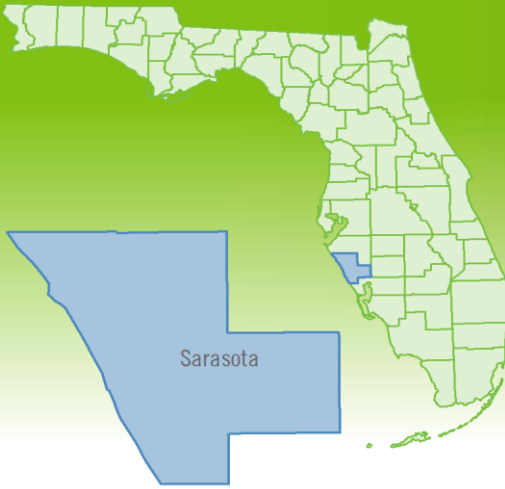


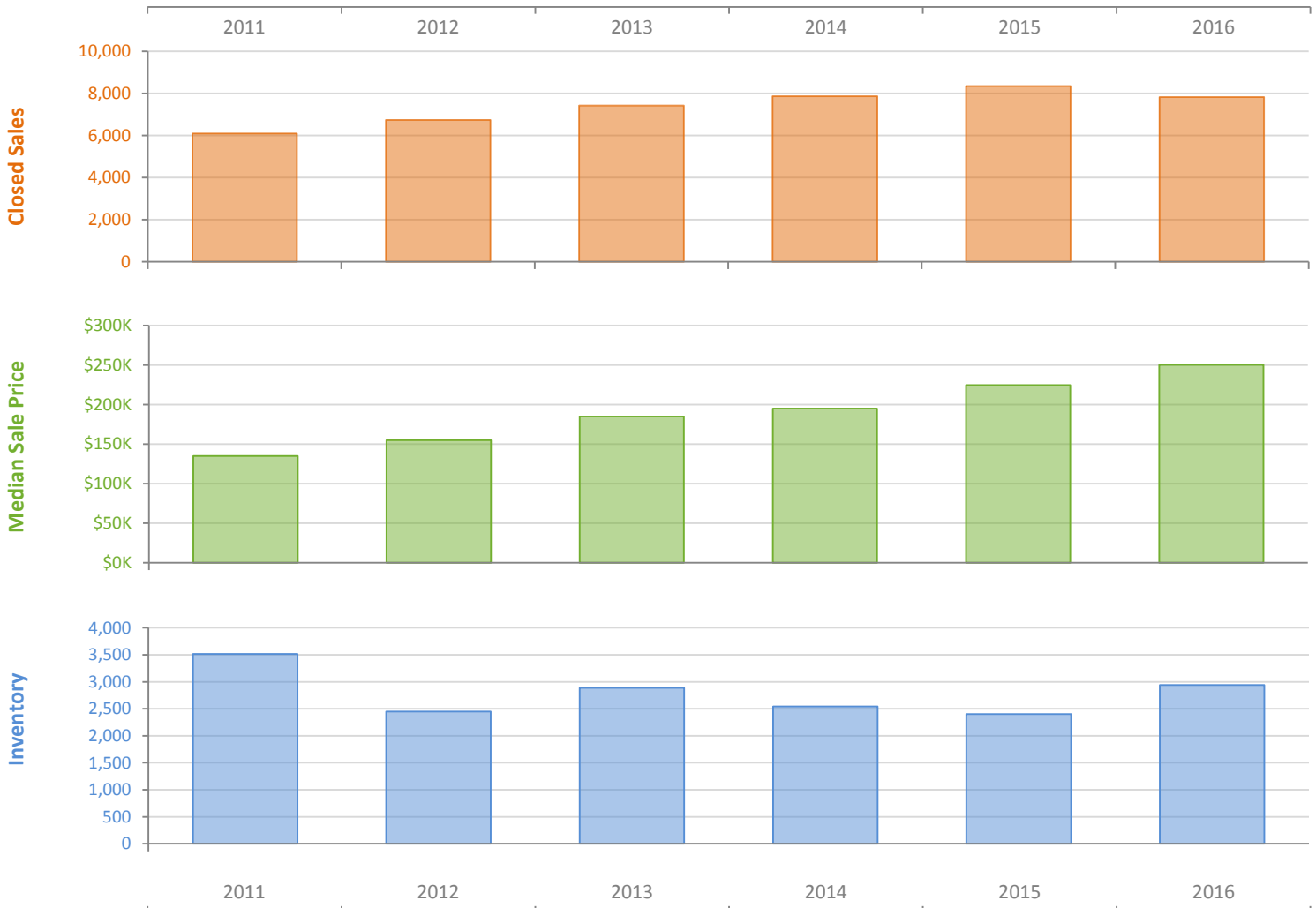
# Yearly Market Summary - 2016

## Single Family Homes

### Sarasota County



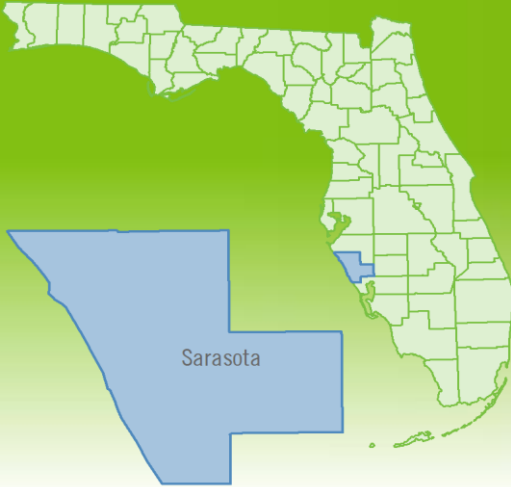
|  | 2016          | 2015          | Percent Change Year over-Year |
|--|---------------|---------------|-------------------------------|
| Closed Sales                           | 7,825         | 8,355         | -6.3%                         |
| Paid in Cash                           | 3,135         | 3,835         | -18.3%                        |
| Median Sale Price                      | \$250,050     | \$224,466     | 11.4%                         |
| Average Sale Price                     | \$346,366     | \$322,592     | 7.4%                          |
| Dollar Volume                          | \$2.7 Billion | \$2.7 Billion | 0.6%                          |
| Med. Pct. of Orig. List Price Received | 95.5%         | 95.4%         | 0.1%                          |
| Median Time to Contract                | 39 Days       | 38 Days       | 2.6%                          |
| Median Time to Sale                    | 89 Days       | 85 Days       | 4.7%                          |
| New Pending Sales                      | 8,253         | 9,254         | -10.8%                        |
| New Listings                           | 10,201        | 9,902         | 3.0%                          |
| Pending Inventory                      | 766           | 900           | -14.9%                        |
| Inventory (Active Listings)            | 2,941         | 2,404         | 22.3%                         |
| Months Supply of Inventory             | 4.5           | 3.5           | 28.6%                         |



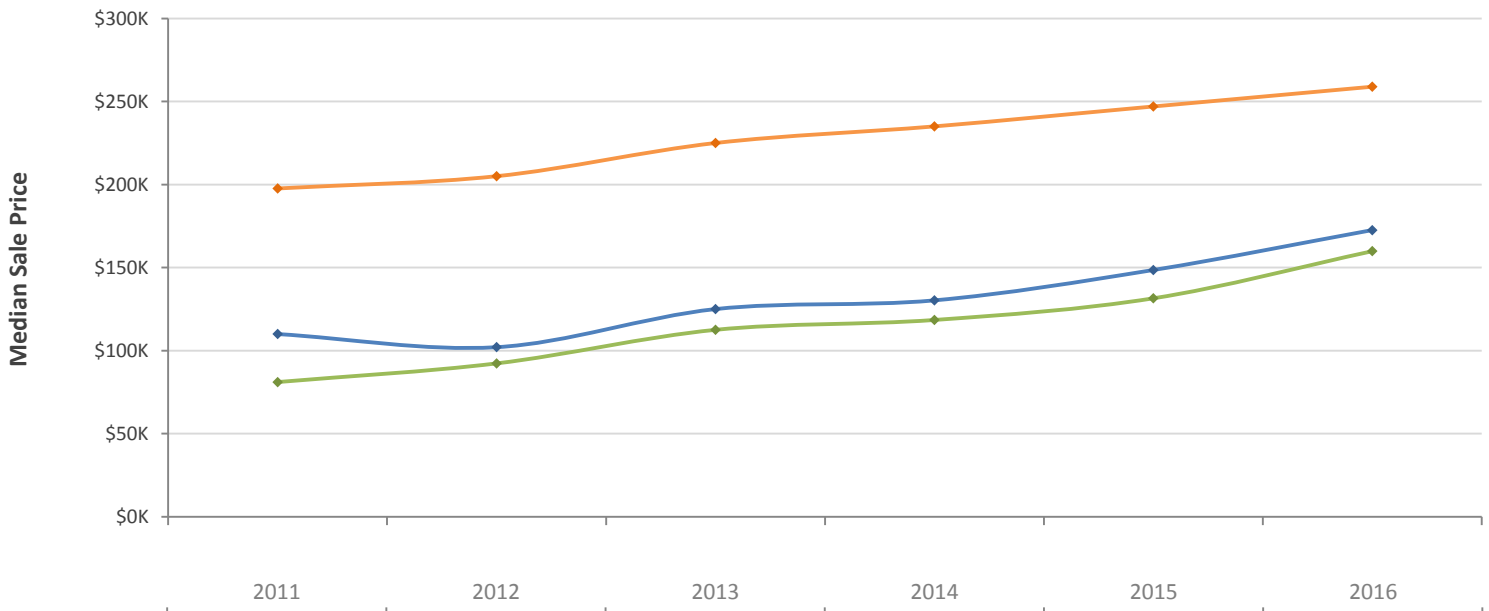
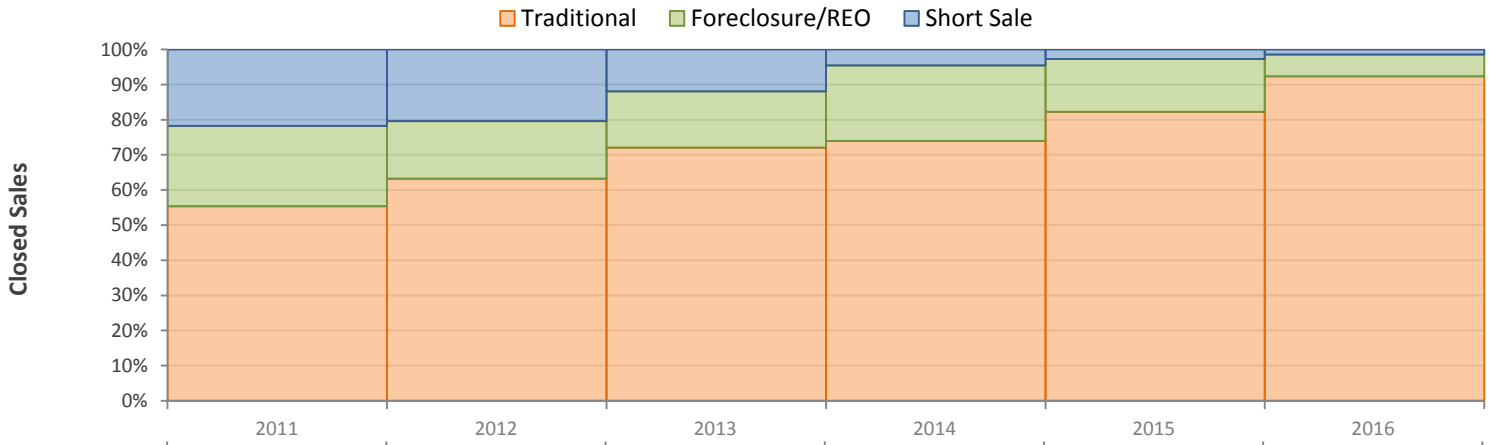
# Yearly Distressed Market - 2016

## Single Family Homes

### Sarasota County



|                 |                   | 2016      | 2015      | Percent Change Year over-Year |
|-----------------|-------------------|-----------|-----------|-------------------------------|
| Traditional     | Closed Sales      | 7,230     | 6,870     | 5.2%                          |
|                 | Median Sale Price | \$258,900 | \$247,000 | 4.8%                          |
| Foreclosure/REO | Closed Sales      | 479       | 1,258     | -61.9%                        |
|                 | Median Sale Price | \$159,900 | \$131,500 | 21.6%                         |
| Short Sale      | Closed Sales      | 116       | 227       | -48.9%                        |
|                 | Median Sale Price | \$172,500 | \$148,500 | 16.2%                         |



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, February 9, 2017. Data revised on Monday, January 16, 2017. Next yearly data release is TBD.