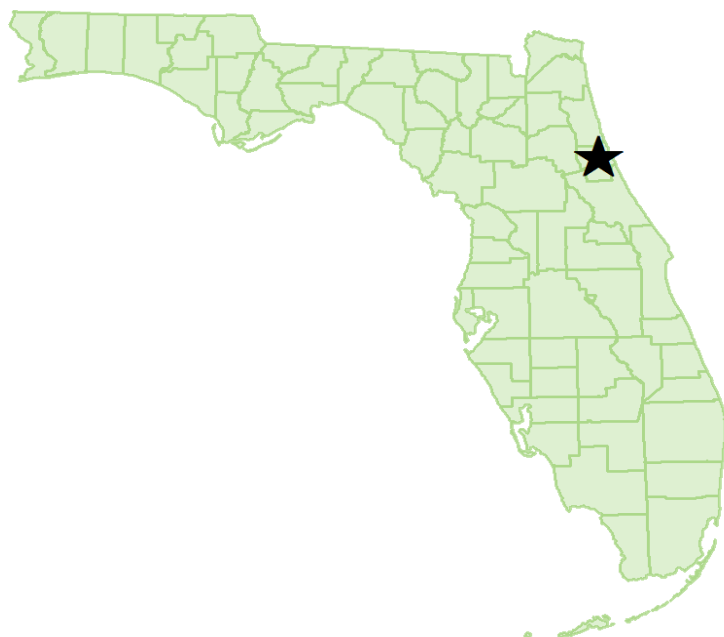


# Monthly Market Detail - March 2025

## 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.



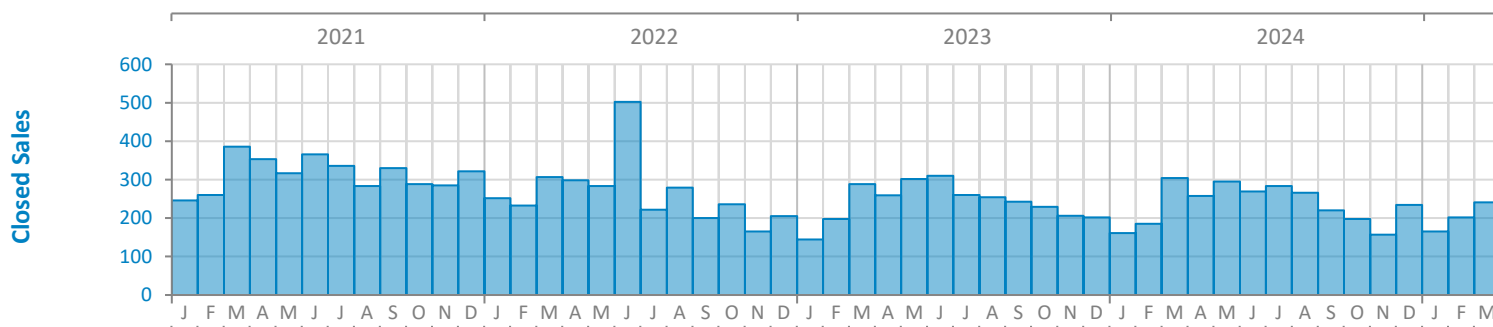
Summary Statistics	March 2025	March 2024	Percent Change Year-over-Year
Closed Sales	241	304	-20.7%
Paid in Cash	108	104	3.8%
Median Sale Price	\$382,000	\$375,000	1.9%
Average Sale Price	\$515,829	\$486,829	6.0%
Dollar Volume	\$124.3 Million	\$148.0 Million	-16.0%
Median Percent of Original List Price Received	95.3%	95.0%	0.3%
Median Time to Contract	60 Days	75 Days	-20.0%
Median Time to Sale	94 Days	112 Days	-16.1%
New Pending Sales	295	316	-6.6%
New Listings	423	412	2.7%
Pending Inventory	325	363	-10.5%
Inventory (Active Listings)	1,409	1,064	32.4%
Months Supply of Inventory	6.1	4.4	38.6%

## 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	608	-6.5%
<b>March 2025</b>	<b>241</b>	<b>-20.7%</b>
February 2025	202	9.2%
January 2025	165	2.5%
December 2024	234	15.8%
November 2024	157	-23.8%
October 2024	198	-13.5%
September 2024	220	-9.5%
August 2024	266	4.7%
July 2024	283	8.8%
June 2024	269	-13.2%
May 2024	295	-2.3%
April 2024	258	-0.4%
March 2024	304	5.6%



# Monthly Market Detail - March 2025

## Single-Family Homes

### Flagler County Association of REALTORS®

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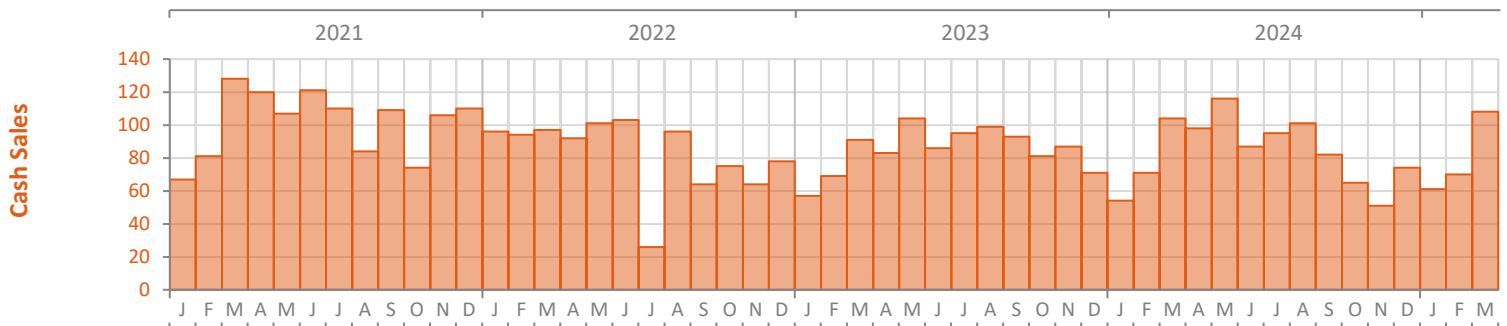


## Cash Sales

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	239	4.4%
<b>March 2025</b>	<b>108</b>	<b>3.8%</b>
February 2025	70	-1.4%
January 2025	61	13.0%
December 2024	74	4.2%
November 2024	51	-41.4%
October 2024	65	-19.8%
September 2024	82	-11.8%
August 2024	101	2.0%
July 2024	95	0.0%
June 2024	87	1.2%
May 2024	116	11.5%
April 2024	98	18.1%
March 2024	104	14.3%

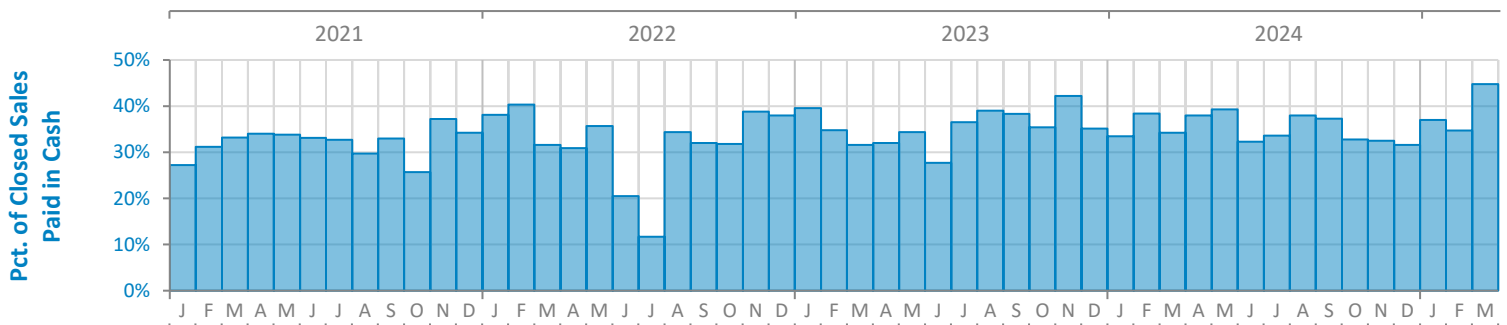


## Cash Sales as a Percentage of Closed Sales

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	39.3%	11.6%
<b>March 2025</b>	<b>44.8%</b>	<b>31.0%</b>
February 2025	34.7%	-9.6%
January 2025	37.0%	10.4%
December 2024	31.6%	-10.0%
November 2024	32.5%	-23.0%
October 2024	32.8%	-7.3%
September 2024	37.3%	-2.6%
August 2024	38.0%	-2.6%
July 2024	33.6%	-7.9%
June 2024	32.3%	16.6%
May 2024	39.3%	14.2%
April 2024	38.0%	18.8%
March 2024	34.2%	8.2%



Monthly Market Detail - March 2025

Single-Family Homes

Flagler County Association of REALTORS®



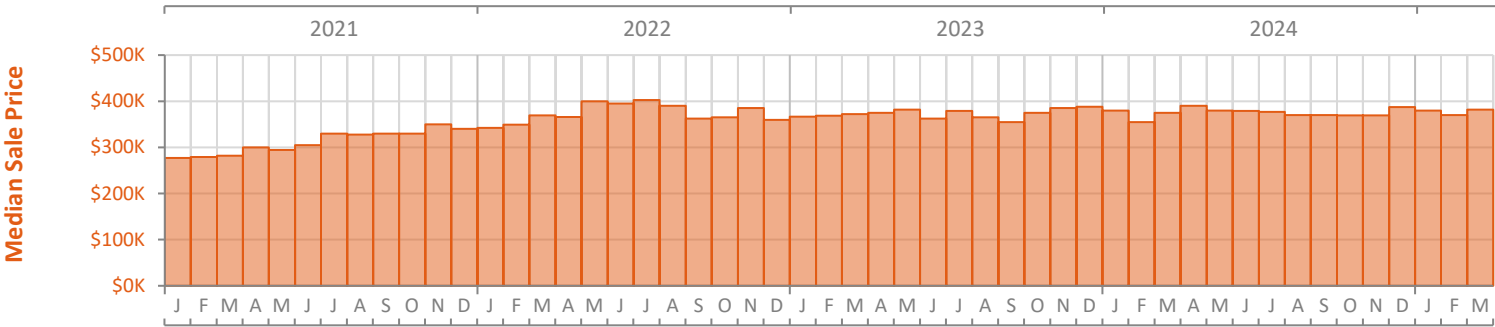
This report describes member activity for the association and is not confined to any specific geographic area.

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	\$378,950	2.4%
March 2025	<b>\$382,000</b>	<b>1.9%</b>
February 2025	\$370,000	4.2%
January 2025	\$380,000	0.0%
December 2024	\$387,495	-0.1%
November 2024	\$369,000	-4.2%
October 2024	\$369,559	-1.5%
September 2024	\$369,950	4.2%
August 2024	\$370,000	1.4%
July 2024	\$376,900	-0.6%
June 2024	\$379,000	4.5%
May 2024	\$380,000	-0.5%
April 2024	\$390,000	4.0%
March 2024	\$375,000	0.8%

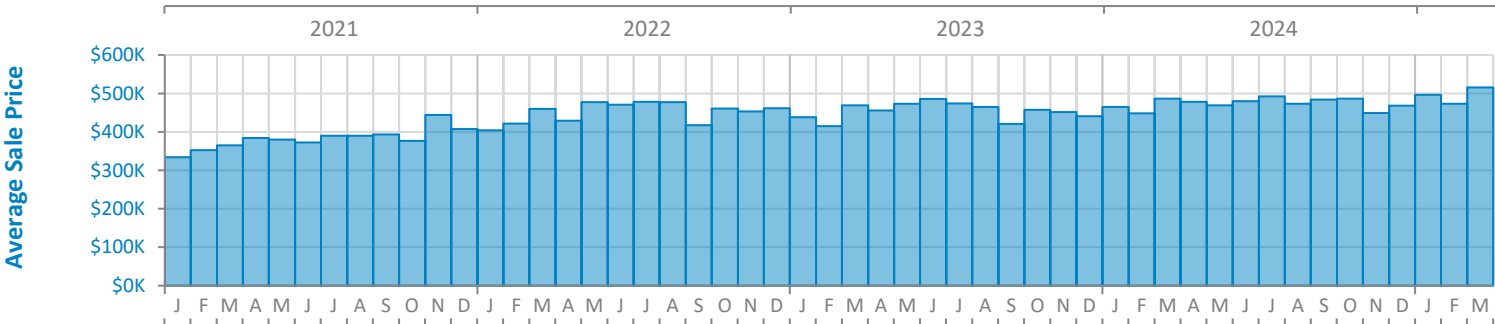


Average Sale Price

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	\$496,279	5.5%
March 2025	<b>\$515,829</b>	<b>6.0%</b>
February 2025	\$473,006	5.5%
January 2025	\$496,215	6.7%
December 2024	\$468,580	6.3%
November 2024	\$448,709	-0.6%
October 2024	\$486,306	6.4%
September 2024	\$484,368	15.0%
August 2024	\$473,333	1.9%
July 2024	\$492,667	3.9%
June 2024	\$479,466	-1.3%
May 2024	\$468,878	-0.9%
April 2024	\$478,408	5.0%
March 2024	\$486,829	3.9%



# Monthly Market Detail - March 2025

## Single-Family Homes

### Flagler County Association of REALTORS®

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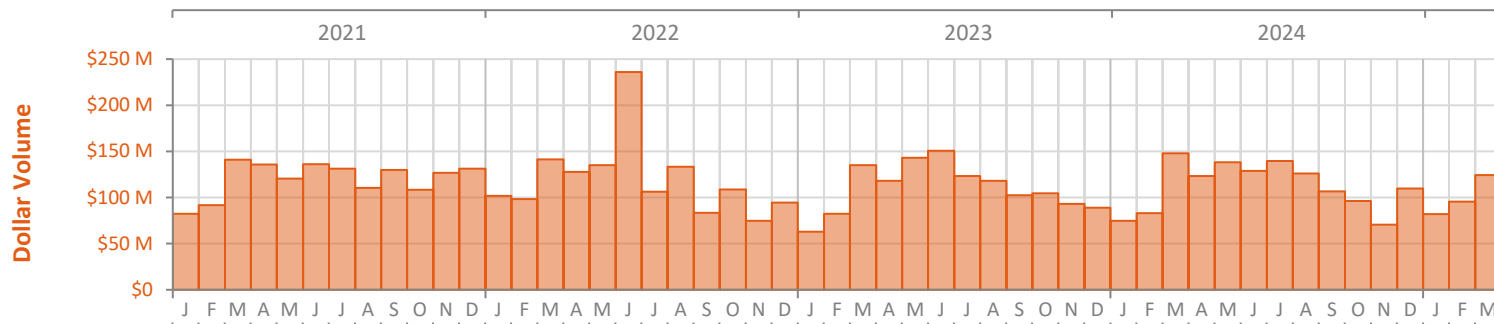


## Dollar Volume

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	\$301.7 Million	-1.3%
<b>March 2025</b>	<b>\$124.3 Million</b>	<b>-16.0%</b>
February 2025	\$95.5 Million	15.2%
January 2025	\$81.9 Million	9.4%
December 2024	\$109.6 Million	23.1%
November 2024	\$70.4 Million	-24.3%
October 2024	\$96.3 Million	-8.0%
September 2024	\$106.6 Million	4.1%
August 2024	\$125.9 Million	6.7%
July 2024	\$139.4 Million	13.1%
June 2024	\$129.0 Million	-14.3%
May 2024	\$138.3 Million	-3.2%
April 2024	\$123.4 Million	4.6%
March 2024	\$148.0 Million	9.7%

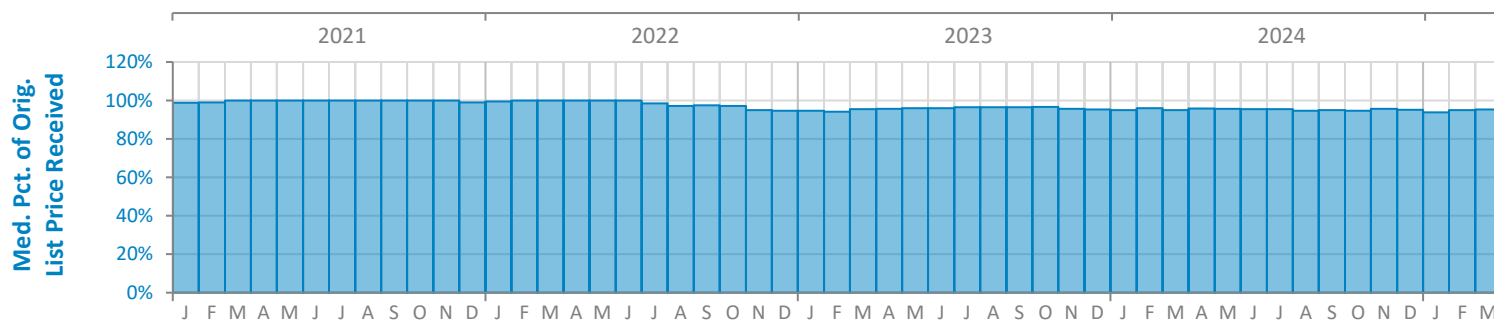


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	94.7%	-0.4%
<b>March 2025</b>	<b>95.3%</b>	<b>0.3%</b>
February 2025	94.9%	-1.0%
January 2025	93.8%	-1.3%
December 2024	95.2%	-0.1%
November 2024	95.6%	-0.1%
October 2024	94.7%	-2.0%
September 2024	95.0%	-1.5%
August 2024	94.6%	-2.0%
July 2024	95.4%	-1.1%
June 2024	95.4%	-0.6%
May 2024	95.7%	-0.2%
April 2024	95.8%	0.2%
March 2024	95.0%	-0.4%



# Monthly Market Detail - March 2025

## Single-Family Homes

### Flagler County Association of REALTORS®

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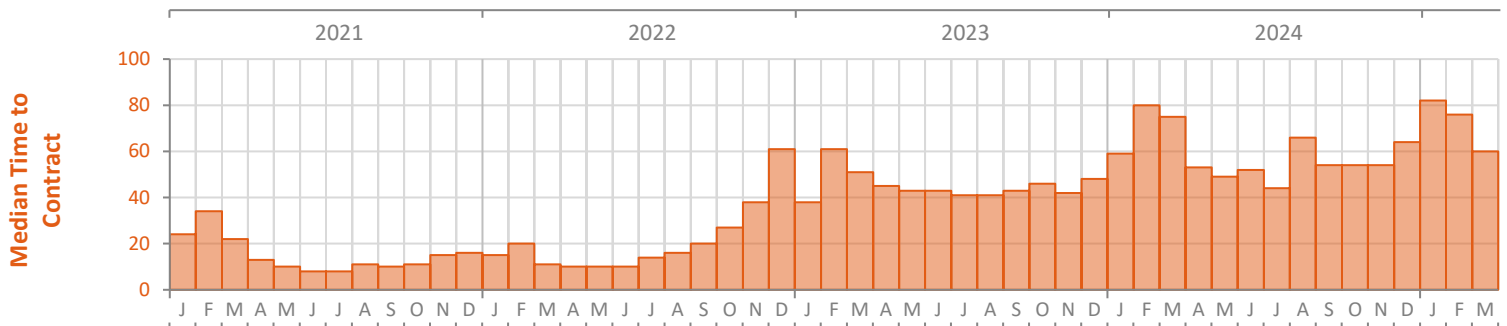


## Median Time to Contract

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	71 Days	-2.7%
<b>March 2025</b>	<b>60 Days</b>	<b>-20.0%</b>
February 2025	76 Days	-5.0%
January 2025	82 Days	39.0%
December 2024	64 Days	33.3%
November 2024	54 Days	28.6%
October 2024	54 Days	17.4%
September 2024	54 Days	25.6%
August 2024	66 Days	61.0%
July 2024	44 Days	7.3%
June 2024	52 Days	20.9%
May 2024	49 Days	14.0%
April 2024	53 Days	17.8%
March 2024	75 Days	47.1%

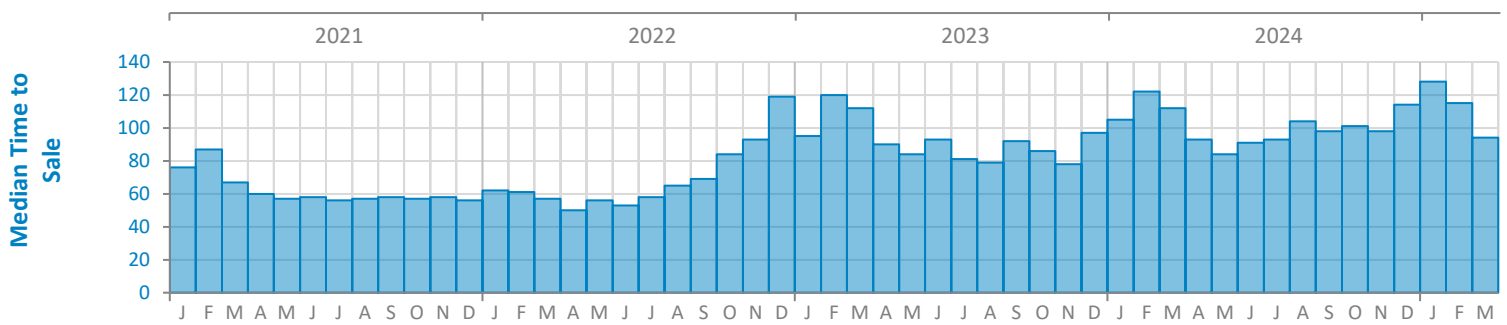


## Median Time to Sale

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	108 Days	-3.6%
<b>March 2025</b>	<b>94 Days</b>	<b>-16.1%</b>
February 2025	115 Days	-5.7%
January 2025	128 Days	21.9%
December 2024	114 Days	17.5%
November 2024	98 Days	25.6%
October 2024	101 Days	17.4%
September 2024	98 Days	6.5%
August 2024	104 Days	31.6%
July 2024	93 Days	14.8%
June 2024	91 Days	-2.2%
May 2024	84 Days	0.0%
April 2024	93 Days	3.3%
March 2024	112 Days	0.0%



# Monthly Market Detail - March 2025

## Single-Family Homes

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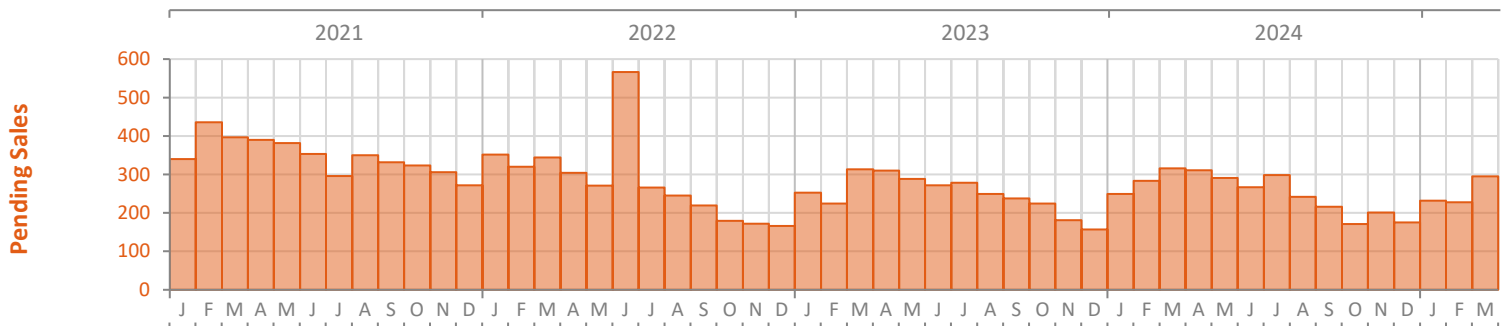


## New Pending Sales

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	755	-11.0%
<b>March 2025</b>	<b>295</b>	<b>-6.6%</b>
February 2025	228	-19.4%
January 2025	232	-6.8%
December 2024	175	11.5%
November 2024	201	11.0%
October 2024	171	-23.7%
September 2024	216	-9.2%
August 2024	242	-2.8%
July 2024	298	7.2%
June 2024	267	-1.8%
May 2024	291	1.0%
April 2024	311	0.3%
March 2024	316	1.0%

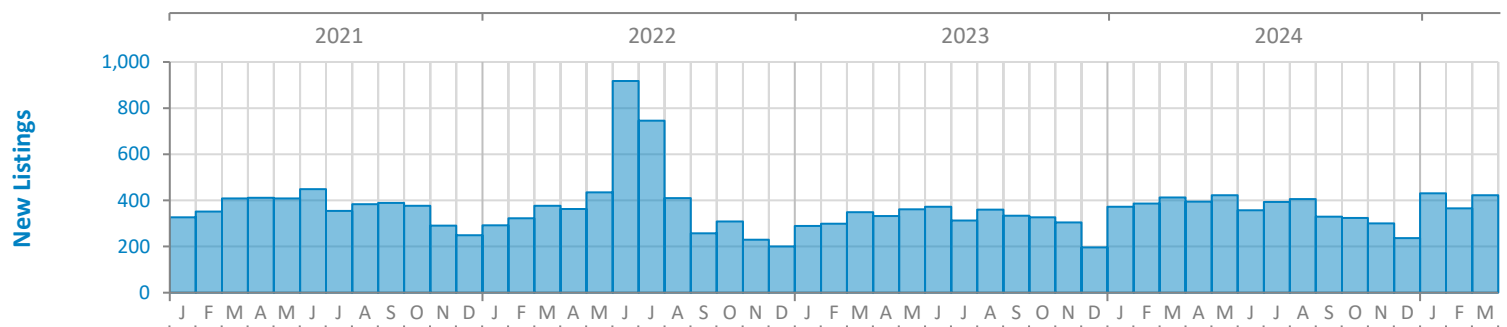


## New Listings

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	1,220	4.2%
<b>March 2025</b>	<b>423</b>	<b>2.7%</b>
February 2025	366	-5.2%
January 2025	431	15.5%
December 2024	236	20.4%
November 2024	301	-1.0%
October 2024	324	-0.9%
September 2024	330	-0.9%
August 2024	406	12.8%
July 2024	393	25.6%
June 2024	357	-4.3%
May 2024	423	17.2%
April 2024	395	19.0%
March 2024	412	18.1%





# Monthly Market Detail - March 2025

## Single-Family Homes

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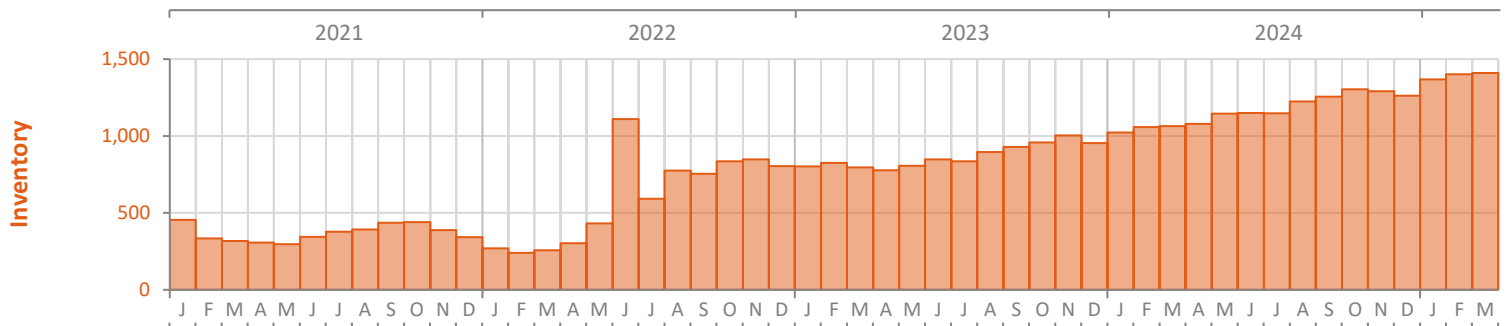


## Inventory (Active Listings)

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)	1,393	32.9%
<b>March 2025</b>	<b>1,409</b>	<b>32.4%</b>
February 2025	1,401	32.3%
January 2025	1,368	33.9%
December 2024	1,262	32.3%
November 2024	1,291	28.7%
October 2024	1,304	36.0%
September 2024	1,255	35.1%
August 2024	1,225	36.7%
July 2024	1,148	37.5%
June 2024	1,149	35.5%
May 2024	1,146	42.2%
April 2024	1,078	38.7%
March 2024	1,064	33.7%

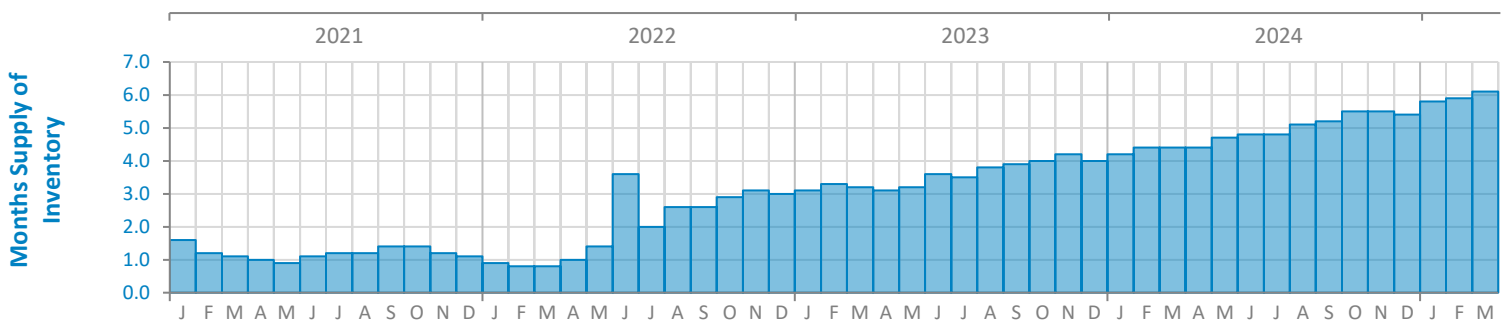


## Months Supply of Inventory

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)	5.9	37.2%
<b>March 2025</b>	<b>6.1</b>	<b>38.6%</b>
February 2025	5.9	34.1%
January 2025	5.8	38.1%
December 2024	5.4	35.0%
November 2024	5.5	31.0%
October 2024	5.5	37.5%
September 2024	5.2	33.3%
August 2024	5.1	34.2%
July 2024	4.8	37.1%
June 2024	4.8	33.3%
May 2024	4.7	46.9%
April 2024	4.4	41.9%
March 2024	4.4	37.5%



# Monthly Market Detail - March 2025

## Single-Family Homes

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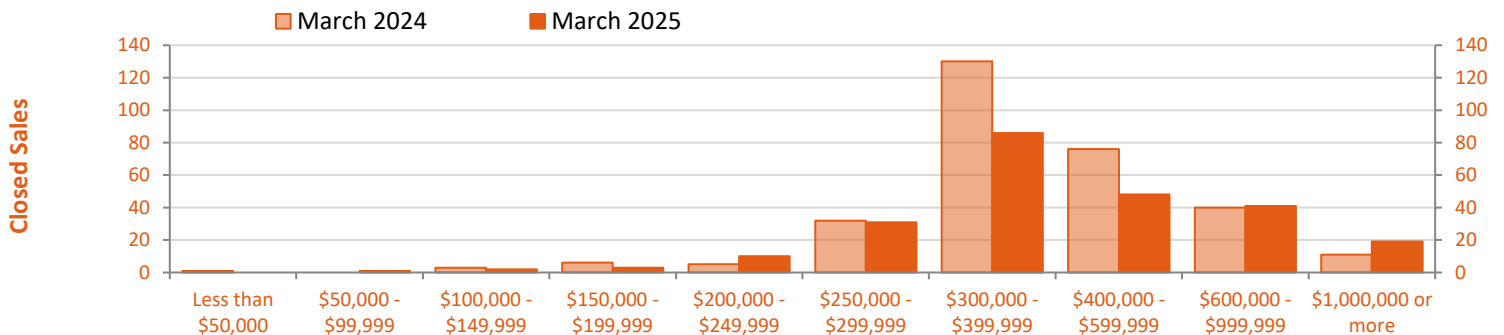


## Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	3	-50.0%
\$200,000 - \$249,999	10	100.0%
\$250,000 - \$299,999	31	-3.1%
\$300,000 - \$399,999	86	-33.8%
\$400,000 - \$599,999	48	-36.8%
\$600,000 - \$999,999	41	2.5%
\$1,000,000 or more	19	72.7%

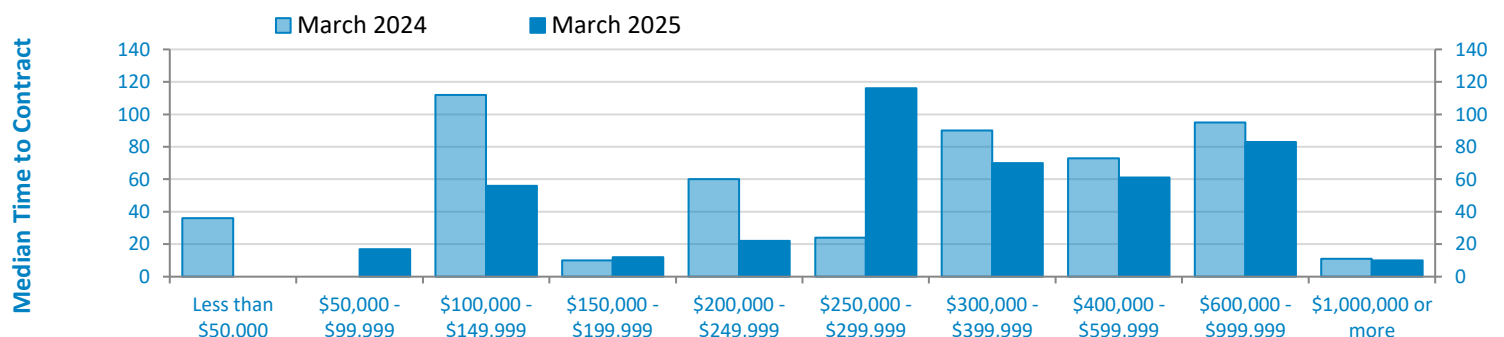


## Median Time to Contract by Sale Price

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	17 Days	N/A
\$100,000 - \$149,999	56 Days	-50.0%
\$150,000 - \$199,999	12 Days	20.0%
\$200,000 - \$249,999	22 Days	-63.3%
\$250,000 - \$299,999	116 Days	383.3%
\$300,000 - \$399,999	70 Days	-22.2%
\$400,000 - \$599,999	61 Days	-16.4%
\$600,000 - \$999,999	83 Days	-12.6%
\$1,000,000 or more	10 Days	-9.1%





# Monthly Market Detail - March 2025

## Single-Family Homes

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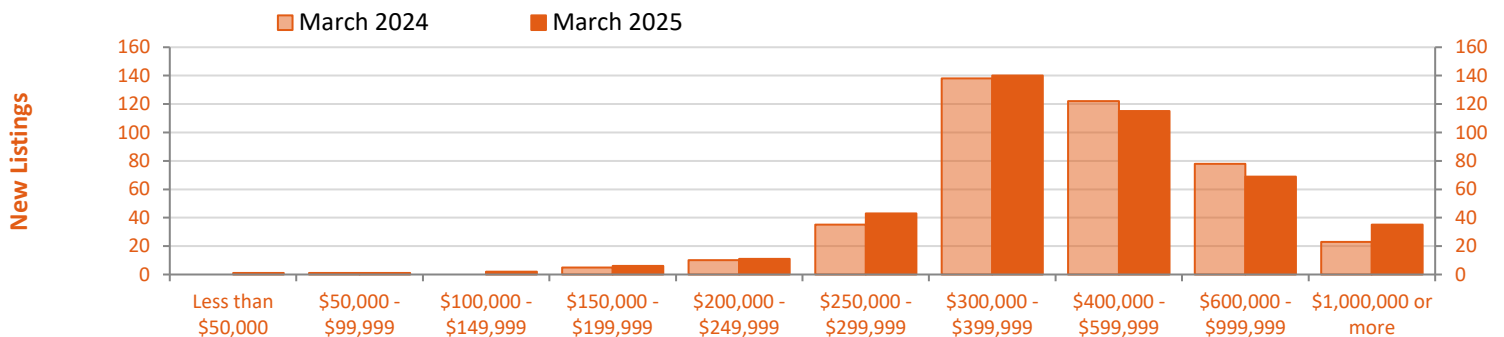


## New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	2	N/A
\$150,000 - \$199,999	6	20.0%
\$200,000 - \$249,999	11	10.0%
\$250,000 - \$299,999	43	22.9%
\$300,000 - \$399,999	140	1.4%
\$400,000 - \$599,999	115	-5.7%
\$600,000 - \$999,999	69	-11.5%
\$1,000,000 or more	35	52.2%

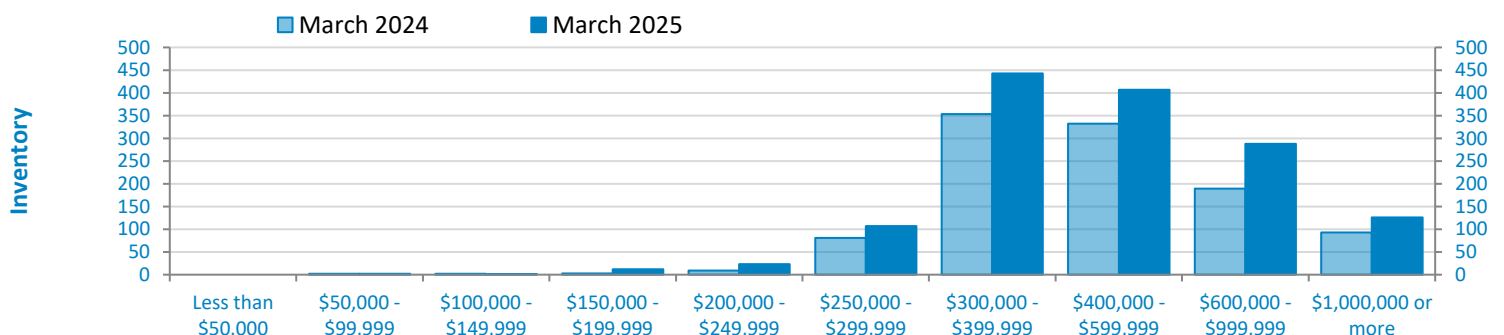


## Inventory by Current Listing Price

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	2	0.0%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	12	300.0%
\$200,000 - \$249,999	23	155.6%
\$250,000 - \$299,999	107	32.1%
\$300,000 - \$399,999	443	25.5%
\$400,000 - \$599,999	407	22.6%
\$600,000 - \$999,999	288	52.4%
\$1,000,000 or more	126	35.5%

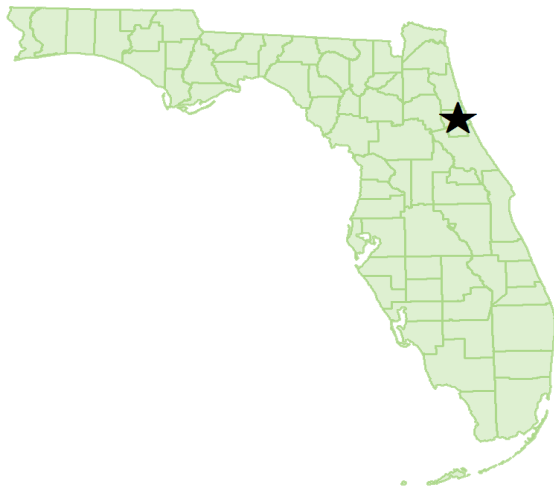


# Monthly Distressed Market - March 2025

## 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.



		March 2025	March 2024	Percent Change Year-over-Year
Traditional	Closed Sales	241	303	-20.5%
	Median Sale Price	\$382,000	\$375,000	1.9%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$120,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

