

Number of Listings & Interest Rates, Monthly



- ✓ Massive Supply
- ✓ Low Demand
- ✓ Many Distressed
- ✓ More Market Time
- ✓ Many Price Reductions

- ✓ Short Supply
- ✓ High Demand
- ✓ Very Few Distressed
- ✓ Minimal Market Time
- ✓ Very Few Price Reductions

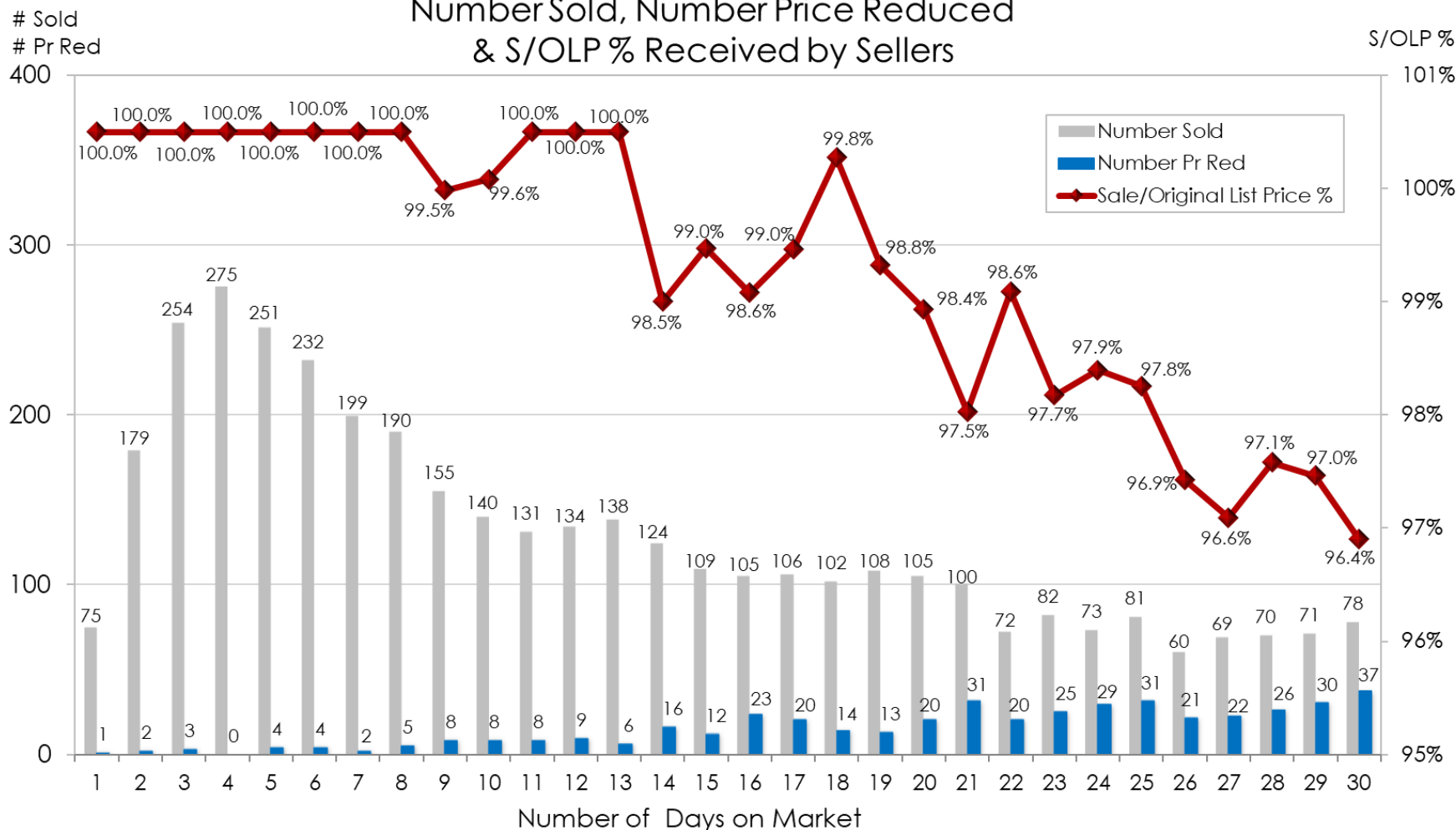
Buyer's, Seller's & Current Market

Measurement	Peak of the Buyer's Market (Month of Jan. 2009)	Peak of the Seller's Market (Month of May 2021)	Current Seller's Market (Month of December 2024)	Current Seller's Market vs. Peak Seller's Market
Active Listings	31,121	3,670	8,895	More Choices
Supply in Months	16.1	0.7	2.9	More Seller Competition
% Distressed Sales	40.8%	0.3%	1.0%	More "Bargains"
# Sold	1,898	5,230	3,050	Less Active Market
Median Sales Price	\$143,000	\$390,000	\$450,000	Higher Selling Prices
Median DOM	145	8	46	More Market Time
Median % S/OLP Price	80.3%	101.2%	96.2%	More Negotiation
% Price Reductions	75.4%	13.9%	51.7%	More Seller Pricing Pressure
% Failed Listings	74.6%	10.7%	40.9%	More Price Resistance
Pending Ratio	10.9%	73.5%	30.4%	Less Demand

- ✓ 43.1% of all sales occurred during the first 30 days.
- ✓ After 8 days, the S/OLP% becomes more volatile.
- ✓ Only 11.4% were reduced in the first 30 days vs. 77.6% requiring price reductions after 30 days.

4Q 2024 First 30 Days on Market

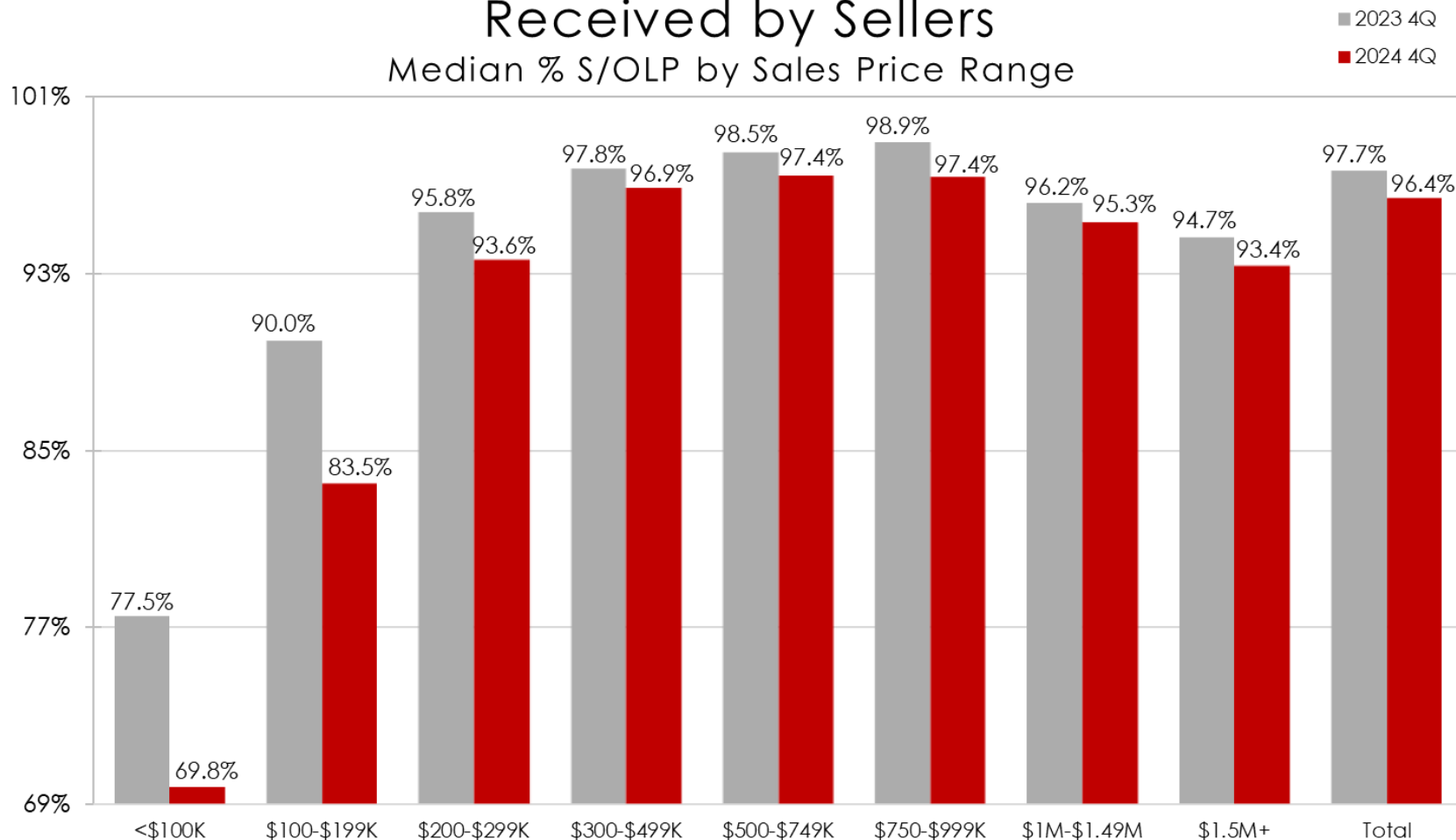
Number Sold, Number Price Reduced
& S/OLP % Received by Sellers



- ✓ 4Q 2024 Median S/OLP of 96.4% is down -1.3 percentage points compared to 4Q 2023
- ✓ Decreases in ALL price ranges.

Percentage of Original List Price Received by Sellers

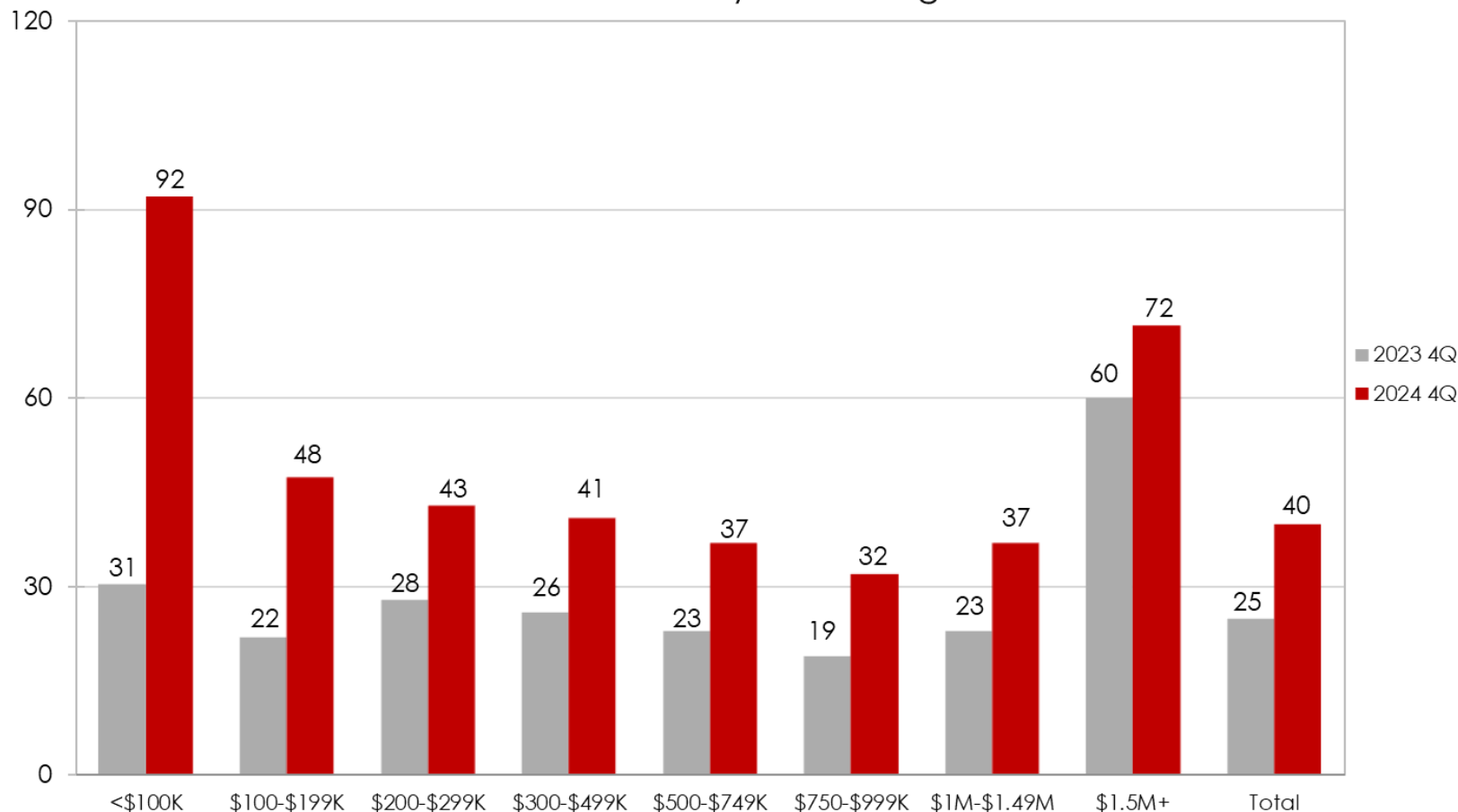
Median % S/OLP by Sales Price Range



- ✓ 40 days overall, up +60.0% (+15 Days) in 4Q 2024 vs 4Q 2023.
- ✓ Increases in ALL price ranges.

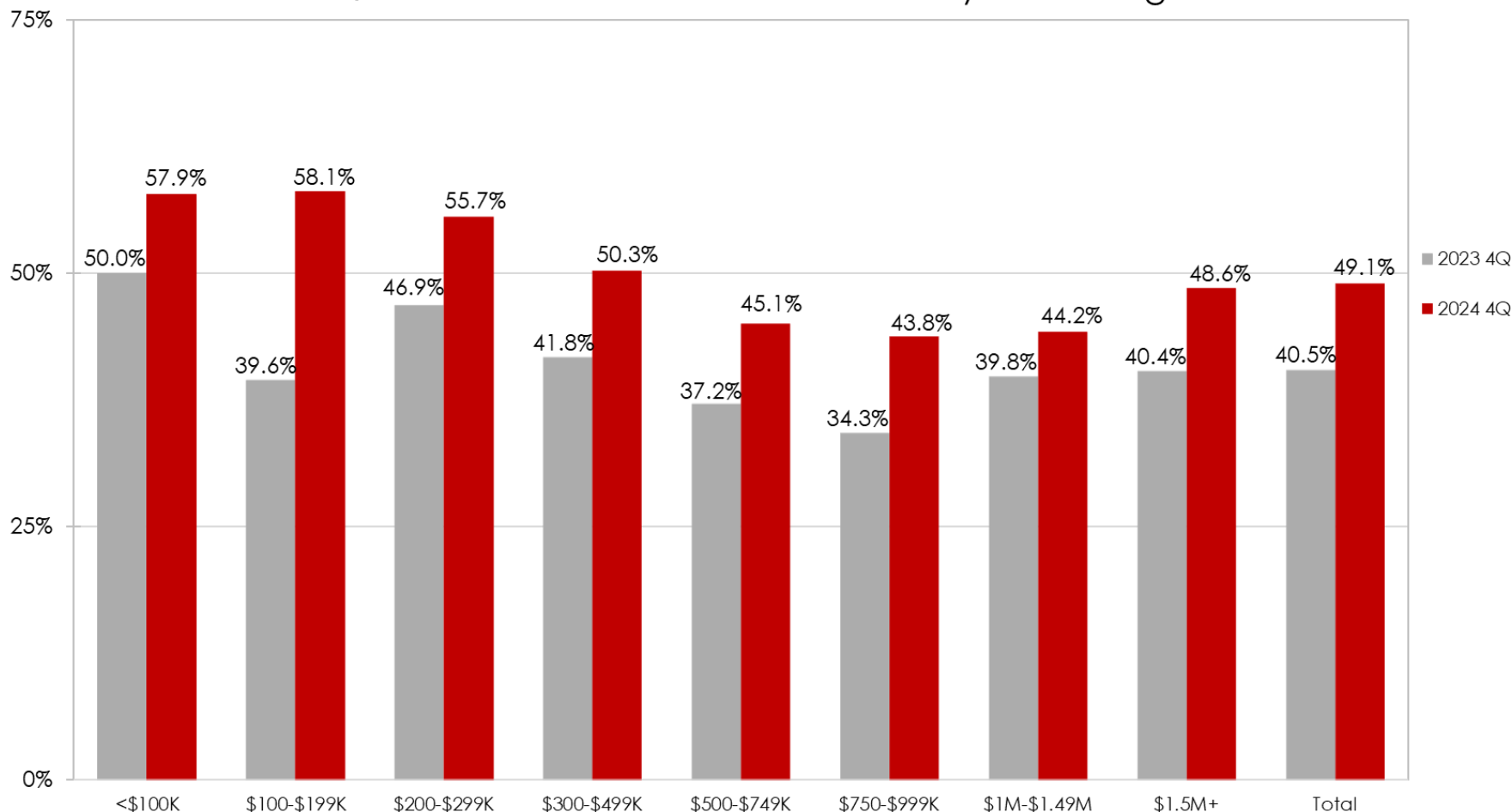
Median Days on Market

Median DOM by Price Range



Incidence of Price Reductions

4Q 2024 Percent of Total Transactions by Price Range



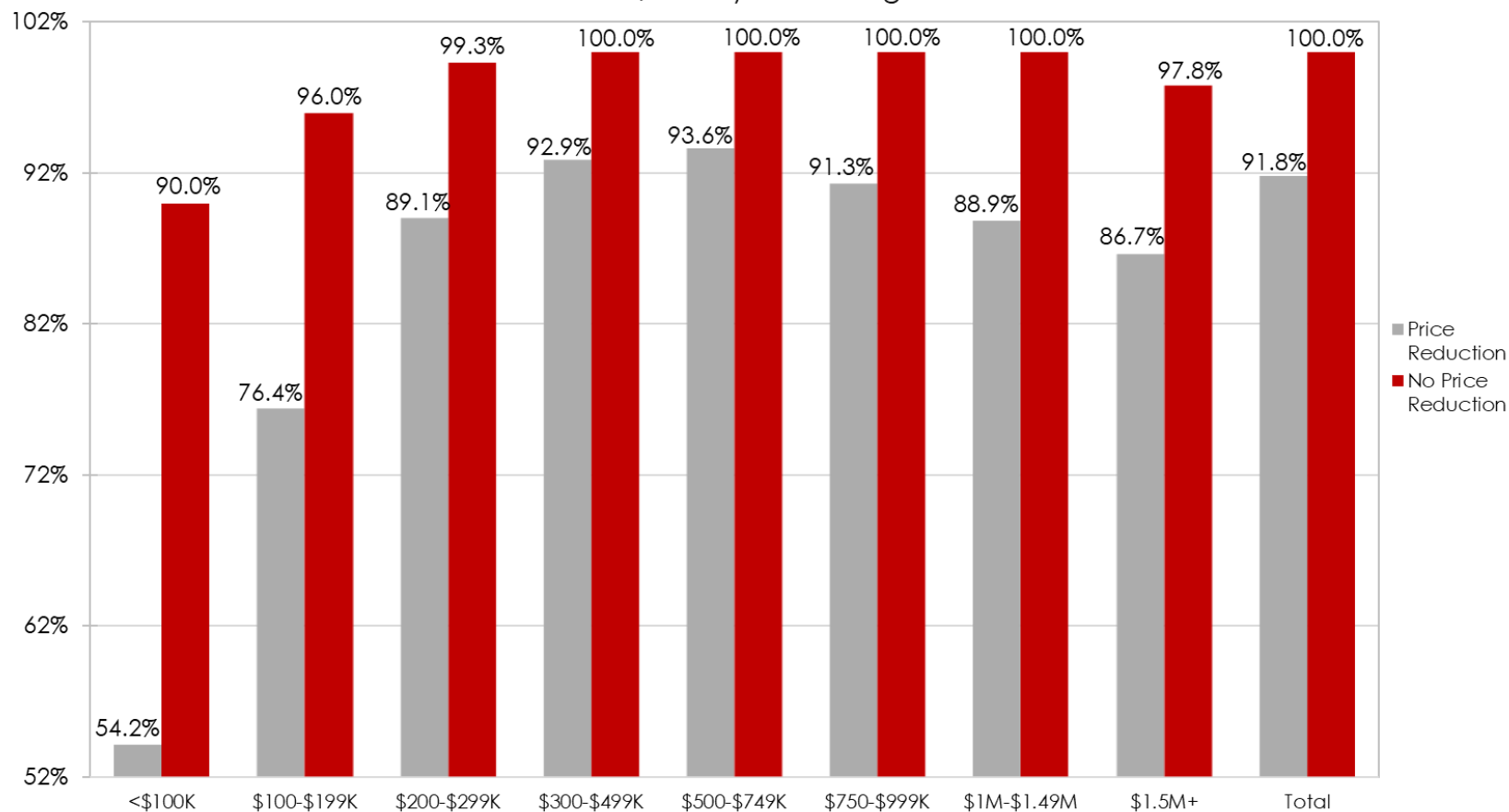
RISK ASSESSMENT: Price Reduction Effect on S/OLP %:

- ✓ Overall median S/OLP is -8.2 percentage points lower vs. no price reduction.
- ✓ Risk even greater in some price ranges.
- ✓ When priced correctly, sellers received 100% or more of their original list price in 4 of 8 price ranges.

Price Reduction Effect: % S/OLP

4Q 2024 Sales Price Percent of Original List Price

Median % S/OLP by Price Range

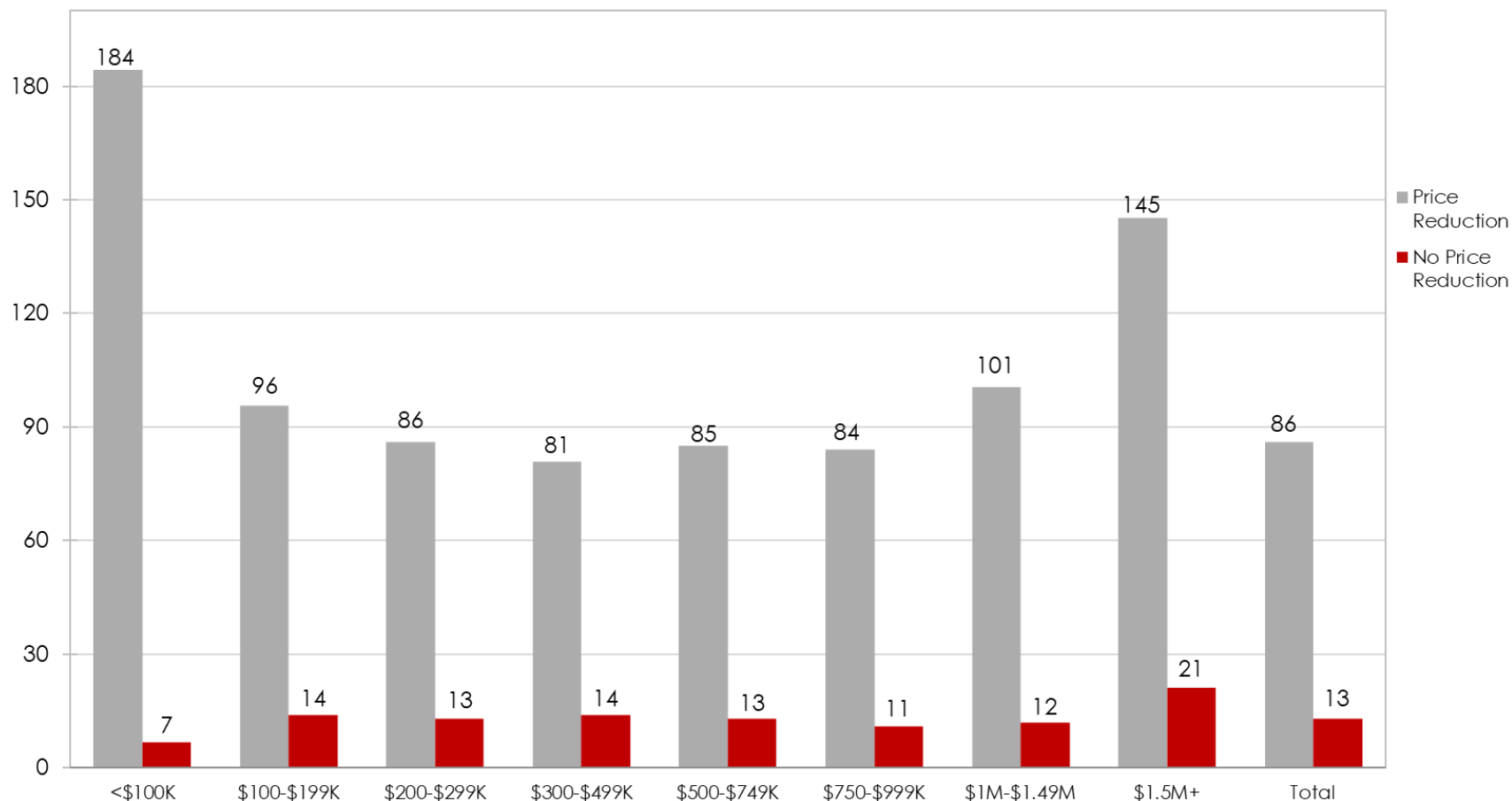


- ✓ Price Reduced overall Median of 86 days is 6.6 times and +2.4 months longer vs. 13 Days for non price reduced.

Price Reduction Effect: DOM

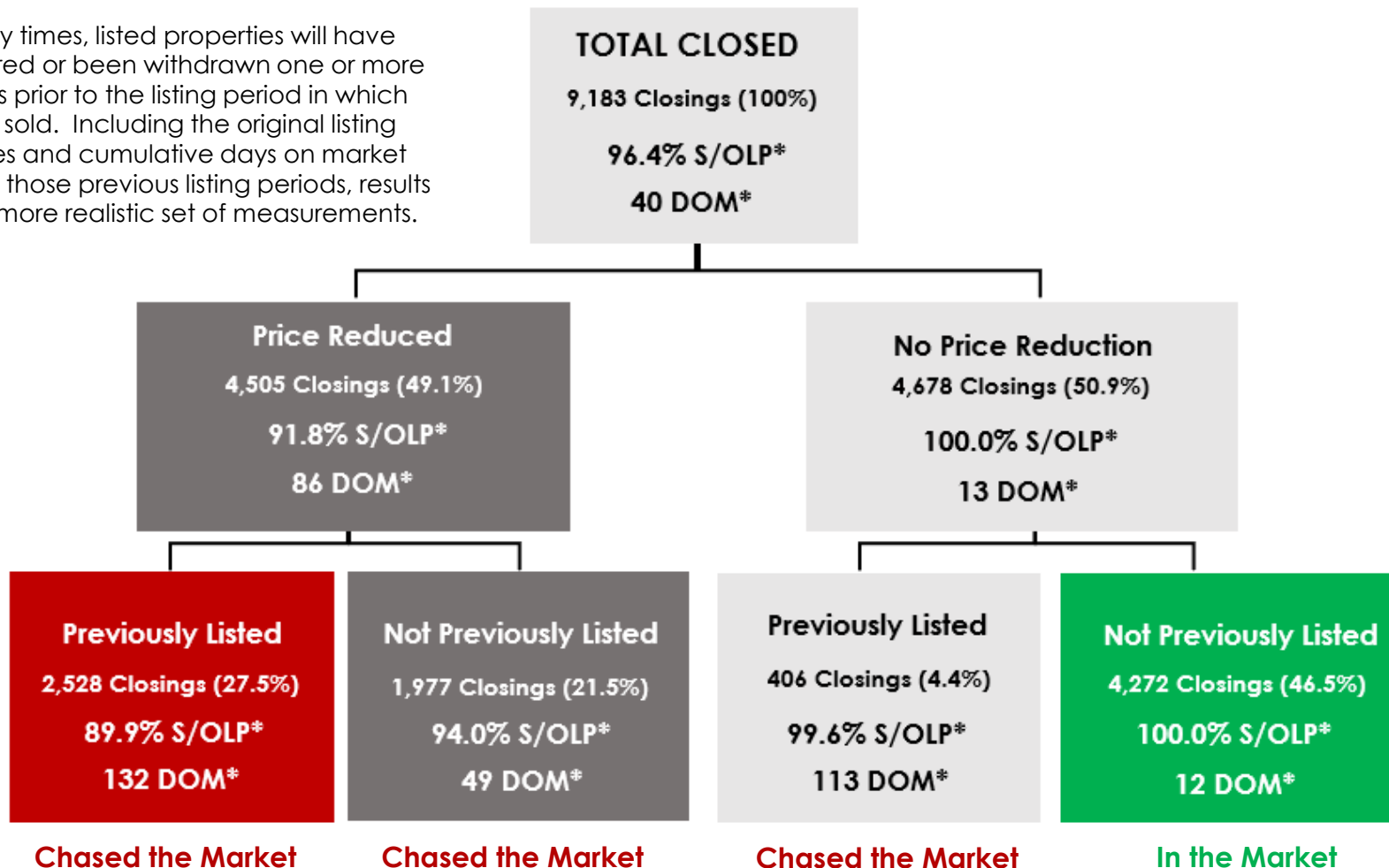
4Q 2024 Days on Market

Median DOM by Price Range



The Real Story

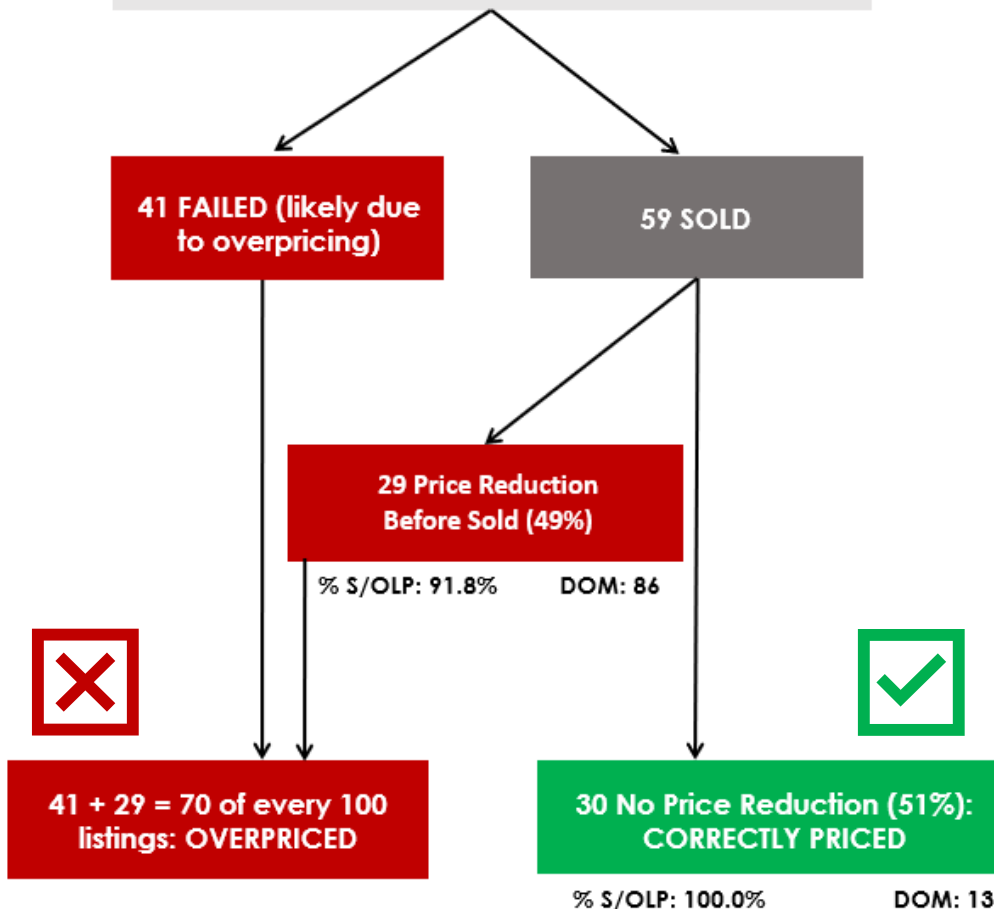
Many times, listed properties will have expired or been withdrawn one or more times prior to the listing period in which they sold. Including the original listing prices and cumulative days on market from those previous listing periods, results in a more realistic set of measurements.



* Medians: Half are higher, and half are lower.

Putting It All Together

FOR EVERY **100** FINALIZED LISTINGS



- ✓ Sellers paid some or all of Buyer's Closing Costs in 63.9% of Transactions during 4Q 2024, up +4.4 points vs. 4Q 2023.
- ✓ Increases in 7 of 8 price ranges

Seller-Paid Closing Costs

Percent of Total Sales by Price Range

