

Monthly Market Detail - April 2025

Townhouses and Condos

St. Lucie County



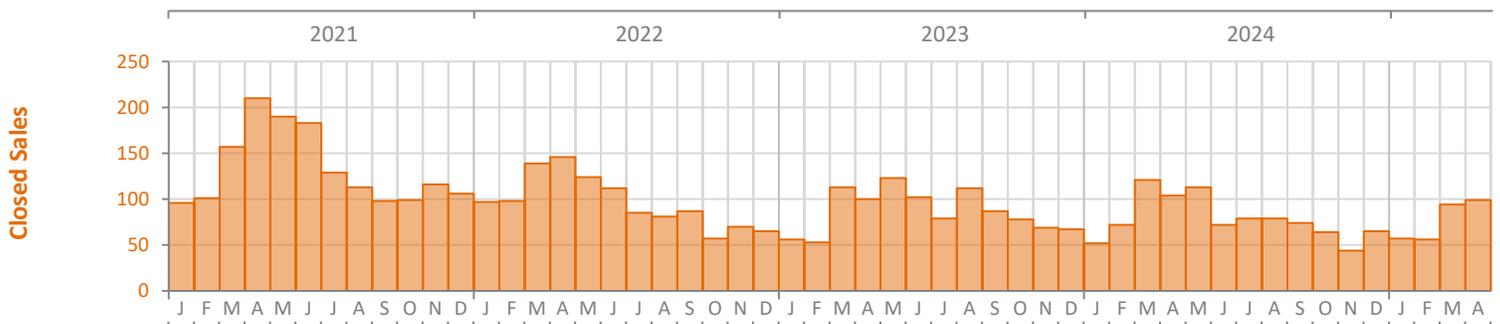
Summary Statistics	April 2025	April 2024	Percent Change Year-over-Year
Closed Sales	99	104	-4.8%
Paid in Cash	53	60	-11.7%
Median Sale Price	\$339,900	\$320,000	6.2%
Average Sale Price	\$358,371	\$386,070	-7.2%
Dollar Volume	\$35.5 Million	\$40.2 Million	-11.6%
Median Percent of Original List Price Received	91.9%	93.8%	-2.0%
Median Time to Contract	83 Days	48 Days	72.9%
Median Time to Sale	121 Days	84 Days	44.0%
New Pending Sales	90	133	-32.3%
New Listings	164	167	-1.8%
Pending Inventory	125	160	-21.9%
Inventory (Active Listings)	879	676	30.0%
Months Supply of Inventory	11.8	7.6	55.3%

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	306	-12.3%
April 2025	99	-4.8%
March 2025	94	-22.3%
February 2025	56	-22.2%
January 2025	57	9.6%
December 2024	65	-3.0%
November 2024	44	-36.2%
October 2024	64	-17.9%
September 2024	74	-14.9%
August 2024	79	-29.5%
July 2024	79	0.0%
June 2024	72	-29.4%
May 2024	113	-8.1%
April 2024	104	4.0%



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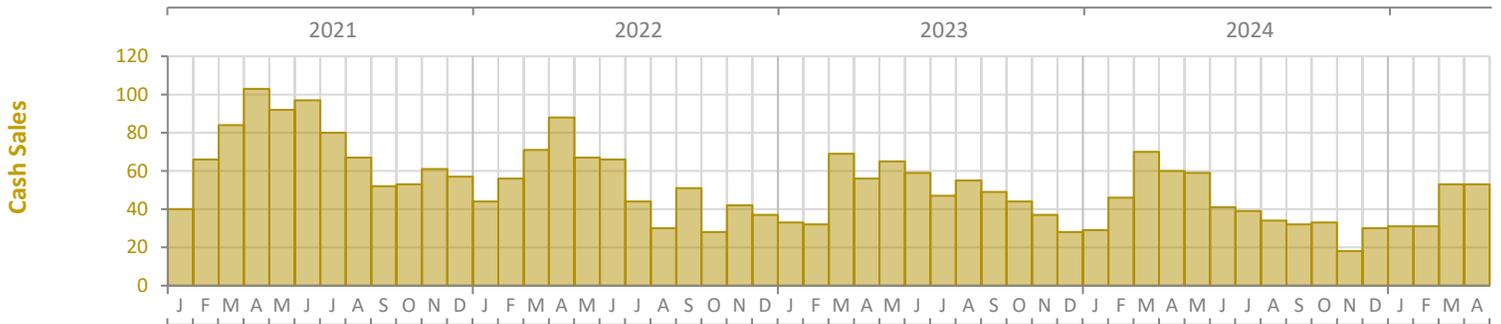


Cash Sales

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	168	-18.0%
April 2025	53	-11.7%
March 2025	53	-24.3%
February 2025	31	-32.6%
January 2025	31	6.9%
December 2024	30	7.1%
November 2024	18	-51.4%
October 2024	33	-25.0%
September 2024	32	-34.7%
August 2024	34	-38.2%
July 2024	39	-17.0%
June 2024	41	-30.5%
May 2024	59	-9.2%
April 2024	60	7.1%

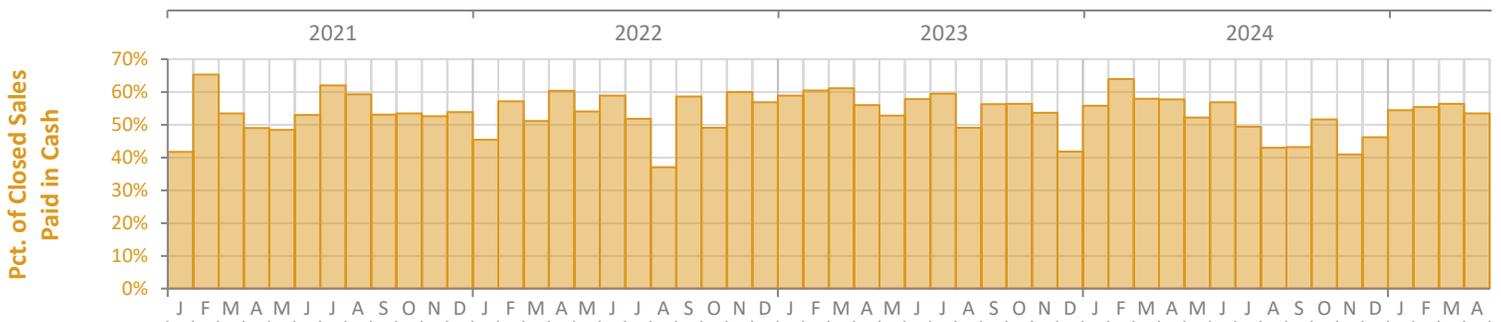


Cash Sales as a Percentage of Closed Sales

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	54.9%	-6.5%
April 2025	53.5%	-7.3%
March 2025	56.4%	-2.6%
February 2025	55.4%	-13.3%
January 2025	54.4%	-2.5%
December 2024	46.2%	10.5%
November 2024	40.9%	-23.7%
October 2024	51.6%	-8.5%
September 2024	43.2%	-23.3%
August 2024	43.0%	-12.4%
July 2024	49.4%	-17.0%
June 2024	56.9%	-1.6%
May 2024	52.2%	-1.1%
April 2024	57.7%	3.0%



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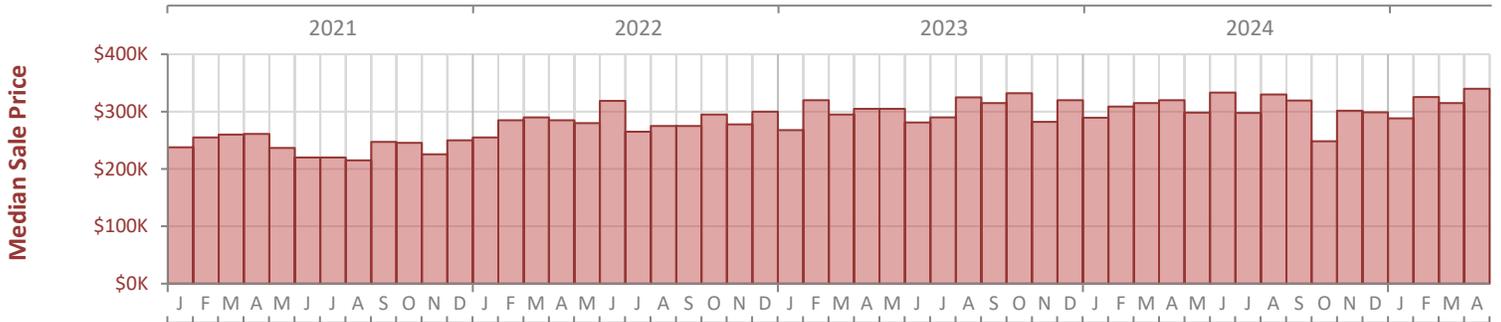


Median Sale Price

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	\$320,000	2.9%
April 2025	\$339,900	6.2%
March 2025	\$315,000	0.0%
February 2025	\$325,500	5.3%
January 2025	\$288,000	-0.5%
December 2024	\$299,000	-6.6%
November 2024	\$301,493	7.0%
October 2024	\$248,500	-25.1%
September 2024	\$319,500	1.4%
August 2024	\$330,105	1.6%
July 2024	\$297,908	2.7%
June 2024	\$332,950	18.5%
May 2024	\$298,000	-2.3%
April 2024	\$320,000	4.9%



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	\$377,391	-2.7%
April 2025	\$358,371	-7.2%
March 2025	\$399,736	6.8%
February 2025	\$439,262	2.1%
January 2025	\$312,788	-14.5%
December 2024	\$343,115	-19.9%
November 2024	\$307,772	-5.3%
October 2024	\$281,911	-25.4%
September 2024	\$406,396	18.3%
August 2024	\$424,529	9.9%
July 2024	\$346,164	-1.1%
June 2024	\$418,297	5.1%
May 2024	\$324,742	-7.3%
April 2024	\$386,070	8.7%



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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	\$115.5 Million	-14.7%
April 2025	\$35.5 Million	-11.6%
March 2025	\$37.6 Million	-17.0%
February 2025	\$24.6 Million	-20.6%
January 2025	\$17.8 Million	-6.2%
December 2024	\$22.3 Million	-22.3%
November 2024	\$13.5 Million	-39.6%
October 2024	\$18.0 Million	-38.8%
September 2024	\$30.1 Million	0.6%
August 2024	\$33.5 Million	-22.5%
July 2024	\$27.3 Million	-1.1%
June 2024	\$30.1 Million	-25.8%
May 2024	\$36.7 Million	-14.8%
April 2024	\$40.2 Million	13.1%

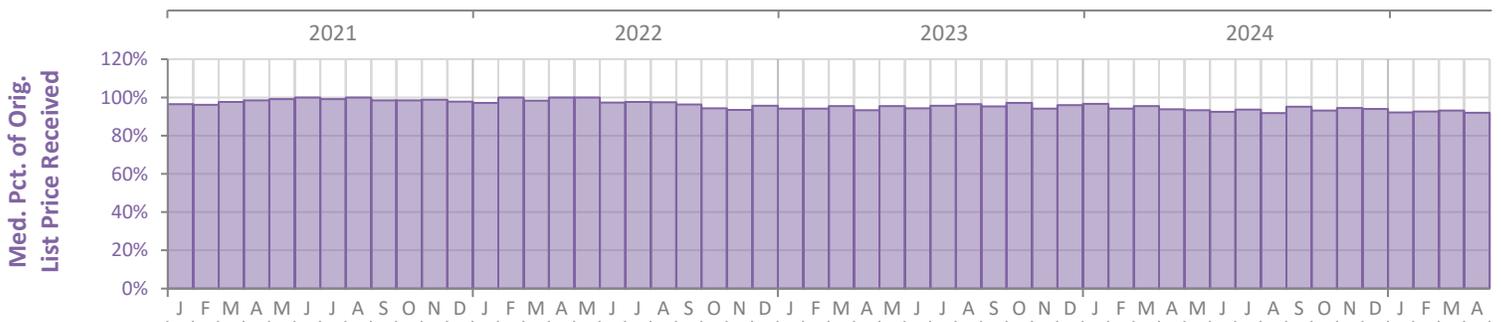


Median Percent of Original List Price Received

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	92.3%	-2.6%
April 2025	91.9%	-2.0%
March 2025	93.1%	-2.4%
February 2025	92.7%	-1.5%
January 2025	92.1%	-4.7%
December 2024	93.9%	-2.1%
November 2024	94.5%	0.4%
October 2024	93.2%	-4.0%
September 2024	95.1%	-0.2%
August 2024	91.8%	-4.8%
July 2024	93.7%	-2.1%
June 2024	92.5%	-1.9%
May 2024	93.3%	-2.3%
April 2024	93.8%	0.5%



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	74 Days	48.0%
April 2025	83 Days	72.9%
March 2025	66 Days	37.5%
February 2025	65 Days	12.1%
January 2025	66 Days	53.5%
December 2024	99 Days	135.7%
November 2024	50 Days	11.1%
October 2024	68 Days	119.4%
September 2024	63 Days	34.0%
August 2024	82 Days	121.6%
July 2024	62 Days	93.8%
June 2024	82 Days	54.7%
May 2024	60 Days	71.4%
April 2024	48 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 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	109 Days	19.8%
April 2025	121 Days	44.0%
March 2025	102 Days	17.2%
February 2025	99 Days	7.6%
January 2025	105 Days	23.5%
December 2024	123 Days	26.8%
November 2024	94 Days	-2.1%
October 2024	112 Days	51.4%
September 2024	116 Days	34.9%
August 2024	123 Days	57.7%
July 2024	116 Days	81.3%
June 2024	115 Days	33.7%
May 2024	89 Days	6.0%
April 2024	84 Days	12.0%

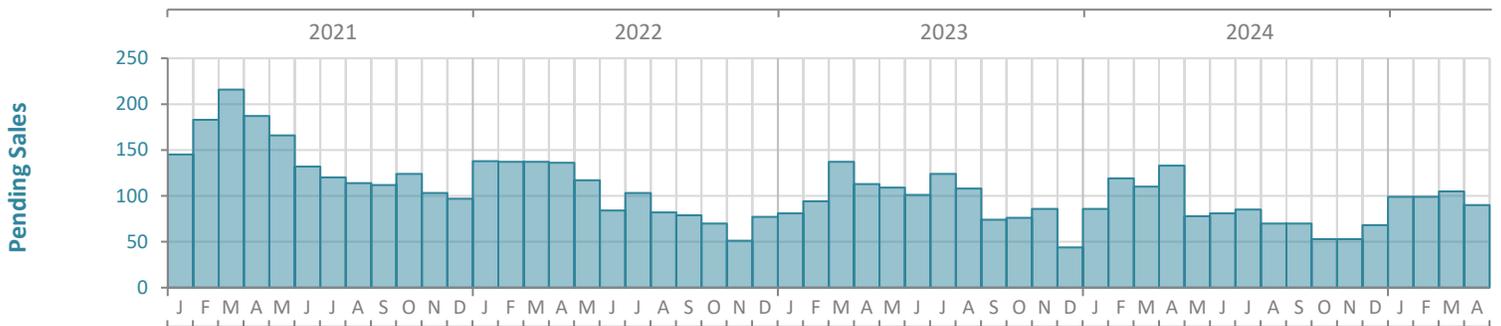


New Pending Sales

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	393	-12.3%
April 2025	90	-32.3%
March 2025	105	-4.5%
February 2025	99	-16.8%
January 2025	99	15.1%
December 2024	68	54.5%
November 2024	53	-38.4%
October 2024	53	-30.3%
September 2024	70	-5.4%
August 2024	70	-35.2%
July 2024	85	-31.5%
June 2024	81	-19.8%
May 2024	78	-28.4%
April 2024	133	17.7%

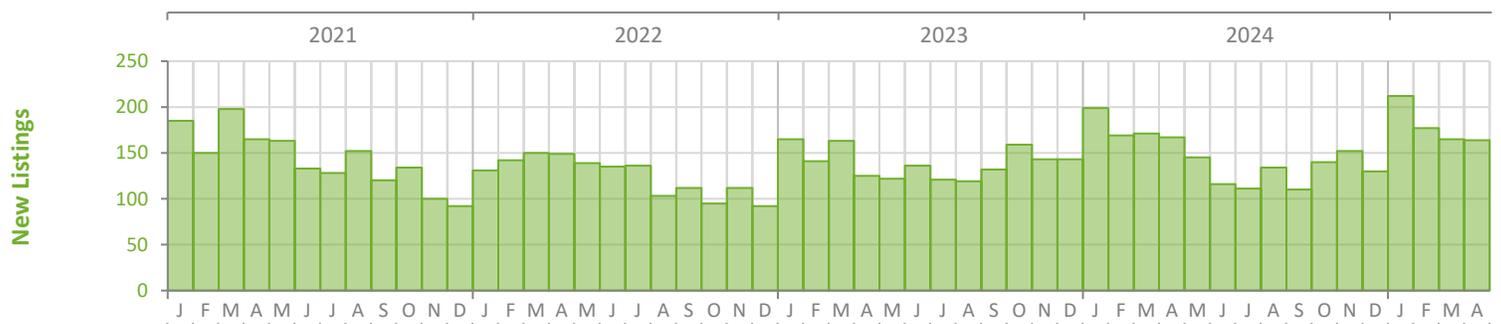


New Listings

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	718	1.7%
April 2025	164	-1.8%
March 2025	165	-3.5%
February 2025	177	4.7%
January 2025	212	6.5%
December 2024	130	-9.1%
November 2024	152	6.3%
October 2024	140	-11.9%
September 2024	110	-16.7%
August 2024	134	12.6%
July 2024	111	-8.3%
June 2024	116	-14.7%
May 2024	145	18.9%
April 2024	167	33.6%



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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)	880	34.2%
April 2025	879	30.0%
March 2025	881	31.3%
February 2025	895	39.4%
January 2025	866	36.6%
December 2024	764	37.4%
November 2024	766	45.9%
October 2024	711	53.6%
September 2024	673	66.2%
August 2024	667	77.4%
July 2024	659	76.7%
June 2024	672	70.1%
May 2024	694	85.1%
April 2024	676	73.8%



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)	11.5	53.3%
April 2025	11.8	55.3%
March 2025	11.7	53.9%
February 2025	11.6	58.9%
January 2025	11.0	48.6%
December 2024	9.8	53.1%
November 2024	9.8	60.7%
October 2024	8.8	63.0%
September 2024	8.2	70.8%
August 2024	8.1	84.1%
July 2024	7.7	71.1%
June 2024	7.9	64.6%
May 2024	7.9	75.6%
April 2024	7.6	61.7%



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	1	N/A
\$100,000 - \$149,999	8	-11.1%
\$150,000 - \$199,999	11	-21.4%
\$200,000 - \$249,999	8	-27.3%
\$250,000 - \$299,999	10	-33.3%
\$300,000 - \$399,999	34	47.8%
\$400,000 - \$599,999	15	-6.3%
\$600,000 - \$999,999	12	-7.7%
\$1,000,000 or more	0	-100.0%

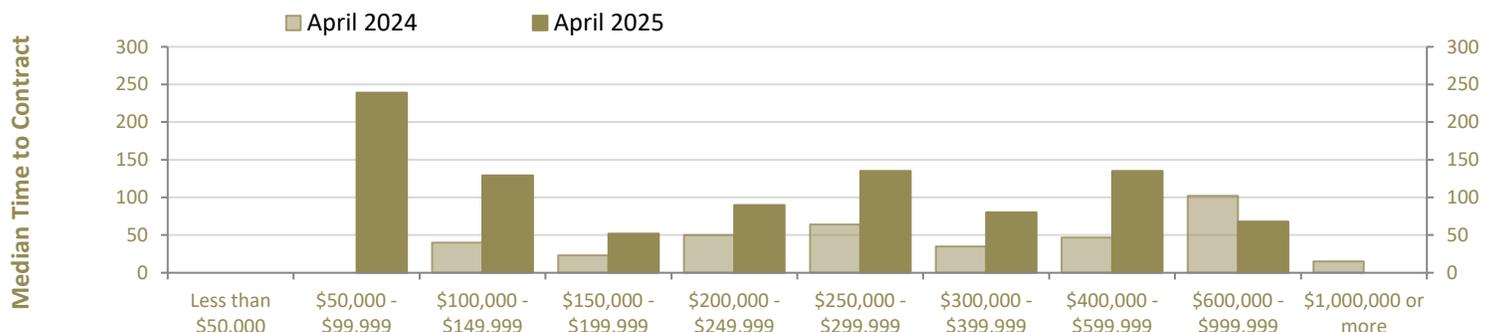


Median Time to Contract by Sale Price

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	239 Days	N/A
\$100,000 - \$149,999	129 Days	222.5%
\$150,000 - \$199,999	52 Days	126.1%
\$200,000 - \$249,999	90 Days	80.0%
\$250,000 - \$299,999	135 Days	110.9%
\$300,000 - \$399,999	80 Days	128.6%
\$400,000 - \$599,999	135 Days	187.2%
\$600,000 - \$999,999	68 Days	-33.3%
\$1,000,000 or more	(No Sales)	N/A



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	1	N/A
\$100,000 - \$149,999	11	83.3%
\$150,000 - \$199,999	20	11.1%
\$200,000 - \$249,999	19	46.2%
\$250,000 - \$299,999	24	-27.3%
\$300,000 - \$399,999	35	2.9%
\$400,000 - \$599,999	36	-5.3%
\$600,000 - \$999,999	10	-37.5%
\$1,000,000 or more	8	-11.1%



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	18	1700.0%
\$100,000 - \$149,999	67	179.2%
\$150,000 - \$199,999	85	23.2%
\$200,000 - \$249,999	95	43.9%
\$250,000 - \$299,999	89	4.7%
\$300,000 - \$399,999	174	27.9%
\$400,000 - \$599,999	206	19.8%
\$600,000 - \$999,999	109	22.5%
\$1,000,000 or more	36	5.9%



Monthly Distressed Market - April 2025

Townhouses and Condos

St. Lucie County



		April 2025	April 2024	Percent Change Year-over-Year
Traditional	Closed Sales	99	103	-3.9%
	Median Sale Price	\$339,900	\$322,500	5.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$175,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

