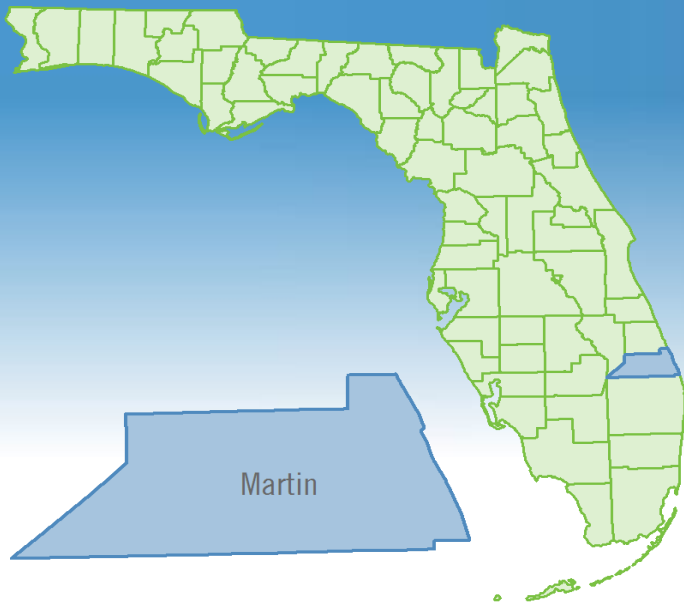


# Quarterly Market Detail - Q4 2020

## Townhouses and Condos

### Martin County



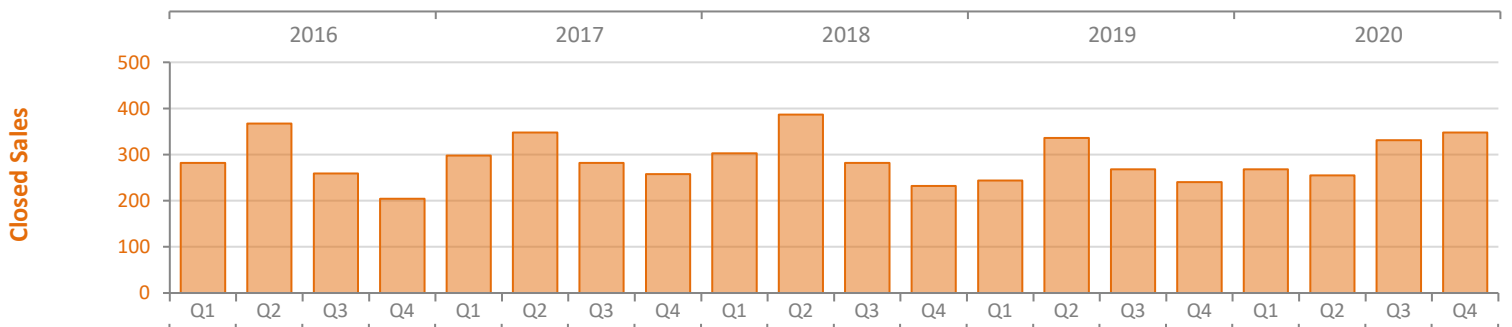
Summary Statistics	Q4 2020	Q4 2019	Percent Change Year-over-Year
Closed Sales	348	240	45.0%
Paid in Cash	165	129	27.9%
Median Sale Price	\$193,000	\$164,900	17.0%
Average Sale Price	\$230,956	\$205,659	12.3%
Dollar Volume	\$80.4 Million	\$49.4 Million	62.8%
Median Percent of Original List Price Received	96.1%	94.8%	1.4%
Median Time to Contract	28 Days	38 Days	-26.3%
Median Time to Sale	71 Days	76 Days	-6.6%
New Pending Sales	317	236	34.3%
New Listings	320	331	-3.3%
Pending Inventory	152	98	55.1%
Inventory (Active Listings)	286	382	-25.1%
Months Supply of Inventory	2.9	4.2	-31.0%

## 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	1,202	10.5%
<b>Q4 2020</b>	<b>348</b>	<b>45.0%</b>
Q3 2020	331	23.5%
Q2 2020	255	-24.1%
Q1 2020	268	9.8%
Q4 2019	240	3.4%
Q3 2019	268	-5.0%
Q2 2019	336	-13.2%
Q1 2019	244	-19.5%
Q4 2018	232	-10.1%
Q3 2018	282	0.0%
Q2 2018	387	11.2%
Q1 2018	303	1.7%
Q4 2017	258	26.5%

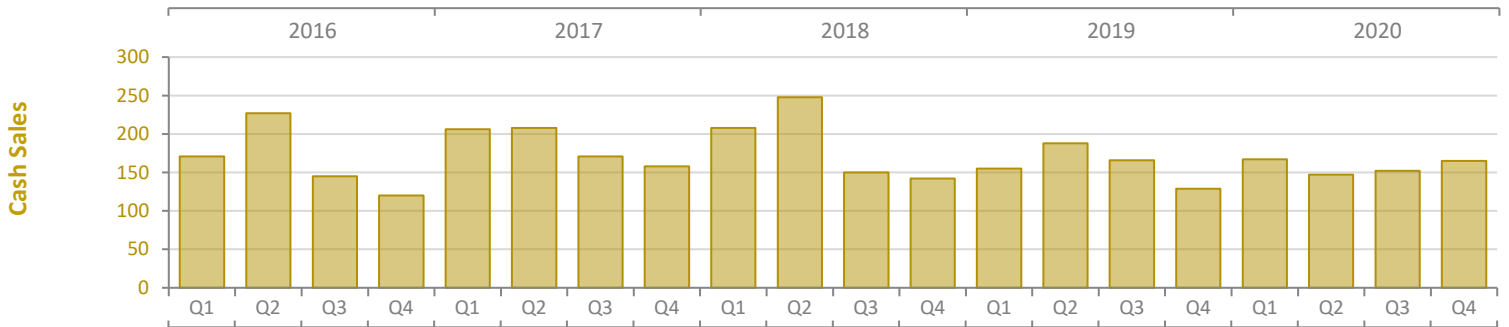


## Cash Sales

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	631	-1.1%
<b>Q4 2020</b>	<b>165</b>	<b>27.9%</b>
Q3 2020	152	-8.4%
Q2 2020	147	-21.8%
Q1 2020	167	7.7%
Q4 2019	129	-9.2%
Q3 2019	166	10.7%
Q2 2019	188	-24.2%
Q1 2019	155	-25.5%
Q4 2018	142	-10.1%
Q3 2018	150	-12.3%
Q2 2018	248	19.2%
Q1 2018	208	1.0%
Q4 2017	158	31.7%

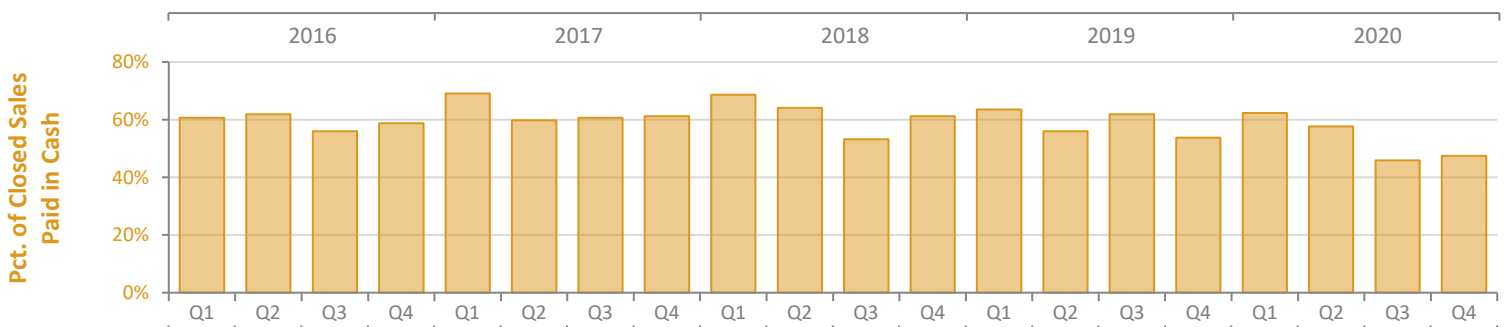


## Cash Sales as a Percentage of Closed Sales

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	52.5%	-10.4%
<b>Q4 2020</b>	<b>47.4%</b>	<b>-11.9%</b>
Q3 2020	45.9%	-25.8%
Q2 2020	57.6%	2.9%
Q1 2020	62.3%	-1.9%
Q4 2019	53.8%	-12.1%
Q3 2019	61.9%	16.4%
Q2 2019	56.0%	-12.6%
Q1 2019	63.5%	-7.4%
Q4 2018	61.2%	0.0%
Q3 2018	53.2%	-12.2%
Q2 2018	64.1%	7.2%
Q1 2018	68.6%	-0.7%
Q4 2017	61.2%	4.1%

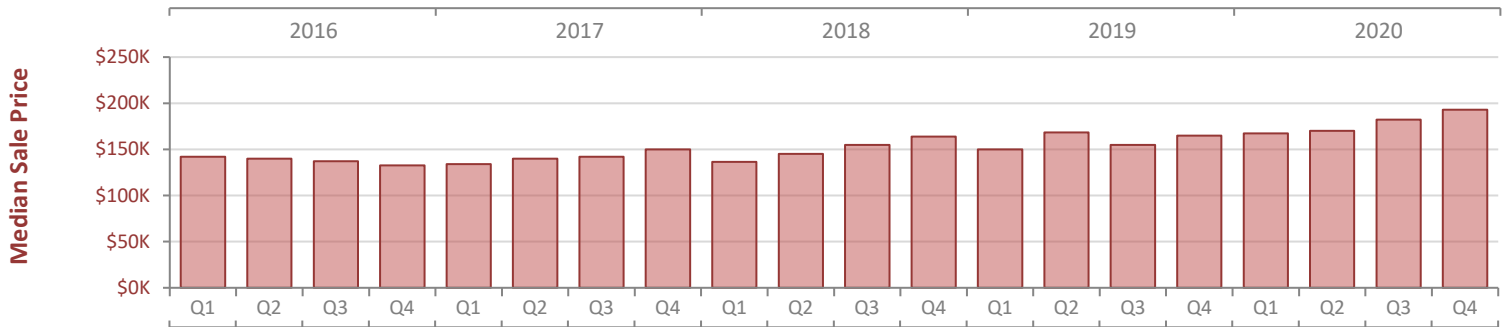


## Median Sale Price

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	\$180,000	12.5%
<b>Q4 2020</b>	<b>\$193,000</b>	<b>17.0%</b>
Q3 2020	\$182,250	17.6%
Q2 2020	\$170,000	0.9%
Q1 2020	\$167,500	11.7%
Q4 2019	\$164,900	0.5%
Q3 2019	\$155,000	0.0%
Q2 2019	\$168,500	16.2%
Q1 2019	\$149,900	9.8%
Q4 2018	\$164,000	9.3%
Q3 2018	\$155,000	9.2%
Q2 2018	\$145,000	3.6%
Q1 2018	\$136,500	1.9%
Q4 2017	\$150,000	13.2%

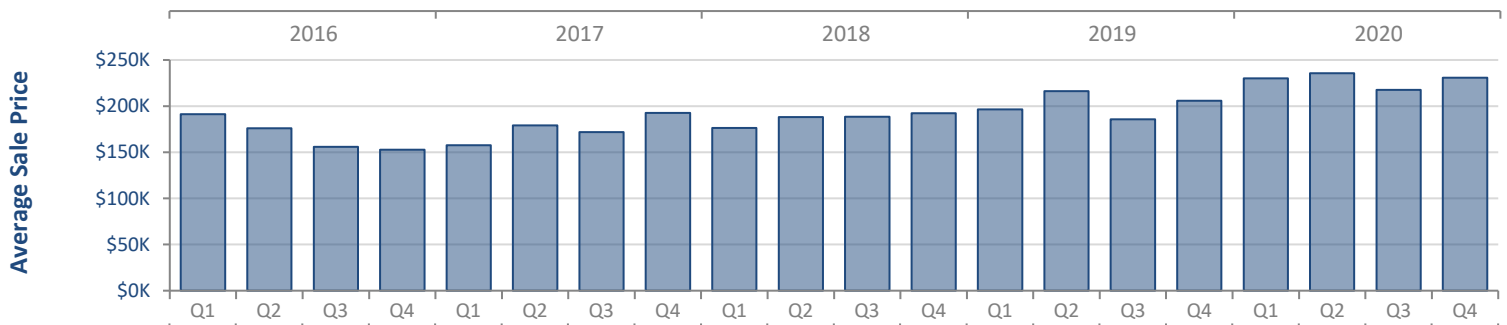


## Average Sale Price

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	\$228,112	13.0%
<b>Q4 2020</b>	<b>\$230,956</b>	<b>12.3%</b>
Q3 2020	\$217,730	17.3%
Q2 2020	\$235,595	9.0%
Q1 2020	\$230,122	17.1%
Q4 2019	\$205,659	7.0%
Q3 2019	\$185,608	-1.6%
Q2 2019	\$216,121	14.9%
Q1 2019	\$196,443	11.3%
Q4 2018	\$192,248	-0.2%
Q3 2018	\$188,544	9.6%
Q2 2018	\$188,153	5.1%
Q1 2018	\$176,422	12.0%
Q4 2017	\$192,723	26.2%

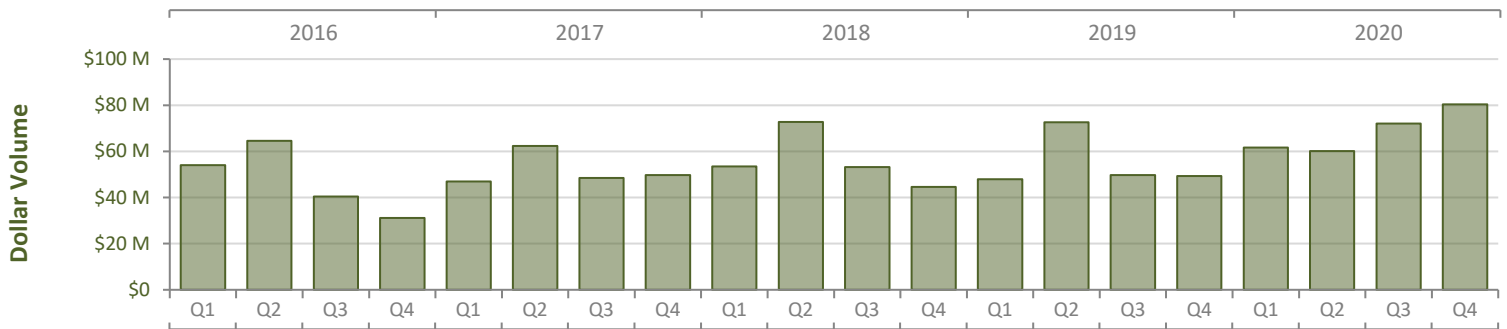


## Dollar Volume

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	\$274.2 Million	24.8%
<b>Q4 2020</b>	<b>\$80.4 Million</b>	<b>62.8%</b>
Q3 2020	\$72.1 Million	44.9%
Q2 2020	\$60.1 Million	-17.3%
Q1 2020	\$61.7 Million	28.7%
Q4 2019	\$49.4 Million	10.7%
Q3 2019	\$49.7 Million	-6.4%
Q2 2019	\$72.6 Million	-0.3%
Q1 2019	\$47.9 Million	-10.3%
Q4 2018	\$44.6 Million	-10.3%
Q3 2018	\$53.2 Million	9.6%
Q2 2018	\$72.8 Million	16.8%
Q1 2018	\$53.5 Million	13.9%
Q4 2017	\$49.7 Million	59.6%

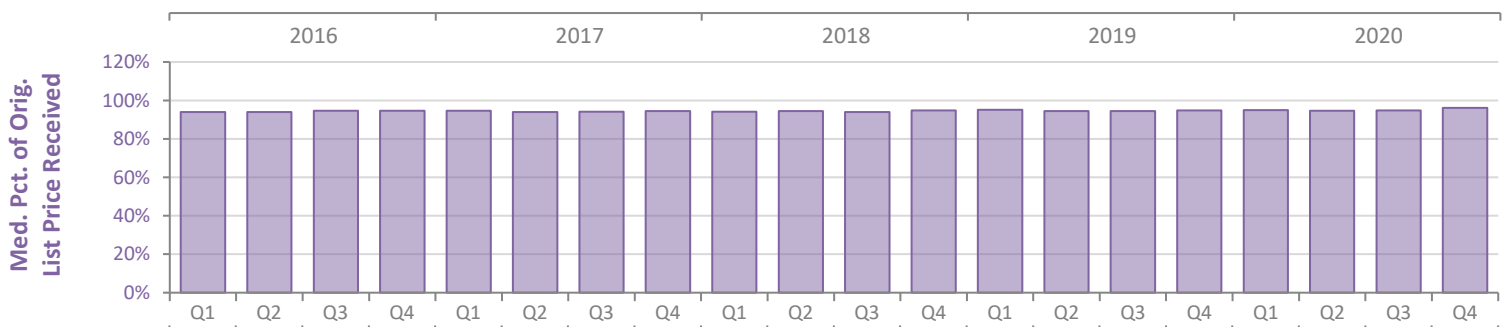


## Median Percent of Original List Price Received

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	95.2%	0.5%
<b>Q4 2020</b>	<b>96.1%</b>	<b>1.4%</b>
Q3 2020	94.8%	0.3%
Q2 2020	94.7%	0.3%
Q1 2020	95.0%	-0.2%
Q4 2019	94.8%	0.0%
Q3 2019	94.5%	0.5%
Q2 2019	94.4%	-0.1%
Q1 2019	95.2%	1.1%
Q4 2018	94.8%	0.3%
Q3 2018	94.0%	-0.1%
Q2 2018	94.5%	0.6%
Q1 2018	94.2%	-0.5%
Q4 2017	94.5%	-0.1%

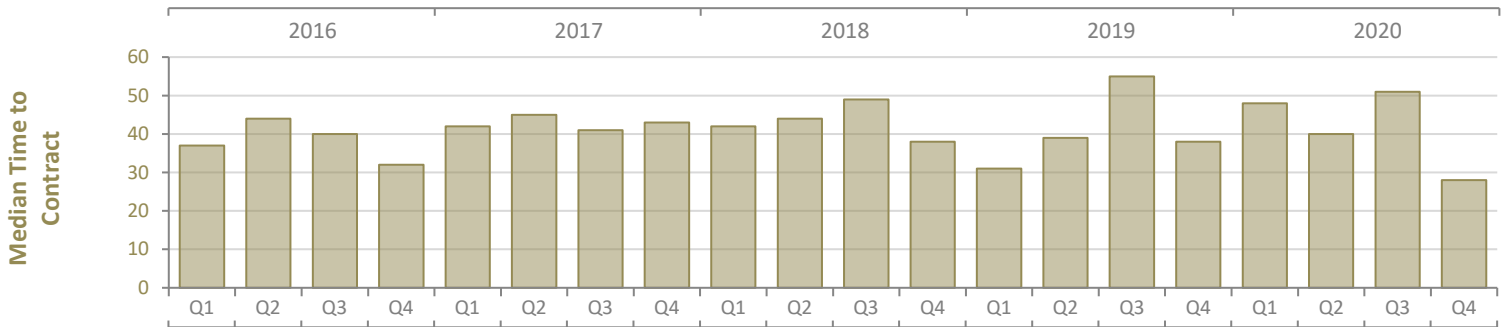


## Median Time to Contract

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	38 Days	-5.0%
<b>Q4 2020</b>	<b>28 Days</b>	<b>-26.3%</b>
Q3 2020	51 Days	-7.3%
Q2 2020	40 Days	2.6%
Q1 2020	48 Days	54.8%
Q4 2019	38 Days	0.0%
Q3 2019	55 Days	12.2%
Q2 2019	39 Days	-11.4%
Q1 2019	31 Days	-26.2%
Q4 2018	38 Days	-11.6%
Q3 2018	49 Days	19.5%
Q2 2018	44 Days	-2.2%
Q1 2018	42 Days	0.0%
Q4 2017	43 Days	34.4%

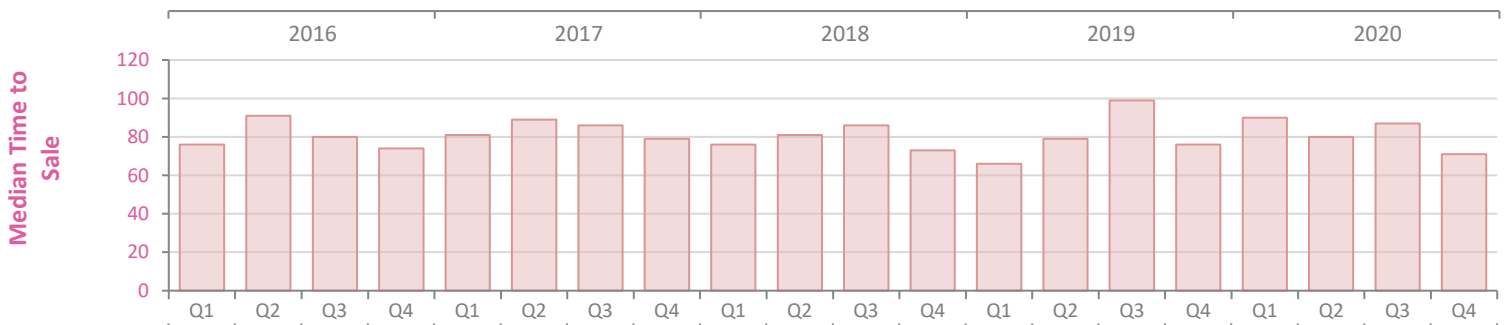


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the 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	1.3%
<b>Q4 2020</b>	<b>71 Days</b>	<b>-6.6%</b>
Q3 2020	87 Days	-12.1%
Q2 2020	80 Days	1.3%
Q1 2020	90 Days	36.4%
Q4 2019	76 Days	4.1%
Q3 2019	99 Days	15.1%
Q2 2019	79 Days	-2.5%
Q1 2019	66 Days	-13.2%
Q4 2018	73 Days	-7.6%
Q3 2018	86 Days	0.0%
Q2 2018	81 Days	-9.0%
Q1 2018	76 Days	-6.2%
Q4 2017	79 Days	6.8%

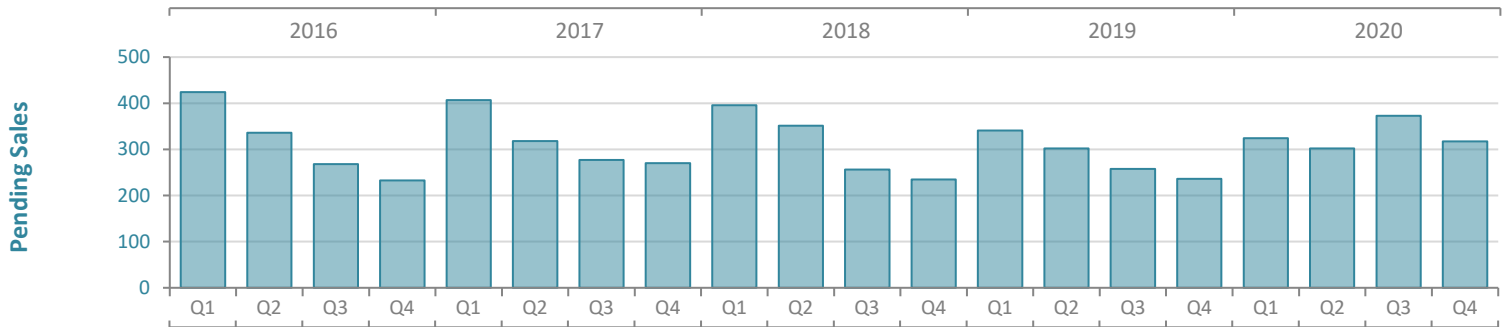


## New Pending Sales

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	1,316	15.7%
<b>Q4 2020</b>	<b>317</b>	<b>34.3%</b>
Q3 2020	373	44.6%
Q2 2020	302	0.0%
Q1 2020	324	-5.0%
Q4 2019	236	0.4%
Q3 2019	258	0.8%
Q2 2019	302	-14.0%
Q1 2019	341	-13.9%
Q4 2018	235	-13.0%
Q3 2018	256	-7.6%
Q2 2018	351	10.4%
Q1 2018	396	-2.7%
Q4 2017	270	15.9%

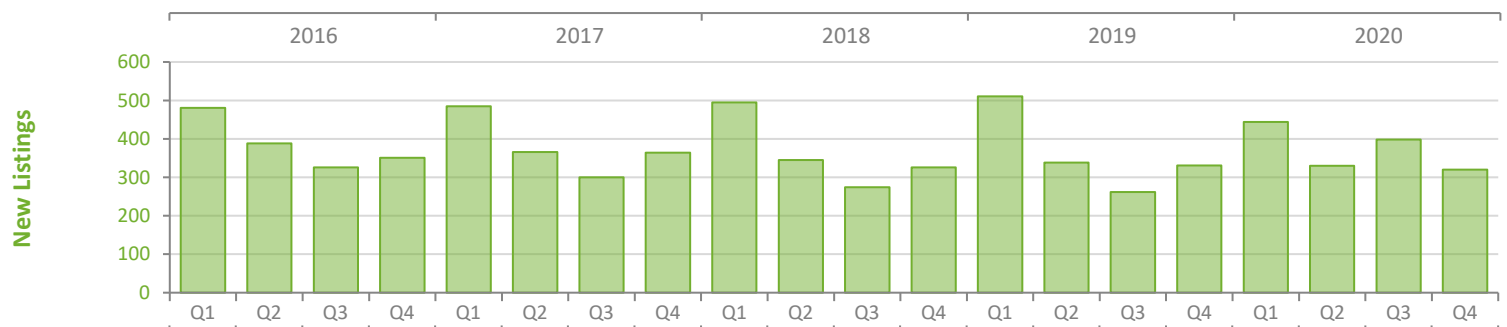


## New Listings

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	1,492	3.5%
<b>Q4 2020</b>	<b>320</b>	<b>-3.3%</b>
Q3 2020	398	51.9%
Q2 2020	330	-2.4%
Q1 2020	444	-13.1%
Q4 2019	331	1.5%
Q3 2019	262	-4.4%
Q2 2019	338	-2.0%
Q1 2019	511	3.2%
Q4 2018	326	-10.4%
Q3 2018	274	-8.7%
Q2 2018	345	-5.7%
Q1 2018	495	2.1%
Q4 2017	364	3.7%

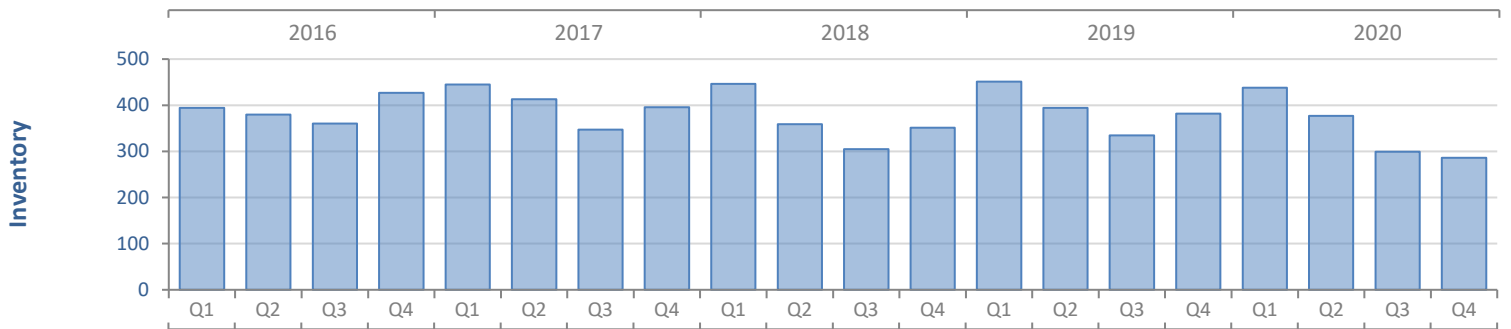


## Inventory (Active Listings)

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)	361	-9.1%
<b>Q4 2020</b>	<b>286</b>	<b>-25.1%</b>
Q3 2020	299	-10.7%
Q2 2020	377	-4.3%
Q1 2020	438	-2.9%
Q4 2019	382	8.8%
Q3 2019	335	9.8%
Q2 2019	394	9.7%
Q1 2019	451	1.1%
Q4 2018	351	-11.4%
Q3 2018	305	-12.1%
Q2 2018	359	-13.1%
Q1 2018	446	0.2%
Q4 2017	396	-7.3%

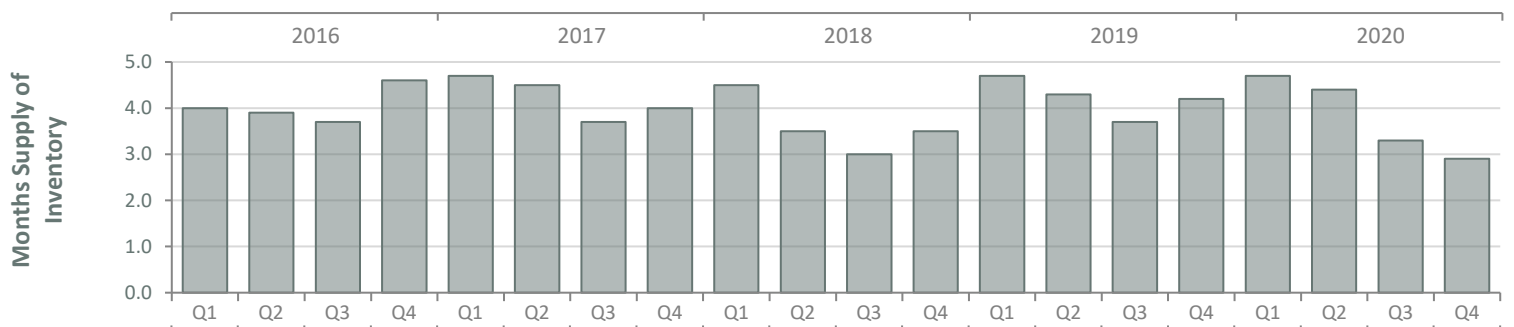


## Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.0	-7.0%
<b>Q4 2020</b>	<b>2.9</b>	<b>-31.0%</b>
Q3 2020	3.3	-10.8%
Q2 2020	4.4	2.3%
Q1 2020	4.7	0.0%
Q4 2019	4.2	20.0%
Q3 2019	3.7	23.3%
Q2 2019	4.3	22.9%
Q1 2019	4.7	4.4%
Q4 2018	3.5	-12.5%
Q3 2018	3.0	-18.9%
Q2 2018	3.5	-22.2%
Q1 2018	4.5	-4.3%
Q4 2017	4.0	-13.0%



## 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	0.0%
\$50,000 - \$99,999	30	3.4%
\$100,000 - \$149,999	60	-4.8%
\$150,000 - \$199,999	91	46.8%
\$200,000 - \$249,999	61	110.3%
\$250,000 - \$299,999	51	88.9%
\$300,000 - \$399,999	26	100.0%
\$400,000 - \$599,999	17	112.5%
\$600,000 - \$999,999	10	42.9%
\$1,000,000 or more	1	0.0%

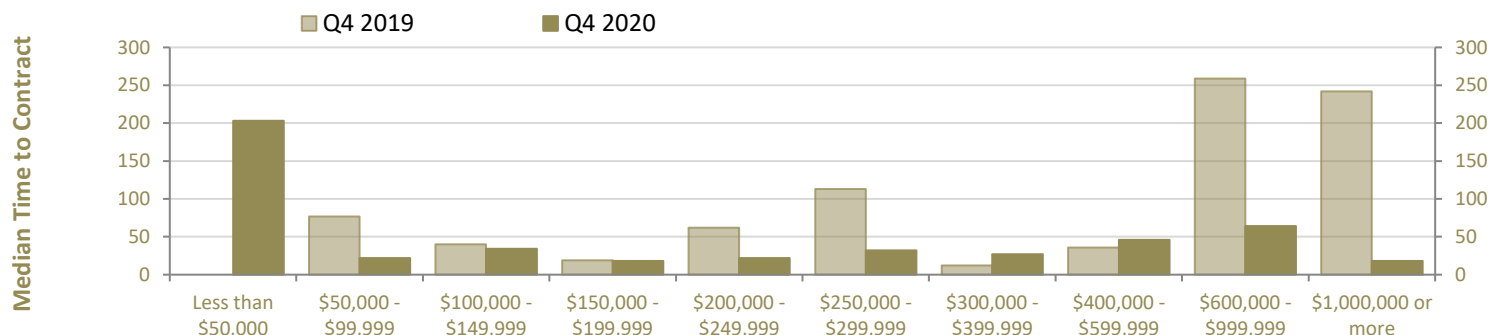


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	203 Days	N/A
\$50,000 - \$99,999	22 Days	-71.4%
\$100,000 - \$149,999	34 Days	-15.0%
\$150,000 - \$199,999	18 Days	-5.3%
\$200,000 - \$249,999	22 Days	-64.5%
\$250,000 - \$299,999	32 Days	-71.7%
\$300,000 - \$399,999	27 Days	125.0%
\$400,000 - \$599,999	46 Days	27.8%
\$600,000 - \$999,999	64 Days	-75.3%
\$1,000,000 or more	18 Days	-92.6%



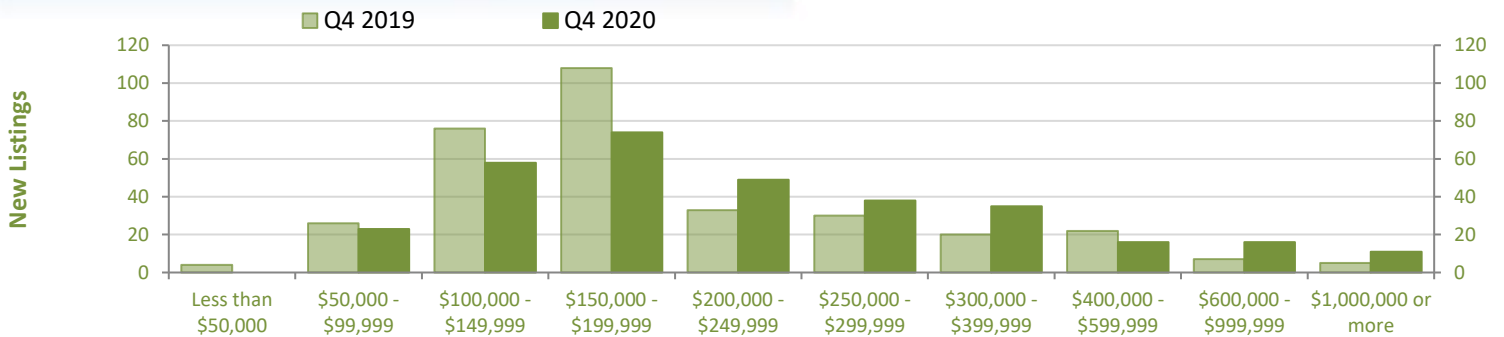


## New Listings by Initial Listing Price

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	23	-11.5%
\$100,000 - \$149,999	58	-23.7%
\$150,000 - \$199,999	74	-31.5%
\$200,000 - \$249,999	49	48.5%
\$250,000 - \$299,999	38	26.7%
\$300,000 - \$399,999	35	75.0%
\$400,000 - \$599,999	16	-27.3%
\$600,000 - \$999,999	16	128.6%
\$1,000,000 or more	11	120.0%

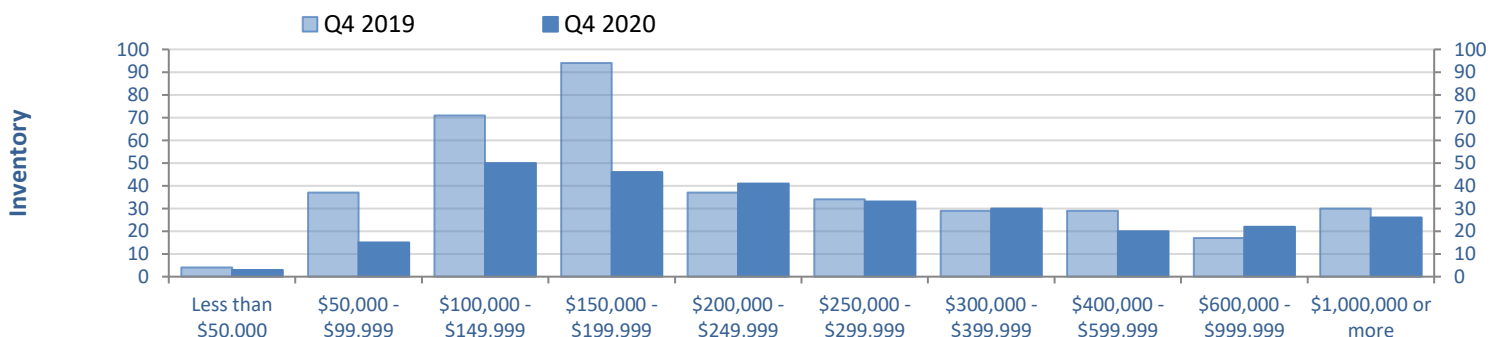


## Inventory by Current Listing Price

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.

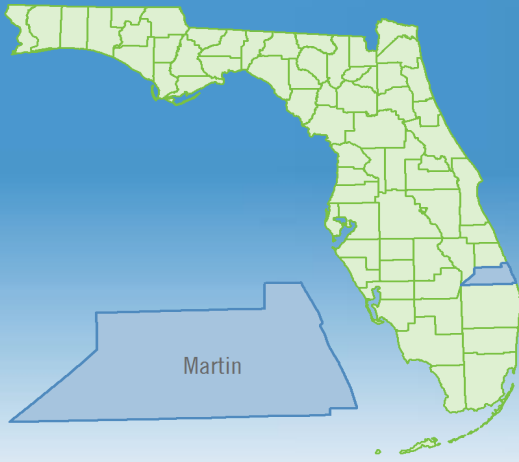
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-25.0%
\$50,000 - \$99,999	15	-59.5%
\$100,000 - \$149,999	50	-29.6%
\$150,000 - \$199,999	46	-51.1%
\$200,000 - \$249,999	41	10.8%
\$250,000 - \$299,999	33	-2.9%
\$300,000 - \$399,999	30	3.4%
\$400,000 - \$599,999	20	-31.0%
\$600,000 - \$999,999	22	29.4%
\$1,000,000 or more	26	-13.3%



# Quarterly Distressed Market - Q4 2020

## Townhouses and Condos

### Martin County



		Q4 2020	Q4 2019	Percent Change Year-over-Year
Traditional	Closed Sales	345	236	46.2%
	Median Sale Price	\$193,000	\$165,000	17.0%
Foreclosure/REO	Closed Sales	2	4	-50.0%
	Median Sale Price	\$472,500	\$144,000	228.1%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$204,900	(No Sales)	N/A

