

Monthly Market Detail - September 2023

Townhouses and Condos

Lee County



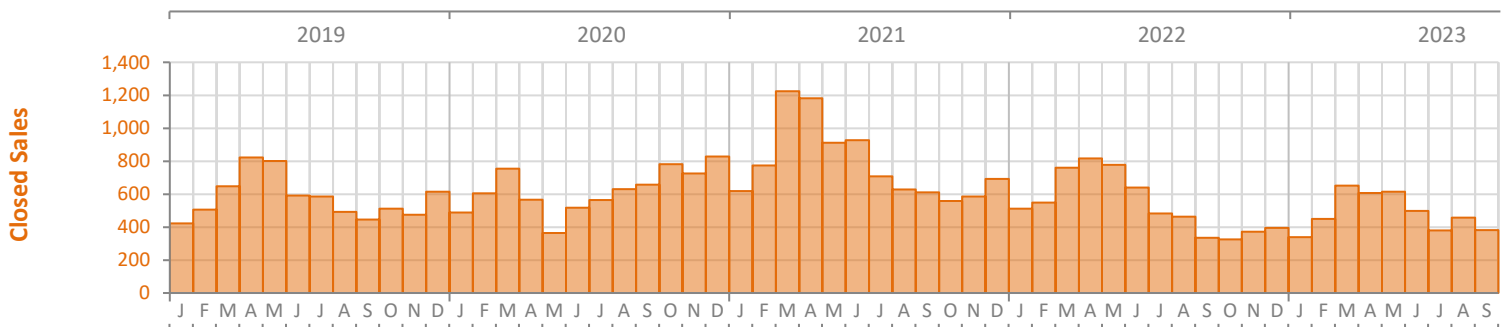
Summary Statistics	September 2023	September 2022	Percent Change Year-over-Year
Closed Sales	381	335	13.7%
Paid in Cash	231	189	22.2%
Median Sale Price	\$329,000	\$320,000	2.8%
Average Sale Price	\$407,623	\$396,266	2.9%
Dollar Volume	\$155.3 Million	\$132.7 Million	17.0%
Median Percent of Original List Price Received	95.8%	97.0%	-1.2%
Median Time to Contract	40 Days	22 Days	81.8%
Median Time to Sale	86 Days	58 Days	48.3%
New Pending Sales	381	333	14.4%
New Listings	674	380	77.4%
Pending Inventory	642	721	-11.0%
Inventory (Active Listings)	2,208	1,080	104.4%
Months Supply of Inventory	4.8	1.8	166.7%

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	4,377	-18.0%
September 2023	381	13.7%
August 2023	458	-1.3%
July 2023	379	-21.5%
June 2023	498	-22.2%
May 2023	614	-21.1%
April 2023	607	-25.7%
March 2023	652	-14.3%
February 2023	450	-18.0%
January 2023	338	-34.0%
December 2022	396	-42.9%
November 2022	371	-36.6%
October 2022	325	-41.8%
September 2022	335	-45.2%

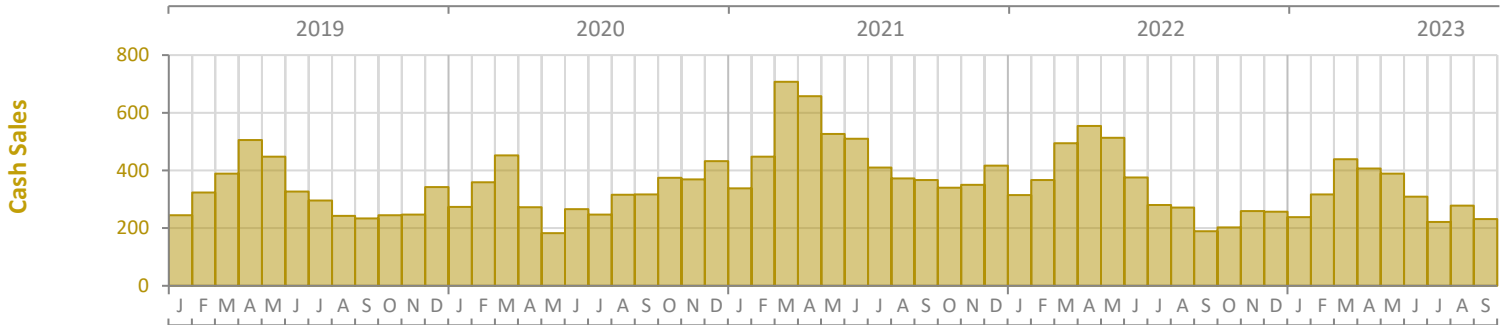


Cash Sales

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	2,829	-15.8%
September 2023	231	22.2%
August 2023	278	2.6%
July 2023	221	-21.1%
June 2023	309	-17.8%
May 2023	389	-24.2%
April 2023	407	-26.5%
March 2023	439	-11.1%
February 2023	317	-13.6%
January 2023	238	-24.4%
December 2022	257	-38.4%
November 2022	259	-26.0%
October 2022	202	-40.6%
September 2022	189	-48.5%

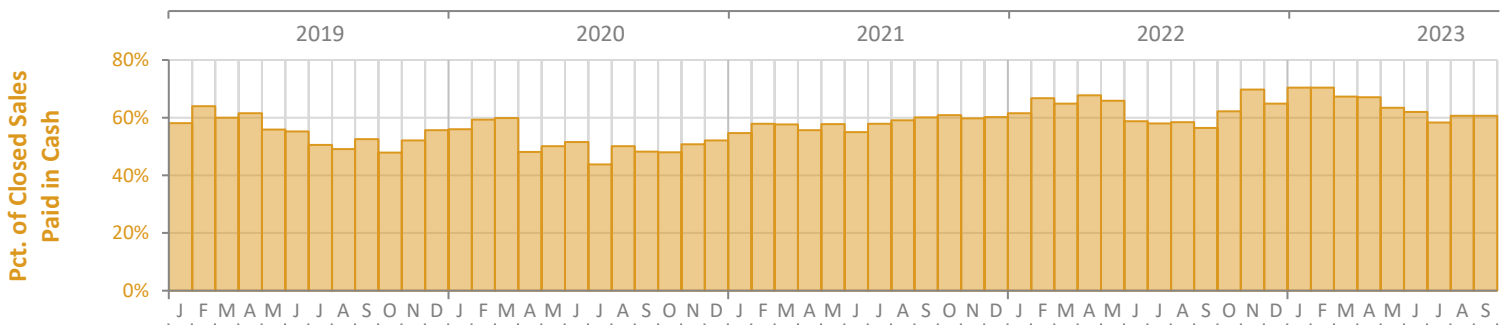


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	64.6%	2.7%
September 2023	60.6%	7.4%
August 2023	60.7%	3.9%
July 2023	58.3%	0.5%
June 2023	62.0%	5.4%
May 2023	63.4%	-3.8%
April 2023	67.1%	-1.0%
March 2023	67.3%	3.7%
February 2023	70.4%	5.4%
January 2023	70.4%	14.5%
December 2022	64.9%	7.8%
November 2022	69.8%	16.7%
October 2022	62.2%	2.1%
September 2022	56.4%	-6.2%



Monthly Market Detail - September 2023

Townhouses and Condos

Lee County

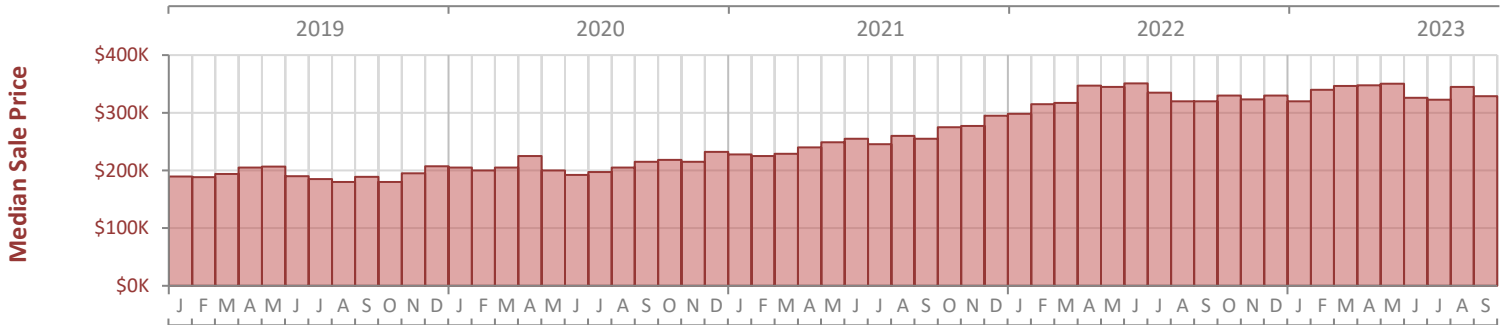


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$335,000	2.6%
September 2023	\$329,000	2.8%
August 2023	\$345,000	7.8%
July 2023	\$322,500	-3.7%
June 2023	\$325,999	-7.1%
May 2023	\$350,250	1.5%
April 2023	\$347,500	0.2%
March 2023	\$346,250	9.2%
February 2023	\$340,000	7.9%
January 2023	\$320,000	7.3%
December 2022	\$329,950	11.8%
November 2022	\$323,000	16.6%
October 2022	\$330,000	20.0%
September 2022	\$320,000	25.5%

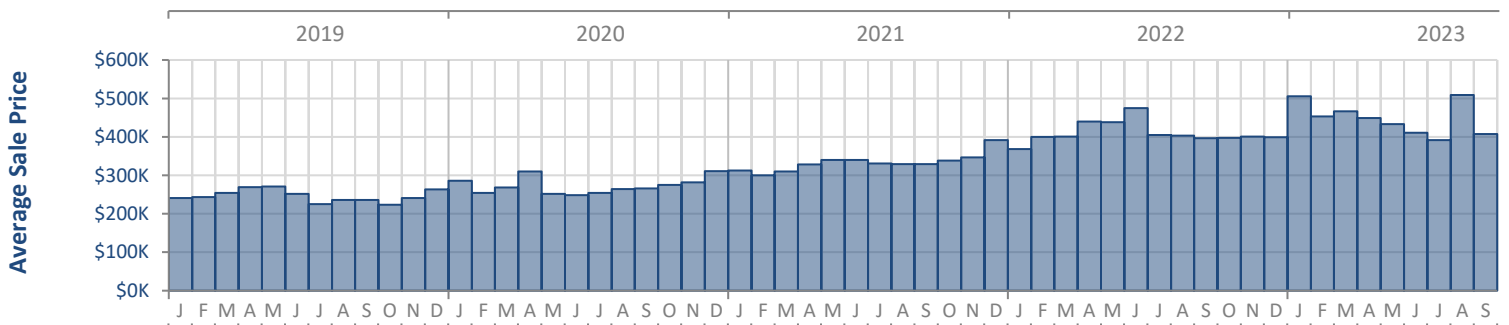


Average Sale Price

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	\$447,402	7.0%
September 2023	\$407,623	2.9%
August 2023	\$508,709	26.2%
July 2023	\$391,590	-3.3%
June 2023	\$410,770	-13.5%
May 2023	\$432,822	-1.3%
April 2023	\$448,732	1.9%
March 2023	\$466,663	16.4%
February 2023	\$452,998	13.3%
January 2023	\$505,210	37.1%
December 2022	\$399,293	2.1%
November 2022	\$401,073	15.7%
October 2022	\$397,501	17.6%
September 2022	\$396,266	20.4%



Monthly Market Detail - September 2023

Townhouses and Condos

Lee County

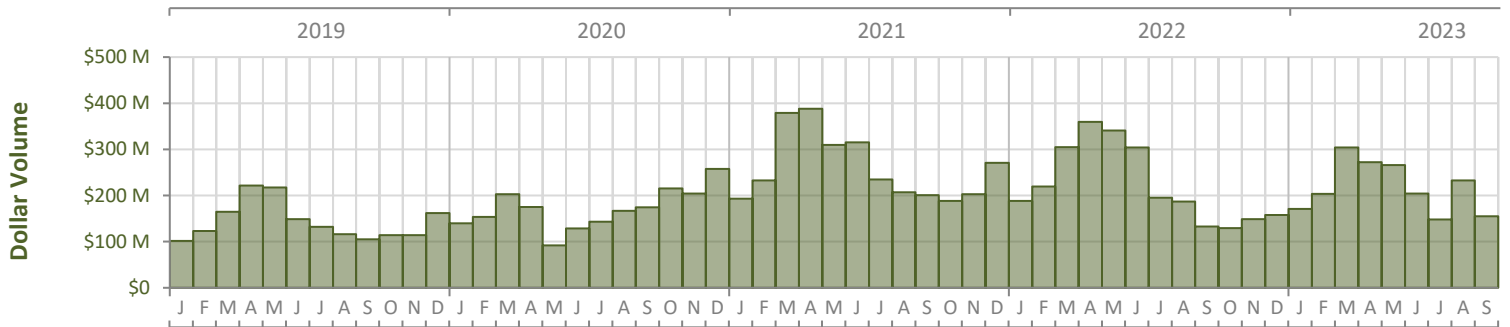


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$2.0 Billion	-12.3%
September 2023	\$155.3 Million	17.0%
August 2023	\$233.0 Million	24.6%
July 2023	\$148.4 Million	-24.1%
June 2023	\$204.6 Million	-32.7%
May 2023	\$265.8 Million	-22.1%
April 2023	\$272.4 Million	-24.3%
March 2023	\$304.3 Million	-0.3%
February 2023	\$203.8 Million	-7.1%
January 2023	\$170.8 Million	-9.5%
December 2022	\$158.1 Million	-41.7%
November 2022	\$148.8 Million	-26.6%
October 2022	\$129.2 Million	-31.5%
September 2022	\$132.7 Million	-34.0%

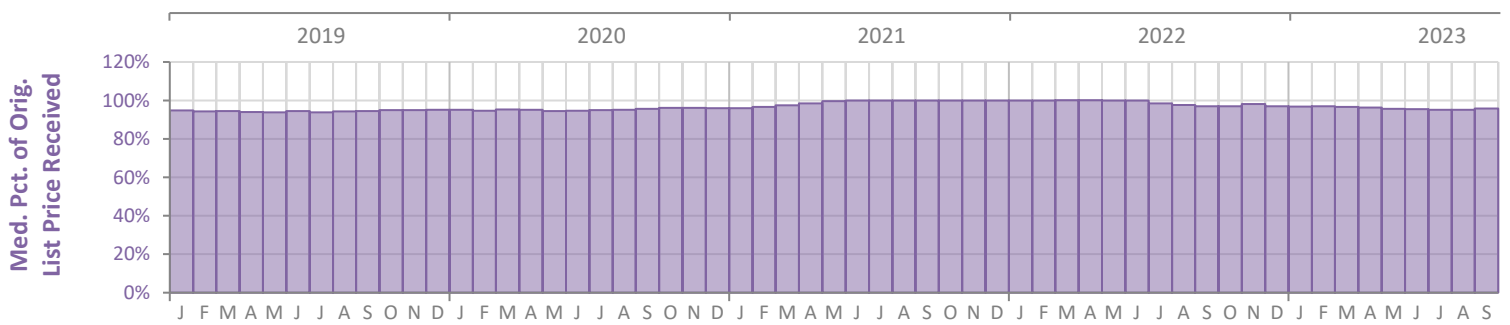


Median Percent of Original List Price Received

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	96.0%	-4.0%
September 2023	95.8%	-1.2%
August 2023	95.2%	-2.5%
July 2023	95.1%	-3.5%
June 2023	95.4%	-4.6%
May 2023	95.7%	-4.3%
April 2023	96.3%	-3.9%
March 2023	96.6%	-3.5%
February 2023	96.9%	-3.1%
January 2023	96.8%	-3.2%
December 2022	96.9%	-3.1%
November 2022	98.2%	-1.8%
October 2022	96.9%	-3.1%
September 2022	97.0%	-3.0%

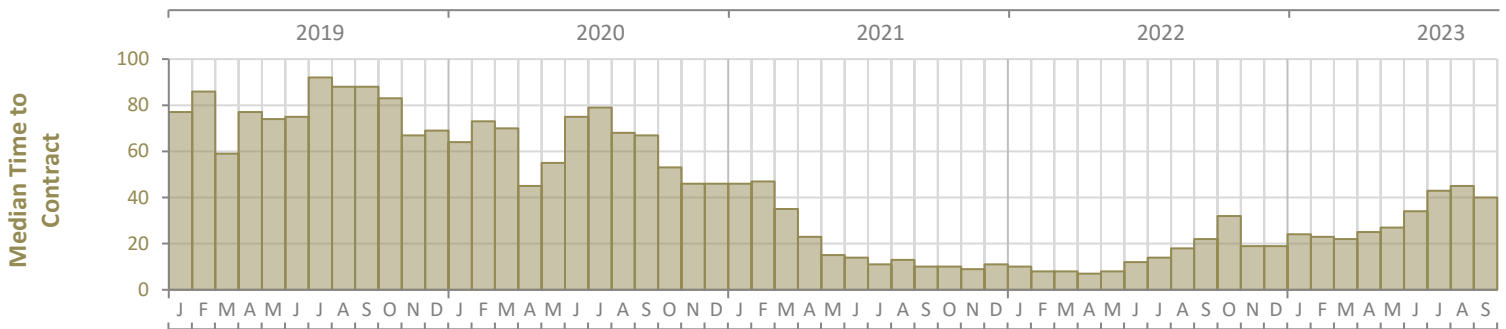


Median Time to Contract

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	31 Days	210.0%
September 2023	40 Days	81.8%
August 2023	45 Days	150.0%
July 2023	43 Days	207.1%
June 2023	34 Days	183.3%
May 2023	27 Days	237.5%
April 2023	25 Days	257.1%
March 2023	22 Days	175.0%
February 2023	23 Days	187.5%
January 2023	24 Days	140.0%
December 2022	19 Days	72.7%
November 2022	19 Days	111.1%
October 2022	32 Days	220.0%
September 2022	22 Days	120.0%

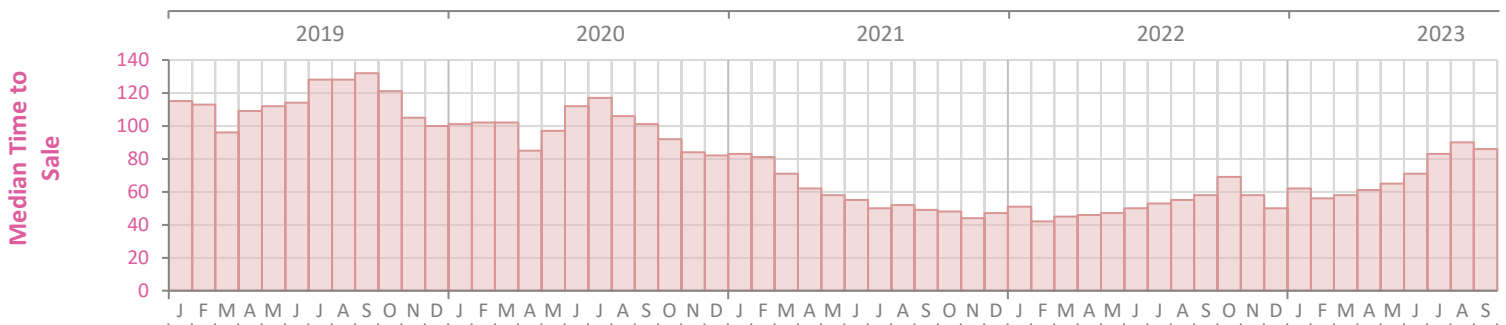


Median Time to Sale

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	69 Days	40.8%
September 2023	86 Days	48.3%
August 2023	90 Days	63.6%
July 2023	83 Days	56.6%
June 2023	71 Days	42.0%
May 2023	65 Days	38.3%
April 2023	61 Days	32.6%
March 2023	58 Days	28.9%
February 2023	56 Days	33.3%
January 2023	62 Days	21.6%
December 2022	50 Days	6.4%
November 2022	58 Days	31.8%
October 2022	69 Days	43.8%
September 2022	58 Days	18.4%

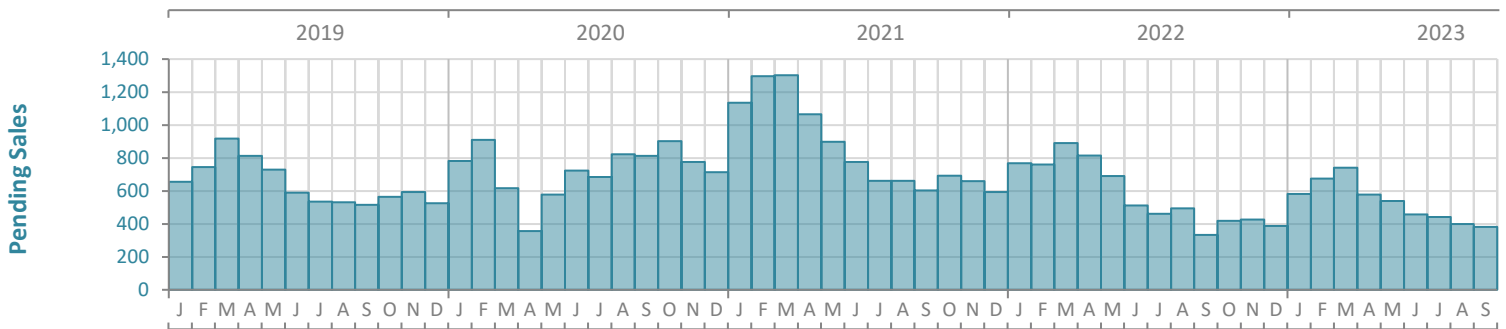


New Pending Sales

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	4,793	-16.3%
September 2023	381	14.4%
August 2023	400	-19.2%
July 2023	442	-4.1%
June 2023	457	-10.6%
May 2023	538	-22.1%
April 2023	577	-29.2%
March 2023	741	-16.7%
February 2023	675	-11.3%
January 2023	582	-24.3%
December 2022	388	-34.7%
November 2022	426	-35.5%
October 2022	419	-39.5%
September 2022	333	-44.8%

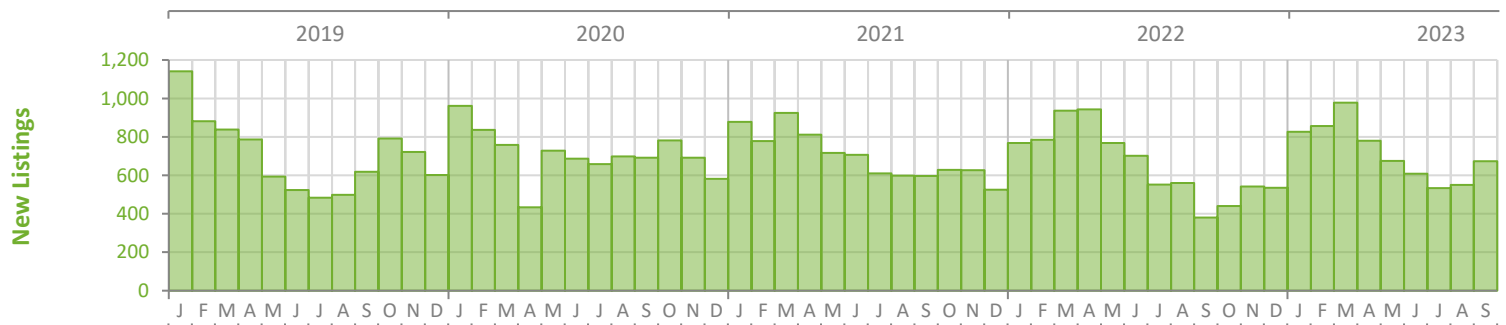


New Listings

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	6,481	1.3%
September 2023	674	77.4%
August 2023	550	-1.8%
July 2023	534	-3.1%
June 2023	608	-13.4%
May 2023	675	-12.2%
April 2023	780	-17.3%
March 2023	978	4.5%
February 2023	856	9.0%
January 2023	826	7.4%
December 2022	536	2.1%
November 2022	542	-13.4%
October 2022	441	-29.8%
September 2022	380	-36.2%



Monthly Market Detail - September 2023

Townhouses and Condos

Lee County

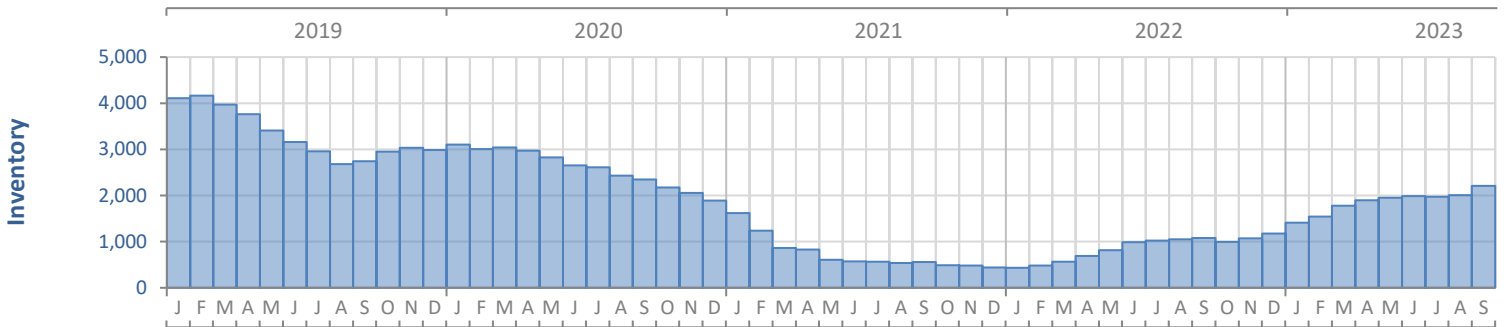


Inventory (Active Listings)

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)	1,862	135.0%
September 2023	2,208	104.4%
August 2023	2,010	90.9%
July 2023	1,971	92.3%
June 2023	1,985	100.7%
May 2023	1,952	140.4%
April 2023	1,895	174.6%
March 2023	1,780	216.2%
February 2023	1,546	220.1%
January 2023	1,409	223.2%
December 2022	1,179	168.0%
November 2022	1,075	123.5%
October 2022	992	102.4%
September 2022	1,080	93.5%

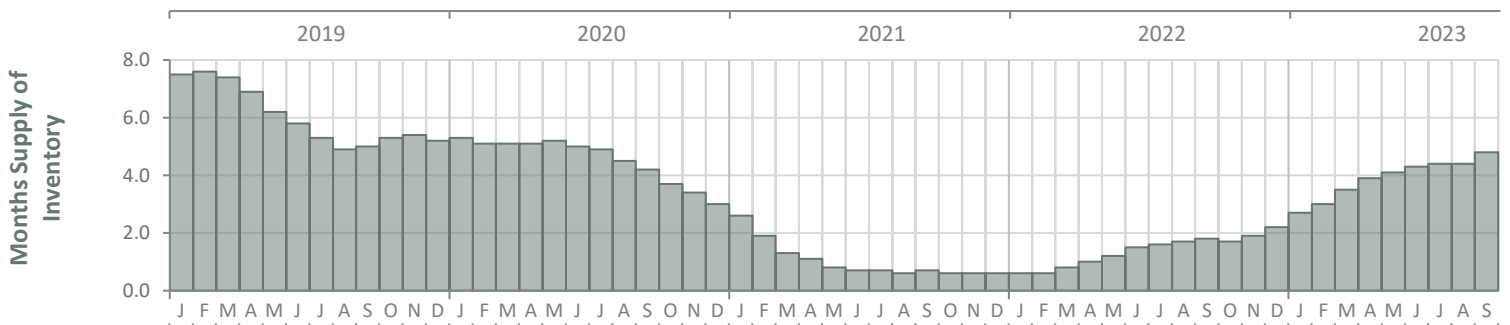


Months Supply of Inventory

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)	3.9	225.0%
September 2023	4.8	166.7%
August 2023	4.4	158.8%
July 2023	4.4	175.0%
June 2023	4.3	186.7%
May 2023	4.1	241.7%
April 2023	3.9	290.0%
March 2023	3.5	337.5%
February 2023	3.0	400.0%
January 2023	2.7	350.0%
December 2022	2.2	266.7%
November 2022	1.9	216.7%
October 2022	1.7	183.3%
September 2022	1.8	157.1%

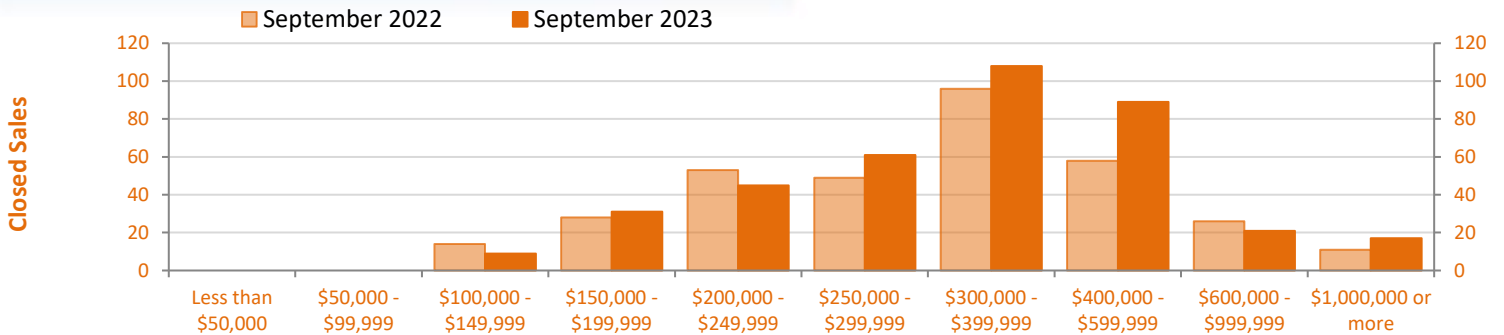


Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	9	-35.7%
\$150,000 - \$199,999	31	10.7%
\$200,000 - \$249,999	45	-15.1%
\$250,000 - \$299,999	61	24.5%
\$300,000 - \$399,999	108	12.5%
\$400,000 - \$599,999	89	53.4%
\$600,000 - \$999,999	21	-19.2%
\$1,000,000 or more	17	54.5%

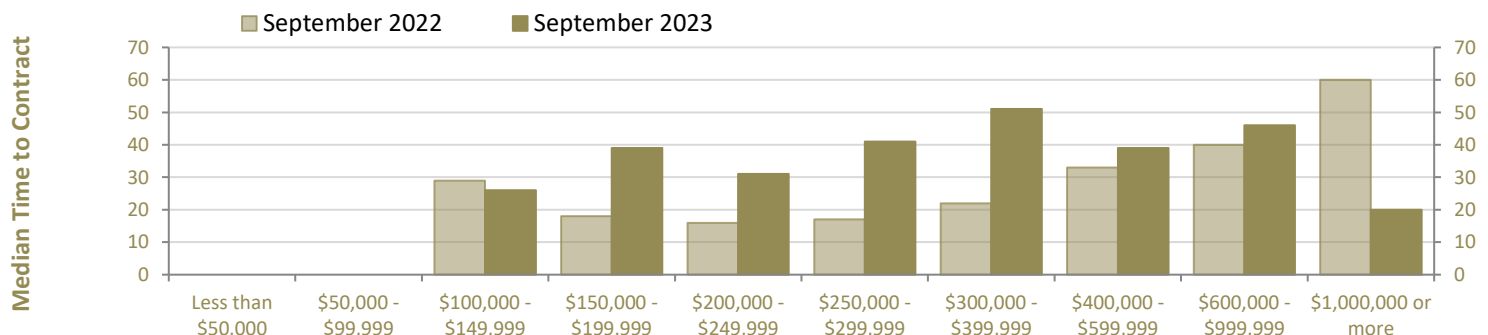


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	26 Days	-10.3%
\$150,000 - \$199,999	39 Days	116.7%
\$200,000 - \$249,999	31 Days	93.8%
\$250,000 - \$299,999	41 Days	141.2%
\$300,000 - \$399,999	51 Days	131.8%
\$400,000 - \$599,999	39 Days	18.2%
\$600,000 - \$999,999	46 Days	15.0%
\$1,000,000 or more	20 Days	-66.7%



New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	21	200.0%
\$150,000 - \$199,999	48	92.0%
\$200,000 - \$249,999	80	95.1%
\$250,000 - \$299,999	91	62.5%
\$300,000 - \$399,999	164	51.9%
\$400,000 - \$599,999	171	103.6%
\$600,000 - \$999,999	65	85.7%
\$1,000,000 or more	34	41.7%

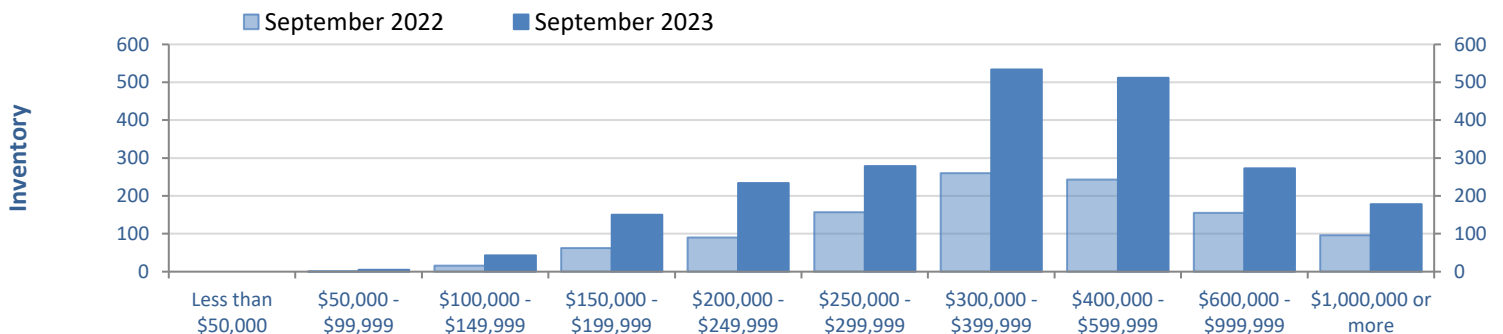


Inventory by Current Listing Price

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	5	400.0%
\$100,000 - \$149,999	43	168.8%
\$150,000 - \$199,999	150	141.9%
\$200,000 - \$249,999	234	160.0%
\$250,000 - \$299,999	279	77.7%
\$300,000 - \$399,999	534	105.4%
\$400,000 - \$599,999	512	110.7%
\$600,000 - \$999,999	273	76.1%
\$1,000,000 or more	178	85.4%



Monthly Distressed Market - September 2023

Townhouses and Condos

Lee County



		September 2023	September 2022	Percent Change Year-over-Year
Traditional	Closed Sales	381	335	13.7%
	Median Sale Price	\$329,000	\$320,000	2.8%
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

