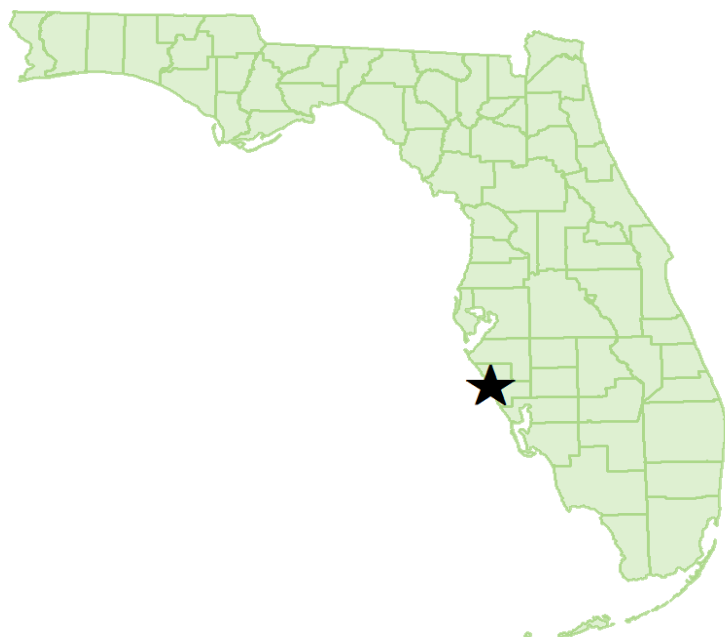


Monthly Market Detail - September 2025

Single-Family Homes

Venice Area Board of REALTORS®

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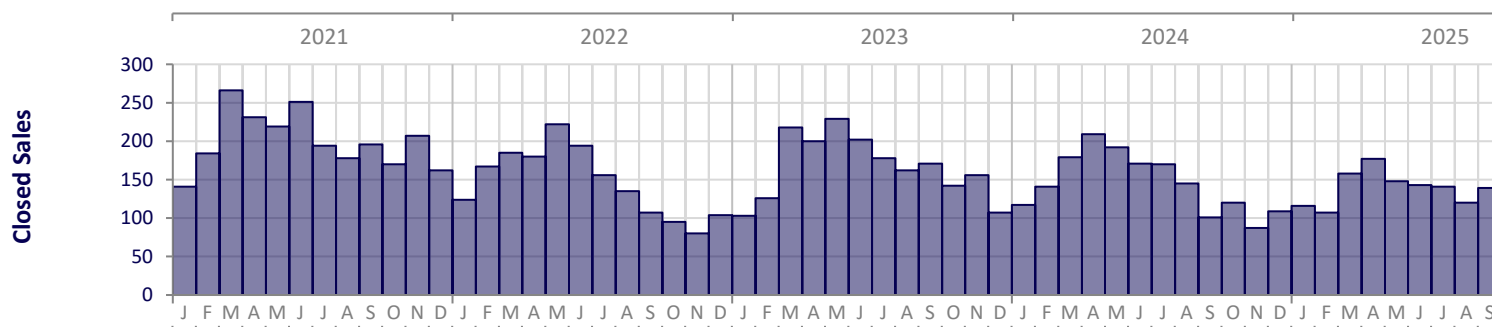
Summary Statistics	September 2025	September 2024	Percent Change Year-over-Year
Closed Sales	139	101	37.6%
Paid in Cash	68	47	44.7%
Median Sale Price	\$415,000	\$415,000	0.0%
Average Sale Price	\$493,839	\$508,866	-3.0%
Dollar Volume	\$68.6 Million	\$51.4 Million	33.6%
Median Percent of Original List Price Received	91.3%	92.7%	-1.5%
Median Time to Contract	83 Days	73 Days	13.7%
Median Time to Sale	122 Days	118 Days	3.4%
New Pending Sales	133	115	15.7%
New Listings	165	158	4.4%
Pending Inventory	171	165	3.6%
Inventory (Active Listings)	649	627	3.5%
Months Supply of Inventory	5.0	4.1	22.0%

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	1,249	-12.4%
September 2025	139	37.6%
August 2025	120	-17.2%
July 2025	141	-17.1%
June 2025	143	-16.4%
May 2025	148	-22.9%
April 2025	177	-15.3%
March 2025	158	-11.7%
February 2025	107	-24.1%
January 2025	116	-0.9%
December 2024	109	1.9%
November 2024	87	-44.2%
October 2024	120	-15.5%
September 2024	101	-40.9%



Monthly Market Detail - September 2025

Single-Family Homes

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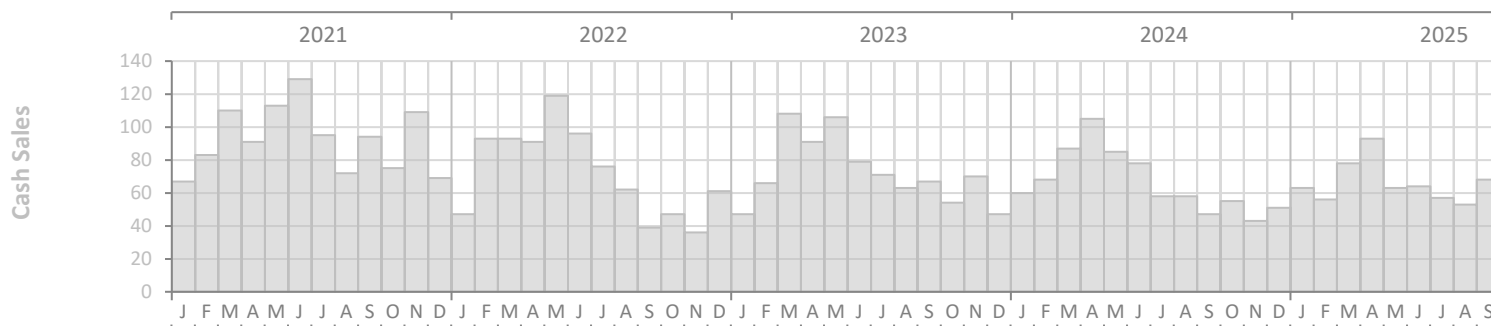


Cash Sales

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	595	-7.9%
September 2025	68	44.7%
August 2025	53	-8.6%
July 2025	57	-1.7%
June 2025	64	-17.9%
May 2025	63	-25.9%
April 2025	93	-11.4%
March 2025	78	-10.3%
February 2025	56	-17.6%
January 2025	63	5.0%
December 2024	51	8.5%
November 2024	43	-38.6%
October 2024	55	1.9%
September 2024	47	-29.9%

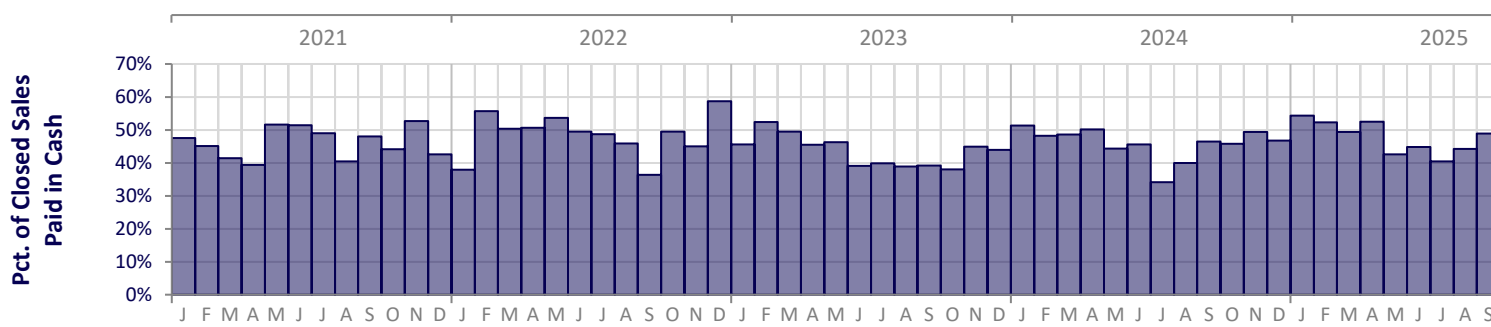


Cash Sales as a Percentage of Closed Sales

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	47.6%	5.1%
September 2025	48.9%	5.2%
August 2025	44.2%	10.5%
July 2025	40.4%	18.5%
June 2025	44.8%	-1.8%
May 2025	42.6%	-3.8%
April 2025	52.5%	4.6%
March 2025	49.4%	1.6%
February 2025	52.3%	8.5%
January 2025	54.3%	5.8%
December 2024	46.8%	6.6%
November 2024	49.4%	10.0%
October 2024	45.8%	20.5%
September 2024	46.5%	18.6%



Monthly Market Detail - September 2025

Single-Family Homes

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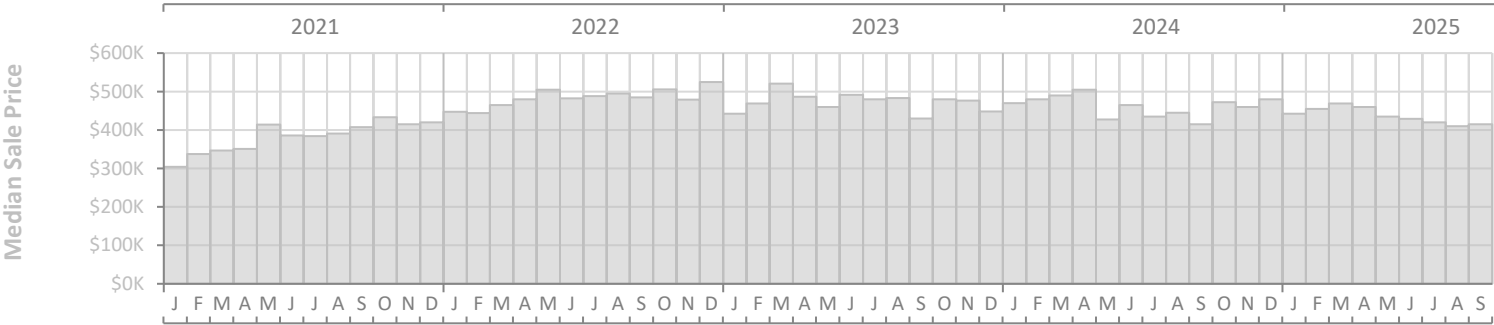


Median Sale Price

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	\$437,750	-5.2%
September 2025	\$415,000	0.0%
August 2025	\$410,000	-7.9%
July 2025	\$420,000	-3.3%
June 2025	\$429,000	-7.7%
May 2025	\$435,000	1.9%
April 2025	\$460,000	-8.9%
March 2025	\$469,000	-4.3%
February 2025	\$455,000	-5.2%
January 2025	\$442,500	-5.9%
December 2024	\$480,000	7.1%
November 2024	\$460,000	-3.5%
October 2024	\$472,450	-1.6%
September 2024	\$415,000	-3.5%

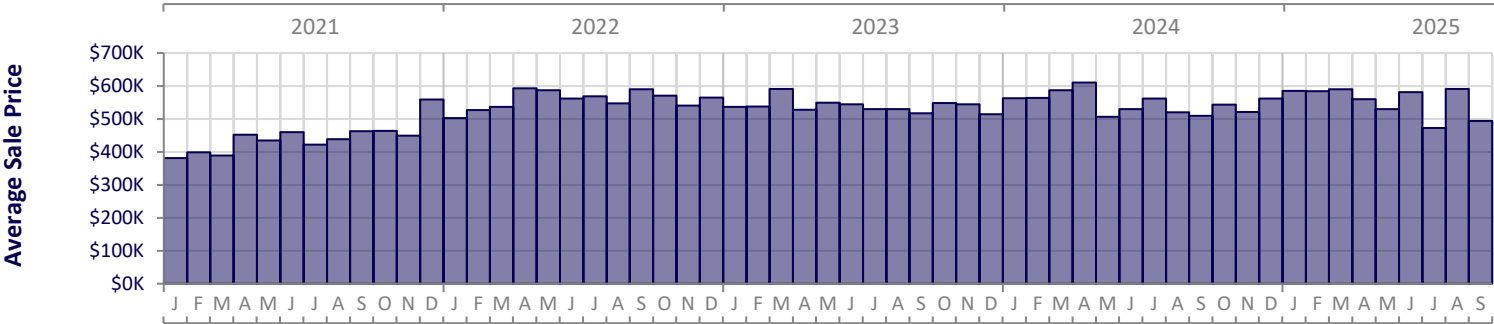


Average Sale Price

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	\$552,774	0.0%
September 2025	\$493,839	-3.0%
August 2025	\$591,120	13.8%
July 2025	\$472,792	-15.9%
June 2025	\$580,866	9.7%
May 2025	\$529,590	4.5%
April 2025	\$560,049	-8.2%
March 2025	\$590,366	0.6%
February 2025	\$583,772	3.6%
January 2025	\$585,000	4.0%
December 2024	\$562,070	9.2%
November 2024	\$520,808	-4.3%
October 2024	\$543,124	-0.9%
September 2024	\$508,866	-1.6%



Monthly Market Detail - September 2025

Single-Family Homes

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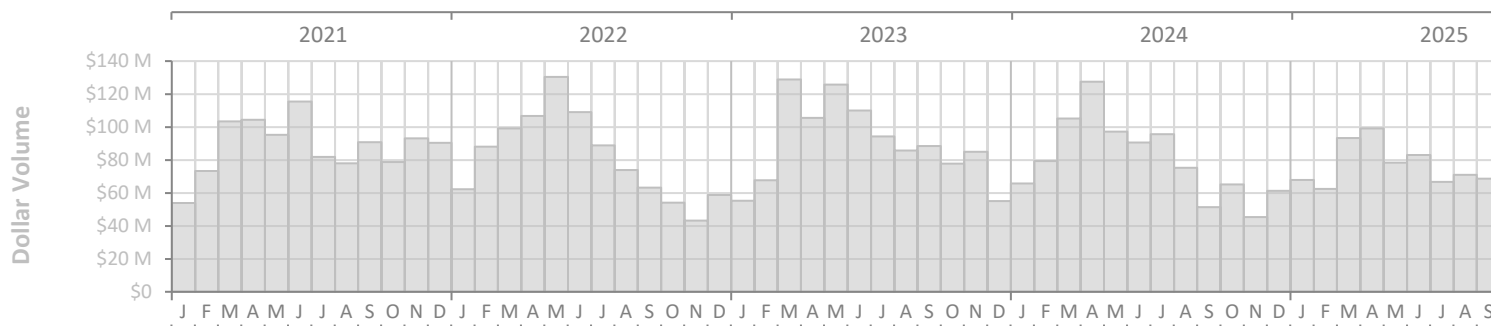


Dollar Volume

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	\$690.4 Million	-12.4%
September 2025	\$68.6 Million	33.6%
August 2025	\$70.9 Million	-5.9%
July 2025	\$66.7 Million	-30.2%
June 2025	\$83.1 Million	-8.2%
May 2025	\$78.4 Million	-19.4%
April 2025	\$99.1 Million	-22.3%
March 2025	\$93.3 Million	-11.2%
February 2025	\$62.5 Million	-21.4%
January 2025	\$67.9 Million	3.1%
December 2024	\$61.3 Million	11.3%
November 2024	\$45.3 Million	-46.6%
October 2024	\$65.2 Million	-16.2%
September 2024	\$51.4 Million	-41.9%

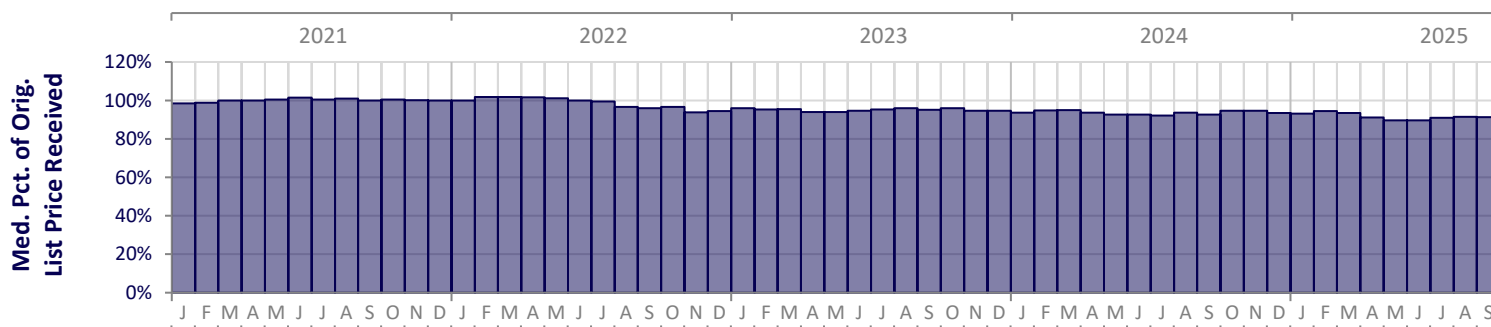


Median Percent of Original List Price Received

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	91.7%	-1.6%
September 2025	91.3%	-1.5%
August 2025	91.5%	-2.2%
July 2025	90.9%	-1.4%
June 2025	89.6%	-3.2%
May 2025	89.7%	-3.2%
April 2025	91.1%	-2.8%
March 2025	93.5%	-1.5%
February 2025	94.4%	-0.4%
January 2025	93.2%	-0.5%
December 2024	93.5%	-1.3%
November 2024	94.6%	-0.1%
October 2024	94.6%	-1.4%
September 2024	92.7%	-2.6%



Monthly Market Detail - September 2025

Single-Family Homes

Venice Area Board of REALTORS®

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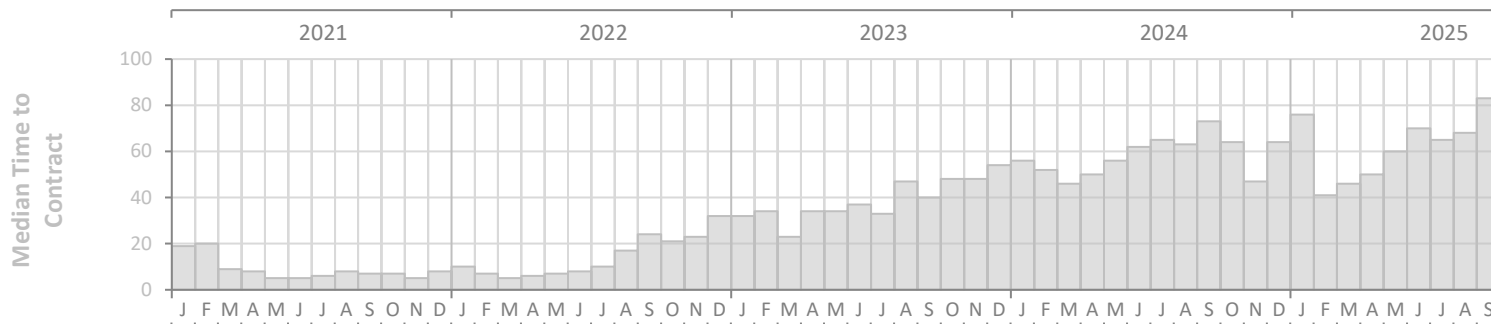


Median Time to Contract

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	63 Days	0.0%
September 2025	83 Days	13.7%
August 2025	68 Days	7.9%
July 2025	65 Days	0.0%
June 2025	70 Days	12.9%
May 2025	60 Days	7.1%
April 2025	50 Days	0.0%
March 2025	46 Days	0.0%
February 2025	41 Days	-21.2%
January 2025	76 Days	35.7%
December 2024	64 Days	18.5%
November 2024	47 Days	-2.1%
October 2024	64 Days	33.3%
September 2024	73 Days	82.5%

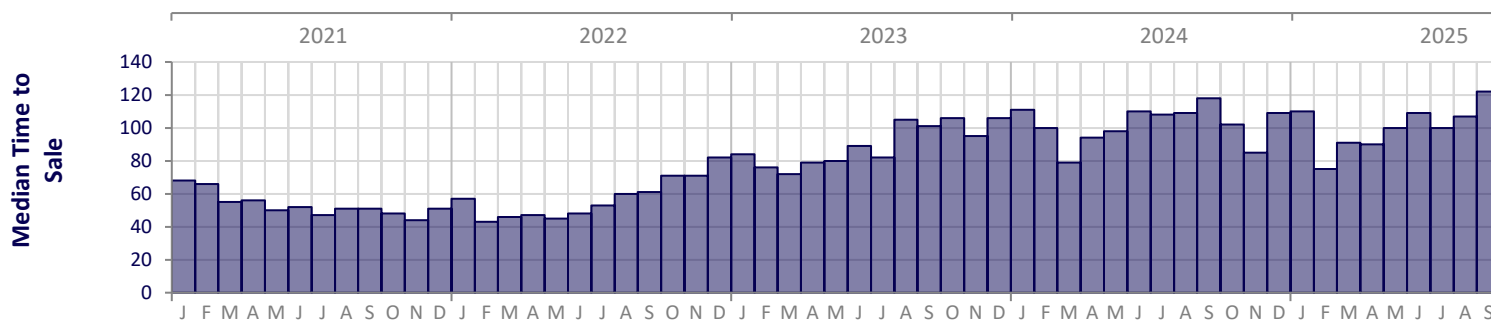


Median Time to Sale

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	105 Days	-3.7%
September 2025	122 Days	3.4%
August 2025	107 Days	-1.8%
July 2025	100 Days	-7.4%
June 2025	109 Days	-0.9%
May 2025	100 Days	2.0%
April 2025	90 Days	-4.3%
March 2025	91 Days	15.2%
February 2025	75 Days	-25.0%
January 2025	110 Days	-0.9%
December 2024	109 Days	2.8%
November 2024	85 Days	-10.5%
October 2024	102 Days	-3.8%
September 2024	118 Days	16.8%



Monthly Market Detail - September 2025

Single-Family Homes

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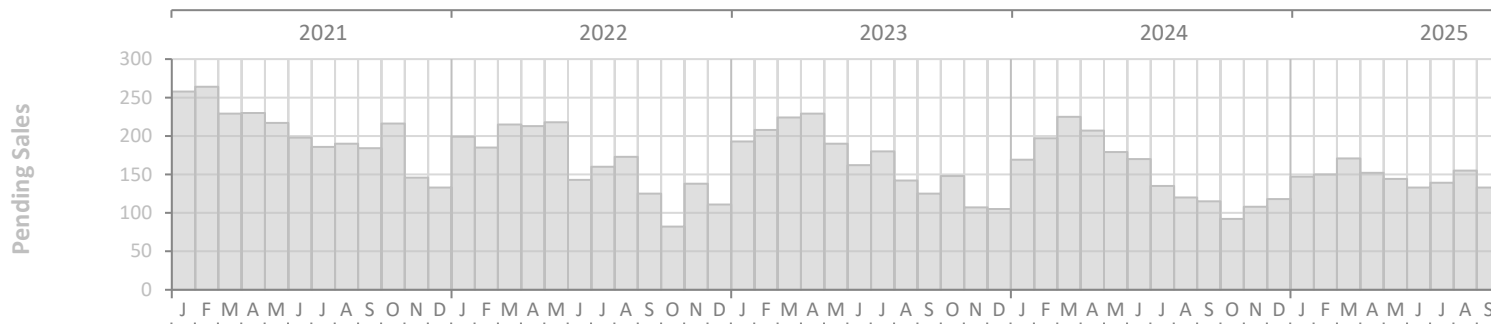


New Pending Sales

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	1,324	-12.7%
September 2025	133	15.7%
August 2025	155	29.2%
July 2025	139	3.0%
June 2025	133	-21.8%
May 2025	144	-19.6%
April 2025	152	-26.6%
March 2025	171	-24.0%
February 2025	150	-23.9%
January 2025	147	-13.0%
December 2024	118	12.4%
November 2024	108	0.9%
October 2024	92	-37.8%
September 2024	115	-8.0%

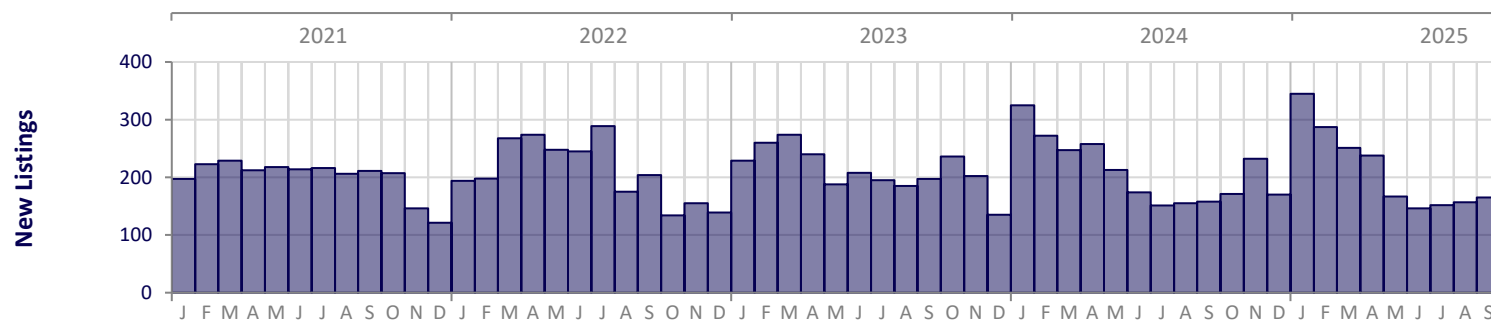


New Listings

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	1,908	-2.3%
September 2025	165	4.4%
August 2025	157	1.3%
July 2025	152	0.7%
June 2025	146	-16.1%
May 2025	167	-21.6%
April 2025	238	-7.8%
March 2025	251	1.6%
February 2025	287	5.5%
January 2025	345	6.2%
December 2024	170	25.9%
November 2024	232	14.9%
October 2024	171	-27.5%
September 2024	158	-19.8%



Monthly Market Detail - September 2025

Single-Family Homes

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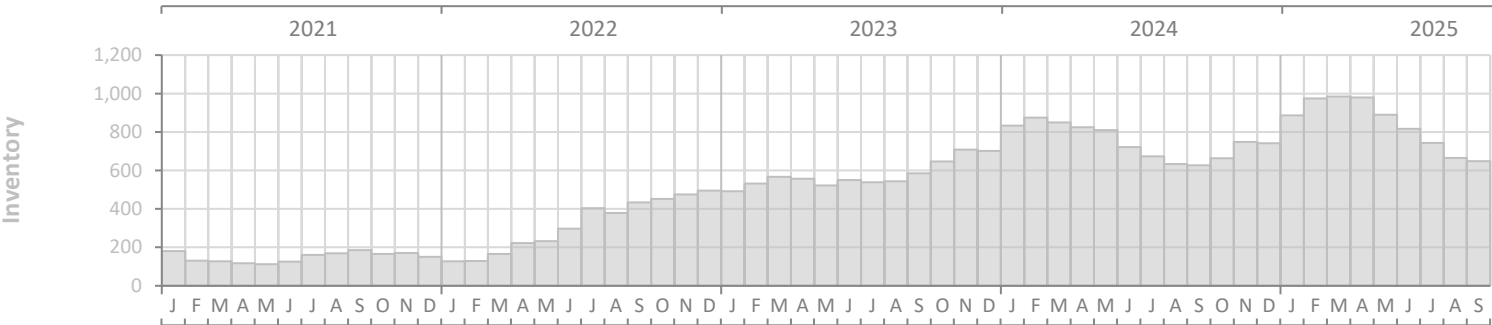


Inventory (Active Listings)

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)	843	10.8%
September 2025	649	3.5%
August 2025	665	4.9%
July 2025	744	10.4%
June 2025	816	13.2%
May 2025	890	10.0%
April 2025	980	18.9%
March 2025	984	15.8%
February 2025	974	11.3%
January 2025	887	6.5%
December 2024	742	5.8%
November 2024	748	5.5%
October 2024	663	2.5%
September 2024	627	7.2%

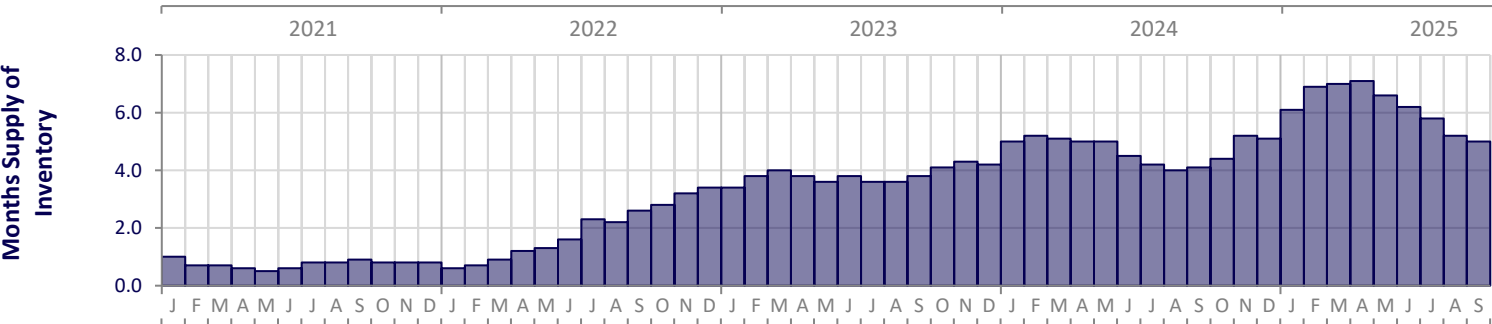


Months Supply of Inventory

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)	6.2	31.9%
September 2025	5.0	22.0%
August 2025	5.2	30.0%
July 2025	5.8	38.1%
June 2025	6.2	37.8%
May 2025	6.6	32.0%
April 2025	7.1	42.0%
March 2025	7.0	37.3%
February 2025	6.9	32.7%
January 2025	6.1	22.0%
December 2024	5.1	21.4%
November 2024	5.2	20.9%
October 2024	4.4	7.3%
September 2024	4.1	7.9%



Monthly Market Detail - September 2025

Single-Family Homes

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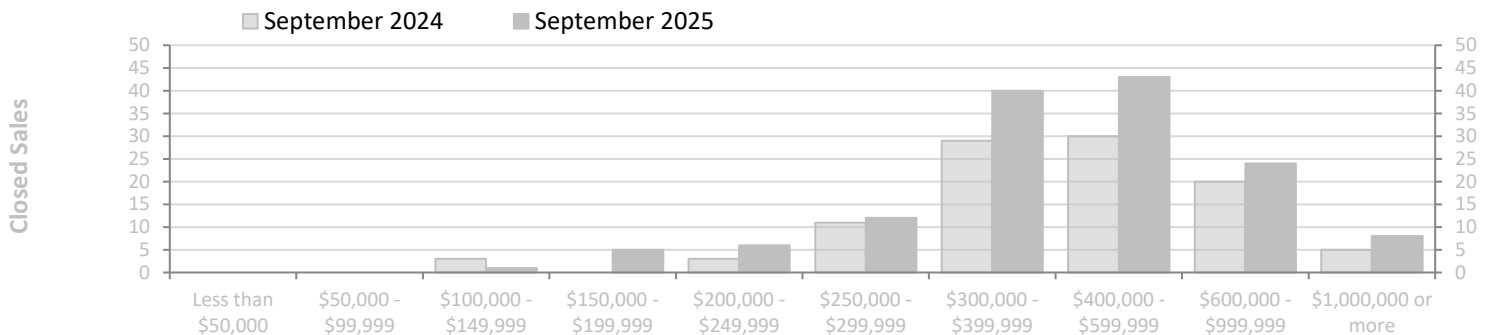


Closed Sales by Sale Price

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	-66.7%
\$150,000 - \$199,999	5	N/A
\$200,000 - \$249,999	6	100.0%
\$250,000 - \$299,999	12	9.1%
\$300,000 - \$399,999	40	37.9%
\$400,000 - \$599,999	43	43.3%
\$600,000 - \$999,999	24	20.0%
\$1,000,000 or more	8	60.0%

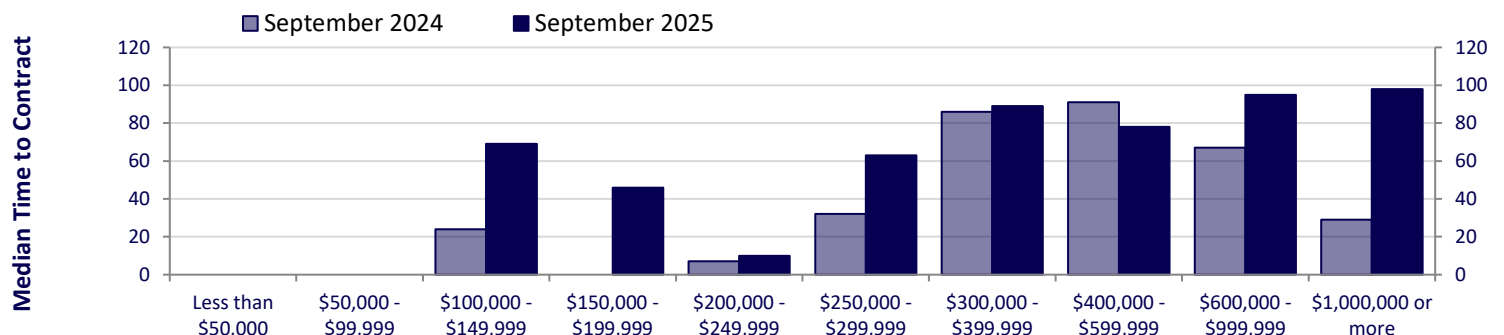


Median Time to Contract by Sale Price

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	69 Days	187.5%
\$150,000 - \$199,999	46 Days	N/A
\$200,000 - \$249,999	10 Days	42.9%
\$250,000 - \$299,999	63 Days	96.9%
\$300,000 - \$399,999	89 Days	3.5%
\$400,000 - \$599,999	78 Days	-14.3%
\$600,000 - \$999,999	95 Days	41.8%
\$1,000,000 or more	98 Days	237.9%



Monthly Market Detail - September 2025

Single-Family Homes

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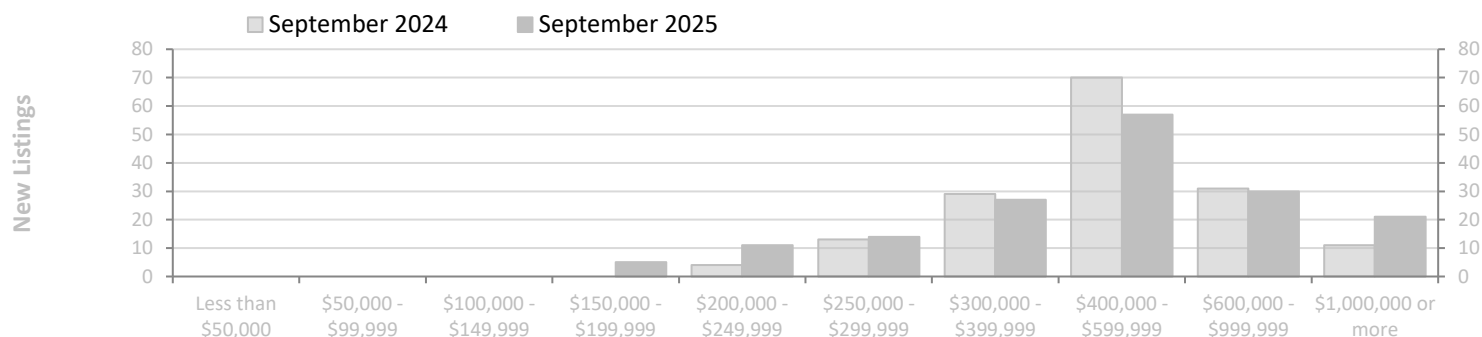


New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	5	N/A
\$200,000 - \$249,999	11	175.0%
\$250,000 - \$299,999	14	7.7%
\$300,000 - \$399,999	27	-6.9%
\$400,000 - \$599,999	57	-18.6%
\$600,000 - \$999,999	30	-3.2%
\$1,000,000 or more	21	90.9%

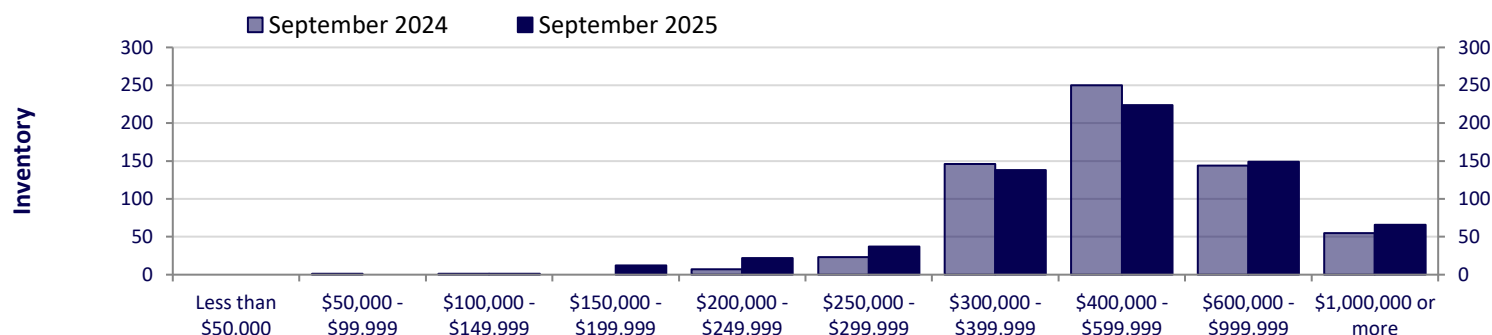


Inventory by Current Listing Price

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	0	-100.0%
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	12	N/A
\$200,000 - \$249,999	22	214.3%
\$250,000 - \$299,999	37	60.9%
\$300,000 - \$399,999	138	-5.5%
\$400,000 - \$599,999	224	-10.4%
\$600,000 - \$999,999	149	3.5%
\$1,000,000 or more	66	20.0%

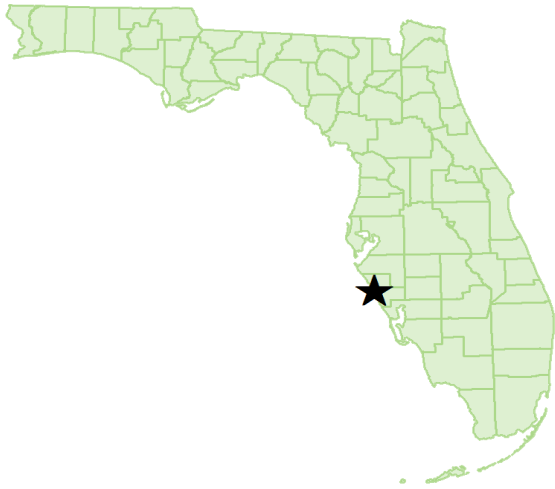


Monthly Distressed Market - September 2025

Single-Family Homes

Venice Area Board of REALTORS®

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



		September 2025	September 2024	Percent Change Year-over-Year
Traditional	Closed Sales	139	101	37.6%
	Median Sale Price	\$415,000	\$415,000	0.0%
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

