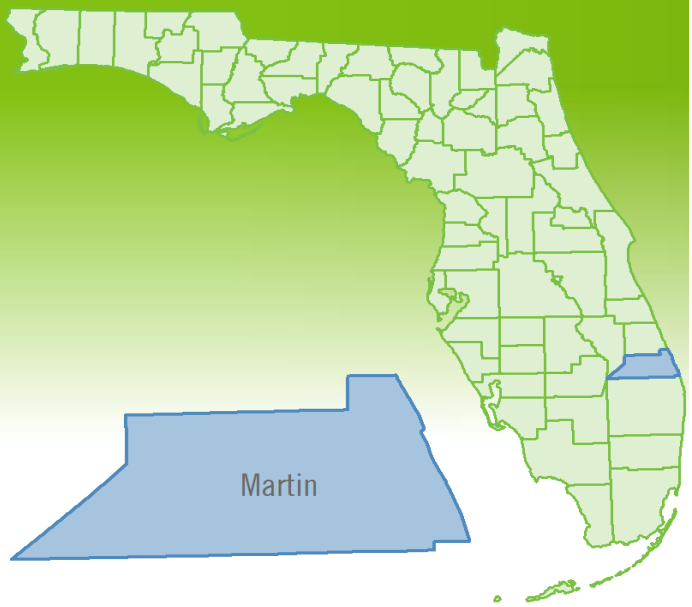
Monthly Market Detail - September 2026
Single-Family Homes
Martin County



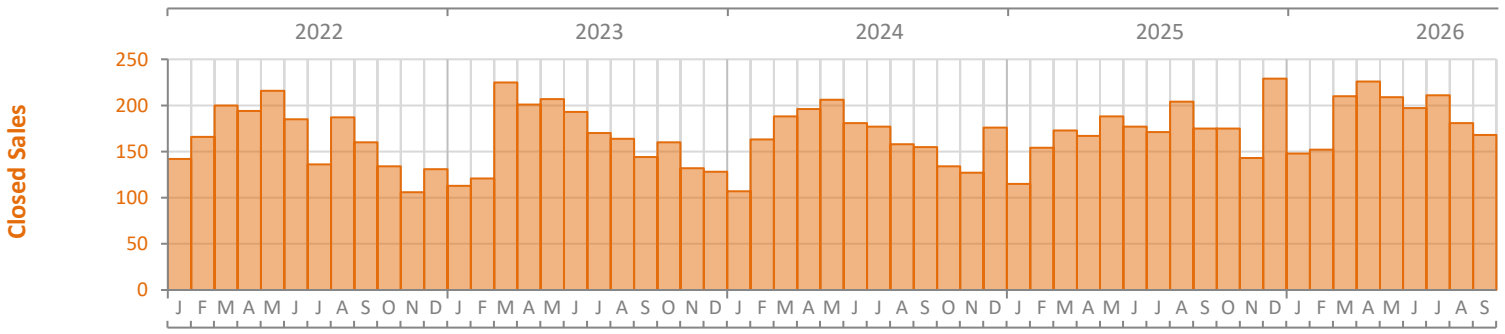
Summary Statistics	September 2026	September 2025	Percent Change Year-over-Year
Closed Sales	168	175	-4.0%
Paid in Cash	56	64	-12.5%
Median Sale Price	$600,000	$570,000	5.3%
Average Sale Price	$893,253	$932,954	-4.3%
Dollar Volume	$150.1 Million	$163.3 Million	-8.1%
Median Percent of Original List Price Received	94.6%	93.1%	1.6%
Median Time to Contract	39 Days	62 Days	-37.1%
Median Time to Sale	78 Days	109 Days	-28.4%
New Pending Sales	143	163	-12.3%
New Listings	208	219	-5.0%
Pending Inventory	183	200	-8.5%
Inventory (Active Listings)	682	833	-18.1%
Months Supply of Inventory	3.6	5.1	-29.4%

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	1,702	11.7%
September 2026	**168**	**-4.0%**
August 2026	181	-11.3%
July 2026	211	23.4%
June 2026	197	11.3%
May 2026	209	11.2%
April 2026	226	35.3%
March 2026	210	21.4%
February 2026	152	-1.3%
January 2026	148	28.7%
December 2025	229	30.1%
November 2025	143	12.6%
October 2025	175	30.6%
September 2025	175	12.9%



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Single-Family Homes
Martin County

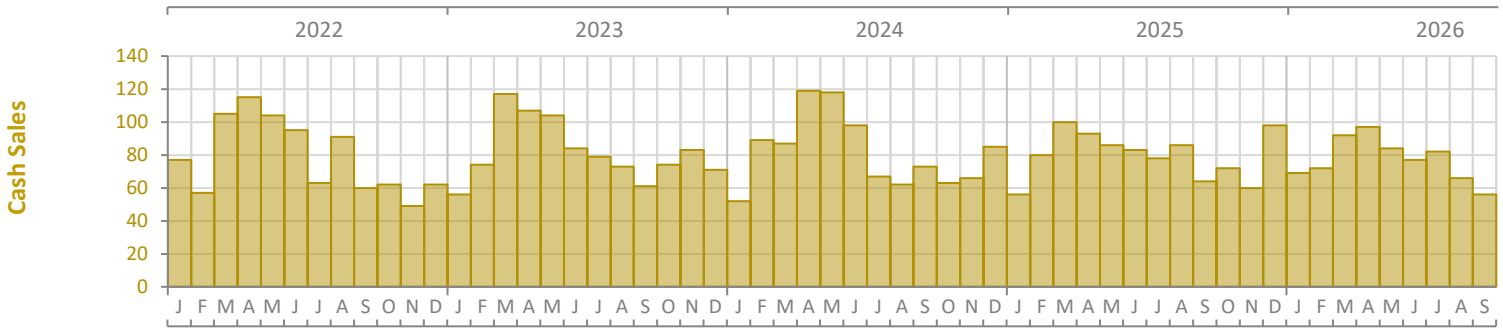
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Cash Sales

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	695	-4.3%
September 2026	**56**	**-12.5%**
August 2026	66	-23.3%
July 2026	82	5.1%
June 2026	77	-7.2%
May 2026	84	-2.3%
April 2026	97	4.3%
March 2026	92	-8.0%
February 2026	72	-10.0%
January 2026	69	23.2%
December 2025	98	15.3%
November 2025	60	-9.1%
October 2025	72	14.3%
September 2025	64	-12.3%

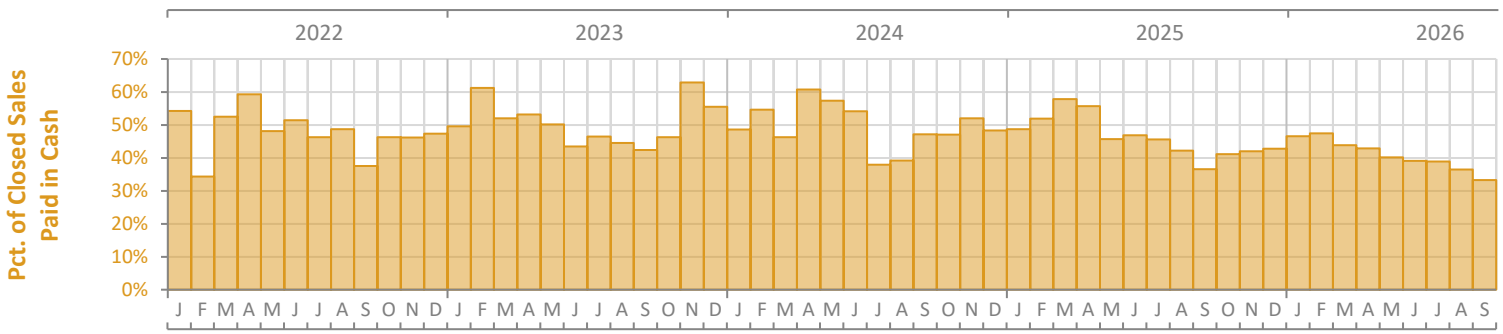


Cash Sales as a Percentage of Closed Sales

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	40.8%	-14.3%
September 2026	**33.3%**	**-9.0%**
August 2026	36.5%	-13.5%
July 2026	38.9%	-14.7%
June 2026	39.1%	-16.6%
May 2026	40.2%	-12.0%
April 2026	42.9%	-23.0%
March 2026	43.8%	-24.2%
February 2026	47.4%	-8.7%
January 2026	46.6%	-4.3%
December 2025	42.8%	-11.4%
November 2025	42.0%	-19.2%
October 2025	41.1%	-12.6%
September 2025	36.6%	-22.3%



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Single-Family Homes
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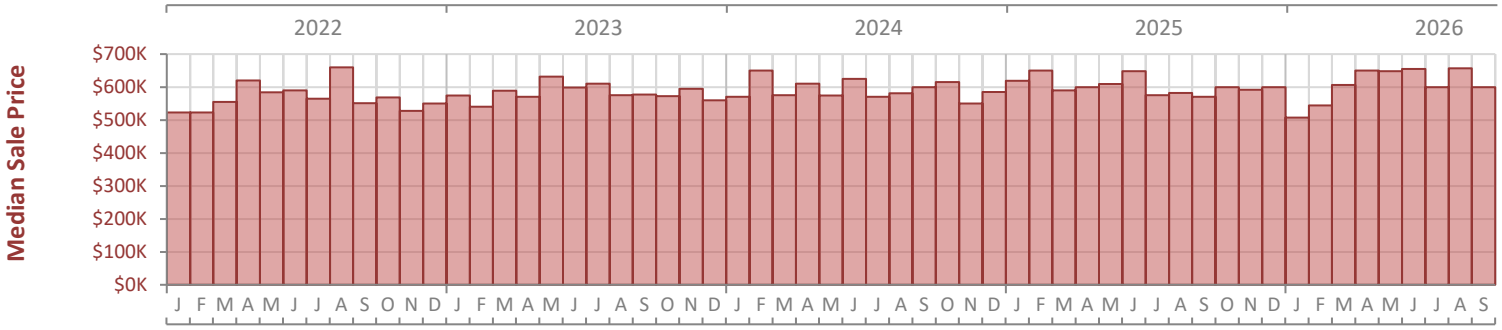
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Median Sale Price

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	$610,750	2.0%
September 2026	**$600,000**	**5.3%**
August 2026	$656,900	12.8%
July 2026	$599,900	4.3%
June 2026	$655,000	1.1%
May 2026	$648,500	6.4%
April 2026	$650,000	8.3%
March 2026	$606,250	2.8%
February 2026	$544,500	-16.2%
January 2026	$507,500	-18.0%
December 2025	$600,000	2.6%
November 2025	$592,000	7.6%
October 2025	$600,000	-2.4%
September 2025	$570,000	-5.0%

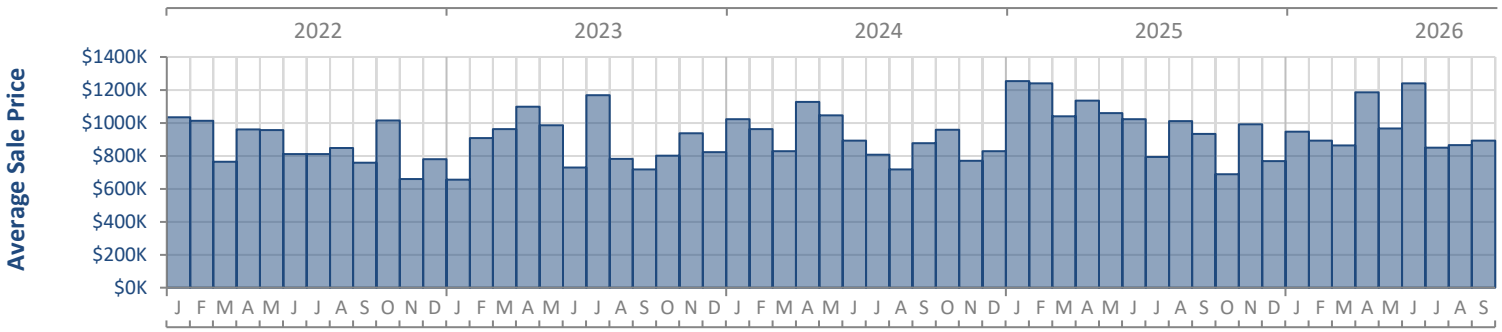


Average Sale Price

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	$973,733	-6.6%
September 2026	**$893,253**	**-4.3%**
August 2026	$865,799	-14.3%
July 2026	$849,883	7.1%
June 2026	$1,239,793	21.2%
May 2026	$966,406	-8.7%
April 2026	$1,185,471	4.5%
March 2026	$862,661	-17.0%
February 2026	$892,715	-28.0%
January 2026	$947,336	-24.4%
December 2025	$768,102	-7.3%
November 2025	$991,170	28.6%
October 2025	$689,020	-28.1%
September 2025	$932,954	6.3%



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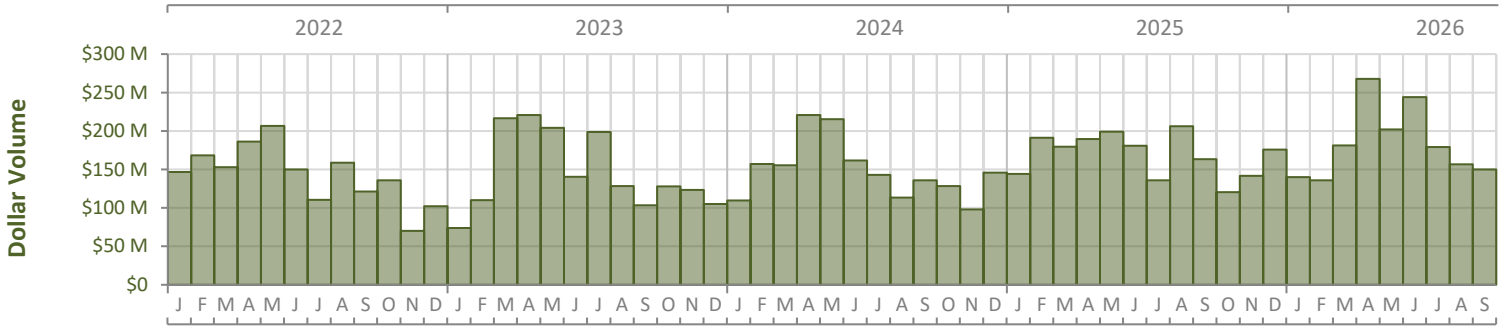
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Dollar Volume

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	$1.7 Billion	4.3%
September 2026	**$150.1 Million**	**-8.1%**
August 2026	$156.7 Million	-24.0%
July 2026	$179.3 Million	32.1%
June 2026	$244.2 Million	34.9%
May 2026	$202.0 Million	1.5%
April 2026	$267.9 Million	41.4%
March 2026	$181.2 Million	0.8%
February 2026	$135.7 Million	-29.0%
January 2026	$140.2 Million	-2.8%
December 2025	$175.9 Million	20.6%
November 2025	$141.7 Million	44.8%
October 2025	$120.6 Million	-6.1%
September 2025	$163.3 Million	20.1%

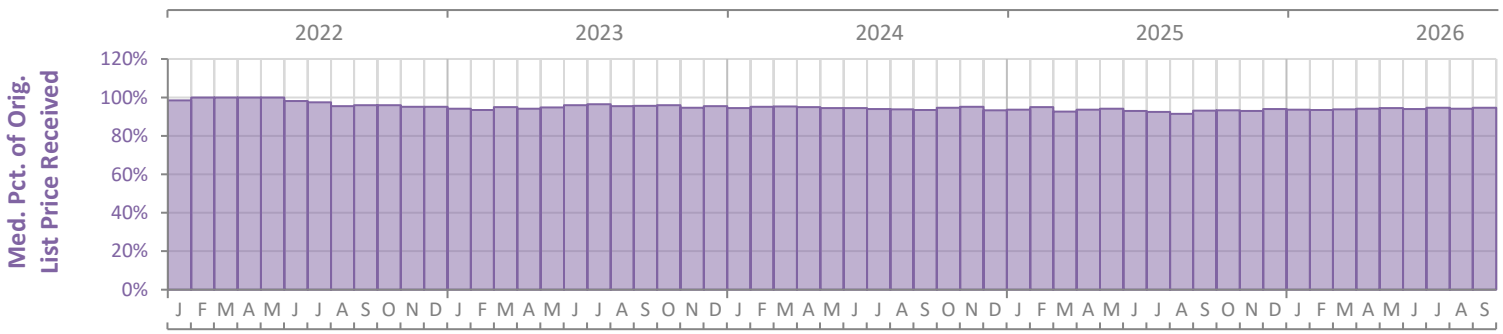


Median Percent of Original List Price Received

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	94.1%	1.1%
September 2026	**94.6%**	**1.6%**
August 2026	94.2%	3.0%
July 2026	94.7%	2.5%
June 2026	93.9%	1.1%
May 2026	94.4%	0.3%
April 2026	94.2%	0.6%
March 2026	93.8%	1.3%
February 2026	93.4%	-1.6%
January 2026	93.7%	0.1%
December 2025	93.9%	0.6%
November 2025	93.0%	-2.3%
October 2025	93.3%	-1.4%
September 2025	93.1%	-0.4%



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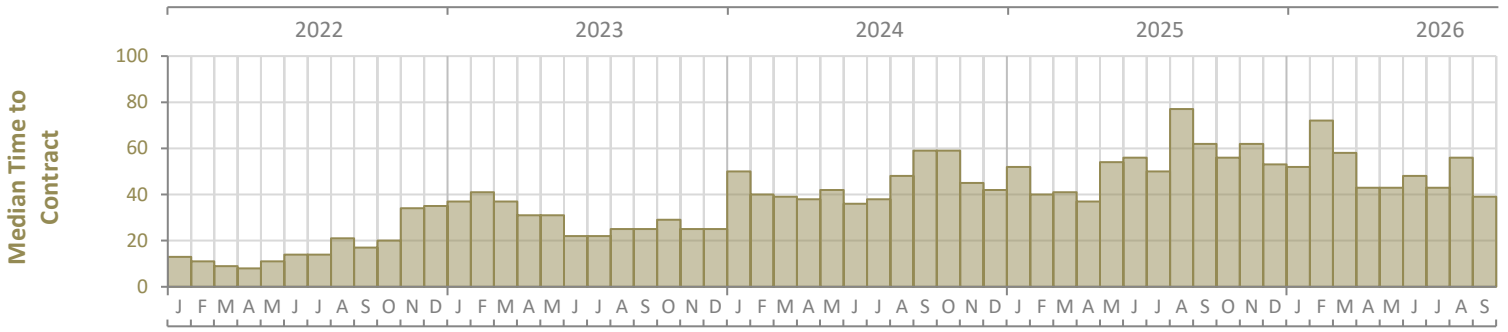
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Median Time to Contract

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	54 Days	-5.3%
September 2026	**39 Days**	**-37.1%**
August 2026	56 Days	-27.3%
July 2026	43 Days	-14.0%
June 2026	48 Days	-14.3%
May 2026	43 Days	-20.4%
April 2026	43 Days	16.2%
March 2026	58 Days	41.5%
February 2026	72 Days	80.0%
January 2026	52 Days	0.0%
December 2025	53 Days	26.2%
November 2025	62 Days	37.8%
October 2025	56 Days	-5.1%
September 2025	62 Days	5.1%

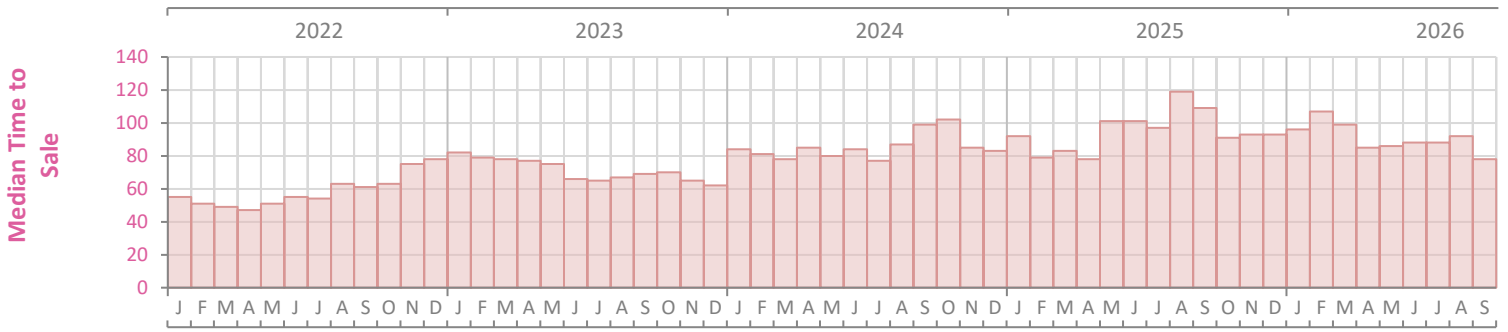


Median Time to Sale

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	95 Days	-6.9%
September 2026	**78 Days**	**-28.4%**
August 2026	92 Days	-22.7%
July 2026	88 Days	-9.3%
June 2026	88 Days	-12.9%
May 2026	86 Days	-14.9%
April 2026	85 Days	9.0%
March 2026	99 Days	19.3%
February 2026	107 Days	35.4%
January 2026	96 Days	4.3%
December 2025	93 Days	12.0%
November 2025	93 Days	9.4%
October 2025	91 Days	-10.8%
September 2025	109 Days	10.1%



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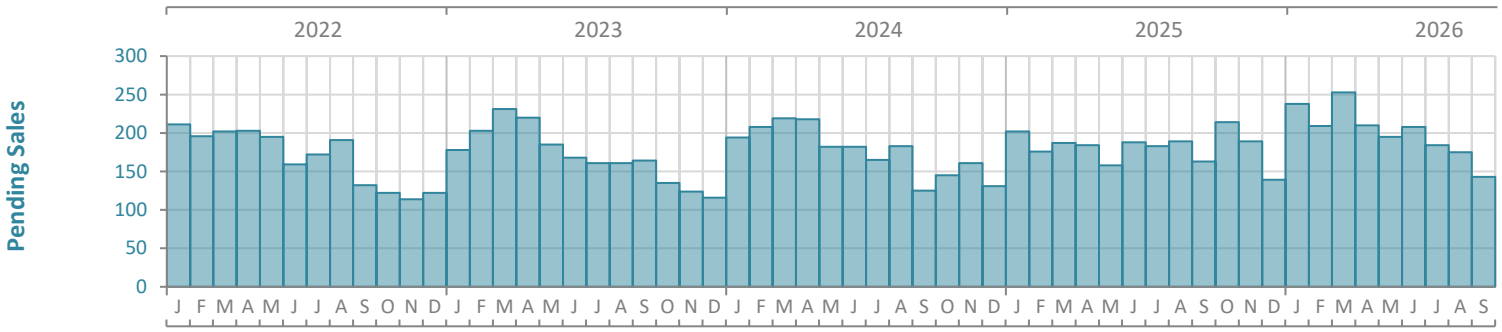
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New Pending Sales

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	1,815	11.3%
September 2026	**143**	**-12.3%**
August 2026	175	-7.4%
July 2026	184	0.5%
June 2026	208	10.6%
May 2026	195	23.4%
April 2026	210	14.1%
March 2026	253	35.3%
February 2026	209	18.8%
January 2026	238	17.8%
December 2025	139	6.1%
November 2025	189	17.4%
October 2025	214	47.6%
September 2025	163	30.4%

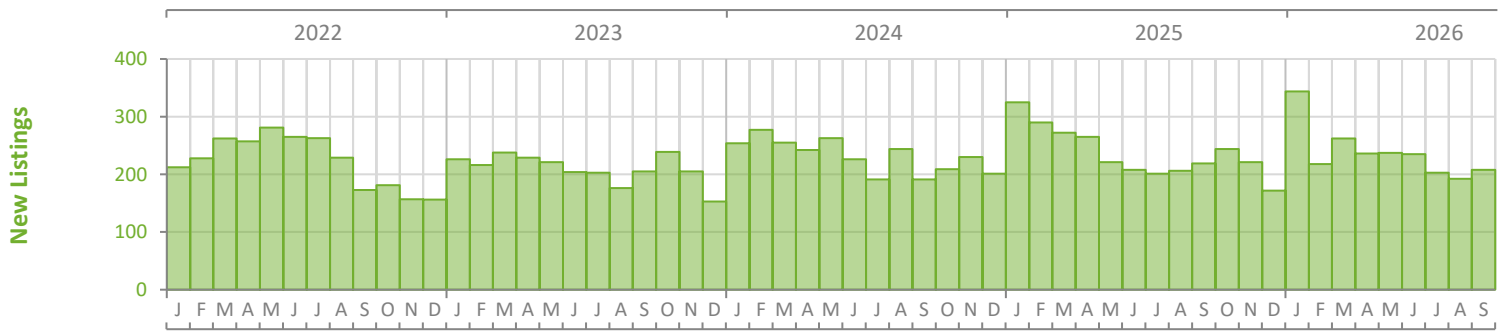


New Listings

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	2,135	-3.3%
September 2026	**208**	**-5.0%**
August 2026	192	-6.8%
July 2026	203	1.0%
June 2026	235	13.0%
May 2026	237	7.2%
April 2026	236	-10.9%
March 2026	262	-3.7%
February 2026	218	-24.8%
January 2026	344	5.8%
December 2025	172	-14.4%
November 2025	221	-3.9%
October 2025	244	16.7%
September 2025	219	14.7%



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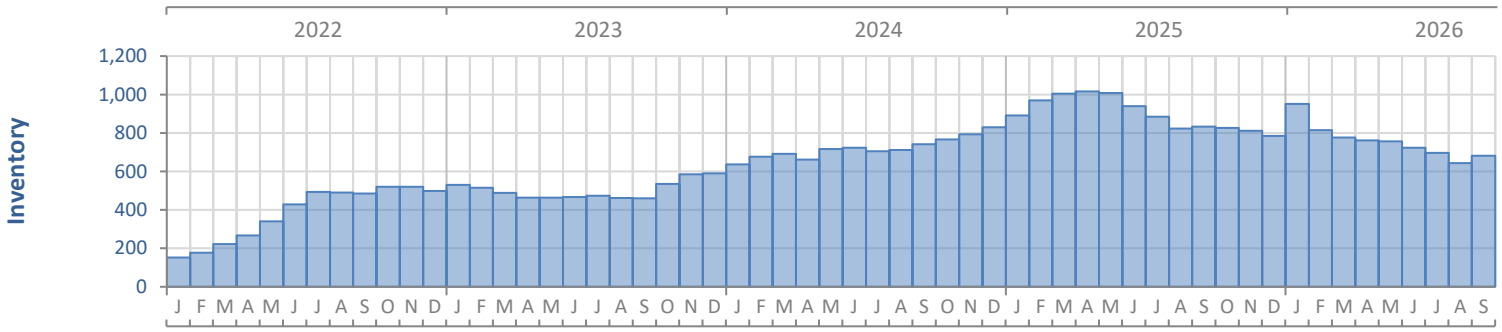
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Inventory (Active Listings)

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)	756	-18.7%
September 2026	**682**	**-18.1%**
August 2026	644	-21.7%
July 2026	696	-21.3%
June 2026	724	-22.9%
May 2026	757	-24.9%
April 2026	761	-25.1%
March 2026	777	-22.7%
February 2026	815	-15.9%
January 2026	952	6.7%
December 2025	785	-5.3%
November 2025	811	2.1%
October 2025	826	7.7%
September 2025	833	12.3%

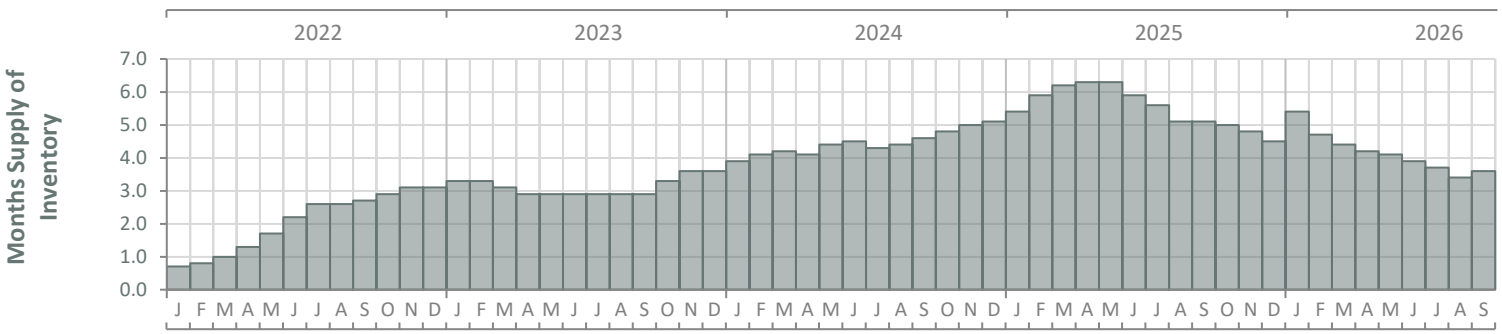


Months Supply of Inventory

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)	4.2	-27.6%
September 2026	**3.6**	**-29.4%**
August 2026	3.4	-33.3%
July 2026	3.7	-33.9%
June 2026	3.9	-33.9%
May 2026	4.1	-34.9%
April 2026	4.2	-33.3%
March 2026	4.4	-29.0%
February 2026	4.7	-20.3%
January 2026	5.4	0.0%
December 2025	4.5	-11.8%
November 2025	4.8	-4.0%
October 2025	5.0	4.2%
September 2025	5.1	10.9%



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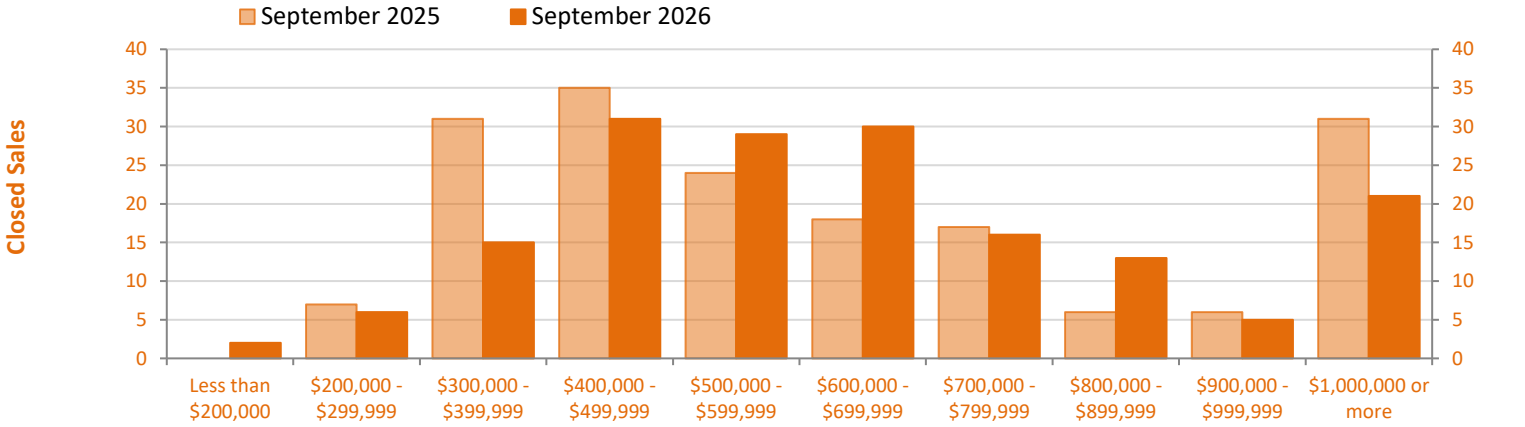
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Closed Sales by Sale Price

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.

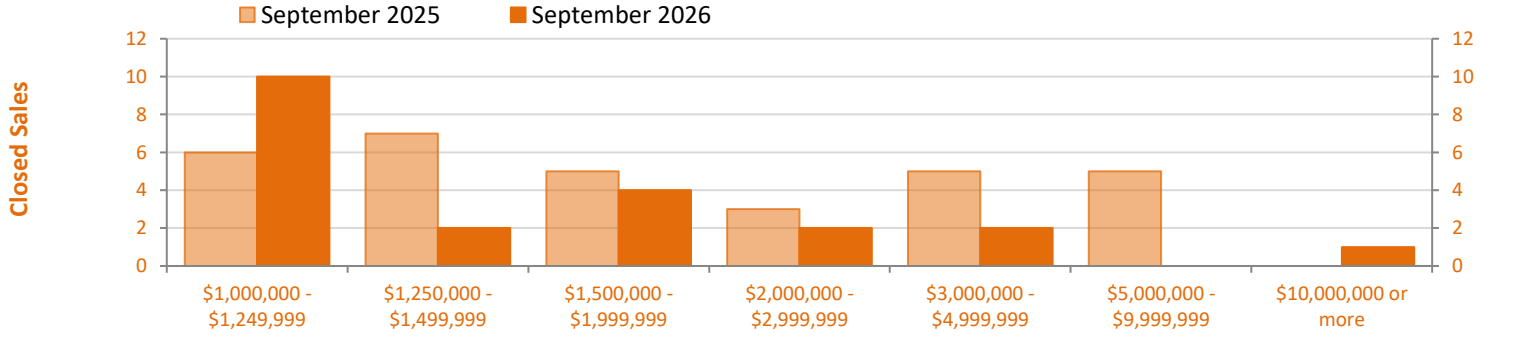
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	2	N/A
$200,000 - $299,999	6	-14.3%
$300,000 - $399,999	15	-51.6%
$400,000 - $499,999	31	-11.4%
$500,000 - $599,999	29	20.8%
$600,000 - $699,999	30	66.7%
$700,000 - $799,999	16	-5.9%
$800,000 - $899,999	13	116.7%
$900,000 - $999,999	5	-16.7%
$1,000,000 or more	21	-32.3%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for $1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
$1,000,000 - $1,249,999	10	66.7%
$1,250,000 - $1,499,999	2	-71.4%
$1,500,000 - $1,999,999	4	-20.0%
$2,000,000 - $2,999,999	2	-33.3%
$3,000,000 - $4,999,999	2	-60.0%
$5,000,000 - $9,999,999	0	-100.0%
$10,000,000 or more	1	N/A



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Monthly Market Detail - September 2026
Single-Family Homes
Martin County

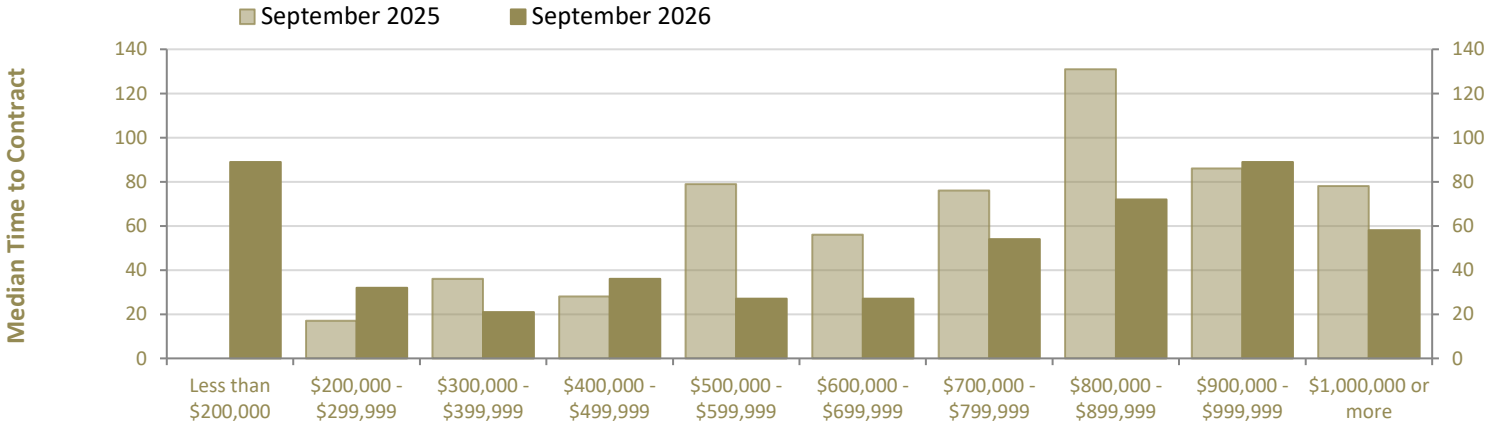
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Median Time to Contract by Sale Price

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.

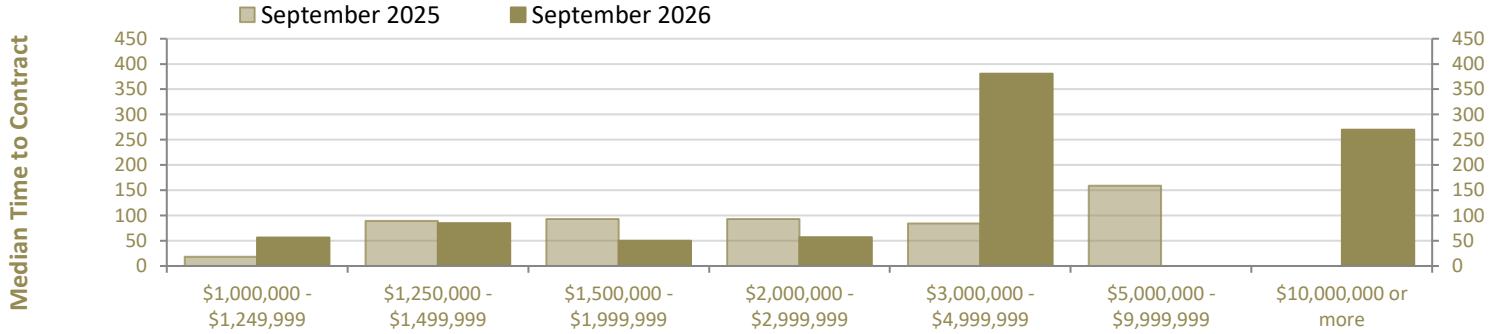
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	89 Days	N/A
$200,000 - $299,999	32 Days	88.2%
$300,000 - $399,999	21 Days	-41.7%
$400,000 - $499,999	36 Days	28.6%
$500,000 - $599,999	27 Days	-65.8%
$600,000 - $699,999	27 Days	-51.8%
$700,000 - $799,999	54 Days	-28.9%
$800,000 - $899,999	72 Days	-45.0%
$900,000 - $999,999	89 Days	3.5%
$1,000,000 or more	58 Days	-25.6%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for $1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
$1,000,000 - $1,249,999	56 Days	211.1%
$1,250,000 - $1,499,999	85 Days	-4.5%
$1,500,000 - $1,999,999	50 Days	-46.2%
$2,000,000 - $2,999,999	57 Days	-38.7%
$3,000,000 - $4,999,999	381 Days	353.6%
$5,000,000 - $9,999,999	(No Sales)	N/A
$10,000,000 or more	270 Days	N/A



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Single-Family Homes
Martin County

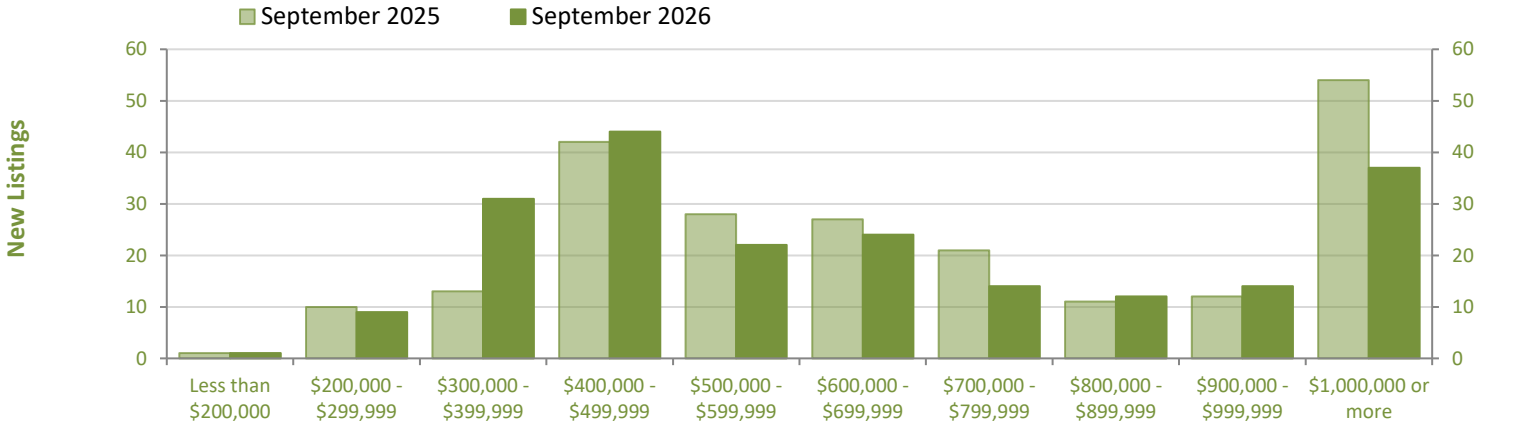
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New Listings by Initial Listing Price

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.

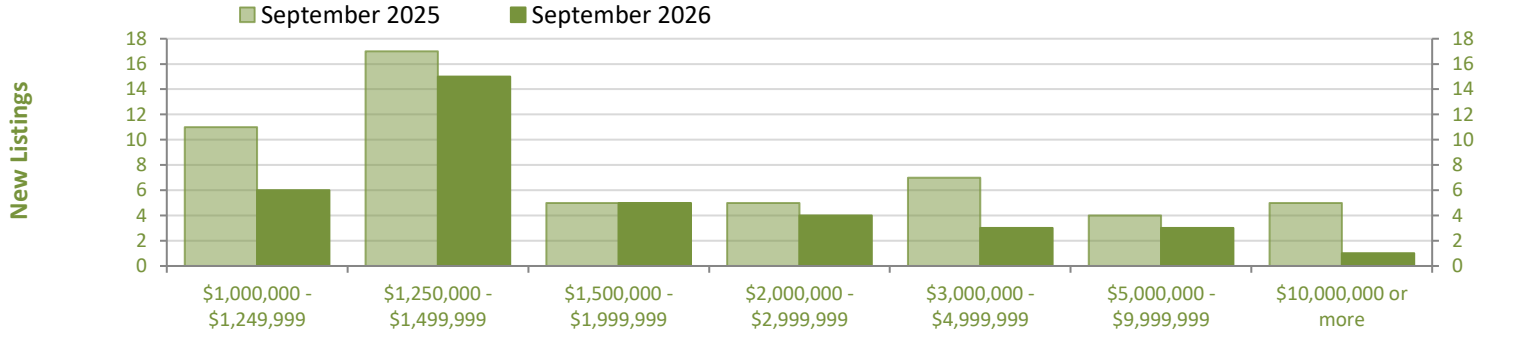
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	1	0.0%
$200,000 - $299,999	9	-10.0%
$300,000 - $399,999	31	138.5%
$400,000 - $499,999	44	4.8%
$500,000 - $599,999	22	-21.4%
$600,000 - $699,999	24	-11.1%
$700,000 - $799,999	14	-33.3%
$800,000 - $899,999	12	9.1%
$900,000 - $999,999	14	16.7%
$1,000,000 or more	37	-31.5%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for $1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
$1,000,000 - $1,249,999	6	-45.5%
$1,250,000 - $1,499,999	15	-11.8%
$1,500,000 - $1,999,999	5	0.0%
$2,000,000 - $2,999,999	4	-20.0%
$3,000,000 - $4,999,999	3	-57.1%
$5,000,000 - $9,999,999	3	-25.0%
$10,000,000 or more	1	-80.0%



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Monthly Market Detail - September 2026
Single-Family Homes
Martin County

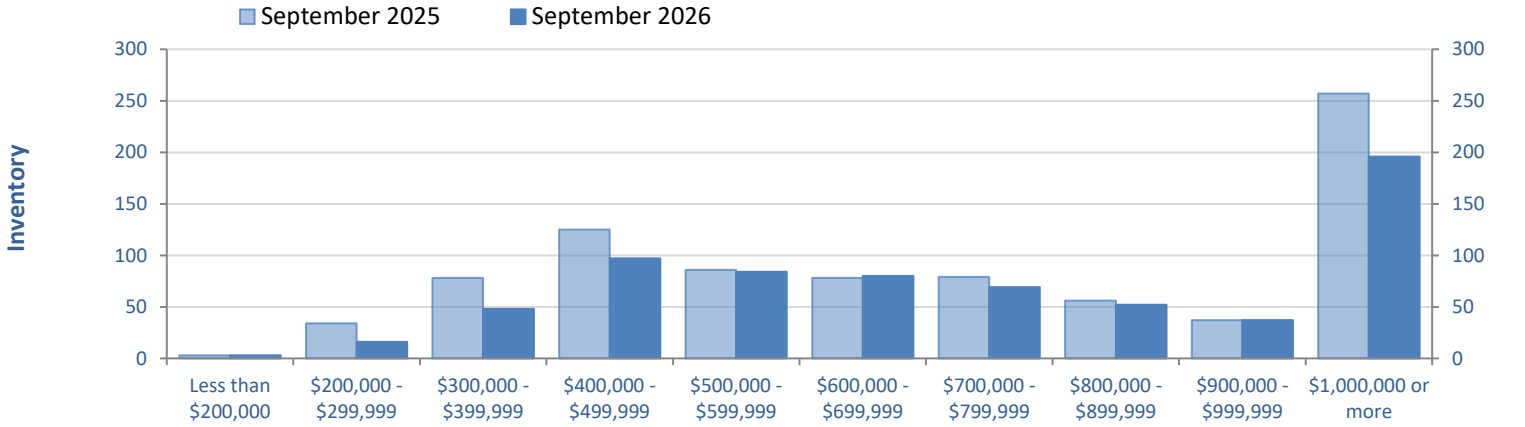
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Inventory by Current Listing Price

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.

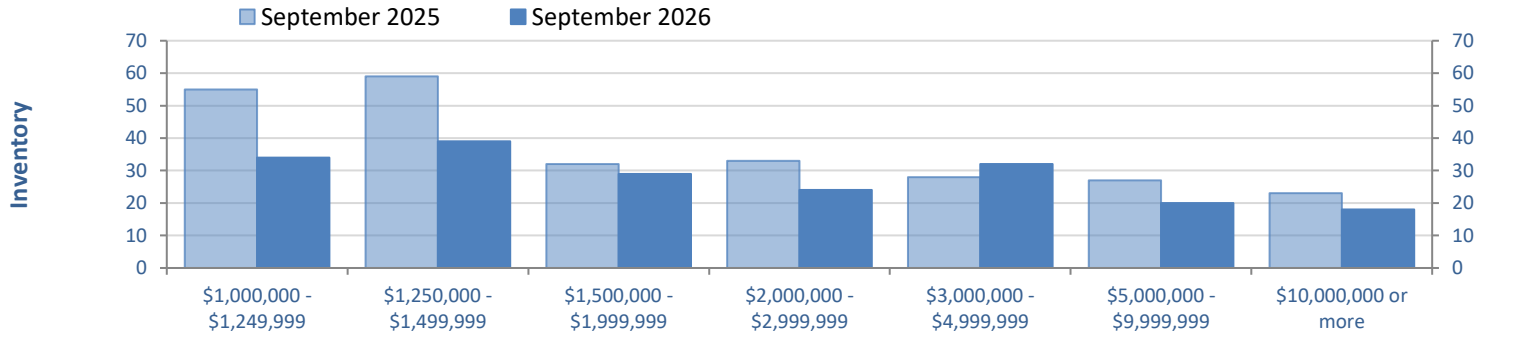
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	3	0.0%
$200,000 - $299,999	16	-52.9%
$300,000 - $399,999	48	-38.5%
$400,000 - $499,999	97	-22.4%
$500,000 - $599,999	84	-2.3%
$600,000 - $699,999	80	2.6%
$700,000 - $799,999	69	-12.7%
$800,000 - $899,999	52	-7.1%
$900,000 - $999,999	37	0.0%
$1,000,000 or more	196	-23.7%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for $1,000,000 or more

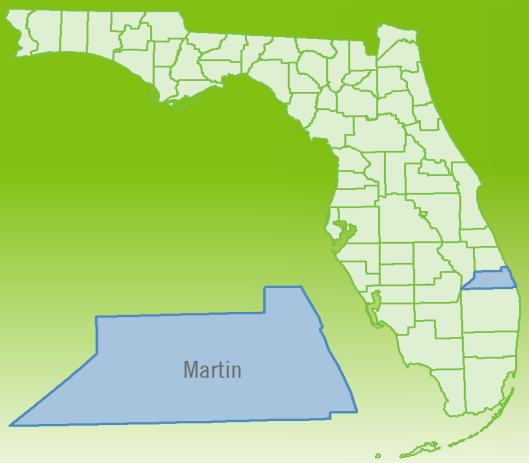
Current Listing Price	Inventory	Percent Change Year-over-Year
$1,000,000 - $1,249,999	34	-38.2%
$1,250,000 - $1,499,999	39	-33.9%
$1,500,000 - $1,999,999	29	-9.4%
$2,000,000 - $2,999,999	24	-27.3%
$3,000,000 - $4,999,999	32	14.3%
$5,000,000 - $9,999,999	20	-25.9%
$10,000,000 or more	18	-21.7%



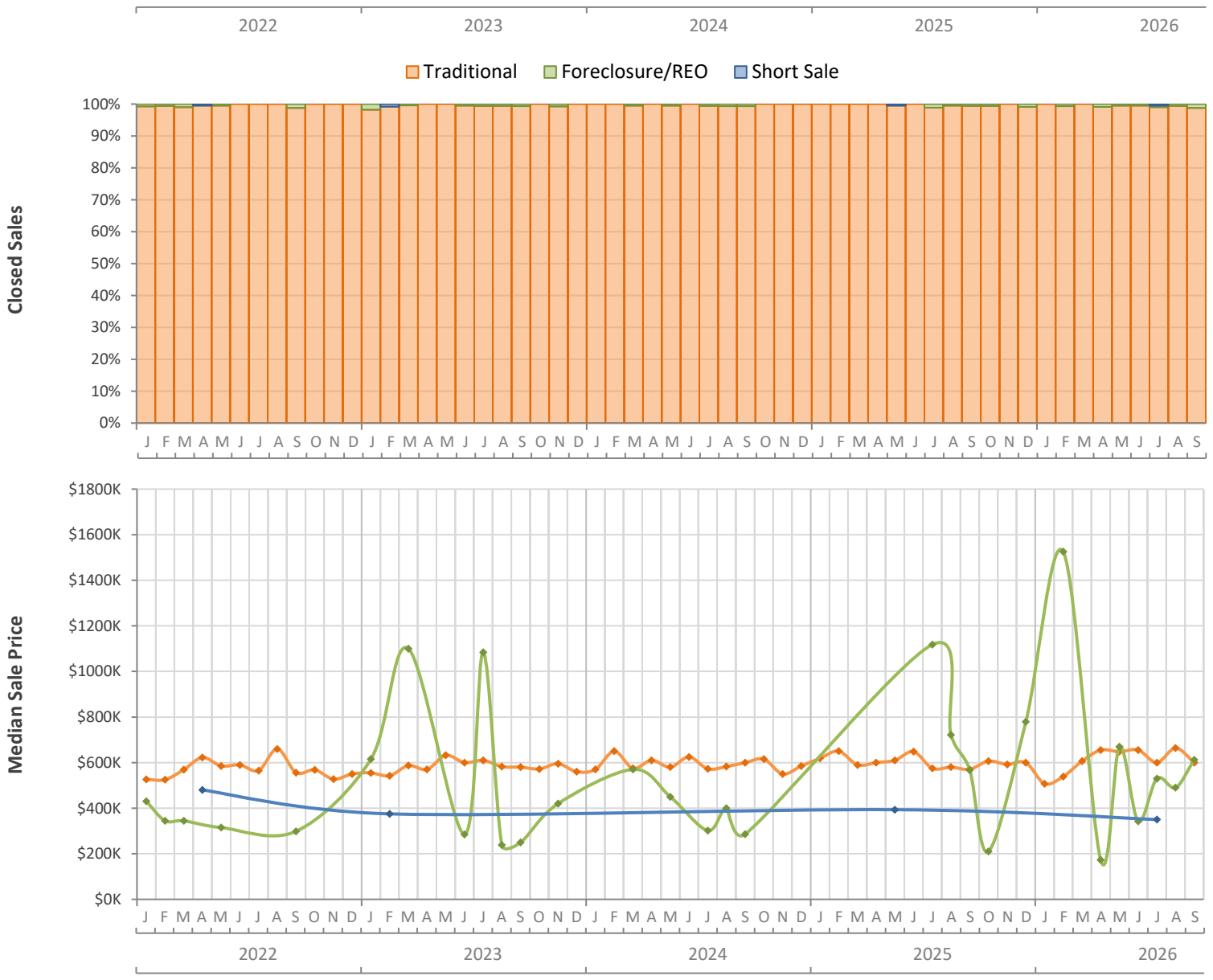
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Monthly Distressed Market - September 2026
Single-Family Homes
Martin County

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		September 2026	September 2025	Percent Change Year-over-Year
Traditional	Closed Sales	166	174	-4.6%
	Median Sale Price	$600,000	$570,738	5.1%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	$612,500	$567,300	8.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



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