

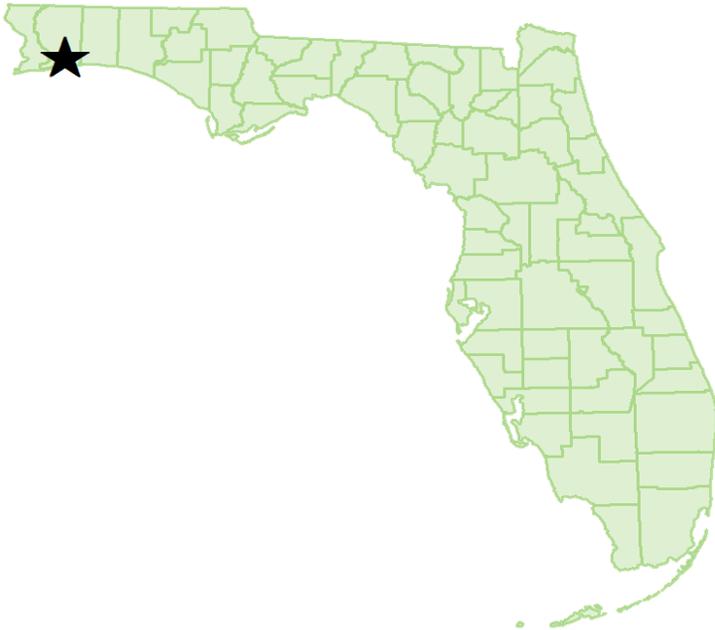
# Quarterly Market Detail - Q4 2018

## 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	Q4 2018	Q4 2017	Percent Change Year-over-Year
Closed Sales	21	15	40.0%
Paid in Cash	9	3	200.0%
Median Sale Price	\$319,950	\$377,700	-15.3%
Average Sale Price	\$388,200	\$343,160	13.1%
Dollar Volume	\$8.2 Million	\$5.1 Million	58.4%
Median Percent of Original List Price Received	95.1%	97.2%	-2.2%
Median Time to Contract	53 Days	58 Days	-8.6%
Median Time to Sale	89 Days	96 Days	-7.3%
New Pending Sales	20	12	66.7%
New Listings	15	24	-37.5%
Pending Inventory	4	2	100.0%
Inventory (Active Listings)	21	30	-30.0%
Months Supply of Inventory	2.9	6.8	-57.4%

## 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	86	62.3%
<b>Q4 2018</b>	<b>21</b>	<b>40.0%</b>
Q3 2018	19	58.3%
Q2 2018	25	25.0%
Q1 2018	21	250.0%
Q4 2017	15	7.1%
Q3 2017	12	-36.8%
Q2 2017	20	17.6%
Q1 2017	6	-66.7%
Q4 2016	14	7.7%
Q3 2016	19	-5.0%
Q2 2016	17	-29.2%
Q1 2016	18	-10.0%
Q4 2015	13	-23.5%



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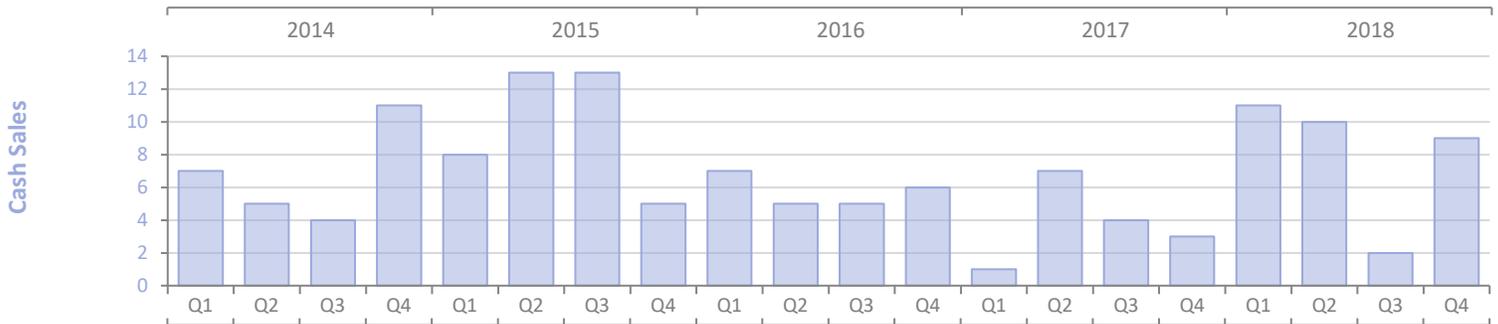
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## Cash Sales

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	32	113.3%
<b>Q4 2018</b>	<b>9</b>	<b>200.0%</b>
Q3 2018	2	-50.0%
Q2 2018	10	42.9%
Q1 2018	11	1000.0%
Q4 2017	3	-50.0%
Q3 2017	4	-20.0%
Q2 2017	7	40.0%
Q1 2017	1	-85.7%
Q4 2016	6	20.0%
Q3 2016	5	-61.5%
Q2 2016	5	-61.5%
Q1 2016	7	-12.5%
Q4 2015	5	-54.5%

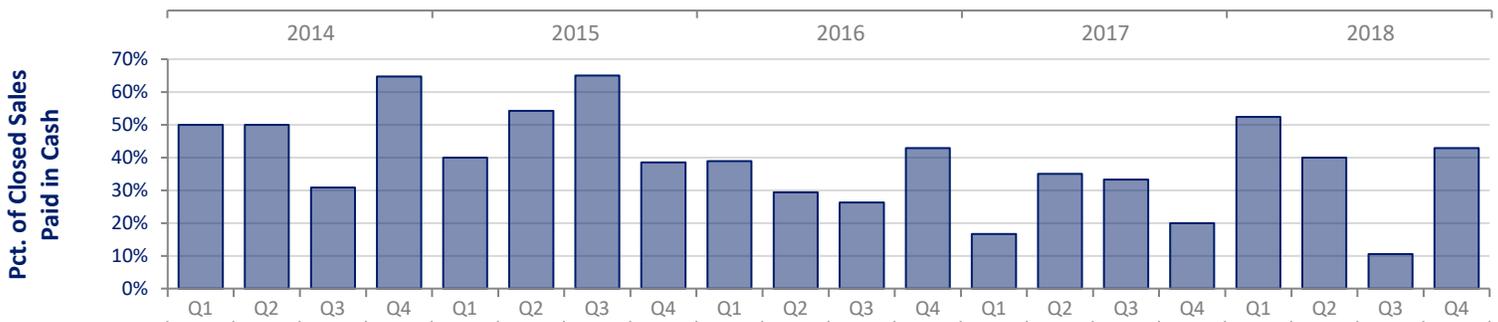


## Cash Sales as a Percentage of Closed Sales

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	37.2%	31.4%
<b>Q4 2018</b>	<b>42.9%</b>	<b>114.5%</b>
Q3 2018	10.5%	-68.5%
Q2 2018	40.0%	14.3%
Q1 2018	52.4%	213.8%
Q4 2017	20.0%	-53.4%
Q3 2017	33.3%	26.6%
Q2 2017	35.0%	19.0%
Q1 2017	16.7%	-57.1%
Q4 2016	42.9%	11.4%
Q3 2016	26.3%	-59.5%
Q2 2016	29.4%	-45.8%
Q1 2016	38.9%	-2.8%
Q4 2015	38.5%	-40.5%



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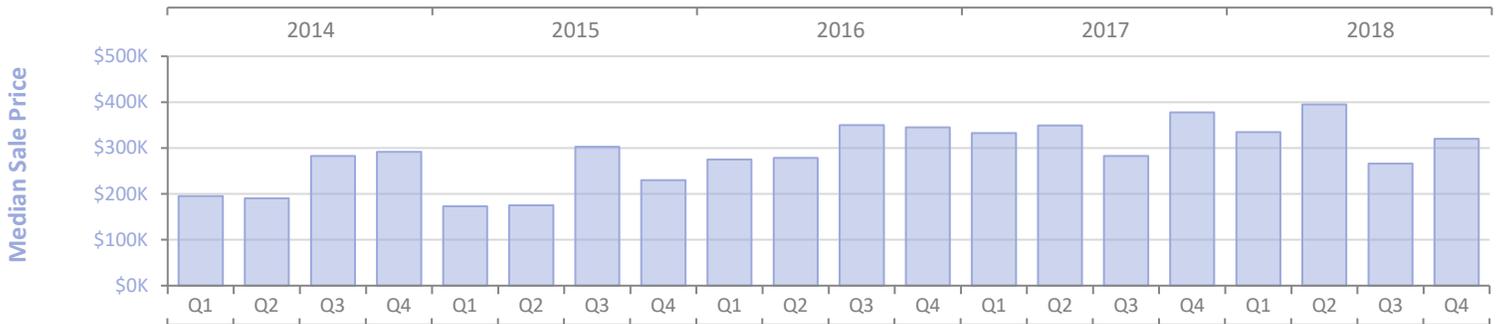
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## Median Sale Price

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	\$325,440	-5.8%
<b>Q4 2018</b>	<b>\$319,950</b>	<b>-15.3%</b>
Q3 2018	\$266,250	-5.8%
Q2 2018	\$395,000	13.0%
Q1 2018	\$335,000	0.8%
Q4 2017	\$377,700	9.6%
Q3 2017	\$282,750	-19.2%
Q2 2017	\$349,500	25.4%
Q1 2017	\$332,450	20.9%
Q4 2016	\$344,750	49.9%
Q3 2016	\$350,000	15.7%
Q2 2016	\$278,750	59.3%
Q1 2016	\$275,000	59.0%
Q4 2015	\$230,000	-21.1%

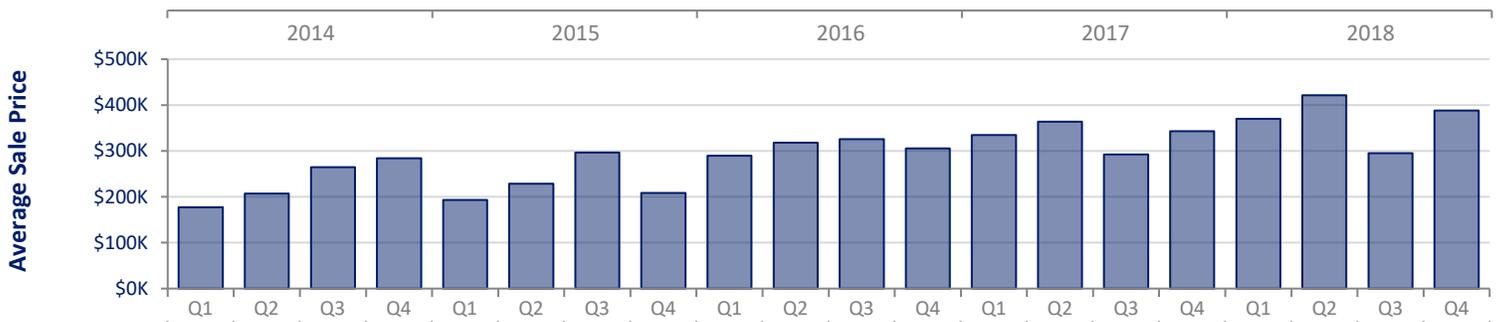


## Average Sale Price

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	\$372,940	10.2%
<b>Q4 2018</b>	<b>\$388,200</b>	<b>13.1%</b>
Q3 2018	\$295,100	1.0%
Q2 2018	\$421,632	15.8%
Q1 2018	\$370,140	10.6%
Q4 2017	\$343,160	12.4%
Q3 2017	\$292,042	-10.4%
Q2 2017	\$364,059	14.5%
Q1 2017	\$334,567	15.5%
Q4 2016	\$305,304	46.4%
Q3 2016	\$325,789	9.8%
Q2 2016	\$317,862	39.0%
Q1 2016	\$289,689	50.0%
Q4 2015	\$208,577	-26.5%



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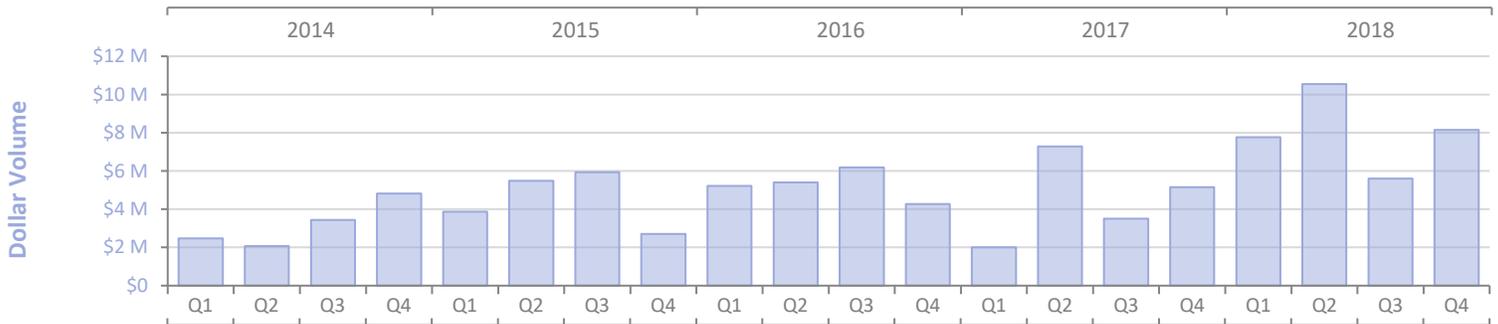
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## Dollar Volume

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	\$32.1 Million	78.8%
<b>Q4 2018</b>	<b>\$8.2 Million</b>	<b>58.4%</b>
Q3 2018	\$5.6 Million	60.0%
Q2 2018	\$10.5 Million	44.8%
Q1 2018	\$7.8 Million	287.2%
Q4 2017	\$5.1 Million	20.4%
Q3 2017	\$3.5 Million	-43.4%
Q2 2017	\$7.3 Million	34.7%
Q1 2017	\$2.0 Million	-61.5%
Q4 2016	\$4.3 Million	57.6%
Q3 2016	\$6.2 Million	4.3%
Q2 2016	\$5.4 Million	-1.6%
Q1 2016	\$5.2 Million	35.0%
Q4 2015	\$2.7 Million	-43.8%



## 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	96.0%	-1.2%
<b>Q4 2018</b>	<b>95.1%</b>	<b>-2.2%</b>
Q3 2018	97.2%	2.2%
Q2 2018	96.0%	-1.8%
Q1 2018	94.7%	-3.2%
Q4 2017	97.2%	0.8%
Q3 2017	95.1%	-0.9%
Q2 2017	97.8%	3.4%
Q1 2017	97.8%	2.6%
Q4 2016	96.4%	6.8%
Q3 2016	96.0%	1.5%
Q2 2016	94.6%	-1.3%
Q1 2016	95.3%	2.9%
Q4 2015	90.3%	-3.0%



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## Townhouses and Condos

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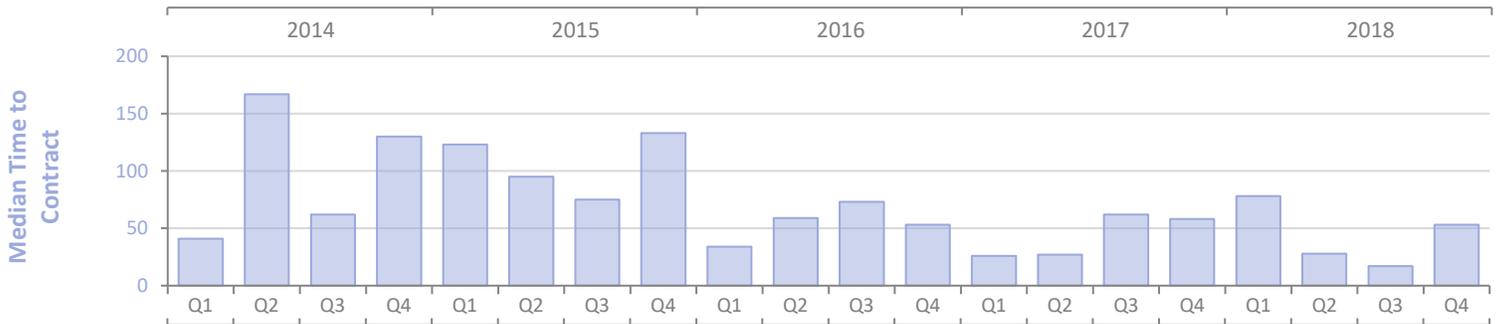
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## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the 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	48 Days	33.3%
<b>Q4 2018</b>	<b>53 Days</b>	<b>-8.6%</b>
Q3 2018	17 Days	-72.6%
Q2 2018	28 Days	3.7%
Q1 2018	78 Days	200.0%
Q4 2017	58 Days	9.4%
Q3 2017	62 Days	-15.1%
Q2 2017	27 Days	-54.2%
Q1 2017	26 Days	-23.5%
Q4 2016	53 Days	-60.2%
Q3 2016	73 Days	-2.7%
Q2 2016	59 Days	-37.9%
Q1 2016	34 Days	-72.4%
Q4 2015	133 Days	2.3%



## 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	87 Days	0.0%
<b>Q4 2018</b>	<b>89 Days</b>	<b>-7.3%</b>
Q3 2018	58 Days	-64.4%
Q2 2018	81 Days	3.8%
Q1 2018	118 Days	73.5%
Q4 2017	96 Days	-17.2%
Q3 2017	163 Days	33.6%
Q2 2017	78 Days	-25.0%
Q1 2017	68 Days	-26.1%
Q4 2016	116 Days	-21.1%
Q3 2016	122 Days	4.3%
Q2 2016	104 Days	-16.1%
Q1 2016	92 Days	-37.4%
Q4 2015	147 Days	-8.1%



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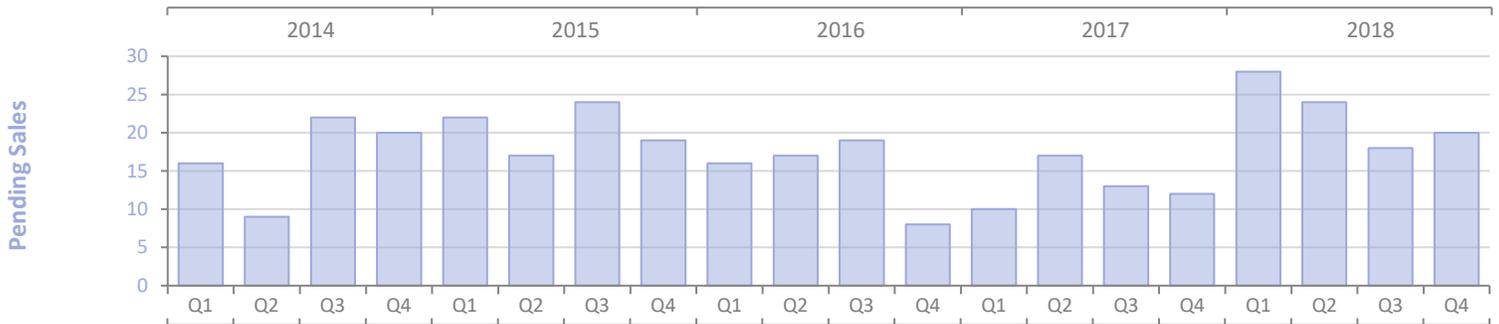
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## New Pending Sales

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	90	73.1%
<b>Q4 2018</b>	<b>20</b>	<b>66.7%</b>
Q3 2018	18	38.5%
Q2 2018	24	41.2%
Q1 2018	28	180.0%
Q4 2017	12	50.0%
Q3 2017	13	-31.6%
Q2 2017	17	0.0%
Q1 2017	10	-37.5%
Q4 2016	8	-57.9%
Q3 2016	19	-20.8%
Q2 2016	17	0.0%
Q1 2016	16	-27.3%
Q4 2015	19	-5.0%



## 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	92	15.0%
<b>Q4 2018</b>	<b>15</b>	<b>-37.5%</b>
Q3 2018	23	27.8%
Q2 2018	29	45.0%
Q1 2018	25	38.9%
Q4 2017	24	60.0%
Q3 2017	18	38.5%
Q2 2017	20	-16.7%
Q1 2017	18	-10.0%
Q4 2016	15	-25.0%
Q3 2016	13	-31.6%
Q2 2016	24	4.3%
Q1 2016	20	-25.9%
Q4 2015	20	17.6%



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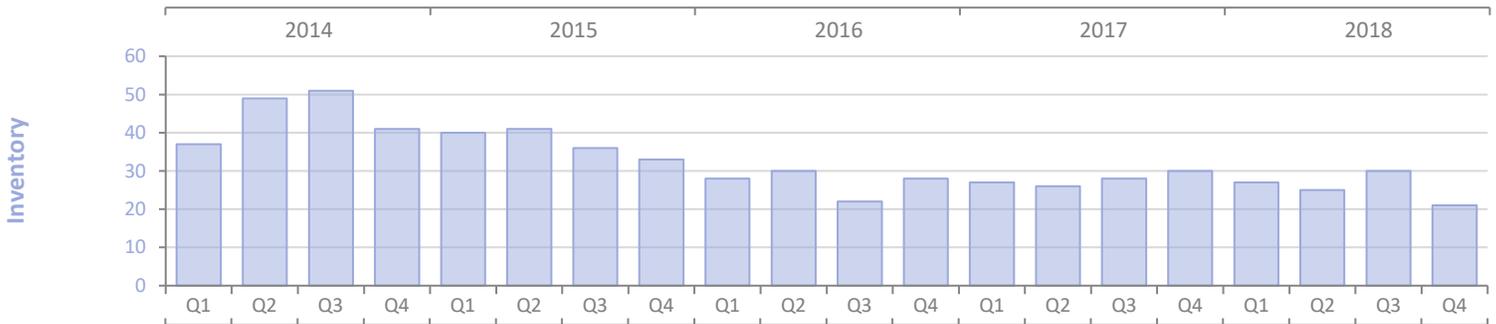
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## Inventory (Active Listings)

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)	26	-10.3%
<b>Q4 2018</b>	<b>21</b>	<b>-30.0%</b>
Q3 2018	30	7.1%
Q2 2018	25	-3.8%
Q1 2018	27	0.0%
Q4 2017	30	7.1%
Q3 2017	28	27.3%
Q2 2017	26	-13.3%
Q1 2017	27	-3.6%
Q4 2016	28	-15.2%
Q3 2016	22	-38.9%
Q2 2016	30	-26.8%
Q1 2016	28	-30.0%
Q4 2015	33	-19.5%



## 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)	4.2	-34.4%
<b>Q4 2018</b>	<b>2.9</b>	<b>-57.4%</b>
Q3 2018	4.5	-30.8%
Q2 2018	4.1	-22.6%
Q1 2018	4.8	-17.2%
Q4 2017	6.8	38.8%
Q3 2017	6.5	66.7%
Q2 2017	5.3	0.0%
Q1 2017	5.8	28.9%
Q4 2016	4.9	-3.9%
Q3 2016	3.9	-26.4%
Q2 2016	5.3	-19.7%
Q1 2016	4.5	-43.8%
Q4 2015	5.1	-44.0%



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## Townhouses and Condos

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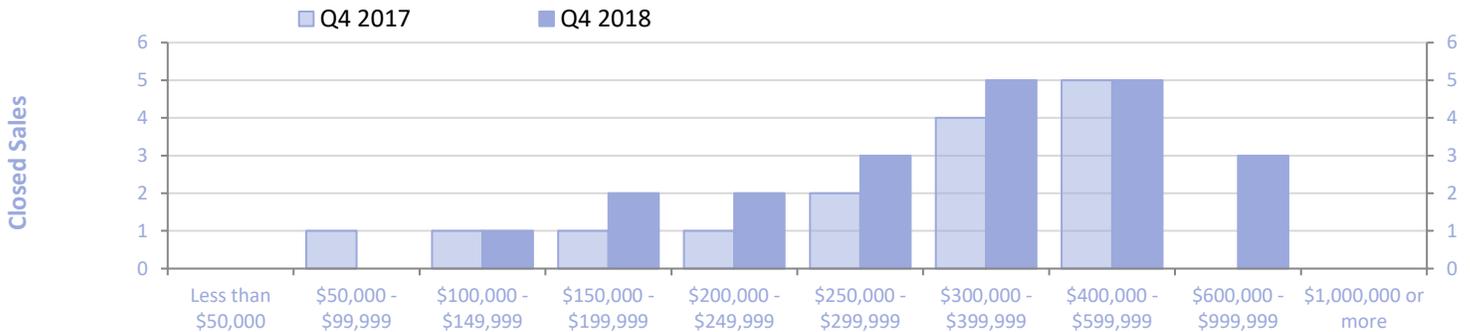
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## Closed Sales by Sale Price

The number of sales transactions which closed during the 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	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	0.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	3	50.0%
\$300,000 - \$399,999	5	25.0%
\$400,000 - \$599,999	5	0.0%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A

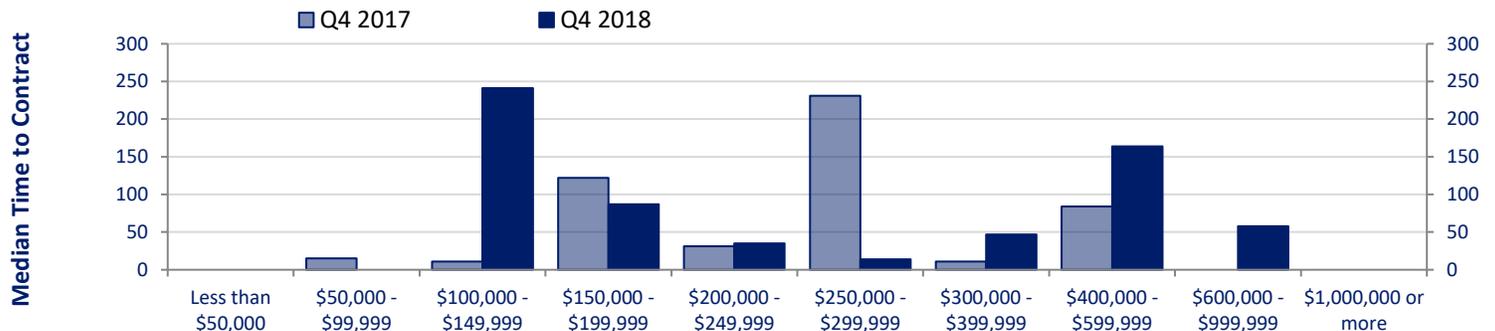


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	241 Days	2090.9%
\$150,000 - \$199,999	87 Days	-28.7%
\$200,000 - \$249,999	35 Days	12.9%
\$250,000 - \$299,999	14 Days	-93.9%
\$300,000 - \$399,999	47 Days	327.3%
\$400,000 - \$599,999	164 Days	95.2%
\$600,000 - \$999,999	58 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



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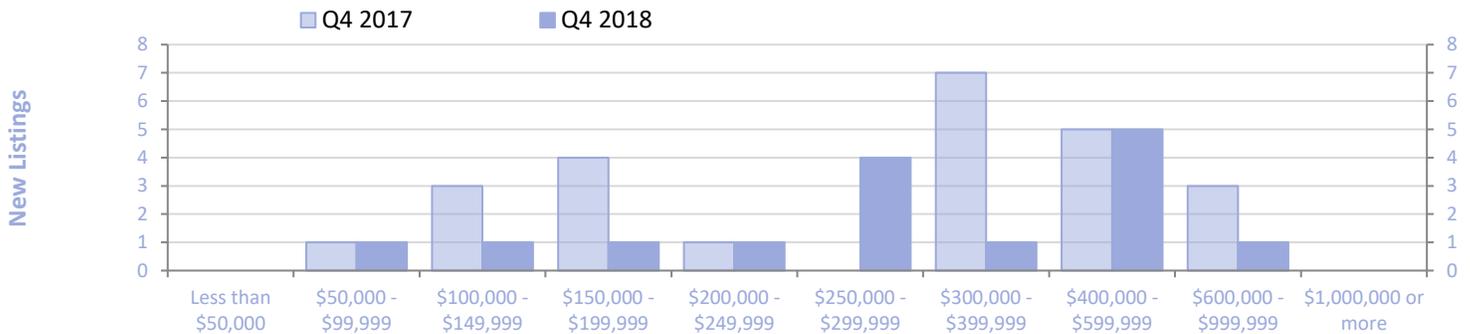
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## New Listings by Initial Listing Price

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	0	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	1	-66.7%
\$150,000 - \$199,999	1	-75.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	4	N/A
\$300,000 - \$399,999	1	-85.7%
\$400,000 - \$599,999	5	0.0%
\$600,000 - \$999,999	1	-66.7%
\$1,000,000 or more	0	N/A

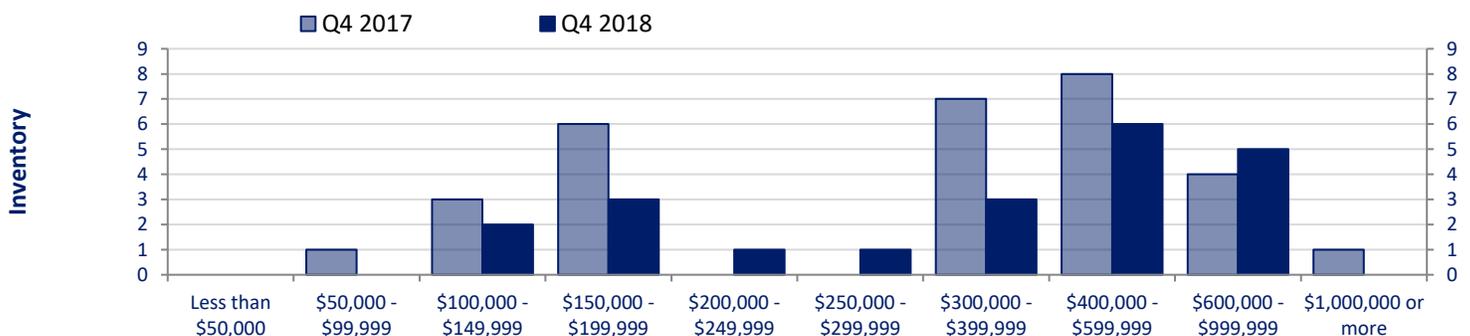


## Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	3	-50.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	3	-57.1%
\$400,000 - \$599,999	6	-25.0%
\$600,000 - \$999,999	5	25.0%
\$1,000,000 or more	0	-100.0%



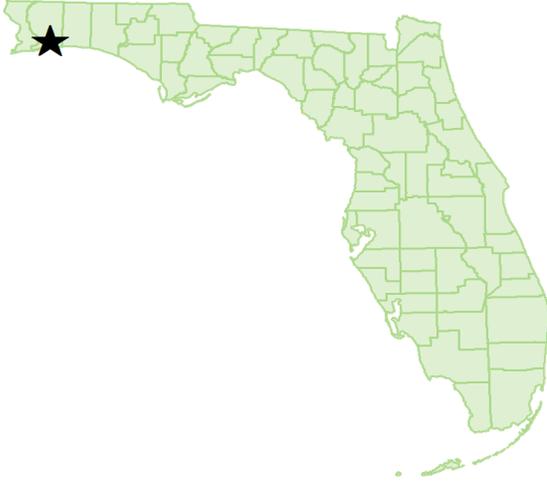
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## Townhouses and Condos

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		Q4 2018	Q4 2017	Percent Change Year-over-Year
Traditional	Closed Sales	20	14	42.9%
	Median Sale Price	\$305,000	\$378,000	-19.3%
Foreclosure/REO	Closed Sales	1	1	0.0%
	Median Sale Price	\$445,000	\$265,500	67.6%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

