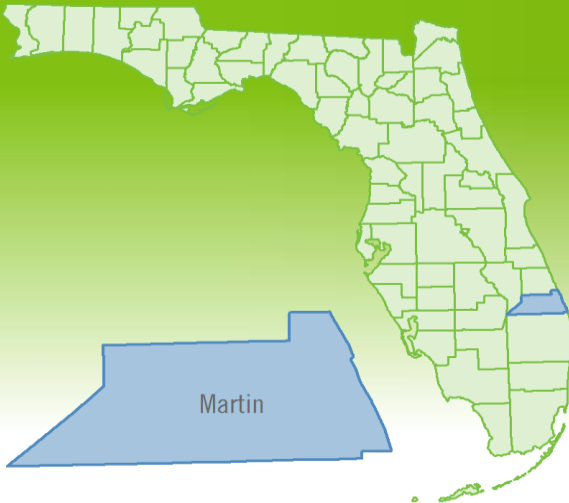


# Yearly Market Detail - 2015

## Single Family Homes

### Martin County



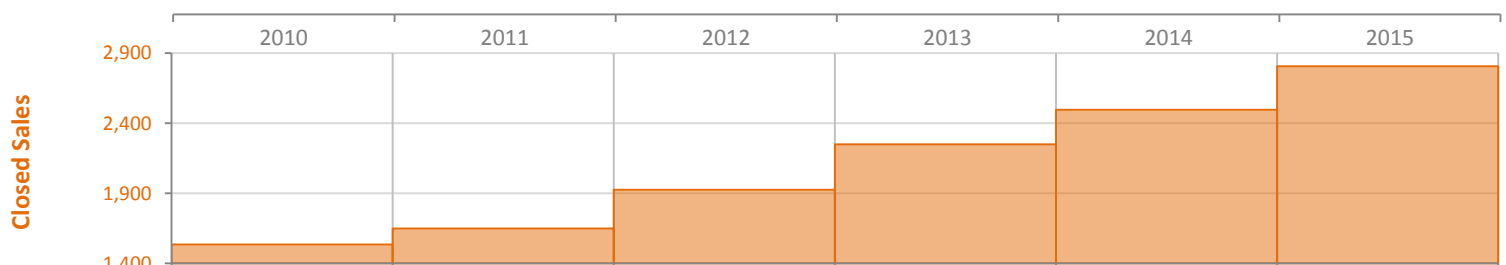
Summary Statistics	2015	2014	Percent Change Year-over-Year
Closed Sales	2,807	2,497	12.4%
Paid in Cash	1,113	1,058	5.2%
New Pending Sales	3,060	2,936	4.2%
New Listings	3,881	3,958	-1.9%
Median Sale Price	\$295,000	\$282,500	4.4%
Average Sale Price	\$432,489	\$375,332	15.2%
Median Days on Market	43	59	-27.1%
Average Percent of Original List Price Received	93.1%	92.3%	0.9%
Pending Inventory	337	327	3.1%
Inventory (Active Listings)	1,141.0	1,285.0	-11.2%
Months Supply of Inventory	4.9	6.2	-21.0%

## Closed Sales

The number of sales transactions which closed during the year

**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.

Year	Closed Sales	Percent Change Year-over-Year
2015	2,807	12.4%
2014	2,497	11.0%
2013	2,249	16.8%
2012	1,926	16.8%
2011	1,649	7.4%
2010	1,535	-0.7%



# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

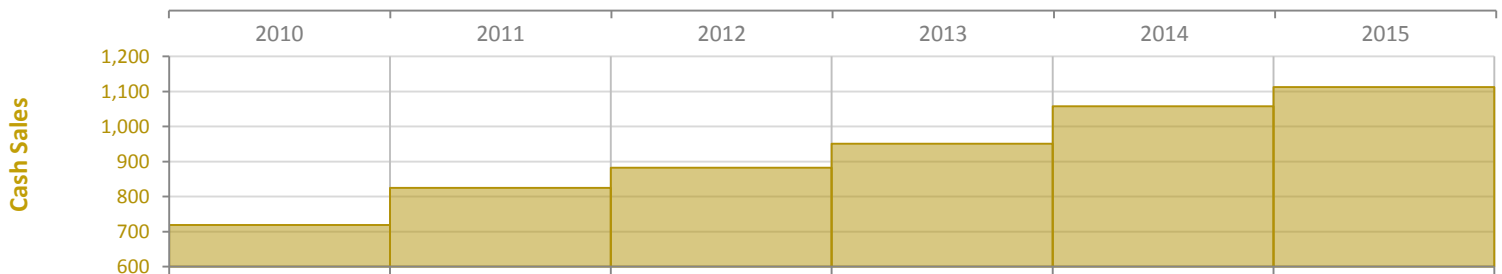


## Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2015	1,113	5.2%
2014	1,058	11.3%
2013	951	7.8%
2012	882	6.9%
2011	825	14.7%
2010	719	12.2%

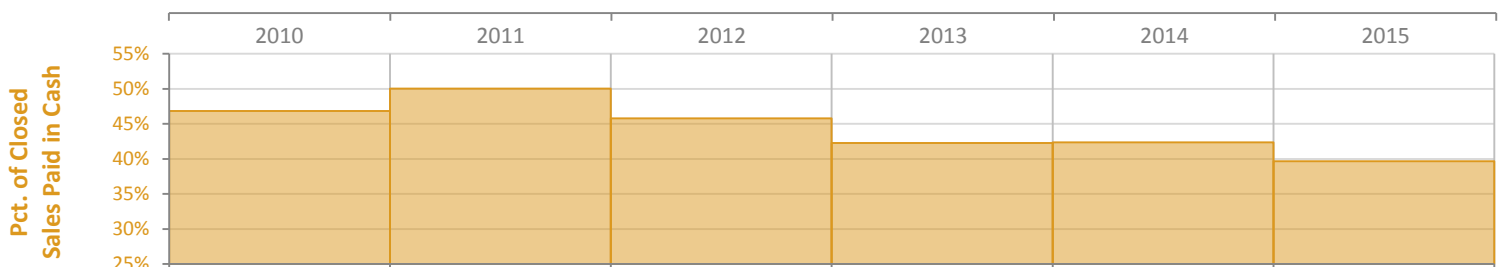


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2015	39.7%	-6.4%
2014	42.4%	0.2%
2013	42.3%	-7.7%
2012	45.8%	-8.5%
2011	50.0%	6.8%
2010	46.8%	13.0%



# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

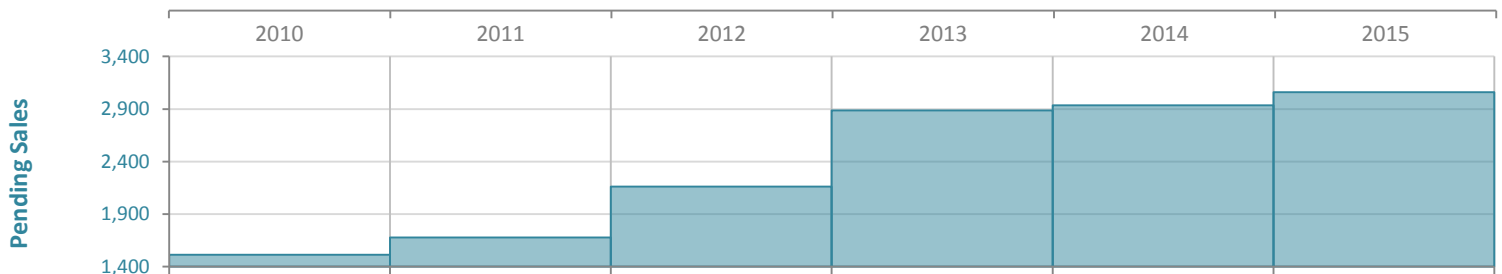


## New Pending Sales

The number of property listings that went from "Active" to "Pending" status during the year

**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.

Year	New Pending Sales	Percent Change Year-over-Year
2015	3,060	4.2%
2014	2,936	1.7%
2013	2,886	33.4%
2012	2,163	29.0%
2011	1,677	10.8%
2010	1,513	-6.3%

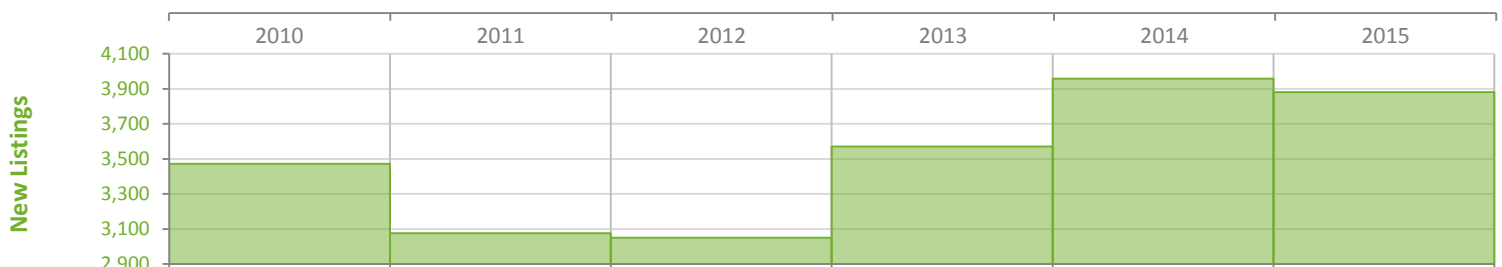


## New Listings

The number of properties put onto the market during the year

**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.

Year	New Listings	Percent Change Year-over-Year
2015	3,881	-1.9%
2014	3,958	10.9%
2013	3,570	17.0%
2012	3,050	-0.8%
2011	3,076	-11.4%
2010	3,472	-3.3%



# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

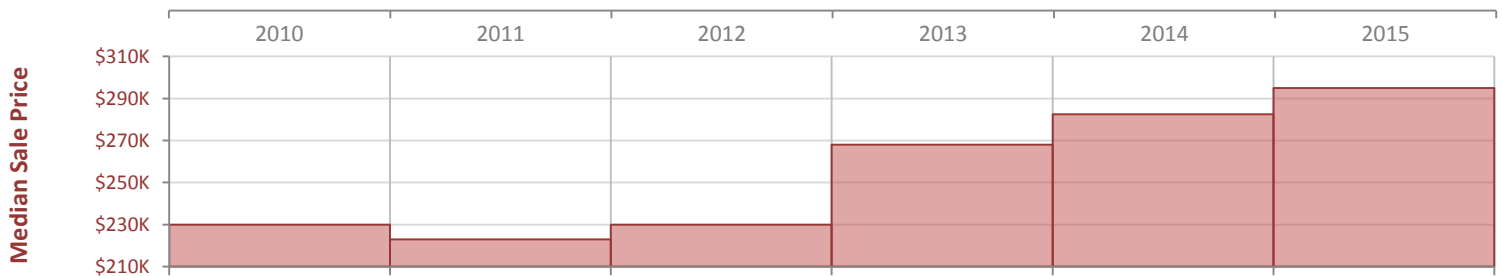


## Median Sale Price

The median sale price reported for the year (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.

Year	Median Sale Price	Percent Change Year-over-Year
2015	\$295,000	4.4%
2014	\$282,500	5.4%
2013	\$268,000	16.5%
2012	\$230,000	3.1%
2011	\$223,000	-3.0%
2010	\$230,000	7.0%

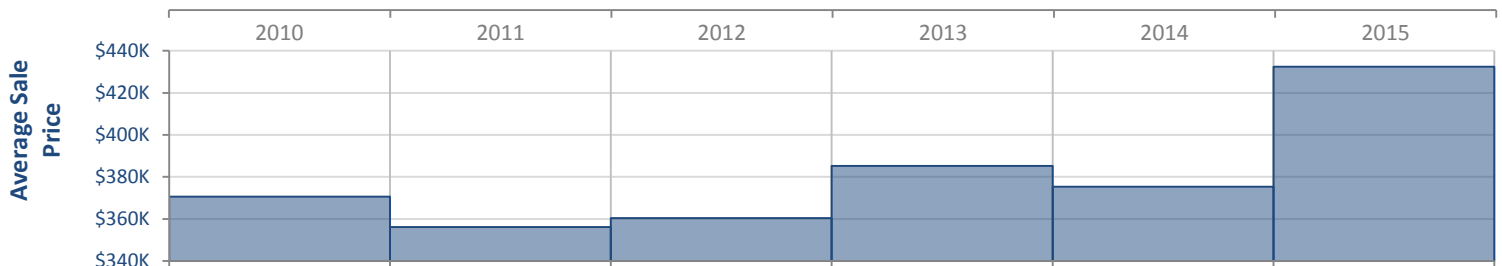


## Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2015	\$432,489	15.2%
2014	\$375,332	-2.6%
2013	\$385,319	6.9%
2012	\$360,415	1.2%
2011	\$356,120	-3.9%
2010	\$370,573	22.5%



# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

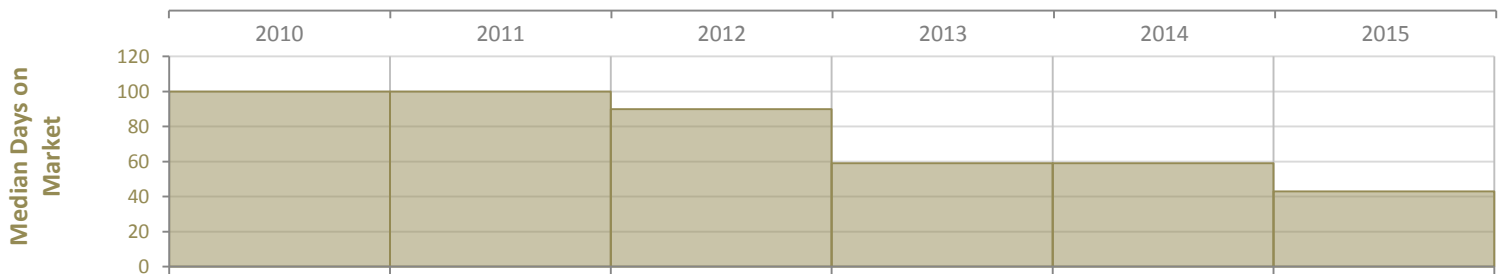


## Median Days on Market

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

**Economists' note:** Median Days on Market is the amount of time the "middle" property selling this year was on the market. That is, 50% of homes selling this year 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.

Year	Median Days on Market	Percent Change Year-over-Year
2015	43	-27.1%
2014	59	0.0%
2013	59	-34.4%
2012	90	-10.0%
2011	100	0.0%
2010	100	2.0%

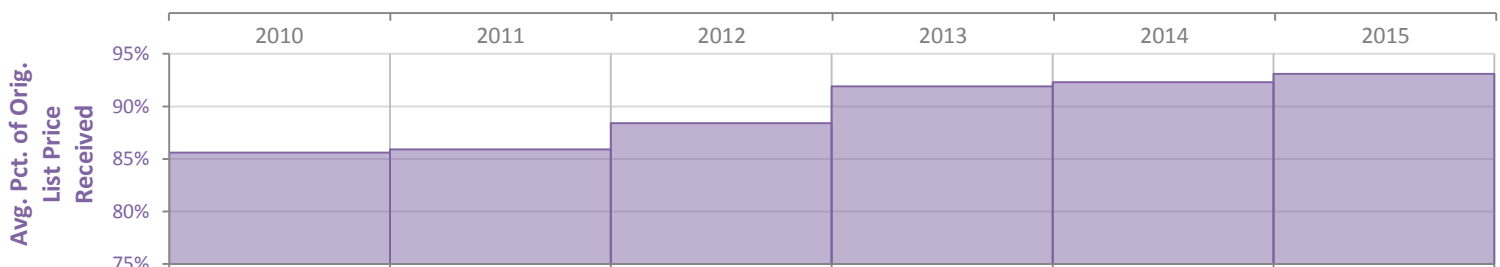


## Average Percent of Original List Price Received

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

**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.

Year	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2015	93.1%	0.9%
2014	92.3%	0.4%
2013	91.9%	4.0%
2012	88.4%	2.9%
2011	85.9%	0.4%
2010	85.6%	2.3%



# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

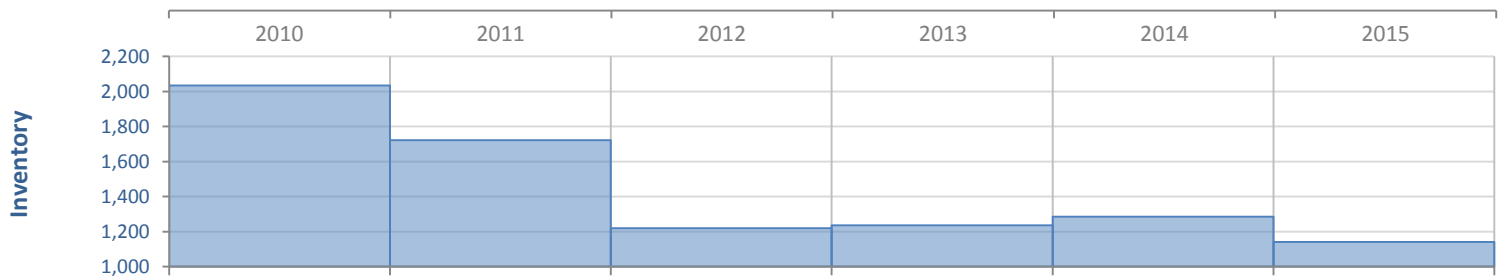


## Inventory (Active Listings)

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

**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 year, and hold this number to compare with the same calculation for the following year.

Year	Inventory	Percent Change Year-over-Year
2015	1,141	-11.2%
2014	1,285	4.0%
2013	1,236	1.3%
2012	1,220	-29.2%
2011	1,722	-15.4%
2010	2,035	1.2%

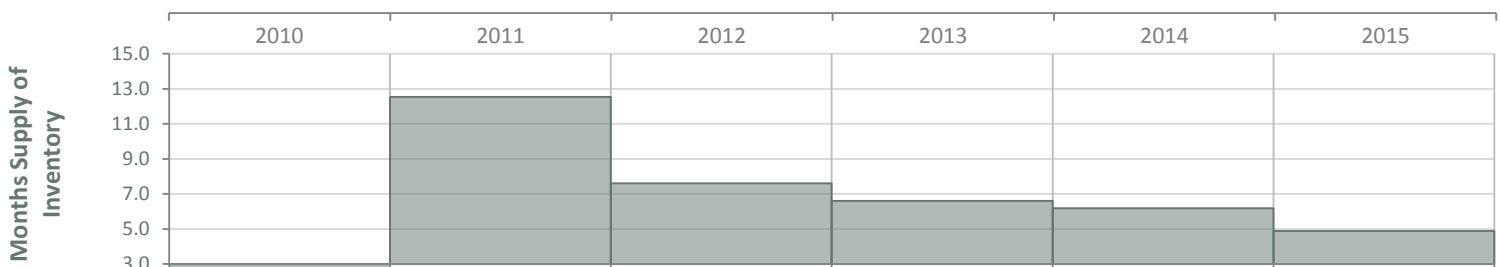


## Months Supply of Inventory

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.

Year	Months Supply	Percent Change Year-over-Year
2015	4.9	-21.0%
2014	6.2	-6.4%
2013	6.6	-13.2%
2012	7.6	-39.3%
2011	12.5	N/A
2010	(No Sales)	N/A



# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

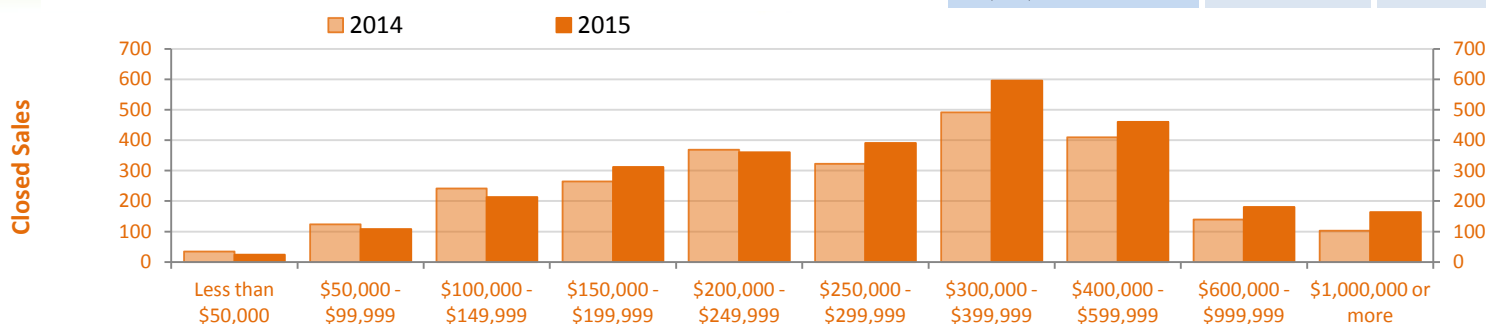


## Closed Sales by Sale Price

The number of sales transactions which closed during the year

**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	24	-29.4%
\$50,000 - \$99,999	108	-12.9%
\$100,000 - \$149,999	213	-11.6%
\$150,000 - \$199,999	312	17.7%
\$200,000 - \$249,999	360	-2.2%
\$250,000 - \$299,999	391	21.4%
\$300,000 - \$399,999	595	21.2%
\$400,000 - \$599,999	460	12.2%
\$600,000 - \$999,999	180	29.5%
\$1,000,000 or more	164	59.2%

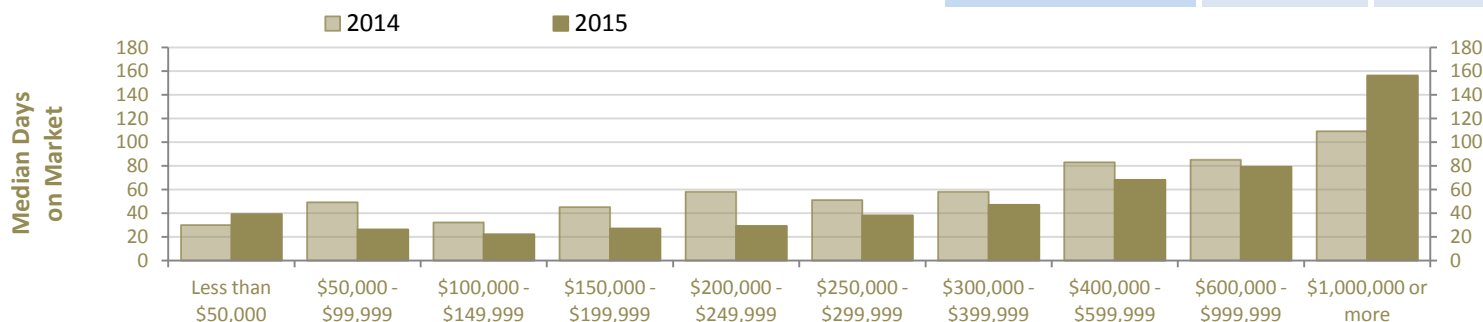


## Median Days on Market by Sale Price

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

**Economists' note:** Median Days on Market is the amount of time the "middle" property selling this year was on the market. That is, 50% of homes selling this year 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	39	30.0%
\$50,000 - \$99,999	26	-46.9%
\$100,000 - \$149,999	22	-31.3%
\$150,000 - \$199,999	27	-40.0%
\$200,000 - \$249,999	29	-50.0%
\$250,000 - \$299,999	38	-25.5%
\$300,000 - \$399,999	47	-19.0%
\$400,000 - \$599,999	68	-18.1%
\$600,000 - \$999,999	79	-7.1%
\$1,000,000 or more	156	43.1%





# Yearly Market Detail - 2015

## Single Family Homes

### Martin County

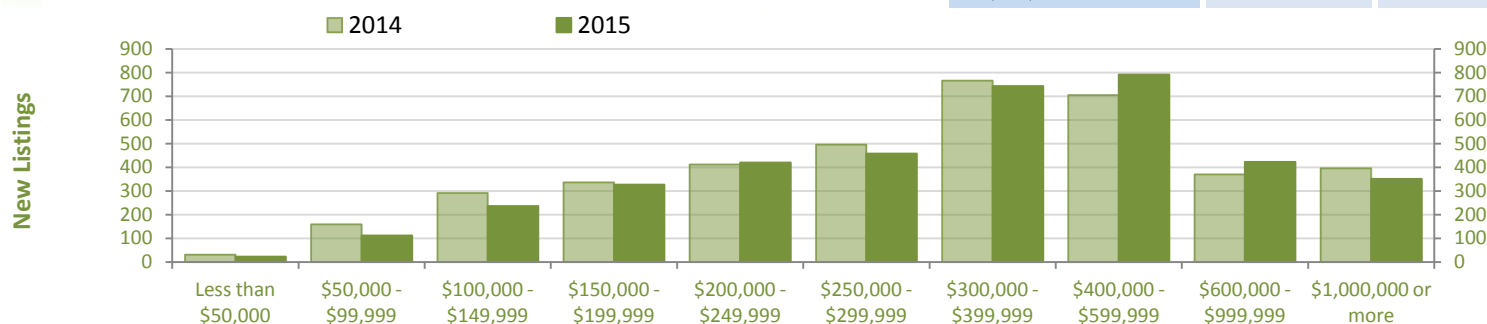


## New Listings by Initial Listing Price

The number of properties put onto the market during the year

**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	22	-26.7%
\$50,000 - \$99,999	112	-29.6%
\$100,000 - \$149,999	236	-18.9%
\$150,000 - \$199,999	326	-3.0%
\$200,000 - \$249,999	420	1.9%
\$250,000 - \$299,999	457	-7.7%
\$300,000 - \$399,999	743	-2.9%
\$400,000 - \$599,999	791	12.2%
\$600,000 - \$999,999	423	14.3%
\$1,000,000 or more	351	-11.1%

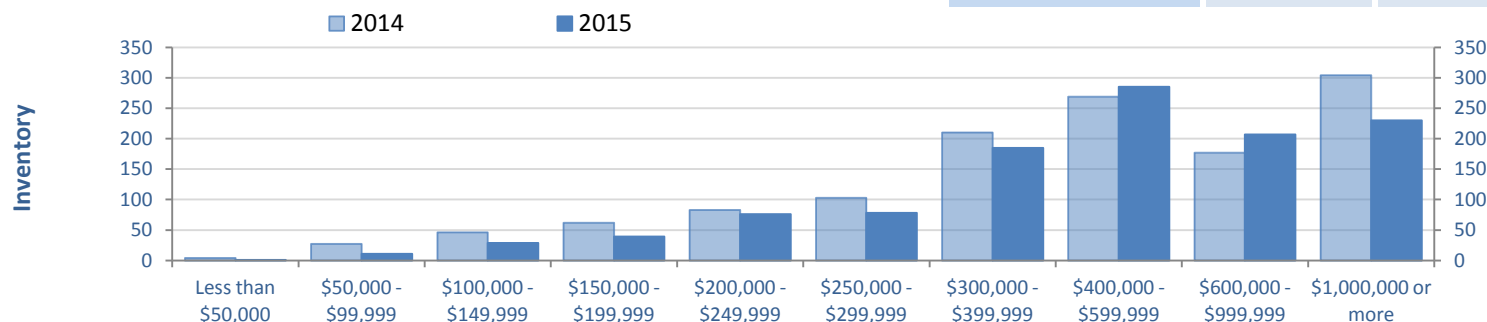


## Inventory by Current Listing Price

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

**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 year, and hold this number to compare with the same calculation for the following year.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	-75.0%
\$50,000 - \$99,999	11	-59.3%
\$100,000 - \$149,999	29	-37.0%
\$150,000 - \$199,999	39	-37.1%
\$200,000 - \$249,999	76	-8.4%
\$250,000 - \$299,999	78	-24.3%
\$300,000 - \$399,999	185	-11.9%
\$400,000 - \$599,999	285	5.9%
\$600,000 - \$999,999	207	16.9%
\$1,000,000 or more	230	-24.3%

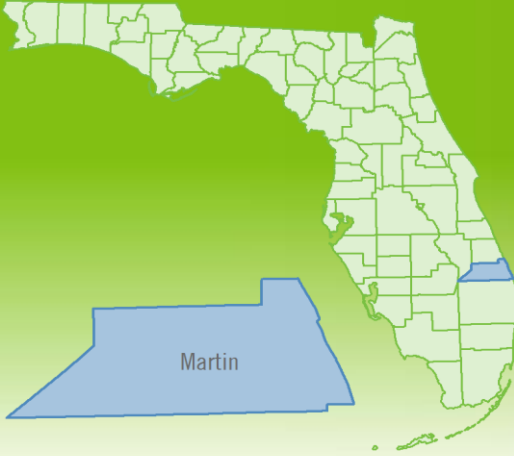




# Yearly Distressed Market - 2015

## Single Family Homes

### Martin County



		2015	2014	Percent Change Year-over-Year
Traditional	Closed Sales	2,397	2,094	14.5%
	Median Sale Price	\$315,000	\$300,000	5.0%
Foreclosure/REO	Closed Sales	356	317	12.3%
	Median Sale Price	\$175,235	\$151,000	16.0%
Short Sale	Closed Sales	54	86	-37.2%
	Median Sale Price	\$221,360	\$227,500	-2.7%

