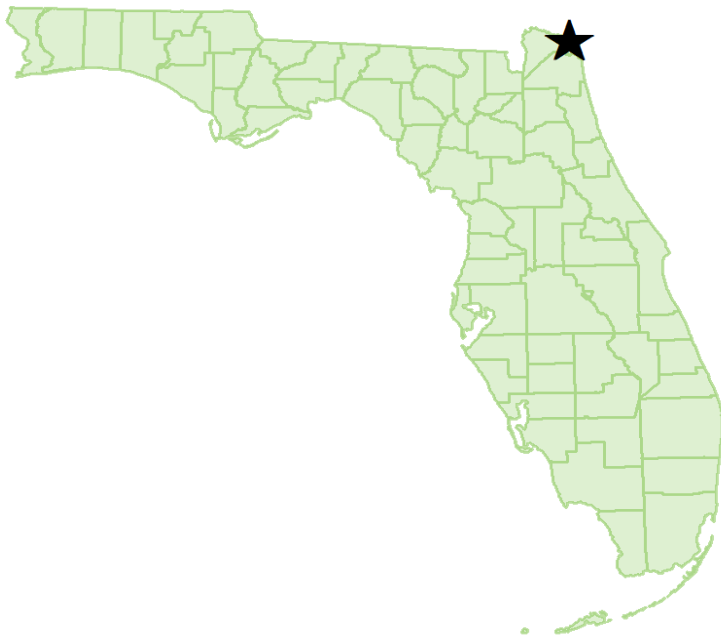


# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



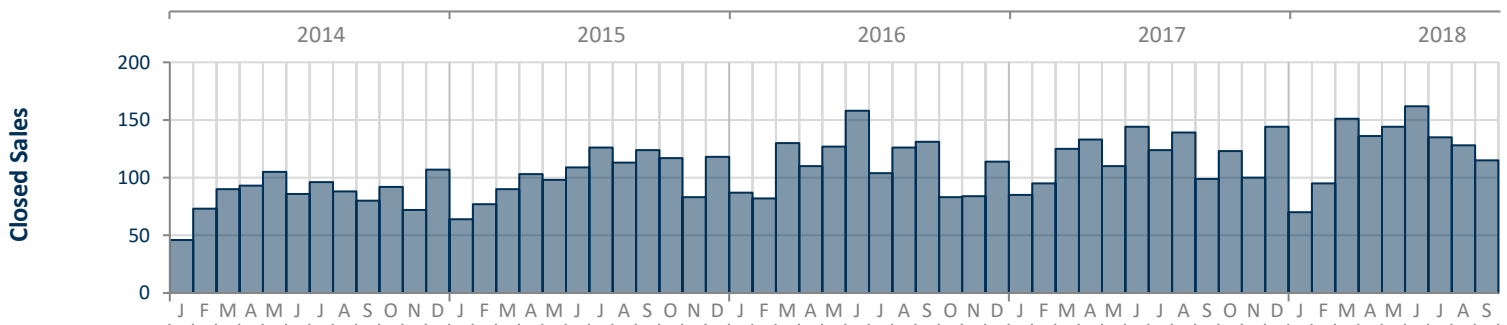
Summary Statistics	September 2018	September 2017	Percent Change Year-over-Year
Closed Sales	115	99	16.2%
Paid in Cash	37	33	12.1%
Median Sale Price	\$310,000	\$307,600	0.8%
Average Sale Price	\$444,844	\$344,953	29.0%
Dollar Volume	\$51.2 Million	\$34.2 Million	49.8%
Median Percent of Original List Price Received	96.7%	97.5%	-0.8%
Median Time to Contract	65 Days	56 Days	16.1%
Median Time to Sale	126 Days	127 Days	-0.8%
New Pending Sales	109	85	28.2%
New Listings	115	93	23.7%
Pending Inventory	221	222	-0.5%
Inventory (Active Listings)	453	474	-4.4%
Months Supply of Inventory	3.6	4.3	-16.3%

## 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	1,136	7.8%
<b>September 2018</b>	<b>115</b>	<b>16.2%</b>
August 2018	128	-7.9%
July 2018	135	8.9%
June 2018	162	12.5%
May 2018	144	30.9%
April 2018	136	2.3%
March 2018	151	20.8%
February 2018	95	0.0%
January 2018	70	-17.6%
December 2017	144	26.3%
November 2017	100	19.0%
October 2017	123	48.2%
September 2017	99	-24.4%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



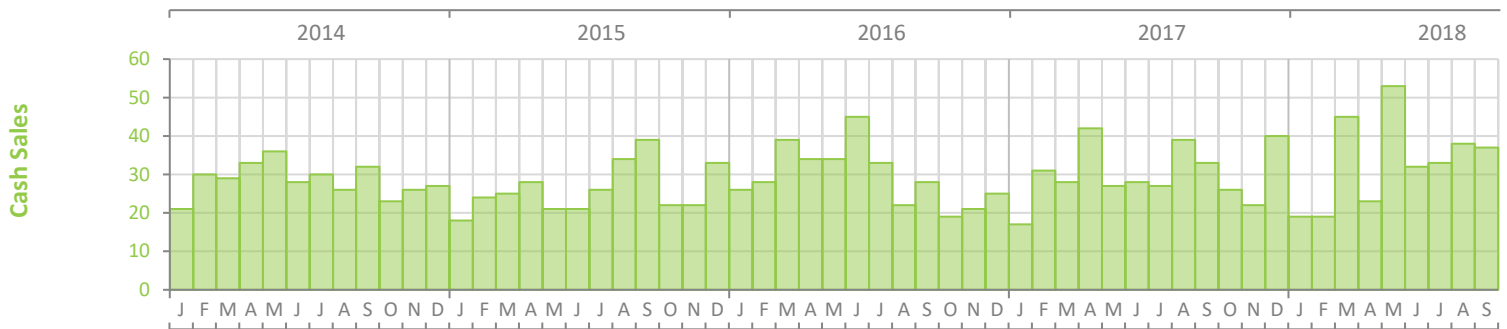
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## Cash Sales

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	299	9.9%
<b>September 2018</b>	<b>37</b>	<b>12.1%</b>
August 2018	38	-2.6%
July 2018	33	22.2%
June 2018	32	14.3%
May 2018	53	96.3%
April 2018	23	-45.2%
March 2018	45	60.7%
February 2018	19	-38.7%
January 2018	19	11.8%
December 2017	40	60.0%
November 2017	22	4.8%
October 2017	26	36.8%
September 2017	33	17.9%

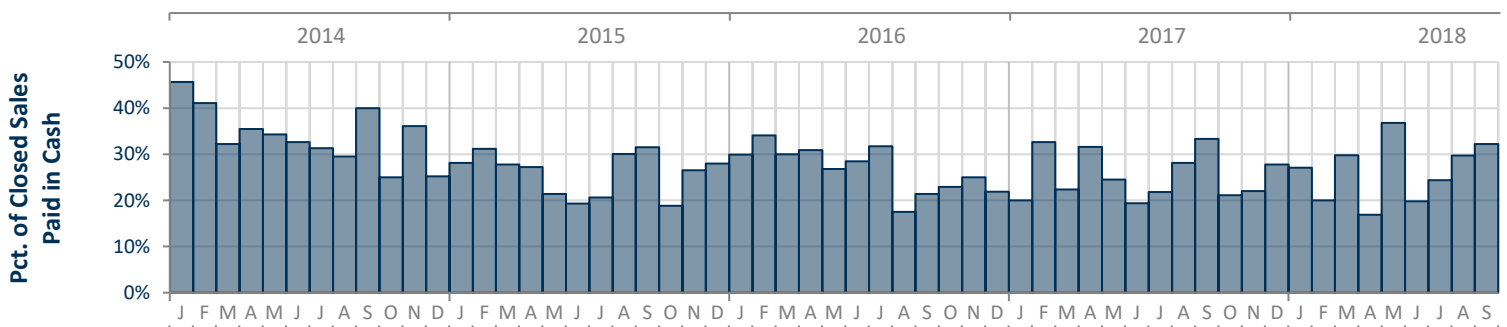


## Cash Sales as a Percentage of Closed Sales

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	26.3%	1.9%
<b>September 2018</b>	<b>32.2%</b>	<b>-3.3%</b>
August 2018	29.7%	5.7%
July 2018	24.4%	11.9%
June 2018	19.8%	2.1%
May 2018	36.8%	50.2%
April 2018	16.9%	-46.5%
March 2018	29.8%	33.0%
February 2018	20.0%	-38.7%
January 2018	27.1%	35.5%
December 2017	27.8%	26.9%
November 2017	22.0%	-12.0%
October 2017	21.1%	-7.9%
September 2017	33.3%	55.6%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



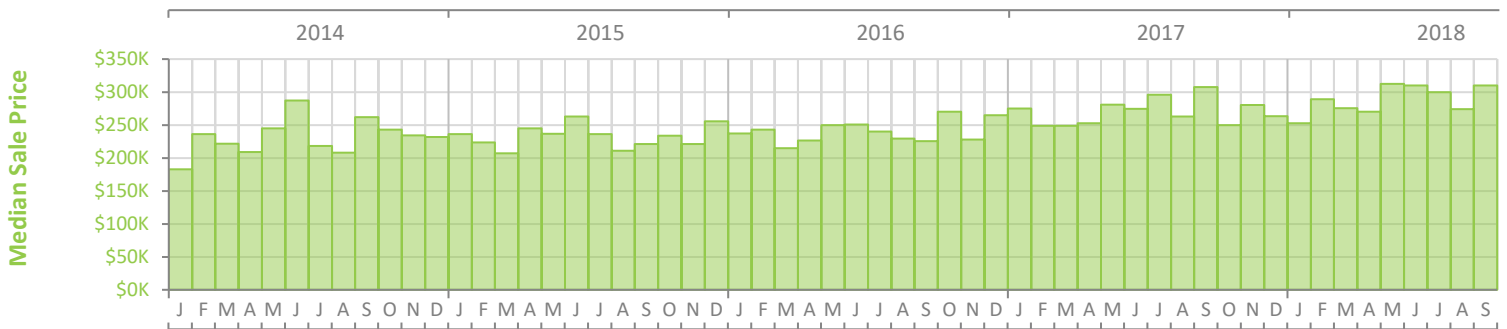
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## Median Sale Price

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	\$292,000	7.7%
<b>September 2018</b>	<b>\$310,000</b>	<b>0.8%</b>
August 2018	\$274,000	4.2%
July 2018	\$300,000	1.4%
June 2018	\$310,000	12.8%
May 2018	\$312,500	11.2%
April 2018	\$270,000	6.9%
March 2018	\$275,292	10.6%
February 2018	\$288,919	16.0%
January 2018	\$252,500	-8.2%
December 2017	\$263,500	-0.5%
November 2017	\$280,345	23.1%
October 2017	\$250,000	-7.4%
September 2017	\$307,600	36.5%

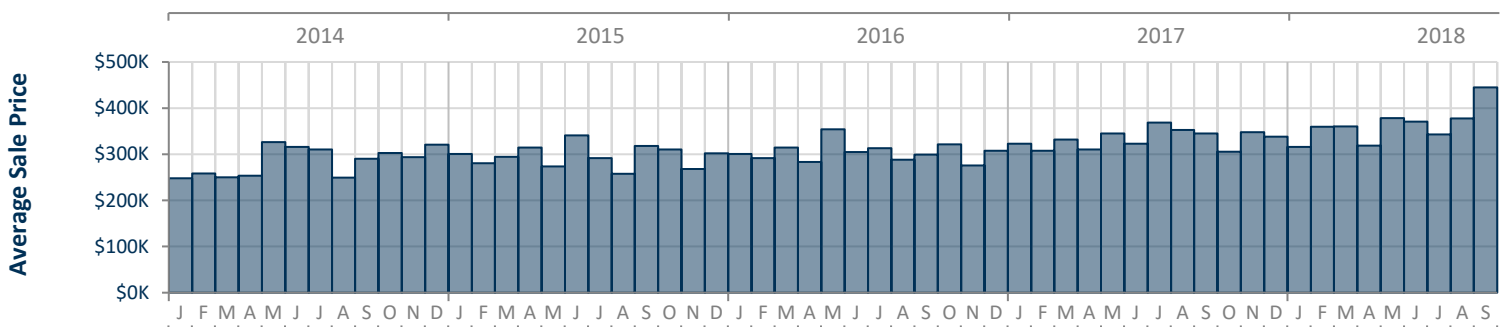


## Average Sale Price

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	\$364,730	9.0%
<b>September 2018</b>	<b>\$444,844</b>	<b>29.0%</b>
August 2018	\$377,354	6.9%
July 2018	\$343,134	-7.0%
June 2018	\$370,724	14.8%
May 2018	\$378,538	9.8%
April 2018	\$318,517	2.5%
March 2018	\$360,166	8.6%
February 2018	\$359,609	16.9%
January 2018	\$315,986	-2.2%
December 2017	\$338,289	10.0%
November 2017	\$347,491	26.2%
October 2017	\$305,337	-5.0%
September 2017	\$344,953	15.2%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



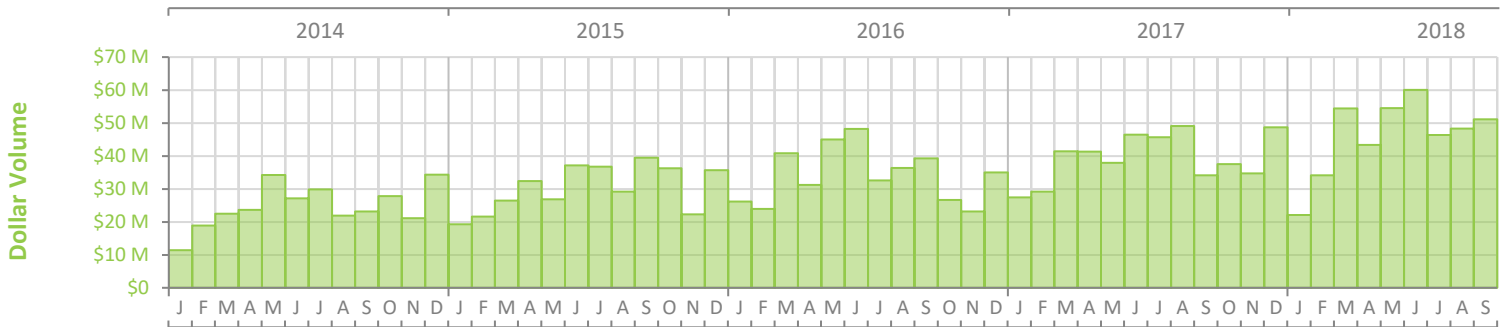
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## Dollar Volume

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	\$414.3 Million	17.4%
<b>September 2018</b>	<b>\$51.2 Million</b>	<b>49.8%</b>
August 2018	\$48.3 Million	-1.6%
July 2018	\$46.3 Million	1.3%
June 2018	\$60.1 Million	29.2%
May 2018	\$54.5 Million	43.7%
April 2018	\$43.3 Million	4.9%
March 2018	\$54.4 Million	31.2%
February 2018	\$34.2 Million	16.9%
January 2018	\$22.1 Million	-19.5%
December 2017	\$48.7 Million	39.0%
November 2017	\$34.7 Million	50.2%
October 2017	\$37.6 Million	40.9%
September 2017	\$34.2 Million	-13.0%

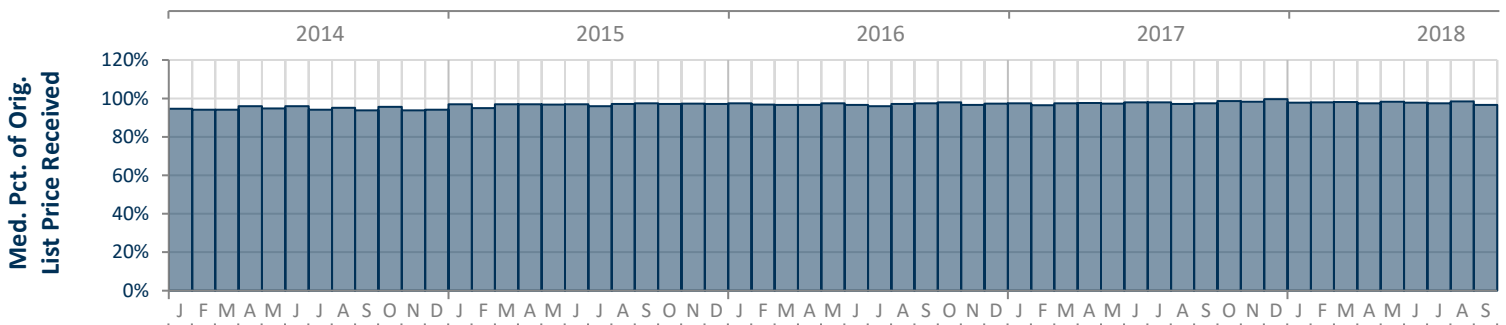


## Median Percent of Original List Price Received

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	97.9%	0.4%
<b>September 2018</b>	<b>96.7%</b>	<b>-0.8%</b>
August 2018	98.5%	1.4%
July 2018	97.4%	-0.5%
June 2018	97.8%	-0.1%
May 2018	98.3%	1.0%
April 2018	97.5%	-0.1%
March 2018	98.1%	0.6%
February 2018	98.0%	1.6%
January 2018	97.8%	0.4%
December 2017	99.6%	2.4%
November 2017	98.3%	1.8%
October 2017	98.7%	0.7%
September 2017	97.5%	0.0%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



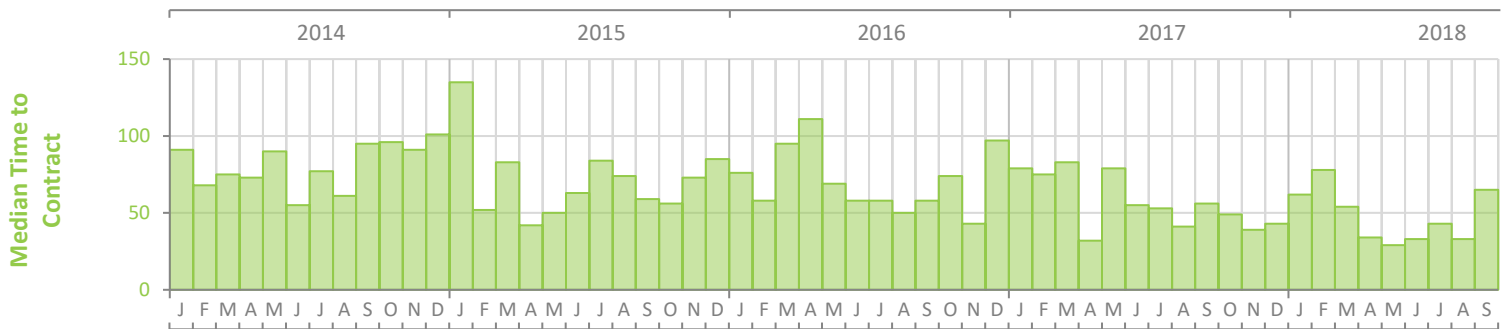
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## Median Time to Contract

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	45 Days	-21.1%
<b>September 2018</b>	<b>65 Days</b>	<b>16.1%</b>
August 2018	33 Days	-19.5%
July 2018	43 Days	-18.9%
June 2018	33 Days	-40.0%
May 2018	29 Days	-63.3%
April 2018	34 Days	6.3%
March 2018	54 Days	-34.9%
February 2018	78 Days	4.0%
January 2018	62 Days	-21.5%
December 2017	43 Days	-55.7%
November 2017	39 Days	-9.3%
October 2017	49 Days	-33.8%
September 2017	56 Days	-3.4%

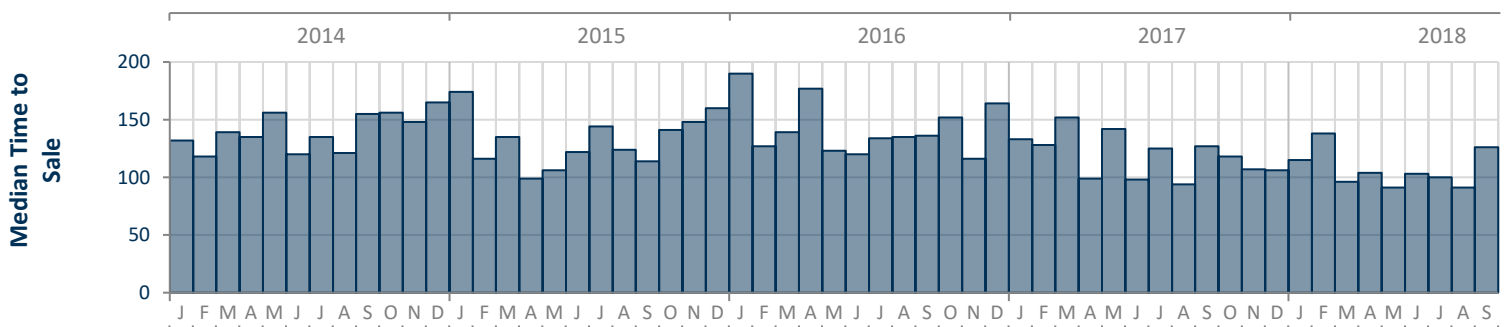


## Median Time to Sale

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	105 Days	-12.5%
<b>September 2018</b>	<b>126 Days</b>	<b>-0.8%</b>
August 2018	91 Days	-3.2%
July 2018	100 Days	-20.0%
June 2018	103 Days	5.1%
May 2018	91 Days	-35.9%
April 2018	104 Days	5.1%
March 2018	96 Days	-36.8%
February 2018	138 Days	7.8%
January 2018	115 Days	-13.5%
December 2017	106 Days	-35.4%
November 2017	107 Days	-7.8%
October 2017	118 Days	-22.4%
September 2017	127 Days	-6.6%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



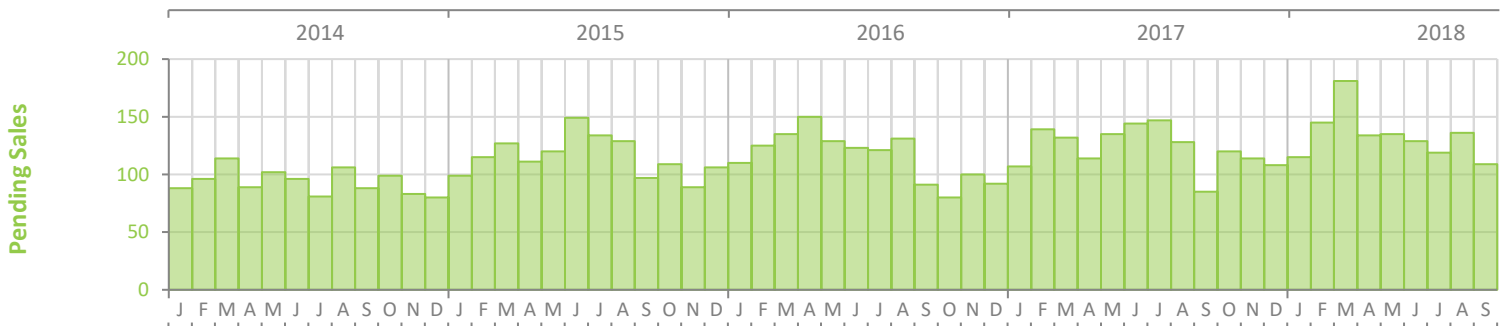
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## New Pending Sales

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	1,203	6.4%
<b>September 2018</b>	<b>109</b>	<b>28.2%</b>
August 2018	136	6.3%
July 2018	119	-19.0%
June 2018	129	-10.4%
May 2018	135	0.0%
April 2018	134	17.5%
March 2018	181	37.1%
February 2018	145	4.3%
January 2018	115	7.5%
December 2017	108	17.4%
November 2017	114	14.0%
October 2017	120	50.0%
September 2017	85	-6.6%

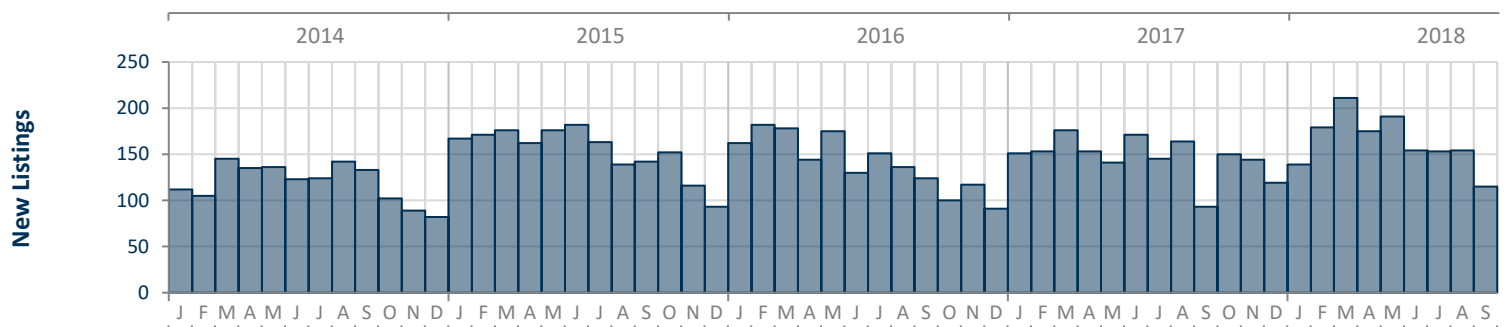


## New Listings

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	1,471	9.2%
<b>September 2018</b>	<b>115</b>	<b>23.7%</b>
August 2018	154	-6.1%
July 2018	153	5.5%
June 2018	154	-9.9%
May 2018	191	35.5%
April 2018	175	14.4%
March 2018	211	19.9%
February 2018	179	17.0%
January 2018	139	-7.9%
December 2017	119	30.8%
November 2017	144	23.1%
October 2017	150	50.0%
September 2017	93	-25.0%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



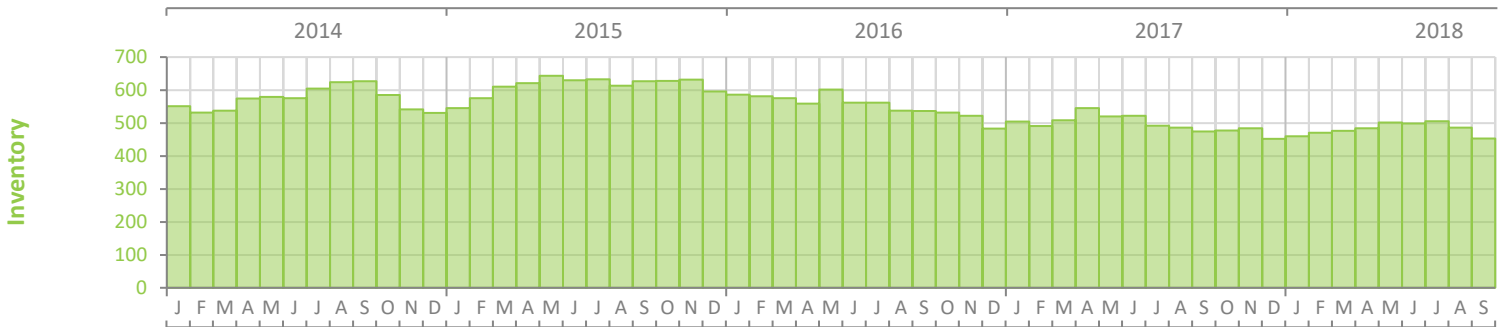
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## Inventory (Active Listings)

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)	482	-4.6%
<b>September 2018</b>	<b>453</b>	<b>-4.4%</b>
August 2018	486	0.0%
July 2018	505	2.6%
June 2018	499	-4.4%
May 2018	502	-3.5%
April 2018	484	-11.2%
March 2018	476	-6.3%
February 2018	470	-4.3%
January 2018	460	-8.7%
December 2017	452	-6.4%
November 2017	484	-7.3%
October 2017	477	-10.3%
September 2017	474	-11.6%

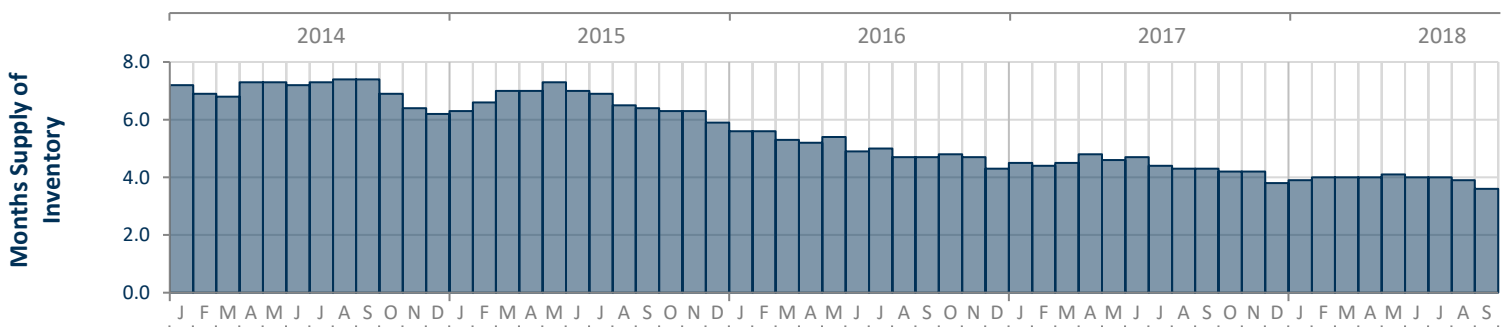


## Months Supply of Inventory

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)	3.9	-13.3%
<b>September 2018</b>	<b>3.6</b>	<b>-16.3%</b>
August 2018	3.9	-9.3%
July 2018	4.0	-9.1%
June 2018	4.0	-14.9%
May 2018	4.1	-10.9%
April 2018	4.0	-16.7%
March 2018	4.0	-11.1%
February 2018	4.0	-9.1%
January 2018	3.9	-13.3%
December 2017	3.8	-11.6%
November 2017	4.2	-10.6%
October 2017	4.2	-12.5%
September 2017	4.3	-8.5%



# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



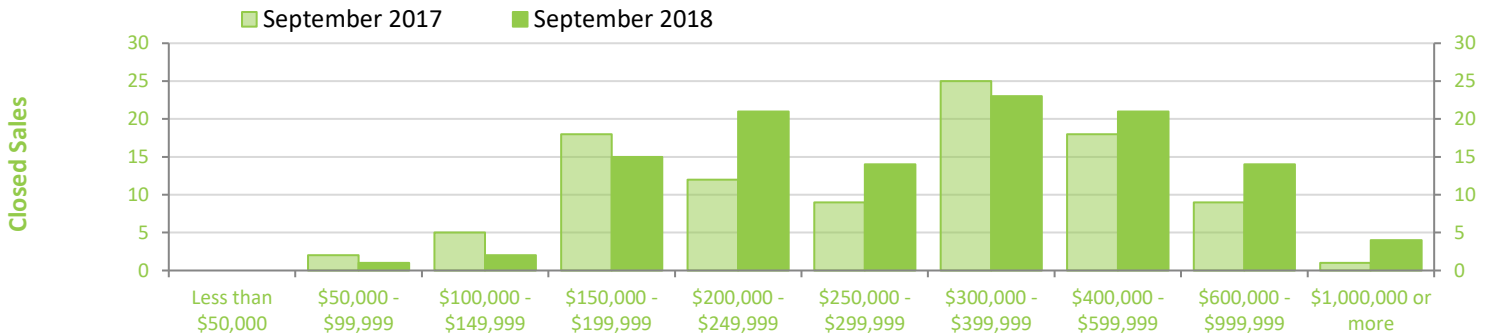
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## Closed Sales by Sale Price

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	1	-50.0%
\$100,000 - \$149,999	2	-60.0%
\$150,000 - \$199,999	15	-16.7%
\$200,000 - \$249,999	21	75.0%
\$250,000 - \$299,999	14	55.6%
\$300,000 - \$399,999	23	-8.0%
\$400,000 - \$599,999	21	16.7%
\$600,000 - \$999,999	14	55.6%
\$1,000,000 or more	4	300.0%

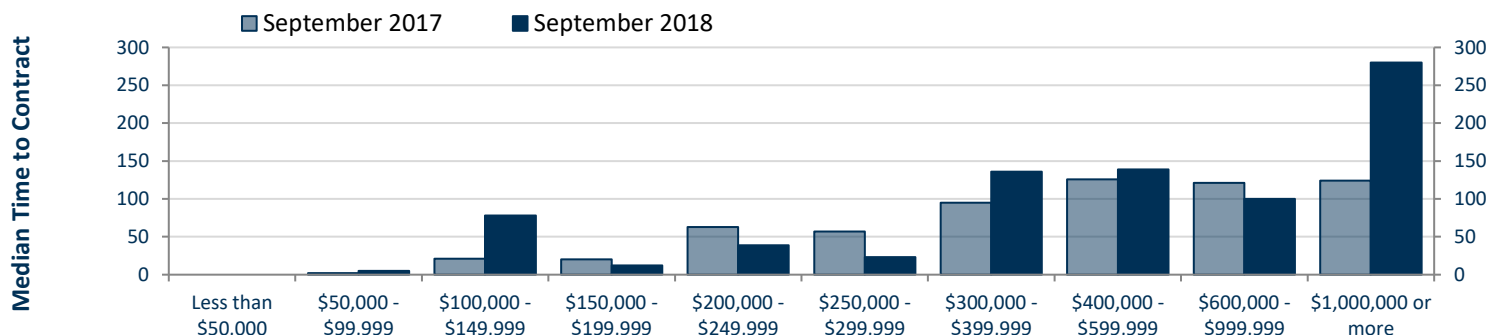


## Median Time to Contract by Sale Price

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	5 Days	150.0%
\$100,000 - \$149,999	78 Days	271.4%
\$150,000 - \$199,999	12 Days	-40.0%
\$200,000 - \$249,999	39 Days	-38.1%
\$250,000 - \$299,999	23 Days	-59.6%
\$300,000 - \$399,999	136 Days	43.2%
\$400,000 - \$599,999	139 Days	10.3%
\$600,000 - \$999,999	100 Days	-17.4%
\$1,000,000 or more	280 Days	125.8%





# Monthly Market Detail - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®



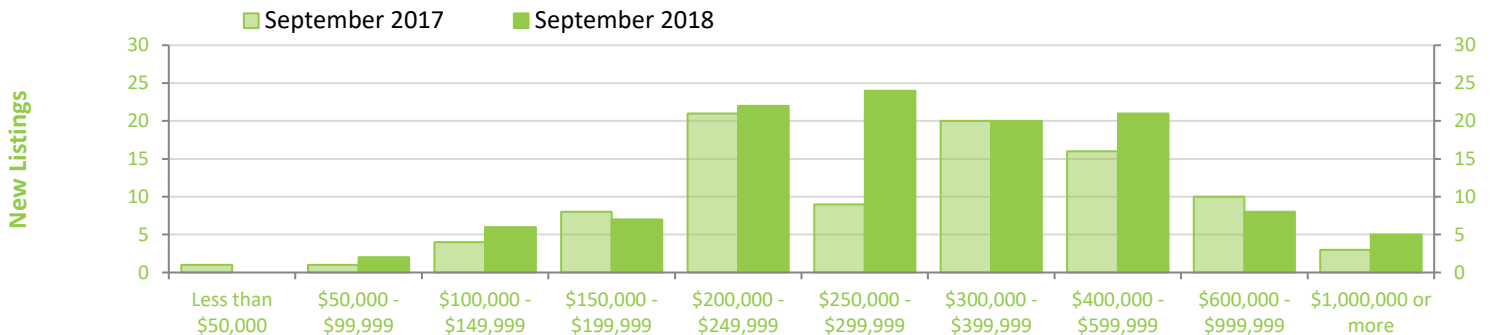
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## New Listings by Initial Listing Price

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	-100.0%
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	6	50.0%
\$150,000 - \$199,999	7	-12.5%
\$200,000 - \$249,999	22	4.8%
\$250,000 - \$299,999	24	166.7%
\$300,000 - \$399,999	20	0.0%
\$400,000 - \$599,999	21	31.3%
\$600,000 - \$999,999	8	-20.0%
\$1,000,000 or more	5	66.7%

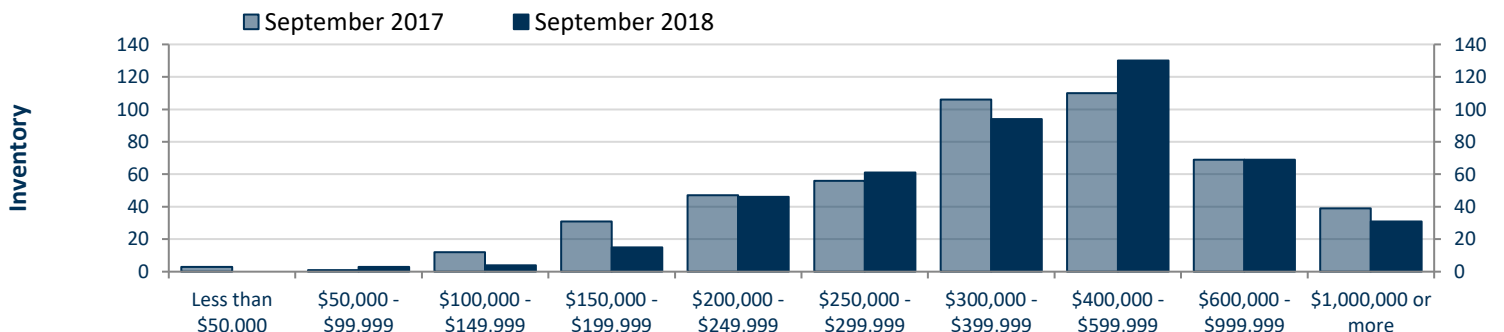


## Inventory by Current Listing Price

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	-100.0%
\$50,000 - \$99,999	3	200.0%
\$100,000 - \$149,999	4	-66.7%
\$150,000 - \$199,999	15	-51.6%
\$200,000 - \$249,999	46	-2.1%
\$250,000 - \$299,999	61	8.9%
\$300,000 - \$399,999	94	-11.3%
\$400,000 - \$599,999	130	18.2%
\$600,000 - \$999,999	69	0.0%
\$1,000,000 or more	31	-20.5%

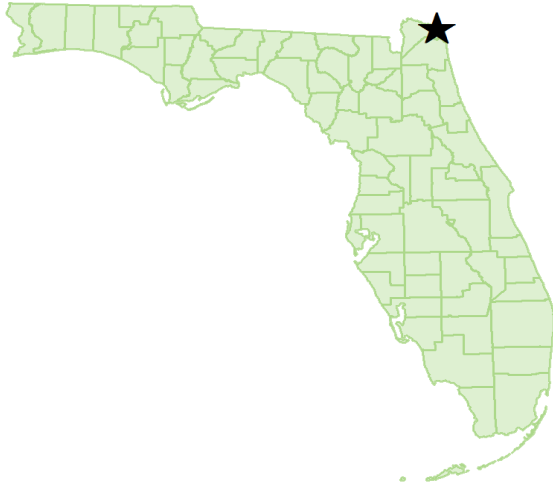


# Monthly Distressed Market - September 2018

## Single Family Homes

### Amelia Island - Nassau County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



		September 2018	September 2017	Percent Change Year-over-Year
Traditional	Closed Sales	115	99	16.2%
	Median Sale Price	\$310,000	\$307,600	0.8%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

