

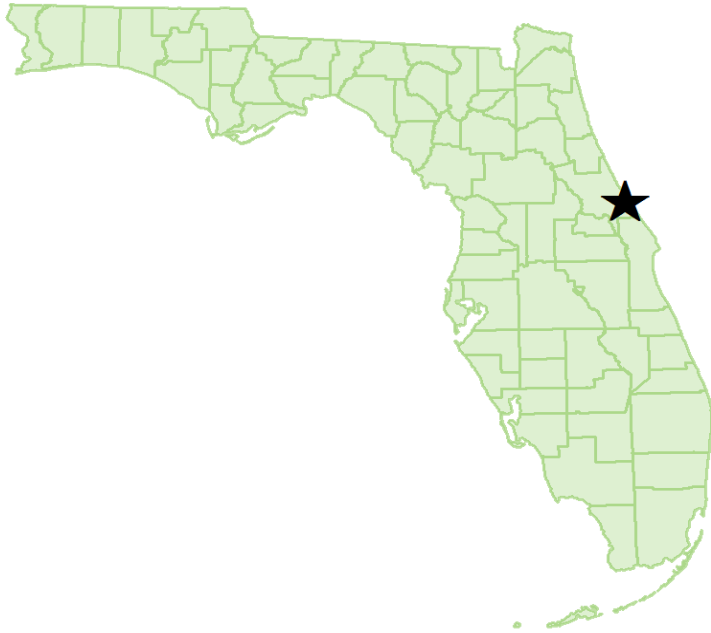
Monthly Market Detail - March 2023

Townhouses and Condos

New Smyrna Beach Board of REALTORS®



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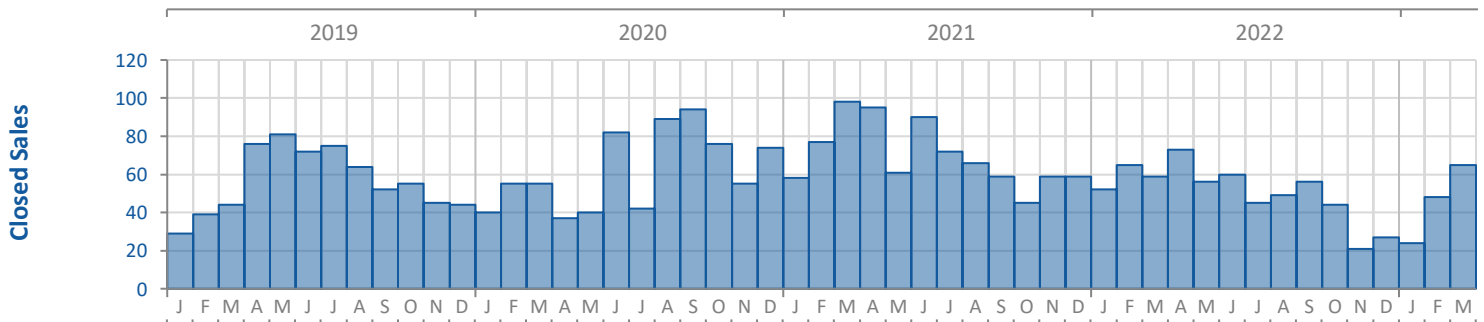
Summary Statistics	March 2023	March 2022	Percent Change Year-over-Year
Closed Sales	65	59	10.2%
Paid in Cash	40	32	25.0%
Median Sale Price	\$460,000	\$375,000	22.7%
Average Sale Price	\$480,521	\$414,605	15.9%
Dollar Volume	\$31.2 Million	\$24.5 Million	27.7%
Median Percent of Original List Price Received	96.3%	97.5%	-1.2%
Median Time to Contract	31 Days	11 Days	181.8%
Median Time to Sale	64 Days	54 Days	18.5%
New Pending Sales	65	75	-13.3%
New Listings	74	74	0.0%
Pending Inventory	65	102	-36.3%
Inventory (Active Listings)	164	56	192.9%
Months Supply of Inventory	3.5	0.9	288.9%

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	137	-22.2%
March 2023	65	10.2%
February 2023	48	-26.2%
January 2023	24	-53.8%
December 2022	27	-54.2%
November 2022	21	-64.4%
October 2022	44	-2.2%
September 2022	56	-5.1%
August 2022	49	-25.8%
July 2022	45	-37.5%
June 2022	60	-33.3%
May 2022	56	-8.2%
April 2022	73	-23.2%
March 2022	59	-39.8%



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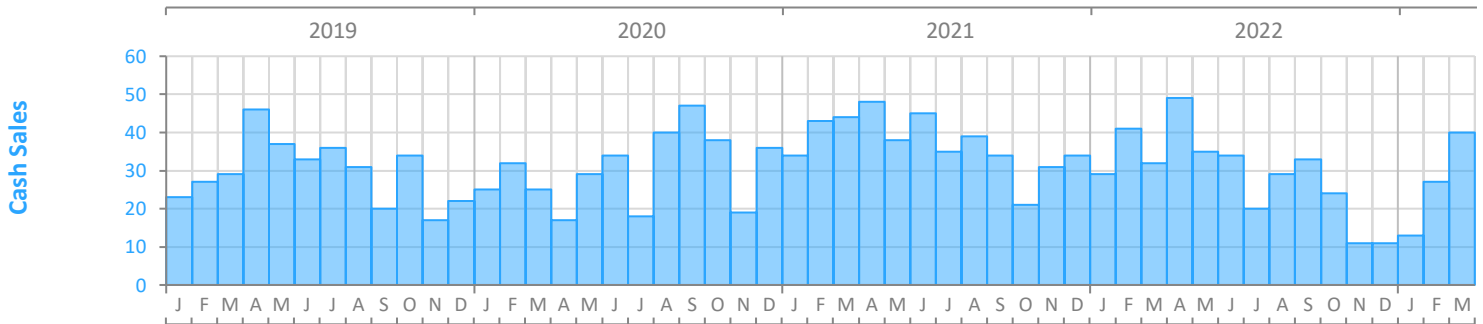
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Cash Sales

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	80	-21.6%
March 2023	40	25.0%
February 2023	27	-34.1%
January 2023	13	-55.2%
December 2022	11	-67.6%
November 2022	11	-64.5%
October 2022	24	14.3%
September 2022	33	-2.9%
August 2022	29	-25.6%
July 2022	20	-42.9%
June 2022	34	-24.4%
May 2022	35	-7.9%
April 2022	49	2.1%
March 2022	32	-27.3%

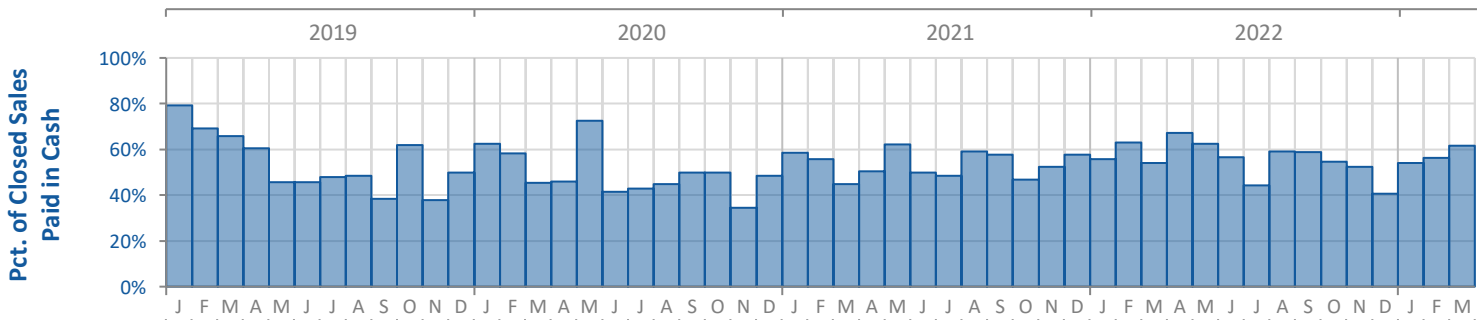


Cash Sales as a Percentage of Closed Sales

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	58.4%	0.7%
March 2023	61.5%	13.5%
February 2023	56.3%	-10.8%
January 2023	54.2%	-2.9%
December 2022	40.7%	-29.3%
November 2022	52.4%	-0.2%
October 2022	54.5%	16.7%
September 2022	58.9%	2.3%
August 2022	59.2%	0.2%
July 2022	44.4%	-8.6%
June 2022	56.7%	13.4%
May 2022	62.5%	0.3%
April 2022	67.1%	32.9%
March 2022	54.2%	20.7%



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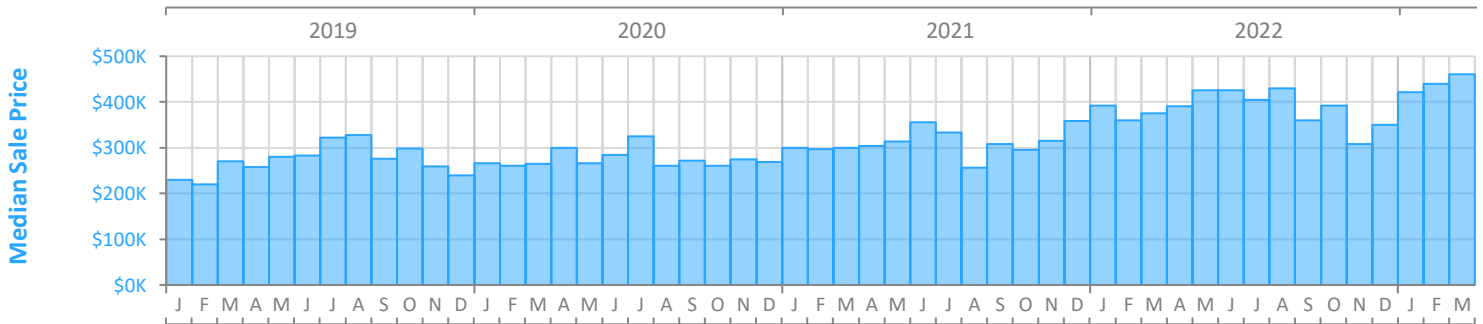
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Median Sale Price

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	\$434,250	15.8%
March 2023	\$460,000	22.7%
February 2023	\$439,900	22.2%
January 2023	\$421,250	7.5%
December 2022	\$349,990	-2.5%
November 2022	\$307,500	-2.4%
October 2022	\$392,450	32.6%
September 2022	\$360,500	17.0%
August 2022	\$430,000	67.6%
July 2022	\$405,000	21.3%
June 2022	\$425,001	19.4%
May 2022	\$425,000	35.4%
April 2022	\$390,000	28.5%
March 2022	\$375,000	25.0%

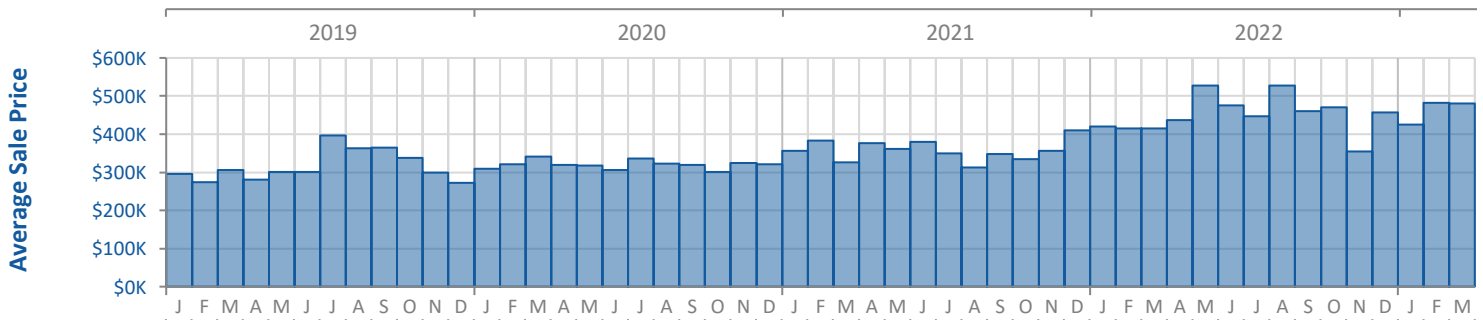


Average Sale Price

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	\$471,458	13.2%
March 2023	\$480,521	15.9%
February 2023	\$482,328	16.4%
January 2023	\$425,172	1.0%
December 2022	\$456,283	11.1%
November 2022	\$353,823	-0.9%
October 2022	\$470,528	40.7%
September 2022	\$461,060	32.7%
August 2022	\$526,755	68.9%
July 2022	\$446,759	27.7%
June 2022	\$475,570	25.4%
May 2022	\$528,318	46.0%
April 2022	\$437,014	15.9%
March 2022	\$414,605	27.0%



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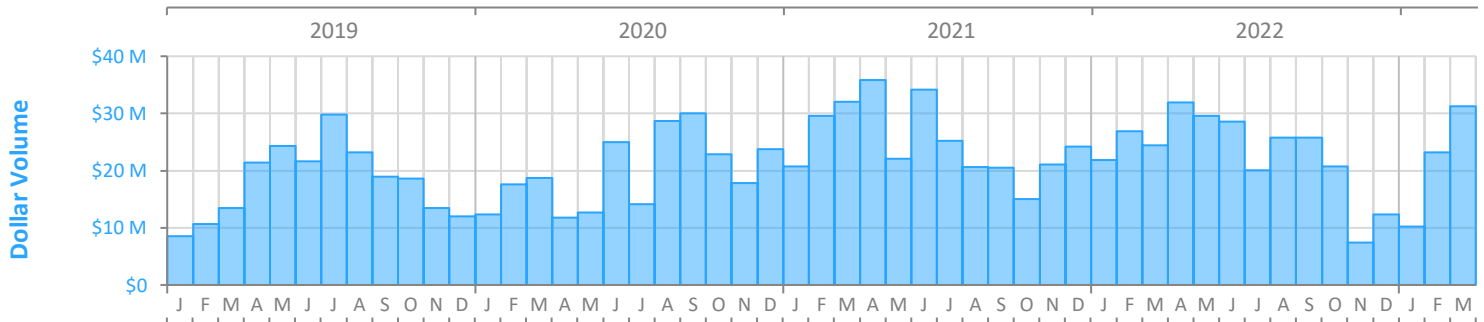
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Dollar Volume

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	\$64.6 Million	-11.9%
March 2023	\$31.2 Million	27.7%
February 2023	\$23.2 Million	-14.1%
January 2023	\$10.2 Million	-53.4%
December 2022	\$12.3 Million	-49.2%
November 2022	\$7.4 Million	-64.7%
October 2022	\$20.7 Million	37.6%
September 2022	\$25.8 Million	26.0%
August 2022	\$25.8 Million	25.4%
July 2022	\$20.1 Million	-20.2%
June 2022	\$28.5 Million	-16.4%
May 2022	\$29.6 Million	34.0%
April 2022	\$31.9 Million	-10.9%
March 2022	\$24.5 Million	-23.5%

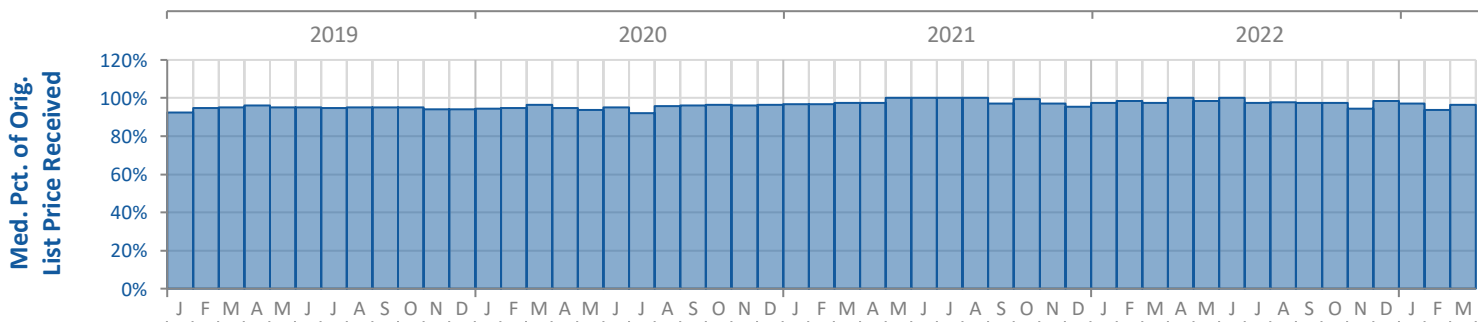


Median Percent of Original List Price Received

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	96.0%	-1.9%
March 2023	96.3%	-1.2%
February 2023	93.8%	-4.8%
January 2023	97.0%	-0.6%
December 2022	98.3%	3.1%
November 2022	94.3%	-2.9%
October 2022	97.6%	-2.0%
September 2022	97.5%	0.3%
August 2022	97.8%	-2.2%
July 2022	97.3%	-2.7%
June 2022	100.0%	0.0%
May 2022	98.5%	-1.5%
April 2022	100.0%	2.5%
March 2022	97.5%	0.2%



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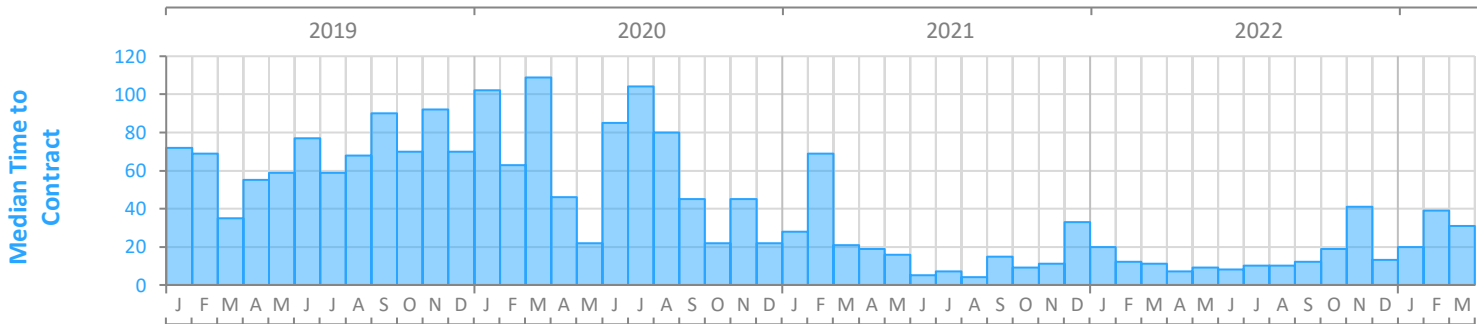
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Median Time to Contract

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	26 Days	85.7%
March 2023	31 Days	181.8%
February 2023	39 Days	225.0%
January 2023	20 Days	0.0%
December 2022	13 Days	-60.6%
November 2022	41 Days	272.7%
October 2022	19 Days	111.1%
September 2022	12 Days	-20.0%
August 2022	10 Days	150.0%
July 2022	10 Days	42.9%
June 2022	8 Days	60.0%
May 2022	9 Days	-43.8%
April 2022	7 Days	-63.2%
March 2022	11 Days	-47.6%

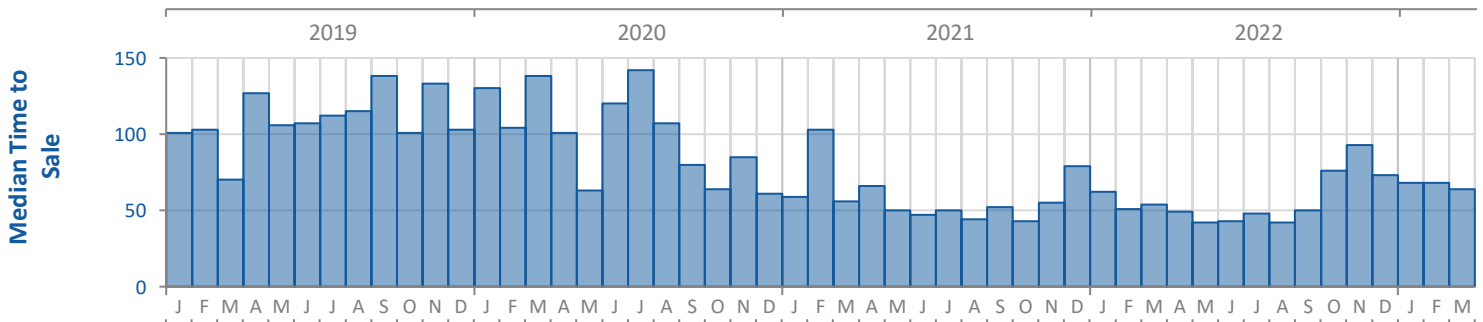


Median Time to Sale

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	67 Days	24.1%
March 2023	64 Days	18.5%
February 2023	68 Days	33.3%
January 2023	68 Days	9.7%
December 2022	73 Days	-7.6%
November 2022	93 Days	69.1%
October 2022	76 Days	76.7%
September 2022	50 Days	-3.8%
August 2022	42 Days	-4.5%
July 2022	48 Days	-4.0%
June 2022	43 Days	-8.5%
May 2022	42 Days	-16.0%
April 2022	49 Days	-25.8%
March 2022	54 Days	-3.6%



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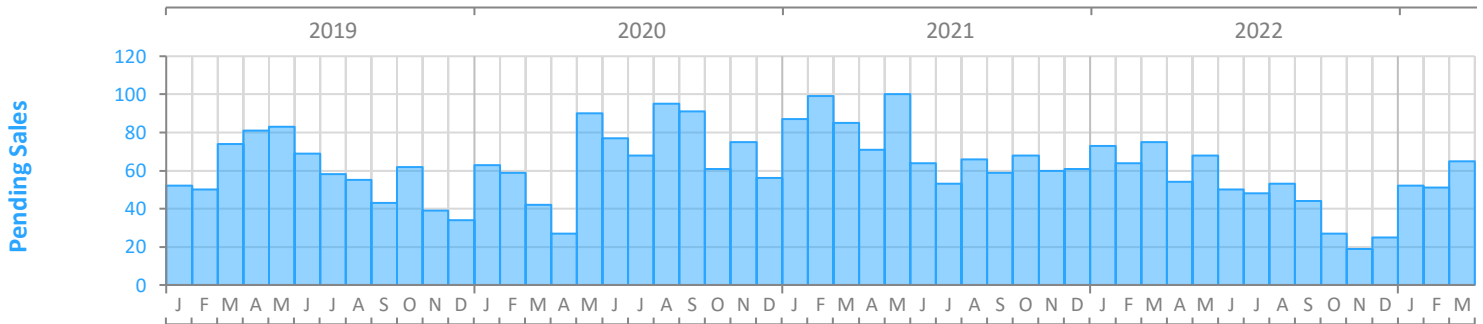
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New Pending Sales

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	168	-20.8%
March 2023	65	-13.3%
February 2023	51	-20.3%
January 2023	52	-28.8%
December 2022	25	-59.0%
November 2022	19	-68.3%
October 2022	27	-60.3%
September 2022	44	-25.4%
August 2022	53	-19.7%
July 2022	48	-9.4%
June 2022	50	-21.9%
May 2022	68	-32.0%
April 2022	54	-23.9%
March 2022	75	-11.8%

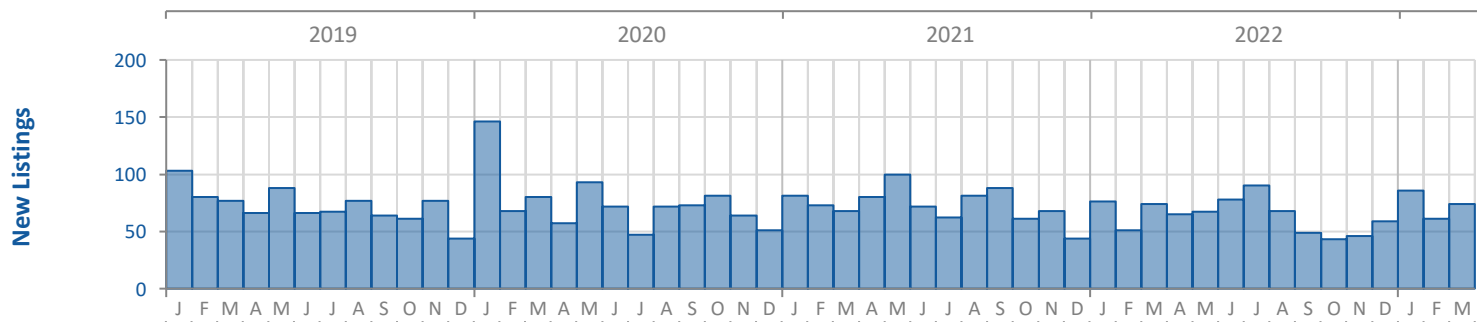


New Listings

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	221	10.0%
March 2023	74	0.0%
February 2023	61	19.6%
January 2023	86	13.2%
December 2022	59	34.1%
November 2022	46	-32.4%
October 2022	43	-29.5%
September 2022	49	-44.3%
August 2022	68	-16.0%
July 2022	90	45.2%
June 2022	78	8.3%
May 2022	67	-33.0%
April 2022	65	-18.8%
March 2022	74	8.8%



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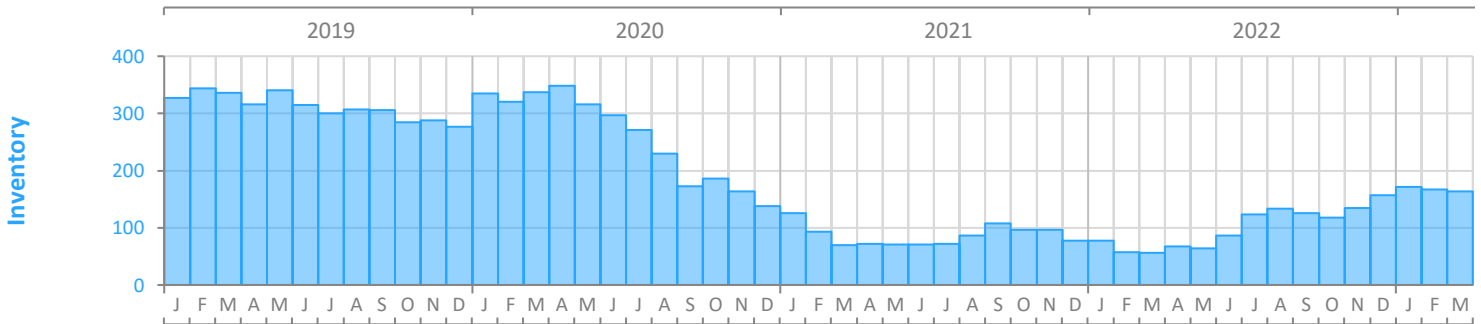
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Inventory (Active Listings)

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)	167	164.3%
March 2023	164	192.9%
February 2023	167	193.0%
January 2023	171	122.1%
December 2022	157	101.3%
November 2022	135	39.2%
October 2022	118	22.9%
September 2022	126	16.7%
August 2022	133	54.7%
July 2022	123	70.8%
June 2022	86	21.1%
May 2022	64	-9.9%
April 2022	67	-6.9%
March 2022	56	-20.0%

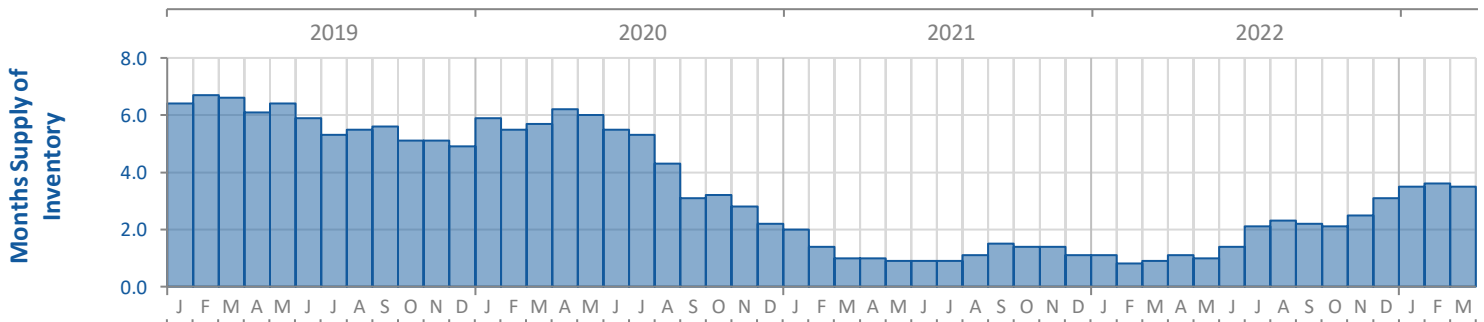


Months Supply of Inventory

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)	3.5	288.9%
March 2023	3.5	288.9%
February 2023	3.6	350.0%
January 2023	3.5	218.2%
December 2022	3.1	181.8%
November 2022	2.5	78.6%
October 2022	2.1	50.0%
September 2022	2.2	46.7%
August 2022	2.3	109.1%
July 2022	2.1	133.3%
June 2022	1.4	55.6%
May 2022	1.0	11.1%
April 2022	1.1	10.0%
March 2022	0.9	-10.0%



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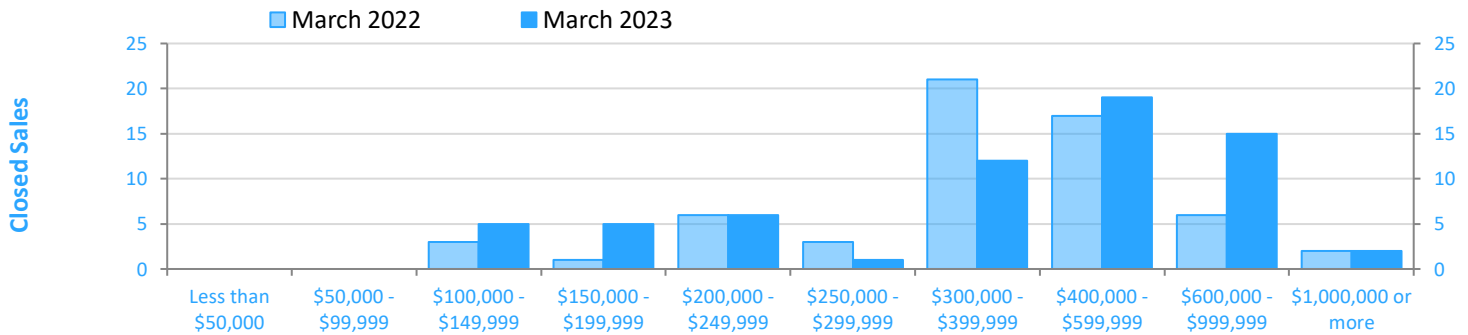
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Closed Sales by Sale Price

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	5	66.7%
\$150,000 - \$199,999	5	400.0%
\$200,000 - \$249,999	6	0.0%
\$250,000 - \$299,999	1	-66.7%
\$300,000 - \$399,999	12	-42.9%
\$400,000 - \$599,999	19	11.8%
\$600,000 - \$999,999	15	150.0%
\$1,000,000 or more	2	0.0%

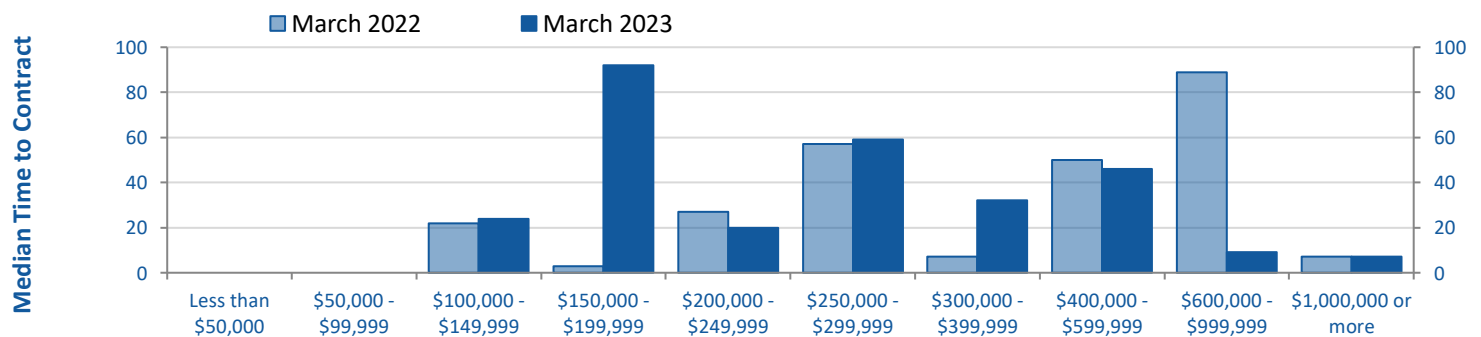


Median Time to Contract by Sale Price

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	24 Days	9.1%
\$150,000 - \$199,999	92 Days	2966.7%
\$200,000 - \$249,999	20 Days	-25.9%
\$250,000 - \$299,999	59 Days	3.5%
\$300,000 - \$399,999	32 Days	357.1%
\$400,000 - \$599,999	46 Days	-8.0%
\$600,000 - \$999,999	9 Days	-89.9%
\$1,000,000 or more	7 Days	0.0%



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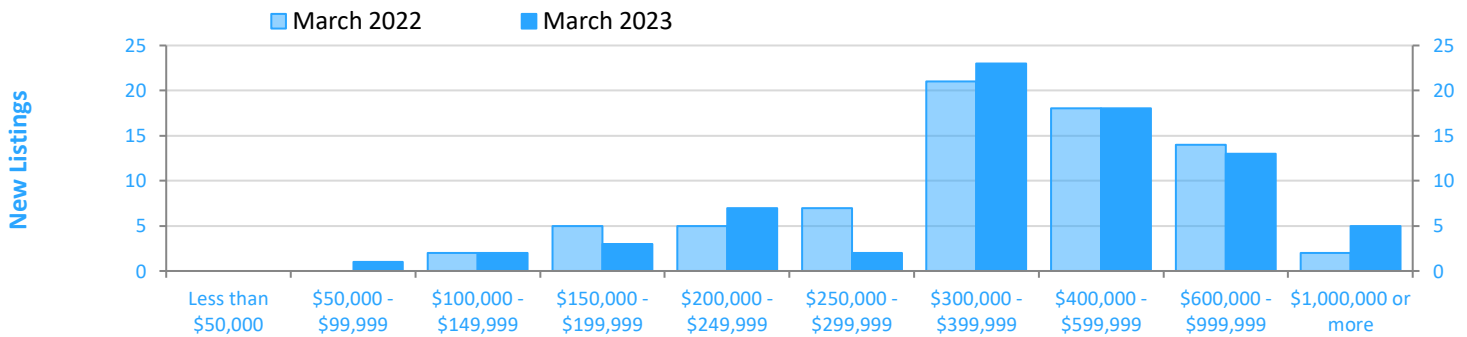
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New Listings by Initial Listing Price

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	1	N/A
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	7	40.0%
\$250,000 - \$299,999	2	-71.4%
\$300,000 - \$399,999	23	9.5%
\$400,000 - \$599,999	18	0.0%
\$600,000 - \$999,999	13	-7.1%
\$1,000,000 or more	5	150.0%

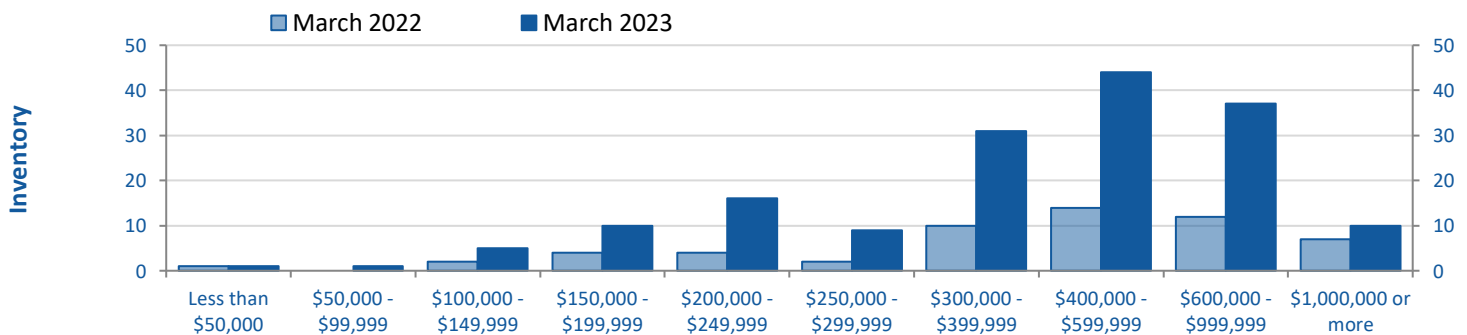


Inventory by Current Listing Price

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	1	0.0%
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	10	150.0%
\$200,000 - \$249,999	16	300.0%
\$250,000 - \$299,999	9	350.0%
\$300,000 - \$399,999	31	210.0%
\$400,000 - \$599,999	44	214.3%
\$600,000 - \$999,999	37	208.3%
\$1,000,000 or more	10	42.9%

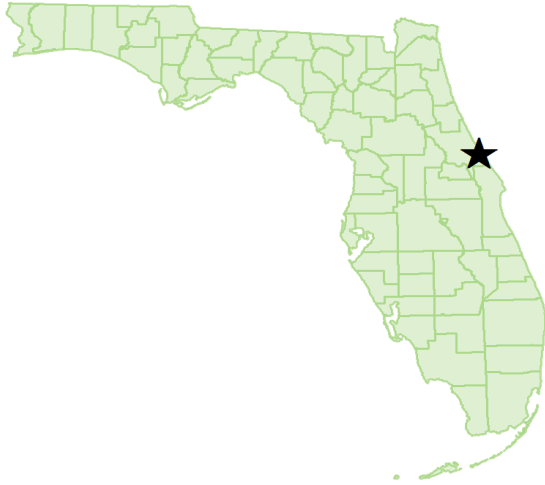


Monthly Distressed Market - March 2023

Townhouses and Condos

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		March 2023	March 2022	Percent Change Year-over-Year
Traditional	Closed Sales	65	59	10.2%
	Median Sale Price	\$460,000	\$375,000	22.7%
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

