

# Monthly Market Detail - March 2020

## Townhouses and Condos

### Okaloosa County



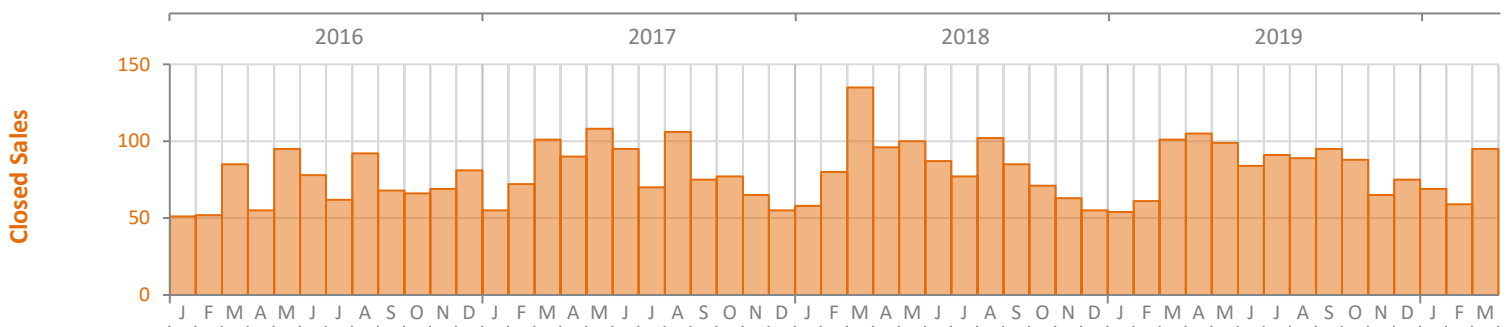
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	95	101	-5.9%
Paid in Cash	32	38	-15.8%
Median Sale Price	\$300,000	\$280,000	7.1%
Average Sale Price	\$407,609	\$350,253	16.4%
Dollar Volume	\$38.7 Million	\$35.4 Million	9.5%
Median Percent of Original List Price Received	96.7%	95.7%	1.0%
Median Time to Contract	79 Days	74 Days	6.8%
Median Time to Sale	107 Days	110 Days	-2.7%
New Pending Sales	49	103	-52.4%
New Listings	199	150	32.7%
Pending Inventory	55	101	-45.5%
Inventory (Active Listings)	546	480	13.8%
Months Supply of Inventory	6.5	6.1	6.6%

## 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	223	3.2%
<b>March 2020</b>	<b>95</b>	<b>-5.9%</b>
February 2020	59	-3.3%
January 2020	69	27.8%
December 2019	75	36.4%
November 2019	65	3.2%
October 2019	88	23.9%
September 2019	95	11.8%
August 2019	89	-12.7%
July 2019	91	18.2%
June 2019	84	-3.4%
May 2019	99	-1.0%
April 2019	105	9.4%
March 2019	101	-25.2%



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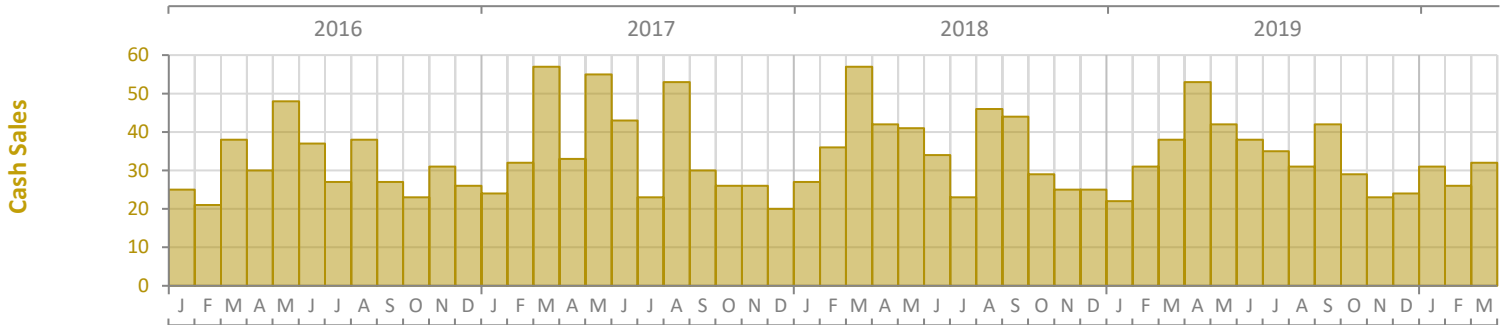


## Cash Sales

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	89	-2.2%
<b>March 2020</b>	<b>32</b>	<b>-15.8%</b>
February 2020	26	-16.1%
January 2020	31	40.9%
December 2019	24	-4.0%
November 2019	23	-8.0%
October 2019	29	0.0%
September 2019	42	-4.5%
August 2019	31	-32.6%
July 2019	35	52.2%
June 2019	38	11.8%
May 2019	42	2.4%
April 2019	53	26.2%
March 2019	38	-33.3%

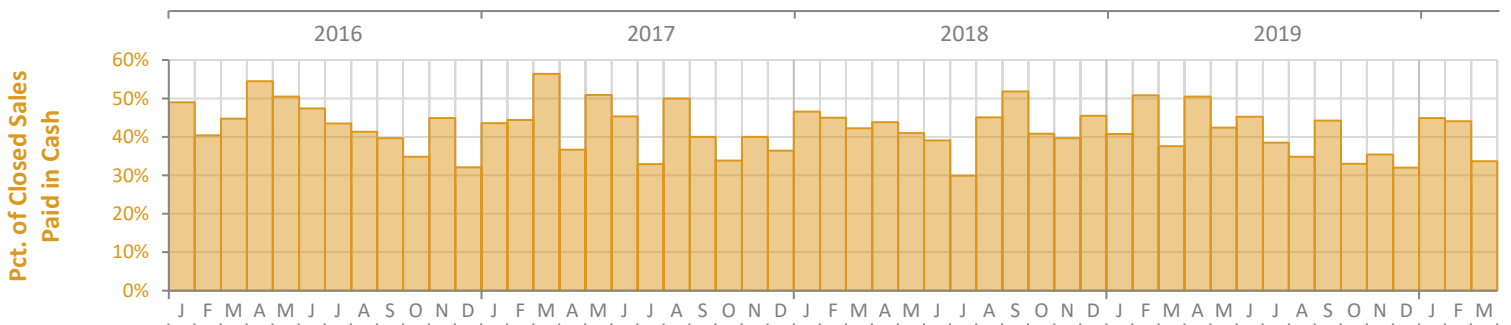


## Cash Sales as a Percentage of Closed Sales

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	39.9%	-5.2%
<b>March 2020</b>	<b>33.7%</b>	<b>-10.4%</b>
February 2020	44.1%	-13.2%
January 2020	44.9%	10.3%
December 2019	32.0%	-29.7%
November 2019	35.4%	-10.8%
October 2019	33.0%	-19.1%
September 2019	44.2%	-14.7%
August 2019	34.8%	-22.8%
July 2019	38.5%	28.8%
June 2019	45.2%	15.6%
May 2019	42.4%	3.4%
April 2019	50.5%	15.3%
March 2019	37.6%	-10.9%



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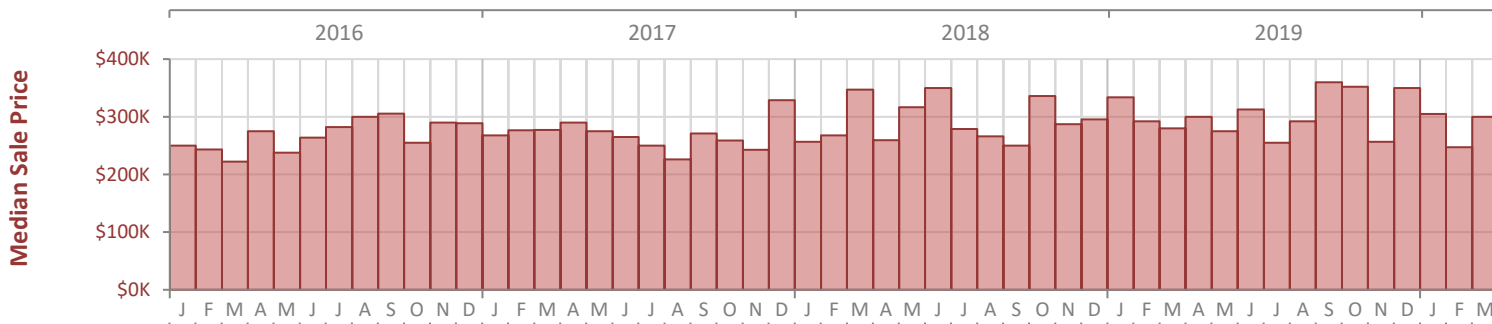


## Median Sale Price

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	\$282,500	-8.1%
<b>March 2020</b>	<b>\$300,000</b>	<b>7.1%</b>
February 2020	\$247,000	-15.4%
January 2020	\$305,000	-8.6%
December 2019	\$350,000	18.5%
November 2019	\$256,900	-10.5%
October 2019	\$352,000	4.8%
September 2019	\$360,000	44.0%
August 2019	\$292,000	9.8%
July 2019	\$255,000	-8.6%
June 2019	\$312,500	-10.7%
May 2019	\$275,000	-13.1%
April 2019	\$299,999	15.6%
March 2019	\$280,000	-19.3%

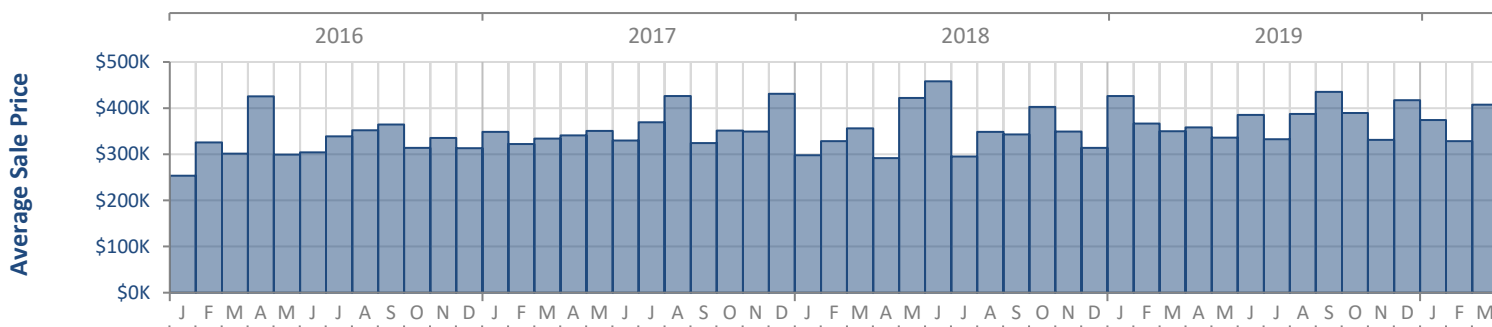


## Average Sale Price

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	\$376,412	0.7%
<b>March 2020</b>	<b>\$407,609</b>	<b>16.4%</b>
February 2020	\$328,632	-10.4%
January 2020	\$374,316	-12.2%
December 2019	\$417,303	33.0%
November 2019	\$330,954	-5.3%
October 2019	\$389,472	-3.3%
September 2019	\$435,071	26.8%
August 2019	\$387,573	11.3%
July 2019	\$332,392	12.6%
June 2019	\$385,303	-15.9%
May 2019	\$335,864	-20.5%
April 2019	\$358,013	22.7%
March 2019	\$350,253	-1.7%



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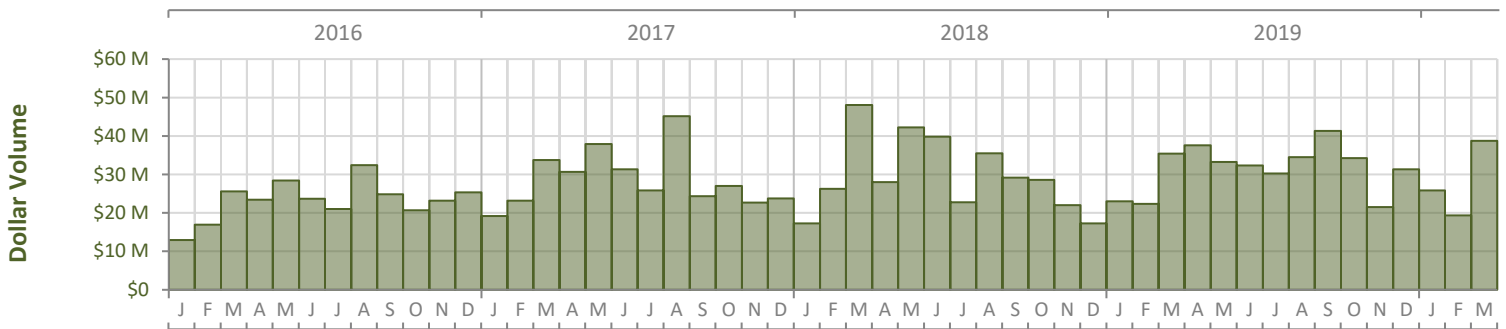


## Dollar Volume

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	\$83.9 Million	3.9%
<b>March 2020</b>	<b>\$38.7 Million</b>	<b>9.5%</b>
February 2020	\$19.4 Million	-13.3%
January 2020	\$25.8 Million	12.2%
December 2019	\$31.3 Million	81.4%
November 2019	\$21.5 Million	-2.3%
October 2019	\$34.3 Million	19.9%
September 2019	\$41.3 Million	41.7%
August 2019	\$34.5 Million	-2.9%
July 2019	\$30.2 Million	33.1%
June 2019	\$32.4 Million	-18.8%
May 2019	\$33.3 Million	-21.3%
April 2019	\$37.6 Million	34.2%
March 2019	\$35.4 Million	-26.5%

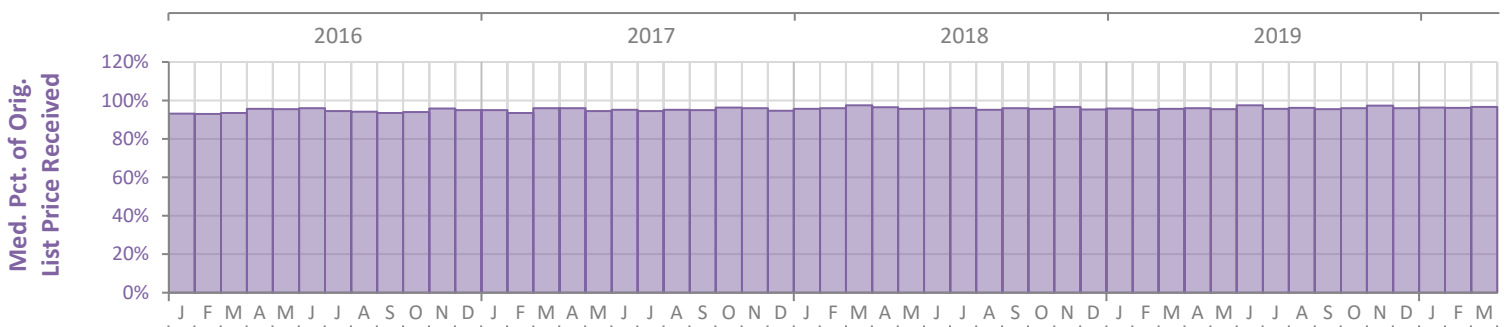


## Median Percent of Original List Price Received

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	96.4%	0.8%
<b>March 2020</b>	<b>96.7%</b>	<b>1.0%</b>
February 2020	96.2%	1.2%
January 2020	96.3%	0.5%
December 2019	95.9%	0.6%
November 2019	97.3%	0.6%
October 2019	96.0%	0.3%
September 2019	95.5%	-0.5%
August 2019	96.1%	0.9%
July 2019	95.7%	-0.4%
June 2019	97.4%	1.7%
May 2019	95.4%	-0.2%
April 2019	95.9%	-0.6%
March 2019	95.7%	-1.7%

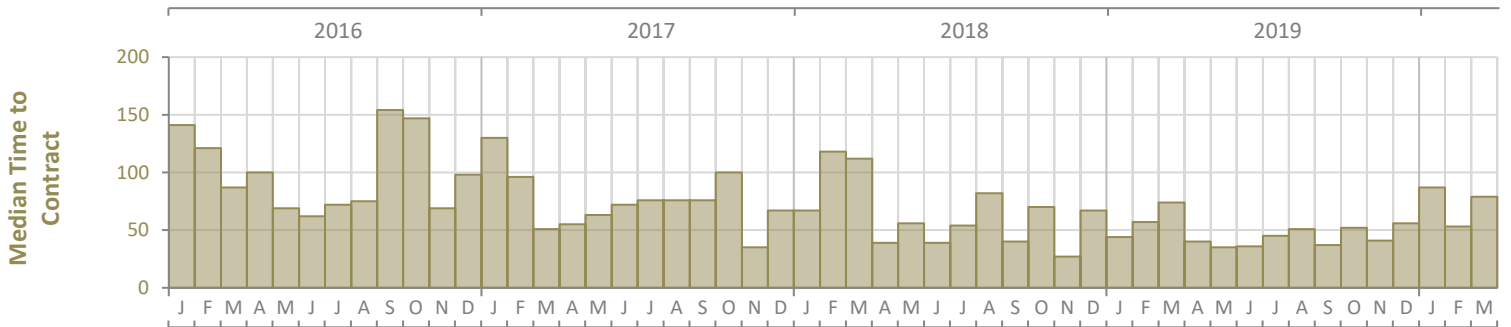


## Median Time to Contract

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	67 Days	4.7%
<b>March 2020</b>	<b>79 Days</b>	<b>6.8%</b>
February 2020	53 Days	-7.0%
January 2020	87 Days	97.7%
December 2019	56 Days	-16.4%
November 2019	41 Days	51.9%
October 2019	52 Days	-25.7%
September 2019	37 Days	-7.5%
August 2019	51 Days	-37.8%
July 2019	45 Days	-16.7%
June 2019	36 Days	-7.7%
May 2019	35 Days	-37.5%
April 2019	40 Days	2.6%
March 2019	74 Days	-33.9%

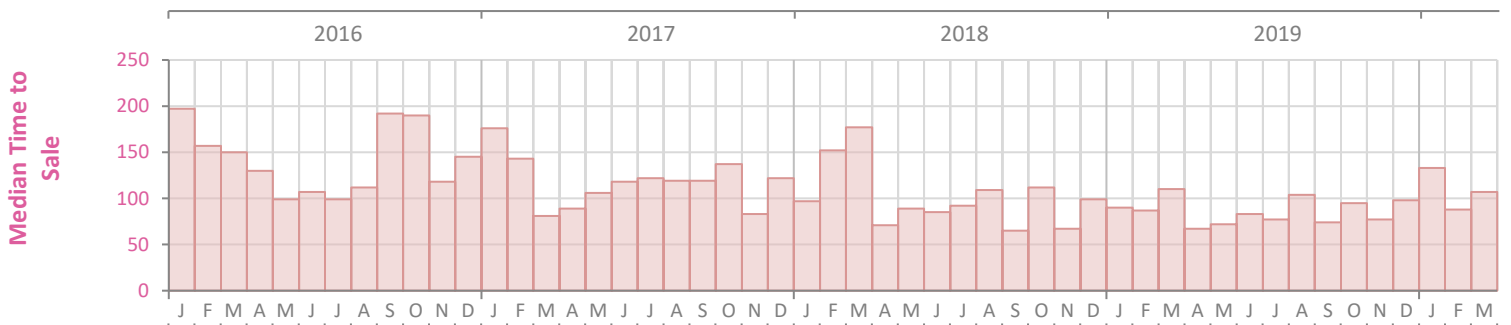


## Median Time to Sale

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	108 Days	13.7%
<b>March 2020</b>	<b>107 Days</b>	<b>-2.7%</b>
February 2020	88 Days	1.1%
January 2020	133 Days	47.8%
December 2019	98 Days	-1.0%
November 2019	77 Days	14.9%
October 2019	95 Days	-15.2%
September 2019	74 Days	13.8%
August 2019	104 Days	-4.6%
July 2019	77 Days	-16.3%
June 2019	83 Days	-2.4%
May 2019	72 Days	-19.1%
April 2019	67 Days	-5.6%
March 2019	110 Days	-37.9%

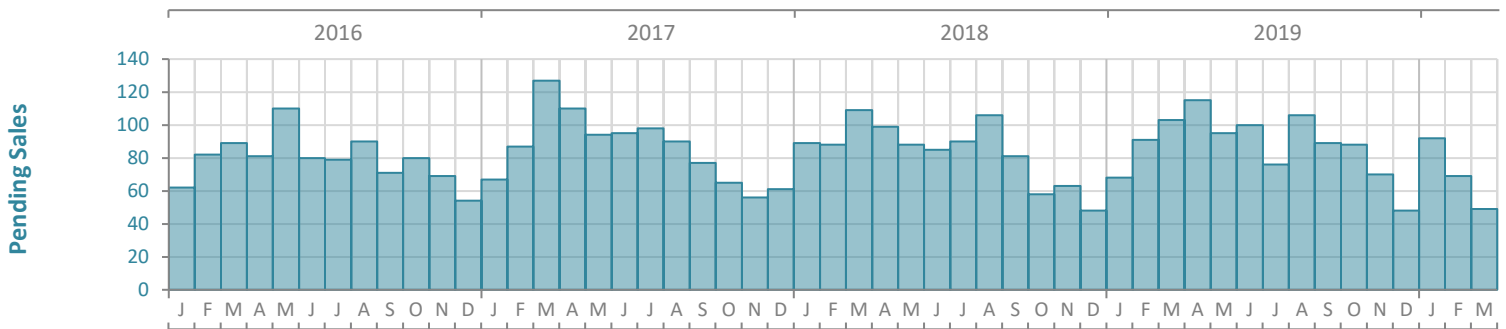


## New Pending Sales

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	210	-19.8%
<b>March 2020</b>	<b>49</b>	<b>-52.4%</b>
February 2020	69	-24.2%
January 2020	92	35.3%
December 2019	48	0.0%
November 2019	70	11.1%
October 2019	88	51.7%
September 2019	89	9.9%
August 2019	106	0.0%
July 2019	76	-15.6%
June 2019	100	17.6%
May 2019	95	8.0%
April 2019	115	16.2%
March 2019	103	-5.5%

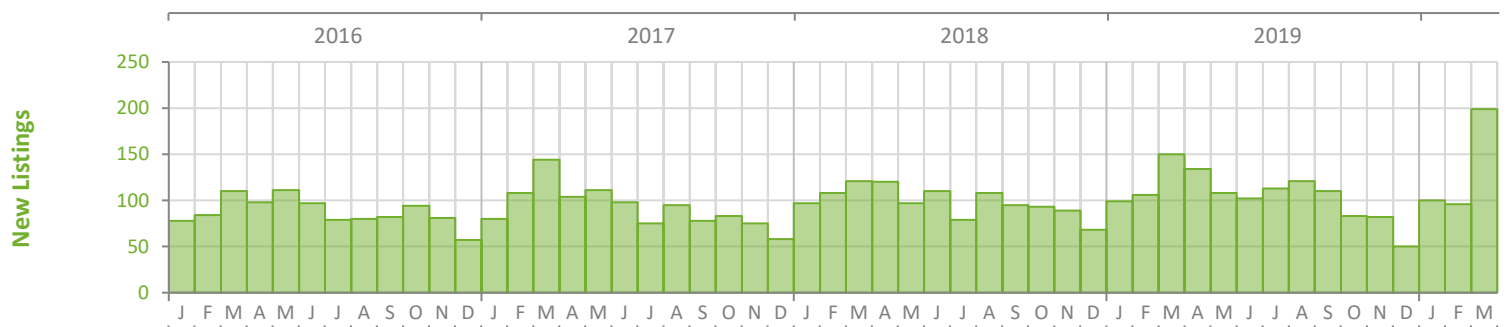


## New Listings

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	395	11.3%
<b>March 2020</b>	<b>199</b>	<b>32.7%</b>
February 2020	96	-9.4%
January 2020	100	1.0%
December 2019	50	-26.5%
November 2019	82	-7.9%
October 2019	83	-10.8%
September 2019	110	15.8%
August 2019	121	12.0%
July 2019	113	43.0%
June 2019	102	-7.3%
May 2019	108	11.3%
April 2019	134	11.7%
March 2019	150	24.0%



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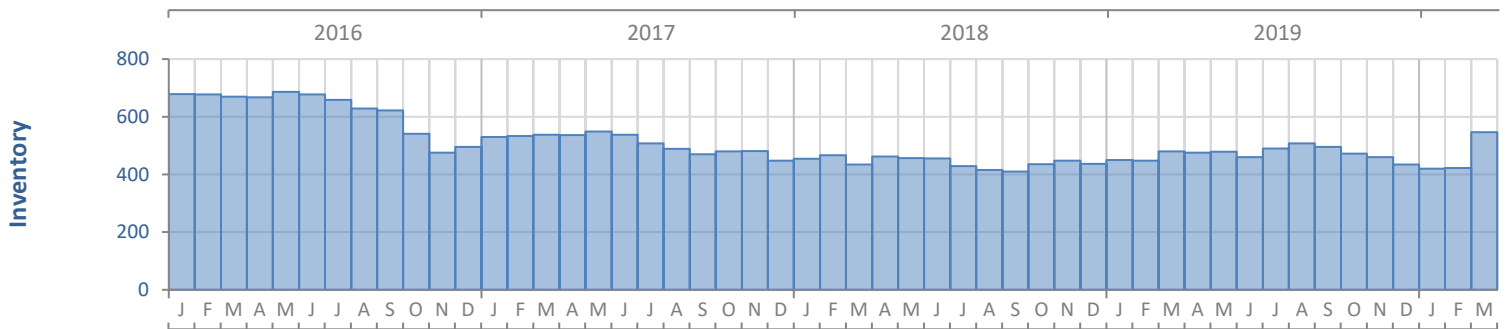


## Inventory (Active Listings)

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)	463	0.9%
<b>March 2020</b>	<b>546</b>	<b>13.8%</b>
February 2020	422	-5.8%
January 2020	420	-6.7%
December 2019	434	-0.7%
November 2019	460	2.7%
October 2019	472	8.3%
September 2019	495	20.7%
August 2019	508	22.1%
July 2019	490	14.2%
June 2019	460	1.1%
May 2019	479	4.8%
April 2019	476	3.0%
March 2019	480	10.3%

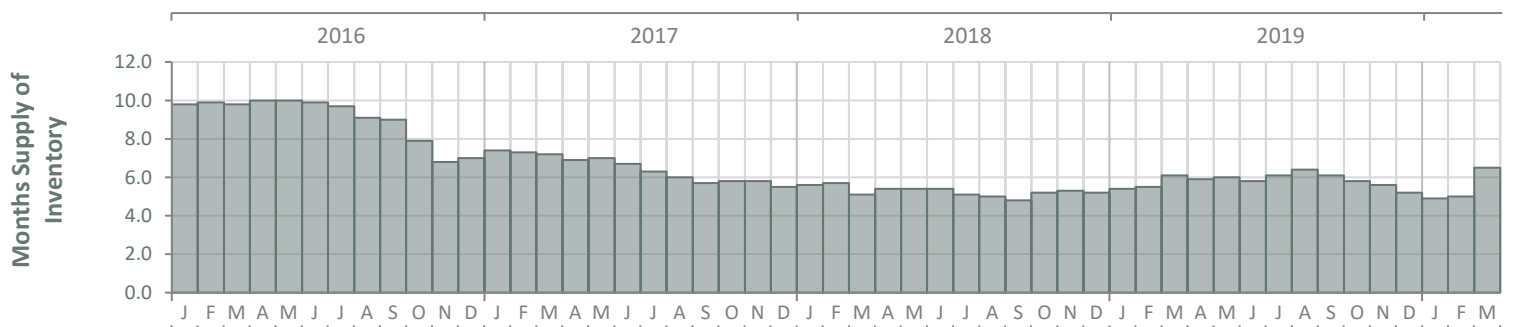


## Months Supply of Inventory

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)	5.5	-3.5%
<b>March 2020</b>	<b>6.5</b>	<b>6.6%</b>
February 2020	5.0	-9.1%
January 2020	4.9	-9.3%
December 2019	5.2	0.0%
November 2019	5.6	5.7%
October 2019	5.8	11.5%
September 2019	6.1	27.1%
August 2019	6.4	28.0%
July 2019	6.1	19.6%
June 2019	5.8	7.4%
May 2019	6.0	11.1%
April 2019	5.9	9.3%
March 2019	6.1	19.6%

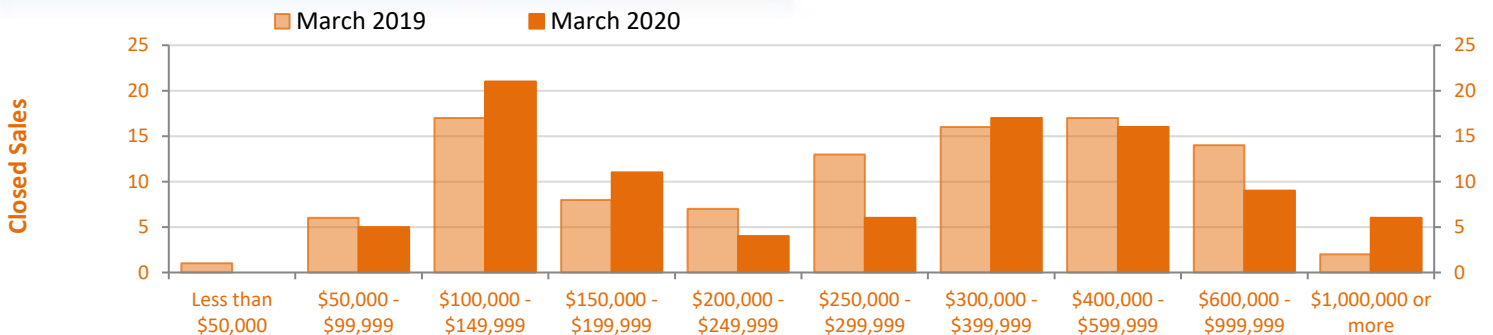


## Closed Sales by Sale Price

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	-100.0%
\$50,000 - \$99,999	5	-16.7%
\$100,000 - \$149,999	21	23.5%
\$150,000 - \$199,999	11	37.5%
\$200,000 - \$249,999	4	-42.9%
\$250,000 - \$299,999	6	-53.8%
\$300,000 - \$399,999	17	6.3%
\$400,000 - \$599,999	16	-5.9%
\$600,000 - \$999,999	9	-35.7%
\$1,000,000 or more	6	200.0%

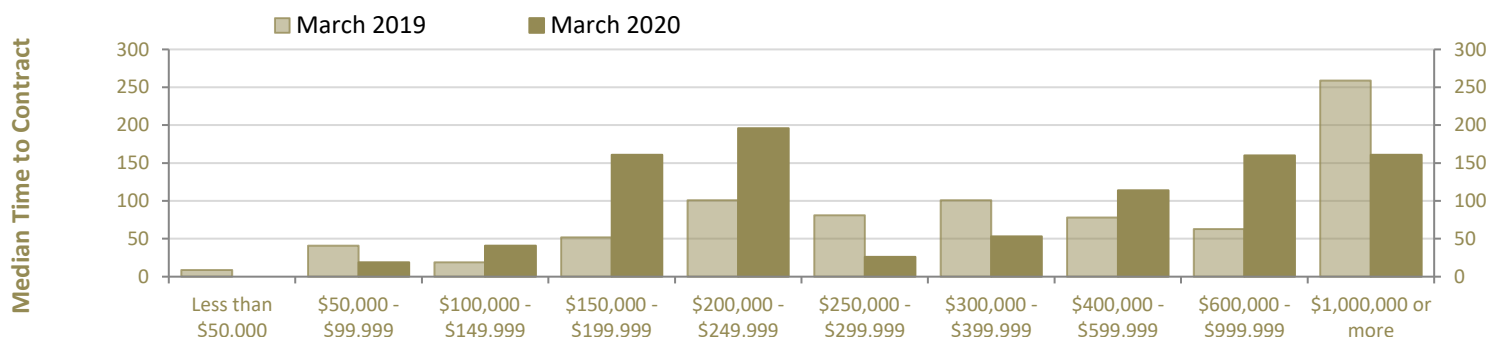


## Median Time to Contract by Sale Price

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	19 Days	-53.7%
\$100,000 - \$149,999	41 Days	115.8%
\$150,000 - \$199,999	161 Days	209.6%
\$200,000 - \$249,999	196 Days	94.1%
\$250,000 - \$299,999	26 Days	-67.9%
\$300,000 - \$399,999	53 Days	-47.5%
\$400,000 - \$599,999	114 Days	46.2%
\$600,000 - \$999,999	160 Days	154.0%
\$1,000,000 or more	161 Days	-37.8%



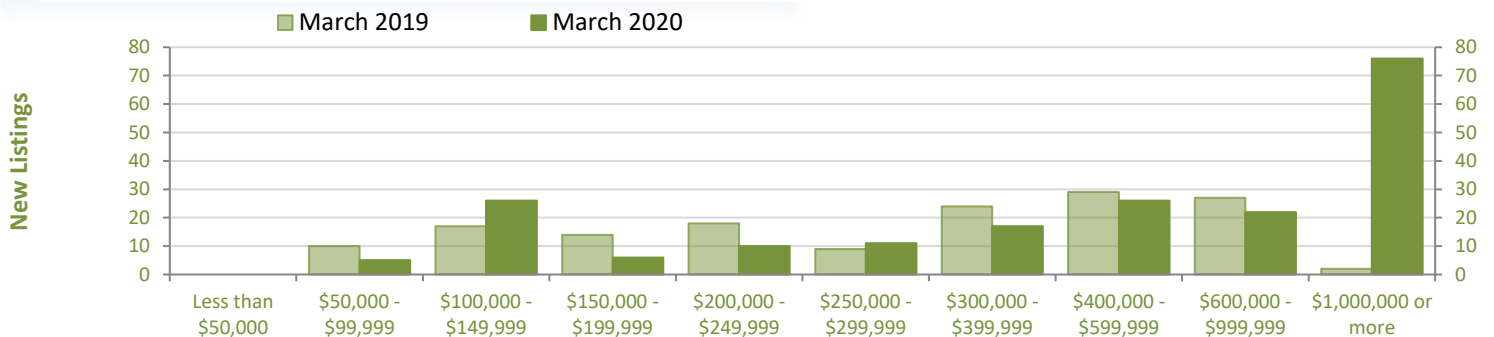


## New Listings by Initial Listing Price

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	5	-50.0%
\$100,000 - \$149,999	26	52.9%
\$150,000 - \$199,999	6	-57.1%
\$200,000 - \$249,999	10	-44.4%
\$250,000 - \$299,999	11	22.2%
\$300,000 - \$399,999	17	-29.2%
\$400,000 - \$599,999	26	-10.3%
\$600,000 - \$999,999	22	-18.5%
\$1,000,000 or more	76	3700.0%

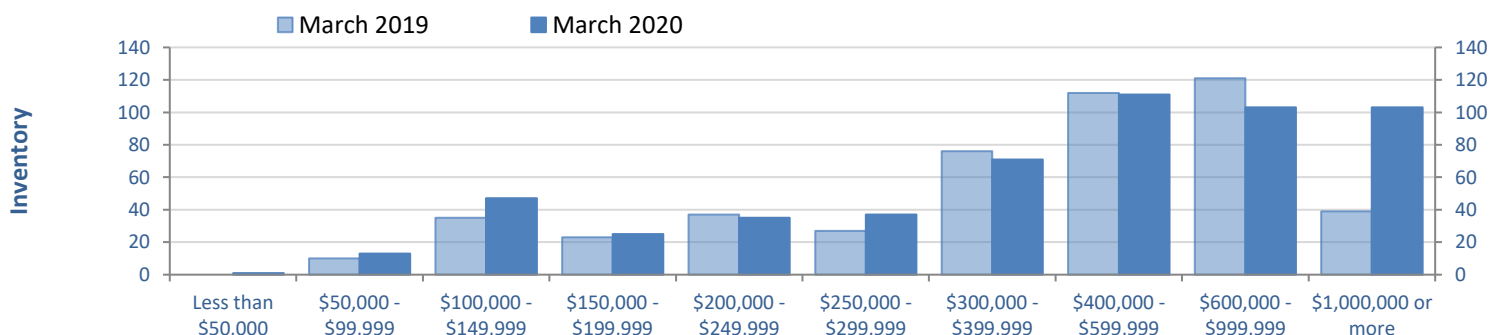


## Inventory by Current Listing Price

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	1	N/A
\$50,000 - \$99,999	13	30.0%
\$100,000 - \$149,999	47	34.3%
\$150,000 - \$199,999	25	8.7%
\$200,000 - \$249,999	35	-5.4%
\$250,000 - \$299,999	37	37.0%
\$300,000 - \$399,999	71	-6.6%
\$400,000 - \$599,999	111	-0.9%
\$600,000 - \$999,999	103	-14.9%
\$1,000,000 or more	103	164.1%



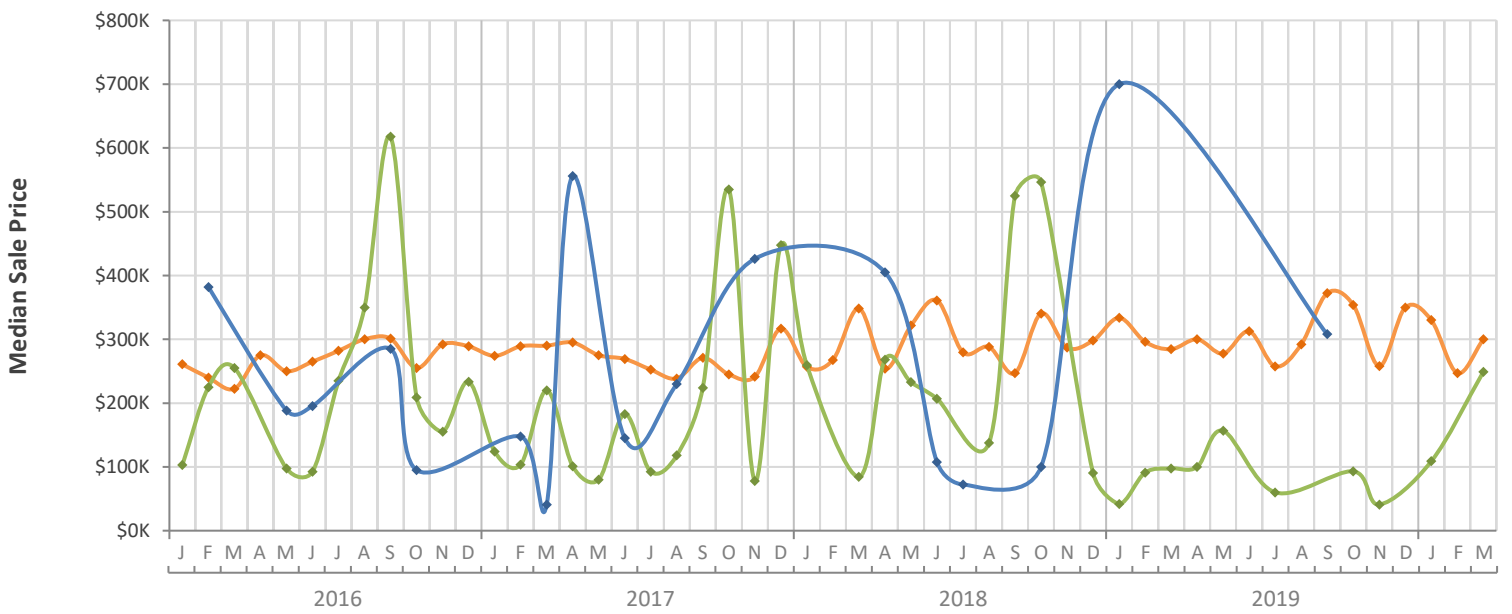
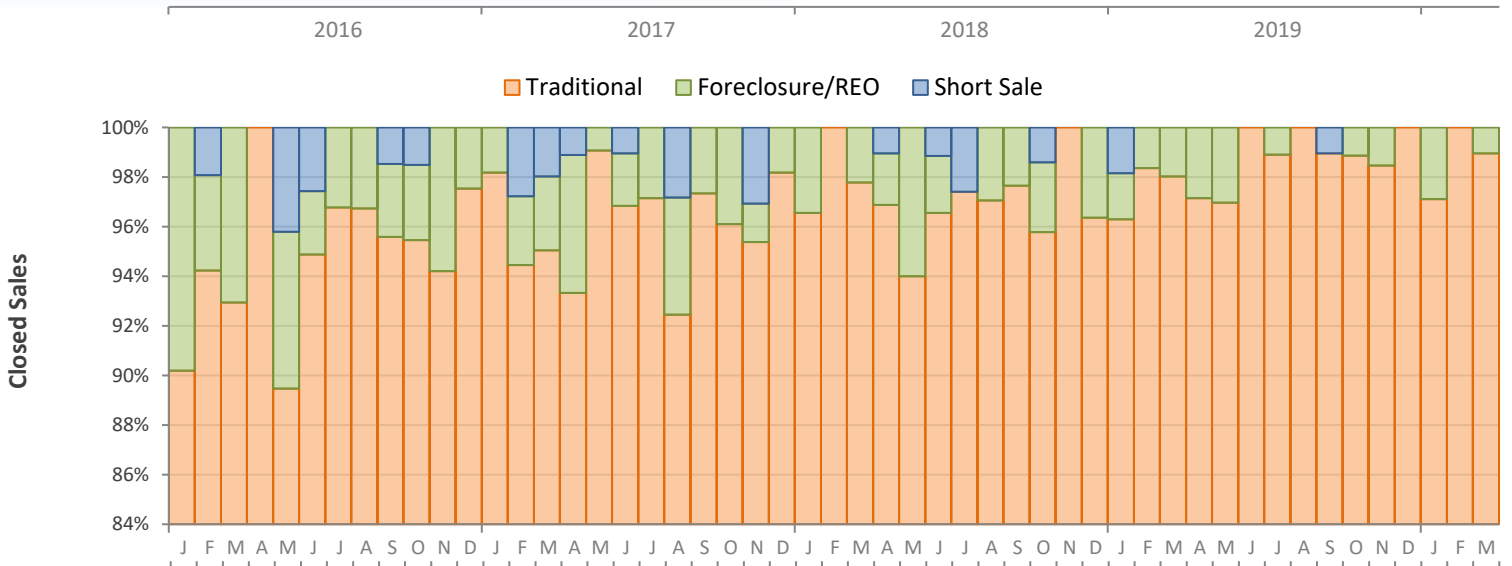
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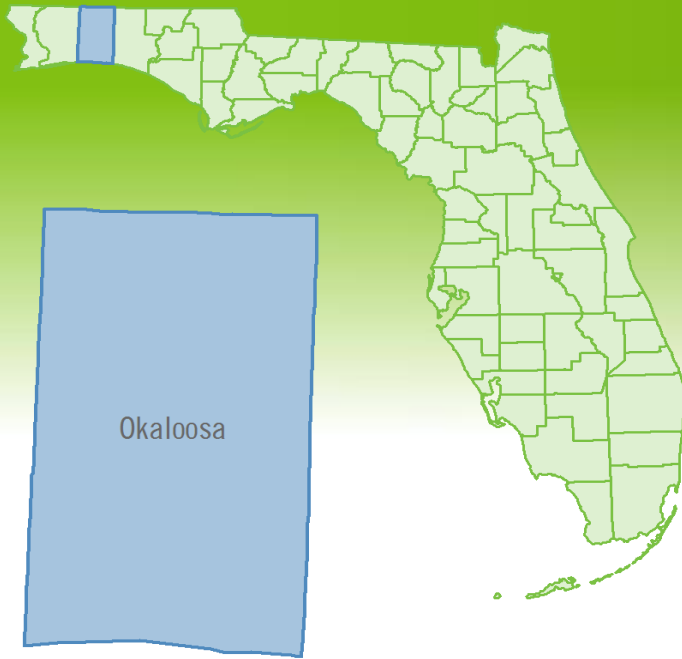
		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	94	99	-5.1%
	Median Sale Price	\$300,000	\$284,500	5.4%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$249,000	\$97,606	155.1%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - March 2020

## Single Family Homes

### Okaloosa County



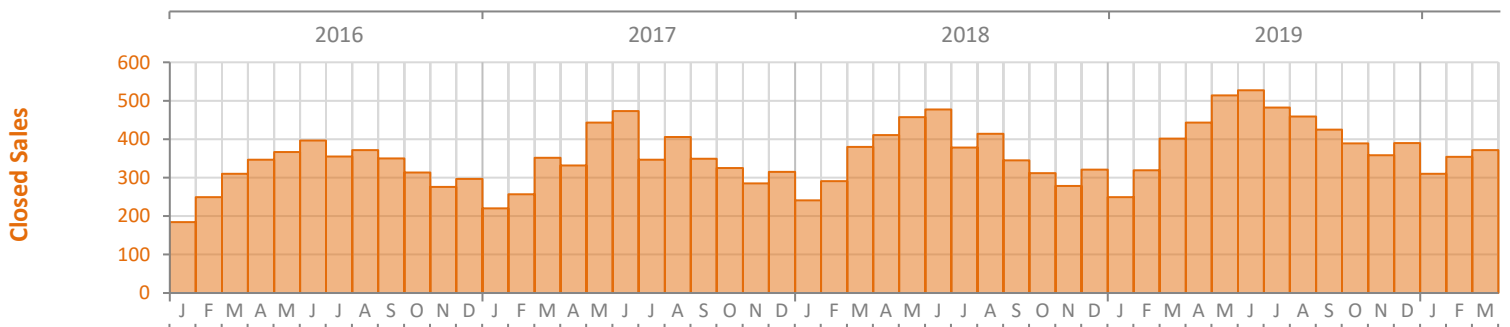
Summary Statistics	March 2020	March 2019	Percent Change Year-over-Year
Closed Sales	372	402	-7.5%
Paid in Cash	41	40	2.5%
Median Sale Price	\$252,013	\$234,900	7.3%
Average Sale Price	\$301,787	\$291,744	3.4%
Dollar Volume	\$112.3 Million	\$117.3 Million	-4.3%
Median Percent of Original List Price Received	100.0%	98.8%	1.2%
Median Time to Contract	15 Days	23 Days	-34.8%
Median Time to Sale	60 Days	65 Days	-7.7%
New Pending Sales	258	505	-48.9%
New Listings	528	486	8.6%
Pending Inventory	371	669	-44.5%
Inventory (Active Listings)	768	925	-17.0%
Months Supply of Inventory	1.8	2.5	-28.0%

## 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	1,036	6.8%
<b>March 2020</b>	<b>372</b>	<b>-7.5%</b>
February 2020	354	11.0%
January 2020	310	24.5%
December 2019	390	21.5%
November 2019	358	28.8%
October 2019	389	24.7%
September 2019	425	23.2%
August 2019	459	10.9%
July 2019	482	27.5%
June 2019	527	10.5%
May 2019	514	12.5%
April 2019	443	7.8%
March 2019	402	5.8%

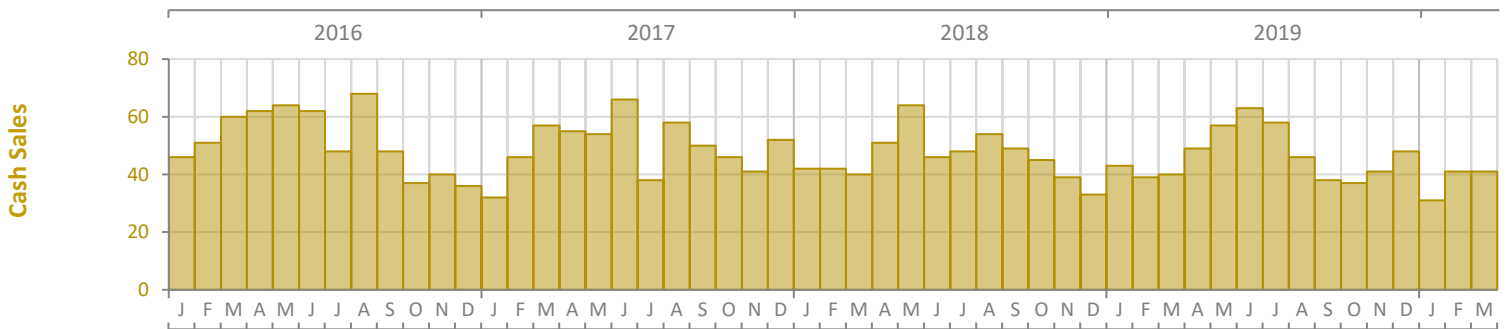


## Cash Sales

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	113	-7.4%
<b>March 2020</b>	<b>41</b>	<b>2.5%</b>
February 2020	41	5.1%
January 2020	31	-27.9%
December 2019	48	45.5%
November 2019	41	5.1%
October 2019	37	-17.8%
September 2019	38	-22.4%
August 2019	46	-14.8%
July 2019	58	20.8%
June 2019	63	37.0%
May 2019	57	-10.9%
April 2019	49	-3.9%
March 2019	40	0.0%

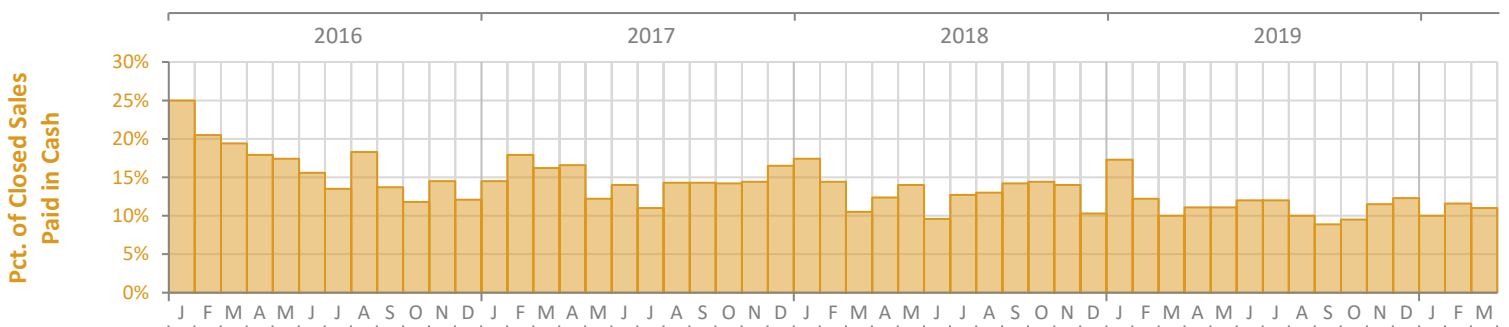


## Cash Sales as a Percentage of Closed Sales

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	10.9%	-13.5%
<b>March 2020</b>	<b>11.0%</b>	<b>10.0%</b>
February 2020	11.6%	-4.9%
January 2020	10.0%	-42.2%
December 2019	12.3%	19.4%
November 2019	11.5%	-17.9%
October 2019	9.5%	-34.0%
September 2019	8.9%	-37.3%
August 2019	10.0%	-23.1%
July 2019	12.0%	-5.5%
June 2019	12.0%	25.0%
May 2019	11.1%	-20.7%
April 2019	11.1%	-10.5%
March 2019	10.0%	-4.8%

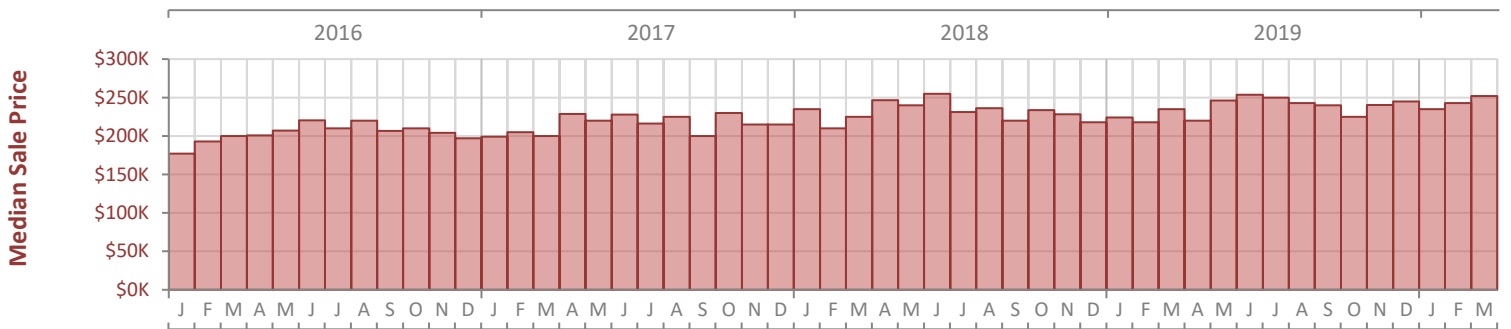


## Median Sale Price

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	\$243,000	7.3%
<b>March 2020</b>	<b>\$252,013</b>	<b>7.3%</b>
February 2020	\$242,711	11.3%
January 2020	\$235,000	4.9%
December 2019	\$244,950	12.4%
November 2019	\$240,400	5.2%
October 2019	\$225,000	-3.6%
September 2019	\$239,900	9.0%
August 2019	\$243,000	3.0%
July 2019	\$250,000	8.2%
June 2019	\$253,750	-0.5%
May 2019	\$246,170	2.6%
April 2019	\$220,000	-10.8%
March 2019	\$234,900	4.4%

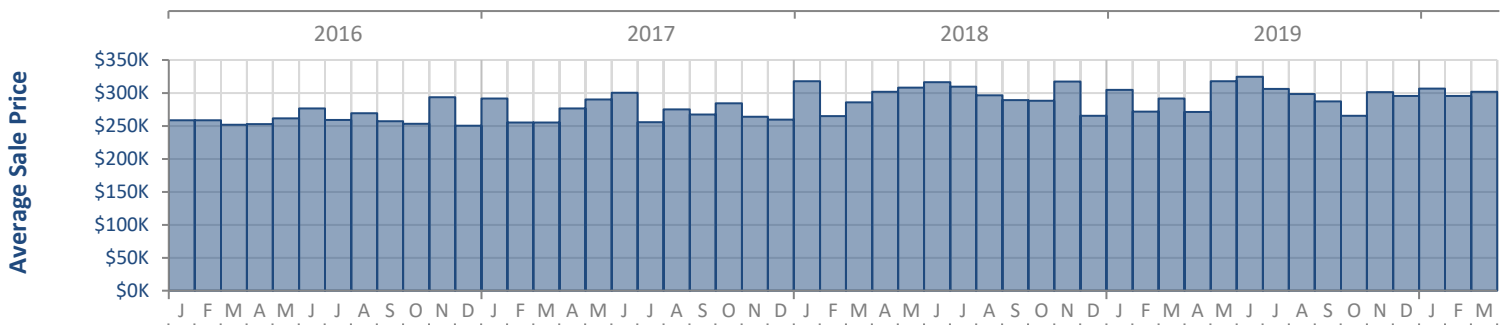


## Average Sale Price

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	\$301,127	4.4%
<b>March 2020</b>	<b>\$301,787</b>	<b>3.4%</b>
February 2020	\$295,543	8.8%
January 2020	\$306,712	0.6%
December 2019	\$295,210	11.4%
November 2019	\$301,483	-5.0%
October 2019	\$265,455	-7.9%
September 2019	\$287,050	-0.7%
August 2019	\$298,412	0.7%
July 2019	\$306,129	-1.1%
June 2019	\$324,473	2.5%
May 2019	\$317,893	3.2%
April 2019	\$271,101	-10.1%
March 2019	\$291,744	2.2%



# Monthly Market Detail - March 2020

## Single Family Homes

### Okaloosa County

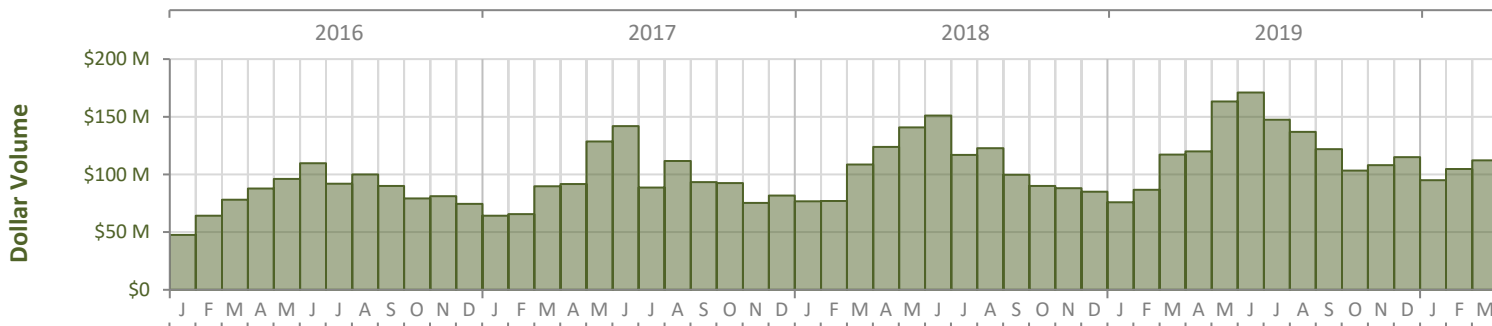


## Dollar Volume

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	\$312.0 Million	11.5%
<b>March 2020</b>	<b>\$112.3 Million</b>	<b>-4.3%</b>
February 2020	\$104.6 Million	20.7%
January 2020	\$95.1 Million	25.3%
December 2019	\$115.1 Million	35.3%
November 2019	\$107.9 Million	22.4%
October 2019	\$103.3 Million	14.8%
September 2019	\$122.0 Million	22.3%
August 2019	\$137.0 Million	11.6%
July 2019	\$147.6 Million	26.1%
June 2019	\$171.0 Million	13.3%
May 2019	\$163.4 Million	16.1%
April 2019	\$120.1 Million	-3.1%
March 2019	\$117.3 Million	8.1%

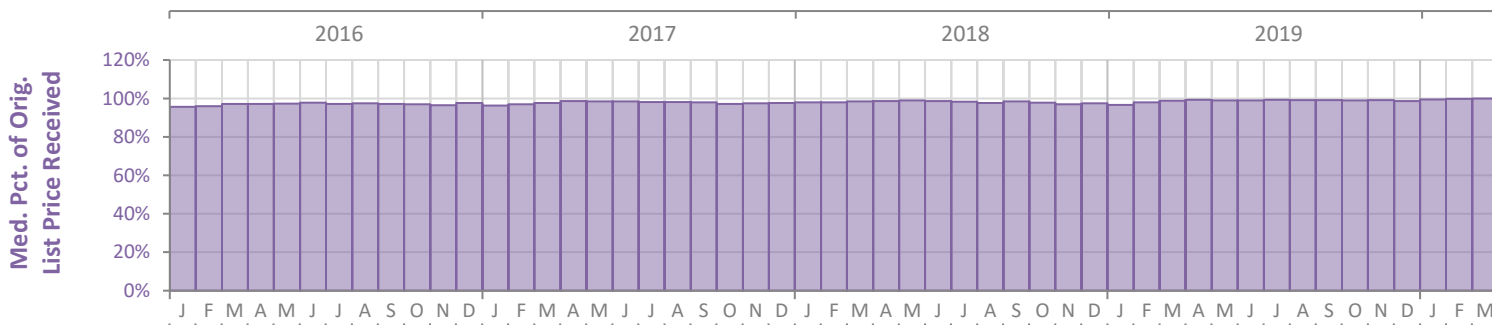


## Median Percent of Original List Price Received

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	99.9%	1.9%
<b>March 2020</b>	<b>100.0%</b>	<b>1.2%</b>
February 2020	99.8%	1.8%
January 2020	99.4%	2.9%
December 2019	98.7%	1.2%
November 2019	99.2%	2.3%
October 2019	99.0%	1.2%
September 2019	99.1%	0.7%
August 2019	99.1%	1.4%
July 2019	99.3%	1.0%
June 2019	99.0%	0.4%
May 2019	99.0%	0.1%
April 2019	99.3%	0.7%
March 2019	98.8%	0.4%

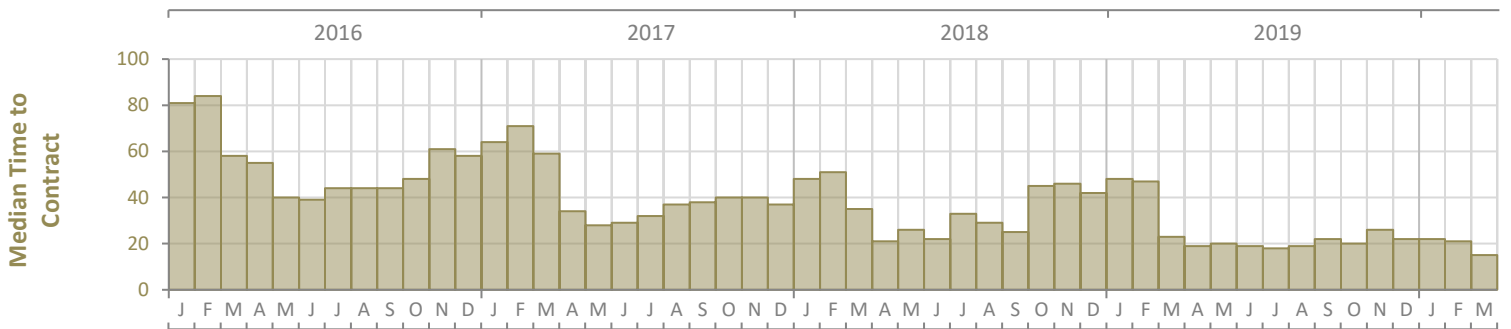


## Median Time to Contract

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	20 Days	-45.9%
<b>March 2020</b>	<b>15 Days</b>	<b>-34.8%</b>
February 2020	21 Days	-55.3%
January 2020	22 Days	-54.2%
December 2019	22 Days	-47.6%
November 2019	26 Days	-43.5%
October 2019	20 Days	-55.6%
September 2019	22 Days	-12.0%
August 2019	19 Days	-34.5%
July 2019	18 Days	-45.5%
June 2019	19 Days	-13.6%
May 2019	20 Days	-23.1%
April 2019	19 Days	-9.5%
March 2019	23 Days	-34.3%

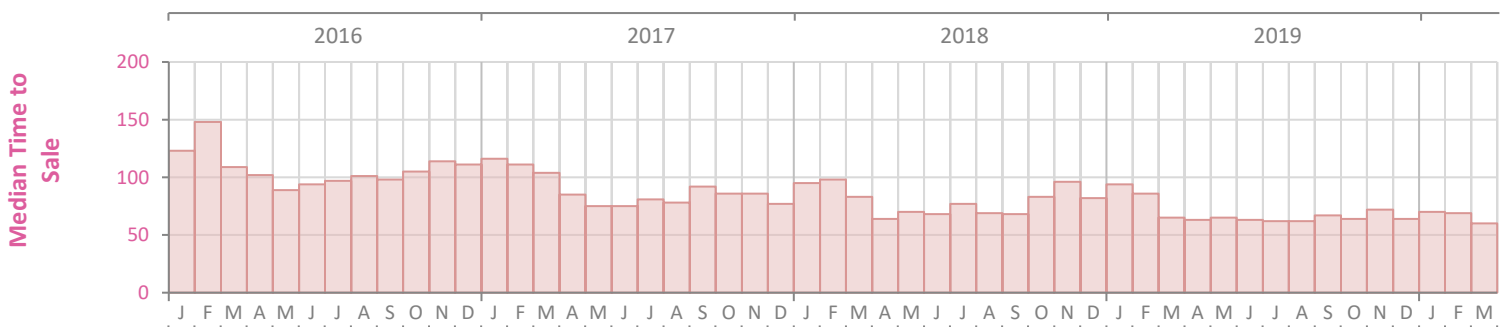


## Median Time to Sale

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	65 Days	-21.7%
<b>March 2020</b>	<b>60 Days</b>	<b>-7.7%</b>
February 2020	69 Days	-19.8%
January 2020	70 Days	-25.5%
December 2019	64 Days	-22.0%
November 2019	72 Days	-25.0%
October 2019	64 Days	-22.9%
September 2019	67 Days	-1.5%
August 2019	62 Days	-10.1%
July 2019	62 Days	-19.5%
June 2019	63 Days	-7.4%
May 2019	65 Days	-7.1%
April 2019	63 Days	-1.6%
March 2019	65 Days	-21.7%

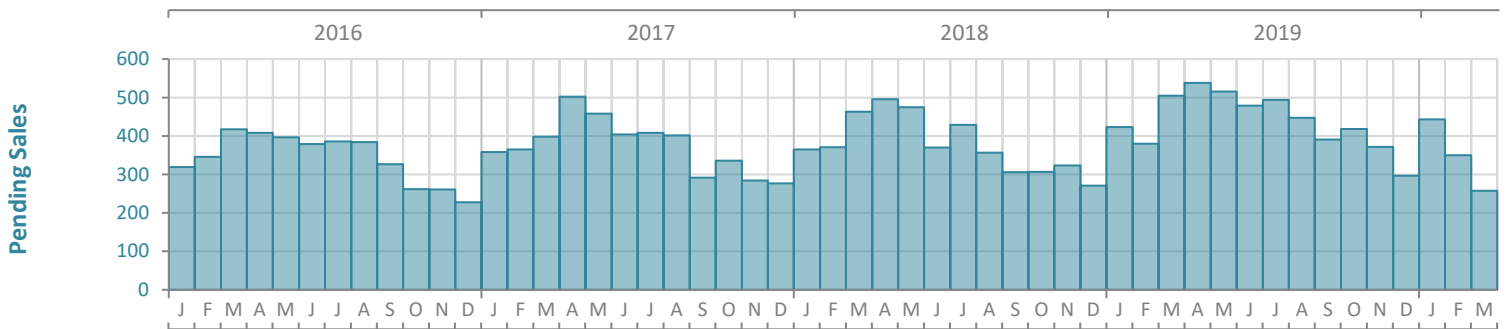


## New Pending Sales

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	1,051	-19.6%
<b>March 2020</b>	<b>258</b>	<b>-48.9%</b>
February 2020	350	-7.9%
January 2020	443	4.7%
December 2019	297	9.6%
November 2019	372	15.2%
October 2019	418	36.2%
September 2019	391	27.8%
August 2019	447	25.2%
July 2019	494	15.2%
June 2019	479	29.5%
May 2019	516	8.6%
April 2019	538	8.5%
March 2019	505	9.1%

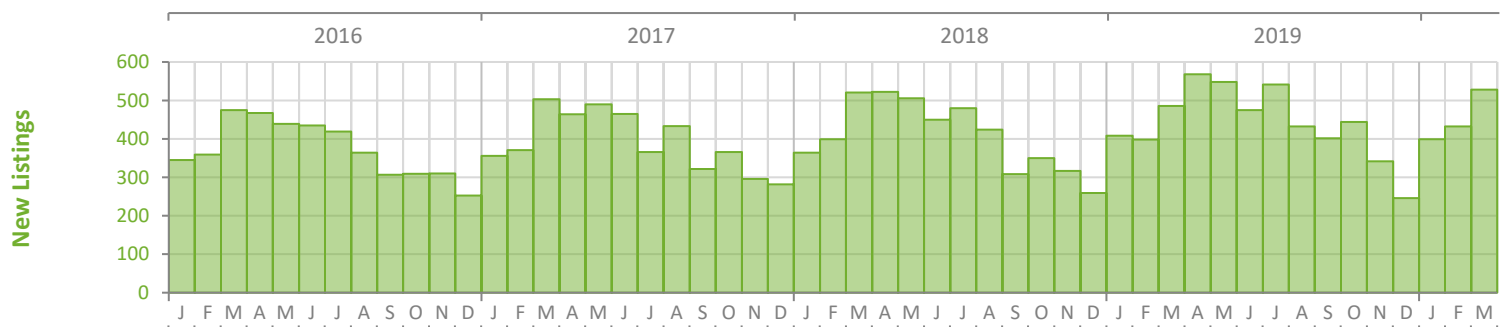


## New Listings

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	1,359	5.2%
<b>March 2020</b>	<b>528</b>	<b>8.6%</b>
February 2020	432	8.5%
January 2020	399	-2.2%
December 2019	246	-5.0%
November 2019	342	7.9%
October 2019	444	26.9%
September 2019	402	30.5%
August 2019	432	1.9%
July 2019	541	12.7%
June 2019	475	5.6%
May 2019	548	8.3%
April 2019	568	8.8%
March 2019	486	-6.7%



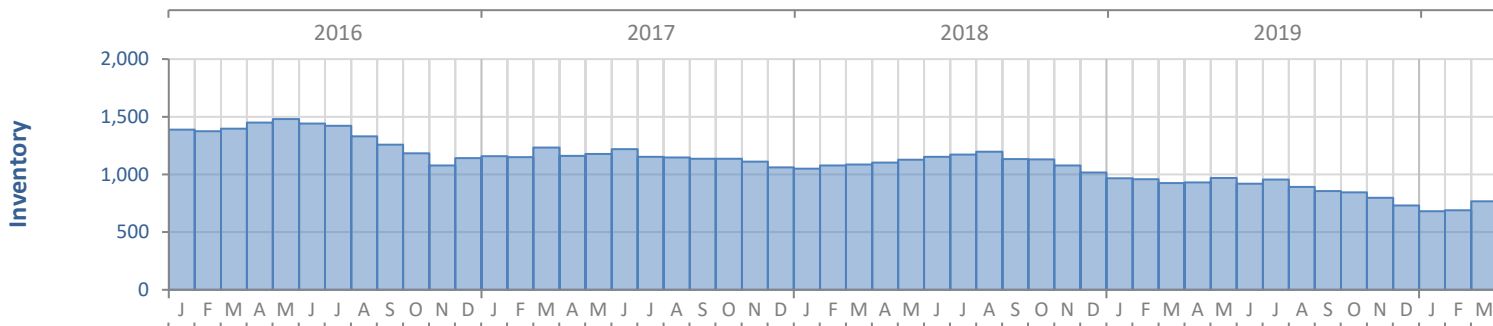


## Inventory (Active Listings)

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)	713	-24.9%
<b>March 2020</b>	<b>768</b>	<b>-17.0%</b>
February 2020	690	-28.1%
January 2020	682	-29.4%
December 2019	731	-28.1%
November 2019	798	-25.9%
October 2019	845	-25.2%
September 2019	856	-24.5%
August 2019	892	-25.5%
July 2019	957	-18.4%
June 2019	921	-20.2%
May 2019	970	-14.1%
April 2019	930	-15.7%
March 2019	925	-14.7%

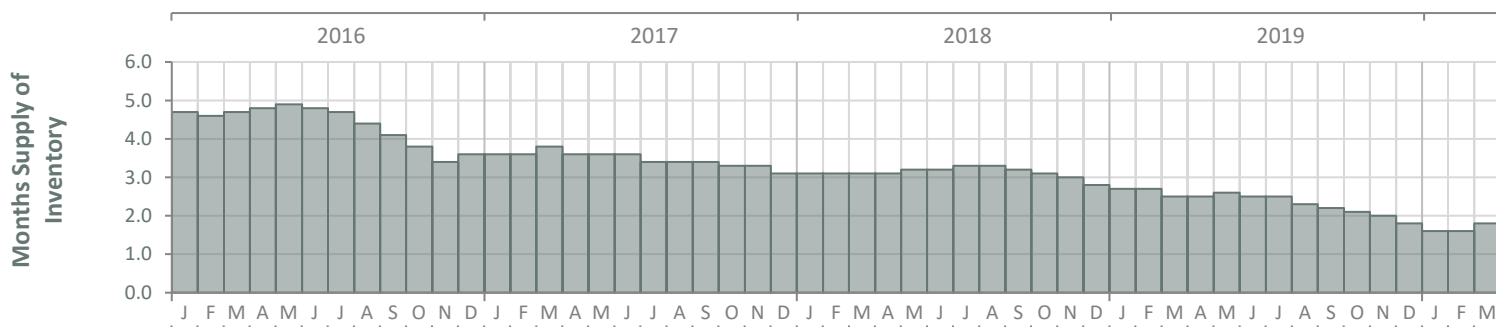


## Months Supply of Inventory

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)	1.7	-34.6%
<b>March 2020</b>	<b>1.8</b>	<b>-28.0%</b>
February 2020	1.6	-40.7%
January 2020	1.6	-40.7%
December 2019	1.8	-35.7%
November 2019	2.0	-33.3%
October 2019	2.1	-32.3%
September 2019	2.2	-31.3%
August 2019	2.3	-30.3%
July 2019	2.5	-24.2%
June 2019	2.5	-21.9%
May 2019	2.6	-18.8%
April 2019	2.5	-19.4%
March 2019	2.5	-19.4%

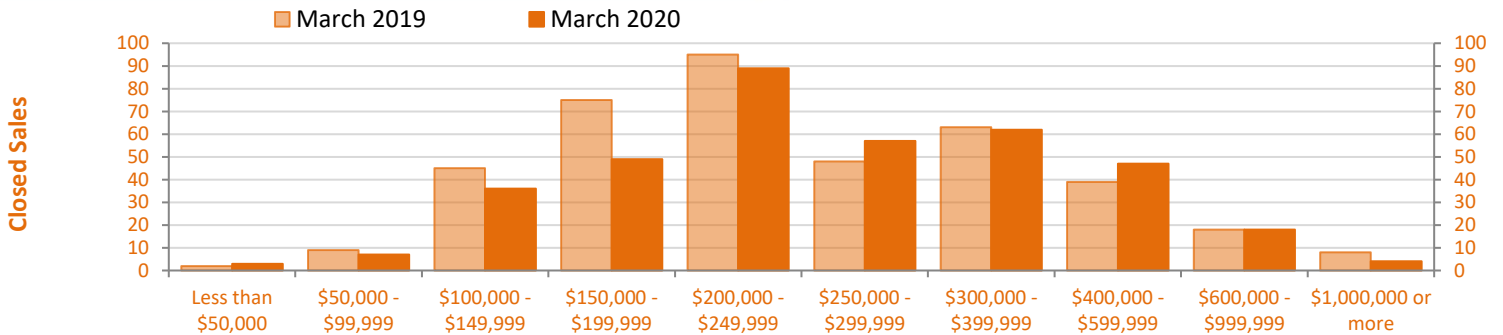


## Closed Sales by Sale Price

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	3	50.0%
\$50,000 - \$99,999	7	-22.2%
\$100,000 - \$149,999	36	-20.0%
\$150,000 - \$199,999	49	-34.7%
\$200,000 - \$249,999	89	-6.3%
\$250,000 - \$299,999	57	18.8%
\$300,000 - \$399,999	62	-1.6%
\$400,000 - \$599,999	47	20.5%
\$600,000 - \$999,999	18	0.0%
\$1,000,000 or more	4	-50.0%

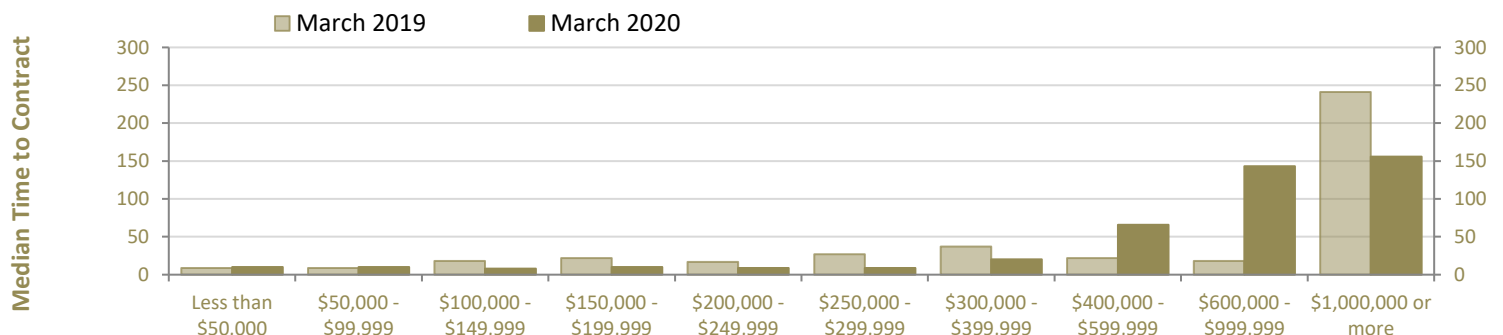


## Median Time to Contract by Sale Price

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	10 Days	11.1%
\$50,000 - \$99,999	10 Days	11.1%
\$100,000 - \$149,999	8 Days	-55.6%
\$150,000 - \$199,999	10 Days	-54.5%
\$200,000 - \$249,999	9 Days	-47.1%
\$250,000 - \$299,999	9 Days	-66.7%
\$300,000 - \$399,999	20 Days	-45.9%
\$400,000 - \$599,999	66 Days	200.0%
\$600,000 - \$999,999	143 Days	694.4%
\$1,000,000 or more	156 Days	-35.3%

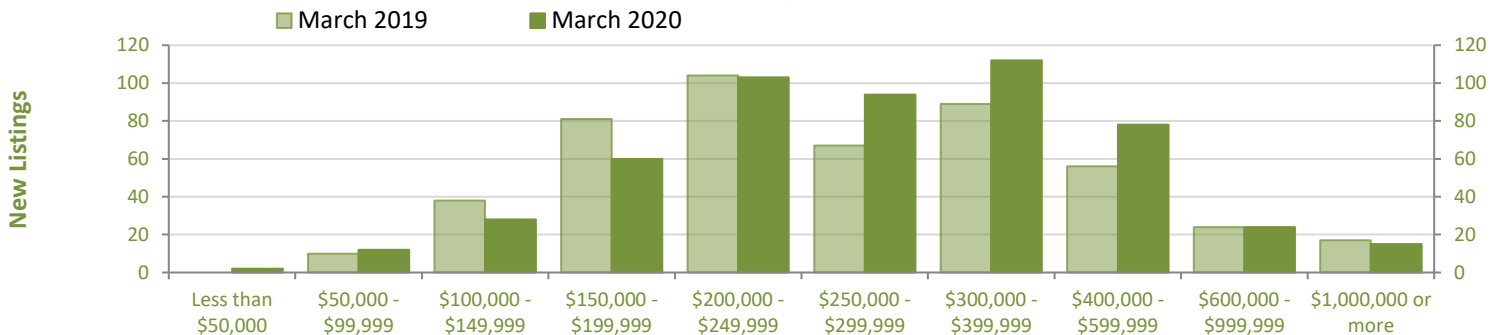


## New Listings by Initial Listing Price

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	12	20.0%
\$100,000 - \$149,999	28	-26.3%
\$150,000 - \$199,999	60	-25.9%
\$200,000 - \$249,999	103	-1.0%
\$250,000 - \$299,999	94	40.3%
\$300,000 - \$399,999	112	25.8%
\$400,000 - \$599,999	78	39.3%
\$600,000 - \$999,999	24	0.0%
\$1,000,000 or more	15	-11.8%

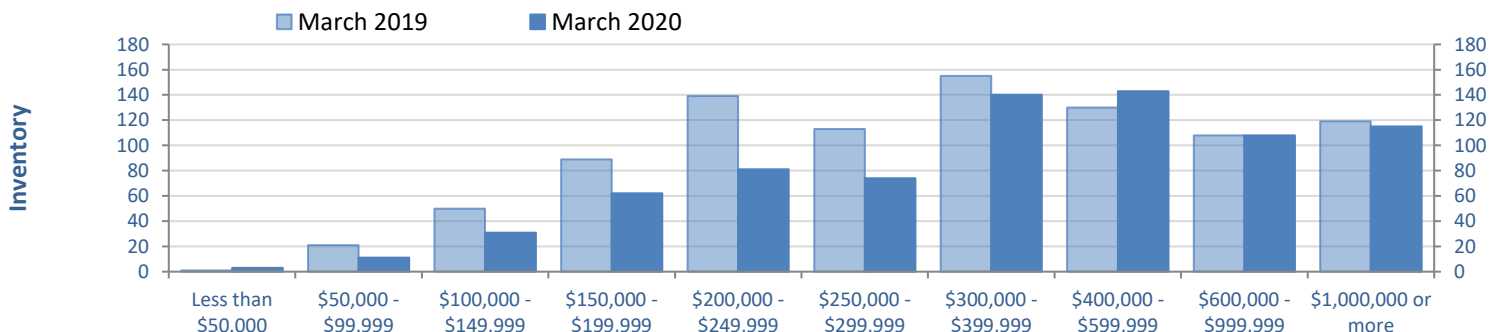


## Inventory by Current Listing Price

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	200.0%
\$50,000 - \$99,999	11	-47.6%
\$100,000 - \$149,999	31	-38.0%
\$150,000 - \$199,999	62	-30.3%
\$200,000 - \$249,999	81	-41.7%
\$250,000 - \$299,999	74	-34.5%
\$300,000 - \$399,999	140	-9.7%
\$400,000 - \$599,999	143	10.0%
\$600,000 - \$999,999	108	0.0%
\$1,000,000 or more	115	-3.4%



# Monthly Distressed Market - March 2020

## Single Family Homes

### Okaloosa County



		March 2020	March 2019	Percent Change Year-over-Year
Traditional	Closed Sales	361	390	-7.4%
	Median Sale Price	\$255,000	\$235,000	8.5%
Foreclosure/REO	Closed Sales	9	10	-10.0%
	Median Sale Price	\$153,000	\$156,500	-2.2%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$212,500	\$119,325	78.1%

