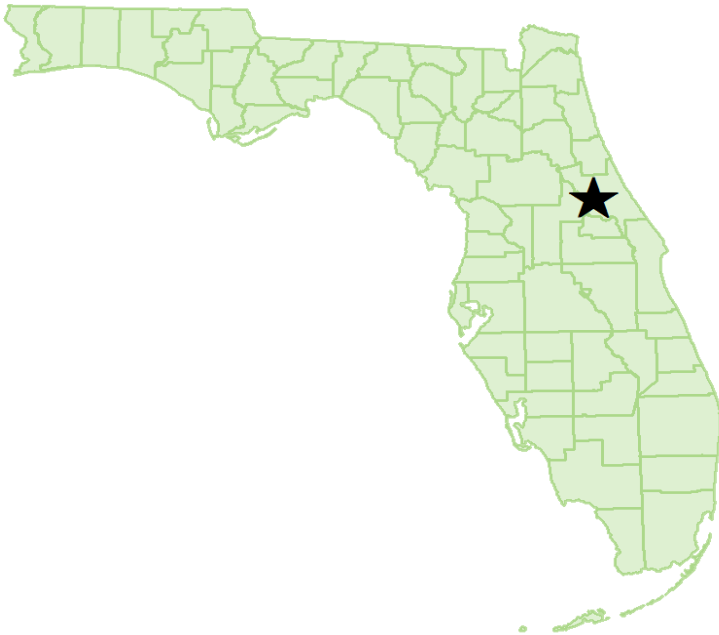


Monthly Market Detail - March 2019

Townhouses and Condos

West Volusia Association of REALTORS®

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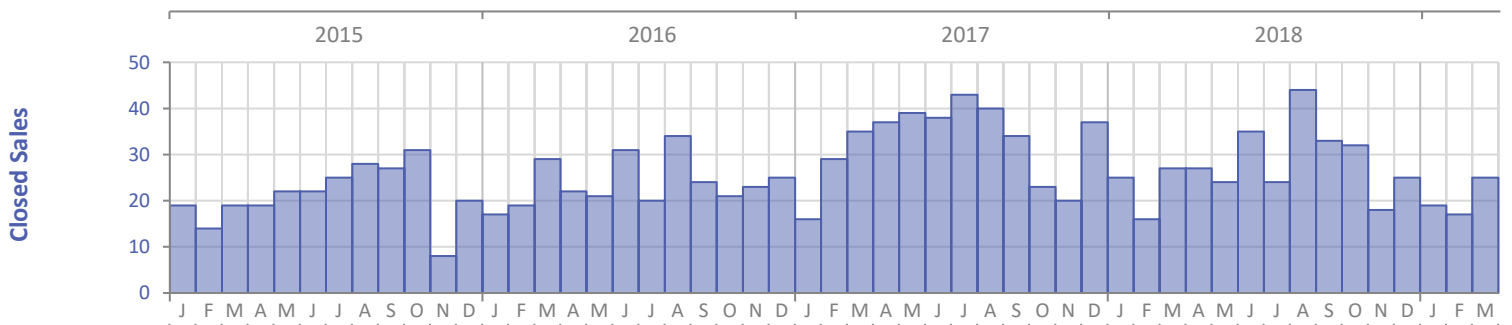
Summary Statistics	March 2019	March 2018	Percent Change Year-over-Year
Closed Sales	25	27	-7.4%
Paid in Cash	10	14	-28.6%
Median Sale Price	\$180,000	\$135,000	33.3%
Average Sale Price	\$201,545	\$197,717	1.9%
Dollar Volume	\$5.0 Million	\$5.3 Million	-5.6%
Median Percent of Original List Price Received	95.2%	96.4%	-1.2%
Median Time to Contract	23 Days	30 Days	-23.3%
Median Time to Sale	53 Days	70 Days	-24.3%
New Pending Sales	37	27	37.0%
New Listings	40	35	14.3%
Pending Inventory	38	29	31.0%
Inventory (Active Listings)	130	100	30.0%
Months Supply of Inventory	4.8	3.2	50.0%

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	61	-10.3%
March 2019	25	-7.4%
February 2019	17	6.3%
January 2019	19	-24.0%
December 2018	25	-32.4%
November 2018	18	-10.0%
October 2018	32	39.1%
September 2018	33	-2.9%
August 2018	44	10.0%
July 2018	24	-44.2%
June 2018	35	-7.9%
May 2018	24	-38.5%
April 2018	27	-27.0%
March 2018	27	-22.9%



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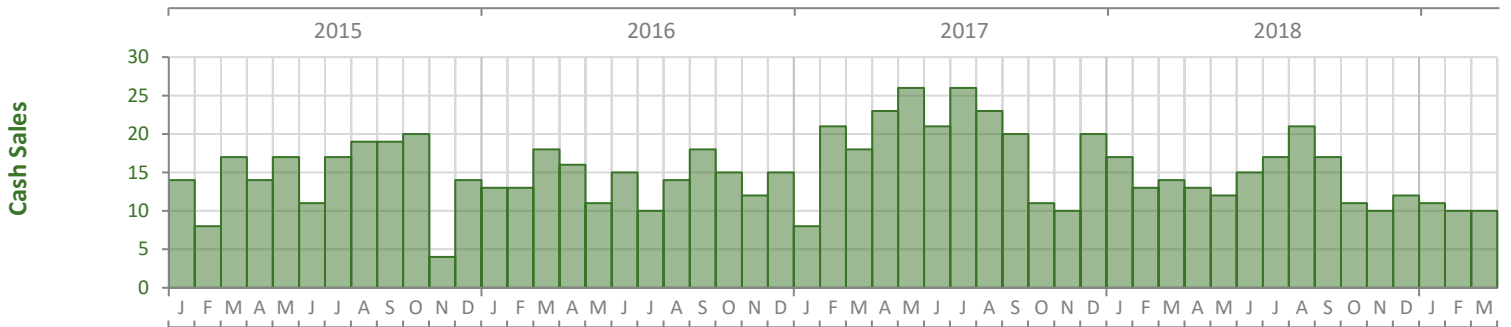
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Cash Sales

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	31	-29.5%
March 2019	10	-28.6%
February 2019	10	-23.1%
January 2019	11	-35.3%
December 2018	12	-40.0%
November 2018	10	0.0%
October 2018	11	0.0%
September 2018	17	-15.0%
August 2018	21	-8.7%
July 2018	17	-34.6%
June 2018	15	-28.6%
May 2018	12	-53.8%
April 2018	13	-43.5%
March 2018	14	-22.2%

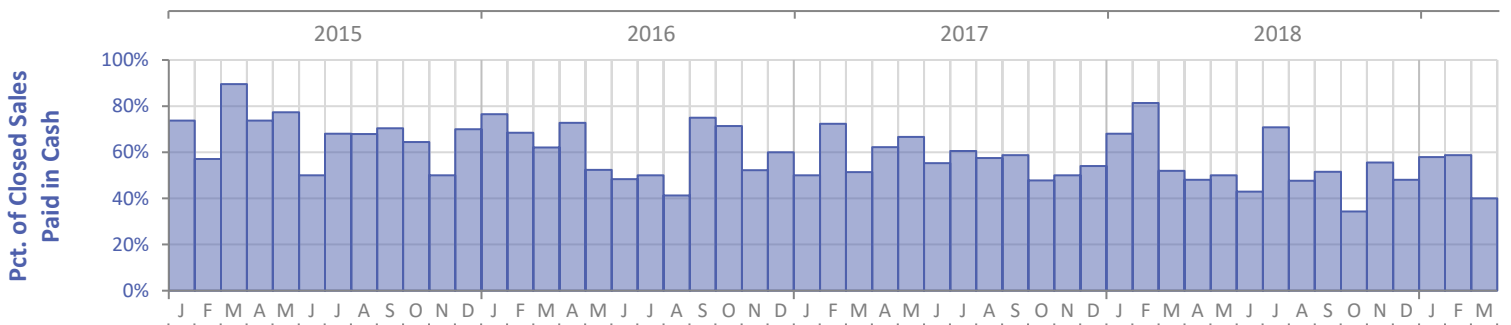


Cash Sales as a Percentage of Closed Sales

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	50.8%	-21.5%
March 2019	40.0%	-22.9%
February 2019	58.8%	-27.7%
January 2019	57.9%	-14.9%
December 2018	48.0%	-11.3%
November 2018	55.6%	11.2%
October 2018	34.4%	-28.0%
September 2018	51.5%	-12.4%
August 2018	47.7%	-17.0%
July 2018	70.8%	17.0%
June 2018	42.9%	-22.4%
May 2018	50.0%	-25.0%
April 2018	48.1%	-22.7%
March 2018	51.9%	1.0%



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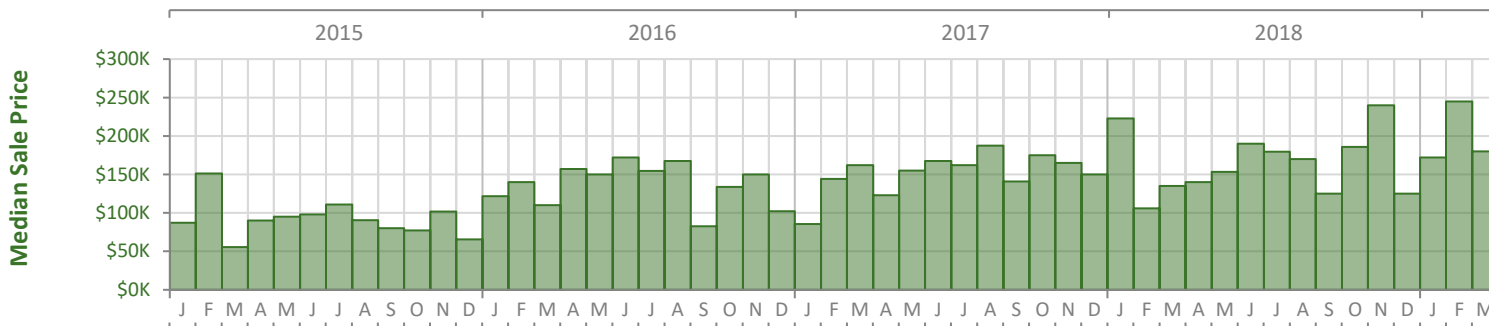
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Median Sale Price

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	\$183,000	30.7%
March 2019	\$180,000	33.3%
February 2019	\$245,000	131.7%
January 2019	\$172,000	-22.9%
December 2018	\$124,900	-16.7%
November 2018	\$240,000	45.5%
October 2018	\$185,750	6.1%
September 2018	\$125,000	-11.3%
August 2018	\$170,000	-9.3%
July 2018	\$179,750	11.0%
June 2018	\$190,000	13.3%
May 2018	\$153,250	-1.1%
April 2018	\$140,000	13.8%
March 2018	\$135,000	-16.7%

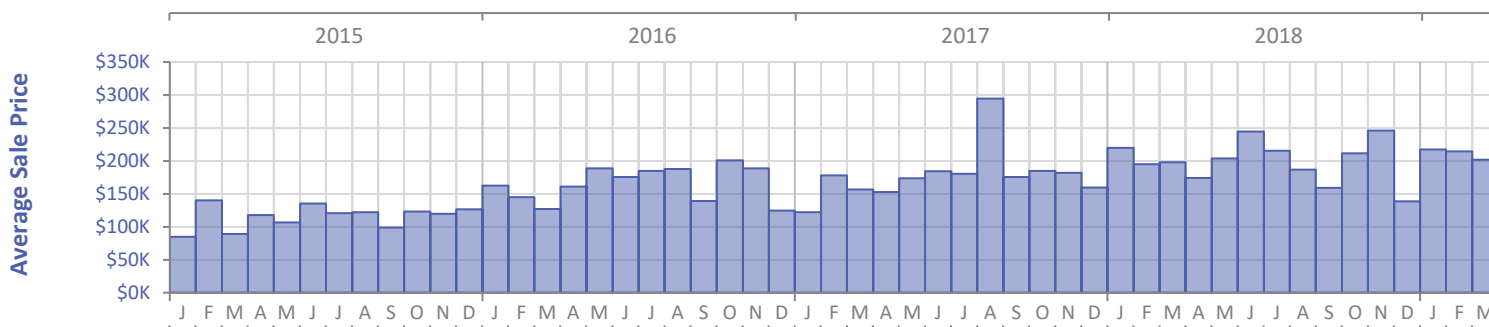


Average Sale Price

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	\$209,957	2.4%
March 2019	\$201,545	1.9%
February 2019	\$214,309	9.9%
January 2019	\$217,132	-1.1%
December 2018	\$138,720	-13.0%
November 2018	\$246,056	35.2%
October 2018	\$211,473	14.5%
September 2018	\$158,805	-9.6%
August 2018	\$186,855	-36.5%
July 2018	\$215,247	19.3%
June 2018	\$244,670	32.7%
May 2018	\$203,576	17.3%
April 2018	\$173,861	14.0%
March 2018	\$197,717	26.2%



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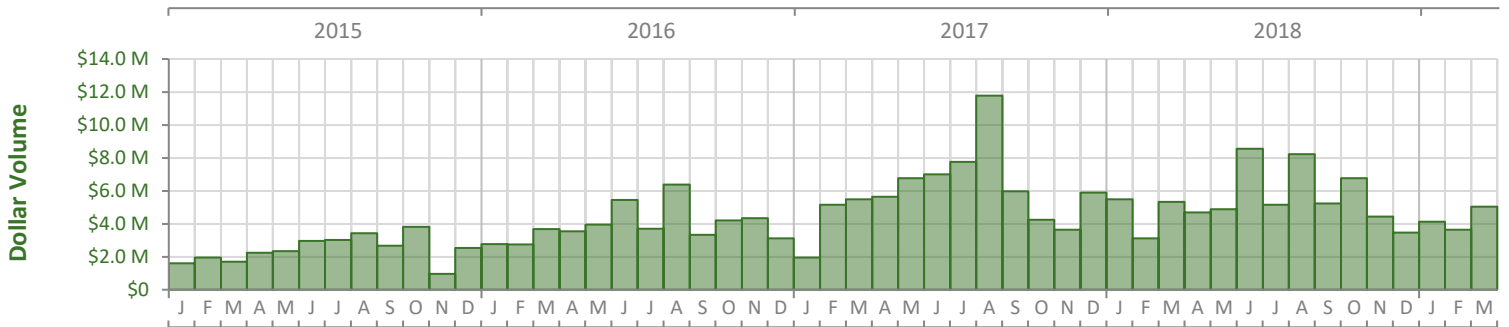
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Dollar Volume

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	\$12.8 Million	-8.2%
March 2019	\$5.0 Million	-5.6%
February 2019	\$3.6 Million	16.8%
January 2019	\$4.1 Million	-24.9%
December 2018	\$3.5 Million	-41.2%
November 2018	\$4.4 Million	21.6%
October 2018	\$6.8 Million	59.3%
September 2018	\$5.2 Million	-12.2%
August 2018	\$8.2 Million	-30.2%
July 2018	\$5.2 Million	-33.4%
June 2018	\$8.6 Million	22.3%
May 2018	\$4.9 Million	-27.8%
April 2018	\$4.7 Million	-16.8%
March 2018	\$5.3 Million	-2.6%

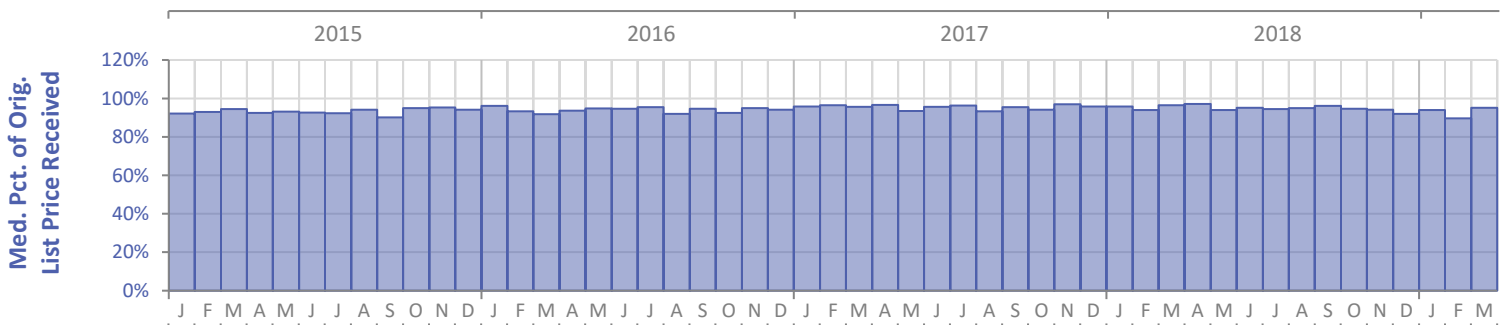


Median Percent of Original List Price Received

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	93.9%	-1.9%
March 2019	95.2%	-1.2%
February 2019	89.6%	-4.6%
January 2019	93.9%	-2.0%
December 2018	92.0%	-4.0%
November 2018	94.2%	-2.8%
October 2018	94.6%	0.4%
September 2018	96.2%	0.7%
August 2018	95.0%	1.8%
July 2018	94.5%	-1.9%
June 2018	95.1%	-0.6%
May 2018	94.0%	0.5%
April 2018	97.2%	0.5%
March 2018	96.4%	0.8%



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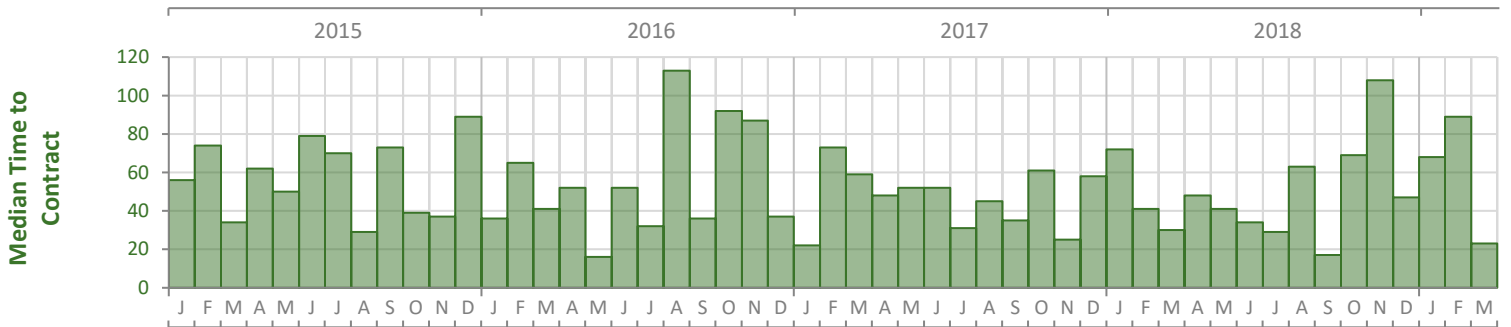
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Median Time to Contract

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	55 Days	19.6%
March 2019	23 Days	-23.3%
February 2019	89 Days	117.1%
January 2019	68 Days	-5.6%
December 2018	47 Days	-19.0%
November 2018	108 Days	332.0%
October 2018	69 Days	13.1%
September 2018	17 Days	-51.4%
August 2018	63 Days	40.0%
July 2018	29 Days	-6.5%
June 2018	34 Days	-34.6%
May 2018	41 Days	-21.2%
April 2018	48 Days	0.0%
March 2018	30 Days	-49.2%

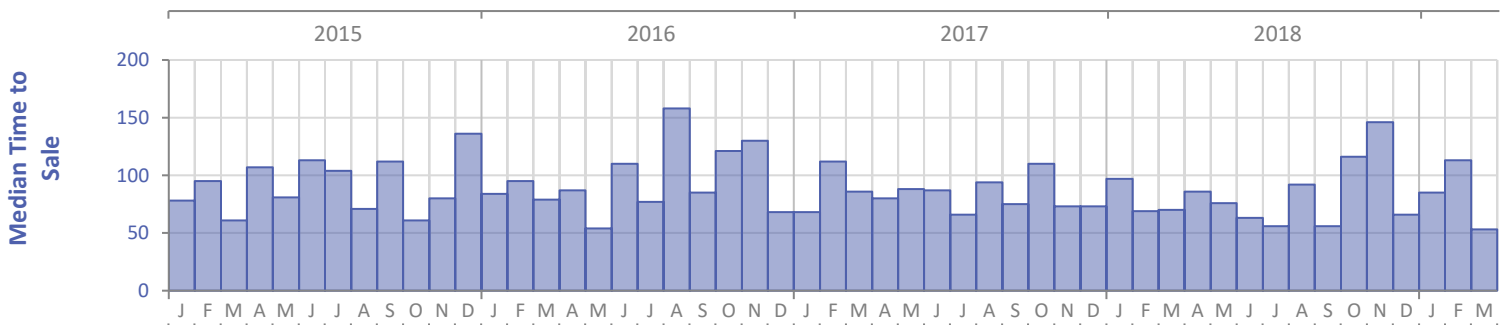


Median Time to Sale

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	85 Days	4.9%
March 2019	53 Days	-24.3%
February 2019	113 Days	63.8%
January 2019	85 Days	-12.4%
December 2018	66 Days	-9.6%
November 2018	146 Days	100.0%
October 2018	116 Days	5.5%
September 2018	56 Days	-25.3%
August 2018	92 Days	-2.1%
July 2018	56 Days	-15.2%
June 2018	63 Days	-27.6%
May 2018	76 Days	-13.6%
April 2018	86 Days	7.5%
March 2018	70 Days	-18.6%



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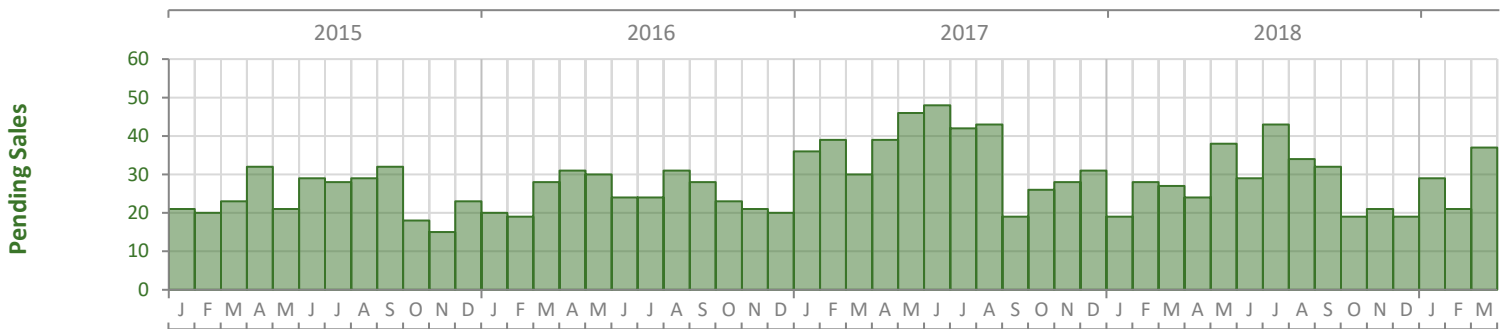
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New Pending Sales

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	87	17.6%
March 2019	37	37.0%
February 2019	21	-25.0%
January 2019	29	52.6%
December 2018	19	-38.7%
November 2018	21	-25.0%
October 2018	19	-26.9%
September 2018	32	68.4%
August 2018	34	-20.9%
July 2018	43	2.4%
June 2018	29	-39.6%
May 2018	38	-17.4%
April 2018	24	-38.5%
March 2018	27	-10.0%

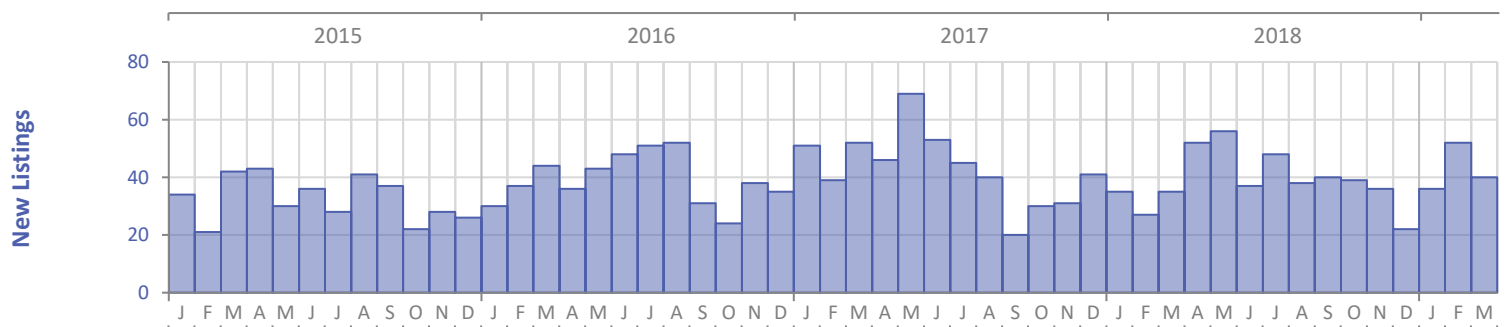


New Listings

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	128	32.0%
March 2019	40	14.3%
February 2019	52	92.6%
January 2019	36	2.9%
December 2018	22	-46.3%
November 2018	36	16.1%
October 2018	39	30.0%
September 2018	40	100.0%
August 2018	38	-5.0%
July 2018	48	6.7%
June 2018	37	-30.2%
May 2018	56	-18.8%
April 2018	52	13.0%
March 2018	35	-32.7%



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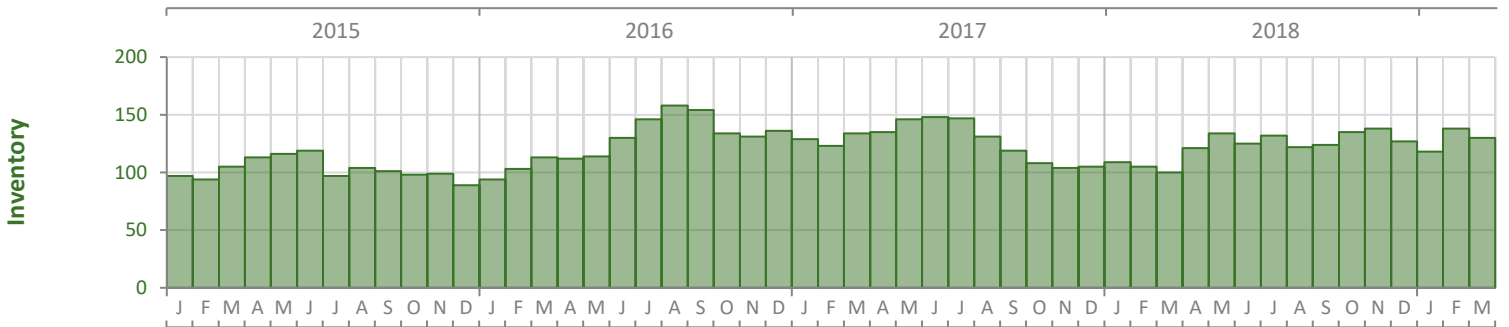
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Inventory (Active Listings)

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)	129	22.9%
March 2019	130	30.0%
February 2019	138	31.4%
January 2019	118	8.3%
December 2018	127	21.0%
November 2018	138	32.7%
October 2018	135	25.0%
September 2018	124	4.2%
August 2018	122	-6.9%
July 2018	132	-10.2%
June 2018	125	-15.5%
May 2018	134	-8.2%
April 2018	121	-10.4%
March 2018	100	-25.4%

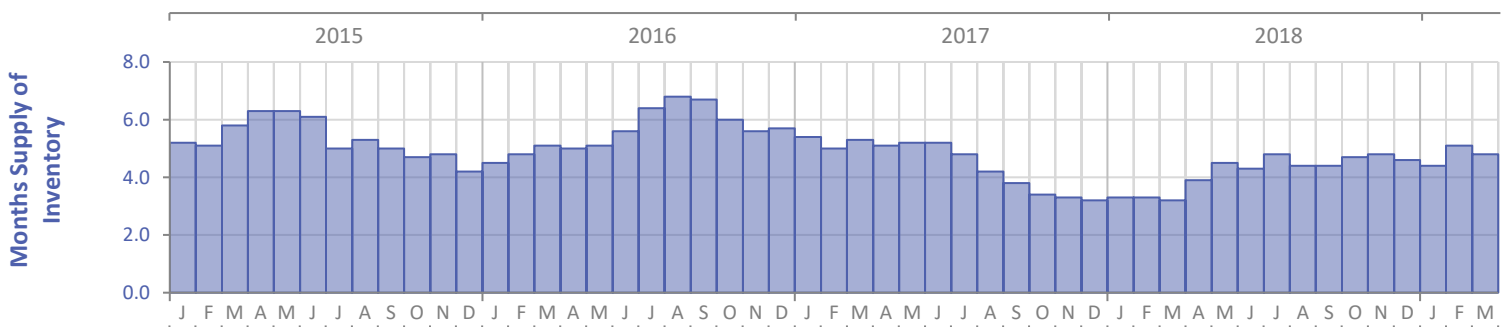


Months Supply of Inventory

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)	4.8	45.5%
March 2019	4.8	50.0%
February 2019	5.1	54.5%
January 2019	4.4	33.3%
December 2018	4.6	43.8%
November 2018	4.8	45.5%
October 2018	4.7	38.2%
September 2018	4.4	15.8%
August 2018	4.4	4.8%
July 2018	4.8	0.0%
June 2018	4.3	-17.3%
May 2018	4.5	-13.5%
April 2018	3.9	-23.5%
March 2018	3.2	-39.6%



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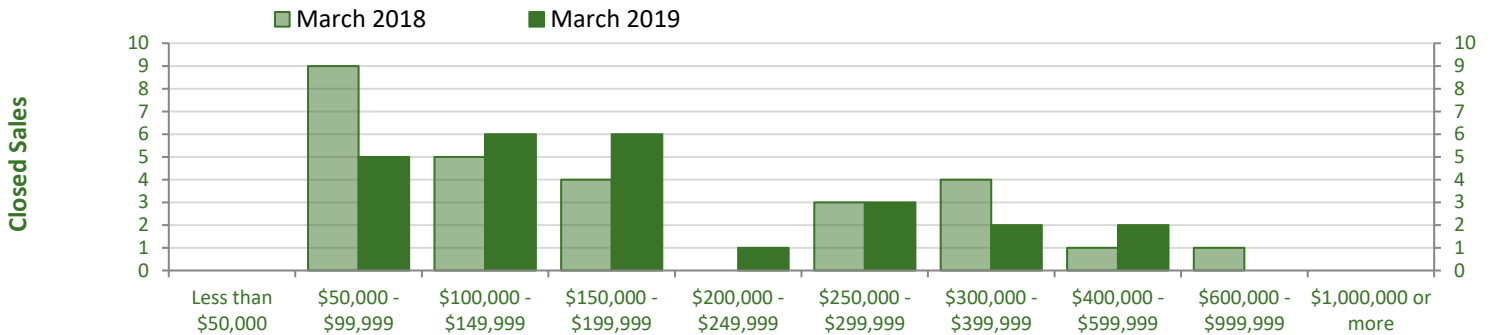
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Closed Sales by Sale Price

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	5	-44.4%
\$100,000 - \$149,999	6	20.0%
\$150,000 - \$199,999	6	50.0%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	3	0.0%
\$300,000 - \$399,999	2	-50.0%
\$400,000 - \$599,999	2	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

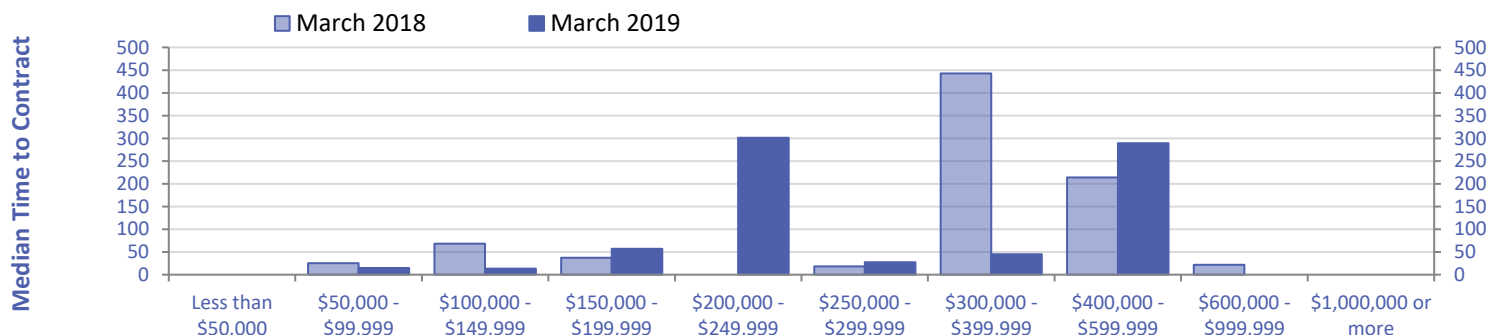


Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	15 Days	-40.0%
\$100,000 - \$149,999	13 Days	-80.9%
\$150,000 - \$199,999	57 Days	54.1%
\$200,000 - \$249,999	301 Days	N/A
\$250,000 - \$299,999	27 Days	50.0%
\$300,000 - \$399,999	45 Days	-89.8%
\$400,000 - \$599,999	289 Days	35.0%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



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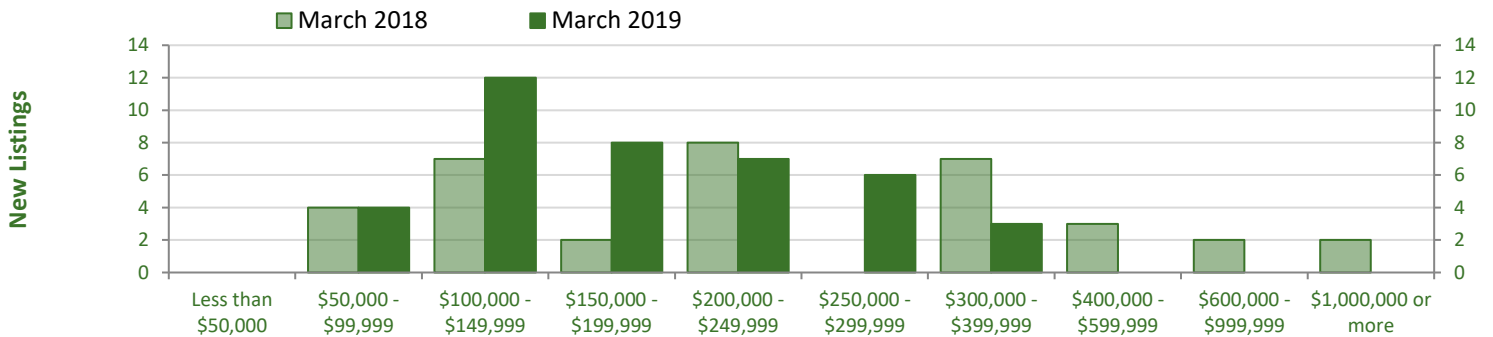
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New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	12	71.4%
\$150,000 - \$199,999	8	300.0%
\$200,000 - \$249,999	7	-12.5%
\$250,000 - \$299,999	6	N/A
\$300,000 - \$399,999	3	-57.1%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	-100.0%

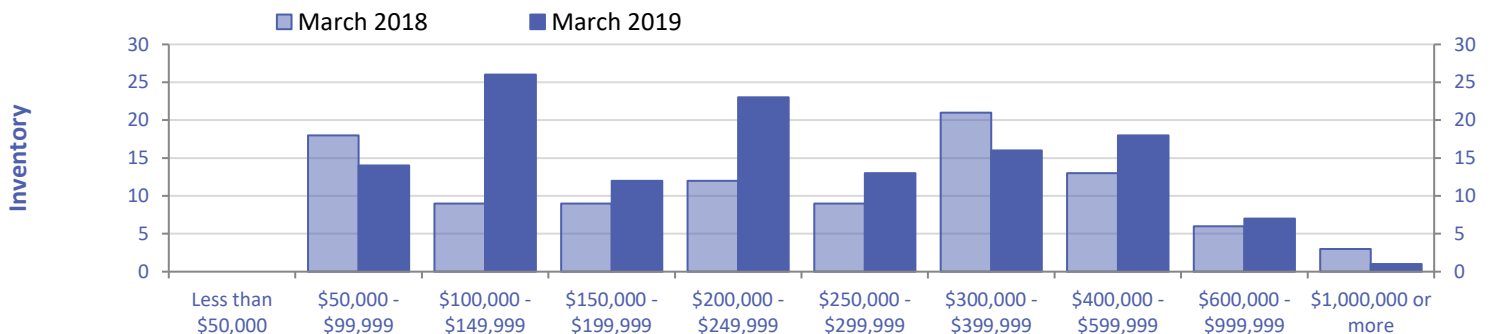


Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	14	-22.2%
\$100,000 - \$149,999	26	188.9%
\$150,000 - \$199,999	12	33.3%
\$200,000 - \$249,999	23	91.7%
\$250,000 - \$299,999	13	44.4%
\$300,000 - \$399,999	16	-23.8%
\$400,000 - \$599,999	18	38.5%
\$600,000 - \$999,999	7	16.7%
\$1,000,000 or more	1	-66.7%

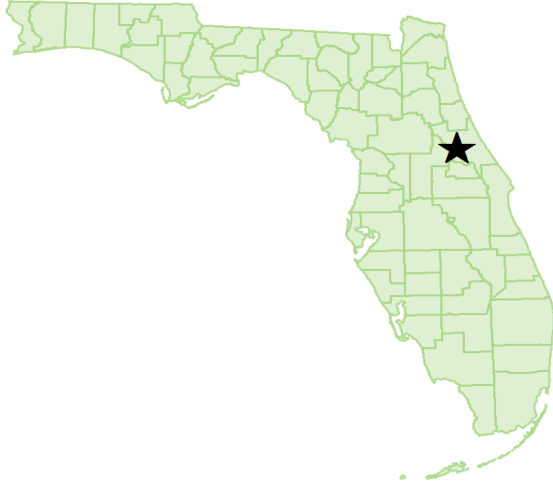


Monthly Distressed Market - March 2019

Townhouses and Condos

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		March 2019	March 2018	Percent Change Year-over-Year
Traditional	Closed Sales	25	26	-3.8%
	Median Sale Price	\$180,000	\$143,500	25.4%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$135,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

