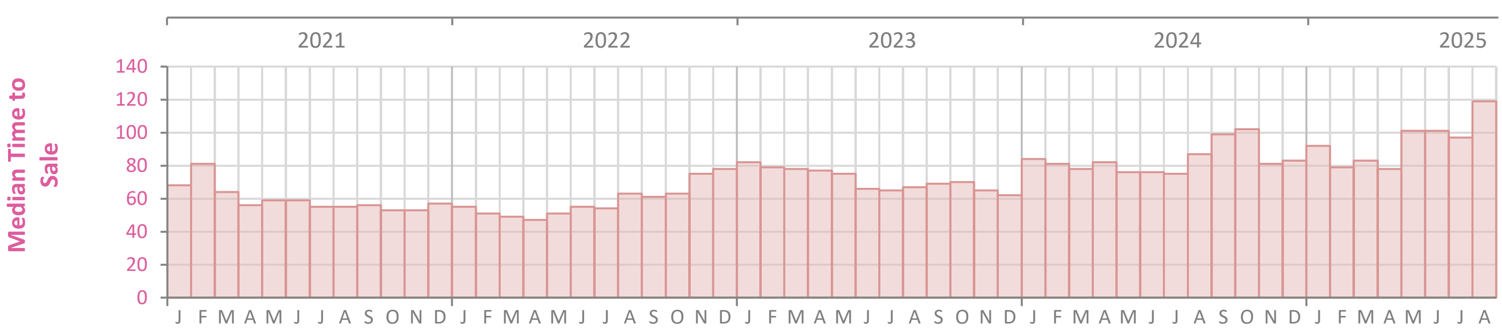


Median Time to Sale

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	101 Days	20.2%
August 2025	**119 Days**	**36.8%**
July 2025	97 Days	29.3%
June 2025	101 Days	32.9%
May 2025	101 Days	32.9%
April 2025	78 Days	-4.9%
March 2025	83 Days	6.4%
February 2025	79 Days	-2.5%
January 2025	92 Days	9.5%
December 2024	83 Days	33.9%
November 2024	81 Days	24.6%
October 2024	102 Days	45.7%
September 2024	99 Days	43.5%
August 2024	87 Days	29.9%



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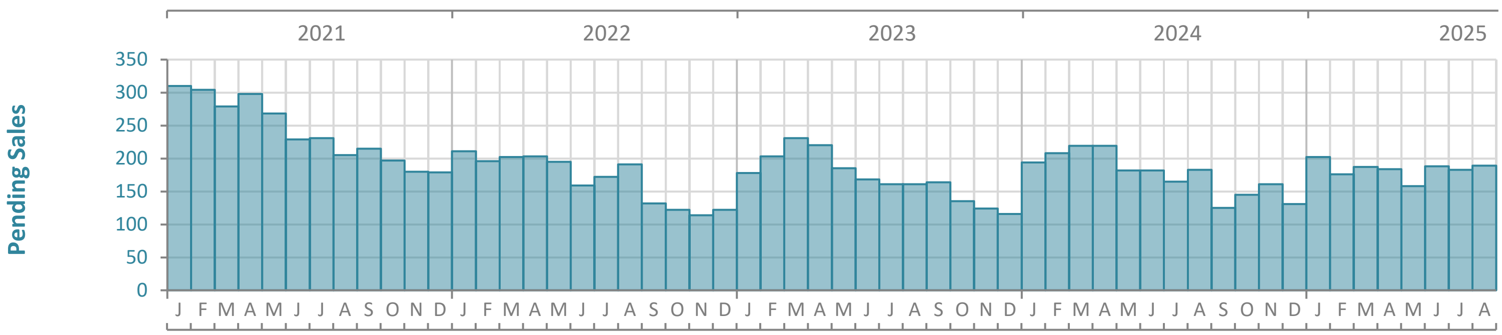
New Pending Sales

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	1,467	-5.5%
August 2025	**189**	**3.3%**
July 2025	183	10.9%
June 2025	188	3.3%
May 2025	158	-13.2%
April 2025	184	-16.0%
March 2025	187	-14.6%
February 2025	176	-15.4%
January 2025	202	4.1%
December 2024	131	12.9%
November 2024	161	29.8%
October 2024	145	7.4%
September 2024	125	-23.8%
August 2024	183	13.7%

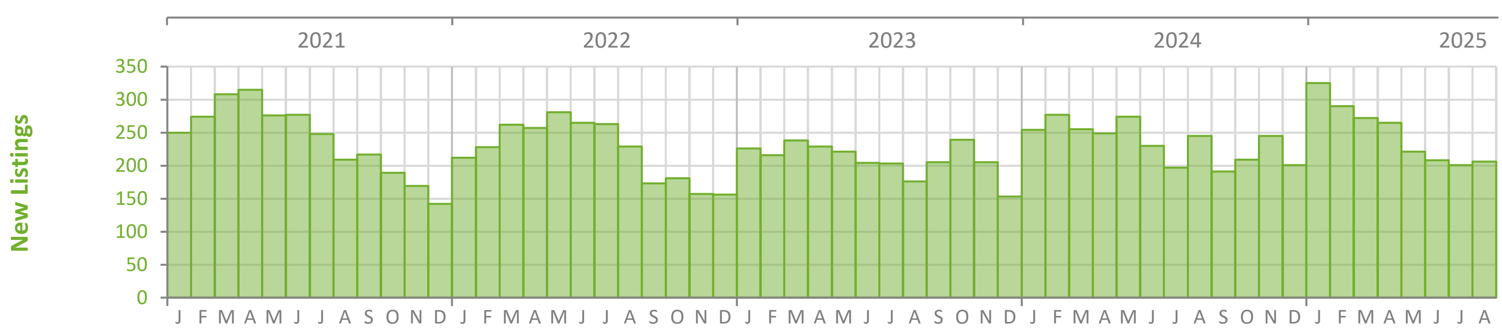


New Listings

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	1,988	0.4%
August 2025	**206**	**-15.9%**
July 2025	201	2.0%
June 2025	208	-9.6%
May 2025	221	-19.3%
April 2025	265	6.4%
March 2025	272	6.7%
February 2025	290	4.7%
January 2025	325	28.0%
December 2024	201	31.4%
November 2024	245	19.5%
October 2024	209	-12.6%
September 2024	191	-6.8%
August 2024	245	39.2%

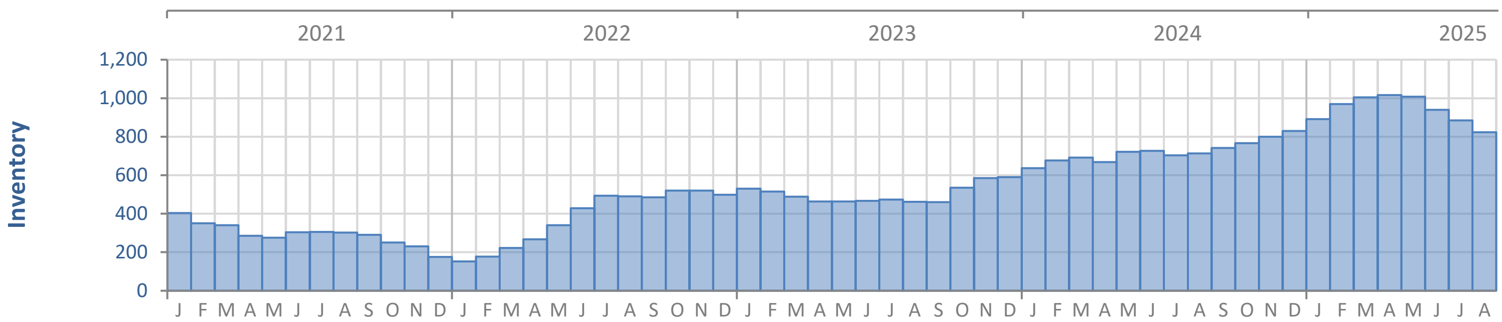


Inventory (Active Listings)

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)	942	36.0%
August 2025	**823**	**15.4%**
July 2025	884	25.6%
June 2025	939	29.2%
May 2025	1,008	39.6%
April 2025	1,016	51.9%
March 2025	1,005	45.4%
February 2025	969	43.1%
January 2025	892	40.3%
December 2024	829	40.5%
November 2024	800	36.8%
October 2024	767	43.1%
September 2024	742	61.0%
August 2024	713	54.3%

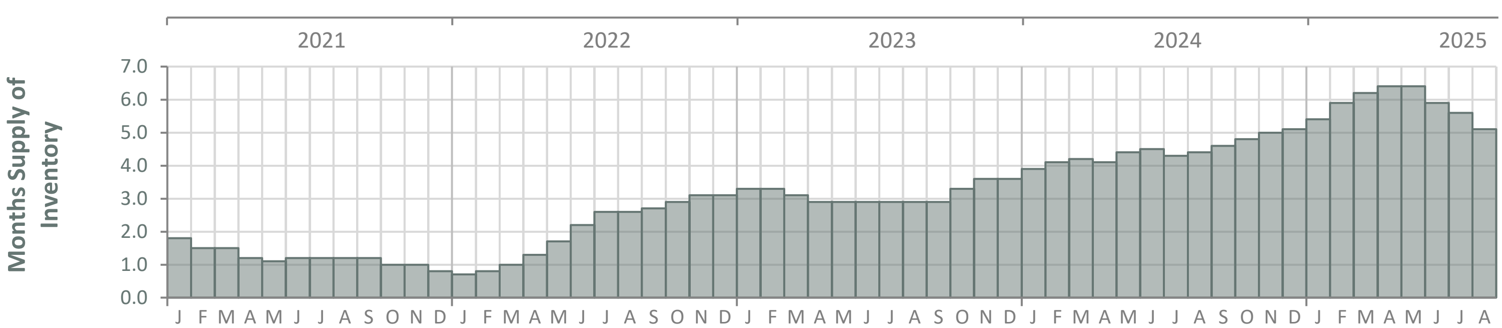


Months Supply of Inventory

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)	5.9	40.5%
August 2025	**5.1**	**15.9%**
July 2025	5.6	30.2%
June 2025	5.9	31.1%
May 2025	6.4	45.5%
April 2025	6.4	56.1%
March 2025	6.2	47.6%
February 2025	5.9	43.9%
January 2025	5.4	38.5%
December 2024	5.1	41.7%
November 2024	5.0	38.9%
October 2024	4.8	45.5%
September 2024	4.6	58.6%
August 2024	4.4	51.7%



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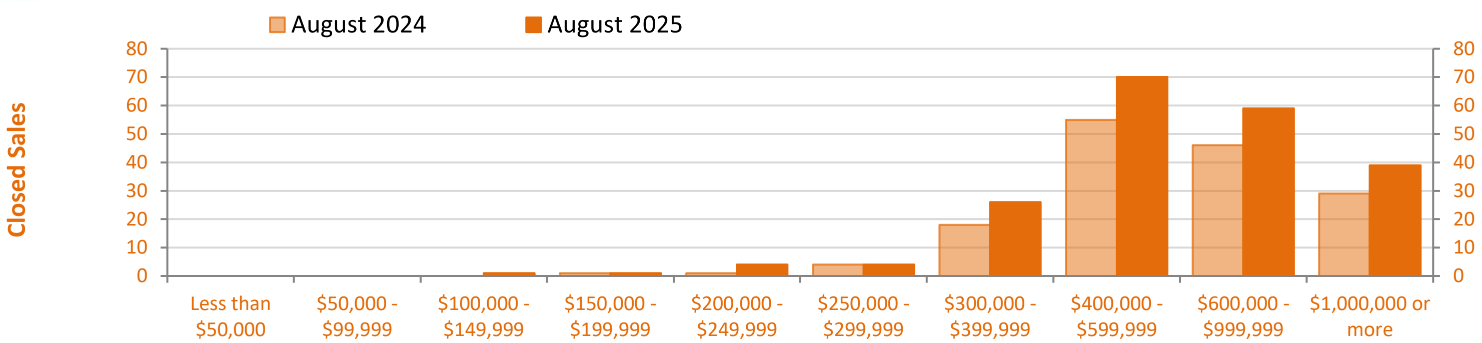
Closed Sales by Sale Price

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	1	0.0%
$200,000 - $249,999	4	300.0%
$250,000 - $299,999	4	0.0%
$300,000 - $399,999	26	44.4%
$400,000 - $599,999	70	27.3%
$600,000 - $999,999	59	28.3%
$1,000,000 or more	39	34.5%

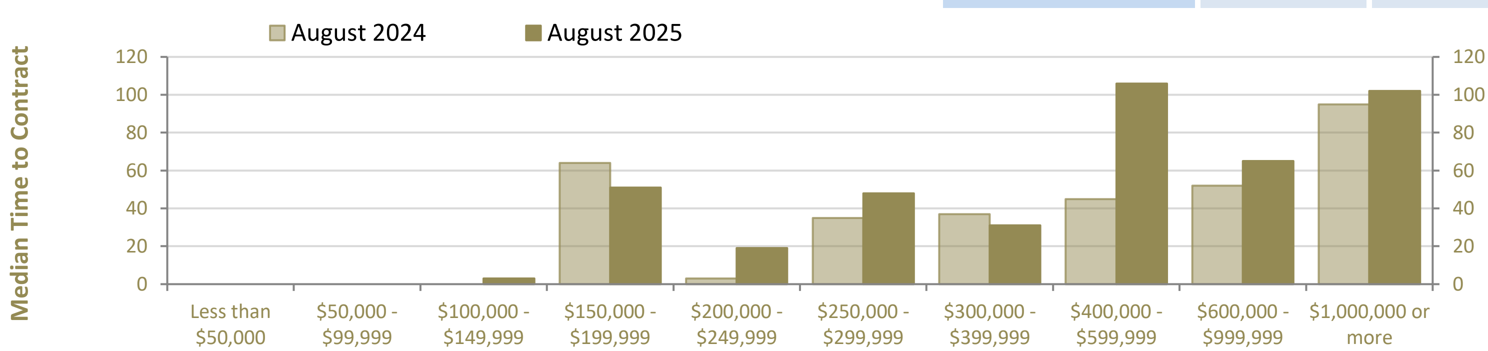


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	3 Days	N/A
$150,000 - $199,999	51 Days	-20.3%
$200,000 - $249,999	19 Days	533.3%
$250,000 - $299,999	48 Days	37.1%
$300,000 - $399,999	31 Days	-16.2%
$400,000 - $599,999	106 Days	135.6%
$600,000 - $999,999	65 Days	25.0%
$1,000,000 or more	102 Days	7.4%



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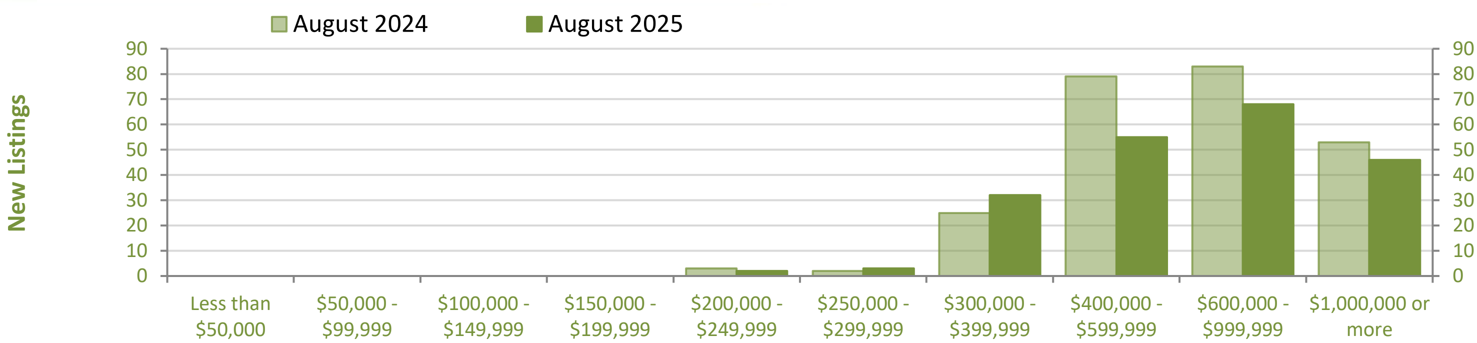
New Listings by Initial Listing Price

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	0	N/A
$100,000 - $149,999	0	N/A
$150,000 - $199,999	0	N/A
$200,000 - $249,999	2	-33.3%
$250,000 - $299,999	3	50.0%
$300,000 - $399,999	32	28.0%
$400,000 - $599,999	55	-30.4%
$600,000 - $999,999	68	-18.1%
$1,000,000 or more	46	-13.2%

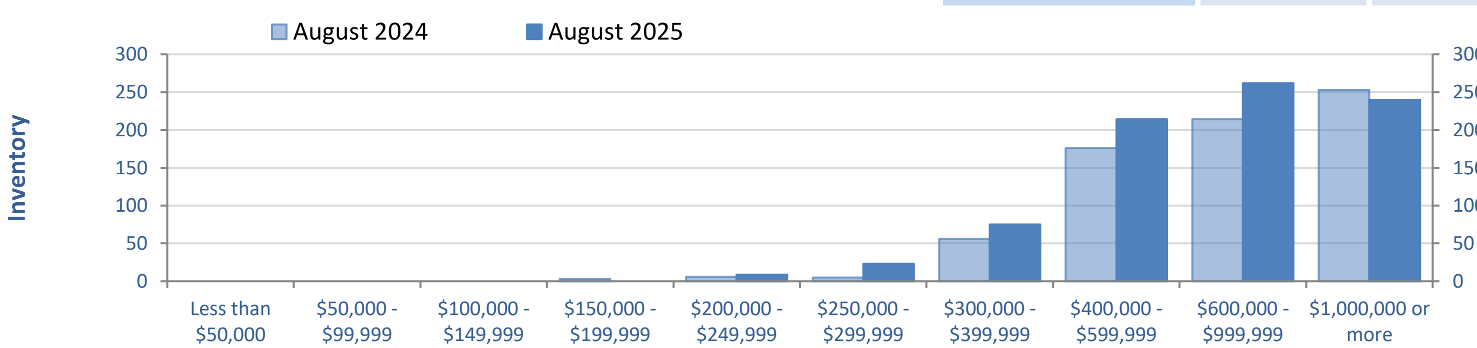


Inventory by Current Listing Price

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

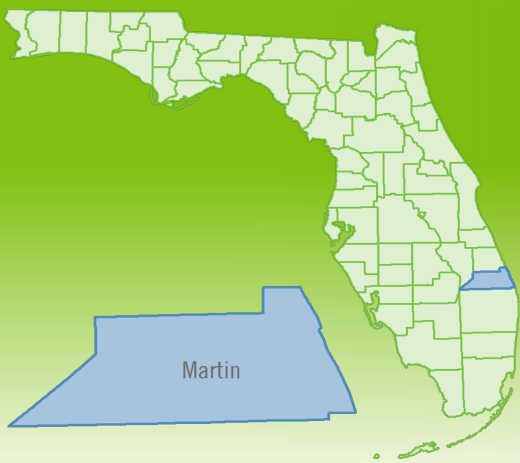
Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number 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	0	N/A
$150,000 - $199,999	0	-100.0%
$200,000 - $249,999	9	50.0%
$250,000 - $299,999	23	360.0%
$300,000 - $399,999	75	33.9%
$400,000 - $599,999	214	21.6%
$600,000 - $999,999	262	22.4%
$1,000,000 or more	240	-5.1%

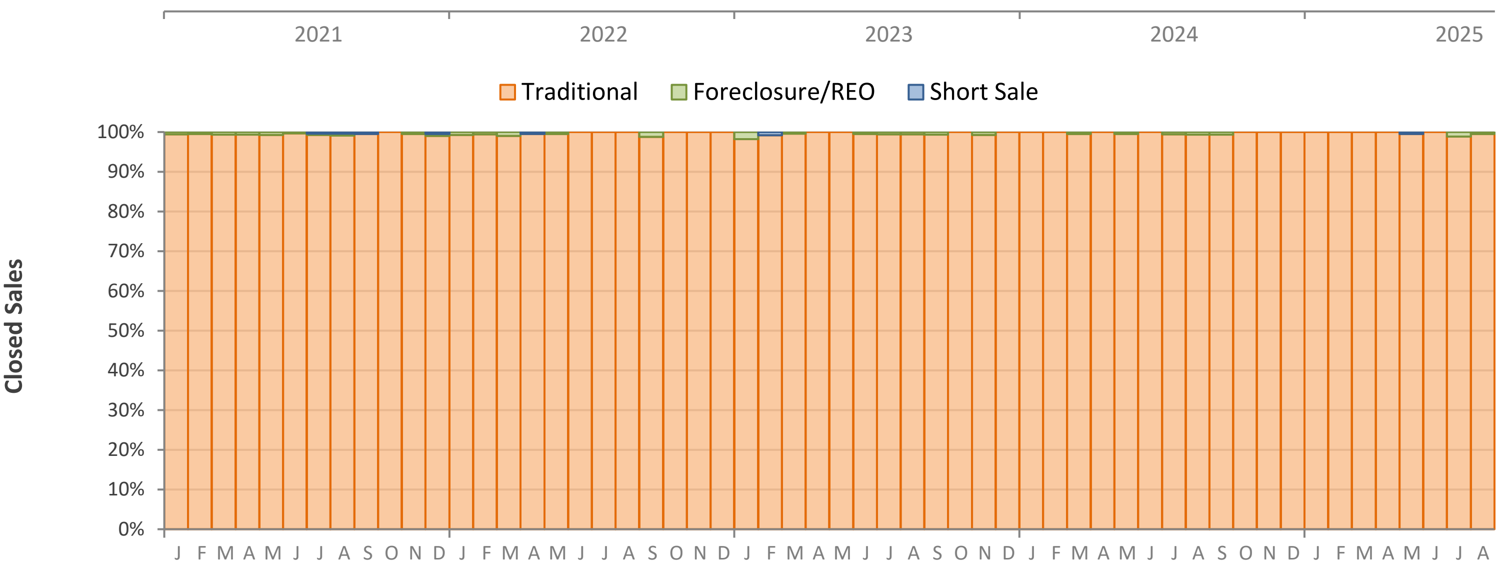


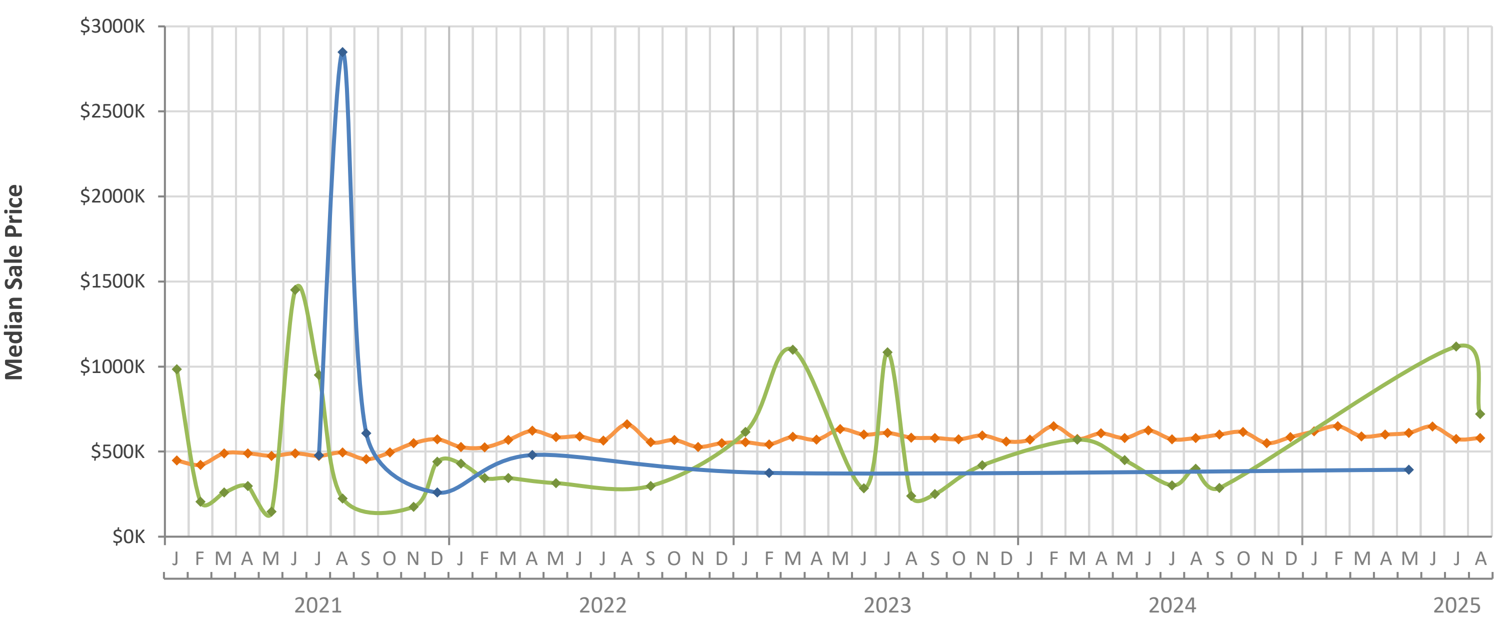
Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month.
Data released on Tuesday, September 23, 2025. Next data release is Thursday, October 23, 2025.

Monthly Distressed Market - August 2025
Single-Family Homes
Martin County



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	203	153	32.7%
	Median Sale Price	$580,000	$580,000	0.0%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	$721,875	$400,000	80.5%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A





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