

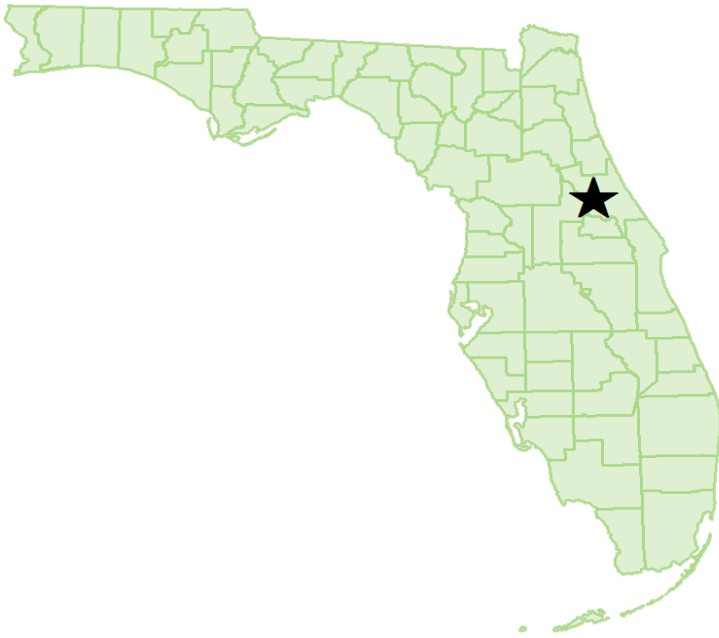
# Monthly Market Detail - September 2023

## Townhouses and Condos

### West Volusia Association of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



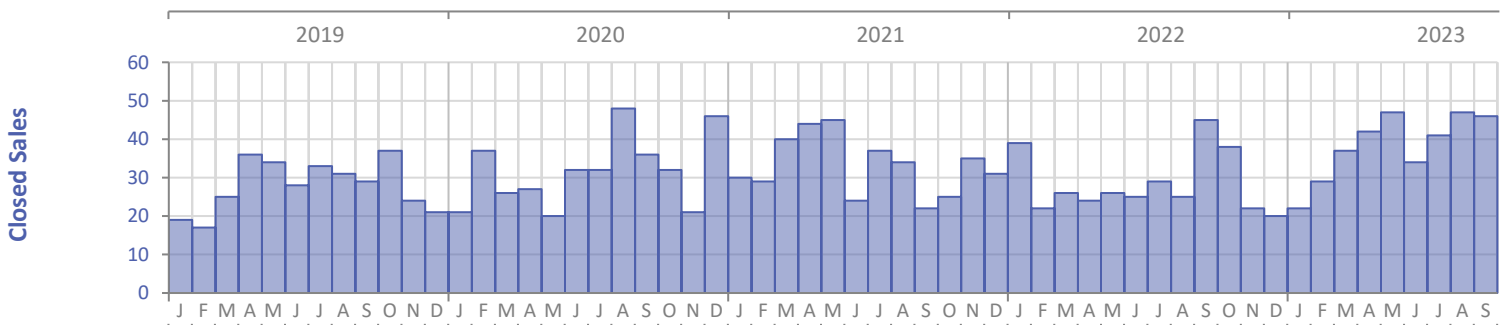
Summary Statistics	September 2023	September 2022	Percent Change Year-over-Year
Closed Sales	46	45	2.2%
Paid in Cash	24	23	4.3%
Median Sale Price	\$290,750	\$254,900	14.1%
Average Sale Price	\$367,211	\$368,173	-0.3%
Dollar Volume	\$16.9 Million	\$16.6 Million	2.0%
Median Percent of Original List Price Received	94.1%	97.8%	-3.8%
Median Time to Contract	39 Days	21 Days	85.7%
Median Time to Sale	68 Days	57 Days	19.3%
New Pending Sales	36	37	-2.7%
New Listings	56	51	9.8%
Pending Inventory	33	43	-23.3%
Inventory (Active Listings)	190	83	128.9%
Months Supply of Inventory	5.4	2.8	92.9%

## 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	345	32.2%
<b>September 2023</b>	<b>46</b>	<b>2.2%</b>
August 2023	47	88.0%
July 2023	41	41.4%
June 2023	34	36.0%
May 2023	47	80.8%
April 2023	42	75.0%
March 2023	37	42.3%
February 2023	29	31.8%
January 2023	22	-43.6%
December 2022	20	-35.5%
November 2022	22	-37.1%
October 2022	38	52.0%
September 2022	45	104.5%



Produced by Florida Realtors® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, October 19, 2023. Next data release is Tuesday, November 21, 2023.

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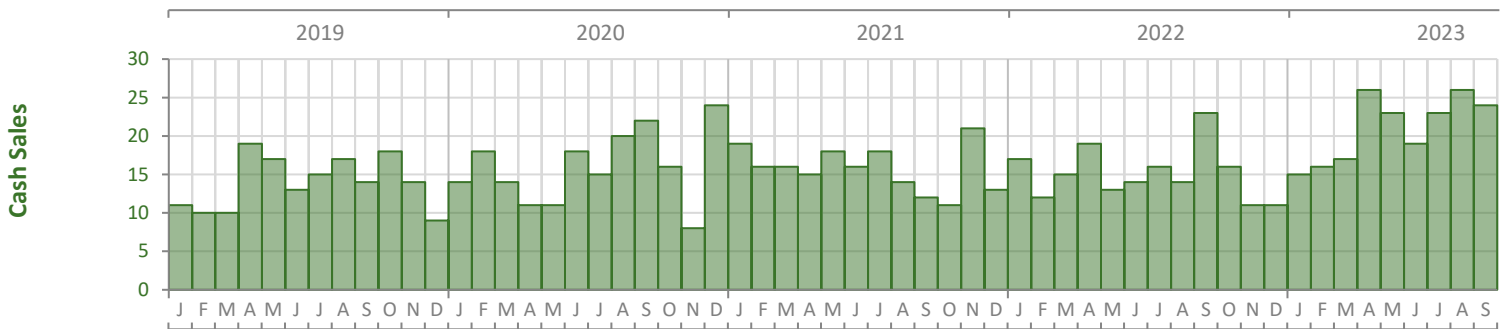
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## Cash Sales

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	189	32.2%
<b>September 2023</b>	<b>24</b>	<b>4.3%</b>
August 2023	26	85.7%
July 2023	23	43.8%
June 2023	19	35.7%
May 2023	23	76.9%
April 2023	26	36.8%
March 2023	17	13.3%
February 2023	16	33.3%
January 2023	15	-11.8%
December 2022	11	-15.4%
November 2022	11	-47.6%
October 2022	16	45.5%
September 2022	23	91.7%

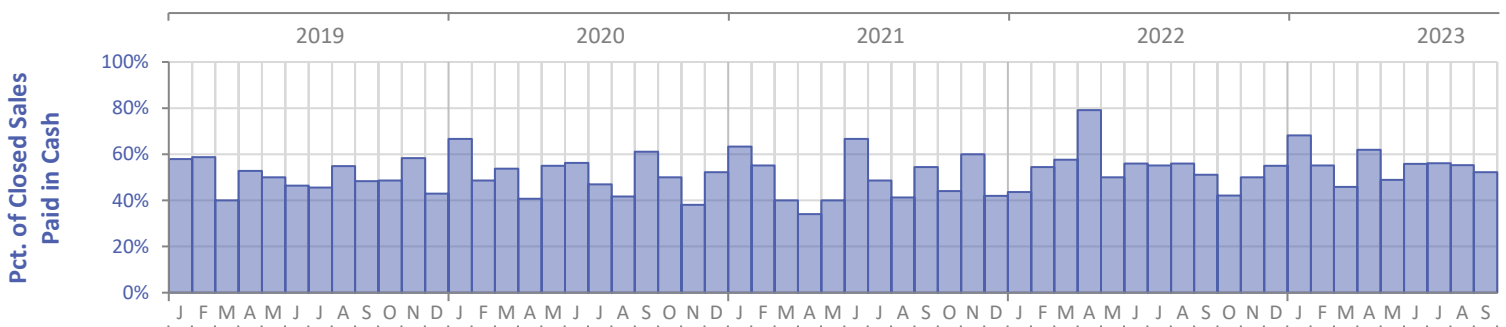


## Cash Sales as a Percentage of Closed Sales

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	54.8%	0.0%
<b>September 2023</b>	<b>52.2%</b>	<b>2.2%</b>
August 2023	55.3%	-1.3%
July 2023	56.1%	1.6%
June 2023	55.9%	-0.2%
May 2023	48.9%	-2.2%
April 2023	61.9%	-21.8%
March 2023	45.9%	-20.5%
February 2023	55.2%	1.3%
January 2023	68.2%	56.4%
December 2022	55.0%	31.3%
November 2022	50.0%	-16.7%
October 2022	42.1%	-4.3%
September 2022	51.1%	-6.2%



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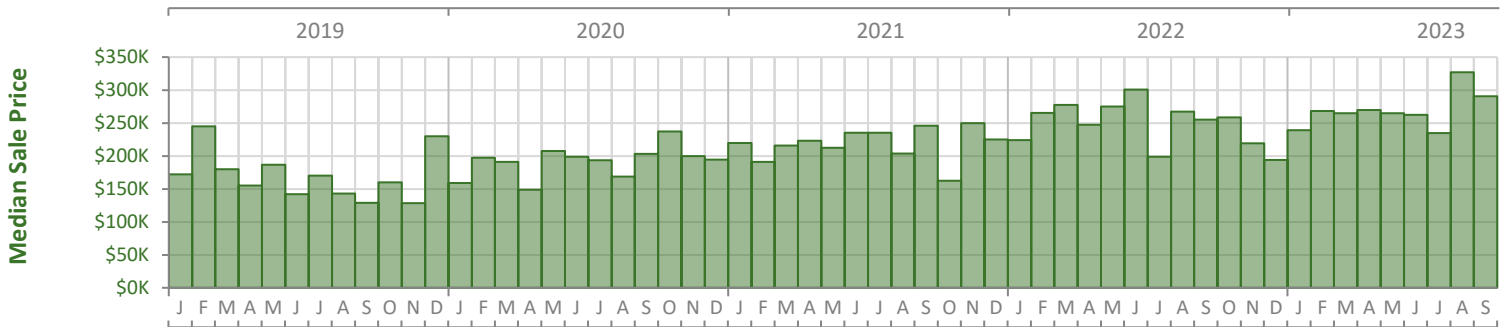
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## Median Sale Price

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	\$267,450	5.7%
<b>September 2023</b>	<b>\$290,750</b>	<b>14.1%</b>
August 2023	\$327,000	22.2%
July 2023	\$234,900	18.0%
June 2023	\$262,500	-12.8%
May 2023	\$265,000	-3.6%
April 2023	\$269,500	8.9%
March 2023	\$265,000	-4.5%
February 2023	\$268,000	0.9%
January 2023	\$239,000	6.7%
December 2022	\$193,750	-13.9%
November 2022	\$219,000	-12.4%
October 2022	\$258,750	59.2%
September 2022	\$254,900	3.6%

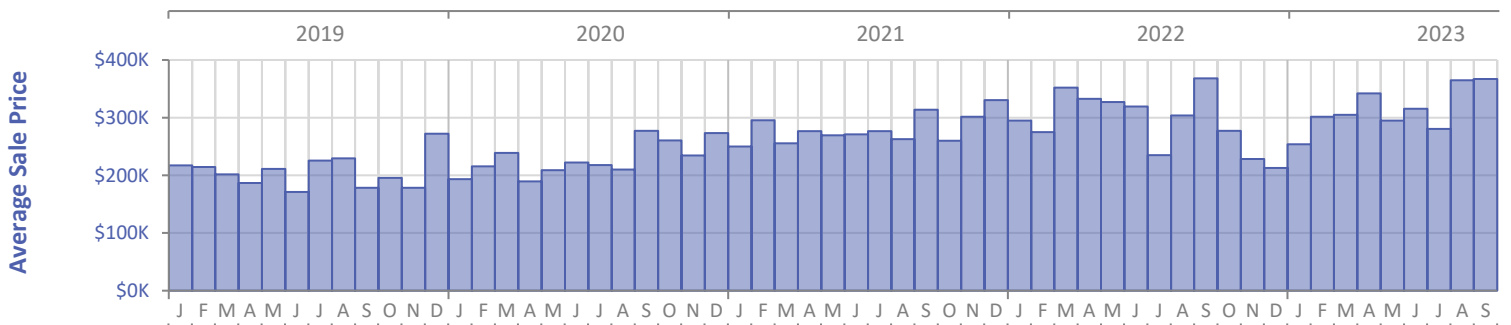


## Average Sale Price

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	\$319,185	1.4%
<b>September 2023</b>	<b>\$367,211</b>	<b>-0.3%</b>
August 2023	\$364,778	20.1%
July 2023	\$280,617	19.5%
June 2023	\$315,656	-1.1%
May 2023	\$294,938	-9.8%
April 2023	\$341,990	2.8%
March 2023	\$305,078	-13.3%
February 2023	\$301,816	9.8%
January 2023	\$253,577	-14.1%
December 2022	\$212,657	-35.6%
November 2022	\$228,391	-24.3%
October 2022	\$277,089	6.7%
September 2022	\$368,173	17.3%



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## Townhouses and Condos

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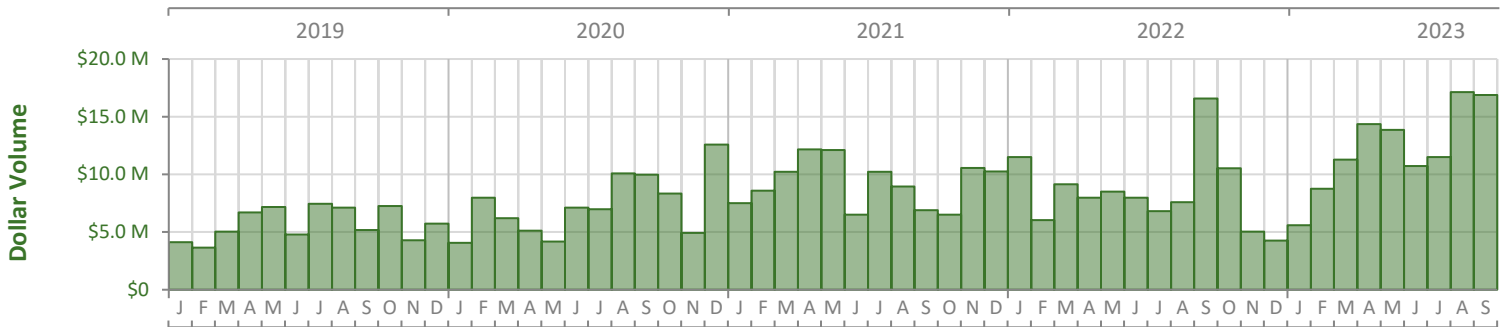
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## Dollar Volume

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	\$110.1 Million	34.1%
<b>September 2023</b>	<b>\$16.9 Million</b>	<b>2.0%</b>
August 2023	\$17.1 Million	125.8%
July 2023	\$11.5 Million	69.0%
June 2023	\$10.7 Million	34.6%
May 2023	\$13.9 Million	63.1%
April 2023	\$14.4 Million	79.8%
March 2023	\$11.3 Million	23.3%
February 2023	\$8.8 Million	44.7%
January 2023	\$5.6 Million	-51.5%
December 2022	\$4.3 Million	-58.5%
November 2022	\$5.0 Million	-52.4%
October 2022	\$10.5 Million	62.2%
September 2022	\$16.6 Million	140.0%

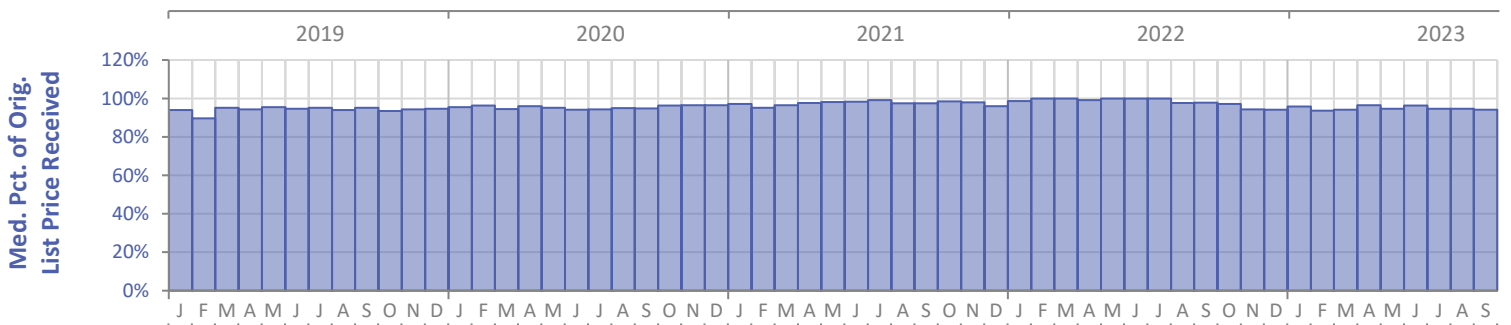


## Median Percent of Original List Price Received

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	94.9%	-4.2%
<b>September 2023</b>	<b>94.1%</b>	<b>-3.8%</b>
August 2023	94.7%	-3.0%
July 2023	94.7%	-5.3%
June 2023	96.3%	-3.7%
May 2023	94.6%	-5.4%
April 2023	96.4%	-2.7%
March 2023	94.2%	-5.8%
February 2023	93.6%	-6.4%
January 2023	95.8%	-2.9%
December 2022	94.1%	-1.9%
November 2022	94.3%	-3.8%
October 2022	97.2%	-1.2%
September 2022	97.8%	0.4%



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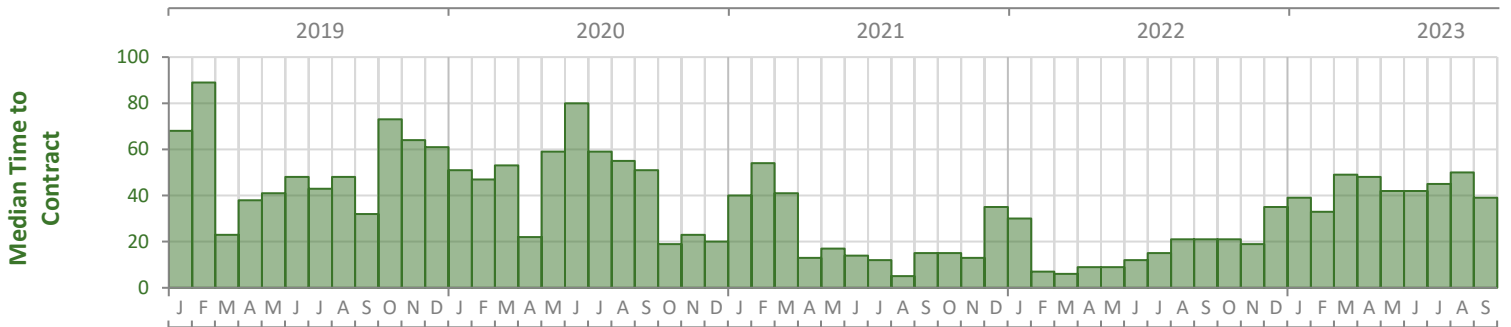
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## Median Time to Contract

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	45 Days	246.2%
<b>September 2023</b>	<b>39 Days</b>	<b>85.7%</b>
August 2023	50 Days	138.1%
July 2023	45 Days	200.0%
June 2023	42 Days	250.0%
May 2023	42 Days	366.7%
April 2023	48 Days	433.3%
March 2023	49 Days	716.7%
February 2023	33 Days	371.4%
January 2023	39 Days	30.0%
December 2022	35 Days	0.0%
November 2022	19 Days	46.2%
October 2022	21 Days	40.0%
September 2022	21 Days	40.0%

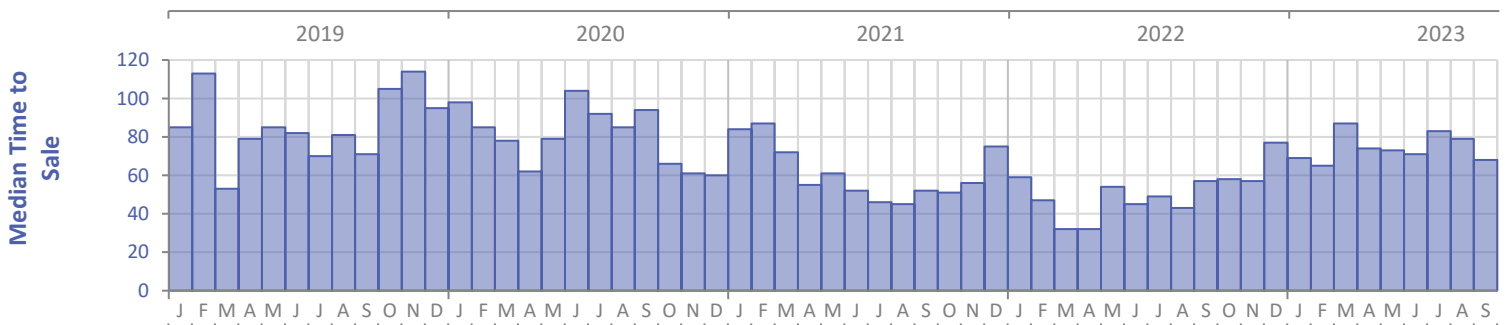


## Median Time to Sale

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	77 Days	51.0%
<b>September 2023</b>	<b>68 Days</b>	<b>19.3%</b>
August 2023	79 Days	83.7%
July 2023	83 Days	69.4%
June 2023	71 Days	57.8%
May 2023	73 Days	35.2%
April 2023	74 Days	131.3%
March 2023	87 Days	171.9%
February 2023	65 Days	38.3%
January 2023	69 Days	16.9%
December 2022	77 Days	2.7%
November 2022	57 Days	1.8%
October 2022	58 Days	13.7%
September 2022	57 Days	9.6%



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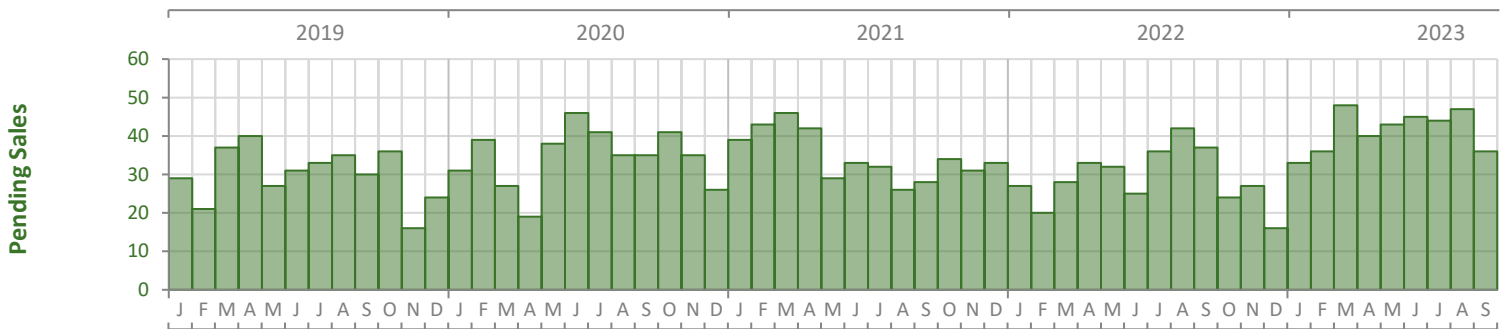
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## New Pending Sales

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	372	32.9%
<b>September 2023</b>	<b>36</b>	<b>-2.7%</b>
August 2023	47	11.9%
July 2023	44	22.2%
June 2023	45	80.0%
May 2023	43	34.4%
April 2023	40	21.2%
March 2023	48	71.4%
February 2023	36	80.0%
January 2023	33	22.2%
December 2022	16	-51.5%
November 2022	27	-12.9%
October 2022	24	-29.4%
September 2022	37	32.1%

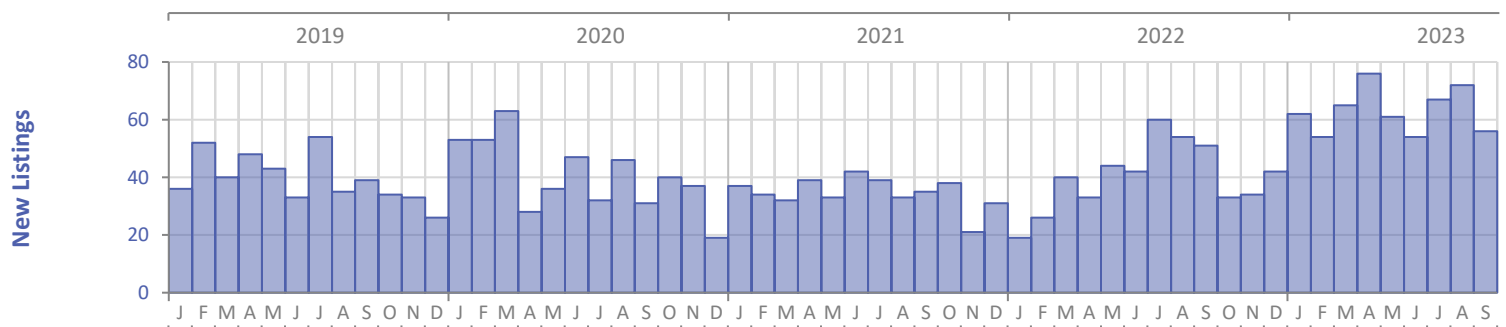


## New Listings

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	567	53.7%
<b>September 2023</b>	<b>56</b>	<b>9.8%</b>
August 2023	72	33.3%
July 2023	67	11.7%
June 2023	54	28.6%
May 2023	61	38.6%
April 2023	76	130.3%
March 2023	65	62.5%
February 2023	54	107.7%
January 2023	62	226.3%
December 2022	42	35.5%
November 2022	34	61.9%
October 2022	33	-13.2%
September 2022	51	45.7%





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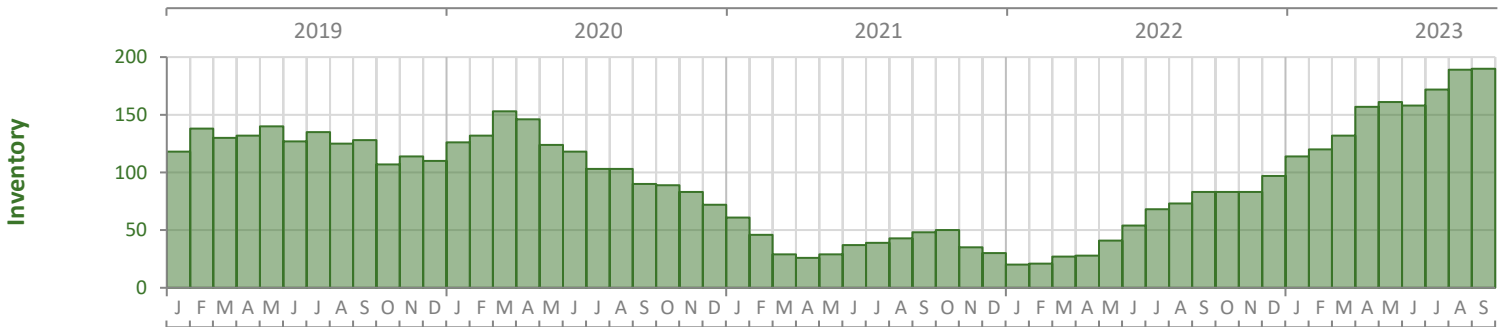
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## Inventory (Active Listings)

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)	155	235.8%
<b>September 2023</b>	<b>190</b>	<b>128.9%</b>
August 2023	189	158.9%
July 2023	172	152.9%
June 2023	158	192.6%
May 2023	161	292.7%
April 2023	157	460.7%
March 2023	132	388.9%
February 2023	120	471.4%
January 2023	114	470.0%
December 2022	97	223.3%
November 2022	83	137.1%
October 2022	83	66.0%
September 2022	83	72.9%

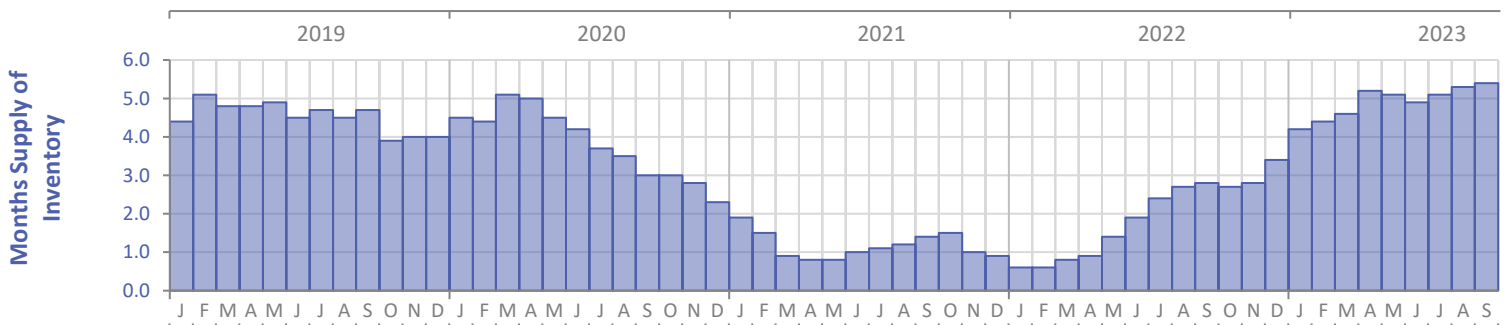


## Months Supply of Inventory

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)	4.9	206.3%
<b>September 2023</b>	<b>5.4</b>	<b>92.9%</b>
August 2023	5.3	96.3%
July 2023	5.1	112.5%
June 2023	4.9	157.9%
May 2023	5.1	264.3%
April 2023	5.2	477.8%
March 2023	4.6	475.0%
February 2023	4.4	633.3%
January 2023	4.2	600.0%
December 2022	3.4	277.8%
November 2022	2.8	180.0%
October 2022	2.7	80.0%
September 2022	2.8	100.0%



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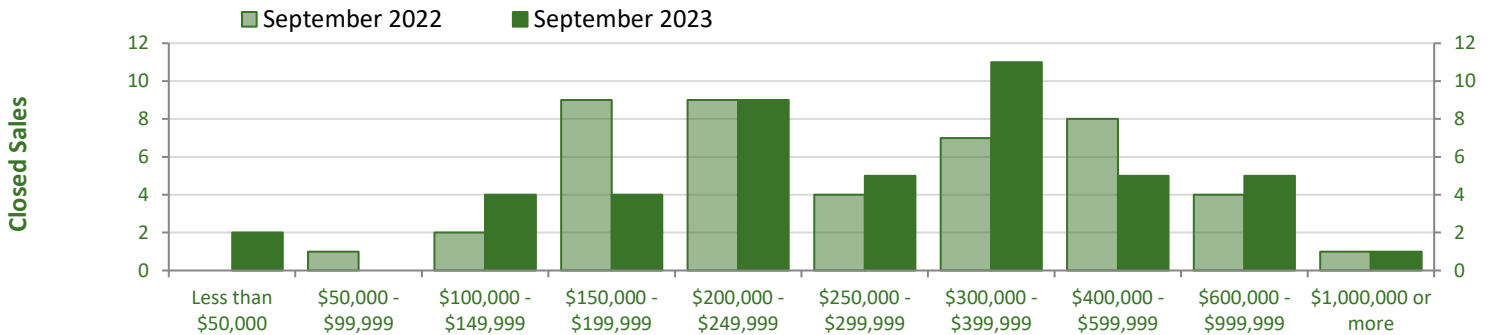
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## Closed Sales by Sale Price

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	2	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	4	-55.6%
\$200,000 - \$249,999	9	0.0%
\$250,000 - \$299,999	5	25.0%
\$300,000 - \$399,999	11	57.1%
\$400,000 - \$599,999	5	-37.5%
\$600,000 - \$999,999	5	25.0%
\$1,000,000 or more	1	0.0%

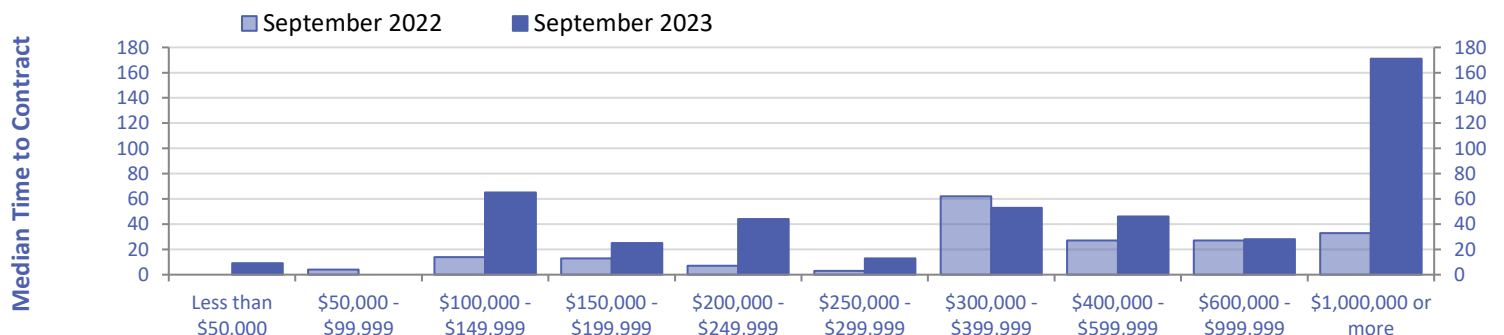


## Median Time to Contract by Sale Price

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	9 Days	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	65 Days	364.3%
\$150,000 - \$199,999	25 Days	92.3%
\$200,000 - \$249,999	44 Days	528.6%
\$250,000 - \$299,999	13 Days	333.3%
\$300,000 - \$399,999	53 Days	-14.5%
\$400,000 - \$599,999	46 Days	70.4%
\$600,000 - \$999,999	28 Days	3.7%
\$1,000,000 or more	171 Days	418.2%





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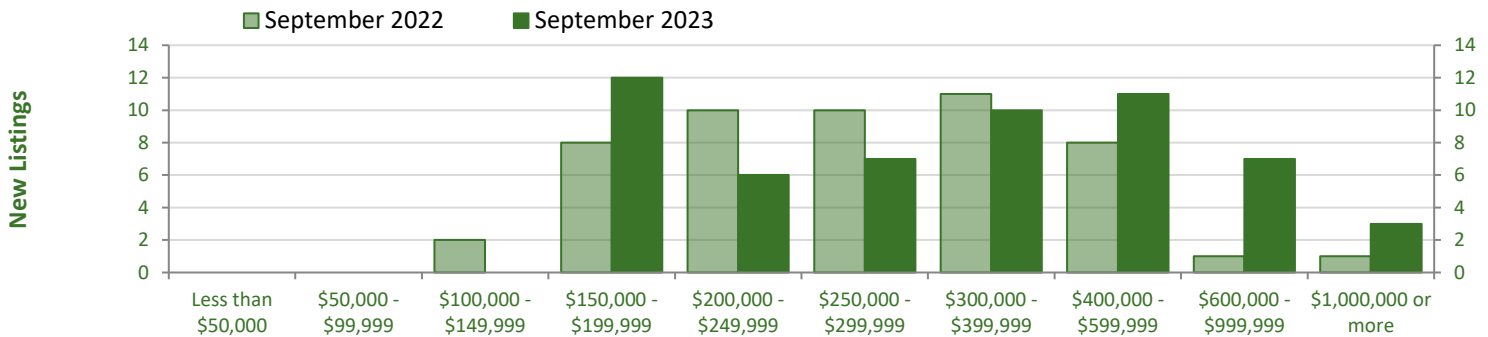
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## New Listings by Initial Listing Price

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	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	12	50.0%
\$200,000 - \$249,999	6	-40.0%
\$250,000 - \$299,999	7	-30.0%
\$300,000 - \$399,999	10	-9.1%
\$400,000 - \$599,999	11	37.5%
\$600,000 - \$999,999	7	600.0%
\$1,000,000 or more	3	200.0%

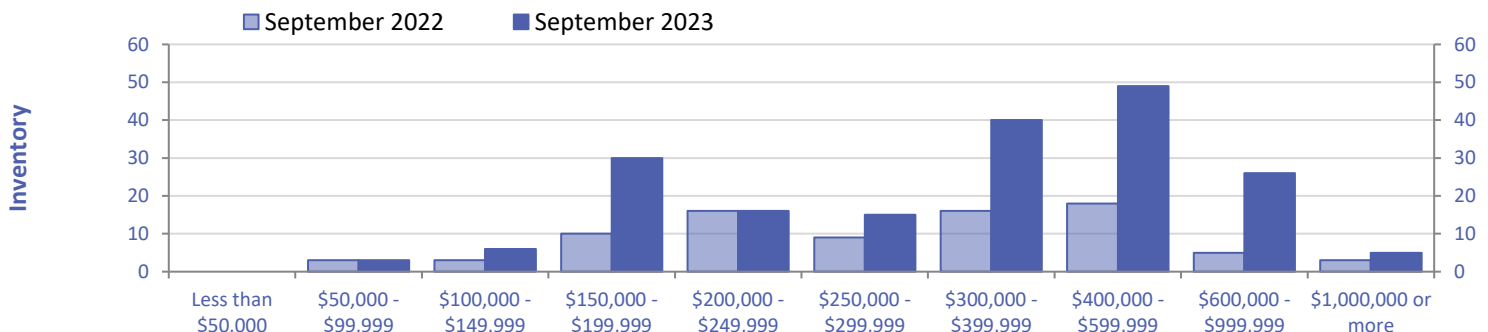


## Inventory by Current Listing Price

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	3	0.0%
\$100,000 - \$149,999	6	100.0%
\$150,000 - \$199,999	30	200.0%
\$200,000 - \$249,999	16	0.0%
\$250,000 - \$299,999	15	66.7%
\$300,000 - \$399,999	40	150.0%
\$400,000 - \$599,999	49	172.2%
\$600,000 - \$999,999	26	420.0%
\$1,000,000 or more	5	66.7%



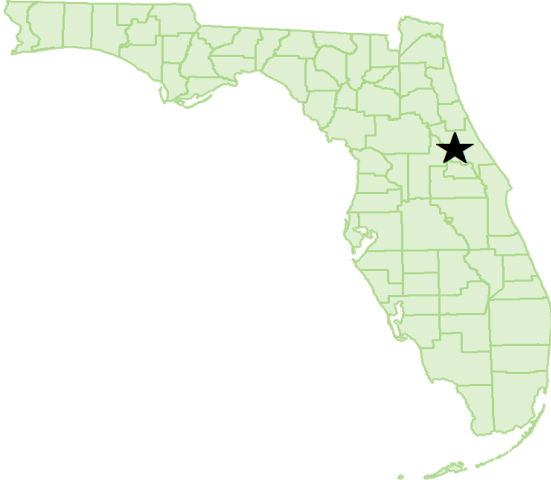
# Monthly Distressed Market - September 2023

## Townhouses and Condos

### West Volusia Association of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



		September 2023	September 2022	Percent Change Year-over-Year
Traditional	Closed Sales	45	45	0.0%
	Median Sale Price	\$299,000	\$254,900	17.3%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$130,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

