

Monthly Market Detail - March 2026

Townhouses and Condos

West Volusia Association of REALTORS®



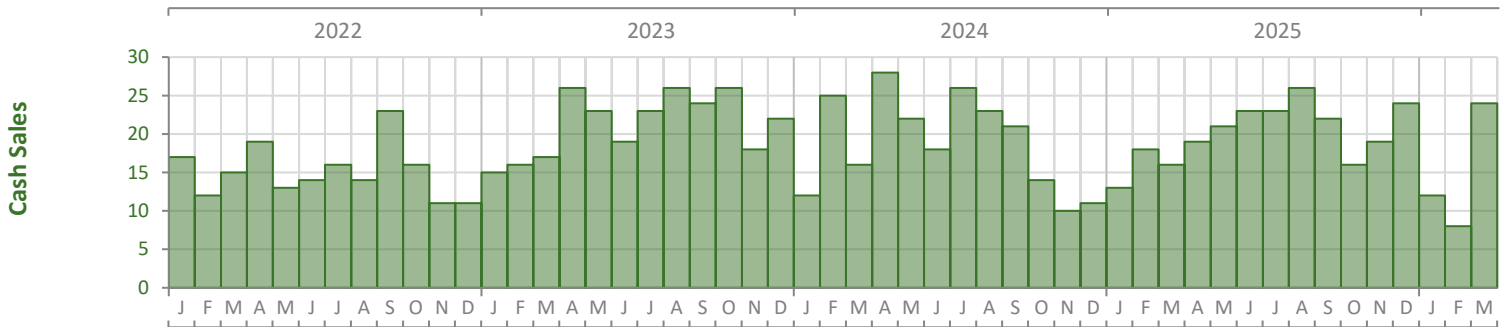
This report describes member activity for the association and is not confined to any specific geographic area.

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	44	-6.4%
March 2026	24	50.0%
February 2026	8	-55.6%
January 2026	12	-7.7%
December 2025	24	118.2%
November 2025	19	90.0%
October 2025	16	14.3%
September 2025	22	4.8%
August 2025	26	13.0%
July 2025	23	-11.5%
June 2025	23	27.8%
May 2025	21	-4.5%
April 2025	19	-32.1%
March 2025	16	0.0%

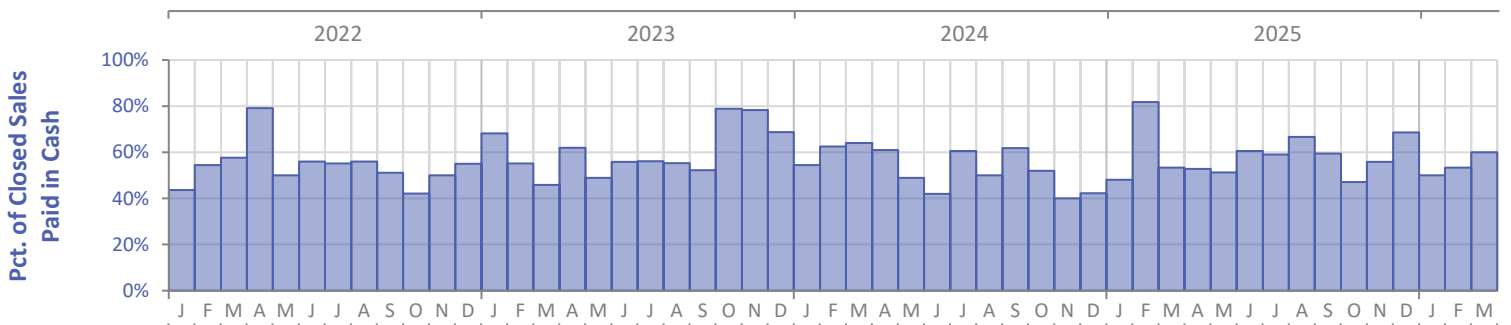


Cash Sales as a Percentage of Closed Sales

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	55.7%	-6.4%
March 2026	60.0%	12.6%
February 2026	53.3%	-34.8%
January 2026	50.0%	4.0%
December 2025	68.6%	62.2%
November 2025	55.9%	39.8%
October 2025	47.1%	-9.2%
September 2025	59.5%	-3.7%
August 2025	66.7%	33.4%
July 2025	59.0%	-2.5%
June 2025	60.5%	44.4%
May 2025	51.2%	4.7%
April 2025	52.8%	-13.3%
March 2025	53.3%	-16.7%



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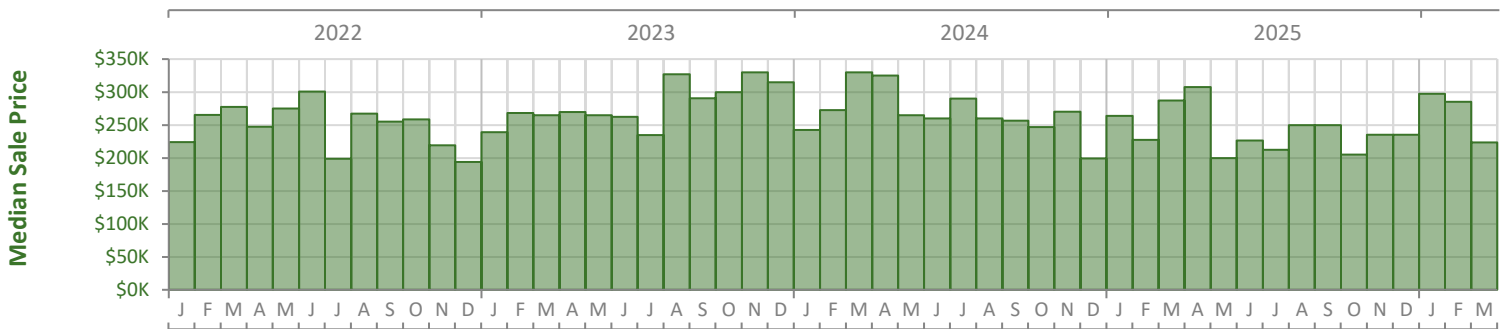
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Median Sale Price

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	\$252,000	-4.9%
March 2026	\$223,750	-22.0%
February 2026	\$285,000	25.3%
January 2026	\$297,500	12.7%
December 2025	\$235,000	17.9%
November 2025	\$235,000	-13.0%
October 2025	\$205,000	-17.0%
September 2025	\$250,000	-2.5%
August 2025	\$250,000	-3.8%
July 2025	\$212,500	-26.7%
June 2025	\$226,500	-12.9%
May 2025	\$200,000	-24.5%
April 2025	\$307,500	-5.4%
March 2025	\$286,950	-13.0%

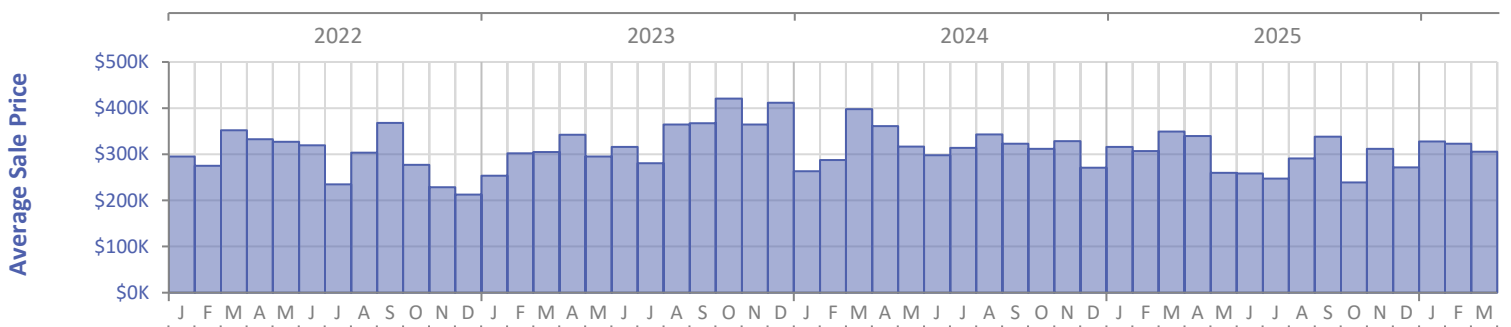


Average Sale Price

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	\$315,520	-3.2%
March 2026	\$305,635	-12.5%
February 2026	\$322,567	5.2%
January 2026	\$327,590	3.8%
December 2025	\$271,657	0.2%
November 2025	\$311,938	-5.1%
October 2025	\$239,253	-23.3%
September 2025	\$338,041	4.7%
August 2025	\$290,654	-15.3%
July 2025	\$247,406	-21.2%
June 2025	\$258,314	-13.4%
May 2025	\$259,740	-18.0%
April 2025	\$339,212	-6.0%
March 2025	\$349,370	-12.2%



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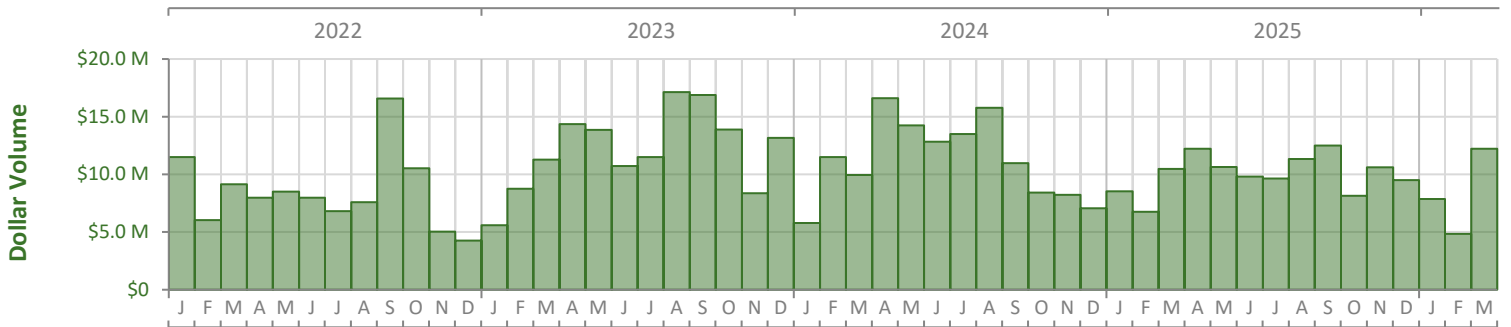
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Dollar Volume

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	\$24.9 Million	-3.2%
March 2026	\$12.2 Million	16.6%
February 2026	\$4.8 Million	-28.3%
January 2026	\$7.9 Million	-7.8%
December 2025	\$9.5 Million	34.9%
November 2025	\$10.6 Million	29.1%
October 2025	\$8.1 Million	-3.4%
September 2025	\$12.5 Million	13.9%
August 2025	\$11.3 Million	-28.2%
July 2025	\$9.6 Million	-28.5%
June 2025	\$9.8 Million	-23.4%
May 2025	\$10.6 Million	-25.3%
April 2025	\$12.2 Million	-26.4%
March 2025	\$10.5 Million	5.3%

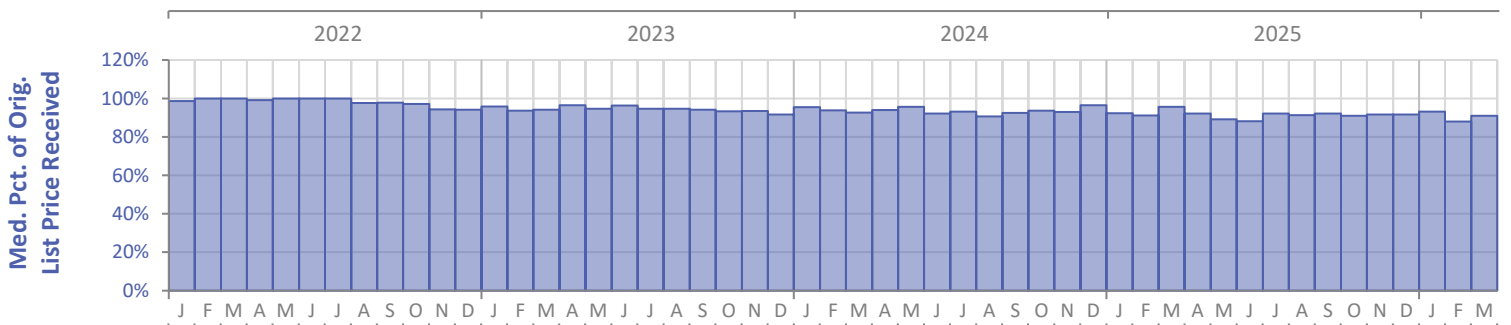


Median Percent of Original List Price Received

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	90.6%	-3.5%
March 2026	91.0%	-4.9%
February 2026	87.9%	-3.5%
January 2026	93.2%	1.0%
December 2025	91.7%	-5.0%
November 2025	91.7%	-1.4%
October 2025	91.0%	-2.9%
September 2025	92.1%	-0.3%
August 2025	91.3%	0.8%
July 2025	92.1%	-1.2%
June 2025	88.2%	-4.3%
May 2025	89.1%	-6.9%
April 2025	92.1%	-2.0%
March 2025	95.7%	3.2%



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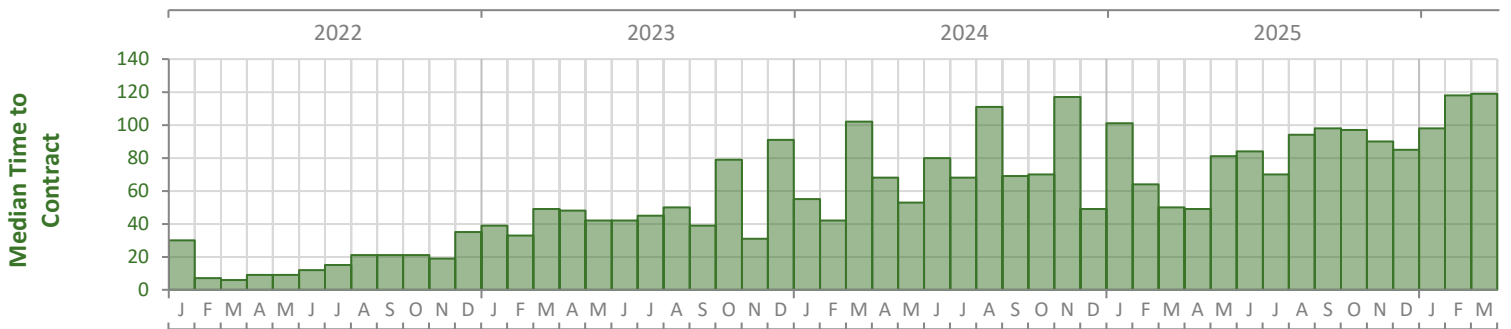
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Median Time to Contract

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	119 Days	77.6%
March 2026	119 Days	138.0%
February 2026	118 Days	84.4%
January 2026	98 Days	-3.0%
December 2025	85 Days	73.5%
November 2025	90 Days	-23.1%
October 2025	97 Days	38.6%
September 2025	98 Days	42.0%
August 2025	94 Days	-15.3%
July 2025	70 Days	2.9%
June 2025	84 Days	5.0%
May 2025	81 Days	52.8%
April 2025	49 Days	-27.9%
March 2025	50 Days	-51.0%

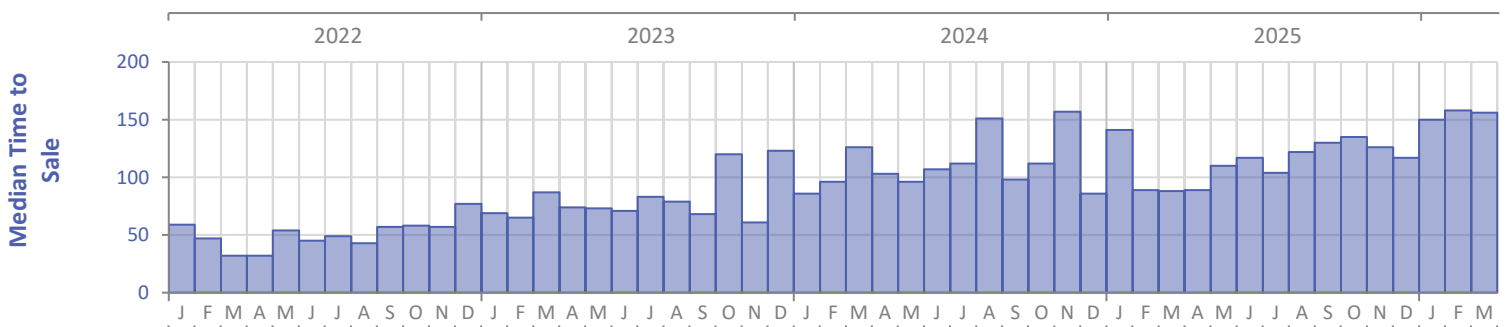


Median Time to Sale

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	157 Days	57.0%
March 2026	156 Days	77.3%
February 2026	158 Days	77.5%
January 2026	150 Days	6.4%
December 2025	117 Days	36.0%
November 2025	126 Days	-19.7%
October 2025	135 Days	20.5%
September 2025	130 Days	32.7%
August 2025	122 Days	-19.2%
July 2025	104 Days	-7.1%
June 2025	117 Days	9.3%
May 2025	110 Days	14.6%
April 2025	89 Days	-13.6%
March 2025	88 Days	-30.2%



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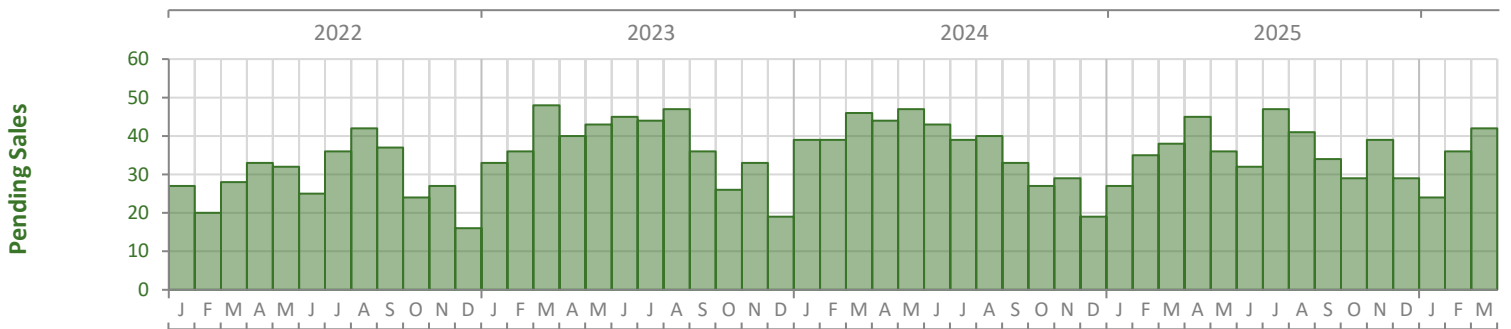
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New Pending Sales

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	102	2.0%
March 2026	42	10.5%
February 2026	36	2.9%
January 2026	24	-11.1%
December 2025	29	52.6%
November 2025	39	34.5%
October 2025	29	7.4%
September 2025	34	3.0%
August 2025	41	2.5%
July 2025	47	20.5%
June 2025	32	-25.6%
May 2025	36	-23.4%
April 2025	45	2.3%
March 2025	38	-17.4%

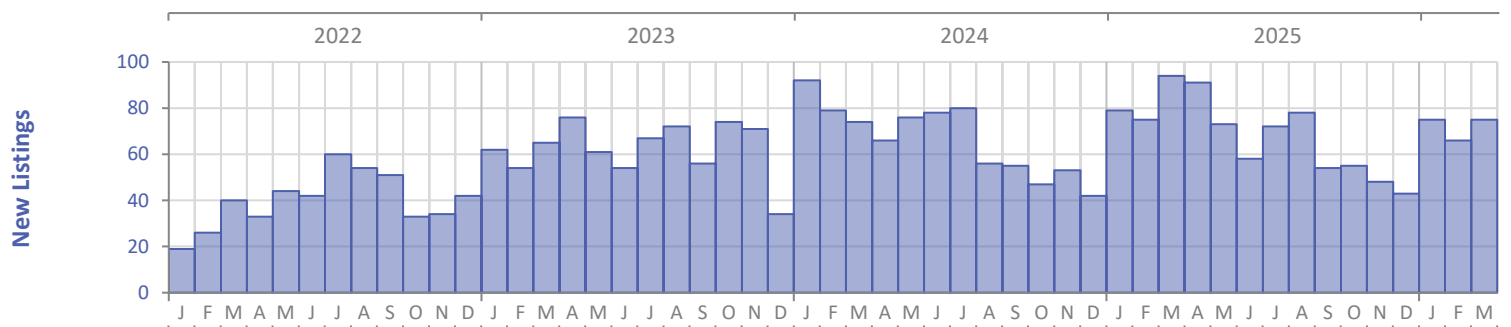


New Listings

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	216	-12.9%
March 2026	75	-20.2%
February 2026	66	-12.0%
January 2026	75	-5.1%
December 2025	43	2.4%
November 2025	48	-9.4%
October 2025	55	17.0%
September 2025	54	-1.8%
August 2025	78	39.3%
July 2025	72	-10.0%
June 2025	58	-25.6%
May 2025	73	-3.9%
April 2025	91	37.9%
March 2025	94	27.0%



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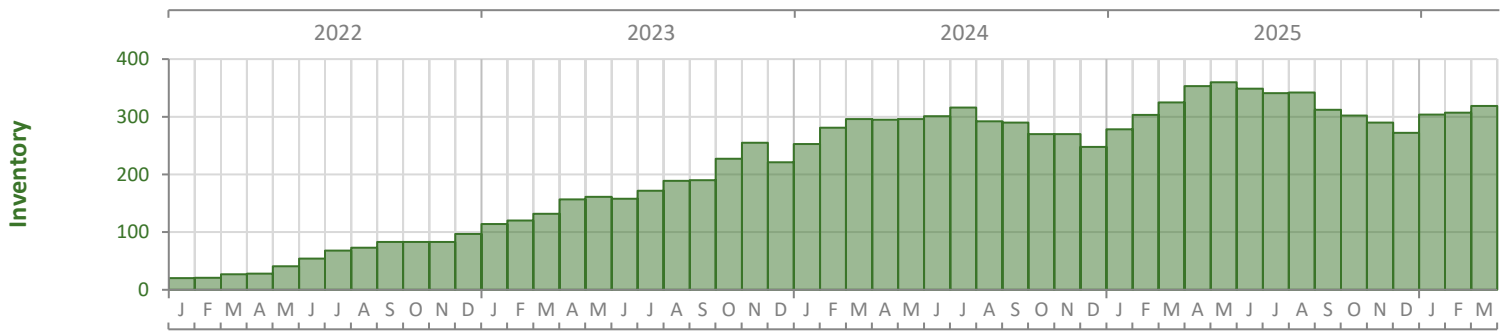
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Inventory (Active Listings)

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)	310	2.6%
March 2026	319	-1.8%
February 2026	307	1.3%
January 2026	304	9.4%
December 2025	272	9.7%
November 2025	290	7.4%
October 2025	302	11.9%
September 2025	312	7.6%
August 2025	342	17.1%
July 2025	341	7.9%
June 2025	349	15.9%
May 2025	360	21.6%
April 2025	353	19.7%
March 2025	325	9.8%

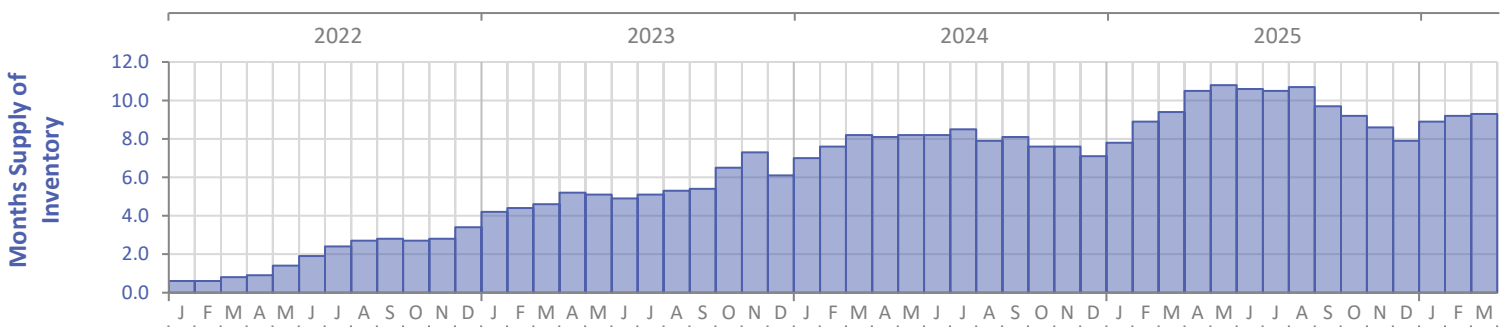


Months Supply of Inventory

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)	9.1	4.6%
March 2026	9.3	-1.1%
February 2026	9.2	3.4%
January 2026	8.9	14.1%
December 2025	7.9	11.3%
November 2025	8.6	13.2%
October 2025	9.2	21.1%
September 2025	9.7	19.8%
August 2025	10.7	35.4%
July 2025	10.5	23.5%
June 2025	10.6	29.3%
May 2025	10.8	31.7%
April 2025	10.5	29.6%
March 2025	9.4	14.6%



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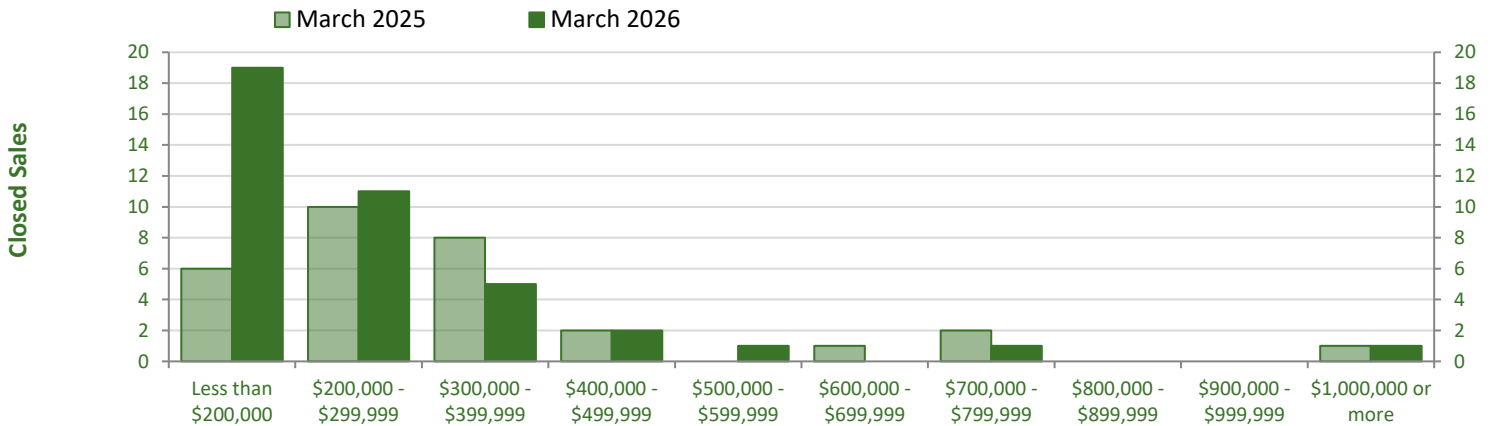
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Closed Sales by Sale Price

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.

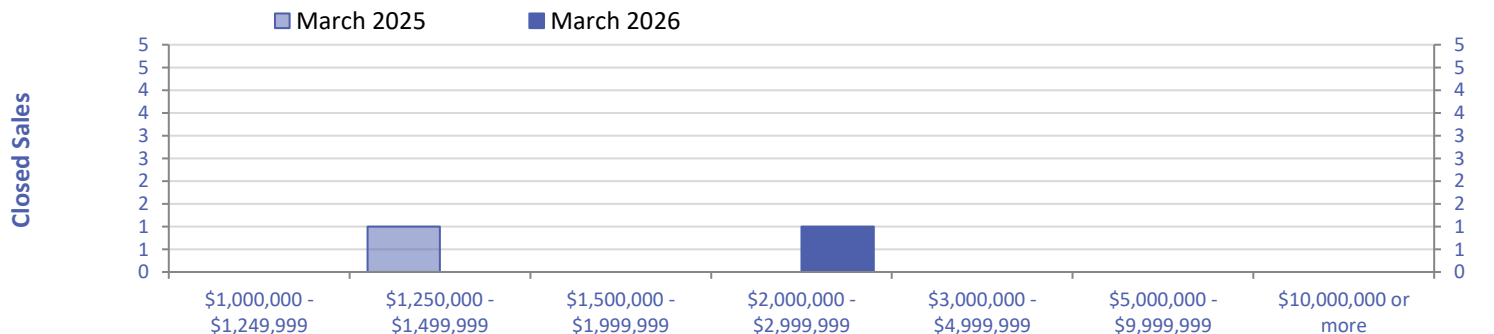
Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$200,000	19	216.7%
\$200,000 - \$299,999	11	10.0%
\$300,000 - \$399,999	5	-37.5%
\$400,000 - \$499,999	2	0.0%
\$500,000 - \$599,999	1	N/A
\$600,000 - \$699,999	0	-100.0%
\$700,000 - \$799,999	1	-50.0%
\$800,000 - \$899,999	0	N/A
\$900,000 - \$999,999	0	N/A
\$1,000,000 or more	1	0.0%



Million Dollar Spotlight

Closed Sales by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Closed Sales	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	0	N/A
\$1,250,000 - \$1,499,999	0	-100.0%
\$1,500,000 - \$1,999,999	0	N/A
\$2,000,000 - \$2,999,999	1	N/A
\$3,000,000 - \$4,999,999	0	N/A
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



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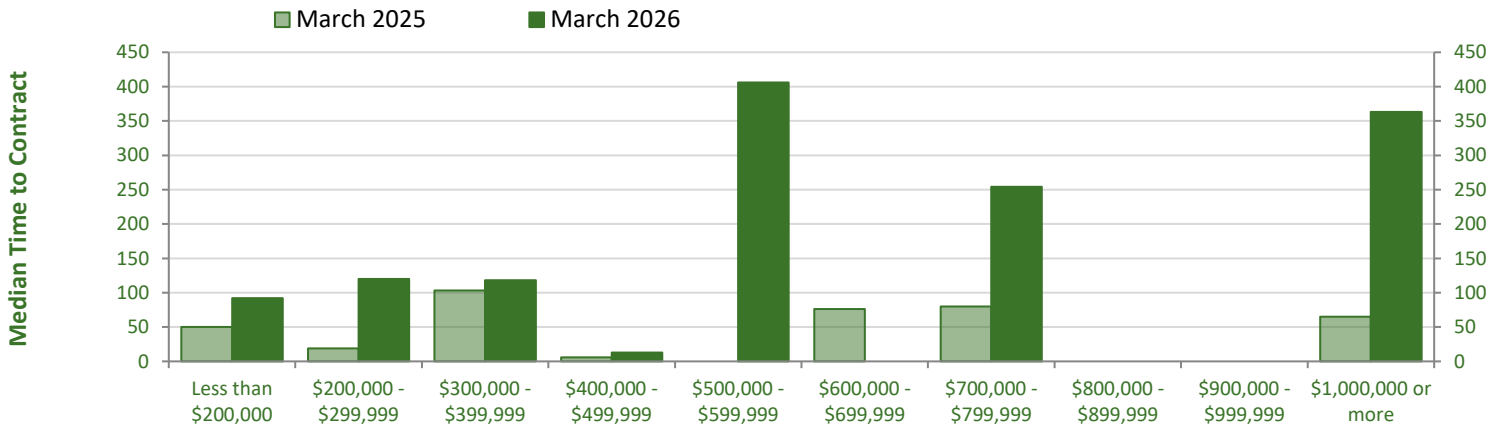
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Median Time to Contract by Sale Price

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

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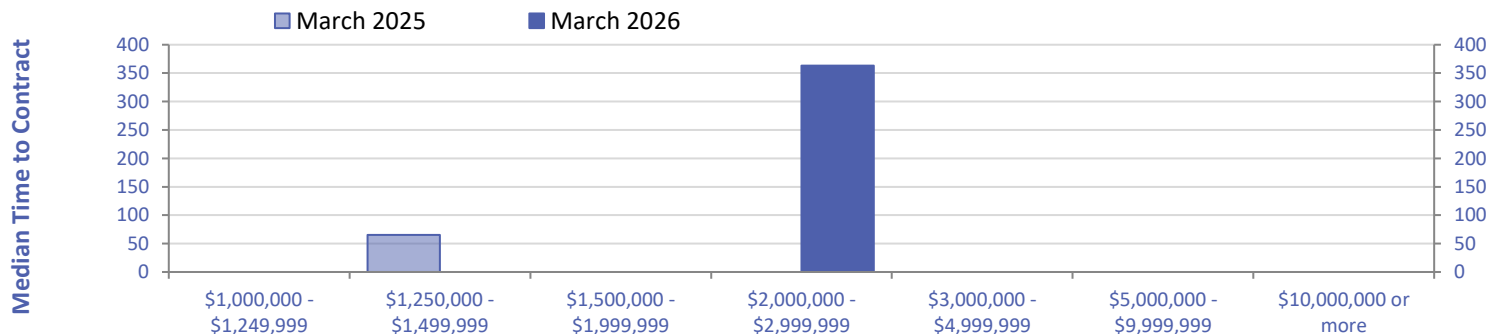
Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$200,000	92 Days	84.0%
\$200,000 - \$299,999	120 Days	531.6%
\$300,000 - \$399,999	118 Days	14.6%
\$400,000 - \$499,999	13 Days	116.7%
\$500,000 - \$599,999	406 Days	N/A
\$600,000 - \$699,999	(No Sales)	N/A
\$700,000 - \$799,999	254 Days	217.5%
\$800,000 - \$899,999	(No Sales)	N/A
\$900,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	363 Days	458.5%



Million Dollar Spotlight

Median Time to Contract by Sale Price for properties selling for \$1,000,000 or more

Sale Price	Median Time to Contract	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	(No Sales)	N/A
\$1,250,000 - \$1,499,999	(No Sales)	N/A
\$1,500,000 - \$1,999,999	(No Sales)	N/A
\$2,000,000 - \$2,999,999	363 Days	N/A
\$3,000,000 - \$4,999,999	(No Sales)	N/A
\$5,000,000 - \$9,999,999	(No Sales)	N/A
\$10,000,000 or more	(No Sales)	N/A



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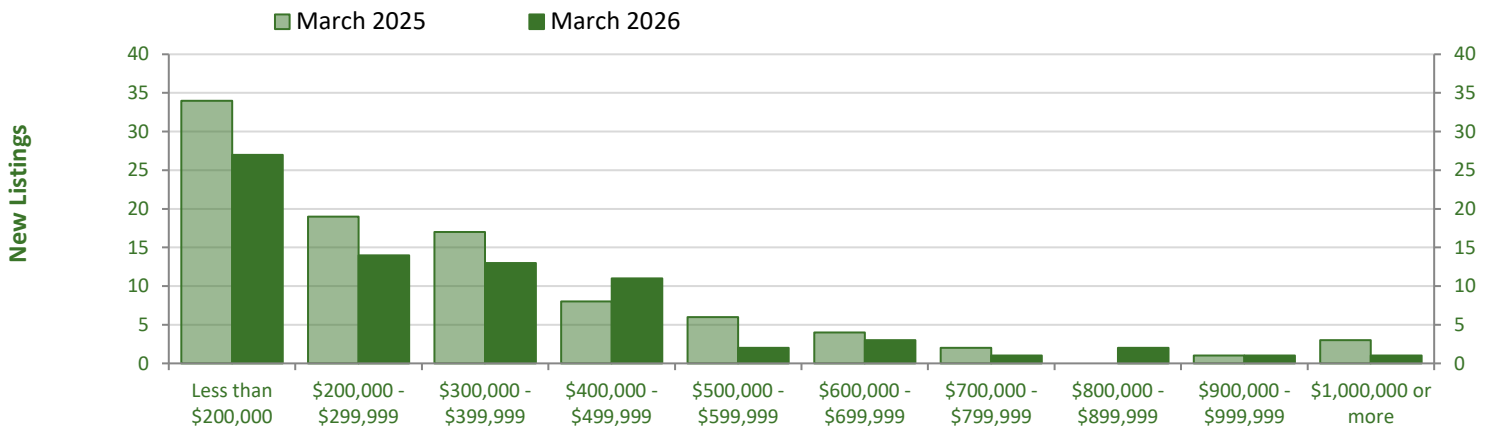
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New Listings by Initial Listing Price

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.

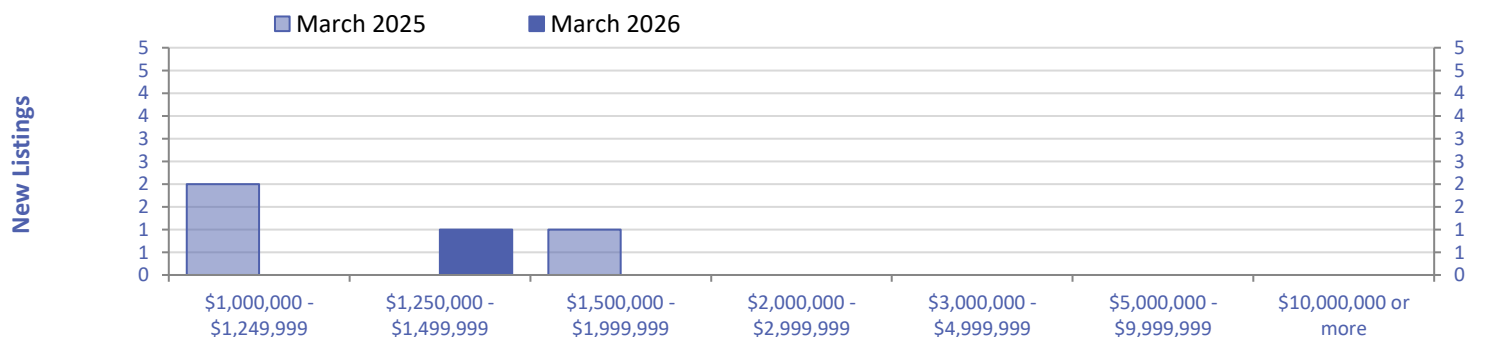
Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$200,000	27	-20.6%
\$200,000 - \$299,999	14	-26.3%
\$300,000 - \$399,999	13	-23.5%
\$400,000 - \$499,999	11	37.5%
\$500,000 - \$599,999	2	-66.7%
\$600,000 - \$699,999	3	-25.0%
\$700,000 - \$799,999	1	-50.0%
\$800,000 - \$899,999	2	N/A
\$900,000 - \$999,999	1	0.0%
\$1,000,000 or more	1	-66.7%



Million Dollar Spotlight

New Listings by Initial Listing Price for properties listed for \$1,000,000 or more

Initial Listing Price	New Listings	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	0	-100.0%
\$1,250,000 - \$1,499,999	1	N/A
\$1,500,000 - \$1,999,999	0	-100.0%
\$2,000,000 - \$2,999,999	0	N/A
\$3,000,000 - \$4,999,999	0	N/A
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A



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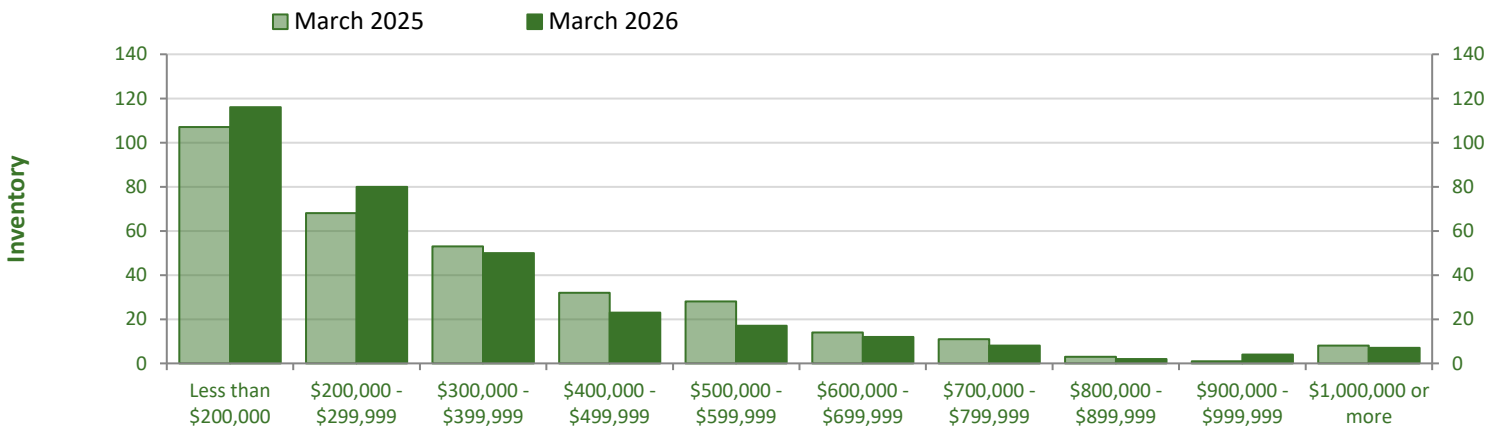
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Inventory by Current Listing Price

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.

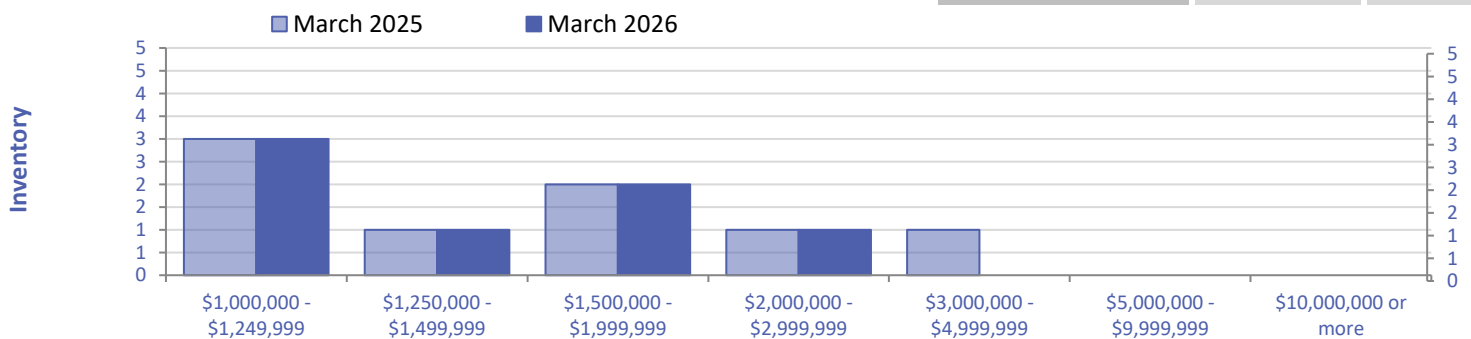
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$200,000	116	8.4%
\$200,000 - \$299,999	80	17.6%
\$300,000 - \$399,999	50	-5.7%
\$400,000 - \$499,999	23	-28.1%
\$500,000 - \$599,999	17	-39.3%
\$600,000 - \$699,999	12	-14.3%
\$700,000 - \$799,999	8	-27.3%
\$800,000 - \$899,999	2	-33.3%
\$900,000 - \$999,999	4	300.0%
\$1,000,000 or more	7	-12.5%



Million Dollar Spotlight

Inventory by Current Listing Price for properties listed for \$1,000,000 or more

Current Listing Price	Inventory	Percent Change Year-over-Year
\$1,000,000 - \$1,249,999	3	0.0%
\$1,250,000 - \$1,499,999	1	0.0%
\$1,500,000 - \$1,999,999	2	0.0%
\$2,000,000 - \$2,999,999	1	0.0%
\$3,000,000 - \$4,999,999	0	-100.0%
\$5,000,000 - \$9,999,999	0	N/A
\$10,000,000 or more	0	N/A

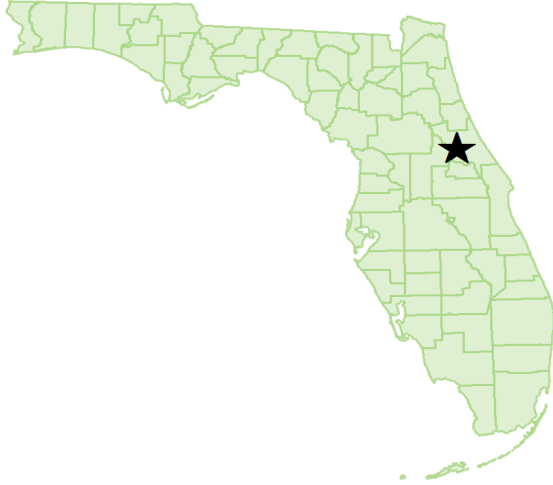


Monthly Distressed Market - March 2026

Townhouses and Condos

West Volusia Association of REALTORS®

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



		March 2026	March 2025	Percent Change Year-over-Year
Traditional	Closed Sales	39	29	34.5%
	Median Sale Price	\$225,000	\$294,000	-23.5%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$120,000	\$60,000	100.0%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

