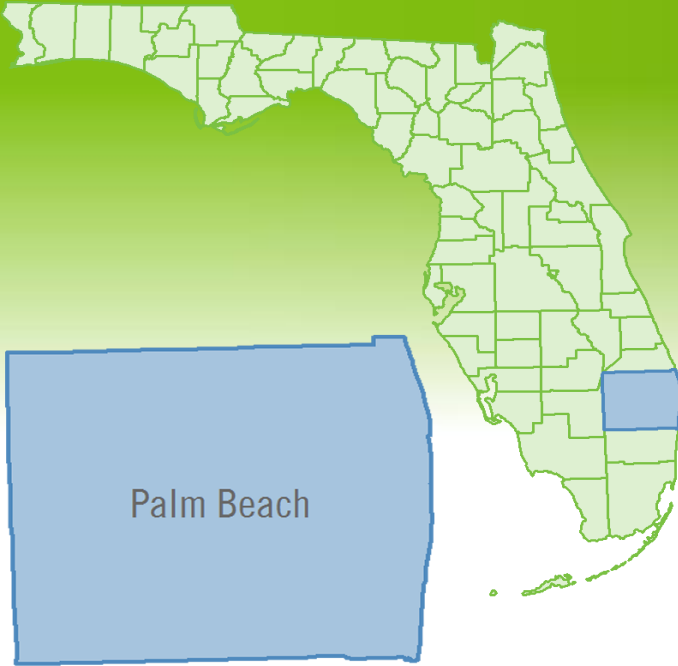


Monthly Market Detail - January 2025

Single-Family Homes

Palm Beach County



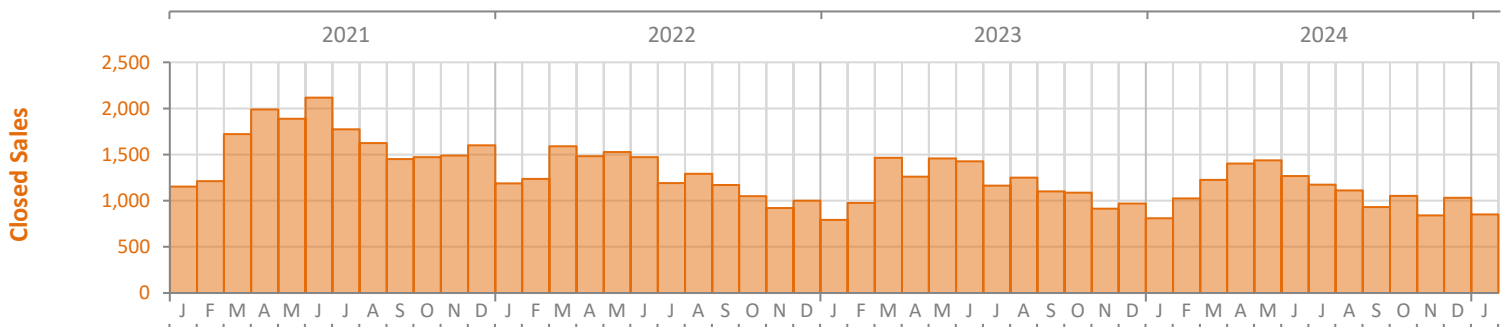
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	850	811	4.8%
Paid in Cash	408	400	2.0%
Median Sale Price	\$650,000	\$615,000	5.7%
Average Sale Price	\$1,419,728	\$1,174,056	20.9%
Dollar Volume	\$1.2 Billion	\$952.2 Million	26.7%
Median Percent of Original List Price Received	93.6%	94.4%	-0.8%
Median Time to Contract	42 Days	38 Days	10.5%
Median Time to Sale	83 Days	82 Days	1.2%
New Pending Sales	1,240	1,298	-4.5%
New Listings	2,034	1,904	6.8%
Pending Inventory	1,614	1,702	-5.2%
Inventory (Active Listings)	6,136	4,900	25.2%
Months Supply of Inventory	5.5	4.2	31.0%

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	850	4.8%
January 2025	850	4.8%
December 2024	1,032	6.5%
November 2024	841	-8.0%
October 2024	1,052	-3.1%
September 2024	932	-15.4%
August 2024	1,113	-10.9%
July 2024	1,174	0.9%
June 2024	1,269	-11.1%
May 2024	1,439	-1.4%
April 2024	1,402	11.1%
March 2024	1,226	-16.3%
February 2024	1,026	5.2%
January 2024	811	2.1%



Monthly Market Detail - January 2025

Single-Family Homes

Palm Beach County

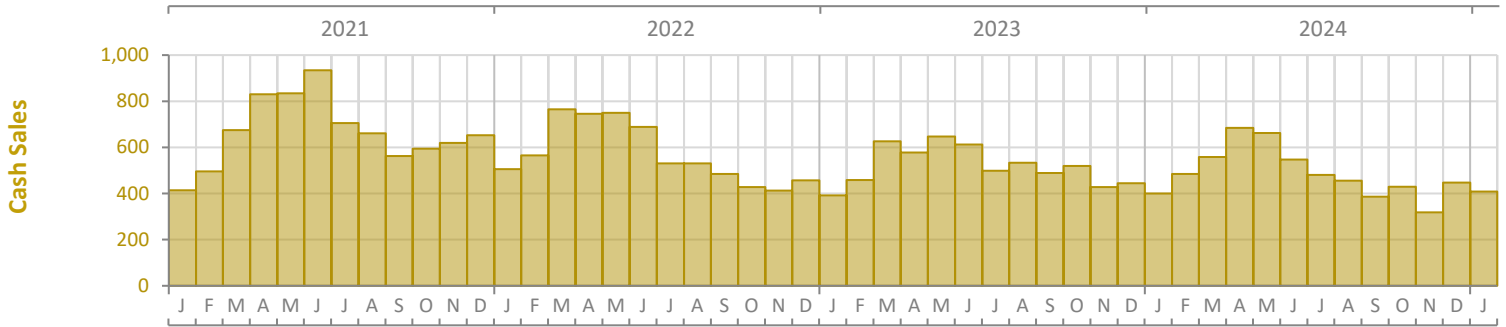


Cash Sales

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	408	2.0%
January 2025	408	2.0%
December 2024	448	0.9%
November 2024	319	-25.5%
October 2024	429	-17.5%
September 2024	387	-20.9%
August 2024	456	-14.6%
July 2024	480	-3.8%
June 2024	547	-10.8%
May 2024	662	2.3%
April 2024	684	18.3%
March 2024	558	-11.0%
February 2024	485	5.9%
January 2024	400	2.0%

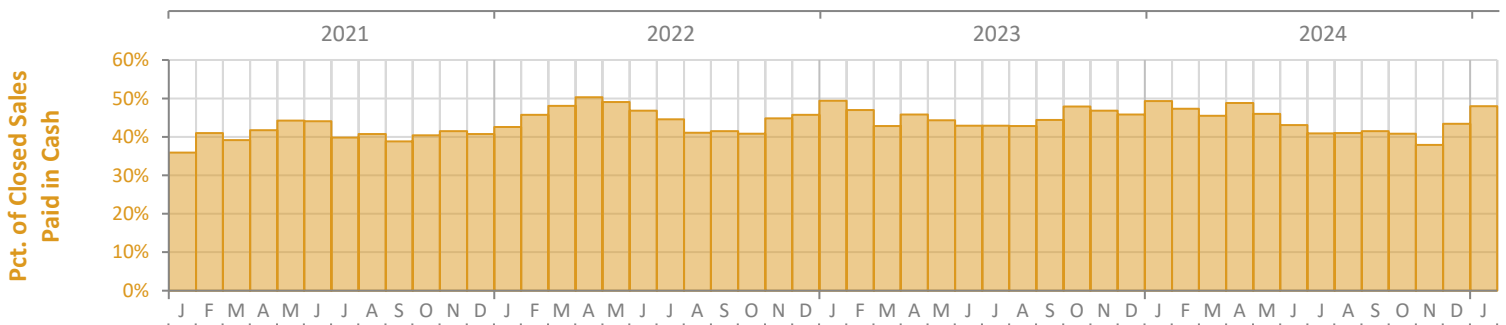


Cash Sales as a Percentage of Closed Sales

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	48.0%	-2.6%
January 2025	48.0%	-2.6%
December 2024	43.4%	-5.2%
November 2024	37.9%	-19.0%
October 2024	40.8%	-14.8%
September 2024	41.5%	-6.5%
August 2024	41.0%	-4.2%
July 2024	40.9%	-4.7%
June 2024	43.1%	0.5%
May 2024	46.0%	3.8%
April 2024	48.8%	6.6%
March 2024	45.5%	6.3%
February 2024	47.3%	0.6%
January 2024	49.3%	-0.2%



Monthly Market Detail - January 2025

Single-Family Homes

Palm Beach County

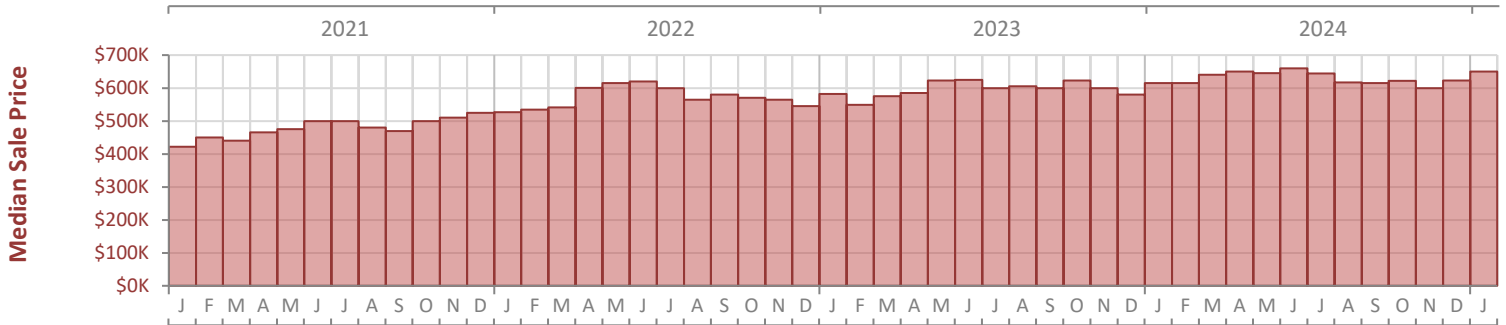


Median Sale Price

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	\$650,000	5.7%
January 2025	\$650,000	5.7%
December 2024	\$622,500	7.3%
November 2024	\$600,000	0.0%
October 2024	\$621,500	-0.2%
September 2024	\$615,000	2.5%
August 2024	\$617,500	2.1%
July 2024	\$644,500	7.4%
June 2024	\$659,999	5.6%
May 2024	\$645,000	3.6%
April 2024	\$650,000	11.1%
March 2024	\$640,000	11.3%
February 2024	\$615,000	11.9%
January 2024	\$615,000	5.6%

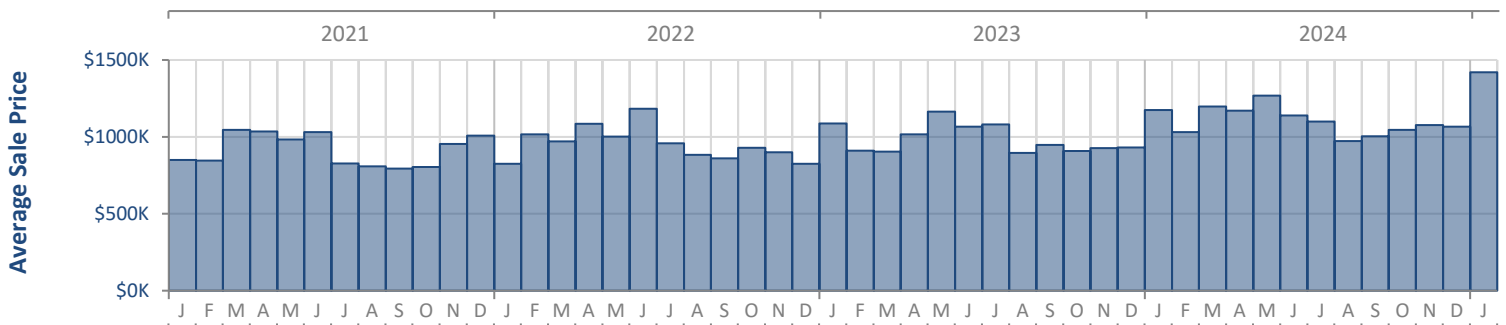


Average Sale Price

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	\$1,419,728	20.9%
January 2025	\$1,419,728	20.9%
December 2024	\$1,066,261	14.6%
November 2024	\$1,076,880	16.2%
October 2024	\$1,044,846	15.1%
September 2024	\$1,003,253	5.9%
August 2024	\$972,107	8.6%
July 2024	\$1,099,478	1.7%
June 2024	\$1,138,918	6.8%
May 2024	\$1,267,931	8.8%
April 2024	\$1,170,776	15.3%
March 2024	\$1,196,445	32.4%
February 2024	\$1,031,540	13.3%
January 2024	\$1,174,056	7.9%



Monthly Market Detail - January 2025

Single-Family Homes

Palm Beach County

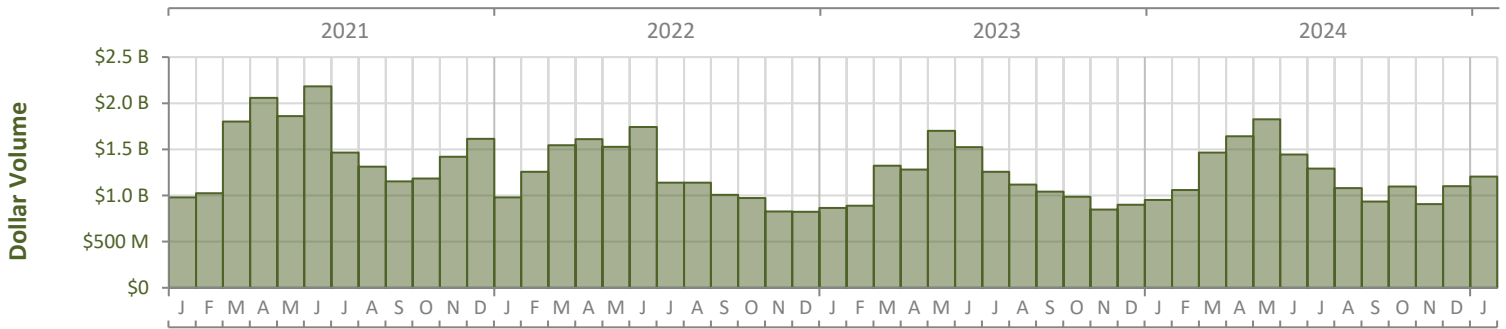


Dollar Volume

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	\$1.2 Billion	26.7%
January 2025	\$1.2 Billion	26.7%
December 2024	\$1.1 Billion	22.1%
November 2024	\$905.7 Million	6.9%
October 2024	\$1.1 Billion	11.4%
September 2024	\$935.0 Million	-10.4%
August 2024	\$1.1 Billion	-3.3%
July 2024	\$1.3 Billion	2.6%
June 2024	\$1.4 Billion	-5.1%
May 2024	\$1.8 Billion	7.3%
April 2024	\$1.6 Billion	28.1%
March 2024	\$1.5 Billion	10.8%
February 2024	\$1.1 Billion	19.2%
January 2024	\$952.2 Million	10.2%

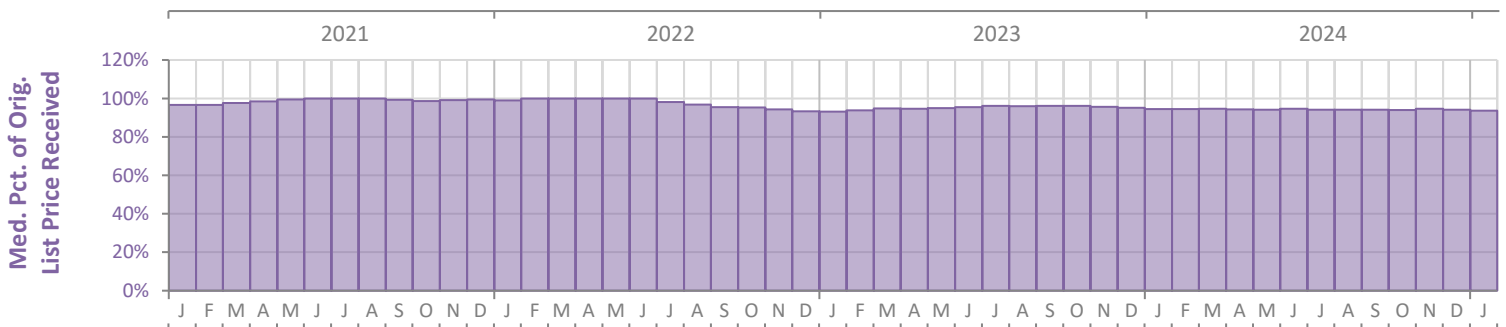


Median Percent of Original List Price Received

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	93.6%	-0.8%
January 2025	93.6%	-0.8%
December 2024	94.2%	-1.1%
November 2024	94.6%	-1.0%
October 2024	94.0%	-2.2%
September 2024	94.1%	-2.2%
August 2024	94.1%	-1.9%
July 2024	94.1%	-2.1%
June 2024	94.6%	-0.9%
May 2024	94.1%	-0.9%
April 2024	94.3%	-0.3%
March 2024	94.6%	-0.2%
February 2024	94.4%	0.6%
January 2024	94.4%	1.4%

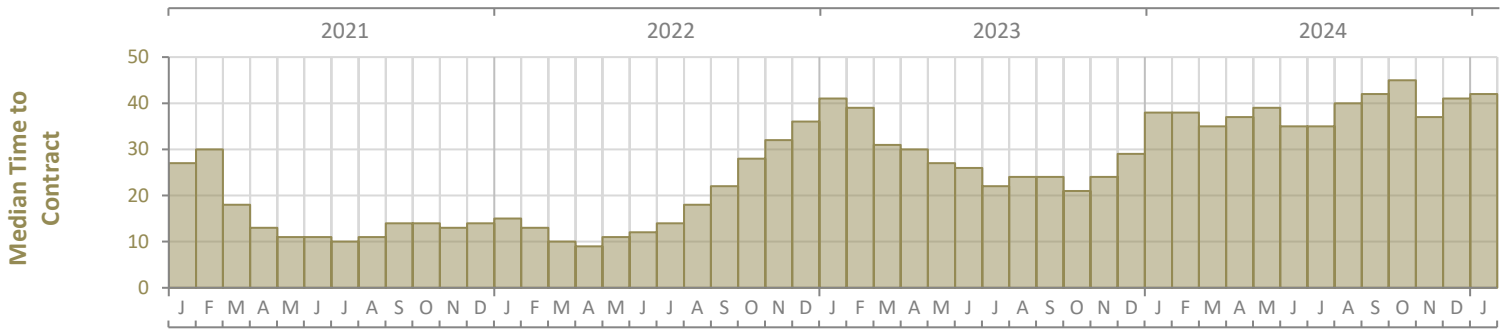


Median Time to Contract

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	42 Days	10.5%
January 2025	42 Days	10.5%
December 2024	41 Days	41.4%
November 2024	37 Days	54.2%
October 2024	45 Days	114.3%
September 2024	42 Days	75.0%
August 2024	40 Days	66.7%
July 2024	35 Days	59.1%
June 2024	35 Days	34.6%
May 2024	39 Days	44.4%
April 2024	37 Days	23.3%
March 2024	35 Days	12.9%
February 2024	38 Days	-2.6%
January 2024	38 Days	-7.3%

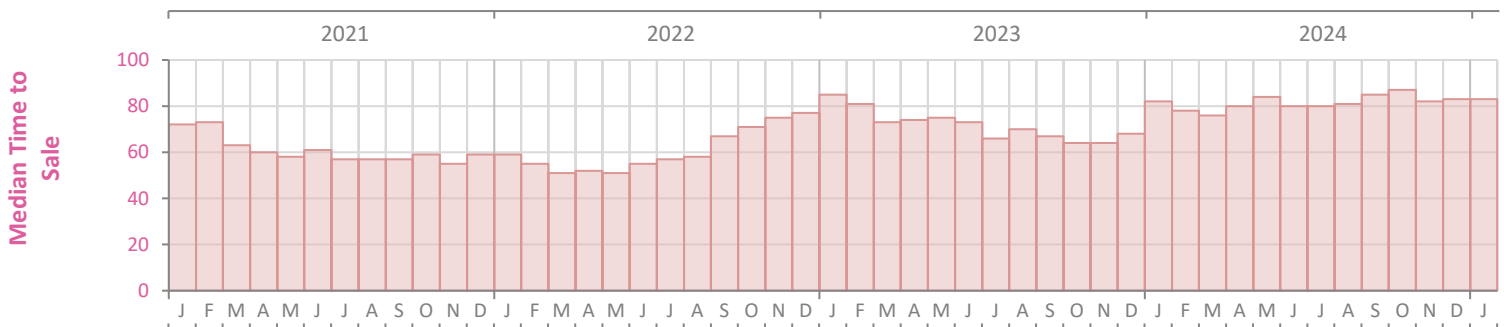


Median Time to Sale

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	83 Days	1.2%
January 2025	83 Days	1.2%
December 2024	83 Days	22.1%
November 2024	82 Days	28.1%
October 2024	87 Days	35.9%
September 2024	85 Days	26.9%
August 2024	81 Days	15.7%
July 2024	80 Days	21.2%
June 2024	80 Days	9.6%
May 2024	84 Days	12.0%
April 2024	80 Days	8.1%
March 2024	76 Days	4.1%
February 2024	78 Days	-3.7%
January 2024	82 Days	-3.5%

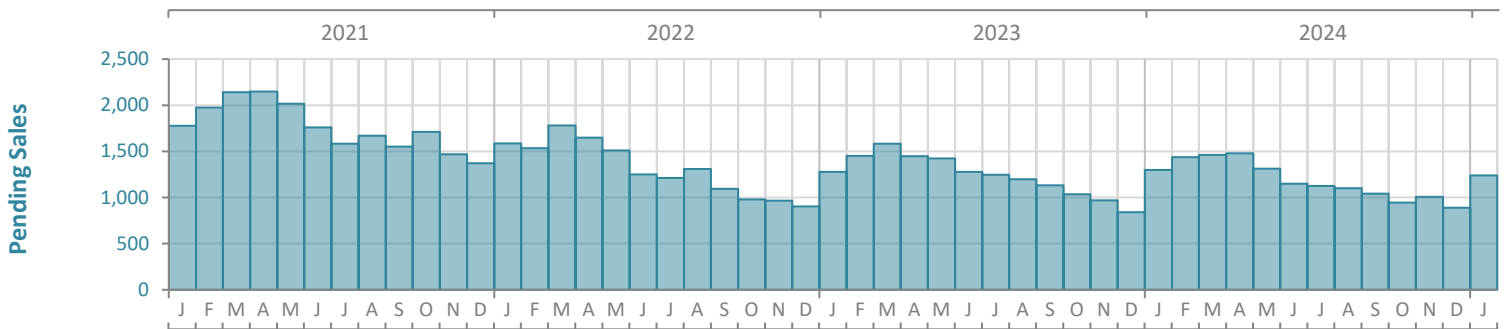


New Pending Sales

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	1,240	-4.5%
January 2025	1,240	-4.5%
December 2024	888	5.5%
November 2024	1,008	4.0%
October 2024	946	-8.5%
September 2024	1,041	-8.0%
August 2024	1,102	-7.9%
July 2024	1,124	-9.7%
June 2024	1,149	-10.0%
May 2024	1,313	-7.7%
April 2024	1,478	2.1%
March 2024	1,463	-7.6%
February 2024	1,438	-1.0%
January 2024	1,298	1.6%

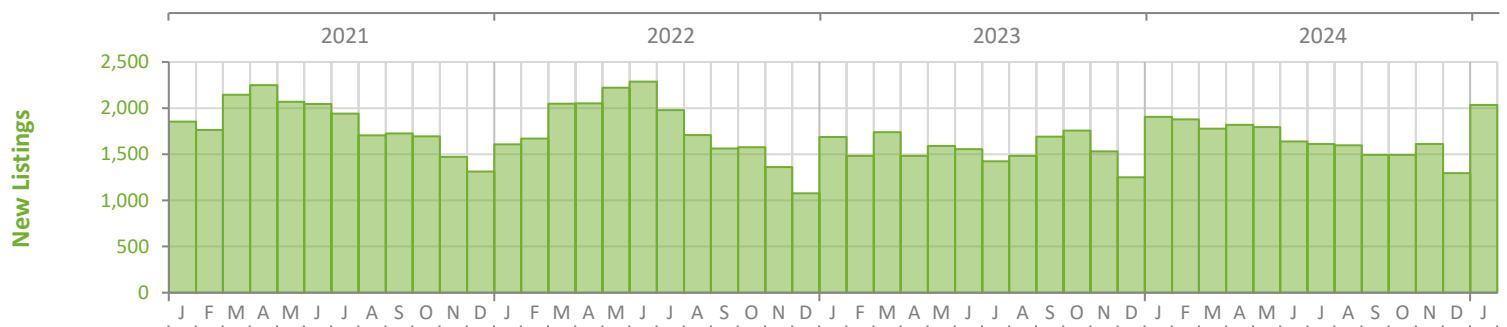


New Listings

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	2,034	6.8%
January 2025	2,034	6.8%
December 2024	1,295	3.7%
November 2024	1,610	5.2%
October 2024	1,493	-15.0%
September 2024	1,494	-11.7%
August 2024	1,597	7.8%
July 2024	1,611	13.2%
June 2024	1,640	5.5%
May 2024	1,793	12.7%
April 2024	1,818	22.8%
March 2024	1,777	2.2%
February 2024	1,877	26.5%
January 2024	1,904	12.9%

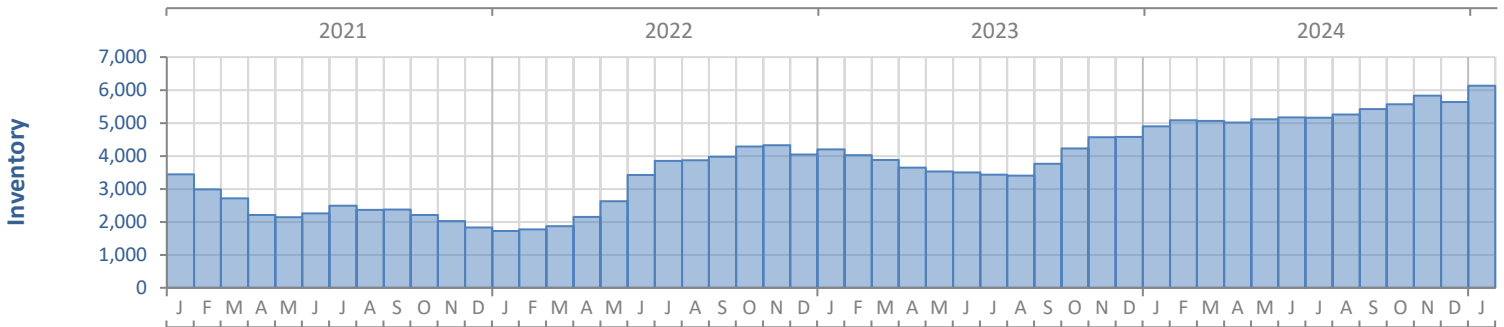


Inventory (Active Listings)

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)	6,136	25.2%
January 2025	6,136	25.2%
December 2024	5,637	23.2%
November 2024	5,828	27.6%
October 2024	5,568	31.8%
September 2024	5,424	44.1%
August 2024	5,257	54.4%
July 2024	5,159	50.4%
June 2024	5,170	47.8%
May 2024	5,108	44.7%
April 2024	5,017	37.8%
March 2024	5,066	30.7%
February 2024	5,080	26.1%
January 2024	4,900	16.6%

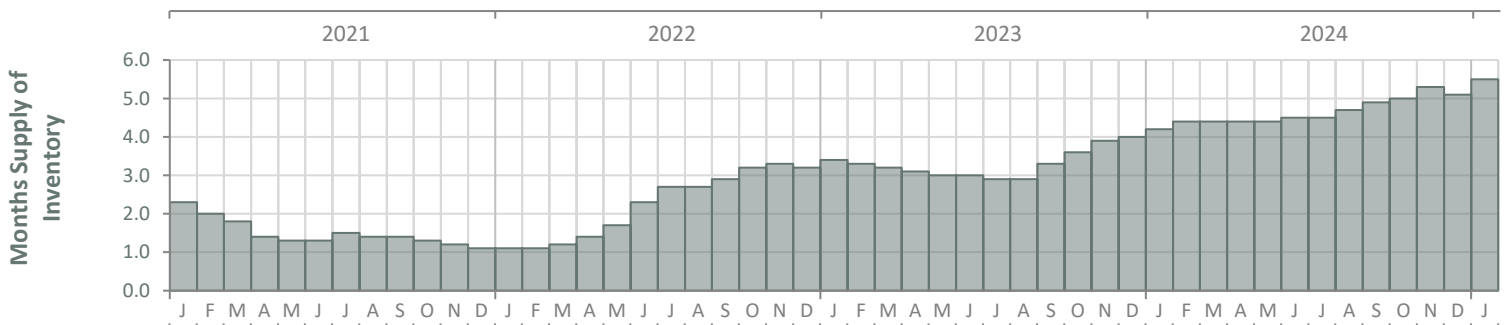


Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.5	31.0%
January 2025	5.5	31.0%
December 2024	5.1	27.5%
November 2024	5.3	35.9%
October 2024	5.0	38.9%
September 2024	4.9	48.5%
August 2024	4.7	62.1%
July 2024	4.5	55.2%
June 2024	4.5	50.0%
May 2024	4.4	46.7%
April 2024	4.4	41.9%
March 2024	4.4	37.5%
February 2024	4.4	33.3%
January 2024	4.2	23.5%

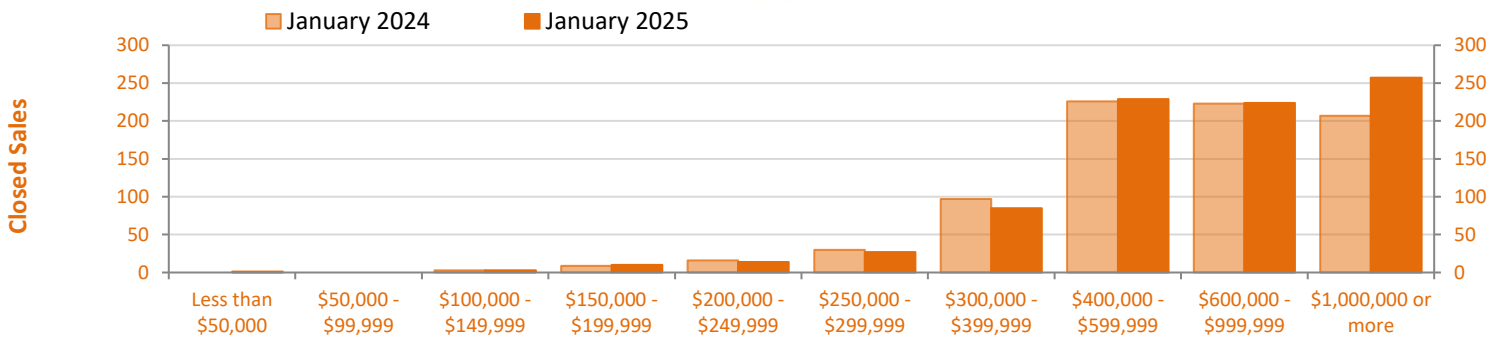


Closed Sales by Sale Price

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	1	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	10	11.1%
\$200,000 - \$249,999	14	-12.5%
\$250,000 - \$299,999	27	-10.0%
\$300,000 - \$399,999	85	-12.4%
\$400,000 - \$599,999	229	1.3%
\$600,000 - \$999,999	224	0.4%
\$1,000,000 or more	257	24.2%

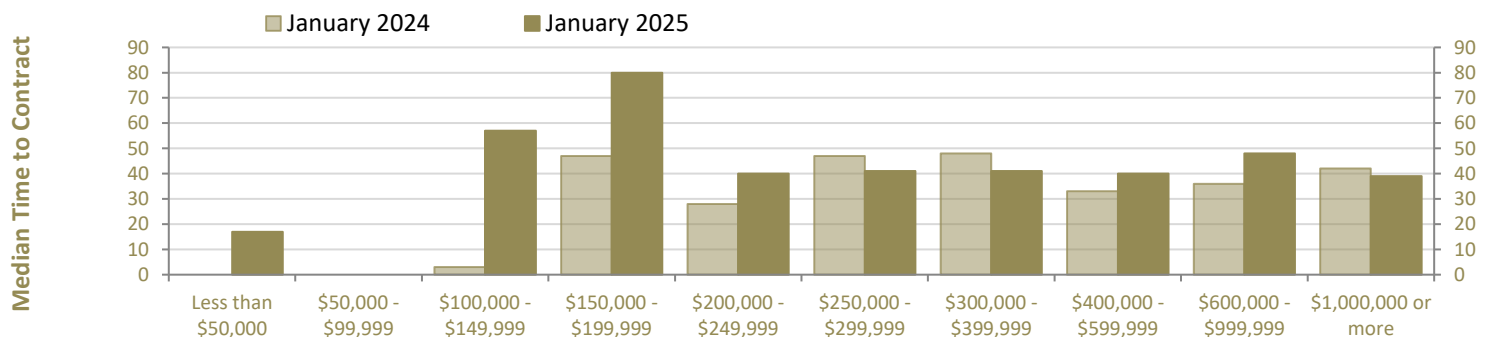


Median Time to Contract by Sale Price

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	17 Days	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	57 Days	1800.0%
\$150,000 - \$199,999	80 Days	70.2%
\$200,000 - \$249,999	40 Days	42.9%
\$250,000 - \$299,999	41 Days	-12.8%
\$300,000 - \$399,999	41 Days	-14.6%
\$400,000 - \$599,999	40 Days	21.2%
\$600,000 - \$999,999	48 Days	33.3%
\$1,000,000 or more	39 Days	-7.1%

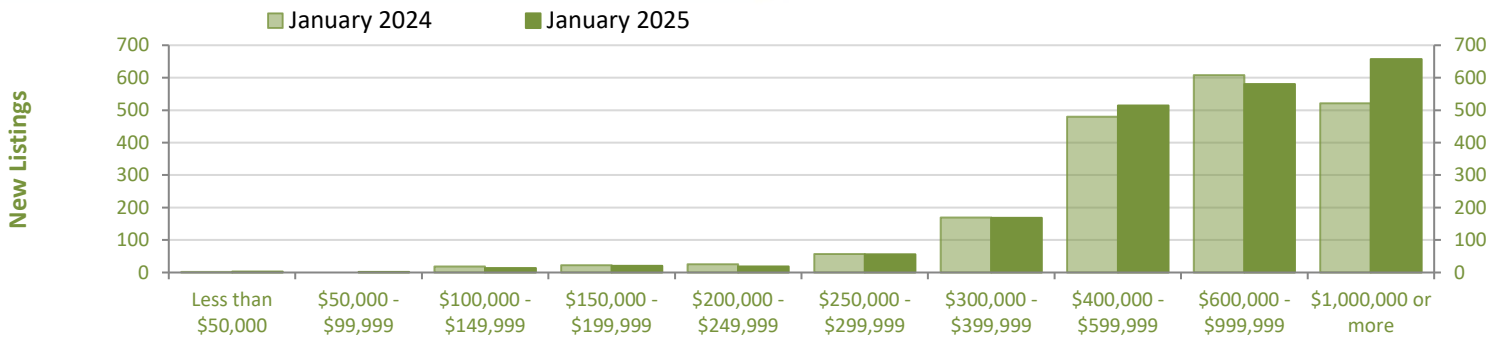


New Listings by Initial Listing Price

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	3	50.0%
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	14	-26.3%
\$150,000 - \$199,999	21	-8.7%
\$200,000 - \$249,999	19	-24.0%
\$250,000 - \$299,999	56	-1.8%
\$300,000 - \$399,999	168	-0.6%
\$400,000 - \$599,999	514	7.1%
\$600,000 - \$999,999	580	-4.6%
\$1,000,000 or more	657	26.1%

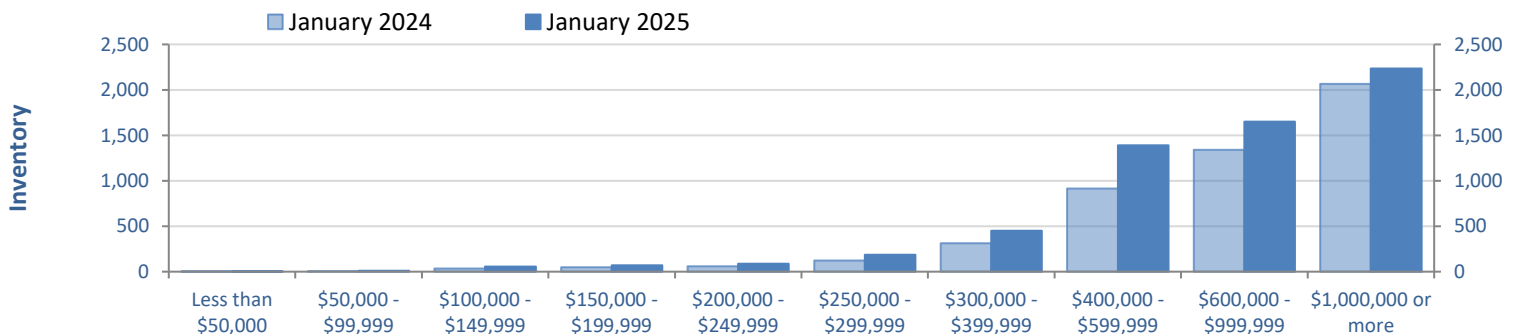


Inventory by Current Listing Price

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.

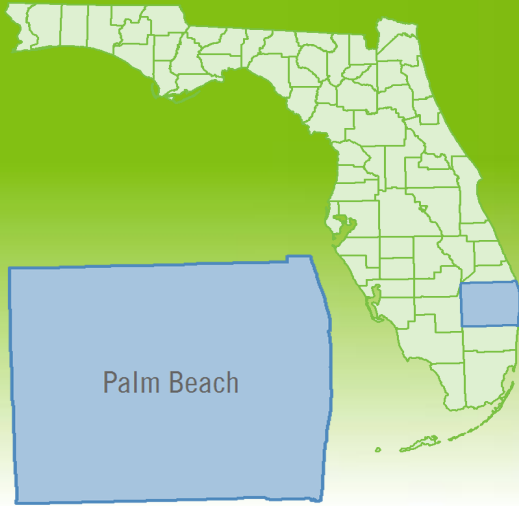
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	100.0%
\$50,000 - \$99,999	11	120.0%
\$100,000 - \$149,999	56	69.7%
\$150,000 - \$199,999	71	44.9%
\$200,000 - \$249,999	86	45.8%
\$250,000 - \$299,999	187	54.5%
\$300,000 - \$399,999	451	44.1%
\$400,000 - \$599,999	1,390	52.1%
\$600,000 - \$999,999	1,649	23.1%
\$1,000,000 or more	2,233	8.1%



Monthly Distressed Market - January 2025

Single-Family Homes

Palm Beach County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	840	804	4.5%
	Median Sale Price	\$653,000	\$618,425	5.6%
Foreclosure/REO	Closed Sales	8	6	33.3%
	Median Sale Price	\$408,438	\$431,000	-5.2%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$296,625	\$380,000	-21.9%

