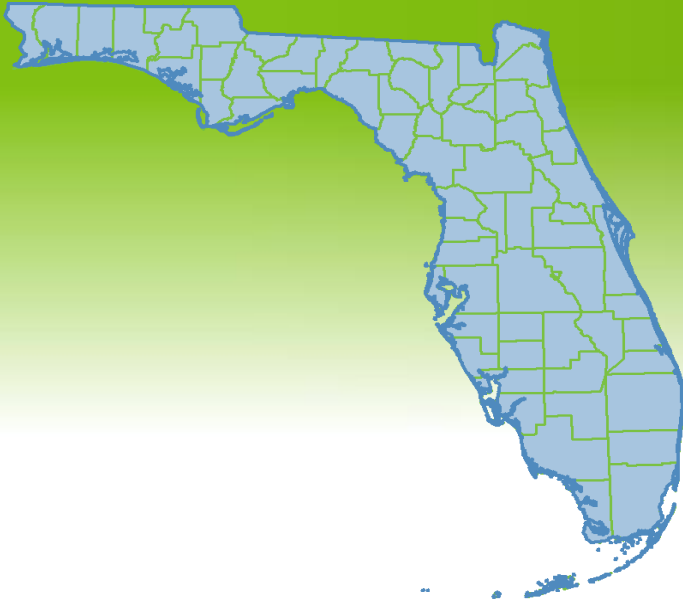


# Monthly Market Detail - March 2017

## Single Family Homes

### Florida



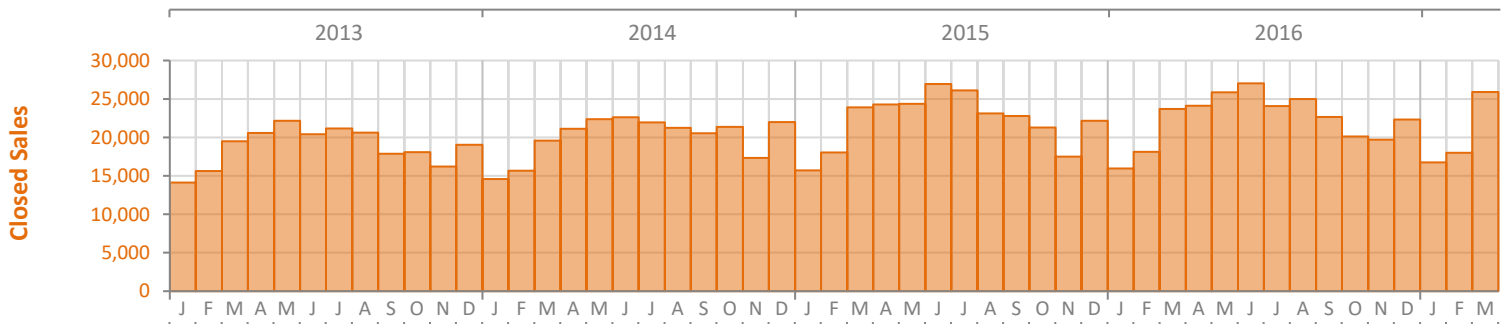
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	25,901	23,714	9.2%
Paid in Cash	7,552	7,594	-0.6%
Median Sale Price	\$232,000	\$209,969	10.5%
Average Sale Price	\$318,264	\$285,868	11.3%
Dollar Volume	\$8.2 Billion	\$6.8 Billion	21.6%
Median Percent of Original List Price Received	96.1%	95.8%	0.3%
Median Time to Contract	47 Days	50 Days	-6.0%
Median Time to Sale	92 Days	99 Days	-7.1%
New Pending Sales	30,851	29,802	3.5%
New Listings	33,967	33,380	1.8%
Pending Inventory	43,657	47,292	-7.7%
Inventory (Active Listings)	92,533	97,360	-5.0%
Months Supply of Inventory	4.1	4.4	-6.8%

## 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	60,690	5.0%
<b>March 2017</b>	<b>25,901</b>	<b>9.2%</b>
February 2017	18,019	-0.5%
January 2017	16,770	5.2%
December 2016	22,314	0.7%
November 2016	19,725	12.8%
October 2016	20,135	-5.4%
September 2016	22,653	-0.5%
August 2016	25,008	8.1%
July 2016	24,062	-7.8%
June 2016	27,046	0.4%
May 2016	25,882	6.2%
April 2016	24,109	-0.7%
March 2016	23,714	-0.8%

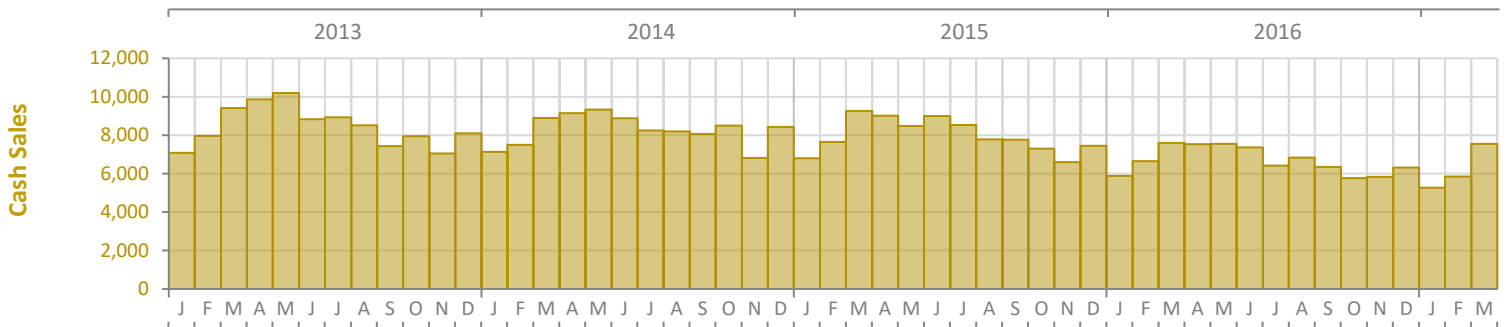


## Cash Sales

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	18,678	-7.2%
<b>March 2017</b>	<b>7,552</b>	<b>-0.6%</b>
February 2017	5,851	-12.1%
January 2017	5,275	-10.4%
December 2016	6,316	-15.3%
November 2016	5,827	-11.8%
October 2016	5,762	-21.1%
September 2016	6,344	-18.3%
August 2016	6,835	-12.2%
July 2016	6,416	-24.8%
June 2016	7,365	-18.1%
May 2016	7,546	-11.0%
April 2016	7,530	-16.5%
March 2016	7,594	-18.1%

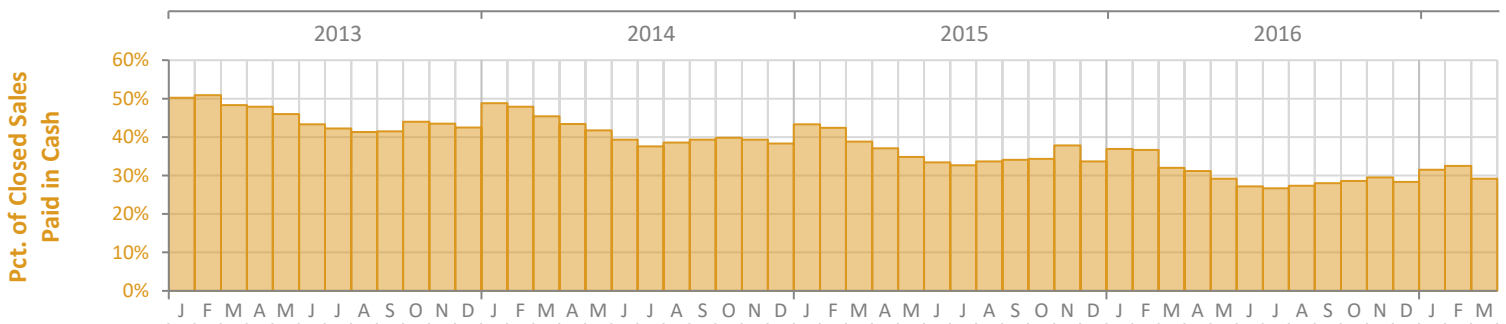


## Cash Sales as a Percentage of Closed Sales

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	30.8%	-11.5%
<b>March 2017</b>	<b>29.2%</b>	<b>-8.8%</b>
February 2017	32.5%	-11.4%
January 2017	31.5%	-14.6%
December 2016	28.3%	-16.0%
November 2016	29.5%	-22.0%
October 2016	28.6%	-16.6%
September 2016	28.0%	-17.9%
August 2016	27.3%	-19.0%
July 2016	26.7%	-18.3%
June 2016	27.2%	-18.6%
May 2016	29.2%	-16.1%
April 2016	31.2%	-15.9%
March 2016	32.0%	-17.5%

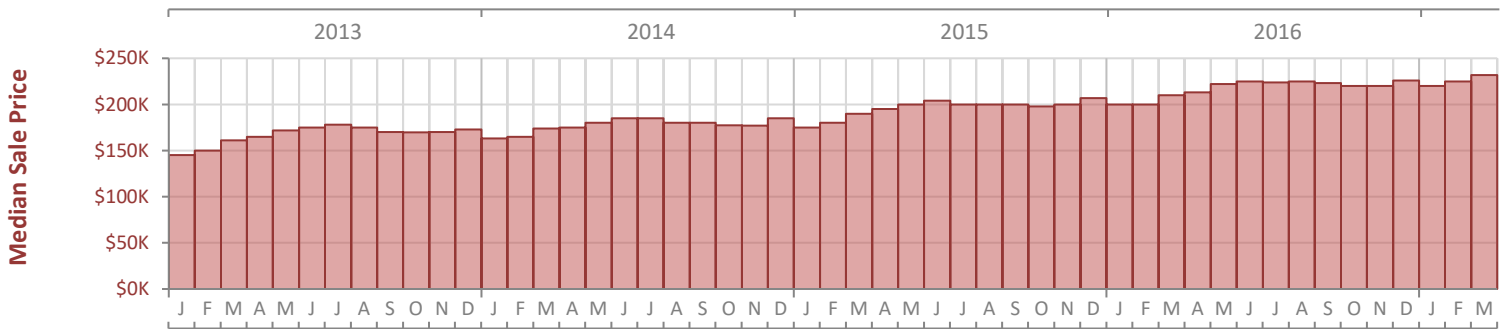


## Median Sale Price

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	\$226,000	10.7%
<b>March 2017</b>	<b>\$232,000</b>	<b>10.5%</b>
February 2017	\$225,000	12.5%
January 2017	\$220,000	10.1%
December 2016	\$226,000	9.2%
November 2016	\$220,000	10.0%
October 2016	\$220,000	11.1%
September 2016	\$223,000	11.6%
August 2016	\$225,000	12.5%
July 2016	\$224,000	12.0%
June 2016	\$225,000	10.3%
May 2016	\$221,990	11.0%
April 2016	\$213,000	9.2%
March 2016	\$209,969	10.5%

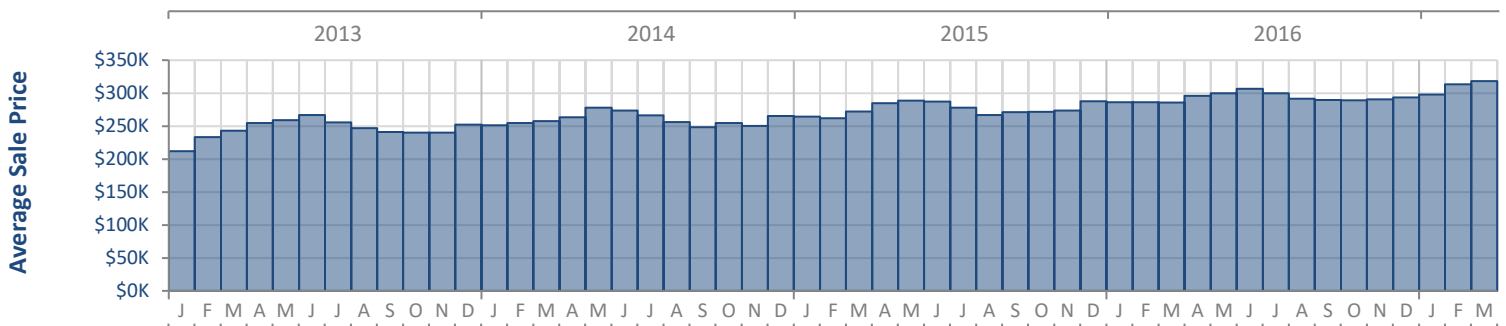


## Average Sale Price

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	\$311,200	8.8%
<b>March 2017</b>	<b>\$318,264</b>	<b>11.3%</b>
February 2017	\$313,560	9.5%
January 2017	\$297,755	4.0%
December 2016	\$293,474	2.0%
November 2016	\$290,579	6.2%
October 2016	\$289,188	6.4%
September 2016	\$289,781	6.9%
August 2016	\$291,437	9.3%
July 2016	\$299,938	8.0%
June 2016	\$306,555	6.8%
May 2016	\$299,867	3.9%
April 2016	\$296,009	3.9%
March 2016	\$285,868	5.1%

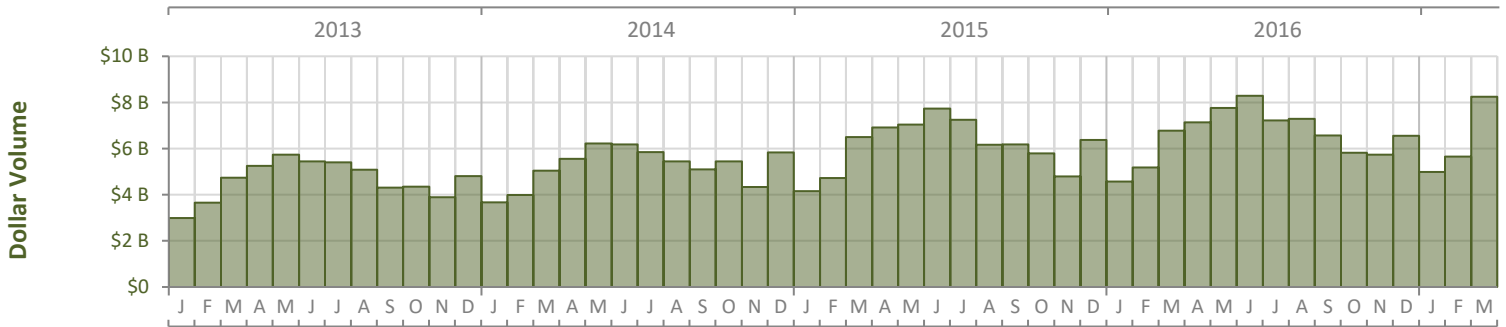


## Dollar Volume

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	\$18.9 Billion	14.3%
<b>March 2017</b>	<b>\$8.2 Billion</b>	<b>21.6%</b>
February 2017	\$5.7 Billion	8.9%
January 2017	\$5.0 Billion	9.4%
December 2016	\$6.5 Billion	2.7%
November 2016	\$5.7 Billion	19.7%
October 2016	\$5.8 Billion	0.6%
September 2016	\$6.6 Billion	6.3%
August 2016	\$7.3 Billion	18.2%
July 2016	\$7.2 Billion	-0.5%
June 2016	\$8.3 Billion	7.3%
May 2016	\$7.8 Billion	10.3%
April 2016	\$7.1 Billion	3.2%
March 2016	\$6.8 Billion	4.3%

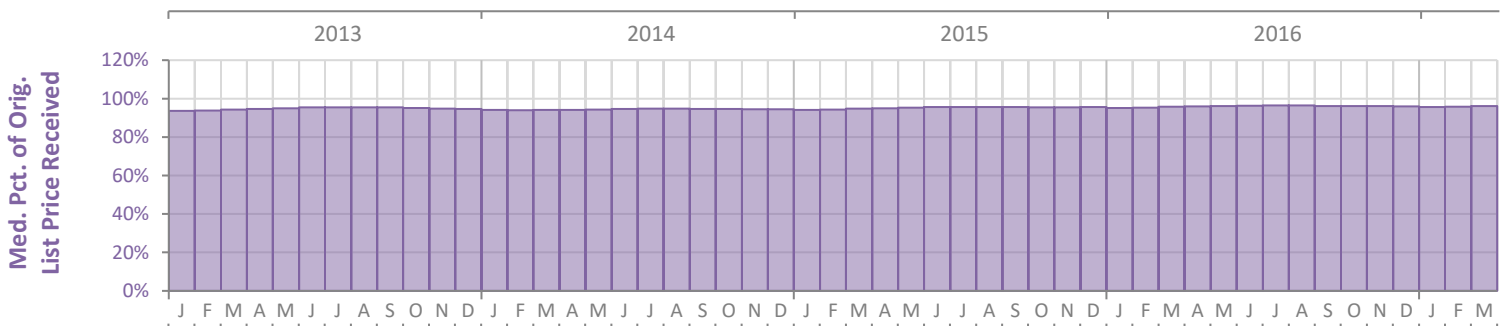


## Median Percent of Original List Price Received

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	95.9%	0.4%
<b>March 2017</b>	<b>96.1%</b>	<b>0.3%</b>
February 2017	95.8%	0.5%
January 2017	95.6%	0.4%
December 2016	96.0%	0.4%
November 2016	96.1%	0.6%
October 2016	96.1%	0.6%
September 2016	96.2%	0.6%
August 2016	96.4%	0.7%
July 2016	96.4%	0.7%
June 2016	96.3%	0.7%
May 2016	96.2%	0.9%
April 2016	95.9%	0.9%
March 2016	95.8%	1.1%

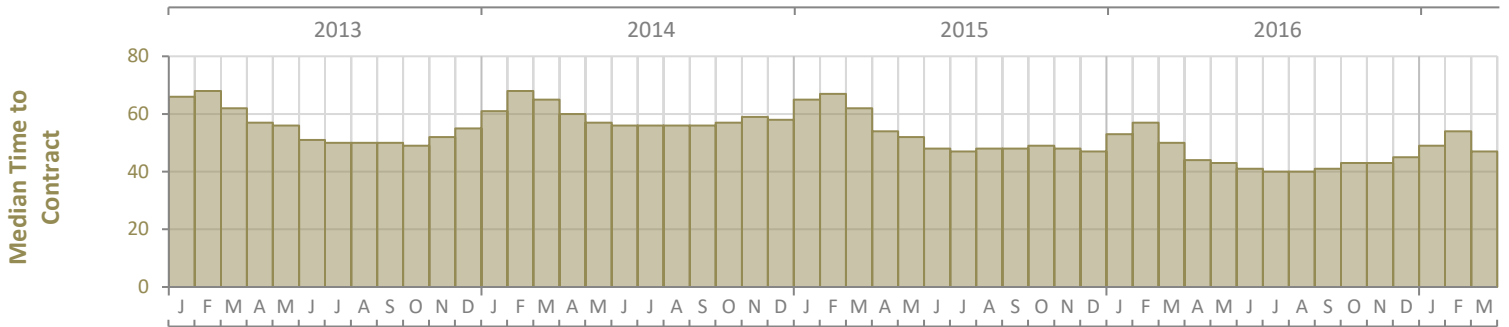


## Median Time to Contract

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	50 Days	-5.7%
<b>March 2017</b>	<b>47 Days</b>	<b>-6.0%</b>
February 2017	54 Days	-5.3%
January 2017	49 Days	-7.5%
December 2016	45 Days	-4.3%
November 2016	43 Days	-10.4%
October 2016	43 Days	-12.2%
September 2016	41 Days	-14.6%
August 2016	40 Days	-16.7%
July 2016	40 Days	-14.9%
June 2016	41 Days	-14.6%
May 2016	43 Days	-17.3%
April 2016	44 Days	-18.5%
March 2016	50 Days	-19.4%

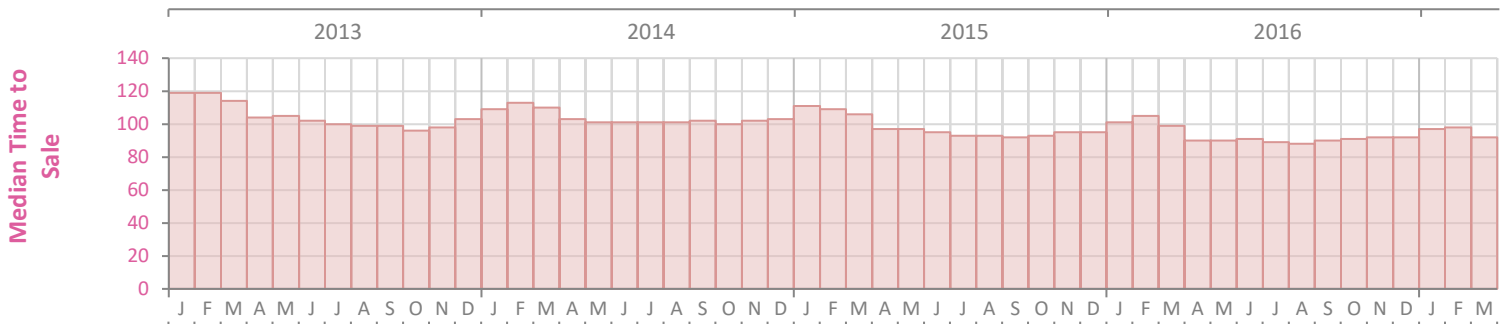


## Median Time to Sale

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	96 Days	-5.9%
<b>March 2017</b>	<b>92 Days</b>	<b>-7.1%</b>
February 2017	98 Days	-6.7%
January 2017	97 Days	-4.0%
December 2016	92 Days	-3.2%
November 2016	92 Days	-3.2%
October 2016	91 Days	-2.2%
September 2016	90 Days	-2.2%
August 2016	88 Days	-5.4%
July 2016	89 Days	-4.3%
June 2016	91 Days	-4.2%
May 2016	90 Days	-7.2%
April 2016	90 Days	-7.2%
March 2016	99 Days	-6.6%

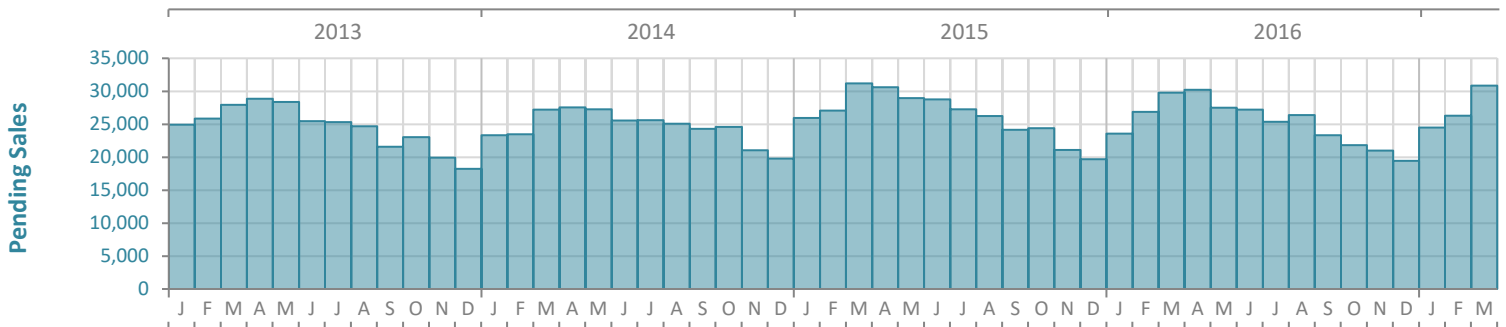


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	81,614	1.7%
<b>March 2017</b>	<b>30,851</b>	<b>3.5%</b>
February 2017	26,288	-2.1%
January 2017	24,475	3.7%
December 2016	19,430	-1.2%
November 2016	20,976	-0.6%
October 2016	21,825	-10.5%
September 2016	23,346	-3.4%
August 2016	26,373	0.5%
July 2016	25,377	-7.0%
June 2016	27,222	-5.4%
May 2016	27,524	-5.0%
April 2016	30,219	-1.2%
March 2016	29,802	-4.4%

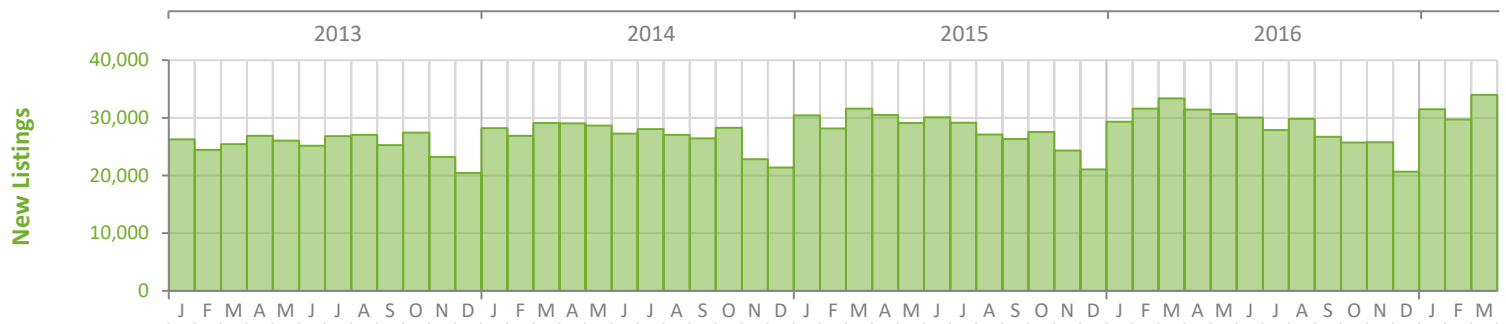


## New Listings

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	95,159	0.9%
<b>March 2017</b>	<b>33,967</b>	<b>1.8%</b>
February 2017	29,687	-6.0%
January 2017	31,505	7.5%
December 2016	20,674	-1.7%
November 2016	25,757	5.7%
October 2016	25,713	-6.7%
September 2016	26,715	1.4%
August 2016	29,835	10.0%
July 2016	27,862	-4.5%
June 2016	30,044	-0.2%
May 2016	30,672	5.5%
April 2016	31,424	3.1%
March 2016	33,380	5.6%

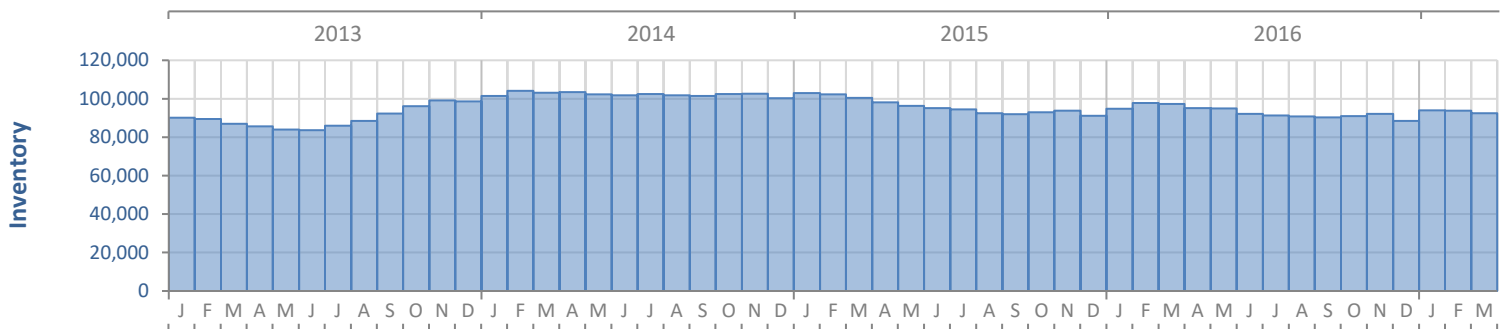


## Inventory (Active Listings)

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)	93,458	-3.3%
<b>March 2017</b>	<b>92,533</b>	<b>-5.0%</b>
February 2017	93,800	-4.0%
January 2017	94,041	-0.8%
December 2016	88,394	-2.9%
November 2016	92,108	-1.9%
October 2016	90,963	-2.1%
September 2016	90,358	-1.8%
August 2016	90,727	-1.9%
July 2016	91,256	-3.4%
June 2016	92,207	-3.0%
May 2016	94,929	-1.5%
April 2016	95,210	-3.0%
March 2016	97,360	-3.1%

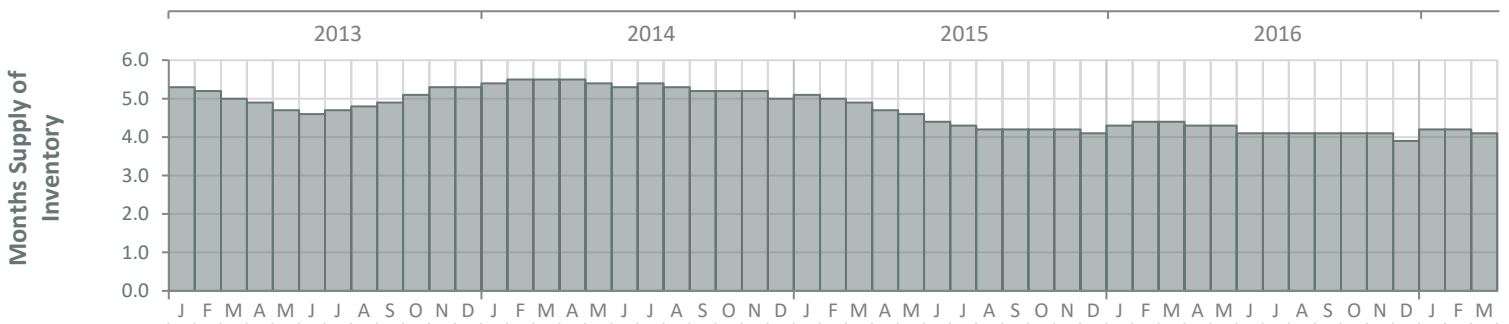


## Months Supply of Inventory

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)	4.2	-4.5%
<b>March 2017</b>	<b>4.1</b>	<b>-6.8%</b>
February 2017	4.2	-4.5%
January 2017	4.2	-2.3%
December 2016	3.9	-4.9%
November 2016	4.1	-2.4%
October 2016	4.1	-2.4%
September 2016	4.1	-2.4%
August 2016	4.1	-2.4%
July 2016	4.1	-4.7%
June 2016	4.1	-6.8%
May 2016	4.3	-6.5%
April 2016	4.3	-8.5%
March 2016	4.4	-10.2%

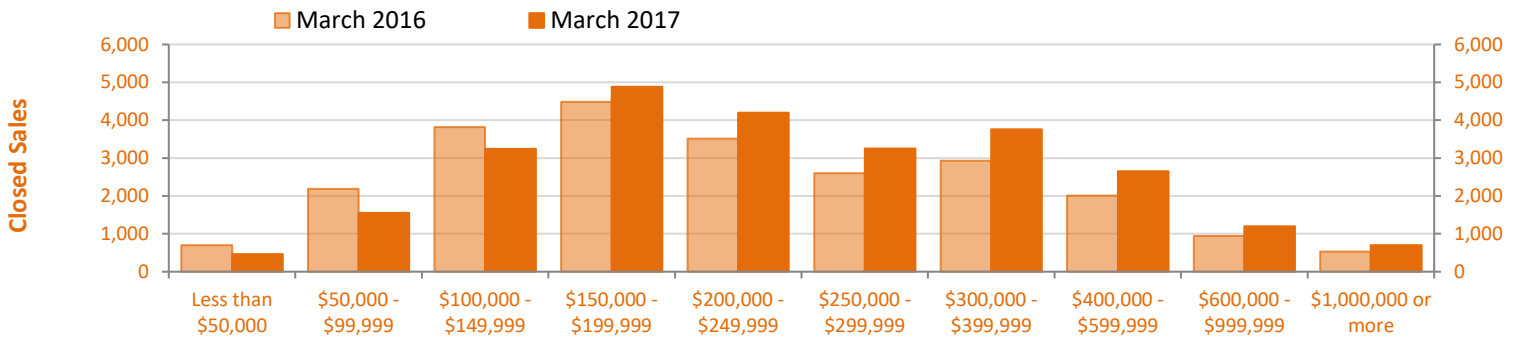


## Closed Sales by Sale Price

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	467	-33.0%
\$50,000 - \$99,999	1,554	-28.9%
\$100,000 - \$149,999	3,239	-15.2%
\$150,000 - \$199,999	4,878	8.8%
\$200,000 - \$249,999	4,194	19.4%
\$250,000 - \$299,999	3,255	25.3%
\$300,000 - \$399,999	3,762	28.3%
\$400,000 - \$599,999	2,653	32.2%
\$600,000 - \$999,999	1,201	26.7%
\$1,000,000 or more	698	31.5%

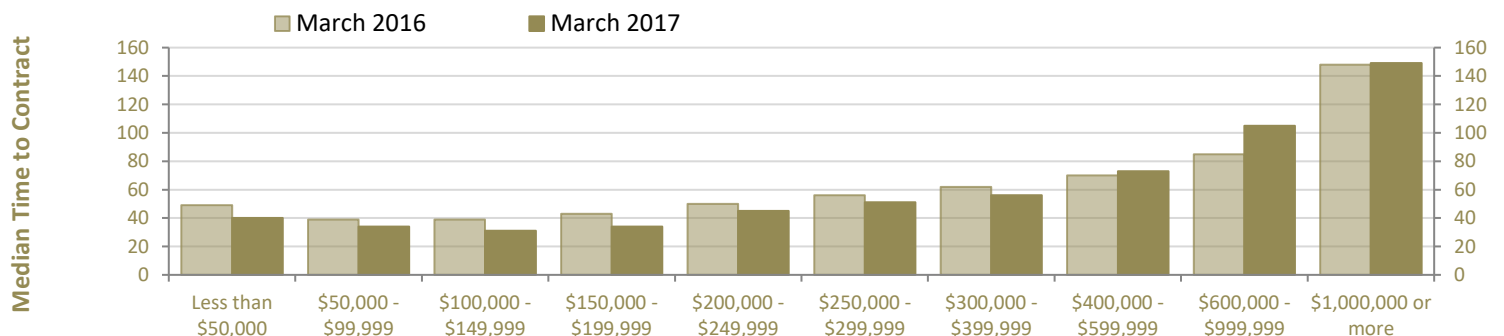


## Median Time to Contract by Sale Price

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	40 Days	-18.4%
\$50,000 - \$99,999	34 Days	-12.8%
\$100,000 - \$149,999	31 Days	-20.5%
\$150,000 - \$199,999	34 Days	-20.9%
\$200,000 - \$249,999	45 Days	-10.0%
\$250,000 - \$299,999	51 Days	-8.9%
\$300,000 - \$399,999	56 Days	-9.7%
\$400,000 - \$599,999	73 Days	4.3%
\$600,000 - \$999,999	105 Days	23.5%
\$1,000,000 or more	149 Days	0.7%



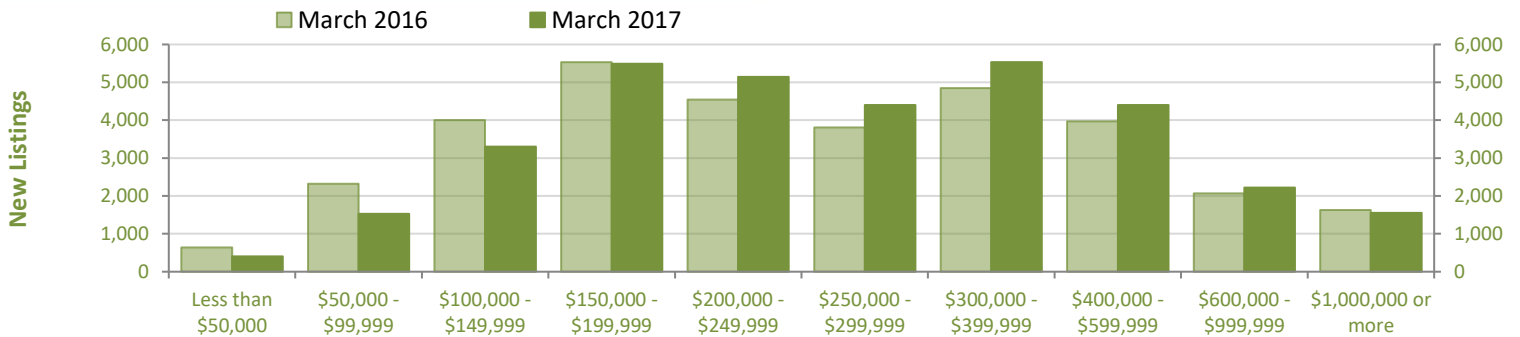


## New Listings by Initial Listing Price

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	405	-36.9%
\$50,000 - \$99,999	1,532	-34.0%
\$100,000 - \$149,999	3,300	-17.6%
\$150,000 - \$199,999	5,486	-0.8%
\$200,000 - \$249,999	5,146	13.1%
\$250,000 - \$299,999	4,398	15.4%
\$300,000 - \$399,999	5,531	14.0%
\$400,000 - \$599,999	4,397	10.7%
\$600,000 - \$999,999	2,217	7.0%
\$1,000,000 or more	1,555	-4.4%

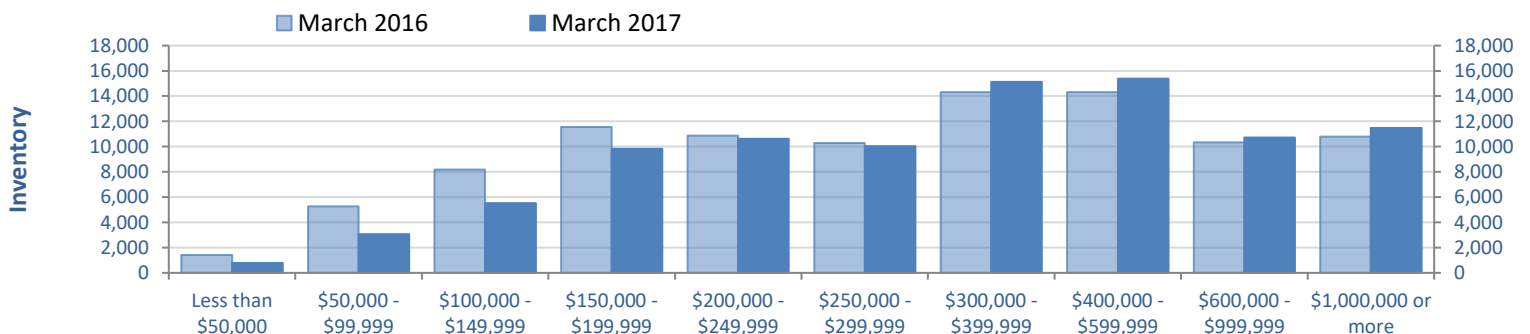


## Inventory by Current Listing Price

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	792	-44.4%
\$50,000 - \$99,999	3,065	-41.9%
\$100,000 - \$149,999	5,511	-32.6%
\$150,000 - \$199,999	9,829	-15.0%
\$200,000 - \$249,999	10,623	-2.3%
\$250,000 - \$299,999	10,039	-2.4%
\$300,000 - \$399,999	15,130	5.6%
\$400,000 - \$599,999	15,369	7.3%
\$600,000 - \$999,999	10,709	3.7%
\$1,000,000 or more	11,466	6.2%



# Monthly Distressed Market - March 2017

## Single Family Homes

### Florida



		March 2017	March 2016	Percent Change Year-over-Year
Traditional	Closed Sales	23,887	20,229	18.1%
	Median Sale Price	\$239,500	\$221,000	8.4%
Foreclosure/REO	Closed Sales	1,592	2,855	-44.2%
	Median Sale Price	\$145,100	\$136,000	6.7%
Short Sale	Closed Sales	422	630	-33.0%
	Median Sale Price	\$160,000	\$159,000	0.6%

