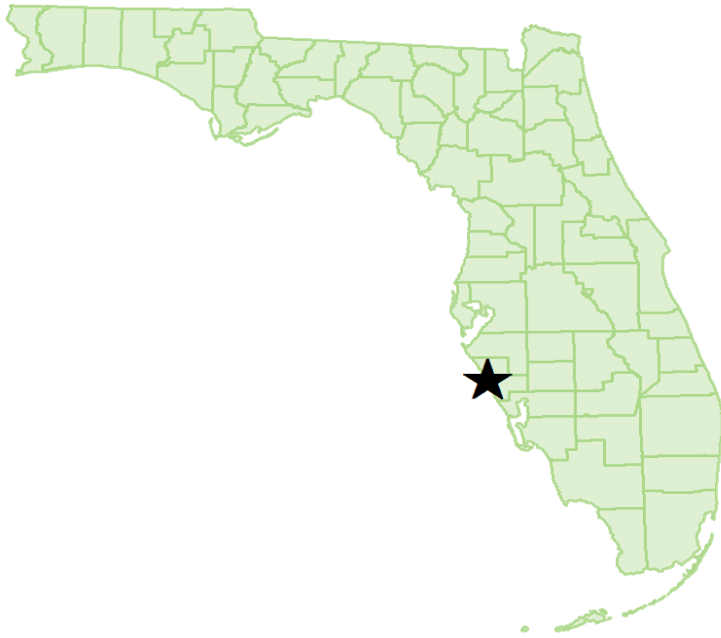


Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®

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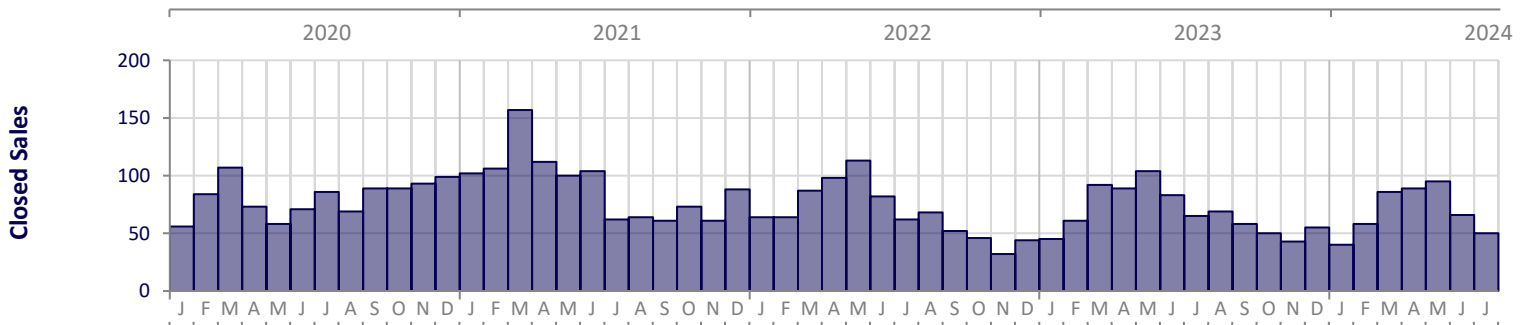
Summary Statistics	July 2024	July 2023	Percent Change Year-over-Year
Closed Sales	50	65	-23.1%
Paid in Cash	28	42	-33.3%
Median Sale Price	\$297,500	\$360,000	-17.4%
Average Sale Price	\$306,263	\$396,746	-22.8%
Dollar Volume	\$15.3 Million	\$25.8 Million	-40.6%
Median Percent of Original List Price Received	87.3%	94.8%	-7.9%
Median Time to Contract	104 Days	38 Days	173.7%
Median Time to Sale	138 Days	74 Days	86.5%
New Pending Sales	58	66	-12.1%
New Listings	69	65	6.2%
Pending Inventory	63	87	-27.6%
Inventory (Active Listings)	392	229	71.2%
Months Supply of Inventory	6.2	3.5	77.1%

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	484	-10.2%
July 2024	50	-23.1%
June 2024	66	-20.5%
May 2024	95	-8.7%
April 2024	89	0.0%
March 2024	86	-6.5%
February 2024	58	-4.9%
January 2024	40	-11.1%
December 2023	55	25.0%
November 2023	43	34.4%
October 2023	50	8.7%
September 2023	58	11.5%
August 2023	69	1.5%
July 2023	65	4.8%



Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®



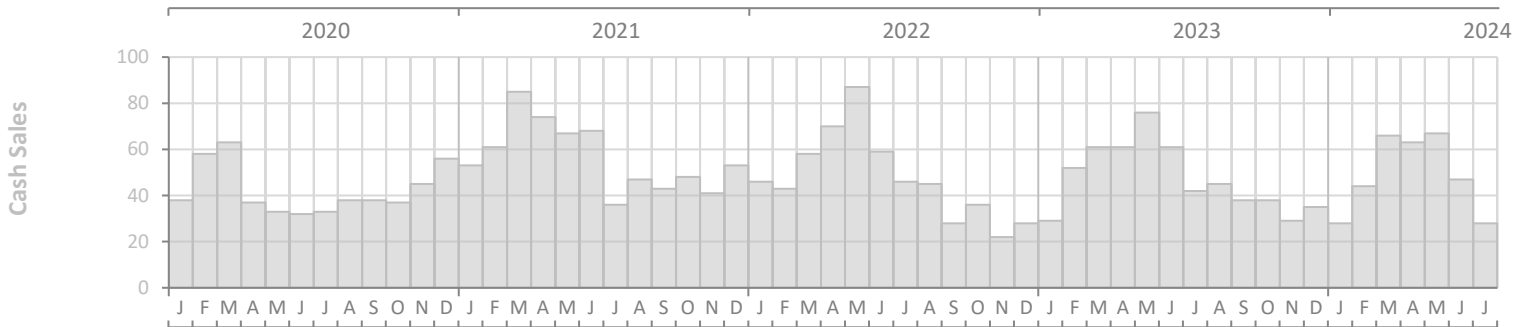
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Cash Sales

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	343	-10.2%
July 2024	28	-33.3%
June 2024	47	-23.0%
May 2024	67	-11.8%
April 2024	63	3.3%
March 2024	66	8.2%
February 2024	44	-15.4%
January 2024	28	-3.4%
December 2023	35	25.0%
November 2023	29	31.8%
October 2023	38	5.6%
September 2023	38	35.7%
August 2023	45	0.0%
July 2023	42	-8.7%

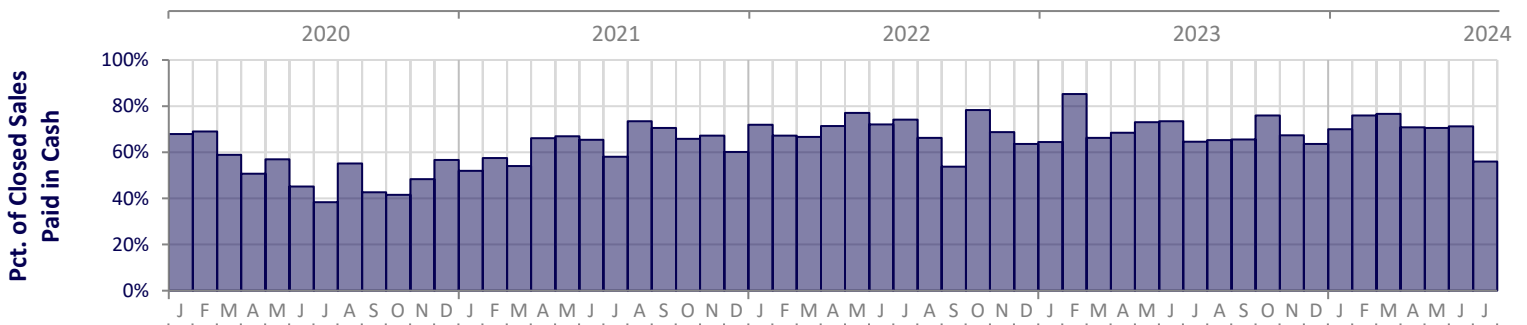


Cash Sales as a Percentage of Closed Sales

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	70.9%	0.0%
July 2024	56.0%	-13.3%
June 2024	71.2%	-3.1%
May 2024	70.5%	-3.6%
April 2024	70.8%	3.4%
March 2024	76.7%	15.7%
February 2024	75.9%	-10.9%
January 2024	70.0%	8.7%
December 2023	63.6%	0.0%
November 2023	67.4%	-2.0%
October 2023	76.0%	-2.9%
September 2023	65.5%	21.7%
August 2023	65.2%	-1.5%
July 2023	64.6%	-12.9%



Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®

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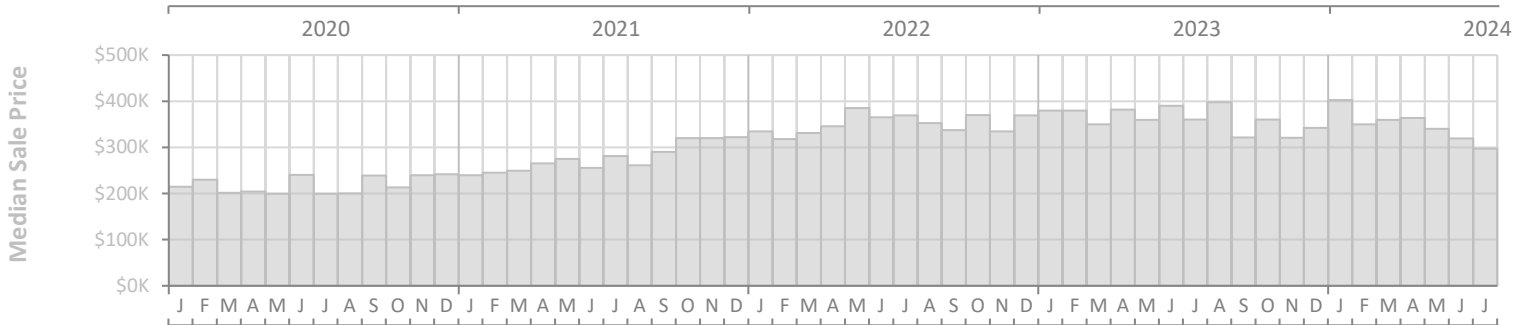


Median Sale Price

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	\$345,000	-8.0%
July 2024	\$297,500	-17.4%
June 2024	\$319,250	-18.1%
May 2024	\$340,000	-5.4%
April 2024	\$364,000	-4.7%
March 2024	\$359,500	2.7%
February 2024	\$350,000	-7.9%
January 2024	\$402,500	5.9%
December 2023	\$342,000	-7.4%
November 2023	\$321,000	-4.2%
October 2023	\$360,000	-2.7%
September 2023	\$321,745	-4.7%
August 2023	\$397,500	12.8%
July 2023	\$360,000	-2.4%

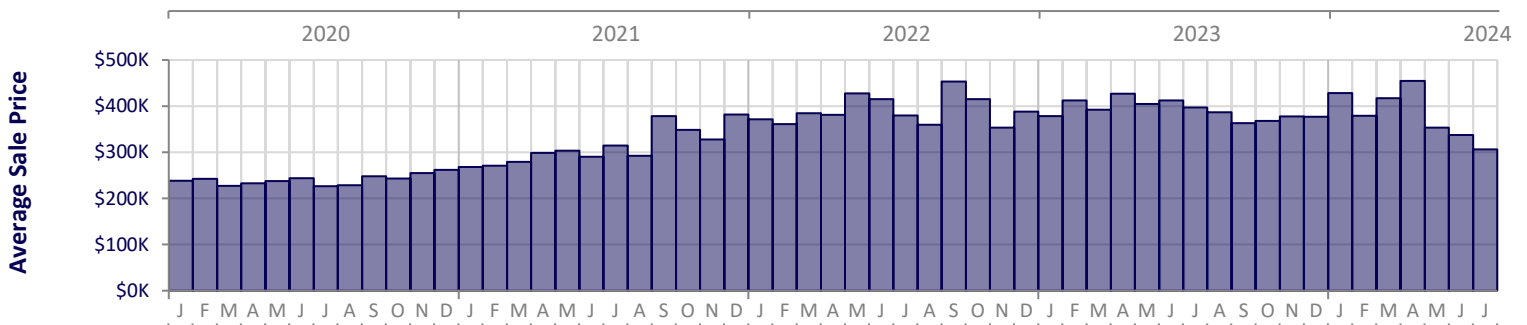


Average Sale Price

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	\$385,552	-4.8%
July 2024	\$306,263	-22.8%
June 2024	\$337,608	-18.1%
May 2024	\$353,531	-12.7%
April 2024	\$454,452	6.5%
March 2024	\$416,949	6.3%
February 2024	\$379,382	-7.9%
January 2024	\$427,963	13.1%
December 2023	\$377,022	-2.9%
November 2023	\$377,526	6.8%
October 2023	\$367,860	-11.4%
September 2023	\$363,422	-19.8%
August 2023	\$386,464	7.4%
July 2023	\$396,746	4.5%



Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®



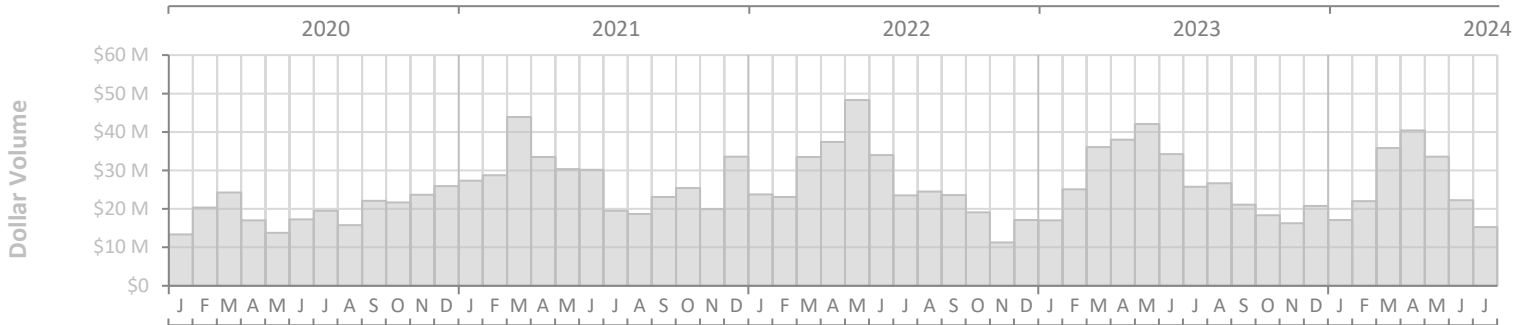
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Dollar Volume

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	\$186.6 Million	-14.5%
July 2024	\$15.3 Million	-40.6%
June 2024	\$22.3 Million	-34.9%
May 2024	\$33.6 Million	-20.2%
April 2024	\$40.4 Million	6.5%
March 2024	\$35.9 Million	-0.6%
February 2024	\$22.0 Million	-12.5%
January 2024	\$17.1 Million	0.6%
December 2023	\$20.7 Million	21.4%
November 2023	\$16.2 Million	43.6%
October 2023	\$18.4 Million	-3.7%
September 2023	\$21.1 Million	-10.5%
August 2023	\$26.7 Million	9.0%
July 2023	\$25.8 Million	9.6%

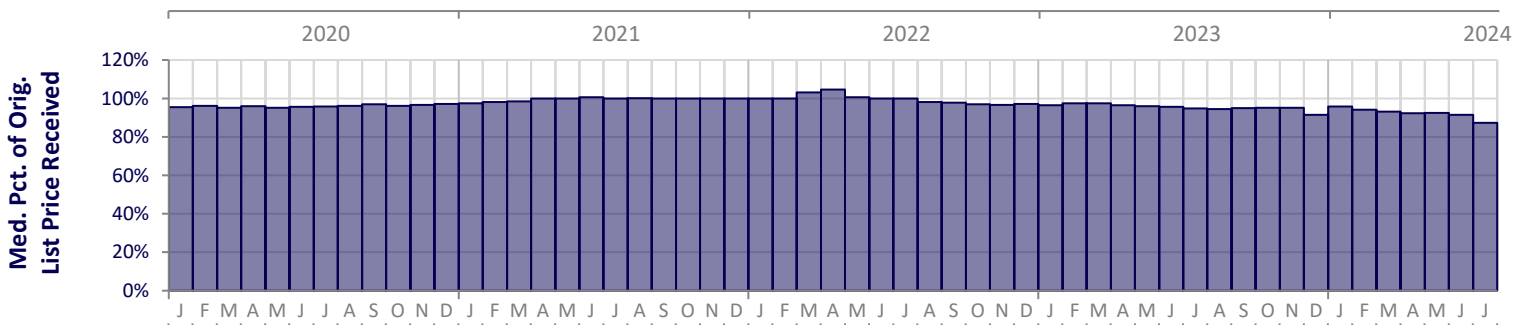


Median Percent of Original List Price Received

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	92.5%	-3.8%
July 2024	87.3%	-7.9%
June 2024	91.5%	-4.4%
May 2024	92.5%	-3.5%
April 2024	92.3%	-4.4%
March 2024	93.1%	-4.4%
February 2024	94.2%	-3.4%
January 2024	95.8%	-0.6%
December 2023	91.4%	-5.9%
November 2023	95.2%	-1.4%
October 2023	95.1%	-1.9%
September 2023	94.9%	-3.0%
August 2023	94.5%	-3.7%
July 2023	94.8%	-5.2%



Monthly Market Detail - July 2024

Townhouses and Condos

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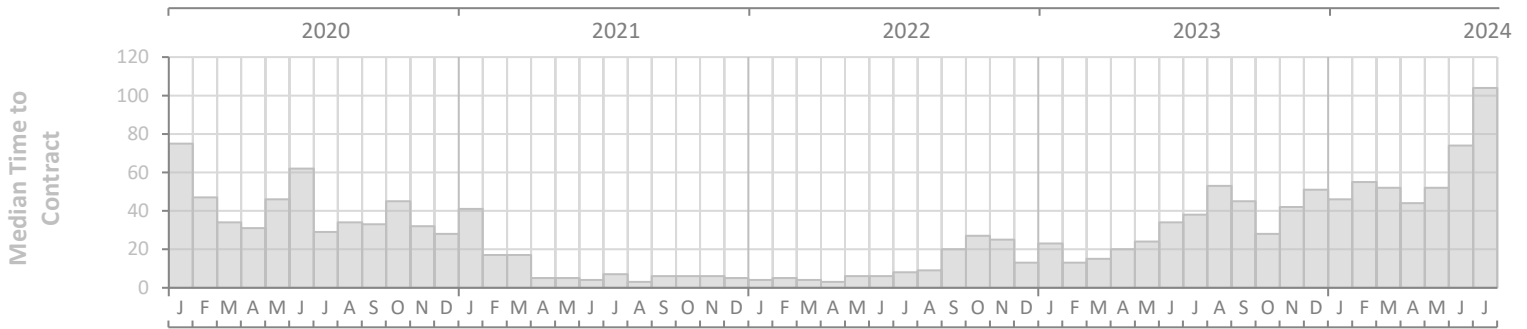


Median Time to Contract

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	173.9%
July 2024	104 Days	173.7%
June 2024	74 Days	117.6%
May 2024	52 Days	116.7%
April 2024	44 Days	120.0%
March 2024	52 Days	246.7%
February 2024	55 Days	323.1%
January 2024	46 Days	100.0%
December 2023	51 Days	292.3%
November 2023	42 Days	68.0%
October 2023	28 Days	3.7%
September 2023	45 Days	125.0%
August 2023	53 Days	488.9%
July 2023	38 Days	375.0%

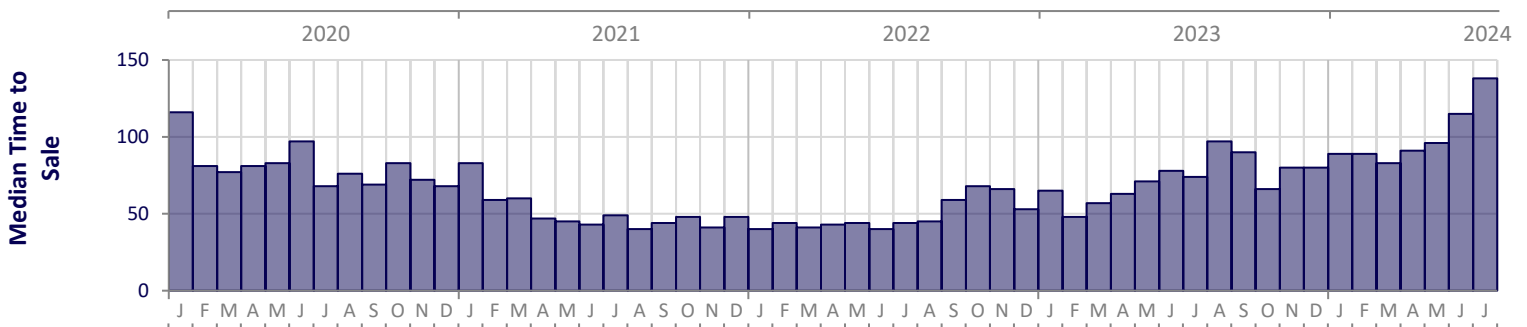


Median Time to Sale

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	100 Days	53.8%
July 2024	138 Days	86.5%
June 2024	115 Days	47.4%
May 2024	96 Days	35.2%
April 2024	91 Days	44.4%
March 2024	83 Days	45.6%
February 2024	89 Days	85.4%
January 2024	89 Days	36.9%
December 2023	80 Days	50.9%
November 2023	80 Days	21.2%
October 2023	66 Days	-2.9%
September 2023	90 Days	52.5%
August 2023	97 Days	115.6%
July 2023	74 Days	68.2%



Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®



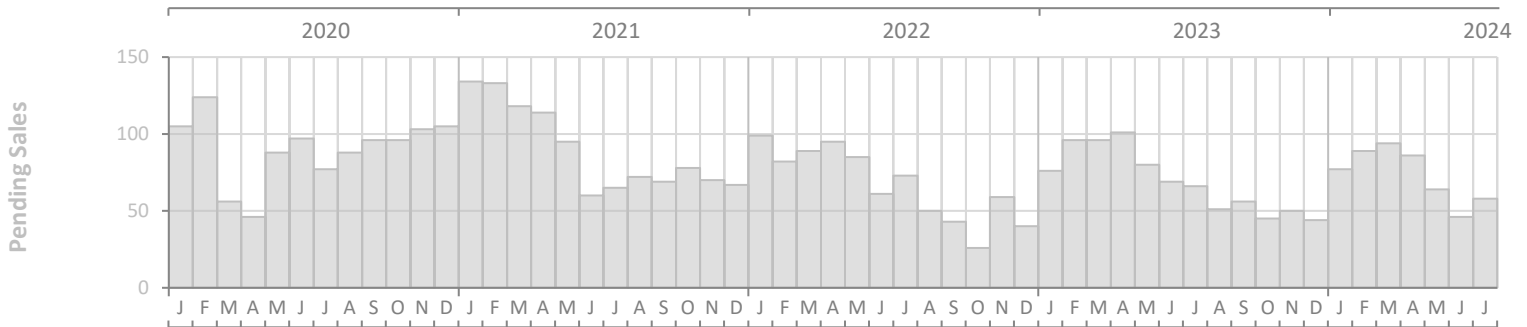
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New Pending Sales

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	514	-12.0%
July 2024	58	-12.1%
June 2024	46	-33.3%
May 2024	64	-20.0%
April 2024	86	-14.9%
March 2024	94	-2.1%
February 2024	89	-7.3%
January 2024	77	1.3%
December 2023	44	10.0%
November 2023	50	-15.3%
October 2023	45	73.1%
September 2023	56	30.2%
August 2023	51	2.0%
July 2023	66	-9.6%

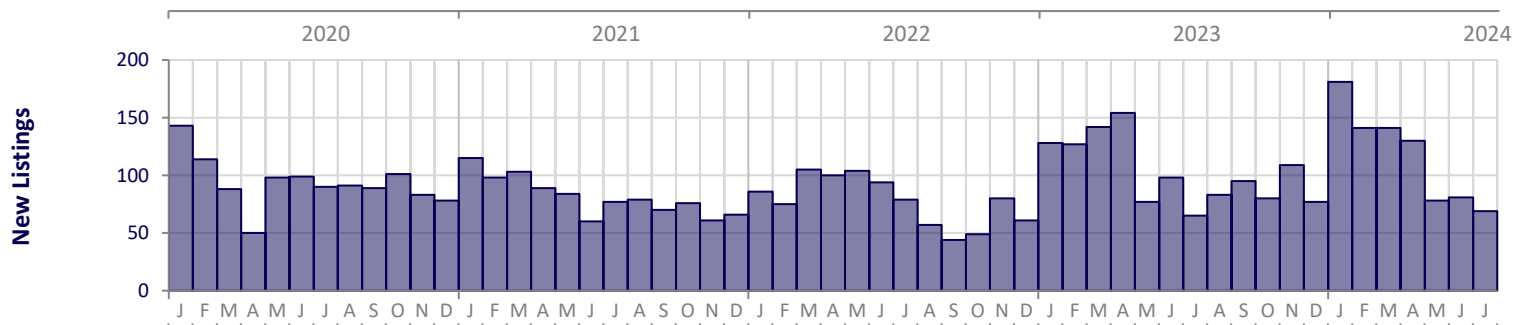


New Listings

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	821	3.8%
July 2024	69	6.2%
June 2024	81	-17.3%
May 2024	78	1.3%
April 2024	130	-15.6%
March 2024	141	-0.7%
February 2024	141	11.0%
January 2024	181	41.4%
December 2023	77	26.2%
November 2023	109	36.3%
October 2023	80	63.3%
September 2023	95	115.9%
August 2023	83	45.6%
July 2023	65	-17.7%



Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®



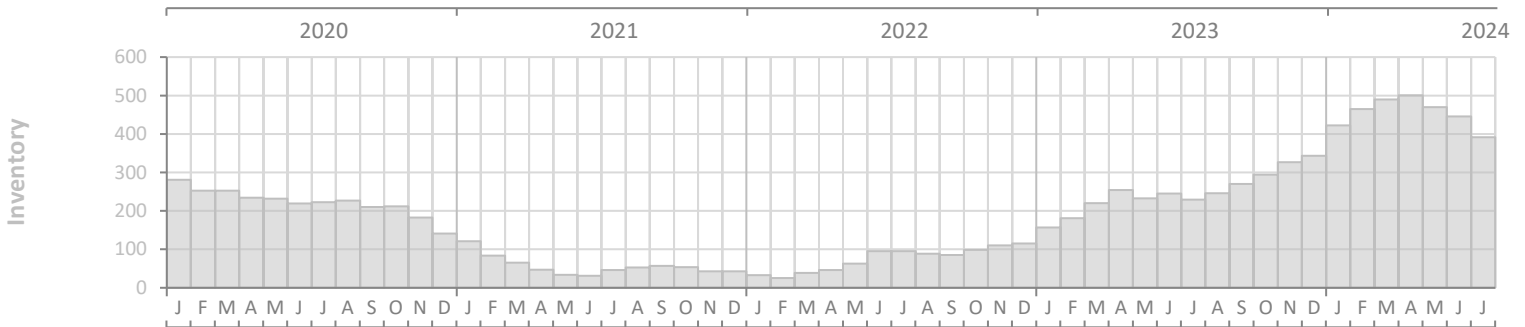
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Inventory (Active Listings)

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)	455	109.7%
July 2024	392	71.2%
June 2024	446	82.0%
May 2024	470	101.7%
April 2024	501	97.2%
March 2024	490	122.7%
February 2024	465	156.9%
January 2024	422	168.8%
December 2023	343	198.3%
November 2023	327	197.3%
October 2023	294	197.0%
September 2023	270	217.6%
August 2023	246	176.4%
July 2023	229	141.1%

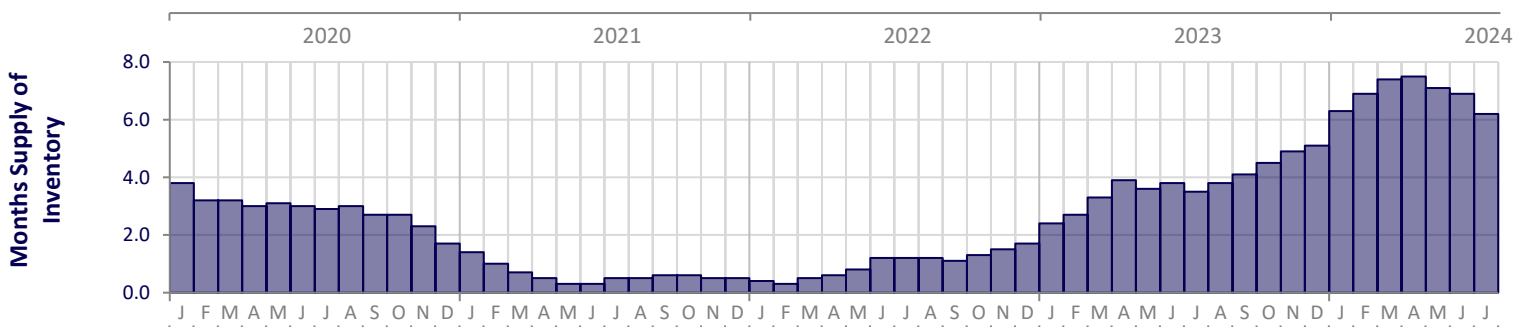


Months Supply of Inventory

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)	6.9	109.1%
July 2024	6.2	77.1%
June 2024	6.9	81.6%
May 2024	7.1	97.2%
April 2024	7.5	92.3%
March 2024	7.4	124.2%
February 2024	6.9	155.6%
January 2024	6.3	162.5%
December 2023	5.1	200.0%
November 2023	4.9	226.7%
October 2023	4.5	246.2%
September 2023	4.1	272.7%
August 2023	3.8	216.7%
July 2023	3.5	191.7%



Monthly Market Detail - July 2024

Townhouses and Condos

Venice Area Board of REALTORS®



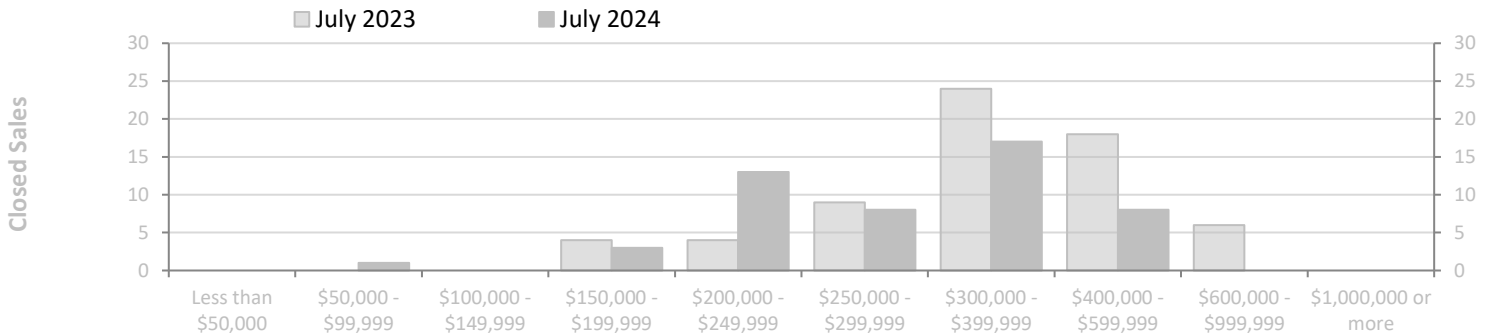
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Closed Sales by Sale Price

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	1	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	3	-25.0%
\$200,000 - \$249,999	13	225.0%
\$250,000 - \$299,999	8	-11.1%
\$300,000 - \$399,999	17	-29.2%
\$400,000 - \$599,999	8	-55.6%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

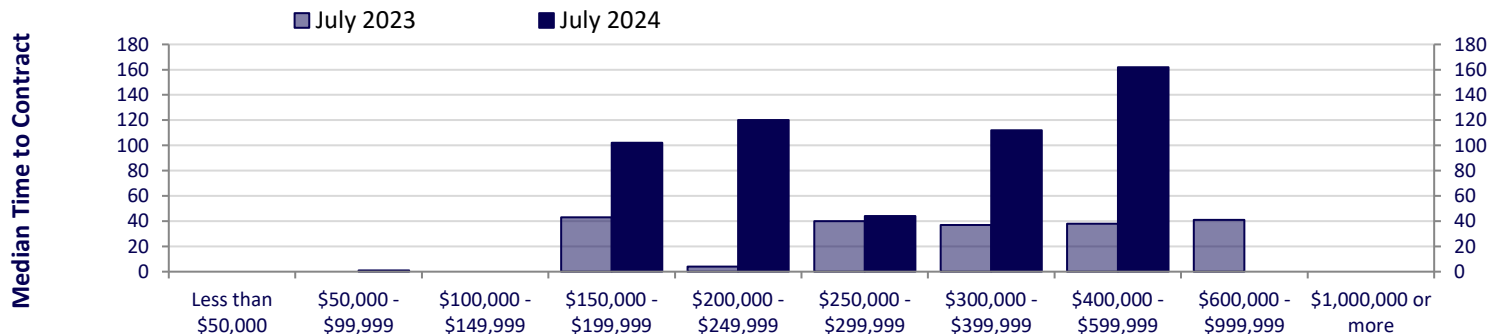


Median Time to Contract by Sale Price

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	1 Day	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	102 Days	137.2%
\$200,000 - \$249,999	120 Days	2900.0%
\$250,000 - \$299,999	44 Days	10.0%
\$300,000 - \$399,999	112 Days	202.7%
\$400,000 - \$599,999	162 Days	326.3%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - July 2024

Townhouses and Condos

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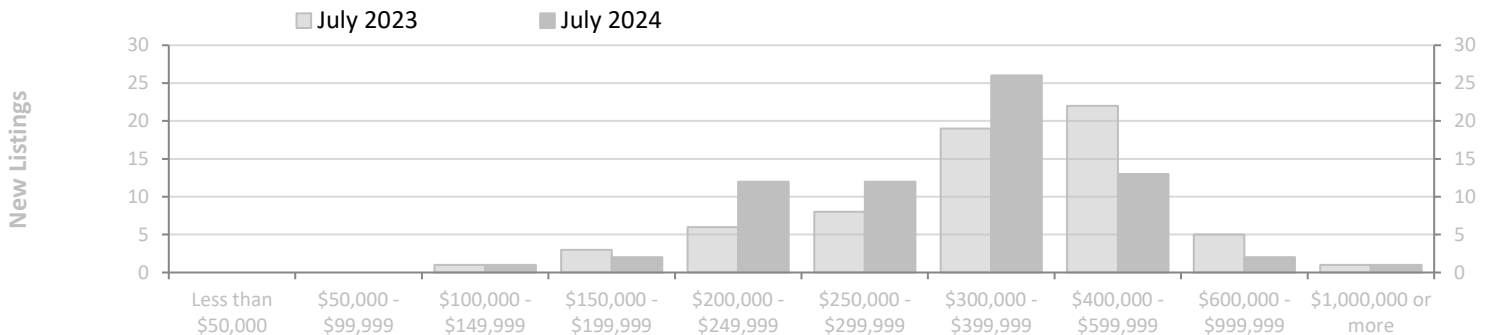
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New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	12	100.0%
\$250,000 - \$299,999	12	50.0%
\$300,000 - \$399,999	26	36.8%
\$400,000 - \$599,999	13	-40.9%
\$600,000 - \$999,999	2	-60.0%
\$1,000,000 or more	1	0.0%

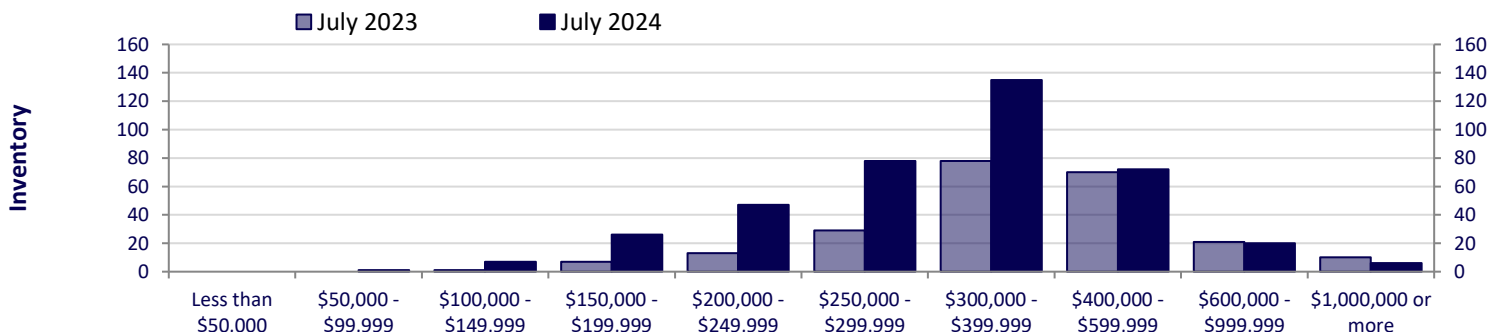


Inventory by Current Listing Price

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	7	600.0%
\$150,000 - \$199,999	26	271.4%
\$200,000 - \$249,999	47	261.5%
\$250,000 - \$299,999	78	169.0%
\$300,000 - \$399,999	135	73.1%
\$400,000 - \$599,999	72	2.9%
\$600,000 - \$999,999	20	-4.8%
\$1,000,000 or more	6	-40.0%

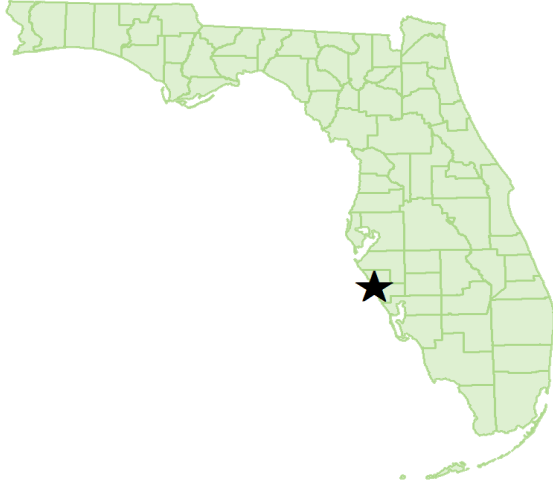


Monthly Distressed Market - July 2024

Townhouses and Condos

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		July 2024	July 2023	Percent Change Year-over-Year
Traditional	Closed Sales	50	65	-23.1%
	Median Sale Price	\$297,500	\$360,000	-17.4%
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

