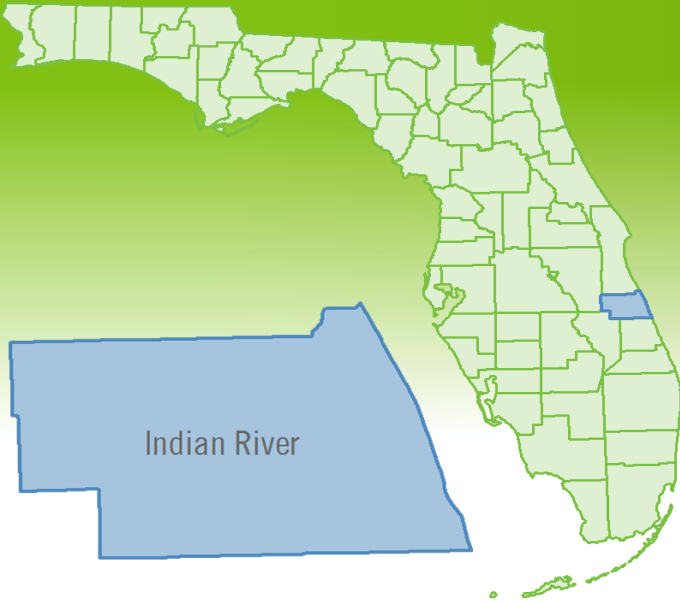


# Monthly Market Detail - July 2018

## Single Family Homes

### Indian River County



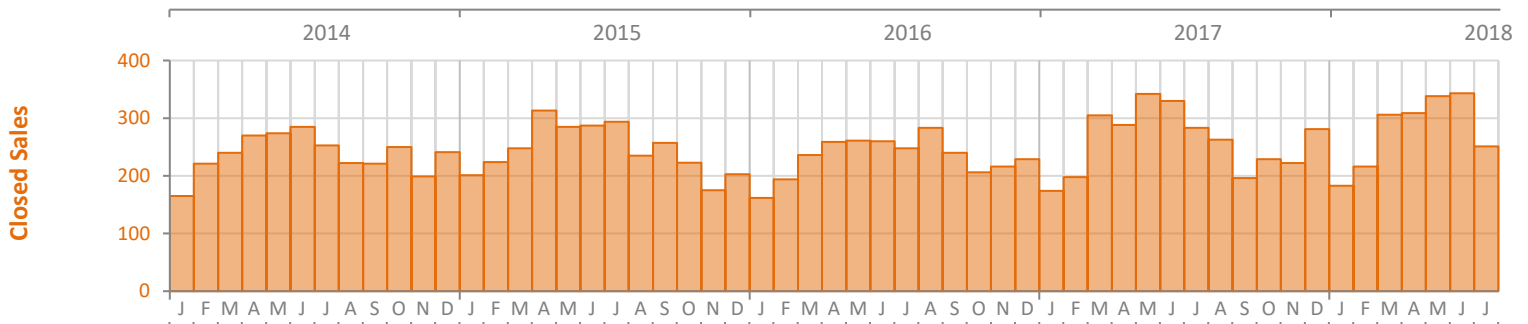
Summary Statistics	July 2018	July 2017	Percent Change Year-over-Year
Closed Sales	251	283	-11.3%
Paid in Cash	97	104	-6.7%
Median Sale Price	\$230,204	\$231,263	-0.5%
Average Sale Price	\$335,530	\$395,308	-15.1%
Dollar Volume	\$84.2 Million	\$111.9 Million	-24.7%
Median Percent of Original List Price Received	94.9%	96.3%	-1.5%
Median Time to Contract	50 Days	47 Days	6.4%
Median Time to Sale	92 Days	91 Days	1.1%
New Pending Sales	286	289	-1.0%
New Listings	333	306	8.8%
Pending Inventory	473	480	-1.5%
Inventory (Active Listings)	1,290	1,247	3.4%
Months Supply of Inventory	4.9	4.8	2.1%

## 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>Year-to-Date</b>	<b>1,946</b>	<b>1.4%</b>
<b>July 2018</b>	<b>251</b>	<b>-11.3%</b>
June 2018	343	3.9%
May 2018	338	-1.2%
April 2018	309	7.3%
March 2018	306	0.3%
February 2018	216	9.1%
January 2018	183	5.2%
December 2017	281	22.7%
November 2017	222	2.8%
October 2017	229	11.2%
September 2017	196	-18.3%
August 2017	263	-7.1%
July 2017	283	14.1%

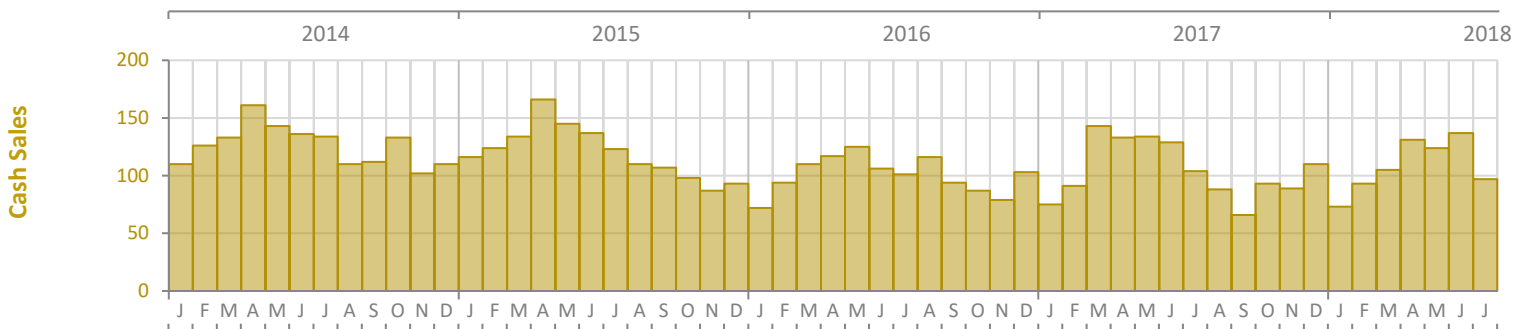


## Cash Sales

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>Year-to-Date</b>	<b>760</b>	<b>-6.1%</b>
<b>July 2018</b>	<b>97</b>	<b>-6.7%</b>
June 2018	137	6.2%
May 2018	124	-7.5%
April 2018	131	-1.5%
March 2018	105	-26.6%
February 2018	93	2.2%
January 2018	73	-2.7%
December 2017	110	6.8%
November 2017	89	12.7%
October 2017	93	6.9%
September 2017	66	-29.8%
August 2017	88	-24.1%
July 2017	104	3.0%

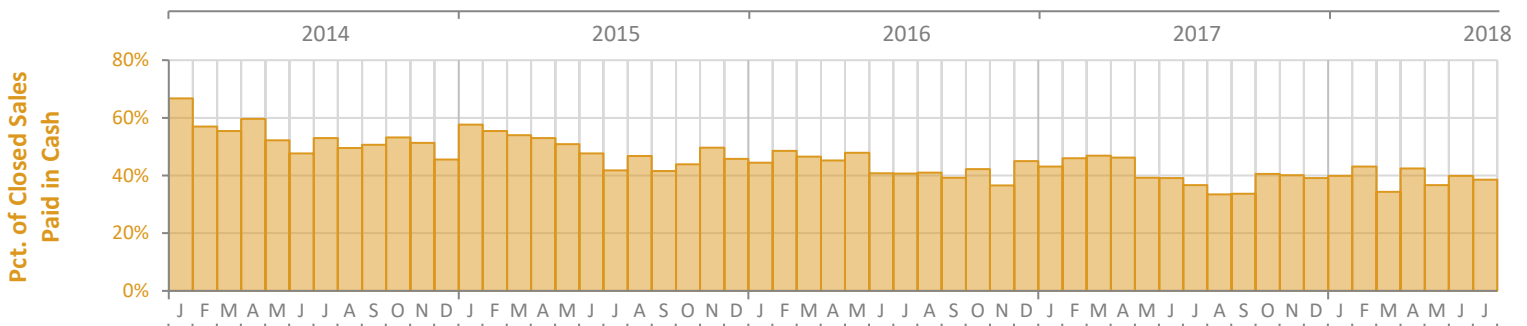


## Cash Sales as a Percentage of Closed Sales

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>Year-to-Date</b>	<b>39.1%</b>	<b>-7.1%</b>
<b>July 2018</b>	<b>38.6%</b>	<b>5.2%</b>
June 2018	39.9%	2.0%
May 2018	36.7%	-6.4%
April 2018	42.4%	-8.2%
March 2018	34.3%	-26.9%
February 2018	43.1%	-6.3%
January 2018	39.9%	-7.4%
December 2017	39.1%	-13.1%
November 2017	40.1%	9.6%
October 2017	40.6%	-3.8%
September 2017	33.7%	-14.0%
August 2017	33.5%	-18.3%
July 2017	36.7%	-9.8%

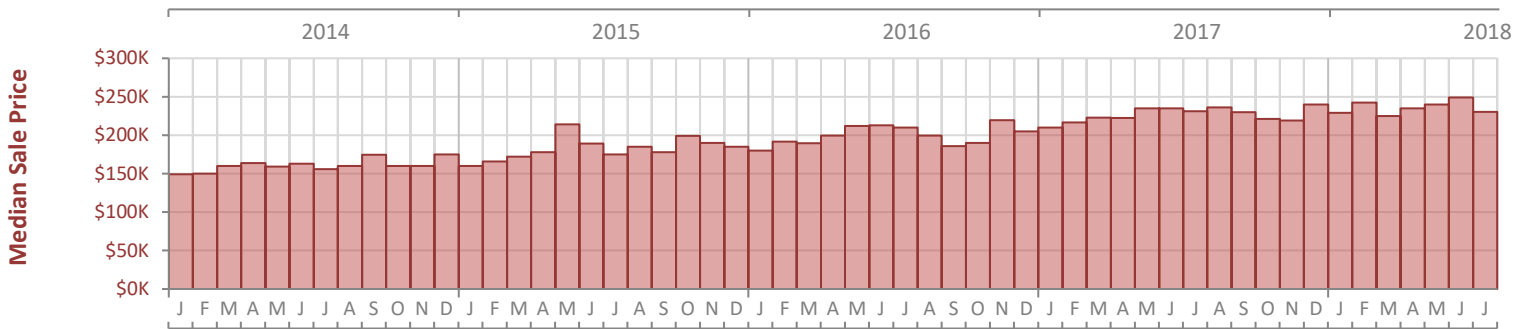


## Median Sale Price

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>Year-to-Date</b>	<b>\$239,000</b>	<b>6.2%</b>
<b>July 2018</b>	<b>\$230,204</b>	<b>-0.5%</b>
June 2018	\$249,000	6.0%
May 2018	\$239,768	2.1%
April 2018	\$235,000	5.6%
March 2018	\$225,000	0.9%
February 2018	\$242,450	12.0%
January 2018	\$229,000	9.0%
December 2017	\$240,000	17.1%
November 2017	\$218,950	-0.2%
October 2017	\$221,170	16.4%
September 2017	\$229,950	23.7%
August 2017	\$236,000	18.2%
July 2017	\$231,263	10.1%

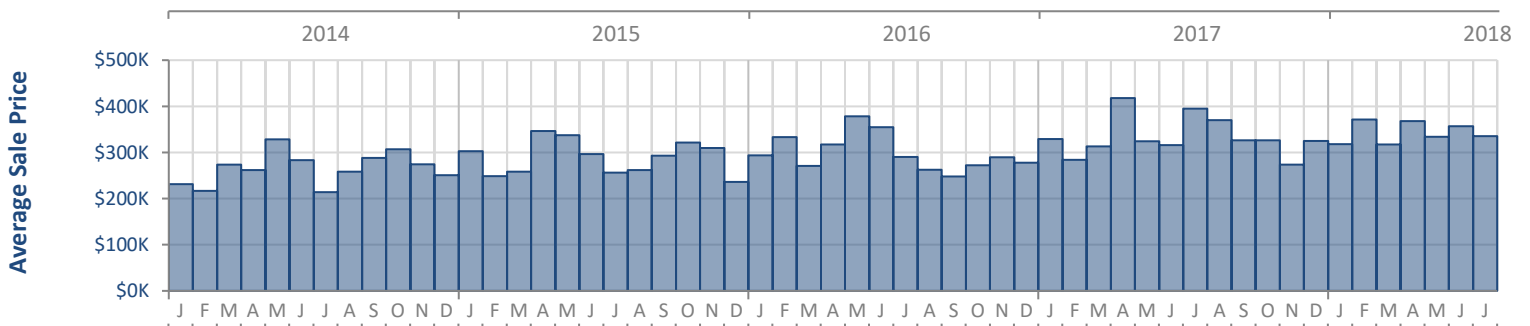


## Average Sale Price

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>Year-to-Date</b>	<b>\$343,588</b>	<b>0.5%</b>
<b>July 2018</b>	<b>\$335,530</b>	<b>-15.1%</b>
June 2018	\$356,663	12.8%
May 2018	\$333,745	2.9%
April 2018	\$367,984	-11.9%
March 2018	\$317,196	1.3%
February 2018	\$371,669	30.8%
January 2018	\$318,106	-3.4%
December 2017	\$324,810	17.0%
November 2017	\$273,937	-5.4%
October 2017	\$326,449	19.8%
September 2017	\$326,359	31.7%
August 2017	\$369,844	40.7%
July 2017	\$395,308	36.1%

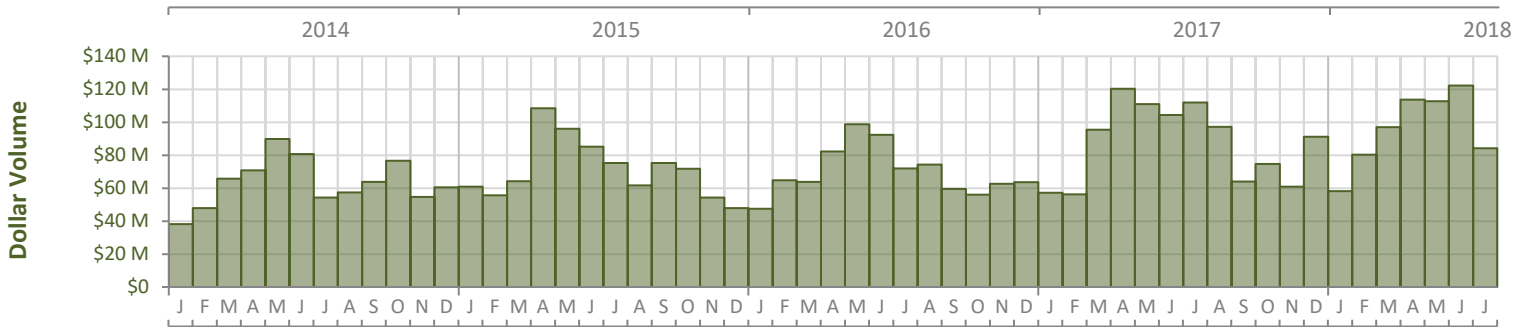


## Dollar Volume

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>Year-to-Date</b>	<b>\$668.6 Million</b>	<b>1.8%</b>
<b>July 2018</b>	<b>\$84.2 Million</b>	<b>-24.7%</b>
June 2018	\$122.3 Million	17.2%
May 2018	\$112.8 Million	1.7%
April 2018	\$113.7 Million	-5.5%
March 2018	\$97.1 Million	1.6%
February 2018	\$80.3 Million	42.6%
January 2018	\$58.2 Million	1.6%
December 2017	\$91.3 Million	43.6%
November 2017	\$60.8 Million	-2.8%
October 2017	\$74.8 Million	33.2%
September 2017	\$64.0 Million	7.6%
August 2017	\$97.3 Million	30.8%
July 2017	\$111.9 Million	55.3%

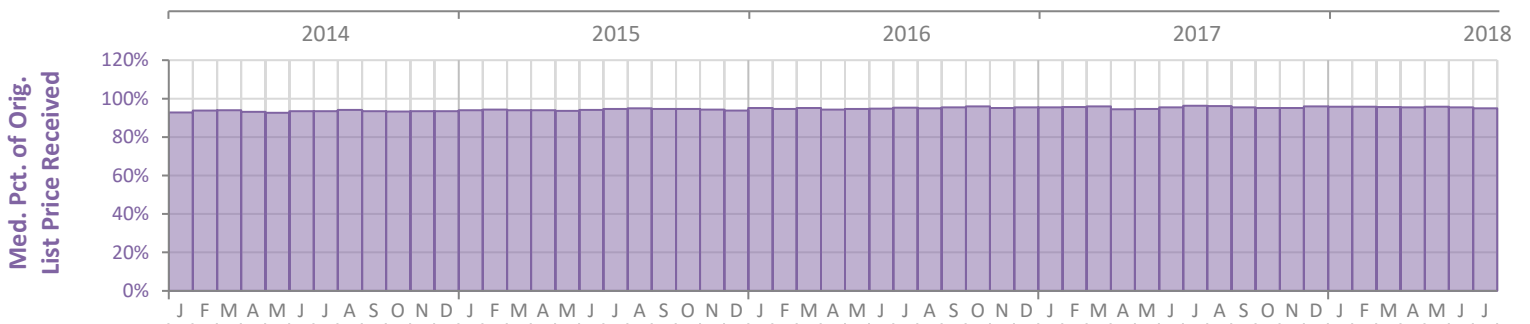


## Median Percent of Original List Price Received

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>Year-to-Date</b>	<b>95.7%</b>	<b>0.3%</b>
<b>July 2018</b>	<b>94.9%</b>	<b>-1.5%</b>
June 2018	95.5%	0.1%
May 2018	95.8%	1.3%
April 2018	95.5%	1.1%
March 2018	95.7%	-0.2%
February 2018	95.8%	0.2%
January 2018	95.8%	0.3%
December 2017	96.0%	0.5%
November 2017	95.2%	0.0%
October 2017	95.2%	-0.8%
September 2017	95.5%	0.0%
August 2017	96.1%	1.2%
July 2017	96.3%	1.0%

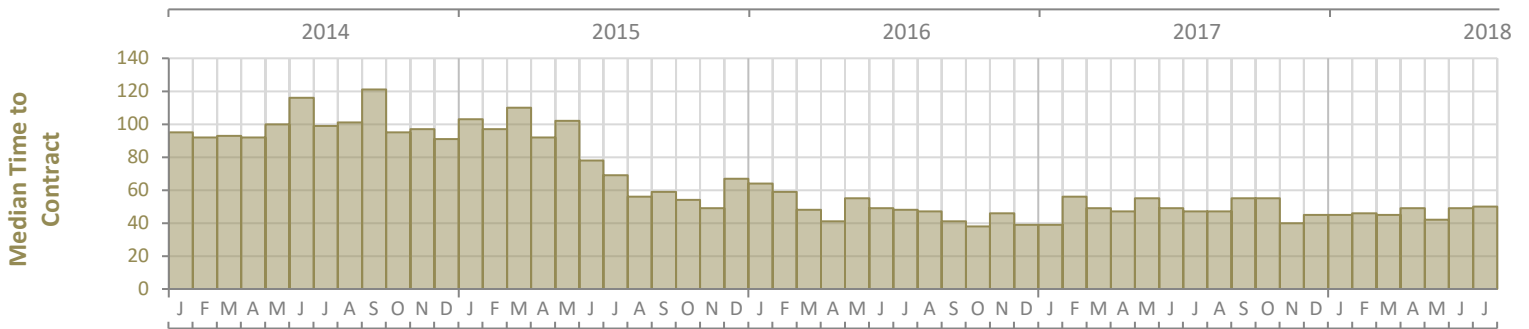


## Median Time to Contract

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>Year-to-Date</b>	<b>46 Days</b>	<b>-4.2%</b>
<b>July 2018</b>	<b>50 Days</b>	<b>6.4%</b>
June 2018	49 Days	0.0%
May 2018	42 Days	-23.6%
April 2018	49 Days	4.3%
March 2018	45 Days	-8.2%
February 2018	46 Days	-17.9%
January 2018	45 Days	15.4%
December 2017	45 Days	15.4%
November 2017	40 Days	-13.0%
October 2017	55 Days	44.7%
September 2017	55 Days	34.1%
August 2017	47 Days	0.0%
July 2017	47 Days	-2.1%

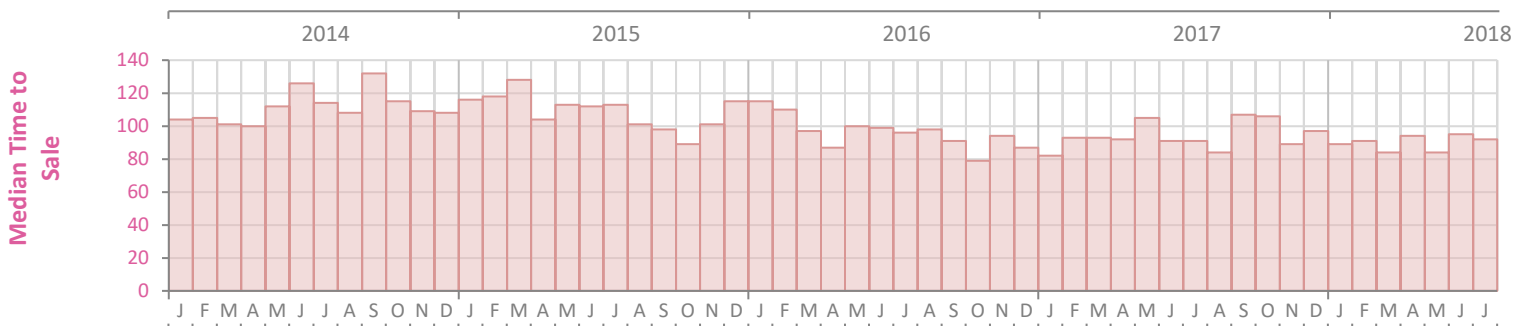


## Median Time to Sale

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>Year-to-Date</b>	<b>90 Days</b>	<b>-2.2%</b>
<b>July 2018</b>	<b>92 Days</b>	<b>1.1%</b>
June 2018	95 Days	4.4%
May 2018	84 Days	-20.0%
April 2018	94 Days	2.2%
March 2018	84 Days	-9.7%
February 2018	91 Days	-2.2%
January 2018	89 Days	8.5%
December 2017	97 Days	11.5%
November 2017	89 Days	-5.3%
October 2017	106 Days	34.2%
September 2017	107 Days	17.6%
August 2017	84 Days	-14.3%
July 2017	91 Days	-5.2%



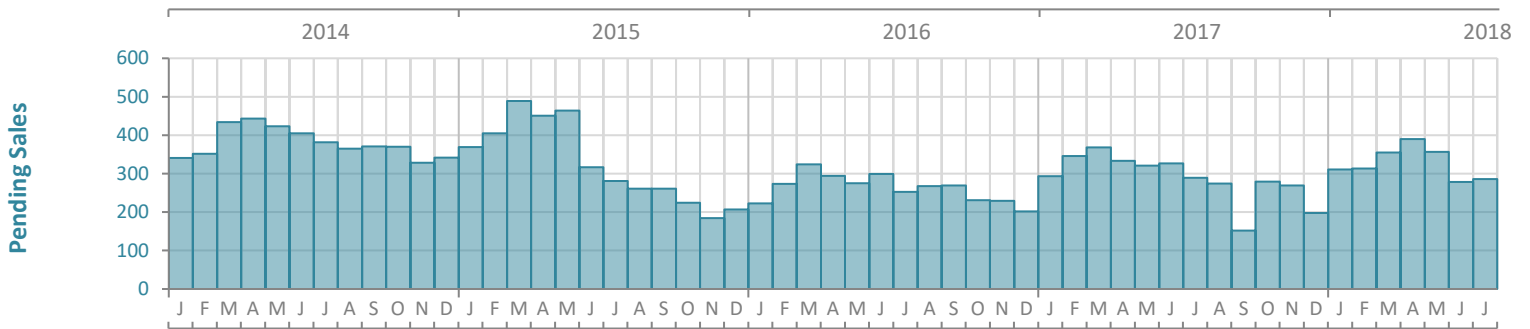


## New Pending Sales

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
<b>Year-to-Date</b>	<b>2,290</b>	<b>0.6%</b>
<b>July 2018</b>	<b>286</b>	<b>-1.0%</b>
June 2018	278	-15.0%
May 2018	357	11.2%
April 2018	390	17.1%
March 2018	355	-3.5%
February 2018	313	-9.5%
January 2018	311	6.1%
December 2017	198	-2.0%
November 2017	269	17.5%
October 2017	279	20.8%
September 2017	152	-43.5%
August 2017	274	2.2%
July 2017	289	14.2%

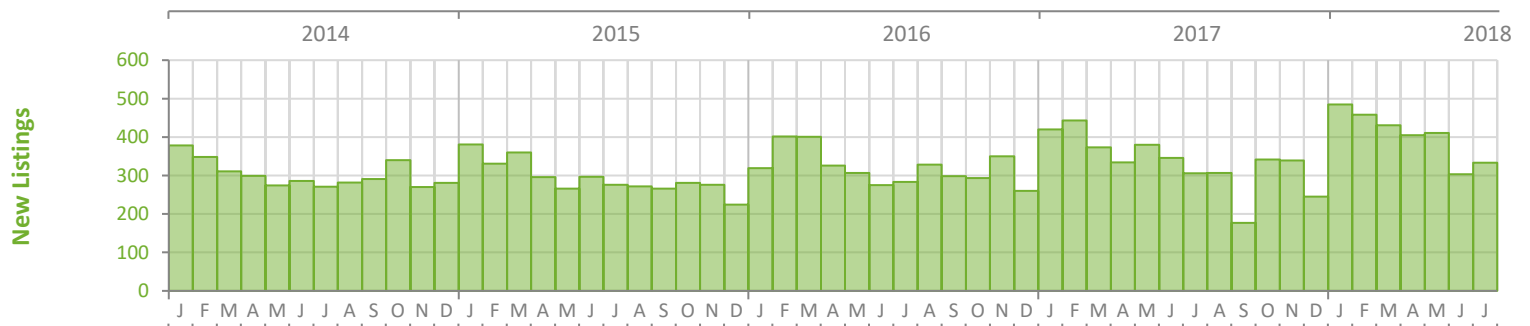


## New Listings

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>Year-to-Date</b>	<b>2,826</b>	<b>8.6%</b>
<b>July 2018</b>	<b>333</b>	<b>8.8%</b>
June 2018	303	-12.4%
May 2018	411	8.2%
April 2018	405	21.3%
March 2018	431	15.5%
February 2018	458	3.4%
January 2018	485	15.5%
December 2017	245	-5.8%
November 2017	339	-3.1%
October 2017	342	16.7%
September 2017	177	-40.6%
August 2017	307	-6.4%
July 2017	306	8.1%

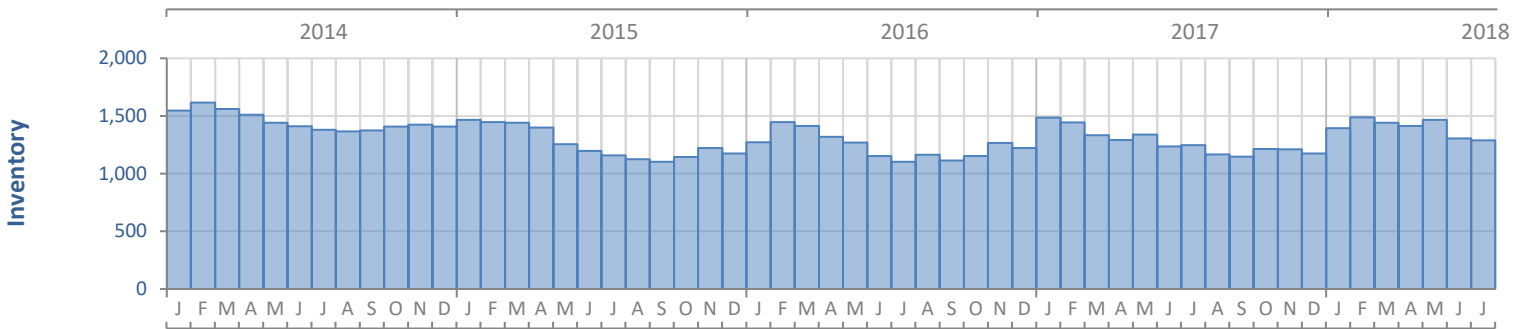


## Inventory (Active Listings)

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>YTD (Monthly Avg)</b>	<b>1,400</b>	<b>4.5%</b>
<b>July 2018</b>	<b>1,290</b>	<b>3.4%</b>
June 2018	1,306	5.6%
May 2018	1,467	9.6%
April 2018	1,414	9.4%
March 2018	1,440	8.0%
February 2018	1,489	3.1%
January 2018	1,393	-6.3%
December 2017	1,176	-3.7%
November 2017	1,212	-4.3%
October 2017	1,214	5.2%
September 2017	1,148	3.1%
August 2017	1,166	0.2%
July 2017	1,247	13.0%

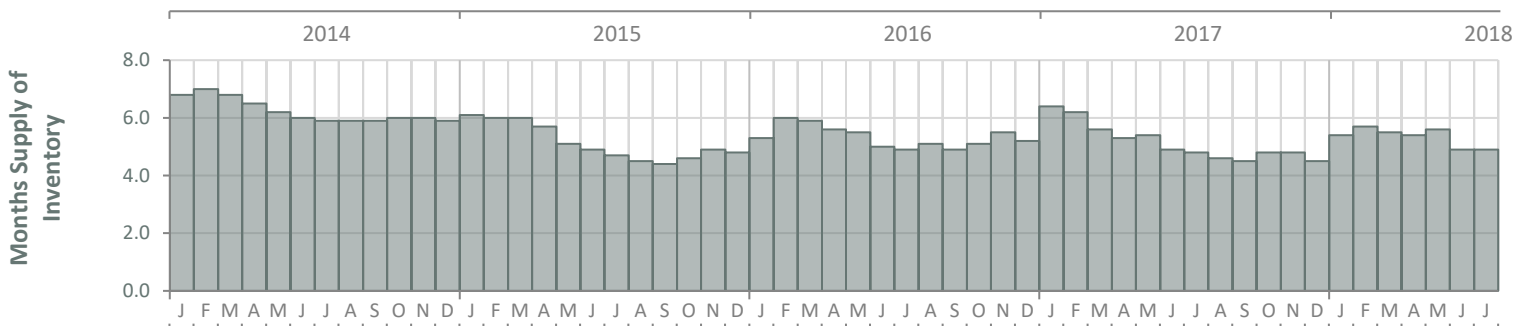


## Months Supply of Inventory

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>YTD (Monthly Avg)</b>	<b>5.3</b>	<b>-3.6%</b>
<b>July 2018</b>	<b>4.9</b>	<b>2.1%</b>
June 2018	4.9	0.0%
May 2018	5.6	3.7%
April 2018	5.4	1.9%
March 2018	5.5	-1.8%
February 2018	5.7	-8.1%
January 2018	5.4	-15.6%
December 2017	4.5	-13.5%
November 2017	4.8	-12.7%
October 2017	4.8	-5.9%
September 2017	4.5	-8.2%
August 2017	4.6	-9.8%
July 2017	4.8	-2.0%

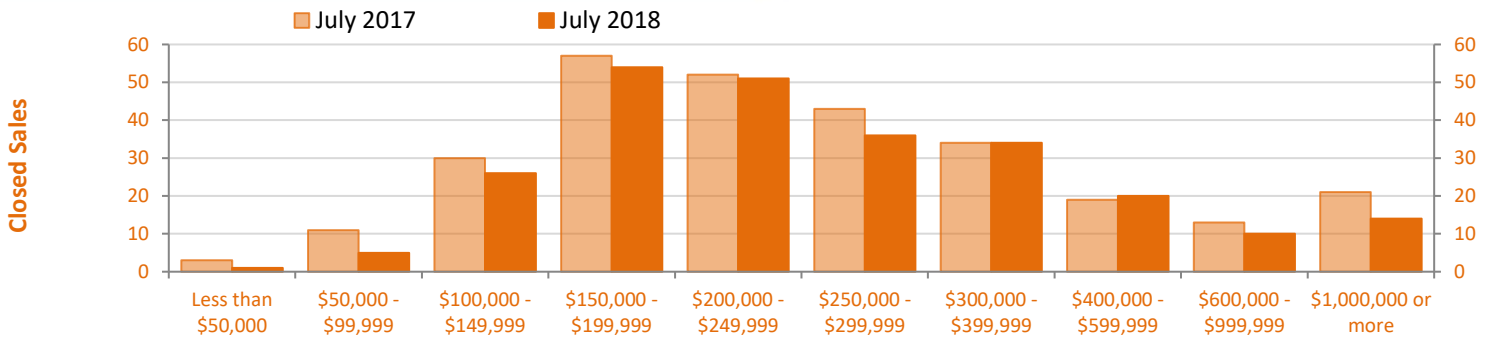


## Closed Sales by Sale Price

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	1	-66.7%
\$50,000 - \$99,999	5	-54.5%
\$100,000 - \$149,999	26	-13.3%
\$150,000 - \$199,999	54	-5.3%
\$200,000 - \$249,999	51	-1.9%
\$250,000 - \$299,999	36	-16.3%
\$300,000 - \$399,999	34	0.0%
\$400,000 - \$599,999	20	5.3%
\$600,000 - \$999,999	10	-23.1%
\$1,000,000 or more	14	-33.3%

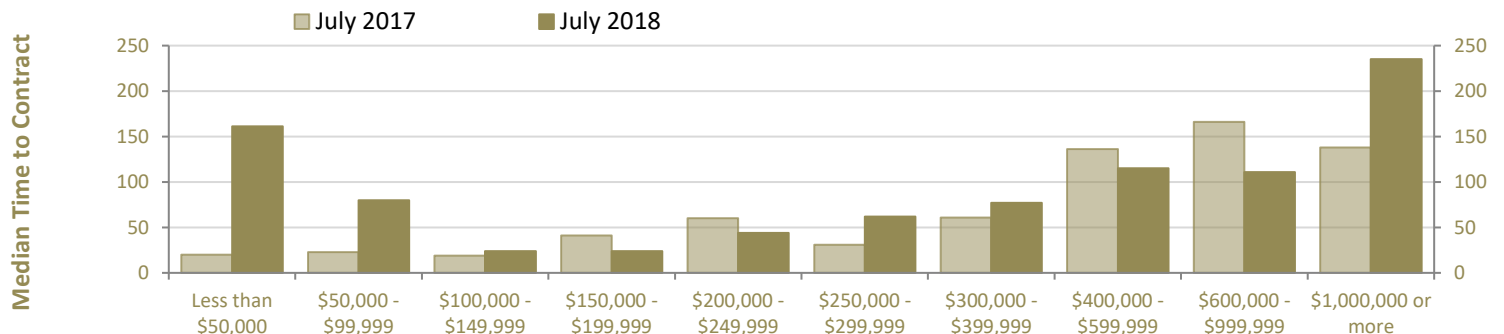


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	161 Days	705.0%
\$50,000 - \$99,999	80 Days	247.8%
\$100,000 - \$149,999	24 Days	26.3%
\$150,000 - \$199,999	24 Days	-41.5%
\$200,000 - \$249,999	44 Days	-26.7%
\$250,000 - \$299,999	62 Days	100.0%
\$300,000 - \$399,999	77 Days	26.2%
\$400,000 - \$599,999	115 Days	-15.4%
\$600,000 - \$999,999	111 Days	-33.1%
\$1,000,000 or more	235 Days	70.3%



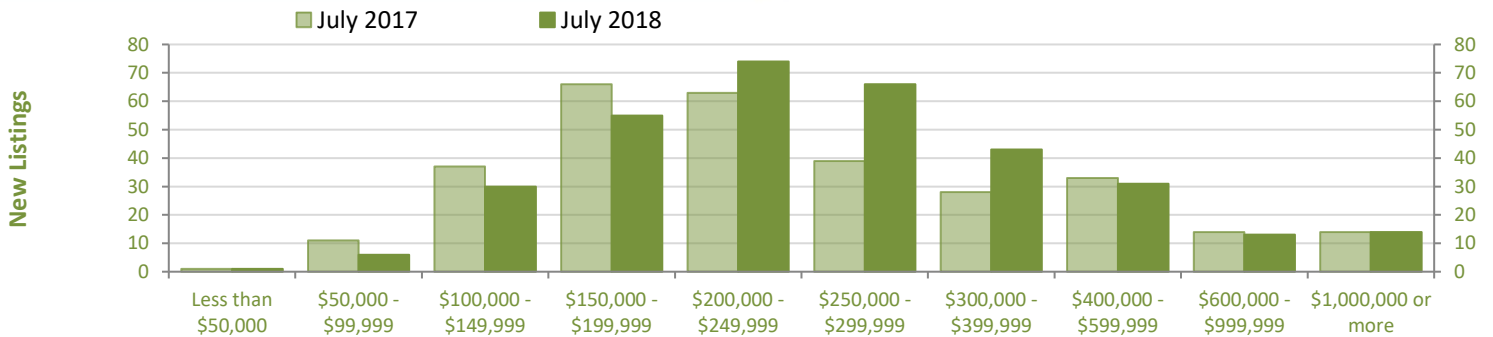


## New Listings by Initial Listing Price

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	6	-45.5%
\$100,000 - \$149,999	30	-18.9%
\$150,000 - \$199,999	55	-16.7%
\$200,000 - \$249,999	74	17.5%
\$250,000 - \$299,999	66	69.2%
\$300,000 - \$399,999	43	53.6%
\$400,000 - \$599,999	31	-6.1%
\$600,000 - \$999,999	13	-7.1%
\$1,000,000 or more	14	0.0%

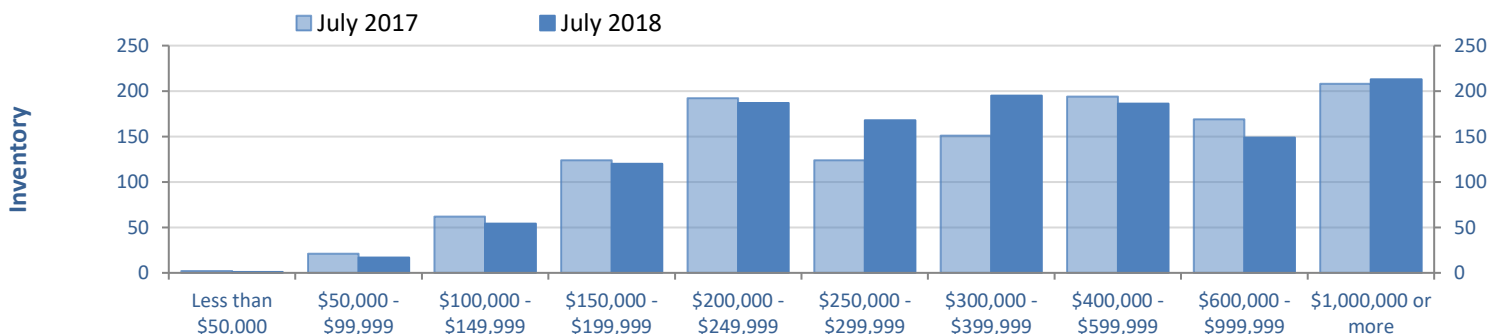


## Inventory by Current Listing Price

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.

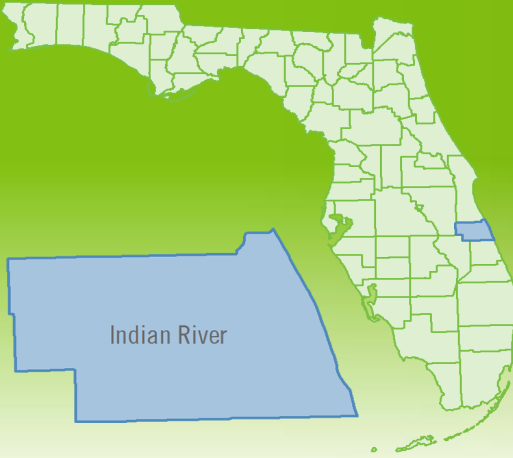
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-50.0%
\$50,000 - \$99,999	17	-19.0%
\$100,000 - \$149,999	54	-12.9%
\$150,000 - \$199,999	120	-3.2%
\$200,000 - \$249,999	187	-2.6%
\$250,000 - \$299,999	168	35.5%
\$300,000 - \$399,999	195	29.1%
\$400,000 - \$599,999	186	-4.1%
\$600,000 - \$999,999	149	-11.8%
\$1,000,000 or more	213	2.4%



# Monthly Distressed Market - July 2018

## Single Family Homes

### Indian River County



		July 2018	July 2017	Percent Change Year-over-Year
Traditional	Closed Sales	245	274	-10.6%
	Median Sale Price	\$239,000	\$234,900	1.7%
Foreclosure/REO	Closed Sales	6	8	-25.0%
	Median Sale Price	\$163,200	\$124,013	31.6%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$180,000	N/A

