

Monthly Market Detail - September 2016

Single Family Homes

Sarasota County



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Summary Statistics	September 2016	September 2015	Percent Change Year-over-Year
Closed Sales	635	656	-3.2%
Paid in Cash	224	276	-18.8%
Median Sale Price	\$249,000	\$223,750	11.3%
Average Sale Price	\$340,938	\$341,659	-0.2%
Dollar Volume	\$216.5 Million	\$224.1 Million	-3.4%
Median Percent of Original List Price Received	96.0%	96.1%	-0.1%
Median Time to Contract	32 Days	31 Days	3.2%
Median Time to Sale	86 Days	76 Days	13.2%
New Pending Sales	413	491	-15.9%
New Listings	754	758	-0.5%
Pending Inventory	689	773	-10.9%
Inventory (Active Listings)	2,717	2,279	19.2%
Months Supply of Inventory	4.2	3.2	31.3%

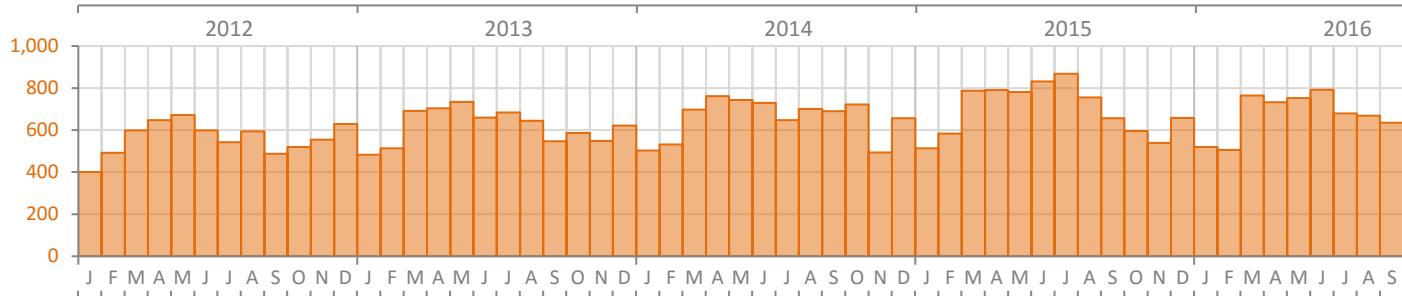
Closed Sales

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
September 2016	635	-3.2%
August 2016	668	-11.5%
July 2016	680	-21.7%
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%

Closed Sales



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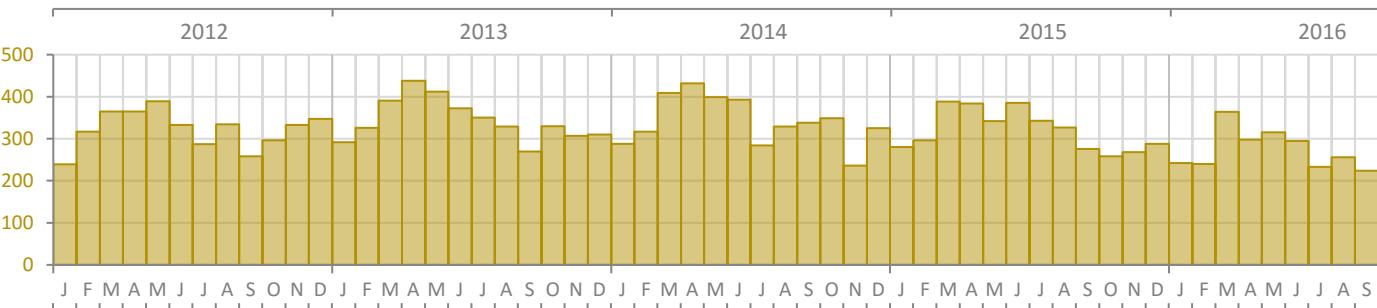
Cash Sales

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
September 2016	224	-18.8%
August 2016	256	-21.7%
July 2016	233	-32.1%
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%

Cash Sales



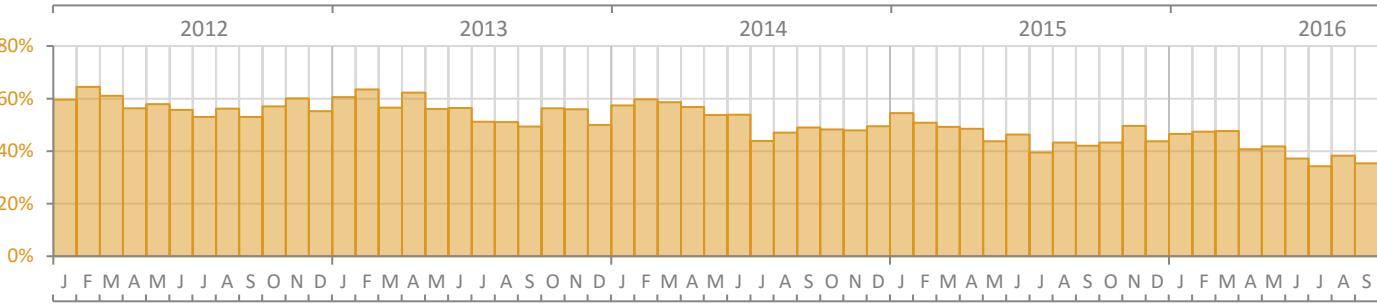
Cash Sales as a Percentage of Closed Sales

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
September 2016	35.3%	-16.2%
August 2016	38.3%	-11.5%
July 2016	34.3%	-13.2%
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%

Pct. of Closed Sales Paid in Cash



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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
September 2016	\$249,000	11.3%
August 2016	\$253,528	7.0%
July 2016	\$242,500	10.5%
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%

Median Sale Price

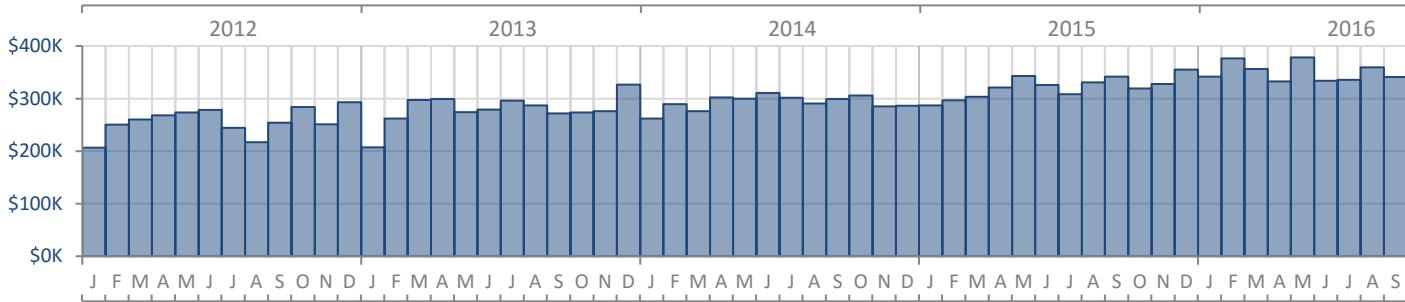


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Month	Average Sale Price	Percent Change Year-over-Year
September 2016	\$340,938	-0.2%
August 2016	\$359,394	8.6%
July 2016	\$335,617	8.8%
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%

Average Sale Price



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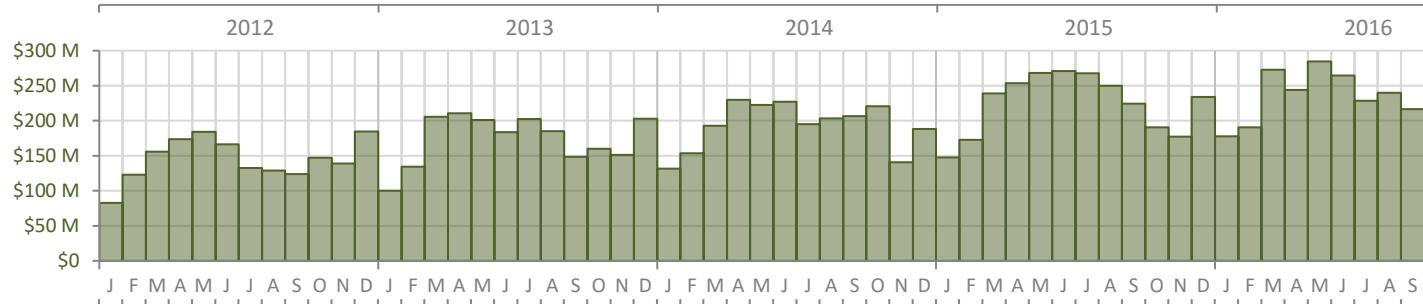
Dollar Volume

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
September 2016	\$216.5 Million	-3.4%
August 2016	\$240.1 Million	-3.9%
July 2016	\$228.2 Million	-14.7%
June 2016	\$264.6 Million	-2.4%
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%

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

Med. Pct. of Orig. List Price Received

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
September 2016	96.0%	-0.1%
August 2016	95.3%	-0.4%
July 2016	95.2%	-0.3%
June 2016	95.4%	0.0%
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%

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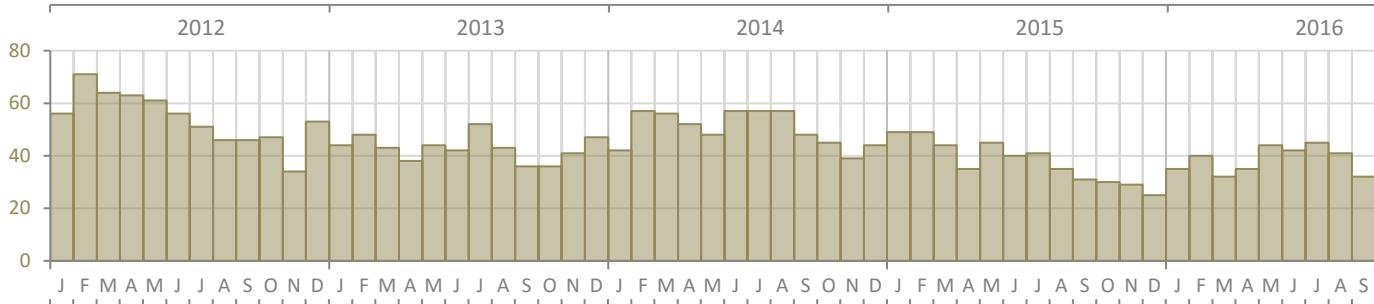
Median Time to Contract

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
September 2016	32 Days	3.2%
August 2016	41 Days	17.1%
July 2016	45 Days	9.8%
June 2016	42 Days	5.0%
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%

Median Time to Contract



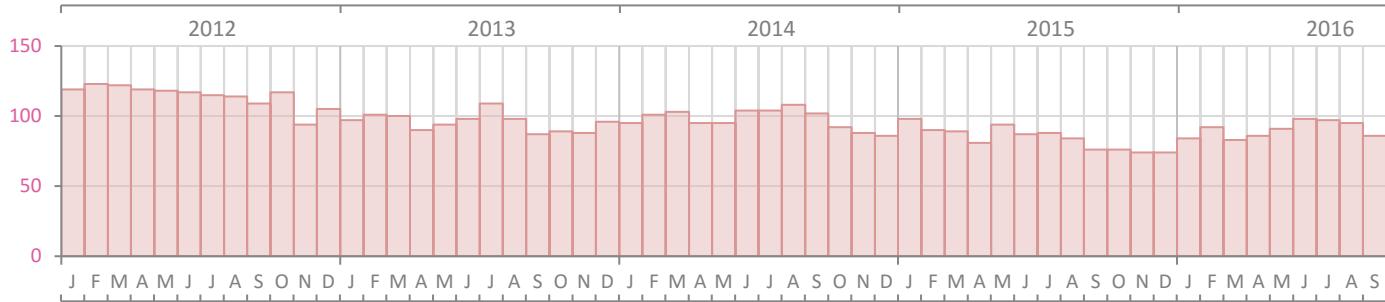
Median Time to Sale

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
September 2016	86 Days	13.2%
August 2016	95 Days	13.1%
July 2016	97 Days	10.2%
June 2016	98 Days	12.6%
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%

Median Time to Sale



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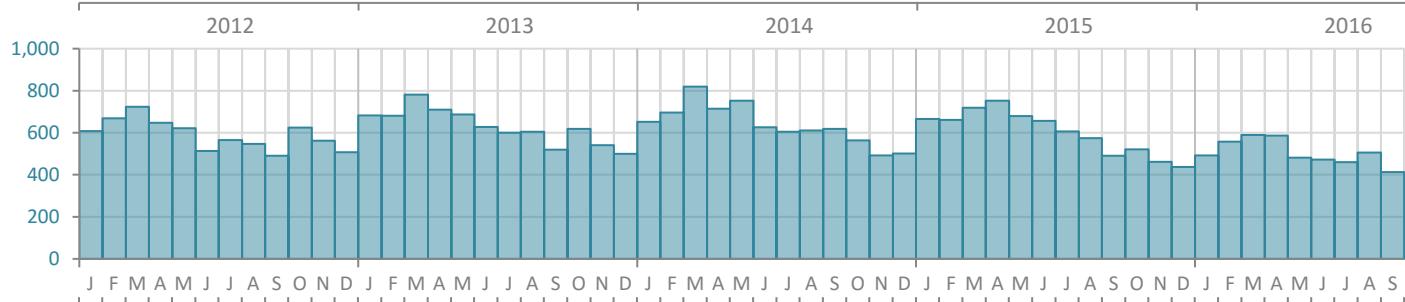
New Pending Sales

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
September 2016	413	-15.9%
August 2016	506	-11.8%
July 2016	460	-24.1%
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%

Pending Sales



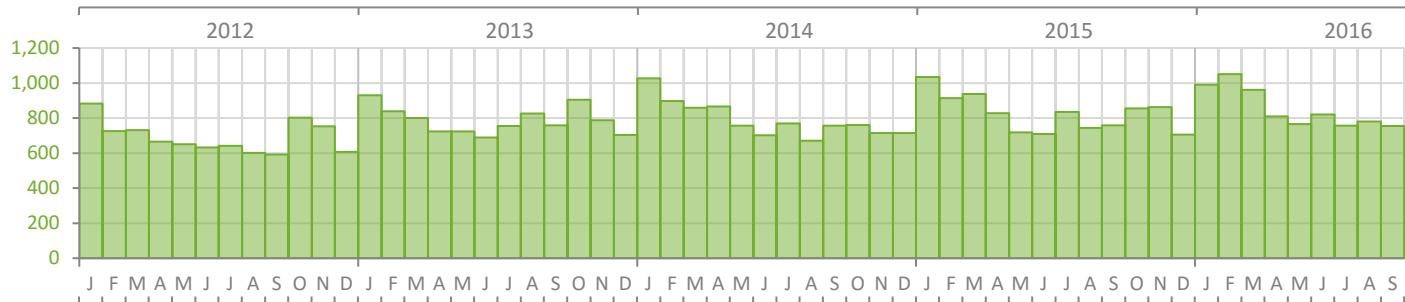
New Listings

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
September 2016	754	-0.5%
August 2016	781	5.0%
July 2016	757	-3.7%
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%

New Listings



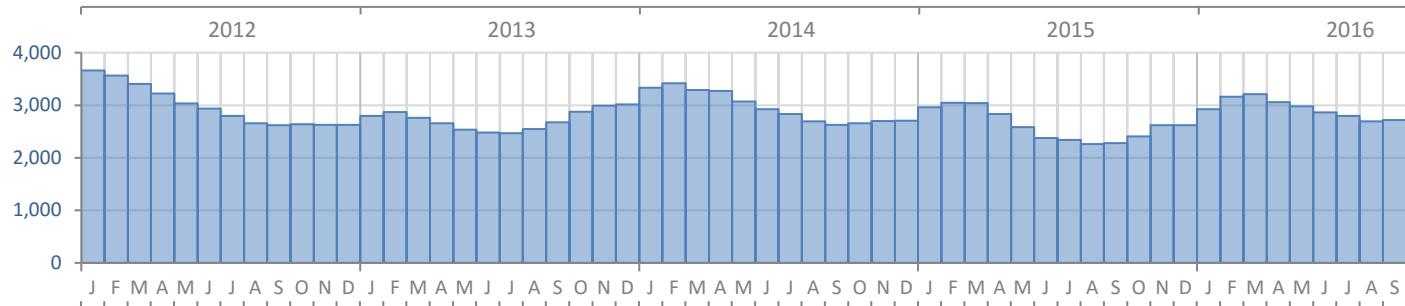
Inventory (Active Listings)

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
September 2016	2,717	19.2%
August 2016	2,691	19.1%
July 2016	2,797	19.5%
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%

Inventory



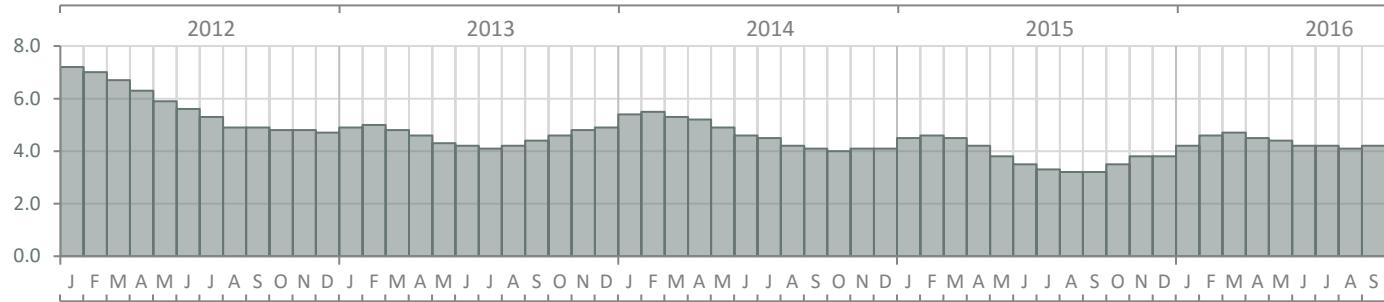
Months Supply of Inventory

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
September 2016	4.2	31.3%
August 2016	4.1	28.1%
July 2016	4.2	27.3%
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%

Months Supply of Inventory



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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	2	-50.0%
\$50,000 - \$99,999	20	-45.9%
\$100,000 - \$149,999	58	-43.7%
\$150,000 - \$199,999	124	-12.1%
\$200,000 - \$249,999	116	30.3%
\$250,000 - \$299,999	83	22.1%
\$300,000 - \$399,999	114	44.3%
\$400,000 - \$599,999	66	-9.6%
\$600,000 - \$999,999	31	-20.5%
\$1,000,000 or more	21	-8.7%

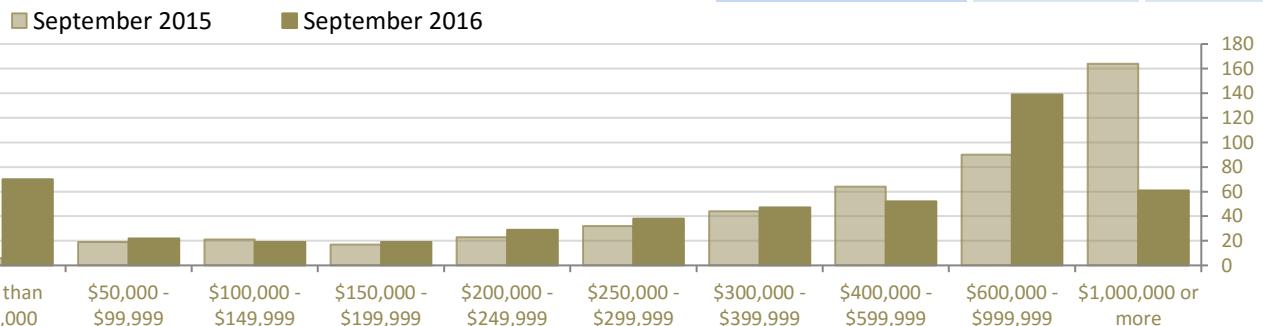


Median Time to Contract by Sale Price

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	70 Days	1066.7%
\$50,000 - \$99,999	22 Days	15.8%
\$100,000 - \$149,999	19 Days	-9.5%
\$150,000 - \$199,999	19 Days	11.8%
\$200,000 - \$249,999	29 Days	26.1%
\$250,000 - \$299,999	38 Days	18.8%
\$300,000 - \$399,999	47 Days	6.8%
\$400,000 - \$599,999	52 Days	-18.8%
\$600,000 - \$999,999	139 Days	54.4%
\$1,000,000 or more	61 Days	-62.8%



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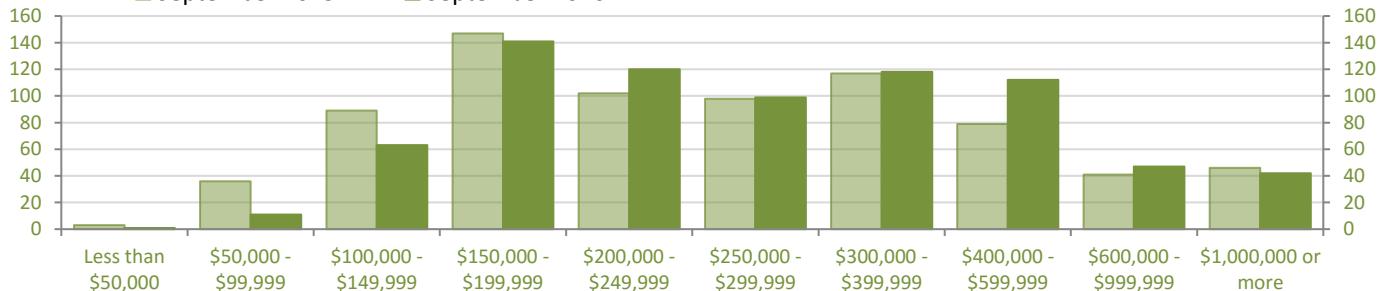
New Listings by Initial Listing Price

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	1	-66.7%
\$50,000 - \$99,999	11	-69.4%
\$100,000 - \$149,999	63	-29.2%
\$150,000 - \$199,999	141	-4.1%
\$200,000 - \$249,999	120	17.6%
\$250,000 - \$299,999	99	1.0%
\$300,000 - \$399,999	118	0.9%
\$400,000 - \$599,999	112	41.8%
\$600,000 - \$999,999	47	14.6%
\$1,000,000 or more	42	-8.7%

■ September 2015 ■ September 2016



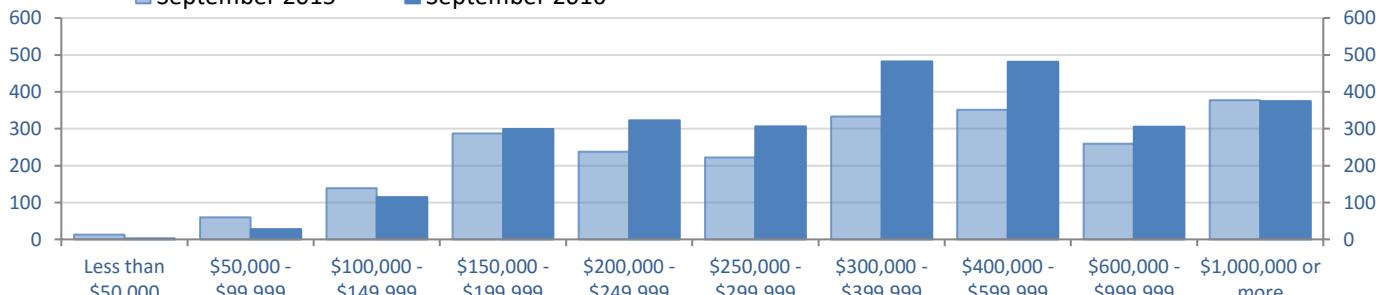
Inventory by Current Listing Price

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	3	-76.9%
\$50,000 - \$99,999	28	-53.3%
\$100,000 - \$149,999	115	-17.3%
\$150,000 - \$199,999	299	4.2%
\$200,000 - \$249,999	323	35.7%
\$250,000 - \$299,999	306	37.8%
\$300,000 - \$399,999	482	44.7%
\$400,000 - \$599,999	481	37.0%
\$600,000 - \$999,999	305	17.8%
\$1,000,000 or more	375	-0.5%

■ September 2015 ■ September 2016



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		September 2016	September 2015	Percent Change Year-over-Year
Traditional	Closed Sales	588	564	4.3%
	Median Sale Price	\$255,000	\$239,950	6.3%
Foreclosure/REO	Closed Sales	35	74	-52.7%
	Median Sale Price	\$162,000	\$142,540	13.7%
Short Sale	Closed Sales	12	18	-33.3%
	Median Sale Price	\$151,000	\$126,800	19.1%

