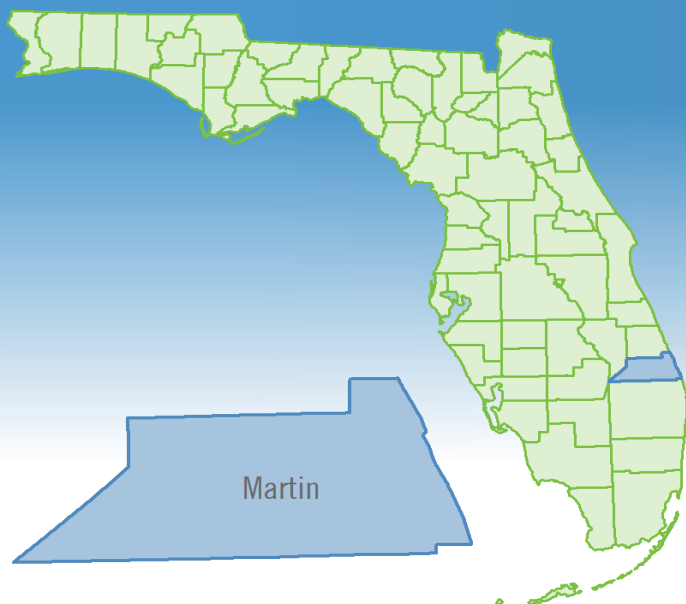


# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County



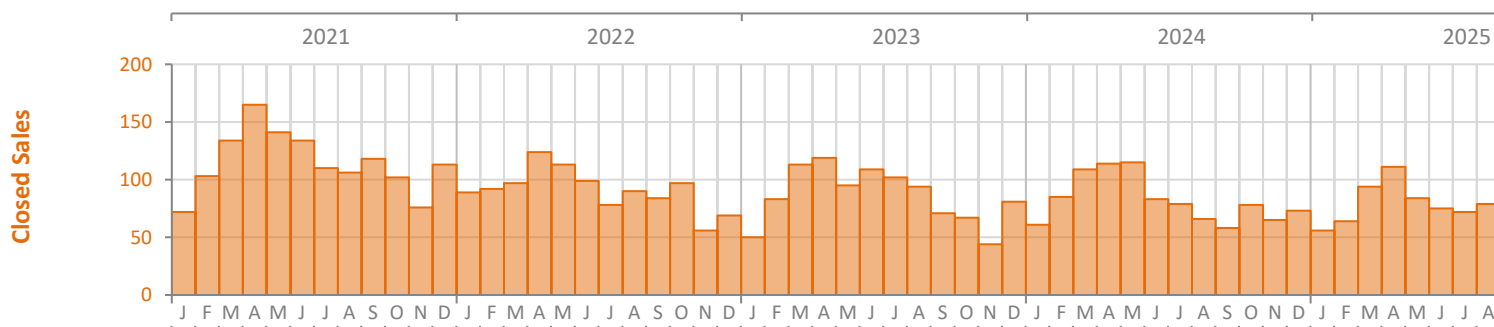
Summary Statistics	August 2025	August 2024	Percent Change Year-over-Year
Closed Sales	79	66	19.7%
Paid in Cash	38	36	5.6%
Median Sale Price	\$230,000	\$290,000	-20.7%
Average Sale Price	\$283,124	\$319,886	-11.5%
Dollar Volume	\$22.4 Million	\$21.1 Million	5.9%
Median Percent of Original List Price Received	88.4%	92.3%	-4.2%
Median Time to Contract	90 Days	59 Days	52.5%
Median Time to Sale	118 Days	114 Days	3.5%
New Pending Sales	87	68	27.9%
New Listings	109	114	-4.4%
Pending Inventory	106	94	12.8%
Inventory (Active Listings)	614	539	13.9%
Months Supply of Inventory	8.1	6.6	22.7%

## 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	635	-10.8%
<b>August 2025</b>	<b>79</b>	<b>19.7%</b>
July 2025	72	-8.9%
June 2025	75	-9.6%
May 2025	84	-27.0%
April 2025	111	-2.6%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

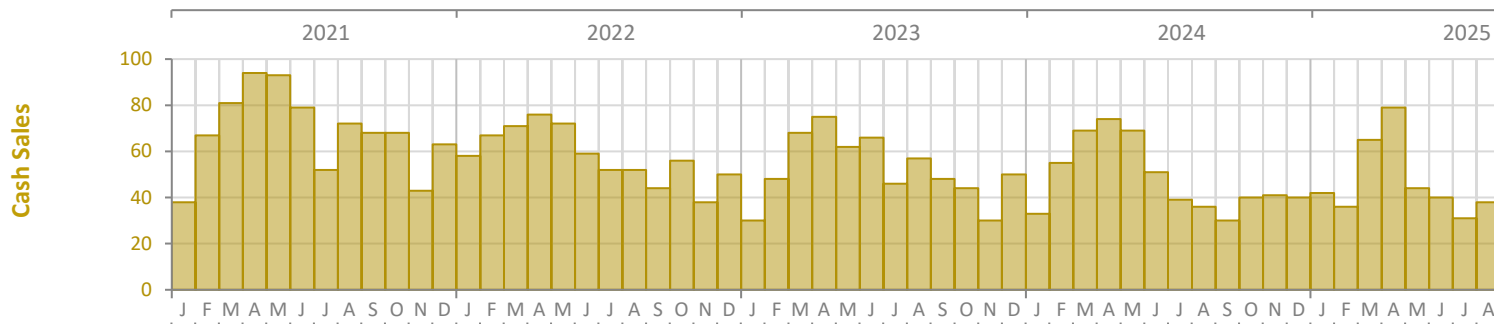


## Cash Sales

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	375	-12.0%
<b>August 2025</b>	<b>38</b>	<b>5.6%</b>
July 2025	31	-20.5%
June 2025	40	-21.6%
May 2025	44	-36.2%
April 2025	79	6.8%
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%

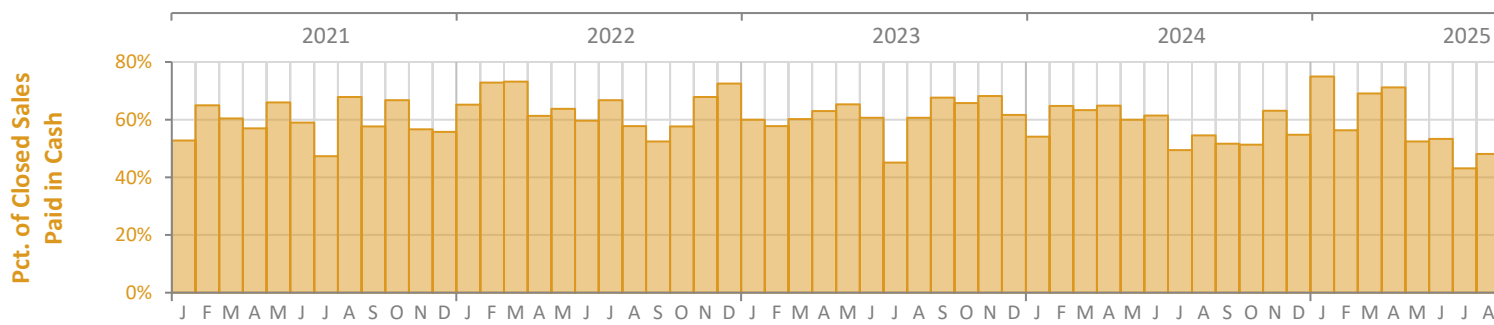


## Cash Sales as a Percentage of Closed Sales

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	59.1%	-1.2%
<b>August 2025</b>	<b>48.1%</b>	<b>-11.7%</b>
July 2025	43.1%	-12.8%
June 2025	53.3%	-13.2%
May 2025	52.4%	-12.7%
April 2025	71.2%	9.7%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

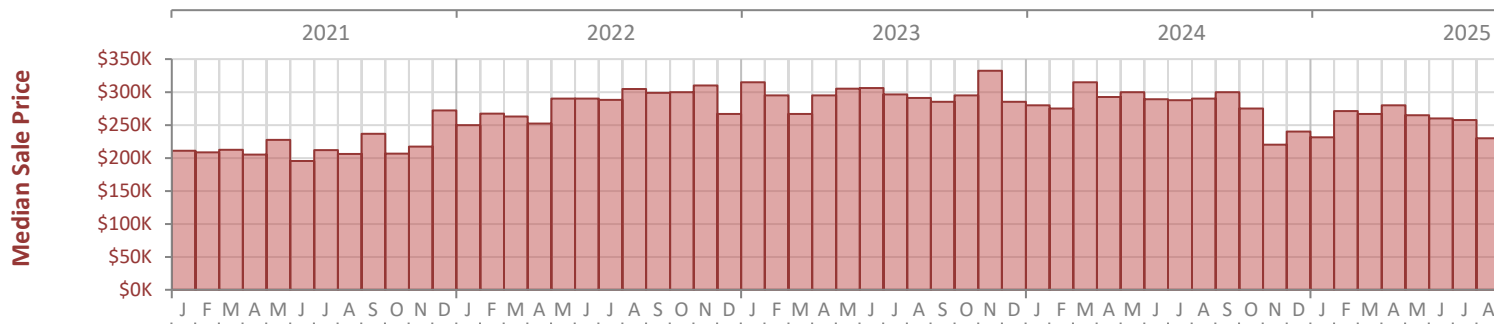


## Median Sale Price

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	-9.2%
<b>August 2025</b>	<b>\$230,000</b>	<b>-20.7%</b>
July 2025	\$257,500	-10.5%
June 2025	\$260,000	-10.0%
May 2025	\$265,000	-11.6%
April 2025	\$280,000	-4.3%
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%

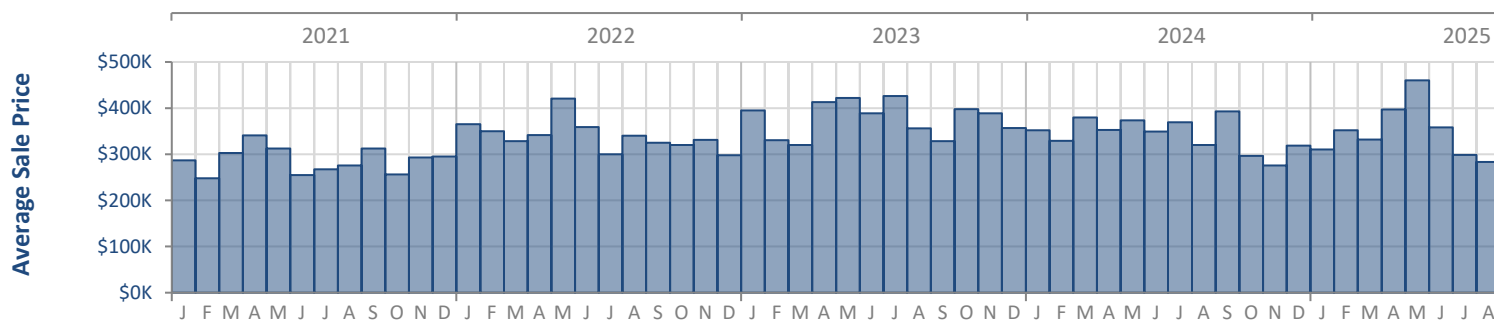


## Average Sale Price

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	\$353,665	-0.5%
<b>August 2025</b>	<b>\$283,124</b>	<b>-11.5%</b>
July 2025	\$298,322	-19.2%
June 2025	\$358,154	2.6%
May 2025	\$459,999	23.3%
April 2025	\$397,074	12.6%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

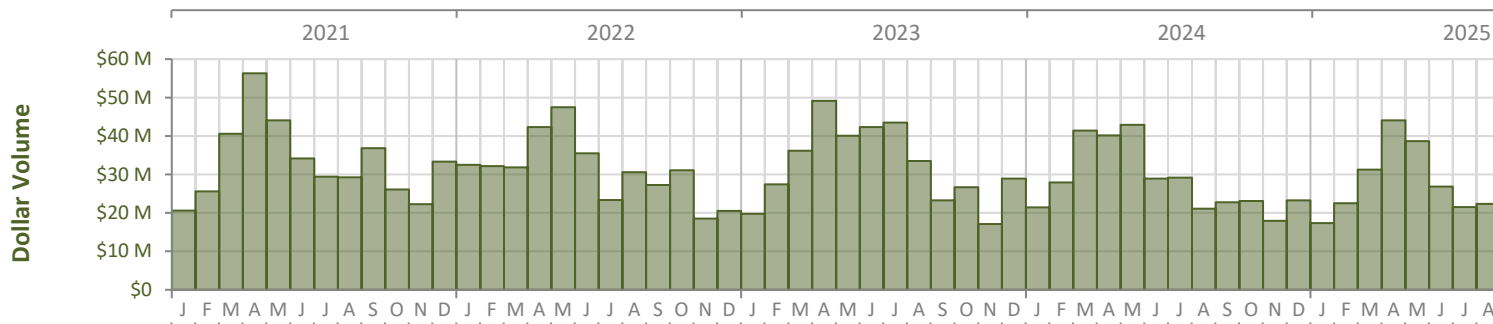


## Dollar Volume

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	\$224.6 Million	-11.3%
<b>August 2025</b>	<b>\$22.4 Million</b>	<b>5.9%</b>
July 2025	\$21.5 Million	-26.4%
June 2025	\$26.9 Million	-7.3%
May 2025	\$38.6 Million	-10.0%
April 2025	\$44.1 Million	9.7%
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%

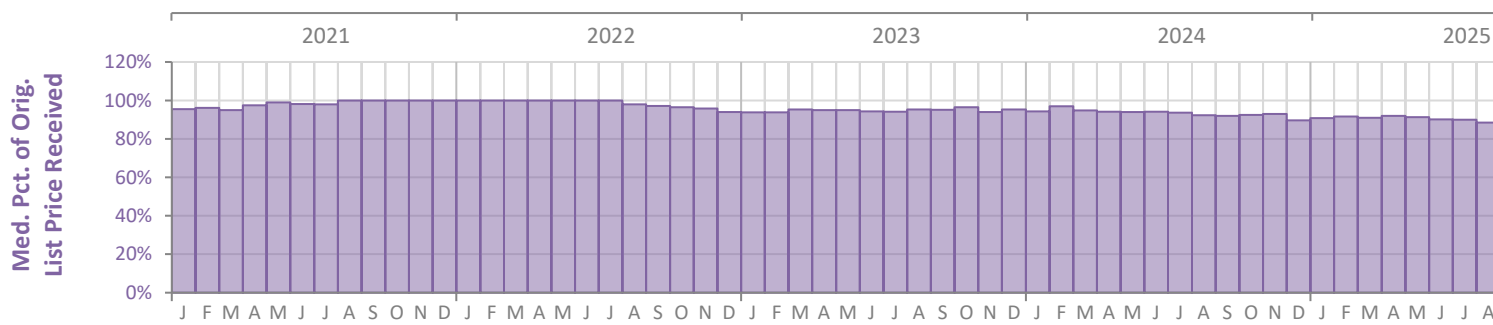


## Median Percent of Original List Price Received

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	90.5%	-4.3%
<b>August 2025</b>	<b>88.4%</b>	<b>-4.2%</b>
July 2025	90.0%	-3.8%
June 2025	90.1%	-4.3%
May 2025	91.3%	-2.8%
April 2025	91.9%	-2.4%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

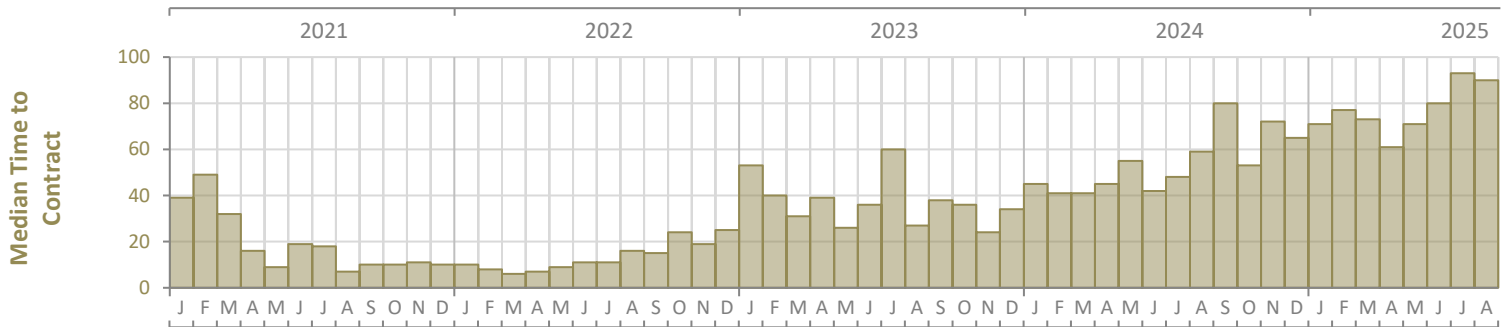


## Median Time to Contract

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	80 Days	63.3%
<b>August 2025</b>	<b>90 Days</b>	<b>52.5%</b>
July 2025	93 Days	93.8%
June 2025	80 Days	90.5%
May 2025	71 Days	29.1%
April 2025	61 Days	35.6%
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%

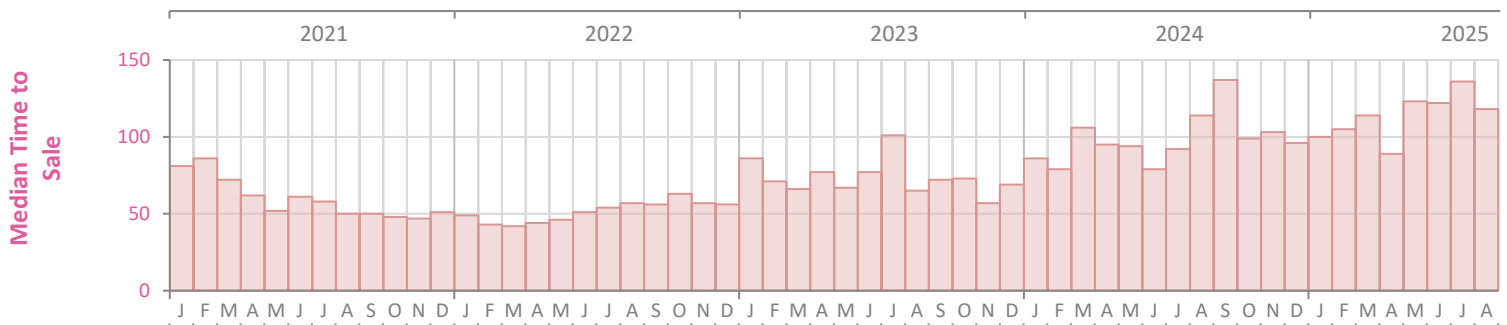


## Median Time to Sale

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

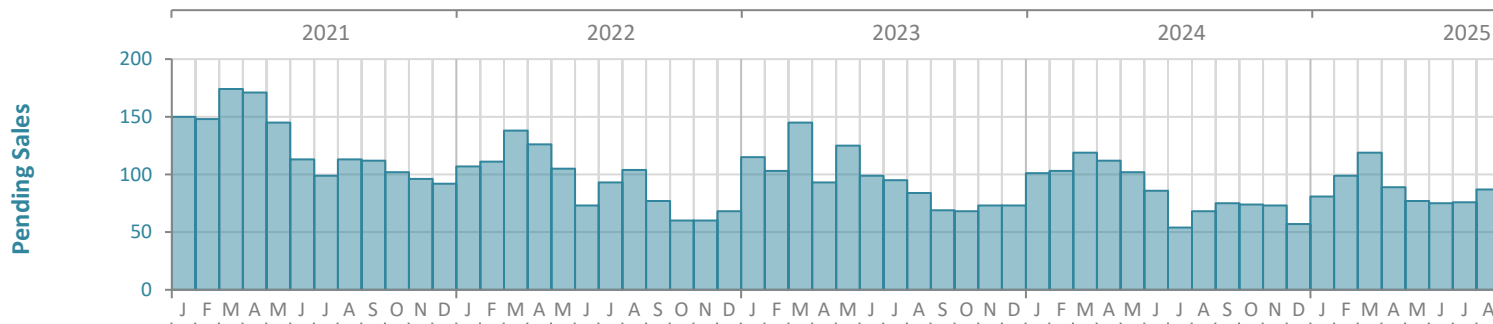
**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That 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	123 Days	24.2%
<b>August 2025</b>	<b>118 Days</b>	<b>3.5%</b>
July 2025	136 Days	47.8%
June 2025	122 Days	54.4%
May 2025	123 Days	30.9%
April 2025	89 Days	-6.3%
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%



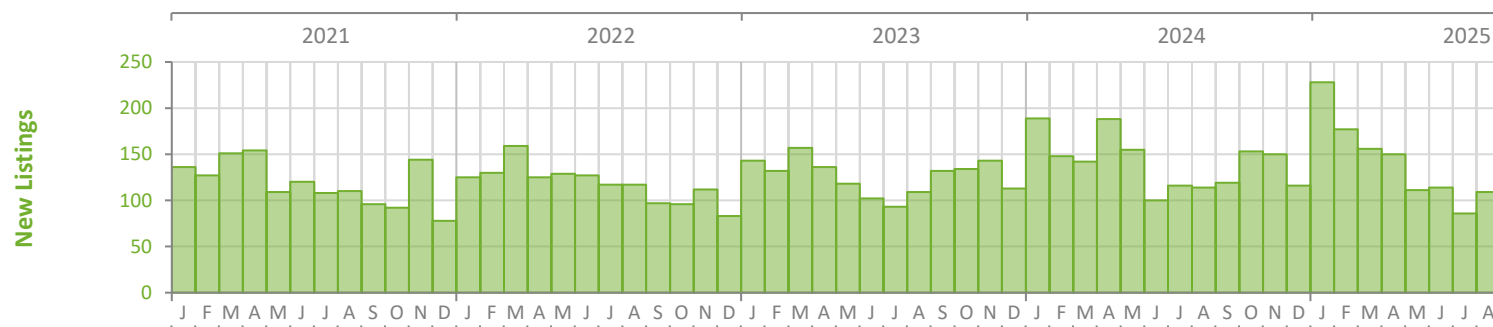
The number of listed properties that went under contract during the month

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	703	-5.6%
<b>August 2025</b>	<b>87</b>	<b>27.9%</b>
July 2025	76	40.7%
June 2025	75	-12.8%
May 2025	77	-24.5%
April 2025	89	-20.5%
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%



The number of properties put onto the market during the month

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,131	-1.8%
<b>August 2025</b>	<b>109</b>	<b>-4.4%</b>
July 2025	86	-25.9%
June 2025	114	14.0%
May 2025	111	-28.4%
April 2025	150	-20.2%
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%





# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

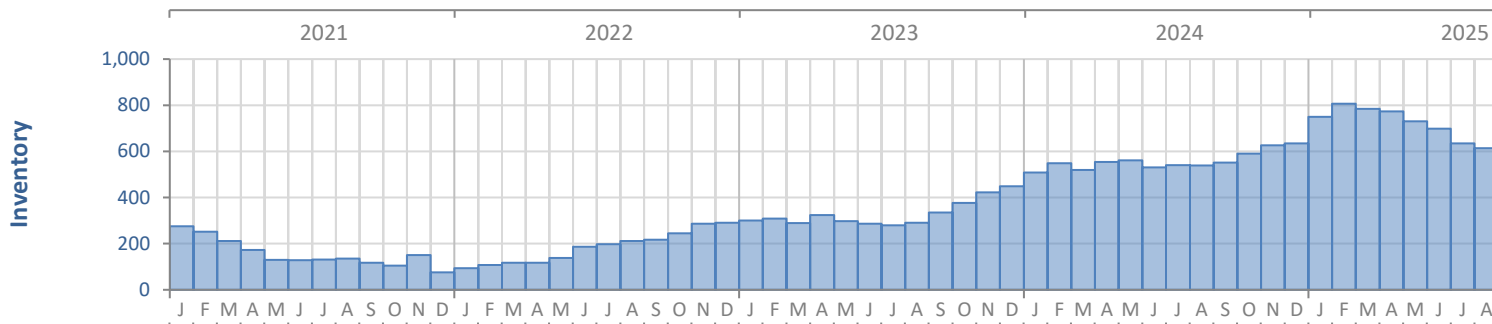


## Inventory (Active Listings)

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)	724	34.6%
<b>August 2025</b>	<b>614</b>	<b>13.9%</b>
July 2025	635	17.4%
June 2025	699	31.6%
May 2025	730	30.1%
April 2025	773	39.5%
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%

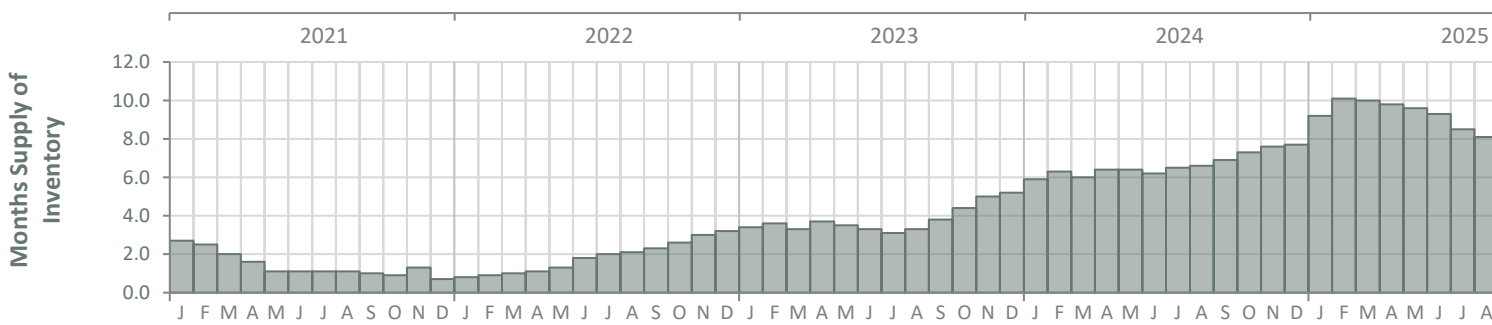


## Months Supply of Inventory

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)	9.3	47.6%
<b>August 2025</b>	<b>8.1</b>	<b>22.7%</b>
July 2025	8.5	30.8%
June 2025	9.3	50.0%
May 2025	9.6	50.0%
April 2025	9.8	53.1%
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%



# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

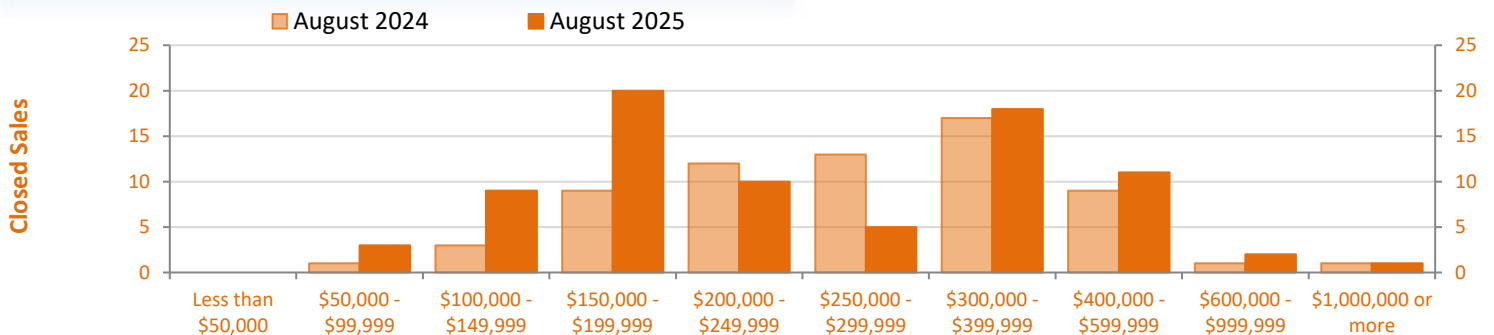


## Closed Sales by Sale Price

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	3	200.0%
\$100,000 - \$149,999	9	200.0%
\$150,000 - \$199,999	20	122.2%
\$200,000 - \$249,999	10	-16.7%
\$250,000 - \$299,999	5	-61.5%
\$300,000 - \$399,999	18	5.9%
\$400,000 - \$599,999	11	22.2%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	1	0.0%

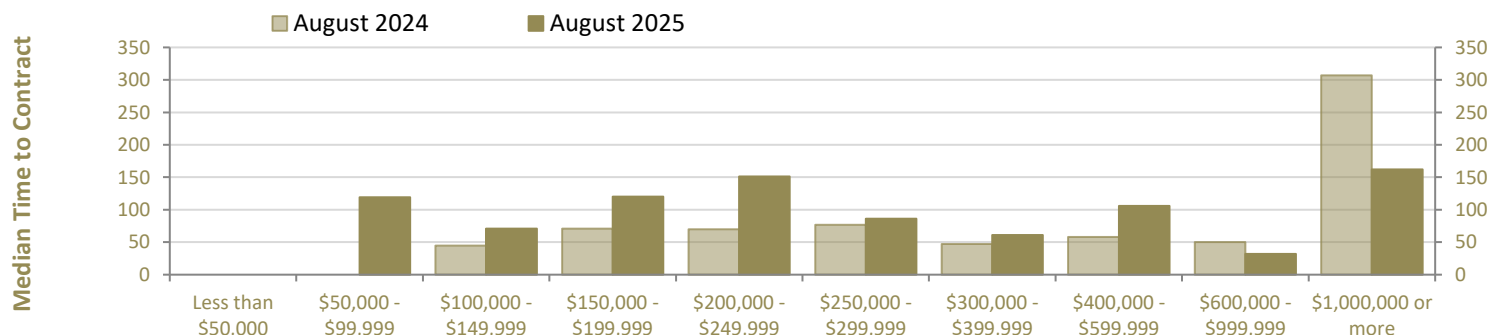


## Median Time to Contract by Sale Price

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	119 Days	N/A
\$100,000 - \$149,999	71 Days	57.8%
\$150,000 - \$199,999	120 Days	69.0%
\$200,000 - \$249,999	151 Days	115.7%
\$250,000 - \$299,999	86 Days	11.7%
\$300,000 - \$399,999	61 Days	29.8%
\$400,000 - \$599,999	106 Days	82.8%
\$600,000 - \$999,999	32 Days	-36.0%
\$1,000,000 or more	162 Days	-47.2%





# Monthly Market Detail - August 2025

## Townhouses and Condos

### Martin County

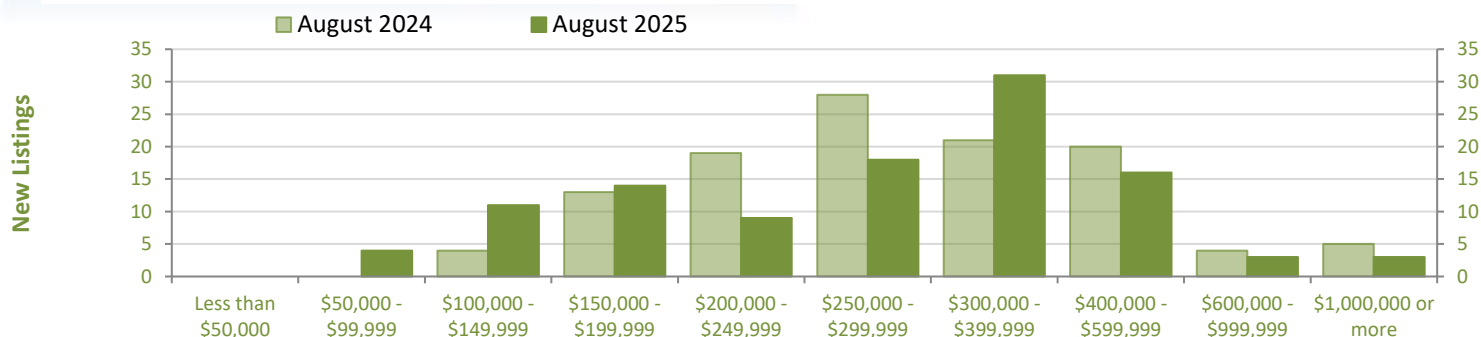


## New Listings by Initial Listing Price

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	4	N/A
\$100,000 - \$149,999	11	175.0%
\$150,000 - \$199,999	14	7.7%
\$200,000 - \$249,999	9	-52.6%
\$250,000 - \$299,999	18	-35.7%
\$300,000 - \$399,999	31	47.6%
\$400,000 - \$599,999	16	-20.0%
\$600,000 - \$999,999	3	-25.0%
\$1,000,000 or more	3	-40.0%

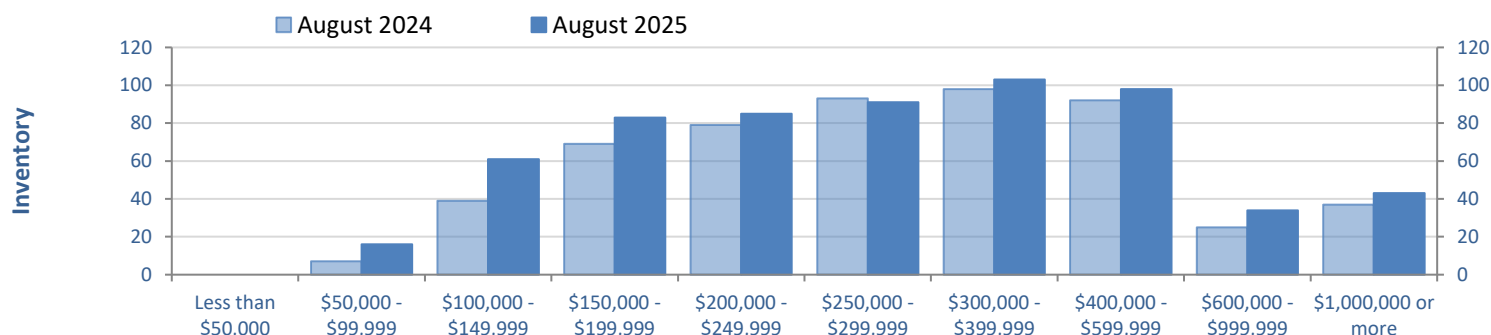


## Inventory by Current Listing Price

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.

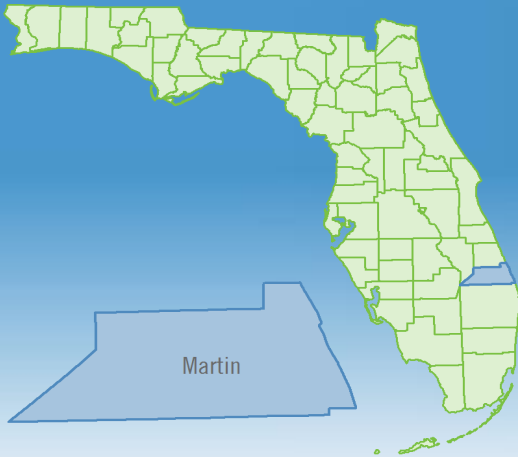
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	16	128.6%
\$100,000 - \$149,999	61	56.4%
\$150,000 - \$199,999	83	20.3%
\$200,000 - \$249,999	85	7.6%
\$250,000 - \$299,999	91	-2.2%
\$300,000 - \$399,999	103	5.1%
\$400,000 - \$599,999	98	6.5%
\$600,000 - \$999,999	34	36.0%
\$1,000,000 or more	43	16.2%



# Monthly Distressed Market - August 2025

## Townhouses and Condos

### Martin County



		August 2025	August 2024	Percent Change Year-over-Year
Traditional	Closed Sales	78	66	18.2%
	Median Sale Price	\$232,500	\$290,000	-19.8%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$165,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

