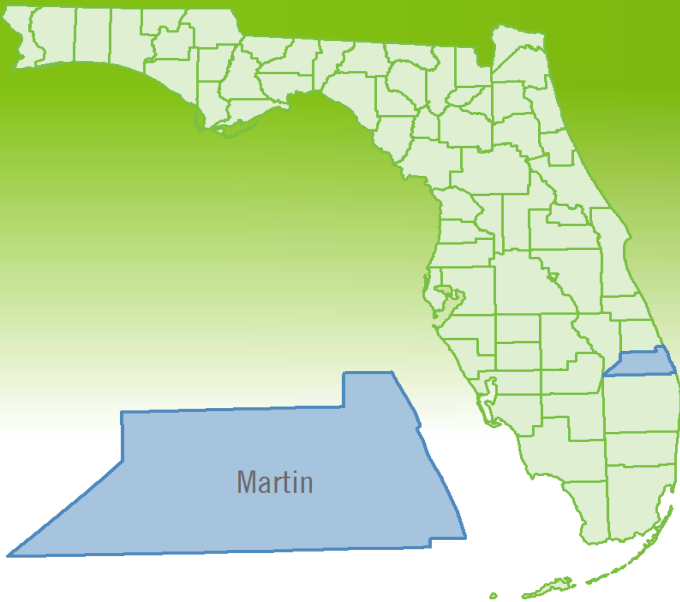


# Quarterly Market Detail - Q4 2019

## Single Family Homes

### Martin County



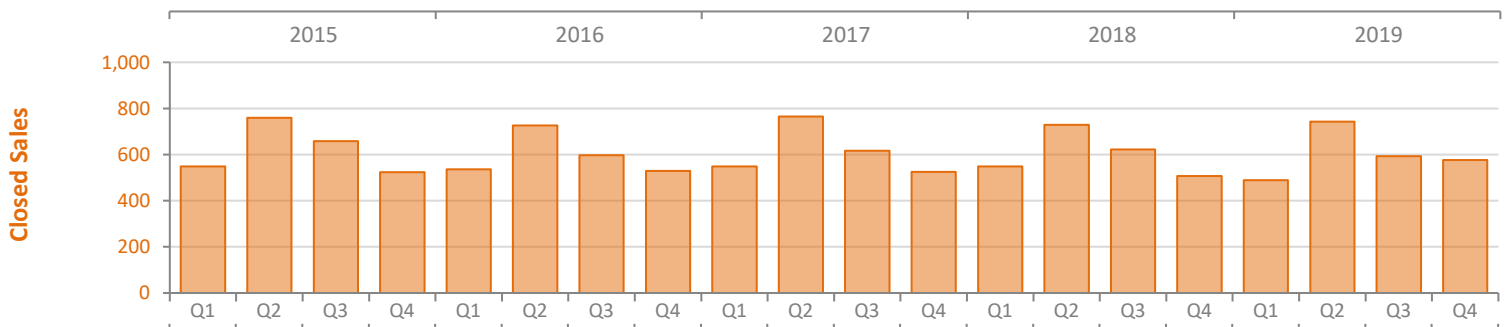
Summary Statistics	Q4 2019	Q4 2018	Percent Change Year-over-Year
Closed Sales	577	507	13.8%
Paid in Cash	210	197	6.6%
Median Sale Price	\$370,000	\$374,000	-1.1%
Average Sale Price	\$475,885	\$484,716	-1.8%
Dollar Volume	\$274.6 Million	\$245.8 Million	11.7%
Median Percent of Original List Price Received	95.1%	94.9%	0.2%
Median Time to Contract	47 Days	51 Days	-7.8%
Median Time to Sale	88 Days	88 Days	0.0%
New Pending Sales	499	460	8.5%
New Listings	691	712	-2.9%
Pending Inventory	218	201	8.5%
Inventory (Active Listings)	902	947	-4.8%
Months Supply of Inventory	4.5	4.7	-4.3%

## 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	2,402	-0.2%
<b>Q4 2019</b>	<b>577</b>	<b>13.8%</b>
Q3 2019	593	-4.7%
Q2 2019	743	1.9%
Q1 2019	489	-10.8%
Q4 2018	507	-3.4%
Q3 2018	622	1.0%
Q2 2018	729	-4.7%
Q1 2018	548	0.0%
Q4 2017	525	-0.8%
Q3 2017	616	3.2%
Q2 2017	765	5.4%
Q1 2017	548	2.2%
Q4 2016	529	1.0%

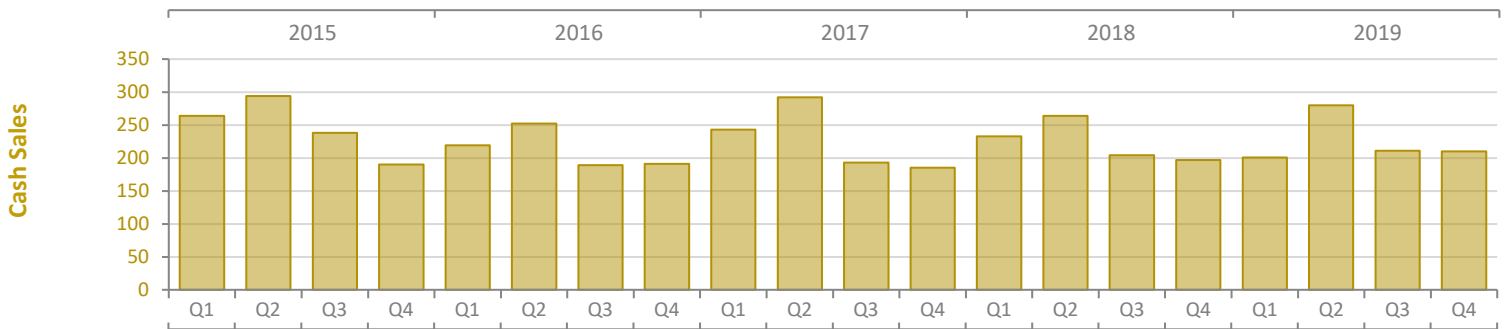


## Cash Sales

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	902	0.4%
<b>Q4 2019</b>	<b>210</b>	<b>6.6%</b>
Q3 2019	211	3.4%
Q2 2019	280	6.1%
Q1 2019	201	-13.7%
Q4 2018	197	6.5%
Q3 2018	204	5.7%
Q2 2018	264	-9.6%
Q1 2018	233	-4.1%
Q4 2017	185	-3.1%
Q3 2017	193	2.1%
Q2 2017	292	15.9%
Q1 2017	243	11.0%
Q4 2016	191	0.5%

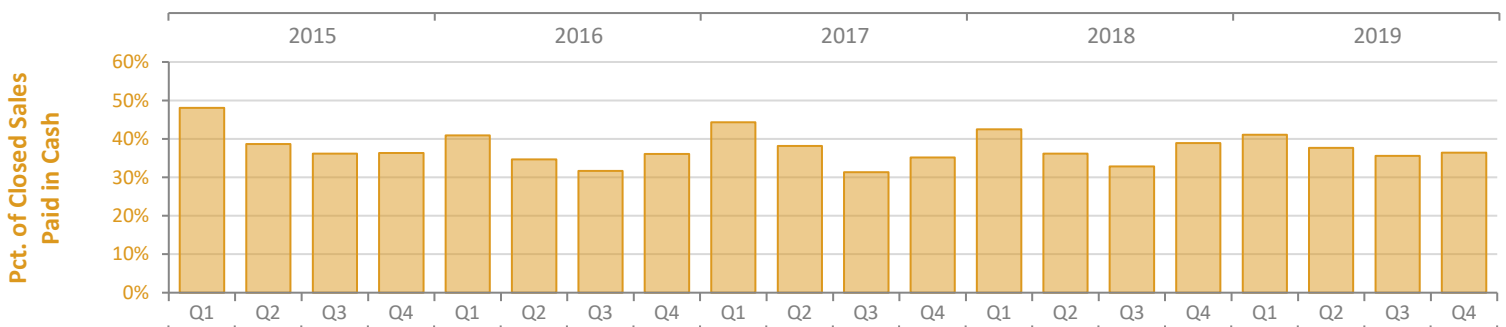


## Cash Sales as a Percentage of Closed Sales

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	37.6%	0.8%
<b>Q4 2019</b>	<b>36.4%</b>	<b>-6.4%</b>
Q3 2019	35.6%	8.5%
Q2 2019	37.7%	4.1%
Q1 2019	41.1%	-3.3%
Q4 2018	38.9%	10.5%
Q3 2018	32.8%	4.8%
Q2 2018	36.2%	-5.2%
Q1 2018	42.5%	-4.1%
Q4 2017	35.2%	-2.5%
Q3 2017	31.3%	-1.3%
Q2 2017	38.2%	10.1%
Q1 2017	44.3%	8.3%
Q4 2016	36.1%	-0.6%

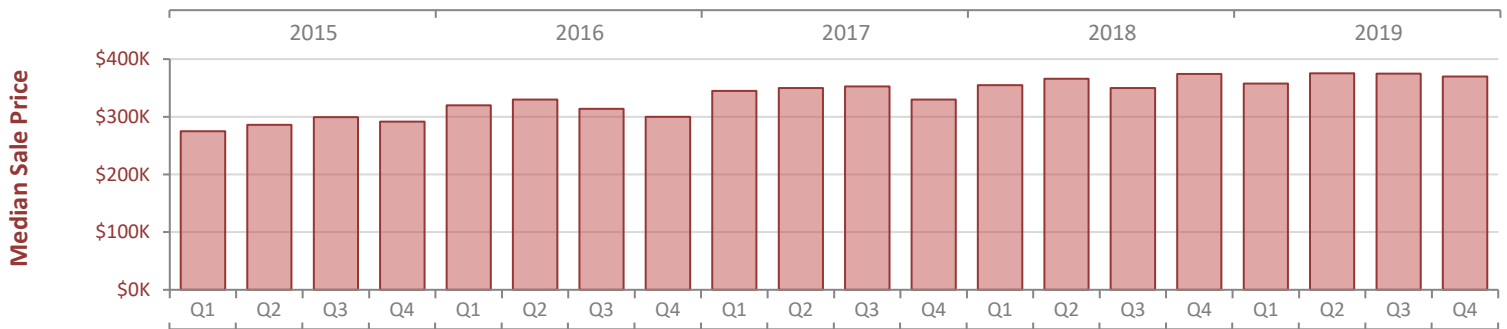


## Median Sale Price

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	\$371,000	3.1%
<b>Q4 2019</b>	<b>\$370,000</b>	<b>-1.1%</b>
Q3 2019	\$375,000	7.1%
Q2 2019	\$375,150	2.5%
Q1 2019	\$357,450	0.7%
Q4 2018	\$374,000	13.3%
Q3 2018	\$350,000	-0.7%
Q2 2018	\$366,000	4.6%
Q1 2018	\$355,000	2.9%
Q4 2017	\$330,000	10.0%
Q3 2017	\$352,600	12.4%
Q2 2017	\$350,000	6.1%
Q1 2017	\$345,000	7.8%
Q4 2016	\$300,000	2.8%

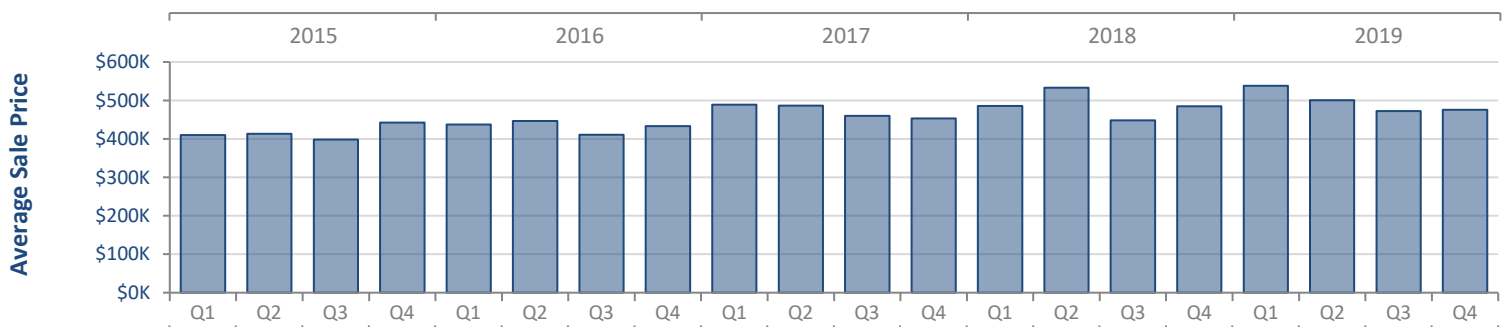


## Average Sale Price

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	\$495,328	1.1%
<b>Q4 2019</b>	<b>\$475,885</b>	<b>-1.8%</b>
Q3 2019	\$472,254	5.4%
Q2 2019	\$500,577	-6.0%
Q1 2019	\$538,274	10.8%
Q4 2018	\$484,716	6.9%
Q3 2018	\$447,856	-2.6%
Q2 2018	\$532,751	9.5%
Q1 2018	\$485,900	-0.6%
Q4 2017	\$453,382	4.7%
Q3 2017	\$459,767	12.0%
Q2 2017	\$486,656	9.0%
Q1 2017	\$488,745	11.8%
Q4 2016	\$433,154	-2.1%

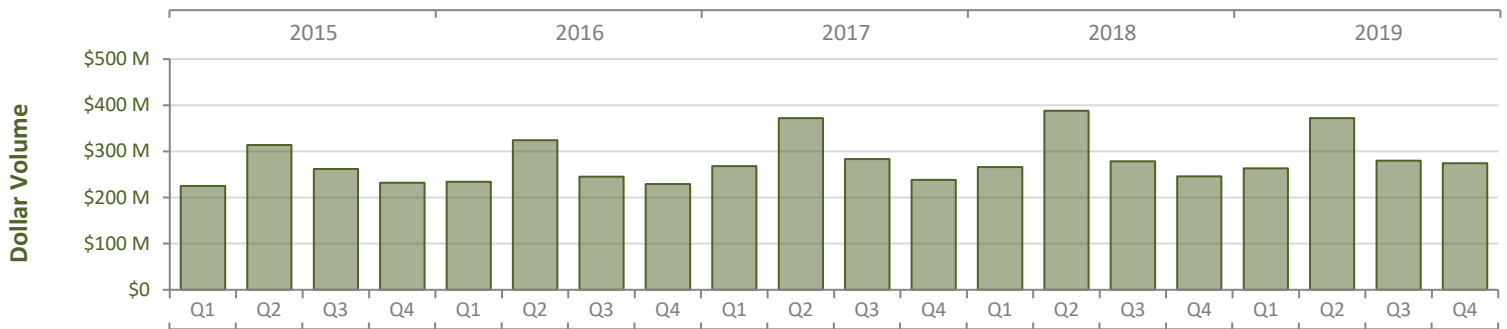


## Dollar Volume

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	\$1.2 Billion	0.9%
<b>Q4 2019</b>	<b>\$274.6 Million</b>	<b>11.7%</b>
Q3 2019	\$280.0 Million	0.5%
Q2 2019	\$371.9 Million	-4.2%
Q1 2019	\$263.2 Million	-1.1%
Q4 2018	\$245.8 Million	3.2%
Q3 2018	\$278.6 Million	-1.6%
Q2 2018	\$388.4 Million	4.3%
Q1 2018	\$266.3 Million	-0.6%
Q4 2017	\$238.0 Million	3.9%
Q3 2017	\$283.2 Million	15.5%
Q2 2017	\$372.3 Million	14.8%
Q1 2017	\$267.8 Million	14.3%
Q4 2016	\$229.1 Million	-1.2%

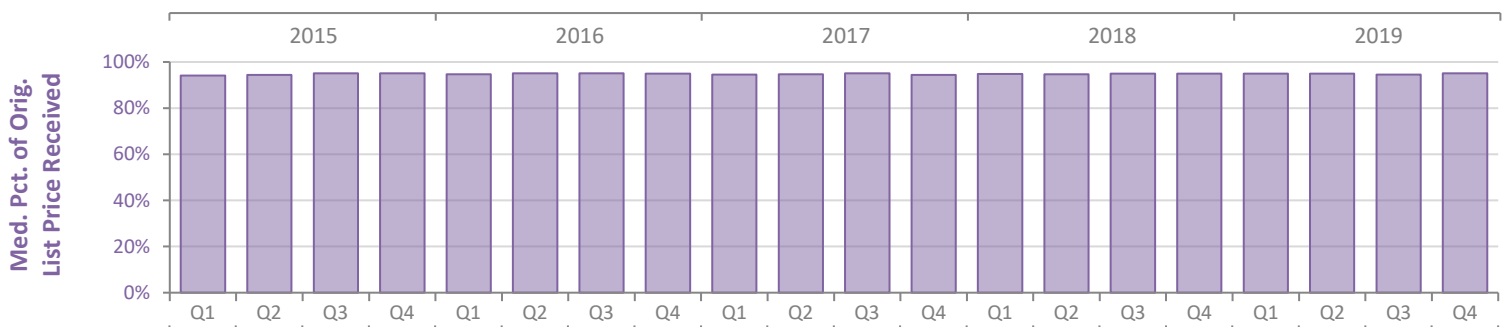


## Median Percent of Original List Price Received

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	94.9%	0.1%
<b>Q4 2019</b>	<b>95.1%</b>	<b>0.2%</b>
Q3 2019	94.6%	-0.4%
Q2 2019	95.0%	0.3%
Q1 2019	94.9%	0.1%
Q4 2018	94.9%	0.5%
Q3 2018	95.0%	-0.1%
Q2 2018	94.7%	0.0%
Q1 2018	94.8%	0.2%
Q4 2017	94.4%	-0.5%
Q3 2017	95.1%	0.0%
Q2 2017	94.7%	-0.4%
Q1 2017	94.6%	-0.1%
Q4 2016	94.9%	-0.2%

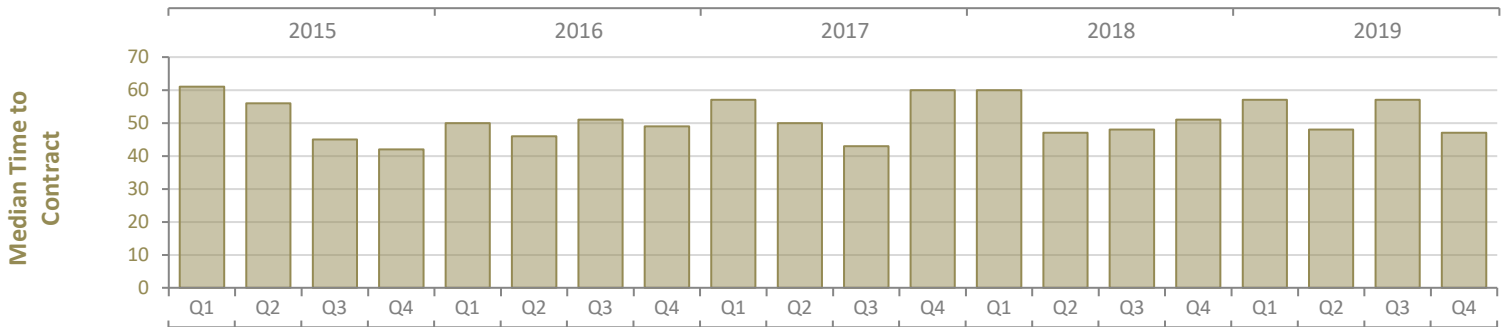


## Median Time to Contract

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	52 Days	4.0%
<b>Q4 2019</b>	<b>47 Days</b>	<b>-7.8%</b>
Q3 2019	57 Days	18.8%
Q2 2019	48 Days	2.1%
Q1 2019	57 Days	-5.0%
Q4 2018	51 Days	-15.0%
Q3 2018	48 Days	11.6%
Q2 2018	47 Days	-6.0%
Q1 2018	60 Days	5.3%
Q4 2017	60 Days	22.4%
Q3 2017	43 Days	-15.7%
Q2 2017	50 Days	8.7%
Q1 2017	57 Days	14.0%
Q4 2016	49 Days	16.7%

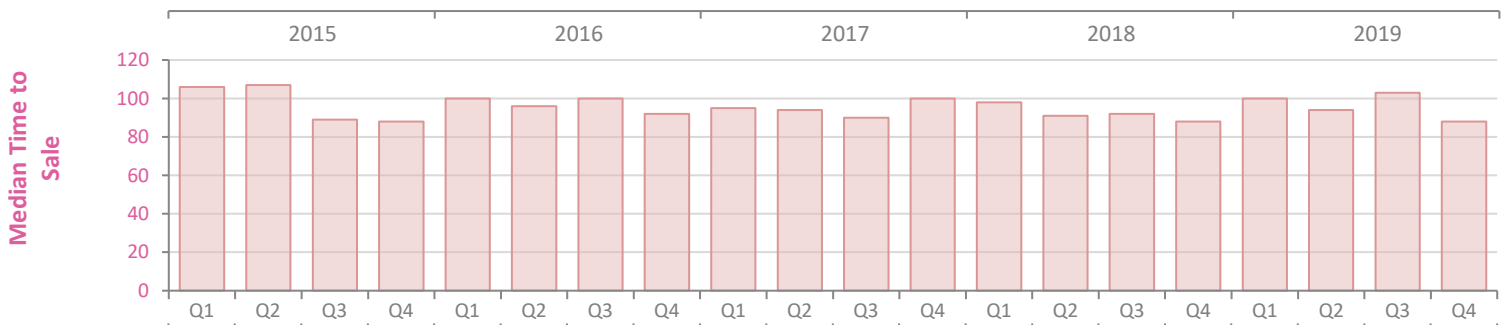


## Median Time to Sale

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	97 Days	5.4%
<b>Q4 2019</b>	<b>88 Days</b>	<b>0.0%</b>
Q3 2019	103 Days	12.0%
Q2 2019	94 Days	3.3%
Q1 2019	100 Days	2.0%
Q4 2018	88 Days	-12.0%
Q3 2018	92 Days	2.2%
Q2 2018	91 Days	-3.2%
Q1 2018	98 Days	3.2%
Q4 2017	100 Days	8.7%
Q3 2017	90 Days	-10.0%
Q2 2017	94 Days	-2.1%
Q1 2017	95 Days	-5.0%
Q4 2016	92 Days	4.5%

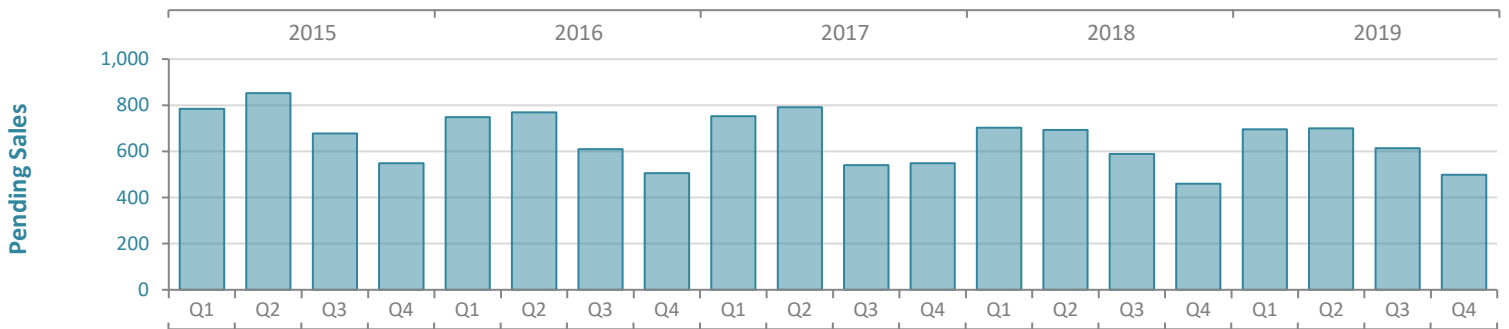


## New Pending Sales

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	2,508	2.6%
<b>Q4 2019</b>	<b>499</b>	<b>8.5%</b>
Q3 2019	614	4.2%
Q2 2019	700	1.0%
Q1 2019	695	-1.0%
Q4 2018	460	-16.1%
Q3 2018	589	9.1%
Q2 2018	693	-12.4%
Q1 2018	702	-6.8%
Q4 2017	548	8.5%
Q3 2017	540	-11.5%
Q2 2017	791	2.9%
Q1 2017	753	0.7%
Q4 2016	505	-8.0%

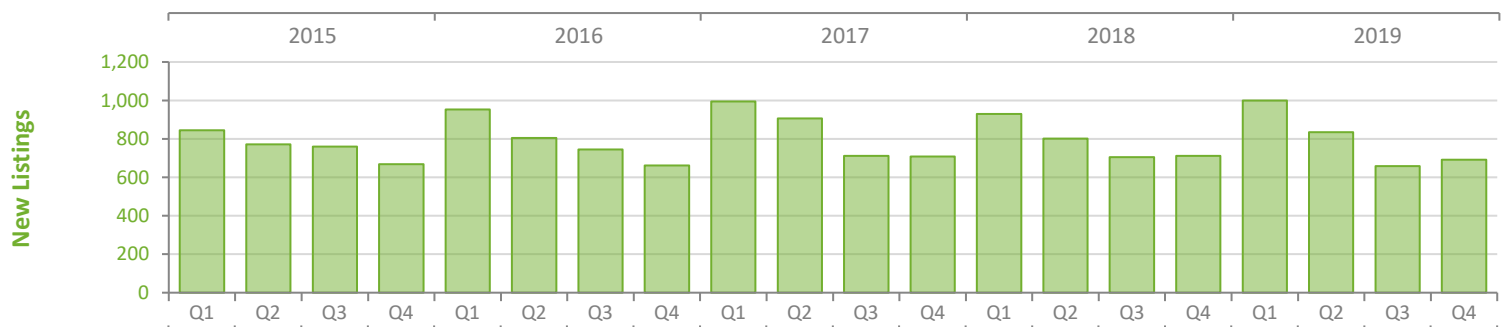


## New Listings

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	3,184	1.1%
<b>Q4 2019</b>	<b>691</b>	<b>-2.9%</b>
Q3 2019	659	-6.5%
Q2 2019	834	4.0%
Q1 2019	1,000	7.5%
Q4 2018	712	0.6%
Q3 2018	705	-1.0%
Q2 2018	802	-11.5%
Q1 2018	930	-6.4%
Q4 2017	708	7.1%
Q3 2017	712	-4.4%
Q2 2017	906	12.5%
Q1 2017	994	4.3%
Q4 2016	661	-1.0%

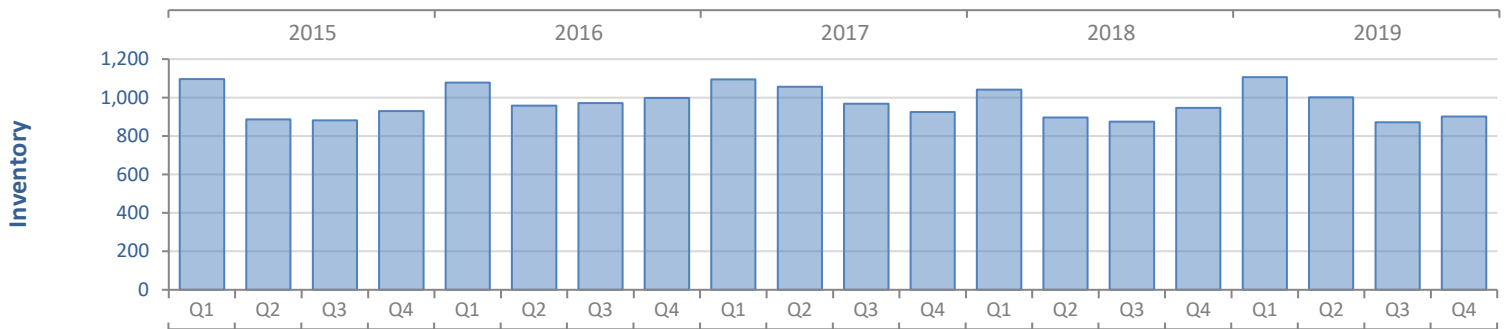


## Inventory (Active Listings)

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)	1,003	4.2%
<b>Q4 2019</b>	<b>902</b>	<b>-4.8%</b>
Q3 2019	871	-0.3%
Q2 2019	1,001	11.6%
Q1 2019	1,106	6.1%
Q4 2018	947	2.4%
Q3 2018	874	-9.7%
Q2 2018	897	-15.1%
Q1 2018	1,042	-4.8%
Q4 2017	925	-7.3%
Q3 2017	968	-0.3%
Q2 2017	1,057	10.3%
Q1 2017	1,094	1.5%
Q4 2016	998	7.4%

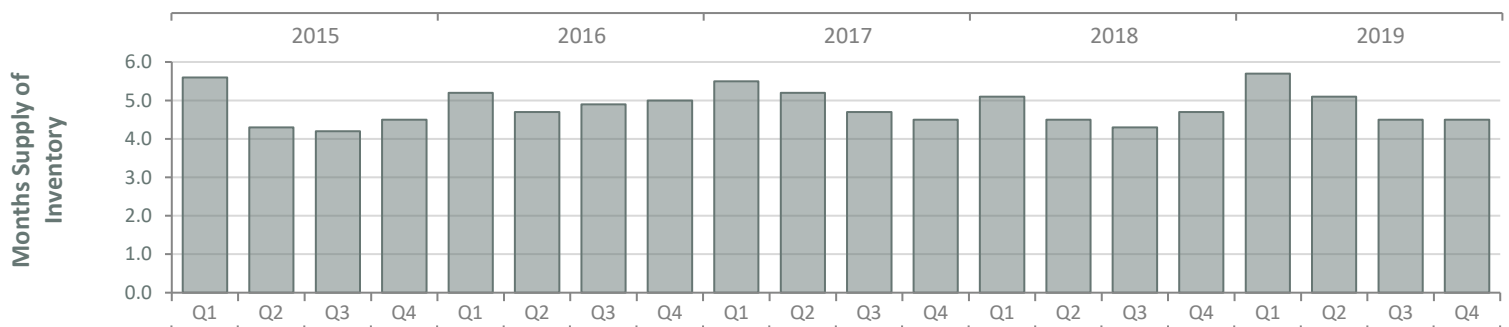


## Months Supply of Inventory

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)	5.1	6.3%
<b>Q4 2019</b>	<b>4.5</b>	<b>-4.3%</b>
Q3 2019	4.5	4.7%
Q2 2019	5.1	13.3%
Q1 2019	5.7	11.8%
Q4 2018	4.7	4.4%
Q3 2018	4.3	-8.5%
Q2 2018	4.5	-13.5%
Q1 2018	5.1	-7.3%
Q4 2017	4.5	-10.0%
Q3 2017	4.7	-4.1%
Q2 2017	5.2	10.6%
Q1 2017	5.5	5.8%
Q4 2016	5.0	11.1%

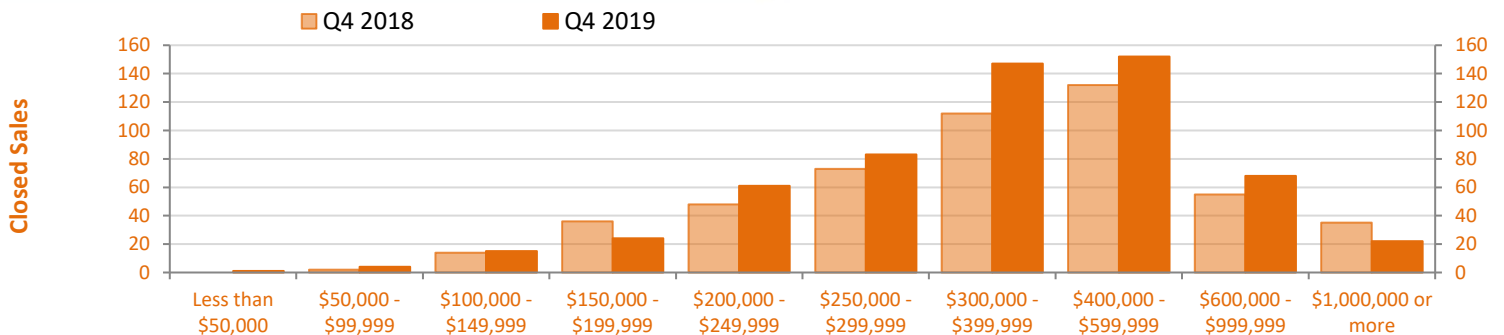


## Closed Sales by Sale Price

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	1	N/A
\$50,000 - \$99,999	4	100.0%
\$100,000 - \$149,999	15	7.1%
\$150,000 - \$199,999	24	-33.3%
\$200,000 - \$249,999	61	27.1%
\$250,000 - \$299,999	83	13.7%
\$300,000 - \$399,999	147	31.3%
\$400,000 - \$599,999	152	15.2%
\$600,000 - \$999,999	68	23.6%
\$1,000,000 or more	22	-37.1%

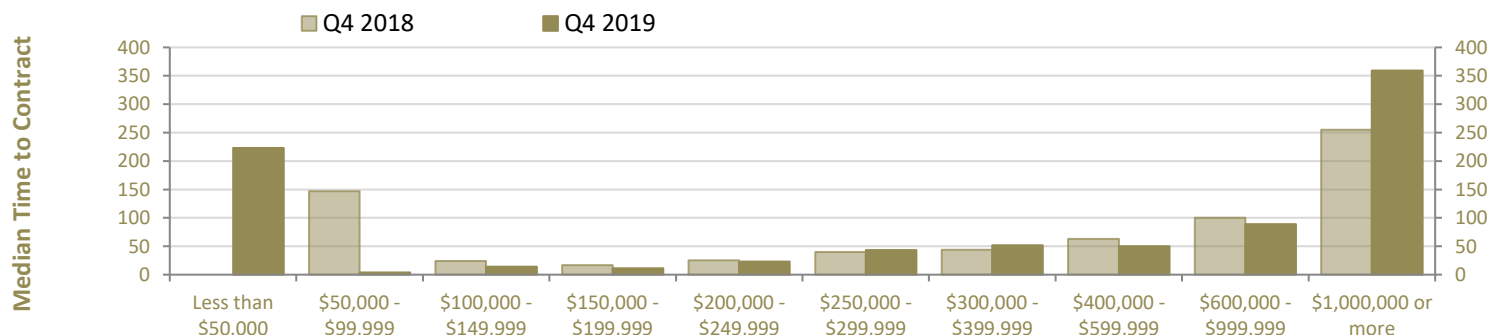


## Median Time to Contract by Sale Price

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	223 Days	N/A
\$50,000 - \$99,999	4 Days	-97.3%
\$100,000 - \$149,999	14 Days	-41.7%
\$150,000 - \$199,999	11 Days	-35.3%
\$200,000 - \$249,999	23 Days	-8.0%
\$250,000 - \$299,999	43 Days	7.5%
\$300,000 - \$399,999	52 Days	18.2%
\$400,000 - \$599,999	50 Days	-20.6%
\$600,000 - \$999,999	89 Days	-11.0%
\$1,000,000 or more	359 Days	40.8%



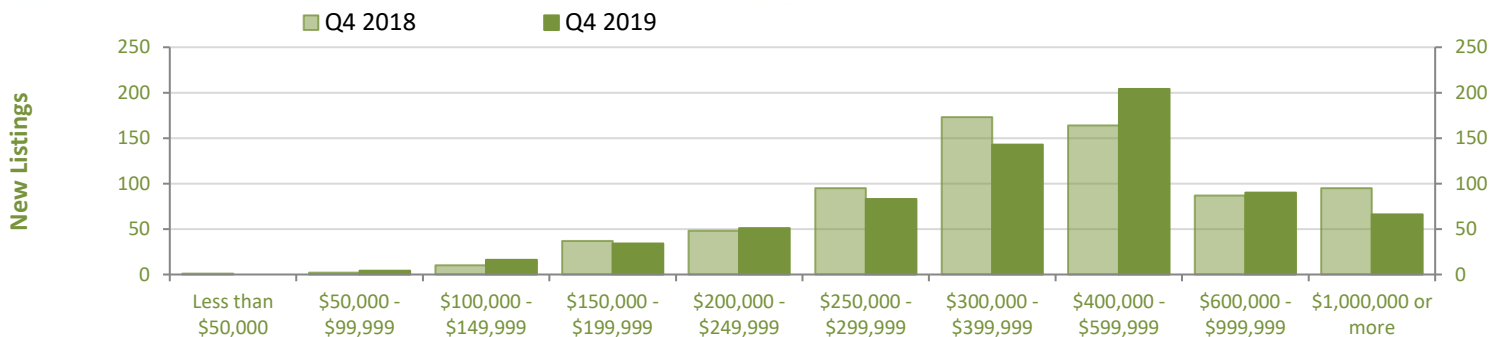


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	4	100.0%
\$100,000 - \$149,999	16	60.0%
\$150,000 - \$199,999	34	-8.1%
\$200,000 - \$249,999	51	6.3%
\$250,000 - \$299,999	83	-12.6%
\$300,000 - \$399,999	143	-17.3%
\$400,000 - \$599,999	204	24.4%
\$600,000 - \$999,999	90	3.4%
\$1,000,000 or more	66	-30.5%

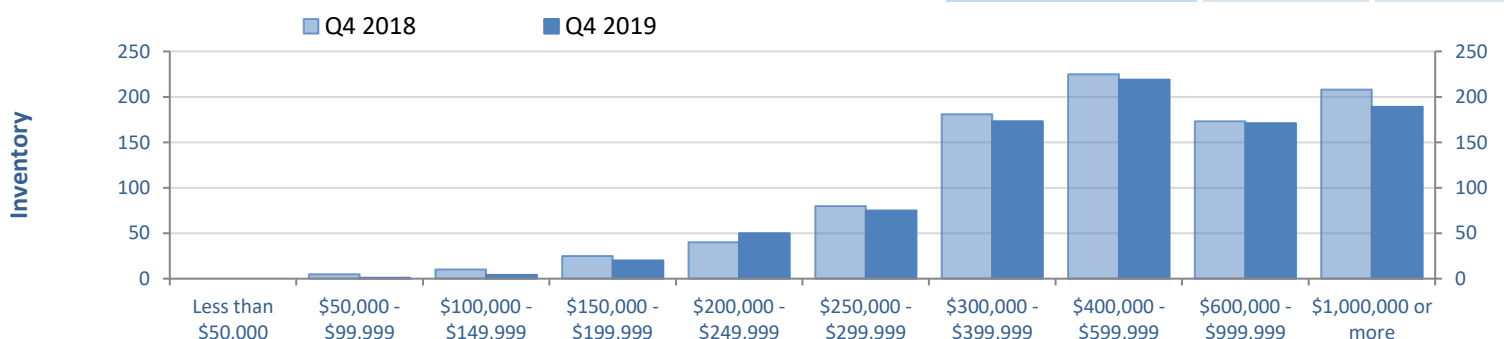


## Inventory by Current Listing Price

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.

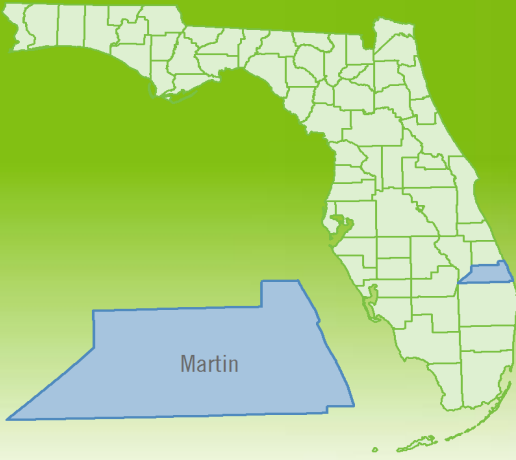
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-80.0%
\$100,000 - \$149,999	4	-60.0%
\$150,000 - \$199,999	20	-20.0%
\$200,000 - \$249,999	50	25.0%
\$250,000 - \$299,999	75	-6.3%
\$300,000 - \$399,999	173	-4.4%
\$400,000 - \$599,999	219	-2.7%
\$600,000 - \$999,999	171	-1.2%
\$1,000,000 or more	189	-9.1%



# Quarterly Distressed Market - Q4 2019

## Single Family Homes

### Martin County



		Q4 2019	Q4 2018	Percent Change Year-over-Year
Traditional	Closed Sales	564	492	14.6%
	Median Sale Price	\$373,000	\$376,750	-1.0%
Foreclosure/REO	Closed Sales	12	11	9.1%
	Median Sale Price	\$231,413	\$270,000	-14.3%
Short Sale	Closed Sales	1	4	-75.0%
	Median Sale Price	\$575,000	\$267,500	115.0%

