

Quarterly Market Detail - Q2 2016

Single Family Homes

St. Lucie County



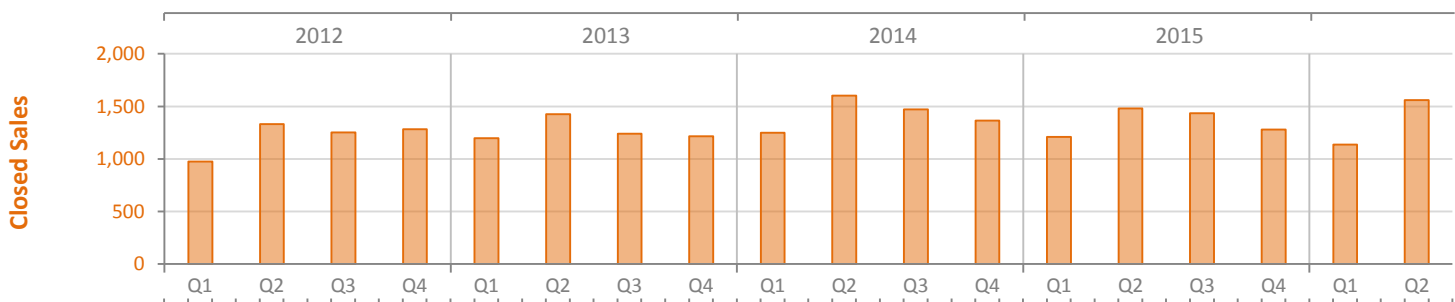
Summary Statistics	Q2 2016	Q2 2015	Percent Change Year-over-Year
Closed Sales	1,560	1,481	5.3%
Paid in Cash	443	543	-18.4%
Median Sale Price	\$179,250	\$155,000	15.6%
Average Sale Price	\$202,985	\$174,216	16.5%
Dollar Volume	\$316.7 Million	\$258.0 Million	22.7%
Median Percent of Original List Price Received	96.2%	95.7%	0.5%
Median Time to Contract	37 Days	39 Days	-5.1%
Median Time to Sale	84 Days	85 Days	-1.2%
New Pending Sales	1,824	1,724	5.8%
New Listings	1,810	1,772	2.1%
Pending Inventory	1,022	1,027	-0.5%
Inventory (Active Listings)	1,516	1,491	1.7%
Months Supply of Inventory	3.4	3.2	6.2%

Closed Sales

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Q2 2016	1,560	5.3%
Q1 2016	1,135	-6.1%
Q4 2015	1,279	-6.4%
Q3 2015	1,435	-2.4%
Q2 2015	1,481	-7.6%
Q1 2015	1,209	-3.2%
Q4 2014	1,366	12.3%
Q3 2014	1,471	18.5%
Q2 2014	1,603	12.4%
Q1 2014	1,249	4.4%
Q4 2013	1,216	-5.2%
Q3 2013	1,241	-1.0%
Q2 2013	1,426	7.1%

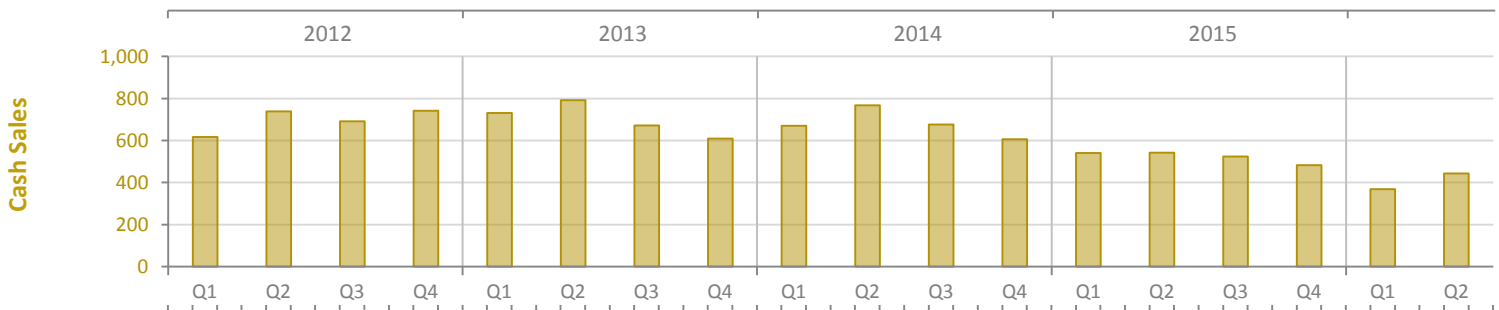


Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Q2 2016	443	-18.4%
Q1 2016	368	-32.0%
Q4 2015	483	-20.3%
Q3 2015	524	-22.6%
Q2 2015	543	-29.2%
Q1 2015	541	-19.3%
Q4 2014	606	-0.7%
Q3 2014	677	0.9%
Q2 2014	767	-3.2%
Q1 2014	670	-8.3%
Q4 2013	610	-17.7%
Q3 2013	671	-3.0%
Q2 2013	792	7.2%

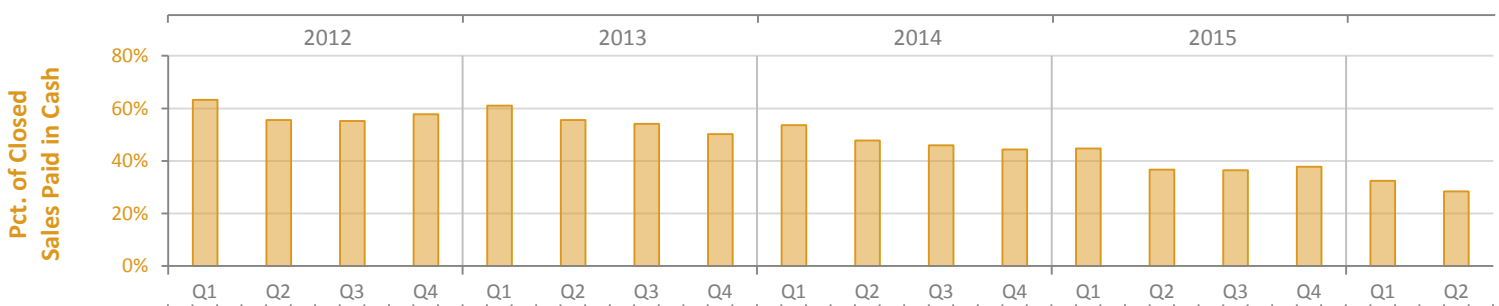


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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 quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Q2 2016	28.4%	-22.6%
Q1 2016	32.4%	-27.5%
Q4 2015	37.8%	-14.9%
Q3 2015	36.5%	-20.7%
Q2 2015	36.7%	-23.2%
Q1 2015	44.7%	-16.6%
Q4 2014	44.4%	-11.6%
Q3 2014	46.0%	-15.0%
Q2 2014	47.8%	-13.9%
Q1 2014	53.6%	-12.3%
Q4 2013	50.2%	-13.1%
Q3 2013	54.1%	-2.0%
Q2 2013	55.5%	0.0%

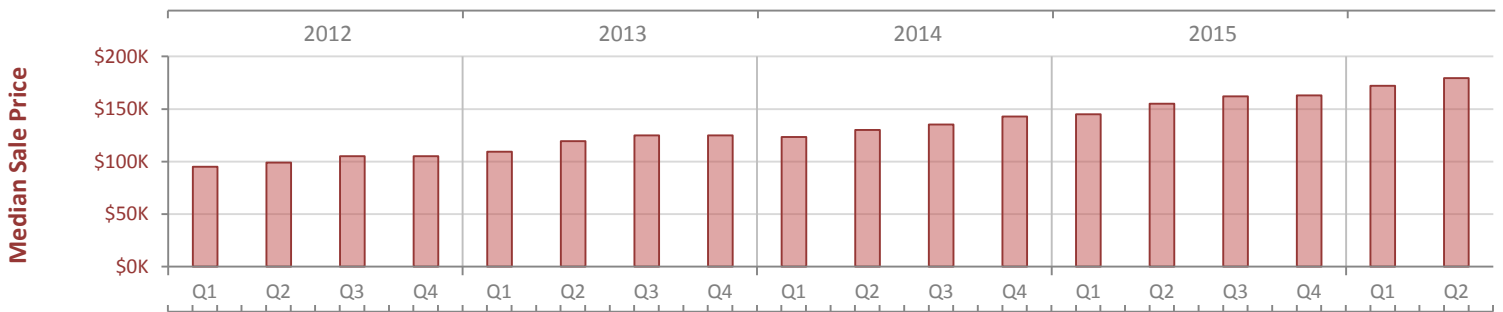


Median Sale Price

The median sale price reported for the quarter (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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Q2 2016	\$179,250	15.6%
Q1 2016	\$172,000	18.7%
Q4 2015	\$162,850	13.9%
Q3 2015	\$162,000	19.8%
Q2 2015	\$155,000	19.2%
Q1 2015	\$144,900	17.4%
Q4 2014	\$143,000	14.4%
Q3 2014	\$135,250	8.2%
Q2 2014	\$130,000	8.8%
Q1 2014	\$123,375	12.9%
Q4 2013	\$125,000	19.0%
Q3 2013	\$125,000	19.0%
Q2 2013	\$119,500	20.7%

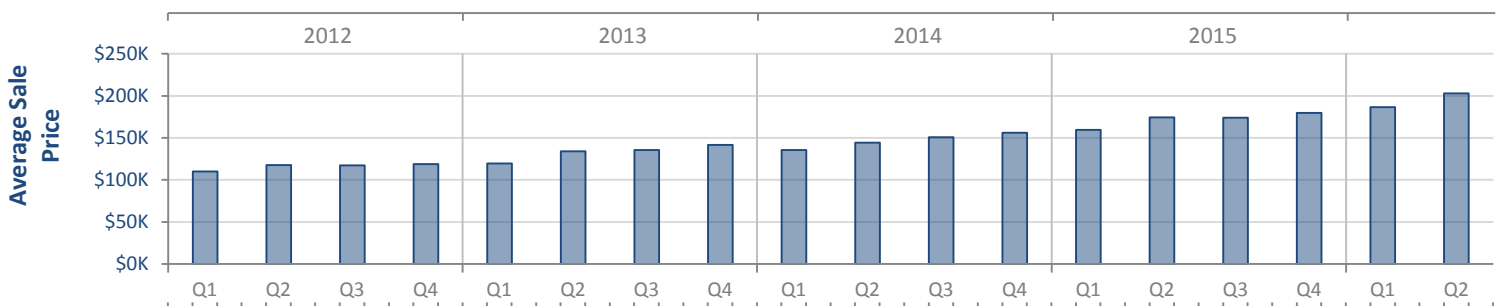


Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Q2 2016	\$202,985	16.5%
Q1 2016	\$186,629	16.9%
Q4 2015	\$179,847	15.1%
Q3 2015	\$174,185	15.5%
Q2 2015	\$174,216	20.6%
Q1 2015	\$159,605	17.7%
Q4 2014	\$156,198	10.4%
Q3 2014	\$150,819	11.3%
Q2 2014	\$144,398	7.9%
Q1 2014	\$135,619	13.3%
Q4 2013	\$141,525	19.1%
Q3 2013	\$135,470	15.6%
Q2 2013	\$133,868	13.9%

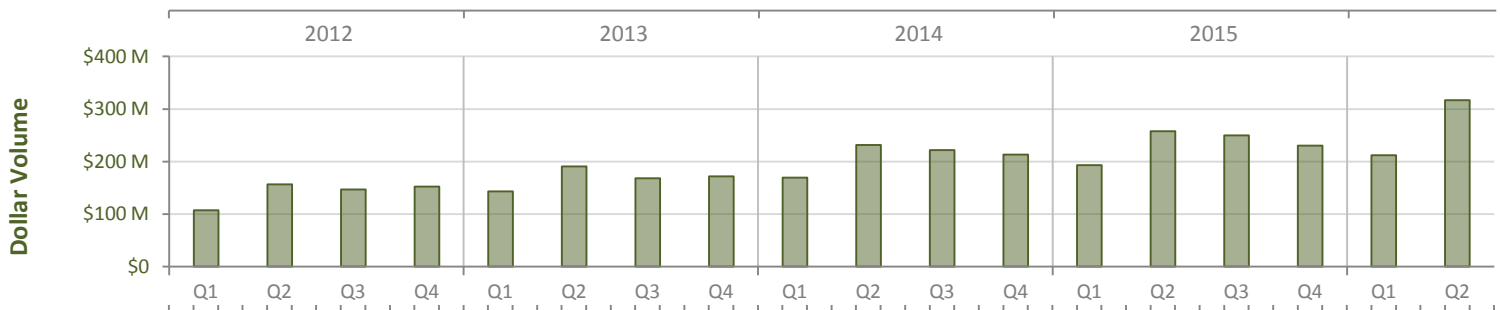


Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

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.

Quarter	Dollar Volume	Percent Change Year-over-Year
Q2 2016	\$316.7 Million	22.7%
Q1 2016	\$211.8 Million	9.8%
Q4 2015	\$230.0 Million	7.8%
Q3 2015	\$250.0 Million	12.7%
Q2 2015	\$258.0 Million	11.5%
Q1 2015	\$193.0 Million	13.9%
Q4 2014	\$213.4 Million	24.0%
Q3 2014	\$221.9 Million	32.0%
Q2 2014	\$231.5 Million	21.3%
Q1 2014	\$169.4 Million	18.3%
Q4 2013	\$172.1 Million	12.8%
Q3 2013	\$168.1 Million	14.5%
Q2 2013	\$190.9 Million	22.0%

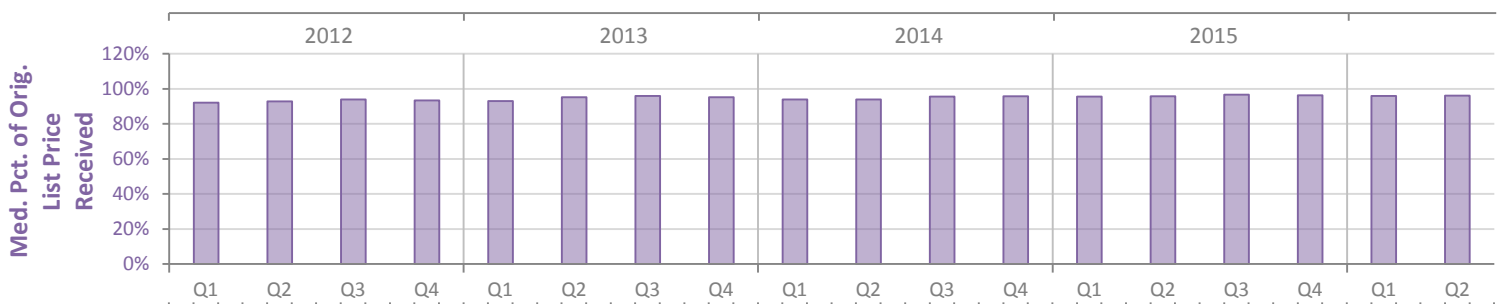


Median Percent of Original List Price Received

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

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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Q2 2016	96.2%	0.5%
Q1 2016	96.0%	0.4%
Q4 2015	96.4%	0.7%
Q3 2015	96.7%	1.3%
Q2 2015	95.7%	1.8%
Q1 2015	95.6%	1.8%
Q4 2014	95.7%	0.5%
Q3 2014	95.5%	-0.4%
Q2 2014	94.0%	-1.4%
Q1 2014	93.9%	1.0%
Q4 2013	95.2%	2.0%
Q3 2013	95.9%	2.1%
Q2 2013	95.3%	2.6%

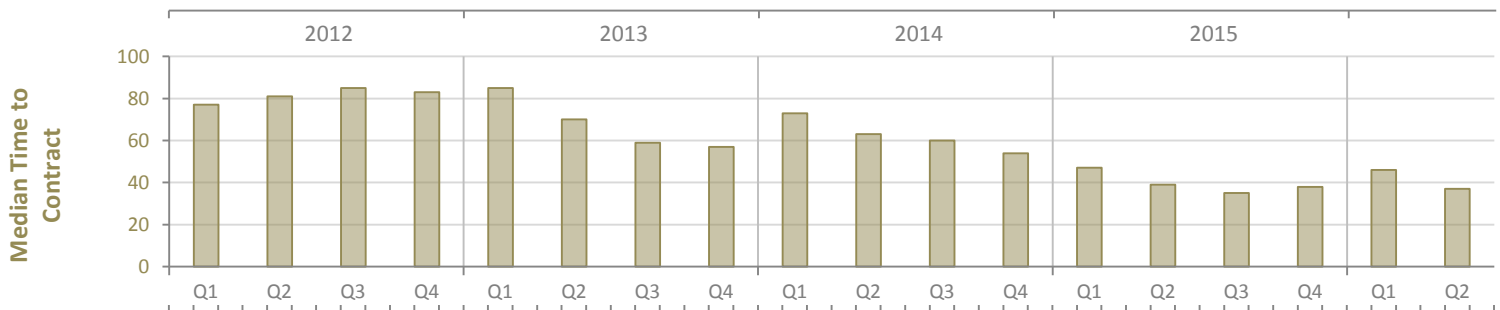


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Q2 2016	37 Days	-5.1%
Q1 2016	46 Days	-2.1%
Q4 2015	38 Days	-29.6%
Q3 2015	35 Days	-41.7%
Q2 2015	39 Days	-38.1%
Q1 2015	47 Days	-35.6%
Q4 2014	54 Days	-5.3%
Q3 2014	60 Days	1.7%
Q2 2014	63 Days	-10.0%
Q1 2014	73 Days	-14.1%
Q4 2013	57 Days	-31.3%
Q3 2013	59 Days	-30.6%
Q2 2013	70 Days	-13.6%

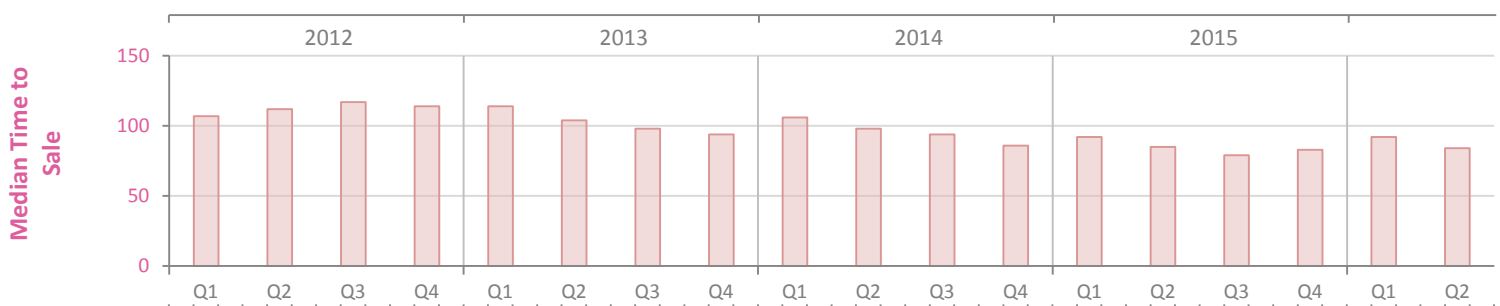


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

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 quarter was on the market. That is, 50% of homes selling this quarter 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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Q2 2016	84 Days	-1.2%
Q1 2016	92 Days	0.0%
Q4 2015	83 Days	-3.5%
Q3 2015	79 Days	-16.0%
Q2 2015	85 Days	-13.3%
Q1 2015	92 Days	-13.2%
Q4 2014	86 Days	-8.5%
Q3 2014	94 Days	-4.1%
Q2 2014	98 Days	-5.8%
Q1 2014	106 Days	-7.0%
Q4 2013	94 Days	-17.5%
Q3 2013	98 Days	-16.2%
Q2 2013	104 Days	-7.1%

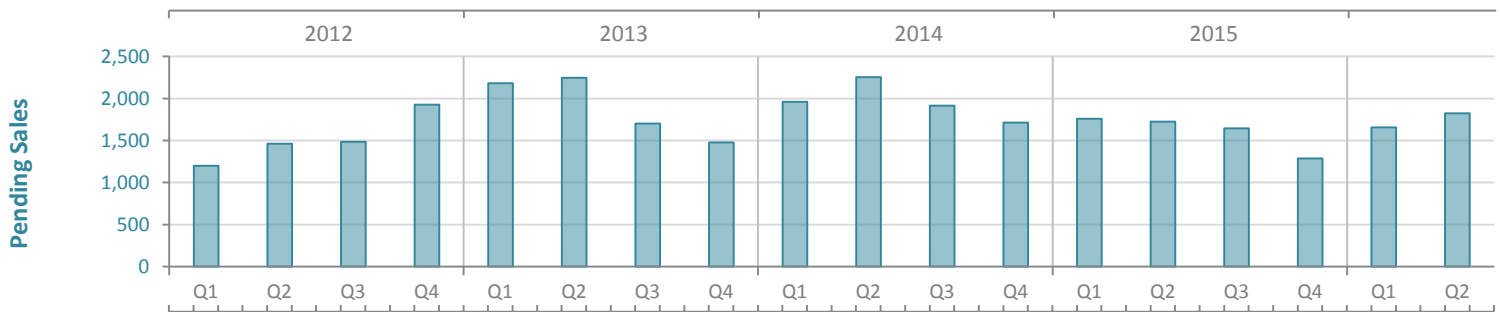


New Pending Sales

The number of listed properties that went under contract during the quarter

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Q2 2016	1,824	5.8%
Q1 2016	1,657	-5.8%
Q4 2015	1,286	-25.0%
Q3 2015	1,646	-14.1%
Q2 2015	1,724	-23.4%
Q1 2015	1,759	-10.3%
Q4 2014	1,715	16.0%
Q3 2014	1,917	12.6%
Q2 2014	2,252	0.3%
Q1 2014	1,960	-10.1%
Q4 2013	1,478	-23.2%
Q3 2013	1,702	14.7%
Q2 2013	2,246	53.4%

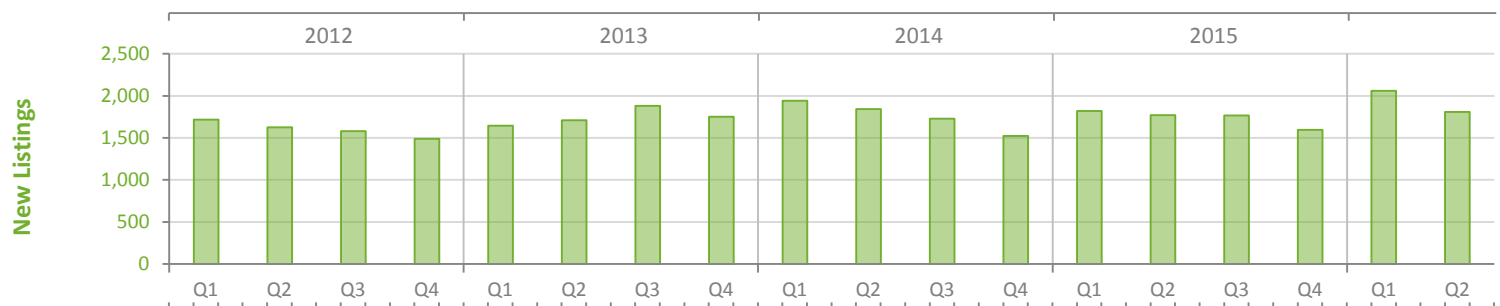


New Listings

The number of properties put onto the market during the quarter

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.

Quarter	New Listings	Percent Change Year-over-Year
Q2 2016	1,810	2.1%
Q1 2016	2,059	13.1%
Q4 2015	1,595	4.6%
Q3 2015	1,766	2.1%
Q2 2015	1,772	-3.7%
Q1 2015	1,820	-6.2%
Q4 2014	1,525	-13.0%
Q3 2014	1,729	-8.0%
Q2 2014	1,841	7.6%
Q1 2014	1,940	17.9%
Q4 2013	1,752	17.6%
Q3 2013	1,879	18.8%
Q2 2013	1,711	5.3%

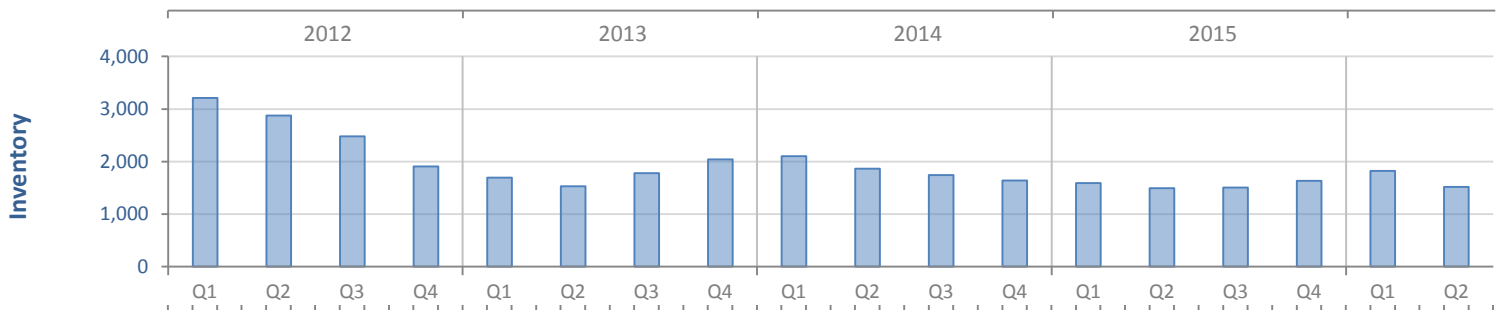


Inventory (Active Listings)

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

Economists' note: There are a number of ways to define and calculate Inventory. Here, we simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter 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.

Quarter	Inventory	Percent Change Year-over-Year
Q2 2016	1,516	1.7%
Q1 2016	1,822	14.5%
Q4 2015	1,632	-0.4%
Q3 2015	1,505	-13.7%
Q2 2015	1,491	-20.0%
Q1 2015	1,591	-24.3%
Q4 2014	1,639	-19.6%
Q3 2014	1,743	-2.1%
Q2 2014	1,864	21.8%
Q1 2014	2,102	24.1%
Q4 2013	2,039	7.0%
Q3 2013	1,781	-28.2%
Q2 2013	1,531	-46.7%

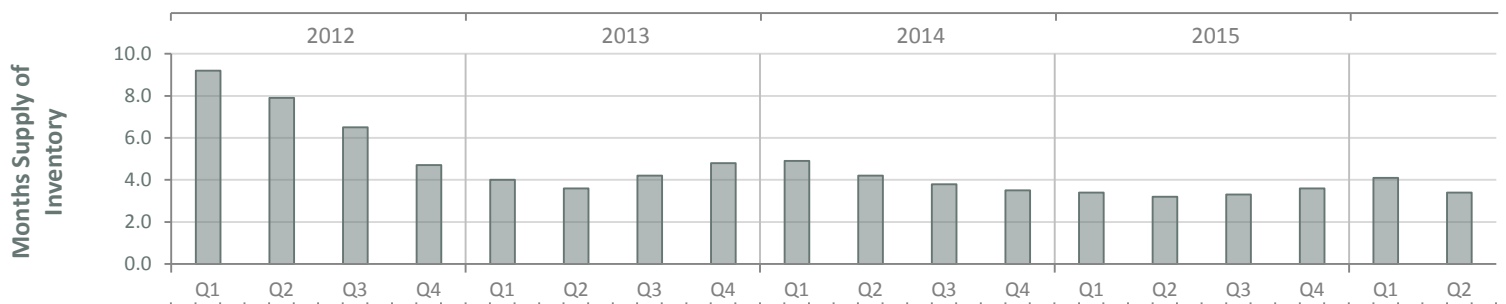


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
Q2 2016	3.4	6.2%
Q1 2016	4.1	20.6%
Q4 2015	3.6	2.9%
Q3 2015	3.3	-13.2%
Q2 2015	3.2	-23.8%
Q1 2015	3.4	-30.6%
Q4 2014	3.5	-27.1%
Q3 2014	3.8	-9.5%
Q2 2014	4.2	16.7%
Q1 2014	4.9	22.5%
Q4 2013	4.8	2.1%
Q3 2013	4.2	-35.4%
Q2 2013	3.6	-54.4%

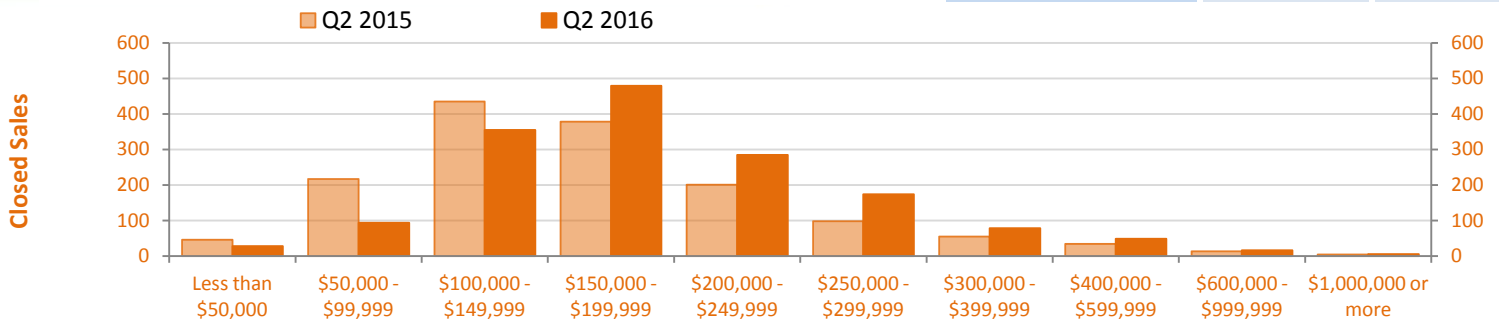


Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

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 quarter's sales to the amount of sales in the same month in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	28	-39.1%
\$50,000 - \$99,999	93	-57.1%
\$100,000 - \$149,999	355	-18.4%
\$150,000 - \$199,999	479	26.7%
\$200,000 - \$249,999	284	41.3%
\$250,000 - \$299,999	174	77.6%
\$300,000 - \$399,999	78	41.8%
\$400,000 - \$599,999	48	41.2%
\$600,000 - \$999,999	16	23.1%
\$1,000,000 or more	5	25.0%

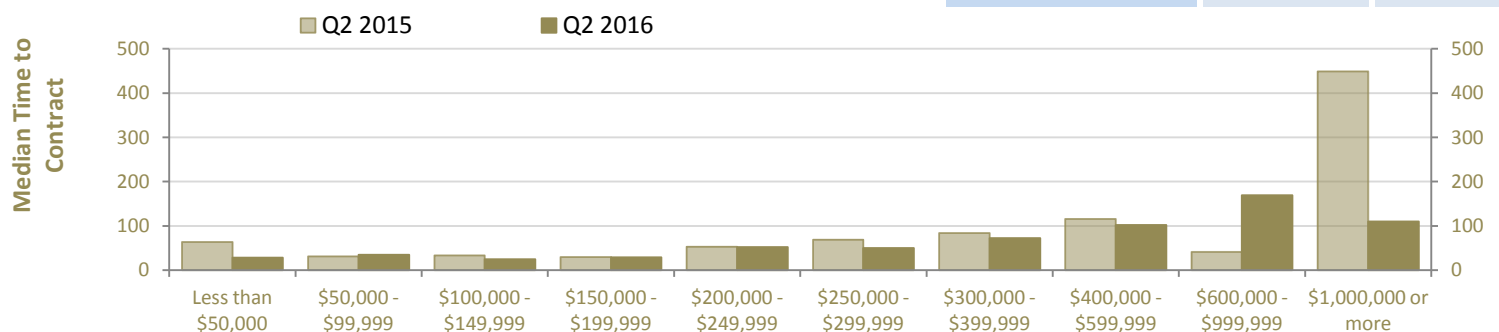


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

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 quarter. 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	28 Days	-56.3%
\$50,000 - \$99,999	35 Days	12.9%
\$100,000 - \$149,999	25 Days	-24.2%
\$150,000 - \$199,999	29 Days	-3.3%
\$200,000 - \$249,999	52 Days	-1.9%
\$250,000 - \$299,999	50 Days	-27.5%
\$300,000 - \$399,999	72 Days	-14.3%
\$400,000 - \$599,999	102 Days	-12.1%
\$600,000 - \$999,999	169 Days	312.2%
\$1,000,000 or more	110 Days	-75.5%

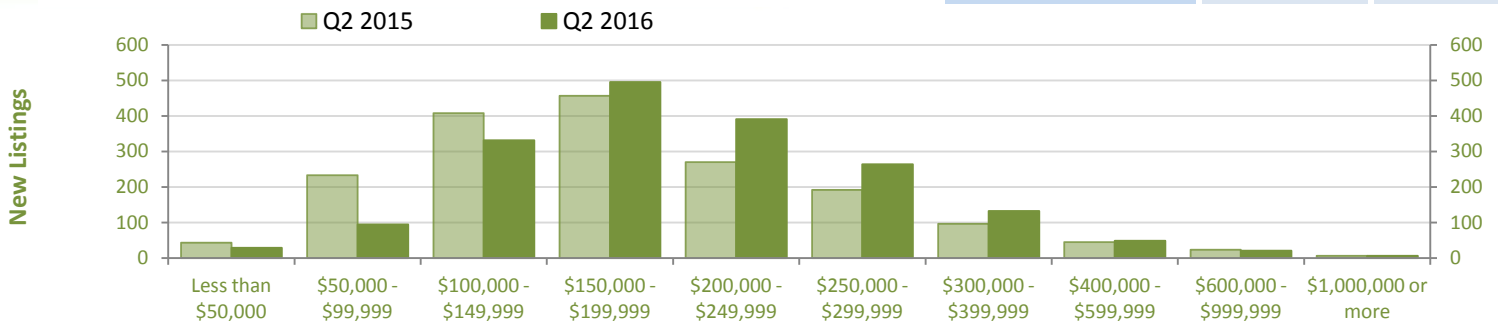


New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

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	29	-32.6%
\$50,000 - \$99,999	94	-59.7%
\$100,000 - \$149,999	331	-18.9%
\$150,000 - \$199,999	495	8.6%
\$200,000 - \$249,999	391	44.8%
\$250,000 - \$299,999	264	37.5%
\$300,000 - \$399,999	132	37.5%
\$400,000 - \$599,999	48	6.7%
\$600,000 - \$999,999	20	-13.0%
\$1,000,000 or more	6	0.0%

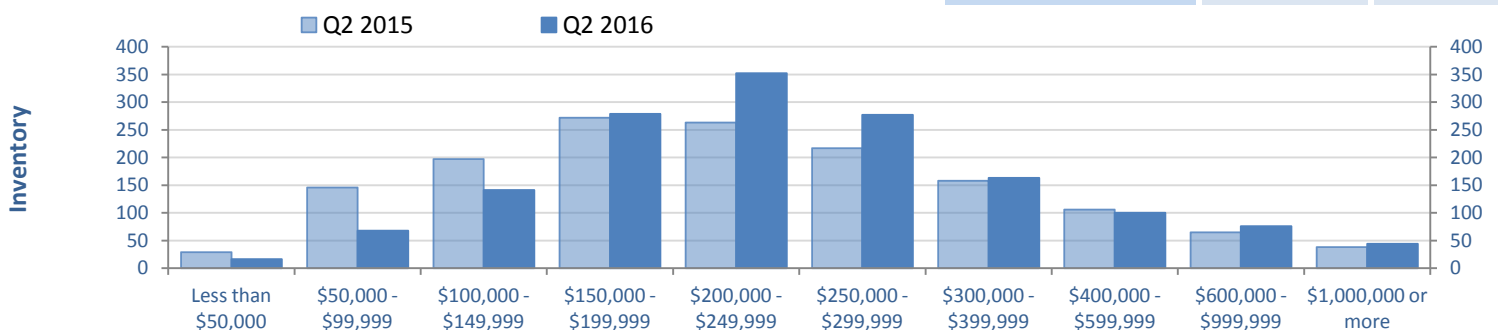


Inventory by Current Listing Price

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

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 quarter, and hold this number to compare with the same quarter 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	16	-44.8%
\$50,000 - \$99,999	68	-53.4%
\$100,000 - \$149,999	141	-28.4%
\$150,000 - \$199,999	279	2.6%
\$200,000 - \$249,999	352	33.8%
\$250,000 - \$299,999	277	27.6%
\$300,000 - \$399,999	163	3.2%
\$400,000 - \$599,999	100	-5.7%
\$600,000 - \$999,999	76	16.9%
\$1,000,000 or more	44	15.8%



Quarterly Distressed Market - Q2 2016

Single Family Homes

St. Lucie County



		Q2 2016	Q2 2015	Percent Change Year-over-Year
Traditional	Closed Sales	1,385	1,141	21.4%
	Median Sale Price	\$184,000	\$165,000	11.5%
Foreclosure/REO	Closed Sales	148	287	-48.4%
	Median Sale Price	\$141,662	\$119,900	18.2%
Short Sale	Closed Sales	27	53	-49.1%
	Median Sale Price	\$177,000	\$137,692	28.5%

