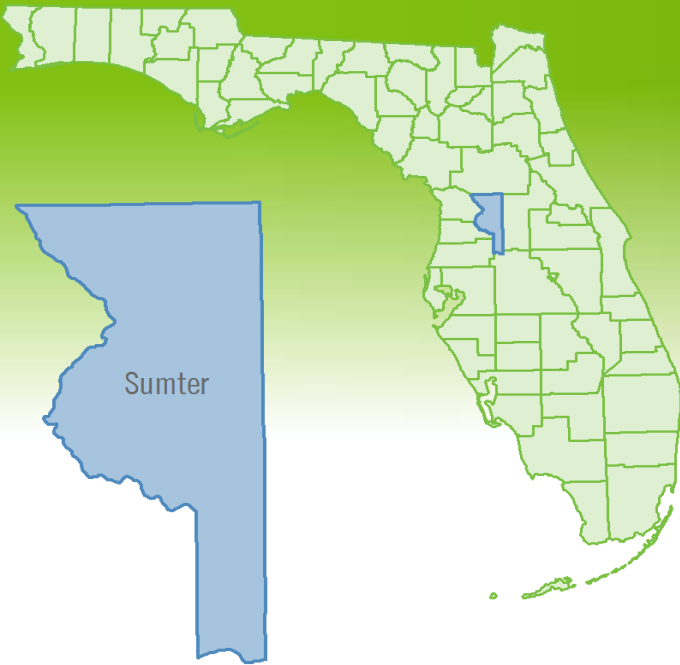


# Monthly Market Detail - June 2019

## Single Family Homes

### Sumter County



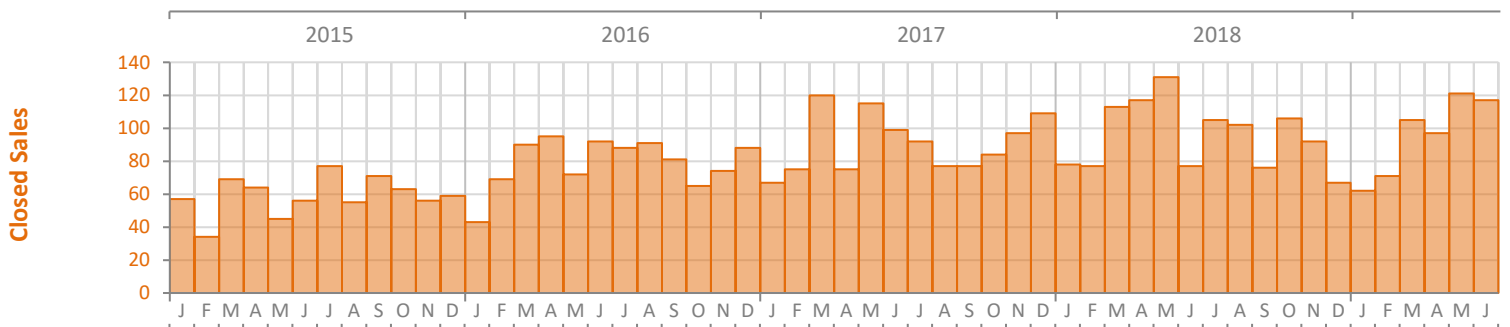
Summary Statistics	June 2019	June 2018	Percent Change Year-over-Year
Closed Sales	117	77	51.9%
Paid in Cash	49	29	69.0%
Median Sale Price	\$244,900	\$255,000	-4.0%
Average Sale Price	\$320,275	\$302,389	5.9%
Dollar Volume	\$37.5 Million	\$23.3 Million	60.9%
Median Percent of Original List Price Received	96.3%	96.8%	-0.5%
Median Time to Contract	39 Days	22 Days	77.3%
Median Time to Sale	81 Days	73 Days	11.0%
New Pending Sales	112	101	10.9%
New Listings	122	102	19.6%
Pending Inventory	159	150	6.0%
Inventory (Active Listings)	308	305	1.0%
Months Supply of Inventory	3.3	3.2	3.1%

## 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	573	-3.4%
<b>June 2019</b>	<b>117</b>	<b>51.9%</b>
May 2019	121	-7.6%
April 2019	97	-17.1%
March 2019	105	-7.1%
February 2019	71	-7.8%
January 2019	62	-20.5%
December 2018	67	-38.5%
November 2018	92	-5.2%
October 2018	106	26.2%
September 2018	76	-1.3%
August 2018	102	32.5%
July 2018	105	14.1%
June 2018	77	-22.2%

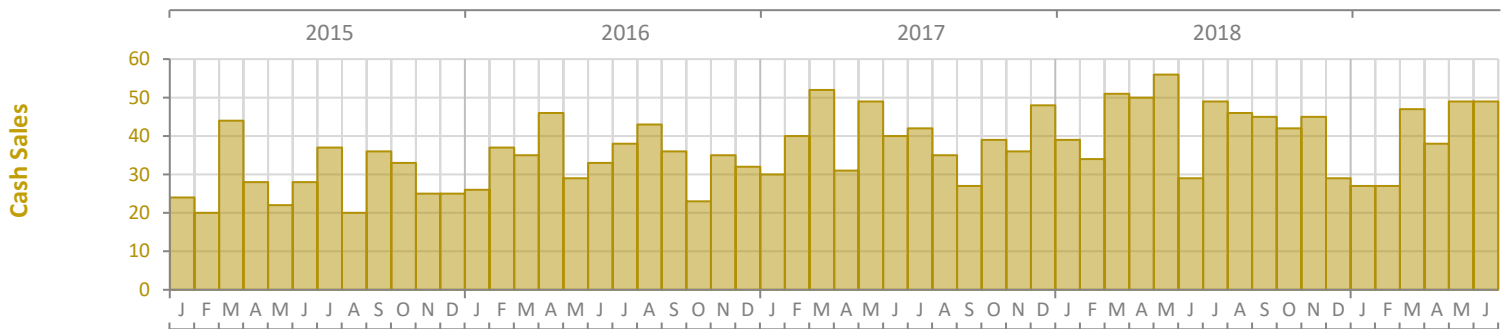


## Cash Sales

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	237	-8.5%
<b>June 2019</b>	<b>49</b>	<b>69.0%</b>
May 2019	49	-12.5%
April 2019	38	-24.0%
March 2019	47	-7.8%
February 2019	27	-20.6%
January 2019	27	-30.8%
December 2018	29	-39.6%
November 2018	45	25.0%
October 2018	42	7.7%
September 2018	45	66.7%
August 2018	46	31.4%
July 2018	49	16.7%
June 2018	29	-27.5%

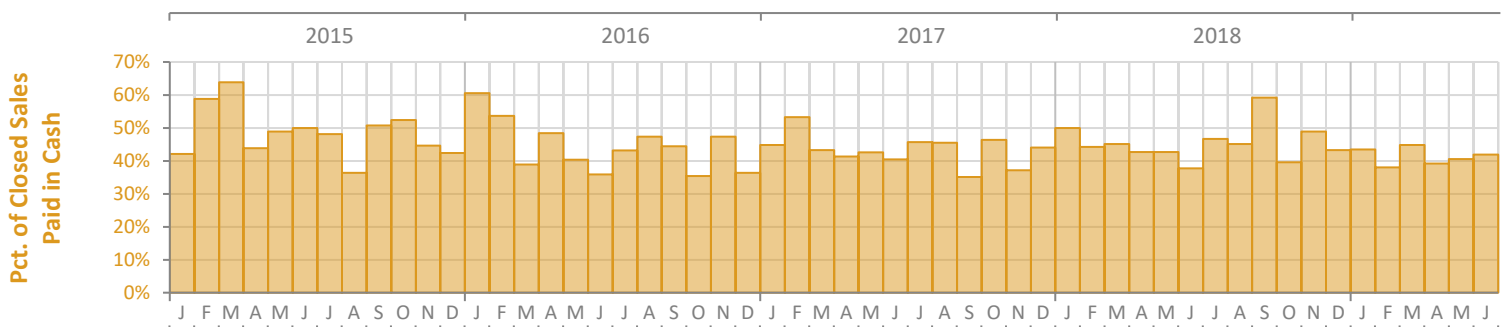


## Cash Sales as a Percentage of Closed Sales

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	41.4%	-5.3%
<b>June 2019</b>	<b>41.9%</b>	<b>11.1%</b>
May 2019	40.5%	-5.2%
April 2019	39.2%	-8.2%
March 2019	44.8%	-0.7%
February 2019	38.0%	-14.0%
January 2019	43.5%	-13.0%
December 2018	43.3%	-1.6%
November 2018	48.9%	31.8%
October 2018	39.6%	-14.7%
September 2018	59.2%	68.7%
August 2018	45.1%	-0.9%
July 2018	46.7%	2.2%
June 2018	37.7%	-6.7%

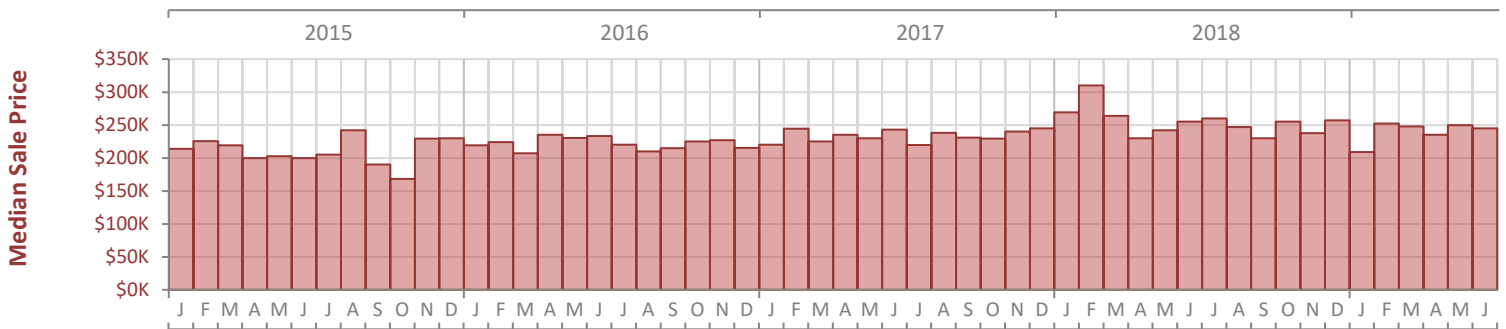


## Median Sale Price

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	\$240,000	-5.9%
<b>June 2019</b>	<b>\$244,900</b>	<b>-4.0%</b>
May 2019	\$250,000	3.3%
April 2019	\$235,000	2.2%
March 2019	\$247,950	-6.1%
February 2019	\$252,000	-18.7%
January 2019	\$209,250	-22.3%
December 2018	\$257,000	4.9%
November 2018	\$237,500	-1.0%
October 2018	\$255,000	11.1%
September 2018	\$230,000	-0.4%
August 2018	\$247,000	3.8%
July 2018	\$260,000	18.2%
June 2018	\$255,000	4.9%

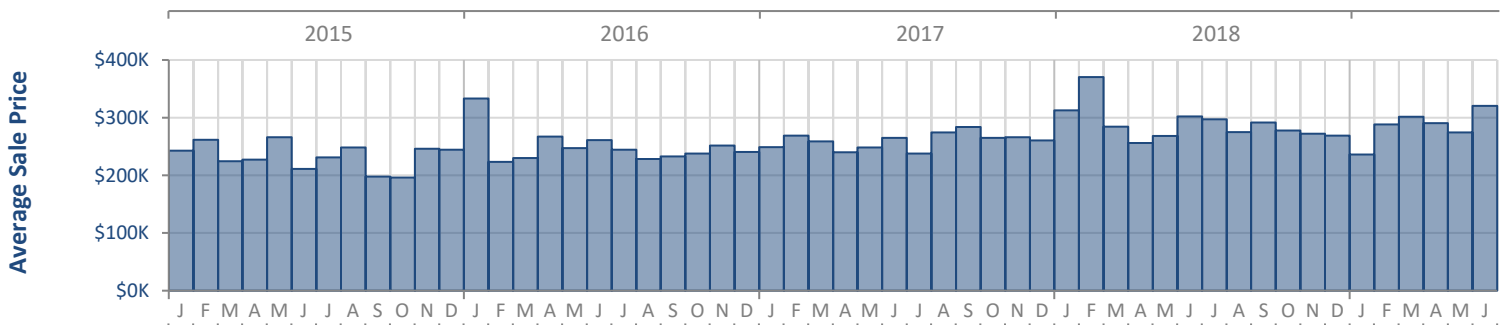


## Average Sale Price

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	\$289,028	-1.2%
<b>June 2019</b>	<b>\$320,275</b>	<b>5.9%</b>
May 2019	\$274,182	2.2%
April 2019	\$290,671	13.6%
March 2019	\$301,654	6.1%
February 2019	\$288,089	-22.3%
January 2019	\$236,161	-24.5%
December 2018	\$268,880	3.3%
November 2018	\$272,220	2.3%
October 2018	\$277,942	4.9%
September 2018	\$291,419	2.6%
August 2018	\$275,157	0.3%
July 2018	\$297,065	24.9%
June 2018	\$302,389	14.1%



# Monthly Market Detail - June 2019

## Single Family Homes

### Sumter County

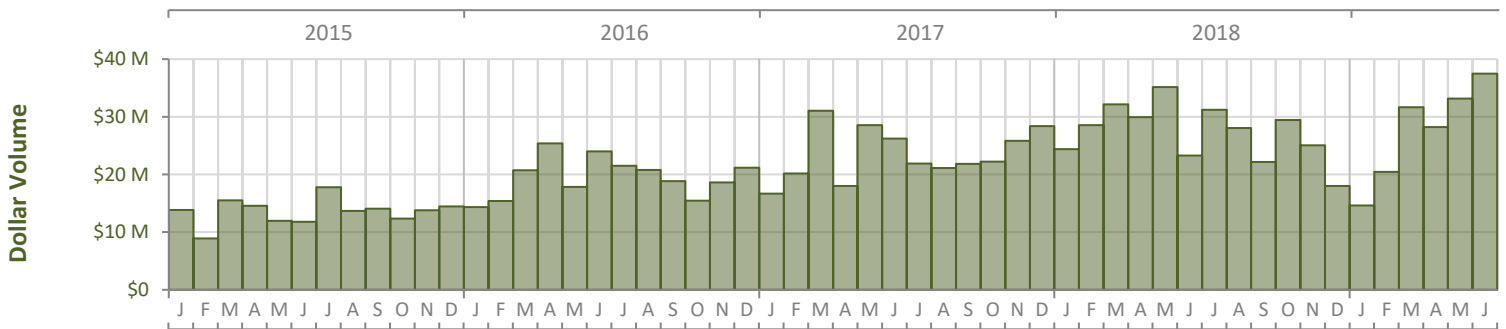


## Dollar Volume

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	\$165.6 Million	-4.5%
<b>June 2019</b>	<b>\$37.5 Million</b>	<b>60.9%</b>
May 2019	\$33.2 Million	-5.6%
April 2019	\$28.2 Million	-5.8%
March 2019	\$31.7 Million	-1.4%
February 2019	\$20.5 Million	-28.3%
January 2019	\$14.6 Million	-40.0%
December 2018	\$18.0 Million	-36.5%
November 2018	\$25.0 Million	-3.0%
October 2018	\$29.5 Million	32.4%
September 2018	\$22.1 Million	1.3%
August 2018	\$28.1 Million	32.9%
July 2018	\$31.2 Million	42.6%
June 2018	\$23.3 Million	-11.2%

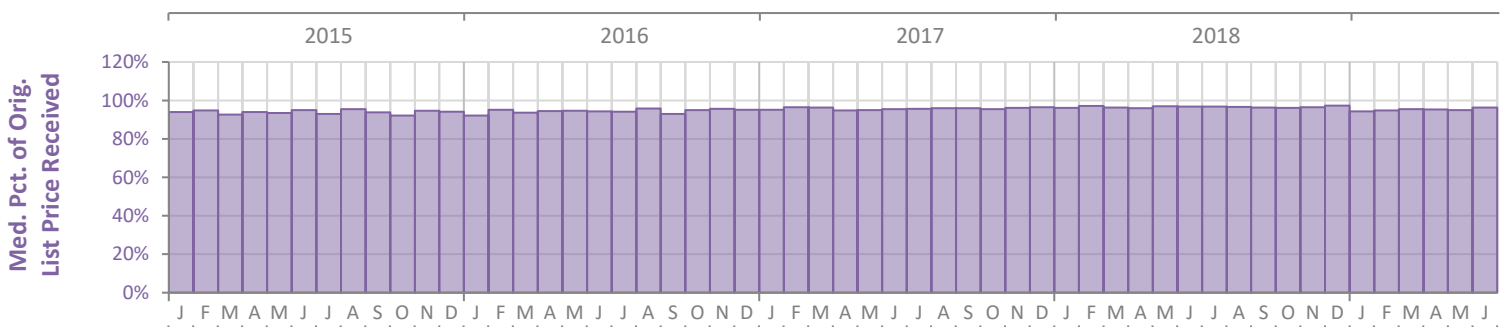


## Median Percent of Original List Price Received

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	95.3%	-1.1%
<b>June 2019</b>	<b>96.3%</b>	<b>-0.5%</b>
May 2019	95.0%	-2.0%
April 2019	95.3%	-0.7%
March 2019	95.4%	-0.9%
February 2019	94.8%	-2.5%
January 2019	94.3%	-1.9%
December 2018	97.3%	0.8%
November 2018	96.4%	0.3%
October 2018	96.1%	0.7%
September 2018	96.3%	0.3%
August 2018	96.7%	0.7%
July 2018	96.8%	1.1%
June 2018	96.8%	1.4%

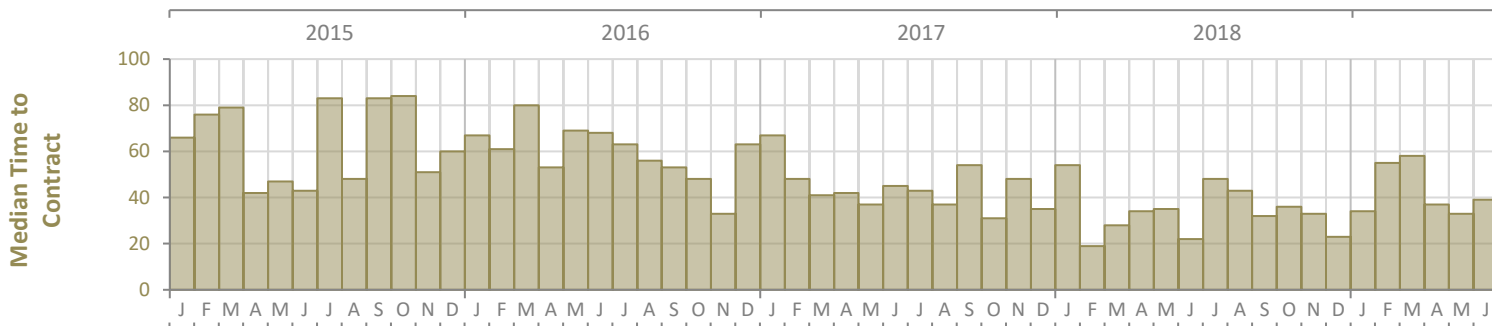


## Median Time to Contract

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	42 Days	27.3%
<b>June 2019</b>	<b>39 Days</b>	<b>77.3%</b>
May 2019	33 Days	-5.7%
April 2019	37 Days	8.8%
March 2019	58 Days	107.1%
February 2019	55 Days	189.5%
January 2019	34 Days	-37.0%
December 2018	23 Days	-34.3%
November 2018	33 Days	-31.3%
October 2018	36 Days	16.1%
September 2018	32 Days	-40.7%
August 2018	43 Days	16.2%
July 2018	48 Days	11.6%
June 2018	22 Days	-51.1%

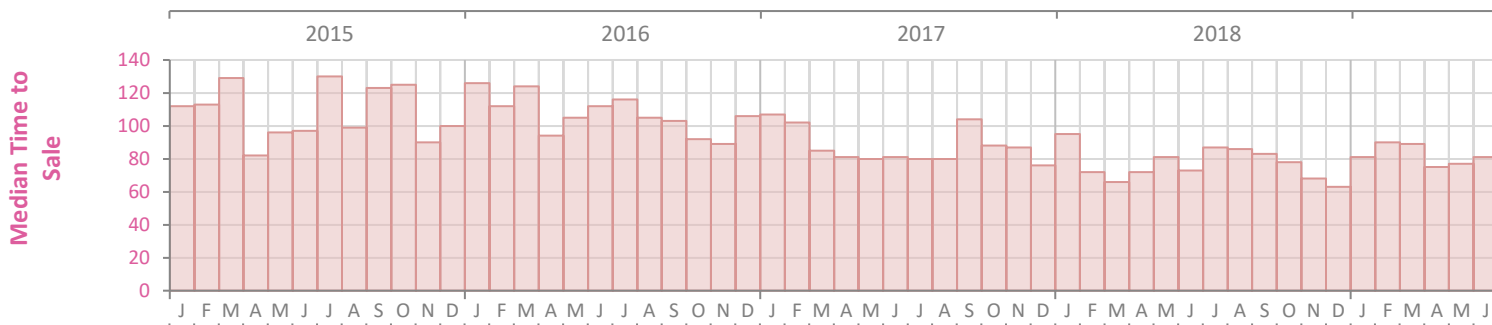


## Median Time to Sale

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	83 Days	12.2%
<b>June 2019</b>	<b>81 Days</b>	<b>11.0%</b>
May 2019	77 Days	-4.9%
April 2019	75 Days	4.2%
March 2019	89 Days	34.8%
February 2019	90 Days	25.0%
January 2019	81 Days	-14.7%
December 2018	63 Days	-17.1%
November 2018	68 Days	-21.8%
October 2018	78 Days	-11.4%
September 2018	83 Days	-20.2%
August 2018	86 Days	7.5%
July 2018	87 Days	8.8%
June 2018	73 Days	-9.9%

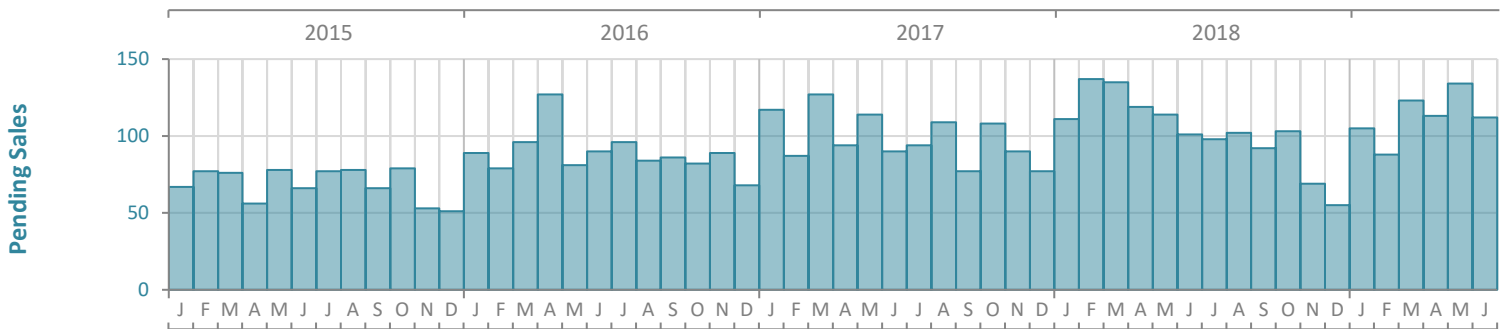


## New Pending Sales

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	675	-5.9%
<b>June 2019</b>	<b>112</b>	<b>10.9%</b>
May 2019	134	17.5%
April 2019	113	-5.0%
March 2019	123	-8.9%
February 2019	88	-35.8%
January 2019	105	-5.4%
December 2018	55	-28.6%
November 2018	69	-23.3%
October 2018	103	-4.6%
September 2018	92	19.5%
August 2018	102	-6.4%
July 2018	98	4.3%
June 2018	101	12.2%

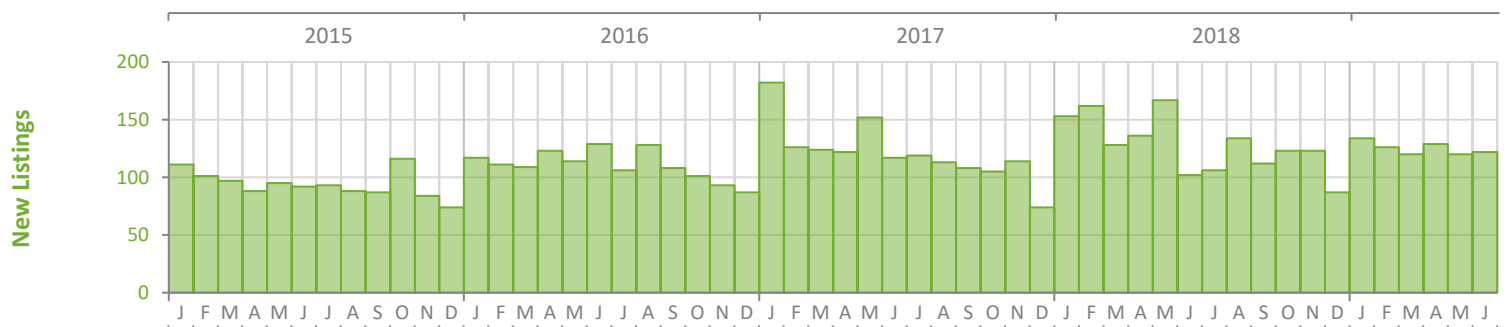


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	751	-11.4%
<b>June 2019</b>	<b>122</b>	<b>19.6%</b>
May 2019	120	-28.1%
April 2019	129	-5.1%
March 2019	120	-6.3%
February 2019	126	-22.2%
January 2019	134	-12.4%
December 2018	87	17.6%
November 2018	123	7.9%
October 2018	123	17.1%
September 2018	112	3.7%
August 2018	134	18.6%
July 2018	106	-10.9%
June 2018	102	-12.8%

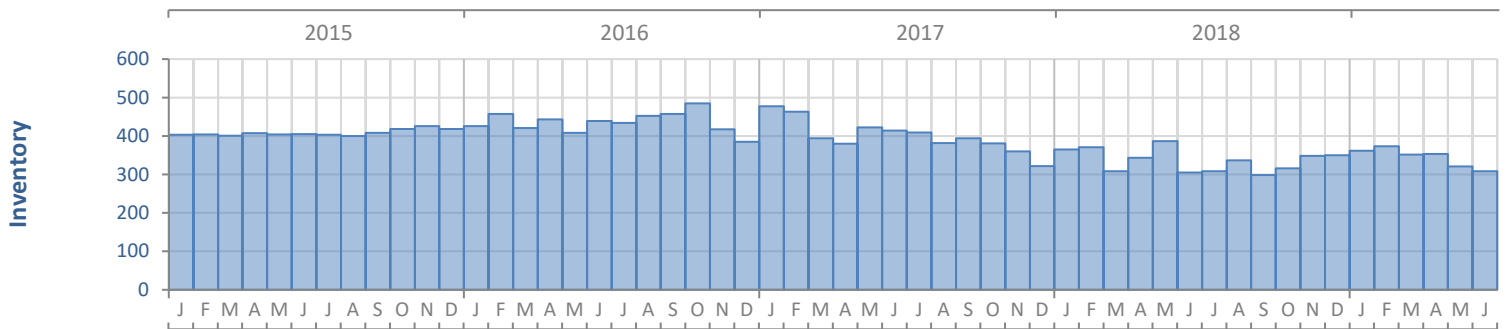


## Inventory (Active Listings)

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)	345	-0.6%
<b>June 2019</b>	<b>308</b>	<b>1.0%</b>
May 2019	321	-17.1%
April 2019	353	2.9%
March 2019	352	14.3%
February 2019	373	0.5%
January 2019	362	-0.8%
December 2018	350	8.7%
November 2018	348	-3.3%
October 2018	316	-17.1%
September 2018	298	-24.4%
August 2018	337	-11.8%
July 2018	308	-24.7%
June 2018	305	-26.3%

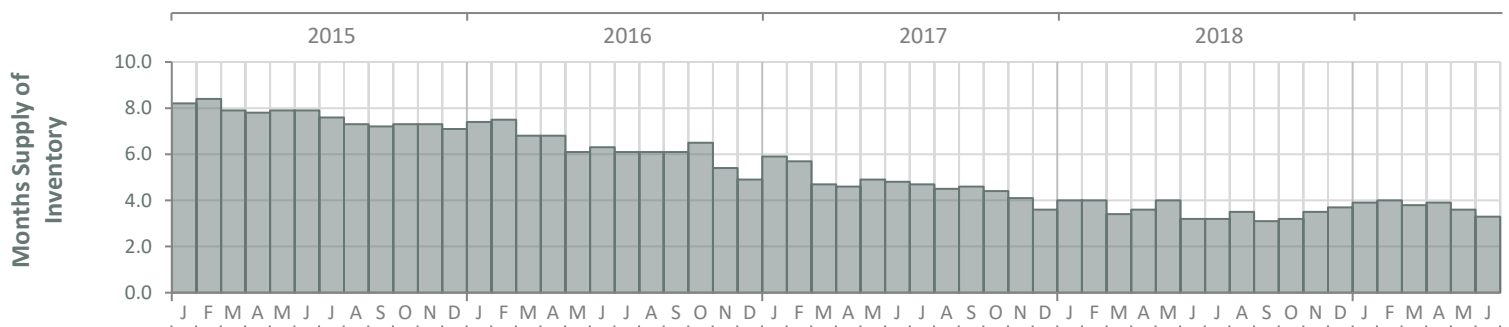


## Months Supply of Inventory

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)	3.8	2.7%
<b>June 2019</b>	<b>3.3</b>	<b>3.1%</b>
May 2019	3.6	-10.0%
April 2019	3.9	8.3%
March 2019	3.8	11.8%
February 2019	4.0	0.0%
January 2019	3.9	-2.5%
December 2018	3.7	2.8%
November 2018	3.5	-14.6%
October 2018	3.2	-27.3%
September 2018	3.1	-32.6%
August 2018	3.5	-22.2%
July 2018	3.2	-31.9%
June 2018	3.2	-33.3%

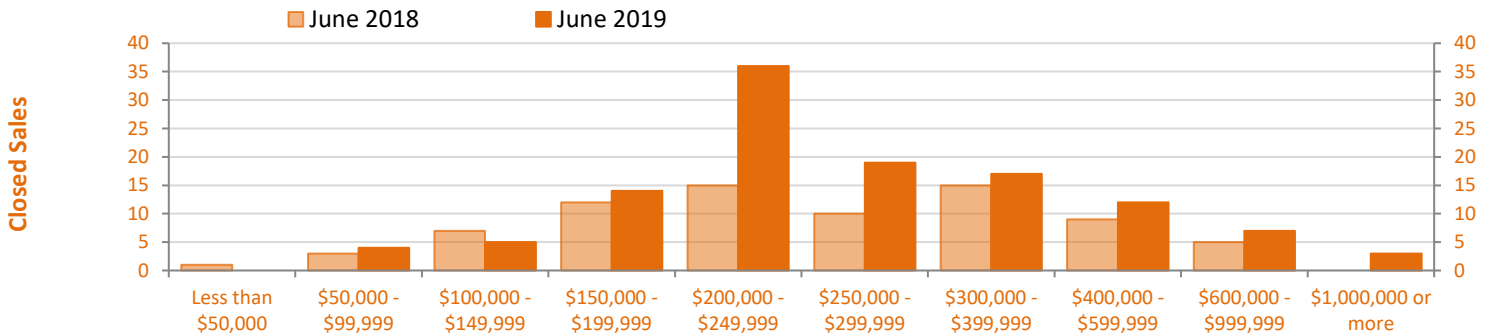


## Closed Sales by Sale Price

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	4	33.3%
\$100,000 - \$149,999	5	-28.6%
\$150,000 - \$199,999	14	16.7%
\$200,000 - \$249,999	36	140.0%
\$250,000 - \$299,999	19	90.0%
\$300,000 - \$399,999	17	13.3%
\$400,000 - \$599,999	12	33.3%
\$600,000 - \$999,999	7	40.0%
\$1,000,000 or more	3	N/A

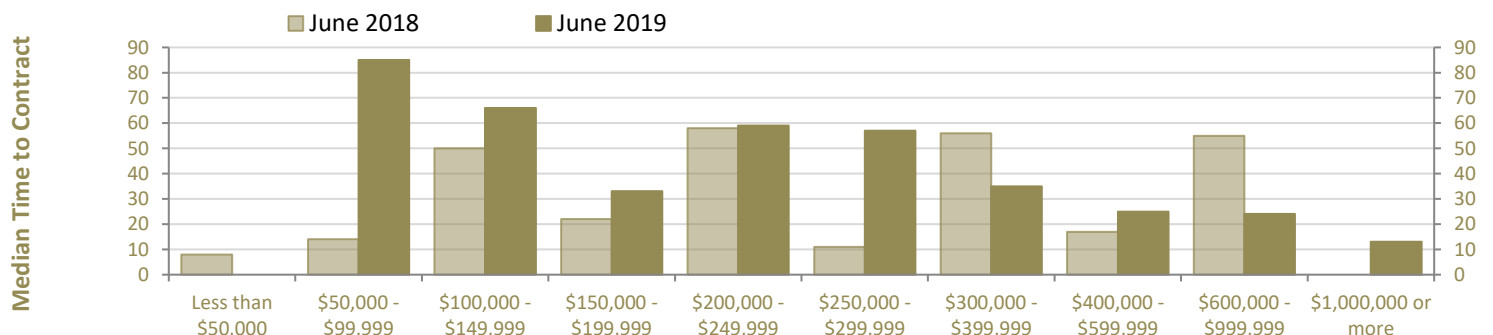


## Median Time to Contract by Sale Price

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	85 Days	507.1%
\$100,000 - \$149,999	66 Days	32.0%
\$150,000 - \$199,999	33 Days	50.0%
\$200,000 - \$249,999	59 Days	1.7%
\$250,000 - \$299,999	57 Days	418.2%
\$300,000 - \$399,999	35 Days	-37.5%
\$400,000 - \$599,999	25 Days	47.1%
\$600,000 - \$999,999	24 Days	-56.4%
\$1,000,000 or more	13 Days	N/A



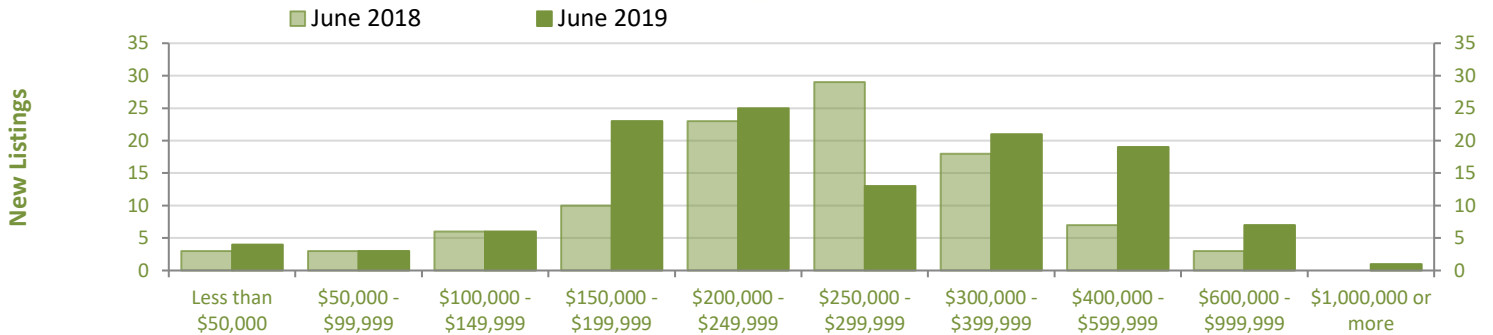


## New Listings by Initial Listing Price

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	4	33.3%
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	6	0.0%
\$150,000 - \$199,999	23	130.0%
\$200,000 - \$249,999	25	8.7%
\$250,000 - \$299,999	13	-55.2%
\$300,000 - \$399,999	21	16.7%
\$400,000 - \$599,999	19	171.4%
\$600,000 - \$999,999	7	133.3%
\$1,000,000 or more	1	N/A

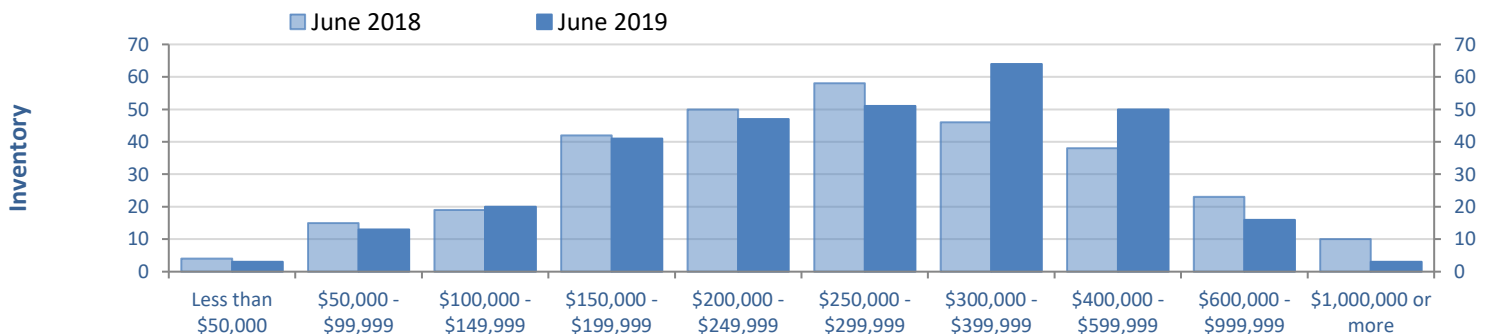


## Inventory by Current Listing Price

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.

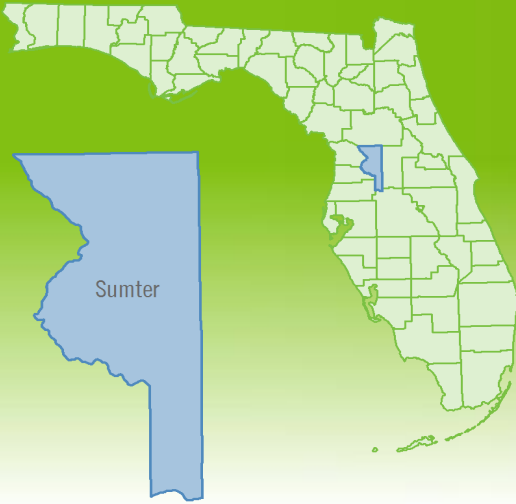
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-25.0%
\$50,000 - \$99,999	13	-13.3%
\$100,000 - \$149,999	20	5.3%
\$150,000 - \$199,999	41	-2.4%
\$200,000 - \$249,999	47	-6.0%
\$250,000 - \$299,999	51	-12.1%
\$300,000 - \$399,999	64	39.1%
\$400,000 - \$599,999	50	31.6%
\$600,000 - \$999,999	16	-30.4%
\$1,000,000 or more	3	-70.0%



# Monthly Distressed Market - June 2019

## Single Family Homes

### Sumter County



		June 2019	June 2018	Percent Change Year-over-Year
Traditional	Closed Sales	114	74	54.1%
	Median Sale Price	\$251,000	\$257,750	-2.6%
Foreclosure/REO	Closed Sales	3	3	0.0%
	Median Sale Price	\$198,000	\$68,000	191.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

