

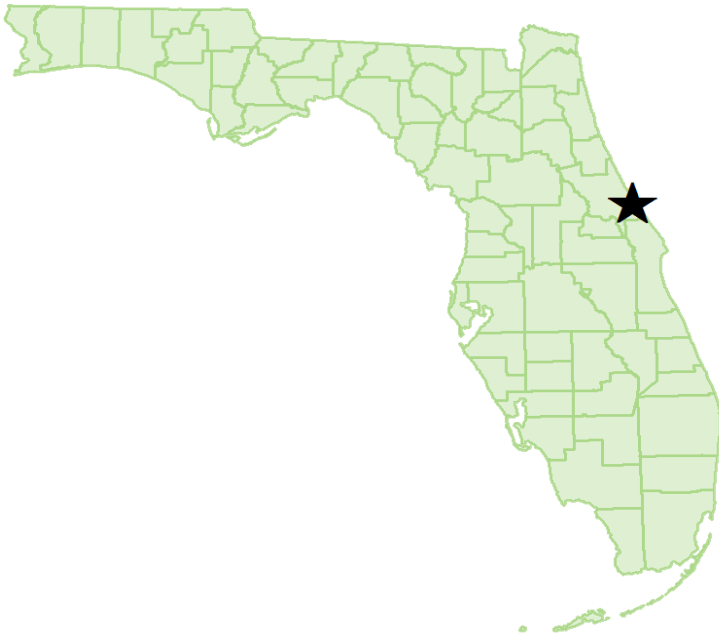
Monthly Market Detail - December 2025

Townhouses and Condos

New Smyrna Beach Board of REALTORS®



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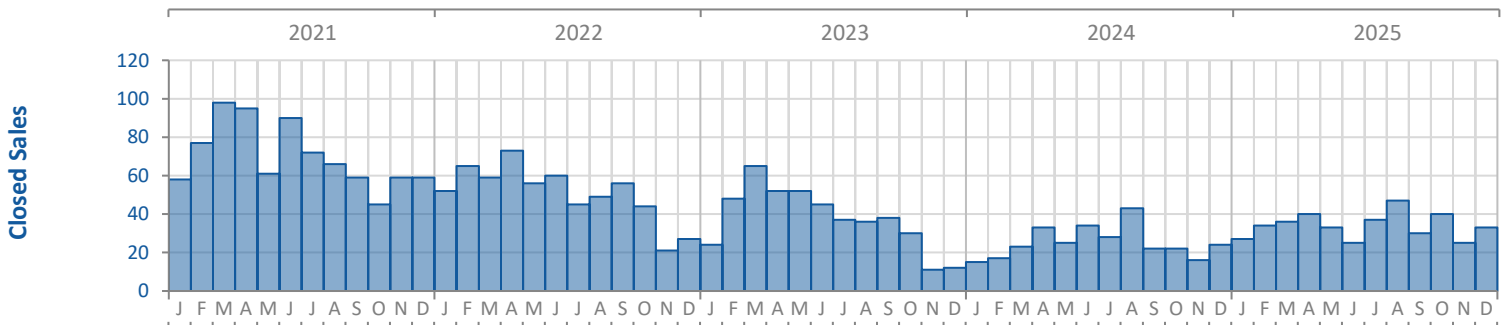
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	33	24	37.5%
Paid in Cash	20	16	25.0%
Median Sale Price	\$365,000	\$372,500	-2.0%
Average Sale Price	\$413,815	\$490,021	-15.6%
Dollar Volume	\$13.7 Million	\$11.8 Million	16.1%
Median Percent of Original List Price Received	88.6%	91.5%	-3.2%
Median Time to Contract	114 Days	109 Days	4.6%
Median Time to Sale	146 Days	133 Days	9.8%
New Pending Sales	26	24	8.3%
New Listings	39	53	-26.4%
Pending Inventory	32	27	18.5%
Inventory (Active Listings)	304	308	-1.3%
Months Supply of Inventory	9.0	12.2	-26.2%

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	407	34.8%
December 2025	33	37.5%
November 2025	25	56.3%
October 2025	40	81.8%
September 2025	30	36.4%
August 2025	47	9.3%
July 2025	37	32.1%
June 2025	25	-26.5%
May 2025	33	32.0%
April 2025	40	21.2%
March 2025	36	56.5%
February 2025	34	100.0%
January 2025	27	80.0%
December 2024	24	100.0%



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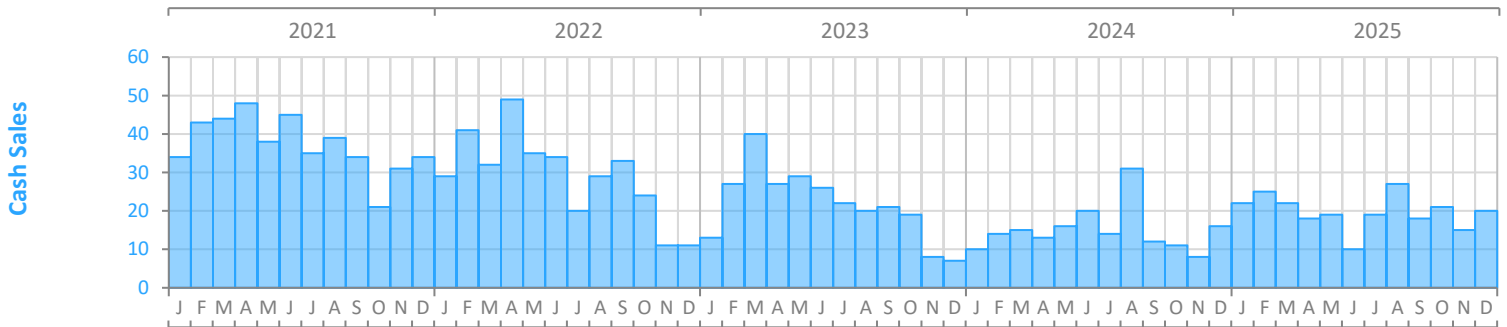
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Cash Sales

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	236	31.1%
December 2025	20	25.0%
November 2025	15	87.5%
October 2025	21	90.9%
September 2025	18	50.0%
August 2025	27	-12.9%
July 2025	19	35.7%
June 2025	10	-50.0%
May 2025	19	18.8%
April 2025	18	38.5%
March 2025	22	46.7%
February 2025	25	78.6%
January 2025	22	120.0%
December 2024	16	128.6%

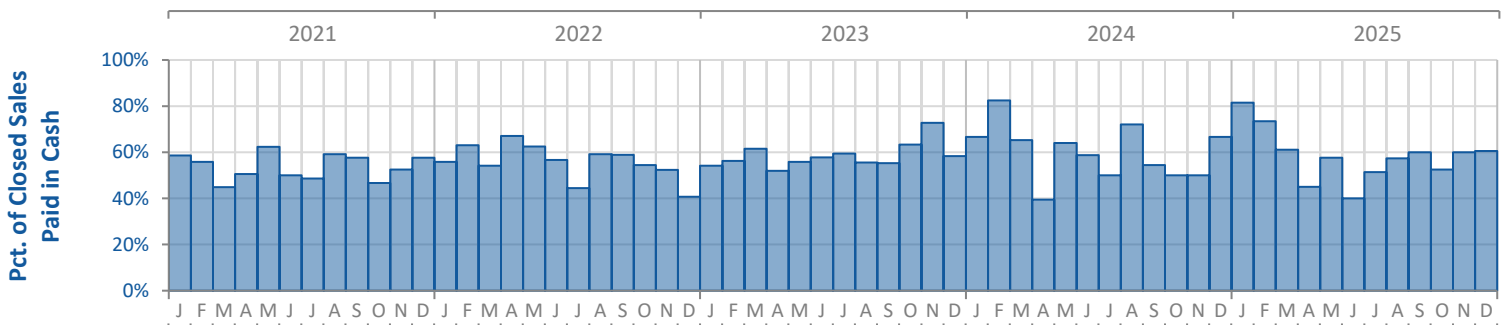


Cash Sales as a Percentage of Closed Sales

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	58.0%	-2.7%
December 2025	60.6%	-9.1%
November 2025	60.0%	20.0%
October 2025	52.5%	5.0%
September 2025	60.0%	10.1%
August 2025	57.4%	-20.4%
July 2025	51.4%	2.8%
June 2025	40.0%	-32.0%
May 2025	57.6%	-10.0%
April 2025	45.0%	14.2%
March 2025	61.1%	-6.3%
February 2025	73.5%	-10.8%
January 2025	81.5%	22.2%
December 2024	66.7%	14.4%



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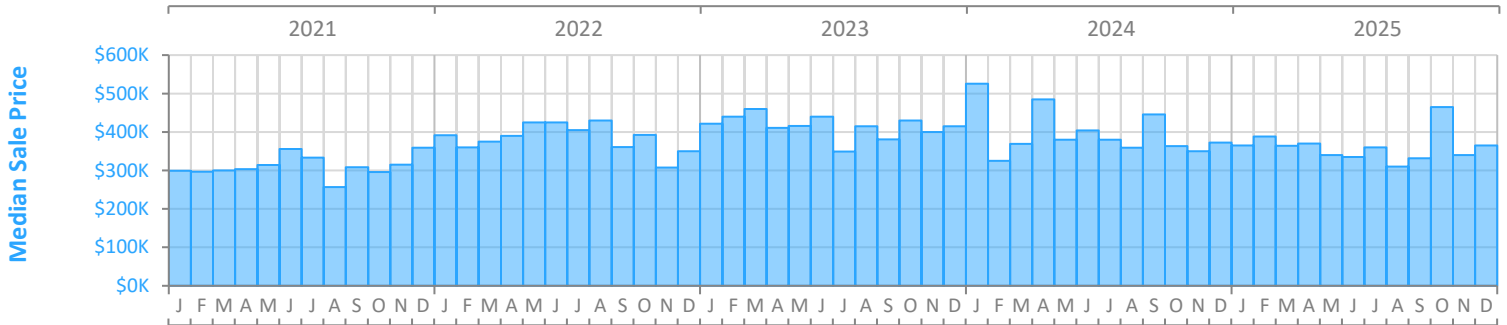
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Median Sale Price

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	\$355,000	-8.2%
December 2025	\$365,000	-2.0%
November 2025	\$340,000	-2.9%
October 2025	\$465,000	27.9%
September 2025	\$332,000	-25.5%
August 2025	\$310,000	-13.6%
July 2025	\$360,000	-5.3%
June 2025	\$335,000	-17.0%
May 2025	\$340,000	-10.5%
April 2025	\$370,000	-23.7%
March 2025	\$364,500	-1.2%
February 2025	\$388,250	19.5%
January 2025	\$365,000	-30.6%
December 2024	\$372,500	-10.2%

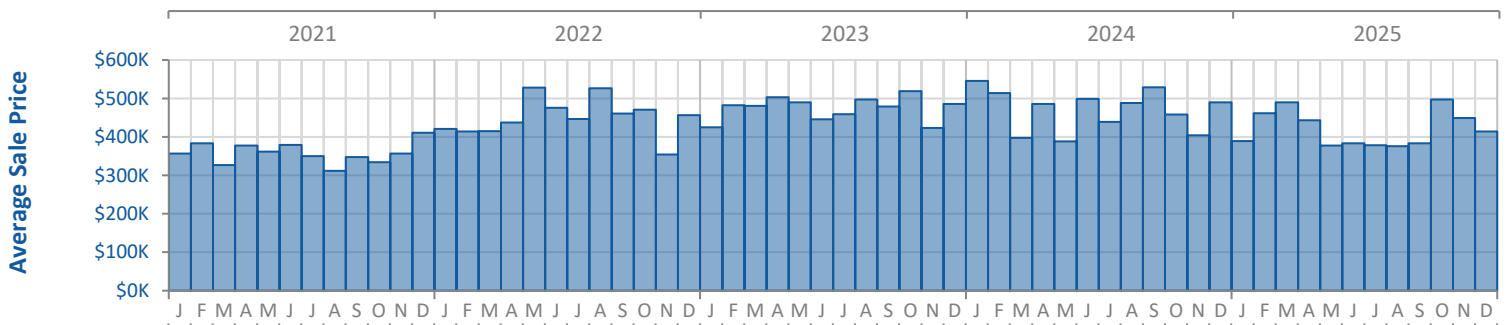


Average Sale Price

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	\$421,504	-10.3%
December 2025	\$413,815	-15.6%
November 2025	\$448,656	11.1%
October 2025	\$497,538	8.6%
September 2025	\$383,333	-27.5%
August 2025	\$376,104	-23.0%
July 2025	\$378,434	-13.7%
June 2025	\$383,616	-23.1%
May 2025	\$377,444	-2.7%
April 2025	\$443,068	-8.8%
March 2025	\$489,460	23.2%
February 2025	\$461,582	-10.1%
January 2025	\$389,496	-28.6%
December 2024	\$490,021	0.9%



Monthly Market Detail - December 2025

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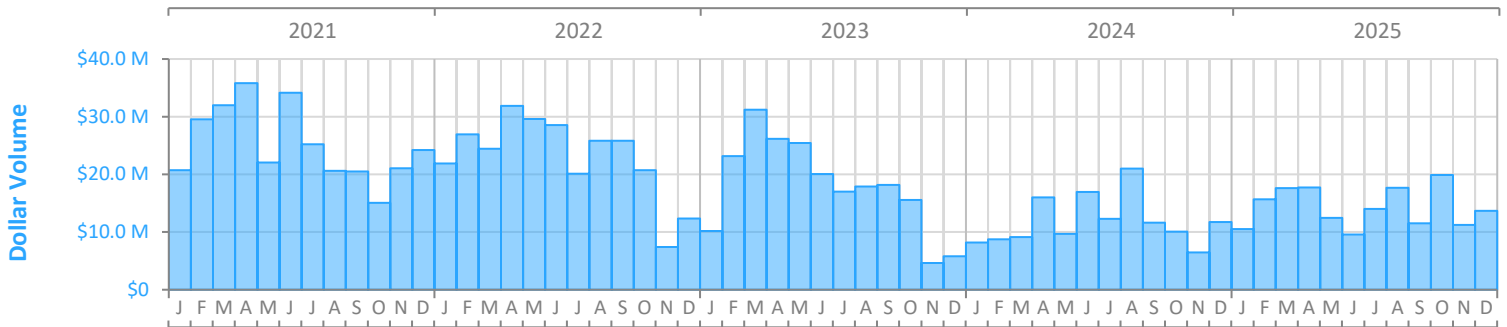
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Dollar Volume

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	\$171.6 Million	20.8%
December 2025	\$13.7 Million	16.1%
November 2025	\$11.2 Million	73.6%
October 2025	\$19.9 Million	97.4%
September 2025	\$11.5 Million	-1.1%
August 2025	\$17.7 Million	-15.8%
July 2025	\$14.0 Million	14.0%
June 2025	\$9.6 Million	-43.5%
May 2025	\$12.5 Million	28.4%
April 2025	\$17.7 Million	10.6%
March 2025	\$17.6 Million	92.8%
February 2025	\$15.7 Million	79.7%
January 2025	\$10.5 Million	28.5%
December 2024	\$11.8 Million	101.8%

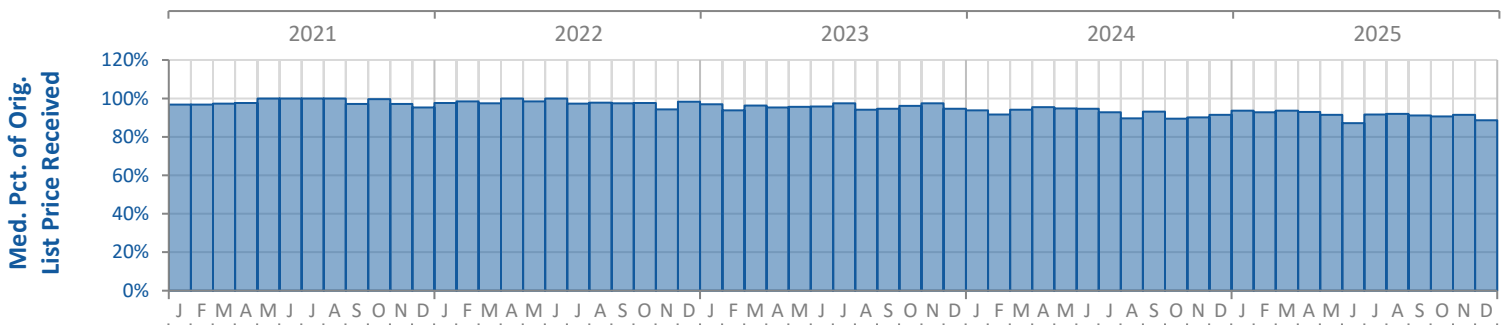


Median Percent of Original List Price Received

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	91.7%	-1.6%
December 2025	88.6%	-3.2%
November 2025	91.5%	1.4%
October 2025	90.7%	1.3%
September 2025	91.1%	-2.1%
August 2025	92.0%	2.6%
July 2025	91.7%	-1.2%
June 2025	87.2%	-7.9%
May 2025	91.5%	-3.5%
April 2025	93.0%	-2.6%
March 2025	93.6%	-0.6%
February 2025	92.8%	1.2%
January 2025	93.6%	-0.2%
December 2024	91.5%	-3.3%



Monthly Market Detail - December 2025

Townhouses and Condos

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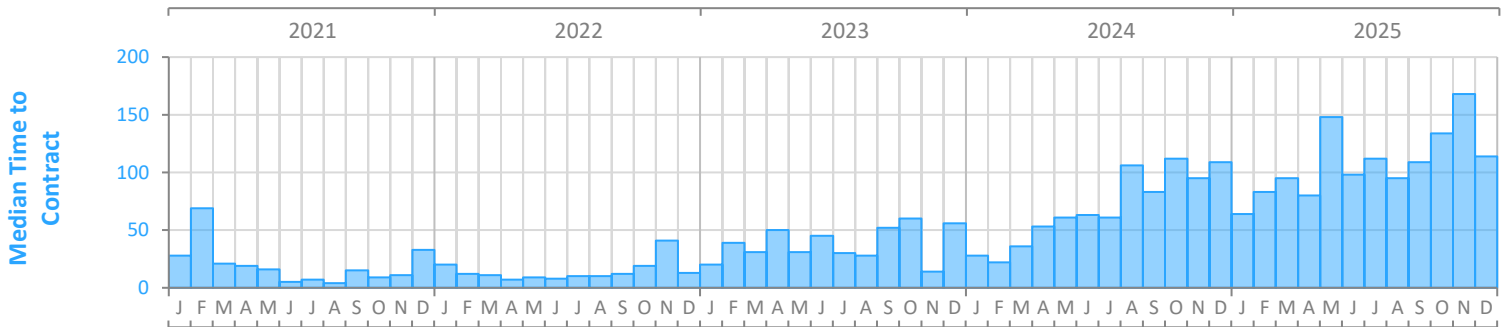
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Median Time to Contract

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	111 Days	38.8%
December 2025	114 Days	4.6%
November 2025	168 Days	76.8%
October 2025	134 Days	19.6%
September 2025	109 Days	31.3%
August 2025	95 Days	-10.4%
July 2025	112 Days	83.6%
June 2025	98 Days	55.6%
May 2025	148 Days	142.6%
April 2025	80 Days	50.9%
March 2025	95 Days	163.9%
February 2025	83 Days	277.3%
January 2025	64 Days	128.6%
December 2024	109 Days	94.6%

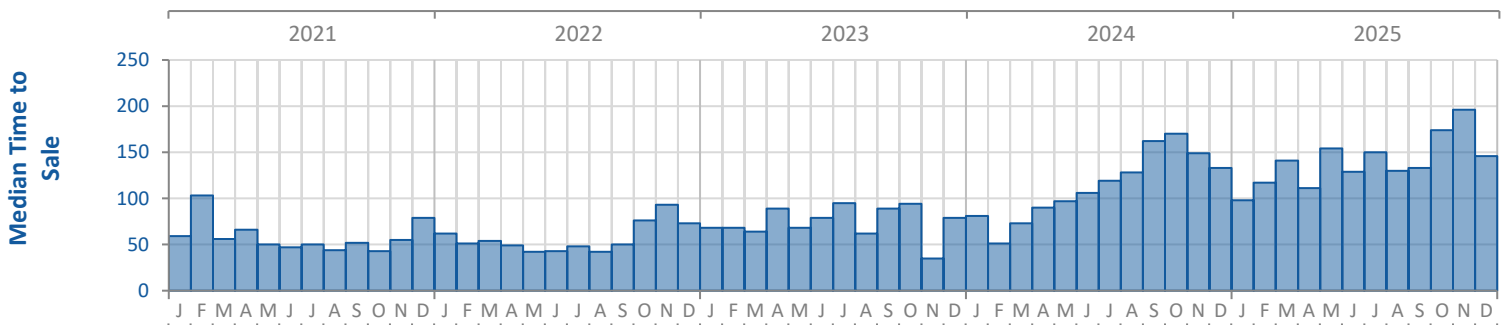


Median Time to Sale

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	142 Days	23.5%
December 2025	146 Days	9.8%
November 2025	196 Days	31.5%
October 2025	174 Days	2.4%
September 2025	133 Days	-17.9%
August 2025	130 Days	1.6%
July 2025	150 Days	26.1%
June 2025	129 Days	21.7%
May 2025	154 Days	58.8%
April 2025	111 Days	23.3%
March 2025	141 Days	93.2%
February 2025	117 Days	129.4%
January 2025	98 Days	21.0%
December 2024	133 Days	68.4%



Monthly Market Detail - December 2025

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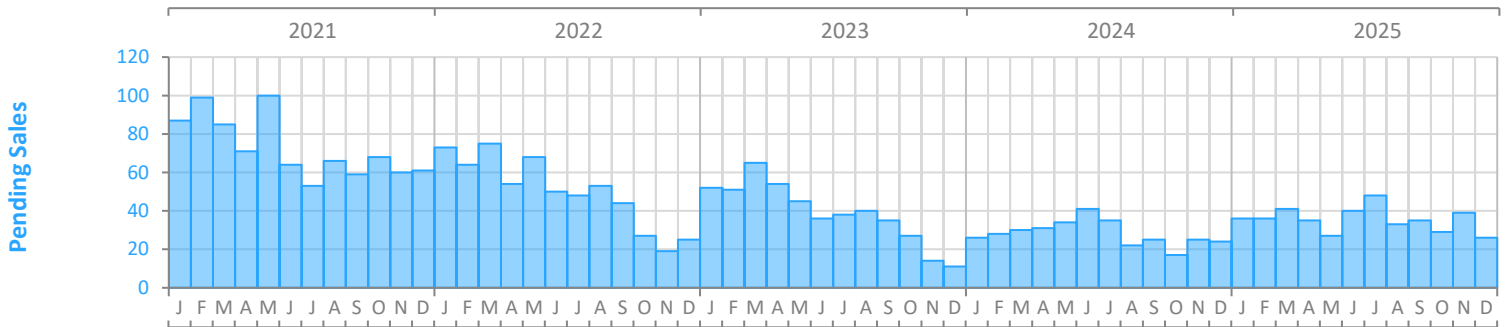
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New Pending Sales

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	425	25.7%
December 2025	26	8.3%
November 2025	39	56.0%
October 2025	29	70.6%
September 2025	35	40.0%
August 2025	33	50.0%
July 2025	48	37.1%
June 2025	40	-2.4%
May 2025	27	-20.6%
April 2025	35	12.9%
March 2025	41	36.7%
February 2025	36	28.6%
January 2025	36	38.5%
December 2024	24	118.2%

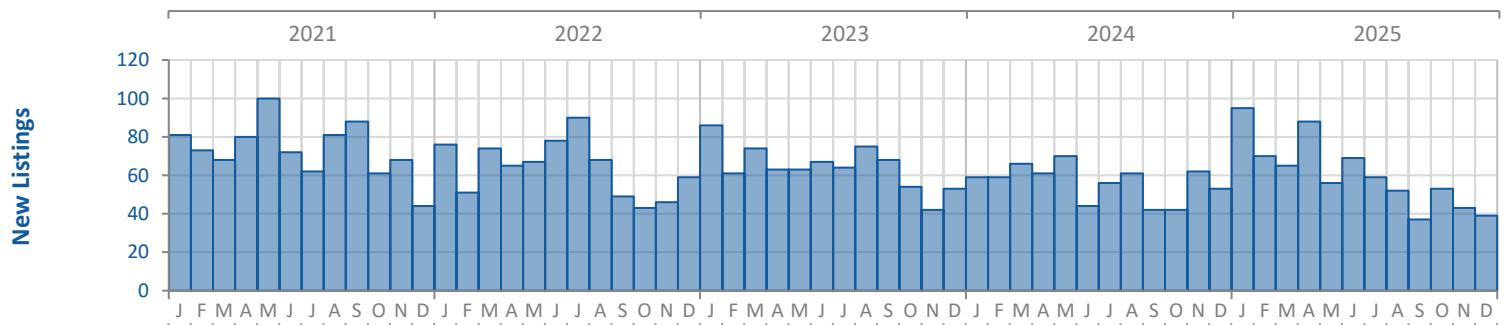


New Listings

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	726	7.6%
December 2025	39	-26.4%
November 2025	43	-30.6%
October 2025	53	26.2%
September 2025	37	-11.9%
August 2025	52	-14.8%
July 2025	59	5.4%
June 2025	69	56.8%
May 2025	56	-20.0%
April 2025	88	44.3%
March 2025	65	-1.5%
February 2025	70	18.6%
January 2025	95	61.0%
December 2024	53	0.0%



Monthly Market Detail - December 2025

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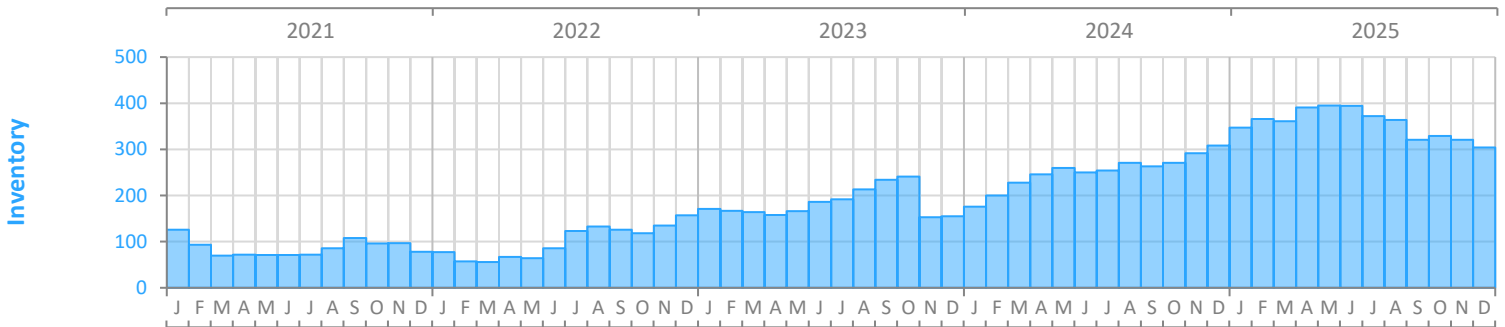
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Inventory (Active Listings)

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)	355	41.3%
December 2025	304	-1.3%
November 2025	321	9.9%
October 2025	329	21.4%
September 2025	321	22.1%
August 2025	364	34.3%
July 2025	372	46.5%
June 2025	394	57.6%
May 2025	395	51.9%
April 2025	391	58.9%
March 2025	361	58.3%
February 2025	366	83.0%
January 2025	347	97.2%
December 2024	308	98.7%

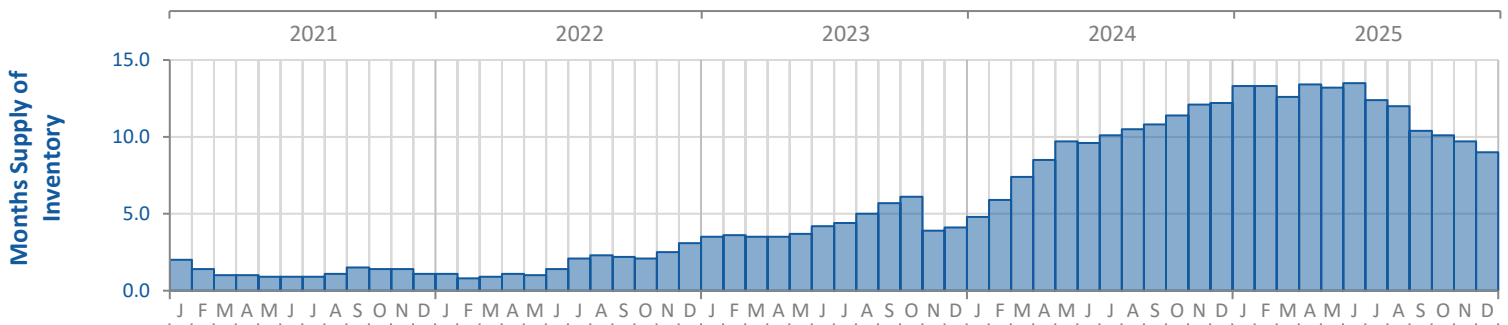


Months Supply of Inventory

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)	11.9	26.6%
December 2025	9.0	-26.2%
November 2025	9.7	-19.8%
October 2025	10.1	-11.4%
September 2025	10.4	-3.7%
August 2025	12.0	14.3%
July 2025	12.4	22.8%
June 2025	13.5	40.6%
May 2025	13.2	36.1%
April 2025	13.4	57.6%
March 2025	12.6	70.3%
February 2025	13.3	125.4%
January 2025	13.3	177.1%
December 2024	12.2	197.6%



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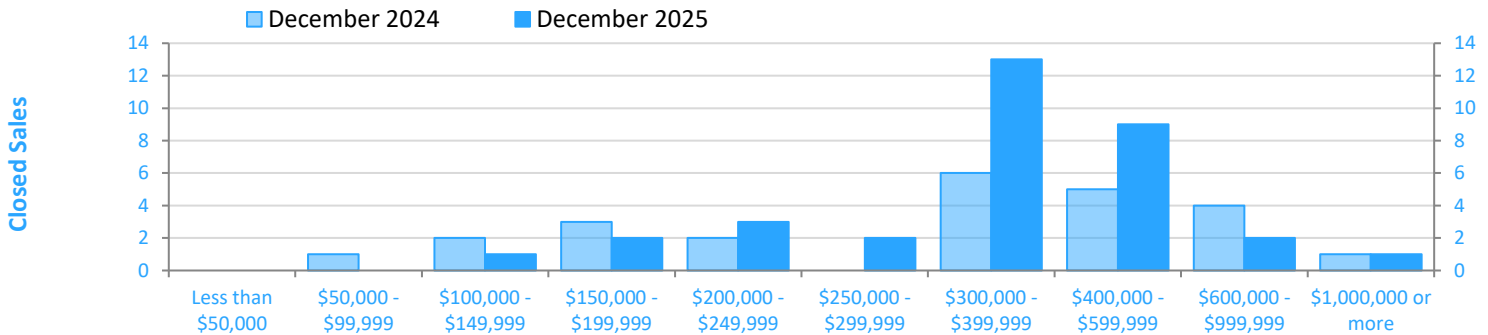
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Closed Sales by Sale Price

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	0	-100.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	3	50.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	13	116.7%
\$400,000 - \$599,999	9	80.0%
\$600,000 - \$999,999	2	-50.0%
\$1,000,000 or more	1	0.0%

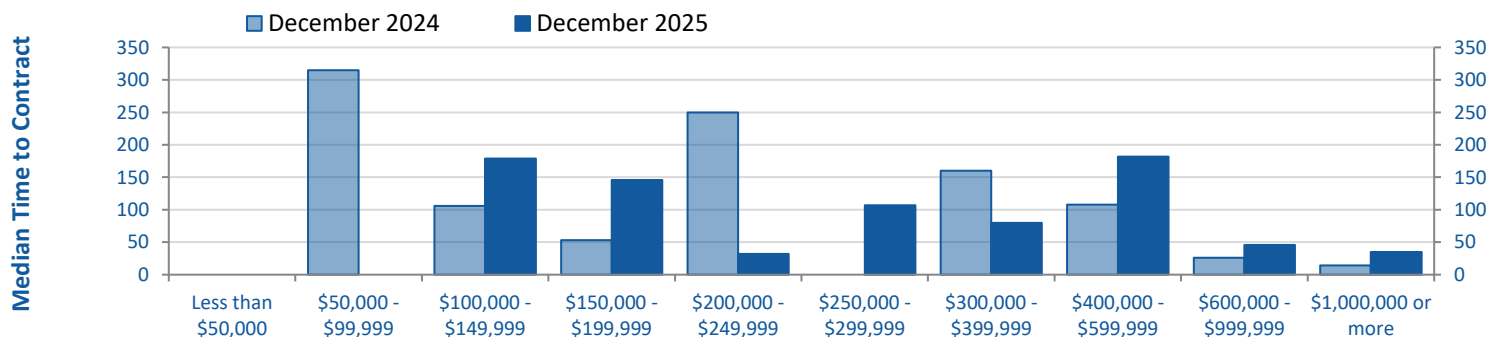


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	179 Days	68.9%
\$150,000 - \$199,999	146 Days	175.5%
\$200,000 - \$249,999	32 Days	-87.2%
\$250,000 - \$299,999	107 Days	N/A
\$300,000 - \$399,999	80 Days	-50.0%
\$400,000 - \$599,999	182 Days	68.5%
\$600,000 - \$999,999	46 Days	76.9%
\$1,000,000 or more	35 Days	150.0%



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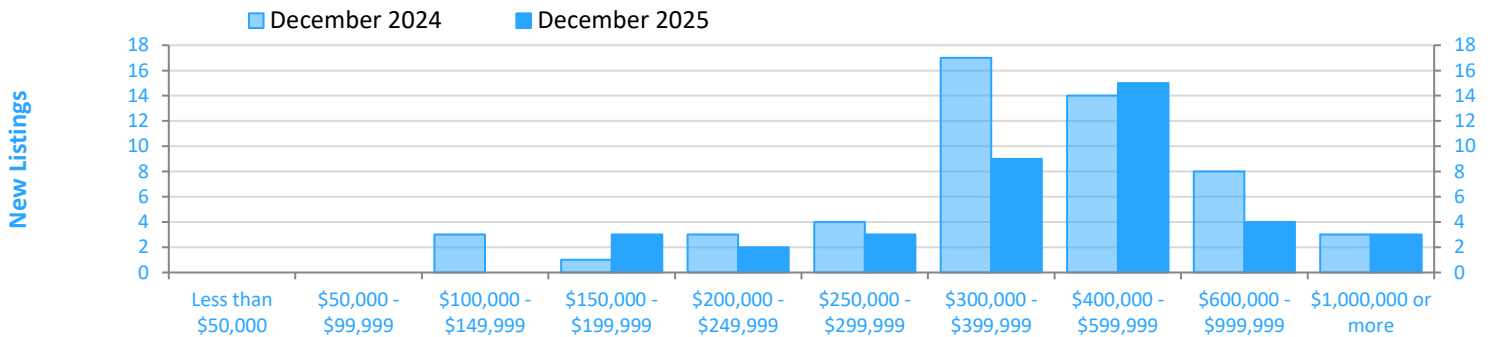
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New Listings by Initial Listing Price

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	-100.0%
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	3	-25.0%
\$300,000 - \$399,999	9	-47.1%
\$400,000 - \$599,999	15	7.1%
\$600,000 - \$999,999	4	-50.0%
\$1,000,000 or more	3	0.0%

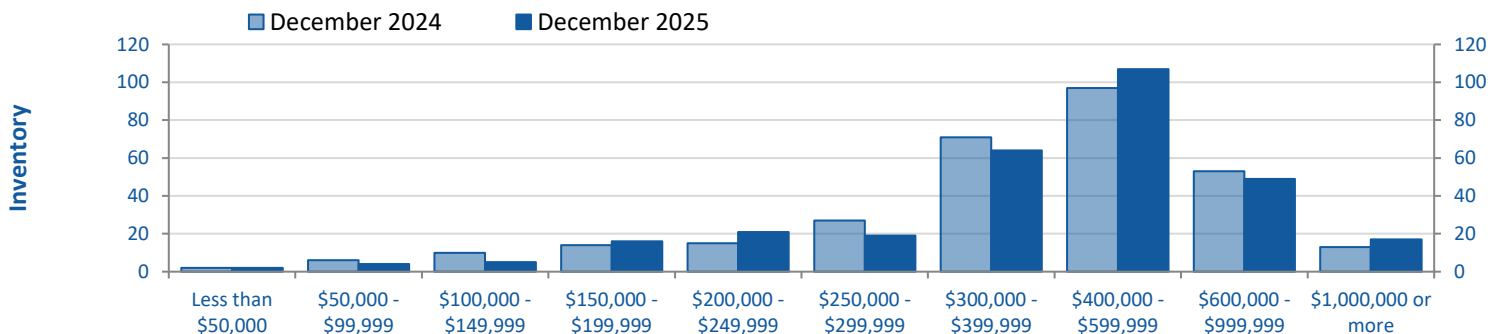


Inventory by Current Listing Price

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	2	0.0%
\$50,000 - \$99,999	4	-33.3%
\$100,000 - \$149,999	5	-50.0%
\$150,000 - \$199,999	16	14.3%
\$200,000 - \$249,999	21	40.0%
\$250,000 - \$299,999	19	-29.6%
\$300,000 - \$399,999	64	-9.9%
\$400,000 - \$599,999	107	10.3%
\$600,000 - \$999,999	49	-7.5%
\$1,000,000 or more	17	30.8%



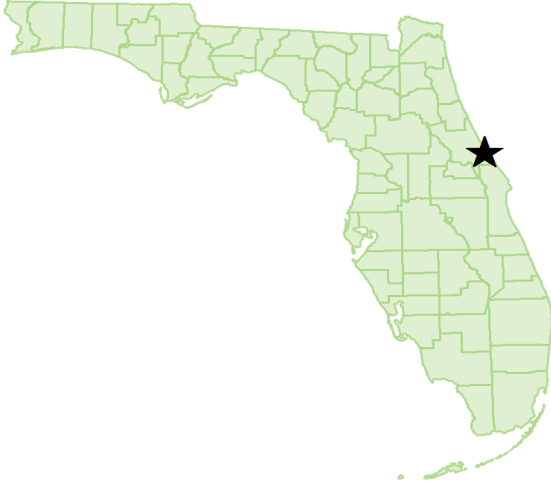
Monthly Distressed Market - December 2025

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New Smyrna Beach Board of REALTORS®



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



		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	33	24	37.5%
	Median Sale Price	\$365,000	\$372,500	-2.0%
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

