

Quarterly Market Detail - Q4 2023

Townhouses and Condos

Lee County



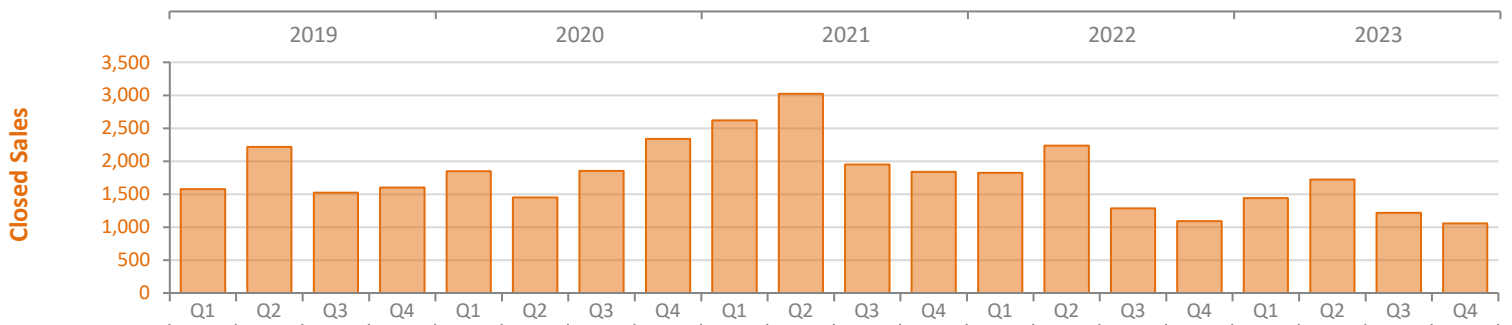
Summary Statistics	Q4 2023	Q4 2022	Percent Change Year-over-Year
Closed Sales	1,054	1,092	-3.5%
Paid in Cash	683	718	-4.9%
Median Sale Price	\$345,000	\$325,000	6.2%
Average Sale Price	\$444,819	\$399,364	11.4%
Dollar Volume	\$468.8 Million	\$436.1 Million	7.5%
Median Percent of Original List Price Received	95.0%	97.3%	-2.4%
Median Time to Contract	46 Days	24 Days	91.7%
Median Time to Sale	81 Days	59 Days	37.3%
New Pending Sales	1,117	1,233	-9.4%
New Listings	2,108	1,519	38.8%
Pending Inventory	587	667	-12.0%
Inventory (Active Listings)	2,869	1,179	143.3%
Months Supply of Inventory	6.3	2.2	186.4%

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	5,431	-15.5%
Q4 2023	1,054	-3.5%
Q3 2023	1,218	-5.0%
Q2 2023	1,719	-23.1%
Q1 2023	1,440	-21.0%
Q4 2022	1,092	-40.5%
Q3 2022	1,282	-34.2%
Q2 2022	2,235	-26.0%
Q1 2022	1,822	-30.4%
Q4 2021	1,836	-21.4%
Q3 2021	1,948	5.2%
Q2 2021	3,020	108.6%
Q1 2021	2,617	41.6%
Q4 2020	2,337	46.0%

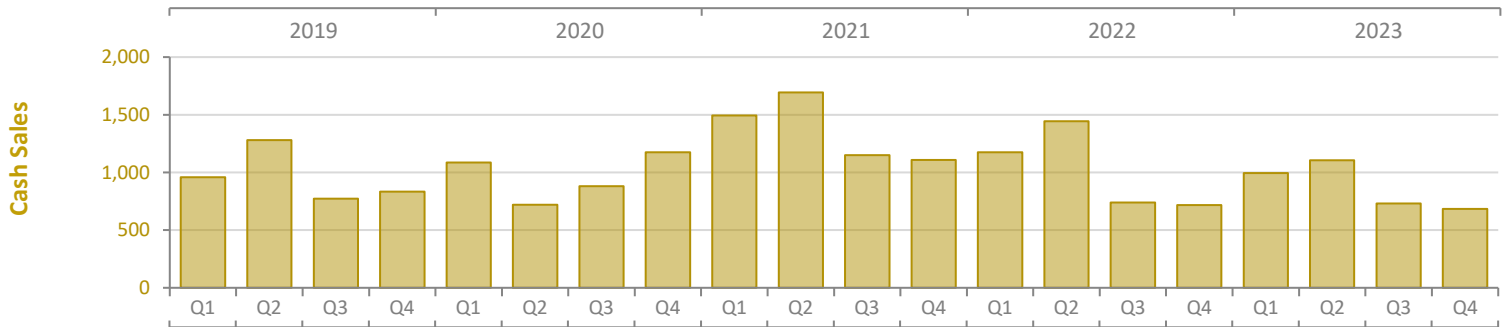


Cash Sales

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	3,512	-13.9%
Q4 2023	683	-4.9%
Q3 2023	730	-1.4%
Q2 2023	1,105	-23.4%
Q1 2023	994	-15.5%
Q4 2022	718	-35.1%
Q3 2022	740	-35.6%
Q2 2022	1,443	-14.9%
Q1 2022	1,176	-21.2%
Q4 2021	1,107	-5.9%
Q3 2021	1,149	30.6%
Q2 2021	1,695	135.1%
Q1 2021	1,493	37.6%
Q4 2020	1,176	41.0%

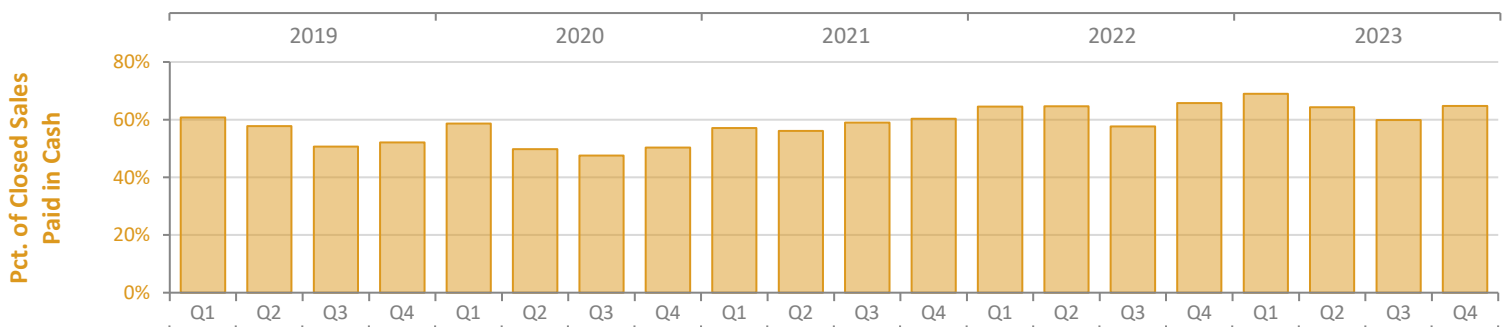


Cash Sales as a Percentage of Closed Sales

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	64.7%	2.1%
Q4 2023	64.8%	-1.5%
Q3 2023	59.9%	3.8%
Q2 2023	64.3%	-0.5%
Q1 2023	69.0%	7.0%
Q4 2022	65.8%	9.1%
Q3 2022	57.7%	-2.2%
Q2 2022	64.6%	15.2%
Q1 2022	64.5%	13.0%
Q4 2021	60.3%	19.9%
Q3 2021	59.0%	24.2%
Q2 2021	56.1%	12.7%
Q1 2021	57.1%	-2.7%
Q4 2020	50.3%	-3.5%

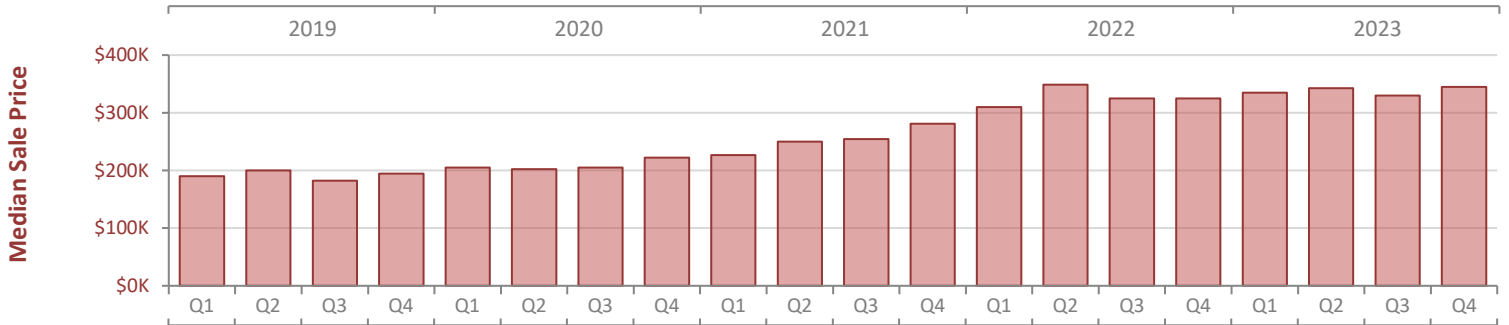


Median Sale Price

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	\$340,000	4.6%
Q4 2023	\$345,000	6.2%
Q3 2023	\$330,000	1.5%
Q2 2023	\$342,500	-1.9%
Q1 2023	\$335,000	8.1%
Q4 2022	\$325,000	15.6%
Q3 2022	\$325,000	27.7%
Q2 2022	\$349,000	39.7%
Q1 2022	\$310,000	36.9%
Q4 2021	\$281,250	26.7%
Q3 2021	\$254,500	24.1%
Q2 2021	\$249,900	23.4%
Q1 2021	\$226,500	10.5%
Q4 2020	\$222,000	14.2%

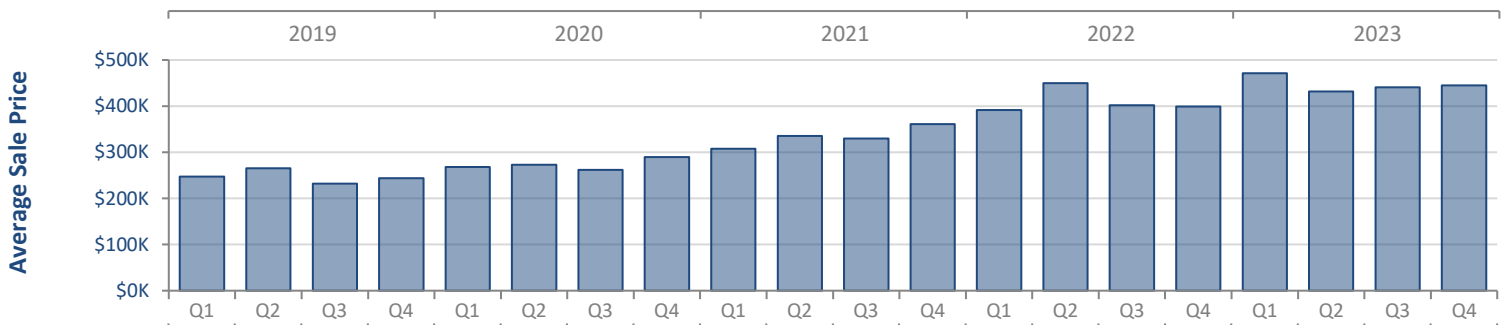


Average Sale Price

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	\$446,900	7.7%
Q4 2023	\$444,819	11.4%
Q3 2023	\$440,645	9.6%
Q2 2023	\$432,051	-3.9%
Q1 2023	\$471,441	20.4%
Q4 2022	\$399,364	10.7%
Q3 2022	\$402,008	21.9%
Q2 2022	\$449,518	34.1%
Q1 2022	\$391,502	27.3%
Q4 2021	\$360,820	24.5%
Q3 2021	\$329,832	26.0%
Q2 2021	\$335,301	22.7%
Q1 2021	\$307,621	14.6%
Q4 2020	\$289,797	18.7%



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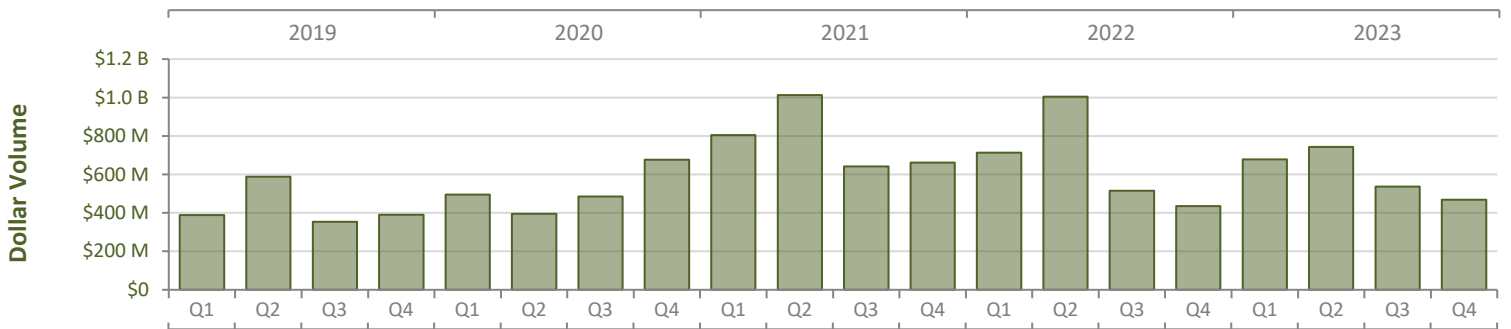


Dollar Volume

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	\$2.4 Billion	-9.1%
Q4 2023	\$468.8 Million	7.5%
Q3 2023	\$536.7 Million	4.1%
Q2 2023	\$742.7 Million	-26.1%
Q1 2023	\$678.9 Million	-4.8%
Q4 2022	\$436.1 Million	-34.2%
Q3 2022	\$515.4 Million	-19.8%
Q2 2022	\$1.0 Billion	-0.8%
Q1 2022	\$713.3 Million	-11.4%
Q4 2021	\$662.5 Million	-2.2%
Q3 2021	\$642.5 Million	32.5%
Q2 2021	\$1.0 Billion	155.9%
Q1 2021	\$805.0 Million	62.3%
Q4 2020	\$677.3 Million	73.3%

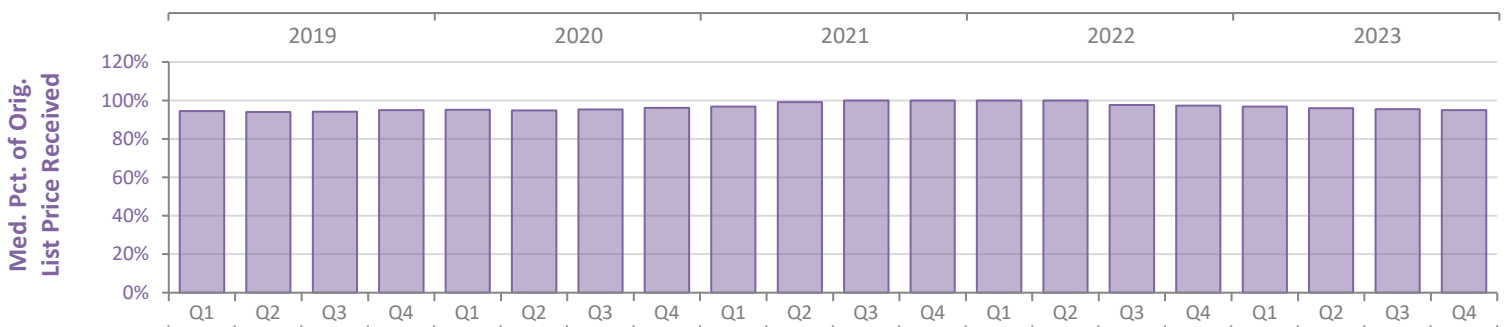


Median Percent of Original List Price Received

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	95.8%	-4.2%
Q4 2023	95.0%	-2.4%
Q3 2023	95.5%	-2.3%
Q2 2023	96.0%	-4.0%
Q1 2023	96.8%	-3.2%
Q4 2022	97.3%	-2.7%
Q3 2022	97.7%	-2.3%
Q2 2022	100.0%	0.9%
Q1 2022	100.0%	3.3%
Q4 2021	100.0%	4.1%
Q3 2021	100.0%	4.9%
Q2 2021	99.1%	4.5%
Q1 2021	96.8%	1.8%
Q4 2020	96.1%	1.2%

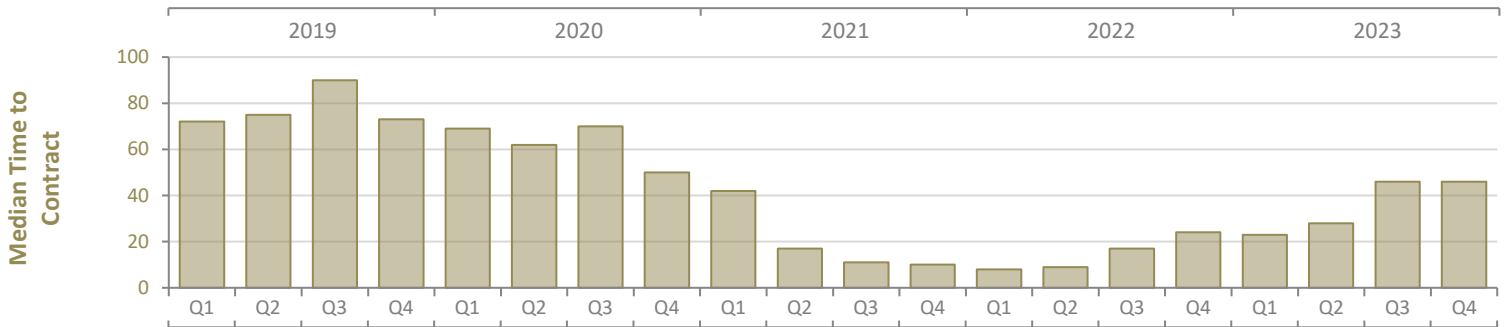


Median Time to Contract

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	33 Days	175.0%
Q4 2023	46 Days	91.7%
Q3 2023	46 Days	170.6%
Q2 2023	28 Days	211.1%
Q1 2023	23 Days	187.5%
Q4 2022	24 Days	140.0%
Q3 2022	17 Days	54.5%
Q2 2022	9 Days	-47.1%
Q1 2022	8 Days	-81.0%
Q4 2021	10 Days	-80.0%
Q3 2021	11 Days	-84.3%
Q2 2021	17 Days	-72.6%
Q1 2021	42 Days	-39.1%
Q4 2020	50 Days	-31.5%

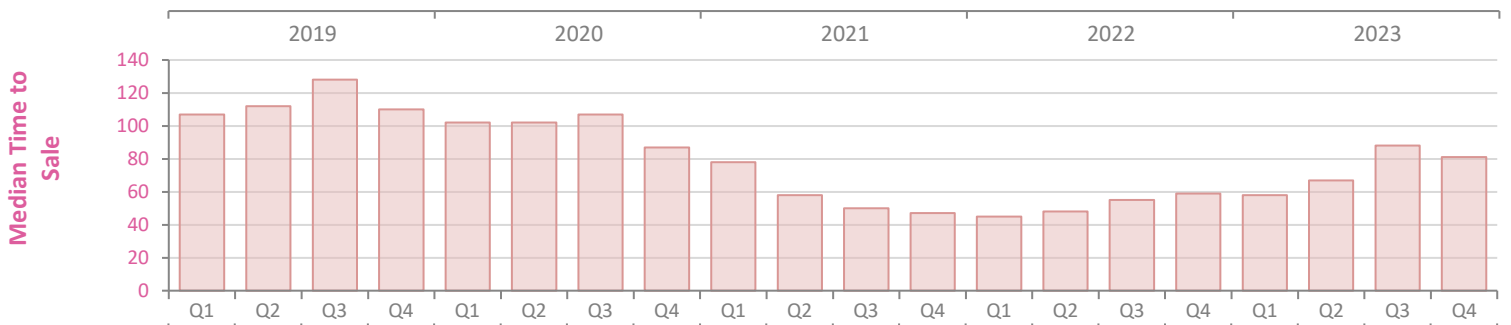


Median Time to Sale

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	70 Days	40.0%
Q4 2023	81 Days	37.3%
Q3 2023	88 Days	60.0%
Q2 2023	67 Days	39.6%
Q1 2023	58 Days	28.9%
Q4 2022	59 Days	25.5%
Q3 2022	55 Days	10.0%
Q2 2022	48 Days	-17.2%
Q1 2022	45 Days	-42.3%
Q4 2021	47 Days	-46.0%
Q3 2021	50 Days	-53.3%
Q2 2021	58 Days	-43.1%
Q1 2021	78 Days	-23.5%
Q4 2020	87 Days	-20.9%

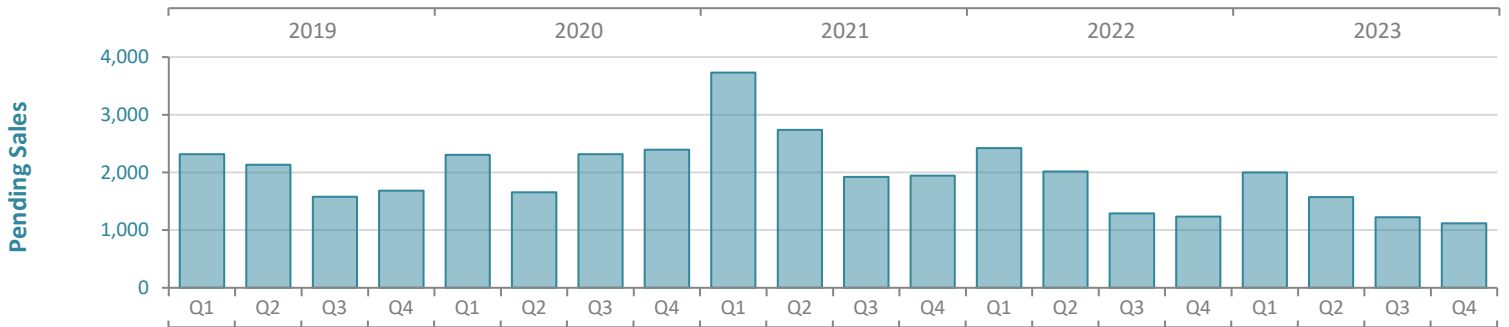


New Pending Sales

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	5,910	-15.1%
Q4 2023	1,117	-9.4%
Q3 2023	1,223	-5.1%
Q2 2023	1,572	-22.1%
Q1 2023	1,998	-17.4%
Q4 2022	1,233	-36.6%
Q3 2022	1,289	-33.0%
Q2 2022	2,017	-26.4%
Q1 2022	2,420	-35.2%
Q4 2021	1,946	-18.6%
Q3 2021	1,925	-17.0%
Q2 2021	2,740	65.4%
Q1 2021	3,734	61.8%
Q4 2020	2,392	42.0%

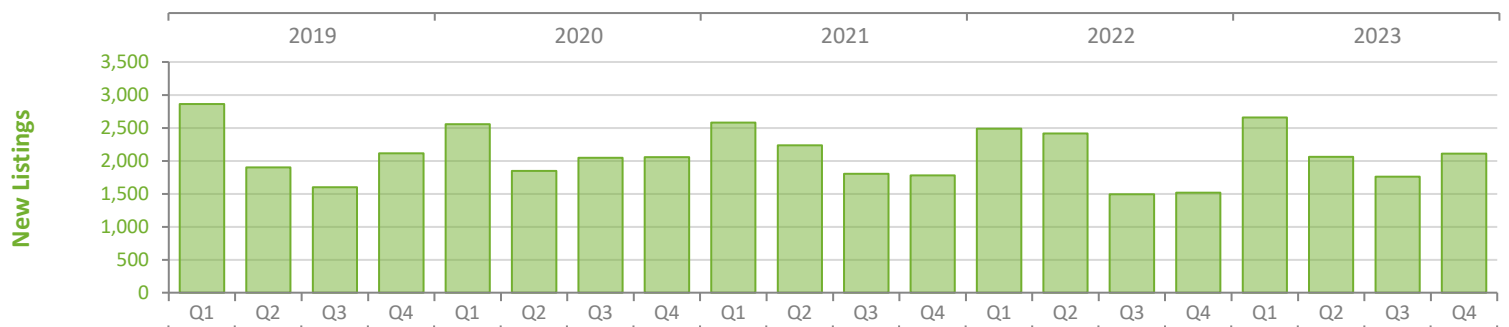


New Listings

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	8,589	8.5%
Q4 2023	2,108	38.8%
Q3 2023	1,758	17.9%
Q2 2023	2,063	-14.5%
Q1 2023	2,660	6.8%
Q4 2022	1,519	-14.6%
Q3 2022	1,491	-17.4%
Q2 2022	2,414	8.1%
Q1 2022	2,490	-3.5%
Q4 2021	1,779	-13.5%
Q3 2021	1,804	-11.9%
Q2 2021	2,234	21.0%
Q1 2021	2,580	0.9%
Q4 2020	2,056	-2.8%

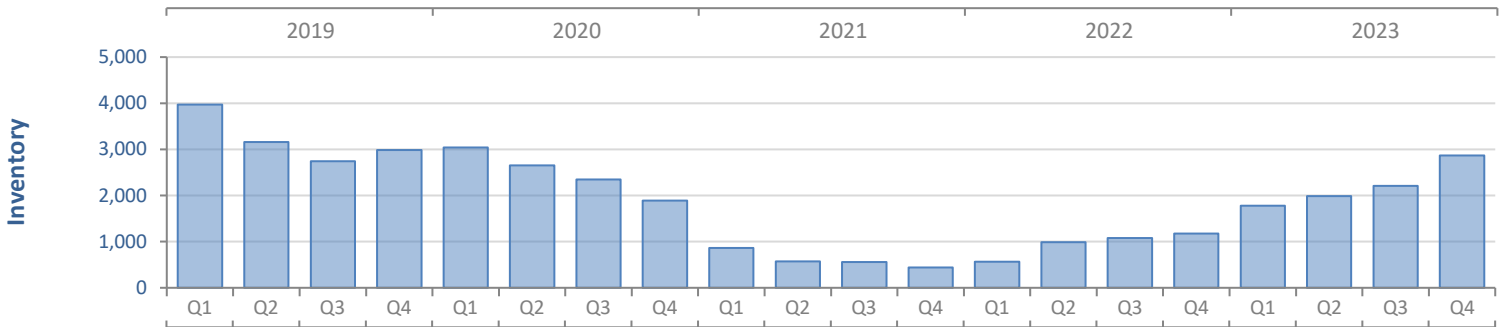


Inventory (Active Listings)

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)	2,080	140.5%
Q4 2023	2,869	143.3%
Q3 2023	2,208	104.4%
Q2 2023	1,985	100.7%
Q1 2023	1,780	216.2%
Q4 2022	1,179	168.0%
Q3 2022	1,080	93.5%
Q2 2022	989	72.3%
Q1 2022	563	-34.6%
Q4 2021	440	-76.7%
Q3 2021	558	-76.2%
Q2 2021	574	-78.4%
Q1 2021	861	-71.7%
Q4 2020	1,887	-36.8%

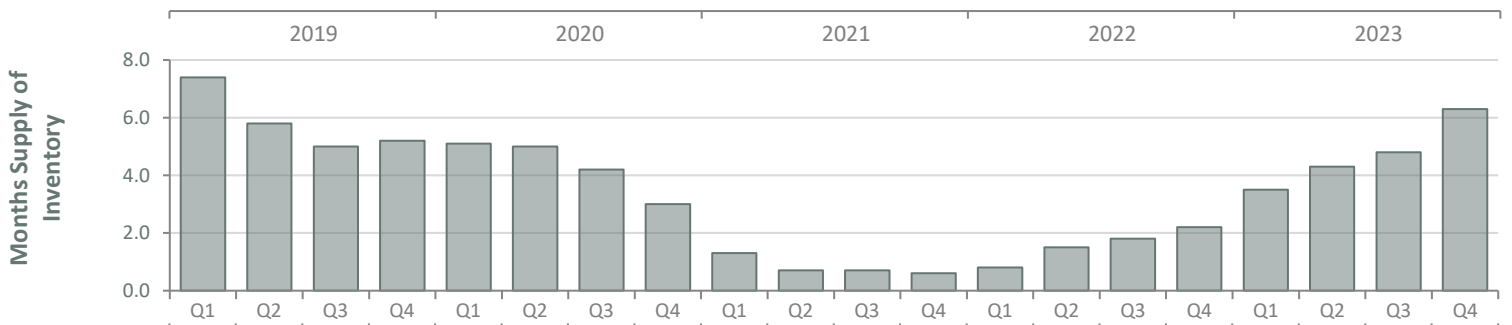


Months Supply of Inventory

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)	4.4	214.3%
Q4 2023	6.3	186.4%
Q3 2023	4.8	166.7%
Q2 2023	4.3	186.7%
Q1 2023	3.5	337.5%
Q4 2022	2.2	266.7%
Q3 2022	1.8	157.1%
Q2 2022	1.5	114.3%
Q1 2022	0.8	-38.5%
Q4 2021	0.6	-80.0%
Q3 2021	0.7	-83.3%
Q2 2021	0.7	-86.0%
Q1 2021	1.3	-74.5%
Q4 2020	3.0	-42.3%

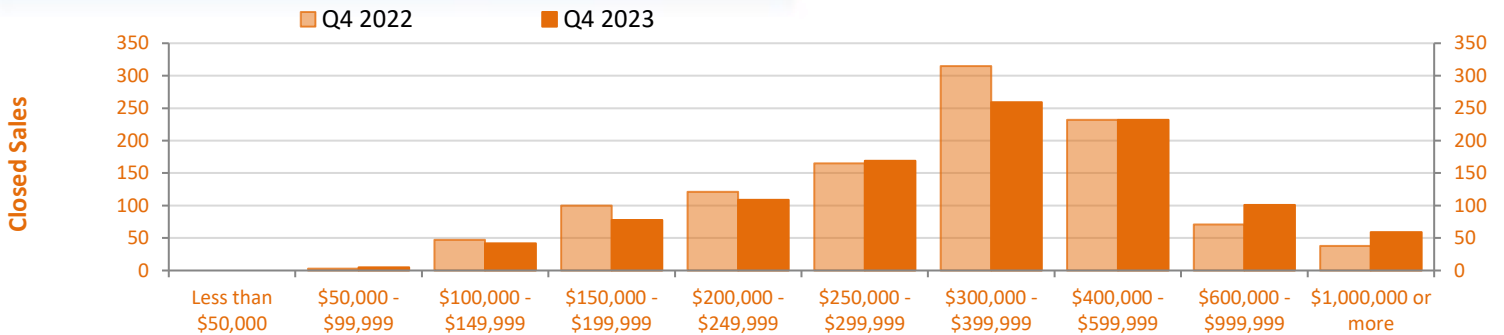


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	5	66.7%
\$100,000 - \$149,999	42	-10.6%
\$150,000 - \$199,999	78	-22.0%
\$200,000 - \$249,999	109	-9.9%
\$250,000 - \$299,999	169	2.4%
\$300,000 - \$399,999	259	-17.8%
\$400,000 - \$599,999	232	0.0%
\$600,000 - \$999,999	101	42.3%
\$1,000,000 or more	59	55.3%

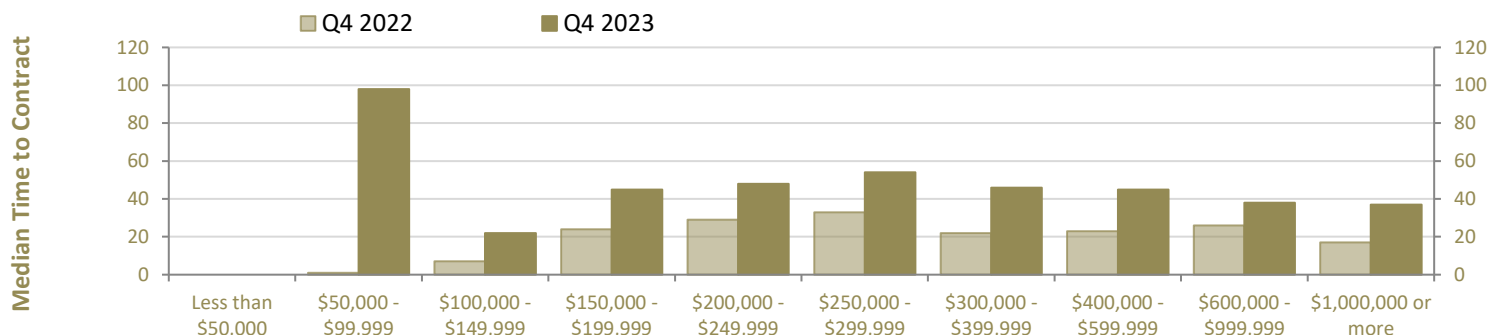


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	98 Days	9700.0%
\$100,000 - \$149,999	22 Days	214.3%
\$150,000 - \$199,999	45 Days	87.5%
\$200,000 - \$249,999	48 Days	65.5%
\$250,000 - \$299,999	54 Days	63.6%
\$300,000 - \$399,999	46 Days	109.1%
\$400,000 - \$599,999	45 Days	95.7%
\$600,000 - \$999,999	38 Days	46.2%
\$1,000,000 or more	37 Days	117.6%

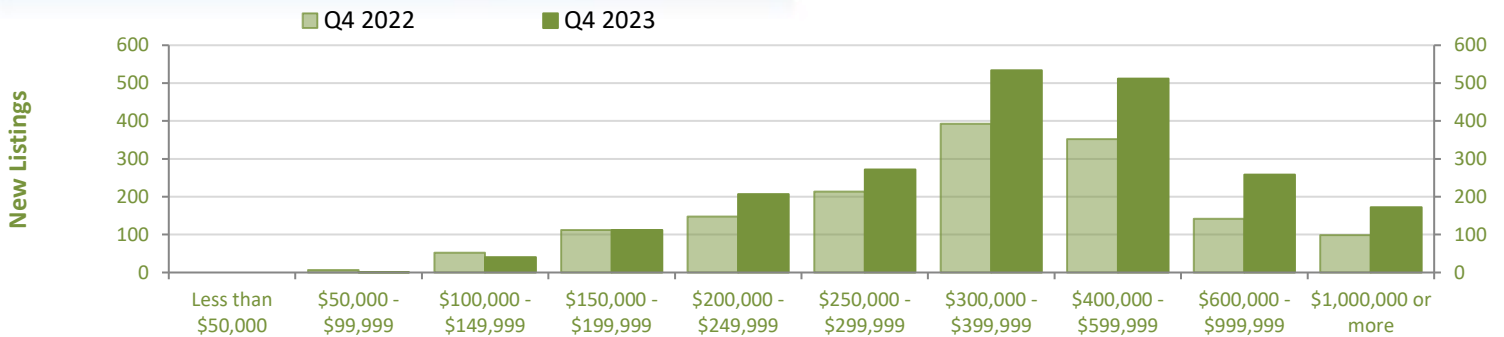


New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	1	-85.7%
\$100,000 - \$149,999	40	-23.1%
\$150,000 - \$199,999	112	0.0%
\$200,000 - \$249,999	207	39.9%
\$250,000 - \$299,999	272	27.1%
\$300,000 - \$399,999	534	35.9%
\$400,000 - \$599,999	512	45.5%
\$600,000 - \$999,999	258	81.7%
\$1,000,000 or more	172	73.7%

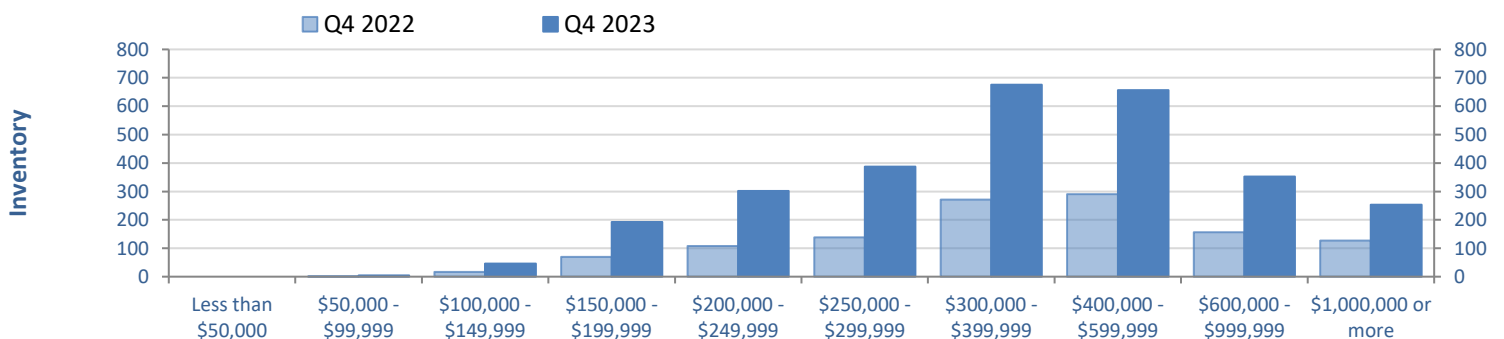


Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	4	300.0%
\$100,000 - \$149,999	46	170.6%
\$150,000 - \$199,999	193	175.7%
\$200,000 - \$249,999	302	179.6%
\$250,000 - \$299,999	387	180.4%
\$300,000 - \$399,999	676	149.4%
\$400,000 - \$599,999	656	125.4%
\$600,000 - \$999,999	352	125.6%
\$1,000,000 or more	253	99.2%



Quarterly Distressed Market - Q4 2023

Townhouses and Condos

Lee County



		Q4 2023	Q4 2022	Percent Change Year-over-Year
Traditional	Closed Sales	1,050	1,090	-3.7%
	Median Sale Price	\$345,985	\$325,000	6.5%
Foreclosure/REO	Closed Sales	4	0	N/A
	Median Sale Price	\$126,748	(No Sales)	N/A
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$727,500	N/A

