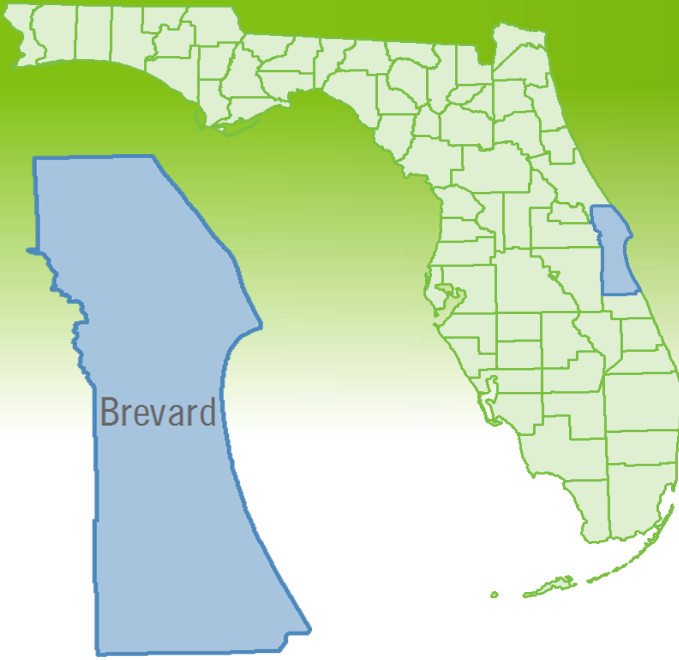


# Quarterly Market Detail - Q3 2021

## Single-Family Homes

### Brevard County



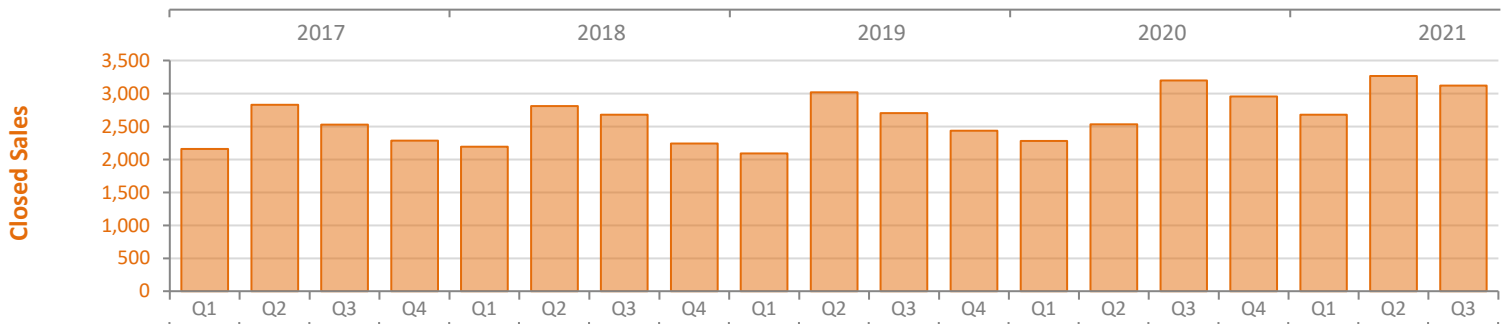
Summary Statistics	Q3 2021	Q3 2020	Percent Change Year-over-Year
Closed Sales	3,118	3,196	-2.4%
Paid in Cash	803	597	34.5%
Median Sale Price	\$320,000	\$264,908	20.8%
Average Sale Price	\$389,307	\$319,300	21.9%
Dollar Volume	\$1.2 Billion	\$1.0 Billion	18.9%
Median Percent of Original List Price Received	100.0%	97.8%	2.2%
Median Time to Contract	9 Days	24 Days	-62.5%
Median Time to Sale	50 Days	70 Days	-28.6%
New Pending Sales	3,327	3,298	0.9%
New Listings	3,514	3,081	14.1%
Pending Inventory	1,784	1,671	6.8%
Inventory (Active Listings)	1,049	1,393	-24.7%
Months Supply of Inventory	1.0	1.6	-37.5%

## Closed Sales

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	9,059	13.1%
<b>Q3 2021</b>	<b>3,118</b>	<b>-2.4%</b>
Q2 2021	3,264	28.9%
Q1 2021	2,677	17.5%
Q4 2020	2,955	21.3%
Q3 2020	3,196	18.2%
Q2 2020	2,533	-16.1%
Q1 2020	2,279	9.1%
Q4 2019	2,437	8.7%
Q3 2019	2,703	1.0%
Q2 2019	3,018	7.5%
Q1 2019	2,088	-4.7%
Q4 2018	2,241	-1.8%
Q3 2018	2,676	5.9%

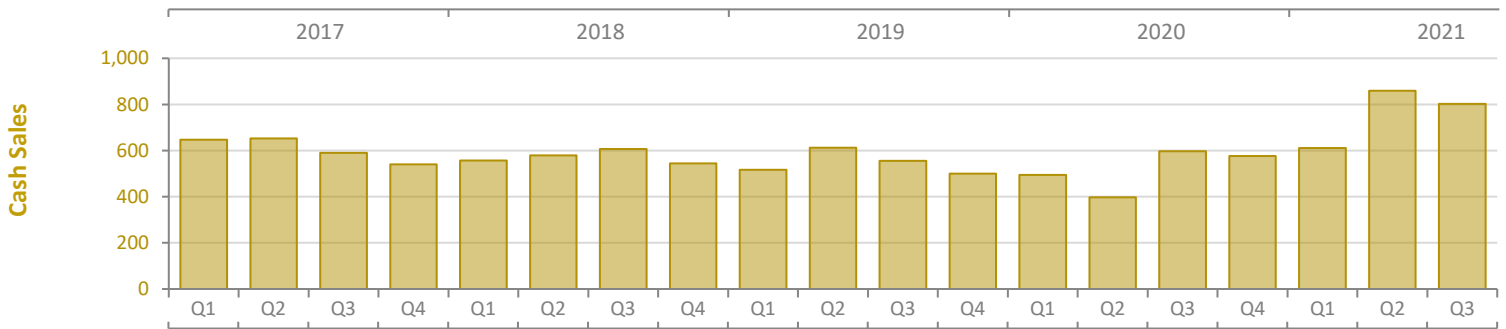


## Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	2,274	52.7%
<b>Q3 2021</b>	<b>803</b>	<b>34.5%</b>
Q2 2021	860	116.1%
Q1 2021	611	23.7%
Q4 2020	577	15.4%
Q3 2020	597	7.6%
Q2 2020	398	-35.0%
Q1 2020	494	-4.4%
Q4 2019	500	-8.3%
Q3 2019	555	-8.6%
Q2 2019	612	5.7%
Q1 2019	517	-7.2%
Q4 2018	545	0.9%
Q3 2018	607	2.9%

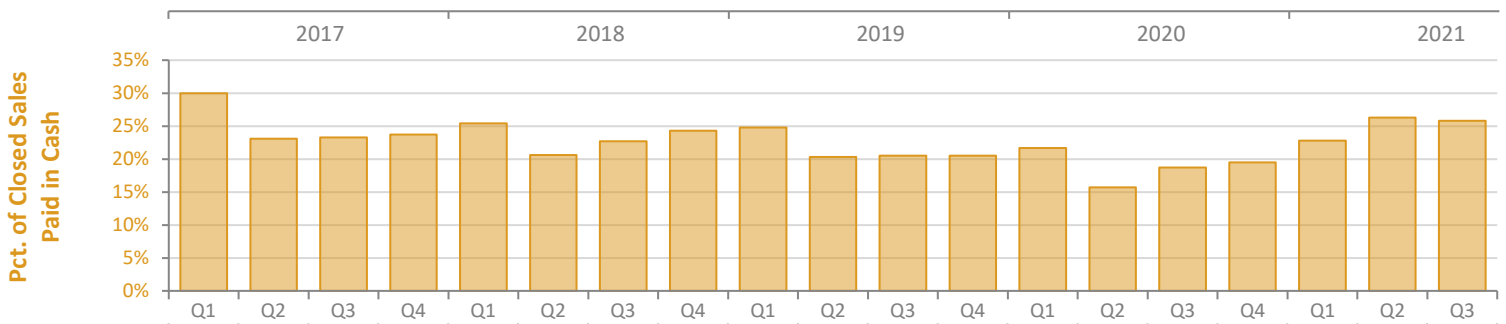


## Cash Sales as a Percentage of Closed Sales

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

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	25.1%	34.9%
<b>Q3 2021</b>	<b>25.8%</b>	<b>38.0%</b>
Q2 2021	26.3%	67.5%
Q1 2021	22.8%	5.1%
Q4 2020	19.5%	-4.9%
Q3 2020	18.7%	-8.8%
Q2 2020	15.7%	-22.7%
Q1 2020	21.7%	-12.5%
Q4 2019	20.5%	-15.6%
Q3 2019	20.5%	-9.7%
Q2 2019	20.3%	-1.5%
Q1 2019	24.8%	-2.4%
Q4 2018	24.3%	2.5%
Q3 2018	22.7%	-2.6%

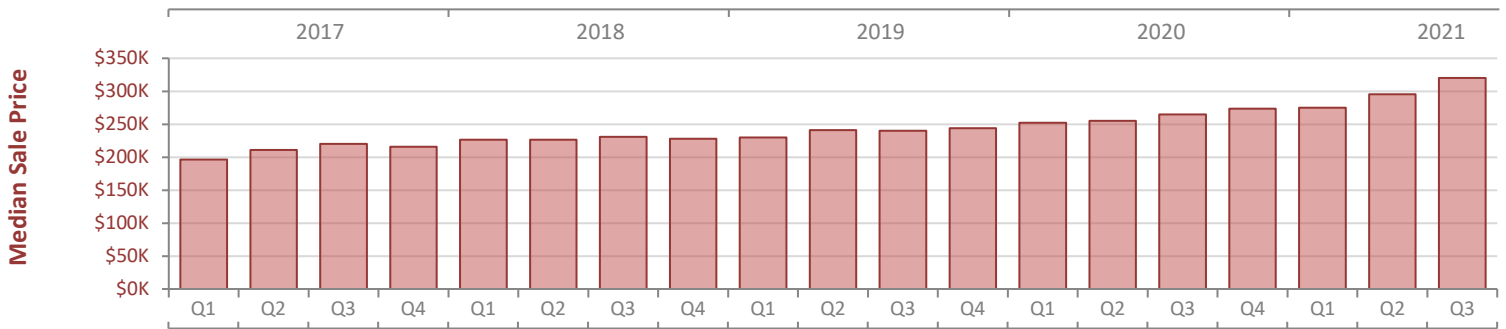


## Median Sale Price

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

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$299,000	16.3%
<b>Q3 2021</b>	<b>\$320,000</b>	<b>20.8%</b>
Q2 2021	\$295,617	15.9%
Q1 2021	\$275,000	9.1%
Q4 2020	\$273,538	12.1%
Q3 2020	\$264,908	10.4%
Q2 2020	\$255,000	5.7%
Q1 2020	\$252,000	9.7%
Q4 2019	\$244,000	7.0%
Q3 2019	\$239,900	4.0%
Q2 2019	\$241,250	6.6%
Q1 2019	\$229,750	1.5%
Q4 2018	\$228,000	5.8%
Q3 2018	\$230,762	4.9%

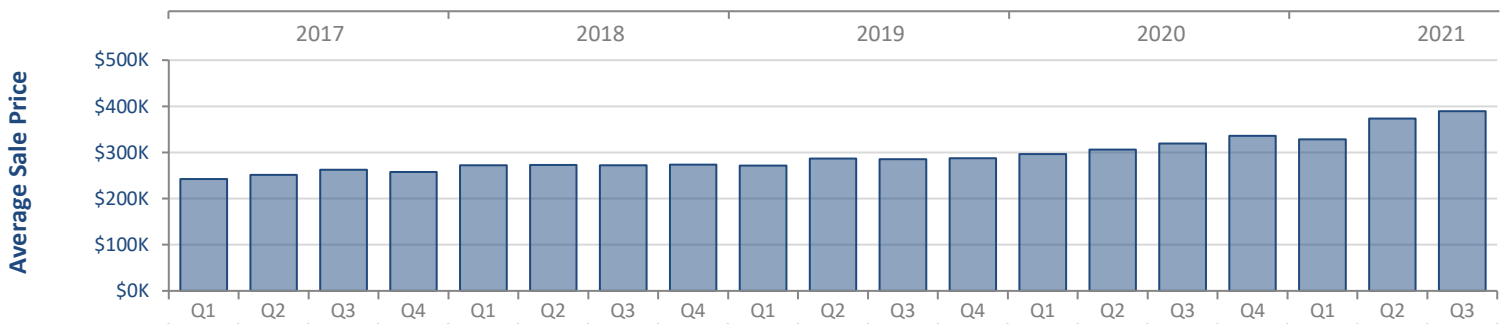


## Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$365,515	18.4%
<b>Q3 2021</b>	<b>\$389,307</b>	<b>21.9%</b>
Q2 2021	\$373,436	21.8%
Q1 2021	\$328,144	10.6%
Q4 2020	\$335,864	16.8%
Q3 2020	\$319,300	12.0%
Q2 2020	\$306,521	6.9%
Q1 2020	\$296,677	9.1%
Q4 2019	\$287,518	5.0%
Q3 2019	\$285,121	4.8%
Q2 2019	\$286,604	5.1%
Q1 2019	\$271,827	-0.1%
Q4 2018	\$273,931	6.2%
Q3 2018	\$272,043	3.7%

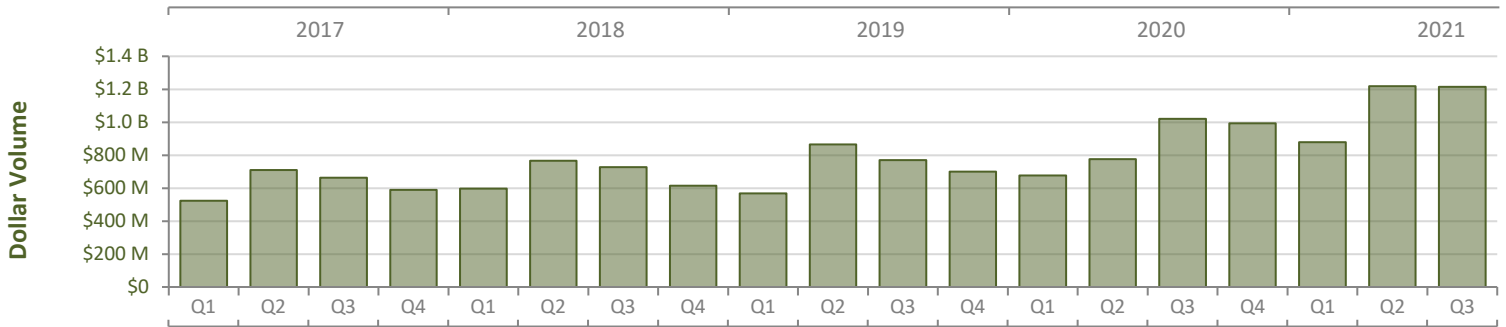


## Dollar Volume

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

**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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$3.3 Billion	33.9%
<b>Q3 2021</b>	<b>\$1.2 Billion</b>	<b>18.9%</b>
Q2 2021	\$1.2 Billion	57.0%
Q1 2021	\$878.4 Million	29.9%
Q4 2020	\$992.5 Million	41.6%
Q3 2020	\$1.0 Billion	32.4%
Q2 2020	\$776.4 Million	-10.2%
Q1 2020	\$676.1 Million	19.1%
Q4 2019	\$700.7 Million	14.1%
Q3 2019	\$770.7 Million	5.9%
Q2 2019	\$865.0 Million	12.9%
Q1 2019	\$567.6 Million	-4.8%
Q4 2018	\$613.9 Million	4.3%
Q3 2018	\$728.0 Million	9.8%

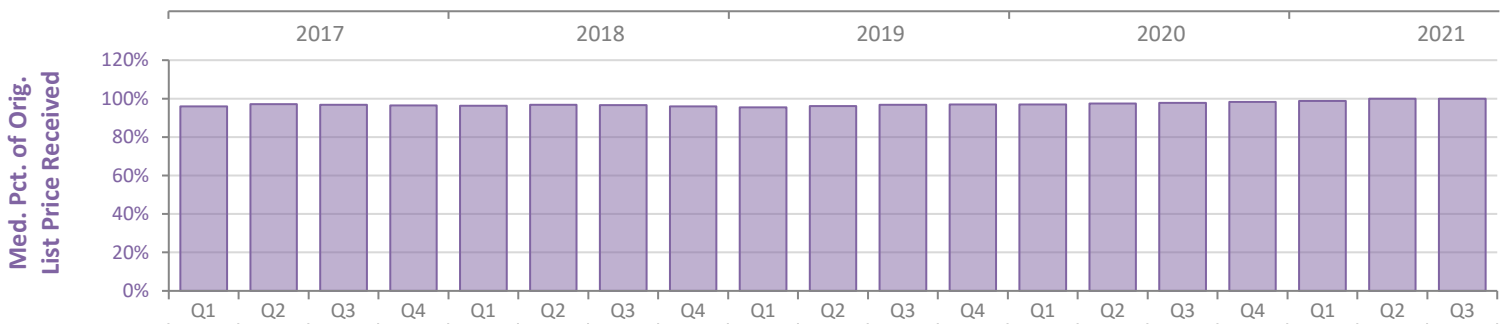


## Median Percent of Original List Price Received

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

**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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	2.7%
<b>Q3 2021</b>	<b>100.0%</b>	<b>2.2%</b>
Q2 2021	100.0%	2.7%
Q1 2021	98.8%	1.9%
Q4 2020	98.3%	1.4%
Q3 2020	97.8%	1.0%
Q2 2020	97.4%	1.2%
Q1 2020	97.0%	1.6%
Q4 2019	96.9%	1.0%
Q3 2019	96.8%	0.2%
Q2 2019	96.2%	-0.6%
Q1 2019	95.5%	-0.8%
Q4 2018	95.9%	-0.6%
Q3 2018	96.6%	-0.2%

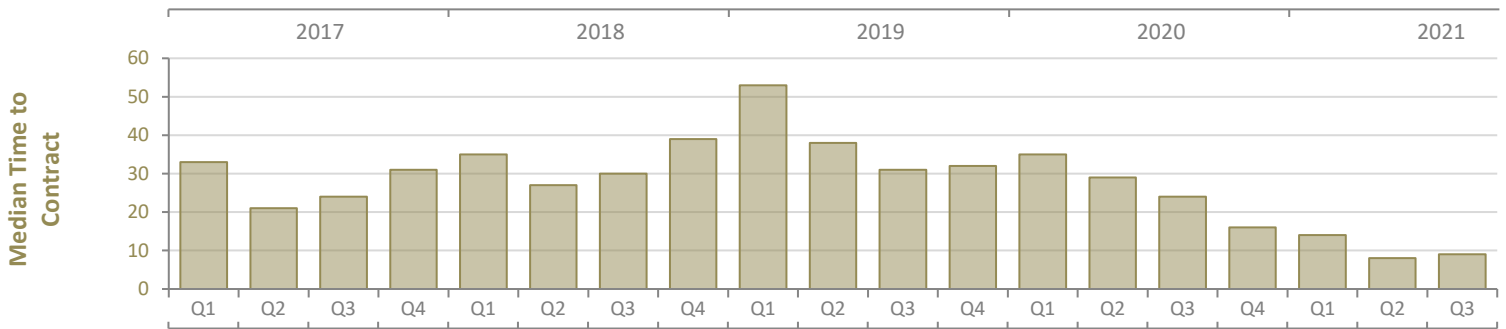


## Median Time to Contract

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

**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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	10 Days	-64.3%
<b>Q3 2021</b>	<b>9 Days</b>	<b>-62.5%</b>
Q2 2021	8 Days	-72.4%
Q1 2021	14 Days	-60.0%
Q4 2020	16 Days	-50.0%
Q3 2020	24 Days	-22.6%
Q2 2020	29 Days	-23.7%
Q1 2020	35 Days	-34.0%
Q4 2019	32 Days	-17.9%
Q3 2019	31 Days	3.3%
Q2 2019	38 Days	40.7%
Q1 2019	53 Days	51.4%
Q4 2018	39 Days	25.8%
Q3 2018	30 Days	25.0%

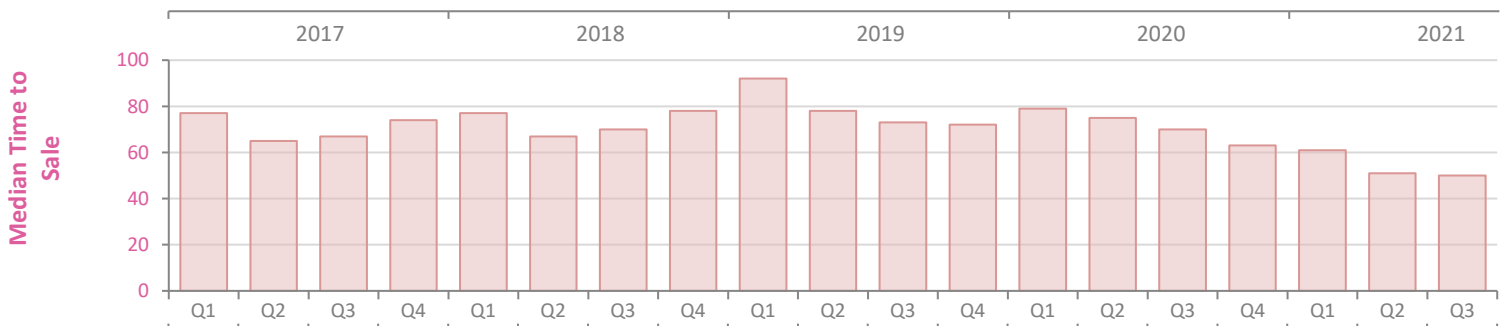


## Median Time to Sale

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

**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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	53 Days	-28.4%
<b>Q3 2021</b>	<b>50 Days</b>	<b>-28.6%</b>
Q2 2021	51 Days	-32.0%
Q1 2021	61 Days	-22.8%
Q4 2020	63 Days	-12.5%
Q3 2020	70 Days	-4.1%
Q2 2020	75 Days	-3.8%
Q1 2020	79 Days	-14.1%
Q4 2019	72 Days	-7.7%
Q3 2019	73 Days	4.3%
Q2 2019	78 Days	16.4%
Q1 2019	92 Days	19.5%
Q4 2018	78 Days	5.4%
Q3 2018	70 Days	4.5%

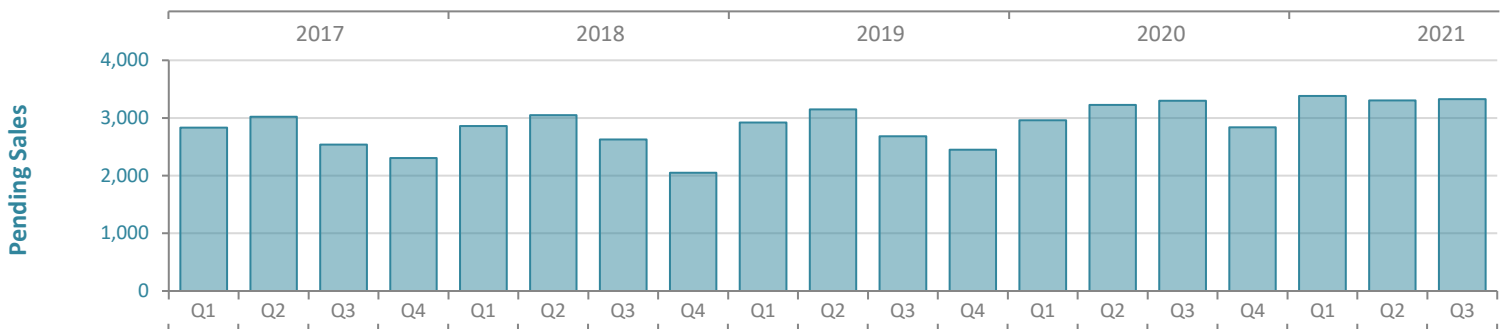


## New Pending Sales

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

**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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	10,016	5.6%
<b>Q3 2021</b>	<b>3,327</b>	<b>0.9%</b>
Q2 2021	3,306	2.4%
Q1 2021	3,383	14.4%
Q4 2020	2,837	15.7%
Q3 2020	3,298	23.0%
Q2 2020	3,228	2.5%
Q1 2020	2,958	1.3%
Q4 2019	2,451	19.7%
Q3 2019	2,682	2.0%
Q2 2019	3,148	3.2%
Q1 2019	2,921	2.2%
Q4 2018	2,048	-11.1%
Q3 2018	2,630	3.7%



## New Listings

The number of properties put onto the market during the quarter

**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.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	10,149	6.7%
<b>Q3 2021</b>	<b>3,514</b>	<b>14.1%</b>
Q2 2021	3,536	16.4%
Q1 2021	3,099	-8.7%
Q4 2020	2,849	1.7%
Q3 2020	3,081	3.3%
Q2 2020	3,037	-6.1%
Q1 2020	3,396	4.0%
Q4 2019	2,801	3.8%
Q3 2019	2,983	-7.7%
Q2 2019	3,233	-11.0%
Q1 2019	3,265	-1.9%
Q4 2018	2,698	5.3%
Q3 2018	3,232	11.7%



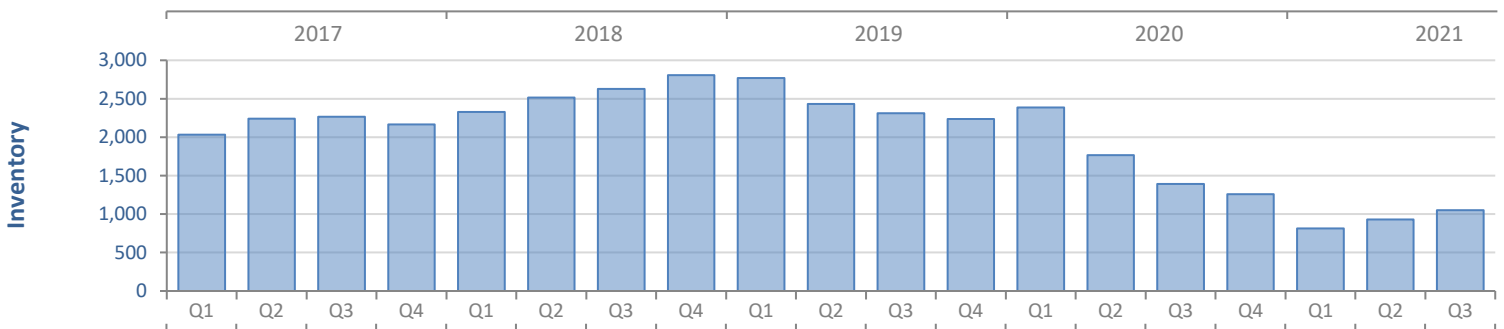


## Inventory (Active Listings)

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

**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 quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	967	-51.4%
<b>Q3 2021</b>	<b>1,049</b>	<b>-24.7%</b>
Q2 2021	931	-47.3%
Q1 2021	813	-65.9%
Q4 2020	1,258	-43.7%
Q3 2020	1,393	-39.8%
Q2 2020	1,767	-27.4%
Q1 2020	2,387	-13.8%
Q4 2019	2,235	-20.4%
Q3 2019	2,313	-12.1%
Q2 2019	2,433	-3.3%
Q1 2019	2,769	18.8%
Q4 2018	2,808	29.6%
Q3 2018	2,630	16.1%

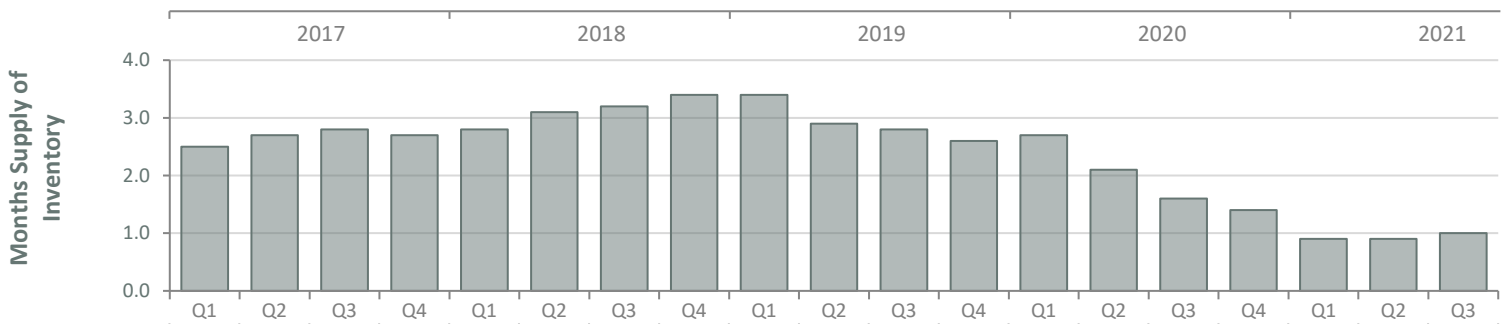


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.0	-56.5%
<b>Q3 2021</b>	<b>1.0</b>	<b>-37.5%</b>
Q2 2021	0.9	-57.1%
Q1 2021	0.9	-66.7%
Q4 2020	1.4	-46.2%
Q3 2020	1.6	-42.9%
Q2 2020	2.1	-27.6%
Q1 2020	2.7	-20.6%
Q4 2019	2.6	-23.5%
Q3 2019	2.8	-12.5%
Q2 2019	2.9	-6.5%
Q1 2019	3.4	21.4%
Q4 2018	3.4	25.9%
Q3 2018	3.2	14.3%

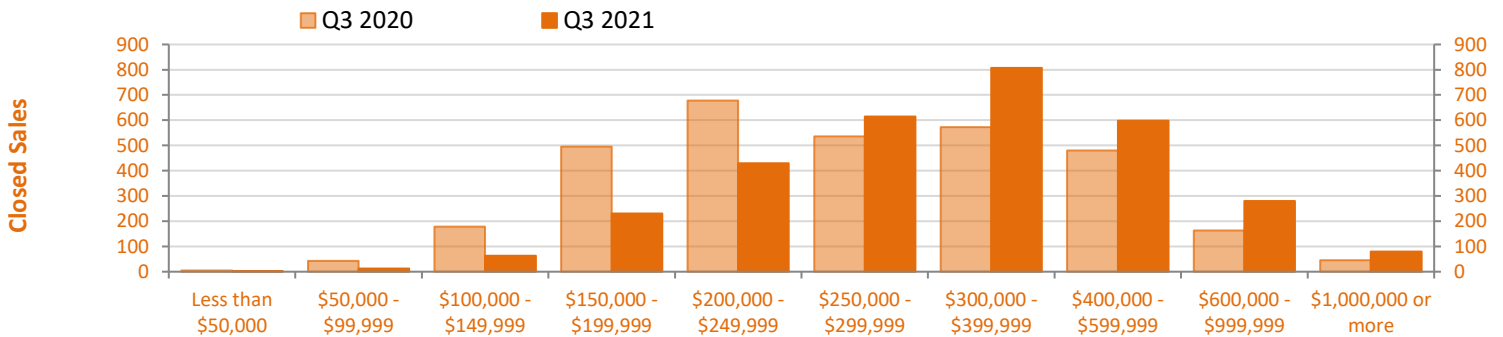


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	2	-60.0%
\$50,000 - \$99,999	13	-69.8%
\$100,000 - \$149,999	63	-64.6%
\$150,000 - \$199,999	231	-53.3%
\$200,000 - \$249,999	429	-36.7%
\$250,000 - \$299,999	615	14.7%
\$300,000 - \$399,999	807	41.1%
\$400,000 - \$599,999	598	24.6%
\$600,000 - \$999,999	280	71.8%
\$1,000,000 or more	80	73.9%

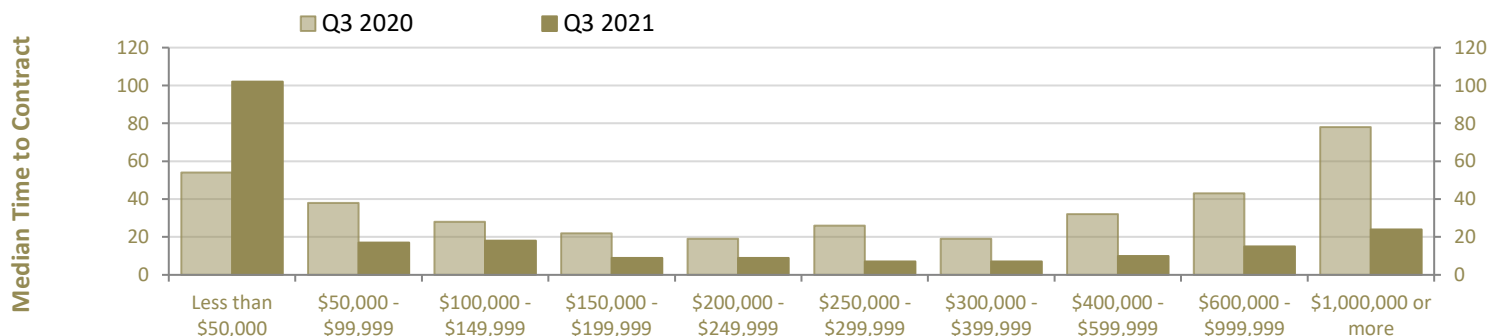


## Median Time to Contract by Sale Price

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

**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 quarter. 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	102 Days	88.9%
\$50,000 - \$99,999	17 Days	-55.3%
\$100,000 - \$149,999	18 Days	-35.7%
\$150,000 - \$199,999	9 Days	-59.1%
\$200,000 - \$249,999	9 Days	-52.6%
\$250,000 - \$299,999	7 Days	-73.1%
\$300,000 - \$399,999	7 Days	-63.2%
\$400,000 - \$599,999	10 Days	-68.8%
\$600,000 - \$999,999	15 Days	-65.1%
\$1,000,000 or more	24 Days	-69.2%



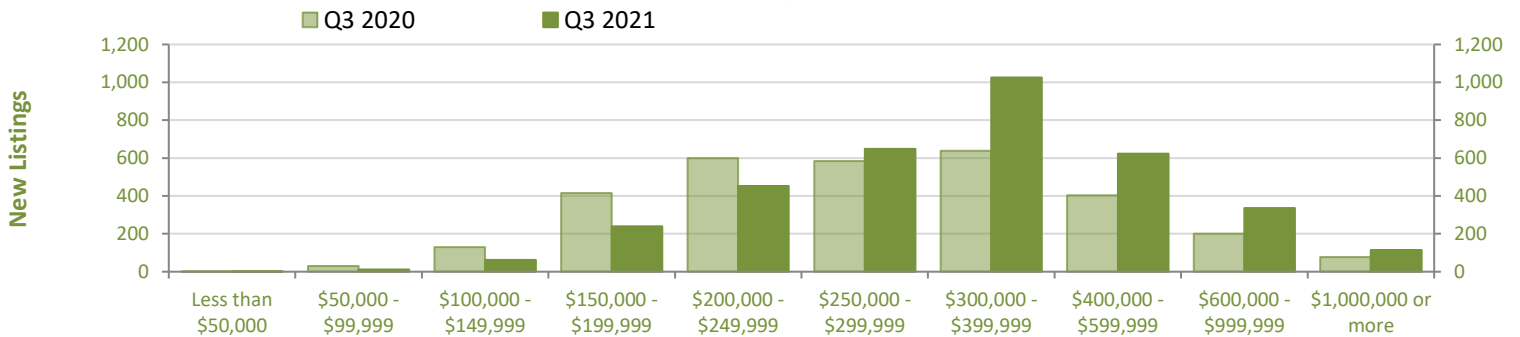


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	11	-63.3%
\$100,000 - \$149,999	63	-51.2%
\$150,000 - \$199,999	240	-42.2%
\$200,000 - \$249,999	453	-24.5%
\$250,000 - \$299,999	648	10.8%
\$300,000 - \$399,999	1,025	60.4%
\$400,000 - \$599,999	623	54.6%
\$600,000 - \$999,999	336	67.2%
\$1,000,000 or more	114	48.1%

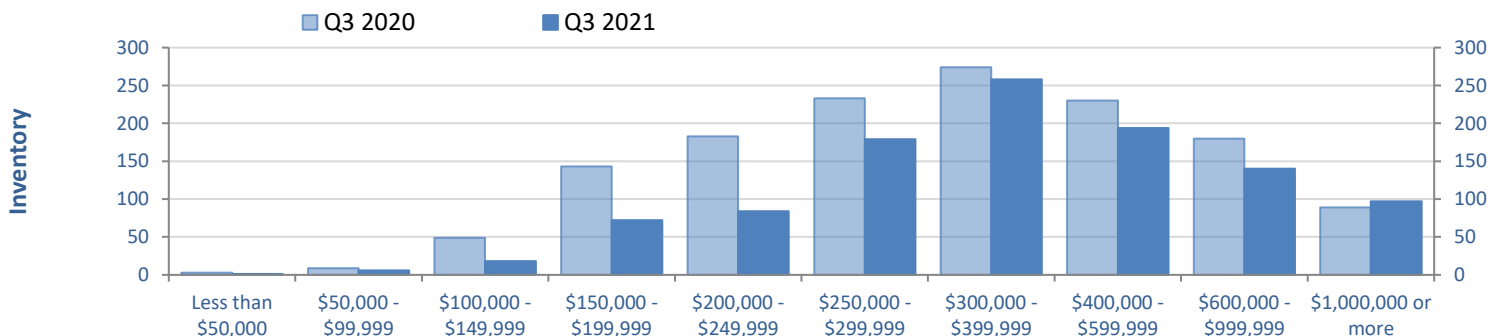


## Inventory by Current Listing Price

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

**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 quarter, and hold this number to compare with the same quarter 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.

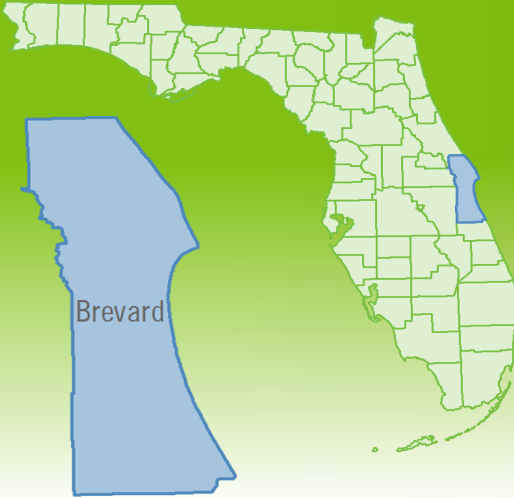
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-66.7%
\$50,000 - \$99,999	6	-33.3%
\$100,000 - \$149,999	18	-63.3%
\$150,000 - \$199,999	72	-49.7%
\$200,000 - \$249,999	84	-54.1%
\$250,000 - \$299,999	179	-23.2%
\$300,000 - \$399,999	258	-5.8%
\$400,000 - \$599,999	194	-15.7%
\$600,000 - \$999,999	140	-22.2%
\$1,000,000 or more	97	9.0%



# Quarterly Distressed Market - Q3 2021

## Single-Family Homes

### Brevard County



		Q3 2021	Q3 2020	Percent Change Year-over-Year
Traditional	Closed Sales	3,092	3,148	-1.8%
	Median Sale Price	\$320,000	\$265,000	20.8%
Foreclosure/REO	Closed Sales	21	40	-47.5%
	Median Sale Price	\$256,500	\$168,000	52.7%
Short Sale	Closed Sales	5	8	-37.5%
	Median Sale Price	\$260,000	\$172,250	50.9%

