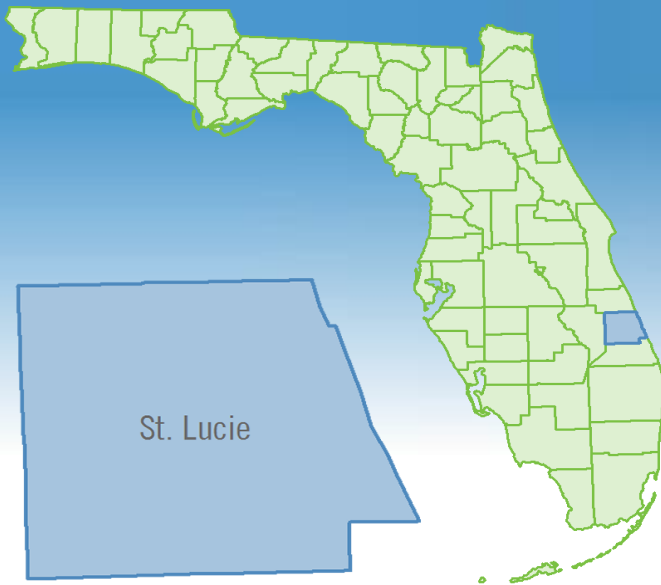


Monthly Market Detail - June 2016

Townhouses and Condos

St. Lucie County



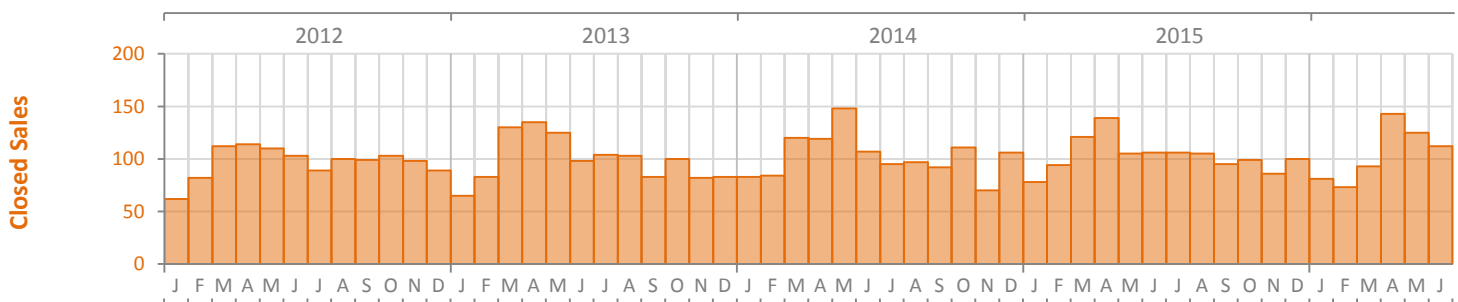
Summary Statistics	June 2016	June 2015	Percent Change Year-over-Year
Closed Sales	112	106	5.7%
Paid in Cash	55	59	-6.8%
Median Sale Price	\$182,250	\$147,500	23.6%
Average Sale Price	\$193,594	\$190,848	1.4%
Dollar Volume	\$21.7 Million	\$20.2 Million	7.2%
Median Percent of Original List Price Received	93.8%	94.4%	-0.6%
Median Time to Contract	63 Days	74 Days	-14.9%
Median Time to Sale	105 Days	117 Days	-10.3%
New Pending Sales	92	108	-14.8%
New Listings	115	119	-3.4%
Pending Inventory	160	172	-7.0%
Inventory (Active Listings)	566	565	0.2%
Months Supply of Inventory	5.6	5.6	0.0%

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
June 2016	112	5.7%
May 2016	125	19.0%
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%

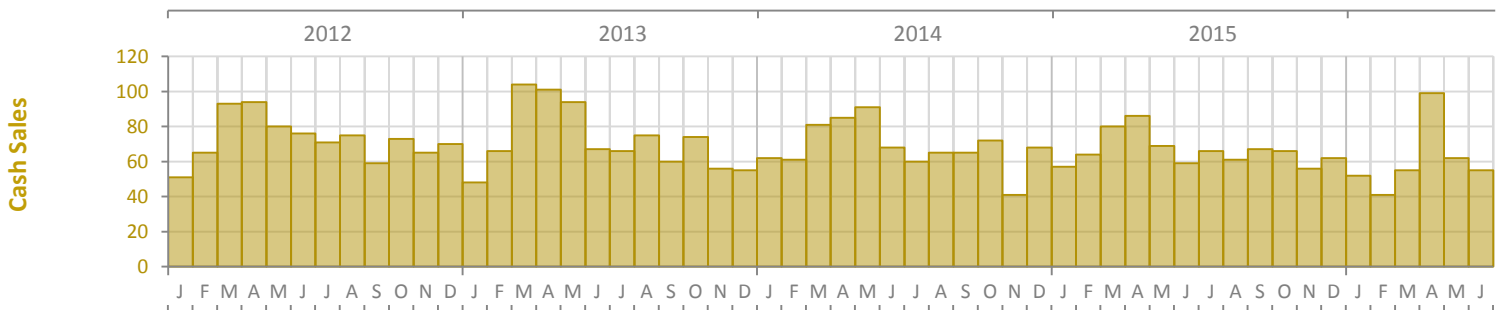


Cash Sales

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
June 2016	55	-6.8%
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%

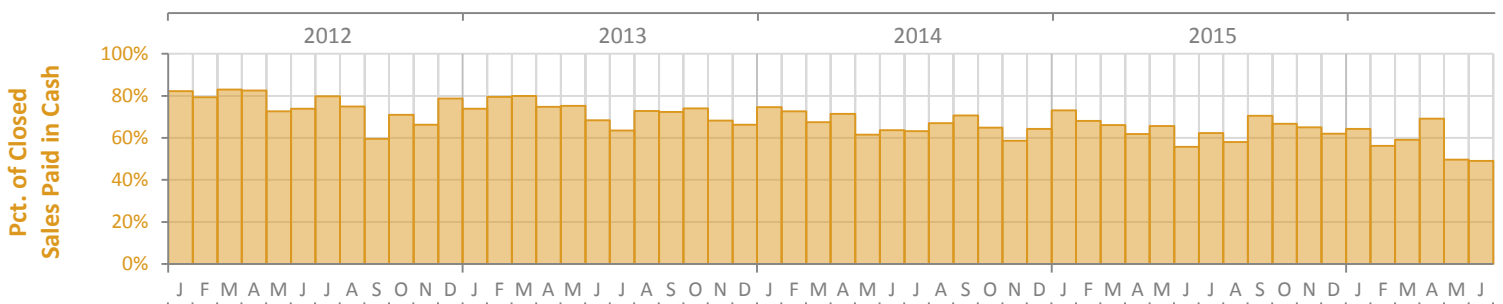


Cash Sales as a Percentage of Closed Sales

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
June 2016	49.1%	-11.8%
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%

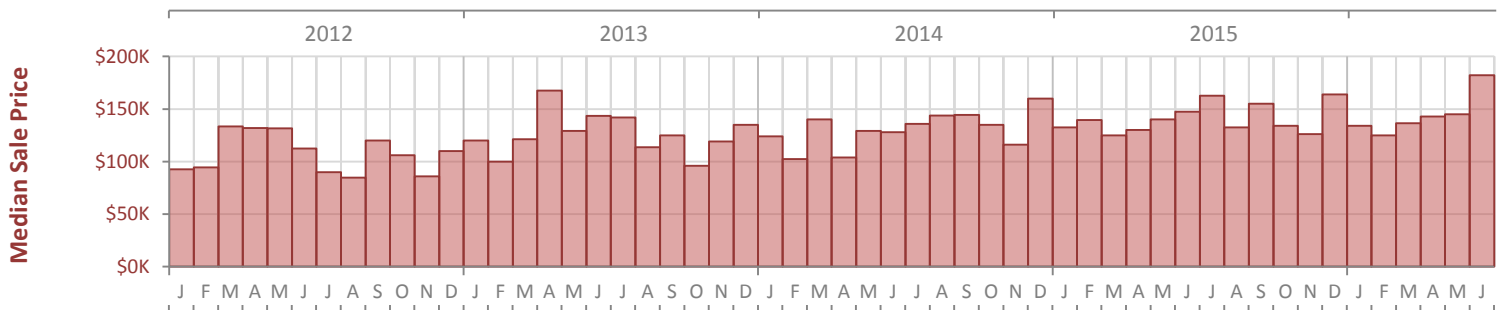


Median Sale Price

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
June 2016	\$182,250	23.6%
May 2016	\$145,000	3.6%
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%

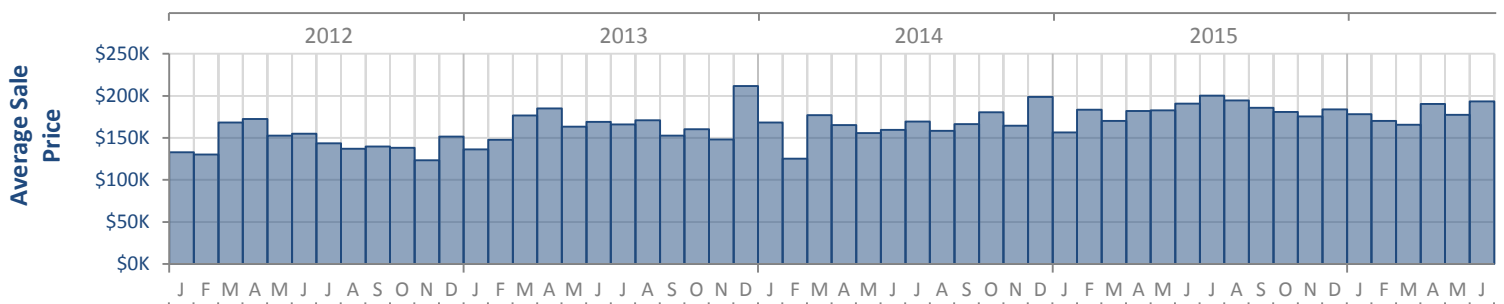


Average Sale Price

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
June 2016	\$193,594	1.4%
May 2016	\$177,404	-2.9%
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%

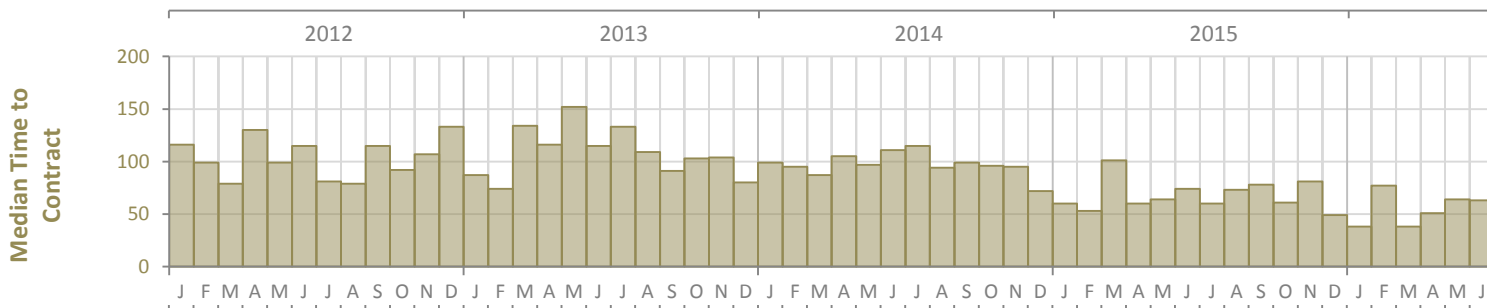


Median Time to Contract

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
June 2016	63 Days	-14.9%
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%

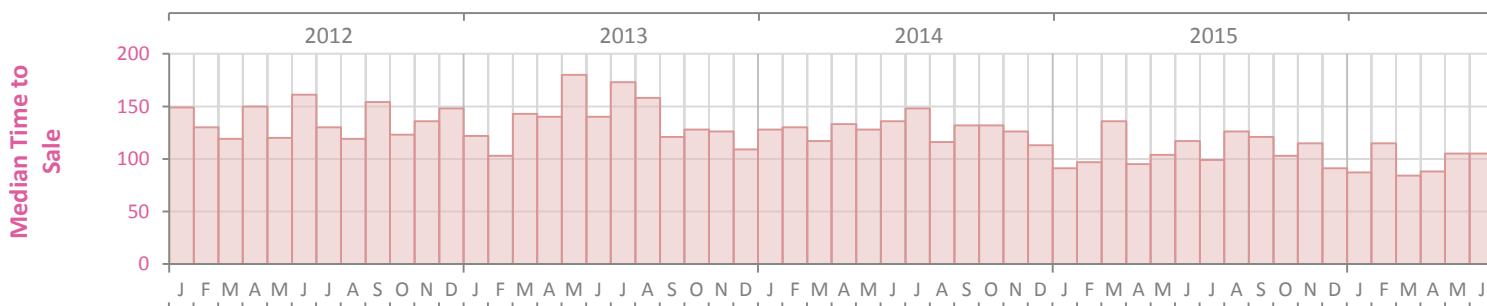


Median Time to Sale

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
June 2016	105 Days	-10.3%
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%

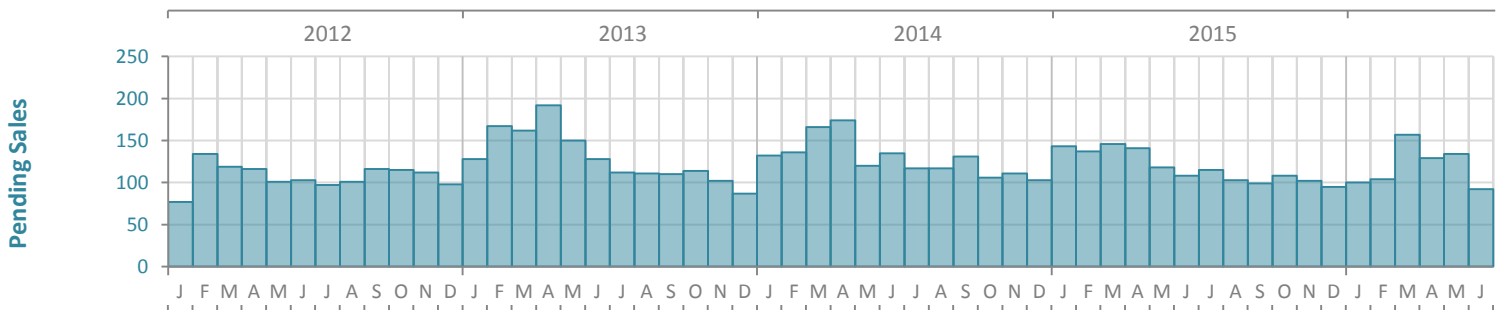


New Pending Sales

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
June 2016	92	-14.8%
May 2016	134	13.6%
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%

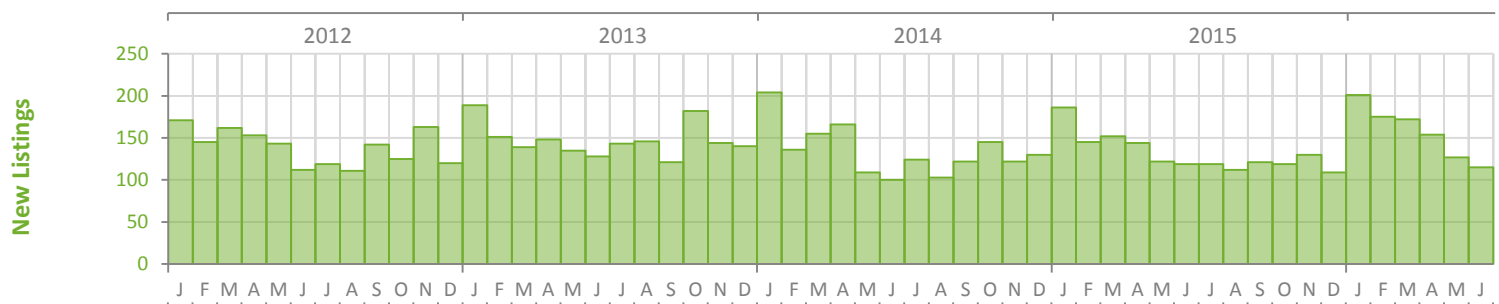


New Listings

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
June 2016	115	-3.4%
May 2016	127	4.1%
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%

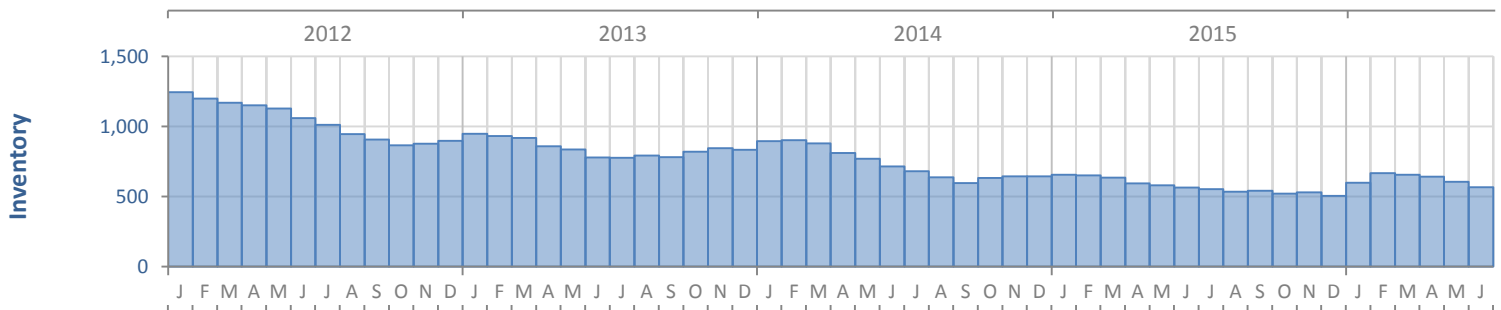


Inventory (Active Listings)

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
June 2016	566	0.2%
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%

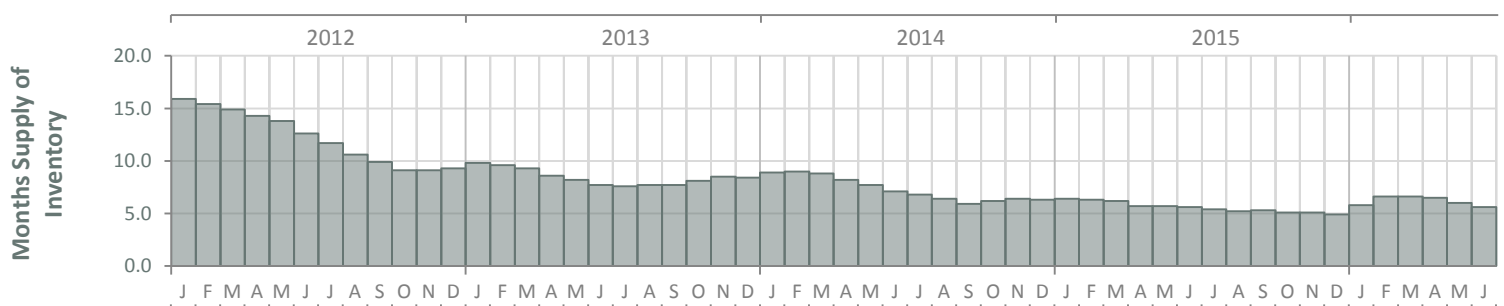


Months Supply of Inventory

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
June 2016	5.6	0.0%
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%

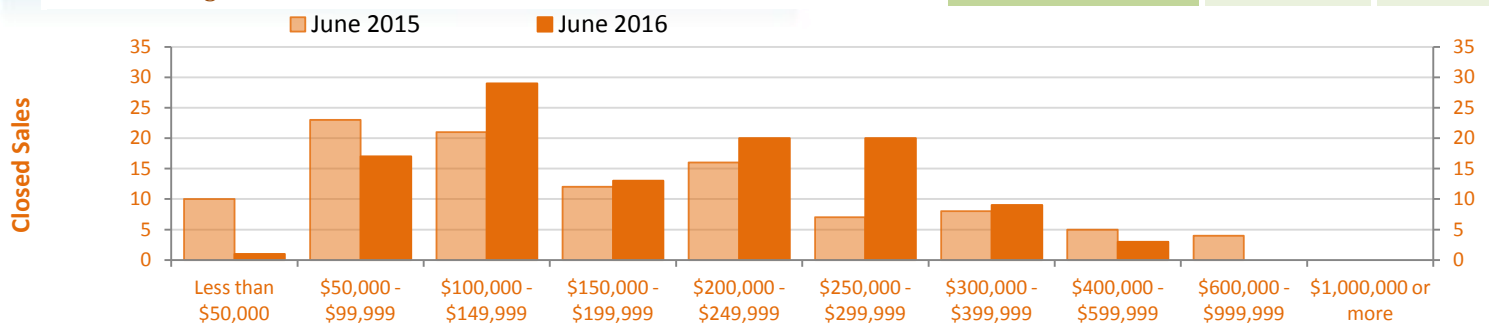


Closed Sales by Sale Price

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	1	-90.0%
\$50,000 - \$99,999	17	-26.1%
\$100,000 - \$149,999	29	38.1%
\$150,000 - \$199,999	13	8.3%
\$200,000 - \$249,999	20	25.0%
\$250,000 - \$299,999	20	185.7%
\$300,000 - \$399,999	9	12.5%
\$400,000 - \$599,999	3	-40.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

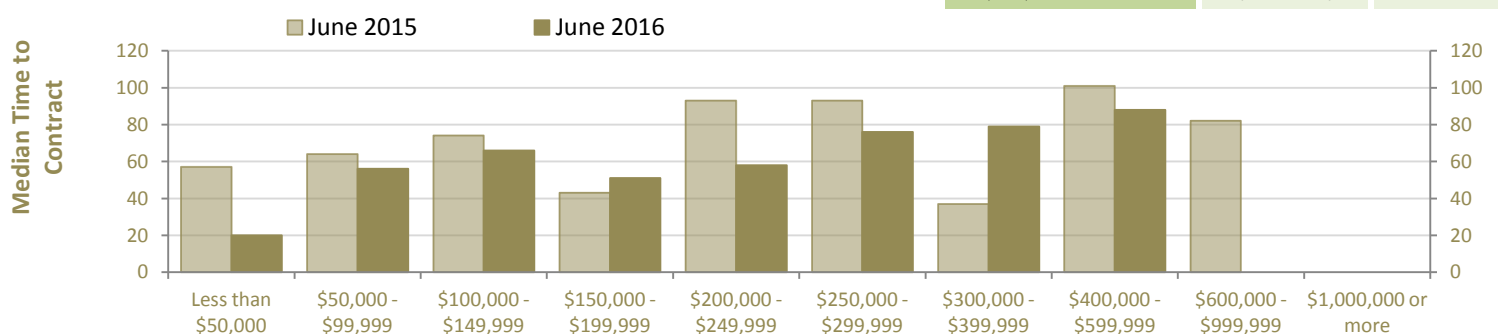


Median Time to Contract by Sale Price

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	20 Days	-64.9%
\$50,000 - \$99,999	56 Days	-12.5%
\$100,000 - \$149,999	66 Days	-10.8%
\$150,000 - \$199,999	51 Days	18.6%
\$200,000 - \$249,999	58 Days	-37.6%
\$250,000 - \$299,999	76 Days	-18.3%
\$300,000 - \$399,999	79 Days	113.5%
\$400,000 - \$599,999	88 Days	-12.9%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A

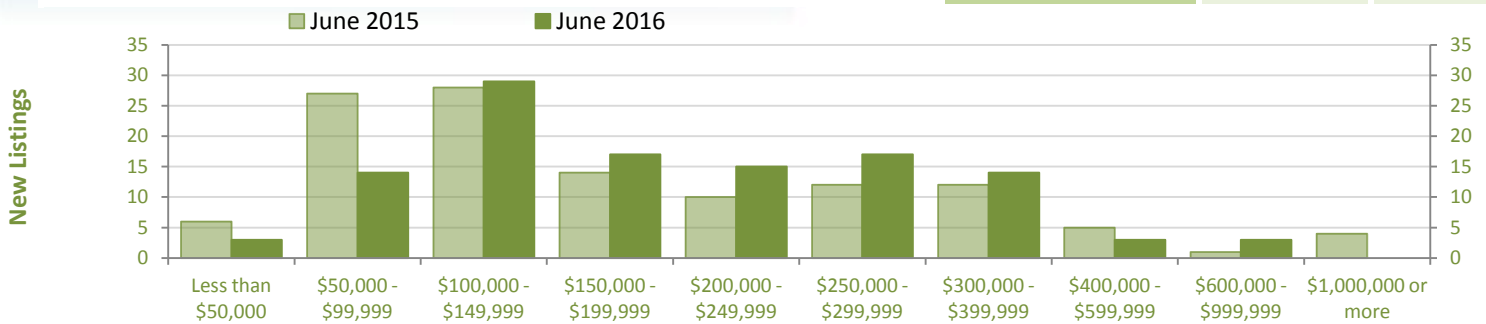


New Listings by Initial Listing Price

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	3	-50.0%
\$50,000 - \$99,999	14	-48.1%
\$100,000 - \$149,999	29	3.6%
\$150,000 - \$199,999	17	21.4%
\$200,000 - \$249,999	15	50.0%
\$250,000 - \$299,999	17	41.7%
\$300,000 - \$399,999	14	16.7%
\$400,000 - \$599,999	3	-40.0%
\$600,000 - \$999,999	3	200.0%
\$1,000,000 or more	0	-100.0%

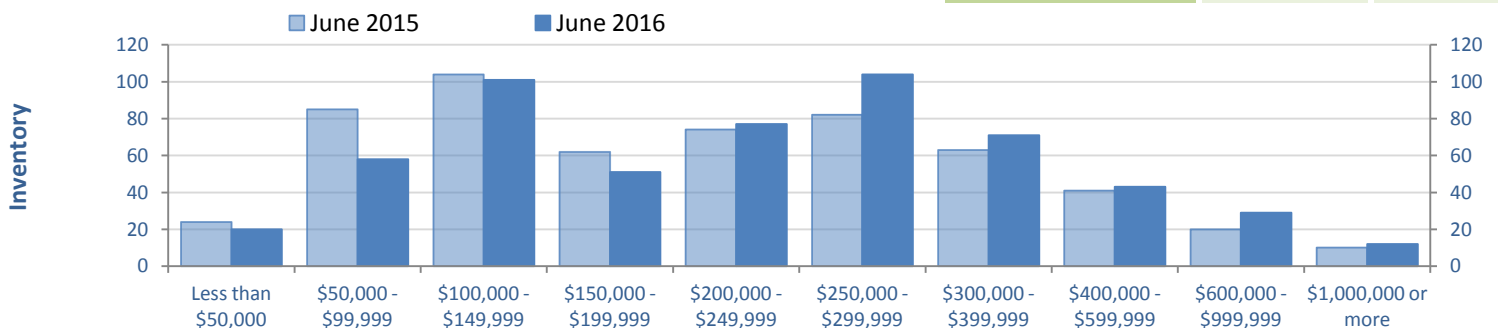


Inventory by Current Listing Price

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.

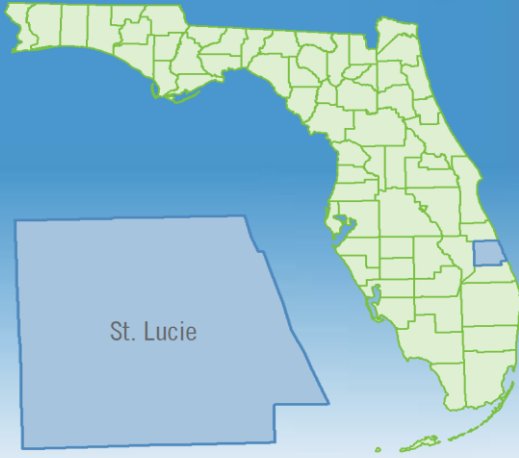
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	20	-16.7%
\$50,000 - \$99,999	58	-31.8%
\$100,000 - \$149,999	101	-2.9%
\$150,000 - \$199,999	51	-17.7%
\$200,000 - \$249,999	77	4.1%
\$250,000 - \$299,999	104	26.8%
\$300,000 - \$399,999	71	12.7%
\$400,000 - \$599,999	43	4.9%
\$600,000 - \$999,999	29	45.0%
\$1,000,000 or more	12	20.0%



Monthly Distressed Market - June 2016

Townhouses and Condos

St. Lucie County



		June 2016	June 2015	Percent Change Year-over-Year
Traditional	Closed Sales	111	98	13.3%
	Median Sale Price	\$184,500	\$160,450	15.0%
Foreclosure/REO	Closed Sales	1	5	-80.0%
	Median Sale Price	\$128,900	\$55,000	134.4%
Short Sale	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$50,000	N/A

