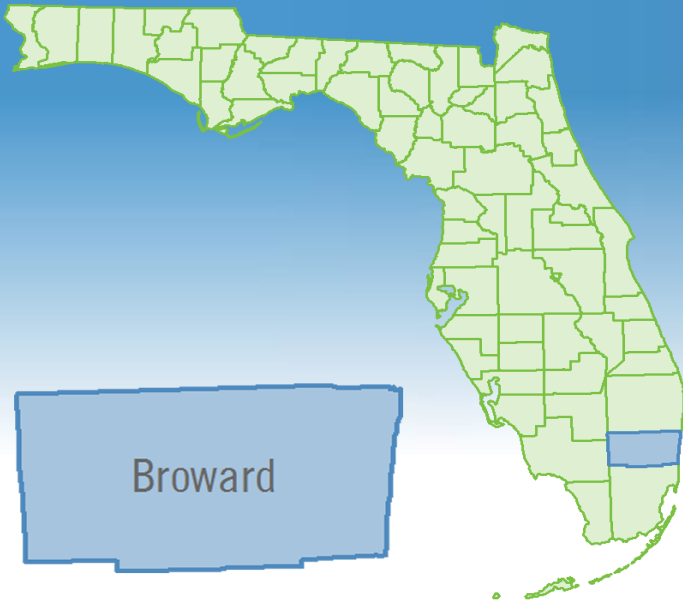


# Quarterly Market Detail - Q4 2023

## Townhouses and Condos

### Broward County



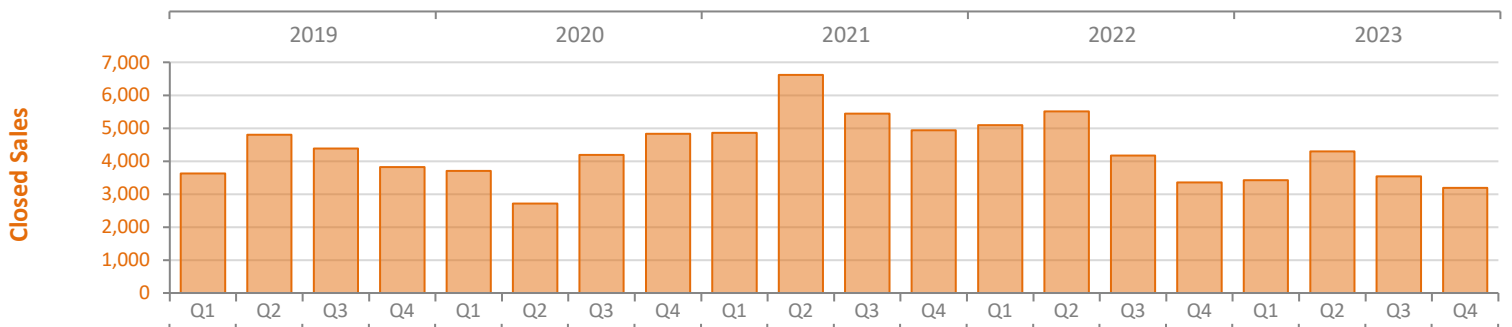
Summary Statistics	Q4 2023	Q4 2022	Percent Change Year-over-Year
Closed Sales	3,186	3,354	-5.0%
Paid in Cash	1,715	1,835	-6.5%
Median Sale Price	\$275,000	\$259,950	5.8%
Average Sale Price	\$368,761	\$338,484	8.9%
Dollar Volume	\$1.2 Billion	\$1.1 Billion	3.5%
Median Percent of Original List Price Received	95.9%	97.0%	-1.1%
Median Time to Contract	34 Days	24 Days	41.7%
Median Time to Sale	74 Days	64 Days	15.6%
New Pending Sales	3,261	3,431	-5.0%
New Listings	5,604	4,600	21.8%
Pending Inventory	1,500	1,677	-10.6%
Inventory (Active Listings)	6,326	4,190	51.0%
Months Supply of Inventory	5.3	2.8	89.3%

## 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	14,446	-20.3%
<b>Q4 2023</b>	<b>3,186</b>	<b>-5.0%</b>
Q3 2023	3,540	-15.2%
Q2 2023	4,297	-22.0%
Q1 2023	3,423	-32.8%
Q4 2022	3,354	-32.1%
Q3 2022	4,175	-23.3%
Q2 2022	5,509	-16.7%
Q1 2022	5,097	4.8%
Q4 2021	4,938	2.2%
Q3 2021	5,443	29.9%
Q2 2021	6,613	143.6%
Q1 2021	4,864	31.4%
Q4 2020	4,833	26.5%

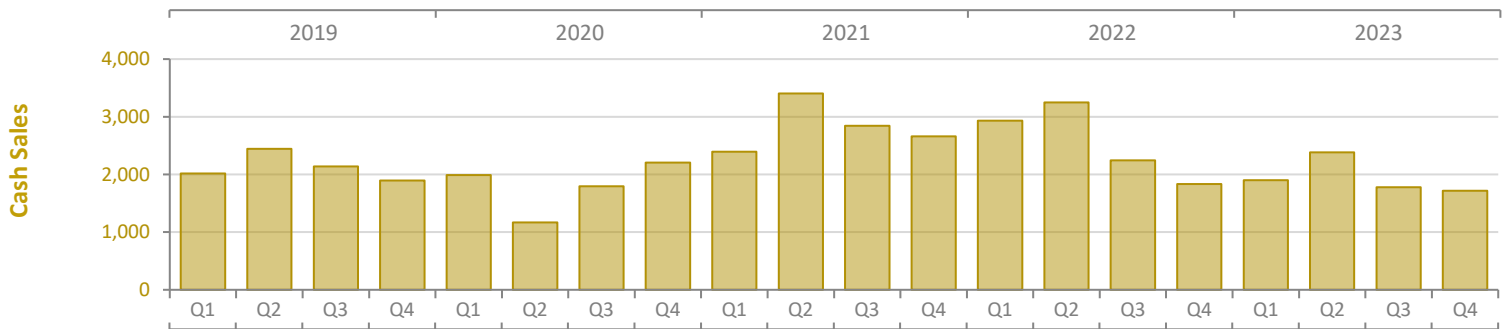


## Cash Sales

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	7,774	-24.2%
<b>Q4 2023</b>	<b>1,715</b>	<b>-6.5%</b>
Q3 2023	1,777	-20.9%
Q2 2023	2,381	-26.7%
Q1 2023	1,901	-35.1%
Q4 2022	1,835	-31.0%
Q3 2022	2,246	-20.9%
Q2 2022	3,247	-4.6%
Q1 2022	2,930	22.5%
Q4 2021	2,661	20.7%
Q3 2021	2,841	58.3%
Q2 2021	3,404	190.9%
Q1 2021	2,392	20.4%
Q4 2020	2,205	16.2%

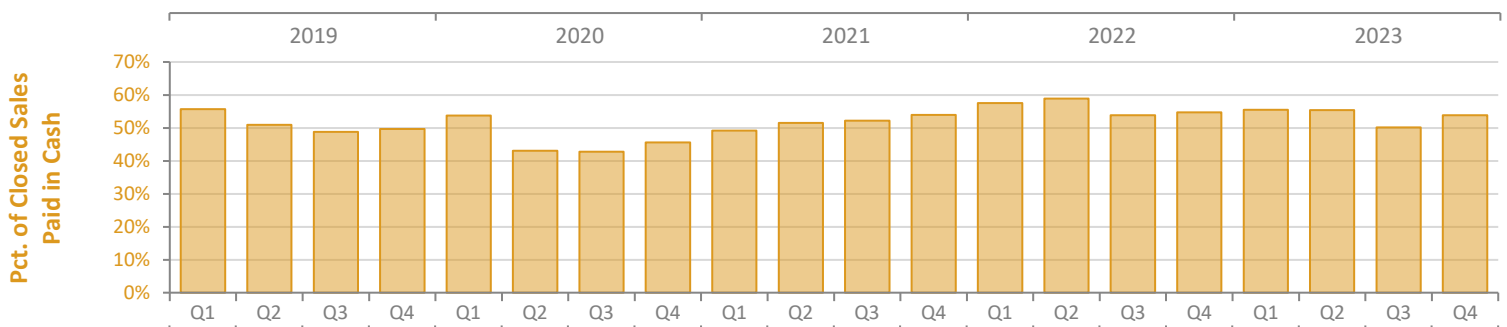


## Cash Sales as a Percentage of Closed Sales

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	53.8%	-4.9%
<b>Q4 2023</b>	<b>53.8%</b>	<b>-1.6%</b>
Q3 2023	50.2%	-6.7%
Q2 2023	55.4%	-5.9%
Q1 2023	55.5%	-3.5%
Q4 2022	54.7%	1.5%
Q3 2022	53.8%	3.1%
Q2 2022	58.9%	14.4%
Q1 2022	57.5%	16.9%
Q4 2021	53.9%	18.2%
Q3 2021	52.2%	22.0%
Q2 2021	51.5%	19.5%
Q1 2021	49.2%	-8.4%
Q4 2020	45.6%	-8.2%

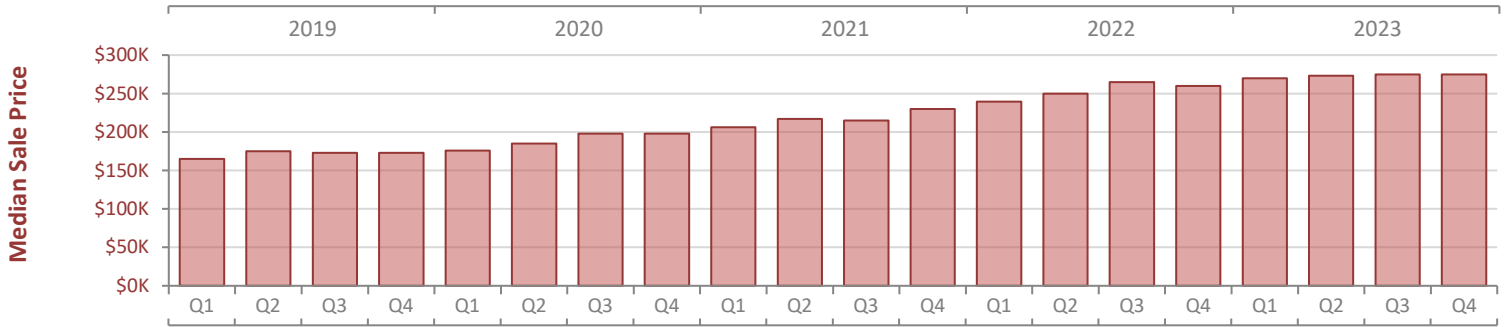


## Median Sale Price

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	\$273,000	9.2%
<b>Q4 2023</b>	<b>\$275,000</b>	<b>5.8%</b>
Q3 2023	\$275,000	3.8%
Q2 2023	\$273,000	9.2%
Q1 2023	\$270,000	12.6%
Q4 2022	\$259,950	13.0%
Q3 2022	\$265,000	23.3%
Q2 2022	\$250,000	15.2%
Q1 2022	\$239,700	16.4%
Q4 2021	\$230,000	16.2%
Q3 2021	\$215,000	8.7%
Q2 2021	\$217,000	17.3%
Q1 2021	\$206,000	17.1%
Q4 2020	\$198,000	14.5%

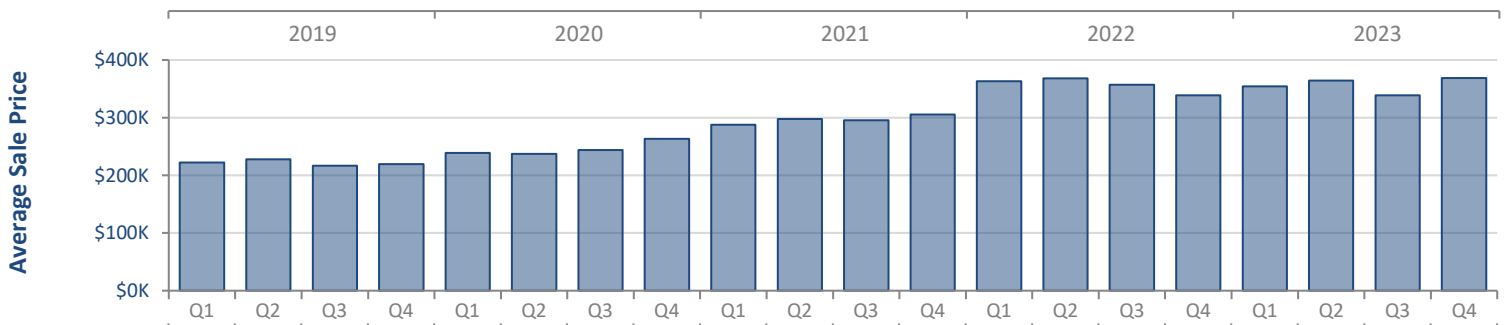


## Average Sale Price

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	\$356,732	-0.5%
<b>Q4 2023</b>	<b>\$368,761</b>	<b>8.9%</b>
Q3 2023	\$339,015	-5.1%
Q2 2023	\$364,297	-1.0%
Q1 2023	\$354,362	-2.4%
Q4 2022	\$338,484	10.8%
Q3 2022	\$357,144	20.9%
Q2 2022	\$368,053	23.7%
Q1 2022	\$362,979	26.2%
Q4 2021	\$305,618	16.0%
Q3 2021	\$295,515	21.2%
Q2 2021	\$297,521	25.3%
Q1 2021	\$287,551	20.3%
Q4 2020	\$263,396	19.9%

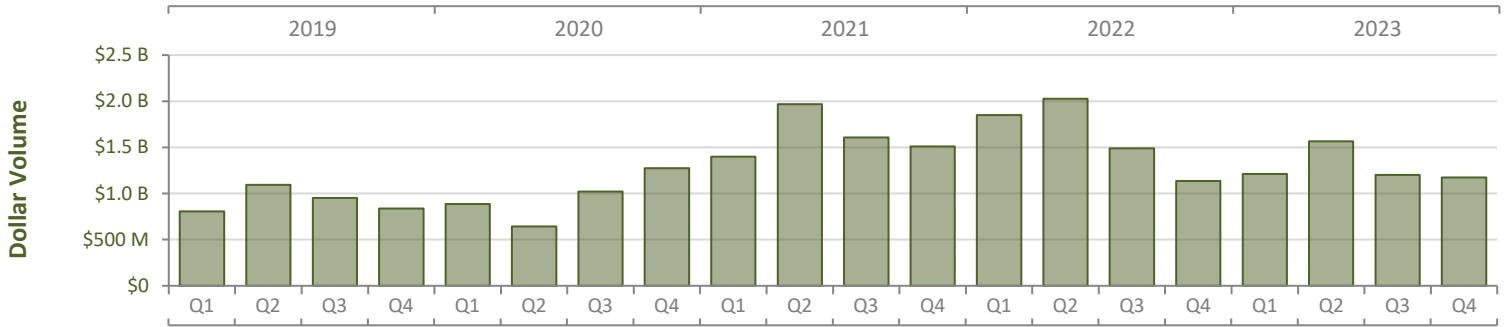


## Dollar Volume

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	\$5.2 Billion	-20.8%
<b>Q4 2023</b>	<b>\$1.2 Billion</b>	<b>3.5%</b>
Q3 2023	\$1.2 Billion	-19.5%
Q2 2023	\$1.6 Billion	-22.8%
Q1 2023	\$1.2 Billion	-34.4%
Q4 2022	\$1.1 Billion	-24.8%
Q3 2022	\$1.5 Billion	-7.3%
Q2 2022	\$2.0 Billion	3.1%
Q1 2022	\$1.9 Billion	32.3%
Q4 2021	\$1.5 Billion	18.6%
Q3 2021	\$1.6 Billion	57.4%
Q2 2021	\$2.0 Billion	205.2%
Q1 2021	\$1.4 Billion	58.0%
Q4 2020	\$1.3 Billion	51.7%

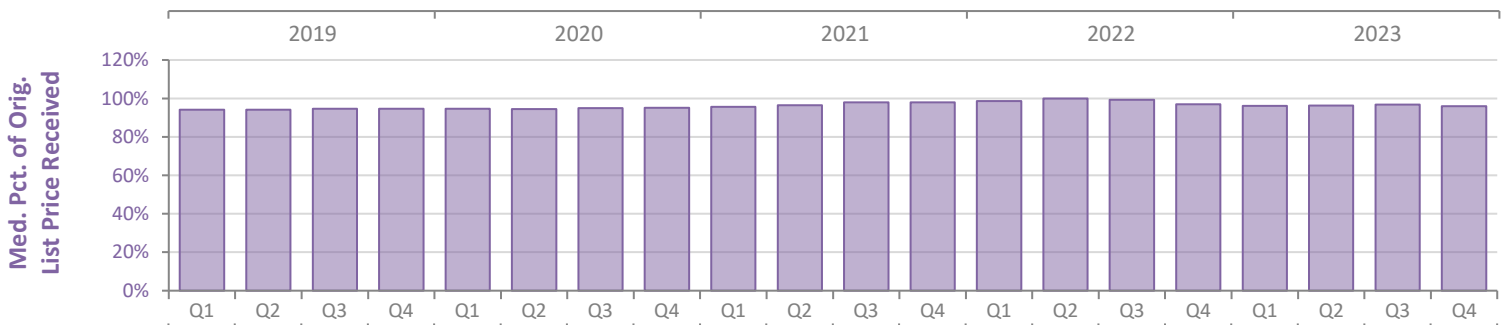


## Median Percent of Original List Price Received

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	96.3%	-2.8%
<b>Q4 2023</b>	<b>95.9%</b>	<b>-1.1%</b>
Q3 2023	96.8%	-2.5%
Q2 2023	96.3%	-3.7%
Q1 2023	96.2%	-2.4%
Q4 2022	97.0%	-1.0%
Q3 2022	99.3%	1.4%
Q2 2022	100.0%	3.6%
Q1 2022	98.6%	3.1%
Q4 2021	98.0%	2.9%
Q3 2021	97.9%	3.1%
Q2 2021	96.5%	2.1%
Q1 2021	95.6%	1.1%
Q4 2020	95.2%	0.5%

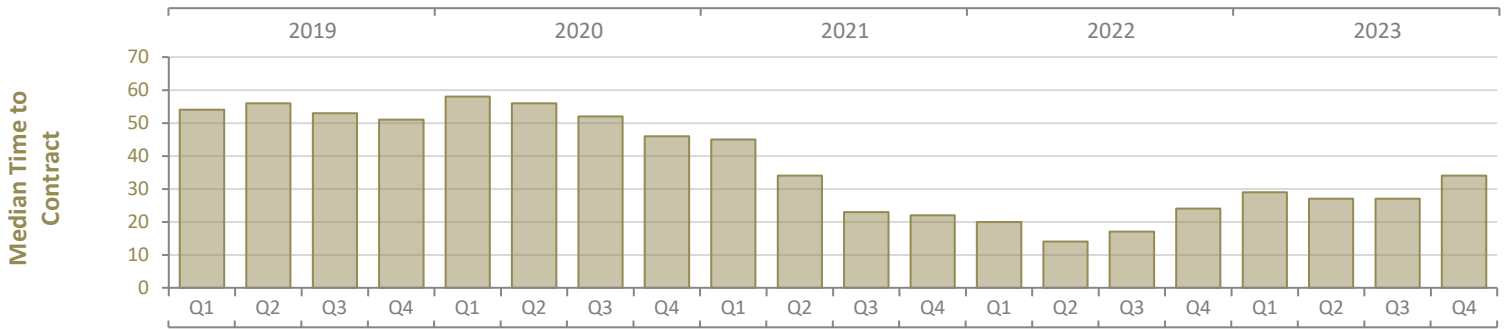


## Median Time to Contract

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	30 Days	66.7%
<b>Q4 2023</b>	<b>34 Days</b>	<b>41.7%</b>
Q3 2023	27 Days	58.8%
Q2 2023	27 Days	92.9%
Q1 2023	29 Days	45.0%
Q4 2022	24 Days	9.1%
Q3 2022	17 Days	-26.1%
Q2 2022	14 Days	-58.8%
Q1 2022	20 Days	-55.6%
Q4 2021	22 Days	-52.2%
Q3 2021	23 Days	-55.8%
Q2 2021	34 Days	-39.3%
Q1 2021	45 Days	-22.4%
Q4 2020	46 Days	-9.8%

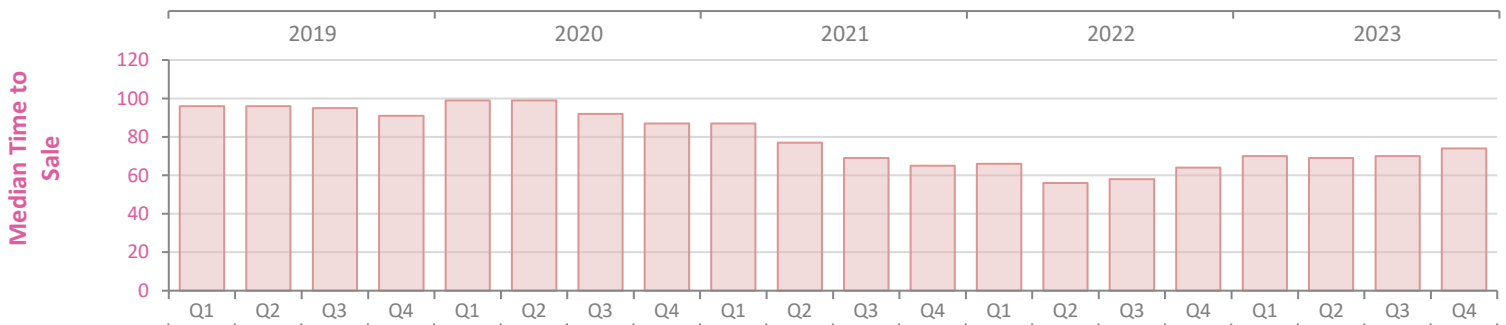


## Median Time to Sale

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	71 Days	16.4%
<b>Q4 2023</b>	<b>74 Days</b>	<b>15.6%</b>
Q3 2023	70 Days	20.7%
Q2 2023	69 Days	23.2%
Q1 2023	70 Days	6.1%
Q4 2022	64 Days	-1.5%
Q3 2022	58 Days	-15.9%
Q2 2022	56 Days	-27.3%
Q1 2022	66 Days	-24.1%
Q4 2021	65 Days	-25.3%
Q3 2021	69 Days	-25.0%
Q2 2021	77 Days	-22.2%
Q1 2021	87 Days	-12.1%
Q4 2020	87 Days	-4.4%

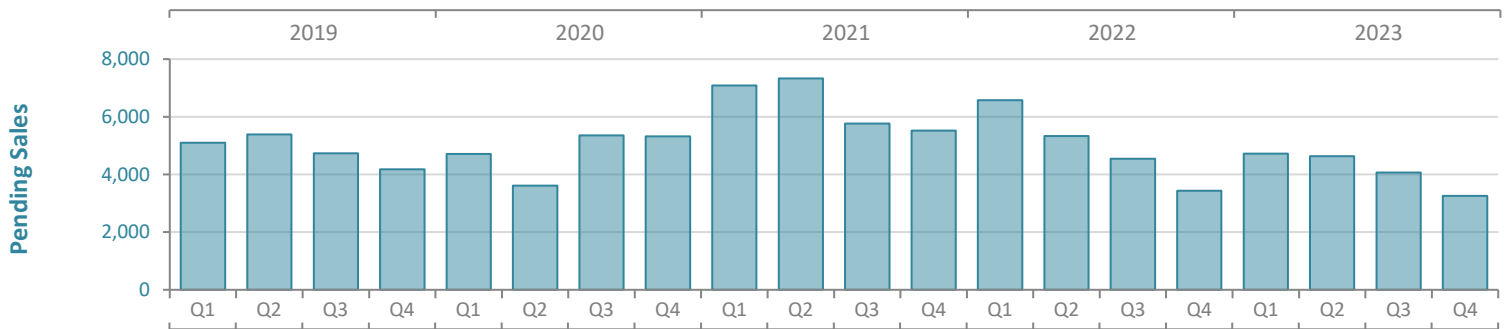


## New Pending Sales

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	16,685	-16.1%
<b>Q4 2023</b>	<b>3,261</b>	<b>-5.0%</b>
Q3 2023	4,066	-10.6%
Q2 2023	4,635	-13.1%
Q1 2023	4,723	-28.1%
Q4 2022	3,431	-37.9%
Q3 2022	4,549	-21.0%
Q2 2022	5,331	-27.3%
Q1 2022	6,573	-7.2%
Q4 2021	5,523	3.8%
Q3 2021	5,761	7.6%
Q2 2021	7,330	103.0%
Q1 2021	7,082	50.4%
Q4 2020	5,320	27.5%

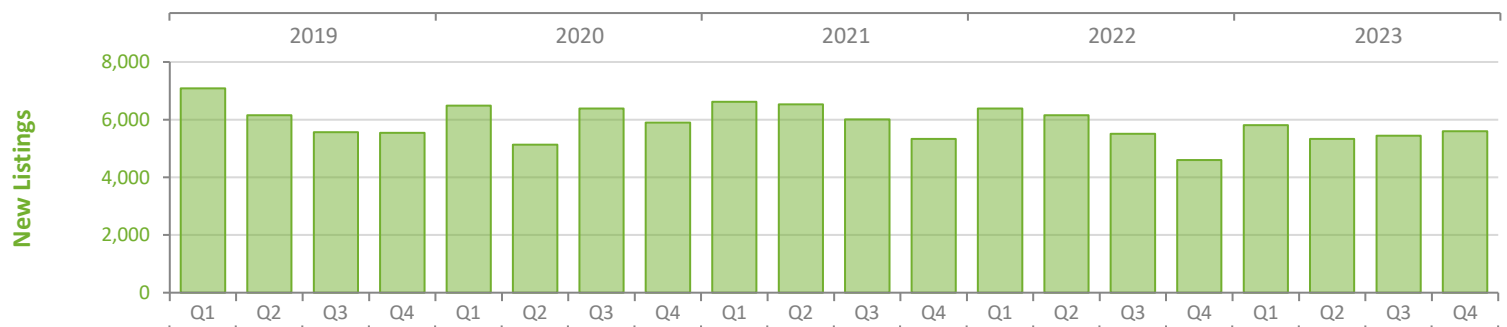


## New Listings

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	22,194	-2.0%
<b>Q4 2023</b>	<b>5,604</b>	<b>21.8%</b>
Q3 2023	5,446	-1.1%
Q2 2023	5,334	-13.3%
Q1 2023	5,810	-9.0%
Q4 2022	4,600	-13.7%
Q3 2022	5,508	-8.3%
Q2 2022	6,151	-5.8%
Q1 2022	6,386	-3.5%
Q4 2021	5,331	-9.6%
Q3 2021	6,007	-6.0%
Q2 2021	6,530	27.3%
Q1 2021	6,619	2.0%
Q4 2020	5,897	6.4%



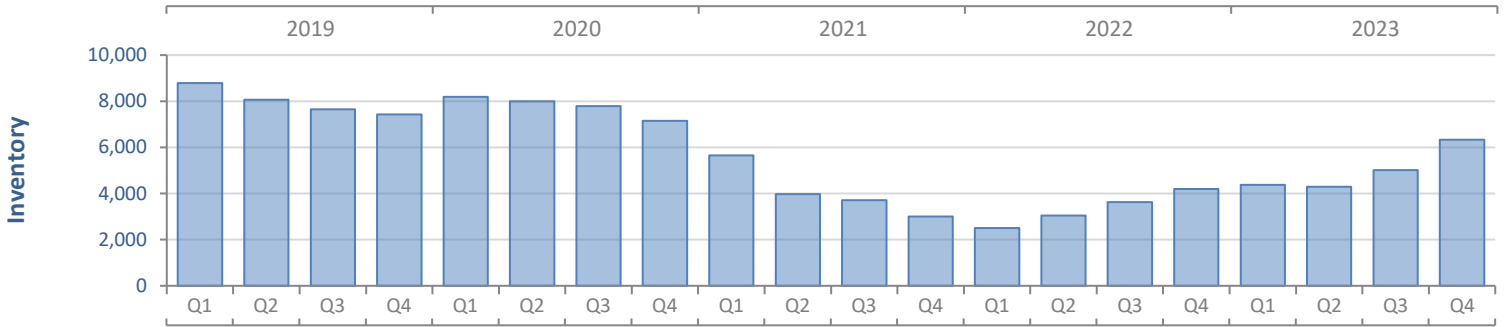


## Inventory (Active Listings)

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)	4,886	51.0%
<b>Q4 2023</b>	<b>6,326</b>	<b>51.0%</b>
Q3 2023	5,015	38.4%
Q2 2023	4,291	41.0%
Q1 2023	4,377	74.8%
Q4 2022	4,190	39.2%
Q3 2022	3,624	-2.4%
Q2 2022	3,044	-23.4%
Q1 2022	2,504	-55.7%
Q4 2021	3,010	-57.9%
Q3 2021	3,712	-52.3%
Q2 2021	3,972	-50.4%
Q1 2021	5,658	-30.9%
Q4 2020	7,155	-3.8%

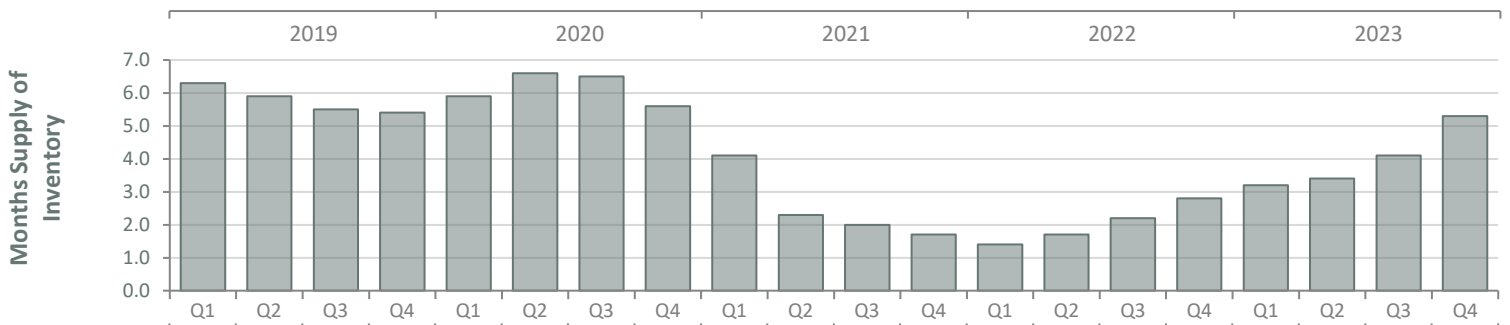


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.8	100.0%
<b>Q4 2023</b>	<b>5.3</b>	<b>89.3%</b>
Q3 2023	4.1	86.4%
Q2 2023	3.4	100.0%
Q1 2023	3.2	128.6%
Q4 2022	2.8	64.7%
Q3 2022	2.2	10.0%
Q2 2022	1.7	-26.1%
Q1 2022	1.4	-65.9%
Q4 2021	1.7	-69.6%
Q3 2021	2.0	-69.2%
Q2 2021	2.3	-65.2%
Q1 2021	4.1	-30.5%
Q4 2020	5.6	3.7%

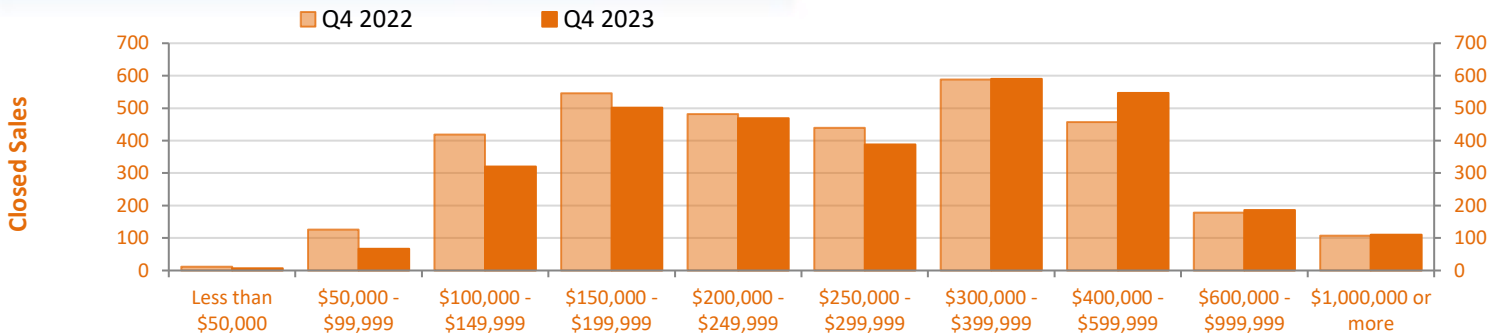


## Closed Sales by Sale Price

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	7	-41.7%
\$50,000 - \$99,999	67	-46.8%
\$100,000 - \$149,999	320	-23.6%
\$150,000 - \$199,999	502	-8.1%
\$200,000 - \$249,999	469	-2.7%
\$250,000 - \$299,999	388	-11.6%
\$300,000 - \$399,999	590	0.3%
\$400,000 - \$599,999	547	19.7%
\$600,000 - \$999,999	186	4.5%
\$1,000,000 or more	110	2.8%

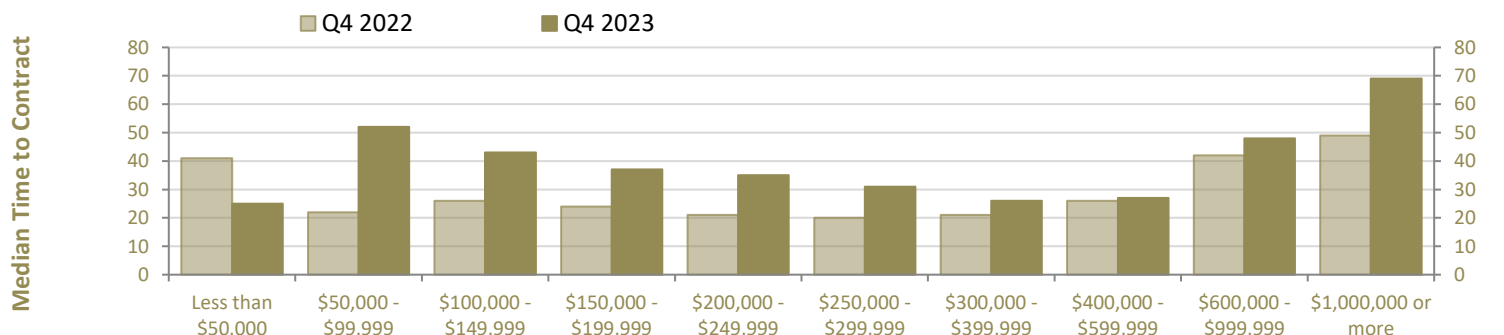


## Median Time to Contract by Sale Price

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	25 Days	-39.0%
\$50,000 - \$99,999	52 Days	136.4%
\$100,000 - \$149,999	43 Days	65.4%
\$150,000 - \$199,999	37 Days	54.2%
\$200,000 - \$249,999	35 Days	66.7%
\$250,000 - \$299,999	31 Days	55.0%
\$300,000 - \$399,999	26 Days	23.8%
\$400,000 - \$599,999	27 Days	3.8%
\$600,000 - \$999,999	48 Days	14.3%
\$1,000,000 or more	69 Days	40.8%





## 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	22	120.0%
\$50,000 - \$99,999	54	-48.1%
\$100,000 - \$149,999	484	-7.6%
\$150,000 - \$199,999	846	13.3%
\$200,000 - \$249,999	743	32.2%
\$250,000 - \$299,999	773	34.0%
\$300,000 - \$399,999	1,014	21.3%
\$400,000 - \$599,999	940	36.6%
\$600,000 - \$999,999	438	30.0%
\$1,000,000 or more	290	34.9%

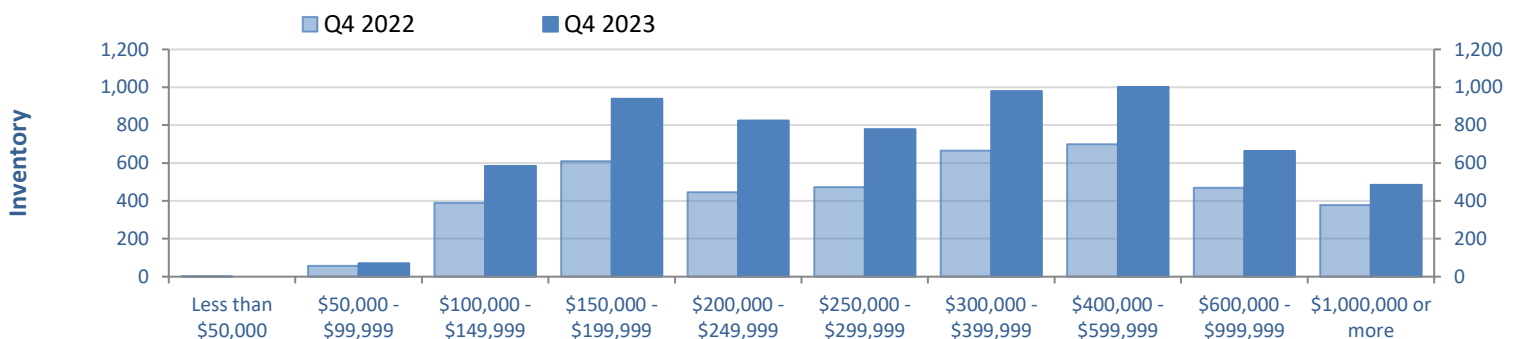


## Inventory by Current Listing Price

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.

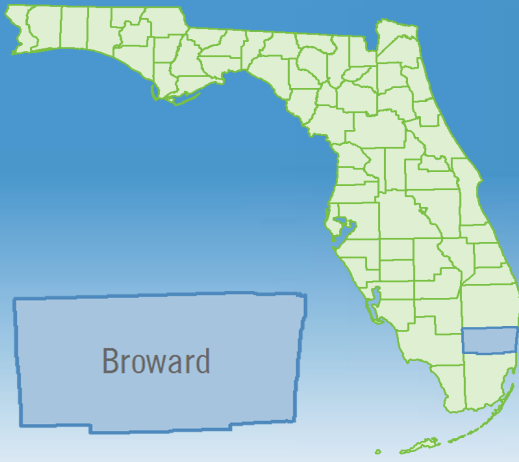
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	71	22.4%
\$100,000 - \$149,999	584	49.7%
\$150,000 - \$199,999	939	54.2%
\$200,000 - \$249,999	825	85.0%
\$250,000 - \$299,999	778	64.5%
\$300,000 - \$399,999	980	47.1%
\$400,000 - \$599,999	1,001	43.2%
\$600,000 - \$999,999	663	41.4%
\$1,000,000 or more	485	28.0%



# Quarterly Distressed Market - Q4 2023

## Townhouses and Condos

### Broward County



		Q4 2023	Q4 2022	Percent Change Year-over-Year
Traditional	Closed Sales	3,148	3,314	-5.0%
	Median Sale Price	\$275,000	\$260,000	5.8%
Foreclosure/REO	Closed Sales	34	34	0.0%
	Median Sale Price	\$175,100	\$210,000	-16.6%
Short Sale	Closed Sales	4	6	-33.3%
	Median Sale Price	\$342,500	\$217,000	57.8%

