

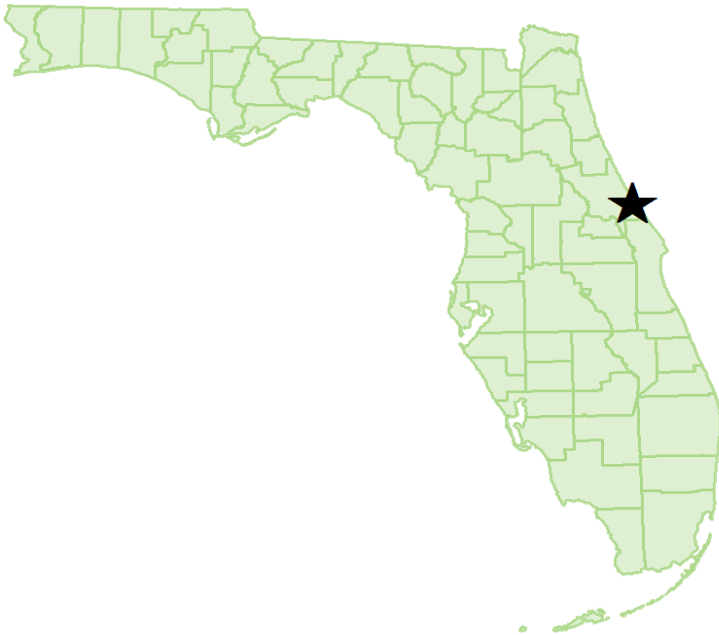
Monthly Market Detail - March 2025

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.



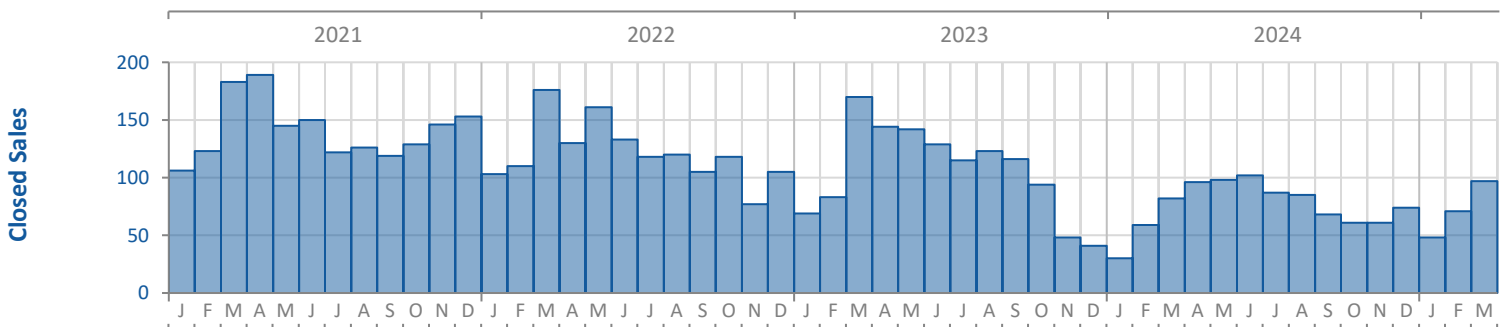
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	97	82	18.3%
Paid in Cash	40	29	37.9%
Median Sale Price	\$425,000	\$445,000	-4.5%
Average Sale Price	\$551,554	\$574,149	-3.9%
Dollar Volume	\$53.5 Million	\$47.1 Million	13.6%
Median Percent of Original List Price Received	93.9%	96.5%	-2.7%
Median Time to Contract	60 Days	35 Days	71.4%
Median Time to Sale	105 Days	64 Days	64.1%
New Pending Sales	98	105	-6.7%
New Listings	150	154	-2.6%
Pending Inventory	114	118	-3.4%
Inventory (Active Listings)	520	347	49.9%
Months Supply of Inventory	6.6	3.7	78.4%

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	216	26.3%
March 2025	97	18.3%
February 2025	71	20.3%
January 2025	48	60.0%
December 2024	74	80.5%
November 2024	61	27.1%
October 2024	61	-35.1%
September 2024	68	-41.4%
August 2024	85	-30.9%
July 2024	87	-24.3%
June 2024	102	-20.9%
May 2024	98	-31.0%
April 2024	96	-33.3%
March 2024	82	-51.8%



Monthly Market Detail - March 2025

Single-Family Homes

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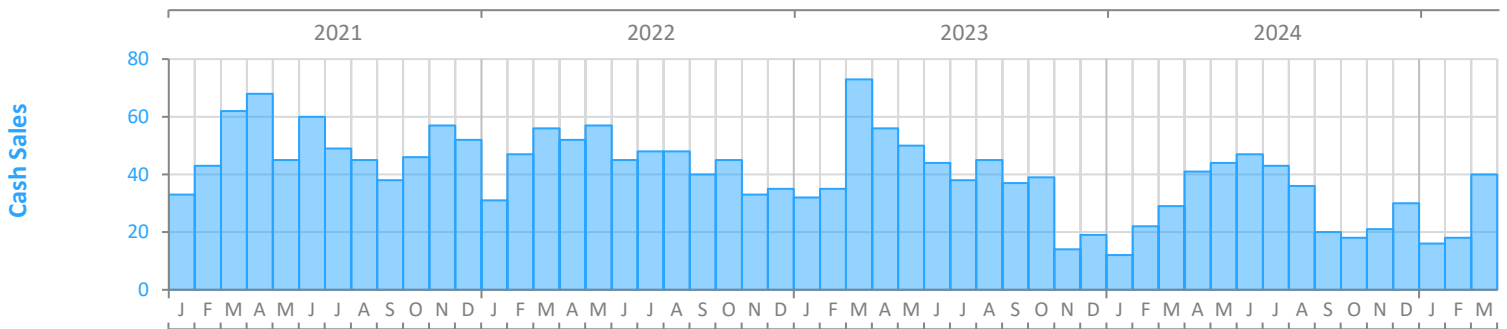
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Cash Sales

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	74	17.5%
March 2025	40	37.9%
February 2025	18	-18.2%
January 2025	16	33.3%
December 2024	30	57.9%
November 2024	21	50.0%
October 2024	18	-53.8%
September 2024	20	-45.9%
August 2024	36	-20.0%
July 2024	43	13.2%
June 2024	47	6.8%
May 2024	44	-12.0%
April 2024	41	-26.8%
March 2024	29	-60.3%

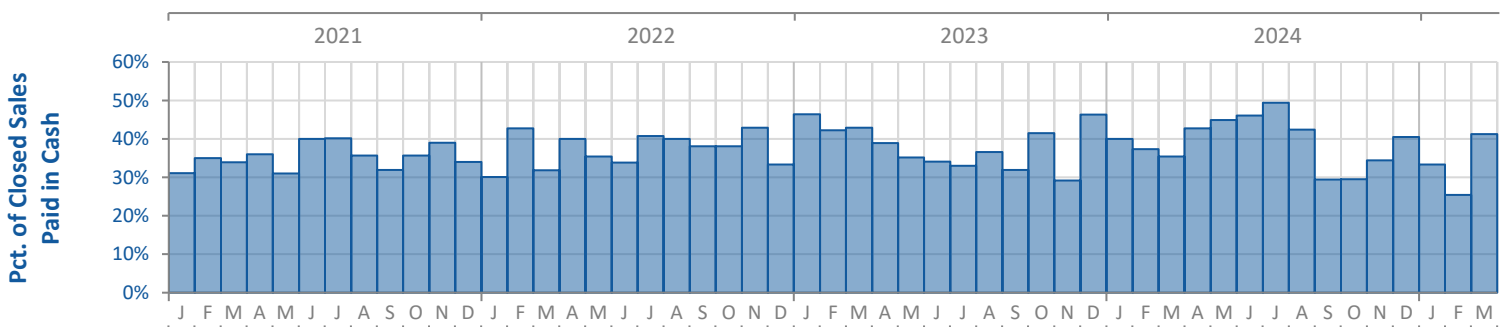


Cash Sales as a Percentage of Closed Sales

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	34.3%	-6.8%
March 2025	41.2%	16.4%
February 2025	25.4%	-31.9%
January 2025	33.3%	-16.8%
December 2024	40.5%	-12.5%
November 2024	34.4%	17.8%
October 2024	29.5%	-28.9%
September 2024	29.4%	-7.8%
August 2024	42.4%	15.8%
July 2024	49.4%	49.7%
June 2024	46.1%	35.2%
May 2024	44.9%	27.6%
April 2024	42.7%	9.8%
March 2024	35.4%	-17.5%



Monthly Market Detail - March 2025

Single-Family Homes

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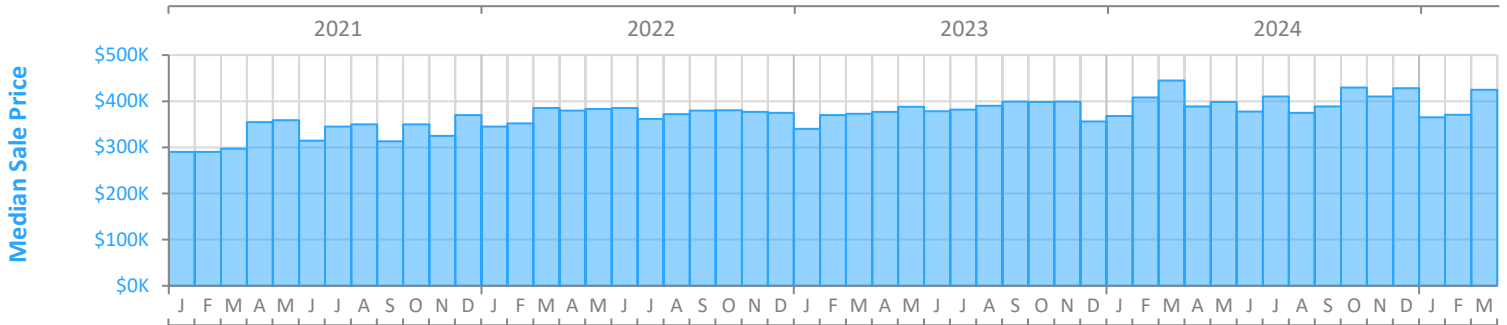
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Median Sale Price

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	\$384,000	-6.3%
March 2025	\$425,000	-4.5%
February 2025	\$371,000	-9.2%
January 2025	\$365,000	-0.8%
December 2024	\$428,000	20.2%
November 2024	\$410,000	2.7%
October 2024	\$430,000	8.0%
September 2024	\$389,000	-2.6%
August 2024	\$375,000	-3.8%
July 2024	\$410,000	7.3%
June 2024	\$377,500	-0.3%
May 2024	\$398,500	2.7%
April 2024	\$388,700	3.1%
March 2024	\$445,000	19.3%

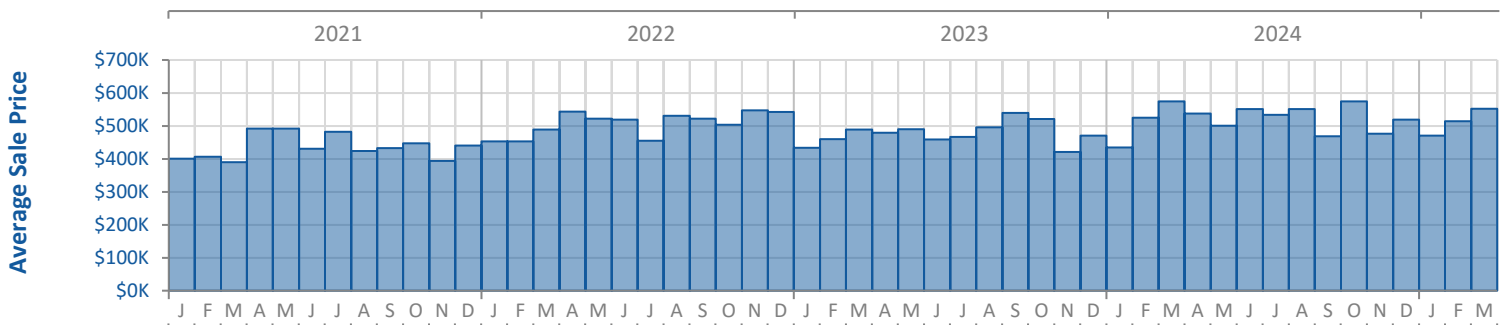


Average Sale Price

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	\$521,417	-2.1%
March 2025	\$551,554	-3.9%
February 2025	\$514,461	-2.0%
January 2025	\$470,802	8.3%
December 2024	\$518,963	10.4%
November 2024	\$475,828	13.0%
October 2024	\$574,556	10.2%
September 2024	\$468,921	-13.1%
August 2024	\$550,568	11.1%
July 2024	\$533,883	14.5%
June 2024	\$550,653	20.1%
May 2024	\$500,880	2.3%
April 2024	\$537,029	12.0%
March 2024	\$574,149	17.4%



Monthly Market Detail - March 2025

Single-Family Homes

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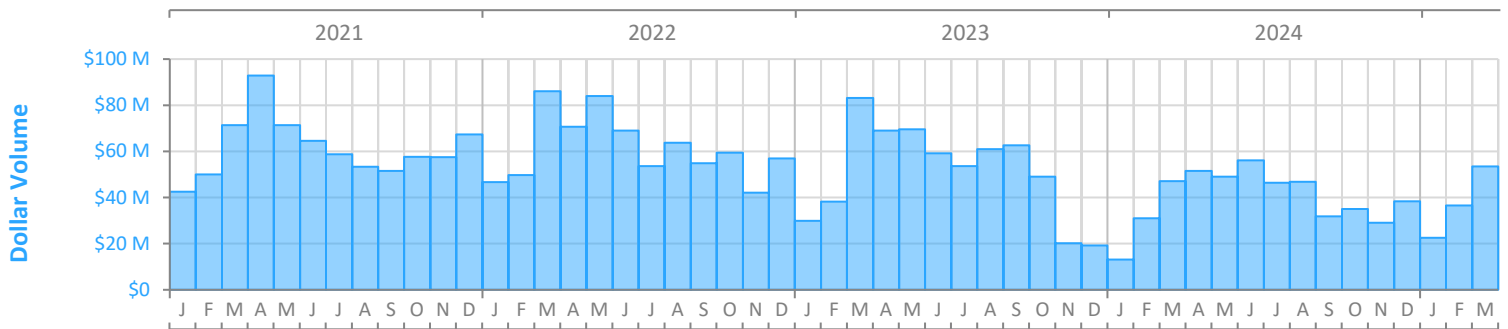
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Dollar Volume

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	\$112.6 Million	23.6%
March 2025	\$53.5 Million	13.6%
February 2025	\$36.5 Million	17.9%
January 2025	\$22.6 Million	73.3%
December 2024	\$38.4 Million	99.2%
November 2024	\$29.0 Million	43.7%
October 2024	\$35.0 Million	-28.5%
September 2024	\$31.9 Million	-49.1%
August 2024	\$46.8 Million	-23.2%
July 2024	\$46.4 Million	-13.4%
June 2024	\$56.2 Million	-5.0%
May 2024	\$49.1 Million	-29.4%
April 2024	\$51.6 Million	-25.4%
March 2024	\$47.1 Million	-43.4%

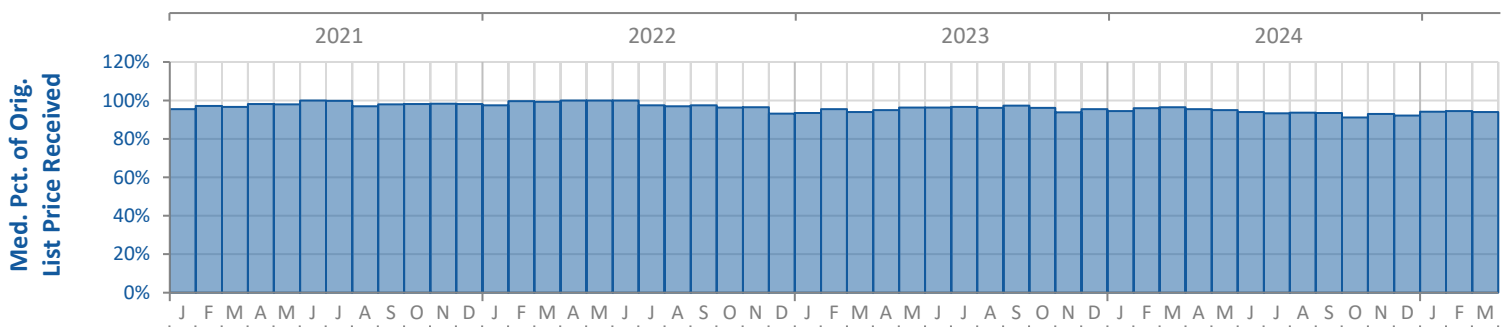


Median Percent of Original List Price Received

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	94.2%	-1.7%
March 2025	93.9%	-2.7%
February 2025	94.5%	-1.5%
January 2025	94.2%	-0.3%
December 2024	92.2%	-3.5%
November 2024	92.9%	-1.0%
October 2024	91.1%	-5.3%
September 2024	93.5%	-3.9%
August 2024	93.6%	-2.7%
July 2024	93.3%	-3.4%
June 2024	93.9%	-2.5%
May 2024	94.9%	-1.5%
April 2024	95.4%	0.5%
March 2024	96.5%	2.7%



Monthly Market Detail - March 2025

Single-Family Homes

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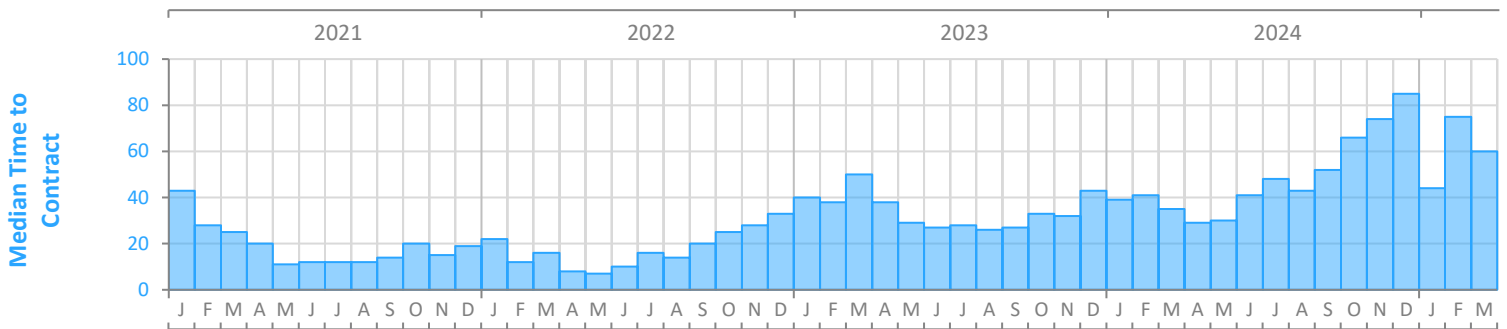
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Median Time to Contract

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	63 Days	75.0%
March 2025	60 Days	71.4%
February 2025	75 Days	82.9%
January 2025	44 Days	12.8%
December 2024	85 Days	97.7%
November 2024	74 Days	131.3%
October 2024	66 Days	100.0%
September 2024	52 Days	92.6%
August 2024	43 Days	65.4%
July 2024	48 Days	71.4%
June 2024	41 Days	51.9%
May 2024	30 Days	3.4%
April 2024	29 Days	-23.7%
March 2024	35 Days	-30.0%

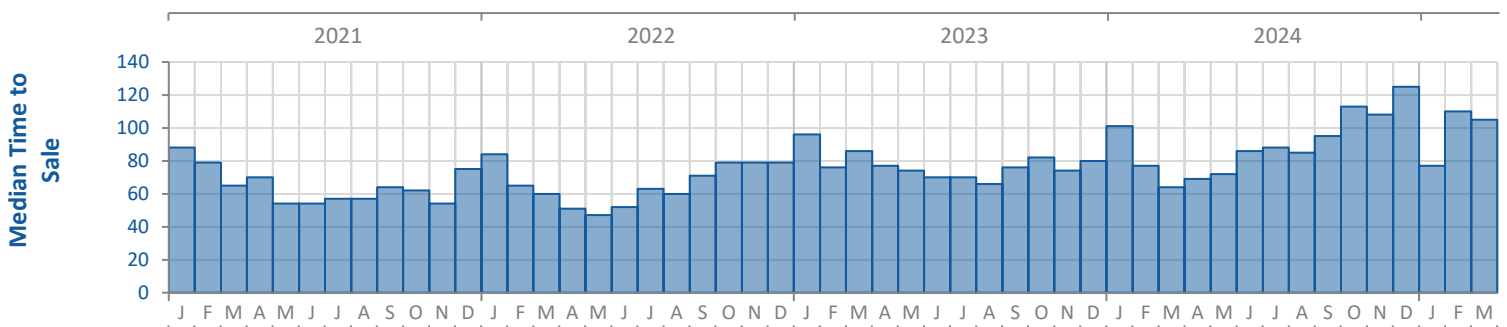


Median Time to Sale

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	99 Days	32.0%
March 2025	105 Days	64.1%
February 2025	110 Days	42.9%
January 2025	77 Days	-23.8%
December 2024	125 Days	56.3%
November 2024	108 Days	45.9%
October 2024	113 Days	37.8%
September 2024	95 Days	25.0%
August 2024	85 Days	28.8%
July 2024	88 Days	25.7%
June 2024	86 Days	22.9%
May 2024	72 Days	-2.7%
April 2024	69 Days	-10.4%
March 2024	64 Days	-25.6%



Monthly Market Detail - March 2025

Single-Family Homes

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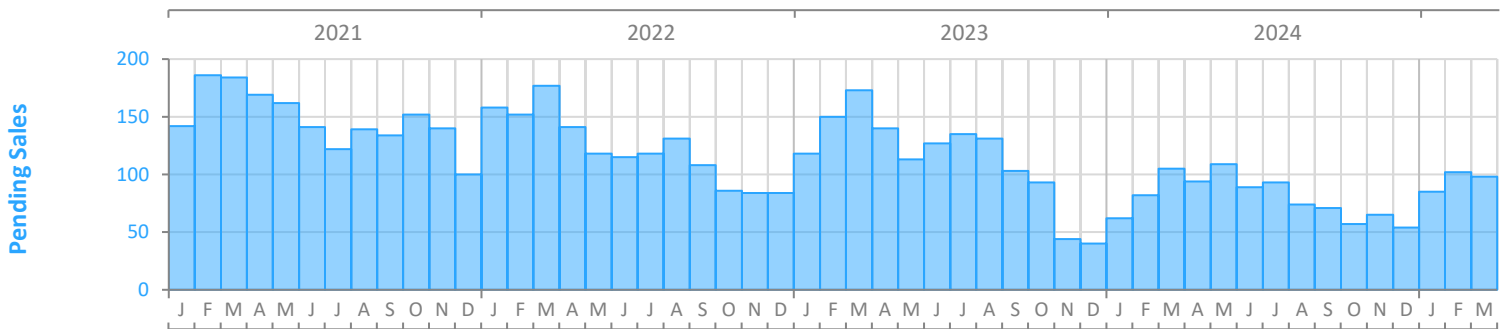
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New Pending Sales

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	285	14.5%
March 2025	98	-6.7%
February 2025	102	24.4%
January 2025	85	37.1%
December 2024	54	35.0%
November 2024	65	47.7%
October 2024	57	-38.7%
September 2024	71	-31.1%
August 2024	74	-43.5%
July 2024	93	-31.1%
June 2024	89	-29.9%
May 2024	109	-3.5%
April 2024	94	-32.9%
March 2024	105	-39.3%

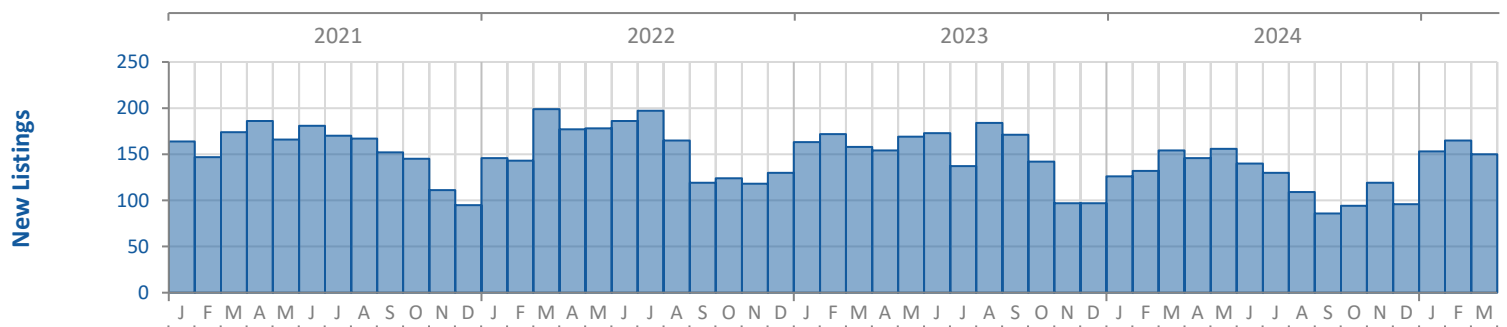


New Listings

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	468	13.6%
March 2025	150	-2.6%
February 2025	165	25.0%
January 2025	153	21.4%
December 2024	96	-1.0%
November 2024	119	22.7%
October 2024	94	-33.8%
September 2024	86	-49.7%
August 2024	109	-40.8%
July 2024	130	-5.1%
June 2024	140	-19.1%
May 2024	156	-7.7%
April 2024	146	-5.2%
March 2024	154	-2.5%



Monthly Market Detail - March 2025

Single-Family Homes

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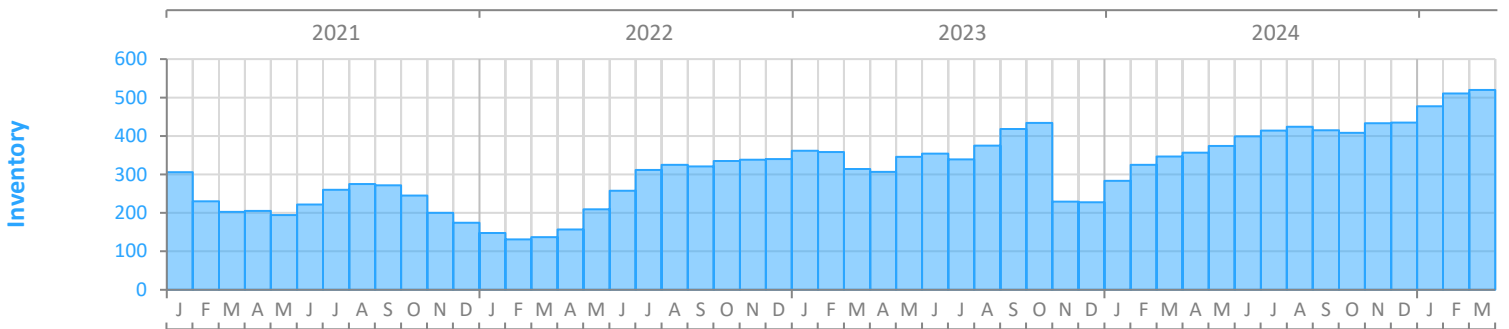
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Inventory (Active Listings)

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)	503	57.9%
March 2025	520	49.9%
February 2025	511	57.2%
January 2025	477	68.6%
December 2024	435	90.8%
November 2024	433	89.1%
October 2024	408	-6.0%
September 2024	415	-0.7%
August 2024	424	13.1%
July 2024	414	22.1%
June 2024	399	12.7%
May 2024	374	8.1%
April 2024	357	16.3%
March 2024	347	10.5%

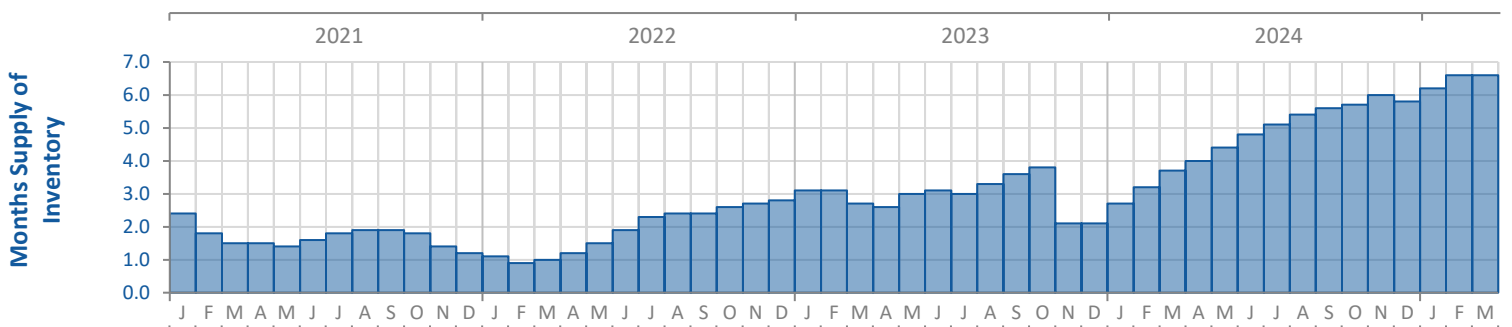


Months Supply of Inventory

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)	6.5	103.1%
March 2025	6.6	78.4%
February 2025	6.6	106.3%
January 2025	6.2	129.6%
December 2024	5.8	176.2%
November 2024	6.0	185.7%
October 2024	5.7	50.0%
September 2024	5.6	55.6%
August 2024	5.4	63.6%
July 2024	5.1	70.0%
June 2024	4.8	54.8%
May 2024	4.4	46.7%
April 2024	4.0	53.8%
March 2024	3.7	37.0%



Monthly Market Detail - March 2025

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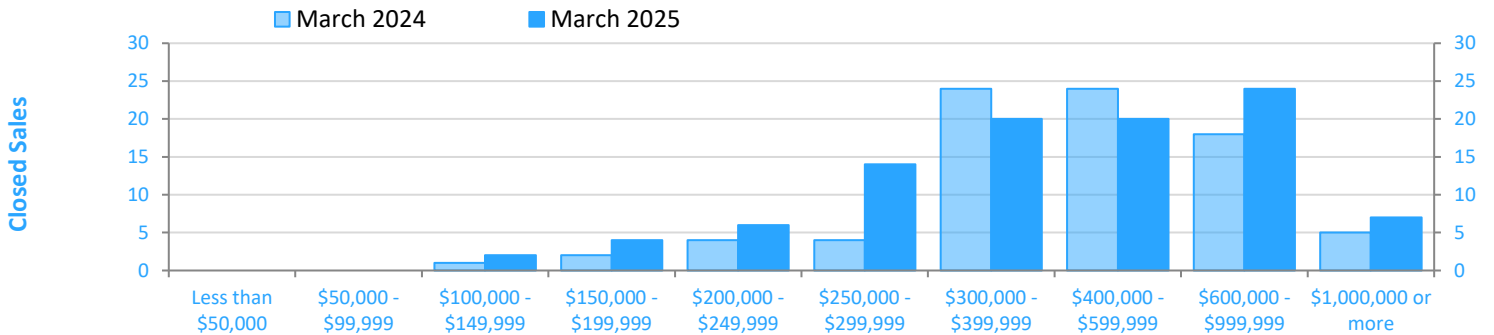
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Closed Sales by Sale Price

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	2	100.0%
\$150,000 - \$199,999	4	100.0%
\$200,000 - \$249,999	6	50.0%
\$250,000 - \$299,999	14	250.0%
\$300,000 - \$399,999	20	-16.7%
\$400,000 - \$599,999	20	-16.7%
\$600,000 - \$999,999	24	33.3%
\$1,000,000 or more	7	40.0%

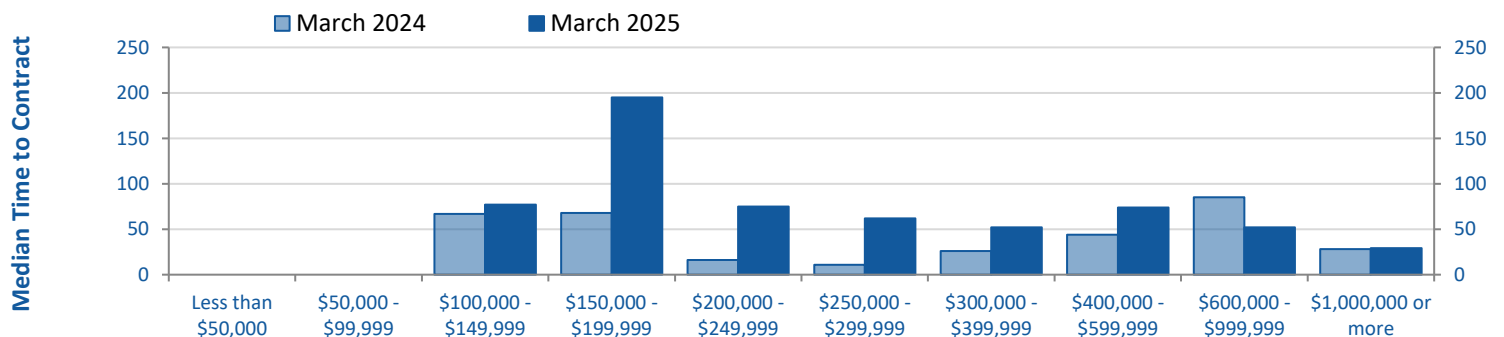


Median Time to Contract by Sale Price

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	77 Days	14.9%
\$150,000 - \$199,999	195 Days	186.8%
\$200,000 - \$249,999	75 Days	368.8%
\$250,000 - \$299,999	62 Days	463.6%
\$300,000 - \$399,999	52 Days	100.0%
\$400,000 - \$599,999	74 Days	68.2%
\$600,000 - \$999,999	52 Days	-38.8%
\$1,000,000 or more	29 Days	3.6%



Monthly Market Detail - March 2025

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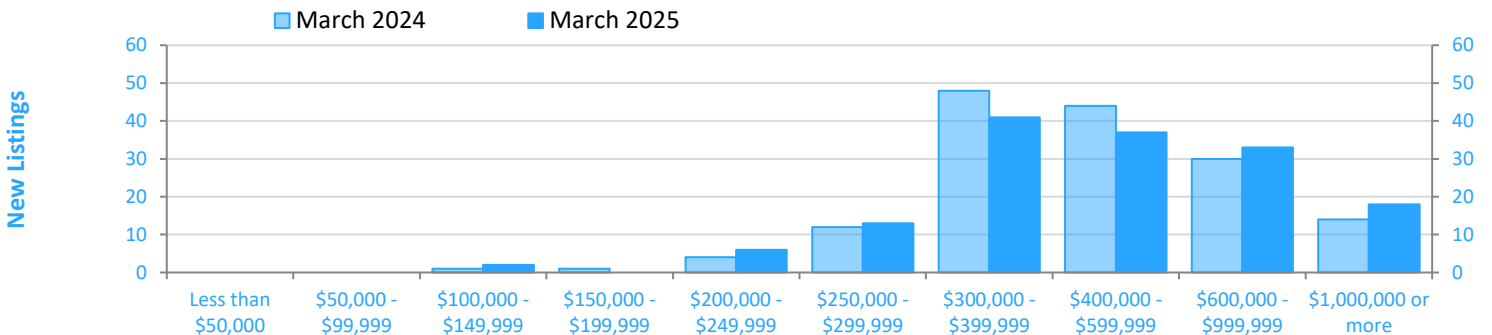
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New Listings by Initial Listing Price

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	2	100.0%
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	6	50.0%
\$250,000 - \$299,999	13	8.3%
\$300,000 - \$399,999	41	-14.6%
\$400,000 - \$599,999	37	-15.9%
\$600,000 - \$999,999	33	10.0%
\$1,000,000 or more	18	28.6%

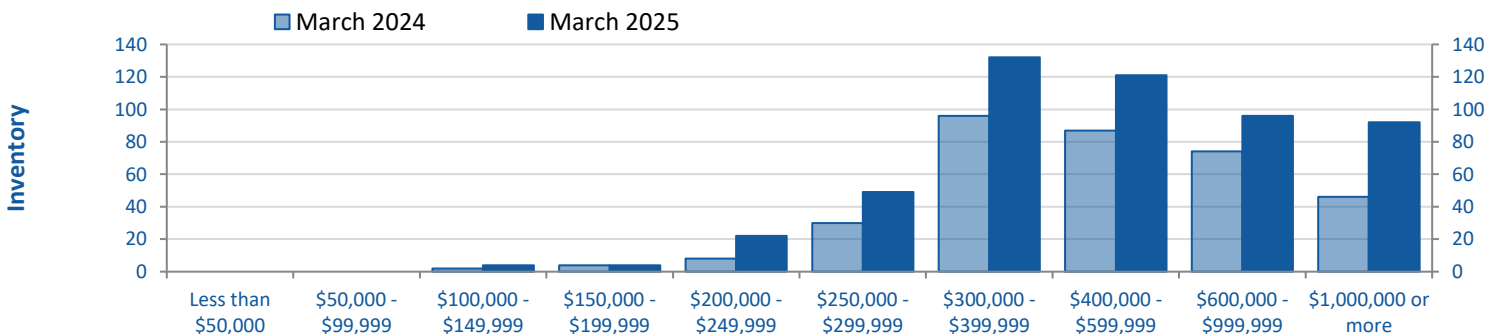


Inventory by Current Listing Price

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	4	100.0%
\$150,000 - \$199,999	4	0.0%
\$200,000 - \$249,999	22	175.0%
\$250,000 - \$299,999	49	63.3%
\$300,000 - \$399,999	132	37.5%
\$400,000 - \$599,999	121	39.1%
\$600,000 - \$999,999	96	29.7%
\$1,000,000 or more	92	100.0%

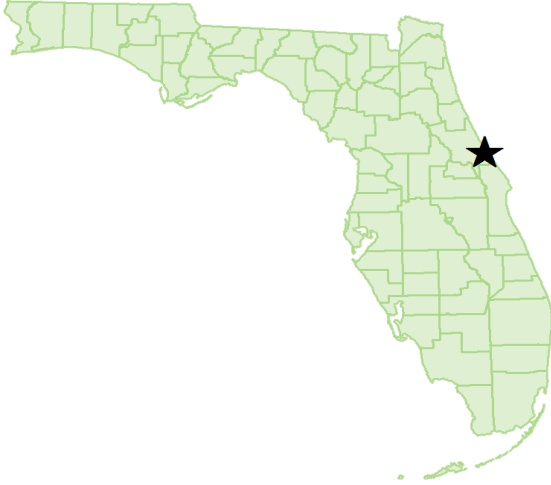


Monthly Distressed Market - March 2025

Single-Family Homes

New Smyrna Beach Board of REALTORS®

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		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	96	82	17.1%
	Median Sale Price	\$425,000	\$445,000	-4.5%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$376,000	(No Sales)	N/A

