

# Monthly Market Detail - December 2019

## Townhouses and Condos

### Walton County



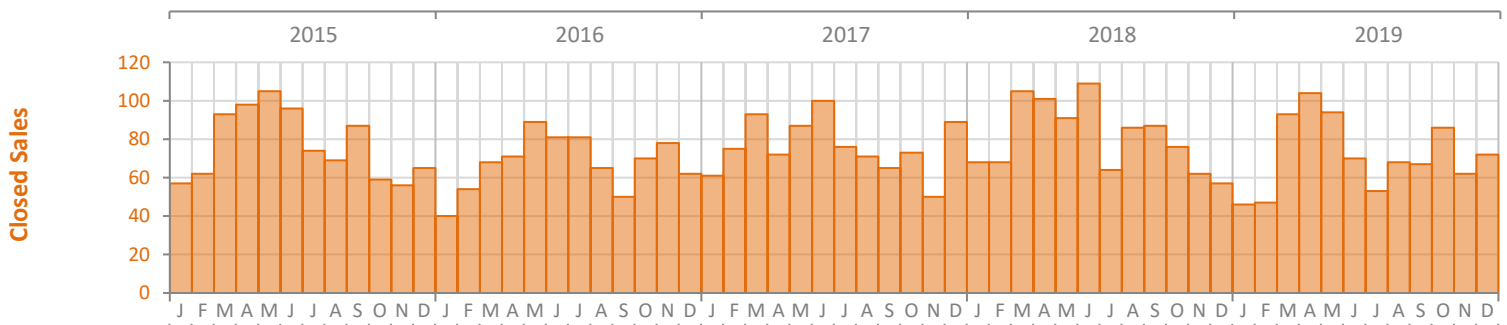
Summary Statistics	December 2019	December 2018	Percent Change Year-over-Year
Closed Sales	72	57	26.3%
Paid in Cash	31	27	14.8%
Median Sale Price	\$392,500	\$325,500	20.6%
Average Sale Price	\$547,325	\$418,995	30.6%
Dollar Volume	\$39.4 Million	\$23.9 Million	65.0%
Median Percent of Original List Price Received	95.6%	94.5%	1.2%
Median Time to Contract	92 Days	104 Days	-11.5%
Median Time to Sale	143 Days	139 Days	2.9%
New Pending Sales	54	43	25.6%
New Listings	67	51	31.4%
Pending Inventory	69	55	25.5%
Inventory (Active Listings)	464	492	-5.7%
Months Supply of Inventory	6.5	6.1	6.6%

## 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	862	-11.5%
<b>December 2019</b>	<b>72</b>	<b>26.3%</b>
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%
March 2019	93	-11.4%
February 2019	47	-30.9%
January 2019	46	-32.4%
December 2018	57	-36.0%



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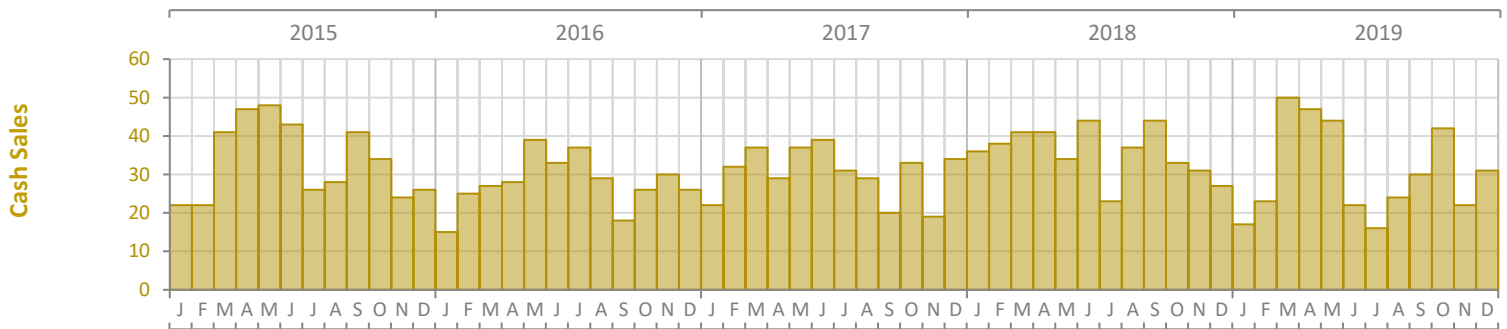


## Cash Sales

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	368	-14.2%
<b>December 2019</b>	<b>31</b>	<b>14.8%</b>
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%
March 2019	50	22.0%
February 2019	23	-39.5%
January 2019	17	-52.8%
December 2018	27	-20.6%

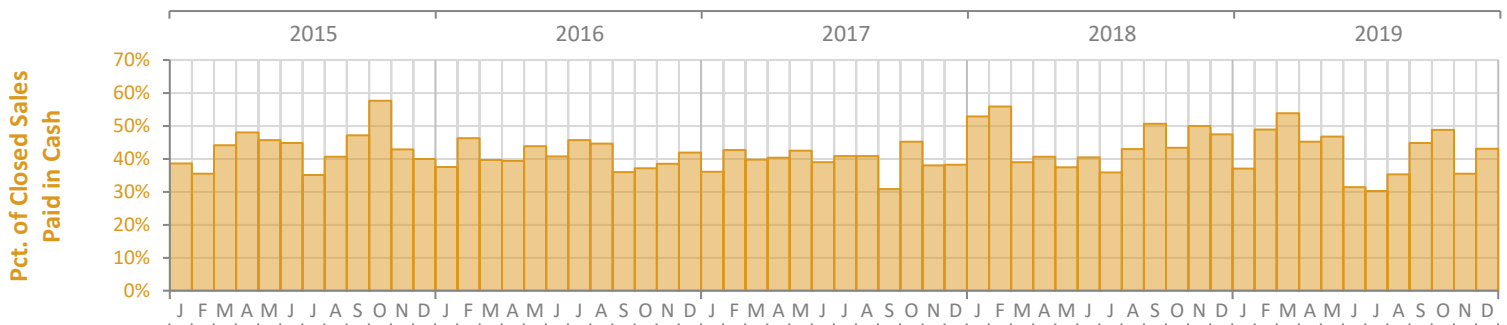


## Cash Sales as a Percentage of Closed Sales

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	42.7%	-3.0%
<b>December 2019</b>	<b>43.1%</b>	<b>-9.1%</b>
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%
March 2019	53.8%	37.9%
February 2019	48.9%	-12.5%
January 2019	37.0%	-30.1%
December 2018	47.4%	24.1%



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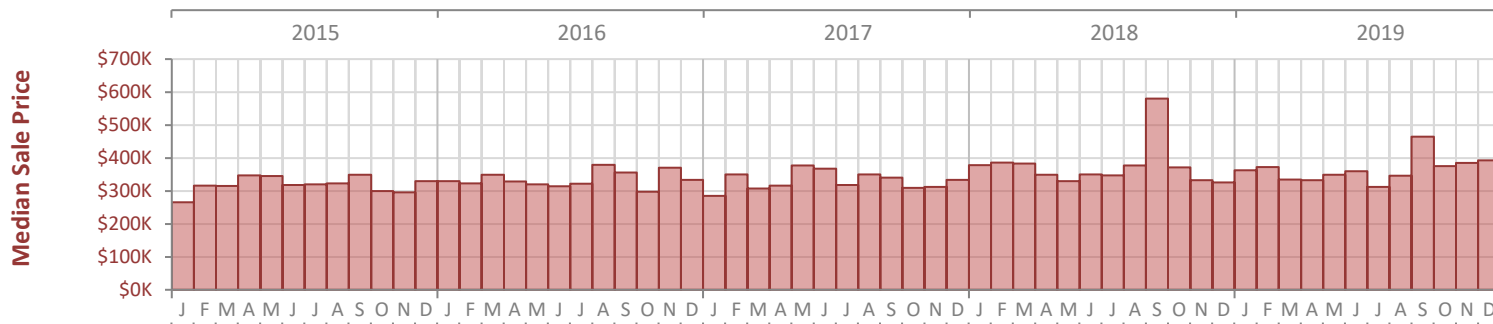


## Median Sale Price

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	\$359,000	-2.0%
<b>December 2019</b>	<b>\$392,500</b>	<b>20.6%</b>
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%
March 2019	\$335,000	-12.5%
February 2019	\$372,000	-3.5%
January 2019	\$363,000	-4.1%
December 2018	\$325,500	-2.5%

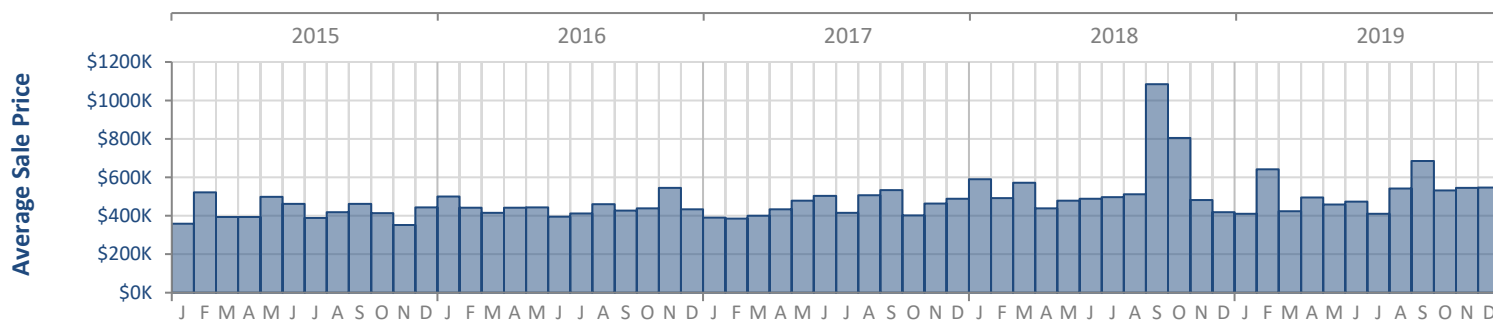


## Average Sale Price

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	\$509,978	-11.2%
<b>December 2019</b>	<b>\$547,325</b>	<b>30.6%</b>
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%
March 2019	\$423,048	-26.0%
February 2019	\$641,436	30.5%
January 2019	\$410,509	-30.4%
December 2018	\$418,995	-14.2%



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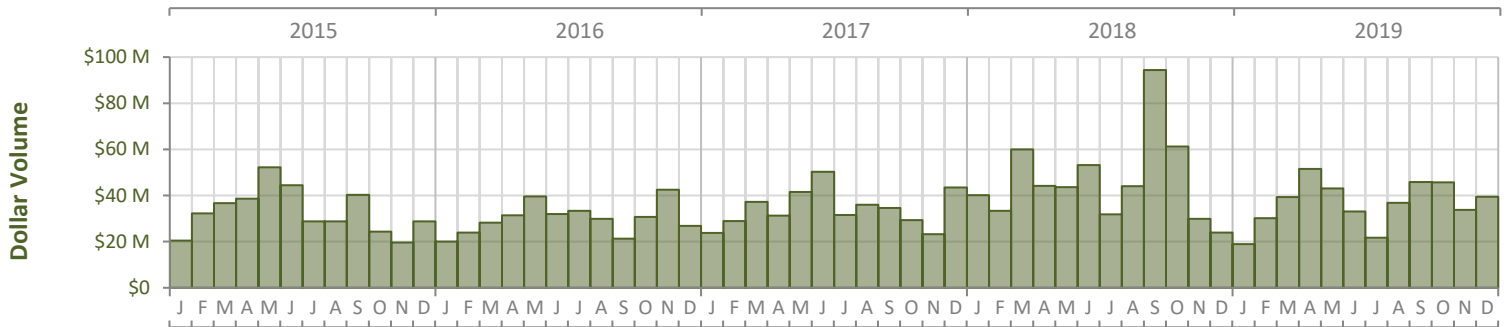


## Dollar Volume

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	\$439.6 Million	-21.5%
<b>December 2019</b>	<b>\$39.4 Million</b>	<b>65.0%</b>
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%
March 2019	\$39.3 Million	-34.5%
February 2019	\$30.1 Million	-9.8%
January 2019	\$18.9 Million	-52.9%
December 2018	\$23.9 Million	-45.1%

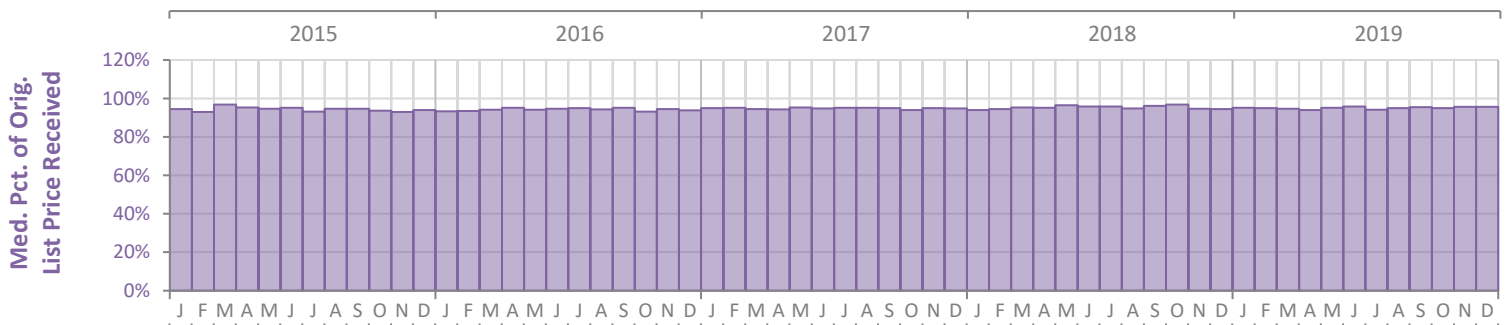


## Median Percent of Original List Price Received

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%	-0.6%
<b>December 2019</b>	<b>95.6%</b>	<b>1.2%</b>
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%
March 2019	94.7%	-0.6%
February 2019	95.0%	0.6%
January 2019	95.2%	1.4%
December 2018	94.5%	-0.3%



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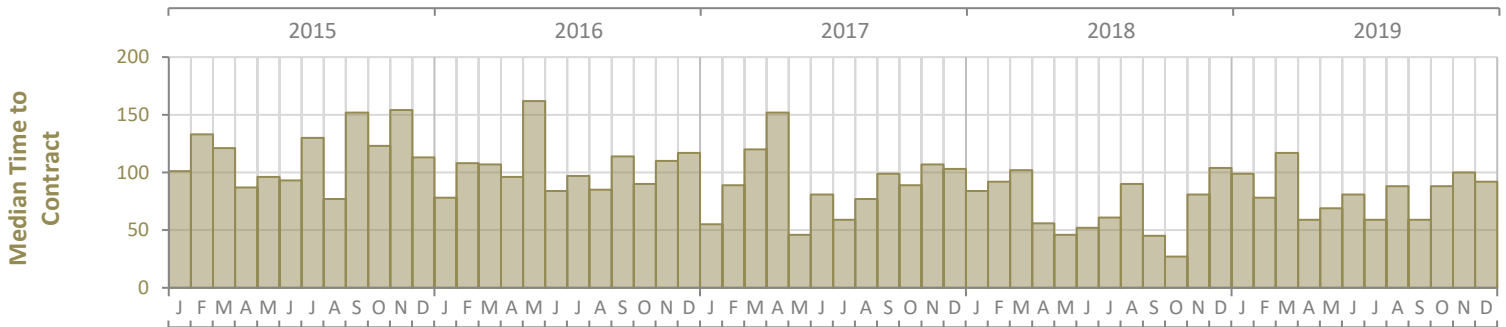


## Median Time to Contract

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	78 Days	20.0%
<b>December 2019</b>	<b>92 Days</b>	<b>-11.5%</b>
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%
March 2019	117 Days	14.7%
February 2019	78 Days	-15.2%
January 2019	99 Days	17.9%
December 2018	104 Days	1.0%

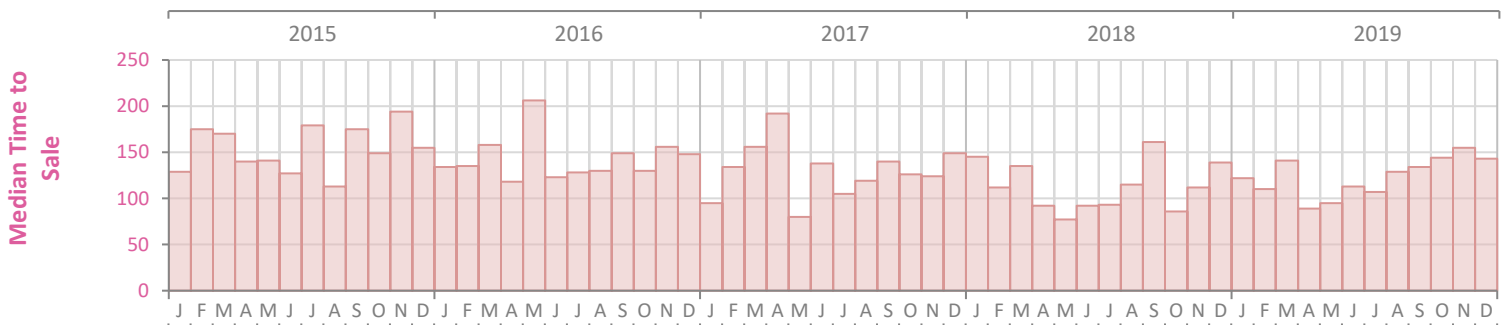


## Median Time to Sale

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	119 Days	11.2%
<b>December 2019</b>	<b>143 Days</b>	<b>2.9%</b>
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%
March 2019	141 Days	4.4%
February 2019	110 Days	-1.8%
January 2019	122 Days	-15.9%
December 2018	139 Days	-6.7%





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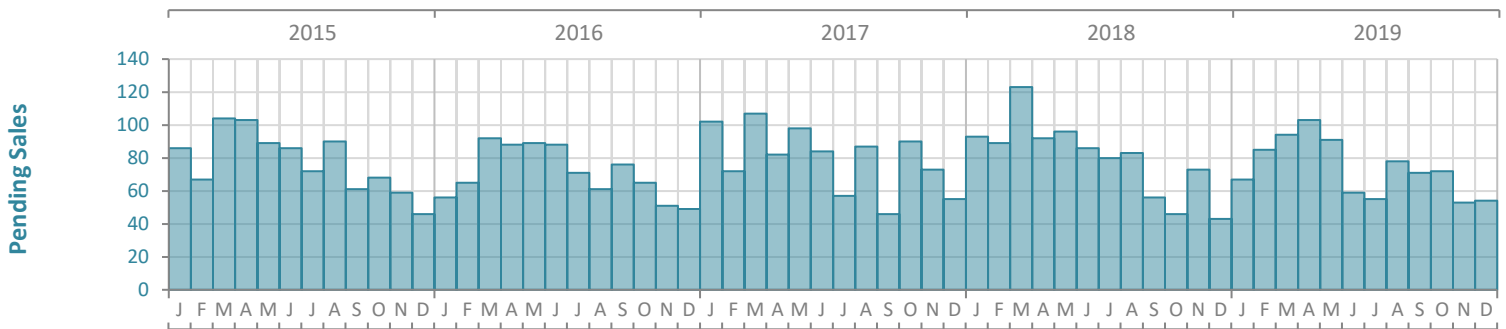


## New Pending Sales

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	882	-8.1%
<b>December 2019</b>	<b>54</b>	<b>25.6%</b>
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%
March 2019	94	-23.6%
February 2019	85	-4.5%
January 2019	67	-28.0%
December 2018	43	-21.8%

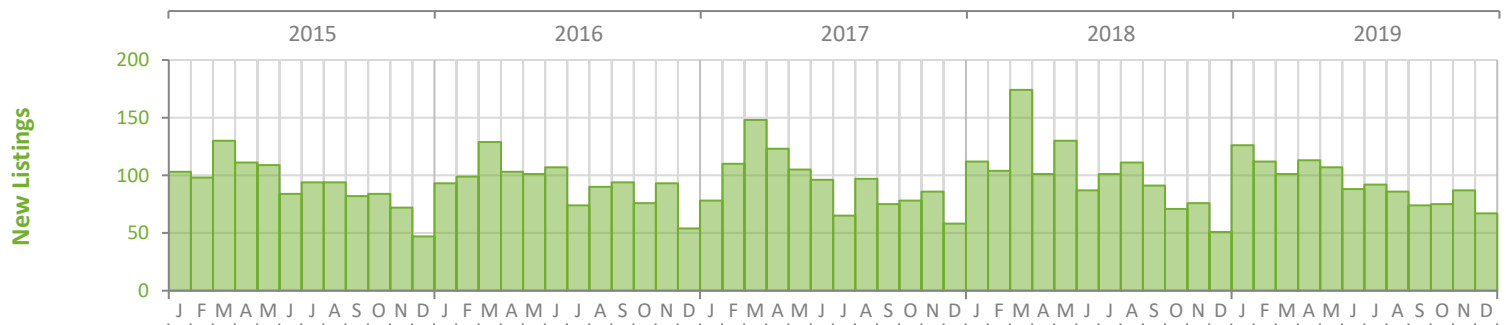


## New Listings

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
Year-to-Date	1,128	-6.7%
<b>December 2019</b>	<b>67</b>	<b>31.4%</b>
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%
March 2019	101	-42.0%
February 2019	112	7.7%
January 2019	126	12.5%
December 2018	51	-12.1%



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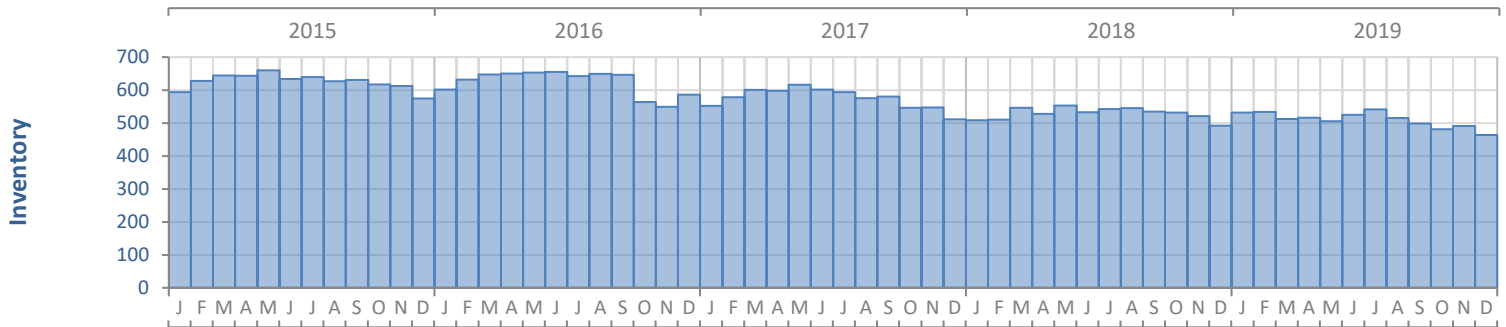


## Inventory (Active Listings)

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)	510	-3.6%
<b>December 2019</b>	<b>464</b>	<b>-5.7%</b>
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%
March 2019	512	-6.2%
February 2019	534	4.7%
January 2019	532	4.7%
December 2018	492	-3.7%

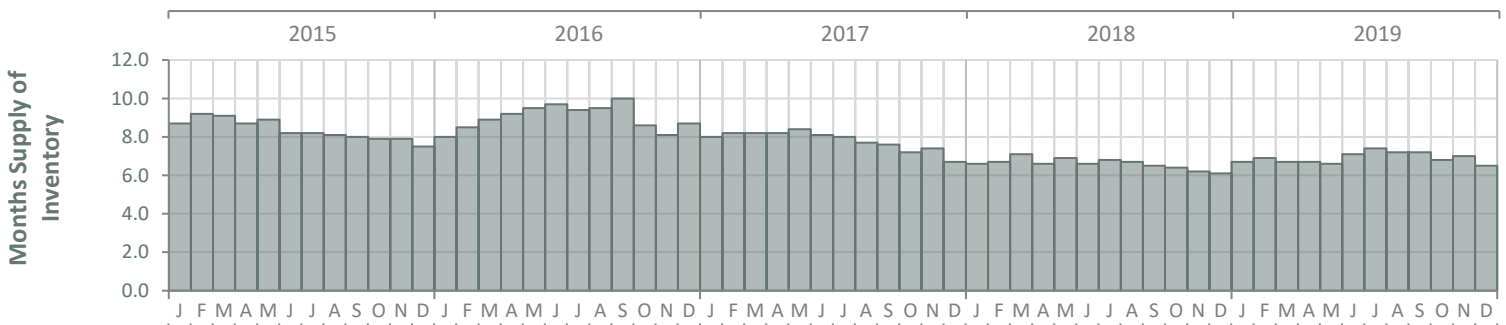


## Months Supply of Inventory

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)	6.9	4.5%
<b>December 2019</b>	<b>6.5</b>	<b>6.6%</b>
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%
March 2019	6.7	-5.6%
February 2019	6.9	3.0%
January 2019	6.7	1.5%
December 2018	6.1	-9.0%



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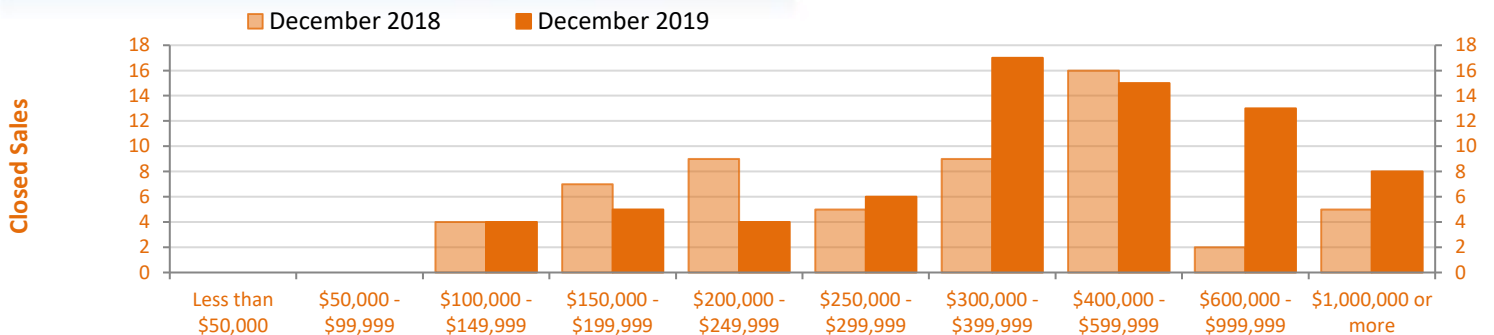


## Closed Sales by Sale Price

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	4	0.0%
\$150,000 - \$199,999	5	-28.6%
\$200,000 - \$249,999	4	-55.6%
\$250,000 - \$299,999	6	20.0%
\$300,000 - \$399,999	17	88.9%
\$400,000 - \$599,999	15	-6.3%
\$600,000 - \$999,999	13	550.0%
\$1,000,000 or more	8	60.0%

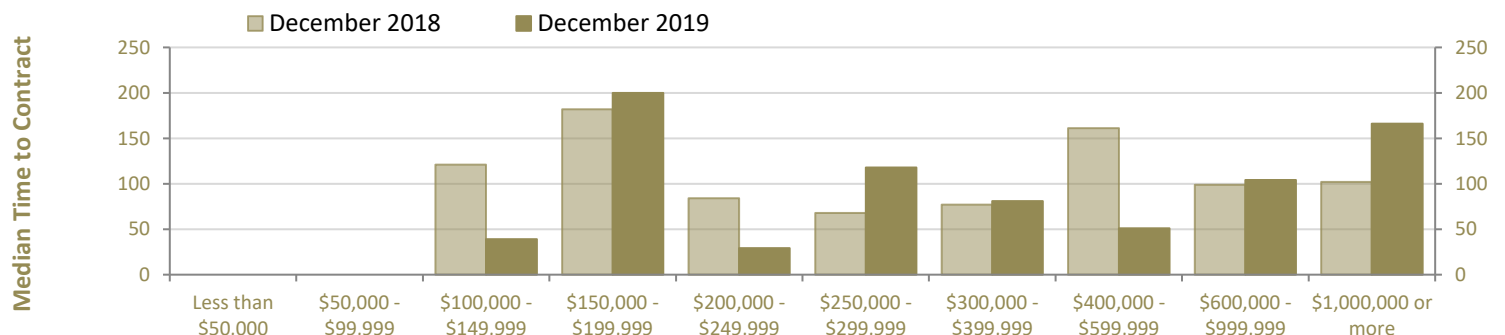


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	39 Days	-67.8%
\$150,000 - \$199,999	200 Days	9.9%
\$200,000 - \$249,999	29 Days	-65.5%
\$250,000 - \$299,999	118 Days	73.5%
\$300,000 - \$399,999	81 Days	5.2%
\$400,000 - \$599,999	51 Days	-68.3%
\$600,000 - \$999,999	104 Days	5.1%
\$1,000,000 or more	166 Days	62.7%



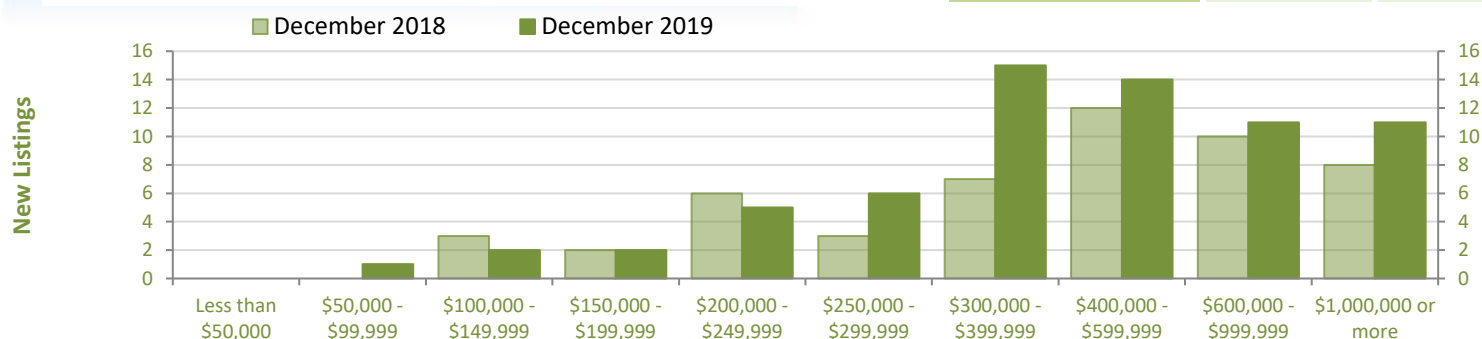


## New Listings by Initial Listing Price

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	1	N/A
\$100,000 - \$149,999	2	-33.3%
\$150,000 - \$199,999	2	0.0%
\$200,000 - \$249,999	5	-16.7%
\$250,000 - \$299,999	6	100.0%
\$300,000 - \$399,999	15	114.3%
\$400,000 - \$599,999	14	16.7%
\$600,000 - \$999,999	11	10.0%
\$1,000,000 or more	11	37.5%

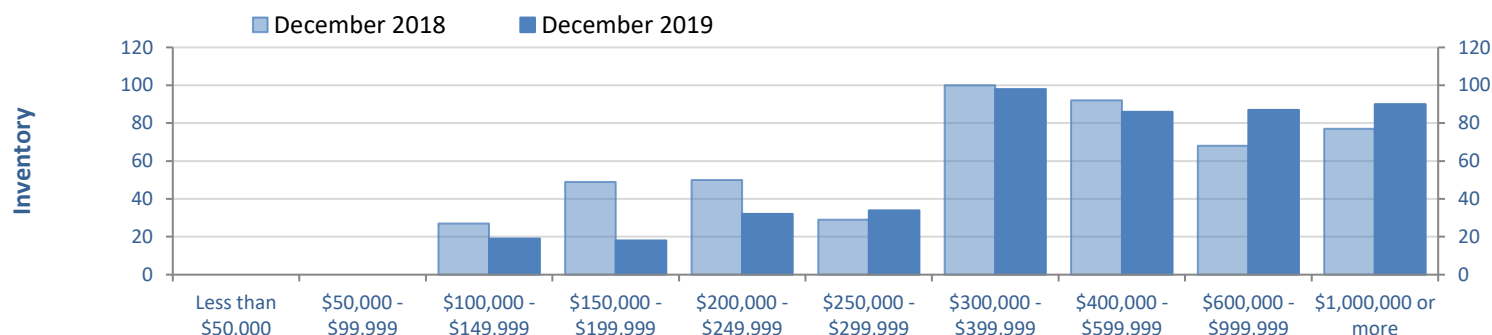


## Inventory by Current Listing Price

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	19	-29.6%
\$150,000 - \$199,999	18	-63.3%
\$200,000 - \$249,999	32	-36.0%
\$250,000 - \$299,999	34	17.2%
\$300,000 - \$399,999	98	-2.0%
\$400,000 - \$599,999	86	-6.5%
\$600,000 - \$999,999	87	27.9%
\$1,000,000 or more	90	16.9%



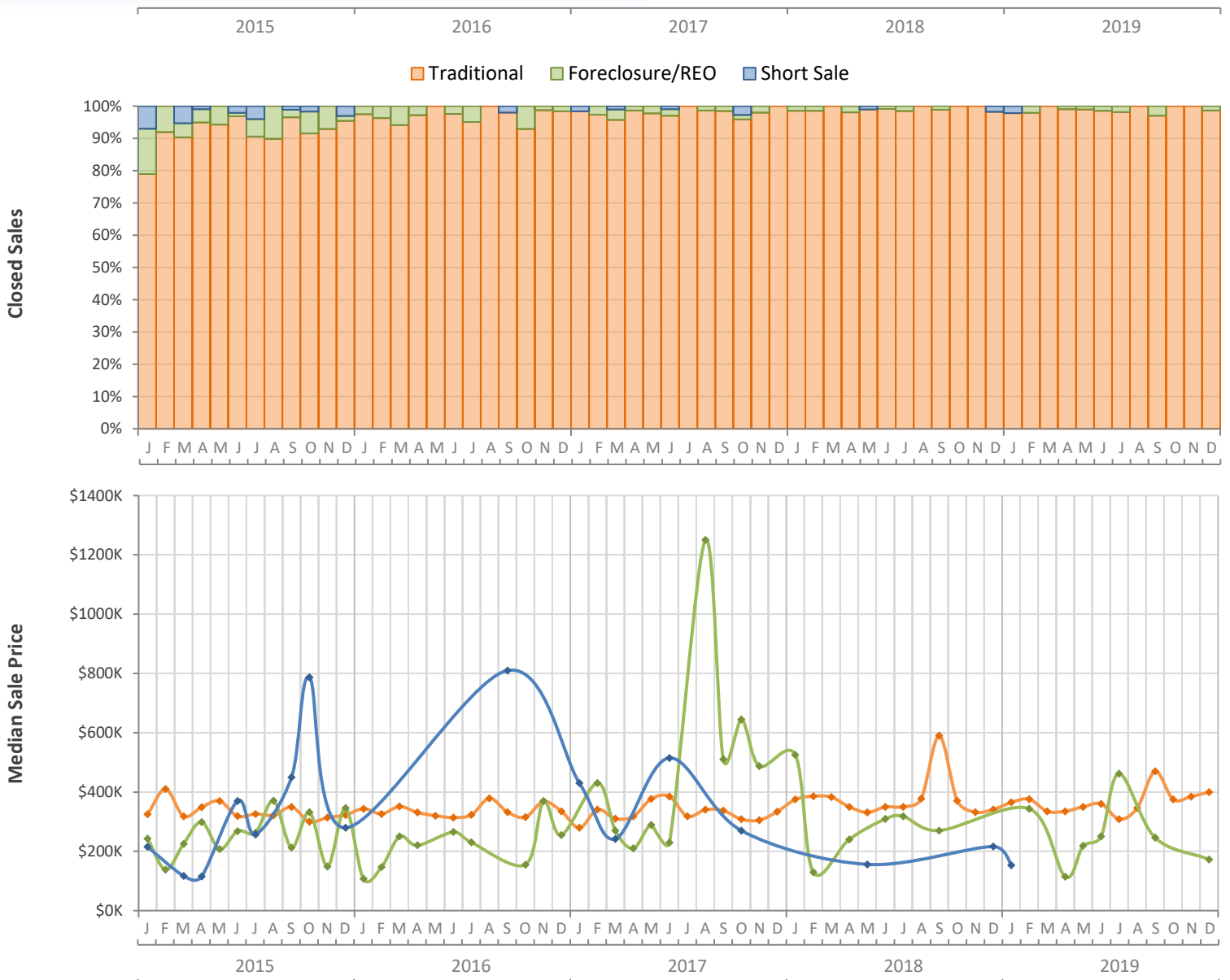
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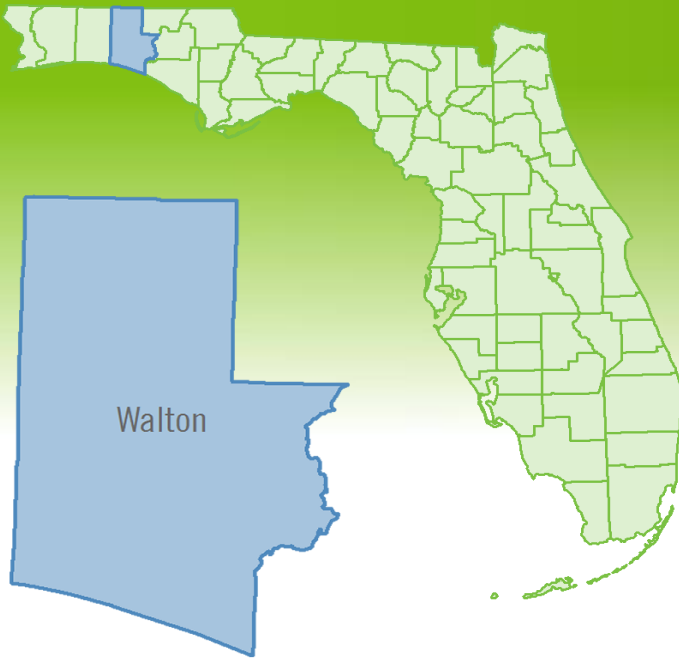
		December 2019	December 2018	Percent Change Year-over-Year
Traditional	Closed Sales	71	56	26.8%
	Median Sale Price	\$400,000	\$341,000	17.3%
Foreclosure/REO	Closed Sales	1	0	N/A
	Median Sale Price	\$172,500	(No Sales)	N/A
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$216,000	N/A



# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County



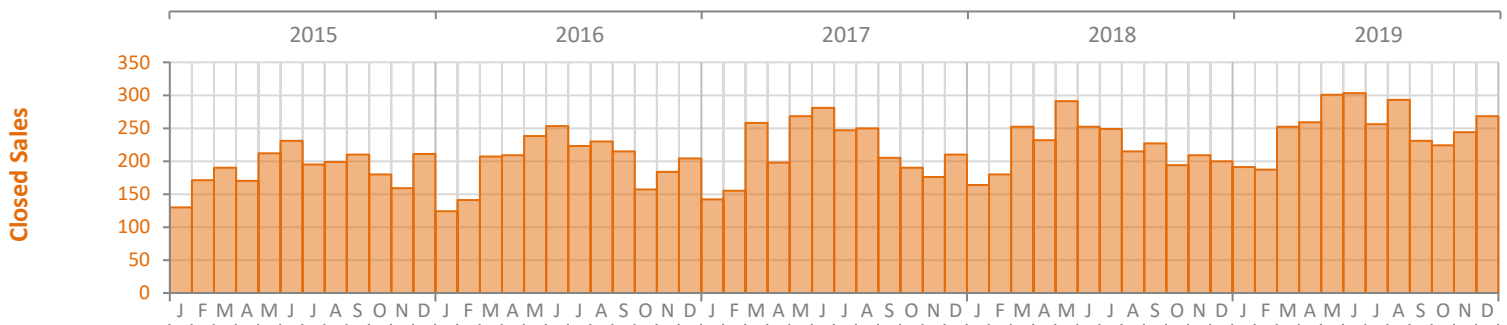
Summary Statistics	December 2019	December 2018	Percent Change Year-over-Year
Closed Sales	268	200	34.0%
Paid in Cash	65	37	75.7%
Median Sale Price	\$483,750	\$415,500	16.4%
Average Sale Price	\$772,330	\$588,585	31.2%
Dollar Volume	\$207.0 Million	\$117.7 Million	75.8%
Median Percent of Original List Price Received	97.4%	97.8%	-0.4%
Median Time to Contract	47 Days	80 Days	-41.3%
Median Time to Sale	122 Days	152 Days	-19.7%
New Pending Sales	183	182	0.5%
New Listings	164	185	-11.4%
Pending Inventory	452	412	9.7%
Inventory (Active Listings)	1,238	1,250	-1.0%
Months Supply of Inventory	4.9	5.6	-12.5%

## 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	3,009	12.9%
<b>December 2019</b>	<b>268</b>	<b>34.0%</b>
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%
March 2019	252	0.0%
February 2019	187	3.9%
January 2019	191	16.5%
December 2018	200	-4.8%



# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

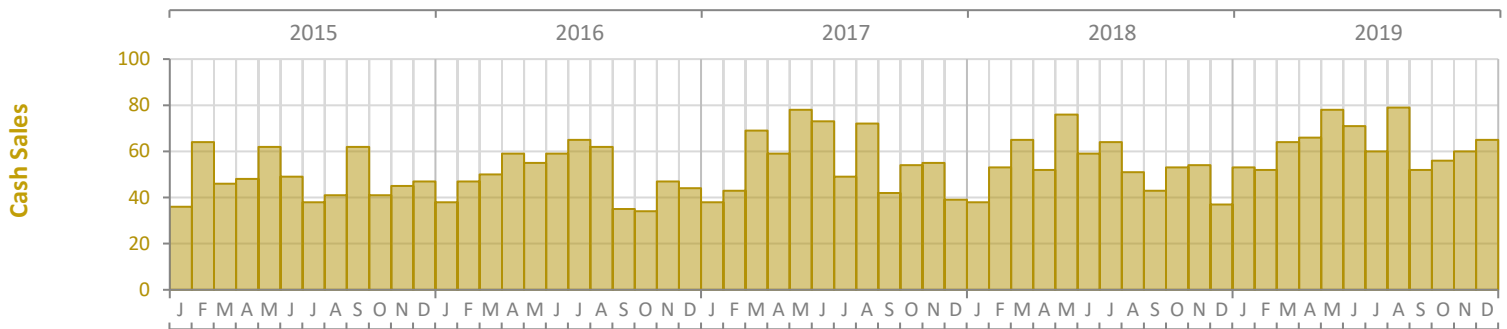


## Cash Sales

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	756	17.2%
<b>December 2019</b>	<b>65</b>	<b>75.7%</b>
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%
March 2019	64	-1.5%
February 2019	52	-1.9%
January 2019	53	39.5%
December 2018	37	-5.1%

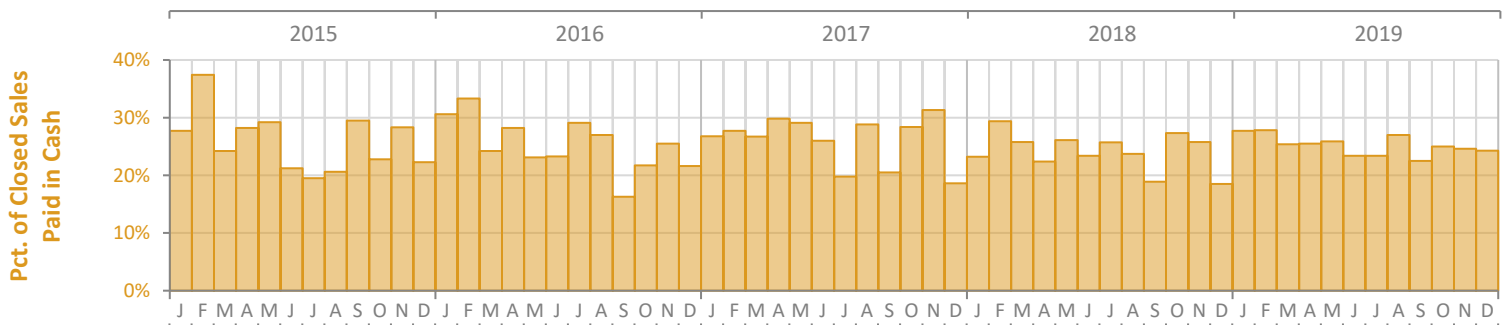


## Cash Sales as a Percentage of Closed Sales

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	25.1%	3.7%
<b>December 2019</b>	<b>24.3%</b>	<b>31.4%</b>
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%
March 2019	25.4%	-1.6%
February 2019	27.8%	-5.4%
January 2019	27.7%	19.4%
December 2018	18.5%	-0.5%



# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

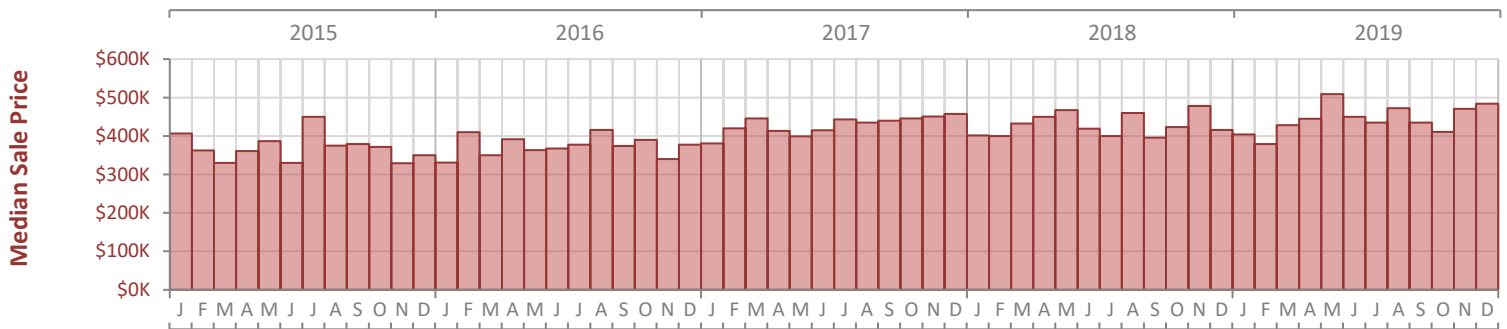


## Median Sale Price

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	\$448,951	3.4%
<b>December 2019</b>	<b>\$483,750</b>	<b>16.4%</b>
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%
March 2019	\$428,250	-1.0%
February 2019	\$378,725	-5.3%
January 2019	\$404,050	0.6%
December 2018	\$415,500	-9.2%

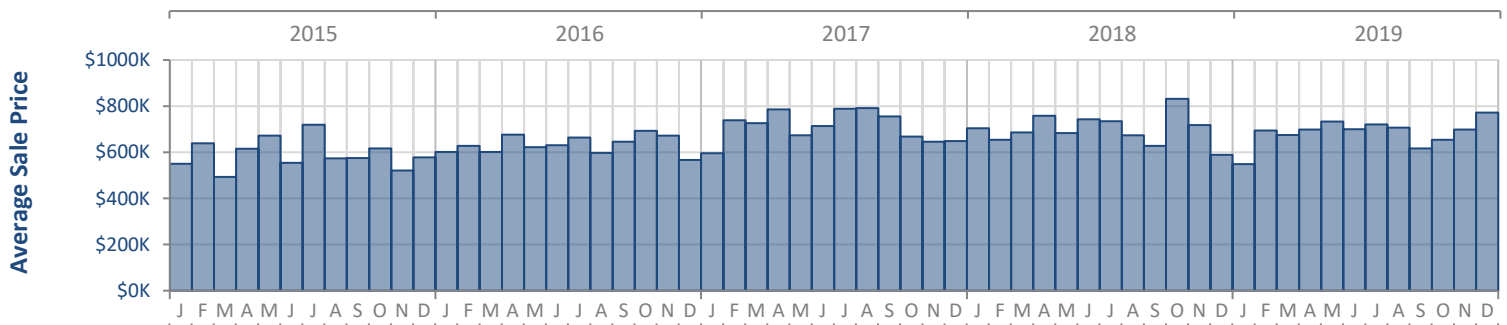


## Average Sale Price

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	\$690,025	-1.5%
<b>December 2019</b>	<b>\$772,330</b>	<b>31.2%</b>
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%
March 2019	\$675,467	-1.5%
February 2019	\$693,790	6.1%
January 2019	\$547,993	-22.1%
December 2018	\$588,585	-9.3%





# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

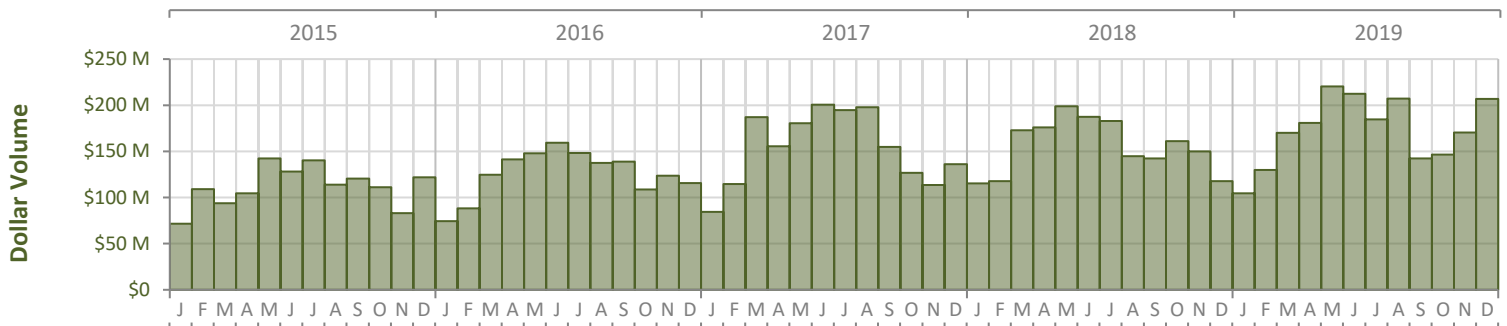


## Dollar Volume

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	\$2.1 Billion	11.2%
<b>December 2019</b>	<b>\$207.0 Million</b>	<b>75.8%</b>
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%
March 2019	\$170.2 Million	-1.5%
February 2019	\$129.7 Million	10.2%
January 2019	\$104.7 Million	-9.3%
December 2018	\$117.7 Million	-13.6%

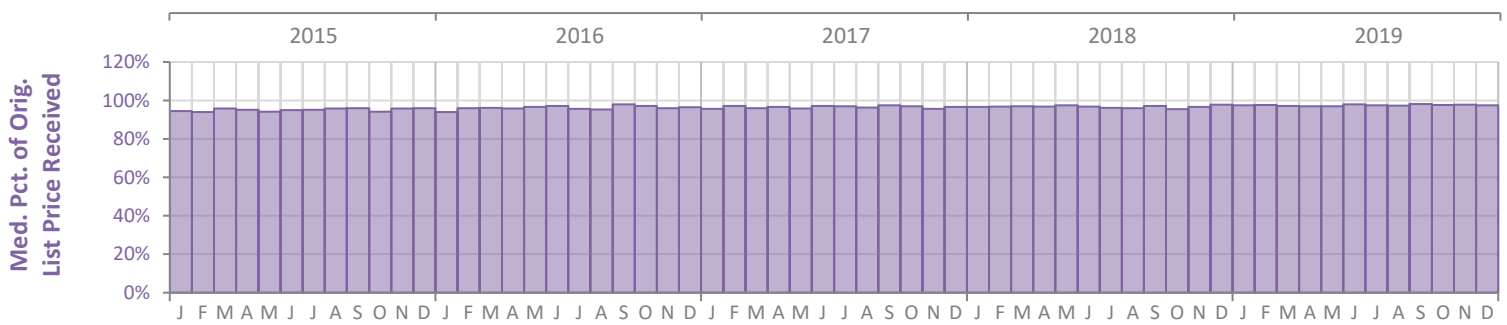


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the 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	97.5%	0.6%
<b>December 2019</b>	<b>97.4%</b>	<b>-0.4%</b>
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%
March 2019	97.1%	0.2%
February 2019	97.6%	0.8%
January 2019	97.4%	0.7%
December 2018	97.8%	1.2%

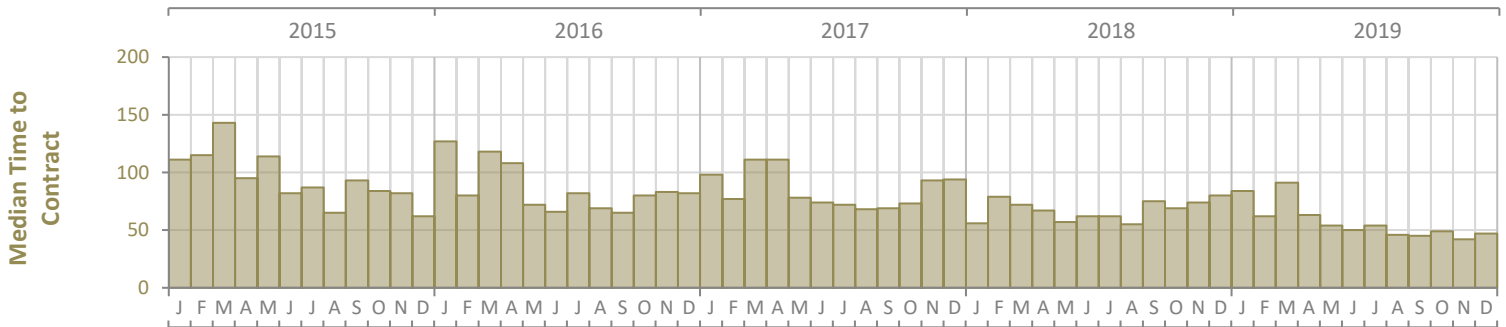


## Median Time to Contract

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	-21.4%
<b>December 2019</b>	<b>47 Days</b>	<b>-41.3%</b>
November 2019	42 Days	-43.2%
October 2019	49 Days	-29.0%
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%
March 2019	91 Days	26.4%
February 2019	62 Days	-21.5%
January 2019	84 Days	50.0%
December 2018	80 Days	-14.9%

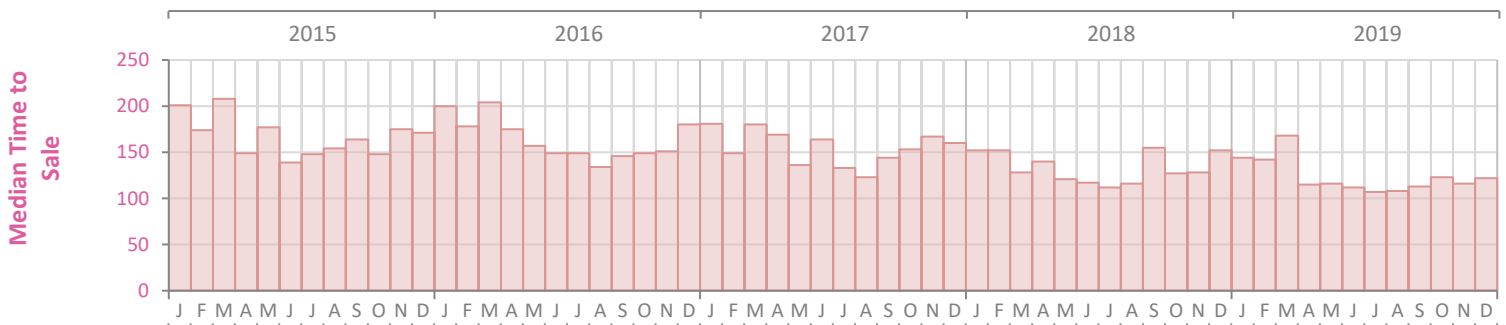


## Median Time to Sale

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	119 Days	-9.8%
<b>December 2019</b>	<b>122 Days</b>	<b>-19.7%</b>
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%
March 2019	168 Days	31.3%
February 2019	142 Days	-6.6%
January 2019	144 Days	-5.3%
December 2018	152 Days	-5.0%



# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

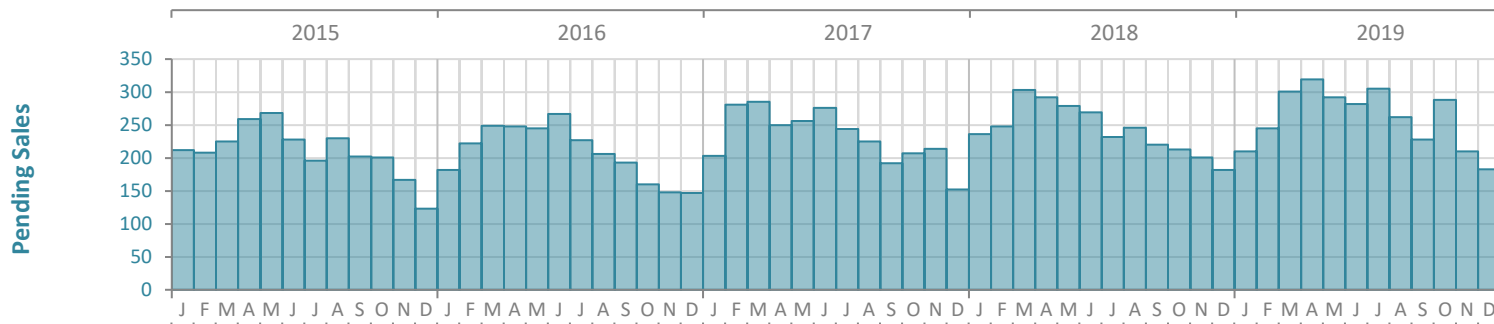


## New Pending Sales

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	3,125	7.0%
<b>December 2019</b>	<b>183</b>	<b>0.5%</b>
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%
March 2019	301	-0.7%
February 2019	245	-1.2%
January 2019	210	-11.0%
December 2018	182	19.7%

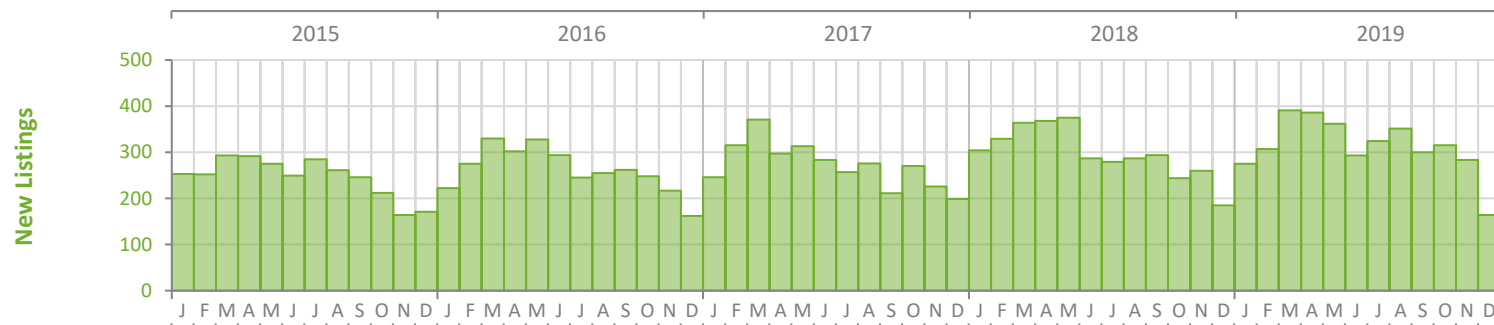


## New Listings

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	3,751	4.9%
<b>December 2019</b>	<b>164</b>	<b>-11.4%</b>
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%
March 2019	391	7.4%
February 2019	307	-6.7%
January 2019	275	-9.5%
December 2018	185	-7.0%



# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

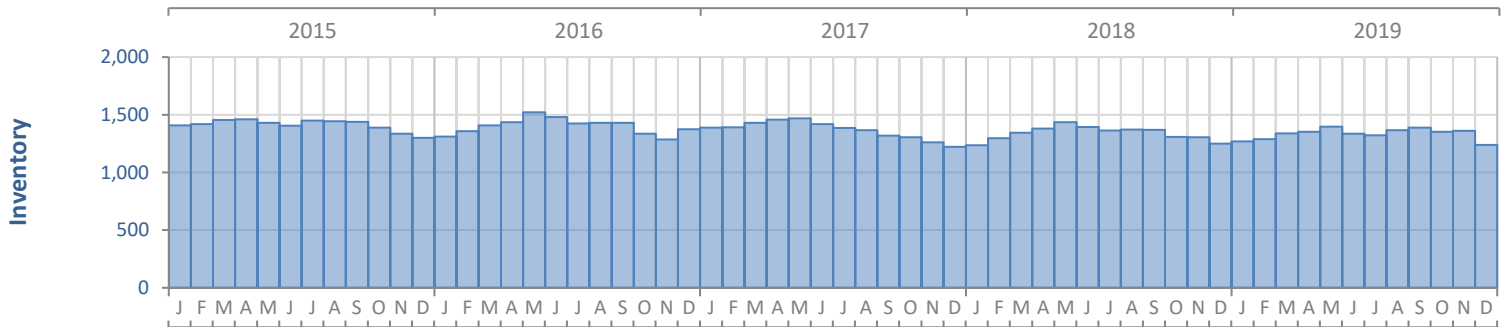


## Inventory (Active Listings)

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)	1,334	-0.3%
<b>December 2019</b>	<b>1,238</b>	<b>-1.0%</b>
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%
March 2019	1,339	-0.4%
February 2019	1,290	-0.6%
January 2019	1,268	2.6%
December 2018	1,250	2.4%

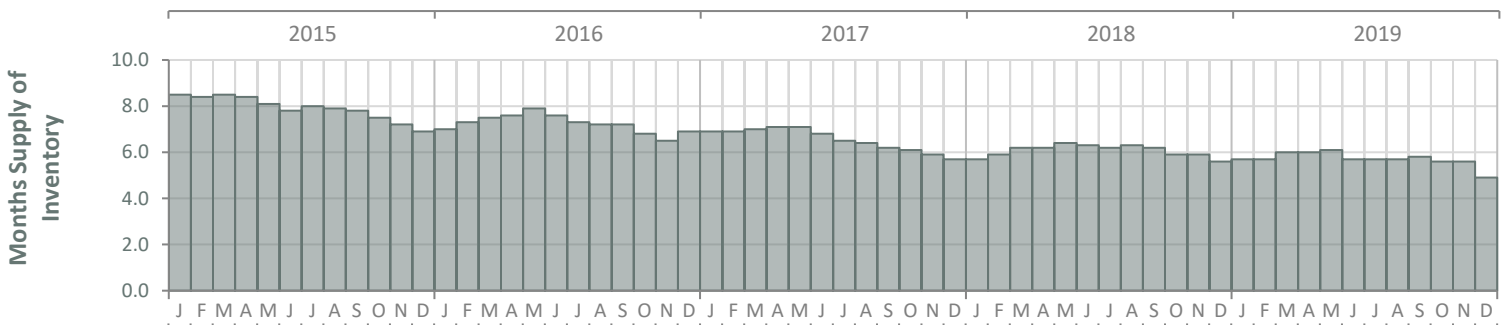


## Months Supply of Inventory

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)	5.7	-6.6%
<b>December 2019</b>	<b>4.9</b>	<b>-12.5%</b>
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%
March 2019	6.0	-3.2%
February 2019	5.7	-3.4%
January 2019	5.7	0.0%
December 2018	5.6	-1.8%



# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

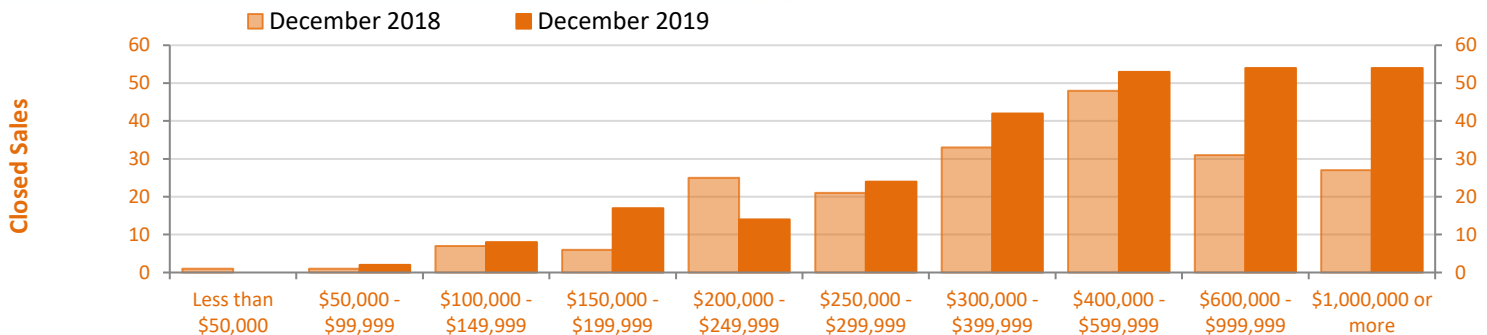


## Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	8	14.3%
\$150,000 - \$199,999	17	183.3%
\$200,000 - \$249,999	14	-44.0%
\$250,000 - \$299,999	24	14.3%
\$300,000 - \$399,999	42	27.3%
\$400,000 - \$599,999	53	10.4%
\$600,000 - \$999,999	54	74.2%
\$1,000,000 or more	54	100.0%

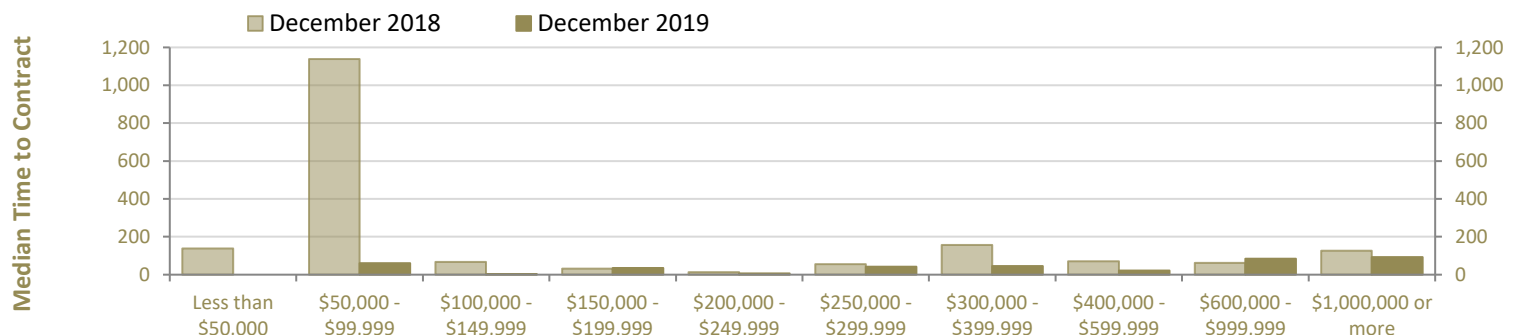


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	60 Days	-94.7%
\$100,000 - \$149,999	3 Days	-95.6%
\$150,000 - \$199,999	36 Days	12.5%
\$200,000 - \$249,999	7 Days	-50.0%
\$250,000 - \$299,999	42 Days	-23.6%
\$300,000 - \$399,999	46 Days	-70.7%
\$400,000 - \$599,999	21 Days	-70.0%
\$600,000 - \$999,999	85 Days	37.1%
\$1,000,000 or more	93 Days	-26.8%





# Monthly Market Detail - December 2019

## Single Family Homes

### Walton County

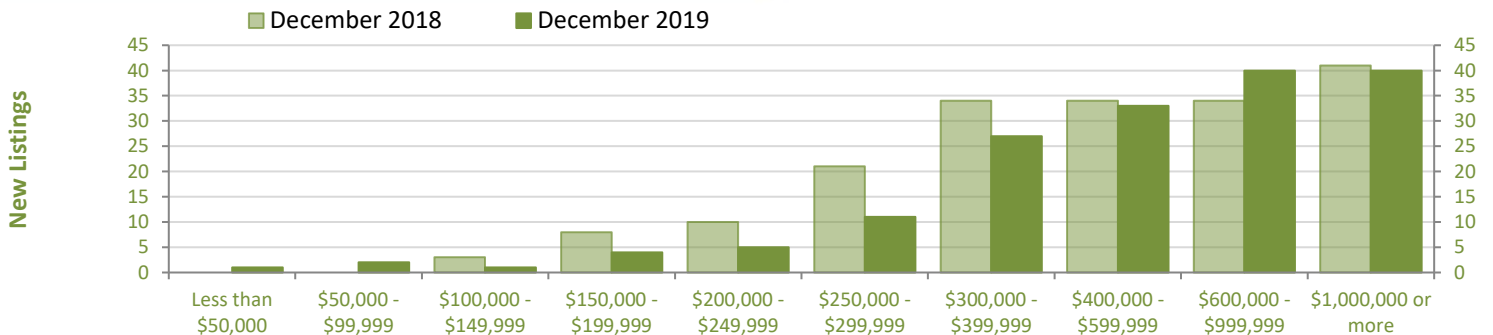


## New Listings by Initial Listing Price

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	1	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	1	-66.7%
\$150,000 - \$199,999	4	-50.0%
\$200,000 - \$249,999	5	-50.0%
\$250,000 - \$299,999	11	-47.6%
\$300,000 - \$399,999	27	-20.6%
\$400,000 - \$599,999	33	-2.9%
\$600,000 - \$999,999	40	17.6%
\$1,000,000 or more	40	-2.4%

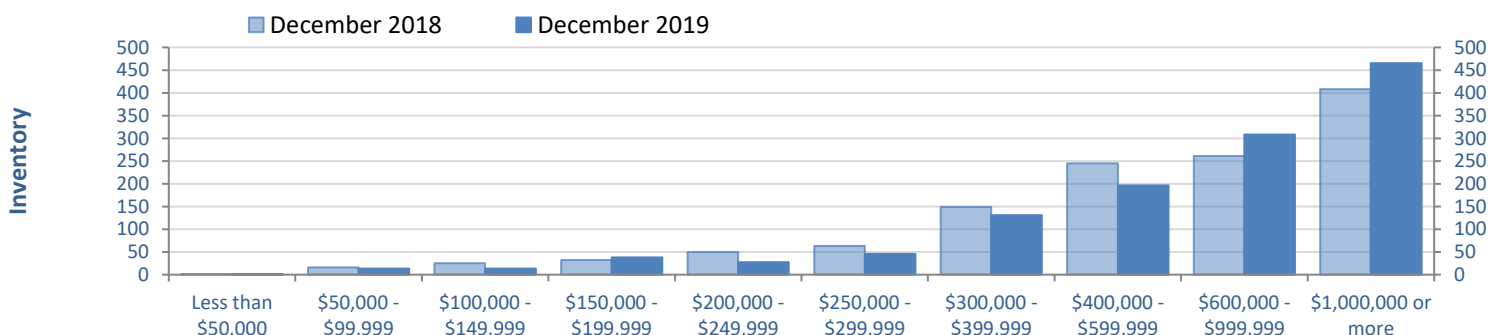


## Inventory by Current Listing Price

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.

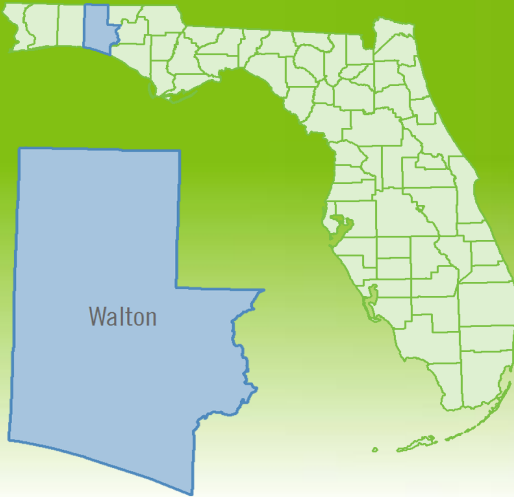
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	13	-18.8%
\$100,000 - \$149,999	13	-48.0%
\$150,000 - \$199,999	38	18.8%
\$200,000 - \$249,999	27	-46.0%
\$250,000 - \$299,999	46	-27.0%
\$300,000 - \$399,999	131	-12.1%
\$400,000 - \$599,999	196	-20.0%
\$600,000 - \$999,999	308	18.0%
\$1,000,000 or more	465	14.0%



# Monthly Distressed Market - December 2019

## Single Family Homes

### Walton County



		December 2019	December 2018	Percent Change Year-over-Year
Traditional	Closed Sales	268	195	37.4%
	Median Sale Price	\$483,750	\$417,000	16.0%
Foreclosure/REO	Closed Sales	0	5	-100.0%
	Median Sale Price	(No Sales)	\$200,000	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

