

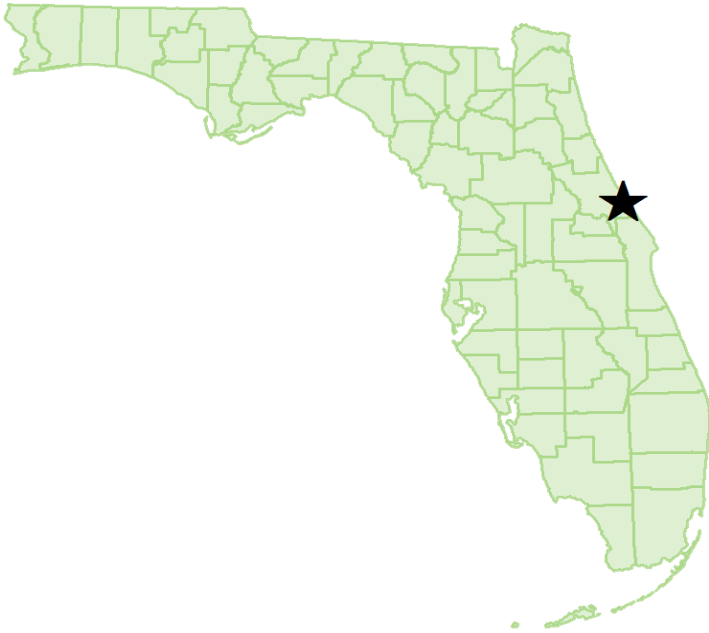
Monthly Market Detail - March 2023

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.



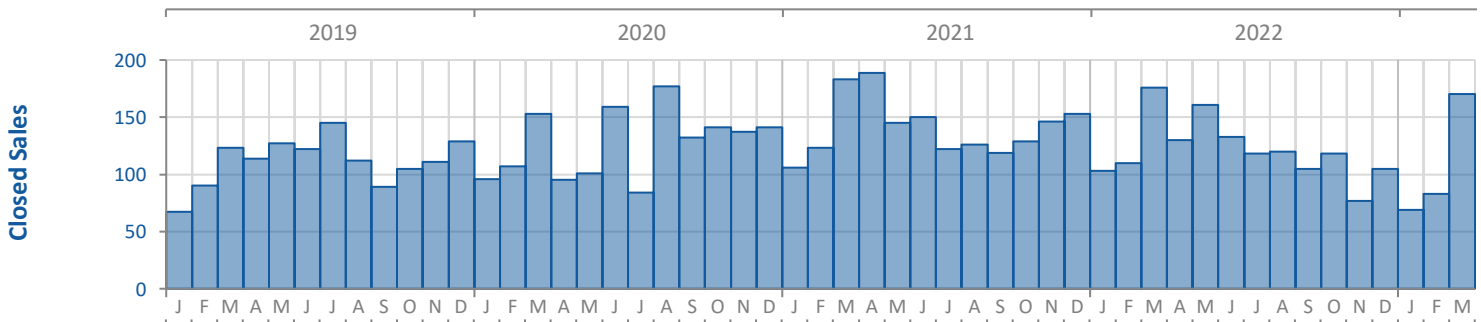
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	170	176	-3.4%
Paid in Cash	73	56	30.4%
Median Sale Price	\$372,995	\$385,389	-3.2%
Average Sale Price	\$488,906	\$489,108	0.0%
Dollar Volume	\$83.1 Million	\$86.1 Million	-3.4%
Median Percent of Original List Price Received	94.0%	99.3%	-5.3%
Median Time to Contract	50 Days	16 Days	212.5%
Median Time to Sale	86 Days	60 Days	43.3%
New Pending Sales	173	177	-2.3%
New Listings	158	199	-20.6%
Pending Inventory	215	256	-16.0%
Inventory (Active Listings)	314	137	129.2%
Months Supply of Inventory	2.7	1.0	170.0%

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	322	-17.2%
March 2023	170	-3.4%
February 2023	83	-24.5%
January 2023	69	-33.0%
December 2022	105	-31.4%
November 2022	77	-47.3%
October 2022	118	-8.5%
September 2022	105	-11.8%
August 2022	120	-4.8%
July 2022	118	-3.3%
June 2022	133	-11.3%
May 2022	161	11.0%
April 2022	130	-31.2%
March 2022	176	-3.8%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



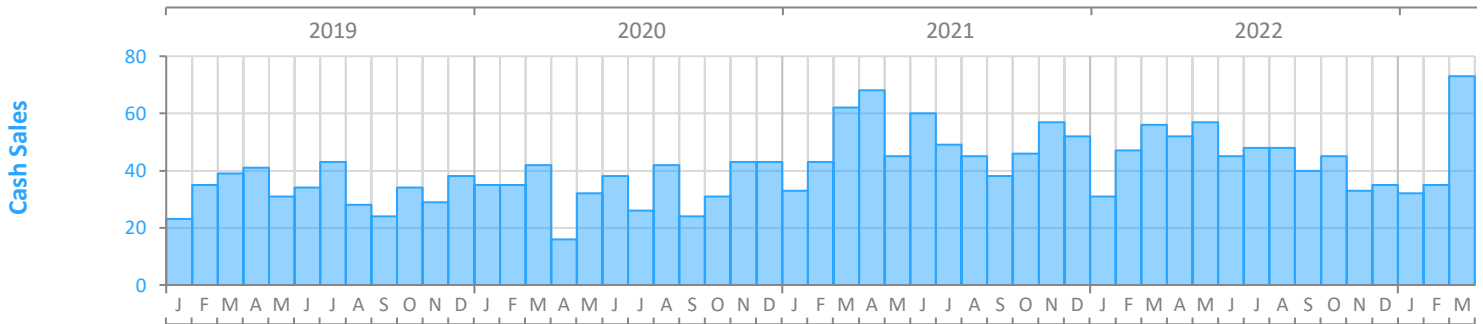
This report describes member activity for the association and is not confined to any specific geographic area.

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	140	4.5%
March 2023	73	30.4%
February 2023	35	-25.5%
January 2023	32	3.2%
December 2022	35	-32.7%
November 2022	33	-42.1%
October 2022	45	-2.2%
September 2022	40	5.3%
August 2022	48	6.7%
July 2022	48	-2.0%
June 2022	45	-25.0%
May 2022	57	26.7%
April 2022	52	-23.5%
March 2022	56	-9.7%

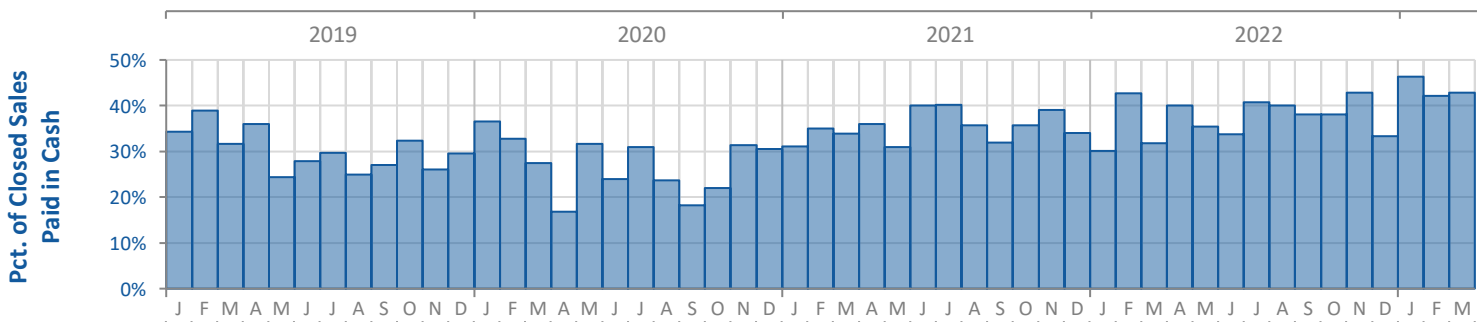


Cash Sales as a Percentage of Closed Sales

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	43.5%	26.5%
March 2023	42.9%	34.9%
February 2023	42.2%	-1.2%
January 2023	46.4%	54.2%
December 2022	33.3%	-2.1%
November 2022	42.9%	10.0%
October 2022	38.1%	6.7%
September 2022	38.1%	19.4%
August 2022	40.0%	12.0%
July 2022	40.7%	1.2%
June 2022	33.8%	-15.5%
May 2022	35.4%	14.2%
April 2022	40.0%	11.1%
March 2022	31.8%	-6.2%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



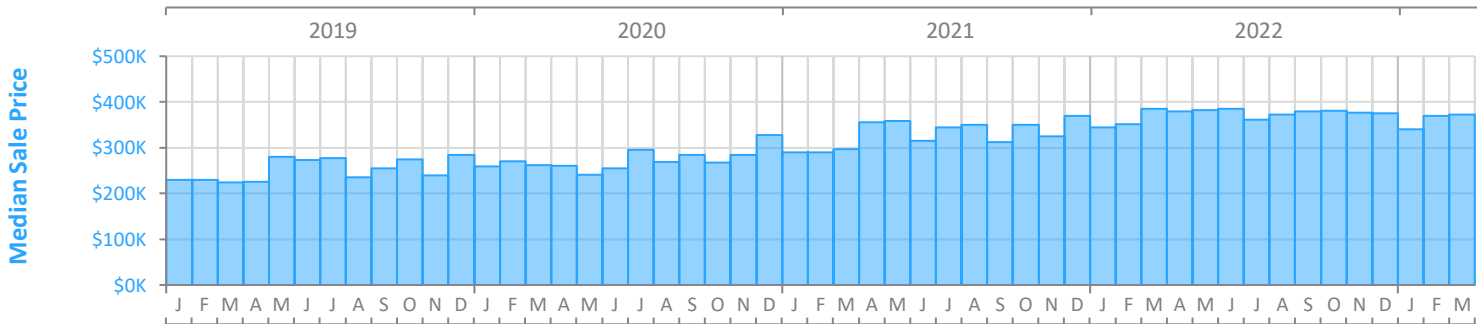
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$365,500	0.3%
March 2023	\$372,995	-3.2%
February 2023	\$370,000	5.1%
January 2023	\$340,000	-1.4%
December 2022	\$375,000	1.4%
November 2022	\$377,290	16.1%
October 2022	\$380,495	8.7%
September 2022	\$380,000	21.4%
August 2022	\$372,000	6.3%
July 2022	\$361,490	4.9%
June 2022	\$385,000	22.4%
May 2022	\$382,900	6.7%
April 2022	\$380,000	7.0%
March 2022	\$385,389	29.6%

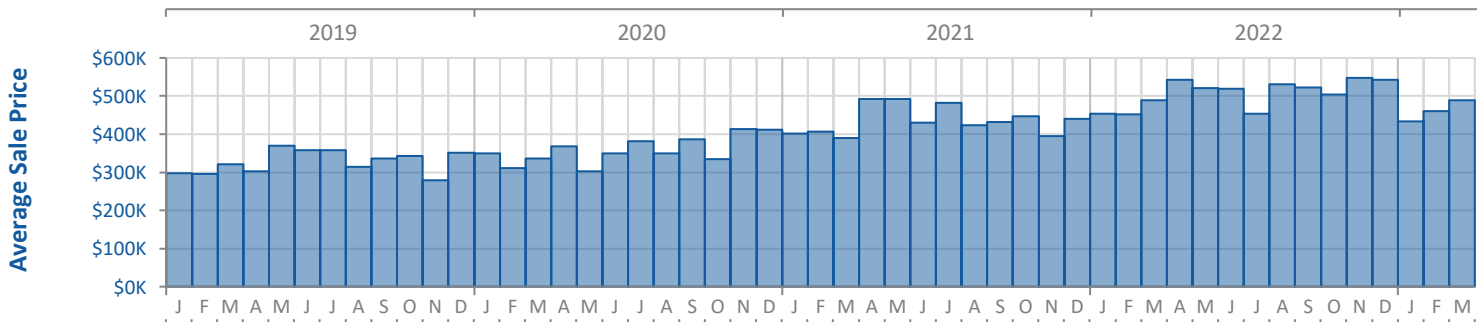


Average Sale Price

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	\$469,669	0.1%
March 2023	\$488,906	0.0%
February 2023	\$460,099	1.6%
January 2023	\$433,783	-4.3%
December 2022	\$541,870	23.2%
November 2022	\$547,149	38.8%
October 2022	\$503,653	12.7%
September 2022	\$521,879	20.7%
August 2022	\$531,093	25.3%
July 2022	\$454,492	-5.6%
June 2022	\$519,185	20.5%
May 2022	\$521,638	6.0%
April 2022	\$543,245	10.5%
March 2022	\$489,108	25.3%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



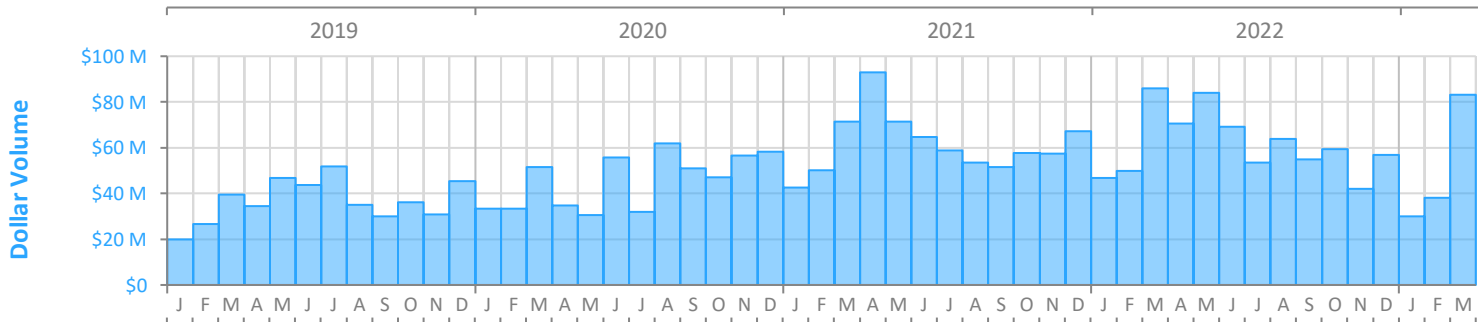
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$151.2 Million	-17.2%
March 2023	\$83.1 Million	-3.4%
February 2023	\$38.2 Million	-23.3%
January 2023	\$29.9 Million	-35.9%
December 2022	\$56.9 Million	-15.5%
November 2022	\$42.1 Million	-26.8%
October 2022	\$59.4 Million	3.1%
September 2022	\$54.8 Million	6.5%
August 2022	\$63.7 Million	19.3%
July 2022	\$53.6 Million	-8.7%
June 2022	\$69.1 Million	6.8%
May 2022	\$84.0 Million	17.7%
April 2022	\$70.6 Million	-24.0%
March 2022	\$86.1 Million	20.5%

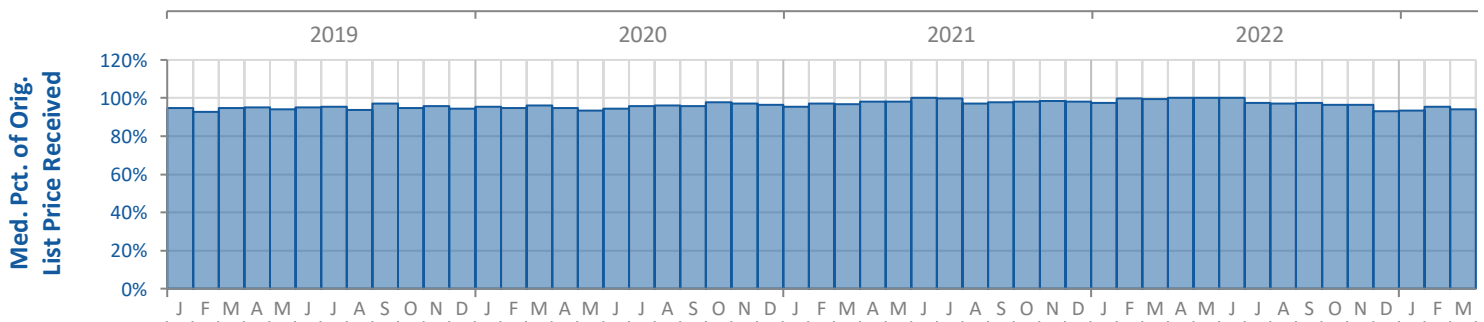


Median Percent of Original List Price Received

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	94.4%	-4.8%
March 2023	94.0%	-5.3%
February 2023	95.5%	-4.2%
January 2023	93.5%	-4.1%
December 2022	93.2%	-5.0%
November 2022	96.4%	-1.9%
October 2022	96.3%	-1.8%
September 2022	97.5%	-0.4%
August 2022	97.0%	0.0%
July 2022	97.5%	-2.3%
June 2022	100.0%	0.0%
May 2022	100.0%	2.0%
April 2022	100.0%	1.8%
March 2022	99.3%	2.7%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



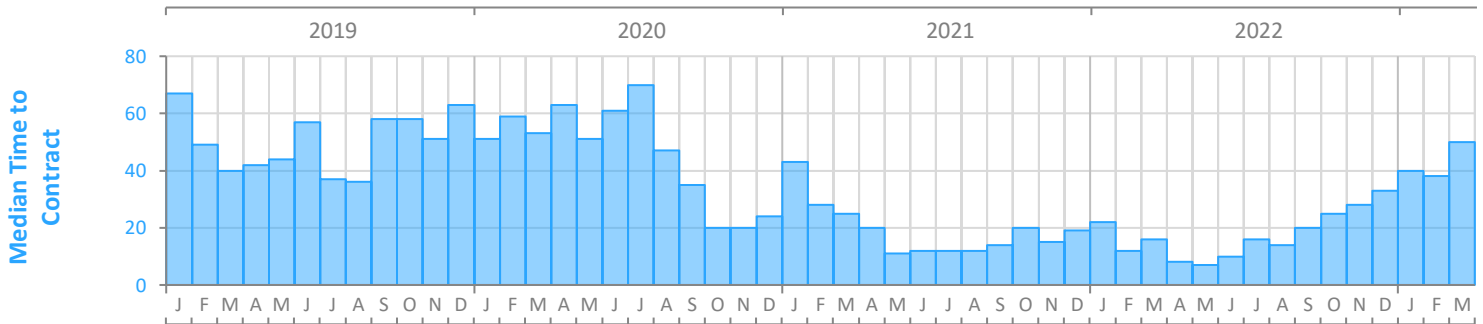
This report describes member activity for the association and is not confined to any specific geographic area.

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	43 Days	152.9%
March 2023	50 Days	212.5%
February 2023	38 Days	216.7%
January 2023	40 Days	81.8%
December 2022	33 Days	73.7%
November 2022	28 Days	86.7%
October 2022	25 Days	25.0%
September 2022	20 Days	42.9%
August 2022	14 Days	16.7%
July 2022	16 Days	33.3%
June 2022	10 Days	-16.7%
May 2022	7 Days	-36.4%
April 2022	8 Days	-60.0%
March 2022	16 Days	-36.0%

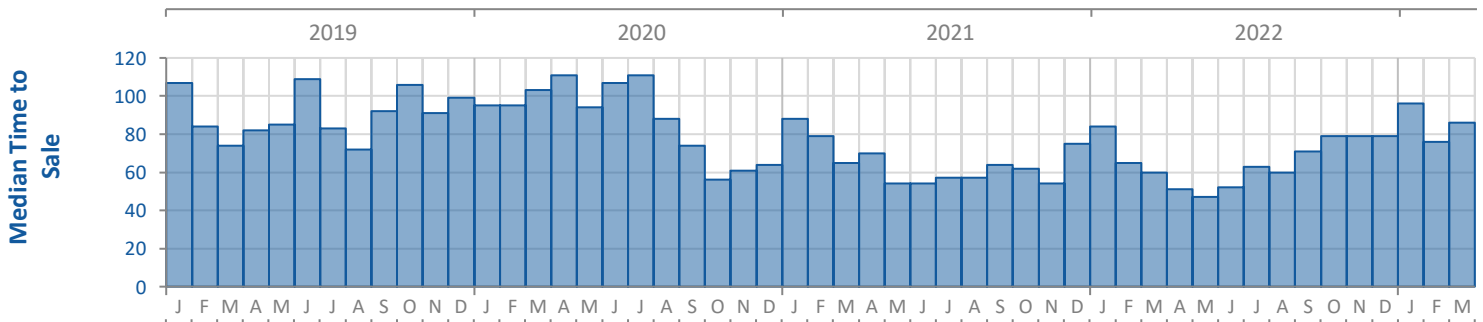


Median Time to Sale

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	85 Days	26.9%
March 2023	86 Days	43.3%
February 2023	76 Days	16.9%
January 2023	96 Days	14.3%
December 2022	79 Days	5.3%
November 2022	79 Days	46.3%
October 2022	79 Days	27.4%
September 2022	71 Days	10.9%
August 2022	60 Days	5.3%
July 2022	63 Days	10.5%
June 2022	52 Days	-3.7%
May 2022	47 Days	-13.0%
April 2022	51 Days	-27.1%
March 2022	60 Days	-7.7%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



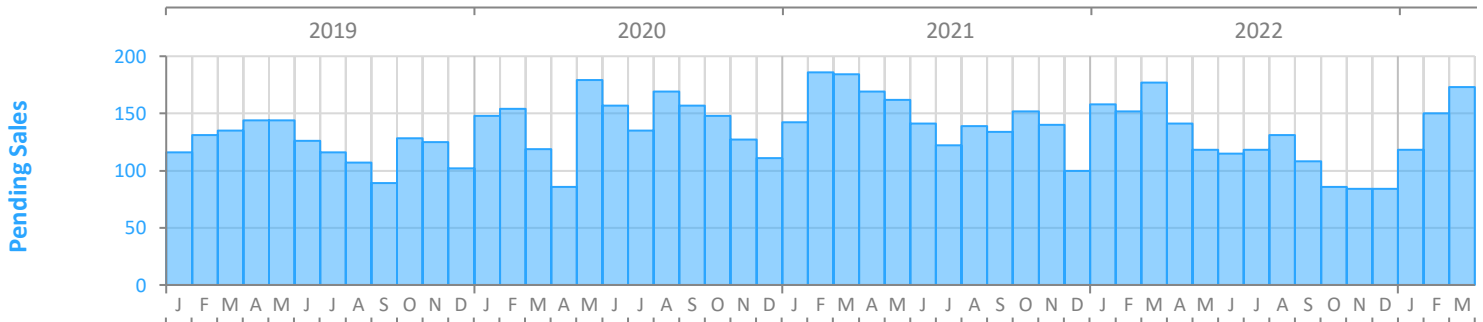
This report describes member activity for the association and is not confined to any specific geographic area.

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	441	-9.4%
March 2023	173	-2.3%
February 2023	150	-1.3%
January 2023	118	-25.3%
December 2022	84	-16.0%
November 2022	84	-40.0%
October 2022	86	-43.4%
September 2022	108	-19.4%
August 2022	131	-5.8%
July 2022	118	-3.3%
June 2022	115	-18.4%
May 2022	118	-27.2%
April 2022	141	-16.6%
March 2022	177	-3.8%

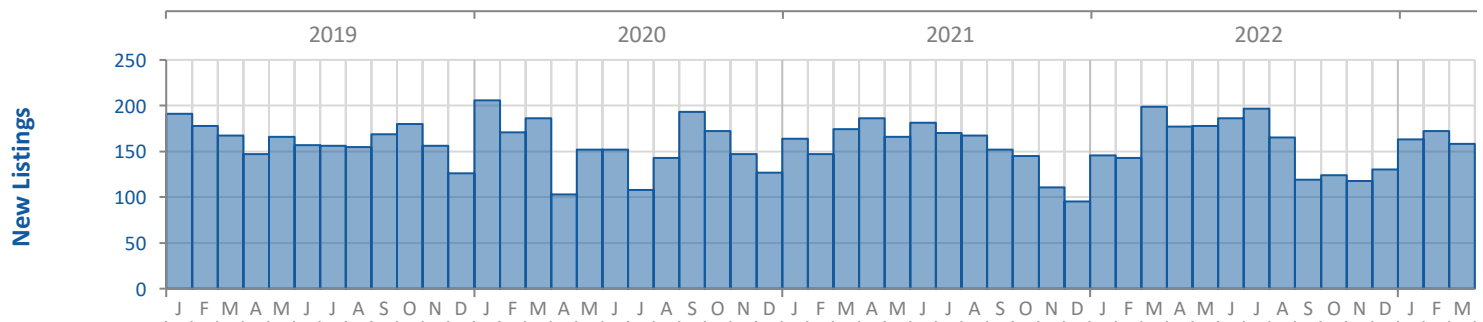


New Listings

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	493	1.0%
March 2023	158	-20.6%
February 2023	172	20.3%
January 2023	163	11.6%
December 2022	130	36.8%
November 2022	118	6.3%
October 2022	124	-14.5%
September 2022	119	-21.7%
August 2022	165	-1.2%
July 2022	197	15.9%
June 2022	186	2.8%
May 2022	178	7.2%
April 2022	177	-4.8%
March 2022	199	14.4%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



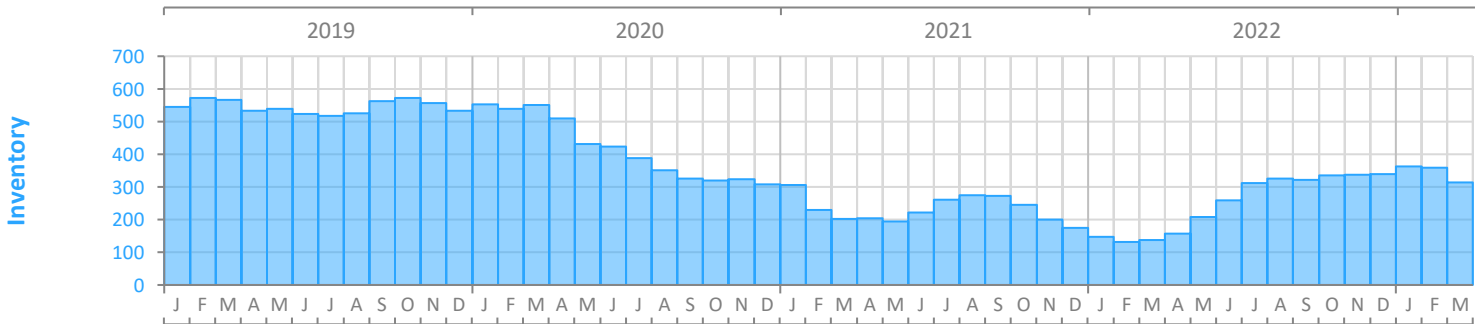
This report describes member activity for the association and is not confined to any specific geographic area.

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)	345	148.5%
March 2023	314	129.2%
February 2023	358	173.3%
January 2023	362	144.6%
December 2022	340	95.4%
November 2022	338	69.0%
October 2022	335	36.7%
September 2022	321	18.0%
August 2022	325	18.2%
July 2022	312	20.0%
June 2022	258	16.2%
May 2022	209	7.7%
April 2022	157	-23.4%
March 2022	137	-32.5%

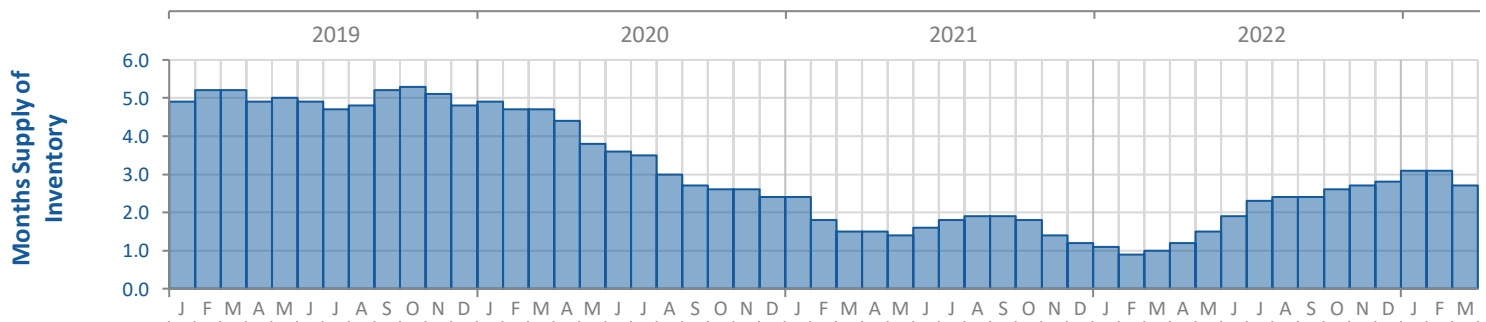


Months Supply of Inventory

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)	3.0	200.0%
March 2023	2.7	170.0%
February 2023	3.1	244.4%
January 2023	3.1	181.8%
December 2022	2.8	133.3%
November 2022	2.7	92.9%
October 2022	2.6	44.4%
September 2022	2.4	26.3%
August 2022	2.4	26.3%
July 2022	2.3	27.8%
June 2022	1.9	18.8%
May 2022	1.5	7.1%
April 2022	1.2	-20.0%
March 2022	1.0	-33.3%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



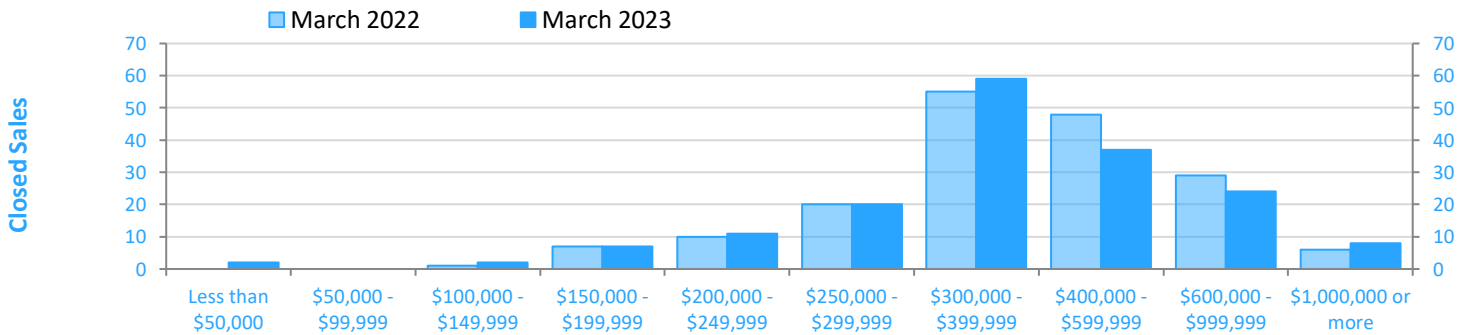
This report describes member activity for the association and is not confined to any specific geographic area.

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	2	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	7	0.0%
\$200,000 - \$249,999	11	10.0%
\$250,000 - \$299,999	20	0.0%
\$300,000 - \$399,999	59	7.3%
\$400,000 - \$599,999	37	-22.9%
\$600,000 - \$999,999	24	-17.2%
\$1,000,000 or more	8	33.3%

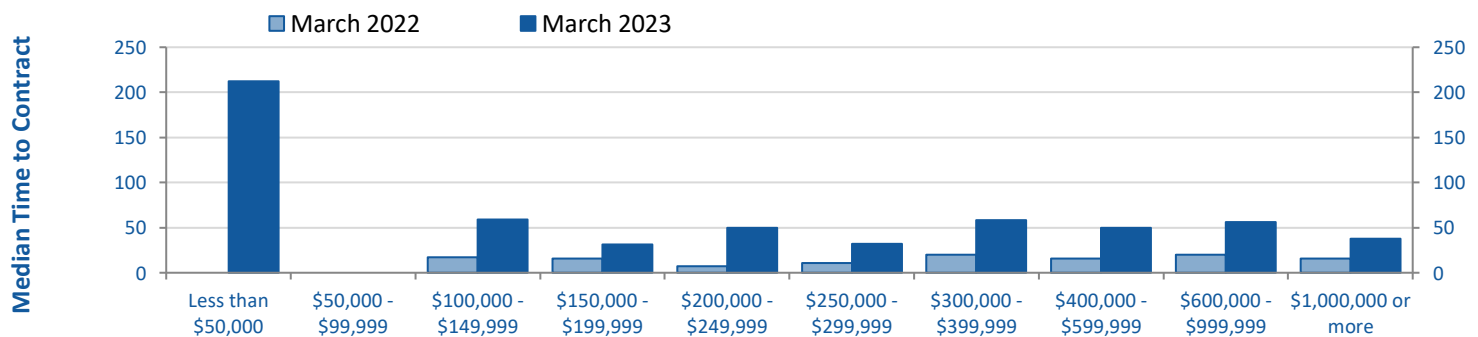


Median Time to Contract by Sale Price

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	212 Days	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	59 Days	247.1%
\$150,000 - \$199,999	31 Days	93.8%
\$200,000 - \$249,999	50 Days	614.3%
\$250,000 - \$299,999	32 Days	190.9%
\$300,000 - \$399,999	58 Days	190.0%
\$400,000 - \$599,999	50 Days	212.5%
\$600,000 - \$999,999	56 Days	180.0%
\$1,000,000 or more	38 Days	137.5%



Monthly Market Detail - March 2023

Single-Family Homes

New Smyrna Beach Board of REALTORS®



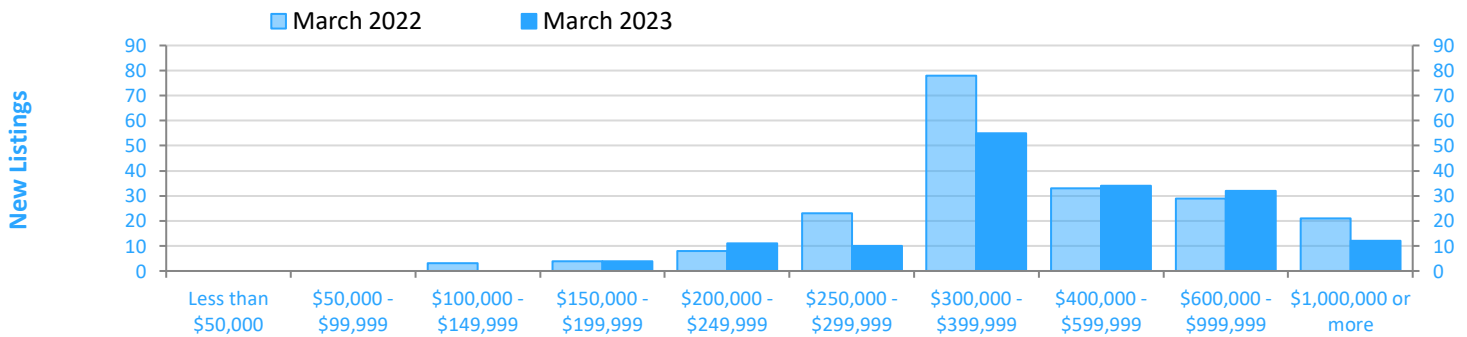
This report describes member activity for the association and is not confined to any specific geographic area.

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	4	0.0%
\$200,000 - \$249,999	11	37.5%
\$250,000 - \$299,999	10	-56.5%
\$300,000 - \$399,999	55	-29.5%
\$400,000 - \$599,999	34	3.0%
\$600,000 - \$999,999	32	10.3%
\$1,000,000 or more	12	-42.9%

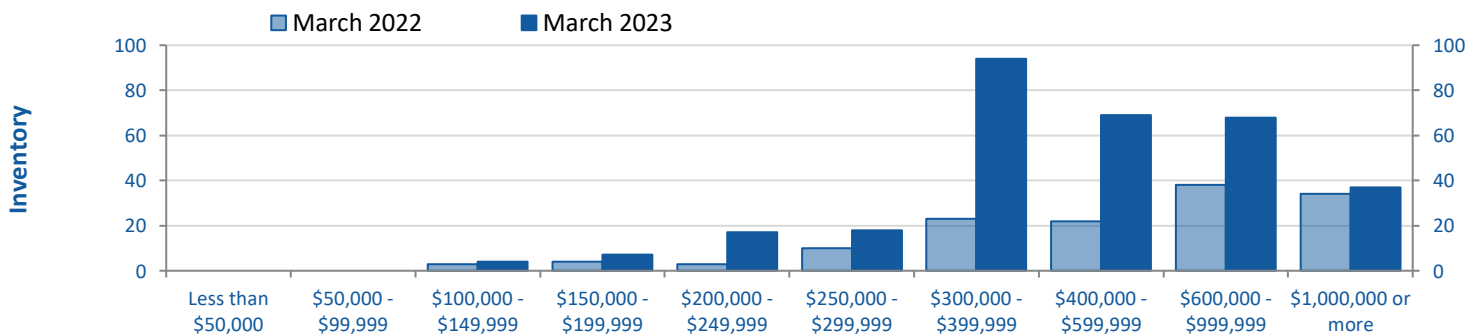


Inventory by Current Listing Price

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	4	33.3%
\$150,000 - \$199,999	7	75.0%
\$200,000 - \$249,999	17	466.7%
\$250,000 - \$299,999	18	80.0%
\$300,000 - \$399,999	94	308.7%
\$400,000 - \$599,999	69	213.6%
\$600,000 - \$999,999	68	78.9%
\$1,000,000 or more	37	8.8%

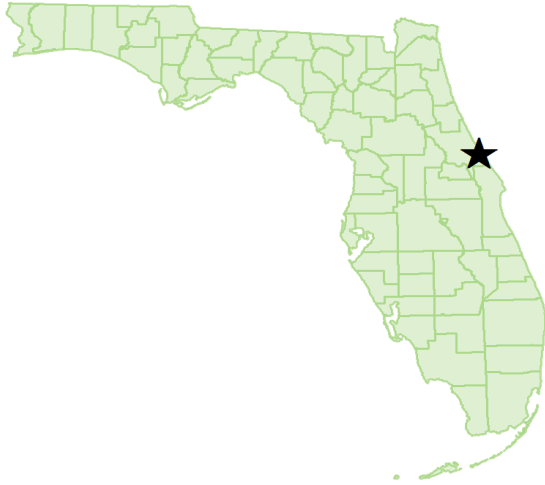


Monthly Distressed Market - March 2023

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.



		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	170	176	-3.4%
	Median Sale Price	\$372,995	\$385,389	-3.2%
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

