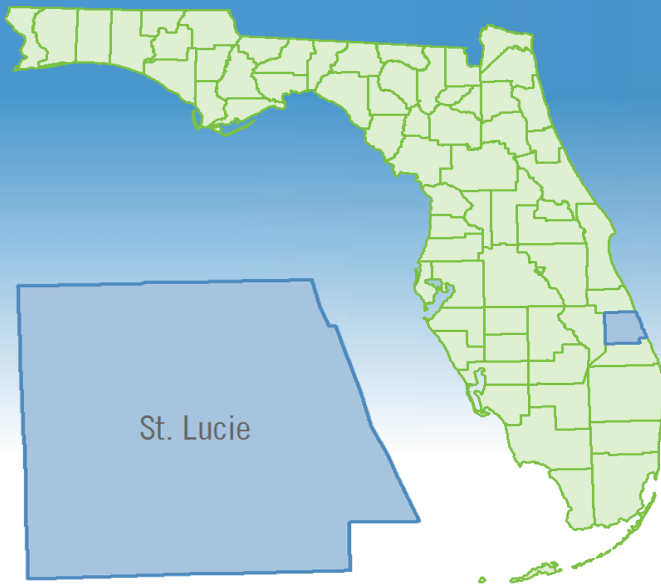


# Monthly Market Detail - May 2016

## Townhouses and Condos

### St. Lucie County



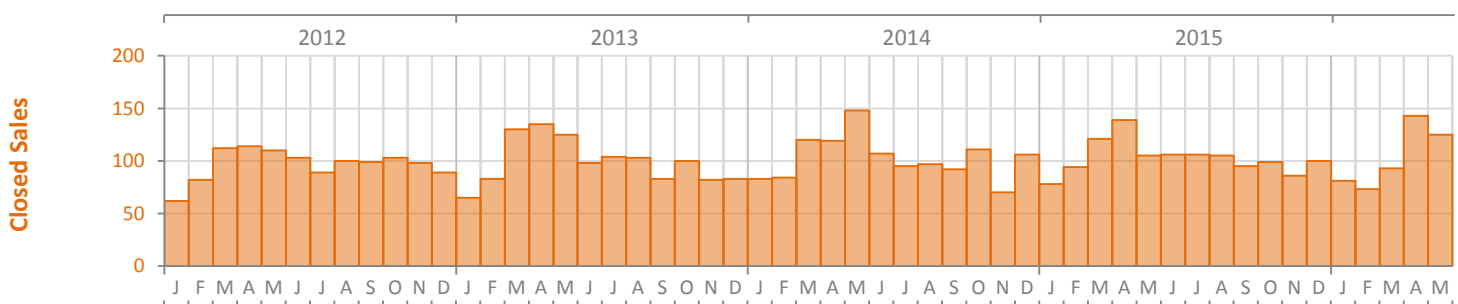
Summary Statistics	May 2016	May 2015	Percent Change Year-over-Year
Closed Sales	125	105	19.0%
Paid in Cash	62	69	-10.1%
Median Sale Price	\$145,000	\$140,000	3.6%
Average Sale Price	\$177,404	\$182,723	-2.9%
Dollar Volume	\$22.2 Million	\$19.2 Million	15.6%
Median Percent of Original List Price Received	94.1%	94.6%	-0.5%
Median Time to Contract	64 Days	64 Days	0.0%
Median Time to Sale	105 Days	104 Days	1.0%
New Pending Sales	134	118	13.6%
New Listings	127	122	4.1%
Pending Inventory	189	184	2.7%
Inventory (Active Listings)	605	581	4.1%
Months Supply of Inventory	6.0	5.7	5.3%

## 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>May 2016</b>	<b>125</b>	<b>19.0%</b>
April 2016	143	2.9%
March 2016	93	-23.1%
February 2016	73	-22.3%
January 2016	81	3.8%
December 2015	100	-5.7%
November 2015	86	22.9%
October 2015	99	-10.8%
September 2015	95	3.3%
August 2015	105	8.2%
July 2015	106	11.6%
June 2015	106	-0.9%
May 2015	105	-29.1%

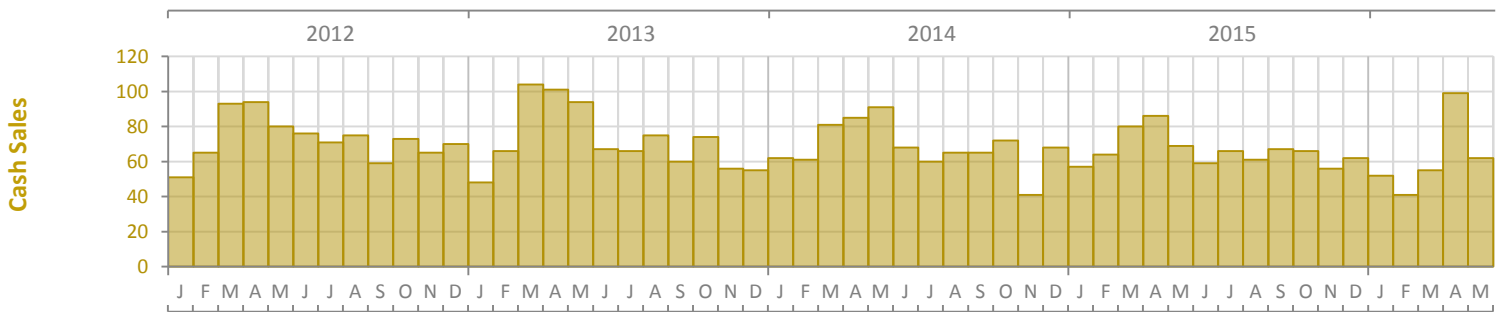


## Cash Sales

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
May 2016	62	-10.1%
April 2016	99	15.1%
March 2016	55	-31.3%
February 2016	41	-35.9%
January 2016	52	-8.8%
December 2015	62	-8.8%
November 2015	56	36.6%
October 2015	66	-8.3%
September 2015	67	3.1%
August 2015	61	-6.2%
July 2015	66	10.0%
June 2015	59	-13.2%
May 2015	69	-24.2%

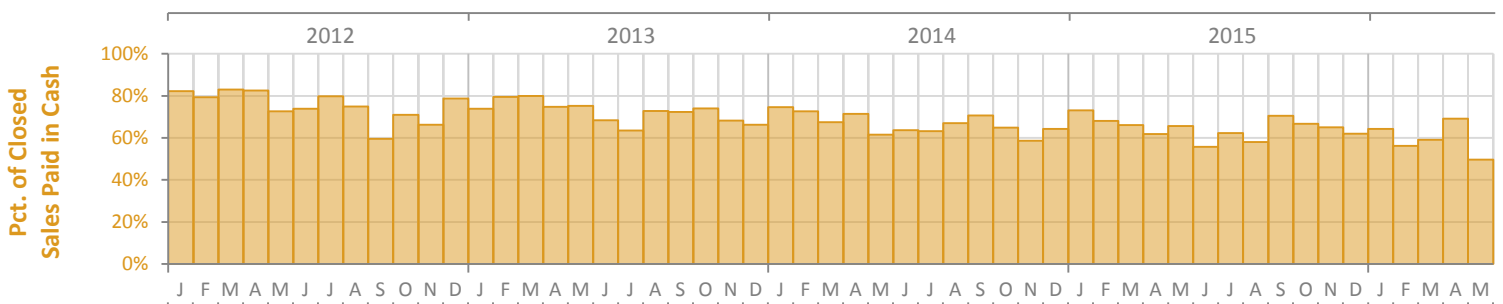


## Cash Sales as a Percentage of Closed Sales

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
May 2016	49.6%	-24.5%
April 2016	69.2%	11.8%
March 2016	59.1%	-10.6%
February 2016	56.2%	-17.5%
January 2016	64.2%	-12.2%
December 2015	62.0%	-3.4%
November 2015	65.1%	11.1%
October 2015	66.7%	2.8%
September 2015	70.5%	-0.3%
August 2015	58.1%	-13.3%
July 2015	62.3%	-1.4%
June 2015	55.7%	-12.4%
May 2015	65.7%	6.8%

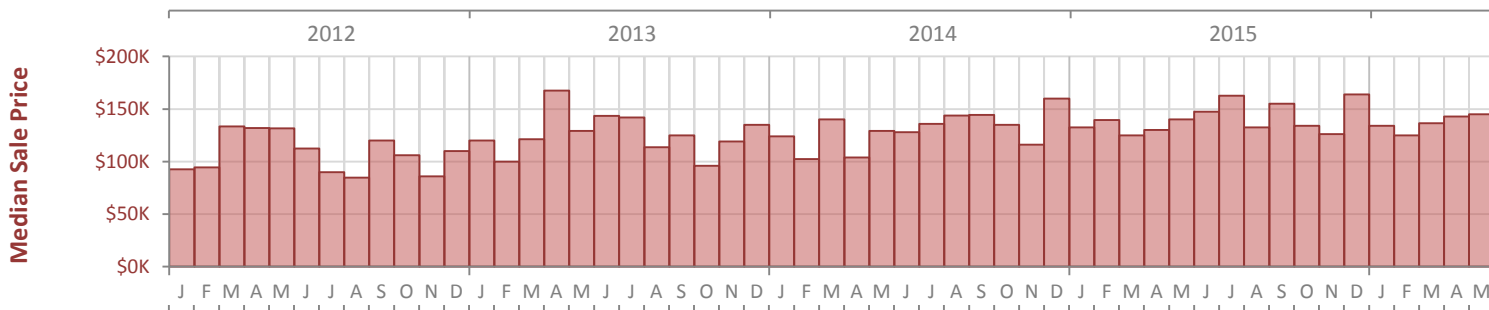


## Median Sale Price

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. 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>May 2016</b>	<b>\$145,000</b>	<b>3.6%</b>
April 2016	\$143,000	10.0%
March 2016	\$136,500	9.2%
February 2016	\$125,000	-10.4%
January 2016	\$134,000	1.2%
December 2015	\$163,750	2.3%
November 2015	\$126,000	8.4%
October 2015	\$134,000	-0.7%
September 2015	\$155,000	7.3%
August 2015	\$132,500	-7.9%
July 2015	\$162,500	19.5%
June 2015	\$147,500	15.2%
May 2015	\$140,000	8.3%

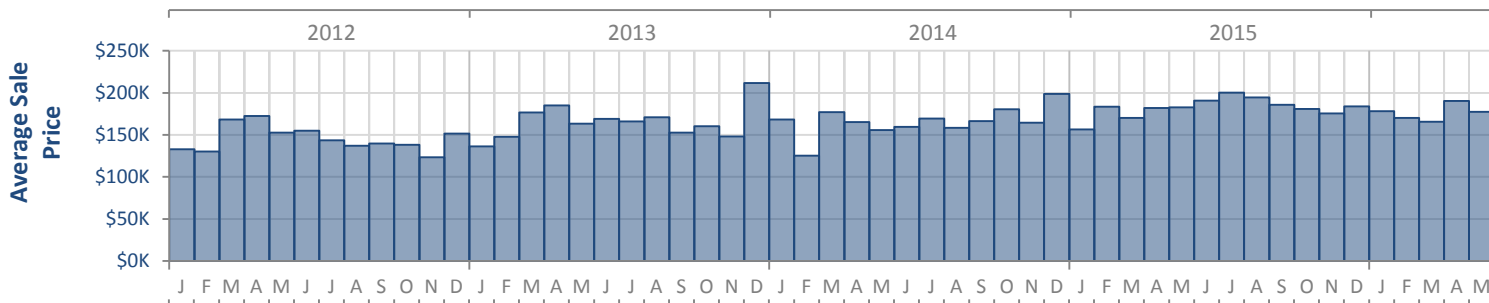


## Average Sale Price

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>May 2016</b>	<b>\$177,404</b>	<b>-2.9%</b>
April 2016	\$190,430	4.7%
March 2016	\$165,606	-2.8%
February 2016	\$170,166	-7.2%
January 2016	\$178,238	14.0%
December 2015	\$183,771	-7.5%
November 2015	\$175,611	6.8%
October 2015	\$180,850	0.2%
September 2015	\$185,925	11.8%
August 2015	\$194,379	22.8%
July 2015	\$200,236	18.2%
June 2015	\$190,848	19.5%
May 2015	\$182,723	17.2%



# Monthly Market Detail - May 2016

## Townhouses and Condos

### St. Lucie County

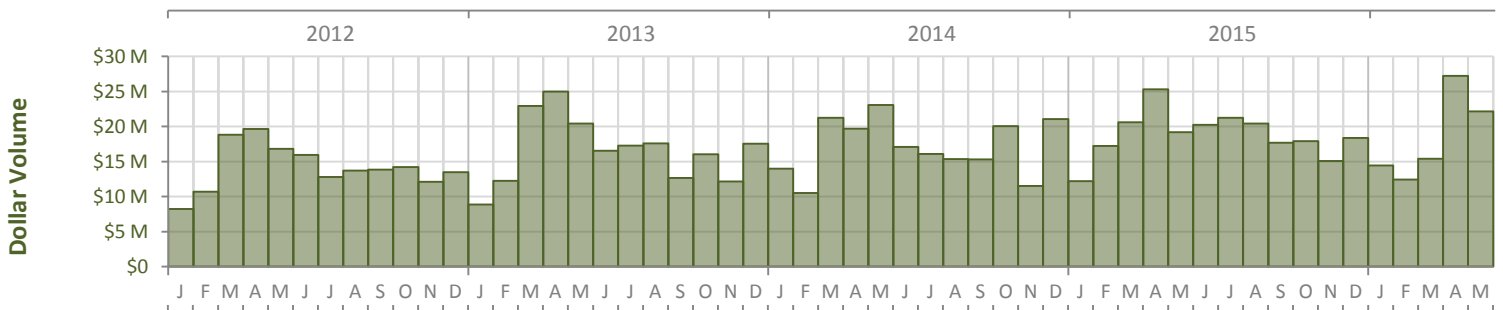


## Dollar Volume

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>May 2016</b>	<b>\$22.2 Million</b>	<b>15.6%</b>
April 2016	\$27.2 Million	7.7%
March 2016	\$15.4 Million	-25.3%
February 2016	\$12.4 Million	-27.9%
January 2016	\$14.4 Million	18.4%
December 2015	\$18.4 Million	-12.7%
November 2015	\$15.1 Million	31.2%
October 2015	\$17.9 Million	-10.6%
September 2015	\$17.7 Million	15.5%
August 2015	\$20.4 Million	32.9%
July 2015	\$21.2 Million	31.9%
June 2015	\$20.2 Million	18.4%
May 2015	\$19.2 Million	-16.9%

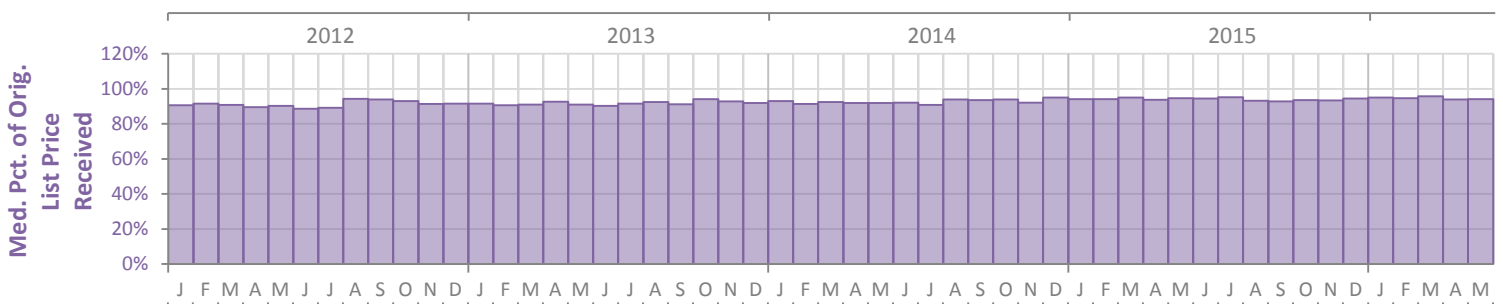


## Median Percent of Original List Price Received

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>May 2016</b>	<b>94.1%</b>	<b>-0.5%</b>
April 2016	93.9%	0.1%
March 2016	95.7%	0.6%
February 2016	94.7%	0.5%
January 2016	95.1%	1.1%
December 2015	94.4%	-0.6%
November 2015	93.3%	1.3%
October 2015	93.6%	-0.4%
September 2015	92.8%	-0.9%
August 2015	93.2%	-0.7%
July 2015	95.3%	4.8%
June 2015	94.4%	2.5%
May 2015	94.6%	2.9%

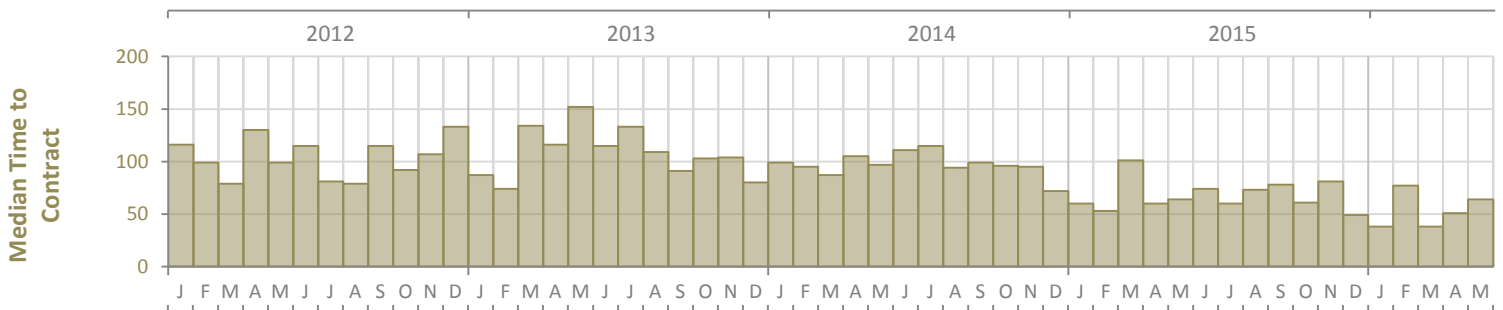


## Median Time to Contract

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
May 2016	64 Days	0.0%
April 2016	51 Days	-15.0%
March 2016	38 Days	-62.4%
February 2016	77 Days	45.3%
January 2016	38 Days	-36.7%
December 2015	49 Days	-31.9%
November 2015	81 Days	-14.7%
October 2015	61 Days	-36.5%
September 2015	78 Days	-21.2%
August 2015	73 Days	-22.3%
July 2015	60 Days	-47.8%
June 2015	74 Days	-33.3%
May 2015	64 Days	-34.0%

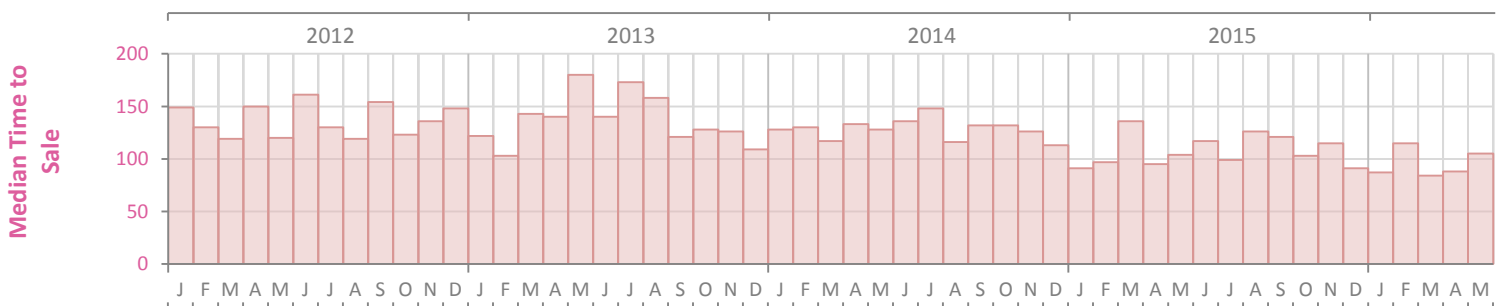


## Median Time to Sale

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
May 2016	105 Days	1.0%
April 2016	88 Days	-7.4%
March 2016	84 Days	-38.2%
February 2016	115 Days	18.6%
January 2016	87 Days	-4.4%
December 2015	91 Days	-19.5%
November 2015	115 Days	-8.7%
October 2015	103 Days	-22.0%
September 2015	121 Days	-8.3%
August 2015	126 Days	8.6%
July 2015	99 Days	-33.1%
June 2015	117 Days	-14.0%
May 2015	104 Days	-18.8%



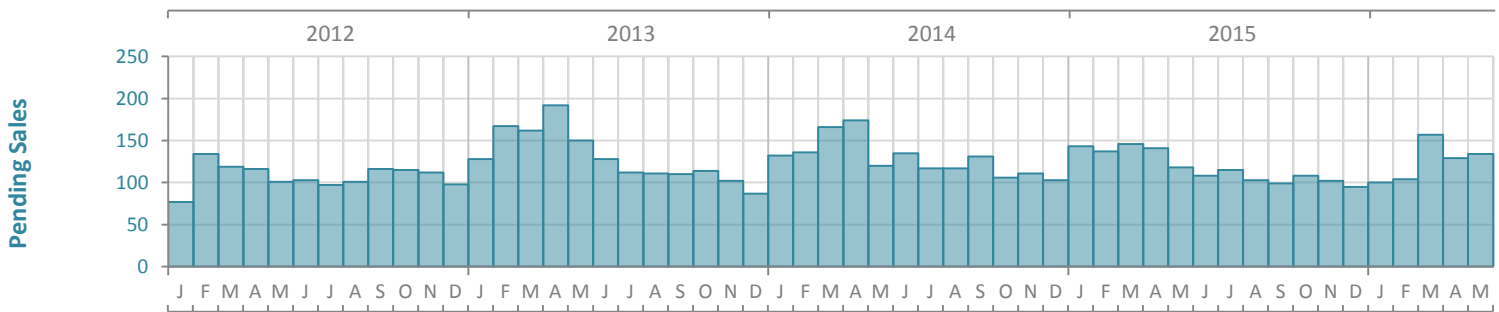


## New Pending Sales

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>May 2016</b>	<b>134</b>	<b>13.6%</b>
April 2016	129	-8.5%
March 2016	157	7.5%
February 2016	104	-24.1%
January 2016	100	-30.1%
December 2015	95	-7.8%
November 2015	102	-8.1%
October 2015	108	1.9%
September 2015	99	-24.4%
August 2015	103	-12.0%
July 2015	115	-1.7%
June 2015	108	-20.0%
May 2015	118	-1.7%

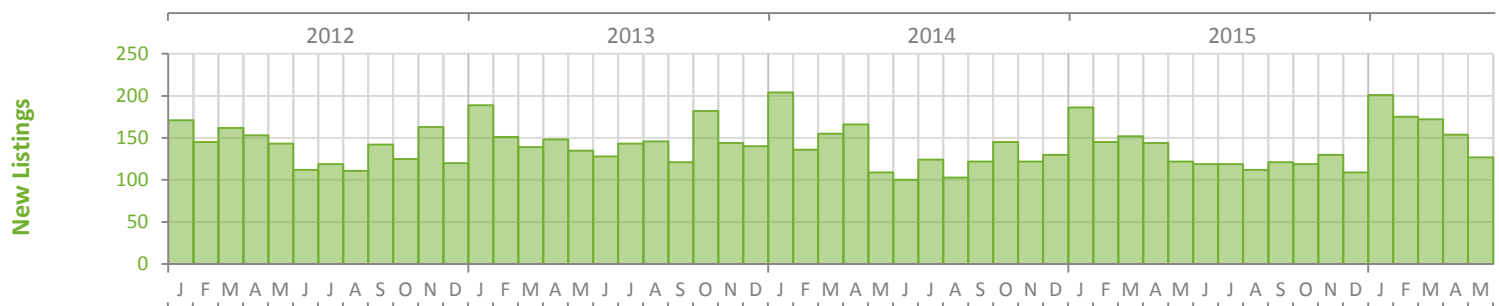


## New Listings

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>May 2016</b>	<b>127</b>	<b>4.1%</b>
April 2016	154	6.9%
March 2016	172	13.2%
February 2016	175	20.7%
January 2016	201	8.1%
December 2015	109	-16.2%
November 2015	130	6.6%
October 2015	119	-17.9%
September 2015	121	-0.8%
August 2015	112	8.7%
July 2015	119	-4.0%
June 2015	119	19.0%
May 2015	122	11.9%

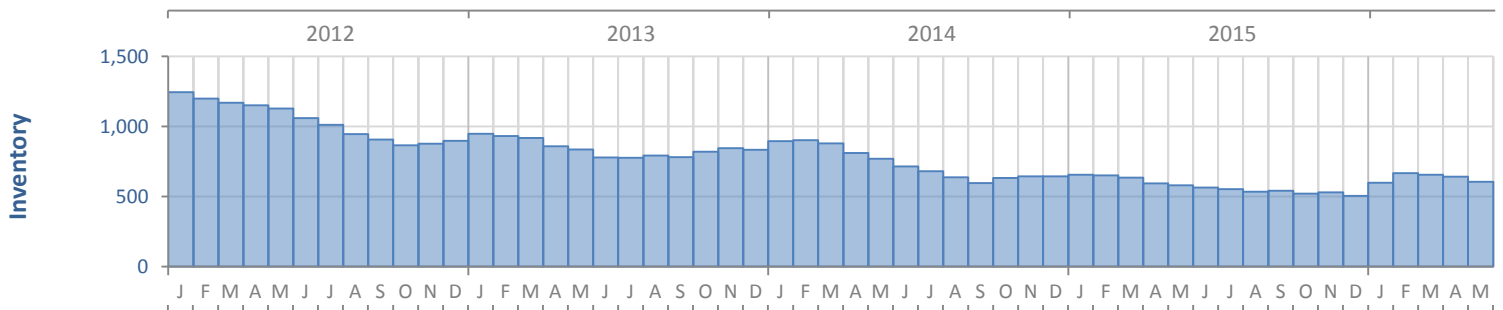


## Inventory (Active Listings)

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
May 2016	605	4.1%
April 2016	642	8.1%
March 2016	655	3.1%
February 2016	667	2.5%
January 2016	599	-8.7%
December 2015	506	-21.6%
November 2015	530	-17.8%
October 2015	522	-17.4%
September 2015	541	-9.2%
August 2015	535	-16.1%
July 2015	552	-18.8%
June 2015	565	-21.1%
May 2015	581	-24.6%

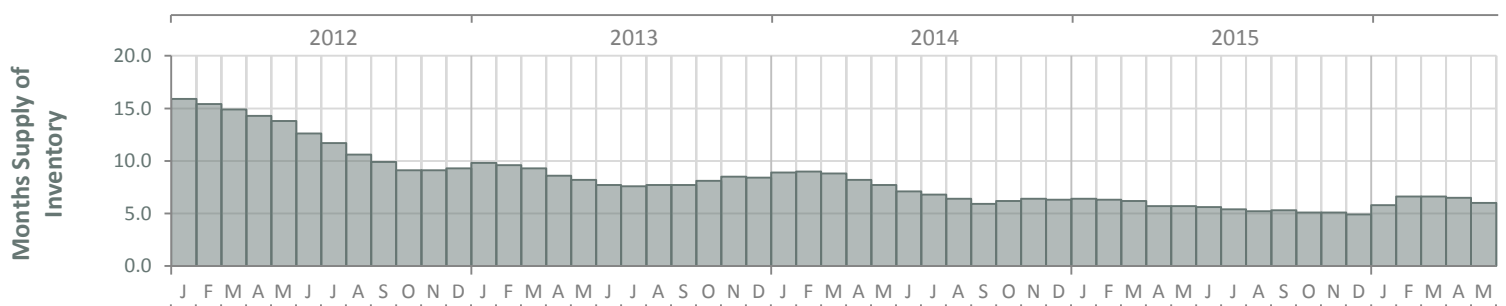


## Months Supply of Inventory

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
May 2016	6.0	5.3%
April 2016	6.5	14.0%
March 2016	6.6	6.5%
February 2016	6.6	4.8%
January 2016	5.8	-9.4%
December 2015	4.9	-22.2%
November 2015	5.1	-20.3%
October 2015	5.1	-17.7%
September 2015	5.3	-10.2%
August 2015	5.2	-18.8%
July 2015	5.4	-20.6%
June 2015	5.6	-21.1%
May 2015	5.7	-26.0%

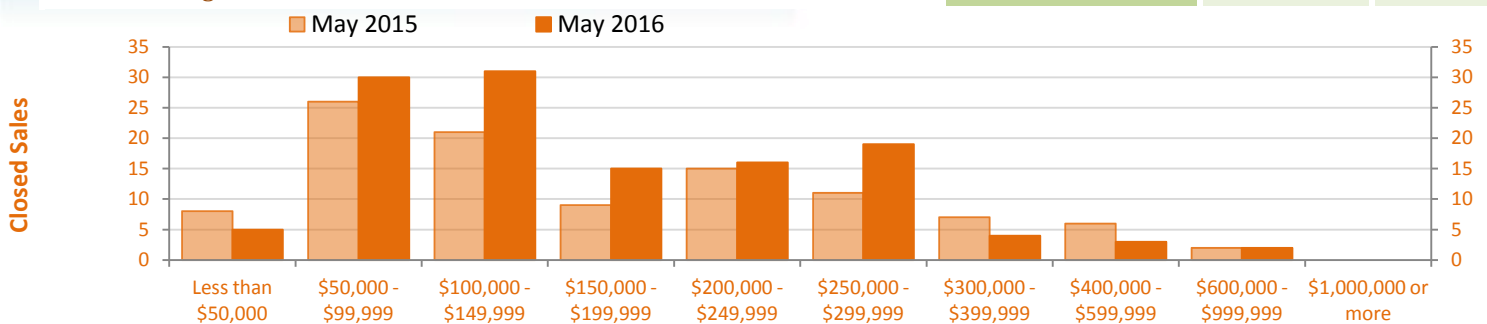


## Closed Sales by Sale Price

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	5	-37.5%
\$50,000 - \$99,999	30	15.4%
\$100,000 - \$149,999	31	47.6%
\$150,000 - \$199,999	15	66.7%
\$200,000 - \$249,999	16	6.7%
\$250,000 - \$299,999	19	72.7%
\$300,000 - \$399,999	4	-42.9%
\$400,000 - \$599,999	3	-50.0%
\$600,000 - \$999,999	2	0.0%
\$1,000,000 or more	0	N/A

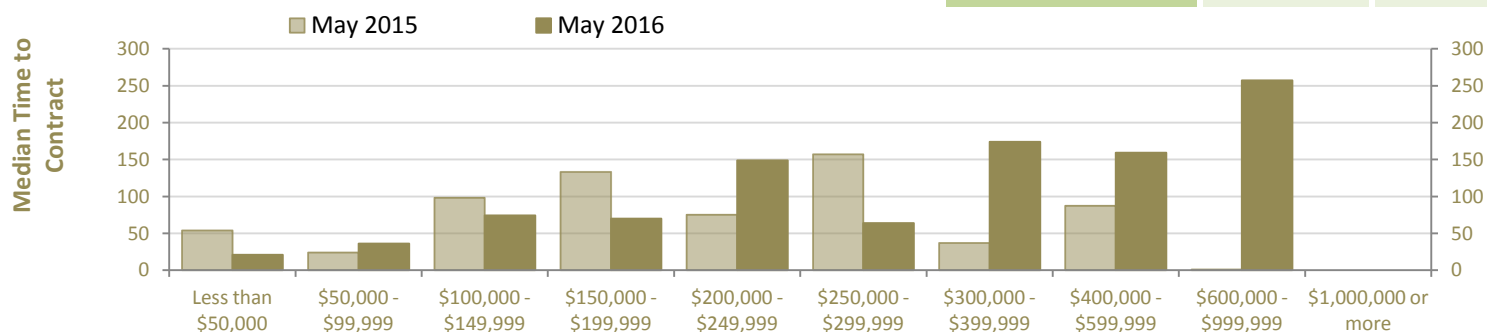


## Median Time to Contract by Sale Price

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	21 Days	-61.1%
\$50,000 - \$99,999	36 Days	50.0%
\$100,000 - \$149,999	74 Days	-24.5%
\$150,000 - \$199,999	70 Days	-47.4%
\$200,000 - \$249,999	149 Days	98.7%
\$250,000 - \$299,999	64 Days	-59.2%
\$300,000 - \$399,999	174 Days	370.3%
\$400,000 - \$599,999	159 Days	82.8%
\$600,000 - \$999,999	257 Days	25600.0%
\$1,000,000 or more	(No Sales)	N/A



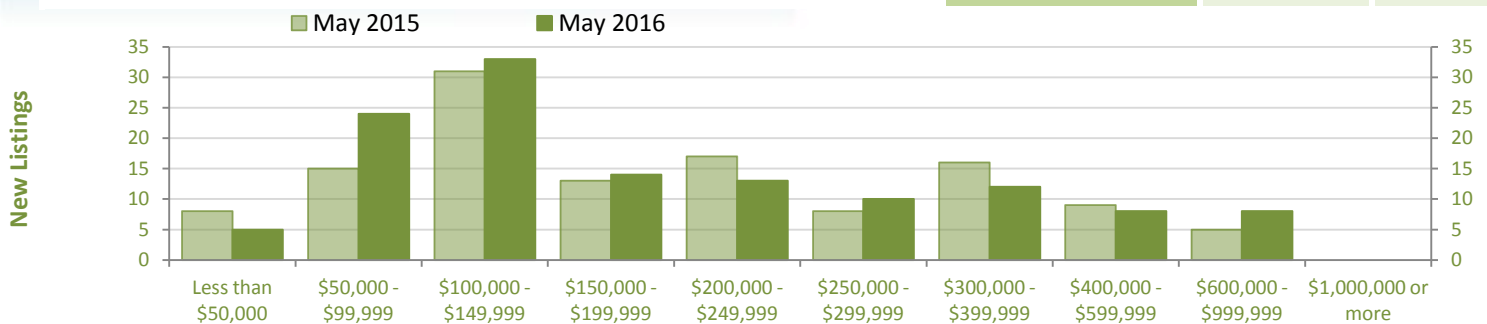


## New Listings by Initial Listing Price

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	5	-37.5%
\$50,000 - \$99,999	24	60.0%
\$100,000 - \$149,999	33	6.5%
\$150,000 - \$199,999	14	7.7%
\$200,000 - \$249,999	13	-23.5%
\$250,000 - \$299,999	10	25.0%
\$300,000 - \$399,999	12	-25.0%
\$400,000 - \$599,999	8	-11.1%
\$600,000 - \$999,999	8	60.0%
\$1,000,000 or more	0	N/A

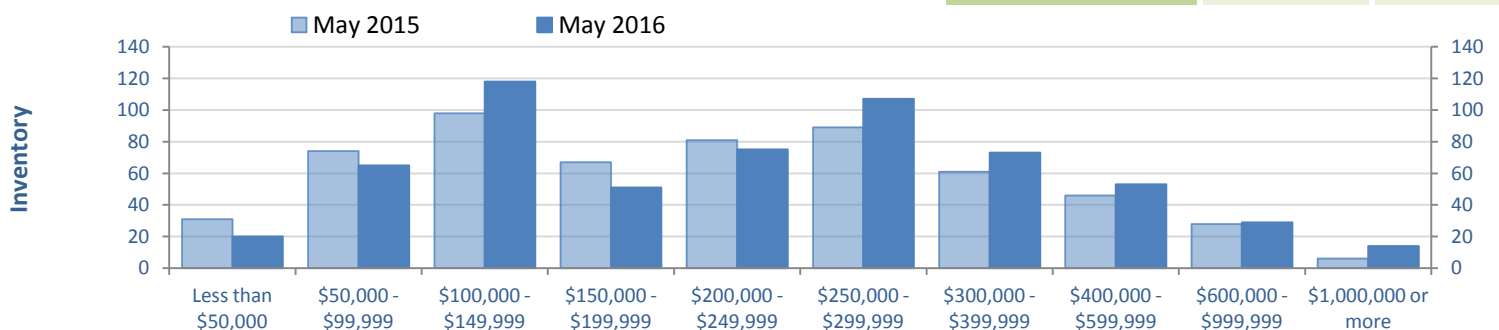


## Inventory by Current Listing Price

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.

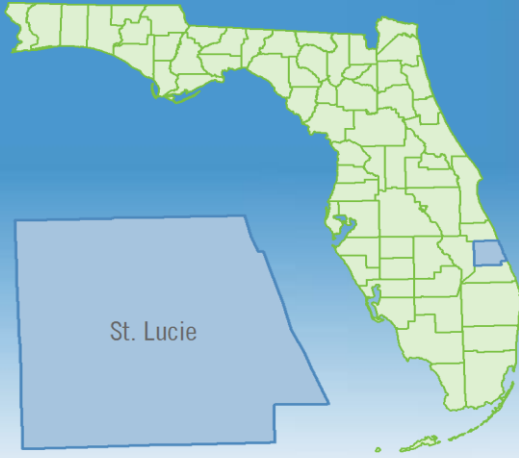
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	20	-35.5%
\$50,000 - \$99,999	65	-12.2%
\$100,000 - \$149,999	118	20.4%
\$150,000 - \$199,999	51	-23.9%
\$200,000 - \$249,999	75	-7.4%
\$250,000 - \$299,999	107	20.2%
\$300,000 - \$399,999	73	19.7%
\$400,000 - \$599,999	53	15.2%
\$600,000 - \$999,999	29	3.6%
\$1,000,000 or more	14	133.3%



# Monthly Distressed Market - May 2016

## Townhouses and Condos

### St. Lucie County



		May 2016	May 2015	Percent Change Year-over-Year
Traditional	Closed Sales	120	96	25.0%
	Median Sale Price	\$145,450	\$146,500	-0.7%
Foreclosure/REO	Closed Sales	5	8	-37.5%
	Median Sale Price	\$120,000	\$66,400	80.7%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$70,000	N/A

