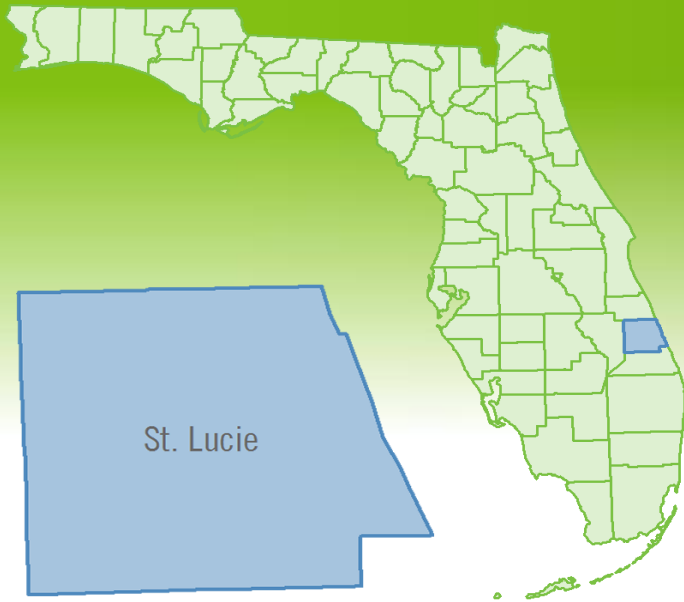


# Monthly Market Detail - January 2025

## Single-Family Homes

### St. Lucie County



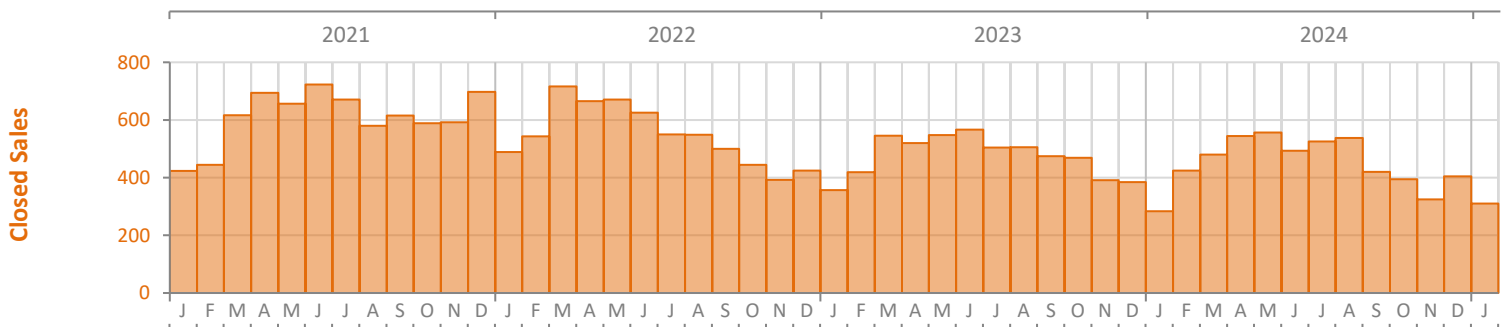
Summary Statistics	January 2025	January 2024	Percent Change Year-over-Year
Closed Sales	310	283	9.5%
Paid in Cash	85	82	3.7%
Median Sale Price	\$383,900	\$390,000	-1.6%
Average Sale Price	\$431,923	\$432,914	-0.2%
Dollar Volume	\$133.9 Million	\$122.5 Million	9.3%
Median Percent of Original List Price Received	95.5%	96.6%	-1.1%
Median Time to Contract	52 Days	34 Days	52.9%
Median Time to Sale	98 Days	77 Days	27.3%
New Pending Sales	459	499	-8.0%
New Listings	839	741	13.2%
Pending Inventory	604	708	-14.7%
Inventory (Active Listings)	2,580	1,893	36.3%
Months Supply of Inventory	5.7	4.1	39.0%

## 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	310	9.5%
<b>January 2025</b>	<b>310</b>	<b>9.5%</b>
December 2024	404	5.2%
November 2024	325	-16.9%
October 2024	395	-15.8%
September 2024	420	-11.4%
August 2024	538	6.5%
July 2024	525	4.2%
June 2024	493	-12.9%
May 2024	557	1.6%
April 2024	544	4.6%
March 2024	480	-11.9%
February 2024	425	1.4%
January 2024	283	-20.7%

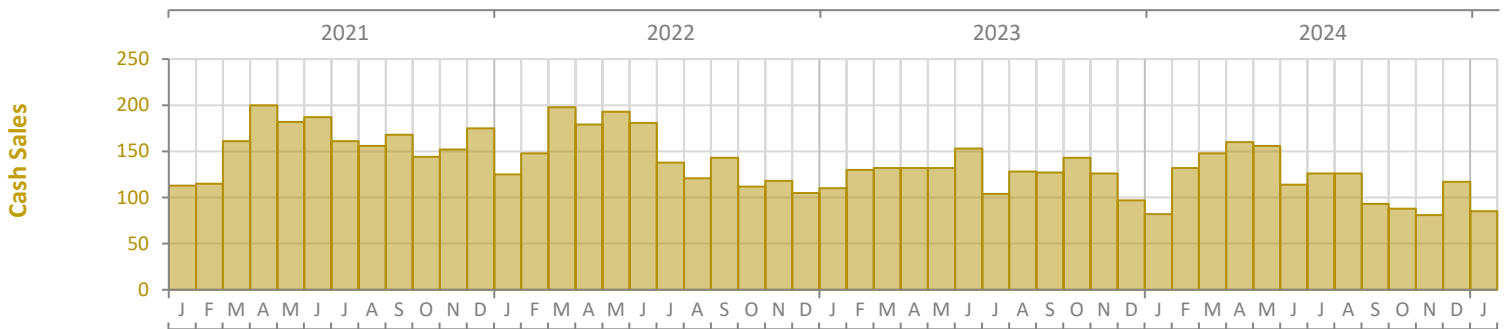


## Cash Sales

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	85	3.7%
<b>January 2025</b>	<b>85</b>	<b>3.7%</b>
December 2024	117	20.6%
November 2024	81	-35.7%
October 2024	88	-38.5%
September 2024	93	-26.8%
August 2024	126	-1.6%
July 2024	126	21.2%
June 2024	114	-25.5%
May 2024	156	18.2%
April 2024	160	21.2%
March 2024	148	12.1%
February 2024	132	1.5%
January 2024	82	-25.5%

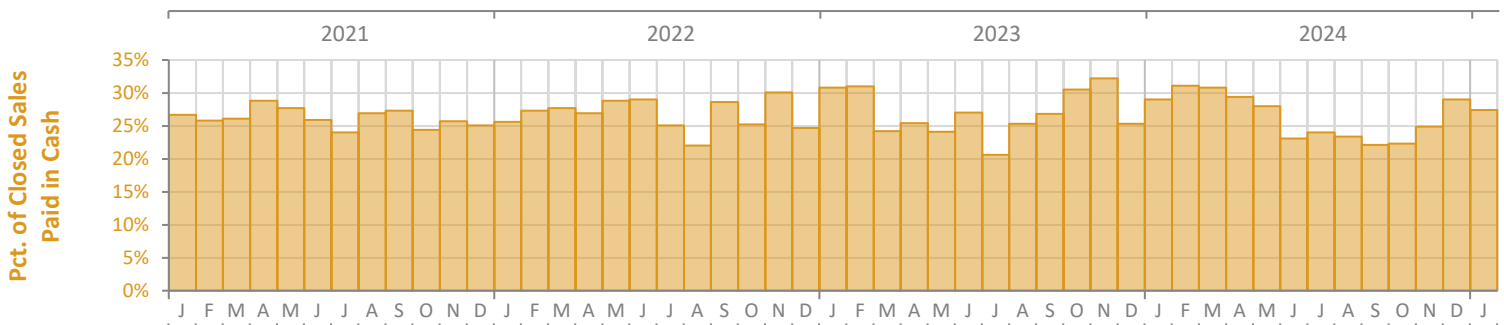


## Cash Sales as a Percentage of Closed Sales

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	27.4%	-5.5%
<b>January 2025</b>	<b>27.4%</b>	<b>-5.5%</b>
December 2024	29.0%	14.6%
November 2024	24.9%	-22.7%
October 2024	22.3%	-26.9%
September 2024	22.1%	-17.5%
August 2024	23.4%	-7.5%
July 2024	24.0%	16.5%
June 2024	23.1%	-14.4%
May 2024	28.0%	16.2%
April 2024	29.4%	15.7%
March 2024	30.8%	27.3%
February 2024	31.1%	0.3%
January 2024	29.0%	-5.8%



# Monthly Market Detail - January 2025

## Single-Family Homes

### St. Lucie County

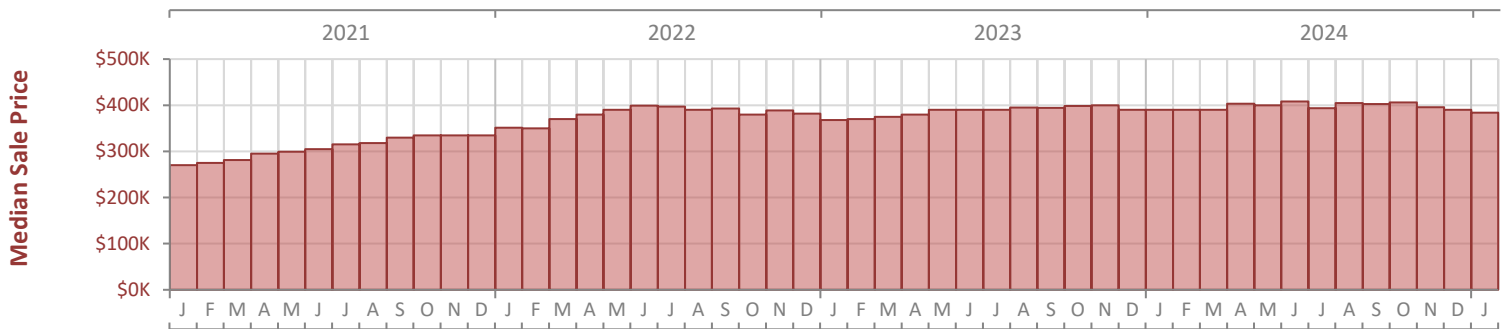


## Median Sale Price

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	\$383,900	-1.6%
<b>January 2025</b>	<b>\$383,900</b>	<b>-1.6%</b>
December 2024	\$389,900	0.0%
November 2024	\$395,500	-1.1%
October 2024	\$405,950	2.0%
September 2024	\$402,450	2.0%
August 2024	\$405,000	2.5%
July 2024	\$393,900	1.0%
June 2024	\$408,380	4.7%
May 2024	\$400,000	2.6%
April 2024	\$403,500	6.2%
March 2024	\$390,000	4.0%
February 2024	\$390,000	5.4%
January 2024	\$390,000	5.9%

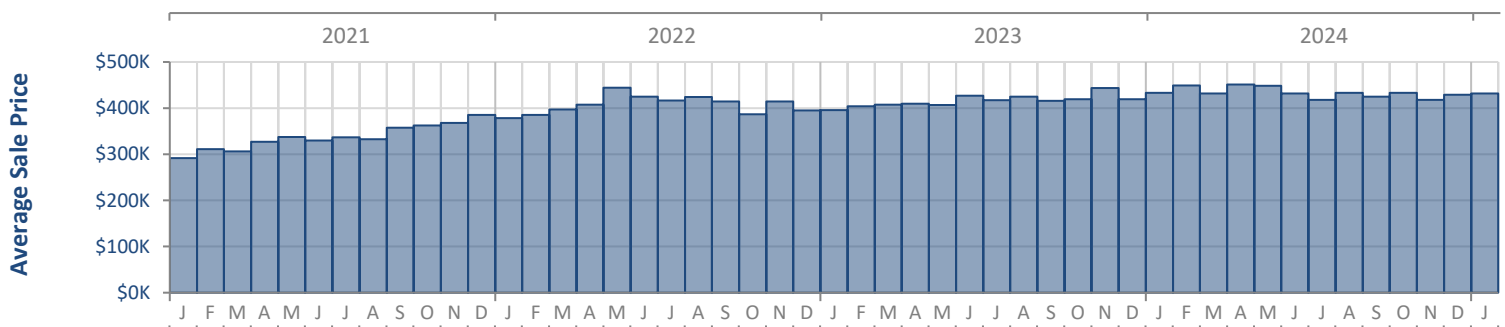


## Average Sale Price

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	\$431,923	-0.2%
<b>January 2025</b>	<b>\$431,923</b>	<b>-0.2%</b>
December 2024	\$429,200	2.4%
November 2024	\$417,835	-5.9%
October 2024	\$432,998	3.2%
September 2024	\$424,996	2.1%
August 2024	\$433,330	2.0%
July 2024	\$418,183	0.2%
June 2024	\$432,085	1.2%
May 2024	\$448,501	10.2%
April 2024	\$451,335	10.3%
March 2024	\$432,093	6.1%
February 2024	\$449,191	11.1%
January 2024	\$432,914	9.4%



# Monthly Market Detail - January 2025

## Single-Family Homes

### St. Lucie County

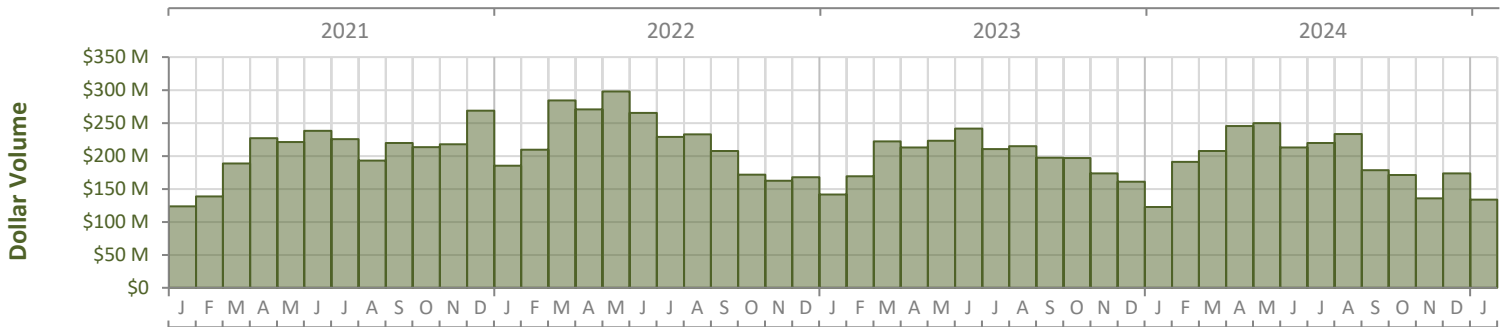


## Dollar Volume

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	\$133.9 Million	9.3%
<b>January 2025</b>	<b>\$133.9 Million</b>	<b>9.3%</b>
December 2024	\$173.4 Million	7.7%
November 2024	\$135.8 Million	-21.7%
October 2024	\$171.0 Million	-13.1%
September 2024	\$178.5 Million	-9.5%
August 2024	\$233.1 Million	8.6%
July 2024	\$219.5 Million	4.4%
June 2024	\$213.0 Million	-11.9%
May 2024	\$249.8 Million	12.0%
April 2024	\$245.5 Million	15.4%
March 2024	\$207.4 Million	-6.6%
February 2024	\$190.9 Million	12.7%
January 2024	\$122.5 Million	-13.3%

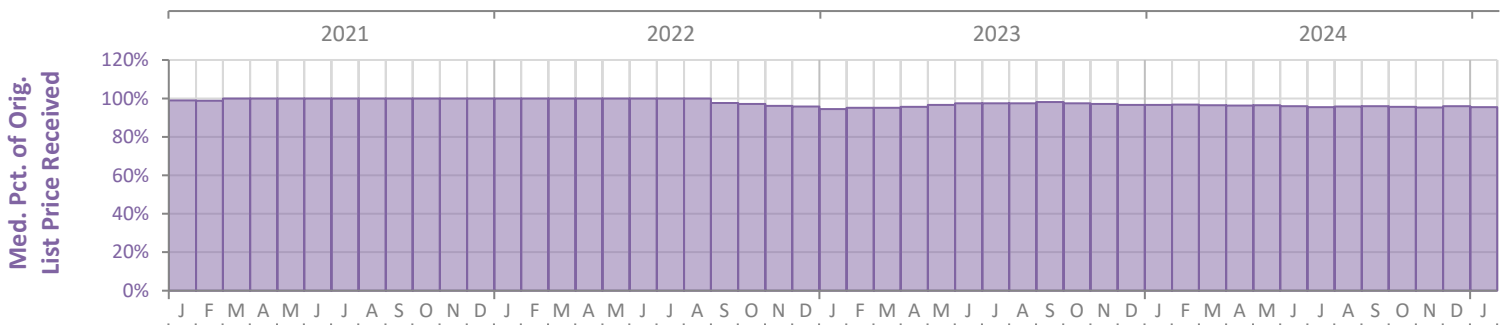


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	95.5%	-1.1%
<b>January 2025</b>	<b>95.5%</b>	<b>-1.1%</b>
December 2024	95.9%	-0.8%
November 2024	95.3%	-1.9%
October 2024	95.6%	-1.9%
September 2024	96.0%	-2.1%
August 2024	95.8%	-1.7%
July 2024	95.5%	-2.1%
June 2024	95.9%	-1.5%
May 2024	96.5%	-0.2%
April 2024	96.3%	0.7%
March 2024	96.5%	1.5%
February 2024	96.8%	1.7%
January 2024	96.6%	2.3%

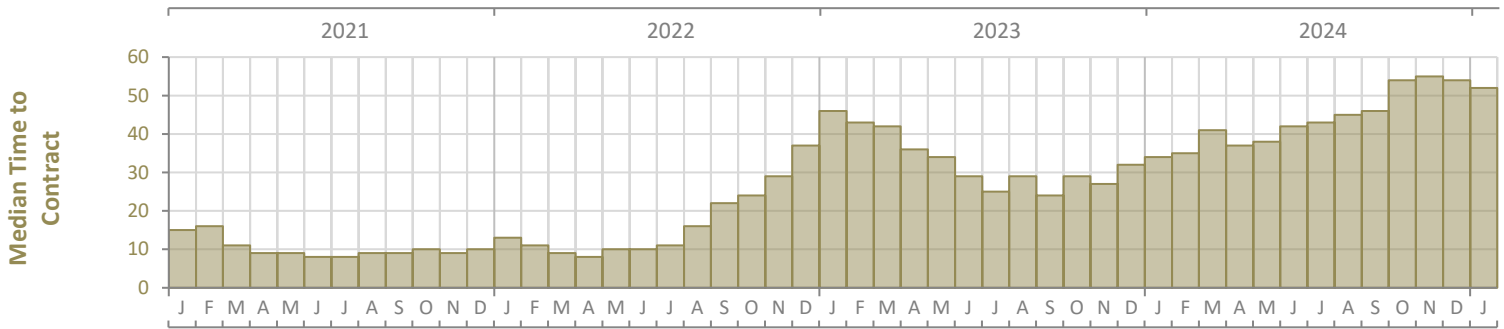


## Median Time to Contract

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	52 Days	52.9%
<b>January 2025</b>	<b>52 Days</b>	<b>52.9%</b>
December 2024	54 Days	68.8%
November 2024	55 Days	103.7%
October 2024	54 Days	86.2%
September 2024	46 Days	91.7%
August 2024	45 Days	55.2%
July 2024	43 Days	72.0%
June 2024	42 Days	44.8%
May 2024	38 Days	11.8%
April 2024	37 Days	2.8%
March 2024	41 Days	-2.4%
February 2024	35 Days	-18.6%
January 2024	34 Days	-26.1%

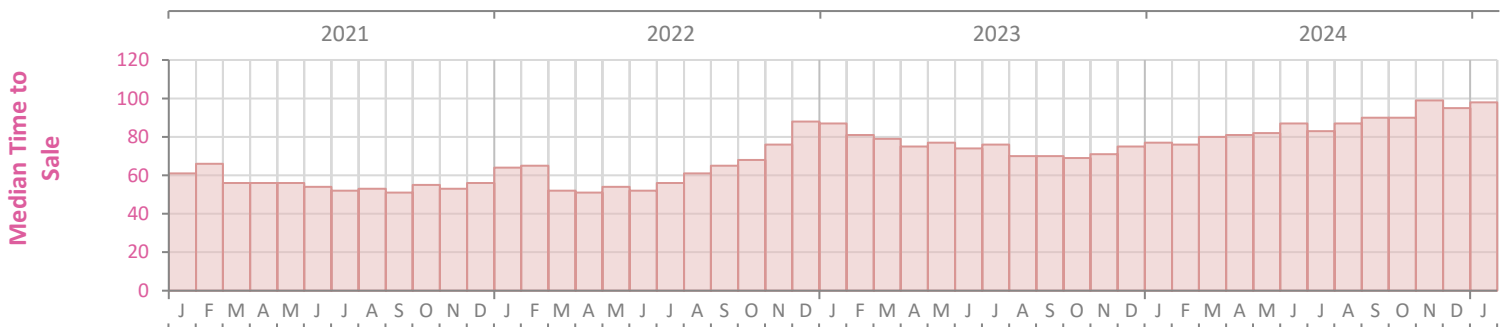


## Median Time to Sale

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	98 Days	27.3%
<b>January 2025</b>	<b>98 Days</b>	<b>27.3%</b>
December 2024	95 Days	26.7%
November 2024	99 Days	39.4%
October 2024	90 Days	30.4%
September 2024	90 Days	28.6%
August 2024	87 Days	24.3%
July 2024	83 Days	9.2%
June 2024	87 Days	17.6%
May 2024	82 Days	6.5%
April 2024	81 Days	8.0%
March 2024	80 Days	1.3%
February 2024	76 Days	-6.2%
January 2024	77 Days	-11.5%

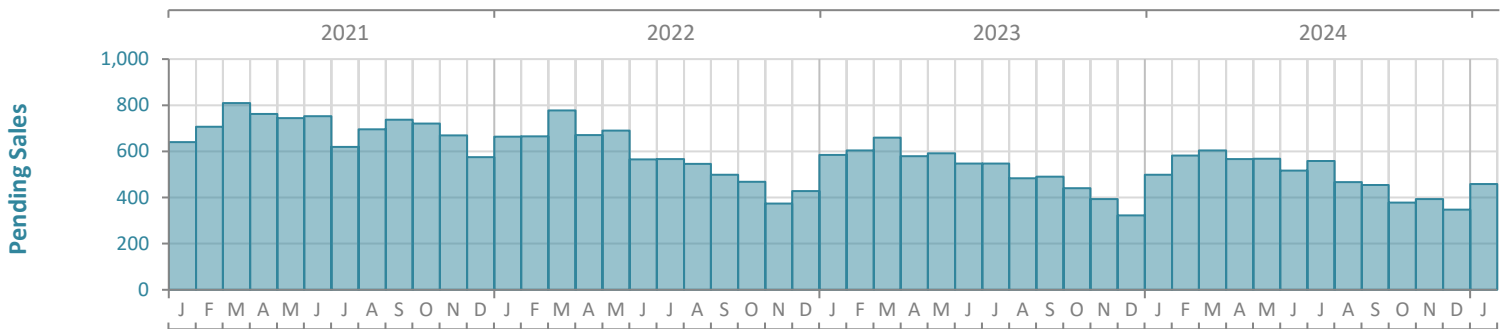


## New Pending Sales

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	459	-8.0%
<b>January 2025</b>	<b>459</b>	<b>-8.0%</b>
December 2024	348	8.1%
November 2024	393	0.0%
October 2024	378	-14.1%
September 2024	454	-7.3%
August 2024	467	-3.5%
July 2024	559	2.2%
June 2024	517	-5.5%
May 2024	568	-4.1%
April 2024	566	-2.2%
March 2024	604	-8.5%
February 2024	582	-3.6%
January 2024	499	-14.7%

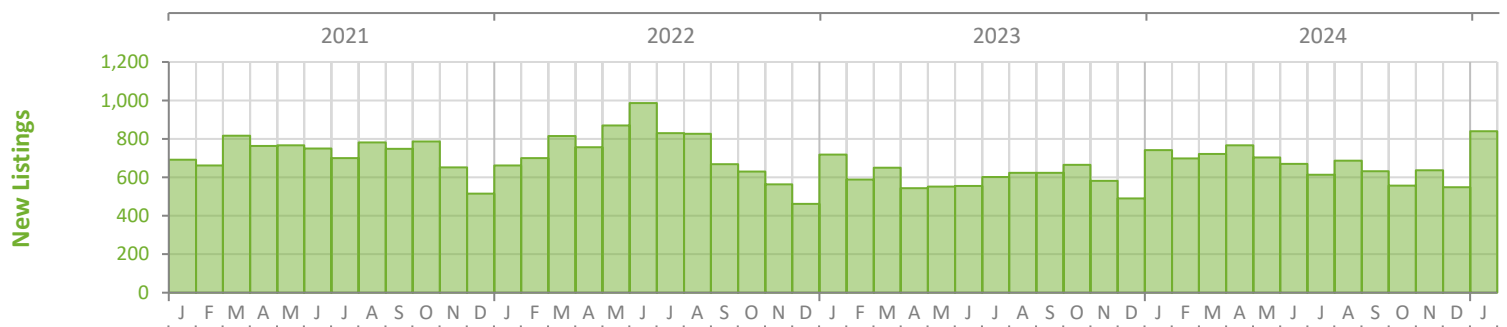


## New Listings

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	839	13.2%
<b>January 2025</b>	<b>839</b>	<b>13.2%</b>
December 2024	548	11.6%
November 2024	637	9.6%
October 2024	557	-16.2%
September 2024	631	1.3%
August 2024	686	9.9%
July 2024	613	1.8%
June 2024	670	20.7%
May 2024	703	27.4%
April 2024	767	41.3%
March 2024	722	11.1%
February 2024	698	18.7%
January 2024	741	3.2%



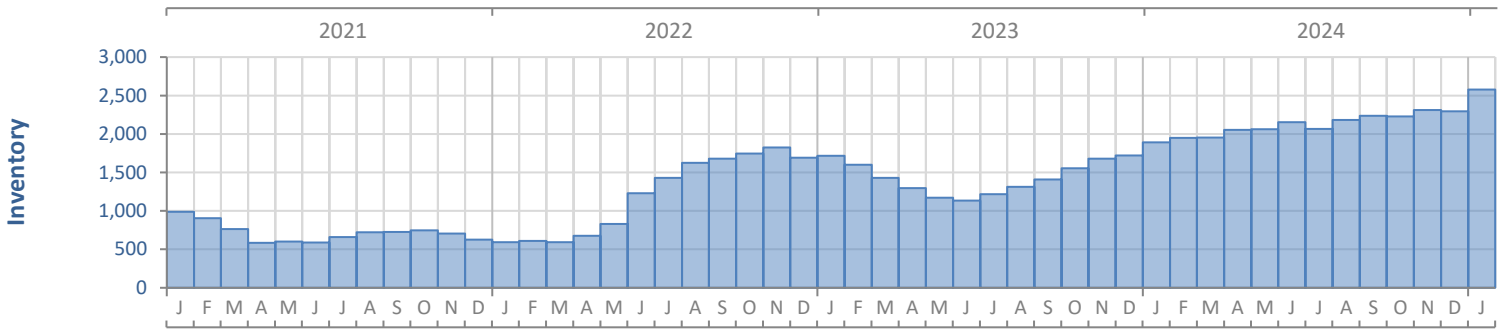


## Inventory (Active Listings)

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)	2,580	36.3%
<b>January 2025</b>	<b>2,580</b>	<b>36.3%</b>
December 2024	2,293	33.4%
November 2024	2,311	37.7%
October 2024	2,227	43.2%
September 2024	2,235	58.7%
August 2024	2,184	66.6%
July 2024	2,067	69.6%
June 2024	2,153	89.7%
May 2024	2,062	76.1%
April 2024	2,053	58.5%
March 2024	1,954	36.7%
February 2024	1,949	21.9%
January 2024	1,893	10.4%

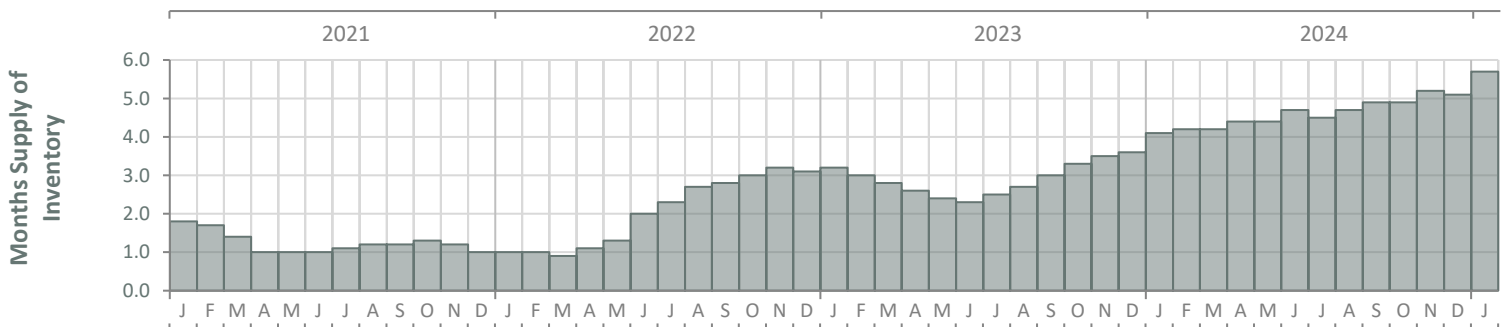


## Months Supply of Inventory

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)	5.7	39.0%
<b>January 2025</b>	<b>5.7</b>	<b>39.0%</b>
December 2024	5.1	41.7%
November 2024	5.2	48.6%
October 2024	4.9	48.5%
September 2024	4.9	63.3%
August 2024	4.7	74.1%
July 2024	4.5	80.0%
June 2024	4.7	104.3%
May 2024	4.4	83.3%
April 2024	4.4	69.2%
March 2024	4.2	50.0%
February 2024	4.2	40.0%
January 2024	4.1	28.1%

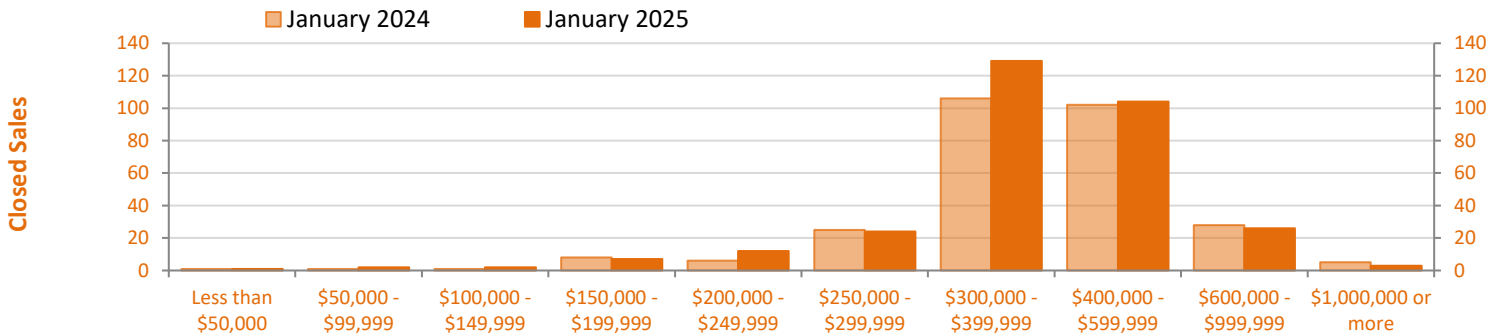


## Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	7	-12.5%
\$200,000 - \$249,999	12	100.0%
\$250,000 - \$299,999	24	-4.0%
\$300,000 - \$399,999	129	21.7%
\$400,000 - \$599,999	104	2.0%
\$600,000 - \$999,999	26	-7.1%
\$1,000,000 or more	3	-40.0%

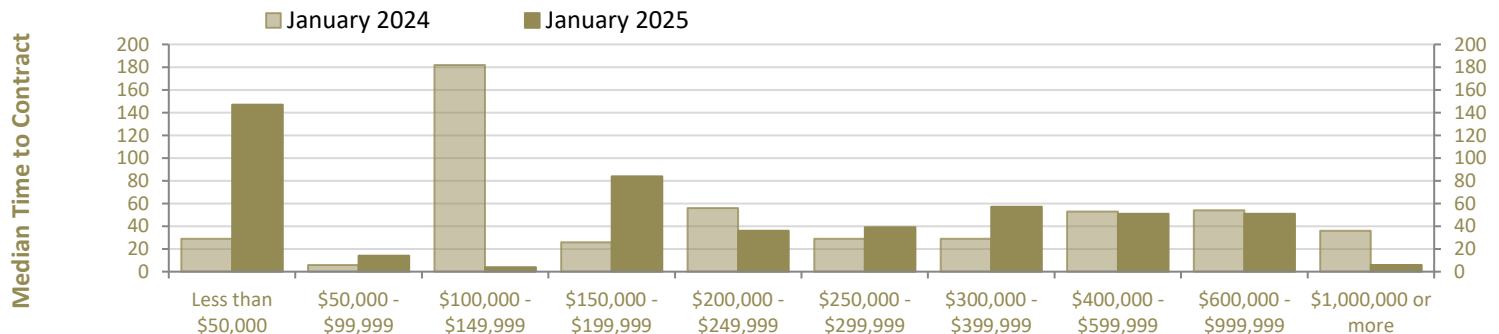


## Median Time to Contract by Sale Price

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	147 Days	406.9%
\$50,000 - \$99,999	14 Days	133.3%
\$100,000 - \$149,999	4 Days	-97.8%
\$150,000 - \$199,999	84 Days	223.1%
\$200,000 - \$249,999	36 Days	-35.7%
\$250,000 - \$299,999	39 Days	34.5%
\$300,000 - \$399,999	57 Days	96.6%
\$400,000 - \$599,999	51 Days	-3.8%
\$600,000 - \$999,999	51 Days	-5.6%
\$1,000,000 or more	6 Days	-83.3%



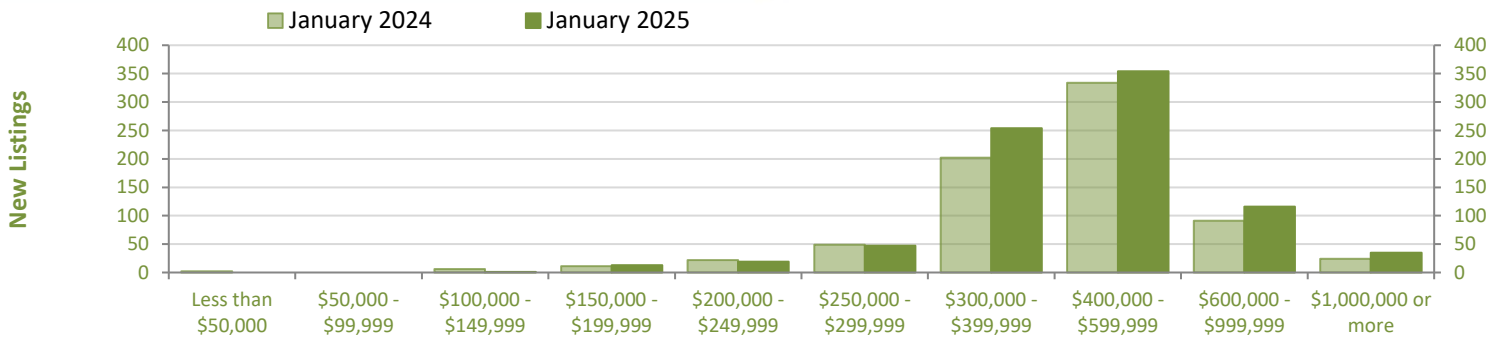


## New Listings by Initial Listing Price

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	-100.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-83.3%
\$150,000 - \$199,999	13	18.2%
\$200,000 - \$249,999	19	-13.6%
\$250,000 - \$299,999	47	-4.1%
\$300,000 - \$399,999	254	25.7%
\$400,000 - \$599,999	354	6.0%
\$600,000 - \$999,999	116	27.5%
\$1,000,000 or more	35	45.8%

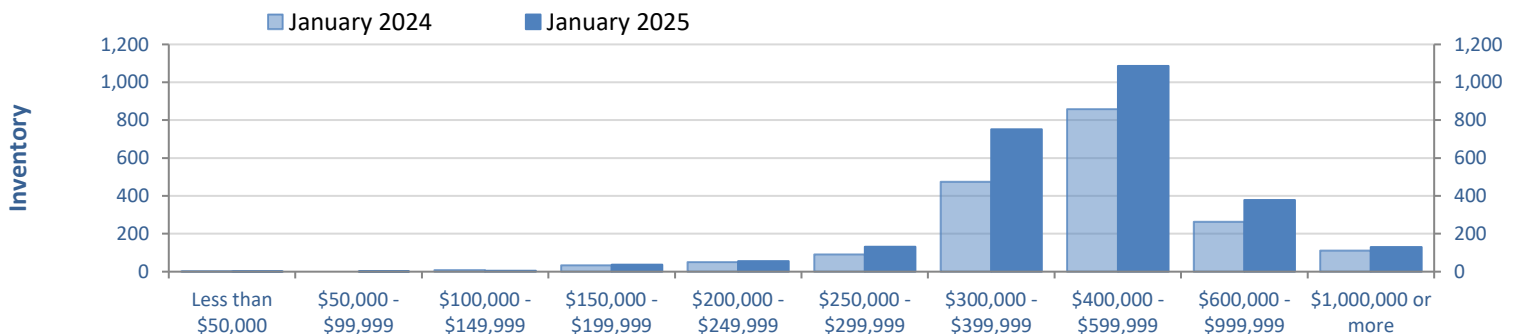


## Inventory by Current Listing Price

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.

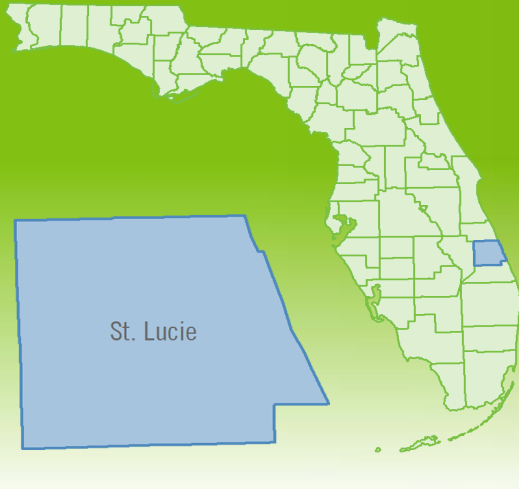
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	0.0%
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	5	-44.4%
\$150,000 - \$199,999	37	8.8%
\$200,000 - \$249,999	55	10.0%
\$250,000 - \$299,999	132	45.1%
\$300,000 - \$399,999	752	58.6%
\$400,000 - \$599,999	1,087	26.7%
\$600,000 - \$999,999	379	43.6%
\$1,000,000 or more	130	17.1%



# Monthly Distressed Market - January 2025

## Single-Family Homes

### St. Lucie County



		January 2025	January 2024	Percent Change Year-over-Year
Traditional	Closed Sales	307	283	8.5%
	Median Sale Price	\$384,426	\$390,000	-1.4%
Foreclosure/REO	Closed Sales	2	0	N/A
	Median Sale Price	\$213,500	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$408,500	(No Sales)	N/A

