

# Monthly Market Detail - April 2020

## Townhouses and Condos

### Walton County



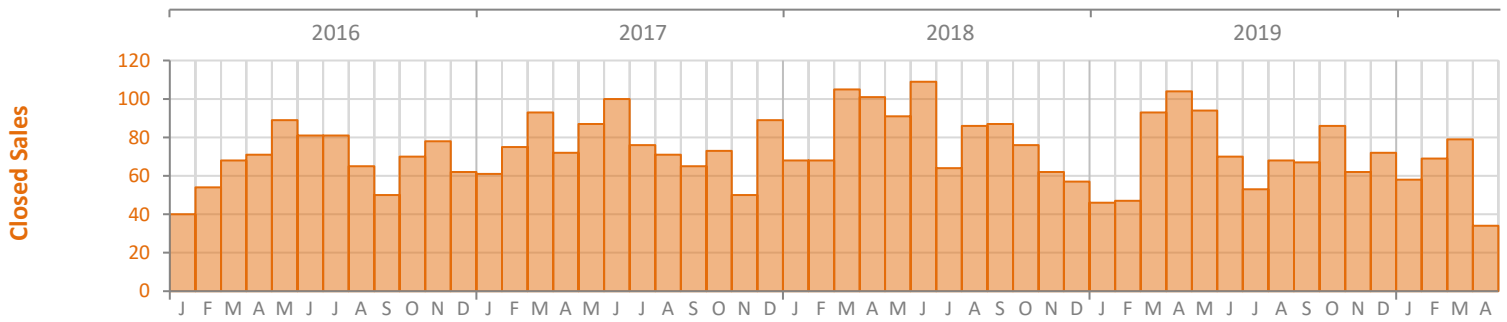
Summary Statistics	April 2020	April 2019	Percent Change Year-over-Year
Closed Sales	34	104	-67.3%
Paid in Cash	11	47	-76.6%
Median Sale Price	\$360,750	\$332,500	8.5%
Average Sale Price	\$453,356	\$495,526	-8.5%
Dollar Volume	\$15.4 Million	\$51.5 Million	-70.1%
Median Percent of Original List Price Received	97.3%	94.0%	3.5%
Median Time to Contract	27 Days	59 Days	-54.2%
Median Time to Sale	72 Days	89 Days	-19.1%
New Pending Sales	35	103	-66.0%
New Listings	61	113	-46.0%
Pending Inventory	62	109	-43.1%
Inventory (Active Listings)	521	516	1.0%
Months Supply of Inventory	7.7	6.7	14.9%

## 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	240	-17.2%
<b>April 2020</b>	<b>34</b>	<b>-67.3%</b>
March 2020	79	-15.1%
February 2020	69	46.8%
January 2020	58	26.1%
December 2019	72	26.3%
November 2019	62	0.0%
October 2019	86	13.2%
September 2019	67	-23.0%
August 2019	68	-20.9%
July 2019	53	-17.2%
June 2019	70	-35.8%
May 2019	94	3.3%
April 2019	104	3.0%



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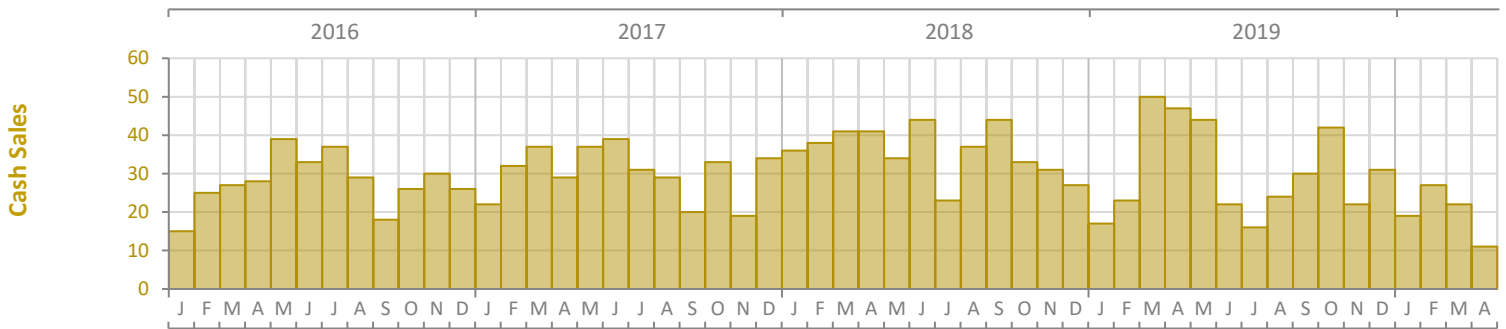


## Cash Sales

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	79	-42.3%
<b>April 2020</b>	<b>11</b>	<b>-76.6%</b>
March 2020	22	-56.0%
February 2020	27	17.4%
January 2020	19	11.8%
December 2019	31	14.8%
November 2019	22	-29.0%
October 2019	42	27.3%
September 2019	30	-31.8%
August 2019	24	-35.1%
July 2019	16	-30.4%
June 2019	22	-50.0%
May 2019	44	29.4%
April 2019	47	14.6%

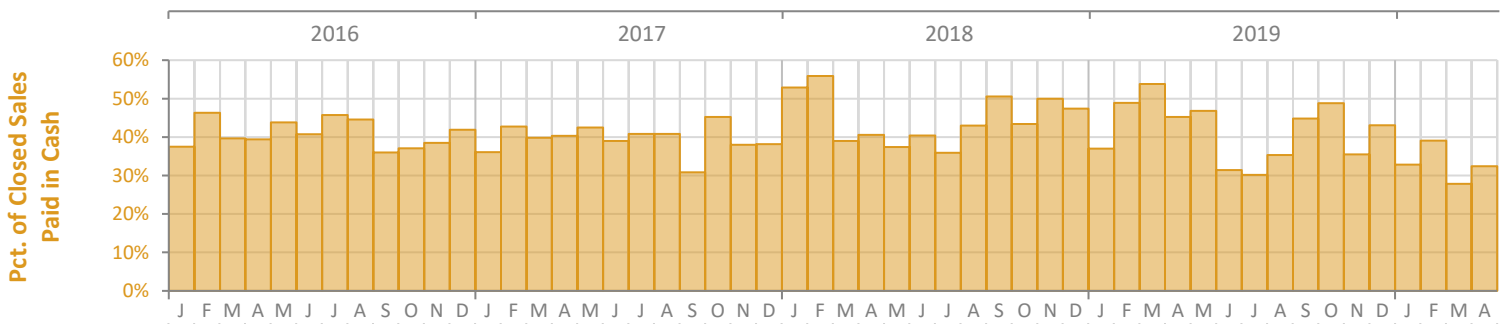


## Cash Sales as a Percentage of Closed Sales

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	32.9%	-30.3%
<b>April 2020</b>	<b>32.4%</b>	<b>-28.3%</b>
March 2020	27.8%	-48.3%
February 2020	39.1%	-20.0%
January 2020	32.8%	-11.4%
December 2019	43.1%	-9.1%
November 2019	35.5%	-29.0%
October 2019	48.8%	12.4%
September 2019	44.8%	-11.5%
August 2019	35.3%	-17.9%
July 2019	30.2%	-15.9%
June 2019	31.4%	-22.3%
May 2019	46.8%	25.1%
April 2019	45.2%	11.3%



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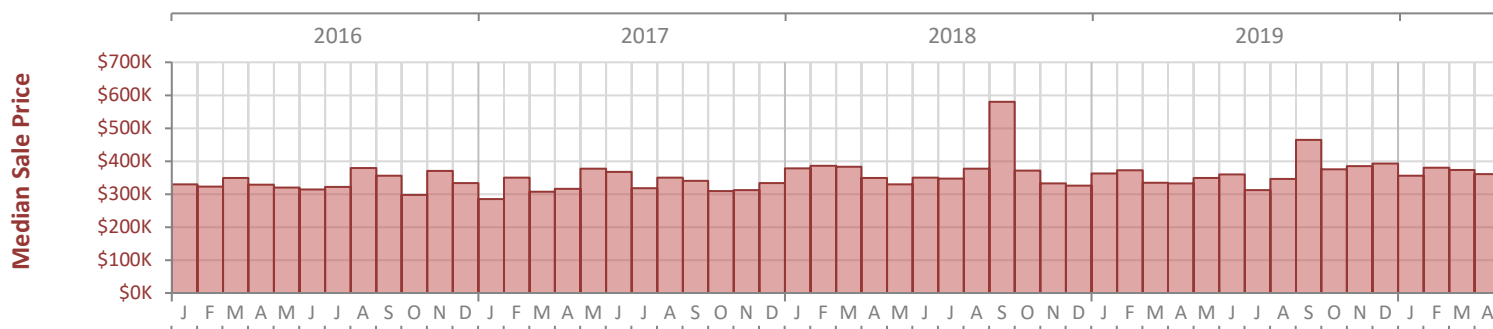


## Median Sale Price

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	\$365,000	5.8%
<b>April 2020</b>	<b>\$360,750</b>	<b>8.5%</b>
March 2020	\$373,000	11.3%
February 2020	\$380,000	2.2%
January 2020	\$356,250	-1.9%
December 2019	\$392,500	20.6%
November 2019	\$384,950	15.9%
October 2019	\$375,000	1.1%
September 2019	\$465,000	-19.8%
August 2019	\$345,700	-8.4%
July 2019	\$312,000	-10.1%
June 2019	\$360,000	2.9%
May 2019	\$349,000	5.8%
April 2019	\$332,500	-4.7%

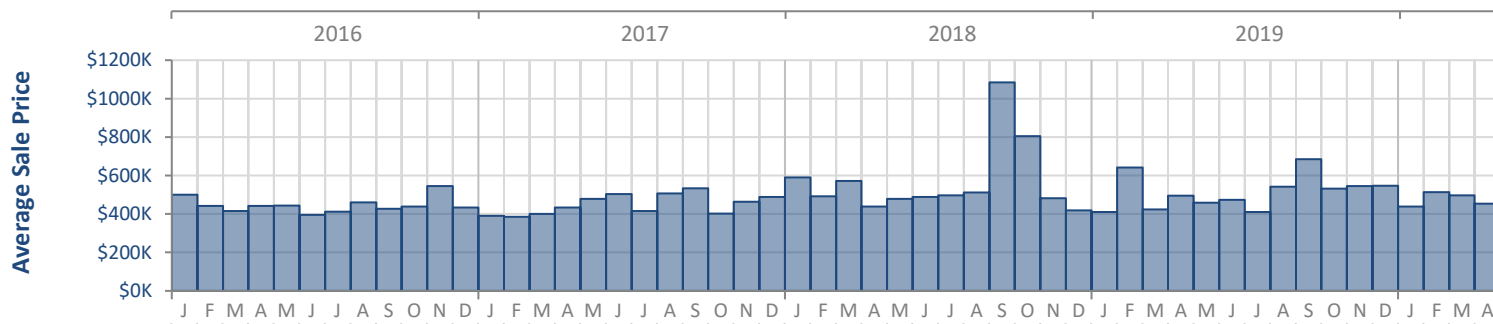


## Average Sale Price

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	\$481,845	-0.1%
<b>April 2020</b>	<b>\$453,356</b>	<b>-8.5%</b>
March 2020	\$497,146	17.5%
February 2020	\$514,112	-19.8%
January 2020	\$439,318	7.0%
December 2019	\$547,325	30.6%
November 2019	\$545,900	13.4%
October 2019	\$531,703	-34.0%
September 2019	\$685,209	-36.8%
August 2019	\$541,101	5.8%
July 2019	\$410,270	-17.4%
June 2019	\$473,549	-3.0%
May 2019	\$458,680	-4.3%
April 2019	\$495,526	13.1%



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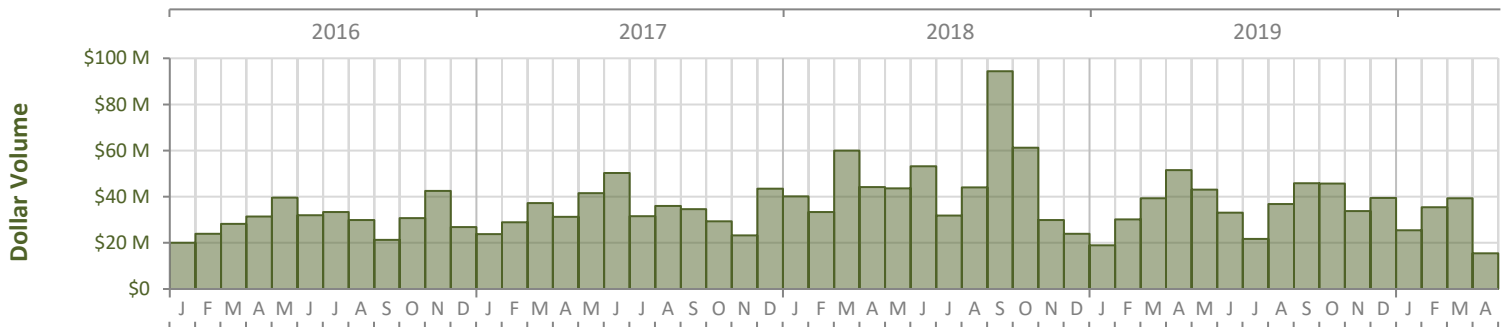


## Dollar Volume

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	\$115.6 Million	-17.3%
<b>April 2020</b>	<b>\$15.4 Million</b>	<b>-70.1%</b>
March 2020	\$39.3 Million	-0.2%
February 2020	\$35.5 Million	17.7%
January 2020	\$25.5 Million	34.9%
December 2019	\$39.4 Million	65.0%
November 2019	\$33.8 Million	13.4%
October 2019	\$45.7 Million	-25.3%
September 2019	\$45.9 Million	-51.3%
August 2019	\$36.8 Million	-16.4%
July 2019	\$21.7 Million	-31.6%
June 2019	\$33.1 Million	-37.7%
May 2019	\$43.1 Million	-1.2%
April 2019	\$51.5 Million	16.5%

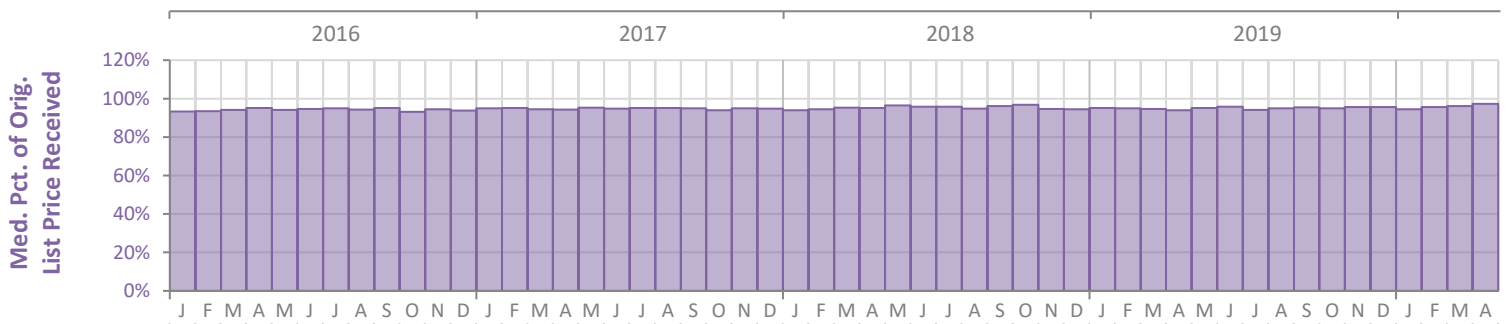


## Median Percent of Original List Price Received

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	95.7%	1.1%
<b>April 2020</b>	<b>97.3%</b>	<b>3.5%</b>
March 2020	96.1%	1.5%
February 2020	95.7%	0.7%
January 2020	94.5%	-0.7%
December 2019	95.6%	1.2%
November 2019	95.6%	1.1%
October 2019	94.9%	-2.0%
September 2019	95.5%	-0.7%
August 2019	94.9%	0.1%
July 2019	94.2%	-1.7%
June 2019	95.8%	0.0%
May 2019	95.1%	-1.3%
April 2019	94.0%	-1.3%



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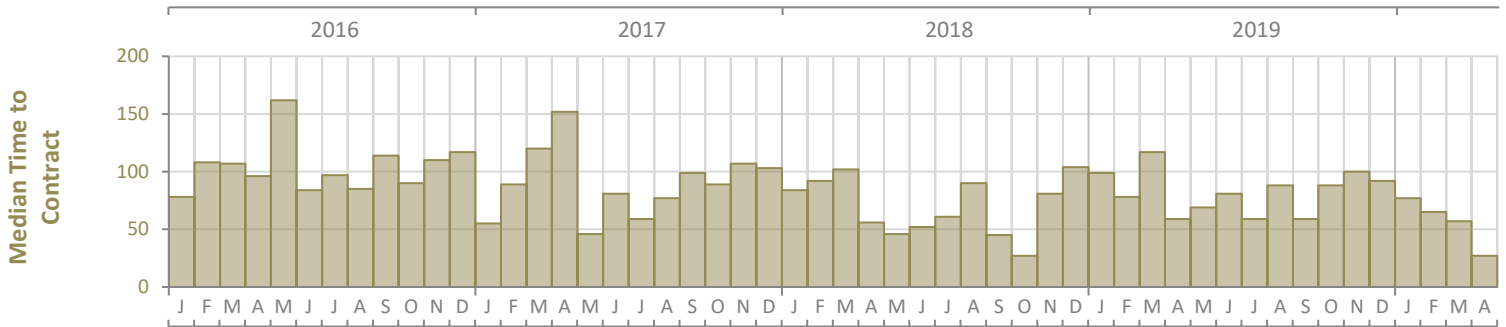


## Median Time to Contract

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	57 Days	-26.9%
<b>April 2020</b>	<b>27 Days</b>	<b>-54.2%</b>
March 2020	57 Days	-51.3%
February 2020	65 Days	-16.7%
January 2020	77 Days	-22.2%
December 2019	92 Days	-11.5%
November 2019	100 Days	23.5%
October 2019	88 Days	225.9%
September 2019	59 Days	31.1%
August 2019	88 Days	-2.2%
July 2019	59 Days	-3.3%
June 2019	81 Days	55.8%
May 2019	69 Days	50.0%
April 2019	59 Days	5.4%

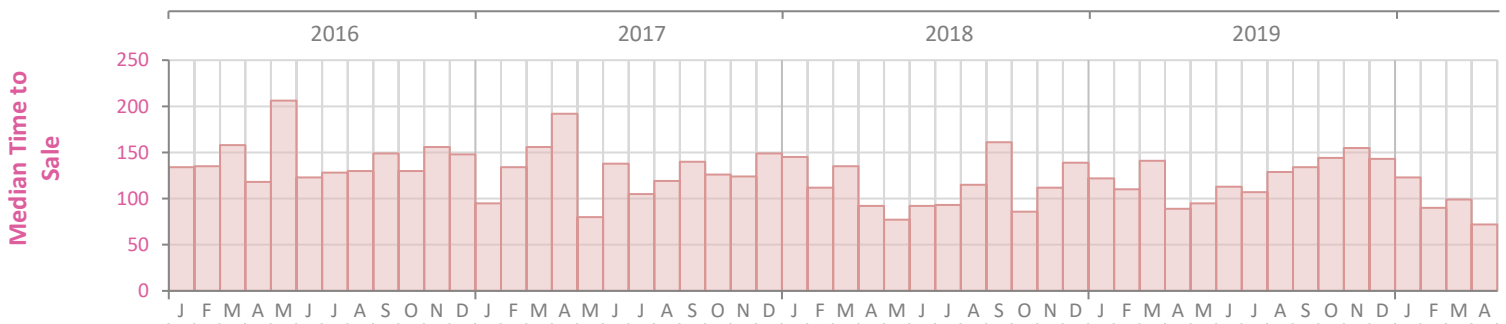


## Median Time to Sale

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	95 Days	-12.0%
<b>April 2020</b>	<b>72 Days</b>	<b>-19.1%</b>
March 2020	99 Days	-29.8%
February 2020	90 Days	-18.2%
January 2020	123 Days	0.8%
December 2019	143 Days	2.9%
November 2019	155 Days	38.4%
October 2019	144 Days	67.4%
September 2019	134 Days	-16.8%
August 2019	129 Days	12.2%
July 2019	107 Days	15.1%
June 2019	113 Days	22.8%
May 2019	95 Days	23.4%
April 2019	89 Days	-3.3%



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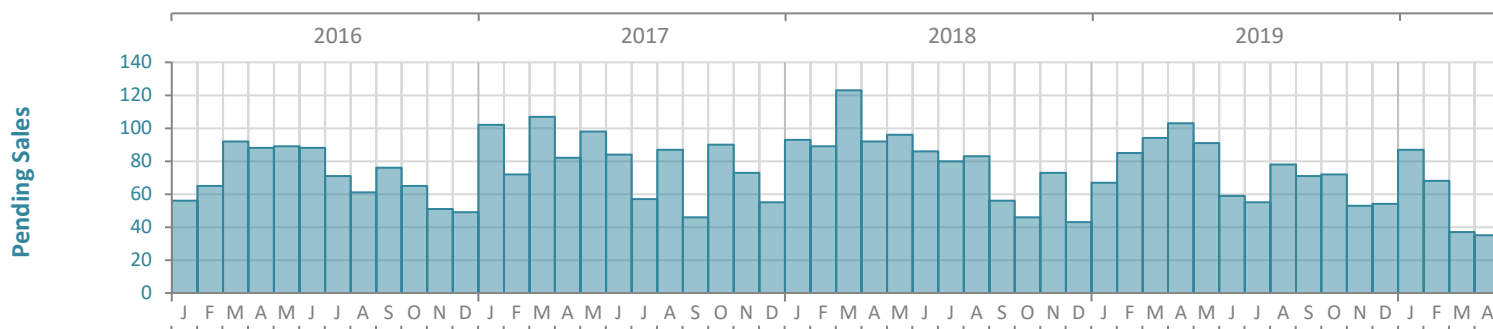


## New Pending Sales

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	227	-35.0%
<b>April 2020</b>	<b>35</b>	<b>-66.0%</b>
March 2020	37	-60.6%
February 2020	68	-20.0%
January 2020	87	29.9%
December 2019	54	25.6%
November 2019	53	-27.4%
October 2019	72	56.5%
September 2019	71	26.8%
August 2019	78	-6.0%
July 2019	55	-31.3%
June 2019	59	-31.4%
May 2019	91	-5.2%
April 2019	103	12.0%

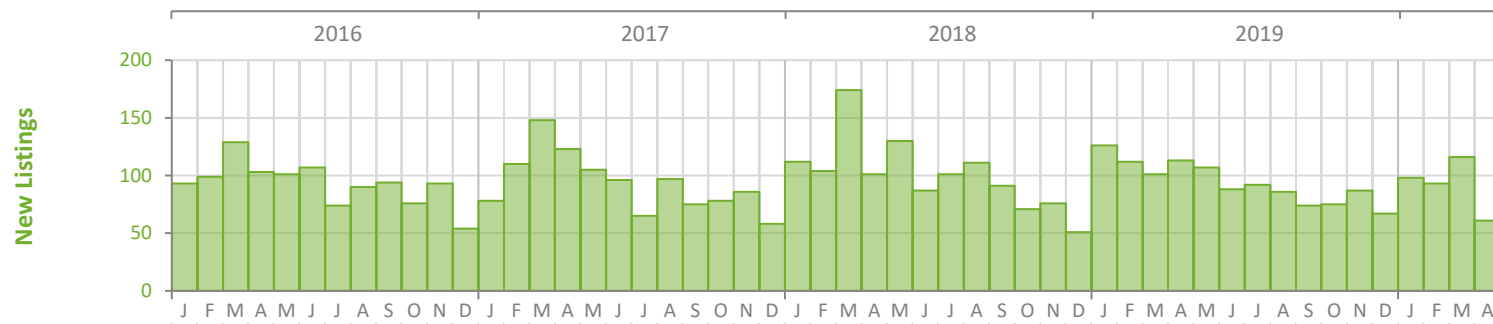


## New Listings

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	368	-18.6%
<b>April 2020</b>	<b>61</b>	<b>-46.0%</b>
March 2020	116	14.9%
February 2020	93	-17.0%
January 2020	98	-22.2%
December 2019	67	31.4%
November 2019	87	14.5%
October 2019	75	5.6%
September 2019	74	-18.7%
August 2019	86	-22.5%
July 2019	92	-8.9%
June 2019	88	1.1%
May 2019	107	-17.7%
April 2019	113	11.9%





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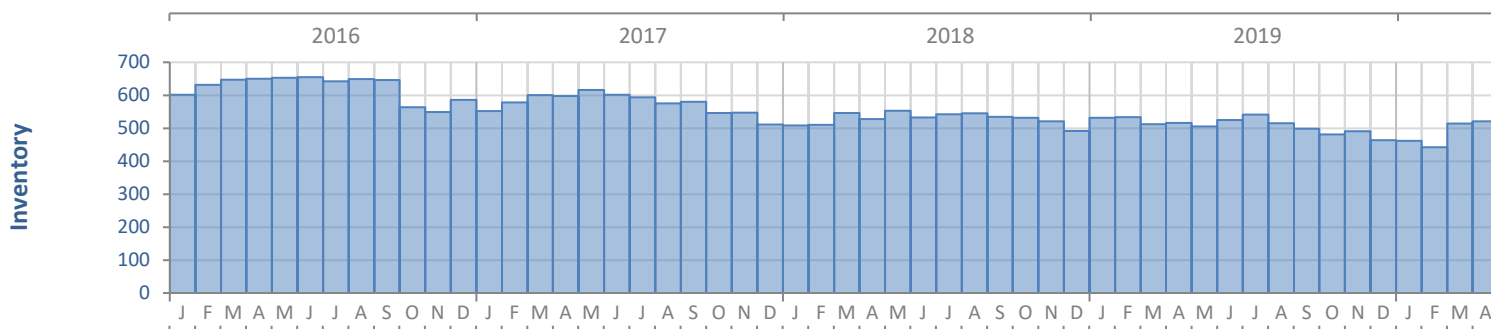


## Inventory (Active Listings)

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)	485	-7.4%
<b>April 2020</b>	<b>521</b>	<b>1.0%</b>
March 2020	514	0.4%
February 2020	442	-17.2%
January 2020	462	-13.2%
December 2019	464	-5.7%
November 2019	491	-5.8%
October 2019	481	-9.6%
September 2019	499	-6.7%
August 2019	515	-5.5%
July 2019	541	-0.2%
June 2019	525	-1.5%
May 2019	505	-8.7%
April 2019	516	-2.3%

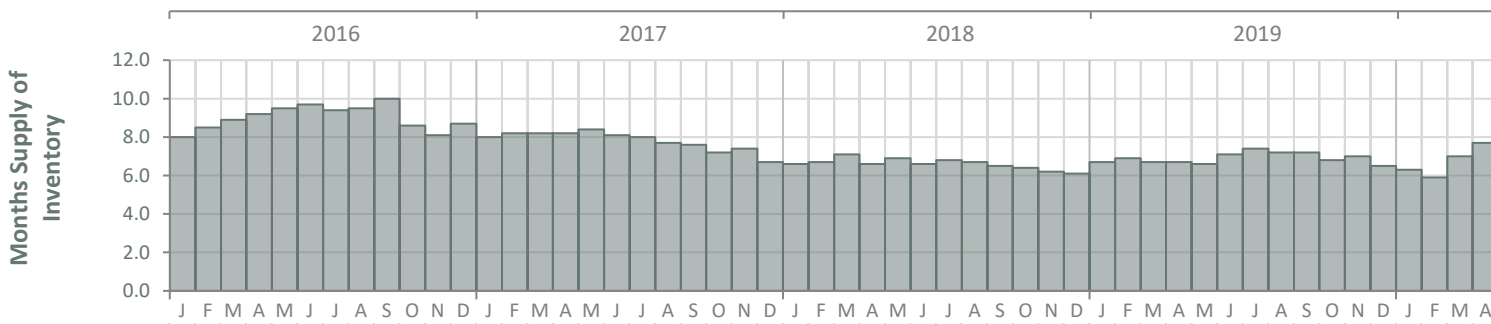


## Months Supply of Inventory

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)	7.0	2.9%
<b>April 2020</b>	<b>7.7</b>	<b>14.9%</b>
March 2020	7.0	4.5%
February 2020	5.9	-14.5%
January 2020	6.3	-6.0%
December 2019	6.5	6.6%
November 2019	7.0	12.9%
October 2019	6.8	6.2%
September 2019	7.2	10.8%
August 2019	7.2	7.5%
July 2019	7.4	8.8%
June 2019	7.1	7.6%
May 2019	6.6	-4.3%
April 2019	6.7	1.5%



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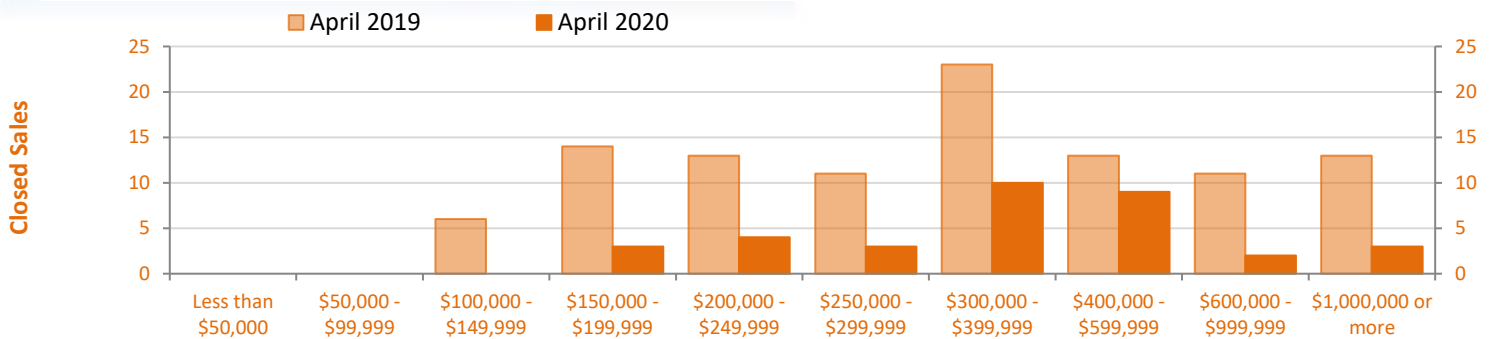


## Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	3	-78.6%
\$200,000 - \$249,999	4	-69.2%
\$250,000 - \$299,999	3	-72.7%
\$300,000 - \$399,999	10	-56.5%
\$400,000 - \$599,999	9	-30.8%
\$600,000 - \$999,999	2	-81.8%
\$1,000,000 or more	3	-76.9%

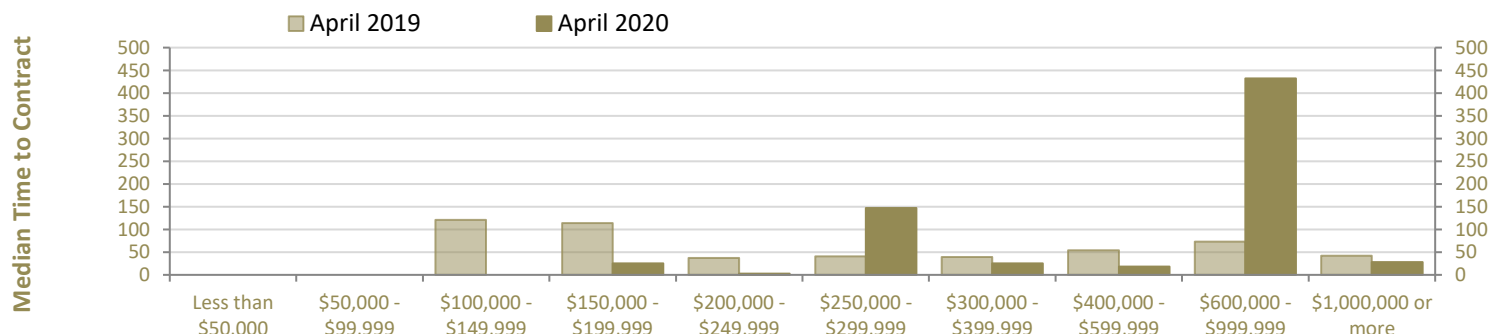


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	(No Sales)	N/A
\$150,000 - \$199,999	25 Days	-78.1%
\$200,000 - \$249,999	3 Days	-91.9%
\$250,000 - \$299,999	147 Days	258.5%
\$300,000 - \$399,999	25 Days	-35.9%
\$400,000 - \$599,999	18 Days	-66.7%
\$600,000 - \$999,999	432 Days	491.8%
\$1,000,000 or more	28 Days	-33.3%





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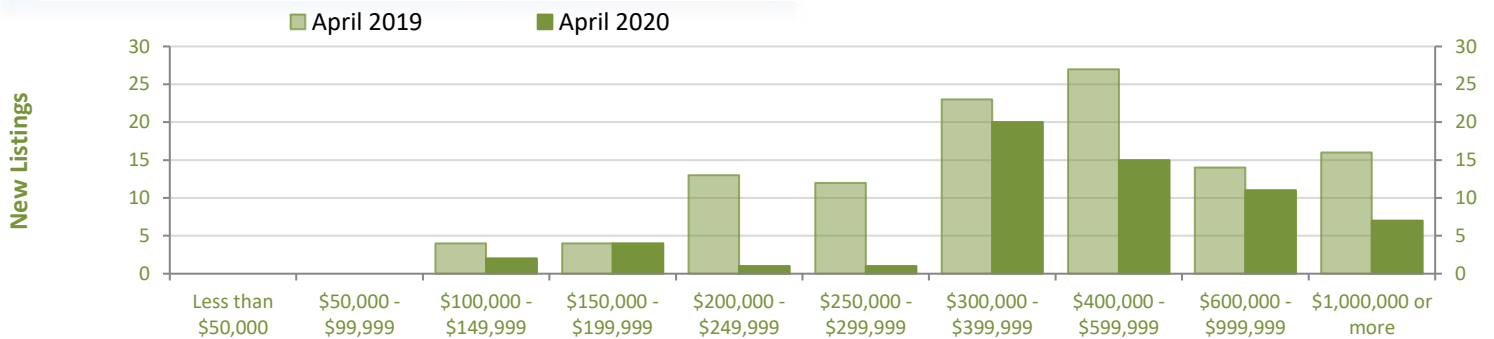


## New Listings by Initial Listing Price

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	0	N/A
\$100,000 - \$149,999	2	-50.0%
\$150,000 - \$199,999	4	0.0%
\$200,000 - \$249,999	1	-92.3%
\$250,000 - \$299,999	1	-91.7%
\$300,000 - \$399,999	20	-13.0%
\$400,000 - \$599,999	15	-44.4%
\$600,000 - \$999,999	11	-21.4%
\$1,000,000 or more	7	-56.3%

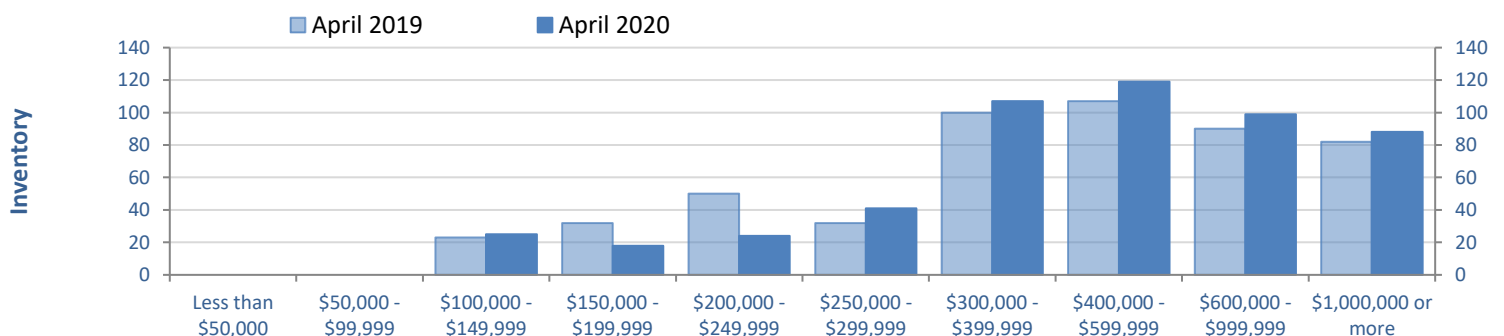


## Inventory by Current Listing Price

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	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	25	8.7%
\$150,000 - \$199,999	18	-43.8%
\$200,000 - \$249,999	24	-52.0%
\$250,000 - \$299,999	41	28.1%
\$300,000 - \$399,999	107	7.0%
\$400,000 - \$599,999	119	11.2%
\$600,000 - \$999,999	99	10.0%
\$1,000,000 or more	88	7.3%



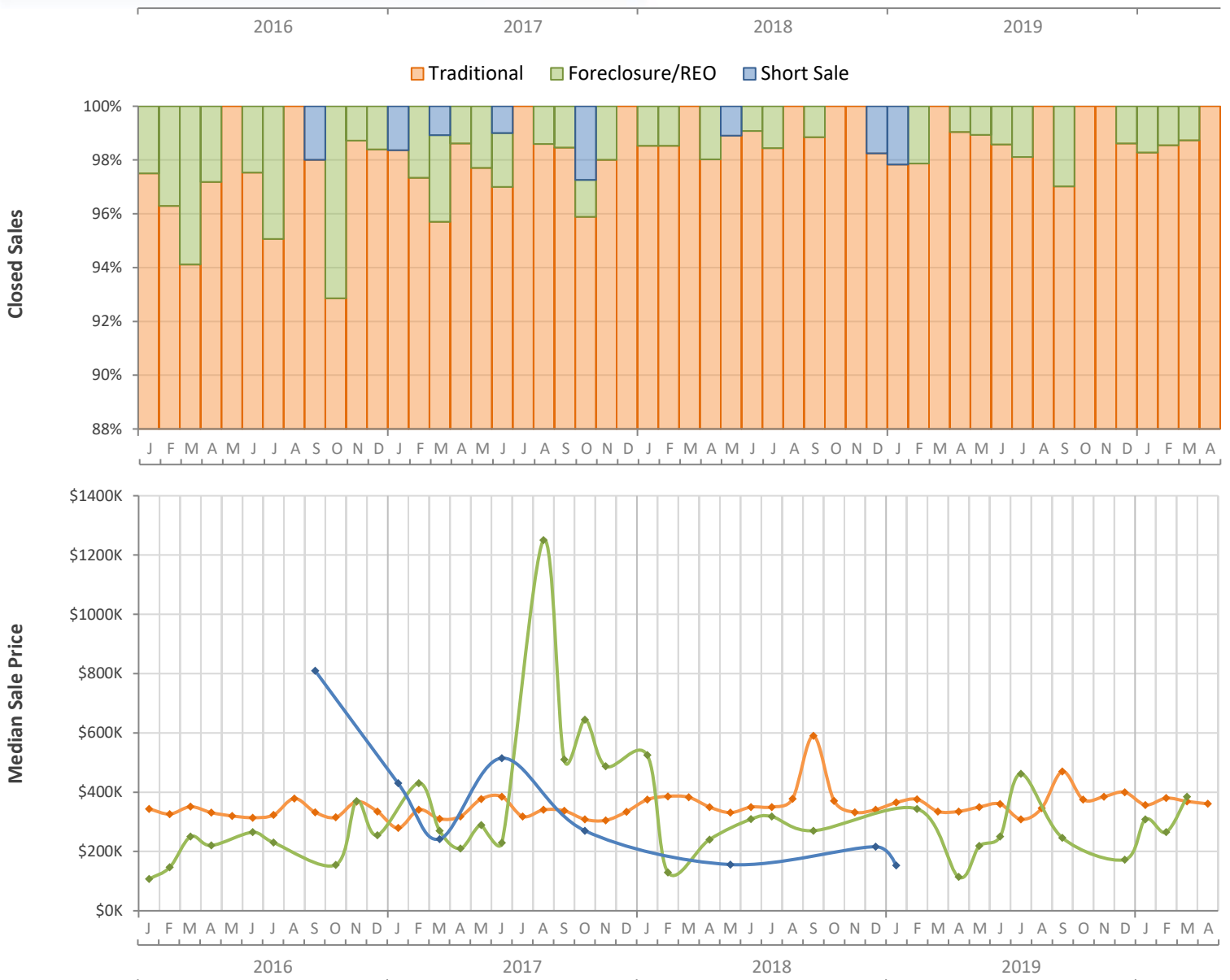
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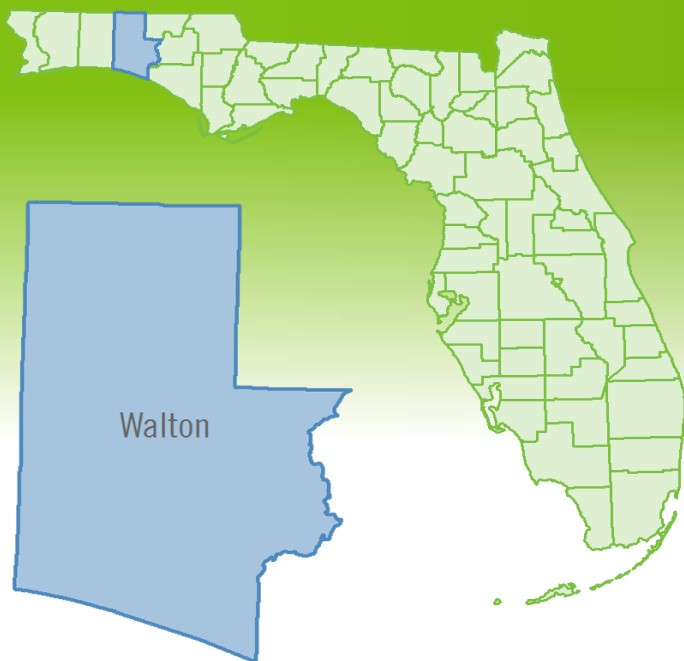
		April 2020	April 2019	Percent Change Year-over-Year
Traditional	Closed Sales	34	103	-67.0%
	Median Sale Price	\$360,750	\$335,000	7.7%
Foreclosure/REO	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$114,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County



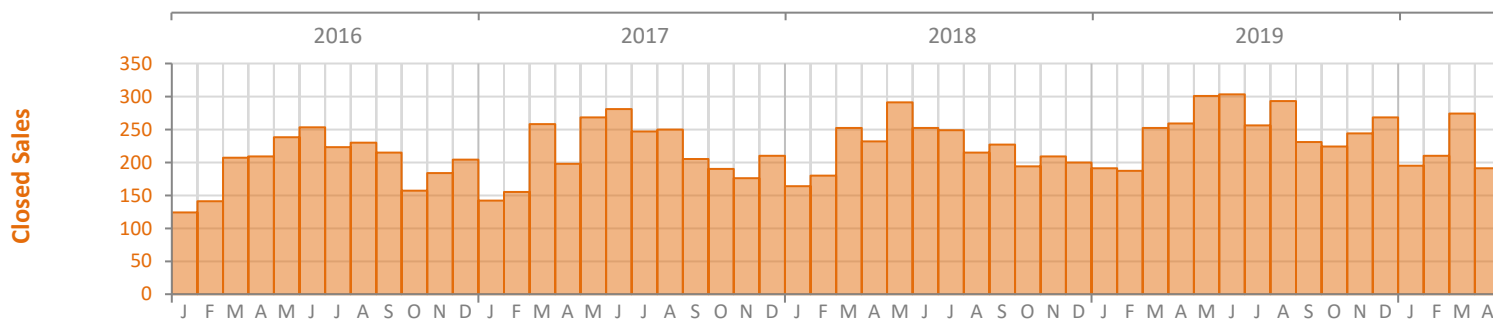
Summary Statistics	April 2020	April 2019	Percent Change Year-over-Year
Closed Sales	191	259	-26.3%
Paid in Cash	38	66	-42.4%
Median Sale Price	\$415,000	\$445,000	-6.7%
Average Sale Price	\$741,192	\$698,832	6.1%
Dollar Volume	\$141.6 Million	\$181.0 Million	-21.8%
Median Percent of Original List Price Received	97.7%	97.0%	0.7%
Median Time to Contract	38 Days	63 Days	-39.7%
Median Time to Sale	109 Days	115 Days	-5.2%
New Pending Sales	216	319	-32.3%
New Listings	281	386	-27.2%
Pending Inventory	366	572	-36.0%
Inventory (Active Listings)	1,345	1,353	-0.6%
Months Supply of Inventory	5.4	6.0	-10.0%

## 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	870	-2.1%
<b>April 2020</b>	<b>191</b>	<b>-26.3%</b>
March 2020	274	8.7%
February 2020	210	12.3%
January 2020	195	2.1%
December 2019	268	34.0%
November 2019	244	16.7%
October 2019	224	15.5%
September 2019	231	1.8%
August 2019	293	36.3%
July 2019	256	2.8%
June 2019	303	20.2%
May 2019	301	3.4%
April 2019	259	11.6%



# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

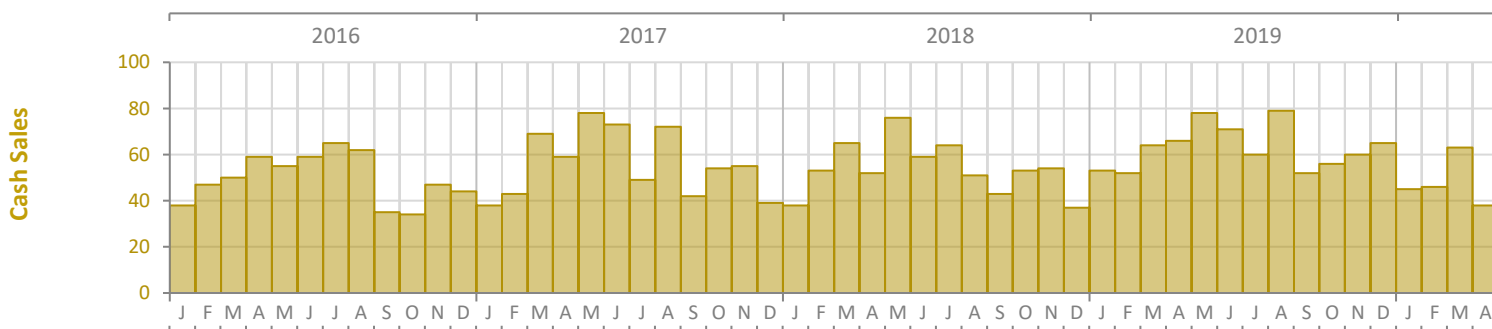


## Cash Sales

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	192	-18.3%
<b>April 2020</b>	<b>38</b>	<b>-42.4%</b>
March 2020	63	-1.6%
February 2020	46	-11.5%
January 2020	45	-15.1%
December 2019	65	75.7%
November 2019	60	11.1%
October 2019	56	5.7%
September 2019	52	20.9%
August 2019	79	54.9%
July 2019	60	-6.3%
June 2019	71	20.3%
May 2019	78	2.6%
April 2019	66	26.9%

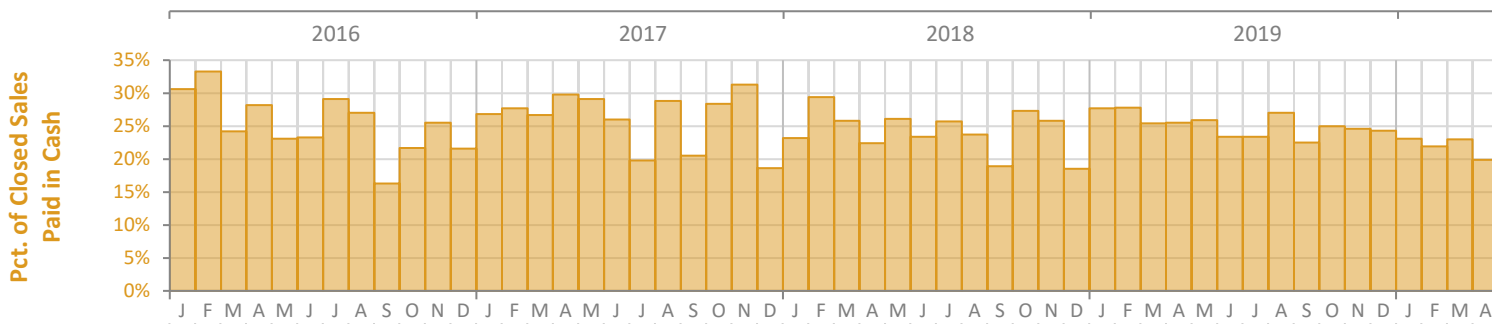


## Cash Sales as a Percentage of Closed Sales

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	22.1%	-16.3%
<b>April 2020</b>	<b>19.9%</b>	<b>-22.0%</b>
March 2020	23.0%	-9.4%
February 2020	21.9%	-21.2%
January 2020	23.1%	-16.6%
December 2019	24.3%	31.4%
November 2019	24.6%	-4.7%
October 2019	25.0%	-8.4%
September 2019	22.5%	19.0%
August 2019	27.0%	13.9%
July 2019	23.4%	-8.9%
June 2019	23.4%	0.0%
May 2019	25.9%	-0.8%
April 2019	25.5%	13.8%



# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

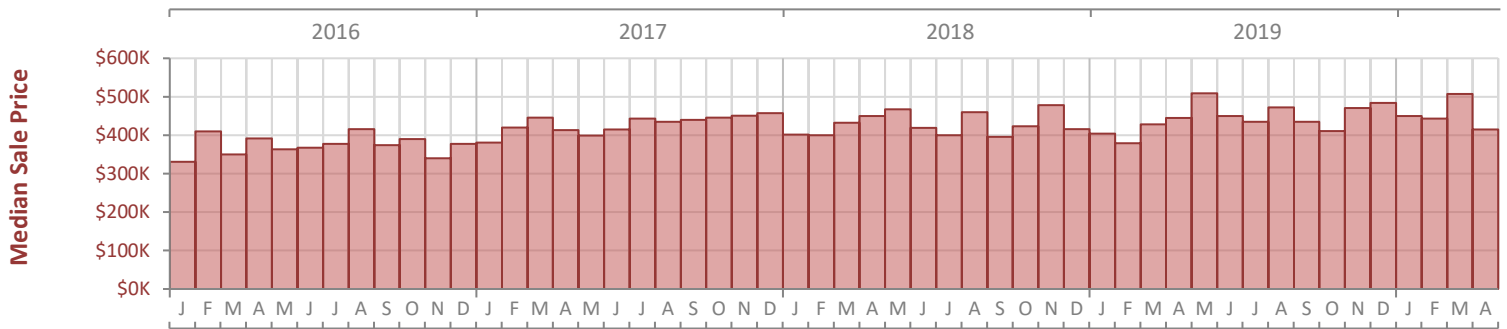


## Median Sale Price

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	\$450,000	8.4%
<b>April 2020</b>	<b>\$415,000</b>	<b>-6.7%</b>
March 2020	\$507,500	18.5%
February 2020	\$443,275	17.0%
January 2020	\$450,000	11.4%
December 2019	\$483,750	16.4%
November 2019	\$471,000	-1.5%
October 2019	\$410,895	-2.9%
September 2019	\$435,230	10.1%
August 2019	\$472,500	2.7%
July 2019	\$434,868	8.7%
June 2019	\$449,900	7.4%
May 2019	\$508,782	8.9%
April 2019	\$445,000	-1.1%

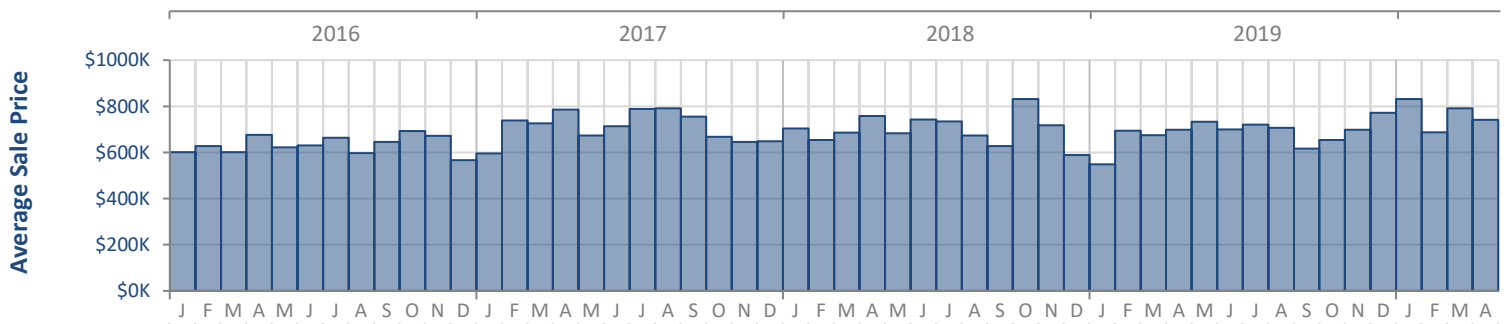


## Average Sale Price

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	\$763,973	16.0%
<b>April 2020</b>	<b>\$741,192</b>	<b>6.1%</b>
March 2020	\$790,986	17.1%
February 2020	\$687,110	-1.0%
January 2020	\$831,105	51.7%
December 2019	\$772,330	31.2%
November 2019	\$698,681	-2.6%
October 2019	\$654,009	-21.3%
September 2019	\$616,199	-1.7%
August 2019	\$706,724	4.9%
July 2019	\$720,845	-1.9%
June 2019	\$700,456	-5.8%
May 2019	\$732,615	7.2%
April 2019	\$698,832	-7.9%





# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

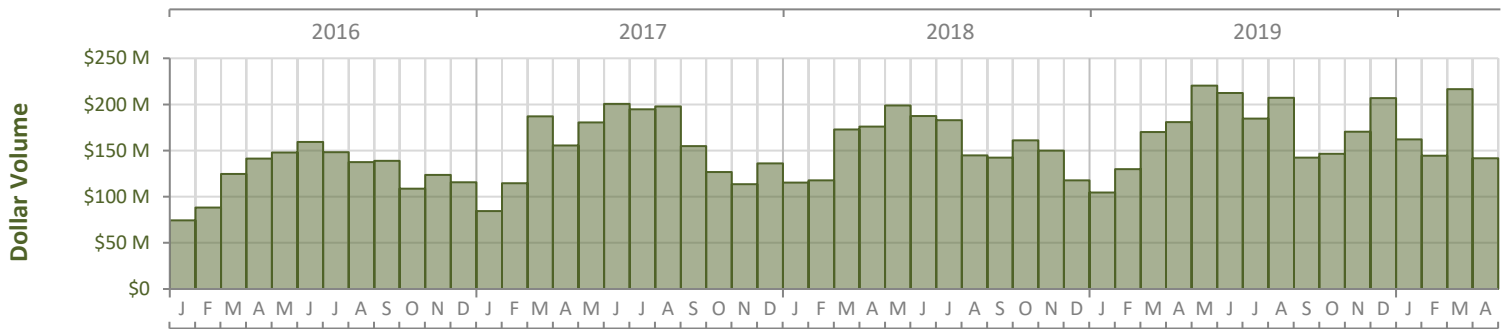


## Dollar Volume

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	\$664.7 Million	13.5%
<b>April 2020</b>	<b>\$141.6 Million</b>	<b>-21.8%</b>
March 2020	\$216.7 Million	27.3%
February 2020	\$144.3 Million	11.2%
January 2020	\$162.1 Million	54.8%
December 2019	\$207.0 Million	75.8%
November 2019	\$170.5 Million	13.7%
October 2019	\$146.5 Million	-9.1%
September 2019	\$142.3 Million	0.0%
August 2019	\$207.1 Million	43.0%
July 2019	\$184.5 Million	0.8%
June 2019	\$212.2 Million	13.3%
May 2019	\$220.5 Million	10.8%
April 2019	\$181.0 Million	2.9%

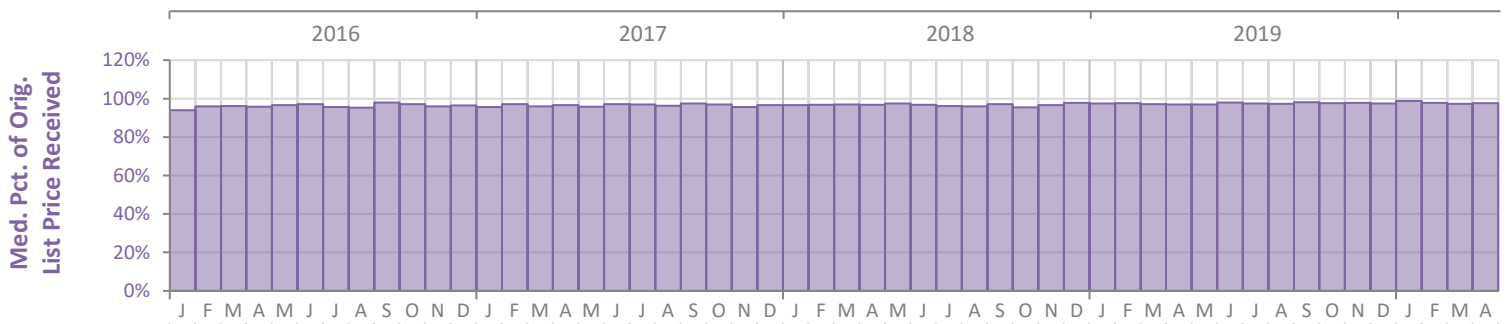


## Median Percent of Original List Price Received

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	97.7%	0.5%
<b>April 2020</b>	<b>97.7%</b>	<b>0.7%</b>
March 2020	97.3%	0.2%
February 2020	97.8%	0.2%
January 2020	98.8%	1.4%
December 2019	97.4%	-0.4%
November 2019	97.8%	1.1%
October 2019	97.7%	2.4%
September 2019	98.1%	0.9%
August 2019	97.3%	1.4%
July 2019	97.4%	1.4%
June 2019	97.9%	1.1%
May 2019	96.9%	-0.6%
April 2019	97.0%	0.2%

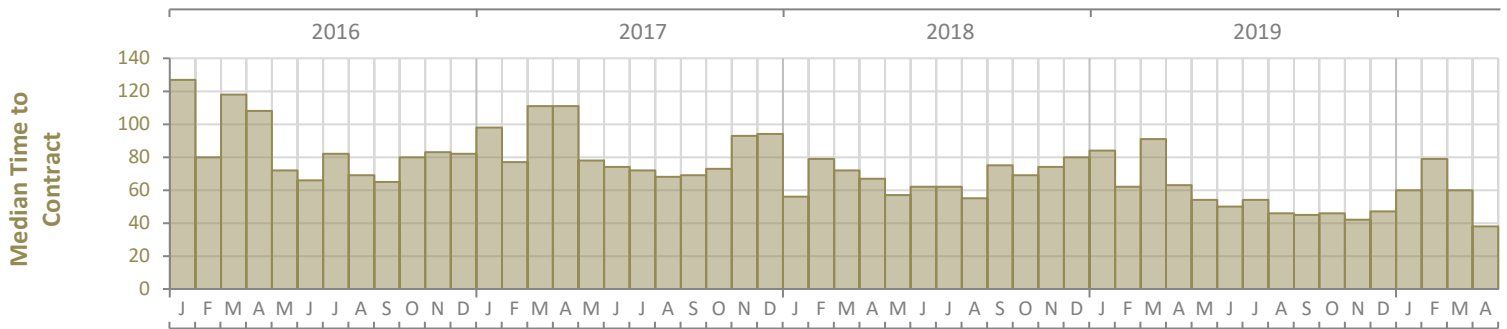


## Median Time to Contract

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	55 Days	-26.7%
<b>April 2020</b>	<b>38 Days</b>	<b>-39.7%</b>
March 2020	60 Days	-34.1%
February 2020	79 Days	27.4%
January 2020	60 Days	-28.6%
December 2019	47 Days	-41.3%
November 2019	42 Days	-43.2%
October 2019	46 Days	-33.3%
September 2019	45 Days	-40.0%
August 2019	46 Days	-16.4%
July 2019	54 Days	-12.9%
June 2019	50 Days	-19.4%
May 2019	54 Days	-5.3%
April 2019	63 Days	-6.0%

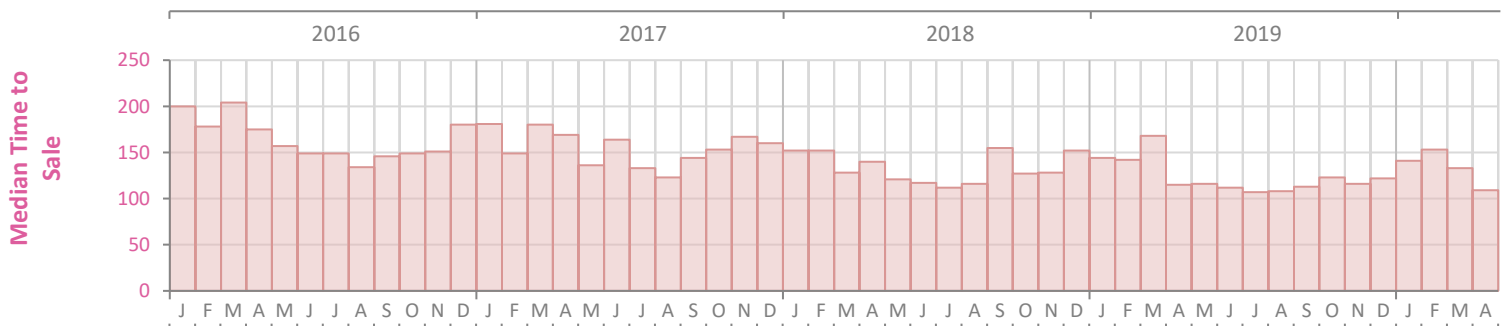


## Median Time to Sale

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	134 Days	-7.6%
<b>April 2020</b>	<b>109 Days</b>	<b>-5.2%</b>
March 2020	133 Days	-20.8%
February 2020	153 Days	7.7%
January 2020	141 Days	-2.1%
December 2019	122 Days	-19.7%
November 2019	116 Days	-9.4%
October 2019	123 Days	-3.1%
September 2019	113 Days	-27.1%
August 2019	108 Days	-6.9%
July 2019	107 Days	-4.5%
June 2019	112 Days	-4.3%
May 2019	116 Days	-4.1%
April 2019	115 Days	-17.9%



# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

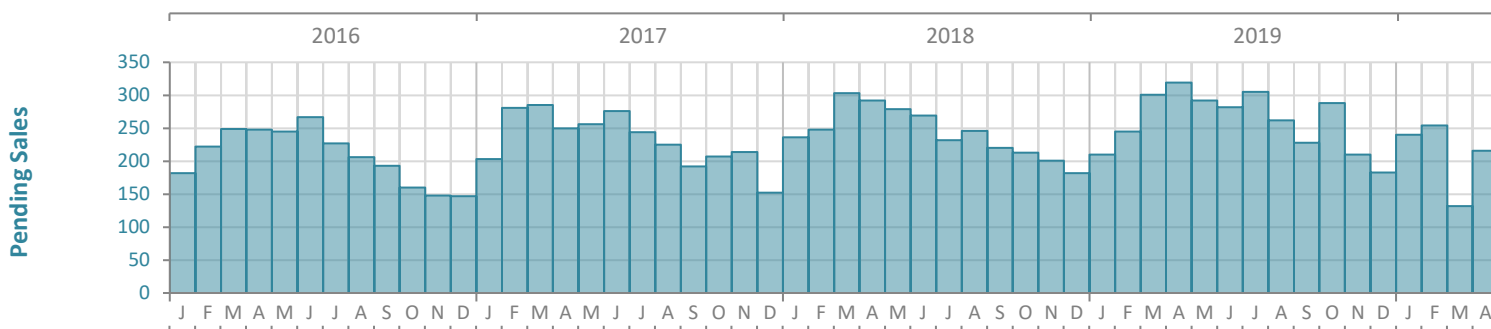


## New Pending Sales

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	842	-21.7%
<b>April 2020</b>	<b>216</b>	<b>-32.3%</b>
March 2020	132	-56.1%
February 2020	254	3.7%
January 2020	240	14.3%
December 2019	183	0.5%
November 2019	210	4.5%
October 2019	288	35.2%
September 2019	228	3.6%
August 2019	262	6.5%
July 2019	305	31.5%
June 2019	282	4.8%
May 2019	292	4.7%
April 2019	319	9.2%

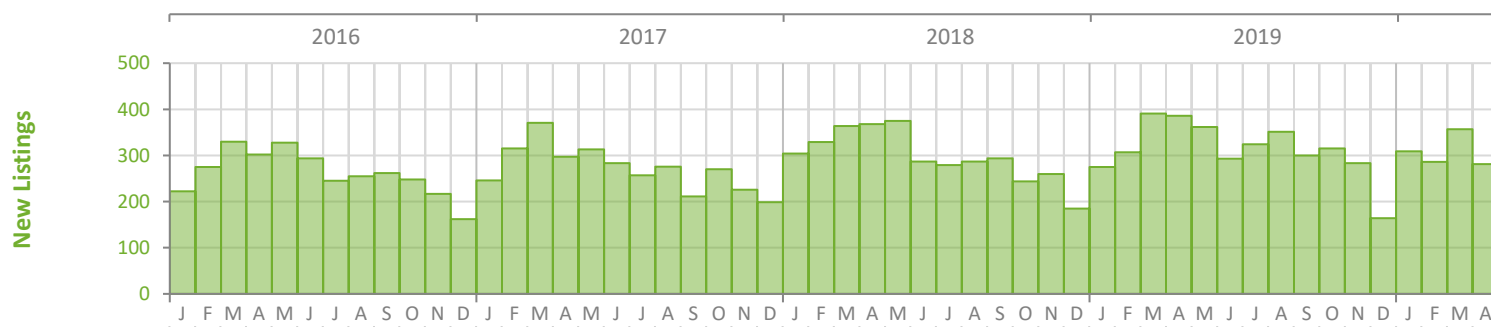


## New Listings

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	1,233	-9.3%
<b>April 2020</b>	<b>281</b>	<b>-27.2%</b>
March 2020	357	-8.7%
February 2020	286	-6.8%
January 2020	309	12.4%
December 2019	164	-11.4%
November 2019	283	8.8%
October 2019	315	29.1%
September 2019	300	2.0%
August 2019	351	22.3%
July 2019	324	16.1%
June 2019	293	2.1%
May 2019	362	-3.5%
April 2019	386	4.9%



# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

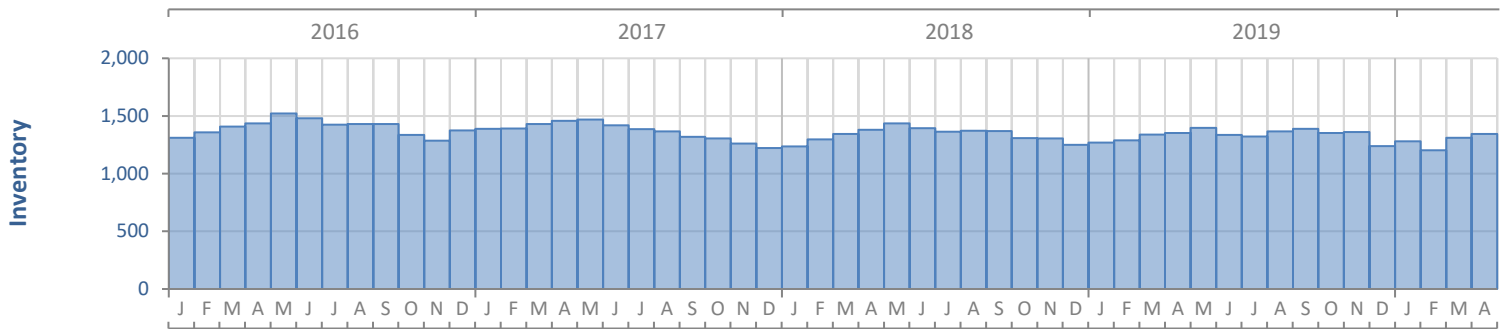


## Inventory (Active Listings)

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)	1,285	-2.1%
<b>April 2020</b>	<b>1,345</b>	<b>-0.6%</b>
March 2020	1,312	-2.0%
February 2020	1,204	-6.7%
January 2020	1,280	0.9%
December 2019	1,239	-0.9%
November 2019	1,362	4.4%
October 2019	1,353	3.5%
September 2019	1,389	1.5%
August 2019	1,366	-0.5%
July 2019	1,323	-3.0%
June 2019	1,335	-4.3%
May 2019	1,397	-2.6%
April 2019	1,353	-2.0%



## 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)	5.0	-15.3%
<b>April 2020</b>	<b>5.4</b>	<b>-10.0%</b>
March 2020	5.1	-15.0%
February 2020	4.8	-15.8%
January 2020	5.1	-10.5%
December 2019	4.9	-12.5%
November 2019	5.6	-5.1%
October 2019	5.6	-5.1%
September 2019	5.8	-6.5%
August 2019	5.7	-9.5%
July 2019	5.7	-8.1%
June 2019	5.7	-9.5%
May 2019	6.1	-4.7%
April 2019	6.0	-3.2%



# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

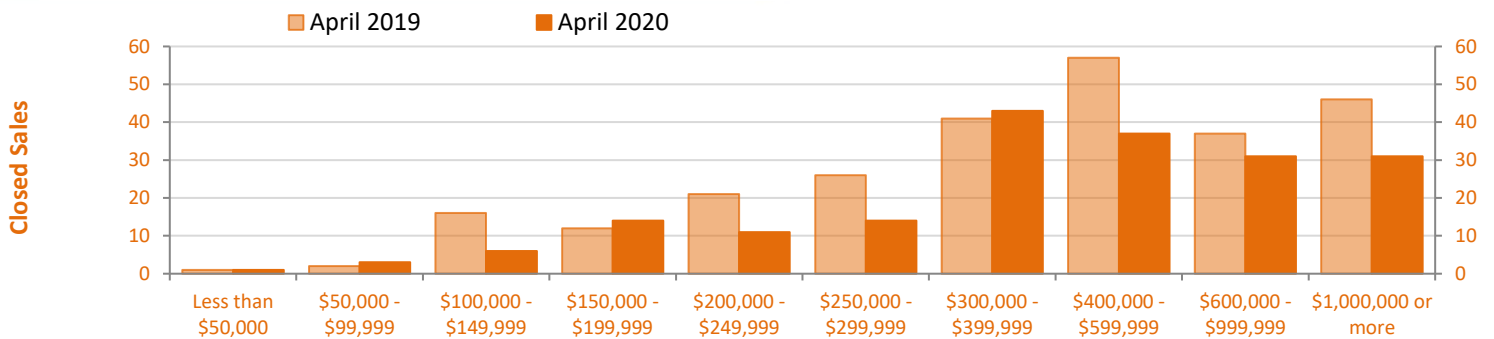


## Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	6	-62.5%
\$150,000 - \$199,999	14	16.7%
\$200,000 - \$249,999	11	-47.6%
\$250,000 - \$299,999	14	-46.2%
\$300,000 - \$399,999	43	4.9%
\$400,000 - \$599,999	37	-35.1%
\$600,000 - \$999,999	31	-16.2%
\$1,000,000 or more	31	-32.6%

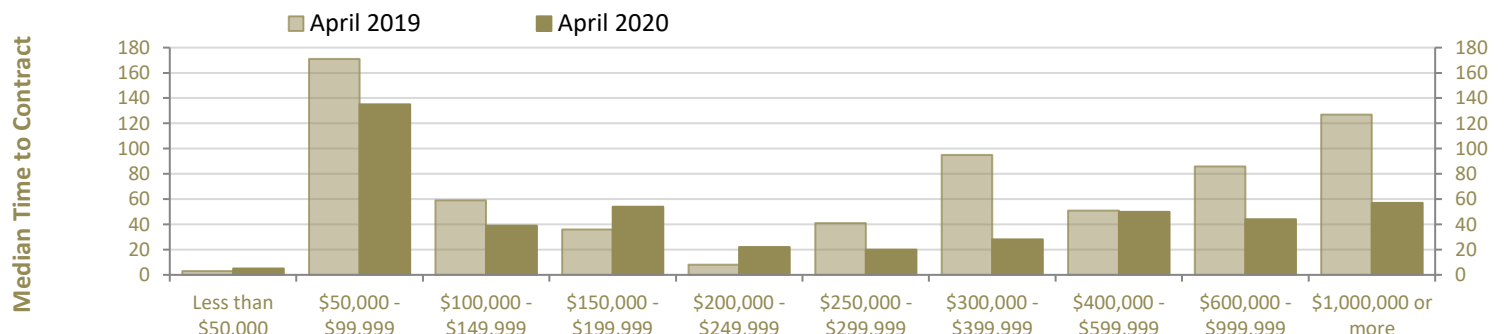


## Median Time to Contract by Sale Price

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	5 Days	66.7%
\$50,000 - \$99,999	135 Days	-21.1%
\$100,000 - \$149,999	39 Days	-33.9%
\$150,000 - \$199,999	54 Days	50.0%
\$200,000 - \$249,999	22 Days	175.0%
\$250,000 - \$299,999	20 Days	-51.2%
\$300,000 - \$399,999	28 Days	-70.5%
\$400,000 - \$599,999	50 Days	-2.0%
\$600,000 - \$999,999	44 Days	-48.8%
\$1,000,000 or more	57 Days	-55.1%





# Monthly Market Detail - April 2020

## Single Family Homes

### Walton County

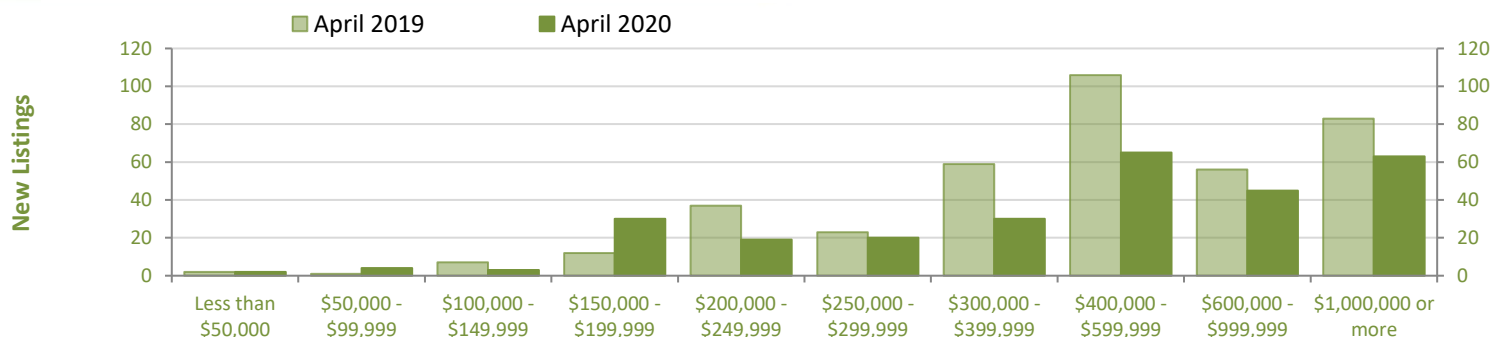


## New Listings by Initial Listing Price

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	0.0%
\$50,000 - \$99,999	4	300.0%
\$100,000 - \$149,999	3	-57.1%
\$150,000 - \$199,999	30	150.0%
\$200,000 - \$249,999	19	-48.6%
\$250,000 - \$299,999	20	-13.0%
\$300,000 - \$399,999	30	-49.2%
\$400,000 - \$599,999	65	-38.7%
\$600,000 - \$999,999	45	-19.6%
\$1,000,000 or more	63	-24.1%

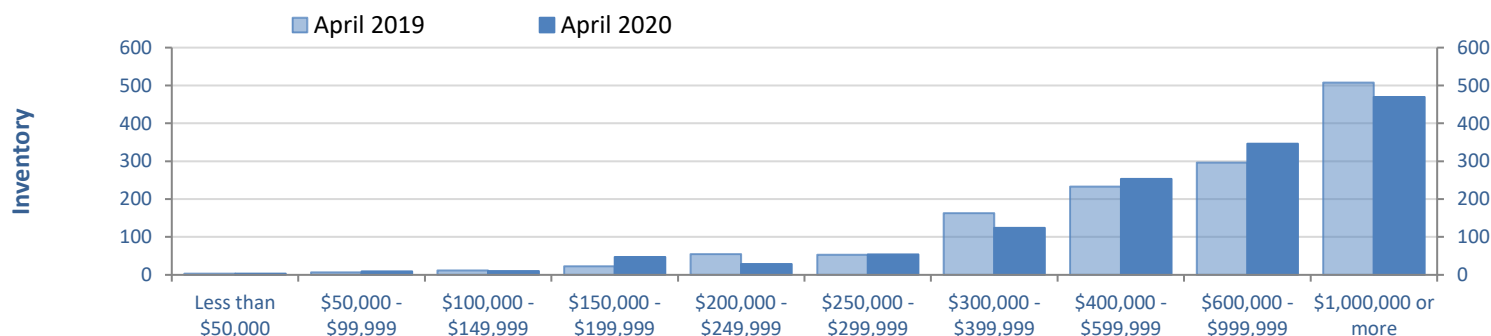


## Inventory by Current Listing Price

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.

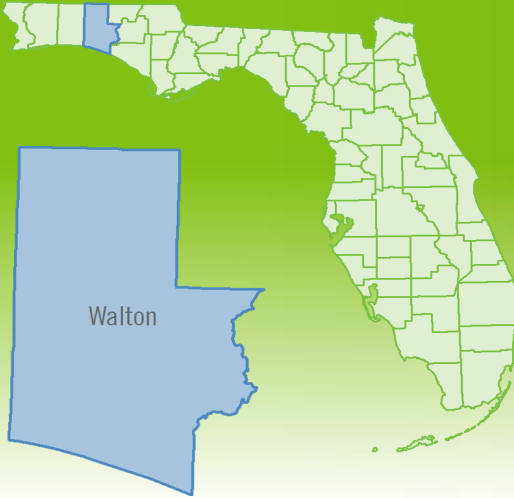
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	0.0%
\$50,000 - \$99,999	9	28.6%
\$100,000 - \$149,999	10	-16.7%
\$150,000 - \$199,999	47	104.3%
\$200,000 - \$249,999	29	-47.3%
\$250,000 - \$299,999	54	1.9%
\$300,000 - \$399,999	124	-23.9%
\$400,000 - \$599,999	253	8.6%
\$600,000 - \$999,999	346	16.9%
\$1,000,000 or more	470	-7.5%



# Monthly Distressed Market - April 2020

## Single Family Homes

### Walton County



		April 2020	April 2019	Percent Change Year-over-Year
Traditional	Closed Sales	189	251	-24.7%
	Median Sale Price	\$419,078	\$460,000	-8.9%
Foreclosure/REO	Closed Sales	2	7	-71.4%
	Median Sale Price	\$160,000	\$270,000	-40.7%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$96,500	N/A

