

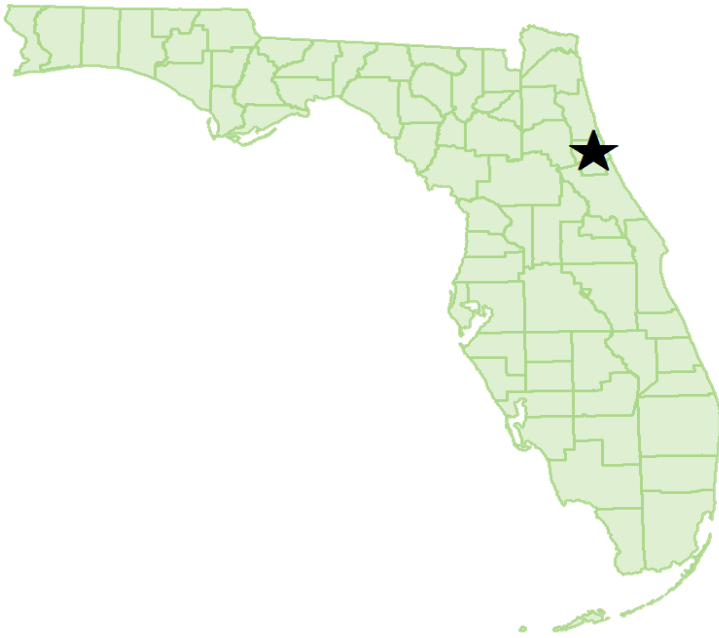
Monthly Market Detail - January 2026

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.



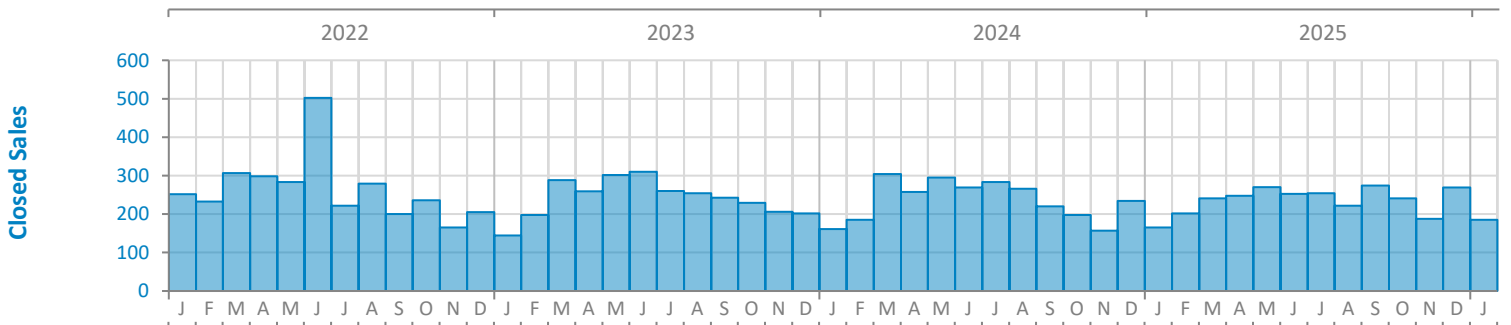
Summary Statistics	January 2026	January 2025	Percent Change Year-over-Year
Closed Sales	185	165	12.1%
Paid in Cash	66	61	8.2%
Median Sale Price	\$375,000	\$380,000	-1.3%
Average Sale Price	\$458,312	\$496,215	-7.6%
Dollar Volume	\$84.8 Million	\$81.9 Million	3.6%
Median Percent of Original List Price Received	95.0%	93.8%	1.3%
Median Time to Contract	68 Days	82 Days	-17.1%
Median Time to Sale	112 Days	128 Days	-12.5%
New Pending Sales	259	232	11.6%
New Listings	399	431	-7.4%
Pending Inventory	301	260	15.8%
Inventory (Active Listings)	1,163	1,368	-15.0%
Months Supply of Inventory	4.9	5.8	-15.5%

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	185	12.1%
January 2026	185	12.1%
December 2025	269	15.0%
November 2025	188	19.7%
October 2025	241	21.7%
September 2025	274	24.5%
August 2025	222	-16.5%
July 2025	254	-10.2%
June 2025	253	-5.9%
May 2025	270	-8.5%
April 2025	248	-3.9%
March 2025	241	-20.7%
February 2025	202	9.2%
January 2025	165	2.5%



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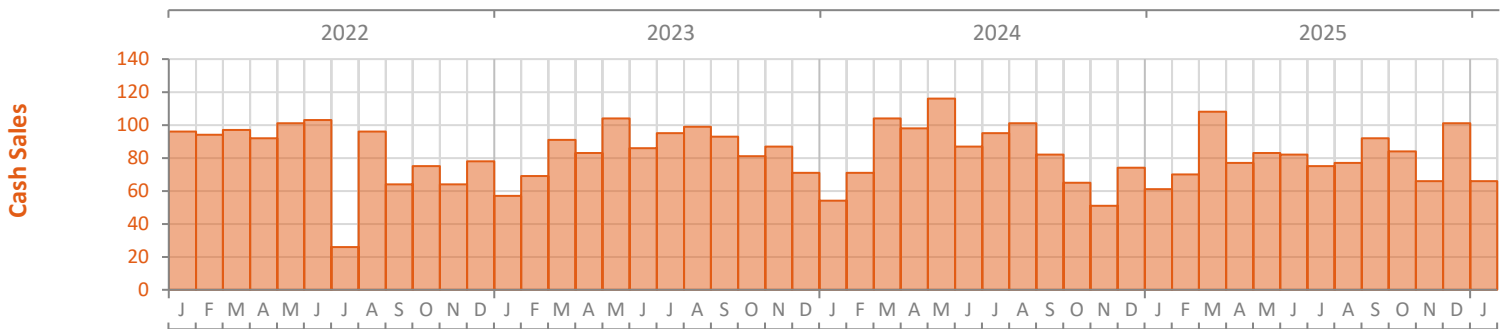


Cash Sales

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	66	8.2%
January 2026	66	8.2%
December 2025	101	36.5%
November 2025	66	29.4%
October 2025	84	29.2%
September 2025	92	12.2%
August 2025	77	-23.8%
July 2025	75	-21.1%
June 2025	82	-5.7%
May 2025	83	-28.4%
April 2025	77	-21.4%
March 2025	108	3.8%
February 2025	70	-1.4%
January 2025	61	13.0%

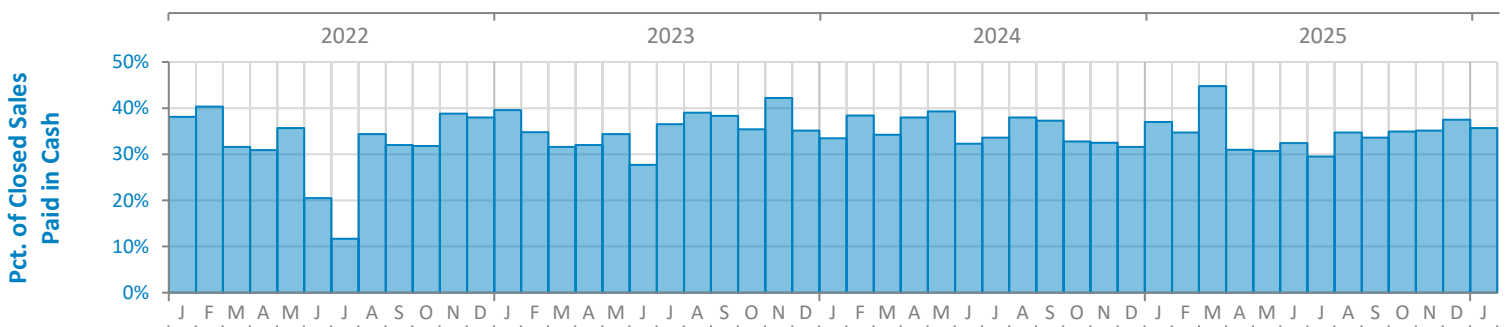


Cash Sales as a Percentage of Closed Sales

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	35.7%	-3.5%
January 2026	35.7%	-3.5%
December 2025	37.5%	18.7%
November 2025	35.1%	8.0%
October 2025	34.9%	6.4%
September 2025	33.6%	-9.9%
August 2025	34.7%	-8.7%
July 2025	29.5%	-12.2%
June 2025	32.4%	0.3%
May 2025	30.7%	-21.9%
April 2025	31.0%	-18.4%
March 2025	44.8%	31.0%
February 2025	34.7%	-9.6%
January 2025	37.0%	10.4%



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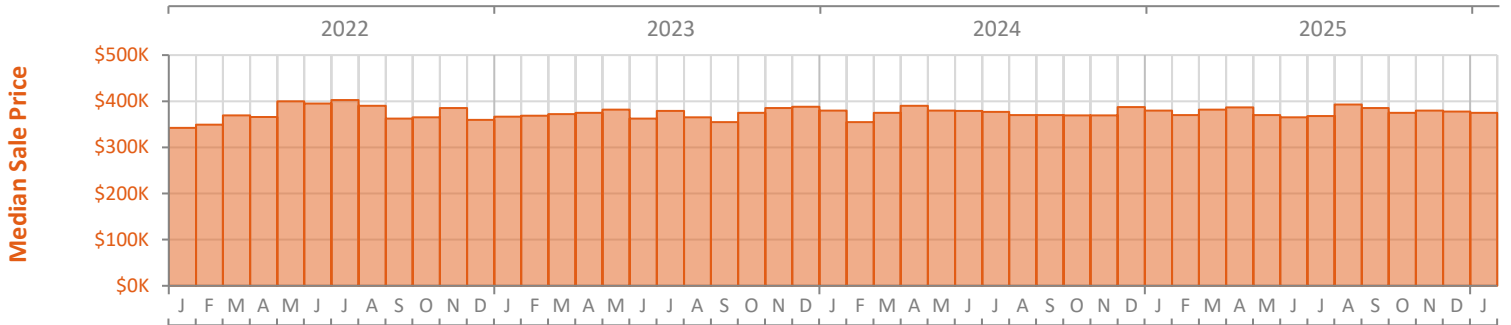


Median Sale Price

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	\$375,000	-1.3%
January 2026	\$375,000	-1.3%
December 2025	\$377,900	-2.5%
November 2025	\$380,000	3.0%
October 2025	\$375,200	1.5%
September 2025	\$385,000	4.1%
August 2025	\$393,000	6.2%
July 2025	\$367,950	-2.4%
June 2025	\$365,000	-3.7%
May 2025	\$369,900	-2.7%
April 2025	\$387,000	-0.8%
March 2025	\$382,000	1.9%
February 2025	\$370,000	4.2%
January 2025	\$380,000	0.0%

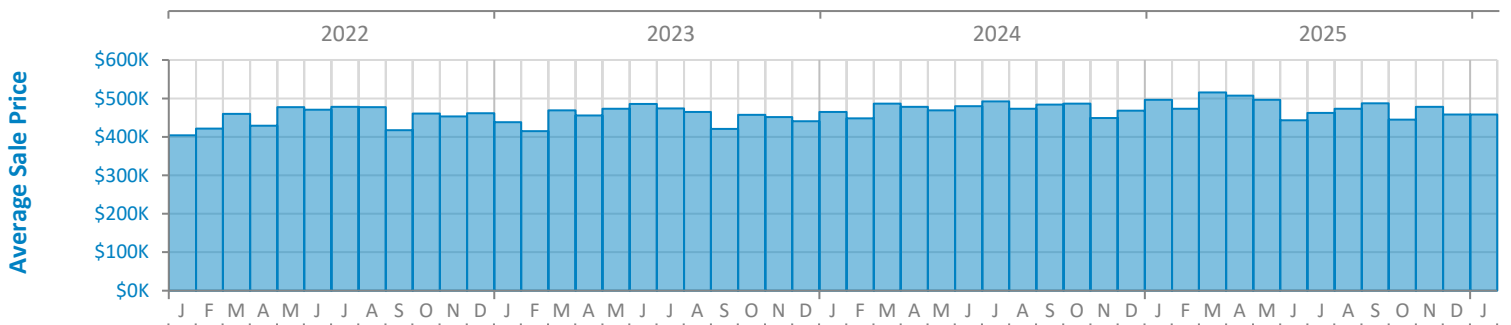


Average Sale Price

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	\$458,312	-7.6%
January 2026	\$458,312	-7.6%
December 2025	\$457,822	-2.3%
November 2025	\$478,277	6.6%
October 2025	\$444,530	-8.6%
September 2025	\$486,963	0.5%
August 2025	\$473,132	0.0%
July 2025	\$462,146	-6.2%
June 2025	\$443,173	-7.6%
May 2025	\$496,189	5.8%
April 2025	\$507,546	6.1%
March 2025	\$515,829	6.0%
February 2025	\$473,006	5.5%
January 2025	\$496,215	6.7%



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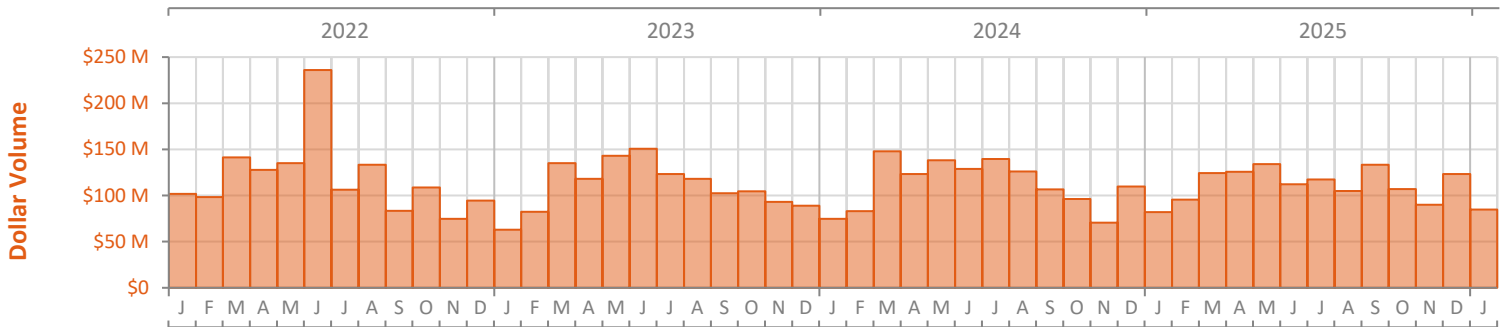


Dollar Volume

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	\$84.8 Million	3.6%
January 2026	\$84.8 Million	3.6%
December 2025	\$123.2 Million	12.3%
November 2025	\$89.9 Million	27.6%
October 2025	\$107.1 Million	11.3%
September 2025	\$133.4 Million	25.2%
August 2025	\$105.0 Million	-16.6%
July 2025	\$117.4 Million	-15.8%
June 2025	\$112.1 Million	-13.1%
May 2025	\$134.0 Million	-3.1%
April 2025	\$125.9 Million	2.0%
March 2025	\$124.3 Million	-16.0%
February 2025	\$95.5 Million	15.2%
January 2025	\$81.9 Million	9.4%

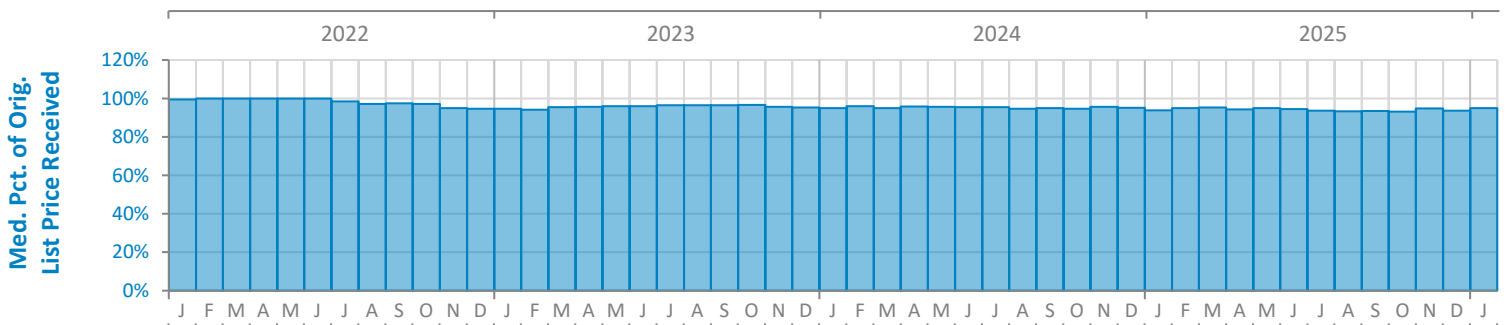


Median Percent of Original List Price Received

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	95.0%	1.3%
January 2026	95.0%	1.3%
December 2025	93.7%	-1.6%
November 2025	94.8%	-0.8%
October 2025	93.1%	-1.7%
September 2025	93.5%	-1.6%
August 2025	93.3%	-1.4%
July 2025	93.6%	-1.9%
June 2025	94.4%	-1.0%
May 2025	94.9%	-0.8%
April 2025	94.3%	-1.6%
March 2025	95.3%	0.3%
February 2025	94.9%	-1.0%
January 2025	93.8%	-1.3%



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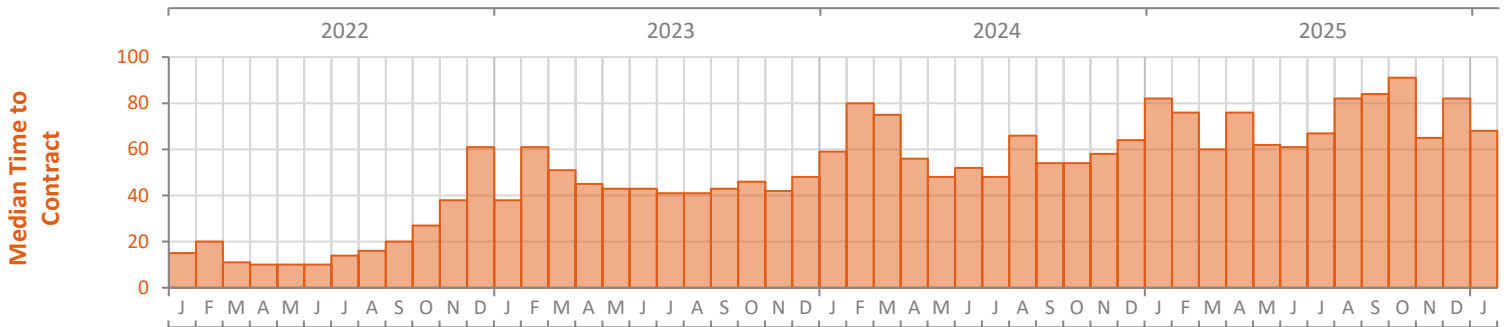


Median Time to Contract

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	68 Days	-17.1%
January 2026	68 Days	-17.1%
December 2025	82 Days	28.1%
November 2025	65 Days	12.1%
October 2025	91 Days	68.5%
September 2025	84 Days	55.6%
August 2025	82 Days	24.2%
July 2025	67 Days	39.6%
June 2025	61 Days	17.3%
May 2025	62 Days	29.2%
April 2025	76 Days	35.7%
March 2025	60 Days	-20.0%
February 2025	76 Days	-5.0%
January 2025	82 Days	39.0%

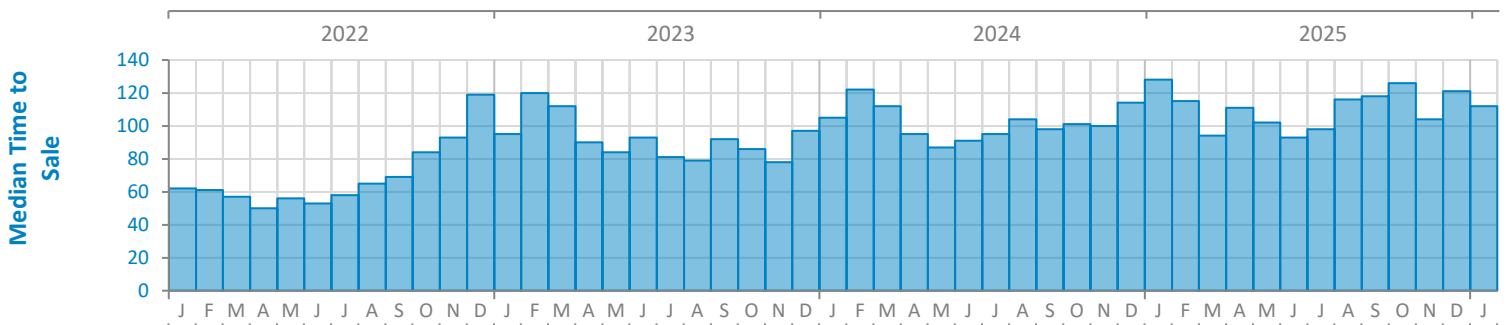


Median Time to Sale

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	112 Days	-12.5%
January 2026	112 Days	-12.5%
December 2025	121 Days	6.1%
November 2025	104 Days	4.0%
October 2025	126 Days	24.8%
September 2025	118 Days	20.4%
August 2025	116 Days	11.5%
July 2025	98 Days	3.2%
June 2025	93 Days	2.2%
May 2025	102 Days	17.2%
April 2025	111 Days	16.8%
March 2025	94 Days	-16.1%
February 2025	115 Days	-5.7%
January 2025	128 Days	21.9%



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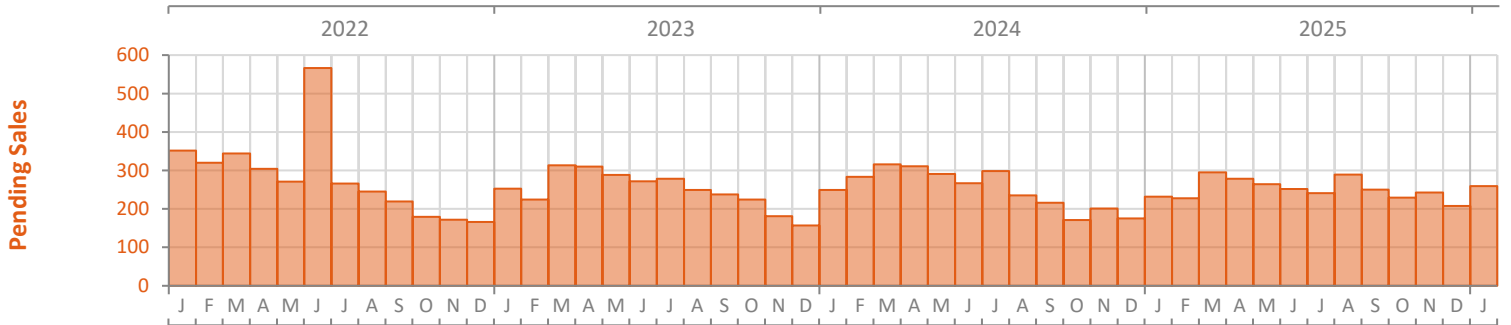


New Pending Sales

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	259	11.6%
January 2026	259	11.6%
December 2025	208	18.9%
November 2025	243	20.9%
October 2025	229	33.9%
September 2025	250	15.7%
August 2025	289	23.0%
July 2025	241	-19.1%
June 2025	252	-5.6%
May 2025	264	-9.3%
April 2025	278	-10.6%
March 2025	295	-6.6%
February 2025	228	-19.4%
January 2025	232	-6.8%

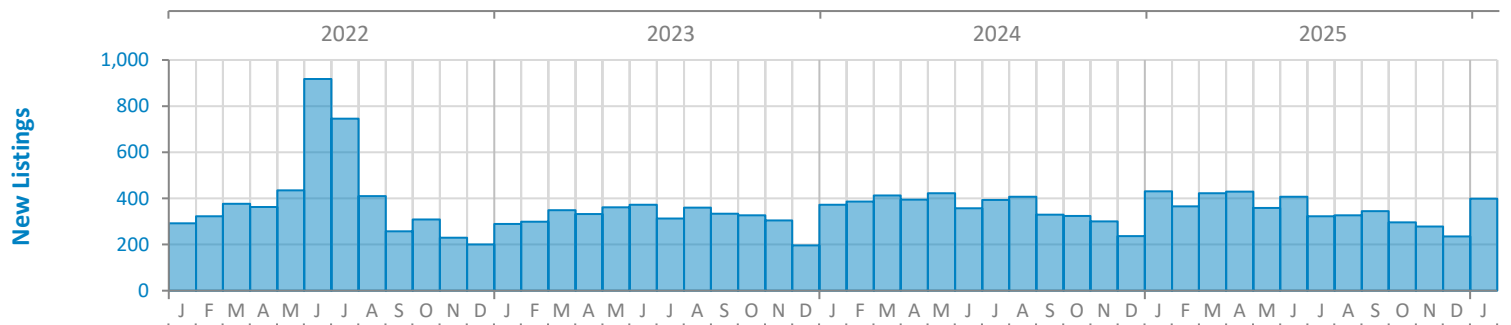


New Listings

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	399	-7.4%
January 2026	399	-7.4%
December 2025	235	-0.4%
November 2025	278	-7.6%
October 2025	296	-8.6%
September 2025	345	4.5%
August 2025	327	-19.7%
July 2025	323	-17.8%
June 2025	407	14.0%
May 2025	358	-15.4%
April 2025	430	8.9%
March 2025	423	2.7%
February 2025	366	-5.2%
January 2025	431	15.5%



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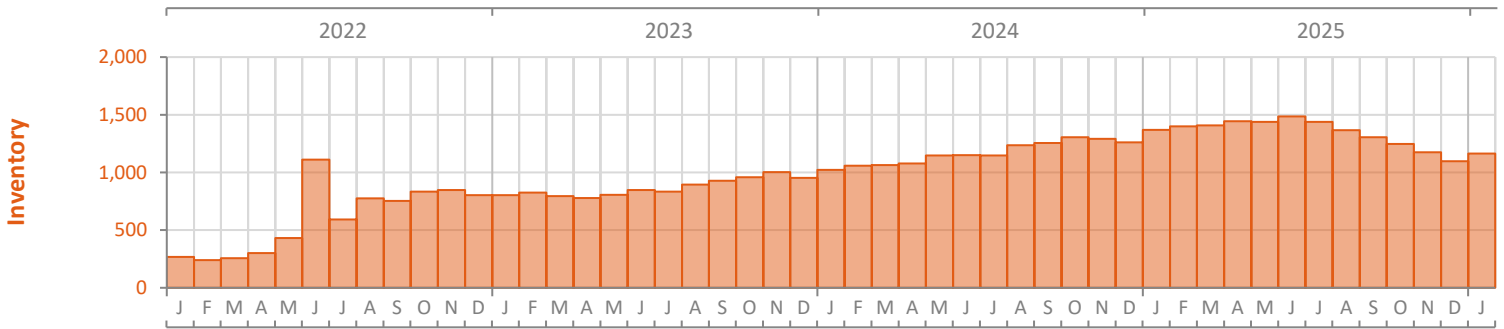


Inventory (Active Listings)

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)	1,163	-15.0%
January 2026	1,163	-15.0%
December 2025	1,096	-13.2%
November 2025	1,176	-8.9%
October 2025	1,246	-4.4%
September 2025	1,304	3.9%
August 2025	1,365	10.4%
July 2025	1,438	25.3%
June 2025	1,485	29.2%
May 2025	1,439	25.6%
April 2025	1,444	34.0%
March 2025	1,409	32.4%
February 2025	1,401	32.3%
January 2025	1,368	33.9%

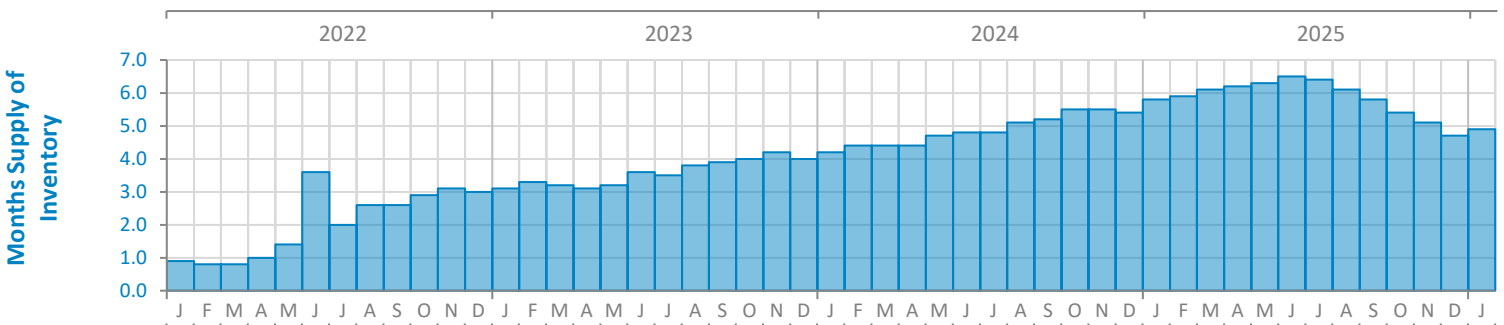


Months Supply of Inventory

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	-15.5%
January 2026	4.9	-15.5%
December 2025	4.7	-13.0%
November 2025	5.1	-7.3%
October 2025	5.4	-1.8%
September 2025	5.8	11.5%
August 2025	6.1	19.6%
July 2025	6.4	33.3%
June 2025	6.5	35.4%
May 2025	6.3	34.0%
April 2025	6.2	40.9%
March 2025	6.1	38.6%
February 2025	5.9	34.1%
January 2025	5.8	38.1%



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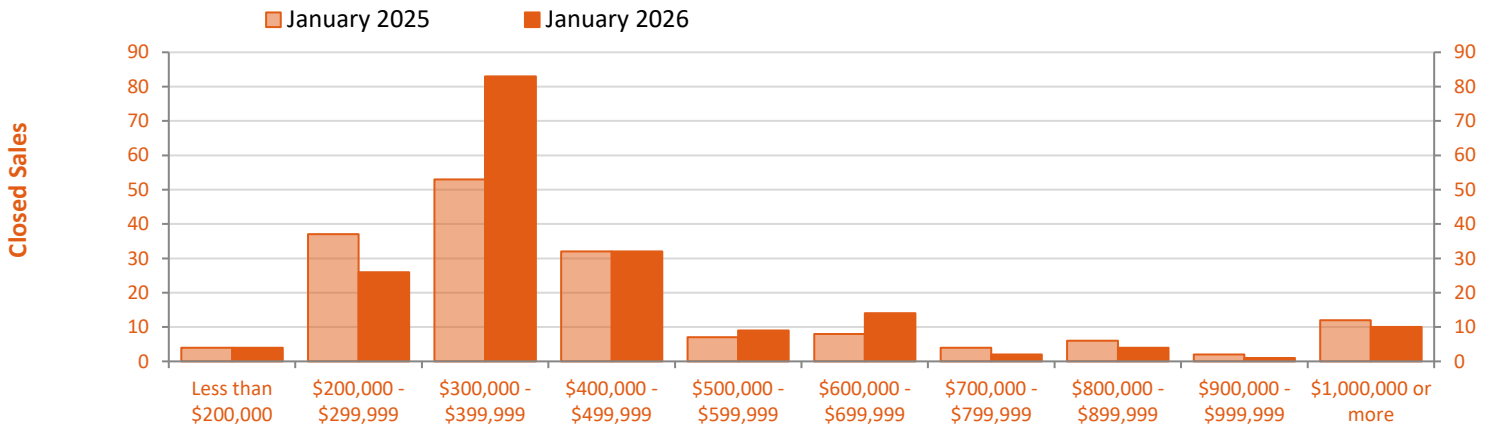


Closed Sales by Sale Price

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.

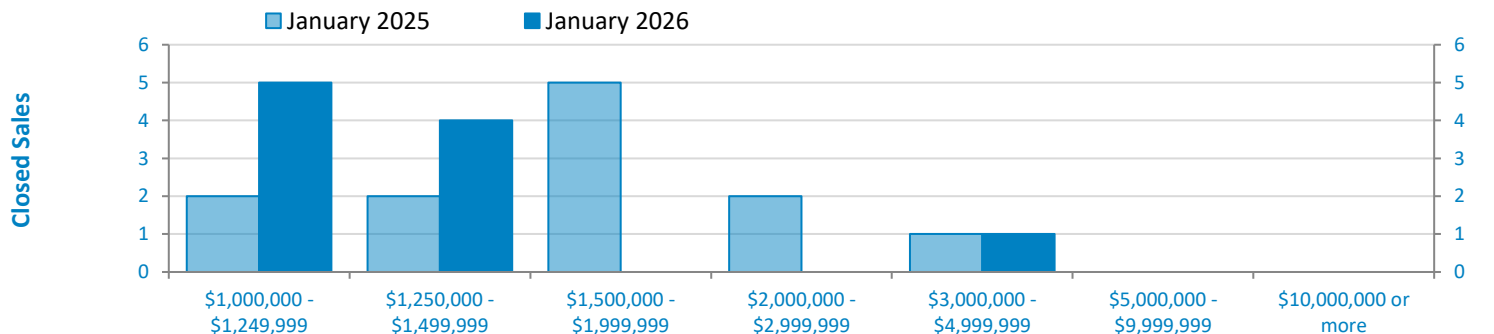
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	4	0.0%
\$200,000 - \$299,999	26	-29.7%
\$300,000 - \$399,999	83	56.6%
\$400,000 - \$499,999	32	0.0%
\$500,000 - \$599,999	9	28.6%
\$600,000 - \$699,999	14	75.0%
\$700,000 - \$799,999	2	-50.0%
\$800,000 - \$899,999	4	-33.3%
\$900,000 - \$999,999	1	-50.0%
\$1,000,000 or more	10	-16.7%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	5	150.0%
\$1,250,000 - \$1,499,999	4	100.0%
\$1,500,000 - \$1,999,999	0	-100.0%
\$2,000,000 - \$2,999,999	0	-100.0%
\$3,000,000 - \$4,999,999	1	0.0%
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



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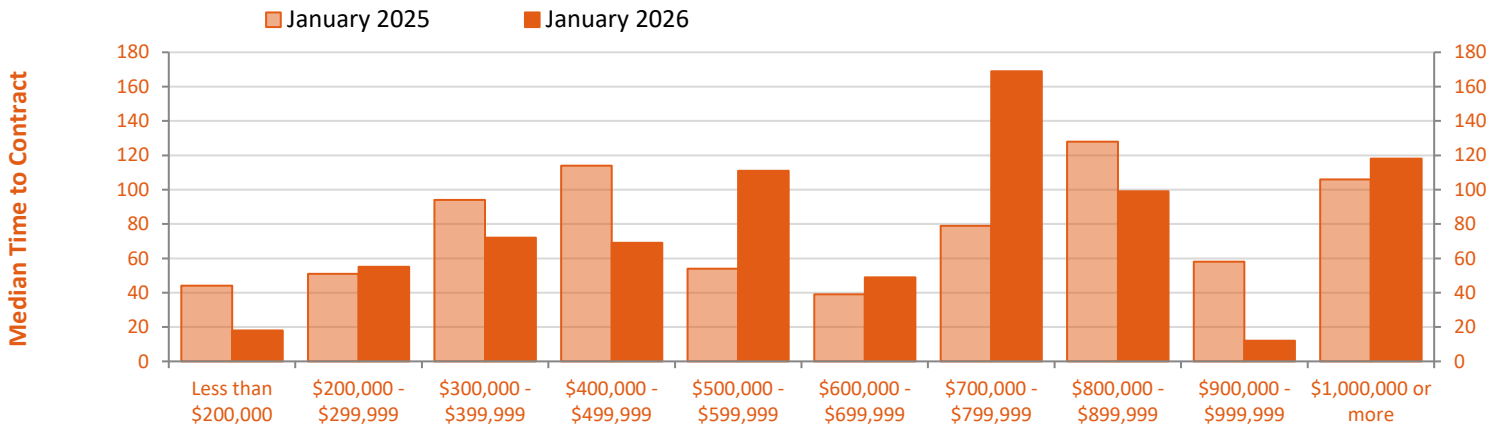


Median Time to Contract by Sale Price

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.

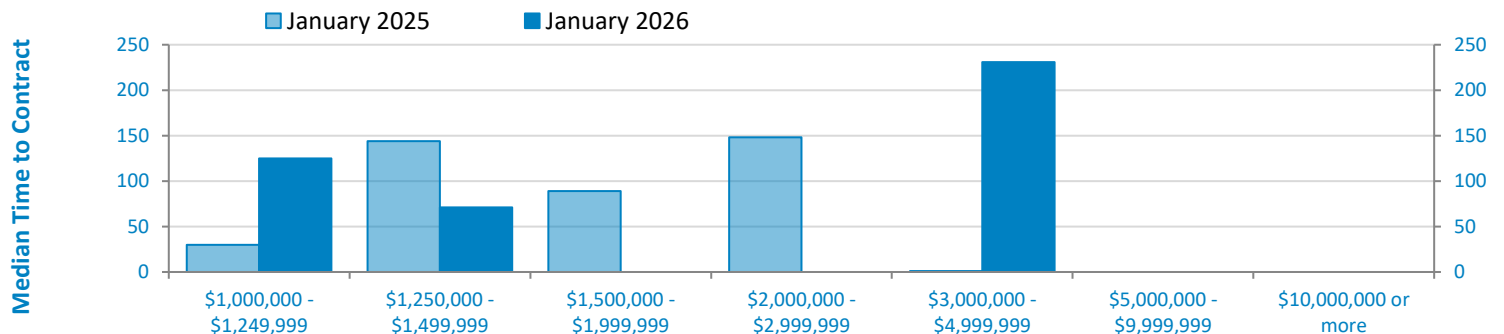
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	18 Days	-59.1%
\$200,000 - \$299,999	55 Days	7.8%
\$300,000 - \$399,999	72 Days	-23.4%
\$400,000 - \$499,999	69 Days	-39.5%
\$500,000 - \$599,999	111 Days	105.6%
\$600,000 - \$699,999	49 Days	25.6%
\$700,000 - \$799,999	169 Days	113.9%
\$800,000 - \$899,999	99 Days	-22.7%
\$900,000 - \$999,999	12 Days	-79.3%
\$1,000,000 or more	118 Days	11.3%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	125 Days	316.7%
\$1,250,000 - \$1,499,999	71 Days	-50.7%
\$1,500,000 - \$1,999,999	(No Sales)	N/A
\$2,000,000 - \$2,999,999	(No Sales)	N/A
\$3,000,000 - \$4,999,999	231 Days	23000.0%
\$5,000,000 - \$9,999,999	(No Sales)	N/A
\$10,000,000 or more	(No Sales)	N/A



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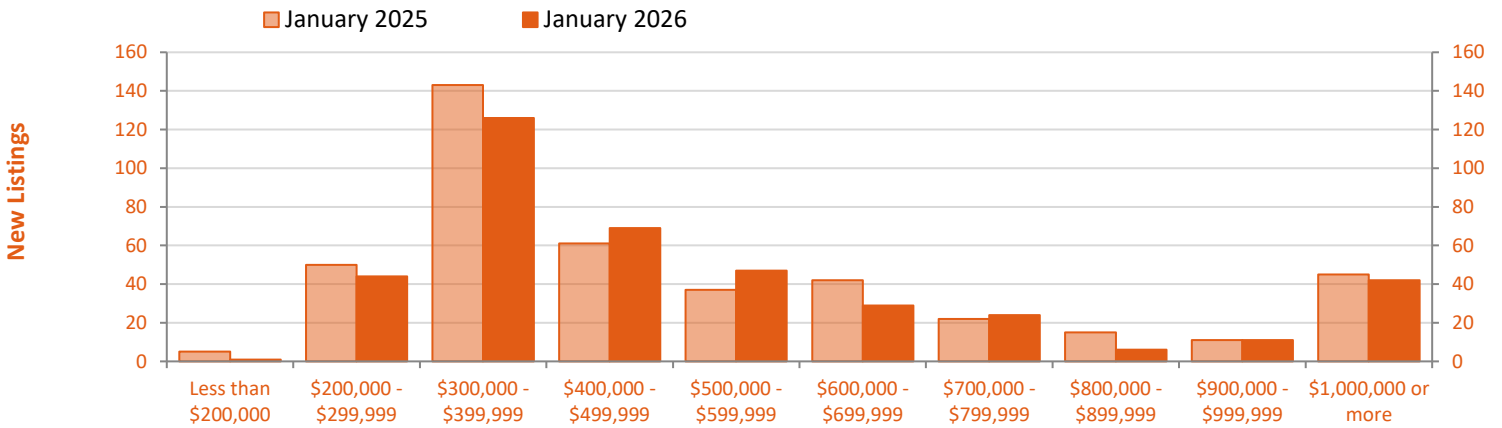


New Listings by Initial Listing Price

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.

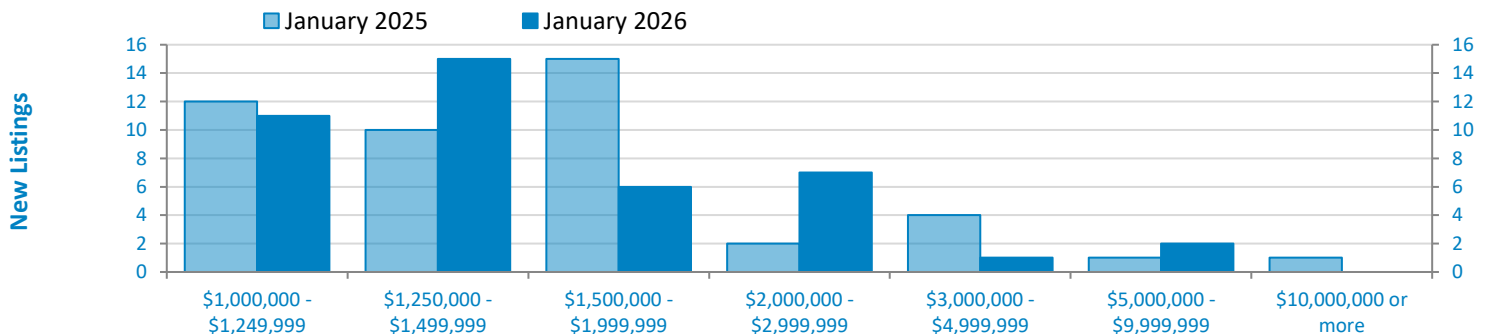
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	1	-80.0%
\$200,000 - \$299,999	44	-12.0%
\$300,000 - \$399,999	126	-11.9%
\$400,000 - \$499,999	69	13.1%
\$500,000 - \$599,999	47	27.0%
\$600,000 - \$699,999	29	-31.0%
\$700,000 - \$799,999	24	9.1%
\$800,000 - \$899,999	6	-60.0%
\$900,000 - \$999,999	11	0.0%
\$1,000,000 or more	42	-6.7%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	11	-8.3%
\$1,250,000 - \$1,499,999	15	50.0%
\$1,500,000 - \$1,999,999	6	-60.0%
\$2,000,000 - \$2,999,999	7	250.0%
\$3,000,000 - \$4,999,999	1	-75.0%
\$5,000,000 - \$9,999,999	2	100.0%
\$10,000,000 or more	0	-100.0%



Monthly Market Detail - January 2026

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.

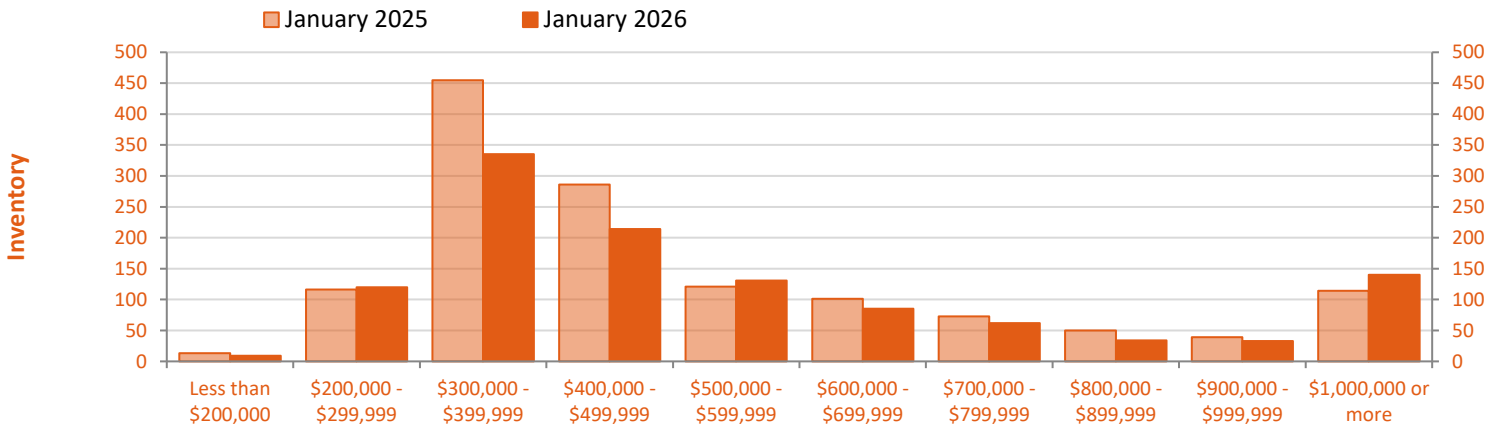


Inventory by Current Listing Price

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.

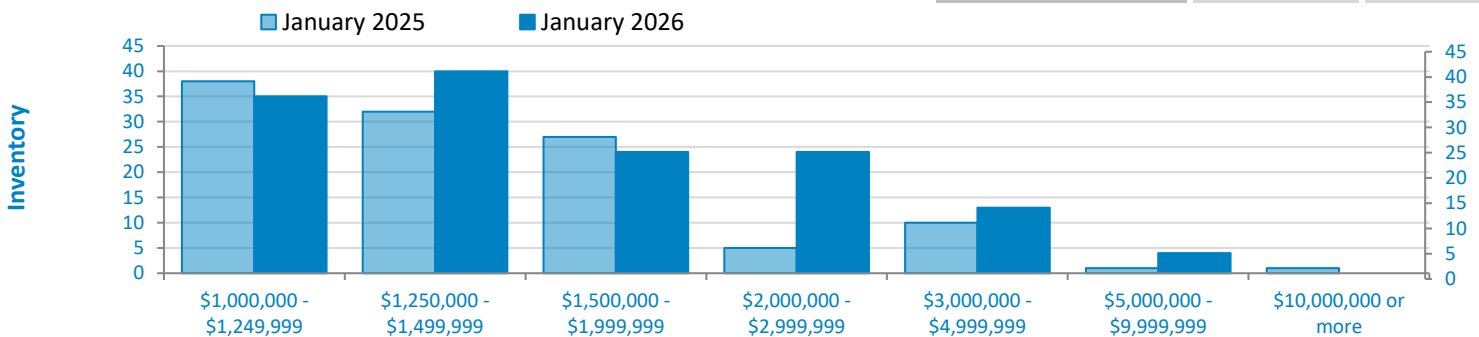
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	9	-30.8%
\$200,000 - \$299,999	120	3.4%
\$300,000 - \$399,999	335	-26.4%
\$400,000 - \$499,999	214	-25.2%
\$500,000 - \$599,999	131	8.3%
\$600,000 - \$699,999	85	-15.8%
\$700,000 - \$799,999	62	-15.1%
\$800,000 - \$899,999	34	-32.0%
\$900,000 - \$999,999	33	-15.4%
\$1,000,000 or more	140	22.8%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	35	-7.9%
\$1,250,000 - \$1,499,999	40	25.0%
\$1,500,000 - \$1,999,999	24	-11.1%
\$2,000,000 - \$2,999,999	24	380.0%
\$3,000,000 - \$4,999,999	13	30.0%
\$5,000,000 - \$9,999,999	4	300.0%
\$10,000,000 or more	0	-100.0%

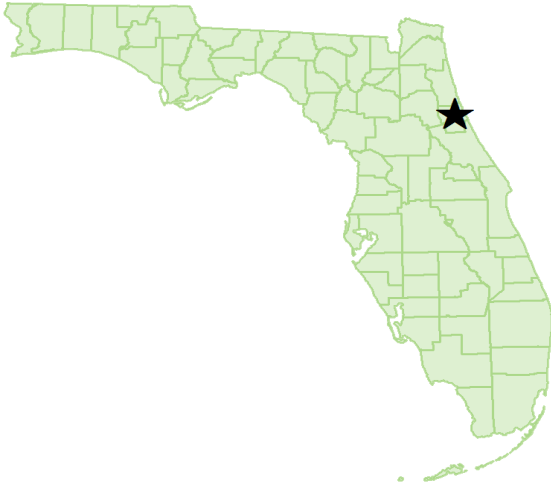


Monthly Distressed Market - January 2026

Single-Family Homes

Flagler County Association of REALTORS®

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		January 2026	January 2025	Percent Change Year-over-Year
Traditional	Closed Sales	183	163	12.3%
	Median Sale Price	\$375,000	\$380,000	-1.3%
Foreclosure/REO	Closed Sales	2	1	100.0%
	Median Sale Price	\$431,000	\$732,000	-41.1%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$850,000	N/A

