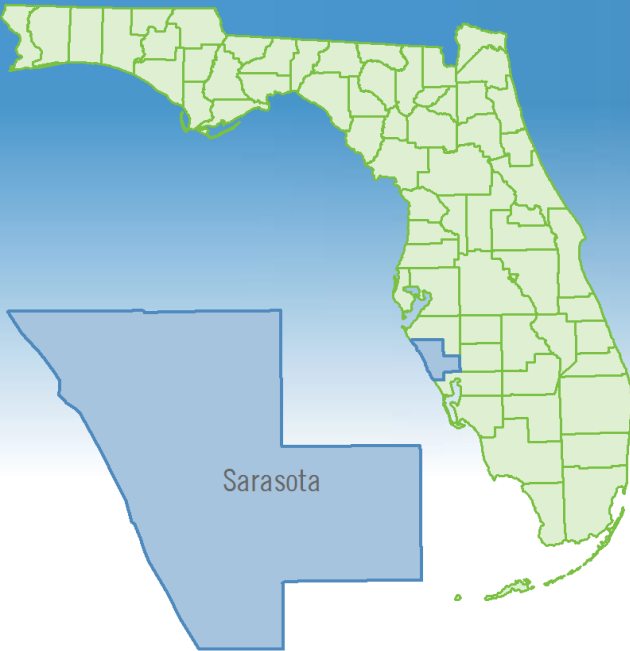


# Monthly Market Detail - December 2016

## Townhouses and Condos

### Sarasota County



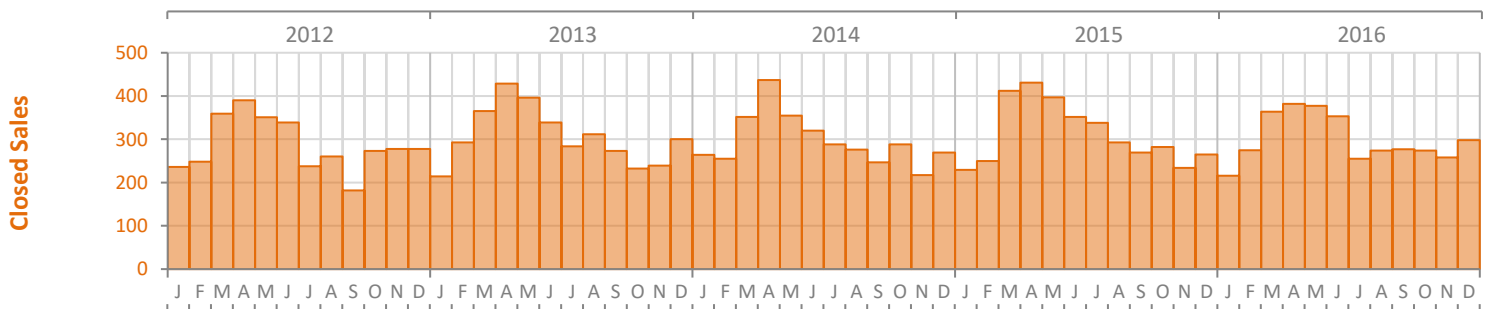
Summary Statistics	December 2016	December 2015	Percent Change Year-over-Year
Closed Sales	298	265	12.5%
Paid in Cash	190	183	3.8%
Median Sale Price	\$217,000	\$219,500	-1.1%
Average Sale Price	\$321,329	\$284,028	13.1%
Dollar Volume	\$95.8 Million	\$75.3 Million	27.2%
Median Percent of Original List Price Received	95.5%	95.5%	0.0%
Median Time to Contract	44 Days	34 Days	29.4%
Median Time to Sale	84 Days	83 Days	1.2%
New Pending Sales	245	232	5.6%
New Listings	367	343	7.0%
Pending Inventory	385	414	-7.0%
Inventory (Active Listings)	1,654	1,194	38.5%
Months Supply of Inventory	5.5	3.8	44.7%

## 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>December 2016</b>	<b>298</b>	<b>12.5%</b>
November 2016	258	10.3%
October 2016	274	-2.8%
September 2016	277	3.0%
August 2016	274	-6.5%
July 2016	255	-24.6%
June 2016	353	0.3%
May 2016	377	-5.0%
April 2016	382	-11.4%
March 2016	364	-11.7%
February 2016	275	10.0%
January 2016	216	-5.7%
December 2015	265	-1.5%

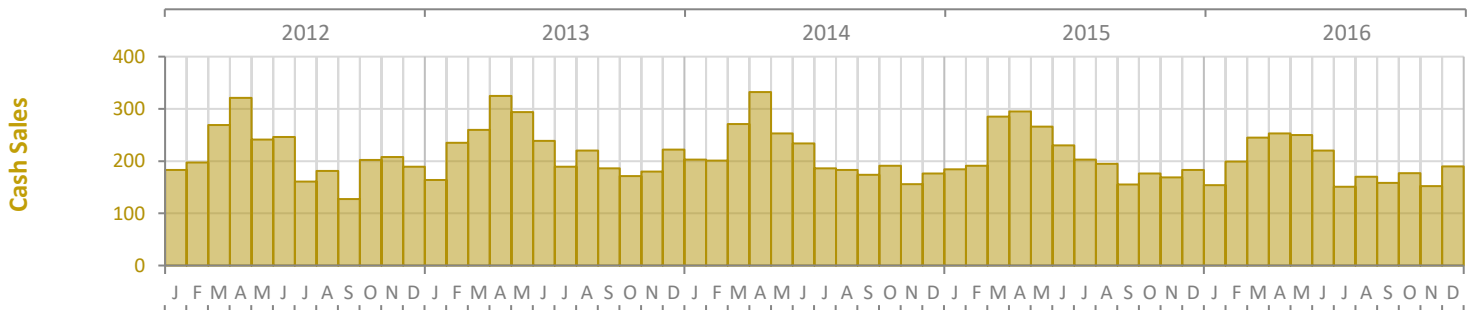


## Cash Sales

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>December 2016</b>	<b>190</b>	<b>3.8%</b>
November 2016	152	-10.1%
October 2016	177	0.6%
September 2016	158	1.9%
August 2016	170	-12.8%
July 2016	151	-25.6%
June 2016	220	-4.3%
May 2016	250	-6.0%
April 2016	253	-14.2%
March 2016	245	-14.0%
February 2016	199	4.2%
January 2016	154	-16.3%
December 2015	183	4.0%

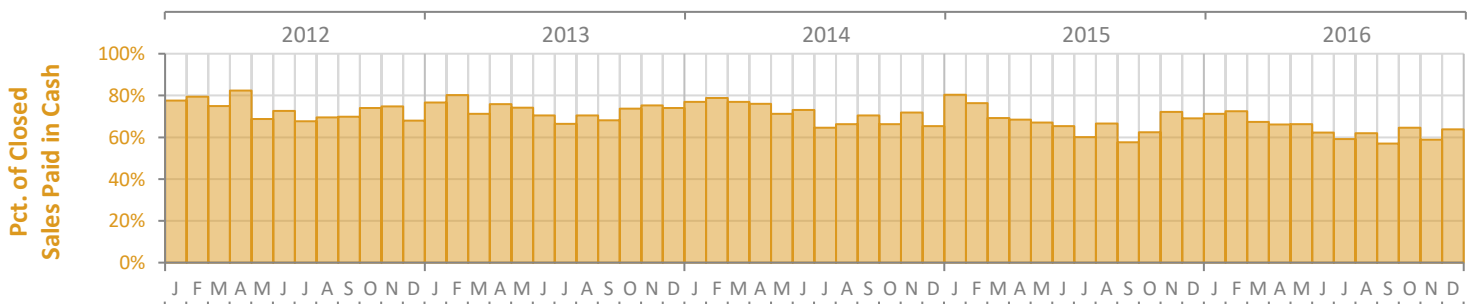


## Cash Sales as a Percentage of Closed Sales

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
<b>December 2016</b>	<b>63.8%</b>	<b>-7.7%</b>
November 2016	58.9%	-18.4%
October 2016	64.6%	3.5%
September 2016	57.0%	-1.0%
August 2016	62.0%	-6.9%
July 2016	59.2%	-1.5%
June 2016	62.3%	-4.6%
May 2016	66.3%	-1.0%
April 2016	66.2%	-3.2%
March 2016	67.3%	-2.7%
February 2016	72.4%	-5.2%
January 2016	71.3%	-11.2%
December 2015	69.1%	5.7%

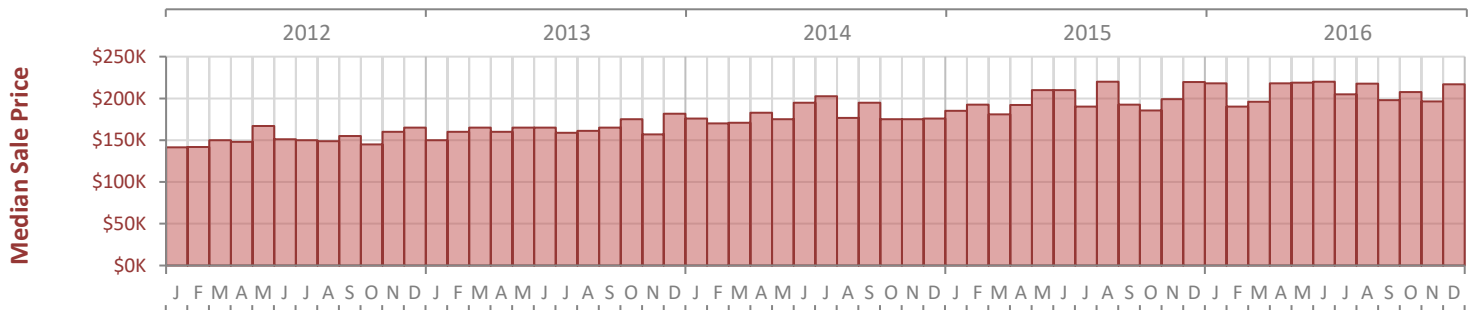


## Median Sale Price

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>December 2016</b>	<b>\$217,000</b>	<b>-1.1%</b>
November 2016	\$196,500	-1.3%
October 2016	\$207,450	11.8%
September 2016	\$197,770	2.7%
August 2016	\$217,750	-1.0%
July 2016	\$205,000	7.9%
June 2016	\$220,000	4.8%
May 2016	\$219,000	4.3%
April 2016	\$218,000	13.5%
March 2016	\$196,000	8.4%
February 2016	\$190,000	-1.3%
January 2016	\$218,000	17.8%
December 2015	\$219,500	24.7%

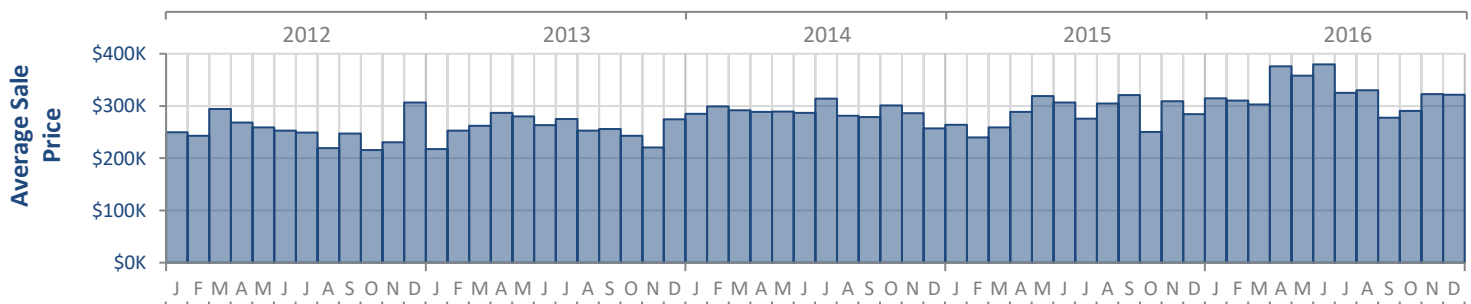


## Average Sale Price

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>December 2016</b>	<b>\$321,329</b>	<b>13.1%</b>
November 2016	\$322,414	4.3%
October 2016	\$290,697	16.2%
September 2016	\$277,738	-13.4%
August 2016	\$330,379	8.5%
July 2016	\$325,238	18.0%
June 2016	\$379,877	23.8%
May 2016	\$358,234	12.3%
April 2016	\$376,033	30.4%
March 2016	\$302,692	16.9%
February 2016	\$310,252	29.4%
January 2016	\$314,735	19.3%
December 2015	\$284,028	10.5%



# Monthly Market Detail - December 2016

## Townhouses and Condos

### Sarasota County

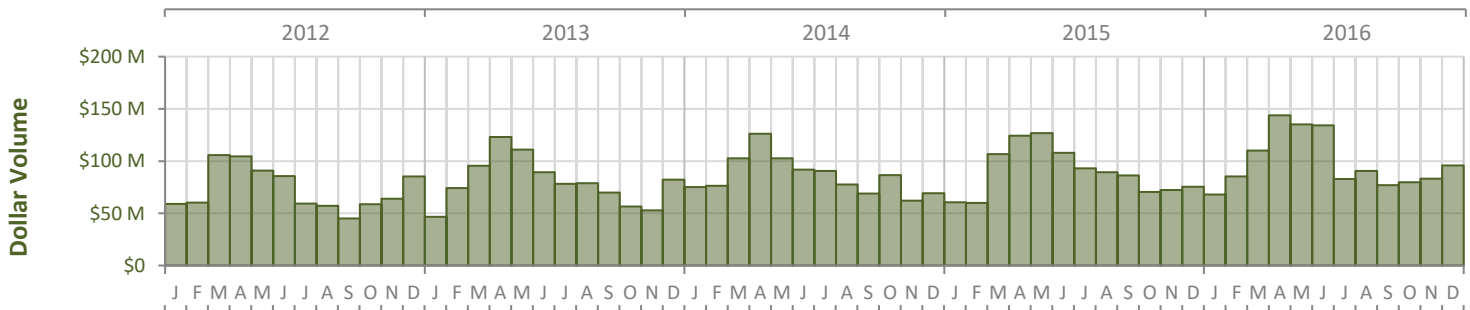


## Dollar Volume

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>December 2016</b>	<b>\$95.8 Million</b>	<b>27.2%</b>
November 2016	\$83.2 Million	15.0%
October 2016	\$79.7 Million	12.9%
September 2016	\$76.9 Million	-10.8%
August 2016	\$90.5 Million	1.4%
July 2016	\$82.9 Million	-11.0%
June 2016	\$134.1 Million	24.1%
May 2016	\$135.1 Million	6.7%
April 2016	\$143.6 Million	15.6%
March 2016	\$110.2 Million	3.3%
February 2016	\$85.3 Million	42.3%
January 2016	\$68.0 Million	12.6%
December 2015	\$75.3 Million	8.9%

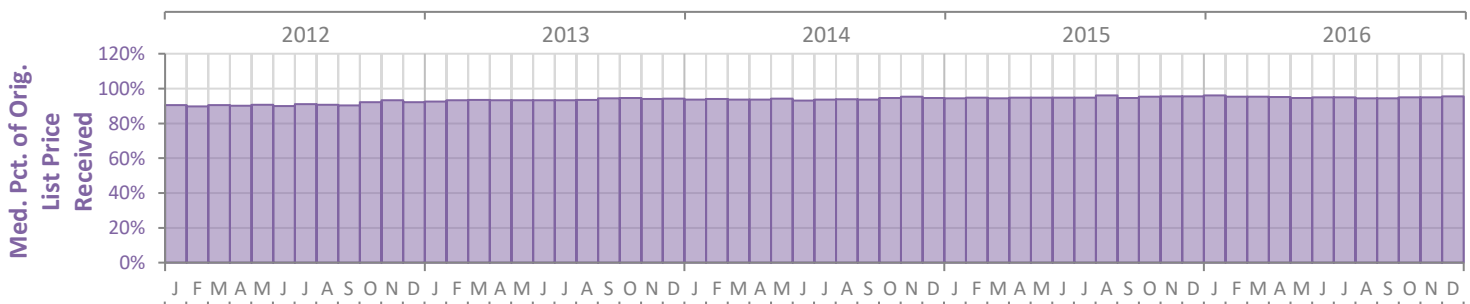


## Median Percent of Original List Price Received

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>December 2016</b>	<b>95.5%</b>	<b>0.0%</b>
November 2016	95.0%	-0.5%
October 2016	94.9%	-0.5%
September 2016	94.3%	-0.3%
August 2016	94.3%	-1.8%
July 2016	95.0%	0.3%
June 2016	94.9%	0.2%
May 2016	94.5%	-0.3%
April 2016	95.2%	0.4%
March 2016	95.4%	1.1%
February 2016	95.3%	0.5%
January 2016	96.0%	1.8%
December 2015	95.5%	1.1%

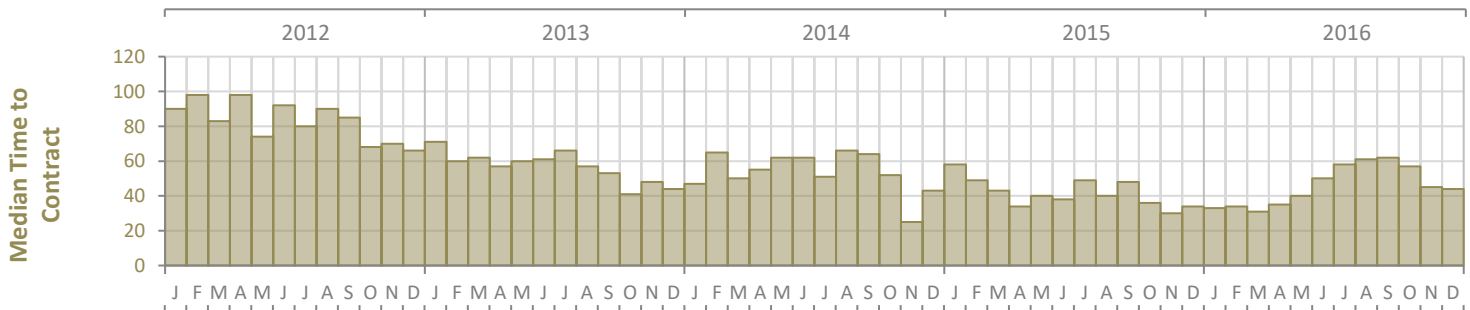


## Median Time to Contract

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
<b>December 2016</b>	<b>44 Days</b>	<b>29.4%</b>
November 2016	45 Days	50.0%
October 2016	57 Days	58.3%
September 2016	62 Days	29.2%
August 2016	61 Days	52.5%
July 2016	58 Days	18.4%
June 2016	50 Days	31.6%
May 2016	40 Days	0.0%
April 2016	35 Days	2.9%
March 2016	31 Days	-27.9%
February 2016	34 Days	-30.6%
January 2016	33 Days	-43.1%
December 2015	34 Days	-20.9%

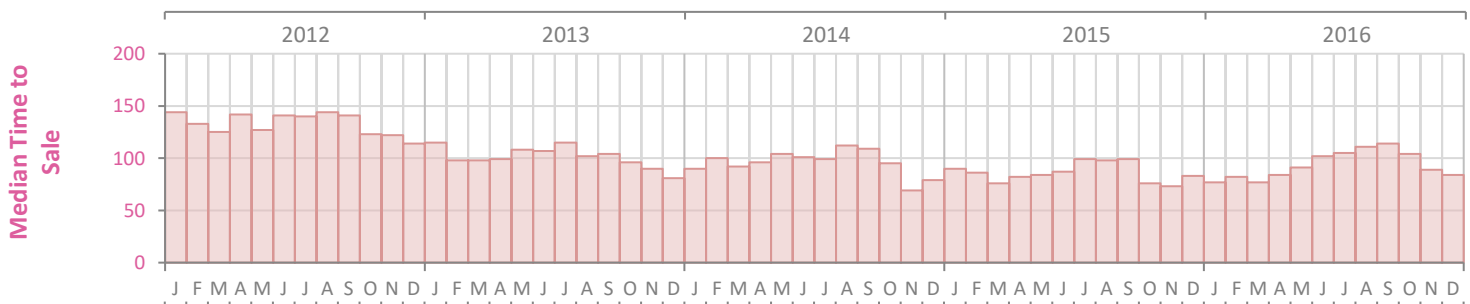


## Median Time to Sale

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>December 2016</b>	<b>84 Days</b>	<b>1.2%</b>
November 2016	89 Days	21.9%
October 2016	104 Days	36.8%
September 2016	114 Days	15.2%
August 2016	111 Days	13.3%
July 2016	105 Days	6.1%
June 2016	102 Days	17.2%
May 2016	91 Days	8.3%
April 2016	84 Days	2.4%
March 2016	77 Days	1.3%
February 2016	82 Days	-4.7%
January 2016	77 Days	-14.4%
December 2015	83 Days	5.1%

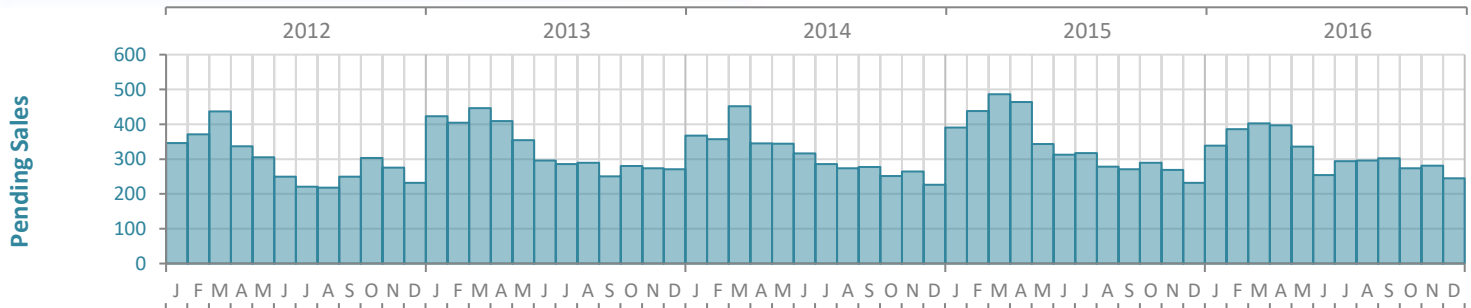


## New Pending Sales

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>December 2016</b>	<b>245</b>	<b>5.6%</b>
November 2016	281	4.5%
October 2016	274	-5.2%
September 2016	302	11.4%
August 2016	296	6.5%
July 2016	294	-7.3%
June 2016	254	-18.8%
May 2016	336	-2.0%
April 2016	397	-14.4%
March 2016	403	-17.1%
February 2016	386	-11.9%
January 2016	339	-13.3%
December 2015	232	2.7%

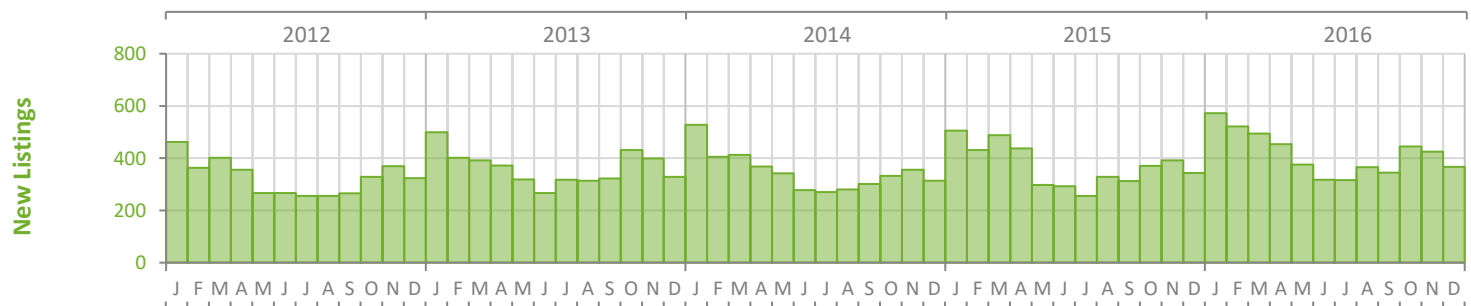


## New Listings

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>December 2016</b>	<b>367</b>	<b>7.0%</b>
November 2016	425	8.7%
October 2016	445	19.9%
September 2016	344	10.3%
August 2016	366	11.2%
July 2016	316	23.4%
June 2016	317	8.6%
May 2016	375	25.8%
April 2016	453	3.7%
March 2016	494	1.2%
February 2016	521	20.9%
January 2016	572	13.3%
December 2015	343	9.2%

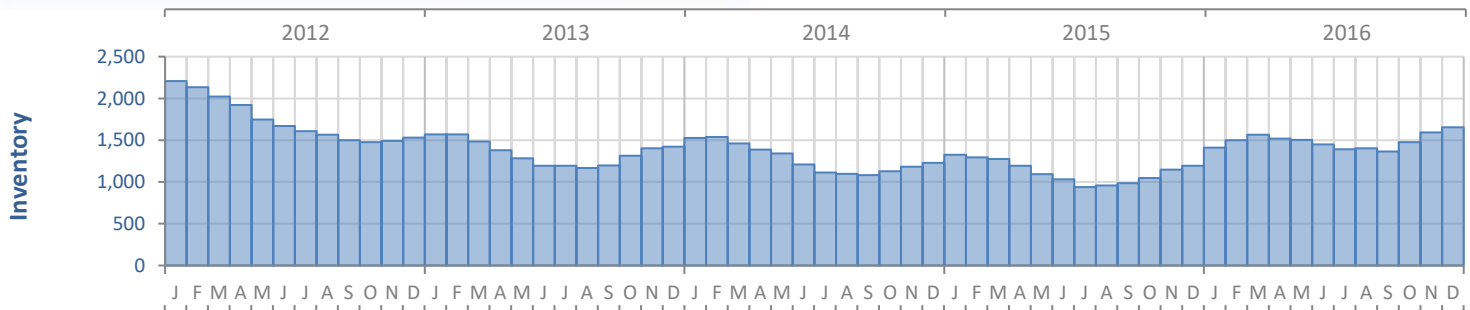


## Inventory (Active Listings)

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>December 2016</b>	<b>1,654</b>	<b>38.5%</b>
November 2016	1,591	38.8%
October 2016	1,476	41.0%
September 2016	1,364	38.3%
August 2016	1,401	46.2%
July 2016	1,392	48.4%
June 2016	1,449	40.7%
May 2016	1,504	37.7%
April 2016	1,520	27.2%
March 2016	1,564	22.7%
February 2016	1,501	15.9%
January 2016	1,411	6.4%
December 2015	1,194	-2.9%

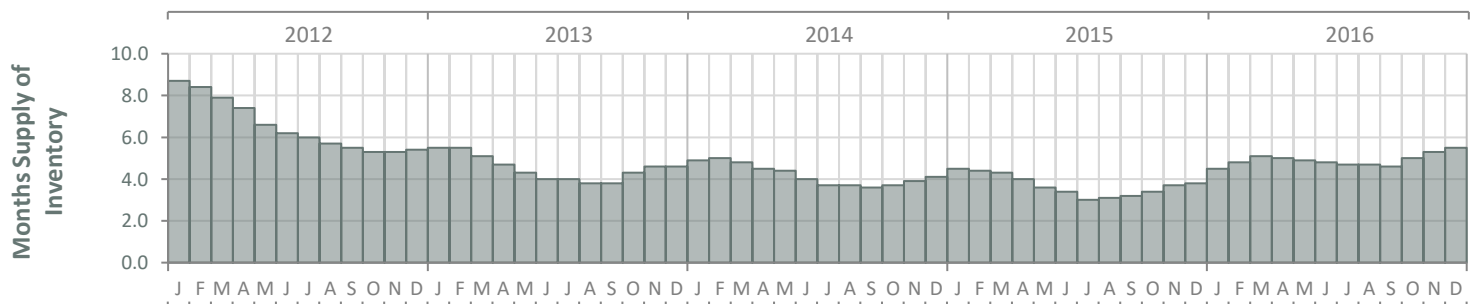


## Months Supply of Inventory

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>December 2016</b>	<b>5.5</b>	<b>44.7%</b>
November 2016	5.3	43.2%
October 2016	5.0	47.1%
September 2016	4.6	43.8%
August 2016	4.7	51.6%
July 2016	4.7	56.7%
June 2016	4.8	41.2%
May 2016	4.9	36.1%
April 2016	5.0	25.0%
March 2016	5.1	18.6%
February 2016	4.8	9.1%
January 2016	4.5	0.0%
December 2015	3.8	-7.3%

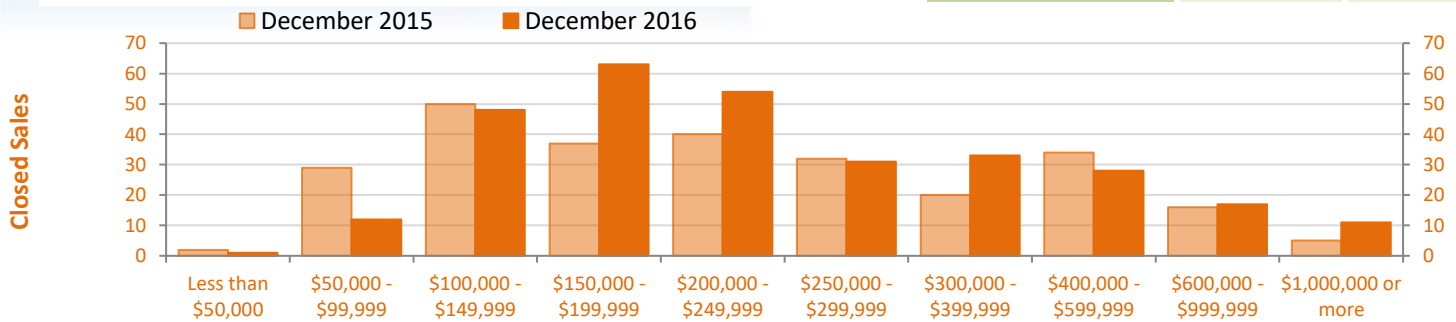


## Closed Sales by Sale Price

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	1	-50.0%
\$50,000 - \$99,999	12	-58.6%
\$100,000 - \$149,999	48	-4.0%
\$150,000 - \$199,999	63	70.3%
\$200,000 - \$249,999	54	35.0%
\$250,000 - \$299,999	31	-3.1%
\$300,000 - \$399,999	33	65.0%
\$400,000 - \$599,999	28	-17.6%
\$600,000 - \$999,999	17	6.3%
\$1,000,000 or more	11	120.0%

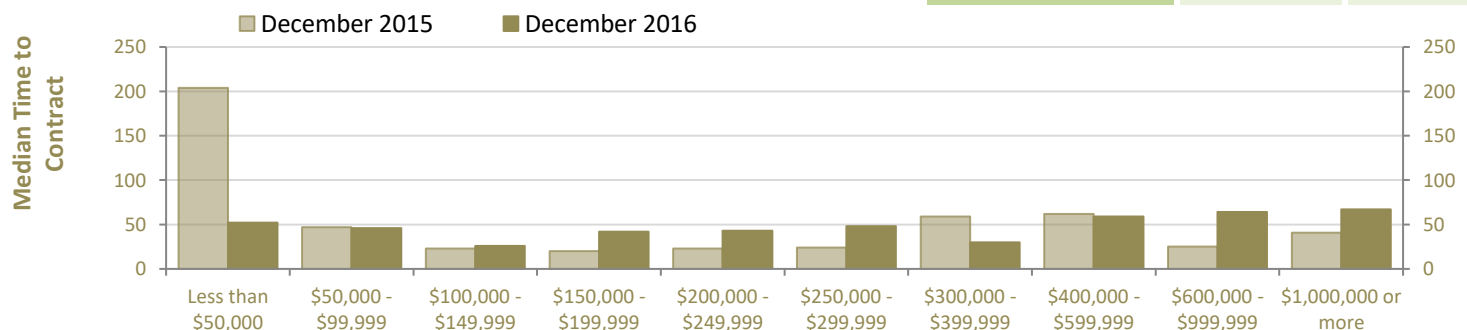


## Median Time to Contract by Sale Price

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	52 Days	-74.5%
\$50,000 - \$99,999	46 Days	-2.1%
\$100,000 - \$149,999	26 Days	13.0%
\$150,000 - \$199,999	42 Days	110.0%
\$200,000 - \$249,999	43 Days	87.0%
\$250,000 - \$299,999	48 Days	100.0%
\$300,000 - \$399,999	30 Days	-49.2%
\$400,000 - \$599,999	59 Days	-4.8%
\$600,000 - \$999,999	64 Days	156.0%
\$1,000,000 or more	67 Days	63.4%



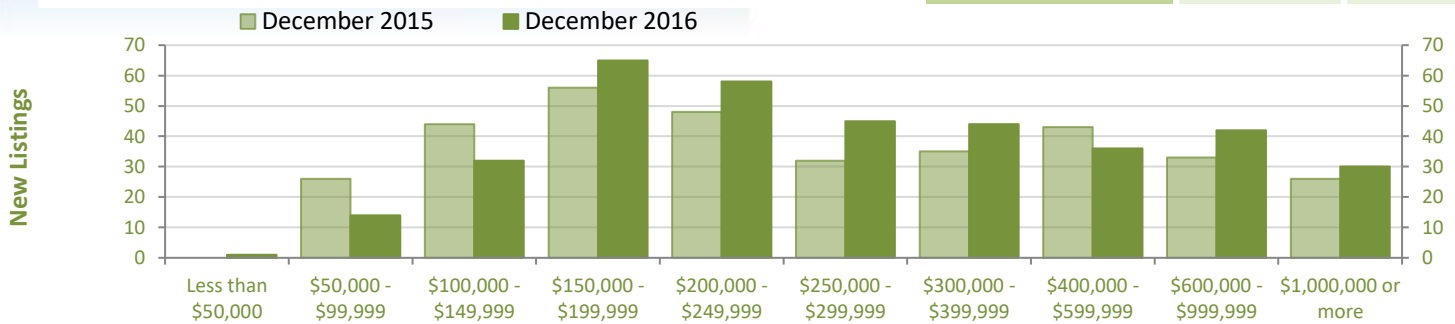


## New Listings by Initial Listing Price

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	N/A
\$50,000 - \$99,999	14	-46.2%
\$100,000 - \$149,999	32	-27.3%
\$150,000 - \$199,999	65	16.1%
\$200,000 - \$249,999	58	20.8%
\$250,000 - \$299,999	45	40.6%
\$300,000 - \$399,999	44	25.7%
\$400,000 - \$599,999	36	-16.3%
\$600,000 - \$999,999	42	27.3%
\$1,000,000 or more	30	15.4%

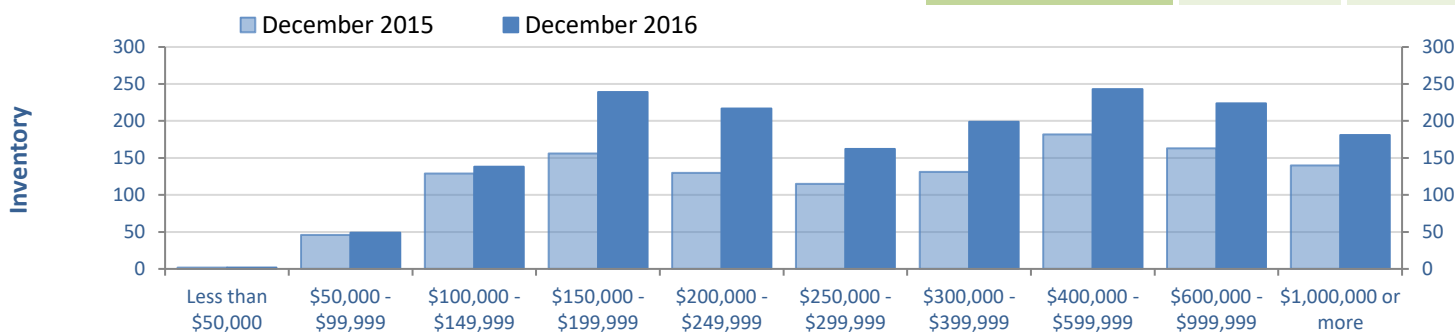


## Inventory by Current Listing Price

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	2	0.0%
\$50,000 - \$99,999	49	6.5%
\$100,000 - \$149,999	138	7.0%
\$150,000 - \$199,999	239	53.2%
\$200,000 - \$249,999	217	66.9%
\$250,000 - \$299,999	162	40.9%
\$300,000 - \$399,999	199	51.9%
\$400,000 - \$599,999	243	33.5%
\$600,000 - \$999,999	224	37.4%
\$1,000,000 or more	181	29.3%



# Monthly Distressed Market - December 2016

## Townhouses and Condos

### Sarasota County



		December 2016	December 2015	Percent Change Year-over-Year
Traditional	Closed Sales	293	245	19.6%
	Median Sale Price	\$220,000	\$224,500	-2.0%
Foreclosure/REO	Closed Sales	4	15	-73.3%
	Median Sale Price	\$142,550	\$120,500	18.3%
Short Sale	Closed Sales	1	5	-80.0%
	Median Sale Price	\$135,000	\$145,500	-7.2%

