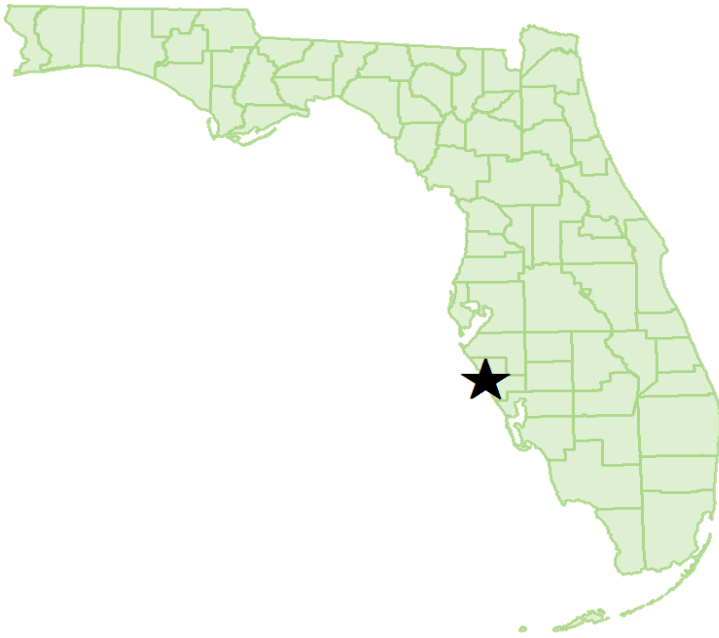


# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®

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



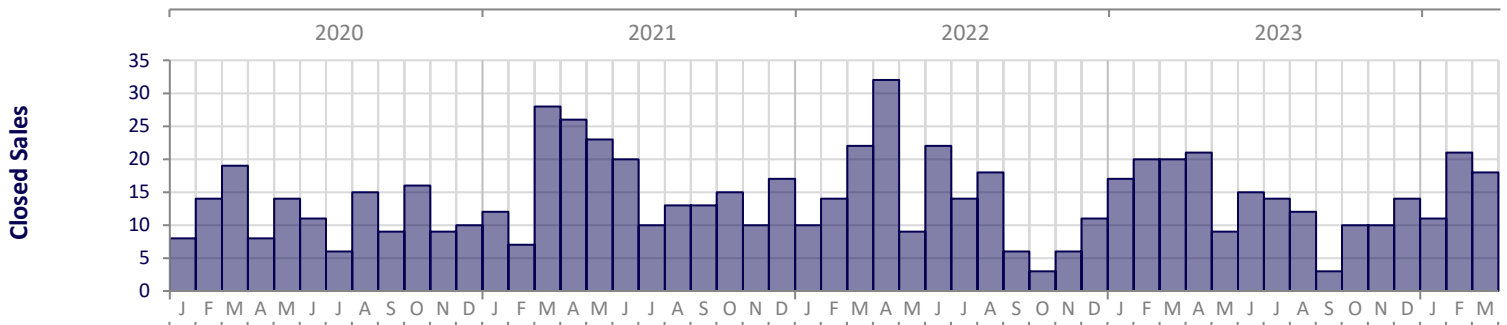
Summary Statistics	March 2024	March 2023	Percent Change Year-over-Year
Closed Sales	18	20	-10.0%
Paid in Cash	14	19	-26.3%
Median Sale Price	\$216,250	\$152,500	41.8%
Average Sale Price	\$226,217	\$176,325	28.3%
Dollar Volume	\$4.1 Million	\$3.5 Million	15.5%
Median Percent of Original List Price Received	93.9%	90.8%	3.4%
Median Time to Contract	25 Days	20 Days	25.0%
Median Time to Sale	58 Days	52 Days	11.5%
New Pending Sales	16	21	-23.8%
New Listings	34	25	36.0%
Pending Inventory	20	26	-23.1%
Inventory (Active Listings)	102	44	131.8%
Months Supply of Inventory	7.7	3.0	156.7%

## 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	50	-12.3%
<b>March 2024</b>	<b>18</b>	<b>-10.0%</b>
February 2024	21	5.0%
January 2024	11	-35.3%
December 2023	14	27.3%
November 2023	10	66.7%
October 2023	10	233.3%
September 2023	3	-50.0%
August 2023	12	-33.3%
July 2023	14	0.0%
June 2023	15	-31.8%
May 2023	9	0.0%
April 2023	21	-34.4%
March 2023	20	-9.1%





# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



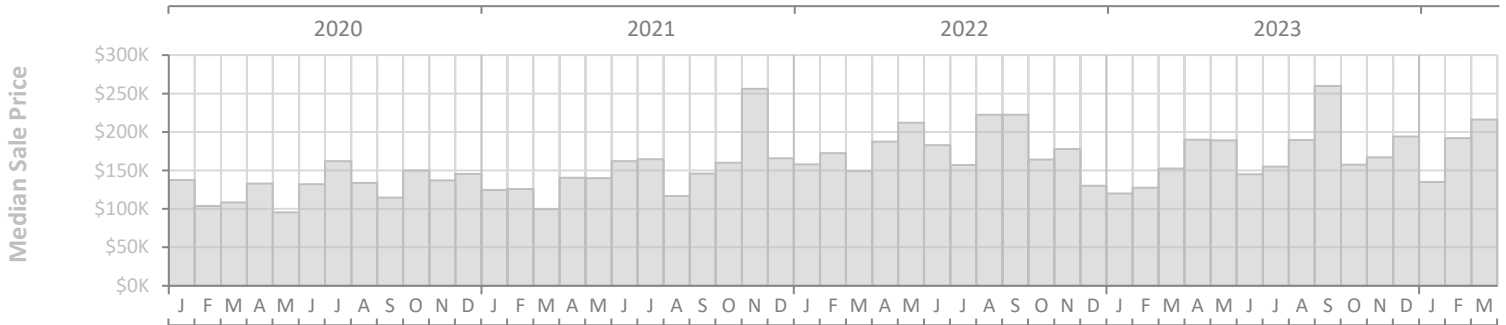
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	\$187,000	33.6%
<b>March 2024</b>	<b>\$216,250</b>	<b>41.8%</b>
February 2024	\$192,000	50.6%
January 2024	\$135,000	12.5%
December 2023	\$194,000	49.2%
November 2023	\$167,250	-6.0%
October 2023	\$157,500	-4.0%
September 2023	\$260,000	16.9%
August 2023	\$189,750	-14.7%
July 2023	\$155,000	-1.3%
June 2023	\$145,000	-20.8%
May 2023	\$189,000	-10.8%
April 2023	\$190,000	1.3%
March 2023	\$152,500	2.2%

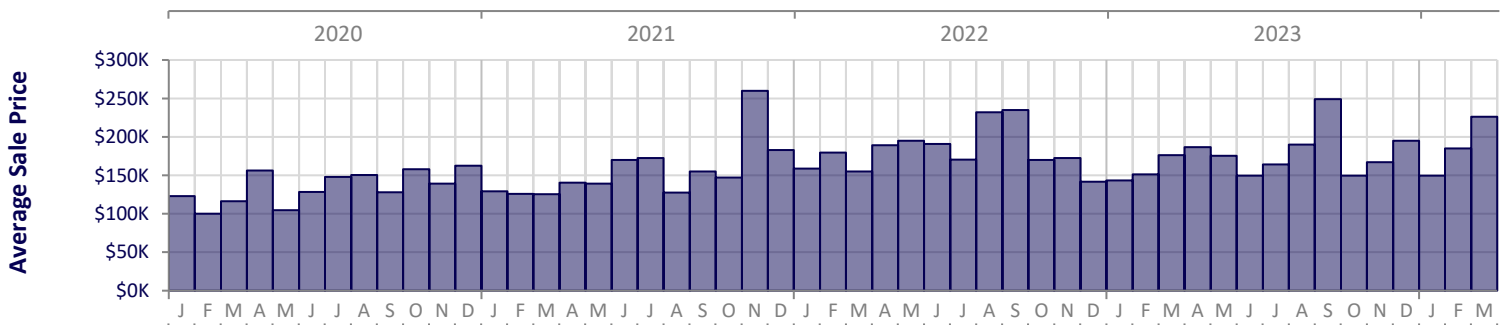


## Average Sale Price

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	\$192,042	21.7%
<b>March 2024</b>	<b>\$226,217</b>	<b>28.3%</b>
February 2024	\$185,033	22.3%
January 2024	\$149,500	4.2%
December 2023	\$194,862	37.7%
November 2023	\$167,240	-3.1%
October 2023	\$149,730	-11.9%
September 2023	\$249,000	6.1%
August 2023	\$190,158	-18.1%
July 2023	\$164,179	-3.7%
June 2023	\$149,413	-21.7%
May 2023	\$175,333	-10.1%
April 2023	\$186,753	-1.3%
March 2023	\$176,325	13.6%



# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



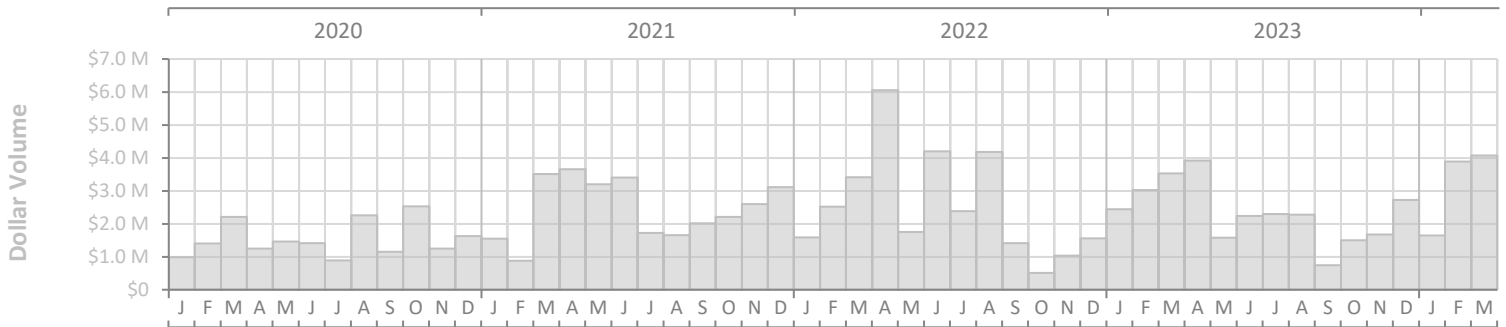
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## Dollar Volume

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	\$9.6 Million	6.8%
<b>March 2024</b>	<b>\$4.1 Million</b>	<b>15.5%</b>
February 2024	\$3.9 Million	28.4%
January 2024	\$1.6 Million	-32.6%
December 2023	\$2.7 Million	75.2%
November 2023	\$1.7 Million	61.4%
October 2023	\$1.5 Million	193.6%
September 2023	\$747,000	-47.0%
August 2023	\$2.3 Million	-45.4%
July 2023	\$2.3 Million	-3.7%
June 2023	\$2.2 Million	-46.6%
May 2023	\$1.6 Million	-10.1%
April 2023	\$3.9 Million	-35.3%
March 2023	\$3.5 Million	3.3%

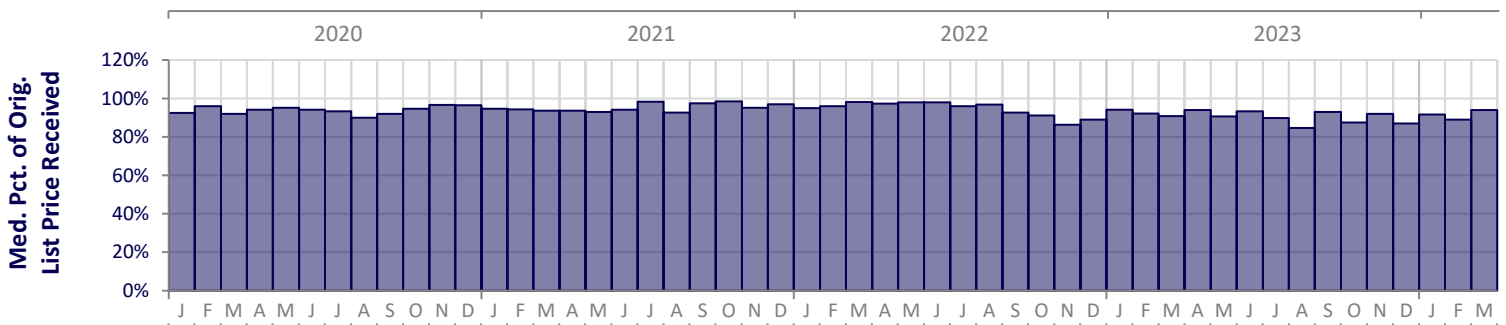


## Median Percent of Original List Price Received

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	92.6%	0.3%
<b>March 2024</b>	<b>93.9%</b>	<b>3.4%</b>
February 2024	89.0%	-3.5%
January 2024	91.7%	-2.6%
December 2023	86.9%	-2.2%
November 2023	91.9%	6.5%
October 2023	87.4%	-4.1%
September 2023	92.9%	0.2%
August 2023	84.6%	-12.6%
July 2023	89.8%	-6.4%
June 2023	93.3%	-4.8%
May 2023	90.7%	-7.4%
April 2023	94.0%	-3.4%
March 2023	90.8%	-7.4%



# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



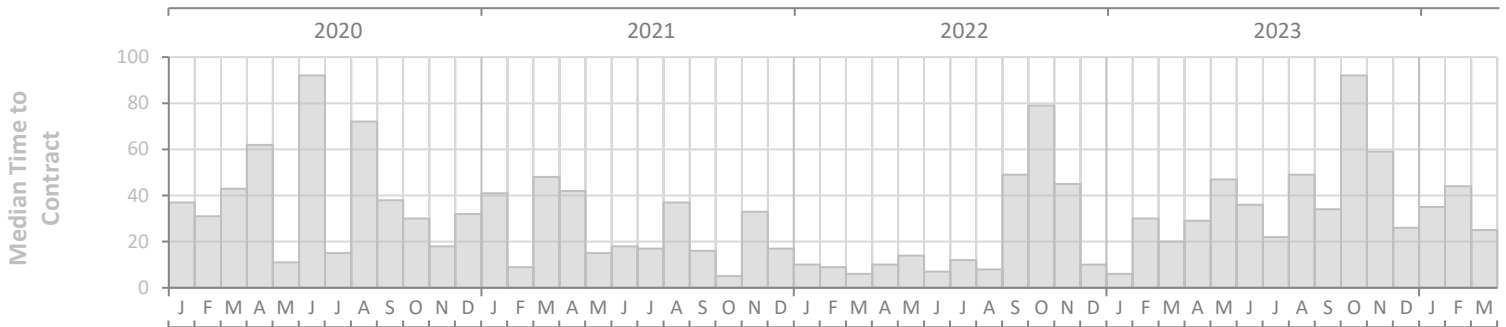
This report describes member activity for the association and is not confined to any specific geographic area.

## 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	34 Days	112.5%
<b>March 2024</b>	<b>25 Days</b>	<b>25.0%</b>
February 2024	44 Days	46.7%
January 2024	35 Days	483.3%
December 2023	26 Days	160.0%
November 2023	59 Days	31.1%
October 2023	92 Days	16.5%
September 2023	34 Days	-30.6%
August 2023	49 Days	512.5%
July 2023	22 Days	83.3%
June 2023	36 Days	414.3%
May 2023	47 Days	235.7%
April 2023	29 Days	190.0%
March 2023	20 Days	233.3%

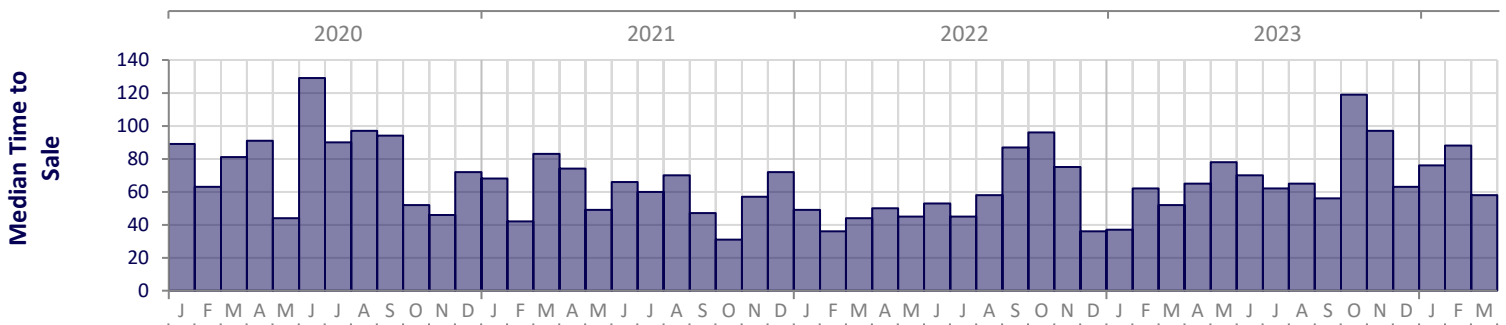


## Median Time to Sale

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

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	69 Days	50.0%
<b>March 2024</b>	<b>58 Days</b>	<b>11.5%</b>
February 2024	88 Days	41.9%
January 2024	76 Days	105.4%
December 2023	63 Days	75.0%
November 2023	97 Days	29.3%
October 2023	119 Days	24.0%
September 2023	56 Days	-35.6%
August 2023	65 Days	12.1%
July 2023	62 Days	37.8%
June 2023	70 Days	32.1%
May 2023	78 Days	73.3%
April 2023	65 Days	30.0%
March 2023	52 Days	18.2%



# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



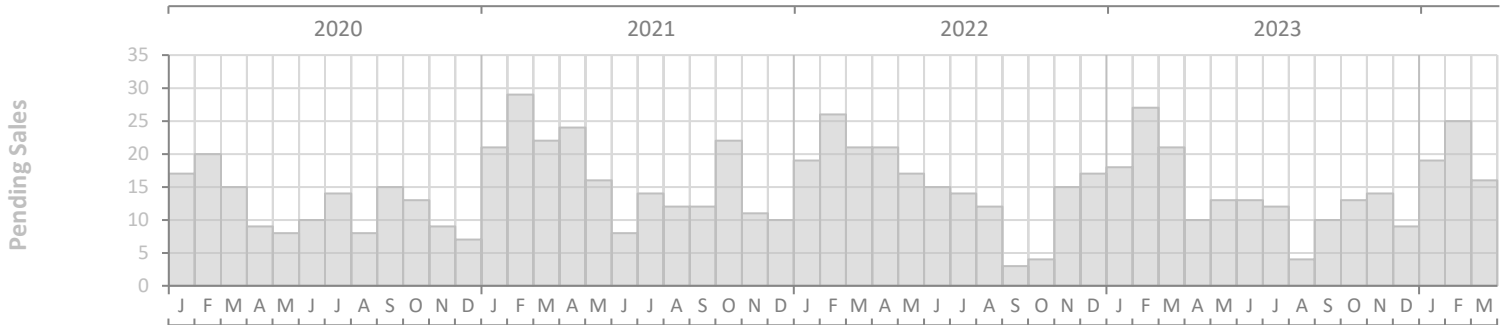
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## New Pending Sales

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	60	-9.1%
<b>March 2024</b>	<b>16</b>	<b>-23.8%</b>
February 2024	25	-7.4%
January 2024	19	5.6%
December 2023	9	-47.1%
November 2023	14	-6.7%
October 2023	13	225.0%
September 2023	10	233.3%
August 2023	4	-66.7%
July 2023	12	-14.3%
June 2023	13	-13.3%
May 2023	13	-23.5%
April 2023	10	-52.4%
March 2023	21	0.0%

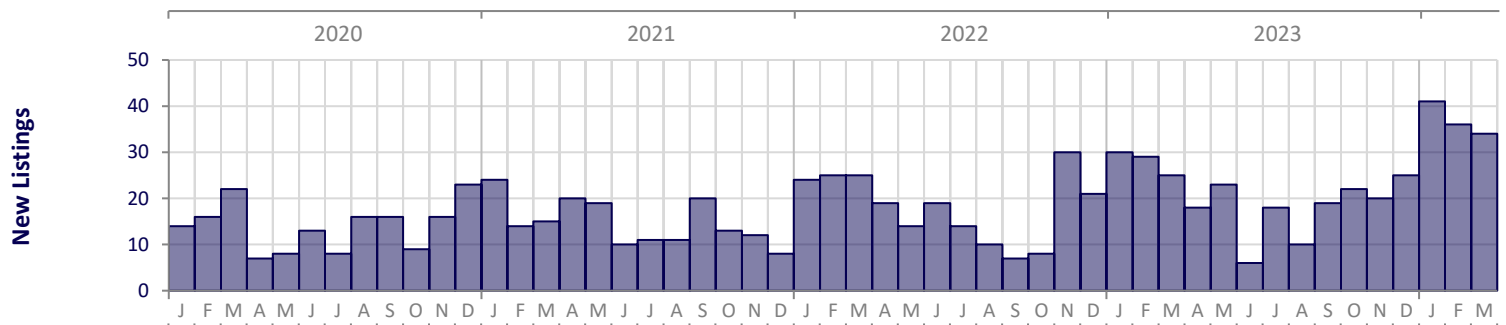


## New Listings

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	111	32.1%
<b>March 2024</b>	<b>34</b>	<b>36.0%</b>
February 2024	36	24.1%
January 2024	41	36.7%
December 2023	25	19.0%
November 2023	20	-33.3%
October 2023	22	175.0%
September 2023	19	171.4%
August 2023	10	0.0%
July 2023	18	28.6%
June 2023	6	-68.4%
May 2023	23	64.3%
April 2023	18	-5.3%
March 2023	25	0.0%





# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



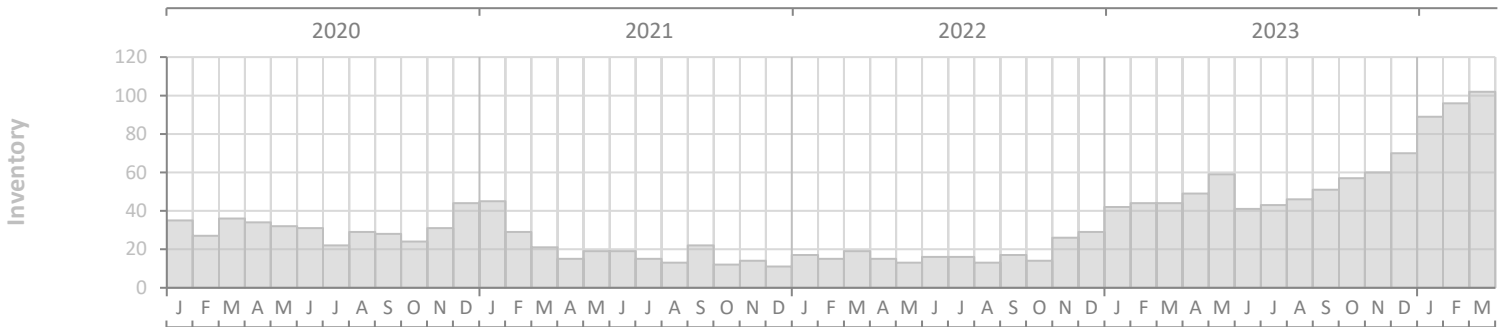
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## Inventory (Active Listings)

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)	96	121.0%
<b>March 2024</b>	<b>102</b>	<b>131.8%</b>
February 2024	96	118.2%
January 2024	89	111.9%
December 2023	70	141.4%
November 2023	60	130.8%
October 2023	57	307.1%
September 2023	51	200.0%
August 2023	46	253.8%
July 2023	43	168.8%
June 2023	41	156.3%
May 2023	59	353.8%
April 2023	49	226.7%
March 2023	44	131.6%

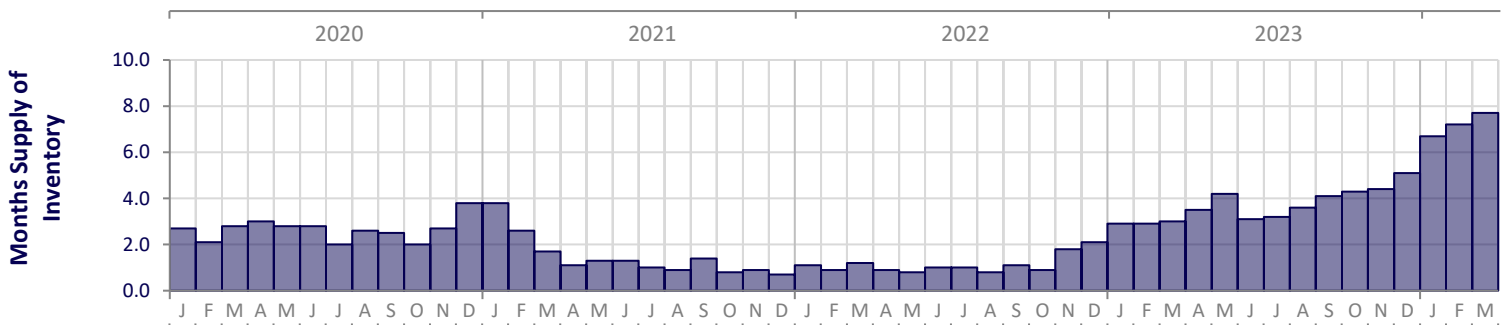


## Months Supply of Inventory

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)	7.2	148.3%
<b>March 2024</b>	<b>7.7</b>	<b>156.7%</b>
February 2024	7.2	148.3%
January 2024	6.7	131.0%
December 2023	5.1	142.9%
November 2023	4.4	144.4%
October 2023	4.3	377.8%
September 2023	4.1	272.7%
August 2023	3.6	350.0%
July 2023	3.2	220.0%
June 2023	3.1	210.0%
May 2023	4.2	425.0%
April 2023	3.5	288.9%
March 2023	3.0	150.0%



# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



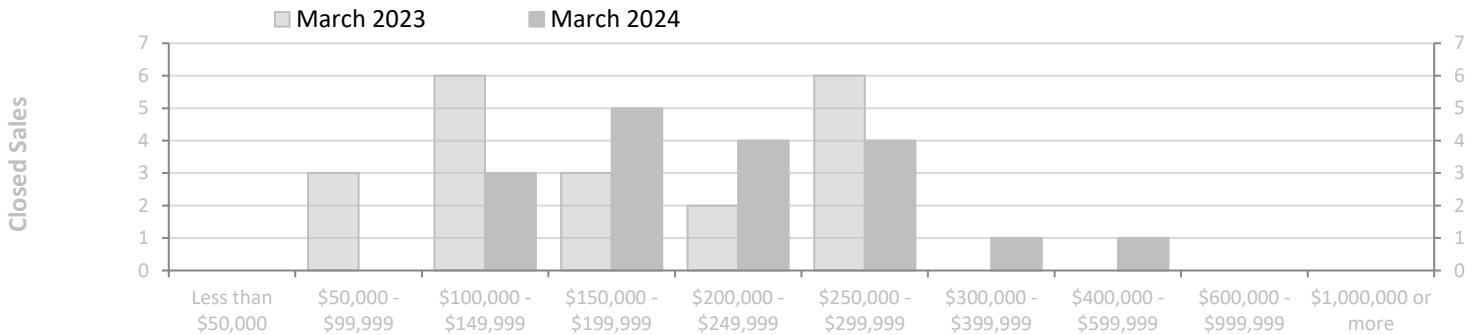
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## Closed Sales by Sale Price

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	3	-50.0%
\$150,000 - \$199,999	5	66.7%
\$200,000 - \$249,999	4	100.0%
\$250,000 - \$299,999	4	-33.3%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

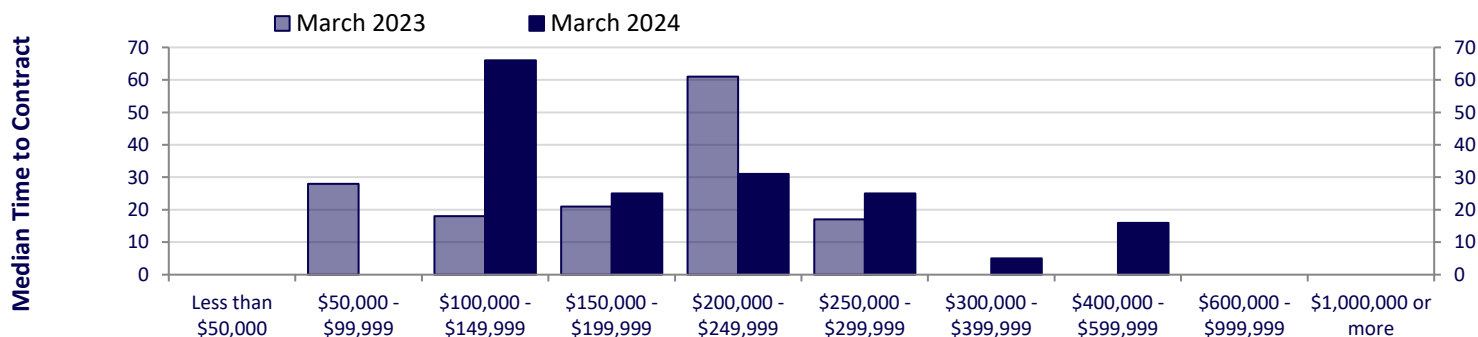


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$100,000 - \$149,999	66 Days	266.7%
\$150,000 - \$199,999	25 Days	19.0%
\$200,000 - \$249,999	31 Days	-49.2%
\$250,000 - \$299,999	25 Days	47.1%
\$300,000 - \$399,999	5 Days	N/A
\$400,000 - \$599,999	16 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®



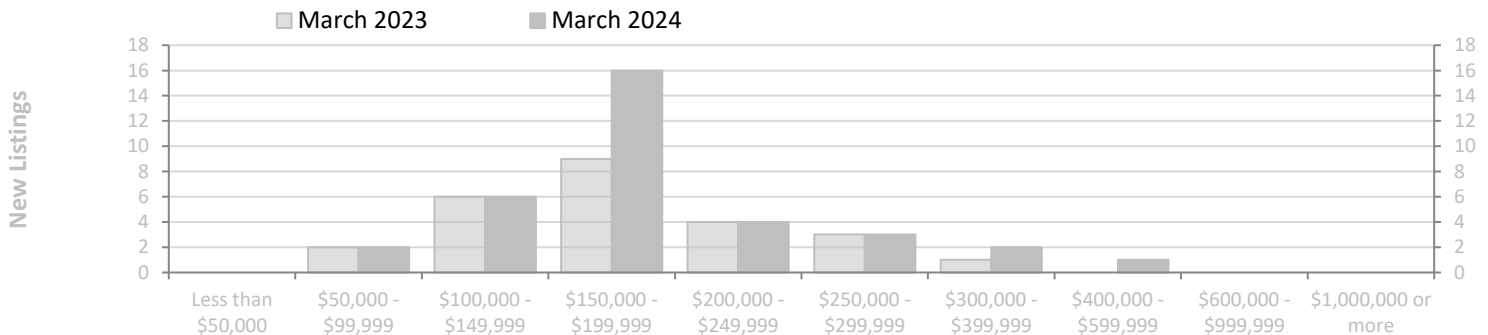
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## New Listings by Initial Listing Price

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	2	0.0%
\$100,000 - \$149,999	6	0.0%
\$150,000 - \$199,999	16	77.8%
\$200,000 - \$249,999	4	0.0%
\$250,000 - \$299,999	3	0.0%
\$300,000 - \$399,999	2	100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

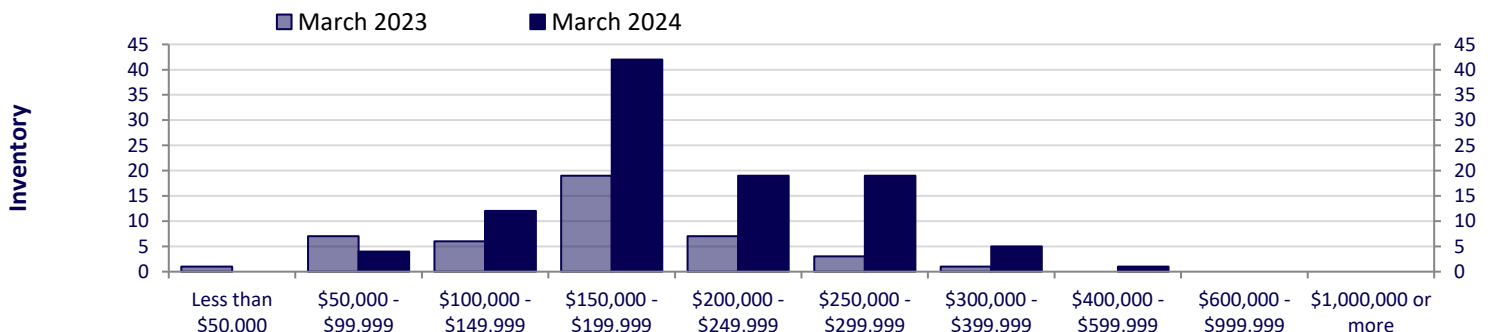


## Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	4	-42.9%
\$100,000 - \$149,999	12	100.0%
\$150,000 - \$199,999	42	121.1%
\$200,000 - \$249,999	19	171.4%
\$250,000 - \$299,999	19	533.3%
\$300,000 - \$399,999	5	400.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

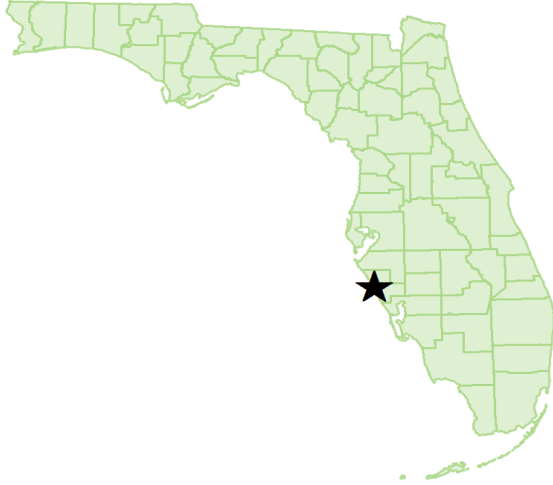


# Monthly Distressed Market - March 2024

## Manufactured Homes

### Venice Area Board of REALTORS®

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



		March 2024	March 2023	Percent Change Year-over-Year
Traditional	Closed Sales	18	20	-10.0%
	Median Sale Price	\$216,250	\$152,500	41.8%
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

