Monthly Market Detail - July 2017
Single Family Homes
Indian River County

Indian River
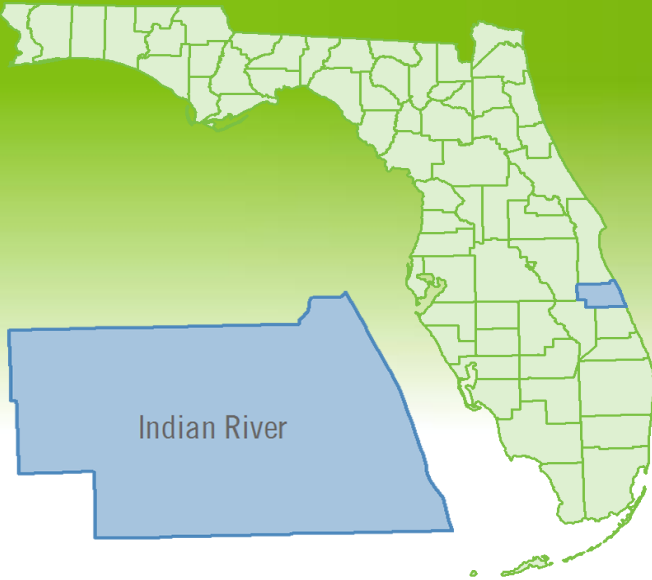
Summary Statistics	July 2017	July 2016	Percent Change Year-over-Year
Closed Sales	283	248	14.1%
Paid in Cash	104	101	3.0%
Median Sale Price	$231,263	$210,000	10.1%
Average Sale Price	$395,308	$290,446	36.1%
Dollar Volume	$111.9 Million	$72.0 Million	55.3%
Median Percent of Original List Price Received	96.3%	95.3%	1.0%
Median Time to Contract	47 Days	48 Days	-2.1%
Median Time to Sale	91 Days	96 Days	-5.2%
New Pending Sales	289	253	14.2%
New Listings	306	283	8.1%
Pending Inventory	480	507	-5.3%
Inventory (Active Listings)	1,247	1,104	13.0%
Months Supply of Inventory	4.8	4.9	-2.0%

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
July 2017	**283**	**14.1%**
June 2017	330	26.9%
May 2017	342	31.0%
April 2017	288	11.2%
March 2017	305	29.2%
February 2017	198	2.1%
January 2017	174	7.4%
December 2016	229	12.8%
November 2016	216	23.4%
October 2016	206	-7.6%
September 2016	240	-6.6%
August 2016	283	20.4%
July 2016	248	-15.6%

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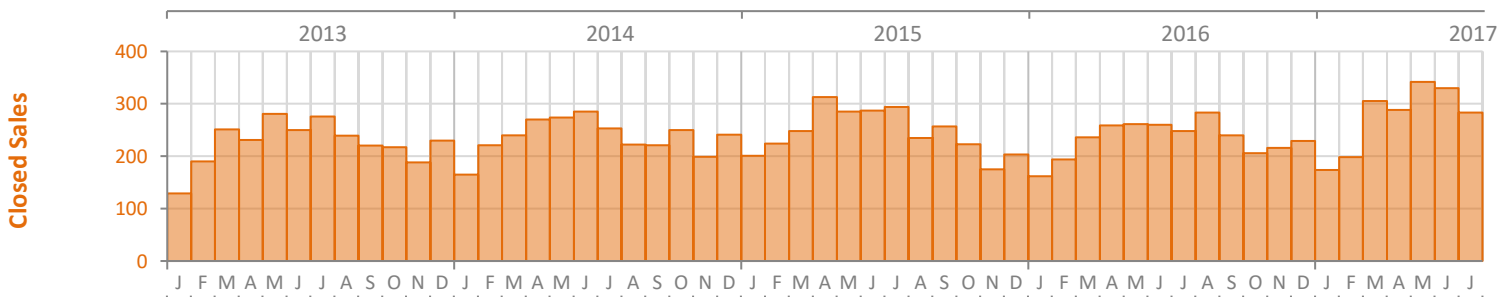
Cash Sales

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
July 2017	104	3.0%
June 2017	129	21.7%
May 2017	134	7.2%
April 2017	133	13.7%
March 2017	143	30.0%
February 2017	91	-3.2%
January 2017	75	4.2%
December 2016	103	10.8%
November 2016	79	-9.2%
October 2016	87	-11.2%
September 2016	94	-12.1%
August 2016	116	5.5%
July 2016	101	-17.9%
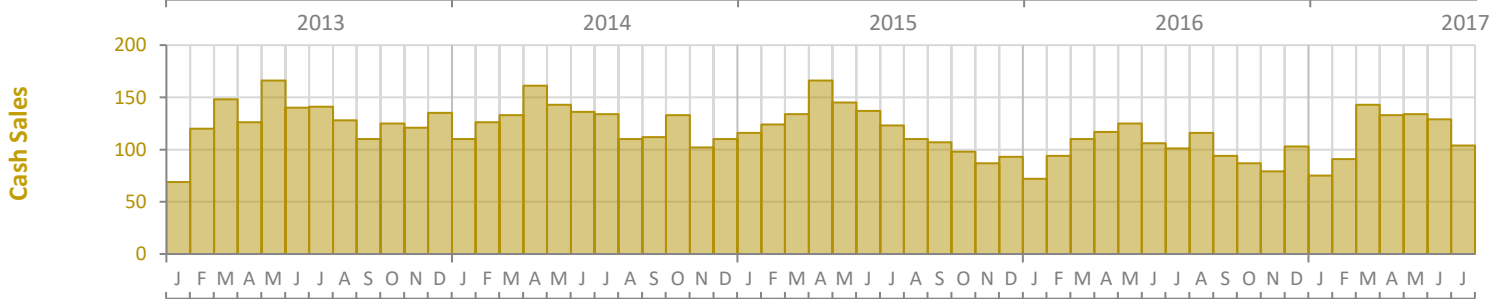
Cash Sales as a Percentage of Closed Sales

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
July 2017	36.7%	-9.8%
June 2017	39.1%	-4.2%
May 2017	39.2%	-18.2%
April 2017	46.2%	2.2%
March 2017	46.9%	0.6%
February 2017	46.0%	-5.2%
January 2017	43.1%	-2.9%
December 2016	45.0%	-1.7%
November 2016	36.6%	-26.4%
October 2016	42.2%	-3.9%
September 2016	39.2%	-5.8%
August 2016	41.0%	-12.4%
July 2016	40.7%	-2.6%

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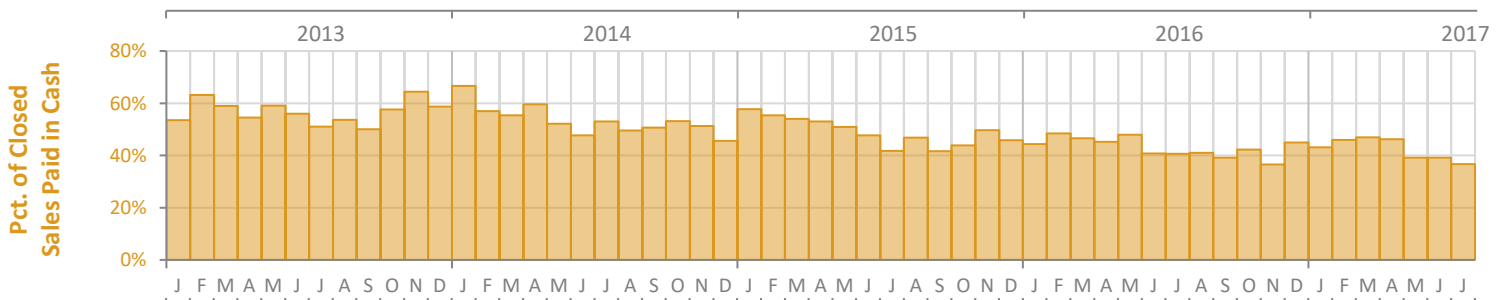
Median Sale Price

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.

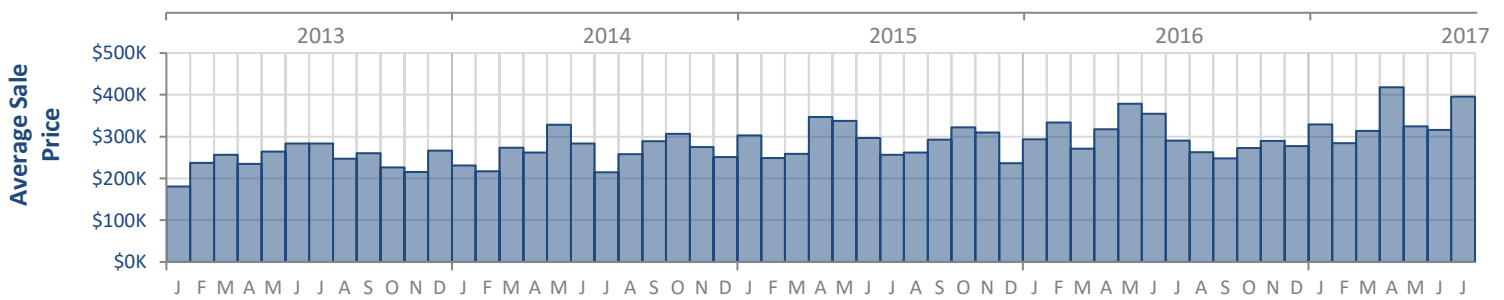| Month	Median Sale Price	Percent Change Year-over-Year
July 2017	$231,263	10.1%
June 2017	$235,000	10.3%
May 2017	$234,950	10.8%
April 2017	$222,500	11.5%
March 2017	$222,900	17.7%
February 2017	$216,500	12.9%
January 2017	$210,000	16.7%
December 2016	$205,000	10.8%
November 2016	$219,450	15.5%
October 2016	$190,000	-4.5%
September 2016	$185,900	4.4%
August 2016	$199,700	7.9%
July 2016	$210,000	20.0%
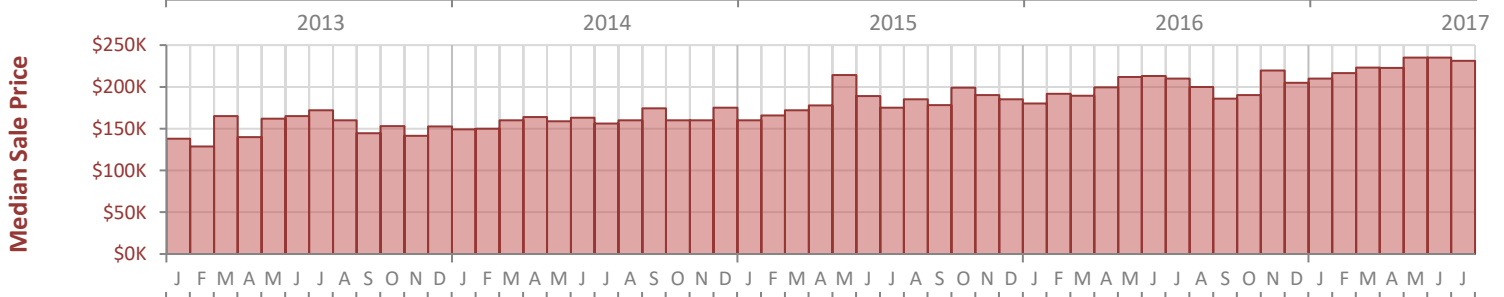
Average Sale Price

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
July 2017	$395,308	36.1%
June 2017	$316,200	-10.9%
May 2017	$324,465	-14.3%
April 2017	$417,812	31.7%
March 2017	$313,224	15.7%
February 2017	$284,244	-14.8%
January 2017	$329,205	12.2%
December 2016	$277,529	17.5%
November 2016	$289,630	-6.5%
October 2016	$272,452	-15.3%
September 2016	$247,812	-15.4%
August 2016	$262,795	0.3%
July 2016	$290,446	13.5%

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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
July 2017	$111.9 Million	55.3%
June 2017	$104.3 Million	13.1%
May 2017	$111.0 Million	12.3%
April 2017	$120.3 Million	46.4%
March 2017	$95.5 Million	49.6%
February 2017	$56.3 Million	-13.0%
January 2017	$57.3 Million	20.5%
December 2016	$63.6 Million	32.6%
November 2016	$62.6 Million	15.4%
October 2016	$56.1 Million	-21.8%
September 2016	$59.5 Million	-21.0%
August 2016	$74.4 Million	20.7%
July 2016	$72.0 Million	-4.3%

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 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
July 2017	96.3%	1.0%
June 2017	95.4%	0.6%
May 2017	94.6%	0.0%
April 2017	94.5%	0.2%
March 2017	95.9%	0.8%
February 2017	95.6%	1.0%
January 2017	95.5%	0.3%
December 2016	95.5%	1.8%
November 2016	95.2%	1.0%
October 2016	96.0%	1.5%
September 2016	95.5%	0.8%
August 2016	95.0%	0.1%
July 2016	95.3%	0.6%

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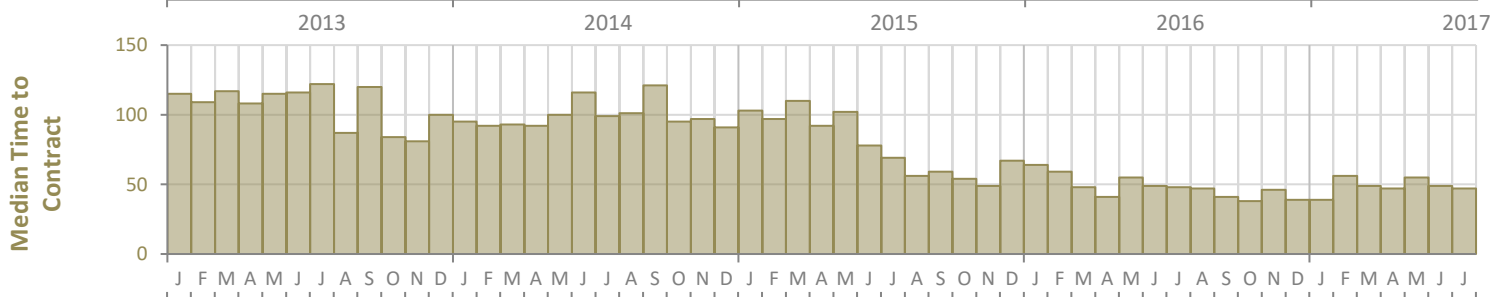The Voice for Real Estate® in Florida

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
July 2017	47 Days	-2.1%
June 2017	49 Days	0.0%
May 2017	55 Days	0.0%
April 2017	47 Days	14.6%
March 2017	49 Days	2.1%
February 2017	56 Days	-5.1%
January 2017	39 Days	-39.1%
December 2016	39 Days	-41.8%
November 2016	46 Days	-6.1%
October 2016	38 Days	-29.6%
September 2016	41 Days	-30.5%
August 2016	47 Days	-16.1%
July 2016	48 Days	-30.4%

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
July 2017	91 Days	-5.2%
June 2017	91 Days	-8.1%
May 2017	105 Days	5.0%
April 2017	92 Days	5.7%
March 2017	93 Days	-4.1%
February 2017	93 Days	-15.5%
January 2017	82 Days	-28.7%
December 2016	87 Days	-24.3%
November 2016	94 Days	-6.9%
October 2016	79 Days	-11.2%
September 2016	91 Days	-7.1%
August 2016	98 Days	-3.0%
July 2016	96 Days	-15.0%
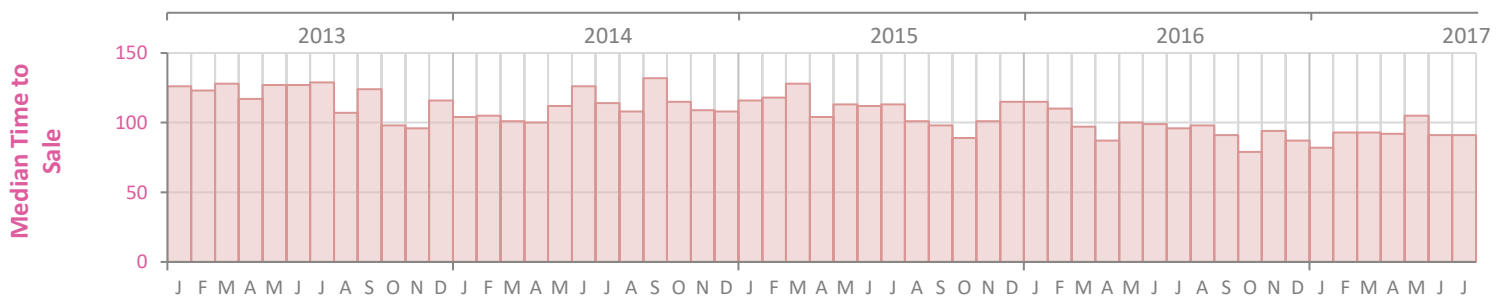
New Pending Sales

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
July 2017	289	14.2%
June 2017	327	9.4%
May 2017	321	16.7%
April 2017	333	13.3%
March 2017	368	13.6%
February 2017	346	26.7%
January 2017	293	31.4%
December 2016	202	-2.4%
November 2016	229	24.5%
October 2016	231	3.1%
September 2016	269	3.1%
August 2016	268	2.7%
July 2016	253	-10.0%
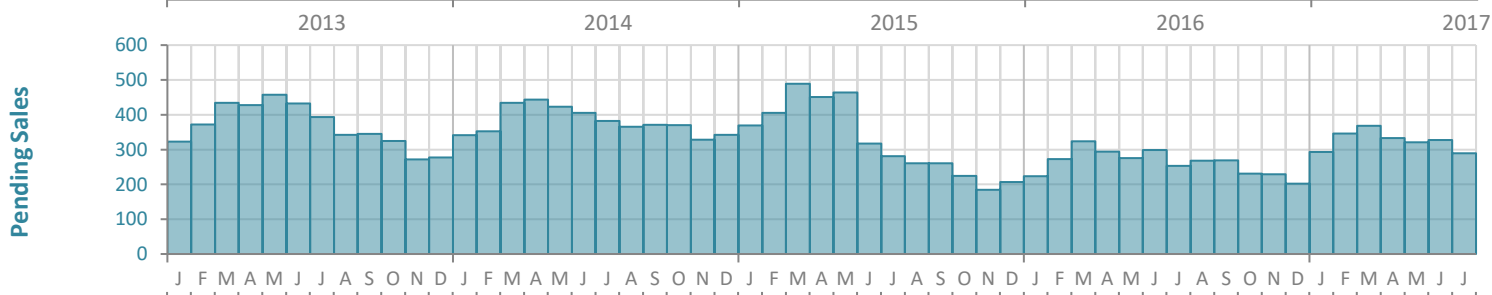
New Listings

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
July 2017	306	8.1%
June 2017	346	25.8%
May 2017	380	23.8%
April 2017	334	2.5%
March 2017	373	-7.0%
February 2017	443	10.2%
January 2017	420	31.7%
December 2016	260	16.1%
November 2016	350	26.8%
October 2016	293	4.3%
September 2016	298	12.0%
August 2016	328	20.6%
July 2016	283	2.5%

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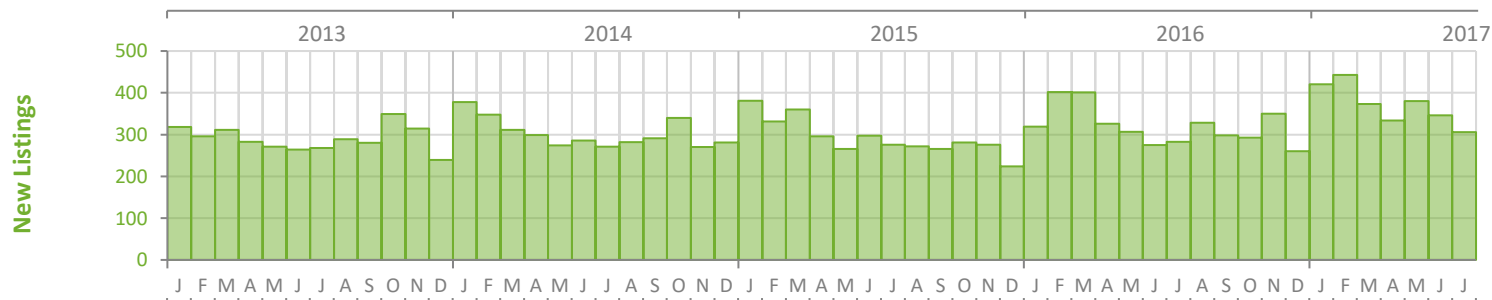
Inventory (Active Listings)

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
July 2017	1,247	13.0%
June 2017	1,237	7.4%
May 2017	1,338	5.4%
April 2017	1,292	-2.0%
March 2017	1,333	-5.7%
February 2017	1,444	-0.1%
January 2017	1,487	16.9%
December 2016	1,221	3.8%
November 2016	1,266	3.6%
October 2016	1,154	0.8%
September 2016	1,113	1.0%
August 2016	1,164	3.6%
July 2016	1,104	-4.6%
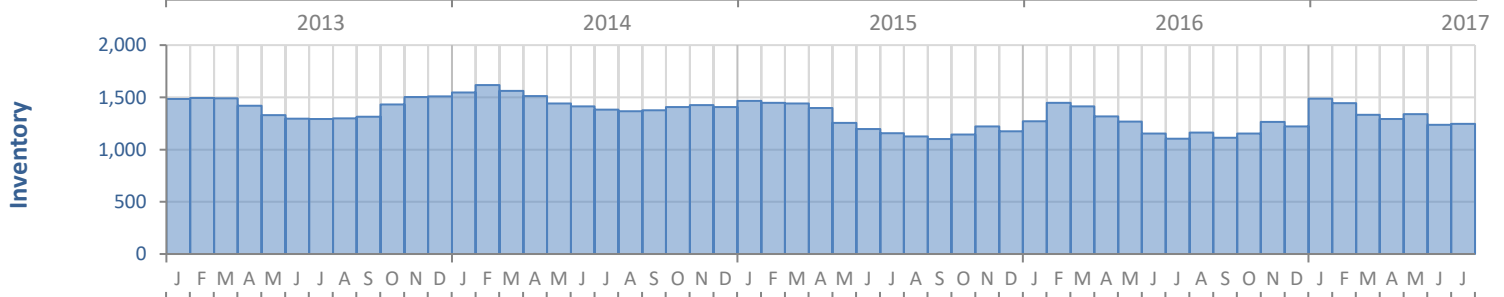
Months Supply of Inventory

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
July 2017	4.8	-2.0%
June 2017	4.9	-2.0%
May 2017	5.4	-1.8%
April 2017	5.3	-5.4%
March 2017	5.6	-5.1%
February 2017	6.2	3.3%
January 2017	6.4	20.8%
December 2016	5.2	8.3%
November 2016	5.5	12.2%
October 2016	5.1	10.9%
September 2016	4.9	11.4%
August 2016	5.1	13.3%
July 2016	4.9	4.3%

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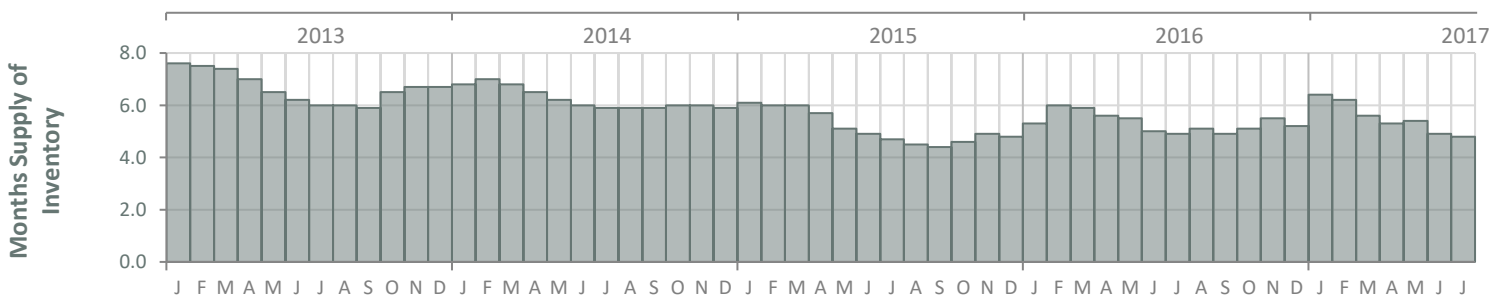
Closed Sales by Sale Price

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	3	200.0%
$50,000 - $99,999	11	10.0%
$100,000 - $149,999	30	-30.2%
$150,000 - $199,999	57	-3.4%
$200,000 - $249,999	52	33.3%
$250,000 - $299,999	43	79.2%
$300,000 - $399,999	34	6.3%
$400,000 - $599,999	19	-5.0%
$600,000 - $999,999	13	8.3%
$1,000,000 or more	21	162.5%
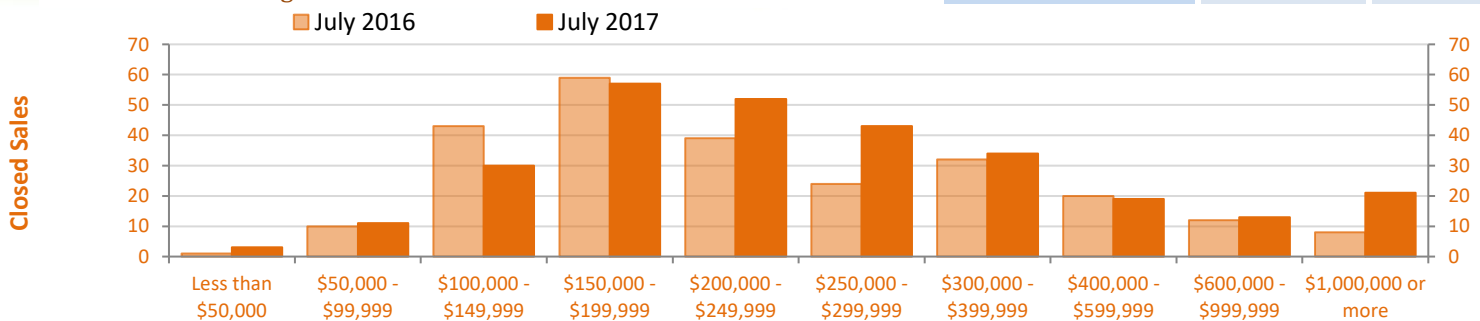
Median Time to Contract by Sale Price

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	20 Days	42.9%
$50,000 - $99,999	23 Days	15.0%
$100,000 - $149,999	19 Days	-47.2%
$150,000 - $199,999	41 Days	105.0%
$200,000 - $249,999	60 Days	-3.2%
$250,000 - $299,999	31 Days	-48.3%
$300,000 - $399,999	61 Days	-16.4%
$400,000 - $599,999	136 Days	65.9%
$600,000 - $999,999	166 Days	67.7%
$1,000,000 or more	138 Days	64.3%

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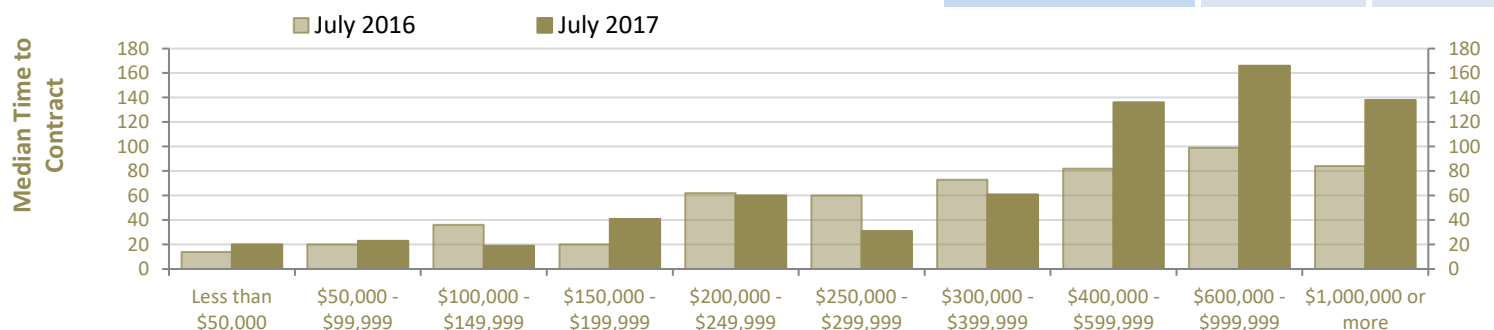
New Listings by Initial Listing Price

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.

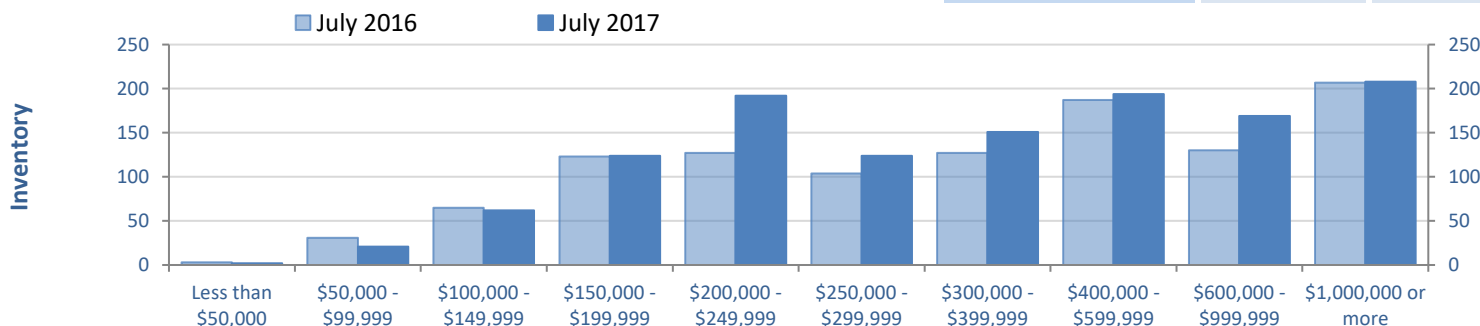| Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $50,000	1	-66.7%
$50,000 - $99,999	11	-38.9%
$100,000 - $149,999	37	-9.8%
$150,000 - $199,999	66	10.0%
$200,000 - $249,999	63	61.5%
$250,000 - $299,999	39	56.0%
$300,000 - $399,999	28	-3.4%
$400,000 - $599,999	33	13.8%
$600,000 - $999,999	14	-22.2%
$1,000,000 or more	14	-33.3%
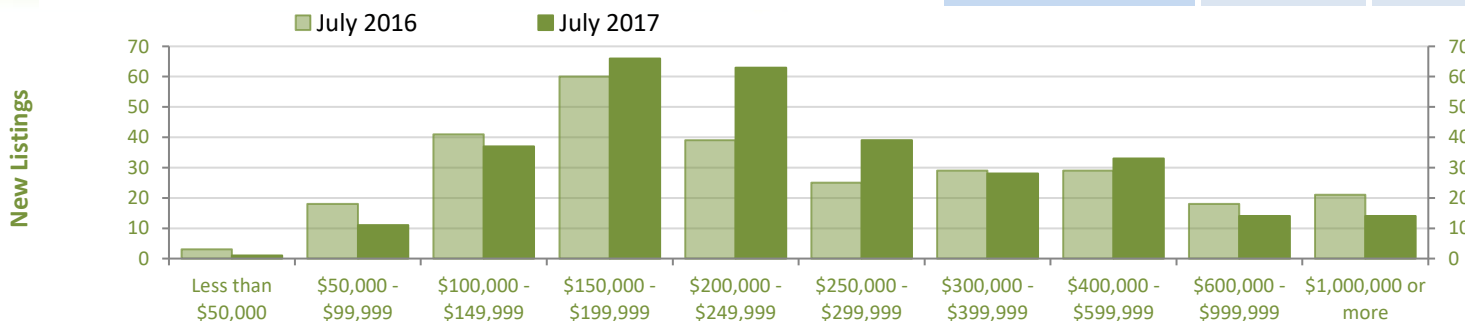
Inventory by Current Listing Price

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.
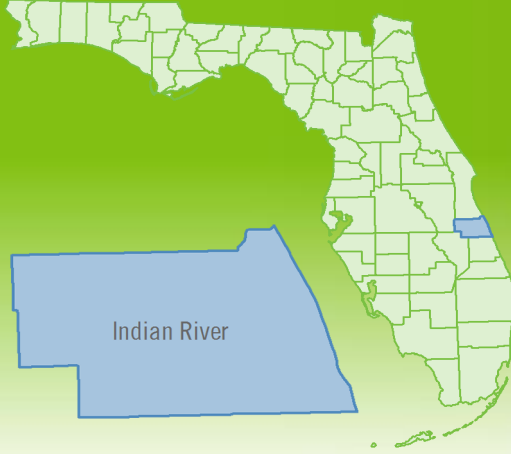
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $50,000	2	-33.3%
$50,000 - $99,999	21	-32.3%
$100,000 - $149,999	62	-4.6%
$150,000 - $199,999	124	0.8%
$200,000 - $249,999	192	51.2%
$250,000 - $299,999	124	19.2%
$300,000 - $399,999	151	18.9%
$400,000 - $599,999	194	3.7%
$600,000 - $999,999	169	30.0%
$1,000,000 or more	208	0.5%

Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, August 24, 2017. Data revised on Monday, January 16, 2017. Next data release is Wednesday, September 20, 2017.

Monthly Distressed Market - July 2017
Single Family Homes
Indian River County

		July 2017	July 2016	Percent Change Year-over-Year
Traditional	Closed Sales	274	234	17.1%
	Median Sale Price	$234,900	$214,450	9.5%
Foreclosure/REO	Closed Sales	8	13	-38.5%
	Median Sale Price	$124,013	$143,950	-13.8%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	$180,000	$133,000	35.3%