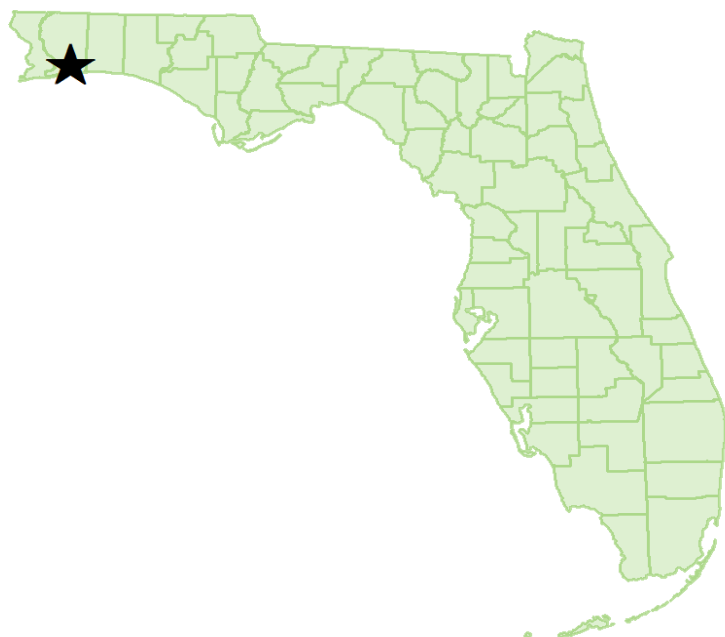


# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®

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



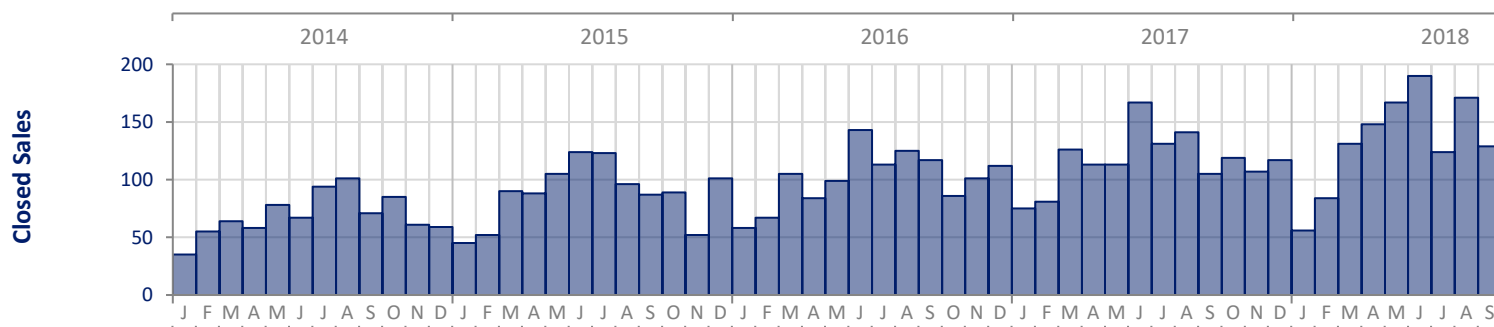
Summary Statistics	September 2018	September 2017	Percent Change Year-over-Year
Closed Sales	129	105	22.9%
Paid in Cash	13	2	550.0%
Median Sale Price	\$240,000	\$227,000	5.7%
Average Sale Price	\$267,985	\$240,786	11.3%
Dollar Volume	\$34.6 Million	\$25.3 Million	36.7%
Median Percent of Original List Price Received	99.1%	100.0%	-0.9%
Median Time to Contract	27 Days	42 Days	-35.7%
Median Time to Sale	71 Days	100 Days	-29.0%
New Pending Sales	105	90	16.7%
New Listings	101	125	-19.2%
Pending Inventory	163	197	-17.3%
Inventory (Active Listings)	358	341	5.0%
Months Supply of Inventory	2.8	3.0	-6.7%

## 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	1,200	14.1%
<b>September 2018</b>	<b>129</b>	<b>22.9%</b>
August 2018	171	21.3%
July 2018	124	-5.3%
June 2018	190	13.8%
May 2018	167	47.8%
April 2018	148	31.0%
March 2018	131	4.0%
February 2018	84	3.7%
January 2018	56	-25.3%
December 2017	117	4.5%
November 2017	107	5.9%
October 2017	119	38.4%
September 2017	105	-10.3%



# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



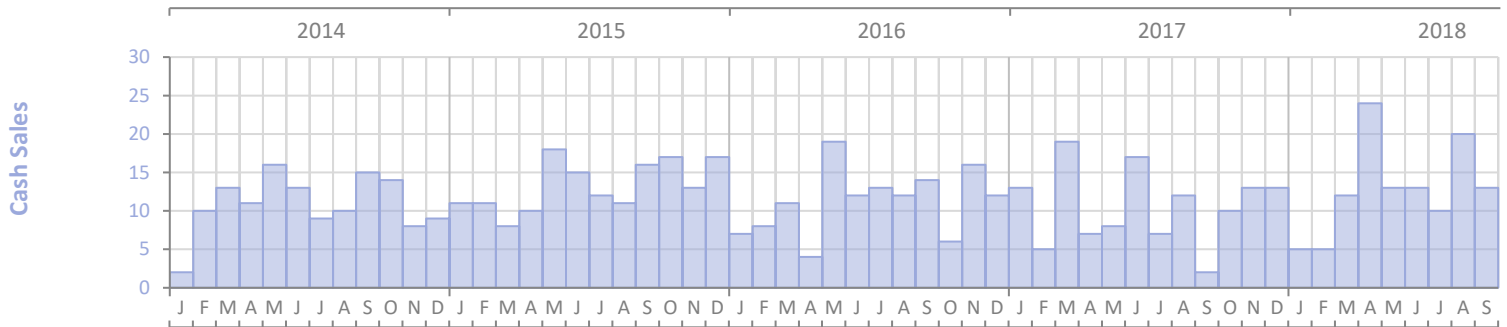
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## Cash Sales

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
Year-to-Date	115	27.8%
<b>September 2018</b>	<b>13</b>	<b>550.0%</b>
August 2018	20	66.7%
July 2018	10	42.9%
June 2018	13	-23.5%
May 2018	13	62.5%
April 2018	24	242.9%
March 2018	12	-36.8%
February 2018	5	0.0%
January 2018	5	-61.5%
December 2017	13	8.3%
November 2017	13	-18.8%
October 2017	10	66.7%
September 2017	2	-85.7%

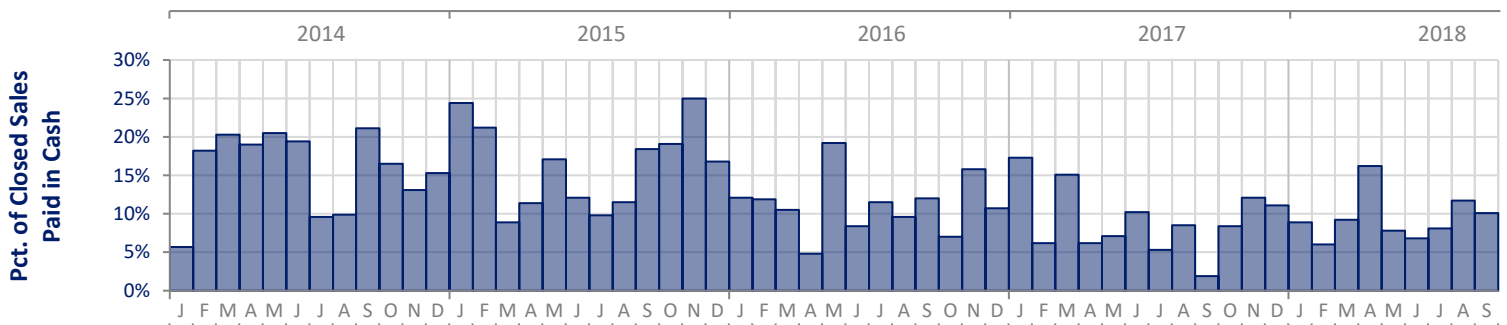


## Cash Sales as a Percentage of Closed Sales

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	9.6%	11.6%
<b>September 2018</b>	<b>10.1%</b>	<b>431.6%</b>
August 2018	11.7%	37.6%
July 2018	8.1%	52.8%
June 2018	6.8%	-33.3%
May 2018	7.8%	9.9%
April 2018	16.2%	161.3%
March 2018	9.2%	-39.1%
February 2018	6.0%	-3.2%
January 2018	8.9%	-48.6%
December 2017	11.1%	3.7%
November 2017	12.1%	-23.4%
October 2017	8.4%	20.0%
September 2017	1.9%	-84.2%



# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



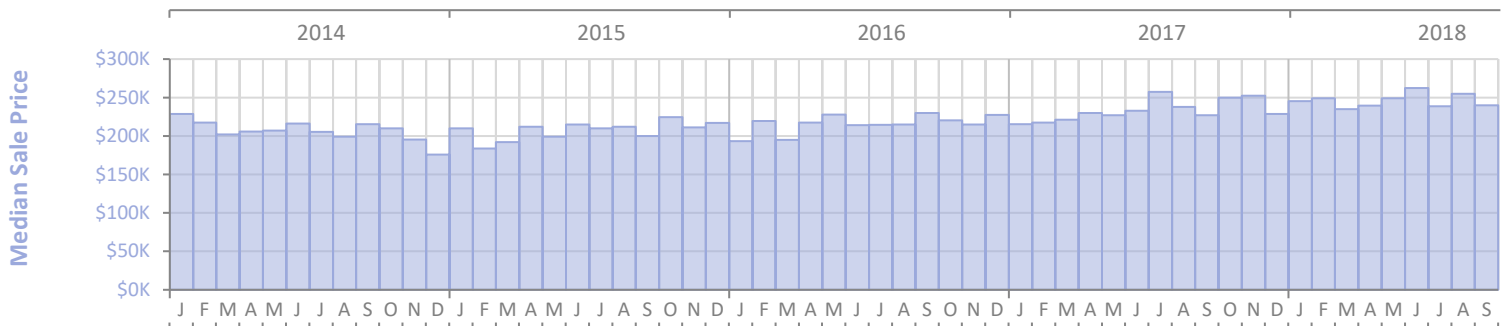
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## Median Sale Price

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
Year-to-Date	\$246,500	7.2%
<b>September 2018</b>	<b>\$240,000</b>	<b>5.7%</b>
August 2018	\$255,000	7.2%
July 2018	\$238,500	-7.4%
June 2018	\$262,500	12.7%
May 2018	\$249,000	9.7%
April 2018	\$239,500	4.1%
March 2018	\$235,000	6.2%
February 2018	\$248,915	14.6%
January 2018	\$245,250	13.8%
December 2017	\$228,500	0.5%
November 2017	\$252,500	17.4%
October 2017	\$249,900	13.3%
September 2017	\$227,000	-1.3%

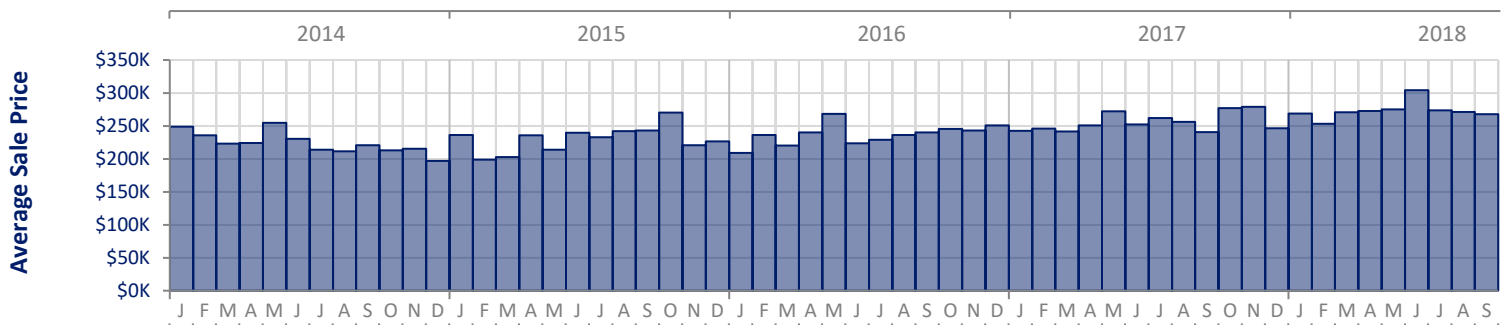


## Average Sale Price

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	\$275,623	9.2%
<b>September 2018</b>	<b>\$267,985</b>	<b>11.3%</b>
August 2018	\$271,039	5.8%
July 2018	\$273,449	4.5%
June 2018	\$304,394	20.6%
May 2018	\$275,166	1.1%
April 2018	\$272,601	8.7%
March 2018	\$270,858	12.0%
February 2018	\$253,012	3.0%
January 2018	\$268,822	10.8%
December 2017	\$246,321	-1.7%
November 2017	\$278,875	14.7%
October 2017	\$276,776	12.7%
September 2017	\$240,786	0.3%



# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



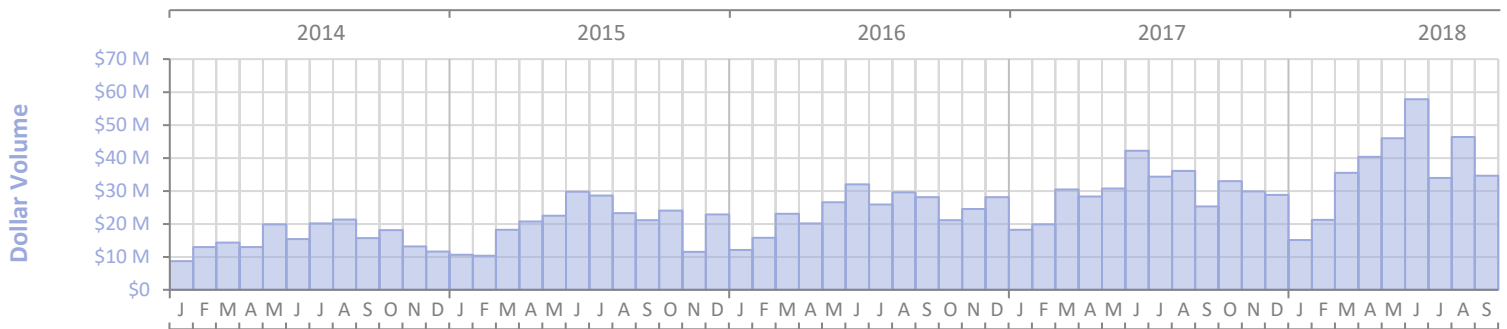
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## Dollar Volume

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
Year-to-Date	\$330.7 Million	24.6%
<b>September 2018</b>	<b>\$34.6 Million</b>	<b>36.7%</b>
August 2018	\$46.3 Million	28.3%
July 2018	\$33.9 Million	-1.1%
June 2018	\$57.8 Million	37.2%
May 2018	\$46.0 Million	49.4%
April 2018	\$40.3 Million	42.3%
March 2018	\$35.5 Million	16.5%
February 2018	\$21.3 Million	6.8%
January 2018	\$15.1 Million	-17.3%
December 2017	\$28.8 Million	2.6%
November 2017	\$29.8 Million	21.5%
October 2017	\$32.9 Million	56.0%
September 2017	\$25.3 Million	-10.0%

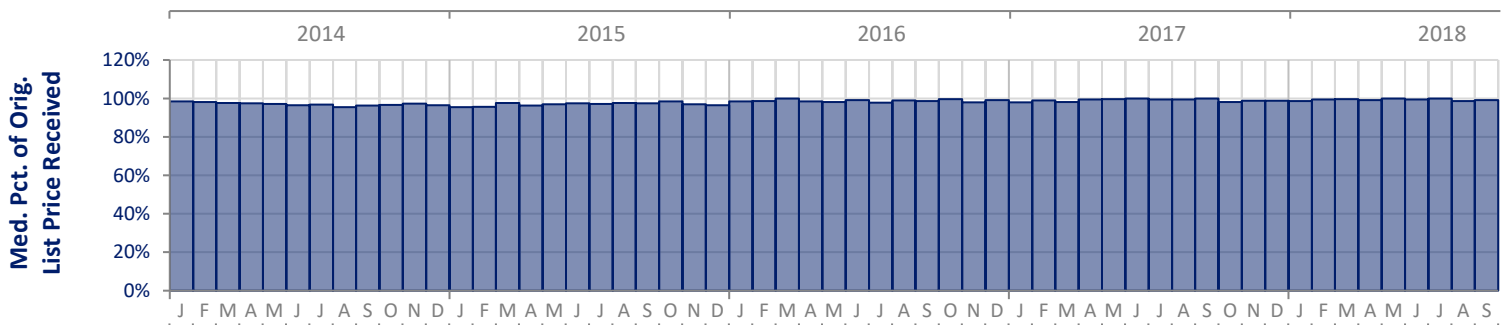


## Median Percent of Original List Price Received

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	99.5%	0.1%
<b>September 2018</b>	<b>99.1%</b>	<b>-0.9%</b>
August 2018	98.7%	-0.7%
July 2018	100.0%	0.5%
June 2018	99.4%	-0.6%
May 2018	100.0%	0.4%
April 2018	99.2%	-0.2%
March 2018	99.6%	1.4%
February 2018	99.5%	0.6%
January 2018	98.7%	0.8%
December 2017	98.8%	-0.4%
November 2017	98.8%	0.9%
October 2017	98.1%	-1.5%
September 2017	100.0%	1.4%



# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



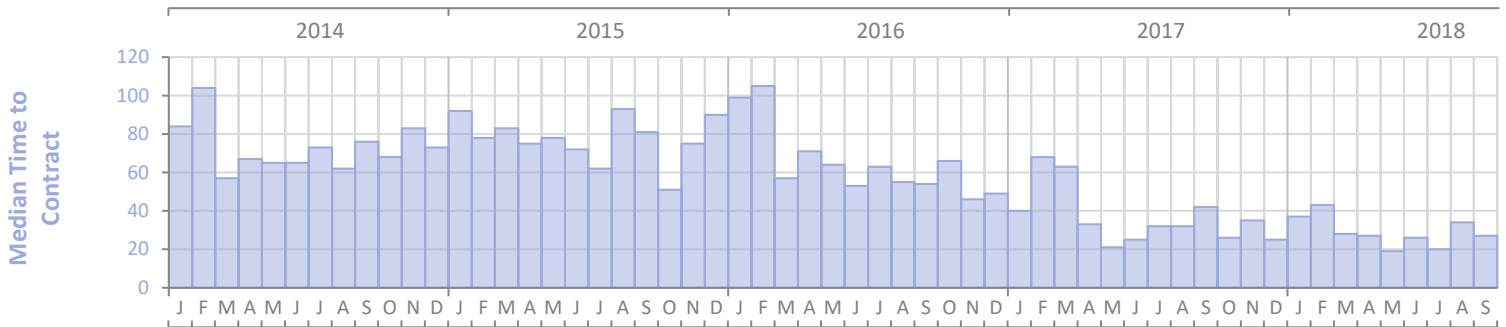
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## Median Time to Contract

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
Year-to-Date	27 Days	-22.9%
<b>September 2018</b>	<b>27 Days</b>	<b>-35.7%</b>
August 2018	34 Days	6.3%
July 2018	20 Days	-37.5%
June 2018	26 Days	4.0%
May 2018	19 Days	-9.5%
April 2018	27 Days	-18.2%
March 2018	28 Days	-55.6%
February 2018	43 Days	-36.8%
January 2018	37 Days	-7.5%
December 2017	25 Days	-49.0%
November 2017	35 Days	-23.9%
October 2017	26 Days	-60.6%
September 2017	42 Days	-22.2%

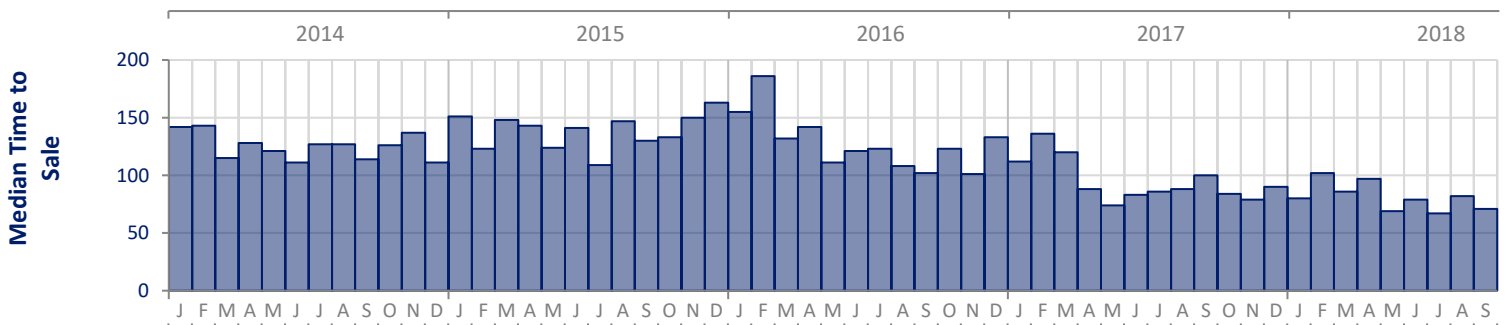


## Median Time to Sale

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	79 Days	-16.8%
<b>September 2018</b>	<b>71 Days</b>	<b>-29.0%</b>
August 2018	82 Days	-6.8%
July 2018	67 Days	-22.1%
June 2018	79 Days	-4.8%
May 2018	69 Days	-6.8%
April 2018	97 Days	10.2%
March 2018	86 Days	-28.3%
February 2018	102 Days	-25.0%
January 2018	80 Days	-28.6%
December 2017	90 Days	-32.3%
November 2017	79 Days	-21.8%
October 2017	84 Days	-31.7%
September 2017	100 Days	-2.0%





# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



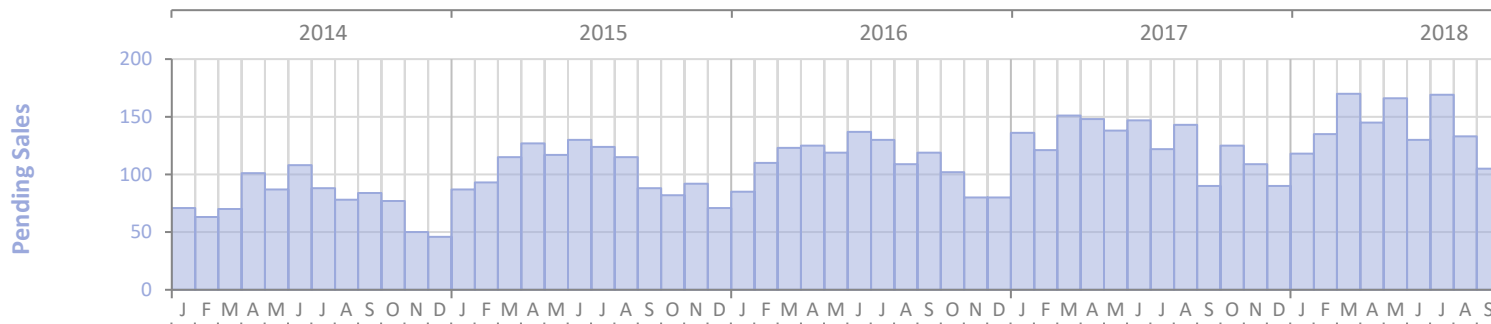
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## New Pending Sales

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
Year-to-Date	1,271	6.3%
<b>September 2018</b>	<b>105</b>	<b>16.7%</b>
August 2018	133	-7.0%
July 2018	169	38.5%
June 2018	130	-11.6%
May 2018	166	20.3%
April 2018	145	-2.0%
March 2018	170	12.6%
February 2018	135	11.6%
January 2018	118	-13.2%
December 2017	90	12.5%
November 2017	109	36.3%
October 2017	125	22.5%
September 2017	90	-24.4%

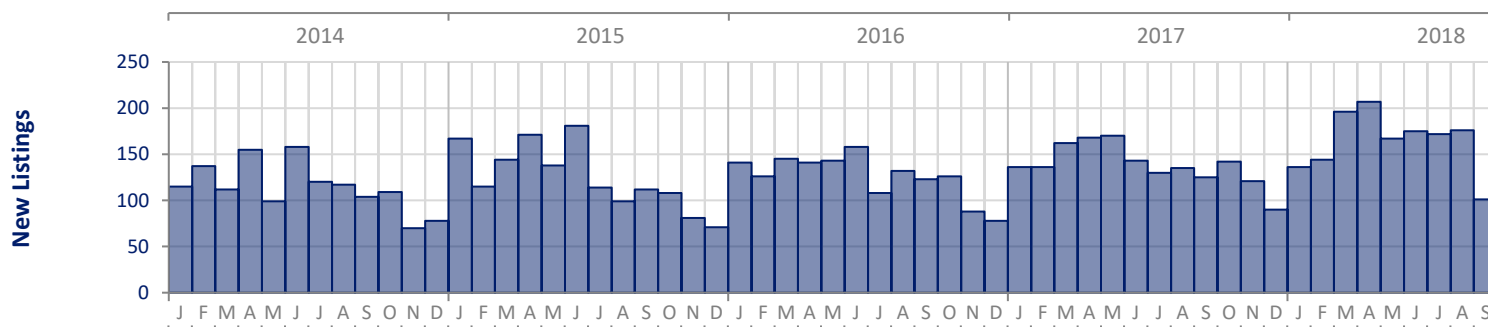


## New Listings

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	1,474	13.0%
<b>September 2018</b>	<b>101</b>	<b>-19.2%</b>
August 2018	176	30.4%
July 2018	172	32.3%
June 2018	175	22.4%
May 2018	167	-1.8%
April 2018	207	23.2%
March 2018	196	21.0%
February 2018	144	5.9%
January 2018	136	0.0%
December 2017	90	15.4%
November 2017	121	37.5%
October 2017	142	12.7%
September 2017	125	1.6%



# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



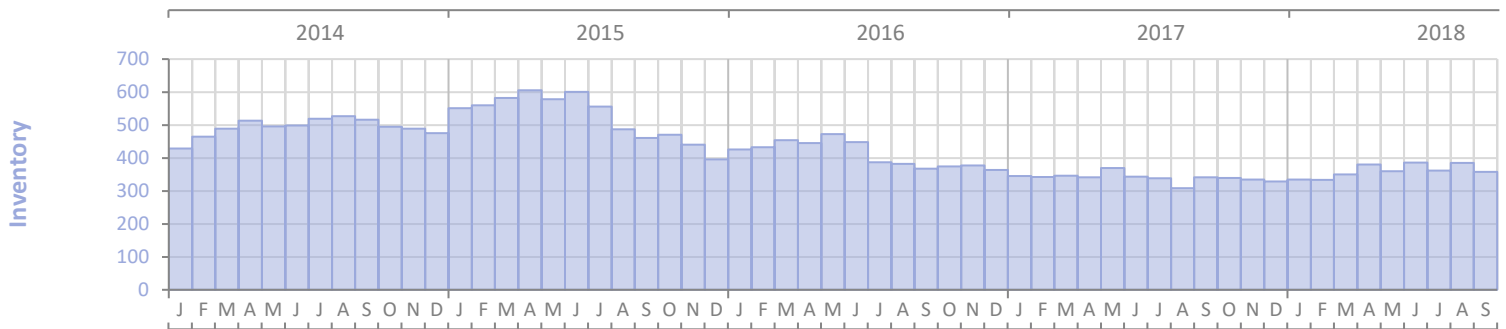
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## Inventory (Active Listings)

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
YTD (Monthly Avg)	361	5.9%
<b>September 2018</b>	<b>358</b>	<b>5.0%</b>
August 2018	385	25.0%
July 2018	362	7.1%
June 2018	386	12.5%
May 2018	360	-2.4%
April 2018	380	11.4%
March 2018	350	1.2%
February 2018	334	-2.3%
January 2018	335	-2.9%
December 2017	329	-9.6%
November 2017	335	-11.1%
October 2017	339	-9.4%
September 2017	341	-7.3%

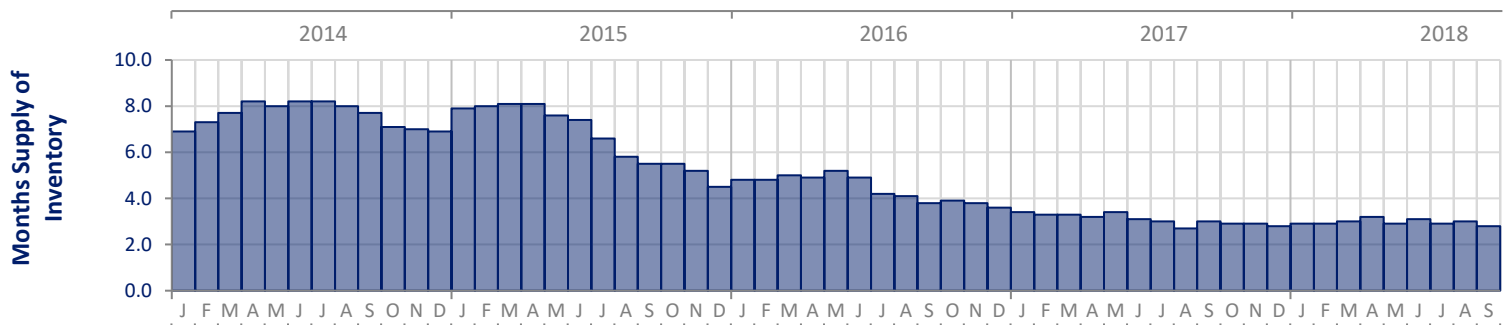


## Months Supply of Inventory

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)	3.0	-6.3%
<b>September 2018</b>	<b>2.8</b>	<b>-6.7%</b>
August 2018	3.0	11.1%
July 2018	2.9	-3.3%
June 2018	3.1	0.0%
May 2018	2.9	-14.7%
April 2018	3.2	0.0%
March 2018	3.0	-9.1%
February 2018	2.9	-12.1%
January 2018	2.9	-14.7%
December 2017	2.8	-22.2%
November 2017	2.9	-23.7%
October 2017	2.9	-25.6%
September 2017	3.0	-21.1%



# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



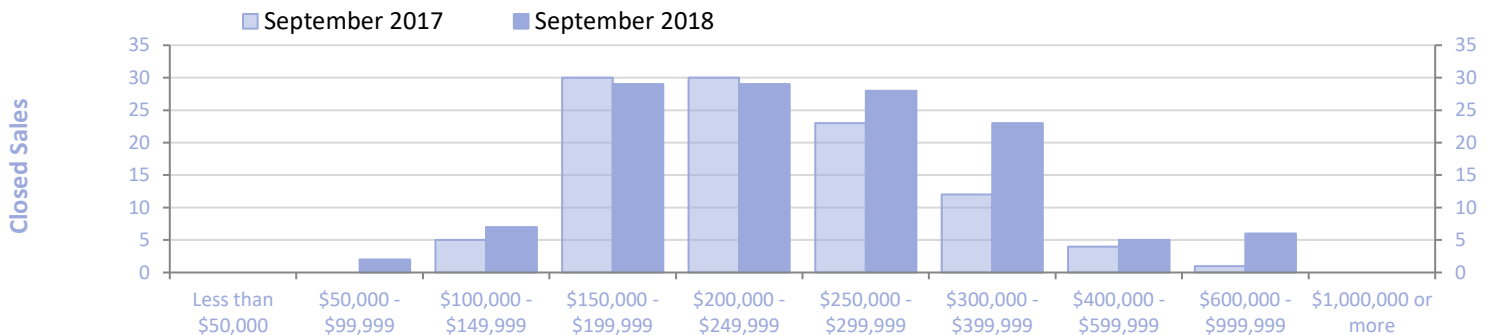
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#### Closed Sales by Sale Price

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	2	N/A
\$100,000 - \$149,999	7	40.0%
\$150,000 - \$199,999	29	-3.3%
\$200,000 - \$249,999	29	-3.3%
\$250,000 - \$299,999	28	21.7%
\$300,000 - \$399,999	23	91.7%
\$400,000 - \$599,999	5	25.0%
\$600,000 - \$999,999	6	500.0%
\$1,000,000 or more	0	N/A

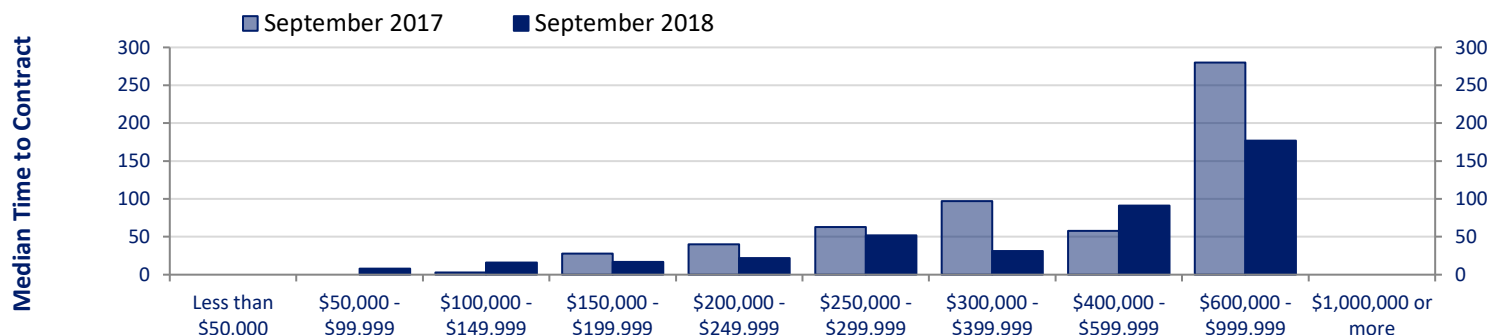


#### Median Time to Contract by Sale Price

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	8 Days	N/A
\$100,000 - \$149,999	16 Days	433.3%
\$150,000 - \$199,999	17 Days	-39.3%
\$200,000 - \$249,999	22 Days	-45.0%
\$250,000 - \$299,999	52 Days	-17.5%
\$300,000 - \$399,999	31 Days	-68.0%
\$400,000 - \$599,999	91 Days	56.9%
\$600,000 - \$999,999	177 Days	-36.8%
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



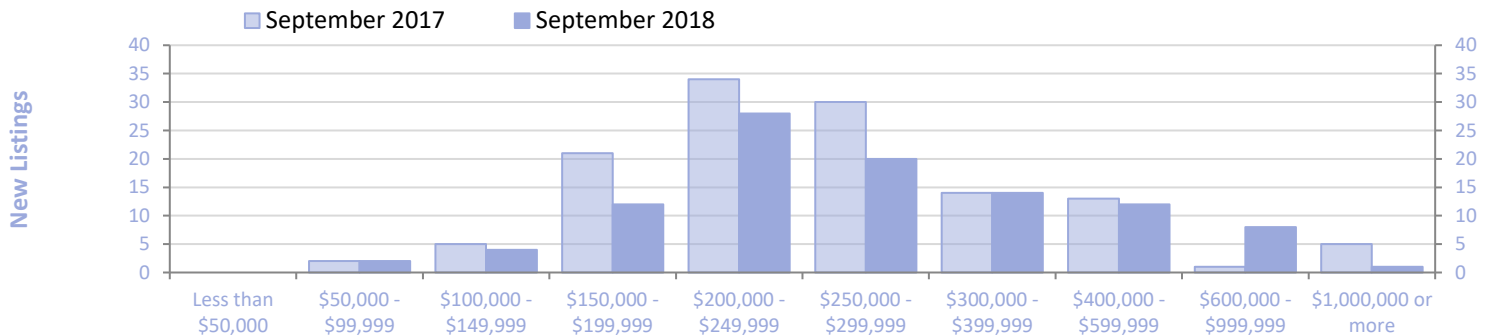
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## New Listings by Initial Listing Price

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. 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	0	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	4	-20.0%
\$150,000 - \$199,999	12	-42.9%
\$200,000 - \$249,999	28	-17.6%
\$250,000 - \$299,999	20	-33.3%
\$300,000 - \$399,999	14	0.0%
\$400,000 - \$599,999	12	-7.7%
\$600,000 - \$999,999	8	700.0%
\$1,000,000 or more	1	-80.0%

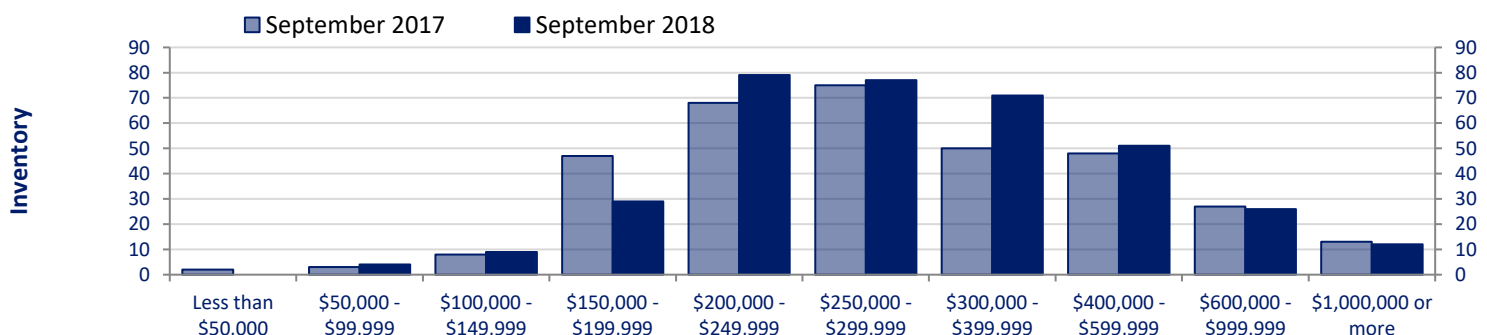


## Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	4	33.3%
\$100,000 - \$149,999	9	12.5%
\$150,000 - \$199,999	29	-38.3%
\$200,000 - \$249,999	79	16.2%
\$250,000 - \$299,999	77	2.7%
\$300,000 - \$399,999	71	42.0%
\$400,000 - \$599,999	51	6.3%
\$600,000 - \$999,999	26	-3.7%
\$1,000,000 or more	12	-7.7%

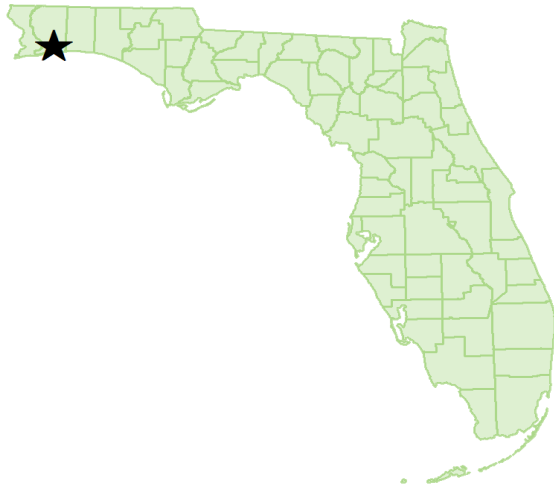


# Monthly Distressed Market - September 2018

## Single Family Homes

### Navarre Area Board of REALTORS®

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



		September 2018	September 2017	Percent Change Year-over-Year
Traditional	Closed Sales	124	105	18.1%
	Median Sale Price	\$250,000	\$227,000	10.1%
Foreclosure/REO	Closed Sales	5	0	N/A
	Median Sale Price	\$166,000	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

