

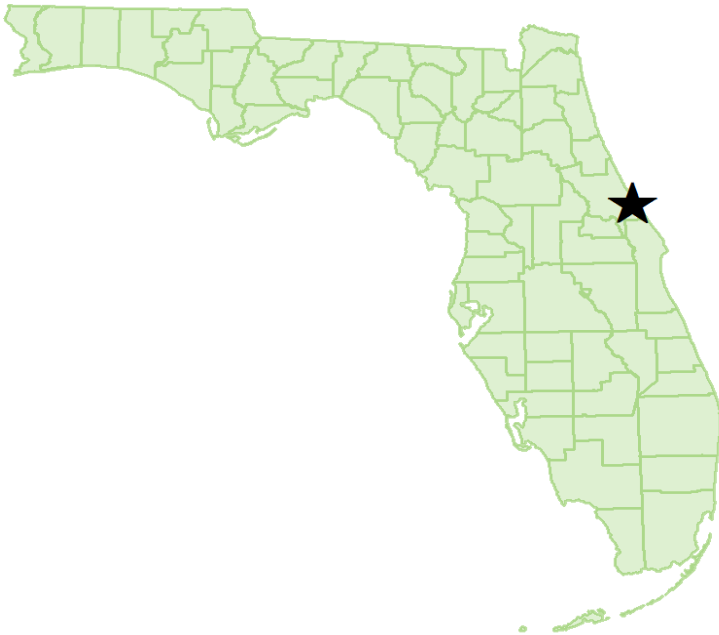
# Monthly Market Detail - October 2024

## 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.



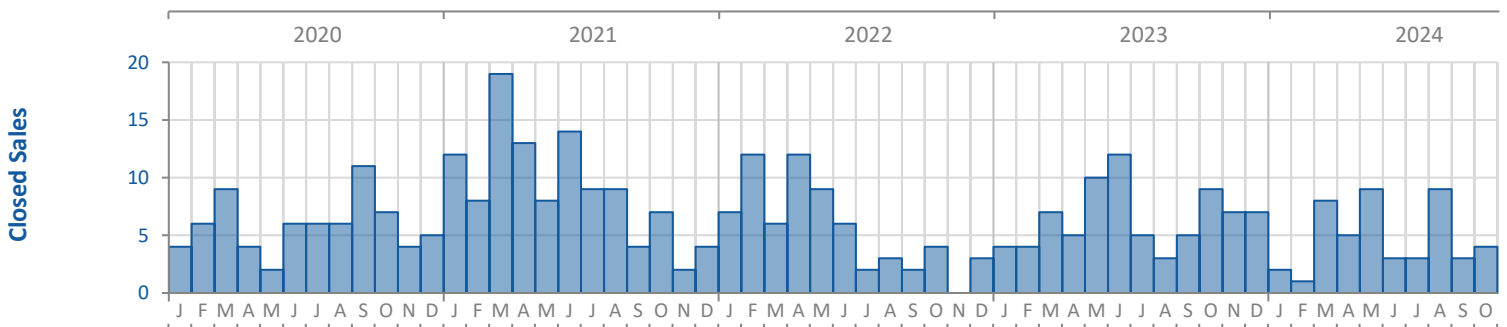
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	4	9	-55.6%
Paid in Cash	2	4	-50.0%
Median Sale Price	\$210,000	\$250,000	-16.0%
Average Sale Price	\$230,000	\$250,267	-8.1%
Dollar Volume	\$920,000	\$2.3 Million	-59.2%
Median Percent of Original List Price Received	88.4%	97.0%	-8.9%
Median Time to Contract	164 Days	20 Days	720.0%
Median Time to Sale	211 Days	64 Days	229.7%
New Pending Sales	1	6	-83.3%
New Listings	8	12	-33.3%
Pending Inventory	1	8	-87.5%
Inventory (Active Listings)	19	32	-40.6%
Months Supply of Inventory	3.7	5.7	-35.1%

## 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	47	-26.6%
<b>October 2024</b>	<b>4</b>	<b>-55.6%</b>
September 2024	3	-40.0%
August 2024	9	200.0%
July 2024	3	-40.0%
June 2024	3	-75.0%
May 2024	9	-10.0%
April 2024	5	0.0%
March 2024	8	14.3%
February 2024	1	-75.0%
January 2024	2	-50.0%
December 2023	7	133.3%
November 2023	7	N/A
October 2023	9	125.0%



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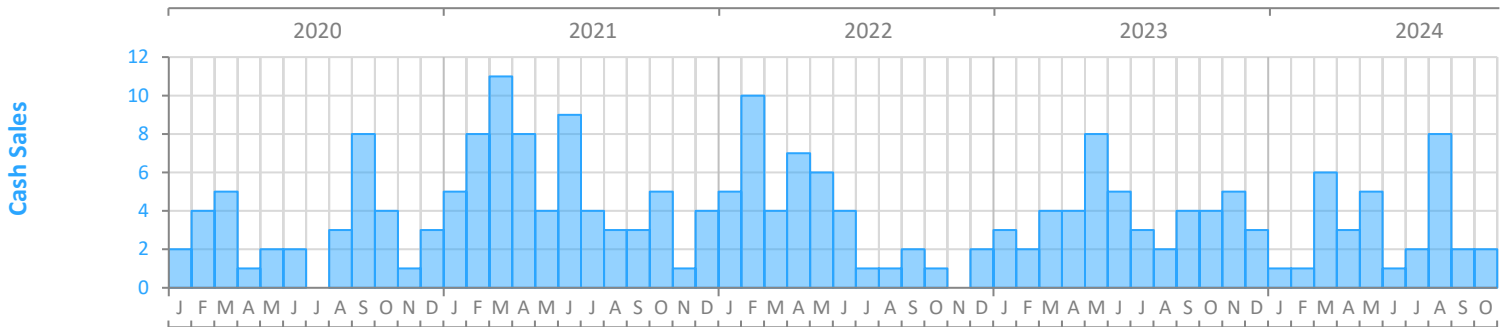
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## Cash Sales

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	31	-20.5%
<b>October 2024</b>	<b>2</b>	<b>-50.0%</b>
September 2024	2	-50.0%
August 2024	8	300.0%
July 2024	2	-33.3%
June 2024	1	-80.0%
May 2024	5	-37.5%
April 2024	3	-25.0%
March 2024	6	50.0%
February 2024	1	-50.0%
January 2024	1	-66.7%
December 2023	3	50.0%
November 2023	5	N/A
October 2023	4	300.0%

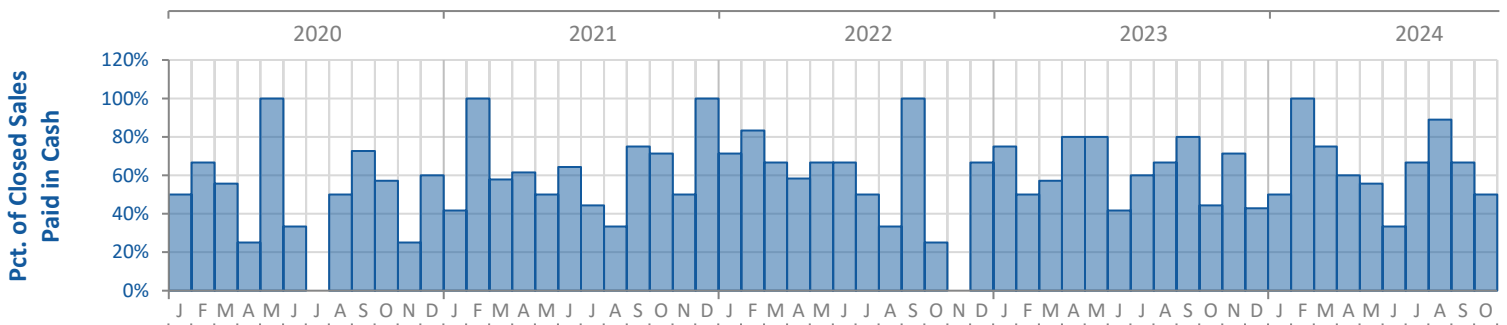


## Cash Sales as a Percentage of Closed Sales

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	66.0%	8.4%
<b>October 2024</b>	<b>50.0%</b>	<b>12.6%</b>
September 2024	66.7%	-16.6%
August 2024	88.9%	33.3%
July 2024	66.7%	11.2%
June 2024	33.3%	-20.1%
May 2024	55.6%	-30.5%
April 2024	60.0%	-25.0%
March 2024	75.0%	31.3%
February 2024	100.0%	100.0%
January 2024	50.0%	-33.3%
December 2023	42.9%	-35.7%
November 2023	71.4%	N/A
October 2023	44.4%	77.6%



# Monthly Market Detail - October 2024

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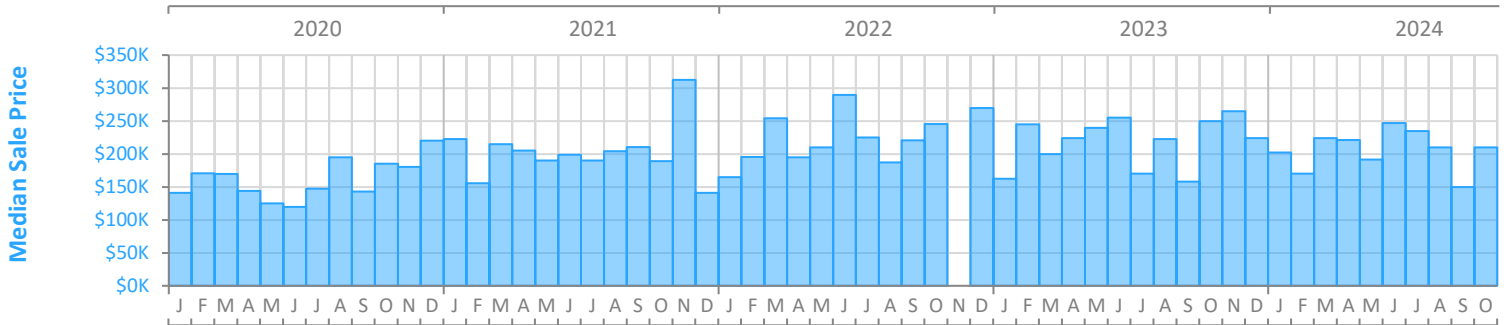
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## Median Sale Price

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	\$210,000	-11.9%
<b>October 2024</b>	<b>\$210,000</b>	<b>-16.0%</b>
September 2024	\$150,000	-5.1%
August 2024	\$210,000	-5.6%
July 2024	\$234,900	38.2%
June 2024	\$246,900	-3.2%
May 2024	\$191,500	-20.0%
April 2024	\$221,000	-1.3%
March 2024	\$224,000	12.1%
February 2024	\$170,000	-30.6%
January 2024	\$202,000	24.3%
December 2023	\$224,000	-17.0%
November 2023	\$265,000	N/A
October 2023	\$250,000	1.8%

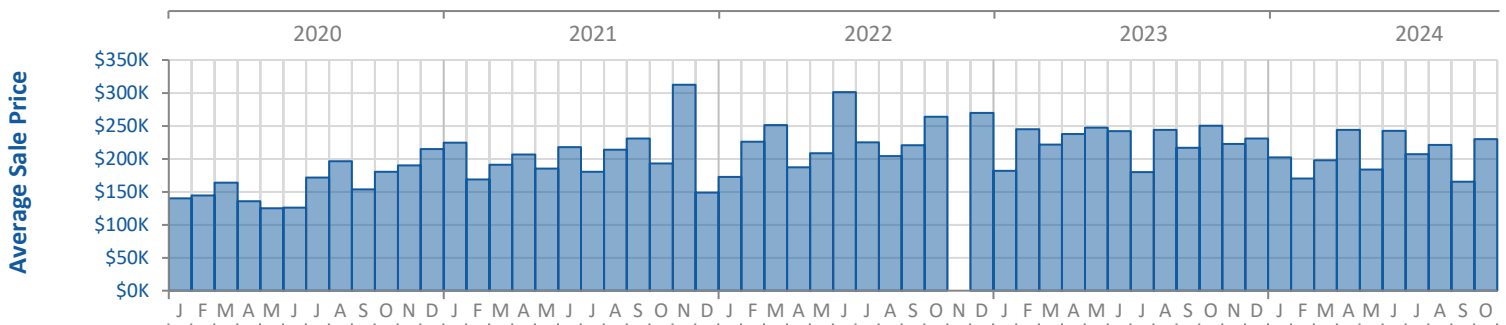


## Average Sale Price

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	\$208,234	-9.9%
<b>October 2024</b>	<b>\$230,000</b>	<b>-8.1%</b>
September 2024	\$165,333	-23.7%
August 2024	\$221,089	-9.5%
July 2024	\$207,300	15.2%
June 2024	\$242,300	0.0%
May 2024	\$183,878	-25.7%
April 2024	\$243,900	2.6%
March 2024	\$198,000	-10.6%
February 2024	\$170,000	-30.5%
January 2024	\$202,000	11.1%
December 2023	\$230,843	-14.5%
November 2023	\$222,571	N/A
October 2023	\$250,267	-5.1%



# Monthly Market Detail - October 2024

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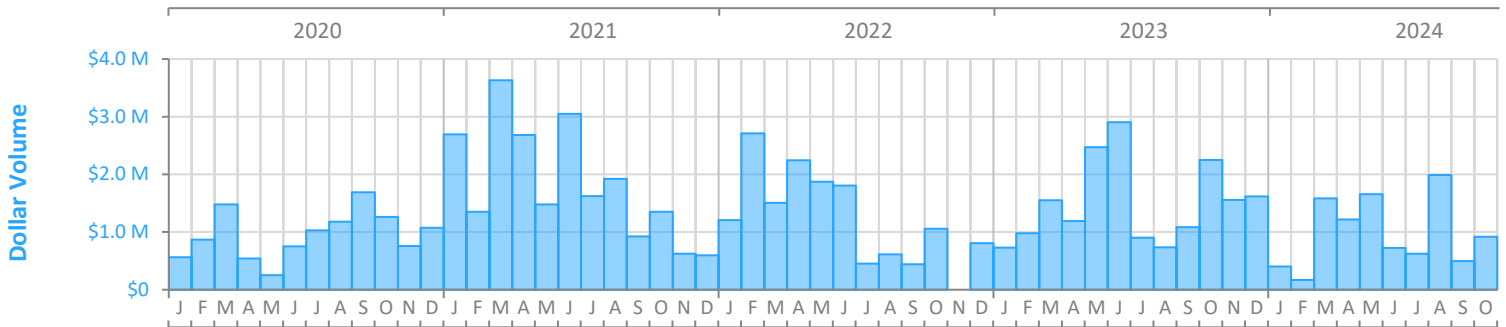
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## Dollar Volume

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	\$9.8 Million	-33.8%
<b>October 2024</b>	<b>\$920,000</b>	<b>-59.2%</b>
September 2024	\$495,999	-54.2%
August 2024	\$2.0 Million	171.6%
July 2024	\$621,900	-30.9%
June 2024	\$726,900	-75.0%
May 2024	\$1.7 Million	-33.1%
April 2024	\$1.2 Million	2.6%
March 2024	\$1.6 Million	2.2%
February 2024	\$170,000	-82.6%
January 2024	\$404,000	-44.4%
December 2023	\$1.6 Million	99.5%
November 2023	\$1.6 Million	N/A
October 2023	\$2.3 Million	113.5%

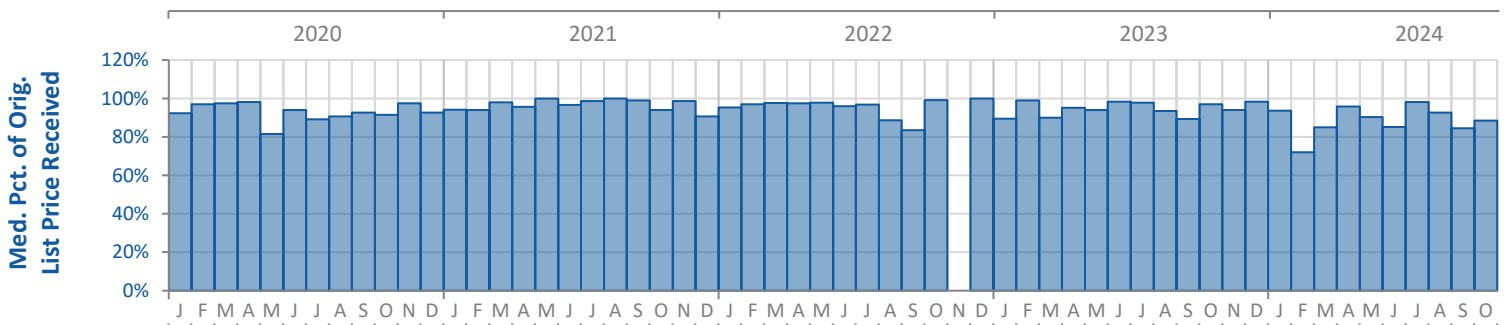


## Median Percent of Original List Price Received

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	90.3%	-4.6%
<b>October 2024</b>	<b>88.4%</b>	<b>-8.9%</b>
September 2024	84.5%	-5.4%
August 2024	92.6%	-1.0%
July 2024	98.2%	0.4%
June 2024	85.2%	-13.3%
May 2024	90.3%	-3.9%
April 2024	95.8%	0.6%
March 2024	84.9%	-5.7%
February 2024	72.0%	-27.3%
January 2024	93.6%	4.7%
December 2023	98.3%	-1.7%
November 2023	94.0%	N/A
October 2023	97.0%	-2.1%



# Monthly Market Detail - October 2024

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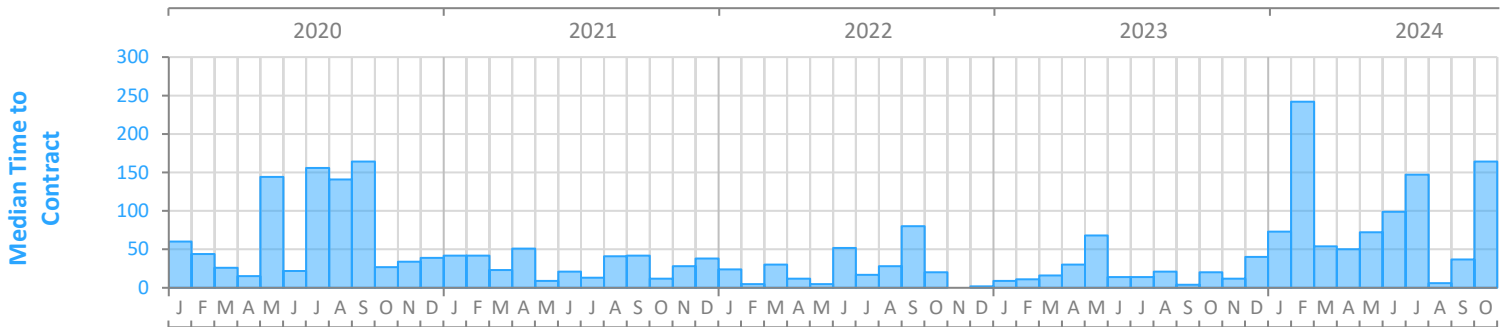
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## Median Time to Contract

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	72 Days	242.9%
<b>October 2024</b>	<b>164 Days</b>	<b>720.0%</b>
September 2024	37 Days	825.0%
August 2024	6 Days	-71.4%
July 2024	147 Days	950.0%
June 2024	99 Days	607.1%
May 2024	72 Days	5.9%
April 2024	50 Days	66.7%
March 2024	54 Days	237.5%
February 2024	242 Days	2100.0%
January 2024	73 Days	711.1%
December 2023	40 Days	1900.0%
November 2023	12 Days	N/A
October 2023	20 Days	0.0%

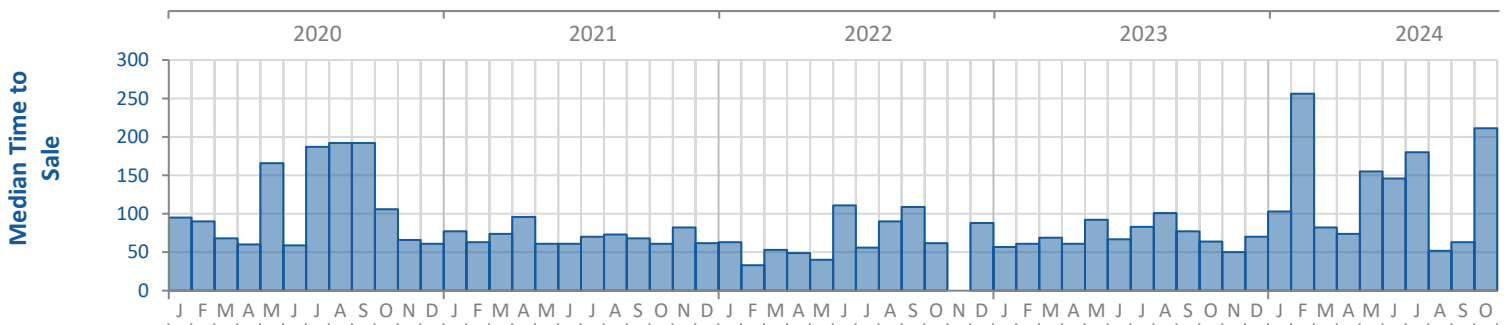


## Median Time to Sale

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	62.3%
<b>October 2024</b>	<b>211 Days</b>	<b>229.7%</b>
September 2024	63 Days	-18.2%
August 2024	52 Days	-48.5%
July 2024	180 Days	116.9%
June 2024	146 Days	117.9%
May 2024	155 Days	68.5%
April 2024	74 Days	21.3%
March 2024	82 Days	18.8%
February 2024	256 Days	319.7%
January 2024	103 Days	80.7%
December 2023	70 Days	-20.5%
November 2023	50 Days	N/A
October 2023	64 Days	3.2%



# Monthly Market Detail - October 2024

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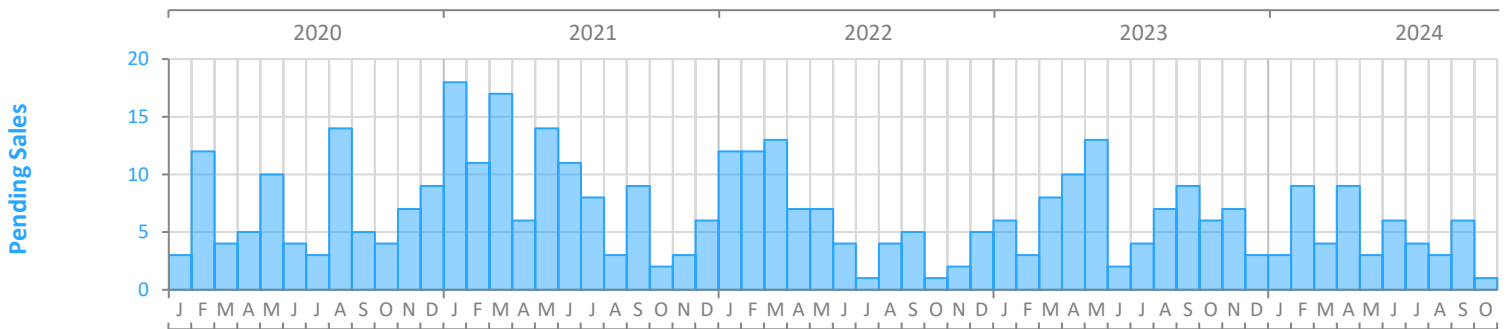
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## New Pending Sales

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	48	-29.4%
<b>October 2024</b>	<b>1</b>	<b>-83.3%</b>
September 2024	6	-33.3%
August 2024	3	-57.1%
July 2024	4	0.0%
June 2024	6	200.0%
May 2024	3	-76.9%
April 2024	9	-10.0%
March 2024	4	-50.0%
February 2024	9	200.0%
January 2024	3	-50.0%
December 2023	3	-40.0%
November 2023	7	250.0%
October 2023	6	500.0%

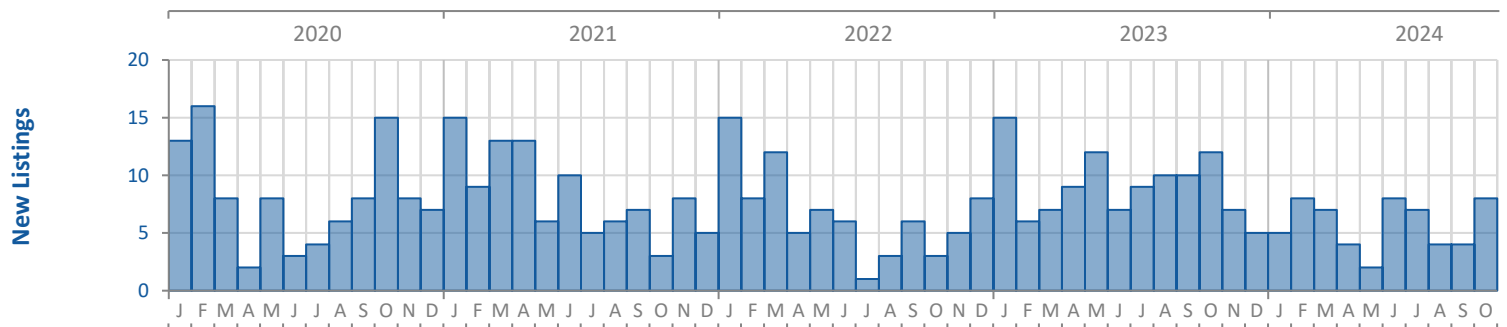


## New Listings

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	57	-41.2%
<b>October 2024</b>	<b>8</b>	<b>-33.3%</b>
September 2024	4	-60.0%
August 2024	4	-60.0%
July 2024	7	-22.2%
June 2024	8	14.3%
May 2024	2	-83.3%
April 2024	4	-55.6%
March 2024	7	0.0%
February 2024	8	33.3%
January 2024	5	-66.7%
December 2023	5	-37.5%
November 2023	7	40.0%
October 2023	12	300.0%



# Monthly Market Detail - October 2024

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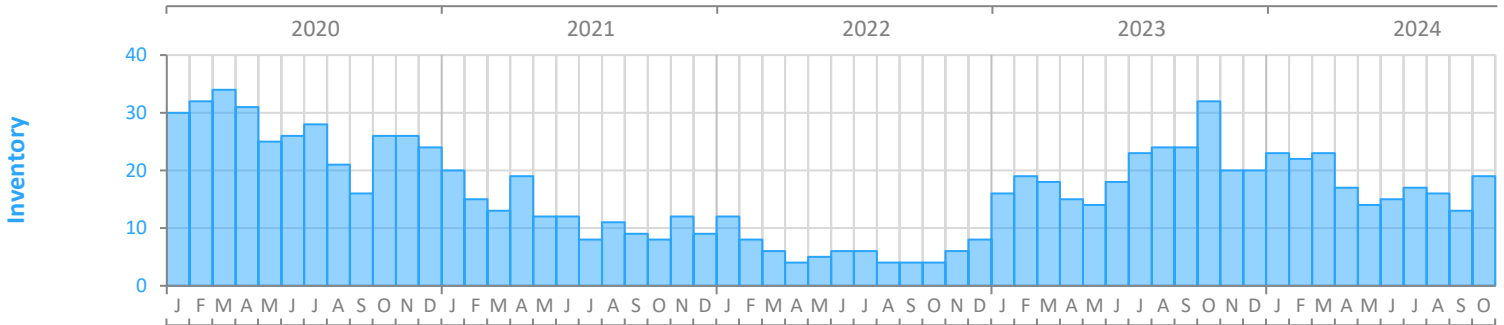
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## Inventory (Active Listings)

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)	18	-11.8%
<b>October 2024</b>	<b>19</b>	<b>-40.6%</b>
September 2024	13	-45.8%
August 2024	16	-33.3%
July 2024	17	-26.1%
June 2024	15	-16.7%
May 2024	14	0.0%
April 2024	17	13.3%
March 2024	23	27.8%
February 2024	22	15.8%
January 2024	23	43.8%
December 2023	20	150.0%
November 2023	20	233.3%
October 2023	32	700.0%

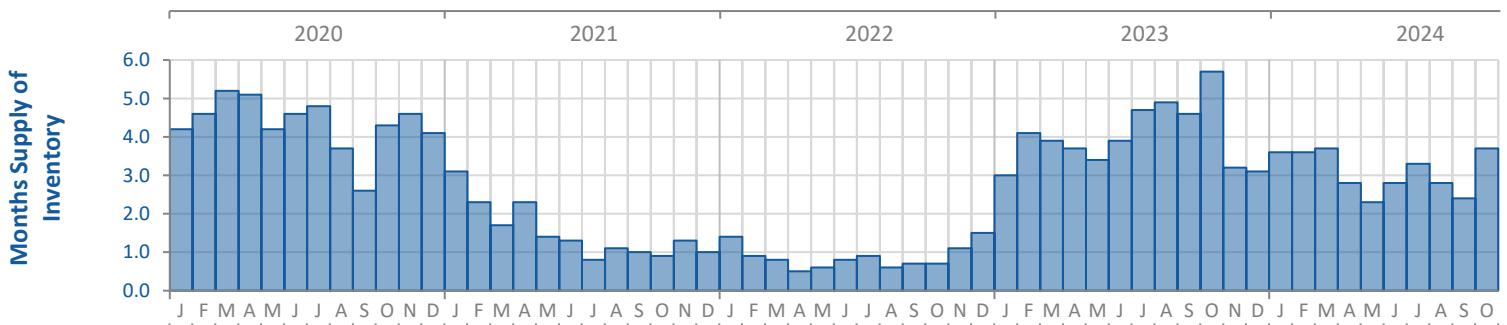


## Months Supply of Inventory

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)	3.1	-26.2%
<b>October 2024</b>	<b>3.7</b>	<b>-35.1%</b>
September 2024	2.4	-47.8%
August 2024	2.8	-42.9%
July 2024	3.3	-29.8%
June 2024	2.8	-28.2%
May 2024	2.3	-32.4%
April 2024	2.8	-24.3%
March 2024	3.7	-5.1%
February 2024	3.6	-12.2%
January 2024	3.6	20.0%
December 2023	3.1	106.7%
November 2023	3.2	190.9%
October 2023	5.7	714.3%



# Monthly Market Detail - October 2024

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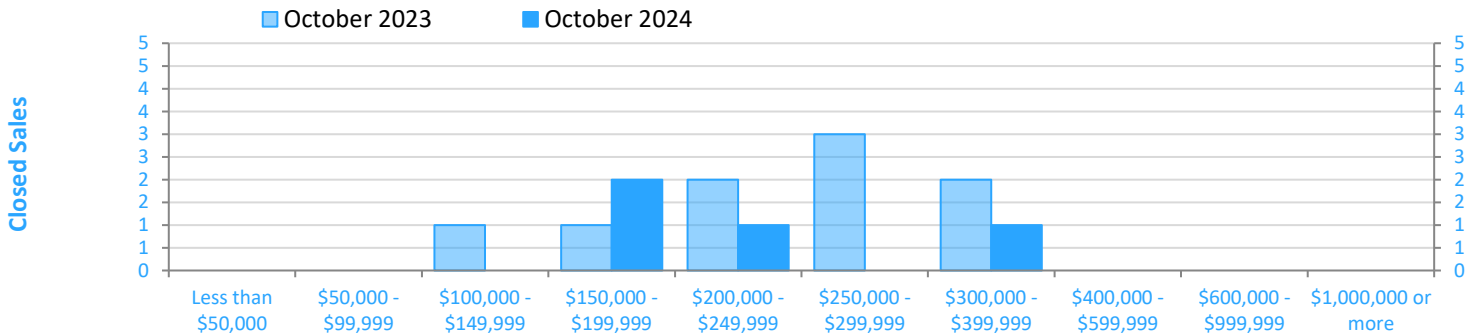
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### Closed Sales by Sale Price

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	0	-100.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	1	-50.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	-50.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

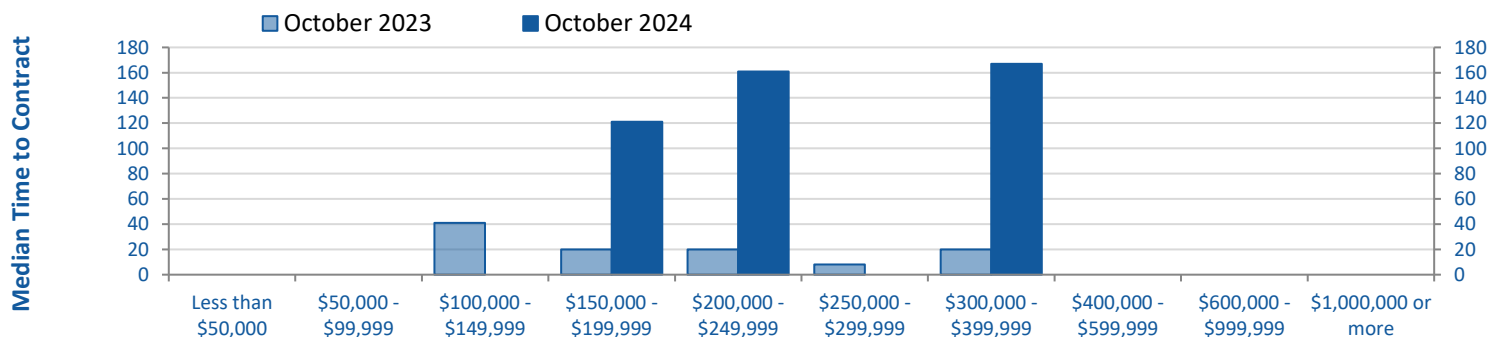


### Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	121 Days	505.0%
\$200,000 - \$249,999	161 Days	705.0%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	167 Days	735.0%
\$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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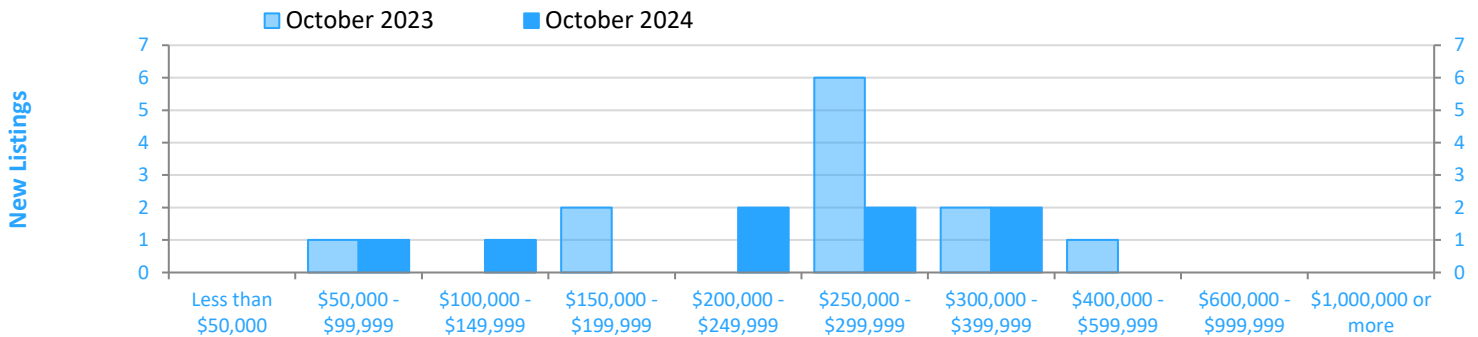
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### New Listings by Initial Listing Price

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	1	0.0%
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	2	-66.7%
\$300,000 - \$399,999	2	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

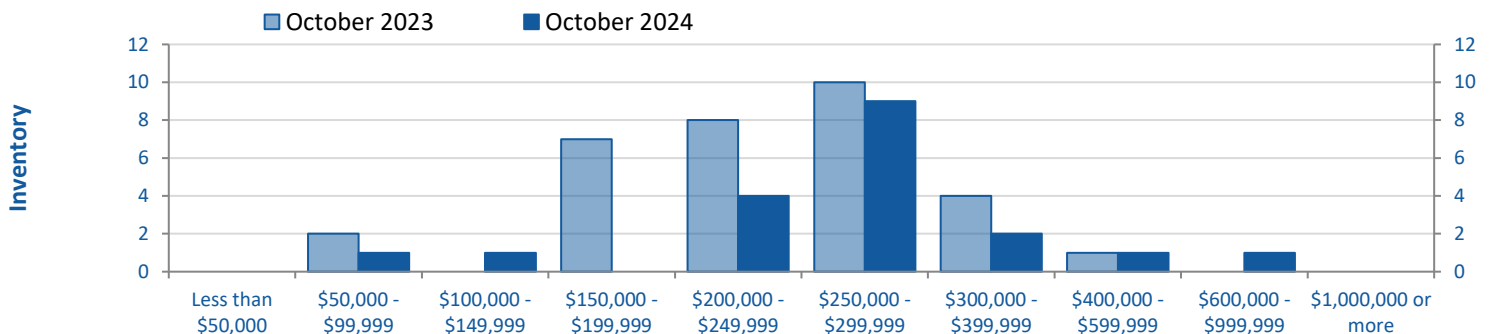


### Inventory by Current Listing Price

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	1	-50.0%
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	4	-50.0%
\$250,000 - \$299,999	9	-10.0%
\$300,000 - \$399,999	2	-50.0%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

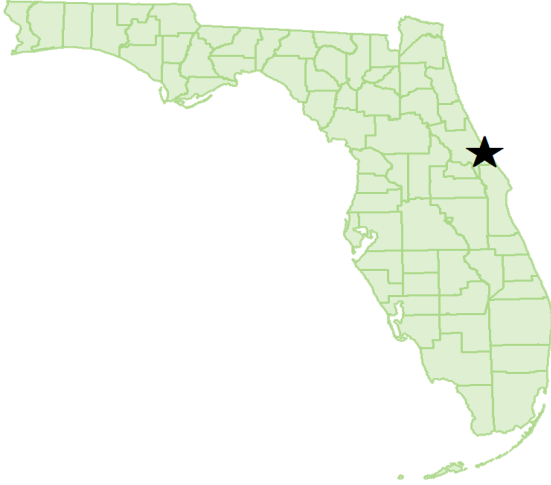


# Monthly Distressed Market - October 2024

## 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.



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	4	9	-55.6%
	Median Sale Price	\$210,000	\$250,000	-16.0%
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

