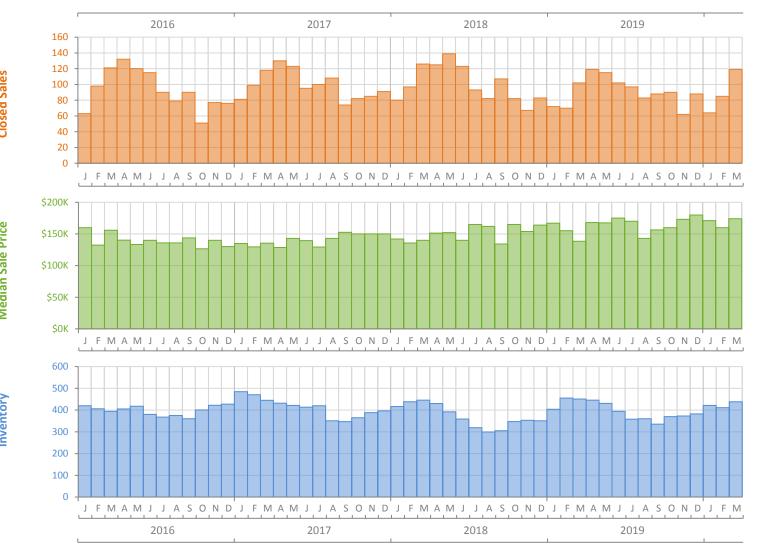
Monthly Market Summary - March 2020 Townhouses and Condos Martin County





| | March 2020 | March 2019 | Percent Change Year-over-Year |
|--|----------------|----------------|----------------------------------|
| Closed Sales | 119 | 102 | 16.7% |
| Paid in Cash | 78 | 61 | 27.9% |
| Median Sale Price | \$174,000 | \$138,500 | 25.6% |
| Average Sale Price | \$255,545 | \$192,785 | 32.6% |
| Dollar Volume | \$30.4 Million | \$19.7 Million | 54.6% |
| Med. Pct. of Orig. List Price Received | 94.6% | 95.1% | -0.5% |
| Median Time to Contract | 39 Days | 33 Days | 18.2% |
| Median Time to Sale | 77 Days | 68 Days | 13.2% |
| New Pending Sales | 89 | 133 | -33.1% |
| New Listings | 145 | 169 | -14.2% |
| Pending Inventory | 145 | 191 | -24.1% |
| Inventory (Active Listings) | 438 | 451 | -2.9% |
| Months Supply of Inventory | 4.7 | 4.7 | 0.0% |



Monthly Distressed Market - March 2020 Townhouses and Condos Martin County





| | | March 2020 | March 2019 | Percent Change Year-over-Year |
|-----------------|-------------------|------------|------------|----------------------------------|
| Traditional | Closed Sales | 117 | 101 | 15.8% |
| | Median Sale Price | \$174,000 | \$139,000 | 25.2% |
| Foreclosure/REO | Closed Sales | 2 | 1 | 100.0% |
| | Median Sale Price | \$276,500 | \$55,000 | 402.7% |
| Short Sale | Closed Sales | 0 | 0 | N/A |
| | Median Sale Price | (No Sales) | (No Sales) | N/A |

2016 2017 2018 2019 ■ Traditional ■ Foreclosure/REO ■ Short Sale 100% 95% **Closed Sales** 90% 85% 80% 75% F M A M J J A S O N D O N D $\mathsf{F} \mathsf{M} \mathsf{A} \mathsf{M} \mathsf{J} \mathsf{J} \mathsf{A} \mathsf{S}$ O N D \$2500K \$2000K Median Sale Price \$1500K \$1000K \$500K \$0K J A S O N D $\mathsf{F} \ \mathsf{M} \ \mathsf{A} \ \mathsf{M} \ \mathsf{J}$ 2016 2017 2018 2019