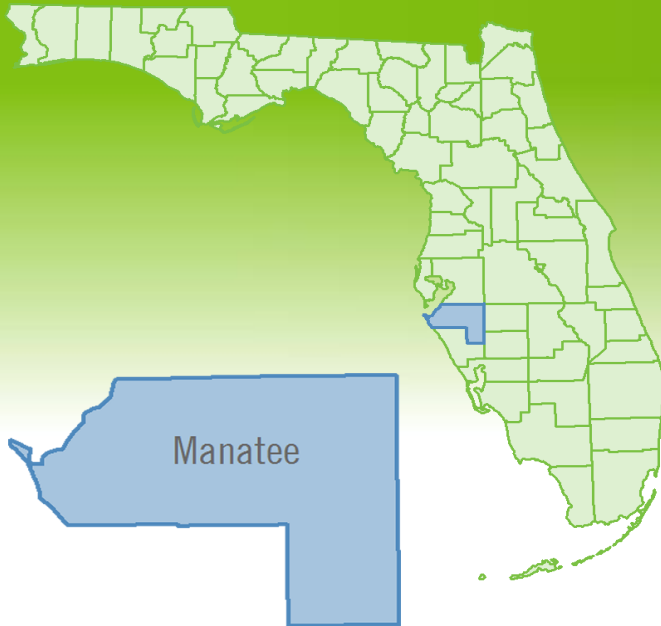


# Monthly Market Detail - March 2016

## Single Family Homes

### Manatee County



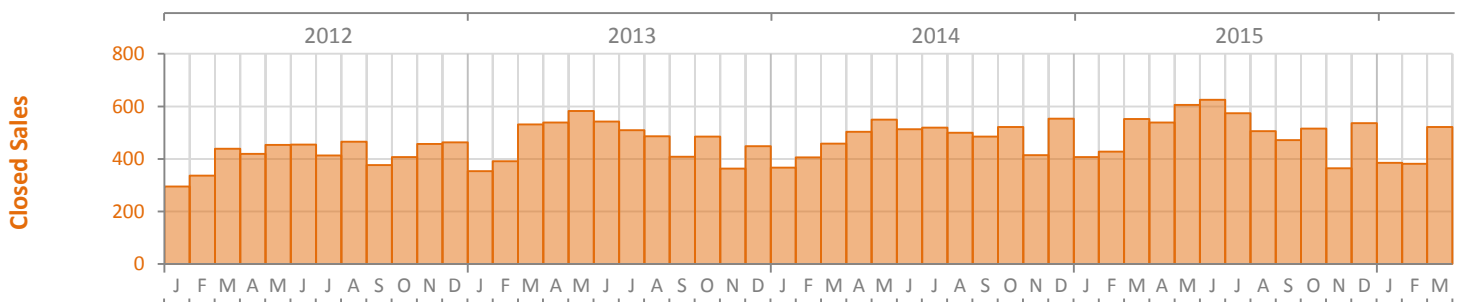
Summary Statistics	March 2016	March 2015	Percent Change Year-over-Year
Closed Sales	522	552	-5.4%
Paid in Cash	182	204	-10.8%
Median Sale Price	\$269,735	\$265,000	1.8%
Average Sale Price	\$342,722	\$330,948	3.6%
Dollar Volume	\$178.9 Million	\$182.7 Million	-2.1%
Median Percent of Original List Price Received	95.6%	95.1%	0.5%
Median Time to Contract	47 Days	57 Days	-17.5%
Median Time to Sale	96 Days	100 Days	-4.0%
New Pending Sales	444	529	-16.1%
New Listings	706	710	-0.6%
Pending Inventory	730	760	-3.9%
Inventory (Active Listings)	2,386	2,272	5.0%
Months Supply of Inventory	4.8	4.6	4.3%

## 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
<b>March 2016</b>	<b>522</b>	<b>-5.4%</b>
February 2016	382	-10.7%
January 2016	385	-5.4%
December 2015	536	-3.1%
November 2015	364	-12.1%
October 2015	516	-1.1%
September 2015	472	-2.7%
August 2015	506	1.2%
July 2015	574	10.6%
June 2015	625	21.8%
May 2015	605	10.2%
April 2015	539	7.2%
March 2015	552	20.5%

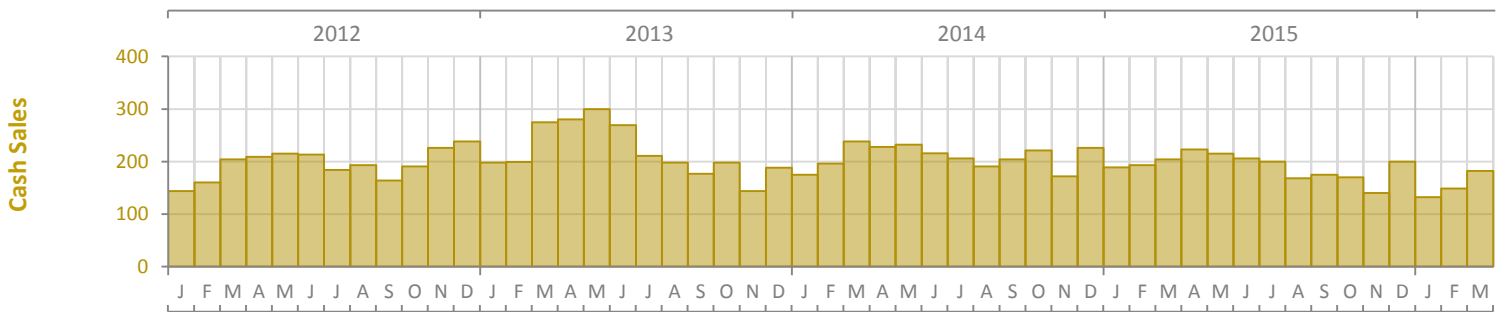


## Cash Sales

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
<b>March 2016</b>	<b>182</b>	<b>-10.8%</b>
February 2016	149	-22.8%
January 2016	132	-30.2%
December 2015	200	-11.5%
November 2015	140	-18.6%
October 2015	170	-23.1%
September 2015	175	-14.2%
August 2015	168	-12.0%
July 2015	200	-2.9%
June 2015	206	-4.6%
May 2015	215	-7.3%
April 2015	223	-2.2%
March 2015	204	-14.3%



## 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
<b>March 2016</b>	<b>34.9%</b>	<b>-5.7%</b>
February 2016	39.0%	-13.5%
January 2016	34.3%	-26.1%
December 2015	37.3%	-8.8%
November 2015	38.5%	-7.2%
October 2015	32.9%	-22.2%
September 2015	37.1%	-11.9%
August 2015	33.2%	-13.1%
July 2015	34.8%	-12.3%
June 2015	33.0%	-21.6%
May 2015	35.5%	-16.1%
April 2015	41.4%	-8.6%
March 2015	37.0%	-28.8%

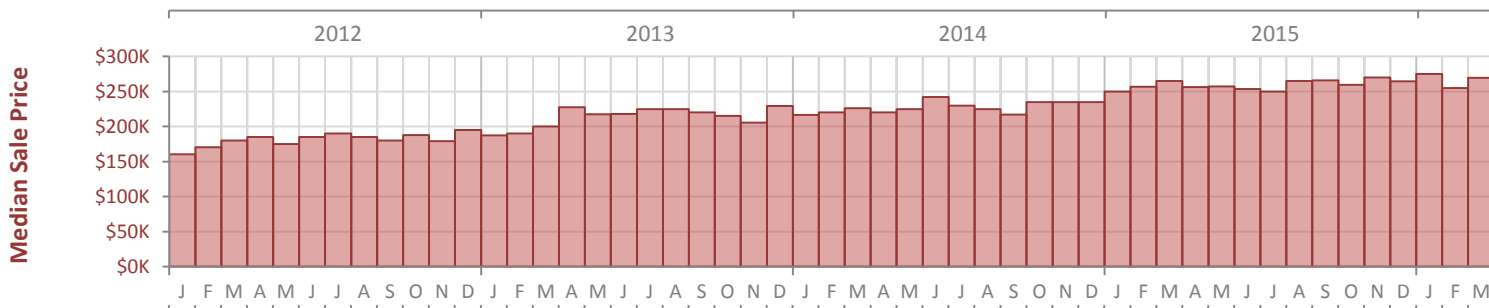


## Median Sale Price

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
<b>March 2016</b>	<b>\$269,735</b>	<b>1.8%</b>
February 2016	\$255,000	-0.7%
January 2016	\$274,900	10.0%
December 2015	\$264,500	12.6%
November 2015	\$270,000	14.9%
October 2015	\$259,350	10.4%
September 2015	\$265,950	22.6%
August 2015	\$265,000	17.8%
July 2015	\$250,000	8.7%
June 2015	\$253,500	4.8%
May 2015	\$257,111	14.3%
April 2015	\$256,500	16.6%
March 2015	\$265,000	17.3%

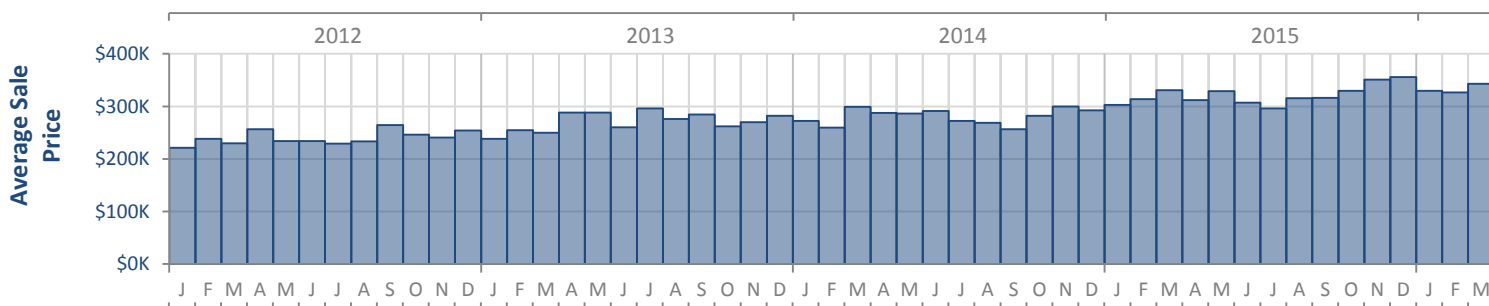


## Average Sale Price

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
<b>March 2016</b>	<b>\$342,722</b>	<b>3.6%</b>
February 2016	\$326,497	4.0%
January 2016	\$329,304	8.9%
December 2015	\$355,979	21.7%
November 2015	\$350,676	17.0%
October 2015	\$329,767	16.8%
September 2015	\$316,087	23.3%
August 2015	\$315,419	17.4%
July 2015	\$296,373	8.8%
June 2015	\$307,297	5.5%
May 2015	\$328,724	14.9%
April 2015	\$311,690	8.3%
March 2015	\$330,948	10.7%

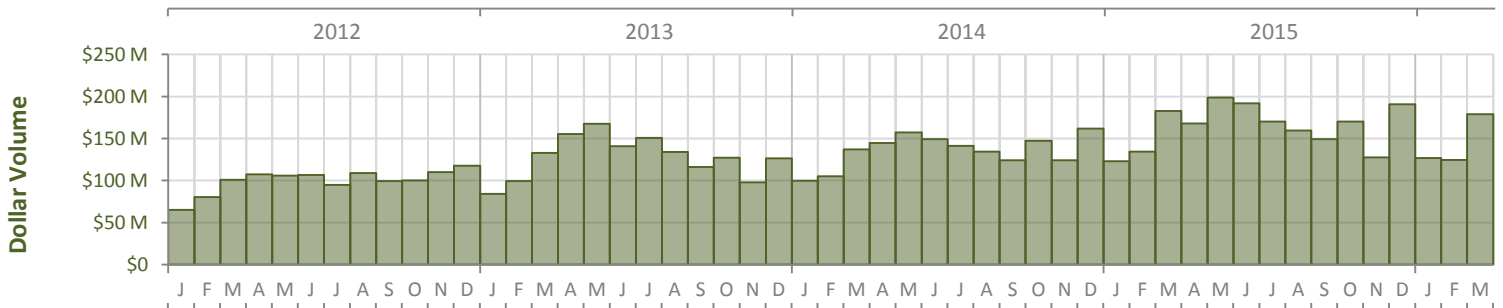


## Dollar Volume

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
<b>March 2016</b>	<b>\$178.9 Million</b>	<b>-2.1%</b>
February 2016	\$124.7 Million	-7.2%
January 2016	\$126.8 Million	3.0%
December 2015	\$190.8 Million	18.0%
November 2015	\$127.6 Million	2.9%
October 2015	\$170.2 Million	15.4%
September 2015	\$149.2 Million	20.0%
August 2015	\$159.6 Million	18.8%
July 2015	\$170.1 Million	20.4%
June 2015	\$192.1 Million	28.6%
May 2015	\$198.9 Million	26.6%
April 2015	\$168.0 Million	16.1%
March 2015	\$182.7 Million	33.4%

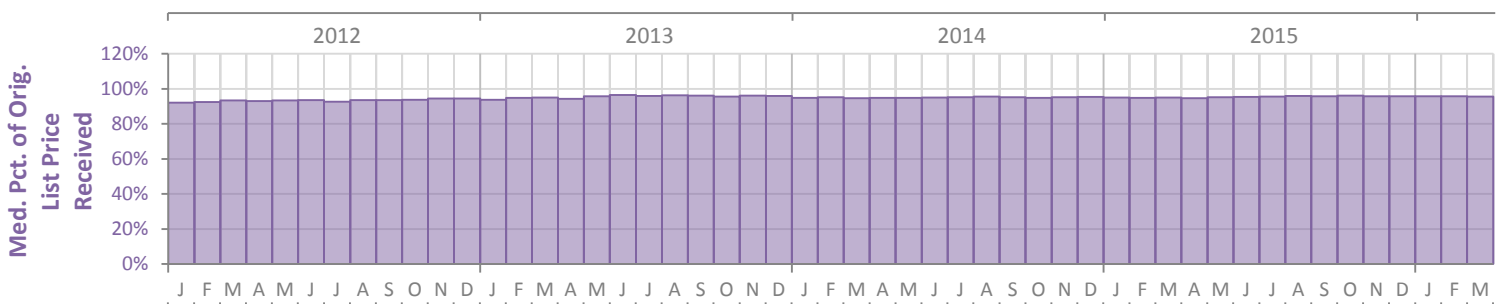


## Median Percent of Original List Price Received

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
<b>March 2016</b>	<b>95.6%</b>	<b>0.5%</b>
February 2016	95.7%	0.9%
January 2016	95.7%	0.7%
December 2015	95.8%	0.4%
November 2015	95.8%	0.5%
October 2015	96.1%	1.4%
September 2015	95.8%	0.5%
August 2015	95.9%	0.4%
July 2015	95.6%	0.3%
June 2015	95.4%	0.4%
May 2015	95.3%	0.4%
April 2015	94.7%	-0.1%
March 2015	95.1%	0.5%

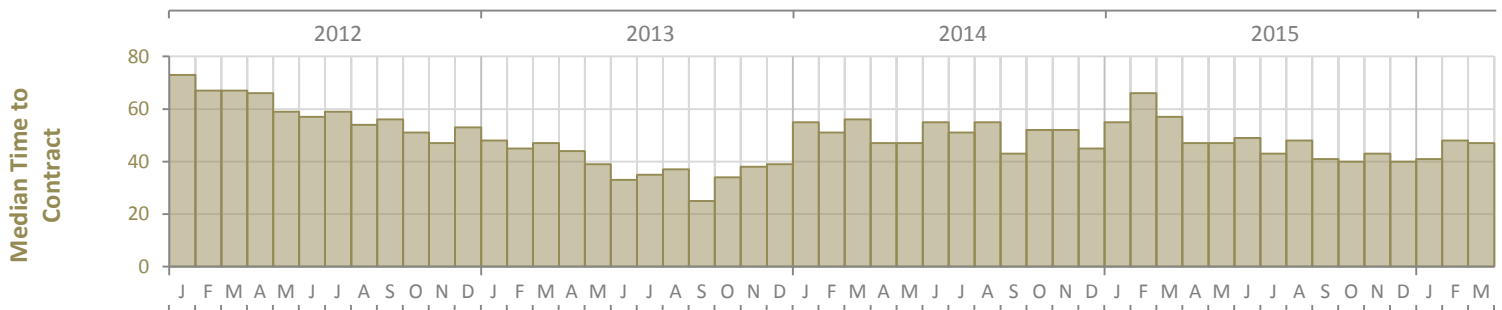


## Median Time to Contract

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
<b>March 2016</b>	<b>47 Days</b>	<b>-17.5%</b>
February 2016	48 Days	-27.3%
January 2016	41 Days	-25.5%
December 2015	40 Days	-11.1%
November 2015	43 Days	-17.3%
October 2015	40 Days	-23.1%
September 2015	41 Days	-4.7%
August 2015	48 Days	-12.7%
July 2015	43 Days	-15.7%
June 2015	49 Days	-10.9%
May 2015	47 Days	0.0%
April 2015	47 Days	0.0%
March 2015	57 Days	1.8%

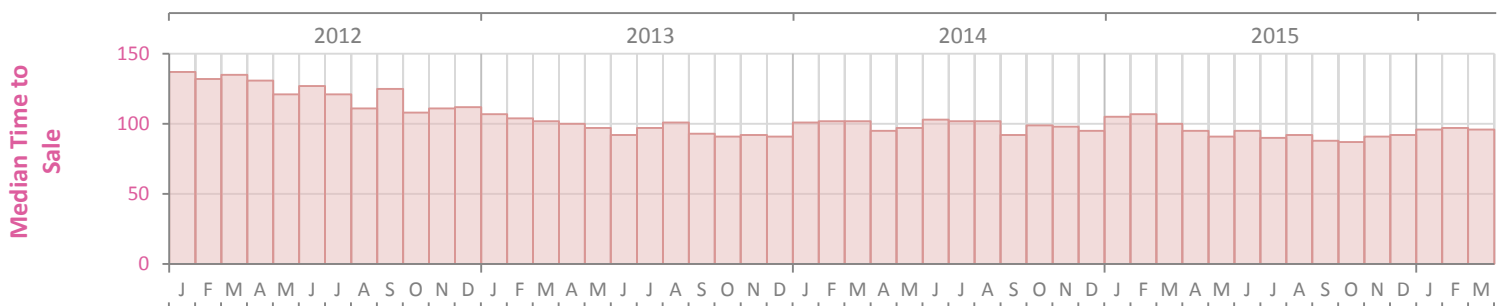


## Median Time to Sale

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
<b>March 2016</b>	<b>96 Days</b>	<b>-4.0%</b>
February 2016	97 Days	-9.3%
January 2016	96 Days	-8.6%
December 2015	92 Days	-3.2%
November 2015	91 Days	-7.1%
October 2015	87 Days	-12.1%
September 2015	88 Days	-4.3%
August 2015	92 Days	-9.8%
July 2015	90 Days	-11.8%
June 2015	95 Days	-7.8%
May 2015	91 Days	-6.2%
April 2015	95 Days	0.0%
March 2015	100 Days	-2.0%



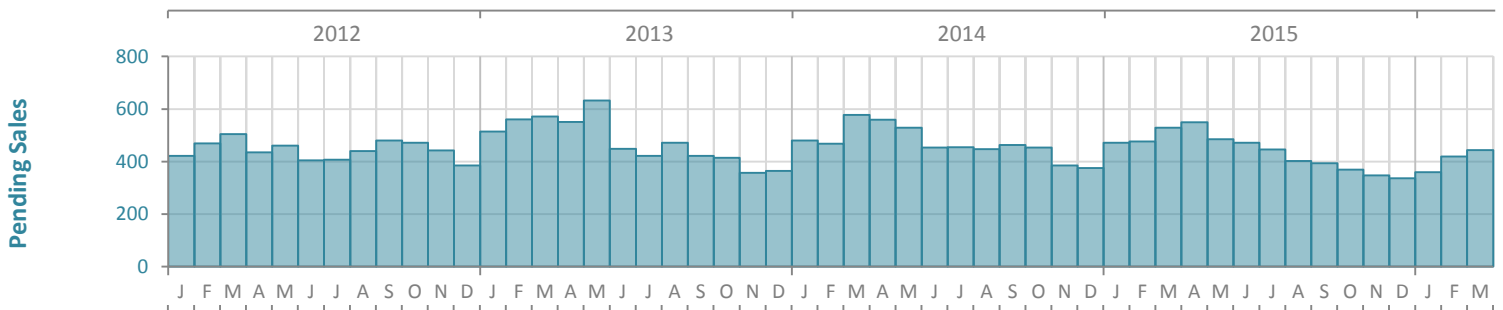


## New Pending Sales

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
<b>March 2016</b>	<b>444</b>	<b>-16.1%</b>
February 2016	419	-12.2%
January 2016	360	-23.7%
December 2015	337	-10.1%
November 2015	347	-9.9%
October 2015	369	-18.5%
September 2015	394	-14.9%
August 2015	402	-10.1%
July 2015	446	-1.8%
June 2015	472	4.2%
May 2015	485	-8.3%
April 2015	550	-1.6%
March 2015	529	-8.5%

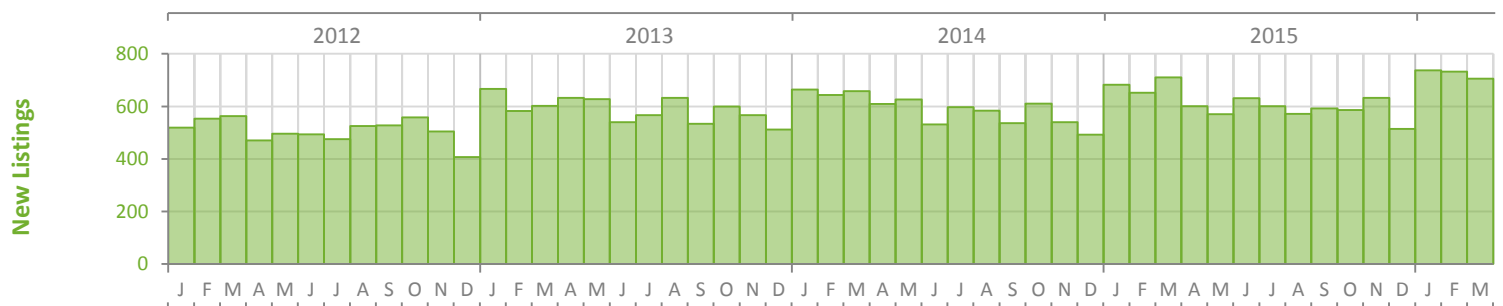


## New Listings

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
<b>March 2016</b>	<b>706</b>	<b>-0.6%</b>
February 2016	732	12.3%
January 2016	737	8.1%
December 2015	514	4.5%
November 2015	632	17.0%
October 2015	586	-3.9%
September 2015	592	10.4%
August 2015	571	-2.2%
July 2015	601	0.7%
June 2015	631	18.8%
May 2015	570	-8.9%
April 2015	601	-1.3%
March 2015	710	7.9%

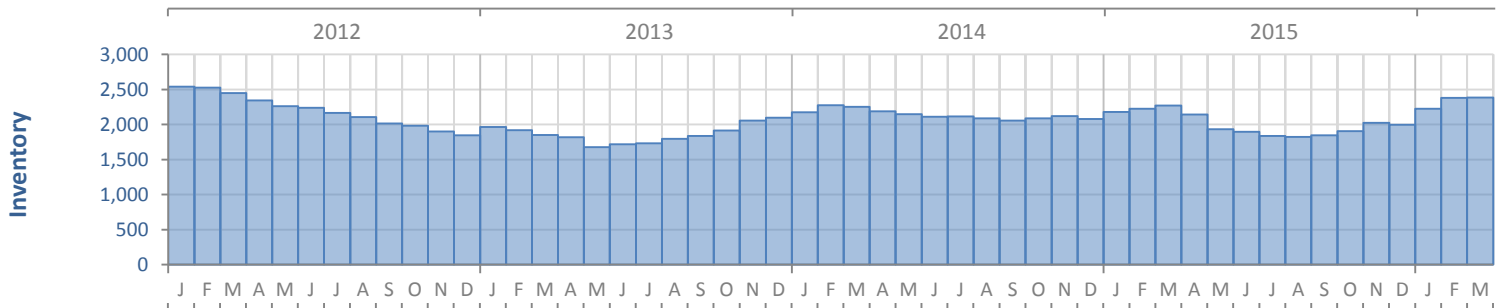


## Inventory (Active Listings)

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
<b>March 2016</b>	<b>2,386</b>	<b>5.0%</b>
February 2016	2,380	7.1%
January 2016	2,223	2.0%
December 2015	1,995	-4.0%
November 2015	2,022	-4.7%
October 2015	1,904	-8.9%
September 2015	1,846	-10.3%
August 2015	1,825	-12.5%
July 2015	1,836	-13.2%
June 2015	1,896	-10.1%
May 2015	1,932	-10.0%
April 2015	2,142	-2.1%
March 2015	2,272	0.9%

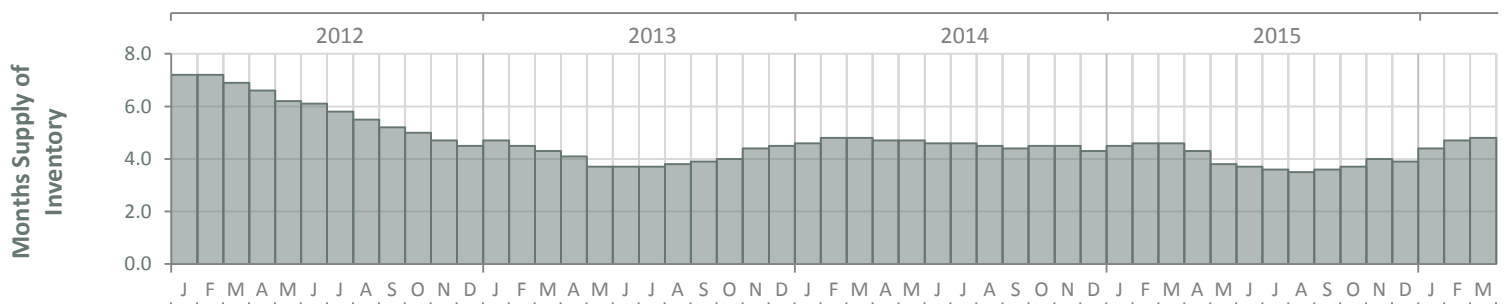


## Months Supply of Inventory

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
<b>March 2016</b>	<b>4.8</b>	<b>4.3%</b>
February 2016	4.7	2.2%
January 2016	4.4	-2.2%
December 2015	3.9	-9.3%
November 2015	4.0	-11.1%
October 2015	3.7	-17.8%
September 2015	3.6	-18.2%
August 2015	3.5	-22.2%
July 2015	3.6	-21.7%
June 2015	3.7	-19.6%
May 2015	3.8	-19.1%
April 2015	4.3	-8.5%
March 2015	4.6	-4.2%

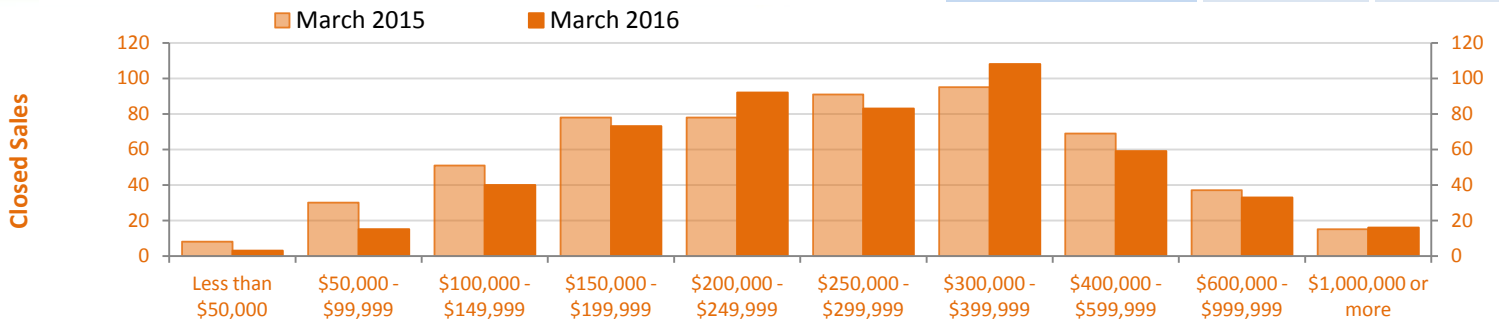


## Closed Sales by Sale Price

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	3	-62.5%
\$50,000 - \$99,999	15	-50.0%
\$100,000 - \$149,999	40	-21.6%
\$150,000 - \$199,999	73	-6.4%
\$200,000 - \$249,999	92	17.9%
\$250,000 - \$299,999	83	-8.8%
\$300,000 - \$399,999	108	13.7%
\$400,000 - \$599,999	59	-14.5%
\$600,000 - \$999,999	33	-10.8%
\$1,000,000 or more	16	6.7%

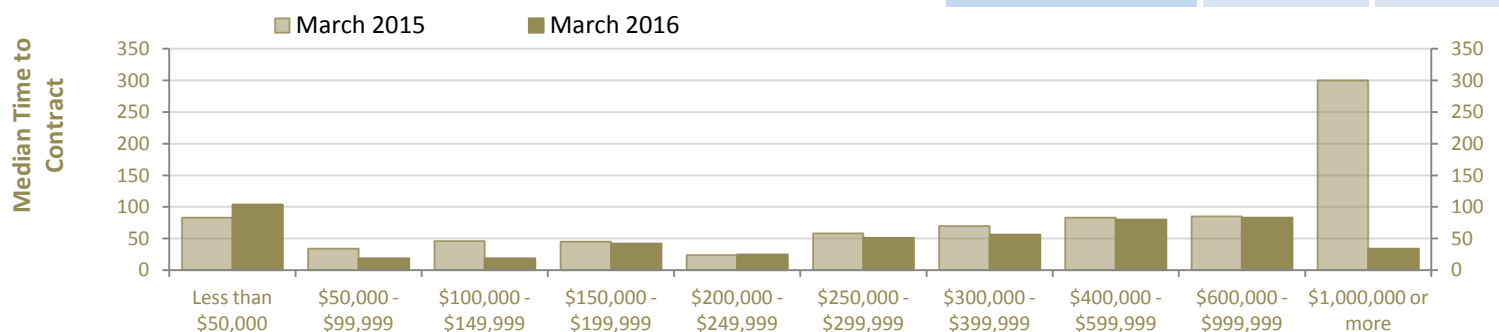


## Median Time to Contract by Sale Price

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	104 Days	25.3%
\$50,000 - \$99,999	19 Days	-44.1%
\$100,000 - \$149,999	19 Days	-58.7%
\$150,000 - \$199,999	42 Days	-6.7%
\$200,000 - \$249,999	25 Days	4.2%
\$250,000 - \$299,999	51 Days	-12.1%
\$300,000 - \$399,999	56 Days	-20.0%
\$400,000 - \$599,999	80 Days	-3.6%
\$600,000 - \$999,999	83 Days	-2.4%
\$1,000,000 or more	34 Days	-88.7%



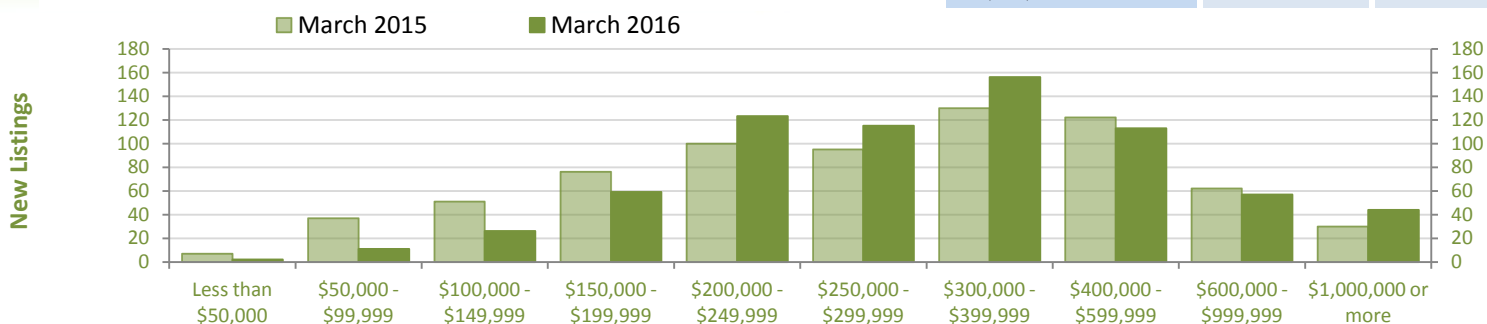


## New Listings by Initial Listing Price

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	2	-71.4%
\$50,000 - \$99,999	11	-70.3%
\$100,000 - \$149,999	26	-49.0%
\$150,000 - \$199,999	59	-22.4%
\$200,000 - \$249,999	123	23.0%
\$250,000 - \$299,999	115	21.1%
\$300,000 - \$399,999	156	20.0%
\$400,000 - \$599,999	113	-7.4%
\$600,000 - \$999,999	57	-8.1%
\$1,000,000 or more	44	46.7%

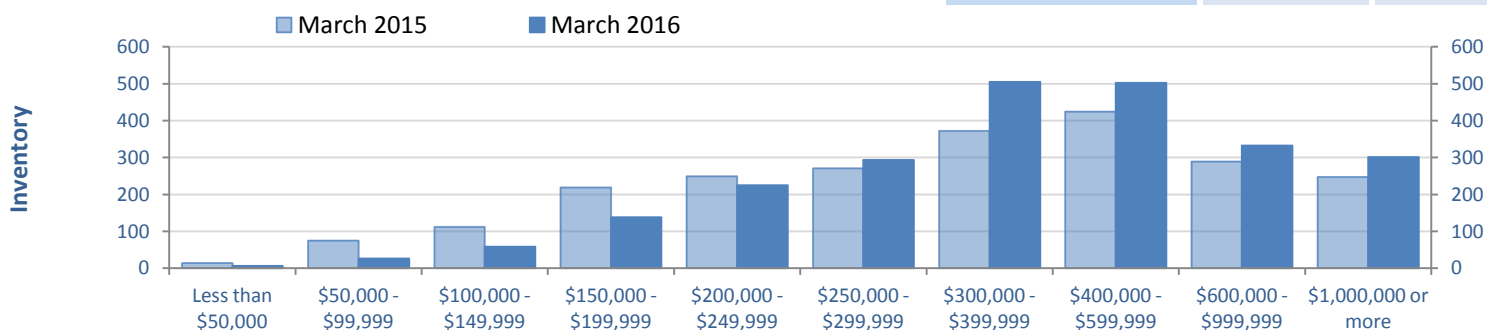


## Inventory by Current Listing Price

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.

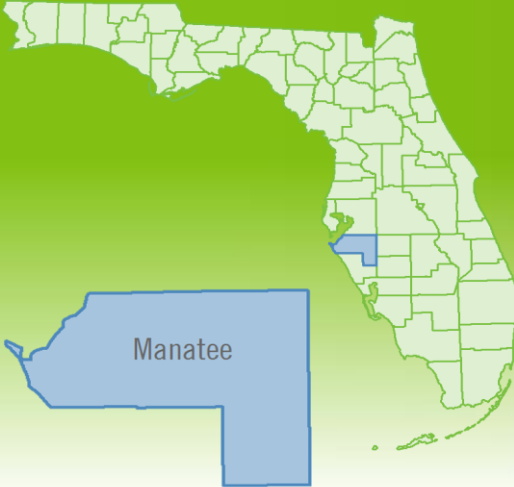
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-57.1%
\$50,000 - \$99,999	26	-65.3%
\$100,000 - \$149,999	58	-48.2%
\$150,000 - \$199,999	138	-37.0%
\$200,000 - \$249,999	225	-9.6%
\$250,000 - \$299,999	293	8.1%
\$300,000 - \$399,999	505	35.8%
\$400,000 - \$599,999	502	18.4%
\$600,000 - \$999,999	332	14.9%
\$1,000,000 or more	301	21.9%



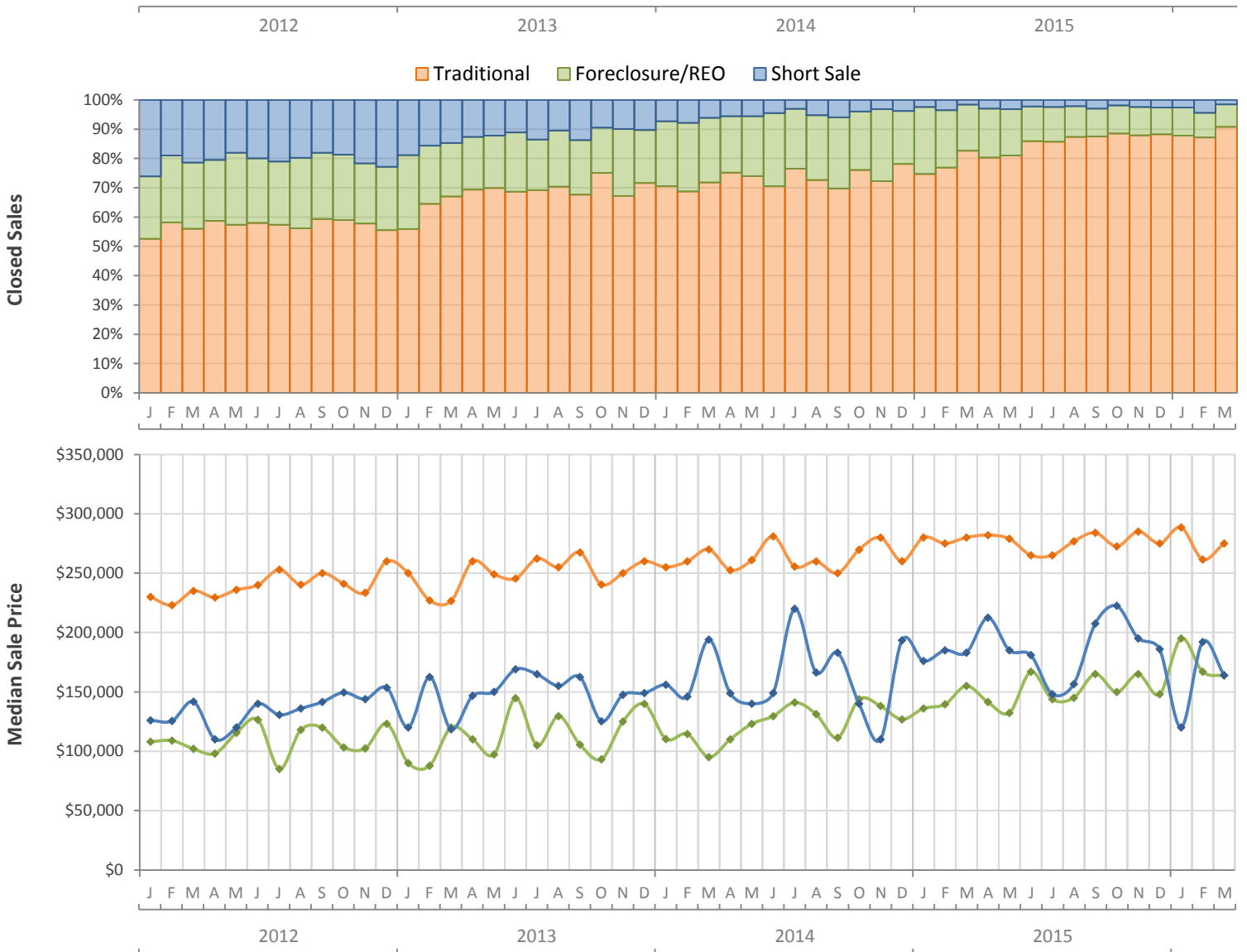
# Monthly Distressed Market - March 2016

## Single Family Homes

### Manatee County



		March 2016	March 2015	Percent Change Year-over-Year
Traditional	Closed Sales	474	456	3.9%
	Median Sale Price	\$275,000	\$280,000	-1.8%
Foreclosure/REO	Closed Sales	40	87	-54.0%
	Median Sale Price	\$163,750	\$155,000	5.6%
Short Sale	Closed Sales	8	9	-11.1%
	Median Sale Price	\$164,000	\$183,000	-10.4%



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Wednesday, April 20, 2016. Historical data revised on Friday, February 26, 2016. Dollar Volume revised on April 15, 2016. Next data release is Friday, May 20, 2016.