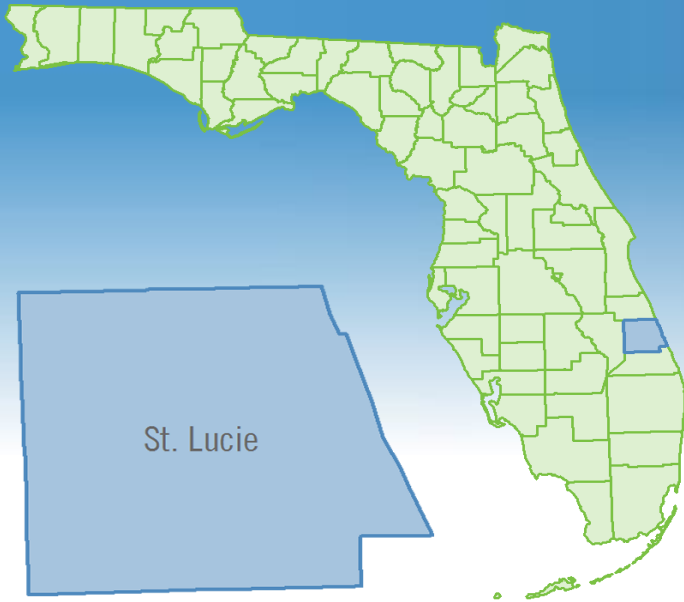


# Monthly Market Detail - December 2025

## Townhouses and Condos

### St. Lucie County



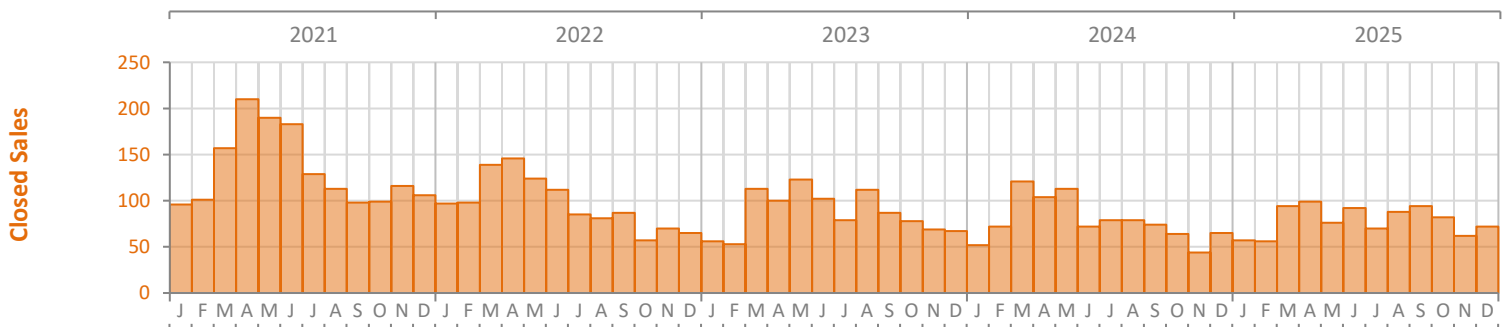
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	72	65	10.8%
Paid in Cash	43	30	43.3%
Median Sale Price	\$302,500	\$299,000	1.2%
Average Sale Price	\$343,911	\$343,115	0.2%
Dollar Volume	\$24.8 Million	\$22.3 Million	11.0%
Median Percent of Original List Price Received	90.4%	93.9%	-3.7%
Median Time to Contract	76 Days	99 Days	-23.2%
Median Time to Sale	117 Days	123 Days	-4.9%
New Pending Sales	49	68	-27.9%
New Listings	100	130	-23.1%
Pending Inventory	79	76	3.9%
Inventory (Active Listings)	718	764	-6.0%
Months Supply of Inventory	9.1	9.8	-7.1%

## 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	942	0.3%
<b>December 2025</b>	<b>72</b>	<b>10.8%</b>
November 2025	62	40.9%
October 2025	82	28.1%
September 2025	94	27.0%
August 2025	88	11.4%
July 2025	70	-11.4%
June 2025	92	27.8%
May 2025	76	-32.7%
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%

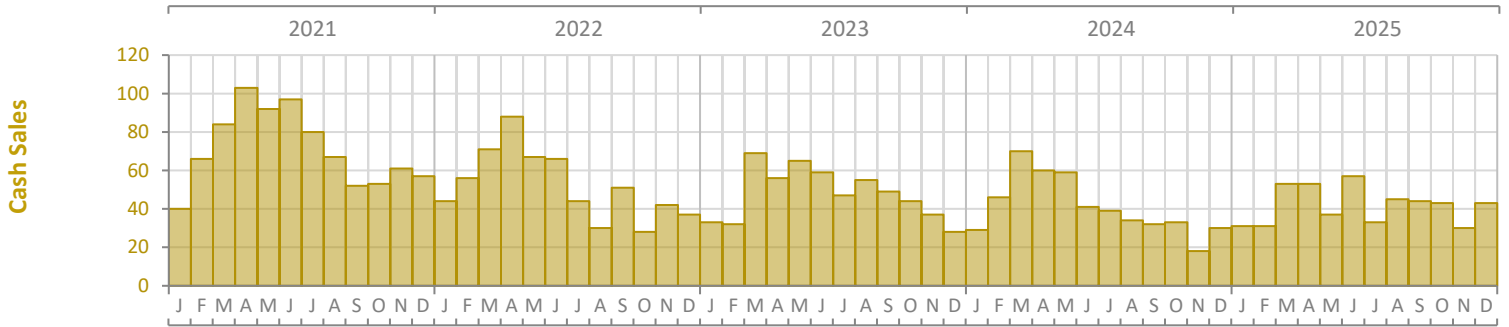


## Cash Sales

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	500	1.8%
<b>December 2025</b>	<b>43</b>	<b>43.3%</b>
November 2025	30	66.7%
October 2025	43	30.3%
September 2025	44	37.5%
August 2025	45	32.4%
July 2025	33	-15.4%
June 2025	57	39.0%
May 2025	37	-37.3%
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%

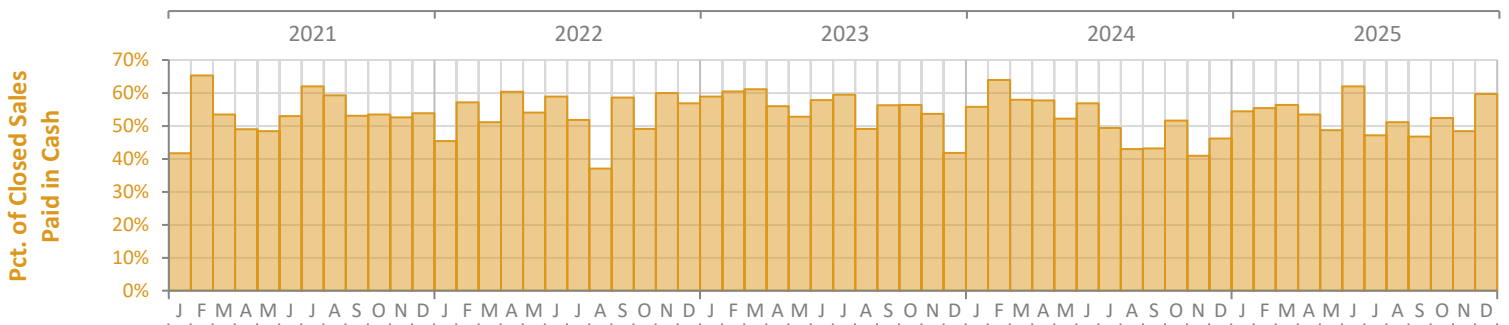


## Cash Sales as a Percentage of Closed Sales

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	53.1%	1.5%
<b>December 2025</b>	<b>59.7%</b>	<b>29.2%</b>
November 2025	48.4%	18.3%
October 2025	52.4%	1.6%
September 2025	46.8%	8.3%
August 2025	51.1%	18.8%
July 2025	47.1%	-4.7%
June 2025	62.0%	9.0%
May 2025	48.7%	-6.7%
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%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### St. Lucie County

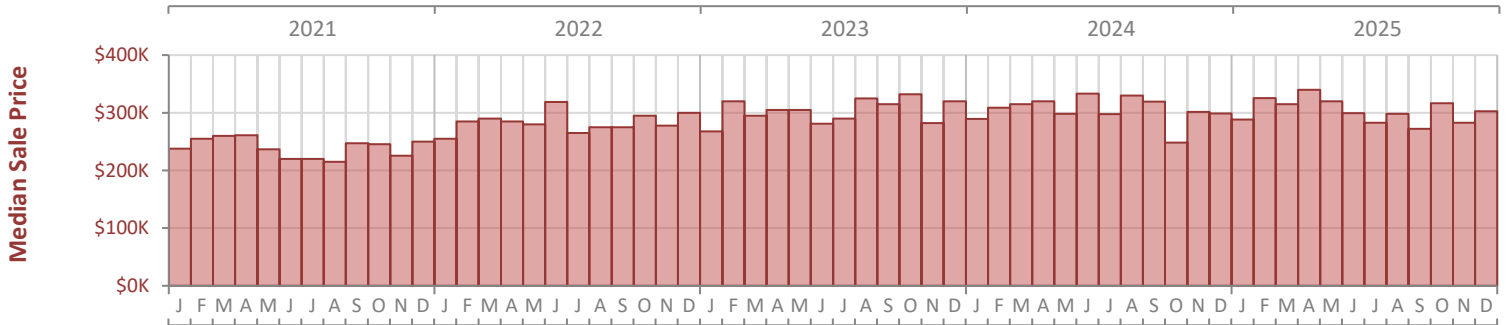


## Median Sale Price

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	\$305,000	-1.3%
<b>December 2025</b>	<b>\$302,500</b>	<b>1.2%</b>
November 2025	\$282,500	-6.3%
October 2025	\$316,450	27.3%
September 2025	\$272,000	-14.9%
August 2025	\$298,450	-9.6%
July 2025	\$282,500	-5.2%
June 2025	\$299,553	-10.0%
May 2025	\$320,000	7.4%
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%

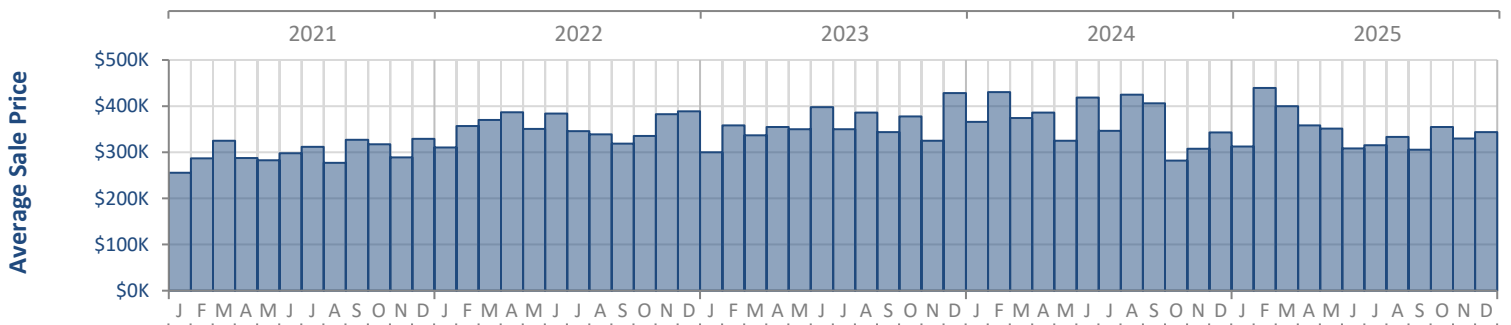


## Average Sale Price

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	\$345,015	-6.7%
<b>December 2025</b>	<b>\$343,911</b>	<b>0.2%</b>
November 2025	\$330,003	7.2%
October 2025	\$354,881	25.9%
September 2025	\$305,441	-24.8%
August 2025	\$333,506	-21.4%
July 2025	\$315,386	-8.9%
June 2025	\$308,182	-26.3%
May 2025	\$351,463	8.2%
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%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### St. Lucie County

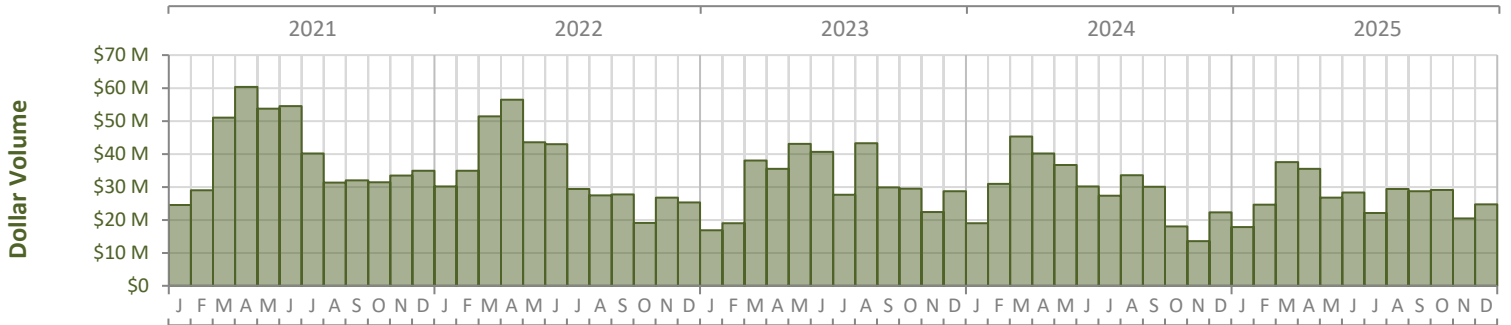


## Dollar Volume

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	\$325.0 Million	-6.4%
<b>December 2025</b>	<b>\$24.8 Million</b>	<b>11.0%</b>
November 2025	\$20.5 Million	51.1%
October 2025	\$29.1 Million	61.3%
September 2025	\$28.7 Million	-4.5%
August 2025	\$29.3 Million	-12.5%
July 2025	\$22.1 Million	-19.3%
June 2025	\$28.4 Million	-5.9%
May 2025	\$26.7 Million	-27.2%
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%

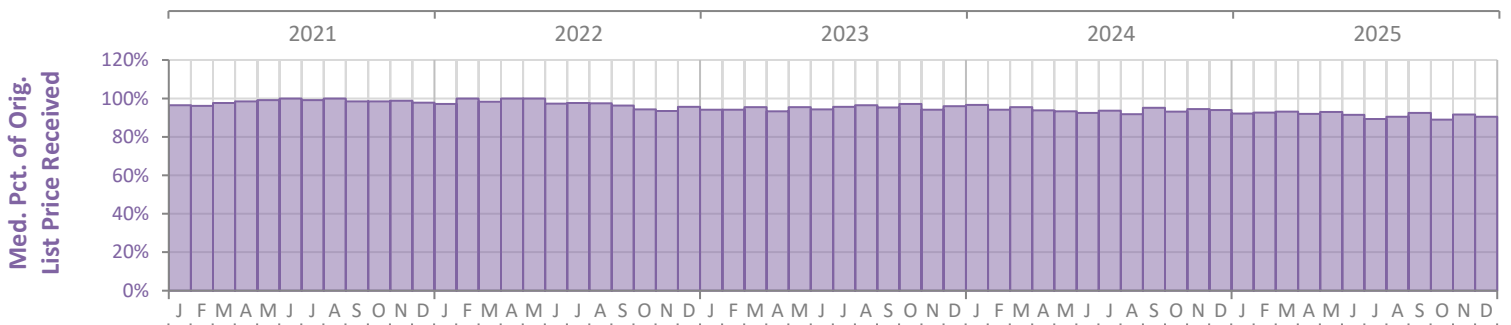


## Median Percent of Original List Price Received

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	91.6%	-2.8%
<b>December 2025</b>	<b>90.4%</b>	<b>-3.7%</b>
November 2025	91.6%	-3.1%
October 2025	89.0%	-4.5%
September 2025	92.4%	-2.8%
August 2025	90.4%	-1.5%
July 2025	89.3%	-4.7%
June 2025	91.5%	-1.1%
May 2025	92.9%	-0.4%
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%

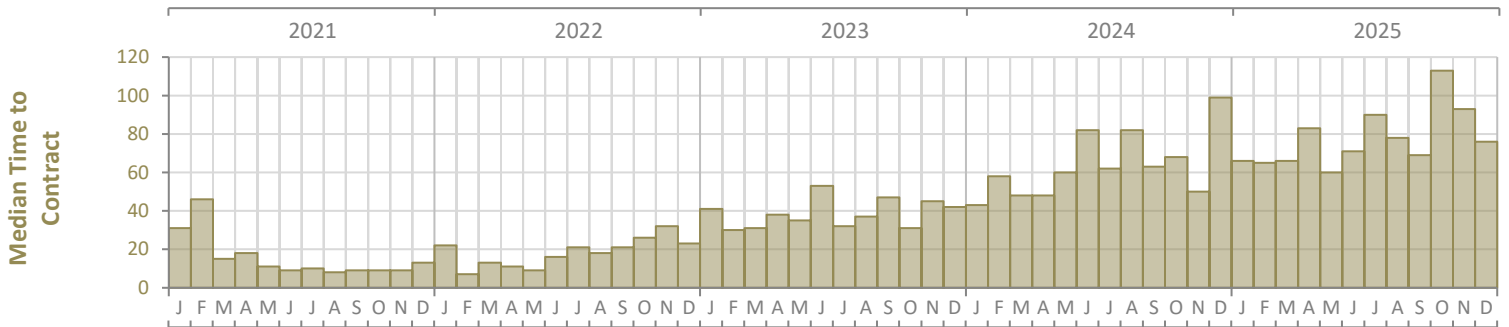


## Median Time to Contract

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	90 Days	40.6%
<b>December 2025</b>	<b>76 Days</b>	<b>-23.2%</b>
November 2025	93 Days	86.0%
October 2025	113 Days	66.2%
September 2025	69 Days	9.5%
August 2025	78 Days	-4.9%
July 2025	90 Days	45.2%
June 2025	71 Days	-13.4%
May 2025	60 Days	0.0%
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%

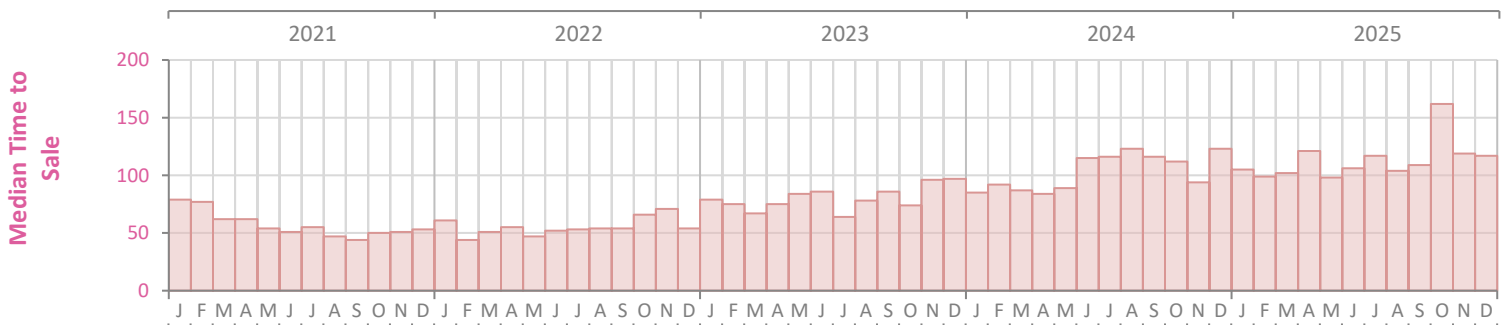


## Median Time to Sale

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	126 Days	17.8%
<b>December 2025</b>	<b>117 Days</b>	<b>-4.9%</b>
November 2025	119 Days	26.6%
October 2025	162 Days	44.6%
September 2025	109 Days	-6.0%
August 2025	104 Days	-15.4%
July 2025	117 Days	0.9%
June 2025	106 Days	-7.8%
May 2025	98 Days	10.1%
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%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### St. Lucie County

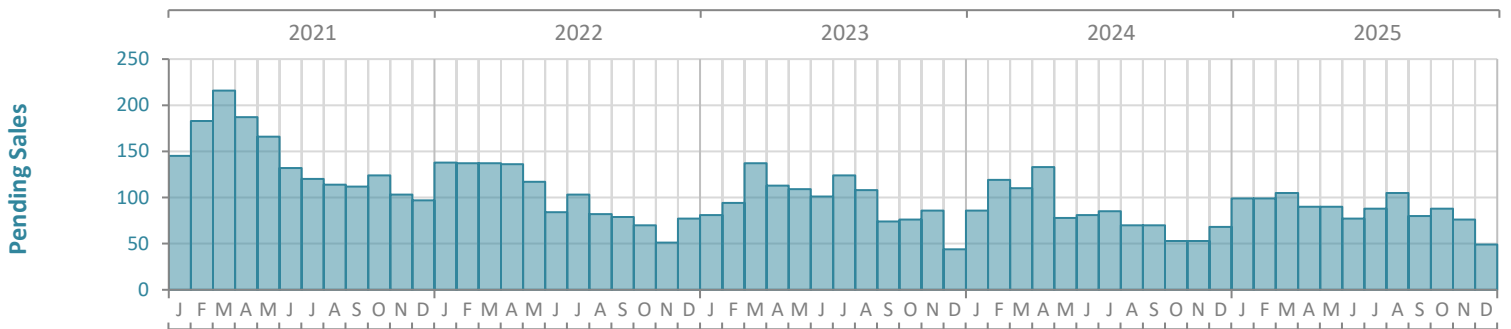


## New Pending Sales

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	1,046	4.0%
<b>December 2025</b>	<b>49</b>	<b>-27.9%</b>
November 2025	76	43.4%
October 2025	88	66.0%
September 2025	80	14.3%
August 2025	105	50.0%
July 2025	88	3.5%
June 2025	77	-4.9%
May 2025	90	15.4%
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%

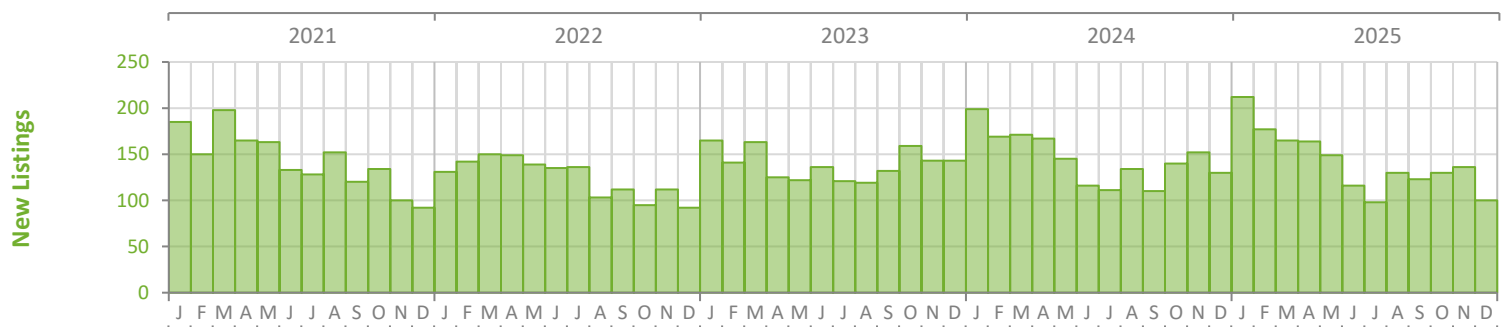


## New Listings

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	1,700	-2.5%
<b>December 2025</b>	<b>100</b>	<b>-23.1%</b>
November 2025	136	-10.5%
October 2025	130	-7.1%
September 2025	123	11.8%
August 2025	130	-3.0%
July 2025	98	-11.7%
June 2025	116	0.0%
May 2025	149	2.8%
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%



# Monthly Market Detail - December 2025

## Townhouses and Condos

### St. Lucie County

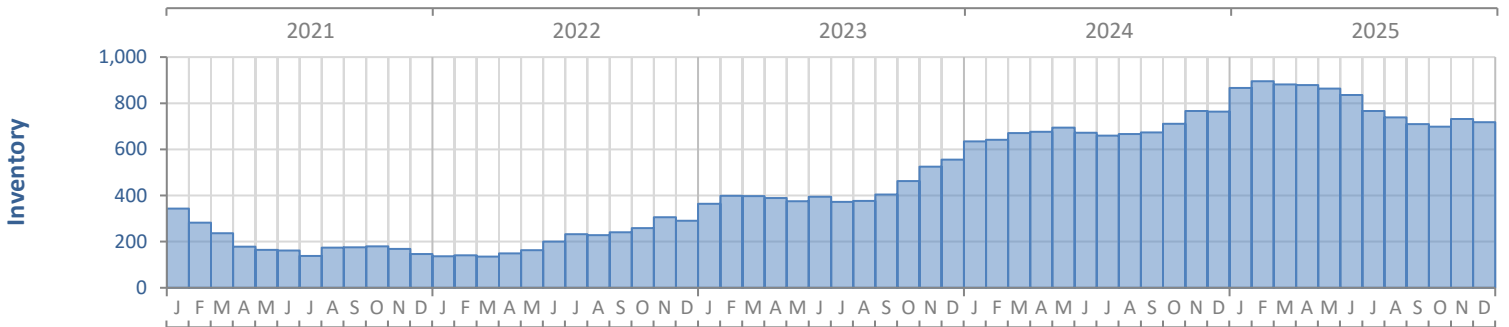


## Inventory (Active Listings)

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)	799	16.4%
<b>December 2025</b>	<b>718</b>	<b>-6.0%</b>
November 2025	732	-4.4%
October 2025	698	-1.8%
September 2025	710	5.5%
August 2025	738	10.6%
July 2025	767	16.4%
June 2025	836	24.4%
May 2025	863	24.4%
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%

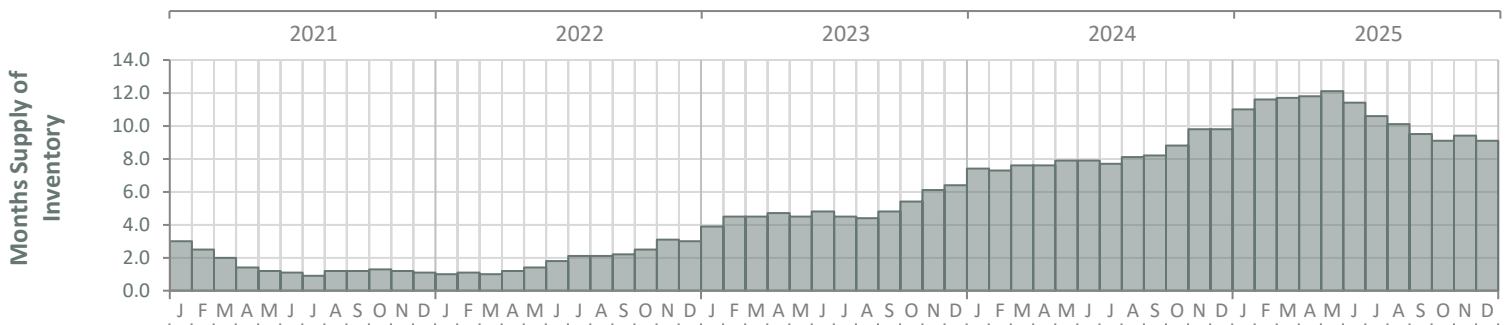


## Months Supply of Inventory

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)	10.6	29.3%
<b>December 2025</b>	<b>9.1</b>	<b>-7.1%</b>
November 2025	9.4	-4.1%
October 2025	9.1	3.4%
September 2025	9.5	15.9%
August 2025	10.1	24.7%
July 2025	10.6	37.7%
June 2025	11.4	44.3%
May 2025	12.1	53.2%
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%

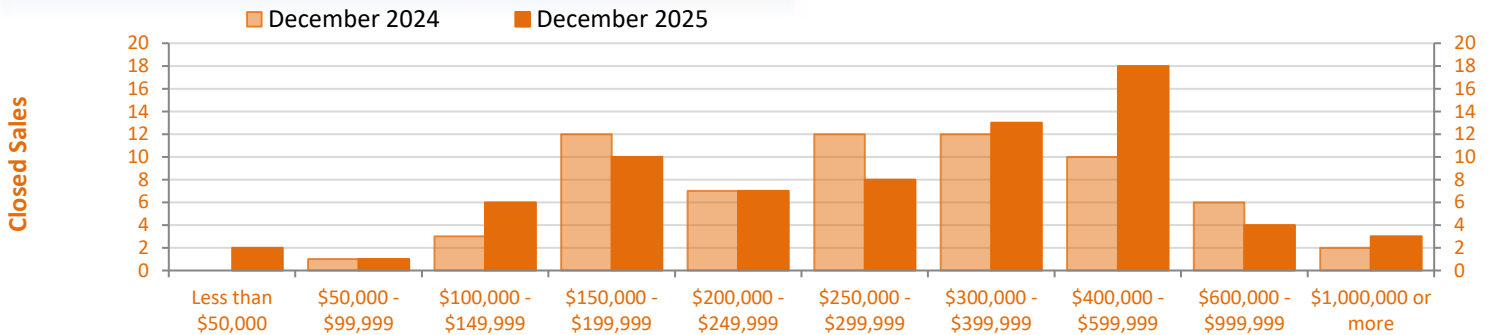


## Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	10	-16.7%
\$200,000 - \$249,999	7	0.0%
\$250,000 - \$299,999	8	-33.3%
\$300,000 - \$399,999	13	8.3%
\$400,000 - \$599,999	18	80.0%
\$600,000 - \$999,999	4	-33.3%
\$1,000,000 or more	3	50.0%

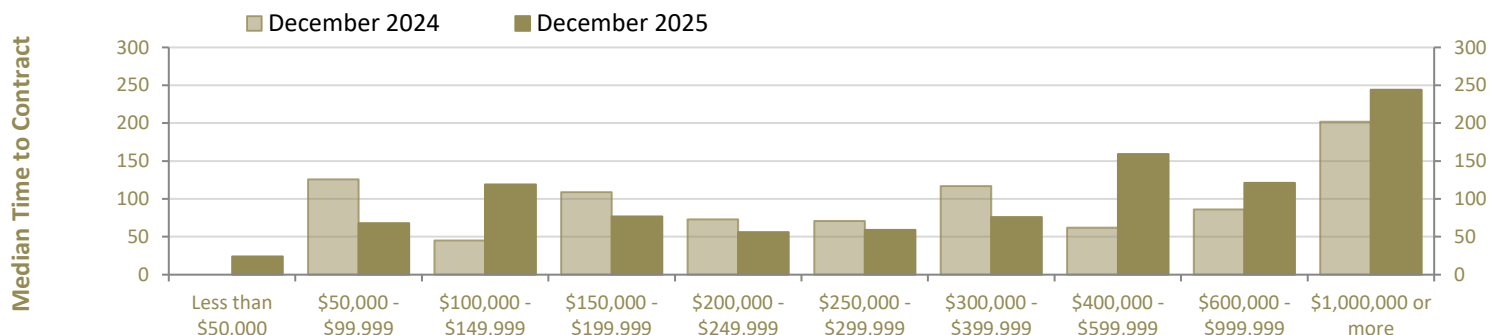


## Median Time to Contract by Sale Price

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	24 Days	N/A
\$50,000 - \$99,999	68 Days	-46.0%
\$100,000 - \$149,999	119 Days	164.4%
\$150,000 - \$199,999	77 Days	-29.4%
\$200,000 - \$249,999	56 Days	-23.3%
\$250,000 - \$299,999	59 Days	-16.9%
\$300,000 - \$399,999	76 Days	-35.0%
\$400,000 - \$599,999	159 Days	156.5%
\$600,000 - \$999,999	121 Days	40.7%
\$1,000,000 or more	244 Days	20.8%



## 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	-50.0%
\$100,000 - \$149,999	10	42.9%
\$150,000 - \$199,999	13	62.5%
\$200,000 - \$249,999	13	-18.8%
\$250,000 - \$299,999	8	-42.9%
\$300,000 - \$399,999	26	-23.5%
\$400,000 - \$599,999	22	-15.4%
\$600,000 - \$999,999	6	-72.7%
\$1,000,000 or more	1	0.0%

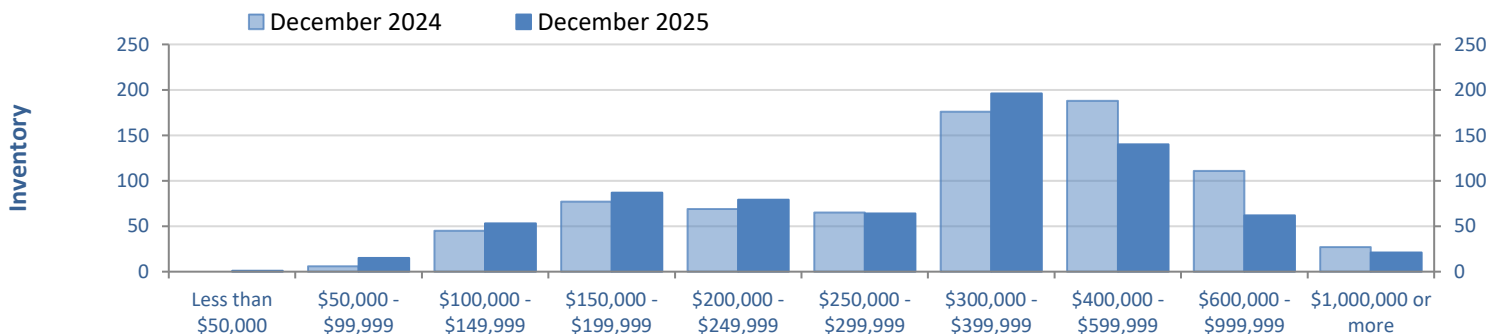


## Inventory by Current Listing Price

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.

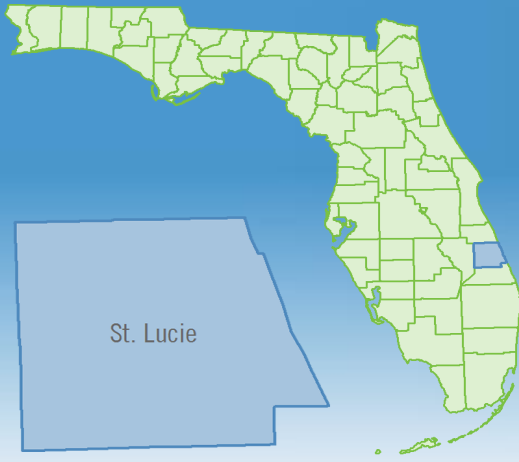
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	15	150.0%
\$100,000 - \$149,999	53	17.8%
\$150,000 - \$199,999	87	13.0%
\$200,000 - \$249,999	79	14.5%
\$250,000 - \$299,999	64	-1.5%
\$300,000 - \$399,999	196	11.4%
\$400,000 - \$599,999	140	-25.5%
\$600,000 - \$999,999	62	-44.1%
\$1,000,000 or more	21	-22.2%



# Monthly Distressed Market - December 2025

## Townhouses and Condos

### St. Lucie County



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	71	65	9.2%
	Median Sale Price	\$300,000	\$299,000	0.3%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$312,430	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

