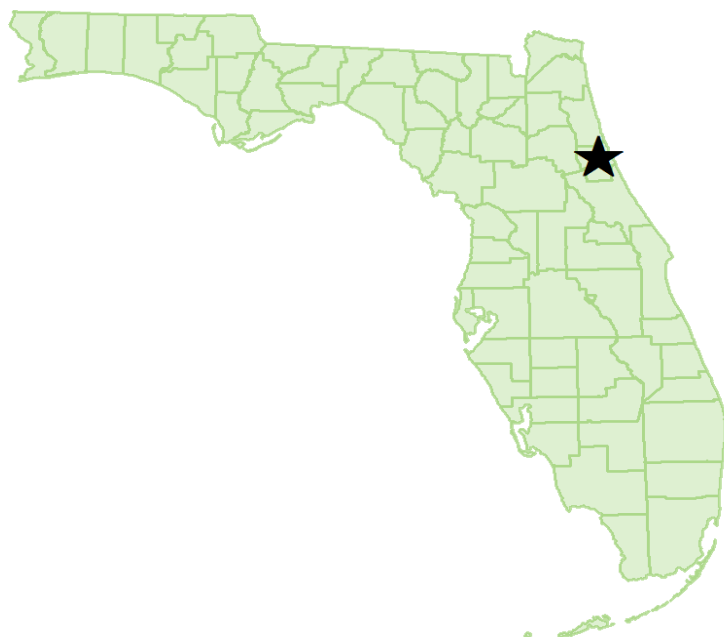


Quarterly Market Detail - Q3 2025

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.



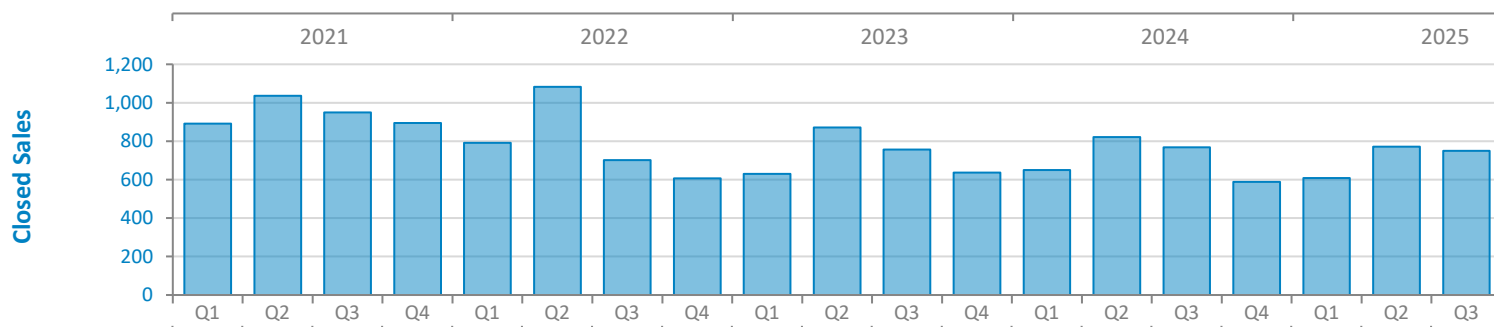
Summary Statistics	Q3 2025	Q3 2024	Percent Change Year-over-Year
Closed Sales	750	769	-2.5%
Paid in Cash	244	278	-12.2%
Median Sale Price	\$378,700	\$370,000	2.4%
Average Sale Price	\$474,464	\$483,605	-1.9%
Dollar Volume	\$355.8 Million	\$371.9 Million	-4.3%
Median Percent of Original List Price Received	93.5%	95.0%	-1.6%
Median Time to Contract	79 Days	54 Days	46.3%
Median Time to Sale	114 Days	99 Days	15.2%
New Pending Sales	780	756	3.2%
New Listings	995	1,129	-11.9%
Pending Inventory	299	295	1.4%
Inventory (Active Listings)	1,304	1,255	3.9%
Months Supply of Inventory	5.8	5.2	11.5%

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	2,129	-5.0%
Q3 2025	750	-2.5%
Q2 2025	771	-6.2%
Q1 2025	608	-6.5%
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%



Quarterly Market Detail - Q3 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.

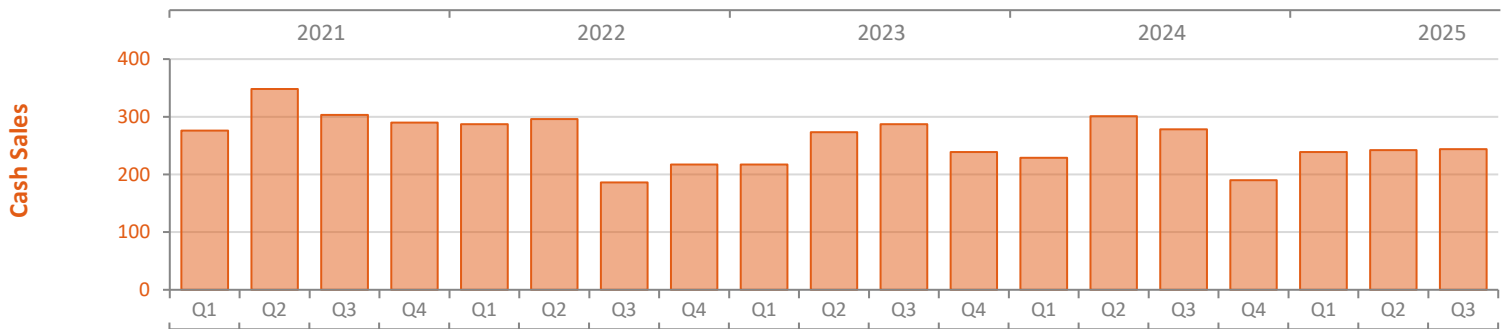


Cash Sales

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	725	-10.3%
Q3 2025	244	-12.2%
Q2 2025	242	-19.6%
Q1 2025	239	4.4%
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%

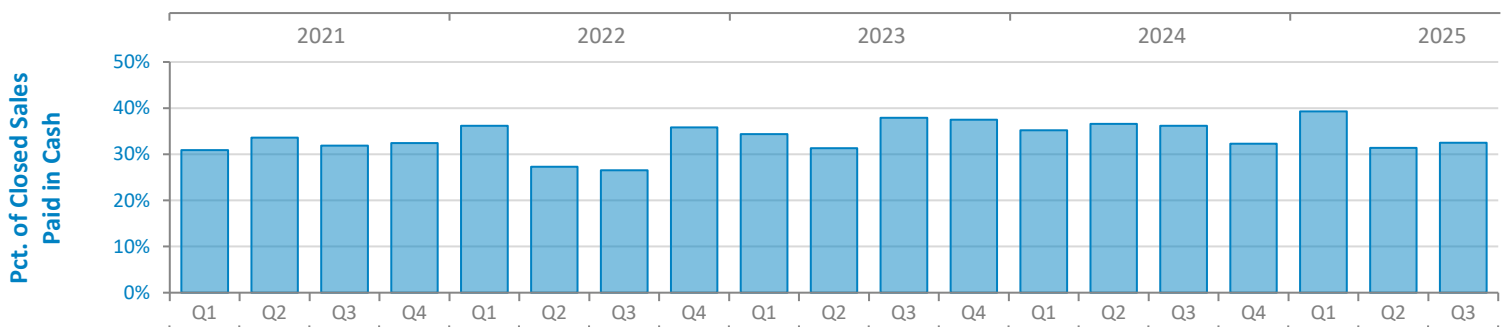


Cash Sales as a Percentage of Closed Sales

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	34.1%	-5.5%
Q3 2025	32.5%	-10.2%
Q2 2025	31.4%	-14.2%
Q1 2025	39.3%	11.6%
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%



Quarterly Market Detail - Q3 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.

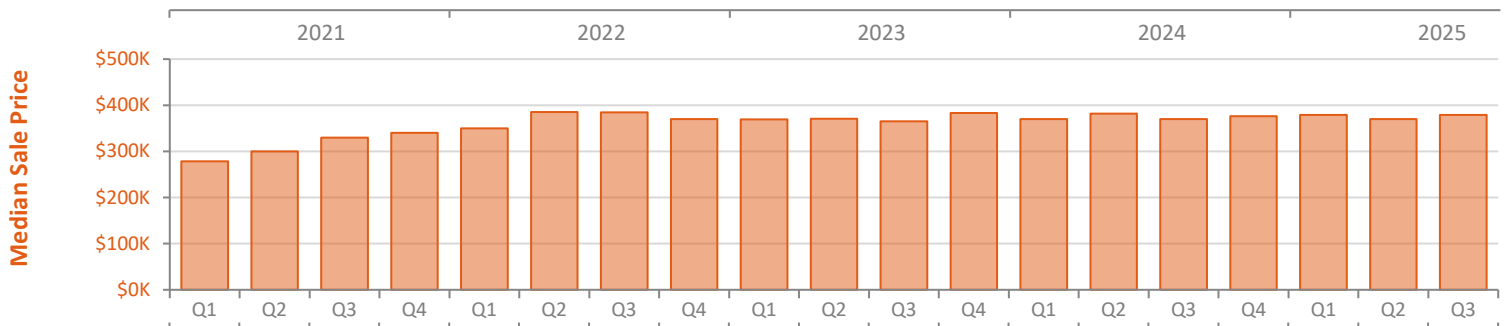


Median Sale Price

The median sale price reported for the 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	0.0%
Q3 2025	\$378,700	2.4%
Q2 2025	\$370,000	-3.0%
Q1 2025	\$378,950	2.4%
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%

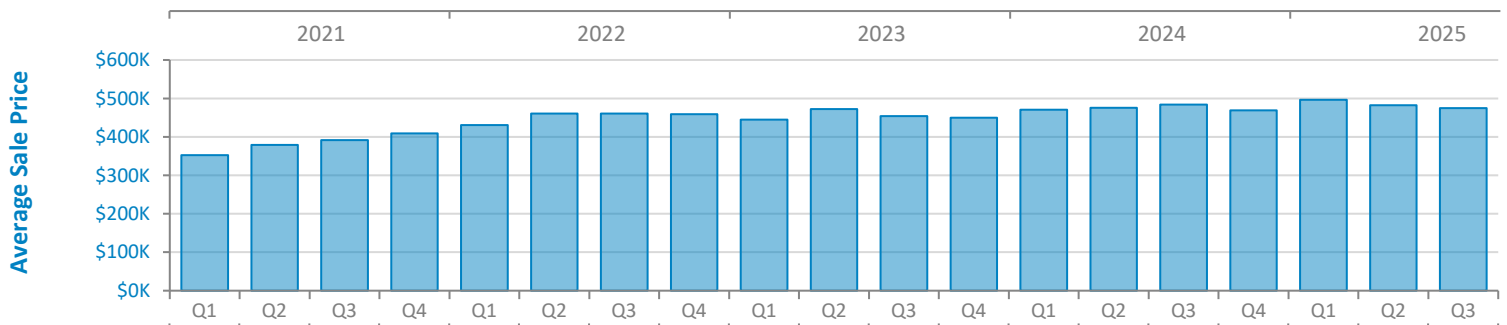


Average Sale Price

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	\$483,584	1.4%
Q3 2025	\$474,464	-1.9%
Q2 2025	\$482,445	1.5%
Q1 2025	\$496,279	5.5%
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%



Quarterly Market Detail - Q3 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.

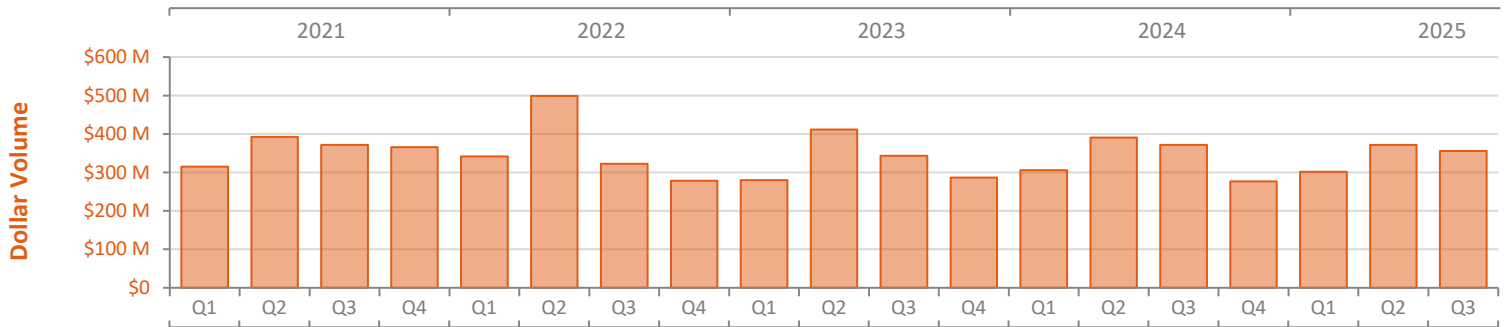


Dollar Volume

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	\$1.0 Billion	-3.6%
Q3 2025	\$355.8 Million	-4.3%
Q2 2025	\$372.0 Million	-4.8%
Q1 2025	\$301.7 Million	-1.3%
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%

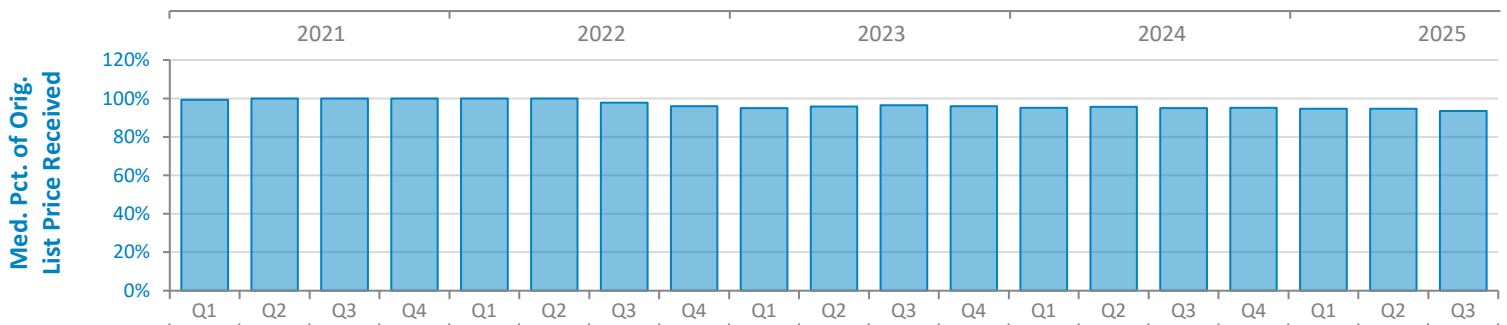


Median Percent of Original List Price Received

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	94.3%	-0.9%
Q3 2025	93.5%	-1.6%
Q2 2025	94.6%	-1.1%
Q1 2025	94.7%	-0.4%
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%



Quarterly Market Detail - Q3 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.

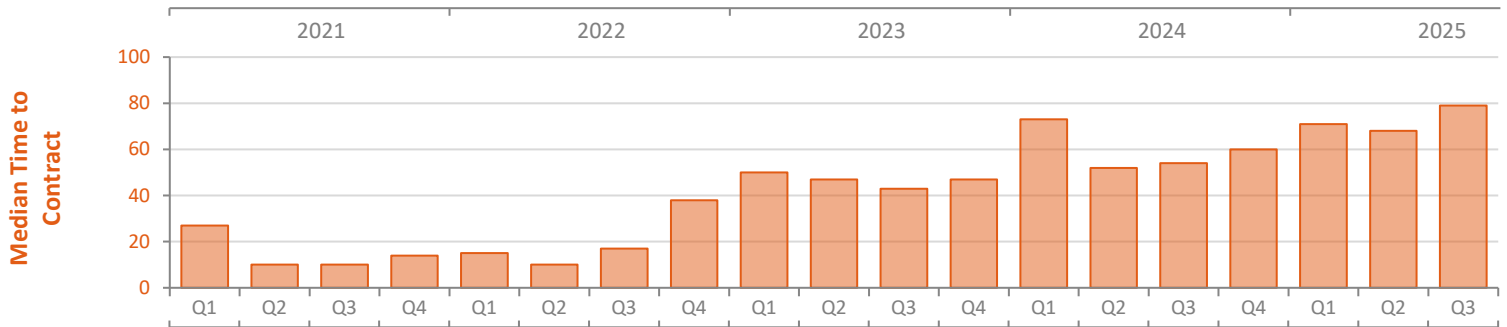


Median Time to Contract

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	74 Days	27.6%
Q3 2025	79 Days	46.3%
Q2 2025	68 Days	30.8%
Q1 2025	71 Days	-2.7%
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%

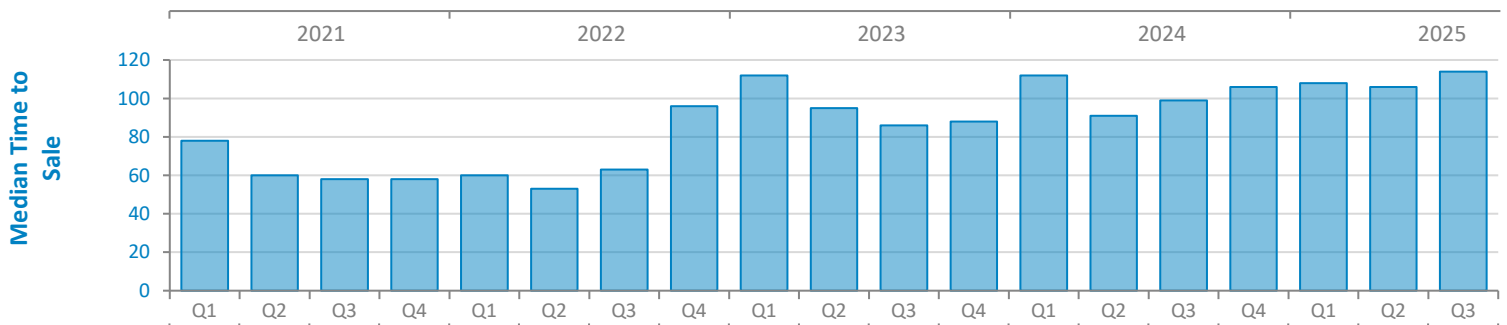


Median Time to Sale

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	111 Days	11.0%
Q3 2025	114 Days	15.2%
Q2 2025	106 Days	16.5%
Q1 2025	108 Days	-3.6%
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%



Quarterly Market Detail - Q3 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.

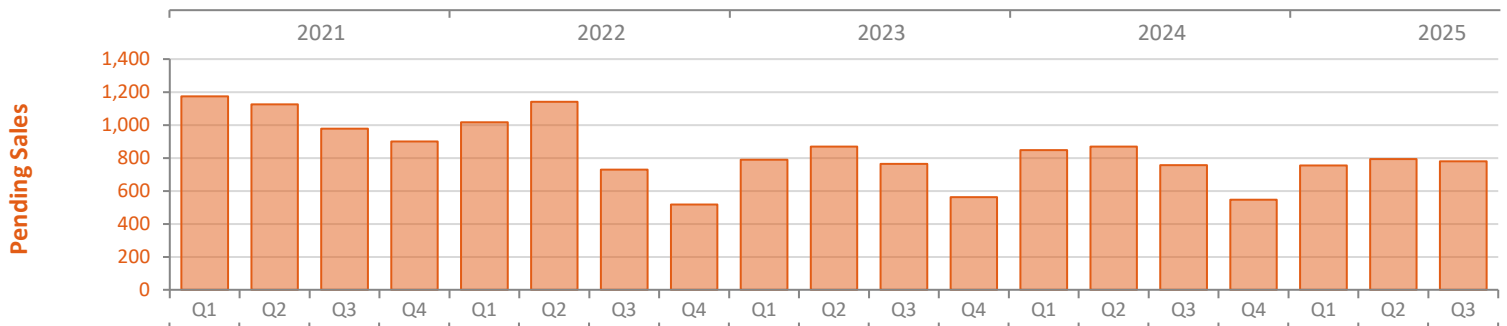


New Pending Sales

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	2,329	-5.8%
Q3 2025	780	3.2%
Q2 2025	794	-8.6%
Q1 2025	755	-11.0%
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%

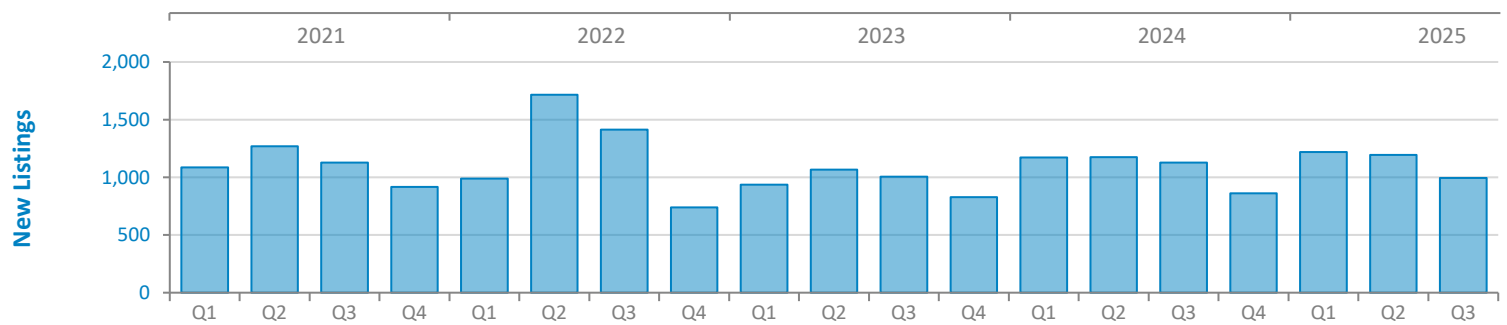


New Listings

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	3,410	-1.9%
Q3 2025	995	-11.9%
Q2 2025	1,195	1.7%
Q1 2025	1,220	4.2%
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%



Quarterly Market Detail - Q3 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.

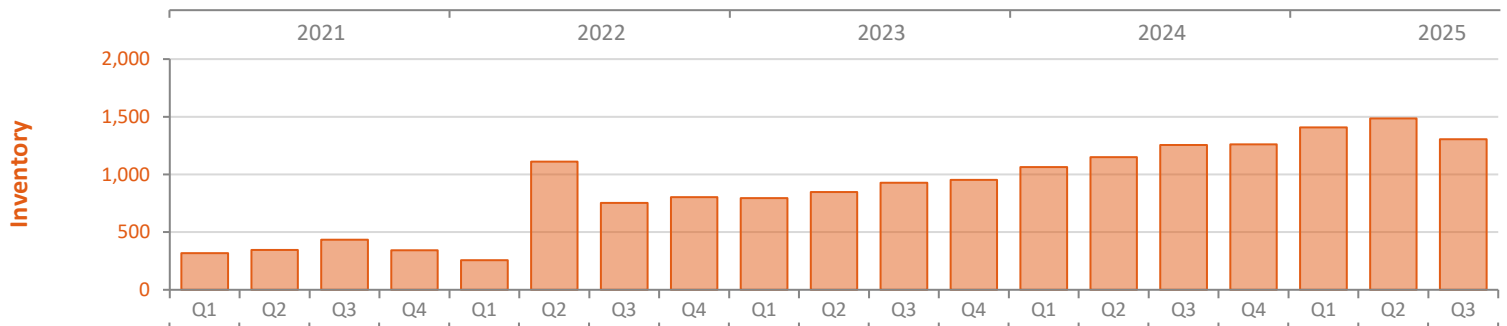


Inventory (Active Listings)

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)	1,406	24.7%
Q3 2025	1,304	3.9%
Q2 2025	1,485	29.2%
Q1 2025	1,409	32.4%
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%

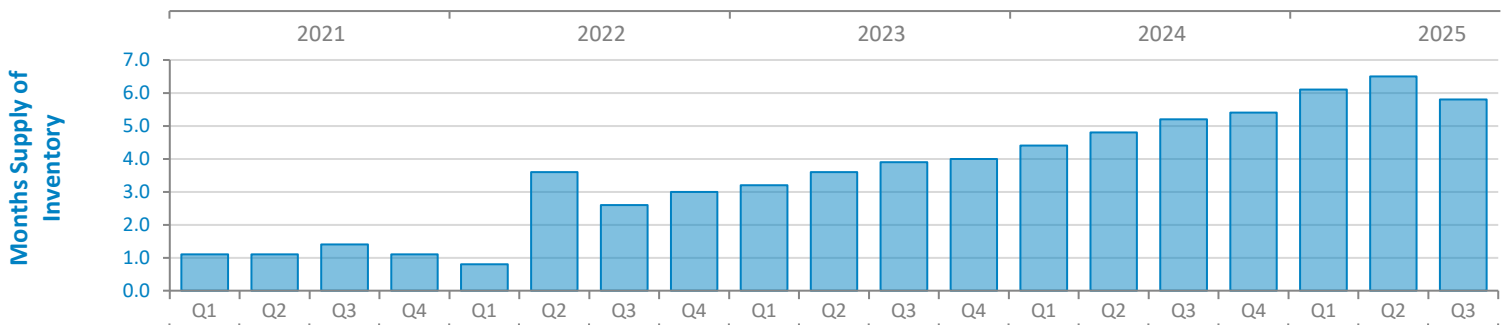


Months Supply of Inventory

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)	6.1	29.8%
Q3 2025	5.8	11.5%
Q2 2025	6.5	35.4%
Q1 2025	6.1	38.6%
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%



Quarterly Market Detail - Q3 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.

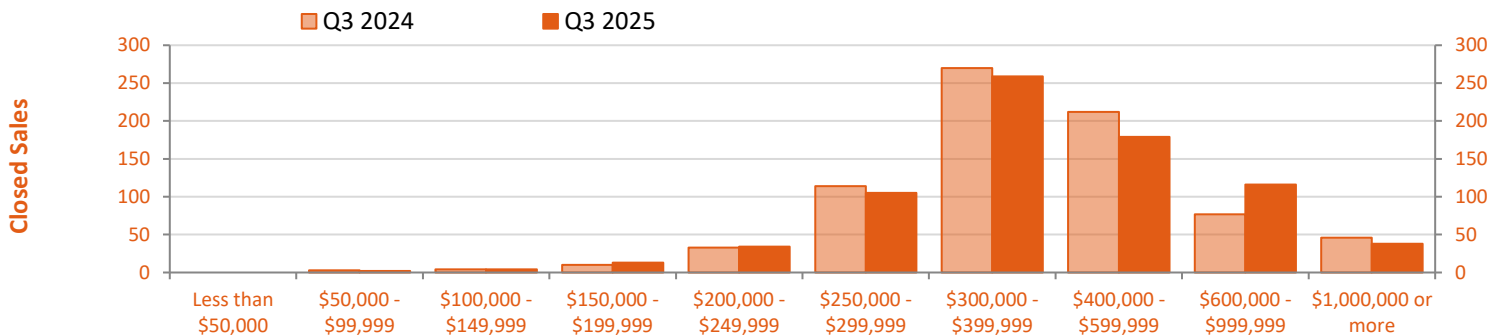


Closed Sales by Sale Price

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	4	0.0%
\$150,000 - \$199,999	13	30.0%
\$200,000 - \$249,999	34	3.0%
\$250,000 - \$299,999	105	-7.9%
\$300,000 - \$399,999	259	-4.1%
\$400,000 - \$599,999	179	-15.6%
\$600,000 - \$999,999	116	50.6%
\$1,000,000 or more	38	-17.4%

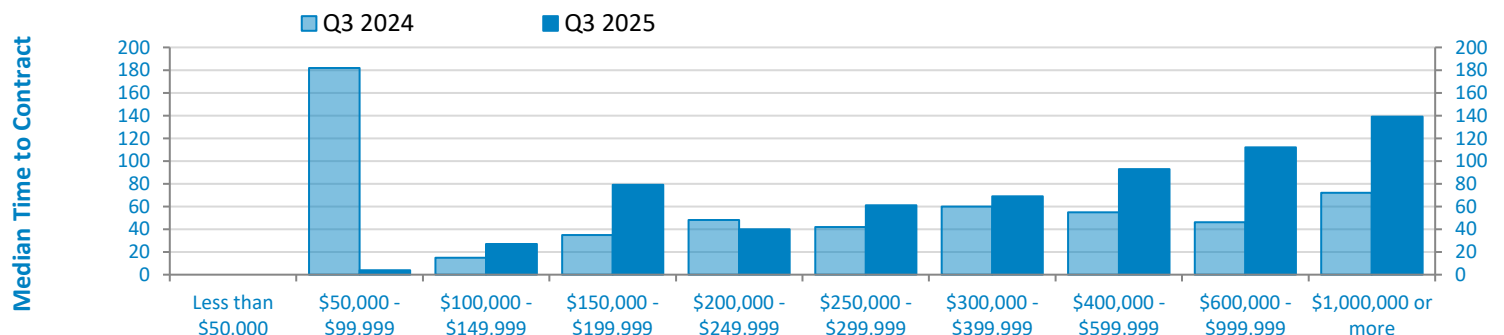


Median Time to Contract by Sale Price

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	4 Days	-97.8%
\$100,000 - \$149,999	27 Days	80.0%
\$150,000 - \$199,999	79 Days	125.7%
\$200,000 - \$249,999	40 Days	-16.7%
\$250,000 - \$299,999	61 Days	45.2%
\$300,000 - \$399,999	69 Days	15.0%
\$400,000 - \$599,999	93 Days	69.1%
\$600,000 - \$999,999	112 Days	143.5%
\$1,000,000 or more	139 Days	93.1%



Quarterly Market Detail - Q3 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.

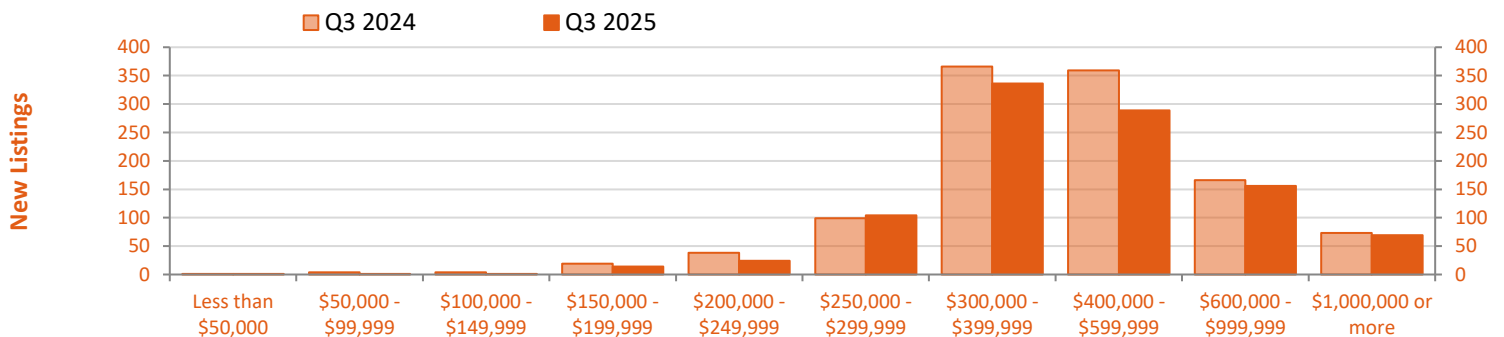


New Listings by Initial Listing Price

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	1	0.0%
\$50,000 - \$99,999	1	-75.0%
\$100,000 - \$149,999	1	-75.0%
\$150,000 - \$199,999	14	-26.3%
\$200,000 - \$249,999	24	-36.8%
\$250,000 - \$299,999	104	5.1%
\$300,000 - \$399,999	336	-8.2%
\$400,000 - \$599,999	289	-19.5%
\$600,000 - \$999,999	156	-6.0%
\$1,000,000 or more	69	-5.5%

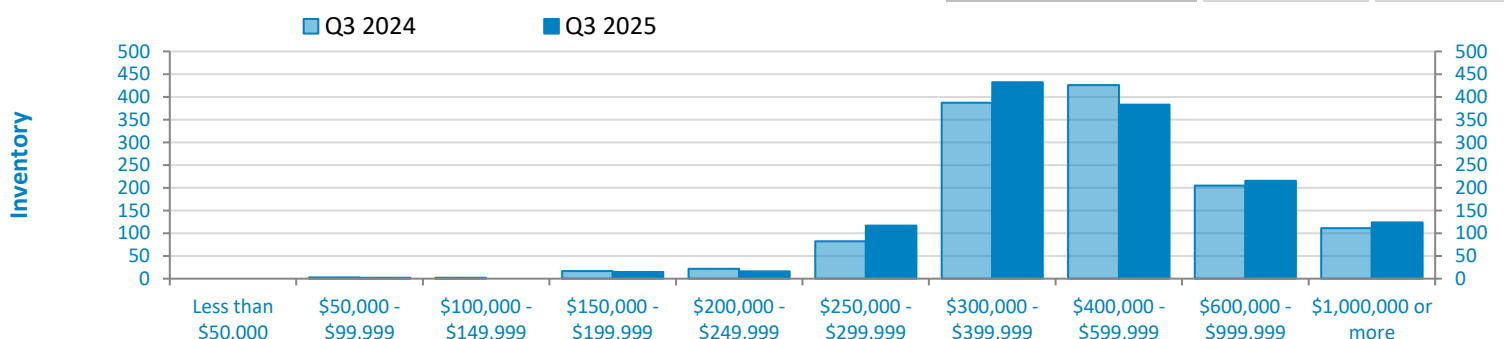


Inventory by Current Listing Price

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	2	-33.3%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	15	-11.8%
\$200,000 - \$249,999	16	-27.3%
\$250,000 - \$299,999	117	42.7%
\$300,000 - \$399,999	432	11.6%
\$400,000 - \$599,999	383	-10.1%
\$600,000 - \$999,999	215	4.9%
\$1,000,000 or more	124	11.7%

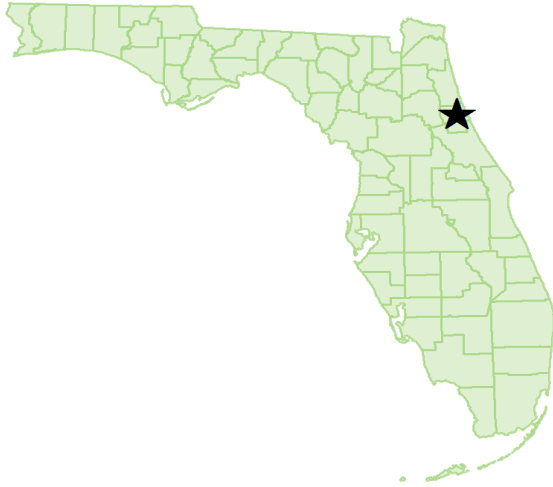


Quarterly Distressed Market - Q3 2025

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.



		Q3 2025	Q3 2024	Percent Change Year-over-Year
Traditional	Closed Sales	747	767	-2.6%
	Median Sale Price	\$378,850	\$370,000	2.4%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$260,000	\$240,100	8.3%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$505,700	N/A

