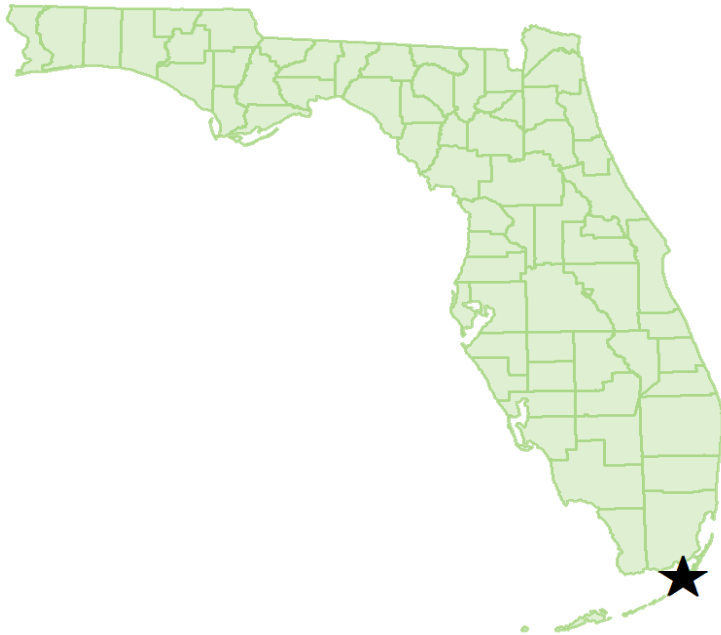


# Monthly Market Detail - April 2021

## Manufactured Homes

### Florida Keys Board of REALTORS®

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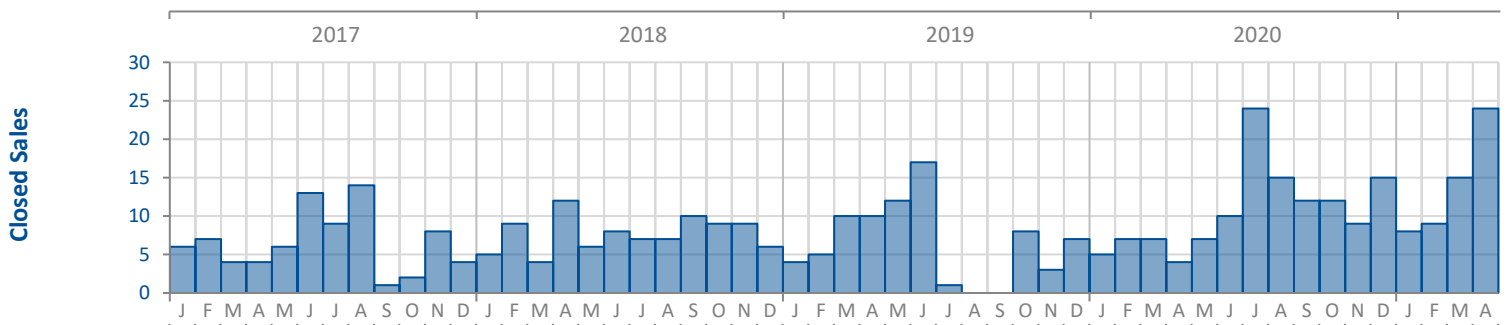
Summary Statistics	April 2021	April 2020	Percent Change Year-over-Year
Closed Sales	24	4	500.0%
Paid in Cash	18	1	1700.0%
Median Sale Price	\$302,000	\$397,500	-24.0%
Average Sale Price	\$336,579	\$361,250	-6.8%
Dollar Volume	\$8.1 Million	\$1.4 Million	459.0%
Median Percent of Original List Price Received	92.3%	90.1%	2.4%
Median Time to Contract	49 Days	45 Days	8.9%
Median Time to Sale	119 Days	83 Days	43.4%
New Pending Sales	19	3	533.3%
New Listings	19	9	111.1%
Pending Inventory	26	7	271.4%
Inventory (Active Listings)	35	96	-63.5%
Months Supply of Inventory	2.6	16.2	-84.0%

## 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	56	143.5%
<b>April 2021</b>	<b>24</b>	<b>500.0%</b>
March 2021	15	114.3%
February 2021	9	28.6%
January 2021	8	60.0%
December 2020	15	114.3%
November 2020	9	200.0%
October 2020	12	50.0%
September 2020	12	N/A
August 2020	15	N/A
July 2020	24	2300.0%
June 2020	10	-41.2%
May 2020	7	-41.7%
April 2020	4	-60.0%



# Monthly Market Detail - April 2021

## Manufactured Homes

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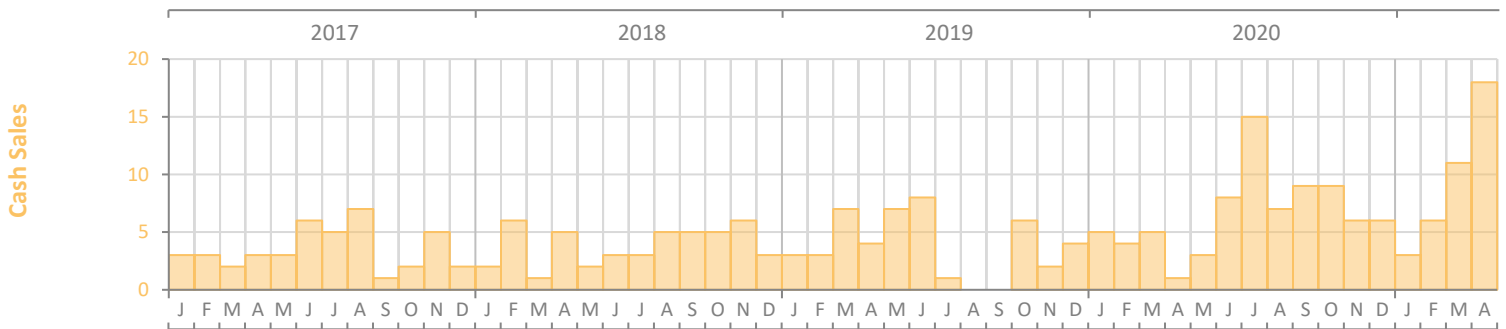
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## Cash Sales

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	38	153.3%
<b>April 2021</b>	<b>18</b>	<b>1700.0%</b>
March 2021	11	120.0%
February 2021	6	50.0%
January 2021	3	-40.0%
December 2020	6	50.0%
November 2020	6	200.0%
October 2020	9	50.0%
September 2020	9	N/A
August 2020	7	N/A
July 2020	15	1400.0%
June 2020	8	0.0%
May 2020	3	-57.1%
April 2020	1	-75.0%

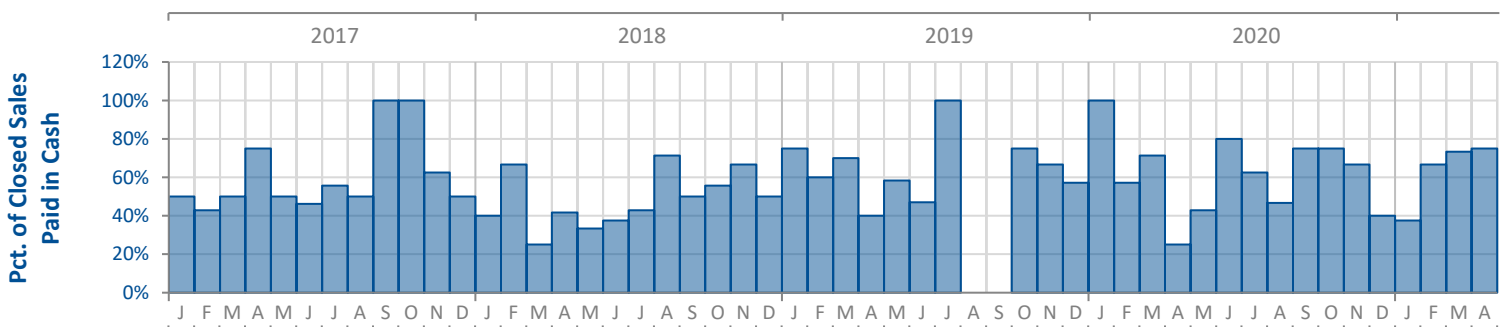


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	67.9%	4.1%
<b>April 2021</b>	<b>75.0%</b>	<b>200.0%</b>
March 2021	73.3%	2.7%
February 2021	66.7%	16.8%
January 2021	37.5%	-62.5%
December 2020	40.0%	-29.9%
November 2020	66.7%	0.0%
October 2020	75.0%	0.0%
September 2020	75.0%	N/A
August 2020	46.7%	N/A
July 2020	62.5%	-37.5%
June 2020	80.0%	69.9%
May 2020	42.9%	-26.4%
April 2020	25.0%	-37.5%



# Monthly Market Detail - April 2021

## Manufactured Homes

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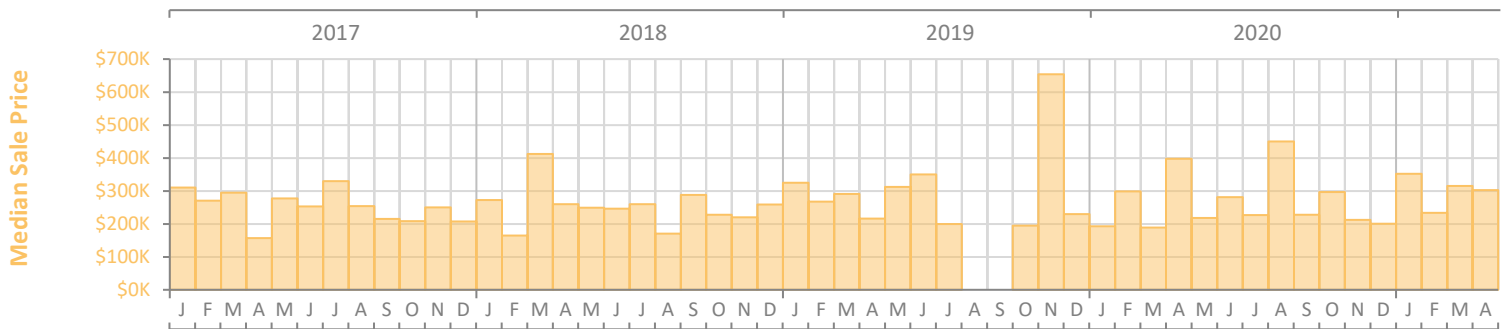
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## Median Sale Price

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	\$292,500	17.7%
<b>April 2021</b>	<b>\$302,000</b>	<b>-24.0%</b>
March 2021	\$315,000	66.7%
February 2021	\$234,000	-21.6%
January 2021	\$352,000	82.9%
December 2020	\$201,000	-12.6%
November 2020	\$212,000	-67.6%
October 2020	\$297,000	52.3%
September 2020	\$227,250	N/A
August 2020	\$450,000	N/A
July 2020	\$226,500	13.3%
June 2020	\$281,000	-19.7%
May 2020	\$218,000	-30.2%
April 2020	\$397,500	84.0%

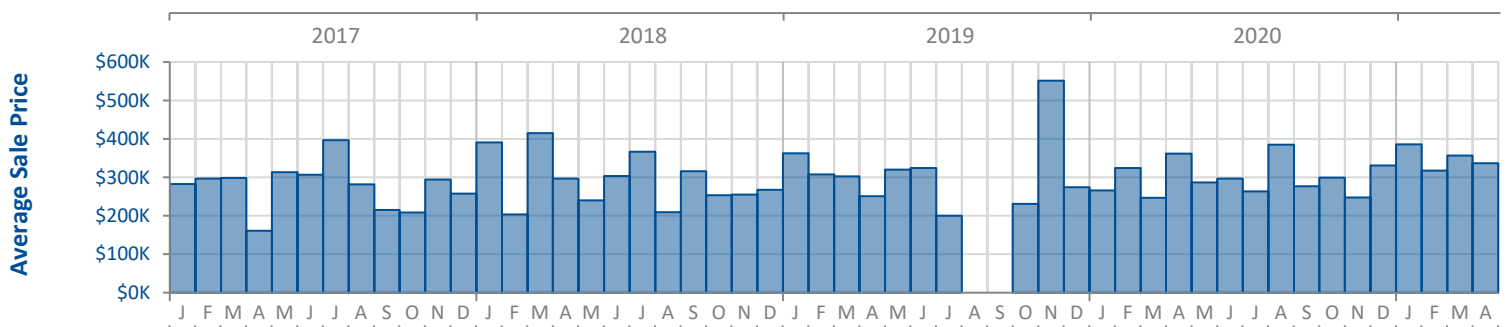


## Average Sale Price

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	\$345,873	17.5%
<b>April 2021</b>	<b>\$336,579</b>	<b>-6.8%</b>
March 2021	\$356,600	44.4%
February 2021	\$317,667	-2.0%
January 2021	\$385,375	44.9%
December 2020	\$330,800	20.6%
November 2020	\$247,944	-55.0%
October 2020	\$299,500	29.9%
September 2020	\$276,875	N/A
August 2020	\$385,100	N/A
July 2020	\$263,125	31.6%
June 2020	\$297,000	-8.3%
May 2020	\$286,857	-10.4%
April 2020	\$361,250	44.2%



# Monthly Market Detail - April 2021

## Manufactured Homes

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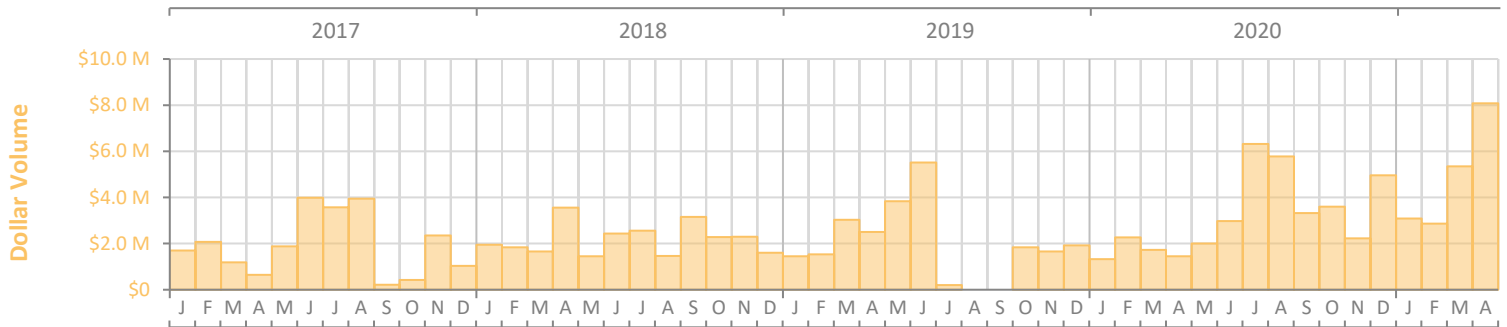
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## Dollar Volume

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	\$19.4 Million	186.0%
<b>April 2021</b>	<b>\$8.1 Million</b>	<b>459.0%</b>
March 2021	\$5.3 Million	209.4%
February 2021	\$2.9 Million	26.0%
January 2021	\$3.1 Million	131.8%
December 2020	\$5.0 Million	158.4%
November 2020	\$2.2 Million	34.9%
October 2020	\$3.6 Million	94.8%
September 2020	\$3.3 Million	N/A
August 2020	\$5.8 Million	N/A
July 2020	\$6.3 Million	3057.5%
June 2020	\$3.0 Million	-46.1%
May 2020	\$2.0 Million	-47.7%
April 2020	\$1.4 Million	-42.3%

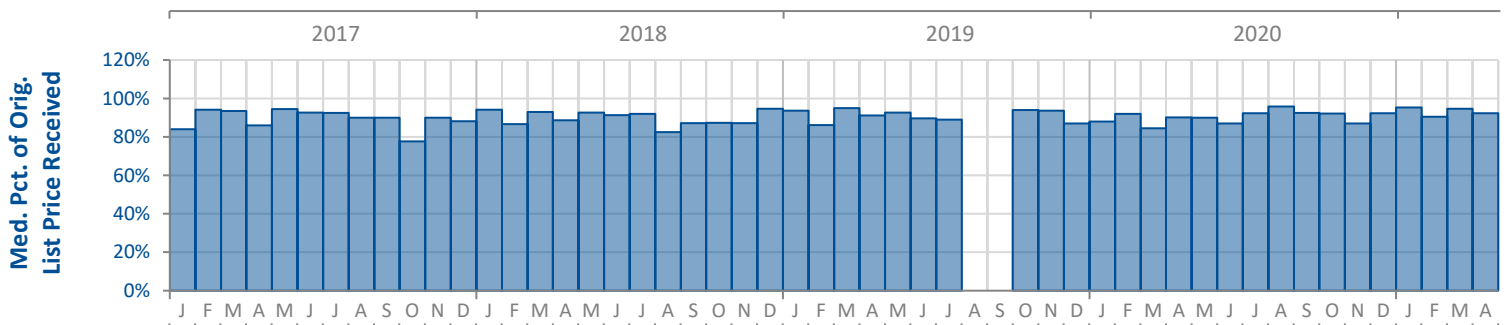


## Median Percent of Original List Price Received

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

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	93.2%	2.0%
<b>April 2021</b>	<b>92.3%</b>	<b>2.4%</b>
March 2021	94.6%	12.0%
February 2021	90.4%	-1.6%
January 2021	95.3%	8.4%
December 2020	92.3%	6.2%
November 2020	86.9%	-7.2%
October 2020	92.1%	-2.0%
September 2020	92.5%	N/A
August 2020	95.8%	N/A
July 2020	92.3%	3.8%
June 2020	86.9%	-3.1%
May 2020	90.0%	-2.9%
April 2020	90.1%	-1.2%



# Monthly Market Detail - April 2021

## Manufactured Homes

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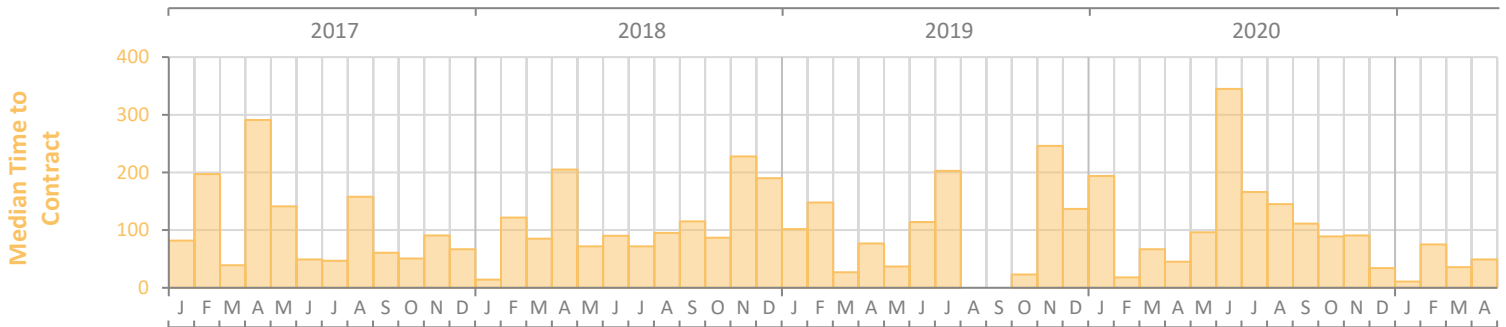
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## Median Time to Contract

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	67 Days	0.0%
<b>April 2021</b>	<b>49 Days</b>	<b>8.9%</b>
March 2021	36 Days	-46.3%
February 2021	75 Days	316.7%
January 2021	11 Days	-94.3%
December 2020	34 Days	-75.2%
November 2020	91 Days	-63.0%
October 2020	89 Days	287.0%
September 2020	111 Days	N/A
August 2020	145 Days	N/A
July 2020	166 Days	-18.2%
June 2020	345 Days	202.6%
May 2020	96 Days	159.5%
April 2020	45 Days	-41.6%

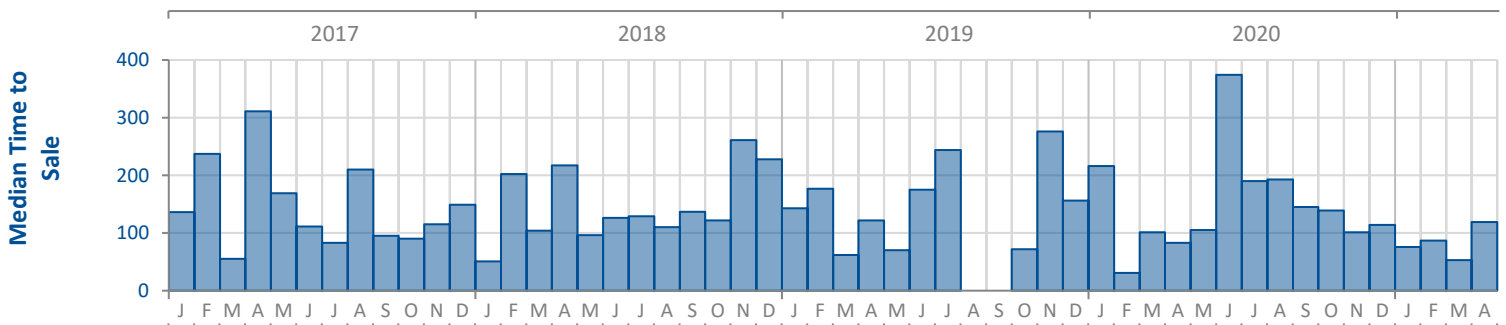


## Median Time to Sale

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	90 Days	-10.9%
<b>April 2021</b>	<b>119 Days</b>	<b>43.4%</b>
March 2021	53 Days	-47.5%
February 2021	87 Days	180.6%
January 2021	76 Days	-64.8%
December 2020	114 Days	-26.9%
November 2020	101 Days	-63.4%
October 2020	139 Days	93.1%
September 2020	145 Days	N/A
August 2020	193 Days	N/A
July 2020	190 Days	-22.1%
June 2020	374 Days	113.7%
May 2020	105 Days	50.0%
April 2020	83 Days	-32.0%



# Monthly Market Detail - April 2021

## Manufactured Homes

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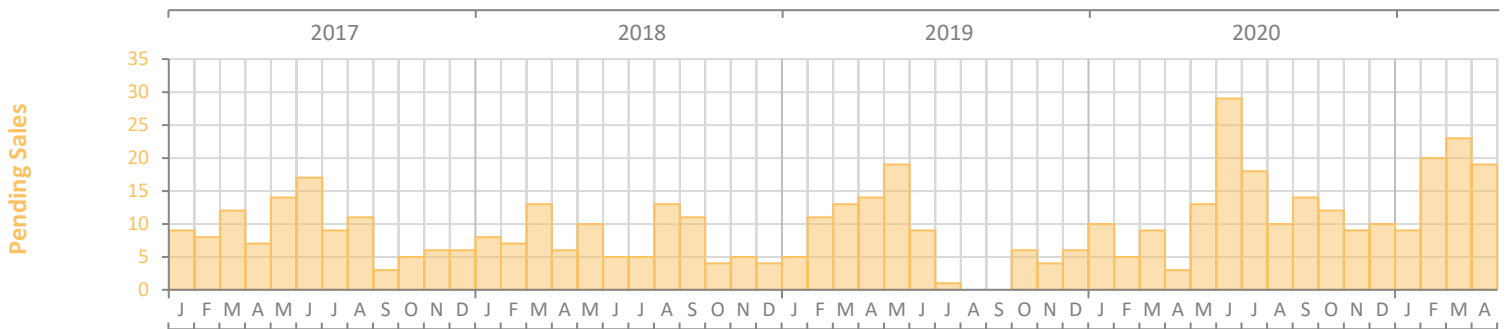
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## New Pending Sales

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	71	163.0%
<b>April 2021</b>	<b>19</b>	<b>533.3%</b>
March 2021	23	155.6%
February 2021	20	300.0%
January 2021	9	-10.0%
December 2020	10	66.7%
November 2020	9	125.0%
October 2020	12	100.0%
September 2020	14	N/A
August 2020	10	N/A
July 2020	18	1700.0%
June 2020	29	222.2%
May 2020	13	-31.6%
April 2020	3	-78.6%

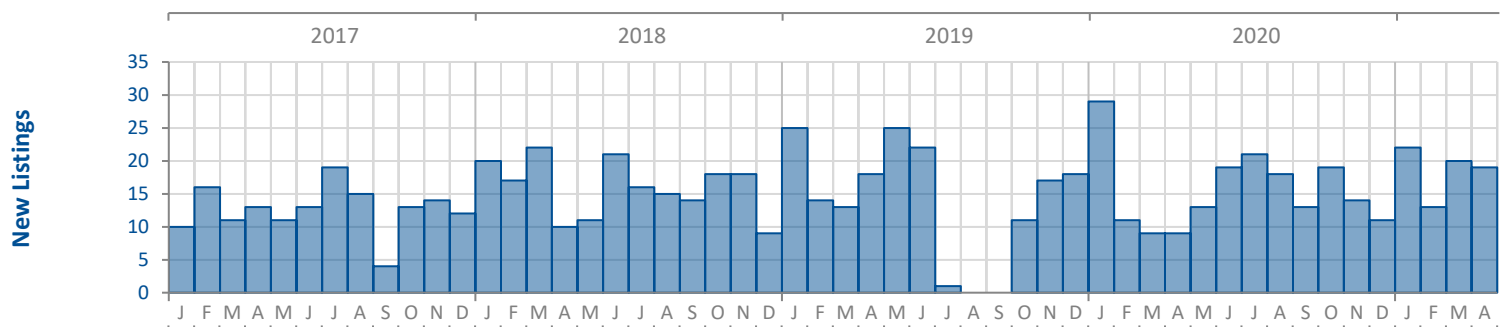


## New Listings

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	74	27.6%
<b>April 2021</b>	<b>19</b>	<b>111.1%</b>
March 2021	20	122.2%
February 2021	13	18.2%
January 2021	22	-24.1%
December 2020	11	-38.9%
November 2020	14	-17.6%
October 2020	19	72.7%
September 2020	13	N/A
August 2020	18	N/A
July 2020	21	2000.0%
June 2020	19	-13.6%
May 2020	13	-48.0%
April 2020	9	-50.0%



# Monthly Market Detail - April 2021

## Manufactured Homes

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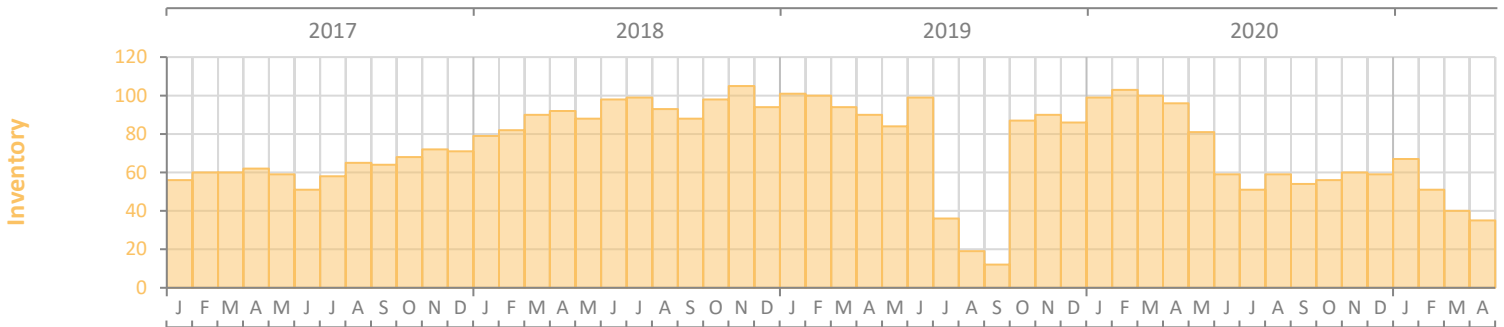
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## Inventory (Active Listings)

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)	48	-52.0%
<b>April 2021</b>	<b>35</b>	<b>-63.5%</b>
March 2021	40	-60.0%
February 2021	51	-50.5%
January 2021	67	-32.3%
December 2020	59	-31.4%
November 2020	60	-33.3%
October 2020	56	-35.6%
September 2020	54	350.0%
August 2020	59	210.5%
July 2020	51	41.7%
June 2020	59	-40.4%
May 2020	81	-3.6%
April 2020	96	6.7%

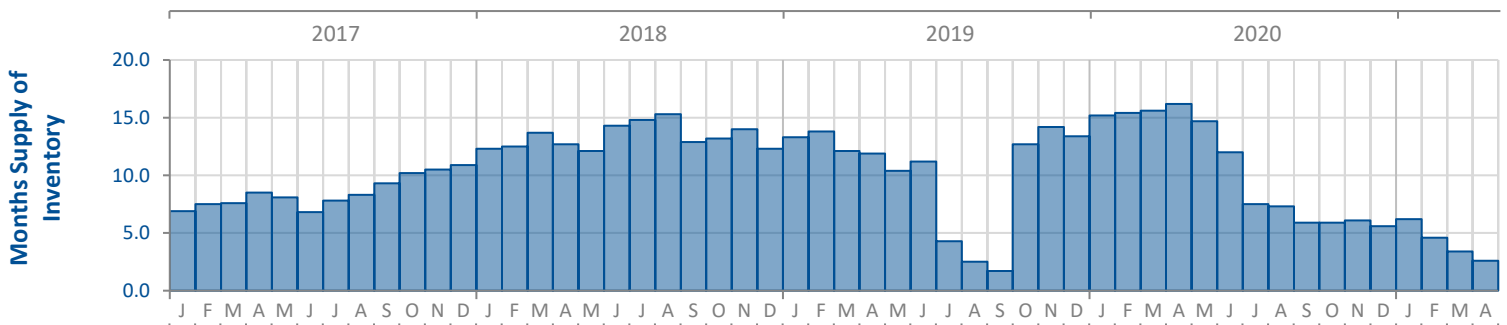


## Months Supply of Inventory

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)	4.0	-75.0%
<b>April 2021</b>	<b>2.6</b>	<b>-84.0%</b>
March 2021	3.4	-78.2%
February 2021	4.6	-70.1%
January 2021	6.2	-59.2%
December 2020	5.6	-58.2%
November 2020	6.1	-57.0%
October 2020	5.9	-53.5%
September 2020	5.9	247.1%
August 2020	7.3	192.0%
July 2020	7.5	74.4%
June 2020	12.0	7.1%
May 2020	14.7	41.3%
April 2020	16.2	36.1%



# Monthly Market Detail - April 2021

## Manufactured Homes

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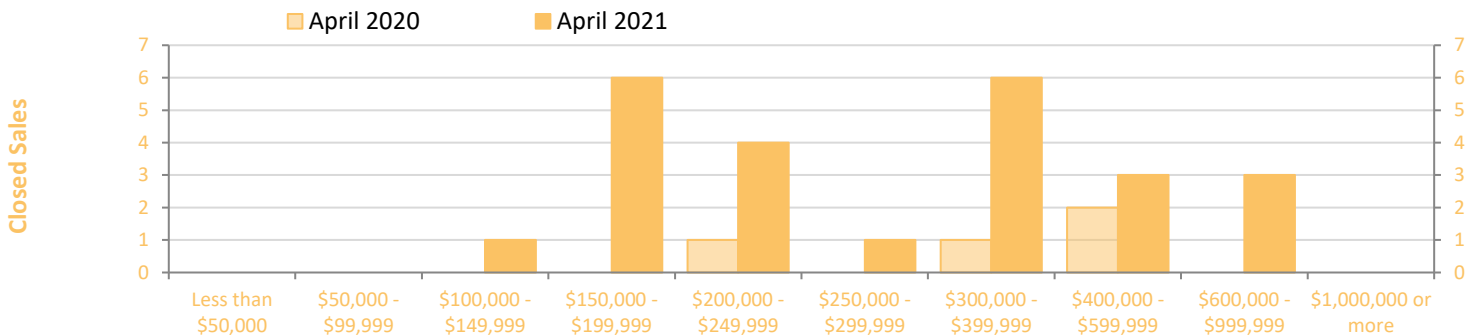
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## Closed Sales by Sale Price

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	1	N/A
\$150,000 - \$199,999	6	N/A
\$200,000 - \$249,999	4	300.0%
\$250,000 - \$299,999	1	N/A
\$300,000 - \$399,999	6	500.0%
\$400,000 - \$599,999	3	50.0%
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A

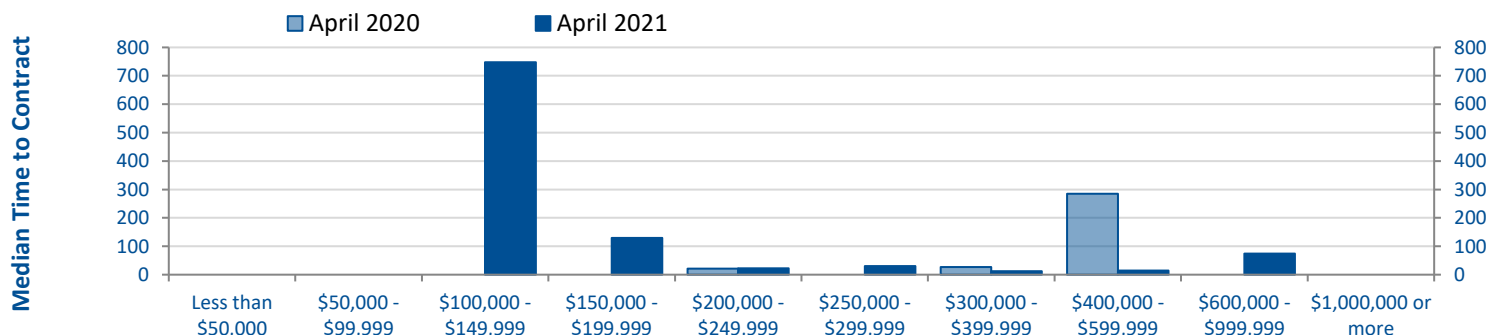


## Median Time to Contract by Sale Price

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	748 Days	N/A
\$150,000 - \$199,999	129 Days	N/A
\$200,000 - \$249,999	22 Days	4.8%
\$250,000 - \$299,999	30 Days	N/A
\$300,000 - \$399,999	12 Days	-55.6%
\$400,000 - \$599,999	14 Days	-95.1%
\$600,000 - \$999,999	74 Days	N/A
\$1,000,000 or more	(No Sales)	N/A





# Monthly Market Detail - April 2021

## Manufactured Homes

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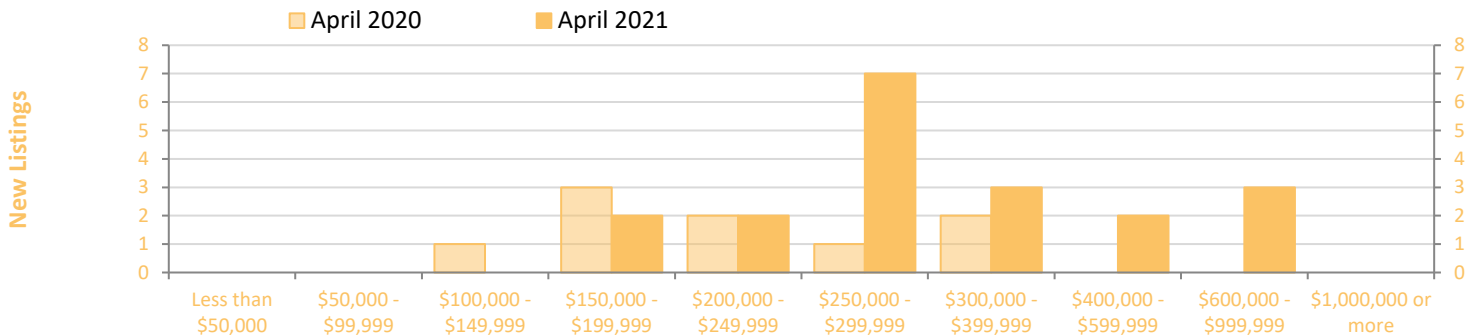
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## New Listings by Initial Listing Price

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	0	-100.0%
\$150,000 - \$199,999	2	-33.3%
\$200,000 - \$249,999	2	0.0%
\$250,000 - \$299,999	7	600.0%
\$300,000 - \$399,999	3	50.0%
\$400,000 - \$599,999	2	N/A
\$600,000 - \$999,999	3	N/A
\$1,000,000 or more	0	N/A

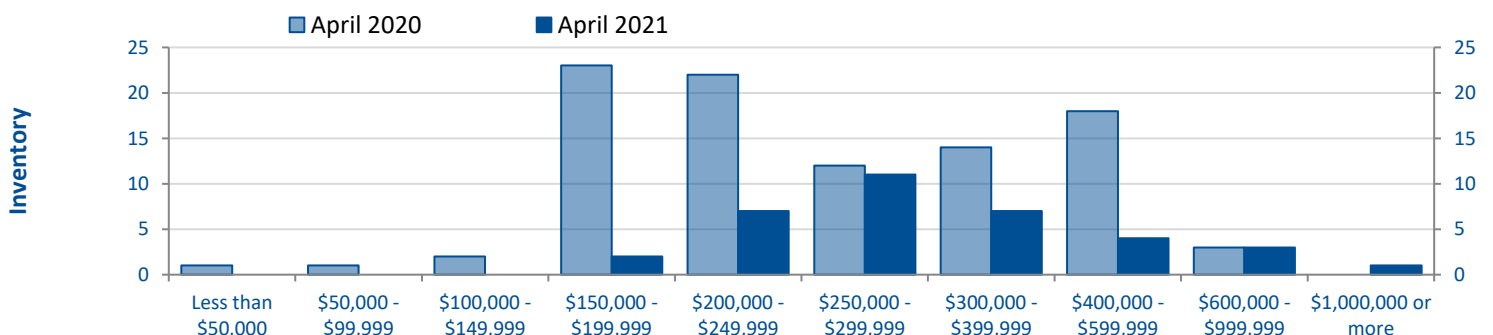


## Inventory by Current Listing Price

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	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	2	-91.3%
\$200,000 - \$249,999	7	-68.2%
\$250,000 - \$299,999	11	-8.3%
\$300,000 - \$399,999	7	-50.0%
\$400,000 - \$599,999	4	-77.8%
\$600,000 - \$999,999	3	0.0%
\$1,000,000 or more	1	N/A



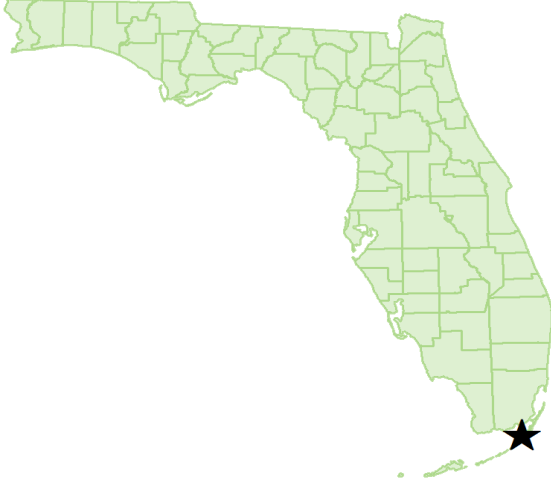
# Monthly Distressed Market - April 2021

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### Florida Keys Board of REALTORS®



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



		April 2021	April 2020	Percent Change Year-over-Year
Traditional	Closed Sales	24	4	500.0%
	Median Sale Price	\$302,000	\$397,500	-24.0%
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

