

# Monthly Market Detail - March 2017

## Townhouses and Condos

### Manatee County



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Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	259	271	-4.4%
Paid in Cash	142	174	-18.4%
Median Sale Price	\$175,000	\$160,000	9.4%
Average Sale Price	\$212,192	\$201,284	5.4%
Dollar Volume	\$55.0 Million	\$54.5 Million	0.8%
Median Percent of Original List Price Received	95.5%	95.1%	0.4%
Median Time to Contract	37 Days	31 Days	19.4%
Median Time to Sale	81 Days	76 Days	6.6%
New Pending Sales	294	314	-6.4%
New Listings	333	318	4.7%
Pending Inventory	364	424	-14.2%
Inventory (Active Listings)	1,042	1,001	4.1%
Months Supply of Inventory	4.8	4.8	0.0%

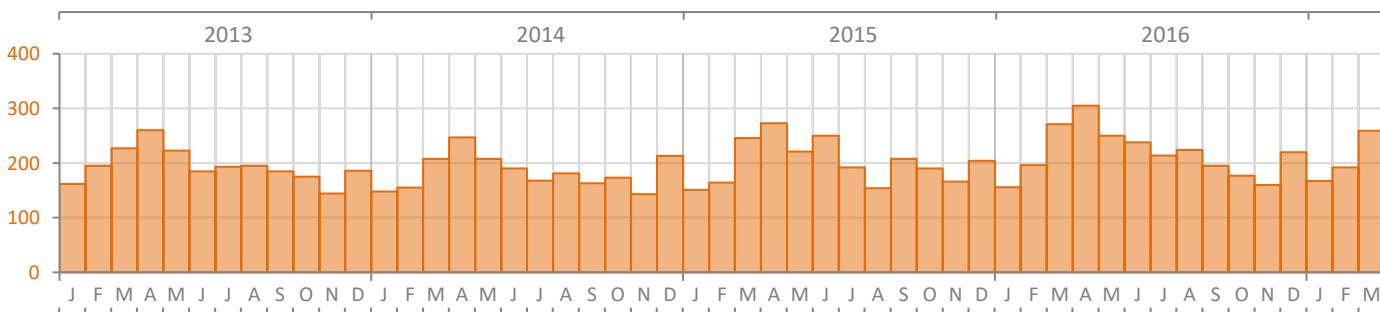
## Closed Sales

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
March 2017	259	-4.4%
February 2017	192	-2.0%
January 2017	167	7.1%
December 2016	220	7.8%
November 2016	160	-3.6%
October 2016	177	-6.8%
September 2016	195	-6.3%
August 2016	224	45.5%
July 2016	214	11.5%
June 2016	238	-4.8%
May 2016	250	13.1%
April 2016	305	11.7%
March 2016	271	10.2%

## Closed Sales



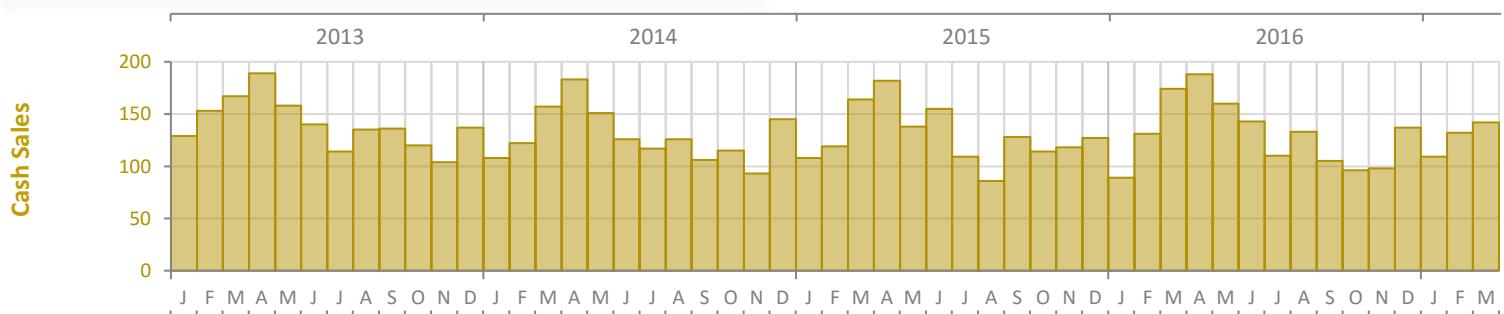


## Cash Sales

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
March 2017	142	-18.4%
February 2017	132	0.8%
January 2017	109	22.5%
December 2016	137	7.9%
November 2016	98	-16.9%
October 2016	96	-15.8%
September 2016	105	-18.0%
August 2016	133	54.7%
July 2016	110	0.9%
June 2016	143	-7.7%
May 2016	160	15.9%
April 2016	188	3.3%
March 2016	174	6.1%

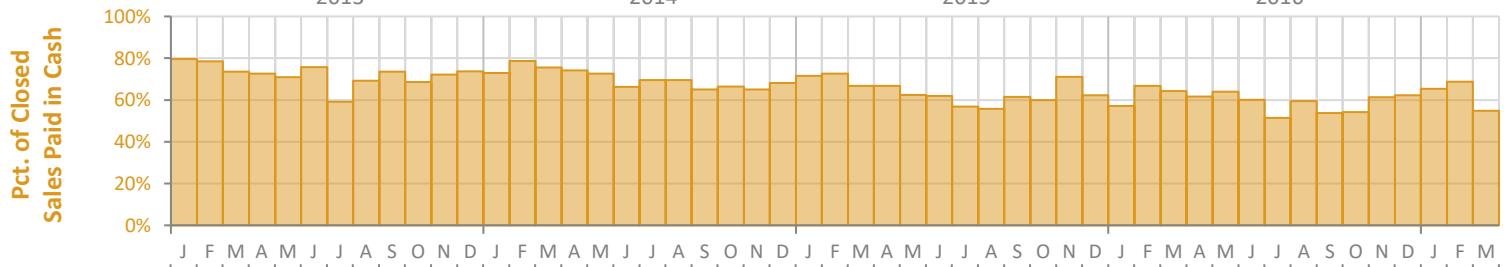


## Cash Sales as a Percentage of Closed Sales

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
March 2017	54.8%	-14.6%
February 2017	68.8%	3.0%
January 2017	65.3%	14.4%
December 2016	62.3%	0.0%
November 2016	61.3%	-13.8%
October 2016	54.2%	-9.7%
September 2016	53.8%	-12.5%
August 2016	59.4%	6.5%
July 2016	51.4%	-9.5%
June 2016	60.1%	-3.1%
May 2016	64.0%	2.6%
April 2016	61.6%	-7.6%
March 2016	64.2%	-3.7%



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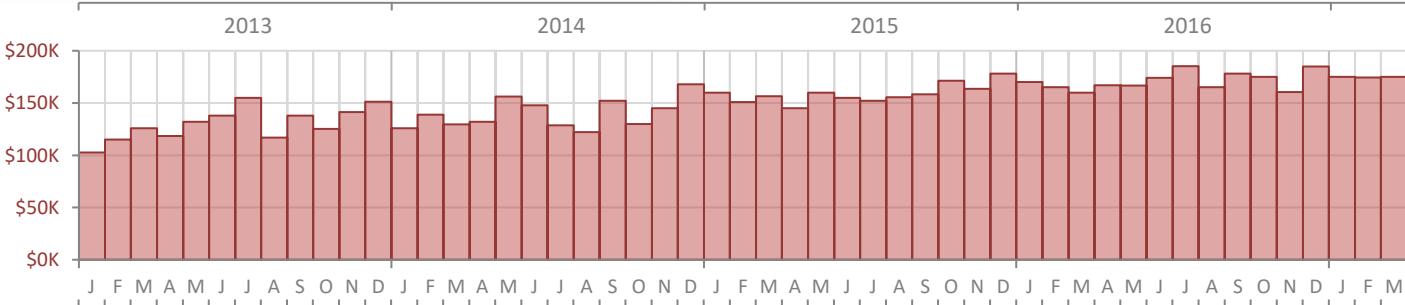
## Median Sale Price

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
March 2017	\$175,000	9.4%
February 2017	\$174,500	5.8%
January 2017	\$175,000	3.0%
December 2016	\$185,000	3.8%
November 2016	\$160,500	-1.9%
October 2016	\$175,000	2.2%
September 2016	\$178,000	12.5%
August 2016	\$165,000	6.1%
July 2016	\$185,250	21.9%
June 2016	\$174,000	12.3%
May 2016	\$166,750	4.2%
April 2016	\$167,000	15.2%
March 2016	\$160,000	2.2%

Median Sale Price



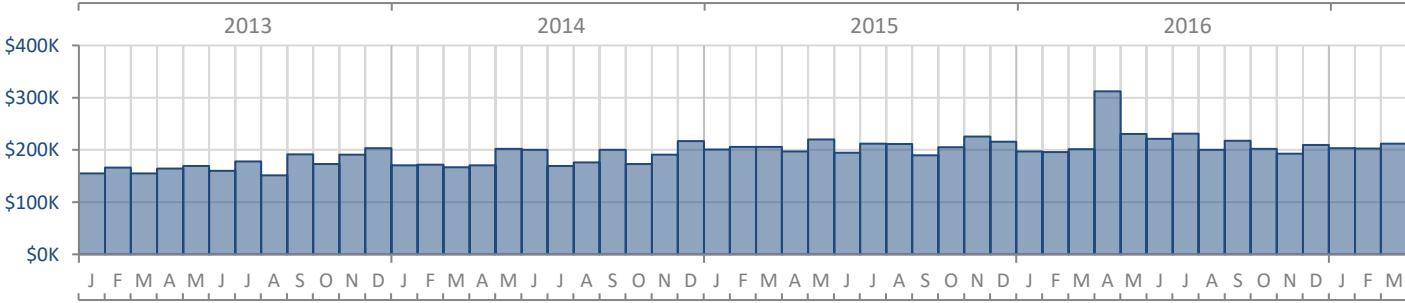
## Average Sale Price

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
March 2017	\$212,192	5.4%
February 2017	\$202,810	3.4%
January 2017	\$203,160	3.3%
December 2016	\$209,676	-2.8%
November 2016	\$192,690	-14.5%
October 2016	\$202,261	-1.5%
September 2016	\$217,333	14.7%
August 2016	\$200,082	-5.3%
July 2016	\$230,839	8.8%
June 2016	\$221,240	13.8%
May 2016	\$230,591	4.8%
April 2016	\$312,146	58.5%
March 2016	\$201,284	-2.3%

Average Sale Price



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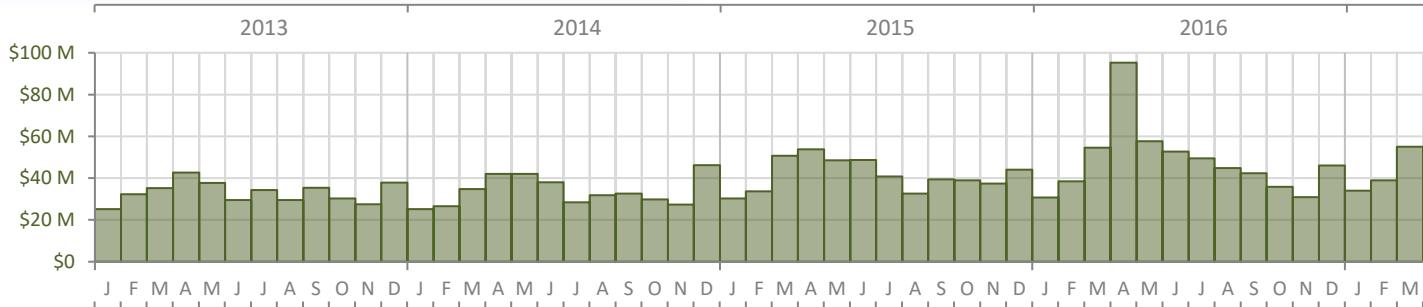
## Dollar Volume

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
<b>March 2017</b>	<b>\$55.0 Million</b>	<b>0.8%</b>
February 2017	\$38.9 Million	1.3%
January 2017	\$33.9 Million	10.5%
December 2016	\$46.1 Million	4.8%
November 2016	\$30.8 Million	-17.5%
October 2016	\$35.8 Million	-8.2%
September 2016	\$42.4 Million	7.5%
August 2016	\$44.8 Million	37.7%
July 2016	\$49.4 Million	21.3%
June 2016	\$52.7 Million	8.3%
May 2016	\$57.6 Million	18.6%
April 2016	\$95.2 Million	77.1%
March 2016	\$54.5 Million	7.7%

Dollar Volume

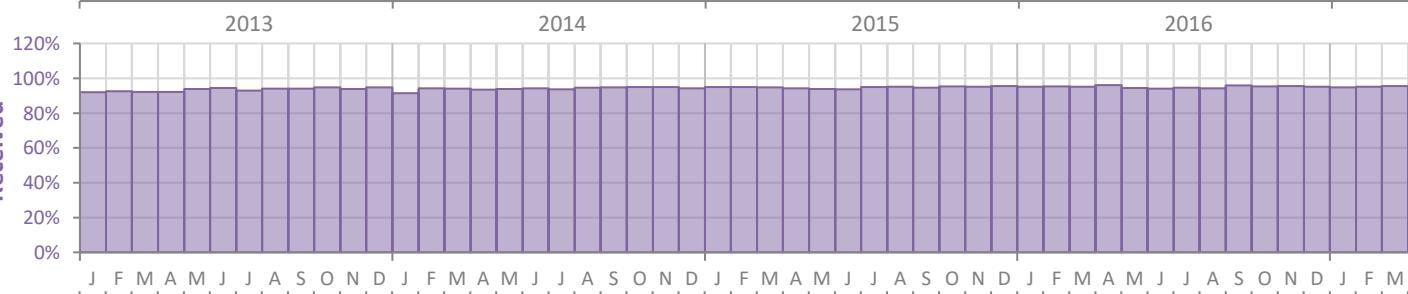


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Month	Med. Pct. of Orig. List Price Received	Percent Change Year over-Year
<b>March 2017</b>	<b>95.5%</b>	<b>0.4%</b>
February 2017	95.2%	-0.2%
January 2017	94.8%	-0.3%
December 2016	95.1%	-0.4%
November 2016	95.6%	0.4%
October 2016	95.3%	-0.1%
September 2016	95.8%	1.3%
August 2016	94.3%	-0.8%
July 2016	94.6%	-0.4%
June 2016	94.1%	0.5%
May 2016	94.4%	0.5%
April 2016	96.0%	1.8%
March 2016	95.1%	0.4%

Med. Pct. of Orig. List Price Received





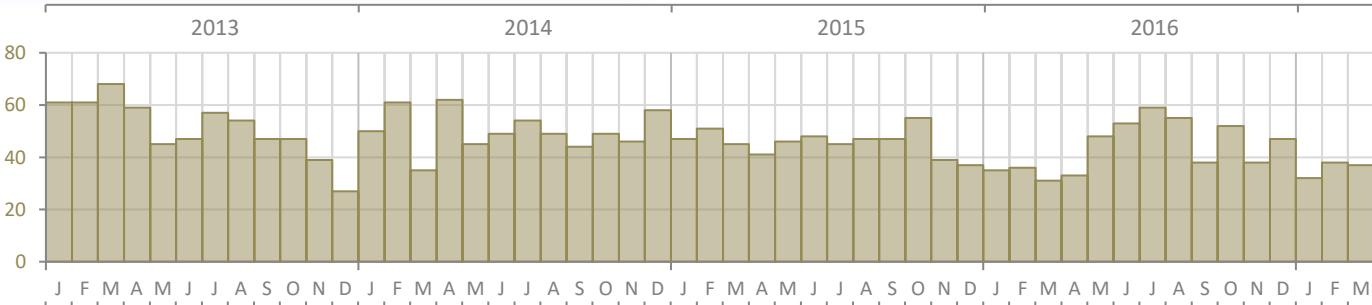
## Median Time to Contract

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
March 2017	37 Days	19.4%
February 2017	38 Days	5.6%
January 2017	32 Days	-8.6%
December 2016	47 Days	27.0%
November 2016	38 Days	-2.6%
October 2016	52 Days	-5.5%
September 2016	38 Days	-19.1%
August 2016	55 Days	17.0%
July 2016	59 Days	31.1%
June 2016	53 Days	10.4%
May 2016	48 Days	4.3%
April 2016	33 Days	-19.5%
March 2016	31 Days	-31.1%

Median Time to Contract



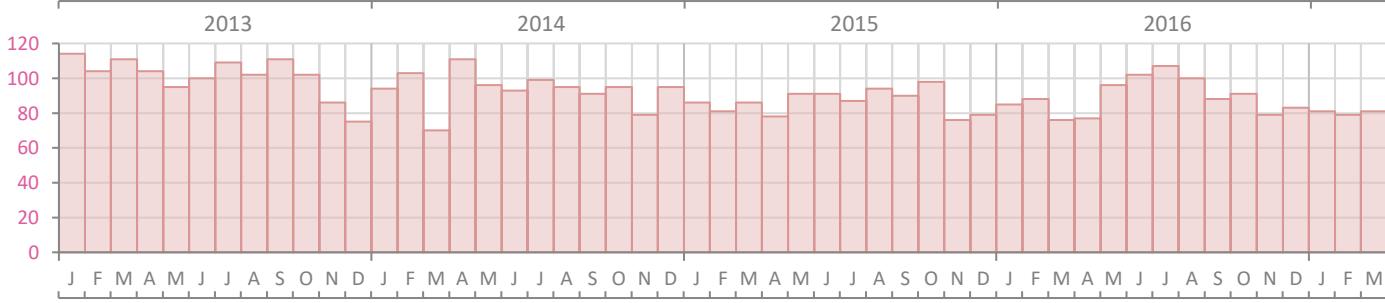
## Median Time to Sale

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
March 2017	81 Days	6.6%
February 2017	79 Days	-10.2%
January 2017	81 Days	-4.7%
December 2016	83 Days	5.1%
November 2016	79 Days	3.9%
October 2016	91 Days	-7.1%
September 2016	88 Days	-2.2%
August 2016	100 Days	6.4%
July 2016	107 Days	23.0%
June 2016	102 Days	12.1%
May 2016	96 Days	5.5%
April 2016	77 Days	-1.3%
March 2016	76 Days	-11.6%

Median Time to Sale





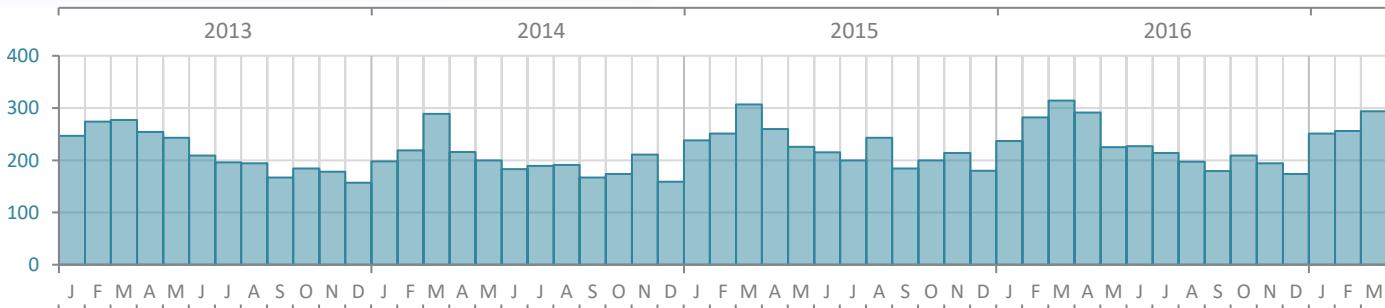
## New Pending Sales

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
March 2017	294	-6.4%
February 2017	256	-9.2%
January 2017	251	5.9%
December 2016	174	-3.3%
November 2016	194	-9.3%
October 2016	209	4.5%
September 2016	179	-2.7%
August 2016	197	-18.9%
July 2016	214	7.0%
June 2016	227	5.6%
May 2016	225	-0.4%
April 2016	291	11.9%
March 2016	314	2.3%

Pending Sales



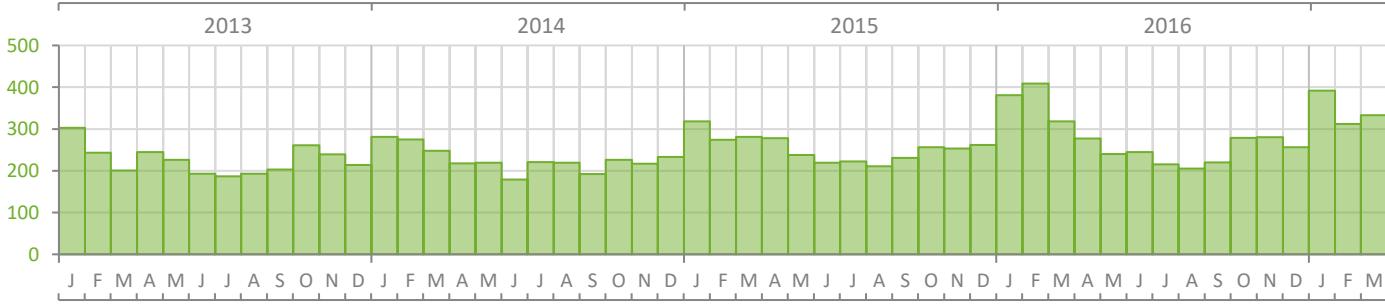
## New Listings

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
March 2017	333	4.7%
February 2017	312	-23.7%
January 2017	392	2.9%
December 2016	256	-2.3%
November 2016	280	10.7%
October 2016	279	9.0%
September 2016	220	-4.8%
August 2016	205	-2.8%
July 2016	215	-3.2%
June 2016	245	11.9%
May 2016	240	0.8%
April 2016	277	-0.4%
March 2016	318	13.2%

New Listings



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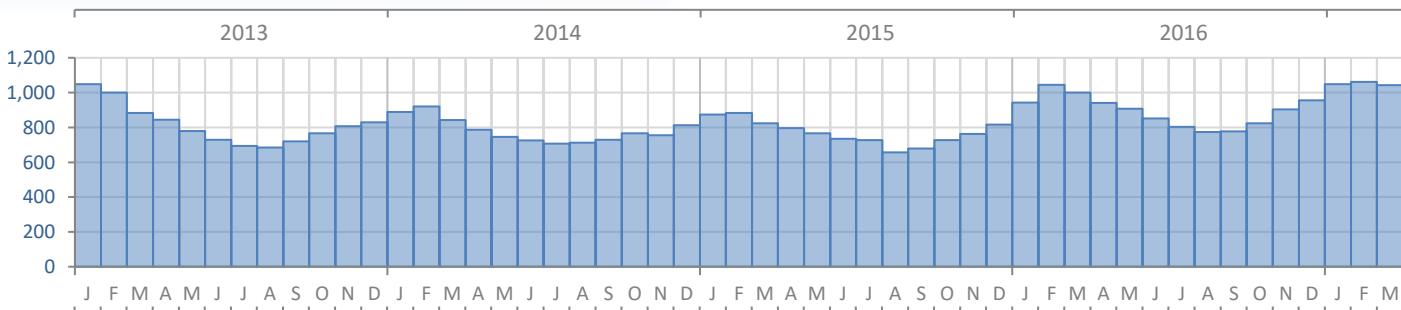
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## Inventory (Active Listings)

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
March 2017	1,042	4.1%
February 2017	1,062	1.6%
January 2017	1,049	11.4%
December 2016	956	17.2%
November 2016	904	18.6%
October 2016	824	13.2%
September 2016	777	14.4%
August 2016	773	17.8%
July 2016	803	10.3%
June 2016	851	15.8%
May 2016	908	18.5%
April 2016	941	18.2%
March 2016	1,001	21.5%

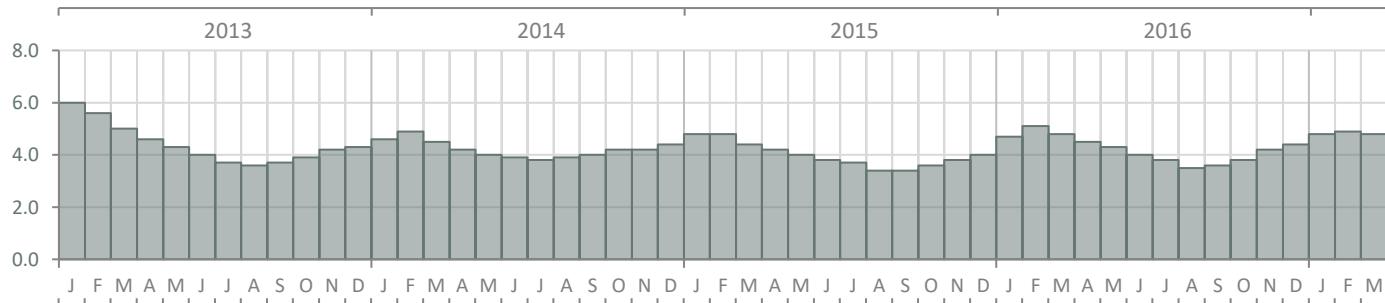


## Months Supply of Inventory

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
March 2017	4.8	0.0%
February 2017	4.9	-3.9%
January 2017	4.8	2.1%
December 2016	4.4	10.0%
November 2016	4.2	10.5%
October 2016	3.8	5.6%
September 2016	3.6	5.9%
August 2016	3.5	2.9%
July 2016	3.8	2.7%
June 2016	4.0	5.3%
May 2016	4.3	7.5%
April 2016	4.5	7.1%
March 2016	4.8	9.1%



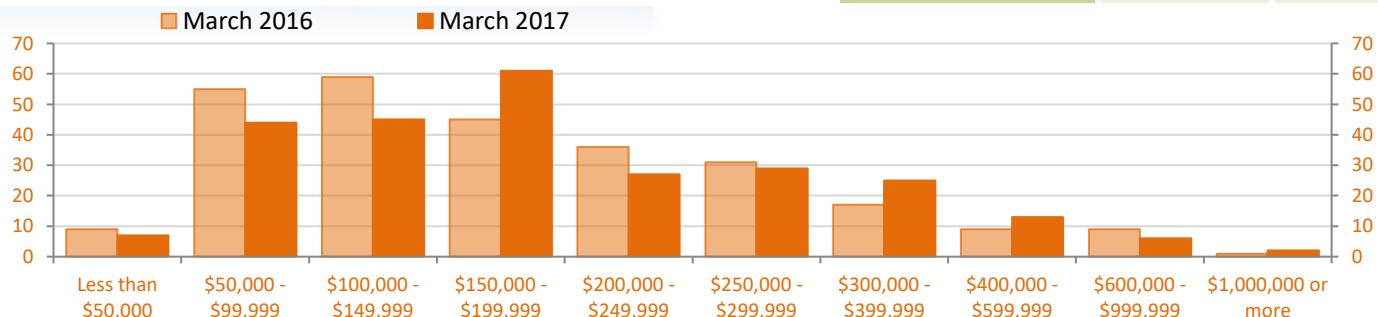
## Closed Sales by Sale Price

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	7	-22.2%
\$50,000 - \$99,999	44	-20.0%
\$100,000 - \$149,999	45	-23.7%
\$150,000 - \$199,999	61	35.6%
\$200,000 - \$249,999	27	-25.0%
\$250,000 - \$299,999	29	-6.5%
\$300,000 - \$399,999	25	47.1%
\$400,000 - \$599,999	13	44.4%
\$600,000 - \$999,999	6	-33.3%
\$1,000,000 or more	2	100.0%

Closed Sales



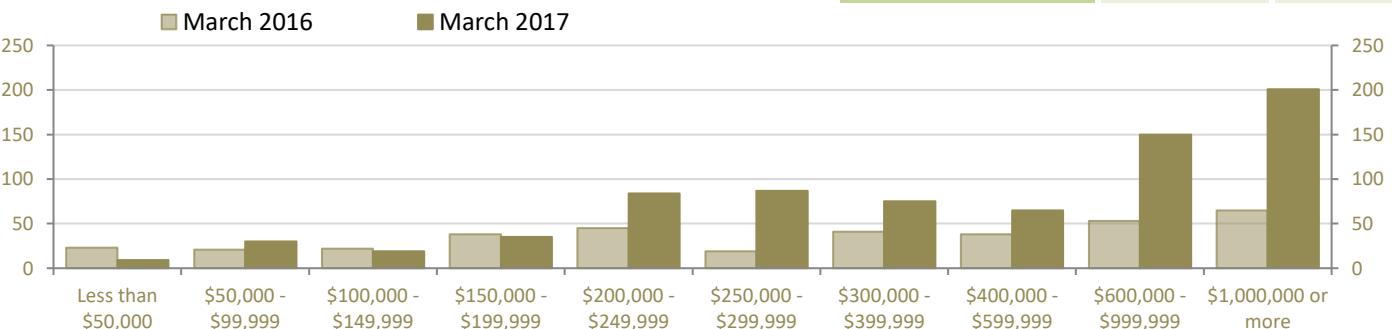
## Median Time to Contract by Sale Price

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	9 Days	-60.9%
\$50,000 - \$99,999	30 Days	42.9%
\$100,000 - \$149,999	19 Days	-13.6%
\$150,000 - \$199,999	35 Days	-7.9%
\$200,000 - \$249,999	84 Days	86.7%
\$250,000 - \$299,999	87 Days	357.9%
\$300,000 - \$399,999	75 Days	82.9%
\$400,000 - \$599,999	65 Days	71.1%
\$600,000 - \$999,999	150 Days	183.0%
\$1,000,000 or more	201 Days	209.2%

Median Time to Contract



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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	8	-20.0%
\$50,000 - \$99,999	42	-16.0%
\$100,000 - \$149,999	47	-11.3%
\$150,000 - \$199,999	56	5.7%
\$200,000 - \$249,999	54	17.4%
\$250,000 - \$299,999	44	12.8%
\$300,000 - \$399,999	40	21.2%
\$400,000 - \$599,999	24	166.7%
\$600,000 - \$999,999	14	-33.3%
\$1,000,000 or more	4	0.0%



## 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	11	-64.5%
\$50,000 - \$99,999	68	-30.6%
\$100,000 - \$149,999	93	-16.2%
\$150,000 - \$199,999	172	14.7%
\$200,000 - \$249,999	157	20.8%
\$250,000 - \$299,999	134	15.5%
\$300,000 - \$399,999	145	-8.8%
\$400,000 - \$599,999	124	25.3%
\$600,000 - \$999,999	101	44.3%
\$1,000,000 or more	37	0.0%



# Monthly Distressed Market - March 2017

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		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	253	259	-2.3%
	Median Sale Price	\$178,000	\$162,500	9.5%
Foreclosure/REO	Closed Sales	3	10	-70.0%
	Median Sale Price	\$72,250	\$109,950	-34.3%
Short Sale	Closed Sales	3	2	50.0%
	Median Sale Price	\$90,000	\$143,000	-37.1%

2013

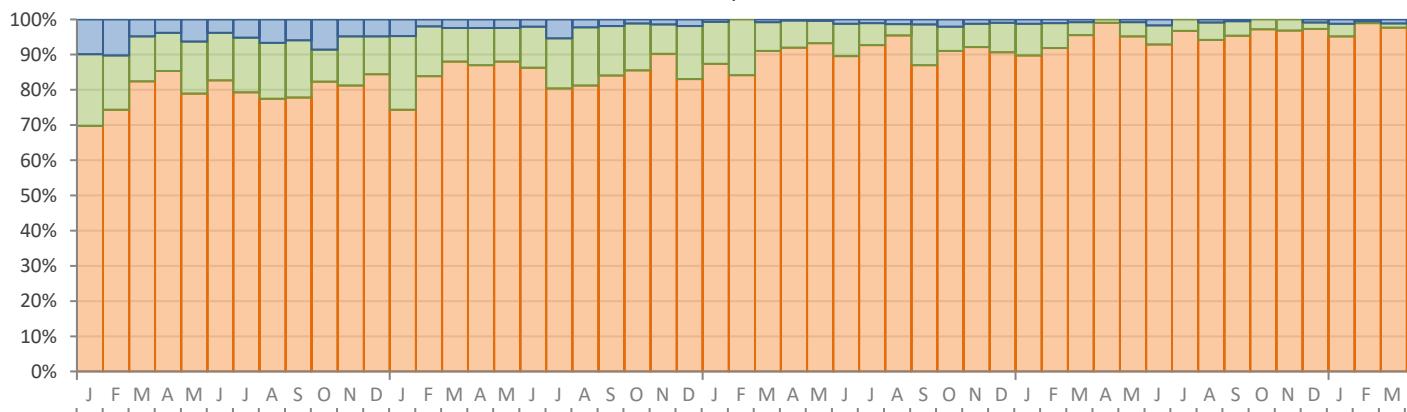
2014

2015

2016

■ Traditional ■ Foreclosure/REO ■ Short Sale

Closed Sales



Median Sale Price

