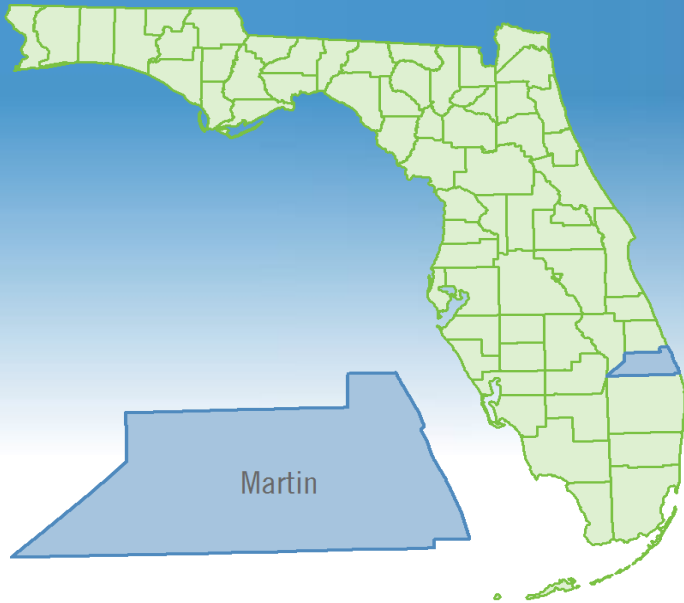


# Yearly Market Detail - 2021

## Townhouses and Condos

### Martin County



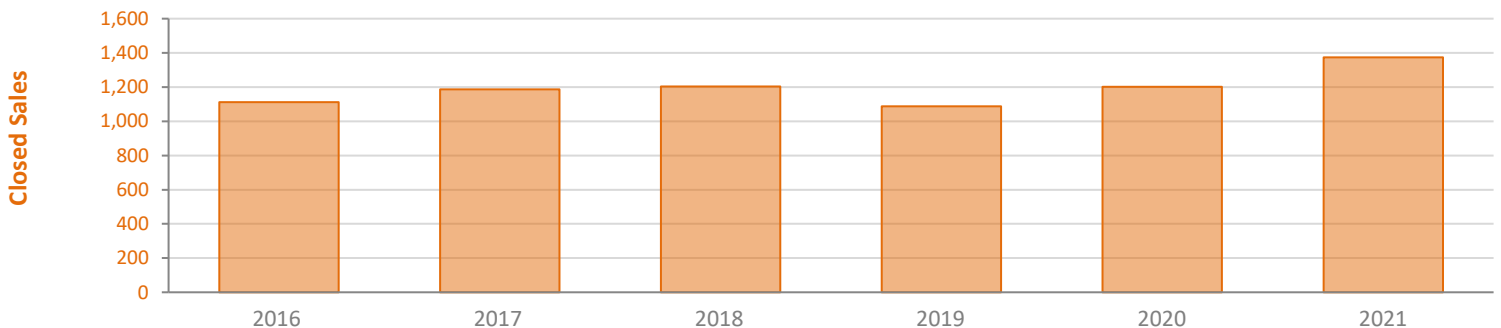
Summary Statistics	2021	2020	Percent Change Year-over-Year
Closed Sales	1,374	1,202	14.3%
Paid in Cash	818	631	29.6%
Median Sale Price	\$213,000	\$180,000	18.3%
Average Sale Price	\$290,029	\$228,112	27.1%
Dollar Volume	\$398.5 Million	\$274.2 Million	45.3%
Median Percent of Original List Price Received	98.3%	95.2%	3.3%
Median Time to Contract	16 Days	38 Days	-57.9%
Median Time to Sale	57 Days	80 Days	-28.8%
New Pending Sales	1,515	1,316	15.1%
New Listings	1,425	1,492	-4.5%
Pending Inventory	143	152	-5.9%
Inventory (Active Listings)	76	286	-73.4%
Months Supply of Inventory	0.7	2.9	-75.9%

## Closed Sales

The number of sales transactions which closed during the year

Year	Closed Sales	Percent Change Year-over-Year
2021	1,374	14.3%
2020	1,202	10.5%
2019	1,088	-9.6%
2018	1,204	1.5%
2017	1,186	6.7%
2016	1,112	-8.6%

**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.

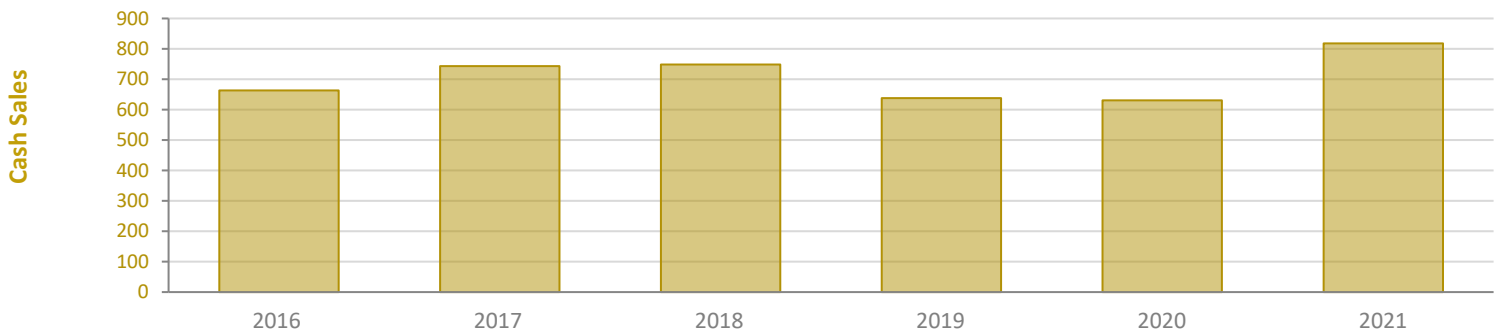


## Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2021	818	29.6%
2020	631	-1.1%
2019	638	-14.7%
2018	748	0.7%
2017	743	12.1%
2016	663	-17.6%

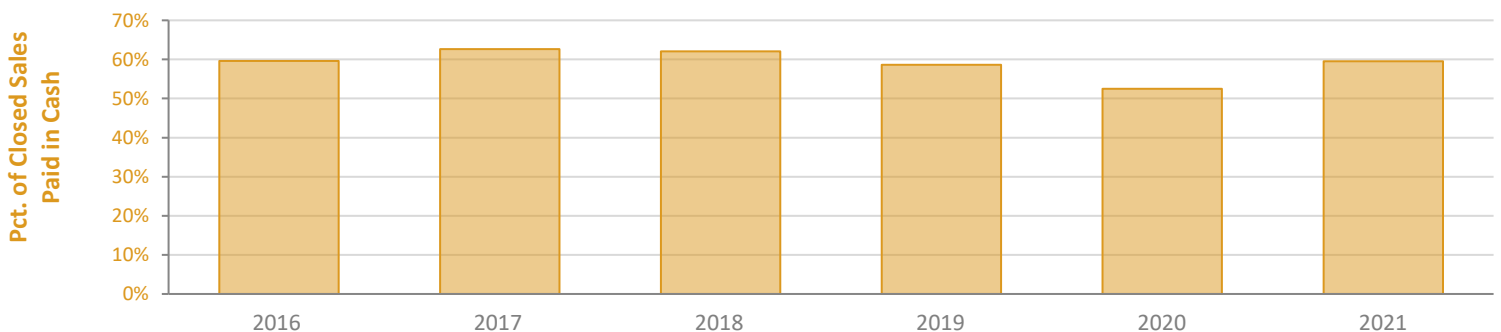


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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 year involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2021	59.5%	13.3%
2020	52.5%	-10.4%
2019	58.6%	-5.6%
2018	62.1%	-0.8%
2017	62.6%	5.0%
2016	59.6%	-10.0%

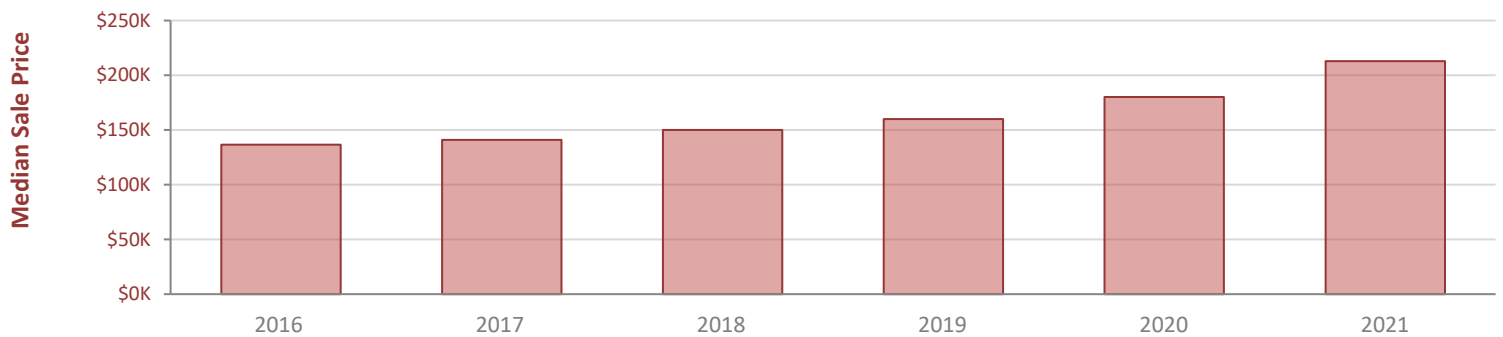


## Median Sale Price

The median sale price reported for the year (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 year, and the mix of the types of homes that sell can change over time.

Year	Median Sale Price	Percent Change Year-over-Year
2021	\$213,000	18.3%
2020	\$180,000	12.5%
2019	\$160,000	6.7%
2018	\$150,000	6.4%
2017	\$141,000	3.3%
2016	\$136,450	4.2%

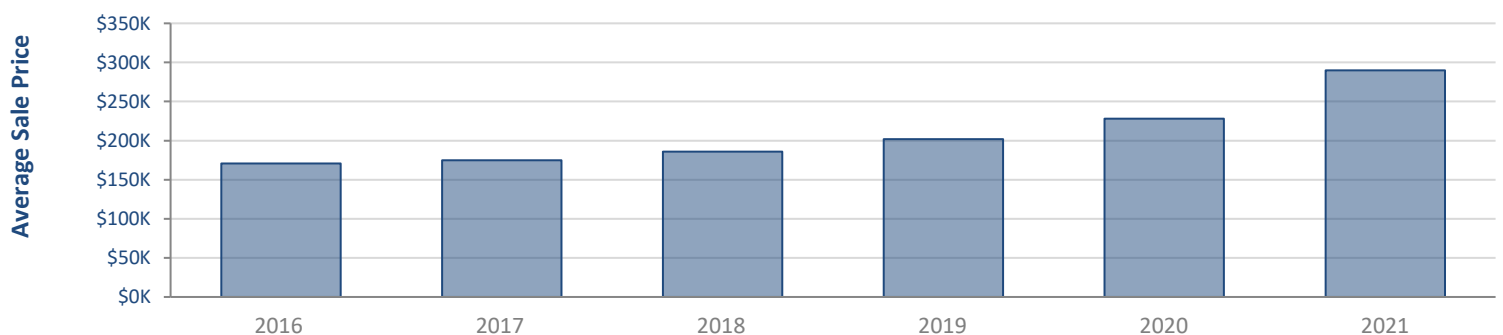


## Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2021	\$290,029	27.1%
2020	\$228,112	13.0%
2019	\$201,884	8.5%
2018	\$186,082	6.4%
2017	\$174,953	2.4%
2016	\$170,921	7.5%



# Yearly Market Detail - 2021

## Townhouses and Condos

### Martin County

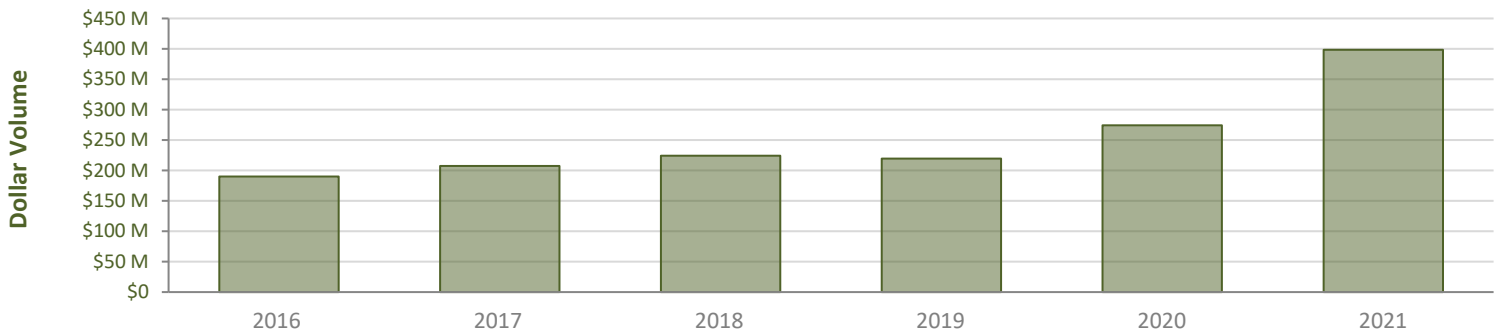


## Dollar Volume

The sum of the sale prices for all sales which closed during the year

**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.

Year	Dollar Volume	Percent Change Year-over-Year
2021	\$398.5 Million	45.3%
2020	\$274.2 Million	24.8%
2019	\$219.6 Million	-2.0%
2018	\$224.0 Million	8.0%
2017	\$207.5 Million	9.2%
2016	\$190.1 Million	-1.7%

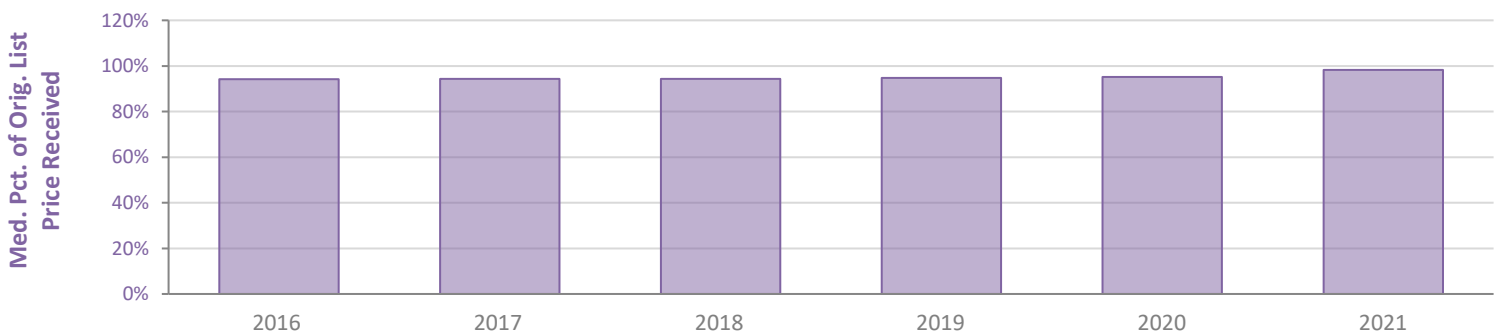


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the year

**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.

Year	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2021	98.3%	3.3%
2020	95.2%	0.5%
2019	94.7%	0.4%
2018	94.3%	0.0%
2017	94.3%	0.1%
2016	94.2%	0.4%

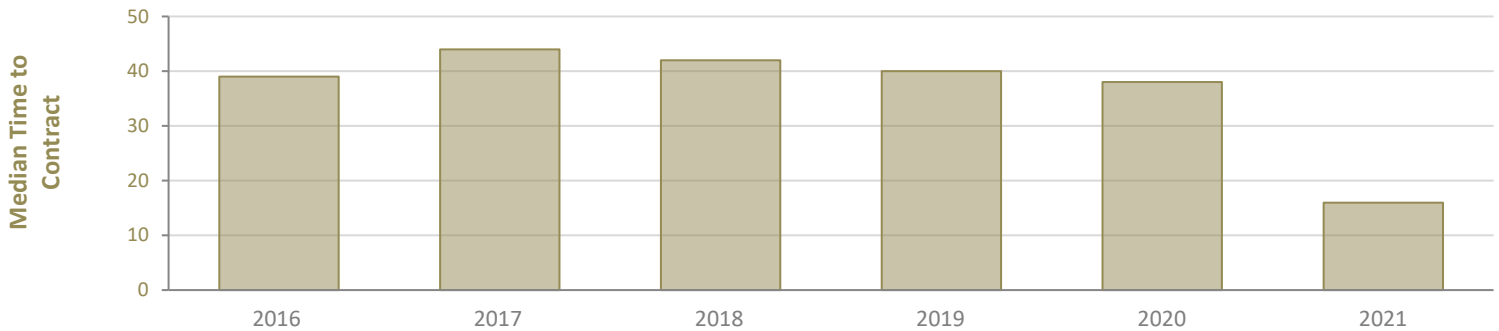


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the year

**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 year. 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.

Year	Median Time to Contract	Percent Change Year-over-Year
2021	16 Days	-57.9%
2020	38 Days	-5.0%
2019	40 Days	-4.8%
2018	42 Days	-4.5%
2017	44 Days	12.8%
2016	39 Days	-18.8%

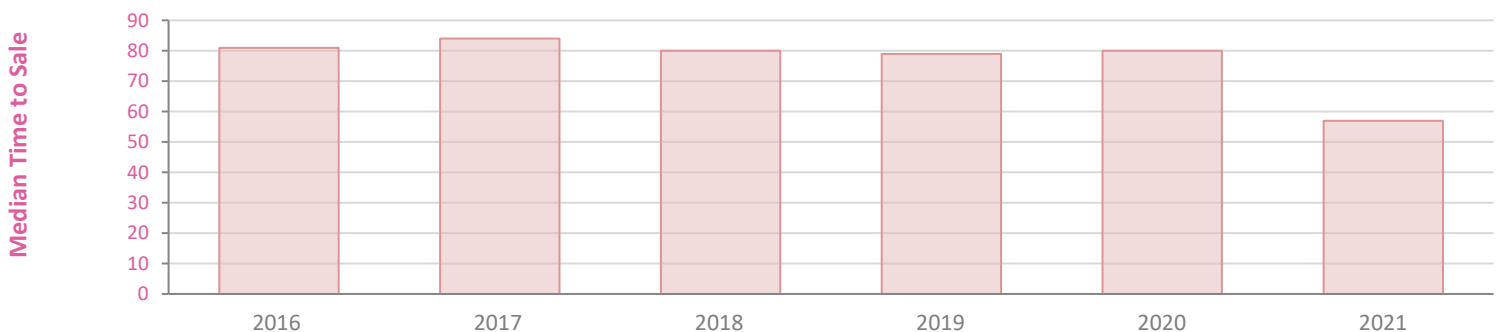


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the year

**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.

Year	Median Time to Sale	Percent Change Year-over-Year
2021	57 Days	-28.8%
2020	80 Days	1.3%
2019	79 Days	-1.3%
2018	80 Days	-4.8%
2017	84 Days	3.7%
2016	81 Days	-10.0%

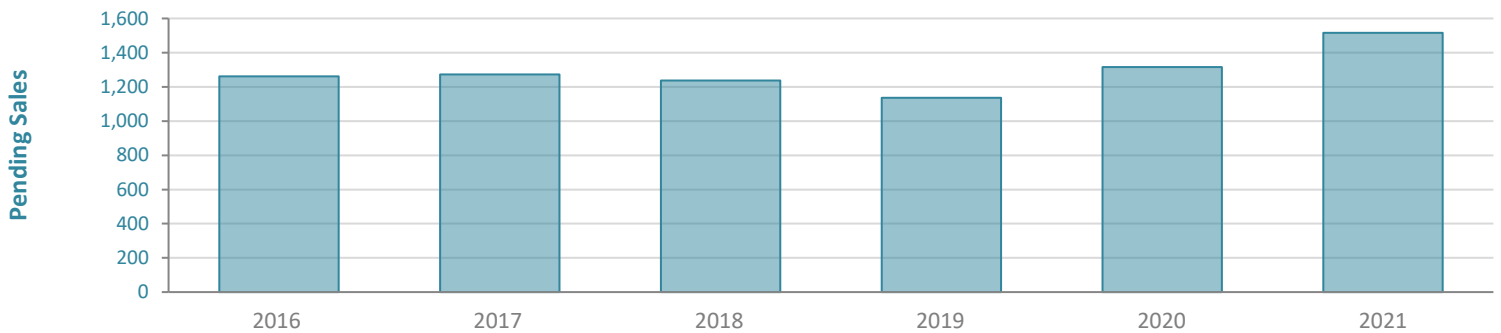


## New Pending Sales

The number of listed properties that went under contract during the year

**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.

Year	New Pending Sales	Percent Change Year-over-Year
2021	1,515	15.1%
2020	1,316	15.7%
2019	1,137	-8.2%
2018	1,238	-2.7%
2017	1,272	0.9%
2016	1,261	-6.4%

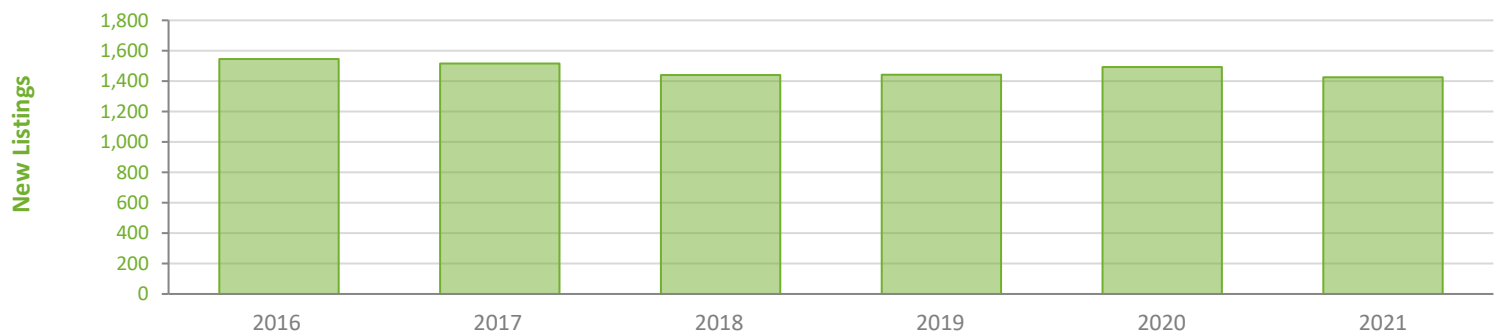


## New Listings

The number of properties put onto the market during the year

**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.

Year	New Listings	Percent Change Year-over-Year
2021	1,425	-4.5%
2020	1,492	3.5%
2019	1,442	0.1%
2018	1,440	-5.0%
2017	1,515	-2.0%
2016	1,546	7.1%

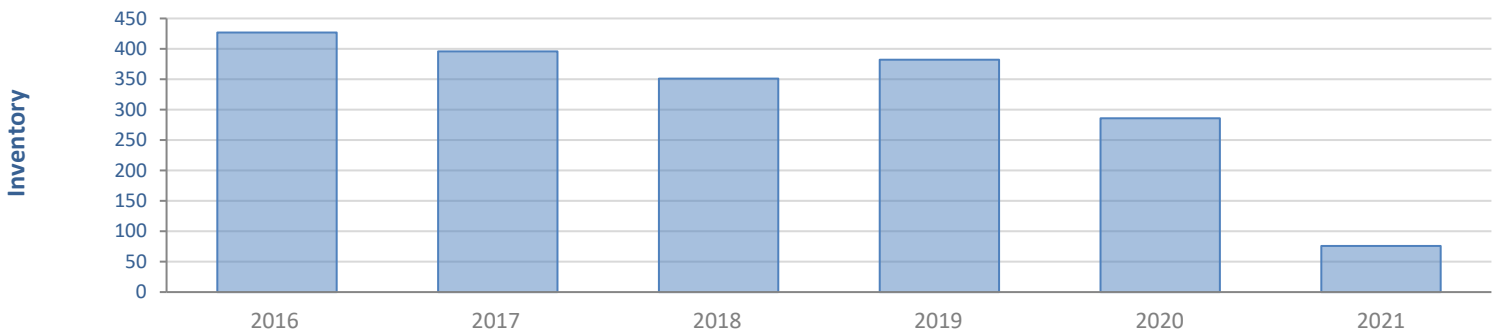


## Inventory (Active Listings)

The number of property listings active at the end of the year

**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 year, since it is the most current. 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.

Year	Inventory	Percent Change Year-over-Year
2021	76	-73.4%
2020	286	-25.1%
2019	382	8.8%
2018	351	-11.4%
2017	396	-7.3%
2016	427	14.2%

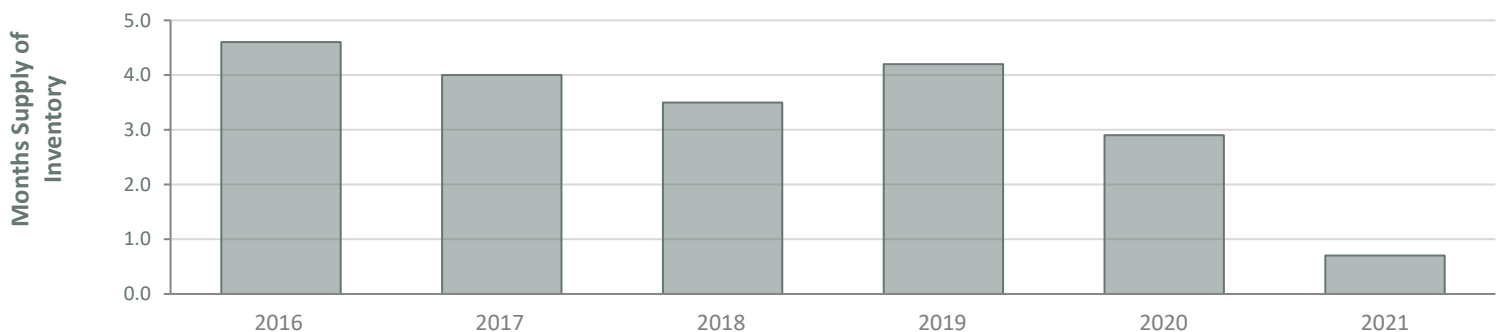


## Months Supply of Inventory (Year-End)

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.

Year	Months Supply	Percent Change Year-over-Year
2021	0.7	-75.9%
2020	2.9	-31.0%
2019	4.2	20.0%
2018	3.5	-12.5%
2017	4.0	-13.0%
2016	4.6	24.3%



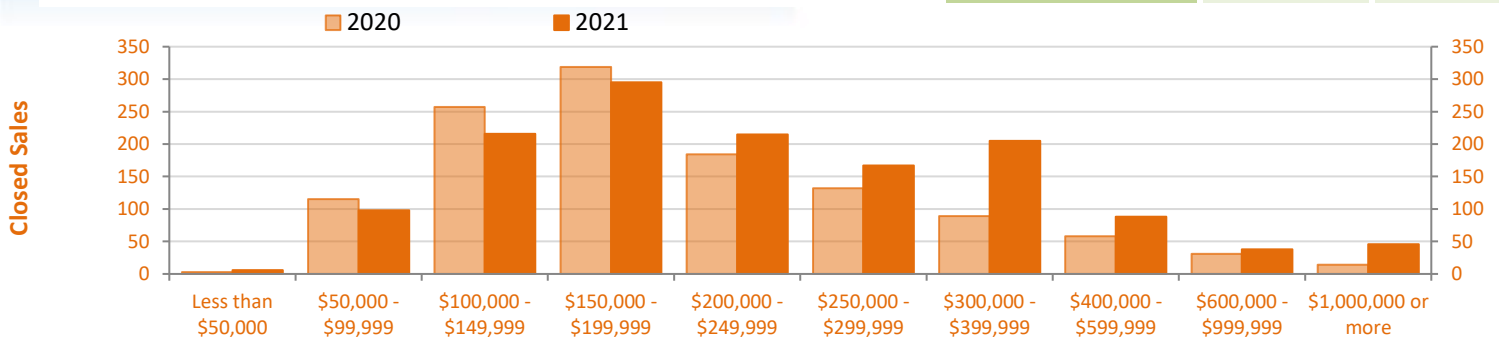


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	6	100.0%
\$50,000 - \$99,999	98	-14.8%
\$100,000 - \$149,999	216	-16.0%
\$150,000 - \$199,999	295	-7.5%
\$200,000 - \$249,999	215	16.8%
\$250,000 - \$299,999	167	26.5%
\$300,000 - \$399,999	205	130.3%
\$400,000 - \$599,999	88	51.7%
\$600,000 - \$999,999	38	22.6%
\$1,000,000 or more	46	228.6%

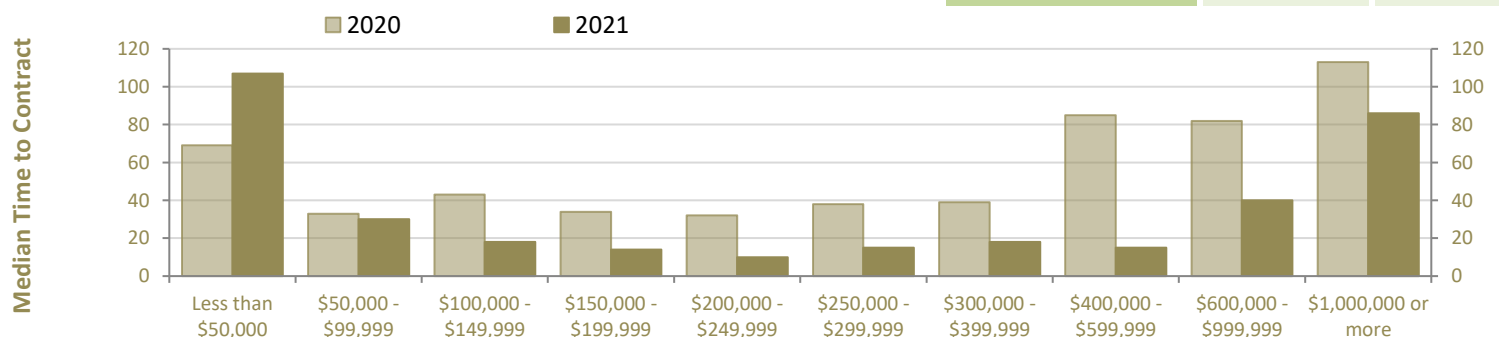


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the year

**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 year. 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	107 Days	55.1%
\$50,000 - \$99,999	30 Days	-9.1%
\$100,000 - \$149,999	18 Days	-58.1%
\$150,000 - \$199,999	14 Days	-58.8%
\$200,000 - \$249,999	10 Days	-68.8%
\$250,000 - \$299,999	15 Days	-60.5%
\$300,000 - \$399,999	18 Days	-53.8%
\$400,000 - \$599,999	15 Days	-82.4%
\$600,000 - \$999,999	40 Days	-51.2%
\$1,000,000 or more	86 Days	-23.9%





## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	-57.1%
\$50,000 - \$99,999	78	-23.5%
\$100,000 - \$149,999	209	-23.2%
\$150,000 - \$199,999	307	-20.9%
\$200,000 - \$249,999	221	-7.5%
\$250,000 - \$299,999	168	-8.7%
\$300,000 - \$399,999	230	48.4%
\$400,000 - \$599,999	114	44.3%
\$600,000 - \$999,999	48	11.6%
\$1,000,000 or more	47	104.3%

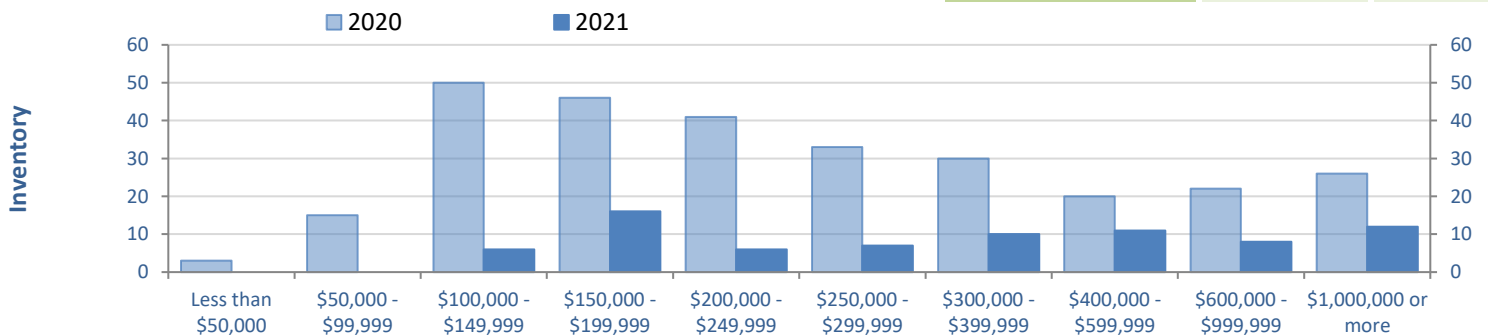


## Inventory by Current Listing Price

The number of property listings active at the end of the year

**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 year, since it is the most current. 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.

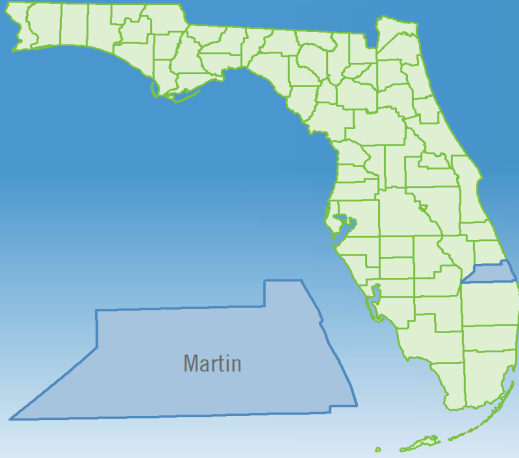
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	6	-88.0%
\$150,000 - \$199,999	16	-65.2%
\$200,000 - \$249,999	6	-85.4%
\$250,000 - \$299,999	7	-78.8%
\$300,000 - \$399,999	10	-66.7%
\$400,000 - \$599,999	11	-45.0%
\$600,000 - \$999,999	8	-63.6%
\$1,000,000 or more	12	-53.8%



# Yearly Distressed Market - 2021

## Townhouses and Condos

### Martin County



		2021	2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,368	1,189	15.1%
	Median Sale Price	\$214,700	\$180,000	19.3%
Foreclosure/REO	Closed Sales	5	12	-58.3%
	Median Sale Price	\$150,000	\$181,750	-17.5%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$120,000	\$204,900	-41.4%

