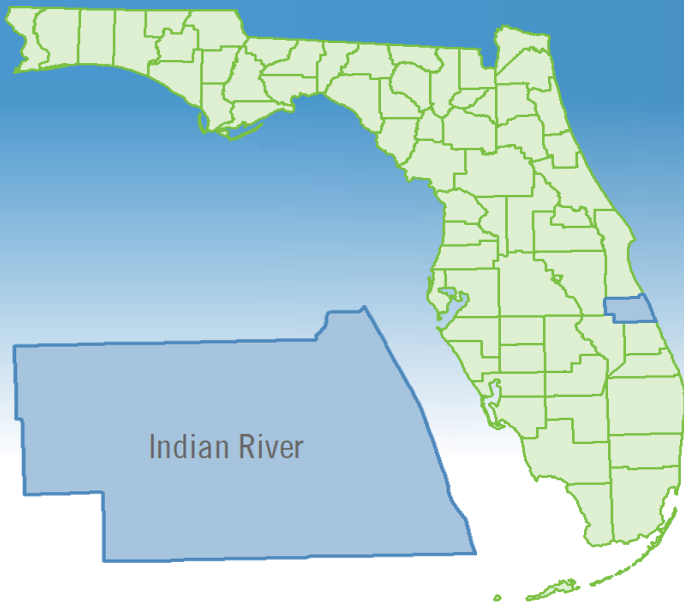


# Monthly Market Detail - April 2019

## Townhouses and Condos

### Indian River County



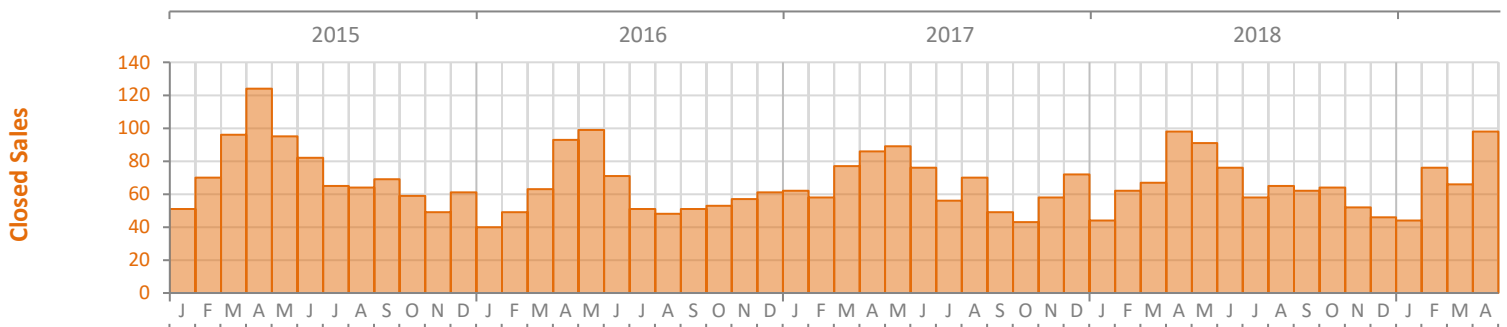
Summary Statistics	April 2019	April 2018	Percent Change Year-over-Year
Closed Sales	98	98	0.0%
Paid in Cash	68	75	-9.3%
Median Sale Price	\$184,250	\$172,000	7.1%
Average Sale Price	\$346,117	\$375,618	-7.9%
Dollar Volume	\$33.9 Million	\$36.8 Million	-7.9%
Median Percent of Original List Price Received	93.6%	95.7%	-2.2%
Median Time to Contract	40 Days	37 Days	8.1%
Median Time to Sale	88 Days	79 Days	11.4%
New Pending Sales	91	93	-2.2%
New Listings	114	117	-2.6%
Pending Inventory	149	135	10.4%
Inventory (Active Listings)	539	423	27.4%
Months Supply of Inventory	8.1	6.5	24.6%

## 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	284	4.8%
<b>April 2019</b>	<b>98</b>	<b>0.0%</b>
March 2019	66	-1.5%
February 2019	76	22.6%
January 2019	44	0.0%
December 2018	46	-36.1%
November 2018	52	-10.3%
October 2018	64	48.8%
September 2018	62	26.5%
August 2018	65	-7.1%
July 2018	58	3.6%
June 2018	76	0.0%
May 2018	91	2.2%
April 2018	98	14.0%

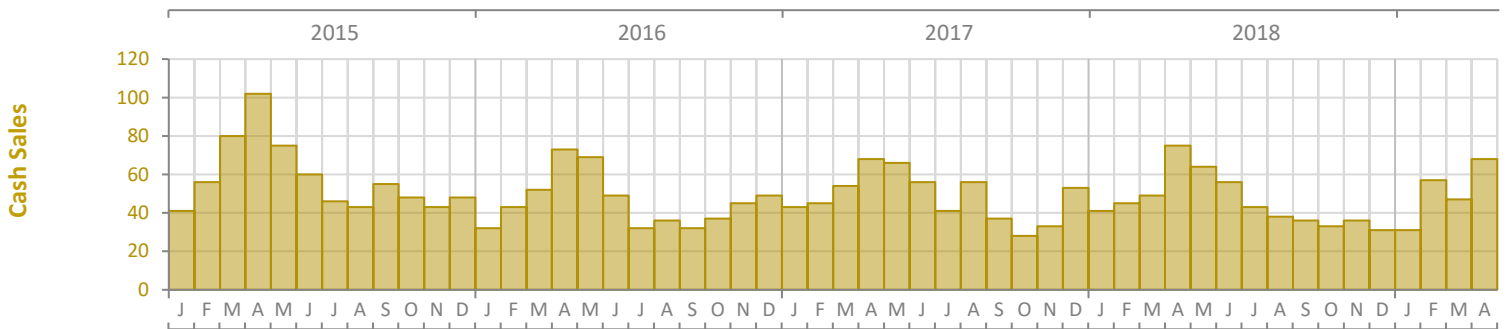


## Cash Sales

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	203	-3.3%
<b>April 2019</b>	<b>68</b>	<b>-9.3%</b>
March 2019	47	-4.1%
February 2019	57	26.7%
January 2019	31	-24.4%
December 2018	31	-41.5%
November 2018	36	9.1%
October 2018	33	17.9%
September 2018	36	-2.7%
August 2018	38	-32.1%
July 2018	43	4.9%
June 2018	56	0.0%
May 2018	64	-3.0%
April 2018	75	10.3%

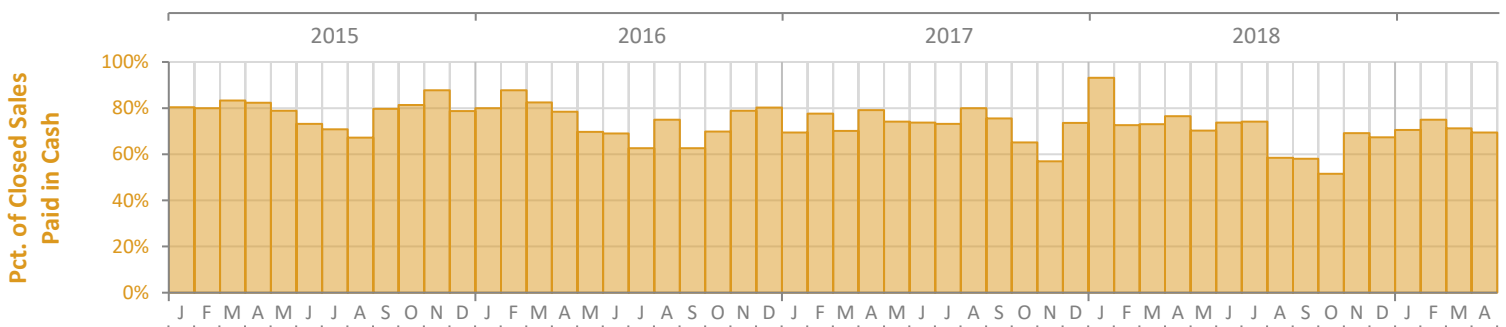


## Cash Sales as a Percentage of Closed Sales

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	71.5%	-7.7%
<b>April 2019</b>	<b>69.4%</b>	<b>-9.3%</b>
March 2019	71.2%	-2.6%
February 2019	75.0%	3.3%
January 2019	70.5%	-24.4%
December 2018	67.4%	-8.4%
November 2018	69.2%	21.6%
October 2018	51.6%	-20.7%
September 2018	58.1%	-23.0%
August 2018	58.5%	-26.9%
July 2018	74.1%	1.2%
June 2018	73.7%	0.0%
May 2018	70.3%	-5.3%
April 2018	76.5%	-3.3%

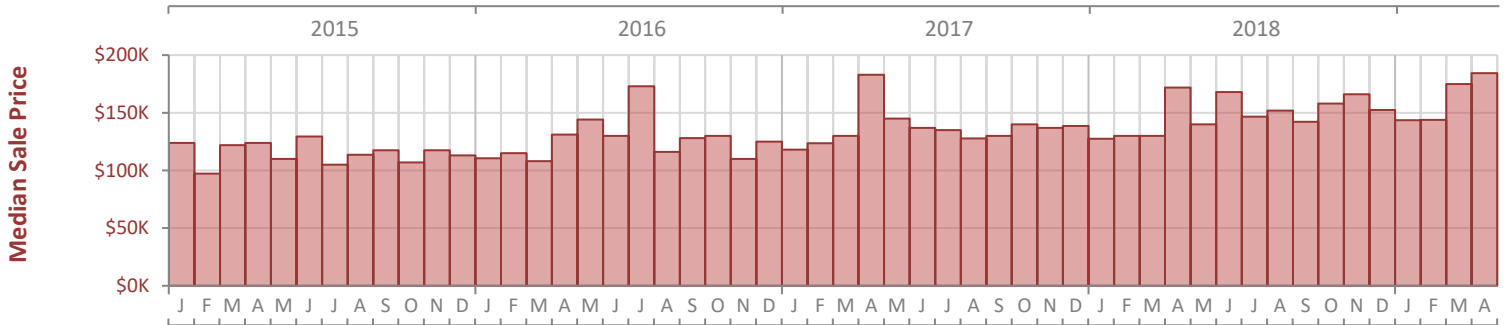


## Median Sale Price

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	\$165,000	17.9%
<b>April 2019</b>	<b>\$184,250</b>	<b>7.1%</b>
March 2019	\$175,000	34.6%
February 2019	\$143,750	10.6%
January 2019	\$143,500	12.5%
December 2018	\$152,500	10.1%
November 2018	\$166,000	21.2%
October 2018	\$158,000	12.9%
September 2018	\$142,250	9.4%
August 2018	\$152,000	19.0%
July 2018	\$146,500	8.5%
June 2018	\$168,000	22.6%
May 2018	\$140,000	-3.4%
April 2018	\$172,000	-5.9%

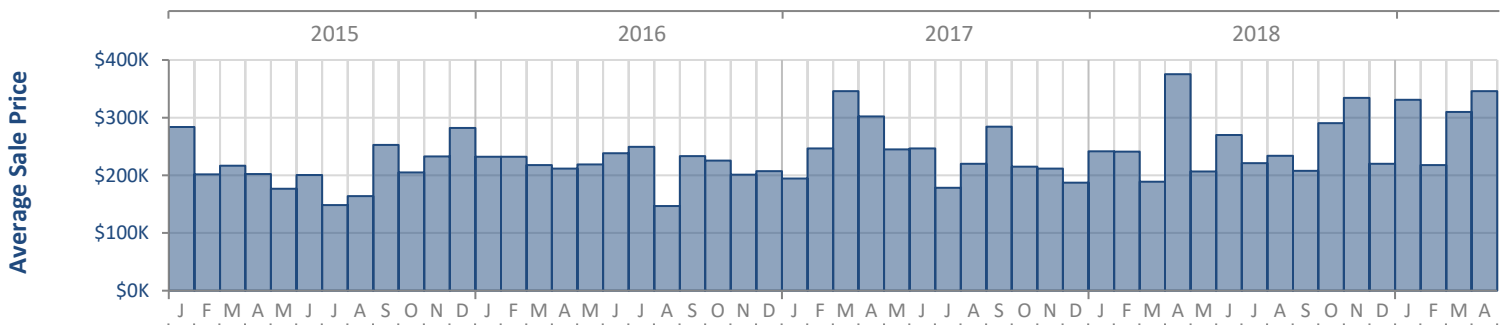


## Average Sale Price

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	\$300,936	8.7%
<b>April 2019</b>	<b>\$346,117</b>	<b>-7.9%</b>
March 2019	\$309,866	64.1%
February 2019	\$217,632	-9.8%
January 2019	\$330,802	36.9%
December 2018	\$220,007	17.5%
November 2018	\$334,248	57.8%
October 2018	\$290,472	35.1%
September 2018	\$208,052	-26.8%
August 2018	\$233,925	6.4%
July 2018	\$220,949	23.7%
June 2018	\$269,971	9.5%
May 2018	\$206,948	-15.5%
April 2018	\$375,618	24.3%



# Monthly Market Detail - April 2019

## Townhouses and Condos

### Indian River County

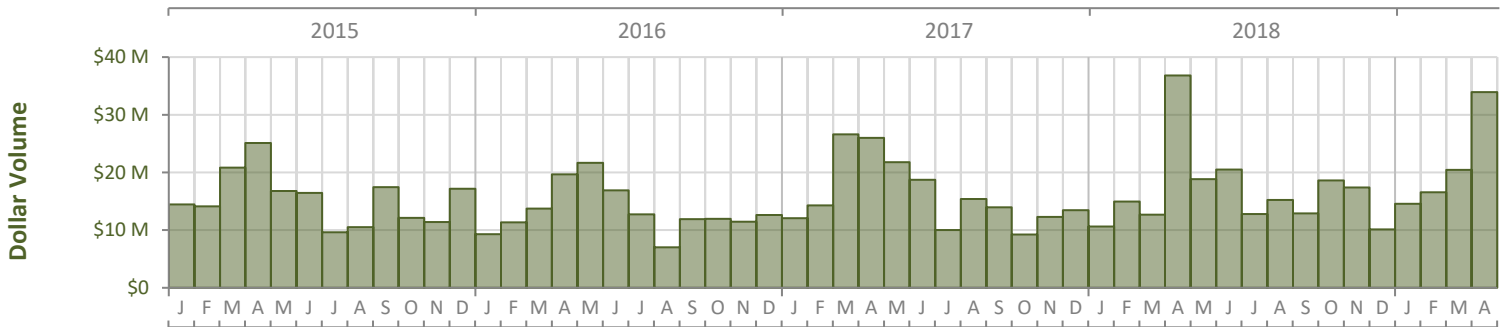


## Dollar Volume

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
Year-to-Date	\$85.5 Million	13.9%
<b>April 2019</b>	<b>\$33.9 Million</b>	<b>-7.9%</b>
March 2019	\$20.5 Million	61.6%
February 2019	\$16.5 Million	10.6%
January 2019	\$14.6 Million	36.9%
December 2018	\$10.1 Million	-24.9%
November 2018	\$17.4 Million	41.5%
October 2018	\$18.6 Million	101.1%
September 2018	\$12.9 Million	-7.4%
August 2018	\$15.2 Million	-1.2%
July 2018	\$12.8 Million	28.1%
June 2018	\$20.5 Million	9.5%
May 2018	\$18.8 Million	-13.6%
April 2018	\$36.8 Million	41.6%

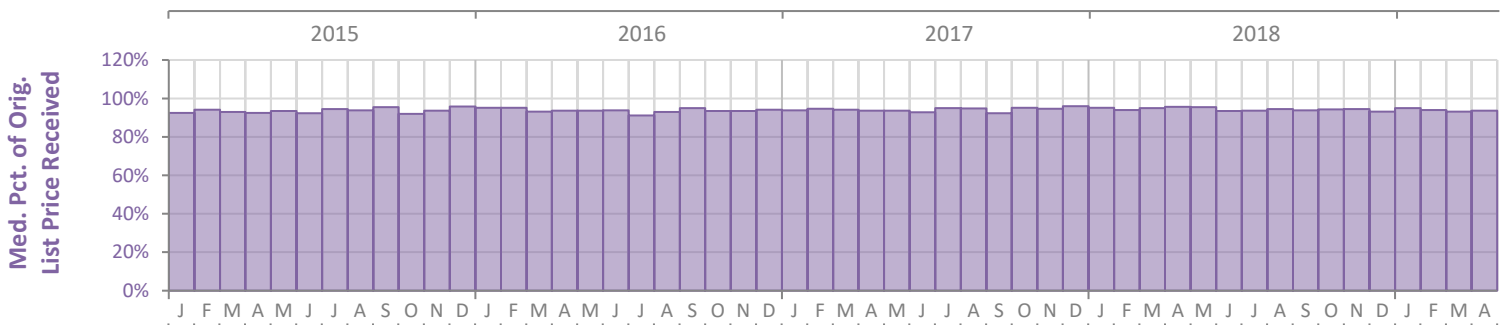


## Median Percent of Original List Price Received

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	93.8%	-1.5%
<b>April 2019</b>	<b>93.6%</b>	<b>-2.2%</b>
March 2019	93.2%	-1.9%
February 2019	93.9%	0.0%
January 2019	94.9%	-0.3%
December 2018	93.1%	-2.9%
November 2018	94.4%	-0.2%
October 2018	94.3%	-0.9%
September 2018	93.8%	1.6%
August 2018	94.5%	-0.3%
July 2018	93.7%	-1.4%
June 2018	93.4%	0.6%
May 2018	95.4%	1.9%
April 2018	95.7%	2.1%

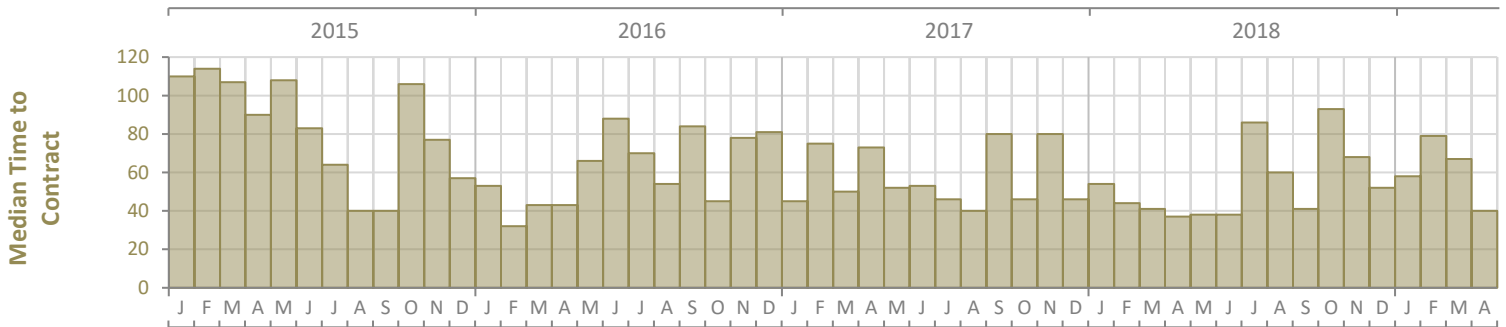


## Median Time to Contract

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	56 Days	33.3%
<b>April 2019</b>	<b>40 Days</b>	<b>8.1%</b>
March 2019	67 Days	63.4%
February 2019	79 Days	79.5%
January 2019	58 Days	7.4%
December 2018	52 Days	13.0%
November 2018	68 Days	-15.0%
October 2018	93 Days	102.2%
September 2018	41 Days	-48.8%
August 2018	60 Days	50.0%
July 2018	86 Days	87.0%
June 2018	38 Days	-28.3%
May 2018	38 Days	-26.9%
April 2018	37 Days	-49.3%

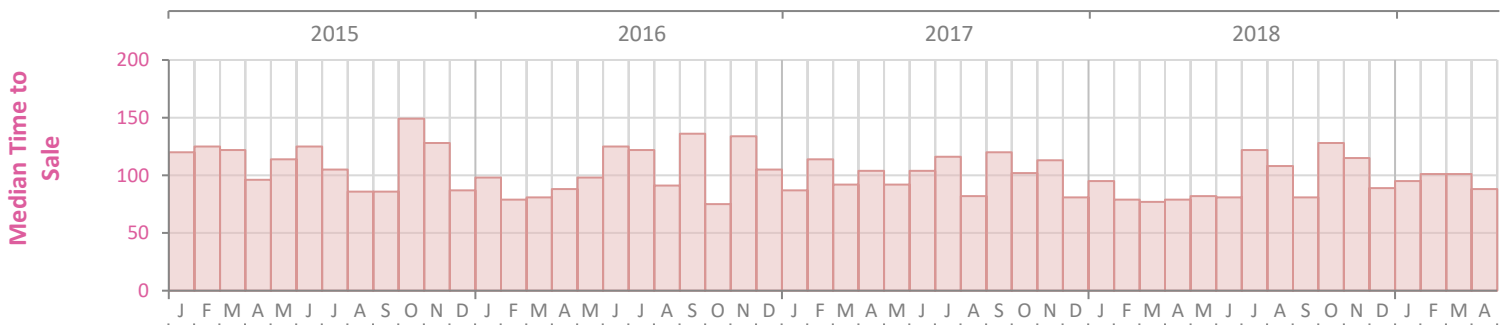


## Median Time to Sale

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	98 Days	22.5%
<b>April 2019</b>	<b>88 Days</b>	<b>11.4%</b>
March 2019	101 Days	31.2%
February 2019	101 Days	27.8%
January 2019	95 Days	0.0%
December 2018	89 Days	9.9%
November 2018	115 Days	1.8%
October 2018	128 Days	25.5%
September 2018	81 Days	-32.5%
August 2018	108 Days	31.7%
July 2018	122 Days	5.2%
June 2018	81 Days	-22.1%
May 2018	82 Days	-10.9%
April 2018	79 Days	-24.0%



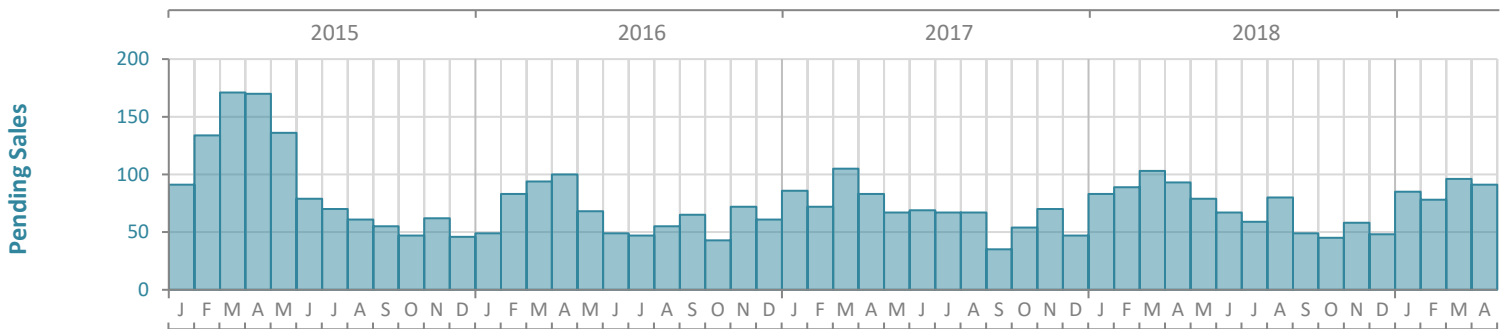


## New Pending Sales

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	350	-4.9%
<b>April 2019</b>	<b>91</b>	<b>-2.2%</b>
March 2019	96	-6.8%
February 2019	78	-12.4%
January 2019	85	2.4%
December 2018	48	2.1%
November 2018	58	-17.1%
October 2018	45	-16.7%
September 2018	49	40.0%
August 2018	80	19.4%
July 2018	59	-11.9%
June 2018	67	-2.9%
May 2018	79	17.9%
April 2018	93	12.0%

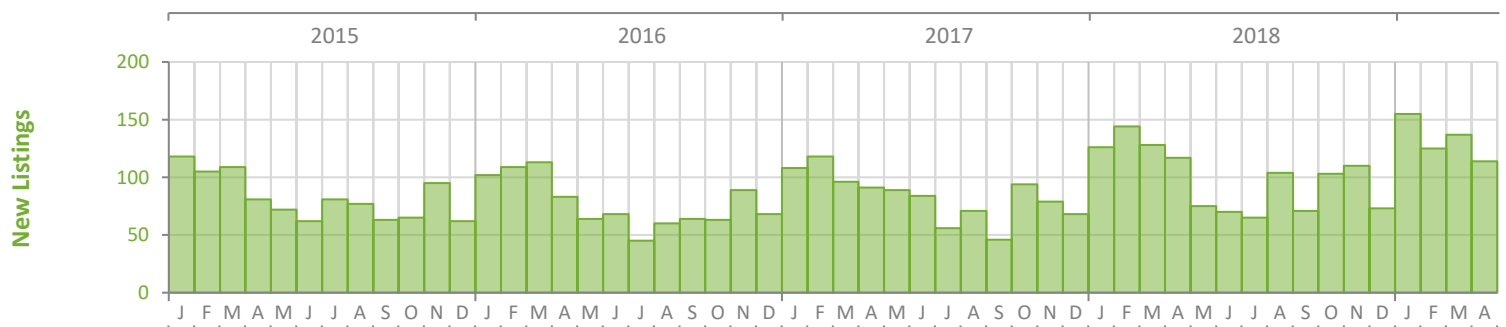


## New Listings

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	531	3.1%
<b>April 2019</b>	<b>114</b>	<b>-2.6%</b>
March 2019	137	7.0%
February 2019	125	-13.2%
January 2019	155	23.0%
December 2018	73	7.4%
November 2018	110	39.2%
October 2018	103	9.6%
September 2018	71	54.3%
August 2018	104	46.5%
July 2018	65	16.1%
June 2018	70	-16.7%
May 2018	75	-15.7%
April 2018	117	28.6%



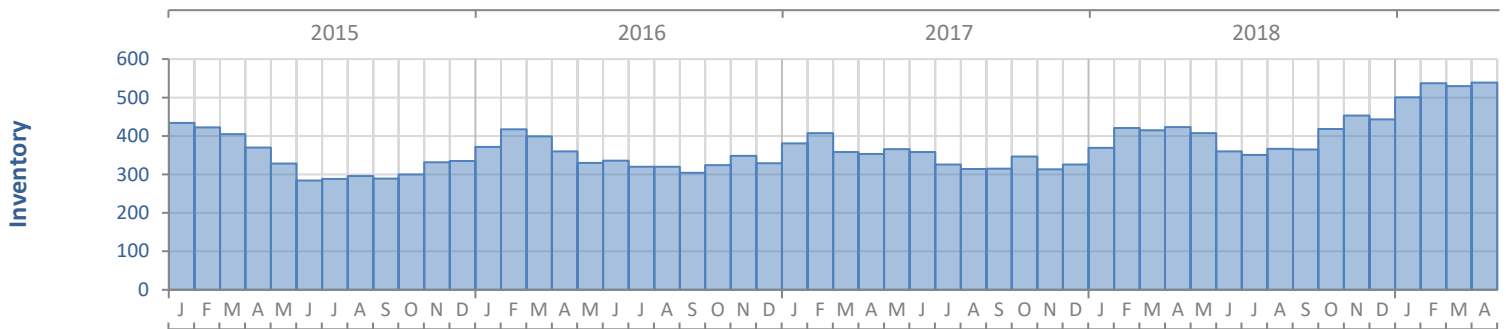


## Inventory (Active Listings)

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)	527	29.5%
<b>April 2019</b>	<b>539</b>	<b>27.4%</b>
March 2019	530	27.7%
February 2019	537	27.6%
January 2019	501	35.8%
December 2018	443	35.9%
November 2018	453	44.7%
October 2018	418	20.5%
September 2018	365	15.9%
August 2018	367	16.9%
July 2018	351	7.7%
June 2018	360	0.6%
May 2018	407	11.2%
April 2018	423	19.8%

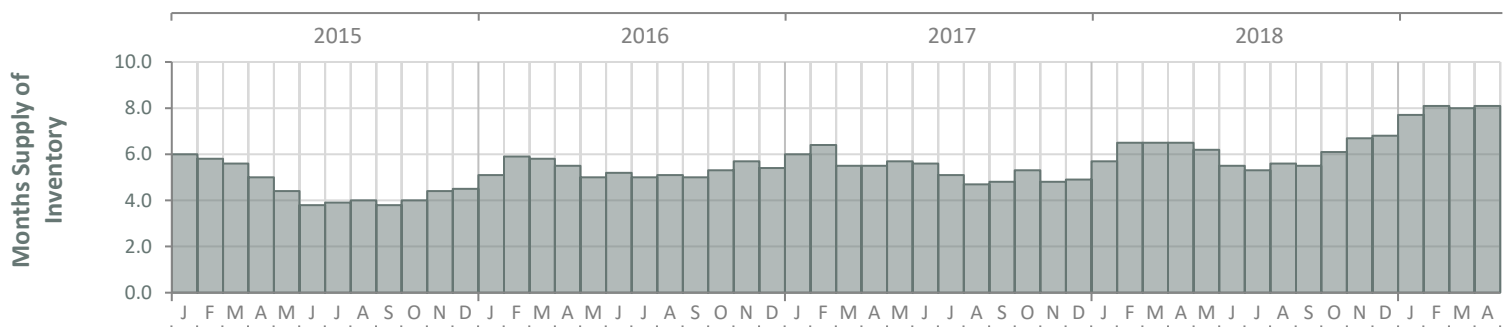


## Months Supply of Inventory

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
YTD (Monthly Avg)	8.0	27.0%
<b>April 2019</b>	<b>8.1</b>	<b>24.6%</b>
March 2019	8.0	23.1%
February 2019	8.1	24.6%
January 2019	7.7	35.1%
December 2018	6.8	38.8%
November 2018	6.7	39.6%
October 2018	6.1	15.1%
September 2018	5.5	14.6%
August 2018	5.6	19.1%
July 2018	5.3	3.9%
June 2018	5.5	-1.8%
May 2018	6.2	8.8%
April 2018	6.5	18.2%

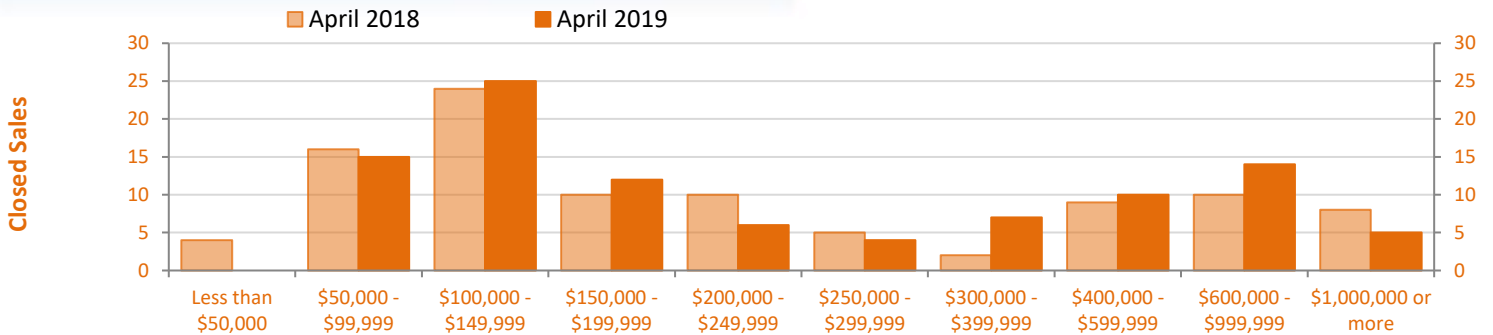


## Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	15	-6.3%
\$100,000 - \$149,999	25	4.2%
\$150,000 - \$199,999	12	20.0%
\$200,000 - \$249,999	6	-40.0%
\$250,000 - \$299,999	4	-20.0%
\$300,000 - \$399,999	7	250.0%
\$400,000 - \$599,999	10	11.1%
\$600,000 - \$999,999	14	40.0%
\$1,000,000 or more	5	-37.5%

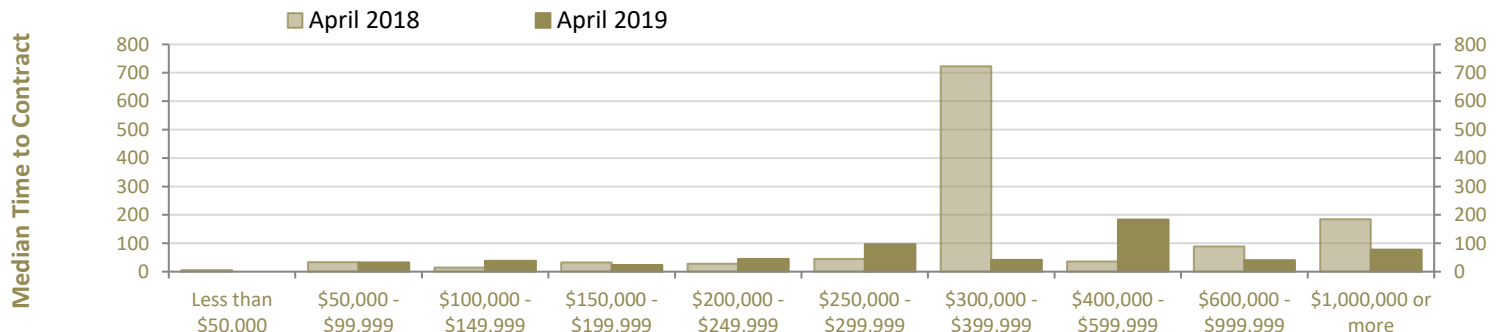


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	33 Days	-2.9%
\$100,000 - \$149,999	38 Days	153.3%
\$150,000 - \$199,999	23 Days	-30.3%
\$200,000 - \$249,999	45 Days	60.7%
\$250,000 - \$299,999	97 Days	115.6%
\$300,000 - \$399,999	41 Days	-94.3%
\$400,000 - \$599,999	183 Days	408.3%
\$600,000 - \$999,999	40 Days	-55.1%
\$1,000,000 or more	77 Days	-58.4%



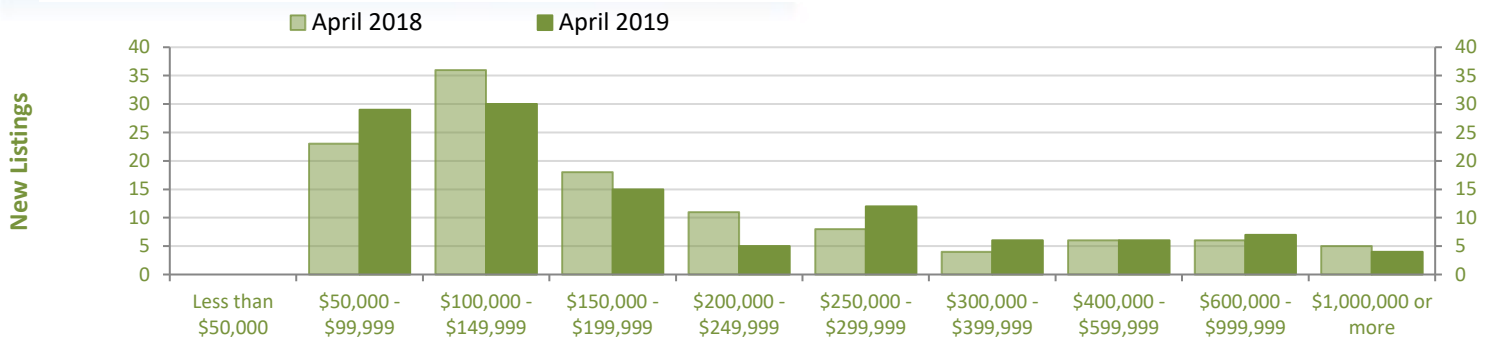


## New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	29	26.1%
\$100,000 - \$149,999	30	-16.7%
\$150,000 - \$199,999	15	-16.7%
\$200,000 - \$249,999	5	-54.5%
\$250,000 - \$299,999	12	50.0%
\$300,000 - \$399,999	6	50.0%
\$400,000 - \$599,999	6	0.0%
\$600,000 - \$999,999	7	16.7%
\$1,000,000 or more	4	-20.0%

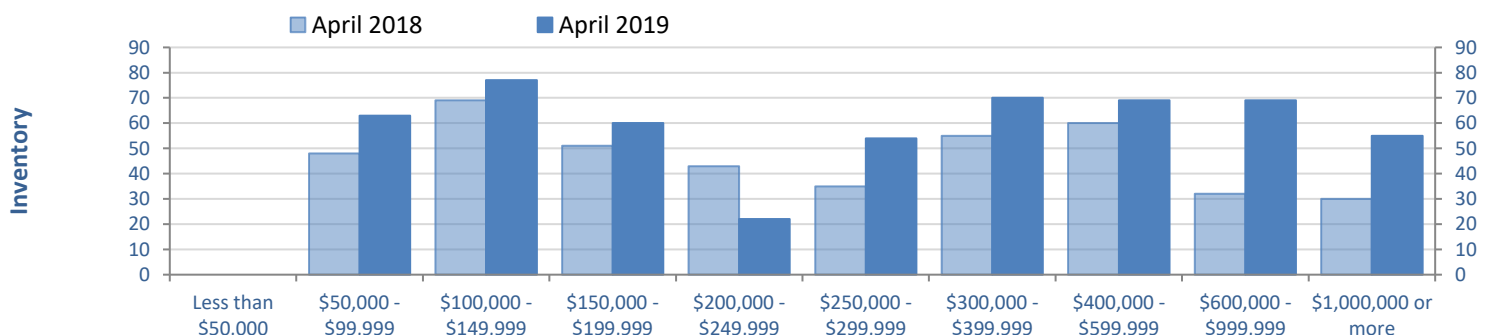


## Inventory by Current Listing Price

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.

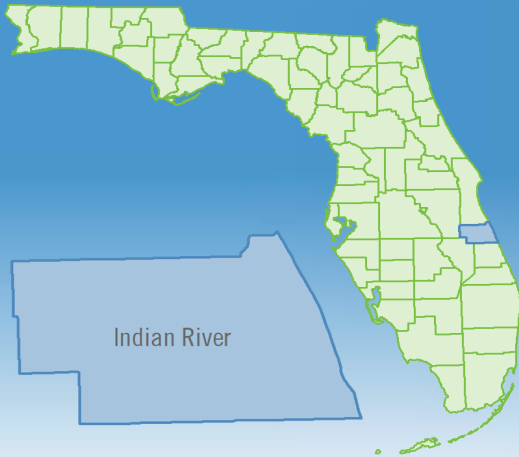
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	63	31.3%
\$100,000 - \$149,999	77	11.6%
\$150,000 - \$199,999	60	17.6%
\$200,000 - \$249,999	22	-48.8%
\$250,000 - \$299,999	54	54.3%
\$300,000 - \$399,999	70	27.3%
\$400,000 - \$599,999	69	15.0%
\$600,000 - \$999,999	69	115.6%
\$1,000,000 or more	55	83.3%



# Monthly Distressed Market - April 2019

## Townhouses and Condos

### Indian River County



		April 2019	April 2018	Percent Change Year-over-Year
Traditional	Closed Sales	98	97	1.0%
	Median Sale Price	\$184,250	\$175,000	5.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$71,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

