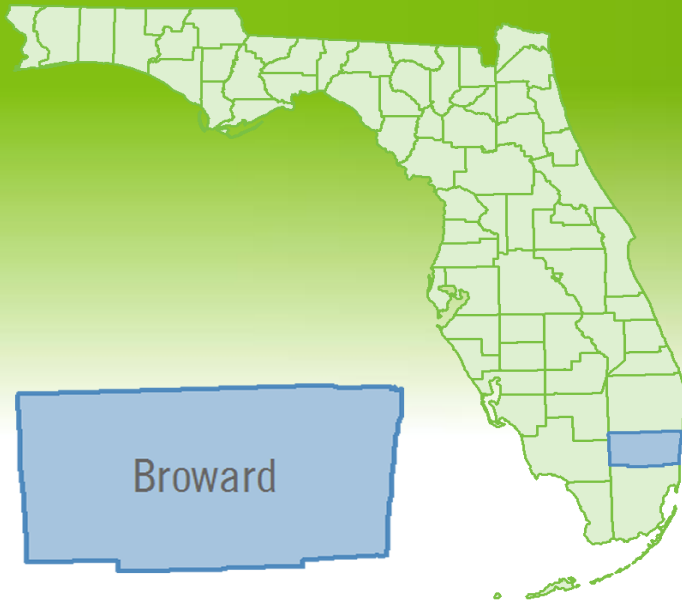


# Quarterly Market Detail - Q1 2023

## Single-Family Homes

### Broward County



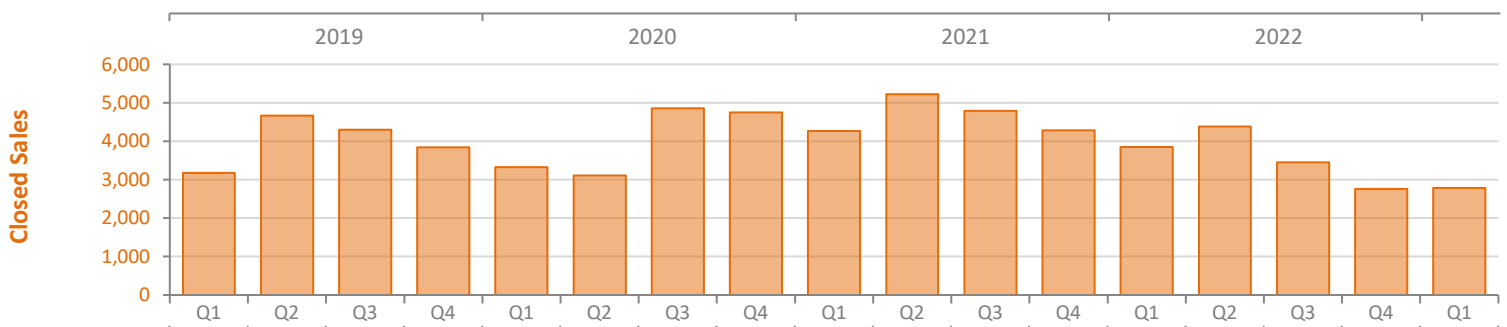
Summary Statistics	Q1 2023	Q1 2022	Percent Change Year-over-Year
Closed Sales	2,781	3,852	-27.8%
Paid in Cash	706	1,108	-36.3%
Median Sale Price	\$555,000	\$520,000	6.7%
Average Sale Price	\$754,454	\$766,814	-1.6%
Dollar Volume	\$2.1 Billion	\$3.0 Billion	-29.0%
Median Percent of Original List Price Received	95.4%	100.0%	-4.6%
Median Time to Contract	42 Days	14 Days	200.0%
Median Time to Sale	79 Days	56 Days	41.1%
New Pending Sales	3,801	4,846	-21.6%
New Listings	3,996	4,993	-20.0%
Pending Inventory	1,898	2,535	-25.1%
Inventory (Active Listings)	2,988	1,608	85.8%
Months Supply of Inventory	2.7	1.1	145.5%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	2,781	-27.8%
<b>Q1 2023</b>	<b>2,781</b>	<b>-27.8%</b>
Q4 2022	2,758	-35.6%
Q3 2022	3,448	-28.1%
Q2 2022	4,380	-16.1%
Q1 2022	3,852	-9.7%
Q4 2021	4,285	-9.8%
Q3 2021	4,794	-1.2%
Q2 2021	5,219	67.7%
Q1 2021	4,267	28.4%
Q4 2020	4,748	23.7%
Q3 2020	4,853	12.9%
Q2 2020	3,112	-33.3%
Q1 2020	3,322	4.6%

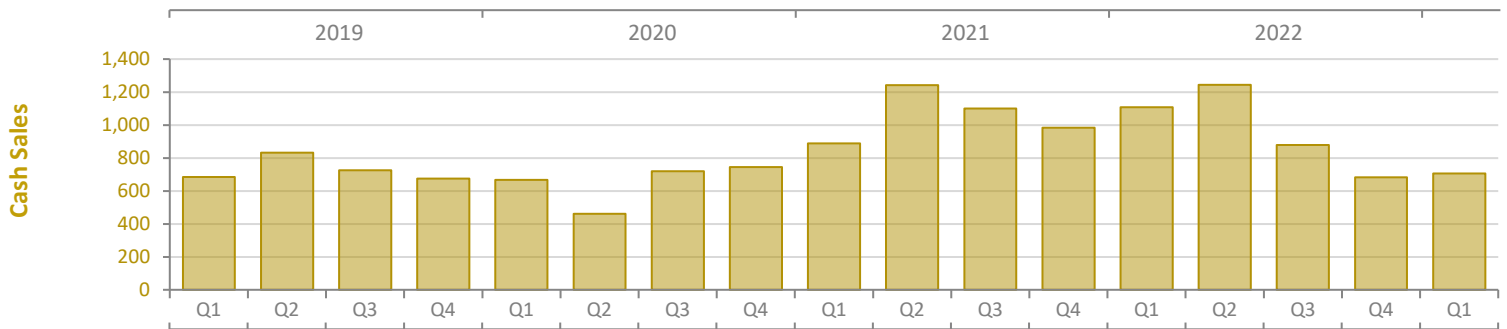


## Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	706	-36.3%
<b>Q1 2023</b>	<b>706</b>	<b>-36.3%</b>
Q4 2022	682	-30.6%
Q3 2022	878	-20.2%
Q2 2022	1,244	0.2%
Q1 2022	1,108	24.8%
Q4 2021	983	31.9%
Q3 2021	1,100	53.0%
Q2 2021	1,242	168.8%
Q1 2021	888	33.1%
Q4 2020	745	10.4%
Q3 2020	719	-1.0%
Q2 2020	462	-44.5%
Q1 2020	667	-2.5%

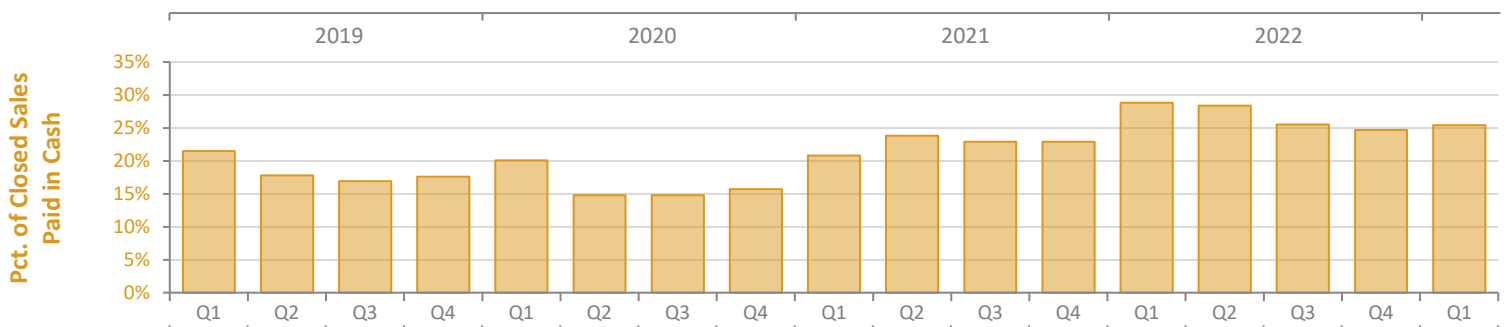


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	25.4%	-11.8%
<b>Q1 2023</b>	<b>25.4%</b>	<b>-11.8%</b>
Q4 2022	24.7%	7.9%
Q3 2022	25.5%	11.4%
Q2 2022	28.4%	19.3%
Q1 2022	28.8%	38.5%
Q4 2021	22.9%	45.9%
Q3 2021	22.9%	54.7%
Q2 2021	23.8%	60.8%
Q1 2021	20.8%	3.5%
Q4 2020	15.7%	-10.8%
Q3 2020	14.8%	-12.4%
Q2 2020	14.8%	-16.9%
Q1 2020	20.1%	-6.5%

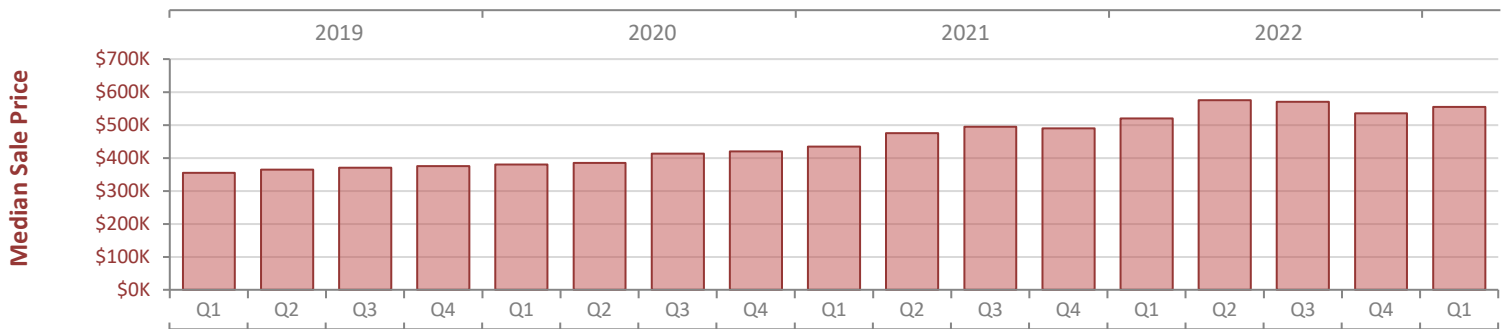


## Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$555,000	6.7%
<b>Q1 2023</b>	<b>\$555,000</b>	<b>6.7%</b>
Q4 2022	\$535,500	9.3%
Q3 2022	\$570,000	15.2%
Q2 2022	\$575,500	21.2%
Q1 2022	\$520,000	19.5%
Q4 2021	\$490,000	16.7%
Q3 2021	\$495,000	19.7%
Q2 2021	\$475,000	23.4%
Q1 2021	\$435,000	14.5%
Q4 2020	\$420,000	12.0%
Q3 2020	\$413,500	11.8%
Q2 2020	\$385,000	5.5%
Q1 2020	\$380,000	7.0%

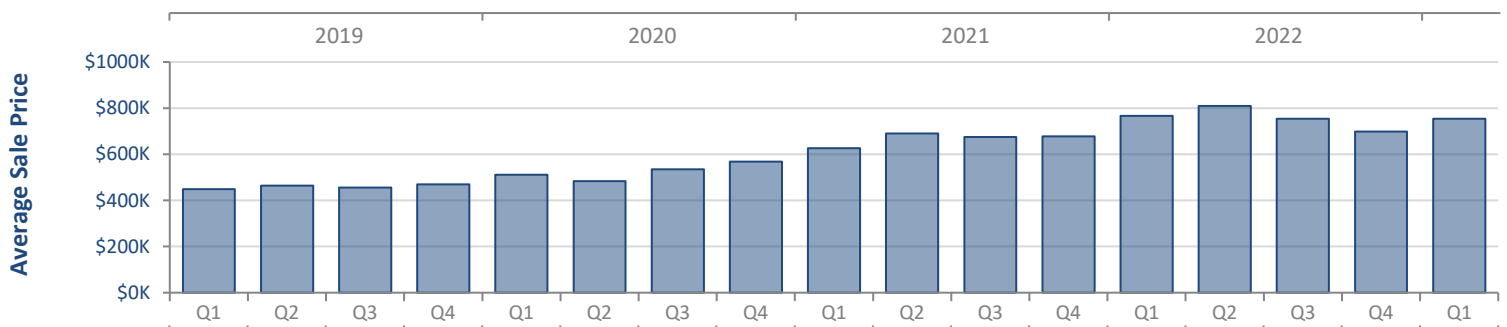


## Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$754,454	-1.6%
<b>Q1 2023</b>	<b>\$754,454</b>	<b>-1.6%</b>
Q4 2022	\$698,401	3.1%
Q3 2022	\$754,503	11.9%
Q2 2022	\$809,543	17.2%
Q1 2022	\$766,814	22.5%
Q4 2021	\$677,511	19.2%
Q3 2021	\$674,218	25.9%
Q2 2021	\$690,694	42.9%
Q1 2021	\$626,025	22.3%
Q4 2020	\$568,366	21.0%
Q3 2020	\$535,444	17.5%
Q2 2020	\$483,377	4.1%
Q1 2020	\$511,688	14.0%



# Quarterly Market Detail - Q1 2023

## Single-Family Homes

### Broward County

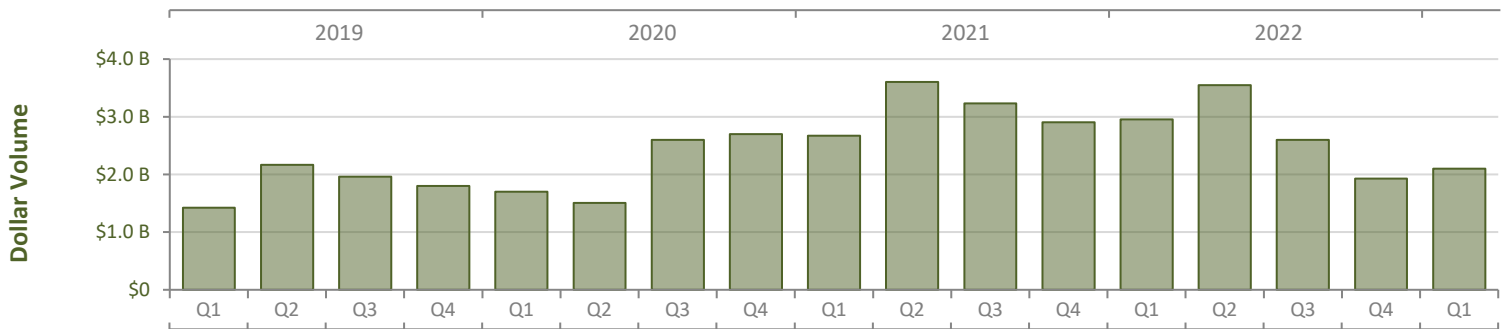


## Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

**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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$2.1 Billion	-29.0%
<b>Q1 2023</b>	<b>\$2.1 Billion</b>	<b>-29.0%</b>
Q4 2022	\$1.9 Billion	-33.7%
Q3 2022	\$2.6 Billion	-19.5%
Q2 2022	\$3.5 Billion	-1.6%
Q1 2022	\$3.0 Billion	10.6%
Q4 2021	\$2.9 Billion	7.6%
Q3 2021	\$3.2 Billion	24.4%
Q2 2021	\$3.6 Billion	139.6%
Q1 2021	\$2.7 Billion	57.1%
Q4 2020	\$2.7 Billion	49.7%
Q3 2020	\$2.6 Billion	32.6%
Q2 2020	\$1.5 Billion	-30.5%
Q1 2020	\$1.7 Billion	19.3%

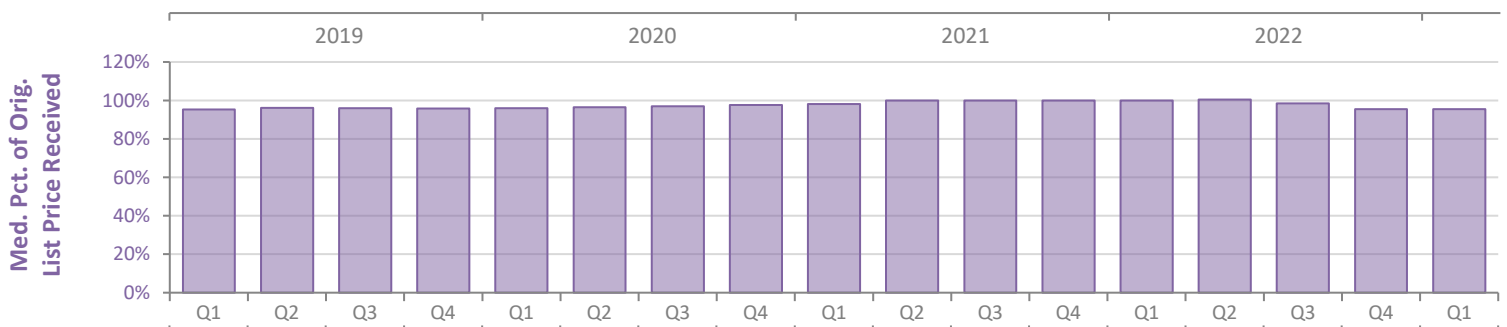


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the quarter

**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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	95.4%	-4.6%
<b>Q1 2023</b>	<b>95.4%</b>	<b>-4.6%</b>
Q4 2022	95.5%	-4.5%
Q3 2022	98.5%	-1.5%
Q2 2022	100.5%	0.5%
Q1 2022	100.0%	1.8%
Q4 2021	100.0%	2.4%
Q3 2021	100.0%	3.1%
Q2 2021	100.0%	3.6%
Q1 2021	98.2%	2.3%
Q4 2020	97.7%	2.0%
Q3 2020	97.0%	1.0%
Q2 2020	96.5%	0.4%
Q1 2020	96.0%	0.7%

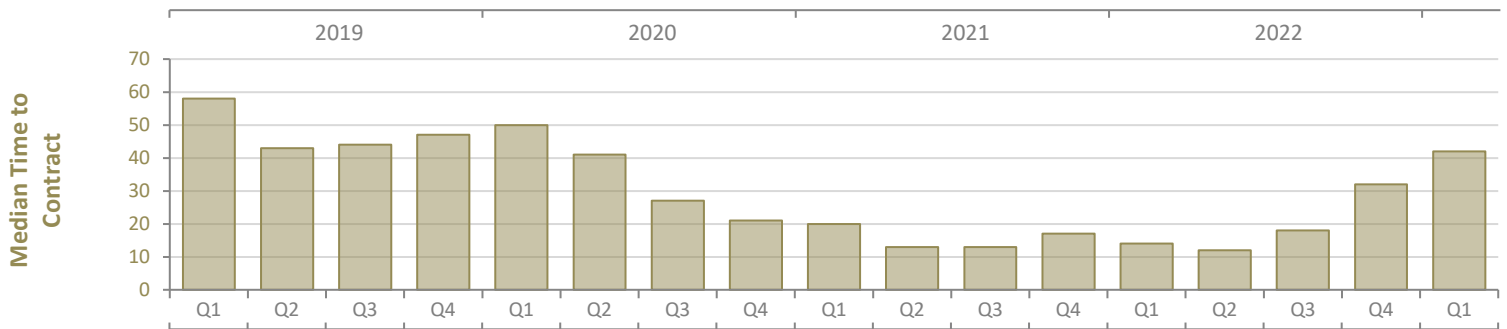


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	42 Days	200.0%
<b>Q1 2023</b>	<b>42 Days</b>	<b>200.0%</b>
Q4 2022	32 Days	88.2%
Q3 2022	18 Days	38.5%
Q2 2022	12 Days	-7.7%
Q1 2022	14 Days	-30.0%
Q4 2021	17 Days	-19.0%
Q3 2021	13 Days	-51.9%
Q2 2021	13 Days	-68.3%
Q1 2021	20 Days	-60.0%
Q4 2020	21 Days	-55.3%
Q3 2020	27 Days	-38.6%
Q2 2020	41 Days	-4.7%
Q1 2020	50 Days	-13.8%

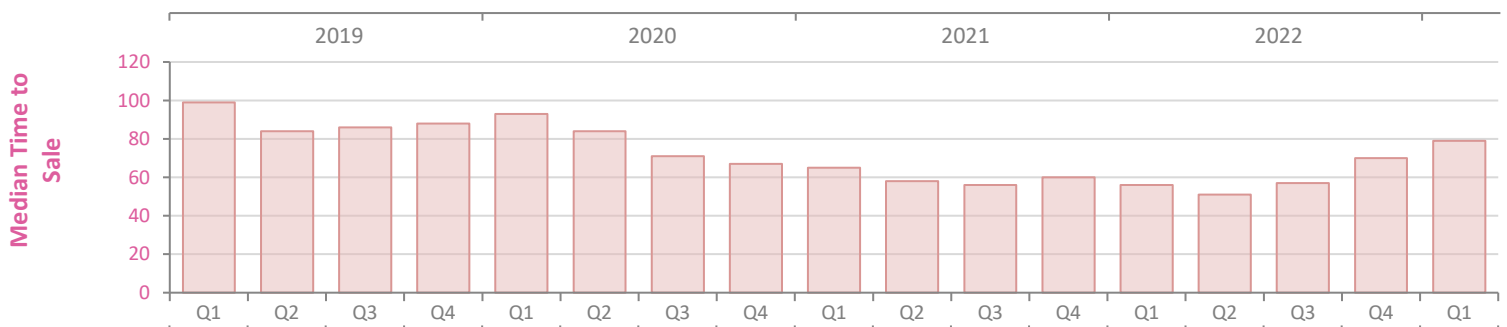


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

**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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	79 Days	41.1%
<b>Q1 2023</b>	<b>79 Days</b>	<b>41.1%</b>
Q4 2022	70 Days	16.7%
Q3 2022	57 Days	1.8%
Q2 2022	51 Days	-12.1%
Q1 2022	56 Days	-13.8%
Q4 2021	60 Days	-10.4%
Q3 2021	56 Days	-21.1%
Q2 2021	58 Days	-31.0%
Q1 2021	65 Days	-30.1%
Q4 2020	67 Days	-23.9%
Q3 2020	71 Days	-17.4%
Q2 2020	84 Days	0.0%
Q1 2020	93 Days	-6.1%

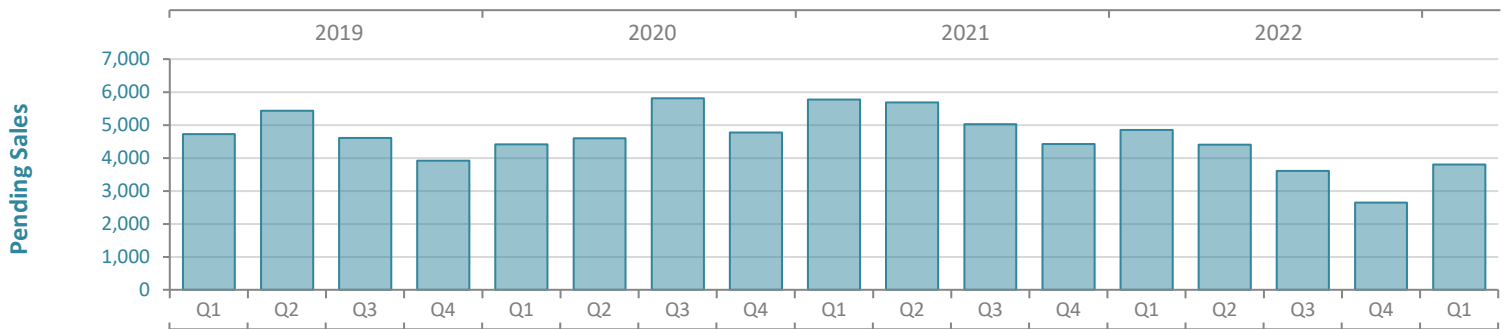


## New Pending Sales

The number of listed properties that went under contract during the quarter

**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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	3,801	-21.6%
<b>Q1 2023</b>	<b>3,801</b>	<b>-21.6%</b>
Q4 2022	2,642	-40.3%
Q3 2022	3,607	-28.2%
Q2 2022	4,401	-22.6%
Q1 2022	4,846	-16.0%
Q4 2021	4,423	-7.4%
Q3 2021	5,022	-13.5%
Q2 2021	5,683	23.7%
Q1 2021	5,768	30.8%
Q4 2020	4,777	22.0%
Q3 2020	5,807	25.9%
Q2 2020	4,595	-15.4%
Q1 2020	4,411	-6.7%

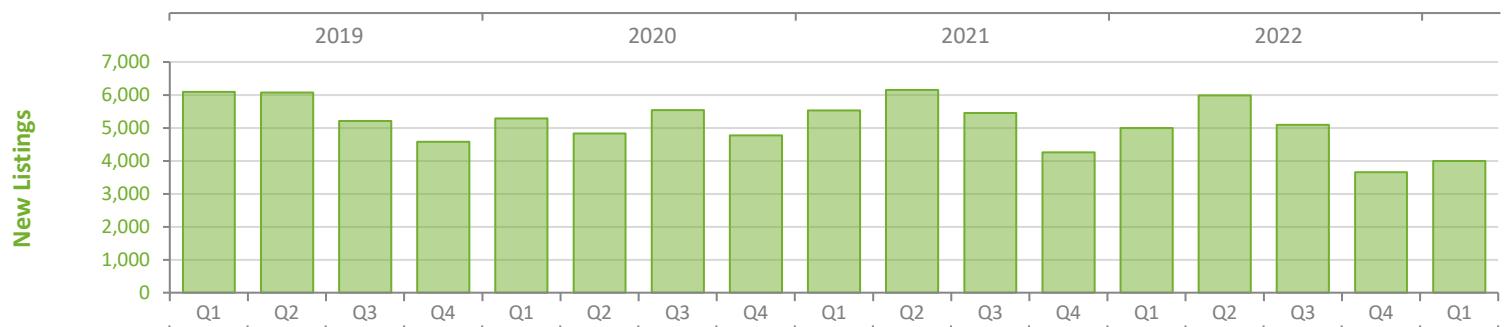


## New Listings

The number of properties put onto the market during the quarter

**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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	3,996	-20.0%
<b>Q1 2023</b>	<b>3,996</b>	<b>-20.0%</b>
Q4 2022	3,660	-14.0%
Q3 2022	5,093	-6.7%
Q2 2022	5,988	-2.7%
Q1 2022	4,993	-9.7%
Q4 2021	4,256	-10.8%
Q3 2021	5,456	-1.6%
Q2 2021	6,156	27.4%
Q1 2021	5,528	4.6%
Q4 2020	4,772	4.2%
Q3 2020	5,544	6.3%
Q2 2020	4,832	-20.4%
Q1 2020	5,284	-13.2%



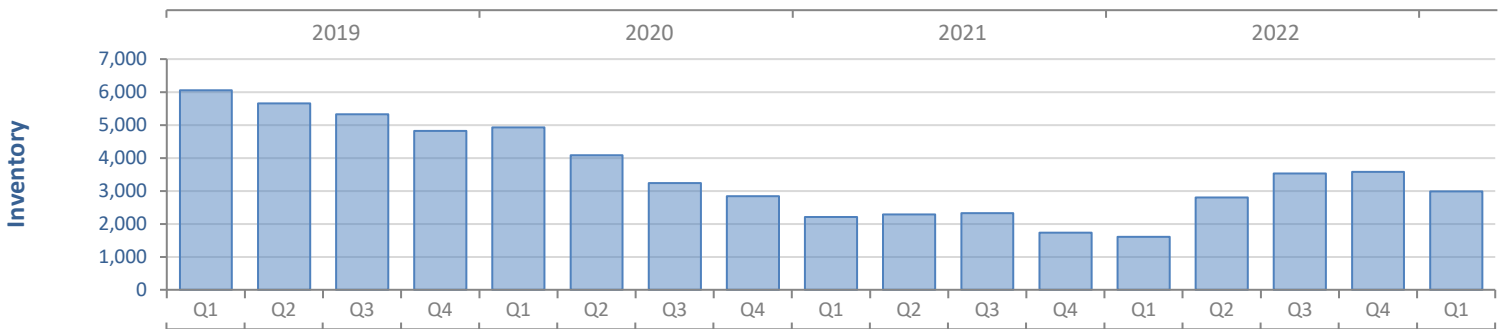


## Inventory (Active Listings)

The number of property listings active at the end of the quarter

**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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,206	96.8%
<b>Q1 2023</b>	<b>2,988</b>	<b>85.8%</b>
Q4 2022	3,582	106.9%
Q3 2022	3,531	52.0%
Q2 2022	2,798	22.5%
Q1 2022	1,608	-27.2%
Q4 2021	1,731	-39.1%
Q3 2021	2,323	-28.2%
Q2 2021	2,284	-44.1%
Q1 2021	2,209	-55.1%
Q4 2020	2,842	-41.1%
Q3 2020	3,234	-39.3%
Q2 2020	4,088	-27.7%
Q1 2020	4,924	-18.6%

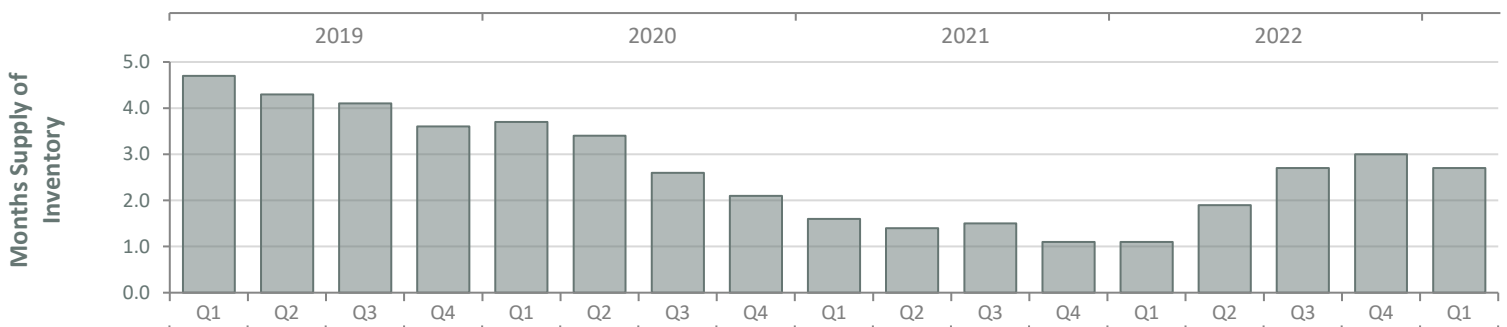


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	2.8	154.5%
<b>Q1 2023</b>	<b>2.7</b>	<b>145.5%</b>
Q4 2022	3.0	172.7%
Q3 2022	2.7	80.0%
Q2 2022	1.9	35.7%
Q1 2022	1.1	-31.3%
Q4 2021	1.1	-47.6%
Q3 2021	1.5	-42.3%
Q2 2021	1.4	-58.8%
Q1 2021	1.6	-56.8%
Q4 2020	2.1	-41.7%
Q3 2020	2.6	-36.6%
Q2 2020	3.4	-20.9%
Q1 2020	3.7	-21.3%

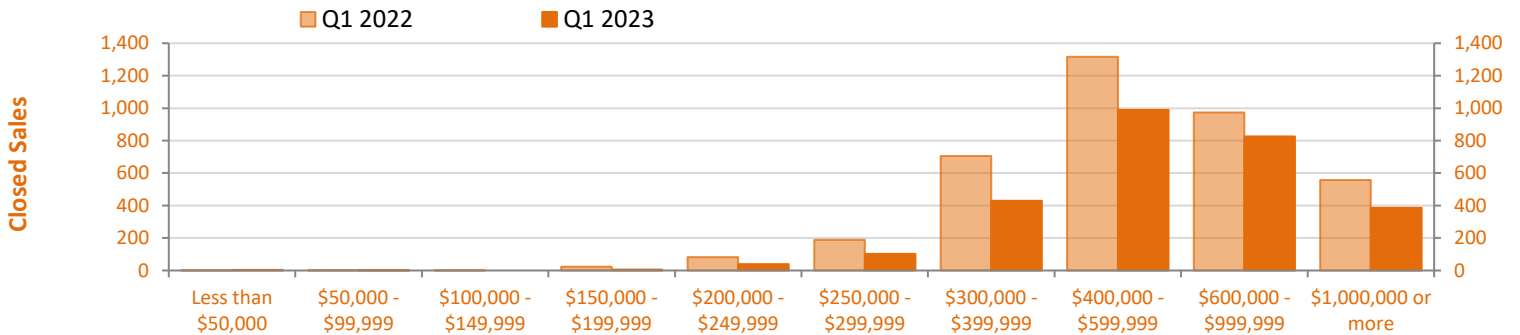


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	50.0%
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	6	-75.0%
\$200,000 - \$249,999	39	-52.4%
\$250,000 - \$299,999	103	-45.2%
\$300,000 - \$399,999	429	-39.2%
\$400,000 - \$599,999	989	-24.8%
\$600,000 - \$999,999	825	-15.3%
\$1,000,000 or more	386	-30.7%

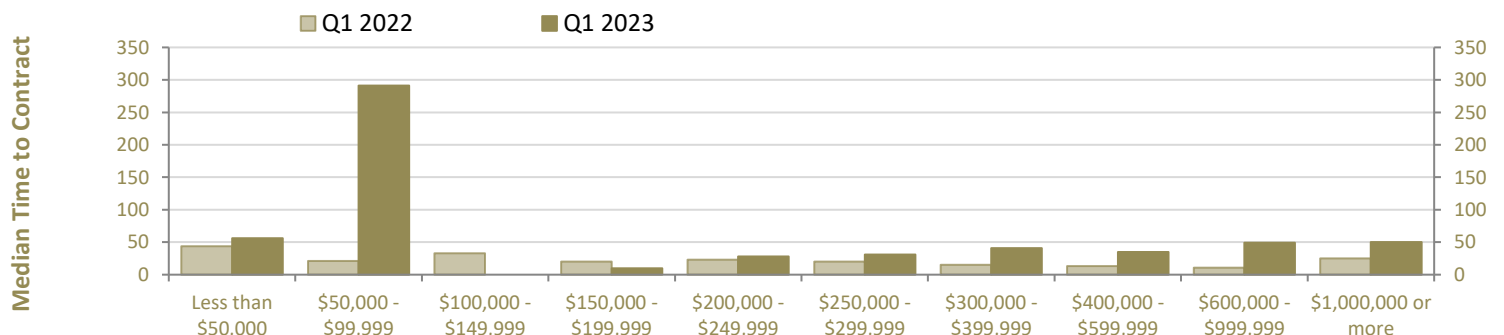


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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	56 Days	27.3%
\$50,000 - \$99,999	291 Days	1285.7%
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	10 Days	-50.0%
\$200,000 - \$249,999	28 Days	21.7%
\$250,000 - \$299,999	31 Days	55.0%
\$300,000 - \$399,999	41 Days	173.3%
\$400,000 - \$599,999	35 Days	169.2%
\$600,000 - \$999,999	49 Days	345.5%
\$1,000,000 or more	50 Days	100.0%



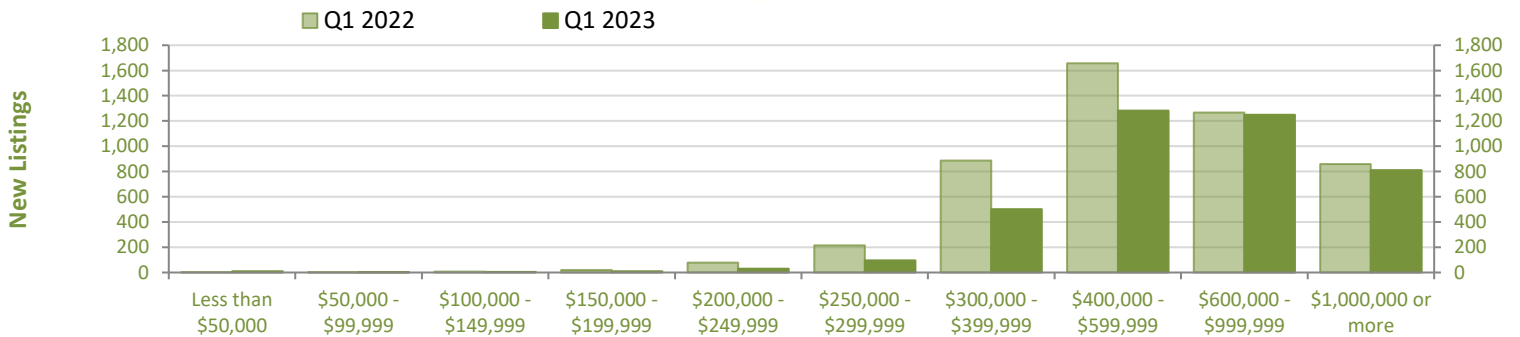


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	10	400.0%
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	4	-50.0%
\$150,000 - \$199,999	11	-42.1%
\$200,000 - \$249,999	31	-60.3%
\$250,000 - \$299,999	96	-55.1%
\$300,000 - \$399,999	501	-43.5%
\$400,000 - \$599,999	1,283	-22.5%
\$600,000 - \$999,999	1,248	-1.4%
\$1,000,000 or more	811	-5.7%

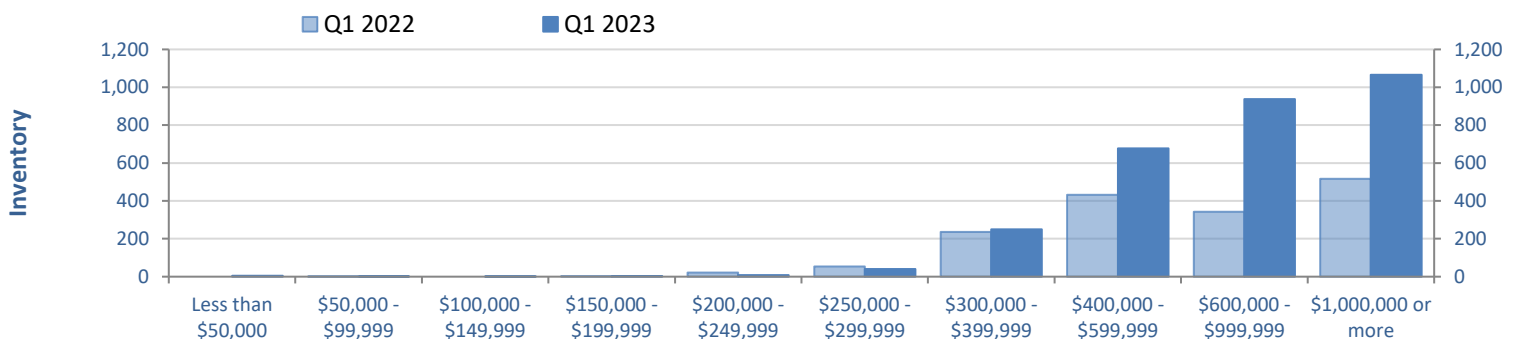


## Inventory by Current Listing Price

The number of property listings active at the end of the quarter

**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 quarter, and hold this number to compare with the same quarter 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.

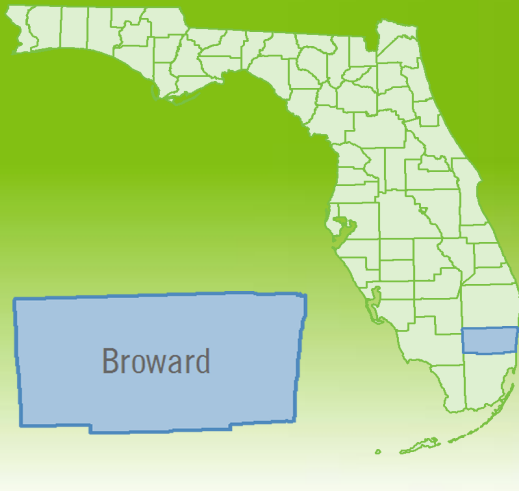
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4	N/A
\$50,000 - \$99,999	1	-50.0%
\$100,000 - \$149,999	2	N/A
\$150,000 - \$199,999	3	0.0%
\$200,000 - \$249,999	8	-61.9%
\$250,000 - \$299,999	40	-25.9%
\$300,000 - \$399,999	249	5.1%
\$400,000 - \$599,999	677	56.7%
\$600,000 - \$999,999	938	174.3%
\$1,000,000 or more	1,066	106.2%



# Quarterly Distressed Market - Q1 2023

## Single-Family Homes

### Broward County



		Q1 2023	Q1 2022	Percent Change Year-over-Year
Traditional	Closed Sales	2,746	3,792	-27.6%
	Median Sale Price	\$555,000	\$524,700	5.8%
Foreclosure/REO	Closed Sales	26	32	-18.8%
	Median Sale Price	\$523,627	\$419,050	25.0%
Short Sale	Closed Sales	9	28	-67.9%
	Median Sale Price	\$590,000	\$434,500	35.8%

