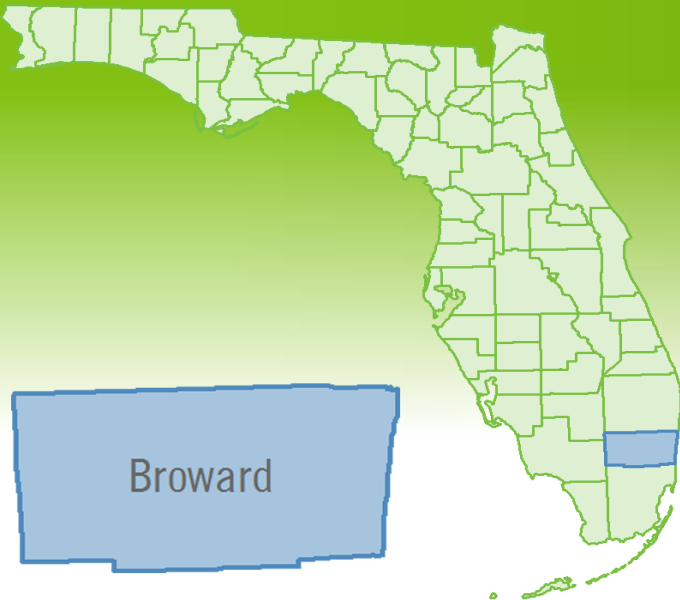


Monthly Market Detail - January 2019

Single Family Homes

Broward County



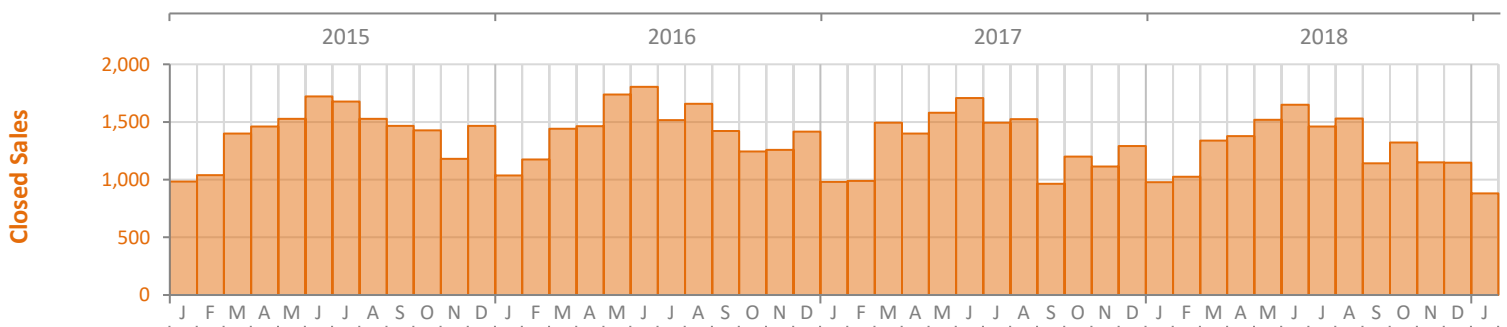
Summary Statistics	January 2019	January 2018	Percent Change Year-over-Year
Closed Sales	882	979	-9.9%
Paid in Cash	197	220	-10.5%
Median Sale Price	\$355,000	\$345,000	2.9%
Average Sale Price	\$451,918	\$453,087	-0.3%
Dollar Volume	\$398.6 Million	\$443.6 Million	-10.1%
Median Percent of Original List Price Received	95.0%	95.4%	-0.4%
Median Time to Contract	63 Days	49 Days	28.6%
Median Time to Sale	103 Days	93 Days	10.8%
New Pending Sales	1,328	1,424	-6.7%
New Listings	2,100	2,007	4.6%
Pending Inventory	2,259	2,528	-10.6%
Inventory (Active Listings)	6,162	5,091	21.0%
Months Supply of Inventory	4.8	3.9	23.1%

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	882	-9.9%
January 2019	882	-9.9%
December 2018	1,147	-11.2%
November 2018	1,149	3.0%
October 2018	1,322	10.1%
September 2018	1,142	18.5%
August 2018	1,531	0.5%
July 2018	1,460	-2.2%
June 2018	1,648	-3.5%
May 2018	1,518	-3.9%
April 2018	1,378	-1.6%
March 2018	1,338	-10.5%
February 2018	1,026	3.8%
January 2018	979	-0.3%

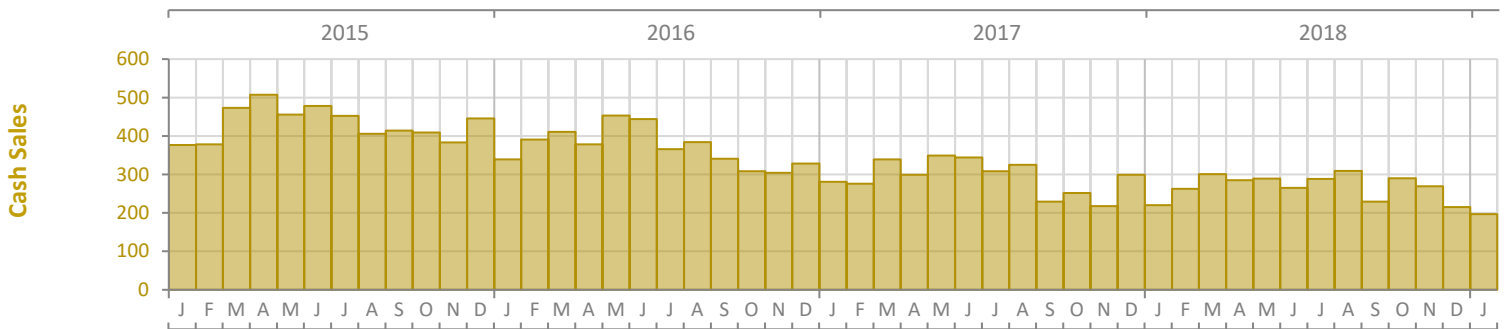


Cash Sales

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	197	-10.5%
January 2019	197	-10.5%
December 2018	215	-28.1%
November 2018	269	23.4%
October 2018	290	15.1%
September 2018	229	0.0%
August 2018	309	-4.9%
July 2018	288	-6.5%
June 2018	265	-23.0%
May 2018	289	-17.2%
April 2018	285	-4.7%
March 2018	301	-11.2%
February 2018	263	-4.7%
January 2018	220	-21.7%

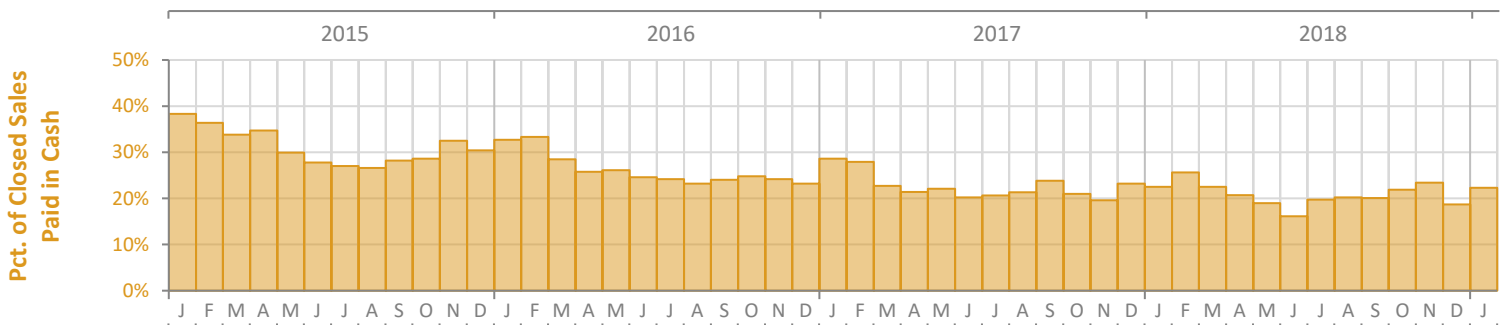


Cash Sales as a Percentage of Closed Sales

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	22.3%	-0.9%
January 2019	22.3%	-0.9%
December 2018	18.7%	-19.4%
November 2018	23.4%	19.4%
October 2018	21.9%	4.3%
September 2018	20.1%	-15.5%
August 2018	20.2%	-5.2%
July 2018	19.7%	-4.4%
June 2018	16.1%	-20.3%
May 2018	19.0%	-14.0%
April 2018	20.7%	-3.3%
March 2018	22.5%	-0.9%
February 2018	25.6%	-8.2%
January 2018	22.5%	-21.3%

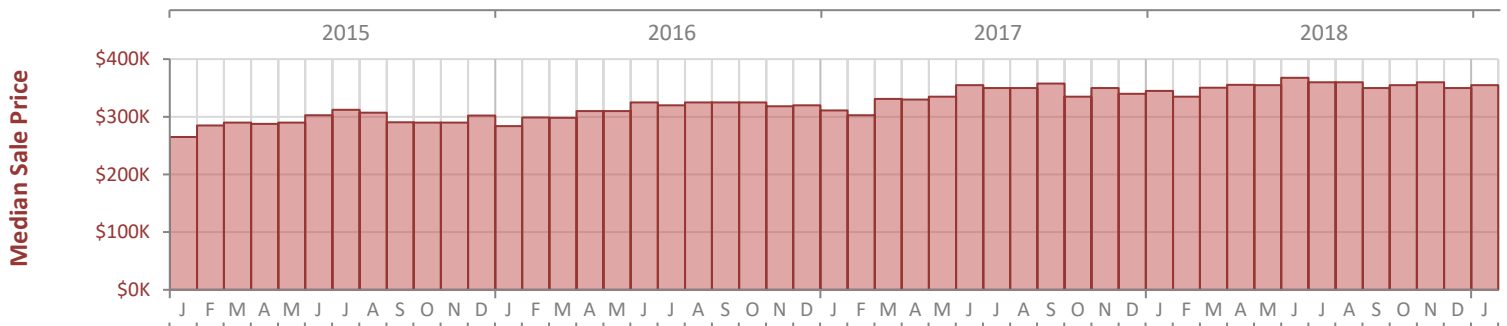


Median Sale Price

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	\$355,000	2.9%
January 2019	\$355,000	2.9%
December 2018	\$350,000	2.9%
November 2018	\$360,000	2.9%
October 2018	\$355,000	6.0%
September 2018	\$350,000	-2.1%
August 2018	\$360,000	2.9%
July 2018	\$360,000	2.9%
June 2018	\$367,500	3.5%
May 2018	\$355,000	6.0%
April 2018	\$355,500	7.7%
March 2018	\$350,500	5.9%
February 2018	\$335,000	10.7%
January 2018	\$345,000	10.8%

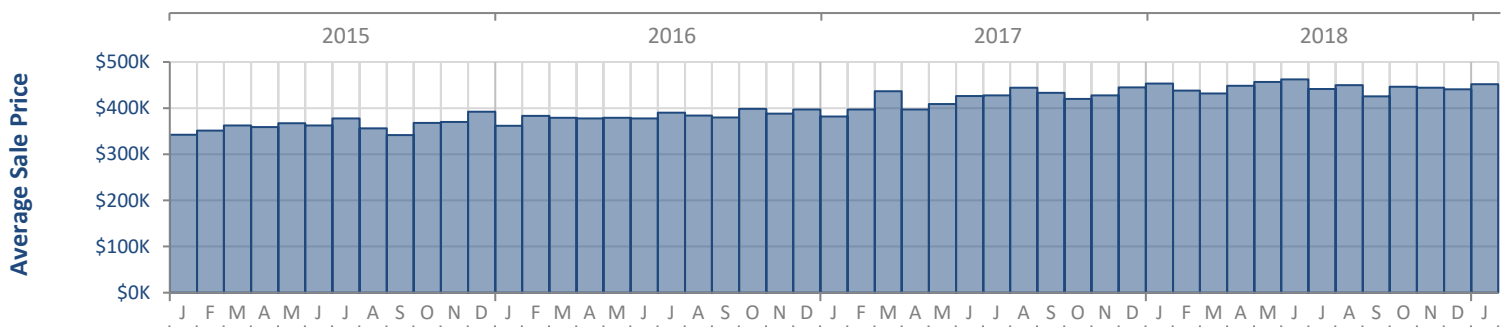


Average Sale Price

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	\$451,918	-0.3%
January 2019	\$451,918	-0.3%
December 2018	\$441,043	-0.8%
November 2018	\$444,247	4.0%
October 2018	\$446,567	6.3%
September 2018	\$425,833	-1.7%
August 2018	\$449,870	1.2%
July 2018	\$441,555	3.2%
June 2018	\$462,275	8.5%
May 2018	\$456,861	11.8%
April 2018	\$448,147	12.9%
March 2018	\$432,001	-1.1%
February 2018	\$438,007	10.4%
January 2018	\$453,087	18.8%



Monthly Market Detail - January 2019

Single Family Homes

Broward County

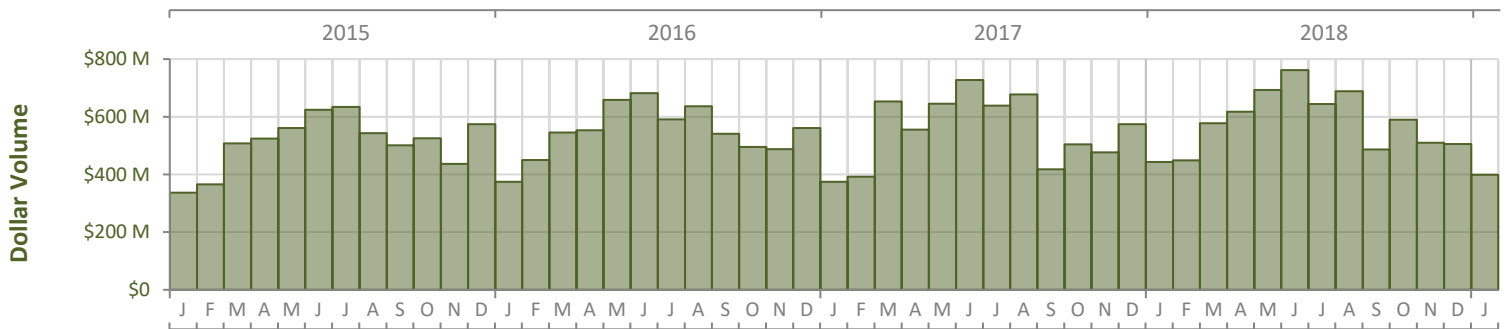


Dollar Volume

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	\$398.6 Million	-10.1%
January 2019	\$398.6 Million	-10.1%
December 2018	\$505.9 Million	-11.9%
November 2018	\$510.4 Million	7.1%
October 2018	\$590.4 Million	17.0%
September 2018	\$486.3 Million	16.5%
August 2018	\$688.8 Million	1.7%
July 2018	\$644.7 Million	0.9%
June 2018	\$761.8 Million	4.8%
May 2018	\$693.5 Million	7.4%
April 2018	\$617.5 Million	11.1%
March 2018	\$578.0 Million	-11.5%
February 2018	\$449.4 Million	14.6%
January 2018	\$443.6 Million	18.4%

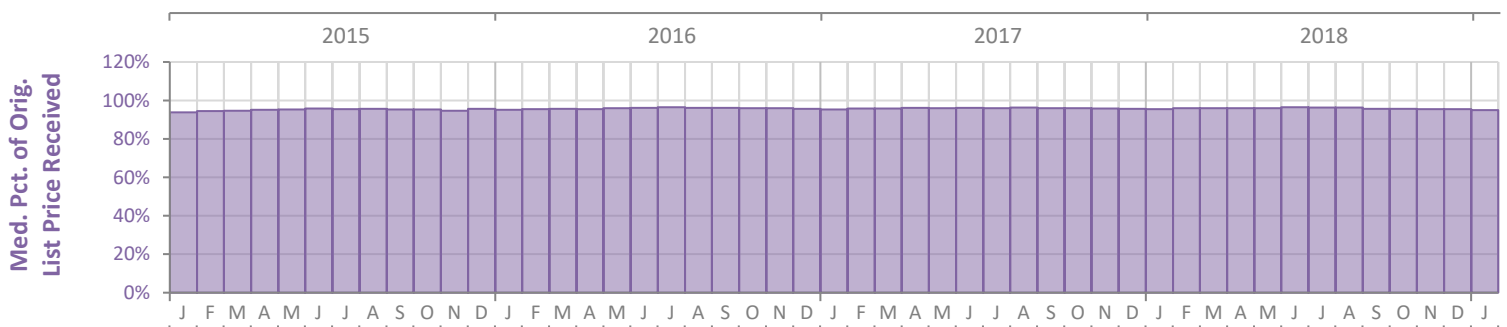


Median Percent of Original List Price Received

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	95.0%	-0.4%
January 2019	95.0%	-0.4%
December 2018	95.4%	-0.3%
November 2018	95.5%	-0.3%
October 2018	95.7%	-0.3%
September 2018	95.6%	-0.4%
August 2018	96.3%	0.0%
July 2018	96.3%	0.3%
June 2018	96.4%	0.3%
May 2018	96.0%	0.0%
April 2018	96.0%	-0.1%
March 2018	95.9%	0.1%
February 2018	96.0%	0.2%
January 2018	95.4%	0.1%

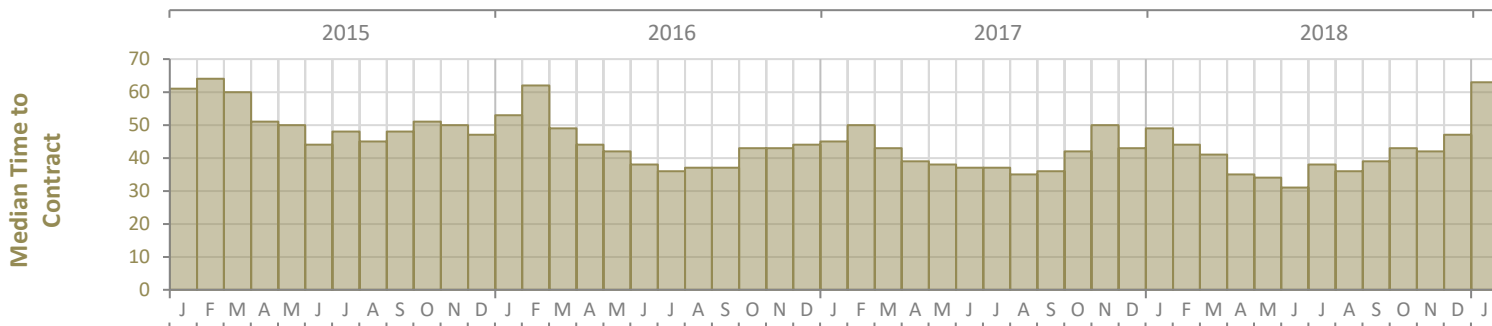


Median Time to Contract

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	63 Days	28.6%
January 2019	63 Days	28.6%
December 2018	47 Days	9.3%
November 2018	42 Days	-16.0%
October 2018	43 Days	2.4%
September 2018	39 Days	8.3%
August 2018	36 Days	2.9%
July 2018	38 Days	2.7%
June 2018	31 Days	-16.2%
May 2018	34 Days	-10.5%
April 2018	35 Days	-10.3%
March 2018	41 Days	-4.7%
February 2018	44 Days	-12.0%
January 2018	49 Days	8.9%

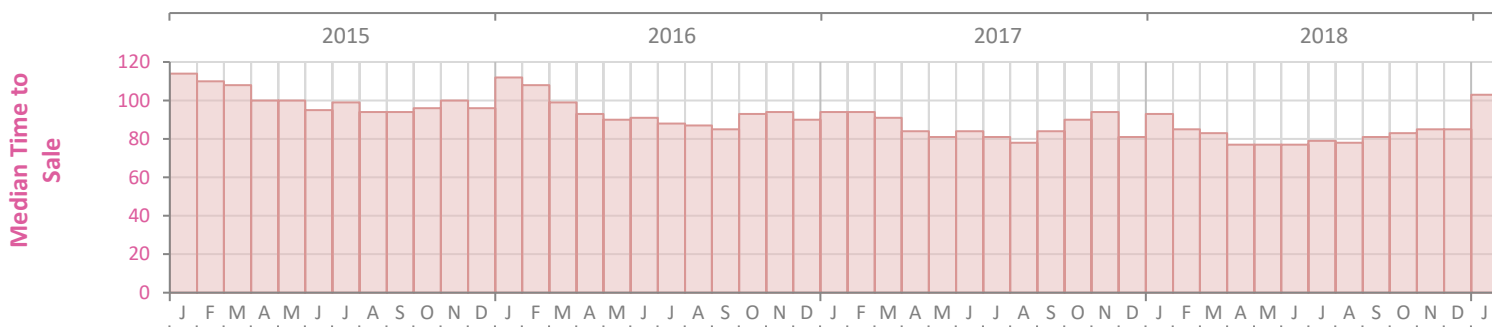


Median Time to Sale

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	103 Days	10.8%
January 2019	103 Days	10.8%
December 2018	85 Days	4.9%
November 2018	85 Days	-9.6%
October 2018	83 Days	-7.8%
September 2018	81 Days	-3.6%
August 2018	78 Days	0.0%
July 2018	79 Days	-2.5%
June 2018	77 Days	-8.3%
May 2018	77 Days	-4.9%
April 2018	77 Days	-8.3%
March 2018	83 Days	-8.8%
February 2018	85 Days	-9.6%
January 2018	93 Days	-1.1%

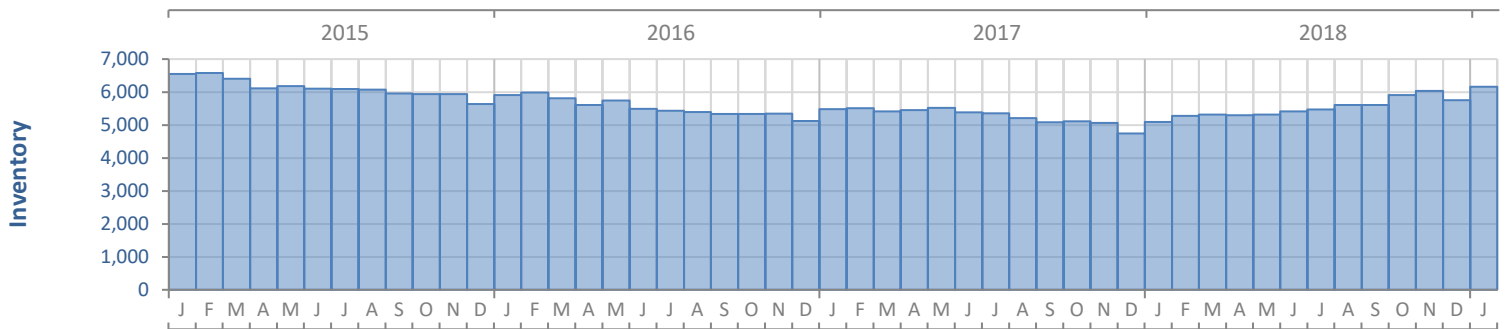


Inventory (Active Listings)

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)	6,162	21.0%
January 2019	6,162	21.0%
December 2018	5,757	21.5%
November 2018	6,039	19.3%
October 2018	5,913	15.7%
September 2018	5,603	10.2%
August 2018	5,604	7.5%
July 2018	5,467	2.2%
June 2018	5,411	0.4%
May 2018	5,317	-3.7%
April 2018	5,294	-2.9%
March 2018	5,320	-1.7%
February 2018	5,274	-4.2%
January 2018	5,091	-7.2%

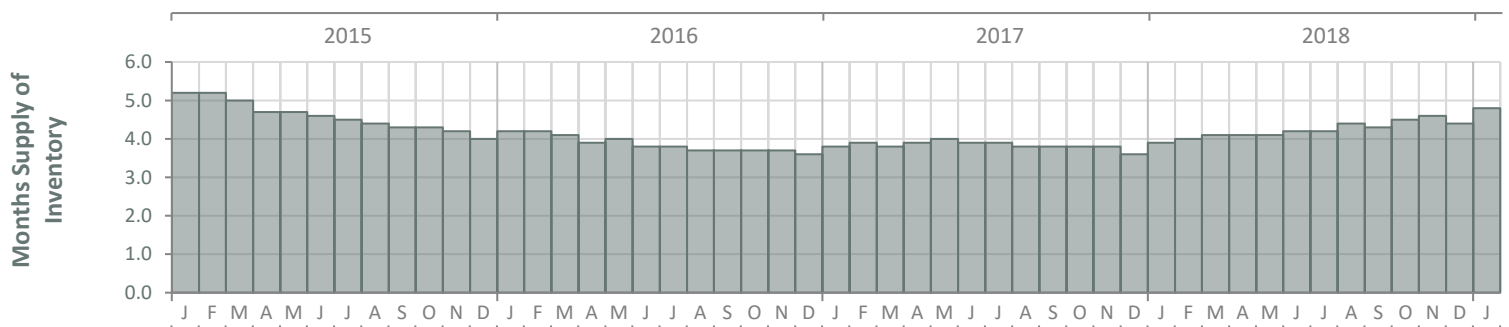


Months Supply of Inventory

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	23.1%
January 2019	4.8	23.1%
December 2018	4.4	22.2%
November 2018	4.6	21.1%
October 2018	4.5	18.4%
September 2018	4.3	13.2%
August 2018	4.4	15.8%
July 2018	4.2	7.7%
June 2018	4.2	7.7%
May 2018	4.1	2.5%
April 2018	4.1	5.1%
March 2018	4.1	7.9%
February 2018	4.0	2.6%
January 2018	3.9	2.6%

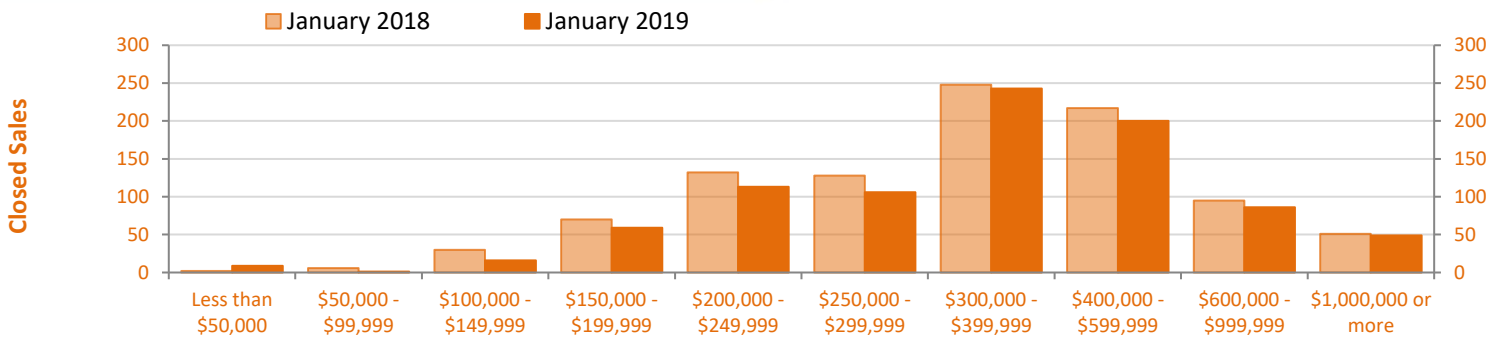


Closed Sales by Sale Price

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	9	350.0%
\$50,000 - \$99,999	1	-83.3%
\$100,000 - \$149,999	16	-46.7%
\$150,000 - \$199,999	59	-15.7%
\$200,000 - \$249,999	113	-14.4%
\$250,000 - \$299,999	106	-17.2%
\$300,000 - \$399,999	243	-2.0%
\$400,000 - \$599,999	200	-7.8%
\$600,000 - \$999,999	86	-9.5%
\$1,000,000 or more	49	-3.9%

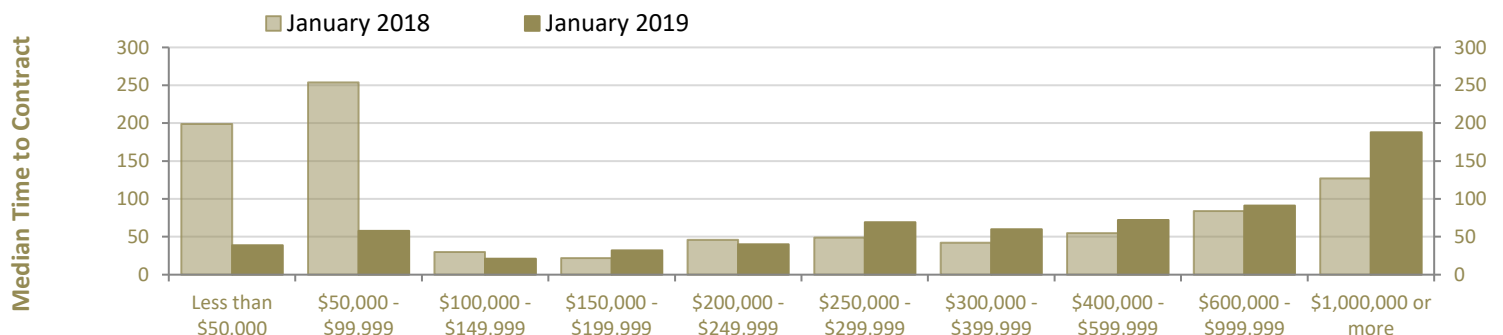


Median Time to Contract by Sale Price

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	39 Days	-80.4%
\$50,000 - \$99,999	58 Days	-77.2%
\$100,000 - \$149,999	21 Days	-30.0%
\$150,000 - \$199,999	32 Days	45.5%
\$200,000 - \$249,999	40 Days	-13.0%
\$250,000 - \$299,999	69 Days	40.8%
\$300,000 - \$399,999	60 Days	42.9%
\$400,000 - \$599,999	72 Days	30.9%
\$600,000 - \$999,999	91 Days	8.3%
\$1,000,000 or more	188 Days	48.0%

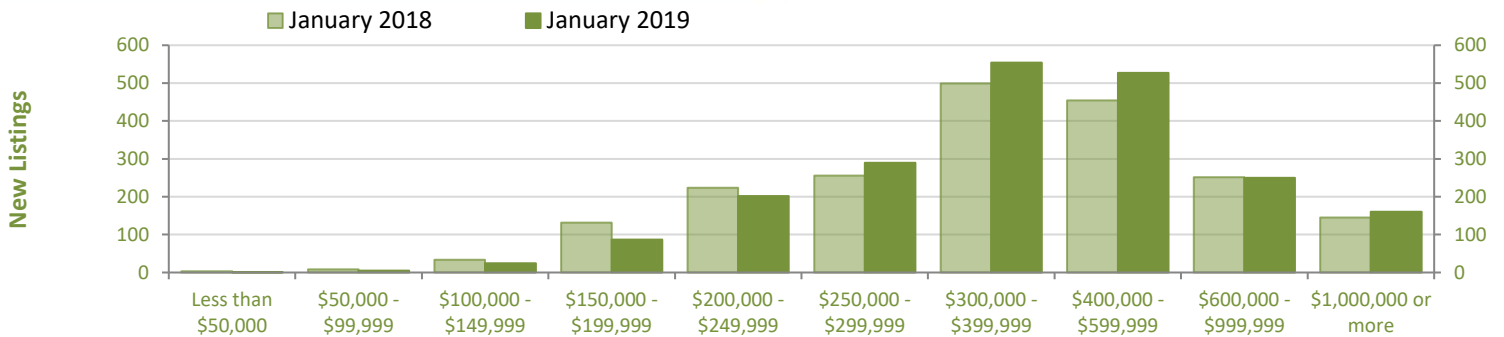


New Listings by Initial Listing Price

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	-66.7%
\$50,000 - \$99,999	5	-37.5%
\$100,000 - \$149,999	24	-29.4%
\$150,000 - \$199,999	87	-34.1%
\$200,000 - \$249,999	202	-9.8%
\$250,000 - \$299,999	290	13.3%
\$300,000 - \$399,999	554	11.0%
\$400,000 - \$599,999	527	16.1%
\$600,000 - \$999,999	250	-0.8%
\$1,000,000 or more	160	10.3%

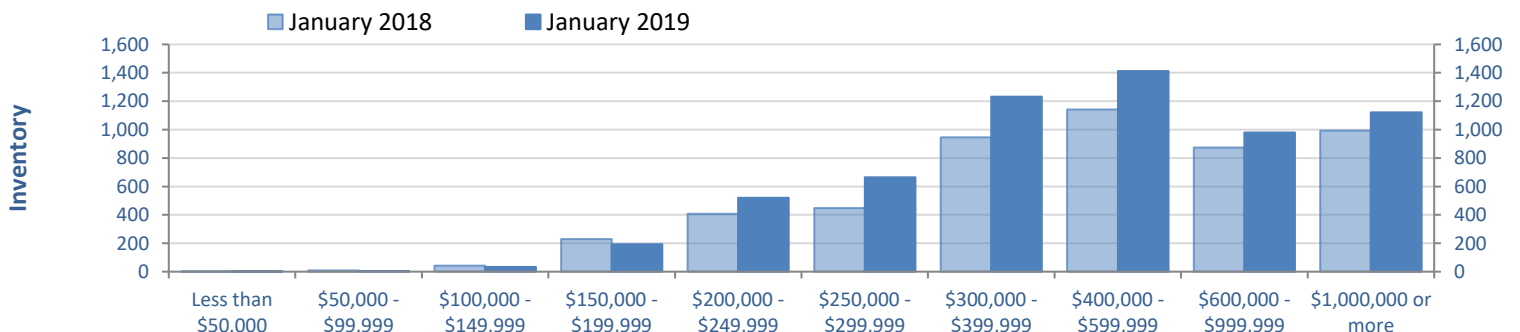


Inventory by Current Listing Price

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.

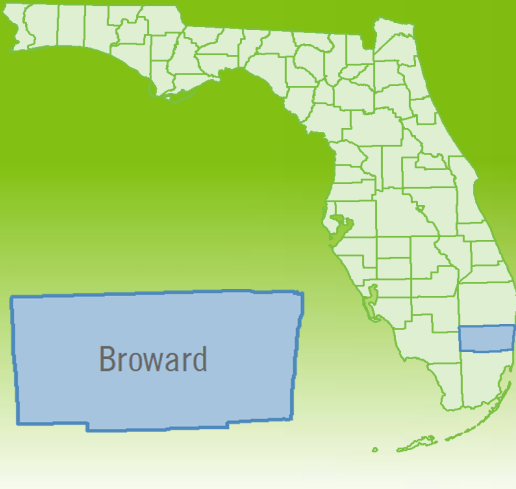
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	4	-50.0%
\$100,000 - \$149,999	34	-19.0%
\$150,000 - \$199,999	194	-15.7%
\$200,000 - \$249,999	519	27.5%
\$250,000 - \$299,999	664	47.9%
\$300,000 - \$399,999	1,233	30.3%
\$400,000 - \$599,999	1,413	23.7%
\$600,000 - \$999,999	979	12.1%
\$1,000,000 or more	1,121	12.9%



Monthly Distressed Market - January 2019

Single Family Homes

Broward County



		January 2019	January 2018	Percent Change Year-over-Year
Traditional	Closed Sales	826	915	-9.7%
	Median Sale Price	\$356,000	\$350,000	1.7%
Foreclosure/REO	Closed Sales	43	46	-6.5%
	Median Sale Price	\$323,000	\$267,500	20.7%
Short Sale	Closed Sales	13	18	-27.8%
	Median Sale Price	\$410,000	\$256,000	60.2%

