

Monthly Market Detail - October 2024

Townhouses and Condos

Lee County



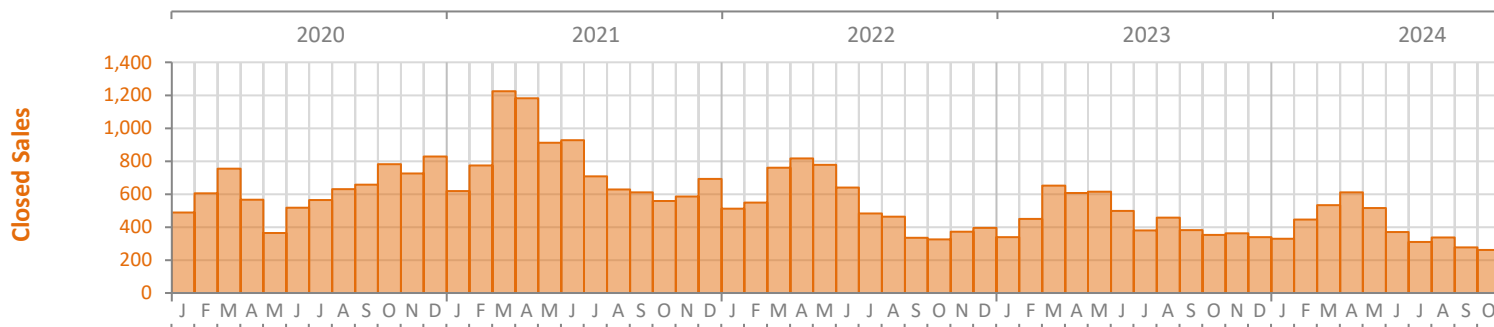
Summary Statistics	October 2024	October 2023	Percent Change Year-over-Year
Closed Sales	261	353	-26.1%
Paid in Cash	150	224	-33.0%
Median Sale Price	\$313,500	\$325,000	-3.5%
Average Sale Price	\$372,808	\$406,594	-8.3%
Dollar Volume	\$97.3 Million	\$143.5 Million	-32.2%
Median Percent of Original List Price Received	92.1%	95.3%	-3.4%
Median Time to Contract	82 Days	46 Days	78.3%
Median Time to Sale	119 Days	84 Days	41.7%
New Pending Sales	233	411	-43.3%
New Listings	654	798	-18.0%
Pending Inventory	388	657	-40.9%
Inventory (Active Listings)	3,476	2,533	37.2%
Months Supply of Inventory	8.9	5.5	61.8%

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	3,986	-15.7%
October 2024	261	-26.1%
September 2024	277	-27.3%
August 2024	336	-26.6%
July 2024	309	-18.5%
June 2024	370	-25.7%
May 2024	515	-16.1%
April 2024	610	0.5%
March 2024	534	-18.1%
February 2024	445	-1.1%
January 2024	329	-2.7%
December 2023	339	-14.4%
November 2023	362	-2.4%
October 2023	353	8.6%

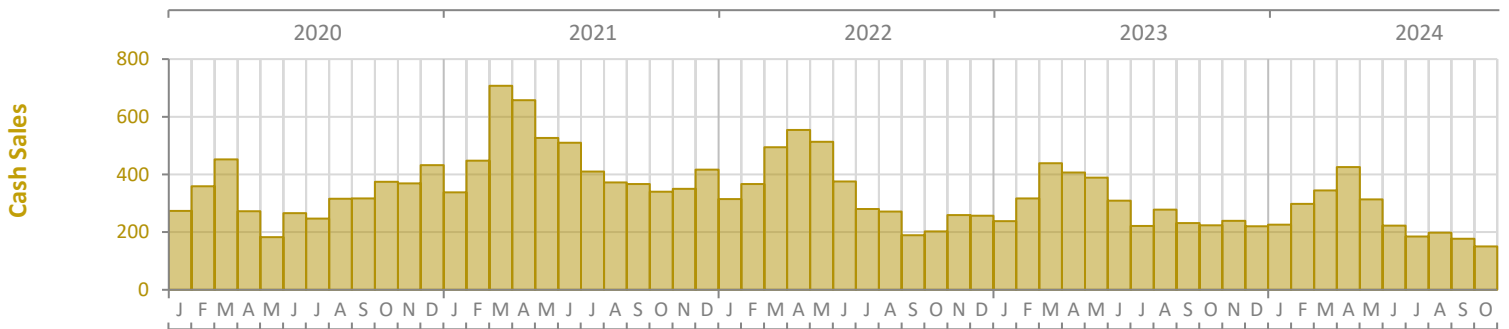


Cash Sales

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	2,542	-16.7%
October 2024	150	-33.0%
September 2024	177	-23.4%
August 2024	198	-28.8%
July 2024	185	-16.3%
June 2024	223	-27.8%
May 2024	314	-19.3%
April 2024	426	4.7%
March 2024	345	-21.4%
February 2024	298	-6.0%
January 2024	226	-5.0%
December 2023	220	-14.4%
November 2023	239	-7.7%
October 2023	224	10.9%

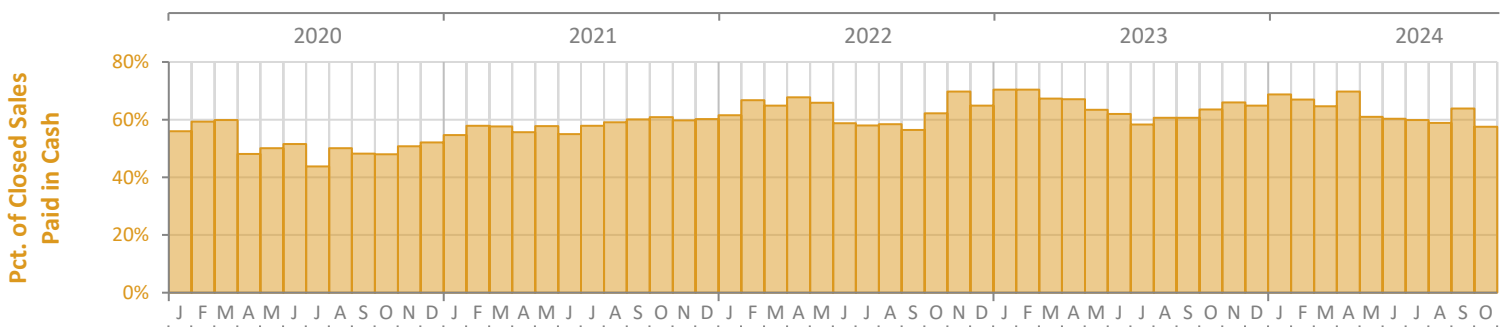


Cash Sales as a Percentage of Closed Sales

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	63.8%	-1.1%
October 2024	57.5%	-9.4%
September 2024	63.9%	5.4%
August 2024	58.9%	-3.0%
July 2024	59.9%	2.7%
June 2024	60.3%	-2.7%
May 2024	61.0%	-3.8%
April 2024	69.8%	4.0%
March 2024	64.6%	-4.0%
February 2024	67.0%	-4.8%
January 2024	68.7%	-2.4%
December 2023	64.9%	0.0%
November 2023	66.0%	-5.4%
October 2023	63.5%	2.1%

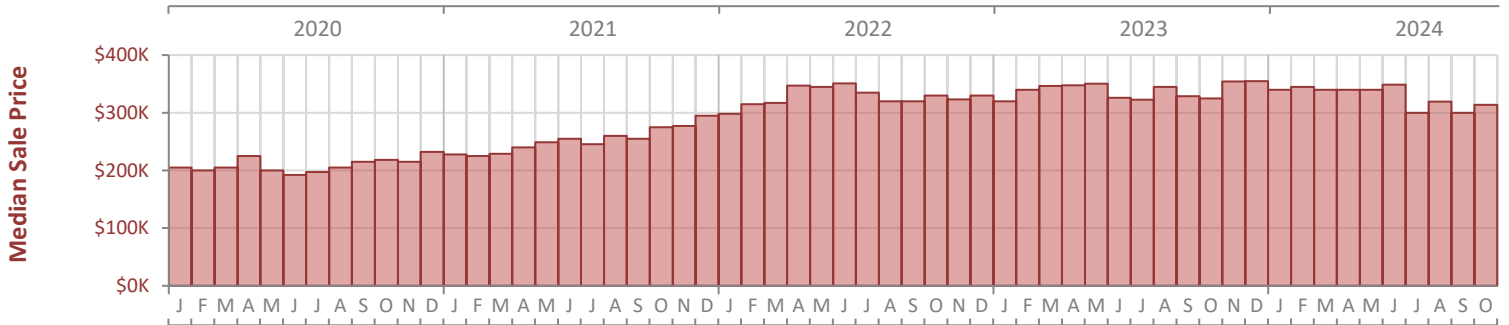


Median Sale Price

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	\$330,000	-1.5%
October 2024	\$313,500	-3.5%
September 2024	\$300,000	-8.8%
August 2024	\$319,500	-7.4%
July 2024	\$300,000	-7.0%
June 2024	\$348,500	6.9%
May 2024	\$340,000	-2.9%
April 2024	\$339,700	-2.2%
March 2024	\$340,000	-1.8%
February 2024	\$345,000	1.5%
January 2024	\$340,000	6.3%
December 2023	\$355,000	7.6%
November 2023	\$354,500	9.8%
October 2023	\$325,000	-1.5%

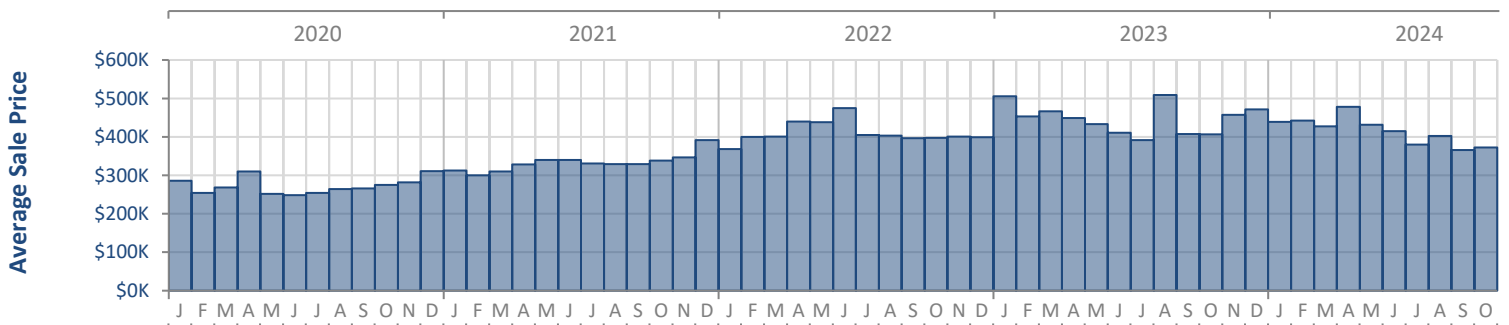


Average Sale Price

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	\$423,558	-4.7%
October 2024	\$372,808	-8.3%
September 2024	\$365,717	-10.3%
August 2024	\$402,285	-20.9%
July 2024	\$379,612	-3.1%
June 2024	\$414,511	0.9%
May 2024	\$431,803	-0.2%
April 2024	\$478,179	6.6%
March 2024	\$427,420	-8.4%
February 2024	\$442,737	-2.3%
January 2024	\$439,299	-13.0%
December 2023	\$471,381	18.1%
November 2023	\$457,219	14.0%
October 2023	\$406,594	2.3%

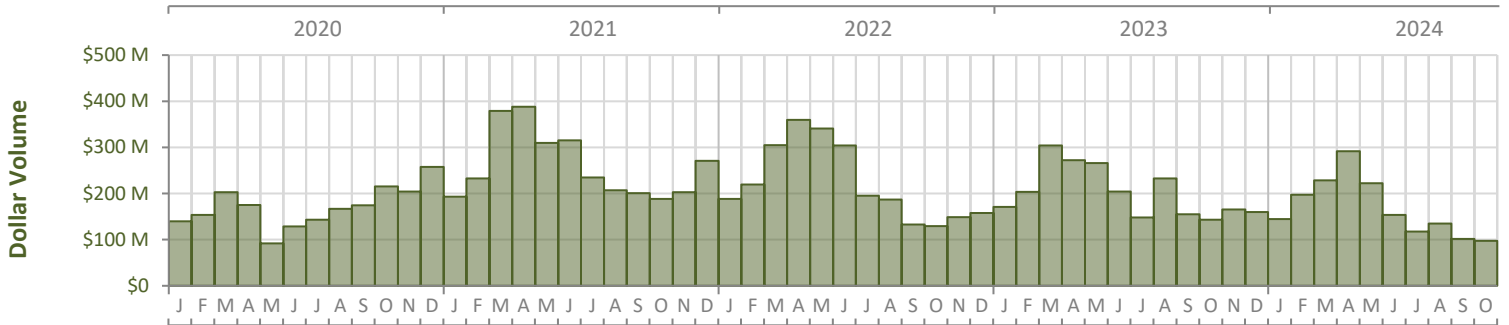


Dollar Volume

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	\$1.7 Billion	-19.7%
October 2024	\$97.3 Million	-32.2%
September 2024	\$101.3 Million	-34.8%
August 2024	\$135.2 Million	-42.0%
July 2024	\$117.3 Million	-21.0%
June 2024	\$153.4 Million	-25.0%
May 2024	\$222.4 Million	-16.3%
April 2024	\$291.7 Million	7.1%
March 2024	\$228.2 Million	-25.0%
February 2024	\$197.0 Million	-3.4%
January 2024	\$144.5 Million	-15.4%
December 2023	\$159.8 Million	1.1%
November 2023	\$165.5 Million	11.2%
October 2023	\$143.5 Million	11.1%

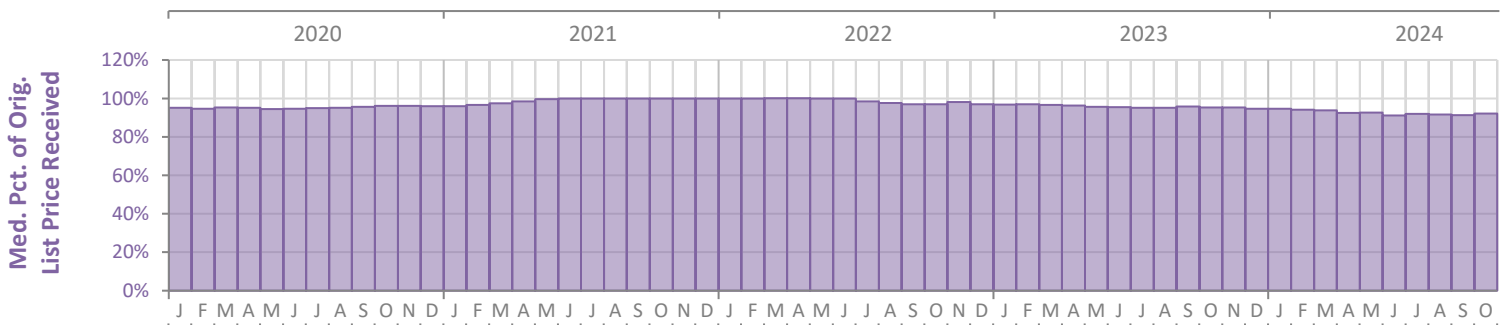


Median Percent of Original List Price Received

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	92.8%	-3.2%
October 2024	92.1%	-3.4%
September 2024	91.3%	-4.7%
August 2024	91.7%	-3.7%
July 2024	91.9%	-3.4%
June 2024	91.2%	-4.4%
May 2024	92.6%	-3.2%
April 2024	92.5%	-3.9%
March 2024	93.8%	-2.9%
February 2024	94.1%	-2.9%
January 2024	94.6%	-2.3%
December 2023	94.6%	-2.4%
November 2023	95.3%	-3.0%
October 2023	95.3%	-1.7%

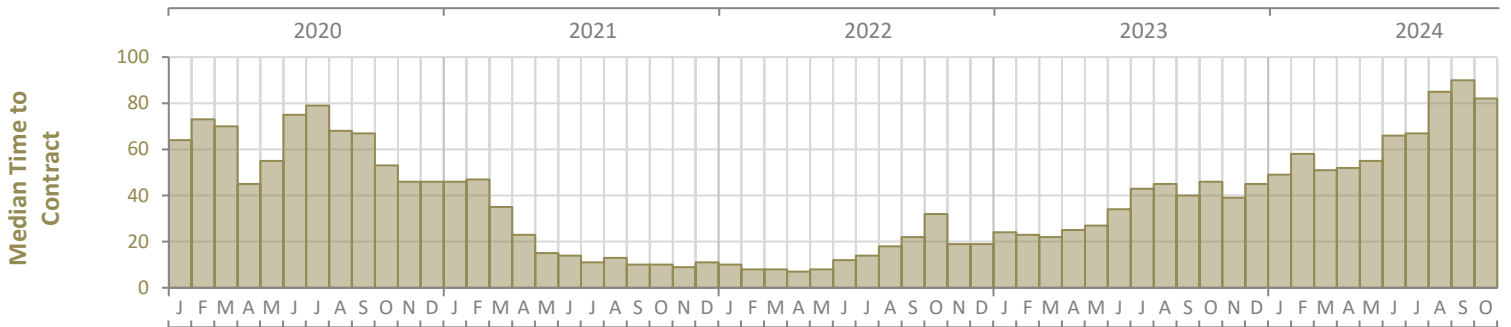


Median Time to Contract

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	71 Days	121.9%
October 2024	82 Days	78.3%
September 2024	90 Days	125.0%
August 2024	85 Days	88.9%
July 2024	67 Days	55.8%
June 2024	66 Days	94.1%
May 2024	55 Days	103.7%
April 2024	52 Days	108.0%
March 2024	51 Days	131.8%
February 2024	58 Days	152.2%
January 2024	49 Days	104.2%
December 2023	45 Days	136.8%
November 2023	39 Days	105.3%
October 2023	46 Days	43.8%

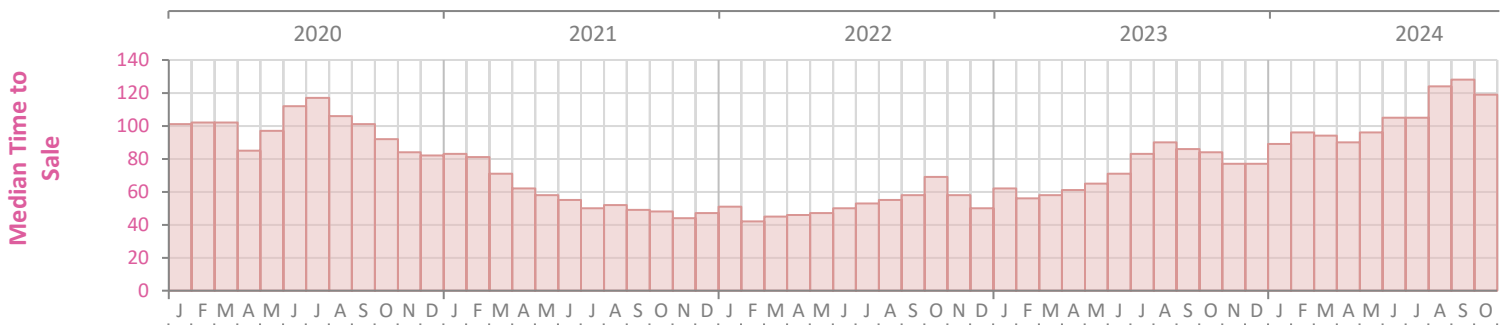


Median Time to Sale

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	110 Days	59.4%
October 2024	119 Days	41.7%
September 2024	128 Days	48.8%
August 2024	124 Days	37.8%
July 2024	105 Days	26.5%
June 2024	105 Days	47.9%
May 2024	96 Days	47.7%
April 2024	90 Days	47.5%
March 2024	94 Days	62.1%
February 2024	96 Days	71.4%
January 2024	89 Days	43.5%
December 2023	77 Days	54.0%
November 2023	77 Days	32.8%
October 2023	84 Days	21.7%



Monthly Market Detail - October 2024

Townhouses and Condos

Lee County

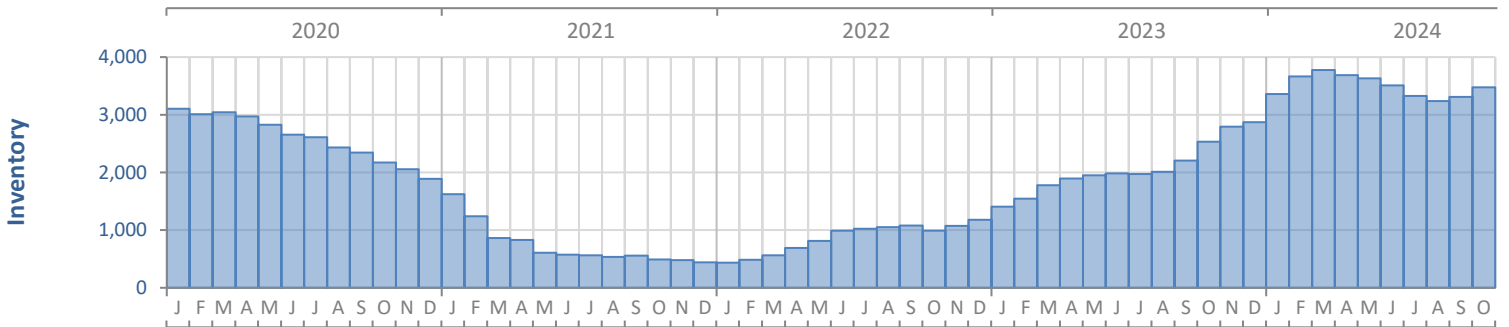


Inventory (Active Listings)

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)	3,498	81.4%
October 2024	3,476	37.2%
September 2024	3,311	50.0%
August 2024	3,235	60.9%
July 2024	3,329	68.9%
June 2024	3,511	76.9%
May 2024	3,629	85.9%
April 2024	3,688	94.6%
March 2024	3,774	112.0%
February 2024	3,666	137.1%
January 2024	3,362	138.6%
December 2023	2,869	143.3%
November 2023	2,796	160.1%
October 2023	2,533	155.3%

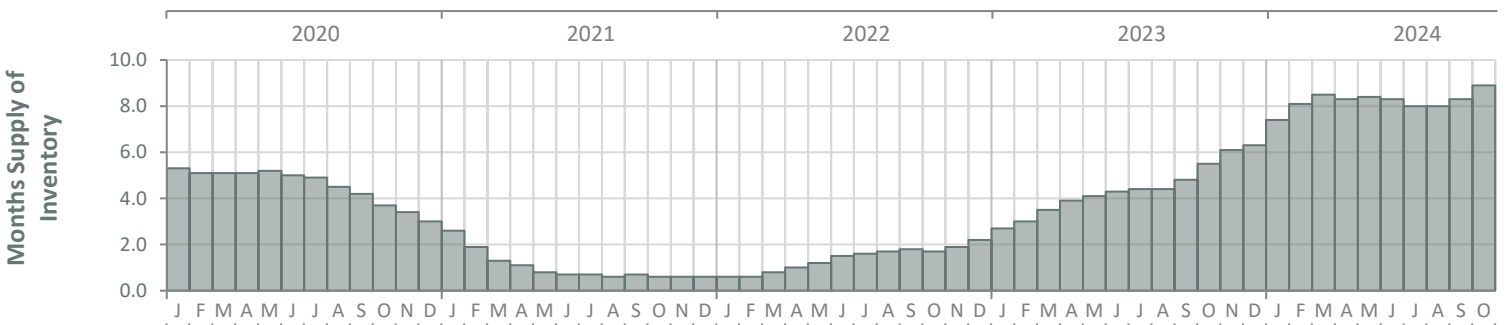


Months Supply of Inventory

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)	8.2	100.0%
October 2024	8.9	61.8%
September 2024	8.3	72.9%
August 2024	8.0	81.8%
July 2024	8.0	81.8%
June 2024	8.3	93.0%
May 2024	8.4	104.9%
April 2024	8.3	112.8%
March 2024	8.5	142.9%
February 2024	8.1	170.0%
January 2024	7.4	174.1%
December 2023	6.3	186.4%
November 2023	6.1	221.1%
October 2023	5.5	223.5%

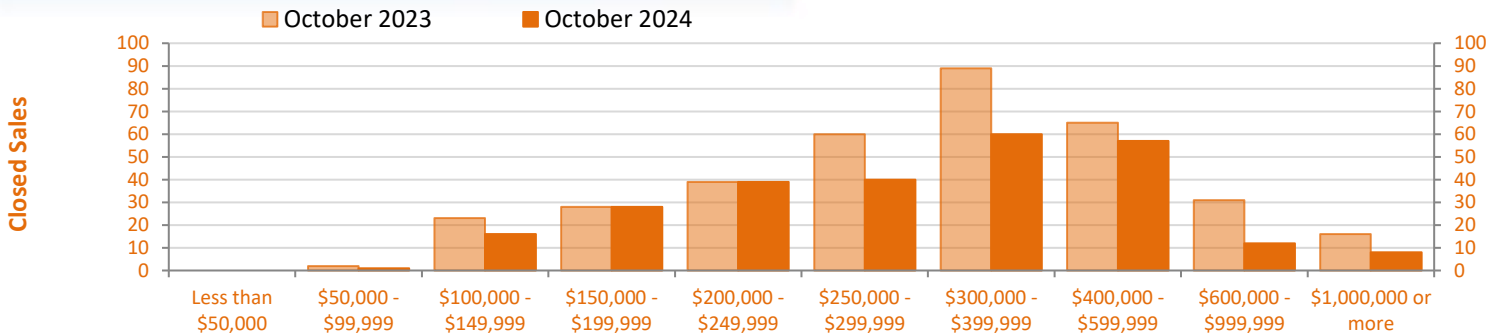


Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	1	-50.0%
\$100,000 - \$149,999	16	-30.4%
\$150,000 - \$199,999	28	0.0%
\$200,000 - \$249,999	39	0.0%
\$250,000 - \$299,999	40	-33.3%
\$300,000 - \$399,999	60	-32.6%
\$400,000 - \$599,999	57	-12.3%
\$600,000 - \$999,999	12	-61.3%
\$1,000,000 or more	8	-50.0%

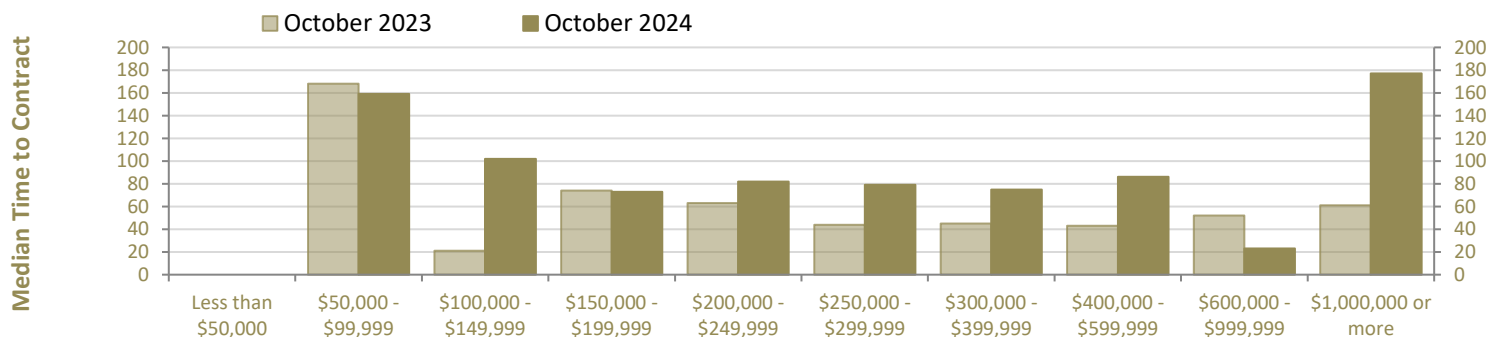


Median Time to Contract by Sale Price

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	159 Days	-5.4%
\$100,000 - \$149,999	102 Days	385.7%
\$150,000 - \$199,999	73 Days	-1.4%
\$200,000 - \$249,999	82 Days	30.2%
\$250,000 - \$299,999	79 Days	79.5%
\$300,000 - \$399,999	75 Days	66.7%
\$400,000 - \$599,999	86 Days	100.0%
\$600,000 - \$999,999	23 Days	-55.8%
\$1,000,000 or more	177 Days	190.2%



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	0	-100.0%
\$100,000 - \$149,999	23	64.3%
\$150,000 - \$199,999	41	2.5%
\$200,000 - \$249,999	74	-14.9%
\$250,000 - \$299,999	88	-20.7%
\$300,000 - \$399,999	162	-14.3%
\$400,000 - \$599,999	166	-11.2%
\$600,000 - \$999,999	70	-27.8%
\$1,000,000 or more	30	-58.3%

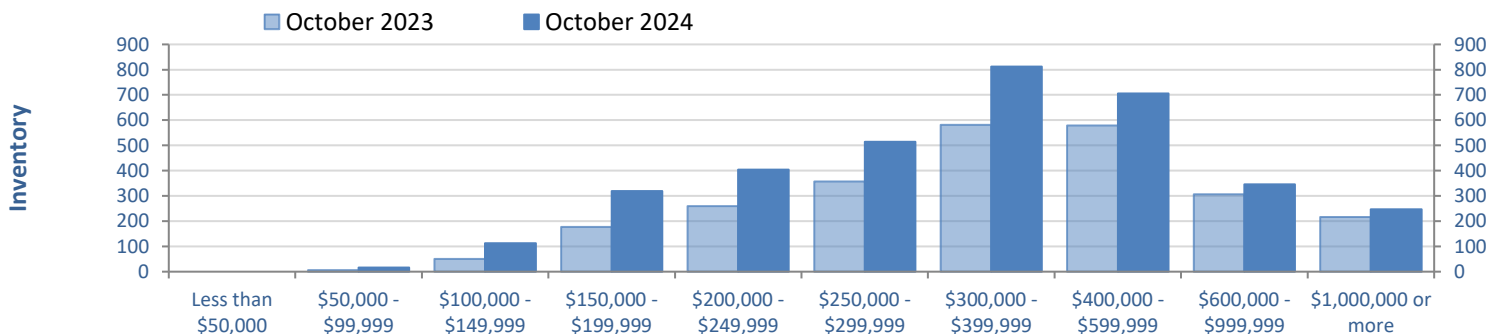


Inventory by Current Listing Price

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	166.7%
\$100,000 - \$149,999	112	124.0%
\$150,000 - \$199,999	319	80.2%
\$200,000 - \$249,999	404	55.4%
\$250,000 - \$299,999	514	44.0%
\$300,000 - \$399,999	812	39.5%
\$400,000 - \$599,999	706	21.9%
\$600,000 - \$999,999	346	13.1%
\$1,000,000 or more	247	14.4%



Monthly Distressed Market - October 2024

Townhouses and Condos

Lee County



		October 2024	October 2023	Percent Change Year-over-Year
Traditional	Closed Sales	260	350	-25.7%
	Median Sale Price	\$315,000	\$325,000	-3.1%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$226,250	\$115,000	96.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

