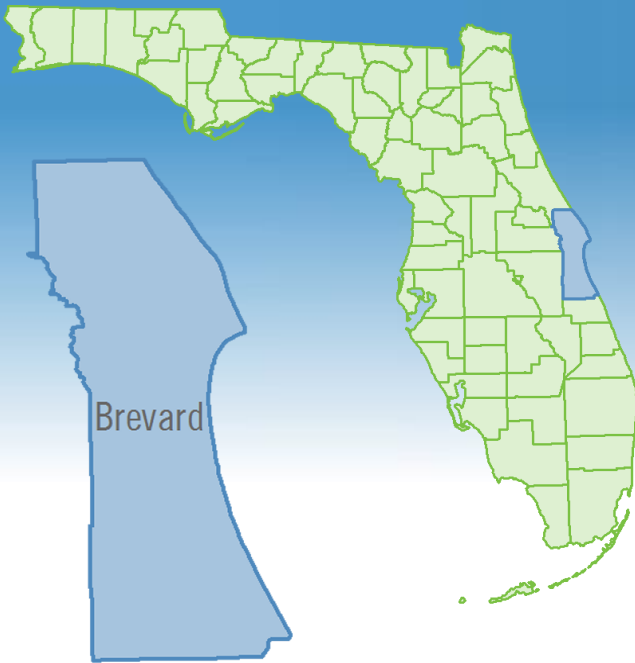


# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County



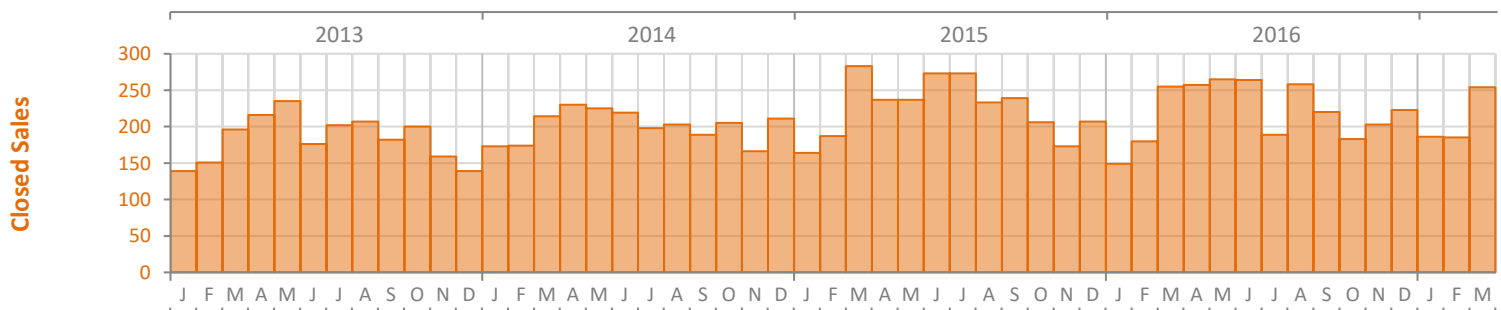
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	254	255	-0.4%
Paid in Cash	151	145	4.1%
Median Sale Price	\$150,000	\$138,000	8.7%
Average Sale Price	\$190,840	\$186,200	2.5%
Dollar Volume	\$48.5 Million	\$47.5 Million	2.1%
Median Percent of Original List Price Received	95.2%	94.8%	0.4%
Median Time to Contract	29 Days	39 Days	-25.6%
Median Time to Sale	70 Days	76 Days	-7.9%
New Pending Sales	312	278	12.2%
New Listings	297	310	-4.2%
Pending Inventory	399	388	2.8%
Inventory (Active Listings)	804	879	-8.5%
Months Supply of Inventory	3.6	4.0	-10.0%

## 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
<b>March 2017</b>	<b>254</b>	<b>-0.4%</b>
February 2017	185	2.8%
January 2017	186	24.8%
December 2016	223	7.7%
November 2016	203	17.3%
October 2016	183	-11.2%
September 2016	220	-7.9%
August 2016	258	10.7%
July 2016	189	-30.8%
June 2016	264	-3.3%
May 2016	265	11.8%
April 2016	257	8.4%
March 2016	255	-9.9%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

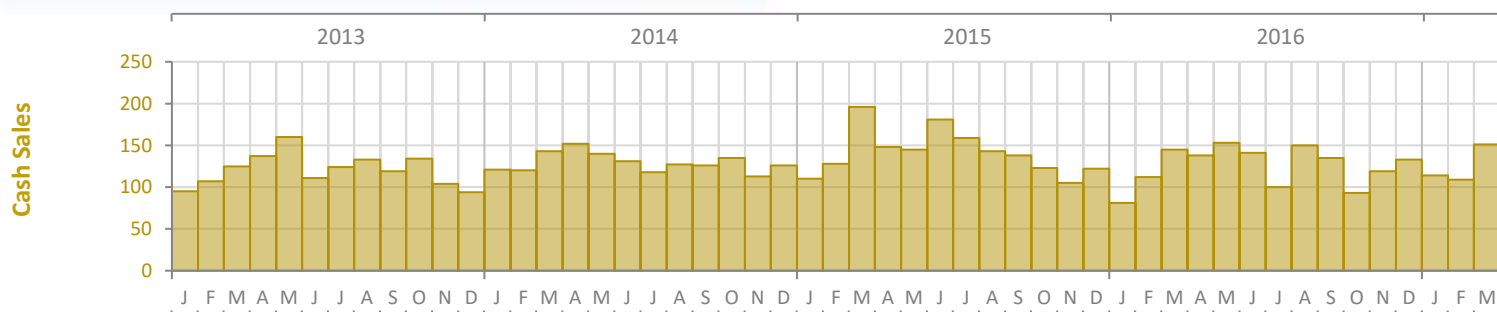


## Cash Sales

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
<b>March 2017</b>	<b>151</b>	<b>4.1%</b>
February 2017	109	-2.7%
January 2017	114	40.7%
December 2016	133	9.0%
November 2016	119	13.3%
October 2016	93	-24.4%
September 2016	135	-2.2%
August 2016	150	4.9%
July 2016	100	-37.1%
June 2016	141	-22.1%
May 2016	153	5.5%
April 2016	138	-6.8%
March 2016	145	-26.0%

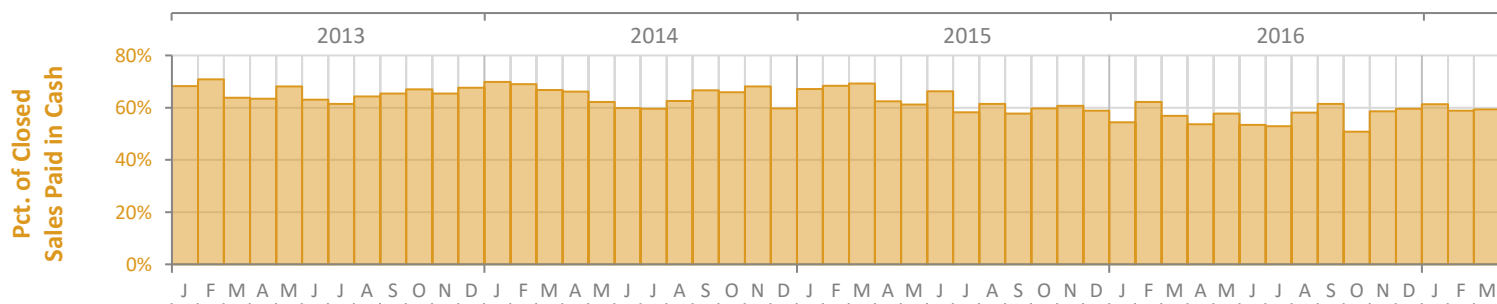


## Cash Sales as a Percentage of Closed Sales

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
<b>March 2017</b>	<b>59.4%</b>	<b>4.4%</b>
February 2017	58.9%	-5.3%
January 2017	61.3%	12.7%
December 2016	59.6%	1.2%
November 2016	58.6%	-3.5%
October 2016	50.8%	-14.9%
September 2016	61.4%	6.4%
August 2016	58.1%	-5.4%
July 2016	52.9%	-9.1%
June 2016	53.4%	-19.5%
May 2016	57.7%	-5.7%
April 2016	53.7%	-13.9%
March 2016	56.9%	-17.9%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

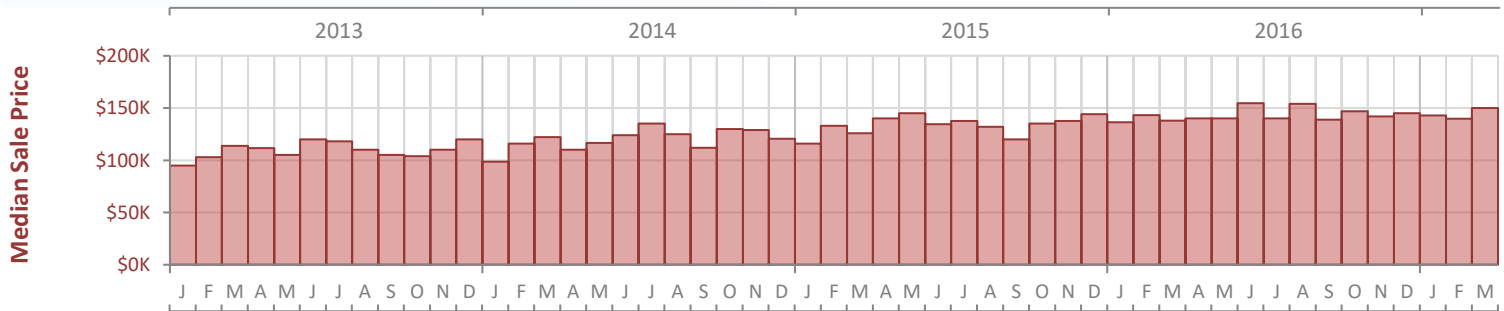


## Median Sale Price

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
<b>March 2017</b>	<b>\$150,000</b>	<b>8.7%</b>
February 2017	\$139,900	-2.3%
January 2017	\$143,000	4.8%
December 2016	\$145,000	0.5%
November 2016	\$142,000	3.3%
October 2016	\$147,000	8.9%
September 2016	\$138,700	15.6%
August 2016	\$154,000	16.7%
July 2016	\$140,000	1.8%
June 2016	\$154,500	14.9%
May 2016	\$140,000	-3.4%
April 2016	\$140,000	0.0%
March 2016	\$138,000	9.5%

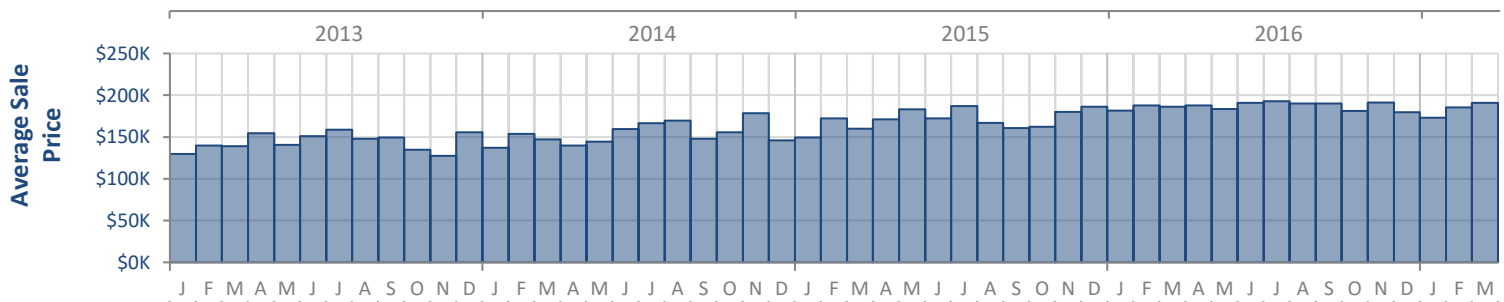


## Average Sale Price

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
<b>March 2017</b>	<b>\$190,840</b>	<b>2.5%</b>
February 2017	\$185,296	-1.3%
January 2017	\$173,235	-4.5%
December 2016	\$179,481	-3.7%
November 2016	\$191,076	6.1%
October 2016	\$181,287	11.7%
September 2016	\$190,229	18.3%
August 2016	\$189,955	13.7%
July 2016	\$192,742	3.0%
June 2016	\$190,807	10.9%
May 2016	\$183,692	0.4%
April 2016	\$187,727	9.8%
March 2016	\$186,200	16.5%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

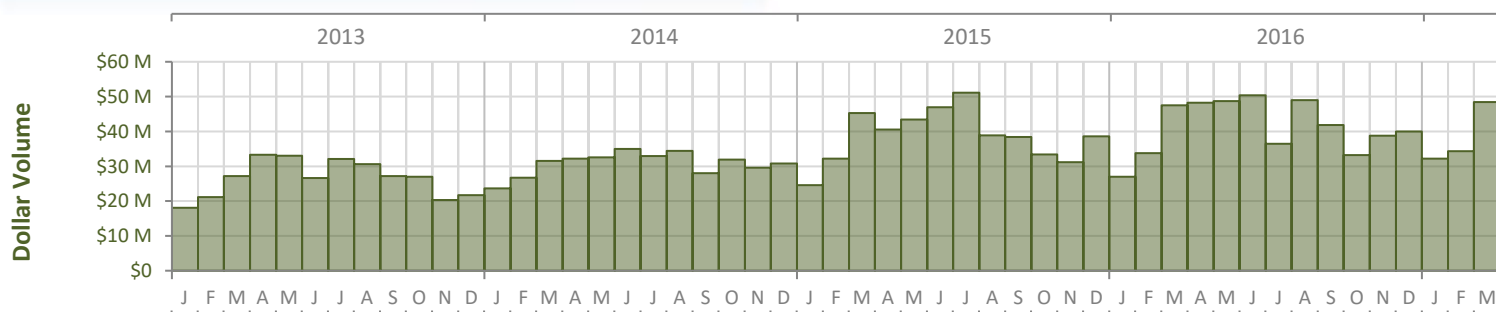


## Dollar Volume

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
<b>March 2017</b>	<b>\$48.5 Million</b>	<b>2.1%</b>
February 2017	\$34.3 Million	1.4%
January 2017	\$32.2 Million	19.2%
December 2016	\$40.0 Million	3.8%
November 2016	\$38.8 Million	24.5%
October 2016	\$33.2 Million	-0.8%
September 2016	\$41.9 Million	8.9%
August 2016	\$49.0 Million	26.0%
July 2016	\$36.4 Million	-28.7%
June 2016	\$50.4 Million	7.2%
May 2016	\$48.7 Million	12.2%
April 2016	\$48.2 Million	19.1%
March 2016	\$47.5 Million	5.0%

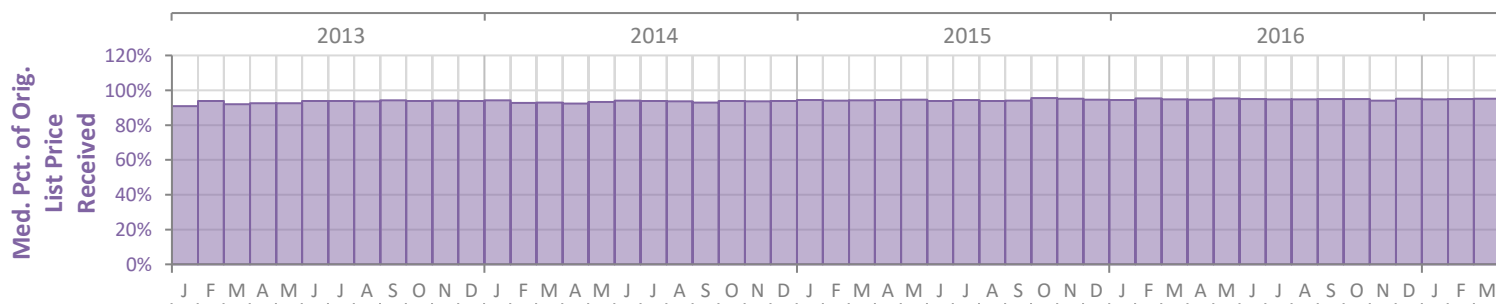


## Median Percent of Original List Price Received

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
<b>March 2017</b>	<b>95.2%</b>	<b>0.4%</b>
February 2017	95.0%	-0.3%
January 2017	94.8%	0.4%
December 2016	95.1%	0.6%
November 2016	94.0%	-1.3%
October 2016	94.9%	-0.7%
September 2016	95.0%	1.1%
August 2016	94.8%	1.0%
July 2016	94.8%	0.4%
June 2016	94.9%	1.1%
May 2016	95.4%	0.8%
April 2016	94.6%	0.2%
March 2016	94.8%	0.6%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

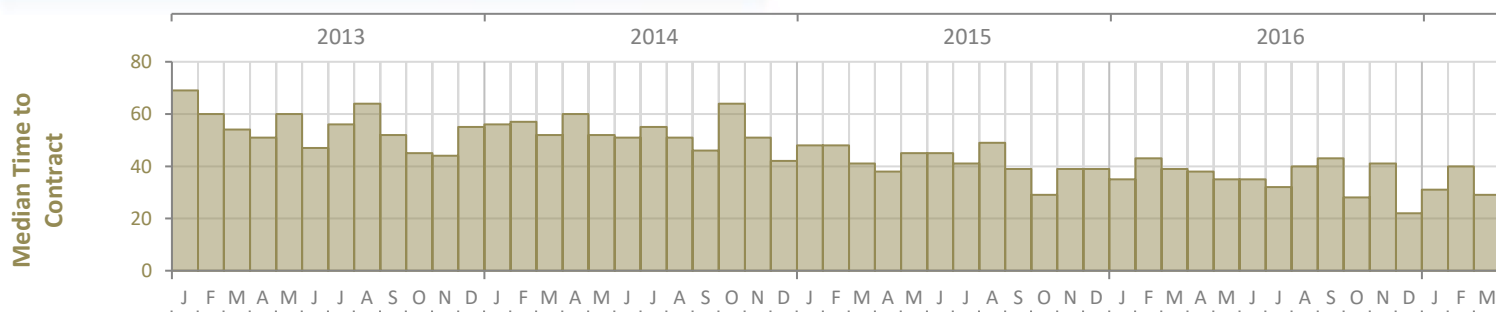


## Median Time to Contract

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
<b>March 2017</b>	<b>29 Days</b>	<b>-25.6%</b>
February 2017	40 Days	-7.0%
January 2017	31 Days	-11.4%
December 2016	22 Days	-43.6%
November 2016	41 Days	5.1%
October 2016	28 Days	-3.4%
September 2016	43 Days	10.3%
August 2016	40 Days	-18.4%
July 2016	32 Days	-22.0%
June 2016	35 Days	-22.2%
May 2016	35 Days	-22.2%
April 2016	38 Days	0.0%
March 2016	39 Days	-4.9%

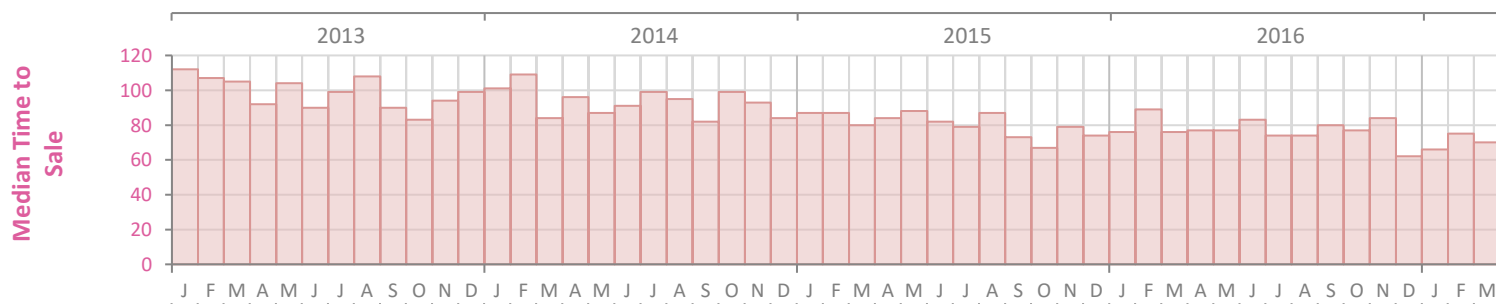


## Median Time to Sale

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
<b>March 2017</b>	<b>70 Days</b>	<b>-7.9%</b>
February 2017	75 Days	-15.7%
January 2017	66 Days	-13.2%
December 2016	62 Days	-16.2%
November 2016	84 Days	6.3%
October 2016	77 Days	14.9%
September 2016	80 Days	9.6%
August 2016	74 Days	-14.9%
July 2016	74 Days	-6.3%
June 2016	83 Days	1.2%
May 2016	77 Days	-12.5%
April 2016	77 Days	-8.3%
March 2016	76 Days	-5.0%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

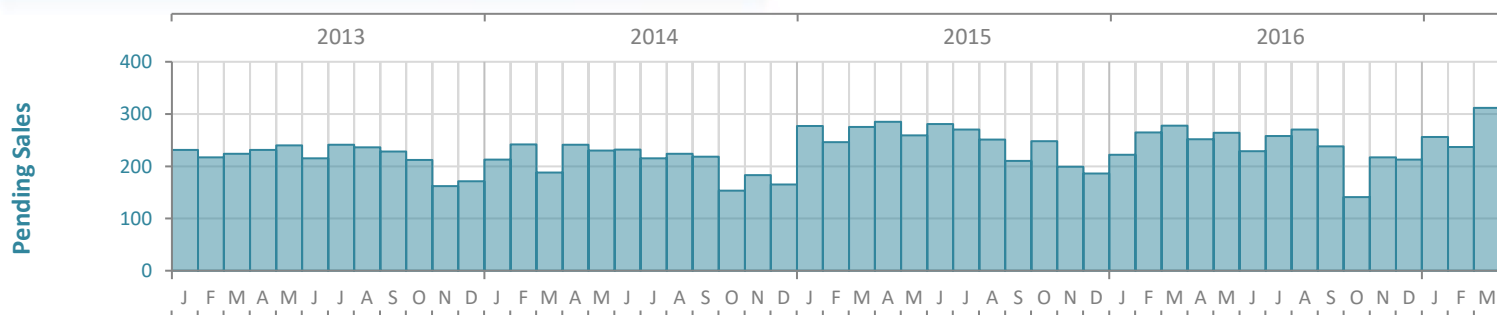


## New Pending Sales

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
<b>March 2017</b>	<b>312</b>	<b>12.2%</b>
February 2017	237	-10.6%
January 2017	256	15.3%
December 2016	213	14.5%
November 2016	217	9.0%
October 2016	141	-43.1%
September 2016	238	13.3%
August 2016	270	7.6%
July 2016	258	-4.4%
June 2016	229	-18.5%
May 2016	264	1.9%
April 2016	252	-11.6%
March 2016	278	1.1%

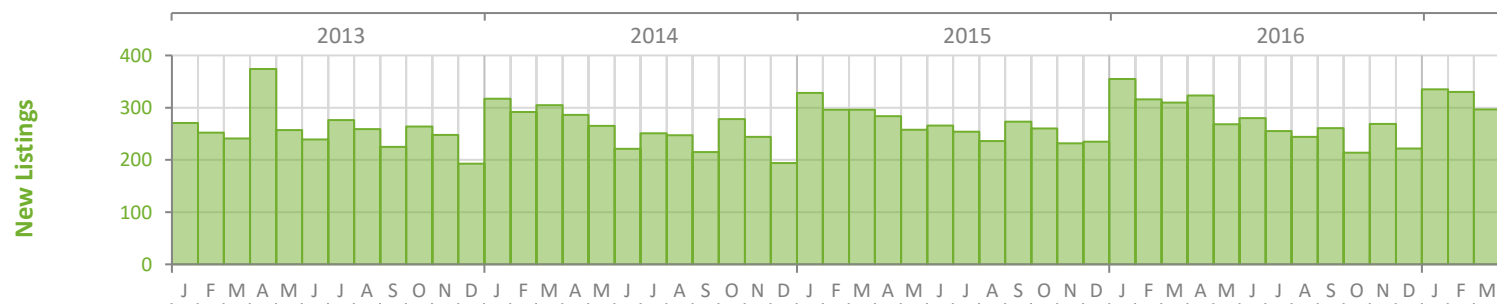


## New Listings

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
<b>March 2017</b>	<b>297</b>	<b>-4.2%</b>
February 2017	330	4.4%
January 2017	335	-5.6%
December 2016	222	-5.5%
November 2016	269	15.9%
October 2016	214	-17.7%
September 2016	261	-4.4%
August 2016	244	3.4%
July 2016	255	0.4%
June 2016	280	5.3%
May 2016	268	3.9%
April 2016	323	13.7%
March 2016	310	4.7%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

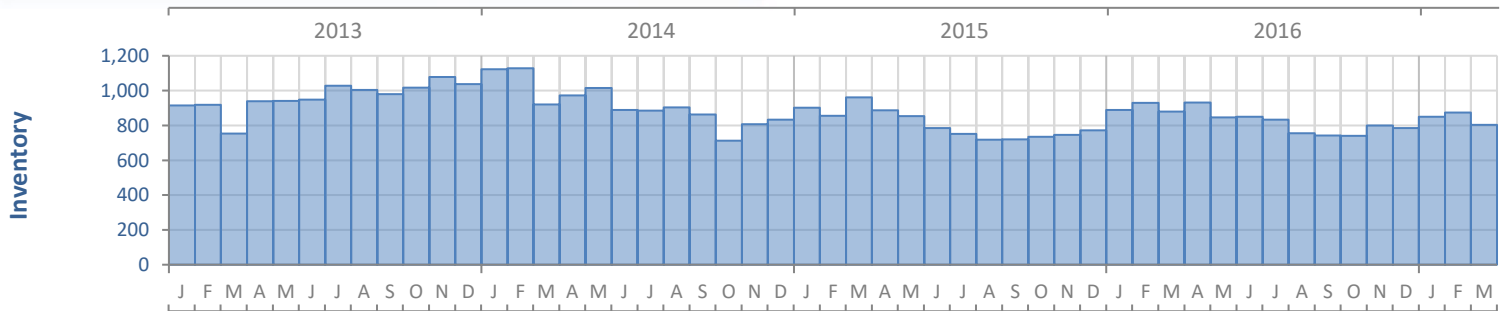


## Inventory (Active Listings)

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
<b>March 2017</b>	<b>804</b>	<b>-8.5%</b>
February 2017	873	-6.1%
January 2017	849	-4.4%
December 2016	784	1.7%
November 2016	799	7.1%
October 2016	740	0.7%
September 2016	743	3.3%
August 2016	756	5.3%
July 2016	833	10.9%
June 2016	849	8.2%
May 2016	847	-0.8%
April 2016	931	5.0%
March 2016	879	-8.6%

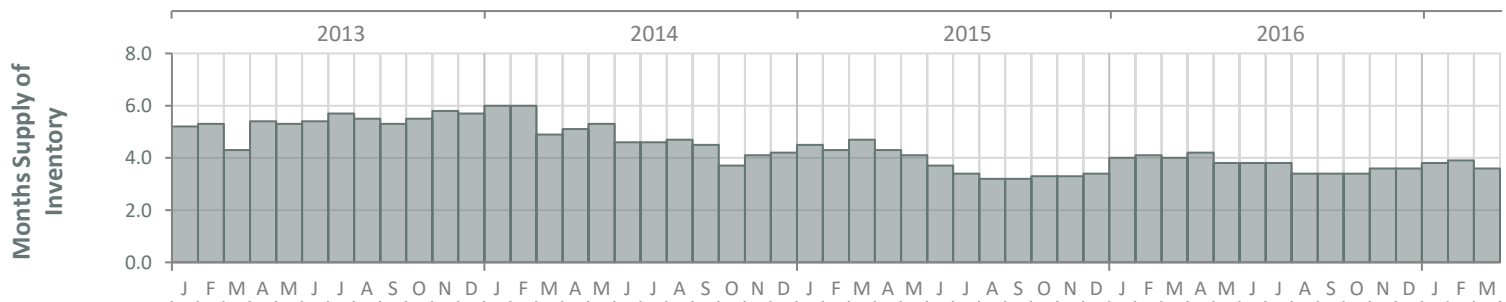


## Months Supply of Inventory

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
<b>March 2017</b>	<b>3.6</b>	<b>-10.0%</b>
February 2017	3.9	-4.9%
January 2017	3.8	-5.0%
December 2016	3.6	5.9%
November 2016	3.6	9.1%
October 2016	3.4	3.0%
September 2016	3.4	6.2%
August 2016	3.4	6.2%
July 2016	3.8	11.8%
June 2016	3.8	2.7%
May 2016	3.8	-7.3%
April 2016	4.2	-2.3%
March 2016	4.0	-14.9%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County

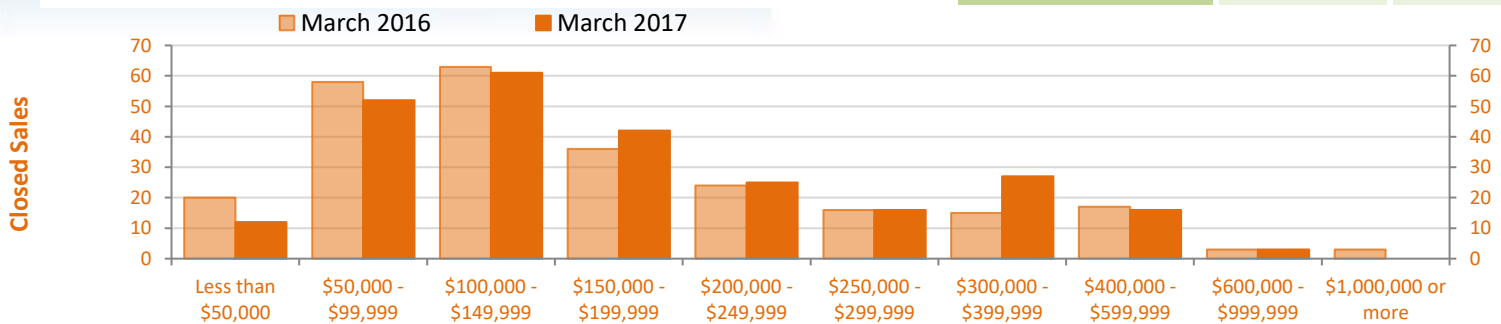


## Closed Sales by Sale Price

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	12	-40.0%
\$50,000 - \$99,999	52	-10.3%
\$100,000 - \$149,999	61	-3.2%
\$150,000 - \$199,999	42	16.7%
\$200,000 - \$249,999	25	4.2%
\$250,000 - \$299,999	16	0.0%
\$300,000 - \$399,999	27	80.0%
\$400,000 - \$599,999	16	-5.9%
\$600,000 - \$999,999	3	0.0%
\$1,000,000 or more	0	-100.0%

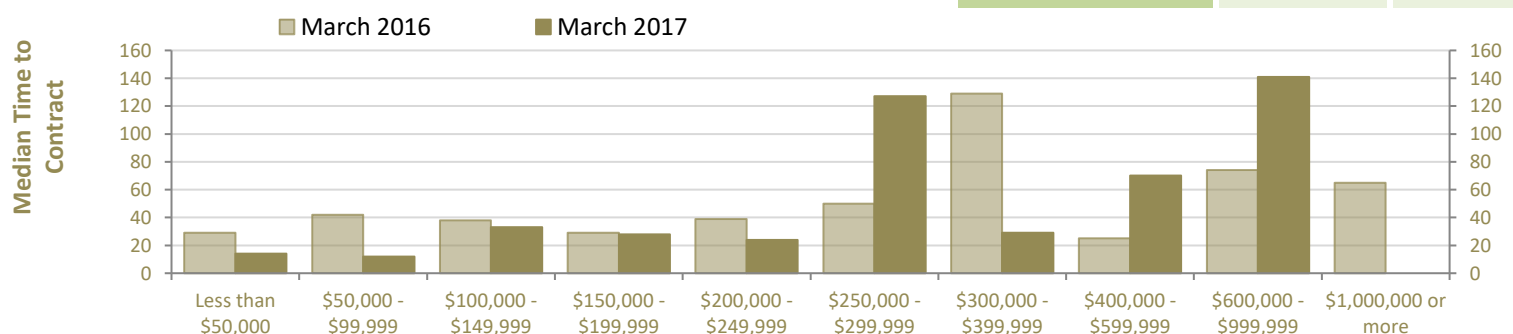


## Median Time to Contract by Sale Price

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	14 Days	-51.7%
\$50,000 - \$99,999	12 Days	-71.4%
\$100,000 - \$149,999	33 Days	-13.2%
\$150,000 - \$199,999	28 Days	-3.4%
\$200,000 - \$249,999	24 Days	-38.5%
\$250,000 - \$299,999	127 Days	154.0%
\$300,000 - \$399,999	29 Days	-77.5%
\$400,000 - \$599,999	70 Days	180.0%
\$600,000 - \$999,999	141 Days	90.5%
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Brevard County



## 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	13	-23.5%
\$50,000 - \$99,999	49	-27.9%
\$100,000 - \$149,999	56	-3.4%
\$150,000 - \$199,999	53	6.0%
\$200,000 - \$249,999	35	40.0%
\$250,000 - \$299,999	26	52.9%
\$300,000 - \$399,999	35	-5.4%
\$400,000 - \$599,999	20	5.3%
\$600,000 - \$999,999	9	-50.0%
\$1,000,000 or more	1	0.0%

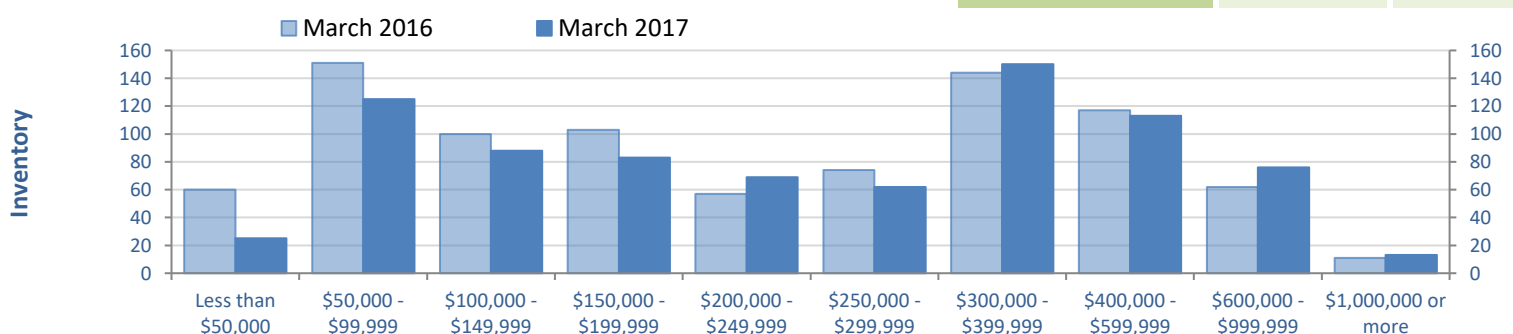


## Inventory by Current Listing Price

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.

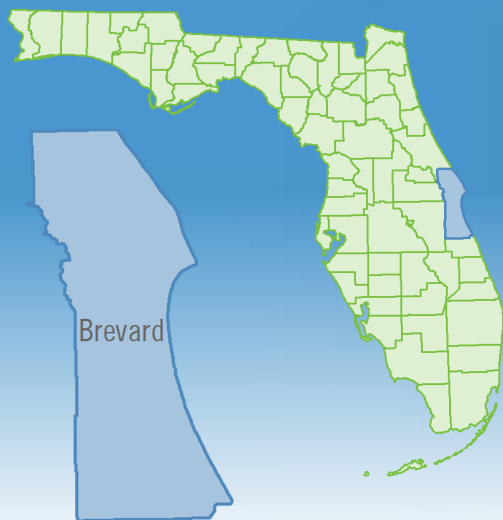
Current Listing Price	Inventory	Percent Change Year over-Year
Less than \$50,000	25	-58.3%
\$50,000 - \$99,999	125	-17.2%
\$100,000 - \$149,999	88	-12.0%
\$150,000 - \$199,999	83	-19.4%
\$200,000 - \$249,999	69	21.1%
\$250,000 - \$299,999	62	-16.2%
\$300,000 - \$399,999	150	4.2%
\$400,000 - \$599,999	113	-3.4%
\$600,000 - \$999,999	76	22.6%
\$1,000,000 or more	13	18.2%



# Monthly Distressed Market - March 2017

## Townhouses and Condos

### Brevard County



		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	245	229	7.0%
	Median Sale Price	\$150,000	\$145,000	3.4%
Foreclosure/REO	Closed Sales	9	20	-55.0%
	Median Sale Price	\$137,000	\$89,500	53.1%
Short Sale	Closed Sales	0	6	-100.0%
	Median Sale Price	(No Sales)	\$87,500	N/A

