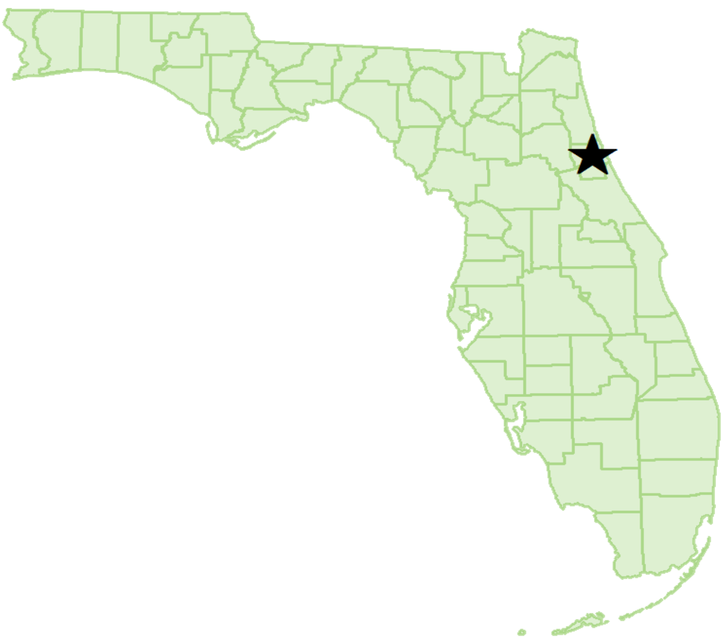
Monthly Market Detail - June 2026

Townhouses and Condos

Flagler County Association of REALTORS®

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



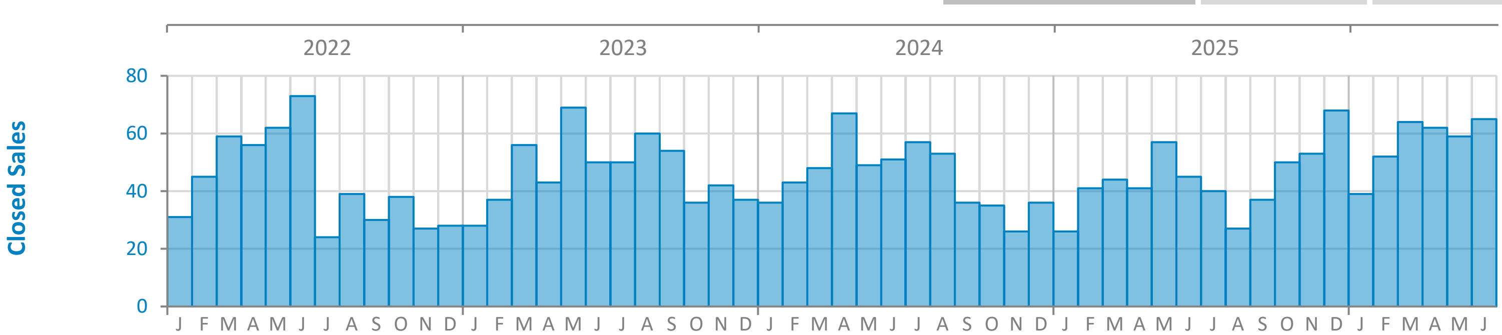
Summary Statistics	June 2026	June 2025	Percent Change Year-over-Year
Closed Sales	65	45	44.4%
Paid in Cash	39	27	44.4%
Median Sale Price	$274,000	$355,000	-22.8%
Average Sale Price	$345,866	$450,890	-23.3%
Dollar Volume	$22.5 Million	$20.3 Million	10.8%
Median Percent of Original List Price Received	95.2%	94.7%	0.5%
Median Time to Contract	76 Days	71 Days	7.0%
Median Time to Sale	110 Days	101 Days	8.9%
New Pending Sales	61	40	52.5%
New Listings	100	103	-2.9%
Pending Inventory	71	40	77.5%
Inventory (Active Listings)	425	481	-11.6%
Months Supply of Inventory	8.3	11.6	-28.4%

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	341	34.3%
June 2026	**65**	**44.4%**
May 2026	59	3.5%
April 2026	62	51.2%
March 2026	64	45.5%
February 2026	52	26.8%
January 2026	39	50.0%
December 2025	68	88.9%
November 2025	53	103.8%
October 2025	50	42.9%
September 2025	37	2.8%
August 2025	27	-49.1%
July 2025	40	-29.8%
June 2025	45	-11.8%



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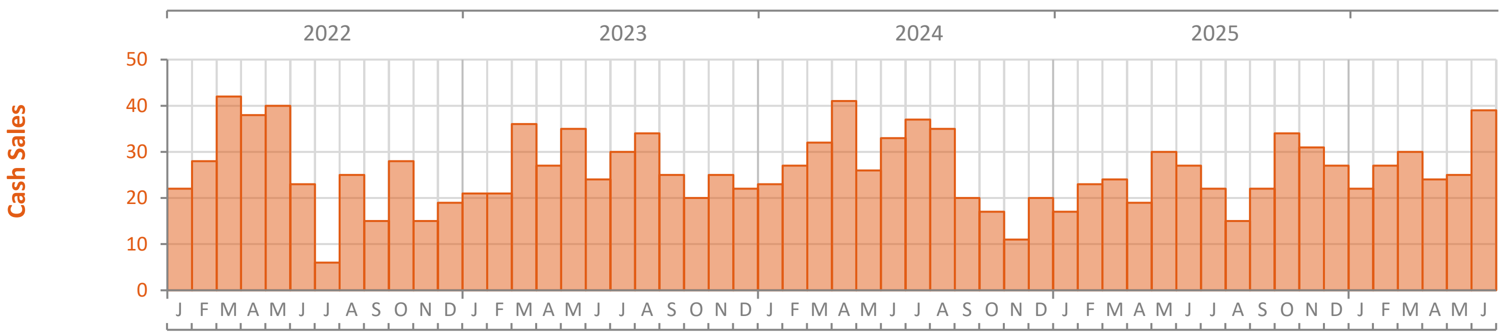
Cash Sales

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	167	19.3%
June 2026	**39**	**44.4%**
May 2026	25	-16.7%
April 2026	24	26.3%
March 2026	30	25.0%
February 2026	27	17.4%
January 2026	22	29.4%
December 2025	27	35.0%
November 2025	31	181.8%
October 2025	34	100.0%
September 2025	22	10.0%
August 2025	15	-57.1%
July 2025	22	-40.5%
June 2025	27	-18.2%

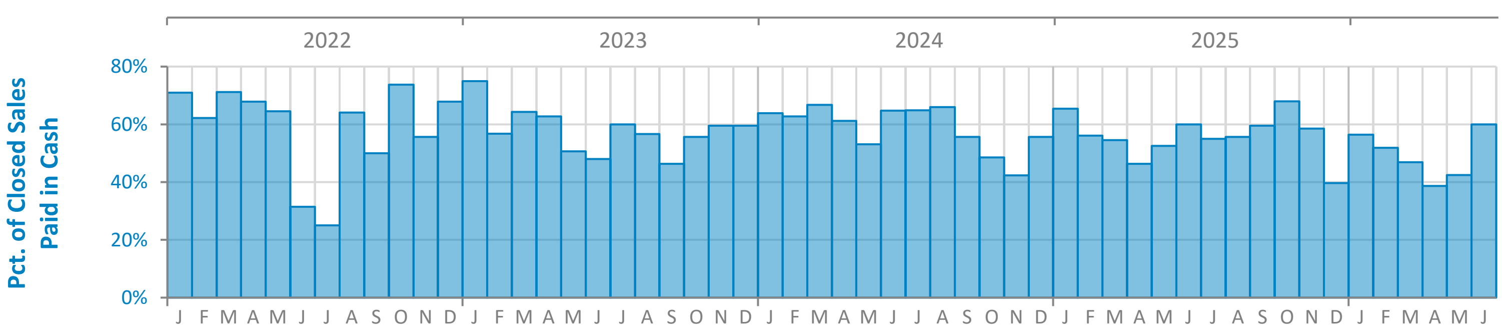


Cash Sales as a Percentage of Closed Sales

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	49.0%	-11.1%
June 2026	**60.0%**	**0.0%**
May 2026	42.4%	-19.4%
April 2026	38.7%	-16.4%
March 2026	46.9%	-13.9%
February 2026	51.9%	-7.5%
January 2026	56.4%	-13.8%
December 2025	39.7%	-28.6%
November 2025	58.5%	38.3%
October 2025	68.0%	39.9%
September 2025	59.5%	7.0%
August 2025	55.6%	-15.8%
July 2025	55.0%	-15.3%
June 2025	60.0%	-7.3%



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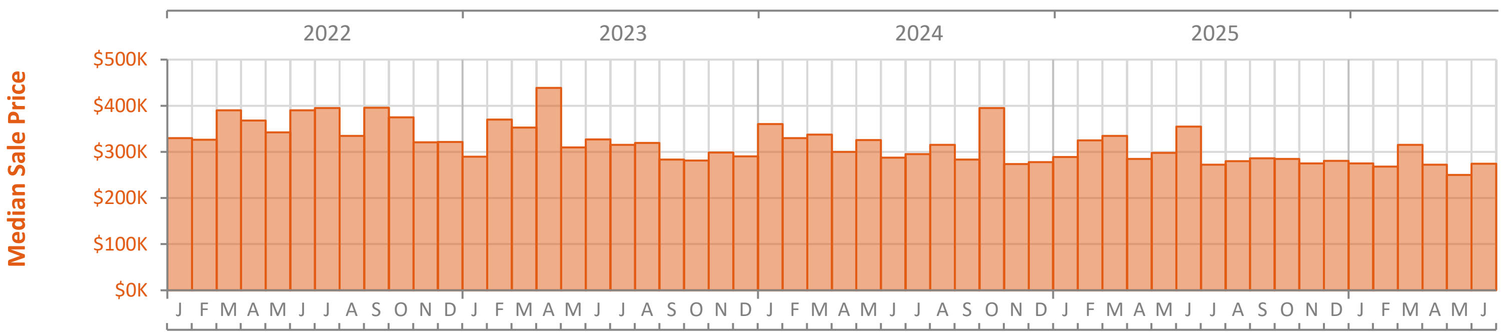
Median Sale Price

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	$270,000	-14.3%
June 2026	**$274,000**	**-22.8%**
May 2026	$250,250	-16.0%
April 2026	$271,995	-4.6%
March 2026	$315,000	-6.0%
February 2026	$268,000	-17.5%
January 2026	$274,990	-4.8%
December 2025	$280,495	0.9%
November 2025	$275,000	0.5%
October 2025	$285,000	-27.8%
September 2025	$286,000	0.9%
August 2025	$280,000	-11.1%
July 2025	$272,500	-7.6%
June 2025	$355,000	23.5%

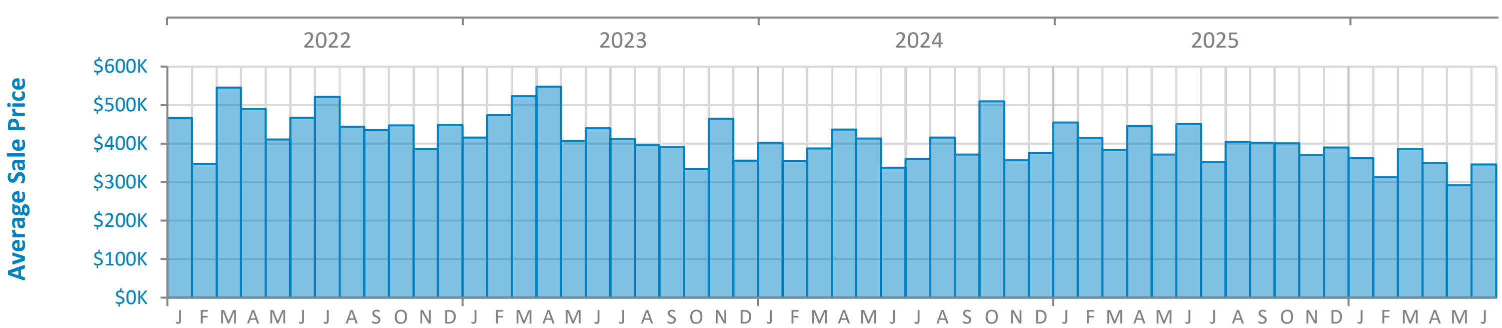


Average Sale Price

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	$341,549	-17.7%
June 2026	**$345,866**	**-23.3%**
May 2026	$291,331	-21.6%
April 2026	$350,199	-21.5%
March 2026	$385,683	0.5%
February 2026	$312,731	-24.6%
January 2026	$362,576	-20.2%
December 2025	$389,701	3.8%
November 2025	$370,693	3.9%
October 2025	$401,109	-21.3%
September 2025	$402,604	8.4%
August 2025	$404,648	-2.6%
July 2025	$352,222	-2.4%
June 2025	$450,890	33.5%



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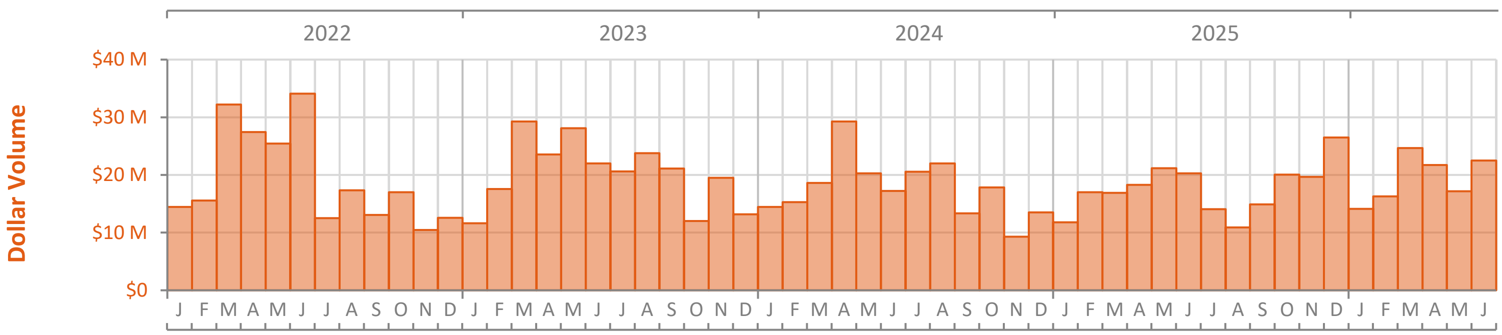
Dollar Volume

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	$116.5 Million	10.4%
June 2026	**$22.5 Million**	**10.8%**
May 2026	$17.2 Million	-18.8%
April 2026	$21.7 Million	18.7%
March 2026	$24.7 Million	46.2%
February 2026	$16.3 Million	-4.4%
January 2026	$14.1 Million	19.7%
December 2025	$26.5 Million	96.1%
November 2025	$19.6 Million	111.8%
October 2025	$20.1 Million	12.5%
September 2025	$14.9 Million	11.4%
August 2025	$10.9 Million	-50.4%
July 2025	$14.1 Million	-31.5%
June 2025	$20.3 Million	17.8%

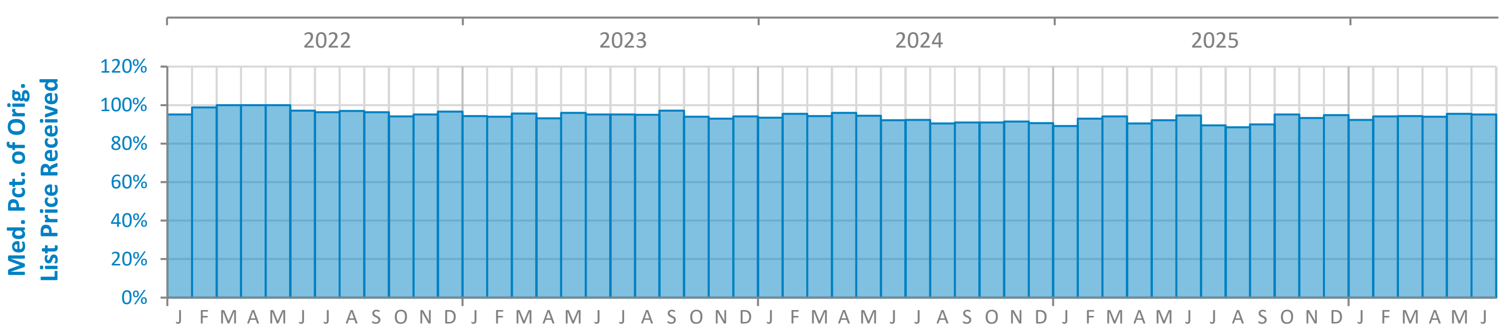


Median Percent of Original List Price Received

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	94.3%	1.8%
June 2026	**95.2%**	**0.5%**
May 2026	95.4%	3.6%
April 2026	93.9%	3.8%
March 2026	94.3%	0.1%
February 2026	94.1%	1.3%
January 2026	92.3%	3.6%
December 2025	94.8%	4.6%
November 2025	93.3%	2.0%
October 2025	95.1%	4.6%
September 2025	90.0%	-1.0%
August 2025	88.4%	-2.2%
July 2025	89.4%	-3.1%
June 2025	94.7%	2.8%



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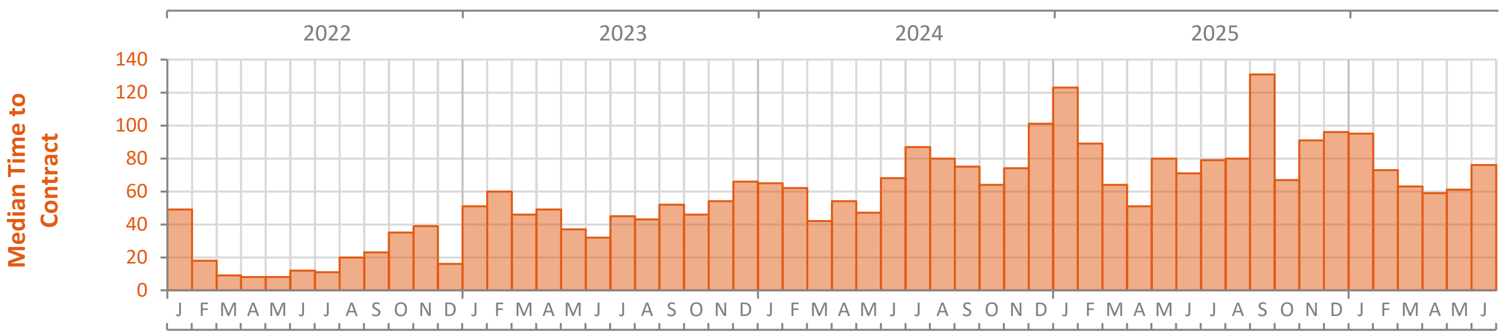
Median Time to Contract

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	67 Days	-15.2%
June 2026	**76 Days**	**7.0%**
May 2026	61 Days	-23.8%
April 2026	59 Days	15.7%
March 2026	63 Days	-1.6%
February 2026	73 Days	-18.0%
January 2026	95 Days	-22.8%
December 2025	96 Days	-5.0%
November 2025	91 Days	23.0%
October 2025	67 Days	4.7%
September 2025	131 Days	74.7%
August 2025	80 Days	0.0%
July 2025	79 Days	-9.2%
June 2025	71 Days	4.4%

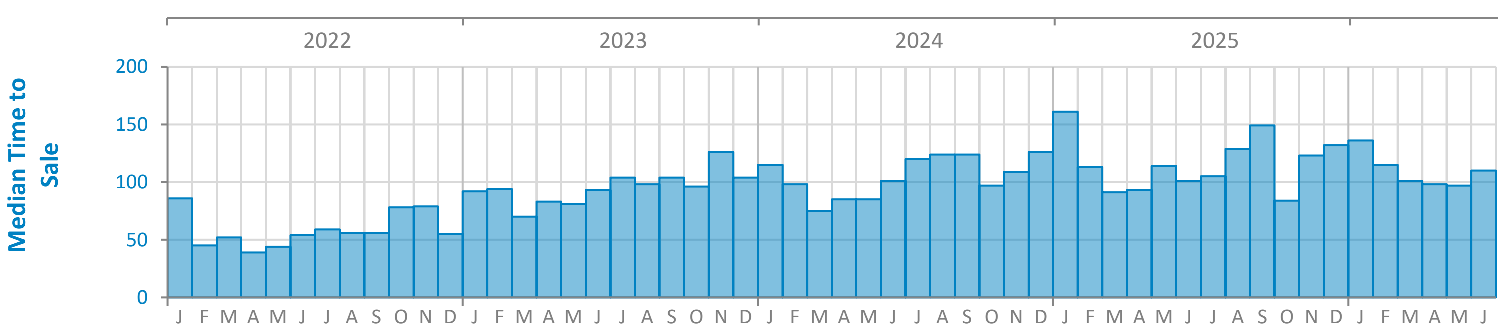


Median Time to Sale

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	104 Days	-8.0%
June 2026	**110 Days**	**8.9%**
May 2026	97 Days	-14.9%
April 2026	98 Days	5.4%
March 2026	101 Days	11.0%
February 2026	115 Days	1.8%
January 2026	136 Days	-15.5%
December 2025	132 Days	4.8%
November 2025	123 Days	12.8%
October 2025	84 Days	-13.4%
September 2025	149 Days	20.2%
August 2025	129 Days	4.0%
July 2025	105 Days	-12.5%
June 2025	101 Days	0.0%



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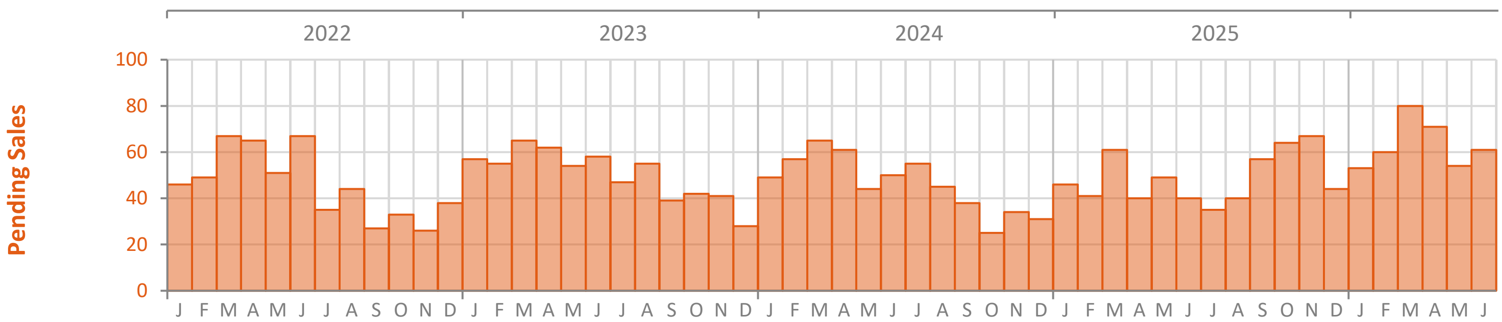
New Pending Sales

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	379	36.8%
June 2026	**61**	**52.5%**
May 2026	54	10.2%
April 2026	71	77.5%
March 2026	80	31.1%
February 2026	60	46.3%
January 2026	53	15.2%
December 2025	44	41.9%
November 2025	67	97.1%
October 2025	64	156.0%
September 2025	57	50.0%
August 2025	40	-11.1%
July 2025	35	-36.4%
June 2025	40	-20.0%

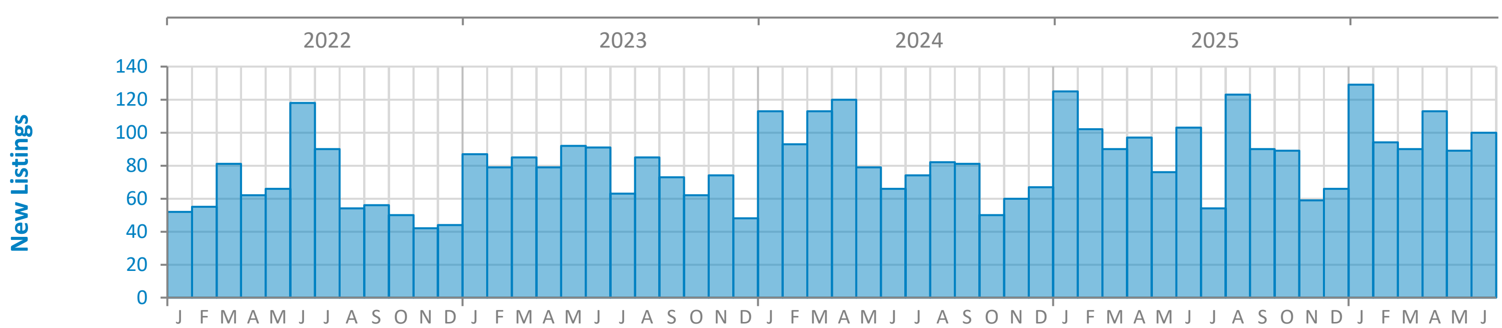


New Listings

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	615	3.7%
June 2026	**100**	**-2.9%**
May 2026	89	17.1%
April 2026	113	16.5%
March 2026	90	0.0%
February 2026	94	-7.8%
January 2026	129	3.2%
December 2025	66	-1.5%
November 2025	59	-1.7%
October 2025	89	78.0%
September 2025	90	11.1%
August 2025	123	50.0%
July 2025	54	-27.0%
June 2025	103	56.1%



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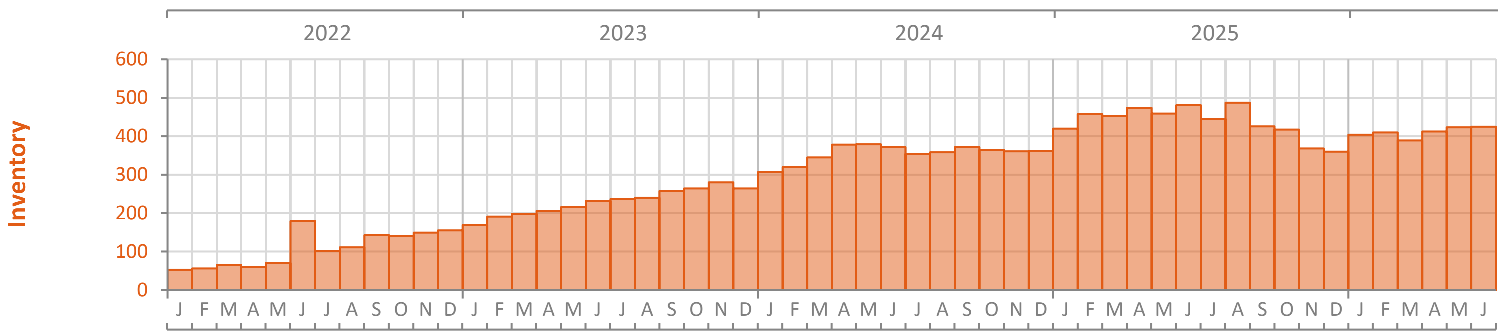
Inventory (Active Listings)

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)	411	-10.2%
June 2026	**425**	**-11.6%**
May 2026	423	-7.8%
April 2026	412	-13.1%
March 2026	389	-14.1%
February 2026	410	-10.3%
January 2026	404	-3.8%
December 2025	360	-0.6%
November 2025	368	1.9%
October 2025	417	14.6%
September 2025	426	14.5%
August 2025	487	36.0%
July 2025	445	25.7%
June 2025	481	29.3%

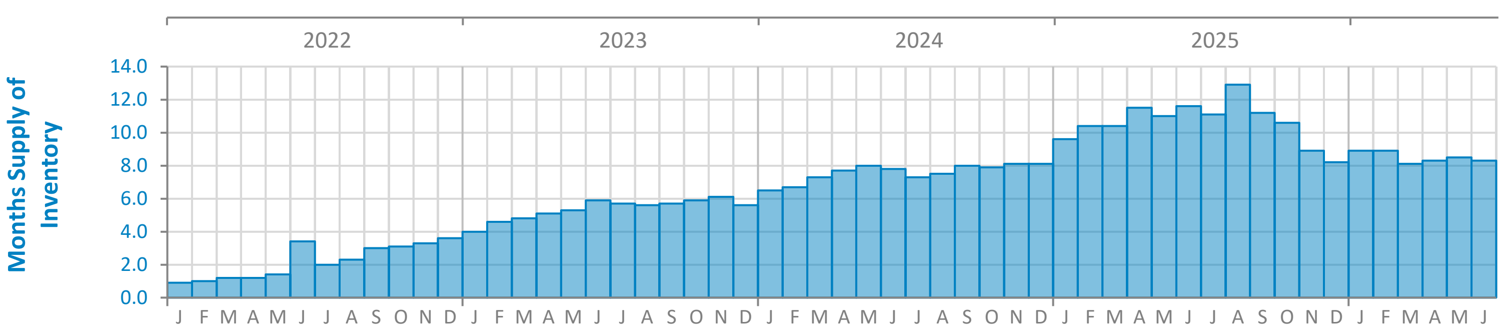


Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	8.5	-21.3%
June 2026	**8.3**	**-28.4%**
May 2026	8.5	-22.7%
April 2026	8.3	-27.8%
March 2026	8.1	-22.1%
February 2026	8.9	-14.4%
January 2026	8.9	-7.3%
December 2025	8.2	1.2%
November 2025	8.9	9.9%
October 2025	10.6	34.2%
September 2025	11.2	40.0%
August 2025	12.9	72.0%
July 2025	11.1	52.1%
June 2025	11.6	48.7%



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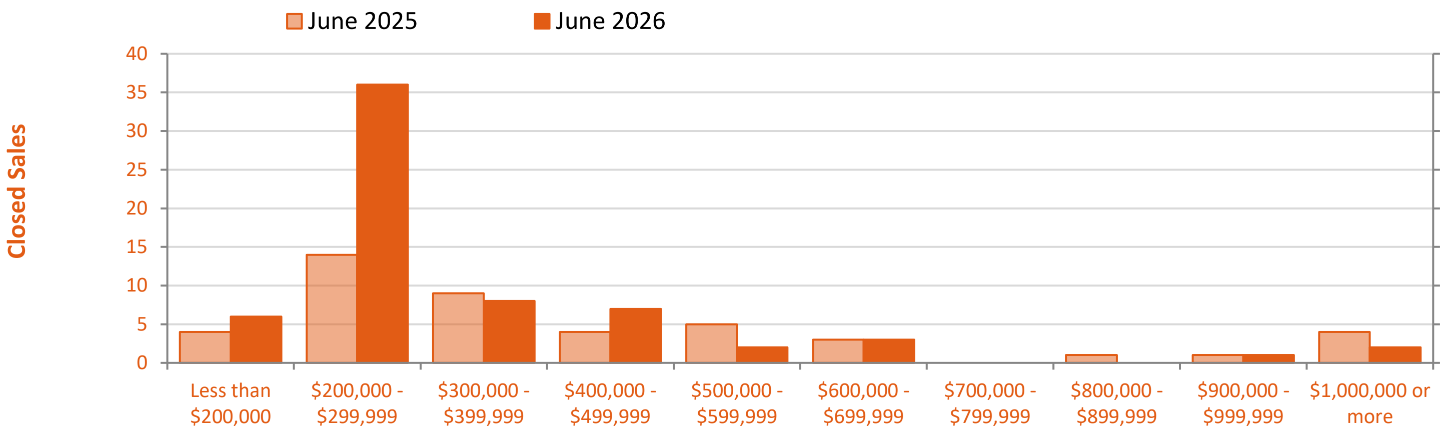
Closed Sales by Sale Price

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.

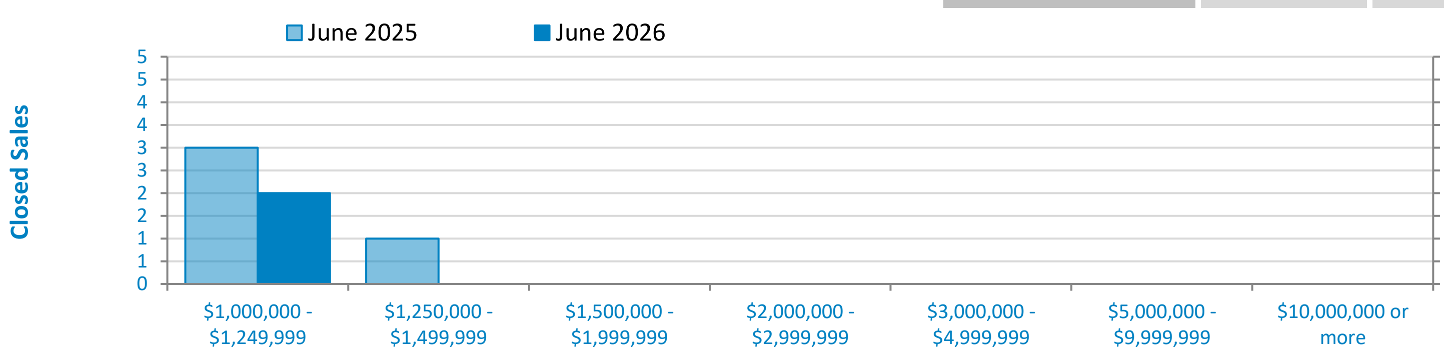
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $200,000	6	50.0%
$200,000 - $299,999	36	157.1%
$300,000 - $399,999	8	-11.1%
$400,000 - $499,999	7	75.0%
$500,000 - $599,999	2	-60.0%
$600,000 - $699,999	3	0.0%
$700,000 - $799,999	0	N/A
$800,000 - $899,999	0	-100.0%
$900,000 - $999,999	1	0.0%
$1,000,000 or more	2	-50.0%



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	2	-33.3%
$1,250,000 - $1,499,999	0	-100.0%
$1,500,000 - $1,999,999	0	N/A
$2,000,000 - $2,999,999	0	N/A
$3,000,000 - $4,999,999	0	N/A
$5,000,000 - $9,999,999	0	N/A
$10,000,000 or more	0	N/A



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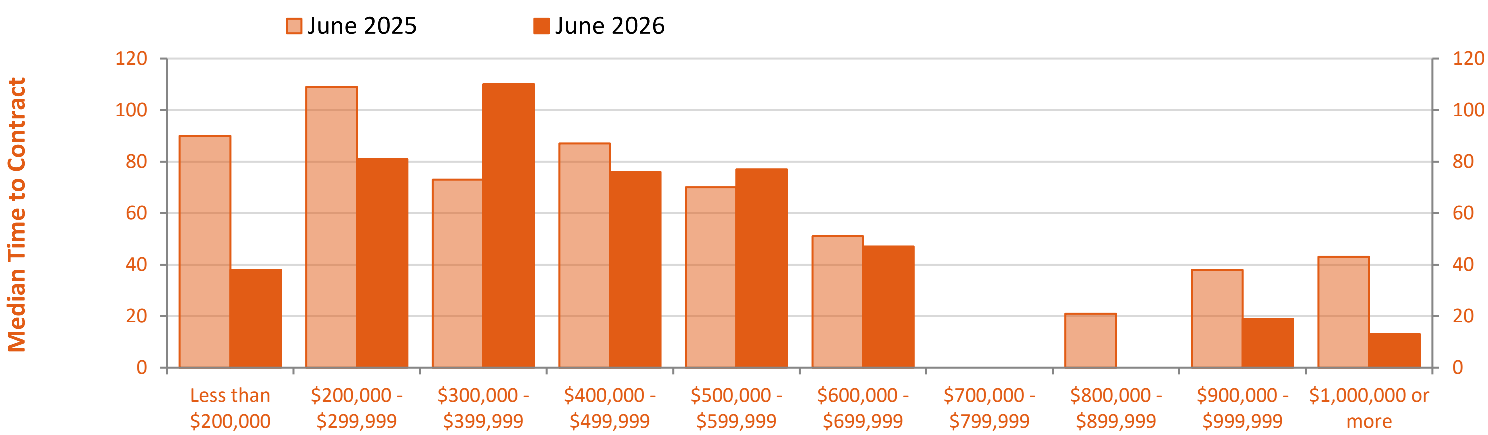
Median Time to Contract by Sale Price

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.

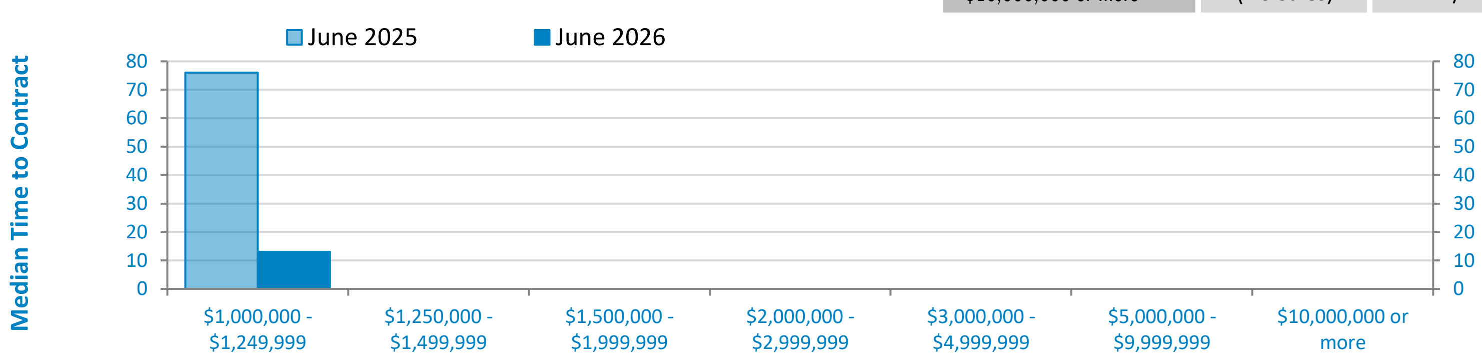
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $200,000	38 Days	-57.8%
$200,000 - $299,999	81 Days	-25.7%
$300,000 - $399,999	110 Days	50.7%
$400,000 - $499,999	76 Days	-12.6%
$500,000 - $599,999	77 Days	10.0%
$600,000 - $699,999	47 Days	-7.8%
$700,000 - $799,999	(No Sales)	N/A
$800,000 - $899,999	(No Sales)	N/A
$900,000 - $999,999	19 Days	-50.0%
$1,000,000 or more	13 Days	-69.8%



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	13 Days	-82.9%
$1,250,000 - $1,499,999	(No Sales)	N/A
$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	(No Sales)	N/A
$5,000,000 - $9,999,999	(No Sales)	N/A
$10,000,000 or more	(No Sales)	N/A



Monthly Market Detail - June 2026

Townhouses and Condos

Flagler County Association of REALTORS®

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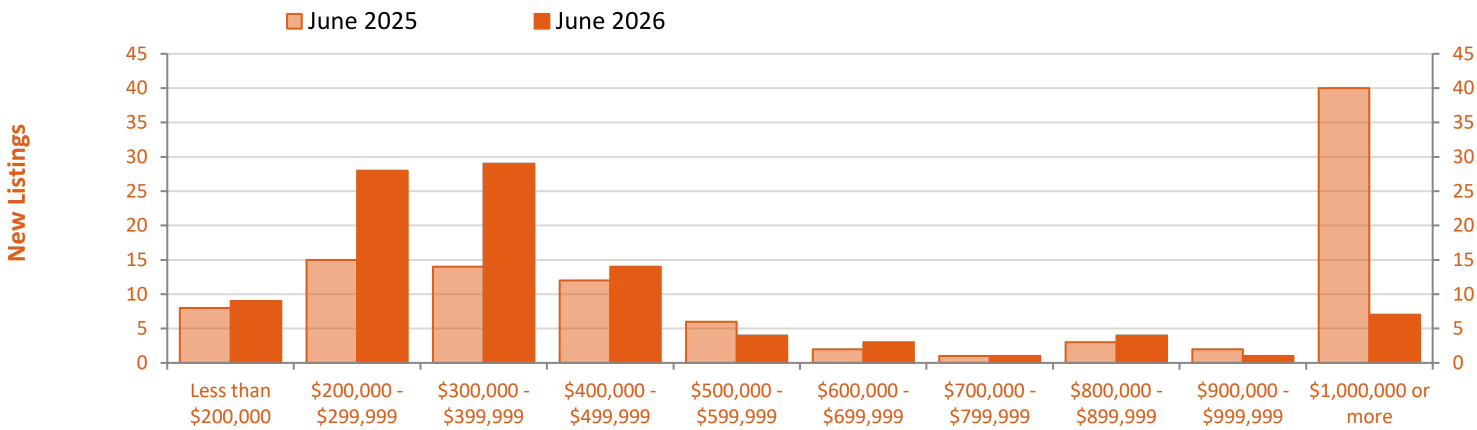
New Listings by Initial Listing Price

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.

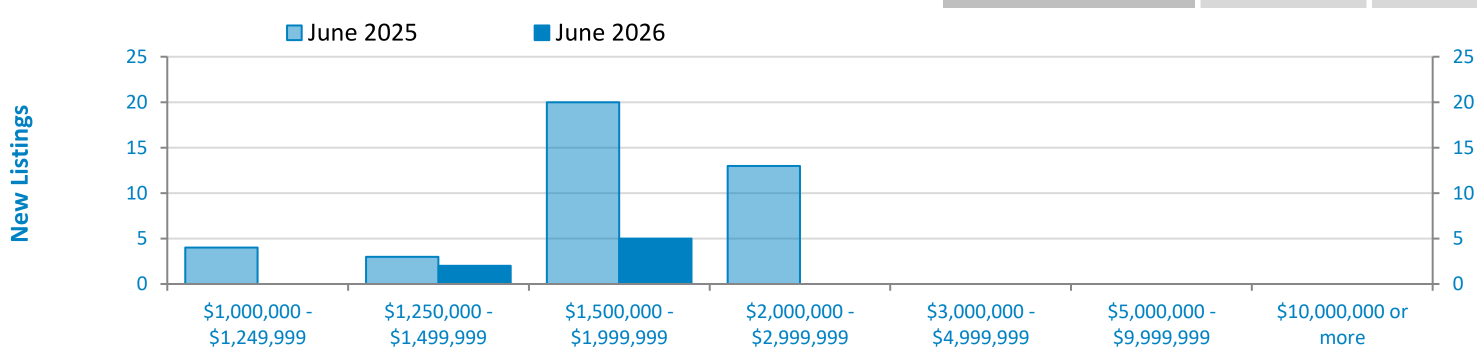
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $200,000	9	12.5%
$200,000 - $299,999	28	86.7%
$300,000 - $399,999	29	107.1%
$400,000 - $499,999	14	16.7%
$500,000 - $599,999	4	-33.3%
$600,000 - $699,999	3	50.0%
$700,000 - $799,999	1	0.0%
$800,000 - $899,999	4	33.3%
$900,000 - $999,999	1	-50.0%
$1,000,000 or more	7	-82.5%



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	0	-100.0%
$1,250,000 - $1,499,999	2	-33.3%
$1,500,000 - $1,999,999	5	-75.0%
$2,000,000 - $2,999,999	0	-100.0%
$3,000,000 - $4,999,999	0	N/A
$5,000,000 - $9,999,999	0	N/A
$10,000,000 or more	0	N/A



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Monthly Market Detail - June 2026
Townhouses and Condos
Flagler County Association of REALTORS®

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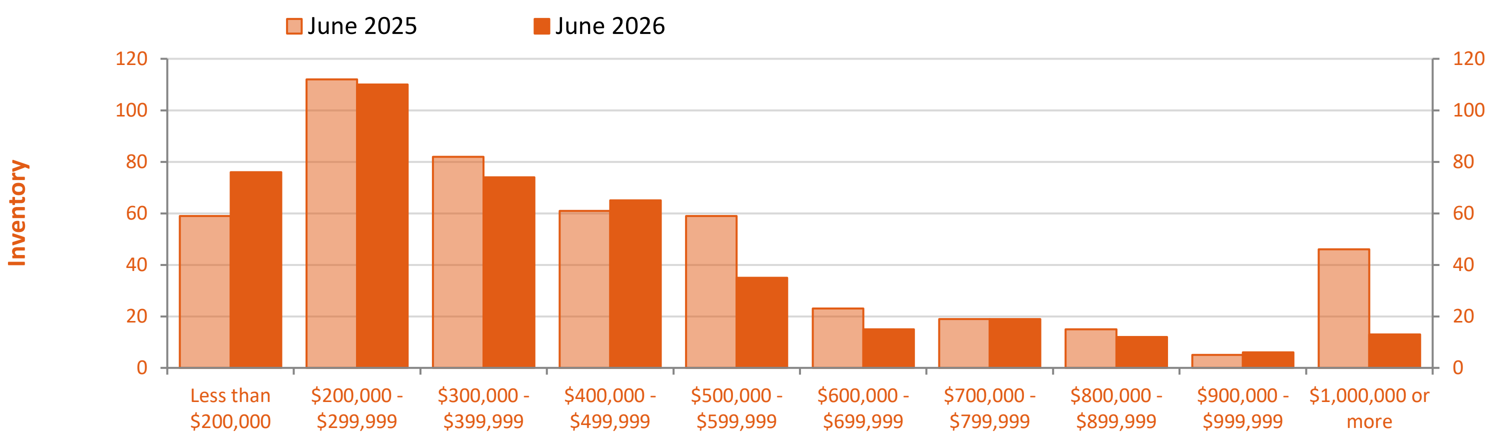
Inventory by Current Listing Price

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.

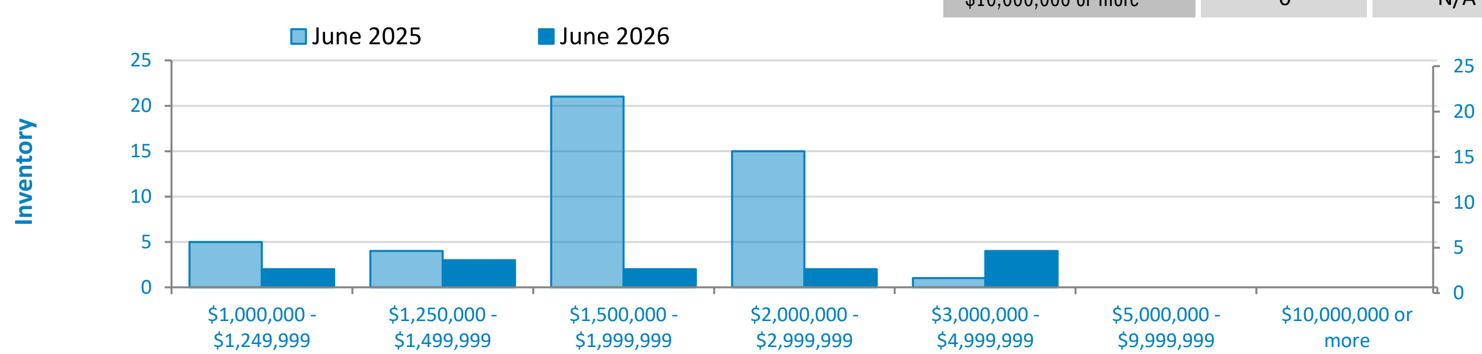
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $200,000	76	28.8%
$200,000 - $299,999	110	-1.8%
$300,000 - $399,999	74	-9.8%
$400,000 - $499,999	65	6.6%
$500,000 - $599,999	35	-40.7%
$600,000 - $699,999	15	-34.8%
$700,000 - $799,999	19	0.0%
$800,000 - $899,999	12	-20.0%
$900,000 - $999,999	6	20.0%
$1,000,000 or more	13	-71.7%



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	2	-60.0%
$1,250,000 - $1,499,999	3	-25.0%
$1,500,000 - $1,999,999	2	-90.5%
$2,000,000 - $2,999,999	2	-86.7%
$3,000,000 - $4,999,999	4	300.0%
$5,000,000 - $9,999,999	0	N/A
$10,000,000 or more	0	N/A



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Monthly Distressed Market - June 2026

Townhouses and Condos

Flagler County Association of REALTORS®

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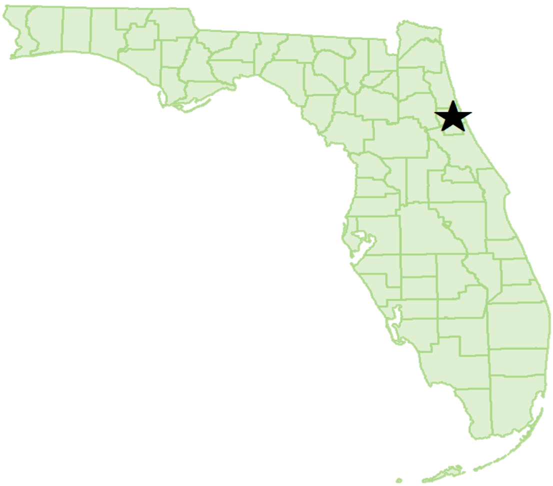
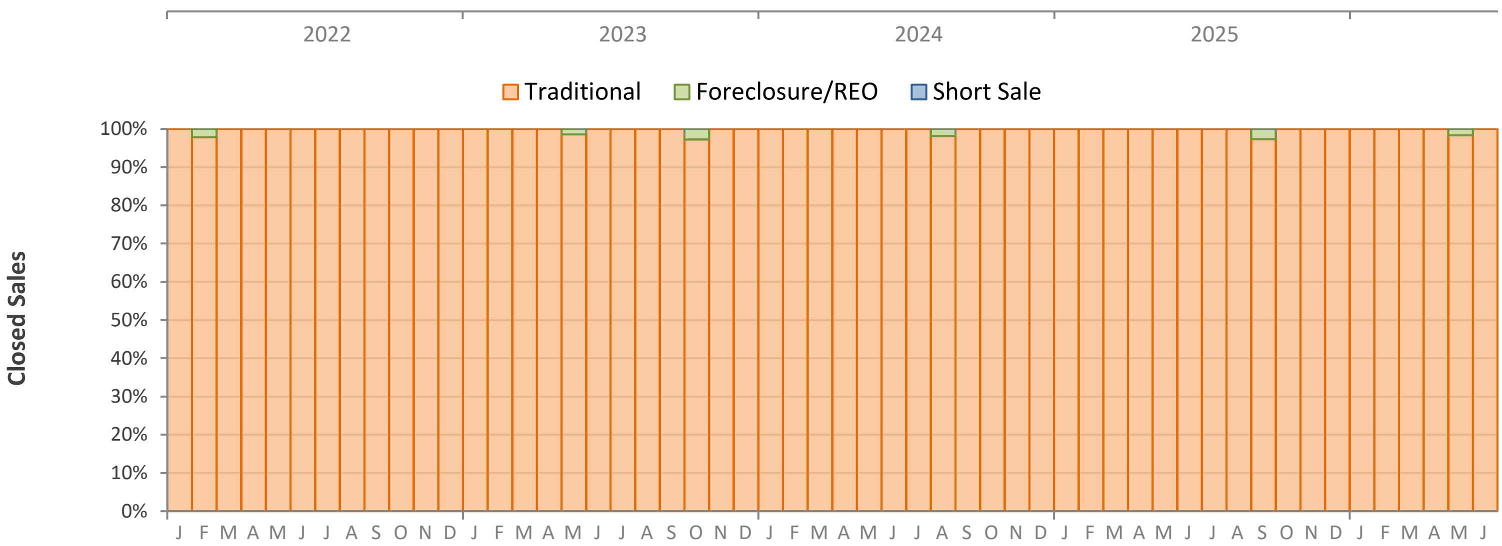
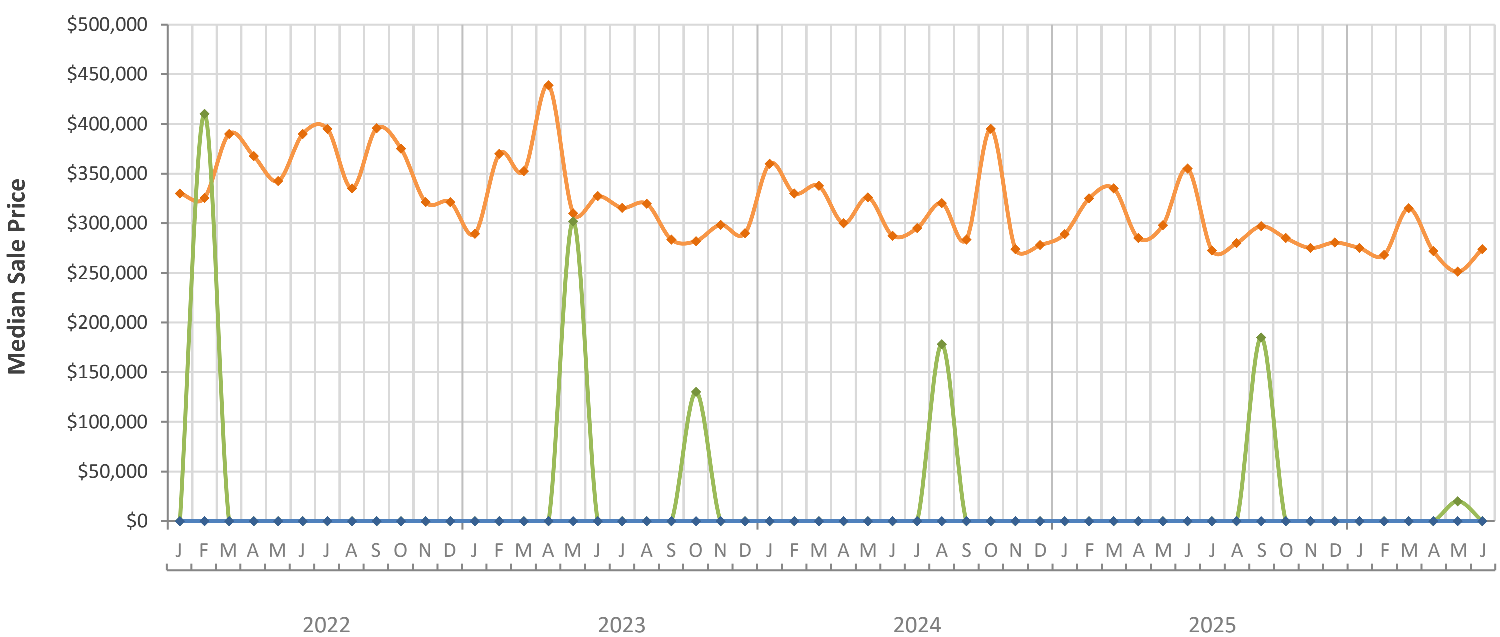


		June 2026	June 2025	Percent Change Year-over-Year
Traditional	Closed Sales	65	45	44.4%
	Median Sale Price	$274,000	$355,000	-22.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A





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