

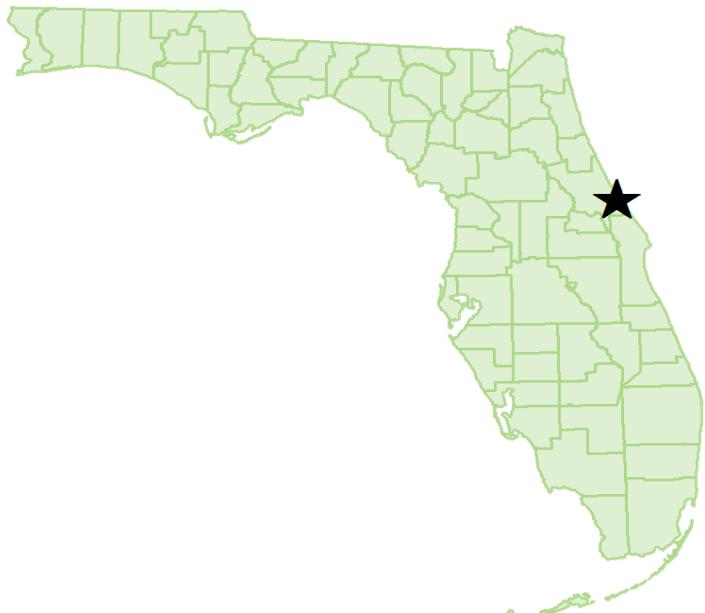
# Monthly Market Detail - December 2017

## Manufactured Homes

### New Smyrna Beach Board of REALTORS®



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



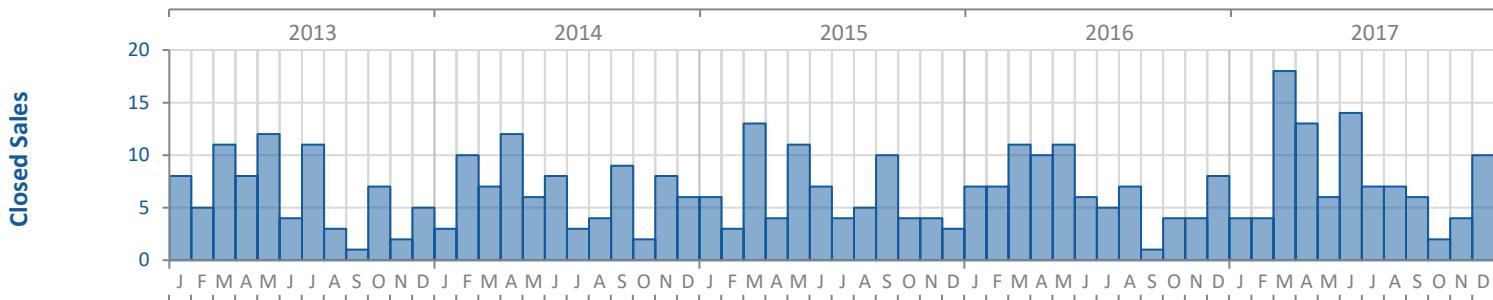
Summary Statistics	December 2017	December 2016	Percent Change Year-over-Year
Closed Sales	10	8	25.0%
Paid in Cash	7	8	-12.5%
Median Sale Price	\$126,500	\$110,000	15.0%
Average Sale Price	\$116,210	\$122,843	-5.4%
Dollar Volume	\$1.2 Million	\$982,744	18.3%
Median Percent of Original List Price Received	94.0%	87.9%	6.9%
Median Time to Contract	17 Days	39 Days	-56.4%
Median Time to Sale	44 Days	73 Days	-39.7%
New Pending Sales	10	3	233.3%
New Listings	10	8	25.0%
Pending Inventory	11	6	83.3%
Inventory (Active Listings)	32	46	-30.4%
Months Supply of Inventory	4.0	6.8	-41.2%

## 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
December 2017	10	25.0%
November 2017	4	0.0%
October 2017	2	-50.0%
September 2017	6	500.0%
August 2017	7	0.0%
July 2017	7	40.0%
June 2017	14	133.3%
May 2017	6	-45.5%
April 2017	13	30.0%
March 2017	18	63.6%
February 2017	4	-42.9%
January 2017	4	-42.9%
December 2016	8	166.7%



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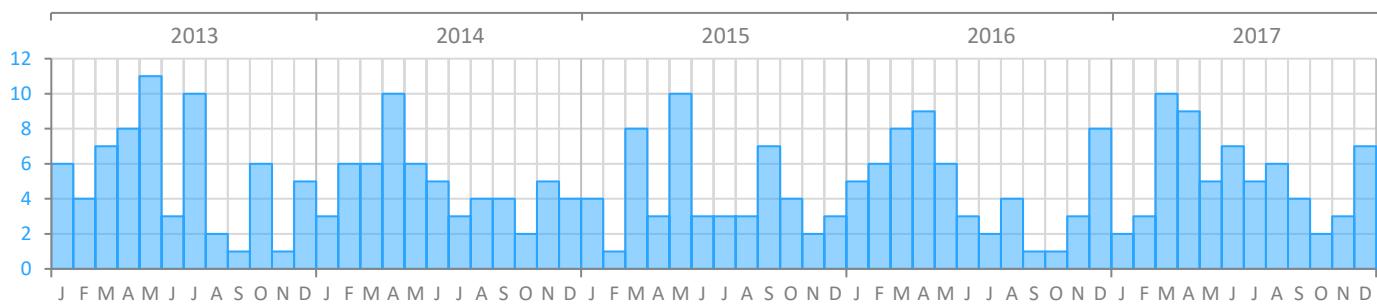


## Cash Sales

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	7	-12.5%
November 2017	3	0.0%
October 2017	2	100.0%
September 2017	4	300.0%
August 2017	6	50.0%
July 2017	5	150.0%
June 2017	7	133.3%
May 2017	5	-16.7%
April 2017	9	0.0%
March 2017	10	25.0%
February 2017	3	-50.0%
January 2017	2	-60.0%
December 2016	8	166.7%



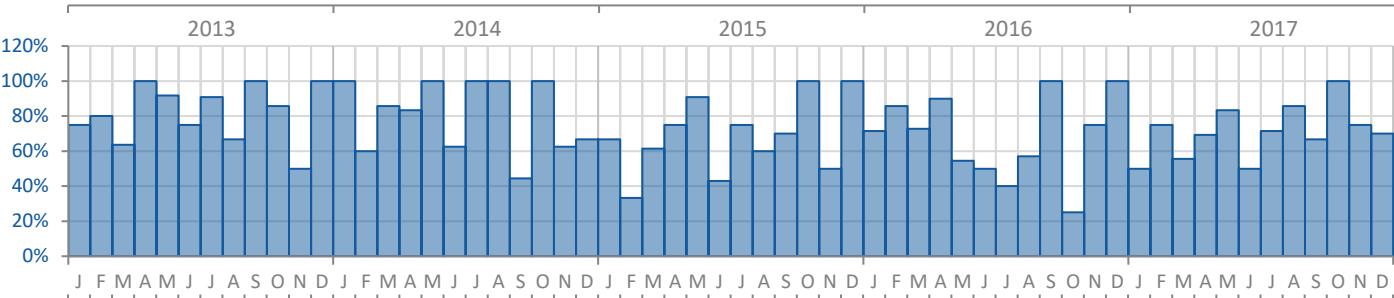
## Cash Sales as a Percentage of Closed Sales

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
December 2017	70.0%	-30.0%
November 2017	75.0%	0.0%
October 2017	100.0%	300.0%
September 2017	66.7%	-33.3%
August 2017	85.7%	50.1%
July 2017	71.4%	78.5%
June 2017	50.0%	0.0%
May 2017	83.3%	52.8%
April 2017	69.2%	-23.1%
March 2017	55.6%	-23.5%
February 2017	75.0%	-12.5%
January 2017	50.0%	-30.0%
December 2016	100.0%	0.0%

## Pct. of Closed Sales Paid in Cash



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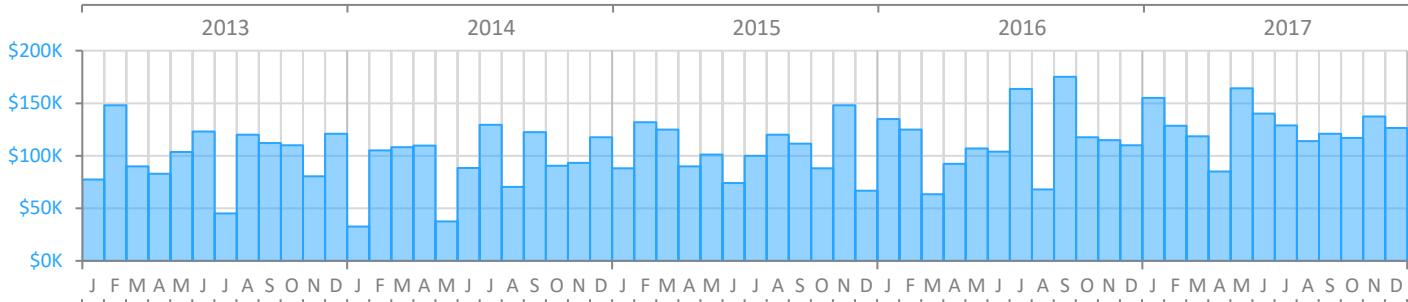


## Median Sale Price

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	\$126,500	15.0%
November 2017	\$137,500	19.8%
October 2017	\$117,000	-0.4%
September 2017	\$121,000	-30.9%
August 2017	\$114,000	67.6%
July 2017	\$129,000	-21.1%
June 2017	\$140,000	34.6%
May 2017	\$164,150	53.4%
April 2017	\$85,000	-8.1%
March 2017	\$118,500	86.6%
February 2017	\$128,500	2.8%
January 2017	\$155,000	14.8%
December 2016	\$110,000	64.4%



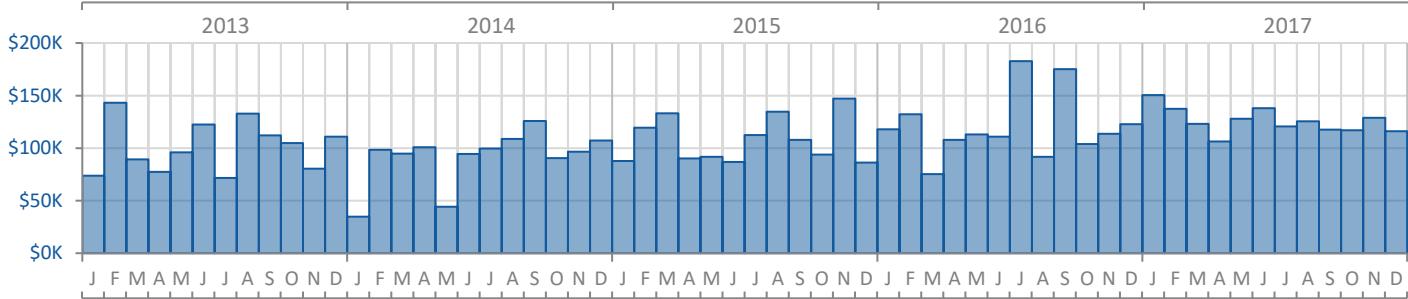
## Average Sale Price

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	\$116,210	-5.4%
November 2017	\$128,750	13.3%
October 2017	\$117,000	12.8%
September 2017	\$117,583	-32.8%
August 2017	\$125,500	37.1%
July 2017	\$120,571	-34.0%
June 2017	\$138,036	24.4%
May 2017	\$127,800	13.1%
April 2017	\$106,377	-1.3%
March 2017	\$123,011	63.6%
February 2017	\$137,250	3.8%
January 2017	\$150,500	27.7%
December 2016	\$122,843	42.4%

Average Sale Price



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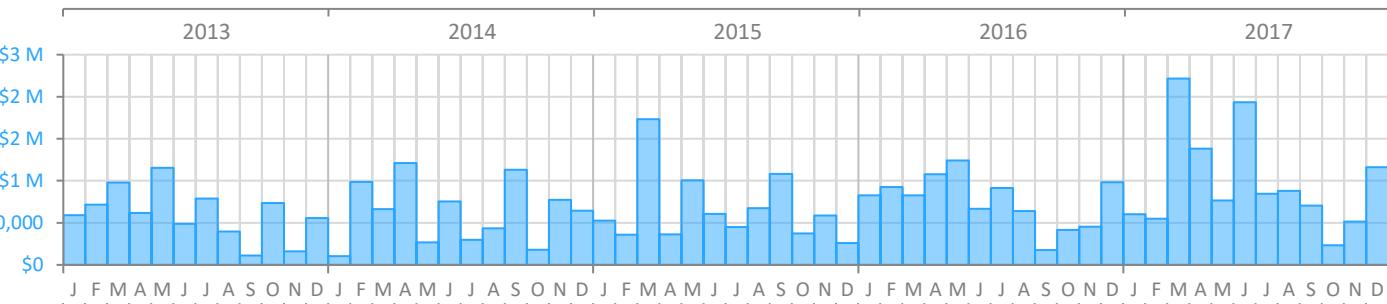
## Dollar Volume

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
December 2017	\$1.2 Million	18.3%
November 2017	\$515,000	13.3%
October 2017	\$234,000	-43.6%
September 2017	\$705,498	303.1%
August 2017	\$878,500	37.1%
July 2017	\$843,997	-7.6%
June 2017	\$1.9 Million	190.3%
May 2017	\$766,800	-38.3%
April 2017	\$1.4 Million	28.4%
March 2017	\$2.2 Million	167.8%
February 2017	\$549,000	-40.7%
January 2017	\$602,000	-27.0%
December 2016	\$982,744	279.7%

Dollar Volume

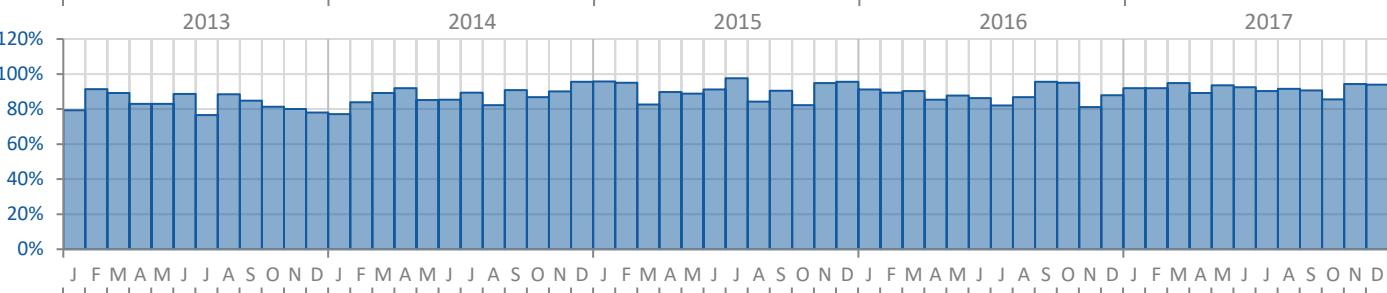


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
December 2017	94.0%	6.9%
November 2017	94.3%	16.3%
October 2017	85.5%	-10.1%
September 2017	90.6%	-5.2%
August 2017	91.5%	5.4%
July 2017	90.3%	10.1%
June 2017	92.4%	7.2%
May 2017	93.5%	6.6%
April 2017	89.1%	4.5%
March 2017	94.8%	5.1%
February 2017	92.0%	3.0%
January 2017	91.9%	0.8%
December 2016	87.9%	-8.1%

Med. Pct. of Orig. List Price Received



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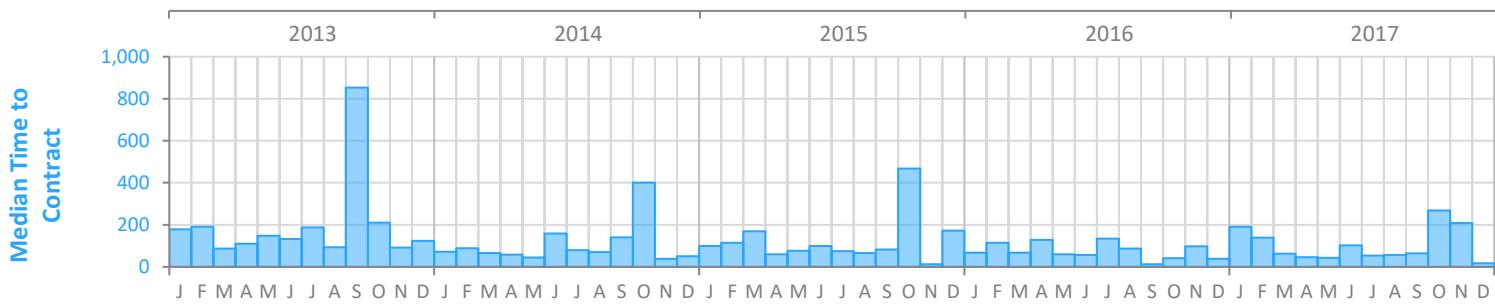


## Median Time to Contract

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	17 Days	-56.4%
November 2017	209 Days	113.3%
October 2017	269 Days	540.5%
September 2017	65 Days	400.0%
August 2017	56 Days	-35.6%
July 2017	53 Days	-60.4%
June 2017	103 Days	83.9%
May 2017	43 Days	-27.1%
April 2017	46 Days	-64.1%
March 2017	63 Days	-7.4%
February 2017	139 Days	20.9%
January 2017	191 Days	185.1%
December 2016	39 Days	-77.3%

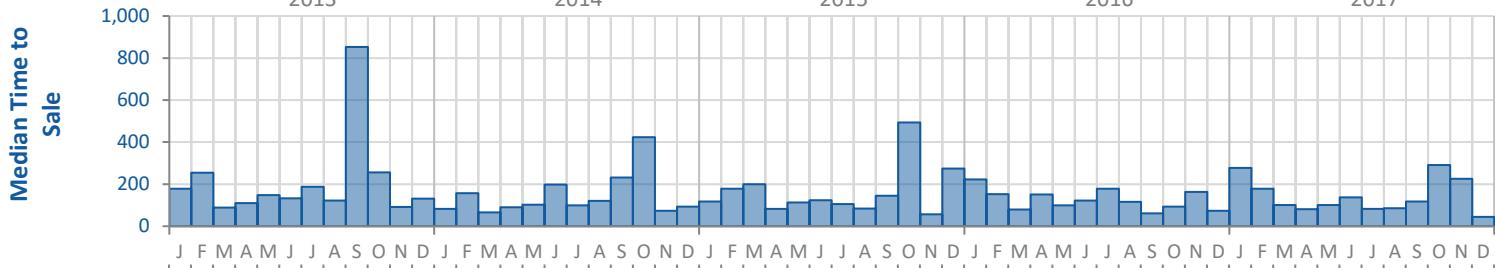


## Median Time to Sale

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	44 Days	-39.7%
November 2017	226 Days	38.7%
October 2017	291 Days	212.9%
September 2017	117 Days	91.8%
August 2017	86 Days	-25.9%
July 2017	83 Days	-53.6%
June 2017	138 Days	13.1%
May 2017	101 Days	1.0%
April 2017	81 Days	-46.4%
March 2017	101 Days	26.3%
February 2017	179 Days	17.8%
January 2017	277 Days	24.2%
December 2016	73 Days	-73.5%



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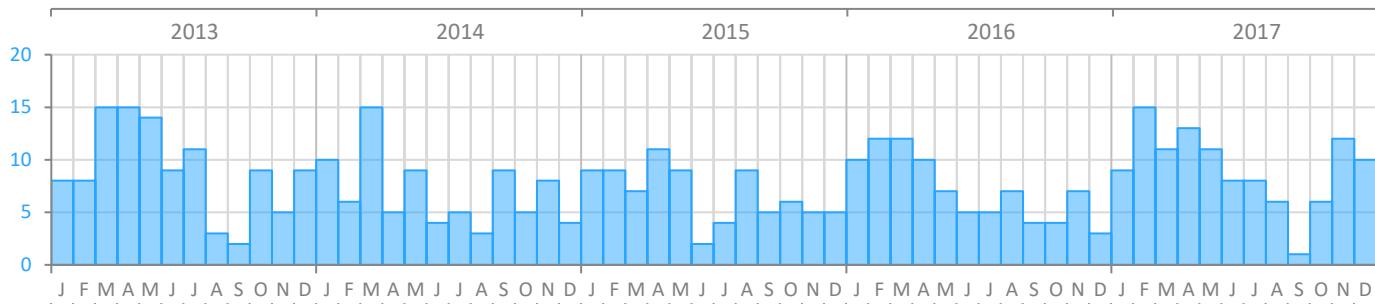
## New Pending Sales

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	10	233.3%
November 2017	12	71.4%
October 2017	6	50.0%
September 2017	1	-75.0%
August 2017	6	-14.3%
July 2017	8	60.0%
June 2017	8	60.0%
May 2017	11	57.1%
April 2017	13	30.0%
March 2017	11	-8.3%
February 2017	15	25.0%
January 2017	9	-10.0%
December 2016	3	-40.0%

Pending Sales



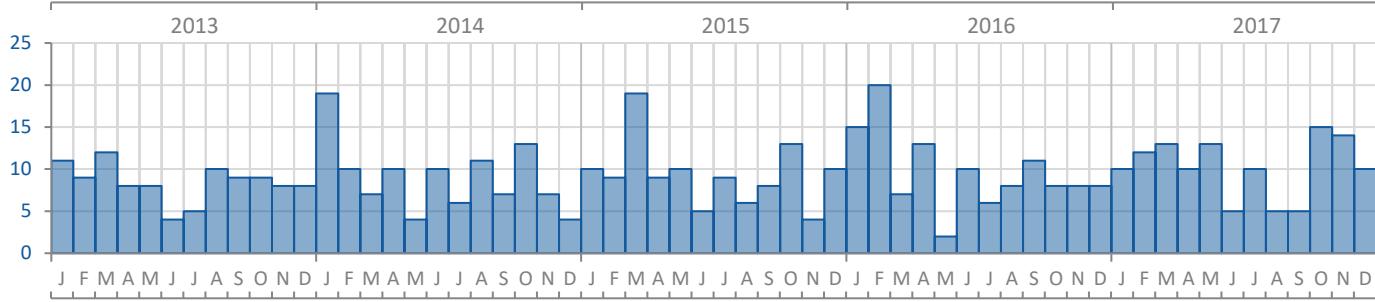
## New Listings

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	10	25.0%
November 2017	14	75.0%
October 2017	15	87.5%
September 2017	5	-54.5%
August 2017	5	-37.5%
July 2017	10	66.7%
June 2017	5	-50.0%
May 2017	13	550.0%
April 2017	10	-23.1%
March 2017	13	85.7%
February 2017	12	-40.0%
January 2017	10	-33.3%
December 2016	8	-20.0%

New Listings



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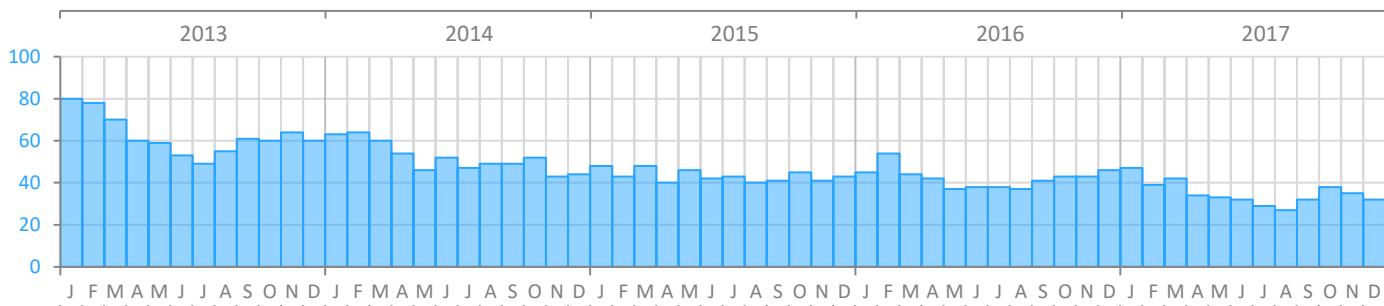


## Inventory (Active Listings)

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	32	-30.4%
November 2017	35	-18.6%
October 2017	38	-11.6%
September 2017	32	-22.0%
August 2017	27	-27.0%
July 2017	29	-23.7%
June 2017	32	-15.8%
May 2017	33	-10.8%
April 2017	34	-19.0%
March 2017	42	-4.5%
February 2017	39	-27.8%
January 2017	47	4.4%
December 2016	46	7.0%



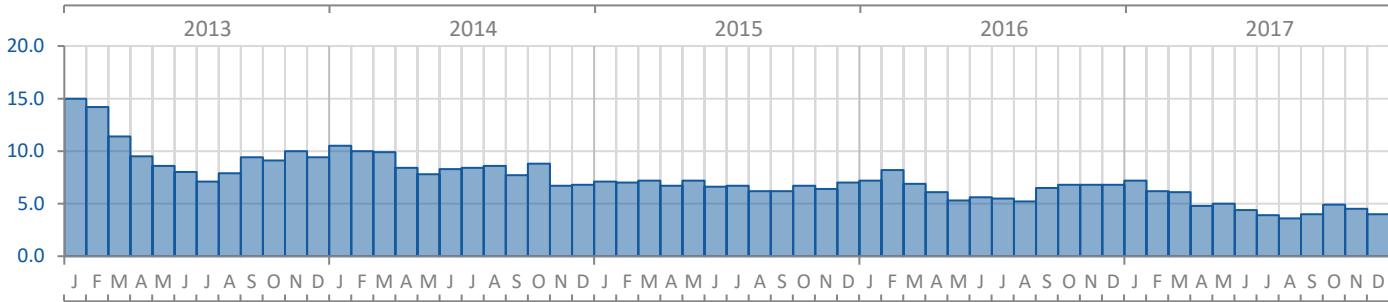
## Months Supply of Inventory

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	4.0	-41.2%
November 2017	4.5	-33.8%
October 2017	4.9	-27.9%
September 2017	4.0	-38.5%
August 2017	3.6	-30.8%
July 2017	3.9	-29.1%
June 2017	4.4	-21.4%
May 2017	5.0	-5.7%
April 2017	4.8	-21.3%
March 2017	6.1	-11.6%
February 2017	6.2	-24.4%
January 2017	7.2	0.0%
December 2016	6.8	-2.9%

Months Supply of Inventory



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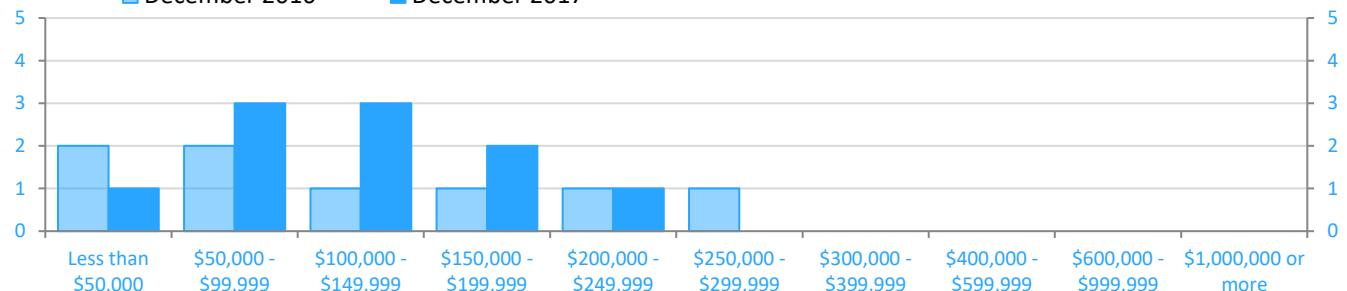
## Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	3	200.0%
\$150,000 - \$199,999	2	100.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

■ December 2016 ■ December 2017



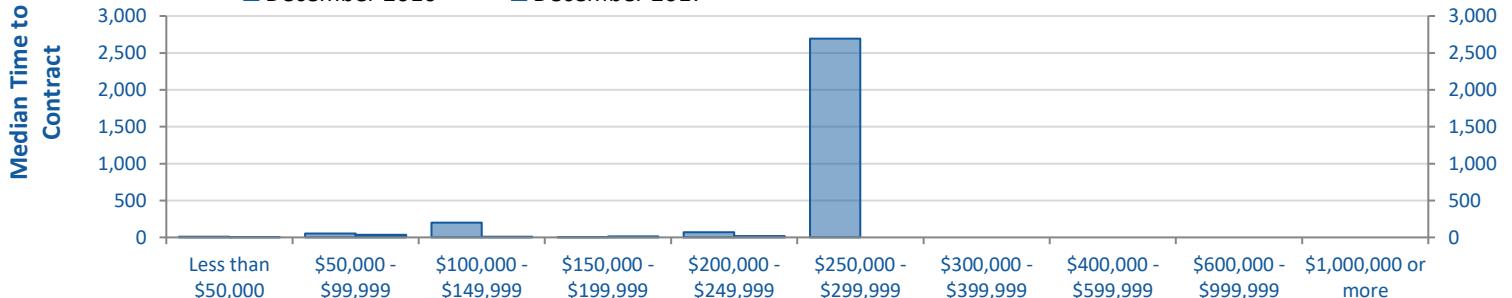
## Median Time to Contract by Sale Price

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	5 Days	-37.5%
\$50,000 - \$99,999	35 Days	-31.4%
\$100,000 - \$149,999	11 Days	-94.6%
\$150,000 - \$199,999	13 Days	1200.0%
\$200,000 - \$249,999	17 Days	-75.4%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

■ December 2016 ■ December 2017



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

■ December 2016 ■ December 2017



## Inventory by Current Listing Price

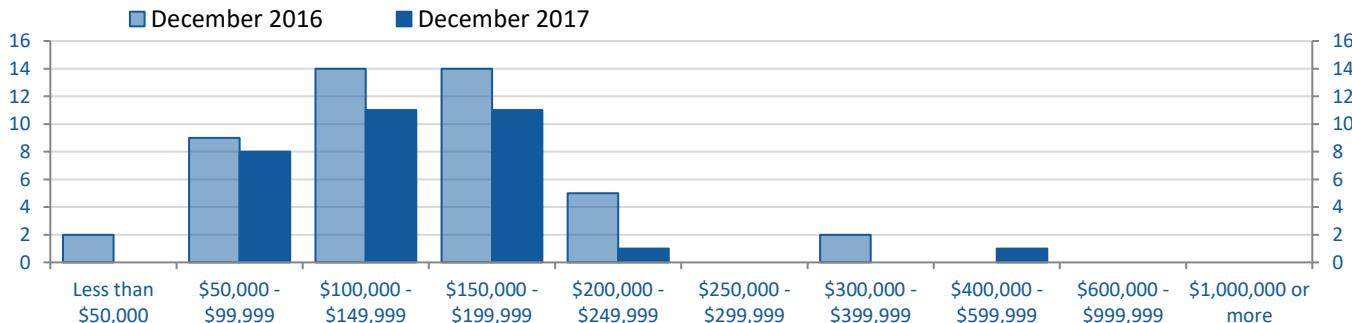
The number of property listings active at the end of the month

**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	8	-11.1%
\$100,000 - \$149,999	11	-21.4%
\$150,000 - \$199,999	11	-21.4%
\$200,000 - \$249,999	1	-80.0%
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

■ December 2016 ■ December 2017

Inventory

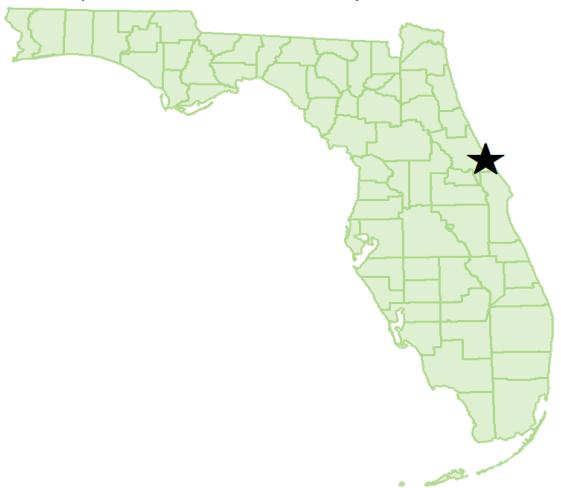


# Monthly Distressed Market - December 2017

## Manufactured Homes

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		December 2017	December 2016	Percent Change Year-over-Year
Traditional	Closed Sales	9	8	12.5%
	Median Sale Price	\$132,000	\$110,000	20.0%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$56,600	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

