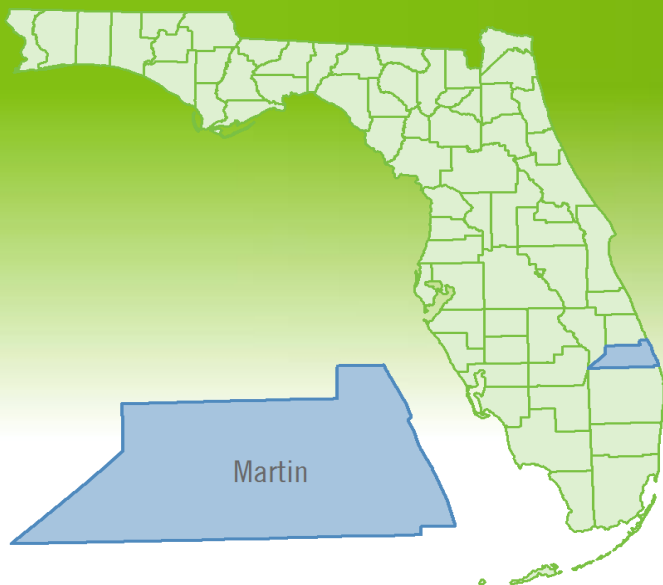


# Monthly Market Detail - March 2016

## Single Family Homes

### Martin County



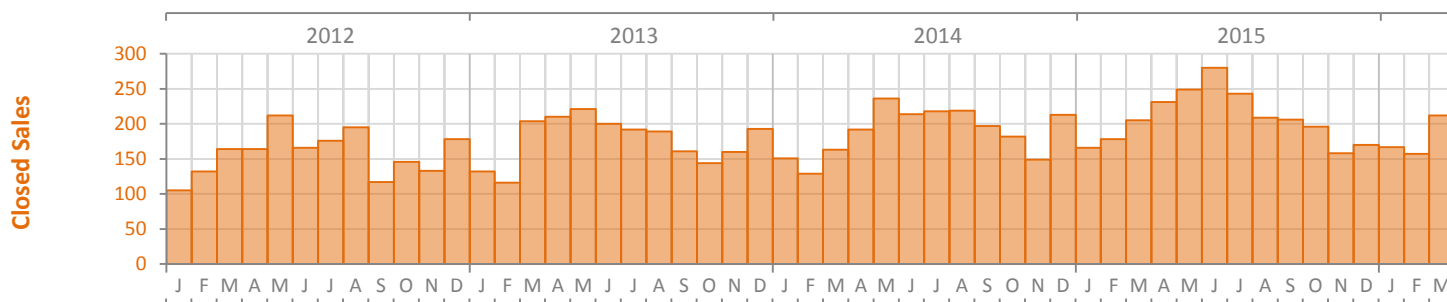
Summary Statistics	March 2016	March 2015	Percent Change Year-over-Year
Closed Sales	212	205	3.4%
Paid in Cash	80	108	-25.9%
Median Sale Price	\$328,000	\$280,000	17.1%
Average Sale Price	\$476,315	\$413,088	15.3%
Dollar Volume	\$101.0 Million	\$84.7 Million	19.2%
Median Percent of Original List Price Received	94.8%	94.4%	0.4%
Median Time to Contract	66 Days	48 Days	37.5%
Median Time to Sale	115 Days	86 Days	33.7%
New Pending Sales	259	261	-0.8%
New Listings	332	256	29.7%
Pending Inventory	433	453	-4.4%
Inventory (Active Listings)	1,100	1,111	-1.0%
Months Supply of Inventory	5.3	5.6	-5.4%

## 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>212</b>	<b>3.4%</b>
February 2016	157	-11.8%
January 2016	167	0.6%
December 2015	170	-20.2%
November 2015	158	6.0%
October 2015	196	7.7%
September 2015	206	4.6%
August 2015	209	-4.6%
July 2015	243	11.5%
June 2015	280	30.8%
May 2015	249	5.5%
April 2015	231	20.3%
March 2015	205	25.8%

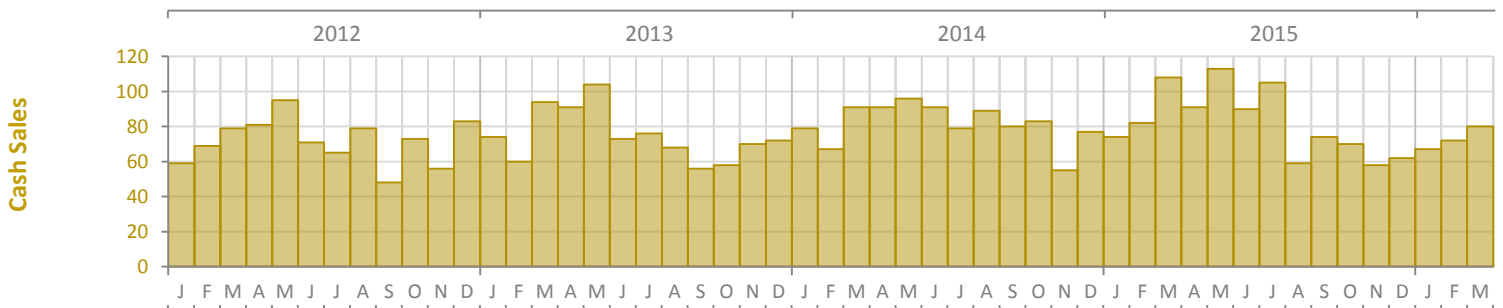


## Cash Sales

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>80</b>	<b>-25.9%</b>
February 2016	72	-12.2%
January 2016	67	-9.5%
December 2015	62	-19.5%
November 2015	58	5.5%
October 2015	70	-15.7%
September 2015	74	-7.5%
August 2015	59	-33.7%
July 2015	105	32.9%
June 2015	90	-1.1%
May 2015	113	17.7%
April 2015	91	0.0%
March 2015	108	18.7%

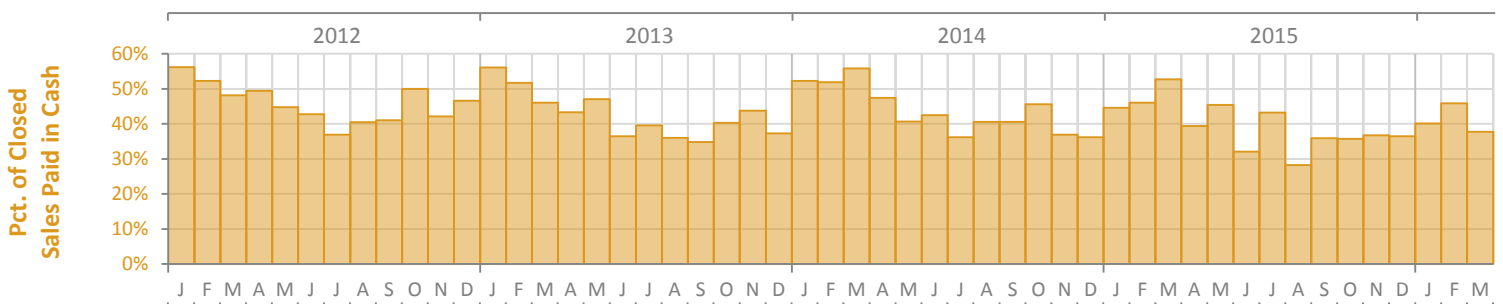


## Cash Sales as a Percentage of Closed Sales

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>37.7%</b>	<b>-28.5%</b>
February 2016	45.9%	-0.4%
January 2016	40.1%	-10.1%
December 2015	36.5%	0.8%
November 2015	36.7%	-0.5%
October 2015	35.7%	-21.7%
September 2015	35.9%	-11.6%
August 2015	28.2%	-30.5%
July 2015	43.2%	19.3%
June 2015	32.1%	-24.5%
May 2015	45.4%	11.5%
April 2015	39.4%	-16.9%
March 2015	52.7%	-5.6%

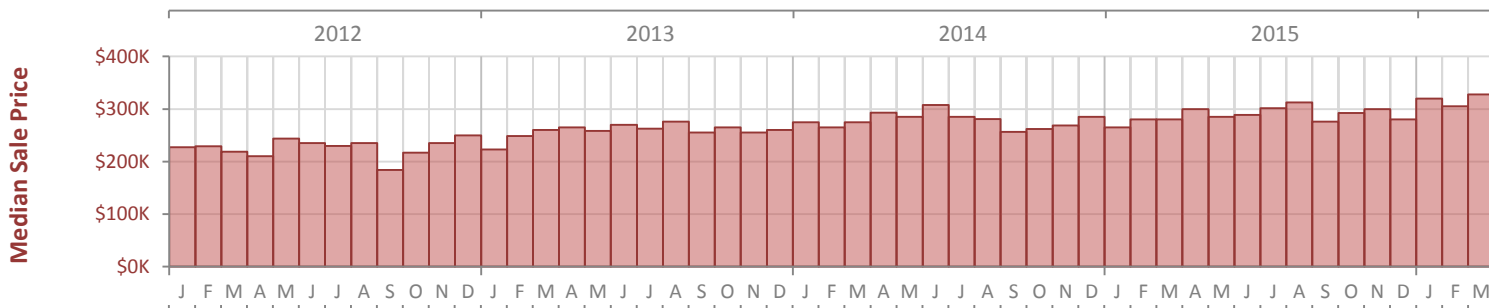


## Median Sale Price

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>\$328,000</b>	<b>17.1%</b>
February 2016	\$305,000	8.9%
January 2016	\$320,000	20.8%
December 2015	\$279,950	-1.8%
November 2015	\$300,000	11.5%
October 2015	\$292,500	11.6%
September 2015	\$275,750	7.5%
August 2015	\$312,500	11.2%
July 2015	\$301,500	5.8%
June 2015	\$288,950	-6.1%
May 2015	\$285,000	-0.1%
April 2015	\$300,000	2.4%
March 2015	\$280,000	1.8%

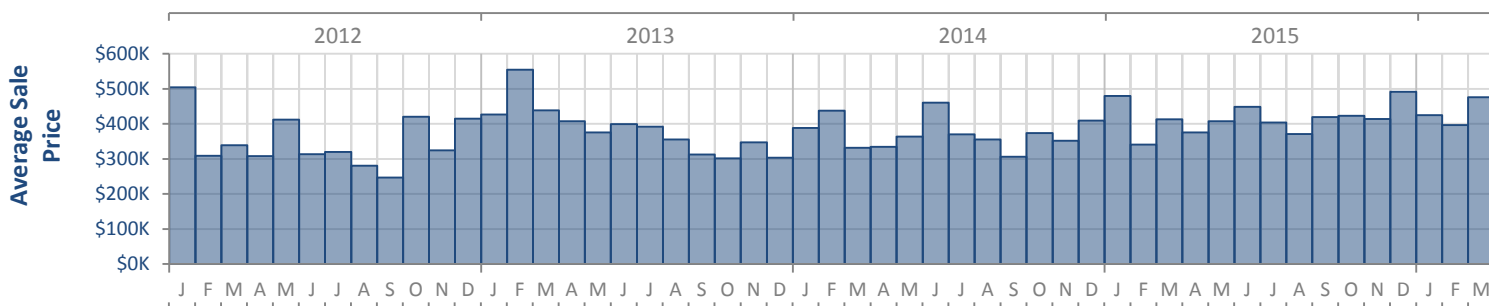


## Average Sale Price

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>\$476,315</b>	<b>15.3%</b>
February 2016	\$396,988	16.3%
January 2016	\$425,139	-11.4%
December 2015	\$492,039	20.2%
November 2015	\$413,659	17.7%
October 2015	\$423,057	13.2%
September 2015	\$419,701	37.2%
August 2015	\$370,716	4.2%
July 2015	\$403,488	9.1%
June 2015	\$448,489	-2.6%
May 2015	\$407,619	12.0%
April 2015	\$375,230	12.2%
March 2015	\$413,088	24.6%



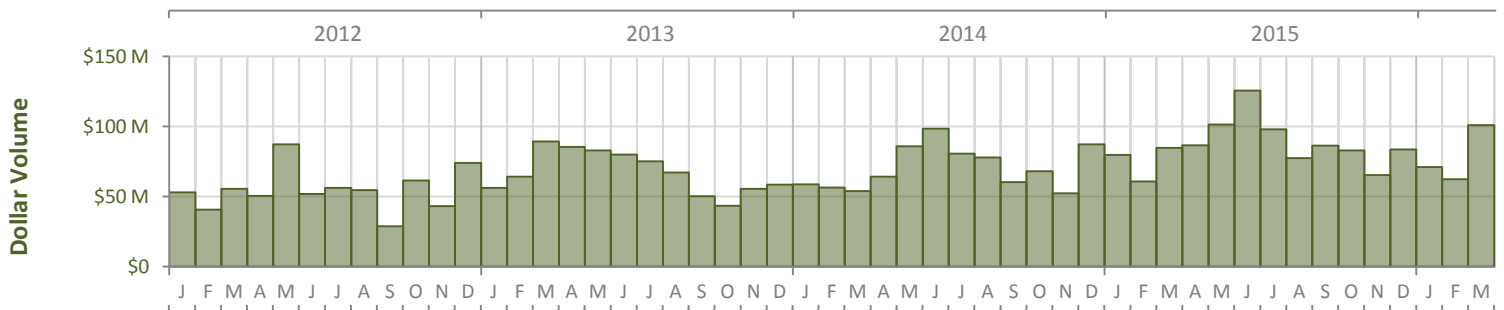


## Dollar Volume

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>\$101.0 Million</b>	<b>19.2%</b>
February 2016	\$62.3 Million	2.6%
January 2016	\$71.0 Million	-10.9%
December 2015	\$83.6 Million	-4.1%
November 2015	\$65.4 Million	24.8%
October 2015	\$82.9 Million	21.9%
September 2015	\$86.5 Million	43.5%
August 2015	\$77.5 Million	-0.6%
July 2015	\$98.0 Million	21.6%
June 2015	\$125.6 Million	27.4%
May 2015	\$101.5 Million	18.2%
April 2015	\$86.7 Million	35.0%
March 2015	\$84.7 Million	56.8%

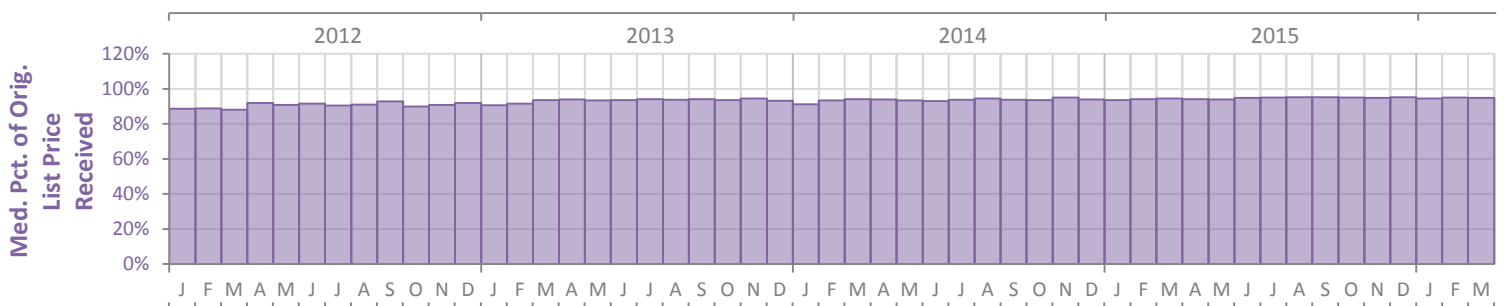


## Median Percent of Original List Price Received

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>94.8%</b>	<b>0.4%</b>
February 2016	95.0%	1.0%
January 2016	94.5%	1.1%
December 2015	95.3%	1.4%
November 2015	94.8%	-0.3%
October 2015	95.0%	1.5%
September 2015	95.2%	1.6%
August 2015	95.2%	0.8%
July 2015	95.0%	1.4%
June 2015	94.8%	1.9%
May 2015	93.9%	0.5%
April 2015	94.1%	0.2%
March 2015	94.4%	0.3%

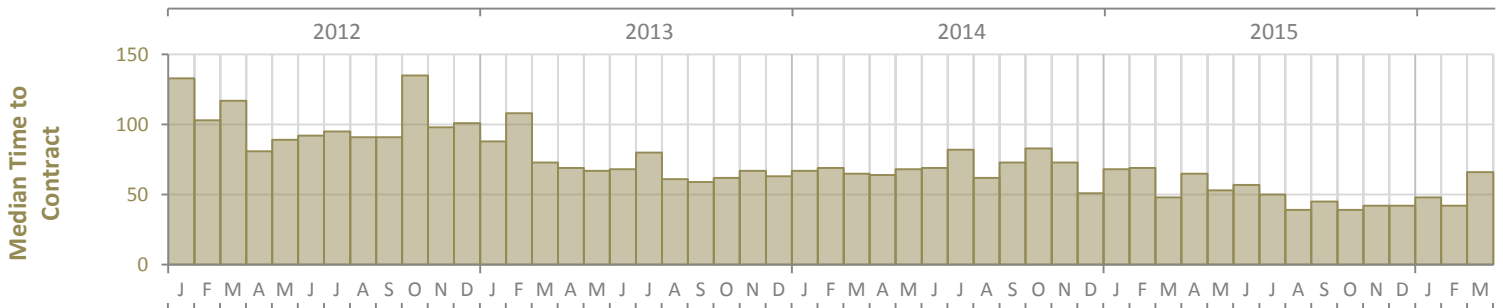


## Median Time to Contract

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>66 Days</b>	<b>37.5%</b>
February 2016	42 Days	-39.1%
January 2016	48 Days	-29.4%
December 2015	42 Days	-17.6%
November 2015	42 Days	-42.5%
October 2015	39 Days	-53.0%
September 2015	45 Days	-38.4%
August 2015	39 Days	-37.1%
July 2015	50 Days	-39.0%
June 2015	57 Days	-17.4%
May 2015	53 Days	-22.1%
April 2015	65 Days	1.6%
March 2015	48 Days	-26.2%

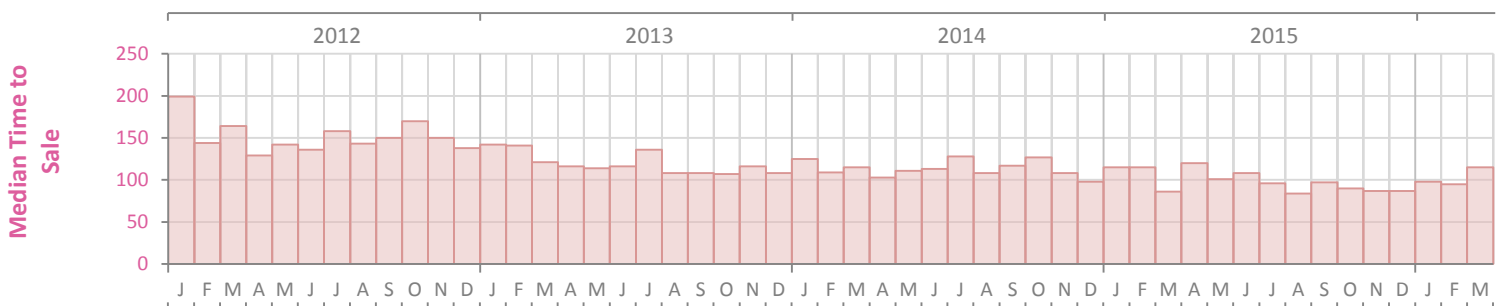


## Median Time to Sale

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>115 Days</b>	<b>33.7%</b>
February 2016	95 Days	-17.4%
January 2016	98 Days	-14.8%
December 2015	87 Days	-11.2%
November 2015	87 Days	-19.4%
October 2015	90 Days	-29.1%
September 2015	97 Days	-17.1%
August 2015	84 Days	-22.2%
July 2015	96 Days	-25.0%
June 2015	108 Days	-4.4%
May 2015	101 Days	-9.0%
April 2015	120 Days	16.5%
March 2015	86 Days	-25.2%



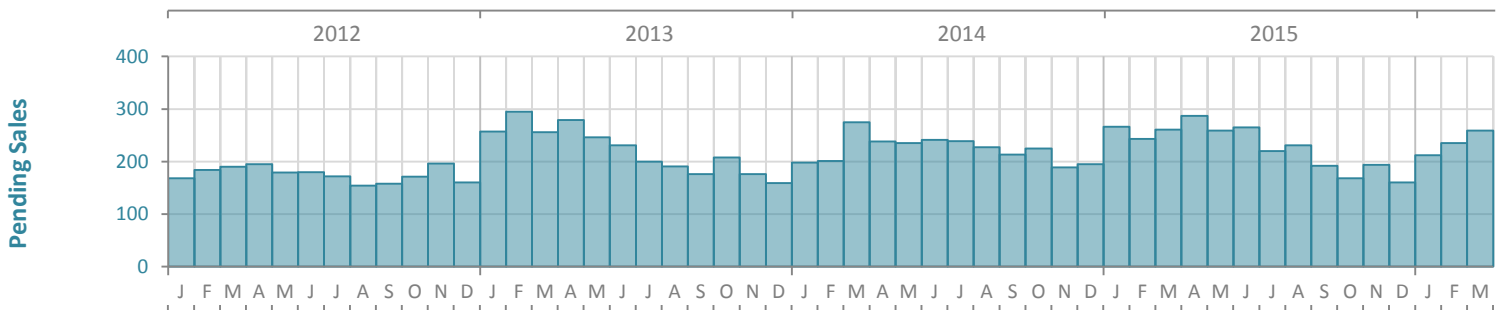


## New Pending Sales

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>259</b>	<b>-0.8%</b>
February 2016	235	-3.3%
January 2016	212	-20.3%
December 2015	160	-17.9%
November 2015	194	2.6%
October 2015	168	-25.3%
September 2015	192	-9.9%
August 2015	231	1.8%
July 2015	220	-7.9%
June 2015	265	10.0%
May 2015	259	10.2%
April 2015	287	20.6%
March 2015	261	-5.1%



## 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>332</b>	<b>29.7%</b>
February 2016	313	18.1%
January 2016	308	-4.6%
December 2015	190	-17.7%
November 2015	212	-7.4%
October 2015	266	2.7%
September 2015	254	10.4%
August 2015	242	9.5%
July 2015	264	7.8%
June 2015	242	-6.2%
May 2015	252	-12.8%
April 2015	278	14.9%
March 2015	256	-8.6%

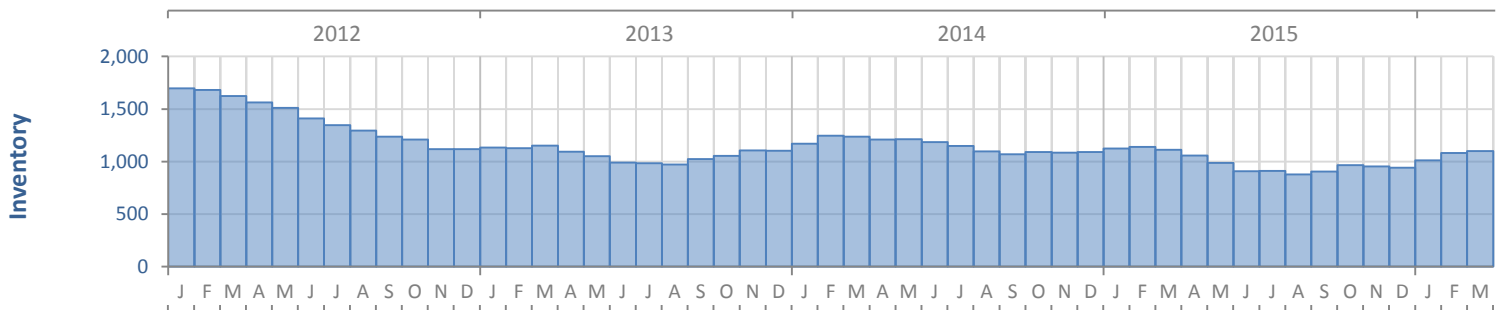


## Inventory (Active Listings)

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>1,100</b>	<b>-1.0%</b>
February 2016	1,081	-5.0%
January 2016	1,013	-9.9%
December 2015	942	-13.7%
November 2015	953	-12.2%
October 2015	966	-11.5%
September 2015	906	-15.2%
August 2015	879	-19.8%
July 2015	910	-20.7%
June 2015	908	-23.4%
May 2015	987	-18.5%
April 2015	1,056	-12.7%
March 2015	1,111	-10.1%

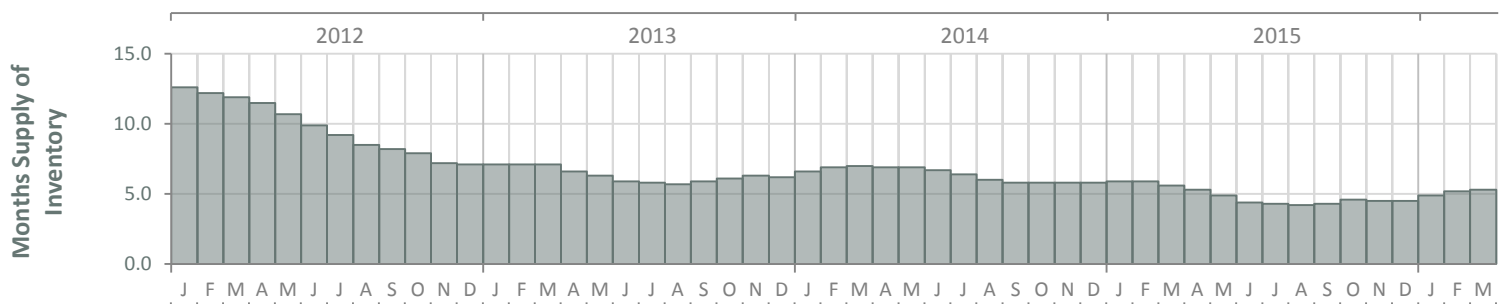


## Months Supply of Inventory

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>5.3</b>	<b>-5.4%</b>
February 2016	5.2	-11.9%
January 2016	4.9	-16.9%
December 2015	4.5	-22.4%
November 2015	4.5	-22.4%
October 2015	4.6	-20.7%
September 2015	4.3	-25.9%
August 2015	4.2	-30.0%
July 2015	4.3	-32.8%
June 2015	4.4	-34.3%
May 2015	4.9	-29.0%
April 2015	5.3	-23.2%
March 2015	5.6	-20.0%

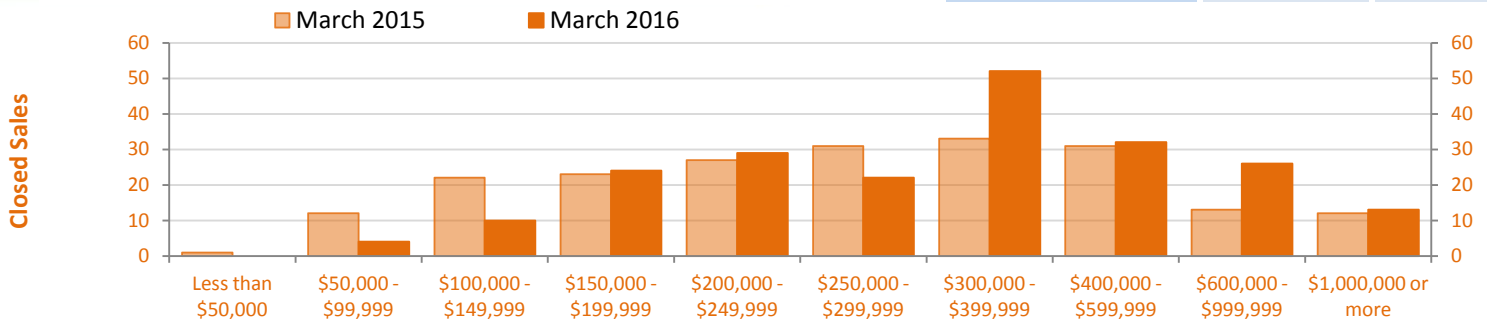


## Closed Sales by Sale Price

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	4	-66.7%
\$100,000 - \$149,999	10	-54.5%
\$150,000 - \$199,999	24	4.3%
\$200,000 - \$249,999	29	7.4%
\$250,000 - \$299,999	22	-29.0%
\$300,000 - \$399,999	52	57.6%
\$400,000 - \$599,999	32	3.2%
\$600,000 - \$999,999	26	100.0%
\$1,000,000 or more	13	8.3%

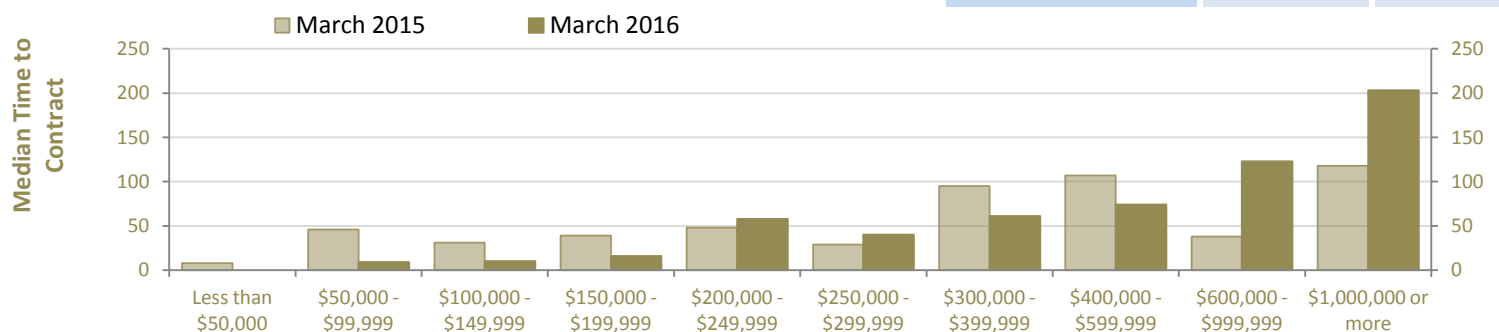


## Median Time to Contract by Sale Price

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	9 Days	-80.4%
\$100,000 - \$149,999	10 Days	-67.7%
\$150,000 - \$199,999	16 Days	-59.0%
\$200,000 - \$249,999	58 Days	20.8%
\$250,000 - \$299,999	40 Days	37.9%
\$300,000 - \$399,999	61 Days	-35.8%
\$400,000 - \$599,999	74 Days	-30.8%
\$600,000 - \$999,999	123 Days	223.7%
\$1,000,000 or more	203 Days	72.0%



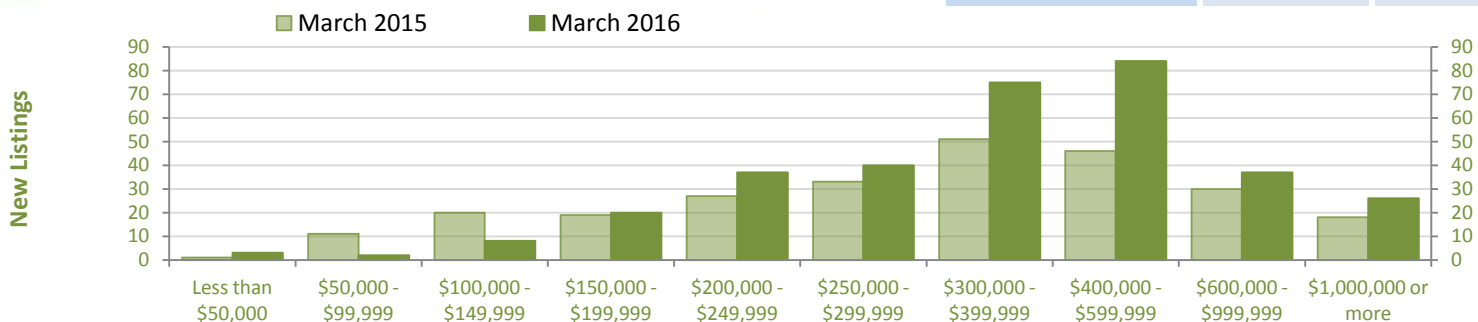


## New Listings by Initial Listing Price

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	200.0%
\$50,000 - \$99,999	2	-81.8%
\$100,000 - \$149,999	8	-60.0%
\$150,000 - \$199,999	20	5.3%
\$200,000 - \$249,999	37	37.0%
\$250,000 - \$299,999	40	21.2%
\$300,000 - \$399,999	75	47.1%
\$400,000 - \$599,999	84	82.6%
\$600,000 - \$999,999	37	23.3%
\$1,000,000 or more	26	44.4%

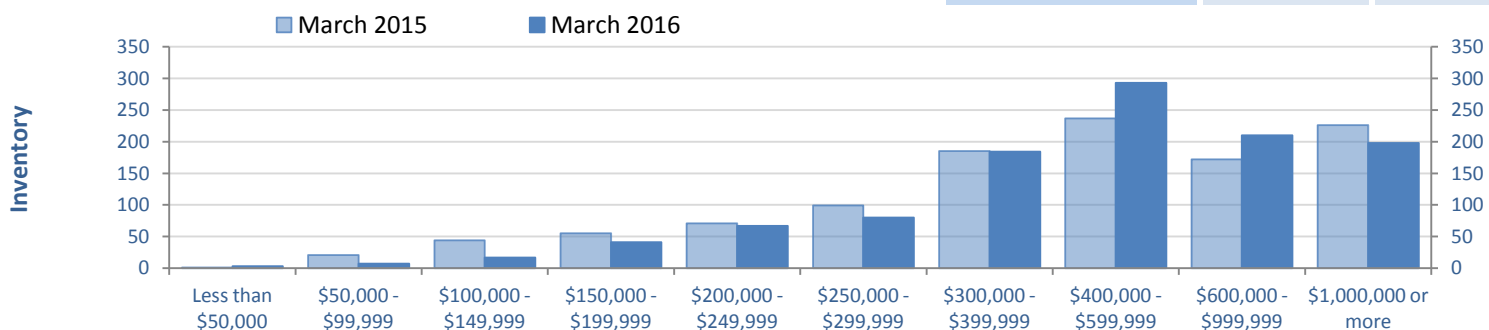


## Inventory by Current Listing Price

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.

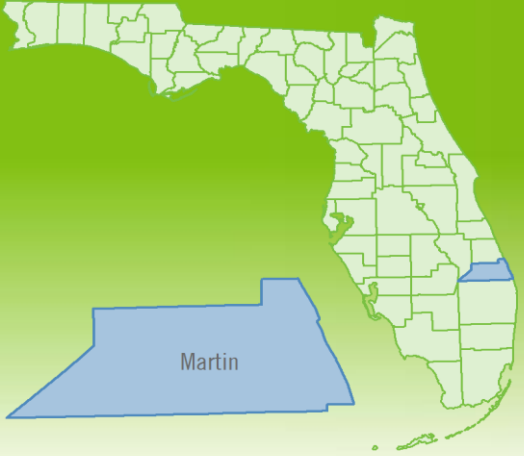
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	200.0%
\$50,000 - \$99,999	7	-66.7%
\$100,000 - \$149,999	17	-61.4%
\$150,000 - \$199,999	41	-25.5%
\$200,000 - \$249,999	67	-5.6%
\$250,000 - \$299,999	80	-19.2%
\$300,000 - \$399,999	184	-0.5%
\$400,000 - \$599,999	293	23.6%
\$600,000 - \$999,999	210	22.1%
\$1,000,000 or more	198	-12.4%



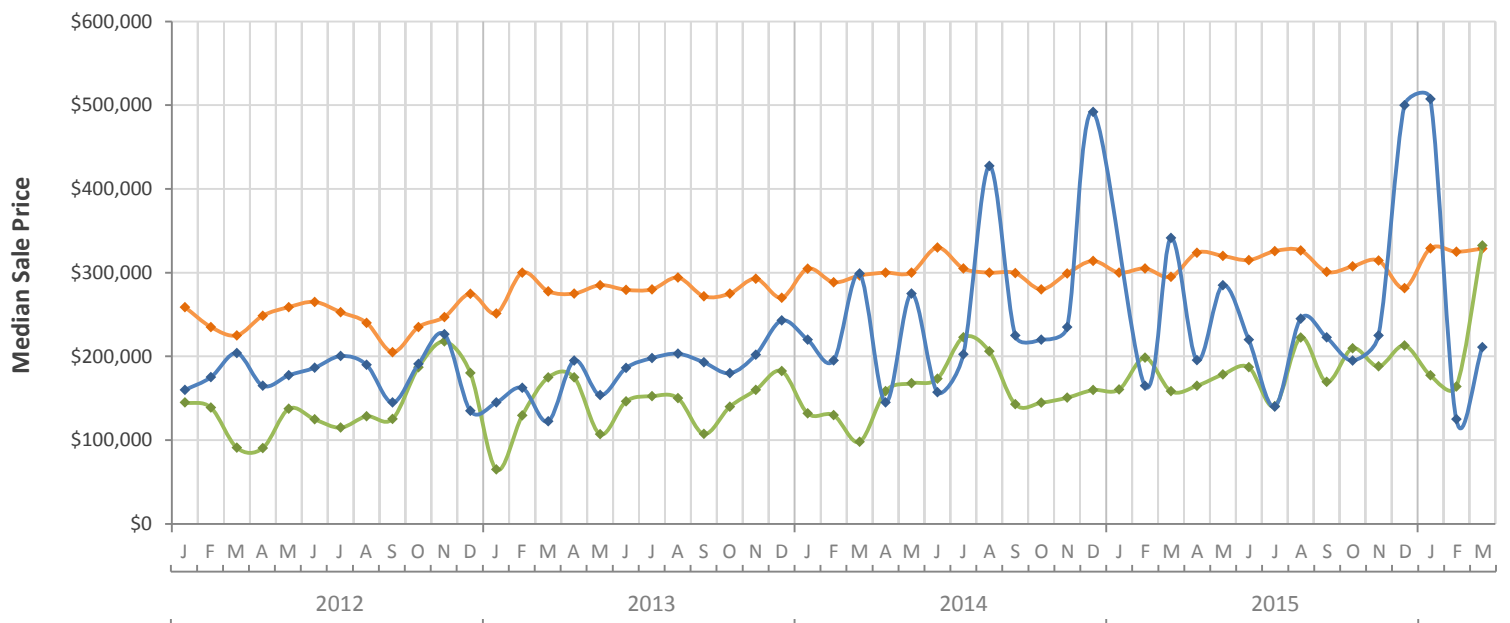
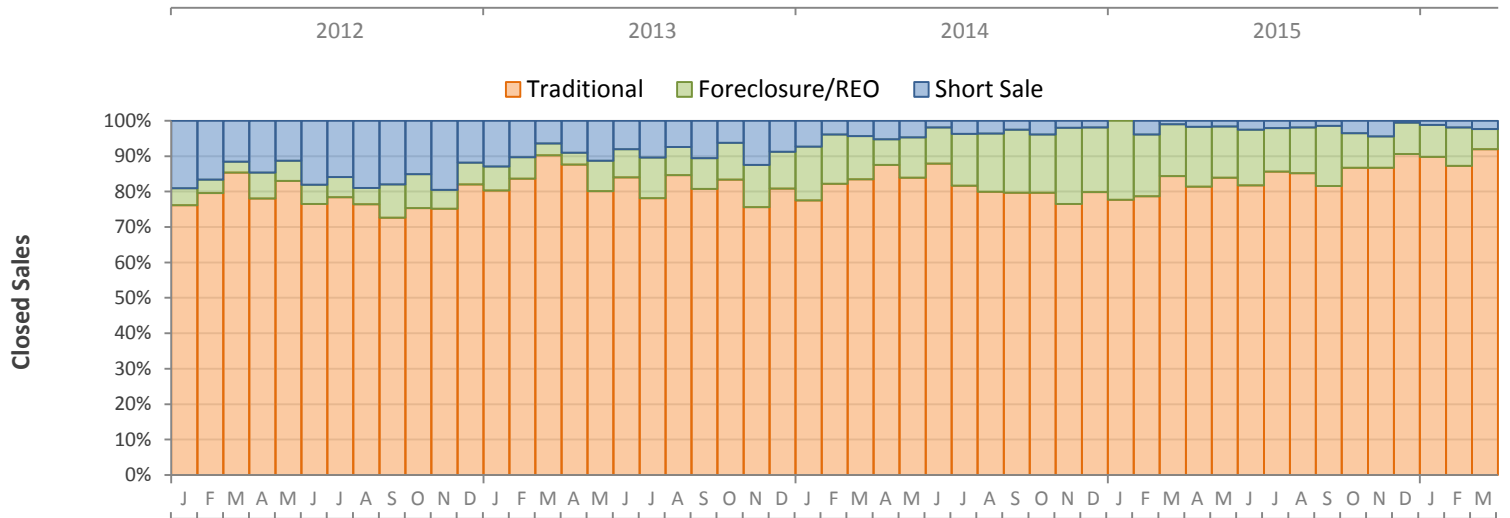
# Monthly Distressed Market - March 2016

## Single Family Homes

### Martin County



		March 2016	March 2015	Percent Change Year-over-Year
Traditional	Closed Sales	195	173	12.7%
	Median Sale Price	\$328,711	\$295,000	11.4%
Foreclosure/REO	Closed Sales	12	30	-60.0%
	Median Sale Price	\$332,500	\$158,500	109.8%
Short Sale	Closed Sales	5	2	150.0%
	Median Sale Price	\$211,000	\$341,500	-38.2%



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 Wednesday, April 20, 2016. Historical data revised on Friday, February 26, 2016. Dollar Volume revised on April 15, 2016. Next data release is Friday, May 20, 2016.