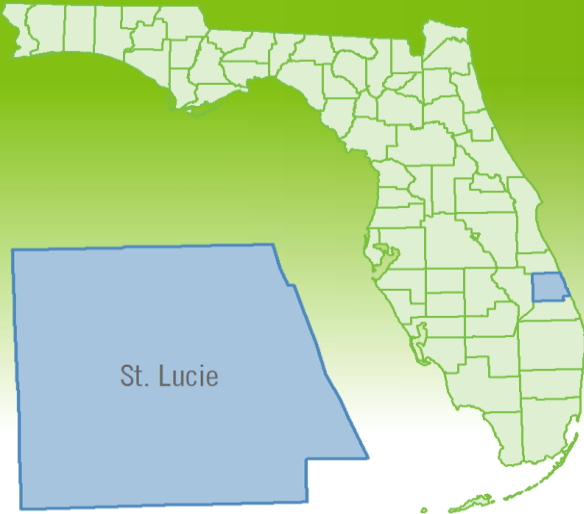


# Monthly Market Detail - January 2016

## Single Family Homes

### St. Lucie County



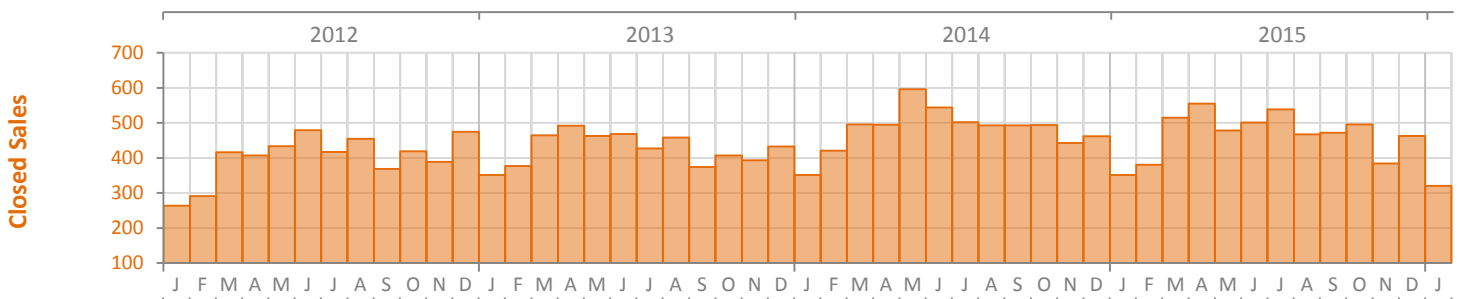
Summary Statistics	January 2016	January 2015	Percent Change Year-over-Year
Closed Sales	320	351	-8.8%
Paid in Cash	105	160	-34.4%
New Pending Sales	483	578	-16.4%
New Listings	817	798	2.4%
Median Sale Price	\$172,000	\$141,900	21.2%
Average Sale Price	\$182,155	\$151,357	20.3%
Median Days on Market	34	36	-5.6%
Average Percent of Original List Price Received	94.7%	94.9%	-0.2%
Pending Inventory	829	954	-13.1%
Inventory (Active Listings)	1,935	1,843	5.0%
Months Supply of Inventory	4.2	3.8	9.1%

## 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 using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Month	Closed Sales	Percent Change Year-over-Year
<b>January 2016</b>	<b>320</b>	<b>-8.8%</b>
December 2015	463	0.2%
November 2015	384	-13.3%
October 2015	496	0.4%
September 2015	472	-4.3%
August 2015	467	-5.3%
July 2015	539	7.4%
June 2015	501	-7.9%
May 2015	478	-19.8%
April 2015	555	12.1%
March 2015	515	3.8%
February 2015	381	-9.5%
January 2015	351	0.0%

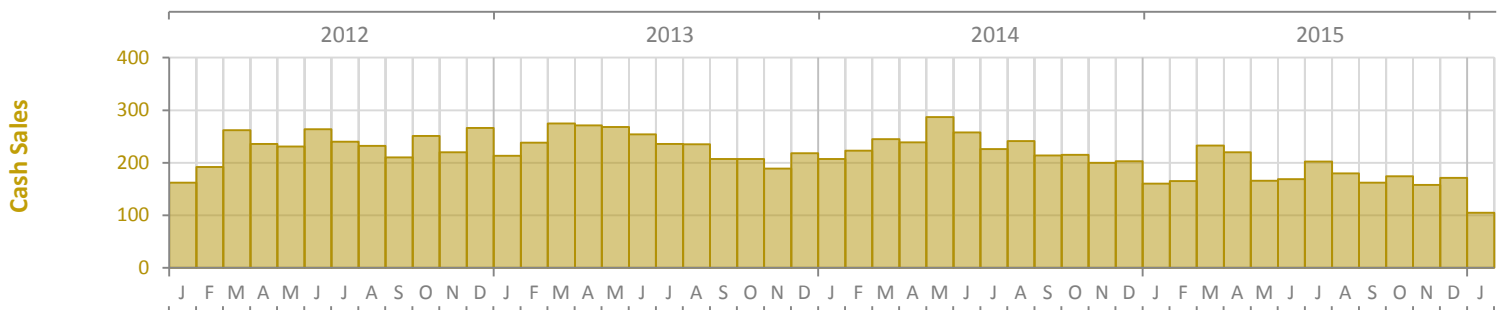


## Cash Sales

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>January 2016</b>	<b>105</b>	<b>-34.4%</b>
December 2015	171	-15.8%
November 2015	158	-21.0%
October 2015	174	-19.1%
September 2015	162	-24.3%
August 2015	180	-25.3%
July 2015	202	-10.6%
June 2015	169	-34.5%
May 2015	166	-42.2%
April 2015	220	-7.9%
March 2015	233	-4.9%
February 2015	165	-26.0%
January 2015	160	-22.7%

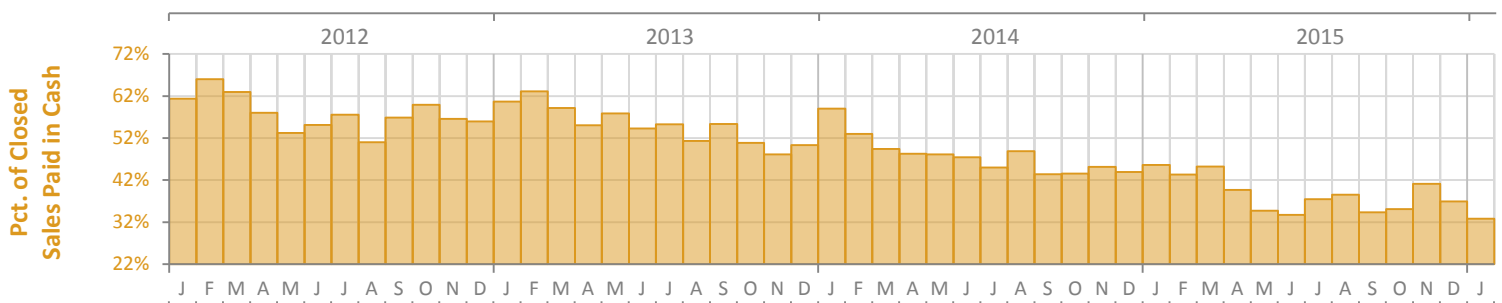


## Cash Sales as a Percentage of Closed Sales

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>January 2016</b>	<b>32.8%</b>	<b>-28.0%</b>
December 2015	36.9%	-15.9%
November 2015	41.1%	-8.9%
October 2015	35.1%	-19.4%
September 2015	34.3%	-20.9%
August 2015	38.5%	-21.2%
July 2015	37.5%	-16.8%
June 2015	33.7%	-28.9%
May 2015	34.7%	-27.9%
April 2015	39.6%	-17.9%
March 2015	45.2%	-8.4%
February 2015	43.3%	-18.2%
January 2015	45.6%	-22.7%

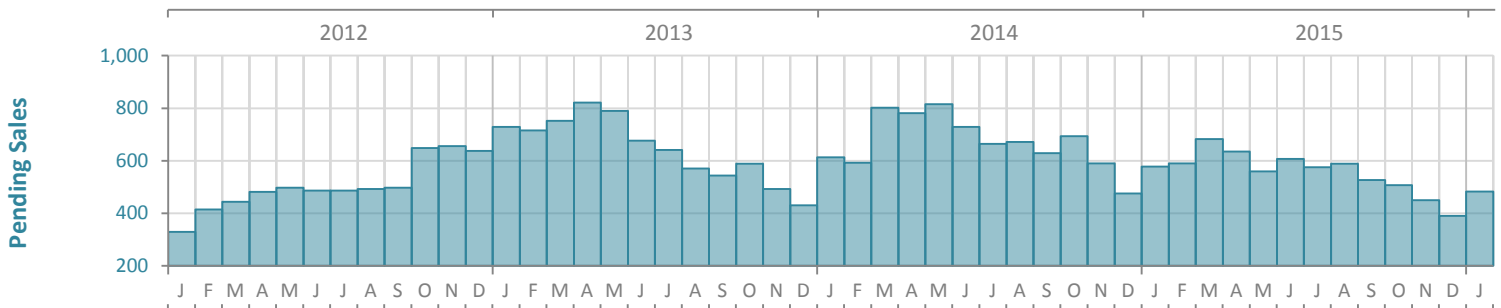


## New Pending Sales

The number of property listings that went from "Active" to "Pending" status 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
January 2016	483	-16.4%
December 2015	390	-17.9%
November 2015	450	-23.7%
October 2015	507	-26.8%
September 2015	527	-16.2%
August 2015	589	-12.2%
July 2015	575	-13.4%
June 2015	607	-16.7%
May 2015	560	-31.3%
April 2015	635	-18.7%
March 2015	682	-15.0%
February 2015	590	-0.5%
January 2015	578	-5.7%

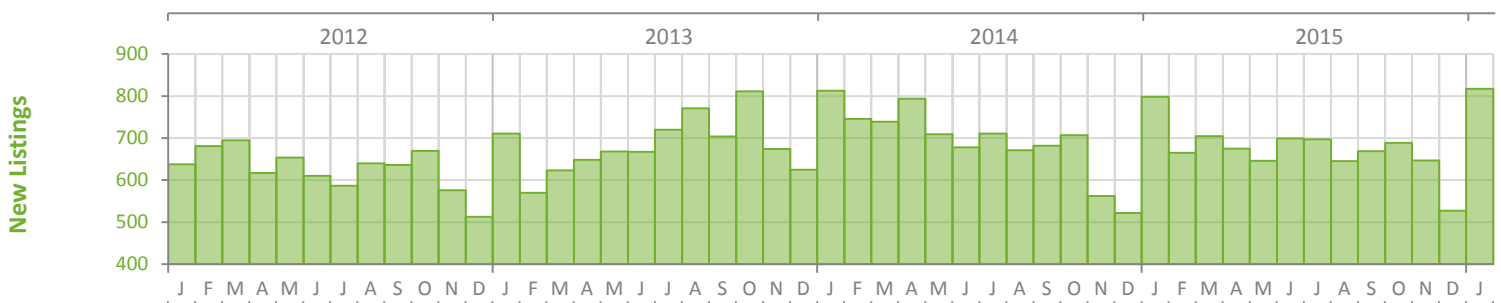


## New Listings

The number of properties put onto the market during the month

**Economists' note:** In a recovering market, we expect that new listings will eventually rise as sellers raise their estimations of value. But this increase will take place only after the market has turned up, so New Listings are a *lagging* indicator of the health of the market. Also be aware of properties which have been withdrawn from the market and then relisted. These are not really New Listings.

Month	New Listings	Percent Change Year-over-Year
January 2016	817	2.4%
December 2015	527	1.0%
November 2015	647	15.1%
October 2015	689	-2.5%
September 2015	669	-1.9%
August 2015	645	-3.9%
July 2015	697	-2.0%
June 2015	699	3.1%
May 2015	646	-8.9%
April 2015	675	-15.0%
March 2015	705	-4.6%
February 2015	665	-10.9%
January 2015	798	-1.8%

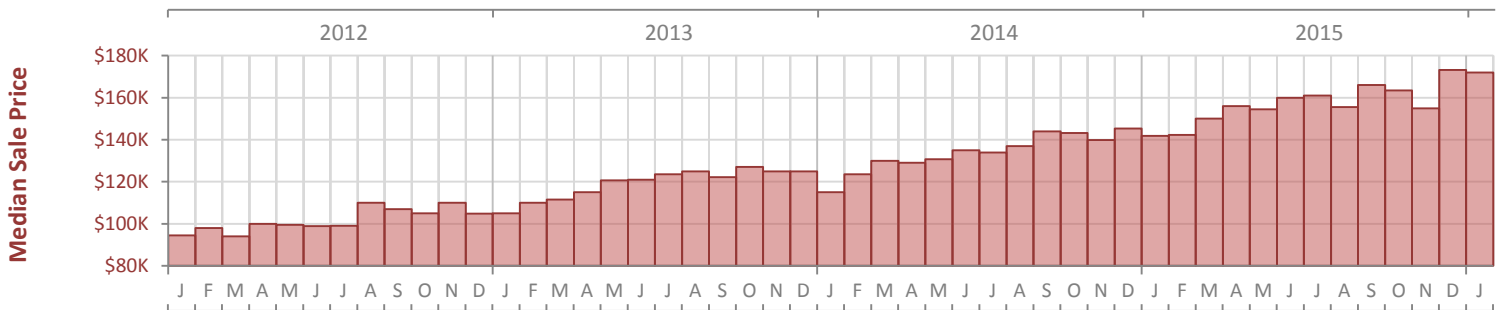


## Median Sale Price

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.

Month	Median Sale Price	Percent Change Year-over-Year
January 2016	\$172,000	21.2%
December 2015	\$173,250	19.2%
November 2015	\$155,000	10.8%
October 2015	\$163,500	14.1%
September 2015	\$166,000	15.3%
August 2015	\$155,500	13.5%
July 2015	\$161,000	20.1%
June 2015	\$160,000	18.6%
May 2015	\$154,500	18.2%
April 2015	\$156,000	20.9%
March 2015	\$150,000	15.4%
February 2015	\$142,250	15.2%
January 2015	\$141,900	23.4%

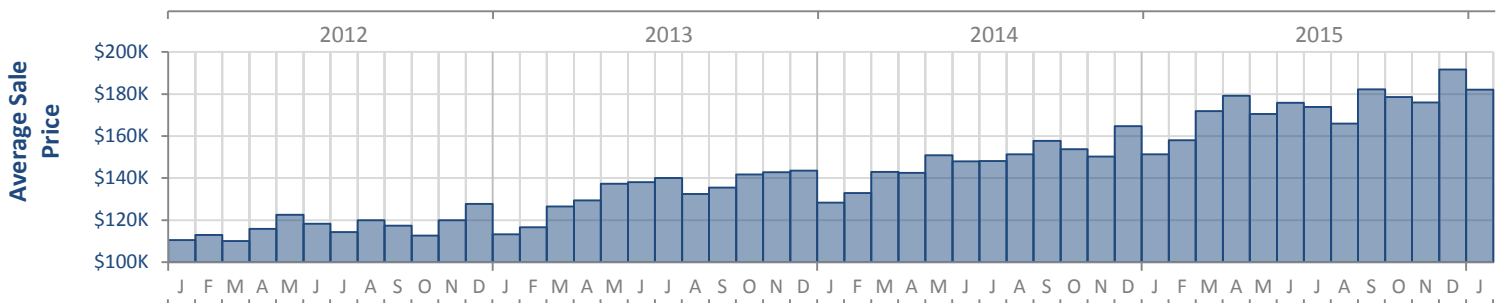


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** As noted above, 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
January 2016	\$182,155	20.3%
December 2015	\$191,722	16.4%
November 2015	\$176,050	17.2%
October 2015	\$178,595	16.1%
September 2015	\$182,304	15.6%
August 2015	\$165,992	9.7%
July 2015	\$173,820	17.3%
June 2015	\$175,875	18.9%
May 2015	\$170,562	13.1%
April 2015	\$179,252	25.8%
March 2015	\$171,944	20.3%
February 2015	\$158,015	18.9%
January 2015	\$151,357	17.9%

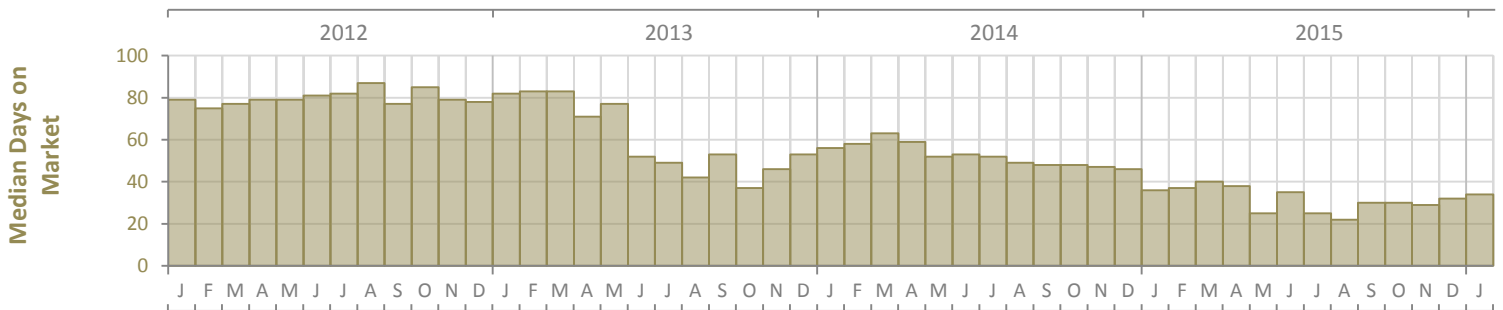


## Median Days on Market

The median number of days that properties sold during the month were on the market

**Economists' note:** Median Days on Market 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. We use the median rather than the average because the median is not particularly sensitive to sales of homes that took an unusually large amount of time to sell relative to the vast majority of homes in the market.

Month	Median Days on Market	Percent Change Year-over-Year
January 2016	34	-5.6%
December 2015	32	-30.4%
November 2015	29	-38.3%
October 2015	30	-37.5%
September 2015	30	-37.5%
August 2015	22	-55.1%
July 2015	25	-51.9%
June 2015	35	-34.0%
May 2015	25	-51.9%
April 2015	38	-35.6%
March 2015	40	-36.5%
February 2015	37	-36.2%
January 2015	36	-35.7%

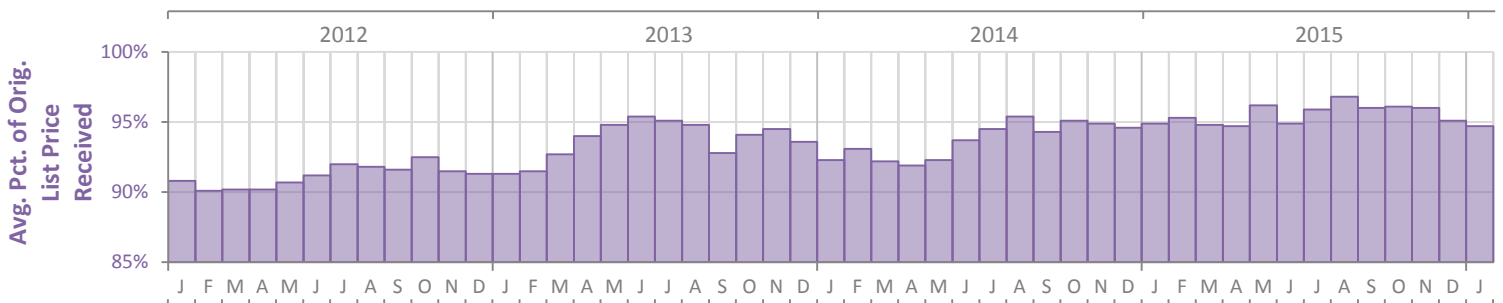


## Average Percent of Original List Price Received

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

**Economists' note:** The Average Percent of Original List Price Received is an indicator of market conditions, in that in a recovering market, the measure 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 that has shifted from down to up, and is another *lagging* indicator.

Month	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
January 2016	94.7%	-0.2%
December 2015	95.1%	0.5%
November 2015	96.0%	1.2%
October 2015	96.1%	1.1%
September 2015	96.0%	1.8%
August 2015	96.8%	1.5%
July 2015	95.9%	1.5%
June 2015	94.9%	1.3%
May 2015	96.2%	4.2%
April 2015	94.7%	3.0%
March 2015	94.8%	2.8%
February 2015	95.3%	2.4%
January 2015	94.9%	2.8%



## Inventory (Active Listings)

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

**Economists' note:** There are a number of ways to calculate Inventory, so these numbers may not match up to others you see in your market. We calculate Inventory by counting 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.

Month	Inventory	Percent Change Year-over-Year
<b>January 2016</b>	<b>1,935</b>	<b>5.0%</b>
December 2015	1,754	0.3%
November 2015	1,750	-2.5%
October 2015	1,675	-8.6%
September 2015	1,598	-14.2%
August 2015	1,559	-17.3%
July 2015	1,594	-16.7%
June 2015	1,572	-20.4%
May 2015	1,590	-21.9%
April 2015	1,670	-23.4%
March 2015	1,733	-22.4%
February 2015	1,827	-21.3%
January 2015	1,843	-14.3%

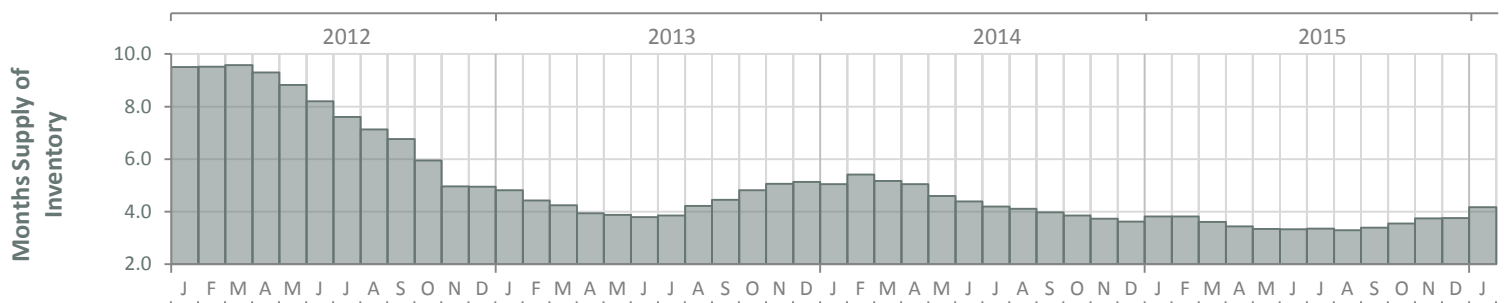


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** This is an indicator of the state of the market, whether it is a buyers' market or a sellers' market. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 Months of Inventory. Higher numbers indicate a buyers' market, lower numbers a sellers' market.

Month	Months Supply	Percent Change Year-over-Year
<b>January 2016</b>	<b>4.2</b>	<b>9.1%</b>
December 2015	3.8	3.7%
November 2015	3.7	0.3%
October 2015	3.6	-7.7%
September 2015	3.4	-14.7%
August 2015	3.3	-19.8%
July 2015	3.4	-20.1%
June 2015	3.3	-24.2%
May 2015	3.3	-27.2%
April 2015	3.4	-31.8%
March 2015	3.6	-30.3%
February 2015	3.8	-29.5%
January 2015	3.8	-24.4%





# Monthly Market Detail - January 2016

## Single Family Homes

### St. Lucie County

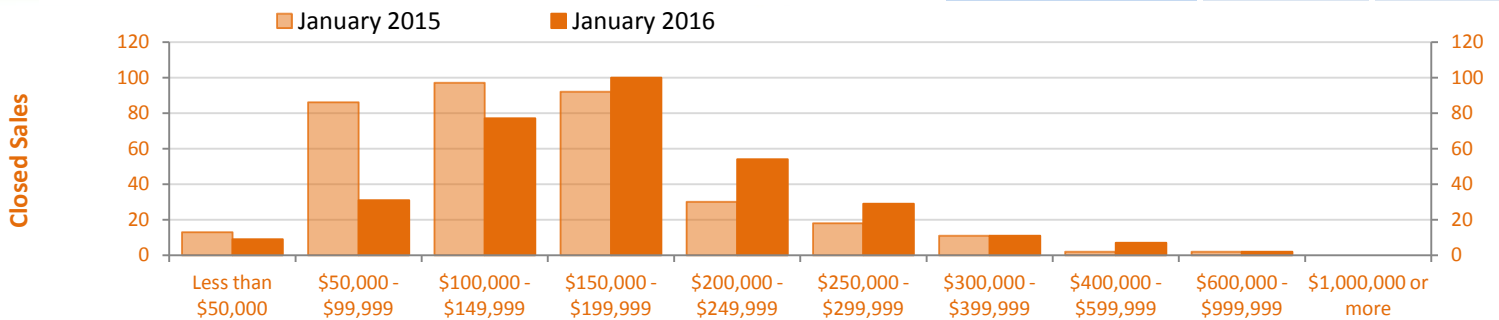


## Closed Sales by Sale Price

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 using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	9	-30.8%
\$50,000 - \$99,999	31	-64.0%
\$100,000 - \$149,999	77	-20.6%
\$150,000 - \$199,999	100	8.7%
\$200,000 - \$249,999	54	80.0%
\$250,000 - \$299,999	29	61.1%
\$300,000 - \$399,999	11	0.0%
\$400,000 - \$599,999	7	250.0%
\$600,000 - \$999,999	2	0.0%
\$1,000,000 or more	0	N/A

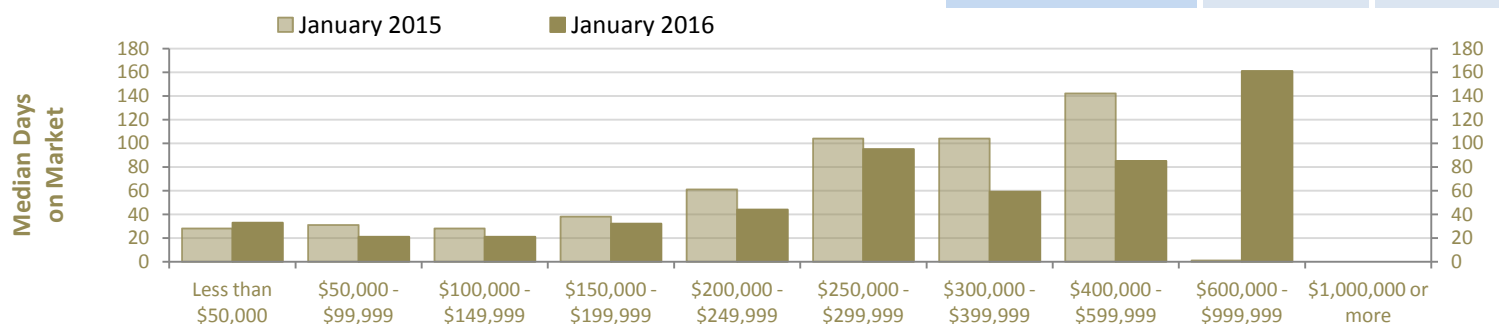


## Median Days on Market by Sale Price

The median number of days that properties sold during the month were on the market

**Economists' note:** Median Days on Market 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. We use the median rather than the average because the median is not particularly sensitive to sales of homes that took an unusually large amount of time to sell relative to the vast majority of homes in the market.

Sale Price	Median Days on Market	Percent Change Year-over-Year
Less than \$50,000	33	17.9%
\$50,000 - \$99,999	21	-32.3%
\$100,000 - \$149,999	21	-25.0%
\$150,000 - \$199,999	32	-15.8%
\$200,000 - \$249,999	44	-27.9%
\$250,000 - \$299,999	95	-8.7%
\$300,000 - \$399,999	59	-43.3%
\$400,000 - \$599,999	85	-40.1%
\$600,000 - \$999,999	161	16000.0%
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - January 2016

## Single Family Homes

### St. Lucie County

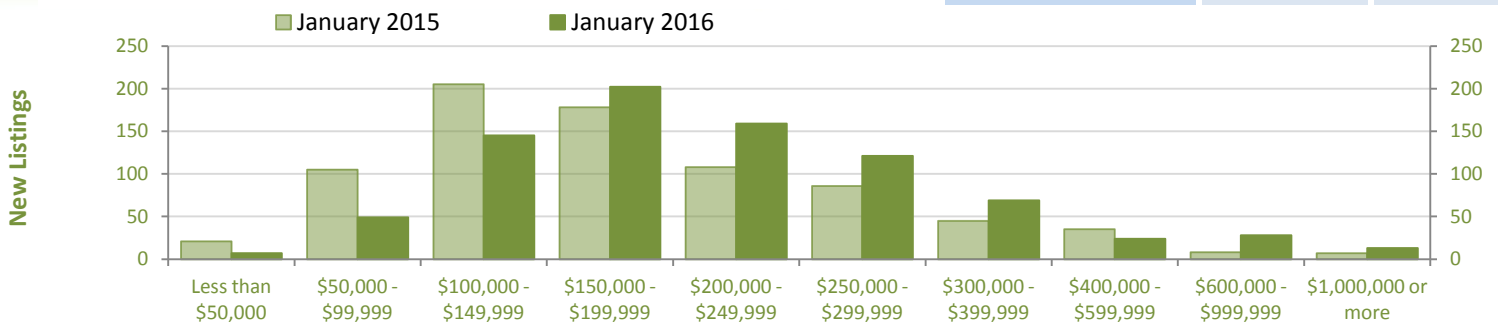


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** In a recovering market, we expect that new listings will eventually rise as sellers raise their estimations of value. But this increase will take place only after the market has turned up, so New Listings are a lagging indicator of the health of the market. Also be aware of properties which have been withdrawn from the market and then relisted. These are not really New Listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	7	-66.7%
\$50,000 - \$99,999	49	-53.3%
\$100,000 - \$149,999	145	-29.3%
\$150,000 - \$199,999	202	13.5%
\$200,000 - \$249,999	159	47.2%
\$250,000 - \$299,999	121	40.7%
\$300,000 - \$399,999	69	53.3%
\$400,000 - \$599,999	24	-31.4%
\$600,000 - \$999,999	28	250.0%
\$1,000,000 or more	13	85.7%

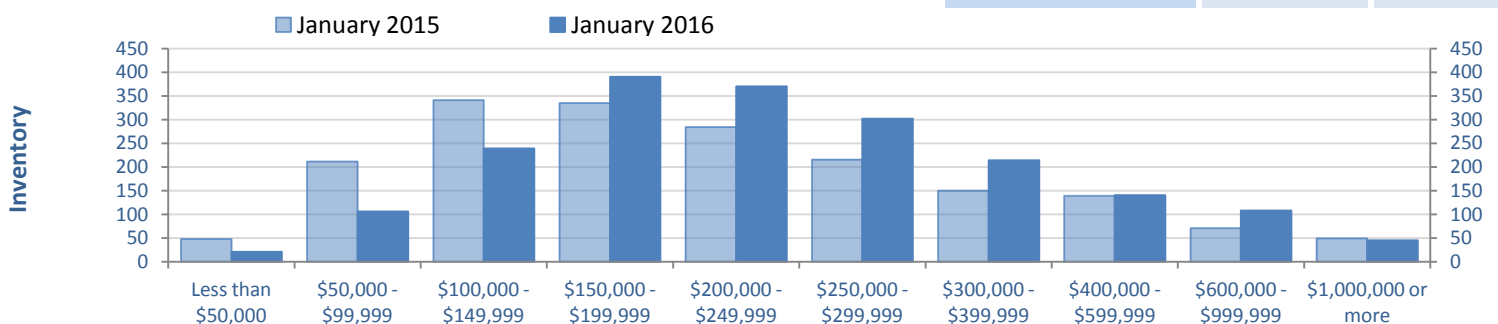


## Inventory by Current Listing Price

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

**Economists' note:** There are a number of ways to calculate Inventory, so these numbers may not match up to others you see in your market. We calculate Inventory by counting 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.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	21	-56.3%
\$50,000 - \$99,999	106	-49.8%
\$100,000 - \$149,999	239	-29.9%
\$150,000 - \$199,999	390	16.4%
\$200,000 - \$249,999	370	30.3%
\$250,000 - \$299,999	302	40.5%
\$300,000 - \$399,999	214	42.7%
\$400,000 - \$599,999	140	0.7%
\$600,000 - \$999,999	108	52.1%
\$1,000,000 or more	45	-8.2%

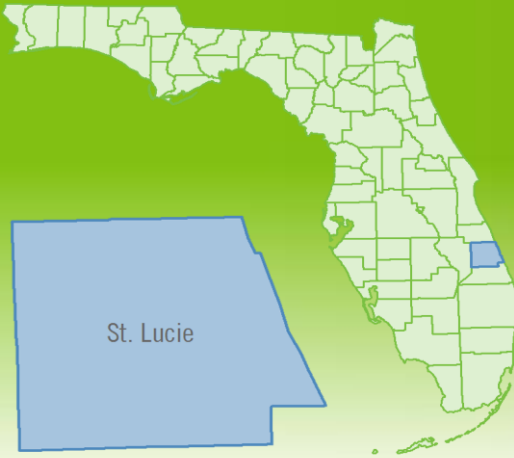




# Monthly Distressed Market - January 2016

## Single Family Homes

### St. Lucie County



		January 2016	January 2015	Percent Change Year-over-Year
Traditional	Closed Sales	263	228	15.4%
	Median Sale Price	\$175,950	\$150,725	16.7%
Foreclosure/REO	Closed Sales	47	104	-54.8%
	Median Sale Price	\$152,900	\$124,250	23.1%
Short Sale	Closed Sales	10	19	-47.4%
	Median Sale Price	\$128,450	\$129,000	-0.4%

