

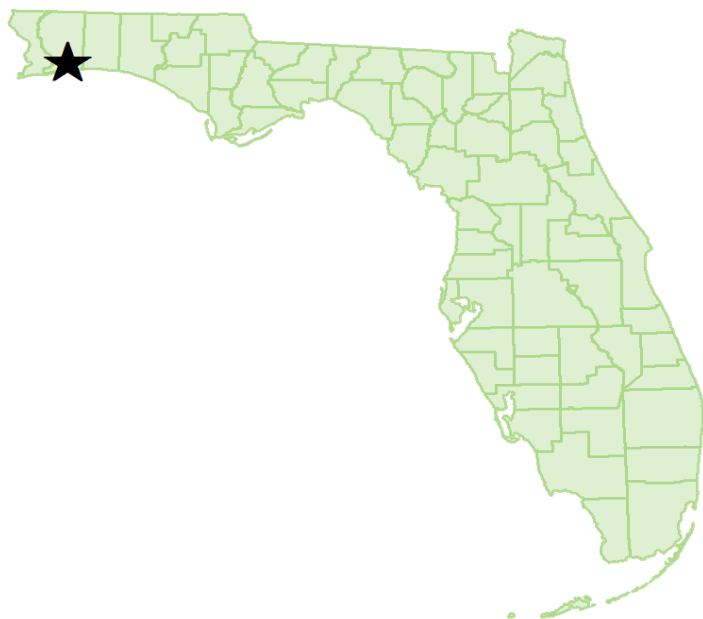
# Monthly Market Detail - December 2017

## Townhouses and Condos

### Navarre Area Board of REALTORS®



This report describes member activity for the association and is not confined to any specific geographic area.



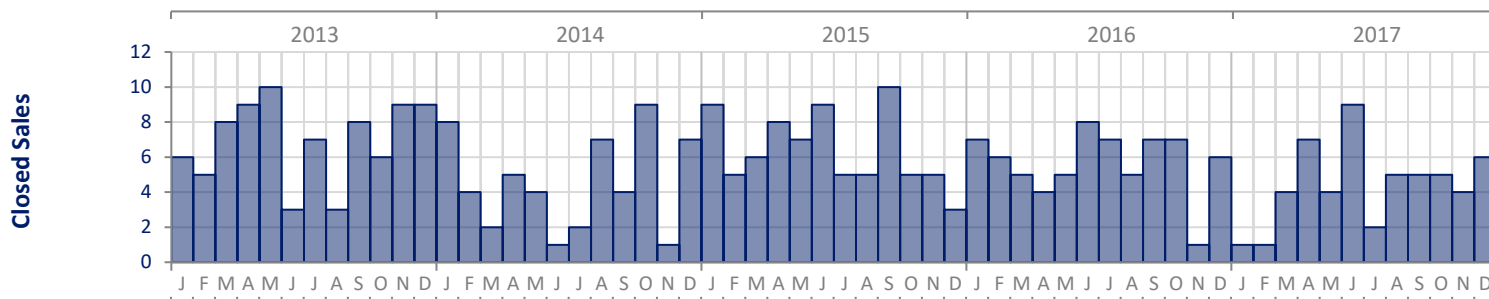
Summary Statistics	December 2017	December 2016	Percent Change Year-over-Year
Closed Sales	6	6	0.0%
Paid in Cash	0	2	-100.0%
Median Sale Price	\$331,000	\$381,375	-13.2%
Average Sale Price	\$336,333	\$331,958	1.3%
Dollar Volume	\$2.0 Million	\$2.0 Million	1.3%
Median Percent of Original List Price Received	95.0%	97.3%	-2.4%
Median Time to Contract	109 Days	47 Days	131.9%
Median Time to Sale	143 Days	91 Days	57.1%
New Pending Sales	2	1	100.0%
New Listings	3	3	0.0%
Pending Inventory	2	2	0.0%
Inventory (Active Listings)	30	28	7.1%
Months Supply of Inventory	6.8	4.9	38.8%

## 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
<b>December 2017</b>	<b>6</b>	<b>0.0%</b>
November 2017	4	300.0%
October 2017	5	-28.6%
September 2017	5	-28.6%
August 2017	5	0.0%
July 2017	2	-71.4%
June 2017	9	12.5%
May 2017	4	-20.0%
April 2017	7	75.0%
March 2017	4	-20.0%
February 2017	1	-83.3%
January 2017	1	-85.7%
December 2016	6	100.0%



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## Townhouses and Condos

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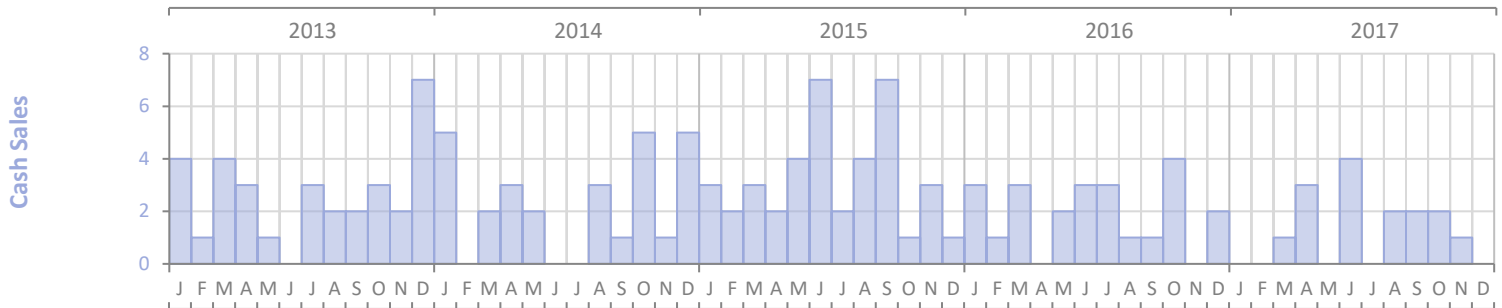
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### Cash Sales

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
December 2017	0	-100.0%
November 2017	1	N/A
October 2017	2	-50.0%
September 2017	2	100.0%
August 2017	2	100.0%
July 2017	0	-100.0%
June 2017	4	33.3%
May 2017	0	-100.0%
April 2017	3	N/A
March 2017	1	-66.7%
February 2017	0	-100.0%
January 2017	0	-100.0%
December 2016	2	100.0%

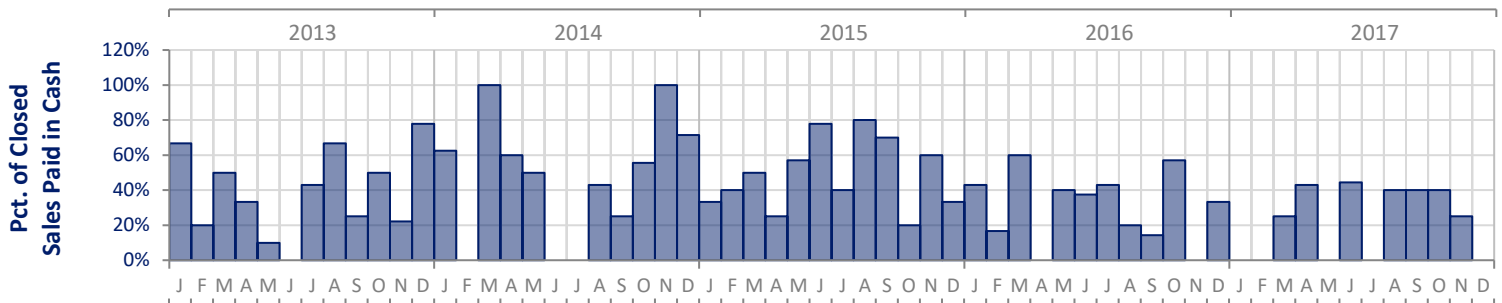


### Cash Sales as a Percentage of Closed Sales

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
December 2017	0.0%	-100.0%
November 2017	25.0%	N/A
October 2017	40.0%	-29.9%
September 2017	40.0%	179.7%
August 2017	40.0%	100.0%
July 2017	0.0%	-100.0%
June 2017	44.4%	18.4%
May 2017	0.0%	-100.0%
April 2017	42.9%	N/A
March 2017	25.0%	-58.3%
February 2017	0.0%	-100.0%
January 2017	0.0%	-100.0%
December 2016	33.3%	0.0%



# Monthly Market Detail - December 2017

## Townhouses and Condos

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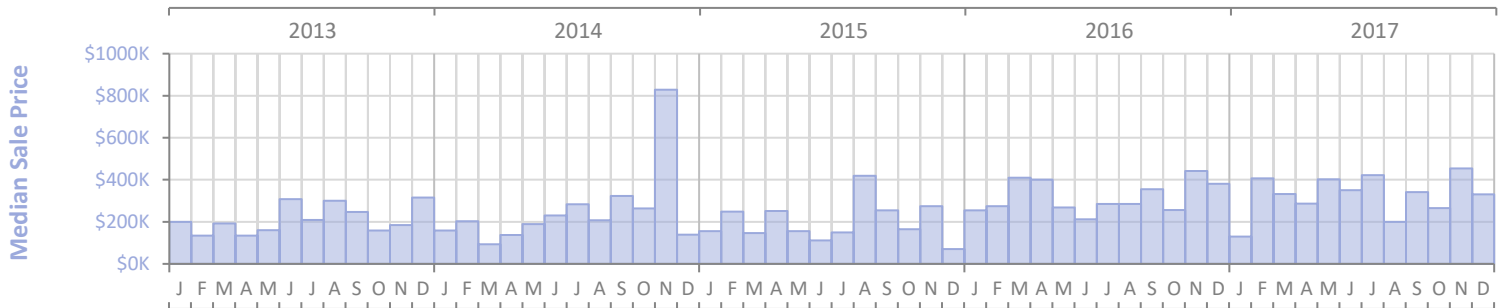
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## Median Sale Price

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
December 2017	\$331,000	-13.2%
November 2017	\$453,750	2.7%
October 2017	\$265,500	3.9%
September 2017	\$342,000	-3.7%
August 2017	\$200,000	-29.8%
July 2017	\$422,500	48.2%
June 2017	\$350,000	64.7%
May 2017	\$402,000	49.4%
April 2017	\$287,300	-28.2%
March 2017	\$332,450	-18.9%
February 2017	\$407,500	48.2%
January 2017	\$130,000	-49.0%
December 2016	\$381,375	447.2%

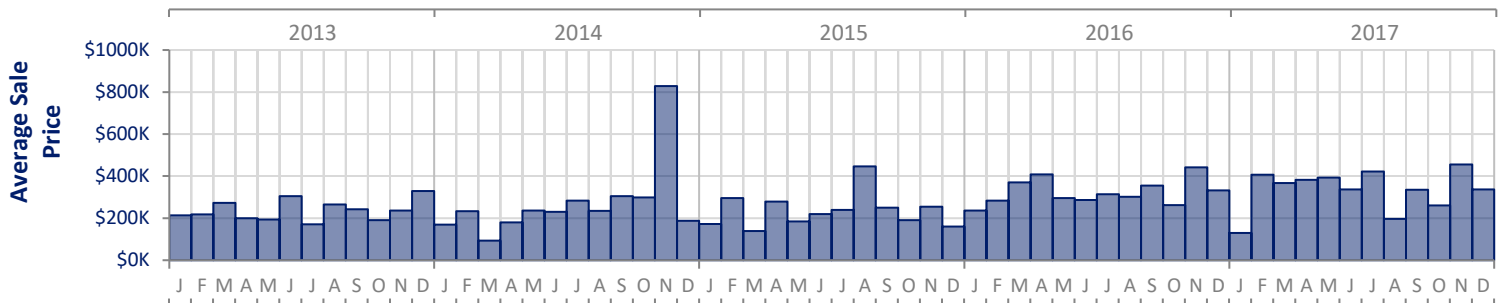


## Average Sale Price

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
December 2017	\$336,333	1.3%
November 2017	\$456,225	3.2%
October 2017	\$260,900	-0.8%
September 2017	\$335,700	-5.3%
August 2017	\$196,200	-35.1%
July 2017	\$422,500	34.7%
June 2017	\$337,081	17.6%
May 2017	\$392,750	33.0%
April 2017	\$382,350	-6.4%
March 2017	\$367,475	-0.9%
February 2017	\$407,500	43.5%
January 2017	\$130,000	-45.1%
December 2016	\$331,958	107.6%



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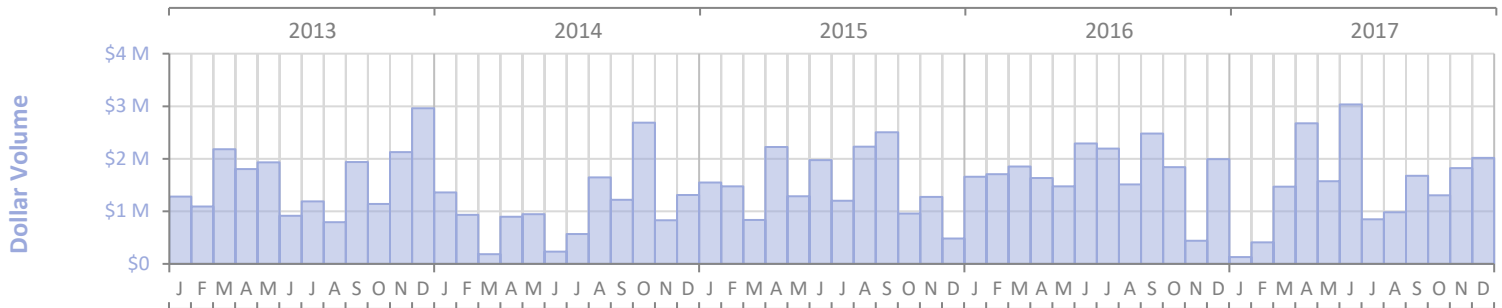
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### Dollar Volume

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
<b>December 2017</b>	<b>\$2.0 Million</b>	<b>1.3%</b>
November 2017	\$1.8 Million	312.9%
October 2017	\$1.3 Million	-29.1%
September 2017	\$1.7 Million	-32.4%
August 2017	\$981,000	-35.1%
July 2017	\$845,000	-61.5%
June 2017	\$3.0 Million	32.3%
May 2017	\$1.6 Million	6.4%
April 2017	\$2.7 Million	63.8%
March 2017	\$1.5 Million	-20.7%
February 2017	\$407,500	-76.1%
January 2017	\$130,000	-92.2%
December 2016	\$2.0 Million	315.3%

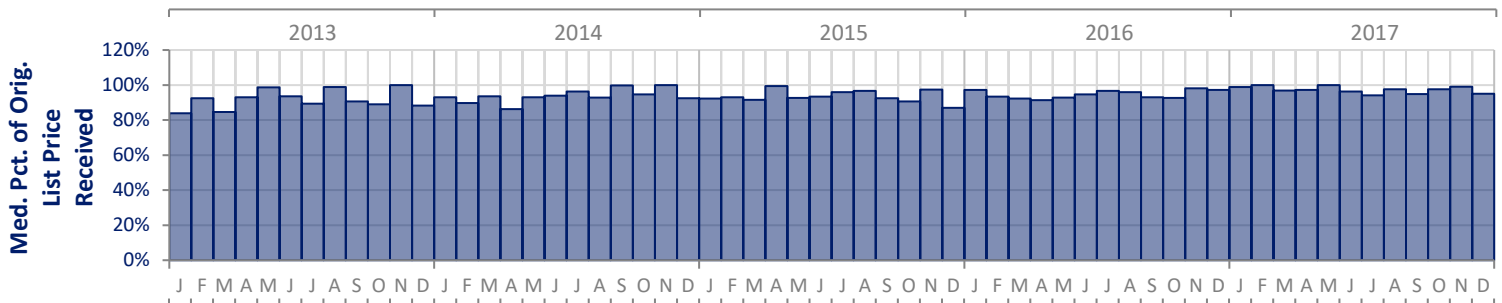


### Median Percent of Original List Price Received

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
<b>December 2017</b>	<b>95.0%</b>	<b>-2.4%</b>
November 2017	99.1%	0.9%
October 2017	97.5%	5.2%
September 2017	94.8%	1.8%
August 2017	97.6%	1.7%
July 2017	94.1%	-2.6%
June 2017	96.3%	1.8%
May 2017	100.0%	7.6%
April 2017	97.2%	6.5%
March 2017	96.9%	5.0%
February 2017	100.0%	7.2%
January 2017	98.9%	1.7%
December 2016	97.3%	11.8%



# Monthly Market Detail - December 2017

## Townhouses and Condos

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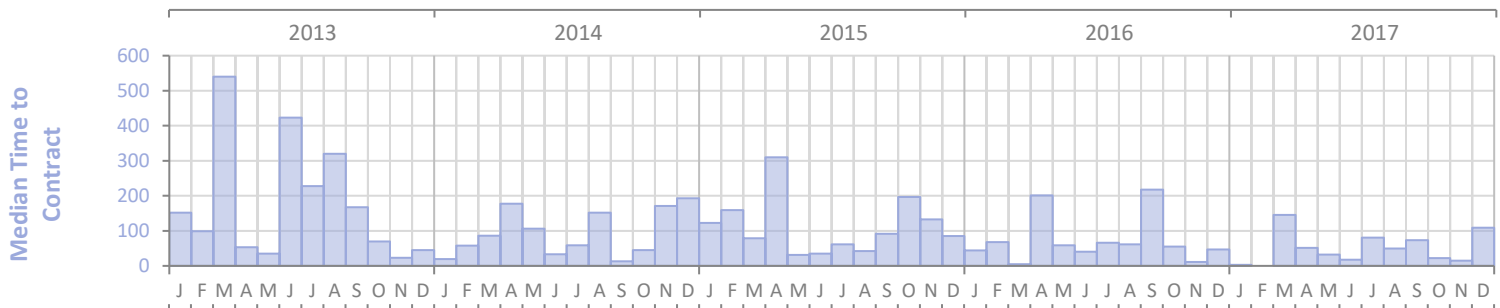
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## Median Time to Contract

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
December 2017	109 Days	131.9%
November 2017	15 Days	36.4%
October 2017	22 Days	-60.0%
September 2017	73 Days	-66.5%
August 2017	50 Days	-18.0%
July 2017	81 Days	22.7%
June 2017	18 Days	-55.0%
May 2017	32 Days	-45.8%
April 2017	51 Days	-74.6%
March 2017	145 Days	2800.0%
February 2017	0 Days	-100.0%
January 2017	3 Days	-93.2%
December 2016	47 Days	-44.7%

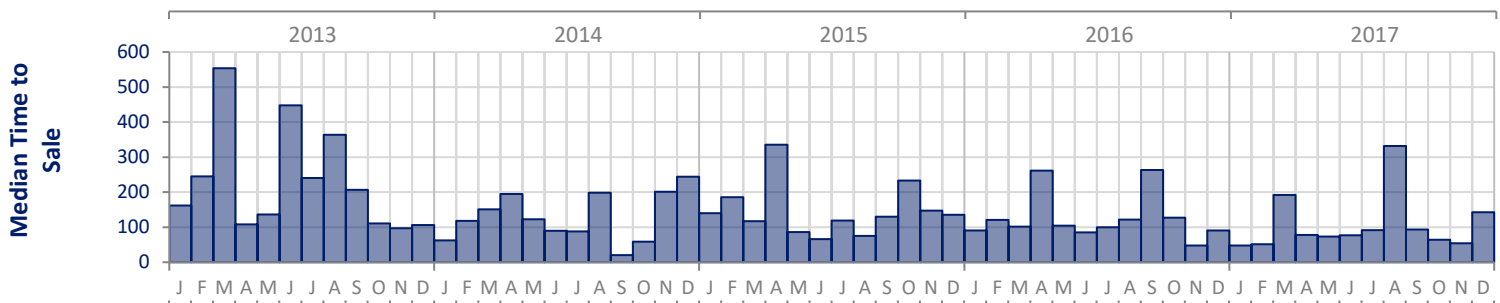


## Median Time to Sale

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
December 2017	143 Days	57.1%
November 2017	54 Days	12.5%
October 2017	64 Days	-49.6%
September 2017	93 Days	-64.6%
August 2017	332 Days	172.1%
July 2017	92 Days	-8.0%
June 2017	77 Days	-9.4%
May 2017	73 Days	-29.8%
April 2017	78 Days	-70.1%
March 2017	192 Days	88.2%
February 2017	51 Days	-57.9%
January 2017	48 Days	-47.3%
December 2016	91 Days	-32.6%



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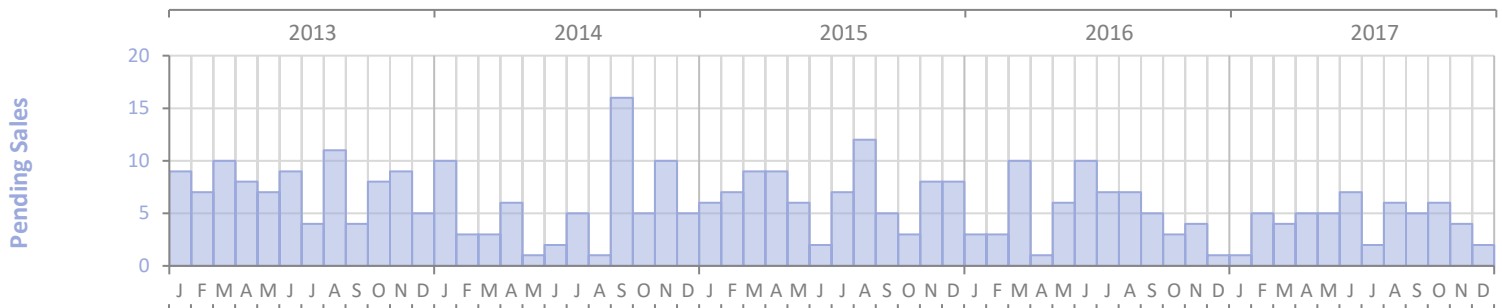
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## New Pending Sales

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
December 2017	2	100.0%
November 2017	4	0.0%
October 2017	6	100.0%
September 2017	5	0.0%
August 2017	6	-14.3%
July 2017	2	-71.4%
June 2017	7	-30.0%
May 2017	5	-16.7%
April 2017	5	400.0%
March 2017	4	-60.0%
February 2017	5	66.7%
January 2017	1	-66.7%
December 2016	1	-87.5%

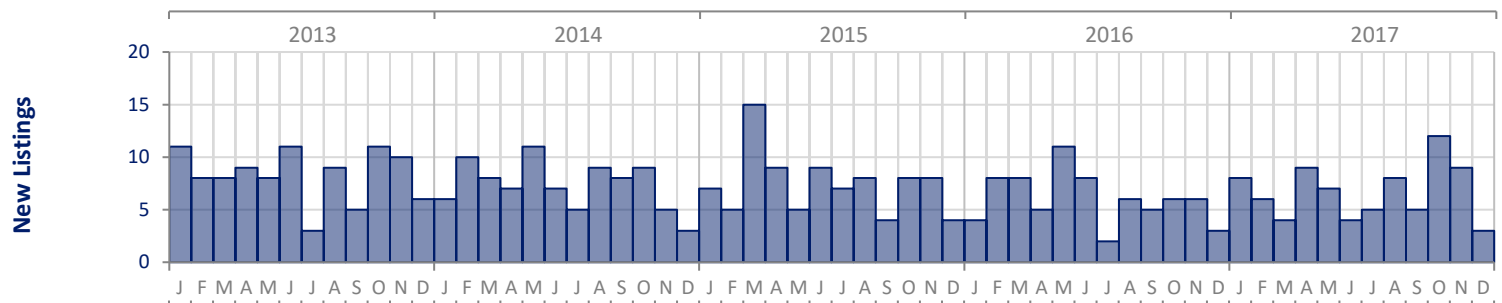


## New Listings

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.

Month	New Listings	Percent Change Year-over-Year
December 2017	3	0.0%
November 2017	9	50.0%
October 2017	12	100.0%
September 2017	5	0.0%
August 2017	8	33.3%
July 2017	5	150.0%
June 2017	4	-50.0%
May 2017	7	-36.4%
April 2017	9	80.0%
March 2017	4	-50.0%
February 2017	6	-25.0%
January 2017	8	100.0%
December 2016	3	-25.0%





# Monthly Market Detail - December 2017

## Townhouses and Condos

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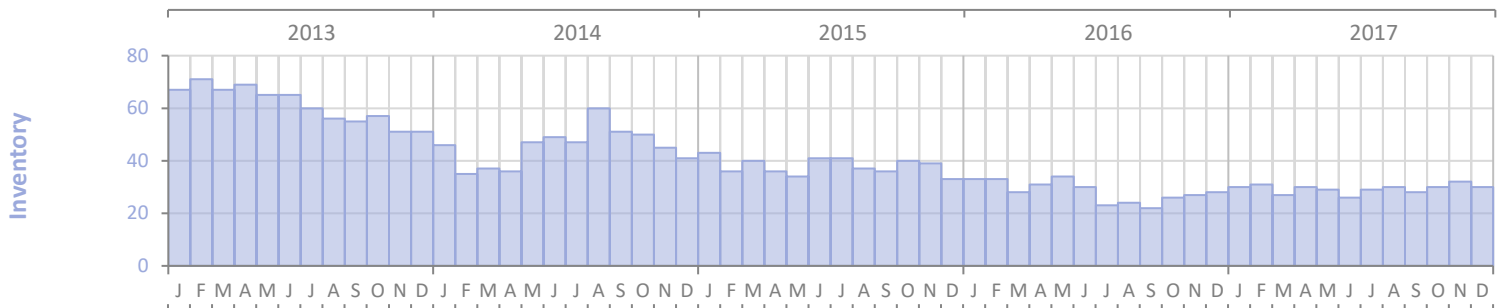
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## Inventory (Active Listings)

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
December 2017	30	7.1%
November 2017	32	18.5%
October 2017	30	15.4%
September 2017	28	27.3%
August 2017	30	25.0%
July 2017	29	26.1%
June 2017	26	-13.3%
May 2017	29	-14.7%
April 2017	30	-3.2%
March 2017	27	-3.6%
February 2017	31	-6.1%
January 2017	30	-9.1%
December 2016	28	-15.2%

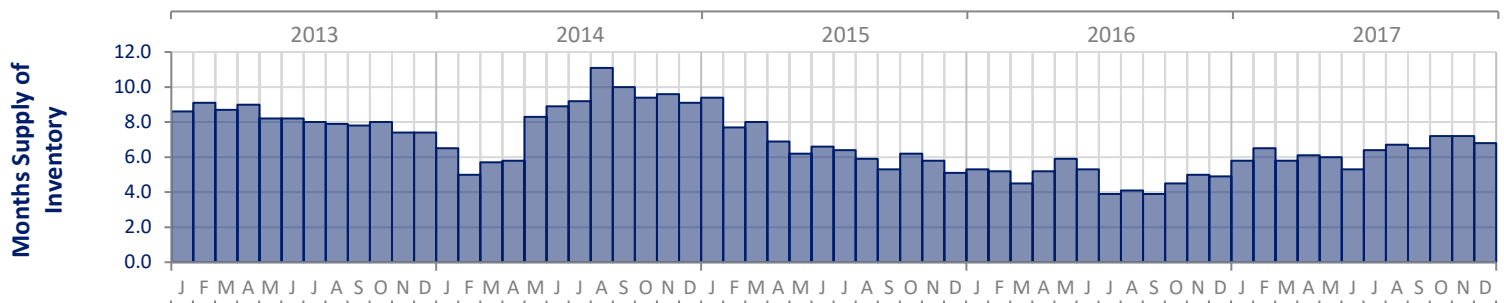


## Months Supply of Inventory

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
December 2017	6.8	38.8%
November 2017	7.2	44.0%
October 2017	7.2	60.0%
September 2017	6.5	66.7%
August 2017	6.7	63.4%
July 2017	6.4	64.1%
June 2017	5.3	0.0%
May 2017	6.0	1.7%
April 2017	6.1	17.3%
March 2017	5.8	28.9%
February 2017	6.5	25.0%
January 2017	5.8	9.4%
December 2016	4.9	-3.9%



# Monthly Market Detail - December 2017

## Townhouses and Condos

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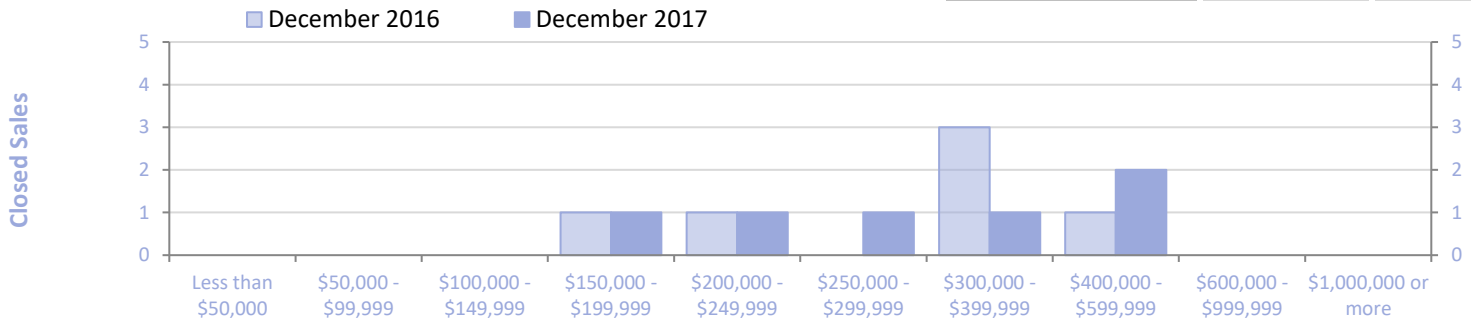
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### Closed Sales by Sale Price

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	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	-66.7%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

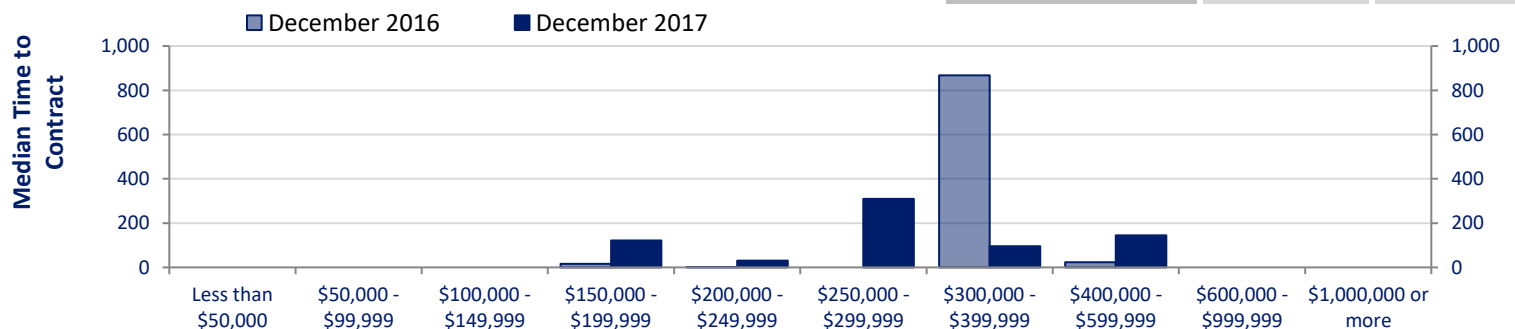


### Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	122 Days	662.5%
\$200,000 - \$249,999	31 Days	1450.0%
\$250,000 - \$299,999	309 Days	N/A
\$300,000 - \$399,999	95 Days	-89.0%
\$400,000 - \$599,999	144 Days	526.1%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - December 2017

## Townhouses and Condos

## Navarre Area Board of REALTORS®



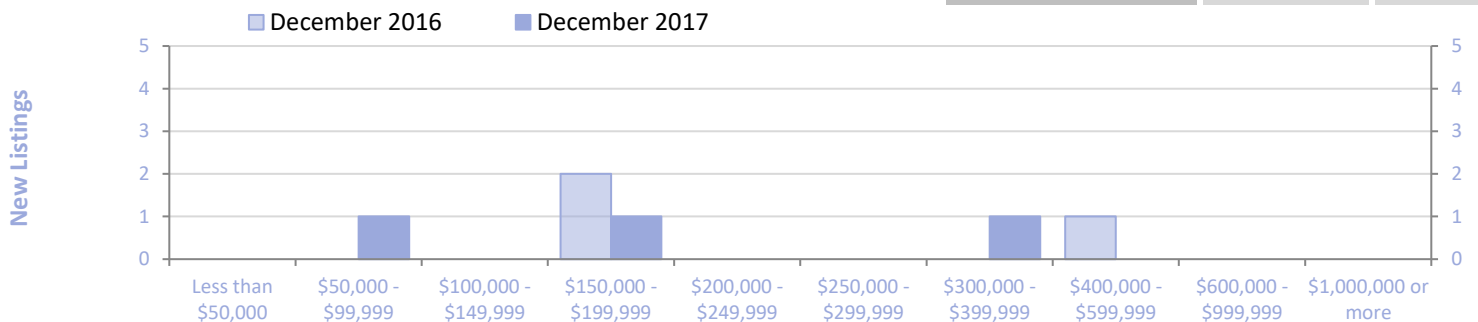
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### New Listings by Initial Listing Price

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.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	0	N/A
\$150,000 - \$199,999	1	-50.0%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

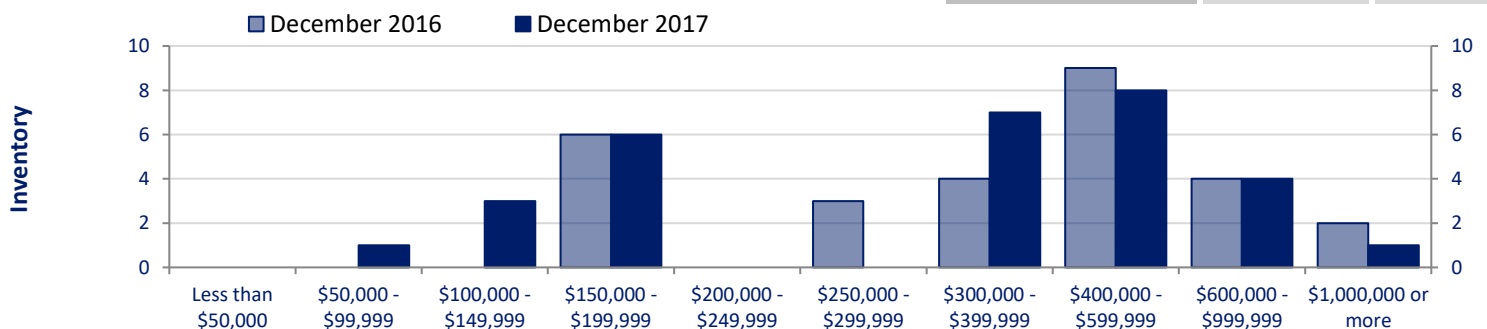


### Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	1	N/A
\$100,000 - \$149,999	3	N/A
\$150,000 - \$199,999	6	0.0%
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	7	75.0%
\$400,000 - \$599,999	8	-11.1%
\$600,000 - \$999,999	4	0.0%
\$1,000,000 or more	1	-50.0%



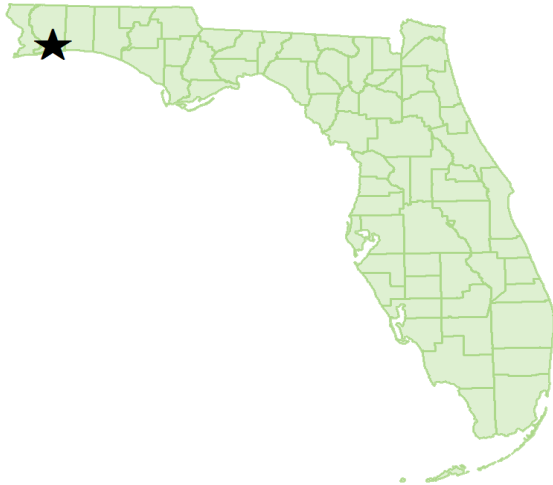
# Monthly Distressed Market - December 2017

## Townhouses and Condos

### Navarre Area Board of REALTORS®



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		December 2017	December 2016	Percent Change Year-over-Year
Traditional	Closed Sales	6	5	20.0%
	Median Sale Price	\$331,000	\$372,750	-11.2%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$406,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

