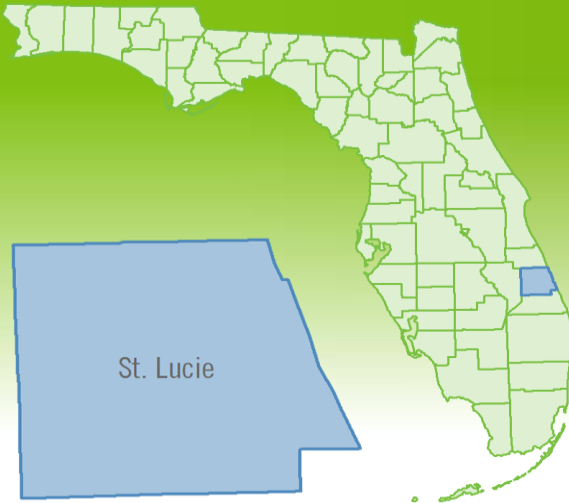


Yearly Market Detail - 2015

Single Family Homes

St. Lucie County



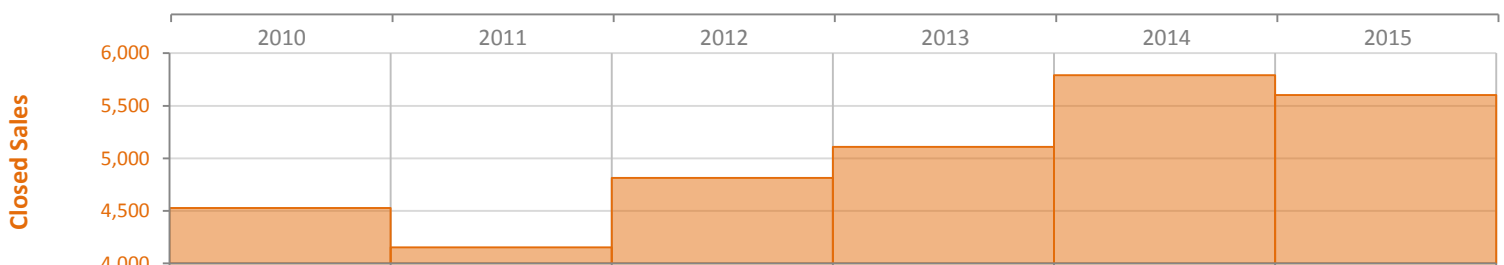
Summary Statistics	2015	2014	Percent Change Year-over-Year
Closed Sales	5,602	5,790	-3.2%
Paid in Cash	2,160	2,758	-21.7%
New Pending Sales	6,690	8,055	-16.9%
New Listings	8,062	8,334	-3.3%
Median Sale Price	\$156,250	\$133,688	16.9%
Average Sale Price	\$173,727	\$148,231	17.2%
Median Days on Market	32	53	-39.6%
Average Percent of Original List Price Received	95.6%	93.7%	2.0%
Pending Inventory	752	845	-11.0%
Inventory (Active Listings)	1,754.0	1,748.0	0.3%
Months Supply of Inventory	3.8	3.6	3.7%

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	5,602	-3.2%
2014	5,790	13.4%
2013	5,108	6.1%
2012	4,815	16.0%
2011	4,152	-8.3%
2010	4,526	-9.2%

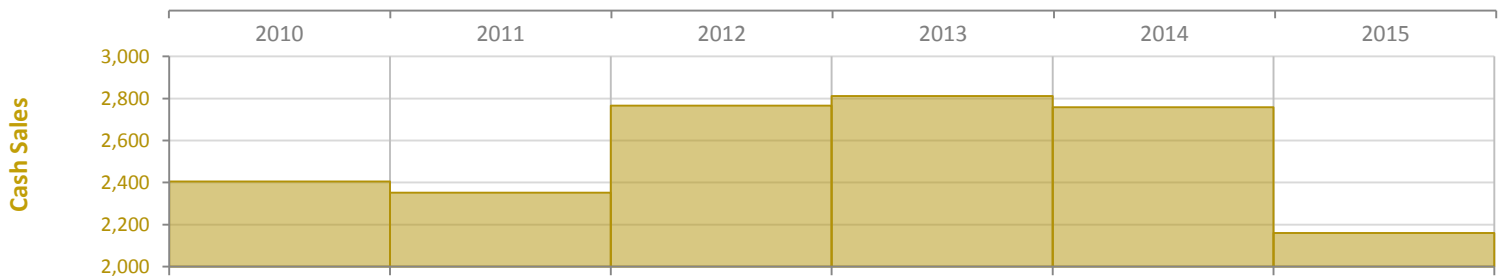


Cash Sales

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	2,160	-21.7%
2014	2,758	-1.9%
2013	2,811	1.6%
2012	2,766	17.6%
2011	2,352	-2.2%
2010	2,405	2.4%

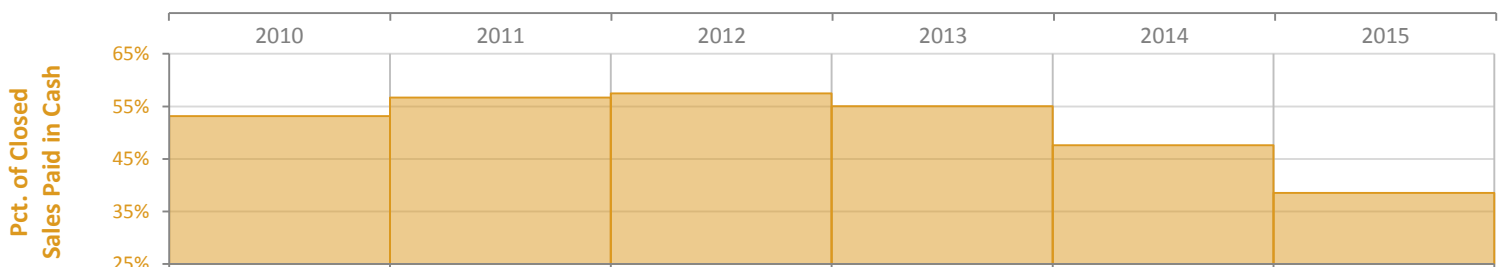


Cash Sales as a Percentage of Closed Sales

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	38.6%	-19.1%
2014	47.6%	-13.4%
2013	55.0%	-4.2%
2012	57.4%	1.4%
2011	56.6%	6.6%
2010	53.1%	12.8%

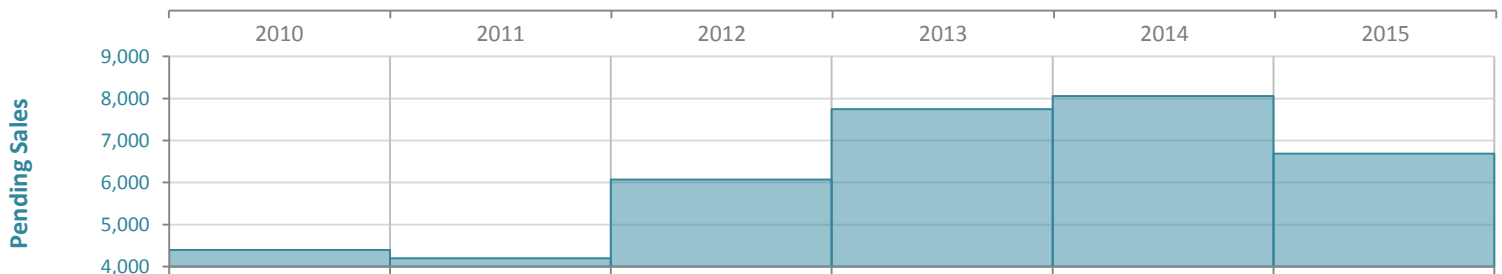


New Pending Sales

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	6,690	-16.9%
2014	8,055	3.9%
2013	7,750	27.7%
2012	6,071	44.7%
2011	4,197	-4.5%
2010	4,397	-14.3%

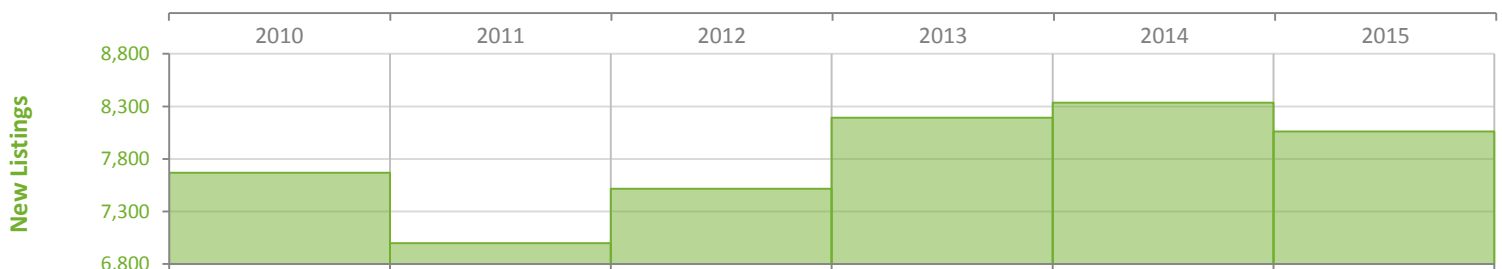


New Listings

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	8,062	-3.3%
2014	8,334	1.7%
2013	8,192	9.0%
2012	7,517	7.4%
2011	6,998	-8.7%
2010	7,668	-15.1%



Yearly Market Detail - 2015

Single Family Homes

St. Lucie County

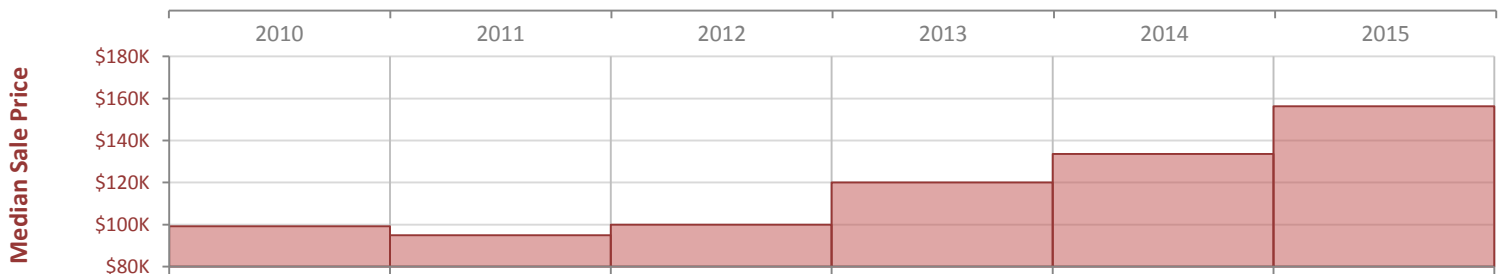


Median Sale Price

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	\$156,250	16.9%
2014	\$133,688	11.4%
2013	\$120,000	20.0%
2012	\$100,000	5.3%
2011	\$95,000	-4.2%
2010	\$99,190	-5.5%

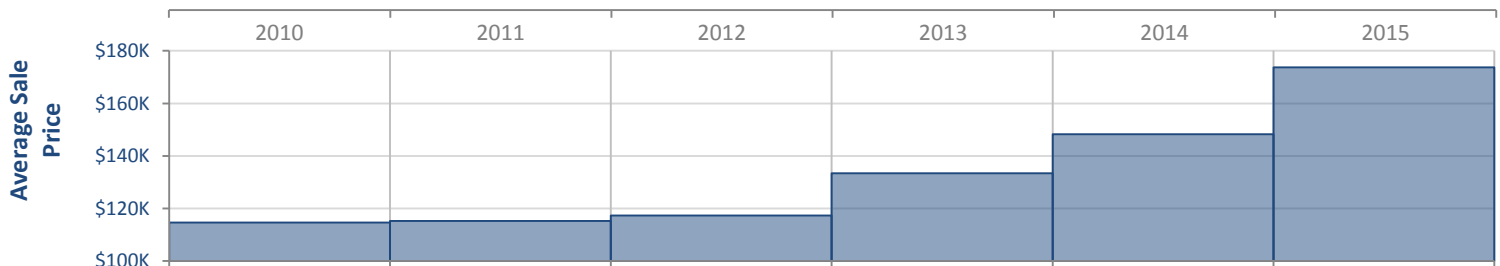


Average Sale Price

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	\$173,727	17.2%
2014	\$148,231	11.1%
2013	\$133,435	13.7%
2012	\$117,331	1.8%
2011	\$115,282	0.6%
2010	\$114,615	-0.6%



Yearly Market Detail - 2015

Single Family Homes

St. Lucie County

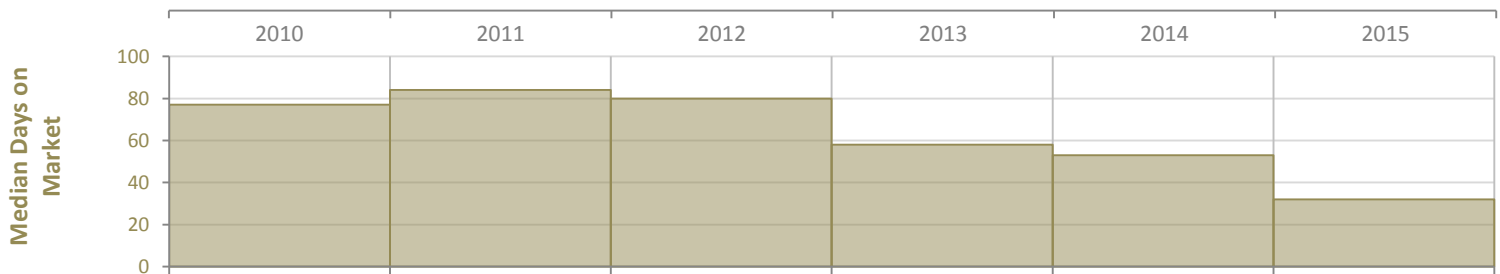


Median Days on Market

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	32	-39.6%
2014	53	-8.6%
2013	58	-27.5%
2012	80	-4.8%
2011	84	9.1%
2010	77	18.5%

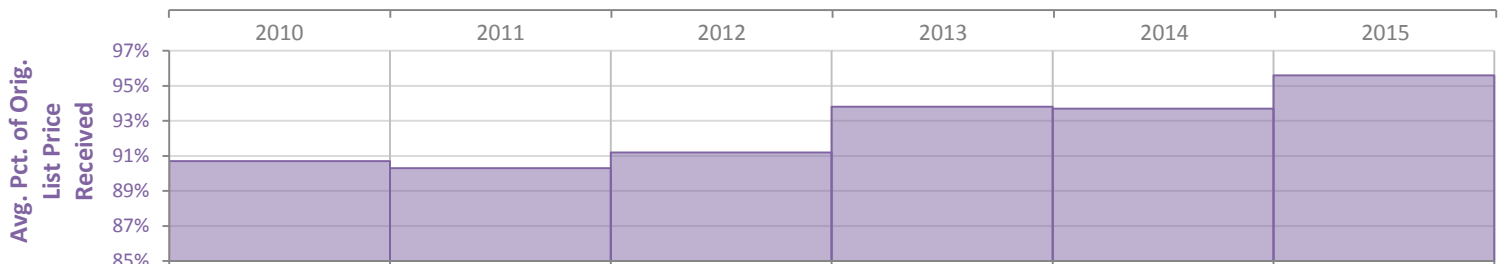


Average Percent of Original List Price Received

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	95.6%	2.0%
2014	93.7%	-0.1%
2013	93.8%	2.9%
2012	91.2%	1.0%
2011	90.3%	-0.4%
2010	90.7%	0.4%



Yearly Market Detail - 2015

Single Family Homes

St. Lucie County

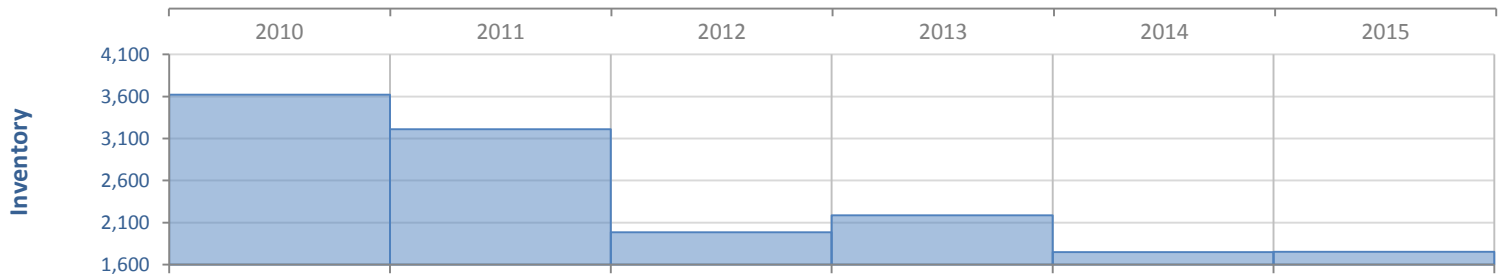


Inventory (Active Listings)

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	1,754	0.3%
2014	1,748	-20.0%
2013	2,186	10.0%
2012	1,987	-38.1%
2011	3,211	-11.3%
2010	3,621	-5.7%

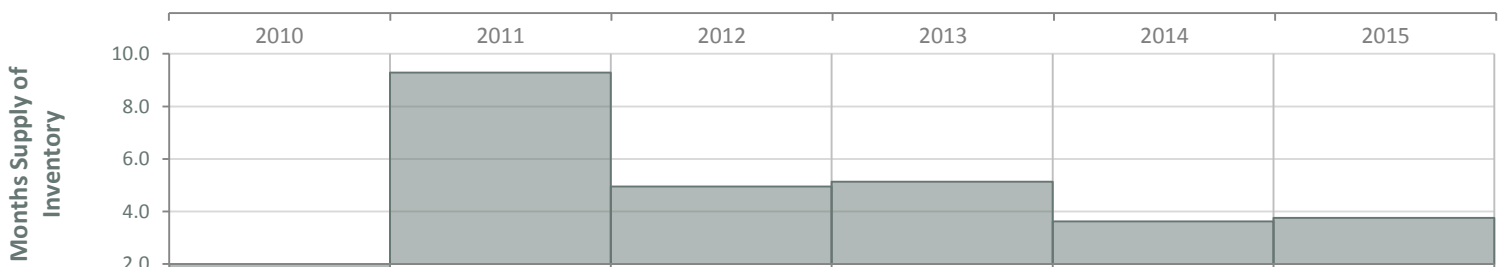


Months Supply of Inventory

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

Economists' note: 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	3.8	3.7%
2014	3.6	-29.5%
2013	5.1	3.7%
2012	5.0	-46.6%
2011	9.3	N/A
2010	(No Sales)	N/A



Yearly Market Detail - 2015

Single Family Homes

St. Lucie County

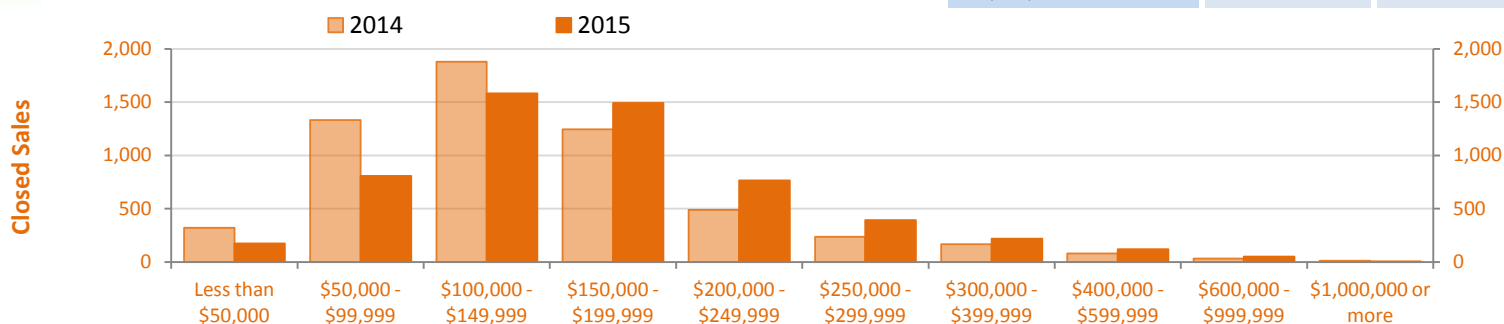


Closed Sales by Sale Price

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	174	-45.8%
\$50,000 - \$99,999	807	-39.4%
\$100,000 - \$149,999	1,580	-15.9%
\$150,000 - \$199,999	1,492	19.7%
\$200,000 - \$249,999	765	57.1%
\$250,000 - \$299,999	391	65.0%
\$300,000 - \$399,999	219	31.9%
\$400,000 - \$599,999	118	45.7%
\$600,000 - \$999,999	50	56.3%
\$1,000,000 or more	6	-40.0%

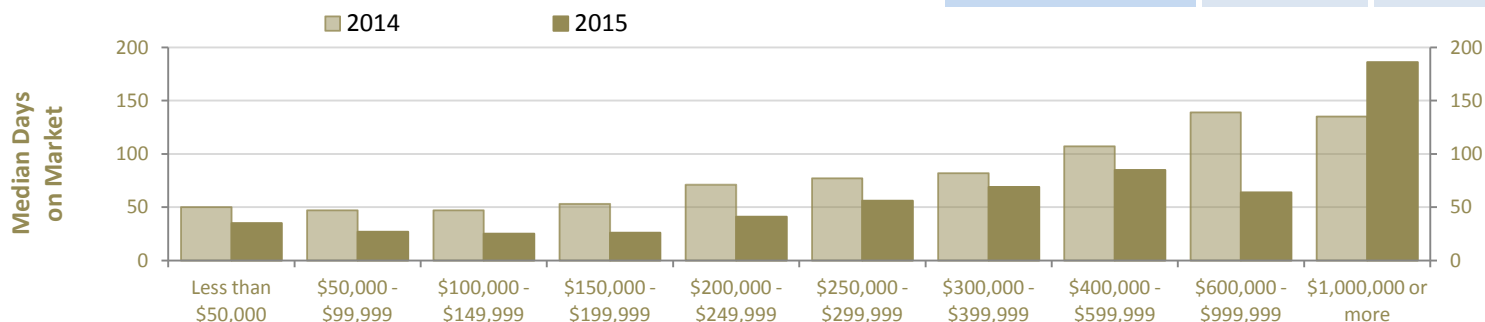


Median Days on Market by Sale Price

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	35	-30.0%
\$50,000 - \$99,999	27	-42.6%
\$100,000 - \$149,999	25	-46.8%
\$150,000 - \$199,999	26	-50.9%
\$200,000 - \$249,999	41	-42.3%
\$250,000 - \$299,999	56	-27.3%
\$300,000 - \$399,999	69	-15.9%
\$400,000 - \$599,999	85	-20.6%
\$600,000 - \$999,999	64	-54.0%
\$1,000,000 or more	186	37.8%



Yearly Market Detail - 2015

Single Family Homes

St. Lucie County

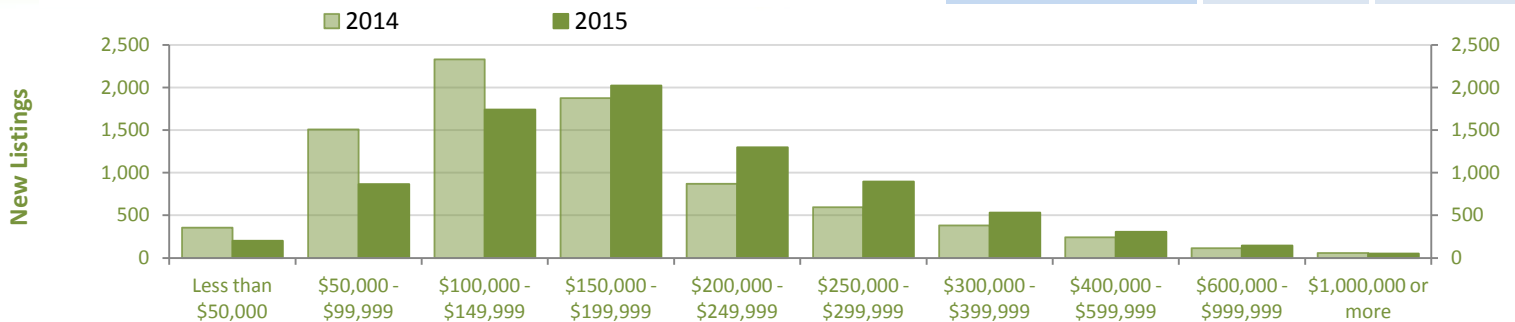


New Listings by Initial Listing Price

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	203	-42.7%
\$50,000 - \$99,999	866	-42.5%
\$100,000 - \$149,999	1,741	-25.3%
\$150,000 - \$199,999	2,020	7.7%
\$200,000 - \$249,999	1,299	49.1%
\$250,000 - \$299,999	896	50.8%
\$300,000 - \$399,999	531	38.6%
\$400,000 - \$599,999	307	25.8%
\$600,000 - \$999,999	147	27.8%
\$1,000,000 or more	52	-13.3%

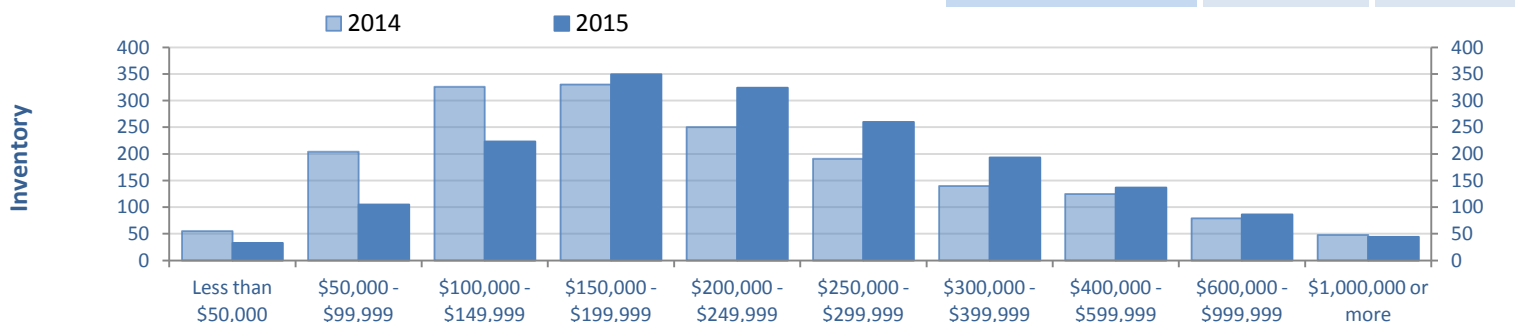


Inventory by Current Listing Price

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.

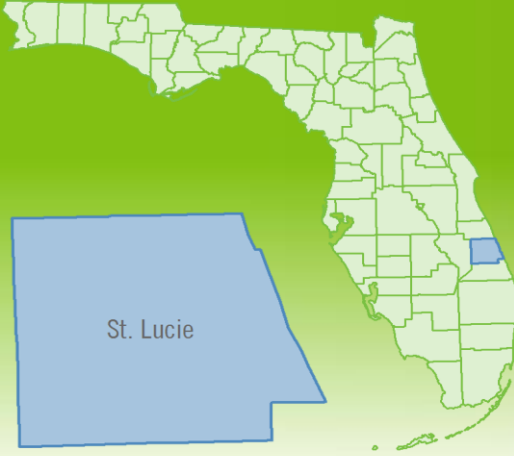
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	33	-40.0%
\$50,000 - \$99,999	105	-48.5%
\$100,000 - \$149,999	223	-31.6%
\$150,000 - \$199,999	349	5.8%
\$200,000 - \$249,999	324	29.6%
\$250,000 - \$299,999	260	36.1%
\$300,000 - \$399,999	193	37.9%
\$400,000 - \$599,999	137	9.6%
\$600,000 - \$999,999	86	8.9%
\$1,000,000 or more	44	-8.3%



Yearly Distressed Market - 2015

Single Family Homes

St. Lucie County



		2015	2014	Percent Change Year-over-Year
Traditional	Closed Sales	4,275	3,578	19.5%
	Median Sale Price	\$168,000	\$149,250	12.6%
Foreclosure/REO	Closed Sales	1,125	1,846	-39.1%
	Median Sale Price	\$122,100	\$109,725	11.3%
Short Sale	Closed Sales	202	366	-44.8%
	Median Sale Price	\$130,000	\$120,000	8.3%

