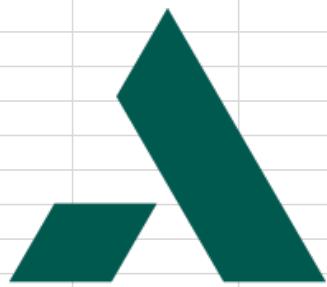


DAYTON REAL ESTATE MARKET STATS



A S H L A R
H O M E T E A M

xxxx

The Way Real Estate Should Be™

We know Realtors have a reputation.

We are changing that.

The stereotype for the real estate industry is to only highlight the good while ignoring the bad, not looking into, or hiding the bad.

At Ashlar Home Team, we believe that the only way you can make an educated home decision.... is by being informed of both the pros and the cons!

A home buying or selling experience with us feels like a service revolution but we are revolutionizing the way we do business.

Kyle Sasser

Realtor® and Team Leader of Ashlar Home Team

Charles Rutenberg Realty - Ashlar Home Team

1545 S Belcher Rd, Clearwater, FL 33764

Telephone: 727-300-2111

Email: Kyle@AshlarRE.com

Website: AshlarRE.com

Recent Market Shifts

Summary

| | | | | | 12/2025 | 12/2024 | % Change |
|---------------------------------|--|--|--|-----------|-----------|---------|----------|
| Closed Sales | | | | | 1,042 | 916 | 13.76% |
| Cash Sales | | | | | | | #DIV/0! |
| Median Sales Price | | | | \$249,950 | \$240,000 | | 4.15% |
| Average Sales Price | | | | \$288,478 | \$268,163 | | 7.58% |
| Dollar Volume | | | | 301 M | 246 M | | 22.37% |
| Median % Of Original List Price | | | | 96.60% | 96.50% | | 0.10% |
| Median Time to Contract | | | | 41 Days | 53 Days | | -22.64% |
| Median Time to Sale | | | | 41 Days | 53 Days | | -22.64% |
| New Pending Sales | | | | 779 | 782 | | -0.38% |
| New Listings | | | | 808 | 785 | | 2.93% |
| Active Inventory | | | | 2,015 | 1,711 | | 17.77% |
| Months Supply | | | | 1.80 | 1.62 | | 10.97% |
| Foreclosure / REO | | | | 5 | 5 | | 0.00% |
| Short Sales | | | | 0 | 0 | | #DIV/0! |

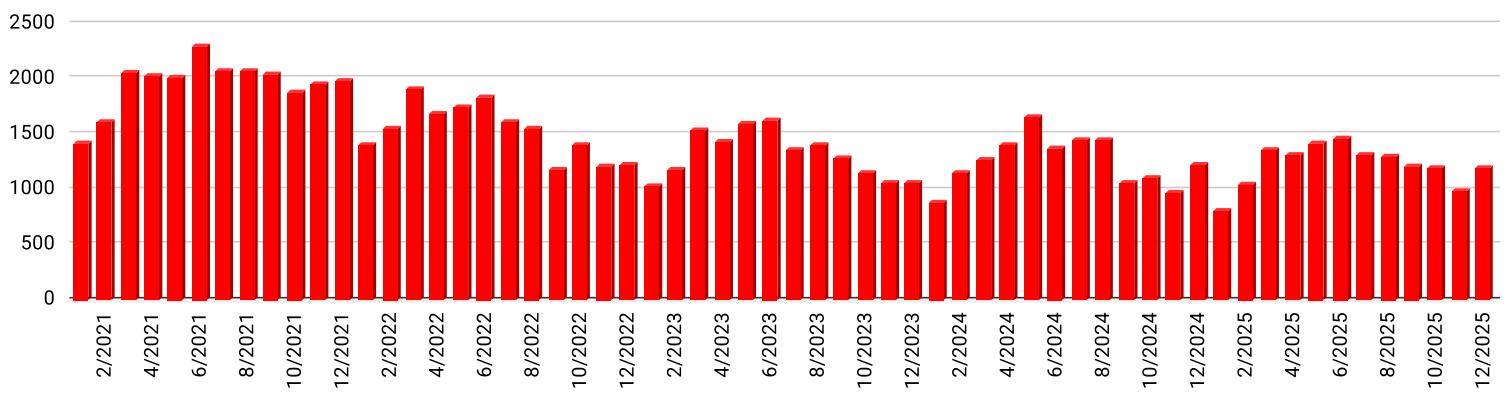
CLOSED SALES

Closed Sales are one of the chief indicators of demand in the real estate market.

Looking at percentage change is usually a bit more helpful than looking at pure numbers as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

| Month | Closed Sales | Change YoY |
|------------------|--------------|------------|
| Dec 2025 | 1,042 | 13.76% |
| Nov 2025 | 938 | -7.13% |
| Oct 2025 | 1,183 | 5.63% |
| Sep 2025 | 1,200 | 11.08% |
| Aug 2025 | 1,232 | 1.90% |
| Jul 2025 | 1,269 | 6.28% |
| Jun 2025 | 1,288 | 11.42% |
| May 2025 | 1,220 | 2.35% |
| Apr 2025 | 1,137 | 5.18% |
| Mar 2025 | 940 | -8.38% |
| Feb 2025 | 810 | -14.65% |
| Jan 2025 | 676 | -8.53% |
| Dec 2024 | 916 | 0.99% |
| 12 Month Average | 1,078 | 0.18% |

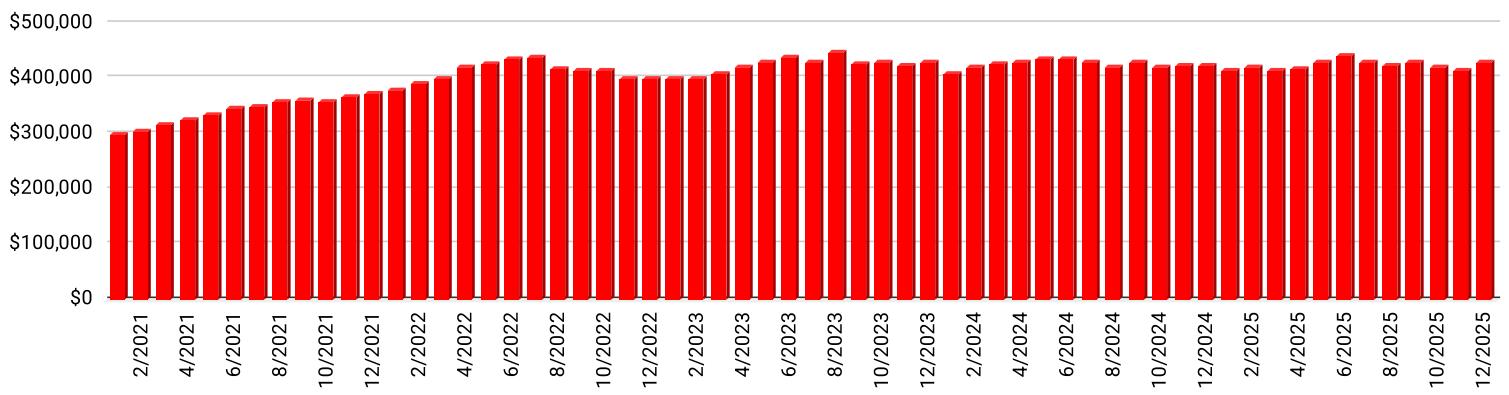


MEDIAN SALE PRICE

The Median Sales Price is the point at which half of the sales were above and half of the sales were below.

Unlike Average Sales Price, Median Price is not affected as much by a lot of high or low priced home sales in a particular month.

| Month | Med Price | Change YoY |
|------------------|-----------|------------|
| Dec 2025 | \$249,950 | 4.15% |
| Nov 2025 | \$257,750 | 3.14% |
| Oct 2025 | \$250,000 | 4.17% |
| Sep 2025 | \$250,000 | 9.83% |
| Aug 2025 | \$257,950 | 7.48% |
| Jul 2025 | \$269,000 | 10.31% |
| Jun 2025 | \$270,000 | 5.88% |
| May 2025 | \$264,770 | 7.09% |
| Apr 2025 | \$239,900 | 8.55% |
| Mar 2025 | \$240,000 | 4.37% |
| Feb 2025 | \$235,000 | 6.82% |
| Jan 2025 | \$230,500 | 11.89% |
| Dec 2024 | \$240,000 | 12.68% |
| 12 Month Average | \$251,235 | 0.58% |



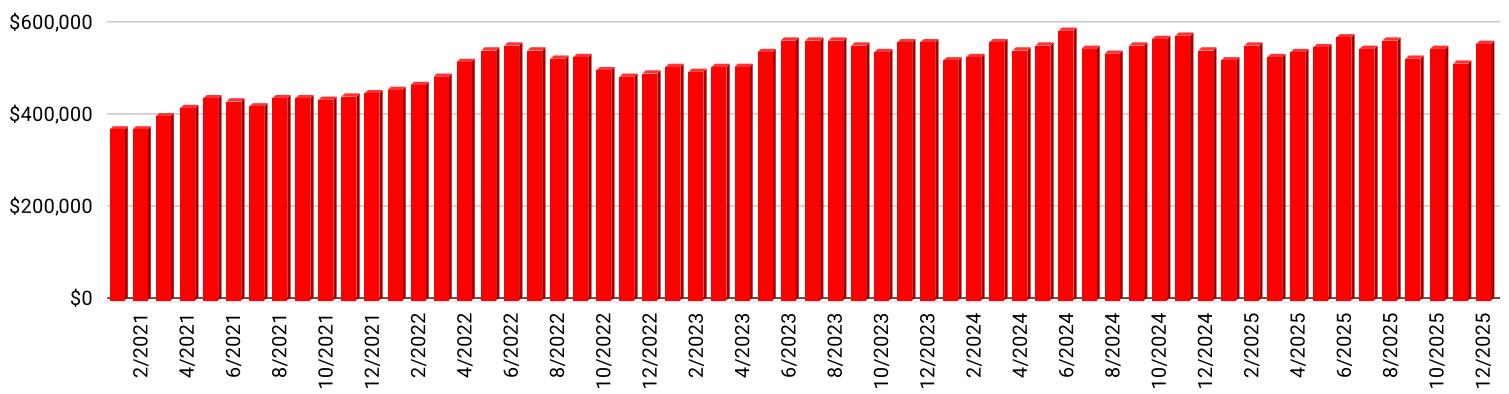
AVERAGE SALE PRICE

Median Sales Price is generally preferred to Average since Average Sales Price is subject to influence by the extreme low or high end of the market.

These are also only the sales price of homes that sold during the month, not the overall market as a whole.

Despite that, it can be a useful bit of information for overall trends.

| Month | Avg Price | Change YoY |
|------------------|-----------|------------|
| Dec 2025 | \$288,478 | 7.58% |
| Nov 2025 | \$299,490 | 9.40% |
| Oct 2025 | \$281,818 | 2.22% |
| Sep 2025 | \$286,954 | 7.36% |
| Aug 2025 | \$297,536 | 6.14% |
| Jul 2025 | \$300,530 | 7.47% |
| Jun 2025 | \$320,474 | 9.31% |
| May 2025 | \$295,539 | 4.63% |
| Apr 2025 | \$274,069 | 4.22% |
| Mar 2025 | \$274,508 | 0.23% |
| Feb 2025 | \$272,172 | 5.60% |
| Jan 2025 | \$270,935 | 7.40% |
| Dec 2024 | \$268,163 | 5.18% |
| 12 Month Average | \$288,542 | 0.50% |



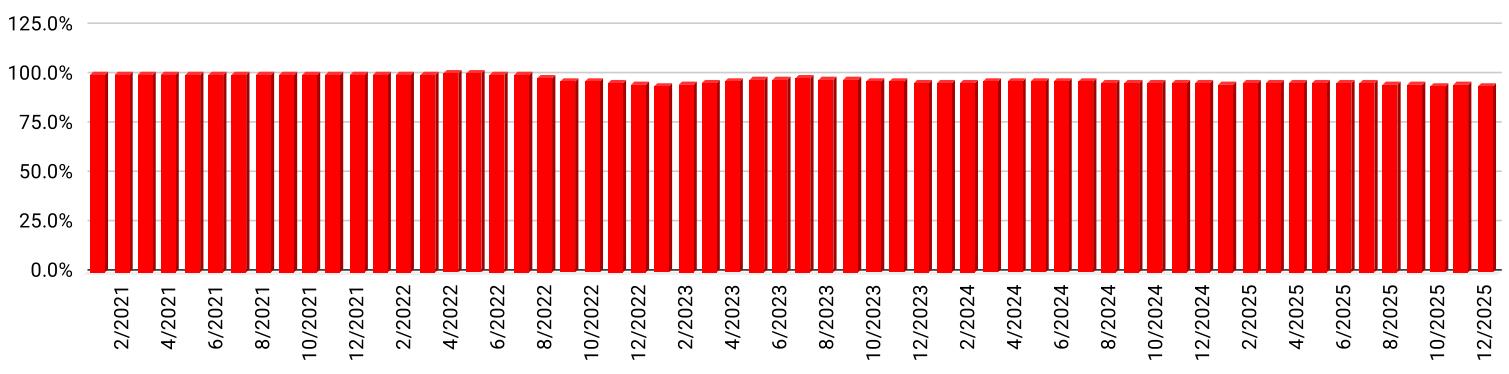
MEDIAN % OF ORIGINAL LIST PRICE RECEIVED

Indicates what percentage of the original asking price the property eventually sells for.

This is typically a lagging indicator, meaning it can be used to confirm trends detected in other metrics.

Is also a good indicator for overall market consumer sentiment.

| Month | % Orig List | Change YoY |
|------------------|-------------|------------|
| Dec 2025 | 96.60% | 0.10% |
| Nov 2025 | 96.90% | -0.51% |
| Oct 2025 | 97.30% | -0.21% |
| Sep 2025 | 97.60% | -0.81% |
| Aug 2025 | 98.10% | -0.51% |
| Jul 2025 | 99.00% | -1.00% |
| Jun 2025 | 98.90% | -1.10% |
| May 2025 | 99.60% | -0.40% |
| Apr 2025 | 98.80% | -1.20% |
| Mar 2025 | 97.90% | -0.51% |
| Feb 2025 | 96.20% | -1.94% |
| Jan 2025 | 96.20% | -1.13% |
| Dec 2024 | 96.50% | -1.13% |
| 12 Month Average | 97.76% | -0.06% |



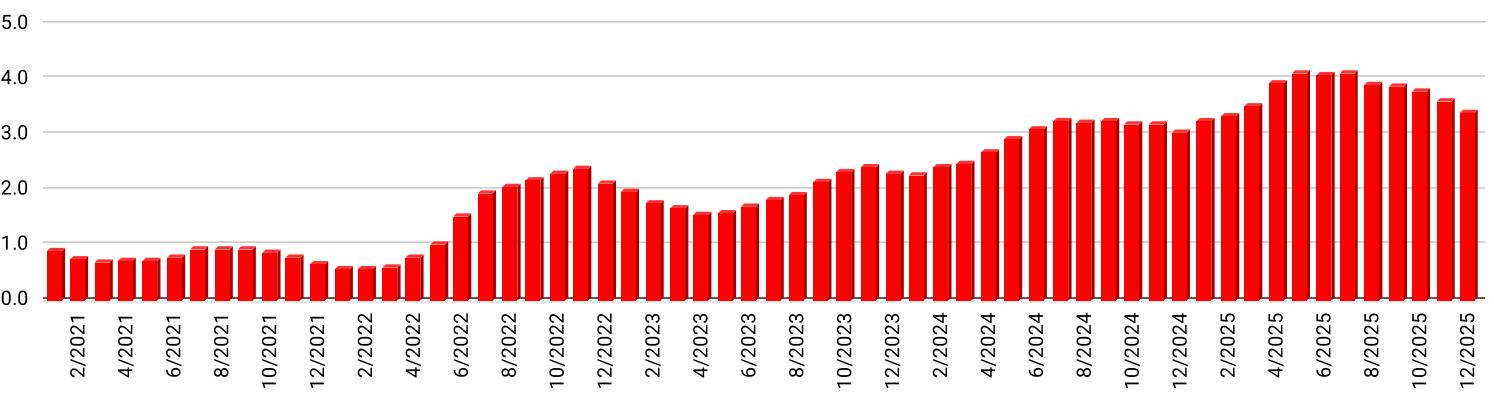
MONTHS SUPPLY

Also known as Absorption Rate.

An estimate of the number of months it will take at the current rate of sales to exhaust current inventory.

A Balanced Market is generally considered to be 5 months. A Seller's Market would be 0-4 months, and a Buyers Market 6 or more months.

| Month | Months Supply | Change YoY |
|------------------|---------------|------------|
| Dec 2025 | 1.80 | 10.97% |
| Nov 2025 | 1.80 | -4.03% |
| Oct 2025 | 1.80 | 1.63% |
| Sep 2025 | 1.80 | 11.21% |
| Aug 2025 | 2.01 | 28.50% |
| Jul 2025 | 1.88 | 29.24% |
| Jun 2025 | 1.72 | 30.01% |
| May 2025 | 1.59 | 31.55% |
| Apr 2025 | 1.42 | 36.61% |
| Mar 2025 | 1.34 | 34.30% |
| Feb 2025 | 1.31 | 33.11% |
| Jan 2025 | 1.43 | 24.81% |
| Dec 2024 | 1.62 | 21.19% |
| 12 Month Average | 1.66 | 1.65% |

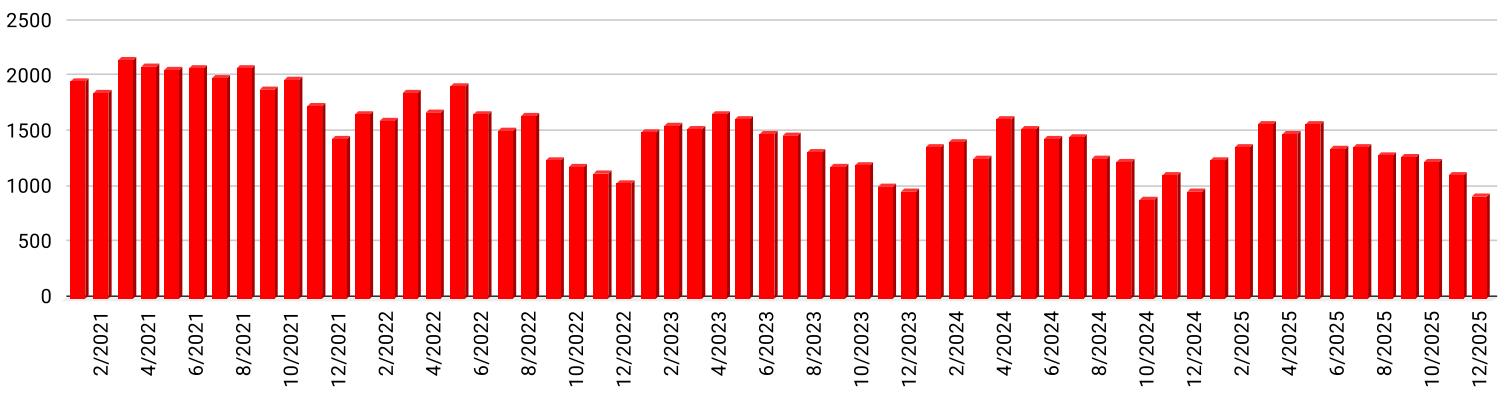


NEW PENDING SALES

New pending sales are the number of homes that went under contract in the month.

Useful to predict potential future sales, due to the fact that most contracts generally take 3-6 weeks and can provide some leading indication of where the market is heading as well as changes in demand.

| Month | New Pending | Change YoY |
|------------------|-------------|------------|
| Dec 2025 | 779 | -0.38% |
| Nov 2025 | 1,023 | 3.54% |
| Oct 2025 | 1,282 | 6.66% |
| Sep 2025 | 1,256 | 2.58% |
| Aug 2025 | 1,360 | 6.42% |
| Jul 2025 | 1,401 | 11.10% |
| Jun 2025 | 1,363 | 2.95% |
| May 2025 | 1,442 | 4.27% |
| Apr 2025 | 1,431 | 8.00% |
| Mar 2025 | 1,379 | 9.36% |
| Feb 2025 | 1,018 | -13.29% |
| Jan 2025 | 975 | -12.24% |
| Dec 2024 | 782 | -13.69% |
| 12 Month Average | 1,226 | 0.23% |

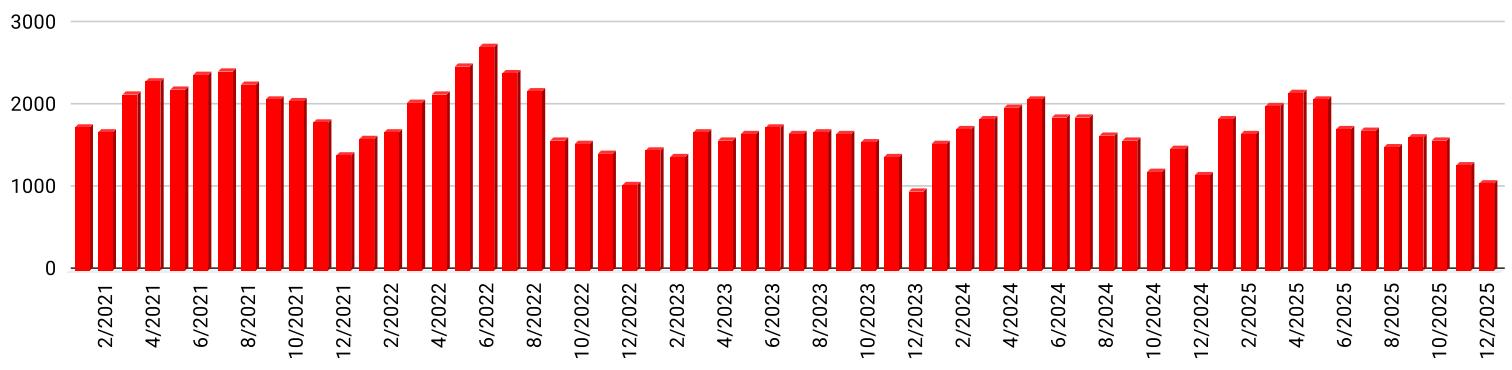


NEW LISTINGS

The number of homes that are listed for sale in a month.

This does not include homes that were taken off the market and then relisted, homes that were under contract and back on the market, and also excludes temporary off market listings.

| Month | New Listings | Change YoY |
|------------------|--------------|------------|
| Dec 2025 | 808 | 2.93% |
| Nov 2025 | 1,078 | -1.64% |
| Oct 2025 | 1,496 | 2.47% |
| Sep 2025 | 1,473 | 8.22% |
| Aug 2025 | 1,542 | 2.25% |
| Jul 2025 | 1,690 | 13.27% |
| Jun 2025 | 1,652 | 13.77% |
| May 2025 | 1,613 | -0.12% |
| Apr 2025 | 1,523 | 5.91% |
| Mar 2025 | 1,369 | 8.74% |
| Feb 2025 | 1,020 | -5.99% |
| Jan 2025 | 974 | -5.07% |
| Dec 2024 | 785 | -0.38% |
| 12 Month Average | 1,353 | 0.36% |

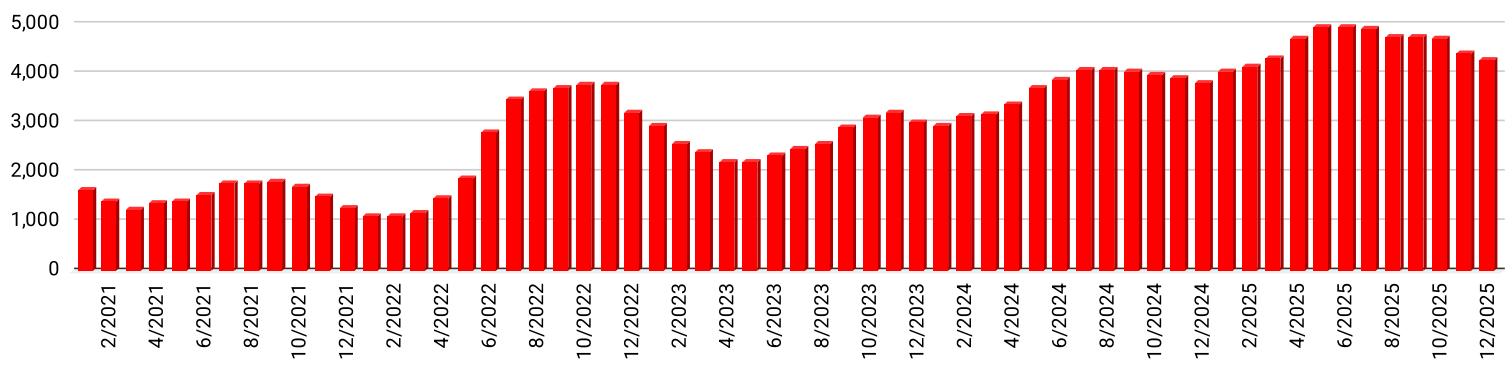


INVENTORY (ACTIVE LISTINGS)

The number of homes that are actively for sale on the last day of the month.

Indicates the supply side of the market. Rising inventory generally benefits the buyers, while decreasing inventory will generally benefit the sellers.

| Month | Inventory | Change YoY |
|------------------|-----------|------------|
| Dec 2025 | 2,015 | 17.77% |
| Nov 2025 | 2,176 | 10.07% |
| Oct 2025 | 2,260 | 21.24% |
| Sep 2025 | 2,199 | 30.04% |
| Aug 2025 | 2,118 | 28.29% |
| Jul 2025 | 1,956 | 26.68% |
| Jun 2025 | 1,779 | 27.53% |
| May 2025 | 1,634 | 26.76% |
| Apr 2025 | 1,454 | 30.52% |
| Mar 2025 | 1,376 | 29.69% |
| Feb 2025 | 1,363 | 29.93% |
| Jan 2025 | 1,496 | 24.25% |
| Dec 2024 | 1,711 | 22.13% |
| 12 Month Average | 1,819 | 2.02% |



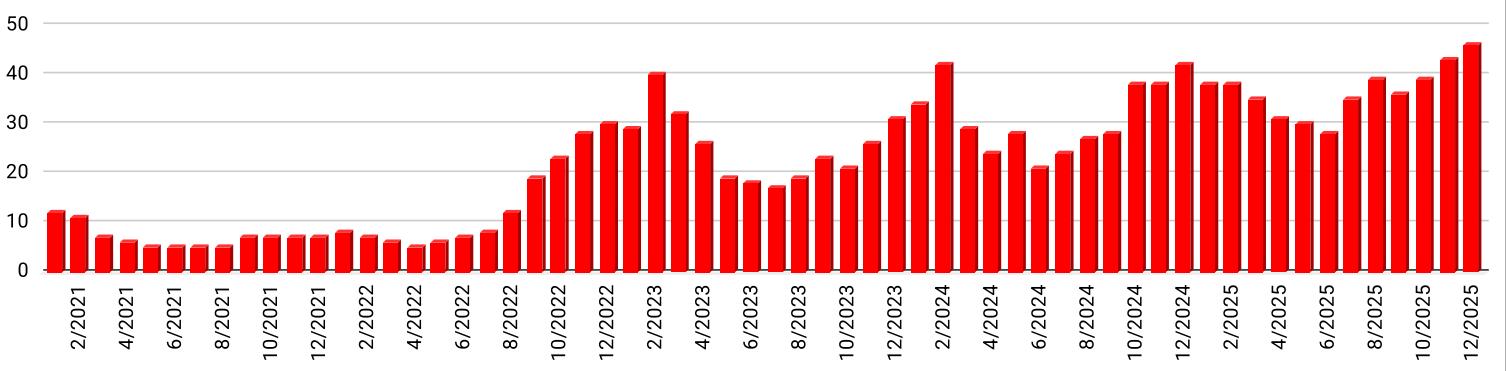
MEDIAN TIME TO CONTRACT

The median amount of time a home is active on the market before an offer is accepted.

This number is only for closed sales and does not include homes that have not sold yet.

Typically 0-60 days is heavily favors Sellers, while more than 90 days would be favorable to Buyers.

| Month | Med Time To C | Change YoY |
|------------------|---------------|------------|
| Dec 2025 | 41 | -22.64% |
| Nov 2025 | 36 | -25.00% |
| Oct 2025 | 35 | -28.57% |
| Sep 2025 | 34 | -23.91% |
| Aug 2025 | 31 | -32.61% |
| Jul 2025 | 28 | -39.13% |
| Jun 2025 | 28 | -34.88% |
| May 2025 | 31 | -26.19% |
| Apr 2025 | 42 | -2.33% |
| Mar 2025 | 51 | 6.25% |
| Feb 2025 | 65 | 25.00% |
| Jan 2025 | 63 | 8.62% |
| Dec 2024 | 53 | 1.92% |
| 12 Month Average | 40 | -1.28% |

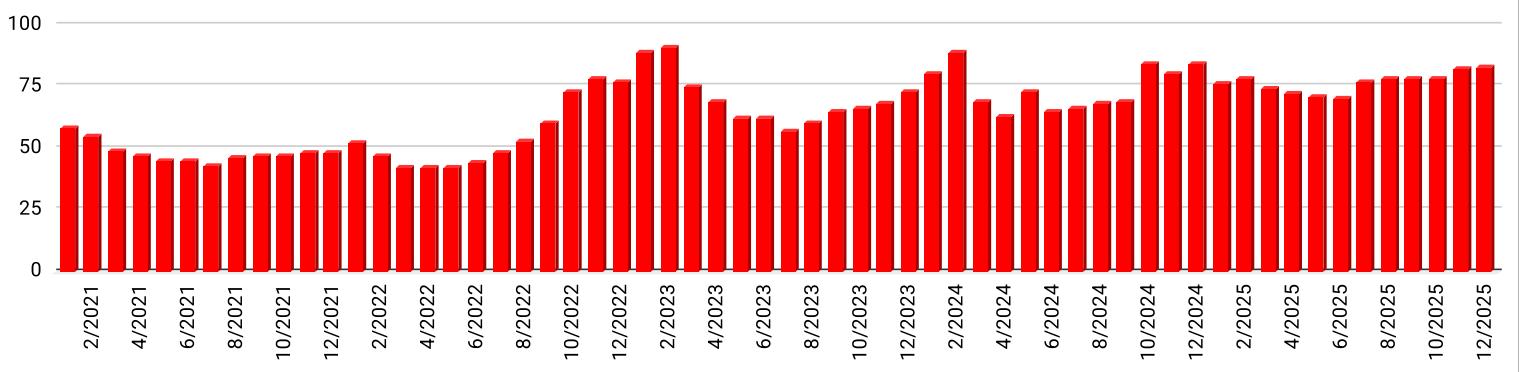


MEDIAN TIME TO SALE

Similar to Time To Contract, Time to Sale is the median time a home takes from initially being listed until the completion of the sale.

This metric is useful to know the typical timeframes that a home takes to sell, and unlike an average, is not overly influenced by a few homes taking a very long time to

| Month | Med Time To Sale | Change YoY |
|------------------|------------------|------------|
| Dec 2025 | 41 | -22.64% |
| Nov 2025 | 36 | -25.00% |
| Oct 2025 | 35 | -28.57% |
| Sep 2025 | 34 | -23.91% |
| Aug 2025 | 31 | -32.61% |
| Jul 2025 | 28 | -39.13% |
| Jun 2025 | 28 | -34.88% |
| May 2025 | 31 | -26.19% |
| Apr 2025 | 42 | -2.33% |
| Mar 2025 | 51 | 6.25% |
| Feb 2025 | 65 | 25.00% |
| Jan 2025 | 63 | 8.62% |
| Dec 2024 | 53 | 1.92% |
| 12 Month Average | 40 | -1.28% |



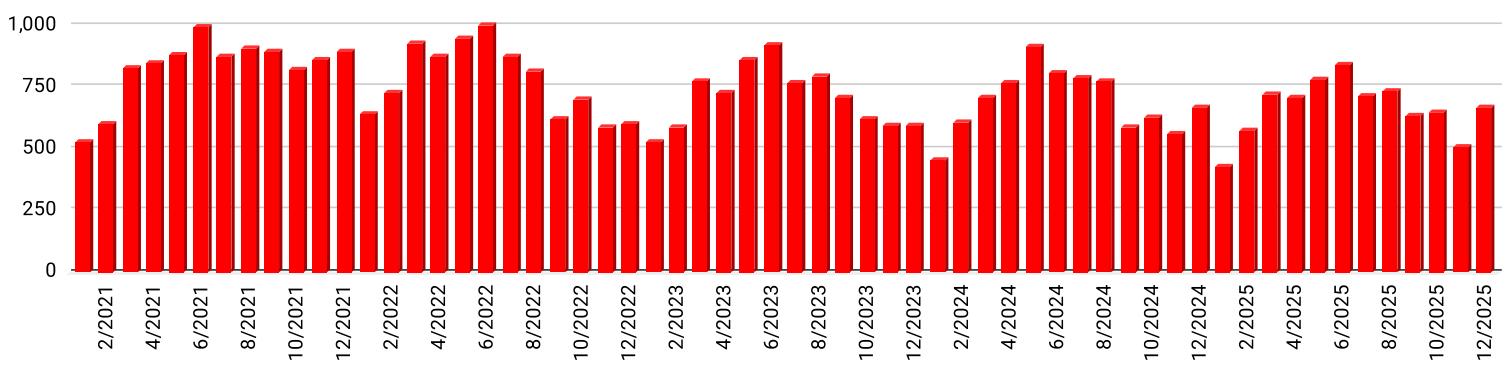
DOLLAR VOLUME

Closed Sales are one of the chief indicators of demand in the real estate market.

Looking at percentage change is usually a bit more helpful than looking at pure numbers as that generally indicates the trend the market is taking compared to the previous year.

Closed sales do naturally vary month to month.

| Month | Dollar Volume | Change YoY |
|------------------|---------------|------------|
| Dec 2025 | 301 | 22.37% |
| Nov 2025 | 281 | 1.60% |
| Oct 2025 | 333 | 7.97% |
| Sep 2025 | 344 | 17.84% |
| Aug 2025 | 367 | 8.16% |
| Jul 2025 | 381 | 14.23% |
| Jun 2025 | 413 | 21.79% |
| May 2025 | 361 | 7.09% |
| Apr 2025 | 312 | 9.62% |
| Mar 2025 | 258 | -8.17% |
| Feb 2025 | 220 | -9.87% |
| Jan 2025 | 183 | -1.76% |
| Dec 2024 | 246 | 6.22% |
| 12 Month Average | 313 | 0.71% |



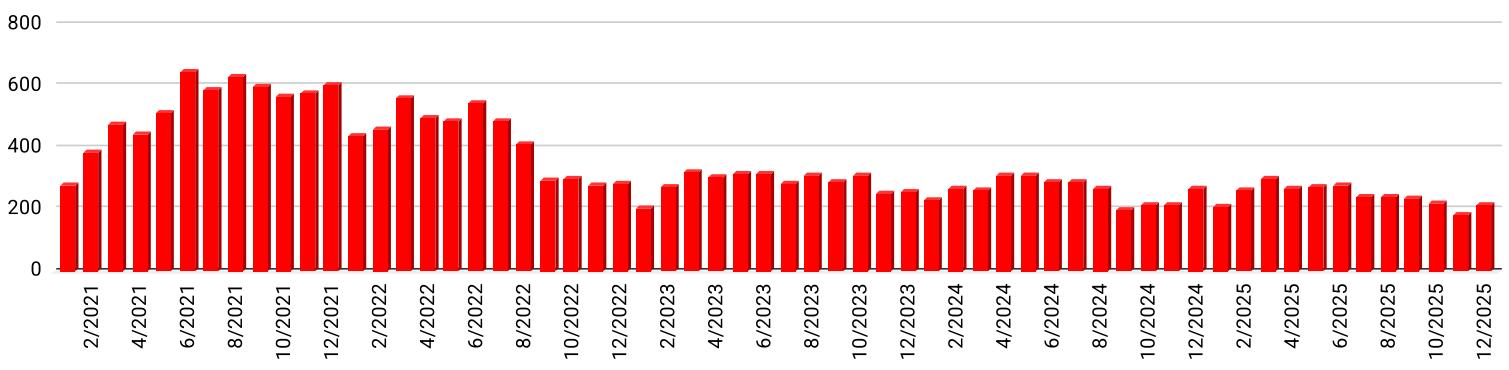
CASH SALES

Buyers paying with cash generally indicates investor activity.

However in times of low inventory Cash Sales can also increase due to Buyers being required to put together extremely competitive offers.

Most home buyers require a mortgage, so any significant change in Cash Sales is of interest.

| Month | Cash Sales | Change YoY |
|------------------|------------|------------|
| Dec 2025 | | #DIV/0! |
| Nov 2025 | | #DIV/0! |
| Oct 2025 | | #DIV/0! |
| Sep 2025 | | #DIV/0! |
| Aug 2025 | | #DIV/0! |
| Jul 2025 | | #DIV/0! |
| Jun 2025 | | #DIV/0! |
| May 2025 | | #DIV/0! |
| Apr 2025 | | #DIV/0! |
| Mar 2025 | | #DIV/0! |
| Feb 2025 | | #DIV/0! |
| Jan 2025 | | #DIV/0! |
| Dec 2024 | | #DIV/0! |
| 12 Month Average | 0 | #DIV/0! |



CLOSED SALES By Price

For better insight into market trends, it is important to look at each price point separately.

While the work of selling a high or low price point is much the same, the timeframes and number of listings can be considerably different.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

| Month | Sales by Price | Change YoY |
|-----------------|----------------|------------|
| Less Than \$50k | 12 | -58.62% |
| \$50k - \$100k | 63 | -10.00% |
| \$100k - \$150k | 86 | -9.47% |
| \$150k - \$200k | 182 | 10.30% |
| \$200k - \$250k | 179 | 35.61% |
| \$250k - \$300k | 155 | 28.10% |
| \$300k - \$400k | 166 | 8.50% |
| \$400k - \$600k | 141 | 24.78% |
| \$600k - \$1M | 52 | 48.57% |
| \$1M or more | 6 | 100.00% |



MEDIAN Time to Contract

The Median Sales Price is the point at which half of the sales were above and half of the sales were below.

Unlike Average Sales Price, Median Price is not affected as much by a lot of high or low priced home sales in a particular month.

| Month | Med Price | Change YoY |
|-----------------|-----------|------------|
| Less Than \$50k | 47 | 34.29% |
| \$50k - \$100k | 37 | -33.93% |
| \$100k - \$150k | 44 | -10.20% |
| \$150k - \$200k | 36 | -29.41% |
| \$200k - \$250k | 42 | -25.00% |
| \$250k - \$300k | 46 | -9.80% |
| \$300k - \$400k | 38 | -30.91% |
| \$400k - \$600k | 42 | -23.64% |
| \$600k - \$1M | 53 | -11.67% |
| \$1M or more | 38 | -52.50% |



NEW LISTINGS BY PRICE

The number of homes listed for sale broken out into price categories.

This is useful to learn where the most market activity is located, as well as detecting or changing shifts in the market.

These are also new listings only, not Temp Off Market, or relists.

You also need to be mindful when the number of transactions is very low, such as currently homes under \$150,000.

| Month | Sales by Price | Change YoY |
|-----------------|----------------|------------|
| Less Than \$50k | 10 | -56.52% |
| \$50k - \$100k | 45 | -22.41% |
| \$100k - \$150k | 97 | 4.30% |
| \$150k - \$200k | 149 | -8.02% |
| \$200k - \$250k | 121 | 11.01% |
| \$250k - \$300k | 117 | 34.48% |
| \$300k - \$400k | 141 | 1.44% |
| \$400k - \$600k | 90 | 21.62% |
| \$600k - \$1M | 35 | 0.00% |
| \$1M or more | 3 | -40.00% |



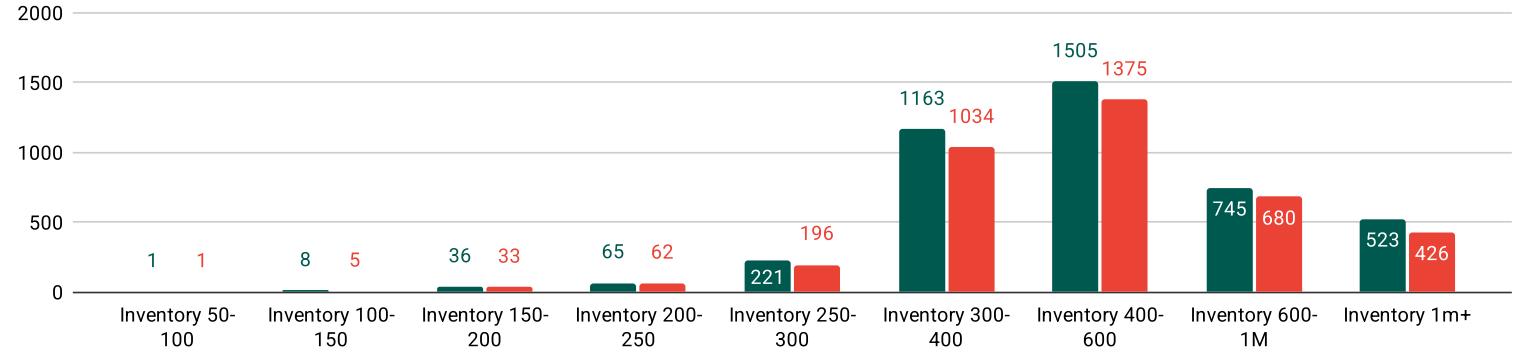
Inventory by Current Price

The number of homes active on the last day of the month, broken up by price point.

This is useful to know if inventory is growing or shrinking.

You also need to be mindful when the number of transactions is very low, such as cu

| Month | Med Price | Change YoY |
|-----------------|-----------|------------|
| Less Than \$50k | 21 | 5.00% |
| \$50k - \$100k | 147 | 14.84% |
| \$100k - \$150k | 213 | 5.45% |
| \$150k - \$200k | 298 | -2.30% |
| \$200k - \$250k | 242 | 17.48% |
| \$250k - \$300k | 268 | 28.23% |
| \$300k - \$400k | 332 | 16.08% |
| \$400k - \$600k | 321 | 61.31% |
| \$600k - \$1M | 140 | 11.11% |
| \$1M or more | 33 | 10.00% |



| | | | | | | | | | | | |
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