

# Yearly Market Detail - 2018

## Townhouses and Condos

### Indian River County



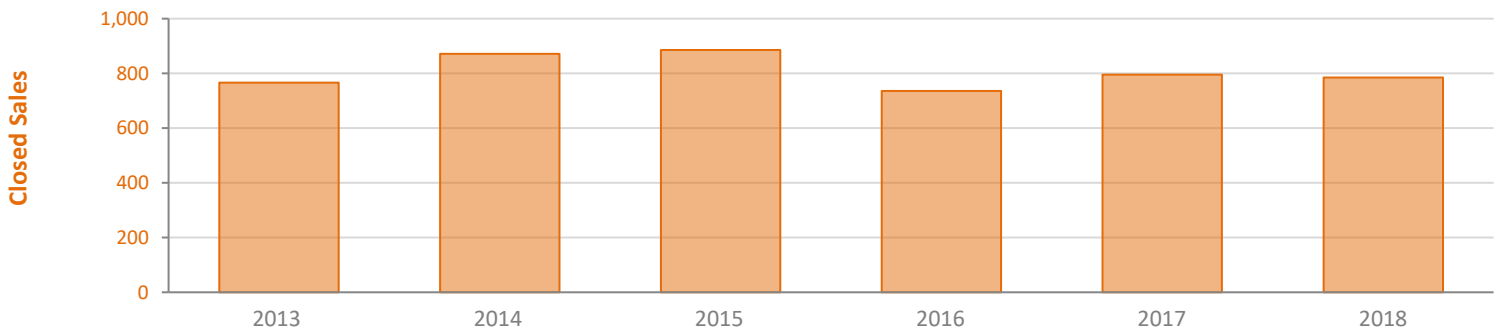
Summary Statistics	2018	2017	Percent Change Year-over-Year
Closed Sales	785	796	-1.4%
Paid in Cash	547	580	-5.7%
Median Sale Price	\$147,000	\$136,000	8.1%
Average Sale Price	\$256,578	\$243,564	5.3%
Dollar Volume	\$201.4 Million	\$193.9 Million	3.9%
Median Percent of Original List Price Received	94.4%	94.2%	0.2%
Median Time to Contract	49 Days	54 Days	-9.3%
Median Time to Sale	94 Days	99 Days	-5.1%
New Pending Sales	853	822	3.8%
New Listings	1,186	1,000	18.6%
Pending Inventory	79	68	16.2%
Inventory (Active Listings)	442	326	35.6%
Months Supply of Inventory	6.8	4.9	38.8%

## Closed Sales

The number of sales transactions which closed during the year

Year	Closed Sales	Percent Change Year-over-Year
2018	785	-1.4%
2017	796	8.2%
2016	736	-16.8%
2015	885	1.5%
2014	872	13.8%
2013	766	11.2%

**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.

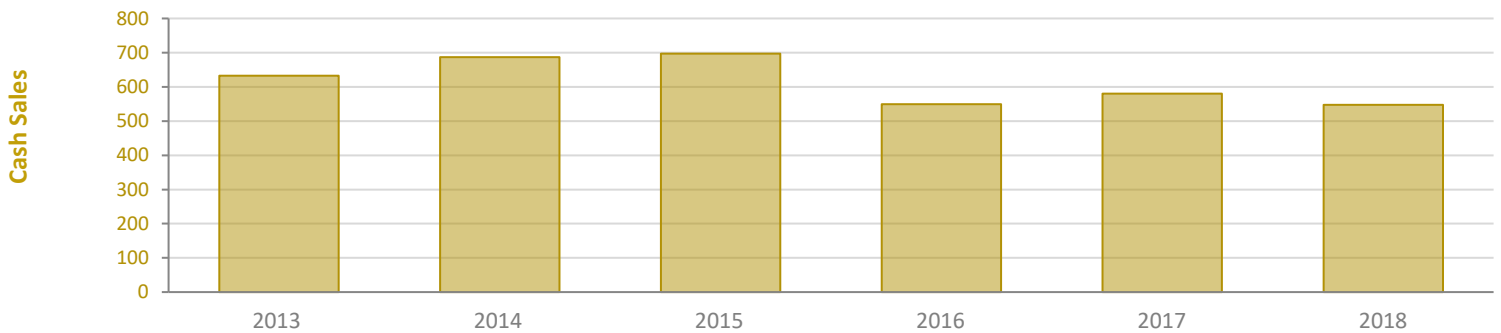


## Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2018	547	-5.7%
2017	580	5.6%
2016	549	-21.2%
2015	697	1.5%
2014	687	8.5%
2013	633	11.6%

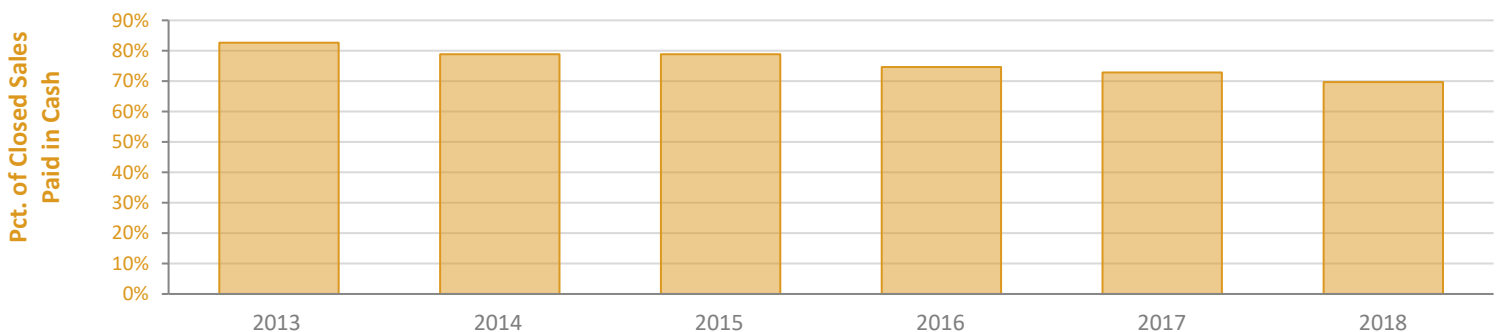


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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 year involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2018	69.7%	-4.4%
2017	72.9%	-2.3%
2016	74.6%	-5.3%
2015	78.8%	0.0%
2014	78.8%	-4.6%
2013	82.6%	0.4%

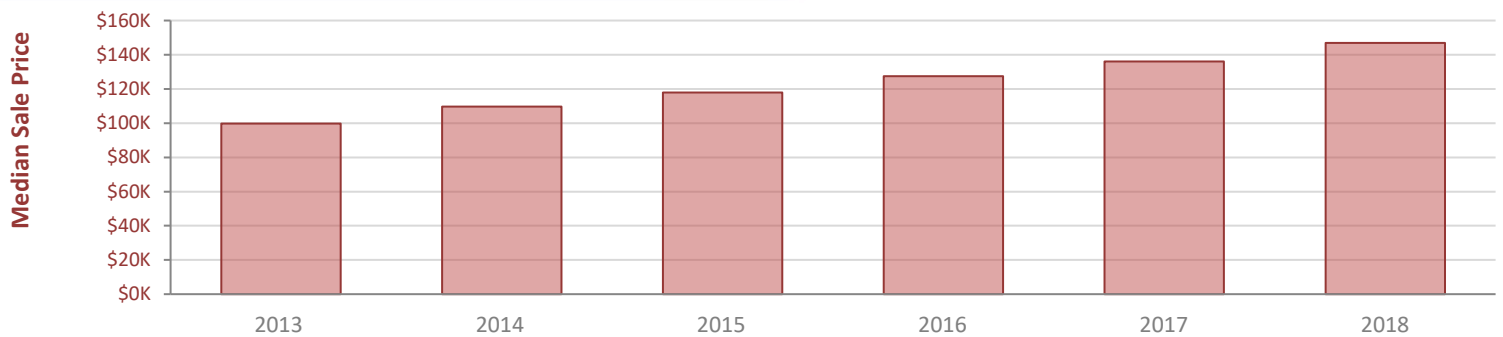


## Median Sale Price

The median sale price reported for the year (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 year, and the mix of the types of homes that sell can change over time.

Year	Median Sale Price	Percent Change Year-over-Year
2018	\$147,000	8.1%
2017	\$136,000	6.7%
2016	\$127,500	8.1%
2015	\$118,000	7.5%
2014	\$109,750	9.9%
2013	\$99,850	4.0%

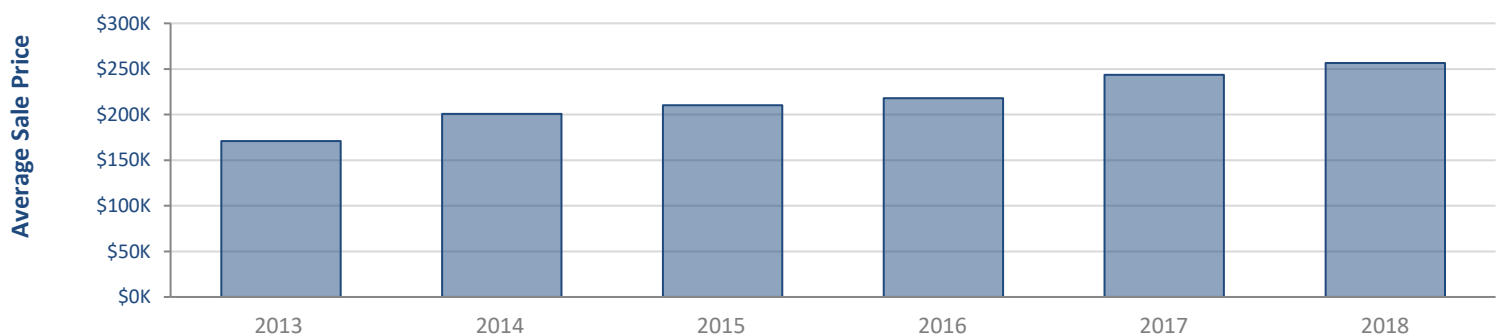


## Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2018	\$256,578	5.3%
2017	\$243,564	11.8%
2016	\$217,911	3.7%
2015	\$210,220	4.8%
2014	\$200,576	17.3%
2013	\$171,040	-12.0%



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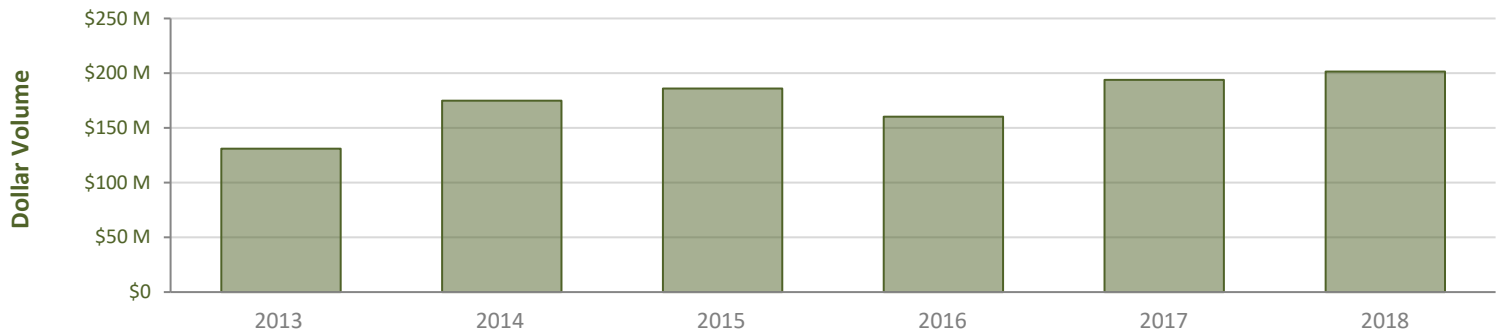


## Dollar Volume

The sum of the sale prices for all sales which closed during the year

**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.

Year	Dollar Volume	Percent Change Year-over-Year
2018	\$201.4 Million	3.9%
2017	\$193.9 Million	20.9%
2016	\$160.4 Million	-13.8%
2015	\$186.0 Million	6.4%
2014	\$174.9 Million	33.5%
2013	\$131.0 Million	-2.2%

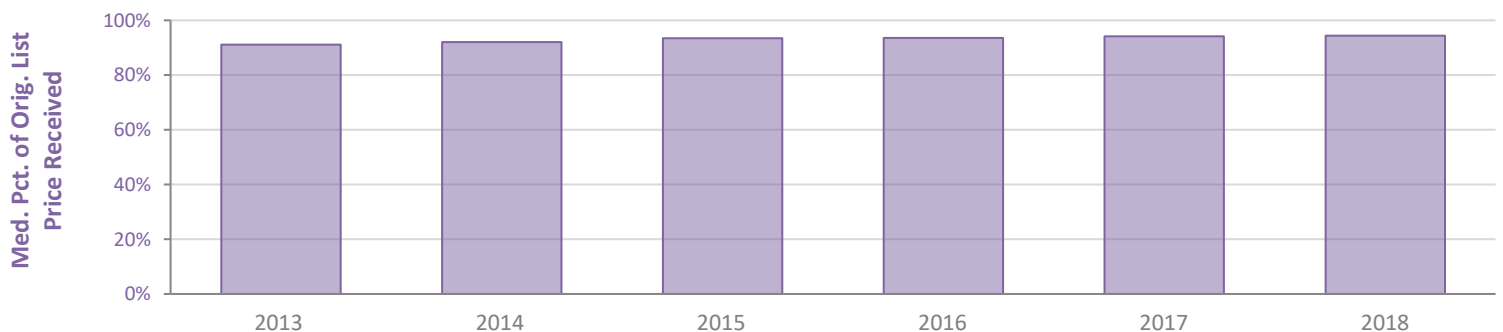


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the year

**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.

Year	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2018	94.4%	0.2%
2017	94.2%	0.6%
2016	93.6%	0.1%
2015	93.5%	1.6%
2014	92.0%	1.0%
2013	91.1%	2.9%

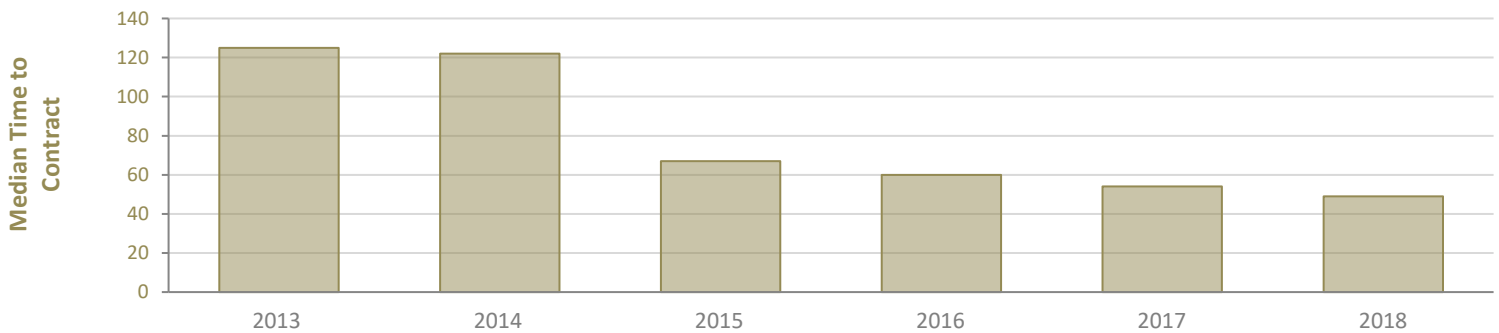


## Median Time to Contract

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

**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 year. 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.

Year	Median Time to Contract	Percent Change Year-over-Year
2018	49 Days	-9.3%
2017	54 Days	-10.0%
2016	60 Days	-10.4%
2015	67 Days	-45.1%
2014	122 Days	-2.4%
2013	125 Days	-22.4%

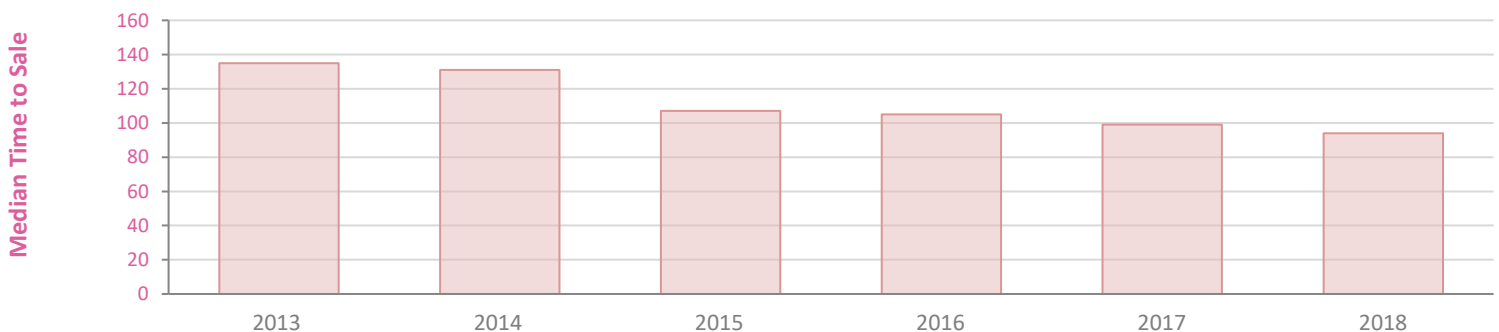


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the year

**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.

Year	Median Time to Sale	Percent Change Year-over-Year
2018	94 Days	-5.1%
2017	99 Days	-5.7%
2016	105 Days	-1.9%
2015	107 Days	-18.3%
2014	131 Days	-3.0%
2013	135 Days	-19.2%

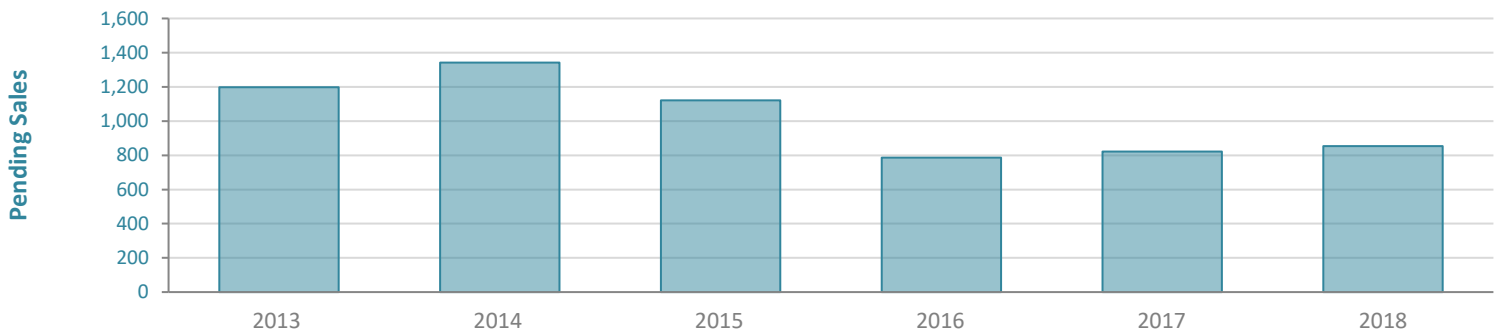


## New Pending Sales

The number of listed properties that went under contract during the year

**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.

Year	New Pending Sales	Percent Change Year-over-Year
2018	853	3.8%
2017	822	4.6%
2016	786	-29.9%
2015	1,122	-16.4%
2014	1,342	12.1%
2013	1,197	53.1%

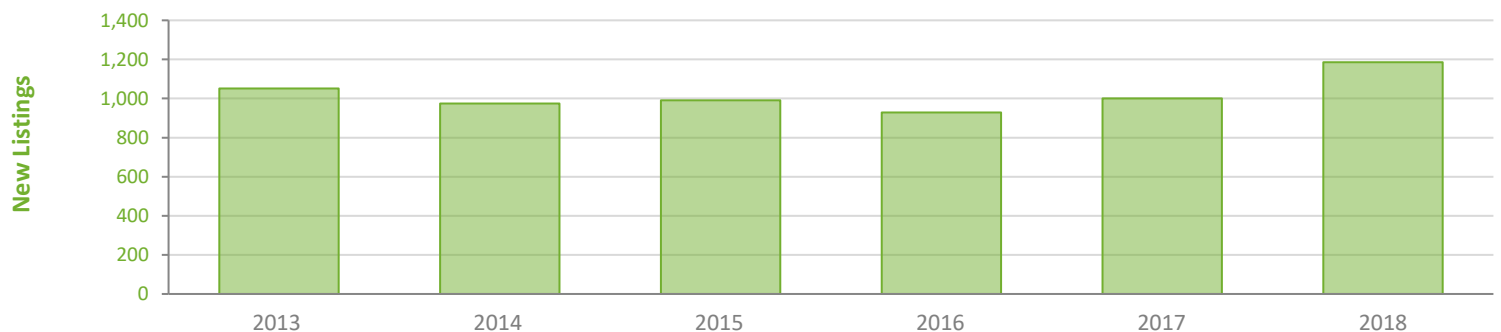


## New Listings

The number of properties put onto the market during the year

**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.

Year	New Listings	Percent Change Year-over-Year
2018	1,186	18.6%
2017	1,000	7.8%
2016	928	-6.3%
2015	990	1.6%
2014	974	-7.4%
2013	1,052	3.0%

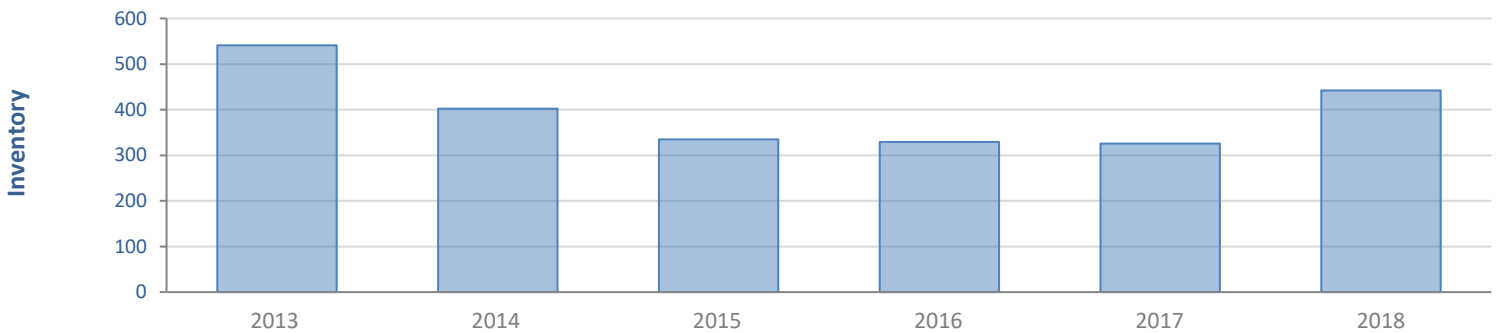


## Inventory (Active Listings)

The number of property listings active at the end of the year

**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 year, since it is the most current. 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.

Year	Inventory	Percent Change Year-over-Year
2018	442	35.6%
2017	326	-0.9%
2016	329	-1.8%
2015	335	-16.7%
2014	402	-25.7%
2013	541	-10.7%

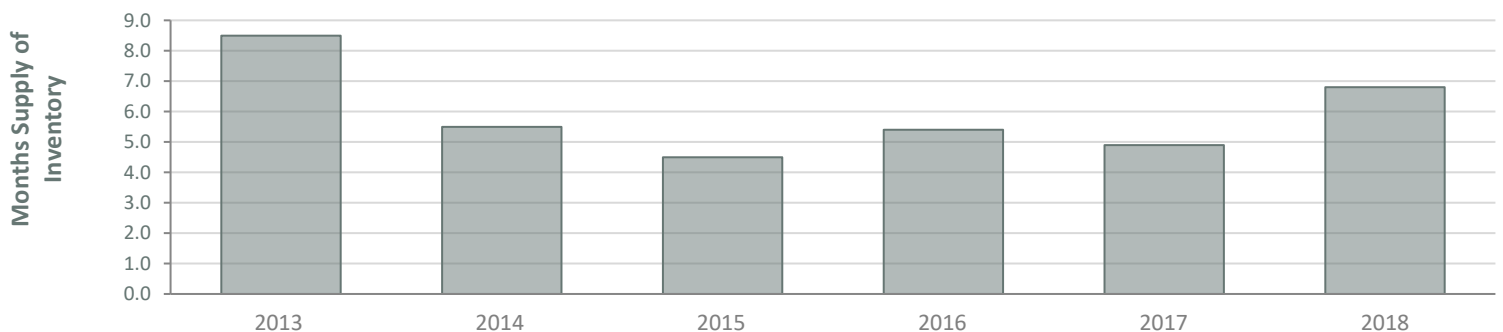


## Months Supply of Inventory (Year-End)

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.

Year	Months Supply	Percent Change Year-over-Year
2018	6.8	38.8%
2017	4.9	-9.3%
2016	5.4	20.0%
2015	4.5	-18.2%
2014	5.5	-35.3%
2013	8.5	-19.8%

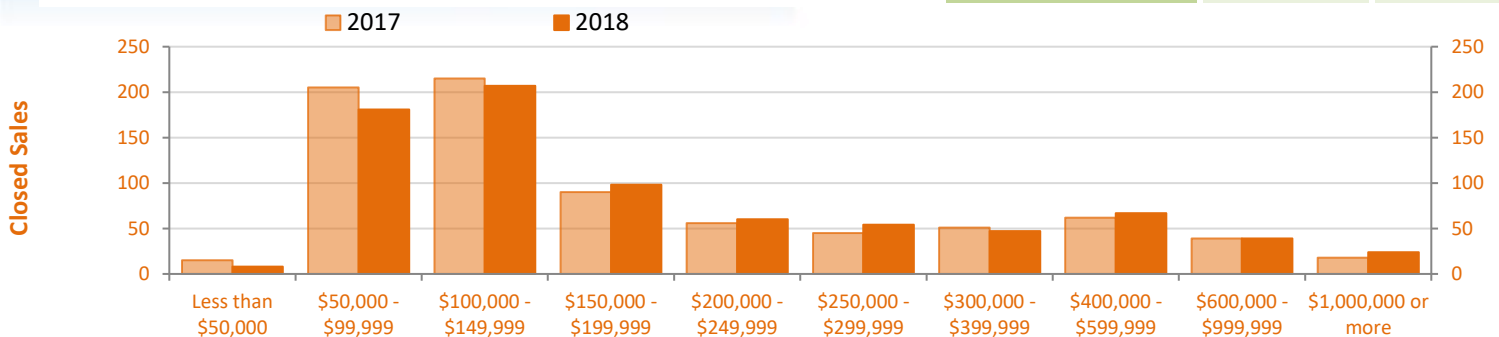


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	8	-46.7%
\$50,000 - \$99,999	181	-11.7%
\$100,000 - \$149,999	207	-3.7%
\$150,000 - \$199,999	98	8.9%
\$200,000 - \$249,999	60	7.1%
\$250,000 - \$299,999	54	20.0%
\$300,000 - \$399,999	47	-7.8%
\$400,000 - \$599,999	67	8.1%
\$600,000 - \$999,999	39	0.0%
\$1,000,000 or more	24	33.3%

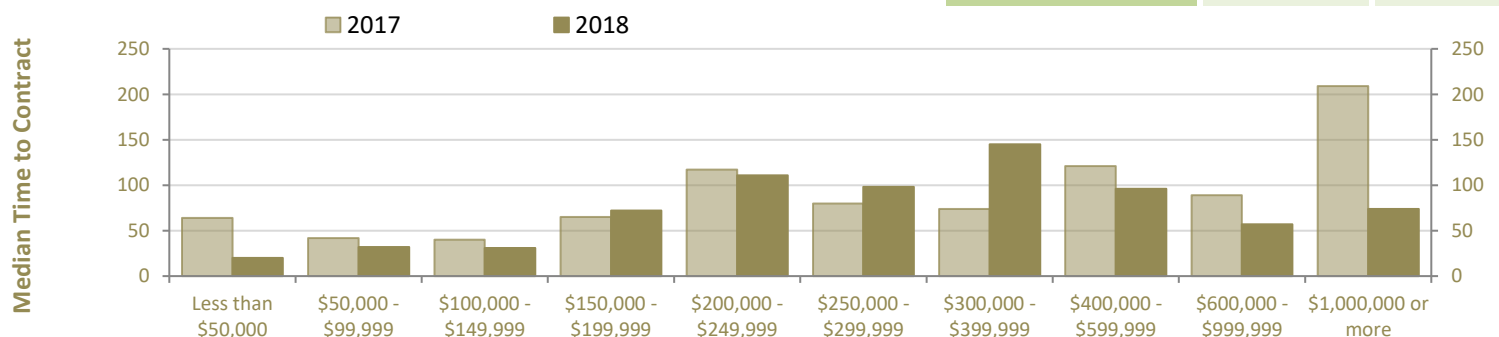


## Median Time to Contract by Sale Price

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

**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 year. 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	20 Days	-68.8%
\$50,000 - \$99,999	32 Days	-23.8%
\$100,000 - \$149,999	31 Days	-22.5%
\$150,000 - \$199,999	72 Days	10.8%
\$200,000 - \$249,999	111 Days	-5.1%
\$250,000 - \$299,999	98 Days	22.5%
\$300,000 - \$399,999	145 Days	95.9%
\$400,000 - \$599,999	96 Days	-20.7%
\$600,000 - \$999,999	57 Days	-36.0%
\$1,000,000 or more	74 Days	-64.6%



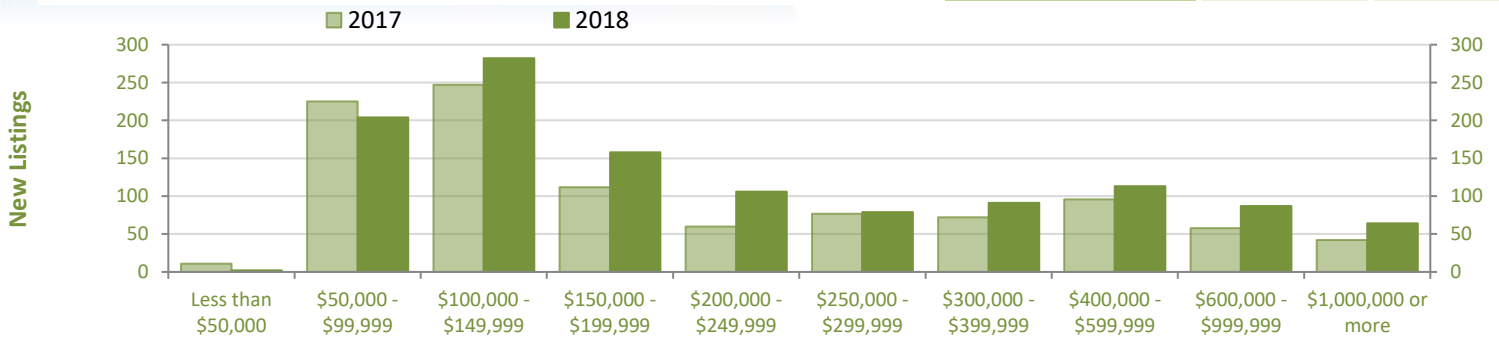


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	2	-81.8%
\$50,000 - \$99,999	204	-9.3%
\$100,000 - \$149,999	282	14.2%
\$150,000 - \$199,999	158	41.1%
\$200,000 - \$249,999	106	76.7%
\$250,000 - \$299,999	79	2.6%
\$300,000 - \$399,999	91	26.4%
\$400,000 - \$599,999	113	17.7%
\$600,000 - \$999,999	87	50.0%
\$1,000,000 or more	64	52.4%

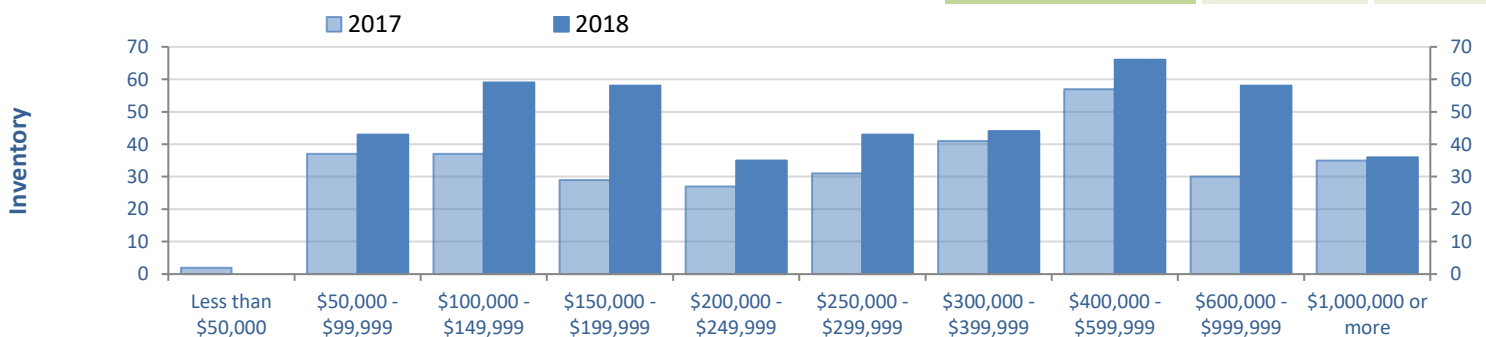


## Inventory by Current Listing Price

The number of property listings active at the end of the year

**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 year, since it is the most current. 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	0	-100.0%
\$50,000 - \$99,999	43	16.2%
\$100,000 - \$149,999	59	59.5%
\$150,000 - \$199,999	58	100.0%
\$200,000 - \$249,999	35	29.6%
\$250,000 - \$299,999	43	38.7%
\$300,000 - \$399,999	44	7.3%
\$400,000 - \$599,999	66	15.8%
\$600,000 - \$999,999	58	93.3%
\$1,000,000 or more	36	2.9%



# Yearly Distressed Market - 2018

## Townhouses and Condos

### Indian River County



		2018	2017	Percent Change Year-over-Year
Traditional	Closed Sales	775	784	-1.1%
	Median Sale Price	\$149,948	\$137,000	9.5%
Foreclosure/REO	Closed Sales	10	10	0.0%
	Median Sale Price	\$125,000	\$106,500	17.4%
Short Sale	Closed Sales	0	2	-100.0%
	Median Sale Price	(No Sales)	\$88,500	N/A

