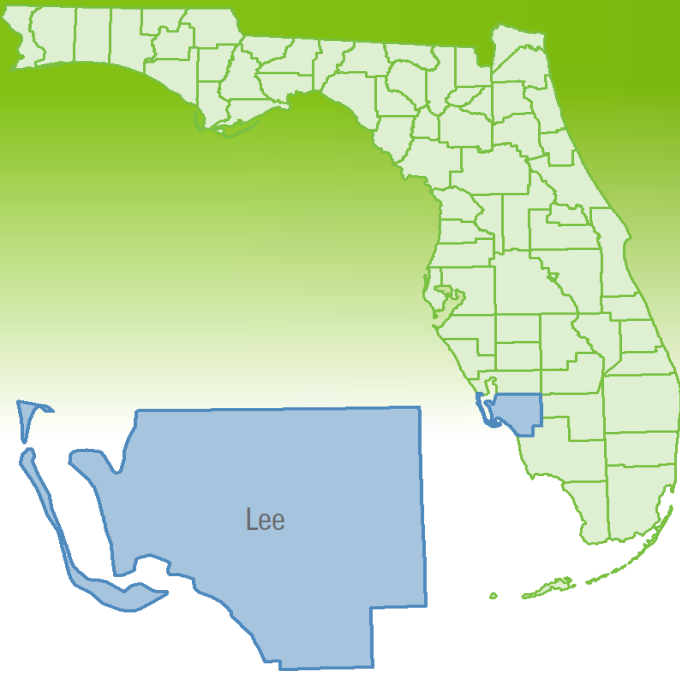


# Monthly Market Detail - September 2018

## Single Family Homes

### Lee County



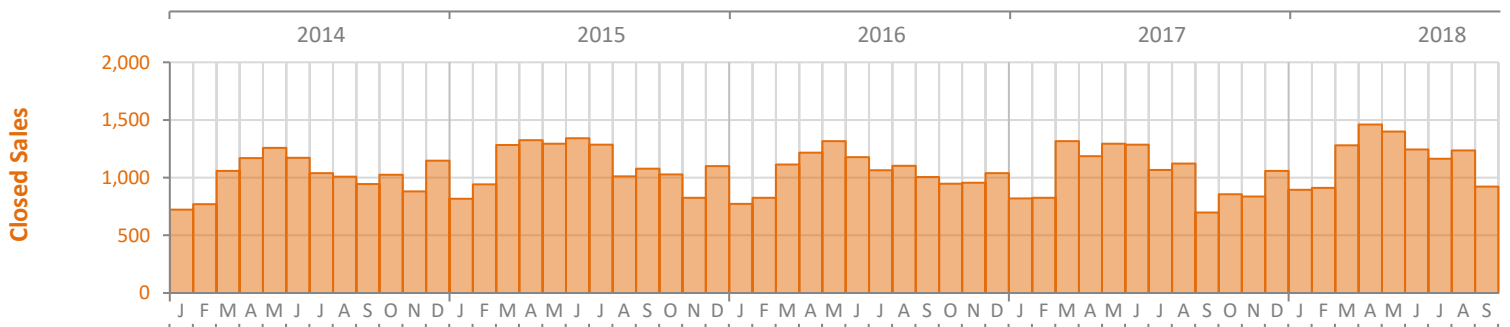
Summary Statistics	September 2018	September 2017	Percent Change Year-over-Year
Closed Sales	922	699	31.9%
Paid in Cash	257	219	17.4%
Median Sale Price	\$245,000	\$255,000	-3.9%
Average Sale Price	\$313,102	\$324,378	-3.5%
Dollar Volume	\$288.7 Million	\$226.7 Million	27.3%
Median Percent of Original List Price Received	96.0%	95.6%	0.4%
Median Time to Contract	51 Days	71 Days	-28.2%
Median Time to Sale	95 Days	114 Days	-16.7%
New Pending Sales	968	595	62.7%
New Listings	1,276	715	78.5%
Pending Inventory	1,414	1,363	3.7%
Inventory (Active Listings)	5,448	4,616	18.0%
Months Supply of Inventory	4.9	4.4	11.4%

## 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
<b>Year-to-Date</b>	<b>10,517</b>	<b>9.4%</b>
<b>September 2018</b>	<b>922</b>	<b>31.9%</b>
August 2018	1,237	10.3%
July 2018	1,165	9.1%
June 2018	1,244	-3.2%
May 2018	1,400	8.3%
April 2018	1,461	23.2%
March 2018	1,281	-2.7%
February 2018	912	10.7%
January 2018	895	9.3%
December 2017	1,059	1.9%
November 2017	837	-12.4%
October 2017	857	-9.5%
September 2017	699	-30.4%

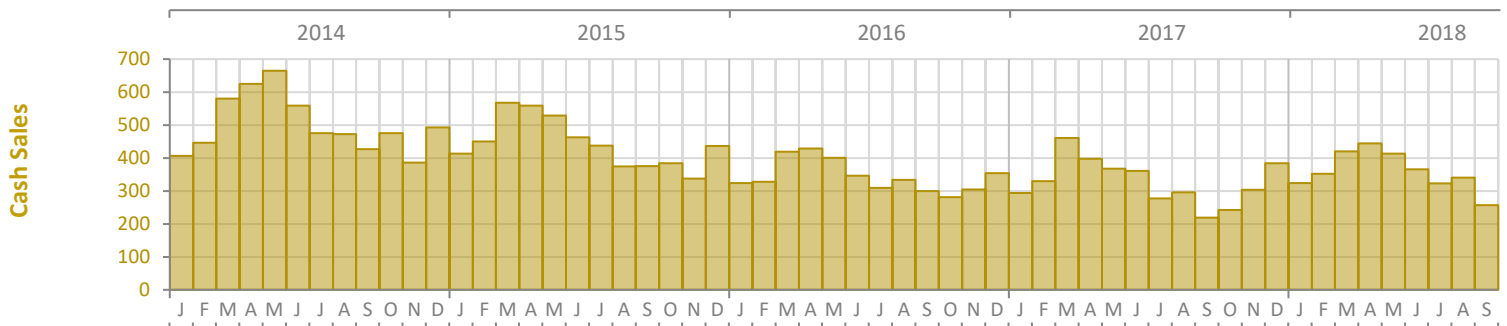


## Cash Sales

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
<b>Year-to-Date</b>	<b>3,239</b>	<b>7.8%</b>
<b>September 2018</b>	<b>257</b>	<b>17.4%</b>
August 2018	340	14.9%
July 2018	323	16.6%
June 2018	366	1.4%
May 2018	413	12.2%
April 2018	444	11.6%
March 2018	420	-8.9%
February 2018	352	6.7%
January 2018	324	10.2%
December 2017	384	8.5%
November 2017	303	-0.3%
October 2017	242	-13.9%
September 2017	219	-27.0%

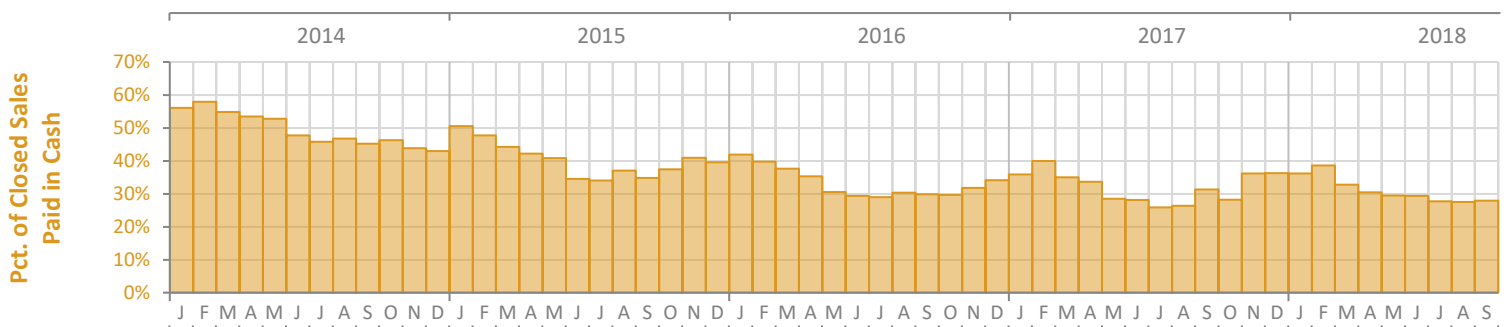


## Cash Sales as a Percentage of Closed Sales

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
<b>Year-to-Date</b>	<b>30.8%</b>	<b>-1.6%</b>
<b>September 2018</b>	<b>27.9%</b>	<b>-10.9%</b>
August 2018	27.5%	4.2%
July 2018	27.7%	6.9%
June 2018	29.4%	4.6%
May 2018	29.5%	3.5%
April 2018	30.4%	-9.5%
March 2018	32.8%	-6.3%
February 2018	38.6%	-3.5%
January 2018	36.2%	0.8%
December 2017	36.3%	6.5%
November 2017	36.2%	13.8%
October 2017	28.2%	-5.1%
September 2017	31.3%	4.7%

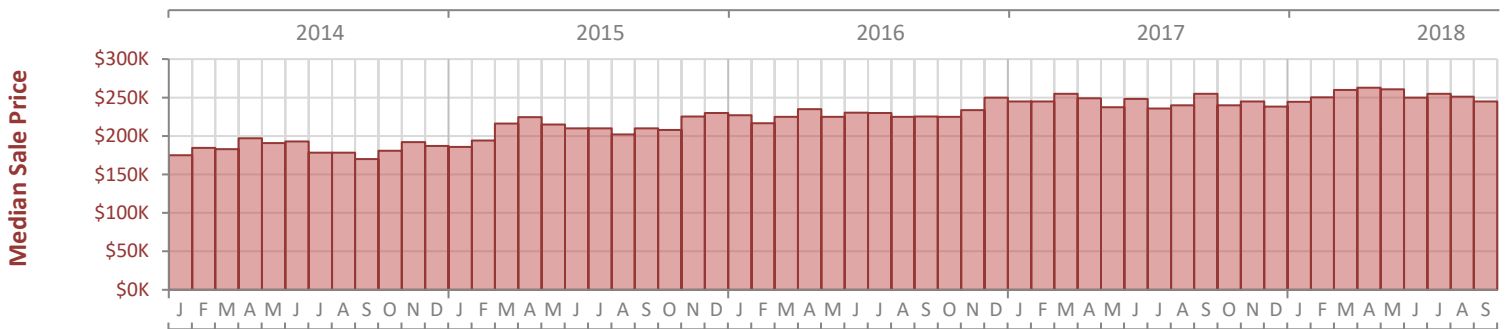


## Median Sale Price

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
<b>Year-to-Date</b>	<b>\$252,578</b>	<b>3.1%</b>
<b>September 2018</b>	<b>\$245,000</b>	<b>-3.9%</b>
August 2018	\$251,000	4.6%
July 2018	\$255,000	8.2%
June 2018	\$250,000	0.7%
May 2018	\$260,700	9.8%
April 2018	\$263,000	5.6%
March 2018	\$260,000	2.0%
February 2018	\$250,223	2.1%
January 2018	\$244,500	-0.2%
December 2017	\$238,350	-4.6%
November 2017	\$245,000	4.9%
October 2017	\$240,000	6.7%
September 2017	\$255,000	13.3%

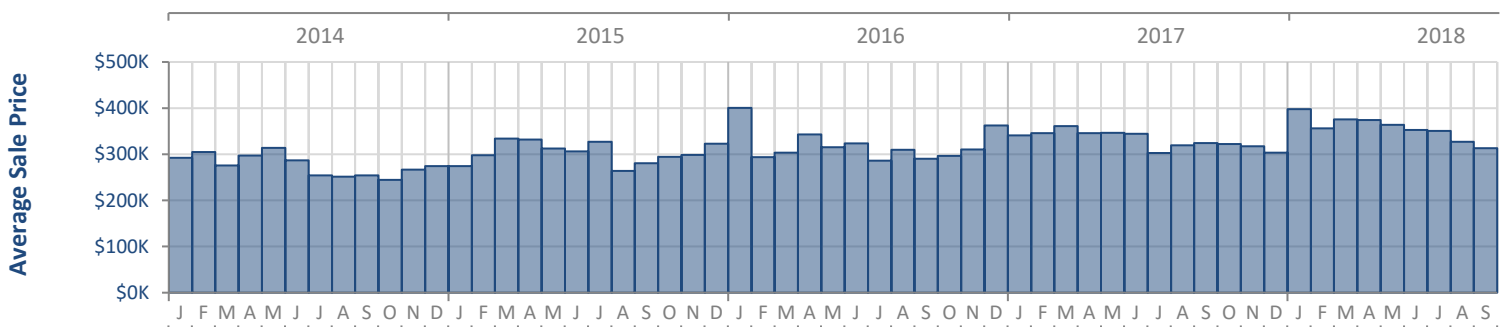


## Average Sale Price

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
<b>Year-to-Date</b>	<b>\$357,449</b>	<b>5.8%</b>
<b>September 2018</b>	<b>\$313,102</b>	<b>-3.5%</b>
August 2018	\$326,730	2.3%
July 2018	\$350,566	15.8%
June 2018	\$352,890	2.4%
May 2018	\$363,829	5.0%
April 2018	\$374,261	8.3%
March 2018	\$375,895	4.1%
February 2018	\$356,482	3.2%
January 2018	\$398,050	16.9%
December 2017	\$303,107	-16.3%
November 2017	\$317,109	2.2%
October 2017	\$322,173	8.6%
September 2017	\$324,378	11.7%

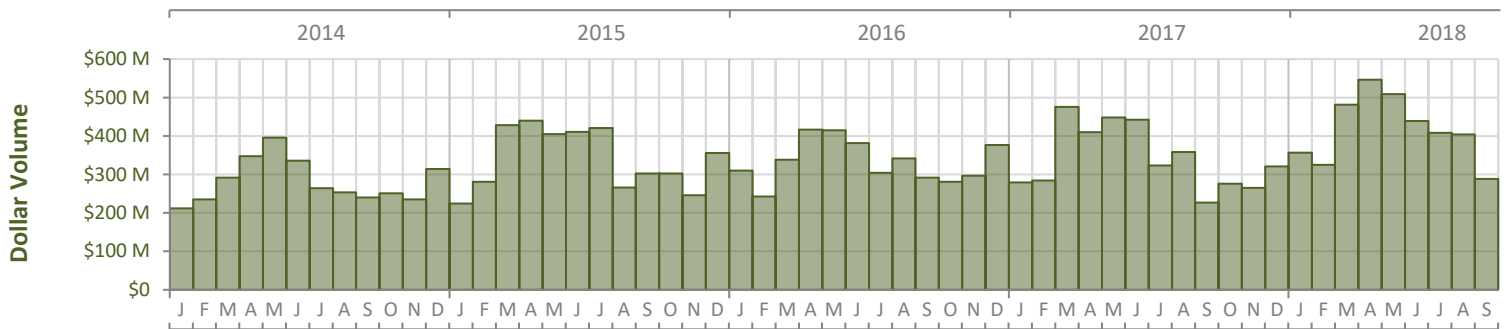


## Dollar Volume

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
<b>Year-to-Date</b>	<b>\$3.8 Billion</b>	<b>15.7%</b>
<b>September 2018</b>	<b>\$288.7 Million</b>	<b>27.3%</b>
August 2018	\$404.2 Million	12.9%
July 2018	\$408.4 Million	26.3%
June 2018	\$439.0 Million	-0.8%
May 2018	\$509.4 Million	13.7%
April 2018	\$546.8 Million	33.4%
March 2018	\$481.5 Million	1.3%
February 2018	\$325.1 Million	14.2%
January 2018	\$356.3 Million	27.7%
December 2017	\$321.0 Million	-14.7%
November 2017	\$265.4 Million	-10.5%
October 2017	\$276.1 Million	-1.8%
September 2017	\$226.7 Million	-22.3%

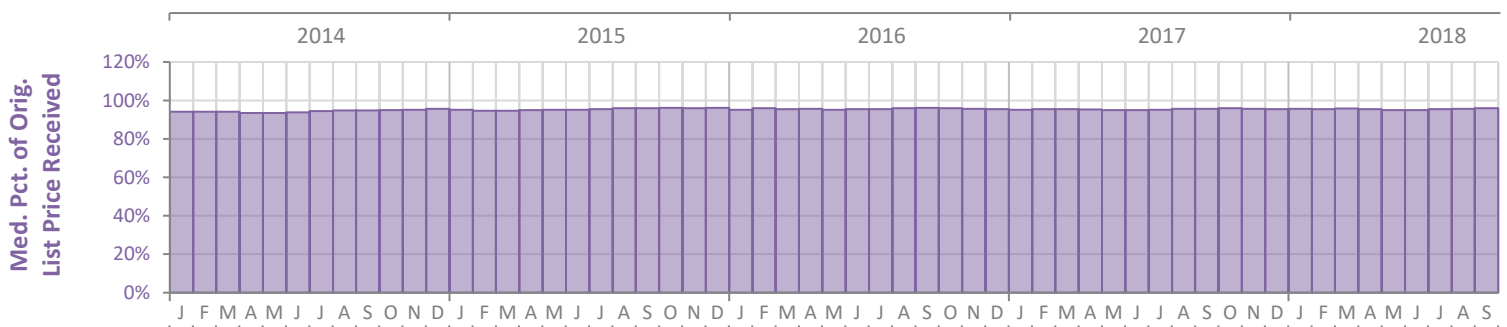


## Median Percent of Original List Price Received

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
<b>Year-to-Date</b>	<b>95.5%</b>	<b>0.2%</b>
<b>September 2018</b>	<b>96.0%</b>	<b>0.4%</b>
August 2018	95.7%	0.0%
July 2018	95.4%	0.3%
June 2018	95.0%	0.1%
May 2018	94.9%	-0.1%
April 2018	95.4%	0.1%
March 2018	95.8%	0.3%
February 2018	95.5%	0.0%
January 2018	95.7%	0.5%
December 2017	95.5%	0.0%
November 2017	95.7%	0.0%
October 2017	96.0%	0.0%
September 2017	95.6%	-0.5%

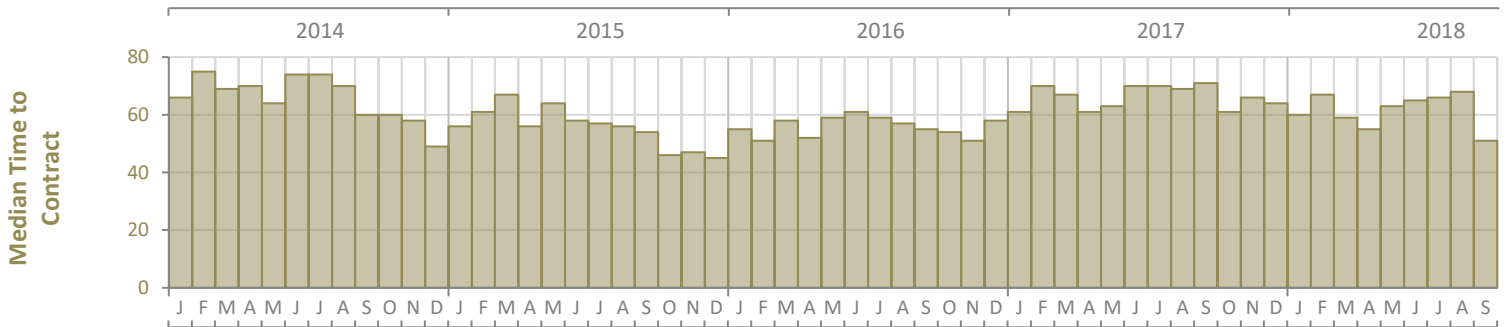


## Median Time to Contract

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
<b>Year-to-Date</b>	<b>62 Days</b>	<b>-7.5%</b>
<b>September 2018</b>	<b>51 Days</b>	<b>-28.2%</b>
August 2018	68 Days	-1.4%
July 2018	66 Days	-5.7%
June 2018	65 Days	-7.1%
May 2018	63 Days	0.0%
April 2018	55 Days	-9.8%
March 2018	59 Days	-11.9%
February 2018	67 Days	-4.3%
January 2018	60 Days	-1.6%
December 2017	64 Days	10.3%
November 2017	66 Days	29.4%
October 2017	61 Days	13.0%
September 2017	71 Days	29.1%

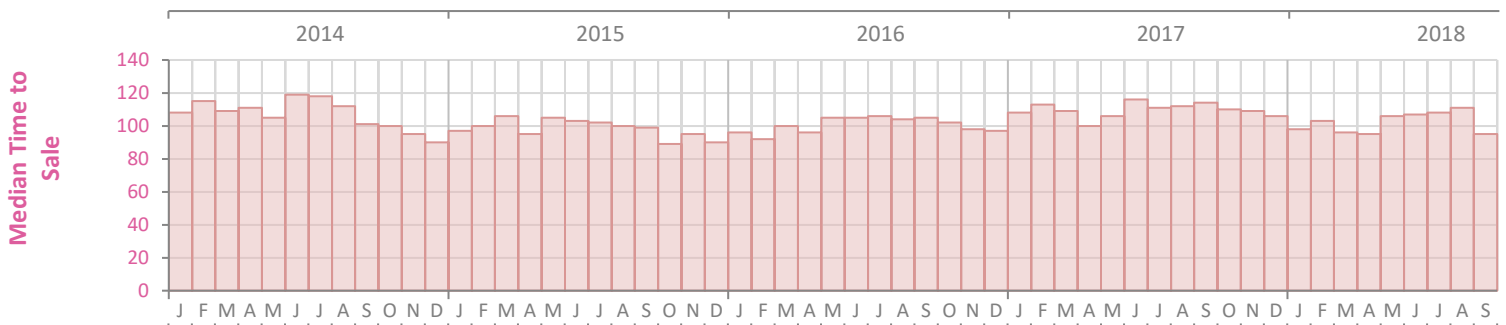


## Median Time to Sale

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
<b>Year-to-Date</b>	<b>103 Days</b>	<b>-5.5%</b>
<b>September 2018</b>	<b>95 Days</b>	<b>-16.7%</b>
August 2018	111 Days	-0.9%
July 2018	108 Days	-2.7%
June 2018	107 Days	-7.8%
May 2018	106 Days	0.0%
April 2018	95 Days	-5.0%
March 2018	96 Days	-11.9%
February 2018	103 Days	-8.8%
January 2018	98 Days	-9.3%
December 2017	106 Days	9.3%
November 2017	109 Days	11.2%
October 2017	110 Days	7.8%
September 2017	114 Days	8.6%

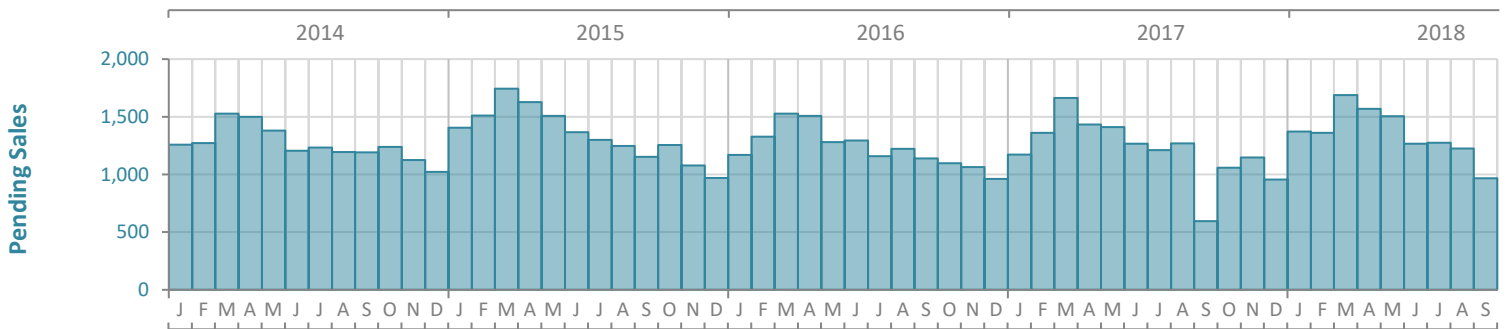


## New Pending Sales

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
<b>Year-to-Date</b>	<b>12,229</b>	<b>7.5%</b>
<b>September 2018</b>	<b>968</b>	<b>62.7%</b>
August 2018	1,226	-3.4%
July 2018	1,275	5.3%
June 2018	1,267	0.0%
May 2018	1,504	6.7%
April 2018	1,570	9.6%
March 2018	1,688	1.4%
February 2018	1,360	0.0%
January 2018	1,371	16.9%
December 2017	957	-0.3%
November 2017	1,148	8.0%
October 2017	1,059	-3.5%
September 2017	595	-47.8%

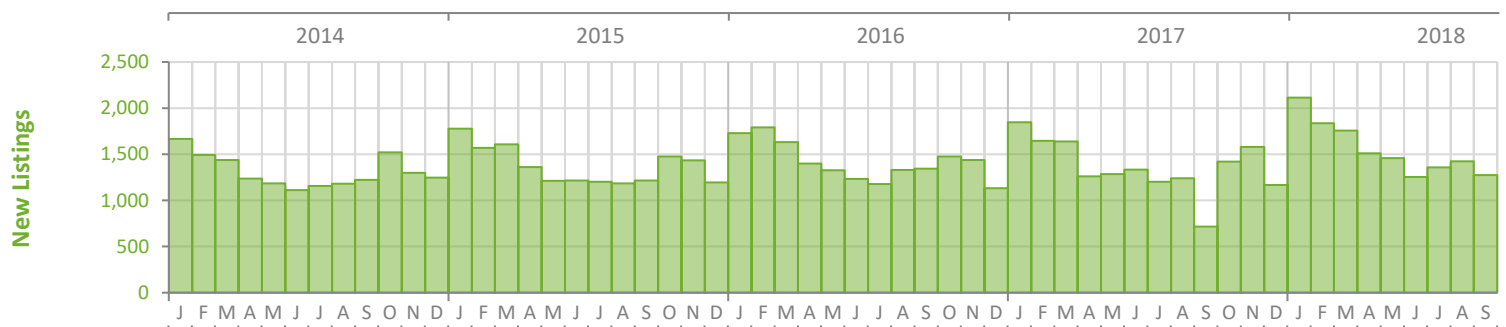


## New Listings

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
<b>Year-to-Date</b>	<b>13,987</b>	<b>15.0%</b>
<b>September 2018</b>	<b>1,276</b>	<b>78.5%</b>
August 2018	1,423	14.8%
July 2018	1,357	12.8%
June 2018	1,254	-5.9%
May 2018	1,459	13.5%
April 2018	1,511	19.9%
March 2018	1,758	7.2%
February 2018	1,835	11.6%
January 2018	2,114	14.6%
December 2017	1,167	3.0%
November 2017	1,578	9.8%
October 2017	1,419	-3.7%
September 2017	715	-46.8%

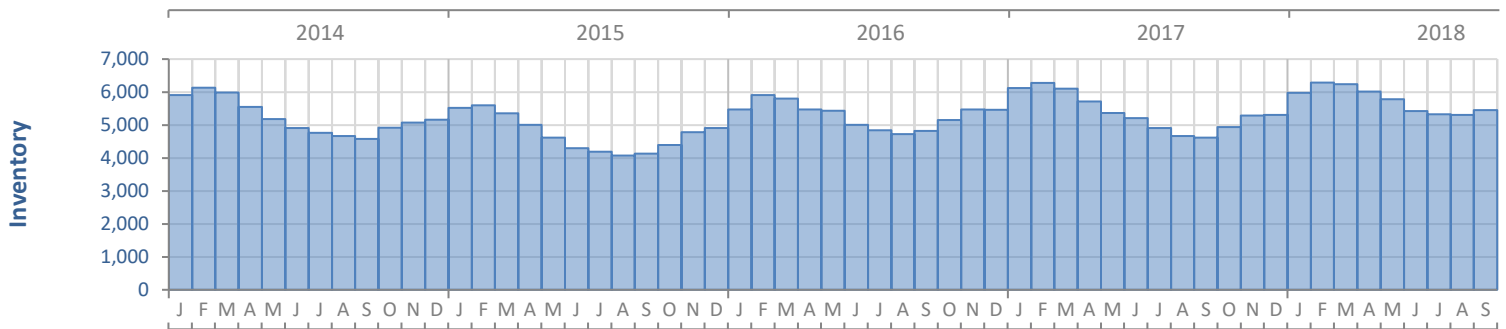


## Inventory (Active Listings)

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
<b>YTD (Monthly Avg)</b>	<b>5,756</b>	<b>5.8%</b>
<b>September 2018</b>	<b>5,448</b>	<b>18.0%</b>
August 2018	5,307	13.7%
July 2018	5,325	8.6%
June 2018	5,422	4.0%
May 2018	5,787	7.8%
April 2018	6,017	5.2%
March 2018	6,238	2.3%
February 2018	6,286	0.1%
January 2018	5,974	-2.4%
December 2017	5,305	-2.9%
November 2017	5,288	-3.4%
October 2017	4,940	-4.2%
September 2017	4,616	-4.3%

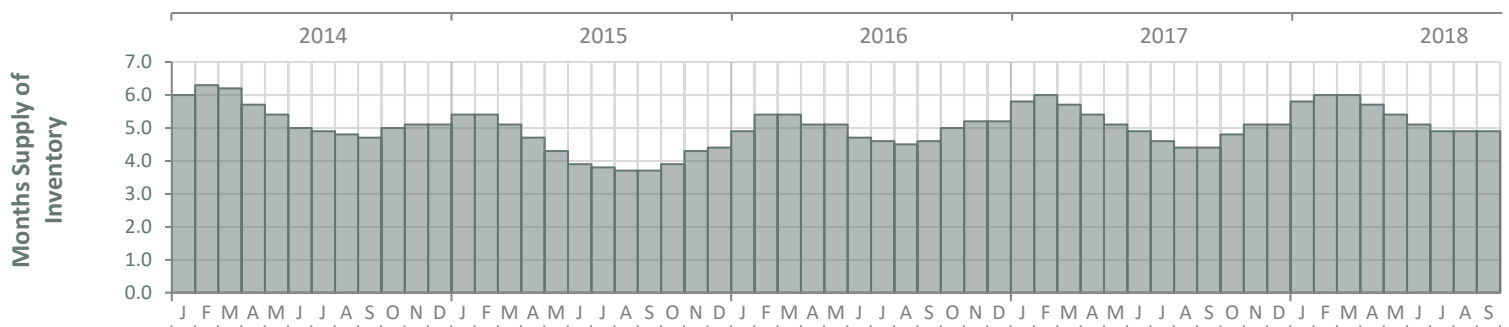


## Months Supply of Inventory

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
<b>YTD (Monthly Avg)</b>	<b>5.4</b>	<b>5.9%</b>
<b>September 2018</b>	<b>4.9</b>	<b>11.4%</b>
August 2018	4.9	11.4%
July 2018	4.9	6.5%
June 2018	5.1	4.1%
May 2018	5.4	5.9%
April 2018	5.7	5.6%
March 2018	6.0	5.3%
February 2018	6.0	0.0%
January 2018	5.8	0.0%
December 2017	5.1	-1.9%
November 2017	5.1	-1.9%
October 2017	4.8	-4.0%
September 2017	4.4	-4.3%

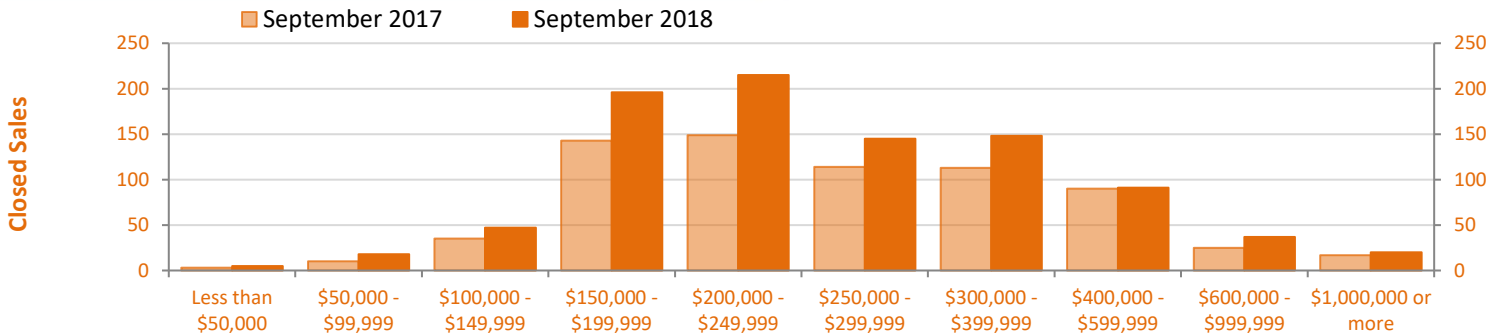


## Closed Sales by Sale Price

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	5	66.7%
\$50,000 - \$99,999	18	80.0%
\$100,000 - \$149,999	47	34.3%
\$150,000 - \$199,999	196	37.1%
\$200,000 - \$249,999	215	44.3%
\$250,000 - \$299,999	145	27.2%
\$300,000 - \$399,999	148	31.0%
\$400,000 - \$599,999	91	1.1%
\$600,000 - \$999,999	37	48.0%
\$1,000,000 or more	20	17.6%

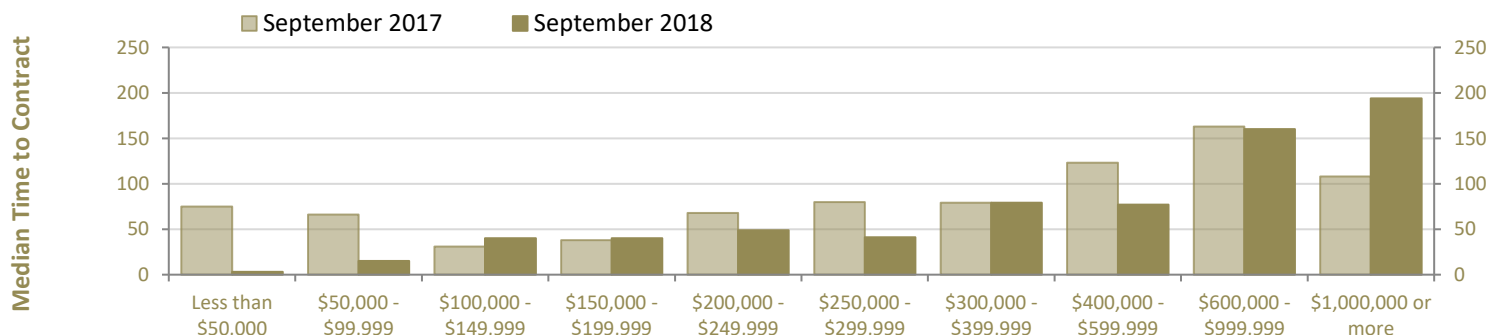


## Median Time to Contract by Sale Price

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	3 Days	-96.0%
\$50,000 - \$99,999	15 Days	-77.3%
\$100,000 - \$149,999	40 Days	29.0%
\$150,000 - \$199,999	40 Days	5.3%
\$200,000 - \$249,999	49 Days	-27.9%
\$250,000 - \$299,999	41 Days	-48.8%
\$300,000 - \$399,999	79 Days	0.0%
\$400,000 - \$599,999	77 Days	-37.4%
\$600,000 - \$999,999	160 Days	-1.8%
\$1,000,000 or more	194 Days	79.6%





## 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	300.0%
\$50,000 - \$99,999	11	0.0%
\$100,000 - \$149,999	61	74.3%
\$150,000 - \$199,999	222	62.0%
\$200,000 - \$249,999	266	67.3%
\$250,000 - \$299,999	156	54.5%
\$300,000 - \$399,999	235	94.2%
\$400,000 - \$599,999	187	114.9%
\$600,000 - \$999,999	81	88.4%
\$1,000,000 or more	53	165.0%

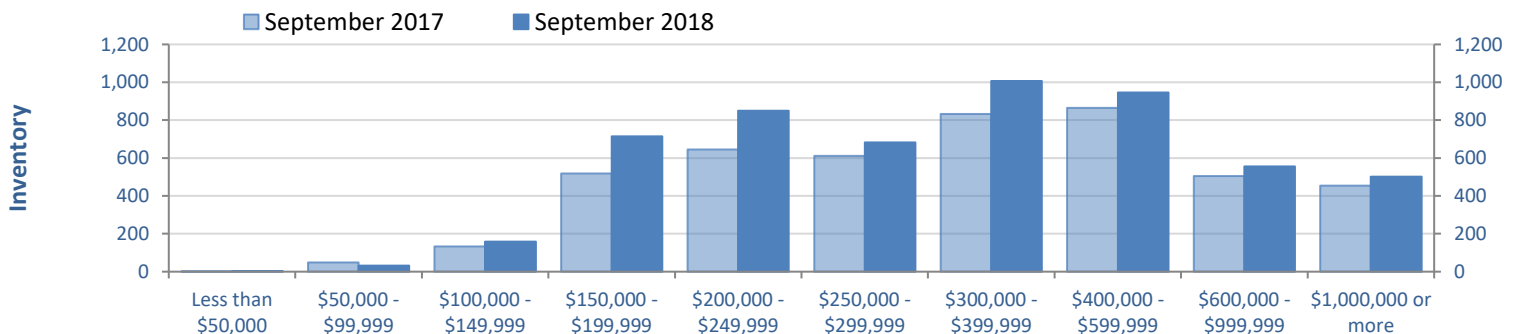


## Inventory by Current Listing Price

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	3	50.0%
\$50,000 - \$99,999	32	-33.3%
\$100,000 - \$149,999	159	19.5%
\$150,000 - \$199,999	715	37.8%
\$200,000 - \$249,999	849	31.4%
\$250,000 - \$299,999	682	11.4%
\$300,000 - \$399,999	1,006	20.9%
\$400,000 - \$599,999	946	9.4%
\$600,000 - \$999,999	555	9.9%
\$1,000,000 or more	501	10.4%



# Monthly Distressed Market - September 2018

## Single Family Homes

### Lee County



		September 2018	September 2017	Percent Change Year-over-Year
Traditional	Closed Sales	885	684	29.4%
	Median Sale Price	\$245,000	\$255,500	-4.1%
Foreclosure/REO	Closed Sales	33	13	153.8%
	Median Sale Price	\$213,000	\$198,849	7.1%
Short Sale	Closed Sales	4	2	100.0%
	Median Sale Price	\$270,000	\$239,450	12.8%

