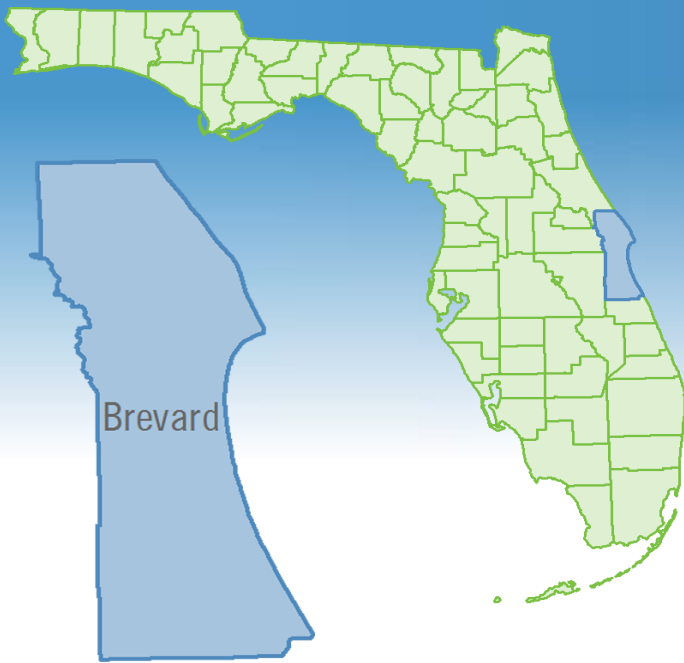


Monthly Market Detail - January 2018

Townhouses and Condos

Brevard County



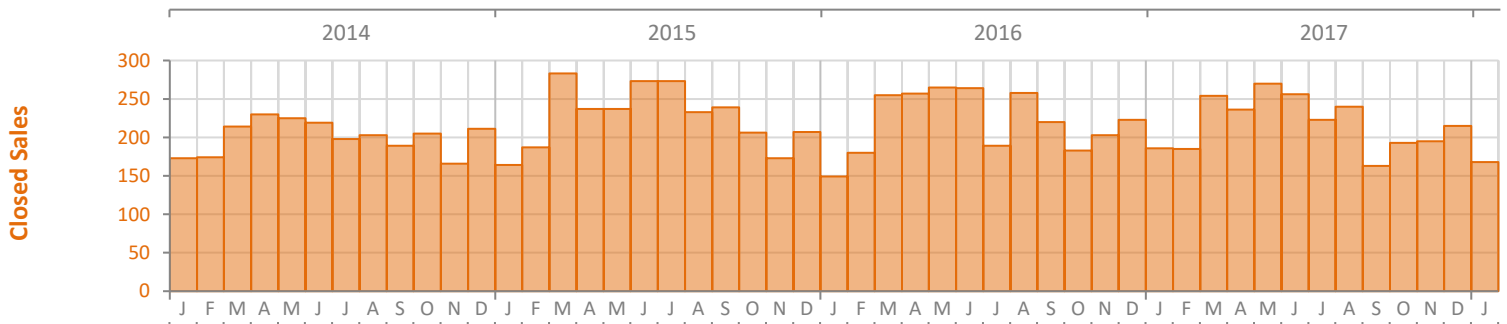
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	168	186	-9.7%
Paid in Cash	89	114	-21.9%
Median Sale Price	\$149,950	\$143,000	4.9%
Average Sale Price	\$200,668	\$173,235	15.8%
Dollar Volume	\$33.7 Million	\$32.2 Million	4.6%
Median Percent of Original List Price Received	95.5%	94.8%	0.7%
Median Time to Contract	38 Days	31 Days	22.6%
Median Time to Sale	74 Days	66 Days	12.1%
New Pending Sales	263	256	2.7%
New Listings	384	335	14.6%
Pending Inventory	410	330	24.2%
Inventory (Active Listings)	820	849	-3.4%
Months Supply of Inventory	3.8	3.8	0.0%

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
Year-to-Date	168	-9.7%
January 2018	168	-9.7%
December 2017	215	-3.6%
November 2017	195	-3.9%
October 2017	193	5.5%
September 2017	163	-25.9%
August 2017	240	-7.0%
July 2017	223	18.0%
June 2017	256	-3.0%
May 2017	270	1.9%
April 2017	236	-8.2%
March 2017	254	-0.4%
February 2017	185	2.8%
January 2017	186	24.8%

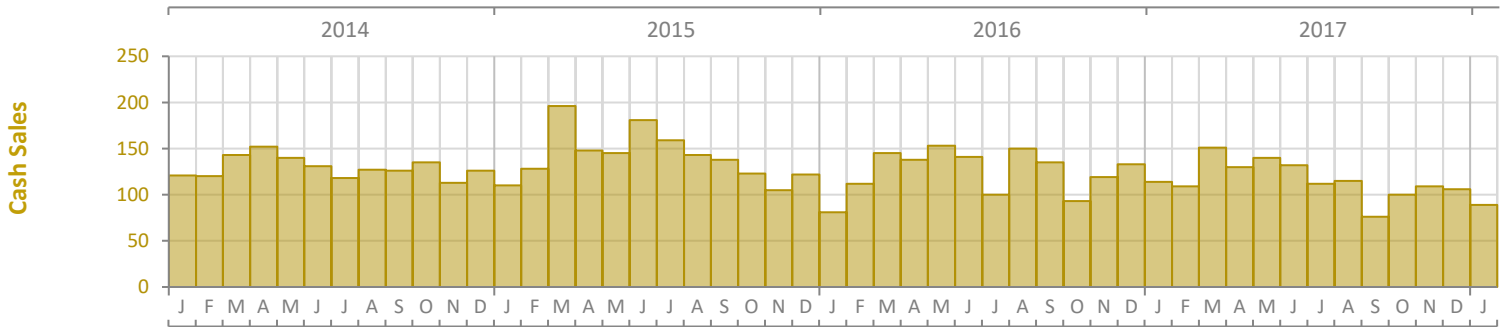


Cash Sales

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	89	-21.9%
January 2018	89	-21.9%
December 2017	106	-20.3%
November 2017	109	-8.4%
October 2017	100	7.5%
September 2017	76	-43.7%
August 2017	115	-23.3%
July 2017	112	12.0%
June 2017	132	-6.4%
May 2017	140	-8.5%
April 2017	130	-5.8%
March 2017	151	4.1%
February 2017	109	-2.7%
January 2017	114	40.7%

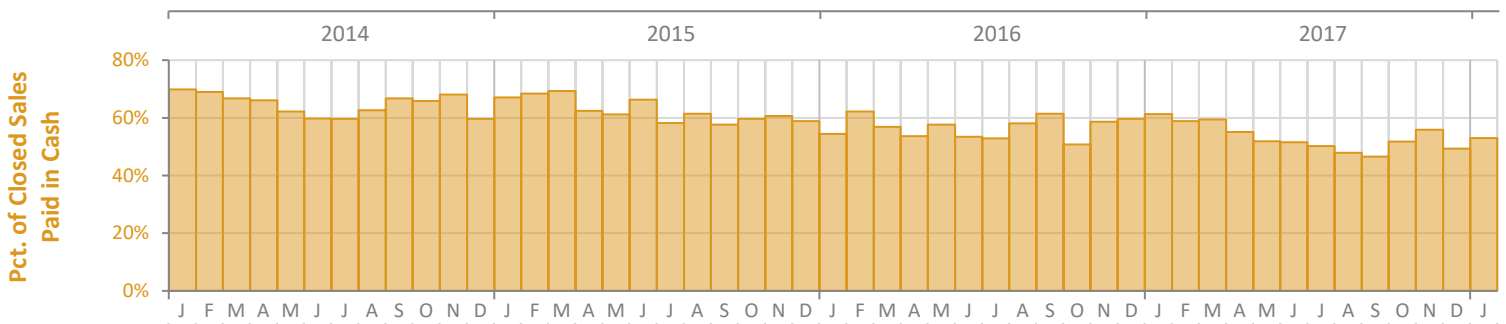


Cash Sales as a Percentage of Closed Sales

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	53.0%	-13.5%
January 2018	53.0%	-13.5%
December 2017	49.3%	-17.3%
November 2017	55.9%	-4.6%
October 2017	51.8%	2.0%
September 2017	46.6%	-24.1%
August 2017	47.9%	-17.6%
July 2017	50.2%	-5.1%
June 2017	51.6%	-3.4%
May 2017	51.9%	-10.1%
April 2017	55.1%	2.6%
March 2017	59.4%	4.4%
February 2017	58.9%	-5.3%
January 2017	61.3%	12.7%

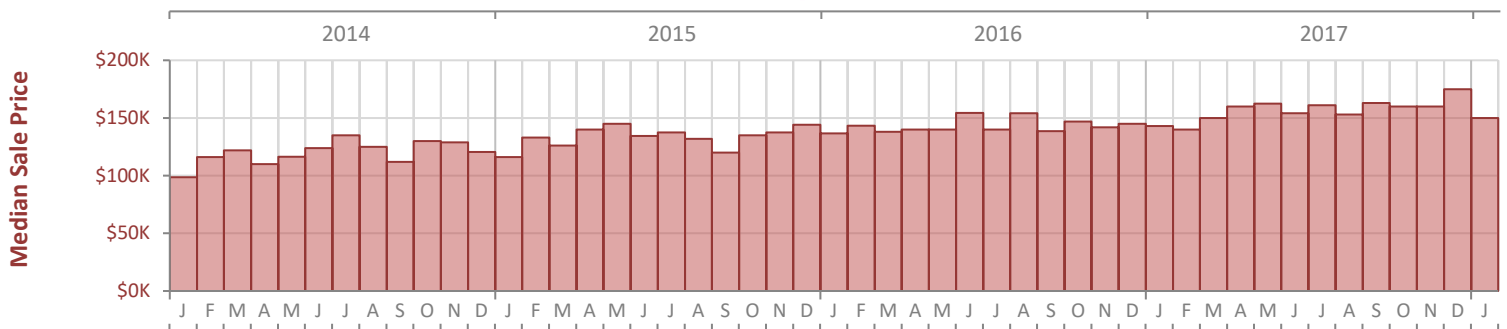


Median Sale Price

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	\$149,950	4.9%
January 2018	\$149,950	4.9%
December 2017	\$175,000	20.7%
November 2017	\$160,000	12.7%
October 2017	\$160,000	8.8%
September 2017	\$163,000	17.5%
August 2017	\$153,125	-0.6%
July 2017	\$161,000	15.0%
June 2017	\$154,250	-0.2%
May 2017	\$162,500	16.1%
April 2017	\$160,000	14.3%
March 2017	\$150,000	8.7%
February 2017	\$139,900	-2.3%
January 2017	\$143,000	4.8%

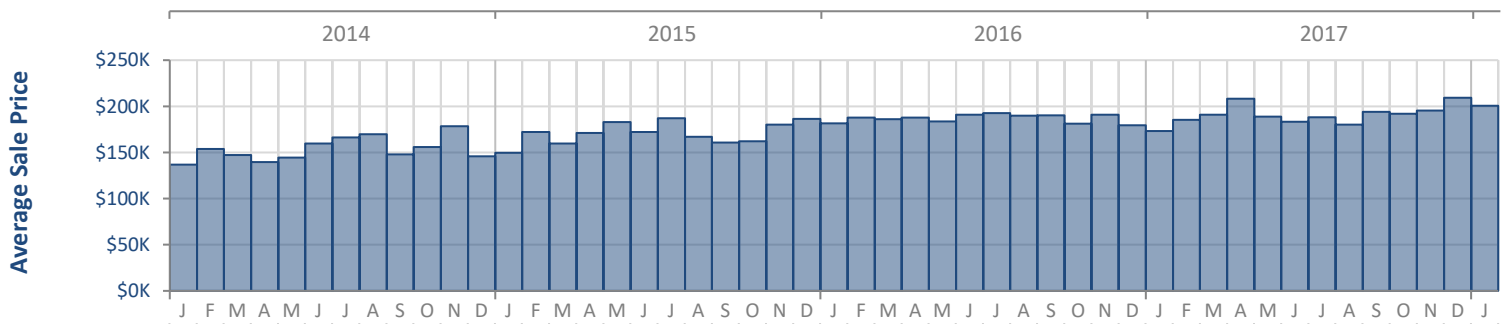


Average Sale Price

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	\$200,668	15.8%
January 2018	\$200,668	15.8%
December 2017	\$209,241	16.6%
November 2017	\$195,423	2.3%
October 2017	\$192,117	6.0%
September 2017	\$193,875	1.9%
August 2017	\$180,092	-5.2%
July 2017	\$188,234	-2.3%
June 2017	\$183,208	-4.0%
May 2017	\$188,995	2.9%
April 2017	\$208,256	10.9%
March 2017	\$190,840	2.5%
February 2017	\$185,296	-1.3%
January 2017	\$173,235	-4.5%

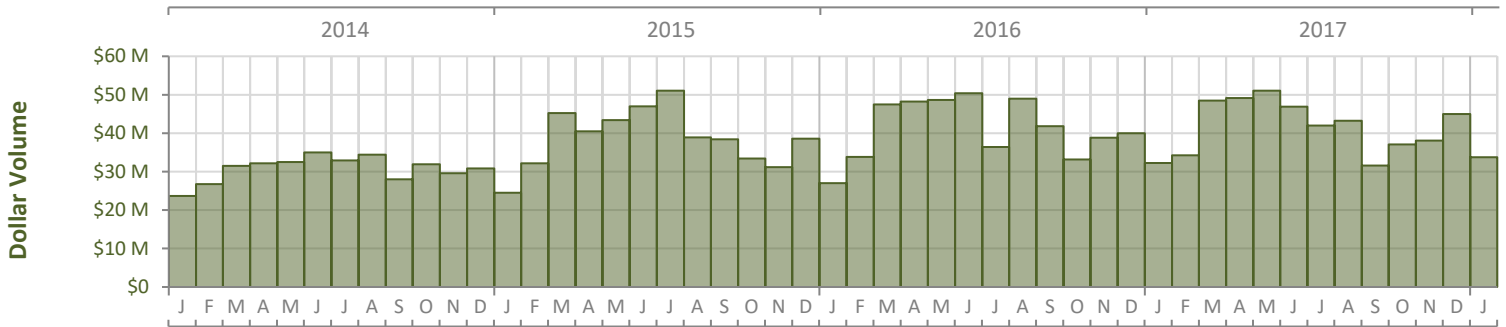


Dollar Volume

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	\$33.7 Million	4.6%
January 2018	\$33.7 Million	4.6%
December 2017	\$45.0 Million	12.4%
November 2017	\$38.1 Million	-1.8%
October 2017	\$37.1 Million	11.8%
September 2017	\$31.6 Million	-24.5%
August 2017	\$43.2 Million	-11.8%
July 2017	\$42.0 Million	15.2%
June 2017	\$46.9 Million	-6.9%
May 2017	\$51.0 Million	4.8%
April 2017	\$49.1 Million	1.9%
March 2017	\$48.5 Million	2.1%
February 2017	\$34.3 Million	1.4%
January 2017	\$32.2 Million	19.2%

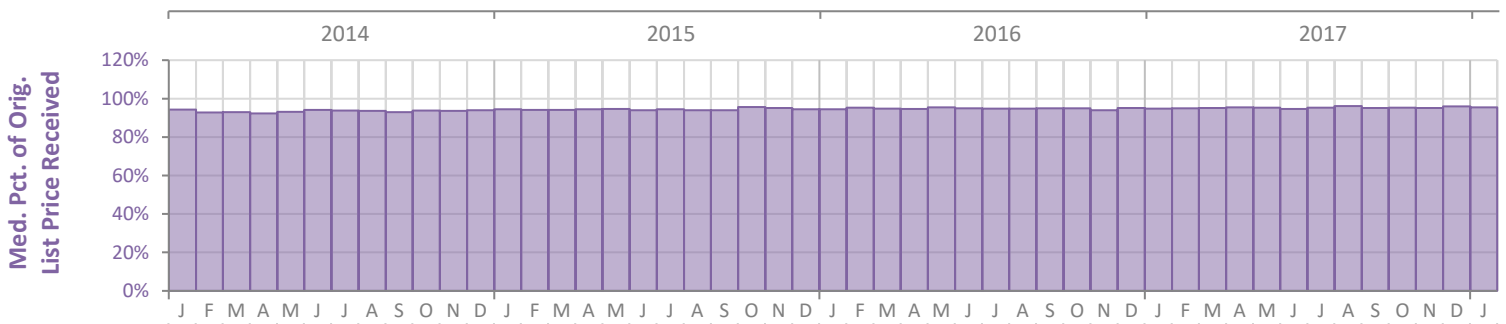


Median Percent of Original List Price Received

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	95.5%	0.7%
January 2018	95.5%	0.7%
December 2017	95.9%	0.8%
November 2017	95.2%	1.3%
October 2017	95.3%	0.4%
September 2017	95.2%	0.2%
August 2017	96.1%	1.4%
July 2017	95.3%	0.5%
June 2017	94.7%	-0.2%
May 2017	95.3%	-0.1%
April 2017	95.5%	1.0%
March 2017	95.2%	0.4%
February 2017	95.0%	-0.3%
January 2017	94.8%	0.4%

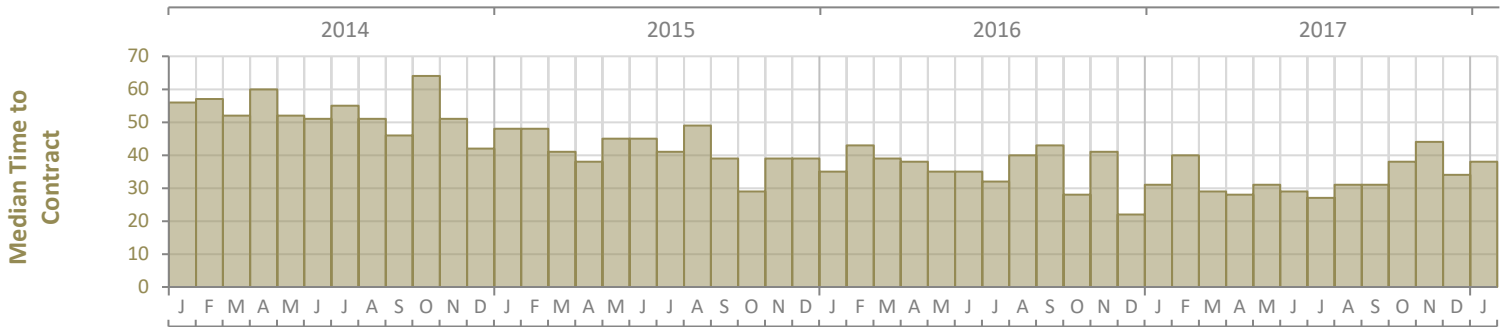


Median Time to Contract

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	38 Days	22.6%
January 2018	38 Days	22.6%
December 2017	34 Days	54.5%
November 2017	44 Days	7.3%
October 2017	38 Days	35.7%
September 2017	31 Days	-27.9%
August 2017	31 Days	-22.5%
July 2017	27 Days	-15.6%
June 2017	29 Days	-17.1%
May 2017	31 Days	-11.4%
April 2017	28 Days	-26.3%
March 2017	29 Days	-25.6%
February 2017	40 Days	-7.0%
January 2017	31 Days	-11.4%

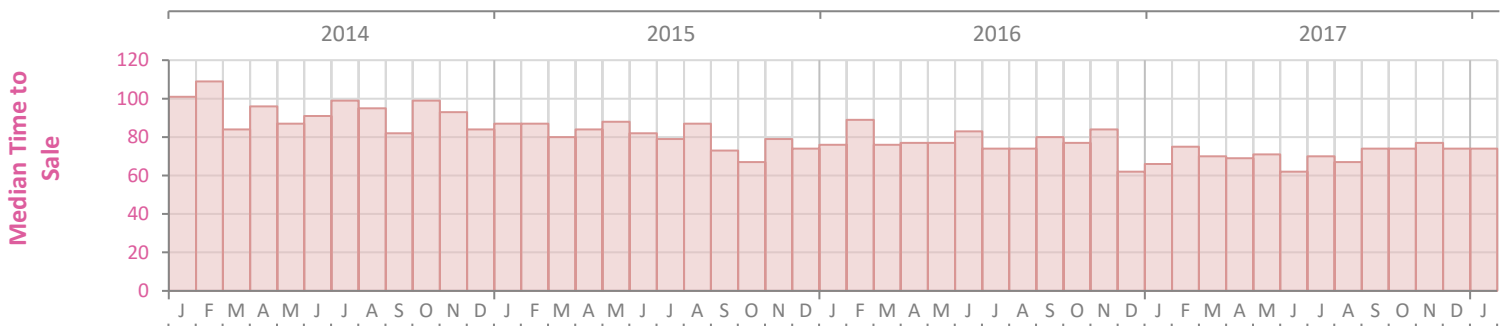


Median Time to Sale

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	74 Days	12.1%
January 2018	74 Days	12.1%
December 2017	74 Days	19.4%
November 2017	77 Days	-8.3%
October 2017	74 Days	-3.9%
September 2017	74 Days	-7.5%
August 2017	67 Days	-9.5%
July 2017	70 Days	-5.4%
June 2017	62 Days	-25.3%
May 2017	71 Days	-7.8%
April 2017	69 Days	-10.4%
March 2017	70 Days	-7.9%
February 2017	75 Days	-15.7%
January 2017	66 Days	-13.2%



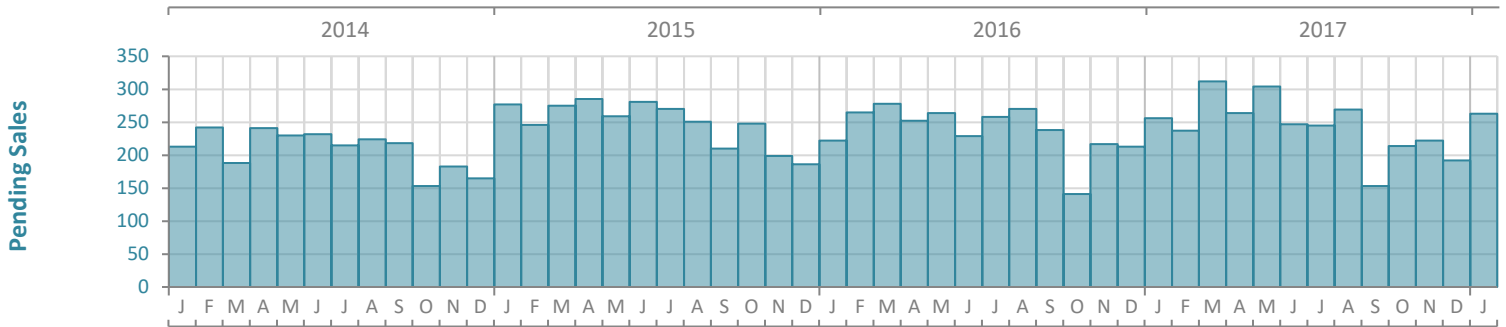


New Pending Sales

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	263	2.7%
January 2018	263	2.7%
December 2017	192	-9.9%
November 2017	222	2.3%
October 2017	214	51.8%
September 2017	153	-35.7%
August 2017	269	-0.4%
July 2017	245	-5.0%
June 2017	247	7.9%
May 2017	304	15.2%
April 2017	264	4.8%
March 2017	312	12.2%
February 2017	237	-10.6%
January 2017	256	15.3%

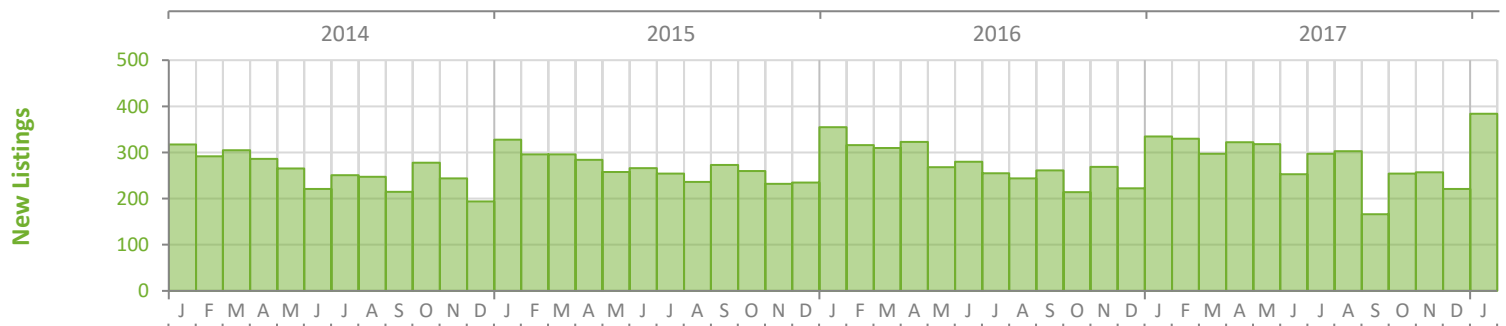


New Listings

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	384	14.6%
January 2018	384	14.6%
December 2017	221	-0.5%
November 2017	257	-4.5%
October 2017	254	18.7%
September 2017	166	-36.4%
August 2017	303	24.2%
July 2017	297	16.5%
June 2017	253	-9.6%
May 2017	318	18.7%
April 2017	322	-0.3%
March 2017	297	-4.2%
February 2017	330	4.4%
January 2017	335	-5.6%

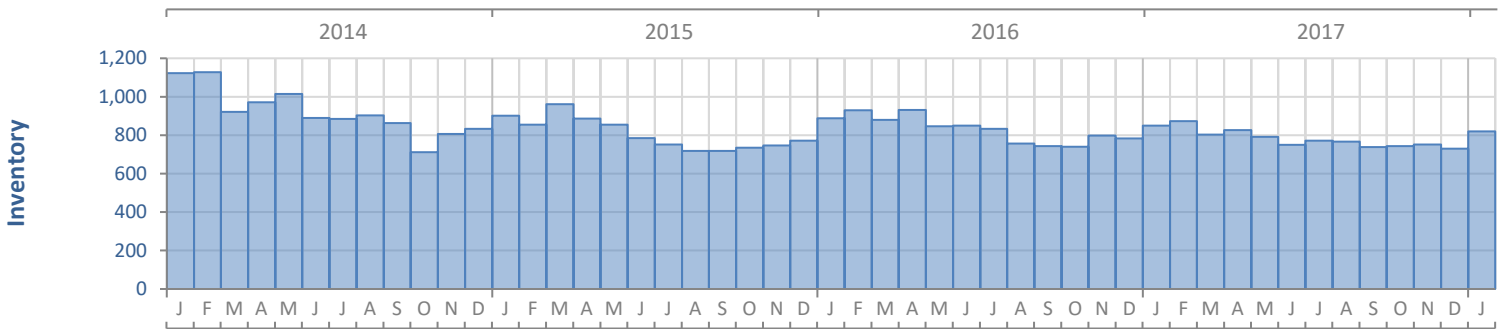


Inventory (Active Listings)

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)	820	-3.4%
January 2018	820	-3.4%
December 2017	730	-6.9%
November 2017	751	-6.0%
October 2017	744	0.5%
September 2017	739	-0.5%
August 2017	766	1.3%
July 2017	772	-7.3%
June 2017	750	-11.7%
May 2017	792	-6.5%
April 2017	826	-11.3%
March 2017	804	-8.5%
February 2017	873	-6.1%
January 2017	849	-4.4%

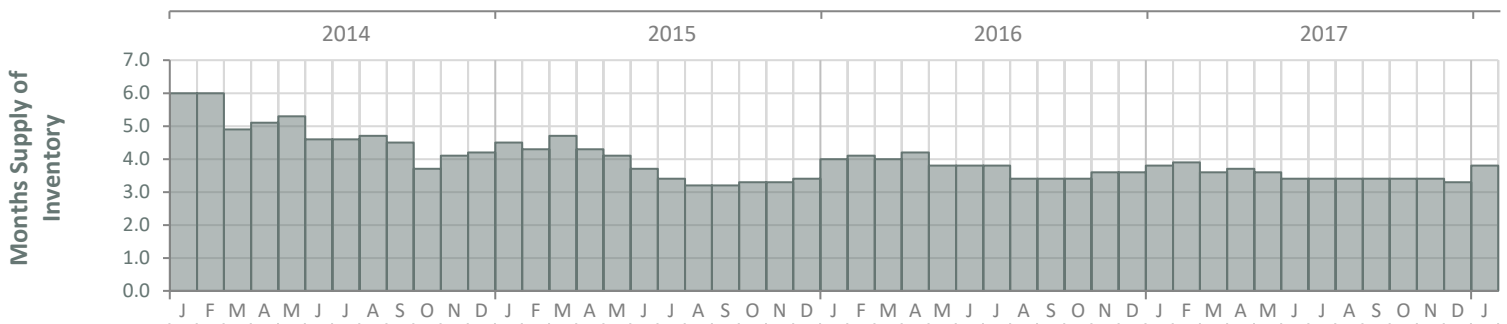


Months Supply of Inventory

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)	3.8	0.0%
January 2018	3.8	0.0%
December 2017	3.3	-8.3%
November 2017	3.4	-5.6%
October 2017	3.4	0.0%
September 2017	3.4	0.0%
August 2017	3.4	0.0%
July 2017	3.4	-10.5%
June 2017	3.4	-10.5%
May 2017	3.6	-5.3%
April 2017	3.7	-11.9%
March 2017	3.6	-10.0%
February 2017	3.9	-4.9%
January 2017	3.8	-5.0%

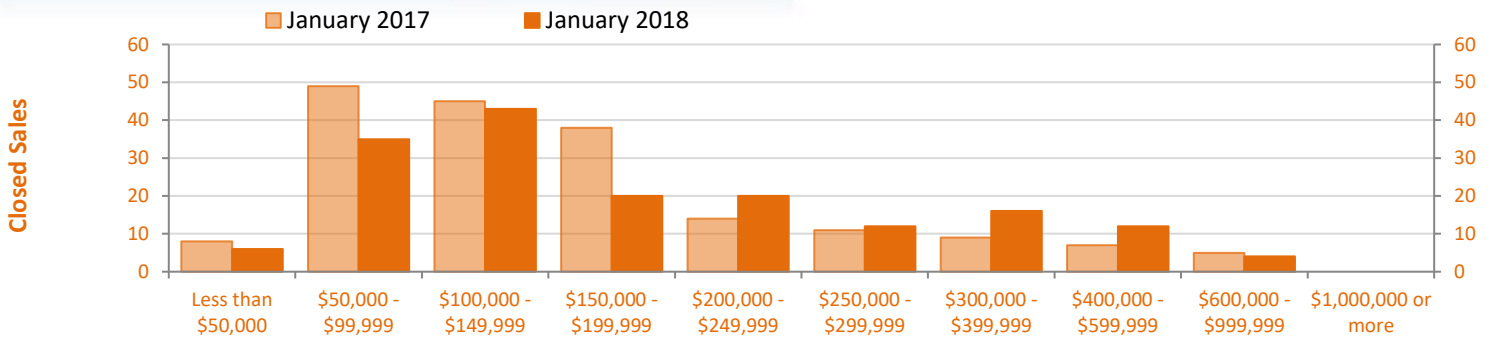


Closed Sales by Sale Price

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	6	-25.0%
\$50,000 - \$99,999	35	-28.6%
\$100,000 - \$149,999	43	-4.4%
\$150,000 - \$199,999	20	-47.4%
\$200,000 - \$249,999	20	42.9%
\$250,000 - \$299,999	12	9.1%
\$300,000 - \$399,999	16	77.8%
\$400,000 - \$599,999	12	71.4%
\$600,000 - \$999,999	4	-20.0%
\$1,000,000 or more	0	N/A

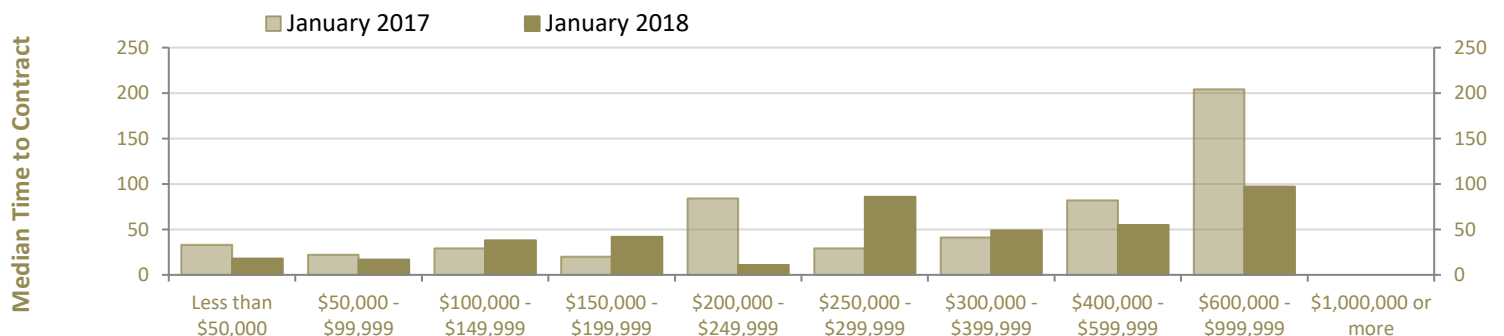


Median Time to Contract by Sale Price

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	18 Days	-45.5%
\$50,000 - \$99,999	17 Days	-22.7%
\$100,000 - \$149,999	38 Days	31.0%
\$150,000 - \$199,999	42 Days	110.0%
\$200,000 - \$249,999	11 Days	-86.9%
\$250,000 - \$299,999	86 Days	196.6%
\$300,000 - \$399,999	49 Days	19.5%
\$400,000 - \$599,999	55 Days	-32.9%
\$600,000 - \$999,999	97 Days	-52.5%
\$1,000,000 or more	(No Sales)	N/A

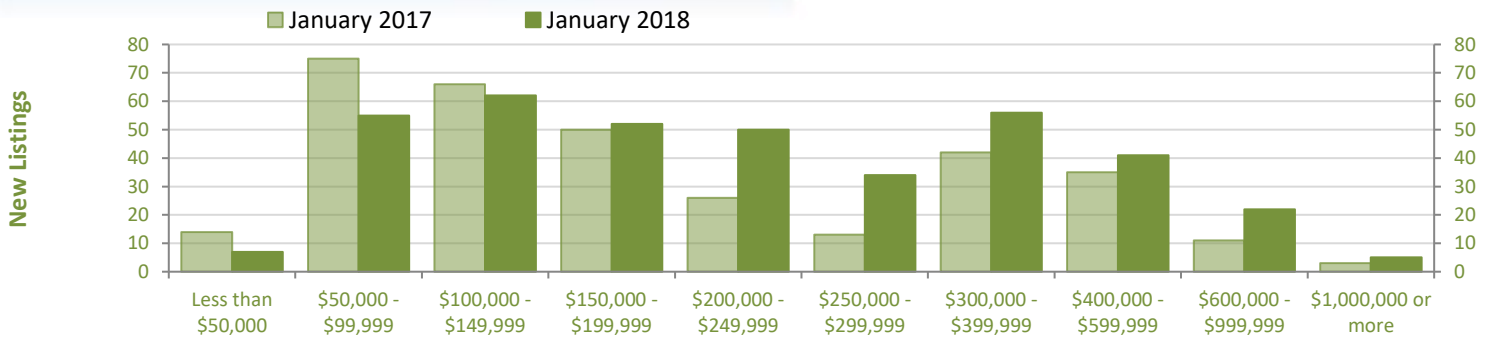


New Listings by Initial Listing Price

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	7	-50.0%
\$50,000 - \$99,999	55	-26.7%
\$100,000 - \$149,999	62	-6.1%
\$150,000 - \$199,999	52	4.0%
\$200,000 - \$249,999	50	92.3%
\$250,000 - \$299,999	34	161.5%
\$300,000 - \$399,999	56	33.3%
\$400,000 - \$599,999	41	17.1%
\$600,000 - \$999,999	22	100.0%
\$1,000,000 or more	5	66.7%

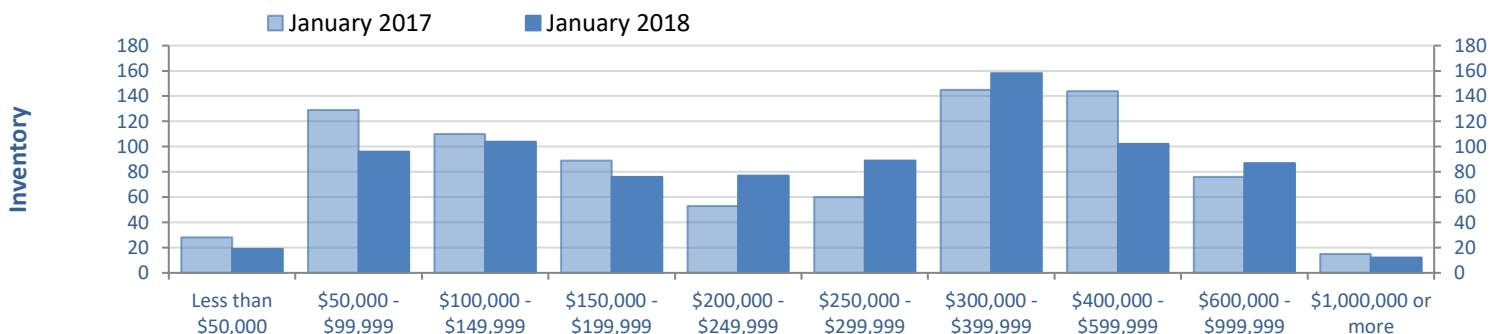


Inventory by Current Listing Price

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	19	-32.1%
\$50,000 - \$99,999	96	-25.6%
\$100,000 - \$149,999	104	-5.5%
\$150,000 - \$199,999	76	-14.6%
\$200,000 - \$249,999	77	45.3%
\$250,000 - \$299,999	89	48.3%
\$300,000 - \$399,999	158	9.0%
\$400,000 - \$599,999	102	-29.2%
\$600,000 - \$999,999	87	14.5%
\$1,000,000 or more	12	-20.0%



Monthly Distressed Market - January 2018

Townhouses and Condos

Brevard County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	166	179	-7.3%
	Median Sale Price	\$149,950	\$144,000	4.1%
Foreclosure/REO	Closed Sales	1	7	-85.7%
	Median Sale Price	\$130,000	\$95,000	36.8%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$400,000	(No Sales)	N/A

