Monthly Market Detail - January 2020
Townhouses and Condos
Martin County
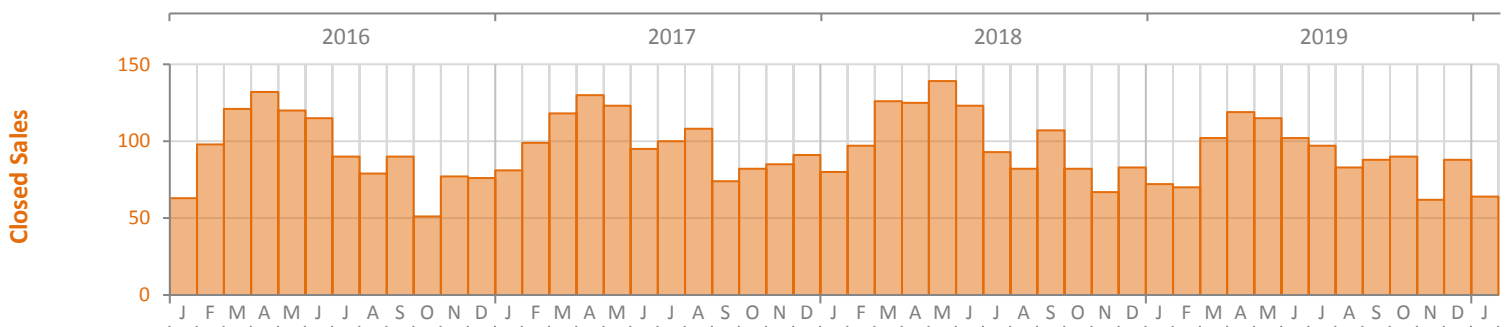
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Summary Statistics	January 2020	January 2019	Percent Change Year-over-Year
Closed Sales	64	72	-11.1%
Paid in Cash	34	45	-24.4%
Median Sale Price	$171,000	$167,000	2.4%
Average Sale Price	$204,259	$202,255	1.0%
Dollar Volume	$13.1 Million	$14.6 Million	-10.2%
Median Percent of Original List Price Received	94.5%	94.4%	0.1%
Median Time to Contract	59 Days	35 Days	68.6%
Median Time to Sale	98 Days	67 Days	46.3%
New Pending Sales	106	110	-3.6%
New Listings	164	173	-5.2%
Pending Inventory	135	147	-8.2%
Inventory (Active Listings)	421	404	4.2%
Months Supply of Inventory	4.7	4.1	14.6%

Martin

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	64	-11.1%
January 2020	**64**	**-11.1%**
December 2019	88	6.0%
November 2019	62	-7.5%
October 2019	90	9.8%
September 2019	88	-17.8%
August 2019	83	1.2%
July 2019	97	4.3%
June 2019	102	-17.1%
May 2019	115	-17.3%
April 2019	119	-4.8%
March 2019	102	-19.0%
February 2019	70	-27.8%
January 2019	72	-10.0%

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	34	-24.4%
January 2020	**34**	**-24.4%**
December 2019	44	-6.4%
November 2019	31	-13.9%
October 2019	54	-8.5%
September 2019	54	-14.3%
August 2019	52	44.4%
July 2019	60	17.6%
June 2019	53	-26.4%
May 2019	68	-26.1%
April 2019	67	-20.2%
March 2019	61	-31.5%
February 2019	49	-24.6%
January 2019	45	-16.7%

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	53.1%	-15.0%
January 2020	**53.1%**	**-15.0%**
December 2019	50.0%	-11.7%
November 2019	50.0%	-6.9%
October 2019	60.0%	-16.7%
September 2019	61.4%	4.2%
August 2019	62.7%	42.8%
July 2019	61.9%	13.0%
June 2019	52.0%	-11.1%
May 2019	59.1%	-10.7%
April 2019	56.3%	-16.2%
March 2019	59.8%	-15.3%
February 2019	70.0%	4.5%
January 2019	62.5%	-7.4%

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	$171,000	2.4%
January 2020	**$171,000**	**2.4%**
December 2019	$179,950	9.7%
November 2019	$173,000	12.5%
October 2019	$160,000	-3.0%
September 2019	$156,500	16.8%
August 2019	$143,000	-11.7%
July 2019	$170,000	3.1%
June 2019	$175,000	25.1%
May 2019	$167,500	10.2%
April 2019	$168,000	11.0%
March 2019	$138,500	-1.1%
February 2019	$155,000	14.3%
January 2019	$167,000	17.6%
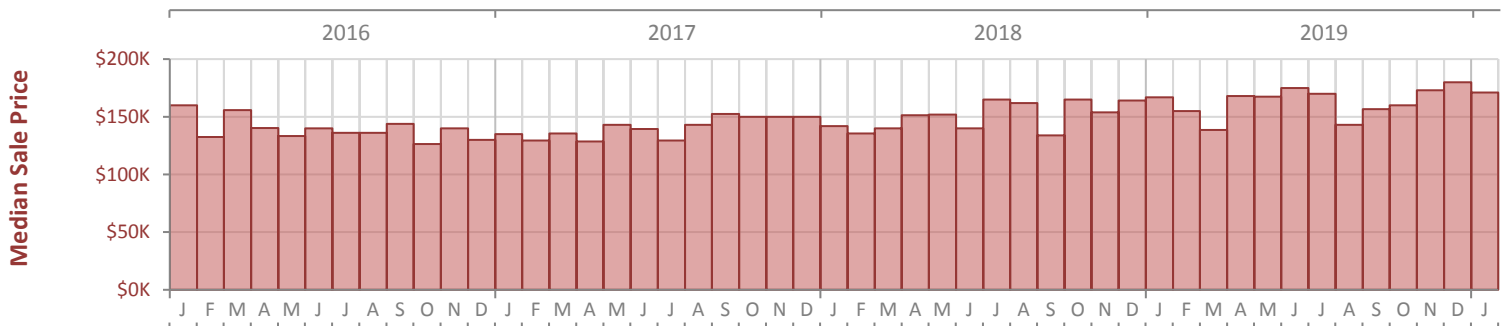
Average Sale Price

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	$204,259	1.0%
January 2020	**$204,259**	**1.0%**
December 2019	$219,297	10.8%
November 2019	$199,067	3.9%
October 2019	$196,864	5.3%
September 2019	$190,425	29.0%
August 2019	$168,761	-19.1%
July 2019	$195,654	-10.2%
June 2019	$209,480	32.5%
May 2019	$208,696	5.1%
April 2019	$228,990	11.1%
March 2019	$192,785	2.3%
February 2019	$195,794	18.4%
January 2019	$202,255	18.4%

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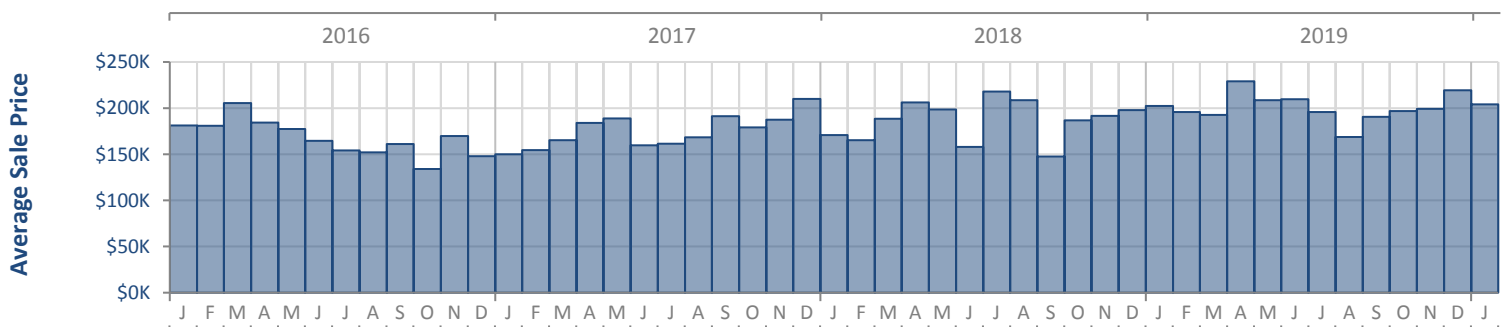
Dollar Volume

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.

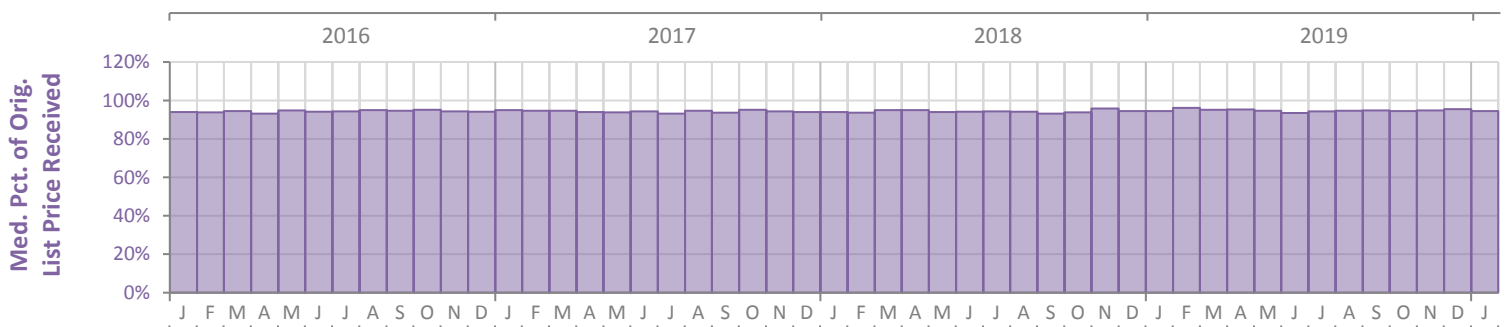| Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$13.1 Million	-10.2%
January 2020	**$13.1 Million**	**-10.2%**
December 2019	$19.3 Million	17.4%
November 2019	$12.3 Million	-3.9%
October 2019	$17.7 Million	15.6%
September 2019	$16.8 Million	6.1%
August 2019	$14.0 Million	-18.2%
July 2019	$19.0 Million	-6.3%
June 2019	$21.4 Million	9.9%
May 2019	$24.0 Million	-13.1%
April 2019	$27.2 Million	5.8%
March 2019	$19.7 Million	-17.2%
February 2019	$13.7 Million	-14.6%
January 2019	$14.6 Million	6.5%
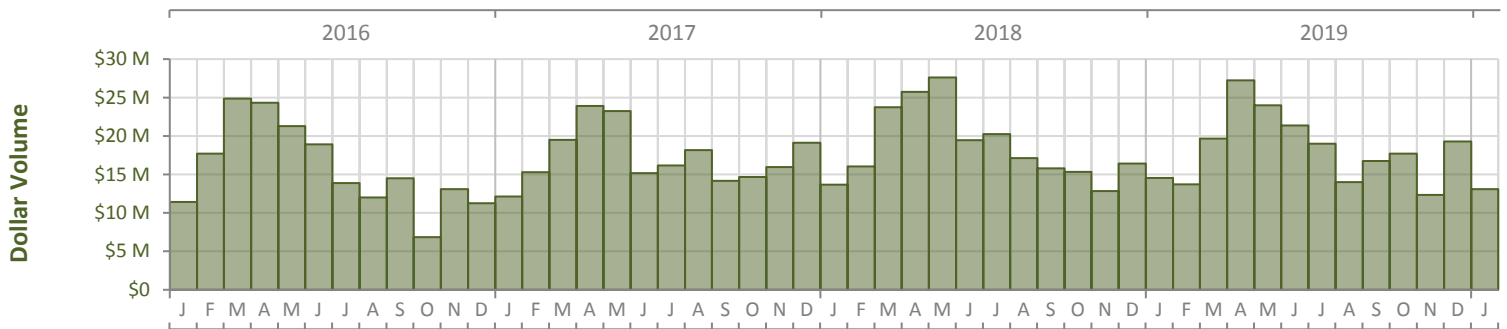
Median Percent of Original List Price Received

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	94.5%	0.1%
January 2020	**94.5%**	**0.1%**
December 2019	95.4%	1.0%
November 2019	94.8%	-1.0%
October 2019	94.5%	0.7%
September 2019	94.8%	1.7%
August 2019	94.7%	0.6%
July 2019	94.3%	0.0%
June 2019	93.5%	-0.6%
May 2019	94.6%	0.7%
April 2019	95.3%	0.4%
March 2019	95.1%	0.1%
February 2019	96.1%	2.7%
January 2019	94.4%	0.5%

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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	59 Days	68.6%
January 2020	59 Days	68.6%
December 2019	36 Days	-21.7%
November 2019	30 Days	7.1%
October 2019	59 Days	43.9%
September 2019	57 Days	62.9%
August 2019	52 Days	-5.5%
July 2019	47 Days	-26.6%
June 2019	48 Days	-4.0%
May 2019	38 Days	-17.4%
April 2019	29 Days	-12.1%
March 2019	33 Days	17.9%
February 2019	20 Days	-69.7%
January 2019	35 Days	-28.6%

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	98 Days	46.3%
January 2020	98 Days	46.3%
December 2019	74 Days	-2.6%
November 2019	59 Days	-10.6%
October 2019	97 Days	29.3%
September 2019	102 Days	45.7%
August 2019	101 Days	6.3%
July 2019	92 Days	-5.2%
June 2019	87 Days	-2.2%
May 2019	81 Days	-3.6%
April 2019	72 Days	-4.0%
March 2019	68 Days	-1.4%
February 2019	57 Days	-39.4%
January 2019	67 Days	-14.1%

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	106	-3.6%
January 2020	**106**	**-3.6%**
December 2019	67	0.0%
November 2019	73	-16.1%
October 2019	96	18.5%
September 2019	74	17.5%
August 2019	86	-19.6%
July 2019	98	14.0%
June 2019	88	-2.2%
May 2019	106	-13.1%
April 2019	108	-22.3%
March 2019	133	-1.5%
February 2019	98	-24.6%
January 2019	110	-16.0%
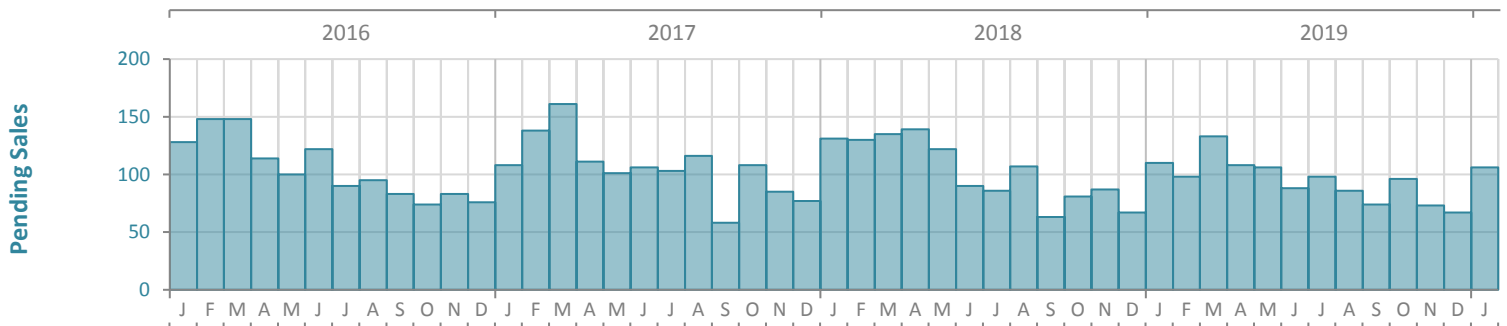
New Listings

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	164	-5.2%
January 2020	**164**	**-5.2%**
December 2019	95	11.8%
November 2019	111	1.8%
October 2019	125	-5.3%
September 2019	82	-14.6%
August 2019	98	-3.9%
July 2019	82	7.9%
June 2019	96	6.7%
May 2019	111	-9.0%
April 2019	131	-1.5%
March 2019	169	-1.2%
February 2019	169	1.8%
January 2019	173	9.5%

Monthly Market Detail - January 2020
## Townhouses and Condos
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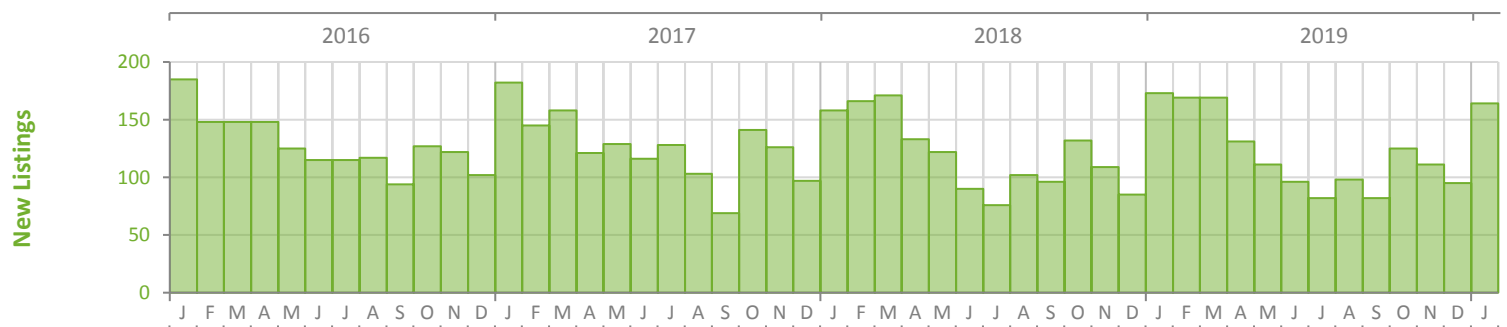
Inventory (Active Listings)

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)	421	4.2%
January 2020	**421**	**4.2%**
December 2019	382	8.8%
November 2019	373	5.7%
October 2019	370	6.6%
September 2019	335	9.8%
August 2019	360	20.4%
July 2019	358	12.2%
June 2019	394	9.7%
May 2019	431	9.9%
April 2019	446	3.7%
March 2019	451	1.1%
February 2019	455	3.9%
January 2019	404	-2.9%
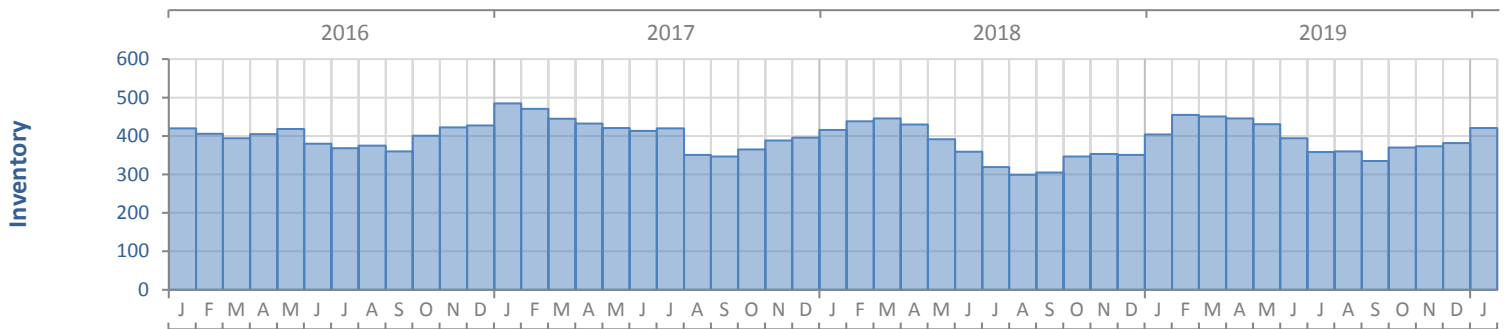
Months Supply of Inventory

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)	4.7	14.6%
January 2020	**4.7**	**14.6%**
December 2019	4.2	20.0%
November 2019	4.1	17.1%
October 2019	4.1	20.6%
September 2019	3.7	23.3%
August 2019	3.9	30.0%
July 2019	3.9	25.8%
June 2019	4.3	22.9%
May 2019	4.6	17.9%
April 2019	4.7	6.8%
March 2019	4.7	4.4%
February 2019	4.7	6.8%
January 2019	4.1	-2.4%
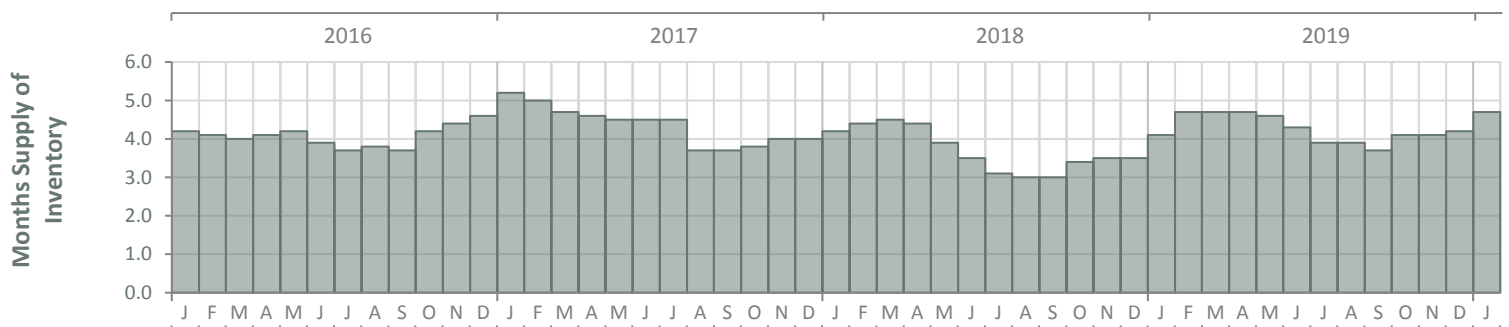
Closed Sales by Sale Price

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	0	-100.0%
$50,000 - $99,999	8	33.3%
$100,000 - $149,999	13	-48.0%
$150,000 - $199,999	16	33.3%
$200,000 - $249,999	6	-53.8%
$250,000 - $299,999	11	120.0%
$300,000 - $399,999	5	66.7%
$400,000 - $599,999	4	-20.0%
$600,000 - $999,999	0	-100.0%
$1,000,000 or more	1	N/A
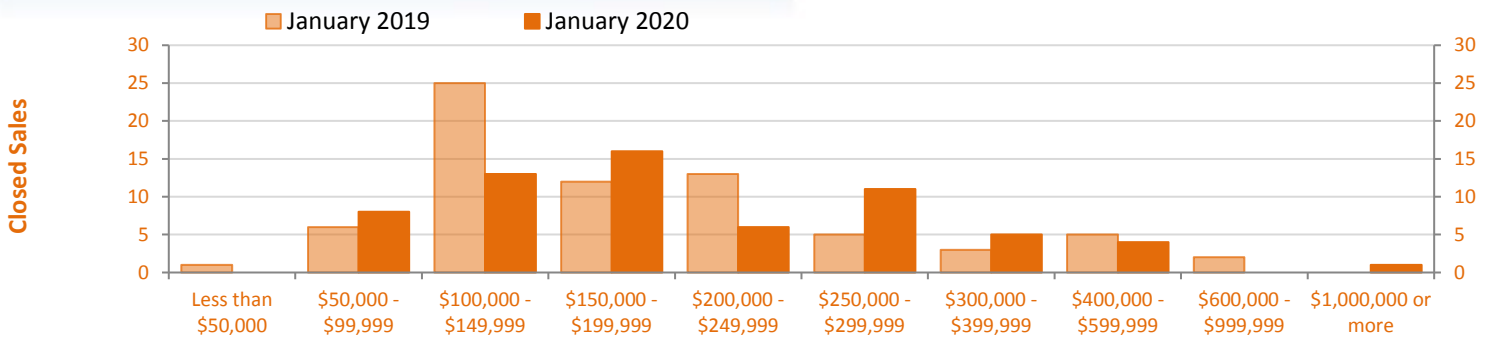
Median Time to Contract by Sale Price

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	(No Sales)	N/A
$50,000 - $99,999	37 Days	146.7%
$100,000 - $149,999	50 Days	61.3%
$150,000 - $199,999	43 Days	-23.2%
$200,000 - $249,999	109 Days	172.5%
$250,000 - $299,999	98 Days	345.5%
$300,000 - $399,999	206 Days	-6.4%
$400,000 - $599,999	173 Days	1135.7%
$600,000 - $999,999	(No Sales)	N/A
$1,000,000 or more	117 Days	N/A

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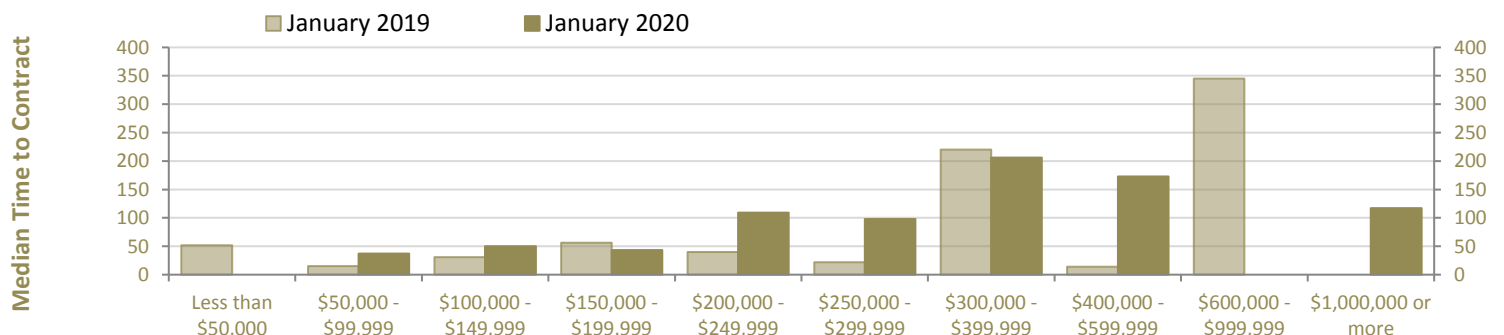
New Listings by Initial Listing Price

The number of properties put onto the market during the month

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $50,000	0	-100.0%
$50,000 - $99,999	14	-50.0%
$100,000 - $149,999	32	-23.8%
$150,000 - $199,999	40	8.1%
$200,000 - $249,999	23	4.5%
$250,000 - $299,999	15	0.0%
$300,000 - $399,999	17	13.3%
$400,000 - $599,999	10	66.7%
$600,000 - $999,999	7	75.0%
$1,000,000 or more	6	500.0%

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.

Inventory by Current Listing Price

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

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $50,000	3	0.0%
$50,000 - $99,999	37	-9.8%
$100,000 - $149,999	75	21.0%
$150,000 - $199,999	97	34.7%
$200,000 - $249,999	56	5.7%
$250,000 - $299,999	36	-14.3%
$300,000 - $399,999	36	-10.0%
$400,000 - $599,999	30	20.0%
$600,000 - $999,999	19	-34.5%
$1,000,000 or more	32	-13.5%

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.
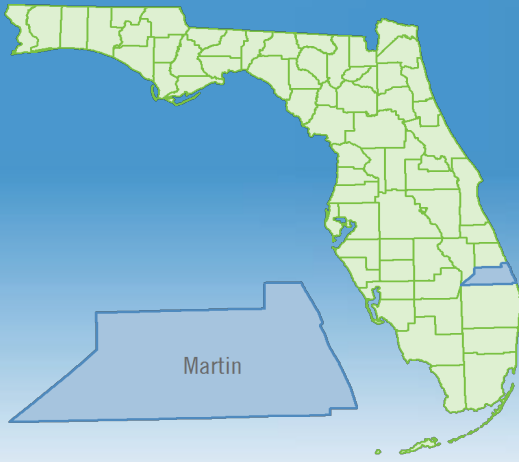
Monthly Distressed Market - January 2020
Townhouses and Condos
Martin County

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		January 2020	January 2019	Percent Change Year-over-Year
Traditional	Closed Sales	63	70	-10.0%
Traditional	Median Sale Price	$173,000	$170,500	1.5%
Foreclosure/REO	Closed Sales	1	2	-50.0%
Foreclosure/REO	Median Sale Price	$120,000	$111,250	7.9%
Short Sale	Closed Sales	0	0	N/A
Short Sale	Median Sale Price	(No Sales)	(No Sales)	N/A

Legend: ■ Traditional ■ Foreclosure/REO ■ Short Sale