

Quarterly Market Detail - Q4 2021

Townhouses and Condos

Palm Beach County



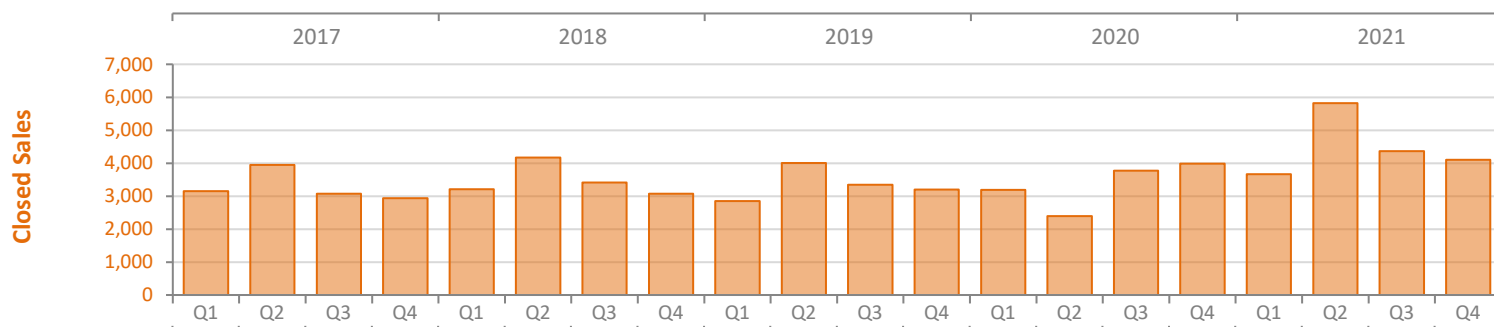
Summary Statistics	Q4 2021	Q4 2020	Percent Change Year-over-Year
Closed Sales	4,101	3,987	2.9%
Paid in Cash	2,424	2,069	17.2%
Median Sale Price	\$253,000	\$220,000	15.0%
Average Sale Price	\$408,145	\$358,282	13.9%
Dollar Volume	\$1.7 Billion	\$1.4 Billion	17.2%
Median Percent of Original List Price Received	98.4%	94.9%	3.7%
Median Time to Contract	15 Days	43 Days	-65.1%
Median Time to Sale	56 Days	85 Days	-34.1%
New Pending Sales	4,271	4,264	0.2%
New Listings	4,345	4,849	-10.4%
Pending Inventory	2,054	2,285	-10.1%
Inventory (Active Listings)	1,765	5,140	-65.7%
Months Supply of Inventory	1.2	4.6	-73.9%

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	17,952	34.5%
Q4 2021	4,101	2.9%
Q3 2021	4,369	15.8%
Q2 2021	5,817	142.9%
Q1 2021	3,665	14.8%
Q4 2020	3,987	24.8%
Q3 2020	3,773	12.7%
Q2 2020	2,395	-40.2%
Q1 2020	3,192	12.0%
Q4 2019	3,195	4.1%
Q3 2019	3,349	-1.8%
Q2 2019	4,003	-4.1%
Q1 2019	2,851	-11.2%
Q4 2018	3,070	4.6%

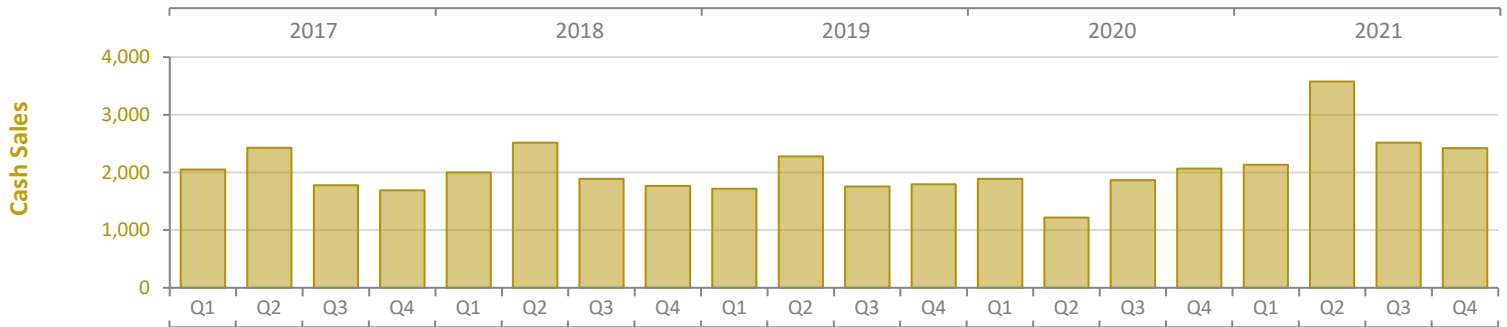


Cash Sales

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	10,652	51.3%
Q4 2021	2,424	17.2%
Q3 2021	2,518	34.9%
Q2 2021	3,576	193.8%
Q1 2021	2,134	13.1%
Q4 2020	2,069	15.4%
Q3 2020	1,866	6.2%
Q2 2020	1,217	-46.6%
Q1 2020	1,887	9.8%
Q4 2019	1,793	1.4%
Q3 2019	1,757	-7.0%
Q2 2019	2,279	-9.3%
Q1 2019	1,718	-14.0%
Q4 2018	1,769	4.6%

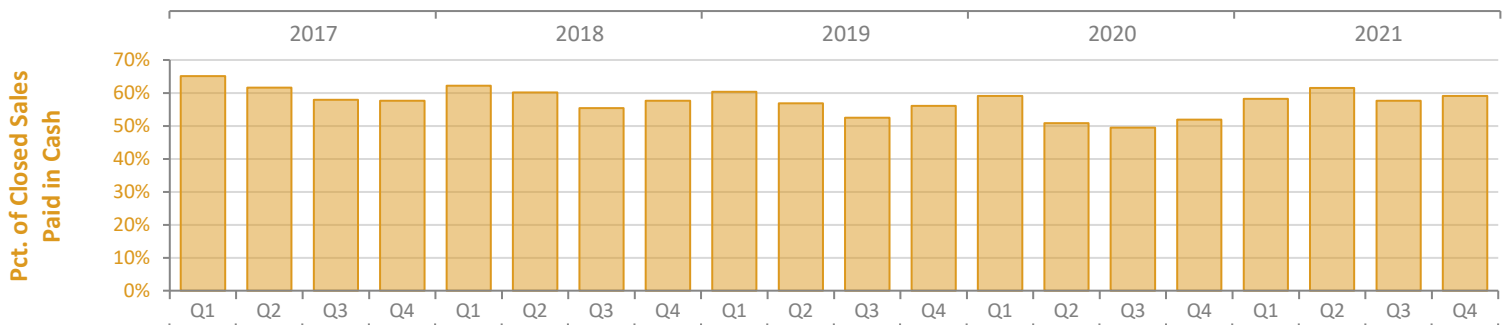


Cash Sales as a Percentage of Closed Sales

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	59.3%	12.5%
Q4 2021	59.1%	13.9%
Q3 2021	57.6%	16.4%
Q2 2021	61.5%	21.1%
Q1 2021	58.2%	-1.5%
Q4 2020	51.9%	-7.5%
Q3 2020	49.5%	-5.7%
Q2 2020	50.8%	-10.7%
Q1 2020	59.1%	-2.0%
Q4 2019	56.1%	-2.6%
Q3 2019	52.5%	-5.2%
Q2 2019	56.9%	-5.5%
Q1 2019	60.3%	-3.1%
Q4 2018	57.6%	0.0%

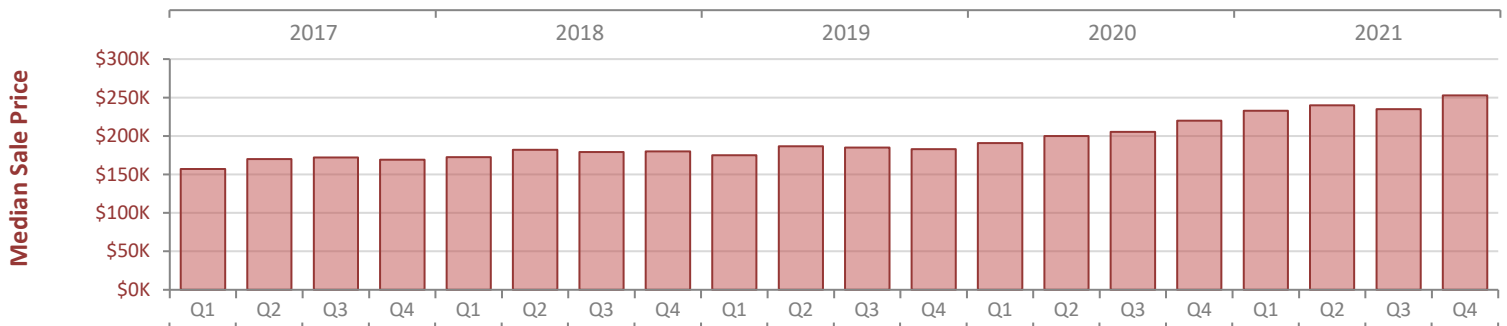


Median Sale Price

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	\$240,000	17.1%
Q4 2021	\$253,000	15.0%
Q3 2021	\$235,000	14.5%
Q2 2021	\$240,000	20.0%
Q1 2021	\$233,000	22.1%
Q4 2020	\$220,000	20.2%
Q3 2020	\$205,250	10.9%
Q2 2020	\$200,000	7.2%
Q1 2020	\$190,750	9.0%
Q4 2019	\$183,000	1.7%
Q3 2019	\$185,000	3.4%
Q2 2019	\$186,500	2.5%
Q1 2019	\$175,000	1.3%
Q4 2018	\$179,900	6.4%

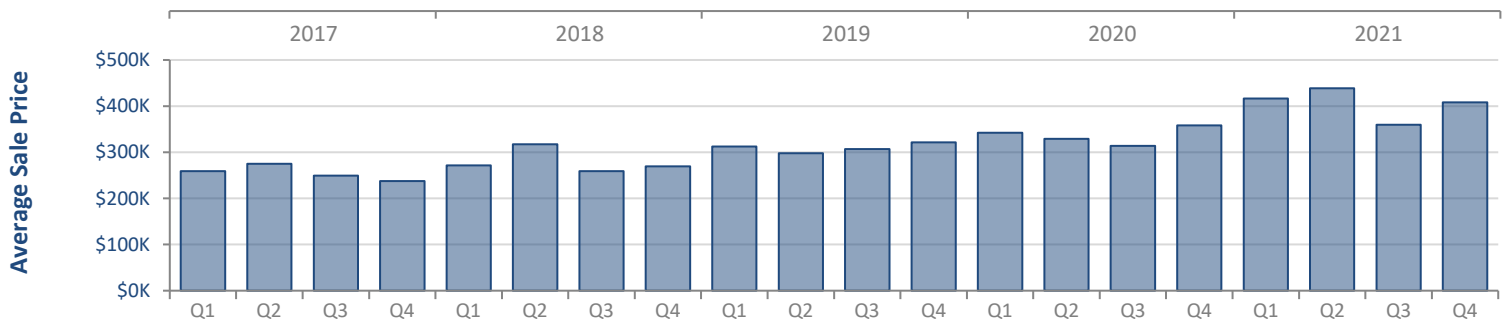


Average Sale Price

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	\$407,697	21.1%
Q4 2021	\$408,145	13.9%
Q3 2021	\$359,319	14.4%
Q2 2021	\$438,374	33.2%
Q1 2021	\$416,174	21.7%
Q4 2020	\$358,282	11.4%
Q3 2020	\$313,971	2.2%
Q2 2020	\$329,225	10.4%
Q1 2020	\$341,955	9.6%
Q4 2019	\$321,533	19.3%
Q3 2019	\$307,152	18.7%
Q2 2019	\$298,223	-6.0%
Q1 2019	\$312,135	14.8%
Q4 2018	\$269,426	13.3%



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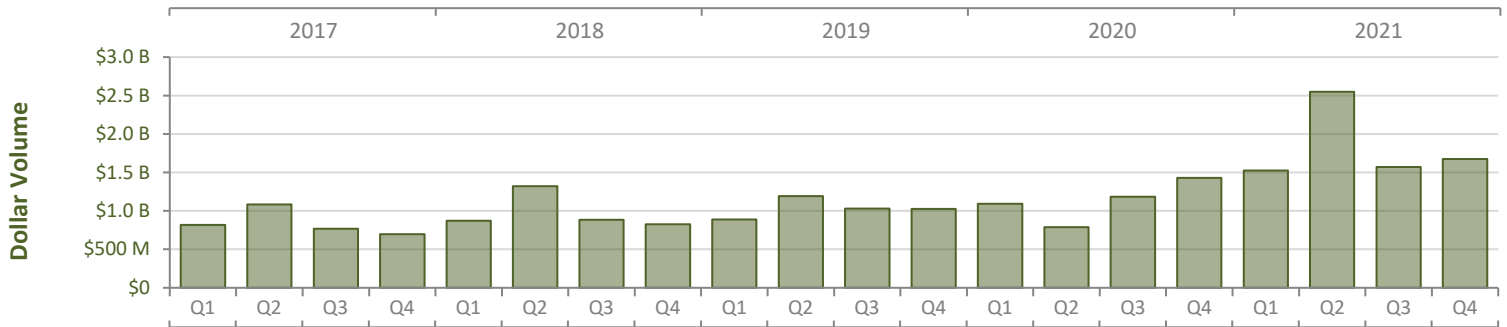


Dollar Volume

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	\$7.3 Billion	62.9%
Q4 2021	\$1.7 Billion	17.2%
Q3 2021	\$1.6 Billion	32.5%
Q2 2021	\$2.6 Billion	223.4%
Q1 2021	\$1.5 Billion	39.7%
Q4 2020	\$1.4 Billion	39.1%
Q3 2020	\$1.2 Billion	15.2%
Q2 2020	\$788.5 Million	-34.0%
Q1 2020	\$1.1 Billion	22.7%
Q4 2019	\$1.0 Billion	24.2%
Q3 2019	\$1.0 Billion	16.5%
Q2 2019	\$1.2 Billion	-9.8%
Q1 2019	\$889.9 Million	2.0%
Q4 2018	\$827.1 Million	18.6%

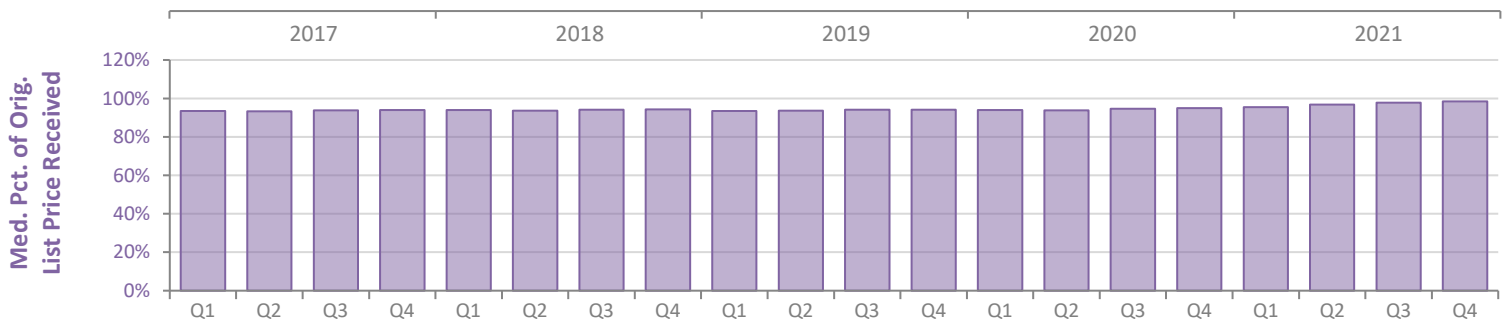


Median Percent of Original List Price Received

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	97.0%	2.8%
Q4 2021	98.4%	3.7%
Q3 2021	97.8%	3.4%
Q2 2021	96.8%	3.2%
Q1 2021	95.4%	1.5%
Q4 2020	94.9%	0.7%
Q3 2020	94.6%	0.5%
Q2 2020	93.8%	0.2%
Q1 2020	94.0%	0.5%
Q4 2019	94.2%	-0.1%
Q3 2019	94.1%	0.0%
Q2 2019	93.6%	0.0%
Q1 2019	93.5%	-0.5%
Q4 2018	94.3%	0.4%

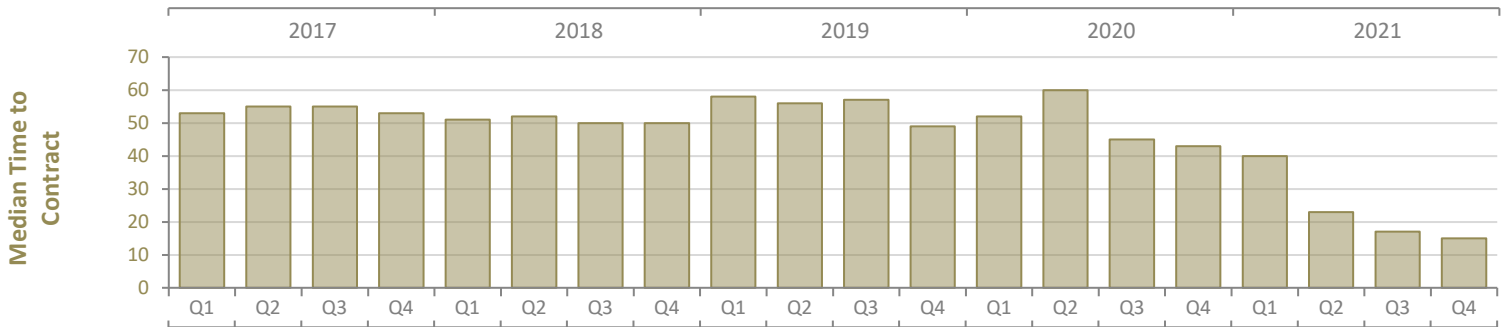


Median Time to Contract

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	23 Days	-53.1%
Q4 2021	15 Days	-65.1%
Q3 2021	17 Days	-62.2%
Q2 2021	23 Days	-61.7%
Q1 2021	40 Days	-23.1%
Q4 2020	43 Days	-12.2%
Q3 2020	45 Days	-21.1%
Q2 2020	60 Days	7.1%
Q1 2020	52 Days	-10.3%
Q4 2019	49 Days	-2.0%
Q3 2019	57 Days	14.0%
Q2 2019	56 Days	7.7%
Q1 2019	58 Days	13.7%
Q4 2018	50 Days	-5.7%

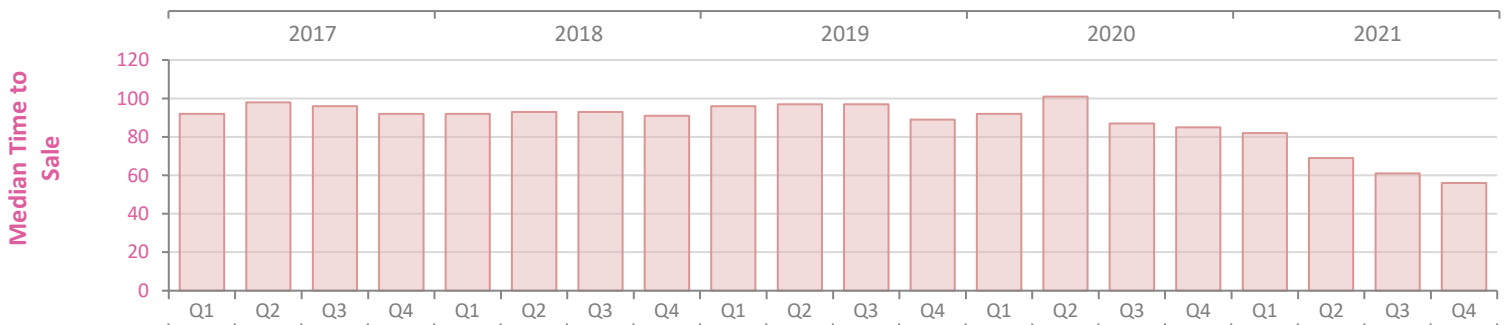


Median Time to Sale

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	66 Days	-26.7%
Q4 2021	56 Days	-34.1%
Q3 2021	61 Days	-29.9%
Q2 2021	69 Days	-31.7%
Q1 2021	82 Days	-10.9%
Q4 2020	85 Days	-4.5%
Q3 2020	87 Days	-10.3%
Q2 2020	101 Days	4.1%
Q1 2020	92 Days	-4.2%
Q4 2019	89 Days	-2.2%
Q3 2019	97 Days	4.3%
Q2 2019	97 Days	4.3%
Q1 2019	96 Days	4.3%
Q4 2018	91 Days	-1.1%

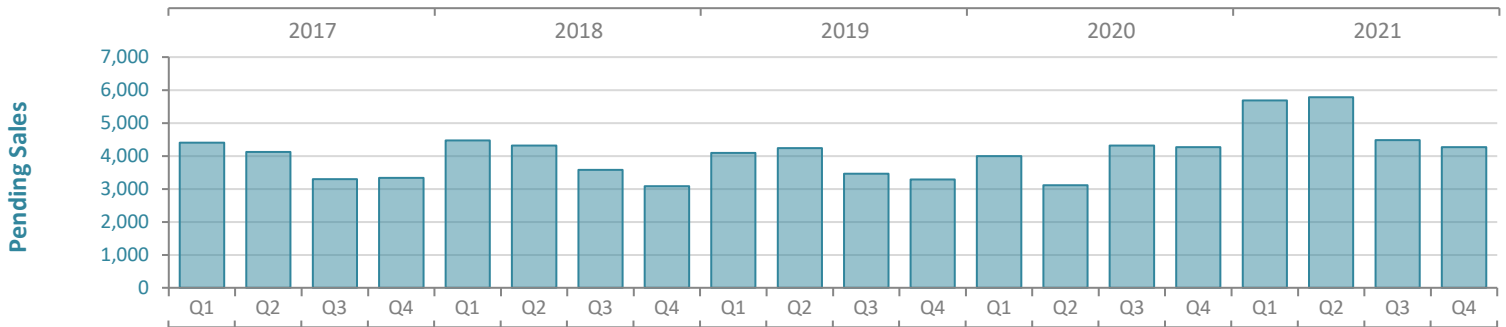


New Pending Sales

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	20,215	28.8%
Q4 2021	4,271	0.2%
Q3 2021	4,480	3.7%
Q2 2021	5,783	85.9%
Q1 2021	5,681	42.1%
Q4 2020	4,264	29.6%
Q3 2020	4,319	24.9%
Q2 2020	3,111	-26.6%
Q1 2020	3,997	-2.4%
Q4 2019	3,289	6.6%
Q3 2019	3,458	-3.3%
Q2 2019	4,241	-1.7%
Q1 2019	4,095	-8.5%
Q4 2018	3,086	-7.5%

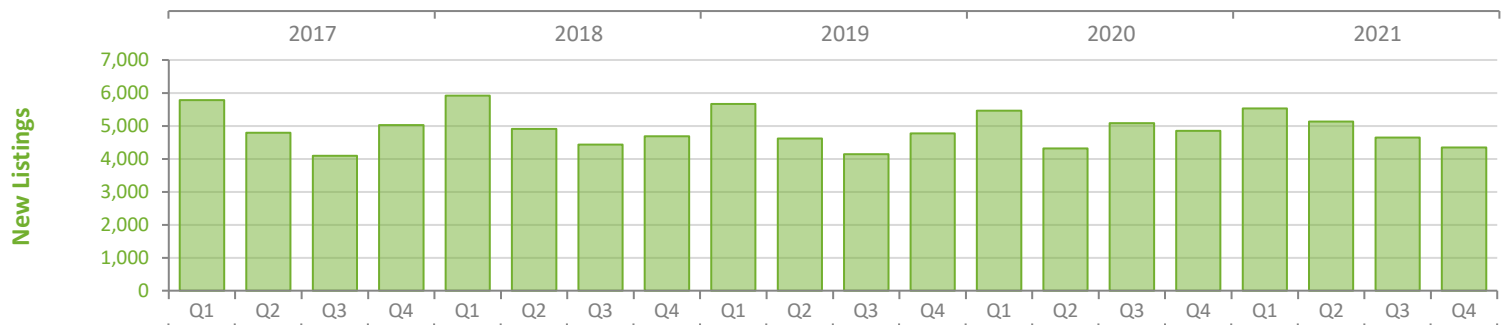


New Listings

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	19,654	-0.3%
Q4 2021	4,345	-10.4%
Q3 2021	4,642	-8.7%
Q2 2021	5,135	19.1%
Q1 2021	5,532	1.4%
Q4 2020	4,849	1.5%
Q3 2020	5,087	22.7%
Q2 2020	4,312	-6.6%
Q1 2020	5,458	-3.7%
Q4 2019	4,775	1.9%
Q3 2019	4,145	-6.5%
Q2 2019	4,617	-6.0%
Q1 2019	5,670	-4.3%
Q4 2018	4,687	-6.7%

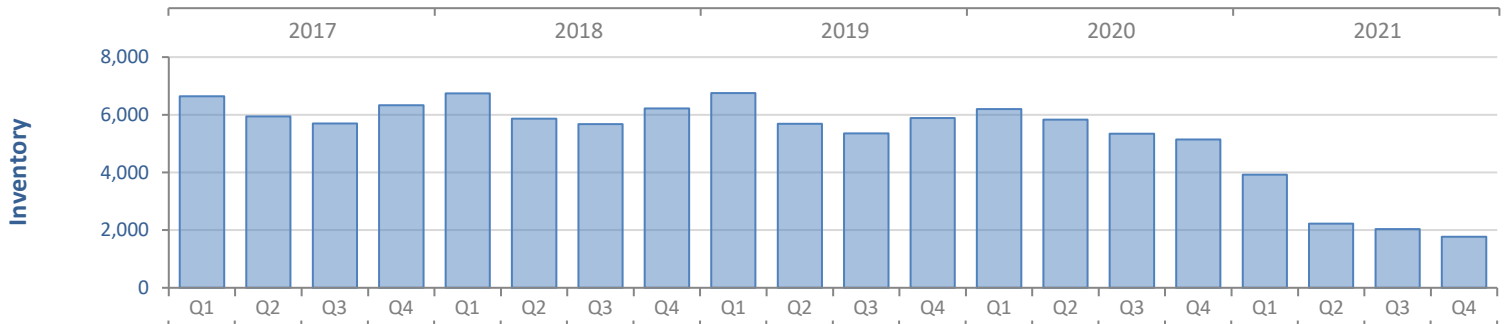


Inventory (Active Listings)

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)	2,750	-52.1%
Q4 2021	1,765	-65.7%
Q3 2021	2,032	-62.0%
Q2 2021	2,224	-61.9%
Q1 2021	3,921	-36.8%
Q4 2020	5,140	-12.8%
Q3 2020	5,348	-0.2%
Q2 2020	5,832	2.5%
Q1 2020	6,201	-8.2%
Q4 2019	5,892	-5.2%
Q3 2019	5,357	-5.7%
Q2 2019	5,691	-3.0%
Q1 2019	6,756	0.3%
Q4 2018	6,215	-1.8%

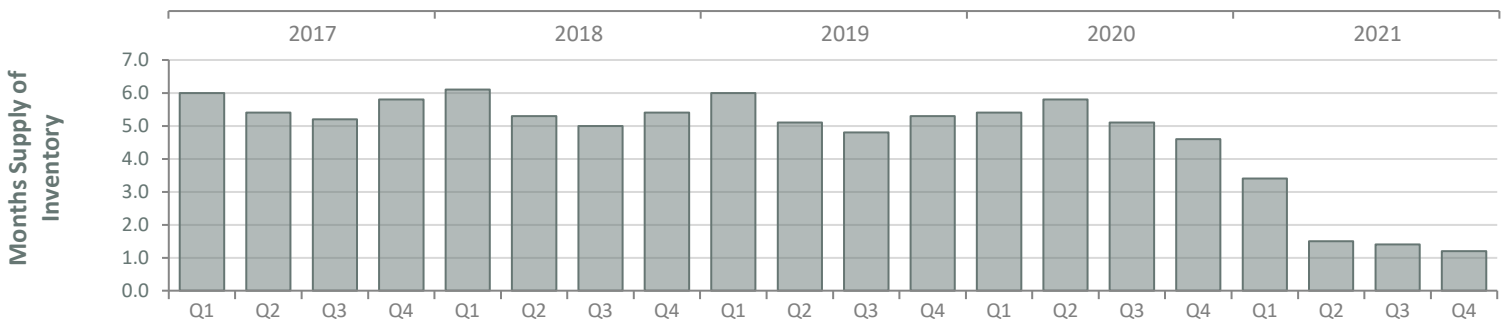


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	2.1	-60.4%
Q4 2021	1.2	-73.9%
Q3 2021	1.4	-72.5%
Q2 2021	1.5	-74.1%
Q1 2021	3.4	-37.0%
Q4 2020	4.6	-13.2%
Q3 2020	5.1	6.3%
Q2 2020	5.8	13.7%
Q1 2020	5.4	-10.0%
Q4 2019	5.3	-1.9%
Q3 2019	4.8	-4.0%
Q2 2019	5.1	-3.8%
Q1 2019	6.0	-1.6%
Q4 2018	5.4	-6.9%

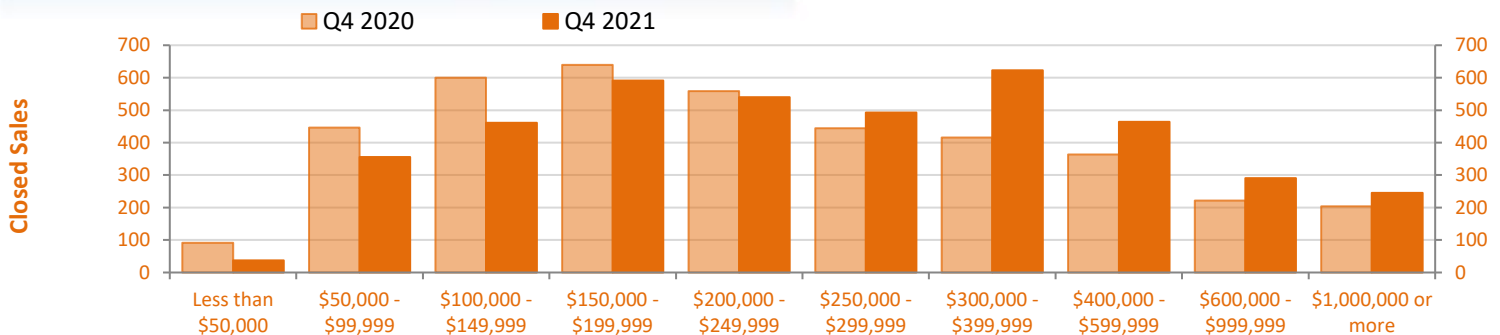


Closed Sales by Sale Price

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	37	-59.8%
\$50,000 - \$99,999	356	-20.2%
\$100,000 - \$149,999	461	-23.2%
\$150,000 - \$199,999	591	-7.7%
\$200,000 - \$249,999	540	-3.4%
\$250,000 - \$299,999	493	11.0%
\$300,000 - \$399,999	623	49.8%
\$400,000 - \$599,999	464	27.5%
\$600,000 - \$999,999	291	31.1%
\$1,000,000 or more	245	20.1%

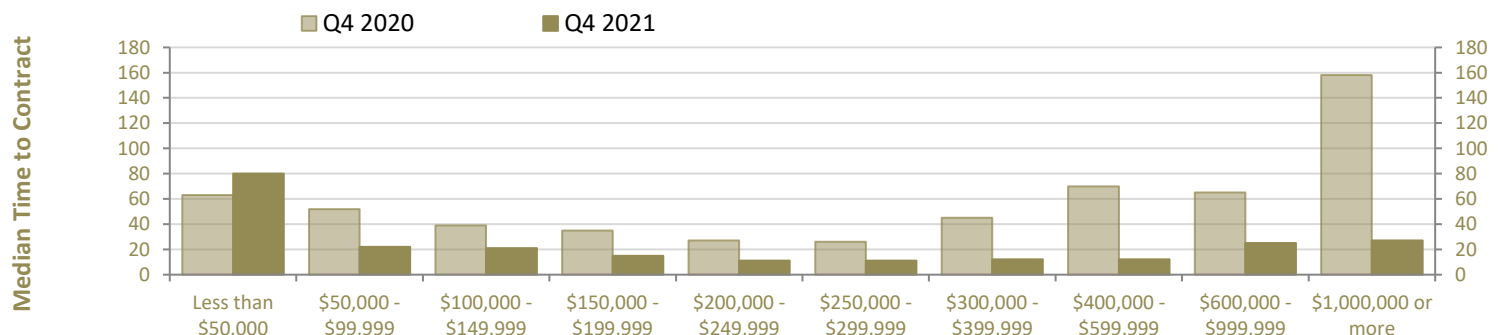


Median Time to Contract by Sale Price

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	80 Days	27.0%
\$50,000 - \$99,999	22 Days	-57.7%
\$100,000 - \$149,999	21 Days	-46.2%
\$150,000 - \$199,999	15 Days	-57.1%
\$200,000 - \$249,999	11 Days	-59.3%
\$250,000 - \$299,999	11 Days	-57.7%
\$300,000 - \$399,999	12 Days	-73.3%
\$400,000 - \$599,999	12 Days	-82.9%
\$600,000 - \$999,999	25 Days	-61.5%
\$1,000,000 or more	27 Days	-82.9%



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	14	-79.4%
\$50,000 - \$99,999	386	-31.6%
\$100,000 - \$149,999	454	-35.7%
\$150,000 - \$199,999	570	-26.5%
\$200,000 - \$249,999	573	-11.3%
\$250,000 - \$299,999	546	8.3%
\$300,000 - \$399,999	641	21.9%
\$400,000 - \$599,999	505	16.9%
\$600,000 - \$999,999	272	-9.0%
\$1,000,000 or more	384	17.1%

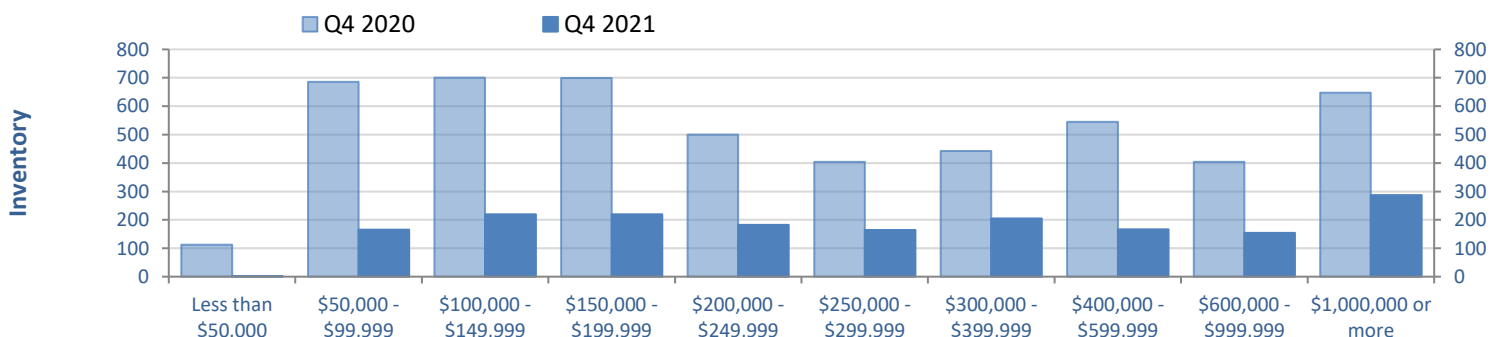


Inventory by Current Listing Price

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	2	-98.2%
\$50,000 - \$99,999	165	-75.9%
\$100,000 - \$149,999	220	-68.6%
\$150,000 - \$199,999	219	-68.7%
\$200,000 - \$249,999	182	-63.6%
\$250,000 - \$299,999	164	-59.4%
\$300,000 - \$399,999	205	-53.7%
\$400,000 - \$599,999	167	-69.4%
\$600,000 - \$999,999	154	-61.9%
\$1,000,000 or more	287	-55.6%



Quarterly Distressed Market - Q4 2021

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Palm Beach County



		Q4 2021	Q4 2020	Percent Change Year-over-Year
Traditional	Closed Sales	4,065	3,932	3.4%
	Median Sale Price	\$255,000	\$224,000	13.8%
Foreclosure/REO	Closed Sales	27	48	-43.8%
	Median Sale Price	\$150,018	\$136,407	10.0%
Short Sale	Closed Sales	9	7	28.6%
	Median Sale Price	\$237,579	\$164,000	44.9%

