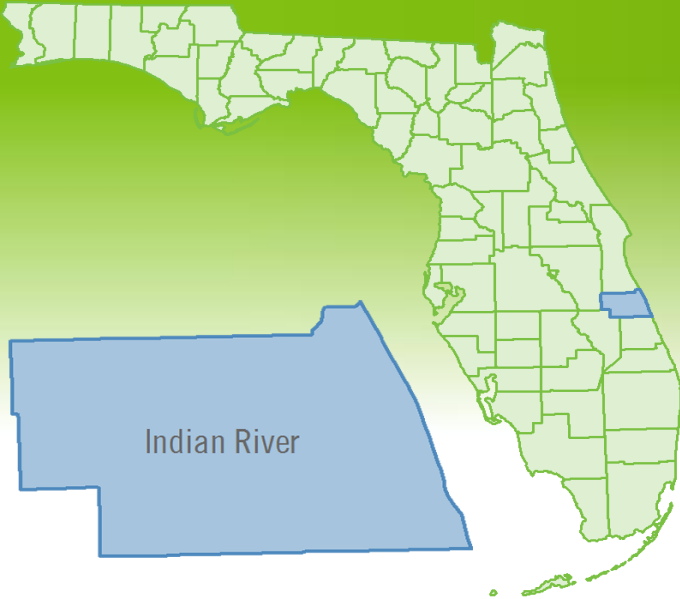


# Monthly Market Detail - December 2021

## Single-Family Homes

### Indian River County



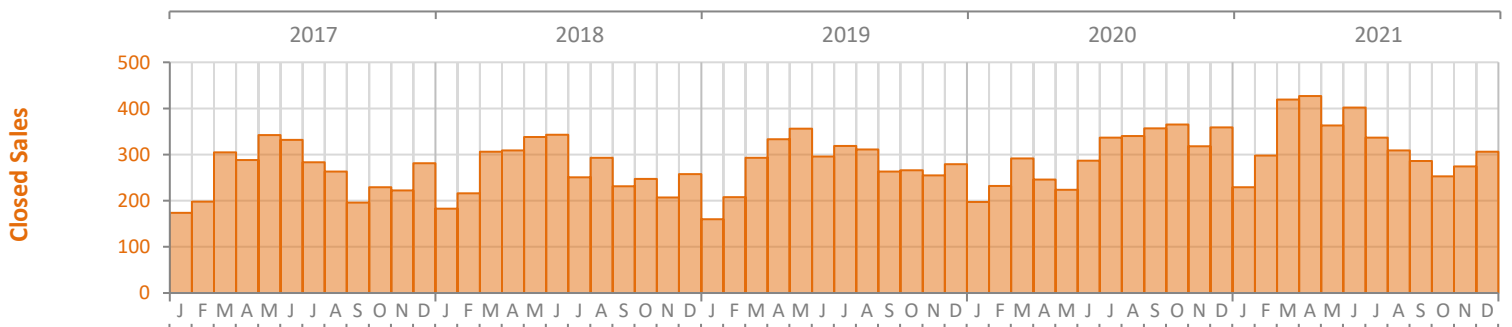
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	306	359	-14.8%
Paid in Cash	122	135	-9.6%
Median Sale Price	\$340,417	\$298,000	14.2%
Average Sale Price	\$565,763	\$484,313	16.8%
Dollar Volume	\$173.1 Million	\$173.9 Million	-0.4%
Median Percent of Original List Price Received	100.0%	97.4%	2.7%
Median Time to Contract	15 Days	27 Days	-44.4%
Median Time to Sale	60 Days	77 Days	-22.1%
New Pending Sales	224	271	-17.3%
New Listings	213	263	-19.0%
Pending Inventory	444	606	-26.7%
Inventory (Active Listings)	331	692	-52.2%
Months Supply of Inventory	1.0	2.3	-56.5%

## 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	3,903	9.8%
<b>December 2021</b>	<b>306</b>	<b>-14.8%</b>
November 2021	274	-13.8%
October 2021	253	-30.7%
September 2021	286	-19.9%
August 2021	309	-9.1%
July 2021	337	0.0%
June 2021	402	40.1%
May 2021	363	62.1%
April 2021	427	73.6%
March 2021	419	43.5%
February 2021	298	28.4%
January 2021	229	16.2%
December 2020	359	28.7%



# Monthly Market Detail - December 2021

## Single-Family Homes

### Indian River County

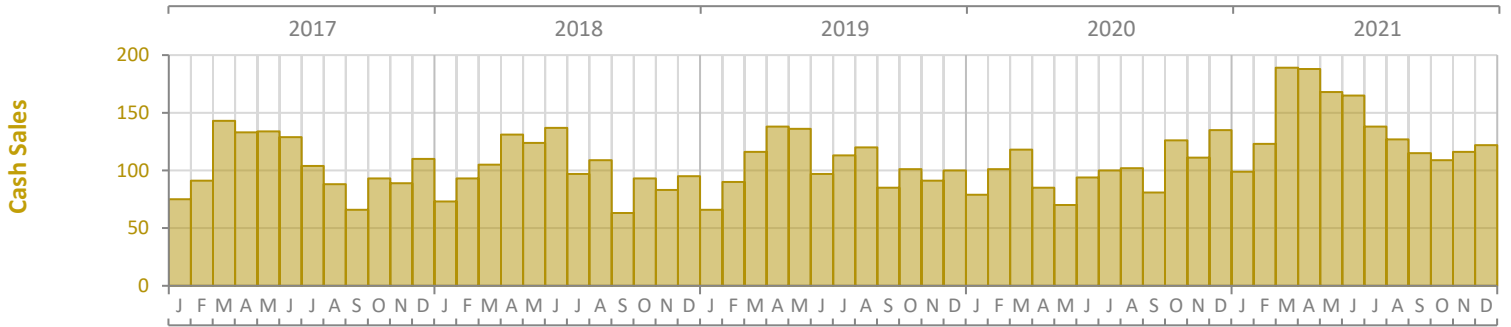


## Cash Sales

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	1,659	38.0%
<b>December 2021</b>	<b>122</b>	<b>-9.6%</b>
November 2021	116	4.5%
October 2021	109	-13.5%
September 2021	115	42.0%
August 2021	127	24.5%
July 2021	138	38.0%
June 2021	165	75.5%
May 2021	168	140.0%
April 2021	188	121.2%
March 2021	189	60.2%
February 2021	123	21.8%
January 2021	99	25.3%
December 2020	135	35.0%

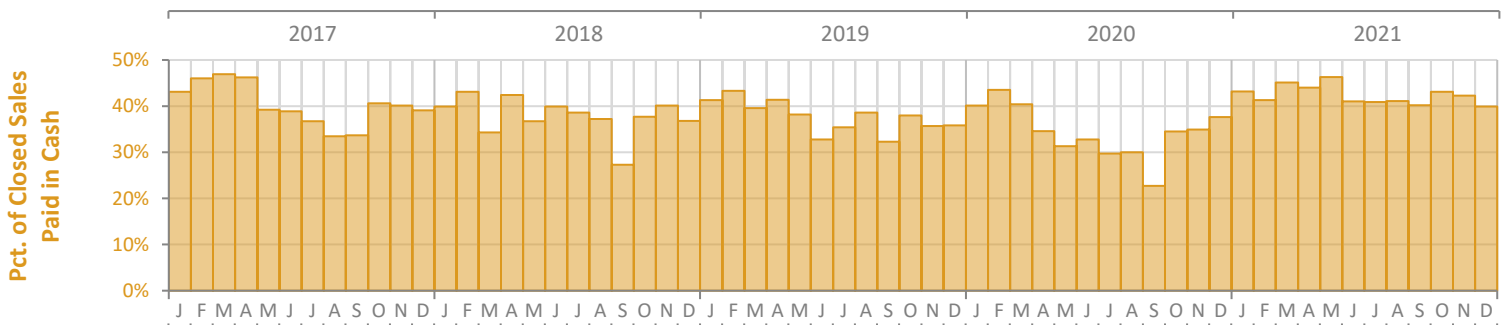


## Cash Sales as a Percentage of Closed Sales

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	42.5%	25.7%
<b>December 2021</b>	<b>39.9%</b>	<b>6.1%</b>
November 2021	42.3%	21.2%
October 2021	43.1%	24.9%
September 2021	40.2%	77.1%
August 2021	41.1%	37.0%
July 2021	40.9%	37.7%
June 2021	41.0%	25.0%
May 2021	46.3%	47.9%
April 2021	44.0%	27.2%
March 2021	45.1%	11.6%
February 2021	41.3%	-5.1%
January 2021	43.2%	7.7%
December 2020	37.6%	5.0%



# Monthly Market Detail - December 2021

## Single-Family Homes

### Indian River County

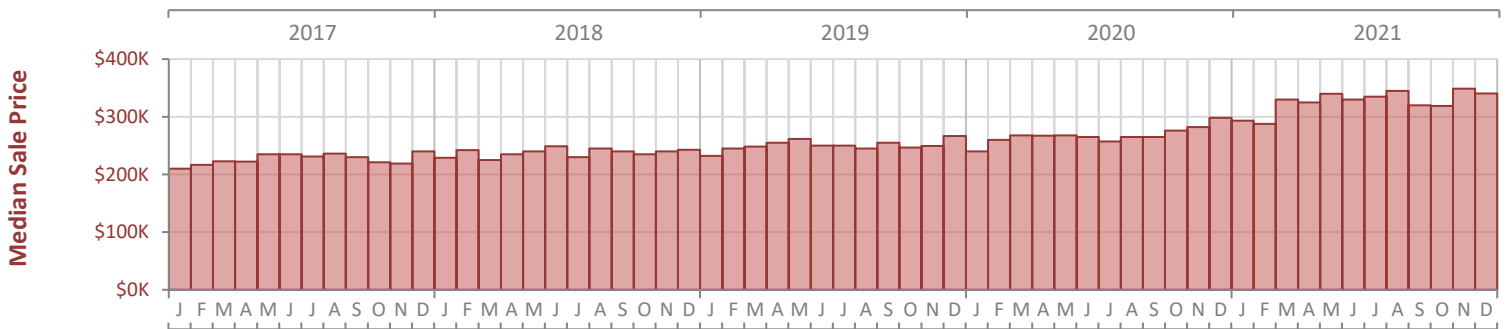


## Median Sale Price

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	\$325,000	20.4%
<b>December 2021</b>	<b>\$340,417</b>	<b>14.2%</b>
November 2021	\$349,000	23.7%
October 2021	\$319,000	15.6%
September 2021	\$320,000	20.8%
August 2021	\$345,000	30.2%
July 2021	\$335,000	30.2%
June 2021	\$330,000	24.5%
May 2021	\$340,000	27.1%
April 2021	\$324,900	21.7%
March 2021	\$330,123	23.4%
February 2021	\$287,792	10.7%
January 2021	\$293,000	22.1%
December 2020	\$298,000	11.8%

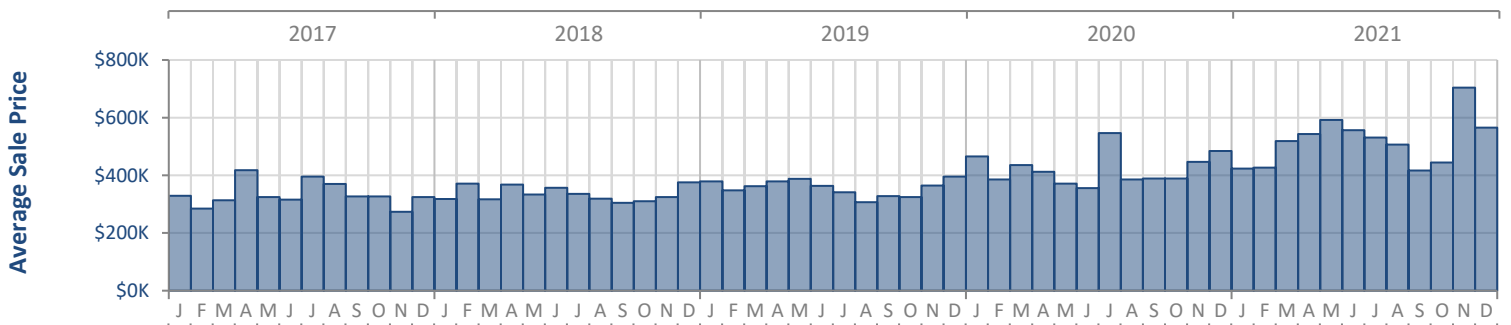


## Average Sale Price

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	\$523,946	23.6%
<b>December 2021</b>	<b>\$565,763</b>	<b>16.8%</b>
November 2021	\$704,020	57.8%
October 2021	\$444,054	14.3%
September 2021	\$416,355	6.9%
August 2021	\$507,015	31.4%
July 2021	\$530,859	-2.9%
June 2021	\$556,249	56.4%
May 2021	\$592,142	59.5%
April 2021	\$543,358	31.8%
March 2021	\$518,247	18.9%
February 2021	\$426,946	10.8%
January 2021	\$423,567	-9.1%
December 2020	\$484,313	22.3%



# Monthly Market Detail - December 2021

## Single-Family Homes

### Indian River County

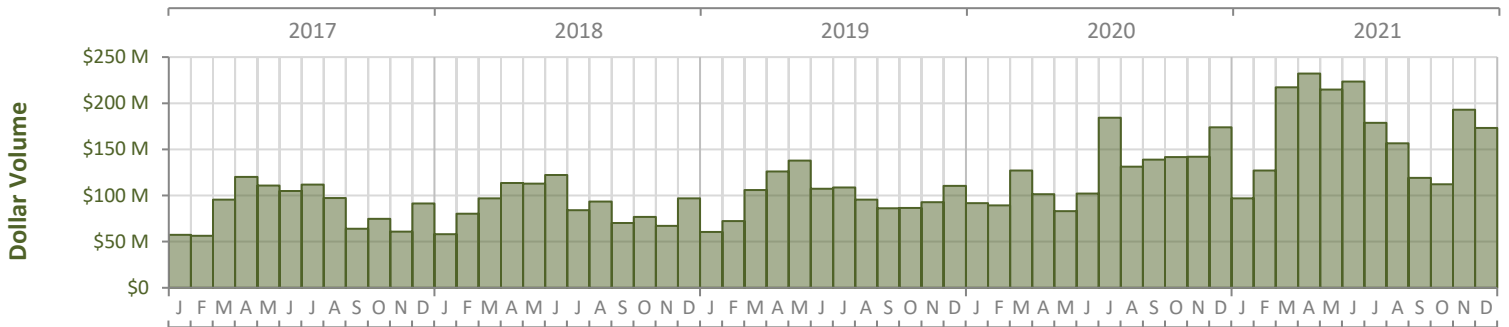


## Dollar Volume

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	\$2.0 Billion	35.7%
<b>December 2021</b>	<b>\$173.1 Million</b>	<b>-0.4%</b>
November 2021	\$192.9 Million	36.0%
October 2021	\$112.3 Million	-20.8%
September 2021	\$119.1 Million	-14.3%
August 2021	\$156.7 Million	19.4%
July 2021	\$178.9 Million	-2.9%
June 2021	\$223.6 Million	119.0%
May 2021	\$214.9 Million	158.4%
April 2021	\$232.0 Million	128.7%
March 2021	\$217.1 Million	70.7%
February 2021	\$127.2 Million	42.3%
January 2021	\$97.0 Million	5.7%
December 2020	\$173.9 Million	57.4%

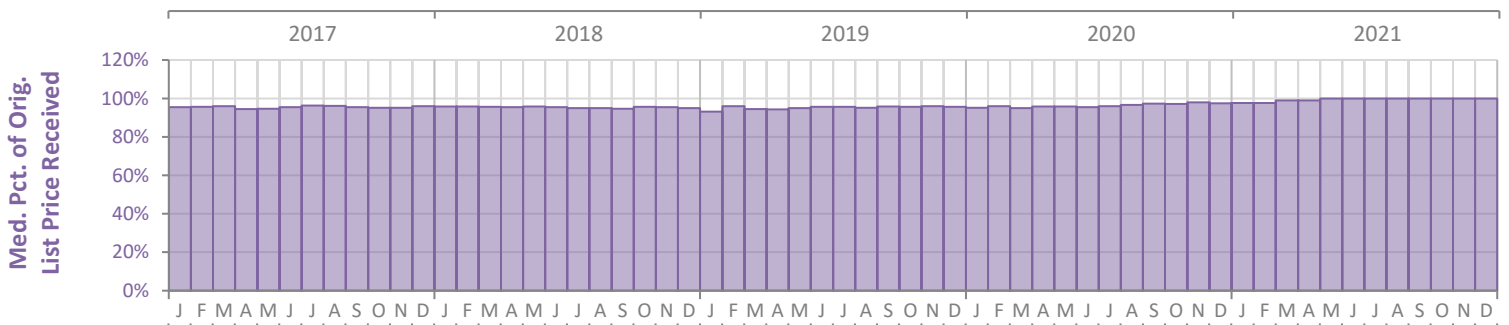


## Median Percent of Original List Price Received

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	99.9%	3.5%
<b>December 2021</b>	<b>100.0%</b>	<b>2.7%</b>
November 2021	100.0%	2.1%
October 2021	100.0%	3.0%
September 2021	100.0%	2.8%
August 2021	100.0%	3.4%
July 2021	100.0%	4.2%
June 2021	100.0%	4.7%
May 2021	100.0%	4.4%
April 2021	98.9%	3.2%
March 2021	98.9%	4.1%
February 2021	97.6%	1.8%
January 2021	97.6%	2.5%
December 2020	97.4%	1.8%

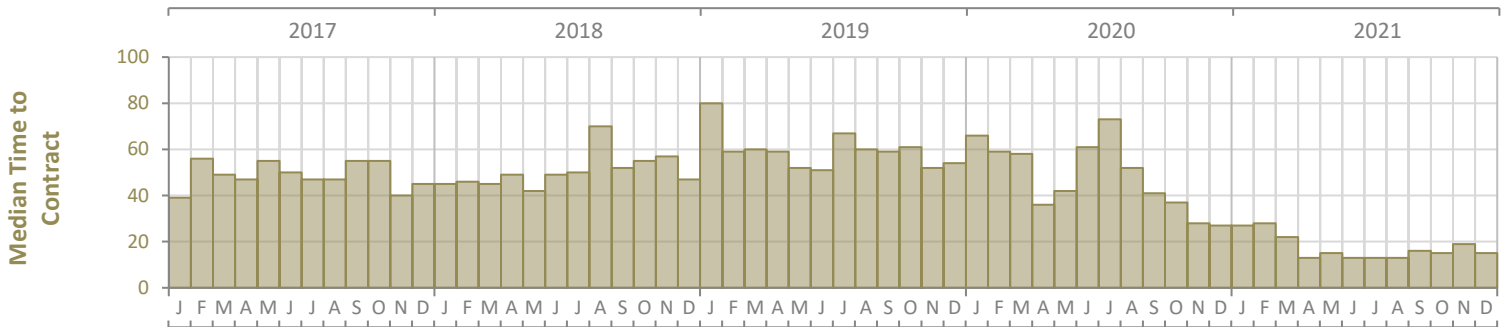


## Median Time to Contract

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	-64.4%
<b>December 2021</b>	<b>15 Days</b>	<b>-44.4%</b>
November 2021	19 Days	-32.1%
October 2021	15 Days	-59.5%
September 2021	16 Days	-61.0%
August 2021	13 Days	-75.0%
July 2021	13 Days	-82.2%
June 2021	13 Days	-78.7%
May 2021	15 Days	-64.3%
April 2021	13 Days	-63.9%
March 2021	22 Days	-62.1%
February 2021	28 Days	-52.5%
January 2021	27 Days	-59.1%
December 2020	27 Days	-50.0%

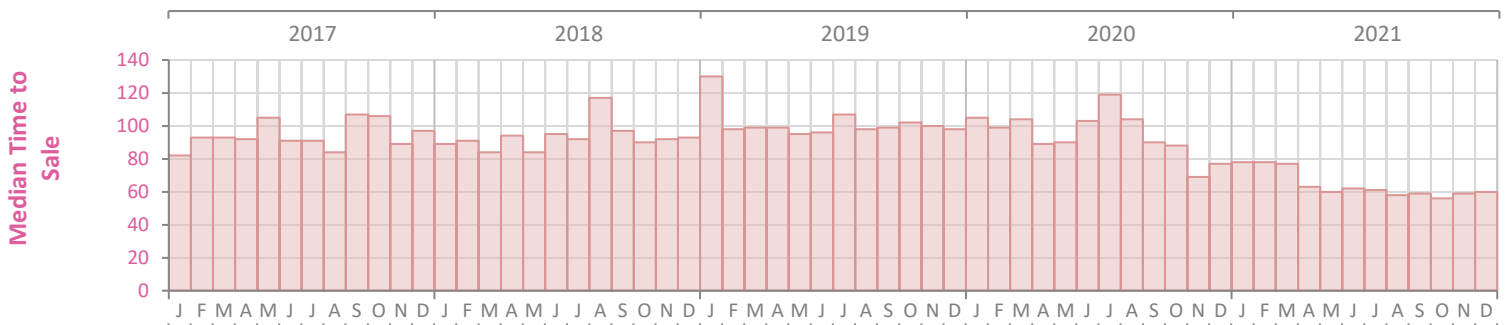


## Median Time to Sale

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	63 Days	-32.3%
<b>December 2021</b>	<b>60 Days</b>	<b>-22.1%</b>
November 2021	59 Days	-14.5%
October 2021	56 Days	-36.4%
September 2021	59 Days	-34.4%
August 2021	58 Days	-44.2%
July 2021	61 Days	-48.7%
June 2021	62 Days	-39.8%
May 2021	60 Days	-33.3%
April 2021	63 Days	-29.2%
March 2021	77 Days	-26.0%
February 2021	78 Days	-21.2%
January 2021	78 Days	-25.7%
December 2020	77 Days	-21.4%

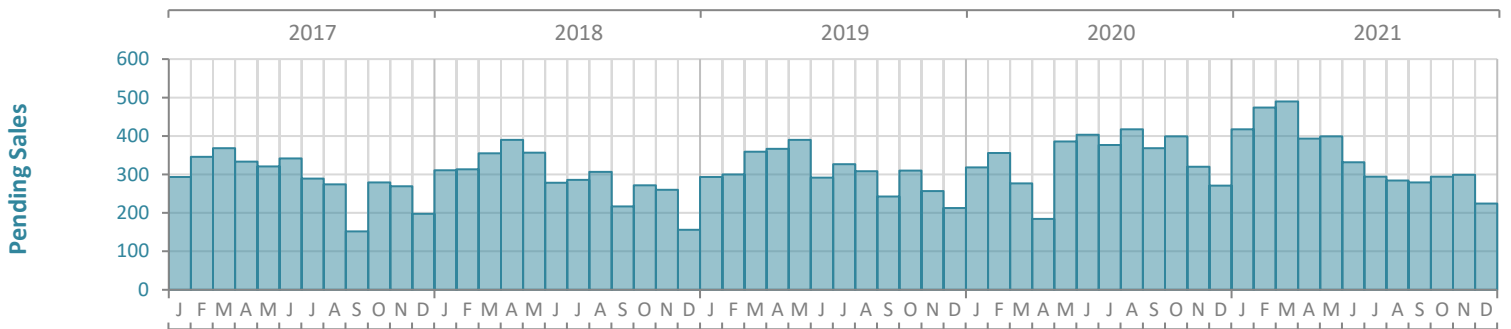


## New Pending Sales

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	4,179	2.5%
<b>December 2021</b>	<b>224</b>	<b>-17.3%</b>
November 2021	299	-6.6%
October 2021	294	-26.3%
September 2021	279	-24.2%
August 2021	284	-31.9%
July 2021	294	-22.0%
June 2021	332	-17.6%
May 2021	399	3.4%
April 2021	393	113.6%
March 2021	490	76.9%
February 2021	474	33.1%
January 2021	417	31.1%
December 2020	271	27.2%

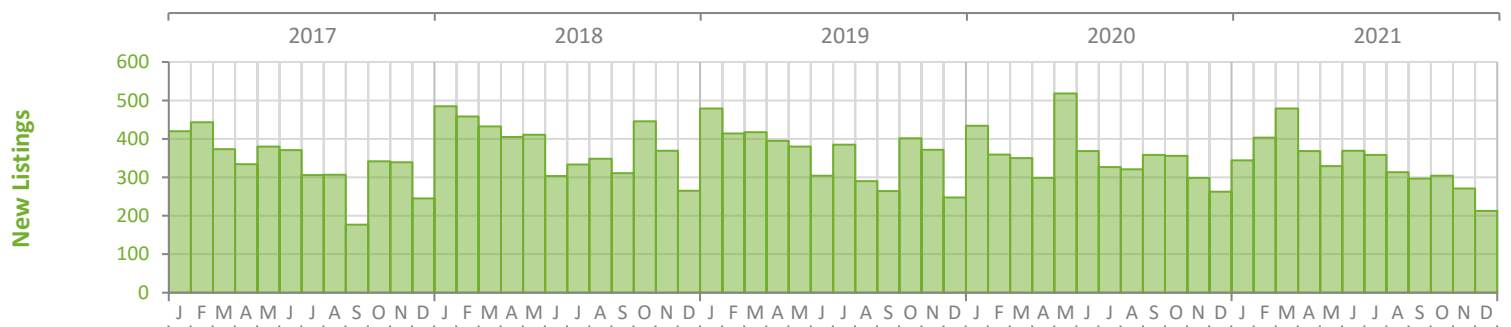


## New Listings

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
Year-to-Date	4,048	-4.8%
<b>December 2021</b>	<b>213</b>	<b>-19.0%</b>
November 2021	271	-9.1%
October 2021	304	-14.6%
September 2021	297	-17.0%
August 2021	313	-2.5%
July 2021	358	9.5%
June 2021	369	0.3%
May 2021	329	-36.5%
April 2021	368	23.5%
March 2021	479	36.9%
February 2021	403	12.3%
January 2021	344	-20.7%
December 2020	263	6.0%

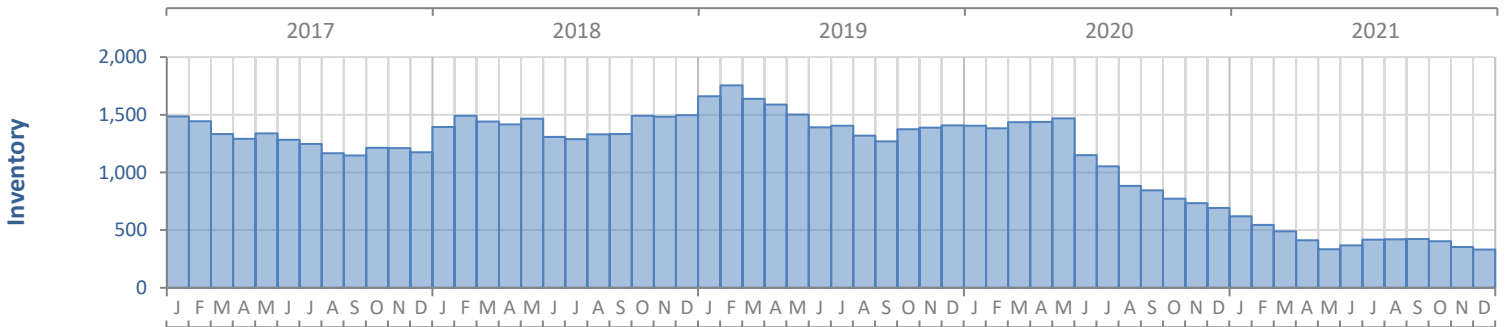


## Inventory (Active Listings)

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)	427	-61.4%
<b>December 2021</b>	<b>331</b>	<b>-52.2%</b>
November 2021	355	-51.6%
October 2021	403	-47.9%
September 2021	424	-49.8%
August 2021	420	-52.5%
July 2021	418	-60.3%
June 2021	369	-67.9%
May 2021	335	-77.2%
April 2021	413	-71.3%
March 2021	489	-65.9%
February 2021	545	-60.6%
January 2021	619	-55.9%
December 2020	692	-50.9%

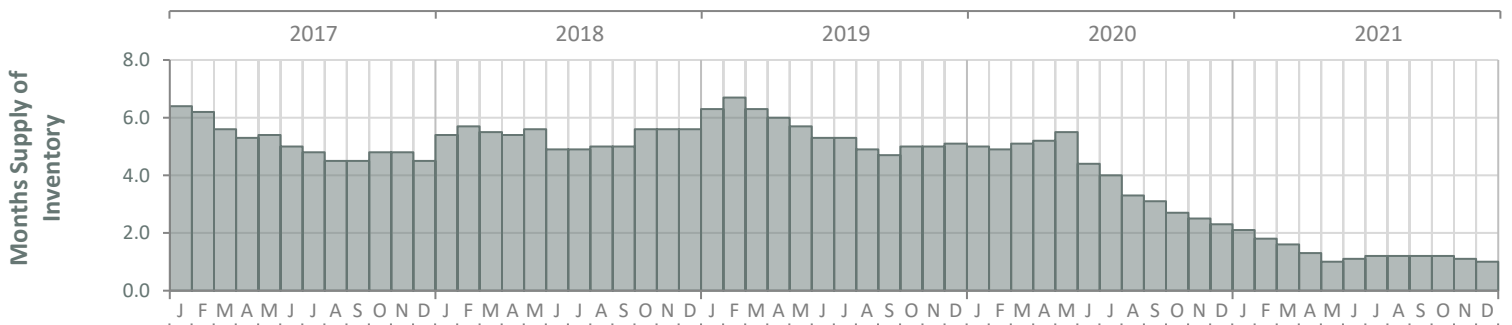


## Months Supply of Inventory

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)	1.3	-67.5%
<b>December 2021</b>	<b>1.0</b>	<b>-56.5%</b>
November 2021	1.1	-56.0%
October 2021	1.2	-55.6%
September 2021	1.2	-61.3%
August 2021	1.2	-63.6%
July 2021	1.2	-70.0%
June 2021	1.1	-75.0%
May 2021	1.0	-81.8%
April 2021	1.3	-75.0%
March 2021	1.6	-68.6%
February 2021	1.8	-63.3%
January 2021	2.1	-58.0%
December 2020	2.3	-54.9%



# Monthly Market Detail - December 2021

## Single-Family Homes

### Indian River County

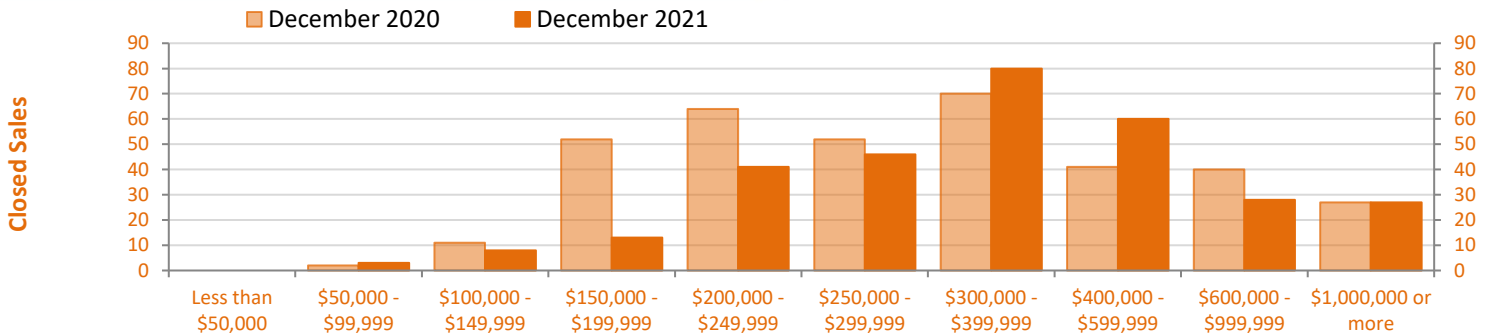


## Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	8	-27.3%
\$150,000 - \$199,999	13	-75.0%
\$200,000 - \$249,999	41	-35.9%
\$250,000 - \$299,999	46	-11.5%
\$300,000 - \$399,999	80	14.3%
\$400,000 - \$599,999	60	46.3%
\$600,000 - \$999,999	28	-30.0%
\$1,000,000 or more	27	0.0%

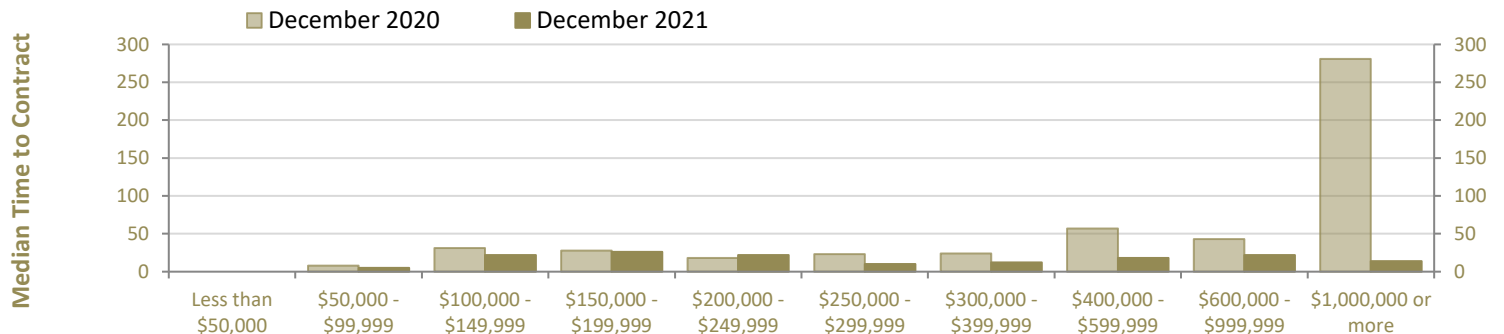


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	5 Days	-37.5%
\$100,000 - \$149,999	22 Days	-29.0%
\$150,000 - \$199,999	26 Days	-7.1%
\$200,000 - \$249,999	22 Days	22.2%
\$250,000 - \$299,999	10 Days	-56.5%
\$300,000 - \$399,999	12 Days	-50.0%
\$400,000 - \$599,999	18 Days	-68.4%
\$600,000 - \$999,999	22 Days	-48.8%
\$1,000,000 or more	14 Days	-95.0%



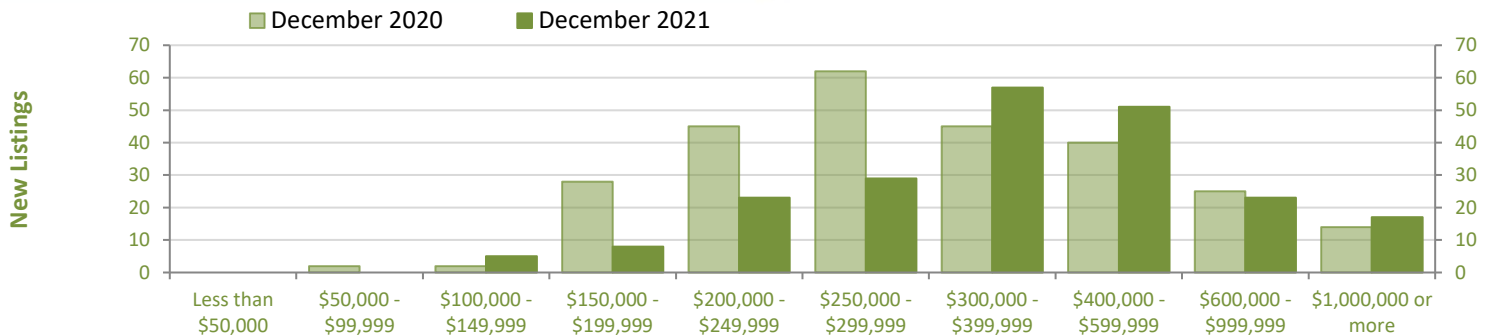


## New Listings by Initial Listing Price

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	0	-100.0%
\$100,000 - \$149,999	5	150.0%
\$150,000 - \$199,999	8	-71.4%
\$200,000 - \$249,999	23	-48.9%
\$250,000 - \$299,999	29	-53.2%
\$300,000 - \$399,999	57	26.7%
\$400,000 - \$599,999	51	27.5%
\$600,000 - \$999,999	23	-8.0%
\$1,000,000 or more	17	21.4%

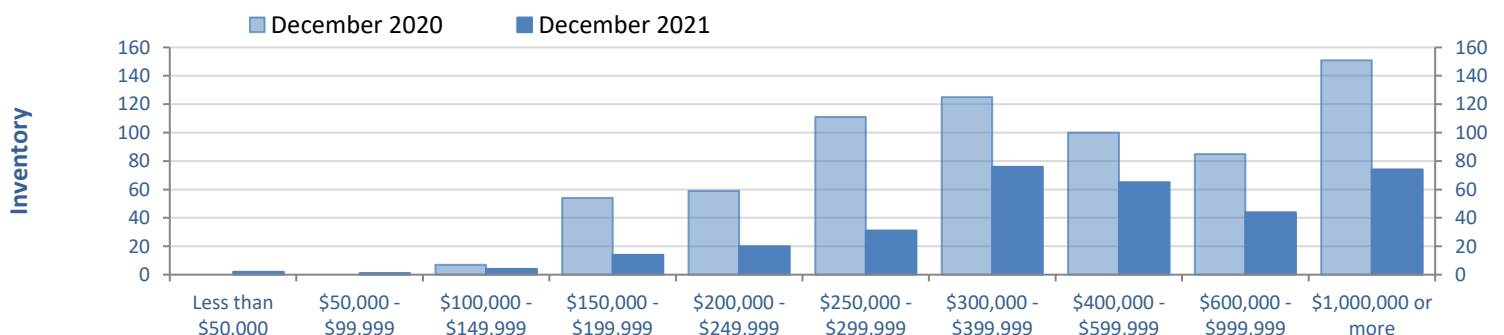


## Inventory by Current Listing Price

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.

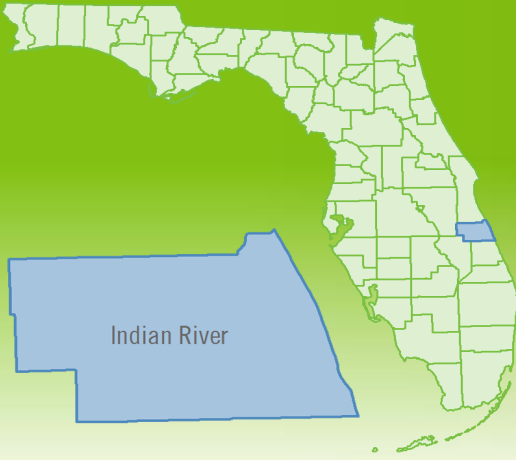
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	4	-42.9%
\$150,000 - \$199,999	14	-74.1%
\$200,000 - \$249,999	20	-66.1%
\$250,000 - \$299,999	31	-72.1%
\$300,000 - \$399,999	76	-39.2%
\$400,000 - \$599,999	65	-35.0%
\$600,000 - \$999,999	44	-48.2%
\$1,000,000 or more	74	-51.0%



# Monthly Distressed Market - December 2021

## Single-Family Homes

### Indian River County



		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	305	357	-14.6%
	Median Sale Price	\$340,934	\$297,500	14.6%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$132,500	\$615,000	-78.5%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$437,000	N/A

