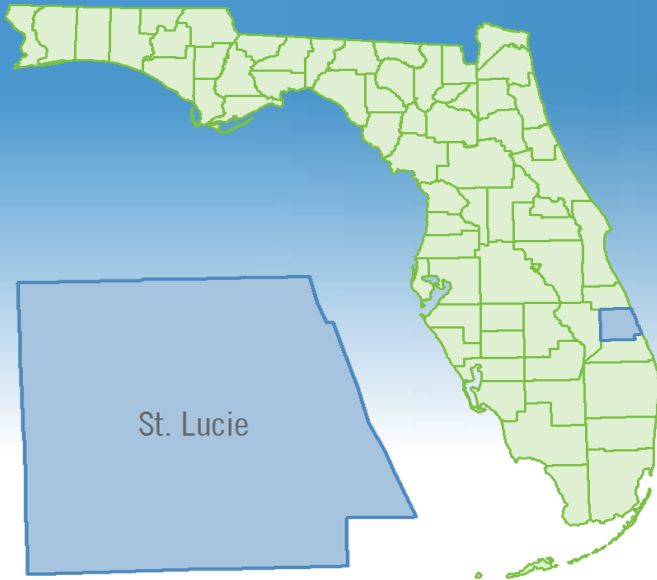


# Monthly Market Detail - October 2017

## Townhouses and Condos

### St. Lucie County



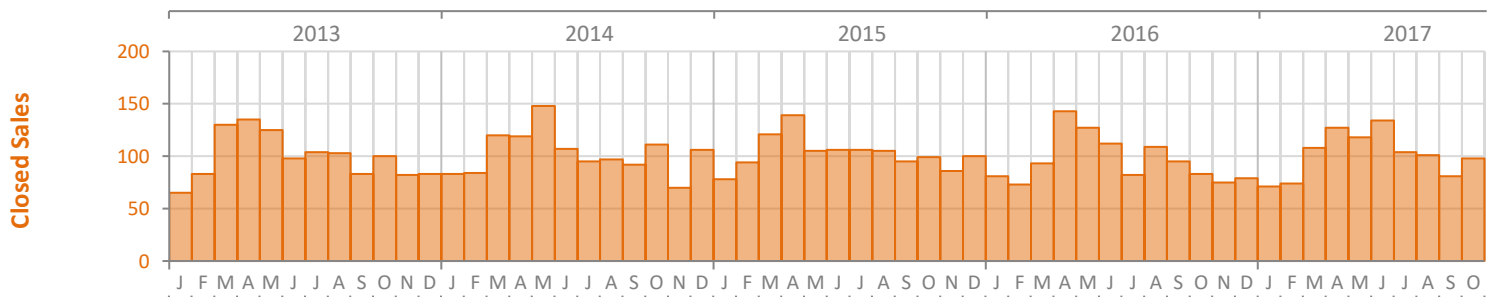
Summary Statistics	October 2017	October 2016	Percent Change Year-over-Year
Closed Sales	98	83	18.1%
Paid in Cash	55	63	-12.7%
Median Sale Price	\$145,000	\$150,000	-3.3%
Average Sale Price	\$210,519	\$205,040	2.7%
Dollar Volume	\$20.6 Million	\$17.0 Million	21.2%
Median Percent of Original List Price Received	95.3%	95.3%	0.0%
Median Time to Contract	54 Days	40 Days	35.0%
Median Time to Sale	95 Days	90 Days	5.6%
New Pending Sales	134	73	83.6%
New Listings	155	115	34.8%
Pending Inventory	166	125	32.8%
Inventory (Active Listings)	444	528	-15.9%
Months Supply of Inventory	4.6	5.4	-14.8%

## 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>98</b>	<b>18.1%</b>
September 2017	81	-14.7%
August 2017	101	-7.3%
July 2017	104	26.8%
June 2017	134	19.6%
May 2017	118	-7.1%
April 2017	127	-11.2%
March 2017	108	16.1%
February 2017	74	1.4%
January 2017	71	-12.3%
December 2016	79	-21.0%
November 2016	75	-12.8%
October 2016	83	-16.2%

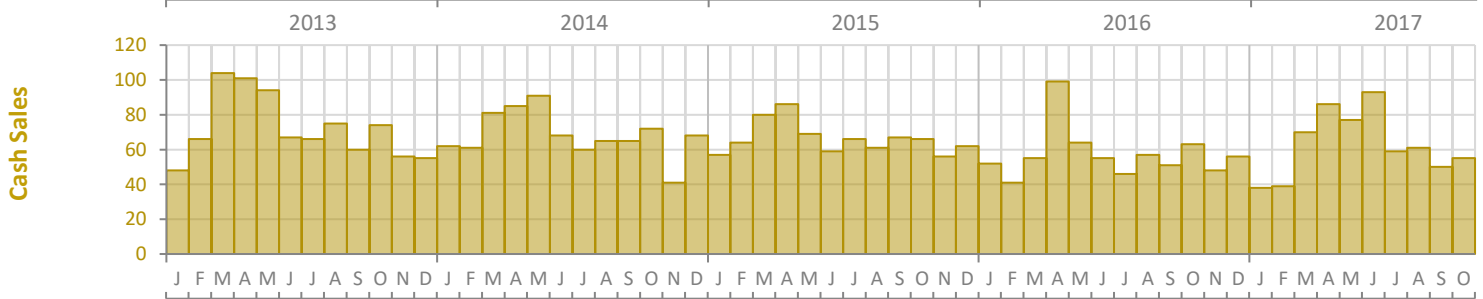


## Cash Sales

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
October 2017	55	-12.7%
September 2017	50	-2.0%
August 2017	61	7.0%
July 2017	59	28.3%
June 2017	93	69.1%
May 2017	77	20.3%
April 2017	86	-13.1%
March 2017	70	27.3%
February 2017	39	-4.9%
January 2017	38	-26.9%
December 2016	56	-9.7%
November 2016	48	-14.3%
October 2016	63	-4.5%

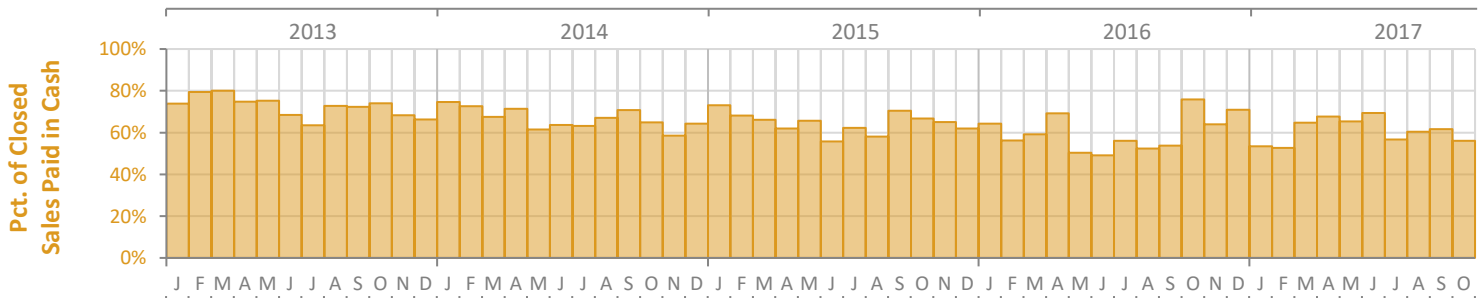


## Cash Sales as a Percentage of Closed Sales

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
October 2017	56.1%	-26.1%
September 2017	61.7%	14.9%
August 2017	60.4%	15.5%
July 2017	56.7%	1.1%
June 2017	69.4%	41.3%
May 2017	65.3%	29.6%
April 2017	67.7%	-2.2%
March 2017	64.8%	9.6%
February 2017	52.7%	-6.2%
January 2017	53.5%	-16.7%
December 2016	70.9%	14.4%
November 2016	64.0%	-1.7%
October 2016	75.9%	13.8%

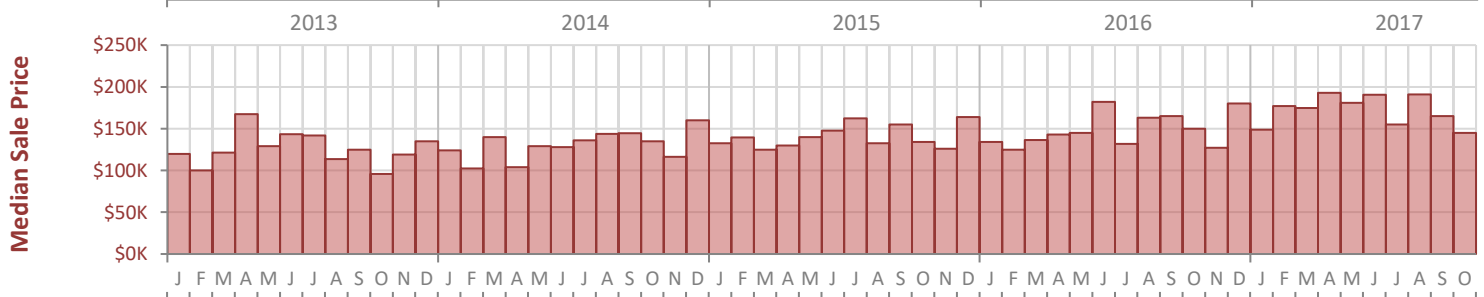


## Median Sale Price

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>\$145,000</b>	<b>-3.3%</b>
September 2017	\$165,000	0.0%
August 2017	\$191,000	17.2%
July 2017	\$155,000	17.5%
June 2017	\$190,750	4.7%
May 2017	\$180,950	24.8%
April 2017	\$193,000	35.0%
March 2017	\$174,750	28.0%
February 2017	\$177,000	41.6%
January 2017	\$148,900	11.1%
December 2016	\$180,000	9.9%
November 2016	\$127,000	0.8%
October 2016	\$150,000	11.9%

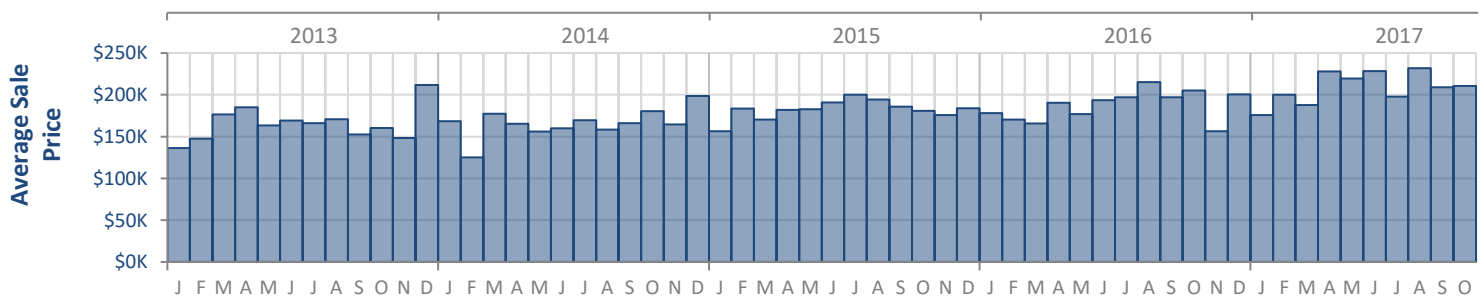


## Average Sale Price

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>\$210,519</b>	<b>2.7%</b>
September 2017	\$208,993	6.1%
August 2017	\$231,838	7.7%
July 2017	\$197,648	0.4%
June 2017	\$228,304	17.9%
May 2017	\$219,291	23.9%
April 2017	\$227,789	19.6%
March 2017	\$187,564	13.3%
February 2017	\$200,016	17.5%
January 2017	\$175,813	-1.4%
December 2016	\$200,662	9.2%
November 2016	\$156,243	-11.0%
October 2016	\$205,040	13.4%

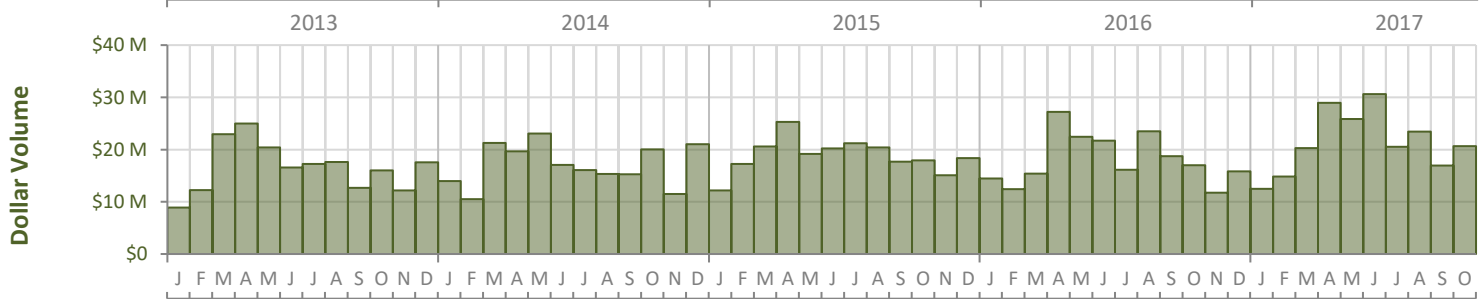


## Dollar Volume

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>\$20.6 Million</b>	<b>21.2%</b>
September 2017	\$16.9 Million	-9.5%
August 2017	\$23.4 Million	-0.2%
July 2017	\$20.6 Million	27.3%
June 2017	\$30.6 Million	41.1%
May 2017	\$25.9 Million	15.2%
April 2017	\$28.9 Million	6.2%
March 2017	\$20.3 Million	31.5%
February 2017	\$14.8 Million	19.2%
January 2017	\$12.5 Million	-13.5%
December 2016	\$15.9 Million	-13.7%
November 2016	\$11.7 Million	-22.4%
October 2016	\$17.0 Million	-4.9%

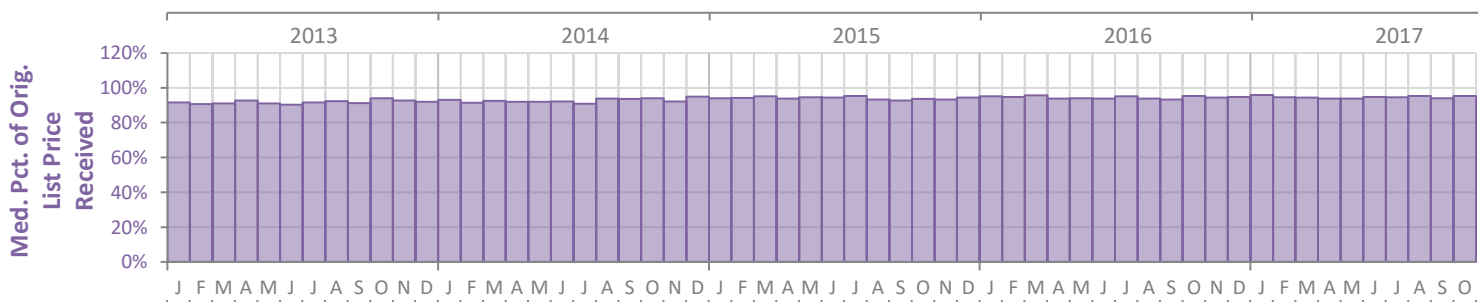


## Median Percent of Original List Price Received

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>95.3%</b>	<b>0.0%</b>
September 2017	94.1%	0.9%
August 2017	95.4%	1.6%
July 2017	94.5%	-0.7%
June 2017	94.7%	1.0%
May 2017	93.9%	-0.1%
April 2017	93.9%	0.0%
March 2017	94.3%	-1.5%
February 2017	94.5%	-0.2%
January 2017	95.8%	0.7%
December 2016	94.7%	0.3%
November 2016	94.3%	1.1%
October 2016	95.3%	1.8%

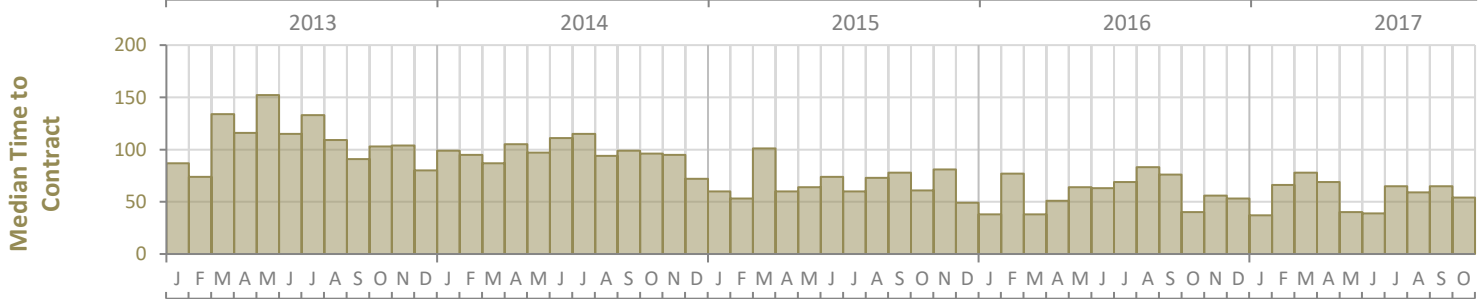


## Median Time to Contract

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
October 2017	54 Days	35.0%
September 2017	65 Days	-14.5%
August 2017	59 Days	-28.9%
July 2017	65 Days	-5.8%
June 2017	39 Days	-38.1%
May 2017	40 Days	-37.5%
April 2017	69 Days	35.3%
March 2017	78 Days	105.3%
February 2017	66 Days	-14.3%
January 2017	37 Days	-2.6%
December 2016	53 Days	8.2%
November 2016	56 Days	-30.9%
October 2016	40 Days	-34.4%

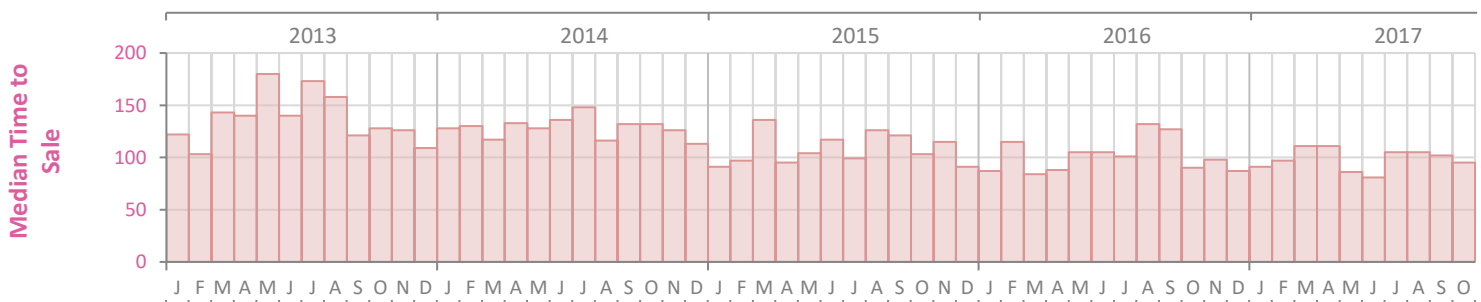


## Median Time to Sale

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	95 Days	5.6%
September 2017	102 Days	-19.7%
August 2017	105 Days	-20.5%
July 2017	105 Days	4.0%
June 2017	81 Days	-22.9%
May 2017	86 Days	-18.1%
April 2017	111 Days	26.1%
March 2017	111 Days	32.1%
February 2017	97 Days	-15.7%
January 2017	91 Days	4.6%
December 2016	87 Days	-4.4%
November 2016	98 Days	-14.8%
October 2016	90 Days	-12.6%

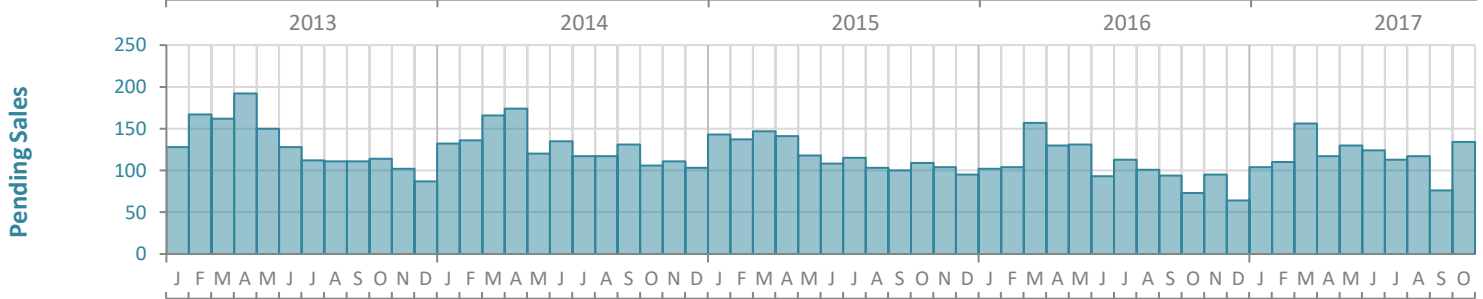


## New Pending Sales

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>134</b>	<b>83.6%</b>
September 2017	76	-19.1%
August 2017	117	15.8%
July 2017	113	0.0%
June 2017	124	33.3%
May 2017	130	-0.8%
April 2017	117	-10.0%
March 2017	156	-0.6%
February 2017	110	5.8%
January 2017	104	2.0%
December 2016	64	-32.6%
November 2016	95	-8.7%
October 2016	73	-33.0%

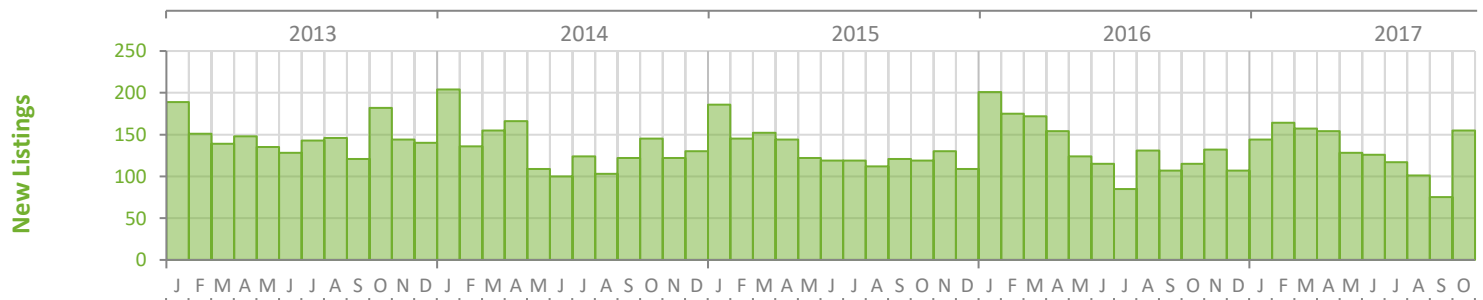


## New Listings

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>155</b>	<b>34.8%</b>
September 2017	75	-29.9%
August 2017	101	-22.9%
July 2017	117	37.6%
June 2017	126	9.6%
May 2017	128	3.2%
April 2017	154	0.0%
March 2017	157	-8.7%
February 2017	164	-6.3%
January 2017	144	-28.4%
December 2016	107	-1.8%
November 2016	132	1.5%
October 2016	115	-3.4%

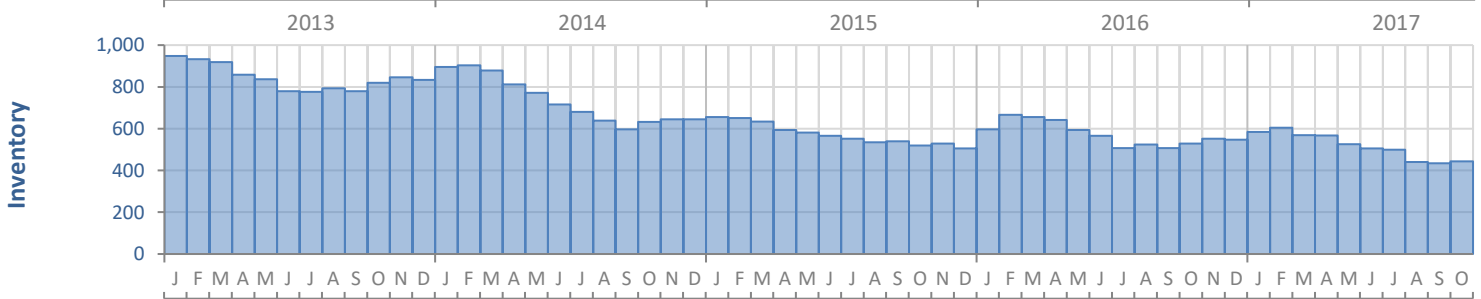


## Inventory (Active Listings)

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	444	-15.9%
September 2017	434	-14.4%
August 2017	441	-15.8%
July 2017	499	-1.6%
June 2017	506	-10.4%
May 2017	526	-11.4%
April 2017	568	-11.4%
March 2017	569	-13.1%
February 2017	604	-9.3%
January 2017	584	-2.2%
December 2016	547	8.1%
November 2016	552	4.5%
October 2016	528	1.5%

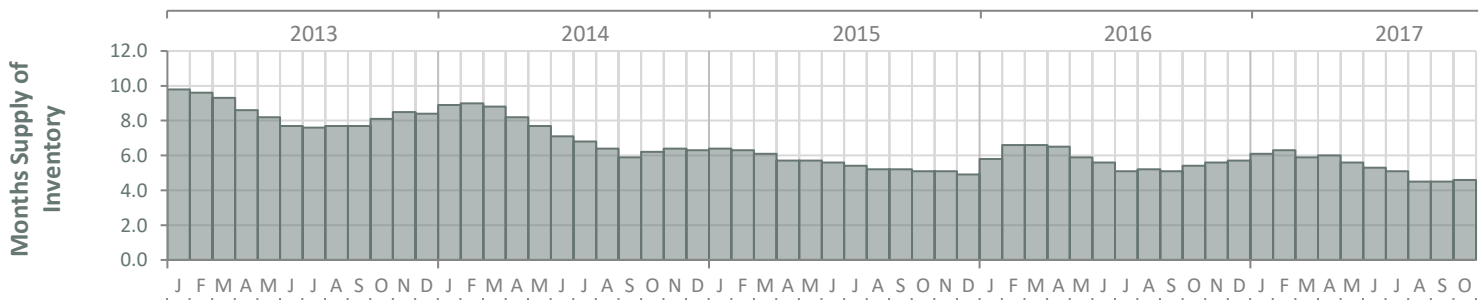


## Months Supply of Inventory

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	4.6	-14.8%
September 2017	4.5	-11.8%
August 2017	4.5	-13.5%
July 2017	5.1	0.0%
June 2017	5.3	-5.4%
May 2017	5.6	-5.1%
April 2017	6.0	-7.7%
March 2017	5.9	-10.6%
February 2017	6.3	-4.5%
January 2017	6.1	5.2%
December 2016	5.7	16.3%
November 2016	5.6	9.8%
October 2016	5.4	5.9%

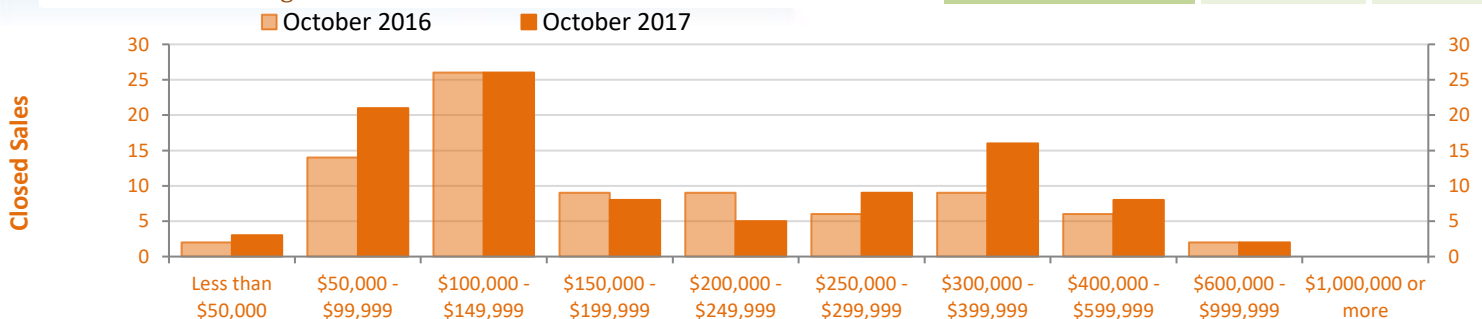


## Closed Sales by Sale Price

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	3	50.0%
\$50,000 - \$99,999	21	50.0%
\$100,000 - \$149,999	26	0.0%
\$150,000 - \$199,999	8	-11.1%
\$200,000 - \$249,999	5	-44.4%
\$250,000 - \$299,999	9	50.0%
\$300,000 - \$399,999	16	77.8%
\$400,000 - \$599,999	8	33.3%
\$600,000 - \$999,999	2	0.0%
\$1,000,000 or more	0	N/A

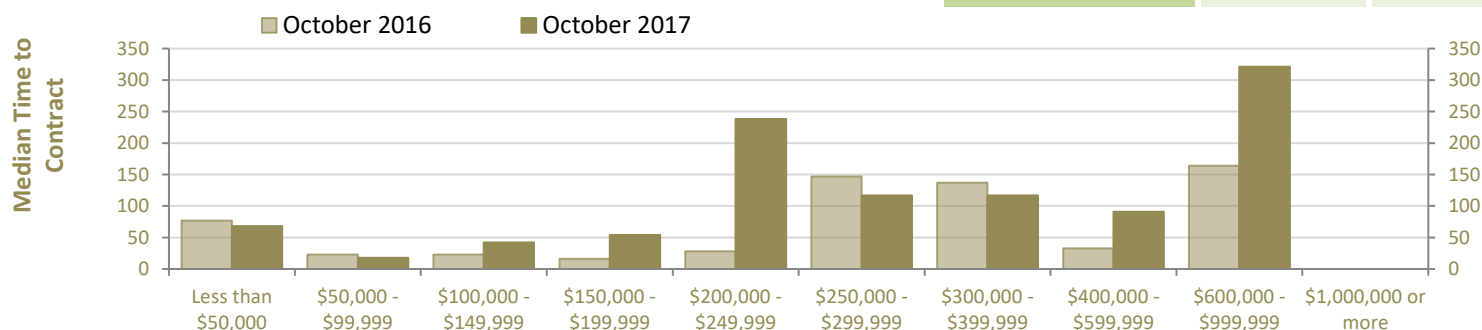


## Median Time to Contract by Sale Price

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	68 Days	-11.7%
\$50,000 - \$99,999	18 Days	-21.7%
\$100,000 - \$149,999	42 Days	82.6%
\$150,000 - \$199,999	54 Days	237.5%
\$200,000 - \$249,999	238 Days	750.0%
\$250,000 - \$299,999	117 Days	-20.4%
\$300,000 - \$399,999	117 Days	-14.6%
\$400,000 - \$599,999	91 Days	175.8%
\$600,000 - \$999,999	321 Days	95.7%
\$1,000,000 or more	(No Sales)	N/A





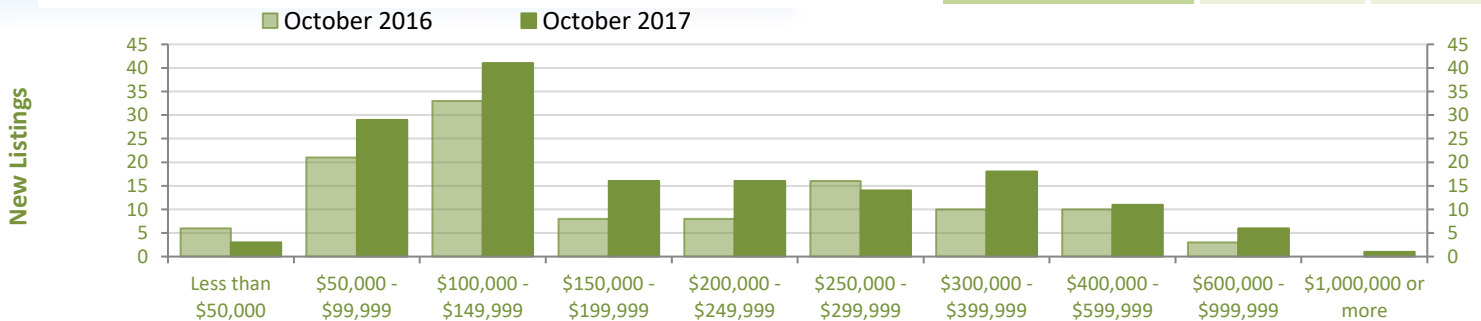


## New Listings by Initial Listing Price

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	3	-50.0%
\$50,000 - \$99,999	29	38.1%
\$100,000 - \$149,999	41	24.2%
\$150,000 - \$199,999	16	100.0%
\$200,000 - \$249,999	16	100.0%
\$250,000 - \$299,999	14	-12.5%
\$300,000 - \$399,999	18	80.0%
\$400,000 - \$599,999	11	10.0%
\$600,000 - \$999,999	6	100.0%
\$1,000,000 or more	1	N/A

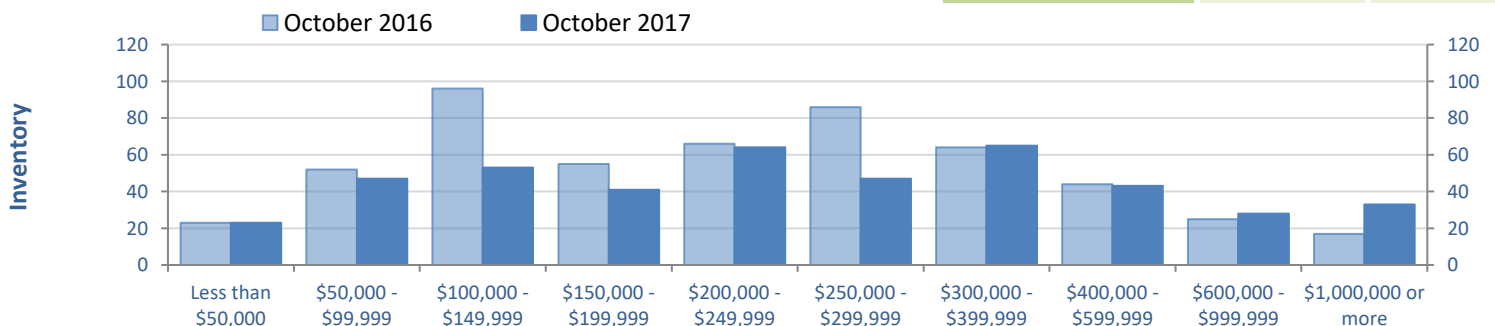


## Inventory by Current Listing Price

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.

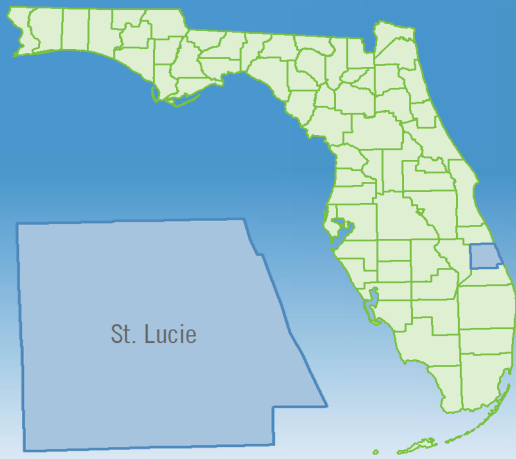
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	23	0.0%
\$50,000 - \$99,999	47	-9.6%
\$100,000 - \$149,999	53	-44.8%
\$150,000 - \$199,999	41	-25.5%
\$200,000 - \$249,999	64	-3.0%
\$250,000 - \$299,999	47	-45.3%
\$300,000 - \$399,999	65	1.6%
\$400,000 - \$599,999	43	-2.3%
\$600,000 - \$999,999	28	12.0%
\$1,000,000 or more	33	94.1%



# Monthly Distressed Market - October 2017

## Townhouses and Condos

### St. Lucie County



		October 2017	October 2016	Percent Change Year-over-Year
Traditional	Closed Sales	93	80	16.3%
	Median Sale Price	\$147,450	\$153,000	-3.6%
Foreclosure/REO	Closed Sales	4	2	100.0%
	Median Sale Price	\$173,500	\$137,500	26.2%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$62,000	\$56,000	10.7%

