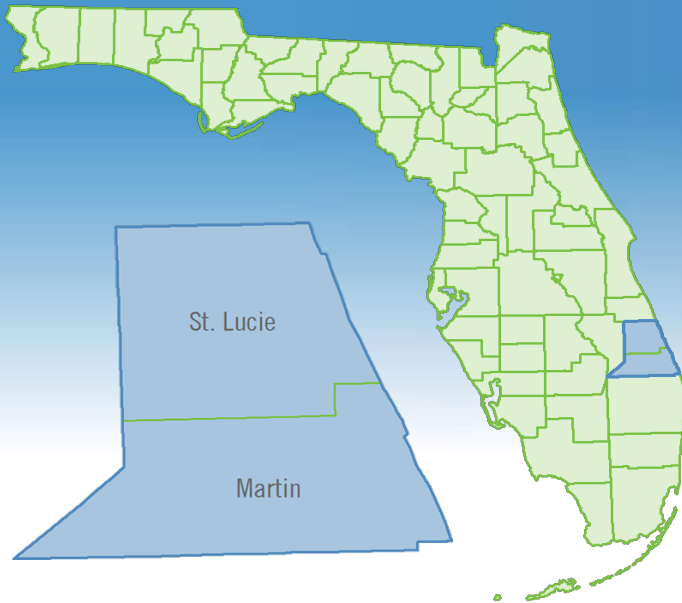


Quarterly Market Detail - Q4 2019

Townhouses and Condos

Port St. Lucie MSA



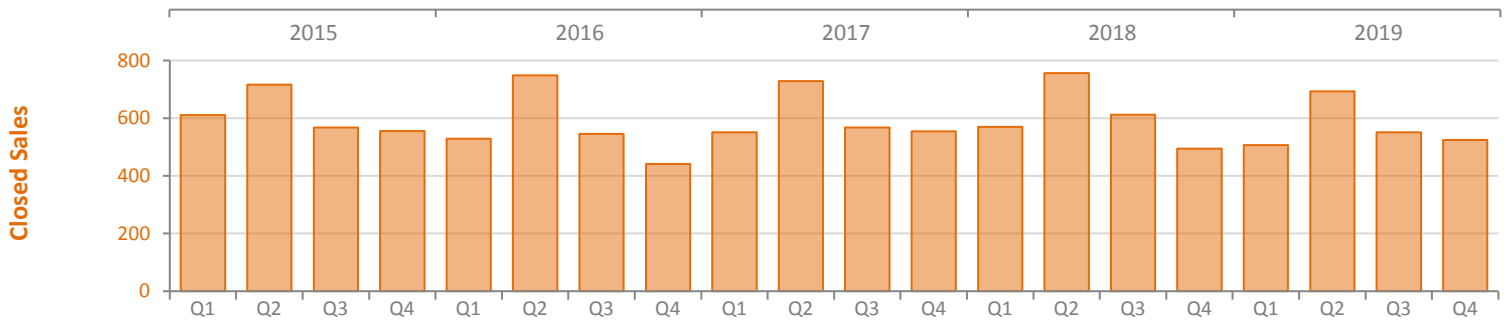
Summary Statistics	Q4 2019	Q4 2018	Percent Change Year-over-Year
Closed Sales	524	494	6.1%
Paid in Cash	285	277	2.9%
Median Sale Price	\$163,000	\$163,000	0.0%
Average Sale Price	\$203,957	\$197,811	3.1%
Dollar Volume	\$106.9 Million	\$97.7 Million	9.4%
Median Percent of Original List Price Received	94.9%	95.1%	-0.2%
Median Time to Contract	45 Days	39 Days	15.4%
Median Time to Sale	79 Days	76 Days	3.9%
New Pending Sales	517	489	5.7%
New Listings	731	723	1.1%
Pending Inventory	192	221	-13.1%
Inventory (Active Listings)	964	905	6.5%
Months Supply of Inventory	5.1	4.5	13.3%

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	2,275	-6.5%
Q4 2019	524	6.1%
Q3 2019	551	-10.0%
Q2 2019	693	-8.3%
Q1 2019	507	-11.1%
Q4 2018	494	-10.8%
Q3 2018	612	7.7%
Q2 2018	756	3.8%
Q1 2018	570	3.4%
Q4 2017	554	25.6%
Q3 2017	568	4.2%
Q2 2017	728	-2.8%
Q1 2017	551	4.2%
Q4 2016	441	-20.5%

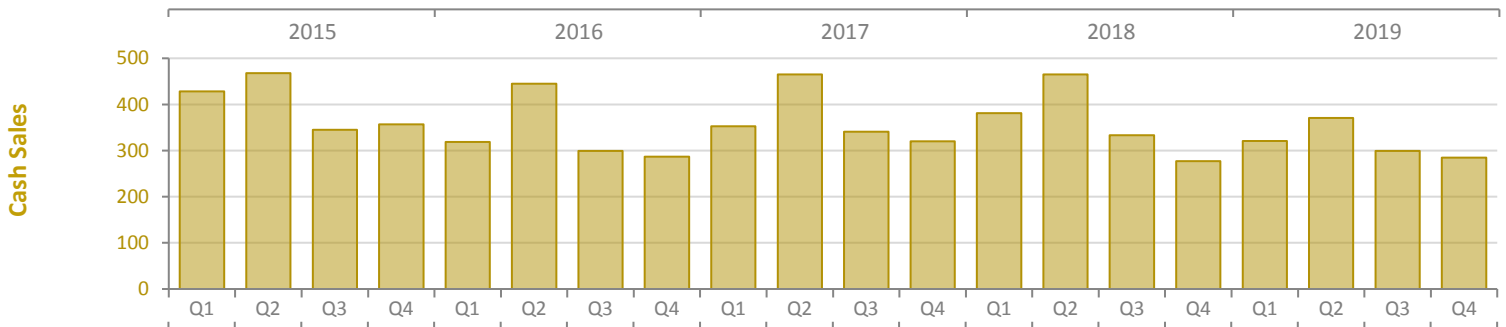


Cash Sales

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	1,276	-12.4%
Q4 2019	285	2.9%
Q3 2019	299	-10.2%
Q2 2019	371	-20.2%
Q1 2019	321	-15.7%
Q4 2018	277	-13.4%
Q3 2018	333	-2.3%
Q2 2018	465	0.0%
Q1 2018	381	7.9%
Q4 2017	320	11.5%
Q3 2017	341	14.0%
Q2 2017	465	4.5%
Q1 2017	353	10.7%
Q4 2016	287	-19.6%

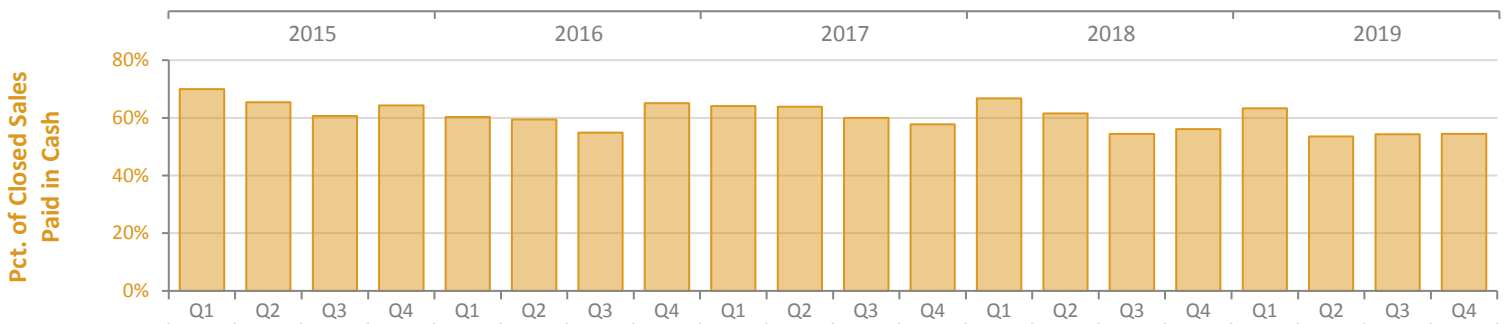


Cash Sales as a Percentage of Closed Sales

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	56.1%	-6.3%
Q4 2019	54.4%	-3.0%
Q3 2019	54.3%	-0.2%
Q2 2019	53.5%	-13.0%
Q1 2019	63.3%	-5.2%
Q4 2018	56.1%	-2.9%
Q3 2018	54.4%	-9.3%
Q2 2018	61.5%	-3.8%
Q1 2018	66.8%	4.2%
Q4 2017	57.8%	-11.2%
Q3 2017	60.0%	9.3%
Q2 2017	63.9%	7.6%
Q1 2017	64.1%	6.3%
Q4 2016	65.1%	1.2%

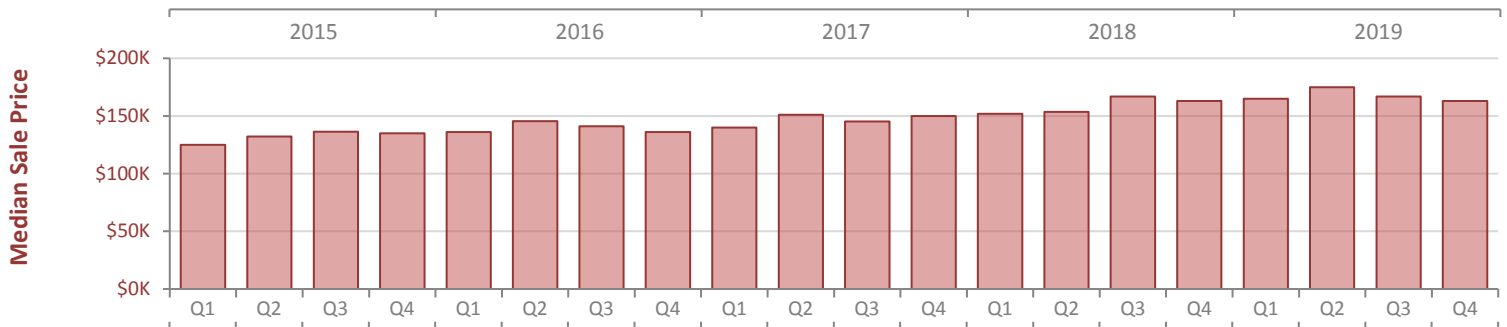


Median Sale Price

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	\$168,000	5.9%
Q4 2019	\$163,000	0.0%
Q3 2019	\$167,000	0.0%
Q2 2019	\$175,000	14.0%
Q1 2019	\$165,000	8.6%
Q4 2018	\$163,000	8.7%
Q3 2018	\$167,000	15.0%
Q2 2018	\$153,500	1.7%
Q1 2018	\$152,000	8.6%
Q4 2017	\$150,000	10.3%
Q3 2017	\$145,250	3.0%
Q2 2017	\$151,000	3.8%
Q1 2017	\$140,000	2.9%
Q4 2016	\$136,050	0.8%

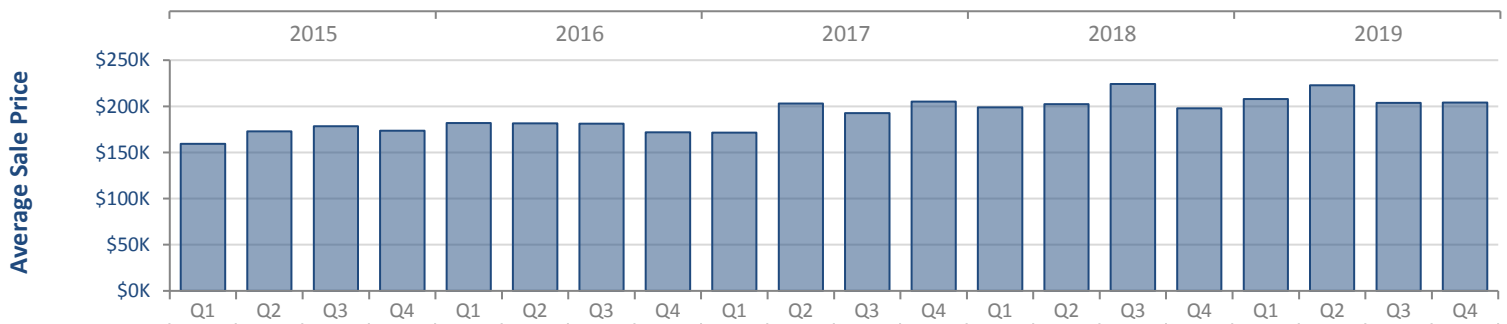


Average Sale Price

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	\$210,593	2.2%
Q4 2019	\$203,957	3.1%
Q3 2019	\$203,784	-9.1%
Q2 2019	\$222,895	10.1%
Q1 2019	\$208,034	4.7%
Q4 2018	\$197,811	-3.6%
Q3 2018	\$224,133	16.4%
Q2 2018	\$202,391	-0.3%
Q1 2018	\$198,729	15.9%
Q4 2017	\$205,175	19.4%
Q3 2017	\$192,534	6.3%
Q2 2017	\$203,023	11.9%
Q1 2017	\$171,478	-5.8%
Q4 2016	\$171,793	-1.0%

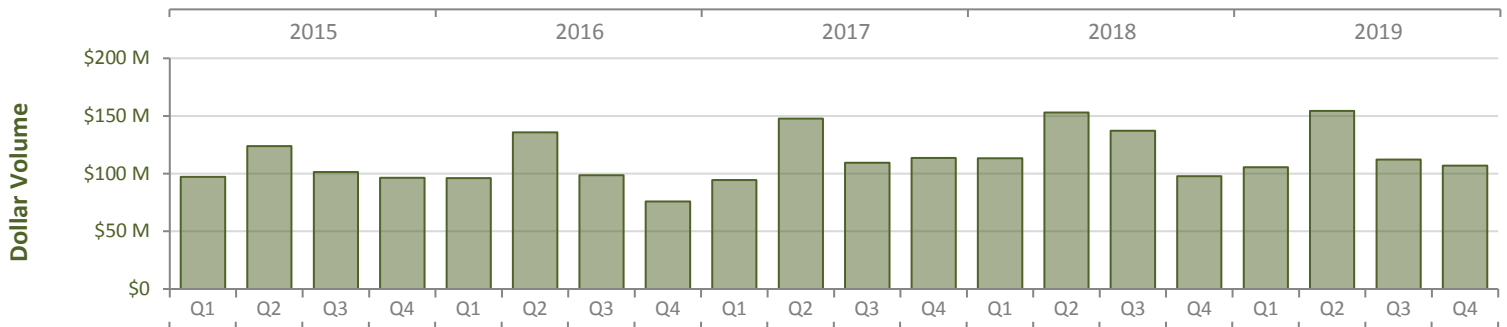


Dollar Volume

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	\$479.1 Million	-4.4%
Q4 2019	\$106.9 Million	9.4%
Q3 2019	\$112.3 Million	-18.1%
Q2 2019	\$154.5 Million	1.0%
Q1 2019	\$105.5 Million	-6.9%
Q4 2018	\$97.7 Million	-14.0%
Q3 2018	\$137.2 Million	25.4%
Q2 2018	\$153.0 Million	3.5%
Q1 2018	\$113.3 Million	19.9%
Q4 2017	\$113.7 Million	50.0%
Q3 2017	\$109.4 Million	10.8%
Q2 2017	\$147.8 Million	8.7%
Q1 2017	\$94.5 Million	-1.8%
Q4 2016	\$75.8 Million	-21.3%

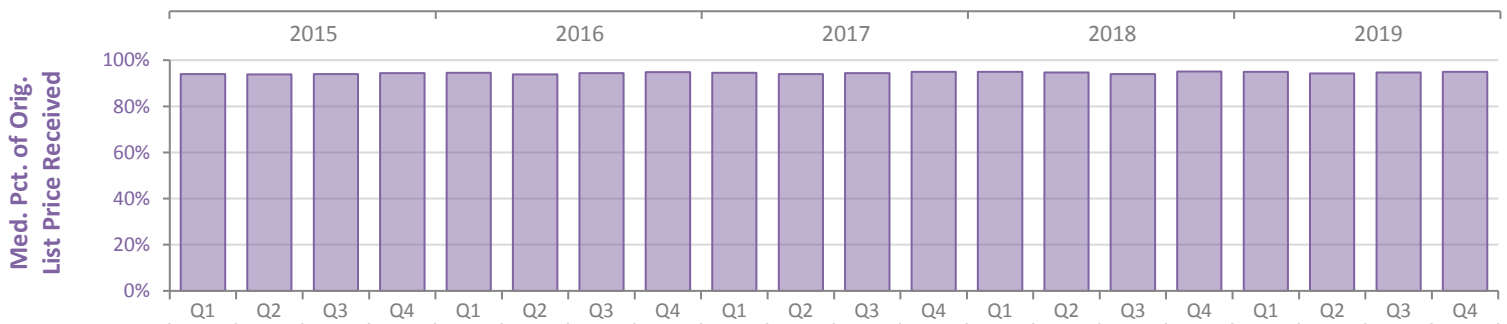


Median Percent of Original List Price Received

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	94.6%	-0.1%
Q4 2019	94.9%	-0.2%
Q3 2019	94.7%	0.7%
Q2 2019	94.3%	-0.4%
Q1 2019	94.9%	0.0%
Q4 2018	95.1%	0.2%
Q3 2018	94.0%	-0.4%
Q2 2018	94.7%	0.7%
Q1 2018	94.9%	0.3%
Q4 2017	94.9%	0.1%
Q3 2017	94.4%	0.0%
Q2 2017	94.0%	0.1%
Q1 2017	94.6%	0.0%
Q4 2016	94.8%	0.4%

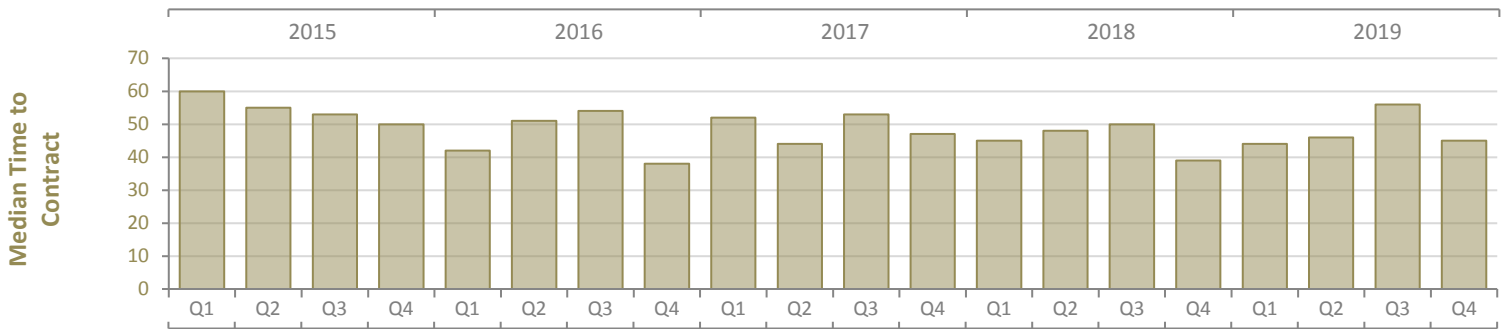


Median Time to Contract

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	47 Days	2.2%
Q4 2019	45 Days	15.4%
Q3 2019	56 Days	12.0%
Q2 2019	46 Days	-4.2%
Q1 2019	44 Days	-2.2%
Q4 2018	39 Days	-17.0%
Q3 2018	50 Days	-5.7%
Q2 2018	48 Days	9.1%
Q1 2018	45 Days	-13.5%
Q4 2017	47 Days	23.7%
Q3 2017	53 Days	-1.9%
Q2 2017	44 Days	-13.7%
Q1 2017	52 Days	23.8%
Q4 2016	38 Days	-24.0%

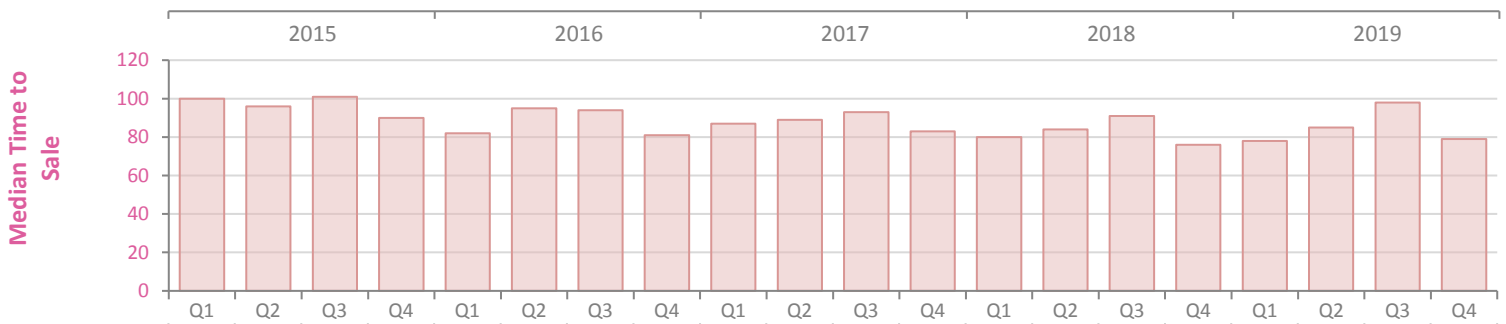


Median Time to Sale

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	85 Days	3.7%
Q4 2019	79 Days	3.9%
Q3 2019	98 Days	7.7%
Q2 2019	85 Days	1.2%
Q1 2019	78 Days	-2.5%
Q4 2018	76 Days	-8.4%
Q3 2018	91 Days	-2.2%
Q2 2018	84 Days	-5.6%
Q1 2018	80 Days	-8.0%
Q4 2017	83 Days	2.5%
Q3 2017	93 Days	-1.1%
Q2 2017	89 Days	-6.3%
Q1 2017	87 Days	6.1%
Q4 2016	81 Days	-10.0%

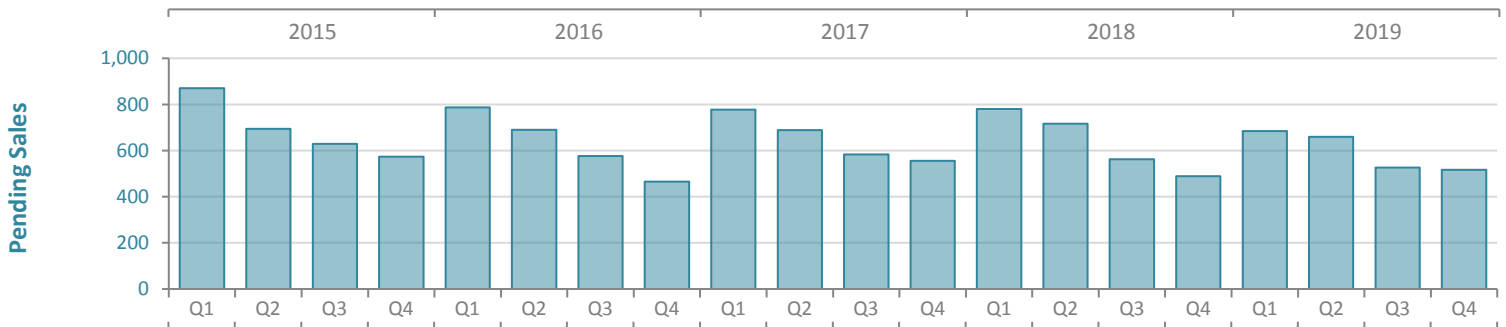


New Pending Sales

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	2,386	-6.4%
Q4 2019	517	5.7%
Q3 2019	526	-6.4%
Q2 2019	659	-8.1%
Q1 2019	684	-12.3%
Q4 2018	489	-12.1%
Q3 2018	562	-3.6%
Q2 2018	717	4.1%
Q1 2018	780	0.4%
Q4 2017	556	19.6%
Q3 2017	583	1.2%
Q2 2017	689	-0.1%
Q1 2017	777	-1.3%
Q4 2016	465	-18.8%

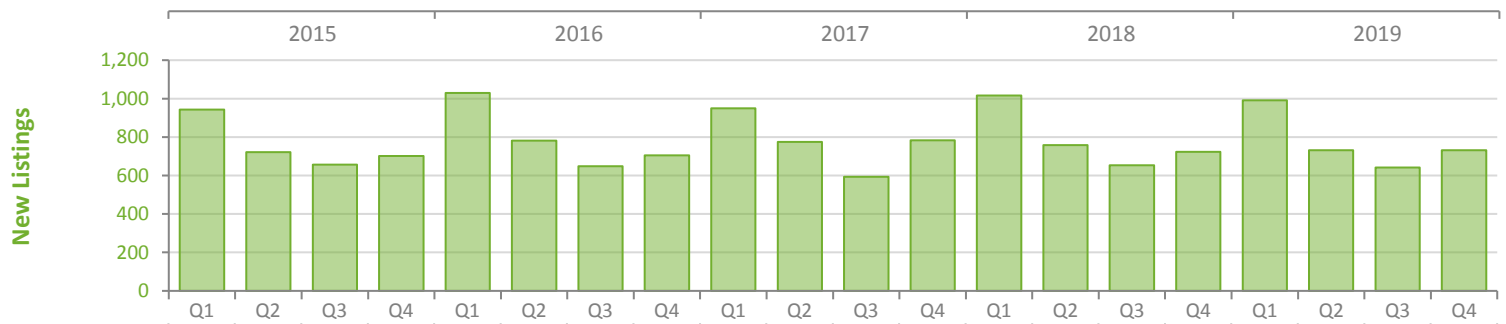


New Listings

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	3,096	-1.7%
Q4 2019	731	1.1%
Q3 2019	642	-1.7%
Q2 2019	732	-3.4%
Q1 2019	991	-2.5%
Q4 2018	723	-7.8%
Q3 2018	653	10.1%
Q2 2018	758	-2.2%
Q1 2018	1,016	6.9%
Q4 2017	784	11.2%
Q3 2017	593	-8.6%
Q2 2017	775	-0.8%
Q1 2017	950	-7.7%
Q4 2016	705	0.4%

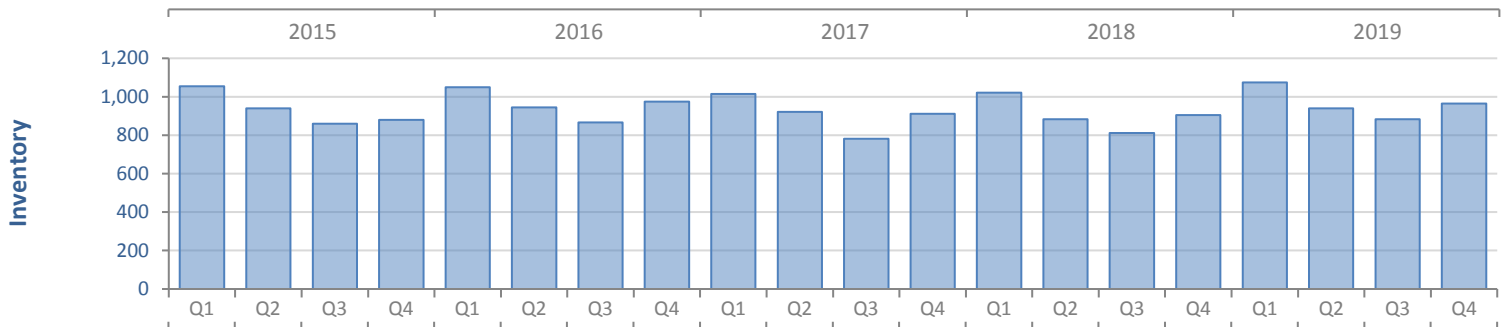


Inventory (Active Listings)

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)	978	7.6%
Q4 2019	964	6.5%
Q3 2019	883	8.9%
Q2 2019	939	6.3%
Q1 2019	1,074	5.2%
Q4 2018	905	-0.8%
Q3 2018	811	3.8%
Q2 2018	883	-4.2%
Q1 2018	1,021	0.7%
Q4 2017	912	-6.4%
Q3 2017	781	-9.9%
Q2 2017	922	-2.4%
Q1 2017	1,014	-3.3%
Q4 2016	974	10.7%

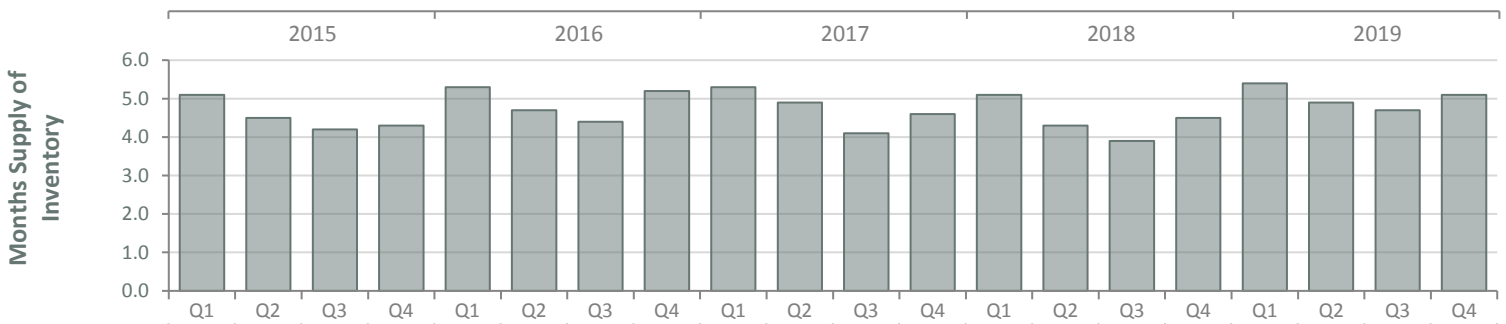


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	5.1	13.3%
Q4 2019	5.1	13.3%
Q3 2019	4.7	20.5%
Q2 2019	4.9	14.0%
Q1 2019	5.4	5.9%
Q4 2018	4.5	-2.2%
Q3 2018	3.9	-4.9%
Q2 2018	4.3	-12.2%
Q1 2018	5.1	-3.8%
Q4 2017	4.6	-11.5%
Q3 2017	4.1	-6.8%
Q2 2017	4.9	4.3%
Q1 2017	5.3	0.0%
Q4 2016	5.2	20.9%

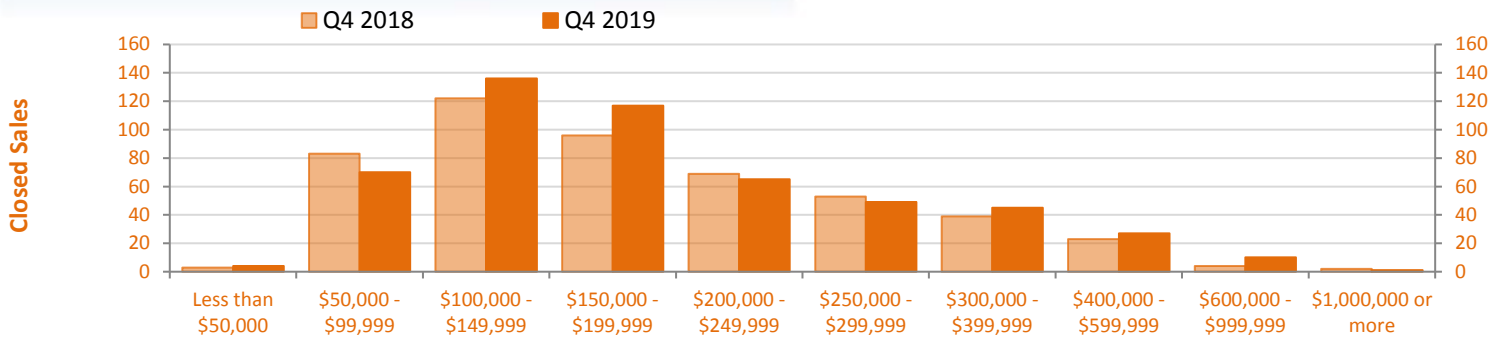


Closed Sales by Sale Price

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	4	33.3%
\$50,000 - \$99,999	70	-15.7%
\$100,000 - \$149,999	136	11.5%
\$150,000 - \$199,999	117	21.9%
\$200,000 - \$249,999	65	-5.8%
\$250,000 - \$299,999	49	-7.5%
\$300,000 - \$399,999	45	15.4%
\$400,000 - \$599,999	27	17.4%
\$600,000 - \$999,999	10	150.0%
\$1,000,000 or more	1	-50.0%

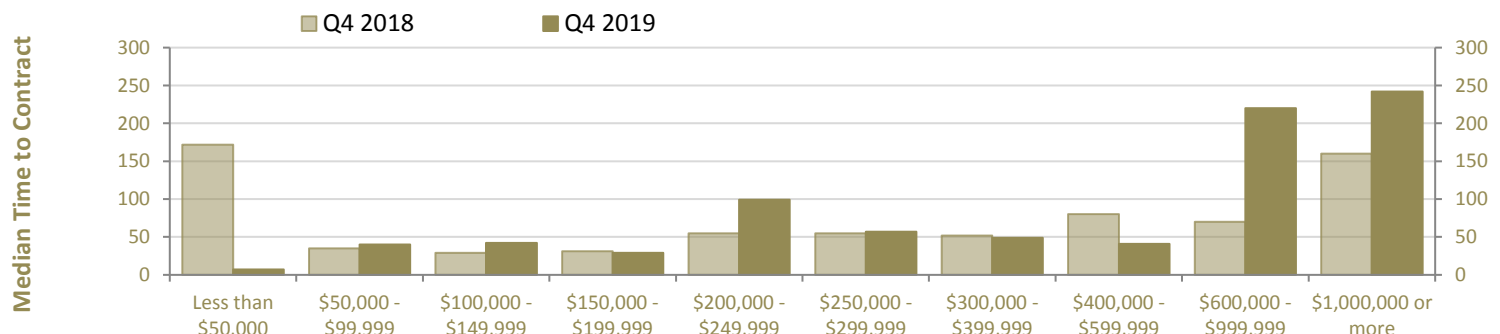


Median Time to Contract by Sale Price

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	7 Days	-95.9%
\$50,000 - \$99,999	40 Days	14.3%
\$100,000 - \$149,999	42 Days	44.8%
\$150,000 - \$199,999	29 Days	-6.5%
\$200,000 - \$249,999	99 Days	80.0%
\$250,000 - \$299,999	57 Days	3.6%
\$300,000 - \$399,999	49 Days	-5.8%
\$400,000 - \$599,999	41 Days	-48.8%
\$600,000 - \$999,999	220 Days	214.3%
\$1,000,000 or more	242 Days	51.3%

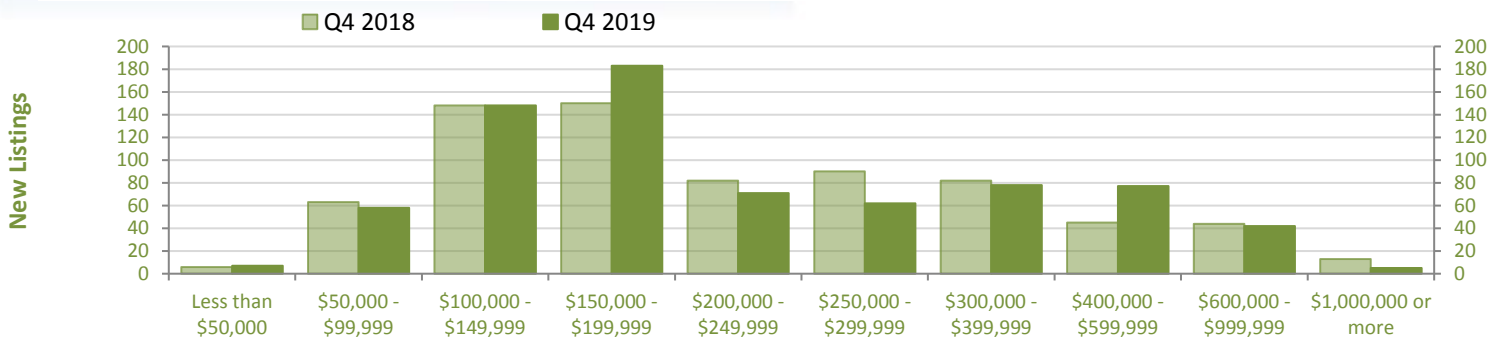


New Listings by Initial Listing Price

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	7	16.7%
\$50,000 - \$99,999	58	-7.9%
\$100,000 - \$149,999	148	0.0%
\$150,000 - \$199,999	183	22.0%
\$200,000 - \$249,999	71	-13.4%
\$250,000 - \$299,999	62	-31.1%
\$300,000 - \$399,999	78	-4.9%
\$400,000 - \$599,999	77	71.1%
\$600,000 - \$999,999	42	-4.5%
\$1,000,000 or more	5	-61.5%

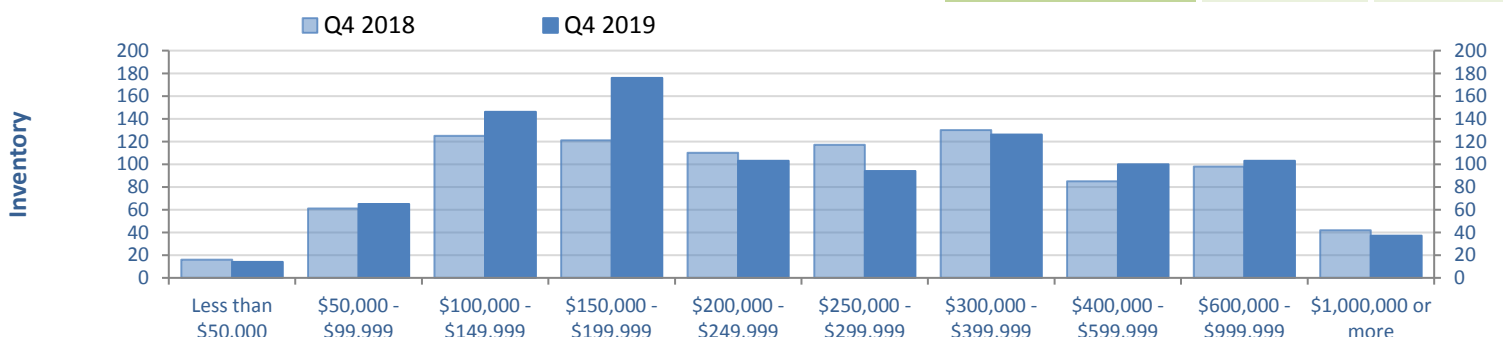


Inventory by Current Listing Price

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.

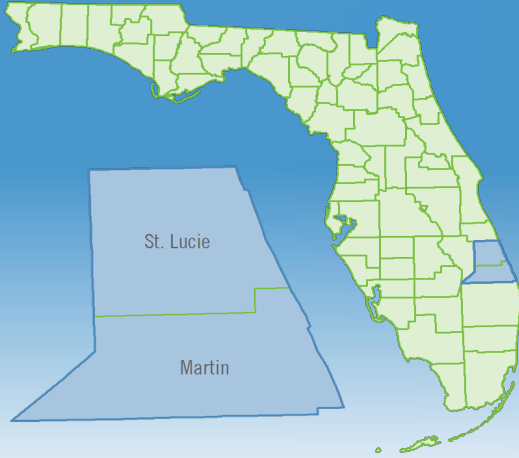
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	14	-12.5%
\$50,000 - \$99,999	65	6.6%
\$100,000 - \$149,999	146	16.8%
\$150,000 - \$199,999	176	45.5%
\$200,000 - \$249,999	103	-6.4%
\$250,000 - \$299,999	94	-19.7%
\$300,000 - \$399,999	126	-3.1%
\$400,000 - \$599,999	100	17.6%
\$600,000 - \$999,999	103	5.1%
\$1,000,000 or more	37	-11.9%



Quarterly Distressed Market - Q4 2019

Townhouses and Condos

Port St. Lucie MSA



		Q4 2019	Q4 2018	Percent Change Year-over-Year
Traditional	Closed Sales	514	481	6.9%
	Median Sale Price	\$164,900	\$163,875	0.6%
Foreclosure/REO	Closed Sales	9	11	-18.2%
	Median Sale Price	\$130,000	\$134,000	-3.0%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$113,000	\$159,625	-29.2%

