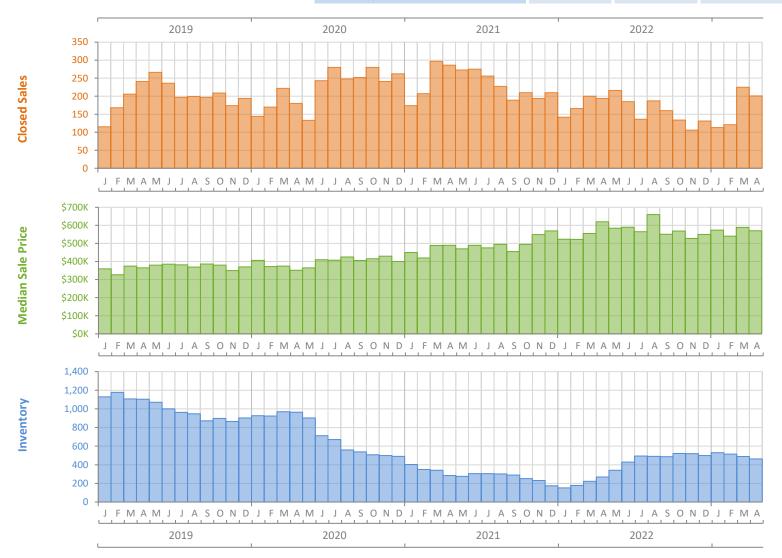
## Monthly Market Summary - April 2023 Single-Family Homes Martin County





|  | April 2023      | April 2022      | Percent Change<br>Year-over-Year |
|--|-----------------|-----------------|----------------------------------|
| Closed Sales                           | 201             | 194             | 3.6%                             |
| Paid in Cash                           | 107             | 115             | -7.0%                            |
| Median Sale Price                      | \$570,000       | \$619,900       | -8.0%                            |
| Average Sale Price                     | \$1,097,831     | \$959,867       | 14.4%                            |
| Dollar Volume                          | \$220.7 Million | \$186.2 Million | 18.5%                            |
| Med. Pct. of Orig. List Price Received | 94.2%           | 100.0%          | -5.8%                            |
| Median Time to Contract                | 31 Days         | 8 Days          | 287.5%                           |
| Median Time to Sale                    | 77 Days         | 47 Days         | 63.8%                            |
| New Pending Sales                      | 220             | 203             | 8.4%                             |
| New Listings                           | 229             | 257             | -10.9%                           |
| Pending Inventory                      | 307             | 292             | 5.1%                             |
| Inventory (Active Listings)            | 463             | 268             | 72.8%                            |
| Months Supply of Inventory             | 2.9             | 1.3             | 123.1%                           |

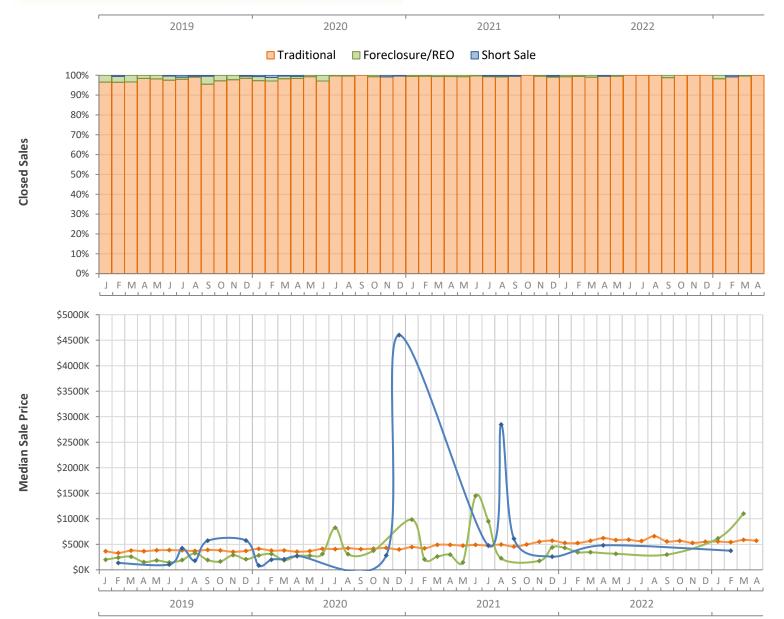


## Monthly Distressed Market - April 2023 Single-Family Homes Martin County





|                 |                   | April 2023 | April 2022 | Percent Change<br>Year-over-Year |
|-----------------|-------------------|------------|------------|----------------------------------|
| Traditional     | Closed Sales      | 201        | 193        | 4.1%                             |
|                 | Median Sale Price | \$570,000  | \$622,450  | -8.4%                            |
| Foreclosure/REO | Closed Sales      | 0          | 0          | N/A                              |
|                 | Median Sale Price | (No Sales) | (No Sales) | N/A                              |
| Short Sale      | Closed Sales      | 0          | 1          | -100.0%                          |
|                 | Median Sale Price | (No Sales) | \$479,900  | N/A                              |

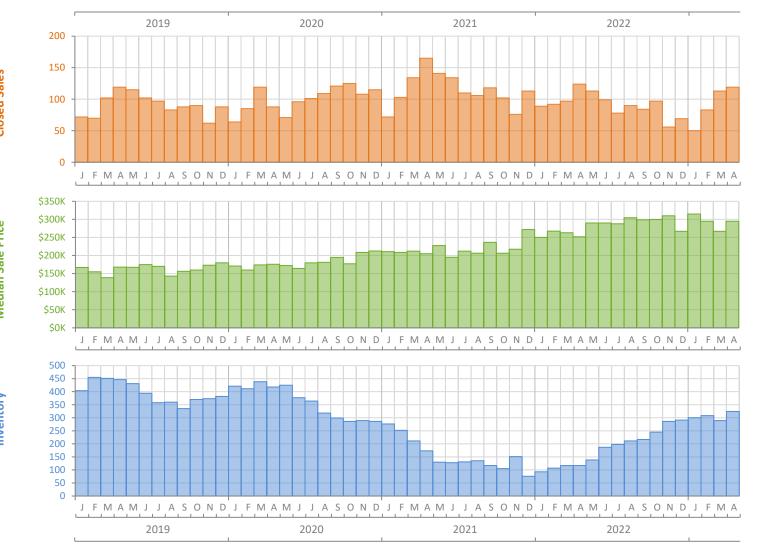


## Monthly Market Summary - April 2023 Townhouses and Condos Martin County





|  | April 2023     | April 2022     | Percent Change<br>Year-over-Year |
|--|----------------|----------------|----------------------------------|
| Closed Sales                           | 119            | 124            | -4.0%                            |
| Paid in Cash                           | 75             | 76             | -1.3%                            |
| Median Sale Price                      | \$295,000      | \$252,000      | 17.1%                            |
| Average Sale Price                     | \$412,845      | \$341,419      | 20.9%                            |
| Dollar Volume                          | \$49.1 Million | \$42.3 Million | 16.0%                            |
| Med. Pct. of Orig. List Price Received | 95.0%          | 100.0%         | -5.0%                            |
| Median Time to Contract                | 39 Days        | 7 Days         | 457.1%                           |
| Median Time to Sale                    | 77 Days        | 44 Days        | 75.0%                            |
| New Pending Sales                      | 93             | 126            | -26.2%                           |
| New Listings                           | 136            | 125            | 8.8%                             |
| Pending Inventory                      | 154            | 203            | -24.1%                           |
| Inventory (Active Listings)            | 324            | 117            | 176.9%                           |
| Months Supply of Inventory             | 3.7            | 1.1            | 236.4%                           |



## Monthly Distressed Market - April 2023 Townhouses and Condos Martin County





|                 |                   | April 2023 | April 2022 | Percent Change<br>Year-over-Year |
|-----------------|-------------------|------------|------------|----------------------------------|
| Traditional     | Closed Sales      | 117        | 124        | -5.6%                            |
|                 | Median Sale Price | \$301,000  | \$252,000  | 19.4%                            |
| Foreclosure/REO | Closed Sales      | 2          | 0          | N/A                              |
|                 | Median Sale Price | \$259,523  | (No Sales) | N/A                              |
| Short Sale      | Closed Sales      | 0          | 0          | N/A                              |
|                 | Median Sale Price | (No Sales) | (No Sales) | N/A                              |

2019 2020 2021 2022 ■ Traditional ■ Foreclosure/REO ■ Short Sale 100% 90% 80% 70% **Closed Sales** 60% 50% 40% 30% 20% 10% 0% O N D  $\mathsf{M} \mathsf{A} \mathsf{M} \mathsf{J}$ Α S O N D \$800K \$700K \$600K Median Sale Price \$500K \$400K \$300K \$200K \$100K \$0K  $\mathsf{F} \mathsf{M} \mathsf{A} \mathsf{M} \mathsf{J}$ J A S O N D J F M A M J J A S O N D J FMAMJJASONDJFMA 2019 2020 2021 2022