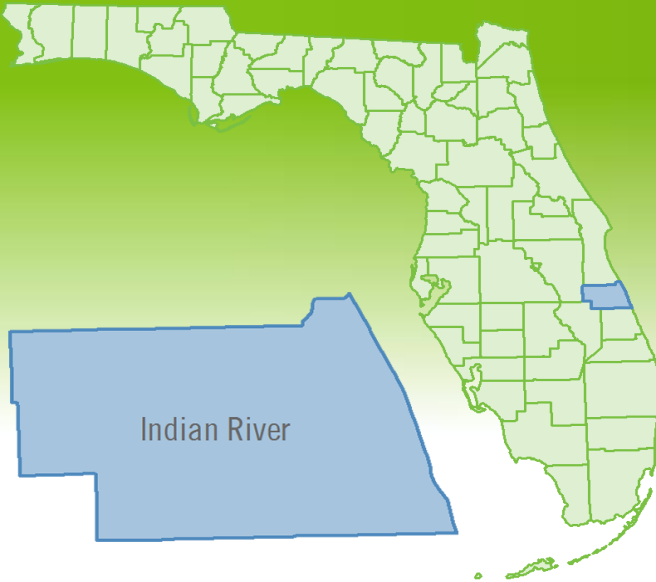


# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County



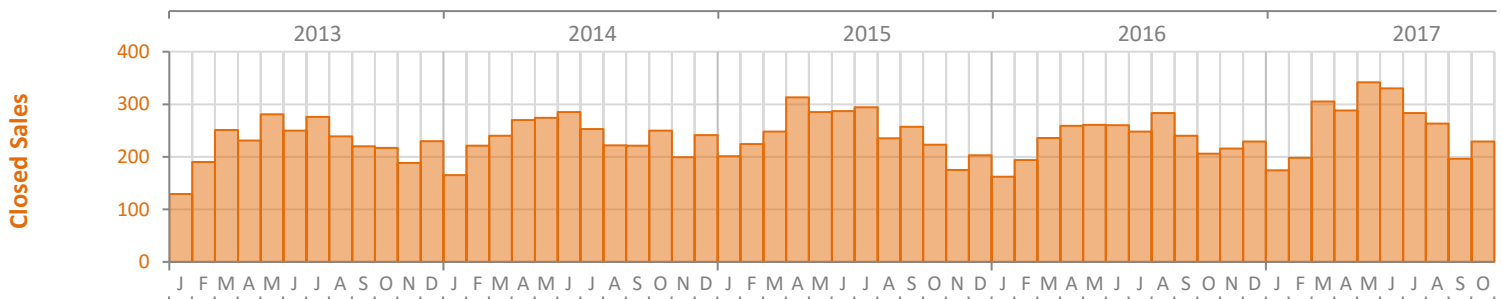
Summary Statistics	October 2017	October 2016	Percent Change Year-over-Year
Closed Sales	229	206	11.2%
Paid in Cash	93	87	6.9%
Median Sale Price	\$221,170	\$190,000	16.4%
Average Sale Price	\$326,449	\$272,452	19.8%
Dollar Volume	\$74.8 Million	\$56.1 Million	33.2%
Median Percent of Original List Price Received	95.2%	96.0%	-0.8%
Median Time to Contract	55 Days	38 Days	44.7%
Median Time to Sale	106 Days	79 Days	34.2%
New Pending Sales	279	231	20.8%
New Listings	342	293	16.7%
Pending Inventory	424	438	-3.2%
Inventory (Active Listings)	1,214	1,154	5.2%
Months Supply of Inventory	4.8	5.1	-5.9%

## 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>October 2017</b>	<b>229</b>	<b>11.2%</b>
September 2017	196	-18.3%
August 2017	263	-7.1%
July 2017	283	14.1%
June 2017	330	26.9%
May 2017	342	31.0%
April 2017	288	11.2%
March 2017	305	29.2%
February 2017	198	2.1%
January 2017	174	7.4%
December 2016	229	12.8%
November 2016	216	23.4%
October 2016	206	-7.6%



# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

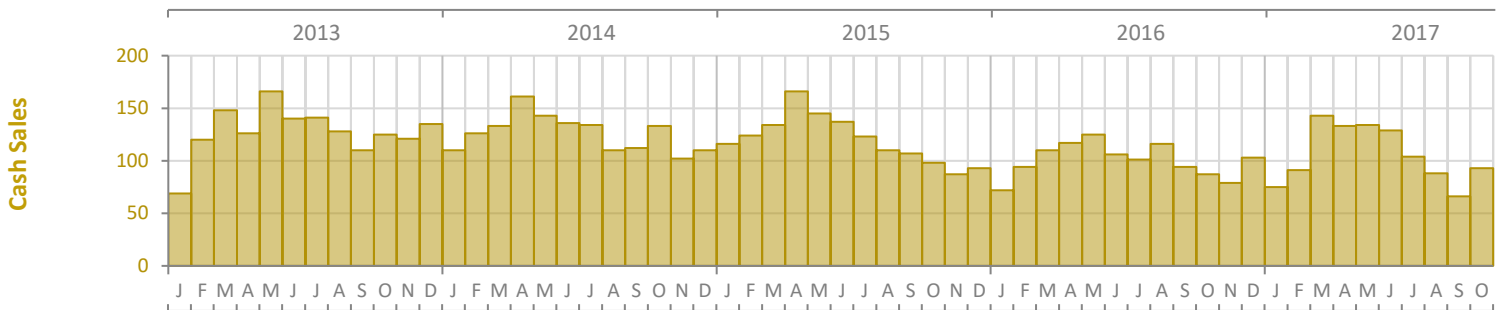


## Cash Sales

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
October 2017	93	6.9%
September 2017	66	-29.8%
August 2017	88	-24.1%
July 2017	104	3.0%
June 2017	129	21.7%
May 2017	134	7.2%
April 2017	133	13.7%
March 2017	143	30.0%
February 2017	91	-3.2%
January 2017	75	4.2%
December 2016	103	10.8%
November 2016	79	-9.2%
October 2016	87	-11.2%

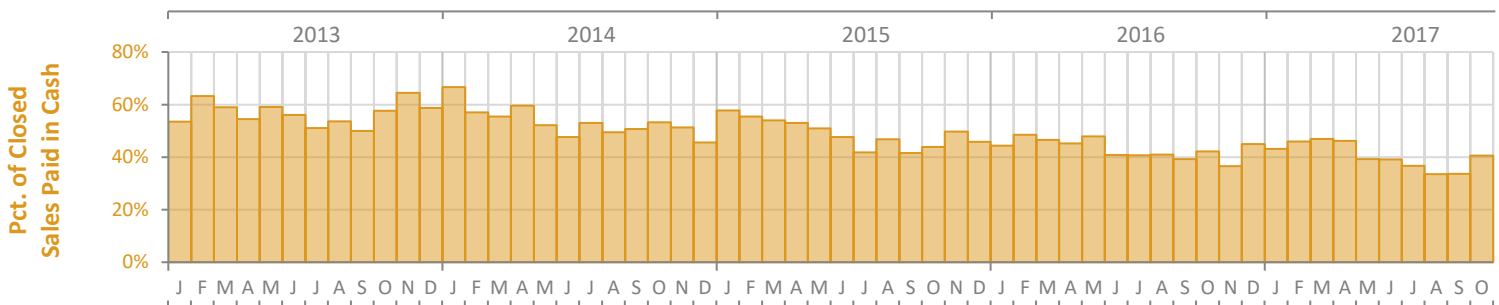


## Cash Sales as a Percentage of Closed Sales

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
October 2017	40.6%	-3.8%
September 2017	33.7%	-14.0%
August 2017	33.5%	-18.3%
July 2017	36.7%	-9.8%
June 2017	39.1%	-4.2%
May 2017	39.2%	-18.2%
April 2017	46.2%	2.2%
March 2017	46.9%	0.6%
February 2017	46.0%	-5.2%
January 2017	43.1%	-2.9%
December 2016	45.0%	-1.7%
November 2016	36.6%	-26.4%
October 2016	42.2%	-3.9%



# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

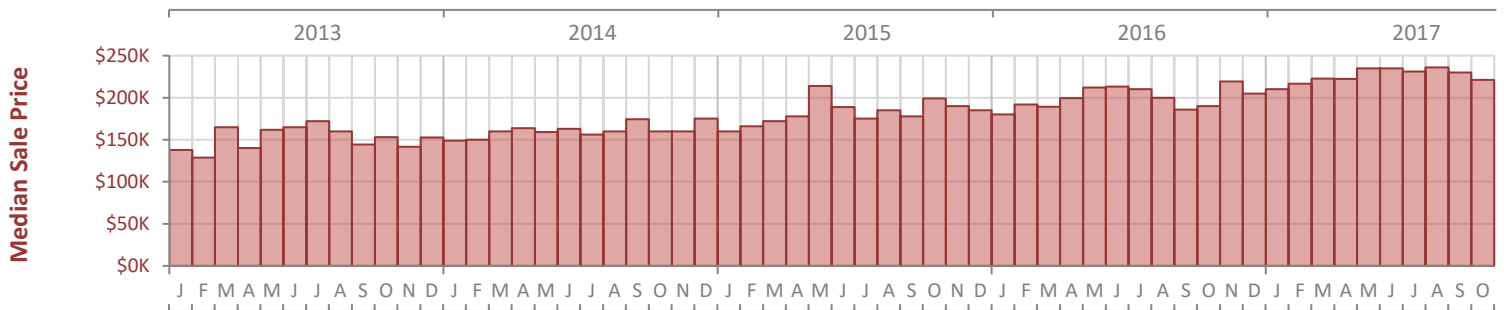


## Median Sale Price

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
October 2017	\$221,170	16.4%
September 2017	\$229,950	23.7%
August 2017	\$236,000	18.2%
July 2017	\$231,263	10.1%
June 2017	\$235,000	10.3%
May 2017	\$234,950	10.8%
April 2017	\$222,500	11.5%
March 2017	\$222,900	17.7%
February 2017	\$216,500	12.9%
January 2017	\$210,000	16.7%
December 2016	\$205,000	10.8%
November 2016	\$219,450	15.5%
October 2016	\$190,000	-4.5%

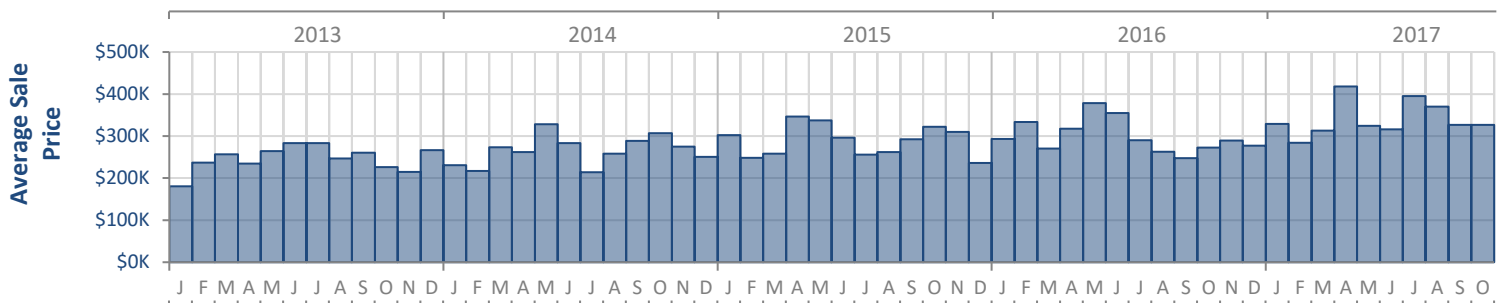


## Average Sale Price

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
October 2017	\$326,449	19.8%
September 2017	\$326,359	31.7%
August 2017	\$369,844	40.7%
July 2017	\$395,308	36.1%
June 2017	\$316,200	-10.9%
May 2017	\$324,465	-14.3%
April 2017	\$417,812	31.7%
March 2017	\$313,224	15.7%
February 2017	\$284,244	-14.8%
January 2017	\$329,205	12.2%
December 2016	\$277,529	17.5%
November 2016	\$289,630	-6.5%
October 2016	\$272,452	-15.3%



# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

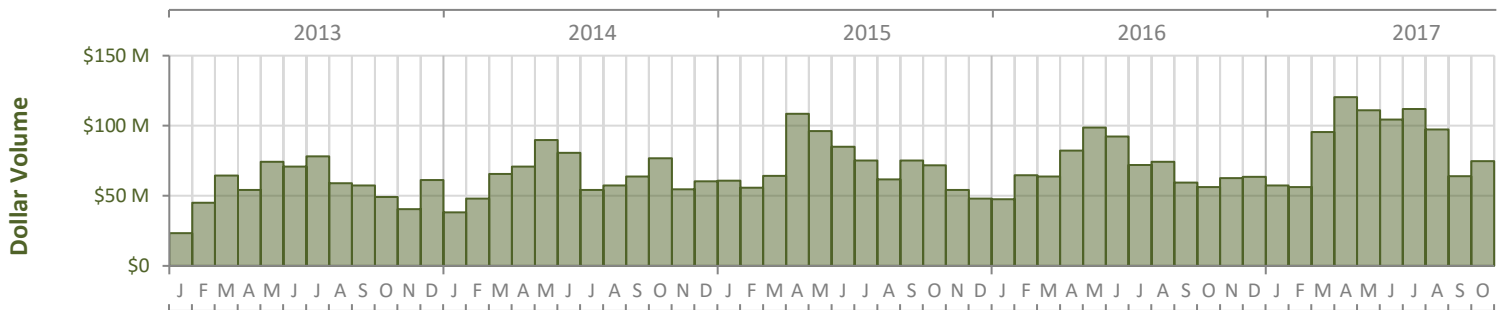


## Dollar Volume

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>October 2017</b>	<b>\$74.8 Million</b>	<b>33.2%</b>
September 2017	\$64.0 Million	7.6%
August 2017	\$97.3 Million	30.8%
July 2017	\$111.9 Million	55.3%
June 2017	\$104.3 Million	13.1%
May 2017	\$111.0 Million	12.3%
April 2017	\$120.3 Million	46.4%
March 2017	\$95.5 Million	49.6%
February 2017	\$56.3 Million	-13.0%
January 2017	\$57.3 Million	20.5%
December 2016	\$63.6 Million	32.6%
November 2016	\$62.6 Million	15.4%
October 2016	\$56.1 Million	-21.8%

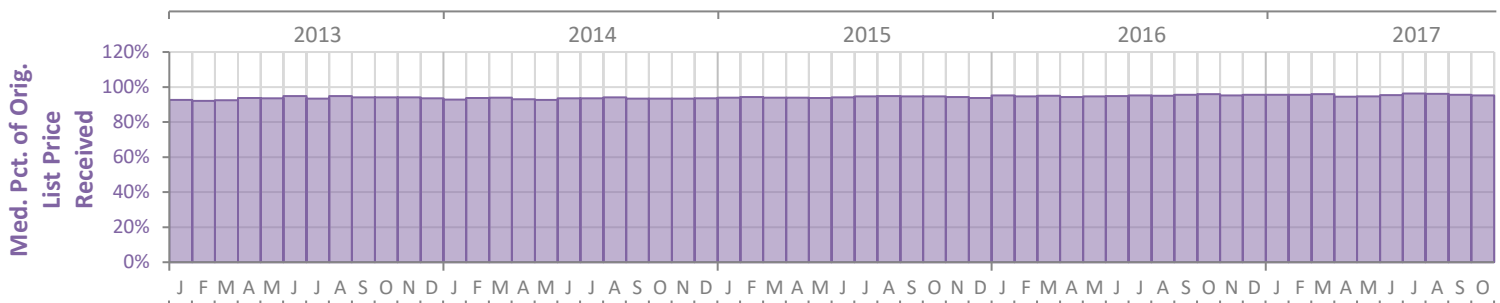


## Median Percent of Original List Price Received

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>October 2017</b>	<b>95.2%</b>	<b>-0.8%</b>
September 2017	95.5%	0.0%
August 2017	96.1%	1.2%
July 2017	96.3%	1.0%
June 2017	95.4%	0.6%
May 2017	94.6%	0.0%
April 2017	94.5%	0.2%
March 2017	95.9%	0.8%
February 2017	95.6%	1.0%
January 2017	95.5%	0.3%
December 2016	95.5%	1.8%
November 2016	95.2%	1.0%
October 2016	96.0%	1.5%



# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

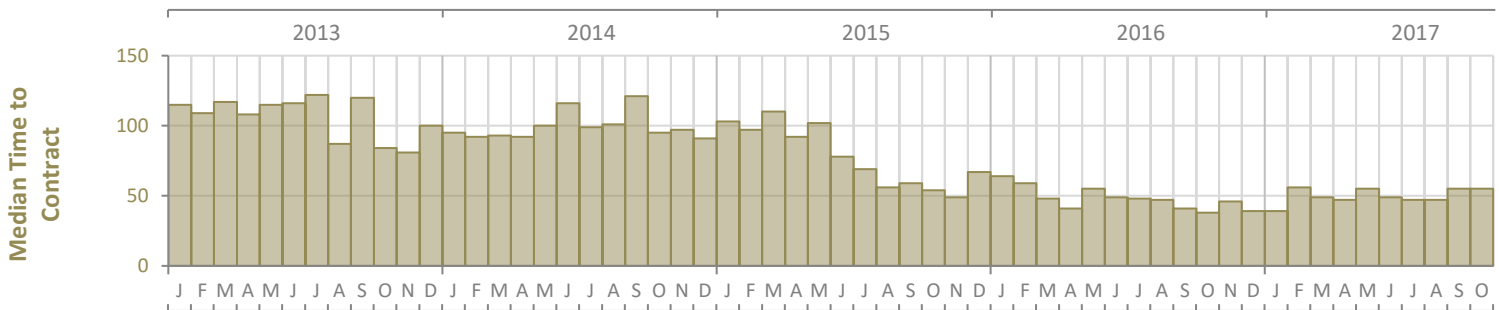


## Median Time to Contract

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
October 2017	55 Days	44.7%
September 2017	55 Days	34.1%
August 2017	47 Days	0.0%
July 2017	47 Days	-2.1%
June 2017	49 Days	0.0%
May 2017	55 Days	0.0%
April 2017	47 Days	14.6%
March 2017	49 Days	2.1%
February 2017	56 Days	-5.1%
January 2017	39 Days	-39.1%
December 2016	39 Days	-41.8%
November 2016	46 Days	-6.1%
October 2016	38 Days	-29.6%

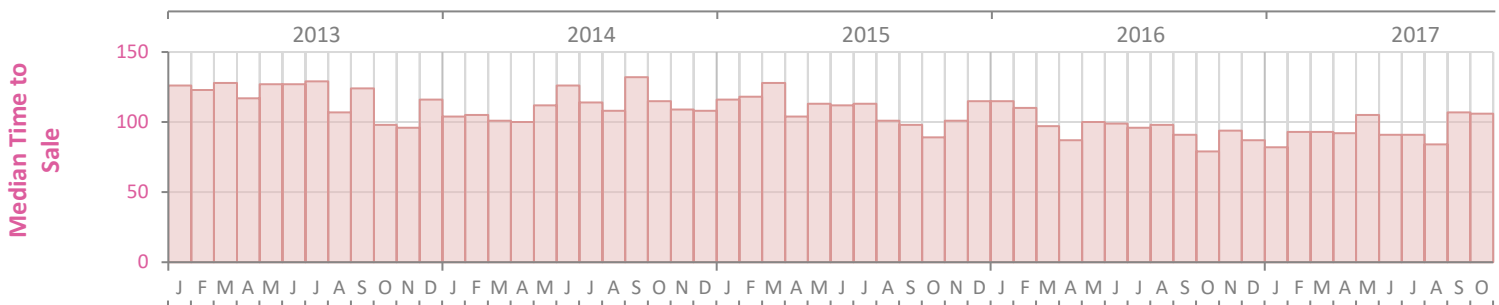


## Median Time to Sale

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
October 2017	106 Days	34.2%
September 2017	107 Days	17.6%
August 2017	84 Days	-14.3%
July 2017	91 Days	-5.2%
June 2017	91 Days	-8.1%
May 2017	105 Days	5.0%
April 2017	92 Days	5.7%
March 2017	93 Days	-4.1%
February 2017	93 Days	-15.5%
January 2017	82 Days	-28.7%
December 2016	87 Days	-24.3%
November 2016	94 Days	-6.9%
October 2016	79 Days	-11.2%





# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

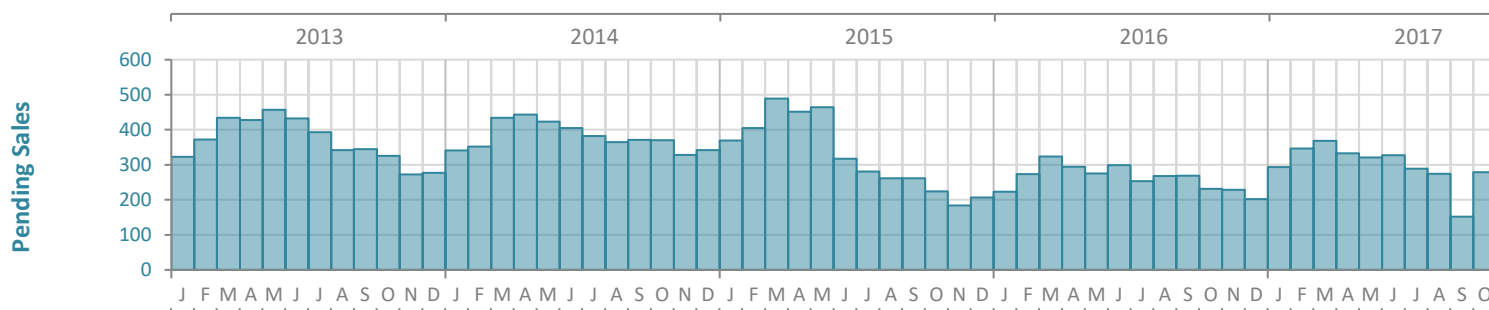


## New Pending Sales

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
October 2017	279	20.8%
September 2017	152	-43.5%
August 2017	274	2.2%
July 2017	289	14.2%
June 2017	327	9.4%
May 2017	321	16.7%
April 2017	333	13.3%
March 2017	368	13.6%
February 2017	346	26.7%
January 2017	293	31.4%
December 2016	202	-2.4%
November 2016	229	24.5%
October 2016	231	3.1%

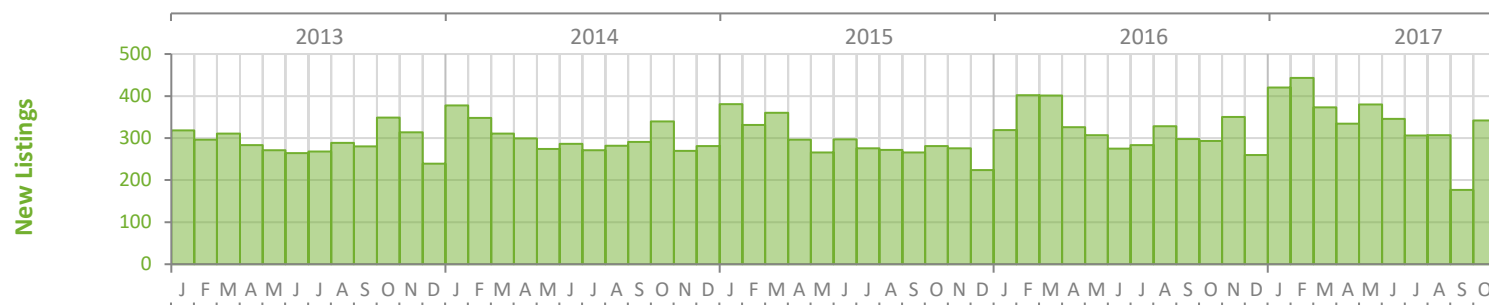


## New Listings

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
October 2017	342	16.7%
September 2017	177	-40.6%
August 2017	307	-6.4%
July 2017	306	8.1%
June 2017	346	25.8%
May 2017	380	23.8%
April 2017	334	2.5%
March 2017	373	-7.0%
February 2017	443	10.2%
January 2017	420	31.7%
December 2016	260	16.1%
November 2016	350	26.8%
October 2016	293	4.3%



# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

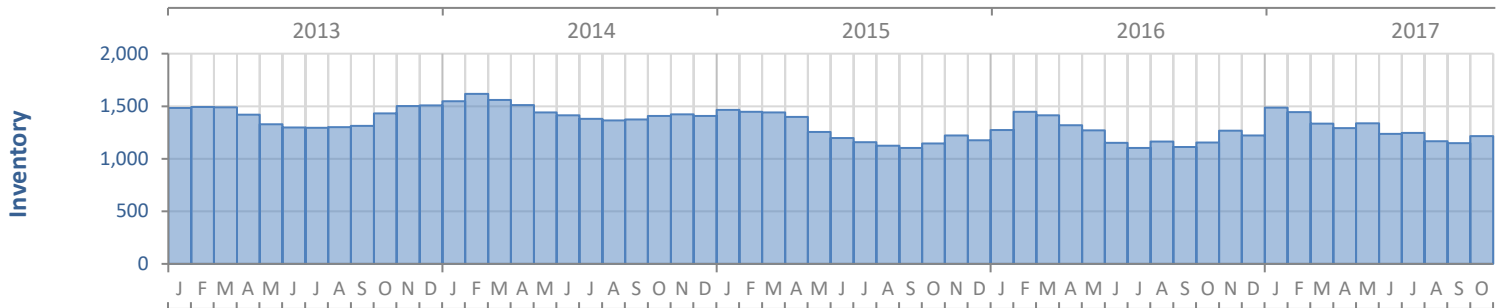


## Inventory (Active Listings)

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
October 2017	1,214	5.2%
September 2017	1,148	3.1%
August 2017	1,166	0.2%
July 2017	1,247	13.0%
June 2017	1,237	7.4%
May 2017	1,338	5.4%
April 2017	1,292	-2.0%
March 2017	1,333	-5.7%
February 2017	1,444	-0.1%
January 2017	1,487	16.9%
December 2016	1,221	3.8%
November 2016	1,266	3.6%
October 2016	1,154	0.8%

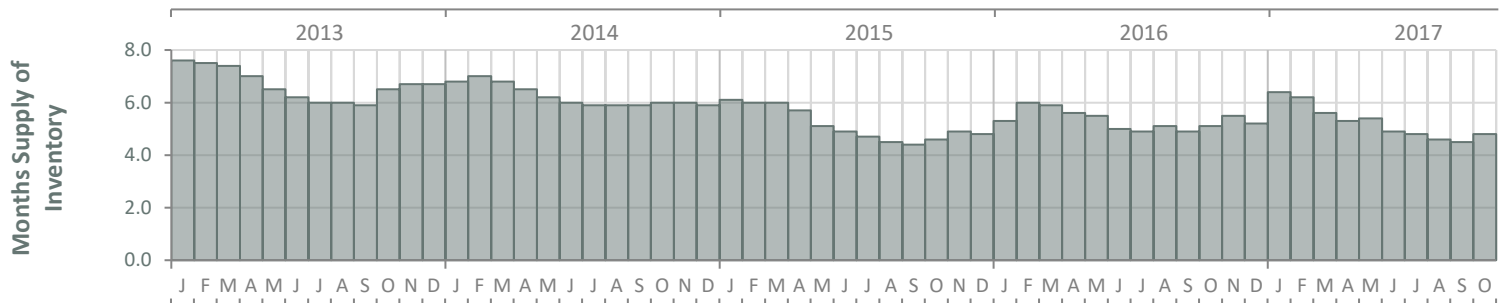


## Months Supply of Inventory

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
October 2017	4.8	-5.9%
September 2017	4.5	-8.2%
August 2017	4.6	-9.8%
July 2017	4.8	-2.0%
June 2017	4.9	-2.0%
May 2017	5.4	-1.8%
April 2017	5.3	-5.4%
March 2017	5.6	-5.1%
February 2017	6.2	3.3%
January 2017	6.4	20.8%
December 2016	5.2	8.3%
November 2016	5.5	12.2%
October 2016	5.1	10.9%



# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

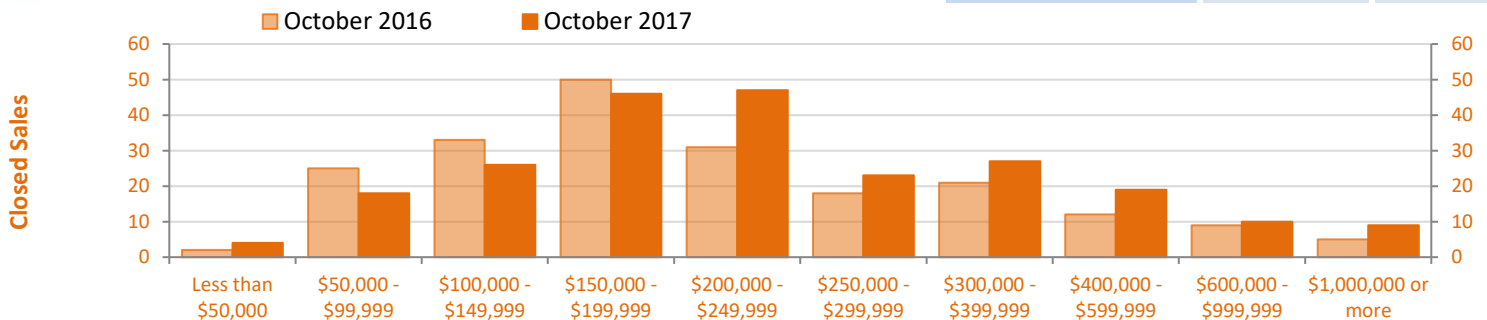


## Closed Sales by Sale Price

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	4	100.0%
\$50,000 - \$99,999	18	-28.0%
\$100,000 - \$149,999	26	-21.2%
\$150,000 - \$199,999	46	-8.0%
\$200,000 - \$249,999	47	51.6%
\$250,000 - \$299,999	23	27.8%
\$300,000 - \$399,999	27	28.6%
\$400,000 - \$599,999	19	58.3%
\$600,000 - \$999,999	10	11.1%
\$1,000,000 or more	9	80.0%

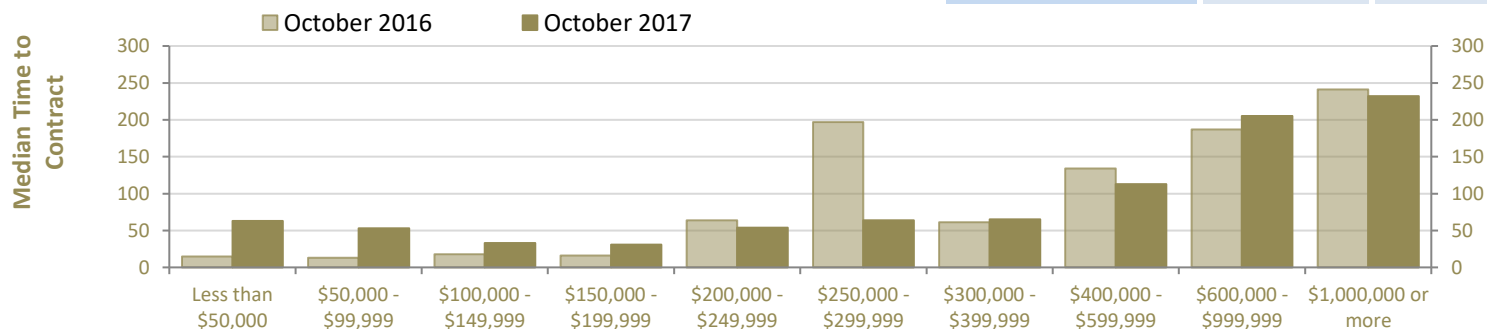


## Median Time to Contract by Sale Price

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	63 Days	320.0%
\$50,000 - \$99,999	53 Days	307.7%
\$100,000 - \$149,999	33 Days	83.3%
\$150,000 - \$199,999	31 Days	93.8%
\$200,000 - \$249,999	54 Days	-15.6%
\$250,000 - \$299,999	64 Days	-67.5%
\$300,000 - \$399,999	65 Days	6.6%
\$400,000 - \$599,999	113 Days	-15.7%
\$600,000 - \$999,999	205 Days	9.6%
\$1,000,000 or more	232 Days	-3.7%





# Monthly Market Detail - October 2017

## Single Family Homes

### Indian River County

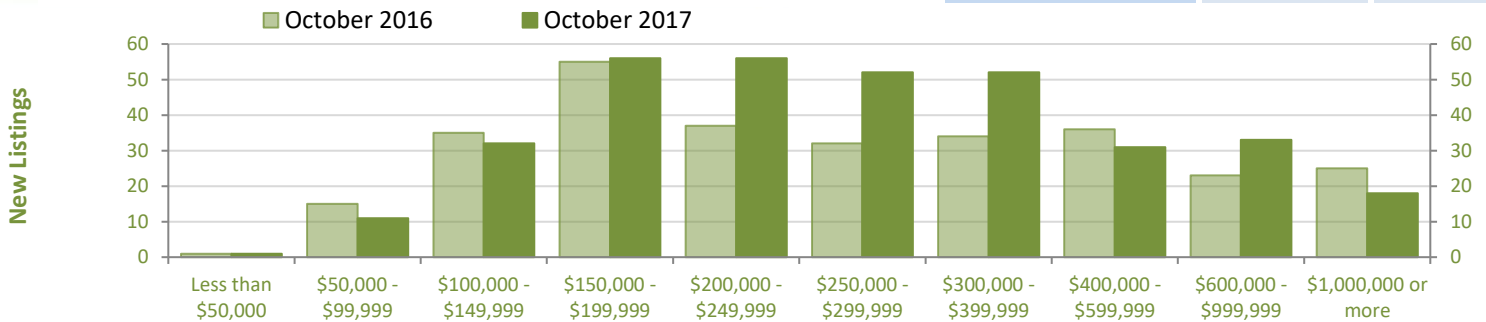


## New Listings by Initial Listing Price

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	1	0.0%
\$50,000 - \$99,999	11	-26.7%
\$100,000 - \$149,999	32	-8.6%
\$150,000 - \$199,999	56	1.8%
\$200,000 - \$249,999	56	51.4%
\$250,000 - \$299,999	52	62.5%
\$300,000 - \$399,999	52	52.9%
\$400,000 - \$599,999	31	-13.9%
\$600,000 - \$999,999	33	43.5%
\$1,000,000 or more	18	-28.0%

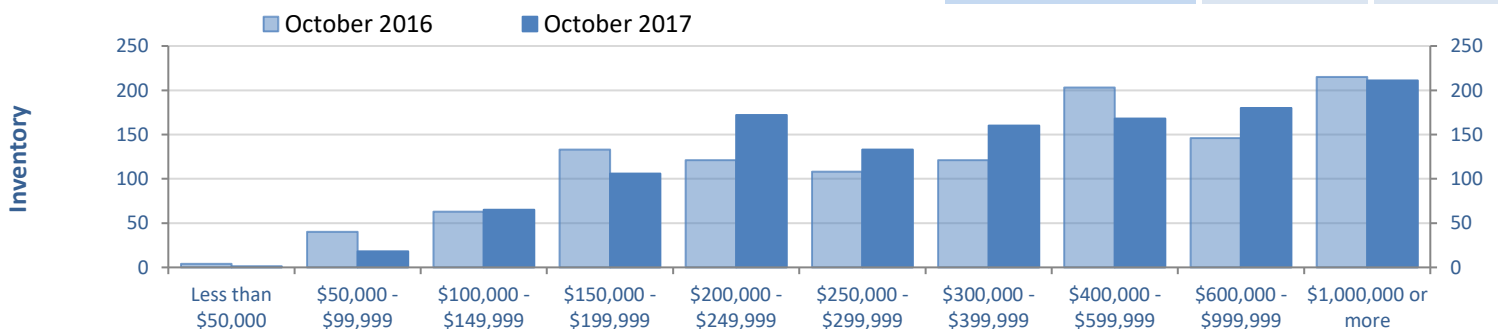


## Inventory by Current Listing Price

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.

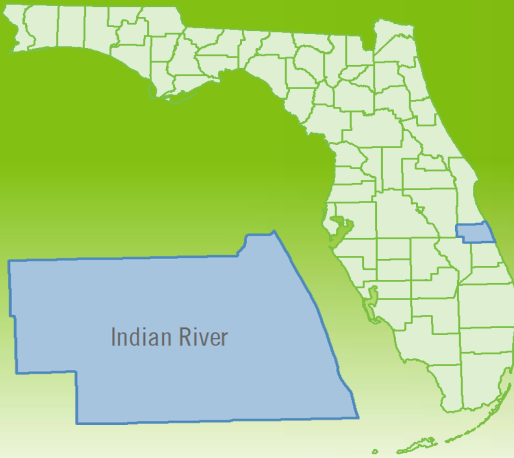
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-75.0%
\$50,000 - \$99,999	18	-55.0%
\$100,000 - \$149,999	65	3.2%
\$150,000 - \$199,999	106	-20.3%
\$200,000 - \$249,999	172	42.1%
\$250,000 - \$299,999	133	23.1%
\$300,000 - \$399,999	160	32.2%
\$400,000 - \$599,999	168	-17.2%
\$600,000 - \$999,999	180	23.3%
\$1,000,000 or more	211	-1.9%



# Monthly Distressed Market - October 2017

## Single Family Homes

### Indian River County



		October 2017	October 2016	Percent Change Year-over-Year
Traditional	Closed Sales	221	194	13.9%
	Median Sale Price	\$225,000	\$195,900	14.9%
Foreclosure/REO	Closed Sales	5	10	-50.0%
	Median Sale Price	\$93,000	\$87,000	6.9%
Short Sale	Closed Sales	3	2	50.0%
	Median Sale Price	\$185,000	\$96,250	92.2%

