

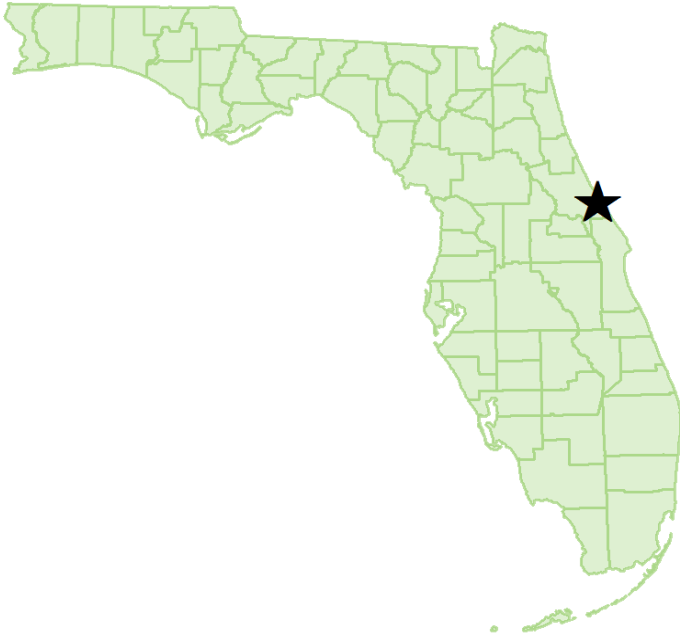
Monthly Market Detail - March 2022

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.



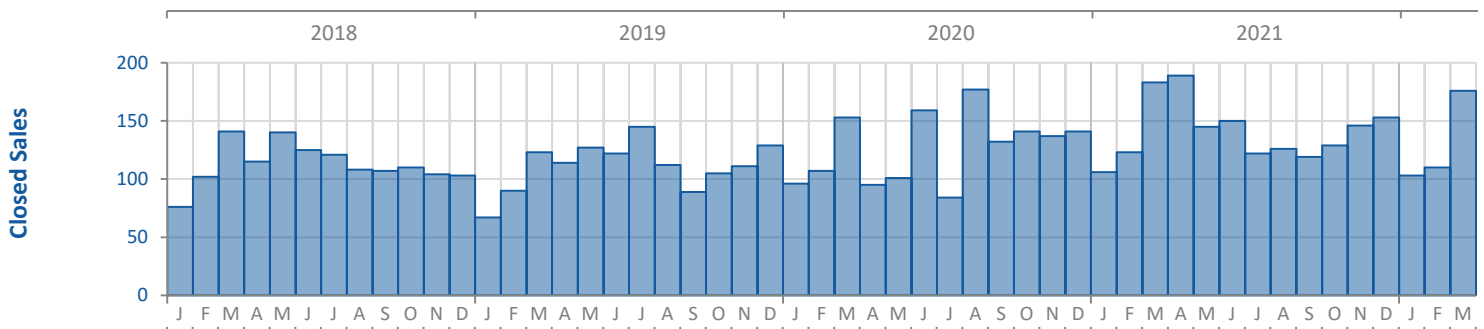
Summary Statistics	March 2022	March 2021	Percent Change Year-over-Year
Closed Sales	176	183	-3.8%
Paid in Cash	56	62	-9.7%
Median Sale Price	\$385,389	\$297,450	29.6%
Average Sale Price	\$489,108	\$390,294	25.3%
Dollar Volume	\$86.1 Million	\$71.4 Million	20.5%
Median Percent of Original List Price Received	99.3%	96.7%	2.7%
Median Time to Contract	16 Days	25 Days	-36.0%
Median Time to Sale	60 Days	65 Days	-7.7%
New Pending Sales	177	184	-3.8%
New Listings	199	174	14.4%
Pending Inventory	256	254	0.8%
Inventory (Active Listings)	137	203	-32.5%
Months Supply of Inventory	1.0	1.5	-33.3%

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	389	-5.6%
March 2022	176	-3.8%
February 2022	110	-10.6%
January 2022	103	-2.8%
December 2021	153	8.5%
November 2021	146	6.6%
October 2021	129	-8.5%
September 2021	119	-9.8%
August 2021	126	-28.8%
July 2021	122	45.2%
June 2021	150	-5.7%
May 2021	145	43.6%
April 2021	189	98.9%
March 2021	183	19.6%



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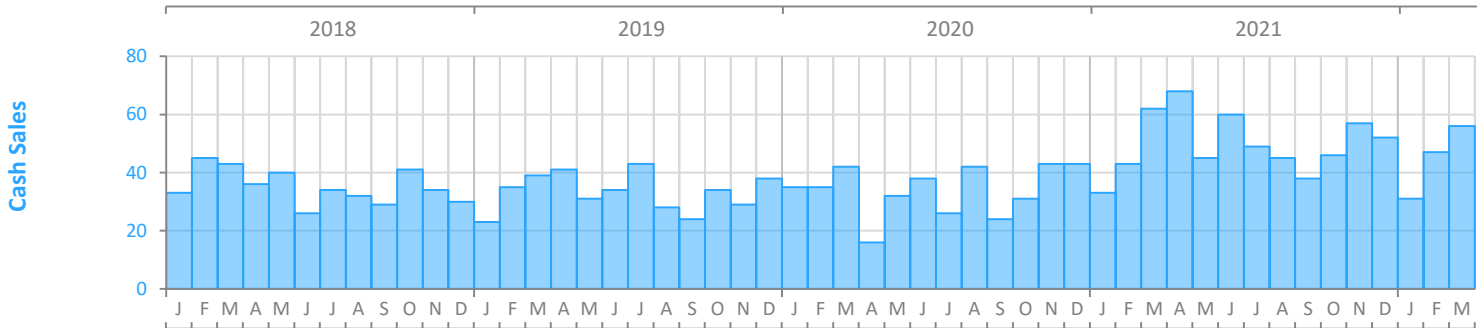
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Cash Sales

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	134	-2.9%
March 2022	56	-9.7%
February 2022	47	9.3%
January 2022	31	-6.1%
December 2021	52	20.9%
November 2021	57	32.6%
October 2021	46	48.4%
September 2021	38	58.3%
August 2021	45	7.1%
July 2021	49	88.5%
June 2021	60	57.9%
May 2021	45	40.6%
April 2021	68	325.0%
March 2021	62	47.6%

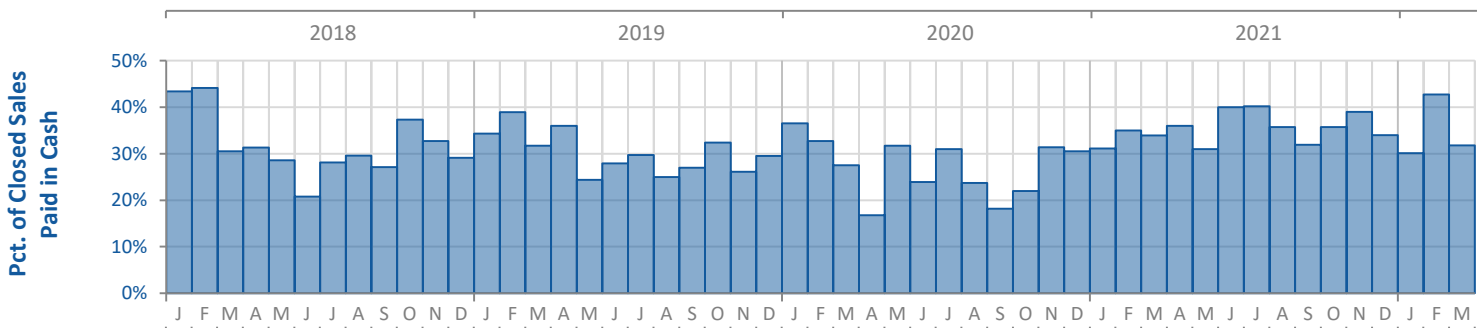


Cash Sales as a Percentage of Closed Sales

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	34.4%	2.7%
March 2022	31.8%	-6.2%
February 2022	42.7%	22.0%
January 2022	30.1%	-3.2%
December 2021	34.0%	11.5%
November 2021	39.0%	24.2%
October 2021	35.7%	62.3%
September 2021	31.9%	75.3%
August 2021	35.7%	50.6%
July 2021	40.2%	29.7%
June 2021	40.0%	67.4%
May 2021	31.0%	-2.2%
April 2021	36.0%	114.3%
March 2021	33.9%	23.3%



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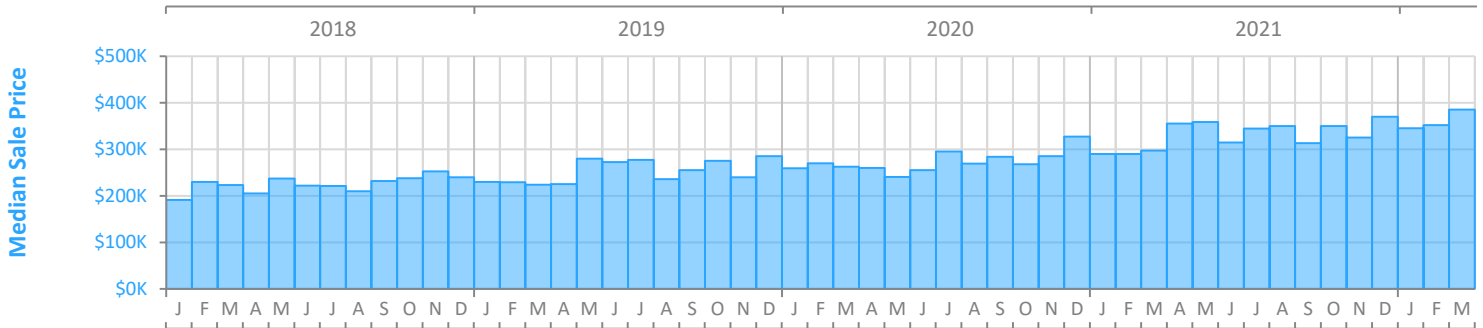
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Median Sale Price

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	\$364,246	25.6%
March 2022	\$385,389	29.6%
February 2022	\$351,996	21.4%
January 2022	\$345,000	19.0%
December 2021	\$370,000	13.0%
November 2021	\$325,000	14.0%
October 2021	\$350,000	30.6%
September 2021	\$313,000	10.3%
August 2021	\$350,000	30.1%
July 2021	\$344,750	16.9%
June 2021	\$314,610	23.4%
May 2021	\$359,000	49.3%
April 2021	\$355,000	36.5%
March 2021	\$297,450	13.3%

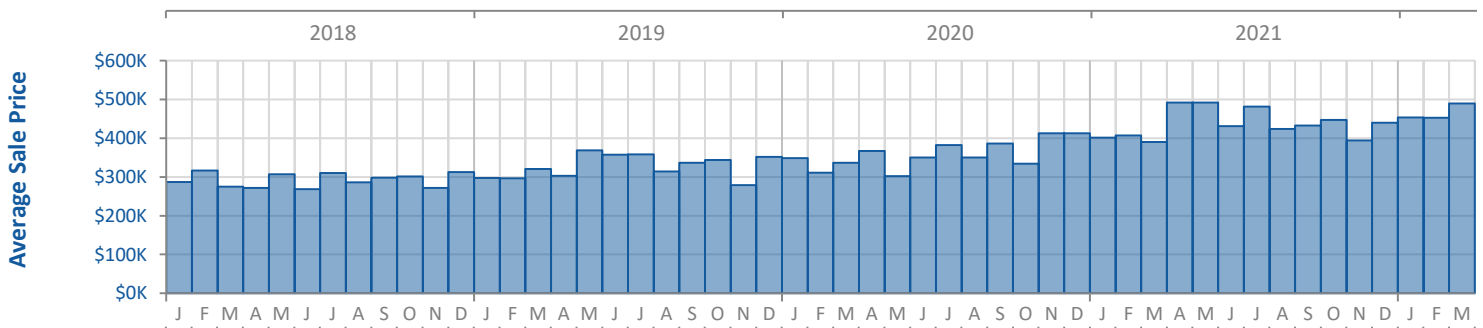


Average Sale Price

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	\$469,358	17.9%
March 2022	\$489,108	25.3%
February 2022	\$452,699	11.3%
January 2022	\$453,402	13.1%
December 2021	\$439,953	6.7%
November 2021	\$394,235	-4.5%
October 2021	\$446,985	33.6%
September 2021	\$432,506	12.1%
August 2021	\$423,858	21.1%
July 2021	\$481,630	26.1%
June 2021	\$430,895	23.1%
May 2021	\$492,198	63.1%
April 2021	\$491,740	33.9%
March 2021	\$390,294	16.0%



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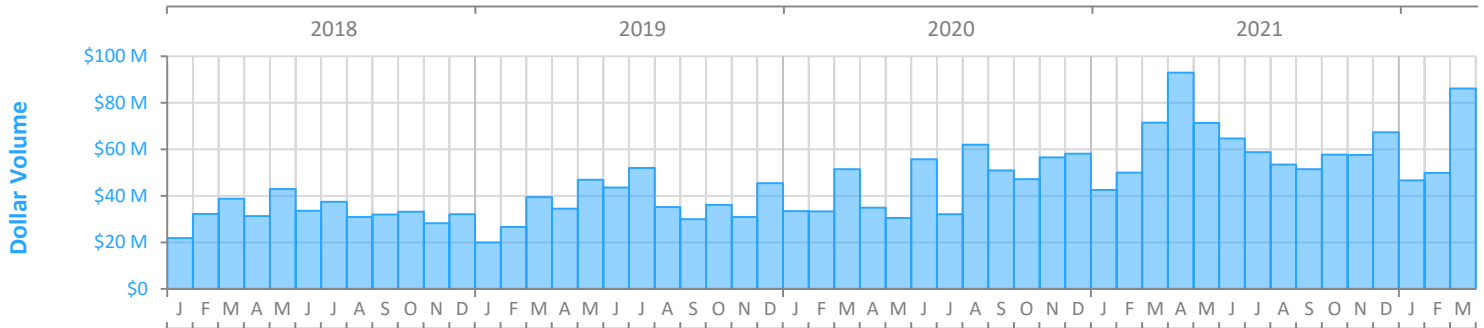
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Dollar Volume

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	\$182.6 Million	11.3%
March 2022	\$86.1 Million	20.5%
February 2022	\$49.8 Million	-0.5%
January 2022	\$46.7 Million	9.9%
December 2021	\$67.3 Million	15.8%
November 2021	\$57.6 Million	1.8%
October 2021	\$57.7 Million	22.3%
September 2021	\$51.5 Million	1.0%
August 2021	\$53.4 Million	-13.8%
July 2021	\$58.8 Million	83.2%
June 2021	\$64.6 Million	16.1%
May 2021	\$71.4 Million	134.1%
April 2021	\$92.9 Million	166.3%
March 2021	\$71.4 Million	38.7%

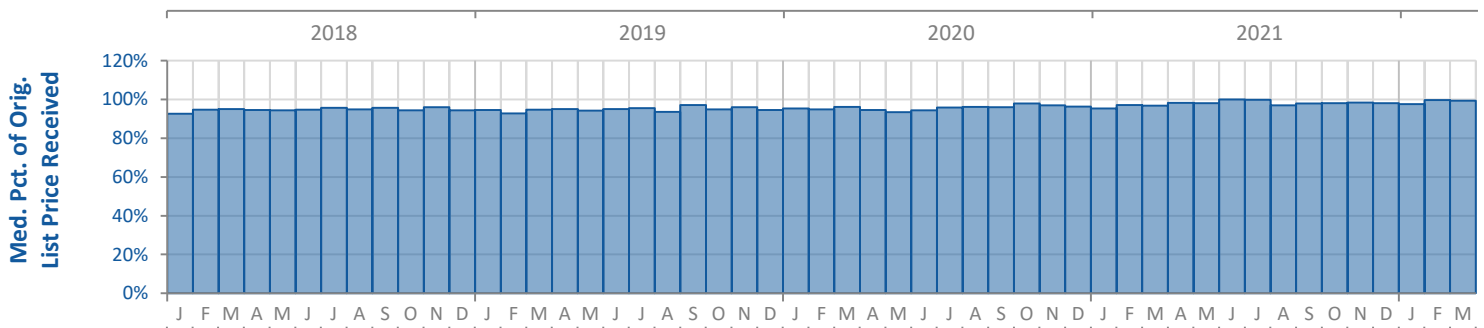


Median Percent of Original List Price Received

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	99.2%	2.8%
March 2022	99.3%	2.7%
February 2022	99.7%	2.7%
January 2022	97.5%	2.2%
December 2021	98.1%	1.9%
November 2021	98.3%	1.3%
October 2021	98.1%	0.2%
September 2021	97.9%	2.1%
August 2021	97.0%	0.8%
July 2021	99.8%	4.2%
June 2021	100.0%	5.9%
May 2021	98.0%	4.9%
April 2021	98.2%	3.8%
March 2021	96.7%	0.6%



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Single-Family Homes

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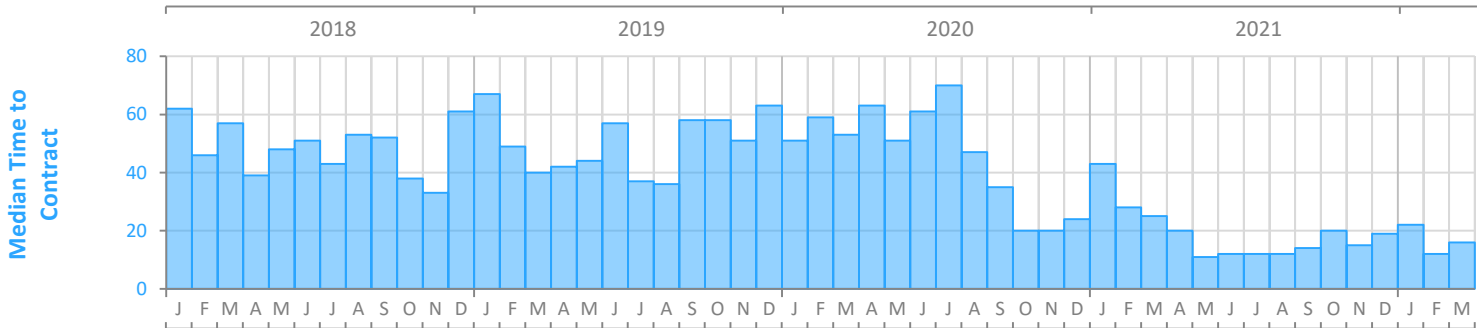
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Median Time to Contract

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	17 Days	-45.2%
March 2022	16 Days	-36.0%
February 2022	12 Days	-57.1%
January 2022	22 Days	-48.8%
December 2021	19 Days	-20.8%
November 2021	15 Days	-25.0%
October 2021	20 Days	0.0%
September 2021	14 Days	-60.0%
August 2021	12 Days	-74.5%
July 2021	12 Days	-82.9%
June 2021	12 Days	-80.3%
May 2021	11 Days	-78.4%
April 2021	20 Days	-68.3%
March 2021	25 Days	-52.8%

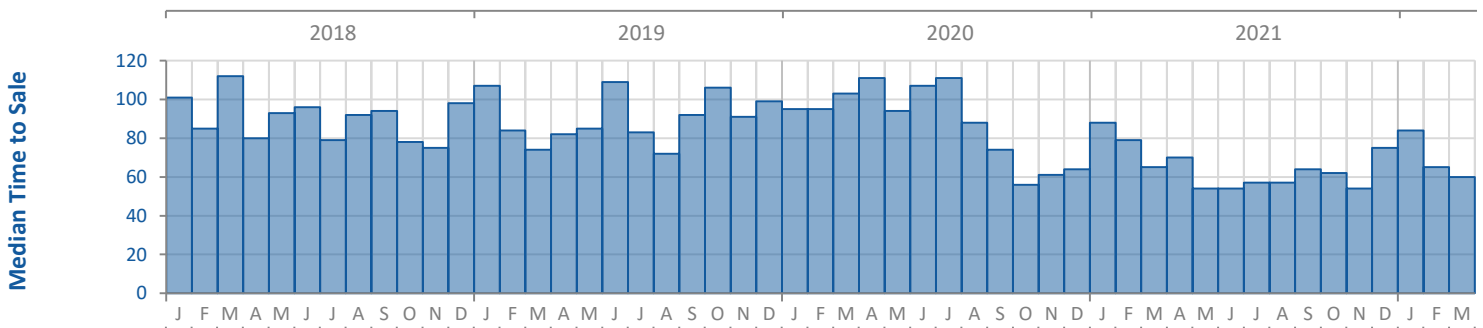


Median Time to Sale

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	67 Days	-9.5%
March 2022	60 Days	-7.7%
February 2022	65 Days	-17.7%
January 2022	84 Days	-4.5%
December 2021	75 Days	17.2%
November 2021	54 Days	-11.5%
October 2021	62 Days	10.7%
September 2021	64 Days	-13.5%
August 2021	57 Days	-35.2%
July 2021	57 Days	-48.6%
June 2021	54 Days	-49.5%
May 2021	54 Days	-42.6%
April 2021	70 Days	-36.9%
March 2021	65 Days	-36.9%



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Single-Family Homes

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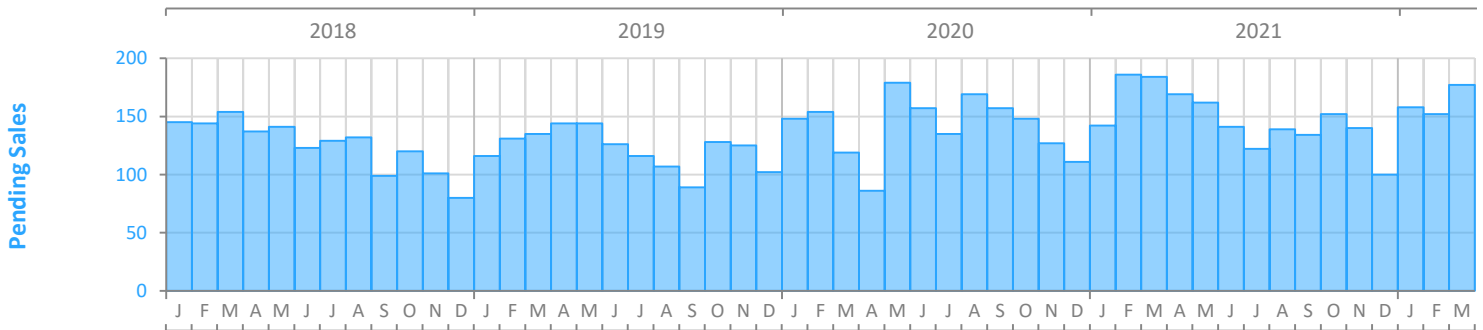
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New Pending Sales

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	487	-4.9%
March 2022	177	-3.8%
February 2022	152	-18.3%
January 2022	158	11.3%
December 2021	100	-9.9%
November 2021	140	10.2%
October 2021	152	2.7%
September 2021	134	-14.6%
August 2021	139	-17.8%
July 2021	122	-9.6%
June 2021	141	-10.2%
May 2021	162	-9.5%
April 2021	169	96.5%
March 2021	184	54.6%

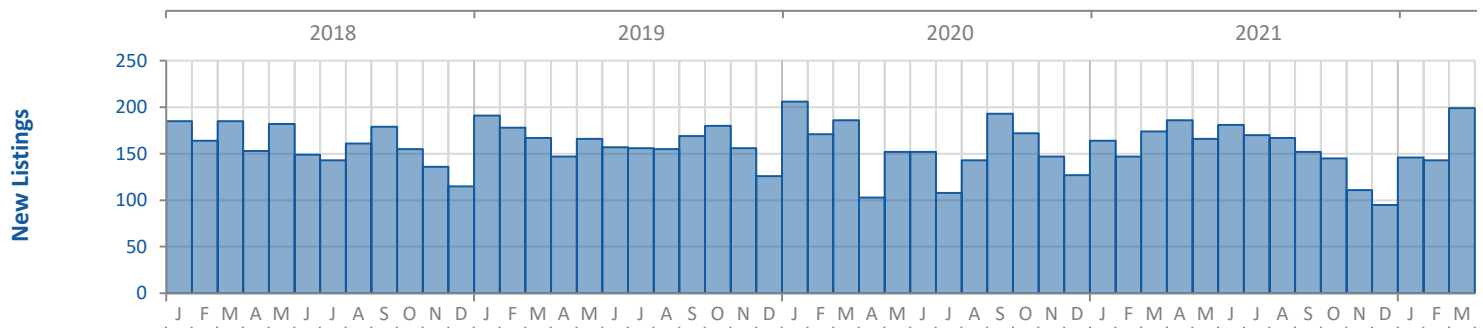


New Listings

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	488	0.6%
March 2022	199	14.4%
February 2022	143	-2.7%
January 2022	146	-11.0%
December 2021	95	-25.2%
November 2021	111	-24.5%
October 2021	145	-15.7%
September 2021	152	-21.2%
August 2021	167	16.8%
July 2021	170	57.4%
June 2021	181	19.1%
May 2021	166	9.2%
April 2021	186	80.6%
March 2021	174	-6.5%



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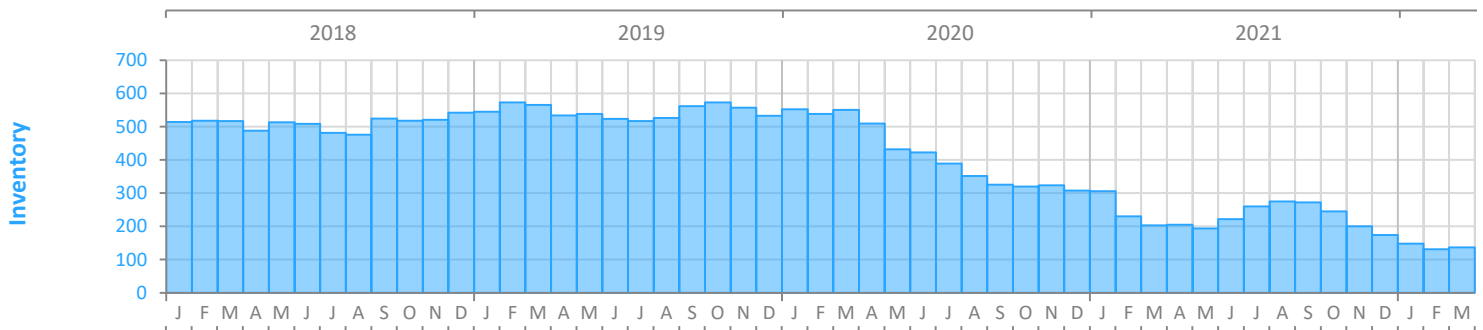
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Inventory (Active Listings)

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

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	139	-43.6%
March 2022	137	-32.5%
February 2022	131	-43.0%
January 2022	148	-51.6%
December 2021	174	-43.5%
November 2021	200	-38.3%
October 2021	245	-23.4%
September 2021	272	-16.6%
August 2021	275	-21.9%
July 2021	260	-33.2%
June 2021	222	-47.5%
May 2021	194	-55.1%
April 2021	205	-59.8%
March 2021	203	-63.2%

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.

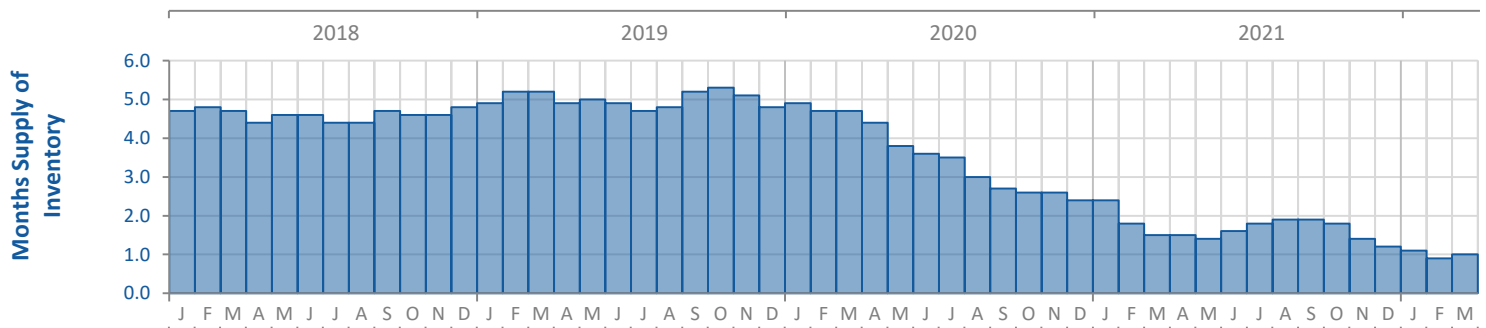


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.0	-47.4%
March 2022	1.0	-33.3%
February 2022	0.9	-50.0%
January 2022	1.1	-54.2%
December 2021	1.2	-50.0%
November 2021	1.4	-46.2%
October 2021	1.8	-30.8%
September 2021	1.9	-29.6%
August 2021	1.9	-36.7%
July 2021	1.8	-48.6%
June 2021	1.6	-55.6%
May 2021	1.4	-63.2%
April 2021	1.5	-65.9%
March 2021	1.5	-68.1%

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.



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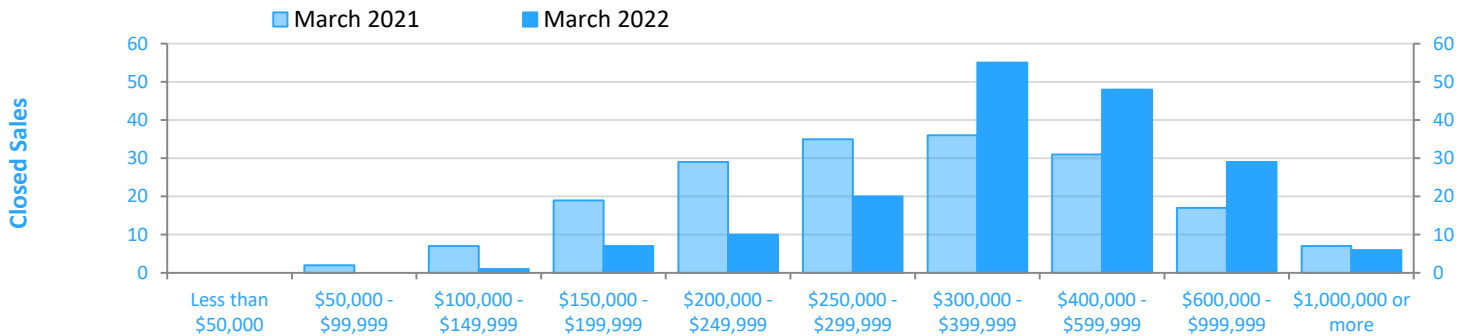
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Closed Sales by Sale Price

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	-100.0%
\$100,000 - \$149,999	1	-85.7%
\$150,000 - \$199,999	7	-63.2%
\$200,000 - \$249,999	10	-65.5%
\$250,000 - \$299,999	20	-42.9%
\$300,000 - \$399,999	55	52.8%
\$400,000 - \$599,999	48	54.8%
\$600,000 - \$999,999	29	70.6%
\$1,000,000 or more	6	-14.3%

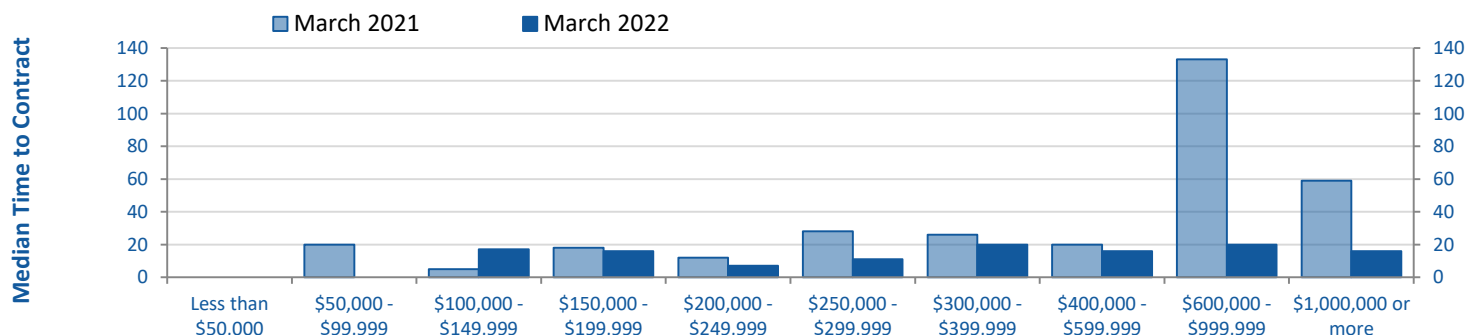


Median Time to Contract by Sale Price

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	17 Days	240.0%
\$150,000 - \$199,999	16 Days	-11.1%
\$200,000 - \$249,999	7 Days	-41.7%
\$250,000 - \$299,999	11 Days	-60.7%
\$300,000 - \$399,999	20 Days	-23.1%
\$400,000 - \$599,999	16 Days	-20.0%
\$600,000 - \$999,999	20 Days	-85.0%
\$1,000,000 or more	16 Days	-72.9%



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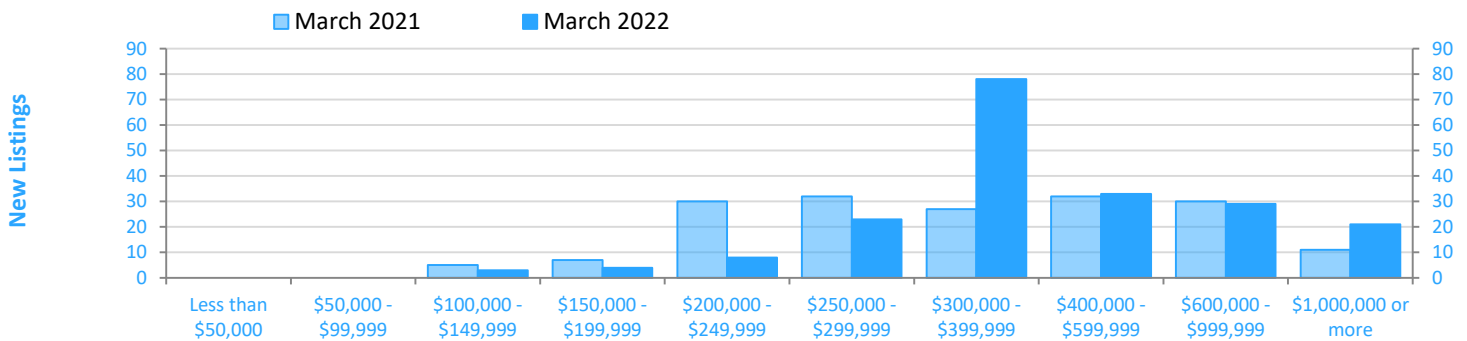
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New Listings by Initial Listing Price

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	3	-40.0%
\$150,000 - \$199,999	4	-42.9%
\$200,000 - \$249,999	8	-73.3%
\$250,000 - \$299,999	23	-28.1%
\$300,000 - \$399,999	78	188.9%
\$400,000 - \$599,999	33	3.1%
\$600,000 - \$999,999	29	-3.3%
\$1,000,000 or more	21	90.9%

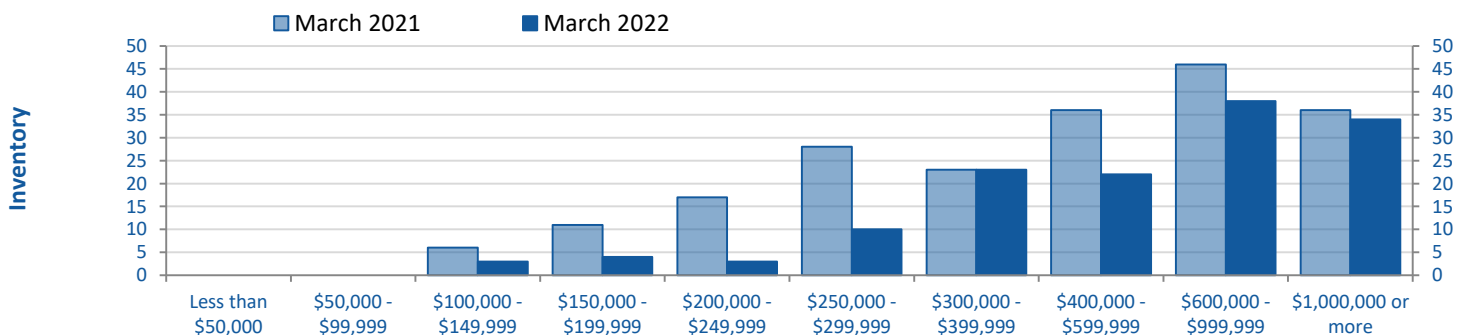


Inventory by Current Listing Price

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	3	-50.0%
\$150,000 - \$199,999	4	-63.6%
\$200,000 - \$249,999	3	-82.4%
\$250,000 - \$299,999	10	-64.3%
\$300,000 - \$399,999	23	0.0%
\$400,000 - \$599,999	22	-38.9%
\$600,000 - \$999,999	38	-17.4%
\$1,000,000 or more	34	-5.6%



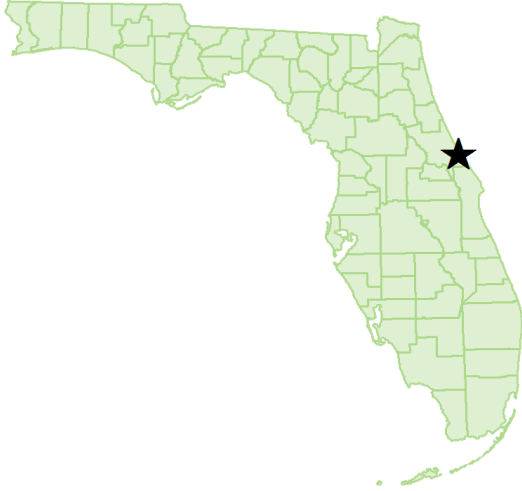
Monthly Distressed Market - March 2022

Single-Family Homes

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		March 2022	March 2021	Percent Change Year-over-Year
Traditional	Closed Sales	176	183	-3.8%
	Median Sale Price	\$385,389	\$297,450	29.6%
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

