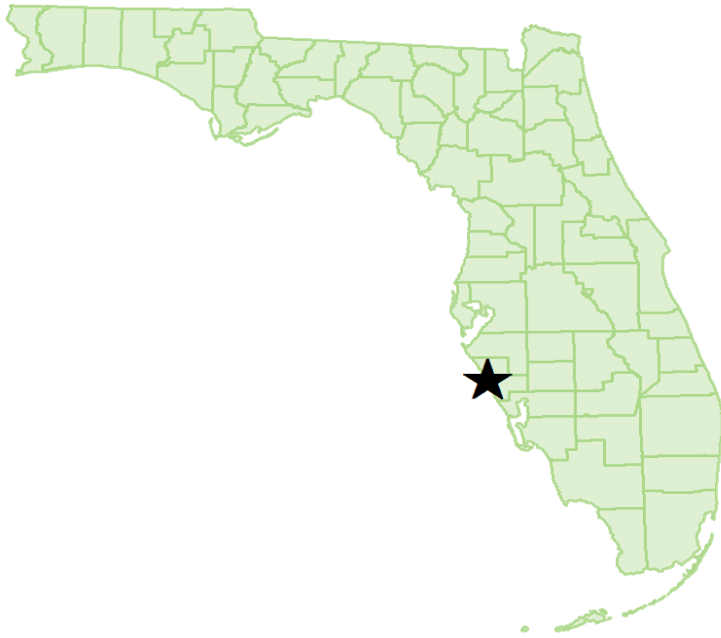


# Monthly Market Detail - January 2022

## 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.



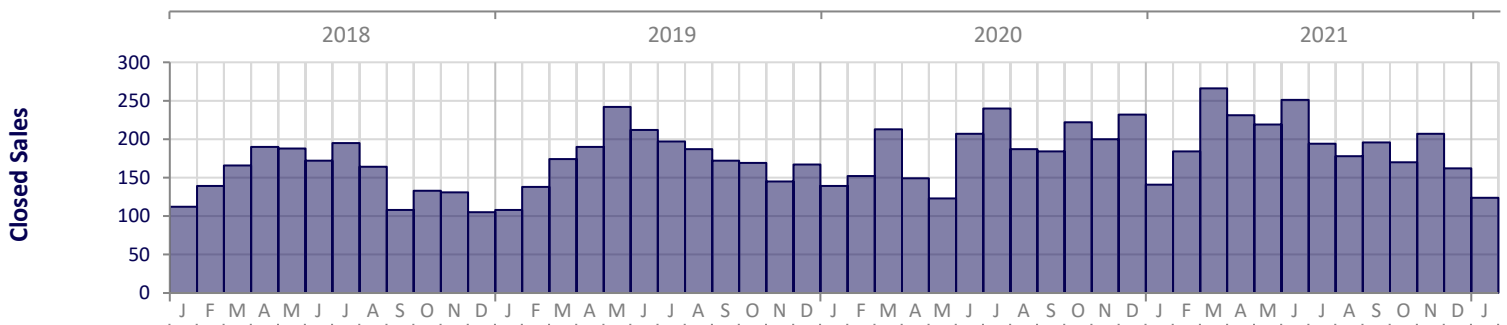
Summary Statistics	January 2022	January 2021	Percent Change Year-over-Year
Closed Sales	124	141	-12.1%
Paid in Cash	47	67	-29.9%
Median Sale Price	\$447,500	\$304,000	47.2%
Average Sale Price	\$502,284	\$381,547	31.6%
Dollar Volume	\$62.3 Million	\$53.8 Million	15.8%
Median Percent of Original List Price Received	100.0%	98.5%	1.5%
Median Time to Contract	10 Days	19 Days	-47.4%
Median Time to Sale	57 Days	68 Days	-16.2%
New Pending Sales	199	258	-22.9%
New Listings	194	197	-1.5%
Pending Inventory	277	340	-18.5%
Inventory (Active Listings)	127	180	-29.4%
Months Supply of Inventory	0.6	1.0	-40.0%

## 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	124	-12.1%
<b>January 2022</b>	<b>124</b>	<b>-12.1%</b>
December 2021	162	-30.2%
November 2021	207	3.5%
October 2021	170	-23.4%
September 2021	196	6.5%
August 2021	178	-4.8%
July 2021	194	-19.2%
June 2021	251	21.3%
May 2021	219	78.0%
April 2021	231	55.0%
March 2021	266	24.9%
February 2021	184	21.1%
January 2021	141	1.4%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



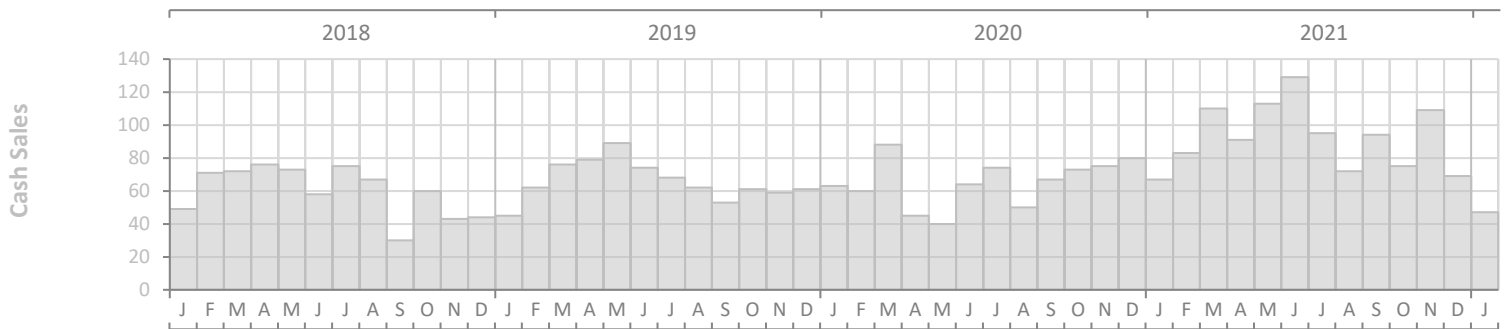
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	47	-29.9%
<b>January 2022</b>	<b>47</b>	<b>-29.9%</b>
December 2021	69	-13.8%
November 2021	109	45.3%
October 2021	75	2.7%
September 2021	94	40.3%
August 2021	72	44.0%
July 2021	95	28.4%
June 2021	129	101.6%
May 2021	113	182.5%
April 2021	91	102.2%
March 2021	110	25.0%
February 2021	83	38.3%
January 2021	67	6.3%

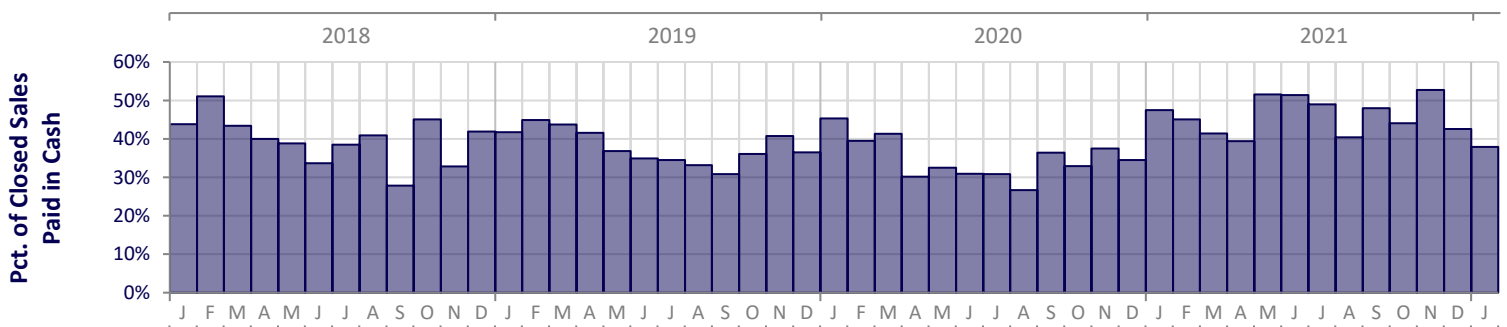


## Cash Sales as a Percentage of Closed Sales

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	37.9%	-20.2%
<b>January 2022</b>	<b>37.9%</b>	<b>-20.2%</b>
December 2021	42.6%	23.5%
November 2021	52.7%	40.5%
October 2021	44.1%	34.0%
September 2021	48.0%	31.9%
August 2021	40.4%	51.3%
July 2021	49.0%	59.1%
June 2021	51.4%	66.3%
May 2021	51.6%	58.8%
April 2021	39.4%	30.5%
March 2021	41.4%	0.2%
February 2021	45.1%	14.2%
January 2021	47.5%	4.9%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



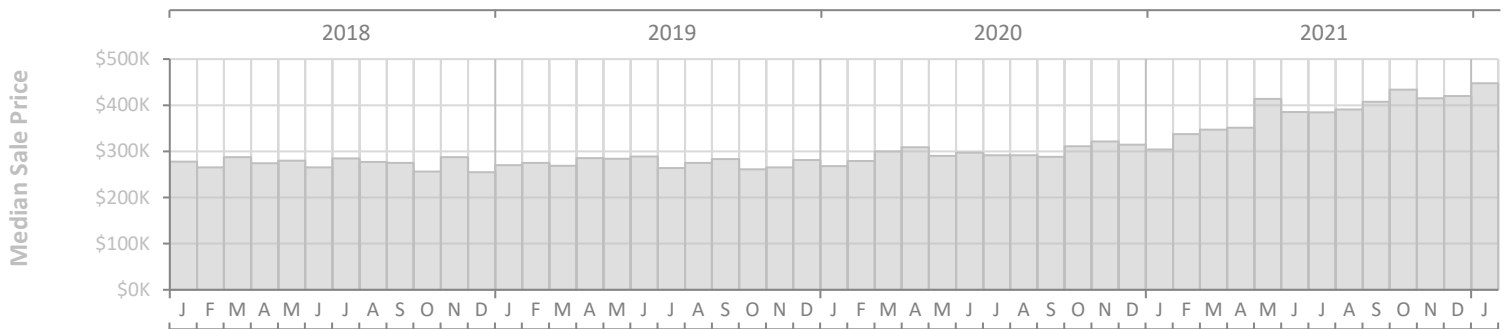
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## Median Sale Price

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	\$447,500	47.2%
<b>January 2022</b>	<b>\$447,500</b>	<b>47.2%</b>
December 2021	\$419,950	33.6%
November 2021	\$415,000	29.1%
October 2021	\$433,578	39.3%
September 2021	\$407,250	41.4%
August 2021	\$391,000	34.2%
July 2021	\$384,500	31.7%
June 2021	\$385,609	29.8%
May 2021	\$414,000	42.8%
April 2021	\$351,000	13.6%
March 2021	\$346,875	15.6%
February 2021	\$337,450	20.9%
January 2021	\$304,000	13.4%

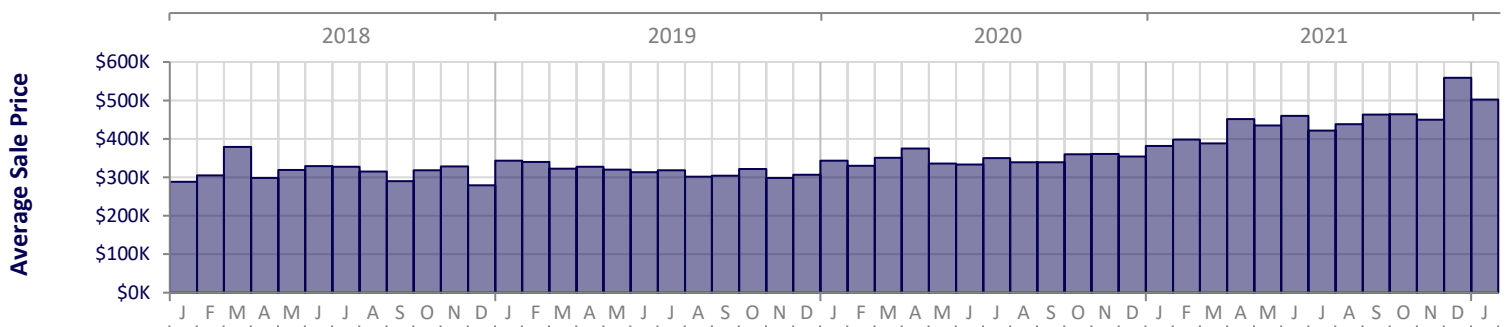


## Average Sale Price

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	\$502,284	31.6%
<b>January 2022</b>	<b>\$502,284</b>	<b>31.6%</b>
December 2021	\$558,483	57.8%
November 2021	\$449,474	24.6%
October 2021	\$463,736	28.9%
September 2021	\$462,838	36.3%
August 2021	\$438,324	29.4%
July 2021	\$421,662	20.6%
June 2021	\$460,059	38.1%
May 2021	\$434,583	29.4%
April 2021	\$451,690	20.5%
March 2021	\$388,518	10.9%
February 2021	\$398,526	20.8%
January 2021	\$381,547	11.2%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



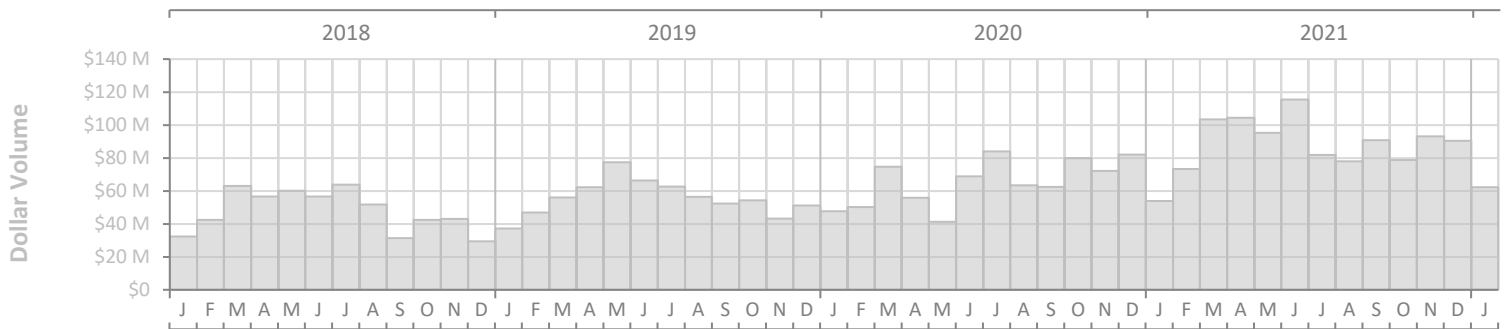
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## Dollar Volume

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	\$62.3 Million	15.8%
<b>January 2022</b>	<b>\$62.3 Million</b>	<b>15.8%</b>
December 2021	\$90.5 Million	10.2%
November 2021	\$93.0 Million	29.0%
October 2021	\$78.8 Million	-1.3%
September 2021	\$90.7 Million	45.2%
August 2021	\$78.0 Million	23.1%
July 2021	\$81.8 Million	-2.5%
June 2021	\$115.5 Million	67.5%
May 2021	\$95.2 Million	130.4%
April 2021	\$104.3 Million	86.9%
March 2021	\$103.3 Million	38.4%
February 2021	\$73.3 Million	46.3%
January 2021	\$53.8 Million	12.8%

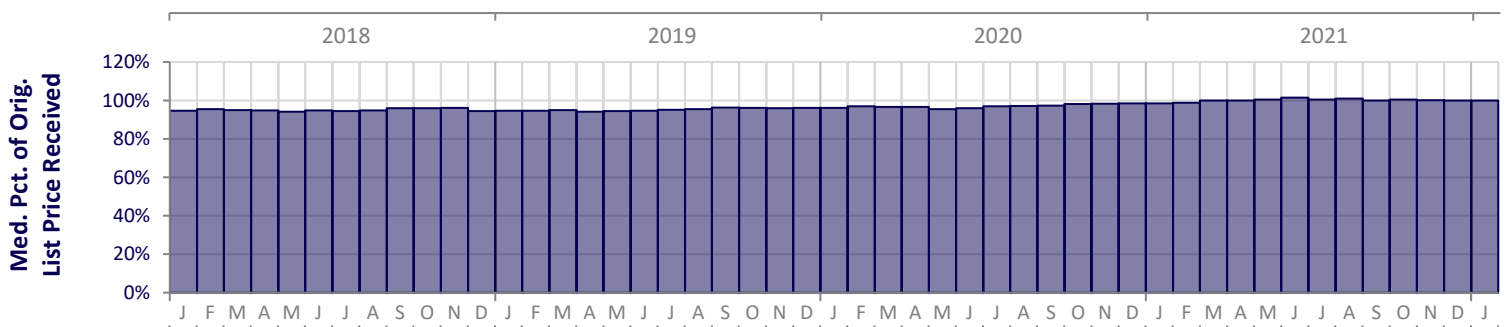


## Median Percent of Original List Price Received

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	100.0%	1.5%
<b>January 2022</b>	<b>100.0%</b>	<b>1.5%</b>
December 2021	100.0%	1.5%
November 2021	100.2%	1.9%
October 2021	100.5%	2.4%
September 2021	100.0%	2.8%
August 2021	100.9%	3.9%
July 2021	100.5%	3.7%
June 2021	101.4%	5.7%
May 2021	100.5%	5.3%
April 2021	100.0%	3.4%
March 2021	100.0%	3.5%
February 2021	98.8%	2.0%
January 2021	98.5%	2.4%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



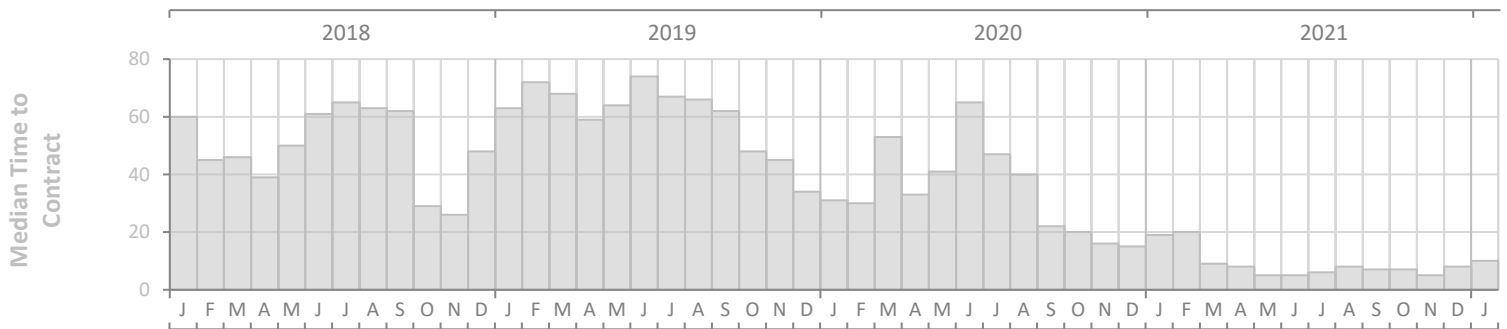
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## Median Time to Contract

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	10 Days	-47.4%
<b>January 2022</b>	<b>10 Days</b>	<b>-47.4%</b>
December 2021	8 Days	-46.7%
November 2021	5 Days	-68.8%
October 2021	7 Days	-65.0%
September 2021	7 Days	-68.2%
August 2021	8 Days	-80.0%
July 2021	6 Days	-87.2%
June 2021	5 Days	-92.3%
May 2021	5 Days	-87.8%
April 2021	8 Days	-75.8%
March 2021	9 Days	-83.0%
February 2021	20 Days	-33.3%
January 2021	19 Days	-38.7%

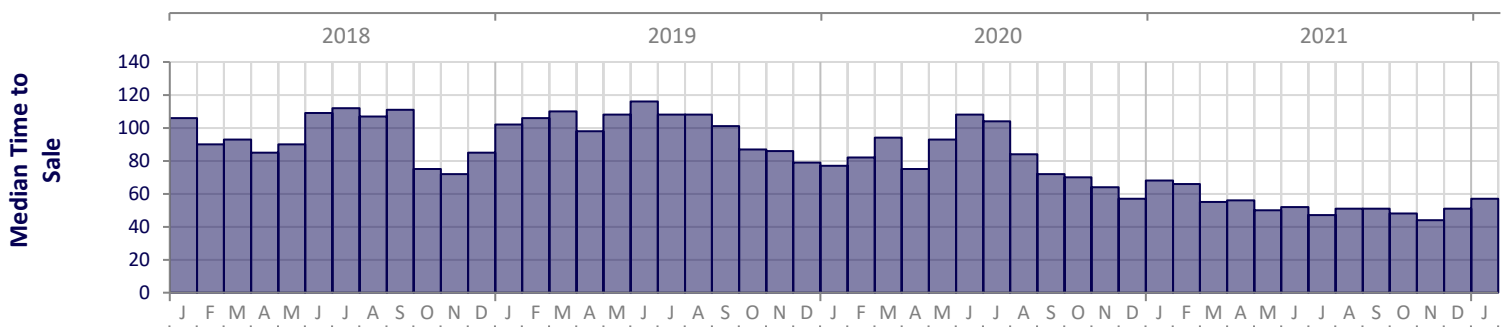


## Median Time to Sale

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	57 Days	-16.2%
<b>January 2022</b>	<b>57 Days</b>	<b>-16.2%</b>
December 2021	51 Days	-10.5%
November 2021	44 Days	-31.3%
October 2021	48 Days	-31.4%
September 2021	51 Days	-29.2%
August 2021	51 Days	-39.3%
July 2021	47 Days	-54.8%
June 2021	52 Days	-51.9%
May 2021	50 Days	-46.2%
April 2021	56 Days	-25.3%
March 2021	55 Days	-41.5%
February 2021	66 Days	-19.5%
January 2021	68 Days	-11.7%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



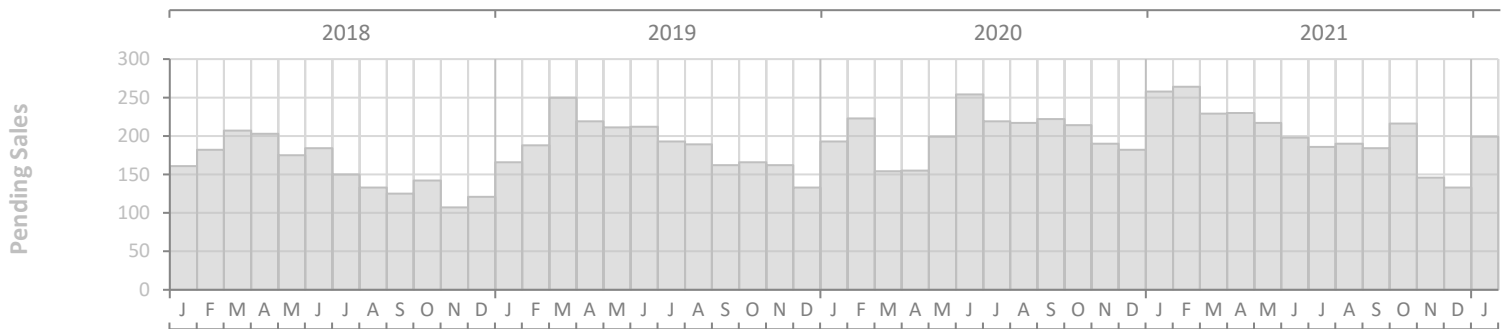
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## New Pending Sales

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	199	-22.9%
<b>January 2022</b>	<b>199</b>	<b>-22.9%</b>
December 2021	133	-26.9%
November 2021	146	-23.2%
October 2021	216	0.9%
September 2021	184	-17.1%
August 2021	190	-12.4%
July 2021	186	-15.1%
June 2021	198	-22.0%
May 2021	217	9.0%
April 2021	230	48.4%
March 2021	229	48.7%
February 2021	264	18.4%
January 2021	258	33.7%

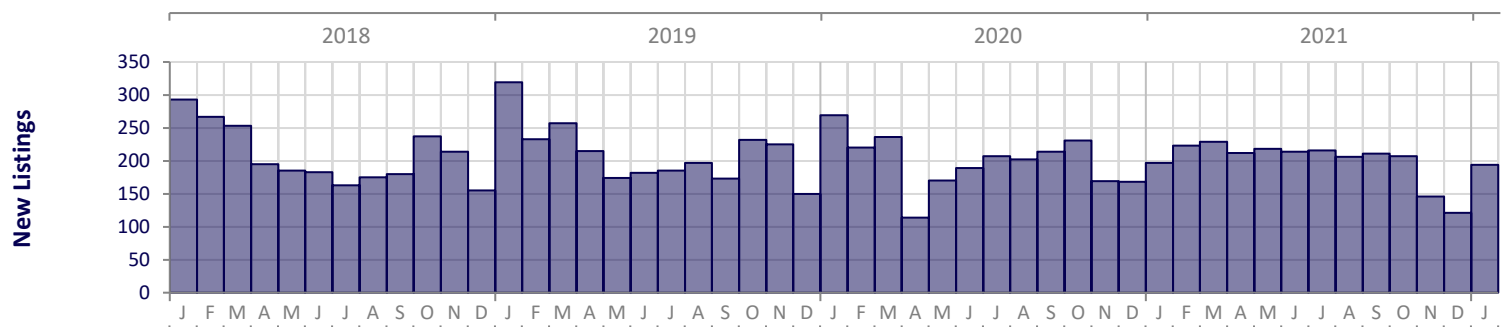


## New Listings

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	194	-1.5%
<b>January 2022</b>	<b>194</b>	<b>-1.5%</b>
December 2021	121	-28.0%
November 2021	146	-13.6%
October 2021	207	-10.4%
September 2021	211	-1.4%
August 2021	206	2.0%
July 2021	216	4.3%
June 2021	214	13.2%
May 2021	218	28.2%
April 2021	212	86.0%
March 2021	229	-3.0%
February 2021	223	1.4%
January 2021	197	-26.8%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



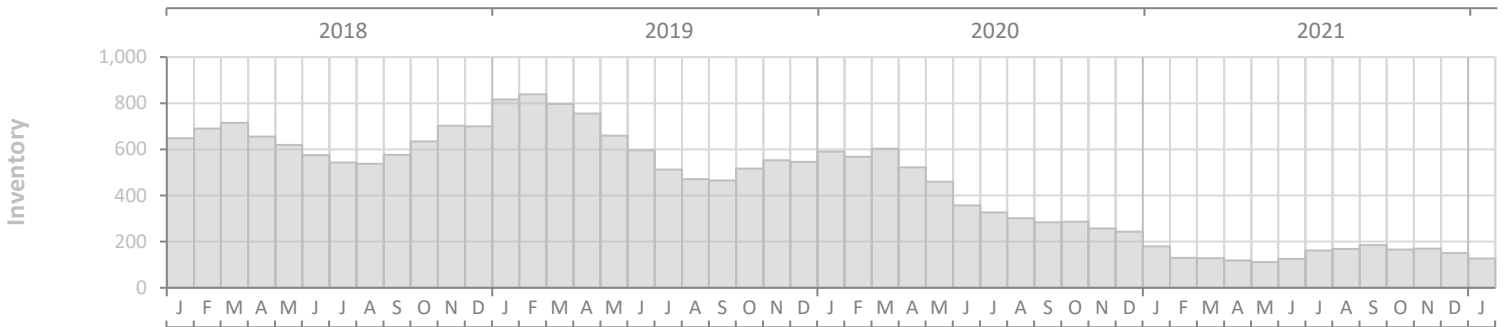
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## Inventory (Active Listings)

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)	127	-29.4%
<b>January 2022</b>	<b>127</b>	<b>-29.4%</b>
December 2021	150	-38.5%
November 2021	170	-34.1%
October 2021	166	-42.0%
September 2021	185	-34.9%
August 2021	169	-44.0%
July 2021	161	-50.8%
June 2021	125	-65.0%
May 2021	112	-75.7%
April 2021	118	-77.4%
March 2021	128	-78.8%
February 2021	130	-77.1%
January 2021	180	-69.5%

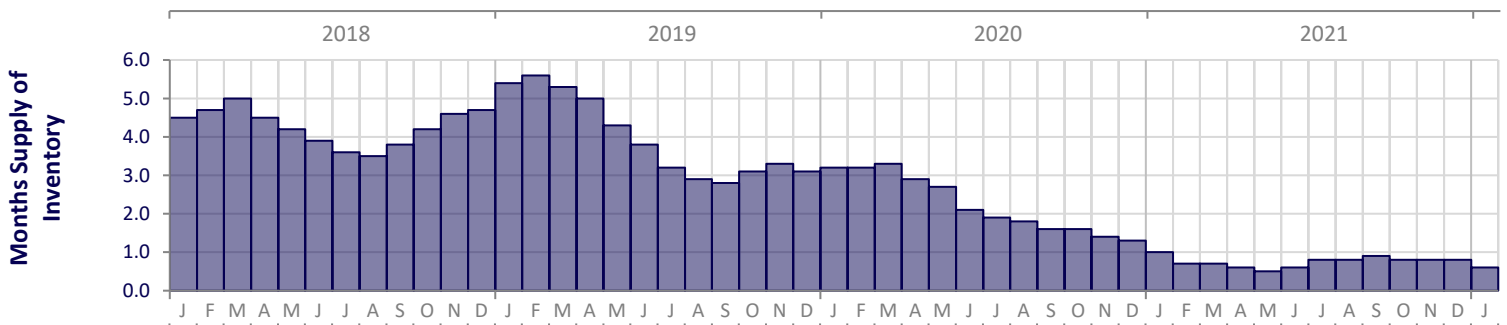


## Months Supply of Inventory

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)	0.6	-40.0%
<b>January 2022</b>	<b>0.6</b>	<b>-40.0%</b>
December 2021	0.8	-38.5%
November 2021	0.8	-42.9%
October 2021	0.8	-50.0%
September 2021	0.9	-43.8%
August 2021	0.8	-55.6%
July 2021	0.8	-57.9%
June 2021	0.6	-71.4%
May 2021	0.5	-81.5%
April 2021	0.6	-79.3%
March 2021	0.7	-78.8%
February 2021	0.7	-78.1%
January 2021	1.0	-68.8%



# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



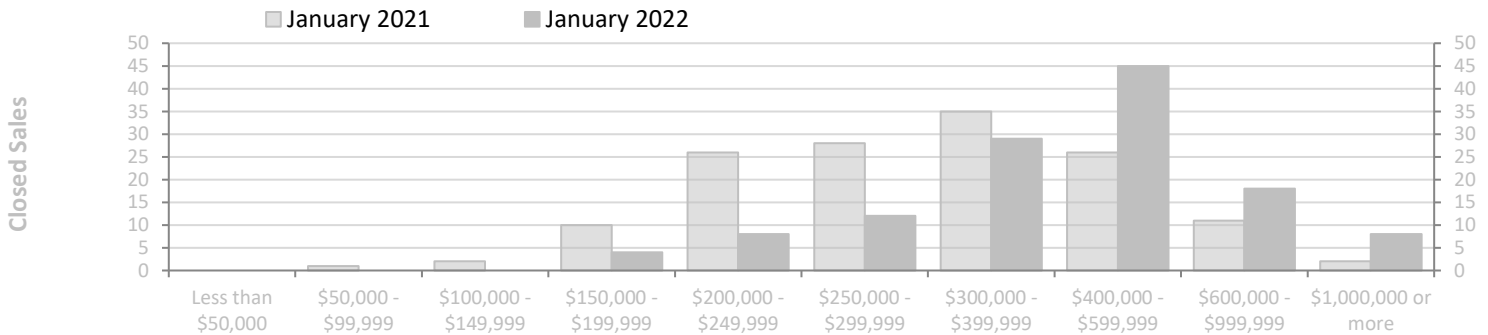
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## Closed Sales by Sale Price

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	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	4	-60.0%
\$200,000 - \$249,999	8	-69.2%
\$250,000 - \$299,999	12	-57.1%
\$300,000 - \$399,999	29	-17.1%
\$400,000 - \$599,999	45	73.1%
\$600,000 - \$999,999	18	63.6%
\$1,000,000 or more	8	300.0%

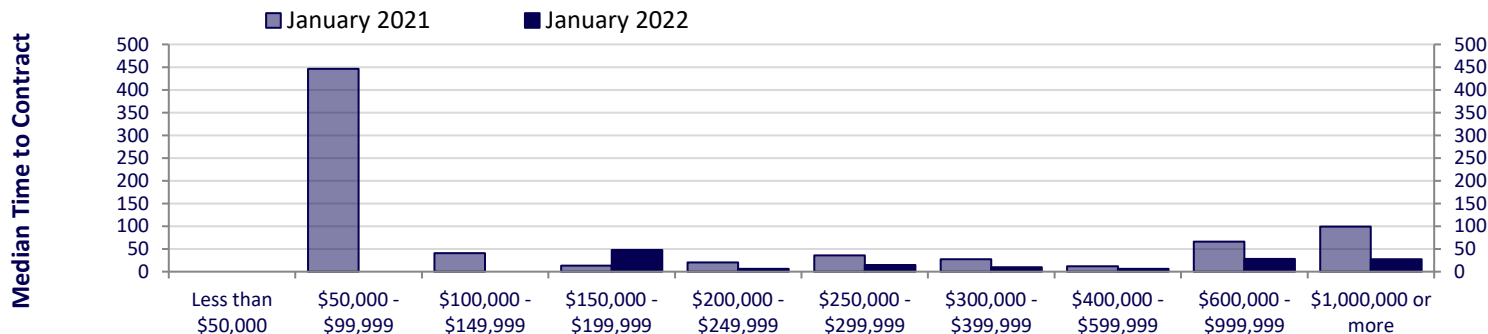


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$150,000 - \$199,999	48 Days	269.2%
\$200,000 - \$249,999	6 Days	-70.0%
\$250,000 - \$299,999	15 Days	-58.3%
\$300,000 - \$399,999	10 Days	-63.0%
\$400,000 - \$599,999	6 Days	-50.0%
\$600,000 - \$999,999	28 Days	-57.6%
\$1,000,000 or more	27 Days	-72.7%





# Monthly Market Detail - January 2022

## Single-Family Homes

### Venice Area Board of REALTORS®



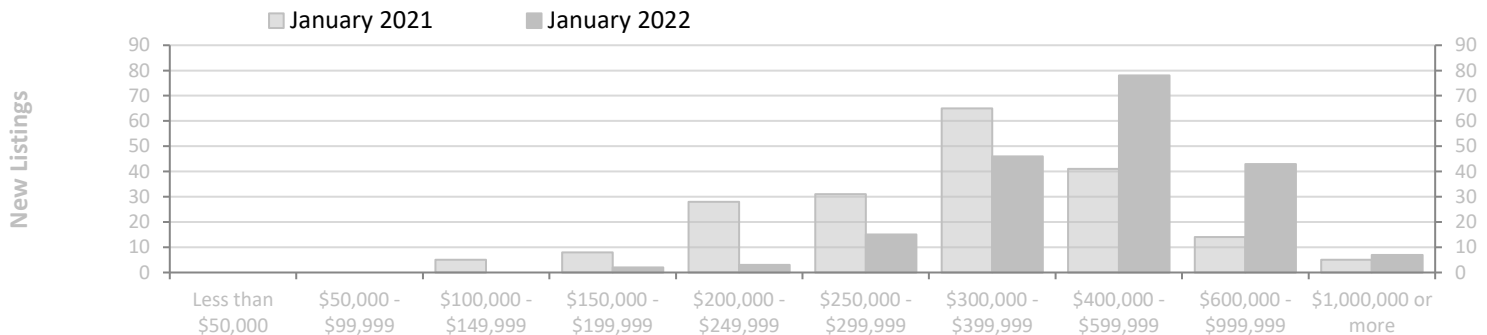
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## New Listings by Initial Listing Price

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 \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	2	-75.0%
\$200,000 - \$249,999	3	-89.3%
\$250,000 - \$299,999	15	-51.6%
\$300,000 - \$399,999	46	-29.2%
\$400,000 - \$599,999	78	90.2%
\$600,000 - \$999,999	43	207.1%
\$1,000,000 or more	7	40.0%

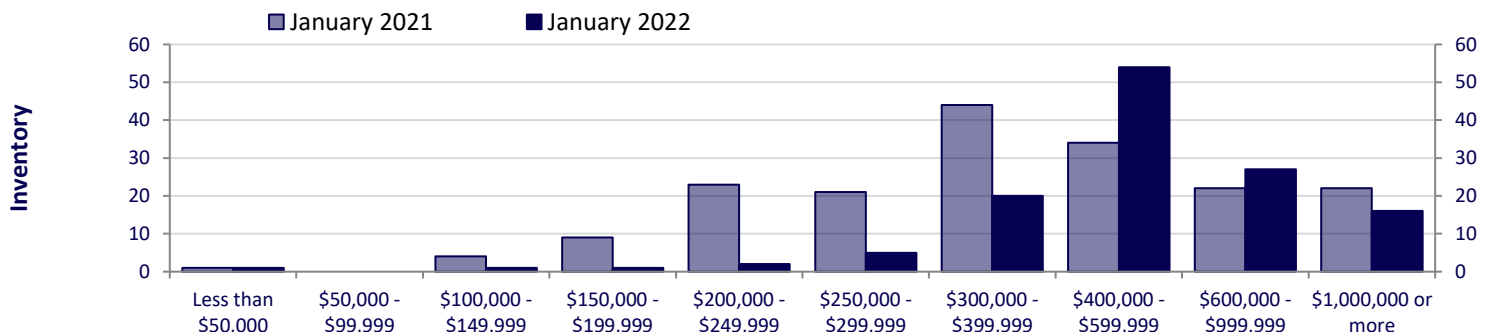


## Inventory by Current Listing Price

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	1	0.0%
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-75.0%
\$150,000 - \$199,999	1	-88.9%
\$200,000 - \$249,999	2	-91.3%
\$250,000 - \$299,999	5	-76.2%
\$300,000 - \$399,999	20	-54.5%
\$400,000 - \$599,999	54	58.8%
\$600,000 - \$999,999	27	22.7%
\$1,000,000 or more	16	-27.3%



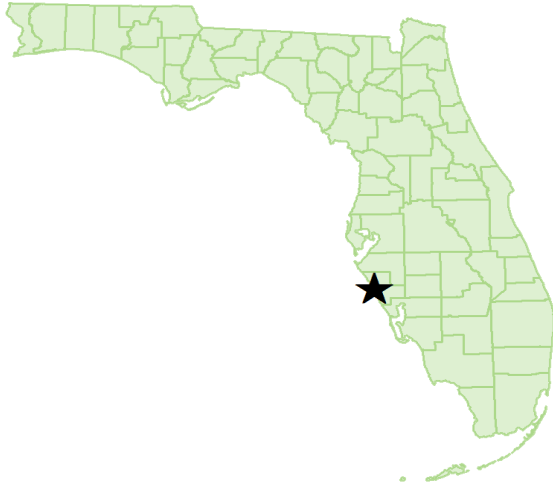
# Monthly Distressed Market - January 2022

## 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.



		January 2022	January 2021	Percent Change Year-over-Year
Traditional	Closed Sales	123	141	-12.8%
	Median Sale Price	\$449,000	\$304,000	47.7%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$400,000	(No Sales)	N/A

