

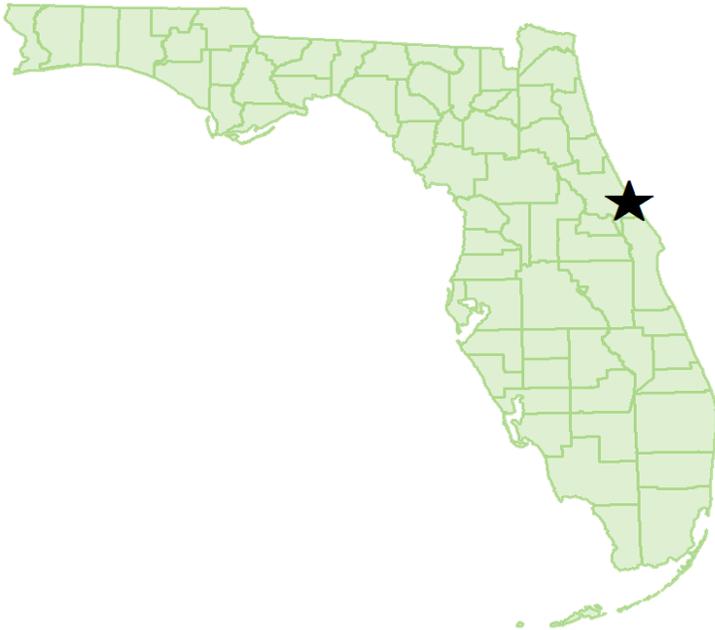
# Monthly Market Detail - December 2025

## Single-Family Homes

### New Smyrna Beach Board of REALTORS®



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



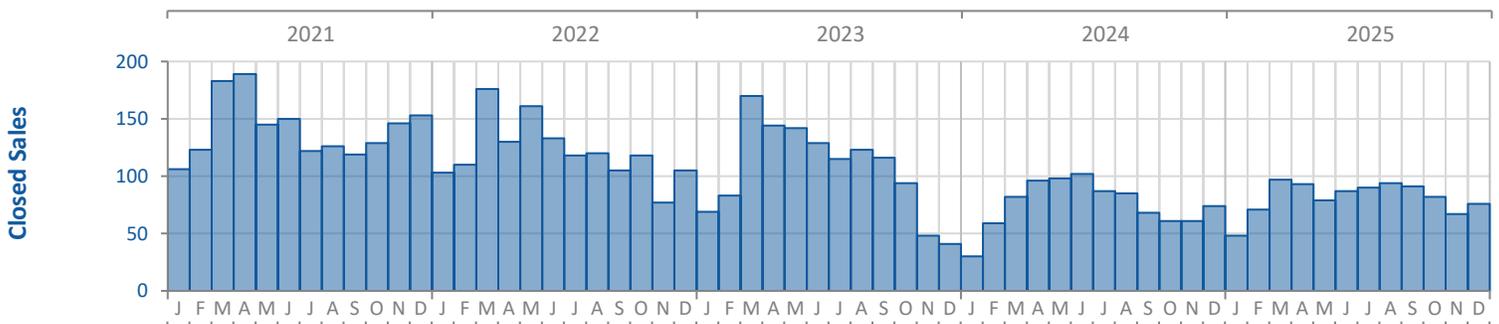
Summary Statistics	December 2025	December 2024	Percent Change Year-over-Year
Closed Sales	76	74	2.7%
Paid in Cash	19	30	-36.7%
Median Sale Price	\$377,500	\$428,000	-11.8%
Average Sale Price	\$569,471	\$518,963	9.7%
Dollar Volume	\$43.3 Million	\$38.4 Million	12.7%
Median Percent of Original List Price Received	94.0%	92.2%	2.0%
Median Time to Contract	87 Days	85 Days	2.4%
Median Time to Sale	121 Days	125 Days	-3.2%
New Pending Sales	54	54	0.0%
New Listings	74	96	-22.9%
Pending Inventory	64	56	14.3%
Inventory (Active Listings)	483	435	11.0%
Months Supply of Inventory	5.9	5.8	1.7%

## 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	975	8.0%
<b>December 2025</b>	<b>76</b>	<b>2.7%</b>
November 2025	67	9.8%
October 2025	82	34.4%
September 2025	91	33.8%
August 2025	94	10.6%
July 2025	90	3.4%
June 2025	87	-14.7%
May 2025	79	-19.4%
April 2025	93	-3.1%
March 2025	97	18.3%
February 2025	71	20.3%
January 2025	48	60.0%
December 2024	74	80.5%



# Monthly Market Detail - December 2025

## Single-Family Homes

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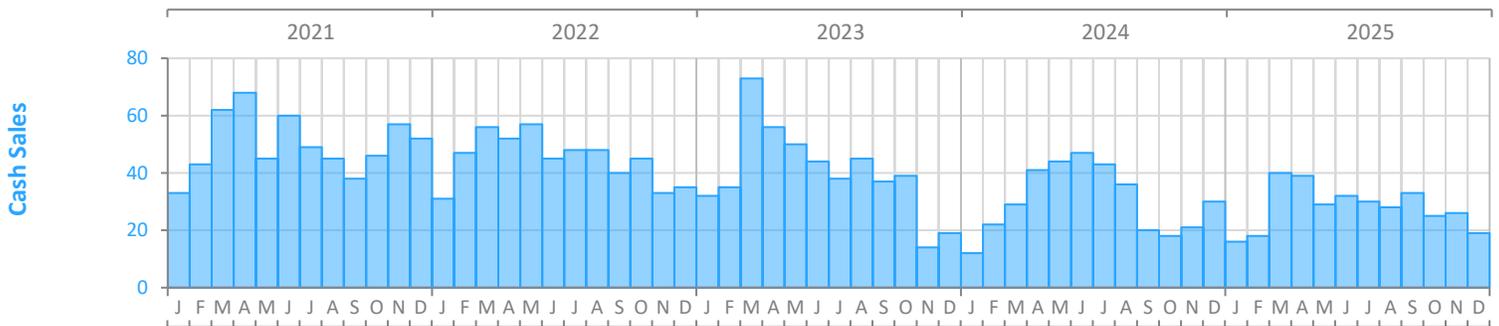
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## Cash Sales

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	335	-7.7%
<b>December 2025</b>	<b>19</b>	<b>-36.7%</b>
November 2025	26	23.8%
October 2025	25	38.9%
September 2025	33	65.0%
August 2025	28	-22.2%
July 2025	30	-30.2%
June 2025	32	-31.9%
May 2025	29	-34.1%
April 2025	39	-4.9%
March 2025	40	37.9%
February 2025	18	-18.2%
January 2025	16	33.3%
December 2024	30	57.9%



## 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	34.4%	-14.4%
<b>December 2025</b>	<b>25.0%</b>	<b>-38.3%</b>
November 2025	38.8%	12.8%
October 2025	30.5%	3.4%
September 2025	36.3%	23.5%
August 2025	29.8%	-29.7%
July 2025	33.3%	-32.6%
June 2025	36.8%	-20.2%
May 2025	36.7%	-18.3%
April 2025	41.9%	-1.9%
March 2025	41.2%	16.4%
February 2025	25.4%	-31.9%
January 2025	33.3%	-16.8%
December 2024	40.5%	-12.5%



# Monthly Market Detail - December 2025

## Single-Family Homes

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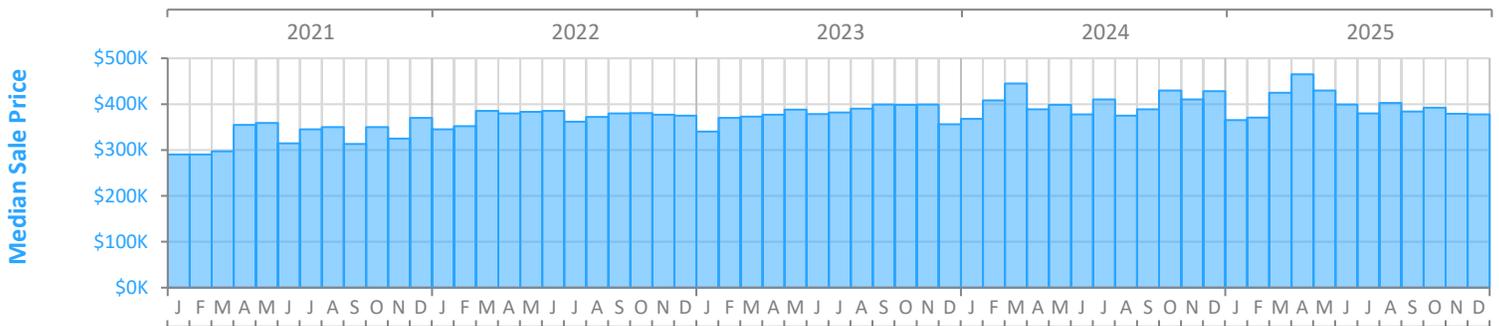
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## Median Sale Price

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	\$390,000	-2.5%
<b>December 2025</b>	<b>\$377,500</b>	<b>-11.8%</b>
November 2025	\$379,000	-7.6%
October 2025	\$392,500	-8.7%
September 2025	\$383,900	-1.3%
August 2025	\$402,500	7.3%
July 2025	\$380,000	-7.3%
June 2025	\$399,000	5.7%
May 2025	\$430,000	7.9%
April 2025	\$465,000	19.6%
March 2025	\$425,000	-4.5%
February 2025	\$371,000	-9.2%
January 2025	\$365,000	-0.8%
December 2024	\$428,000	20.2%



## 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	\$539,891	2.5%
<b>December 2025</b>	<b>\$569,471</b>	<b>9.7%</b>
November 2025	\$486,745	2.3%
October 2025	\$498,216	-13.3%
September 2025	\$556,869	18.8%
August 2025	\$478,860	-13.0%
July 2025	\$551,164	3.2%
June 2025	\$596,137	8.3%
May 2025	\$558,390	11.5%
April 2025	\$599,492	11.6%
March 2025	\$551,554	-3.9%
February 2025	\$514,461	-2.0%
January 2025	\$470,802	8.3%
December 2024	\$518,963	10.4%



# Monthly Market Detail - December 2025

## Single-Family Homes

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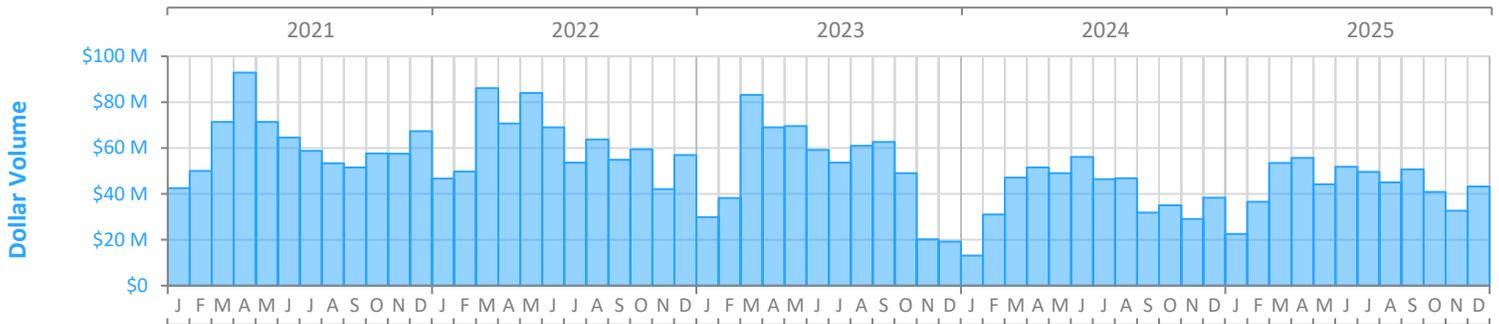
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## Dollar Volume

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	\$526.4 Million	10.7%
<b>December 2025</b>	<b>\$43.3 Million</b>	<b>12.7%</b>
November 2025	\$32.6 Million	12.4%
October 2025	\$40.9 Million	16.6%
September 2025	\$50.7 Million	58.9%
August 2025	\$45.0 Million	-3.8%
July 2025	\$49.6 Million	6.8%
June 2025	\$51.9 Million	-7.7%
May 2025	\$44.1 Million	-10.1%
April 2025	\$55.8 Million	8.1%
March 2025	\$53.5 Million	13.6%
February 2025	\$36.5 Million	17.9%
January 2025	\$22.6 Million	73.3%
December 2024	\$38.4 Million	99.2%

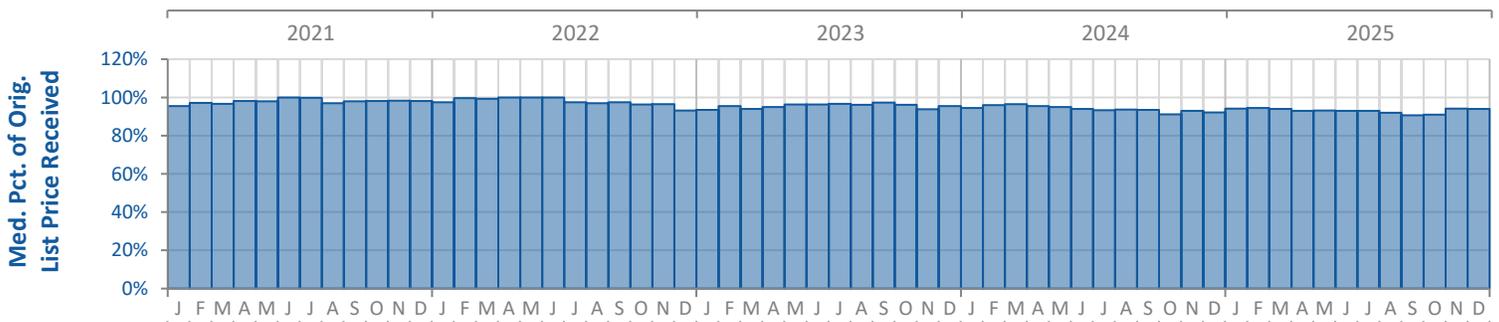


## Median Percent of Original List Price Received

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	93.1%	-1.1%
<b>December 2025</b>	<b>94.0%</b>	<b>2.0%</b>
November 2025	94.2%	1.4%
October 2025	90.9%	-0.2%
September 2025	90.7%	-3.0%
August 2025	92.0%	-1.7%
July 2025	92.9%	-0.4%
June 2025	92.9%	-1.1%
May 2025	93.2%	-1.8%
April 2025	92.9%	-2.6%
March 2025	93.9%	-2.7%
February 2025	94.5%	-1.5%
January 2025	94.2%	-0.3%
December 2024	92.2%	-3.5%



# Monthly Market Detail - December 2025

## Single-Family Homes

### New Smyrna Beach Board of REALTORS®



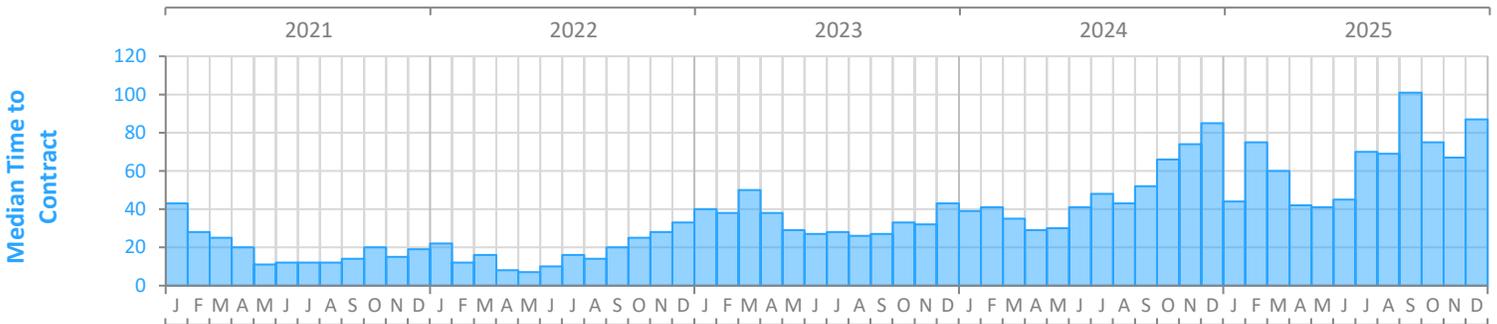
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## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	67 Days	42.6%
<b>December 2025</b>	<b>87 Days</b>	<b>2.4%</b>
November 2025	67 Days	-9.5%
October 2025	75 Days	13.6%
September 2025	101 Days	94.2%
August 2025	69 Days	60.5%
July 2025	70 Days	45.8%
June 2025	45 Days	9.8%
May 2025	41 Days	36.7%
April 2025	42 Days	44.8%
March 2025	60 Days	71.4%
February 2025	75 Days	82.9%
January 2025	44 Days	12.8%
December 2024	85 Days	97.7%



## 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	18.2%
<b>December 2025</b>	<b>121 Days</b>	<b>-3.2%</b>
November 2025	103 Days	-4.6%
October 2025	110 Days	-2.7%
September 2025	134 Days	41.1%
August 2025	107 Days	25.9%
July 2025	98 Days	11.4%
June 2025	88 Days	2.3%
May 2025	84 Days	16.7%
April 2025	84 Days	21.7%
March 2025	105 Days	64.1%
February 2025	110 Days	42.9%
January 2025	77 Days	-23.8%
December 2024	125 Days	56.3%



# Monthly Market Detail - December 2025

## Single-Family Homes

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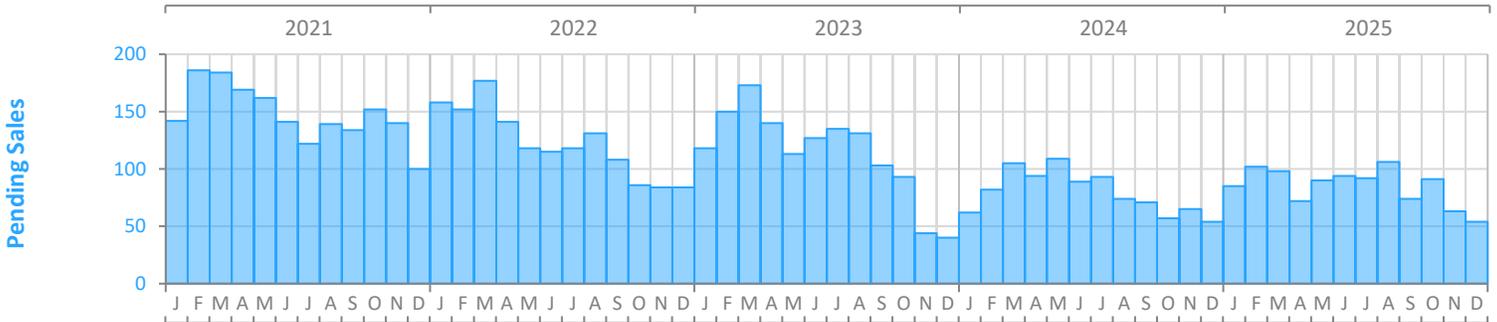
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## New Pending Sales

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	1,021	6.9%
<b>December 2025</b>	<b>54</b>	<b>0.0%</b>
November 2025	63	-3.1%
October 2025	91	59.6%
September 2025	74	4.2%
August 2025	106	43.2%
July 2025	92	-1.1%
June 2025	94	5.6%
May 2025	90	-17.4%
April 2025	72	-23.4%
March 2025	98	-6.7%
February 2025	102	24.4%
January 2025	85	37.1%
December 2024	54	35.0%

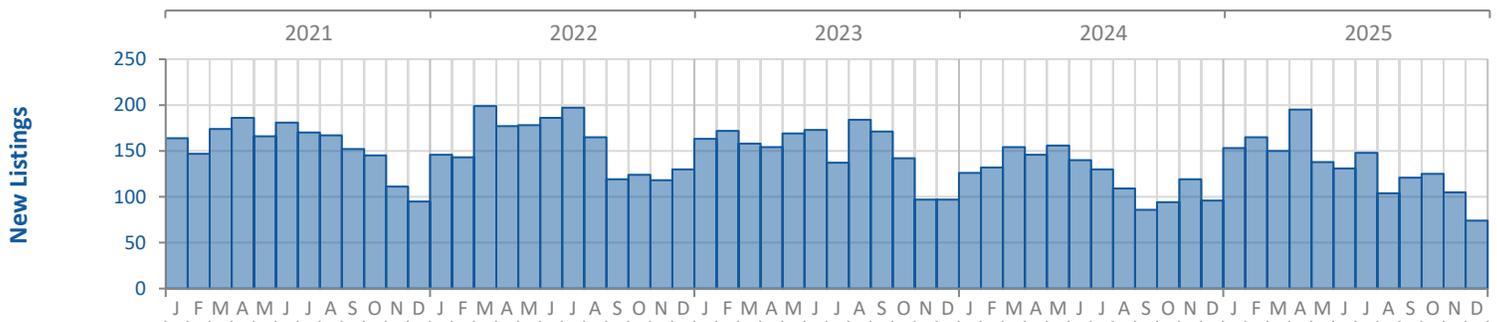


## New Listings

The number of properties put onto the market during the month

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

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	1,609	8.1%
<b>December 2025</b>	<b>74</b>	<b>-22.9%</b>
November 2025	105	-11.8%
October 2025	125	33.0%
September 2025	121	40.7%
August 2025	104	-4.6%
July 2025	148	13.8%
June 2025	131	-6.4%
May 2025	138	-11.5%
April 2025	195	33.6%
March 2025	150	-2.6%
February 2025	165	25.0%
January 2025	153	21.4%
December 2024	96	-1.0%



# Monthly Market Detail - December 2025

## Single-Family Homes

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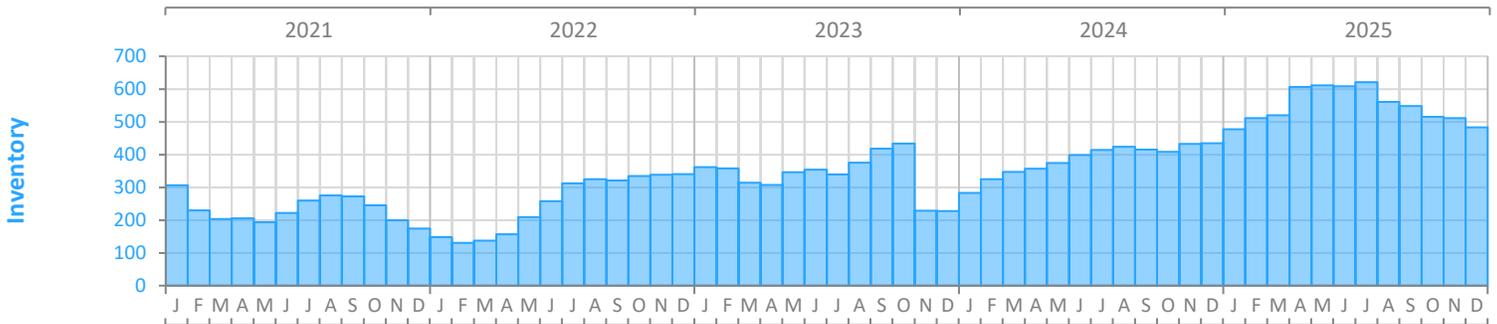
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## Inventory (Active Listings)

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)	548	42.4%
<b>December 2025</b>	<b>483</b>	<b>11.0%</b>
November 2025	511	18.0%
October 2025	515	26.2%
September 2025	548	32.0%
August 2025	561	32.3%
July 2025	621	50.0%
June 2025	608	52.4%
May 2025	611	63.4%
April 2025	606	69.7%
March 2025	520	49.9%
February 2025	511	57.2%
January 2025	477	68.6%
December 2024	435	90.8%



## 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)	7.0	48.9%
<b>December 2025</b>	<b>5.9</b>	<b>1.7%</b>
November 2025	6.3	5.0%
October 2025	6.4	12.3%
September 2025	7.0	25.0%
August 2025	7.3	35.2%
July 2025	8.2	60.8%
June 2025	8.0	66.7%
May 2025	7.9	79.5%
April 2025	7.7	92.5%
March 2025	6.6	78.4%
February 2025	6.6	106.3%
January 2025	6.2	129.6%
December 2024	5.8	176.2%



# Monthly Market Detail - December 2025

## Single-Family Homes

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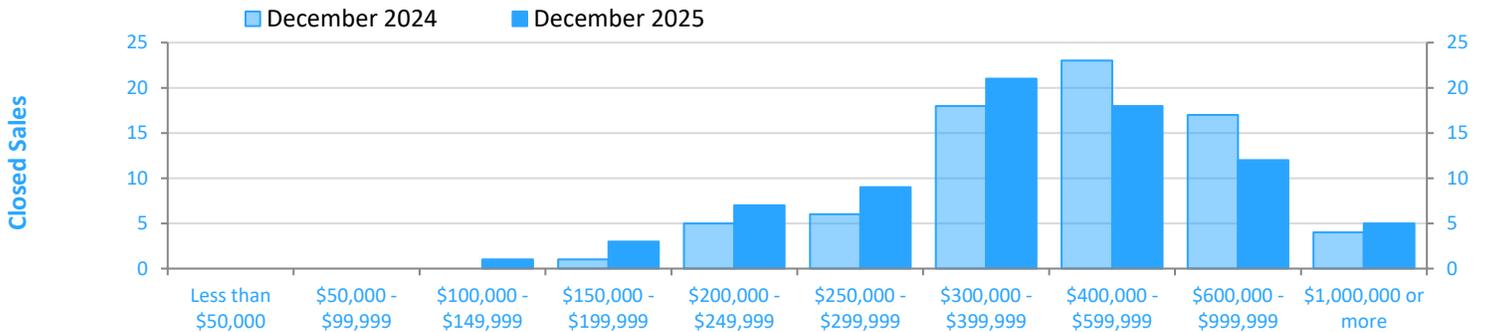
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### Closed Sales by Sale Price

The number of sales transactions which closed during the month

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

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	N/A
\$150,000 - \$199,999	3	200.0%
\$200,000 - \$249,999	7	40.0%
\$250,000 - \$299,999	9	50.0%
\$300,000 - \$399,999	21	16.7%
\$400,000 - \$599,999	18	-21.7%
\$600,000 - \$999,999	12	-29.4%
\$1,000,000 or more	5	25.0%



### 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	31 Days	N/A
\$150,000 - \$199,999	75 Days	44.2%
\$200,000 - \$249,999	116 Days	-3.3%
\$250,000 - \$299,999	106 Days	125.5%
\$300,000 - \$399,999	62 Days	-28.7%
\$400,000 - \$599,999	89 Days	20.3%
\$600,000 - \$999,999	135 Days	36.4%
\$1,000,000 or more	100 Days	-16.0%



# Monthly Market Detail - December 2025

## Single-Family Homes

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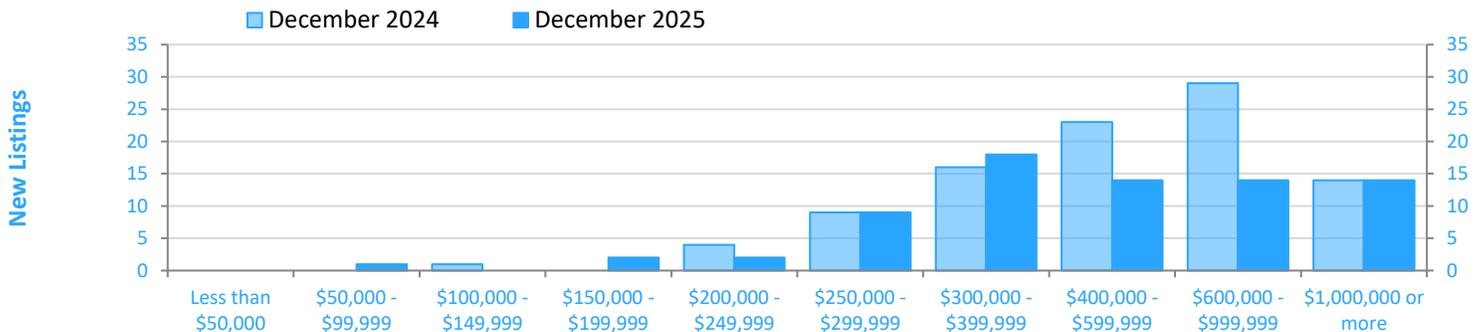
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### New Listings by Initial Listing Price

The number of properties put onto the market during the month

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

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	2	N/A
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	9	0.0%
\$300,000 - \$399,999	18	12.5%
\$400,000 - \$599,999	14	-39.1%
\$600,000 - \$999,999	14	-51.7%
\$1,000,000 or more	14	0.0%

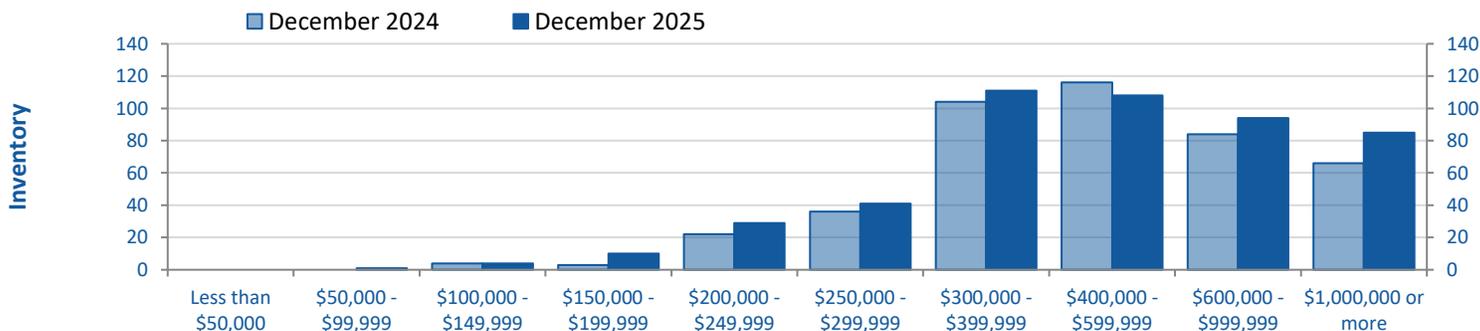


### Inventory by Current Listing Price

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	1	N/A
\$100,000 - \$149,999	4	0.0%
\$150,000 - \$199,999	10	233.3%
\$200,000 - \$249,999	29	31.8%
\$250,000 - \$299,999	41	13.9%
\$300,000 - \$399,999	111	6.7%
\$400,000 - \$599,999	108	-6.9%
\$600,000 - \$999,999	94	11.9%
\$1,000,000 or more	85	28.8%

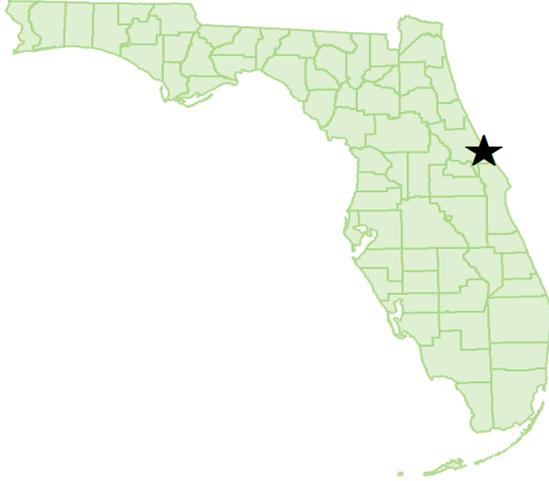


# Monthly Distressed Market - December 2025

## Single-Family Homes

### New Smyrna Beach Board of REALTORS®

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		December 2025	December 2024	Percent Change Year-over-Year
Traditional	Closed Sales	76	74	2.7%
	Median Sale Price	\$377,500	\$428,000	-11.8%
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

