

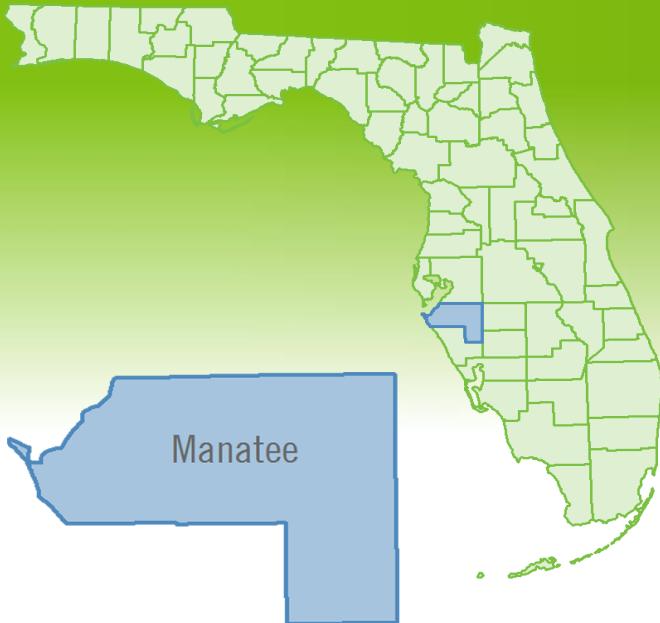
# Monthly Market Detail - January 2017

## Single Family Homes

### Manatee County



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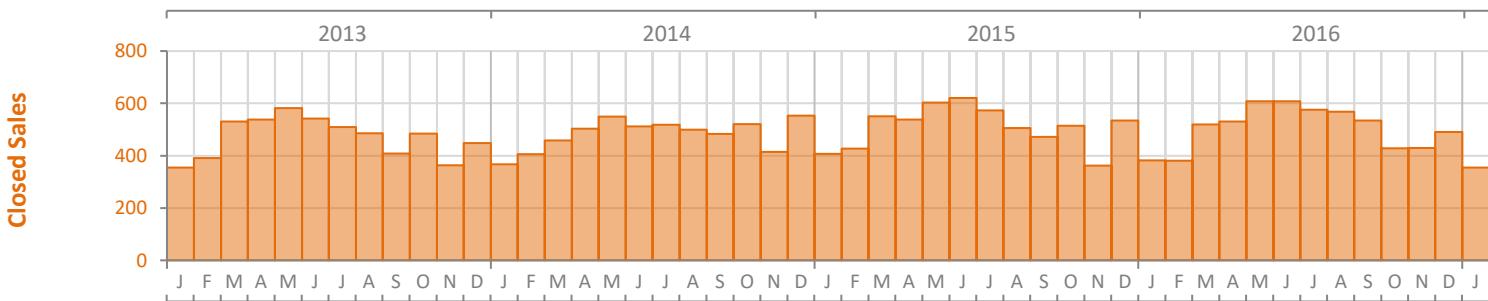
Summary Statistics	January 2017	January 2016	Percent Change Year-over-Year
Closed Sales	354	382	-7.3%
Paid in Cash	91	132	-31.1%
Median Sale Price	\$279,000	\$275,500	1.3%
Average Sale Price	\$359,590	\$331,876	8.4%
Dollar Volume	\$127.3 Million	\$126.8 Million	0.4%
Median Percent of Original List Price Received	95.2%	95.7%	-0.5%
Median Time to Contract	50 Days	40 Days	25.0%
Median Time to Sale	103 Days	96 Days	7.3%
New Pending Sales	515	483	6.6%
New Listings	748	737	1.5%
Pending Inventory	715	717	-0.3%
Inventory (Active Listings)	2,277	2,053	10.9%
Months Supply of Inventory	4.5	4.0	12.5%

## 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
January 2017	354	-7.3%
December 2016	491	-8.2%
November 2016	429	18.5%
October 2016	428	-16.9%
September 2016	535	13.3%
August 2016	568	12.3%
July 2016	576	0.5%
June 2016	608	-1.9%
May 2016	608	0.8%
April 2016	531	-1.3%
March 2016	520	-5.6%
February 2016	381	-10.8%
January 2016	382	-6.1%



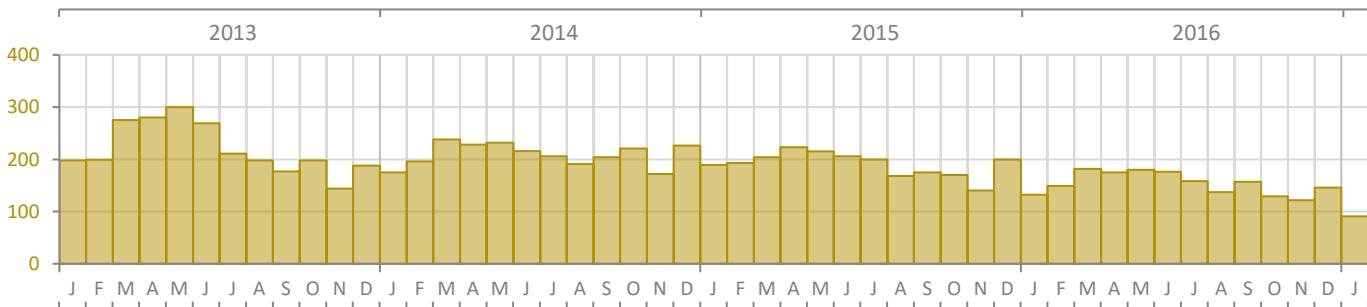
## Cash Sales

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
January 2017	91	-31.1%
December 2016	146	-27.0%
November 2016	122	-12.9%
October 2016	129	-24.1%
September 2016	157	-10.3%
August 2016	137	-18.5%
July 2016	158	-21.0%
June 2016	176	-14.6%
May 2016	180	-16.3%
April 2016	175	-21.5%
March 2016	182	-10.8%
February 2016	149	-22.8%
January 2016	132	-30.2%

Cash Sales



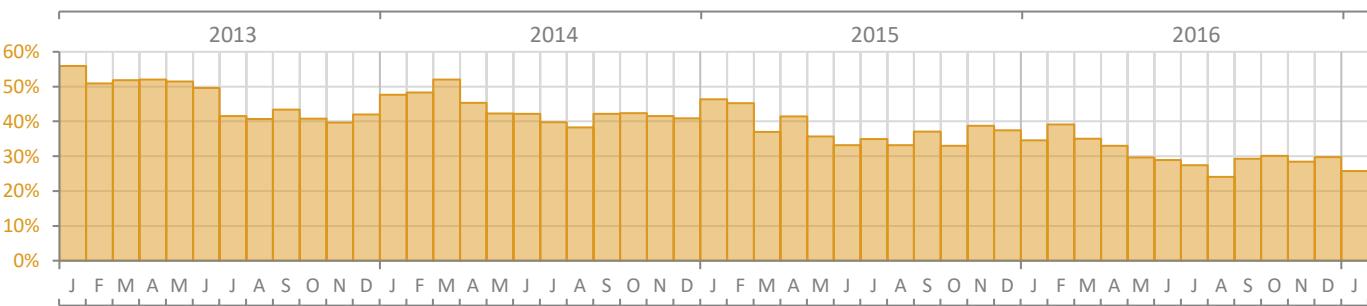
## Cash Sales as a Percentage of Closed Sales

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
January 2017	25.7%	-25.7%
December 2016	29.7%	-20.6%
November 2016	28.4%	-26.6%
October 2016	30.1%	-8.8%
September 2016	29.3%	-21.0%
August 2016	24.1%	-27.4%
July 2016	27.4%	-21.5%
June 2016	28.9%	-13.0%
May 2016	29.6%	-17.1%
April 2016	33.0%	-20.3%
March 2016	35.0%	-5.4%
February 2016	39.1%	-13.5%
January 2016	34.6%	-25.4%

Pct. of Closed Sales Paid in Cash



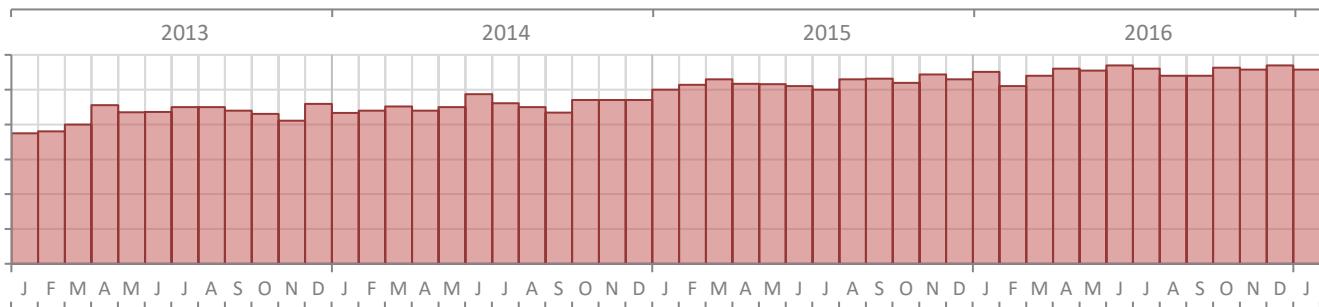
## Median Sale Price

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
January 2017	<b>\$279,000</b>	<b>1.3%</b>
December 2016	\$285,000	7.5%
November 2016	\$279,000	2.6%
October 2016	\$281,750	8.5%
September 2016	\$269,900	1.5%
August 2016	\$270,000	1.9%
July 2016	\$280,000	12.0%
June 2016	\$285,000	11.8%
May 2016	\$277,300	7.6%
April 2016	\$280,000	8.4%
March 2016	\$270,000	1.9%
February 2016	\$255,000	-0.8%
January 2016	\$275,500	10.2%

Median Sale Price



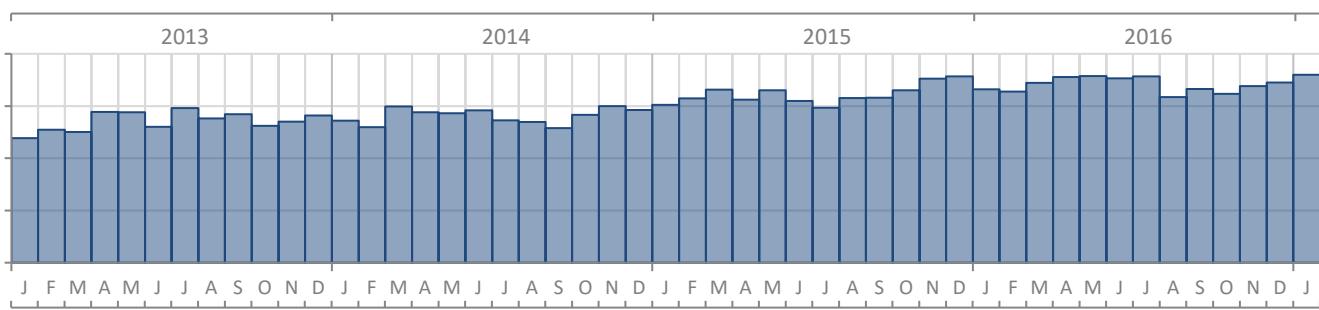
## Average Sale Price

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
January 2017	<b>\$359,590</b>	<b>8.4%</b>
December 2016	\$344,875	-3.3%
November 2016	\$338,119	-4.1%
October 2016	\$323,387	-2.1%
September 2016	\$322,453	5.2%
August 2016	\$317,027	0.5%
July 2016	\$356,600	20.1%
June 2016	\$352,948	13.9%
May 2016	\$357,389	8.4%
April 2016	\$355,422	13.8%
March 2016	\$344,033	3.8%
February 2016	\$327,349	4.0%
January 2016	\$331,876	9.7%

Average Sale Price



# Monthly Market Detail - January 2017

## Single Family Homes

### Manatee County



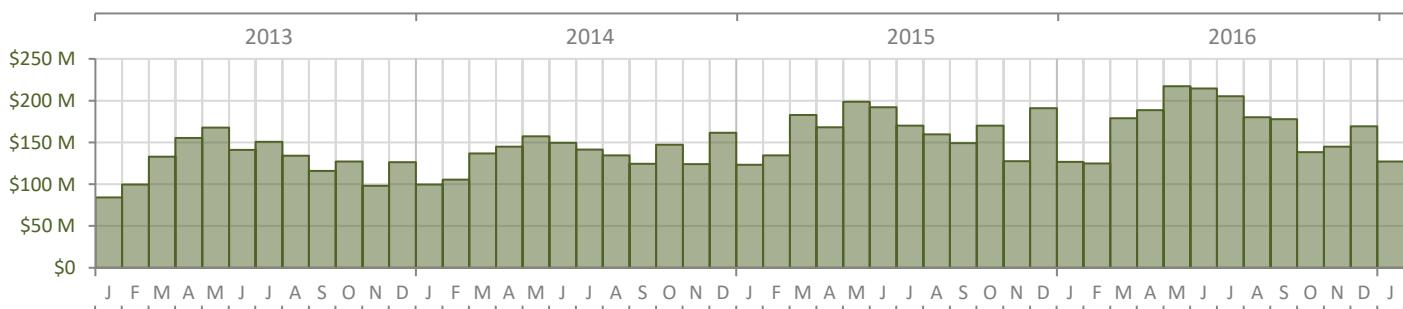
## Dollar Volume

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
January 2017	<b>\$127.3 Million</b>	<b>0.4%</b>
December 2016	\$169.3 Million	-11.3%
November 2016	\$145.1 Million	13.6%
October 2016	\$138.4 Million	-18.7%
September 2016	\$177.9 Million	19.2%
August 2016	\$180.1 Million	12.8%
July 2016	\$205.4 Million	20.7%
June 2016	\$214.6 Million	11.7%
May 2016	\$217.3 Million	9.3%
April 2016	\$188.7 Million	12.3%
March 2016	\$178.9 Million	-2.1%
February 2016	\$124.7 Million	-7.2%
January 2016	\$126.8 Million	3.0%

Dollar Volume



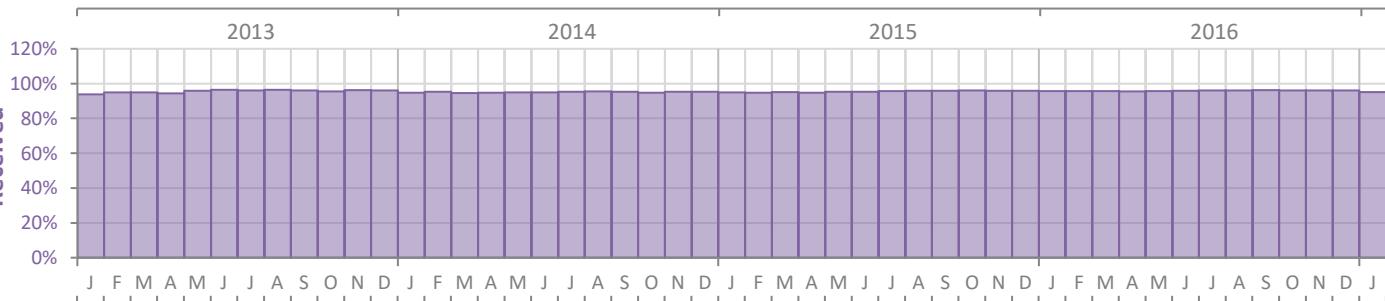
## Median Percent of Original List Price Received

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
January 2017	<b>95.2%</b>	<b>-0.5%</b>
December 2016	96.0%	0.2%
November 2016	96.1%	0.3%
October 2016	96.0%	-0.1%
September 2016	96.3%	0.5%
August 2016	96.1%	0.2%
July 2016	96.0%	0.4%
June 2016	95.9%	0.5%
May 2016	95.6%	0.3%
April 2016	95.5%	0.8%
March 2016	95.6%	0.5%
February 2016	95.7%	0.9%
January 2016	95.7%	0.7%

Med. Pct. of Orig. List Price Received



# Monthly Market Detail - January 2017

## Single Family Homes

### Manatee County



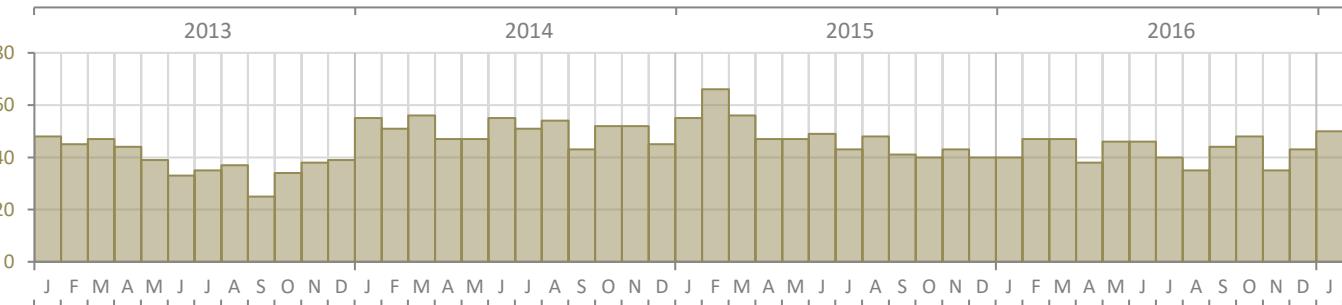
## Median Time to Contract

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
January 2017	<b>50 Days</b>	<b>25.0%</b>
December 2016	43 Days	7.5%
November 2016	35 Days	-18.6%
October 2016	48 Days	20.0%
September 2016	44 Days	7.3%
August 2016	35 Days	-27.1%
July 2016	40 Days	-7.0%
June 2016	46 Days	-6.1%
May 2016	46 Days	-2.1%
April 2016	38 Days	-19.1%
March 2016	47 Days	-16.1%
February 2016	47 Days	-28.8%
January 2016	40 Days	-27.3%

Median Time to Contract



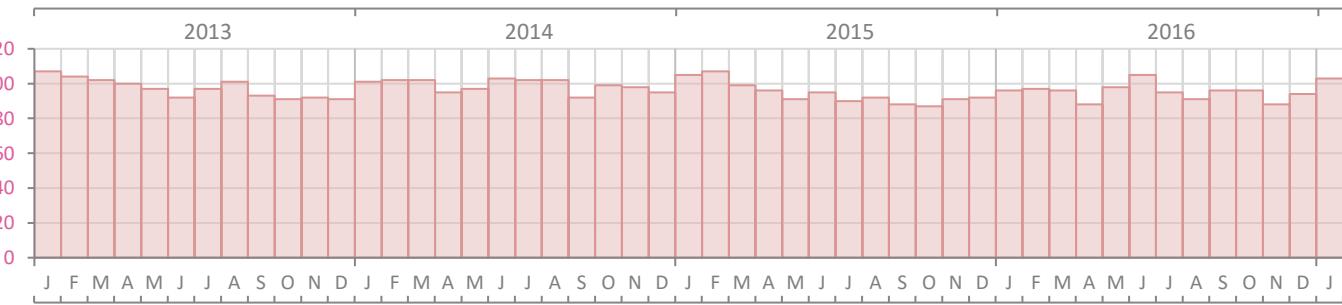
## Median Time to Sale

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
January 2017	<b>103 Days</b>	<b>7.3%</b>
December 2016	94 Days	2.2%
November 2016	88 Days	-3.3%
October 2016	96 Days	10.3%
September 2016	96 Days	9.1%
August 2016	91 Days	-1.1%
July 2016	95 Days	5.6%
June 2016	105 Days	10.5%
May 2016	98 Days	7.7%
April 2016	88 Days	-8.3%
March 2016	96 Days	-3.0%
February 2016	97 Days	-9.3%
January 2016	96 Days	-8.6%

Median Time to Sale



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## Single Family Homes

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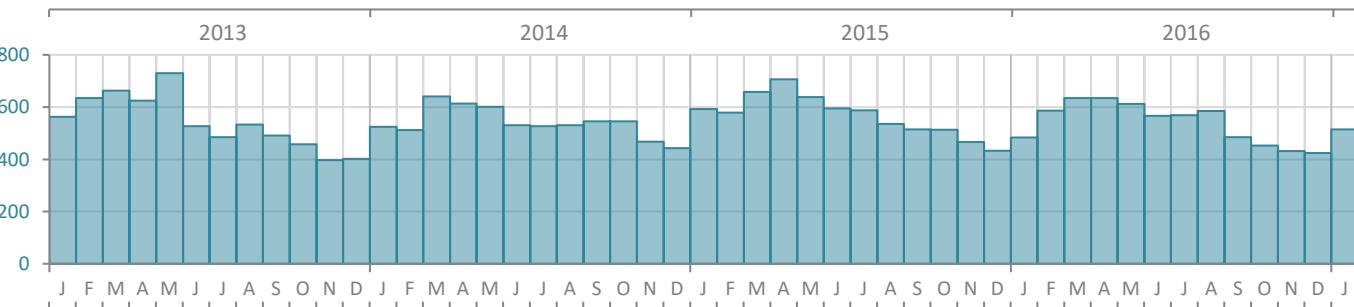
## New Pending Sales

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
January 2017	<b>515</b>	<b>6.6%</b>
December 2016	424	-2.1%
November 2016	432	-7.3%
October 2016	453	-11.7%
September 2016	485	-5.6%
August 2016	585	9.1%
July 2016	569	-3.2%
June 2016	566	-4.9%
May 2016	612	-4.1%
April 2016	635	-10.1%
March 2016	635	-3.5%
February 2016	586	1.2%
January 2016	483	-18.4%

Pending Sales



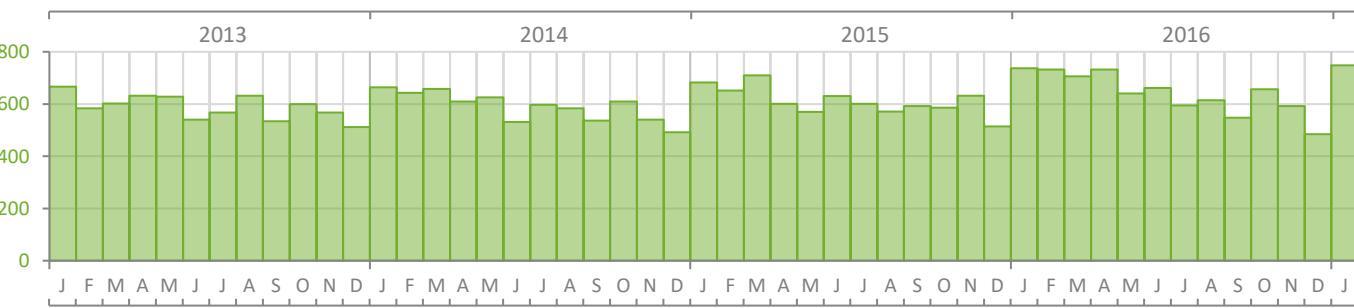
## New Listings

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
January 2017	<b>748</b>	<b>1.5%</b>
December 2016	485	-5.6%
November 2016	592	-6.3%
October 2016	656	11.9%
September 2016	547	-7.6%
August 2016	615	7.7%
July 2016	594	-1.2%
June 2016	661	4.8%
May 2016	640	12.3%
April 2016	732	21.8%
March 2016	706	-0.6%
February 2016	732	12.3%
January 2016	737	8.1%

New Listings



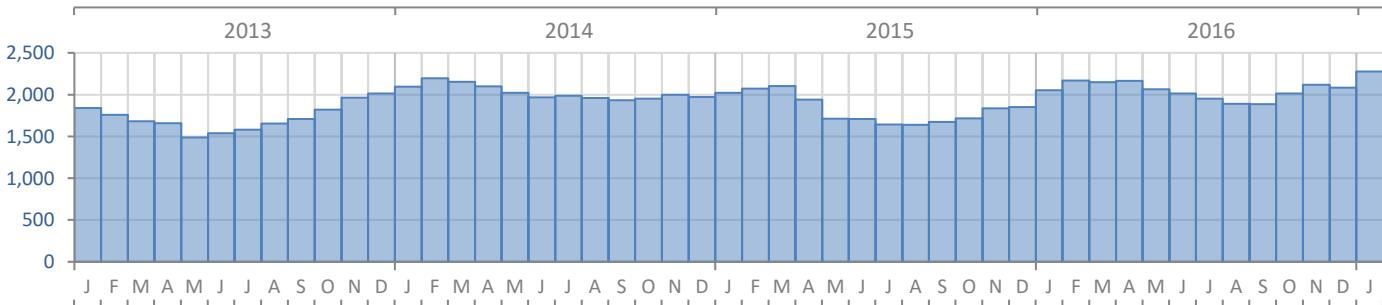
## Inventory (Active Listings)

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
January 2017	2,277	10.9%
December 2016	2,082	12.5%
November 2016	2,119	15.5%
October 2016	2,014	17.4%
September 2016	1,886	12.6%
August 2016	1,891	15.4%
July 2016	1,954	18.9%
June 2016	2,015	18.0%
May 2016	2,066	20.5%
April 2016	2,166	11.6%
March 2016	2,149	2.1%
February 2016	2,169	4.6%
January 2016	2,053	1.6%

Inventory



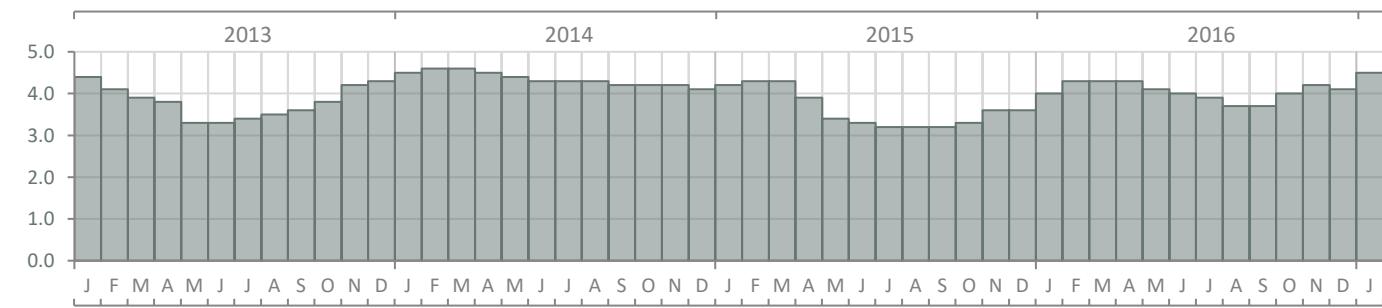
## Months Supply of Inventory

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
January 2017	4.5	12.5%
December 2016	4.1	13.9%
November 2016	4.2	16.7%
October 2016	4.0	21.2%
September 2016	3.7	15.6%
August 2016	3.7	15.6%
July 2016	3.9	21.9%
June 2016	4.0	21.2%
May 2016	4.1	20.6%
April 2016	4.3	10.3%
March 2016	4.3	0.0%
February 2016	4.3	0.0%
January 2016	4.0	-4.8%

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	0	-100.0%
\$50,000 - \$99,999	8	-55.6%
\$100,000 - \$149,999	20	-28.6%
\$150,000 - \$199,999	49	2.1%
\$200,000 - \$249,999	61	-10.3%
\$250,000 - \$299,999	70	32.1%
\$300,000 - \$399,999	60	-14.3%
\$400,000 - \$599,999	48	-17.2%
\$600,000 - \$999,999	26	0.0%
\$1,000,000 or more	12	20.0%

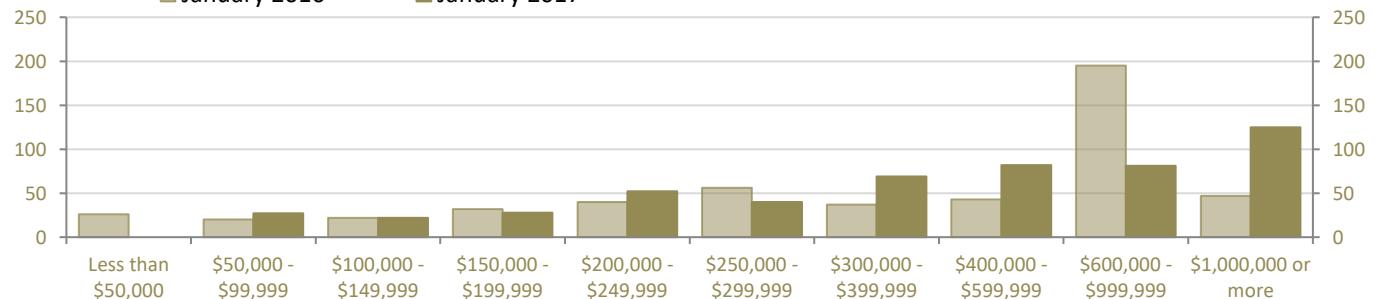
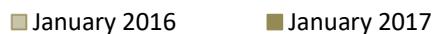


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	27 Days	35.0%
\$100,000 - \$149,999	22 Days	0.0%
\$150,000 - \$199,999	28 Days	-12.5%
\$200,000 - \$249,999	52 Days	30.0%
\$250,000 - \$299,999	40 Days	-28.6%
\$300,000 - \$399,999	69 Days	86.5%
\$400,000 - \$599,999	82 Days	90.7%
\$600,000 - \$999,999	81 Days	-58.5%
\$1,000,000 or more	125 Days	166.0%



## 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	-50.0%
\$50,000 - \$99,999	3	-86.4%
\$100,000 - \$149,999	29	-25.6%
\$150,000 - \$199,999	50	-28.6%
\$200,000 - \$249,999	108	24.1%
\$250,000 - \$299,999	118	0.9%
\$300,000 - \$399,999	182	18.2%
\$400,000 - \$599,999	133	-5.7%
\$600,000 - \$999,999	73	23.7%
\$1,000,000 or more	49	16.7%

■ January 2016 ■ January 2017



## Inventory by Current Listing Price

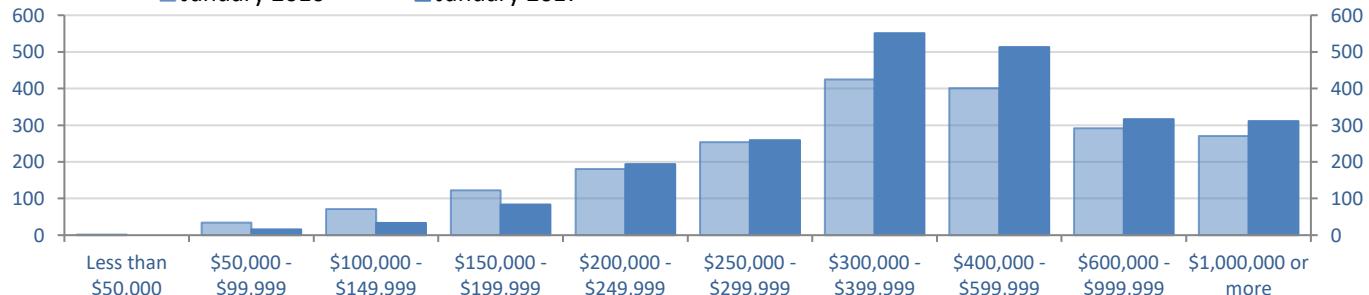
The number of property listings active at the end of the month

**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	0	-100.0%
\$50,000 - \$99,999	16	-52.9%
\$100,000 - \$149,999	33	-53.5%
\$150,000 - \$199,999	84	-31.1%
\$200,000 - \$249,999	194	7.2%
\$250,000 - \$299,999	259	2.0%
\$300,000 - \$399,999	551	29.6%
\$400,000 - \$599,999	513	27.9%
\$600,000 - \$999,999	316	8.2%
\$1,000,000 or more	311	14.8%

■ January 2016 ■ January 2017

Inventory



# Monthly Distressed Market - January 2017

## Single Family Homes

### Manatee County



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		January 2017	January 2016	Percent Change Year-over-Year
Traditional	Closed Sales	334	335	-0.3%
	Median Sale Price	\$283,500	\$292,500	-3.1%
Foreclosure/REO	Closed Sales	15	37	-59.5%
	Median Sale Price	\$180,000	\$195,000	-7.7%
Short Sale	Closed Sales	5	10	-50.0%
	Median Sale Price	\$225,000	\$120,000	87.5%

