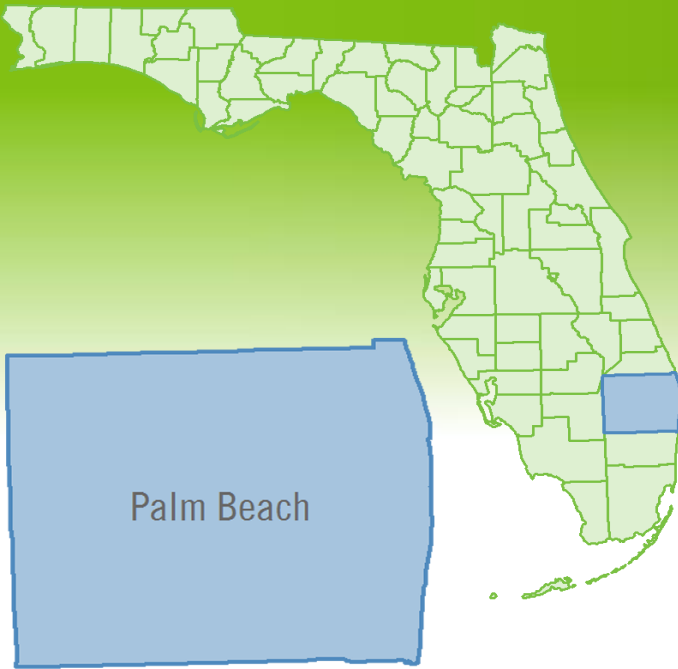


# Monthly Market Detail - October 2022

## Single-Family Homes

### Palm Beach County



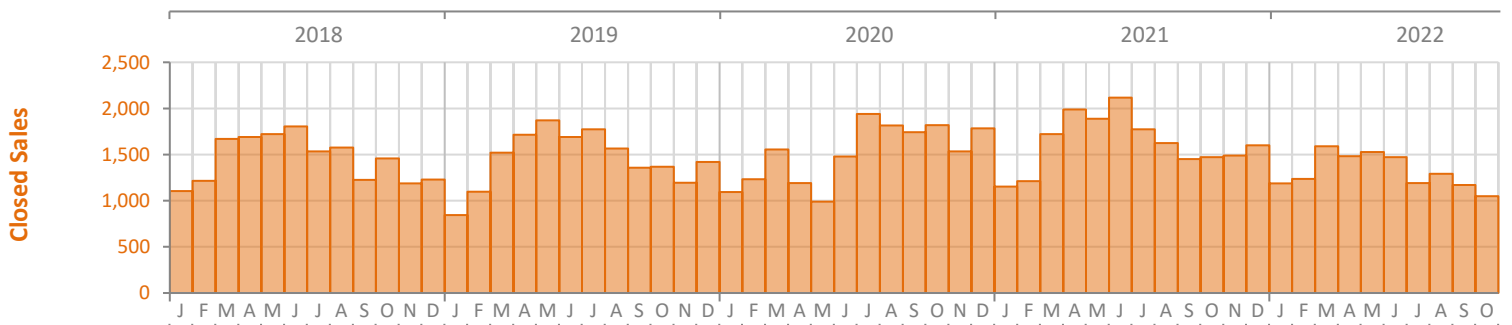
Summary Statistics	October 2022	October 2021	Percent Change Year-over-Year
Closed Sales	1,049	1,471	-28.7%
Paid in Cash	428	594	-27.9%
Median Sale Price	\$570,000	\$500,000	14.0%
Average Sale Price	\$928,051	\$804,574	15.3%
Dollar Volume	\$973.5 Million	\$1.2 Billion	-17.7%
Median Percent of Original List Price Received	95.3%	98.7%	-3.4%
Median Time to Contract	28 Days	14 Days	100.0%
Median Time to Sale	71 Days	59 Days	20.3%
New Pending Sales	979	1,712	-42.8%
New Listings	1,577	1,694	-6.9%
Pending Inventory	1,572	2,700	-41.8%
Inventory (Active Listings)	4,286	2,212	93.8%
Months Supply of Inventory	3.2	1.3	146.2%

## 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	13,199	-19.5%
<b>October 2022</b>	<b>1,049</b>	<b>-28.7%</b>
September 2022	1,170	-19.3%
August 2022	1,292	-20.4%
July 2022	1,190	-32.9%
June 2022	1,472	-30.5%
May 2022	1,527	-19.2%
April 2022	1,484	-25.4%
March 2022	1,590	-7.7%
February 2022	1,237	2.1%
January 2022	1,188	2.9%
December 2021	1,601	-10.3%
November 2021	1,491	-2.7%
October 2021	1,471	-19.1%

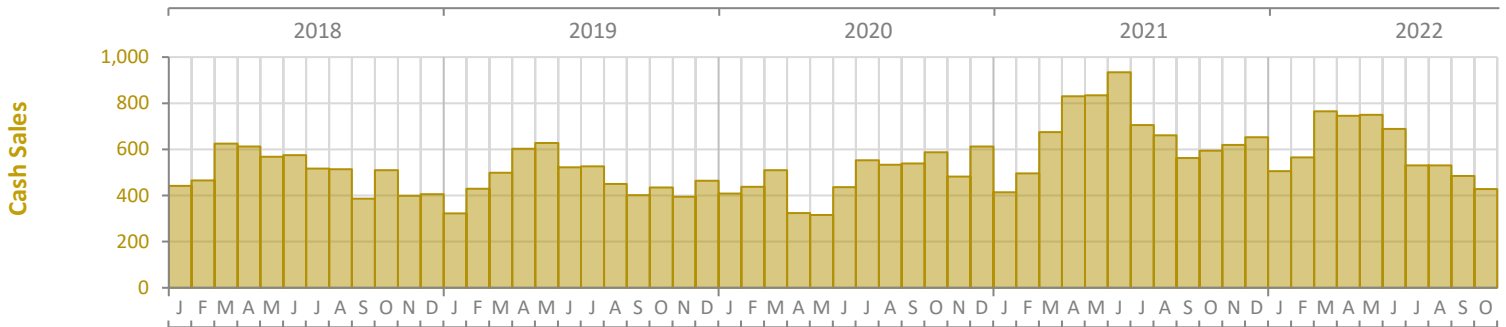


## Cash Sales

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	5,996	-10.6%
<b>October 2022</b>	<b>428</b>	<b>-27.9%</b>
September 2022	485	-13.7%
August 2022	531	-19.7%
July 2022	531	-24.8%
June 2022	689	-26.2%
May 2022	750	-10.2%
April 2022	746	-10.1%
March 2022	765	13.3%
February 2022	565	13.9%
January 2022	506	22.2%
December 2021	652	6.4%
November 2021	619	28.4%
October 2021	594	1.2%

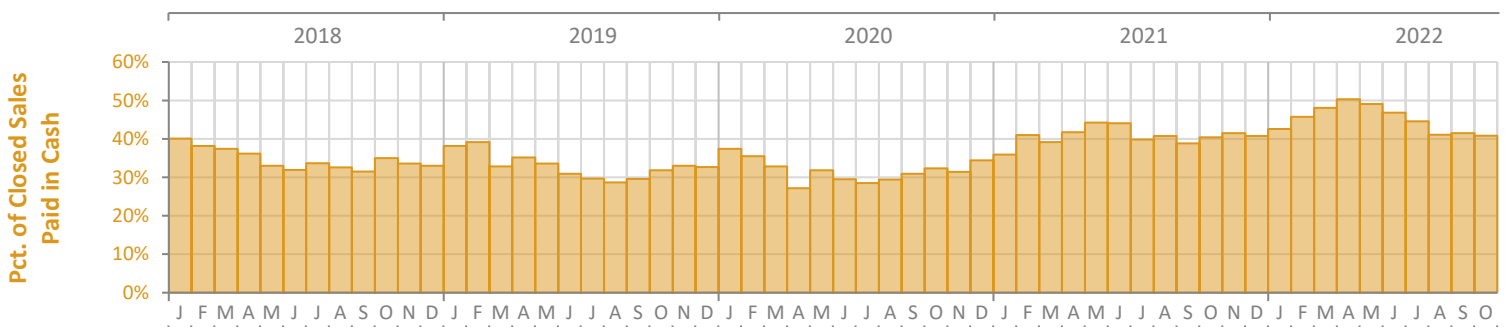


## Cash Sales as a Percentage of Closed Sales

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	45.4%	11.0%
<b>October 2022</b>	<b>40.8%</b>	<b>1.0%</b>
September 2022	41.5%	7.0%
August 2022	41.1%	1.0%
July 2022	44.6%	12.1%
June 2022	46.8%	6.1%
May 2022	49.1%	11.1%
April 2022	50.3%	20.6%
March 2022	48.1%	22.7%
February 2022	45.7%	11.5%
January 2022	42.6%	18.7%
December 2021	40.7%	18.3%
November 2021	41.5%	32.2%
October 2021	40.4%	25.1%



# Monthly Market Detail - October 2022

## Single-Family Homes

### Palm Beach County

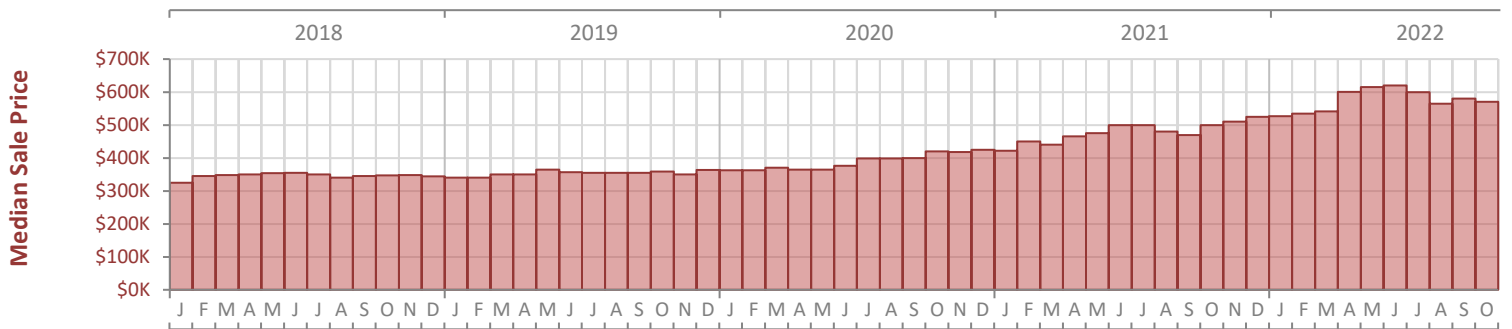


## Median Sale Price

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	\$575,000	23.7%
<b>October 2022</b>	<b>\$570,000</b>	<b>14.0%</b>
September 2022	\$580,000	23.4%
August 2022	\$565,000	17.7%
July 2022	\$600,000	20.0%
June 2022	\$620,000	24.0%
May 2022	\$615,000	29.5%
April 2022	\$601,000	29.0%
March 2022	\$541,000	23.0%
February 2022	\$535,000	18.9%
January 2022	\$526,500	24.8%
December 2021	\$525,000	23.5%
November 2021	\$510,000	22.0%
October 2021	\$500,000	19.0%

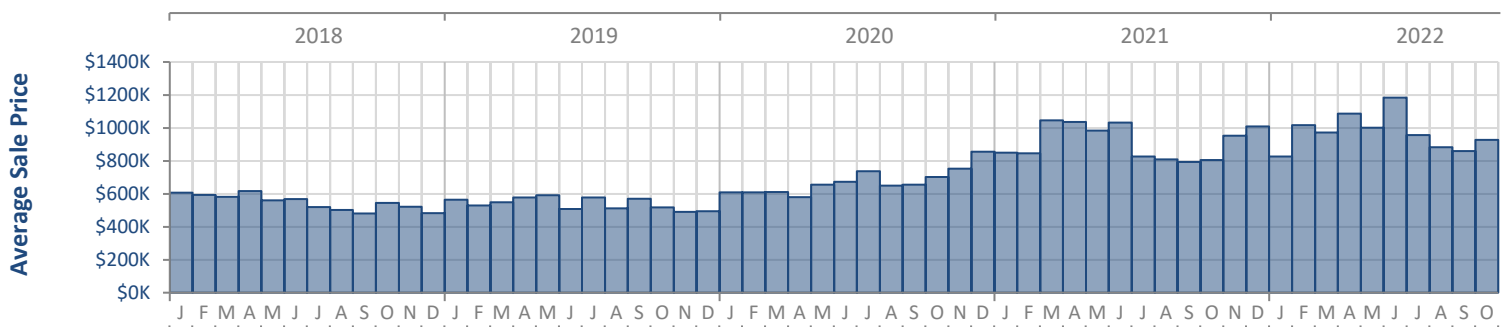


## Average Sale Price

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	\$979,154	6.9%
<b>October 2022</b>	<b>\$928,051</b>	<b>15.3%</b>
September 2022	\$860,306	8.3%
August 2022	\$882,972	9.2%
July 2022	\$957,308	15.8%
June 2022	\$1,182,748	14.6%
May 2022	\$1,000,866	1.7%
April 2022	\$1,085,785	4.9%
March 2022	\$971,124	-7.1%
February 2022	\$1,016,787	20.2%
January 2022	\$826,002	-2.7%
December 2021	\$1,007,981	17.8%
November 2021	\$953,440	26.6%
October 2021	\$804,574	14.7%



# Monthly Market Detail - October 2022

## Single-Family Homes

### Palm Beach County

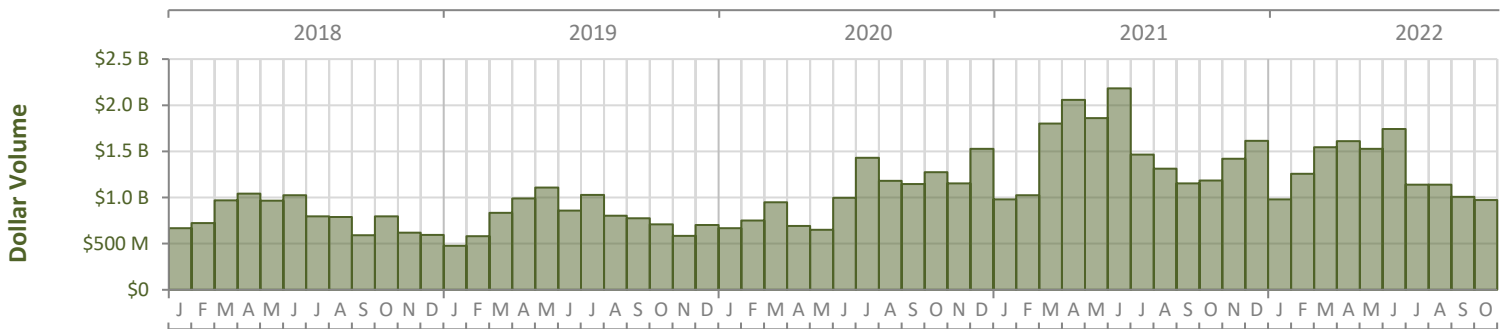


## Dollar Volume

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	\$12.9 Billion	-14.0%
<b>October 2022</b>	<b>\$973.5 Million</b>	<b>-17.7%</b>
September 2022	\$1.0 Billion	-12.6%
August 2022	\$1.1 Billion	-13.1%
July 2022	\$1.1 Billion	-22.3%
June 2022	\$1.7 Billion	-20.3%
May 2022	\$1.5 Billion	-17.8%
April 2022	\$1.6 Billion	-21.8%
March 2022	\$1.5 Billion	-14.3%
February 2022	\$1.3 Billion	22.8%
January 2022	\$981.3 Million	0.1%
December 2021	\$1.6 Billion	5.7%
November 2021	\$1.4 Billion	23.1%
October 2021	\$1.2 Billion	-7.2%

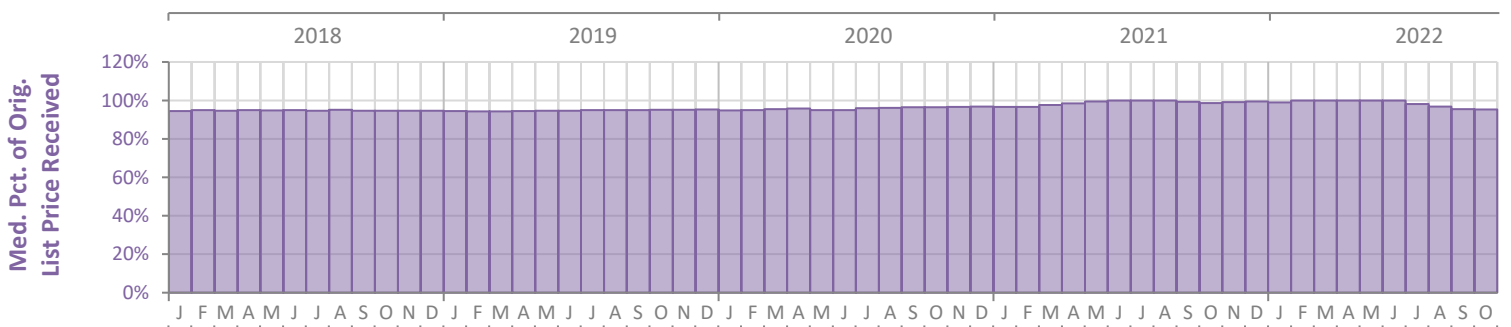


## Median Percent of Original List Price Received

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	99.2%	0.6%
<b>October 2022</b>	<b>95.3%</b>	<b>-3.4%</b>
September 2022	95.4%	-3.9%
August 2022	96.8%	-3.2%
July 2022	98.2%	-1.8%
June 2022	100.0%	0.0%
May 2022	100.0%	0.5%
April 2022	100.0%	1.5%
March 2022	100.0%	2.5%
February 2022	100.0%	3.5%
January 2022	99.0%	2.4%
December 2021	99.4%	2.7%
November 2021	99.2%	2.6%
October 2021	98.7%	2.3%

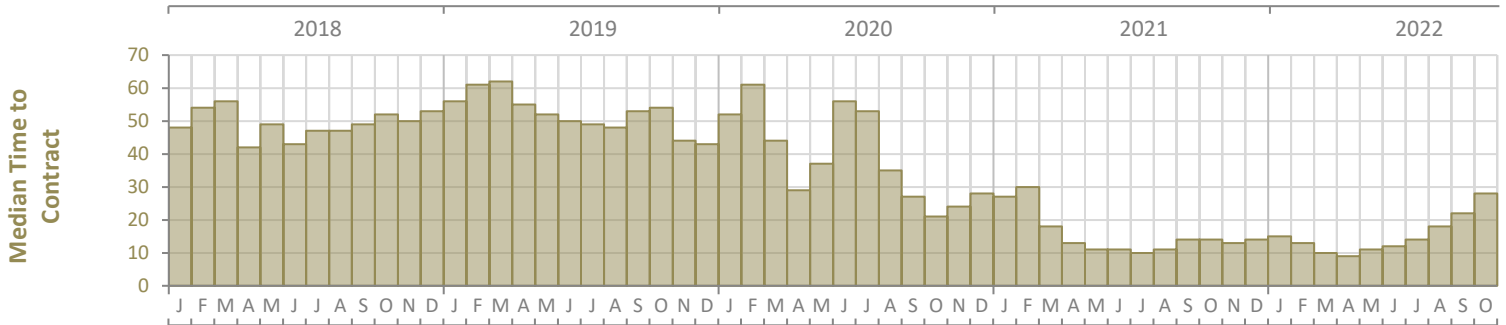


## Median Time to Contract

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	14 Days	-6.7%
<b>October 2022</b>	<b>28 Days</b>	<b>100.0%</b>
September 2022	22 Days	57.1%
August 2022	18 Days	63.6%
July 2022	14 Days	40.0%
June 2022	12 Days	9.1%
May 2022	11 Days	0.0%
April 2022	9 Days	-30.8%
March 2022	10 Days	-44.4%
February 2022	13 Days	-56.7%
January 2022	15 Days	-44.4%
December 2021	14 Days	-50.0%
November 2021	13 Days	-45.8%
October 2021	14 Days	-33.3%

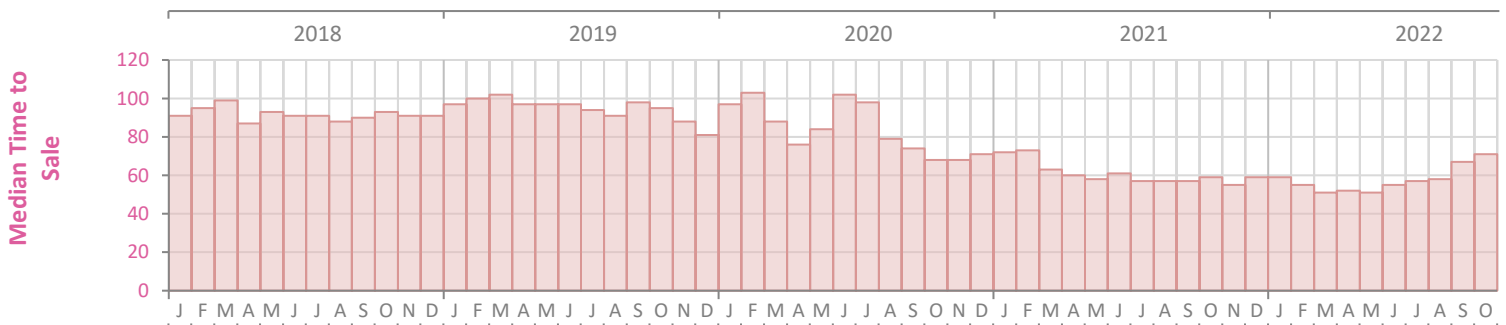


## Median Time to Sale

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	58 Days	-6.5%
<b>October 2022</b>	<b>71 Days</b>	<b>20.3%</b>
September 2022	67 Days	17.5%
August 2022	58 Days	1.8%
July 2022	57 Days	0.0%
June 2022	55 Days	-9.8%
May 2022	51 Days	-12.1%
April 2022	52 Days	-13.3%
March 2022	51 Days	-19.0%
February 2022	55 Days	-24.7%
January 2022	59 Days	-18.1%
December 2021	59 Days	-16.9%
November 2021	55 Days	-19.1%
October 2021	59 Days	-13.2%

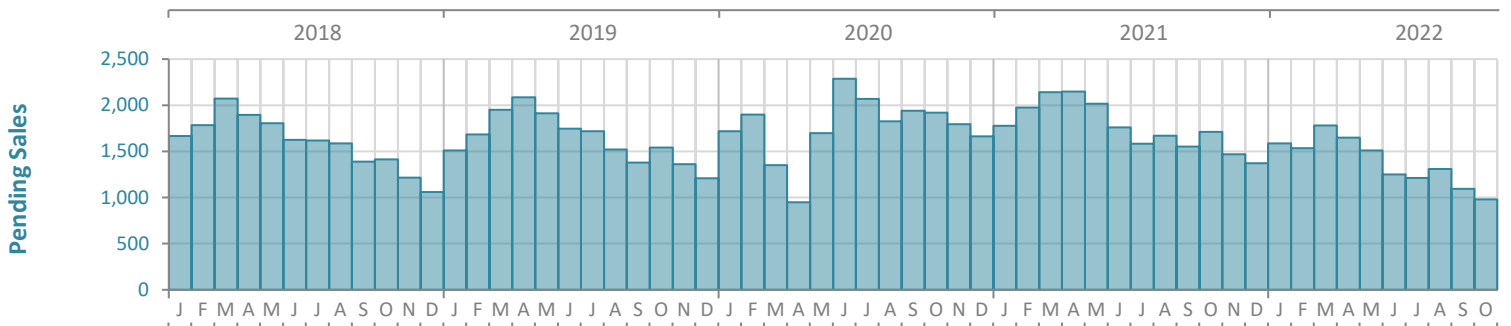


## New Pending Sales

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	13,905	-24.2%
<b>October 2022</b>	<b>979</b>	<b>-42.8%</b>
September 2022	1,093	-29.6%
August 2022	1,310	-21.6%
July 2022	1,213	-23.4%
June 2022	1,251	-28.9%
May 2022	1,509	-25.1%
April 2022	1,648	-23.3%
March 2022	1,780	-16.9%
February 2022	1,534	-22.3%
January 2022	1,588	-10.6%
December 2021	1,370	-17.6%
November 2021	1,467	-18.2%
October 2021	1,712	-10.8%

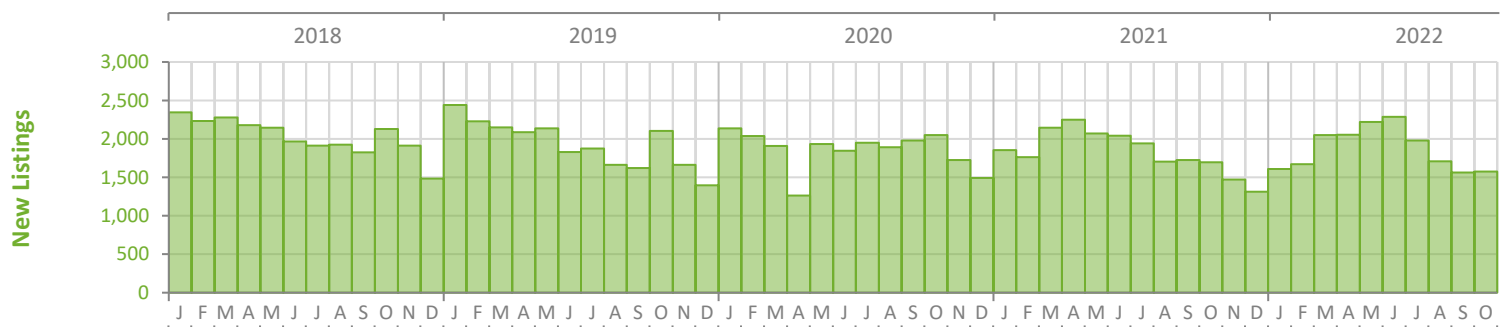


## New Listings

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	18,717	-2.4%
<b>October 2022</b>	<b>1,577</b>	<b>-6.9%</b>
September 2022	1,562	-9.5%
August 2022	1,709	0.2%
July 2022	1,980	2.1%
June 2022	2,286	11.9%
May 2022	2,222	7.4%
April 2022	2,052	-8.7%
March 2022	2,049	-4.4%
February 2022	1,671	-5.2%
January 2022	1,609	-13.2%
December 2021	1,311	-12.1%
November 2021	1,471	-14.7%
October 2021	1,694	-17.3%



# Monthly Market Detail - October 2022

## Single-Family Homes

### Palm Beach County

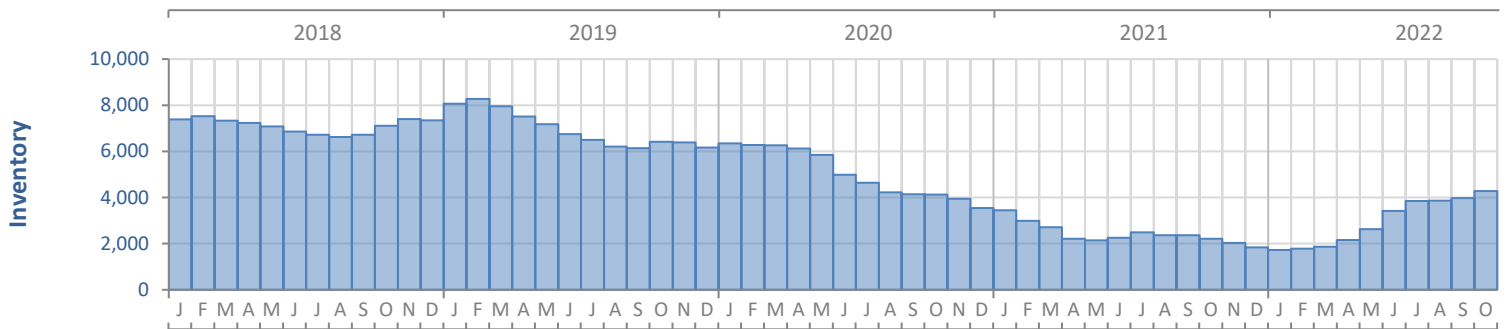


## Inventory (Active Listings)

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)	2,956	17.3%
<b>October 2022</b>	<b>4,286</b>	<b>93.8%</b>
September 2022	3,977	67.8%
August 2022	3,865	63.1%
July 2022	3,854	54.6%
June 2022	3,421	51.4%
May 2022	2,631	23.1%
April 2022	2,155	-2.5%
March 2022	1,869	-31.2%
February 2022	1,777	-40.5%
January 2022	1,727	-49.9%
December 2021	1,832	-48.4%
November 2021	2,027	-48.6%
October 2021	2,212	-46.5%

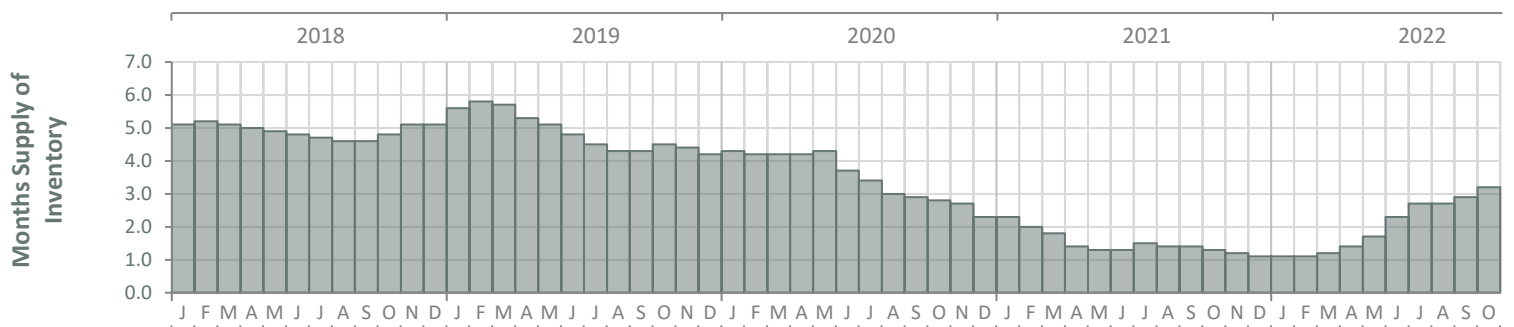


## Months Supply of Inventory

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)	2.0	25.0%
<b>October 2022</b>	<b>3.2</b>	<b>146.2%</b>
September 2022	2.9	107.1%
August 2022	2.7	92.9%
July 2022	2.7	80.0%
June 2022	2.3	76.9%
May 2022	1.7	30.8%
April 2022	1.4	0.0%
March 2022	1.2	-33.3%
February 2022	1.1	-45.0%
January 2022	1.1	-52.2%
December 2021	1.1	-52.2%
November 2021	1.2	-55.6%
October 2021	1.3	-53.6%

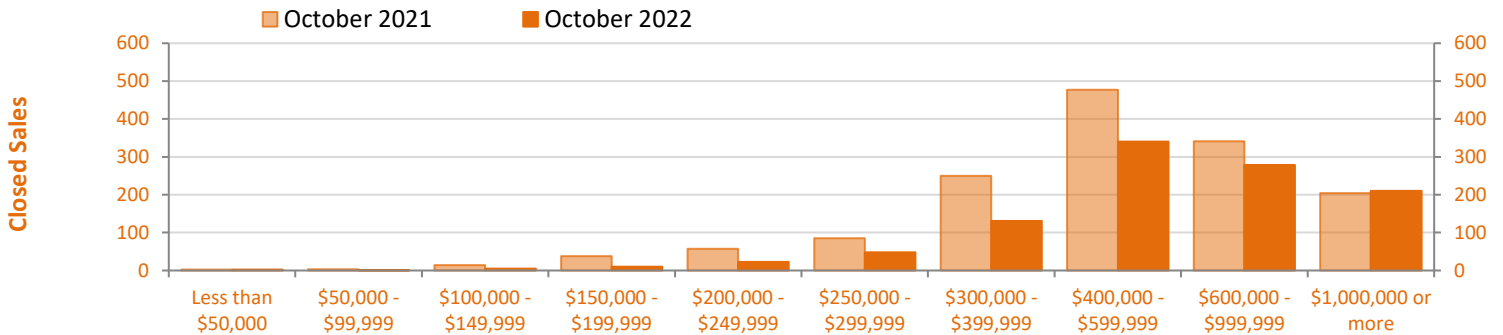


## Closed Sales by Sale Price

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	0.0%
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	5	-64.3%
\$150,000 - \$199,999	10	-73.7%
\$200,000 - \$249,999	23	-59.6%
\$250,000 - \$299,999	48	-43.5%
\$300,000 - \$399,999	131	-47.6%
\$400,000 - \$599,999	340	-28.7%
\$600,000 - \$999,999	279	-18.2%
\$1,000,000 or more	210	2.9%

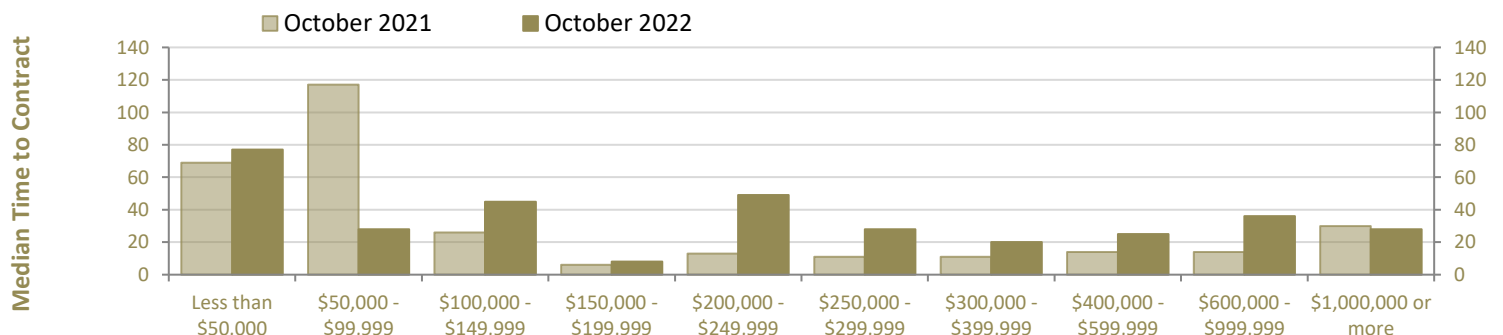


## Median Time to Contract by Sale Price

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	77 Days	11.6%
\$50,000 - \$99,999	28 Days	-76.1%
\$100,000 - \$149,999	45 Days	73.1%
\$150,000 - \$199,999	8 Days	33.3%
\$200,000 - \$249,999	49 Days	276.9%
\$250,000 - \$299,999	28 Days	154.5%
\$300,000 - \$399,999	20 Days	81.8%
\$400,000 - \$599,999	25 Days	78.6%
\$600,000 - \$999,999	36 Days	157.1%
\$1,000,000 or more	28 Days	-6.7%



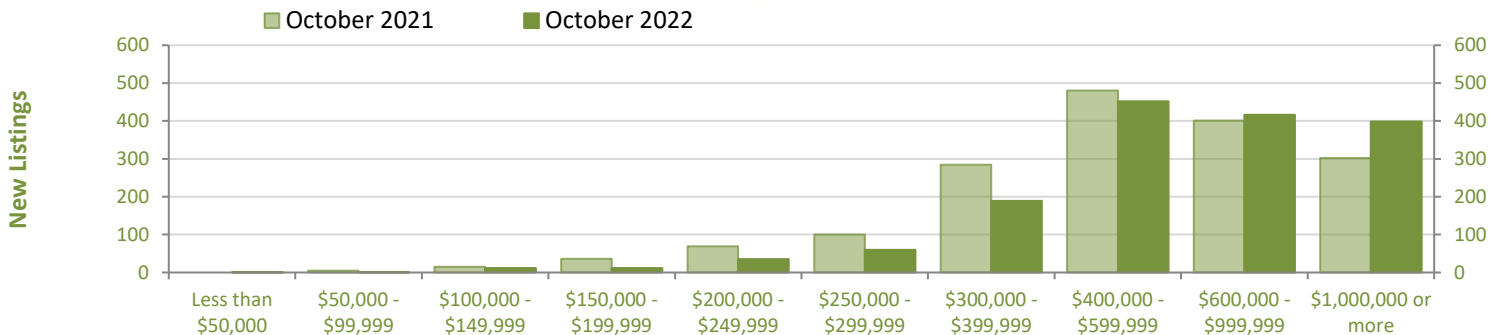


## New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	1	-80.0%
\$100,000 - \$149,999	12	-20.0%
\$150,000 - \$199,999	12	-66.7%
\$200,000 - \$249,999	35	-49.3%
\$250,000 - \$299,999	60	-40.0%
\$300,000 - \$399,999	189	-33.7%
\$400,000 - \$599,999	452	-6.0%
\$600,000 - \$999,999	416	3.7%
\$1,000,000 or more	399	32.1%

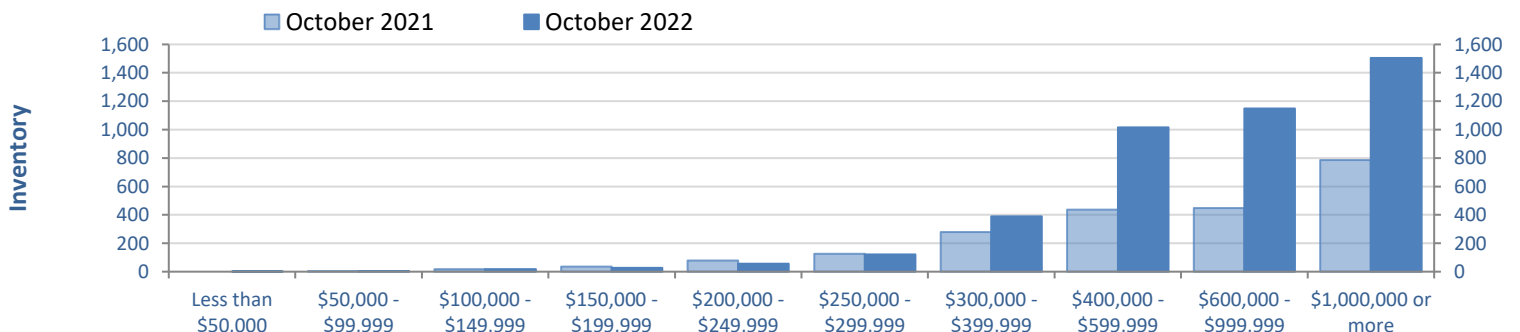


## Inventory by Current Listing Price

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.

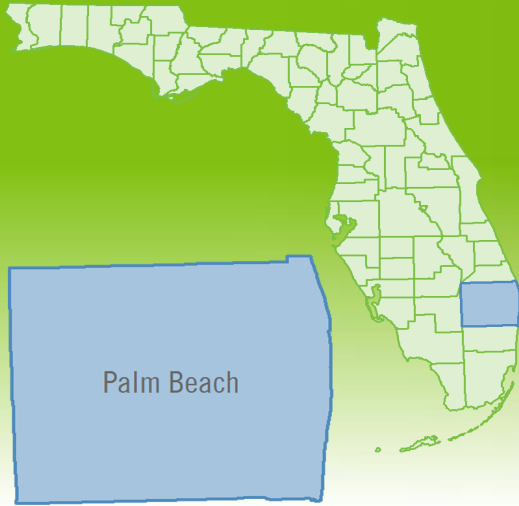
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	4	-20.0%
\$100,000 - \$149,999	18	5.9%
\$150,000 - \$199,999	26	-27.8%
\$200,000 - \$249,999	57	-26.9%
\$250,000 - \$299,999	121	-4.0%
\$300,000 - \$399,999	390	39.3%
\$400,000 - \$599,999	1,016	132.5%
\$600,000 - \$999,999	1,149	156.5%
\$1,000,000 or more	1,504	91.6%



# Monthly Distressed Market - October 2022

## Single-Family Homes

### Palm Beach County



		October 2022	October 2021	Percent Change Year-over-Year
Traditional	Closed Sales	1,041	1,461	-28.7%
	Median Sale Price	\$571,650	\$500,000	14.3%
Foreclosure/REO	Closed Sales	5	7	-28.6%
	Median Sale Price	\$366,500	\$450,000	-18.6%
Short Sale	Closed Sales	3	3	0.0%
	Median Sale Price	\$520,000	\$205,800	152.7%

