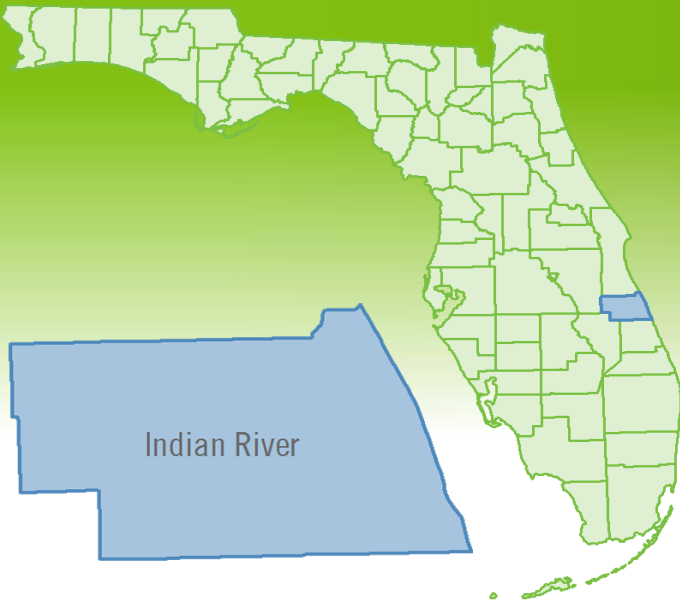


# Monthly Market Detail - March 2020

## Single Family Homes

### Indian River County



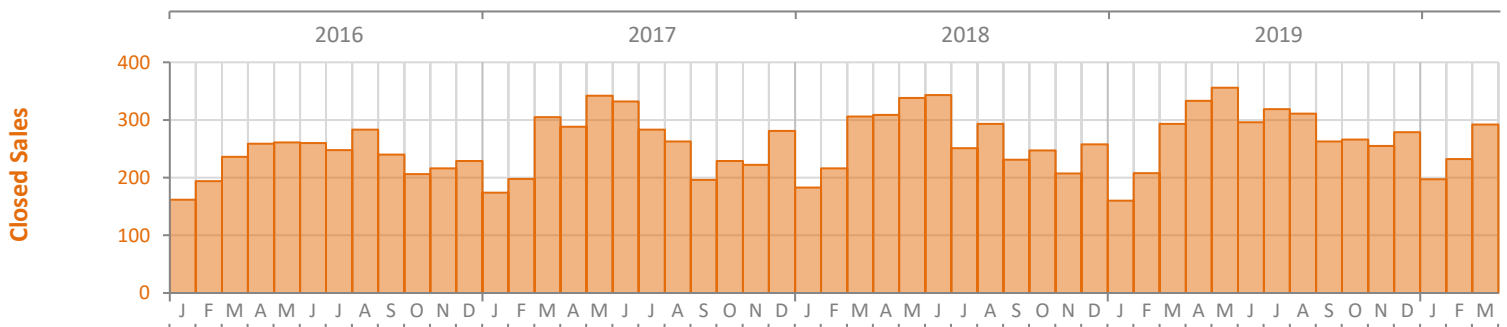
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	292	293	-0.3%
Paid in Cash	118	116	1.7%
Median Sale Price	\$267,500	\$248,500	7.6%
Average Sale Price	\$435,756	\$361,923	20.4%
Dollar Volume	\$127.2 Million	\$106.0 Million	20.0%
Median Percent of Original List Price Received	95.0%	94.4%	0.6%
Median Time to Contract	58 Days	60 Days	-3.3%
Median Time to Sale	104 Days	99 Days	5.1%
New Pending Sales	277	359	-22.8%
New Listings	350	417	-16.1%
Pending Inventory	494	569	-13.2%
Inventory (Active Listings)	1,436	1,639	-12.4%
Months Supply of Inventory	5.1	6.3	-19.0%

## 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	721	9.1%
<b>March 2020</b>	<b>292</b>	<b>-0.3%</b>
February 2020	232	11.5%
January 2020	197	23.1%
December 2019	279	8.1%
November 2019	255	23.2%
October 2019	266	7.7%
September 2019	263	13.9%
August 2019	311	6.1%
July 2019	319	27.1%
June 2019	296	-13.7%
May 2019	356	5.3%
April 2019	333	7.8%
March 2019	293	-4.2%

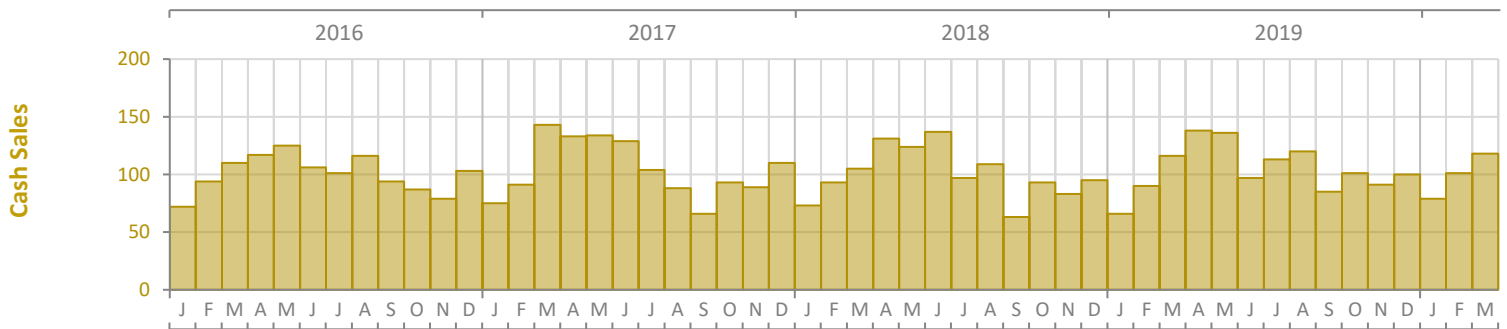


## Cash Sales

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	298	9.6%
<b>March 2020</b>	<b>118</b>	<b>1.7%</b>
February 2020	101	12.2%
January 2020	79	19.7%
December 2019	100	5.3%
November 2019	91	9.6%
October 2019	101	8.6%
September 2019	85	34.9%
August 2019	120	10.1%
July 2019	113	16.5%
June 2019	97	-29.2%
May 2019	136	9.7%
April 2019	138	5.3%
March 2019	116	10.5%

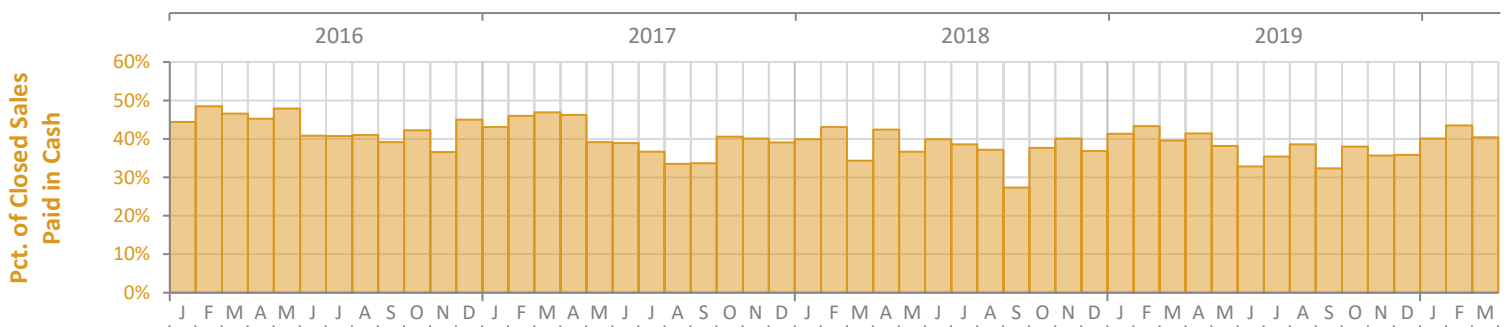


## Cash Sales as a Percentage of Closed Sales

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	41.3%	0.5%
<b>March 2020</b>	<b>40.4%</b>	<b>2.0%</b>
February 2020	43.5%	0.5%
January 2020	40.1%	-2.9%
December 2019	35.8%	-2.7%
November 2019	35.7%	-11.0%
October 2019	38.0%	0.8%
September 2019	32.3%	18.3%
August 2019	38.6%	3.8%
July 2019	35.4%	-8.3%
June 2019	32.8%	-17.8%
May 2019	38.2%	4.1%
April 2019	41.4%	-2.4%
March 2019	39.6%	15.5%



# Monthly Market Detail - March 2020

## Single Family Homes

### Indian River County

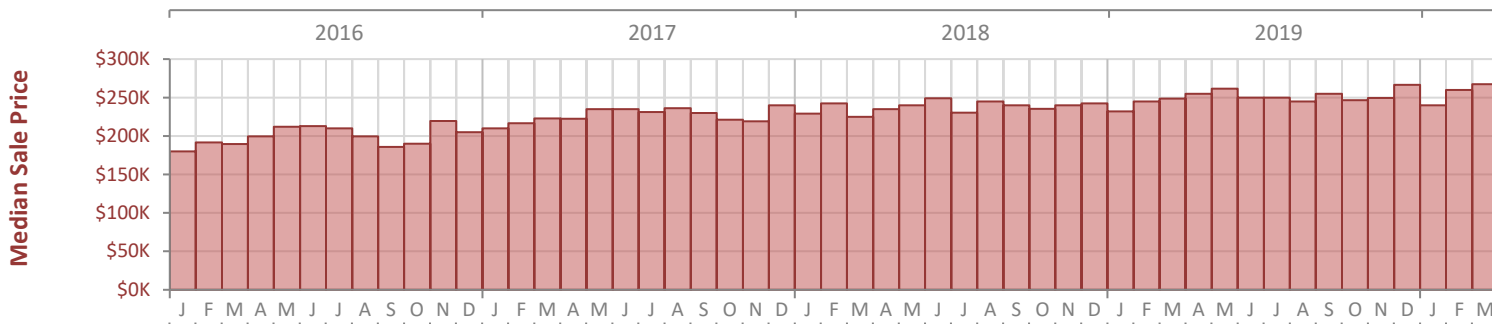


## Median Sale Price

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	\$259,900	7.1%
<b>March 2020</b>	<b>\$267,500</b>	<b>7.6%</b>
February 2020	\$259,950	6.1%
January 2020	\$240,000	3.4%
December 2019	\$266,500	9.9%
November 2019	\$249,335	3.9%
October 2019	\$246,687	4.9%
September 2019	\$255,000	6.3%
August 2019	\$245,000	0.0%
July 2019	\$250,000	8.6%
June 2019	\$250,000	0.4%
May 2019	\$261,500	9.1%
April 2019	\$255,000	8.5%
March 2019	\$248,500	10.4%

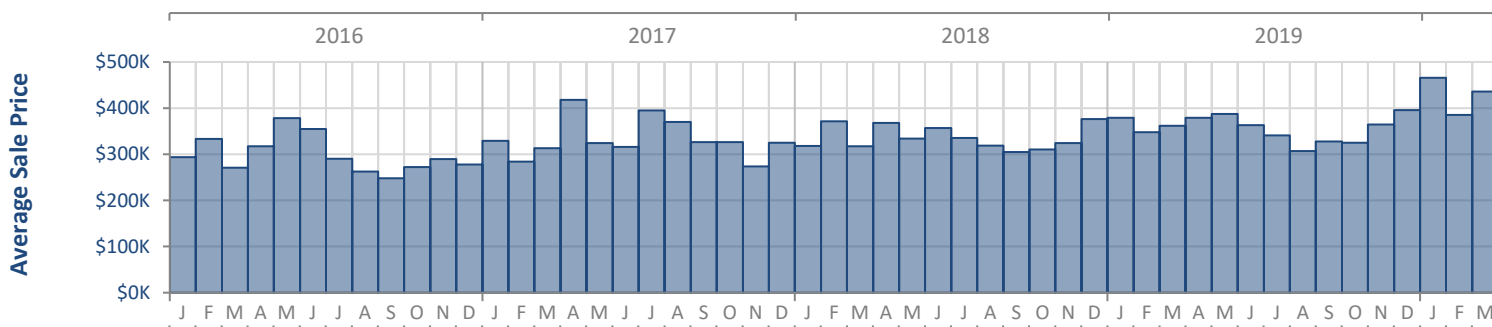


## Average Sale Price

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	\$427,791	18.3%
<b>March 2020</b>	<b>\$435,756</b>	<b>20.4%</b>
February 2020	\$385,431	10.7%
January 2020	\$465,870	22.9%
December 2019	\$395,848	5.2%
November 2019	\$364,316	12.2%
October 2019	\$324,883	4.6%
September 2019	\$327,775	7.6%
August 2019	\$306,862	-3.8%
July 2019	\$340,955	1.6%
June 2019	\$362,907	1.8%
May 2019	\$387,599	16.1%
April 2019	\$379,025	3.0%
March 2019	\$361,923	14.1%



# Monthly Market Detail - March 2020

## Single Family Homes

### Indian River County

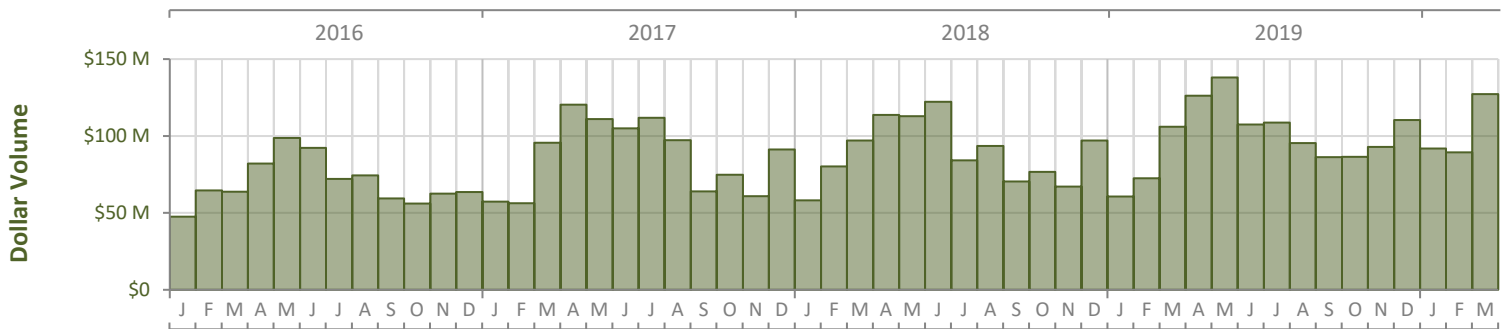


## Dollar Volume

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	\$308.4 Million	29.0%
<b>March 2020</b>	<b>\$127.2 Million</b>	<b>20.0%</b>
February 2020	\$89.4 Million	23.5%
January 2020	\$91.8 Million	51.3%
December 2019	\$110.4 Million	13.8%
November 2019	\$92.9 Million	38.3%
October 2019	\$86.4 Million	12.7%
September 2019	\$86.2 Million	22.5%
August 2019	\$95.4 Million	2.1%
July 2019	\$108.8 Million	29.1%
June 2019	\$107.4 Million	-12.2%
May 2019	\$138.0 Million	22.3%
April 2019	\$126.2 Million	11.0%
March 2019	\$106.0 Million	9.3%

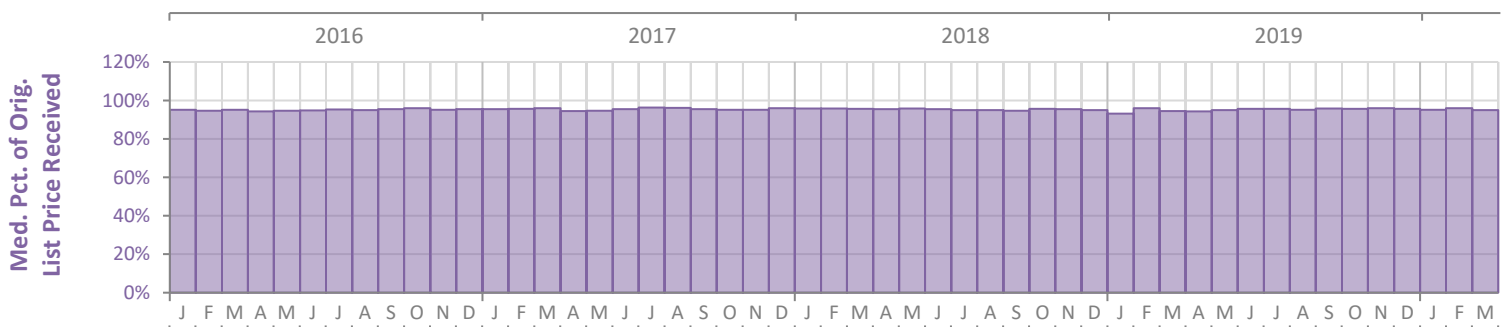


## Median Percent of Original List Price Received

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
Year-to-Date	95.5%	0.8%
<b>March 2020</b>	<b>95.0%</b>	<b>0.6%</b>
February 2020	95.9%	0.0%
January 2020	95.2%	2.1%
December 2019	95.7%	0.7%
November 2019	96.0%	0.6%
October 2019	95.6%	-0.1%
September 2019	95.8%	1.2%
August 2019	95.2%	0.2%
July 2019	95.7%	0.8%
June 2019	95.7%	0.2%
May 2019	95.0%	-0.8%
April 2019	94.3%	-1.3%
March 2019	94.4%	-1.4%

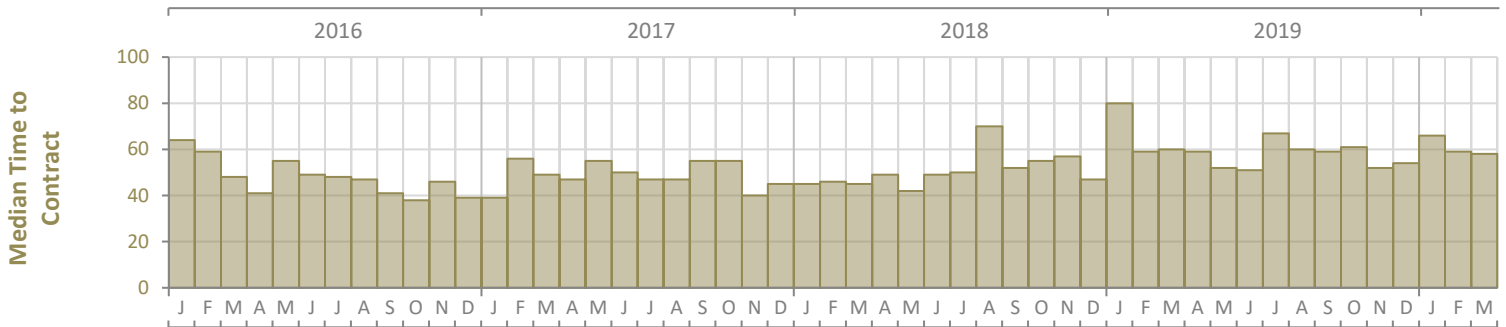


## Median Time to Contract

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	59 Days	-4.8%
<b>March 2020</b>	<b>58 Days</b>	<b>-3.3%</b>
February 2020	59 Days	0.0%
January 2020	66 Days	-17.5%
December 2019	54 Days	14.9%
November 2019	52 Days	-8.8%
October 2019	61 Days	10.9%
September 2019	59 Days	13.5%
August 2019	60 Days	-14.3%
July 2019	67 Days	34.0%
June 2019	51 Days	4.1%
May 2019	52 Days	23.8%
April 2019	59 Days	20.4%
March 2019	60 Days	33.3%

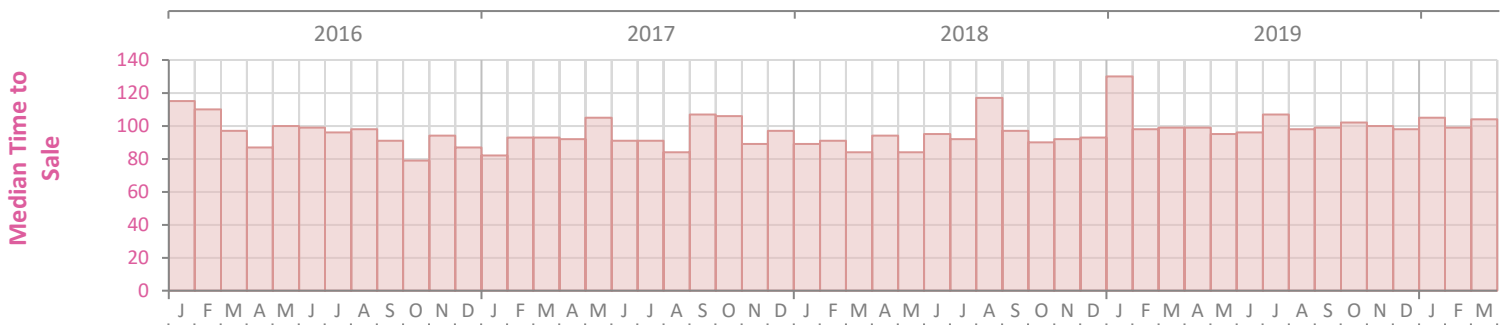


## Median Time to Sale

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	105 Days	2.9%
<b>March 2020</b>	<b>104 Days</b>	<b>5.1%</b>
February 2020	99 Days	1.0%
January 2020	105 Days	-19.2%
December 2019	98 Days	5.4%
November 2019	100 Days	8.7%
October 2019	102 Days	13.3%
September 2019	99 Days	2.1%
August 2019	98 Days	-16.2%
July 2019	107 Days	16.3%
June 2019	96 Days	1.1%
May 2019	95 Days	13.1%
April 2019	99 Days	5.3%
March 2019	99 Days	17.9%



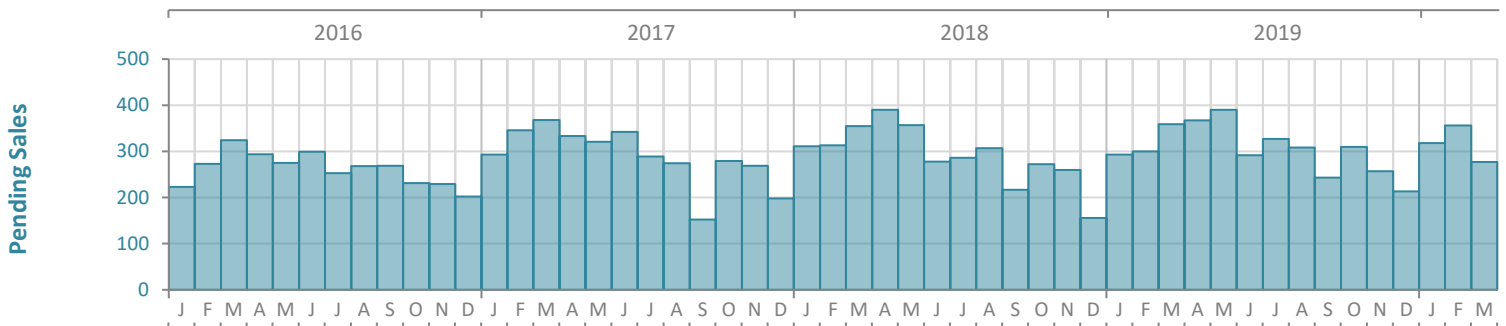


## New Pending Sales

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	951	-0.1%
<b>March 2020</b>	<b>277</b>	<b>-22.8%</b>
February 2020	356	18.7%
January 2020	318	8.5%
December 2019	213	36.5%
November 2019	257	-1.2%
October 2019	310	14.0%
September 2019	243	12.0%
August 2019	308	0.3%
July 2019	327	14.3%
June 2019	292	5.0%
May 2019	390	9.2%
April 2019	367	-5.9%
March 2019	359	1.1%

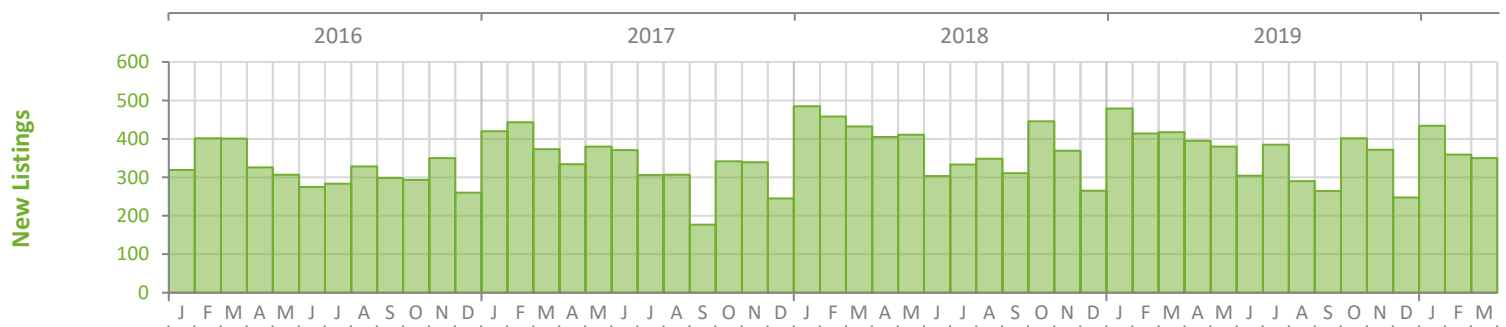


## New Listings

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	1,143	-12.7%
<b>March 2020</b>	<b>350</b>	<b>-16.1%</b>
February 2020	359	-13.3%
January 2020	434	-9.4%
December 2019	248	-6.4%
November 2019	372	0.8%
October 2019	402	-9.9%
September 2019	264	-15.1%
August 2019	290	-16.7%
July 2019	385	15.6%
June 2019	304	0.3%
May 2019	380	-7.5%
April 2019	395	-2.5%
March 2019	417	-3.5%



# Monthly Market Detail - March 2020

## Single Family Homes

### Indian River County

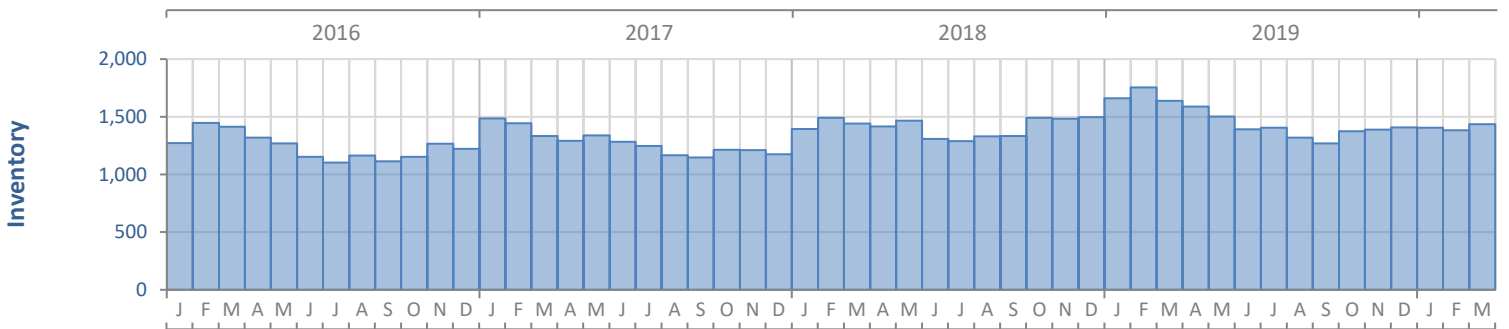


## Inventory (Active Listings)

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)	1,408	-16.4%
<b>March 2020</b>	<b>1,436</b>	<b>-12.4%</b>
February 2020	1,383	-21.2%
January 2020	1,405	-15.4%
December 2019	1,409	-5.8%
November 2019	1,389	-6.4%
October 2019	1,376	-7.7%
September 2019	1,269	-4.7%
August 2019	1,318	-0.9%
July 2019	1,405	8.9%
June 2019	1,391	6.4%
May 2019	1,501	2.3%
April 2019	1,589	12.3%
March 2019	1,639	13.7%

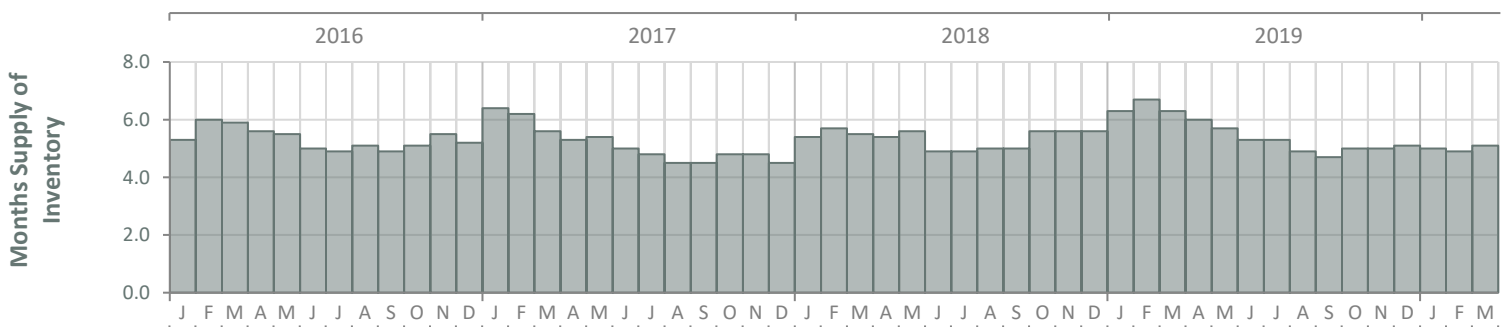


## Months Supply of Inventory

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)	5.0	-21.9%
<b>March 2020</b>	<b>5.1</b>	<b>-19.0%</b>
February 2020	4.9	-26.9%
January 2020	5.0	-20.6%
December 2019	5.1	-8.9%
November 2019	5.0	-10.7%
October 2019	5.0	-10.7%
September 2019	4.7	-6.0%
August 2019	4.9	-2.0%
July 2019	5.3	8.2%
June 2019	5.3	8.2%
May 2019	5.7	1.8%
April 2019	6.0	11.1%
March 2019	6.3	14.5%

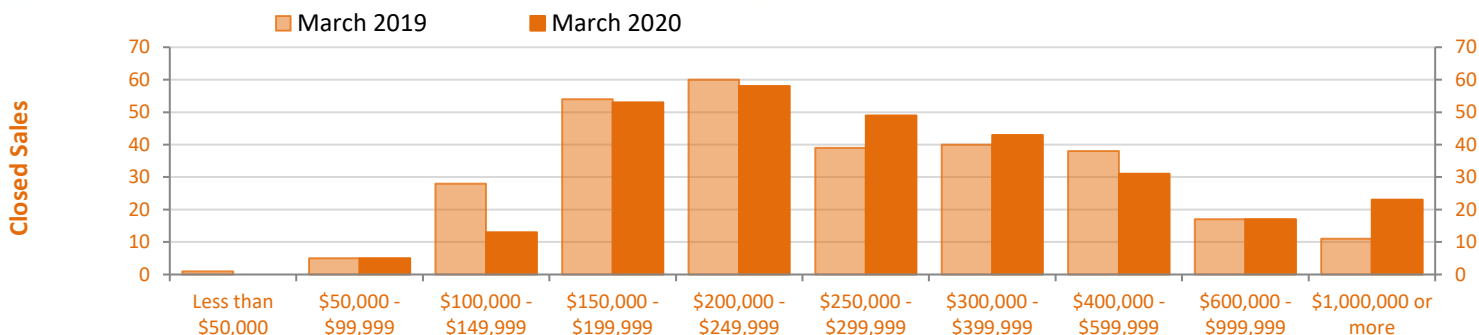


## Closed Sales by Sale Price

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	5	0.0%
\$100,000 - \$149,999	13	-53.6%
\$150,000 - \$199,999	53	-1.9%
\$200,000 - \$249,999	58	-3.3%
\$250,000 - \$299,999	49	25.6%
\$300,000 - \$399,999	43	7.5%
\$400,000 - \$599,999	31	-18.4%
\$600,000 - \$999,999	17	0.0%
\$1,000,000 or more	23	109.1%

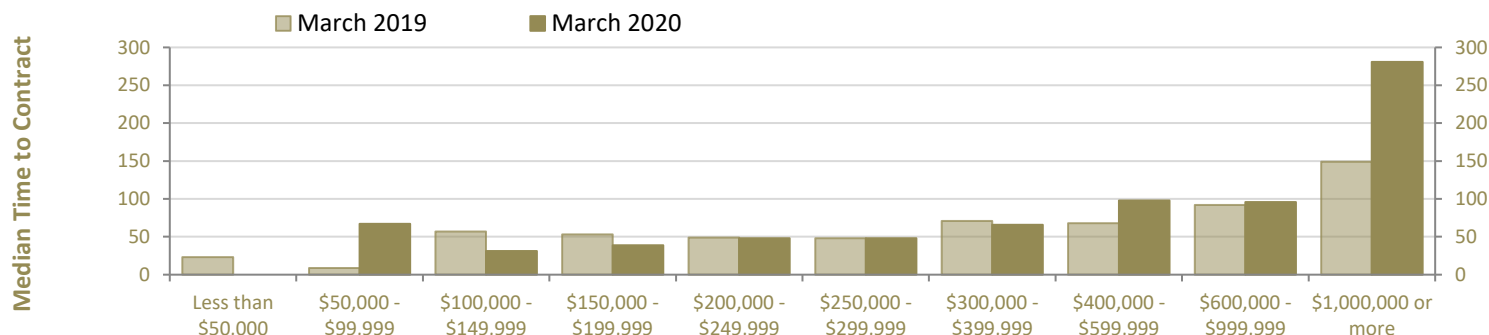


## Median Time to Contract by Sale Price

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	67 Days	644.4%
\$100,000 - \$149,999	31 Days	-45.6%
\$150,000 - \$199,999	39 Days	-26.4%
\$200,000 - \$249,999	48 Days	-2.0%
\$250,000 - \$299,999	48 Days	0.0%
\$300,000 - \$399,999	66 Days	-7.0%
\$400,000 - \$599,999	98 Days	44.1%
\$600,000 - \$999,999	96 Days	4.3%
\$1,000,000 or more	281 Days	88.6%



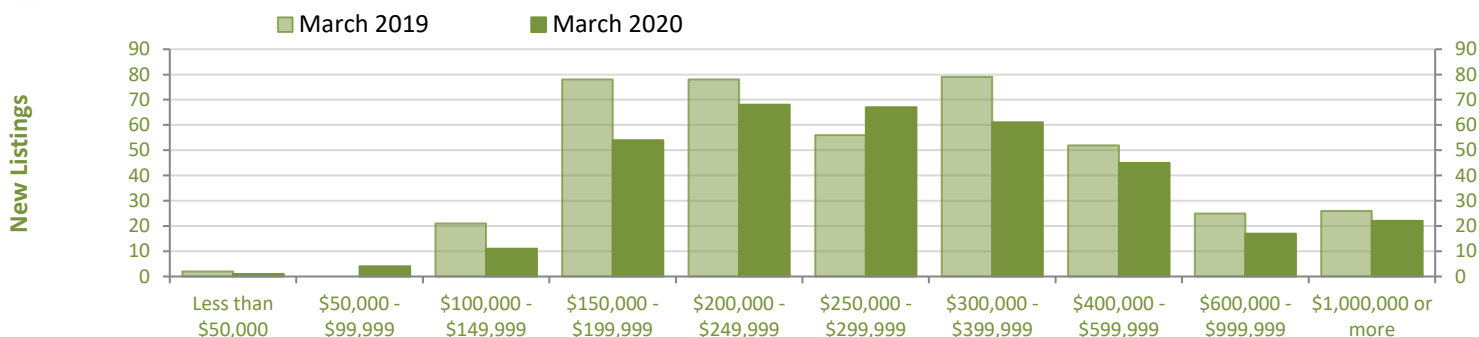


## New Listings by Initial Listing Price

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	-50.0%
\$50,000 - \$99,999	4	N/A
\$100,000 - \$149,999	11	-47.6%
\$150,000 - \$199,999	54	-30.8%
\$200,000 - \$249,999	68	-12.8%
\$250,000 - \$299,999	67	19.6%
\$300,000 - \$399,999	61	-22.8%
\$400,000 - \$599,999	45	-13.5%
\$600,000 - \$999,999	17	-32.0%
\$1,000,000 or more	22	-15.4%

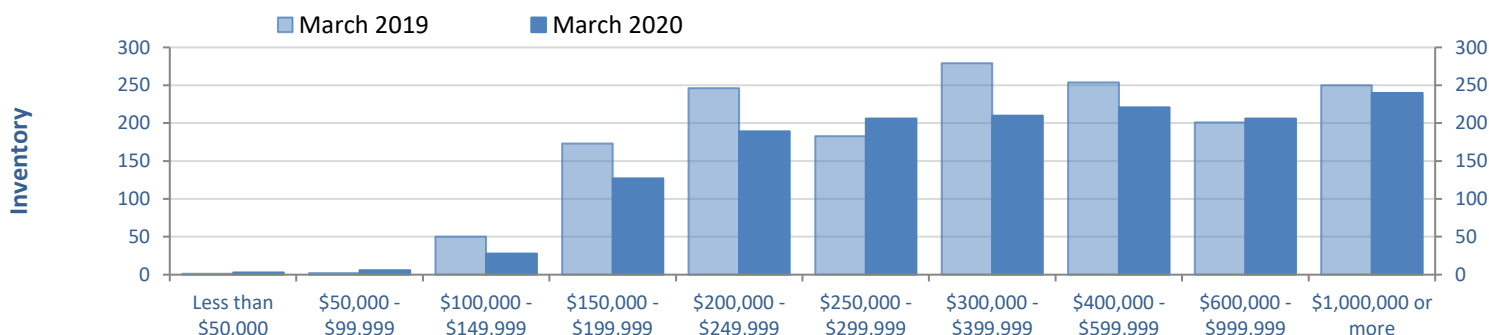


## Inventory by Current Listing Price

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.

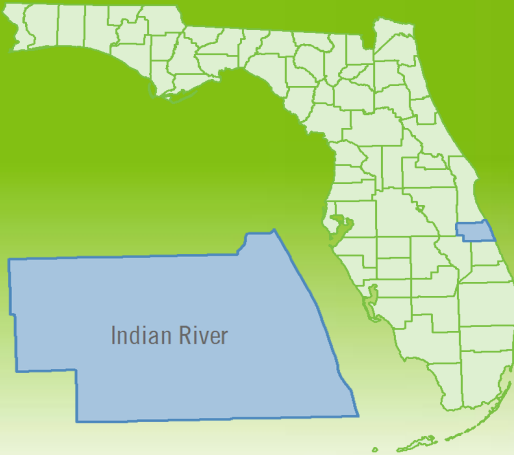
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	200.0%
\$50,000 - \$99,999	6	200.0%
\$100,000 - \$149,999	28	-44.0%
\$150,000 - \$199,999	127	-26.6%
\$200,000 - \$249,999	189	-23.2%
\$250,000 - \$299,999	206	12.6%
\$300,000 - \$399,999	210	-24.7%
\$400,000 - \$599,999	221	-13.0%
\$600,000 - \$999,999	206	2.5%
\$1,000,000 or more	240	-4.0%



# Monthly Distressed Market - March 2020

## Single Family Homes

### Indian River County



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	287	288	-0.3%
	Median Sale Price	\$267,500	\$252,500	5.9%
Foreclosure/REO	Closed Sales	2	5	-60.0%
	Median Sale Price	\$203,500	\$153,000	33.0%
Short Sale	Closed Sales	3	0	N/A
	Median Sale Price	\$227,000	(No Sales)	N/A

