Yearly Market Detail - 2020
Townhouses and Condos
Palm Beach County
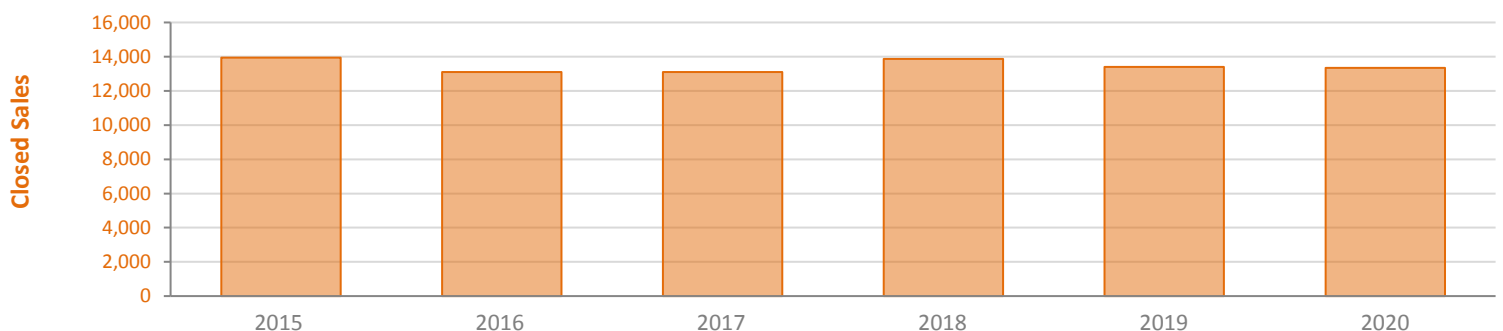
JTHS MIAMI
a Division of
MIAMI REALTORS

Palm Beach

Summary Statistics	2020	2019	Percent Change Year-over-Year
Closed Sales	13,347	13,398	-0.4%
Paid in Cash	7,039	7,547	-6.7%
Median Sale Price	$205,000	$182,000	12.6%
Average Sale Price	$336,637	$308,974	9.0%
Dollar Volume	$4.5 Billion	$4.1 Billion	8.5%
Median Percent of Original List Price Received	94.4%	93.9%	0.5%
Median Time to Contract	49 Days	55 Days	-10.9%
Median Time to Sale	90 Days	95 Days	-5.3%
New Pending Sales	15,691	15,083	4.0%
New Listings	19,706	19,207	2.6%
Pending Inventory	2,285	1,616	41.4%
Inventory (Active Listings)	5,140	5,892	-12.8%
Months Supply of Inventory	4.6	5.3	-13.2%

Closed Sales

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.

Year	Closed Sales	Percent Change Year-over-Year
2020	13,347	-0.4%
2019	13,398	-3.4%
2018	13,866	5.9%
2017	13,098	-0.1%
2016	13,106	-6.0%
2015	13,937	4.6%

Yearly Market Detail - 2020
Townhouses and Condos
Palm Beach County

JTHS MIAMI
a Division of
MIAMI REALTORS

Cash Sales

The number of Closed Sales during the year in which buyers exclusively paid in cash

Year	Cash Sales	Percent Change Year-over-Year
2020	7,039	-6.7%
2019	7,547	-7.6%
2018	8,170	2.8%
2017	7,949	2.7%
2016	7,741	-14.7%
2015	9,078	-3.8%

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.
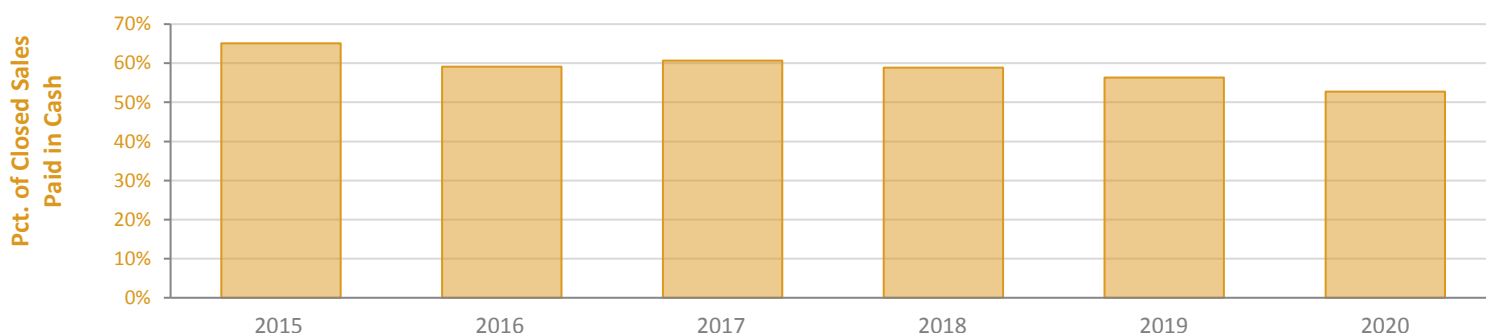

Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year which were Cash Sales

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2020	52.7%	-6.4%
2019	56.3%	-4.4%
2018	58.9%	-3.0%
2017	60.7%	2.7%
2016	59.1%	-9.2%
2015	65.1%	-8.1%

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.
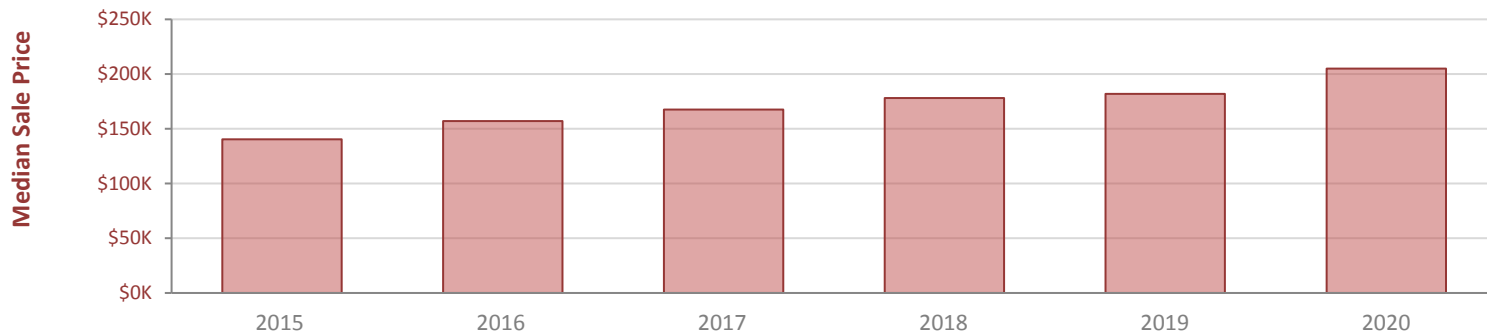
JTHS MIAMI
a Division of
MIAMI REALTORS

Median Sale Price

The median sale price reported for the year (i.e. 50% of sales were above and 50% of sales were below)

Year	Median Sale Price	Percent Change Year-over-Year
2020	$205,000	12.6%
2019	$182,000	2.2%
2018	$178,000	6.3%
2017	$167,500	6.7%
2016	$157,000	11.7%
2015	$140,500	10.6%

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.

## Average Sale Price

The average sale price reported for the year (i.e. total sales in dollars divided by the number of sales)

Year	Average Sale Price	Percent Change Year-over-Year
2020	$336,637	9.0%
2019	$308,974	9.7%
2018	$281,712	9.7%
2017	$256,785	7.3%
2016	$239,246	2.8%
2015	$232,752	8.6%

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.
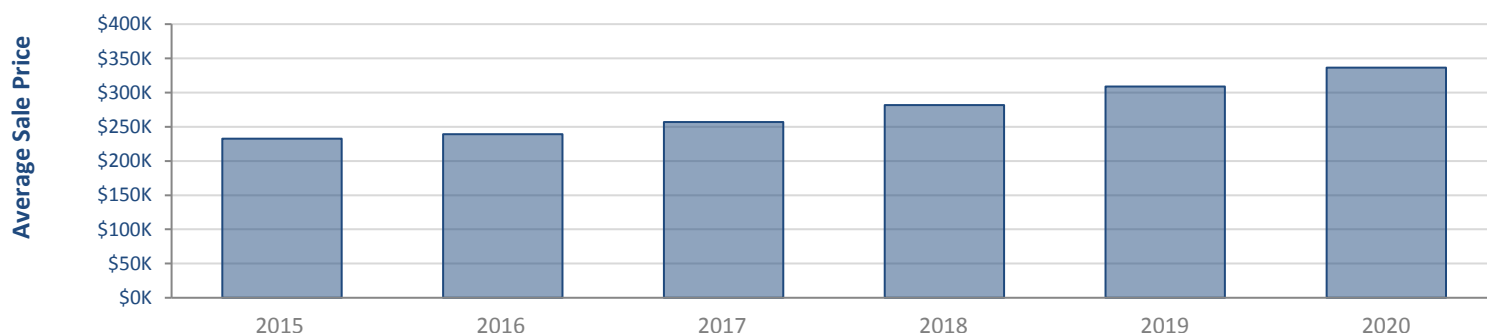
Dollar Volume

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
2020	$4.5 Billion	8.5%
2019	$4.1 Billion	6.0%
2018	$3.9 Billion	16.1%
2017	$3.4 Billion	7.3%
2016	$3.1 Billion	-3.3%
2015	$3.2 Billion	13.5%
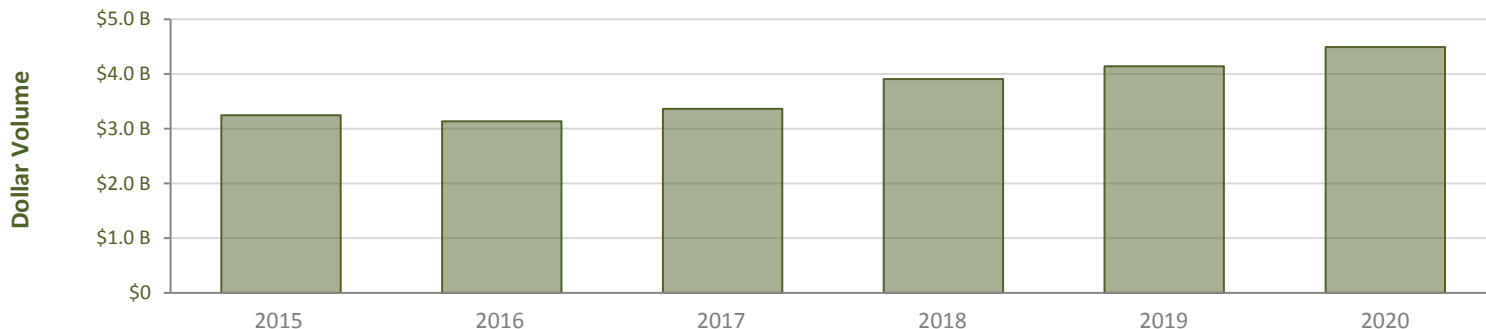
Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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
2020	94.4%	0.5%
2019	93.9%	-0.1%
2018	94.0%	0.4%
2017	93.6%	0.0%
2016	93.6%	0.2%
2015	93.4%	0.4%

JTHS MIAMI
a Division of
MIAMI REALTORS
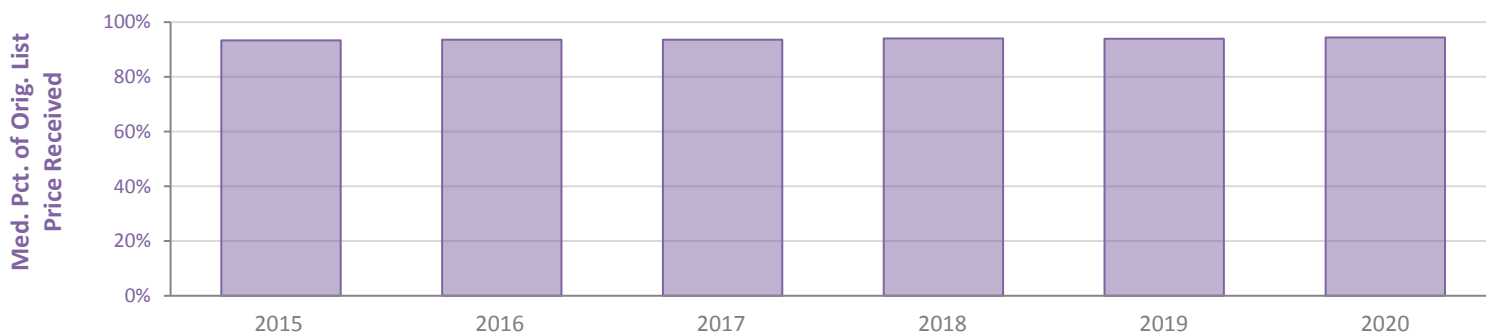
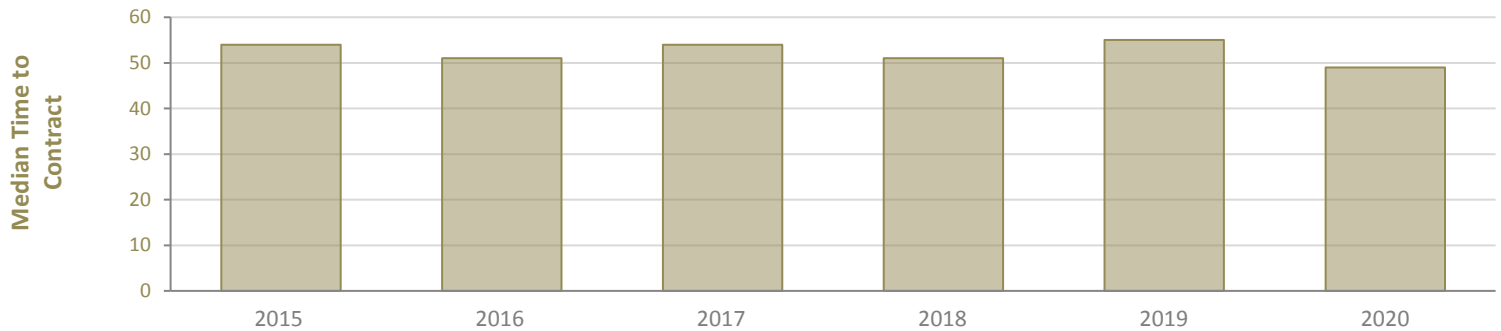# Median Time to Contract

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
2020	49 Days	-10.9%
2019	55 Days	7.8%
2018	51 Days	-5.6%
2017	54 Days	5.9%
2016	51 Days	-5.6%
2015	54 Days	-12.9%

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
2020	90 Days	-5.3%
2019	95 Days	3.3%
2018	92 Days	-4.2%
2017	96 Days	0.0%
2016	96 Days	-2.0%
2015	98 Days	-1.0%
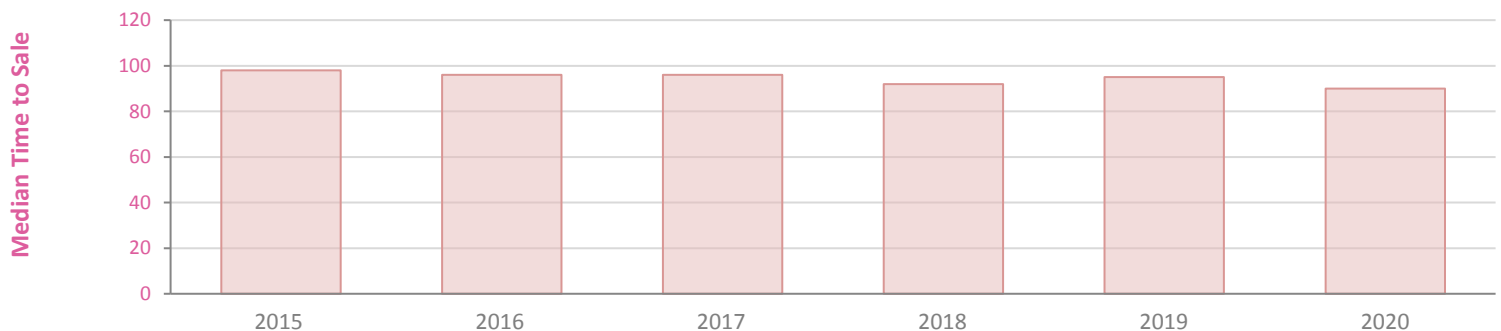
New Pending Sales

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.

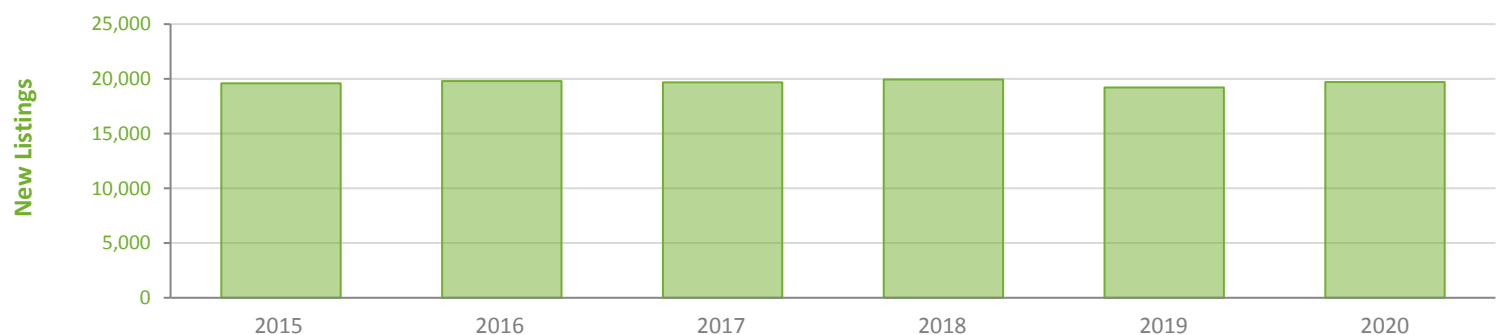| Year	New Pending Sales	Percent Change Year-over-Year
2020	15,691	4.0%
2019	15,083	-2.4%
2018	15,452	1.9%
2017	15,162	0.0%
2016	15,166	-7.7%
2015	16,431	-7.4%
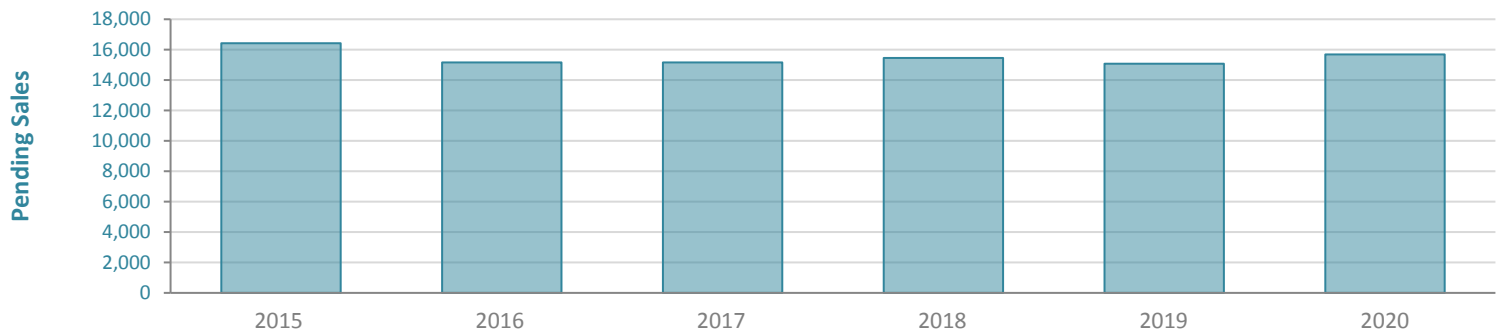
New Listings

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
2020	19,706	2.6%
2019	19,207	-3.7%
2018	19,953	1.4%
2017	19,687	-0.6%
2016	19,797	1.1%
2015	19,589	-1.1%

JTHS MIAMI
a Division of
MIAMI REALTORS

Inventory (Active Listings)

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

Year	Inventory	Percent Change Year-over-Year
2020	5,140	-12.8%
2019	5,892	-5.2%
2018	6,215	-1.8%
2017	6,327	2.0%
2016	6,205	6.1%
2015	5,851	-1.8%

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.
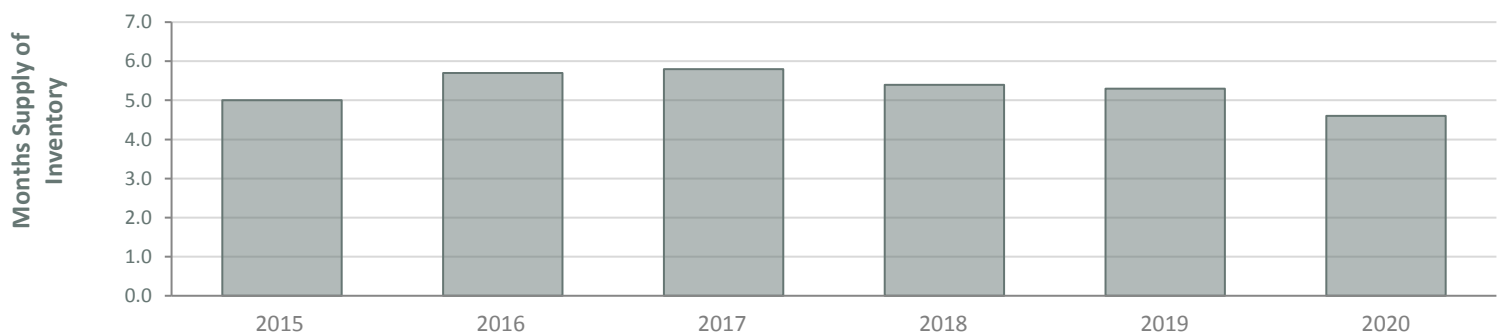

Months Supply of Inventory (Year-End)

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Year	Months Supply	Percent Change Year-over-Year
2020	4.6	-13.2%
2019	5.3	-1.9%
2018	5.4	-6.9%
2017	5.8	1.8%
2016	5.7	14.0%
2015	5.0	-7.4%

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.

JTHS MIAMI
a Division of
MIAMI REALTORS

Closed Sales by Sale Price

The number of sales transactions which closed during the year

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $50,000	392	-34.1%
$50,000 - $99,999	1,696	-19.1%
$100,000 - $149,999	2,056	-12.9%
$150,000 - $199,999	2,281	-2.8%
$200,000 - $249,999	1,887	7.6%
$250,000 - $299,999	1,344	16.4%
$300,000 - $399,999	1,378	15.1%
$400,000 - $599,999	1,045	18.8%
$600,000 - $999,999	640	19.6%
$1,000,000 or more	628	31.7%

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.
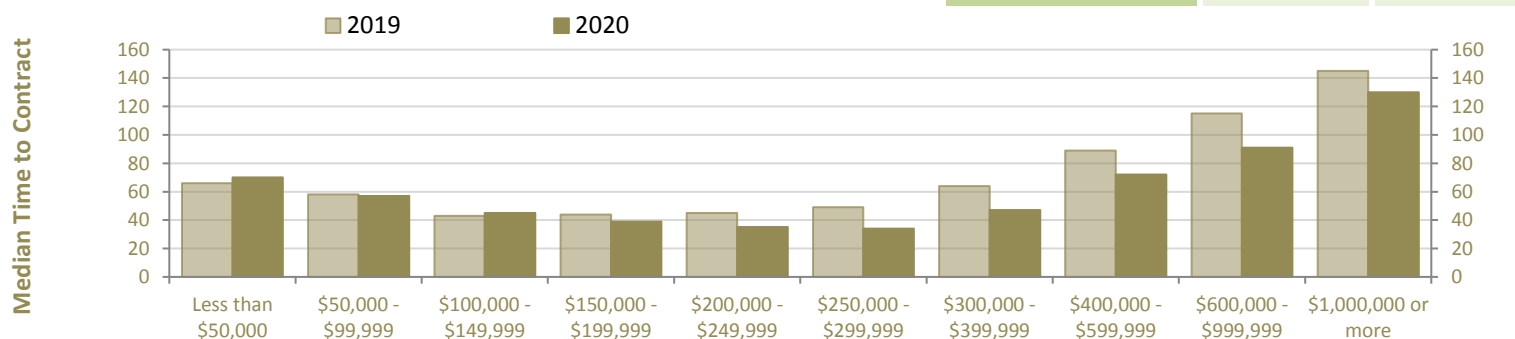

Median Time to Contract by Sale Price

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

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $50,000	70 Days	6.1%
$50,000 - $99,999	57 Days	-1.7%
$100,000 - $149,999	45 Days	4.7%
$150,000 - $199,999	39 Days	-11.4%
$200,000 - $249,999	35 Days	-22.2%
$250,000 - $299,999	34 Days	-30.6%
$300,000 - $399,999	47 Days	-26.6%
$400,000 - $599,999	72 Days	-19.1%
$600,000 - $999,999	91 Days	-20.9%
$1,000,000 or more	130 Days	-10.3%

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.

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	355	-30.3%
$50,000 - $99,999	2,381	-11.1%
$100,000 - $149,999	2,898	-5.0%
$150,000 - $199,999	3,292	1.0%
$200,000 - $249,999	2,651	4.5%
$250,000 - $299,999	2,016	14.3%
$300,000 - $399,999	2,078	10.5%
$400,000 - $599,999	1,729	14.7%
$600,000 - $999,999	1,089	12.8%
$1,000,000 or more	1,217	15.4%

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	112	-24.3%
$50,000 - $99,999	686	-0.1%
$100,000 - $149,999	700	-4.4%
$150,000 - $199,999	699	-11.3%
$200,000 - $249,999	500	-15.3%
$250,000 - $299,999	404	-20.9%
$300,000 - $399,999	443	-23.5%
$400,000 - $599,999	545	-15.1%
$600,000 - $999,999	404	-18.5%
$1,000,000 or more	647	-10.0%
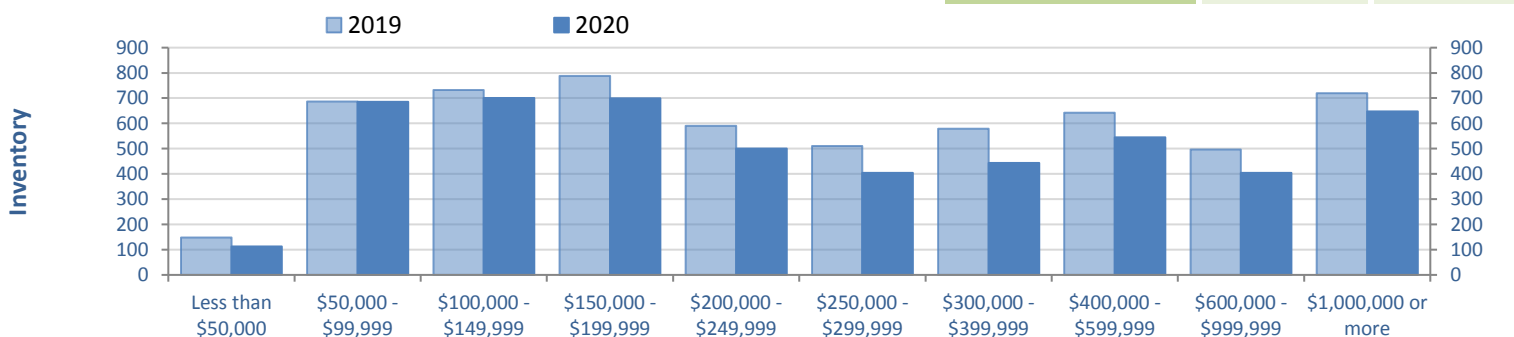
Yearly Distressed Market - 2020
Townhouses and Condos
Palm Beach County

JTHS MIAMI a Division of **MIAMI REALTORS**

		2020	2019	Percent Change Year-over-Year
Traditional	Closed Sales	13,105	13,046	0.5%
	Median Sale Price	$208,000	$184,000	13.0%
Foreclosure/REO	Closed Sales	219	314	-30.3%
	Median Sale Price	$135,007	$130,000	3.9%
Short Sale	Closed Sales	23	38	-39.5%
	Median Sale Price	$182,000	$155,000	17.4%

Palm Beach