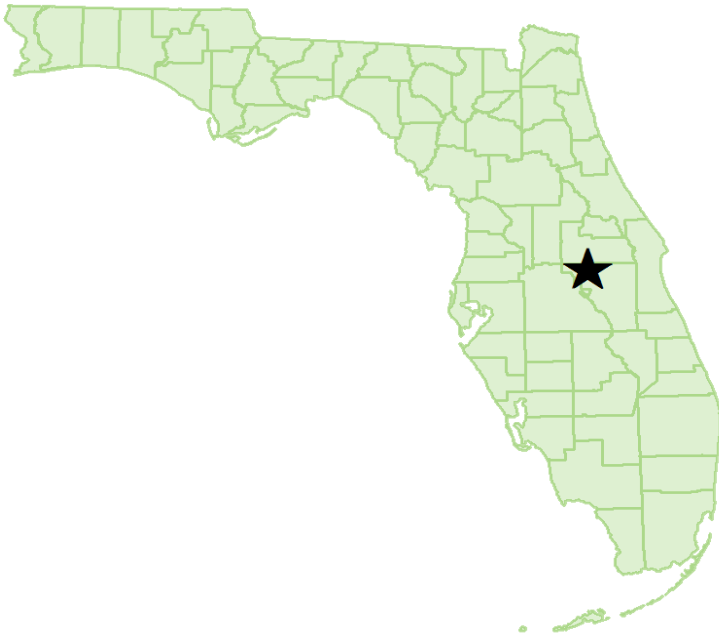


Monthly Market Detail - August 2022

Single-Family Homes

Osceola County Association of REALTORS®

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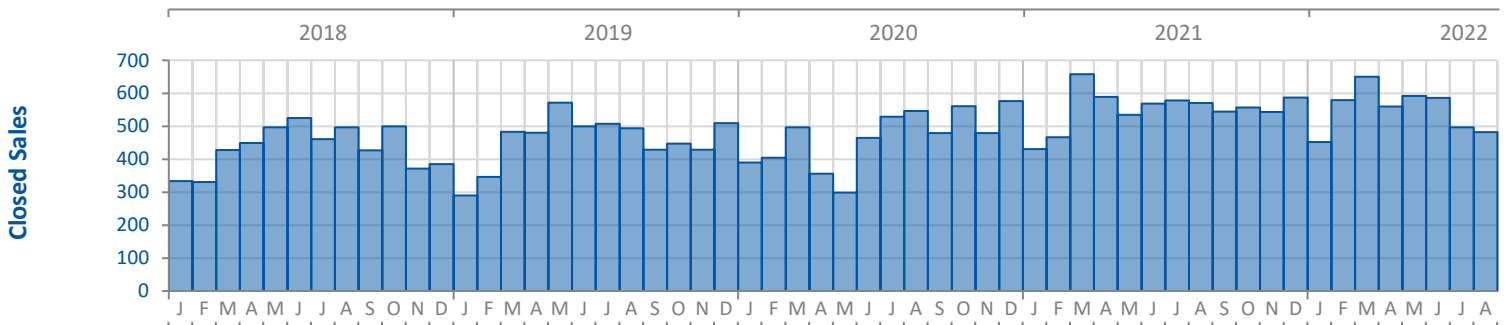
Summary Statistics	August 2022	August 2021	Percent Change Year-over-Year
Closed Sales	482	570	-15.4%
Paid in Cash	145	172	-15.7%
Median Sale Price	\$395,000	\$320,000	23.4%
Average Sale Price	\$432,316	\$365,607	18.2%
Dollar Volume	\$208.4 Million	\$208.4 Million	0.0%
Median Percent of Original List Price Received	98.1%	100.0%	-1.9%
Median Time to Contract	17 Days	8 Days	112.5%
Median Time to Sale	57 Days	52 Days	9.6%
New Pending Sales	452	654	-30.9%
New Listings	684	729	-6.2%
Pending Inventory	525	846	-37.9%
Inventory (Active Listings)	1,366	712	91.9%
Months Supply of Inventory	2.5	1.3	92.3%

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	4,398	0.0%
August 2022	482	-15.4%
July 2022	497	-14.0%
June 2022	586	3.0%
May 2022	592	10.7%
April 2022	560	-4.9%
March 2022	650	-1.2%
February 2022	579	24.0%
January 2022	452	4.9%
December 2021	587	1.9%
November 2021	543	13.4%
October 2021	557	-0.7%
September 2021	544	13.6%
August 2021	570	4.4%



Monthly Market Detail - August 2022

Single-Family Homes

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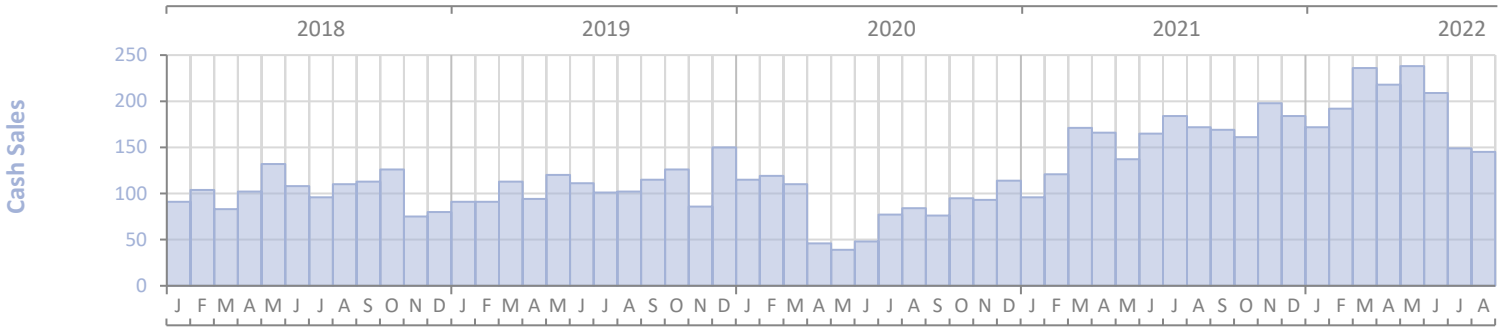


Cash Sales

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	1,559	28.6%
August 2022	145	-15.7%
July 2022	149	-19.0%
June 2022	209	26.7%
May 2022	238	73.7%
April 2022	218	31.3%
March 2022	236	38.0%
February 2022	192	58.7%
January 2022	172	79.2%
December 2021	184	61.4%
November 2021	198	112.9%
October 2021	161	69.5%
September 2021	169	122.4%
August 2021	172	104.8%

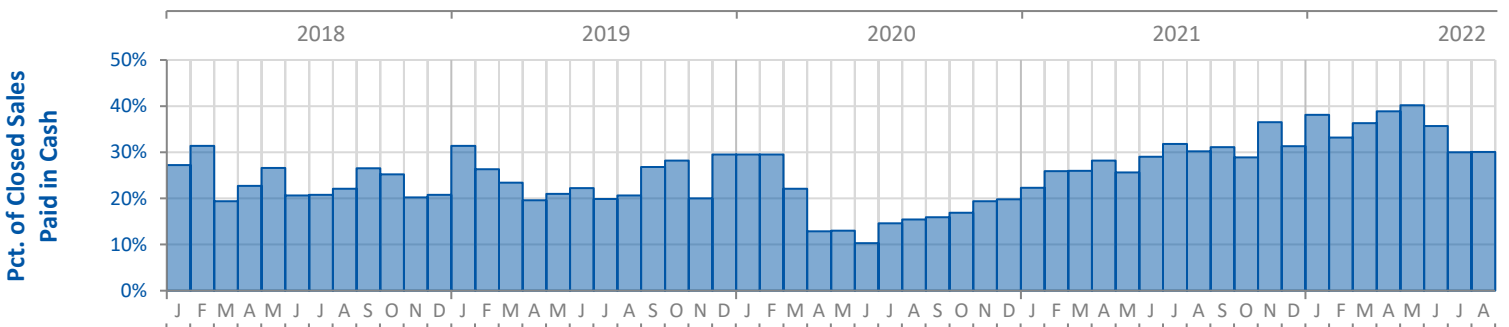


Cash Sales as a Percentage of Closed Sales

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	35.4%	28.3%
August 2022	30.1%	-0.3%
July 2022	30.0%	-5.7%
June 2022	35.7%	23.1%
May 2022	40.2%	57.0%
April 2022	38.9%	37.9%
March 2022	36.3%	39.6%
February 2022	33.2%	28.2%
January 2022	38.1%	70.9%
December 2021	31.3%	58.1%
November 2021	36.5%	88.1%
October 2021	28.9%	71.0%
September 2021	31.1%	95.6%
August 2021	30.2%	96.1%



Monthly Market Detail - August 2022

Single-Family Homes

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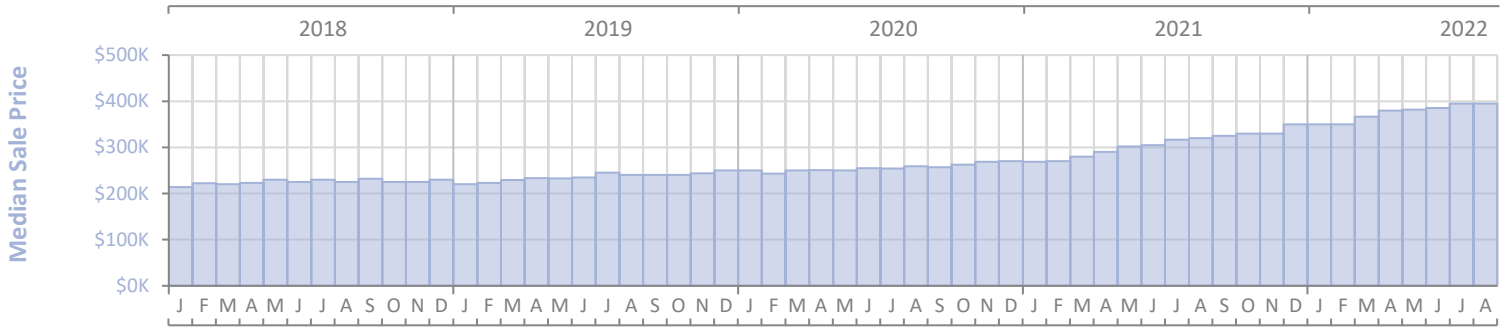


Median Sale Price

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	\$375,200	27.2%
August 2022	\$395,000	23.4%
July 2022	\$395,000	24.7%
June 2022	\$385,000	26.2%
May 2022	\$382,000	26.5%
April 2022	\$380,000	31.0%
March 2022	\$366,500	30.9%
February 2022	\$350,000	29.6%
January 2022	\$350,000	30.2%
December 2021	\$350,000	29.6%
November 2021	\$330,000	22.7%
October 2021	\$330,000	25.7%
September 2021	\$325,000	26.5%
August 2021	\$320,000	23.6%

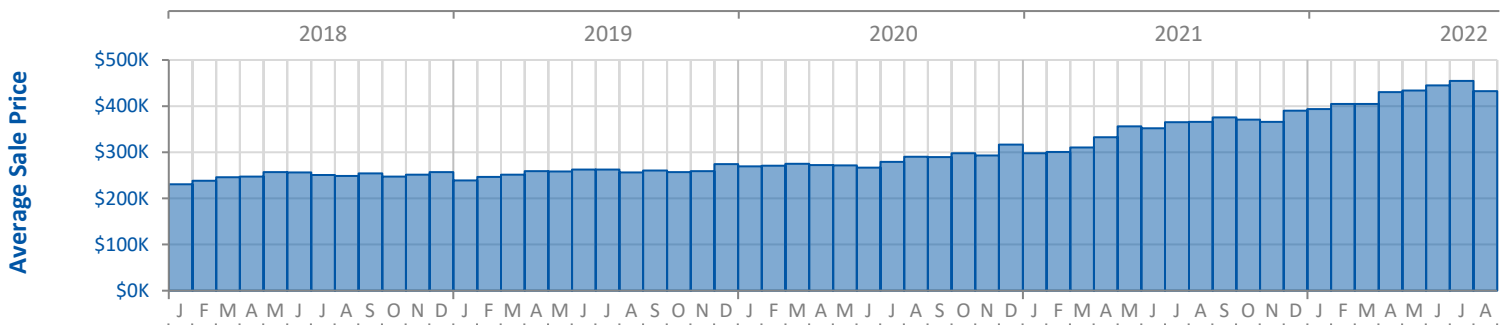


Average Sale Price

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	\$424,829	26.3%
August 2022	\$432,316	18.2%
July 2022	\$454,320	24.4%
June 2022	\$445,018	26.3%
May 2022	\$433,708	21.8%
April 2022	\$430,630	29.6%
March 2022	\$404,882	30.4%
February 2022	\$404,770	34.7%
January 2022	\$393,807	32.3%
December 2021	\$390,361	23.3%
November 2021	\$365,647	24.7%
October 2021	\$370,637	24.5%
September 2021	\$375,310	29.5%
August 2021	\$365,607	25.9%



Monthly Market Detail - August 2022

Single-Family Homes

Osceola County Association of REALTORS®



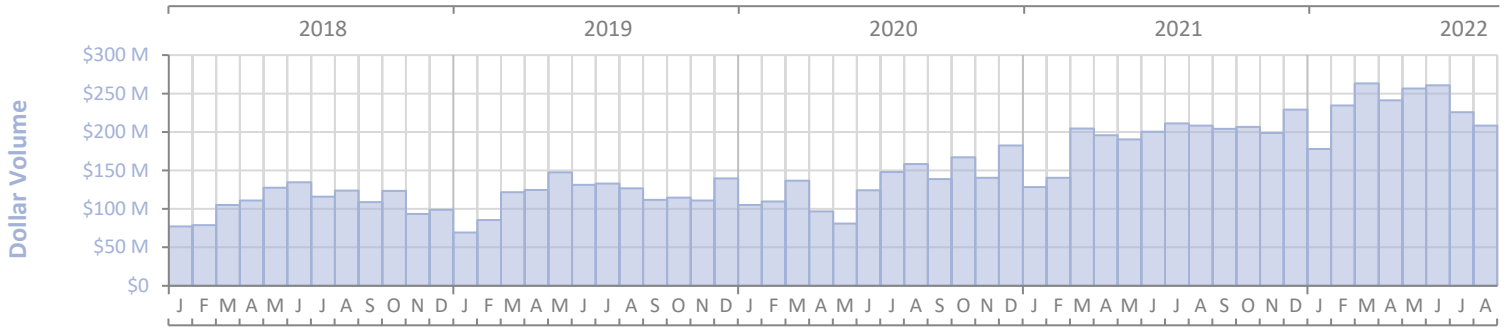
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Dollar Volume

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	\$1.9 Billion	26.3%
August 2022	\$208.4 Million	0.0%
July 2022	\$225.8 Million	6.9%
June 2022	\$260.8 Million	30.1%
May 2022	\$256.8 Million	34.7%
April 2022	\$241.2 Million	23.2%
March 2022	\$263.2 Million	28.8%
February 2022	\$234.4 Million	67.0%
January 2022	\$178.0 Million	38.7%
December 2021	\$229.1 Million	25.7%
November 2021	\$198.5 Million	41.4%
October 2021	\$206.4 Million	23.6%
September 2021	\$204.2 Million	47.1%
August 2021	\$208.4 Million	31.4%

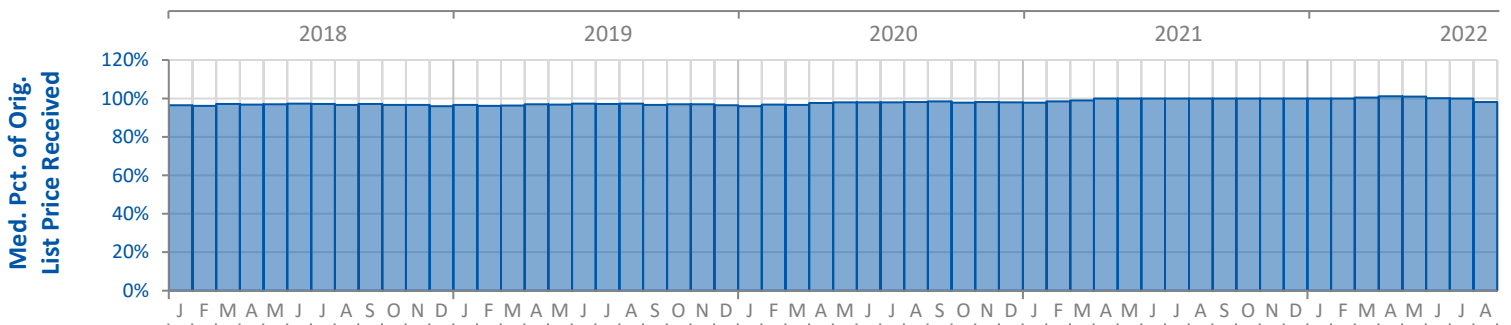


Median Percent of Original List Price Received

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%	0.0%
August 2022	98.1%	-1.9%
July 2022	100.0%	0.0%
June 2022	100.2%	0.2%
May 2022	100.9%	0.9%
April 2022	101.1%	1.1%
March 2022	100.4%	1.4%
February 2022	100.0%	1.5%
January 2022	100.0%	2.2%
December 2021	100.0%	2.0%
November 2021	100.0%	1.9%
October 2021	100.0%	2.2%
September 2021	100.0%	1.6%
August 2021	100.0%	1.9%



Monthly Market Detail - August 2022

Single-Family Homes

Osceola County Association of REALTORS®

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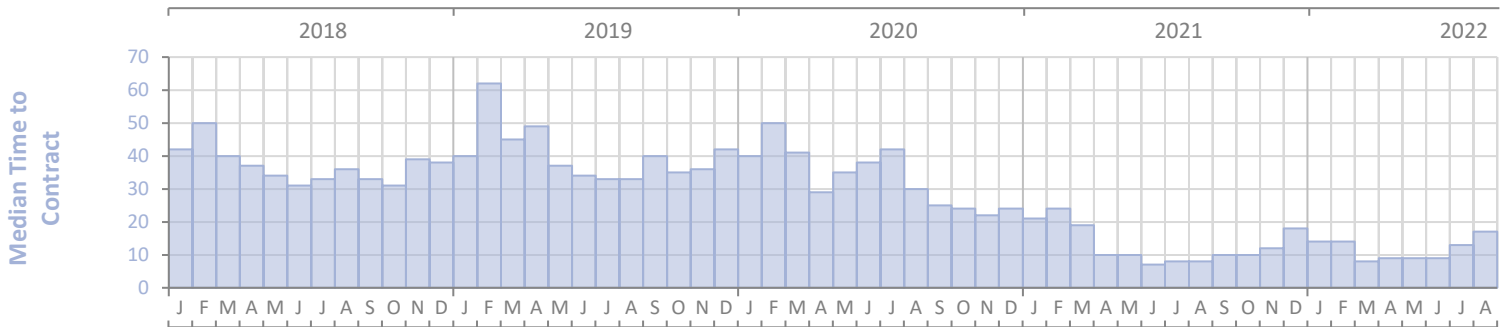


Median Time to Contract

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	11 Days	-8.3%
August 2022	17 Days	112.5%
July 2022	13 Days	62.5%
June 2022	9 Days	28.6%
May 2022	9 Days	-10.0%
April 2022	9 Days	-10.0%
March 2022	8 Days	-57.9%
February 2022	14 Days	-41.7%
January 2022	14 Days	-33.3%
December 2021	18 Days	-25.0%
November 2021	12 Days	-45.5%
October 2021	10 Days	-58.3%
September 2021	10 Days	-60.0%
August 2021	8 Days	-73.3%

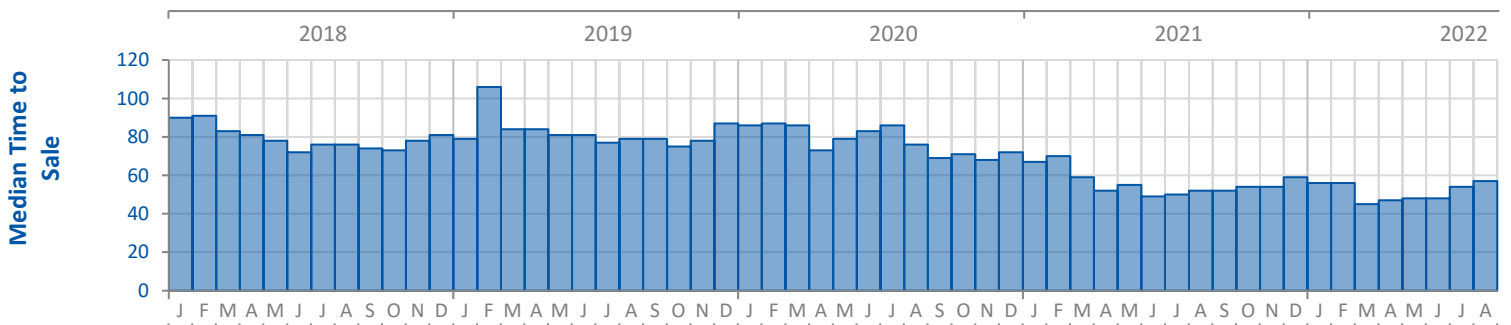


Median Time to Sale

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	51 Days	-8.9%
August 2022	57 Days	9.6%
July 2022	54 Days	8.0%
June 2022	48 Days	-2.0%
May 2022	48 Days	-12.7%
April 2022	47 Days	-9.6%
March 2022	45 Days	-23.7%
February 2022	56 Days	-20.0%
January 2022	56 Days	-16.4%
December 2021	59 Days	-18.1%
November 2021	54 Days	-20.6%
October 2021	54 Days	-23.9%
September 2021	52 Days	-24.6%
August 2021	52 Days	-31.6%



Monthly Market Detail - August 2022

Single-Family Homes

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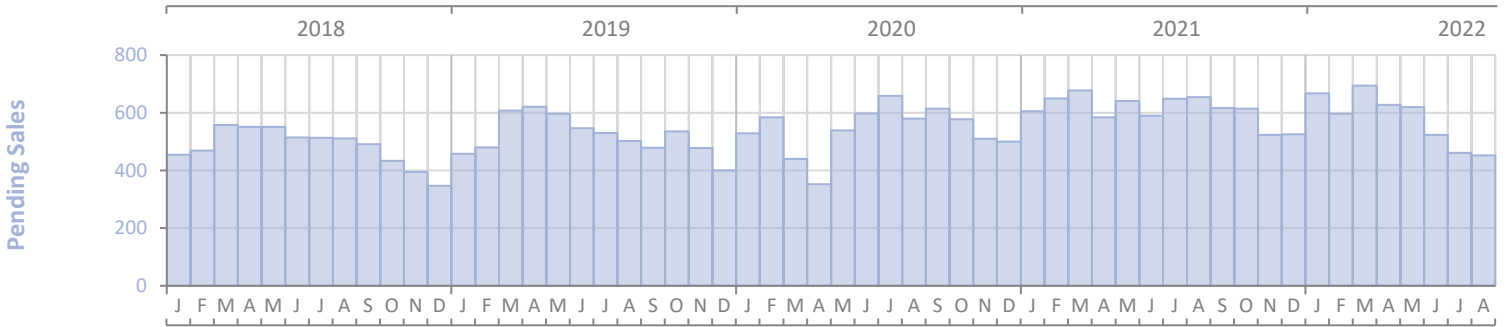


New Pending Sales

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	4,642	-8.1%
August 2022	452	-30.9%
July 2022	461	-29.0%
June 2022	523	-11.4%
May 2022	620	-3.3%
April 2022	628	7.5%
March 2022	694	2.4%
February 2022	596	-8.3%
January 2022	668	10.4%
December 2021	525	5.0%
November 2021	523	2.5%
October 2021	614	6.2%
September 2021	617	0.5%
August 2021	654	12.8%

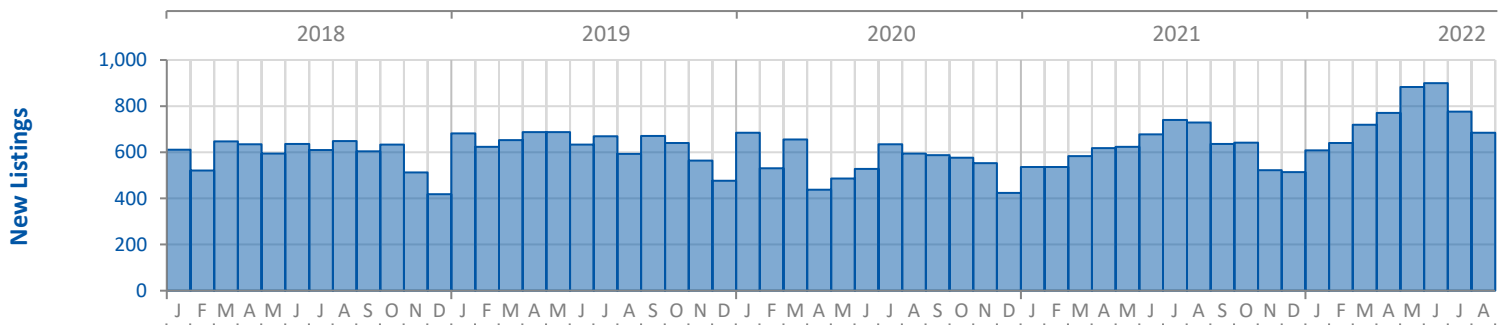


New Listings

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	5,979	18.5%
August 2022	684	-6.2%
July 2022	776	4.9%
June 2022	899	32.8%
May 2022	883	41.5%
April 2022	770	24.6%
March 2022	719	23.1%
February 2022	640	19.4%
January 2022	608	13.4%
December 2021	514	21.2%
November 2021	522	-5.6%
October 2021	642	11.3%
September 2021	636	8.2%
August 2021	729	22.5%



Monthly Market Detail - August 2022

Single-Family Homes

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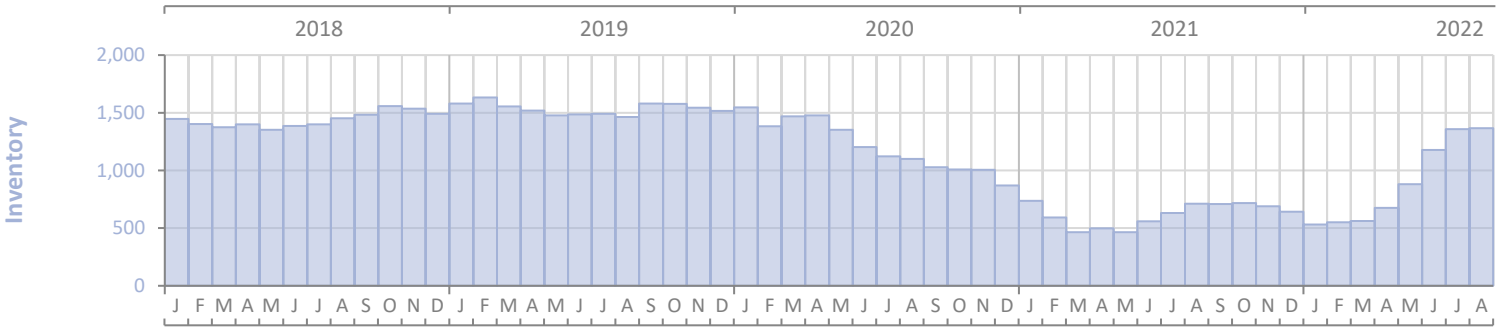


Inventory (Active Listings)

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)	888	52.4%
August 2022	1,366	91.9%
July 2022	1,357	115.1%
June 2022	1,178	111.1%
May 2022	880	89.2%
April 2022	676	35.7%
March 2022	561	20.4%
February 2022	552	-6.9%
January 2022	530	-28.0%
December 2021	642	-26.2%
November 2021	689	-31.5%
October 2021	716	-29.0%
September 2021	709	-31.1%
August 2021	712	-35.3%

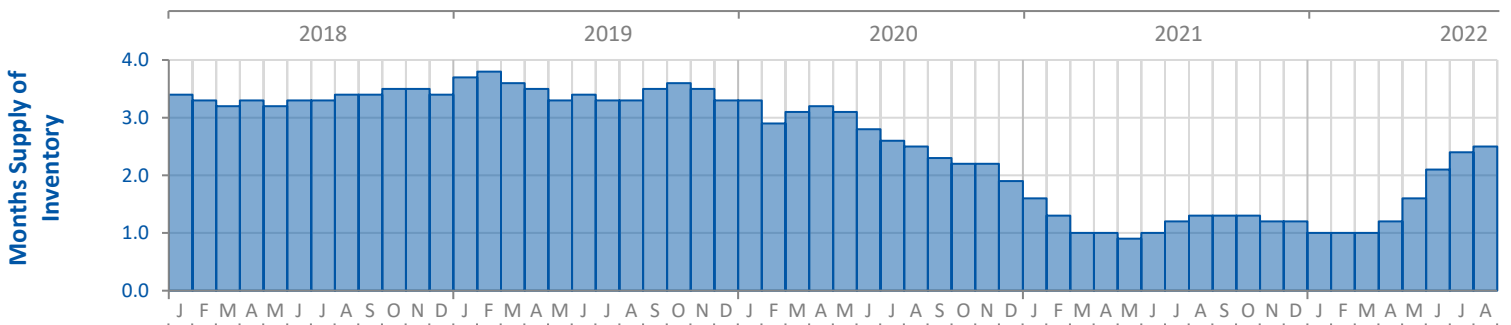


Months Supply of Inventory

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)	1.6	33.3%
August 2022	2.5	92.3%
July 2022	2.4	100.0%
June 2022	2.1	110.0%
May 2022	1.6	77.8%
April 2022	1.2	20.0%
March 2022	1.0	0.0%
February 2022	1.0	-23.1%
January 2022	1.0	-37.5%
December 2021	1.2	-36.8%
November 2021	1.2	-45.5%
October 2021	1.3	-40.9%
September 2021	1.3	-43.5%
August 2021	1.3	-48.0%



Monthly Market Detail - August 2022

Single-Family Homes

Osceola County Association of REALTORS®



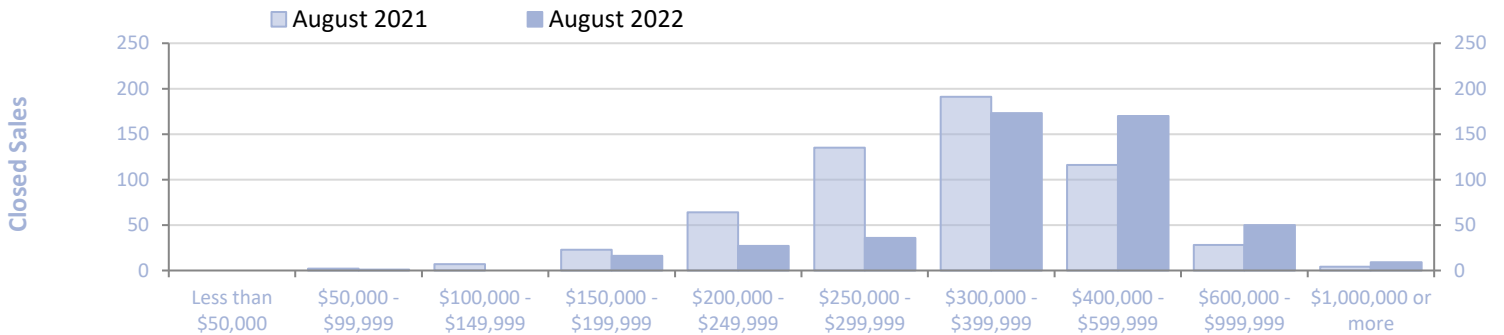
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Closed Sales by Sale Price

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	-50.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	16	-30.4%
\$200,000 - \$249,999	27	-57.8%
\$250,000 - \$299,999	36	-73.3%
\$300,000 - \$399,999	173	-9.4%
\$400,000 - \$599,999	170	46.6%
\$600,000 - \$999,999	50	78.6%
\$1,000,000 or more	9	125.0%

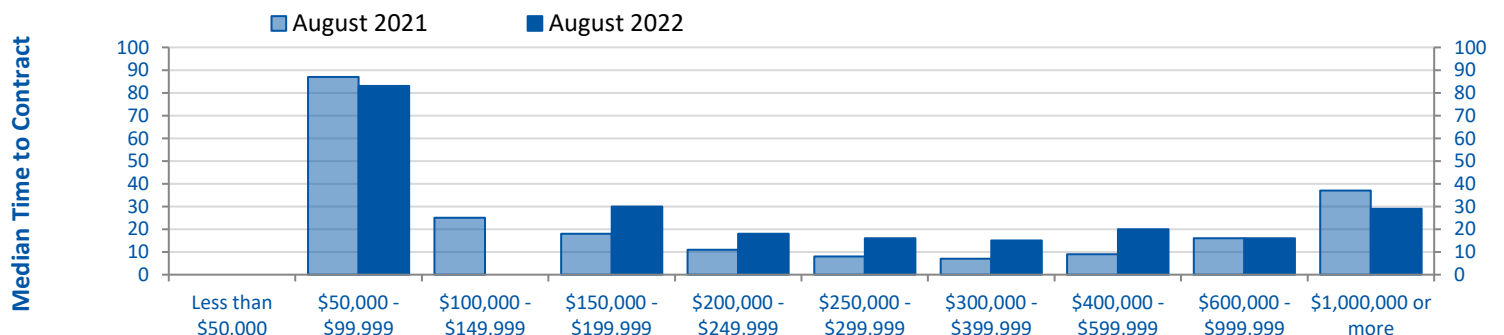


Median Time to Contract by Sale Price

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	83 Days	-4.6%
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	30 Days	66.7%
\$200,000 - \$249,999	18 Days	63.6%
\$250,000 - \$299,999	16 Days	100.0%
\$300,000 - \$399,999	15 Days	114.3%
\$400,000 - \$599,999	20 Days	122.2%
\$600,000 - \$999,999	16 Days	0.0%
\$1,000,000 or more	29 Days	-21.6%



Monthly Market Detail - August 2022

Single-Family Homes

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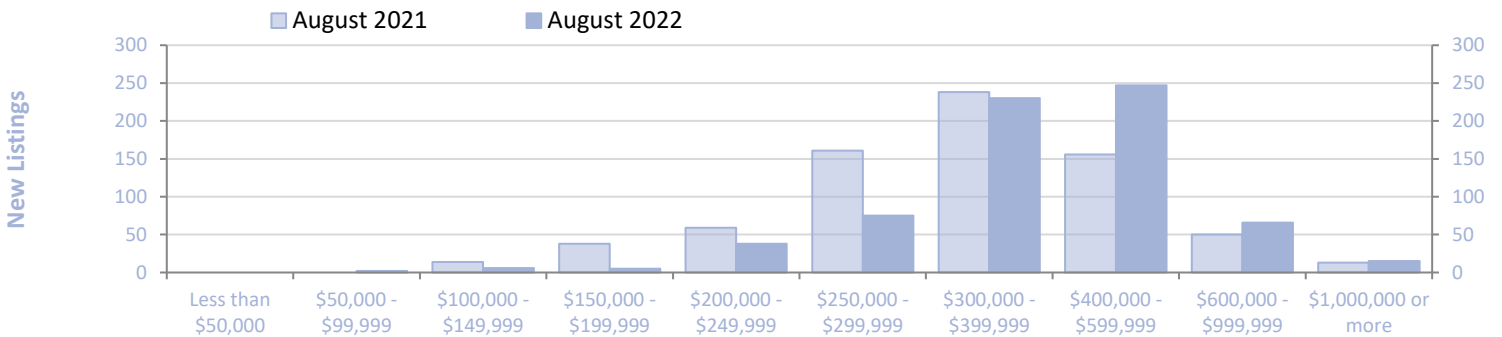


New Listings by Initial Listing Price

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	2	N/A
\$100,000 - \$149,999	6	-57.1%
\$150,000 - \$199,999	5	-86.8%
\$200,000 - \$249,999	38	-35.6%
\$250,000 - \$299,999	75	-53.4%
\$300,000 - \$399,999	230	-3.4%
\$400,000 - \$599,999	247	58.3%
\$600,000 - \$999,999	66	32.0%
\$1,000,000 or more	15	15.4%

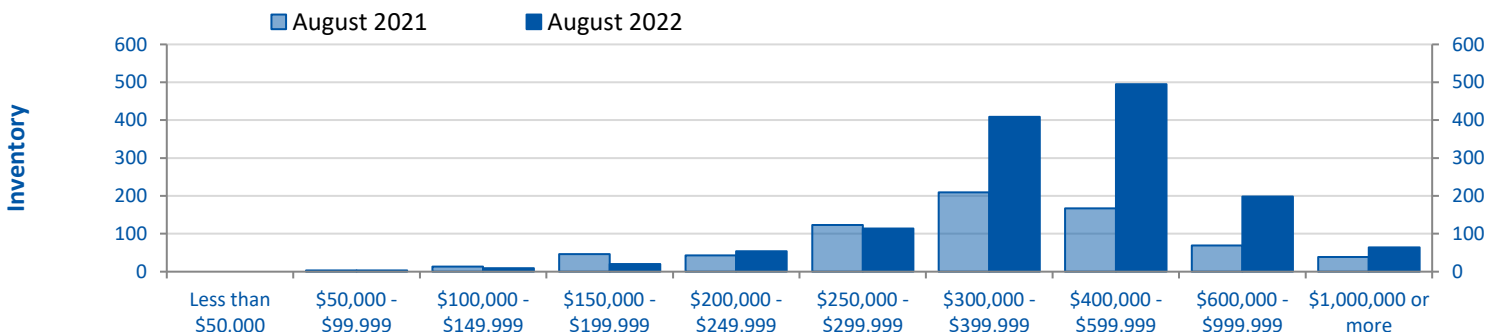


Inventory by Current Listing Price

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	3	0.0%
\$100,000 - \$149,999	9	-30.8%
\$150,000 - \$199,999	20	-56.5%
\$200,000 - \$249,999	54	25.6%
\$250,000 - \$299,999	114	-7.3%
\$300,000 - \$399,999	409	95.7%
\$400,000 - \$599,999	495	196.4%
\$600,000 - \$999,999	198	187.0%
\$1,000,000 or more	64	64.1%

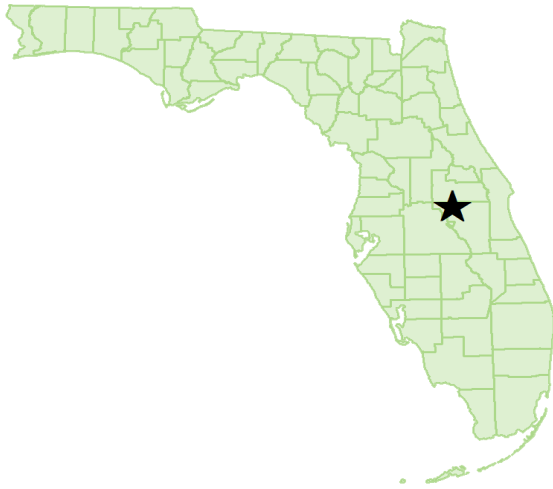


Monthly Distressed Market - August 2022

Single-Family Homes

Osceola County Association of REALTORS®

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		August 2022	August 2021	Percent Change Year-over-Year
Traditional	Closed Sales	481	566	-15.0%
	Median Sale Price	\$395,000	\$320,000	23.4%
Foreclosure/REO	Closed Sales	1	4	-75.0%
	Median Sale Price	\$260,400	\$315,000	-17.3%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

