

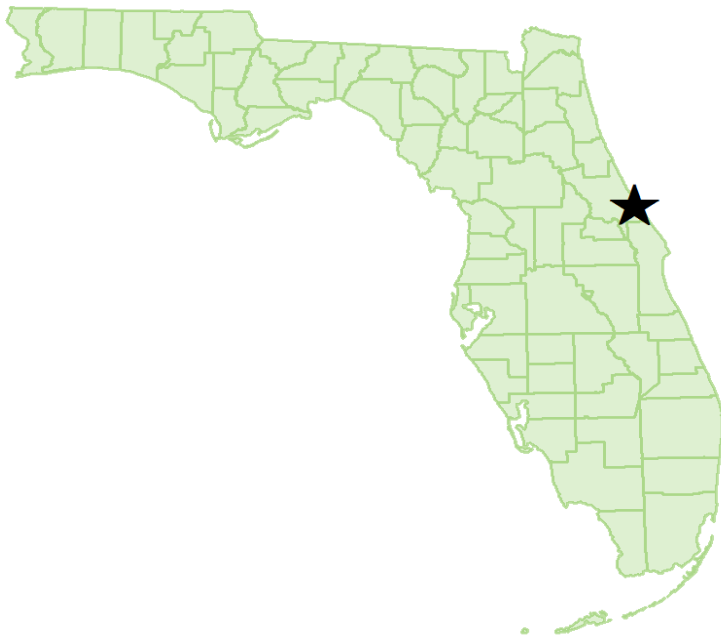
Monthly Market Detail - March 2019

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.



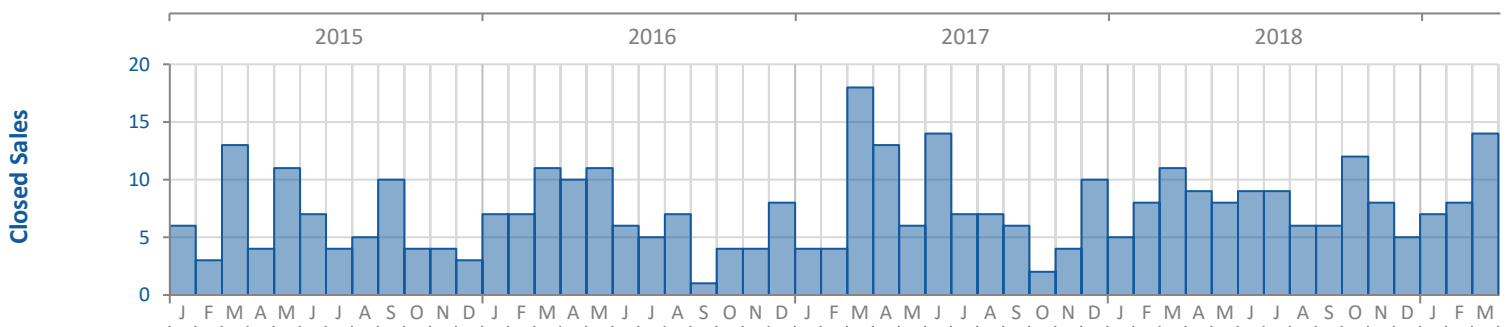
Summary Statistics	March 2019	March 2018	Percent Change Year-over-Year
Closed Sales	14	11	27.3%
Paid in Cash	8	9	-11.1%
Median Sale Price	\$179,000	\$135,000	32.6%
Average Sale Price	\$180,886	\$133,045	36.0%
Dollar Volume	\$2.5 Million	\$1.5 Million	73.0%
Median Percent of Original List Price Received	93.3%	93.1%	0.2%
Median Time to Contract	36 Days	41 Days	-12.2%
Median Time to Sale	69 Days	74 Days	-6.8%
New Pending Sales	11	10	10.0%
New Listings	7	16	-56.3%
Pending Inventory	9	10	-10.0%
Inventory (Active Listings)	32	38	-15.8%
Months Supply of Inventory	3.8	4.9	-22.4%

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	29	20.8%
March 2019	14	27.3%
February 2019	8	0.0%
January 2019	7	40.0%
December 2018	5	-50.0%
November 2018	8	100.0%
October 2018	12	500.0%
September 2018	6	0.0%
August 2018	6	-14.3%
July 2018	9	28.6%
June 2018	9	-35.7%
May 2018	8	33.3%
April 2018	9	-30.8%
March 2018	11	-38.9%



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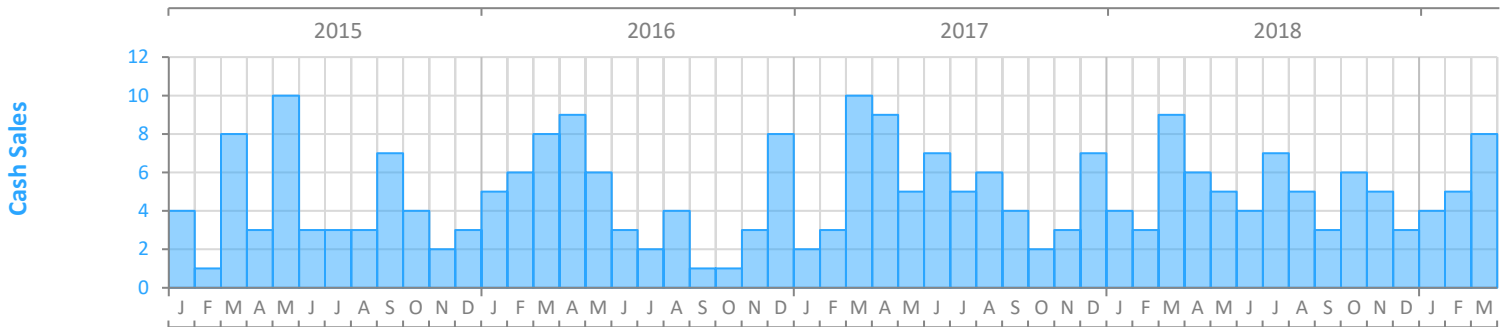
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Cash Sales

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	17	6.3%
March 2019	8	-11.1%
February 2019	5	66.7%
January 2019	4	0.0%
December 2018	3	-57.1%
November 2018	5	66.7%
October 2018	6	200.0%
September 2018	3	-25.0%
August 2018	5	-16.7%
July 2018	7	40.0%
June 2018	4	-42.9%
May 2018	5	0.0%
April 2018	6	-33.3%
March 2018	9	-10.0%

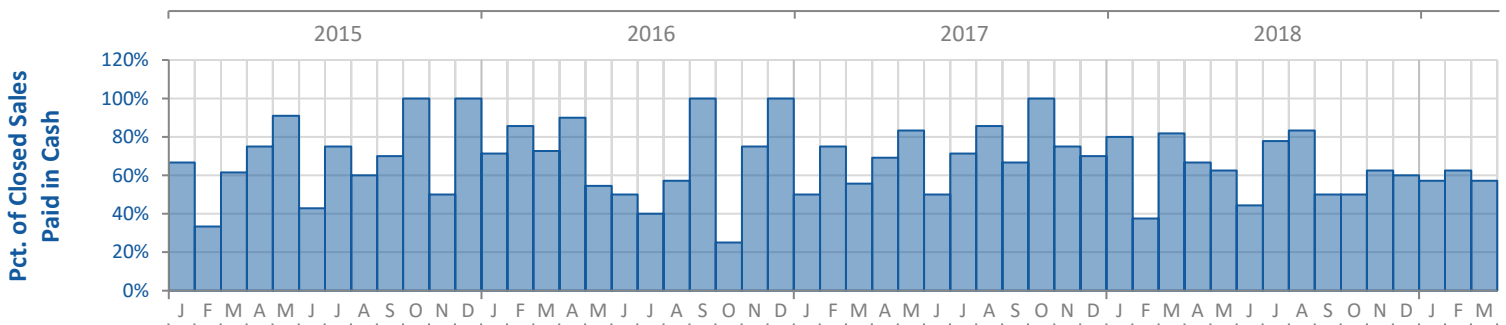


Cash Sales as a Percentage of Closed Sales

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	58.6%	-12.1%
March 2019	57.1%	-30.2%
February 2019	62.5%	66.7%
January 2019	57.1%	-28.6%
December 2018	60.0%	-14.3%
November 2018	62.5%	-16.7%
October 2018	50.0%	-50.0%
September 2018	50.0%	-25.0%
August 2018	83.3%	-2.8%
July 2018	77.8%	9.0%
June 2018	44.4%	-11.2%
May 2018	62.5%	-25.0%
April 2018	66.7%	-3.6%
March 2018	81.8%	47.1%



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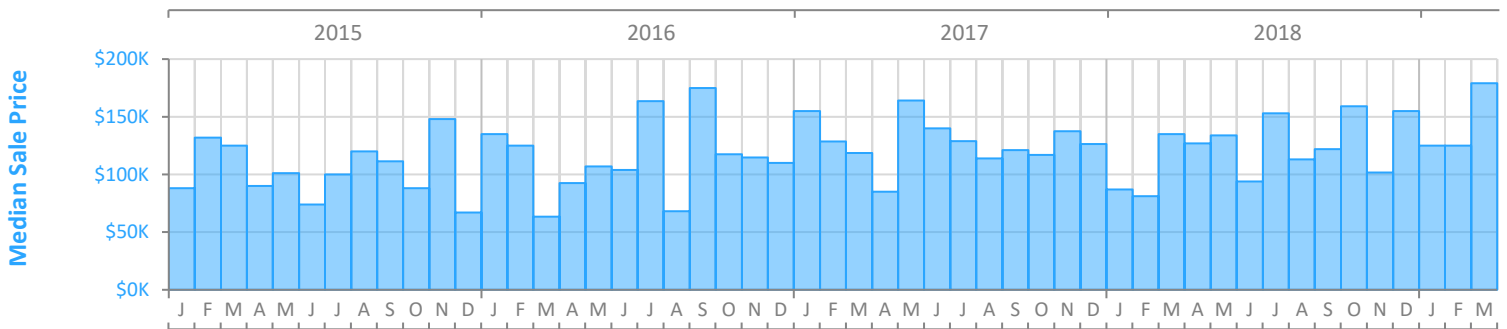
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Median Sale Price

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	\$139,900	30.1%
March 2019	\$179,000	32.6%
February 2019	\$125,000	53.8%
January 2019	\$125,000	43.7%
December 2018	\$155,000	22.5%
November 2018	\$101,750	-26.0%
October 2018	\$159,200	36.1%
September 2018	\$122,000	0.8%
August 2018	\$113,150	-0.7%
July 2018	\$153,000	18.6%
June 2018	\$94,000	-32.9%
May 2018	\$134,000	-18.4%
April 2018	\$127,000	49.4%
March 2018	\$135,000	13.9%

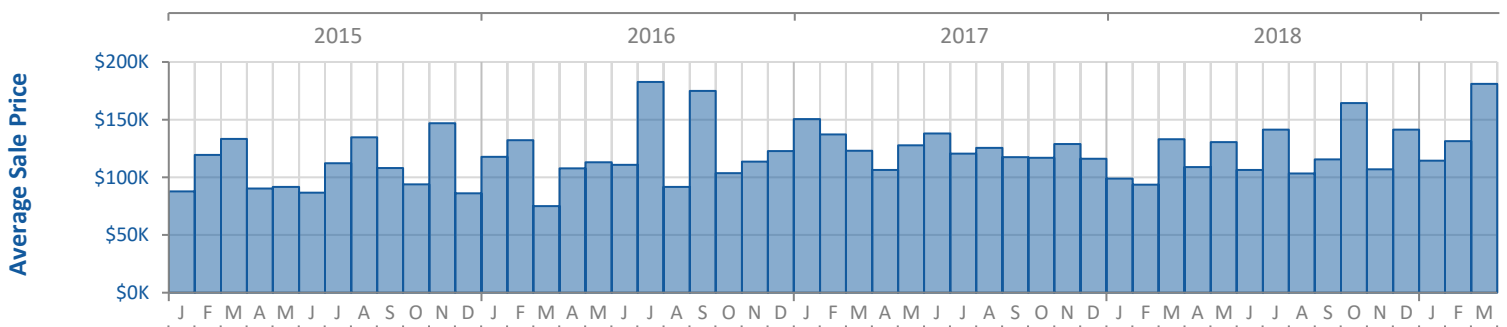


Average Sale Price

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	\$151,167	34.0%
March 2019	\$180,886	36.0%
February 2019	\$131,244	40.1%
January 2019	\$114,500	15.8%
December 2018	\$141,300	21.6%
November 2018	\$106,875	-17.0%
October 2018	\$164,483	40.6%
September 2018	\$115,583	-1.7%
August 2018	\$103,217	-17.8%
July 2018	\$141,322	17.2%
June 2018	\$106,406	-22.9%
May 2018	\$130,563	2.2%
April 2018	\$109,000	2.5%
March 2018	\$133,045	8.2%



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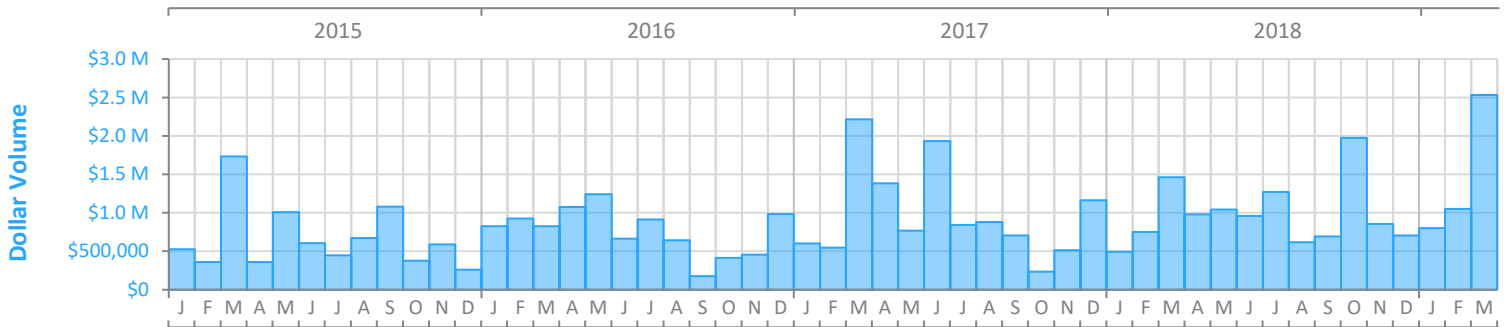
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Dollar Volume

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	\$4.4 Million	61.9%
March 2019	\$2.5 Million	73.0%
February 2019	\$1.0 Million	40.1%
January 2019	\$801,500	62.1%
December 2018	\$706,500	-39.2%
November 2018	\$855,000	66.0%
October 2018	\$2.0 Million	743.5%
September 2018	\$693,498	-1.7%
August 2018	\$619,302	-29.5%
July 2018	\$1.3 Million	50.7%
June 2018	\$957,654	-50.4%
May 2018	\$1.0 Million	36.2%
April 2018	\$981,000	-29.1%
March 2018	\$1.5 Million	-33.9%

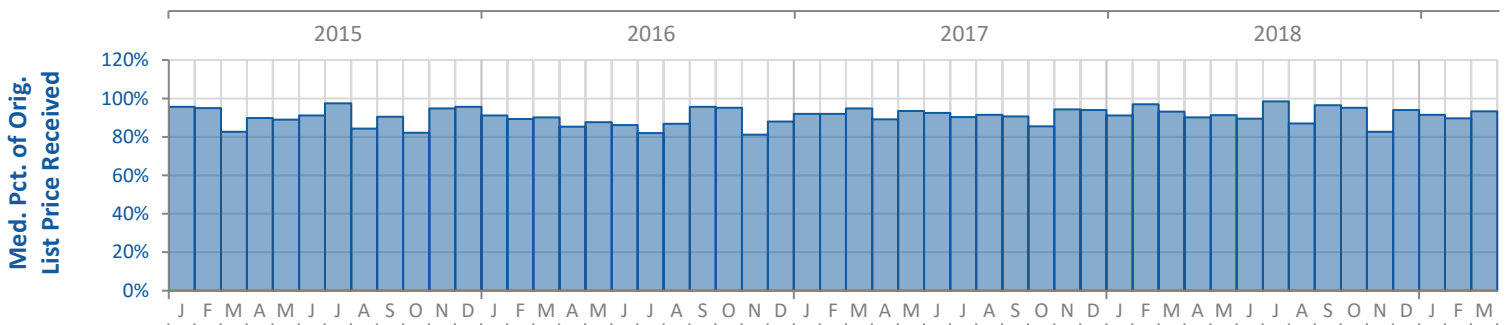


Median Percent of Original List Price Received

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	91.5%	-1.7%
March 2019	93.3%	0.2%
February 2019	89.7%	-7.5%
January 2019	91.5%	0.4%
December 2018	94.0%	0.0%
November 2018	82.6%	-12.4%
October 2018	95.2%	11.3%
September 2018	96.5%	6.5%
August 2018	86.9%	-5.0%
July 2018	98.4%	9.0%
June 2018	89.4%	-3.2%
May 2018	91.3%	-2.4%
April 2018	90.1%	1.1%
March 2018	93.1%	-1.8%



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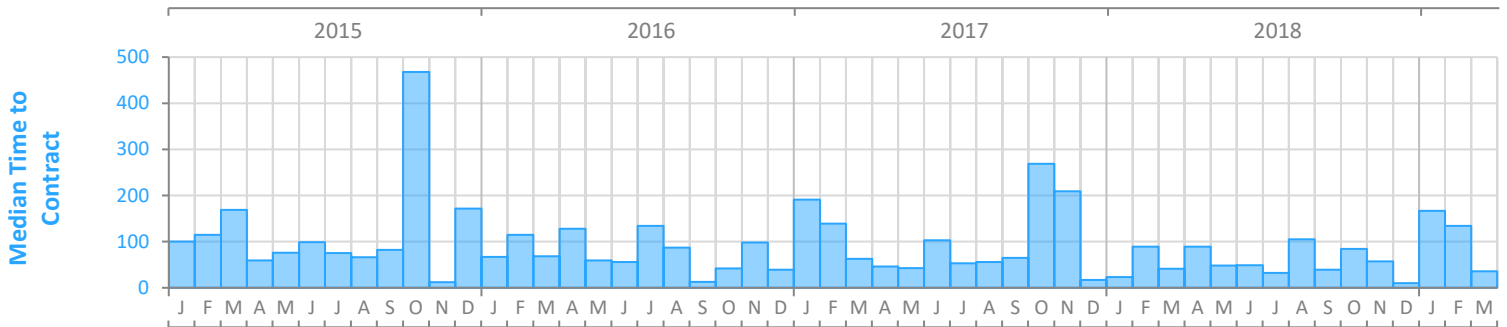
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Median Time to Contract

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	93 Days	82.4%
March 2019	36 Days	-12.2%
February 2019	134 Days	50.6%
January 2019	167 Days	626.1%
December 2018	10 Days	-41.2%
November 2018	57 Days	-72.7%
October 2018	84 Days	-68.8%
September 2018	39 Days	-40.0%
August 2018	105 Days	87.5%
July 2018	32 Days	-39.6%
June 2018	49 Days	-52.4%
May 2018	48 Days	11.6%
April 2018	89 Days	93.5%
March 2018	41 Days	-34.9%

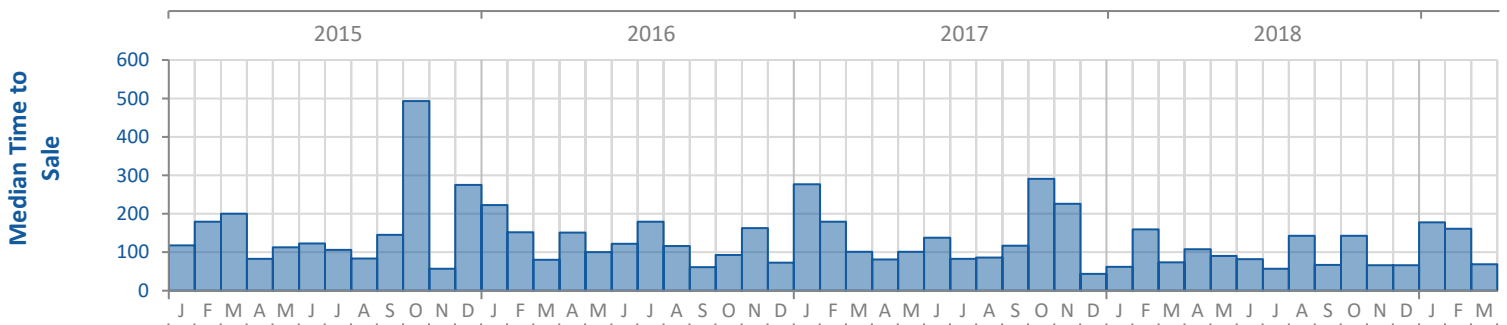


Median Time to Sale

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	129 Days	37.2%
March 2019	69 Days	-6.8%
February 2019	161 Days	1.3%
January 2019	178 Days	187.1%
December 2018	66 Days	50.0%
November 2018	66 Days	-70.8%
October 2018	143 Days	-50.9%
September 2018	67 Days	-42.7%
August 2018	143 Days	66.3%
July 2018	57 Days	-31.3%
June 2018	82 Days	-40.6%
May 2018	90 Days	-10.9%
April 2018	108 Days	33.3%
March 2018	74 Days	-26.7%



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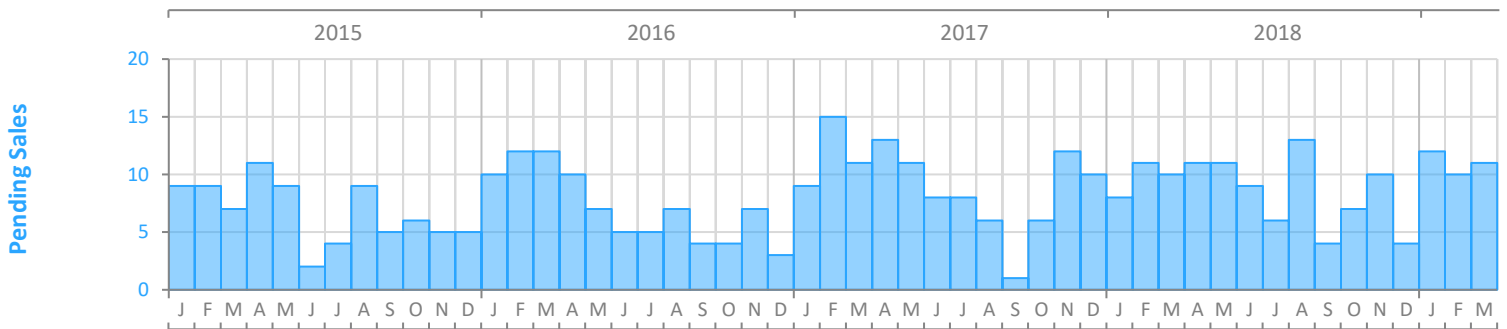
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New Pending Sales

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	33	13.8%
March 2019	11	10.0%
February 2019	10	-9.1%
January 2019	12	50.0%
December 2018	4	-60.0%
November 2018	10	-16.7%
October 2018	7	16.7%
September 2018	4	300.0%
August 2018	13	116.7%
July 2018	6	-25.0%
June 2018	9	12.5%
May 2018	11	0.0%
April 2018	11	-15.4%
March 2018	10	-9.1%

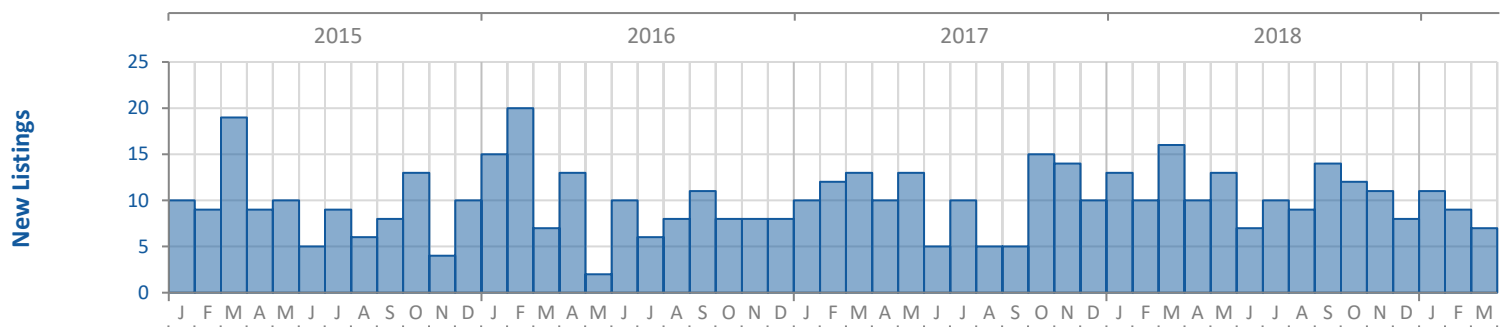


New Listings

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	27	-30.8%
March 2019	7	-56.3%
February 2019	9	-10.0%
January 2019	11	-15.4%
December 2018	8	-20.0%
November 2018	11	-21.4%
October 2018	12	-20.0%
September 2018	14	180.0%
August 2018	9	80.0%
July 2018	10	0.0%
June 2018	7	40.0%
May 2018	13	0.0%
April 2018	10	0.0%
March 2018	16	23.1%



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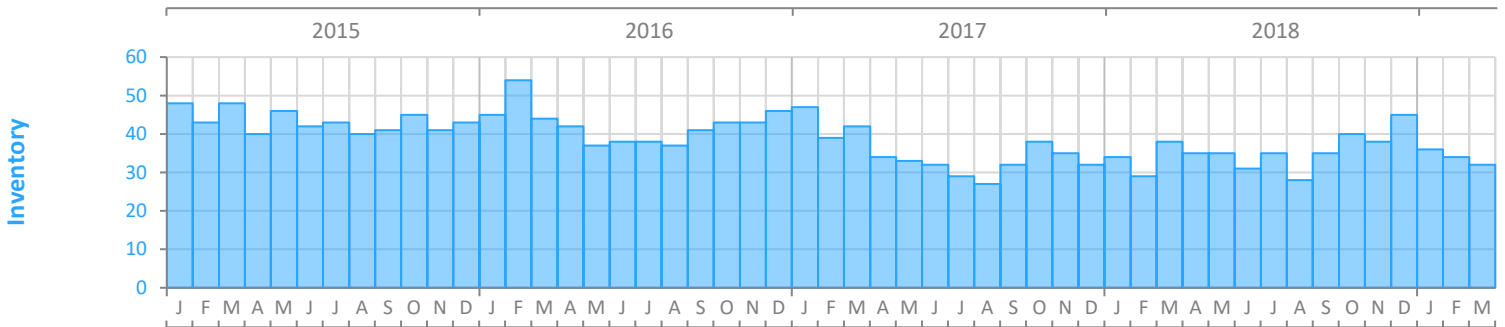
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Inventory (Active Listings)

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)	34	0.0%
March 2019	32	-15.8%
February 2019	34	17.2%
January 2019	36	5.9%
December 2018	45	40.6%
November 2018	38	8.6%
October 2018	40	5.3%
September 2018	35	9.4%
August 2018	28	3.7%
July 2018	35	20.7%
June 2018	31	-3.1%
May 2018	35	6.1%
April 2018	35	2.9%
March 2018	38	-9.5%

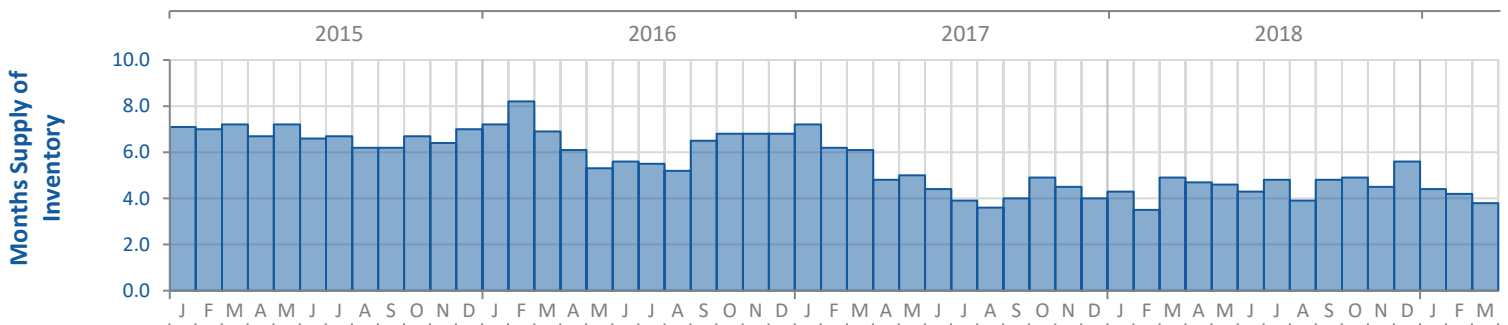


Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	4.1	-2.4%
March 2019	3.8	-22.4%
February 2019	4.2	20.0%
January 2019	4.4	2.3%
December 2018	5.6	40.0%
November 2018	4.5	0.0%
October 2018	4.9	0.0%
September 2018	4.8	20.0%
August 2018	3.9	8.3%
July 2018	4.8	23.1%
June 2018	4.3	-2.3%
May 2018	4.6	-8.0%
April 2018	4.7	-2.1%
March 2018	4.9	-19.7%



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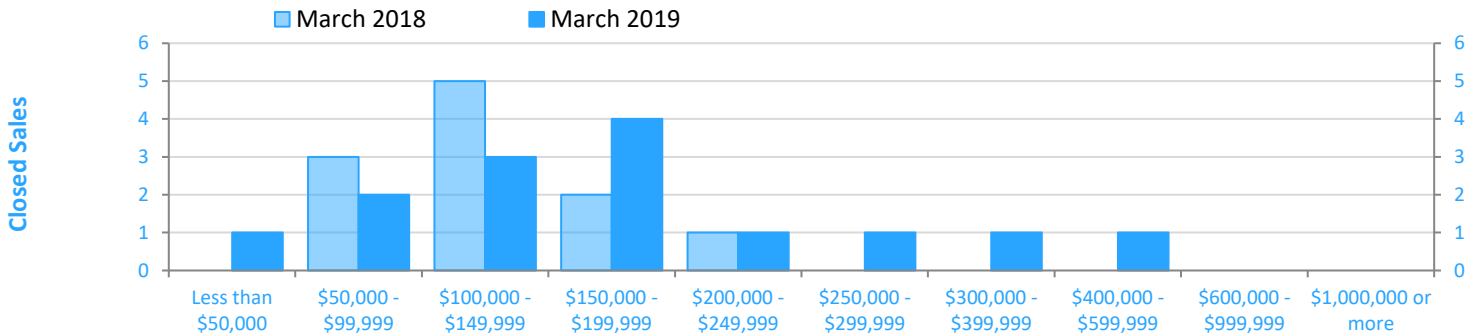
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Closed Sales by Sale Price

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	1	N/A
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	3	-40.0%
\$150,000 - \$199,999	4	100.0%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

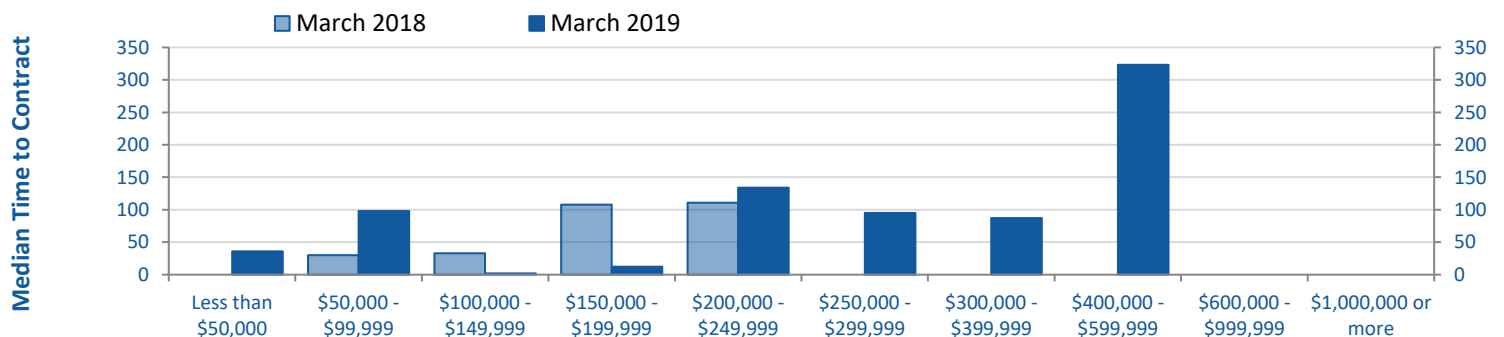


Median Time to Contract by Sale Price

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	36 Days	N/A
\$50,000 - \$99,999	98 Days	226.7%
\$100,000 - \$149,999	2 Days	-93.9%
\$150,000 - \$199,999	12 Days	-88.9%
\$200,000 - \$249,999	134 Days	20.7%
\$250,000 - \$299,999	95 Days	N/A
\$300,000 - \$399,999	87 Days	N/A
\$400,000 - \$599,999	323 Days	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



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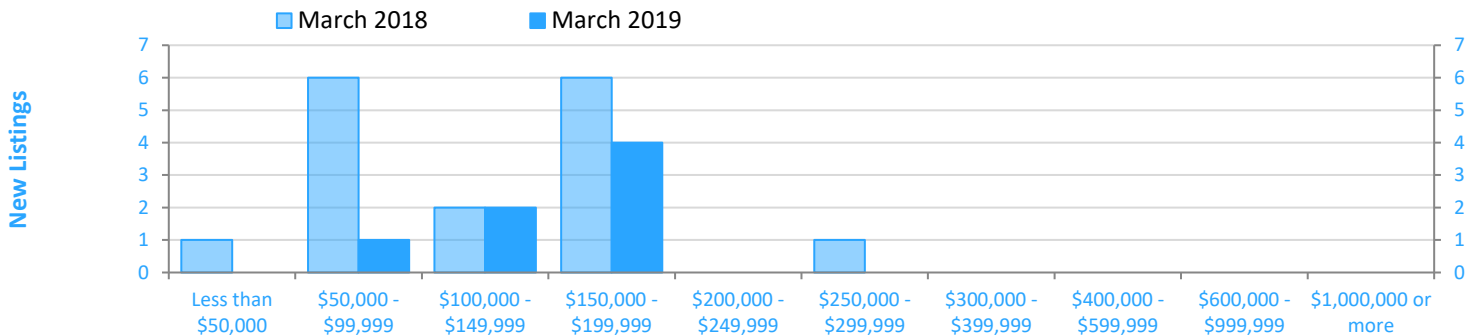
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New Listings by Initial Listing Price

The number of properties put onto the market during the 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	-100.0%
\$50,000 - \$99,999	1	-83.3%
\$100,000 - \$149,999	2	0.0%
\$150,000 - \$199,999	4	-33.3%
\$200,000 - \$249,999	0	N/A
\$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

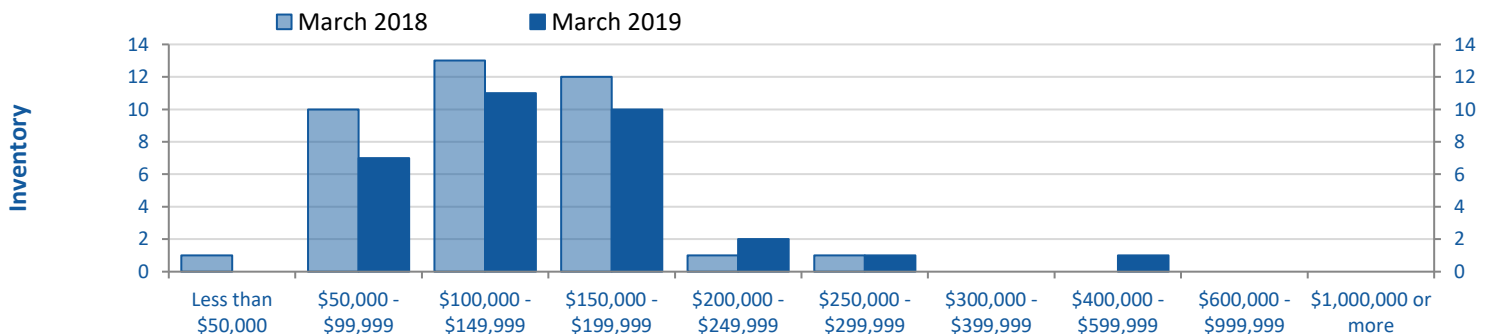


Inventory by Current Listing Price

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	7	-30.0%
\$100,000 - \$149,999	11	-15.4%
\$150,000 - \$199,999	10	-16.7%
\$200,000 - \$249,999	2	100.0%
\$250,000 - \$299,999	1	0.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	1	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



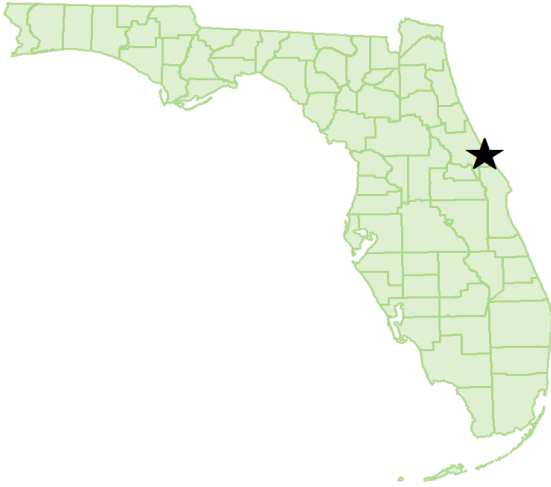
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		March 2019	March 2018	Percent Change Year-over-Year
Traditional	Closed Sales	14	10	40.0%
	Median Sale Price	\$179,000	\$139,500	28.3%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$115,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

