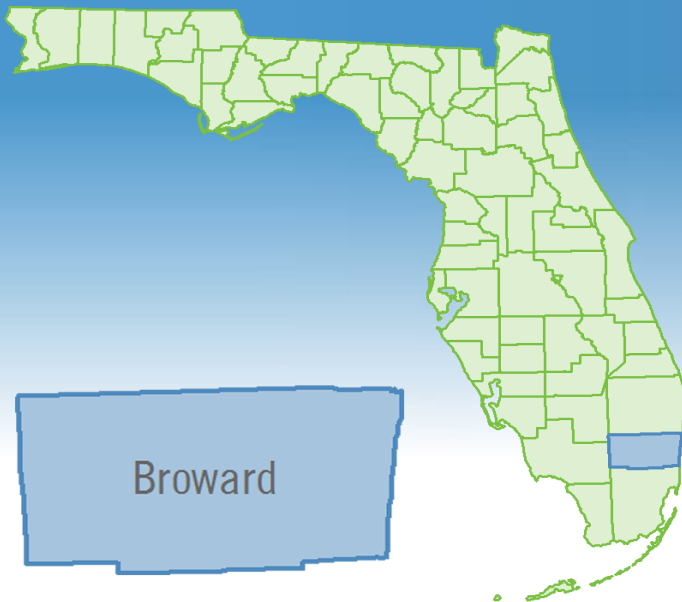


# Monthly Market Detail - December 2021

## Townhouses and Condos

### Broward County



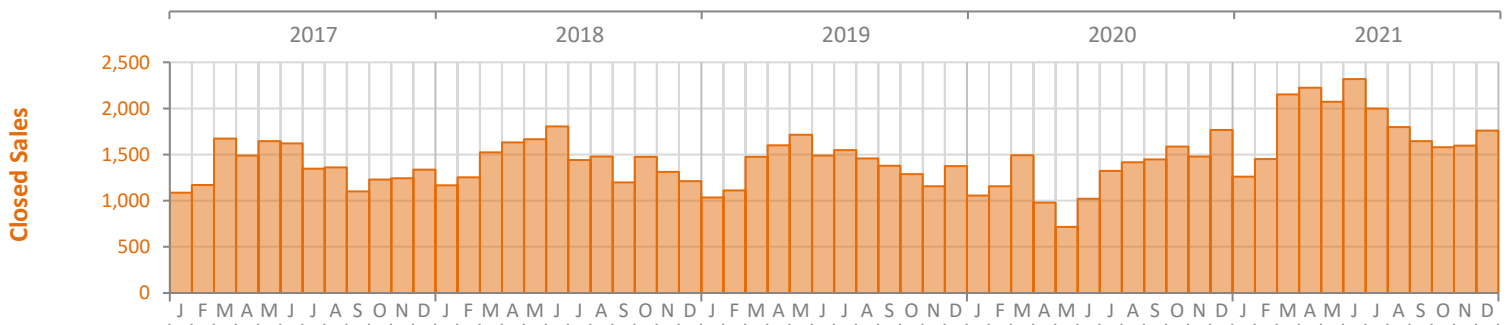
Summary Statistics	December 2021	December 2020	Percent Change Year-over-Year
Closed Sales	1,761	1,768	-0.4%
Paid in Cash	946	798	18.5%
Median Sale Price	\$236,000	\$200,000	18.0%
Average Sale Price	\$314,365	\$265,197	18.5%
Dollar Volume	\$553.6 Million	\$468.9 Million	18.1%
Median Percent of Original List Price Received	98.2%	94.9%	3.5%
Median Time to Contract	22 Days	45 Days	-51.1%
Median Time to Sale	64 Days	87 Days	-26.4%
New Pending Sales	1,715	1,660	3.3%
New Listings	1,573	1,723	-8.7%
Pending Inventory	2,952	2,810	5.1%
Inventory (Active Listings)	3,010	7,155	-57.9%
Months Supply of Inventory	1.7	5.6	-69.6%

## 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	21,858	41.6%
<b>December 2021</b>	<b>1,761</b>	<b>-0.4%</b>
November 2021	1,596	7.8%
October 2021	1,581	-0.3%
September 2021	1,647	13.7%
August 2021	1,797	26.8%
July 2021	1,999	51.0%
June 2021	2,318	127.3%
May 2021	2,071	189.7%
April 2021	2,224	126.9%
March 2021	2,151	44.1%
February 2021	1,451	25.6%
January 2021	1,262	19.6%
December 2020	1,768	28.5%



# Monthly Market Detail - December 2021

## Townhouses and Condos

### Broward County

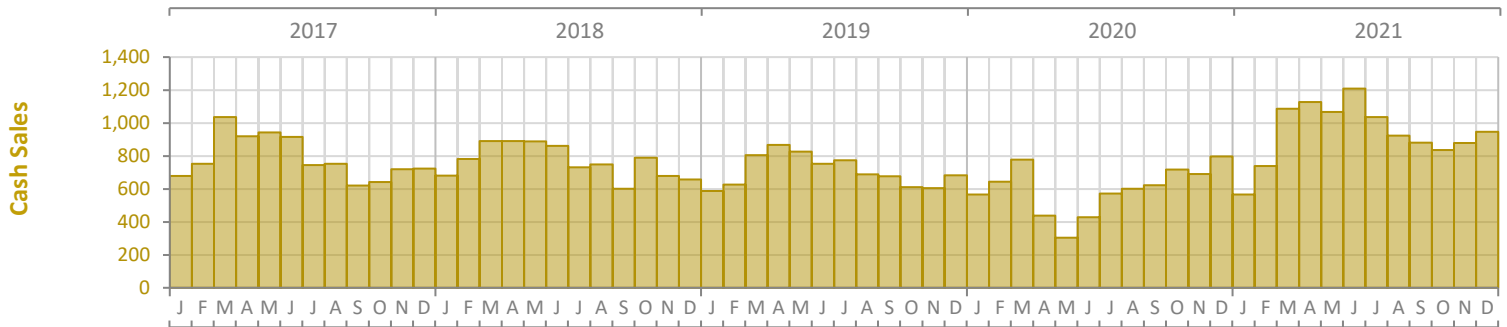


## Cash Sales

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	11,298	57.9%
<b>December 2021</b>	<b>946</b>	<b>18.5%</b>
November 2021	878	27.2%
October 2021	837	16.7%
September 2021	881	41.4%
August 2021	923	53.6%
July 2021	1,037	81.6%
June 2021	1,209	182.5%
May 2021	1,068	251.3%
April 2021	1,127	157.3%
March 2021	1,087	39.7%
February 2021	739	14.9%
January 2021	566	0.0%
December 2020	798	17.0%

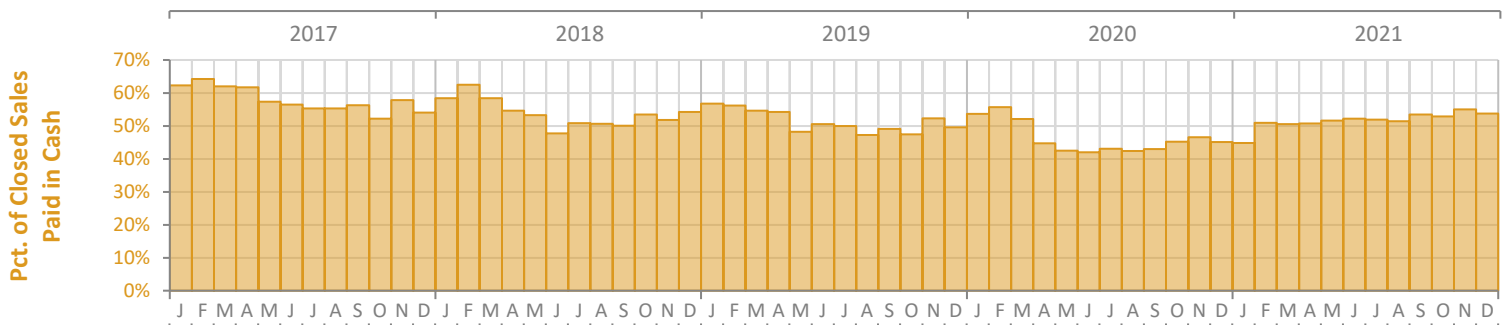


## Cash Sales as a Percentage of Closed Sales

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	51.7%	11.4%
<b>December 2021</b>	<b>53.7%</b>	<b>19.1%</b>
November 2021	55.0%	18.0%
October 2021	52.9%	17.0%
September 2021	53.5%	24.4%
August 2021	51.4%	21.2%
July 2021	51.9%	20.4%
June 2021	52.2%	24.3%
May 2021	51.6%	21.4%
April 2021	50.7%	13.4%
March 2021	50.5%	-3.1%
February 2021	50.9%	-8.6%
January 2021	44.8%	-16.4%
December 2020	45.1%	-9.1%



# Monthly Market Detail - December 2021

## Townhouses and Condos

### Broward County

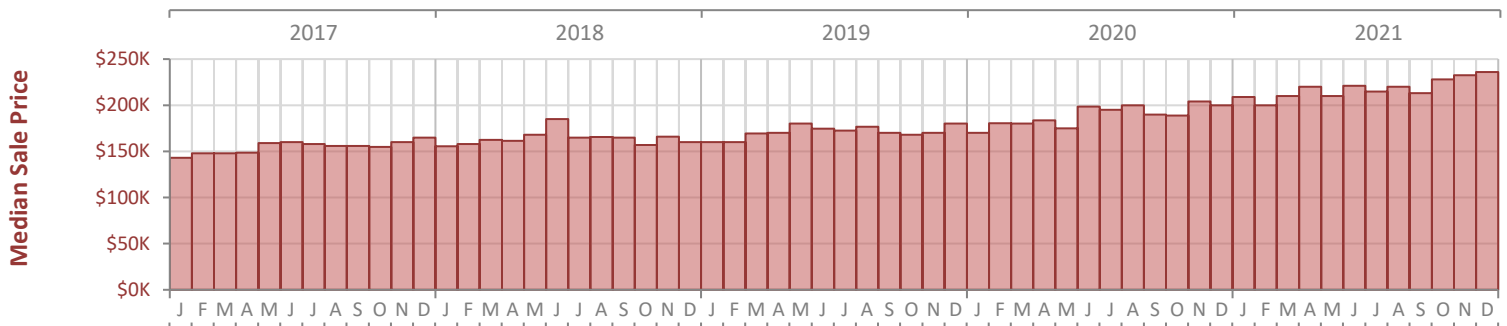


## Median Sale Price

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	\$217,500	15.1%
<b>December 2021</b>	<b>\$236,000</b>	<b>18.0%</b>
November 2021	\$232,500	14.0%
October 2021	\$227,950	20.6%
September 2021	\$213,000	12.1%
August 2021	\$220,000	10.1%
July 2021	\$215,000	10.3%
June 2021	\$221,000	11.3%
May 2021	\$210,000	20.0%
April 2021	\$220,000	19.9%
March 2021	\$210,000	16.7%
February 2021	\$200,000	10.8%
January 2021	\$209,000	22.9%
December 2020	\$200,000	11.1%

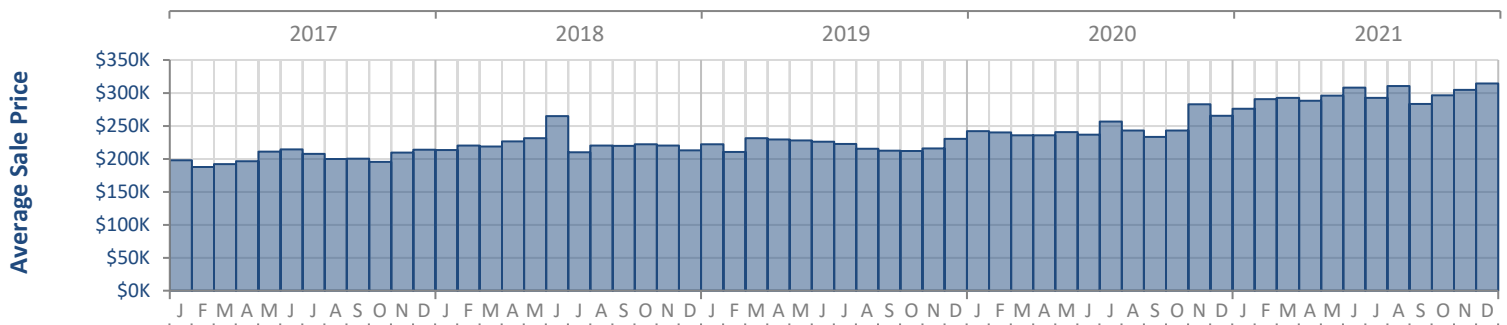


## Average Sale Price

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	\$296,632	19.8%
<b>December 2021</b>	<b>\$314,365</b>	<b>18.5%</b>
November 2021	\$304,886	7.7%
October 2021	\$296,615	22.0%
September 2021	\$283,241	21.5%
August 2021	\$310,329	27.7%
July 2021	\$292,311	14.0%
June 2021	\$307,951	30.2%
May 2021	\$296,156	23.0%
April 2021	\$287,920	22.0%
March 2021	\$292,386	23.9%
February 2021	\$290,581	21.0%
January 2021	\$275,826	13.9%
December 2020	\$265,197	15.2%



# Monthly Market Detail - December 2021

## Townhouses and Condos

### Broward County

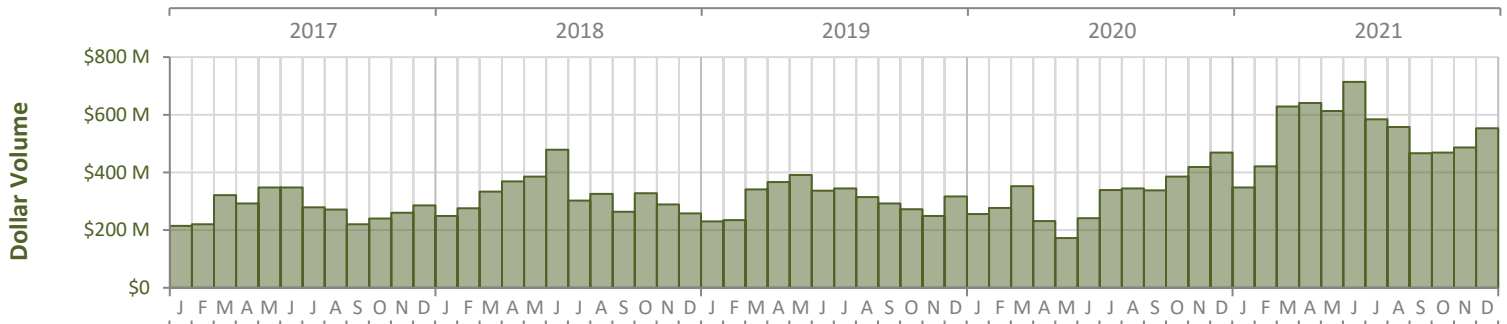


## Dollar Volume

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	\$6.5 Billion	69.5%
<b>December 2021</b>	<b>\$553.6 Million</b>	<b>18.1%</b>
November 2021	\$486.6 Million	16.2%
October 2021	\$468.9 Million	21.7%
September 2021	\$466.5 Million	38.1%
August 2021	\$557.7 Million	61.9%
July 2021	\$584.3 Million	72.1%
June 2021	\$713.8 Million	195.8%
May 2021	\$613.3 Million	256.2%
April 2021	\$640.3 Million	177.0%
March 2021	\$628.9 Million	78.6%
February 2021	\$421.6 Million	52.1%
January 2021	\$348.1 Million	36.2%
December 2020	\$468.9 Million	48.0%

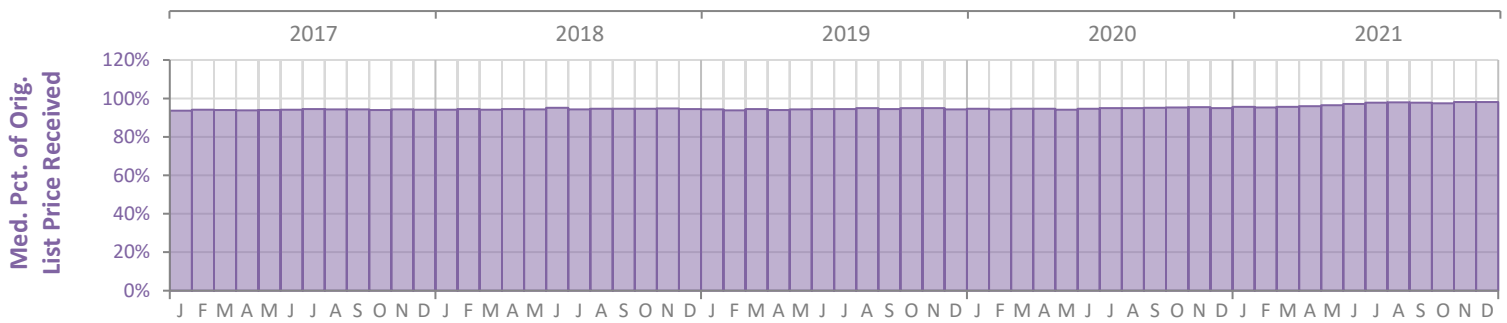


## Median Percent of Original List Price Received

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	96.9%	2.1%
<b>December 2021</b>	<b>98.2%</b>	<b>3.5%</b>
November 2021	98.2%	2.9%
October 2021	97.5%	2.3%
September 2021	97.8%	2.7%
August 2021	97.9%	3.1%
July 2021	97.8%	2.9%
June 2021	97.1%	2.6%
May 2021	96.4%	2.4%
April 2021	96.0%	1.4%
March 2021	95.7%	1.2%
February 2021	95.3%	1.1%
January 2021	95.7%	1.2%
December 2020	94.9%	0.6%

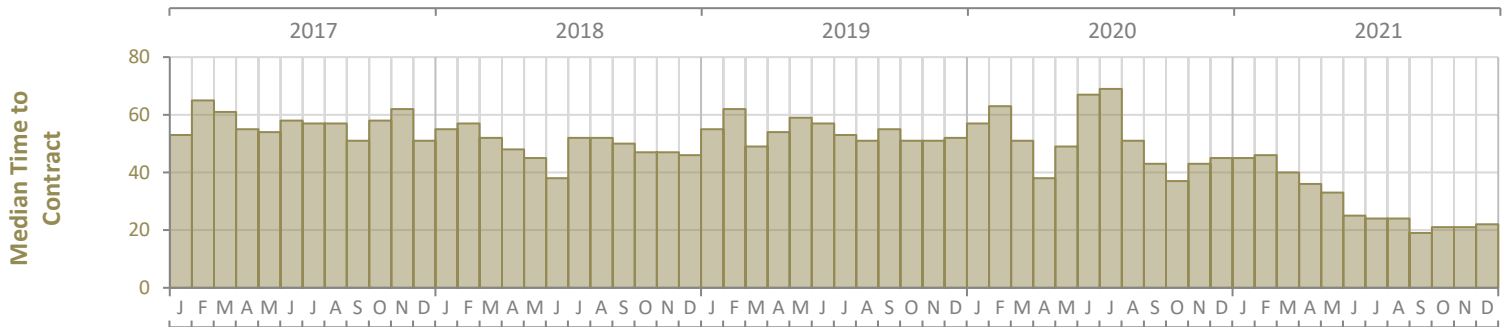


## Median Time to Contract

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	30 Days	-42.3%
<b>December 2021</b>	<b>22 Days</b>	<b>-51.1%</b>
November 2021	21 Days	-51.2%
October 2021	21 Days	-43.2%
September 2021	19 Days	-55.8%
August 2021	24 Days	-52.9%
July 2021	24 Days	-65.2%
June 2021	25 Days	-62.7%
May 2021	33 Days	-32.7%
April 2021	36 Days	-5.3%
March 2021	40 Days	-21.6%
February 2021	46 Days	-27.0%
January 2021	45 Days	-21.1%
December 2020	45 Days	-13.5%

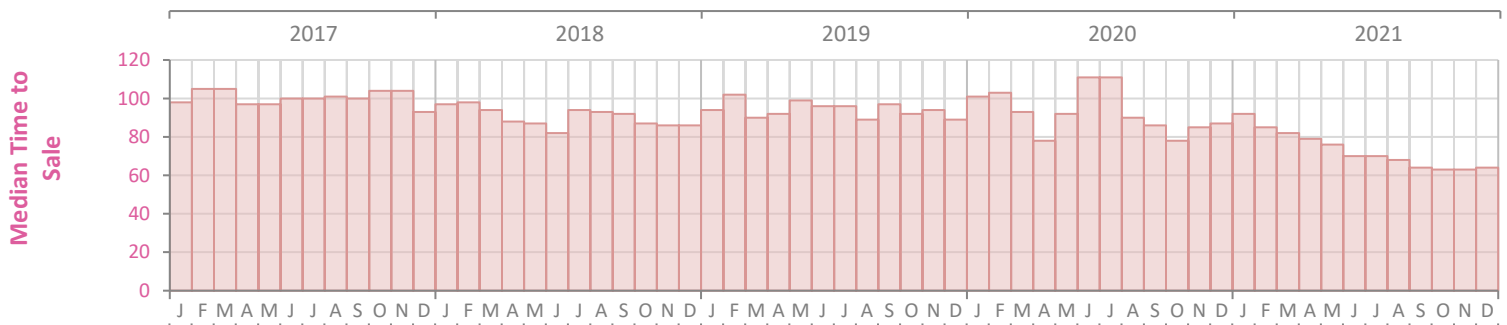


## Median Time to Sale

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	74 Days	-21.3%
<b>December 2021</b>	<b>64 Days</b>	<b>-26.4%</b>
November 2021	63 Days	-25.9%
October 2021	63 Days	-19.2%
September 2021	64 Days	-25.6%
August 2021	68 Days	-24.4%
July 2021	70 Days	-36.9%
June 2021	70 Days	-36.9%
May 2021	76 Days	-17.4%
April 2021	79 Days	1.3%
March 2021	82 Days	-11.8%
February 2021	85 Days	-17.5%
January 2021	92 Days	-8.9%
December 2020	87 Days	-2.2%



# Monthly Market Detail - December 2021

## Townhouses and Condos

### Broward County

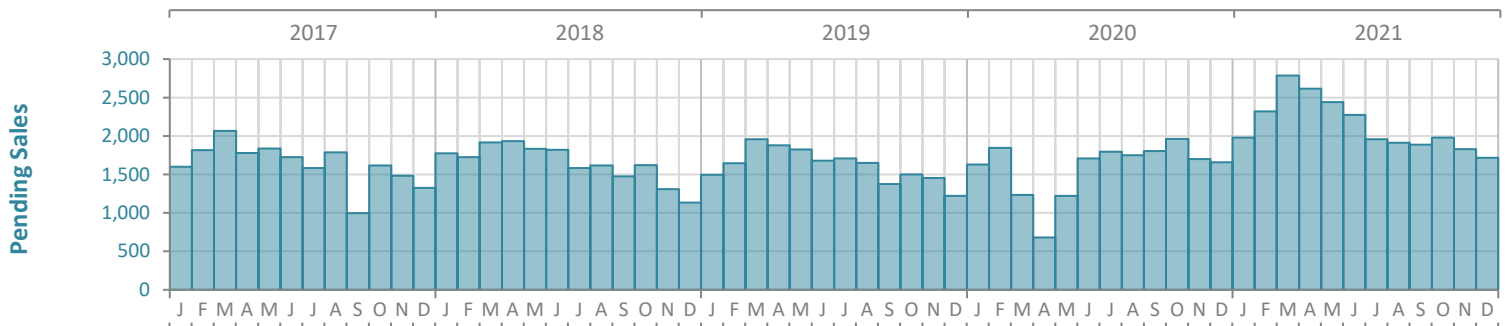


## New Pending Sales

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	25,696	35.3%
<b>December 2021</b>	<b>1,715</b>	<b>3.3%</b>
November 2021	1,831	7.8%
October 2021	1,977	0.8%
September 2021	1,889	4.7%
August 2021	1,912	9.1%
July 2021	1,960	9.1%
June 2021	2,274	33.1%
May 2021	2,441	99.8%
April 2021	2,615	284.6%
March 2021	2,785	125.5%
February 2021	2,318	25.6%
January 2021	1,979	21.5%
December 2020	1,660	36.1%

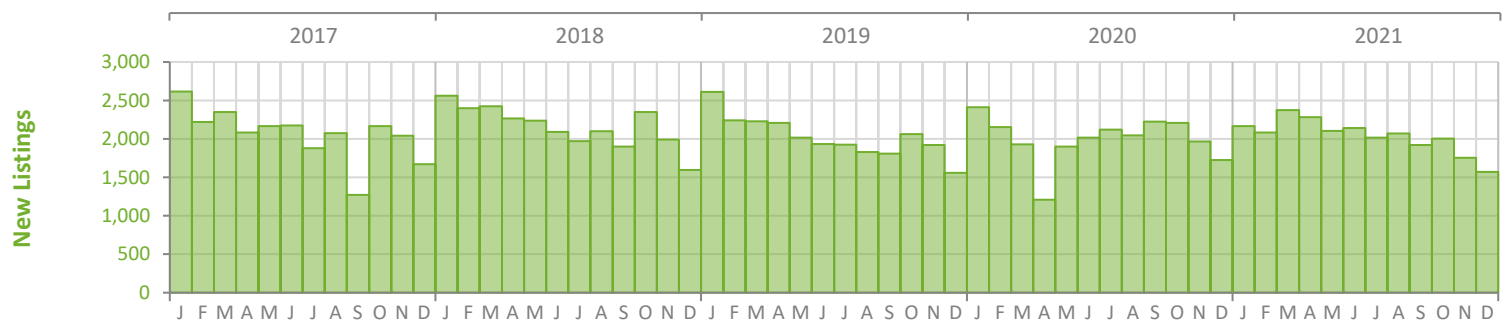


## New Listings

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	24,487	2.4%
<b>December 2021</b>	<b>1,573</b>	<b>-8.7%</b>
November 2021	1,755	-10.8%
October 2021	2,003	-9.2%
September 2021	1,921	-13.7%
August 2021	2,069	1.1%
July 2021	2,017	-4.8%
June 2021	2,143	6.2%
May 2021	2,105	10.7%
April 2021	2,282	88.4%
March 2021	2,373	23.1%
February 2021	2,081	-3.3%
January 2021	2,165	-10.2%
December 2020	1,723	10.4%





# Monthly Market Detail - December 2021

## Townhouses and Condos

### Broward County

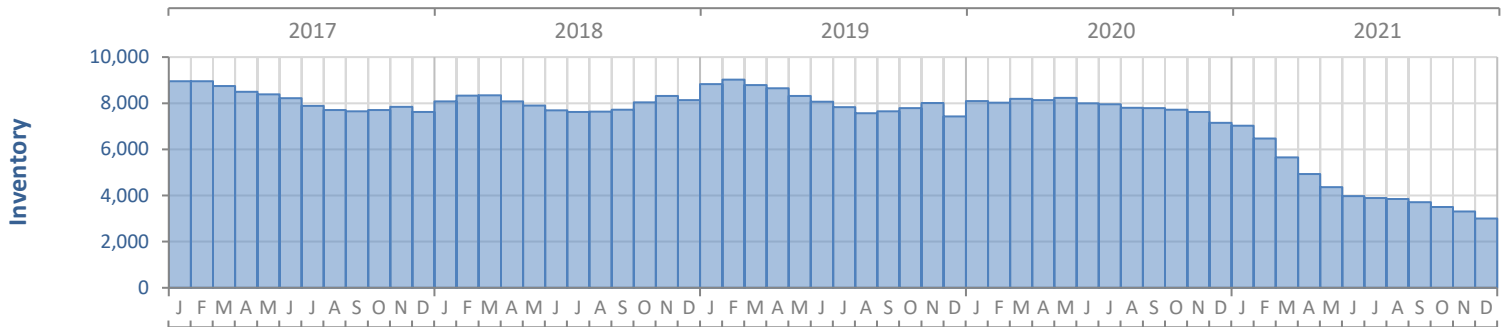


## Inventory (Active Listings)

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)	4,473	-43.3%
<b>December 2021</b>	<b>3,010</b>	<b>-57.9%</b>
November 2021	3,307	-56.6%
October 2021	3,503	-54.6%
September 2021	3,712	-52.3%
August 2021	3,845	-50.7%
July 2021	3,898	-51.0%
June 2021	3,972	-50.4%
May 2021	4,361	-47.0%
April 2021	4,927	-39.4%
March 2021	5,658	-30.9%
February 2021	6,466	-19.4%
January 2021	7,021	-13.3%
December 2020	7,155	-3.8%

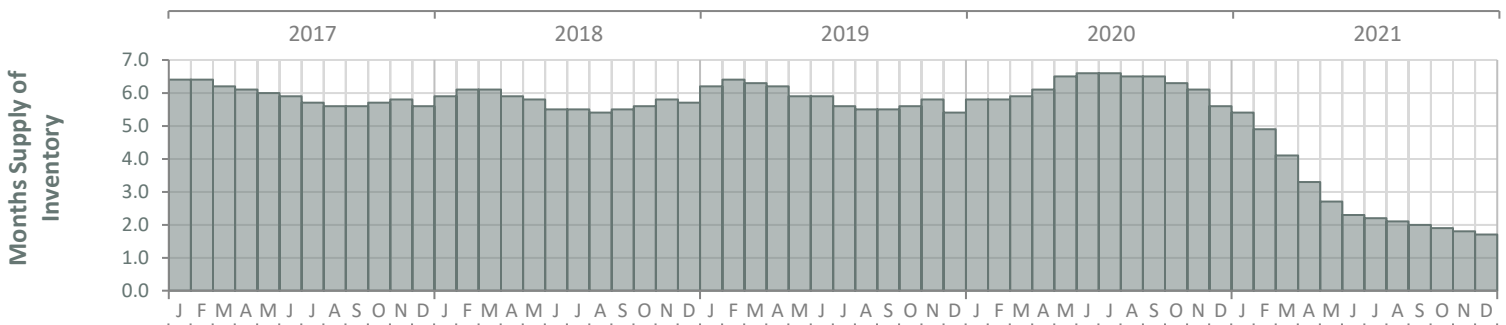


## Months Supply of Inventory

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)	2.9	-53.2%
<b>December 2021</b>	<b>1.7</b>	<b>-69.6%</b>
November 2021	1.8	-70.5%
October 2021	1.9	-69.8%
September 2021	2.0	-69.2%
August 2021	2.1	-67.7%
July 2021	2.2	-66.7%
June 2021	2.3	-65.2%
May 2021	2.7	-58.5%
April 2021	3.3	-45.9%
March 2021	4.1	-30.5%
February 2021	4.9	-15.5%
January 2021	5.4	-6.9%
December 2020	5.6	3.7%



## 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	6	-66.7%
\$50,000 - \$99,999	160	-30.7%
\$100,000 - \$149,999	246	-26.1%
\$150,000 - \$199,999	296	1.0%
\$200,000 - \$249,999	228	7.0%
\$250,000 - \$299,999	210	-4.1%
\$300,000 - \$399,999	269	15.0%
\$400,000 - \$599,999	207	76.9%
\$600,000 - \$999,999	93	34.8%
\$1,000,000 or more	46	12.2%

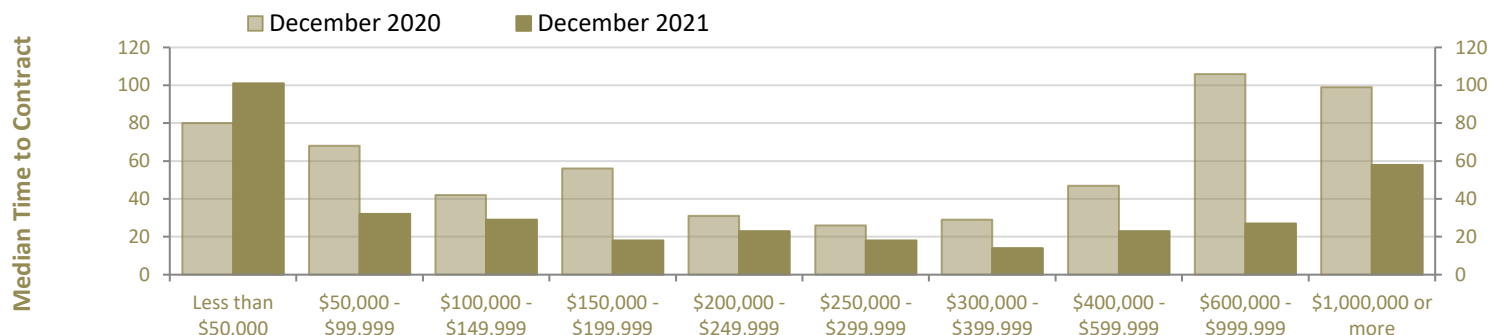


## Median Time to Contract by Sale Price

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	101 Days	26.3%
\$50,000 - \$99,999	32 Days	-52.9%
\$100,000 - \$149,999	29 Days	-31.0%
\$150,000 - \$199,999	18 Days	-67.9%
\$200,000 - \$249,999	23 Days	-25.8%
\$250,000 - \$299,999	18 Days	-30.8%
\$300,000 - \$399,999	14 Days	-51.7%
\$400,000 - \$599,999	23 Days	-51.1%
\$600,000 - \$999,999	27 Days	-74.5%
\$1,000,000 or more	58 Days	-41.4%





## 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	-46.2%
\$50,000 - \$99,999	135	-34.5%
\$100,000 - \$149,999	264	-10.8%
\$150,000 - \$199,999	292	7.0%
\$200,000 - \$249,999	199	-7.9%
\$250,000 - \$299,999	171	-17.8%
\$300,000 - \$399,999	211	-7.9%
\$400,000 - \$599,999	159	11.2%
\$600,000 - \$999,999	76	-12.6%
\$1,000,000 or more	59	13.5%

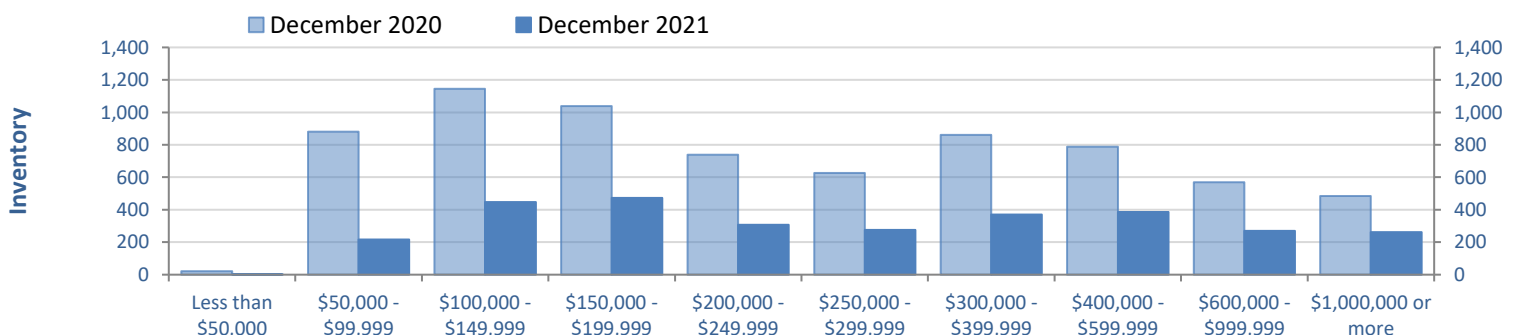


## Inventory by Current Listing Price

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.

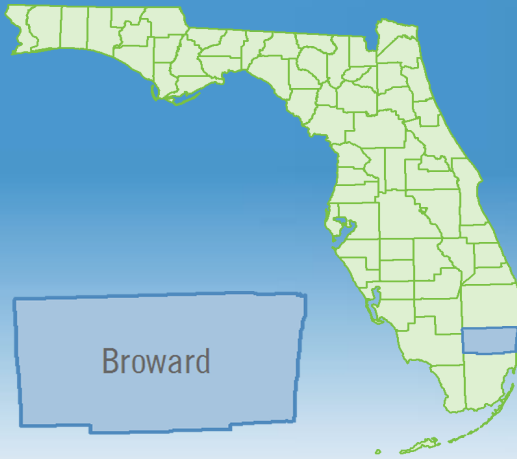
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-95.2%
\$50,000 - \$99,999	216	-75.5%
\$100,000 - \$149,999	447	-61.0%
\$150,000 - \$199,999	473	-54.5%
\$200,000 - \$249,999	308	-58.3%
\$250,000 - \$299,999	276	-56.0%
\$300,000 - \$399,999	370	-57.1%
\$400,000 - \$599,999	387	-50.9%
\$600,000 - \$999,999	270	-52.5%
\$1,000,000 or more	262	-46.0%



# Monthly Distressed Market - December 2021

## Townhouses and Condos

### Broward County



		December 2021	December 2020	Percent Change Year-over-Year
Traditional	Closed Sales	1,745	1,745	0.0%
	Median Sale Price	\$237,500	\$200,000	18.8%
Foreclosure/REO	Closed Sales	13	18	-27.8%
	Median Sale Price	\$195,100	\$200,000	-2.5%
Short Sale	Closed Sales	3	5	-40.0%
	Median Sale Price	\$195,000	\$242,500	-19.6%

