

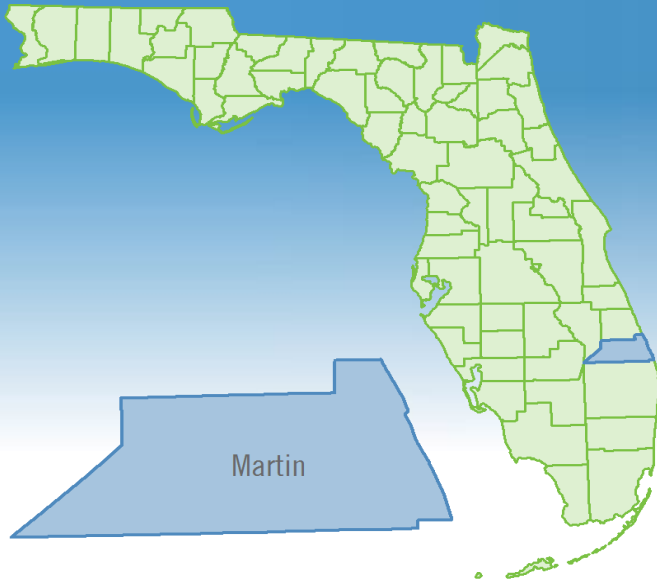
# Monthly Market Detail - October 2017

## Townhouses and Condos

### Martin County



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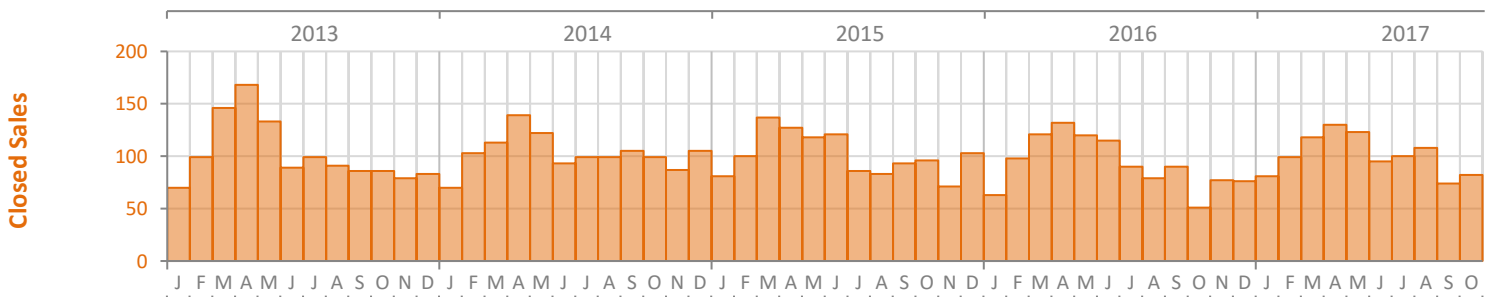
Summary Statistics	October 2017	October 2016	Percent Change Year-over-Year
Closed Sales	82	51	60.8%
Paid in Cash	44	33	33.3%
Median Sale Price	\$150,000	\$126,500	18.6%
Average Sale Price	\$178,963	\$133,966	33.6%
Dollar Volume	\$14.7 Million	\$6.8 Million	114.8%
Median Percent of Original List Price Received	95.2%	95.1%	0.1%
Median Time to Contract	35 Days	29 Days	20.7%
Median Time to Sale	74 Days	78 Days	-5.1%
New Pending Sales	108	74	45.9%
New Listings	141	127	11.0%
Pending Inventory	136	129	5.4%
Inventory (Active Listings)	365	401	-9.0%
Months Supply of Inventory	3.8	4.2	-9.5%

## 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
<b>October 2017</b>	<b>82</b>	<b>60.8%</b>
September 2017	74	-17.8%
August 2017	108	36.7%
July 2017	100	11.1%
June 2017	95	-17.4%
May 2017	123	2.5%
April 2017	130	-1.5%
March 2017	118	-2.5%
February 2017	99	1.0%
January 2017	81	28.6%
December 2016	76	-26.2%
November 2016	77	8.5%
October 2016	51	-46.9%

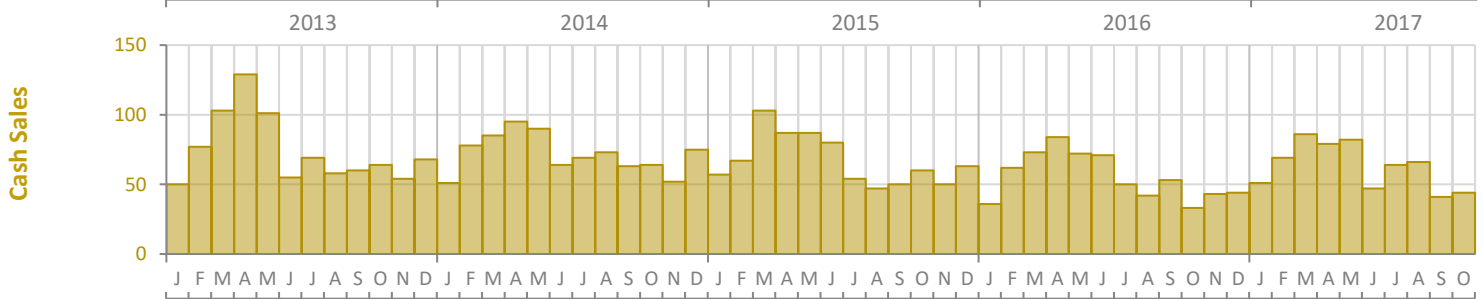


## Cash Sales

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
October 2017	44	33.3%
September 2017	41	-22.6%
August 2017	66	57.1%
July 2017	64	28.0%
June 2017	47	-33.8%
May 2017	82	13.9%
April 2017	79	-6.0%
March 2017	86	17.8%
February 2017	69	11.3%
January 2017	51	41.7%
December 2016	44	-30.2%
November 2016	43	-14.0%
October 2016	33	-45.0%

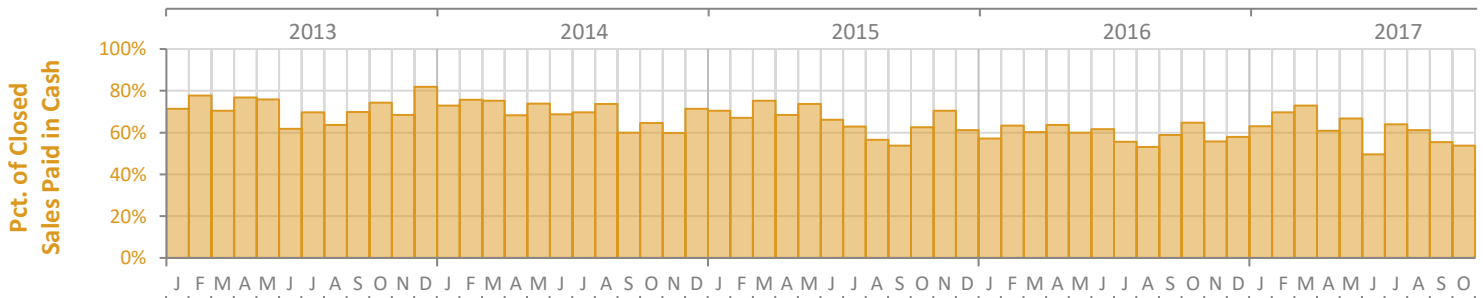


## Cash Sales as a Percentage of Closed Sales

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
October 2017	53.7%	-17.0%
September 2017	55.4%	-5.9%
August 2017	61.1%	14.8%
July 2017	64.0%	15.1%
June 2017	49.5%	-19.8%
May 2017	66.7%	11.2%
April 2017	60.8%	-4.4%
March 2017	72.9%	20.9%
February 2017	69.7%	10.1%
January 2017	63.0%	10.3%
December 2016	57.9%	-5.4%
November 2016	55.8%	-20.7%
October 2016	64.7%	3.5%

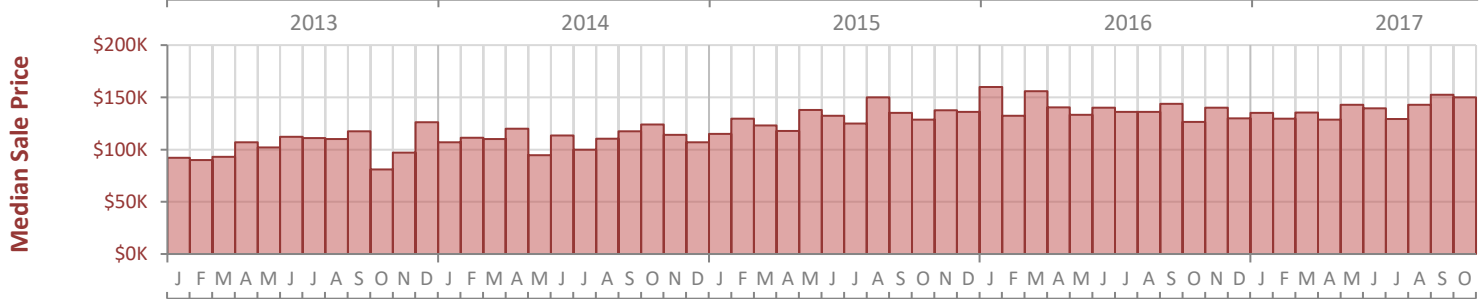


## Median Sale Price

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
<b>October 2017</b>	<b>\$150,000</b>	<b>18.6%</b>
September 2017	\$152,500	6.1%
August 2017	\$143,000	5.1%
July 2017	\$129,367	-4.8%
June 2017	\$139,500	-0.4%
May 2017	\$143,000	7.3%
April 2017	\$128,500	-8.4%
March 2017	\$135,500	-13.0%
February 2017	\$129,500	-2.2%
January 2017	\$135,000	-15.6%
December 2016	\$130,000	-4.4%
November 2016	\$140,000	1.8%
October 2016	\$126,500	-1.7%

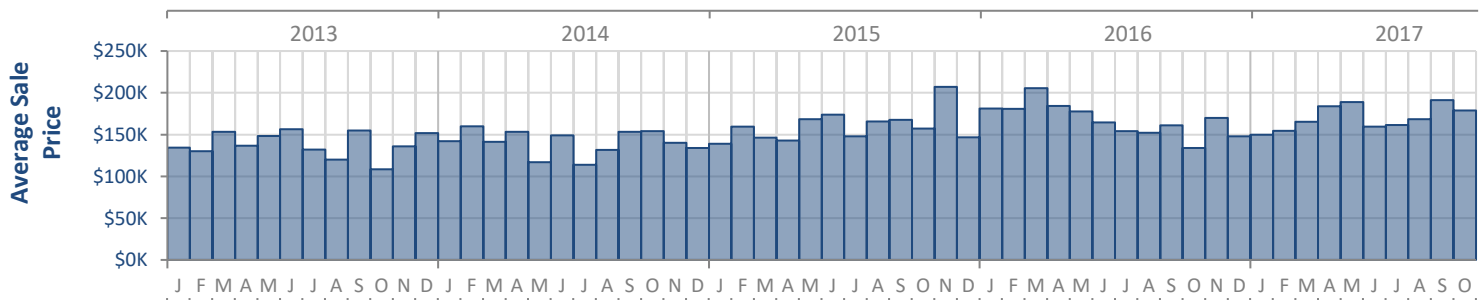


## Average Sale Price

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
<b>October 2017</b>	<b>\$178,963</b>	<b>33.6%</b>
September 2017	\$191,340	18.9%
August 2017	\$168,378	10.6%
July 2017	\$161,574	4.9%
June 2017	\$159,572	-3.0%
May 2017	\$188,959	6.4%
April 2017	\$183,998	-0.2%
March 2017	\$165,241	-19.6%
February 2017	\$154,641	-14.4%
January 2017	\$149,901	-17.2%
December 2016	\$147,988	0.9%
November 2016	\$169,806	-18.1%
October 2016	\$133,966	-14.7%

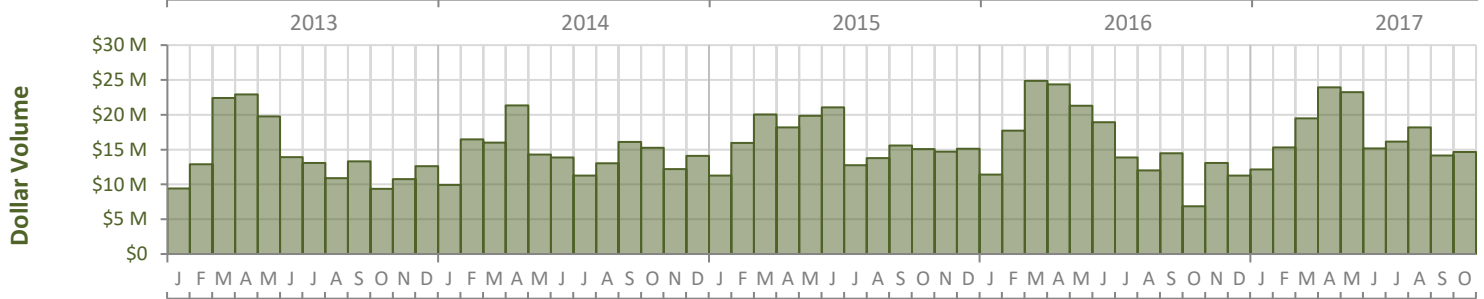


## Dollar Volume

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
<b>October 2017</b>	<b>\$14.7 Million</b>	<b>114.8%</b>
September 2017	\$14.2 Million	-2.3%
August 2017	\$18.2 Million	51.3%
July 2017	\$16.2 Million	16.5%
June 2017	\$15.2 Million	-19.8%
May 2017	\$23.2 Million	9.1%
April 2017	\$23.9 Million	-1.7%
March 2017	\$19.5 Million	-21.6%
February 2017	\$15.3 Million	-13.5%
January 2017	\$12.1 Million	6.4%
December 2016	\$11.2 Million	-25.6%
November 2016	\$13.1 Million	-11.1%
October 2016	\$6.8 Million	-54.7%

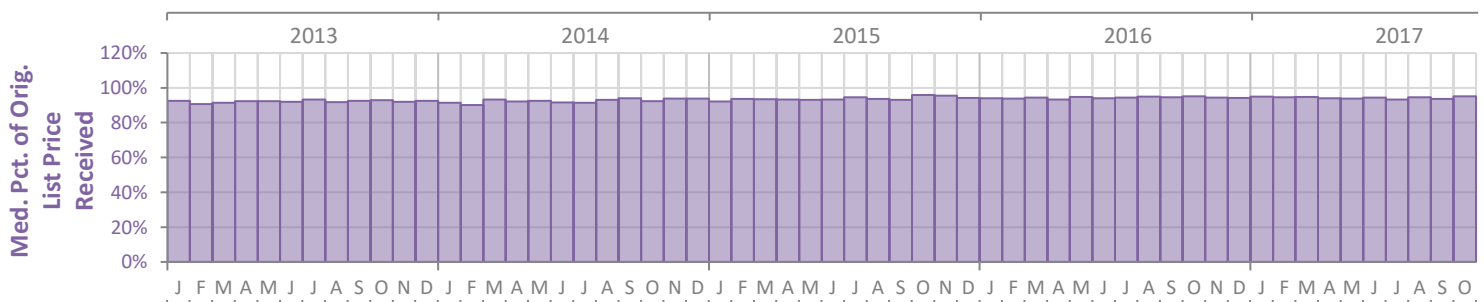


## Median Percent of Original List Price Received

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
<b>October 2017</b>	<b>95.2%</b>	<b>0.1%</b>
September 2017	93.7%	-1.0%
August 2017	94.6%	-0.3%
July 2017	93.2%	-1.2%
June 2017	94.3%	0.2%
May 2017	93.8%	-1.1%
April 2017	94.0%	0.9%
March 2017	94.7%	0.3%
February 2017	94.6%	0.9%
January 2017	94.9%	1.0%
December 2016	94.2%	0.0%
November 2016	94.3%	-1.3%
October 2016	95.1%	-0.7%

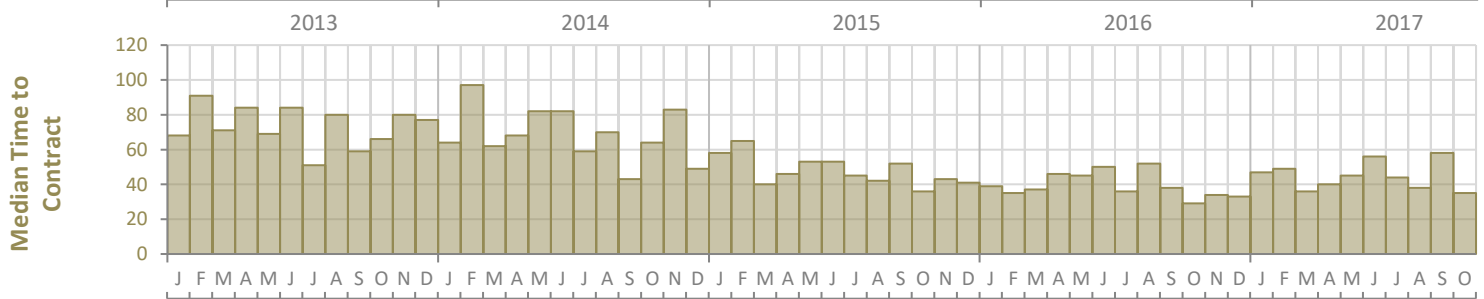


## Median Time to Contract

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
October 2017	35 Days	20.7%
September 2017	58 Days	52.6%
August 2017	38 Days	-26.9%
July 2017	44 Days	22.2%
June 2017	56 Days	12.0%
May 2017	45 Days	0.0%
April 2017	40 Days	-13.0%
March 2017	36 Days	-2.7%
February 2017	49 Days	40.0%
January 2017	47 Days	20.5%
December 2016	33 Days	-19.5%
November 2016	34 Days	-20.9%
October 2016	29 Days	-19.4%

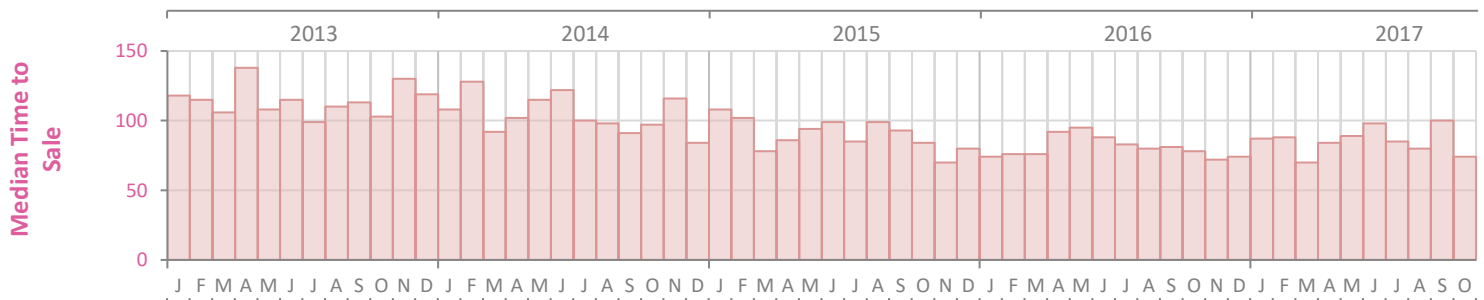


## Median Time to Sale

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
October 2017	74 Days	-5.1%
September 2017	100 Days	23.5%
August 2017	80 Days	0.0%
July 2017	85 Days	2.4%
June 2017	98 Days	11.4%
May 2017	89 Days	-6.3%
April 2017	84 Days	-8.7%
March 2017	70 Days	-7.9%
February 2017	88 Days	15.8%
January 2017	87 Days	17.6%
December 2016	74 Days	-7.5%
November 2016	72 Days	2.9%
October 2016	78 Days	-7.1%

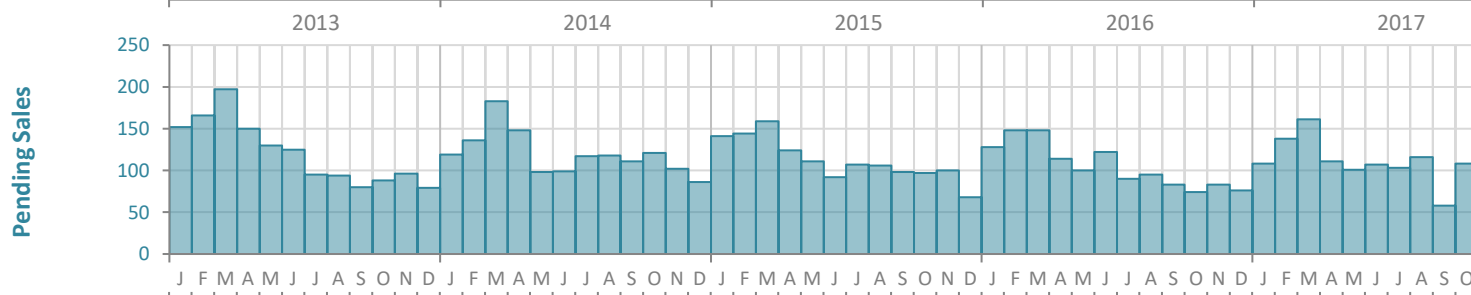


## New Pending Sales

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
<b>October 2017</b>	<b>108</b>	<b>45.9%</b>
September 2017	58	-30.1%
August 2017	116	22.1%
July 2017	103	14.4%
June 2017	107	-12.3%
May 2017	101	1.0%
April 2017	111	-2.6%
March 2017	161	8.8%
February 2017	138	-6.8%
January 2017	108	-15.6%
December 2016	76	11.8%
November 2016	83	-17.0%
October 2016	74	-23.7%

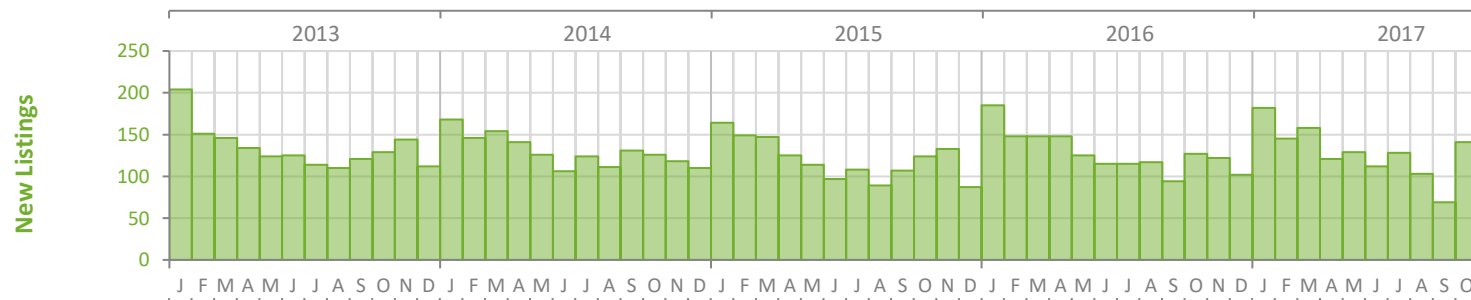


## New Listings

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
<b>October 2017</b>	<b>141</b>	<b>11.0%</b>
September 2017	69	-26.6%
August 2017	103	-12.0%
July 2017	128	11.3%
June 2017	112	-2.6%
May 2017	129	3.2%
April 2017	121	-18.2%
March 2017	158	6.8%
February 2017	145	-2.0%
January 2017	182	-1.6%
December 2016	102	17.2%
November 2016	122	-8.3%
October 2016	127	2.4%

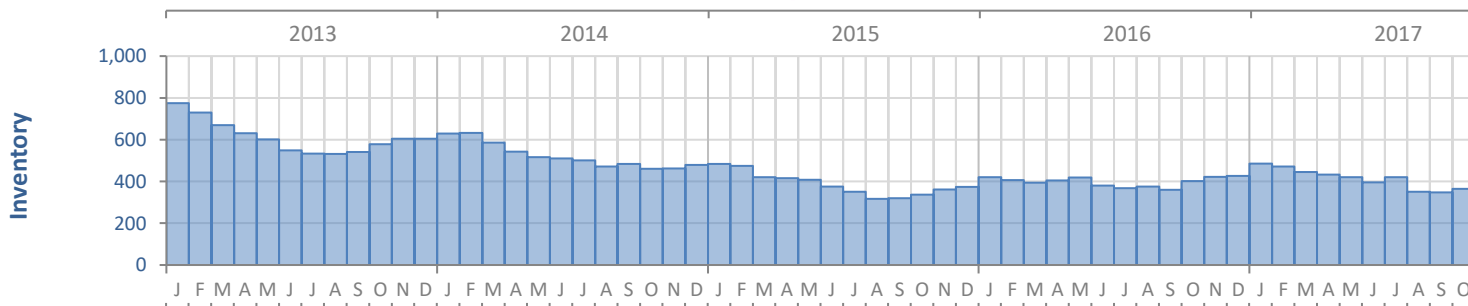


## Inventory (Active Listings)

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
October 2017	365	-9.0%
September 2017	347	-3.6%
August 2017	351	-6.4%
July 2017	420	14.1%
June 2017	396	4.2%
May 2017	421	0.7%
April 2017	432	6.7%
March 2017	445	12.9%
February 2017	471	16.0%
January 2017	485	15.5%
December 2016	427	14.2%
November 2016	422	16.6%
October 2016	401	19.3%

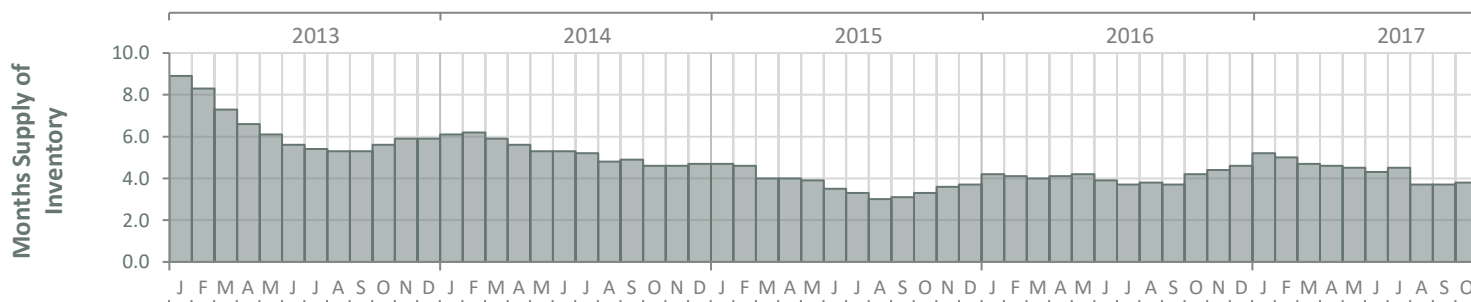


## Months Supply of Inventory

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
October 2017	3.8	-9.5%
September 2017	3.7	0.0%
August 2017	3.7	-2.6%
July 2017	4.5	21.6%
June 2017	4.3	10.3%
May 2017	4.5	7.1%
April 2017	4.6	12.2%
March 2017	4.7	17.5%
February 2017	5.0	22.0%
January 2017	5.2	23.8%
December 2016	4.6	24.3%
November 2016	4.4	22.2%
October 2016	4.2	27.3%

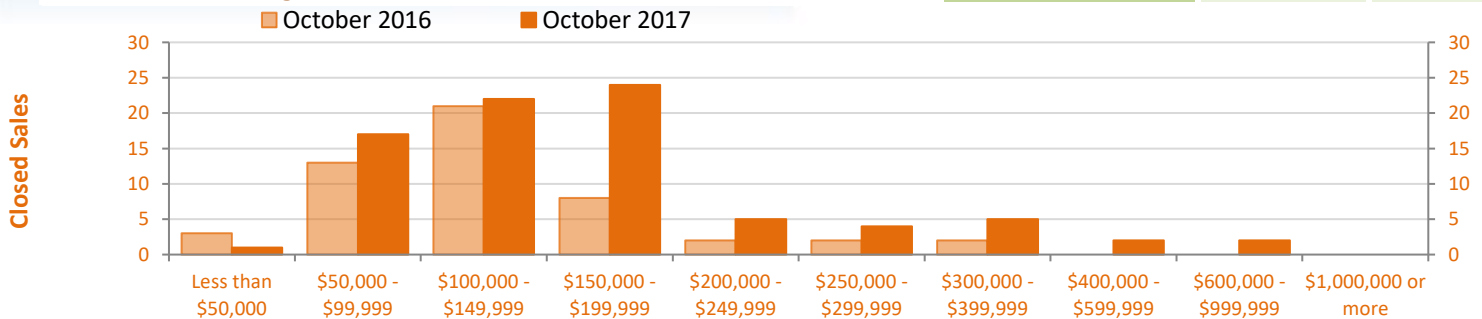


## Closed Sales by Sale Price

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	-66.7%
\$50,000 - \$99,999	17	30.8%
\$100,000 - \$149,999	22	4.8%
\$150,000 - \$199,999	24	200.0%
\$200,000 - \$249,999	5	150.0%
\$250,000 - \$299,999	4	100.0%
\$300,000 - \$399,999	5	150.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A

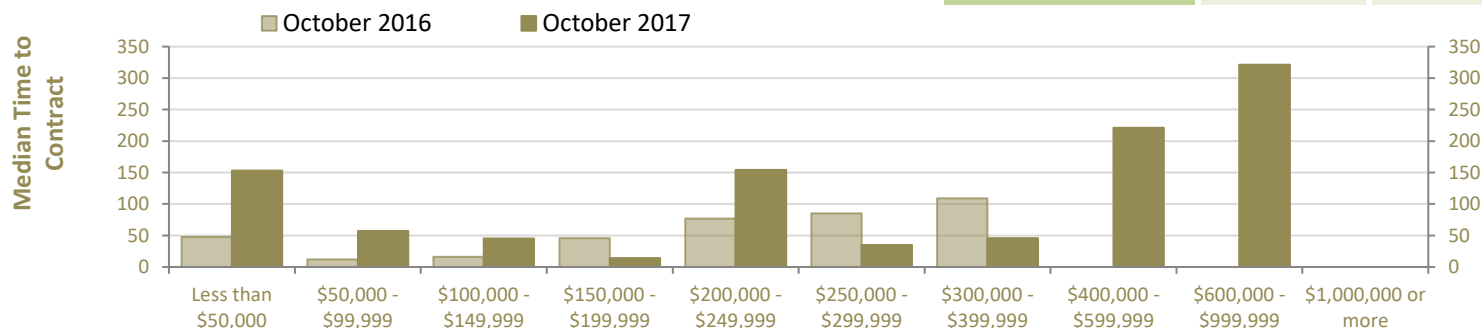


## Median Time to Contract by Sale Price

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	153 Days	218.8%
\$50,000 - \$99,999	57 Days	375.0%
\$100,000 - \$149,999	45 Days	181.3%
\$150,000 - \$199,999	14 Days	-69.6%
\$200,000 - \$249,999	154 Days	100.0%
\$250,000 - \$299,999	35 Days	-58.8%
\$300,000 - \$399,999	46 Days	-57.8%
\$400,000 - \$599,999	221 Days	N/A
\$600,000 - \$999,999	321 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



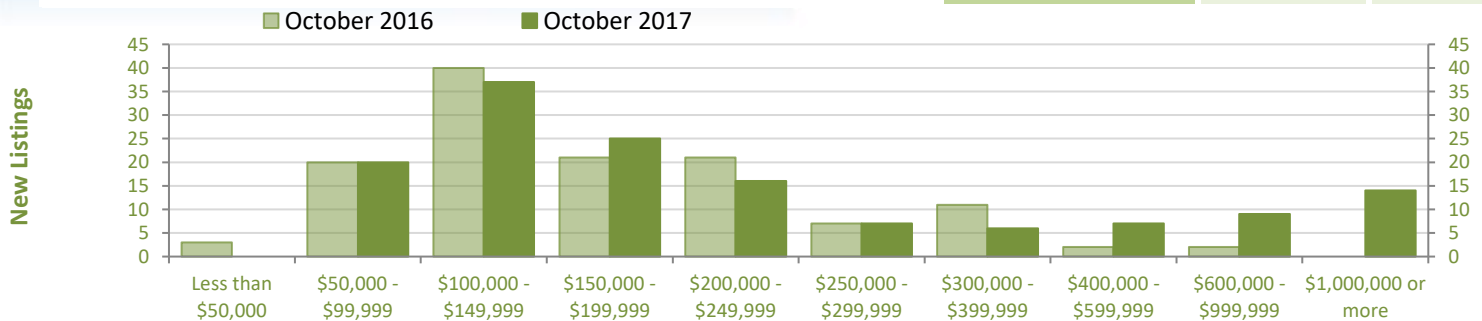


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	20	0.0%
\$100,000 - \$149,999	37	-7.5%
\$150,000 - \$199,999	25	19.0%
\$200,000 - \$249,999	16	-23.8%
\$250,000 - \$299,999	7	0.0%
\$300,000 - \$399,999	6	-45.5%
\$400,000 - \$599,999	7	250.0%
\$600,000 - \$999,999	9	350.0%
\$1,000,000 or more	14	N/A

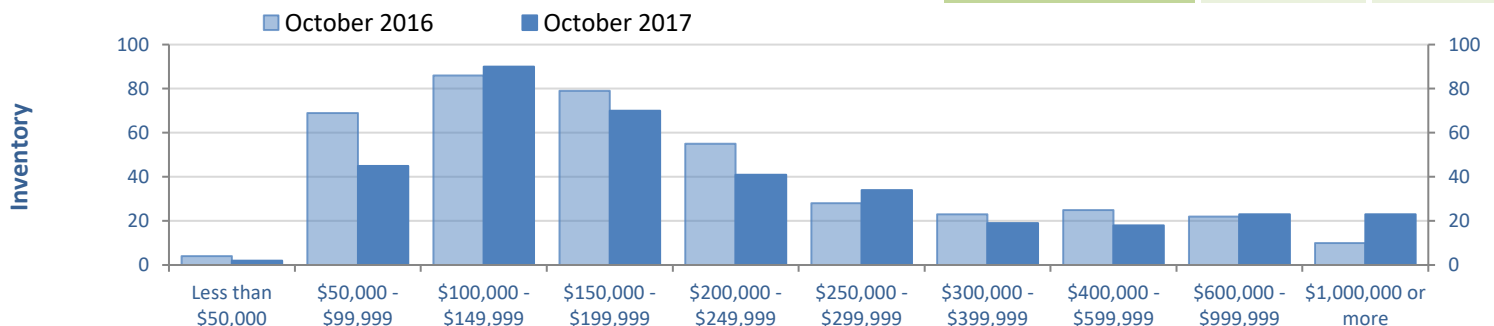


## Inventory by Current Listing Price

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.

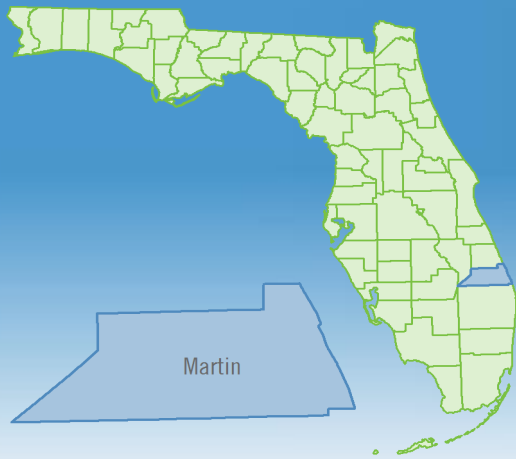
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	-50.0%
\$50,000 - \$99,999	45	-34.8%
\$100,000 - \$149,999	90	4.7%
\$150,000 - \$199,999	70	-11.4%
\$200,000 - \$249,999	41	-25.5%
\$250,000 - \$299,999	34	21.4%
\$300,000 - \$399,999	19	-17.4%
\$400,000 - \$599,999	18	-28.0%
\$600,000 - \$999,999	23	4.5%
\$1,000,000 or more	23	130.0%



# Monthly Distressed Market - October 2017

## Townhouses and Condos

### Martin County



		October 2017	October 2016	Percent Change Year-over-Year
Traditional	Closed Sales	80	43	86.0%
	Median Sale Price	\$150,000	\$136,050	10.3%
Foreclosure/REO	Closed Sales	2	8	-75.0%
	Median Sale Price	\$180,500	\$67,969	165.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

