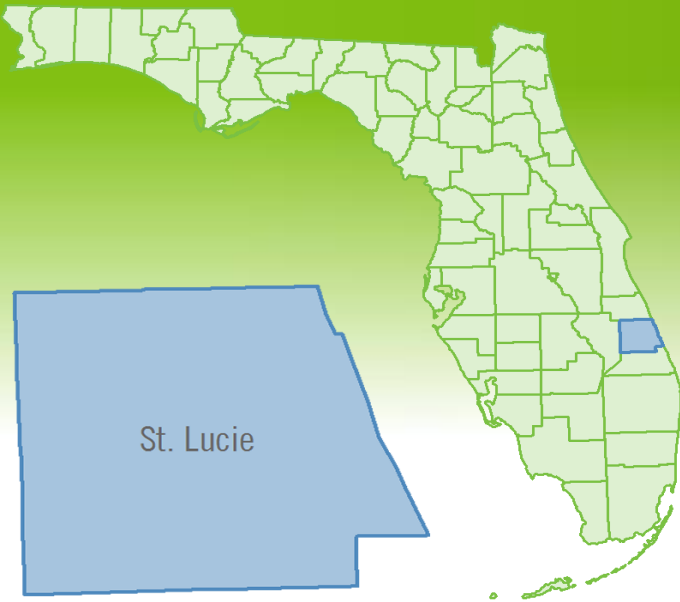


# Monthly Market Detail - January 2020

## Single Family Homes

### St. Lucie County



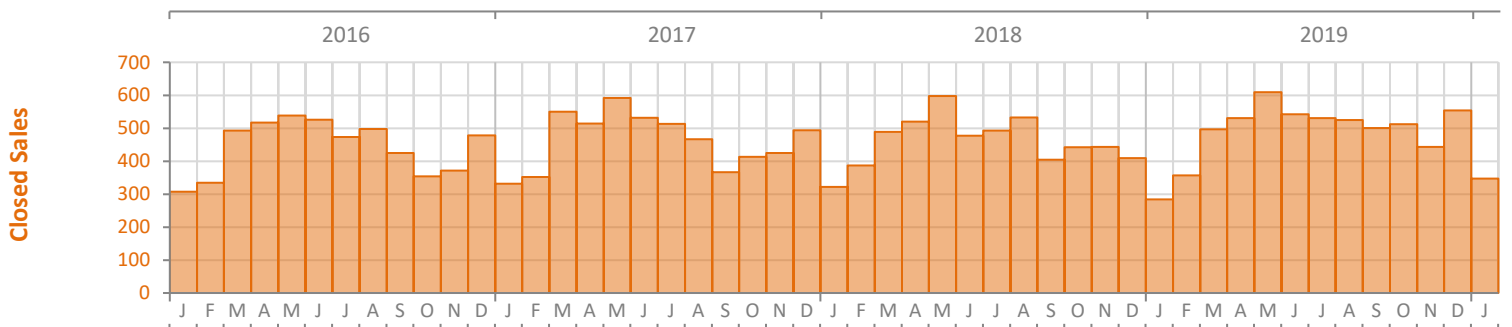
Summary Statistics	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	347	284	22.2%
Paid in Cash	92	79	16.5%
Median Sale Price	\$230,000	\$220,644	4.2%
Average Sale Price	\$249,754	\$238,309	4.8%
Dollar Volume	\$86.7 Million	\$67.7 Million	28.1%
Median Percent of Original List Price Received	96.9%	95.8%	1.1%
Median Time to Contract	45 Days	54 Days	-16.7%
Median Time to Sale	85 Days	93 Days	-8.6%
New Pending Sales	584	472	23.7%
New Listings	832	785	6.0%
Pending Inventory	810	742	9.2%
Inventory (Active Listings)	1,929	2,174	-11.3%
Months Supply of Inventory	3.9	4.8	-18.8%

## 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
Year-to-Date	347	22.2%
<b>January 2020</b>	<b>347</b>	<b>22.2%</b>
December 2019	554	35.5%
November 2019	443	0.0%
October 2019	512	15.8%
September 2019	501	24.0%
August 2019	525	-1.5%
July 2019	531	7.7%
June 2019	542	13.6%
May 2019	609	1.8%
April 2019	531	2.1%
March 2019	497	1.6%
February 2019	357	-7.8%
January 2019	284	-11.8%

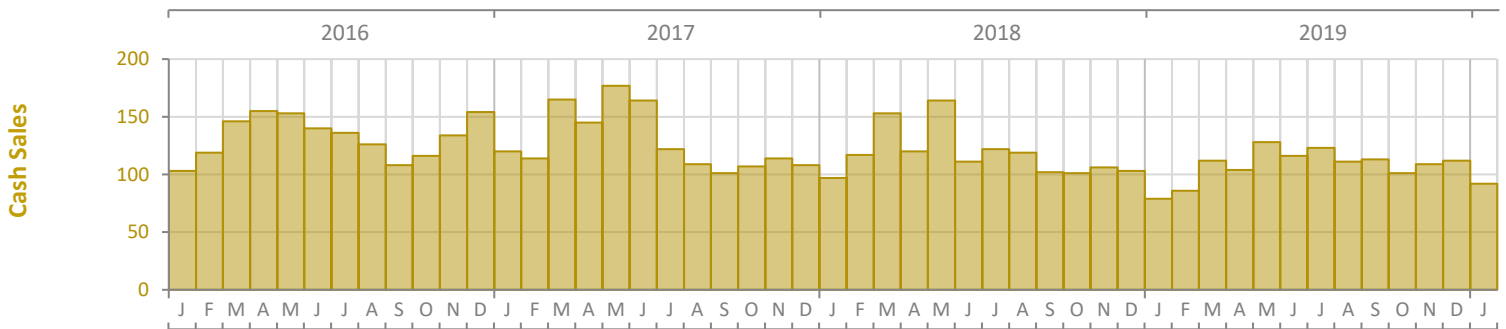


## Cash Sales

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
Year-to-Date	92	16.5%
<b>January 2020</b>	<b>92</b>	<b>16.5%</b>
December 2019	112	8.7%
November 2019	109	2.8%
October 2019	101	0.0%
September 2019	113	10.8%
August 2019	111	-6.7%
July 2019	123	0.8%
June 2019	116	4.5%
May 2019	128	-22.0%
April 2019	104	-13.3%
March 2019	112	-26.8%
February 2019	86	-26.5%
January 2019	79	-18.6%

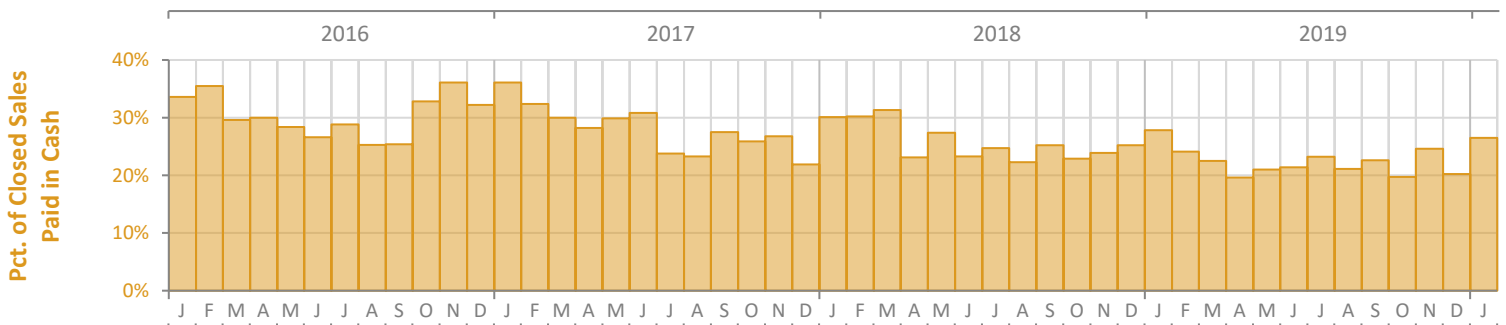


## Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	26.5%	-4.7%
<b>January 2020</b>	<b>26.5%</b>	<b>-4.7%</b>
December 2019	20.2%	-19.8%
November 2019	24.6%	2.9%
October 2019	19.7%	-14.0%
September 2019	22.6%	-10.3%
August 2019	21.1%	-5.4%
July 2019	23.2%	-6.1%
June 2019	21.4%	-8.2%
May 2019	21.0%	-23.4%
April 2019	19.6%	-15.2%
March 2019	22.5%	-28.1%
February 2019	24.1%	-20.2%
January 2019	27.8%	-7.6%

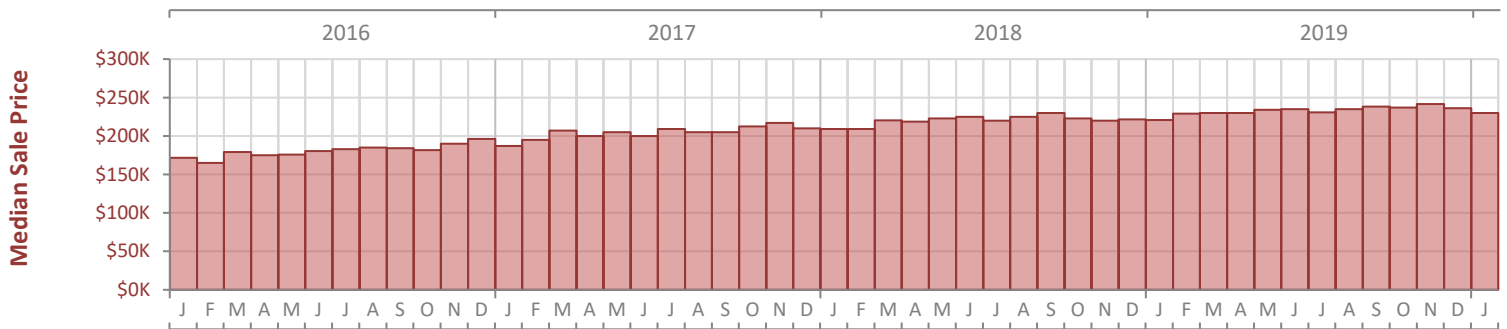


## Median Sale Price

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
Year-to-Date	\$230,000	4.2%
<b>January 2020</b>	<b>\$230,000</b>	<b>4.2%</b>
December 2019	\$236,000	6.5%
November 2019	\$241,500	9.8%
October 2019	\$237,000	6.4%
September 2019	\$238,093	3.5%
August 2019	\$235,000	4.4%
July 2019	\$230,950	5.0%
June 2019	\$234,995	4.6%
May 2019	\$234,000	4.9%
April 2019	\$230,000	5.1%
March 2019	\$230,000	4.3%
February 2019	\$229,000	9.6%
January 2019	\$220,644	5.4%

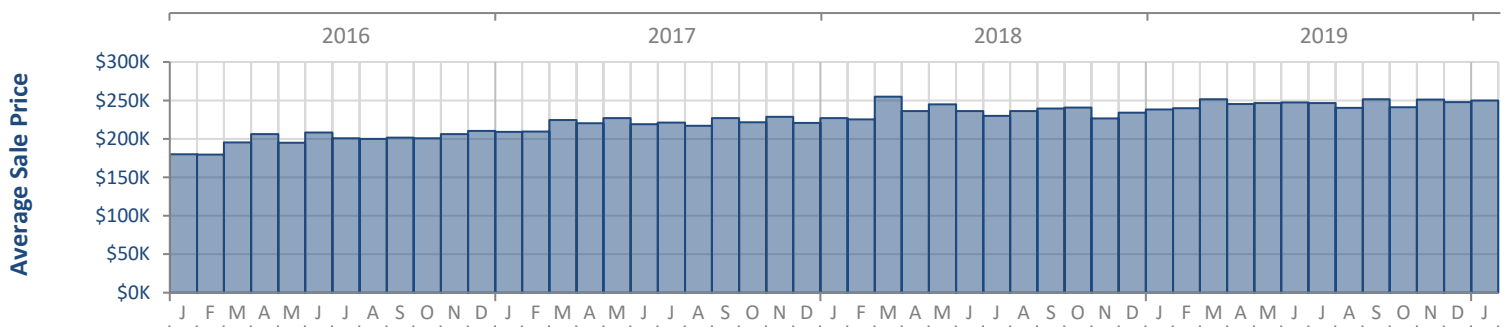


## Average Sale Price

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
Year-to-Date	\$249,754	4.8%
<b>January 2020</b>	<b>\$249,754</b>	<b>4.8%</b>
December 2019	\$247,863	5.8%
November 2019	\$251,226	10.8%
October 2019	\$241,302	0.3%
September 2019	\$251,550	5.1%
August 2019	\$240,298	1.8%
July 2019	\$246,487	7.2%
June 2019	\$247,559	4.7%
May 2019	\$246,448	0.7%
April 2019	\$245,436	3.9%
March 2019	\$251,400	-1.4%
February 2019	\$239,820	6.4%
January 2019	\$238,309	5.0%



# Monthly Market Detail - January 2020

## Single Family Homes

### St. Lucie County

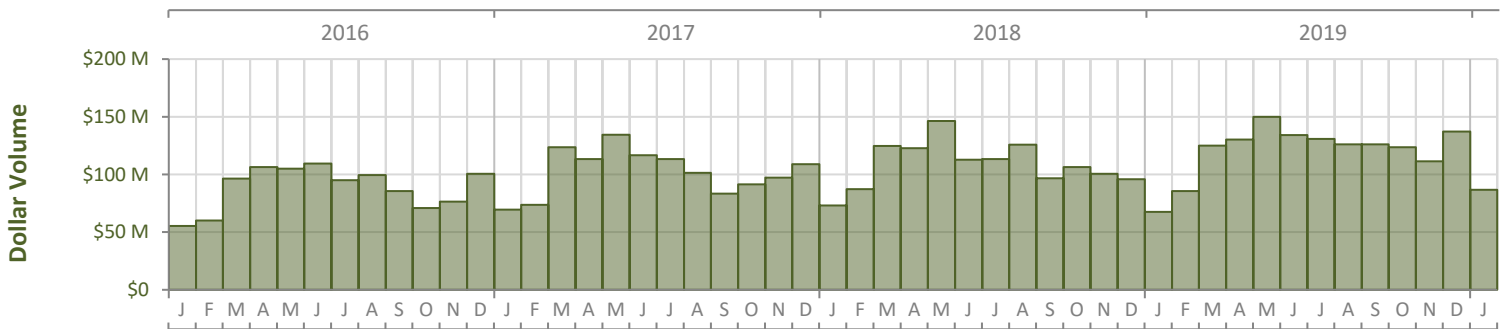


## Dollar Volume

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
Year-to-Date	\$86.7 Million	28.1%
<b>January 2020</b>	<b>\$86.7 Million</b>	<b>28.1%</b>
December 2019	\$137.3 Million	43.3%
November 2019	\$111.3 Million	10.8%
October 2019	\$123.5 Million	16.2%
September 2019	\$126.0 Million	30.3%
August 2019	\$126.2 Million	0.3%
July 2019	\$130.9 Million	15.4%
June 2019	\$134.2 Million	19.0%
May 2019	\$150.1 Million	2.5%
April 2019	\$130.3 Million	6.1%
March 2019	\$124.9 Million	0.2%
February 2019	\$85.6 Million	-1.8%
January 2019	\$67.7 Million	-7.4%

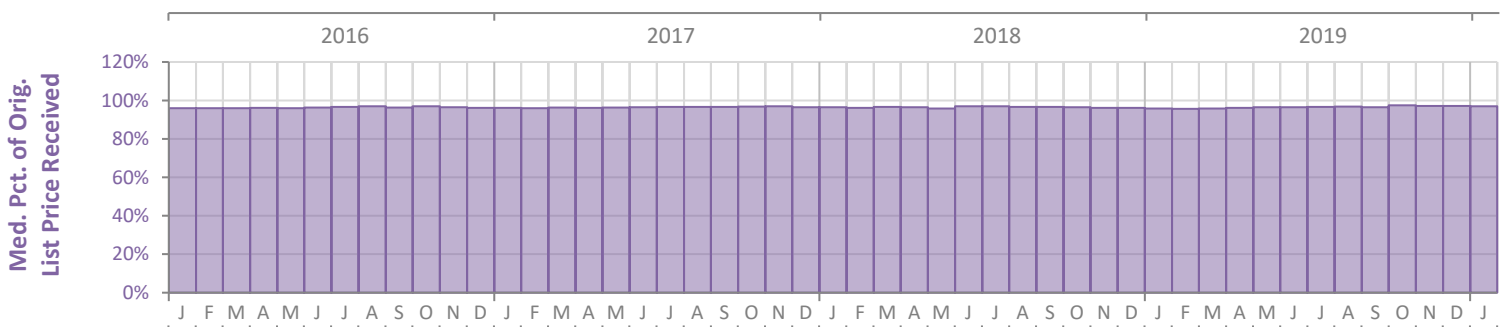


## Median Percent of Original List Price Received

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
Year-to-Date	96.9%	1.1%
<b>January 2020</b>	<b>96.9%</b>	<b>1.1%</b>
December 2019	97.1%	1.0%
November 2019	97.2%	1.1%
October 2019	97.5%	1.1%
September 2019	96.4%	-0.3%
August 2019	96.8%	0.2%
July 2019	96.6%	-0.4%
June 2019	96.4%	-0.5%
May 2019	96.5%	0.7%
April 2019	96.2%	-0.3%
March 2019	95.8%	-0.8%
February 2019	95.6%	-0.5%
January 2019	95.8%	-0.6%

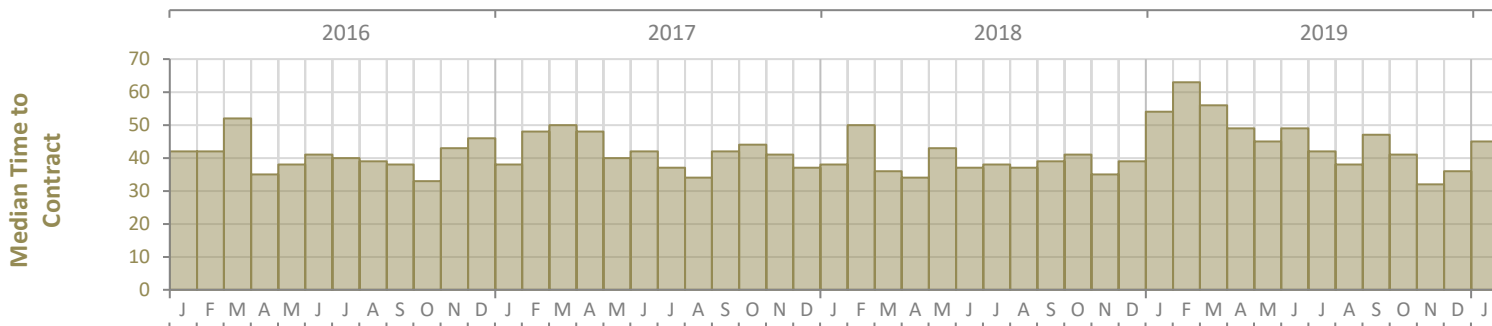


## Median Time to Contract

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
Year-to-Date	45 Days	-16.7%
<b>January 2020</b>	<b>45 Days</b>	<b>-16.7%</b>
December 2019	36 Days	-7.7%
November 2019	32 Days	-8.6%
October 2019	41 Days	0.0%
September 2019	47 Days	20.5%
August 2019	38 Days	2.7%
July 2019	42 Days	10.5%
June 2019	49 Days	32.4%
May 2019	45 Days	4.7%
April 2019	49 Days	44.1%
March 2019	56 Days	55.6%
February 2019	63 Days	26.0%
January 2019	54 Days	42.1%

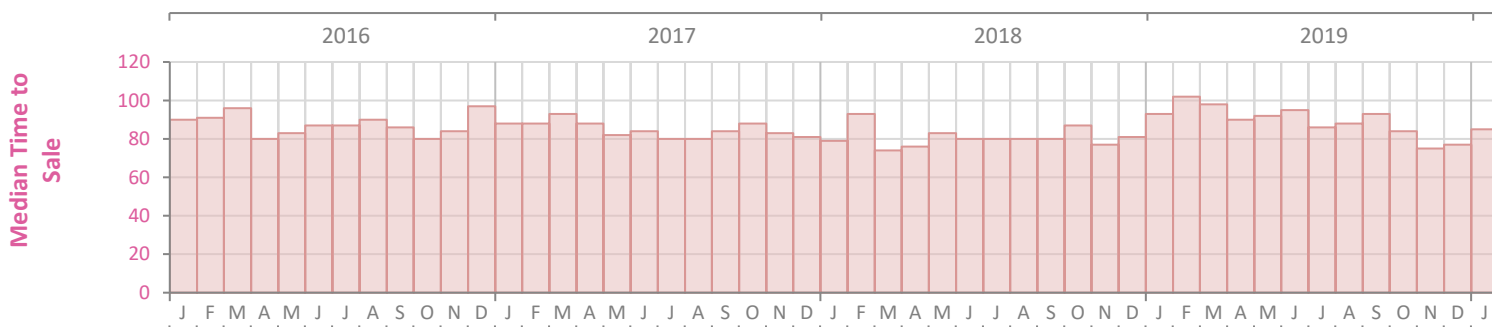


## Median Time to Sale

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
Year-to-Date	85 Days	-8.6%
<b>January 2020</b>	<b>85 Days</b>	<b>-8.6%</b>
December 2019	77 Days	-4.9%
November 2019	75 Days	-2.6%
October 2019	84 Days	-3.4%
September 2019	93 Days	16.3%
August 2019	88 Days	10.0%
July 2019	86 Days	7.5%
June 2019	95 Days	18.8%
May 2019	92 Days	10.8%
April 2019	90 Days	18.4%
March 2019	98 Days	32.4%
February 2019	102 Days	9.7%
January 2019	93 Days	17.7%

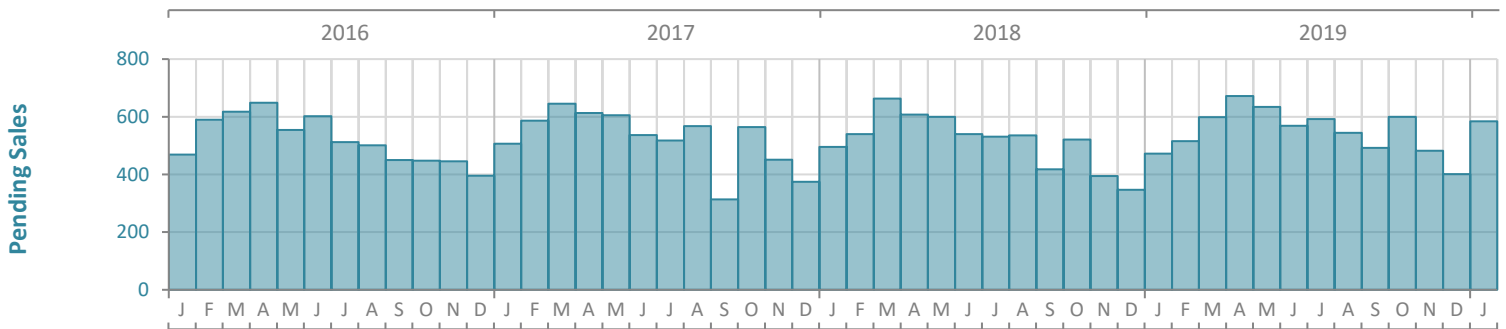


## New Pending Sales

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
Year-to-Date	584	23.7%
<b>January 2020</b>	<b>584</b>	<b>23.7%</b>
December 2019	401	15.6%
November 2019	482	22.3%
October 2019	600	15.2%
September 2019	492	17.7%
August 2019	544	1.7%
July 2019	592	11.5%
June 2019	569	5.4%
May 2019	634	5.7%
April 2019	672	10.5%
March 2019	599	-9.7%
February 2019	515	-4.6%
January 2019	472	-4.6%

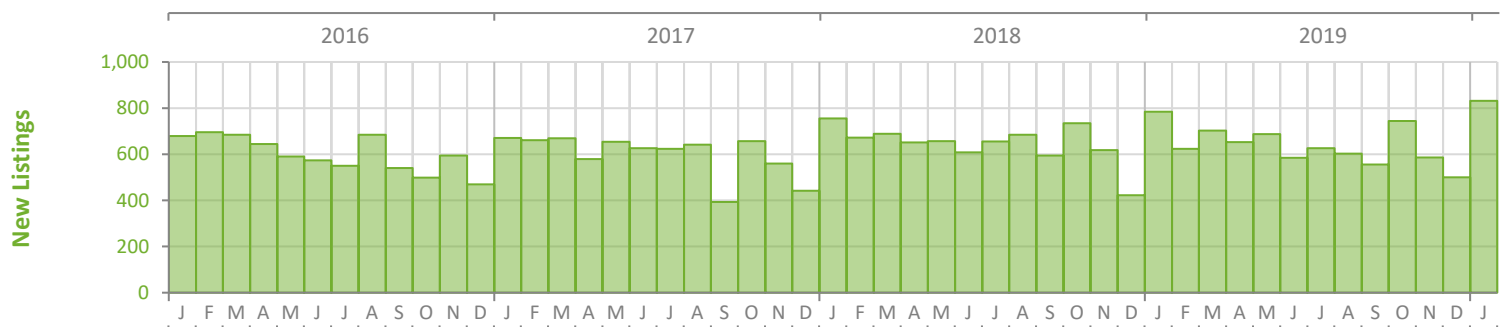


## New Listings

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
Year-to-Date	832	6.0%
<b>January 2020</b>	<b>832</b>	<b>6.0%</b>
December 2019	500	18.5%
November 2019	586	-5.2%
October 2019	744	1.4%
September 2019	556	-6.6%
August 2019	603	-12.0%
July 2019	626	-4.6%
June 2019	585	-3.8%
May 2019	688	4.7%
April 2019	653	0.3%
March 2019	702	1.9%
February 2019	624	-7.1%
January 2019	785	3.8%



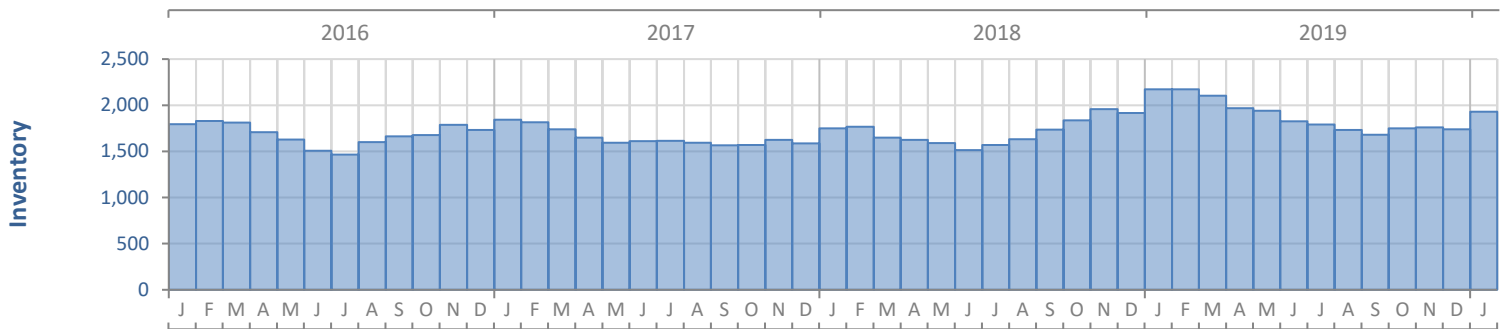


## Inventory (Active Listings)

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
YTD (Monthly Avg)	1,929	-11.3%
<b>January 2020</b>	<b>1,929</b>	<b>-11.3%</b>
December 2019	1,738	-9.3%
November 2019	1,761	-10.0%
October 2019	1,751	-4.6%
September 2019	1,681	-3.1%
August 2019	1,733	6.1%
July 2019	1,790	14.0%
June 2019	1,827	20.7%
May 2019	1,942	22.1%
April 2019	1,967	21.0%
March 2019	2,104	27.6%
February 2019	2,171	22.8%
January 2019	2,174	24.4%

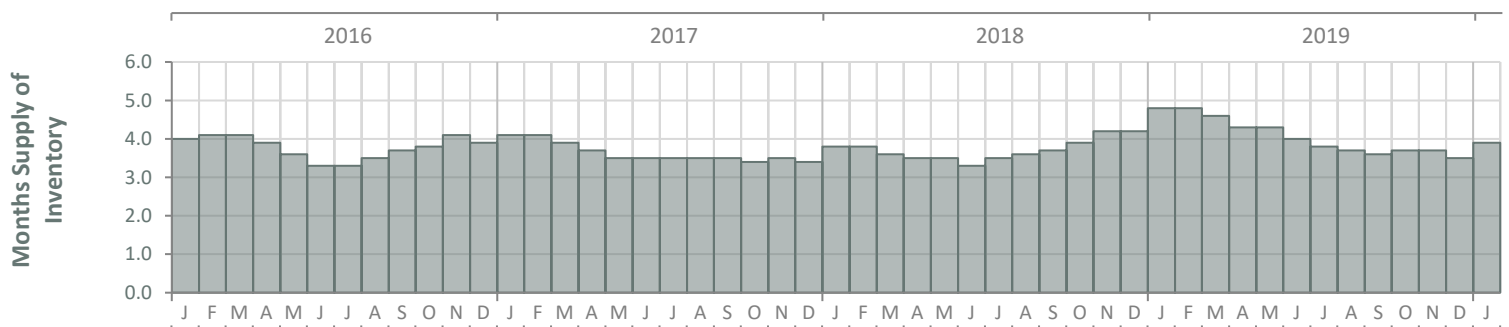


## Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	3.9	-18.8%
<b>January 2020</b>	<b>3.9</b>	<b>-18.8%</b>
December 2019	3.5	-16.7%
November 2019	3.7	-11.9%
October 2019	3.7	-5.1%
September 2019	3.6	-2.7%
August 2019	3.7	2.8%
July 2019	3.8	8.6%
June 2019	4.0	21.2%
May 2019	4.3	22.9%
April 2019	4.3	22.9%
March 2019	4.6	27.8%
February 2019	4.8	26.3%
January 2019	4.8	26.3%

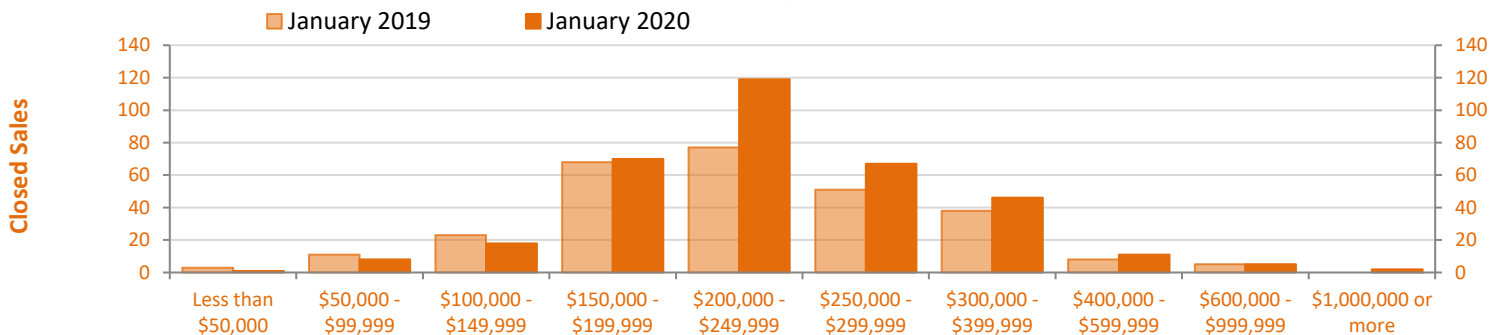


## Closed Sales by Sale Price

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	8	-27.3%
\$100,000 - \$149,999	18	-21.7%
\$150,000 - \$199,999	70	2.9%
\$200,000 - \$249,999	119	54.5%
\$250,000 - \$299,999	67	31.4%
\$300,000 - \$399,999	46	21.1%
\$400,000 - \$599,999	11	37.5%
\$600,000 - \$999,999	5	0.0%
\$1,000,000 or more	2	N/A

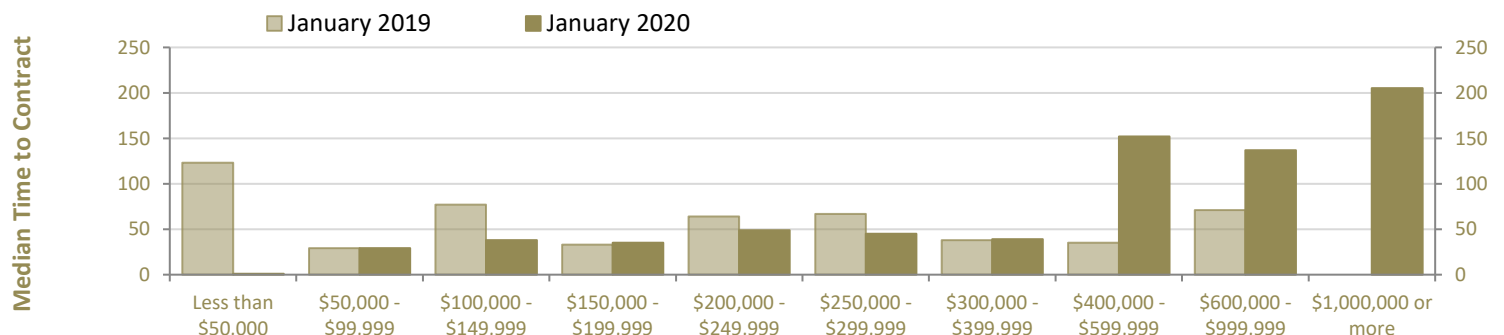


## Median Time to Contract by Sale Price

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	1 Day	-99.2%
\$50,000 - \$99,999	29 Days	0.0%
\$100,000 - \$149,999	38 Days	-50.6%
\$150,000 - \$199,999	35 Days	6.1%
\$200,000 - \$249,999	49 Days	-23.4%
\$250,000 - \$299,999	45 Days	-32.8%
\$300,000 - \$399,999	39 Days	2.6%
\$400,000 - \$599,999	152 Days	334.3%
\$600,000 - \$999,999	137 Days	93.0%
\$1,000,000 or more	205 Days	N/A



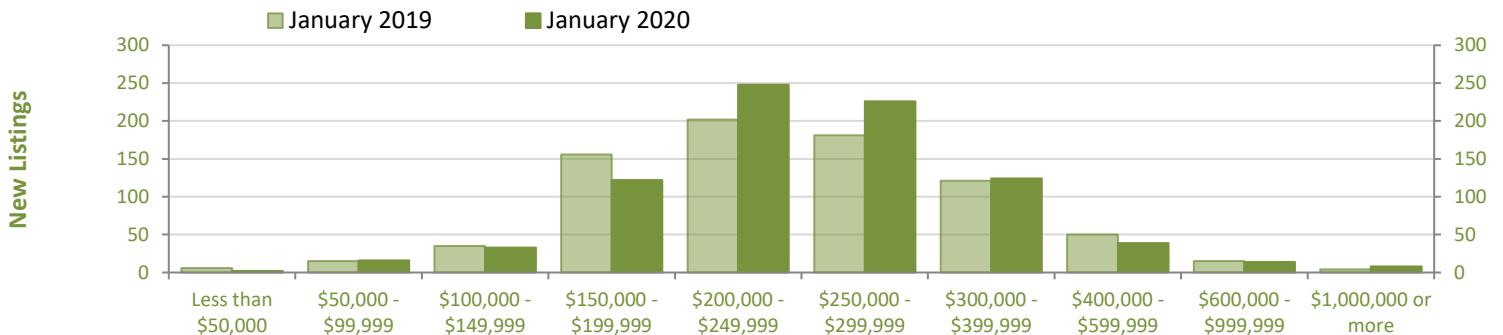


## New Listings by Initial Listing Price

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	2	-66.7%
\$50,000 - \$99,999	16	6.7%
\$100,000 - \$149,999	33	-5.7%
\$150,000 - \$199,999	122	-21.8%
\$200,000 - \$249,999	248	22.8%
\$250,000 - \$299,999	226	24.9%
\$300,000 - \$399,999	124	2.5%
\$400,000 - \$599,999	39	-22.0%
\$600,000 - \$999,999	14	-6.7%
\$1,000,000 or more	8	100.0%

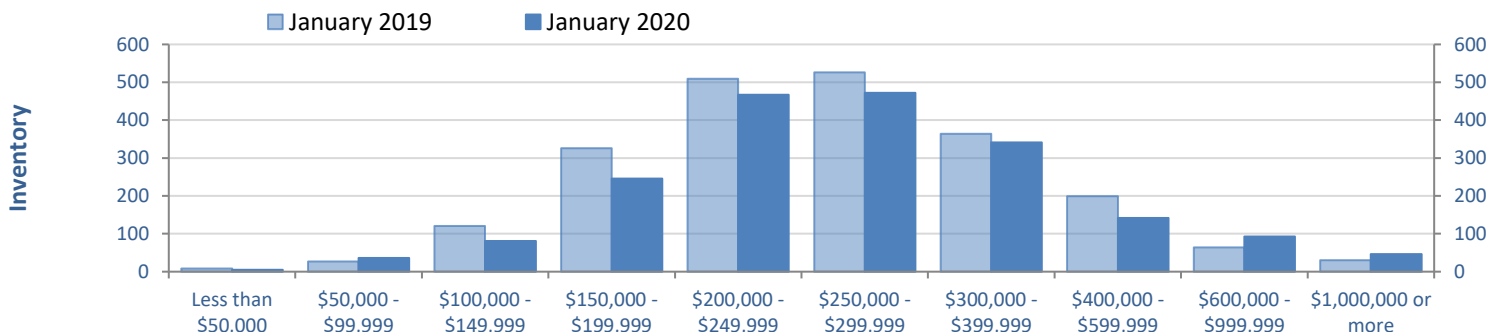


## Inventory by Current Listing Price

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.

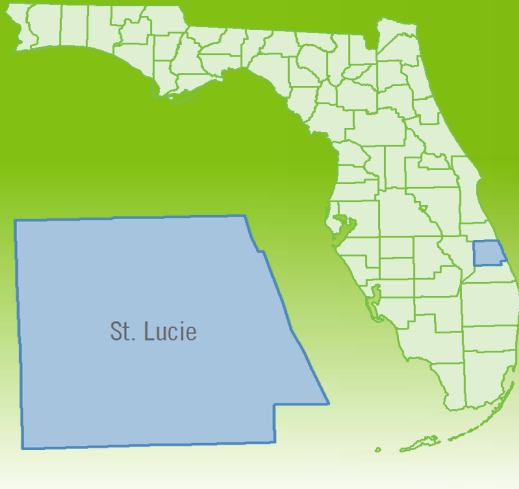
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	5	-37.5%
\$50,000 - \$99,999	36	33.3%
\$100,000 - \$149,999	81	-33.1%
\$150,000 - \$199,999	246	-24.5%
\$200,000 - \$249,999	467	-8.3%
\$250,000 - \$299,999	472	-10.3%
\$300,000 - \$399,999	341	-6.3%
\$400,000 - \$599,999	142	-28.6%
\$600,000 - \$999,999	93	45.3%
\$1,000,000 or more	46	53.3%



# Monthly Distressed Market - January 2020

## Single Family Homes

### St. Lucie County



		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	323	269	20.1%
	Median Sale Price	\$235,000	\$225,000	4.4%
Foreclosure/REO	Closed Sales	22	14	57.1%
	Median Sale Price	\$184,025	\$152,750	20.5%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$226,750	\$180,000	26.0%

