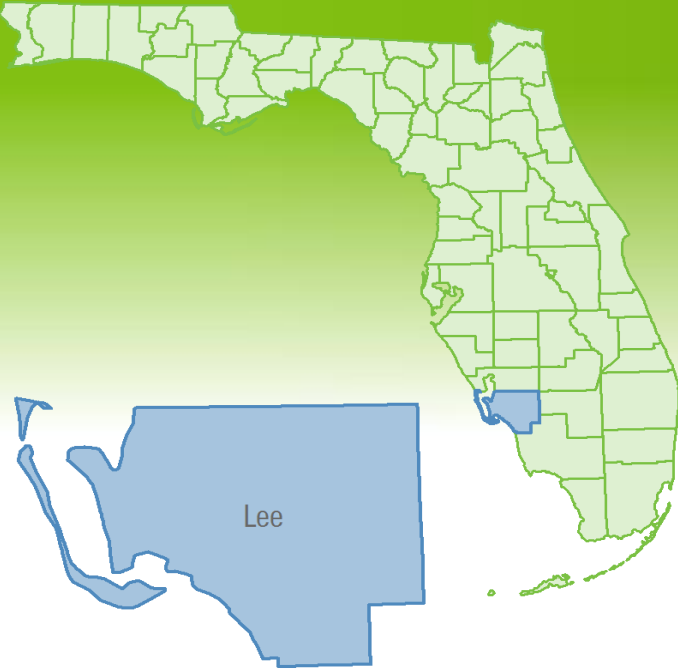


# Quarterly Market Detail - Q4 2023

## Single-Family Homes

### Lee County



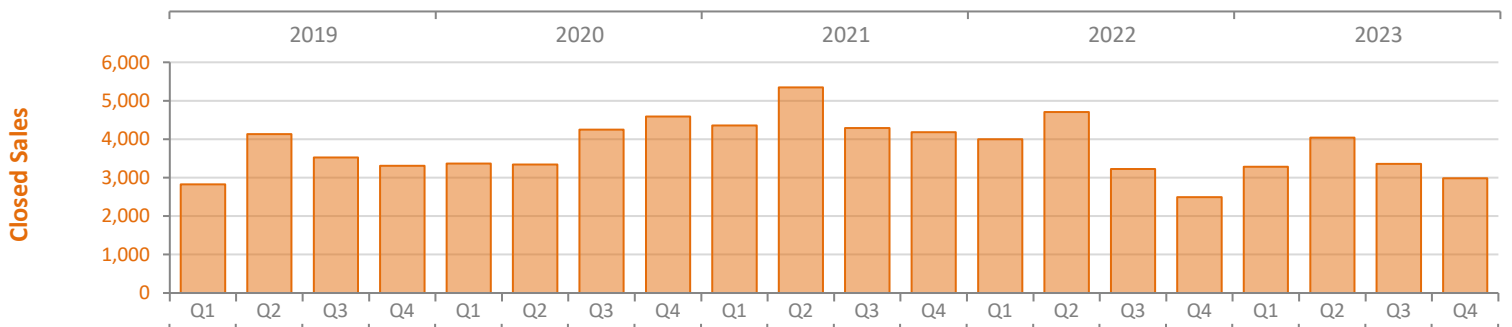
Summary Statistics	Q4 2023	Q4 2022	Percent Change Year-over-Year
Closed Sales	2,980	2,496	19.4%
Paid in Cash	1,040	972	7.0%
Median Sale Price	\$400,000	\$414,290	-3.4%
Average Sale Price	\$541,530	\$541,980	-0.1%
Dollar Volume	\$1.6 Billion	\$1.4 Billion	19.3%
Median Percent of Original List Price Received	96.1%	96.2%	-0.1%
Median Time to Contract	47 Days	33 Days	42.4%
Median Time to Sale	91 Days	84 Days	8.3%
New Pending Sales	2,922	2,647	10.4%
New Listings	4,955	3,391	46.1%
Pending Inventory	1,198	1,542	-22.3%
Inventory (Active Listings)	6,340	3,575	77.3%
Months Supply of Inventory	5.6	3.0	86.7%

## 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	13,663	-5.3%
<b>Q4 2023</b>	<b>2,980</b>	<b>19.4%</b>
Q3 2023	3,358	4.0%
Q2 2023	4,040	-14.1%
Q1 2023	3,285	-17.8%
Q4 2022	2,496	-40.3%
Q3 2022	3,228	-24.7%
Q2 2022	4,705	-12.0%
Q1 2022	3,997	-8.3%
Q4 2021	4,183	-8.9%
Q3 2021	4,288	0.9%
Q2 2021	5,347	60.1%
Q1 2021	4,357	29.6%
Q4 2020	4,590	38.8%

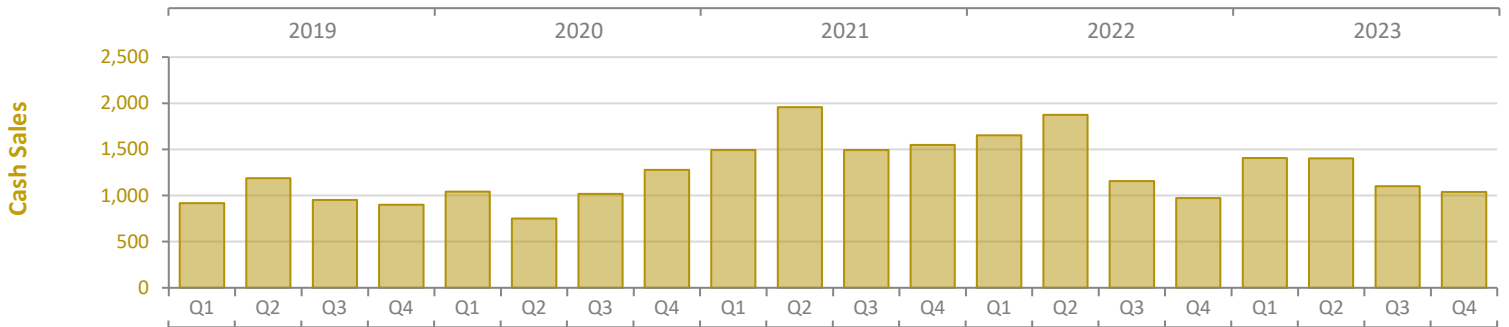


## Cash Sales

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	4,949	-12.5%
<b>Q4 2023</b>	<b>1,040</b>	<b>7.0%</b>
Q3 2023	1,100	-4.9%
Q2 2023	1,404	-25.1%
Q1 2023	1,405	-15.1%
Q4 2022	972	-37.2%
Q3 2022	1,157	-22.6%
Q2 2022	1,874	-4.3%
Q1 2022	1,654	10.8%
Q4 2021	1,547	21.0%
Q3 2021	1,494	46.9%
Q2 2021	1,959	161.2%
Q1 2021	1,493	43.1%
Q4 2020	1,279	42.0%

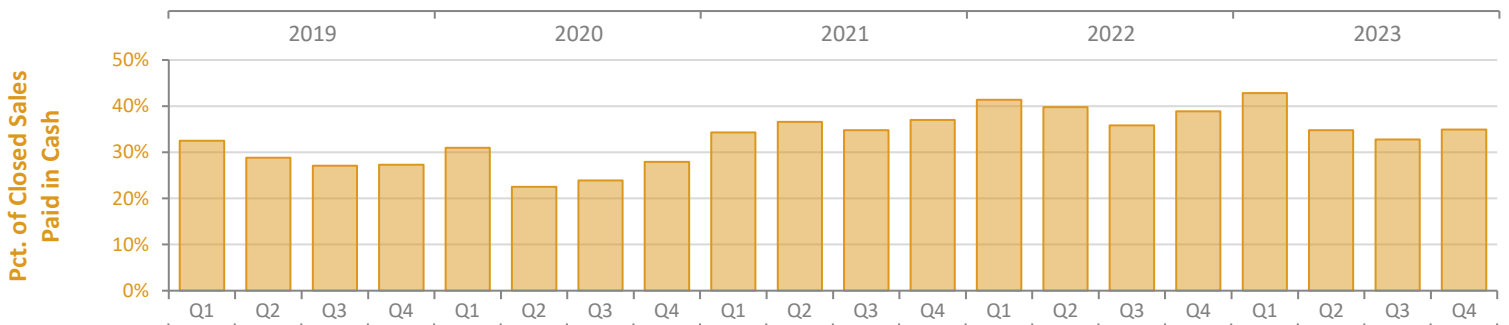


## Cash Sales as a Percentage of Closed Sales

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	36.2%	-7.7%
<b>Q4 2023</b>	<b>34.9%</b>	<b>-10.3%</b>
Q3 2023	32.8%	-8.4%
Q2 2023	34.8%	-12.6%
Q1 2023	42.8%	3.4%
Q4 2022	38.9%	5.1%
Q3 2022	35.8%	2.9%
Q2 2022	39.8%	8.7%
Q1 2022	41.4%	20.7%
Q4 2021	37.0%	32.6%
Q3 2021	34.8%	45.6%
Q2 2021	36.6%	62.7%
Q1 2021	34.3%	10.6%
Q4 2020	27.9%	2.2%

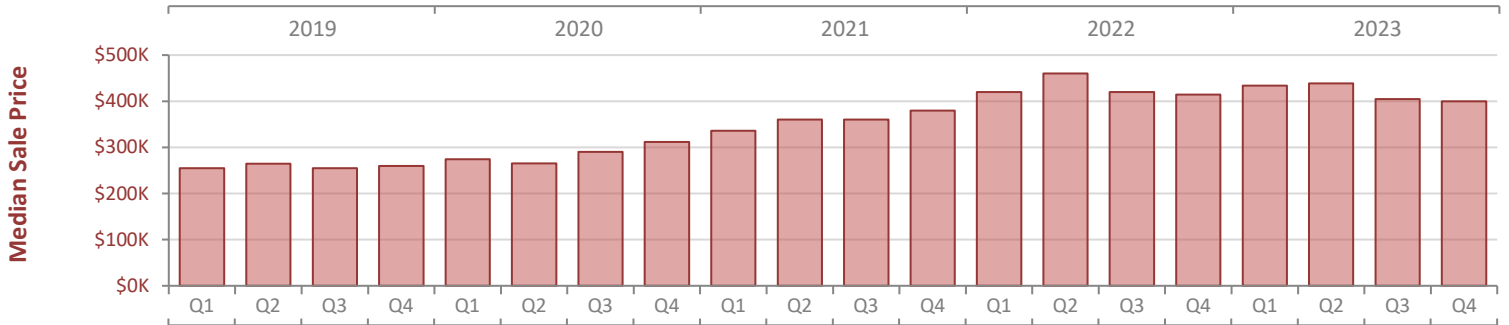


## Median Sale Price

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	\$420,000	-2.3%
<b>Q4 2023</b>	<b>\$400,000</b>	<b>-3.4%</b>
Q3 2023	\$405,000	-3.6%
Q2 2023	\$439,000	-4.6%
Q1 2023	\$434,000	3.3%
Q4 2022	\$414,290	9.0%
Q3 2022	\$420,000	16.7%
Q2 2022	\$460,100	27.8%
Q1 2022	\$420,000	25.1%
Q4 2021	\$380,000	21.8%
Q3 2021	\$360,000	24.1%
Q2 2021	\$360,000	35.6%
Q1 2021	\$335,775	22.3%
Q4 2020	\$312,005	20.0%

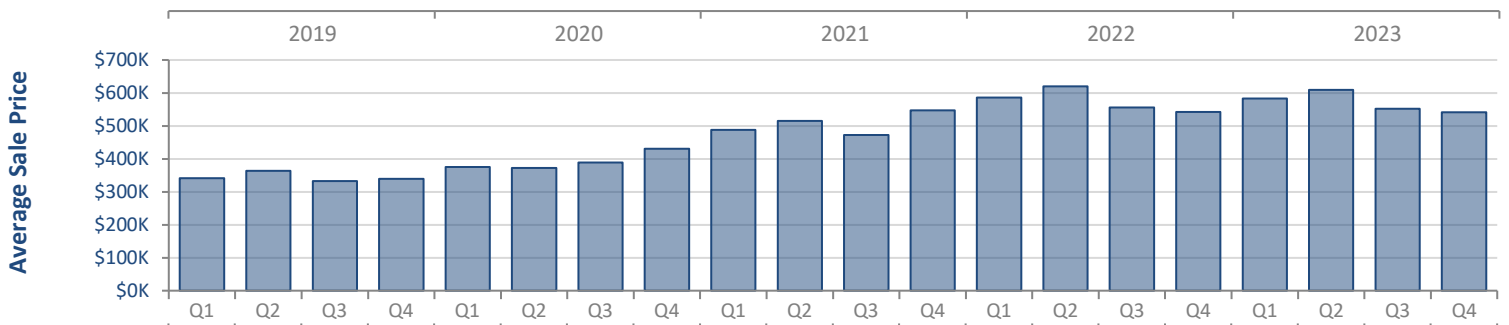


## Average Sale Price

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	\$574,380	-1.4%
<b>Q4 2023</b>	<b>\$541,530</b>	<b>-0.1%</b>
Q3 2023	\$552,464	-0.7%
Q2 2023	\$609,539	-1.7%
Q1 2023	\$583,341	-0.4%
Q4 2022	\$541,980	-1.0%
Q3 2022	\$556,314	17.7%
Q2 2022	\$619,977	20.3%
Q1 2022	\$585,593	20.1%
Q4 2021	\$547,641	27.3%
Q3 2021	\$472,713	21.5%
Q2 2021	\$515,254	38.4%
Q1 2021	\$487,561	30.0%
Q4 2020	\$430,191	26.8%



# Quarterly Market Detail - Q4 2023

## Single-Family Homes

### Lee County

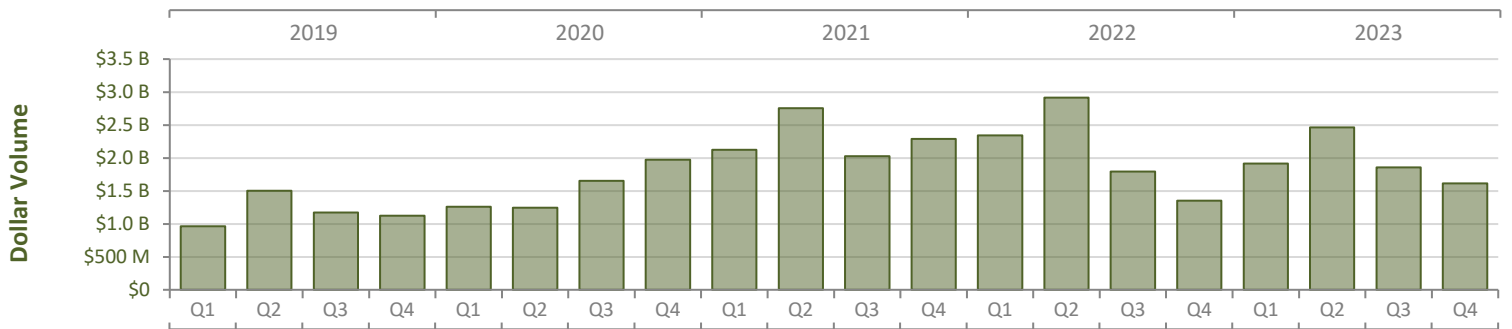


## Dollar Volume

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	\$7.8 Billion	-6.6%
<b>Q4 2023</b>	<b>\$1.6 Billion</b>	<b>19.3%</b>
Q3 2023	\$1.9 Billion	3.3%
Q2 2023	\$2.5 Billion	-15.6%
Q1 2023	\$1.9 Billion	-18.1%
Q4 2022	\$1.4 Billion	-40.9%
Q3 2022	\$1.8 Billion	-11.4%
Q2 2022	\$2.9 Billion	5.9%
Q1 2022	\$2.3 Billion	10.2%
Q4 2021	\$2.3 Billion	16.0%
Q3 2021	\$2.0 Billion	22.6%
Q2 2021	\$2.8 Billion	121.6%
Q1 2021	\$2.1 Billion	68.4%
Q4 2020	\$2.0 Billion	76.0%

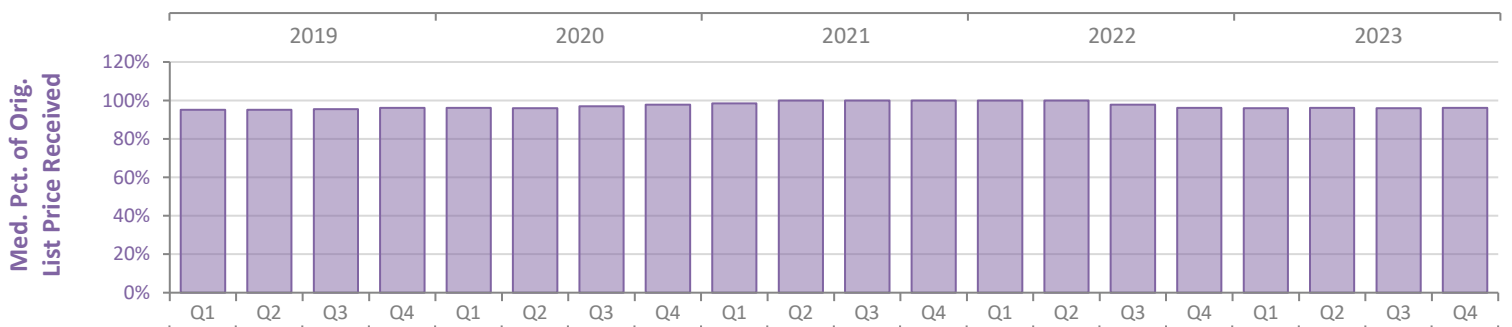


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	96.1%	-3.9%
<b>Q4 2023</b>	<b>96.1%</b>	<b>-0.1%</b>
Q3 2023	96.0%	-1.8%
Q2 2023	96.2%	-3.8%
Q1 2023	95.9%	-4.1%
Q4 2022	96.2%	-3.8%
Q3 2022	97.8%	-2.2%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	1.5%
Q4 2021	100.0%	2.2%
Q3 2021	100.0%	3.1%
Q2 2021	100.0%	4.2%
Q1 2021	98.5%	2.4%
Q4 2020	97.8%	1.7%

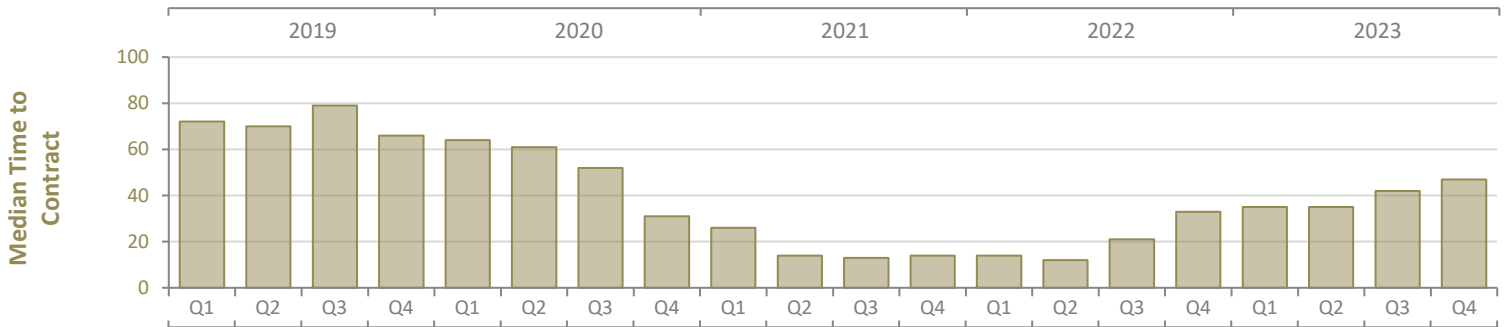


## Median Time to Contract

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	40 Days	135.3%
<b>Q4 2023</b>	<b>47 Days</b>	<b>42.4%</b>
Q3 2023	42 Days	100.0%
Q2 2023	35 Days	191.7%
Q1 2023	35 Days	150.0%
Q4 2022	33 Days	135.7%
Q3 2022	21 Days	61.5%
Q2 2022	12 Days	-14.3%
Q1 2022	14 Days	-46.2%
Q4 2021	14 Days	-54.8%
Q3 2021	13 Days	-75.0%
Q2 2021	14 Days	-77.0%
Q1 2021	26 Days	-59.4%
Q4 2020	31 Days	-53.0%

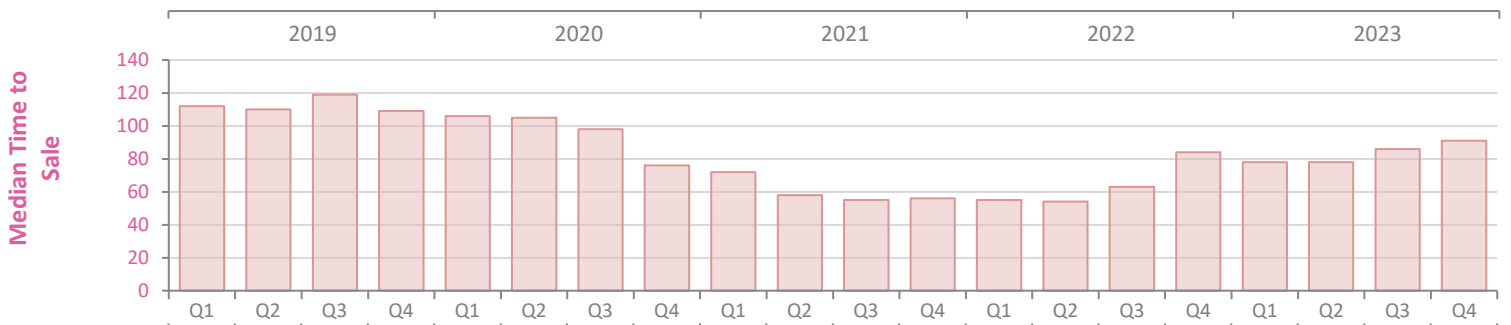


## Median Time to Sale

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	84 Days	40.0%
<b>Q4 2023</b>	<b>91 Days</b>	<b>8.3%</b>
Q3 2023	86 Days	36.5%
Q2 2023	78 Days	44.4%
Q1 2023	78 Days	41.8%
Q4 2022	84 Days	50.0%
Q3 2022	63 Days	14.5%
Q2 2022	54 Days	-6.9%
Q1 2022	55 Days	-23.6%
Q4 2021	56 Days	-26.3%
Q3 2021	55 Days	-43.9%
Q2 2021	58 Days	-44.8%
Q1 2021	72 Days	-32.1%
Q4 2020	76 Days	-30.3%

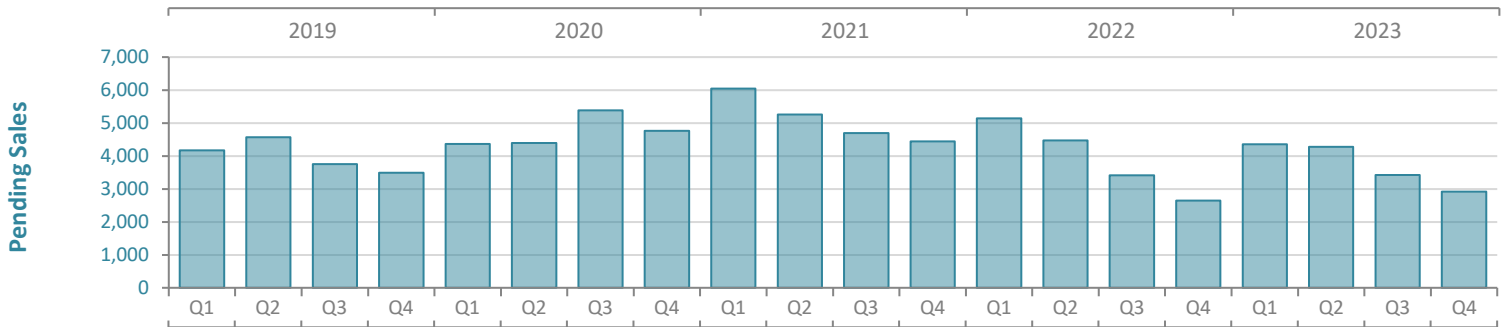


## New Pending Sales

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	14,977	-4.5%
<b>Q4 2023</b>	<b>2,922</b>	<b>10.4%</b>
Q3 2023	3,422	0.1%
Q2 2023	4,277	-4.4%
Q1 2023	4,356	-15.3%
Q4 2022	2,647	-40.4%
Q3 2022	3,417	-27.3%
Q2 2022	4,476	-14.8%
Q1 2022	5,141	-15.0%
Q4 2021	4,442	-6.8%
Q3 2021	4,698	-12.7%
Q2 2021	5,254	19.5%
Q1 2021	6,048	38.5%
Q4 2020	4,766	36.5%

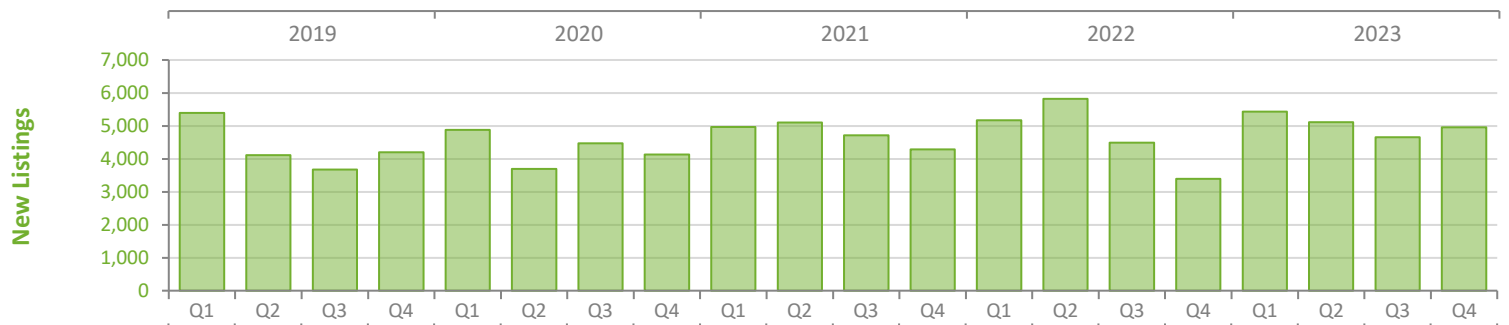


## New Listings

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	20,162	6.8%
<b>Q4 2023</b>	<b>4,955</b>	<b>46.1%</b>
Q3 2023	4,660	3.8%
Q2 2023	5,114	-12.2%
Q1 2023	5,433	5.0%
Q4 2022	3,391	-20.9%
Q3 2022	4,488	-4.7%
Q2 2022	5,822	14.0%
Q1 2022	5,174	4.3%
Q4 2021	4,286	3.8%
Q3 2021	4,711	5.3%
Q2 2021	5,107	38.3%
Q1 2021	4,963	1.7%
Q4 2020	4,129	-1.6%

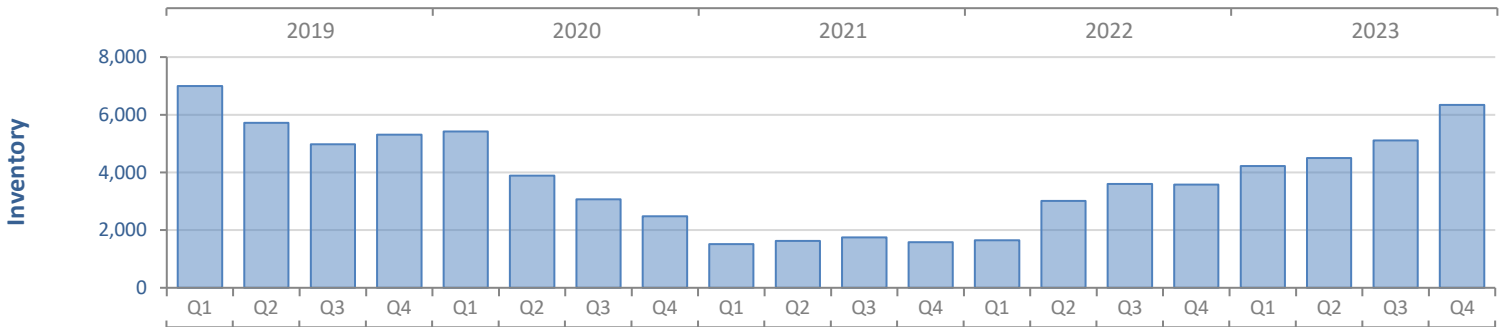


## Inventory (Active Listings)

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)	4,801	75.0%
<b>Q4 2023</b>	<b>6,340</b>	<b>77.3%</b>
Q3 2023	5,107	41.8%
Q2 2023	4,501	49.4%
Q1 2023	4,225	155.9%
Q4 2022	3,575	125.4%
Q3 2022	3,601	106.2%
Q2 2022	3,012	85.7%
Q1 2022	1,651	9.3%
Q4 2021	1,586	-36.2%
Q3 2021	1,746	-43.1%
Q2 2021	1,622	-58.4%
Q1 2021	1,510	-72.1%
Q4 2020	2,485	-53.2%

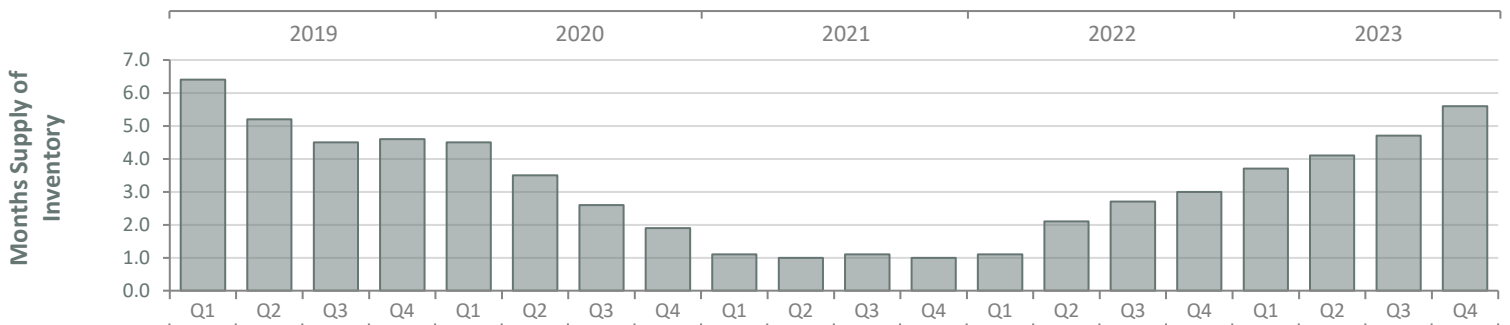


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.3	115.0%
<b>Q4 2023</b>	<b>5.6</b>	<b>86.7%</b>
Q3 2023	4.7	74.1%
Q2 2023	4.1	95.2%
Q1 2023	3.7	236.4%
Q4 2022	3.0	200.0%
Q3 2022	2.7	145.5%
Q2 2022	2.1	110.0%
Q1 2022	1.1	0.0%
Q4 2021	1.0	-47.4%
Q3 2021	1.1	-57.7%
Q2 2021	1.0	-71.4%
Q1 2021	1.1	-75.6%
Q4 2020	1.9	-58.7%

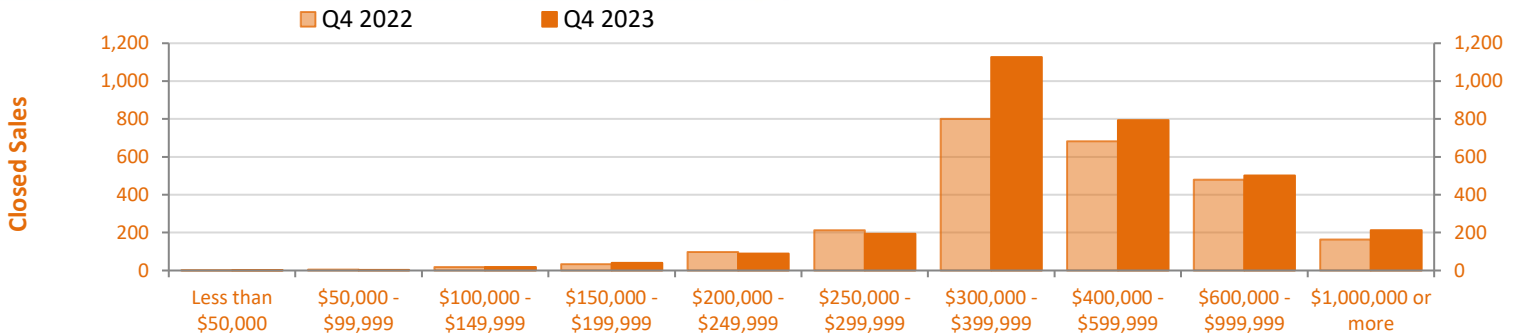


## Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	3	-25.0%
\$100,000 - \$149,999	18	-5.3%
\$150,000 - \$199,999	40	17.6%
\$200,000 - \$249,999	90	-7.2%
\$250,000 - \$299,999	194	-8.9%
\$300,000 - \$399,999	1,127	40.9%
\$400,000 - \$599,999	794	16.3%
\$600,000 - \$999,999	501	4.4%
\$1,000,000 or more	212	29.3%

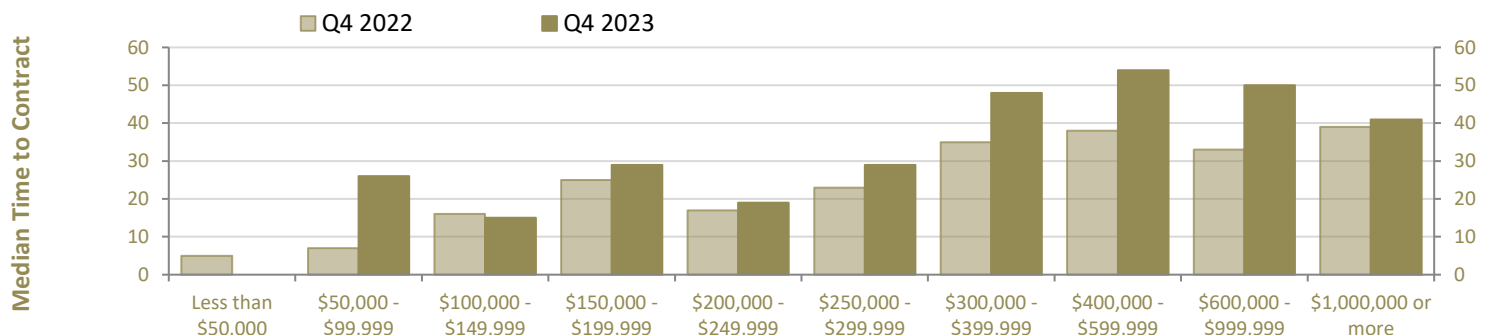


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	0 Days	-100.0%
\$50,000 - \$99,999	26 Days	271.4%
\$100,000 - \$149,999	15 Days	-6.3%
\$150,000 - \$199,999	29 Days	16.0%
\$200,000 - \$249,999	19 Days	11.8%
\$250,000 - \$299,999	29 Days	26.1%
\$300,000 - \$399,999	48 Days	37.1%
\$400,000 - \$599,999	54 Days	42.1%
\$600,000 - \$999,999	50 Days	51.5%
\$1,000,000 or more	41 Days	5.1%



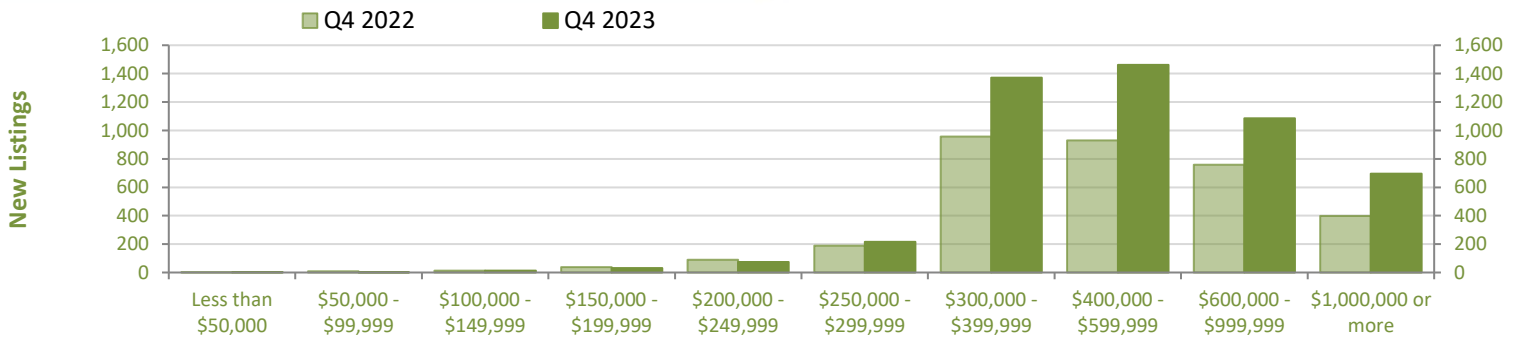


## New Listings by Initial Listing Price

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	2	0.0%
\$50,000 - \$99,999	3	-66.7%
\$100,000 - \$149,999	14	0.0%
\$150,000 - \$199,999	32	-17.9%
\$200,000 - \$249,999	75	-16.7%
\$250,000 - \$299,999	215	13.2%
\$300,000 - \$399,999	1,372	43.4%
\$400,000 - \$599,999	1,462	57.0%
\$600,000 - \$999,999	1,085	42.8%
\$1,000,000 or more	695	74.2%

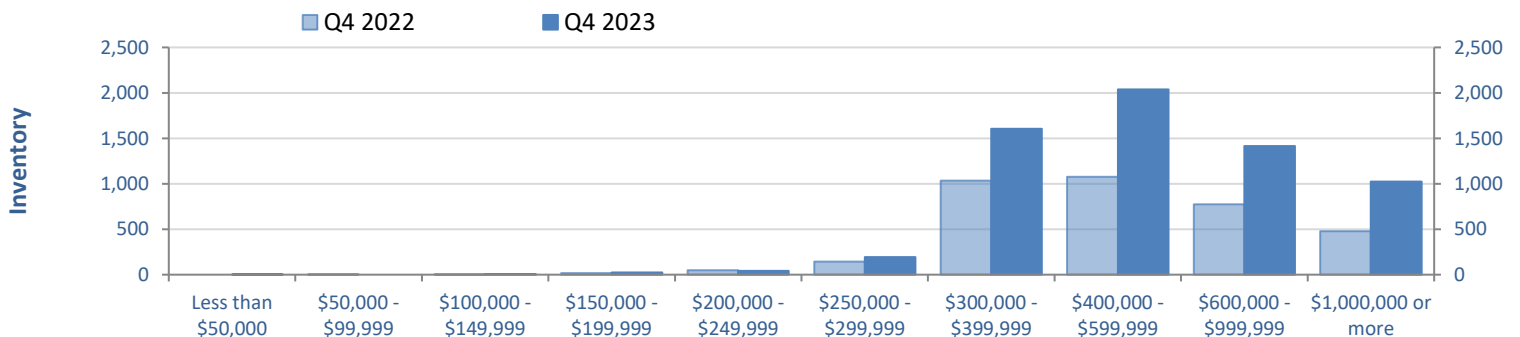


## Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	5	25.0%
\$150,000 - \$199,999	25	47.1%
\$200,000 - \$249,999	41	-12.8%
\$250,000 - \$299,999	192	34.3%
\$300,000 - \$399,999	1,603	55.0%
\$400,000 - \$599,999	2,037	89.3%
\$600,000 - \$999,999	1,413	82.6%
\$1,000,000 or more	1,023	113.6%



# Quarterly Distressed Market - Q4 2023

## Single-Family Homes

### Lee County



		Q4 2023	Q4 2022	Percent Change Year-over-Year
Traditional	Closed Sales	2,973	2,490	19.4%
	Median Sale Price	\$400,000	\$414,995	-3.6%
Foreclosure/REO	Closed Sales	7	6	16.7%
	Median Sale Price	\$310,000	\$235,000	31.9%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

