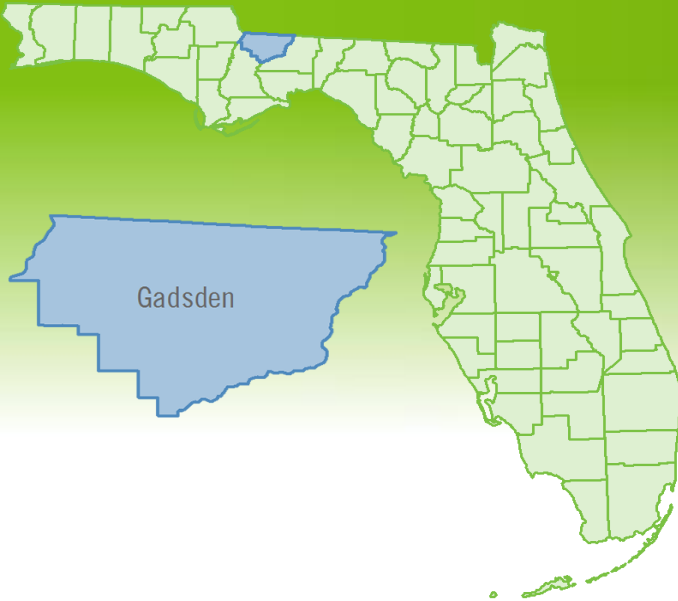


# Yearly Market Detail - 2019

## Single Family Homes

### Gadsden County



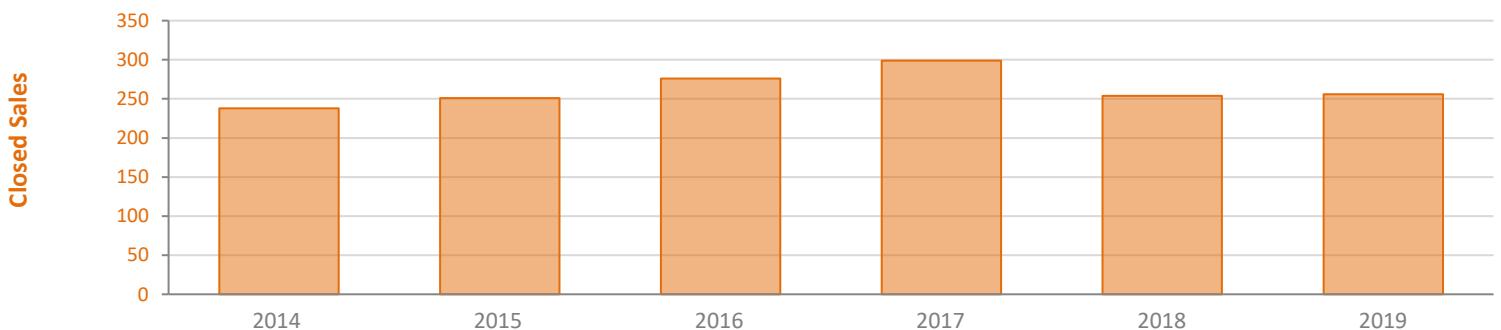
Summary Statistics	2019	2018	Percent Change Year-over-Year
Closed Sales	256	254	0.8%
Paid in Cash	60	76	-21.1%
Median Sale Price	\$169,900	\$150,000	13.3%
Average Sale Price	\$168,854	\$177,091	-4.7%
Dollar Volume	\$43.2 Million	\$45.0 Million	-3.9%
Median Percent of Original List Price Received	97.2%	95.5%	1.8%
Median Time to Contract	50 Days	65 Days	-23.1%
Median Time to Sale	91 Days	94 Days	-3.2%
New Pending Sales	198	197	0.5%
New Listings	375	337	11.3%
Pending Inventory	9	10	-10.0%
Inventory (Active Listings)	99	112	-11.6%
Months Supply of Inventory	4.6	5.3	-13.2%

## Closed Sales

The number of sales transactions which closed during the year

**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.

Year	Closed Sales	Percent Change Year-over-Year
<b>2019</b>	<b>256</b>	<b>0.8%</b>
2018	254	-15.1%
2017	299	8.3%
2016	276	10.0%
2015	251	5.5%
2014	238	19.6%

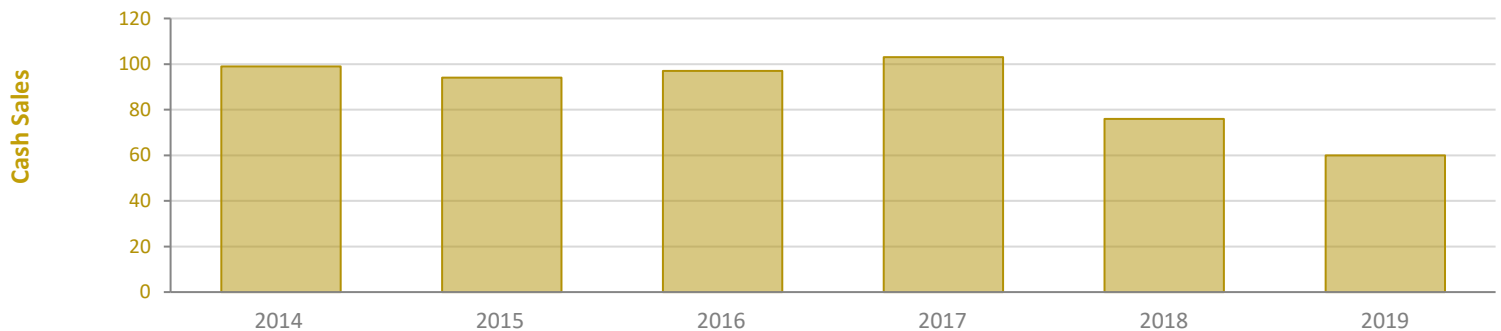


## Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2019	60	-21.1%
2018	76	-26.2%
2017	103	6.2%
2016	97	3.2%
2015	94	-5.1%
2014	99	47.8%

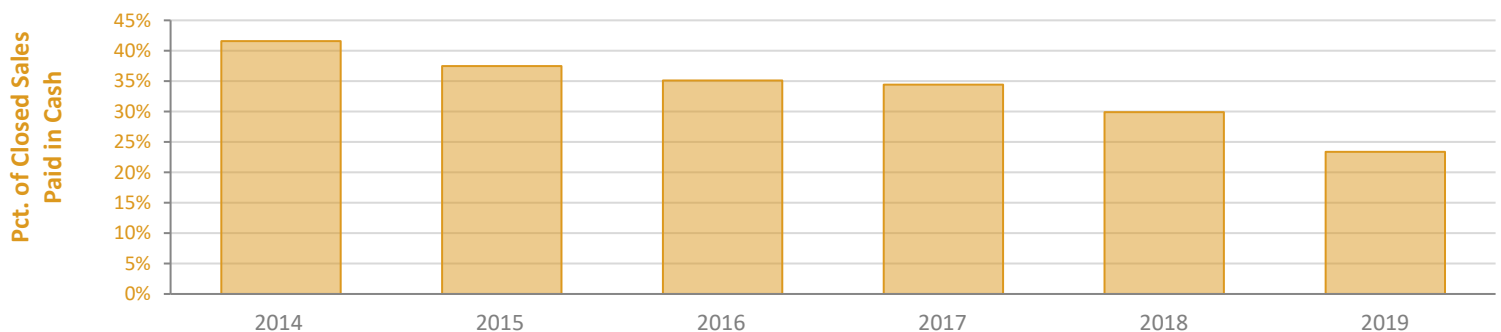


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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 year involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2019	23.4%	-21.7%
2018	29.9%	-13.1%
2017	34.4%	-2.0%
2016	35.1%	-6.4%
2015	37.5%	-9.9%
2014	41.6%	23.4%

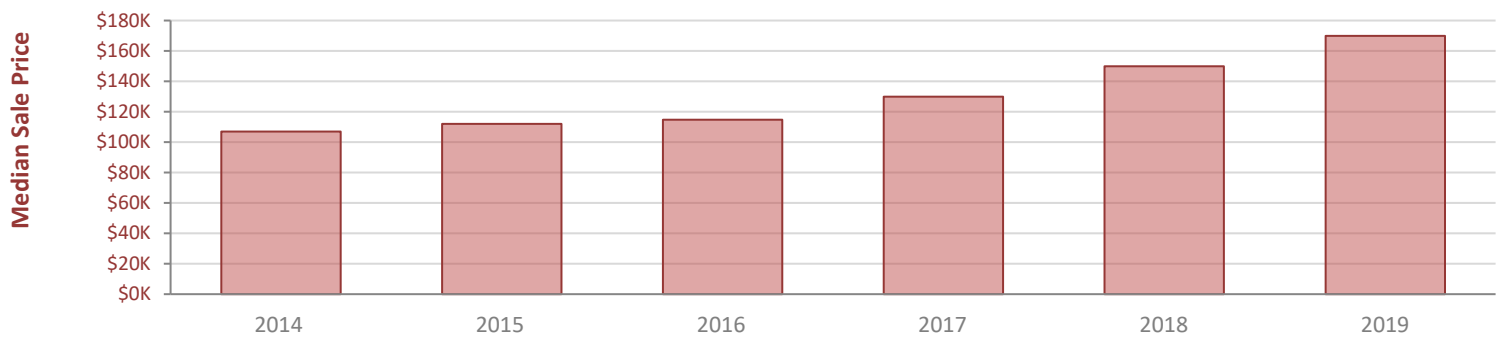


## Median Sale Price

The median sale price reported for the year (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 year, and the mix of the types of homes that sell can change over time.

Year	Median Sale Price	Percent Change Year-over-Year
2019	\$169,900	13.3%
2018	\$150,000	15.4%
2017	\$130,000	13.3%
2016	\$114,750	2.5%
2015	\$112,000	4.7%
2014	\$107,000	1.0%

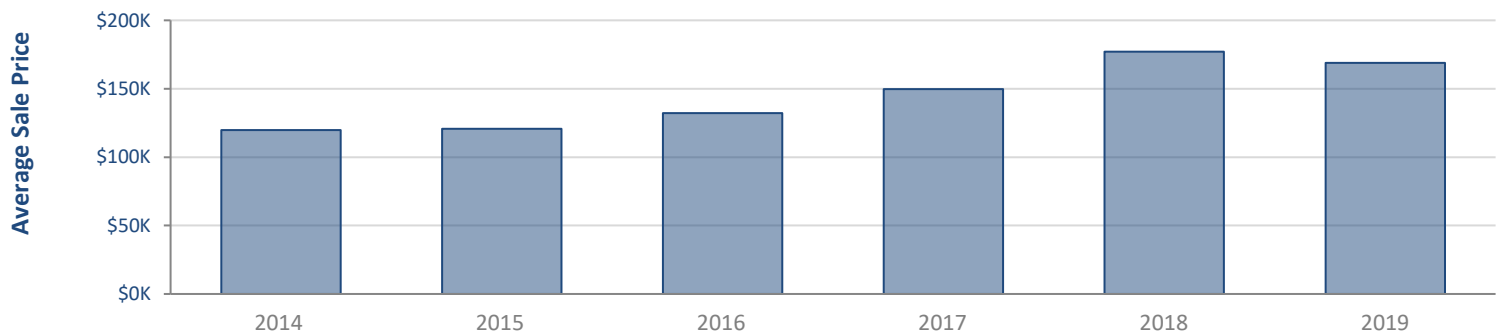


## Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2019	\$168,854	-4.7%
2018	\$177,091	18.3%
2017	\$149,724	13.4%
2016	\$132,081	9.4%
2015	\$120,730	0.7%
2014	\$119,841	1.7%



# Yearly Market Detail - 2019

## Single Family Homes

### Gadsden County

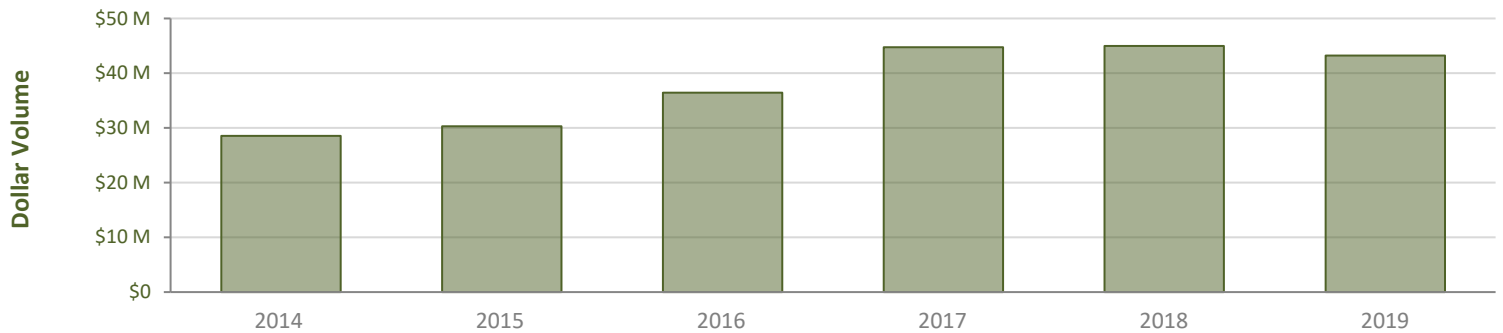


## Dollar Volume

The sum of the sale prices for all sales which closed during the year

**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.

Year	Dollar Volume	Percent Change Year-over-Year
2019	\$43.2 Million	-3.9%
2018	\$45.0 Million	0.5%
2017	\$44.8 Million	22.8%
2016	\$36.5 Million	20.3%
2015	\$30.3 Million	6.2%
2014	\$28.5 Million	21.6%

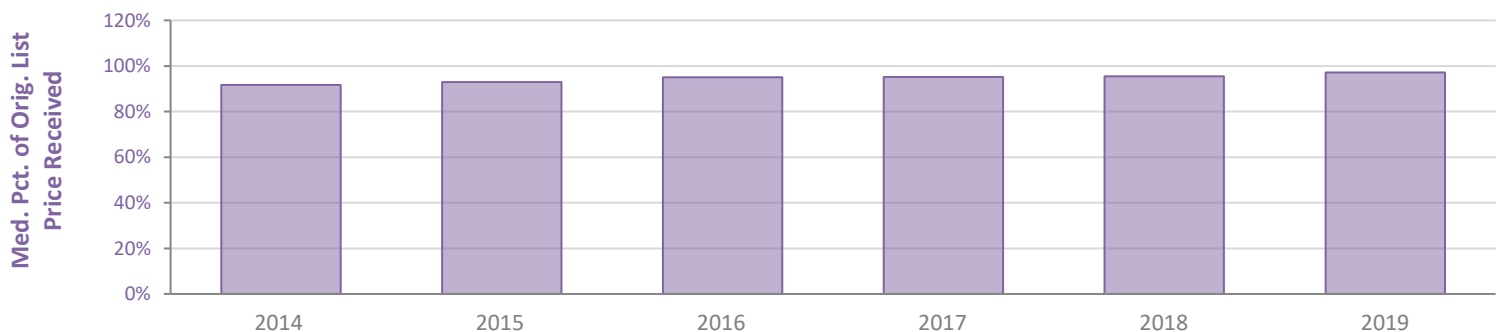


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the year

**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.

Year	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2019	97.2%	1.8%
2018	95.5%	0.3%
2017	95.2%	0.2%
2016	95.0%	2.3%
2015	92.9%	1.4%
2014	91.6%	3.6%

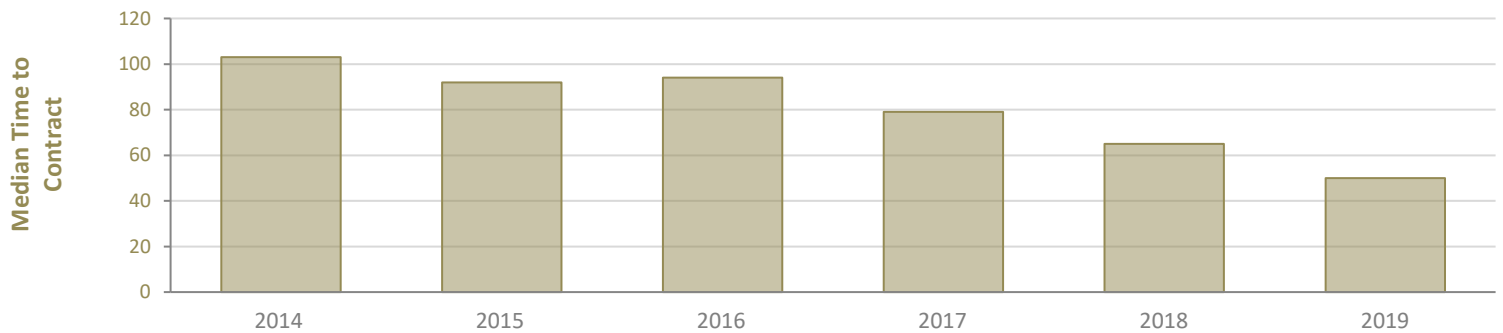


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the year

**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 year. 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.

Year	Median Time to Contract	Percent Change Year-over-Year
2019	50 Days	-23.1%
2018	65 Days	-17.7%
2017	79 Days	-16.0%
2016	94 Days	2.2%
2015	92 Days	-10.7%
2014	103 Days	-11.2%

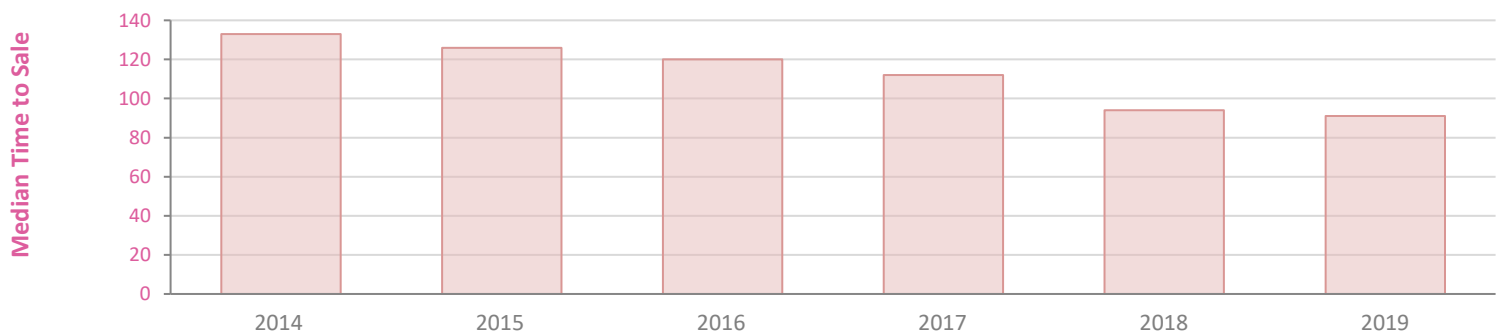


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the year

**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.

Year	Median Time to Sale	Percent Change Year-over-Year
2019	91 Days	-3.2%
2018	94 Days	-16.1%
2017	112 Days	-6.7%
2016	120 Days	-4.8%
2015	126 Days	-5.3%
2014	133 Days	-11.3%

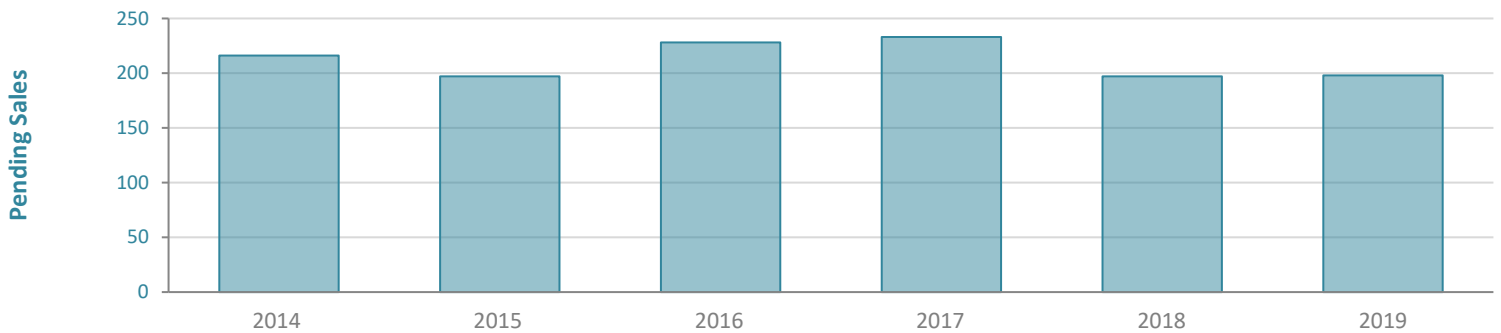


## New Pending Sales

The number of listed properties that went under contract during the year

**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.

Year	New Pending Sales	Percent Change Year-over-Year
2019	198	0.5%
2018	197	-15.5%
2017	233	2.2%
2016	228	15.7%
2015	197	-8.8%
2014	216	40.3%

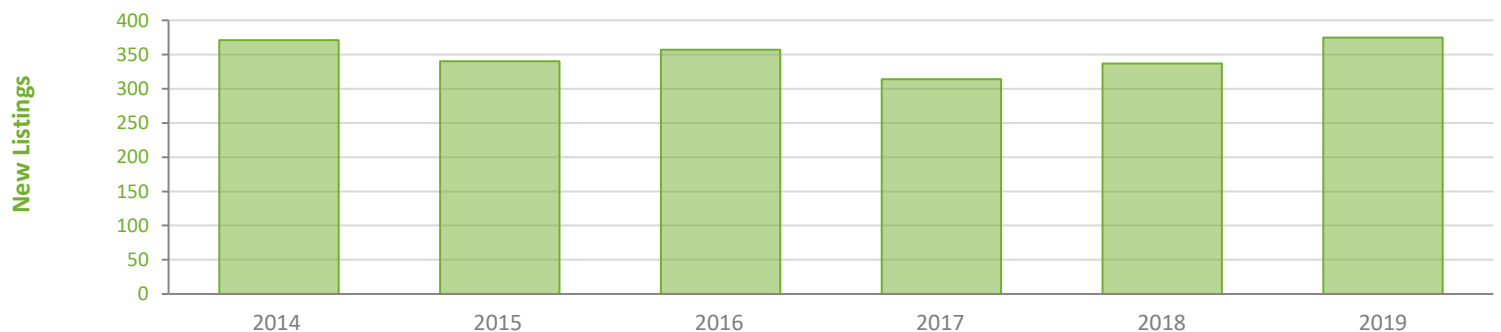


## New Listings

The number of properties put onto the market during the year

**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.

Year	New Listings	Percent Change Year-over-Year
2019	375	11.3%
2018	337	7.3%
2017	314	-12.0%
2016	357	5.0%
2015	340	-8.4%
2014	371	10.7%

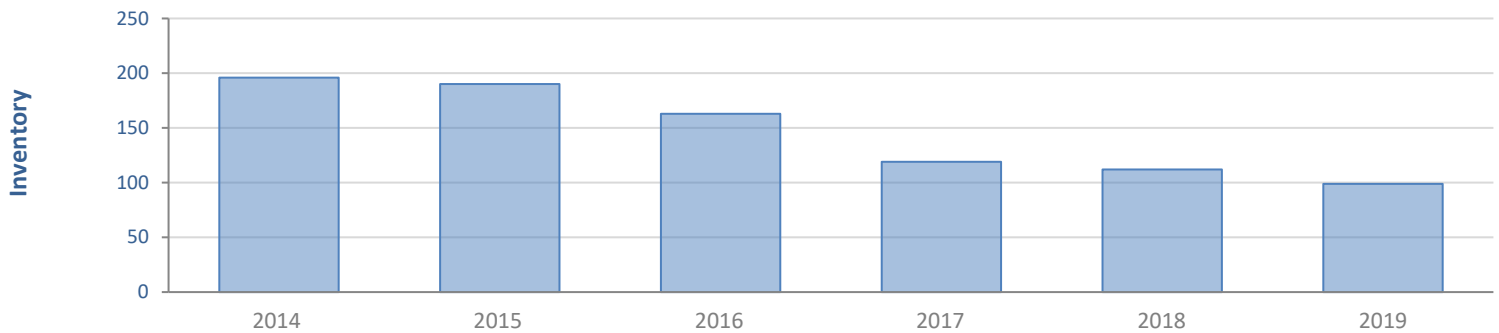


## Inventory (Active Listings)

The number of property listings active at the end of the year

**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 year, since it is the most current. 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.

Year	Inventory	Percent Change Year-over-Year
2019	99	-11.6%
2018	112	-5.9%
2017	119	-27.0%
2016	163	-14.2%
2015	190	-3.1%
2014	196	-18.3%



## Months Supply of Inventory (Year-End)

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.

Year	Months Supply	Percent Change Year-over-Year
2019	4.6	-13.2%
2018	5.3	10.4%
2017	4.8	-32.4%
2016	7.1	-22.0%
2015	9.1	-8.1%
2014	9.9	-31.7%

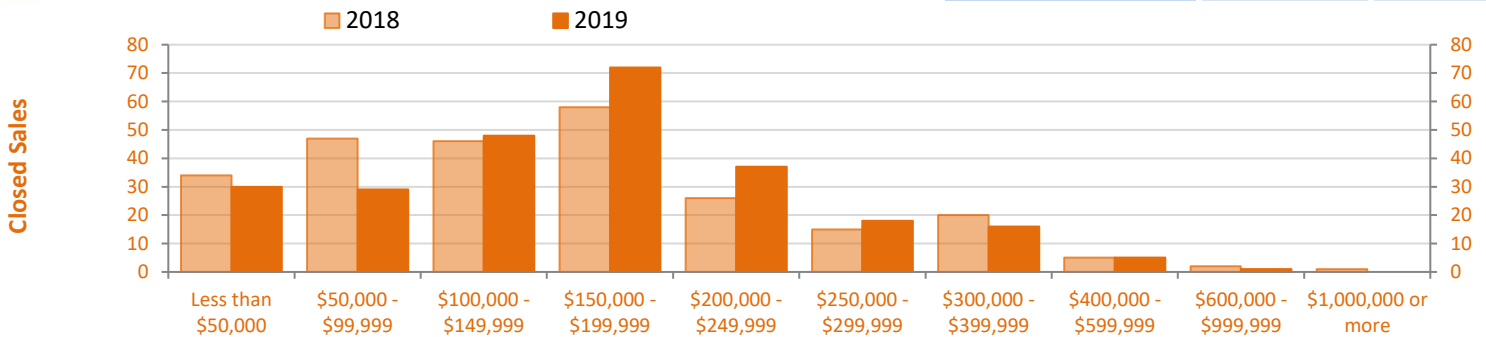


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	30	-11.8%
\$50,000 - \$99,999	29	-38.3%
\$100,000 - \$149,999	48	4.3%
\$150,000 - \$199,999	72	24.1%
\$200,000 - \$249,999	37	42.3%
\$250,000 - \$299,999	18	20.0%
\$300,000 - \$399,999	16	-20.0%
\$400,000 - \$599,999	5	0.0%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	-100.0%

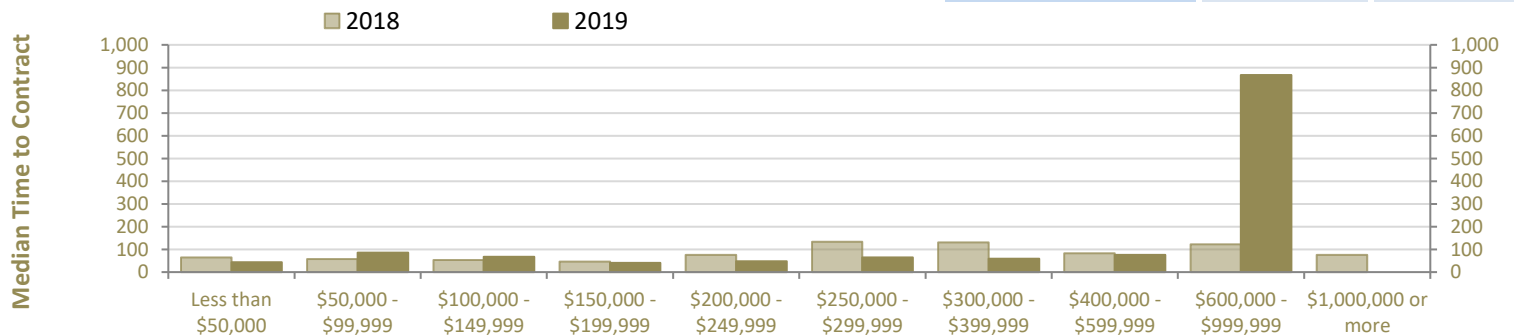


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the year

**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 year. 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	44 Days	-32.3%
\$50,000 - \$99,999	85 Days	49.1%
\$100,000 - \$149,999	68 Days	28.3%
\$150,000 - \$199,999	41 Days	-10.9%
\$200,000 - \$249,999	48 Days	-36.8%
\$250,000 - \$299,999	65 Days	-51.1%
\$300,000 - \$399,999	59 Days	-55.0%
\$400,000 - \$599,999	76 Days	-8.4%
\$600,000 - \$999,999	867 Days	610.7%
\$1,000,000 or more	(No Sales)	N/A



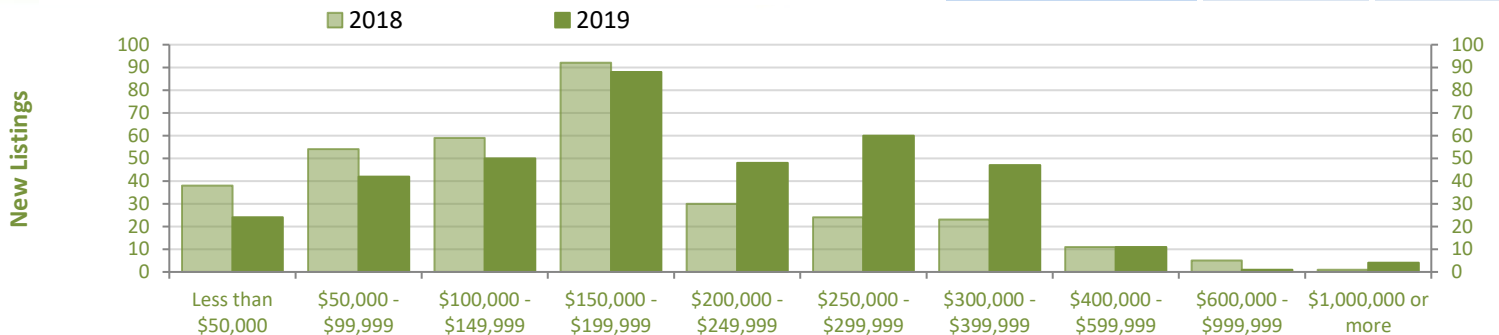


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	24	-36.8%
\$50,000 - \$99,999	42	-22.2%
\$100,000 - \$149,999	50	-15.3%
\$150,000 - \$199,999	88	-4.3%
\$200,000 - \$249,999	48	60.0%
\$250,000 - \$299,999	60	150.0%
\$300,000 - \$399,999	47	104.3%
\$400,000 - \$599,999	11	0.0%
\$600,000 - \$999,999	1	-80.0%
\$1,000,000 or more	4	300.0%

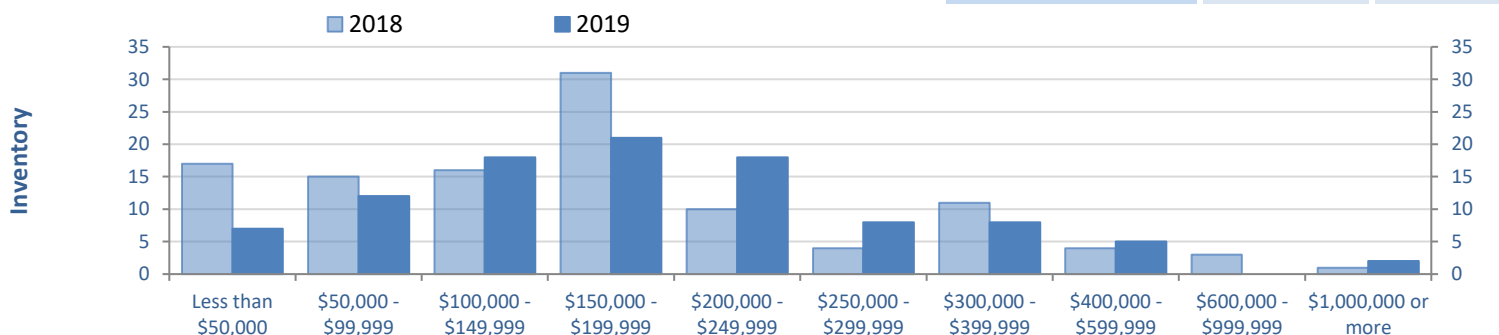


## Inventory by Current Listing Price

The number of property listings active at the end of the year

**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 year, since it is the most current. 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.

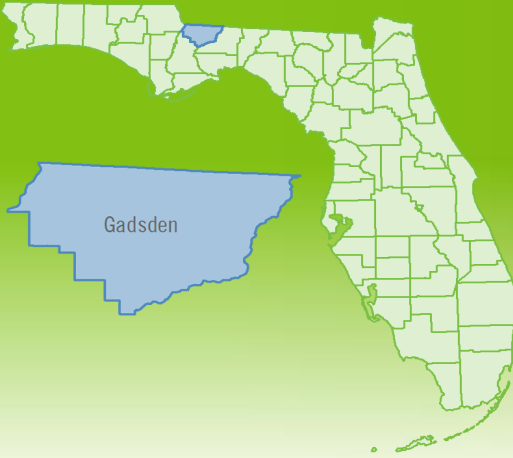
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	7	-58.8%
\$50,000 - \$99,999	12	-20.0%
\$100,000 - \$149,999	18	12.5%
\$150,000 - \$199,999	21	-32.3%
\$200,000 - \$249,999	18	80.0%
\$250,000 - \$299,999	8	100.0%
\$300,000 - \$399,999	8	-27.3%
\$400,000 - \$599,999	5	25.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	2	100.0%



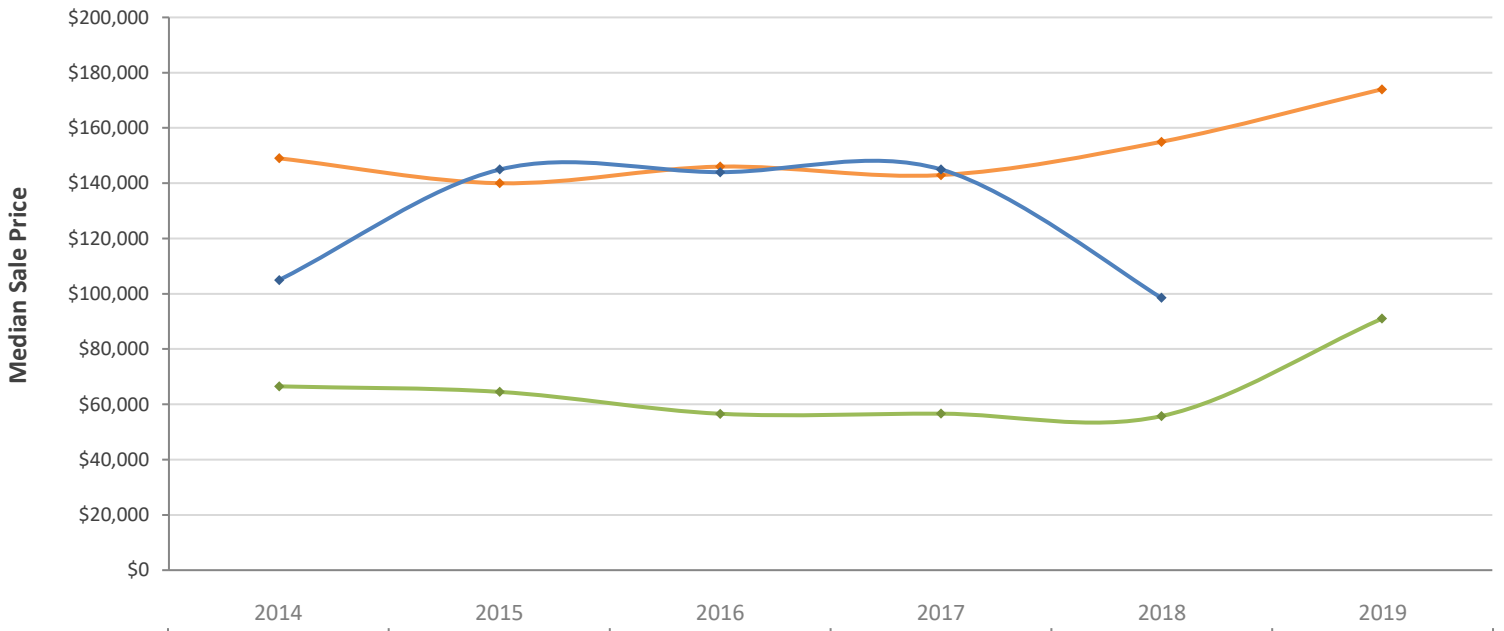
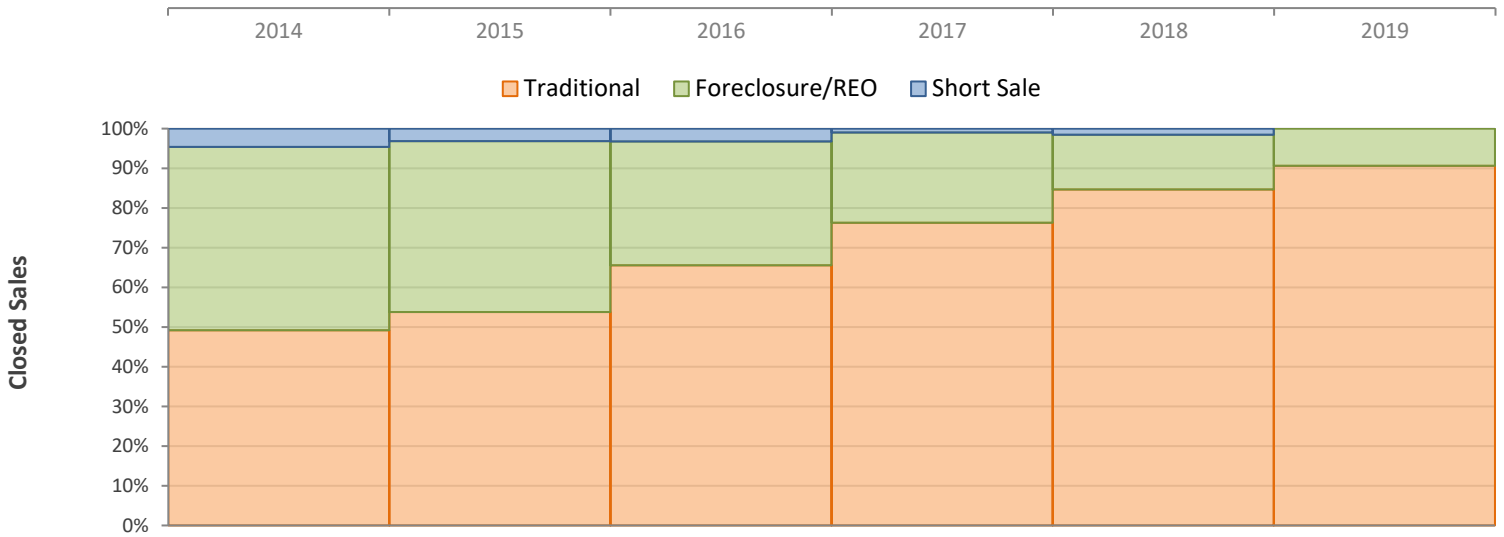
# Yearly Distressed Market - 2019

## Single Family Homes

### Gadsden County



		2019	2018	Percent Change Year-over-Year
Traditional	Closed Sales	232	215	7.9%
	Median Sale Price	\$174,000	\$155,000	12.3%
Foreclosure/REO	Closed Sales	24	35	-31.4%
	Median Sale Price	\$91,000	\$55,750	63.2%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$98,537	N/A



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Wednesday, February 12, 2020. Data revised on Monday, February 17, 2020. Next yearly data release is TBD.