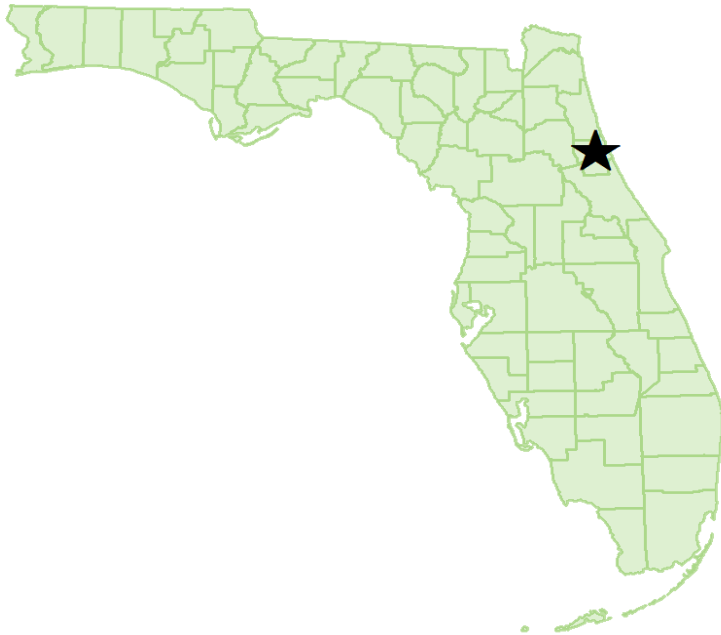


Quarterly Market Detail - Q4 2024

Single-Family Homes

Flagler County Association of REALTORS®

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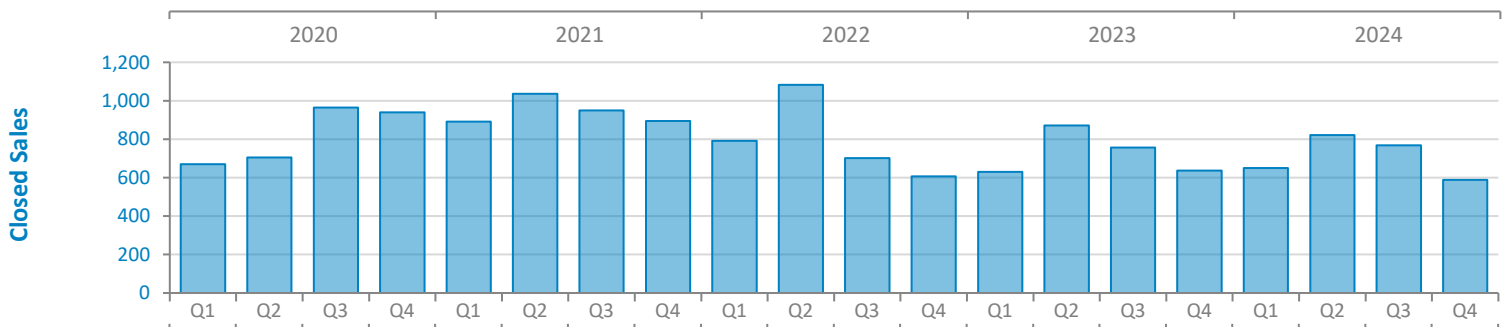
Summary Statistics	Q4 2024	Q4 2023	Percent Change Year-over-Year
Closed Sales	589	637	-7.5%
Paid in Cash	190	239	-20.5%
Median Sale Price	\$376,000	\$382,990	-1.8%
Average Sale Price	\$469,242	\$450,183	4.2%
Dollar Volume	\$276.4 Million	\$286.8 Million	-3.6%
Median Percent of Original List Price Received	95.2%	95.9%	-0.7%
Median Time to Contract	60 Days	47 Days	27.7%
Median Time to Sale	106 Days	88 Days	20.5%
New Pending Sales	547	562	-2.7%
New Listings	861	827	4.1%
Pending Inventory	203	209	-2.9%
Inventory (Active Listings)	1,262	954	32.3%
Months Supply of Inventory	5.4	4.0	35.0%

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	2,830	-2.2%
Q4 2024	589	-7.5%
Q3 2024	769	1.6%
Q2 2024	822	-5.6%
Q1 2024	650	3.2%
Q4 2023	637	5.1%
Q3 2023	757	8.0%
Q2 2023	871	-19.6%
Q1 2023	630	-20.5%
Q4 2022	606	-32.3%
Q3 2022	701	-26.1%
Q2 2022	1,083	4.5%
Q1 2022	792	-11.2%
Q4 2021	895	-4.7%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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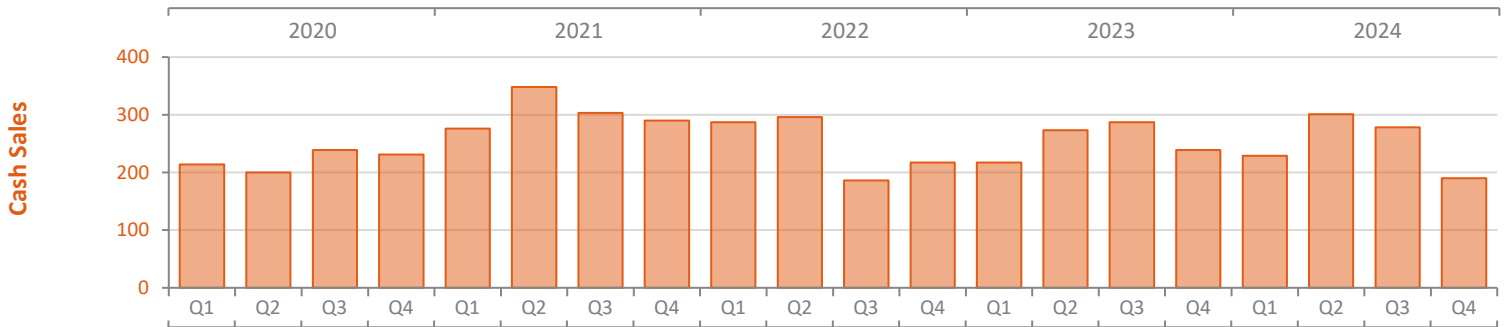


Cash Sales

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	998	-1.8%
Q4 2024	190	-20.5%
Q3 2024	278	-3.1%
Q2 2024	301	10.3%
Q1 2024	229	5.5%
Q4 2023	239	10.1%
Q3 2023	287	54.3%
Q2 2023	273	-7.8%
Q1 2023	217	-24.4%
Q4 2022	217	-25.2%
Q3 2022	186	-38.6%
Q2 2022	296	-14.9%
Q1 2022	287	4.0%
Q4 2021	290	25.5%

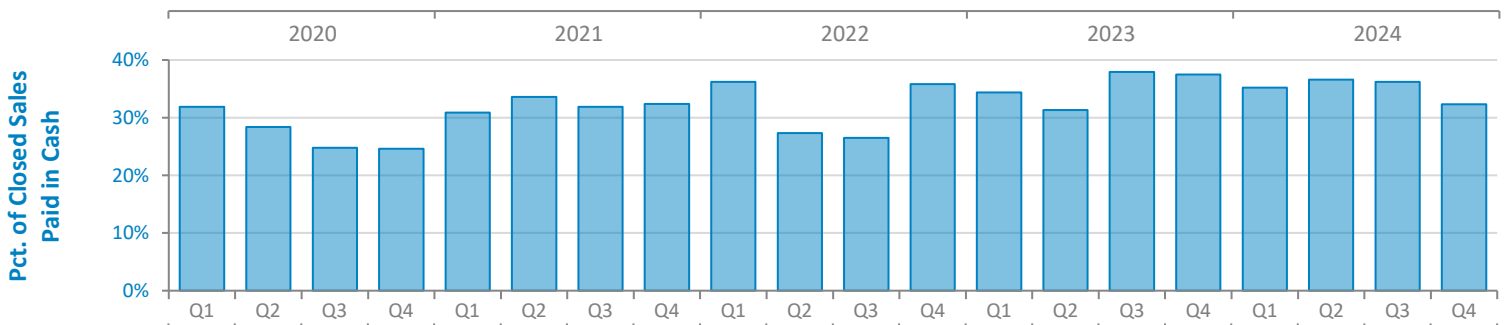


Cash Sales as a Percentage of Closed Sales

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	35.3%	0.6%
Q4 2024	32.3%	-13.9%
Q3 2024	36.2%	-4.5%
Q2 2024	36.6%	16.9%
Q1 2024	35.2%	2.3%
Q4 2023	37.5%	4.7%
Q3 2023	37.9%	43.0%
Q2 2023	31.3%	14.7%
Q1 2023	34.4%	-5.0%
Q4 2022	35.8%	10.5%
Q3 2022	26.5%	-16.9%
Q2 2022	27.3%	-18.8%
Q1 2022	36.2%	17.2%
Q4 2021	32.4%	31.7%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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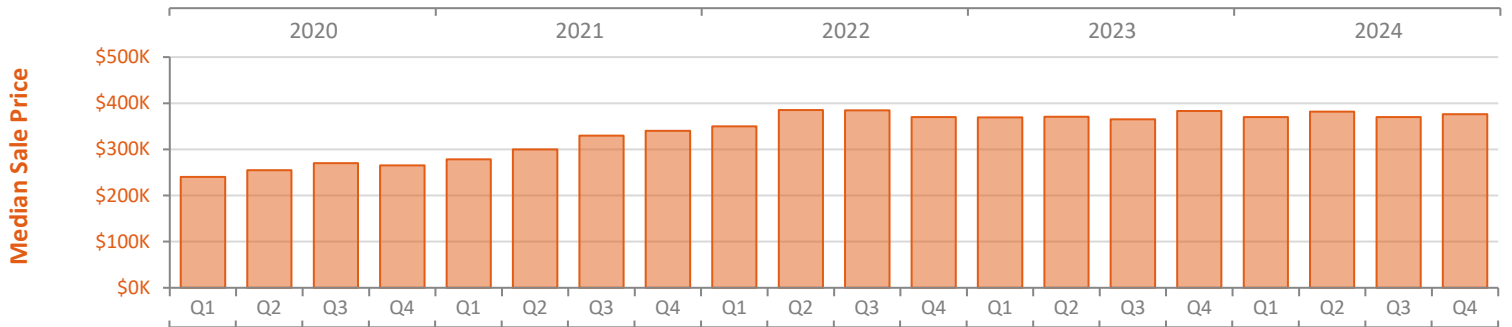


Median Sale Price

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	\$375,000	1.4%
Q4 2024	\$376,000	-1.8%
Q3 2024	\$370,000	1.4%
Q2 2024	\$381,495	2.8%
Q1 2024	\$370,000	0.3%
Q4 2023	\$382,990	3.5%
Q3 2023	\$365,000	-5.1%
Q2 2023	\$371,000	-3.7%
Q1 2023	\$369,000	5.4%
Q4 2022	\$370,000	8.8%
Q3 2022	\$384,450	16.7%
Q2 2022	\$385,450	28.5%
Q1 2022	\$350,000	25.8%
Q4 2021	\$340,000	28.3%

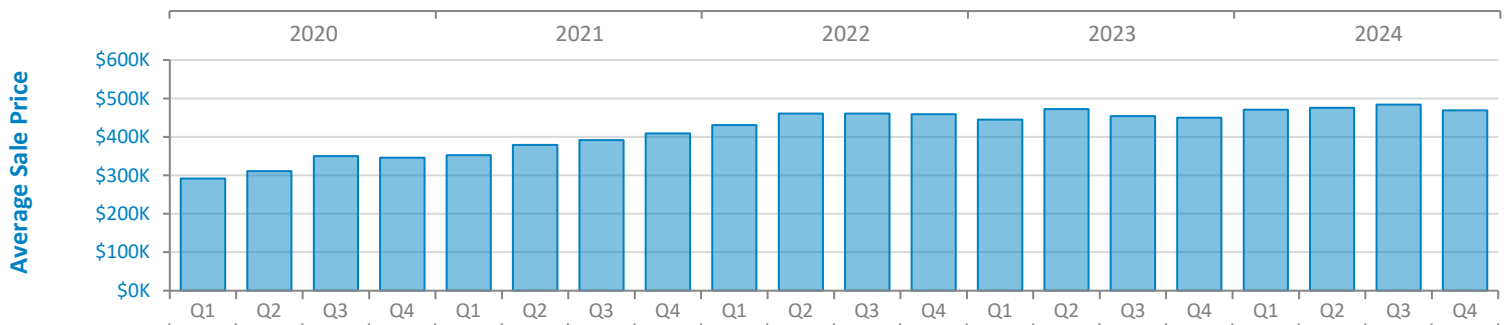


Average Sale Price

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	\$475,195	4.1%
Q4 2024	\$469,242	4.2%
Q3 2024	\$483,605	6.5%
Q2 2024	\$475,334	0.6%
Q1 2024	\$470,462	5.8%
Q4 2023	\$450,183	-1.9%
Q3 2023	\$453,989	-1.4%
Q2 2023	\$472,394	2.5%
Q1 2023	\$444,798	3.2%
Q4 2022	\$458,931	12.2%
Q3 2022	\$460,647	17.7%
Q2 2022	\$460,837	21.7%
Q1 2022	\$430,958	22.1%
Q4 2021	\$409,021	18.3%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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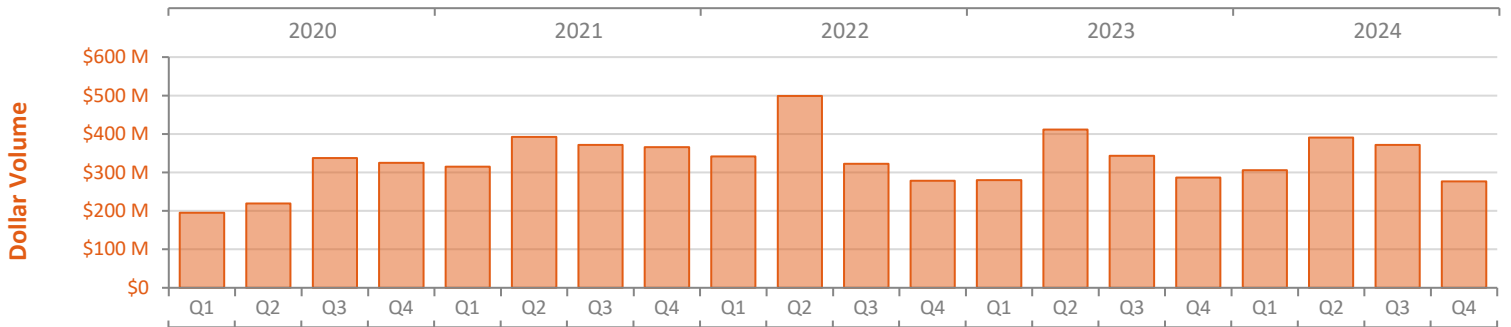


Dollar Volume

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	\$1.3 Billion	1.7%
Q4 2024	\$276.4 Million	-3.6%
Q3 2024	\$371.9 Million	8.2%
Q2 2024	\$390.7 Million	-5.0%
Q1 2024	\$305.8 Million	9.1%
Q4 2023	\$286.8 Million	3.1%
Q3 2023	\$343.7 Million	6.4%
Q2 2023	\$411.5 Million	-17.6%
Q1 2023	\$280.2 Million	-17.9%
Q4 2022	\$278.1 Million	-24.0%
Q3 2022	\$322.9 Million	-13.1%
Q2 2022	\$499.1 Million	27.2%
Q1 2022	\$341.3 Million	8.4%
Q4 2021	\$366.1 Million	12.7%

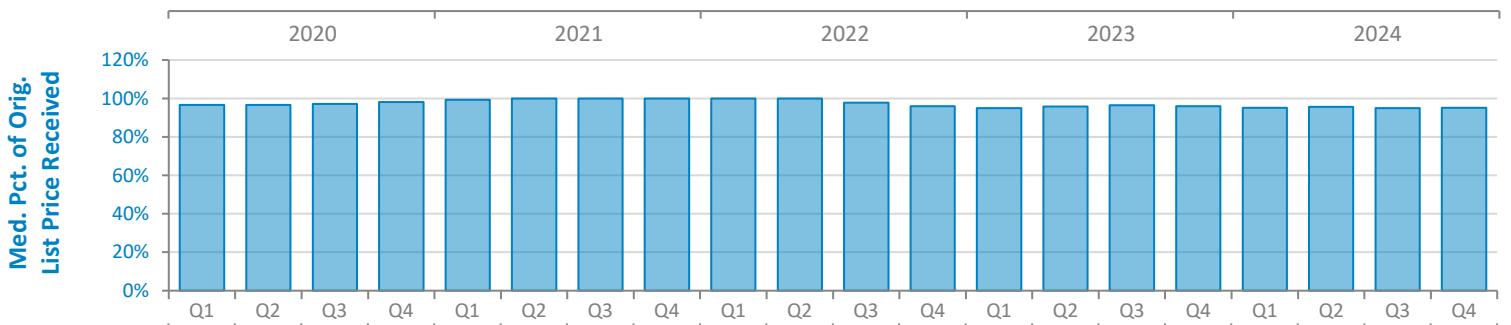


Median Percent of Original List Price Received

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	95.2%	-0.6%
Q4 2024	95.2%	-0.7%
Q3 2024	95.0%	-1.5%
Q2 2024	95.7%	-0.1%
Q1 2024	95.1%	0.1%
Q4 2023	95.9%	0.0%
Q3 2023	96.4%	-1.4%
Q2 2023	95.8%	-4.2%
Q1 2023	95.0%	-5.0%
Q4 2022	95.9%	-4.1%
Q3 2022	97.8%	-2.2%
Q2 2022	100.0%	0.0%
Q1 2022	100.0%	0.7%
Q4 2021	100.0%	1.8%



Quarterly Market Detail - Q4 2024

Single-Family Homes

Flagler County Association of REALTORS®

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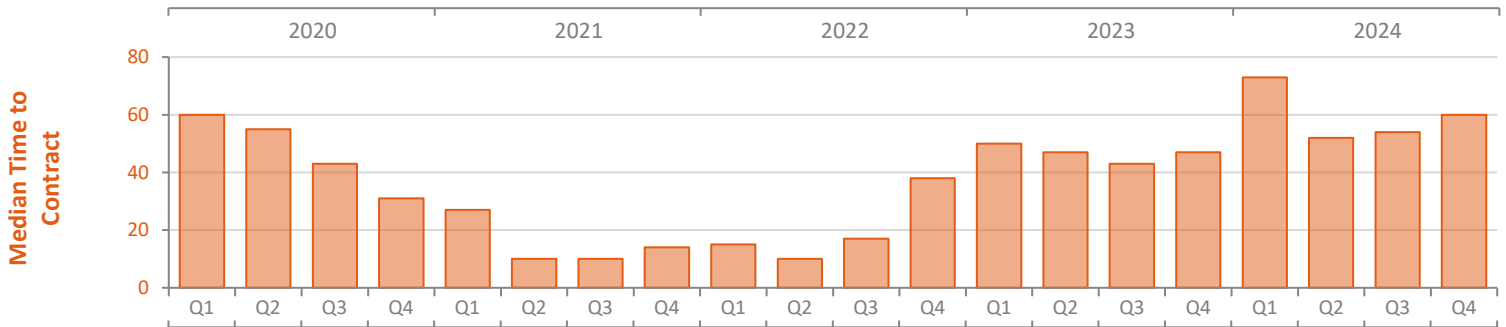
FLAGLER COUNTY ASSOCIATION OF REALTORS® INC.

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	59 Days	25.5%
Q4 2024	60 Days	27.7%
Q3 2024	54 Days	25.6%
Q2 2024	52 Days	10.6%
Q1 2024	73 Days	46.0%
Q4 2023	47 Days	23.7%
Q3 2023	43 Days	152.9%
Q2 2023	47 Days	370.0%
Q1 2023	50 Days	233.3%
Q4 2022	38 Days	171.4%
Q3 2022	17 Days	70.0%
Q2 2022	10 Days	0.0%
Q1 2022	15 Days	-44.4%
Q4 2021	14 Days	-54.8%

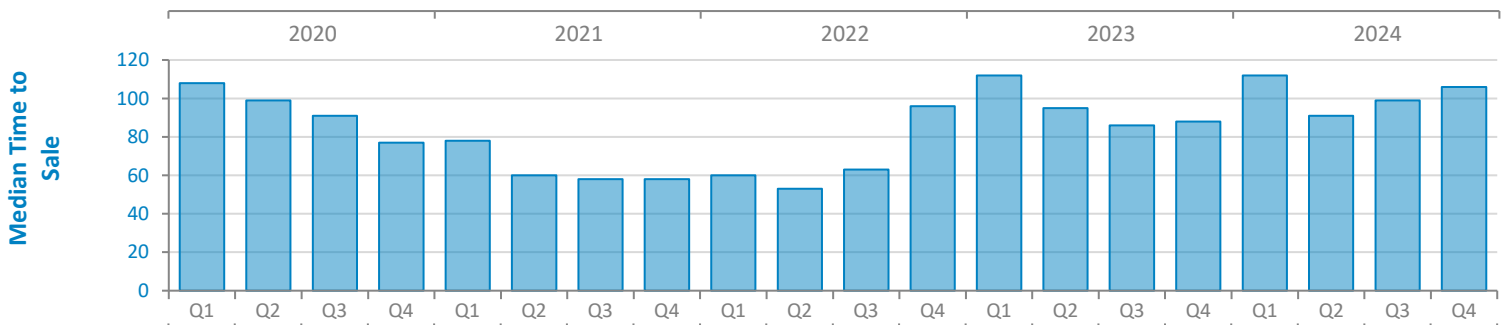


Median Time to Sale

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	101 Days	7.4%
Q4 2024	106 Days	20.5%
Q3 2024	99 Days	15.1%
Q2 2024	91 Days	-4.2%
Q1 2024	112 Days	0.0%
Q4 2023	88 Days	-8.3%
Q3 2023	86 Days	36.5%
Q2 2023	95 Days	79.2%
Q1 2023	112 Days	86.7%
Q4 2022	96 Days	65.5%
Q3 2022	63 Days	8.6%
Q2 2022	53 Days	-11.7%
Q1 2022	60 Days	-23.1%
Q4 2021	58 Days	-24.7%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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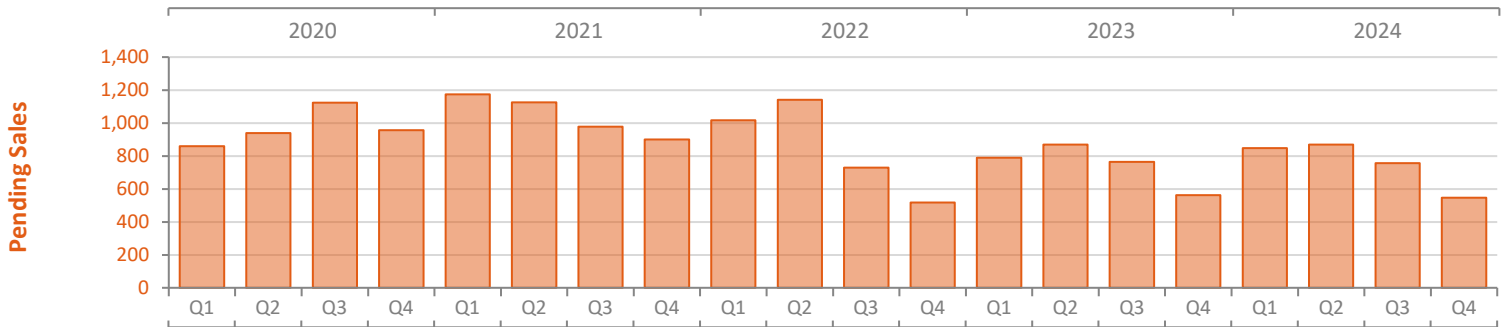


New Pending Sales

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	3,020	1.1%
Q4 2024	547	-2.7%
Q3 2024	756	-1.2%
Q2 2024	869	-0.1%
Q1 2024	848	7.3%
Q4 2023	562	8.7%
Q3 2023	765	4.8%
Q2 2023	870	-23.8%
Q1 2023	790	-22.2%
Q4 2022	517	-42.6%
Q3 2022	730	-25.4%
Q2 2022	1,141	1.4%
Q1 2022	1,016	-13.4%
Q4 2021	901	-5.9%

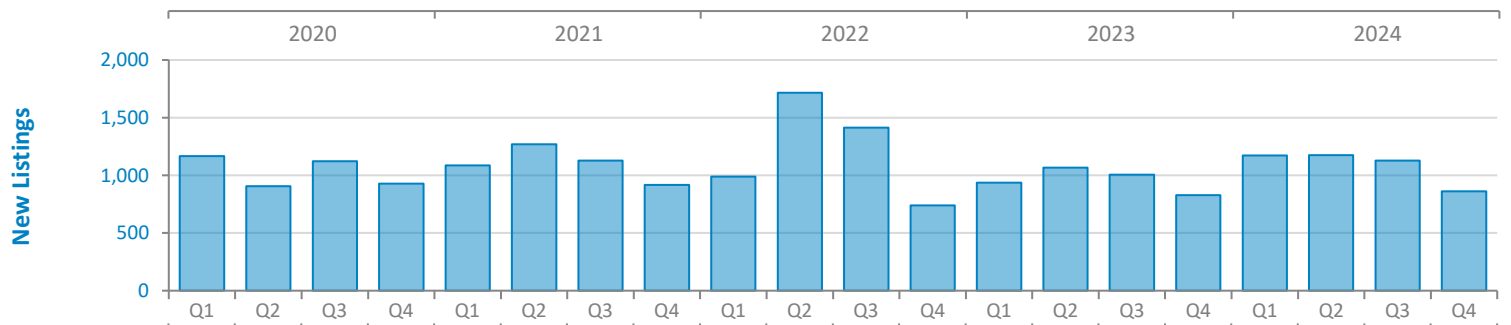


New Listings

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	4,336	13.0%
Q4 2024	861	4.1%
Q3 2024	1,129	12.2%
Q2 2024	1,175	10.2%
Q1 2024	1,171	25.0%
Q4 2023	827	11.9%
Q3 2023	1,006	-28.9%
Q2 2023	1,066	-37.9%
Q1 2023	937	-5.4%
Q4 2022	739	-19.3%
Q3 2022	1,414	25.5%
Q2 2022	1,716	35.2%
Q1 2022	990	-8.8%
Q4 2021	916	-1.4%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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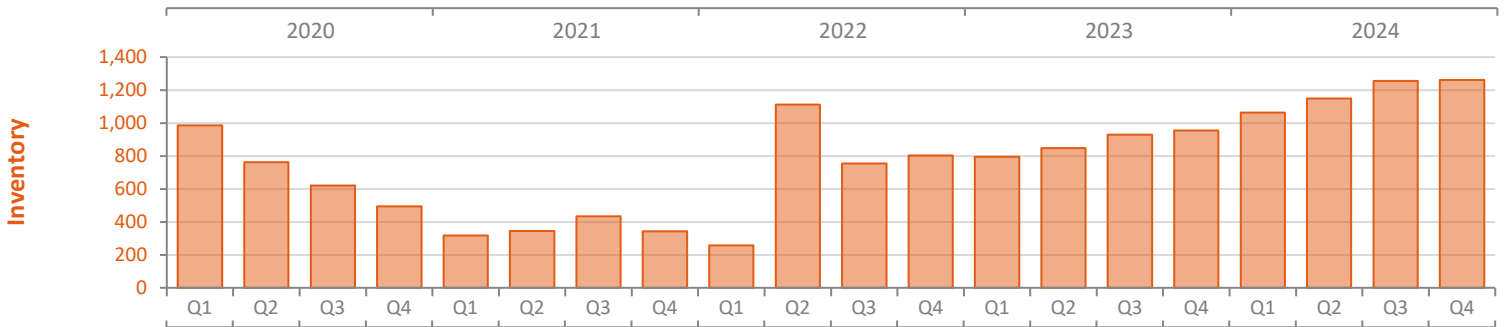


Inventory (Active Listings)

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)	1,167	34.2%
Q4 2024	1,262	32.3%
Q3 2024	1,255	35.1%
Q2 2024	1,149	35.5%
Q1 2024	1,064	33.7%
Q4 2023	954	18.7%
Q3 2023	929	23.2%
Q2 2023	848	-23.7%
Q1 2023	796	208.5%
Q4 2022	804	134.4%
Q3 2022	754	73.3%
Q2 2022	1,111	222.0%
Q1 2022	258	-18.9%
Q4 2021	343	-30.6%

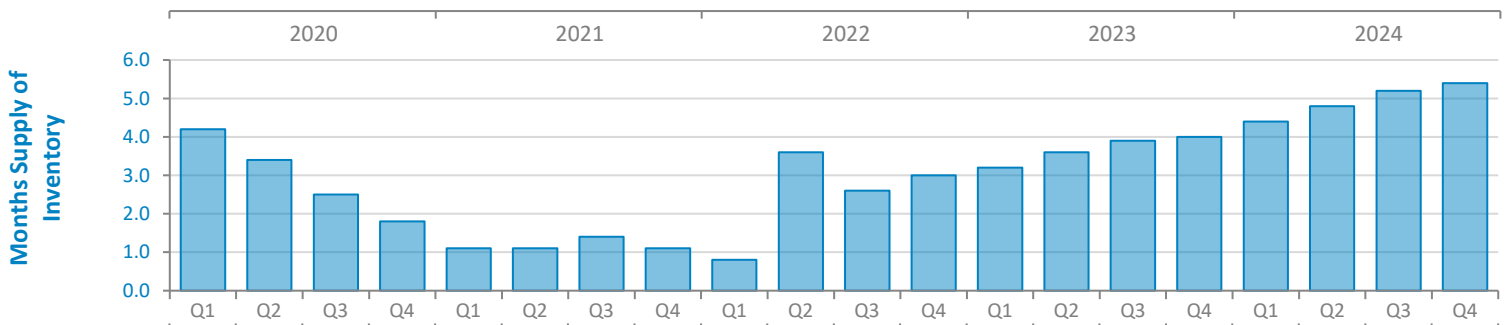


Months Supply of Inventory

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)	4.9	36.1%
Q4 2024	5.4	35.0%
Q3 2024	5.2	33.3%
Q2 2024	4.8	33.3%
Q1 2024	4.4	37.5%
Q4 2023	4.0	33.3%
Q3 2023	3.9	50.0%
Q2 2023	3.6	0.0%
Q1 2023	3.2	300.0%
Q4 2022	3.0	172.7%
Q3 2022	2.6	85.7%
Q2 2022	3.6	227.3%
Q1 2022	0.8	-27.3%
Q4 2021	1.1	-38.9%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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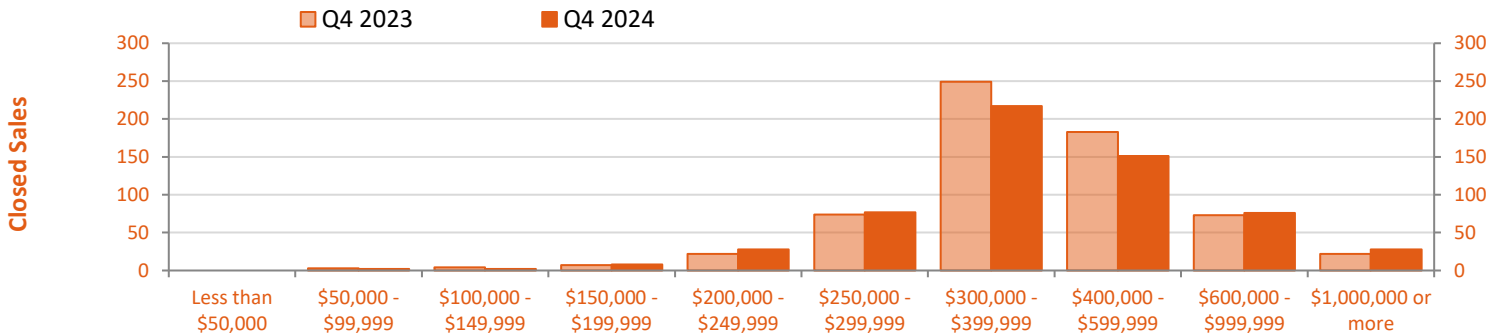


Closed Sales by Sale Price

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	2	-33.3%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	8	14.3%
\$200,000 - \$249,999	28	27.3%
\$250,000 - \$299,999	77	4.1%
\$300,000 - \$399,999	217	-12.9%
\$400,000 - \$599,999	151	-17.5%
\$600,000 - \$999,999	76	4.1%
\$1,000,000 or more	28	27.3%

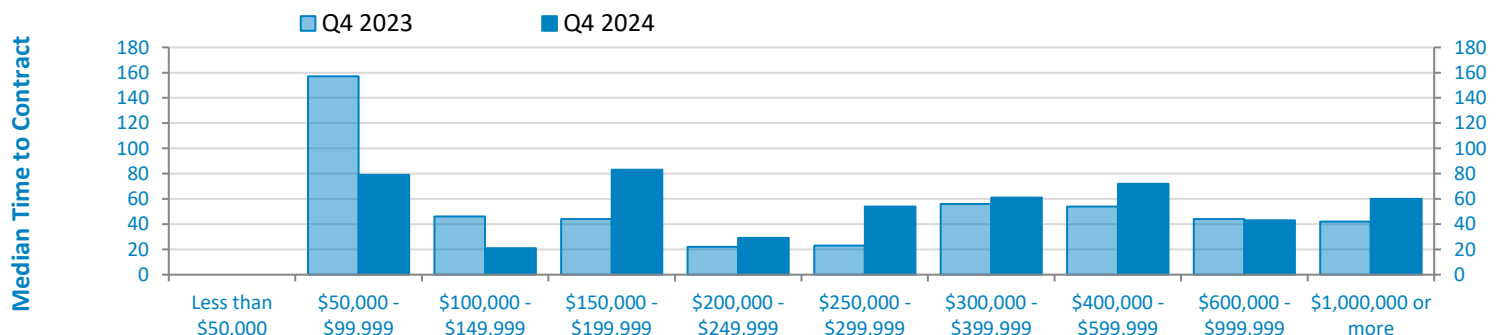


Median Time to Contract by Sale Price

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	79 Days	-49.7%
\$100,000 - \$149,999	21 Days	-54.3%
\$150,000 - \$199,999	83 Days	88.6%
\$200,000 - \$249,999	29 Days	31.8%
\$250,000 - \$299,999	54 Days	134.8%
\$300,000 - \$399,999	61 Days	8.9%
\$400,000 - \$599,999	72 Days	33.3%
\$600,000 - \$999,999	43 Days	-2.3%
\$1,000,000 or more	60 Days	42.9%



Quarterly Market Detail - Q4 2024

Single-Family Homes

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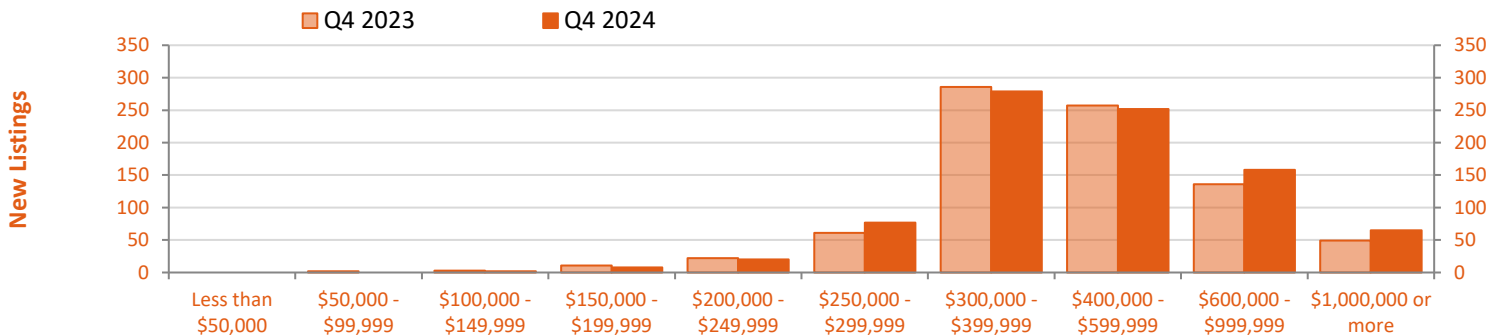


New Listings by Initial Listing Price

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	0	-100.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	8	-27.3%
\$200,000 - \$249,999	20	-9.1%
\$250,000 - \$299,999	77	26.2%
\$300,000 - \$399,999	279	-2.4%
\$400,000 - \$599,999	252	-1.9%
\$600,000 - \$999,999	158	16.2%
\$1,000,000 or more	65	32.7%

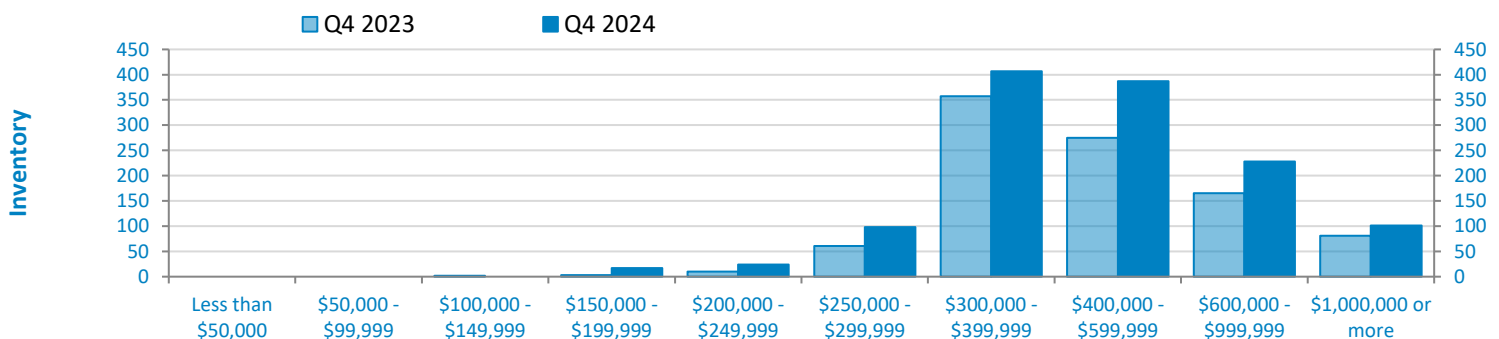


Inventory by Current Listing Price

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	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	17	466.7%
\$200,000 - \$249,999	24	140.0%
\$250,000 - \$299,999	98	60.7%
\$300,000 - \$399,999	407	14.0%
\$400,000 - \$599,999	387	40.7%
\$600,000 - \$999,999	228	38.2%
\$1,000,000 or more	101	24.7%

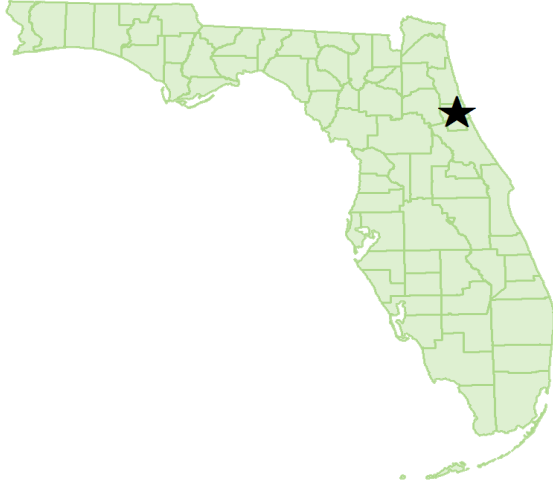


Quarterly Distressed Market - Q4 2024

Single-Family Homes

Flagler County Association of REALTORS®

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



		Q4 2024	Q4 2023	Percent Change Year-over-Year
Traditional	Closed Sales	587	636	-7.7%
	Median Sale Price	\$376,000	\$383,495	-2.0%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$385,000	\$52,250	636.8%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

