

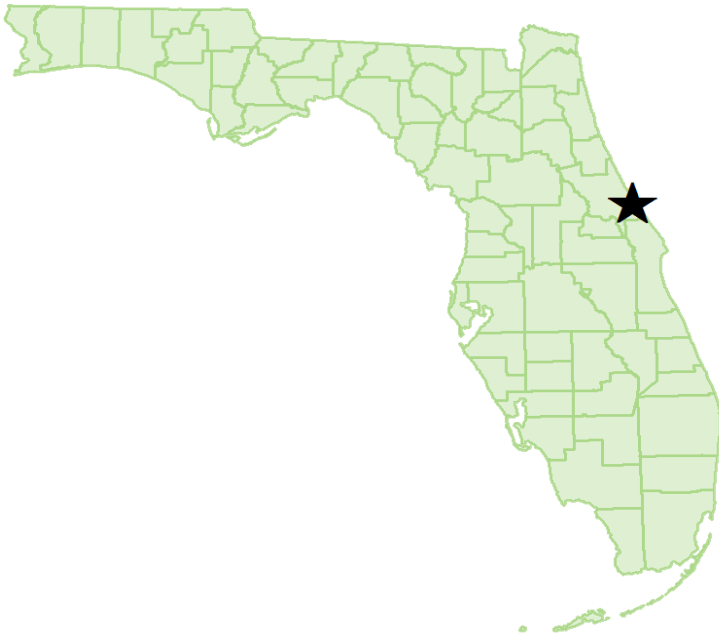
Monthly Market Detail - December 2025

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.



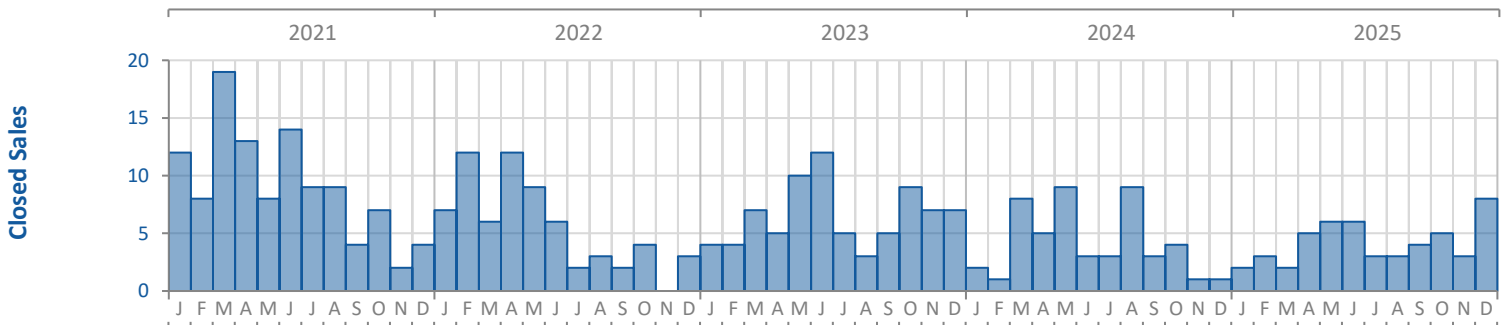
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	8	1	700.0%
Paid in Cash	4	1	300.0%
Median Sale Price	\$181,000	\$245,000	-26.1%
Average Sale Price	\$198,225	\$245,000	-19.1%
Dollar Volume	\$1.6 Million	\$245,000	547.3%
Median Percent of Original List Price Received	93.3%	102.1%	-8.6%
Median Time to Contract	102 Days	2 Days	5000.0%
Median Time to Sale	141 Days	17 Days	729.4%
New Pending Sales	6	4	50.0%
New Listings	4	6	-33.3%
Pending Inventory	6	4	50.0%
Inventory (Active Listings)	32	28	14.3%
Months Supply of Inventory	7.7	6.9	11.6%

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	50	2.0%
December 2025	8	700.0%
November 2025	3	200.0%
October 2025	5	25.0%
September 2025	4	33.3%
August 2025	3	-66.7%
July 2025	3	0.0%
June 2025	6	100.0%
May 2025	6	-33.3%
April 2025	5	0.0%
March 2025	2	-75.0%
February 2025	3	200.0%
January 2025	2	0.0%
December 2024	1	-85.7%



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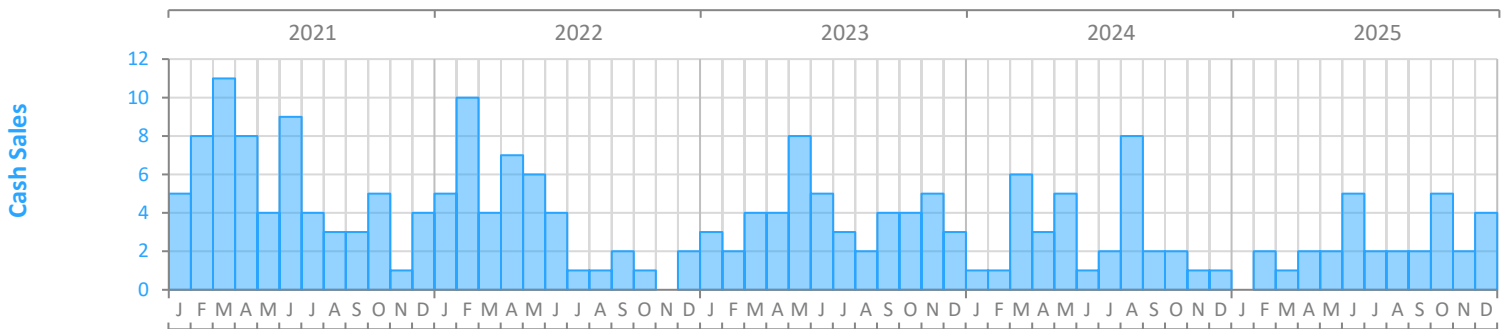
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Cash Sales

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	29	-12.1%
December 2025	4	300.0%
November 2025	2	100.0%
October 2025	5	150.0%
September 2025	2	0.0%
August 2025	2	-75.0%
July 2025	2	0.0%
June 2025	5	400.0%
May 2025	2	-60.0%
April 2025	2	-33.3%
March 2025	1	-83.3%
February 2025	2	100.0%
January 2025	0	-100.0%
December 2024	1	-66.7%

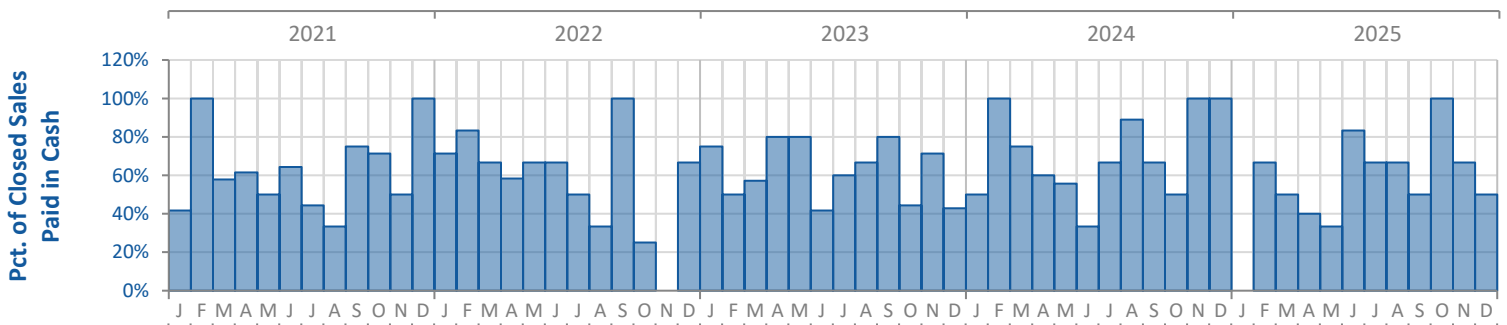


Cash Sales as a Percentage of Closed Sales

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	58.0%	-13.8%
December 2025	50.0%	-50.0%
November 2025	66.7%	-33.3%
October 2025	100.0%	100.0%
September 2025	50.0%	-25.0%
August 2025	66.7%	-25.0%
July 2025	66.7%	0.0%
June 2025	83.3%	150.2%
May 2025	33.3%	-40.1%
April 2025	40.0%	-33.3%
March 2025	50.0%	-33.3%
February 2025	66.7%	-33.3%
January 2025	0.0%	-100.0%
December 2024	100.0%	133.1%



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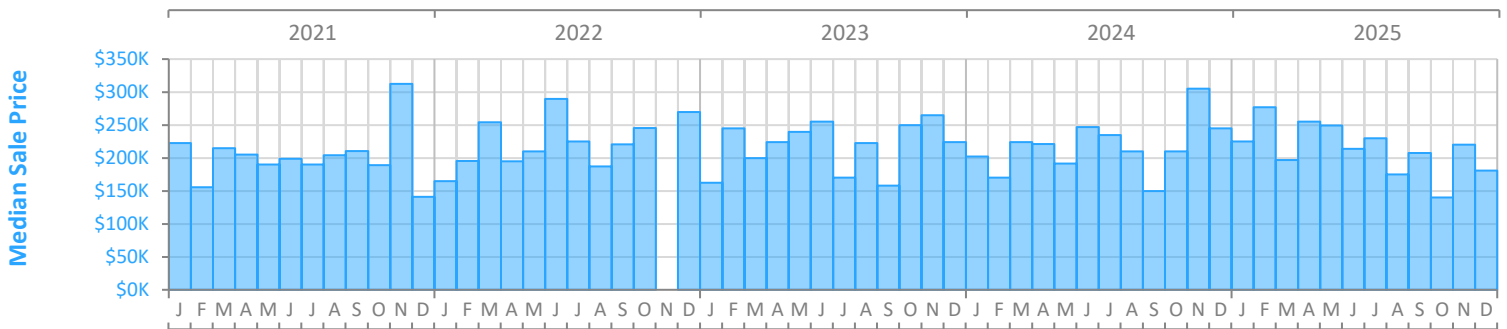
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Median Sale Price

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	\$225,000	4.7%
December 2025	\$181,000	-26.1%
November 2025	\$220,000	-27.9%
October 2025	\$140,000	-33.3%
September 2025	\$207,750	38.5%
August 2025	\$175,000	-16.7%
July 2025	\$230,000	-2.1%
June 2025	\$214,000	-13.3%
May 2025	\$249,500	30.3%
April 2025	\$255,000	15.4%
March 2025	\$196,750	-12.2%
February 2025	\$277,200	63.1%
January 2025	\$225,000	11.4%
December 2024	\$245,000	9.4%

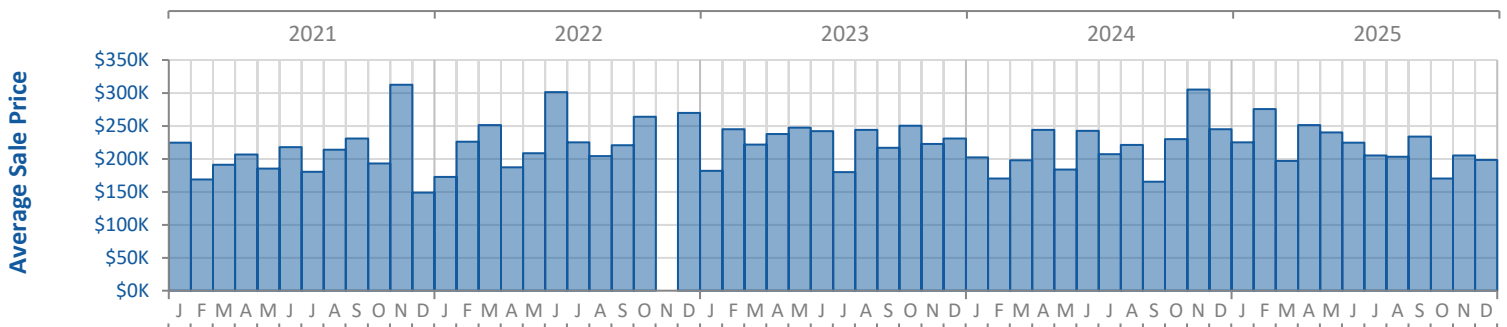


Average Sale Price

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	\$218,558	3.6%
December 2025	\$198,225	-19.1%
November 2025	\$205,000	-32.8%
October 2025	\$170,200	-26.0%
September 2025	\$233,625	41.3%
August 2025	\$203,333	-8.0%
July 2025	\$205,333	-0.9%
June 2025	\$224,650	-7.3%
May 2025	\$240,167	30.6%
April 2025	\$251,200	3.0%
March 2025	\$196,750	-0.6%
February 2025	\$275,733	62.2%
January 2025	\$225,000	11.4%
December 2024	\$245,000	6.1%



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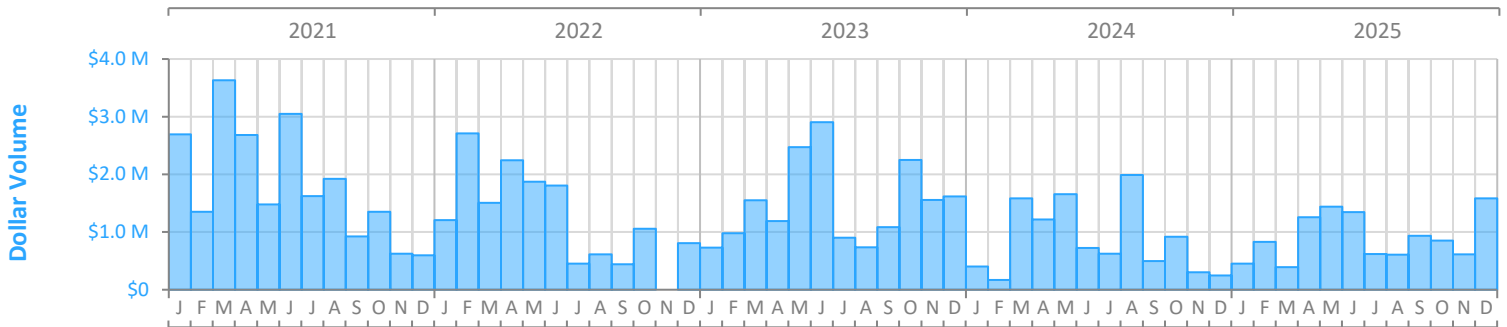
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Dollar Volume

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	\$10.9 Million	5.7%
December 2025	\$1.6 Million	547.3%
November 2025	\$615,000	101.6%
October 2025	\$851,000	-7.5%
September 2025	\$934,500	88.4%
August 2025	\$609,999	-69.3%
July 2025	\$615,999	-0.9%
June 2025	\$1.3 Million	85.4%
May 2025	\$1.4 Million	-12.9%
April 2025	\$1.3 Million	3.0%
March 2025	\$393,500	-75.2%
February 2025	\$827,199	386.6%
January 2025	\$450,000	11.4%
December 2024	\$245,000	-84.8%

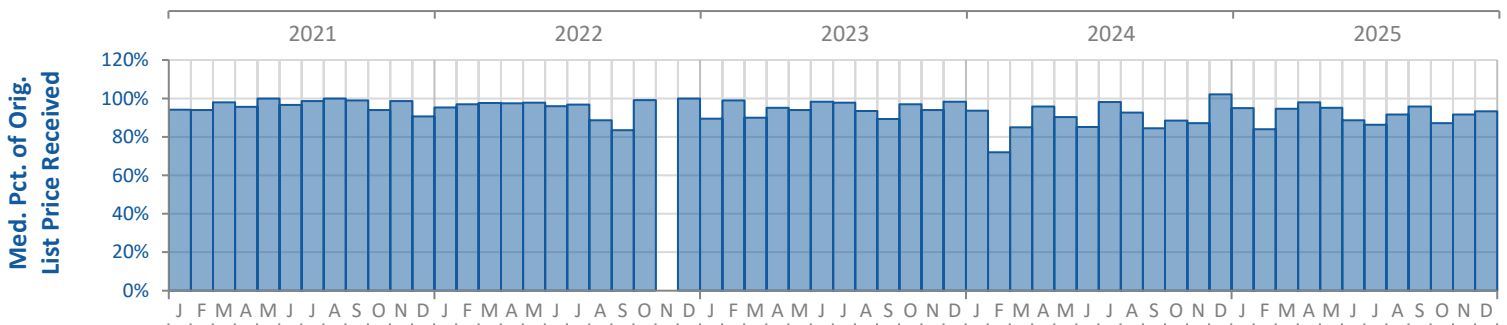


Median Percent of Original List Price Received

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	91.8%	1.7%
December 2025	93.3%	-8.6%
November 2025	91.7%	5.3%
October 2025	87.2%	-1.4%
September 2025	95.8%	13.4%
August 2025	91.7%	-1.0%
July 2025	86.3%	-12.1%
June 2025	88.6%	4.0%
May 2025	95.1%	5.3%
April 2025	98.0%	2.3%
March 2025	94.6%	11.4%
February 2025	84.0%	16.7%
January 2025	95.0%	1.5%
December 2024	102.1%	3.9%



Monthly Market Detail - December 2025

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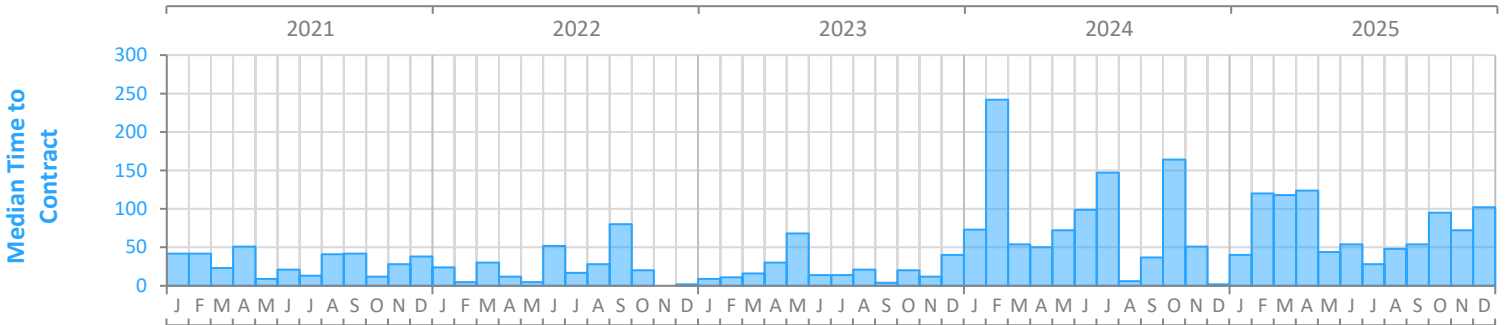
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Median Time to Contract

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	78 Days	47.2%
December 2025	102 Days	5000.0%
November 2025	72 Days	41.2%
October 2025	95 Days	-42.1%
September 2025	54 Days	45.9%
August 2025	48 Days	700.0%
July 2025	28 Days	-81.0%
June 2025	54 Days	-45.5%
May 2025	44 Days	-38.9%
April 2025	124 Days	148.0%
March 2025	118 Days	118.5%
February 2025	120 Days	-50.4%
January 2025	40 Days	-45.2%
December 2024	2 Days	-95.0%

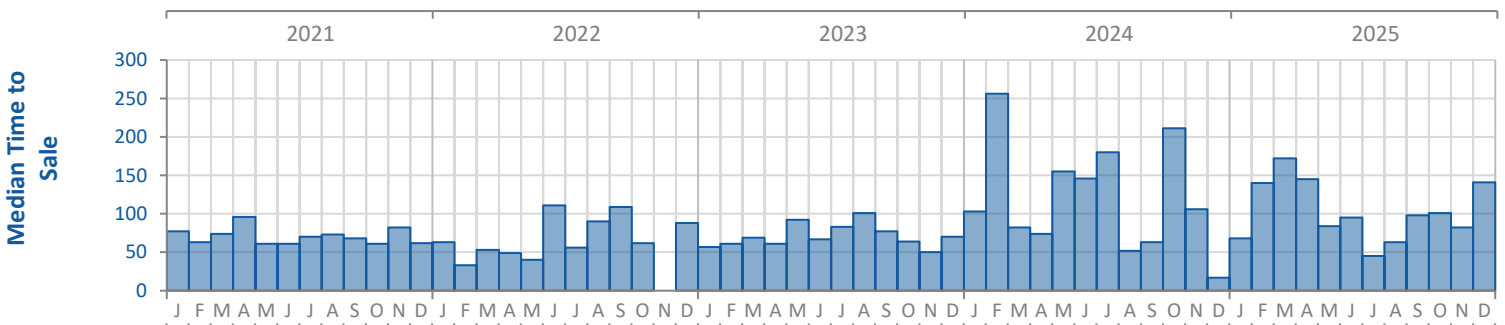


Median Time to Sale

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	112 Days	36.6%
December 2025	141 Days	729.4%
November 2025	82 Days	-22.6%
October 2025	101 Days	-52.1%
September 2025	98 Days	55.6%
August 2025	63 Days	21.2%
July 2025	45 Days	-75.0%
June 2025	95 Days	-34.9%
May 2025	84 Days	-45.8%
April 2025	145 Days	95.9%
March 2025	172 Days	109.8%
February 2025	140 Days	-45.3%
January 2025	68 Days	-34.0%
December 2024	17 Days	-75.7%



Monthly Market Detail - December 2025

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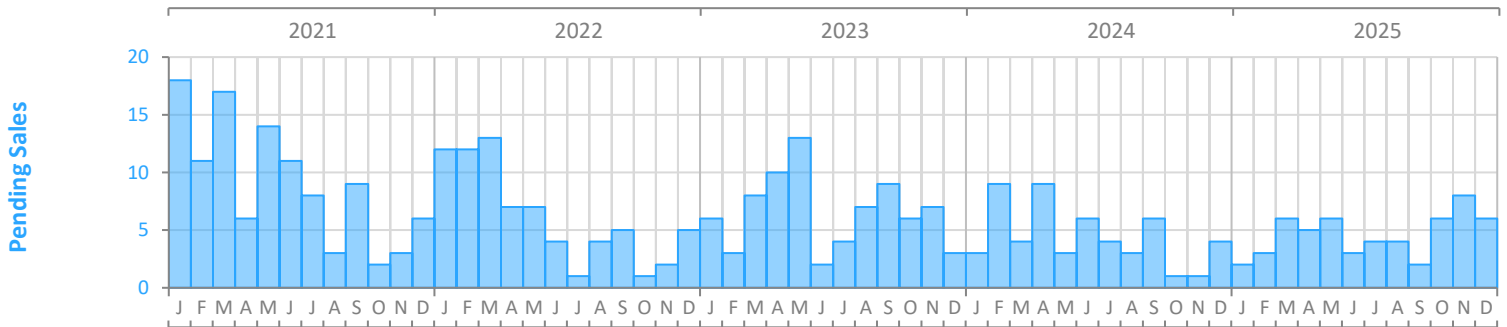
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New Pending Sales

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	55	3.8%
December 2025	6	50.0%
November 2025	8	700.0%
October 2025	6	500.0%
September 2025	2	-66.7%
August 2025	4	33.3%
July 2025	4	0.0%
June 2025	3	-50.0%
May 2025	6	100.0%
April 2025	5	-44.4%
March 2025	6	50.0%
February 2025	3	-66.7%
January 2025	2	-33.3%
December 2024	4	33.3%

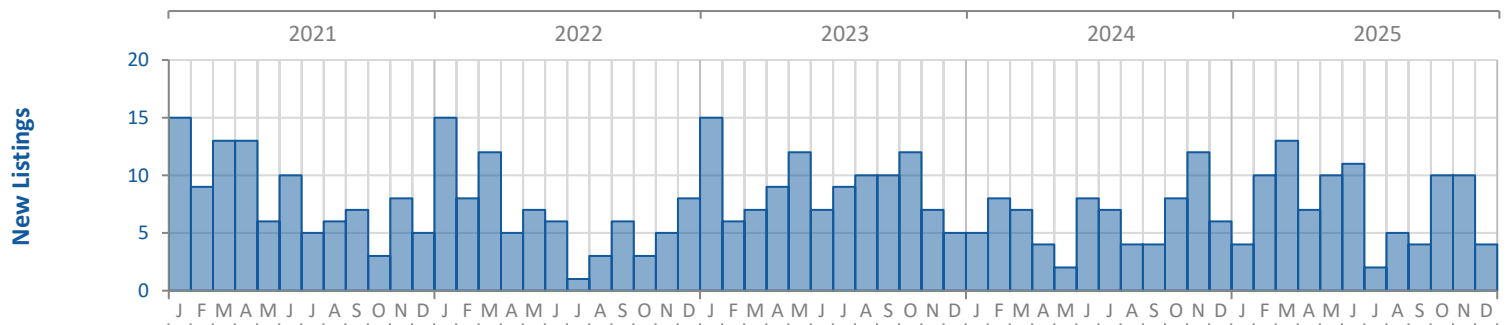


New Listings

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	90	20.0%
December 2025	4	-33.3%
November 2025	10	-16.7%
October 2025	10	25.0%
September 2025	4	0.0%
August 2025	5	25.0%
July 2025	2	-71.4%
June 2025	11	37.5%
May 2025	10	400.0%
April 2025	7	75.0%
March 2025	13	85.7%
February 2025	10	25.0%
January 2025	4	-20.0%
December 2024	6	20.0%



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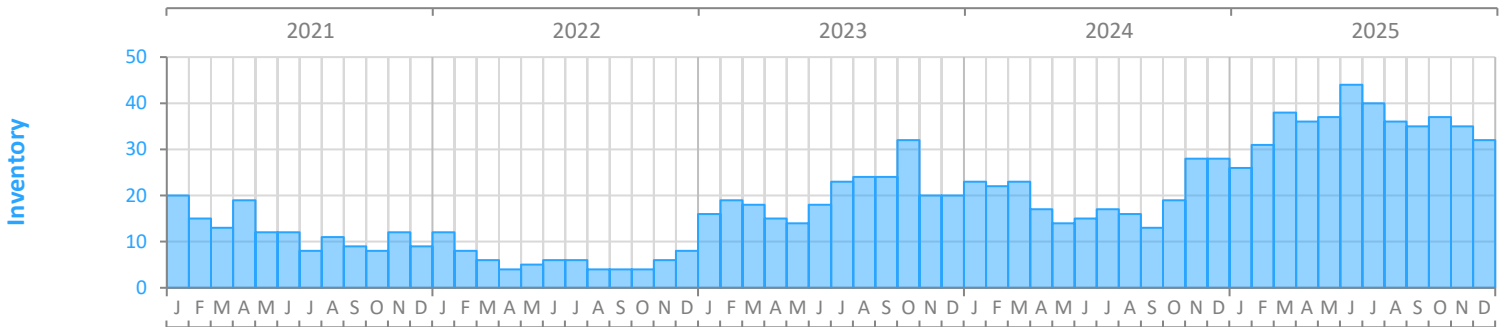
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Inventory (Active Listings)

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)	36	81.6%
December 2025	32	14.3%
November 2025	35	25.0%
October 2025	37	94.7%
September 2025	35	169.2%
August 2025	36	125.0%
July 2025	40	135.3%
June 2025	44	193.3%
May 2025	37	164.3%
April 2025	36	111.8%
March 2025	38	65.2%
February 2025	31	40.9%
January 2025	26	13.0%
December 2024	28	40.0%

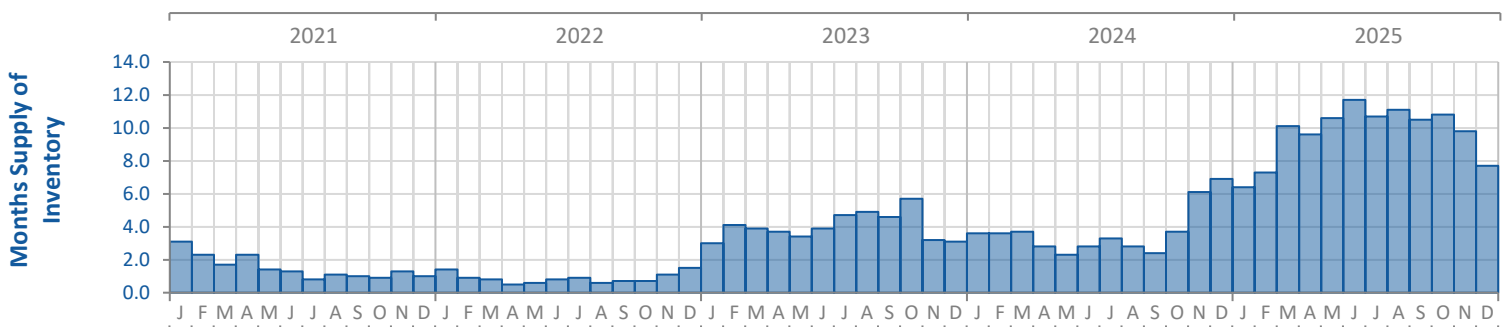


Months Supply of Inventory

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)	9.7	162.2%
December 2025	7.7	11.6%
November 2025	9.8	60.7%
October 2025	10.8	191.9%
September 2025	10.5	337.5%
August 2025	11.1	296.4%
July 2025	10.7	224.2%
June 2025	11.7	317.9%
May 2025	10.6	360.9%
April 2025	9.6	242.9%
March 2025	10.1	173.0%
February 2025	7.3	102.8%
January 2025	6.4	77.8%
December 2024	6.9	122.6%



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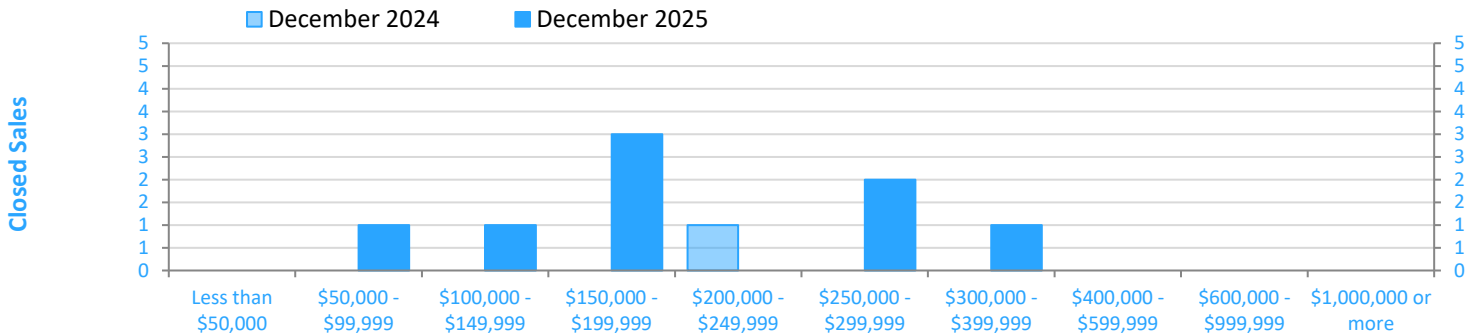
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Closed Sales by Sale Price

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	1	N/A
\$150,000 - \$199,999	3	N/A
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

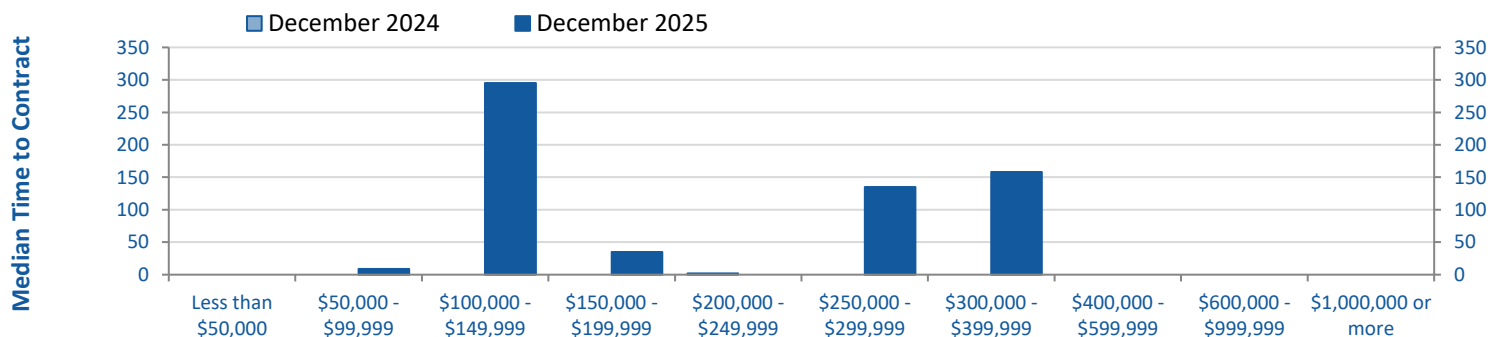


Median Time to Contract by Sale Price

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	9 Days	N/A
\$100,000 - \$149,999	295 Days	N/A
\$150,000 - \$199,999	35 Days	N/A
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	135 Days	N/A
\$300,000 - \$399,999	158 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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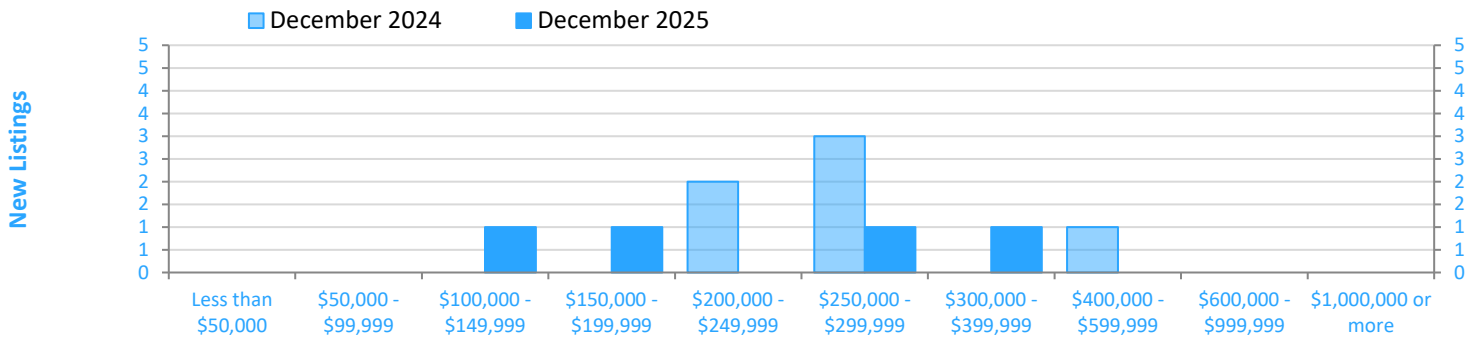
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New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	1	N/A
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

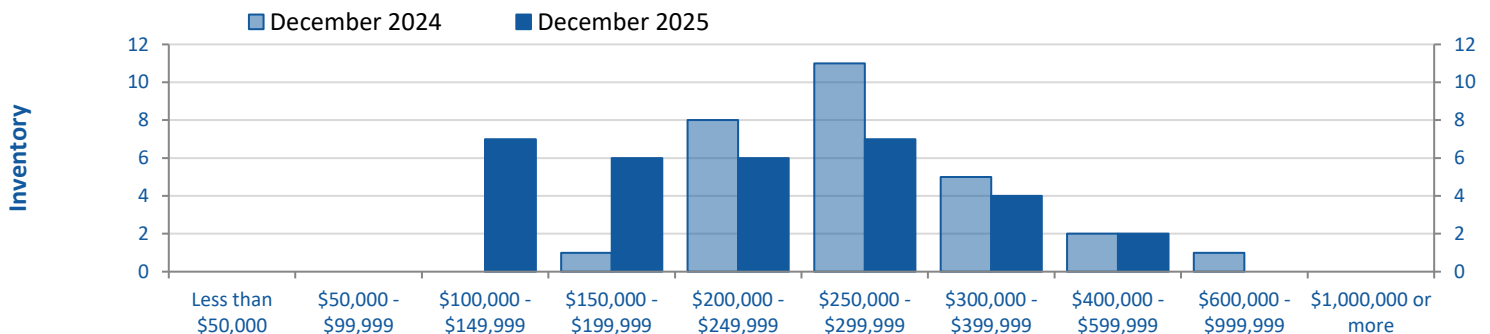


Inventory by Current Listing Price

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	0	N/A
\$100,000 - \$149,999	7	N/A
\$150,000 - \$199,999	6	500.0%
\$200,000 - \$249,999	6	-25.0%
\$250,000 - \$299,999	7	-36.4%
\$300,000 - \$399,999	4	-20.0%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

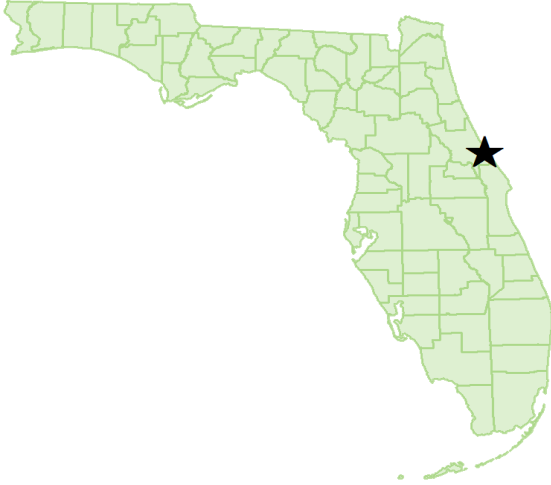


Monthly Distressed Market - December 2025

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		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	8	1	700.0%
	Median Sale Price	\$181,000	\$245,000	-26.1%
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

