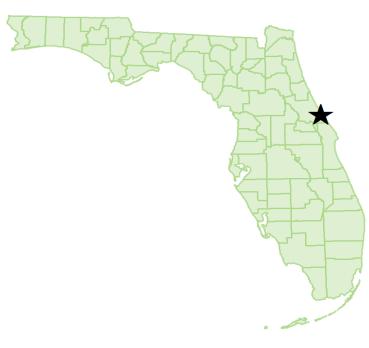
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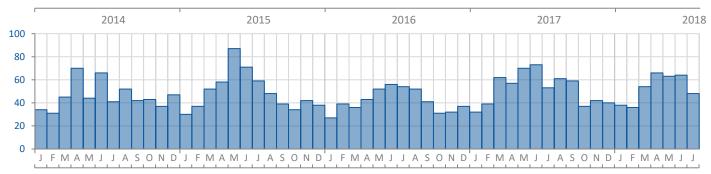
Summary Statistics	July 2018	July 2017	Percent Change Year-over-Year
Closed Sales	48	53	-9.4%
Paid in Cash	23	29	-20.7%
Median Sale Price	\$251,750	\$235,000	7.1%
Average Sale Price	\$294,256	\$279,225	5.4%
Dollar Volume	\$14.1 Million	\$14.8 Million	-4.6%
Median Percent of Original List Price Received	94.9%	94.9%	0.0%
Median Time to Contract	44 Days	62 Days	-29.0%
Median Time to Sale	86 Days	113 Days	-23.9%
New Pending Sales	66	70	-5.7%
New Listings	80	60	33.3%
Pending Inventory	96	91	5.5%
Inventory (Active Listings)	297	265	12.1%
Months Supply of Inventory	5.9	5.5	7.3%

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	369	-4.4%
July 2018	48	-9.4%
June 2018	64	-12.3%
May 2018	63	-10.0%
April 2018	66	15.8%
March 2018	54	-12.9%
February 2018	36	-7.7%
January 2018	38	18.8%
December 2017	40	8.1%
November 2017	42	31.3%
October 2017	37	19.4%
September 2017	59	43.9%
August 2017	61	17.3%
July 2017	53	-1.9%



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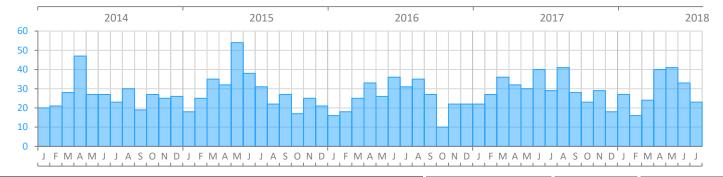


Cash Sales

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.

Cash Sales	Percent Change Year-over-Year
204	-5.6%
23	-20.7%
33	-17.5%
41	36.7%
40	25.0%
24	-33.3%
16	-40.7%
27	22.7%
18	-18.2%
29	31.8%
23	130.0%
28	3.7%
41	17.1%
29	-6.5%
	204 23 33 41 40 24 16 27 18 29 23 28 41



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	Percent Change
	Sales Paid in Cash	Year-over-Year
Year-to-Date	55.3%	-1.3%
July 2018	47.9%	-12.4%
June 2018	51.6%	-5.8%
May 2018	65.1%	51.7%
April 2018	60.6%	8.0%
March 2018	44.4%	-23.6%
February 2018	44.4%	-35.8%
January 2018	71.1%	3.3%
December 2017	45.0%	-24.4%
November 2017	69.0%	0.3%
October 2017	62.2%	92.6%
September 2017	47.5%	-27.9%
August 2017	67.2%	-0.1%
July 2017	54.7%	-4.7%





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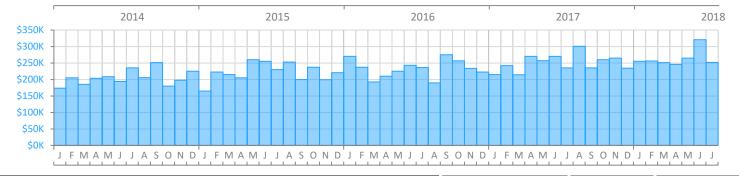


Median Sale Price

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	\$262,000	8.7%
July 2018	\$251,750	7.1%
June 2018	\$320,750	18.8%
May 2018	\$265,000	3.1%
April 2018	\$246,000	-8.9%
March 2018	\$251,375	17.2%
February 2018	\$256,200	5.9%
January 2018	\$255,000	18.6%
December 2017	\$234,375	5.3%
November 2017	\$265,000	13.2%
October 2017	\$260,000	1.4%
September 2017	\$235,000	-14.5%
August 2017	\$301,000	58.8%
July 2017	\$235,000	-0.5%



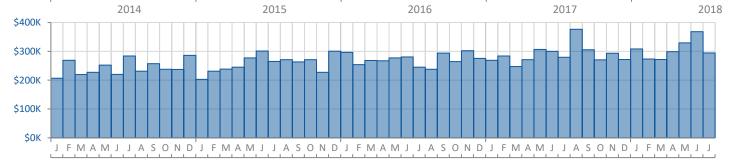
Average Sale Price

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	\$309,933	10.2%
July 2018	\$294,256	5.4%
June 2018	\$368,254	22.8%
May 2018	\$329,197	7.3%
April 2018	\$298,762	10.2%
March 2018	\$271,483	9.9%
February 2018	\$273,411	-3.7%
January 2018	\$308,211	14.7%
December 2017	\$271,700	-1.3%
November 2017	\$293,283	-2.9%
October 2017	\$270,673	2.3%
September 2017	\$305,420	4.0%
August 2017	\$376,593	58.4%
July 2017	\$279,225	14.0%





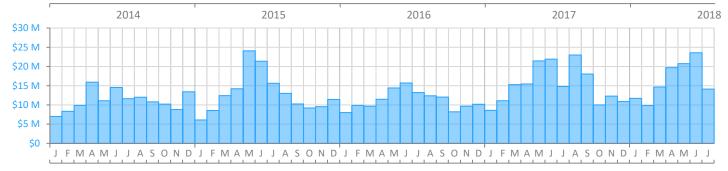


Dollar Volume

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	\$114.4 Million	5.3%
July 2018	\$14.1 Million	-4.6%
June 2018	\$23.6 Million	7.6%
May 2018	\$20.7 Million	-3.4%
April 2018	\$19.7 Million	27.7%
March 2018	\$14.7 Million	-4.3%
February 2018	\$9.8 Million	-11.1%
January 2018	\$11.7 Million	36.2%
December 2017	\$10.9 Million	6.7%
November 2017	\$12.3 Million	27.4%
October 2017	\$10.0 Million	22.1%
September 2017	\$18.0 Million	49.6%
August 2017	\$23.0 Million	85.8%
July 2017	\$14.8 Million	11.8%



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 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	95.0%	0.2%
July 2018	94.9%	0.0%
June 2018	94.7%	-0.3%
May 2018	95.0%	0.6%
April 2018	94.6%	-0.1%
March 2018	95.0%	0.3%
February 2018	95.8%	-0.8%
January 2018	94.8%	1.9%
December 2017	93.6%	0.6%
November 2017	95.9%	1.5%
October 2017	94.4%	1.4%
September 2017	95.2%	1.8%
August 2017	93.5%	0.9%
July 2017	94.9%	1.8%





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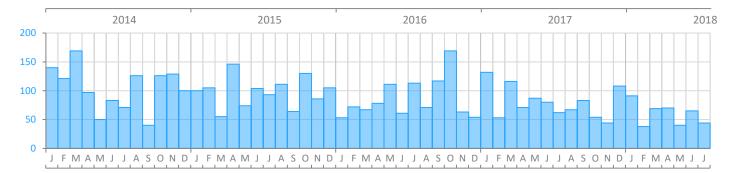
Median Time to Contract

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.

Contract	Percent Change Year-over-Year
63 Days	-20.3%
44 Days	-29.0%
65 Days	-18.8%
40 Days	-54.0%
70 Days	-1.4%
69 Days	-40.5%
38 Days	-28.3%
91 Days	-31.1%
108 Days	100.0%
44 Days	-30.2%
54 Days	-68.0%
83 Days	-29.1%
67 Days	-5.6%
62 Days	-45.1%
	63 Days 44 Days 65 Days 40 Days 70 Days 69 Days 38 Days 91 Days 108 Days 44 Days 54 Days 83 Days





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	101 Days	-15.8%
July 2018	86 Days	-23.9%
June 2018	93 Days	-27.9%
May 2018	74 Days	-42.6%
April 2018	110 Days	-3.5%
March 2018	126 Days	-21.7%
February 2018	92 Days	12.2%
January 2018	137 Days	-16.5%
December 2017	142 Days	26.8%
November 2017	85 Days	-7.6%
October 2017	98 Days	-52.2%
September 2017	113 Days	-31.9%
August 2017	113 Days	3.7%
July 2017	113 Days	-19.3%





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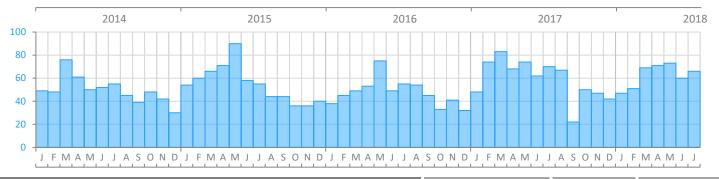


New Pending Sales

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	437	-8.8%
July 2018	66	-5.7%
June 2018	60	-3.2%
May 2018	73	-1.4%
April 2018	71	4.4%
March 2018	69	-16.9%
February 2018	51	-31.1%
January 2018	47	-2.1%
December 2017	42	31.3%
November 2017	47	14.6%
October 2017	50	51.5%
September 2017	22	-51.1%
August 2017	67	24.1%
July 2017	70	27.3%

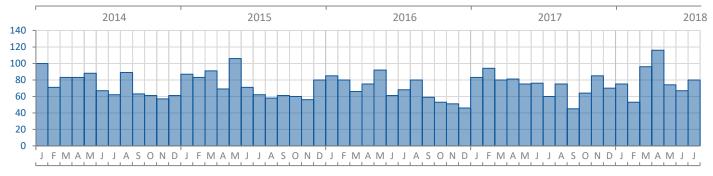


New Listings

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	561	2.2%
July 2018	80	33.3%
June 2018	67	-11.8%
May 2018	74	-1.3%
April 2018	116	43.2%
March 2018	96	20.0%
February 2018	53	-43.6%
January 2018	75	-9.6%
December 2017	70	52.2%
November 2017	85	66.7%
October 2017	64	20.8%
September 2017	45	-23.7%
August 2017	75	-6.3%
July 2017	60	-11.8%



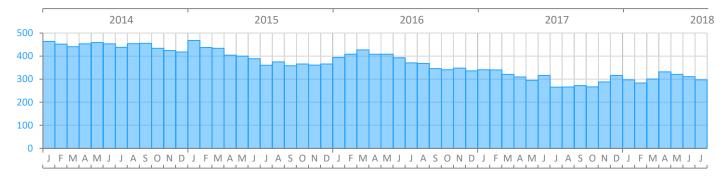


Inventory (Active Listings)

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)	306	-2.2%
July 2018	297	12.1%
June 2018	311	-1.6%
May 2018	321	8.8%
April 2018	332	7.1%
March 2018	301	-6.2%
February 2018	283	-16.8%
January 2018	297	-12.9%
December 2017	316	-6.0%
November 2017	288	-17.2%
October 2017	267	-21.7%
September 2017	272	-21.4%
August 2017	266	-27.7%
July 2017	265	-28.6%



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
YTD (Monthly Avg)	5.9	-14.5%
July 2018	5.9	7.3%
June 2018	6.1	-6.2%
May 2018	6.2	-1.6%
April 2018	6.3	-7.4%
March 2018	5.8	-20.5%
February 2018	5.4	-33.3%
January 2018	5.6	-30.9%
December 2017	6.1	-24.7%
November 2017	5.6	-32.5%
October 2017	5.2	-35.0%
September 2017	5.4	-33.3%
August 2017	5.4	-37.2%
July 2017	5.5	-37.5%





Median Time to Contract

Monthly Market Detail - July 2018 Townhouses and Condos

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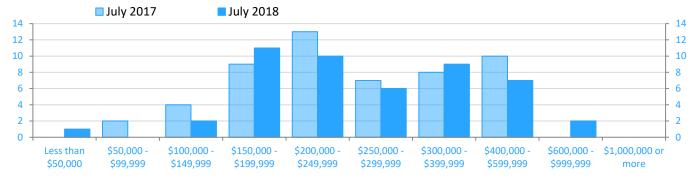


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	11	22.2%
\$200,000 - \$249,999	10	-23.1%
\$250,000 - \$299,999	6	-14.3%
\$300,000 - \$399,999	9	12.5%
\$400,000 - \$599,999	7	-30.0%
\$600,000 - \$999,999	2	N/A
\$1,000,000 or more	0	N/A

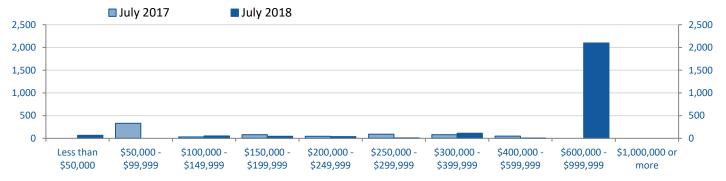


Median Time to Contract by Sale Price

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	65 Days	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	52 Days	67.7%
\$150,000 - \$199,999	44 Days	-44.3%
\$200,000 - \$249,999	38 Days	-17.4%
\$250,000 - \$299,999	11 Days	-87.9%
\$300,000 - \$399,999	112 Days	38.3%
\$400,000 - \$599,999	3 Days	-93.9%
\$600,000 - \$999,999	2096 Days	N/A
\$1,000,000 or more	(No Sales)	N/A



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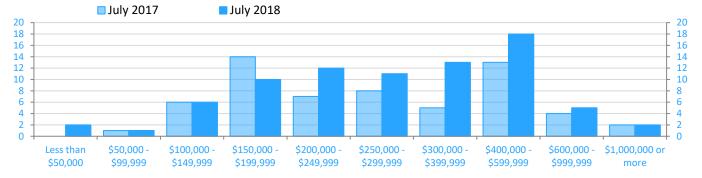


New Listings by Initial Listing Price

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	2	N/A
\$50,000 - \$99,999	1	0.0%
\$100,000 - \$149,999	6	0.0%
\$150,000 - \$199,999	10	-28.6%
\$200,000 - \$249,999	12	71.4%
\$250,000 - \$299,999	11	37.5%
\$300,000 - \$399,999	13	160.0%
\$400,000 - \$599,999	18	38.5%
\$600,000 - \$999,999	5	25.0%
\$1,000,000 or more	2	0.0%

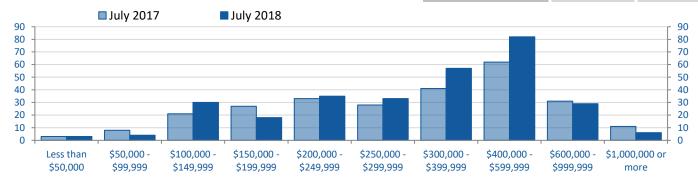


Inventory by Current Listing Price

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	3	0.0%
\$50,000 - \$99,999	4	-50.0%
\$100,000 - \$149,999	30	42.9%
\$150,000 - \$199,999	18	-33.3%
\$200,000 - \$249,999	35	6.1%
\$250,000 - \$299,999	33	17.9%
\$300,000 - \$399,999	57	39.0%
\$400,000 - \$599,999	82	32.3%
\$600,000 - \$999,999	29	-6.5%
\$1,000,000 or more	6	-45.5%



Monthly Distressed Market - July 2018 Townhouses and Condos

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