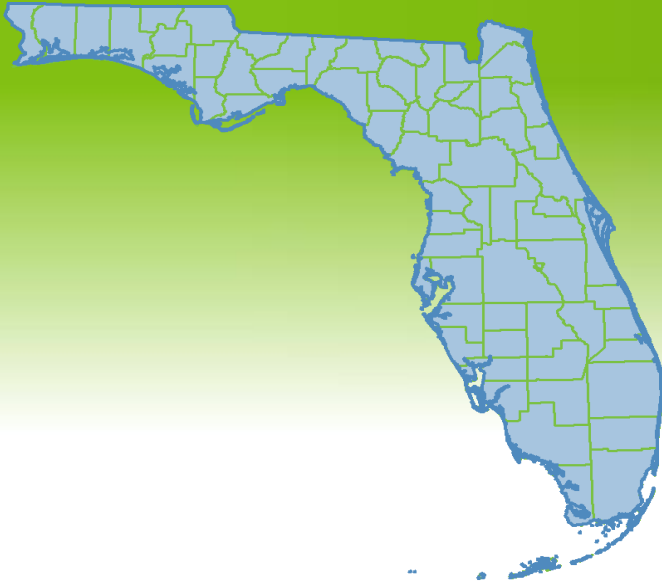


# Monthly Market Detail - March 2016

## Single Family Homes

### Florida



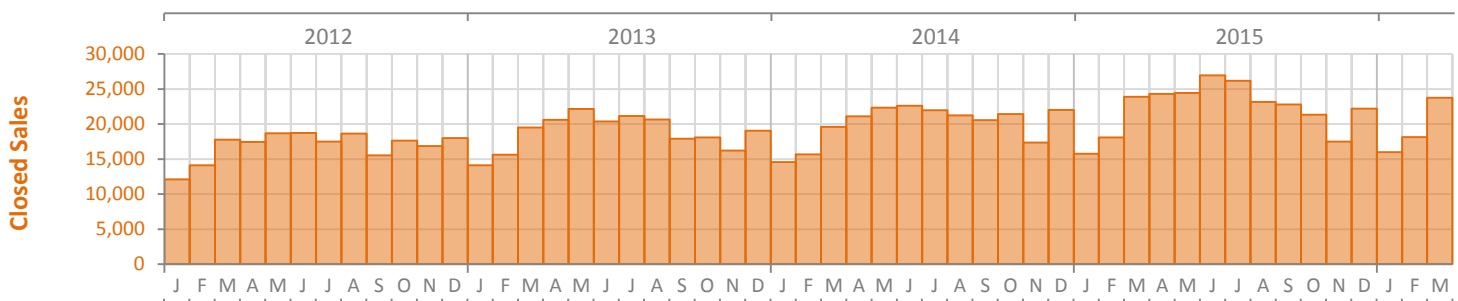
Summary Statistics	March 2016	March 2015	Percent Change Year-over-Year
Closed Sales	23,758	23,902	-0.6%
Paid in Cash	7,594	9,267	-18.1%
Median Sale Price	\$209,500	\$190,000	10.3%
Average Sale Price	\$285,342	\$271,937	4.9%
Dollar Volume	\$6.8 Billion	\$6.5 Billion	4.3%
Median Percent of Original List Price Received	95.8%	94.8%	1.1%
Median Time to Contract	50 Days	62 Days	-19.4%
Median Time to Sale	99 Days	106 Days	-6.6%
New Pending Sales	27,243	29,079	-6.3%
New Listings	33,380	31,595	5.6%
Pending Inventory	43,897	46,156	-4.9%
Inventory (Active Listings)	100,794	103,706	-2.8%
Months Supply of Inventory	4.5	5.0	-10.0%

## 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
<b>March 2016</b>	<b>23,758</b>	<b>-0.6%</b>
February 2016	18,159	0.4%
January 2016	15,996	1.5%
December 2015	22,193	0.7%
November 2015	17,523	1.0%
October 2015	21,328	-0.4%
September 2015	22,813	11.0%
August 2015	23,166	9.0%
July 2015	26,165	19.0%
June 2015	26,973	19.2%
May 2015	24,426	9.3%
April 2015	24,292	15.1%
March 2015	23,902	22.0%

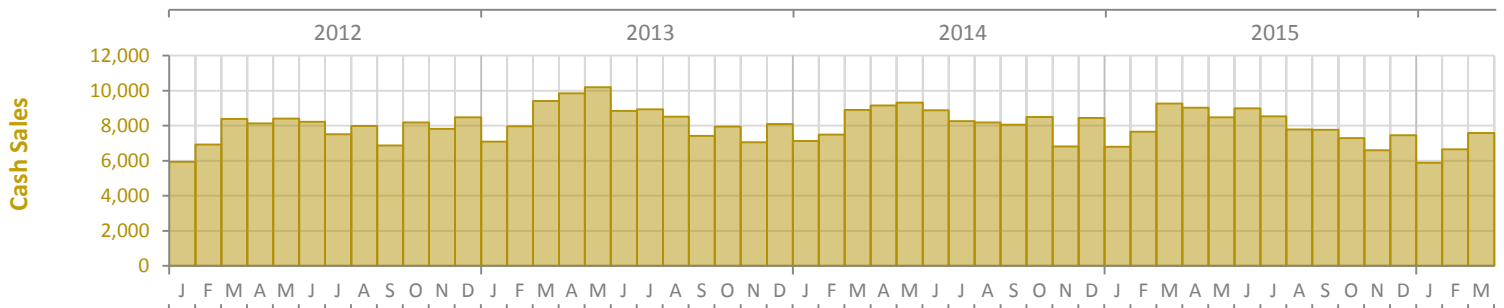


## Cash Sales

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>March 2016</b>	<b>7,594</b>	<b>-18.1%</b>
February 2016	6,653	-13.1%
January 2016	5,886	-13.5%
December 2015	7,456	-11.6%
November 2015	6,605	-3.0%
October 2015	7,299	-14.1%
September 2015	7,764	-3.7%
August 2015	7,783	-5.0%
July 2015	8,533	3.4%
June 2015	8,991	1.2%
May 2015	8,474	-9.1%
April 2015	9,021	-1.4%
March 2015	9,267	4.2%



## 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>March 2016</b>	<b>32.0%</b>	<b>-17.5%</b>
February 2016	36.6%	-13.5%
January 2016	36.8%	-14.8%
December 2015	33.6%	-12.3%
November 2015	37.7%	-4.1%
October 2015	34.2%	-13.9%
September 2015	34.0%	-13.3%
August 2015	33.6%	-13.0%
July 2015	32.6%	-13.3%
June 2015	33.3%	-15.3%
May 2015	34.7%	-16.8%
April 2015	37.1%	-14.5%
March 2015	38.8%	-14.5%

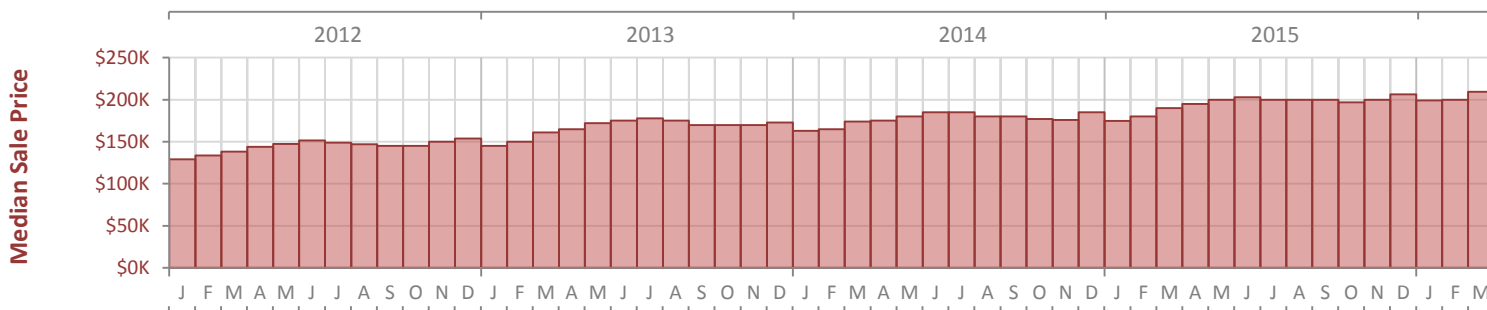


## Median Sale Price

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>March 2016</b>	<b>\$209,500</b>	<b>10.3%</b>
February 2016	\$200,000	11.1%
January 2016	\$199,000	13.8%
December 2015	\$206,265	11.5%
November 2015	\$199,990	13.6%
October 2015	\$197,000	11.3%
September 2015	\$199,900	11.1%
August 2015	\$199,900	11.1%
July 2015	\$199,999	8.1%
June 2015	\$203,000	9.7%
May 2015	\$200,000	11.1%
April 2015	\$195,000	11.4%
March 2015	\$190,000	9.2%

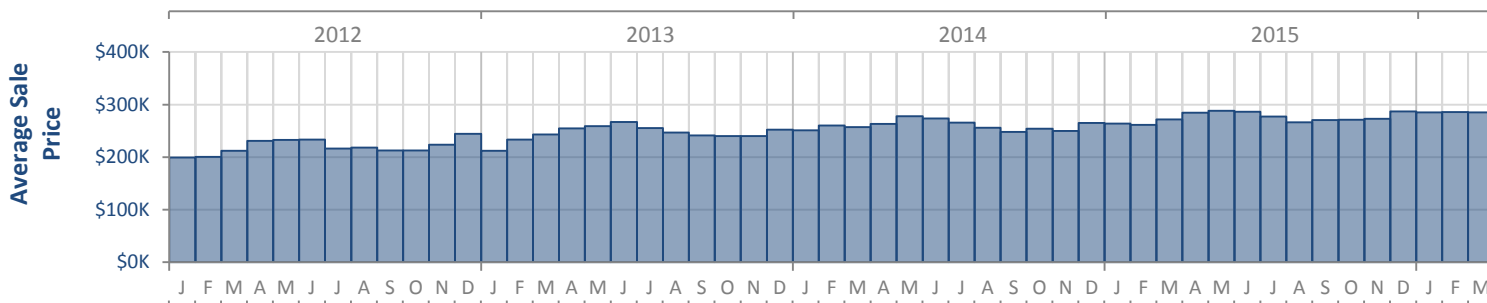


## Average Sale Price

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>March 2016</b>	<b>\$285,342</b>	<b>4.9%</b>
February 2016	\$285,630	9.2%
January 2016	\$285,395	8.2%
December 2015	\$287,240	8.4%
November 2015	\$273,155	9.3%
October 2015	\$271,297	6.7%
September 2015	\$270,724	9.2%
August 2015	\$266,089	4.1%
July 2015	\$277,170	4.3%
June 2015	\$286,520	4.8%
May 2015	\$287,946	3.5%
April 2015	\$284,733	8.2%
March 2015	\$271,937	5.7%

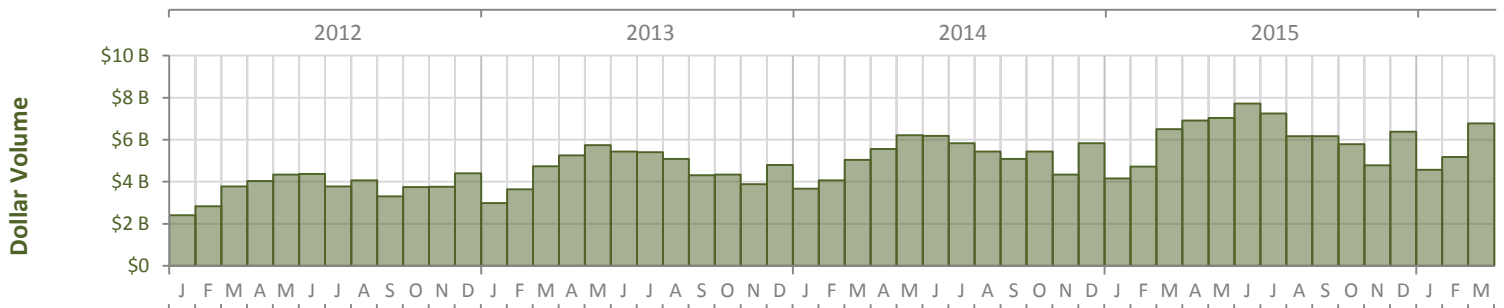


## Dollar Volume

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 2016</b>	<b>\$6.8 Billion</b>	<b>4.3%</b>
February 2016	\$5.2 Billion	9.7%
January 2016	\$4.6 Billion	9.8%
December 2015	\$6.4 Billion	9.2%
November 2015	\$4.8 Billion	10.3%
October 2015	\$5.8 Billion	6.3%
September 2015	\$6.2 Billion	21.2%
August 2015	\$6.2 Billion	13.4%
July 2015	\$7.3 Billion	24.2%
June 2015	\$7.7 Billion	25.0%
May 2015	\$7.0 Billion	13.1%
April 2015	\$6.9 Billion	24.5%
March 2015	\$6.5 Billion	28.9%

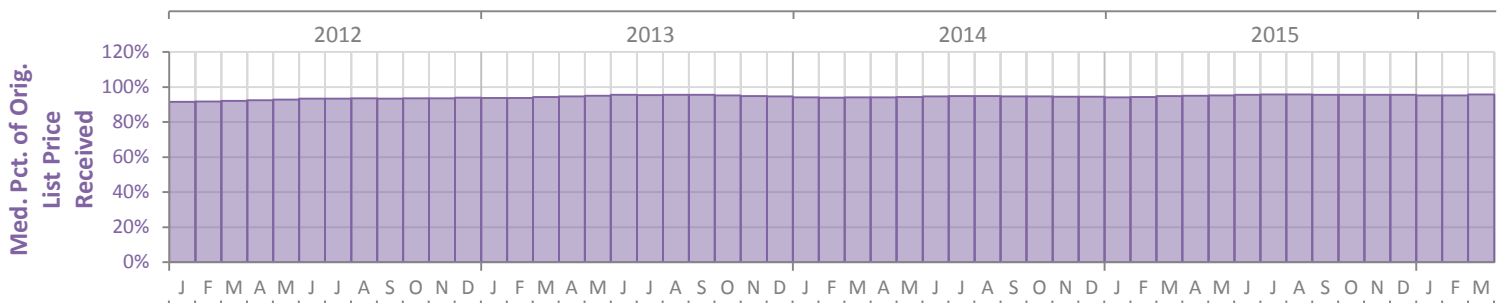


## Median Percent of Original List Price Received

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>March 2016</b>	<b>95.8%</b>	<b>1.1%</b>
February 2016	95.3%	1.1%
January 2016	95.2%	1.1%
December 2015	95.6%	1.2%
November 2015	95.5%	1.1%
October 2015	95.5%	1.0%
September 2015	95.6%	1.1%
August 2015	95.7%	0.9%
July 2015	95.7%	0.9%
June 2015	95.6%	1.0%
May 2015	95.3%	1.1%
April 2015	95.0%	0.8%
March 2015	94.8%	0.7%

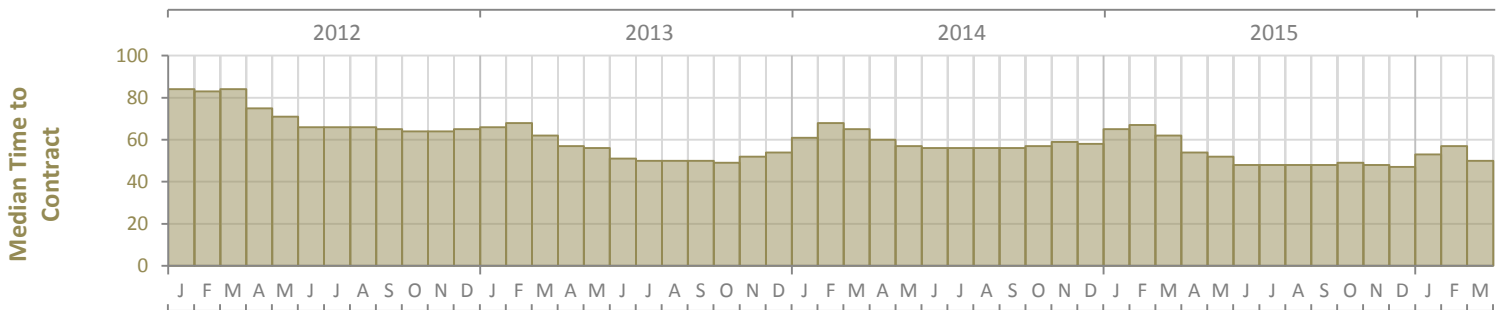


## Median Time to Contract

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>March 2016</b>	<b>50 Days</b>	<b>-19.4%</b>
February 2016	57 Days	-14.9%
January 2016	53 Days	-18.5%
December 2015	47 Days	-19.0%
November 2015	48 Days	-18.6%
October 2015	49 Days	-14.0%
September 2015	48 Days	-14.3%
August 2015	48 Days	-14.3%
July 2015	48 Days	-14.3%
June 2015	48 Days	-14.3%
May 2015	52 Days	-8.8%
April 2015	54 Days	-10.0%
March 2015	62 Days	-4.6%

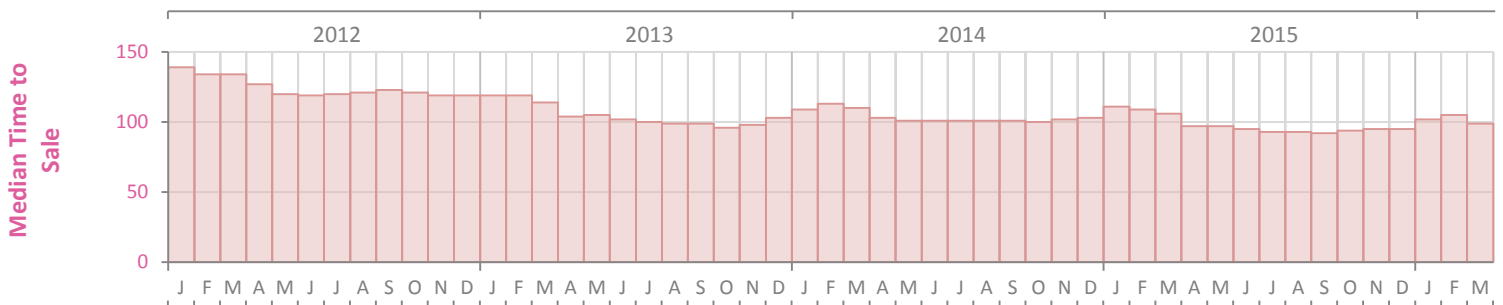


## Median Time to Sale

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>March 2016</b>	<b>99 Days</b>	<b>-6.6%</b>
February 2016	105 Days	-3.7%
January 2016	102 Days	-8.1%
December 2015	95 Days	-7.8%
November 2015	95 Days	-6.9%
October 2015	94 Days	-6.0%
September 2015	92 Days	-8.9%
August 2015	93 Days	-7.9%
July 2015	93 Days	-7.9%
June 2015	95 Days	-5.9%
May 2015	97 Days	-4.0%
April 2015	97 Days	-5.8%
March 2015	106 Days	-3.6%

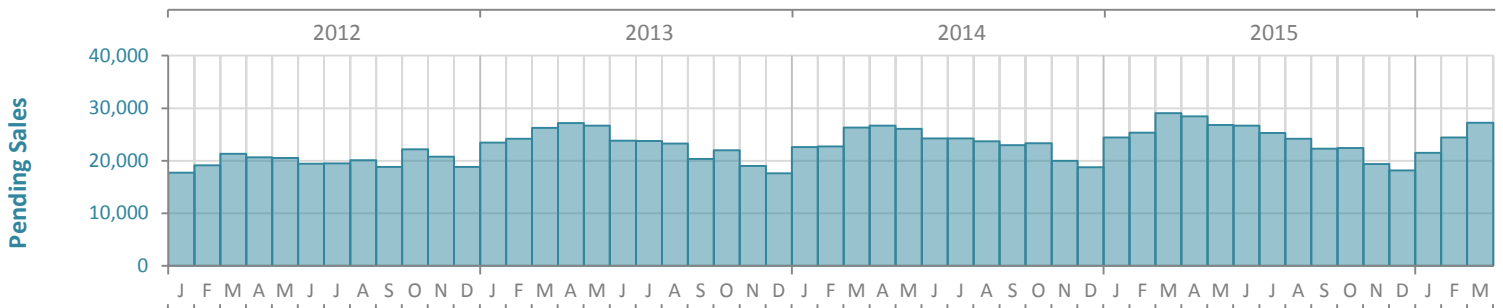


## New Pending Sales

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>March 2016</b>	<b>27,243</b>	<b>-6.3%</b>
February 2016	24,453	-3.6%
January 2016	21,495	-12.0%
December 2015	18,147	-3.3%
November 2015	19,357	-3.2%
October 2015	22,394	-3.9%
September 2015	22,321	-2.9%
August 2015	24,159	1.9%
July 2015	25,296	4.3%
June 2015	26,676	10.0%
May 2015	26,810	2.7%
April 2015	28,424	6.5%
March 2015	29,079	10.6%

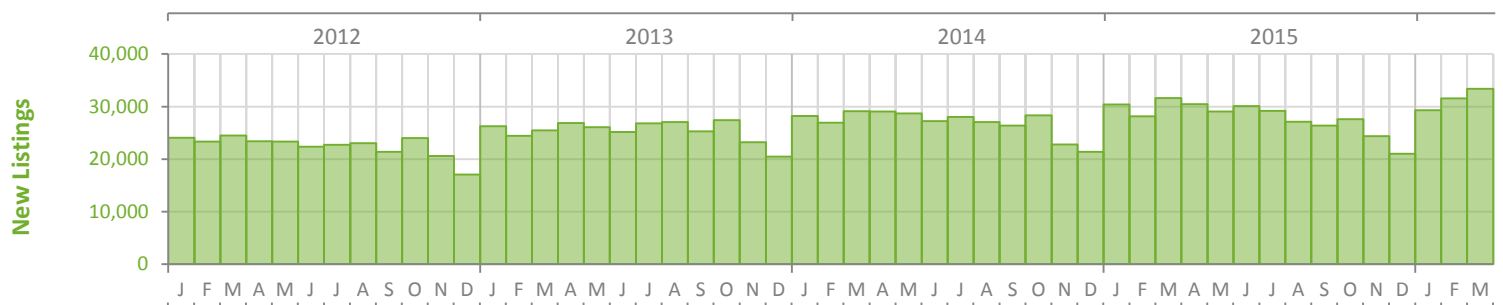


## New Listings

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>March 2016</b>	<b>33,380</b>	<b>5.6%</b>
February 2016	31,576	12.1%
January 2016	29,310	-3.7%
December 2015	21,035	-1.7%
November 2015	24,357	6.8%
October 2015	27,574	-2.6%
September 2015	26,354	-0.2%
August 2015	27,133	0.3%
July 2015	29,167	4.1%
June 2015	30,092	10.4%
May 2015	29,075	1.4%
April 2015	30,477	4.9%
March 2015	31,595	8.5%

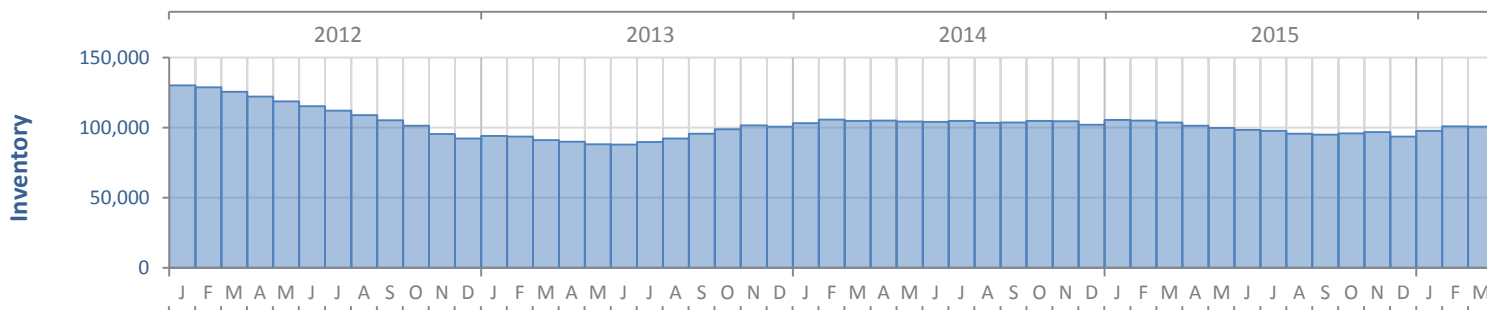


## Inventory (Active Listings)

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>March 2016</b>	<b>100,794</b>	<b>-2.8%</b>
February 2016	101,092	-3.8%
January 2016	97,779	-7.4%
December 2015	93,680	-8.3%
November 2015	96,781	-7.6%
October 2015	96,028	-8.4%
September 2015	95,052	-8.3%
August 2015	95,841	-7.4%
July 2015	97,760	-6.8%
June 2015	98,570	-5.4%
May 2015	99,925	-4.3%
April 2015	101,547	-3.4%
March 2015	103,706	-1.2%

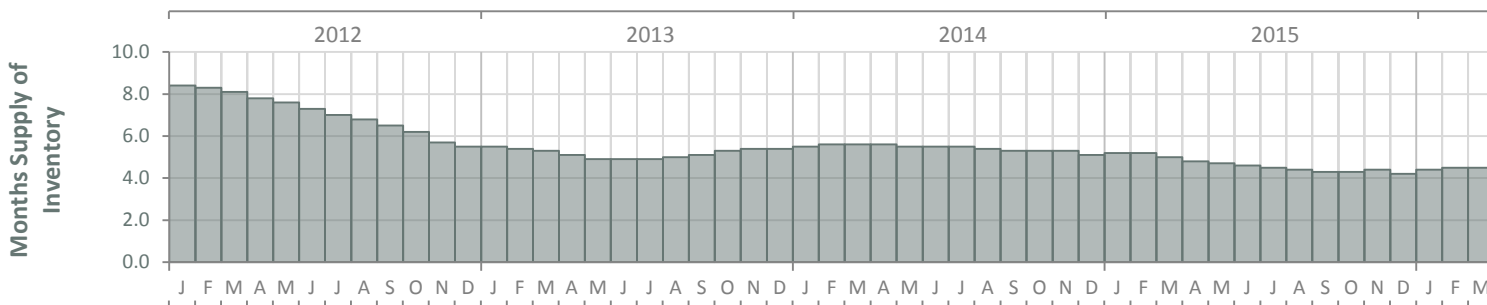


## Months Supply of Inventory

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>March 2016</b>	<b>4.5</b>	<b>-10.0%</b>
February 2016	4.5	-13.5%
January 2016	4.4	-15.4%
December 2015	4.2	-17.6%
November 2015	4.4	-17.0%
October 2015	4.3	-18.9%
September 2015	4.3	-18.9%
August 2015	4.4	-18.5%
July 2015	4.5	-18.2%
June 2015	4.6	-16.4%
May 2015	4.7	-14.5%
April 2015	4.8	-14.3%
March 2015	5.0	-10.7%

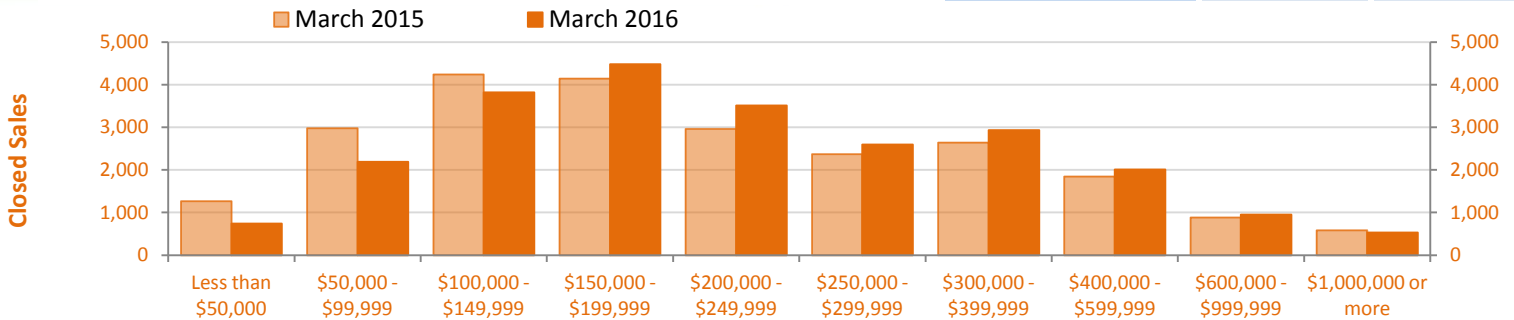


## Closed Sales by Sale Price

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	741	-41.6%
\$50,000 - \$99,999	2,186	-26.6%
\$100,000 - \$149,999	3,820	-9.8%
\$150,000 - \$199,999	4,482	8.2%
\$200,000 - \$249,999	3,512	18.7%
\$250,000 - \$299,999	2,598	9.7%
\$300,000 - \$399,999	2,933	11.1%
\$400,000 - \$599,999	2,007	8.8%
\$600,000 - \$999,999	948	7.4%
\$1,000,000 or more	531	-8.6%

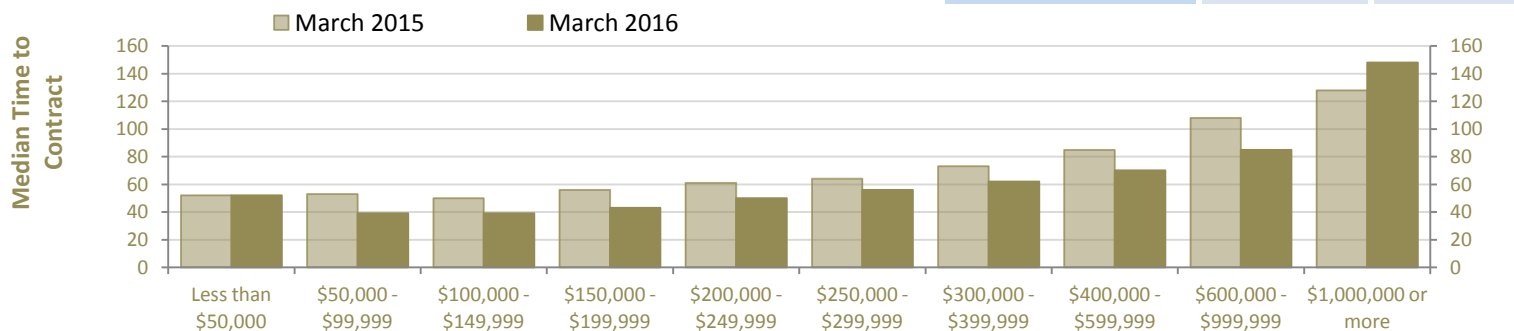


## Median Time to Contract by Sale Price

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	0.0%
\$50,000 - \$99,999	39 Days	-26.4%
\$100,000 - \$149,999	39 Days	-22.0%
\$150,000 - \$199,999	43 Days	-23.2%
\$200,000 - \$249,999	50 Days	-18.0%
\$250,000 - \$299,999	56 Days	-12.5%
\$300,000 - \$399,999	62 Days	-15.1%
\$400,000 - \$599,999	70 Days	-17.6%
\$600,000 - \$999,999	85 Days	-21.3%
\$1,000,000 or more	148 Days	15.6%



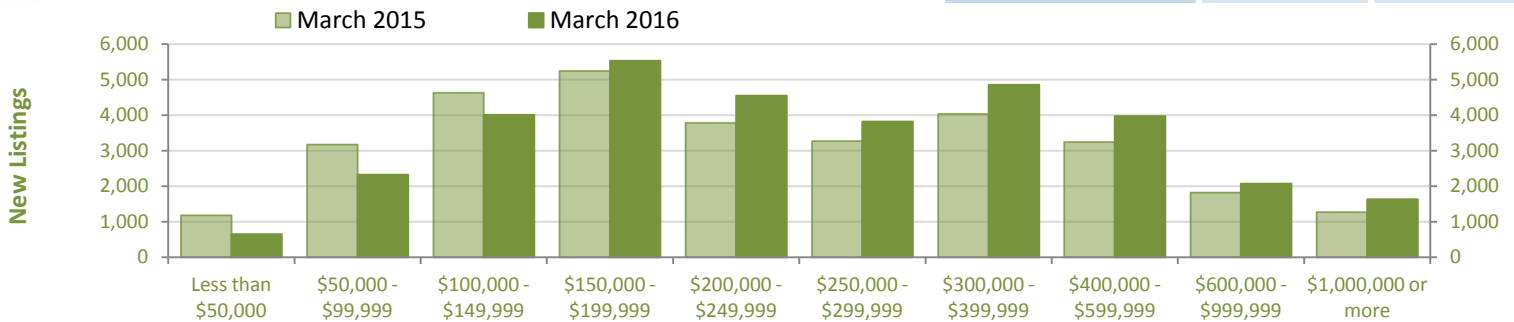


## New Listings by Initial Listing Price

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	642	-45.6%
\$50,000 - \$99,999	2,321	-26.7%
\$100,000 - \$149,999	4,007	-13.3%
\$150,000 - \$199,999	5,529	5.5%
\$200,000 - \$249,999	4,548	20.4%
\$250,000 - \$299,999	3,812	16.7%
\$300,000 - \$399,999	4,852	20.5%
\$400,000 - \$599,999	3,971	22.7%
\$600,000 - \$999,999	2,071	14.2%
\$1,000,000 or more	1,627	28.8%

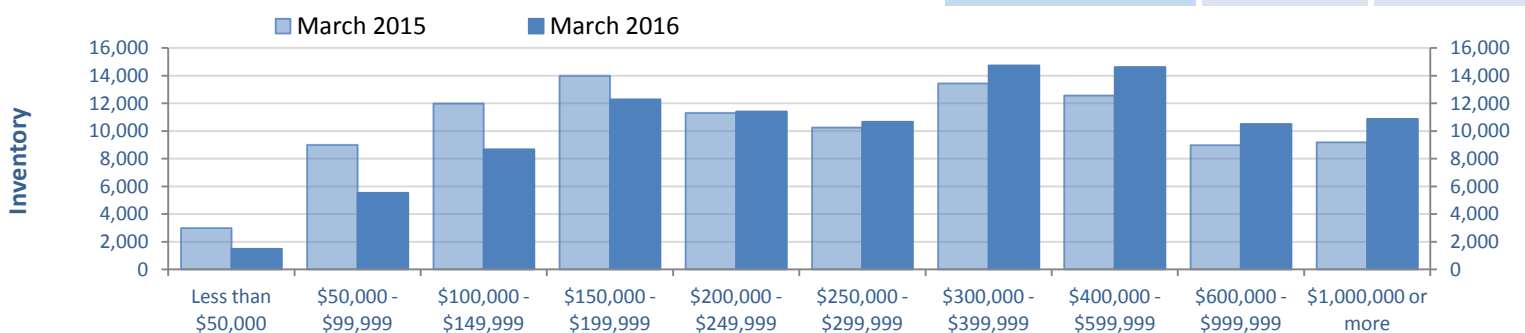


## Inventory by Current Listing Price

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.

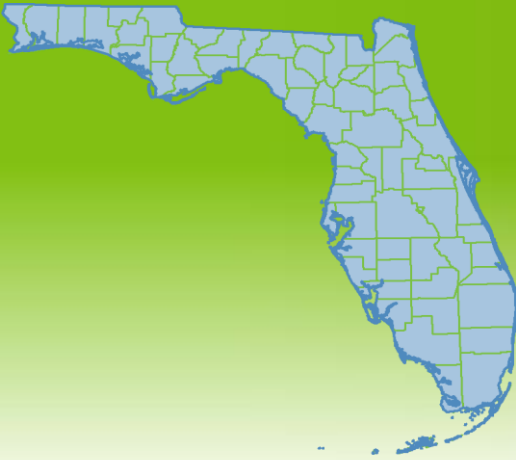
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1,492	-50.1%
\$50,000 - \$99,999	5,539	-38.5%
\$100,000 - \$149,999	8,680	-27.6%
\$150,000 - \$199,999	12,274	-12.3%
\$200,000 - \$249,999	11,408	0.8%
\$250,000 - \$299,999	10,668	4.1%
\$300,000 - \$399,999	14,726	9.6%
\$400,000 - \$599,999	14,627	16.4%
\$600,000 - \$999,999	10,500	17.1%
\$1,000,000 or more	10,880	18.3%



# Monthly Distressed Market - March 2016

## Single Family Homes

### Florida



		March 2016	March 2015	Percent Change Year-over-Year
Traditional	Closed Sales	20,273	17,933	13.0%
	Median Sale Price	\$220,000	\$217,900	1.0%
Foreclosure/REO	Closed Sales	2,855	5,026	-43.2%
	Median Sale Price	\$136,000	\$124,000	9.7%
Short Sale	Closed Sales	630	943	-33.2%
	Median Sale Price	\$159,000	\$150,000	6.0%

