

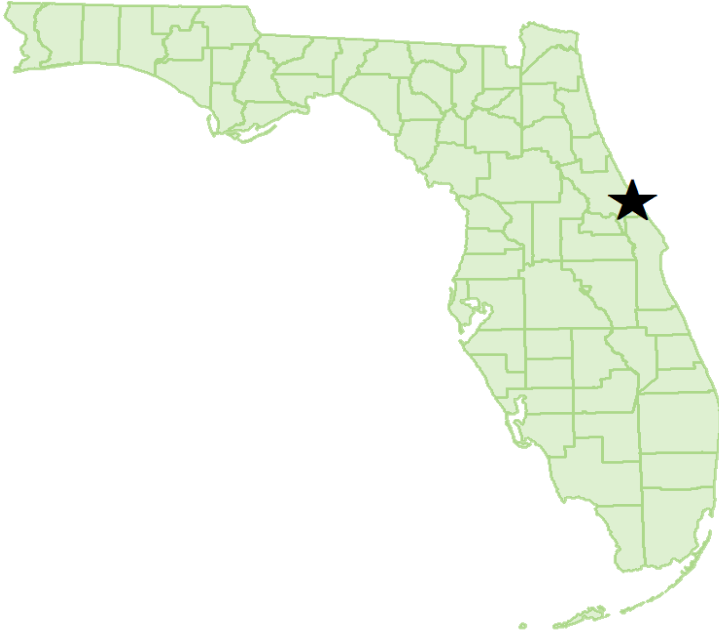
Monthly Market Detail - October 2023

Manufactured Homes

New Smyrna Beach Board of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



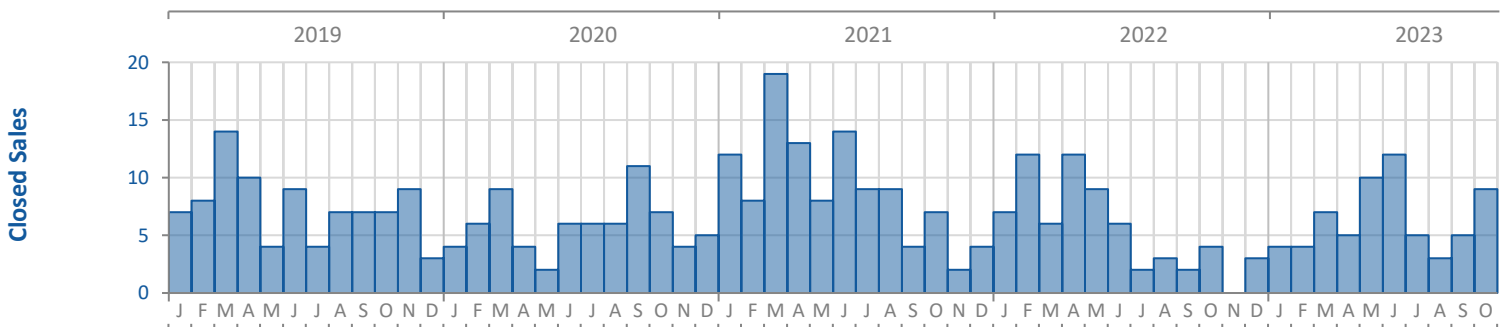
Summary Statistics	October 2023	October 2022	Percent Change Year-over-Year
Closed Sales	9	4	125.0%
Paid in Cash	4	1	300.0%
Median Sale Price	\$250,000	\$245,500	1.8%
Average Sale Price	\$250,267	\$263,750	-5.1%
Dollar Volume	\$2.3 Million	\$1.1 Million	113.5%
Median Percent of Original List Price Received	97.0%	99.1%	-2.1%
Median Time to Contract	20 Days	20 Days	0.0%
Median Time to Sale	64 Days	62 Days	3.2%
New Pending Sales	6	1	500.0%
New Listings	12	3	300.0%
Pending Inventory	8	3	166.7%
Inventory (Active Listings)	32	4	700.0%
Months Supply of Inventory	5.7	0.7	714.3%

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	64	1.6%
October 2023	9	125.0%
September 2023	5	150.0%
August 2023	3	0.0%
July 2023	5	150.0%
June 2023	12	100.0%
May 2023	10	11.1%
April 2023	5	-58.3%
March 2023	7	16.7%
February 2023	4	-66.7%
January 2023	4	-42.9%
December 2022	3	-25.0%
November 2022	0	-100.0%
October 2022	4	-42.9%



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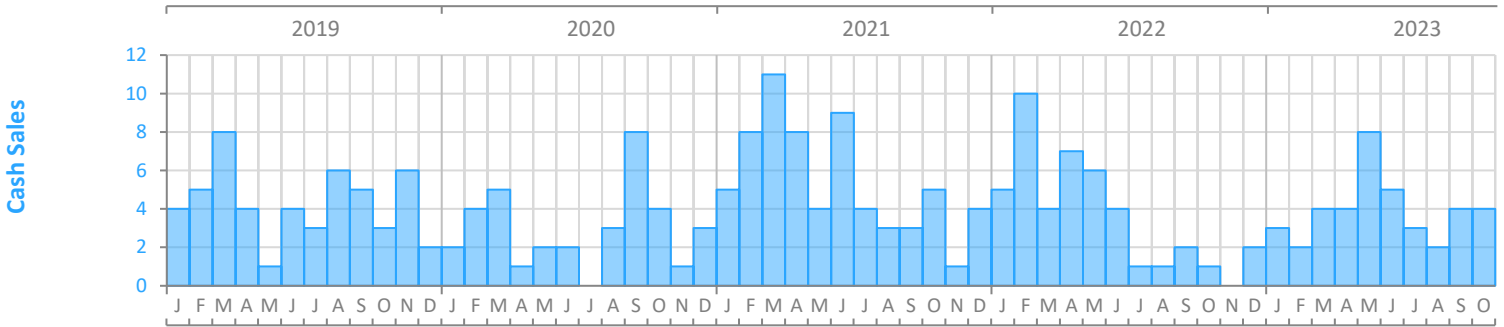
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Cash Sales

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	39	-4.9%
October 2023	4	300.0%
September 2023	4	100.0%
August 2023	2	100.0%
July 2023	3	200.0%
June 2023	5	25.0%
May 2023	8	33.3%
April 2023	4	-42.9%
March 2023	4	0.0%
February 2023	2	-80.0%
January 2023	3	-40.0%
December 2022	2	-50.0%
November 2022	0	-100.0%
October 2022	1	-80.0%

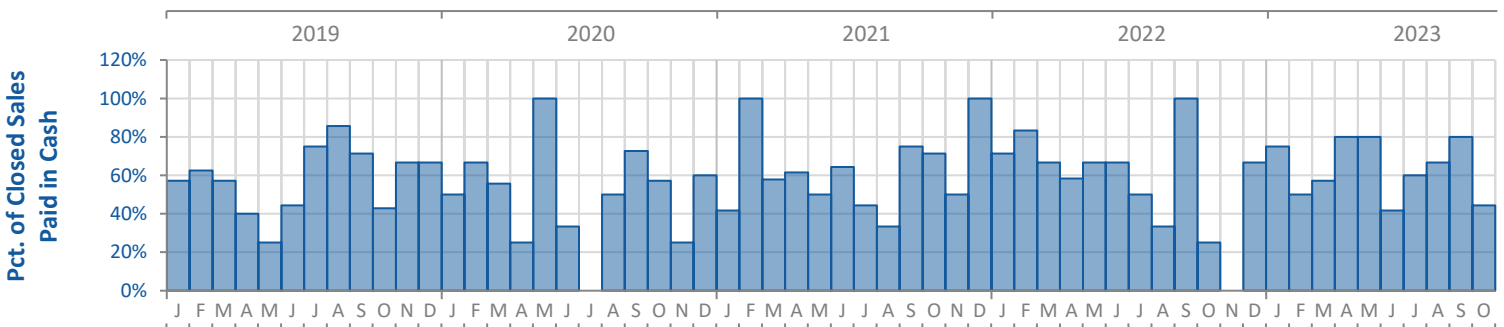


Cash Sales as a Percentage of Closed Sales

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	60.9%	-6.5%
October 2023	44.4%	77.6%
September 2023	80.0%	-20.0%
August 2023	66.7%	100.3%
July 2023	60.0%	20.0%
June 2023	41.7%	-37.5%
May 2023	80.0%	19.9%
April 2023	80.0%	37.2%
March 2023	57.1%	-14.4%
February 2023	50.0%	-40.0%
January 2023	75.0%	5.0%
December 2022	66.7%	-33.3%
November 2022	(No Sales)	-100.0%
October 2022	25.0%	-65.0%



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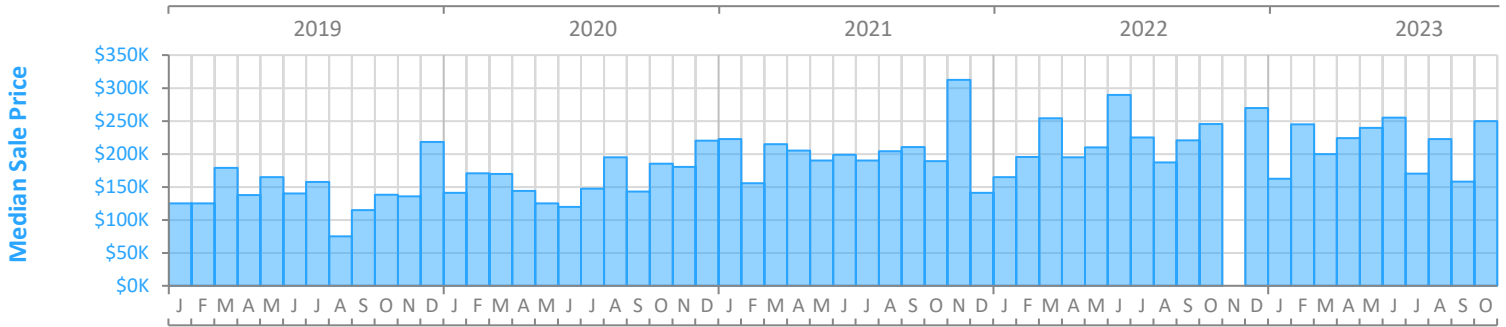
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Median Sale Price

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	\$238,500	11.0%
October 2023	\$250,000	1.8%
September 2023	\$158,000	-28.4%
August 2023	\$222,539	19.0%
July 2023	\$170,000	-24.4%
June 2023	\$255,000	-11.9%
May 2023	\$239,450	14.0%
April 2023	\$224,000	14.9%
March 2023	\$199,900	-21.3%
February 2023	\$244,950	25.5%
January 2023	\$162,500	-1.5%
December 2022	\$269,900	91.4%
November 2022	(No Sales)	-100.0%
October 2022	\$245,500	29.9%

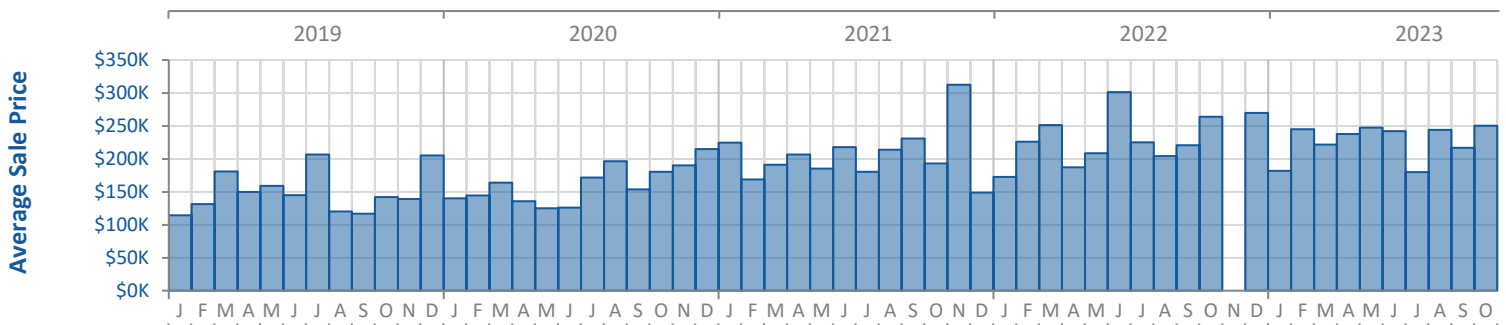


Average Sale Price

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	\$231,133	4.7%
October 2023	\$250,267	-5.1%
September 2023	\$216,600	-1.9%
August 2023	\$244,180	19.7%
July 2023	\$179,880	-20.0%
June 2023	\$242,233	-19.6%
May 2023	\$247,390	18.8%
April 2023	\$237,760	27.0%
March 2023	\$221,414	-11.9%
February 2023	\$244,700	8.3%
January 2023	\$181,750	5.4%
December 2022	\$269,933	81.5%
November 2022	(No Sales)	-100.0%
October 2022	\$263,750	36.7%



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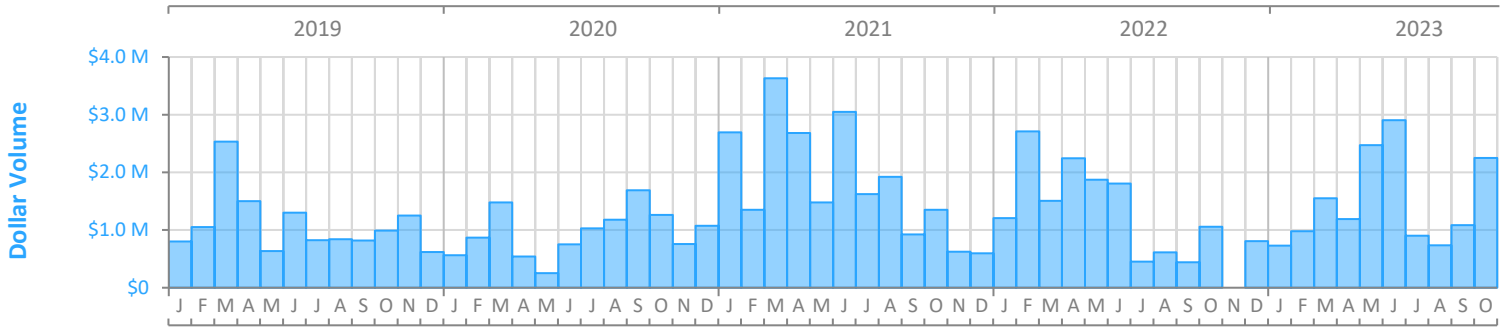
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Dollar Volume

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	\$14.8 Million	6.3%
October 2023	\$2.3 Million	113.5%
September 2023	\$1.1 Million	145.3%
August 2023	\$732,540	19.7%
July 2023	\$899,400	99.9%
June 2023	\$2.9 Million	60.8%
May 2023	\$2.5 Million	31.9%
April 2023	\$1.2 Million	-47.1%
March 2023	\$1.5 Million	2.8%
February 2023	\$978,800	-63.9%
January 2023	\$727,000	-39.8%
December 2022	\$809,799	36.1%
November 2022	\$0	-100.0%
October 2022	\$1.1 Million	-21.9%

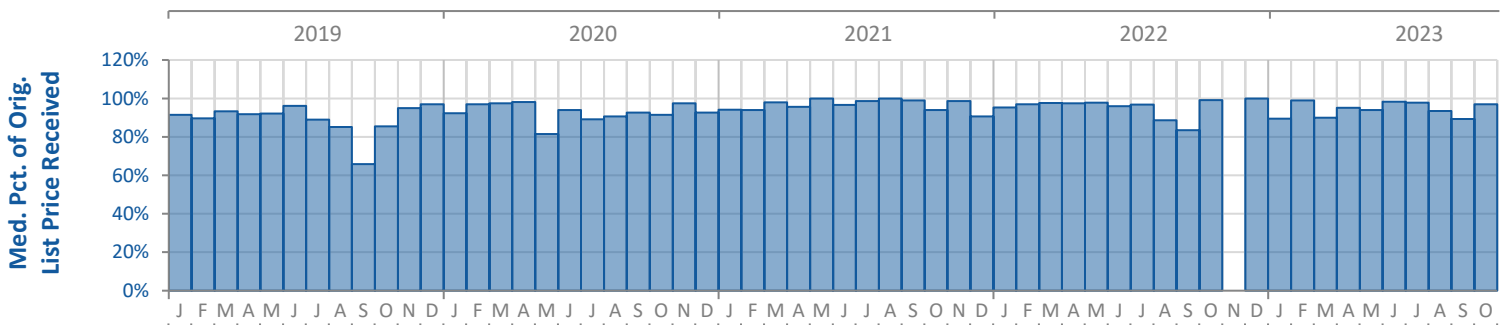


Median Percent of Original List Price Received

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	94.7%	-1.8%
October 2023	97.0%	-2.1%
September 2023	89.3%	6.9%
August 2023	93.5%	5.4%
July 2023	97.8%	1.0%
June 2023	98.3%	2.4%
May 2023	94.0%	-3.9%
April 2023	95.2%	-2.3%
March 2023	90.0%	-7.8%
February 2023	99.0%	2.2%
January 2023	89.4%	-6.2%
December 2022	100.0%	10.4%
November 2022	(No Sales)	-100.0%
October 2022	99.1%	5.5%



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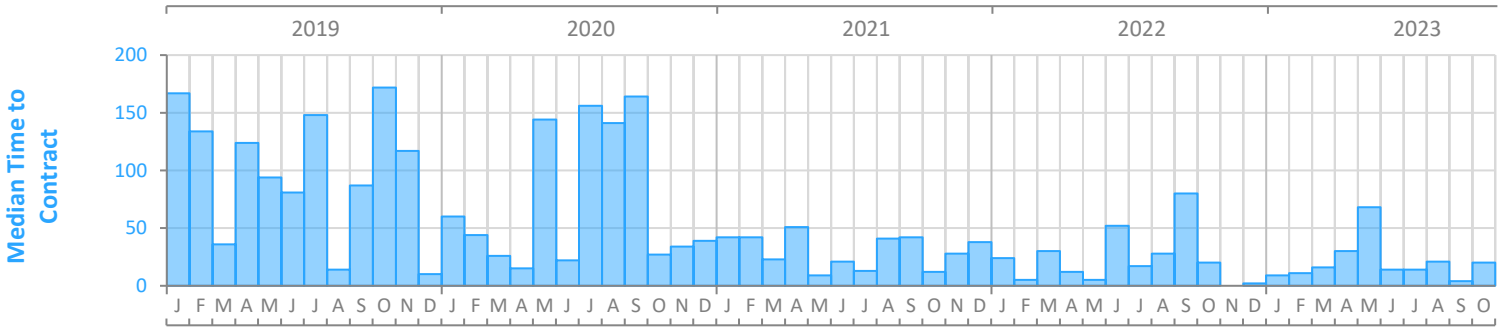
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Median Time to Contract

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	21 Days	75.0%
October 2023	20 Days	0.0%
September 2023	4 Days	-95.0%
August 2023	21 Days	-25.0%
July 2023	14 Days	-17.6%
June 2023	14 Days	-73.1%
May 2023	68 Days	1260.0%
April 2023	30 Days	150.0%
March 2023	16 Days	-46.7%
February 2023	11 Days	120.0%
January 2023	9 Days	-62.5%
December 2022	2 Days	-94.7%
November 2022	(No Sales)	-100.0%
October 2022	20 Days	66.7%

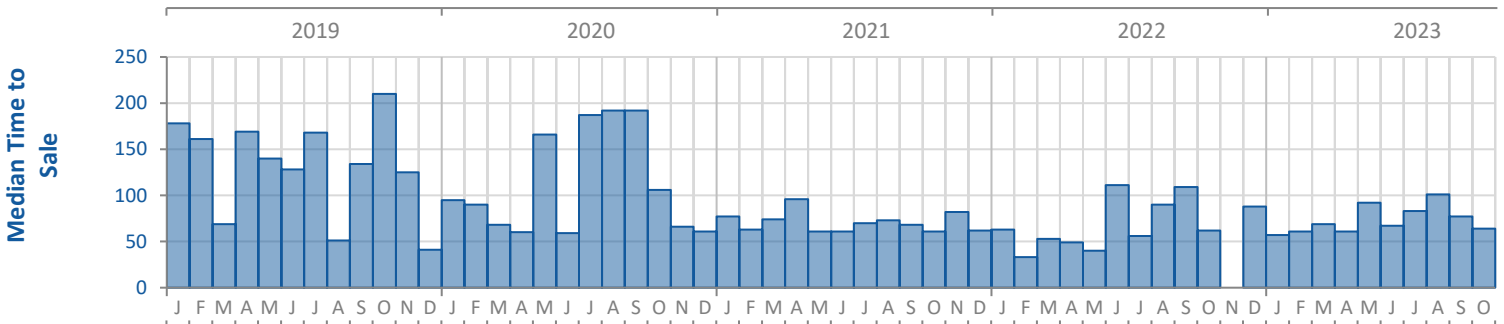


Median Time to Sale

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	69 Days	32.7%
October 2023	64 Days	3.2%
September 2023	77 Days	-29.4%
August 2023	101 Days	12.2%
July 2023	83 Days	48.2%
June 2023	67 Days	-39.6%
May 2023	92 Days	130.0%
April 2023	61 Days	24.5%
March 2023	69 Days	30.2%
February 2023	61 Days	84.8%
January 2023	57 Days	-9.5%
December 2022	88 Days	41.9%
November 2022	(No Sales)	-100.0%
October 2022	62 Days	1.6%



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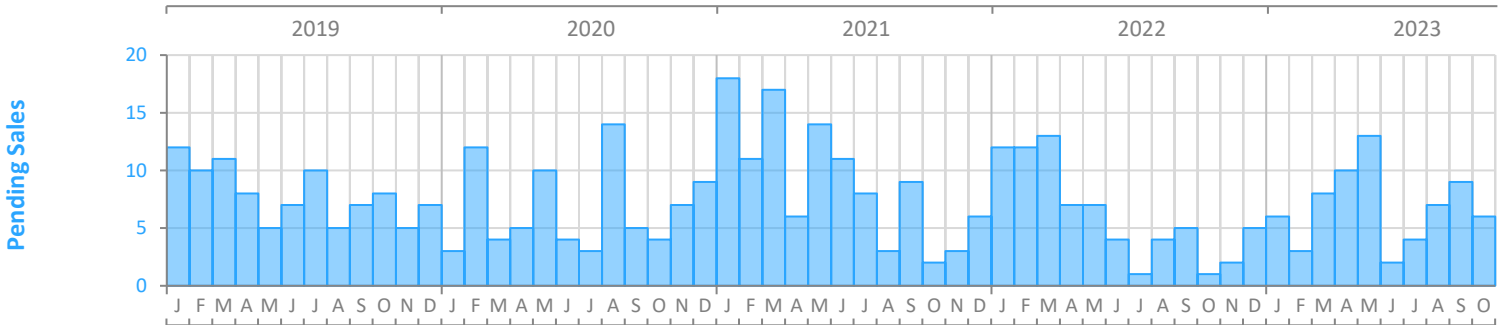
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New Pending Sales

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	68	3.0%
October 2023	6	500.0%
September 2023	9	80.0%
August 2023	7	75.0%
July 2023	4	300.0%
June 2023	2	-50.0%
May 2023	13	85.7%
April 2023	10	42.9%
March 2023	8	-38.5%
February 2023	3	-75.0%
January 2023	6	-50.0%
December 2022	5	-16.7%
November 2022	2	-33.3%
October 2022	1	-50.0%

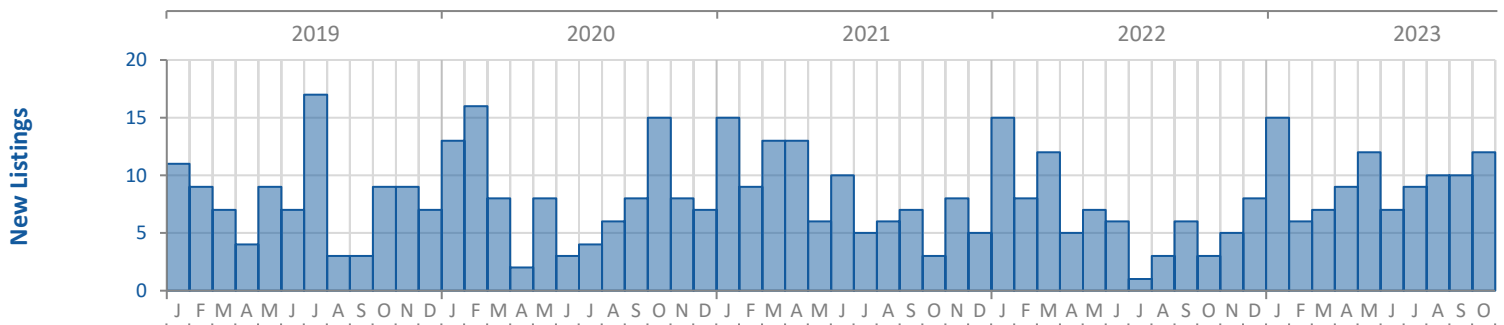


New Listings

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	97	47.0%
October 2023	12	300.0%
September 2023	10	66.7%
August 2023	10	233.3%
July 2023	9	800.0%
June 2023	7	16.7%
May 2023	12	71.4%
April 2023	9	80.0%
March 2023	7	-41.7%
February 2023	6	-25.0%
January 2023	15	0.0%
December 2022	8	60.0%
November 2022	5	-37.5%
October 2022	3	0.0%



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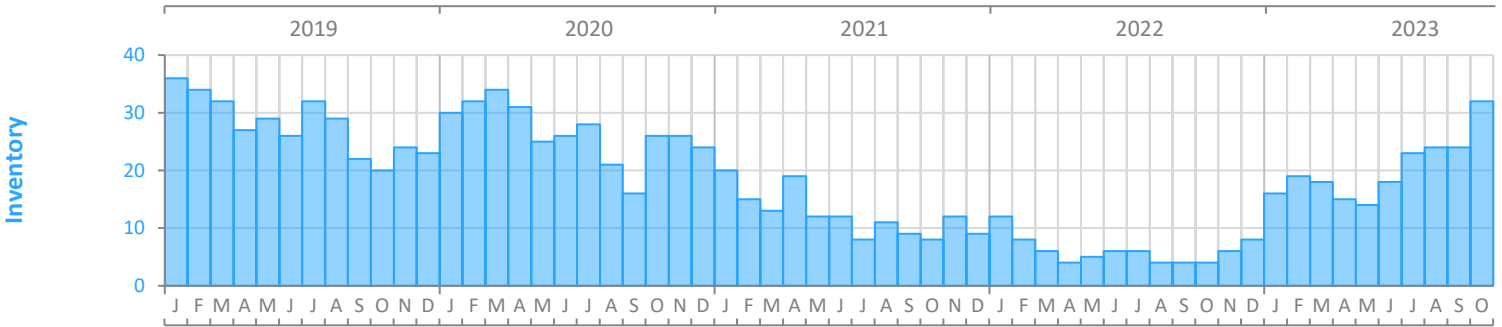
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Inventory (Active Listings)

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)	20	244.1%
October 2023	32	700.0%
September 2023	24	500.0%
August 2023	24	500.0%
July 2023	23	283.3%
June 2023	18	200.0%
May 2023	14	180.0%
April 2023	15	275.0%
March 2023	18	200.0%
February 2023	19	137.5%
January 2023	16	33.3%
December 2022	8	-11.1%
November 2022	6	-50.0%
October 2022	4	-50.0%

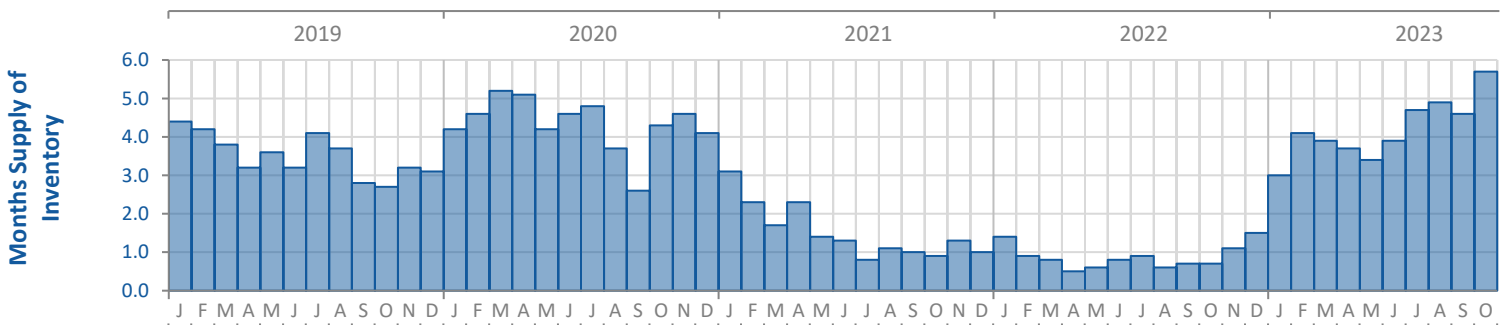


Months Supply of Inventory

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	425.0%
October 2023	5.7	714.3%
September 2023	4.6	557.1%
August 2023	4.9	716.7%
July 2023	4.7	422.2%
June 2023	3.9	387.5%
May 2023	3.4	466.7%
April 2023	3.7	640.0%
March 2023	3.9	387.5%
February 2023	4.1	355.6%
January 2023	3.0	114.3%
December 2022	1.5	50.0%
November 2022	1.1	-15.4%
October 2022	0.7	-22.2%



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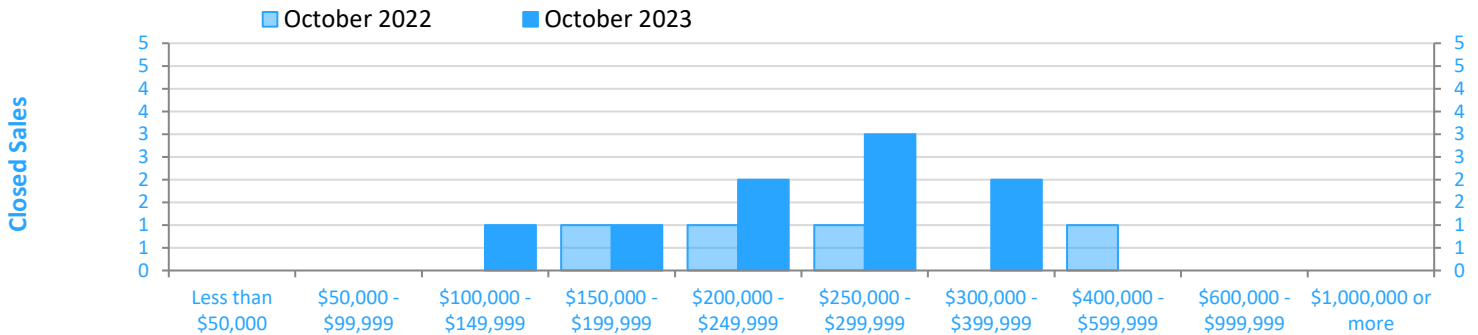
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Closed Sales by Sale Price

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 \$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	2	100.0%
\$250,000 - \$299,999	3	200.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

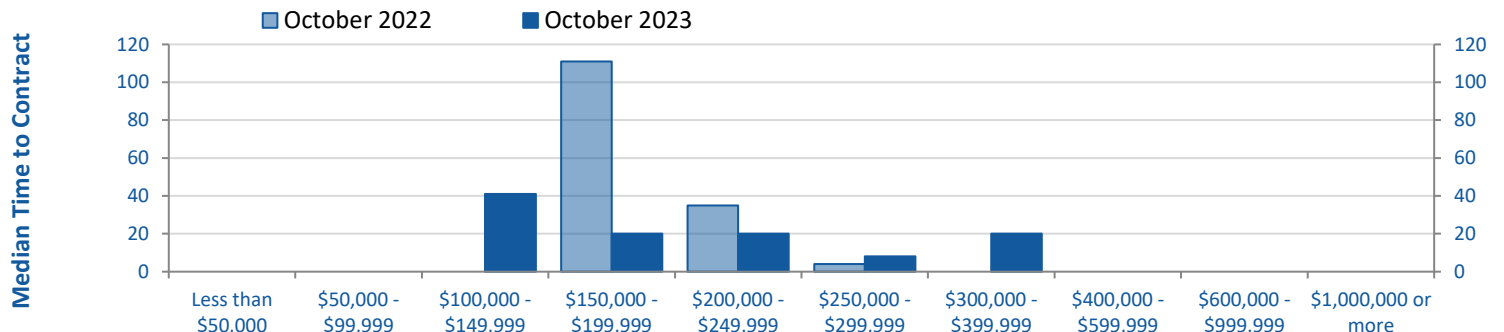


Median Time to Contract by Sale Price

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	41 Days	N/A
\$150,000 - \$199,999	20 Days	-82.0%
\$200,000 - \$249,999	20 Days	-42.9%
\$250,000 - \$299,999	8 Days	100.0%
\$300,000 - \$399,999	20 Days	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



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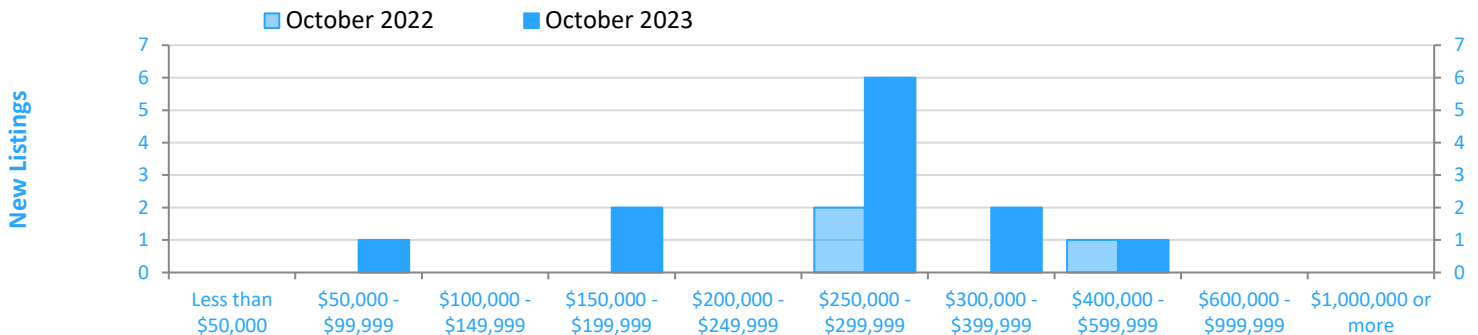
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New Listings by Initial Listing Price

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	1	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	2	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	6	200.0%
\$300,000 - \$399,999	2	N/A
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

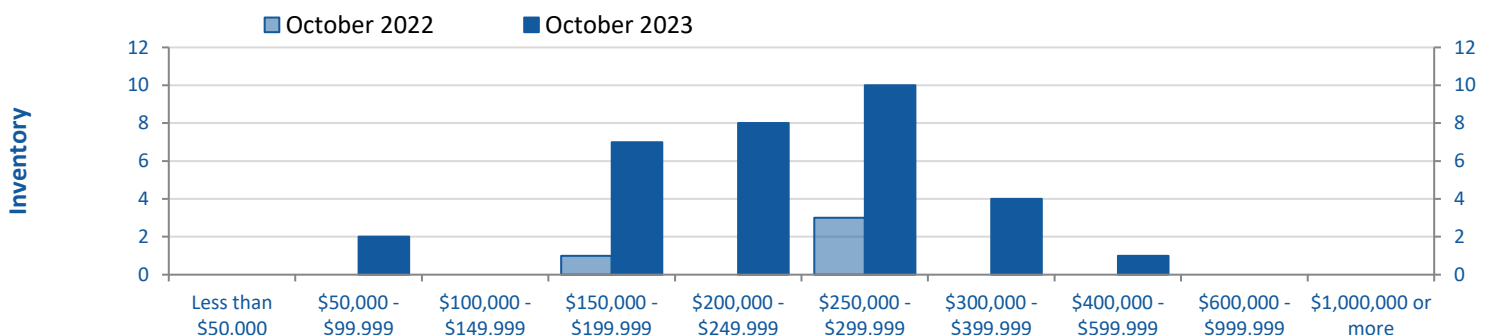


Inventory by Current Listing Price

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	2	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	7	600.0%
\$200,000 - \$249,999	8	N/A
\$250,000 - \$299,999	10	233.3%
\$300,000 - \$399,999	4	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



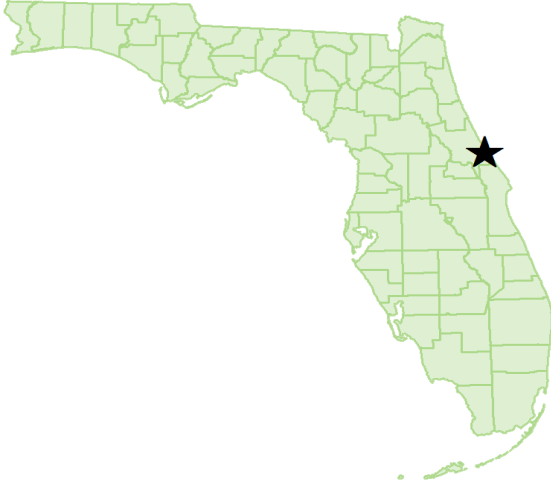
Monthly Distressed Market - October 2023

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		October 2023	October 2022	Percent Change Year-over-Year
Traditional	Closed Sales	9	4	125.0%
	Median Sale Price	\$250,000	\$245,500	1.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

