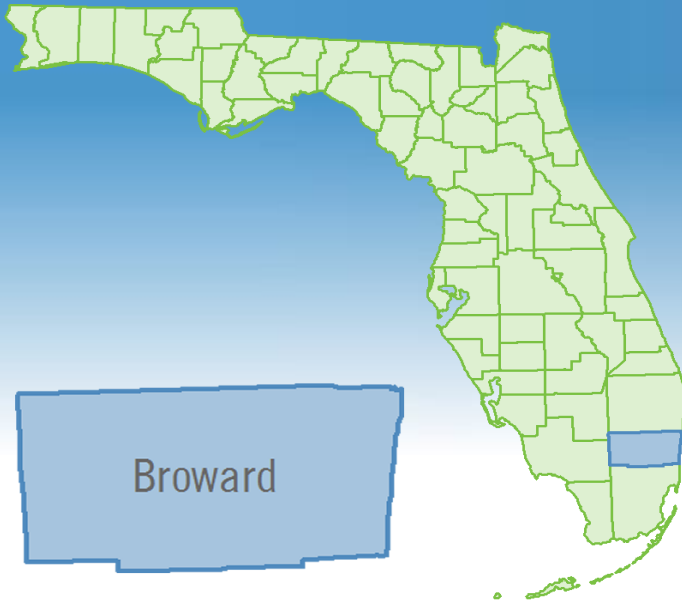


# Monthly Market Detail - September 2023

## Townhouses and Condos

### Broward County



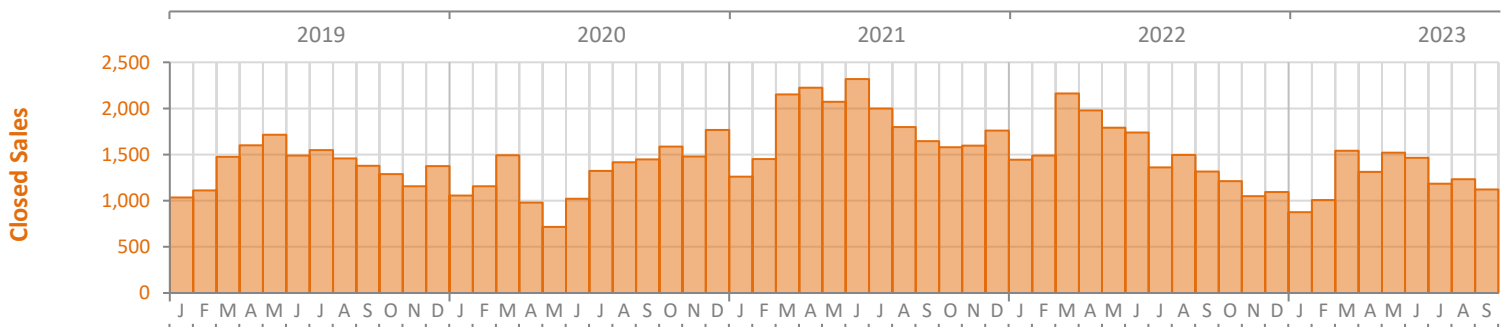
Summary Statistics	September 2023	September 2022	Percent Change Year-over-Year
Closed Sales	1,122	1,315	-14.7%
Paid in Cash	575	687	-16.3%
Median Sale Price	\$270,000	\$265,000	1.9%
Average Sale Price	\$342,295	\$360,084	-4.9%
Dollar Volume	\$384.1 Million	\$473.5 Million	-18.9%
Median Percent of Original List Price Received	96.8%	98.0%	-1.2%
Median Time to Contract	25 Days	18 Days	38.9%
Median Time to Sale	68 Days	58 Days	17.2%
New Pending Sales	1,272	1,358	-6.3%
New Listings	1,862	1,602	16.2%
Pending Inventory	1,978	2,148	-7.9%
Inventory (Active Listings)	5,015	3,624	38.4%
Months Supply of Inventory	4.1	2.2	86.4%

## 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	11,260	-23.8%
<b>September 2023</b>	<b>1,122</b>	<b>-14.7%</b>
August 2023	1,232	-17.8%
July 2023	1,186	-12.9%
June 2023	1,466	-15.7%
May 2023	1,520	-15.1%
April 2023	1,311	-33.8%
March 2023	1,542	-28.7%
February 2023	1,006	-32.4%
January 2023	875	-39.5%
December 2022	1,094	-37.9%
November 2022	1,049	-34.3%
October 2022	1,211	-23.4%
September 2022	1,315	-20.2%

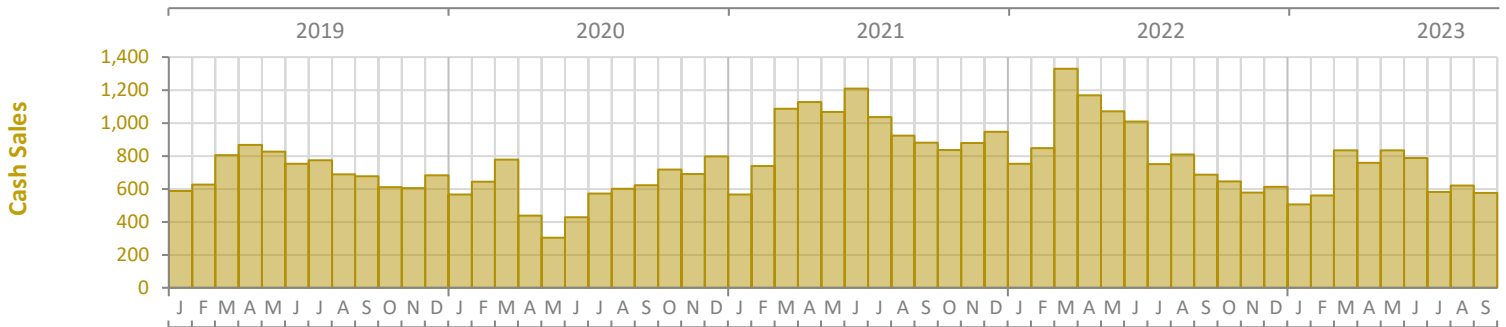


## Cash Sales

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	6,059	-28.1%
<b>September 2023</b>	<b>575</b>	<b>-16.3%</b>
August 2023	620	-23.4%
July 2023	582	-22.4%
June 2023	788	-21.8%
May 2023	834	-22.1%
April 2023	759	-35.0%
March 2023	834	-37.3%
February 2023	561	-33.8%
January 2023	506	-32.8%
December 2022	613	-35.2%
November 2022	577	-34.3%
October 2022	645	-22.9%
September 2022	687	-22.0%

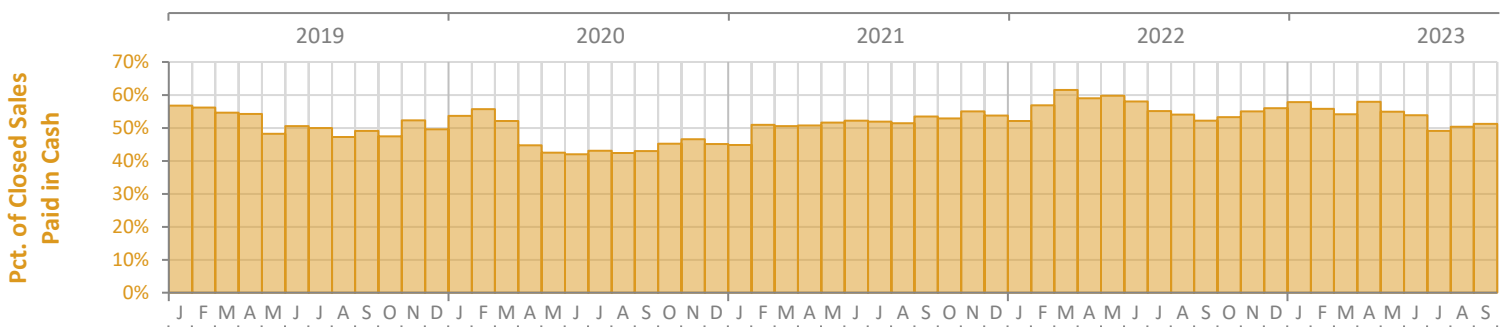


## Cash Sales as a Percentage of Closed Sales

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	53.8%	-5.6%
<b>September 2023</b>	<b>51.2%</b>	<b>-1.9%</b>
August 2023	50.3%	-6.9%
July 2023	49.1%	-10.9%
June 2023	53.8%	-7.2%
May 2023	54.9%	-8.2%
April 2023	57.9%	-1.9%
March 2023	54.1%	-12.0%
February 2023	55.8%	-1.9%
January 2023	57.8%	10.9%
December 2022	56.0%	4.3%
November 2022	55.0%	0.0%
October 2022	53.3%	0.8%
September 2022	52.2%	-2.4%

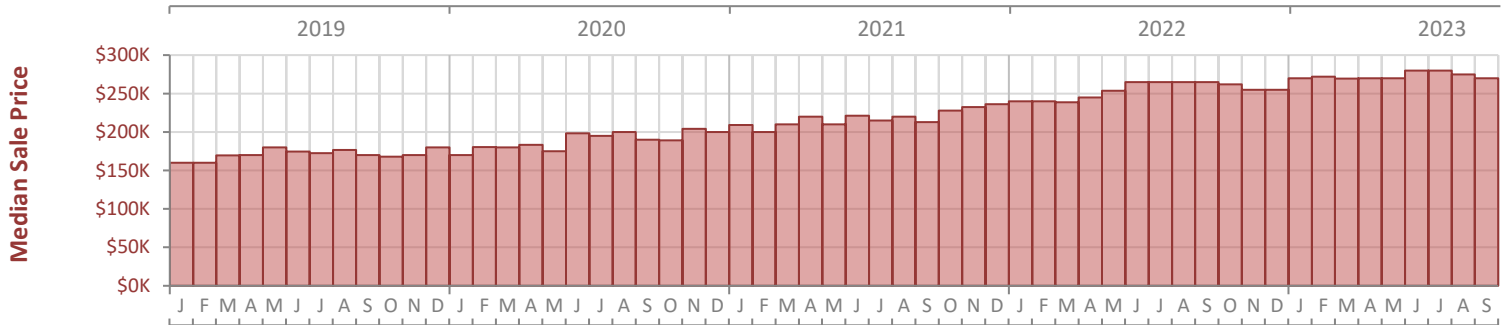


## Median Sale Price

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	\$271,000	8.4%
<b>September 2023</b>	<b>\$270,000</b>	<b>1.9%</b>
August 2023	\$275,000	3.8%
July 2023	\$280,000	5.7%
June 2023	\$280,000	5.7%
May 2023	\$270,000	6.5%
April 2023	\$270,000	10.2%
March 2023	\$269,500	13.0%
February 2023	\$272,000	13.3%
January 2023	\$269,900	12.5%
December 2022	\$255,000	8.1%
November 2022	\$255,000	9.7%
October 2022	\$262,000	14.9%
September 2022	\$265,000	24.4%

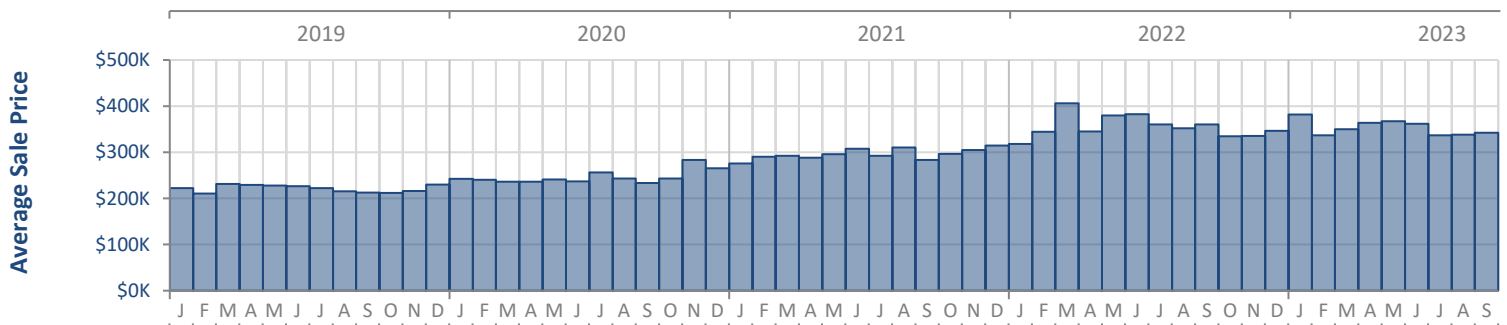


## Average Sale Price

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	\$353,329	-2.7%
<b>September 2023</b>	<b>\$342,295</b>	<b>-4.9%</b>
August 2023	\$338,121	-3.9%
July 2023	\$336,842	-6.5%
June 2023	\$361,747	-5.4%
May 2023	\$367,282	-3.3%
April 2023	\$363,689	5.5%
March 2023	\$349,997	-13.7%
February 2023	\$337,042	-2.2%
January 2023	\$381,966	20.1%
December 2022	\$346,154	10.1%
November 2022	\$335,021	9.9%
October 2022	\$334,554	12.8%
September 2022	\$360,084	27.1%

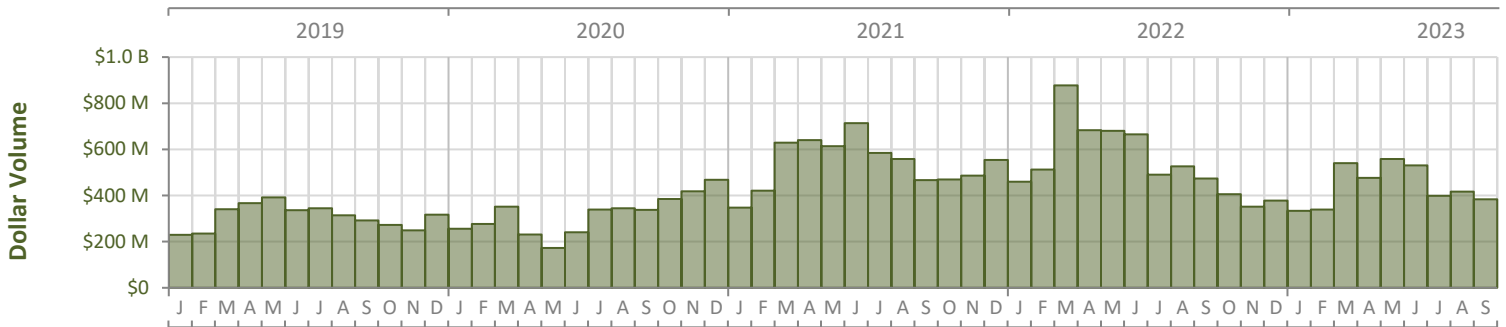


## Dollar Volume

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	\$4.0 Billion	-25.9%
<b>September 2023</b>	<b>\$384.1 Million</b>	<b>-18.9%</b>
August 2023	\$416.6 Million	-20.9%
July 2023	\$399.5 Million	-18.6%
June 2023	\$530.3 Million	-20.2%
May 2023	\$558.3 Million	-18.0%
April 2023	\$476.8 Million	-30.2%
March 2023	\$539.7 Million	-38.5%
February 2023	\$339.1 Million	-33.9%
January 2023	\$334.2 Million	-27.3%
December 2022	\$378.7 Million	-31.6%
November 2022	\$351.4 Million	-27.8%
October 2022	\$405.1 Million	-13.6%
September 2022	\$473.5 Million	1.5%

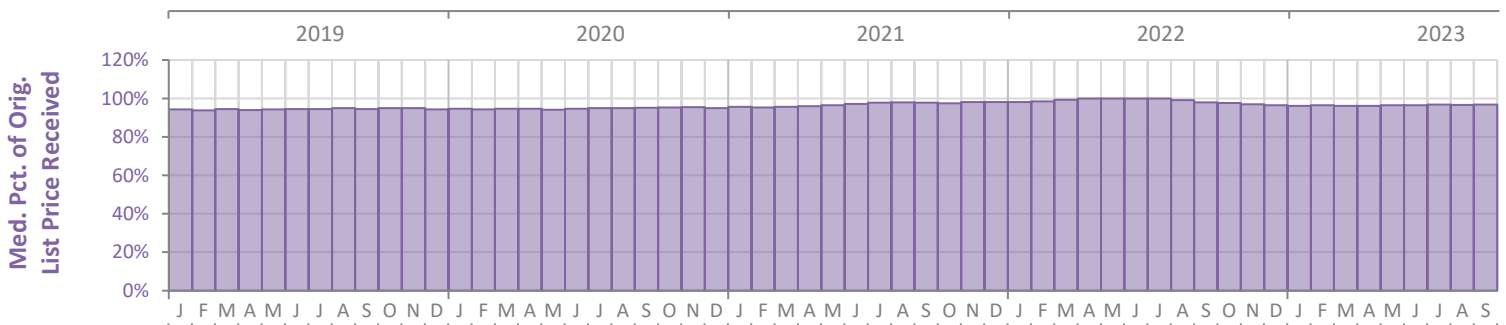


## Median Percent of Original List Price Received

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	96.4%	-3.6%
<b>September 2023</b>	<b>96.8%</b>	<b>-1.2%</b>
August 2023	96.6%	-2.6%
July 2023	96.8%	-3.2%
June 2023	96.4%	-3.6%
May 2023	96.4%	-3.6%
April 2023	96.1%	-3.9%
March 2023	96.2%	-3.1%
February 2023	96.5%	-2.0%
January 2023	96.1%	-2.0%
December 2022	96.4%	-1.8%
November 2022	96.9%	-1.3%
October 2022	97.6%	0.1%
September 2022	98.0%	0.2%

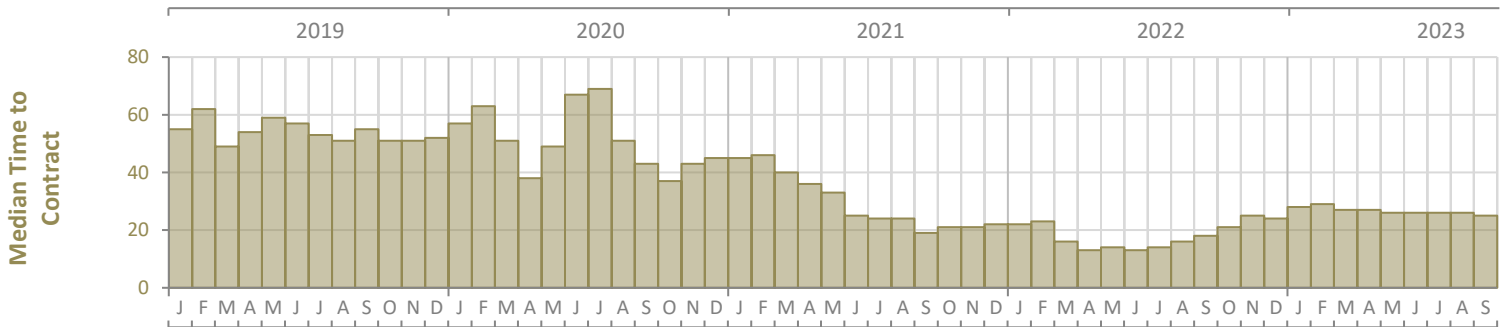


## Median Time to Contract

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	29 Days	81.3%
<b>September 2023</b>	<b>25 Days</b>	<b>38.9%</b>
August 2023	26 Days	62.5%
July 2023	26 Days	85.7%
June 2023	26 Days	100.0%
May 2023	26 Days	85.7%
April 2023	27 Days	107.7%
March 2023	27 Days	68.8%
February 2023	29 Days	26.1%
January 2023	28 Days	27.3%
December 2022	24 Days	9.1%
November 2022	25 Days	19.0%
October 2022	21 Days	0.0%
September 2022	18 Days	-5.3%

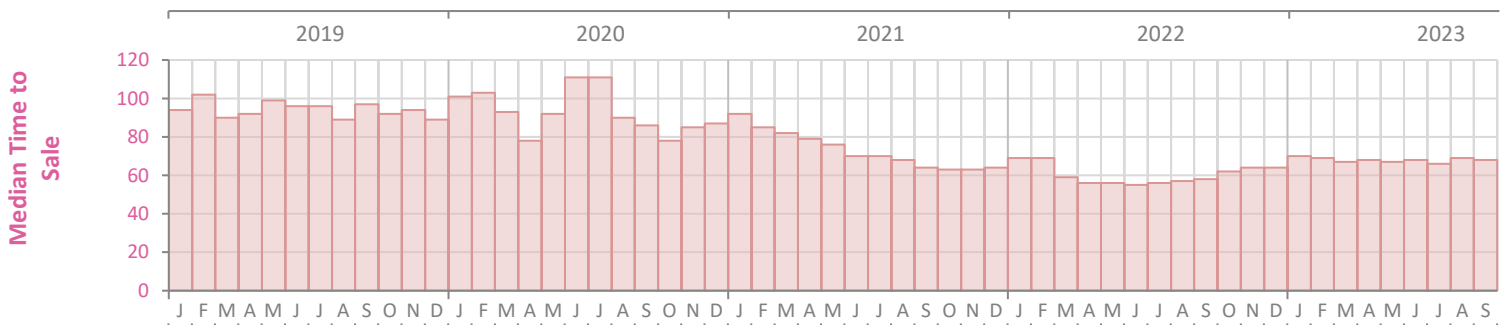


## Median Time to Sale

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	70 Days	16.7%
<b>September 2023</b>	<b>68 Days</b>	<b>17.2%</b>
August 2023	69 Days	21.1%
July 2023	66 Days	17.9%
June 2023	68 Days	23.6%
May 2023	67 Days	19.6%
April 2023	68 Days	21.4%
March 2023	67 Days	13.6%
February 2023	69 Days	0.0%
January 2023	70 Days	1.4%
December 2022	64 Days	0.0%
November 2022	64 Days	1.6%
October 2022	62 Days	-1.6%
September 2022	58 Days	-9.4%

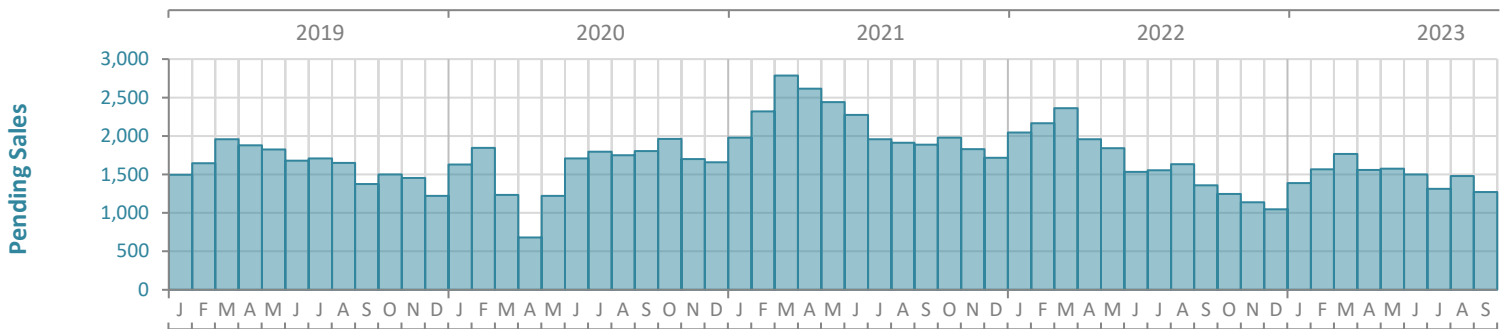


## New Pending Sales

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	13,424	-18.4%
<b>September 2023</b>	<b>1,272</b>	<b>-6.3%</b>
August 2023	1,481	-9.4%
July 2023	1,313	-15.6%
June 2023	1,499	-2.3%
May 2023	1,577	-14.3%
April 2023	1,559	-20.3%
March 2023	1,766	-25.2%
February 2023	1,568	-27.5%
January 2023	1,389	-32.1%
December 2022	1,048	-38.9%
November 2022	1,137	-37.9%
October 2022	1,246	-37.0%
September 2022	1,358	-28.1%

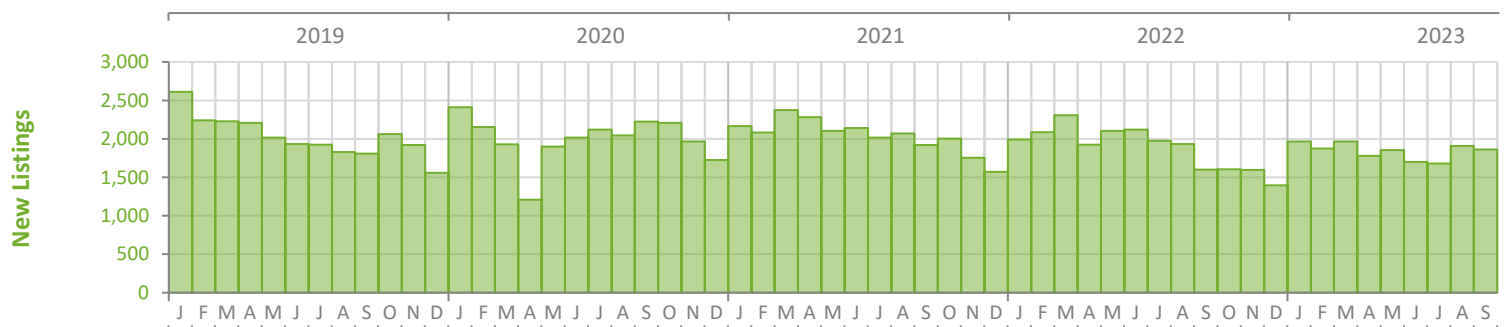


## New Listings

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	16,590	-8.1%
<b>September 2023</b>	<b>1,862</b>	<b>16.2%</b>
August 2023	1,906	-1.3%
July 2023	1,678	-15.0%
June 2023	1,700	-19.9%
May 2023	1,853	-12.0%
April 2023	1,781	-7.4%
March 2023	1,968	-14.7%
February 2023	1,874	-10.2%
January 2023	1,968	-1.2%
December 2022	1,397	-11.2%
November 2022	1,598	-8.9%
October 2022	1,605	-19.9%
September 2022	1,602	-16.6%

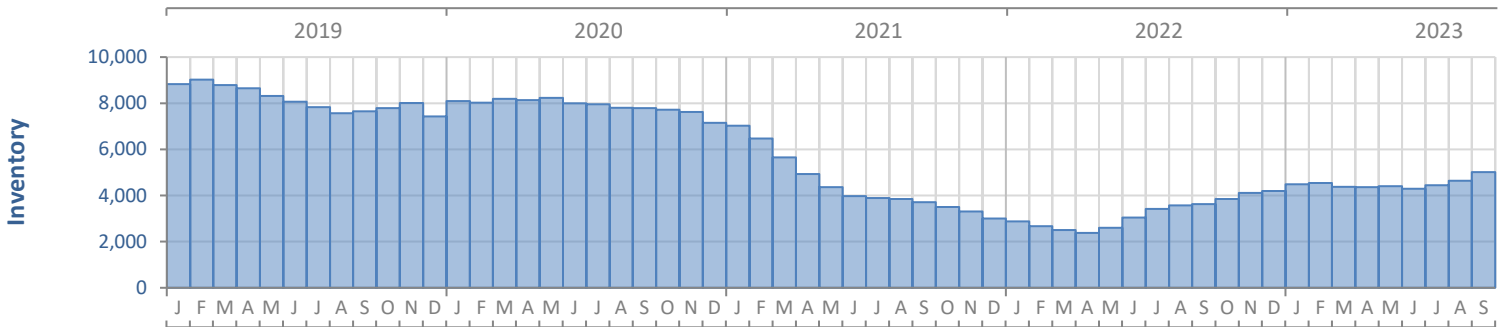


## Inventory (Active Listings)

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)	4,506	52.0%
<b>September 2023</b>	<b>5,015</b>	<b>38.4%</b>
August 2023	4,635	29.6%
July 2023	4,442	30.1%
June 2023	4,291	41.0%
May 2023	4,399	69.5%
April 2023	4,356	83.3%
March 2023	4,377	74.8%
February 2023	4,547	70.2%
January 2023	4,491	56.3%
December 2022	4,190	39.2%
November 2022	4,113	24.4%
October 2022	3,855	10.0%
September 2022	3,624	-2.4%

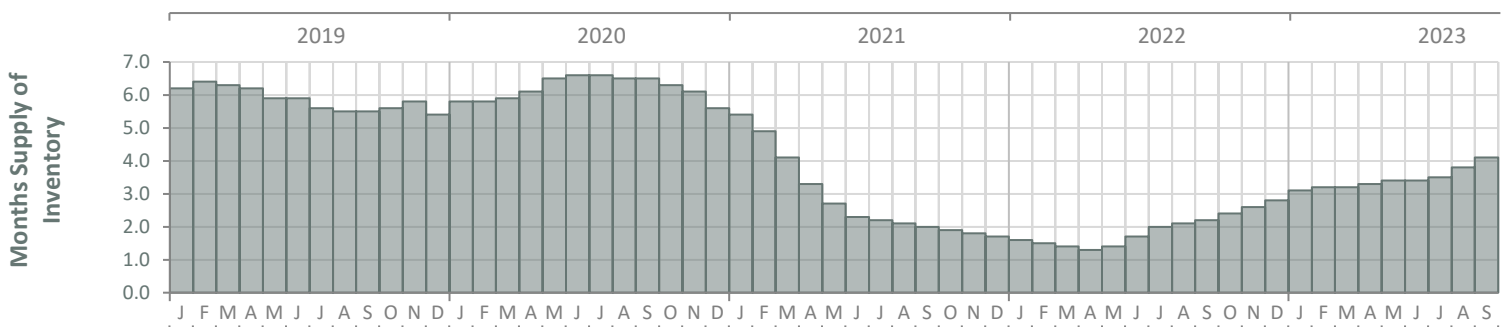


## Months Supply of Inventory

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)	3.4	100.0%
<b>September 2023</b>	<b>4.1</b>	<b>86.4%</b>
August 2023	3.8	81.0%
July 2023	3.5	75.0%
June 2023	3.4	100.0%
May 2023	3.4	142.9%
April 2023	3.3	153.8%
March 2023	3.2	128.6%
February 2023	3.2	113.3%
January 2023	3.1	93.8%
December 2022	2.8	64.7%
November 2022	2.6	44.4%
October 2022	2.4	26.3%
September 2022	2.2	10.0%

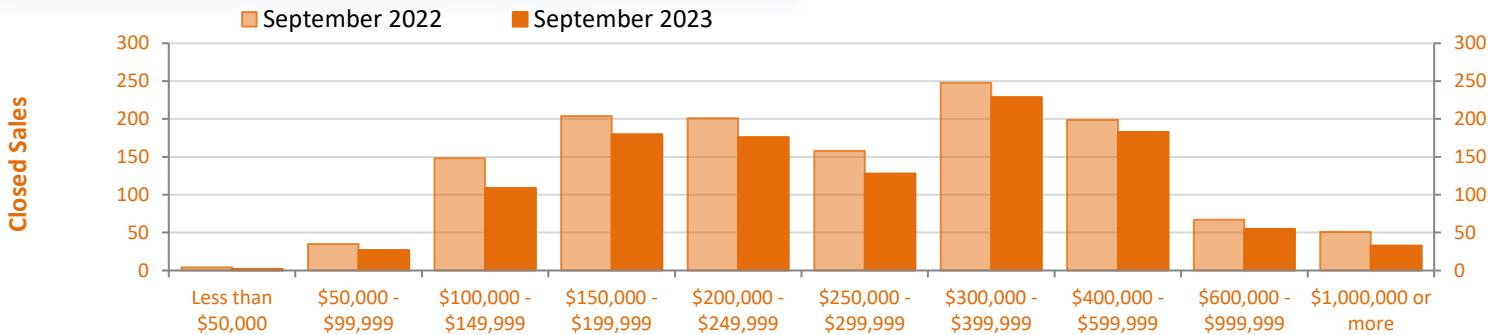


## Closed Sales by Sale Price

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	2	-50.0%
\$50,000 - \$99,999	27	-22.9%
\$100,000 - \$149,999	109	-26.4%
\$150,000 - \$199,999	180	-11.8%
\$200,000 - \$249,999	176	-12.4%
\$250,000 - \$299,999	128	-19.0%
\$300,000 - \$399,999	229	-7.7%
\$400,000 - \$599,999	183	-8.0%
\$600,000 - \$999,999	55	-17.9%
\$1,000,000 or more	33	-35.3%



## 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	26 Days	271.4%
\$50,000 - \$99,999	39 Days	21.9%
\$100,000 - \$149,999	35 Days	52.2%
\$150,000 - \$199,999	32 Days	88.2%
\$200,000 - \$249,999	25 Days	47.1%
\$250,000 - \$299,999	35 Days	118.8%
\$300,000 - \$399,999	14 Days	-12.5%
\$400,000 - \$599,999	19 Days	5.6%
\$600,000 - \$999,999	36 Days	0.0%
\$1,000,000 or more	61 Days	38.6%





## 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	6	-14.3%
\$50,000 - \$99,999	19	-40.6%
\$100,000 - \$149,999	157	-9.8%
\$150,000 - \$199,999	293	15.4%
\$200,000 - \$249,999	234	-2.5%
\$250,000 - \$299,999	249	16.9%
\$300,000 - \$399,999	337	24.8%
\$400,000 - \$599,999	338	39.7%
\$600,000 - \$999,999	144	48.5%
\$1,000,000 or more	85	16.4%



## 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.

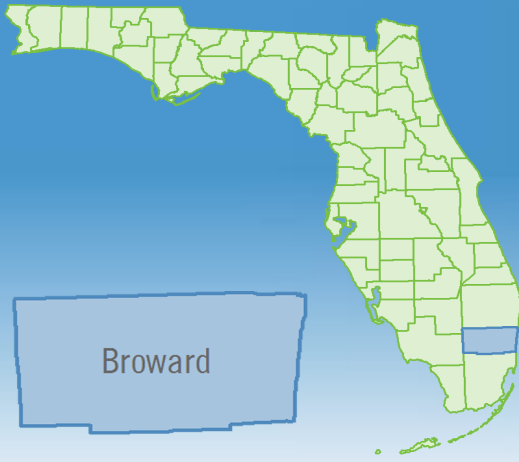
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	0.0%
\$50,000 - \$99,999	36	-40.0%
\$100,000 - \$149,999	444	47.5%
\$150,000 - \$199,999	729	46.4%
\$200,000 - \$249,999	629	48.7%
\$250,000 - \$299,999	618	62.6%
\$300,000 - \$399,999	779	36.0%
\$400,000 - \$599,999	805	29.4%
\$600,000 - \$999,999	559	27.6%
\$1,000,000 or more	414	26.6%



# Monthly Distressed Market - September 2023

## Townhouses and Condos

### Broward County



		September 2023	September 2022	Percent Change Year-over-Year
Traditional	Closed Sales	1,109	1,306	-15.1%
	Median Sale Price	\$275,000	\$265,000	3.8%
Foreclosure/REO	Closed Sales	12	8	50.0%
	Median Sale Price	\$144,100	\$173,063	-16.7%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$135,000	\$120,000	12.5%

