

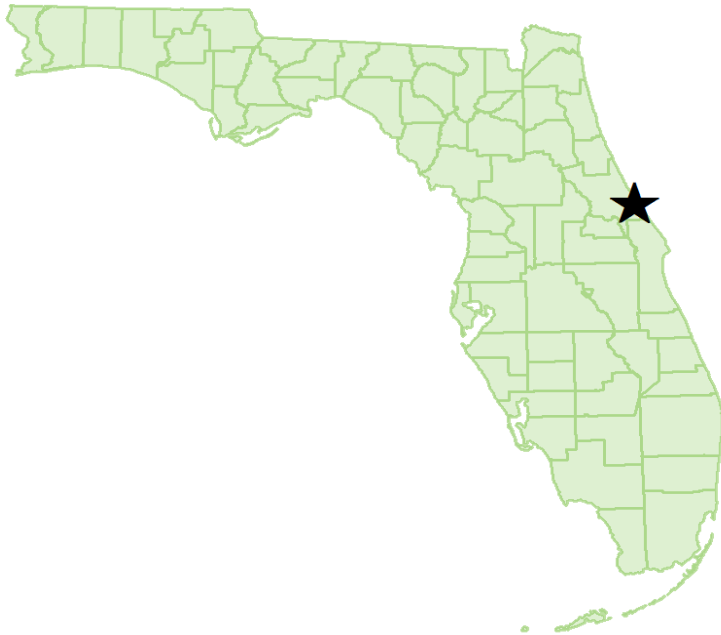
Monthly Market Detail - December 2018

Single Family Homes

New Smyrna Beach Board of REALTORS®



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



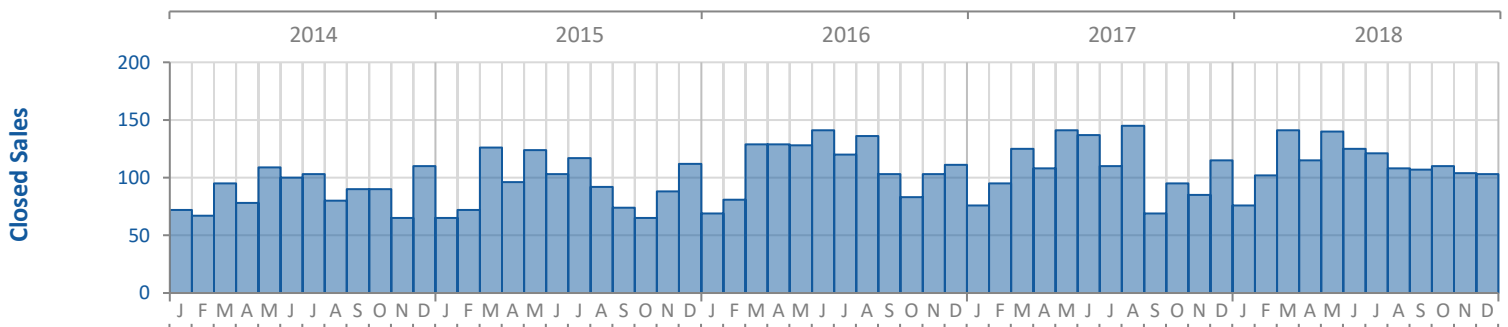
Summary Statistics	December 2018	December 2017	Percent Change Year-over-Year
Closed Sales	103	115	-10.4%
Paid in Cash	30	36	-16.7%
Median Sale Price	\$240,000	\$236,427	1.5%
Average Sale Price	\$312,142	\$299,698	4.2%
Dollar Volume	\$32.2 Million	\$34.5 Million	-6.7%
Median Percent of Original List Price Received	94.3%	95.5%	-1.3%
Median Time to Contract	81 Days	40 Days	102.5%
Median Time to Sale	114 Days	71 Days	60.6%
New Pending Sales	80	98	-18.4%
New Listings	115	97	18.6%
Pending Inventory	97	116	-16.4%
Inventory (Active Listings)	542	557	-2.7%
Months Supply of Inventory	4.8	5.1	-5.9%

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	1,352	3.9%
December 2018	103	-10.4%
November 2018	104	22.4%
October 2018	110	15.8%
September 2018	107	55.1%
August 2018	108	-25.5%
July 2018	121	10.0%
June 2018	125	-8.8%
May 2018	140	-0.7%
April 2018	115	6.5%
March 2018	141	12.8%
February 2018	102	7.4%
January 2018	76	0.0%
December 2017	115	3.6%



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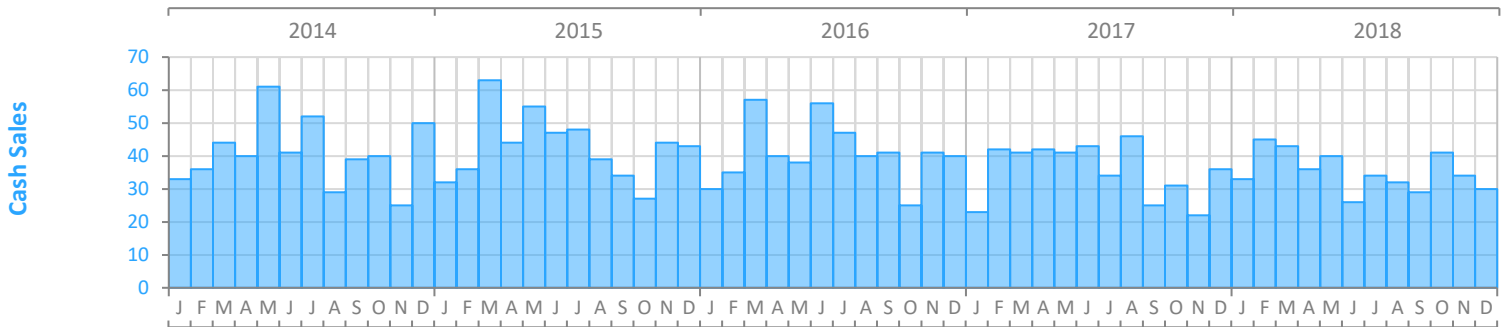
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Cash Sales

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
Year-to-Date	423	-0.7%
December 2018	30	-16.7%
November 2018	34	54.5%
October 2018	41	32.3%
September 2018	29	16.0%
August 2018	32	-30.4%
July 2018	34	0.0%
June 2018	26	-39.5%
May 2018	40	-2.4%
April 2018	36	-14.3%
March 2018	43	4.9%
February 2018	45	7.1%
January 2018	33	43.5%
December 2017	36	-10.0%

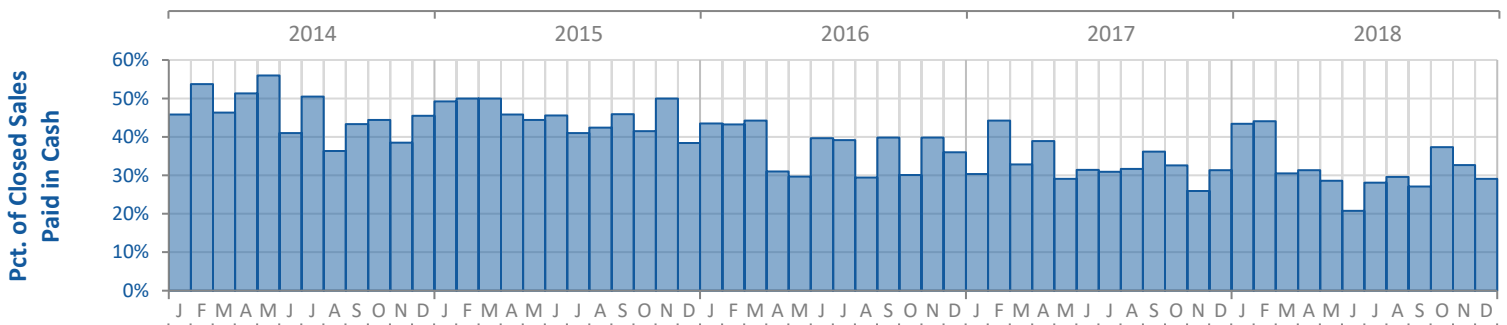


Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	31.3%	-4.3%
December 2018	29.1%	-7.0%
November 2018	32.7%	26.3%
October 2018	37.3%	14.4%
September 2018	27.1%	-25.1%
August 2018	29.6%	-6.6%
July 2018	28.1%	-9.1%
June 2018	20.8%	-33.8%
May 2018	28.6%	-1.7%
April 2018	31.3%	-19.5%
March 2018	30.5%	-7.0%
February 2018	44.1%	-0.2%
January 2018	43.4%	43.2%
December 2017	31.3%	-13.1%



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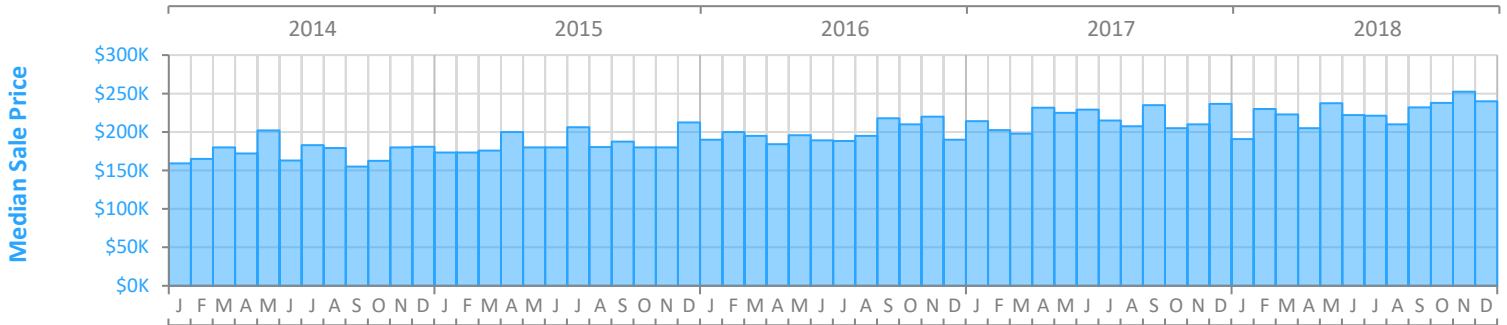
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Median Sale Price

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
Year-to-Date	\$225,000	2.3%
December 2018	\$240,000	1.5%
November 2018	\$252,430	20.2%
October 2018	\$238,000	16.1%
September 2018	\$231,900	-1.3%
August 2018	\$210,000	1.2%
July 2018	\$221,000	2.8%
June 2018	\$222,000	-3.1%
May 2018	\$237,503	5.6%
April 2018	\$205,000	-11.4%
March 2018	\$223,000	12.6%
February 2018	\$230,050	13.5%
January 2018	\$191,000	-10.7%
December 2017	\$236,427	24.4%

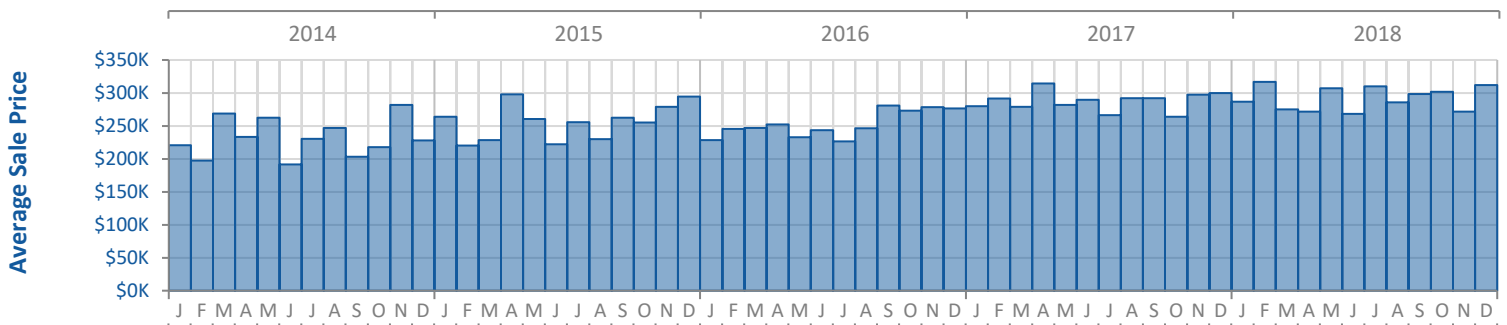


Average Sale Price

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
Year-to-Date	\$291,766	1.5%
December 2018	\$312,142	4.2%
November 2018	\$271,443	-8.7%
October 2018	\$301,503	14.3%
September 2018	\$298,352	2.1%
August 2018	\$285,883	-2.1%
July 2018	\$309,794	16.3%
June 2018	\$268,390	-7.3%
May 2018	\$306,867	8.8%
April 2018	\$271,782	-13.5%
March 2018	\$275,111	-1.4%
February 2018	\$316,551	8.5%
January 2018	\$286,751	2.5%
December 2017	\$299,698	8.4%



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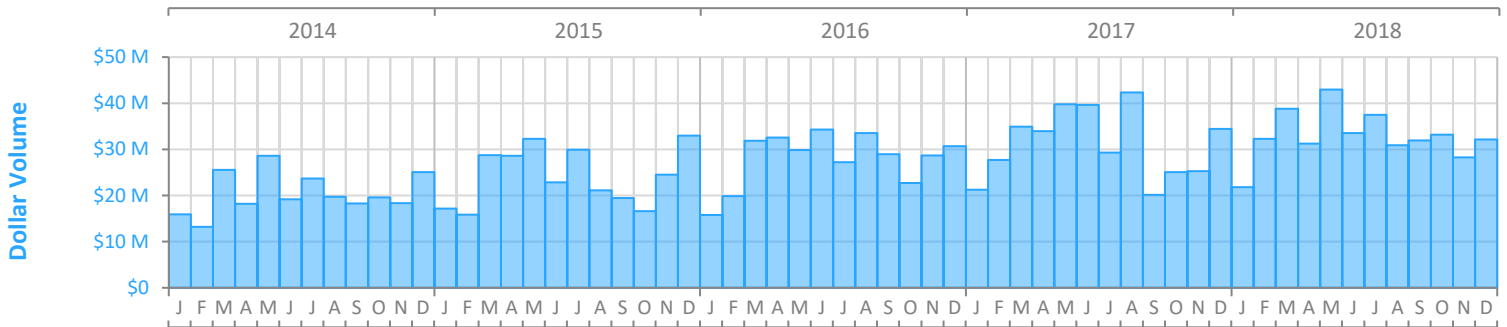
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Dollar Volume

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
Year-to-Date	\$394.5 Million	5.5%
December 2018	\$32.2 Million	-6.7%
November 2018	\$28.2 Million	11.7%
October 2018	\$33.2 Million	32.4%
September 2018	\$31.9 Million	58.3%
August 2018	\$30.9 Million	-27.1%
July 2018	\$37.5 Million	27.9%
June 2018	\$33.5 Million	-15.4%
May 2018	\$43.0 Million	8.1%
April 2018	\$31.3 Million	-7.9%
March 2018	\$38.8 Million	11.2%
February 2018	\$32.3 Million	16.5%
January 2018	\$21.8 Million	2.5%
December 2017	\$34.5 Million	12.3%

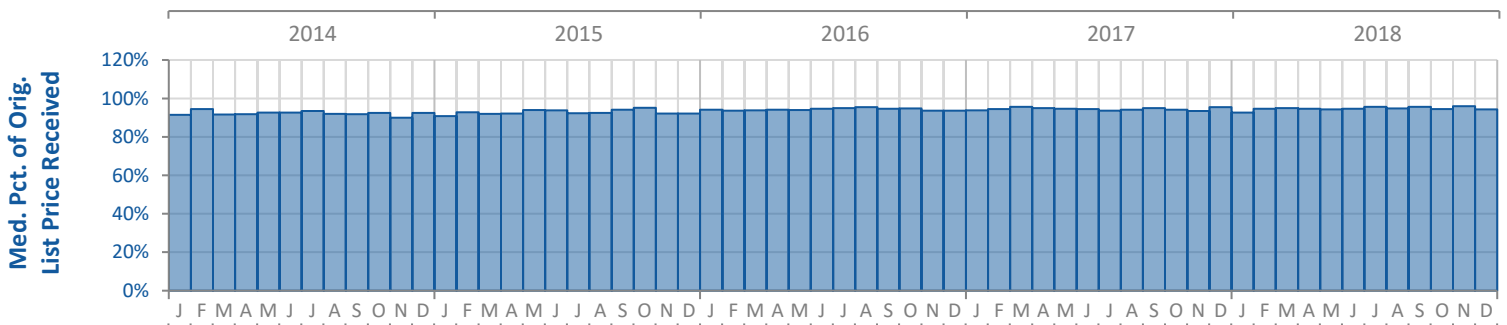


Median Percent of Original List Price Received

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
Year-to-Date	94.7%	0.1%
December 2018	94.3%	-1.3%
November 2018	95.9%	2.7%
October 2018	94.4%	0.2%
September 2018	95.6%	0.7%
August 2018	94.8%	0.7%
July 2018	95.7%	2.2%
June 2018	94.7%	0.2%
May 2018	94.3%	-0.4%
April 2018	94.6%	-0.3%
March 2018	95.0%	-0.7%
February 2018	94.7%	0.2%
January 2018	92.6%	-1.3%
December 2017	95.5%	1.9%



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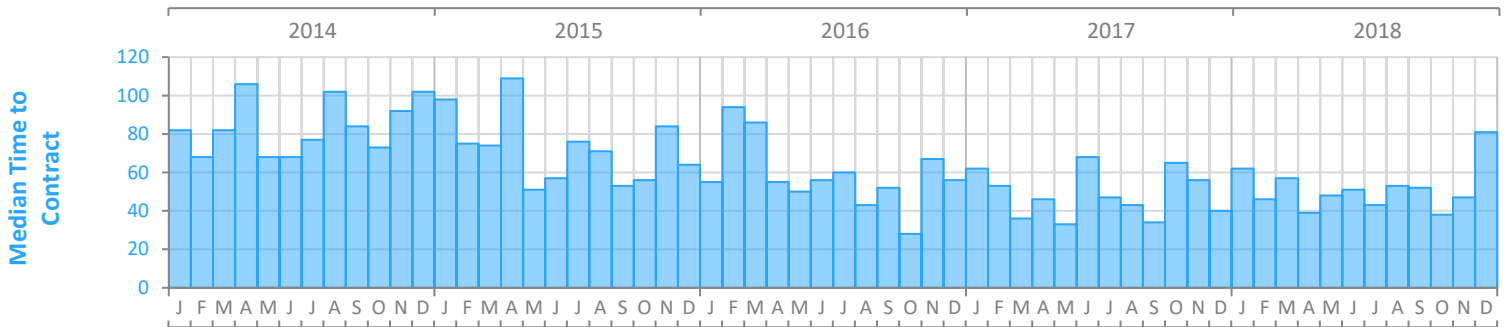
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Median Time to Contract

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
Year-to-Date	48 Days	2.1%
December 2018	81 Days	102.5%
November 2018	47 Days	-16.1%
October 2018	38 Days	-41.5%
September 2018	52 Days	52.9%
August 2018	53 Days	23.3%
July 2018	43 Days	-8.5%
June 2018	51 Days	-25.0%
May 2018	48 Days	45.5%
April 2018	39 Days	-15.2%
March 2018	57 Days	58.3%
February 2018	46 Days	-13.2%
January 2018	62 Days	0.0%
December 2017	40 Days	-28.6%

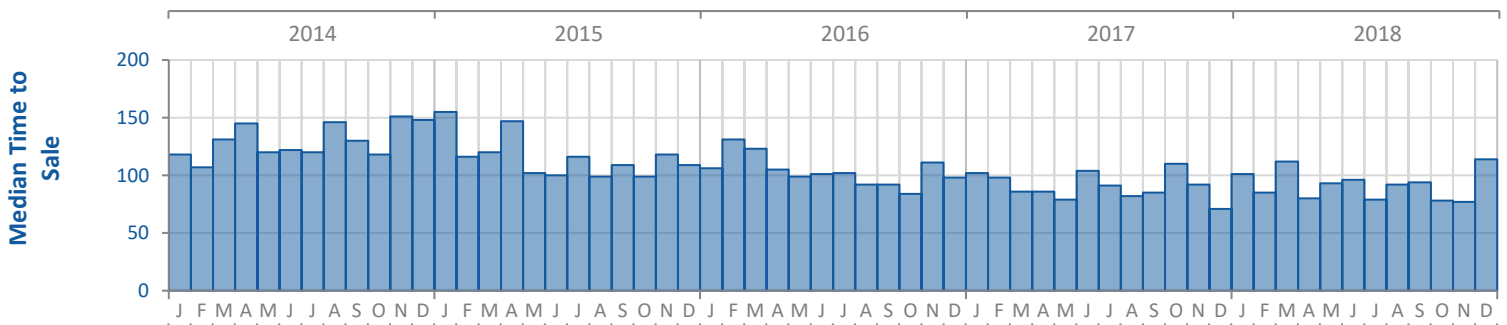


Median Time to Sale

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	87 Days	-3.3%
December 2018	114 Days	60.6%
November 2018	77 Days	-16.3%
October 2018	78 Days	-29.1%
September 2018	94 Days	10.6%
August 2018	92 Days	12.2%
July 2018	79 Days	-13.2%
June 2018	96 Days	-7.7%
May 2018	93 Days	17.7%
April 2018	80 Days	-7.0%
March 2018	112 Days	30.2%
February 2018	85 Days	-13.3%
January 2018	101 Days	-1.0%
December 2017	71 Days	-27.6%



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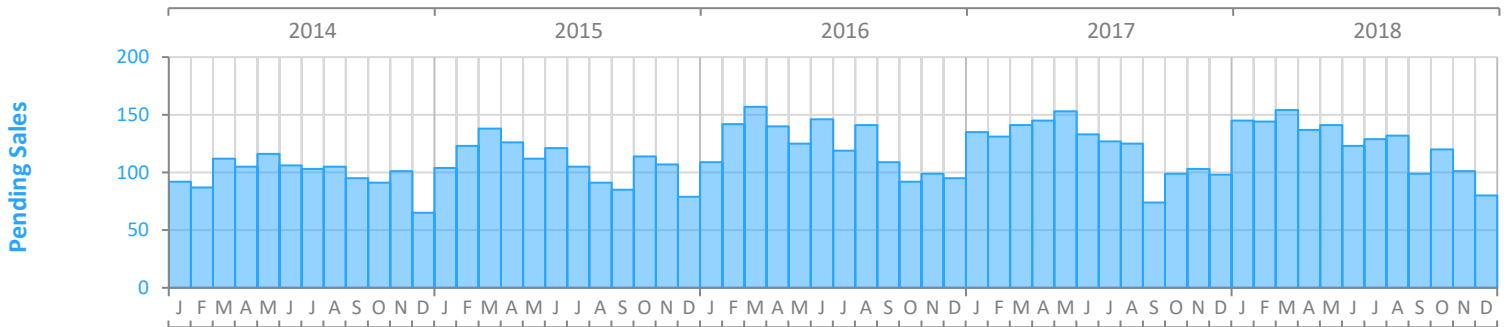
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New Pending Sales

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
Year-to-Date	1,505	2.8%
December 2018	80	-18.4%
November 2018	101	-1.9%
October 2018	120	21.2%
September 2018	99	33.8%
August 2018	132	5.6%
July 2018	129	1.6%
June 2018	123	-7.5%
May 2018	141	-7.8%
April 2018	137	-5.5%
March 2018	154	9.2%
February 2018	144	9.9%
January 2018	145	7.4%
December 2017	98	3.2%

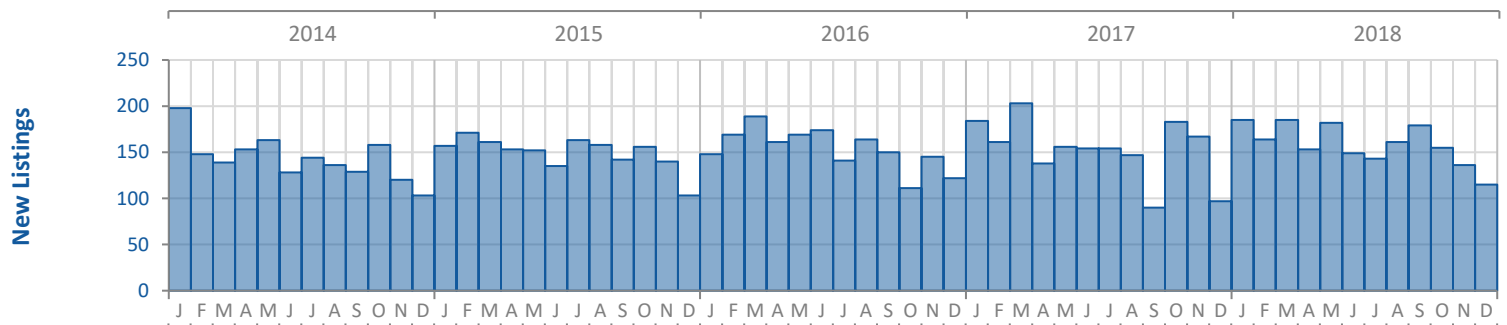


New Listings

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	1,907	4.0%
December 2018	115	18.6%
November 2018	136	-18.6%
October 2018	155	-15.3%
September 2018	179	98.9%
August 2018	161	9.5%
July 2018	143	-7.1%
June 2018	149	-3.2%
May 2018	182	16.7%
April 2018	153	10.9%
March 2018	185	-8.9%
February 2018	164	1.9%
January 2018	185	0.5%
December 2017	97	-20.5%



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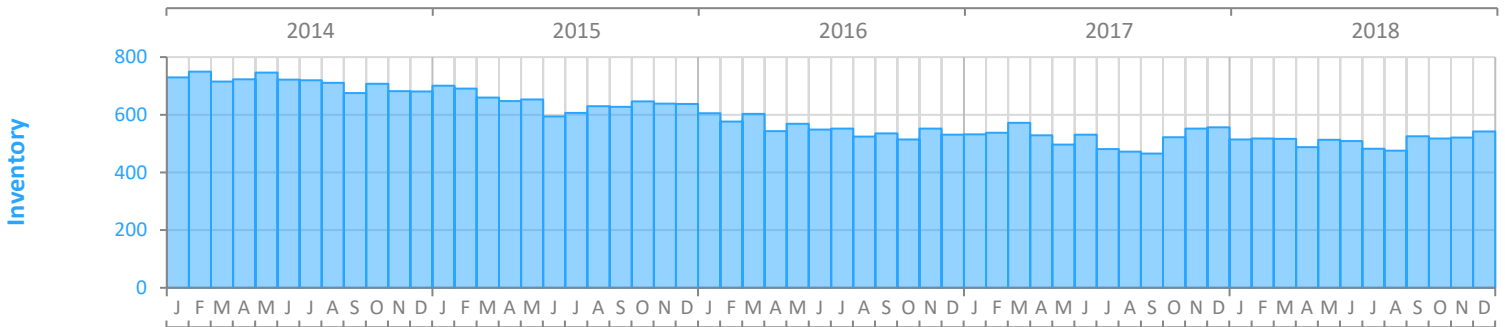
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Inventory (Active Listings)

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
YTD (Monthly Avg)	510	-2.1%
December 2018	542	-2.7%
November 2018	521	-5.6%
October 2018	518	-0.8%
September 2018	525	12.7%
August 2018	476	0.8%
July 2018	482	0.2%
June 2018	509	-4.1%
May 2018	513	3.2%
April 2018	488	-7.8%
March 2018	517	-9.6%
February 2018	518	-3.7%
January 2018	514	-3.4%
December 2017	557	4.9%

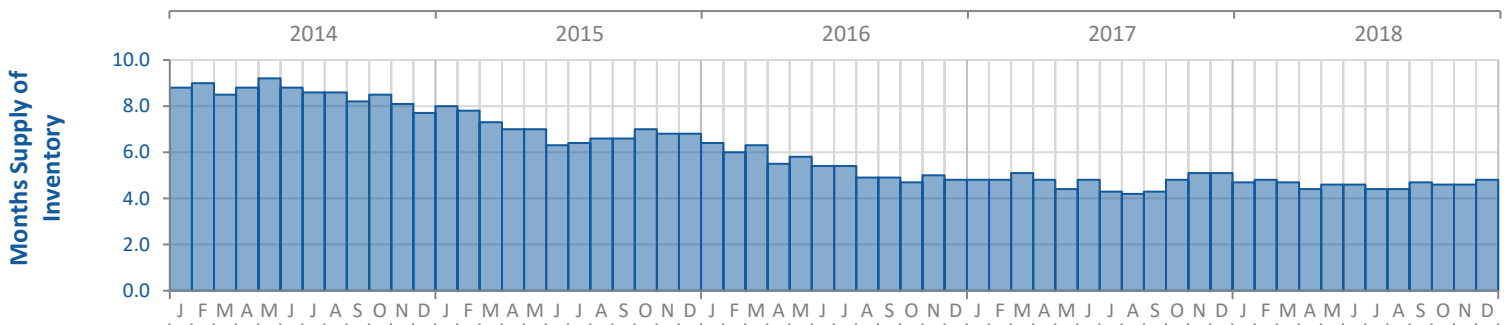


Months Supply of Inventory

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)	4.6	-2.1%
December 2018	4.8	-5.9%
November 2018	4.6	-9.8%
October 2018	4.6	-4.2%
September 2018	4.7	9.3%
August 2018	4.4	4.8%
July 2018	4.4	2.3%
June 2018	4.6	-4.2%
May 2018	4.6	4.5%
April 2018	4.4	-8.3%
March 2018	4.7	-7.8%
February 2018	4.8	0.0%
January 2018	4.7	-2.1%
December 2017	5.1	6.3%



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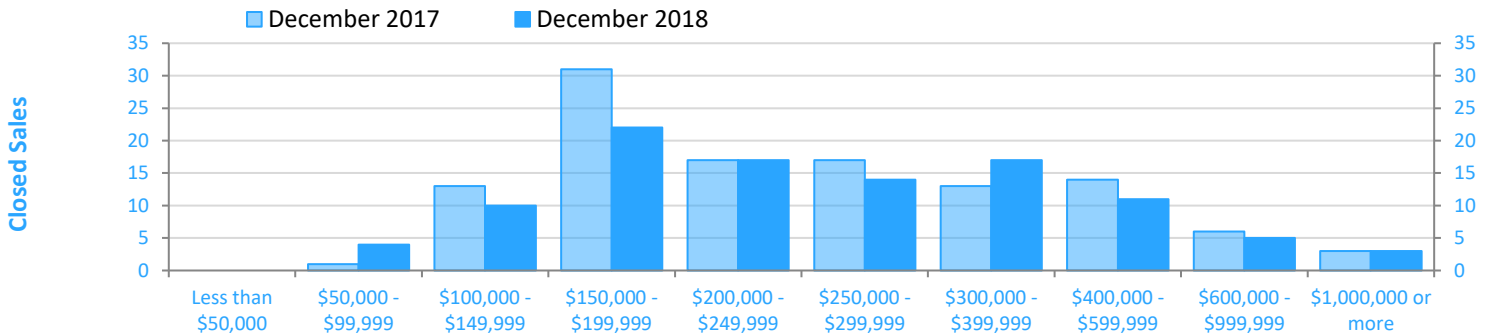
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Closed Sales by Sale Price

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	4	300.0%
\$100,000 - \$149,999	10	-23.1%
\$150,000 - \$199,999	22	-29.0%
\$200,000 - \$249,999	17	0.0%
\$250,000 - \$299,999	14	-17.6%
\$300,000 - \$399,999	17	30.8%
\$400,000 - \$599,999	11	-21.4%
\$600,000 - \$999,999	5	-16.7%
\$1,000,000 or more	3	0.0%

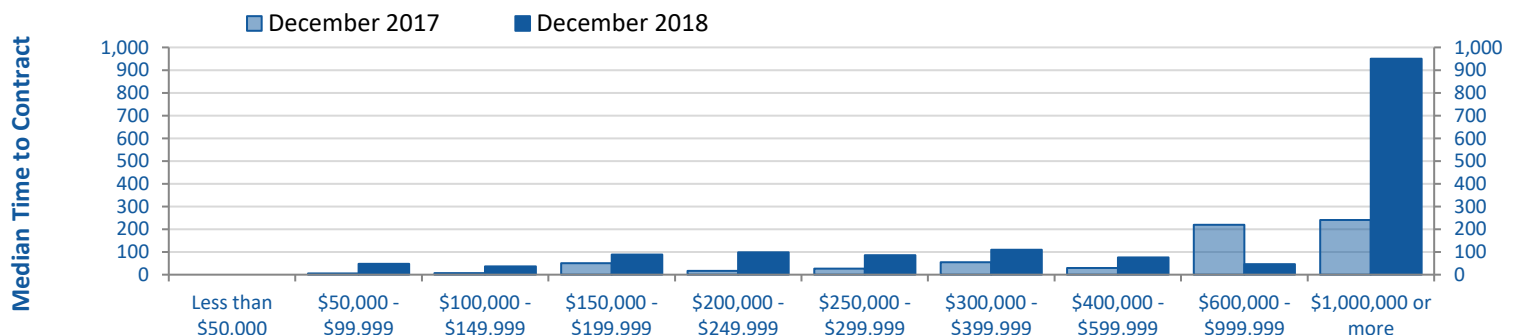


Median Time to Contract by Sale Price

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	47 Days	840.0%
\$100,000 - \$149,999	37 Days	428.6%
\$150,000 - \$199,999	89 Days	78.0%
\$200,000 - \$249,999	98 Days	512.5%
\$250,000 - \$299,999	86 Days	218.5%
\$300,000 - \$399,999	109 Days	98.2%
\$400,000 - \$599,999	76 Days	153.3%
\$600,000 - \$999,999	46 Days	-79.0%
\$1,000,000 or more	950 Days	295.8%



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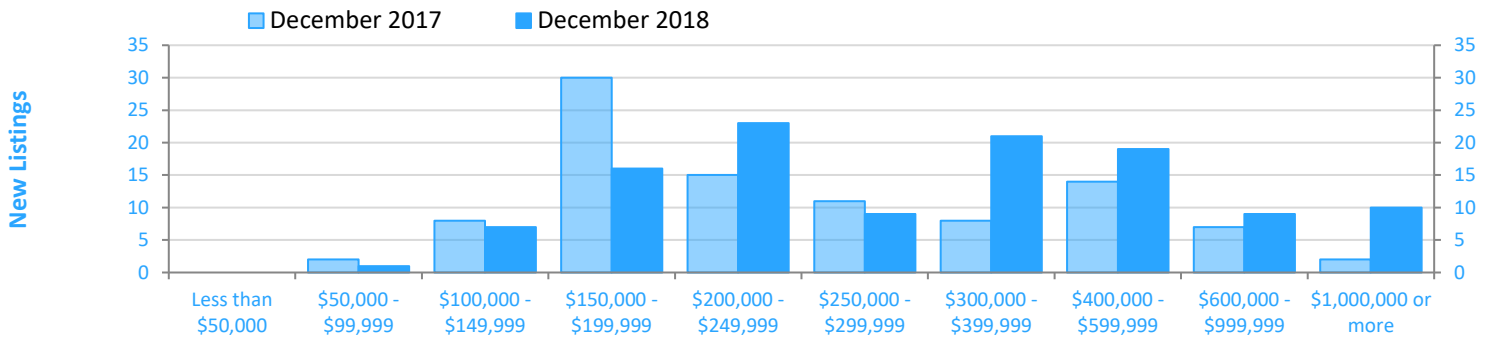
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New Listings by Initial Listing Price

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	1	-50.0%
\$100,000 - \$149,999	7	-12.5%
\$150,000 - \$199,999	16	-46.7%
\$200,000 - \$249,999	23	53.3%
\$250,000 - \$299,999	9	-18.2%
\$300,000 - \$399,999	21	162.5%
\$400,000 - \$599,999	19	35.7%
\$600,000 - \$999,999	9	28.6%
\$1,000,000 or more	10	400.0%

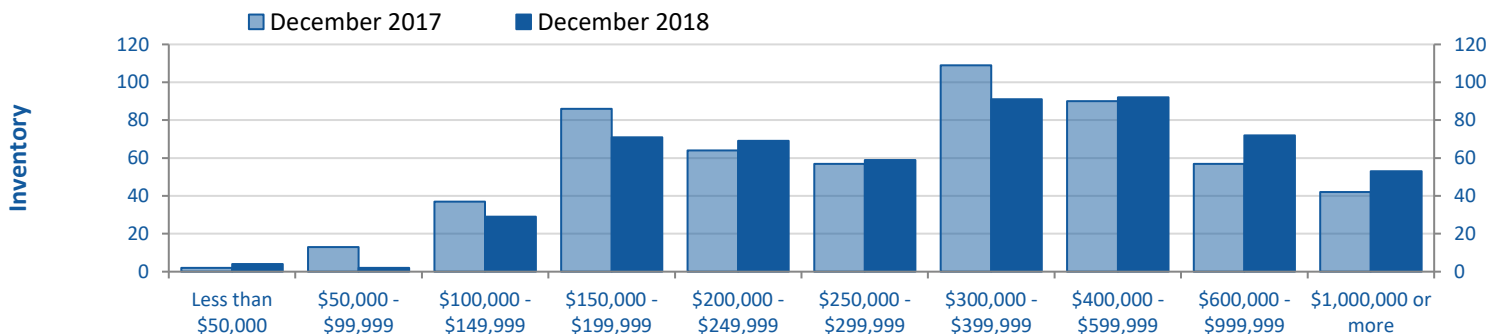


Inventory by Current Listing Price

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	4	100.0%
\$50,000 - \$99,999	2	-84.6%
\$100,000 - \$149,999	29	-21.6%
\$150,000 - \$199,999	71	-17.4%
\$200,000 - \$249,999	69	7.8%
\$250,000 - \$299,999	59	3.5%
\$300,000 - \$399,999	91	-16.5%
\$400,000 - \$599,999	92	2.2%
\$600,000 - \$999,999	72	26.3%
\$1,000,000 or more	53	26.2%



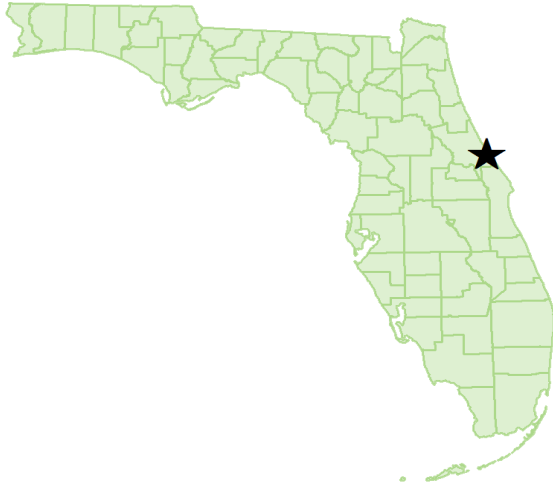
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		December 2018	December 2017	Percent Change Year-over-Year
Traditional	Closed Sales	100	112	-10.7%
	Median Sale Price	\$247,500	\$237,664	4.1%
Foreclosure/REO	Closed Sales	3	2	50.0%
	Median Sale Price	\$161,500	\$219,000	-26.3%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$113,000	N/A

