

# Quarterly Market Detail - Q3 2020

## Single Family Homes

### Florida



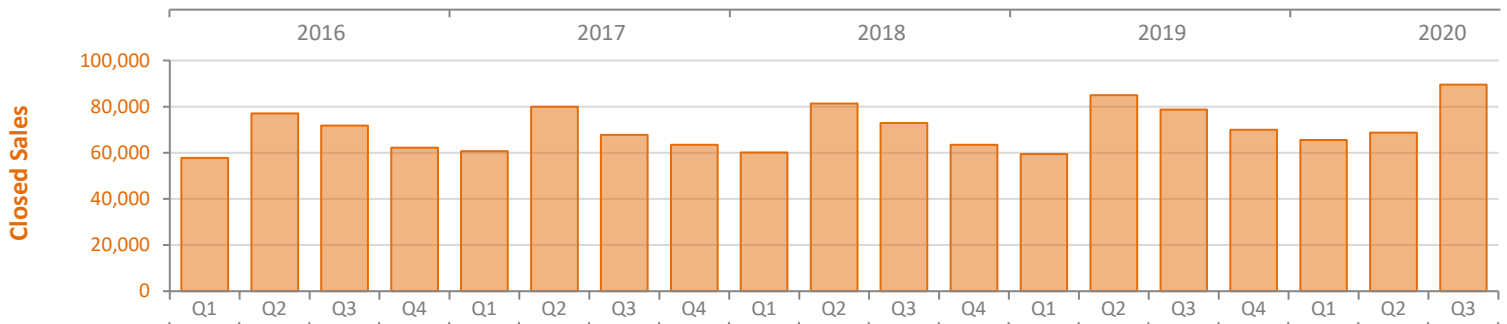
Summary Statistics	Q3 2020	Q3 2019	Percent Change Year-over-Year
Closed Sales	89,562	78,759	13.7%
Paid in Cash	18,420	18,118	1.7%
Median Sale Price	\$299,900	\$265,000	13.2%
Average Sale Price	\$413,795	\$345,395	19.8%
Dollar Volume	\$37.1 Billion	\$27.2 Billion	36.2%
Median Percent of Original List Price Received	97.8%	96.8%	1.0%
Median Time to Contract	29 Days	38 Days	-23.7%
Median Time to Sale	73 Days	80 Days	-8.8%
New Pending Sales	97,109	78,287	24.0%
New Listings	92,018	88,399	4.1%
Pending Inventory	48,989	35,257	38.9%
Inventory (Active Listings)	53,392	85,238	-37.4%
Months Supply of Inventory	2.2	3.6	-38.9%

## 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	223,835	0.2%
<b>Q3 2020</b>	<b>89,562</b>	<b>13.7%</b>
Q2 2020	68,671	-19.2%
Q1 2020	65,602	10.2%
Q4 2019	70,044	10.3%
Q3 2019	78,759	8.1%
Q2 2019	85,017	4.6%
Q1 2019	59,505	-1.2%
Q4 2018	63,491	0.1%
Q3 2018	72,843	7.5%
Q2 2018	81,301	1.7%
Q1 2018	60,200	-0.8%
Q4 2017	63,408	2.0%
Q3 2017	67,787	-5.5%

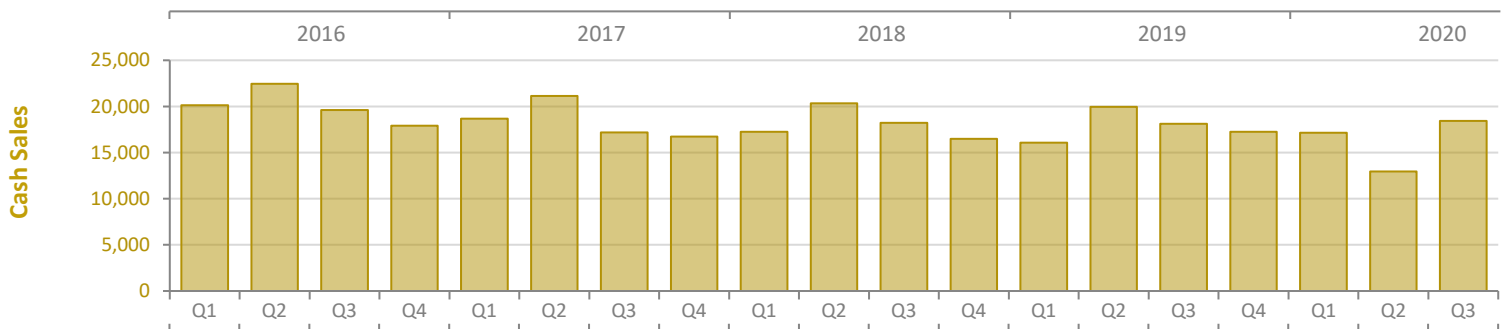


## Cash Sales

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	48,528	-10.4%
<b>Q3 2020</b>	<b>18,420</b>	<b>1.7%</b>
Q2 2020	12,967	-35.1%
Q1 2020	17,141	6.6%
Q4 2019	17,236	4.5%
Q3 2019	18,118	-0.6%
Q2 2019	19,968	-1.8%
Q1 2019	16,086	-6.7%
Q4 2018	16,491	-1.5%
Q3 2018	18,219	6.1%
Q2 2018	20,337	-3.8%
Q1 2018	17,249	-7.7%
Q4 2017	16,745	-6.5%
Q3 2017	17,176	-12.3%

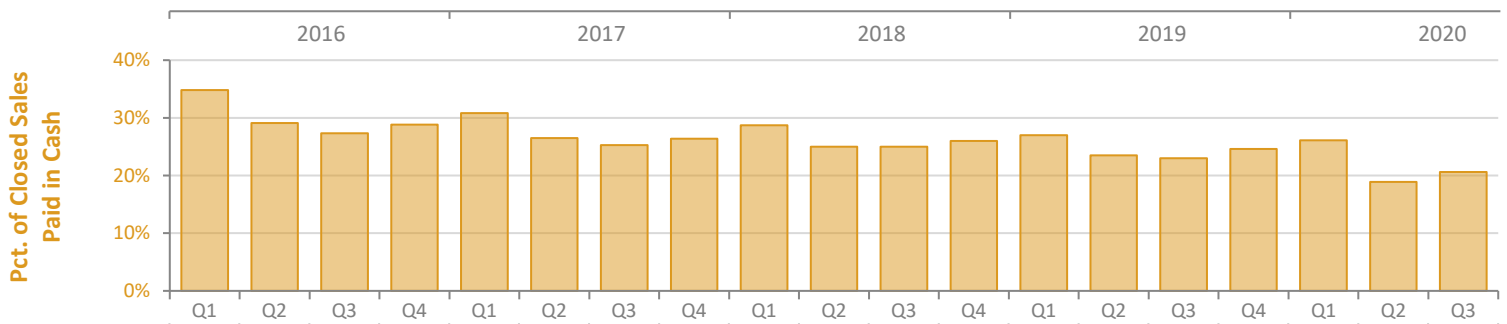


## Cash Sales as a Percentage of Closed Sales

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	21.7%	-10.7%
<b>Q3 2020</b>	<b>20.6%</b>	<b>-10.4%</b>
Q2 2020	18.9%	-19.6%
Q1 2020	26.1%	-3.3%
Q4 2019	24.6%	-5.4%
Q3 2019	23.0%	-8.0%
Q2 2019	23.5%	-6.0%
Q1 2019	27.0%	-5.9%
Q4 2018	26.0%	-1.5%
Q3 2018	25.0%	-1.2%
Q2 2018	25.0%	-5.7%
Q1 2018	28.7%	-6.8%
Q4 2017	26.4%	-8.3%
Q3 2017	25.3%	-7.3%

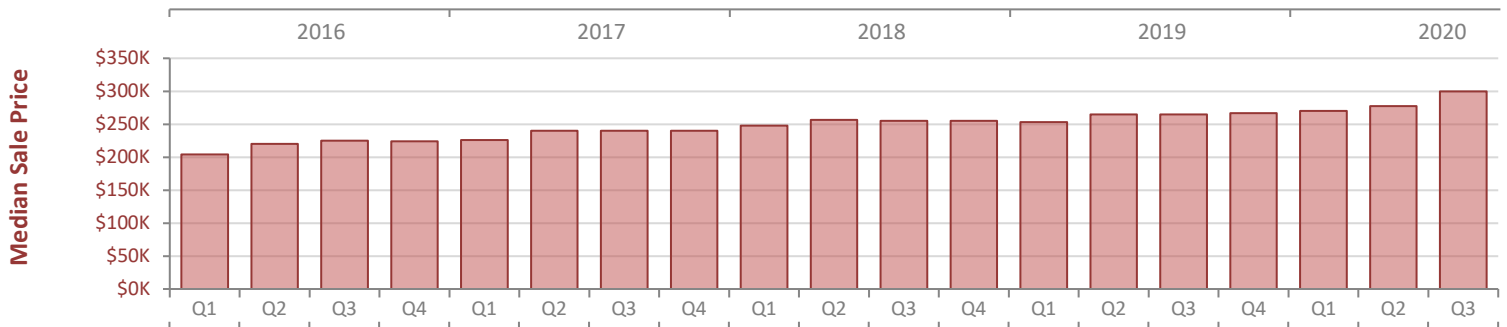


## Median Sale Price

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	\$284,900	8.5%
<b>Q3 2020</b>	<b>\$299,900</b>	<b>13.2%</b>
Q2 2020	\$277,500	4.7%
Q1 2020	\$270,000	6.7%
Q4 2019	\$267,000	4.7%
Q3 2019	\$265,000	3.9%
Q2 2019	\$265,000	3.3%
Q1 2019	\$253,000	2.0%
Q4 2018	\$255,000	6.3%
Q3 2018	\$255,000	6.3%
Q2 2018	\$256,500	6.9%
Q1 2018	\$248,038	9.8%
Q4 2017	\$240,000	7.1%
Q3 2017	\$240,000	6.7%

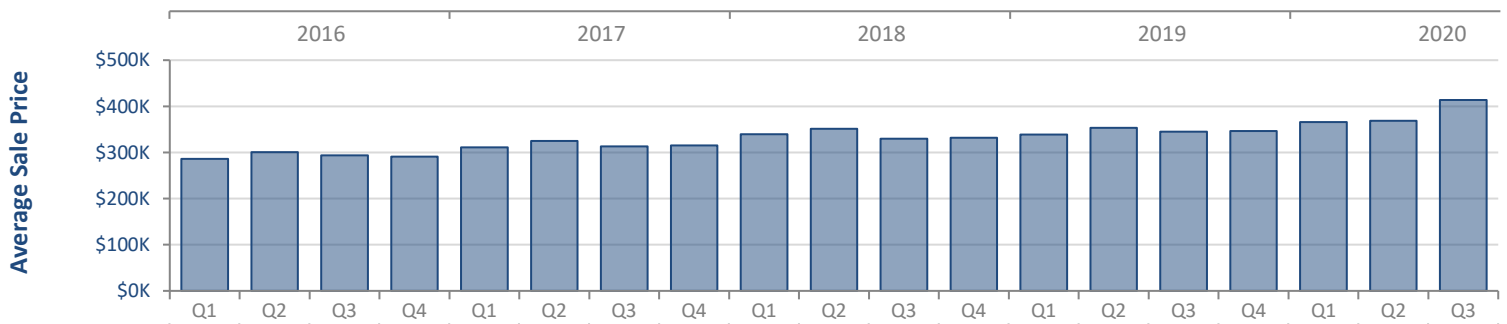


## Average Sale Price

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	\$385,948	11.3%
<b>Q3 2020</b>	<b>\$413,795</b>	<b>19.8%</b>
Q2 2020	\$368,911	4.3%
Q1 2020	\$365,765	7.9%
Q4 2019	\$346,204	4.4%
Q3 2019	\$345,395	4.8%
Q2 2019	\$353,621	0.7%
Q1 2019	\$338,991	-0.2%
Q4 2018	\$331,702	5.3%
Q3 2018	\$329,461	5.2%
Q2 2018	\$351,147	8.0%
Q1 2018	\$339,835	9.2%
Q4 2017	\$315,127	8.2%
Q3 2017	\$313,150	6.6%

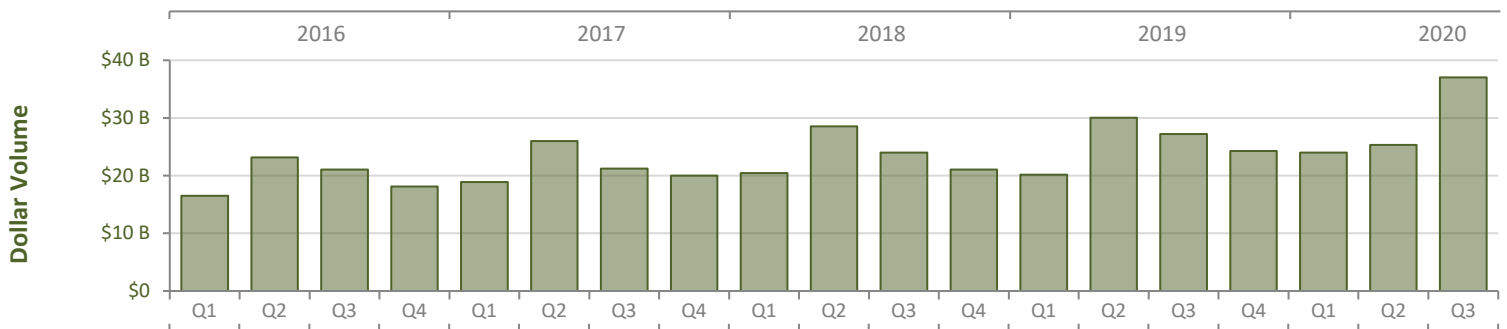


## Dollar Volume

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	\$86.4 Billion	11.6%
<b>Q3 2020</b>	<b>\$37.1 Billion</b>	<b>36.2%</b>
Q2 2020	\$25.3 Billion	-15.7%
Q1 2020	\$24.0 Billion	19.0%
Q4 2019	\$24.2 Billion	15.1%
Q3 2019	\$27.2 Billion	13.4%
Q2 2019	\$30.1 Billion	5.3%
Q1 2019	\$20.2 Billion	-1.4%
Q4 2018	\$21.1 Billion	5.4%
Q3 2018	\$24.0 Billion	13.1%
Q2 2018	\$28.5 Billion	9.8%
Q1 2018	\$20.5 Billion	8.3%
Q4 2017	\$20.0 Billion	10.4%
Q3 2017	\$21.2 Billion	0.7%

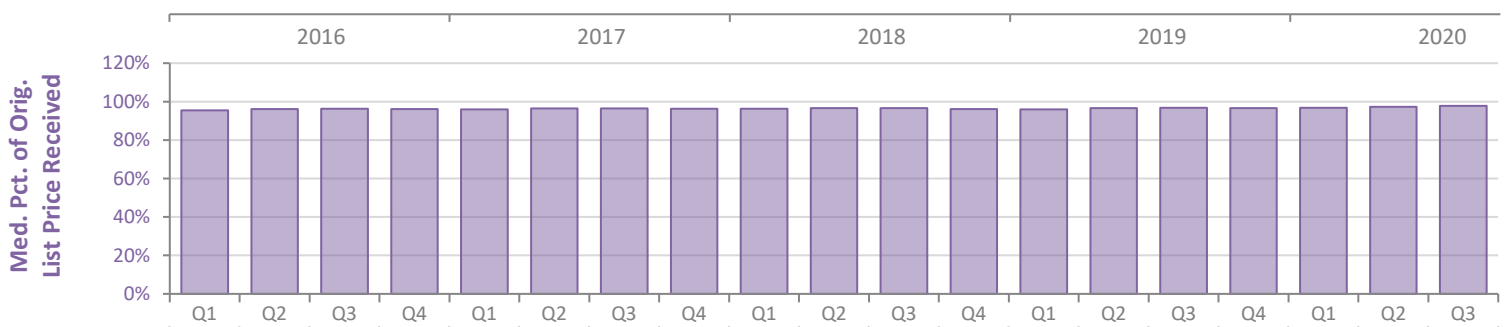


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	97.4%	0.9%
<b>Q3 2020</b>	<b>97.8%</b>	<b>1.0%</b>
Q2 2020	97.3%	0.7%
Q1 2020	96.8%	0.8%
Q4 2019	96.7%	0.5%
Q3 2019	96.8%	0.2%
Q2 2019	96.6%	-0.1%
Q1 2019	96.0%	-0.3%
Q4 2018	96.2%	-0.1%
Q3 2018	96.6%	0.1%
Q2 2018	96.7%	0.3%
Q1 2018	96.3%	0.4%
Q4 2017	96.3%	0.2%
Q3 2017	96.5%	0.2%

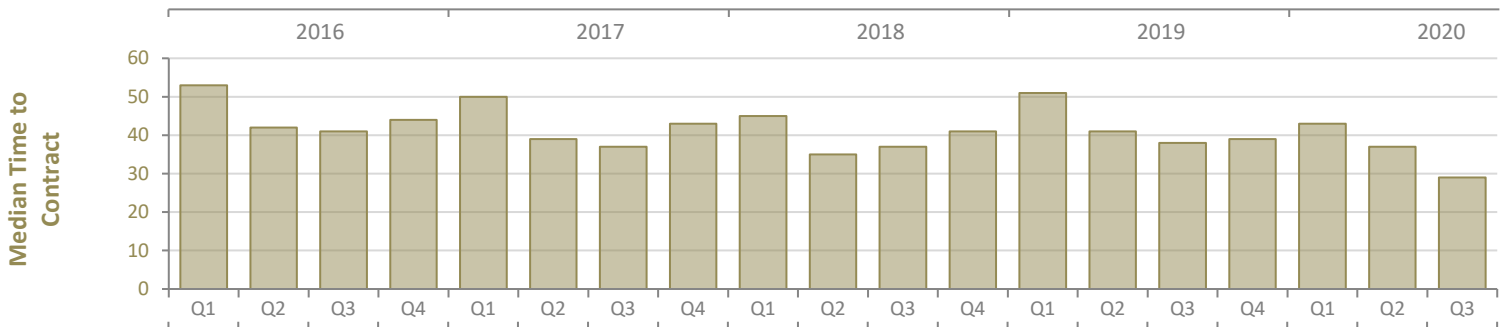


## Median Time to Contract

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	35 Days	-18.6%
<b>Q3 2020</b>	<b>29 Days</b>	<b>-23.7%</b>
Q2 2020	37 Days	-9.8%
Q1 2020	43 Days	-15.7%
Q4 2019	39 Days	-4.9%
Q3 2019	38 Days	2.7%
Q2 2019	41 Days	17.1%
Q1 2019	51 Days	13.3%
Q4 2018	41 Days	-4.7%
Q3 2018	37 Days	0.0%
Q2 2018	35 Days	-10.3%
Q1 2018	45 Days	-10.0%
Q4 2017	43 Days	-2.3%
Q3 2017	37 Days	-9.8%

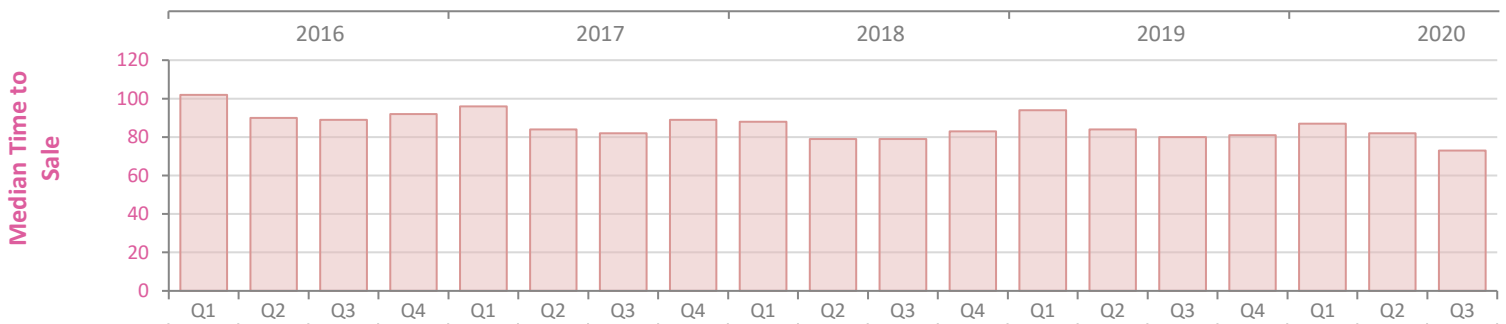


## Median Time to Sale

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	80 Days	-5.9%
<b>Q3 2020</b>	<b>73 Days</b>	<b>-8.8%</b>
Q2 2020	82 Days	-2.4%
Q1 2020	87 Days	-7.4%
Q4 2019	81 Days	-2.4%
Q3 2019	80 Days	1.3%
Q2 2019	84 Days	6.3%
Q1 2019	94 Days	6.8%
Q4 2018	83 Days	-6.7%
Q3 2018	79 Days	-3.7%
Q2 2018	79 Days	-6.0%
Q1 2018	88 Days	-8.3%
Q4 2017	89 Days	-3.3%
Q3 2017	82 Days	-7.9%

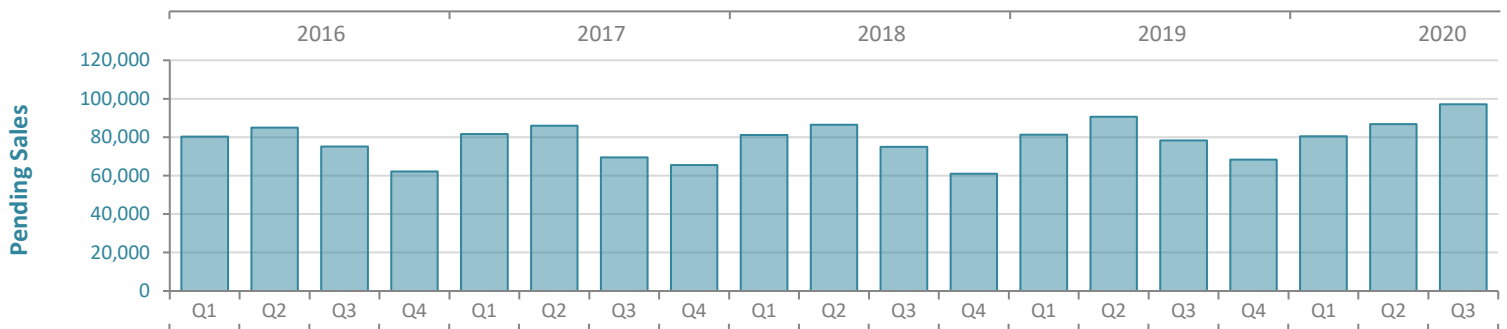


## New Pending Sales

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	264,476	5.7%
<b>Q3 2020</b>	<b>97,109</b>	<b>24.0%</b>
Q2 2020	86,859	-4.1%
Q1 2020	80,508	-1.0%
Q4 2019	68,260	11.9%
Q3 2019	78,287	4.4%
Q2 2019	90,593	4.8%
Q1 2019	81,361	0.3%
Q4 2018	61,024	-6.9%
Q3 2018	74,972	8.0%
Q2 2018	86,455	0.5%
Q1 2018	81,150	-0.6%
Q4 2017	65,547	5.3%
Q3 2017	69,421	-7.6%



## 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	270,603	-4.6%
<b>Q3 2020</b>	<b>92,018</b>	<b>4.1%</b>
Q2 2020	84,450	-12.9%
Q1 2020	94,135	-4.1%
Q4 2019	79,219	0.5%
Q3 2019	88,399	-1.5%
Q2 2019	96,984	-2.2%
Q1 2019	98,159	0.6%
Q4 2018	78,850	5.1%
Q3 2018	89,744	14.9%
Q2 2018	99,144	4.8%
Q1 2018	97,608	2.6%
Q4 2017	75,034	4.0%
Q3 2017	78,099	-7.5%

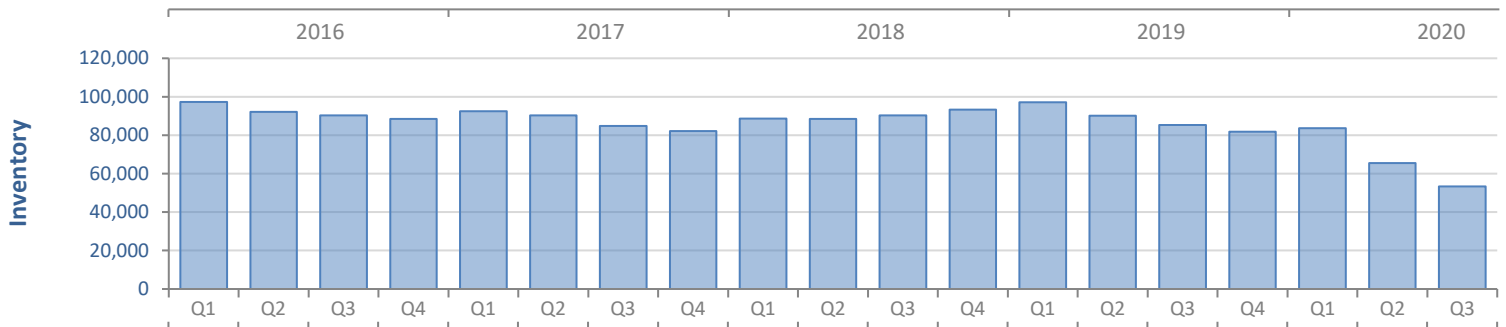


## Inventory (Active Listings)

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)	71,253	-23.2%
<b>Q3 2020</b>	<b>53,392</b>	<b>-37.4%</b>
Q2 2020	65,471	-27.4%
Q1 2020	83,614	-14.0%
Q4 2019	81,822	-12.3%
Q3 2019	85,238	-5.7%
Q2 2019	90,193	2.0%
Q1 2019	97,195	9.6%
Q4 2018	93,277	13.5%
Q3 2018	90,382	6.5%
Q2 2018	88,411	-2.1%
Q1 2018	88,672	-4.2%
Q4 2017	82,163	-7.0%
Q3 2017	84,843	-6.1%

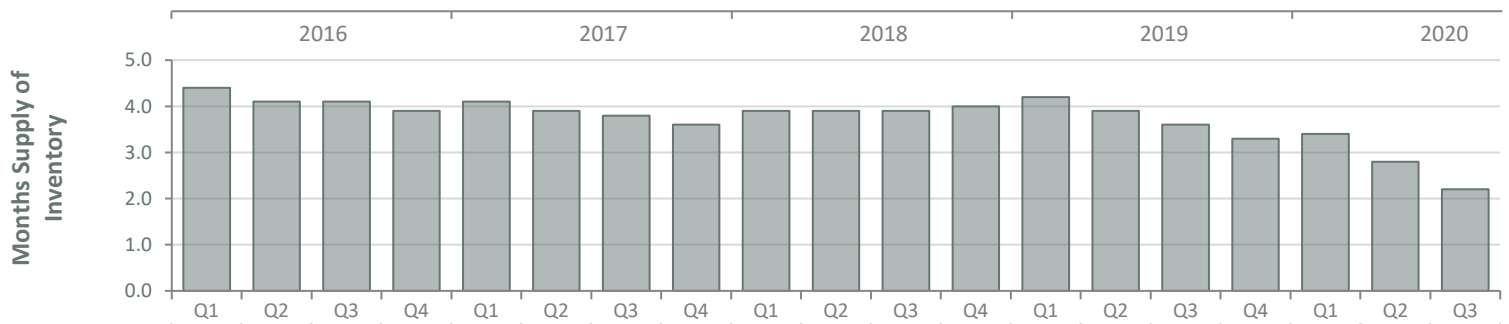


## Months Supply of Inventory

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)	3.0	-25.0%
<b>Q3 2020</b>	<b>2.2</b>	<b>-38.9%</b>
Q2 2020	2.8	-28.2%
Q1 2020	3.4	-19.0%
Q4 2019	3.3	-17.5%
Q3 2019	3.6	-7.7%
Q2 2019	3.9	0.0%
Q1 2019	4.2	7.7%
Q4 2018	4.0	11.1%
Q3 2018	3.9	2.6%
Q2 2018	3.9	0.0%
Q1 2018	3.9	-4.9%
Q4 2017	3.6	-7.7%
Q3 2017	3.8	-7.3%

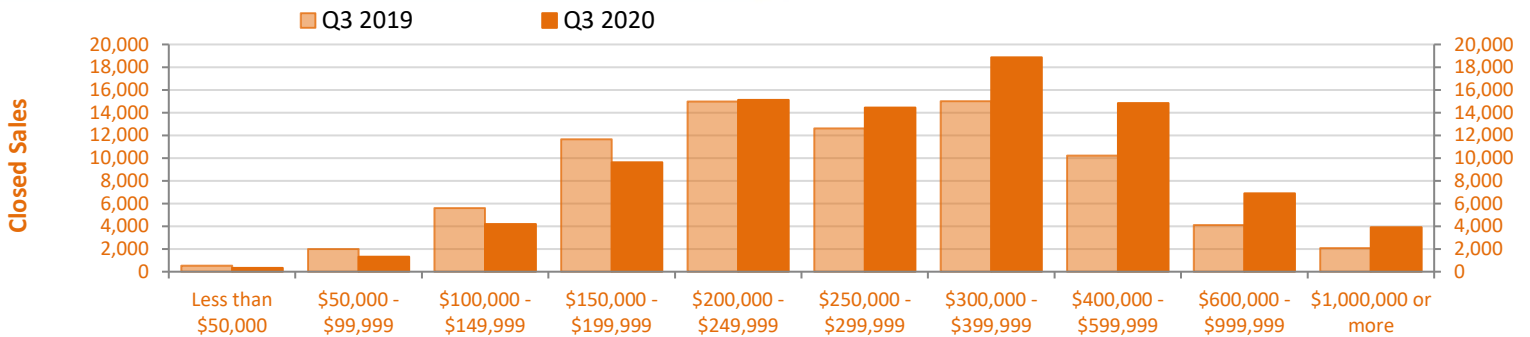


## Closed Sales by Sale Price

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	341	-34.5%
\$50,000 - \$99,999	1,313	-34.0%
\$100,000 - \$149,999	4,205	-24.8%
\$150,000 - \$199,999	9,629	-17.4%
\$200,000 - \$249,999	15,112	1.0%
\$250,000 - \$299,999	14,447	14.5%
\$300,000 - \$399,999	18,870	25.6%
\$400,000 - \$599,999	14,846	45.4%
\$600,000 - \$999,999	6,891	68.2%
\$1,000,000 or more	3,908	87.5%

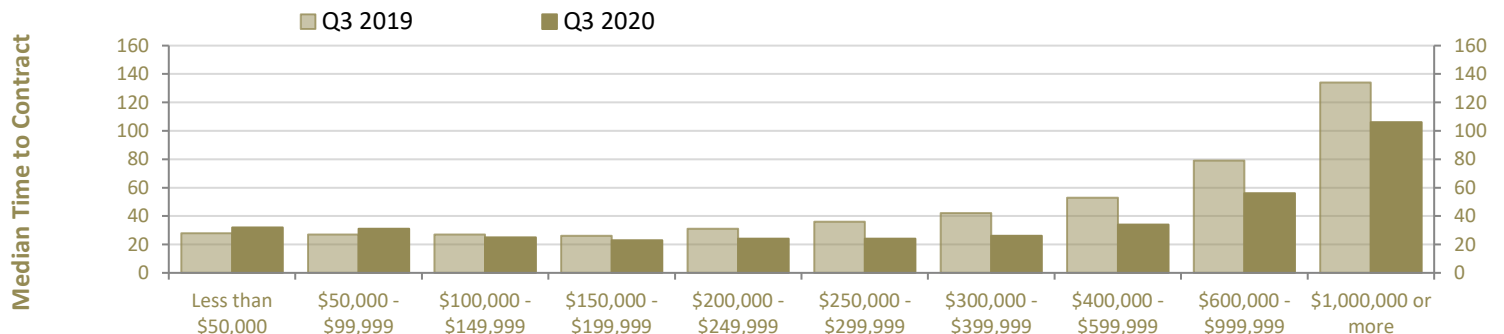


## Median Time to Contract by Sale Price

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	32 Days	14.3%
\$50,000 - \$99,999	31 Days	14.8%
\$100,000 - \$149,999	25 Days	-7.4%
\$150,000 - \$199,999	23 Days	-11.5%
\$200,000 - \$249,999	24 Days	-22.6%
\$250,000 - \$299,999	24 Days	-33.3%
\$300,000 - \$399,999	26 Days	-38.1%
\$400,000 - \$599,999	34 Days	-35.8%
\$600,000 - \$999,999	56 Days	-29.1%
\$1,000,000 or more	106 Days	-20.9%



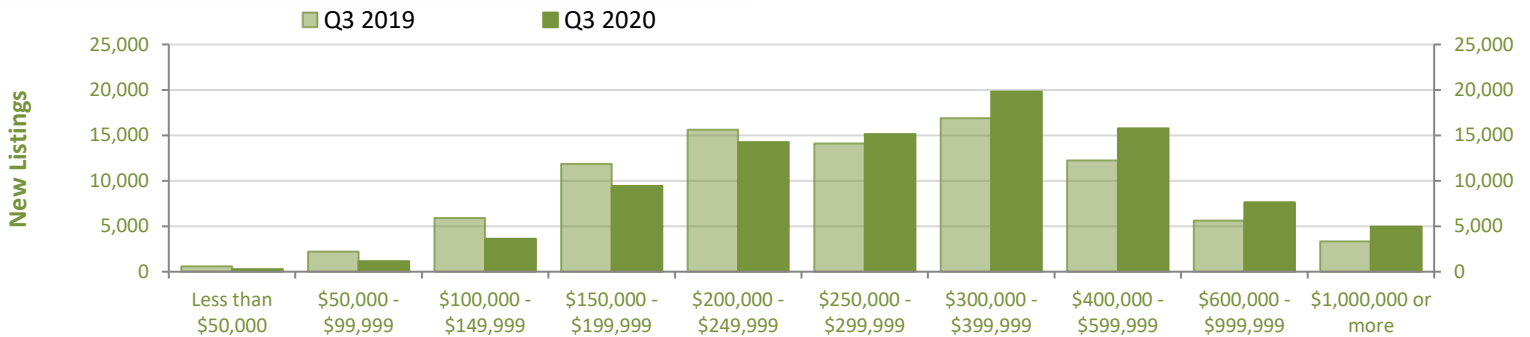


## New Listings by Initial Listing Price

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	267	-54.1%
\$50,000 - \$99,999	1,156	-48.0%
\$100,000 - \$149,999	3,635	-38.4%
\$150,000 - \$199,999	9,418	-20.6%
\$200,000 - \$249,999	14,253	-8.8%
\$250,000 - \$299,999	15,123	7.2%
\$300,000 - \$399,999	19,801	17.1%
\$400,000 - \$599,999	15,751	28.6%
\$600,000 - \$999,999	7,639	36.1%
\$1,000,000 or more	4,975	49.4%

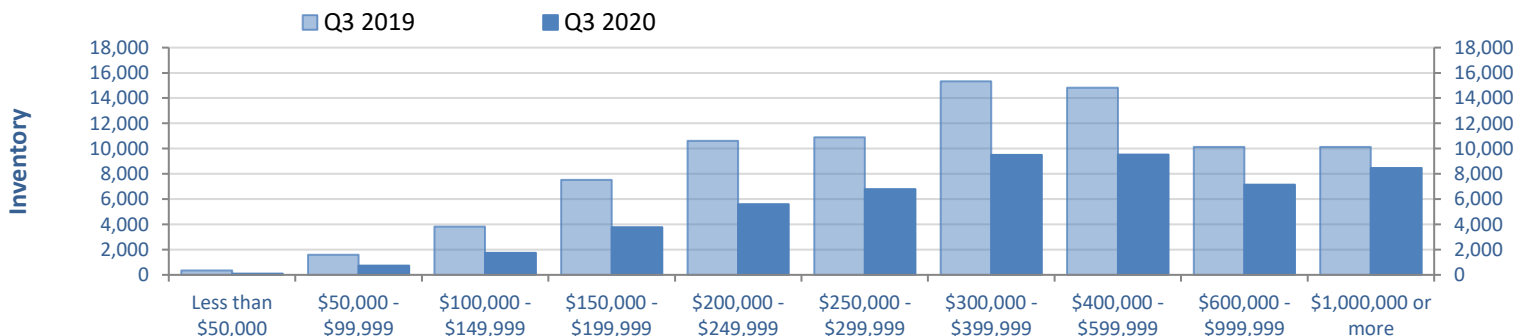


## Inventory by Current Listing Price

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	110	-68.9%
\$50,000 - \$99,999	735	-54.2%
\$100,000 - \$149,999	1,733	-54.6%
\$150,000 - \$199,999	3,772	-49.9%
\$200,000 - \$249,999	5,604	-47.2%
\$250,000 - \$299,999	6,785	-37.7%
\$300,000 - \$399,999	9,503	-38.0%
\$400,000 - \$599,999	9,536	-35.6%
\$600,000 - \$999,999	7,143	-29.5%
\$1,000,000 or more	8,471	-16.5%



# Quarterly Distressed Market - Q3 2020

## Single Family Homes

### Florida



		Q3 2020	Q3 2019	Percent Change Year-over-Year
Traditional	Closed Sales	87,944	76,434	15.1%
	Median Sale Price	\$300,000	\$268,000	11.9%
Foreclosure/REO	Closed Sales	1,162	1,829	-36.5%
	Median Sale Price	\$219,900	\$185,000	18.9%
Short Sale	Closed Sales	384	496	-22.6%
	Median Sale Price	\$230,000	\$215,000	7.0%

