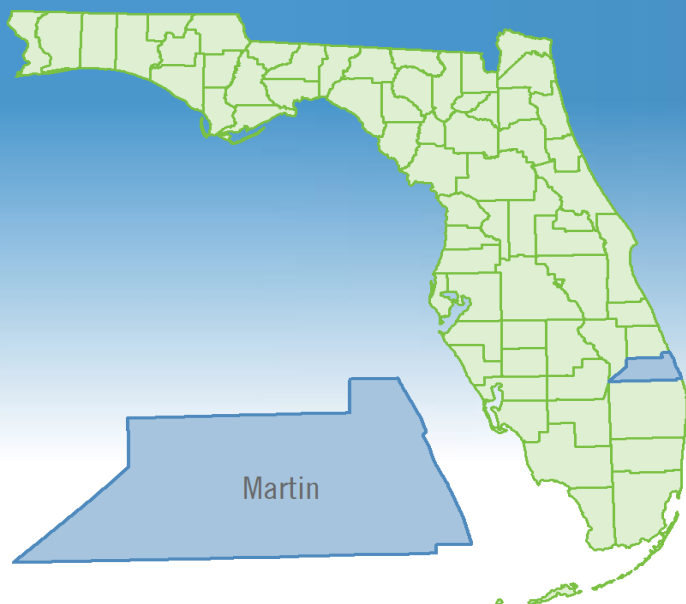


Monthly Market Detail - March 2025

Townhouses and Condos

Martin County



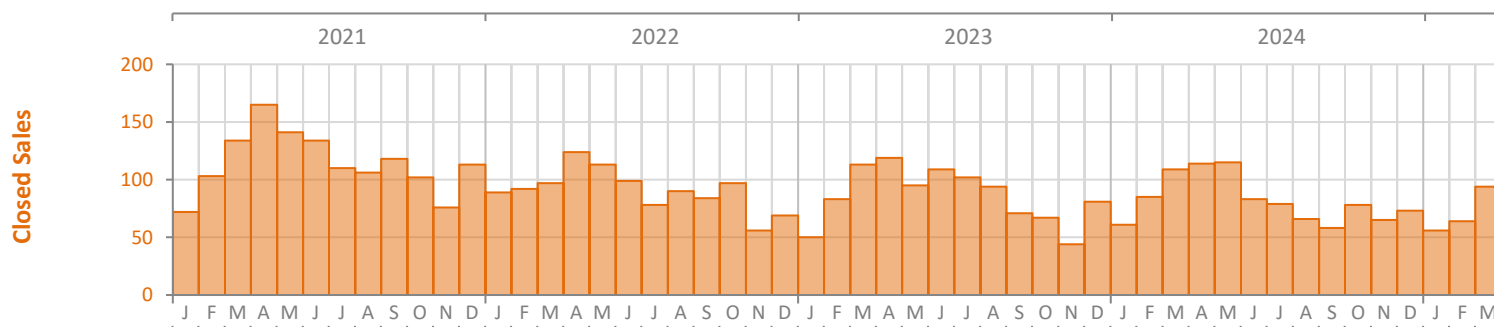
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	94	109	-13.8%
Paid in Cash	65	69	-5.8%
Median Sale Price	\$267,000	\$315,000	-15.2%
Average Sale Price	\$332,108	\$379,926	-12.6%
Dollar Volume	\$31.2 Million	\$41.4 Million	-24.6%
Median Percent of Original List Price Received	91.0%	94.8%	-4.0%
Median Time to Contract	73 Days	41 Days	78.0%
Median Time to Sale	114 Days	106 Days	7.5%
New Pending Sales	119	119	0.0%
New Listings	156	142	9.9%
Pending Inventory	156	168	-7.1%
Inventory (Active Listings)	784	520	50.8%
Months Supply of Inventory	10.0	6.0	66.7%

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	214	-16.1%
March 2025	94	-13.8%
February 2025	64	-24.7%
January 2025	56	-8.2%
December 2024	73	-9.9%
November 2024	65	47.7%
October 2024	78	16.4%
September 2024	58	-18.3%
August 2024	66	-29.8%
July 2024	79	-22.5%
June 2024	83	-23.9%
May 2024	115	21.1%
April 2024	114	-4.2%
March 2024	109	-3.5%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

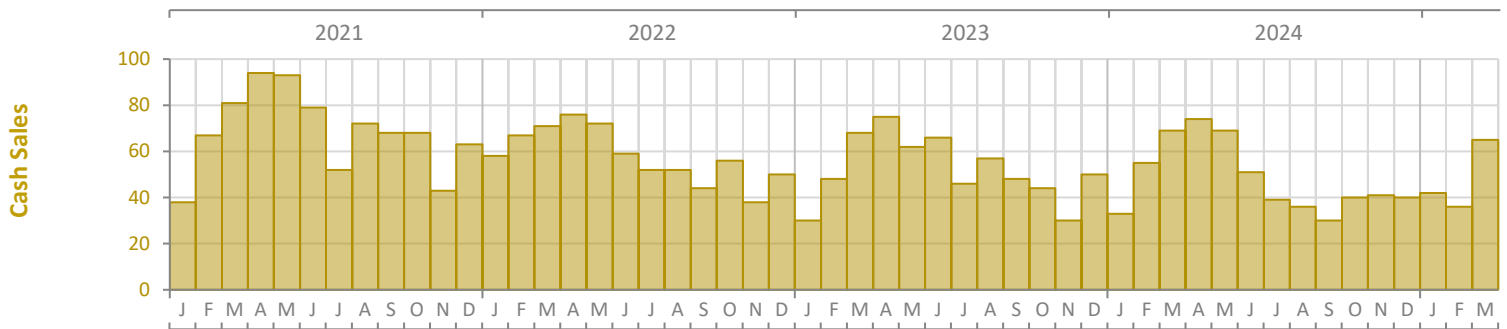


Cash Sales

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	143	-8.9%
March 2025	65	-5.8%
February 2025	36	-34.5%
January 2025	42	27.3%
December 2024	40	-20.0%
November 2024	41	36.7%
October 2024	40	-9.1%
September 2024	30	-37.5%
August 2024	36	-36.8%
July 2024	39	-15.2%
June 2024	51	-22.7%
May 2024	69	11.3%
April 2024	74	-1.3%
March 2024	69	1.5%

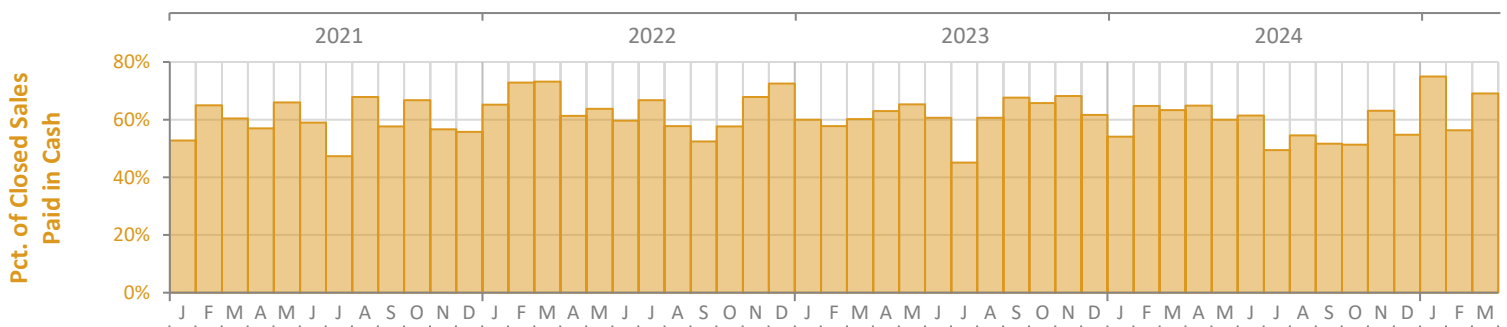


Cash Sales as a Percentage of Closed Sales

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	66.8%	8.4%
March 2025	69.1%	9.2%
February 2025	56.3%	-13.0%
January 2025	75.0%	38.6%
December 2024	54.8%	-11.2%
November 2024	63.1%	-7.5%
October 2024	51.3%	-21.9%
September 2024	51.7%	-23.5%
August 2024	54.5%	-10.1%
July 2024	49.4%	9.5%
June 2024	61.4%	1.3%
May 2024	60.0%	-8.1%
April 2024	64.9%	3.0%
March 2024	63.3%	5.1%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

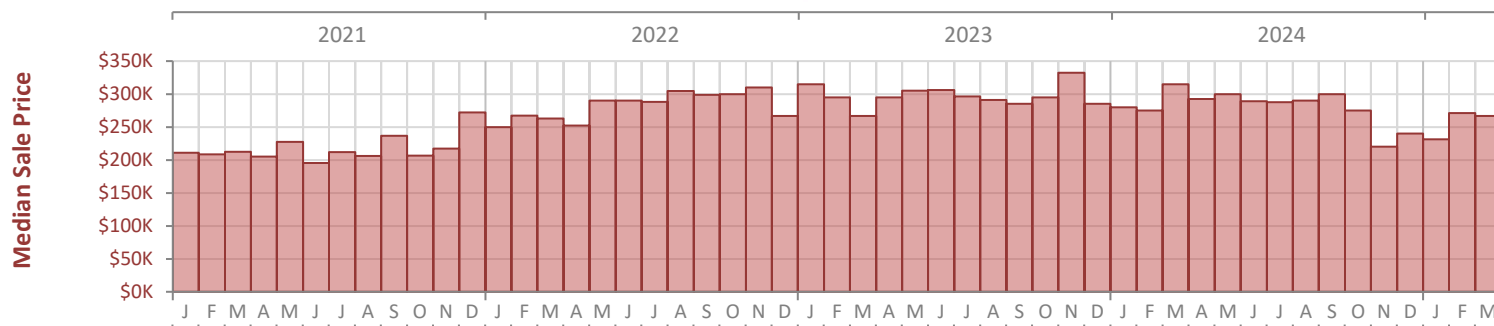


Median Sale Price

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	\$265,000	-9.4%
March 2025	\$267,000	-15.2%
February 2025	\$271,000	-1.5%
January 2025	\$231,438	-17.3%
December 2024	\$240,000	-15.8%
November 2024	\$220,000	-33.8%
October 2024	\$275,000	-6.8%
September 2024	\$300,000	5.3%
August 2024	\$290,000	-0.3%
July 2024	\$287,625	-2.9%
June 2024	\$289,000	-5.5%
May 2024	\$299,900	-1.7%
April 2024	\$292,500	-0.8%
March 2024	\$315,000	18.0%

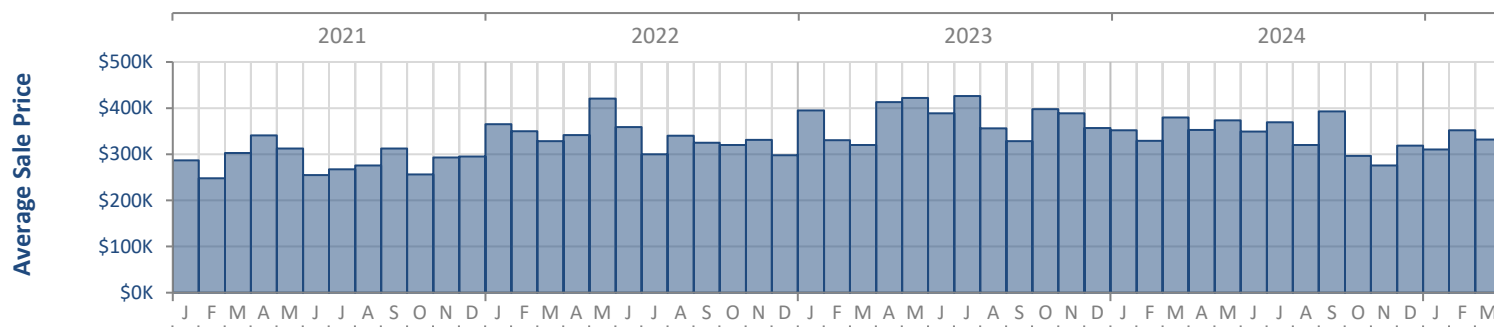


Average Sale Price

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	\$332,497	-6.6%
March 2025	\$332,108	-12.6%
February 2025	\$352,334	7.1%
January 2025	\$310,480	-11.7%
December 2024	\$318,399	-10.7%
November 2024	\$276,026	-29.0%
October 2024	\$296,236	-25.5%
September 2024	\$392,657	19.7%
August 2024	\$319,886	-10.2%
July 2024	\$369,186	-13.3%
June 2024	\$348,944	-10.2%
May 2024	\$373,198	-11.6%
April 2024	\$352,496	-14.6%
March 2024	\$379,926	18.7%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

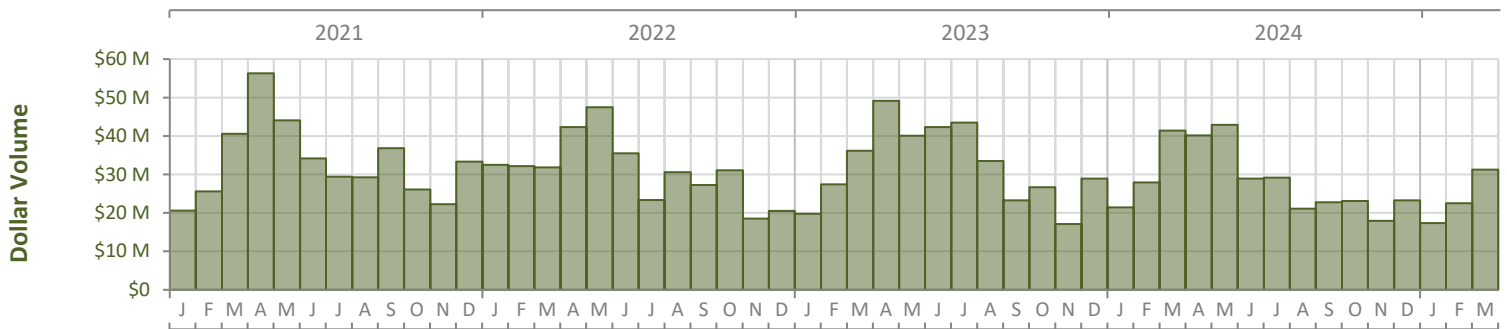


Dollar Volume

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	\$71.2 Million	-21.7%
March 2025	\$31.2 Million	-24.6%
February 2025	\$22.5 Million	-19.3%
January 2025	\$17.4 Million	-19.0%
December 2024	\$23.2 Million	-19.5%
November 2024	\$17.9 Million	4.9%
October 2024	\$23.1 Million	-13.3%
September 2024	\$22.8 Million	-2.2%
August 2024	\$21.1 Million	-37.0%
July 2024	\$29.2 Million	-32.9%
June 2024	\$29.0 Million	-31.6%
May 2024	\$42.9 Million	7.1%
April 2024	\$40.2 Million	-18.2%
March 2024	\$41.4 Million	14.5%

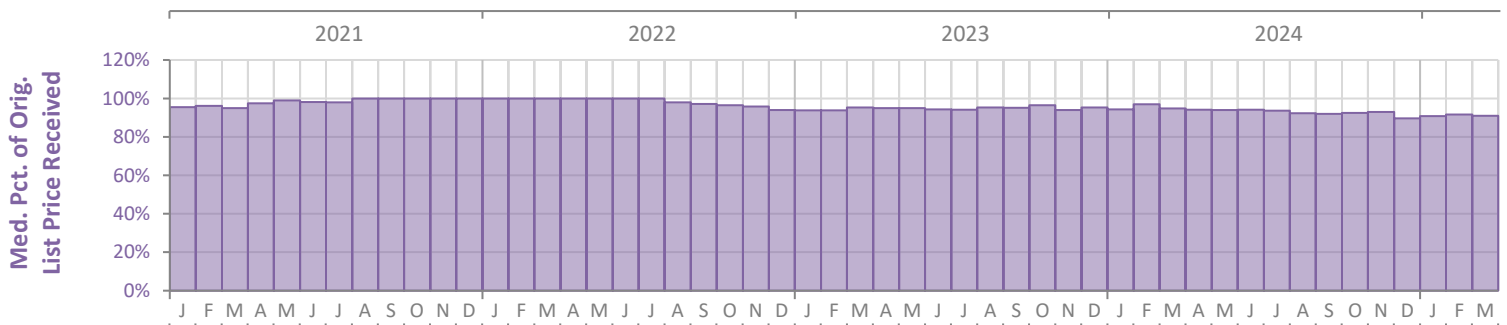


Median Percent of Original List Price Received

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	91.1%	-4.5%
March 2025	91.0%	-4.0%
February 2025	91.7%	-5.4%
January 2025	90.8%	-3.7%
December 2024	89.7%	-5.9%
November 2024	93.0%	-1.0%
October 2024	92.5%	-4.0%
September 2024	92.0%	-3.3%
August 2024	92.3%	-3.1%
July 2024	93.6%	-0.5%
June 2024	94.1%	-0.2%
May 2024	93.9%	-1.1%
April 2024	94.2%	-0.8%
March 2024	94.8%	-0.5%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

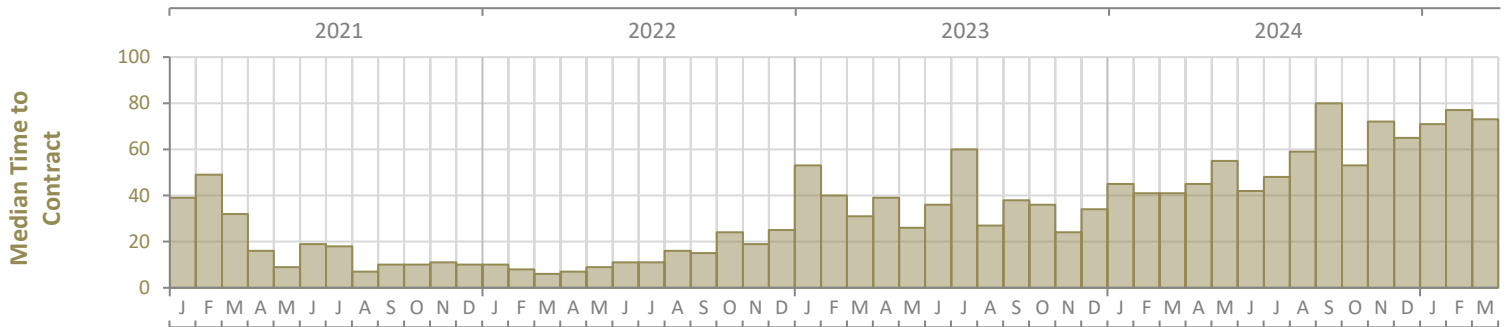


Median Time to Contract

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	76 Days	81.0%
March 2025	73 Days	78.0%
February 2025	77 Days	87.8%
January 2025	71 Days	57.8%
December 2024	65 Days	91.2%
November 2024	72 Days	200.0%
October 2024	53 Days	47.2%
September 2024	80 Days	110.5%
August 2024	59 Days	118.5%
July 2024	48 Days	-20.0%
June 2024	42 Days	16.7%
May 2024	55 Days	111.5%
April 2024	45 Days	15.4%
March 2024	41 Days	32.3%

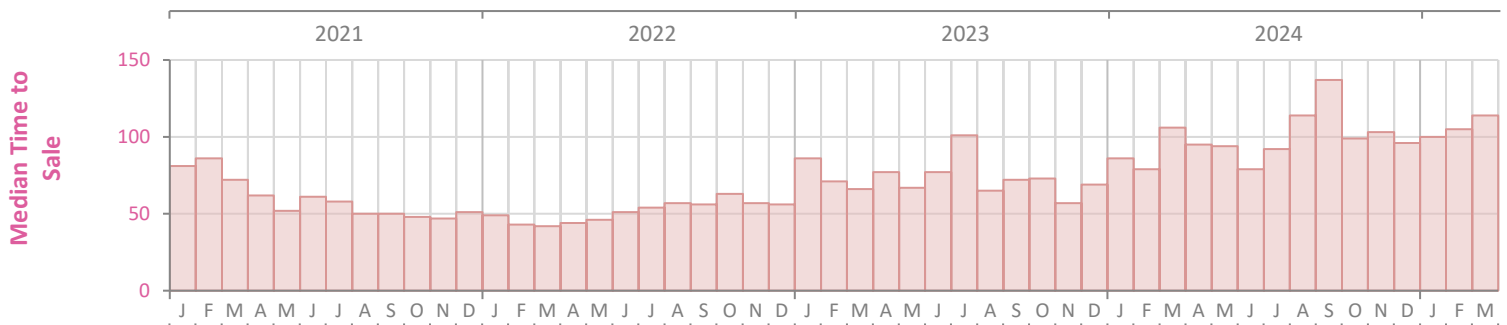


Median Time to Sale

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	114 Days	28.1%
March 2025	114 Days	7.5%
February 2025	105 Days	32.9%
January 2025	100 Days	16.3%
December 2024	96 Days	39.1%
November 2024	103 Days	80.7%
October 2024	99 Days	35.6%
September 2024	137 Days	90.3%
August 2024	114 Days	75.4%
July 2024	92 Days	-8.9%
June 2024	79 Days	2.6%
May 2024	94 Days	40.3%
April 2024	95 Days	23.4%
March 2024	106 Days	60.6%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

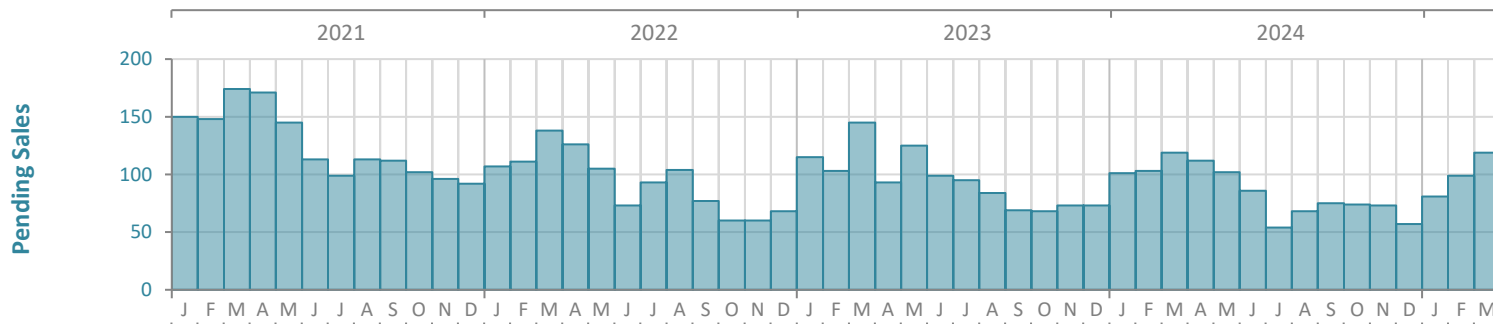


New Pending Sales

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	299	-7.4%
March 2025	119	0.0%
February 2025	99	-3.9%
January 2025	81	-19.8%
December 2024	57	-21.9%
November 2024	73	0.0%
October 2024	74	8.8%
September 2024	75	8.7%
August 2024	68	-19.0%
July 2024	54	-43.2%
June 2024	86	-13.1%
May 2024	102	-18.4%
April 2024	112	20.4%
March 2024	119	-17.9%

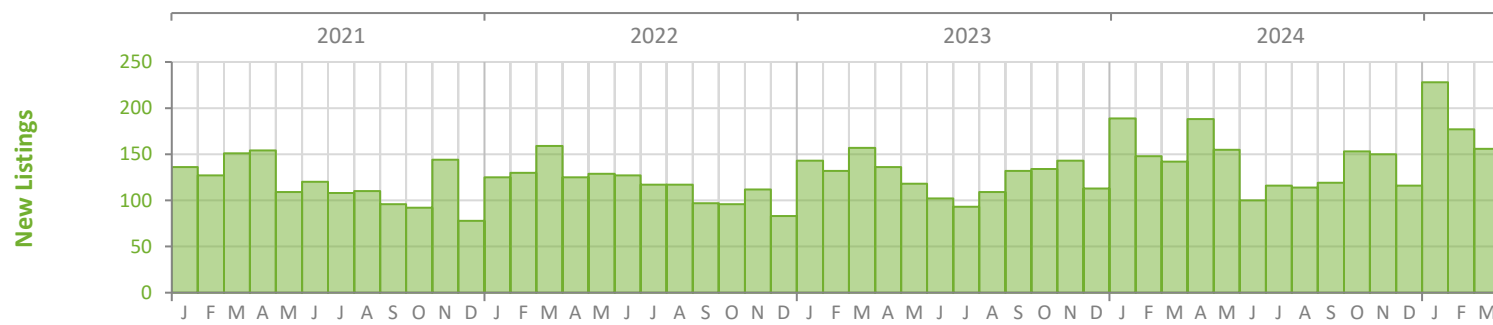


New Listings

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	561	17.1%
March 2025	156	9.9%
February 2025	177	19.6%
January 2025	228	20.6%
December 2024	116	2.7%
November 2024	150	4.9%
October 2024	153	14.2%
September 2024	119	-9.8%
August 2024	114	4.6%
July 2024	116	24.7%
June 2024	100	-2.0%
May 2024	155	31.4%
April 2024	188	38.2%
March 2024	142	-9.6%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

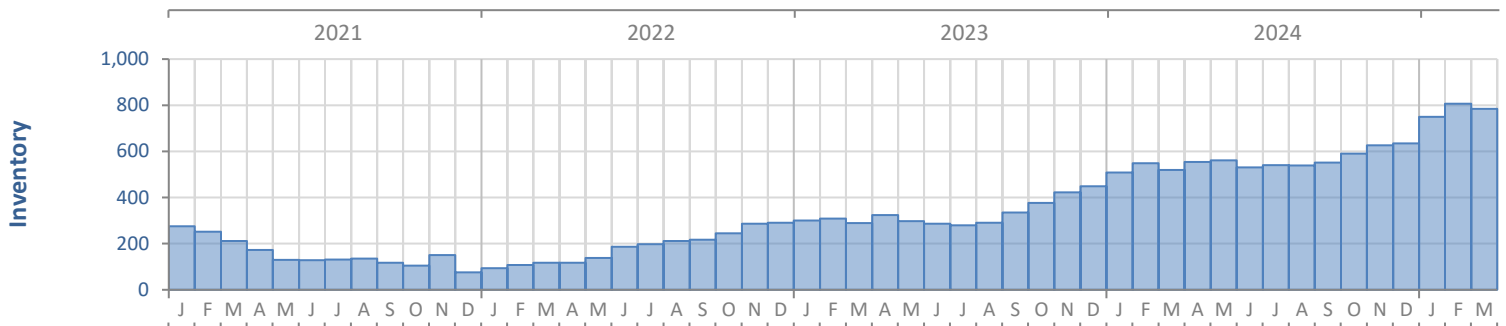


Inventory (Active Listings)

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)	780	48.5%
March 2025	784	50.8%
February 2025	806	47.1%
January 2025	750	47.6%
December 2024	635	41.4%
November 2024	627	48.2%
October 2024	590	56.9%
September 2024	552	64.8%
August 2024	539	85.2%
July 2024	541	93.2%
June 2024	531	85.0%
May 2024	561	88.3%
April 2024	554	71.0%
March 2024	520	79.9%

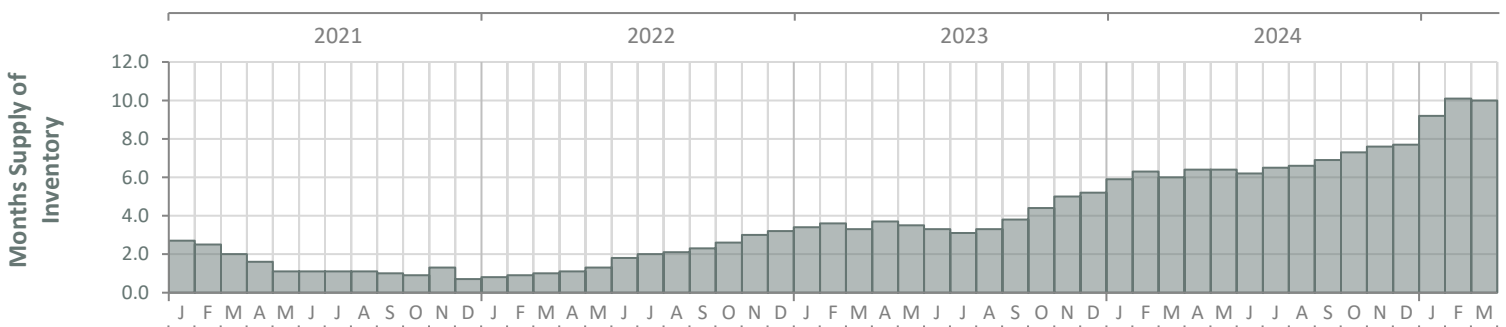


Months Supply of Inventory

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)	9.8	60.7%
March 2025	10.0	66.7%
February 2025	10.1	60.3%
January 2025	9.2	55.9%
December 2024	7.7	48.1%
November 2024	7.6	52.0%
October 2024	7.3	65.9%
September 2024	6.9	81.6%
August 2024	6.6	100.0%
July 2024	6.5	109.7%
June 2024	6.2	87.9%
May 2024	6.4	82.9%
April 2024	6.4	73.0%
March 2024	6.0	81.8%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

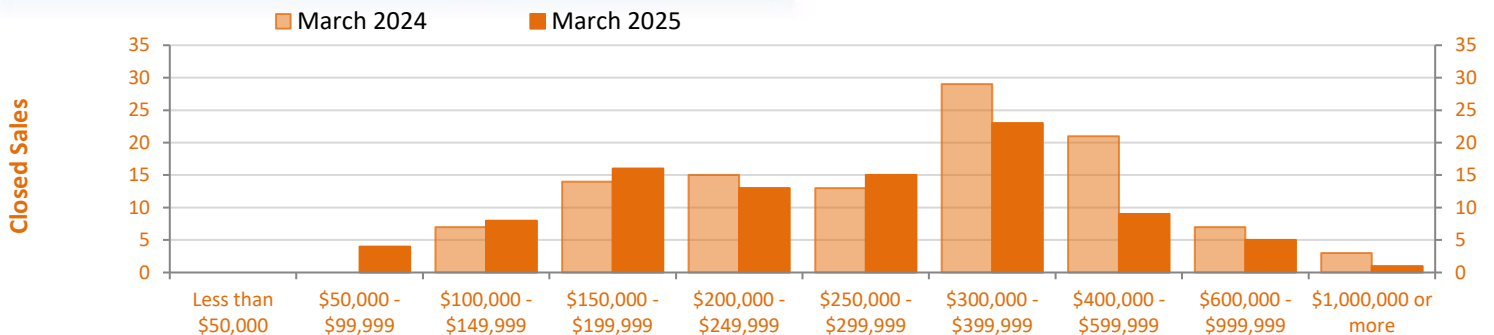


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	4	N/A
\$100,000 - \$149,999	8	14.3%
\$150,000 - \$199,999	16	14.3%
\$200,000 - \$249,999	13	-13.3%
\$250,000 - \$299,999	15	15.4%
\$300,000 - \$399,999	23	-20.7%
\$400,000 - \$599,999	9	-57.1%
\$600,000 - \$999,999	5	-28.6%
\$1,000,000 or more	1	-66.7%

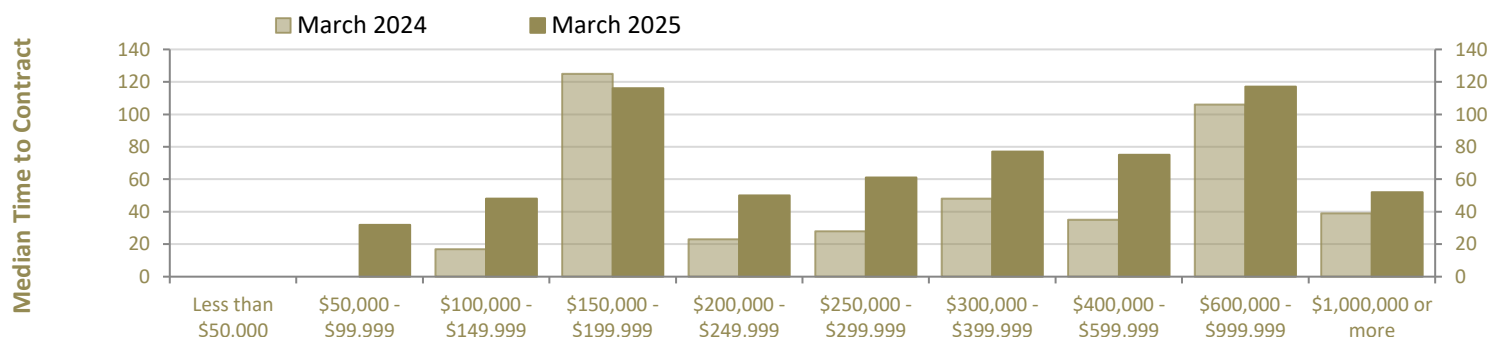


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	(No Sales)	N/A
\$50,000 - \$99,999	32 Days	N/A
\$100,000 - \$149,999	48 Days	182.4%
\$150,000 - \$199,999	116 Days	-7.2%
\$200,000 - \$249,999	50 Days	117.4%
\$250,000 - \$299,999	61 Days	117.9%
\$300,000 - \$399,999	77 Days	60.4%
\$400,000 - \$599,999	75 Days	114.3%
\$600,000 - \$999,999	117 Days	10.4%
\$1,000,000 or more	52 Days	33.3%



Monthly Market Detail - March 2025

Townhouses and Condos

Martin County

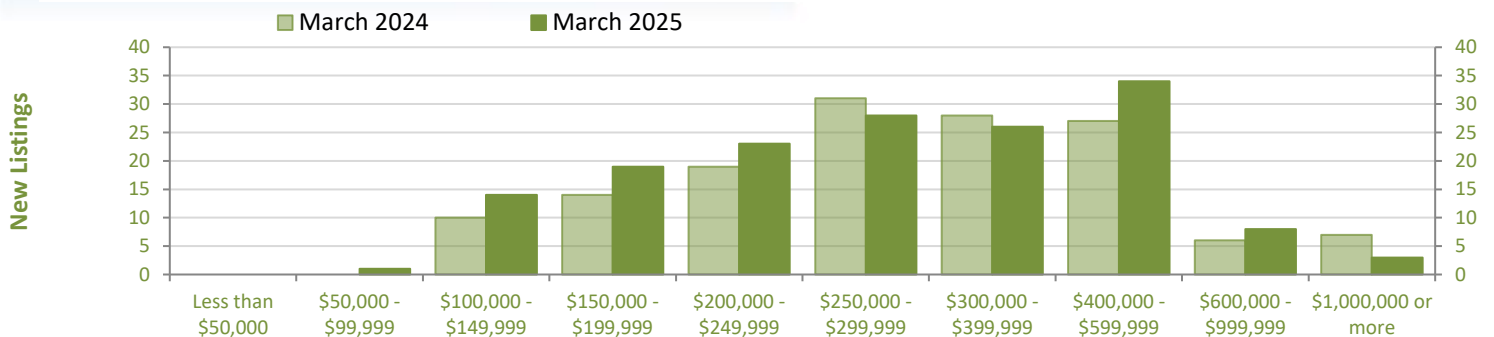


New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	14	40.0%
\$150,000 - \$199,999	19	35.7%
\$200,000 - \$249,999	23	21.1%
\$250,000 - \$299,999	28	-9.7%
\$300,000 - \$399,999	26	-7.1%
\$400,000 - \$599,999	34	25.9%
\$600,000 - \$999,999	8	33.3%
\$1,000,000 or more	3	-57.1%

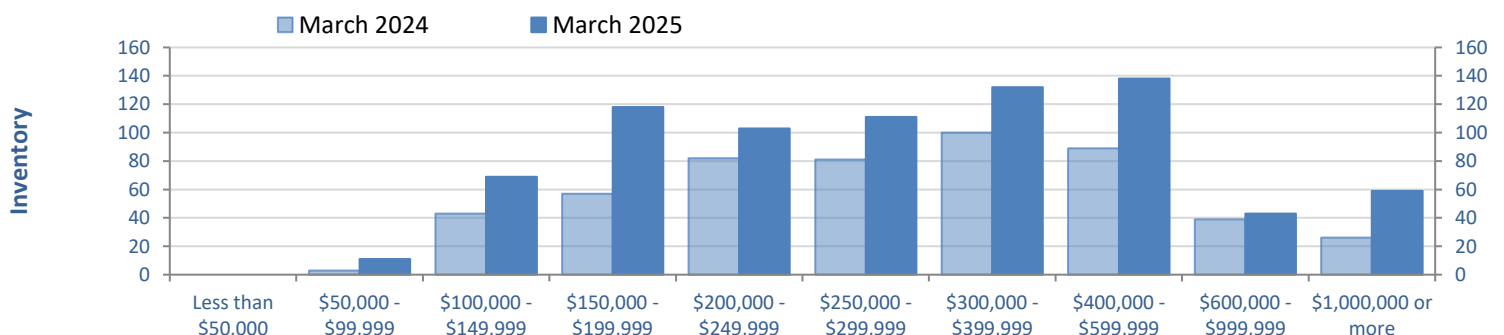


Inventory by Current Listing Price

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.

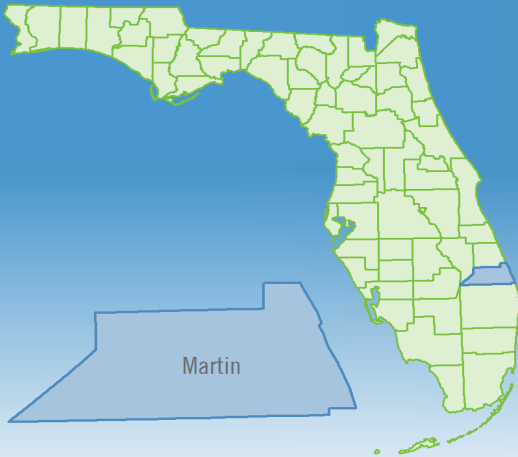
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	11	266.7%
\$100,000 - \$149,999	69	60.5%
\$150,000 - \$199,999	118	107.0%
\$200,000 - \$249,999	103	25.6%
\$250,000 - \$299,999	111	37.0%
\$300,000 - \$399,999	132	32.0%
\$400,000 - \$599,999	138	55.1%
\$600,000 - \$999,999	43	10.3%
\$1,000,000 or more	59	126.9%



Monthly Distressed Market - March 2025

Townhouses and Condos

Martin County



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	94	108	-13.0%
	Median Sale Price	\$267,000	\$315,000	-15.2%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$163,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

