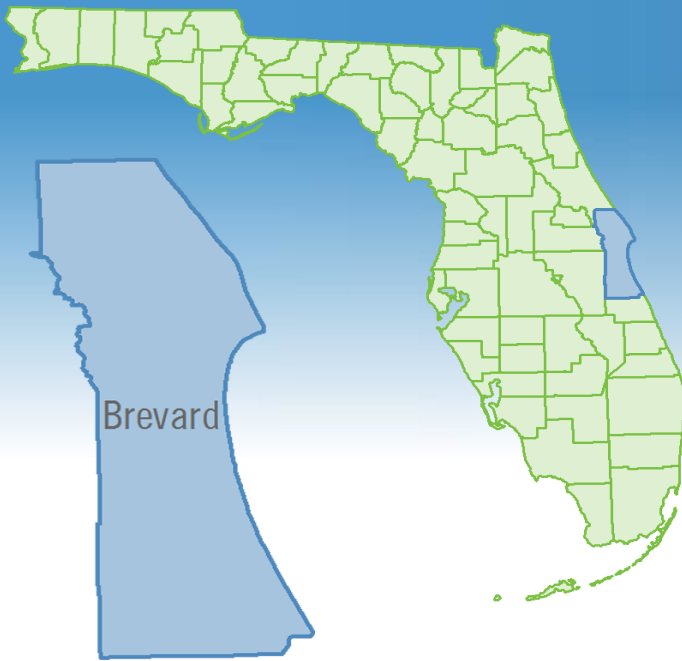


# Monthly Market Detail - May 2021

## Townhouses and Condos

### Brevard County



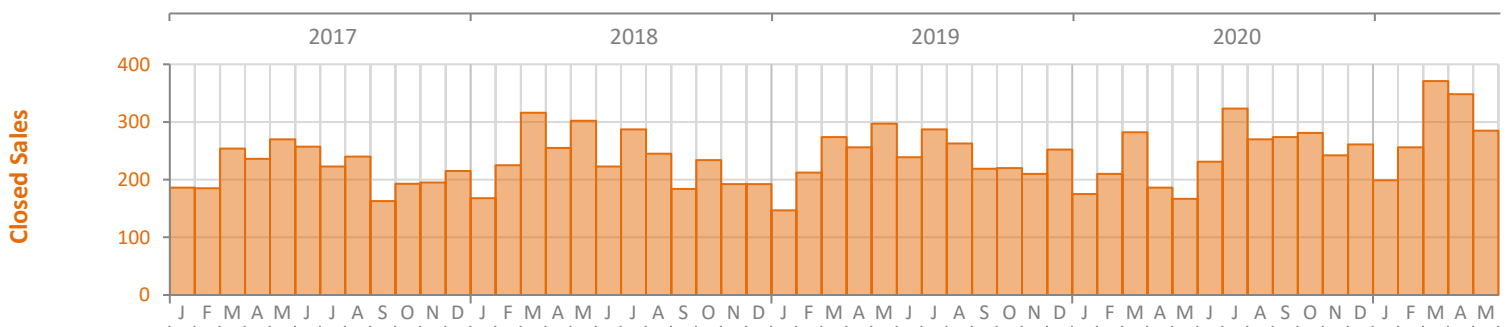
Summary Statistics	May 2021	May 2020	Percent Change Year-over-Year
Closed Sales	285	167	70.7%
Paid in Cash	143	74	93.2%
Median Sale Price	\$230,000	\$168,000	36.9%
Average Sale Price	\$273,991	\$204,612	33.9%
Dollar Volume	\$78.1 Million	\$34.2 Million	128.5%
Median Percent of Original List Price Received	99.0%	95.7%	3.4%
Median Time to Contract	11 Days	37 Days	-70.3%
Median Time to Sale	48 Days	67 Days	-28.4%
New Pending Sales	342	268	27.6%
New Listings	281	302	-7.0%
Pending Inventory	587	377	55.7%
Inventory (Active Listings)	272	801	-66.0%
Months Supply of Inventory	1.0	3.5	-71.4%

## 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	1,459	43.0%
<b>May 2021</b>	<b>285</b>	<b>70.7%</b>
April 2021	348	87.1%
March 2021	371	31.6%
February 2021	256	21.9%
January 2021	199	13.7%
December 2020	261	3.6%
November 2020	242	15.2%
October 2020	281	27.7%
September 2020	274	25.1%
August 2020	270	2.7%
July 2020	323	12.5%
June 2020	231	-3.3%
May 2020	167	-43.8%



# Monthly Market Detail - May 2021

## Townhouses and Condos

### Brevard County

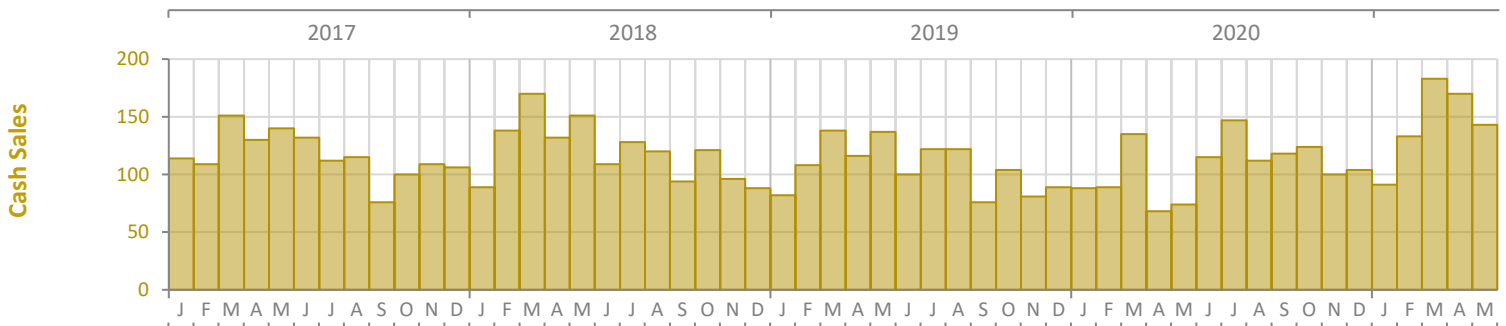


## Cash Sales

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	720	58.6%
<b>May 2021</b>	<b>143</b>	<b>93.2%</b>
April 2021	170	150.0%
March 2021	183	35.6%
February 2021	133	49.4%
January 2021	91	3.4%
December 2020	104	16.9%
November 2020	100	23.5%
October 2020	124	19.2%
September 2020	118	55.3%
August 2020	112	-8.2%
July 2020	147	20.5%
June 2020	115	15.0%
May 2020	74	-46.0%

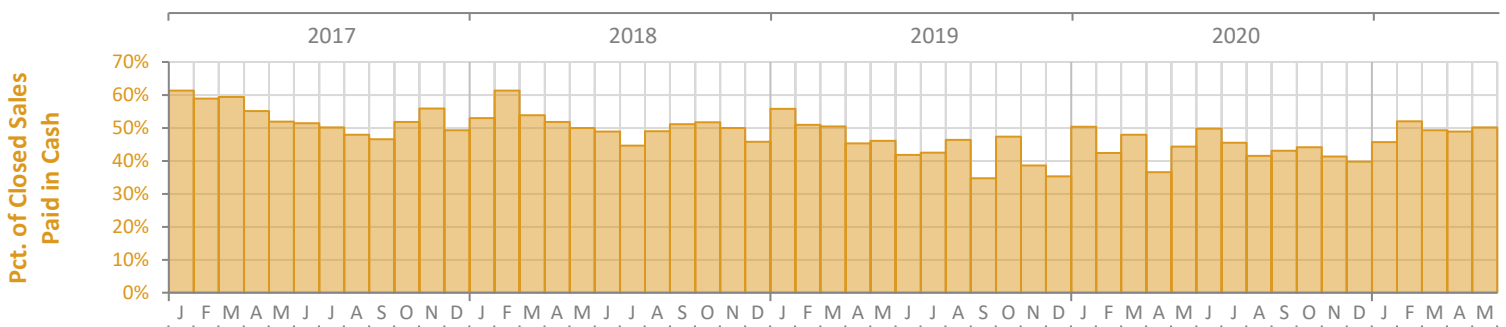


## Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	49.3%	10.8%
<b>May 2021</b>	<b>50.2%</b>	<b>13.3%</b>
April 2021	48.9%	33.6%
March 2021	49.3%	2.9%
February 2021	52.0%	22.6%
January 2021	45.7%	-9.1%
December 2020	39.8%	12.7%
November 2020	41.3%	7.0%
October 2020	44.1%	-6.8%
September 2020	43.1%	24.2%
August 2020	41.5%	-10.6%
July 2020	45.5%	7.1%
June 2020	49.8%	19.1%
May 2020	44.3%	-3.9%

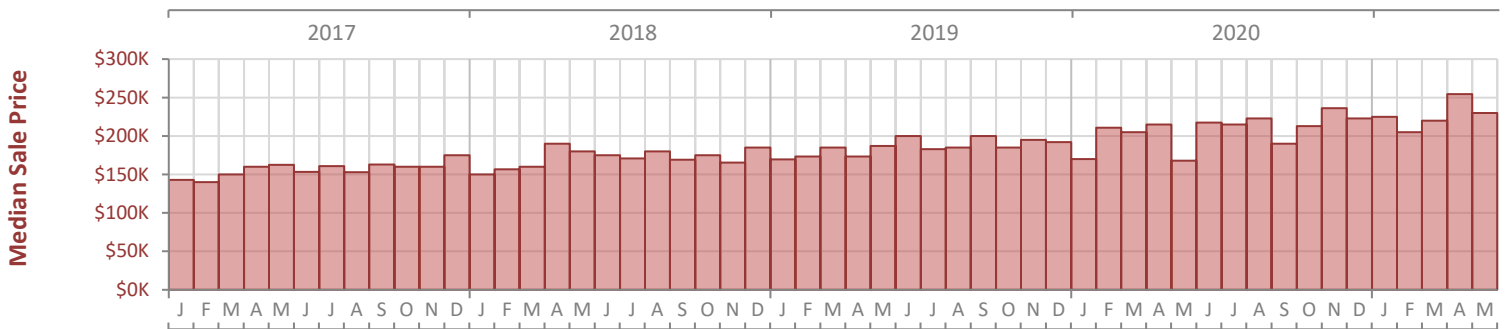


## Median Sale Price

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	\$229,000	17.6%
<b>May 2021</b>	<b>\$230,000</b>	<b>36.9%</b>
April 2021	\$254,389	18.3%
March 2021	\$220,000	7.3%
February 2021	\$205,000	-2.7%
January 2021	\$225,000	32.4%
December 2020	\$223,000	16.2%
November 2020	\$236,000	21.0%
October 2020	\$213,000	15.1%
September 2020	\$190,000	-5.0%
August 2020	\$222,750	20.4%
July 2020	\$215,000	17.5%
June 2020	\$217,500	8.8%
May 2020	\$168,000	-10.2%

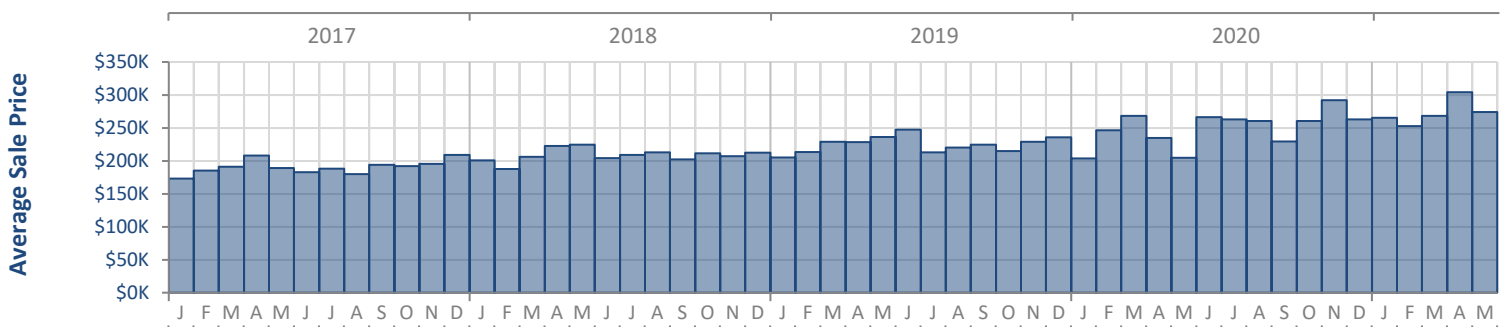


## Average Sale Price

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	\$274,826	16.4%
<b>May 2021</b>	<b>\$273,991</b>	<b>33.9%</b>
April 2021	\$304,323	29.7%
March 2021	\$268,124	0.0%
February 2021	\$252,772	2.7%
January 2021	\$265,307	30.1%
December 2020	\$263,143	11.6%
November 2020	\$292,248	27.7%
October 2020	\$260,515	21.3%
September 2020	\$229,411	2.2%
August 2020	\$260,285	18.2%
July 2020	\$262,836	23.5%
June 2020	\$266,487	7.8%
May 2020	\$204,612	-13.4%



# Monthly Market Detail - May 2021

## Townhouses and Condos

### Brevard County

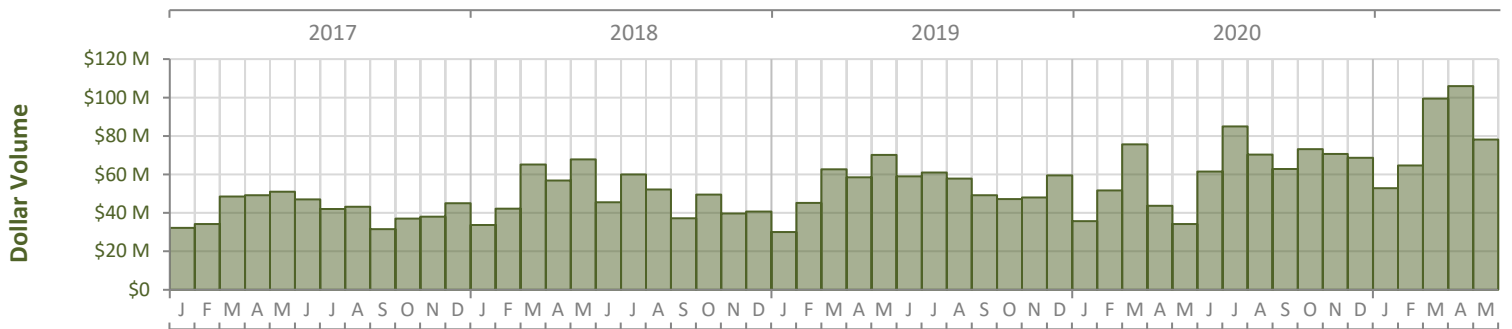


## Dollar Volume

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	\$401.0 Million	66.5%
<b>May 2021</b>	<b>\$78.1 Million</b>	<b>128.5%</b>
April 2021	\$105.9 Million	142.6%
March 2021	\$99.5 Million	31.6%
February 2021	\$64.7 Million	25.2%
January 2021	\$52.8 Million	48.0%
December 2020	\$68.7 Million	15.6%
November 2020	\$70.7 Million	47.2%
October 2020	\$73.2 Million	54.9%
September 2020	\$62.9 Million	27.9%
August 2020	\$70.3 Million	21.3%
July 2020	\$84.9 Million	39.0%
June 2020	\$61.6 Million	4.2%
May 2020	\$34.2 Million	-51.3%

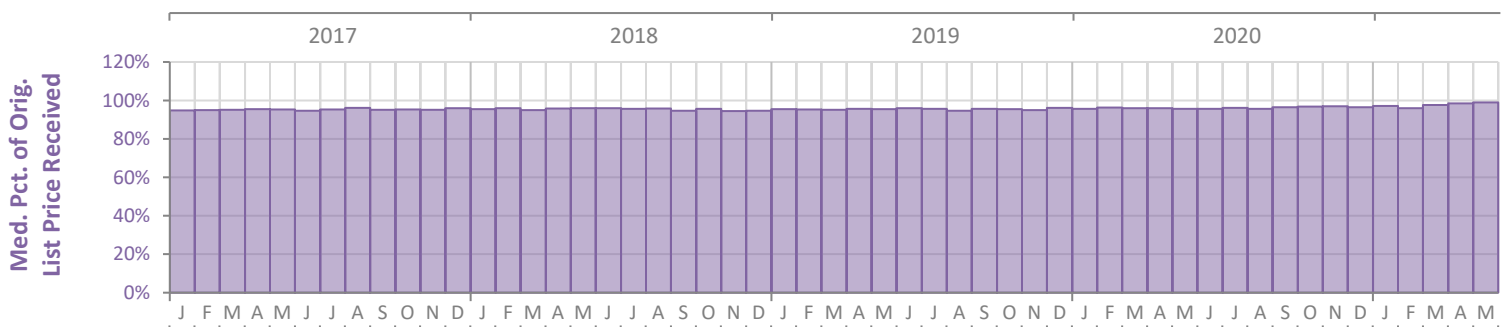


## Median Percent of Original List Price Received

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	97.8%	1.9%
<b>May 2021</b>	<b>99.0%</b>	<b>3.4%</b>
April 2021	98.5%	2.7%
March 2021	97.7%	1.8%
February 2021	96.0%	-0.3%
January 2021	97.2%	1.6%
December 2020	96.4%	0.3%
November 2020	97.0%	2.1%
October 2020	96.8%	1.4%
September 2020	96.5%	0.9%
August 2020	95.7%	1.1%
July 2020	96.1%	0.5%
June 2020	95.7%	-0.2%
May 2020	95.7%	0.3%

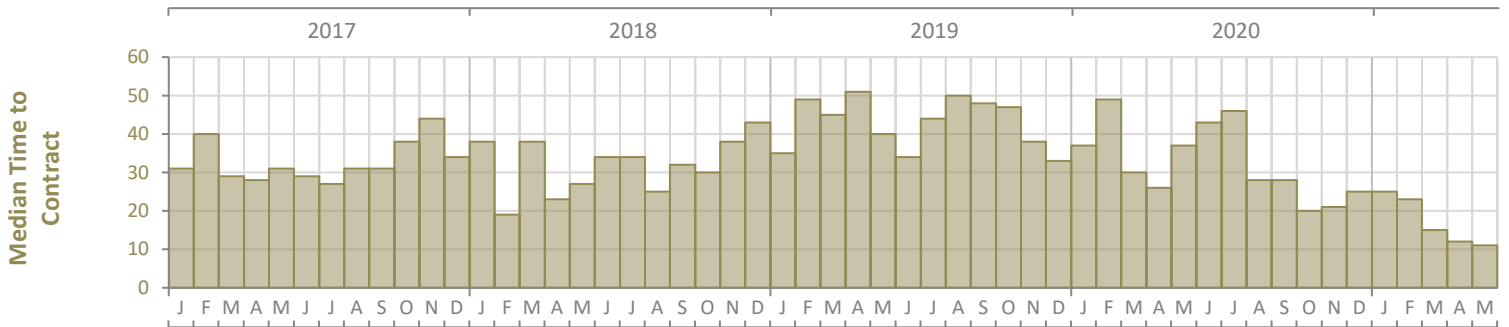


## Median Time to Contract

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	16 Days	-51.5%
<b>May 2021</b>	<b>11 Days</b>	<b>-70.3%</b>
April 2021	12 Days	-53.8%
March 2021	15 Days	-50.0%
February 2021	23 Days	-53.1%
January 2021	25 Days	-32.4%
December 2020	25 Days	-24.2%
November 2020	21 Days	-44.7%
October 2020	20 Days	-57.4%
September 2020	28 Days	-41.7%
August 2020	28 Days	-44.0%
July 2020	46 Days	4.5%
June 2020	43 Days	26.5%
May 2020	37 Days	-7.5%

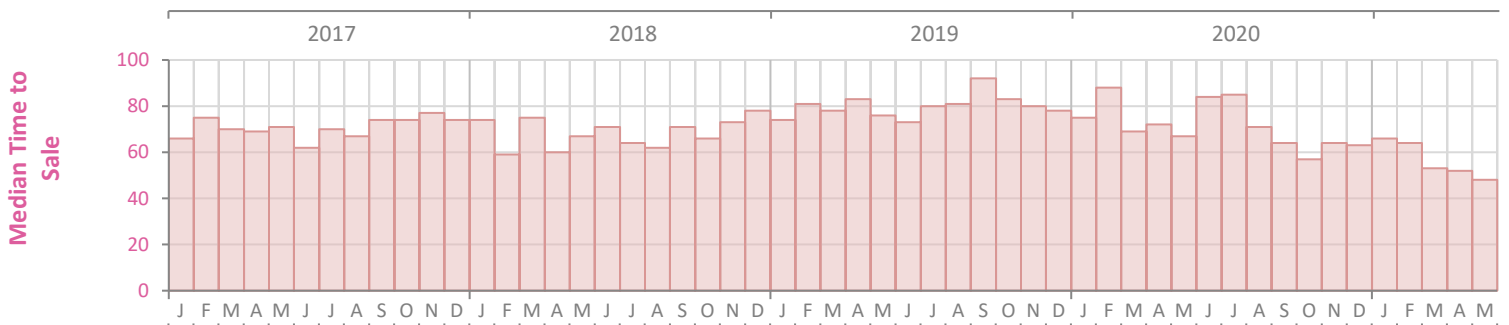


## Median Time to Sale

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	55 Days	-25.7%
<b>May 2021</b>	<b>48 Days</b>	<b>-28.4%</b>
April 2021	52 Days	-27.8%
March 2021	53 Days	-23.2%
February 2021	64 Days	-27.3%
January 2021	66 Days	-12.0%
December 2020	63 Days	-19.2%
November 2020	64 Days	-20.0%
October 2020	57 Days	-31.3%
September 2020	64 Days	-30.4%
August 2020	71 Days	-12.3%
July 2020	85 Days	6.3%
June 2020	84 Days	15.1%
May 2020	67 Days	-11.8%

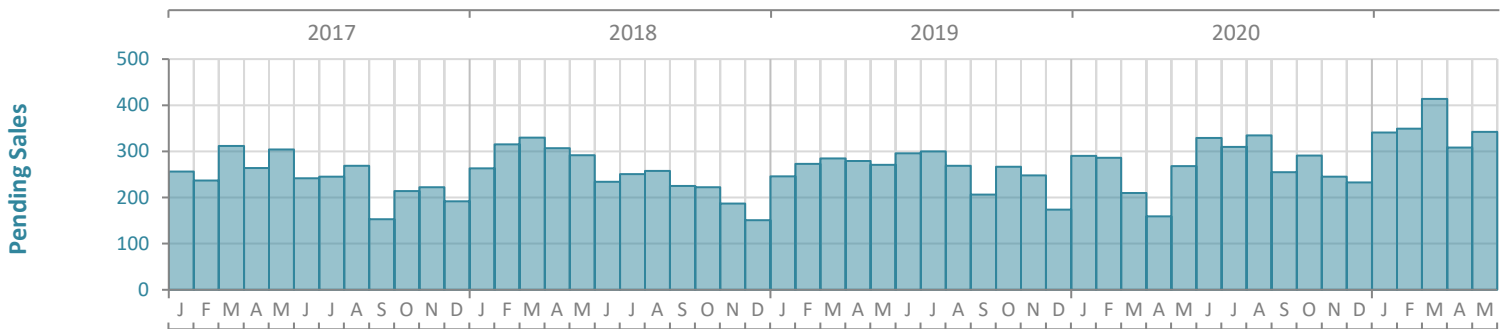


## New Pending Sales

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	1,754	44.6%
<b>May 2021</b>	<b>342</b>	<b>27.6%</b>
April 2021	308	93.7%
March 2021	414	97.1%
February 2021	349	22.0%
January 2021	341	17.6%
December 2020	233	33.9%
November 2020	245	-1.2%
October 2020	291	9.0%
September 2020	255	23.8%
August 2020	335	24.5%
July 2020	310	3.3%
June 2020	329	11.1%
May 2020	268	-1.1%

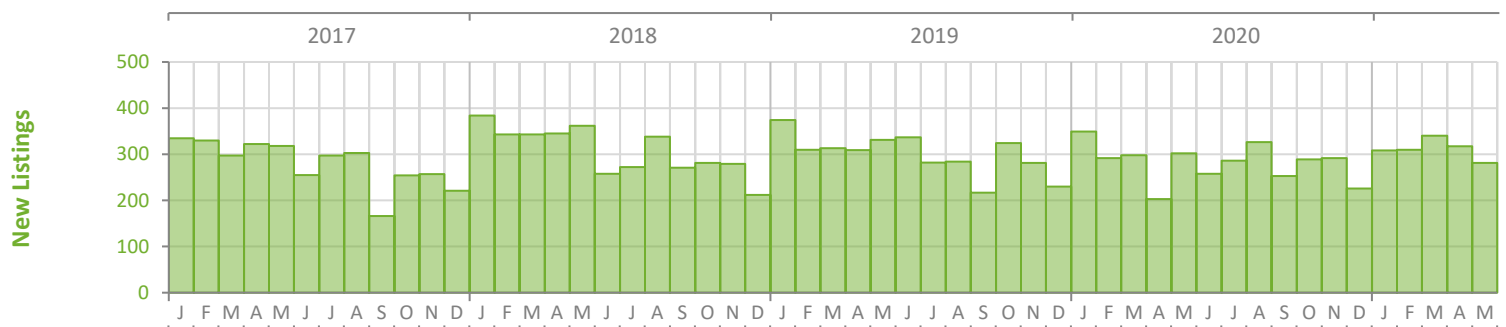


## New Listings

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	1,556	7.8%
<b>May 2021</b>	<b>281</b>	<b>-7.0%</b>
April 2021	317	56.2%
March 2021	340	14.1%
February 2021	310	6.2%
January 2021	308	-11.7%
December 2020	226	-1.7%
November 2020	292	3.9%
October 2020	289	-10.8%
September 2020	253	16.6%
August 2020	326	14.8%
July 2020	286	1.4%
June 2020	258	-23.4%
May 2020	302	-8.8%



# Monthly Market Detail - May 2021

## Townhouses and Condos

### Brevard County

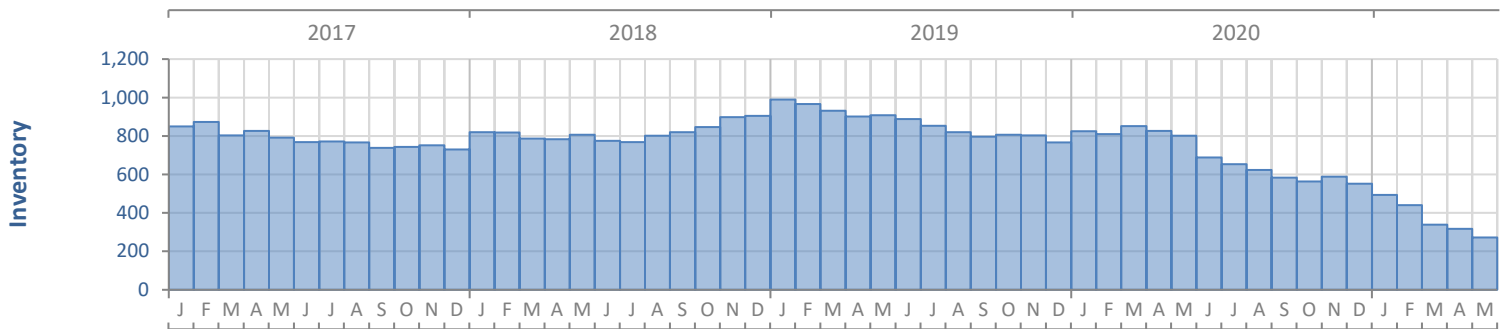


## Inventory (Active Listings)

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)	372	-54.8%
<b>May 2021</b>	<b>272</b>	<b>-66.0%</b>
April 2021	317	-61.7%
March 2021	339	-60.2%
February 2021	440	-45.7%
January 2021	493	-40.2%
December 2020	552	-28.0%
November 2020	588	-26.9%
October 2020	564	-30.1%
September 2020	584	-26.7%
August 2020	624	-23.8%
July 2020	654	-23.3%
June 2020	689	-22.4%
May 2020	801	-11.8%

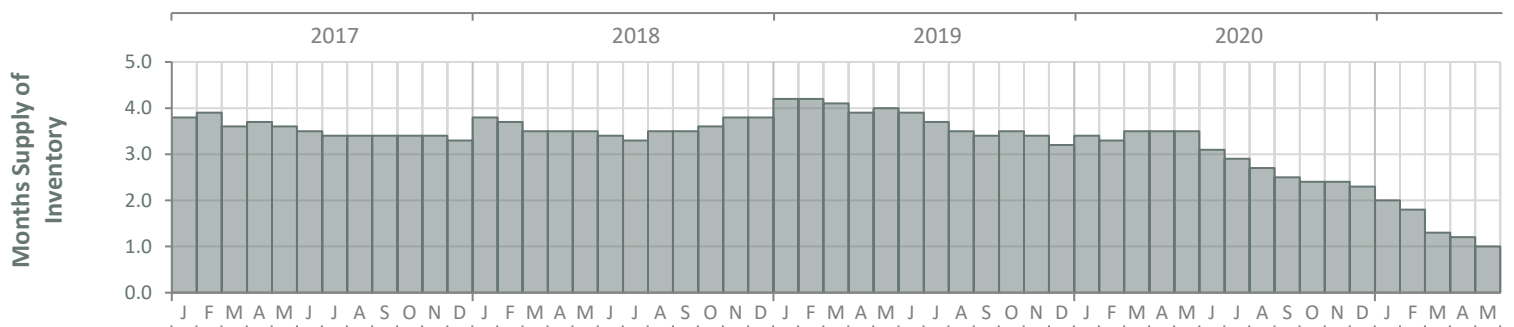


## Months Supply of Inventory

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)	1.5	-55.9%
<b>May 2021</b>	<b>1.0</b>	<b>-71.4%</b>
April 2021	1.2	-65.7%
March 2021	1.3	-62.9%
February 2021	1.8	-45.5%
January 2021	2.0	-41.2%
December 2020	2.3	-28.1%
November 2020	2.4	-29.4%
October 2020	2.4	-31.4%
September 2020	2.5	-26.5%
August 2020	2.7	-22.9%
July 2020	2.9	-21.6%
June 2020	3.1	-20.5%
May 2020	3.5	-12.5%

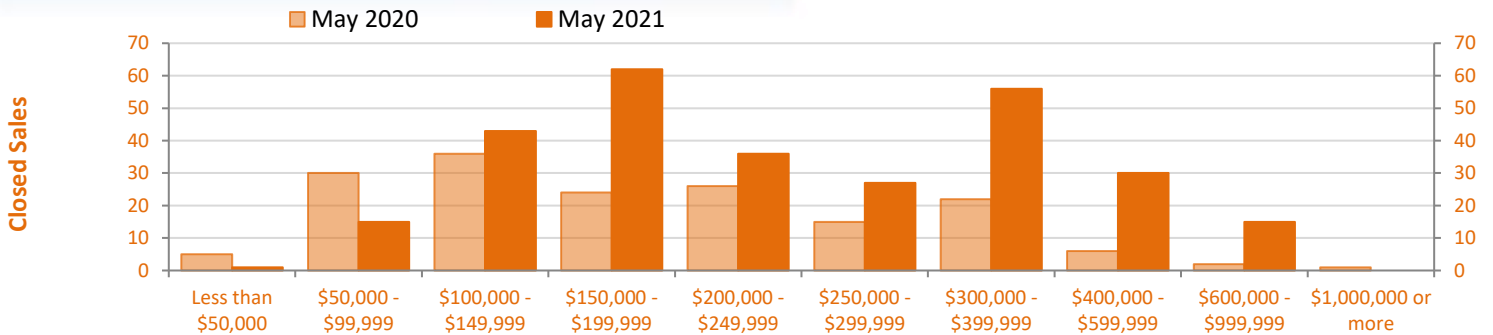


## Closed Sales by Sale Price

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	1	-80.0%
\$50,000 - \$99,999	15	-50.0%
\$100,000 - \$149,999	43	19.4%
\$150,000 - \$199,999	62	158.3%
\$200,000 - \$249,999	36	38.5%
\$250,000 - \$299,999	27	80.0%
\$300,000 - \$399,999	56	154.5%
\$400,000 - \$599,999	30	400.0%
\$600,000 - \$999,999	15	650.0%
\$1,000,000 or more	0	-100.0%

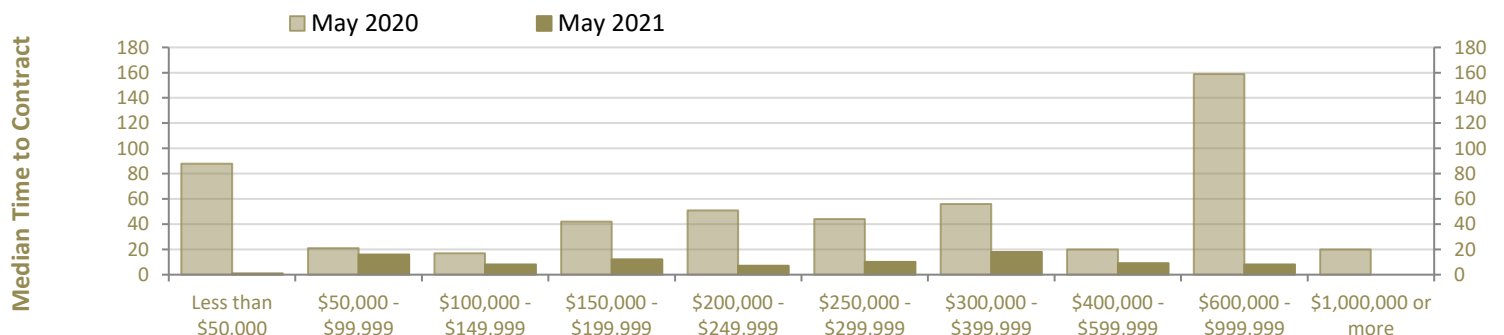


## Median Time to Contract by Sale Price

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	1 Day	-98.9%
\$50,000 - \$99,999	16 Days	-23.8%
\$100,000 - \$149,999	8 Days	-52.9%
\$150,000 - \$199,999	12 Days	-71.4%
\$200,000 - \$249,999	7 Days	-86.3%
\$250,000 - \$299,999	10 Days	-77.3%
\$300,000 - \$399,999	18 Days	-67.9%
\$400,000 - \$599,999	9 Days	-55.0%
\$600,000 - \$999,999	8 Days	-95.0%
\$1,000,000 or more	(No Sales)	N/A



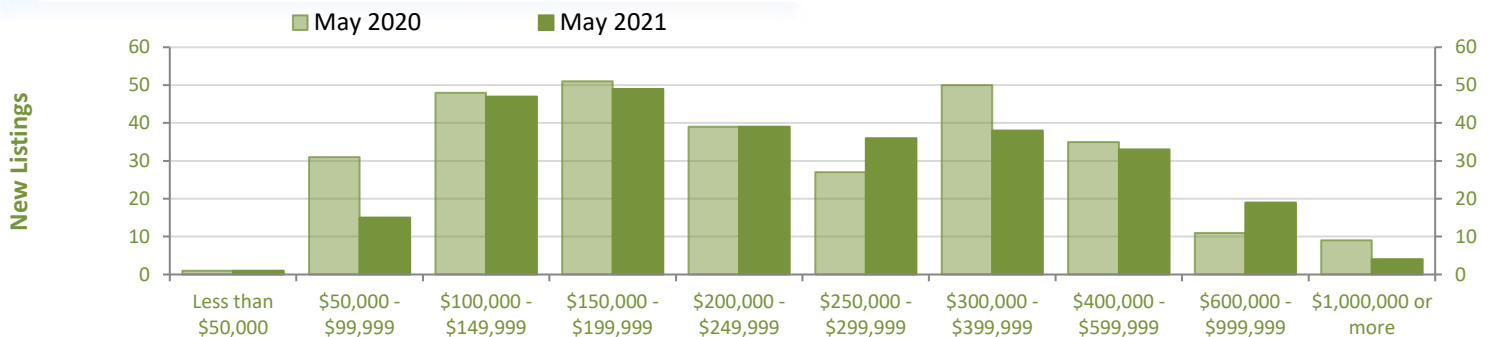


## New Listings by Initial Listing Price

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	15	-51.6%
\$100,000 - \$149,999	47	-2.1%
\$150,000 - \$199,999	49	-3.9%
\$200,000 - \$249,999	39	0.0%
\$250,000 - \$299,999	36	33.3%
\$300,000 - \$399,999	38	-24.0%
\$400,000 - \$599,999	33	-5.7%
\$600,000 - \$999,999	19	72.7%
\$1,000,000 or more	4	-55.6%

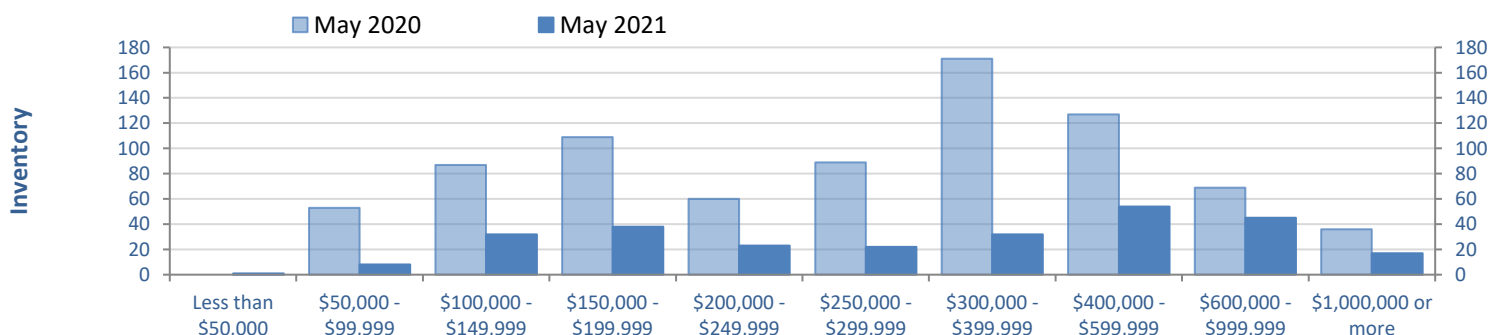


## Inventory by Current Listing Price

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	N/A
\$50,000 - \$99,999	8	-84.9%
\$100,000 - \$149,999	32	-63.2%
\$150,000 - \$199,999	38	-65.1%
\$200,000 - \$249,999	23	-61.7%
\$250,000 - \$299,999	22	-75.3%
\$300,000 - \$399,999	32	-81.3%
\$400,000 - \$599,999	54	-57.5%
\$600,000 - \$999,999	45	-34.8%
\$1,000,000 or more	17	-52.8%



# Monthly Distressed Market - May 2021

## Townhouses and Condos

### Brevard County



		May 2021	May 2020	Percent Change Year-over-Year
Traditional	Closed Sales	284	164	73.2%
	Median Sale Price	\$230,000	\$178,500	28.9%
Foreclosure/REO	Closed Sales	1	3	-66.7%
	Median Sale Price	\$163,000	\$105,000	55.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

