

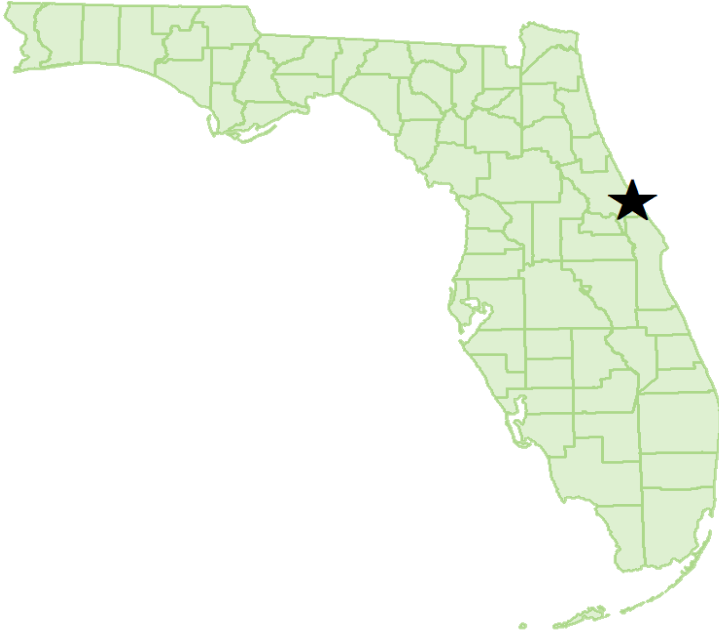
Monthly Market Detail - October 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



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



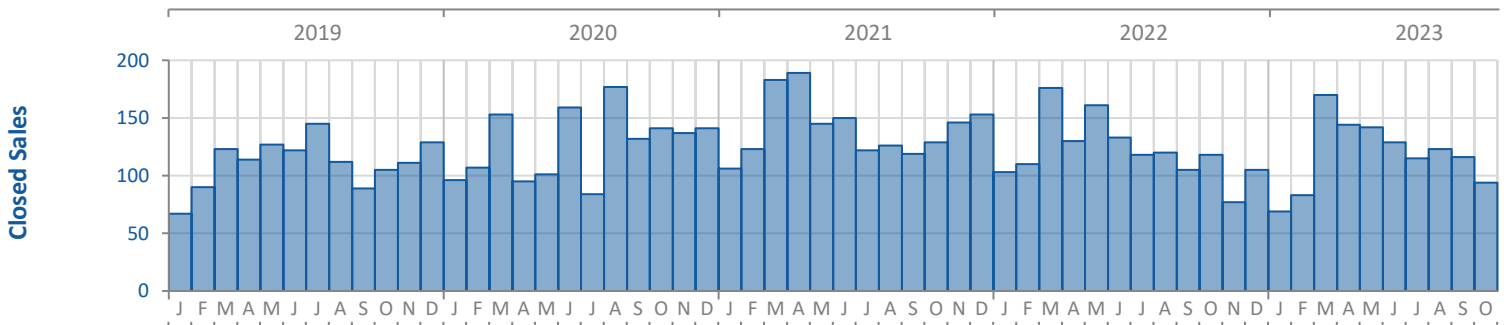
Summary Statistics	October 2023	October 2022	Percent Change Year-over-Year
Closed Sales	94	118	-20.3%
Paid in Cash	39	45	-13.3%
Median Sale Price	\$398,183	\$380,495	4.6%
Average Sale Price	\$521,309	\$503,653	3.5%
Dollar Volume	\$49.0 Million	\$59.4 Million	-17.5%
Median Percent of Original List Price Received	96.2%	96.3%	-0.1%
Median Time to Contract	33 Days	25 Days	32.0%
Median Time to Sale	82 Days	79 Days	3.8%
New Pending Sales	93	86	8.1%
New Listings	142	124	14.5%
Pending Inventory	139	129	7.8%
Inventory (Active Listings)	434	335	29.6%
Months Supply of Inventory	3.8	2.6	46.2%

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	1,185	-7.0%
October 2023	94	-20.3%
September 2023	116	10.5%
August 2023	123	2.5%
July 2023	115	-2.5%
June 2023	129	-3.0%
May 2023	142	-11.8%
April 2023	144	10.8%
March 2023	170	-3.4%
February 2023	83	-24.5%
January 2023	69	-33.0%
December 2022	105	-31.4%
November 2022	77	-47.3%
October 2022	118	-8.5%



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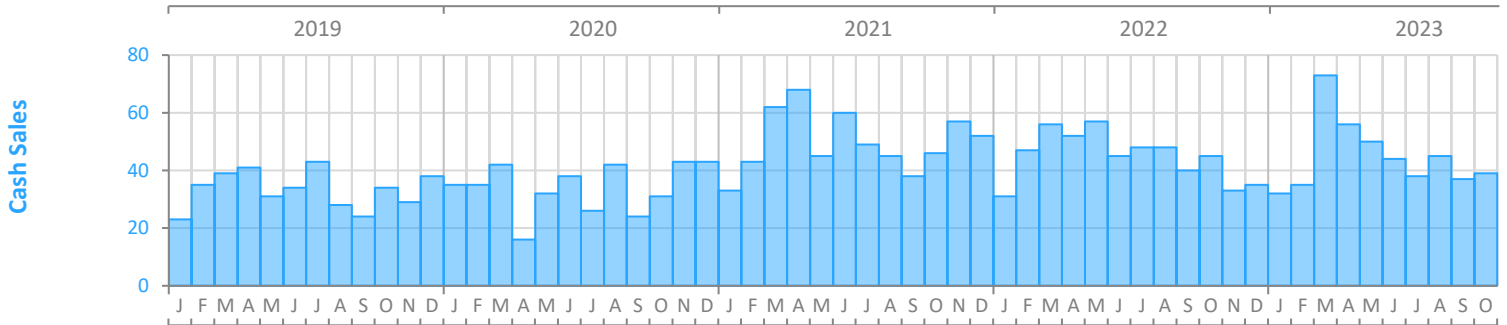
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Cash Sales

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	449	-4.3%
October 2023	39	-13.3%
September 2023	37	-7.5%
August 2023	45	-6.3%
July 2023	38	-20.8%
June 2023	44	-2.2%
May 2023	50	-12.3%
April 2023	56	7.7%
March 2023	73	30.4%
February 2023	35	-25.5%
January 2023	32	3.2%
December 2022	35	-32.7%
November 2022	33	-42.1%
October 2022	45	-2.2%

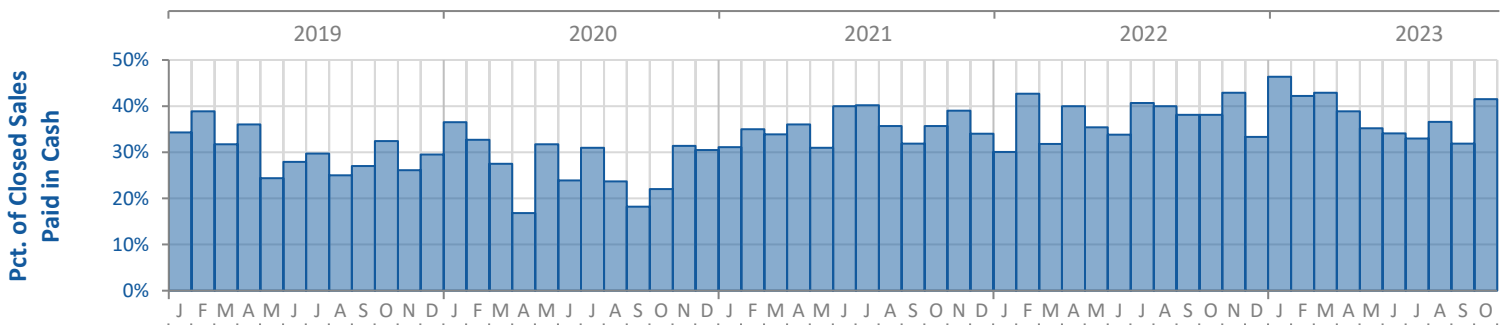


Cash Sales as a Percentage of Closed Sales

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	37.9%	3.0%
October 2023	41.5%	8.9%
September 2023	31.9%	-16.3%
August 2023	36.6%	-8.5%
July 2023	33.0%	-18.9%
June 2023	34.1%	0.9%
May 2023	35.2%	-0.6%
April 2023	38.9%	-2.8%
March 2023	42.9%	34.9%
February 2023	42.2%	-1.2%
January 2023	46.4%	54.2%
December 2022	33.3%	-2.1%
November 2022	42.9%	10.0%
October 2022	38.1%	6.7%



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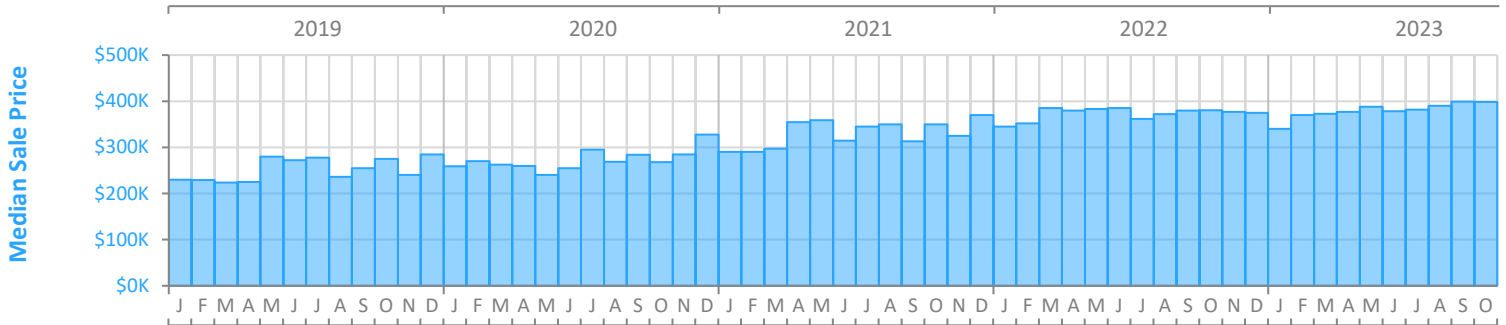
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Median Sale Price

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	\$380,000	1.1%
October 2023	\$398,183	4.6%
September 2023	\$399,445	5.1%
August 2023	\$390,000	4.8%
July 2023	\$382,000	5.7%
June 2023	\$378,490	-1.7%
May 2023	\$387,996	1.3%
April 2023	\$376,996	-0.8%
March 2023	\$372,995	-3.2%
February 2023	\$370,000	5.1%
January 2023	\$340,000	-1.4%
December 2022	\$375,000	1.4%
November 2022	\$377,290	16.1%
October 2022	\$380,495	8.7%

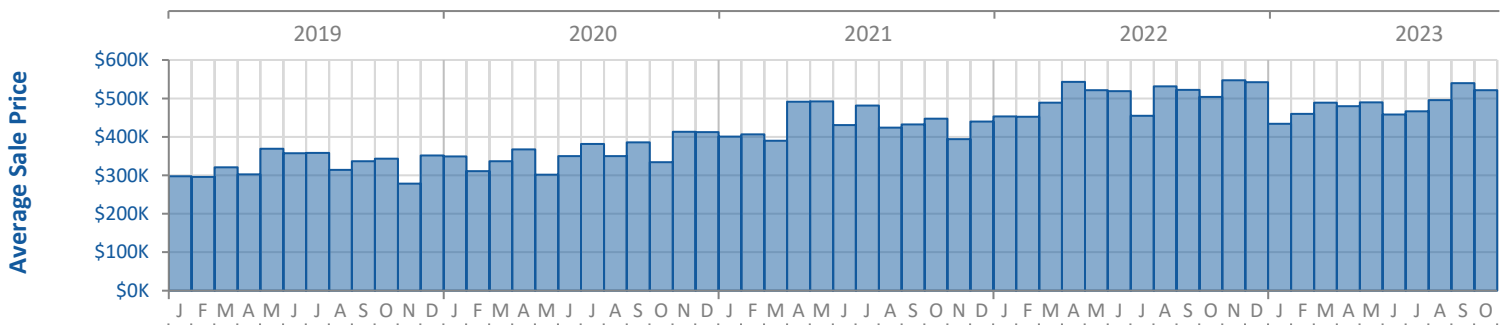


Average Sale Price

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	\$485,315	-3.1%
October 2023	\$521,309	3.5%
September 2023	\$539,640	3.4%
August 2023	\$495,435	-6.7%
July 2023	\$466,256	2.6%
June 2023	\$458,328	-11.7%
May 2023	\$489,549	-6.2%
April 2023	\$479,619	-11.7%
March 2023	\$488,906	0.0%
February 2023	\$460,099	1.6%
January 2023	\$433,783	-4.3%
December 2022	\$541,870	23.2%
November 2022	\$547,149	38.8%
October 2022	\$503,653	12.7%



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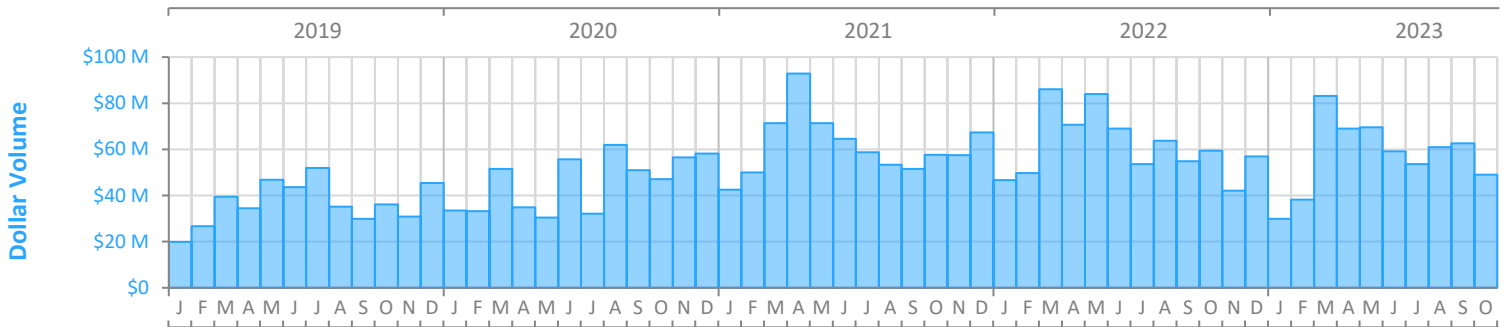
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Dollar Volume

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	\$575.1 Million	-9.8%
October 2023	\$49.0 Million	-17.5%
September 2023	\$62.6 Million	14.2%
August 2023	\$60.9 Million	-4.4%
July 2023	\$53.6 Million	0.0%
June 2023	\$59.1 Million	-14.4%
May 2023	\$69.5 Million	-17.2%
April 2023	\$69.1 Million	-2.2%
March 2023	\$83.1 Million	-3.4%
February 2023	\$38.2 Million	-23.3%
January 2023	\$29.9 Million	-35.9%
December 2022	\$56.9 Million	-15.5%
November 2022	\$42.1 Million	-26.8%
October 2022	\$59.4 Million	3.1%

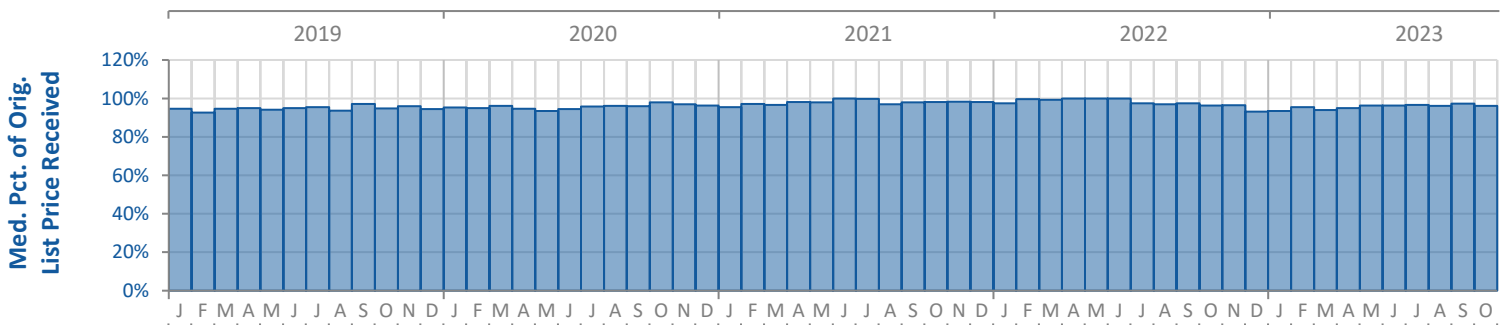


Median Percent of Original List Price Received

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	95.7%	-3.5%
October 2023	96.2%	-0.1%
September 2023	97.3%	-0.2%
August 2023	96.2%	-0.8%
July 2023	96.6%	-0.9%
June 2023	96.3%	-3.7%
May 2023	96.3%	-3.7%
April 2023	94.9%	-5.1%
March 2023	94.0%	-5.3%
February 2023	95.5%	-4.2%
January 2023	93.5%	-4.1%
December 2022	93.2%	-5.0%
November 2022	96.4%	-1.9%
October 2022	96.3%	-1.8%



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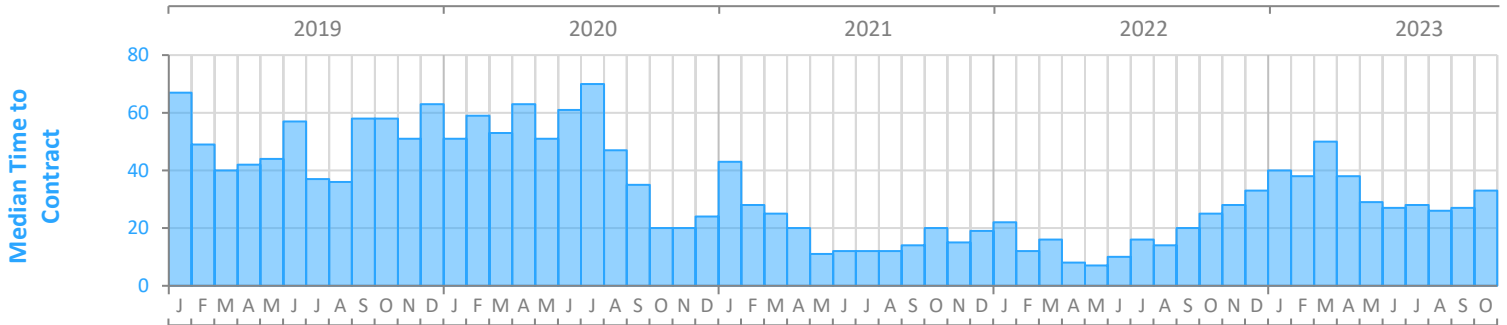
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Median Time to Contract

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	34 Days	161.5%
October 2023	33 Days	32.0%
September 2023	27 Days	35.0%
August 2023	26 Days	85.7%
July 2023	28 Days	75.0%
June 2023	27 Days	170.0%
May 2023	29 Days	314.3%
April 2023	38 Days	375.0%
March 2023	50 Days	212.5%
February 2023	38 Days	216.7%
January 2023	40 Days	81.8%
December 2022	33 Days	73.7%
November 2022	28 Days	86.7%
October 2022	25 Days	25.0%

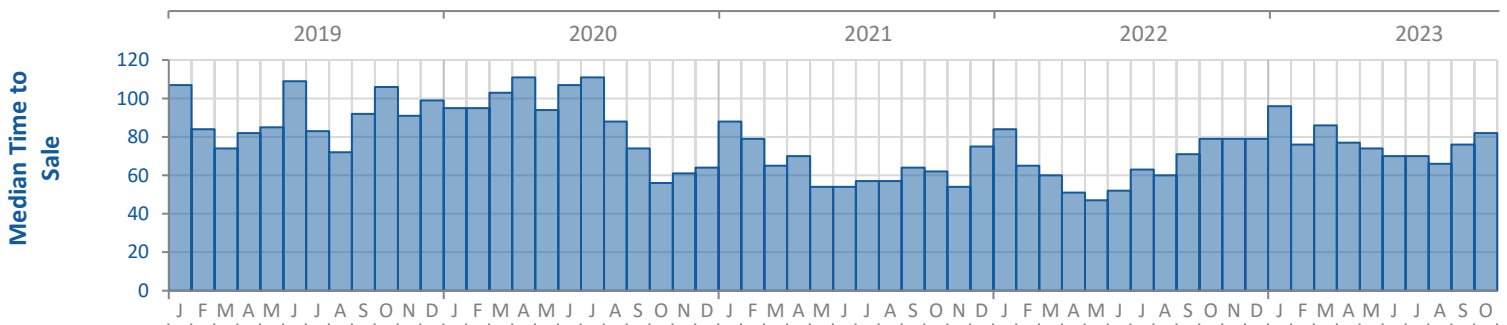


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	77 Days	28.3%
October 2023	82 Days	3.8%
September 2023	76 Days	7.0%
August 2023	66 Days	10.0%
July 2023	70 Days	11.1%
June 2023	70 Days	34.6%
May 2023	74 Days	57.4%
April 2023	77 Days	51.0%
March 2023	86 Days	43.3%
February 2023	76 Days	16.9%
January 2023	96 Days	14.3%
December 2022	79 Days	5.3%
November 2022	79 Days	46.3%
October 2022	79 Days	27.4%



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Single-Family Homes

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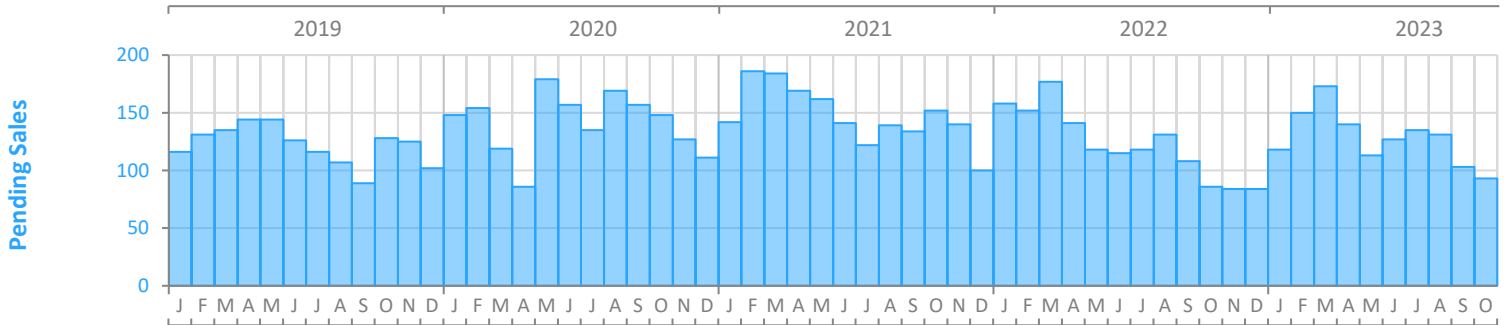
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New Pending Sales

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	1,283	-1.6%
October 2023	93	8.1%
September 2023	103	-4.6%
August 2023	131	0.0%
July 2023	135	14.4%
June 2023	127	10.4%
May 2023	113	-4.2%
April 2023	140	-0.7%
March 2023	173	-2.3%
February 2023	150	-1.3%
January 2023	118	-25.3%
December 2022	84	-16.0%
November 2022	84	-40.0%
October 2022	86	-43.4%

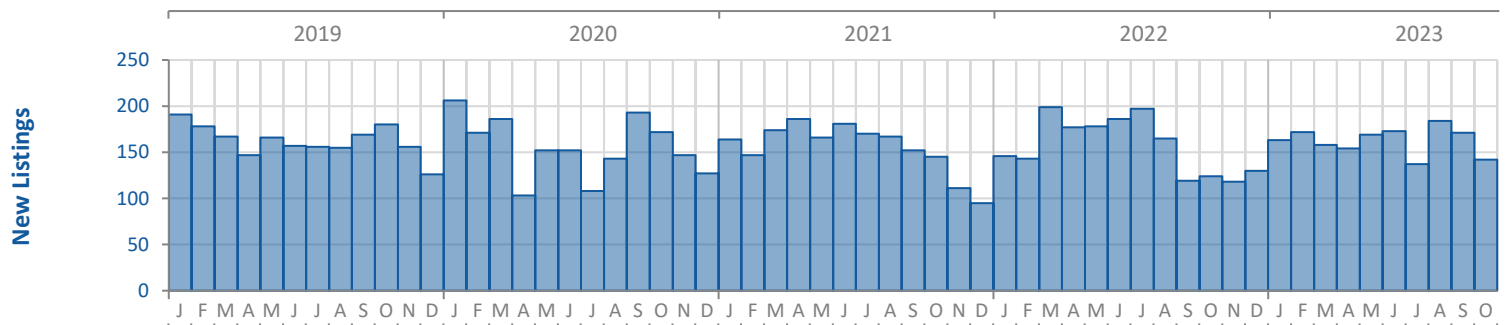


New Listings

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	1,623	-0.7%
October 2023	142	14.5%
September 2023	171	43.7%
August 2023	184	11.5%
July 2023	137	-30.5%
June 2023	173	-7.0%
May 2023	169	-5.1%
April 2023	154	-13.0%
March 2023	158	-20.6%
February 2023	172	20.3%
January 2023	163	11.6%
December 2022	130	36.8%
November 2022	118	6.3%
October 2022	124	-14.5%



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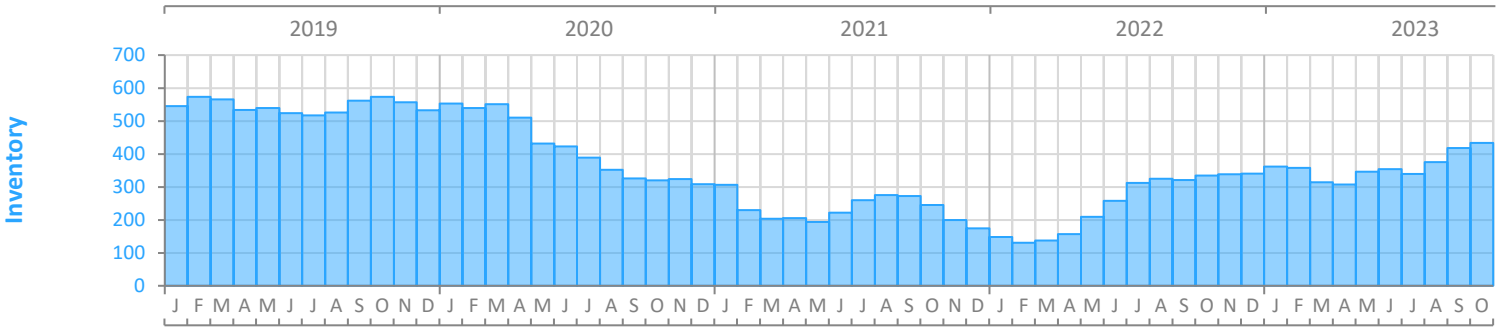
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Inventory (Active Listings)

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)	361	54.6%
October 2023	434	29.6%
September 2023	418	30.2%
August 2023	375	15.4%
July 2023	339	8.7%
June 2023	354	37.2%
May 2023	346	65.6%
April 2023	307	95.5%
March 2023	314	129.2%
February 2023	358	173.3%
January 2023	362	144.6%
December 2022	340	95.4%
November 2022	338	69.0%
October 2022	335	36.7%

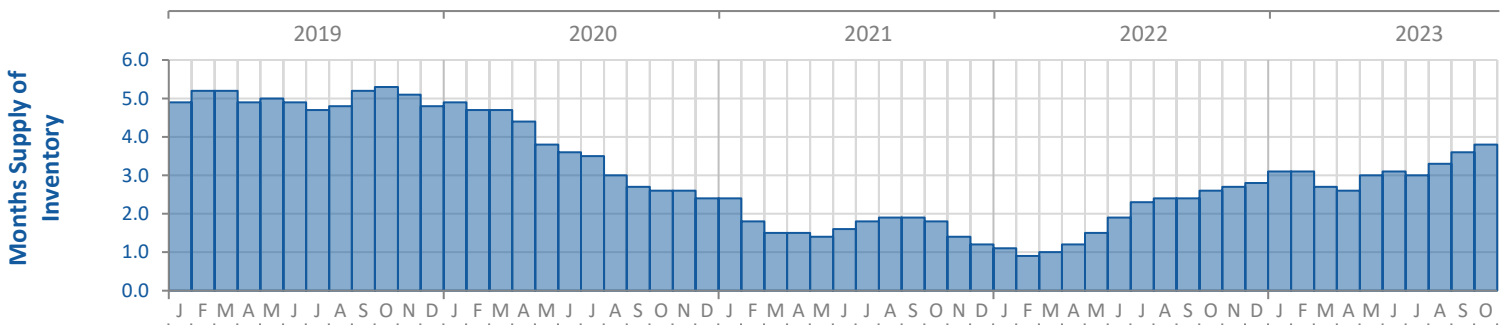


Months Supply of Inventory

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)	3.1	82.4%
October 2023	3.8	46.2%
September 2023	3.6	50.0%
August 2023	3.3	37.5%
July 2023	3.0	30.4%
June 2023	3.1	63.2%
May 2023	3.0	100.0%
April 2023	2.6	116.7%
March 2023	2.7	170.0%
February 2023	3.1	244.4%
January 2023	3.1	181.8%
December 2022	2.8	133.3%
November 2022	2.7	92.9%
October 2022	2.6	44.4%



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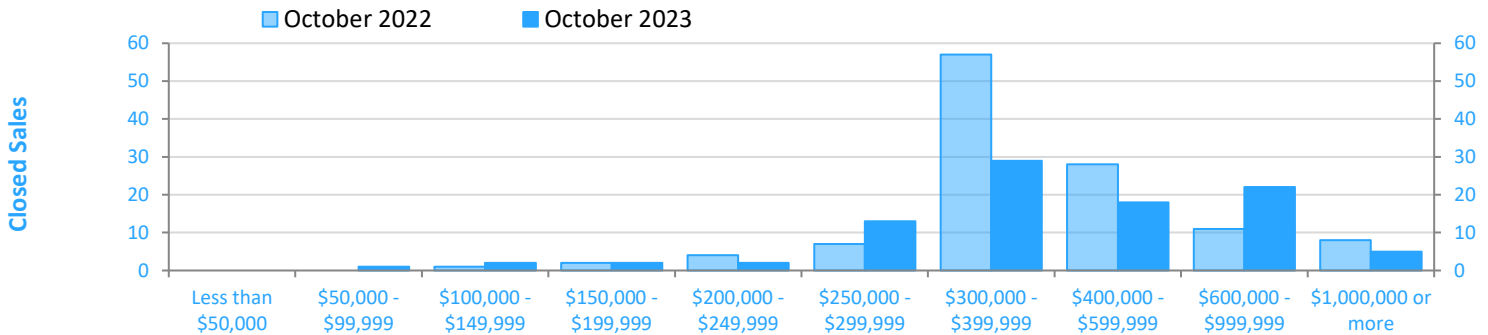
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Closed Sales by Sale Price

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	1	N/A
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	13	85.7%
\$300,000 - \$399,999	29	-49.1%
\$400,000 - \$599,999	18	-35.7%
\$600,000 - \$999,999	22	100.0%
\$1,000,000 or more	5	-37.5%

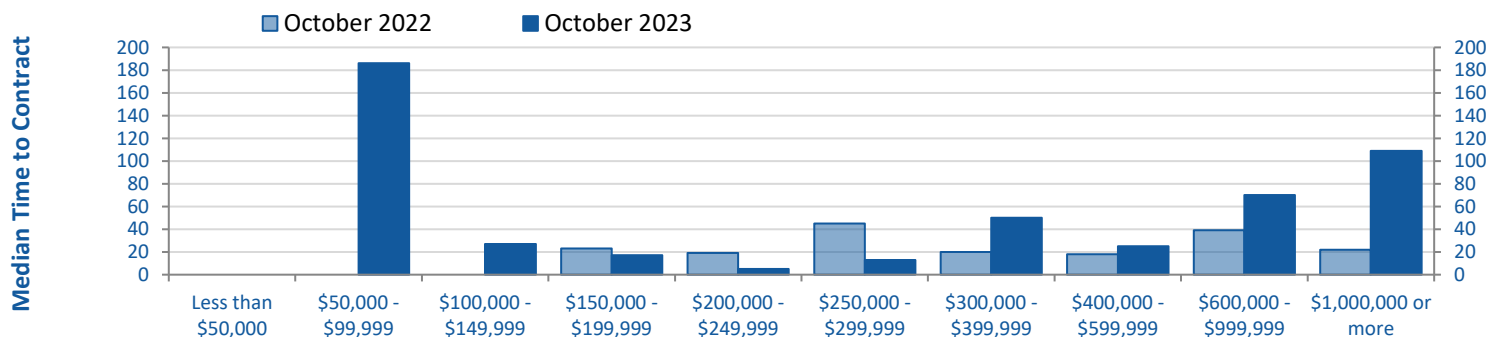


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	186 Days	N/A
\$100,000 - \$149,999	27 Days	N/A
\$150,000 - \$199,999	17 Days	-26.1%
\$200,000 - \$249,999	5 Days	-73.7%
\$250,000 - \$299,999	13 Days	-71.1%
\$300,000 - \$399,999	50 Days	150.0%
\$400,000 - \$599,999	25 Days	38.9%
\$600,000 - \$999,999	70 Days	79.5%
\$1,000,000 or more	109 Days	395.5%



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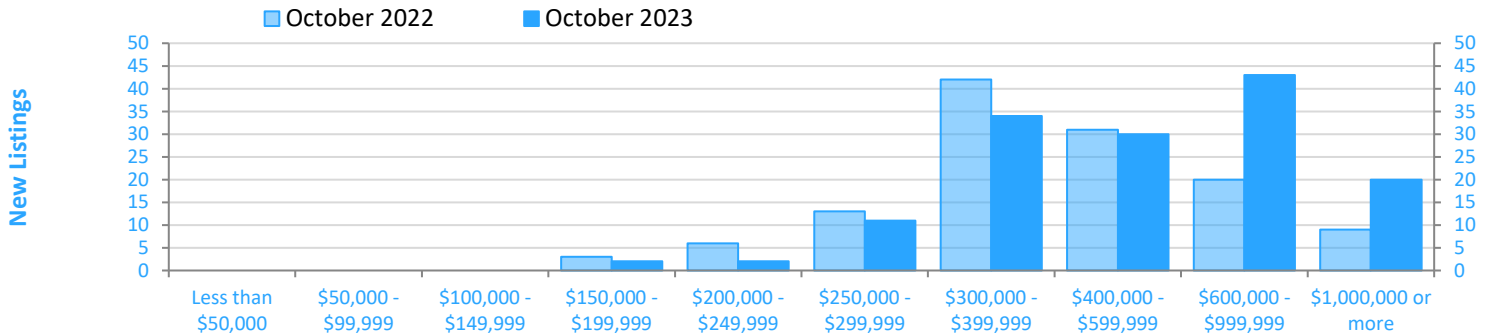
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New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	2	-66.7%
\$250,000 - \$299,999	11	-15.4%
\$300,000 - \$399,999	34	-19.0%
\$400,000 - \$599,999	30	-3.2%
\$600,000 - \$999,999	43	115.0%
\$1,000,000 or more	20	122.2%

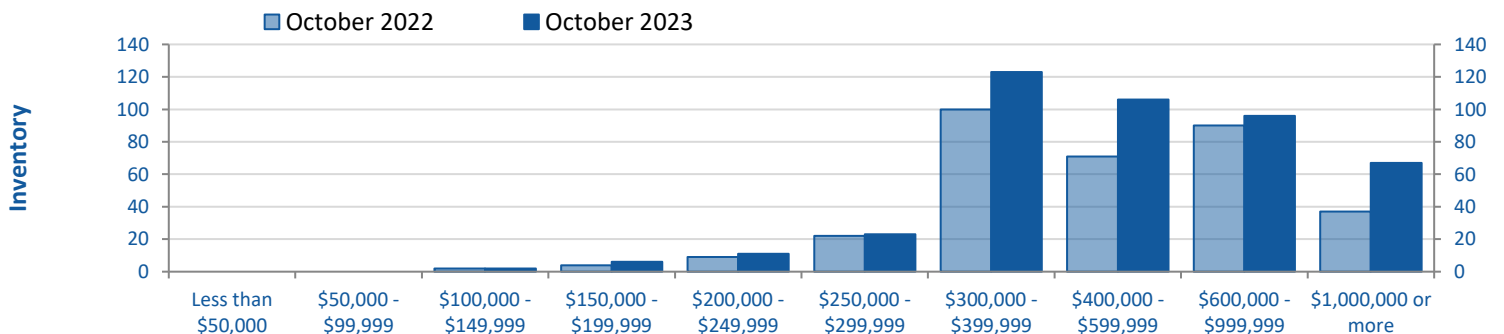


Inventory by Current Listing Price

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

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	6	50.0%
\$200,000 - \$249,999	11	22.2%
\$250,000 - \$299,999	23	4.5%
\$300,000 - \$399,999	123	23.0%
\$400,000 - \$599,999	106	49.3%
\$600,000 - \$999,999	96	6.7%
\$1,000,000 or more	67	81.1%



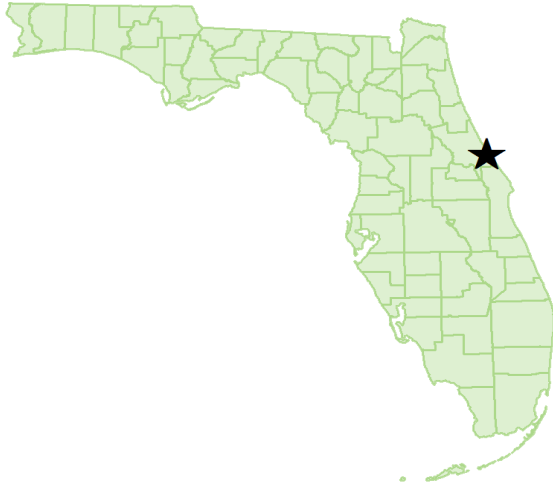
Monthly Distressed Market - October 2023

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



		October 2023	October 2022	Percent Change Year-over-Year
Traditional	Closed Sales	94	118	-20.3%
	Median Sale Price	\$398,183	\$380,495	4.6%
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

