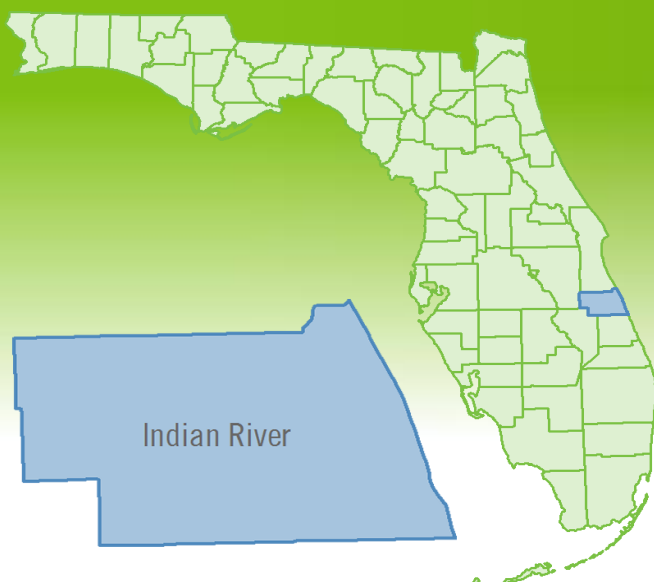


# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County



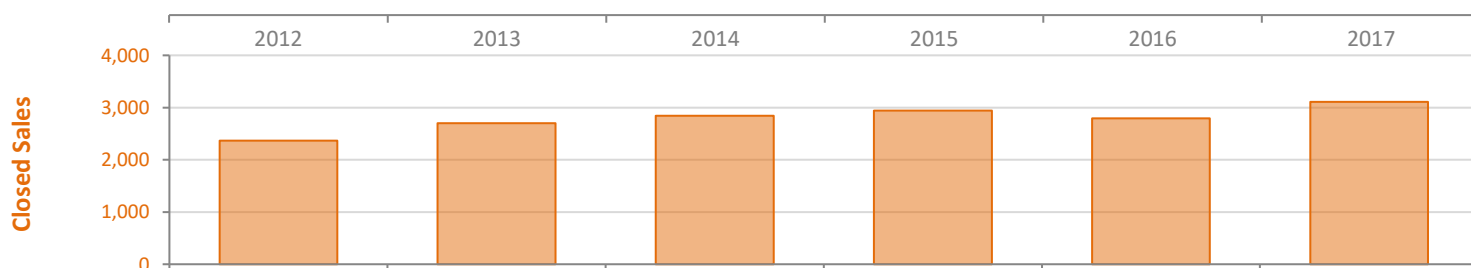
Summary Statistics	2017	2016	Percent Change Year-over-Year
Closed Sales	3,111	2,794	11.3%
Paid in Cash	1,255	1,204	4.2%
Median Sale Price	\$226,000	\$201,025	12.4%
Average Sale Price	\$335,805	\$299,738	12.0%
Dollar Volume	\$1.0 Billion	\$837.5 Million	24.7%
Median Percent of Original List Price Received	95.5%	95.1%	0.4%
Median Time to Contract	48 Days	47 Days	2.1%
Median Time to Sale	93 Days	94 Days	-1.1%
New Pending Sales	3,449	3,140	9.8%
New Listings	4,012	3,842	4.4%
Pending Inventory	340	353	-3.7%
Inventory (Active Listings)	1,176	1,221	-3.7%
Months Supply of Inventory	4.5	5.2	-13.5%

## Closed Sales

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.

Year	Closed Sales	Percent Change Year-over-Year
<b>2017</b>	<b>3,111</b>	<b>11.3%</b>
2016	2,794	-5.1%
2015	2,945	3.7%
2014	2,841	5.1%
2013	2,702	14.2%
2012	2,366	11.9%



# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

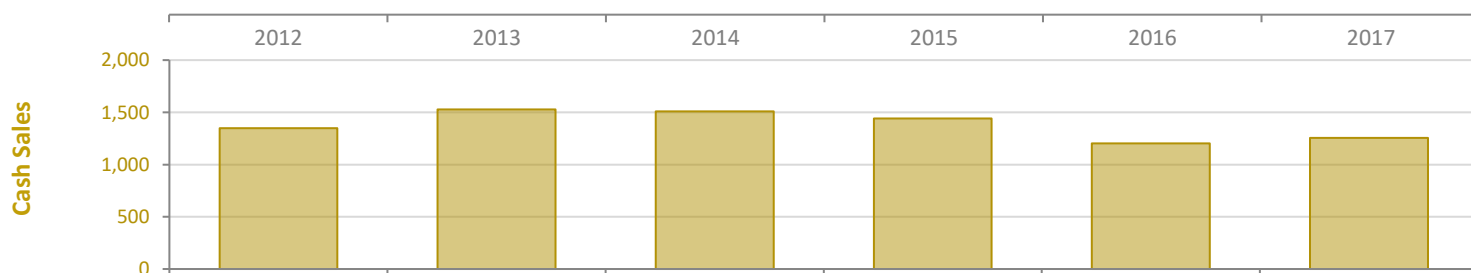


## Cash Sales

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
2017	1,255	4.2%
2016	1,204	-16.4%
2015	1,440	-4.6%
2014	1,510	-1.2%
2013	1,529	13.3%
2012	1,349	5.5%

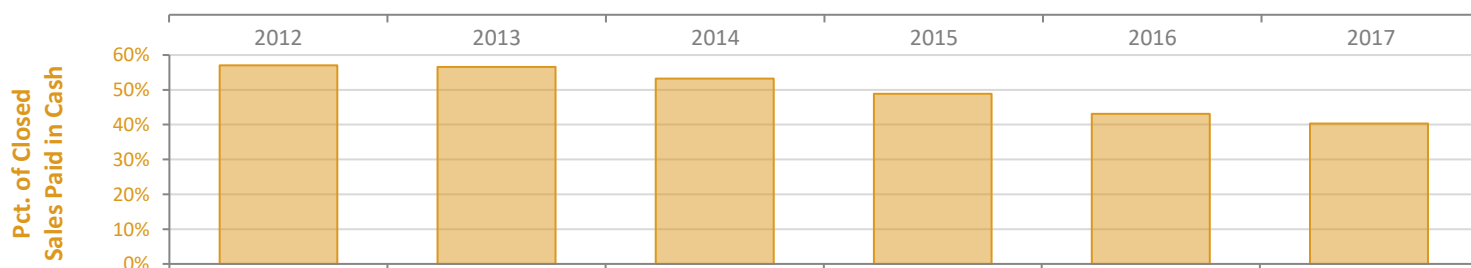


## Cash Sales as a Percentage of Closed Sales

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
2017	40.3%	-6.5%
2016	43.1%	-11.9%
2015	48.9%	-8.1%
2014	53.2%	-6.0%
2013	56.6%	-0.7%
2012	57.0%	-5.8%



# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

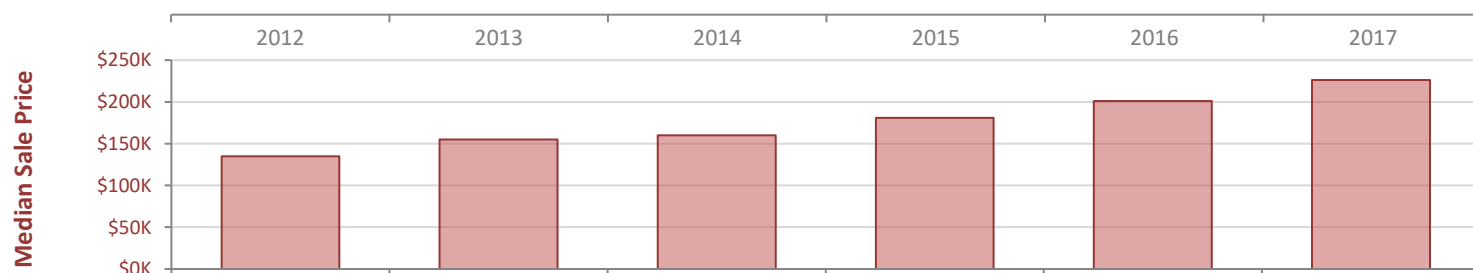


## Median Sale Price

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
2017	\$226,000	12.4%
2016	\$201,025	11.1%
2015	\$181,000	13.1%
2014	\$160,000	3.2%
2013	\$155,000	14.8%
2012	\$135,000	7.6%

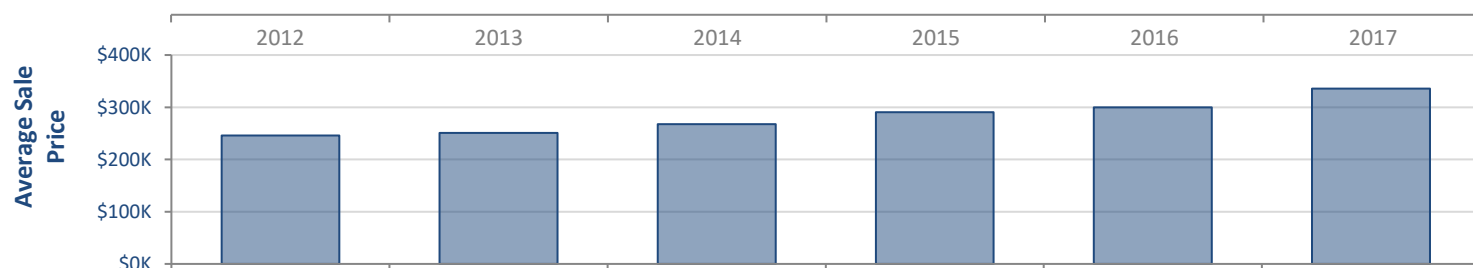


## Average Sale Price

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
2017	\$335,805	12.0%
2016	\$299,738	3.1%
2015	\$290,756	8.7%
2014	\$267,579	6.8%
2013	\$250,657	1.9%
2012	\$246,005	6.2%



# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

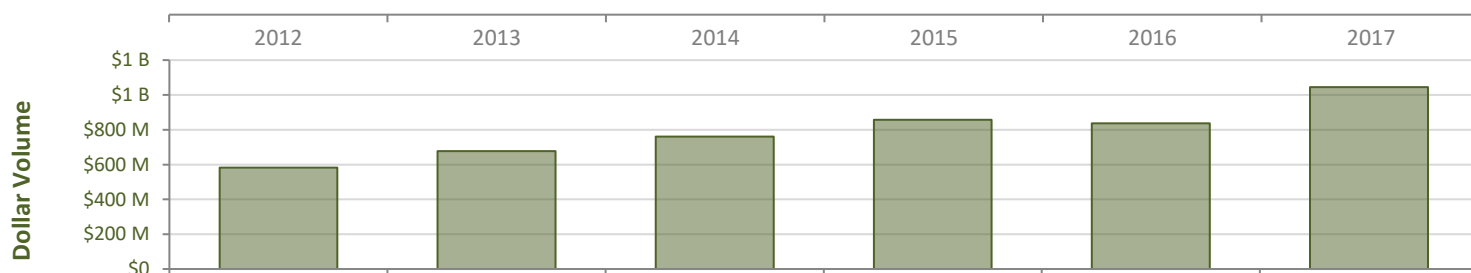


## Dollar Volume

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
2017	\$1.0 Billion	24.7%
2016	\$837.5 Million	-2.2%
2015	\$856.3 Million	12.6%
2014	\$760.2 Million	12.2%
2013	\$677.3 Million	16.4%
2012	\$582.0 Million	18.9%

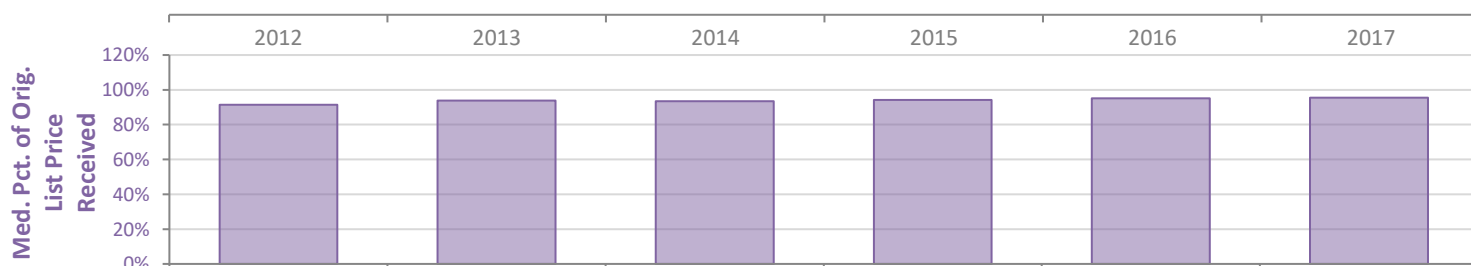


## Median Percent of Original List Price Received

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
2017	95.5%	0.4%
2016	95.1%	1.0%
2015	94.2%	0.7%
2014	93.5%	-0.3%
2013	93.8%	2.5%
2012	91.5%	3.3%



# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

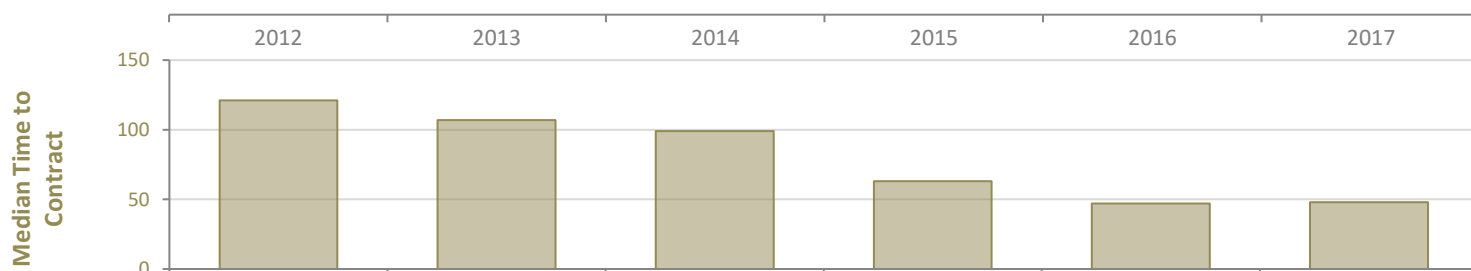


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the 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
2017	48 Days	2.1%
2016	47 Days	-25.4%
2015	63 Days	-36.4%
2014	99 Days	-7.5%
2013	107 Days	-11.6%
2012	121 Days	-21.4%

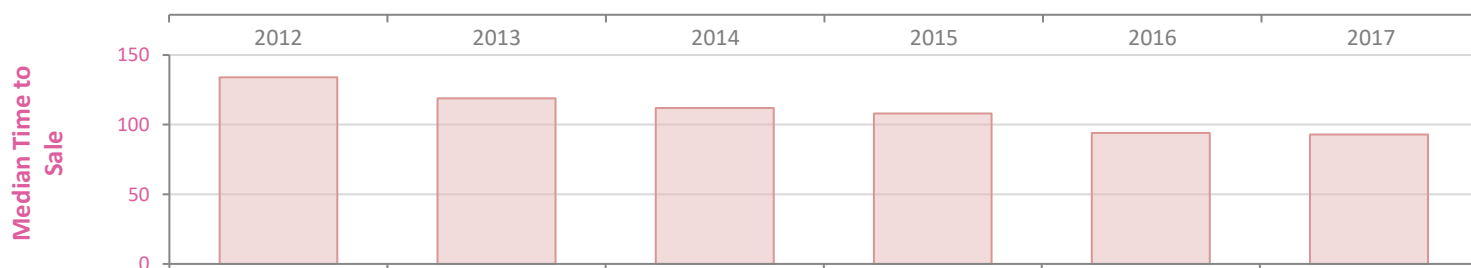


## Median Time to Sale

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 year was on the market. That is, 50% of homes selling this year 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
2017	93 Days	-1.1%
2016	94 Days	-13.0%
2015	108 Days	-3.6%
2014	112 Days	-5.9%
2013	119 Days	-11.2%
2012	134 Days	-17.3%



# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

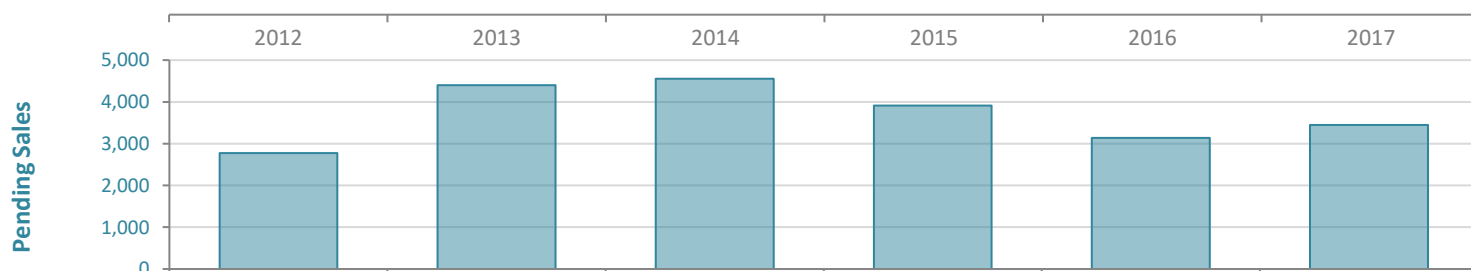


## New Pending Sales

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
2017	3,449	9.8%
2016	3,140	-19.8%
2015	3,913	-14.1%
2014	4,556	3.5%
2013	4,400	58.8%
2012	2,771	32.3%

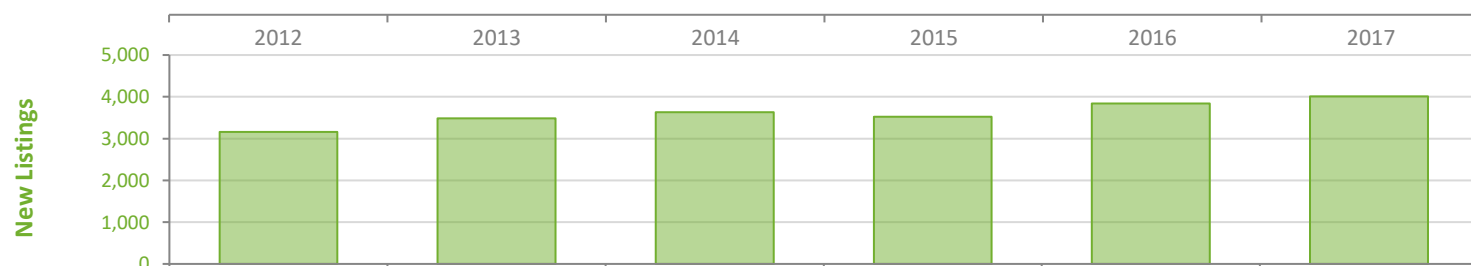


## New Listings

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
2017	4,012	4.4%
2016	3,842	9.0%
2015	3,526	-2.9%
2014	3,631	4.3%
2013	3,482	10.3%
2012	3,156	4.7%



# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

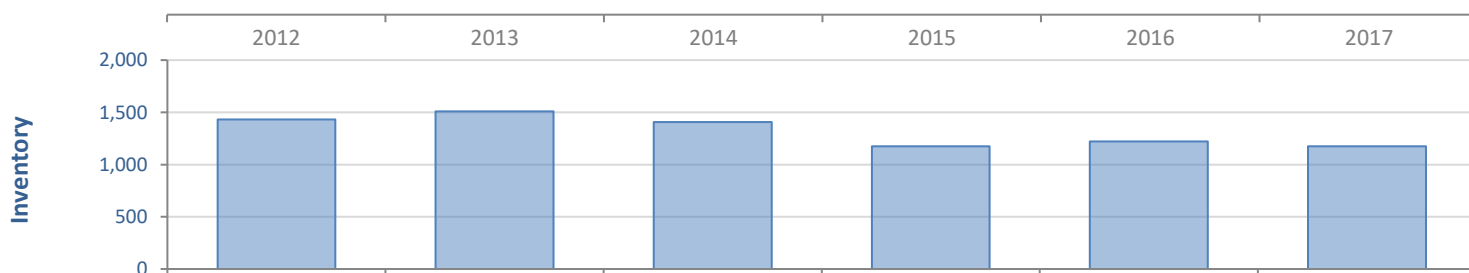


## Inventory (Active Listings)

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
2017	1,176	-3.7%
2016	1,221	3.8%
2015	1,176	-16.5%
2014	1,408	-6.7%
2013	1,509	5.3%
2012	1,433	-32.0%

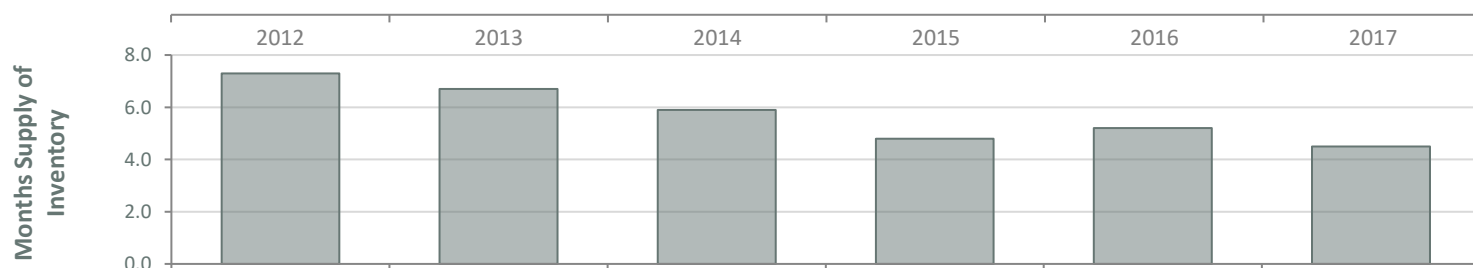


## Months Supply of Inventory (Year-End)

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
2017	4.5	-13.5%
2016	5.2	8.3%
2015	4.8	-18.6%
2014	5.9	-11.9%
2013	6.7	-8.2%
2012	7.3	-39.2%





# Yearly Market Detail - 2017

## Single Family Homes

### Indian River County

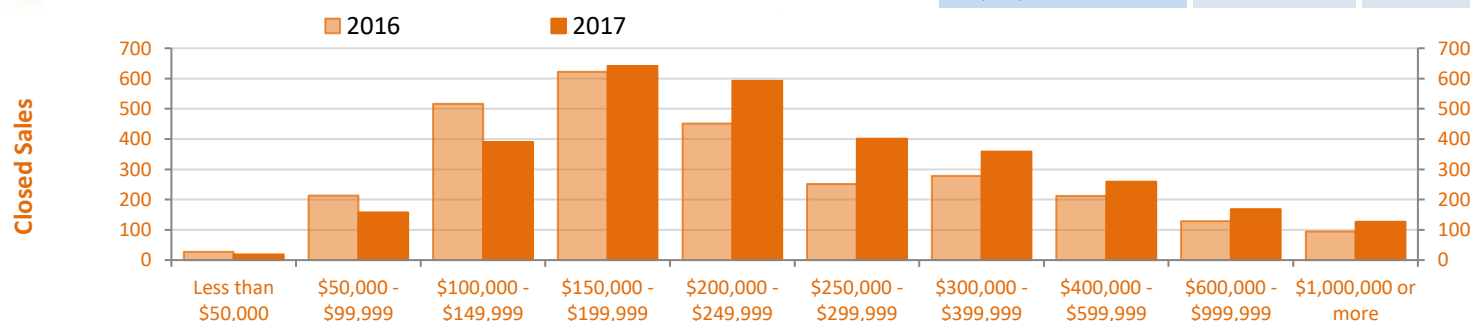


## Closed Sales by Sale Price

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	19	-29.6%
\$50,000 - \$99,999	157	-26.3%
\$100,000 - \$149,999	390	-24.4%
\$150,000 - \$199,999	641	3.1%
\$200,000 - \$249,999	592	31.3%
\$250,000 - \$299,999	401	59.8%
\$300,000 - \$399,999	358	28.8%
\$400,000 - \$599,999	259	22.2%
\$600,000 - \$999,999	168	30.2%
\$1,000,000 or more	126	32.6%

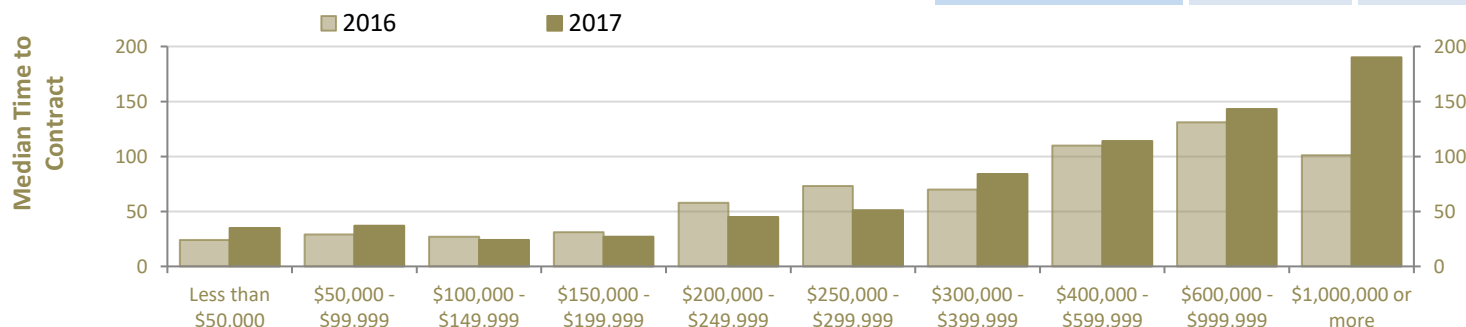


## Median Time to Contract by Sale Price

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	35 Days	45.8%
\$50,000 - \$99,999	37 Days	27.6%
\$100,000 - \$149,999	24 Days	-11.1%
\$150,000 - \$199,999	27 Days	-12.9%
\$200,000 - \$249,999	45 Days	-22.4%
\$250,000 - \$299,999	51 Days	-30.1%
\$300,000 - \$399,999	84 Days	20.0%
\$400,000 - \$599,999	114 Days	3.6%
\$600,000 - \$999,999	143 Days	9.2%
\$1,000,000 or more	190 Days	88.1%





## 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	19	-40.6%
\$50,000 - \$99,999	119	-44.7%
\$100,000 - \$149,999	430	-22.7%
\$150,000 - \$199,999	737	-3.7%
\$200,000 - \$249,999	775	31.1%
\$250,000 - \$299,999	547	38.5%
\$300,000 - \$399,999	486	14.4%
\$400,000 - \$599,999	368	-4.7%
\$600,000 - \$999,999	309	28.8%
\$1,000,000 or more	222	-6.3%

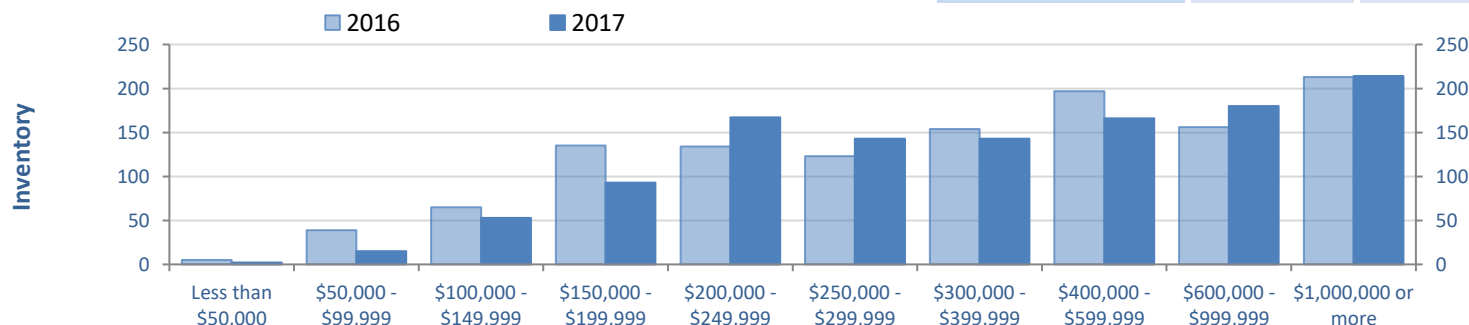


## Inventory by Current Listing Price

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.

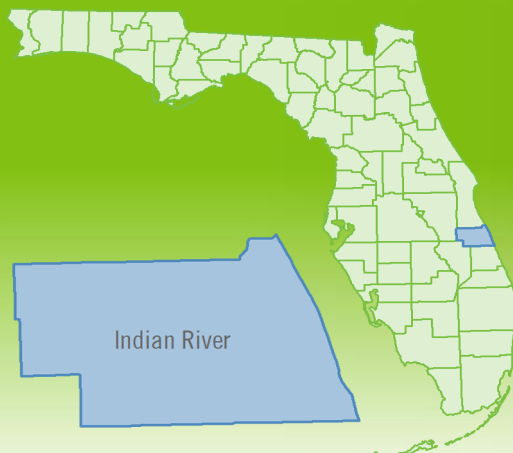
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-60.0%
\$50,000 - \$99,999	15	-61.5%
\$100,000 - \$149,999	53	-18.5%
\$150,000 - \$199,999	93	-31.1%
\$200,000 - \$249,999	167	24.6%
\$250,000 - \$299,999	143	16.3%
\$300,000 - \$399,999	143	-7.1%
\$400,000 - \$599,999	166	-15.7%
\$600,000 - \$999,999	180	15.4%
\$1,000,000 or more	214	0.5%



# Yearly Distressed Market - 2017

## Single Family Homes

### Indian River County



		2017	2016	Percent Change Year-over-Year
Traditional	Closed Sales	2,974	2,565	15.9%
	Median Sale Price	\$230,000	\$210,000	9.5%
Foreclosure/REO	Closed Sales	117	194	-39.7%
	Median Sale Price	\$124,000	\$128,000	-3.1%
Short Sale	Closed Sales	20	35	-42.9%
	Median Sale Price	\$154,000	\$127,500	20.8%

