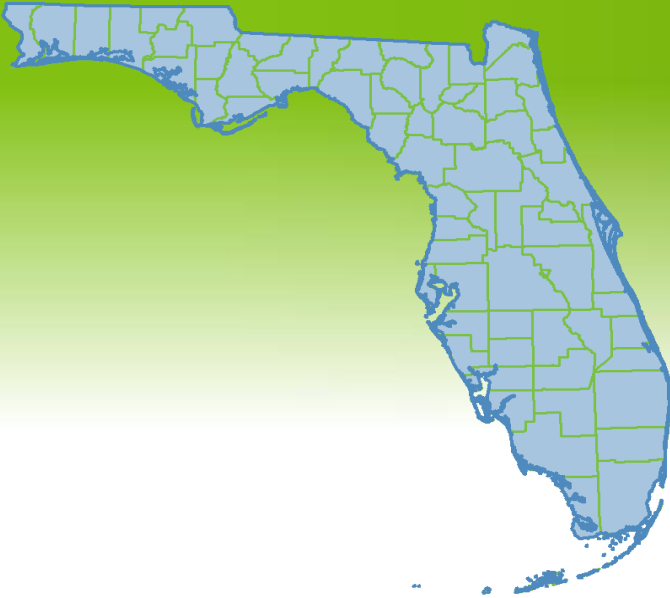


# Monthly Market Detail - March 2024

## Single-Family Homes

### Florida



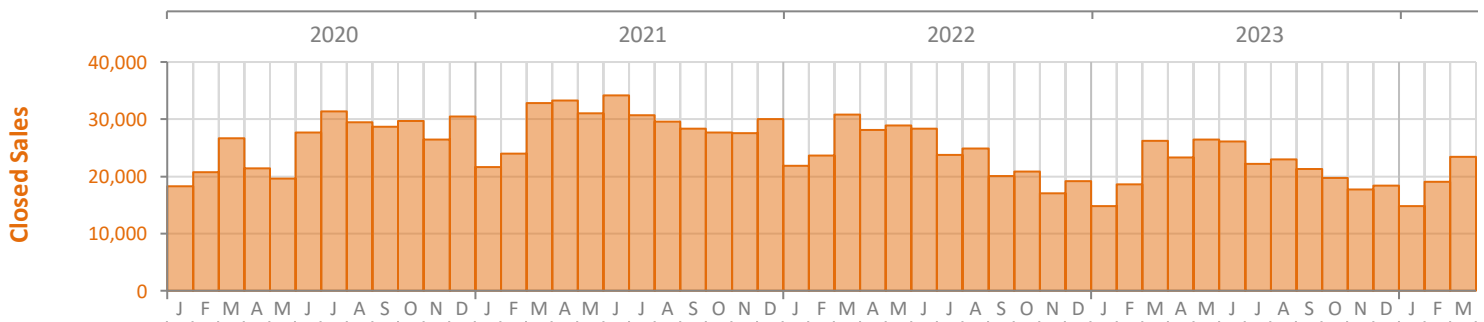
Summary Statistics	March 2024	March 2023	Percent Change Year-over-Year
Closed Sales	23,435	26,161	-10.4%
Paid in Cash	6,981	7,799	-10.5%
Median Sale Price	\$420,600	\$405,000	3.9%
Average Sale Price	\$615,943	\$559,407	10.1%
Dollar Volume	\$14.4 Billion	\$14.6 Billion	-1.4%
Median Percent of Original List Price Received	96.5%	96.1%	0.4%
Median Time to Contract	40 Days	35 Days	14.3%
Median Time to Sale	82 Days	77 Days	6.5%
New Pending Sales	26,952	27,787	-3.0%
New Listings	32,900	30,547	7.7%
Pending Inventory	36,366	38,446	-5.4%
Inventory (Active Listings)	86,237	61,376	40.5%
Months Supply of Inventory	4.1	2.7	51.9%

## 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	57,326	-3.7%
<b>March 2024</b>	<b>23,435</b>	<b>-10.4%</b>
February 2024	19,040	2.2%
January 2024	14,851	0.6%
December 2023	18,423	-3.8%
November 2023	17,722	4.2%
October 2023	19,729	-5.3%
September 2023	21,335	6.1%
August 2023	22,917	-7.9%
July 2023	22,198	-6.4%
June 2023	26,071	-7.9%
May 2023	26,396	-8.5%
April 2023	23,334	-17.2%
March 2023	26,161	-15.0%

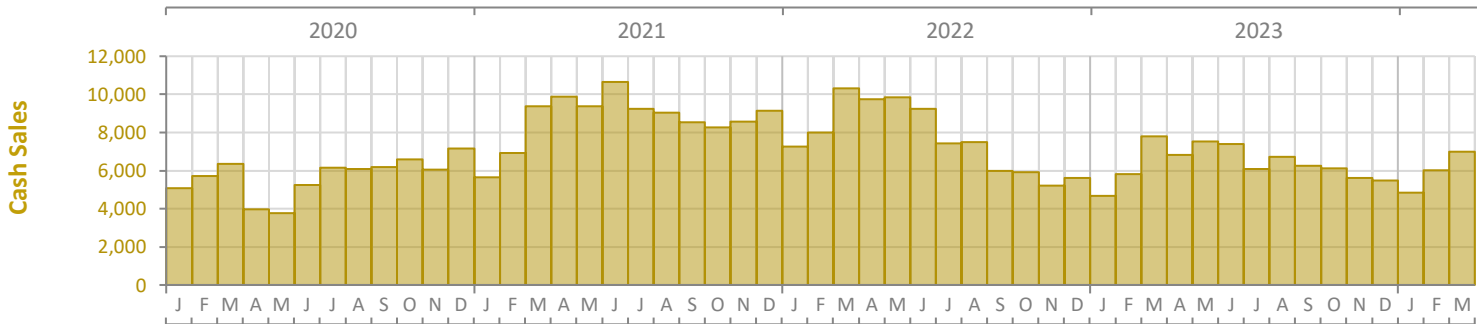


## Cash Sales

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	17,827	-2.6%
<b>March 2024</b>	<b>6,981</b>	<b>-10.5%</b>
February 2024	6,020	3.2%
January 2024	4,826	3.3%
December 2023	5,464	-2.7%
November 2023	5,601	7.5%
October 2023	6,117	3.5%
September 2023	6,255	4.6%
August 2023	6,708	-10.4%
July 2023	6,085	-18.1%
June 2023	7,380	-20.1%
May 2023	7,514	-23.6%
April 2023	6,814	-30.1%
March 2023	7,799	-24.5%

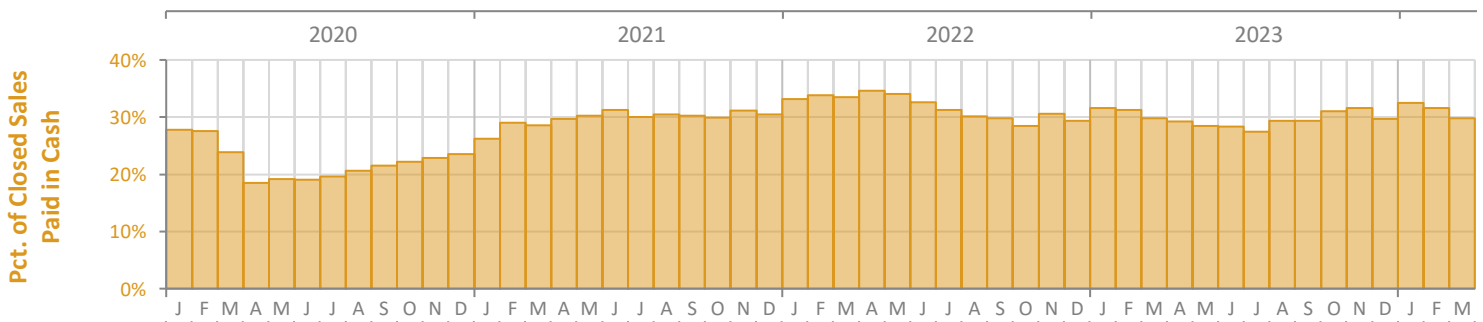


## Cash Sales as a Percentage of Closed Sales

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	31.1%	1.3%
<b>March 2024</b>	<b>29.8%</b>	<b>0.0%</b>
February 2024	31.6%	1.0%
January 2024	32.5%	2.8%
December 2023	29.7%	1.4%
November 2023	31.6%	3.3%
October 2023	31.0%	9.2%
September 2023	29.3%	-1.7%
August 2023	29.3%	-2.7%
July 2023	27.4%	-12.5%
June 2023	28.3%	-13.2%
May 2023	28.5%	-16.4%
April 2023	29.2%	-15.6%
March 2023	29.8%	-11.0%



# Monthly Market Detail - March 2024

## Single-Family Homes

### Florida

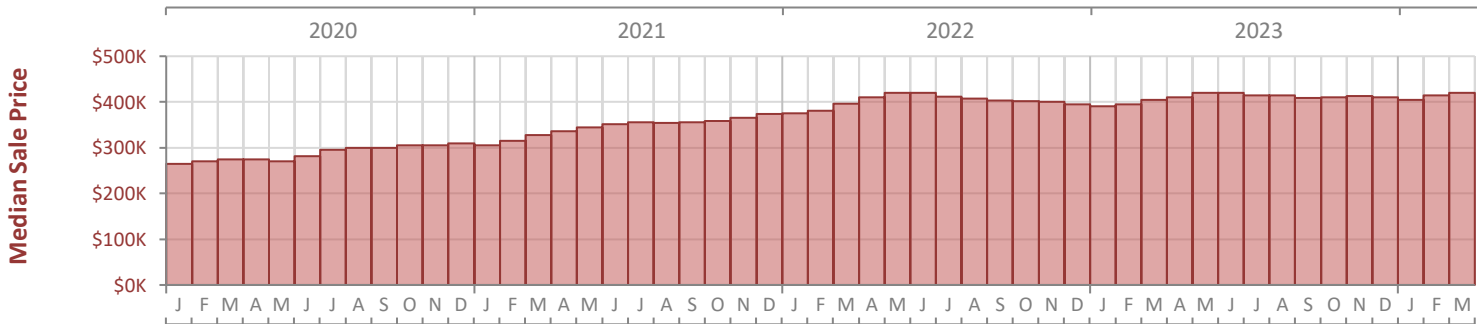


## Median Sale Price

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	\$415,000	3.8%
<b>March 2024</b>	<b>\$420,600</b>	<b>3.9%</b>
February 2024	\$415,000	5.1%
January 2024	\$405,000	3.8%
December 2023	\$410,000	3.8%
November 2023	\$413,000	3.3%
October 2023	\$410,000	2.0%
September 2023	\$409,243	1.3%
August 2023	\$415,000	2.0%
July 2023	\$415,000	0.7%
June 2023	\$420,000	0.0%
May 2023	\$419,900	0.0%
April 2023	\$410,000	0.0%
March 2023	\$405,000	2.1%

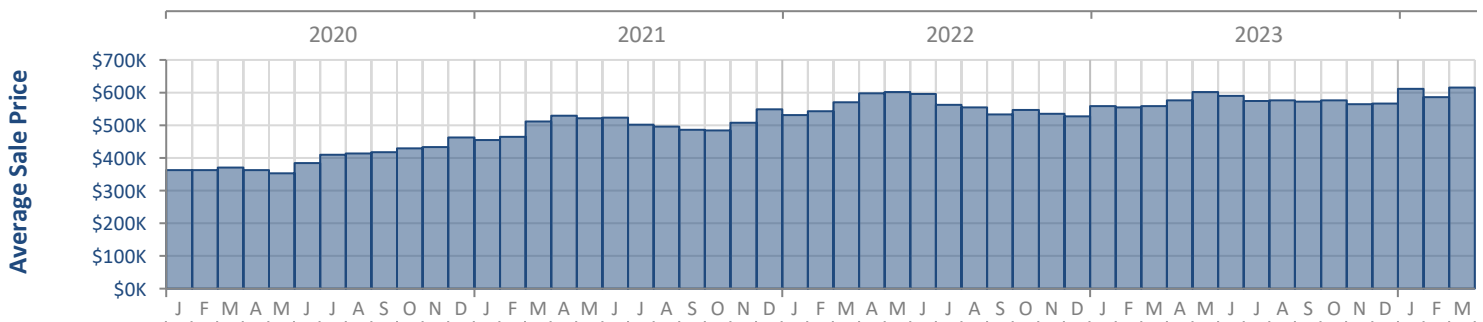


## Average Sale Price

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	\$604,988	8.5%
<b>March 2024</b>	<b>\$615,943</b>	<b>10.1%</b>
February 2024	\$585,701	5.7%
January 2024	\$612,428	9.7%
December 2023	\$566,045	7.2%
November 2023	\$565,221	5.6%
October 2023	\$576,881	5.4%
September 2023	\$572,753	7.5%
August 2023	\$575,832	3.7%
July 2023	\$575,172	2.2%
June 2023	\$589,981	-0.9%
May 2023	\$601,412	-0.2%
April 2023	\$576,226	-3.6%
March 2023	\$559,407	-2.1%



# Monthly Market Detail - March 2024

## Single-Family Homes

### Florida

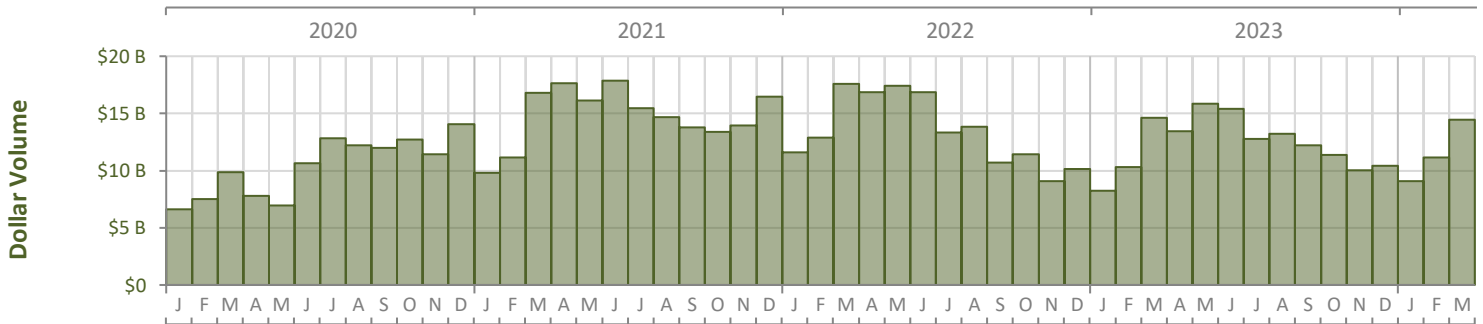


## Dollar Volume

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	\$34.7 Billion	4.5%
<b>March 2024</b>	<b>\$14.4 Billion</b>	<b>-1.4%</b>
February 2024	\$11.2 Billion	8.1%
January 2024	\$9.1 Billion	10.3%
December 2023	\$10.4 Billion	3.1%
November 2023	\$10.0 Billion	10.0%
October 2023	\$11.4 Billion	-0.2%
September 2023	\$12.2 Billion	14.1%
August 2023	\$13.2 Billion	-4.4%
July 2023	\$12.8 Billion	-4.3%
June 2023	\$15.4 Billion	-8.7%
May 2023	\$15.9 Billion	-8.7%
April 2023	\$13.4 Billion	-20.1%
March 2023	\$14.6 Billion	-16.8%

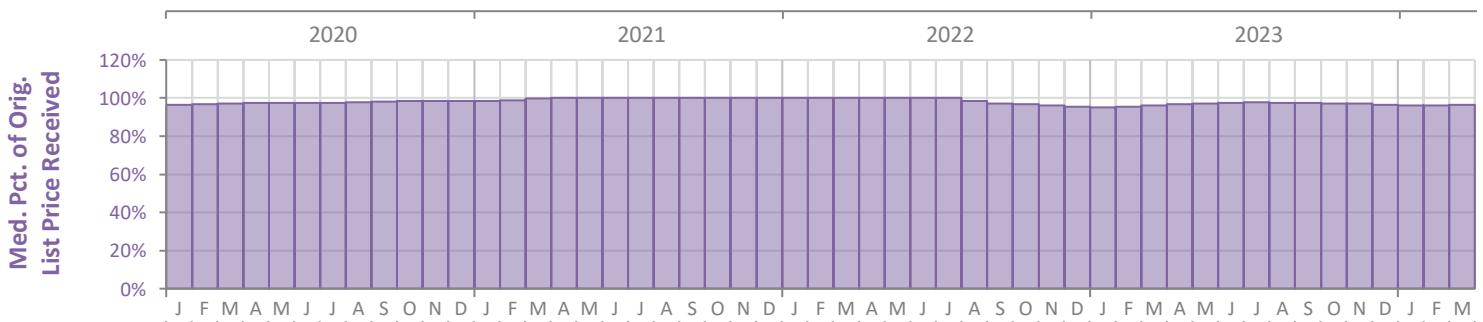


## Median Percent of Original List Price Received

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	96.3%	0.7%
<b>March 2024</b>	<b>96.5%</b>	<b>0.4%</b>
February 2024	96.2%	0.9%
January 2024	96.0%	1.1%
December 2023	96.5%	1.0%
November 2023	97.0%	0.9%
October 2023	97.2%	0.3%
September 2023	97.4%	0.2%
August 2023	97.5%	-1.0%
July 2023	97.7%	-2.3%
June 2023	97.5%	-2.5%
May 2023	97.2%	-2.8%
April 2023	96.7%	-3.3%
March 2023	96.1%	-3.9%

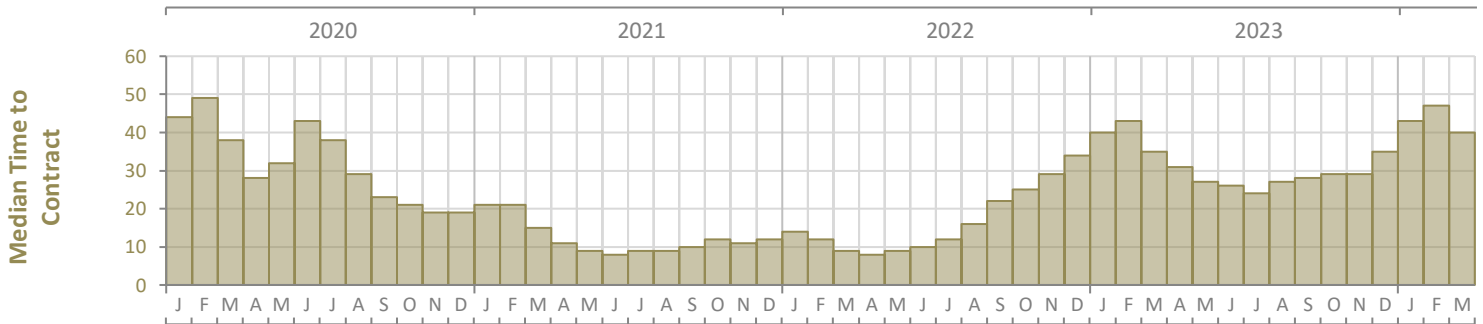


## Median Time to Contract

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	45 Days	9.8%
<b>March 2024</b>	<b>40 Days</b>	<b>14.3%</b>
February 2024	47 Days	9.3%
January 2024	43 Days	7.5%
December 2023	35 Days	2.9%
November 2023	29 Days	0.0%
October 2023	29 Days	16.0%
September 2023	28 Days	27.3%
August 2023	27 Days	68.8%
July 2023	24 Days	100.0%
June 2023	26 Days	160.0%
May 2023	27 Days	200.0%
April 2023	31 Days	287.5%
March 2023	35 Days	288.9%

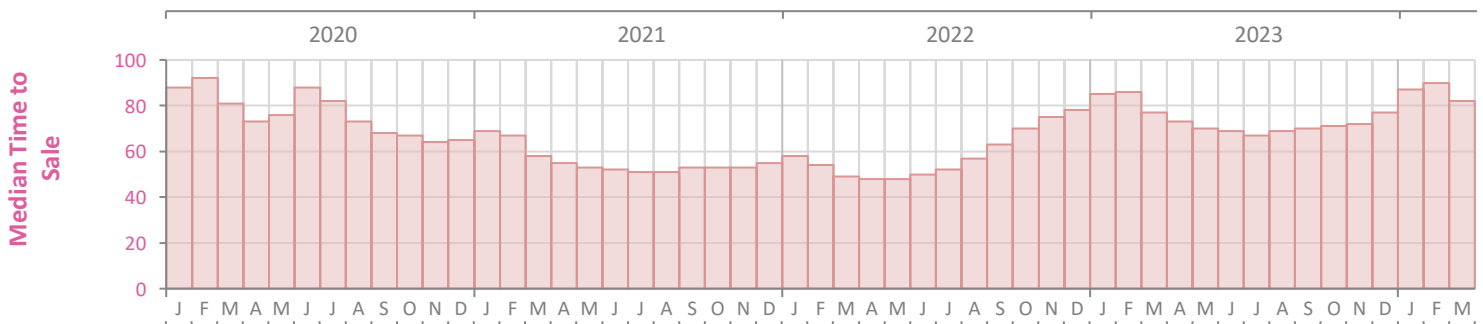


## Median Time to Sale

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	88 Days	3.5%
<b>March 2024</b>	<b>82 Days</b>	<b>6.5%</b>
February 2024	90 Days	4.7%
January 2024	87 Days	2.4%
December 2023	77 Days	-1.3%
November 2023	72 Days	-4.0%
October 2023	71 Days	1.4%
September 2023	70 Days	11.1%
August 2023	69 Days	21.1%
July 2023	67 Days	28.8%
June 2023	69 Days	38.0%
May 2023	70 Days	45.8%
April 2023	73 Days	52.1%
March 2023	77 Days	57.1%

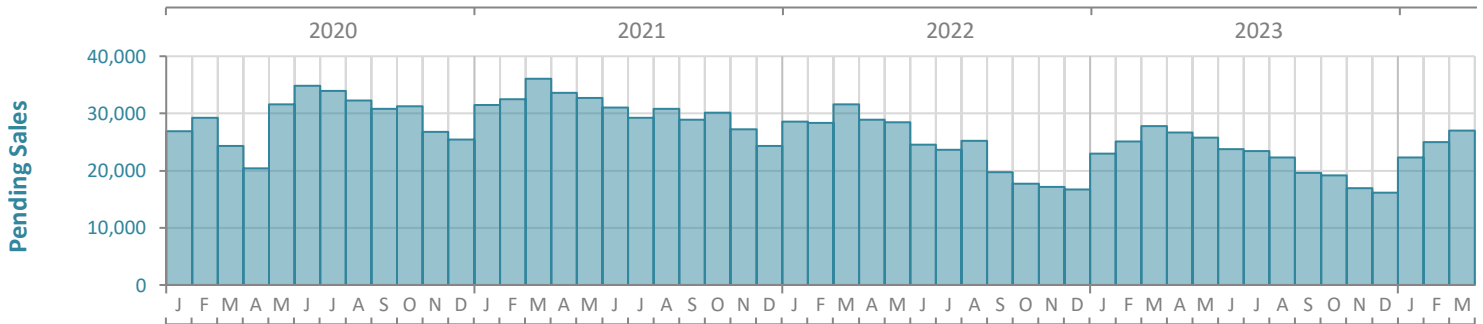


## New Pending Sales

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	74,266	-2.1%
<b>March 2024</b>	<b>26,952</b>	<b>-3.0%</b>
February 2024	24,986	-0.3%
January 2024	22,328	-2.9%
December 2023	16,140	-3.3%
November 2023	16,956	-1.2%
October 2023	19,198	8.4%
September 2023	19,658	-0.1%
August 2023	22,298	-11.7%
July 2023	23,395	-0.8%
June 2023	23,769	-3.2%
May 2023	25,816	-9.1%
April 2023	26,696	-7.6%
March 2023	27,787	-12.0%

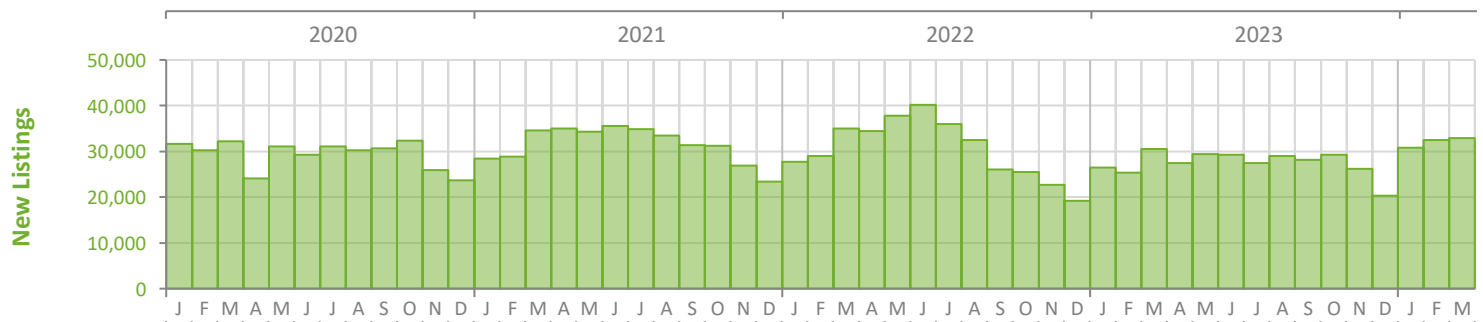


## New Listings

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	96,284	16.9%
<b>March 2024</b>	<b>32,900</b>	<b>7.7%</b>
February 2024	32,557	28.3%
January 2024	30,827	16.7%
December 2023	20,296	5.8%
November 2023	26,201	15.3%
October 2023	29,252	14.5%
September 2023	28,198	8.0%
August 2023	28,971	-10.8%
July 2023	27,412	-23.8%
June 2023	29,220	-27.4%
May 2023	29,419	-22.2%
April 2023	27,470	-20.2%
March 2023	30,547	-12.8%

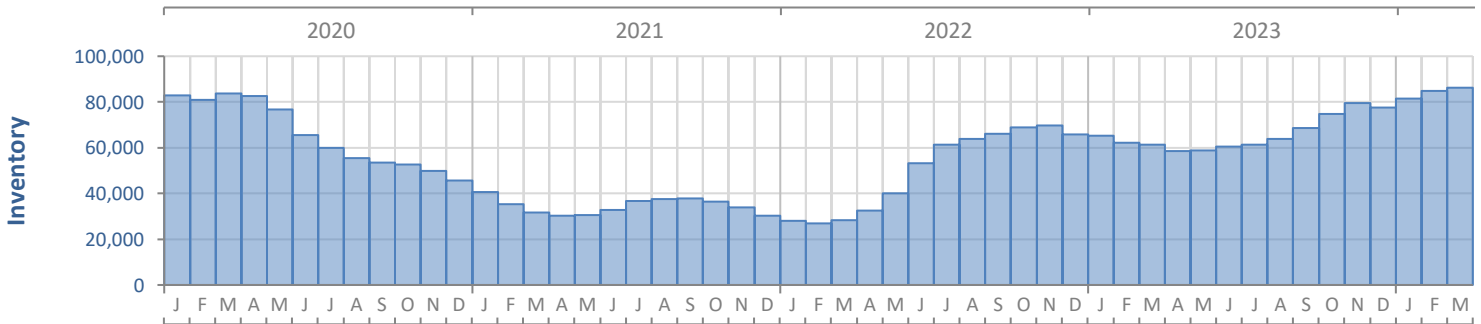


## Inventory (Active Listings)

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)	84,261	33.8%
<b>March 2024</b>	<b>86,237</b>	<b>40.5%</b>
February 2024	84,943	36.5%
January 2024	81,603	24.8%
December 2023	77,513	17.8%
November 2023	79,399	13.9%
October 2023	74,703	8.6%
September 2023	68,726	4.0%
August 2023	63,997	0.2%
July 2023	61,246	-0.3%
June 2023	60,433	13.8%
May 2023	58,702	46.7%
April 2023	58,528	80.2%
March 2023	61,376	115.8%

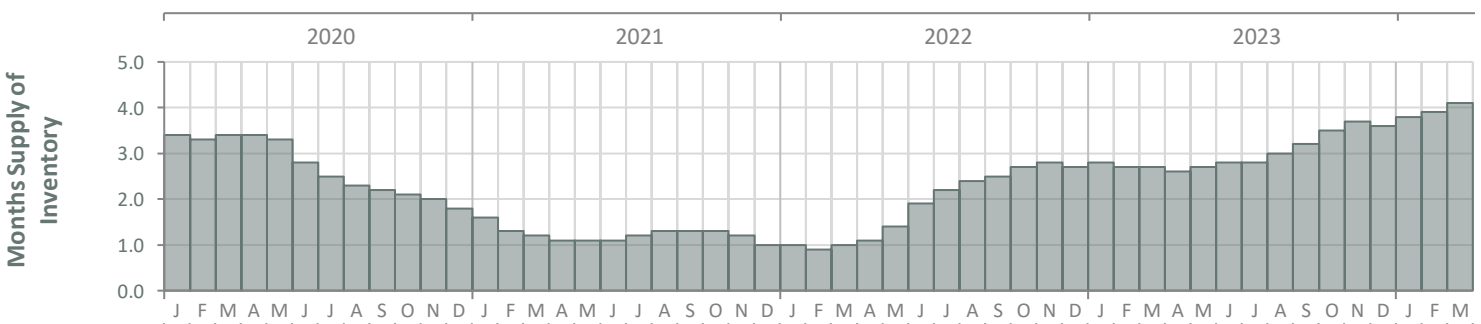


## Months Supply of Inventory

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)	3.9	44.4%
<b>March 2024</b>	<b>4.1</b>	<b>51.9%</b>
February 2024	3.9	44.4%
January 2024	3.8	35.7%
December 2023	3.6	33.3%
November 2023	3.7	32.1%
October 2023	3.5	29.6%
September 2023	3.2	28.0%
August 2023	3.0	25.0%
July 2023	2.8	27.3%
June 2023	2.8	47.4%
May 2023	2.7	92.9%
April 2023	2.6	136.4%
March 2023	2.7	170.0%

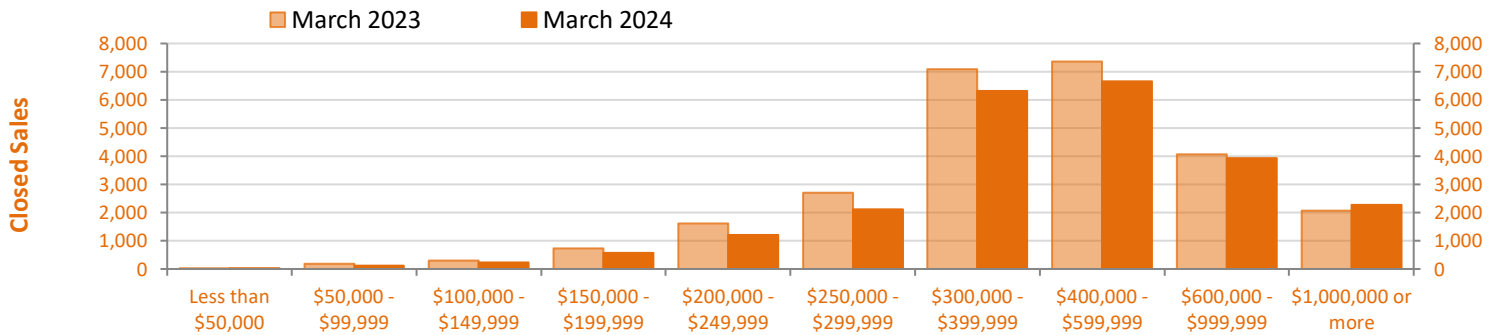


## Closed Sales by Sale Price

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	29	3.6%
\$50,000 - \$99,999	115	-41.0%
\$100,000 - \$149,999	234	-23.0%
\$150,000 - \$199,999	581	-21.3%
\$200,000 - \$249,999	1,217	-24.5%
\$250,000 - \$299,999	2,111	-21.7%
\$300,000 - \$399,999	6,312	-11.0%
\$400,000 - \$599,999	6,652	-9.7%
\$600,000 - \$999,999	3,921	-3.4%
\$1,000,000 or more	2,263	9.1%

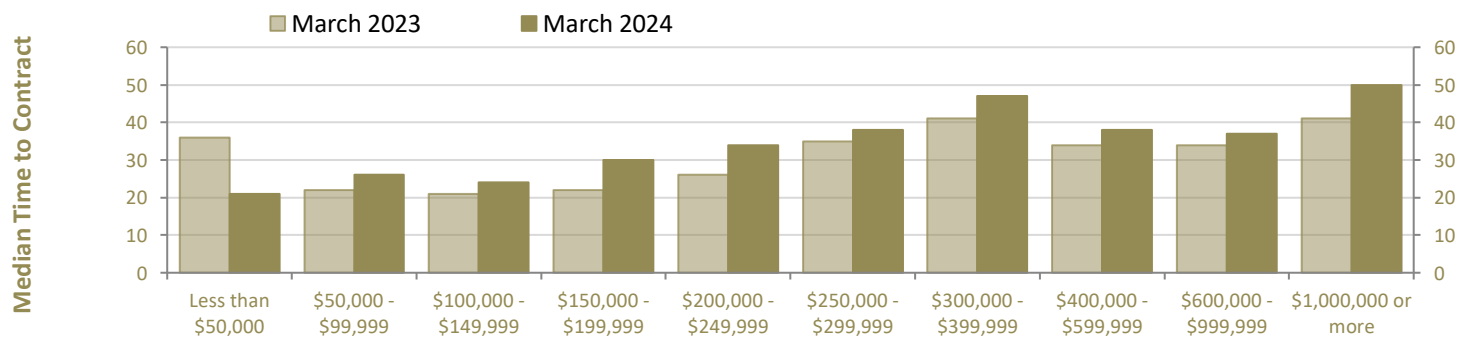


## Median Time to Contract by Sale Price

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	21 Days	-41.7%
\$50,000 - \$99,999	26 Days	18.2%
\$100,000 - \$149,999	24 Days	14.3%
\$150,000 - \$199,999	30 Days	36.4%
\$200,000 - \$249,999	34 Days	30.8%
\$250,000 - \$299,999	38 Days	8.6%
\$300,000 - \$399,999	47 Days	14.6%
\$400,000 - \$599,999	38 Days	11.8%
\$600,000 - \$999,999	37 Days	8.8%
\$1,000,000 or more	50 Days	22.0%



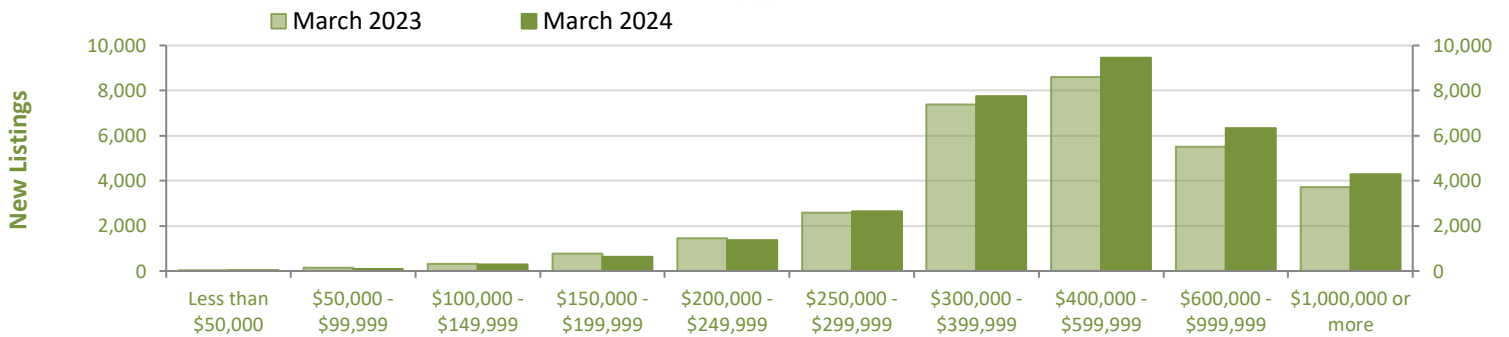


## New Listings by Initial Listing Price

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	39	-4.9%
\$50,000 - \$99,999	99	-36.9%
\$100,000 - \$149,999	282	-7.8%
\$150,000 - \$199,999	620	-19.2%
\$200,000 - \$249,999	1,372	-6.2%
\$250,000 - \$299,999	2,651	2.0%
\$300,000 - \$399,999	7,758	5.2%
\$400,000 - \$599,999	9,452	9.7%
\$600,000 - \$999,999	6,327	14.8%
\$1,000,000 or more	4,300	15.8%

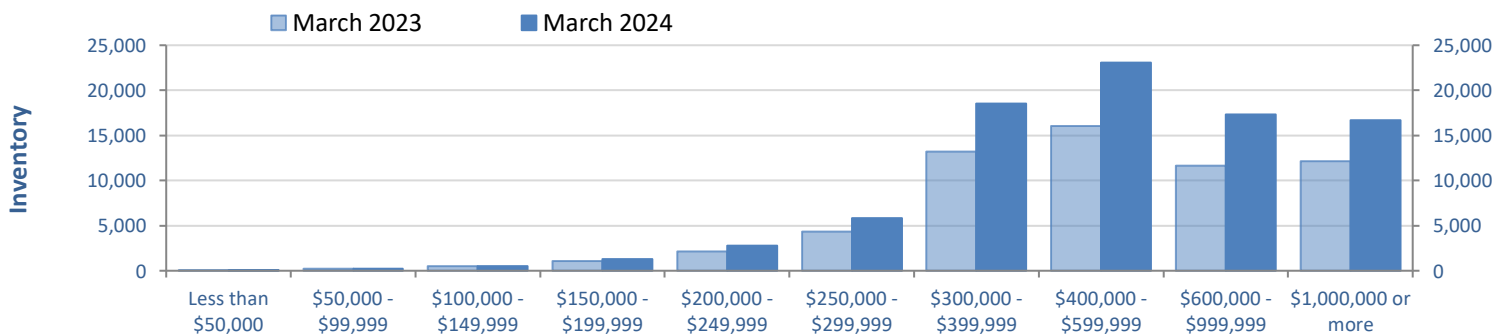


## Inventory by Current Listing Price

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	34	-20.9%
\$50,000 - \$99,999	201	-19.3%
\$100,000 - \$149,999	534	10.1%
\$150,000 - \$199,999	1,268	16.1%
\$200,000 - \$249,999	2,810	32.9%
\$250,000 - \$299,999	5,796	33.1%
\$300,000 - \$399,999	18,507	40.4%
\$400,000 - \$599,999	23,058	43.4%
\$600,000 - \$999,999	17,310	49.0%
\$1,000,000 or more	16,719	37.5%



# Monthly Distressed Market - March 2024

## Single-Family Homes

### Florida



		March 2024	March 2023	Percent Change Year-over-Year
Traditional	Closed Sales	23,249	25,992	-10.6%
	Median Sale Price	\$423,000	\$405,000	4.4%
Foreclosure/REO	Closed Sales	159	143	11.2%
	Median Sale Price	\$304,500	\$248,000	22.8%
Short Sale	Closed Sales	27	26	3.8%
	Median Sale Price	\$311,600	\$355,588	-12.4%

