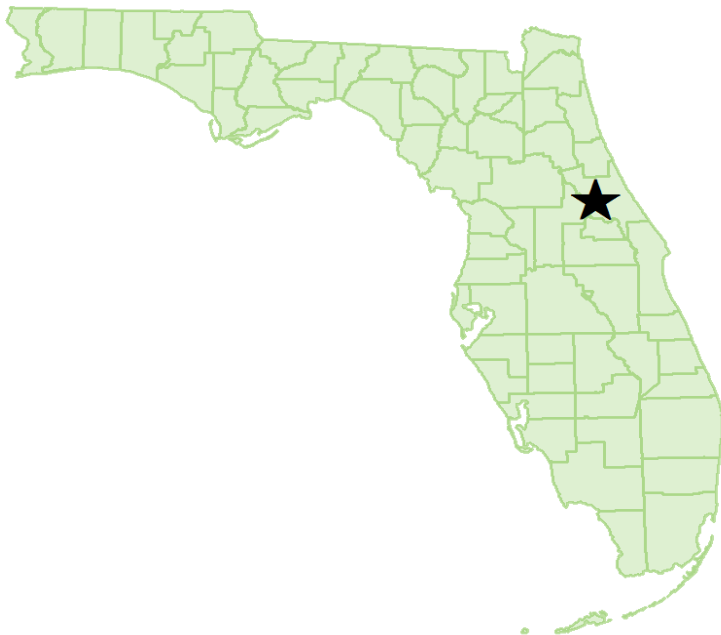


# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®

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



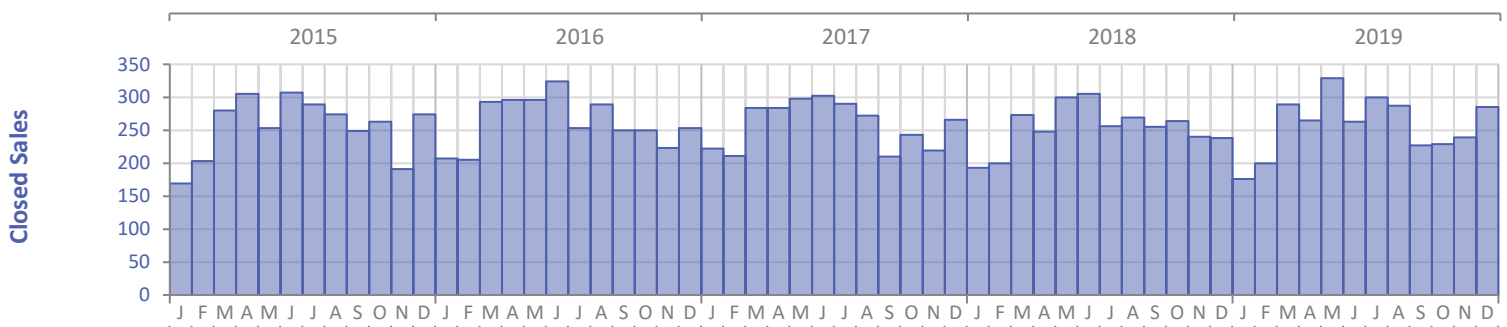
Summary Statistics	December 2019	December 2018	Percent Change Year-over-Year
Closed Sales	285	238	19.7%
Paid in Cash	78	52	50.0%
Median Sale Price	\$199,000	\$194,950	2.1%
Average Sale Price	\$229,224	\$215,587	6.3%
Dollar Volume	\$65.3 Million	\$51.3 Million	27.3%
Median Percent of Original List Price Received	96.4%	95.5%	0.9%
Median Time to Contract	33 Days	40 Days	-17.5%
Median Time to Sale	75 Days	77 Days	-2.6%
New Pending Sales	199	193	3.1%
New Listings	212	189	12.2%
Pending Inventory	241	228	5.7%
Inventory (Active Listings)	694	841	-17.5%
Months Supply of Inventory	2.7	3.3	-18.2%

## 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
Year-to-Date	3,089	1.6%
<b>December 2019</b>	<b>285</b>	<b>19.7%</b>
November 2019	239	-0.4%
October 2019	229	-13.3%
September 2019	227	-11.0%
August 2019	287	6.7%
July 2019	300	17.2%
June 2019	263	-13.8%
May 2019	329	9.7%
April 2019	265	6.9%
March 2019	289	5.9%
February 2019	200	0.0%
January 2019	176	-8.8%
December 2018	238	-10.5%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



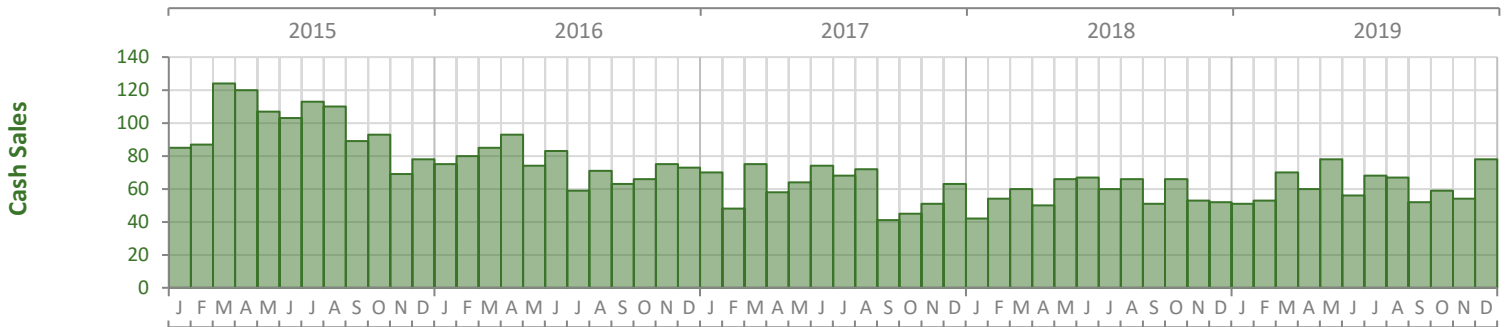
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## Cash Sales

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	746	8.6%
<b>December 2019</b>	<b>78</b>	<b>50.0%</b>
November 2019	54	1.9%
October 2019	59	-10.6%
September 2019	52	2.0%
August 2019	67	1.5%
July 2019	68	13.3%
June 2019	56	-16.4%
May 2019	78	18.2%
April 2019	60	20.0%
March 2019	70	16.7%
February 2019	53	-1.9%
January 2019	51	21.4%
December 2018	52	-17.5%

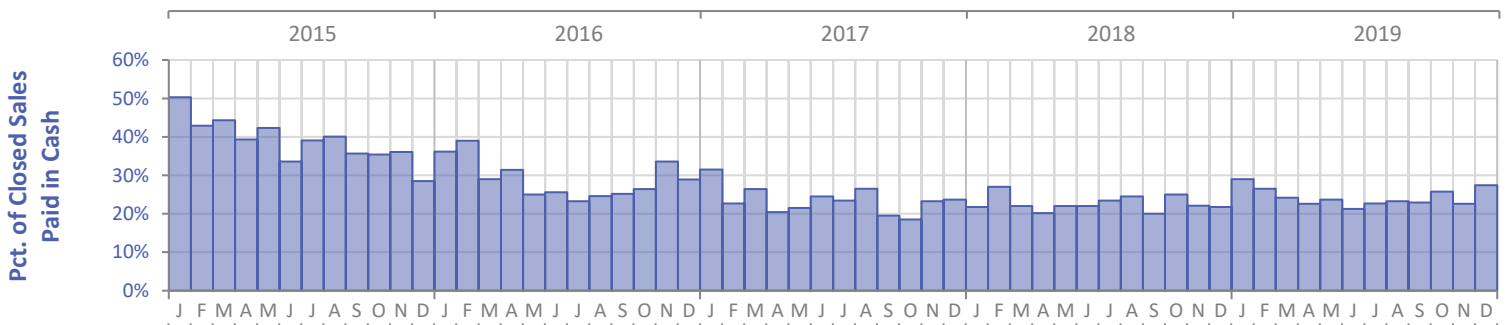


## Cash Sales as a Percentage of Closed Sales

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	24.2%	7.1%
<b>December 2019</b>	<b>27.4%</b>	<b>25.7%</b>
November 2019	22.6%	2.3%
October 2019	25.8%	3.2%
September 2019	22.9%	14.5%
August 2019	23.3%	-4.9%
July 2019	22.7%	-3.0%
June 2019	21.3%	-3.2%
May 2019	23.7%	7.7%
April 2019	22.6%	11.9%
March 2019	24.2%	10.0%
February 2019	26.5%	-1.9%
January 2019	29.0%	33.0%
December 2018	21.8%	-8.0%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



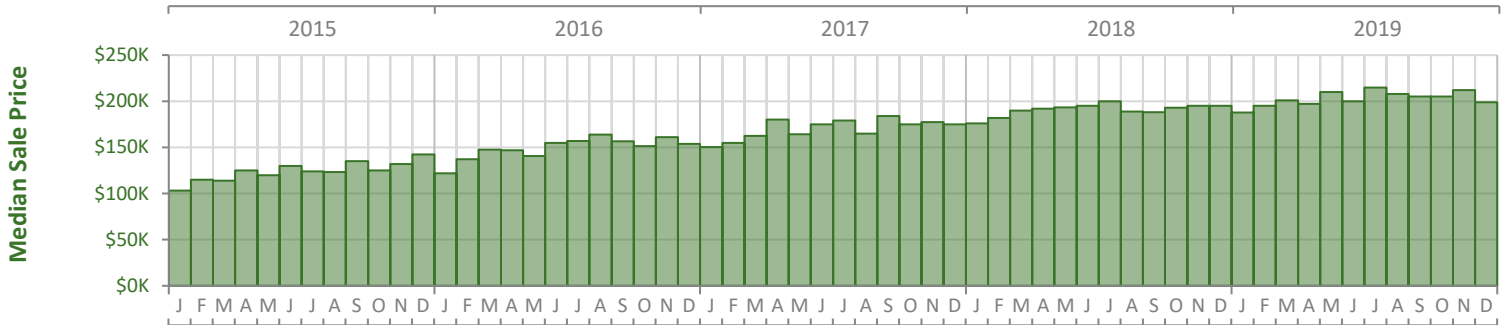
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## Median Sale Price

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	\$203,000	6.8%
<b>December 2019</b>	<b>\$199,000</b>	<b>2.1%</b>
November 2019	\$212,000	8.7%
October 2019	\$205,000	6.2%
September 2019	\$205,000	9.0%
August 2019	\$208,000	10.1%
July 2019	\$215,000	7.6%
June 2019	\$200,000	2.6%
May 2019	\$209,900	8.6%
April 2019	\$197,000	2.6%
March 2019	\$201,000	5.8%
February 2019	\$195,000	7.1%
January 2019	\$187,750	6.7%
December 2018	\$194,950	11.5%

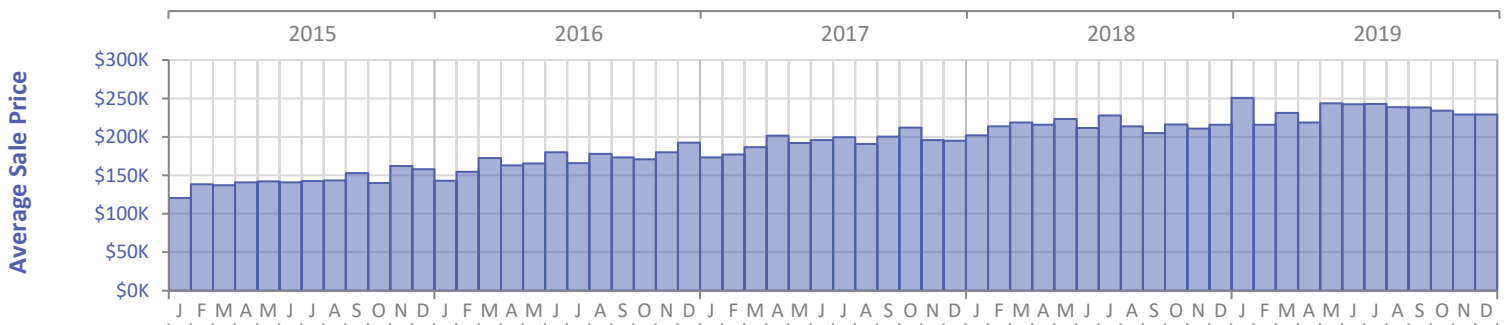


## Average Sale Price

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	\$234,756	9.2%
<b>December 2019</b>	<b>\$229,224</b>	<b>6.3%</b>
November 2019	\$229,001	8.7%
October 2019	\$234,268	8.3%
September 2019	\$238,186	16.2%
August 2019	\$238,724	11.6%
July 2019	\$242,694	6.6%
June 2019	\$242,427	14.5%
May 2019	\$243,841	9.3%
April 2019	\$218,682	1.3%
March 2019	\$231,320	5.8%
February 2019	\$215,884	1.0%
January 2019	\$250,579	24.0%
December 2018	\$215,587	10.6%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



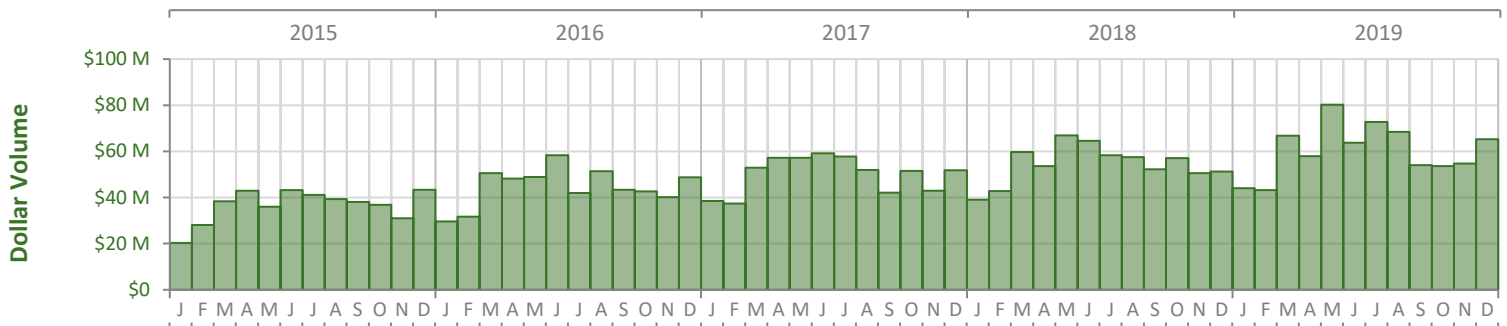
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## Dollar Volume

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	\$725.2 Million	11.0%
<b>December 2019</b>	<b>\$65.3 Million</b>	<b>27.3%</b>
November 2019	\$54.7 Million	8.3%
October 2019	\$53.6 Million	-6.1%
September 2019	\$54.1 Million	3.4%
August 2019	\$68.5 Million	19.1%
July 2019	\$72.8 Million	24.9%
June 2019	\$63.8 Million	-1.3%
May 2019	\$80.2 Million	19.8%
April 2019	\$58.0 Million	8.2%
March 2019	\$66.9 Million	12.0%
February 2019	\$43.2 Million	1.0%
January 2019	\$44.1 Million	13.1%
December 2018	\$51.3 Million	-1.0%

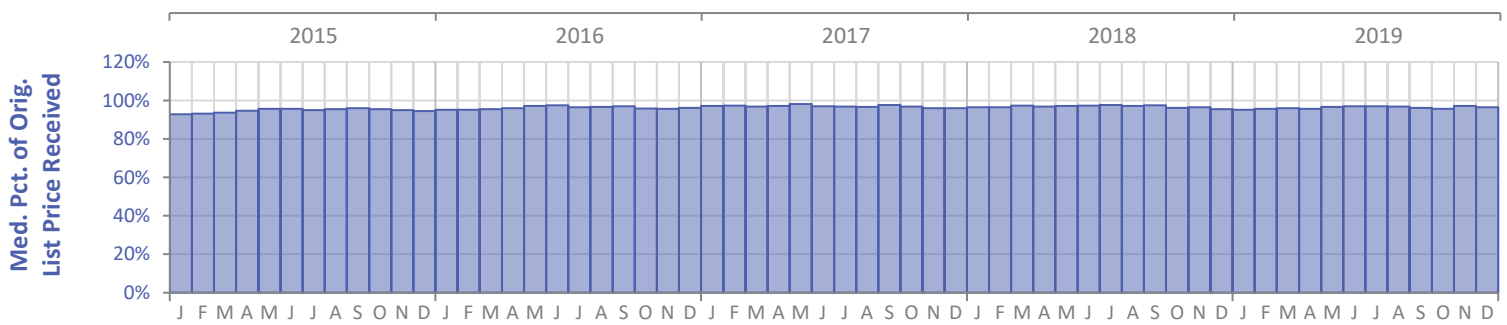


## Median Percent of Original List Price Received

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	96.2%	-0.7%
<b>December 2019</b>	<b>96.4%</b>	<b>0.9%</b>
November 2019	97.1%	0.6%
October 2019	95.7%	-0.4%
September 2019	96.2%	-1.3%
August 2019	96.8%	-0.3%
July 2019	97.0%	-0.6%
June 2019	96.9%	-0.4%
May 2019	96.6%	-0.6%
April 2019	95.7%	-1.1%
March 2019	96.0%	-1.3%
February 2019	95.7%	-0.7%
January 2019	95.2%	-1.3%
December 2018	95.5%	-0.5%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



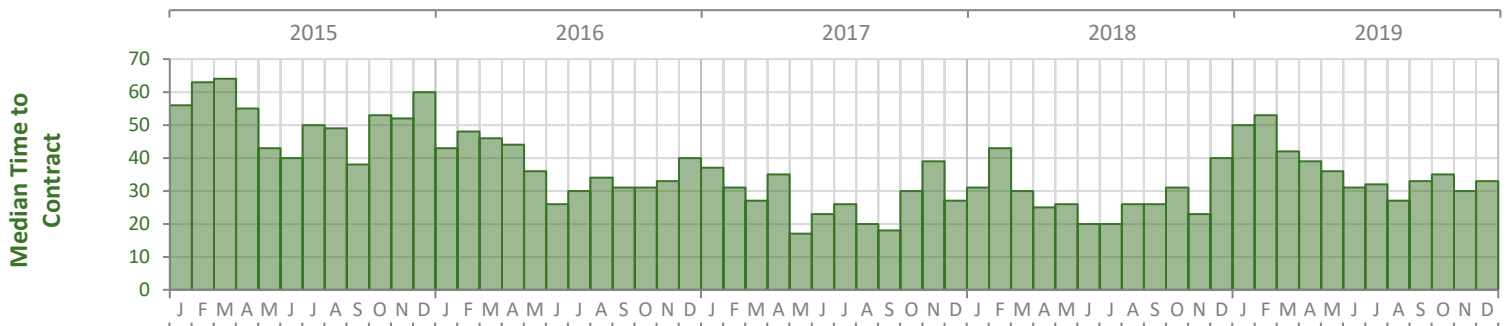
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## Median Time to Contract

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	36 Days	28.6%
<b>December 2019</b>	<b>33 Days</b>	<b>-17.5%</b>
November 2019	30 Days	30.4%
October 2019	35 Days	12.9%
September 2019	33 Days	26.9%
August 2019	27 Days	3.8%
July 2019	32 Days	60.0%
June 2019	31 Days	55.0%
May 2019	36 Days	38.5%
April 2019	39 Days	56.0%
March 2019	42 Days	40.0%
February 2019	53 Days	23.3%
January 2019	50 Days	61.3%
December 2018	40 Days	48.1%

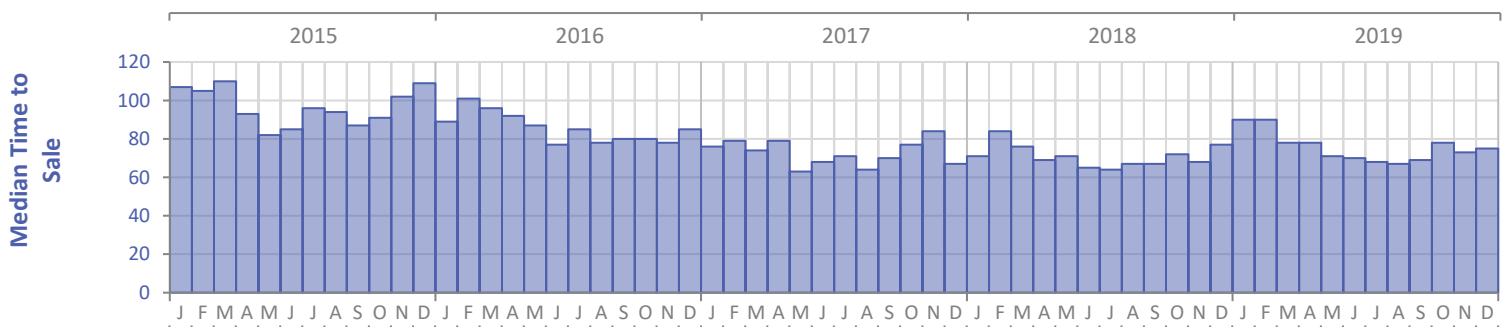


## Median Time to Sale

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	75 Days	7.1%
<b>December 2019</b>	<b>75 Days</b>	<b>-2.6%</b>
November 2019	73 Days	7.4%
October 2019	78 Days	8.3%
September 2019	69 Days	3.0%
August 2019	67 Days	0.0%
July 2019	68 Days	6.3%
June 2019	70 Days	7.7%
May 2019	71 Days	0.0%
April 2019	78 Days	13.0%
March 2019	78 Days	2.6%
February 2019	90 Days	7.1%
January 2019	90 Days	26.8%
December 2018	77 Days	14.9%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



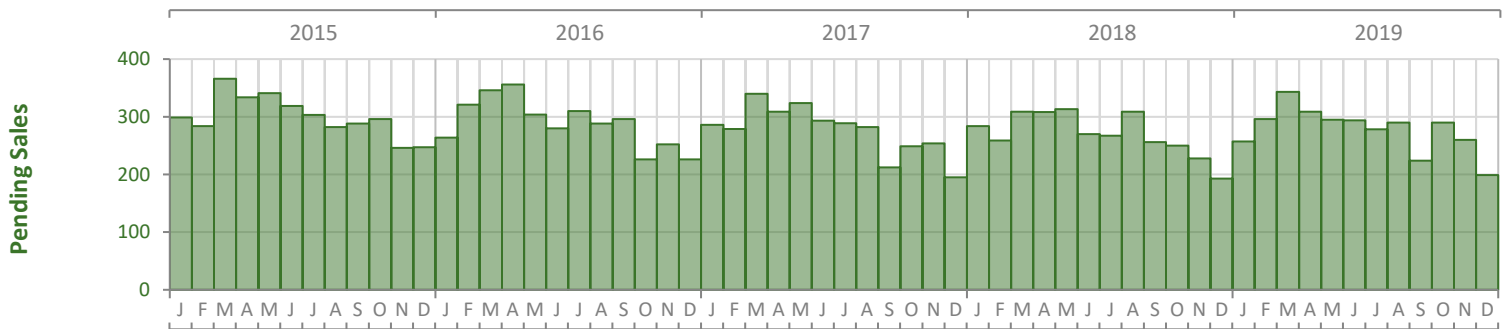
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## New Pending Sales

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	3,335	2.7%
<b>December 2019</b>	<b>199</b>	<b>3.1%</b>
November 2019	260	14.0%
October 2019	290	16.0%
September 2019	224	-12.5%
August 2019	290	-6.1%
July 2019	278	4.1%
June 2019	294	8.9%
May 2019	295	-5.8%
April 2019	309	0.3%
March 2019	343	11.0%
February 2019	296	14.3%
January 2019	257	-9.5%
December 2018	193	-1.0%

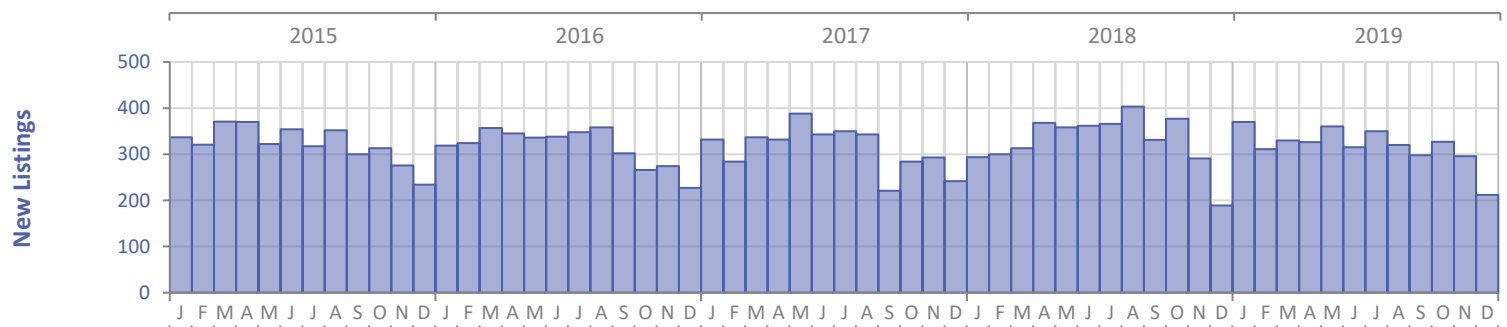


## New Listings

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	3,815	-3.5%
<b>December 2019</b>	<b>212</b>	<b>12.2%</b>
November 2019	296	1.7%
October 2019	327	-13.3%
September 2019	298	-10.0%
August 2019	320	-20.6%
July 2019	350	-4.4%
June 2019	315	-13.0%
May 2019	360	0.6%
April 2019	326	-11.4%
March 2019	330	5.4%
February 2019	311	3.7%
January 2019	370	25.9%
December 2018	189	-21.9%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



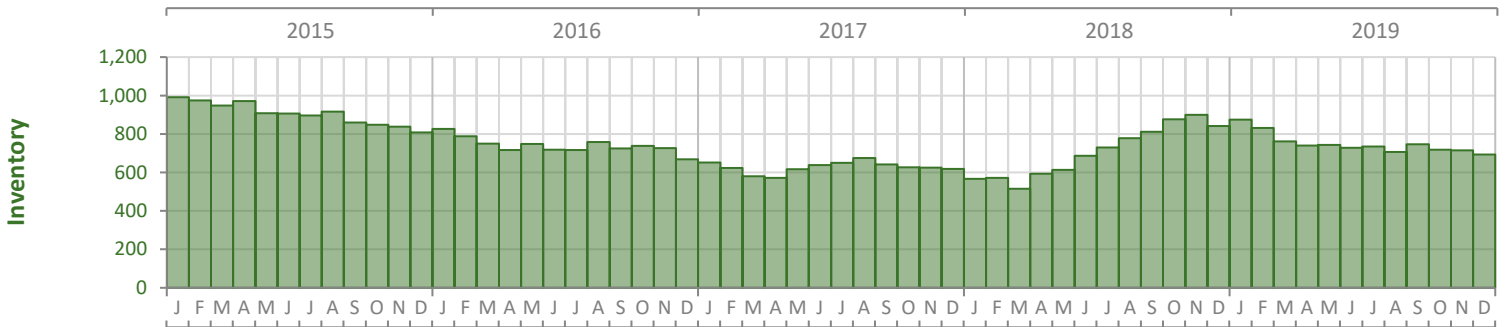
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## Inventory (Active Listings)

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)	749	5.9%
<b>December 2019</b>	<b>694</b>	<b>-17.5%</b>
November 2019	715	-20.6%
October 2019	718	-18.1%
September 2019	747	-7.9%
August 2019	706	-9.3%
July 2019	735	0.7%
June 2019	728	6.1%
May 2019	743	21.2%
April 2019	740	24.8%
March 2019	761	47.5%
February 2019	831	45.3%
January 2019	874	54.1%
December 2018	841	36.1%

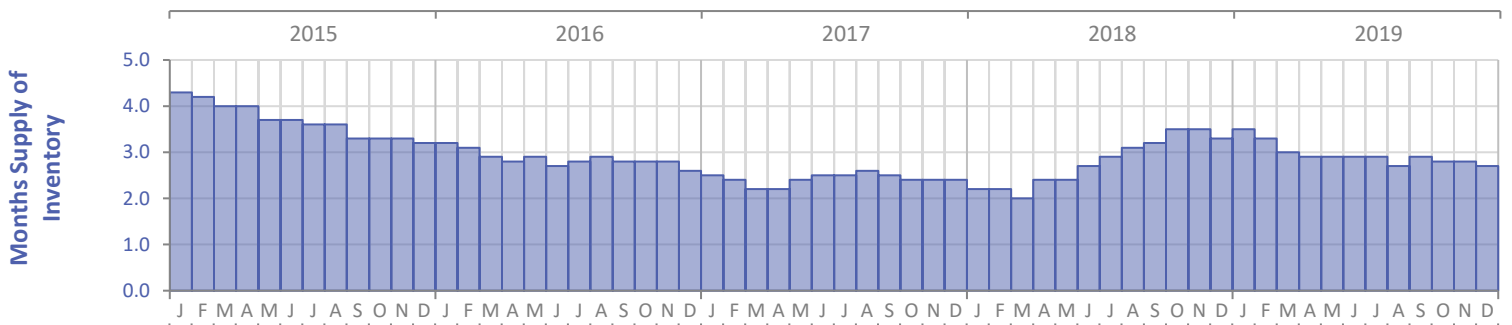


## Months Supply of Inventory

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)	2.9	3.6%
<b>December 2019</b>	<b>2.7</b>	<b>-18.2%</b>
November 2019	2.8	-20.0%
October 2019	2.8	-20.0%
September 2019	2.9	-9.4%
August 2019	2.7	-12.9%
July 2019	2.9	0.0%
June 2019	2.9	7.4%
May 2019	2.9	20.8%
April 2019	2.9	20.8%
March 2019	3.0	50.0%
February 2019	3.3	50.0%
January 2019	3.5	59.1%
December 2018	3.3	37.5%



# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



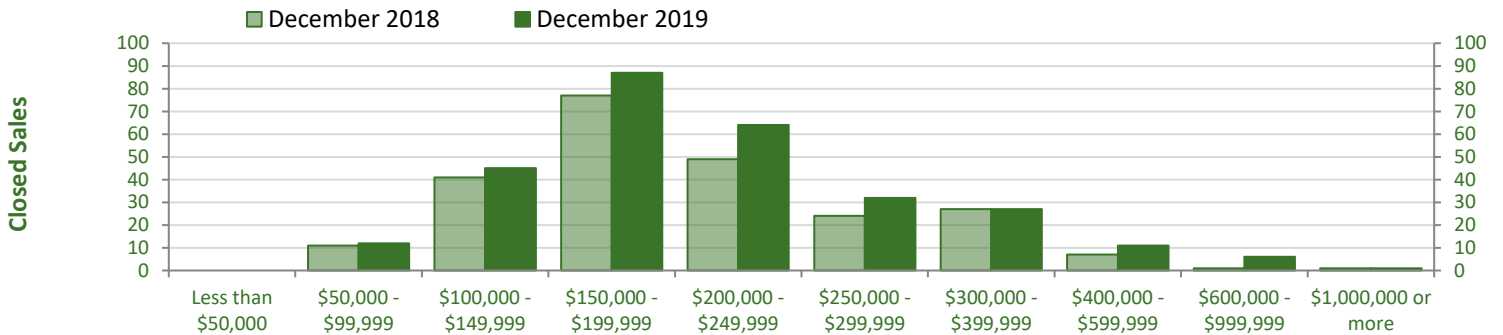
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## Closed Sales by Sale Price

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	12	9.1%
\$100,000 - \$149,999	45	9.8%
\$150,000 - \$199,999	87	13.0%
\$200,000 - \$249,999	64	30.6%
\$250,000 - \$299,999	32	33.3%
\$300,000 - \$399,999	27	0.0%
\$400,000 - \$599,999	11	57.1%
\$600,000 - \$999,999	6	500.0%
\$1,000,000 or more	1	0.0%

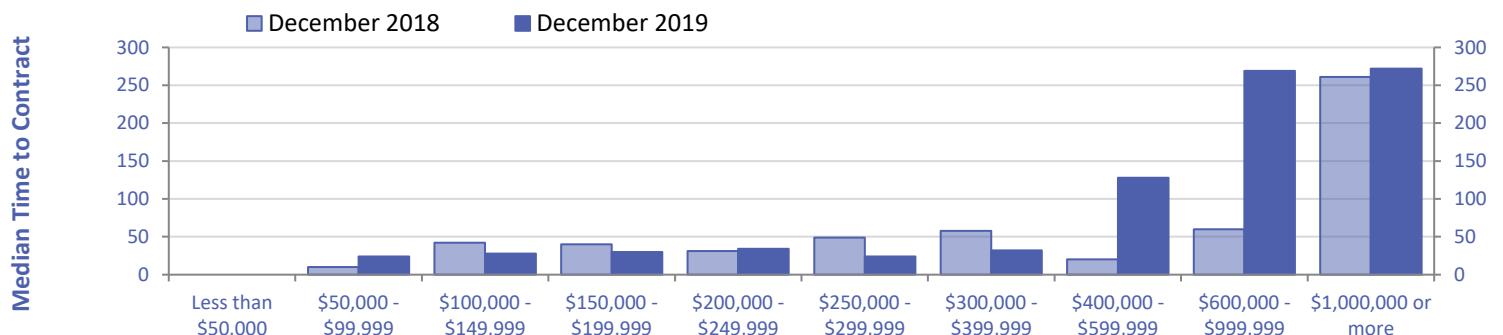


## Median Time to Contract by Sale Price

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	24 Days	140.0%
\$100,000 - \$149,999	28 Days	-33.3%
\$150,000 - \$199,999	30 Days	-25.0%
\$200,000 - \$249,999	34 Days	9.7%
\$250,000 - \$299,999	24 Days	-51.0%
\$300,000 - \$399,999	32 Days	-44.8%
\$400,000 - \$599,999	128 Days	540.0%
\$600,000 - \$999,999	269 Days	348.3%
\$1,000,000 or more	272 Days	4.2%





# Monthly Market Detail - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®



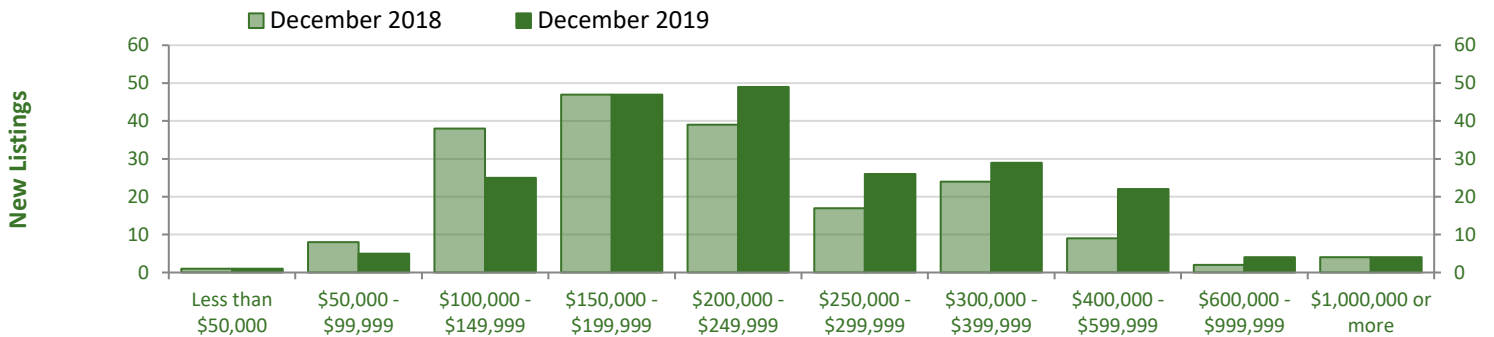
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## New Listings by Initial Listing Price

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	1	0.0%
\$50,000 - \$99,999	5	-37.5%
\$100,000 - \$149,999	25	-34.2%
\$150,000 - \$199,999	47	0.0%
\$200,000 - \$249,999	49	25.6%
\$250,000 - \$299,999	26	52.9%
\$300,000 - \$399,999	29	20.8%
\$400,000 - \$599,999	22	144.4%
\$600,000 - \$999,999	4	100.0%
\$1,000,000 or more	4	0.0%

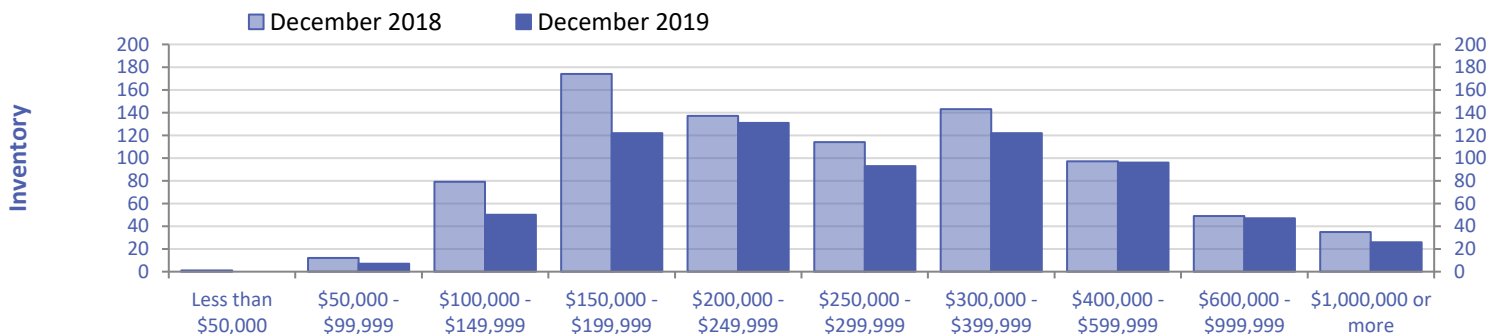


## Inventory by Current Listing Price

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	0	-100.0%
\$50,000 - \$99,999	7	-41.7%
\$100,000 - \$149,999	50	-36.7%
\$150,000 - \$199,999	122	-29.9%
\$200,000 - \$249,999	131	-4.4%
\$250,000 - \$299,999	93	-18.4%
\$300,000 - \$399,999	122	-14.7%
\$400,000 - \$599,999	96	-1.0%
\$600,000 - \$999,999	47	-4.1%
\$1,000,000 or more	26	-25.7%

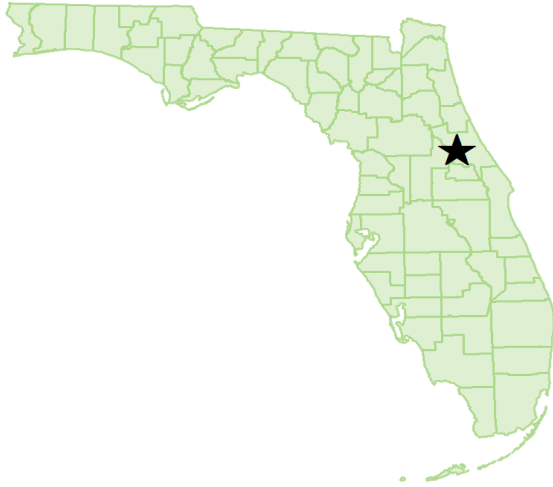


# Monthly Distressed Market - December 2019

## Single Family Homes

### West Volusia Association of REALTORS®

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



		December 2019	December 2018	Percent Change Year-over-Year
Traditional	Closed Sales	268	222	20.7%
	Median Sale Price	\$200,000	\$197,500	1.3%
Foreclosure/REO	Closed Sales	15	15	0.0%
	Median Sale Price	\$157,500	\$155,000	1.6%
Short Sale	Closed Sales	2	1	100.0%
	Median Sale Price	\$178,395	\$211,000	-15.5%

