

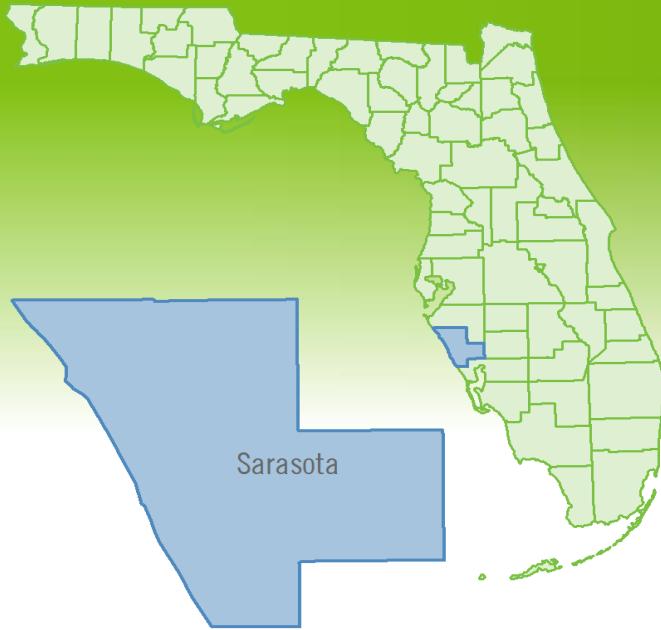
# Monthly Market Detail - June 2016

## Single Family Homes

### Sarasota County



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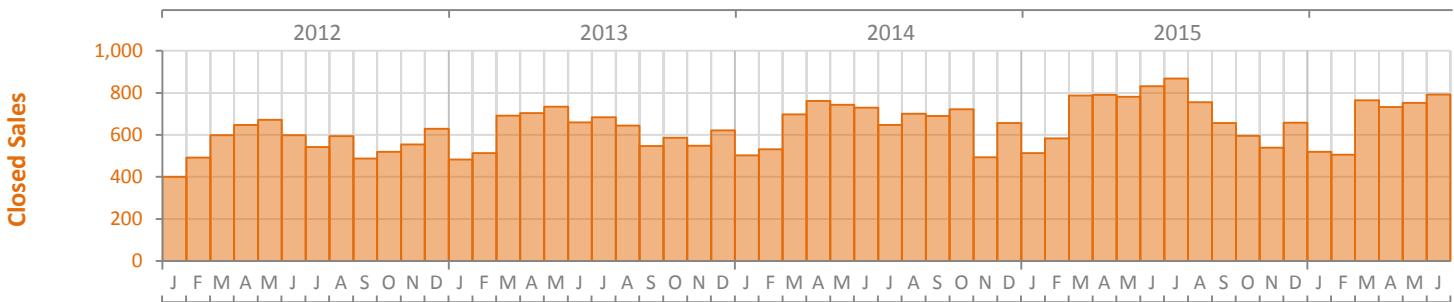
Summary Statistics	June 2016	June 2015	Percent Change Year-over-Year
Closed Sales	792	831	-4.7%
Paid in Cash	295	385	-23.4%
Median Sale Price	\$248,000	\$230,000	7.8%
Average Sale Price	\$334,061	\$326,134	2.4%
Dollar Volume	\$264.6 Million	\$271.0 Million	-2.4%
Median Percent of Original List Price Received	95.4%	95.4%	0.0%
Median Time to Contract	42 Days	40 Days	5.0%
Median Time to Sale	98 Days	87 Days	12.6%
New Pending Sales	472	656	-28.0%
New Listings	821	710	15.6%
Pending Inventory	789	1,075	-26.6%
Inventory (Active Listings)	2,861	2,377	20.4%
Months Supply of Inventory	4.2	3.5	20.0%

## 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
June 2016	792	-4.7%
May 2016	753	-3.7%
April 2016	733	-7.3%
March 2016	765	-2.9%
February 2016	506	-13.2%
January 2016	520	1.2%
December 2015	658	0.2%
November 2015	540	9.5%
October 2015	596	-17.5%
September 2015	656	-4.9%
August 2015	755	7.9%
July 2015	868	34.2%
June 2015	831	13.8%



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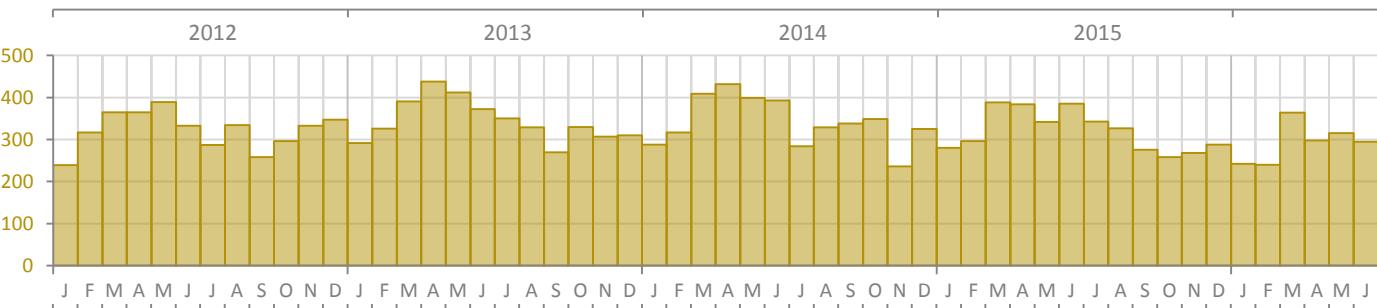
## Cash Sales

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
June 2016	295	-23.4%
May 2016	315	-7.9%
April 2016	298	-22.4%
March 2016	364	-6.2%
February 2016	240	-18.9%
January 2016	242	-13.6%
December 2015	288	-11.4%
November 2015	268	13.6%
October 2015	258	-26.1%
September 2015	276	-18.3%
August 2015	327	-0.6%
July 2015	343	20.8%
June 2015	385	-2.0%

Cash Sales



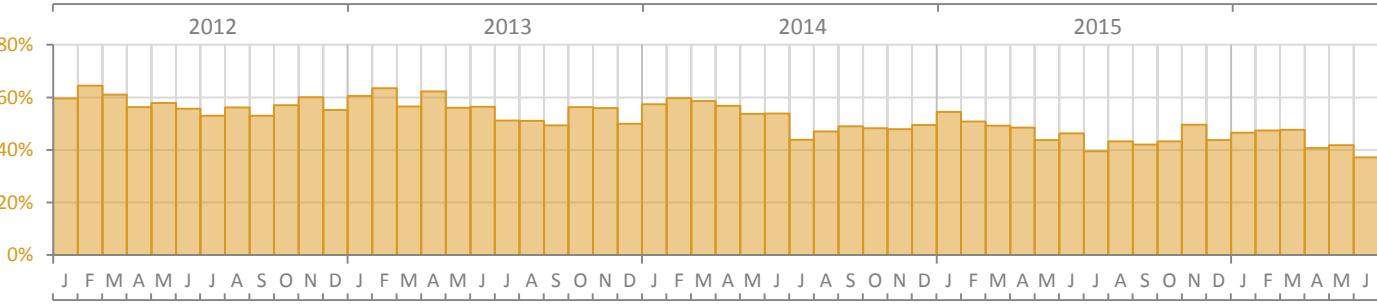
## Cash Sales as a Percentage of Closed Sales

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
June 2016	37.2%	-19.7%
May 2016	41.8%	-4.3%
April 2016	40.7%	-16.1%
March 2016	47.6%	-3.3%
February 2016	47.4%	-6.7%
January 2016	46.5%	-14.7%
December 2015	43.8%	-11.5%
November 2015	49.6%	3.5%
October 2015	43.3%	-10.4%
September 2015	42.1%	-14.1%
August 2015	43.3%	-7.9%
July 2015	39.5%	-10.0%
June 2015	46.3%	-13.9%

Pct. of Closed Sales Paid in Cash





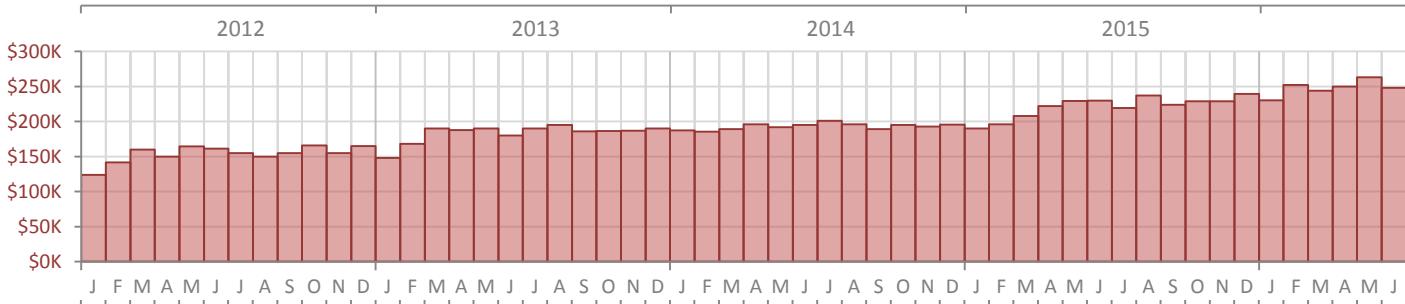
## Median Sale Price

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
June 2016	\$248,000	7.8%
May 2016	\$263,000	14.6%
April 2016	\$250,000	12.6%
March 2016	\$244,000	17.4%
February 2016	\$252,250	28.7%
January 2016	\$230,500	21.3%
December 2015	\$239,450	22.5%
November 2015	\$228,750	18.5%
October 2015	\$228,750	17.3%
September 2015	\$223,750	18.4%
August 2015	\$237,000	20.9%
July 2015	\$219,500	9.2%
June 2015	\$230,000	17.9%

Median Sale Price



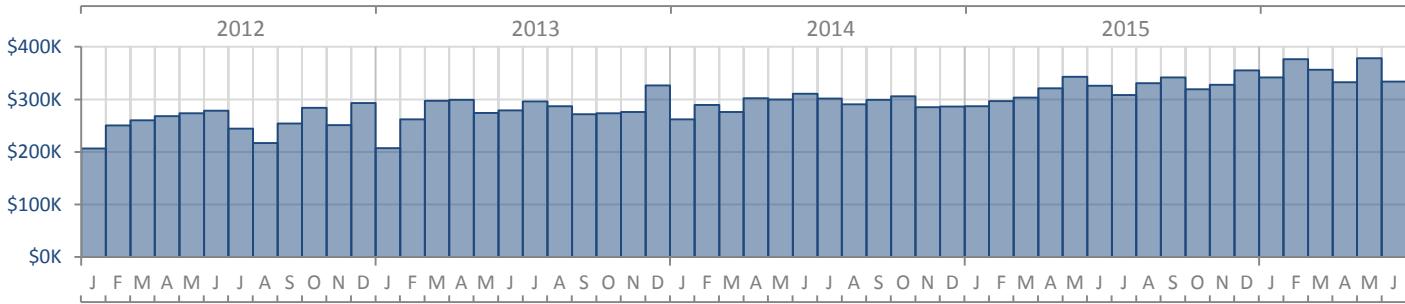
## Average Sale Price

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
June 2016	\$334,061	2.4%
May 2016	\$378,023	10.3%
April 2016	\$332,692	3.7%
March 2016	\$356,303	17.4%
February 2016	\$376,318	26.9%
January 2016	\$341,644	19.1%
December 2015	\$355,401	24.1%
November 2015	\$327,954	15.0%
October 2015	\$319,371	4.4%
September 2015	\$341,659	14.2%
August 2015	\$331,011	13.8%
July 2015	\$308,356	2.2%
June 2015	\$326,134	4.9%

Average Sale Price



# Monthly Market Detail - June 2016

## Single Family Homes

### Sarasota County



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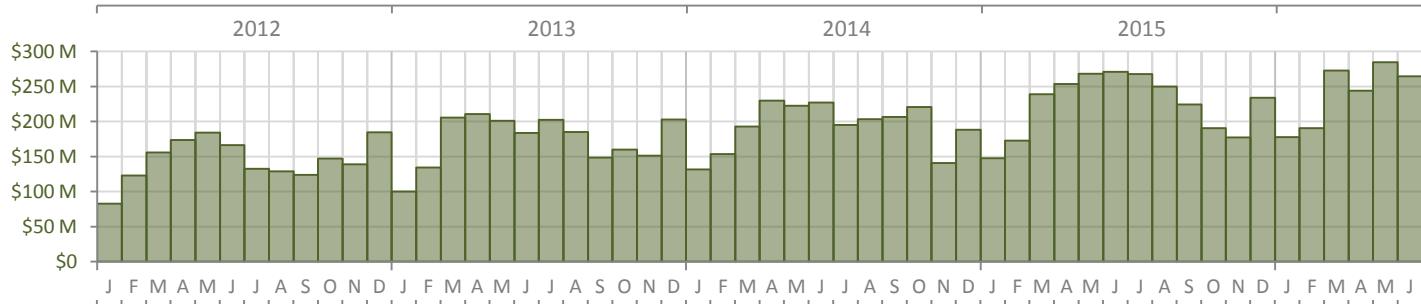
## Dollar Volume

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
June 2016	<b>\$264.6 Million</b>	<b>-2.4%</b>
May 2016	\$284.7 Million	6.2%
April 2016	\$243.9 Million	-3.9%
March 2016	\$272.6 Million	14.0%
February 2016	\$190.4 Million	10.2%
January 2016	\$177.7 Million	20.5%
December 2015	\$233.9 Million	24.3%
November 2015	\$177.1 Million	25.9%
October 2015	\$190.3 Million	-13.8%
September 2015	\$224.1 Million	8.6%
August 2015	\$249.9 Million	22.8%
July 2015	\$267.7 Million	37.2%
June 2015	\$271.0 Million	19.4%

Dollar Volume



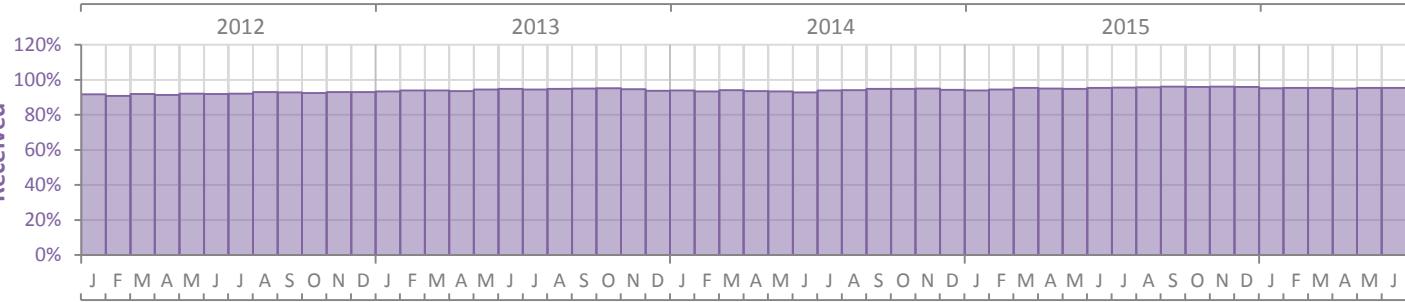
## Median Percent of Original List Price Received

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
June 2016	<b>95.4%</b>	<b>0.0%</b>
May 2016	95.4%	0.5%
April 2016	95.1%	0.0%
March 2016	95.4%	0.0%
February 2016	95.4%	1.0%
January 2016	95.2%	1.3%
December 2015	96.0%	1.8%
November 2015	96.1%	1.1%
October 2015	96.0%	1.2%
September 2015	96.1%	1.4%
August 2015	95.7%	1.6%
July 2015	95.5%	1.6%
June 2015	95.4%	2.7%

Med. Pct. of Orig.  
List Price  
Received



# Monthly Market Detail - June 2016

## Single Family Homes

### Sarasota County



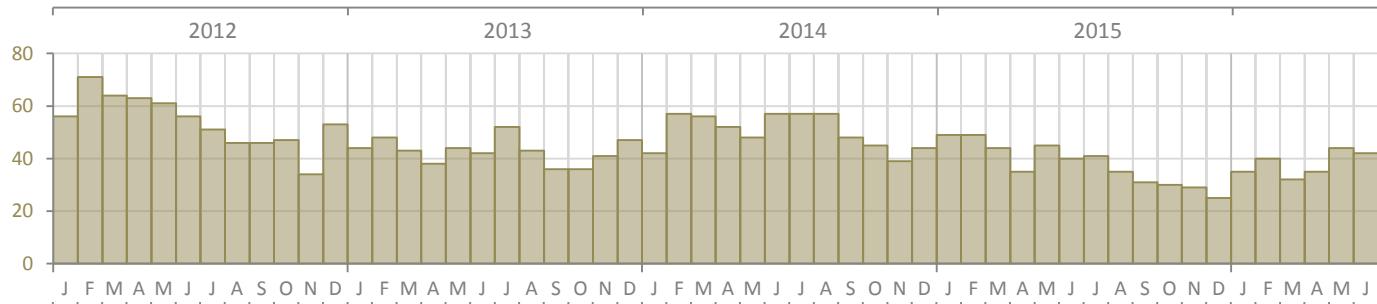
## Median Time to Contract

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
June 2016	<b>42 Days</b>	<b>5.0%</b>
May 2016	44 Days	-2.2%
April 2016	35 Days	0.0%
March 2016	32 Days	-27.3%
February 2016	40 Days	-18.4%
January 2016	35 Days	-28.6%
December 2015	25 Days	-43.2%
November 2015	29 Days	-25.6%
October 2015	30 Days	-33.3%
September 2015	31 Days	-35.4%
August 2015	35 Days	-38.6%
July 2015	41 Days	-28.1%
June 2015	40 Days	-29.8%

Median Time to Contract



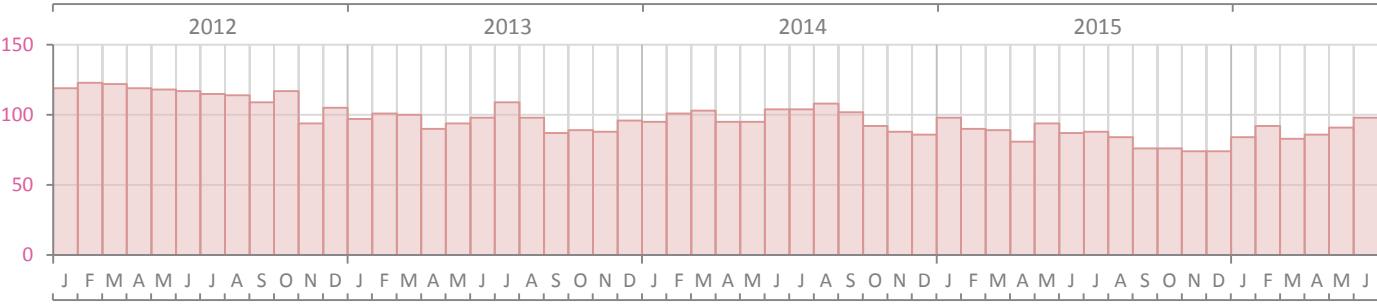
## Median Time to Sale

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
June 2016	<b>98 Days</b>	<b>12.6%</b>
May 2016	91 Days	-3.2%
April 2016	86 Days	6.2%
March 2016	83 Days	-6.7%
February 2016	92 Days	2.2%
January 2016	84 Days	-14.3%
December 2015	74 Days	-14.0%
November 2015	74 Days	-15.9%
October 2015	76 Days	-17.4%
September 2015	76 Days	-25.5%
August 2015	84 Days	-22.2%
July 2015	88 Days	-15.4%
June 2015	87 Days	-16.3%

Median Time to Sale





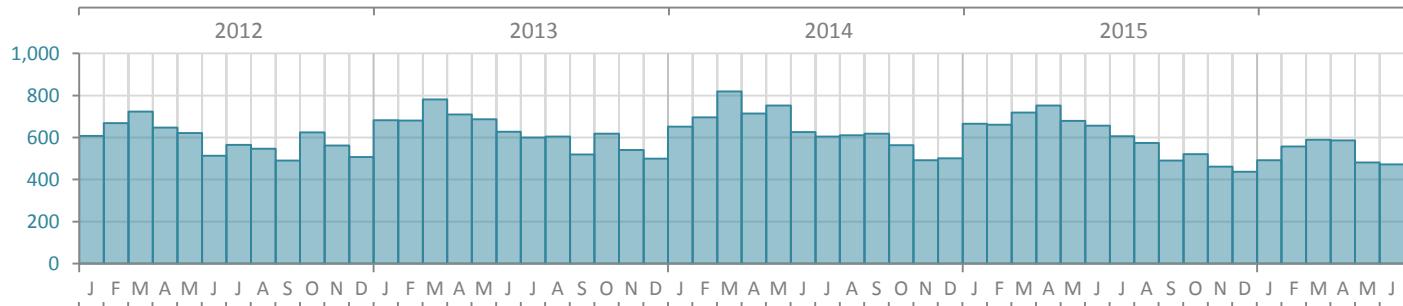
## New Pending Sales

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
June 2016	472	-28.0%
May 2016	481	-29.3%
April 2016	586	-22.1%
March 2016	590	-17.9%
February 2016	558	-15.6%
January 2016	492	-26.1%
December 2015	438	-12.6%
November 2015	462	-6.1%
October 2015	521	-7.6%
September 2015	491	-20.7%
August 2015	574	-6.1%
July 2015	606	0.3%
June 2015	656	4.8%

Pending Sales



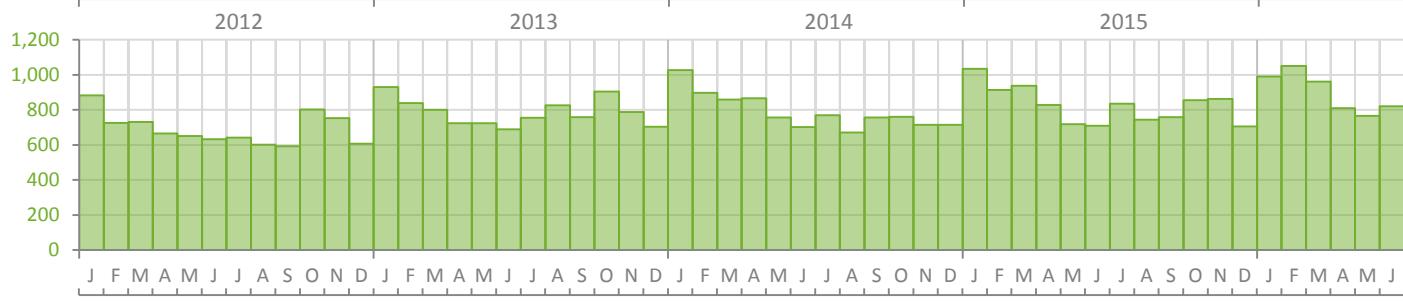
## New Listings

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
June 2016	821	15.6%
May 2016	766	6.7%
April 2016	810	-2.2%
March 2016	962	2.7%
February 2016	1,050	14.9%
January 2016	991	-4.2%
December 2015	705	-1.4%
November 2015	863	20.7%
October 2015	856	12.6%
September 2015	758	0.3%
August 2015	744	11.0%
July 2015	835	8.4%
June 2015	710	1.1%

New Listings



# Monthly Market Detail - June 2016

## Single Family Homes

### Sarasota County



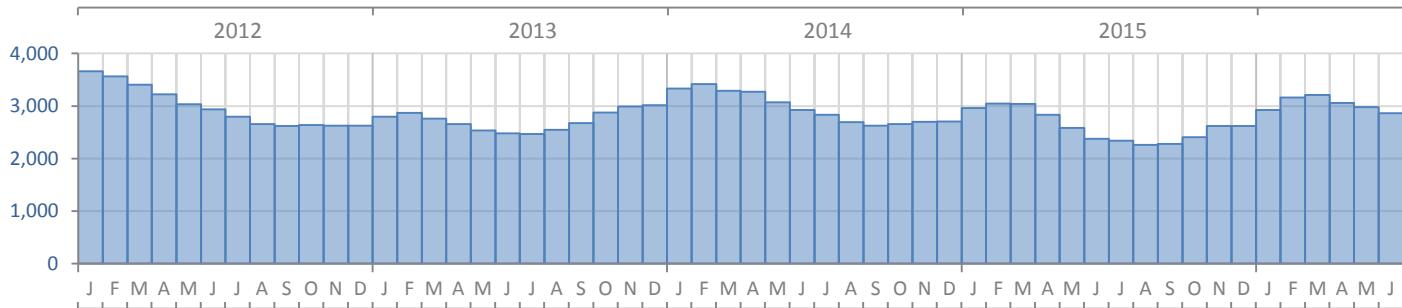
## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
June 2016	2,861	20.4%
May 2016	2,977	15.3%
April 2016	3,059	8.0%
March 2016	3,208	5.6%
February 2016	3,160	3.7%
January 2016	2,926	-1.2%
December 2015	2,622	-3.1%
November 2015	2,621	-3.0%
October 2015	2,409	-9.3%
September 2015	2,279	-13.2%
August 2015	2,259	-16.1%
July 2015	2,340	-17.3%
June 2015	2,377	-18.7%

Inventory



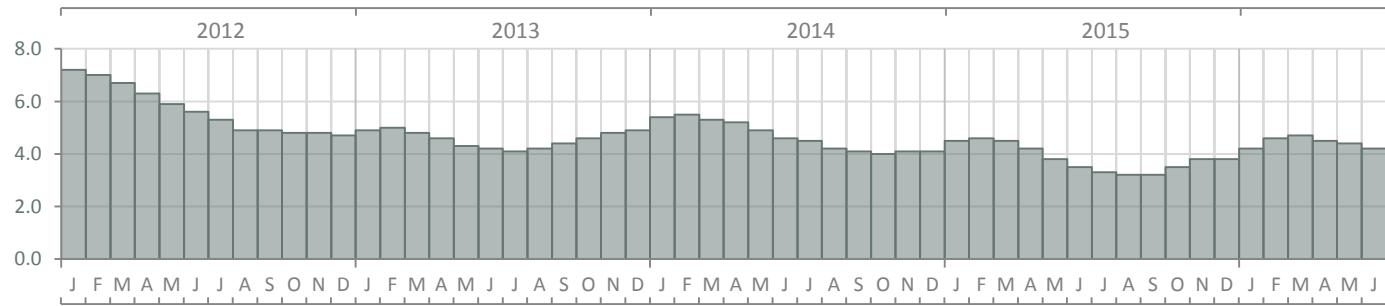
## Months Supply of Inventory

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
June 2016	4.2	20.0%
May 2016	4.4	15.8%
April 2016	4.5	7.1%
March 2016	4.7	4.4%
February 2016	4.6	0.0%
January 2016	4.2	-6.7%
December 2015	3.8	-7.3%
November 2015	3.8	-7.3%
October 2015	3.5	-12.5%
September 2015	3.2	-22.0%
August 2015	3.2	-23.8%
July 2015	3.3	-26.7%
June 2015	3.5	-23.9%

Months Supply of Inventory

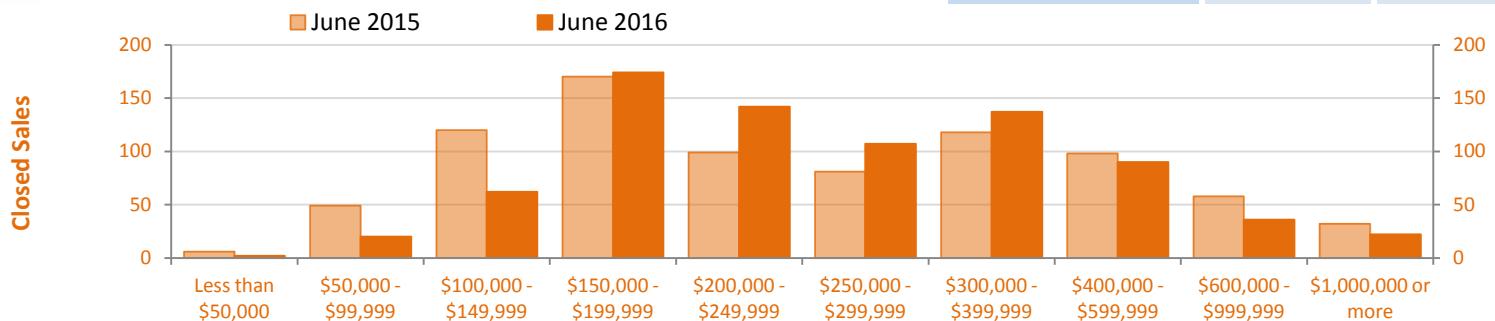


## Closed Sales by Sale Price

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	2	-66.7%
\$50,000 - \$99,999	20	-59.2%
\$100,000 - \$149,999	62	-48.3%
\$150,000 - \$199,999	174	2.4%
\$200,000 - \$249,999	142	43.4%
\$250,000 - \$299,999	107	32.1%
\$300,000 - \$399,999	137	16.1%
\$400,000 - \$599,999	90	-8.2%
\$600,000 - \$999,999	36	-37.9%
\$1,000,000 or more	22	-31.3%

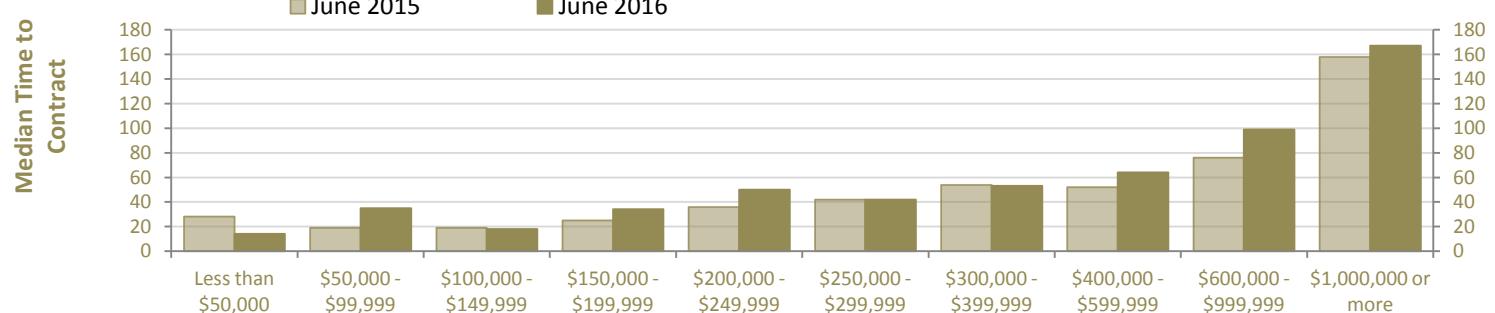


## Median Time to Contract by Sale Price

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	14 Days	-50.0%
\$50,000 - \$99,999	35 Days	84.2%
\$100,000 - \$149,999	18 Days	-5.3%
\$150,000 - \$199,999	34 Days	36.0%
\$200,000 - \$249,999	50 Days	38.9%
\$250,000 - \$299,999	42 Days	0.0%
\$300,000 - \$399,999	53 Days	-1.9%
\$400,000 - \$599,999	64 Days	23.1%
\$600,000 - \$999,999	99 Days	30.3%
\$1,000,000 or more	167 Days	5.7%



# Monthly Market Detail - June 2016

## Single Family Homes

### Sarasota County



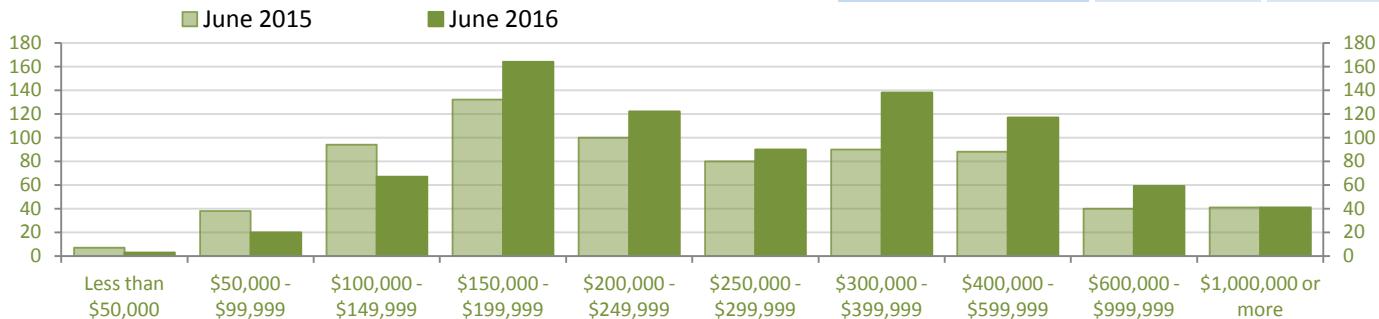
## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	3	-57.1%
\$50,000 - \$99,999	20	-47.4%
\$100,000 - \$149,999	67	-28.7%
\$150,000 - \$199,999	164	24.2%
\$200,000 - \$249,999	122	22.0%
\$250,000 - \$299,999	90	12.5%
\$300,000 - \$399,999	138	53.3%
\$400,000 - \$599,999	117	33.0%
\$600,000 - \$999,999	59	47.5%
\$1,000,000 or more	41	0.0%

New Listings



## 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	4	-66.7%
\$50,000 - \$99,999	36	-58.1%
\$100,000 - \$149,999	124	-29.5%
\$150,000 - \$199,999	313	23.2%
\$200,000 - \$249,999	300	37.6%
\$250,000 - \$299,999	312	56.8%
\$300,000 - \$399,999	483	46.4%
\$400,000 - \$599,999	499	26.0%
\$600,000 - \$999,999	353	14.2%
\$1,000,000 or more	437	10.1%

Inventory



# Monthly Distressed Market - June 2016

## Single Family Homes

### Sarasota County



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		June 2016	June 2015	Percent Change Year-over-Year
Traditional	Closed Sales	735	702	4.7%
	Median Sale Price	\$255,000	\$260,000	-1.9%
Foreclosure/REO	Closed Sales	47	106	-55.7%
	Median Sale Price	\$164,900	\$143,000	15.3%
Short Sale	Closed Sales	10	23	-56.5%
	Median Sale Price	\$172,500	\$159,000	8.5%

