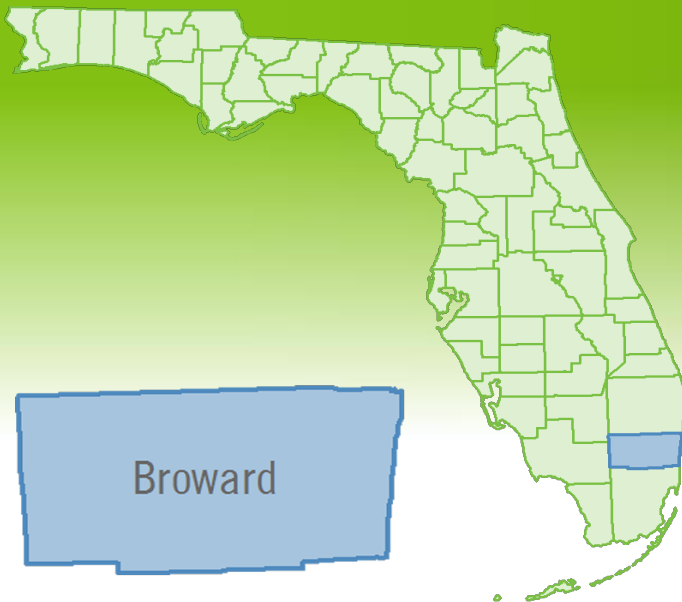


# Monthly Market Detail - October 2019

## Single Family Homes

### Broward County



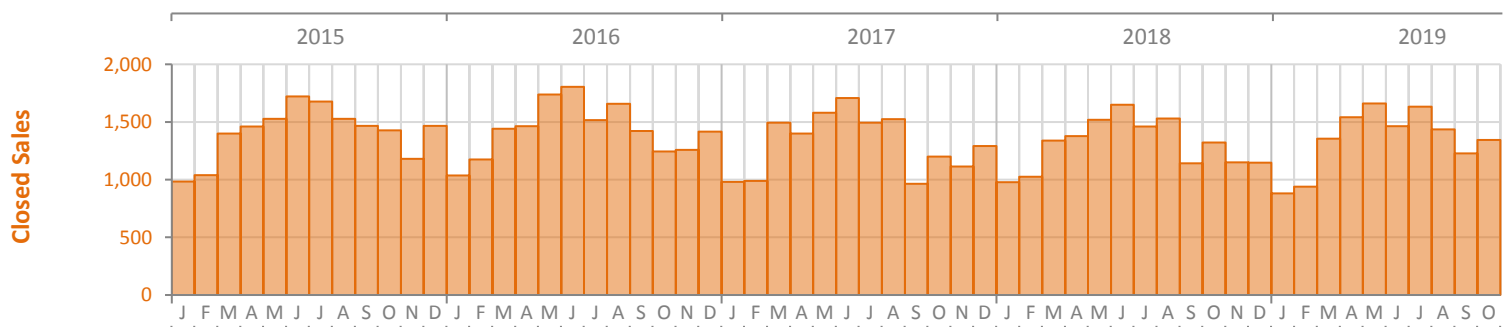
Summary Statistics	October 2019	October 2018	Percent Change Year-over-Year
Closed Sales	1,344	1,322	1.7%
Paid in Cash	232	290	-20.0%
Median Sale Price	\$362,000	\$355,000	2.0%
Average Sale Price	\$455,031	\$446,567	1.9%
Dollar Volume	\$611.6 Million	\$590.4 Million	3.6%
Median Percent of Original List Price Received	95.8%	95.7%	0.1%
Median Time to Contract	46 Days	43 Days	7.0%
Median Time to Sale	88 Days	83 Days	6.0%
New Pending Sales	1,531	1,391	10.1%
New Listings	1,872	2,010	-6.9%
Pending Inventory	2,494	2,437	2.3%
Inventory (Active Listings)	5,362	5,913	-9.3%
Months Supply of Inventory	4.1	4.5	-8.9%

## 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	13,484	1.1%
<b>October 2019</b>	<b>1,344</b>	<b>1.7%</b>
September 2019	1,229	7.6%
August 2019	1,436	-6.2%
July 2019	1,634	11.9%
June 2019	1,464	-11.2%
May 2019	1,661	9.4%
April 2019	1,541	11.8%
March 2019	1,355	1.3%
February 2019	938	-8.6%
January 2019	882	-9.9%
December 2018	1,148	-11.1%
November 2018	1,149	3.0%
October 2018	1,322	10.1%

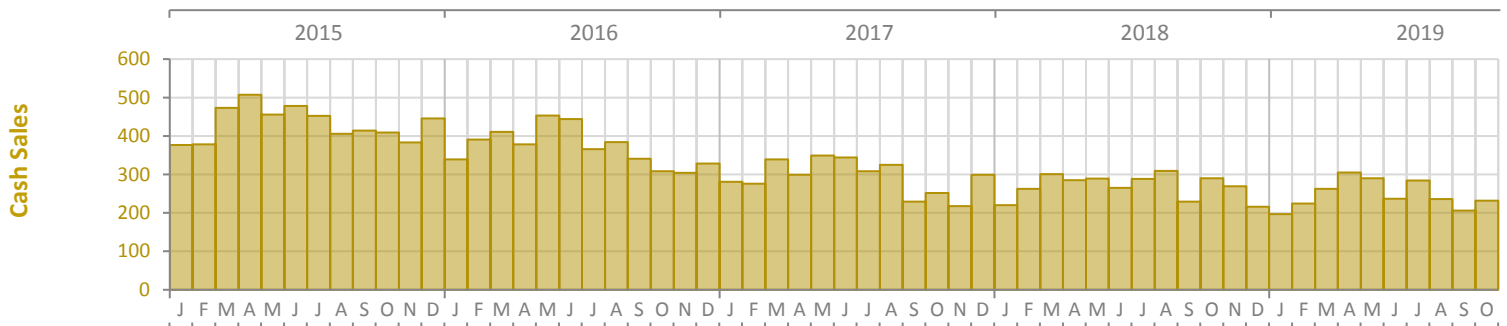


## Cash Sales

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	2,474	-9.7%
<b>October 2019</b>	<b>232</b>	<b>-20.0%</b>
September 2019	206	-10.0%
August 2019	236	-23.6%
July 2019	284	-1.4%
June 2019	237	-10.6%
May 2019	290	0.3%
April 2019	305	7.0%
March 2019	263	-12.6%
February 2019	224	-14.8%
January 2019	197	-10.5%
December 2018	216	-27.8%
November 2018	269	23.4%
October 2018	290	15.1%

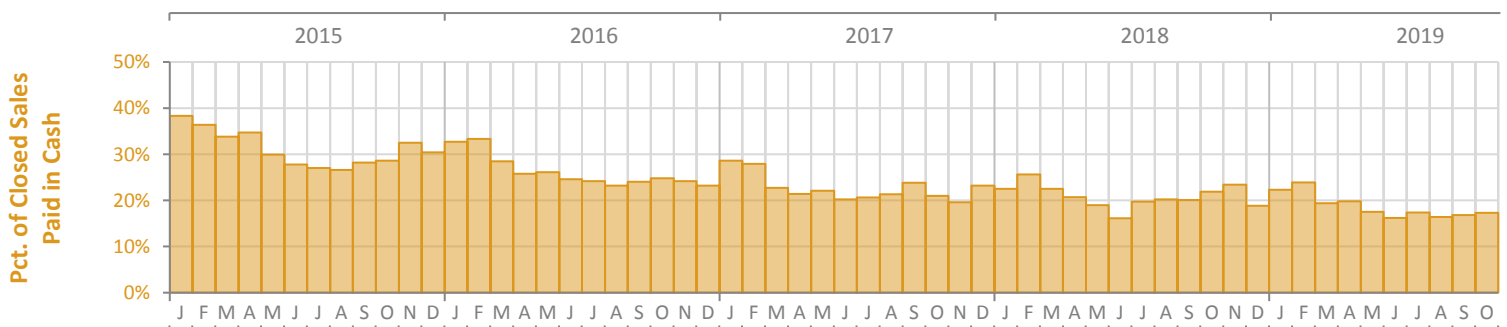


## Cash Sales as a Percentage of Closed Sales

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	18.3%	-10.7%
<b>October 2019</b>	<b>17.3%</b>	<b>-21.0%</b>
September 2019	16.8%	-16.4%
August 2019	16.4%	-18.8%
July 2019	17.4%	-11.7%
June 2019	16.2%	0.6%
May 2019	17.5%	-7.9%
April 2019	19.8%	-4.3%
March 2019	19.4%	-13.8%
February 2019	23.9%	-6.6%
January 2019	22.3%	-0.9%
December 2018	18.8%	-19.0%
November 2018	23.4%	19.4%
October 2018	21.9%	4.3%

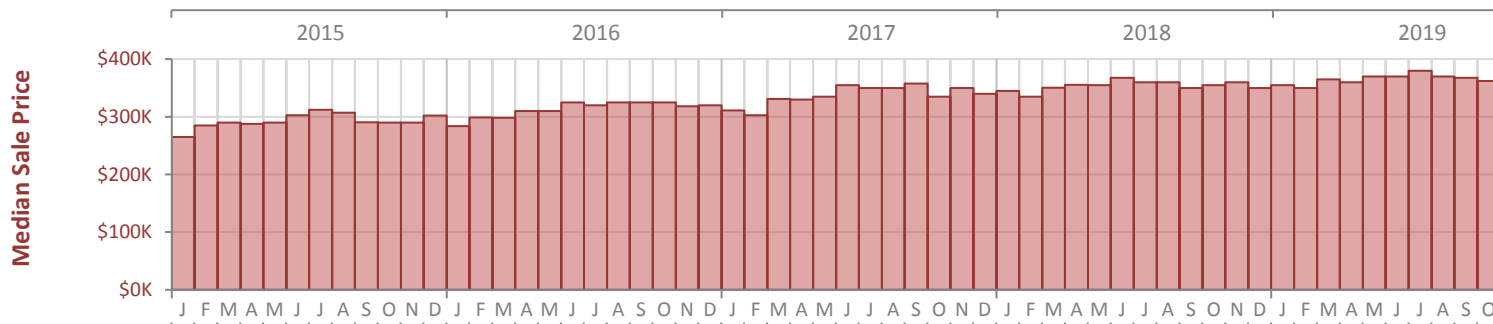


## Median Sale Price

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	\$365,000	3.1%
<b>October 2019</b>	<b>\$362,000</b>	<b>2.0%</b>
September 2019	\$367,500	5.0%
August 2019	\$369,750	2.7%
July 2019	\$380,000	5.6%
June 2019	\$369,900	0.7%
May 2019	\$370,000	4.2%
April 2019	\$360,000	1.3%
March 2019	\$365,000	4.1%
February 2019	\$350,000	4.5%
January 2019	\$355,000	2.9%
December 2018	\$350,000	2.9%
November 2018	\$360,000	2.9%
October 2018	\$355,000	6.0%

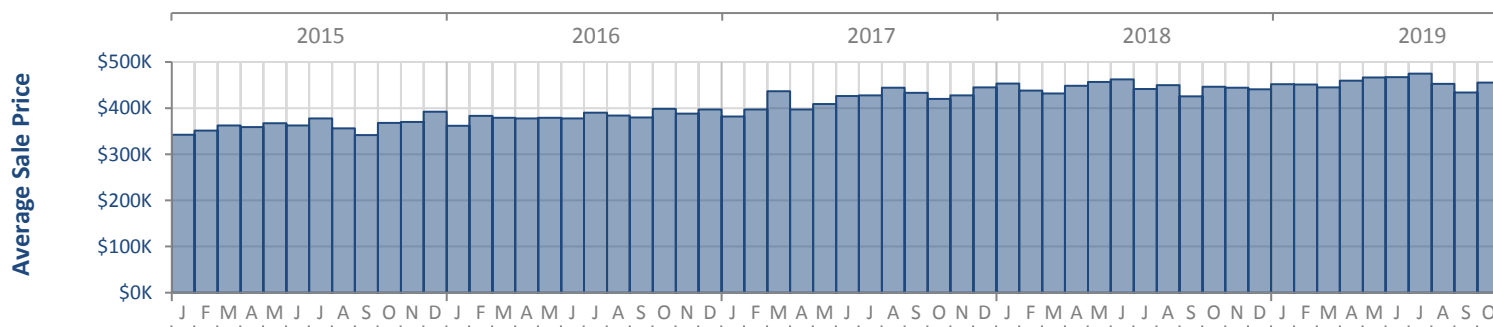


## Average Sale Price

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	\$456,965	2.4%
<b>October 2019</b>	<b>\$455,031</b>	<b>1.9%</b>
September 2019	\$433,795	1.9%
August 2019	\$452,789	0.6%
July 2019	\$474,793	7.5%
June 2019	\$466,795	1.0%
May 2019	\$466,525	2.1%
April 2019	\$459,233	2.5%
March 2019	\$445,033	3.0%
February 2019	\$451,410	3.1%
January 2019	\$451,918	-0.3%
December 2018	\$440,923	-0.8%
November 2018	\$444,247	4.0%
October 2018	\$446,567	6.3%

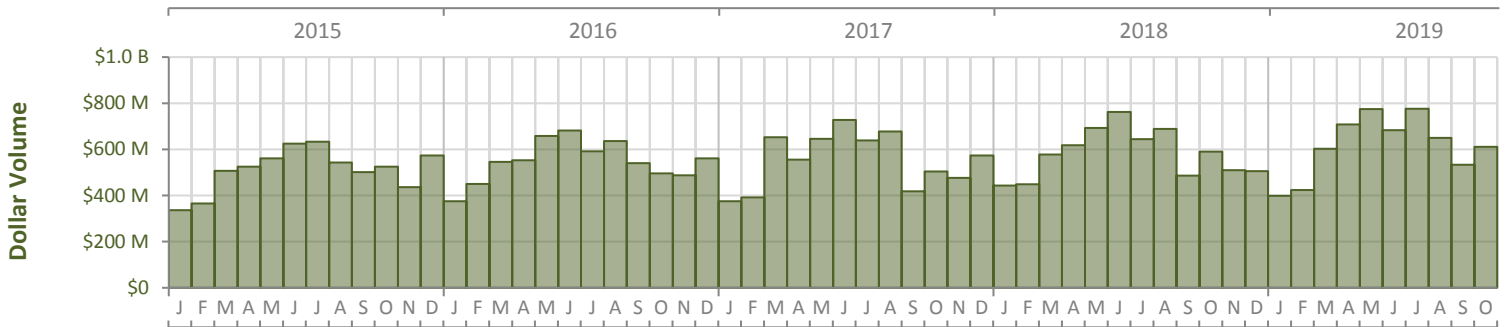


## Dollar Volume

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	\$6.2 Billion	3.5%
<b>October 2019</b>	<b>\$611.6 Million</b>	<b>3.6%</b>
September 2019	\$533.1 Million	9.6%
August 2019	\$650.2 Million	-5.6%
July 2019	\$775.8 Million	20.3%
June 2019	\$683.4 Million	-10.3%
May 2019	\$774.9 Million	11.7%
April 2019	\$707.7 Million	14.6%
March 2019	\$603.0 Million	4.3%
February 2019	\$423.4 Million	-5.8%
January 2019	\$398.6 Million	-10.1%
December 2018	\$506.2 Million	-11.8%
November 2018	\$510.4 Million	7.1%
October 2018	\$590.4 Million	17.0%

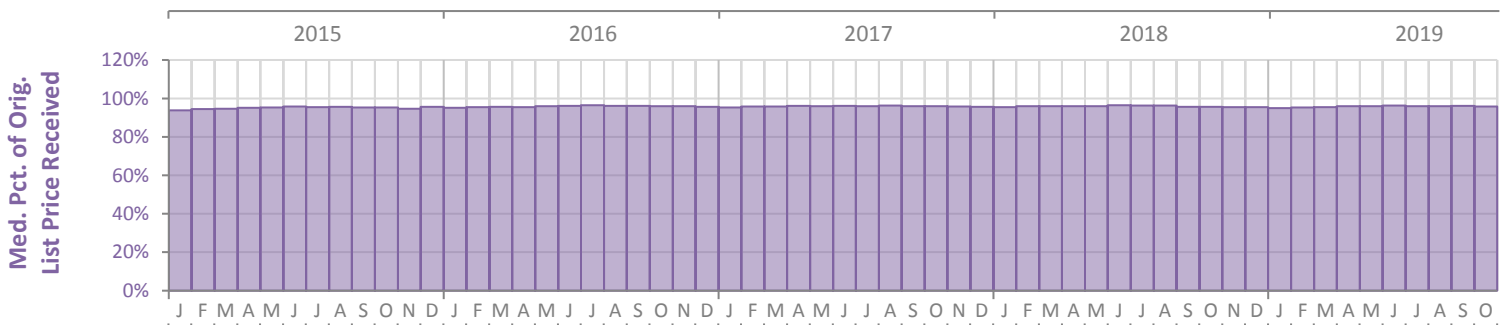


## Median Percent of Original List Price Received

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	95.8%	-0.2%
<b>October 2019</b>	<b>95.8%</b>	<b>0.1%</b>
September 2019	96.2%	0.6%
August 2019	96.0%	-0.3%
July 2019	96.0%	-0.3%
June 2019	96.3%	-0.1%
May 2019	96.0%	0.0%
April 2019	95.9%	-0.1%
March 2019	95.5%	-0.4%
February 2019	95.3%	-0.7%
January 2019	95.0%	-0.4%
December 2018	95.4%	-0.3%
November 2018	95.5%	-0.3%
October 2018	95.7%	-0.3%

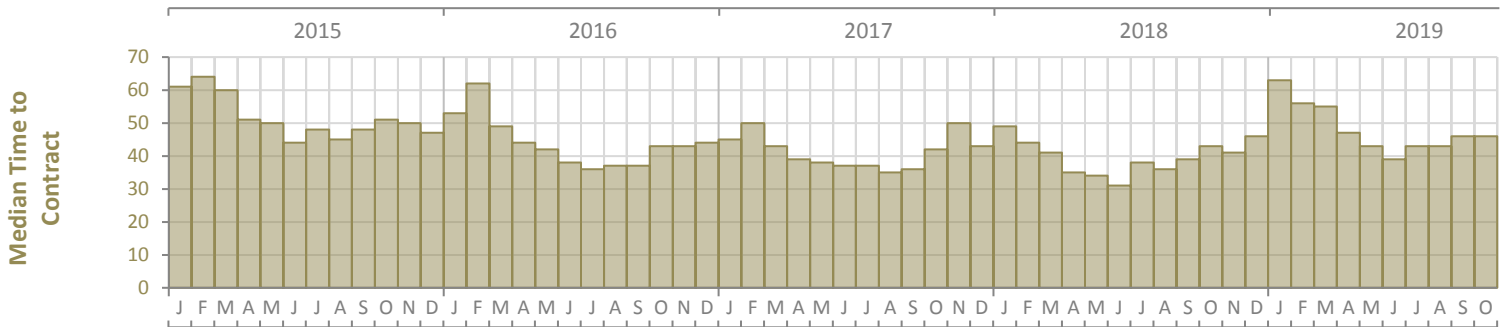


## Median Time to Contract

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	48 Days	26.3%
<b>October 2019</b>	<b>46 Days</b>	<b>7.0%</b>
September 2019	46 Days	17.9%
August 2019	43 Days	19.4%
July 2019	43 Days	13.2%
June 2019	39 Days	25.8%
May 2019	43 Days	26.5%
April 2019	47 Days	34.3%
March 2019	55 Days	34.1%
February 2019	56 Days	27.3%
January 2019	63 Days	28.6%
December 2018	46 Days	7.0%
November 2018	41 Days	-18.0%
October 2018	43 Days	2.4%

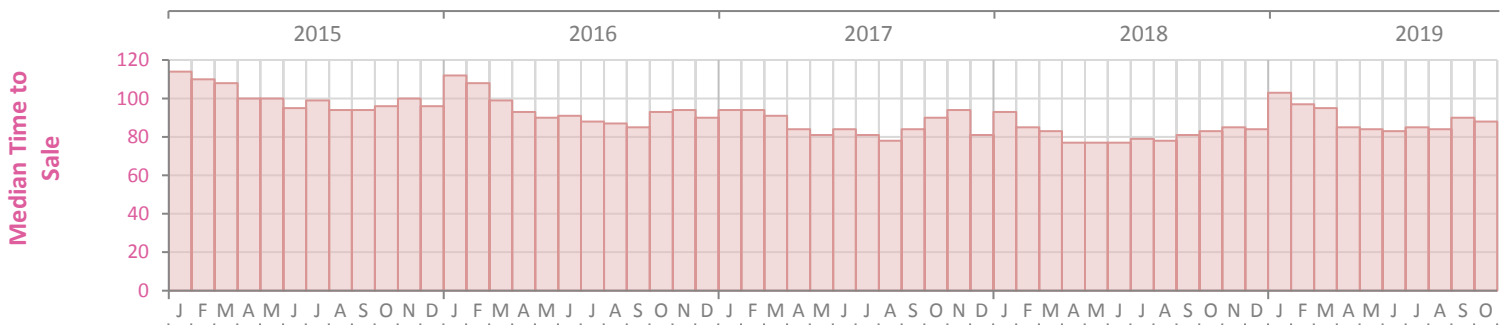


## Median Time to Sale

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	89 Days	9.9%
<b>October 2019</b>	<b>88 Days</b>	<b>6.0%</b>
September 2019	90 Days	11.1%
August 2019	84 Days	7.7%
July 2019	85 Days	7.6%
June 2019	83 Days	7.8%
May 2019	84 Days	9.1%
April 2019	85 Days	10.4%
March 2019	95 Days	14.5%
February 2019	97 Days	14.1%
January 2019	103 Days	10.8%
December 2018	84 Days	3.7%
November 2018	85 Days	-9.6%
October 2018	83 Days	-7.8%

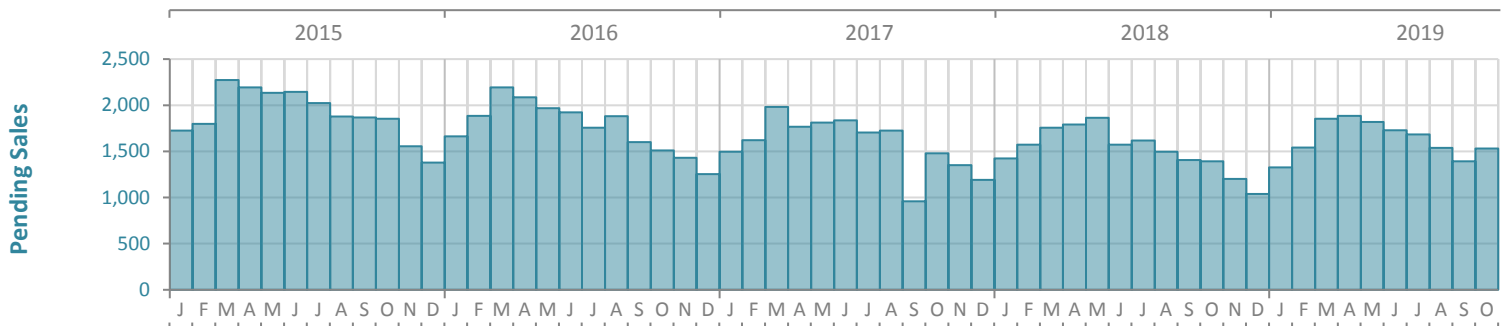


## New Pending Sales

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	16,301	2.6%
<b>October 2019</b>	<b>1,531</b>	<b>10.1%</b>
September 2019	1,392	-1.1%
August 2019	1,537	2.7%
July 2019	1,682	4.0%
June 2019	1,728	10.0%
May 2019	1,820	-2.4%
April 2019	1,885	5.3%
March 2019	1,855	5.5%
February 2019	1,543	-1.8%
January 2019	1,328	-6.7%
December 2018	1,040	-12.6%
November 2018	1,203	-11.0%
October 2018	1,391	-6.0%

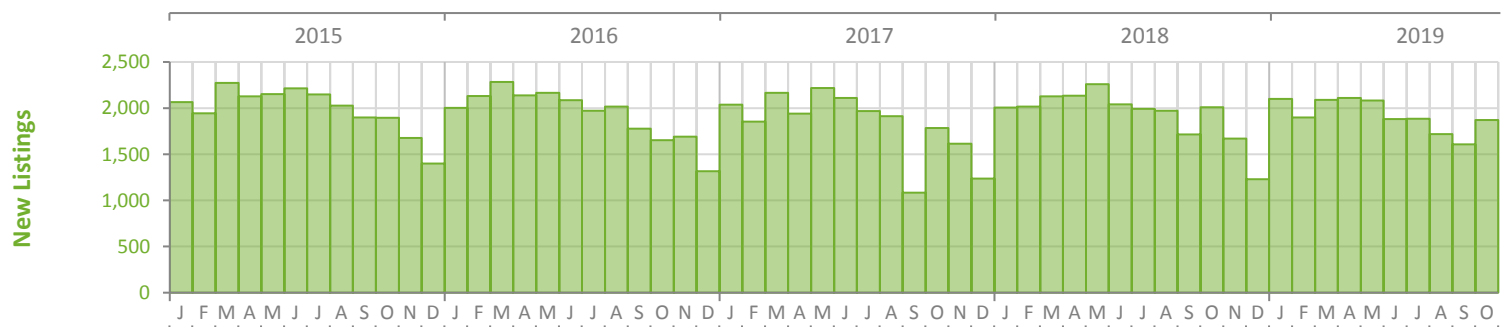


## New Listings

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	19,248	-5.1%
<b>October 2019</b>	<b>1,872</b>	<b>-6.9%</b>
September 2019	1,609	-6.1%
August 2019	1,720	-12.7%
July 2019	1,884	-5.5%
June 2019	1,882	-7.7%
May 2019	2,081	-7.9%
April 2019	2,111	-1.1%
March 2019	2,091	-1.6%
February 2019	1,898	-5.9%
January 2019	2,100	4.6%
December 2018	1,230	-0.5%
November 2018	1,671	3.5%
October 2018	2,010	12.6%

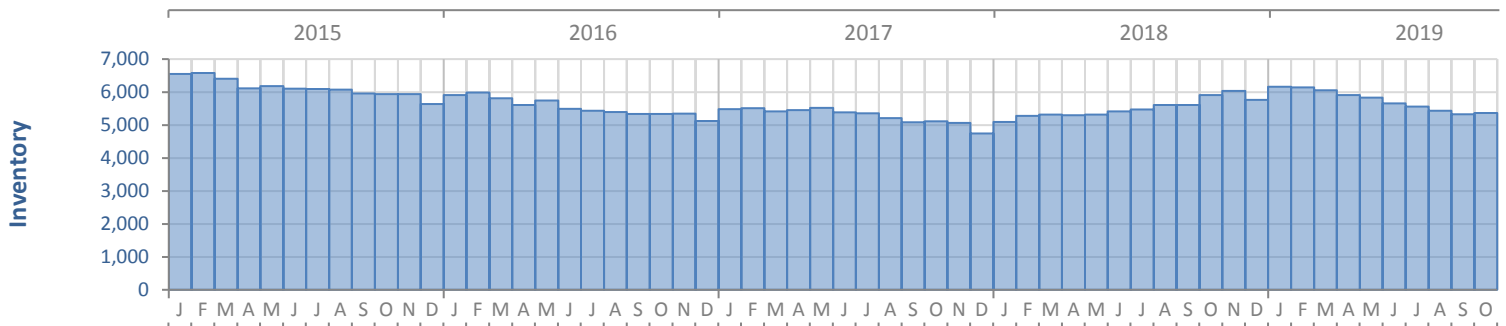


## Inventory (Active Listings)

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)	5,745	5.8%
<b>October 2019</b>	<b>5,362</b>	<b>-9.3%</b>
September 2019	5,330	-4.9%
August 2019	5,436	-3.0%
July 2019	5,562	1.7%
June 2019	5,652	4.5%
May 2019	5,835	9.7%
April 2019	5,910	11.6%
March 2019	6,051	13.7%
February 2019	6,145	16.5%
January 2019	6,162	21.0%
December 2018	5,762	21.6%
November 2018	6,039	19.3%
October 2018	5,913	15.7%

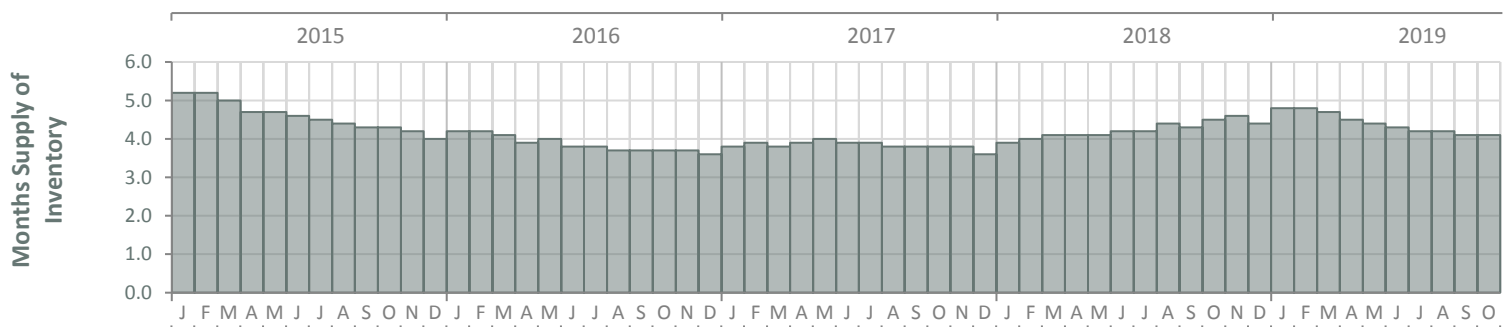


## Months Supply of Inventory

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)	4.4	4.8%
<b>October 2019</b>	<b>4.1</b>	<b>-8.9%</b>
September 2019	4.1	-4.7%
August 2019	4.2	-4.5%
July 2019	4.2	0.0%
June 2019	4.3	2.4%
May 2019	4.4	7.3%
April 2019	4.5	9.8%
March 2019	4.7	14.6%
February 2019	4.8	20.0%
January 2019	4.8	23.1%
December 2018	4.4	22.2%
November 2018	4.6	21.1%
October 2018	4.5	18.4%

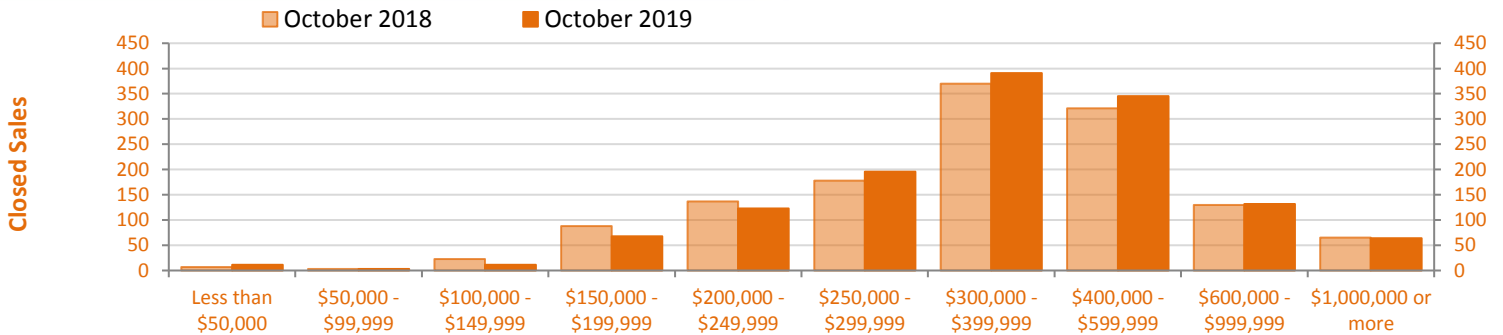


## Closed Sales by Sale Price

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	11	57.1%
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	11	-52.2%
\$150,000 - \$199,999	68	-22.7%
\$200,000 - \$249,999	123	-10.2%
\$250,000 - \$299,999	196	10.1%
\$300,000 - \$399,999	391	5.7%
\$400,000 - \$599,999	345	7.5%
\$600,000 - \$999,999	132	1.5%
\$1,000,000 or more	64	-1.5%

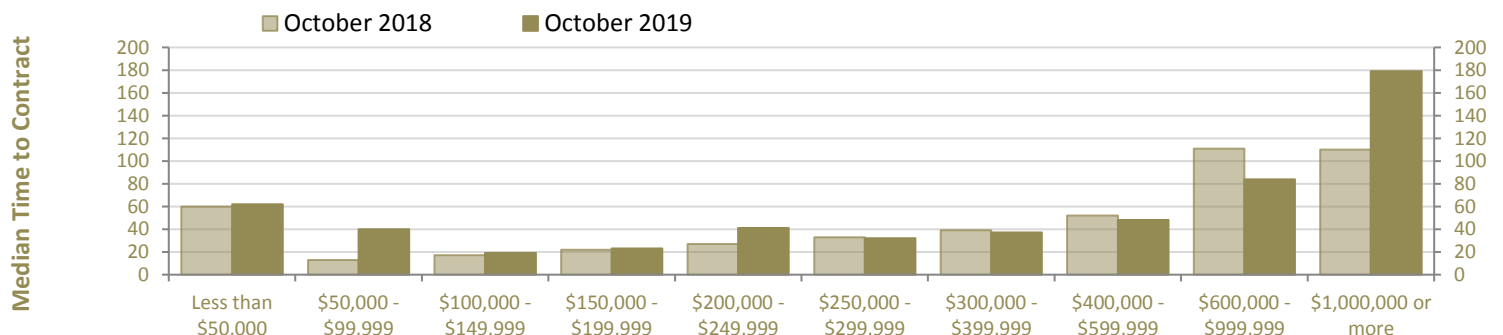


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	62 Days	3.3%
\$50,000 - \$99,999	40 Days	207.7%
\$100,000 - \$149,999	19 Days	11.8%
\$150,000 - \$199,999	23 Days	4.5%
\$200,000 - \$249,999	41 Days	51.9%
\$250,000 - \$299,999	32 Days	-3.0%
\$300,000 - \$399,999	37 Days	-5.1%
\$400,000 - \$599,999	48 Days	-7.7%
\$600,000 - \$999,999	84 Days	-24.3%
\$1,000,000 or more	179 Days	62.7%



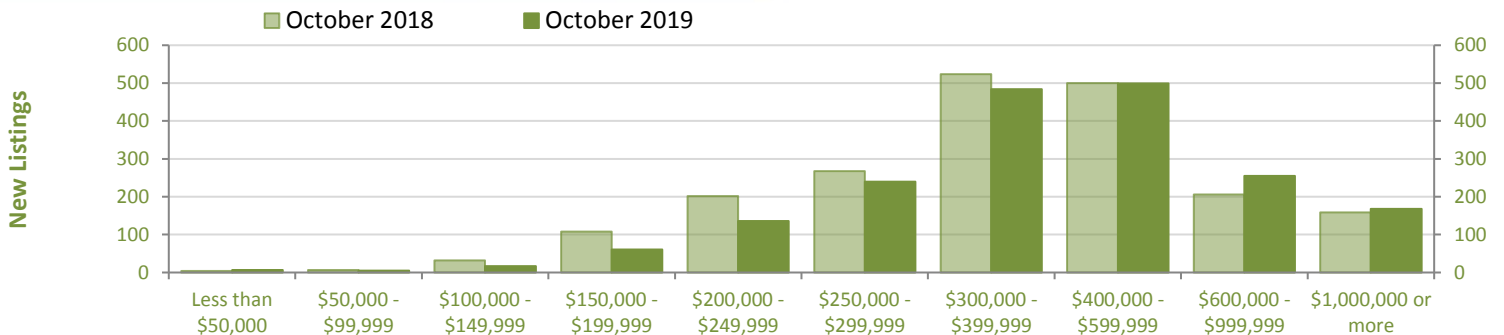


## New Listings by Initial Listing Price

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	7	75.0%
\$50,000 - \$99,999	5	-28.6%
\$100,000 - \$149,999	17	-46.9%
\$150,000 - \$199,999	61	-43.5%
\$200,000 - \$249,999	136	-32.7%
\$250,000 - \$299,999	240	-10.4%
\$300,000 - \$399,999	484	-7.6%
\$400,000 - \$599,999	499	-0.2%
\$600,000 - \$999,999	255	23.8%
\$1,000,000 or more	168	5.7%

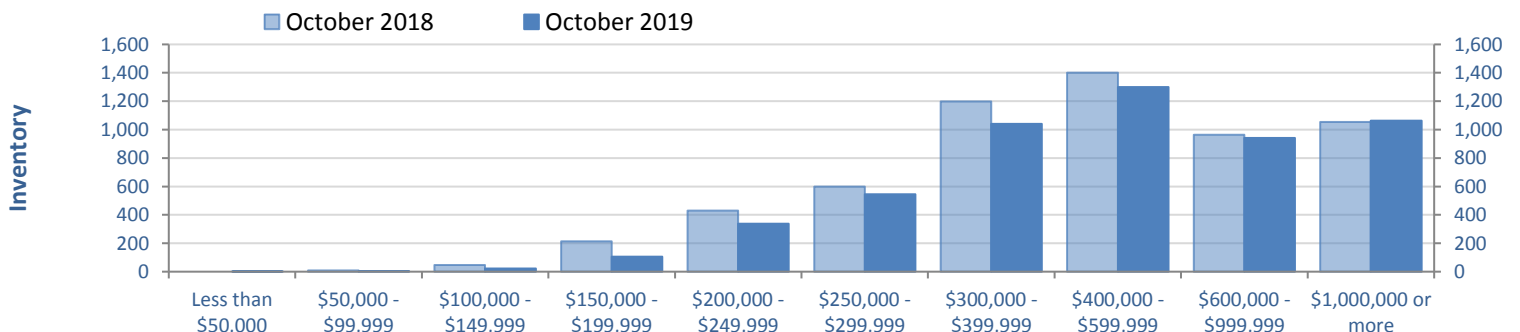


## Inventory by Current Listing Price

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.

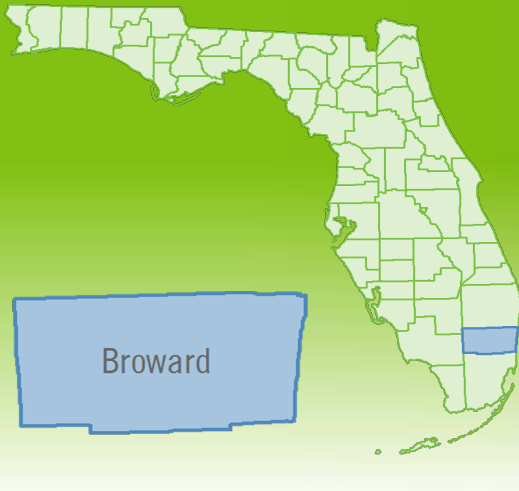
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	2	N/A
\$50,000 - \$99,999	4	-50.0%
\$100,000 - \$149,999	22	-53.2%
\$150,000 - \$199,999	106	-50.2%
\$200,000 - \$249,999	338	-21.2%
\$250,000 - \$299,999	545	-9.0%
\$300,000 - \$399,999	1,041	-13.2%
\$400,000 - \$599,999	1,300	-7.2%
\$600,000 - \$999,999	942	-2.2%
\$1,000,000 or more	1,062	0.8%



# Monthly Distressed Market - October 2019

## Single Family Homes

### Broward County



		October 2019	October 2018	Percent Change Year-over-Year
Traditional	Closed Sales	1,273	1,258	1.2%
	Median Sale Price	\$369,000	\$357,500	3.2%
Foreclosure/REO	Closed Sales	53	41	29.3%
	Median Sale Price	\$283,500	\$267,000	6.2%
Short Sale	Closed Sales	18	23	-21.7%
	Median Sale Price	\$215,000	\$310,000	-30.6%

