

Monthly Market Detail - March 2017

Townhouses and Condos

Lee County



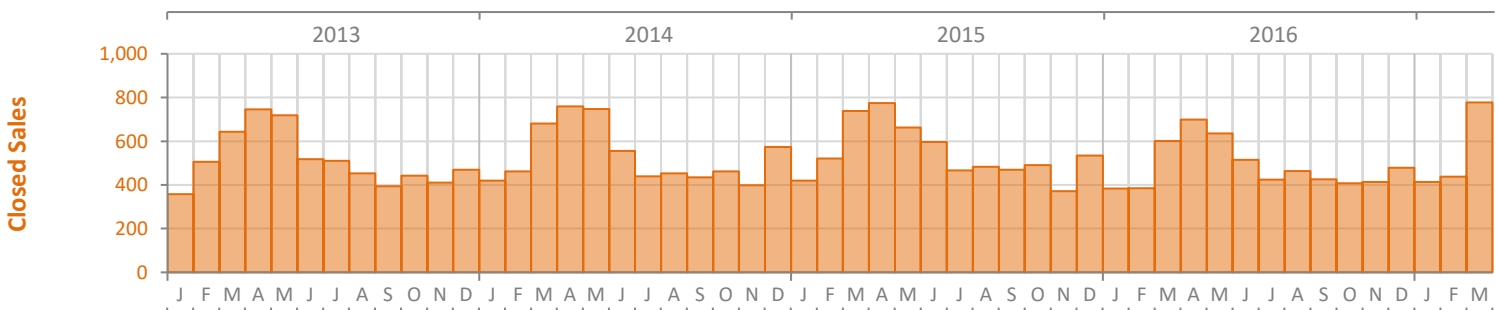
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	777	601	29.3%
Paid in Cash	465	393	18.3%
Median Sale Price	\$193,650	\$172,500	12.3%
Average Sale Price	\$246,883	\$217,922	13.3%
Dollar Volume	\$191.8 Million	\$131.0 Million	46.5%
Median Percent of Original List Price Received	94.6%	95.1%	-0.5%
Median Time to Contract	66 Days	45 Days	46.7%
Median Time to Sale	101 Days	80 Days	26.3%
New Pending Sales	832	739	12.6%
New Listings	874	903	-3.2%
Pending Inventory	938	1,040	-9.8%
Inventory (Active Listings)	3,708	3,148	17.8%
Months Supply of Inventory	7.3	6.1	19.7%

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
March 2017	777	29.3%
February 2017	438	13.8%
January 2017	413	7.6%
December 2016	479	-10.3%
November 2016	414	11.6%
October 2016	408	-16.7%
September 2016	425	-9.6%
August 2016	463	-4.1%
July 2016	424	-9.2%
June 2016	514	-13.8%
May 2016	635	-4.1%
April 2016	699	-9.7%
March 2016	601	-18.6%

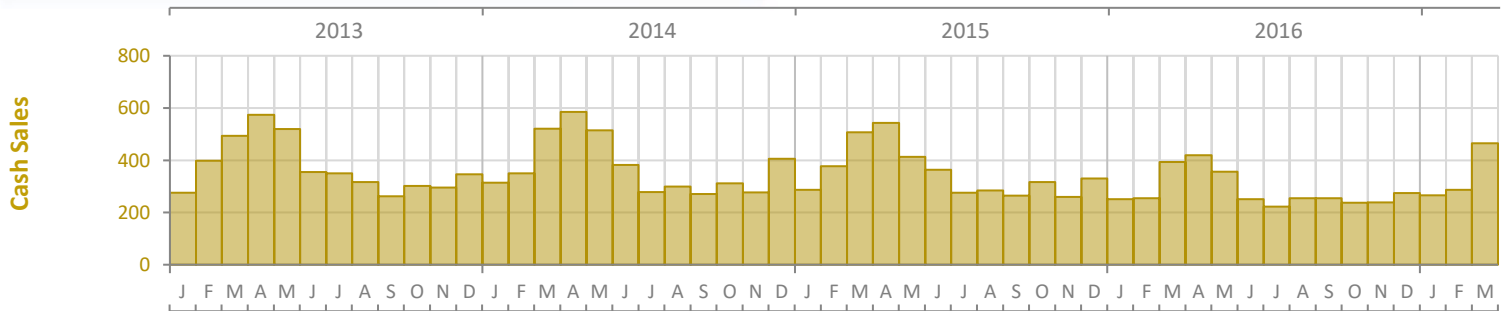


Cash Sales

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
March 2017	465	18.3%
February 2017	287	13.0%
January 2017	266	6.0%
December 2016	274	-17.0%
November 2016	239	-8.1%
October 2016	237	-25.2%
September 2016	255	-3.8%
August 2016	254	-10.6%
July 2016	222	-19.6%
June 2016	251	-31.0%
May 2016	356	-13.8%
April 2016	419	-22.8%
March 2016	393	-22.5%

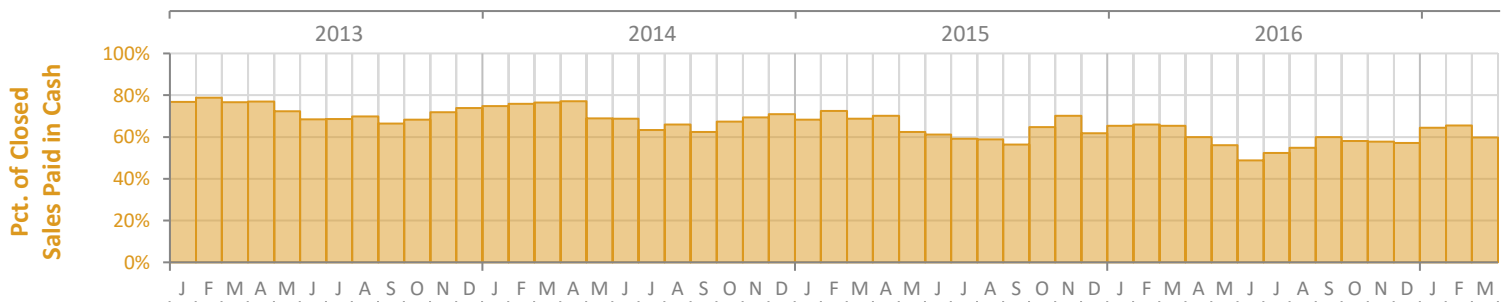


Cash Sales as a Percentage of Closed Sales

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
March 2017	59.8%	-8.6%
February 2017	65.5%	-0.8%
January 2017	64.4%	-1.5%
December 2016	57.2%	-7.4%
November 2016	57.7%	-17.7%
October 2016	58.1%	-10.2%
September 2016	60.0%	6.4%
August 2016	54.9%	-6.6%
July 2016	52.4%	-11.3%
June 2016	48.8%	-20.1%
May 2016	56.1%	-10.1%
April 2016	59.9%	-14.7%
March 2016	65.4%	-4.8%



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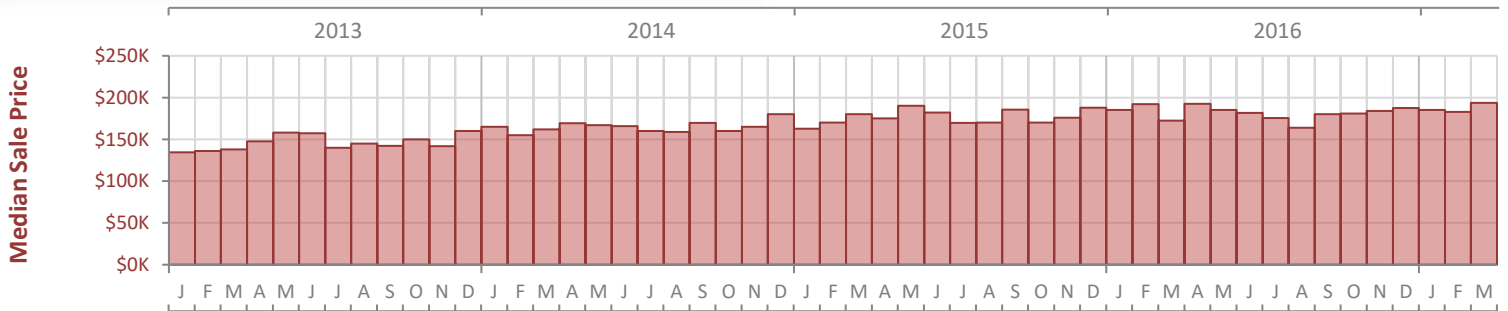


Median Sale Price

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
March 2017	\$193,650	12.3%
February 2017	\$182,975	-4.7%
January 2017	\$185,000	0.0%
December 2016	\$187,500	-0.3%
November 2016	\$184,000	4.5%
October 2016	\$181,000	6.5%
September 2016	\$180,000	-3.0%
August 2016	\$163,799	-3.6%
July 2016	\$175,500	3.5%
June 2016	\$181,500	-0.3%
May 2016	\$185,000	-2.6%
April 2016	\$192,500	10.0%
March 2016	\$172,500	-4.2%

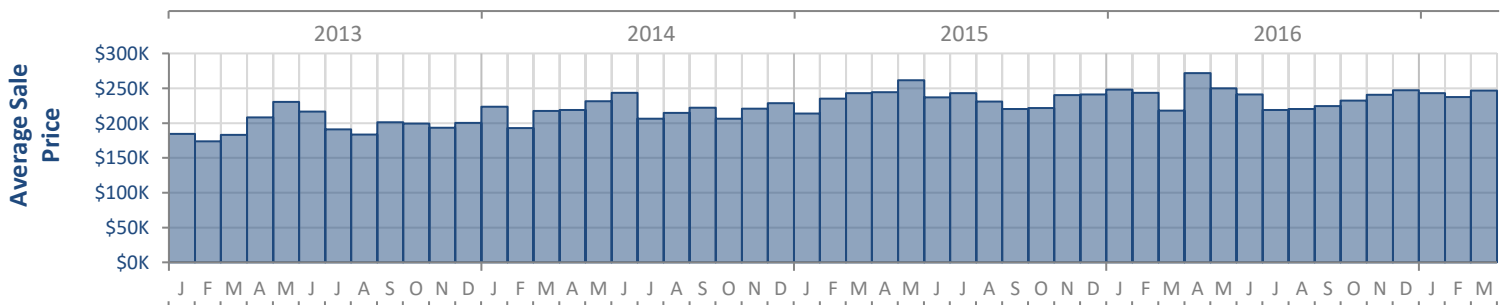


Average Sale Price

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
March 2017	\$246,883	13.3%
February 2017	\$237,537	-2.4%
January 2017	\$242,810	-2.2%
December 2016	\$246,928	2.5%
November 2016	\$240,616	0.1%
October 2016	\$232,448	4.9%
September 2016	\$224,157	1.8%
August 2016	\$219,988	-4.7%
July 2016	\$218,885	-9.8%
June 2016	\$241,209	1.8%
May 2016	\$249,682	-4.5%
April 2016	\$271,745	11.1%
March 2016	\$217,922	-10.2%

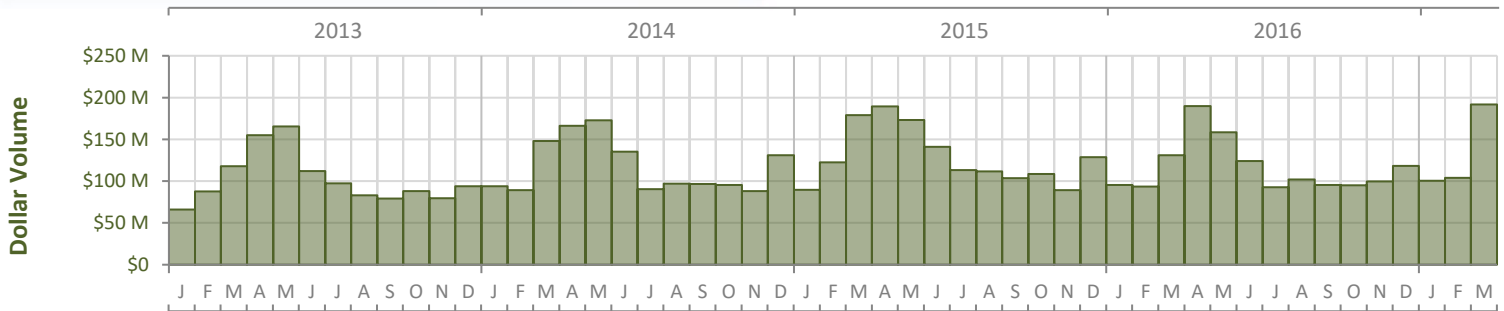


Dollar Volume

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
March 2017	\$191.8 Million	46.5%
February 2017	\$104.0 Million	11.1%
January 2017	\$100.3 Million	5.2%
December 2016	\$118.3 Million	-8.1%
November 2016	\$99.6 Million	11.8%
October 2016	\$94.8 Million	-12.6%
September 2016	\$95.3 Million	-8.0%
August 2016	\$101.9 Million	-8.7%
July 2016	\$92.8 Million	-18.1%
June 2016	\$124.0 Million	-12.2%
May 2016	\$158.5 Million	-8.4%
April 2016	\$189.9 Million	0.4%
March 2016	\$131.0 Million	-26.9%

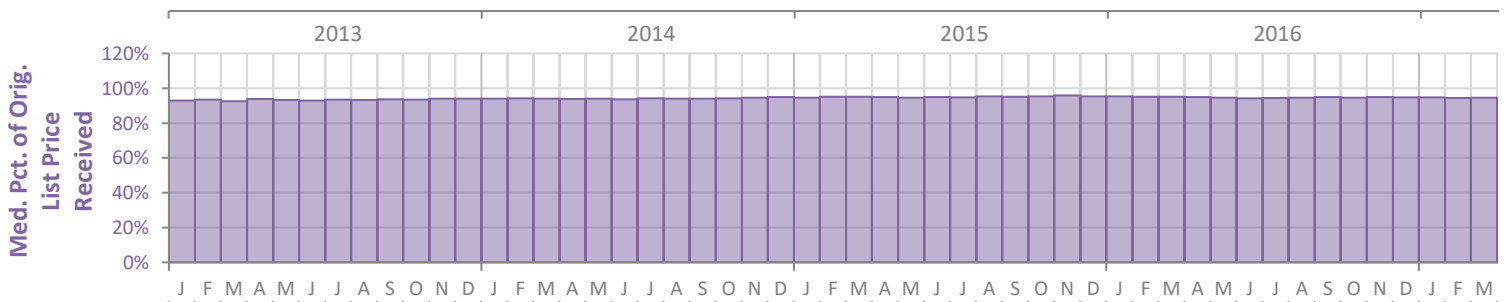


Median Percent of Original List Price Received

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
March 2017	94.6%	-0.5%
February 2017	94.4%	-0.8%
January 2017	94.7%	-0.6%
December 2016	94.7%	-0.7%
November 2016	95.0%	-0.8%
October 2016	94.6%	-0.7%
September 2016	95.0%	-0.2%
August 2016	94.5%	-0.8%
July 2016	94.4%	-0.4%
June 2016	94.3%	-0.7%
May 2016	94.6%	0.0%
April 2016	95.0%	0.1%
March 2016	95.1%	-0.1%

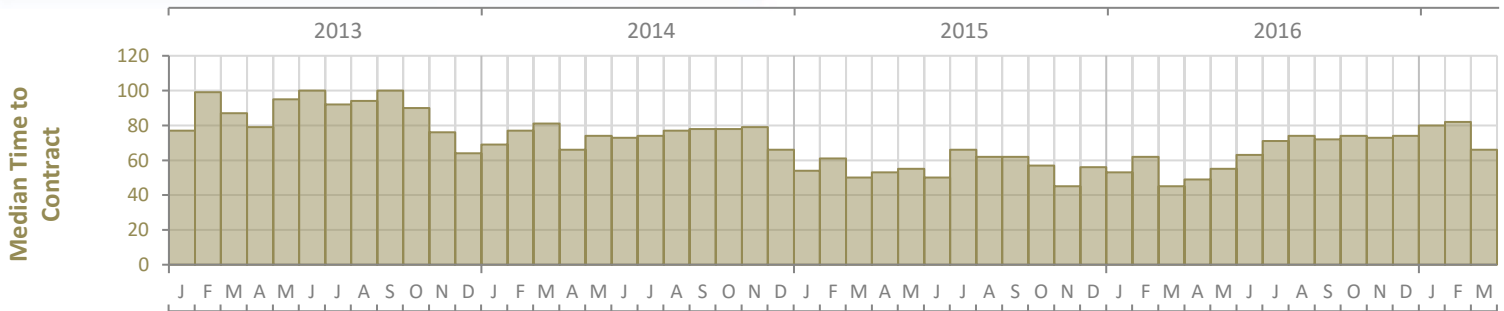


Median Time to Contract

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
March 2017	66 Days	46.7%
February 2017	82 Days	32.3%
January 2017	80 Days	50.9%
December 2016	74 Days	32.1%
November 2016	73 Days	62.2%
October 2016	74 Days	29.8%
September 2016	72 Days	16.1%
August 2016	74 Days	19.4%
July 2016	71 Days	7.6%
June 2016	63 Days	26.0%
May 2016	55 Days	0.0%
April 2016	49 Days	-7.5%
March 2016	45 Days	-10.0%

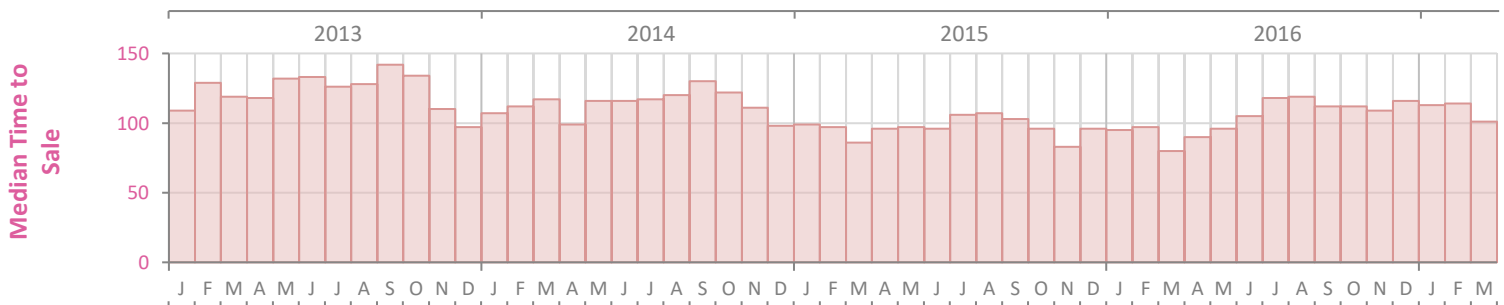


Median Time to Sale

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
March 2017	101 Days	26.3%
February 2017	114 Days	17.5%
January 2017	113 Days	18.9%
December 2016	116 Days	20.8%
November 2016	109 Days	31.3%
October 2016	112 Days	16.7%
September 2016	112 Days	8.7%
August 2016	119 Days	11.2%
July 2016	118 Days	11.3%
June 2016	105 Days	9.4%
May 2016	96 Days	-1.0%
April 2016	90 Days	-6.3%
March 2016	80 Days	-7.0%

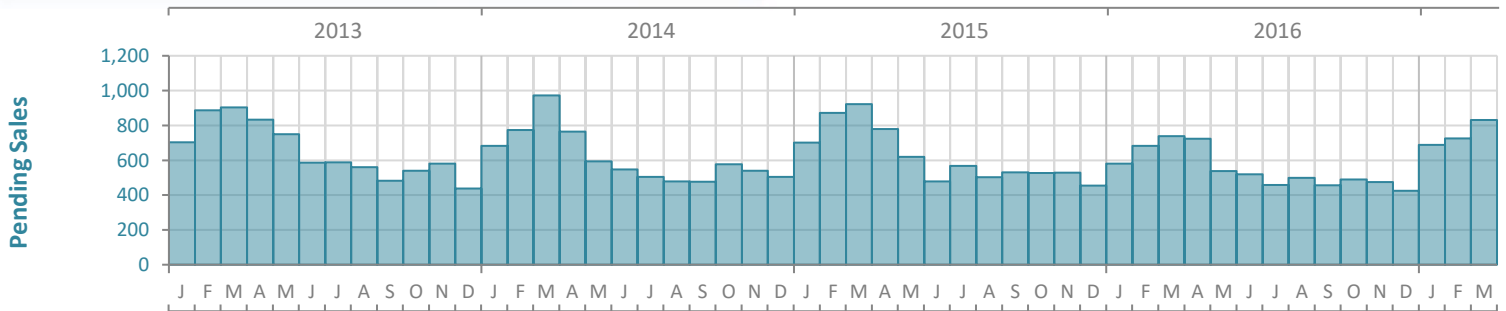


New Pending Sales

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
March 2017	832	12.6%
February 2017	725	6.3%
January 2017	689	18.6%
December 2016	424	-6.6%
November 2016	474	-10.2%
October 2016	490	-7.0%
September 2016	456	-14.0%
August 2016	499	-0.8%
July 2016	458	-19.4%
June 2016	520	8.6%
May 2016	537	-13.4%
April 2016	723	-7.3%
March 2016	739	-19.9%

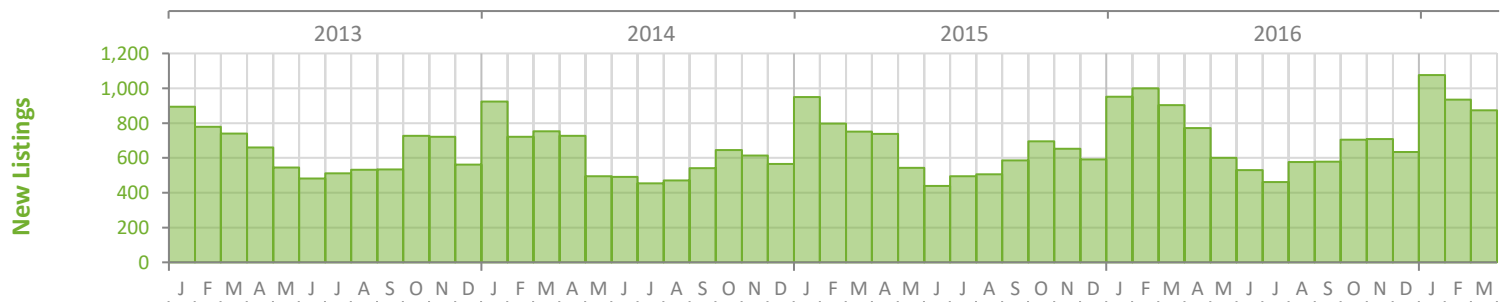


New Listings

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
March 2017	874	-3.2%
February 2017	934	-6.5%
January 2017	1,075	12.9%
December 2016	634	7.1%
November 2016	708	8.4%
October 2016	705	1.3%
September 2016	578	-1.4%
August 2016	577	14.0%
July 2016	461	-6.9%
June 2016	530	21.0%
May 2016	601	10.7%
April 2016	772	4.7%
March 2016	903	20.4%

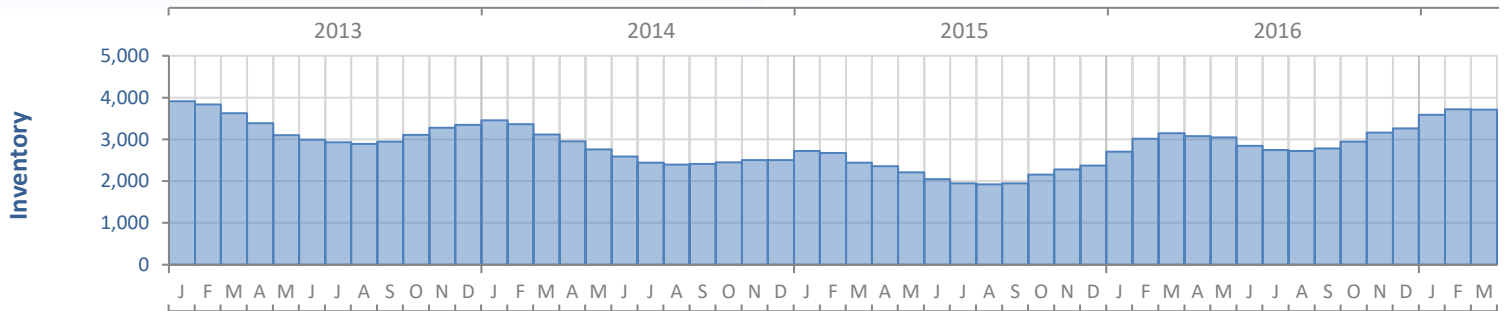


Inventory (Active Listings)

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
March 2017	3,708	17.8%
February 2017	3,721	23.4%
January 2017	3,589	32.5%
December 2016	3,259	37.5%
November 2016	3,165	38.7%
October 2016	2,943	36.8%
September 2016	2,784	42.8%
August 2016	2,722	41.3%
July 2016	2,747	41.2%
June 2016	2,848	38.9%
May 2016	3,047	37.7%
April 2016	3,079	30.6%
March 2016	3,148	29.0%

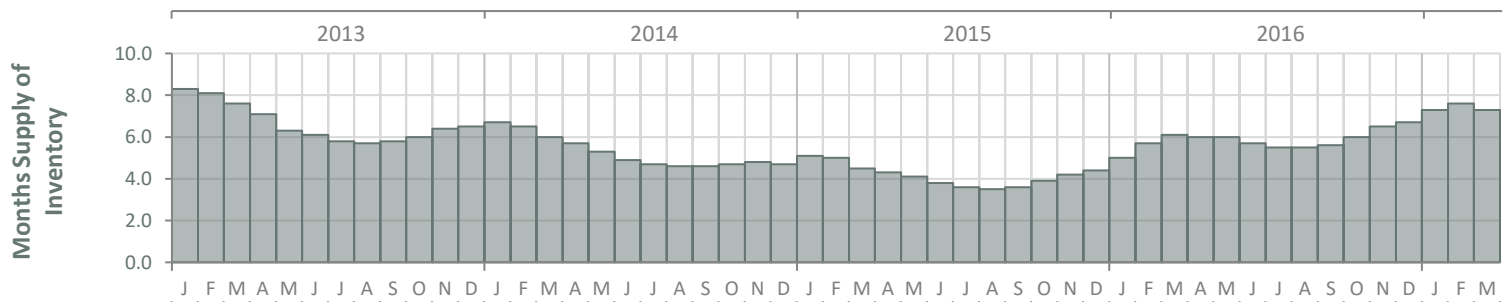


Months Supply of Inventory

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
March 2017	7.3	19.7%
February 2017	7.6	33.3%
January 2017	7.3	46.0%
December 2016	6.7	52.3%
November 2016	6.5	54.8%
October 2016	6.0	53.8%
September 2016	5.6	55.6%
August 2016	5.5	57.1%
July 2016	5.5	52.8%
June 2016	5.7	50.0%
May 2016	6.0	46.3%
April 2016	6.0	39.5%
March 2016	6.1	35.6%

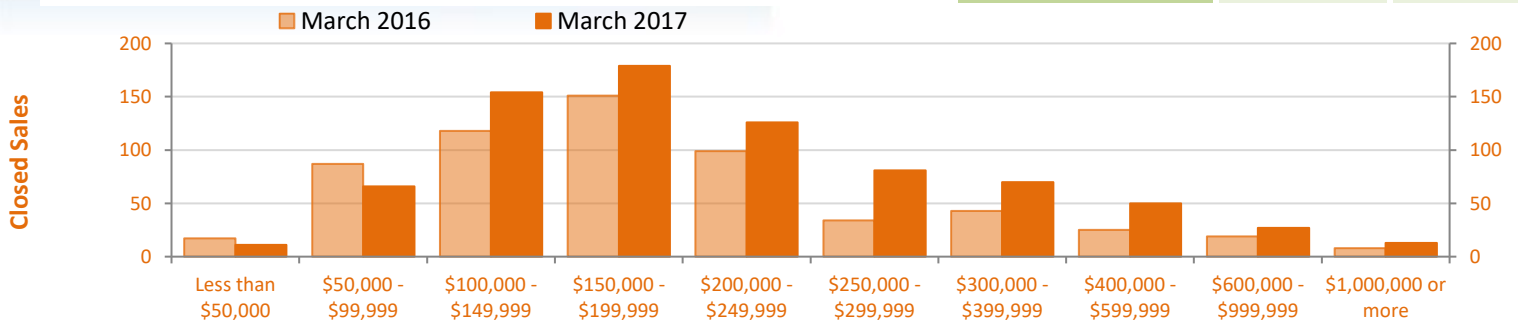


Closed Sales by Sale Price

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	11	-35.3%
\$50,000 - \$99,999	66	-24.1%
\$100,000 - \$149,999	154	30.5%
\$150,000 - \$199,999	179	18.5%
\$200,000 - \$249,999	126	27.3%
\$250,000 - \$299,999	81	138.2%
\$300,000 - \$399,999	70	62.8%
\$400,000 - \$599,999	50	100.0%
\$600,000 - \$999,999	27	42.1%
\$1,000,000 or more	13	62.5%

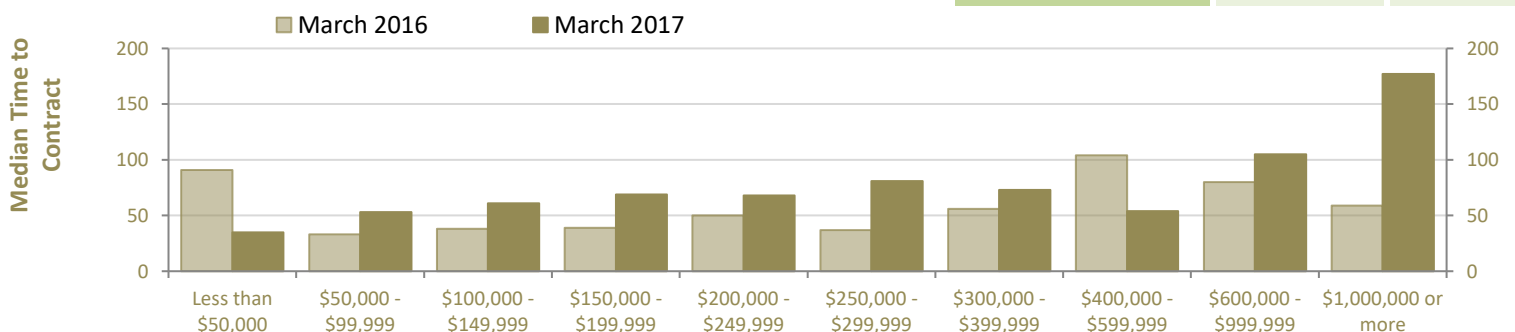


Median Time to Contract by Sale Price

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	35 Days	-61.5%
\$50,000 - \$99,999	53 Days	60.6%
\$100,000 - \$149,999	61 Days	60.5%
\$150,000 - \$199,999	69 Days	76.9%
\$200,000 - \$249,999	68 Days	36.0%
\$250,000 - \$299,999	81 Days	118.9%
\$300,000 - \$399,999	73 Days	30.4%
\$400,000 - \$599,999	54 Days	-48.1%
\$600,000 - \$999,999	105 Days	31.3%
\$1,000,000 or more	177 Days	200.0%

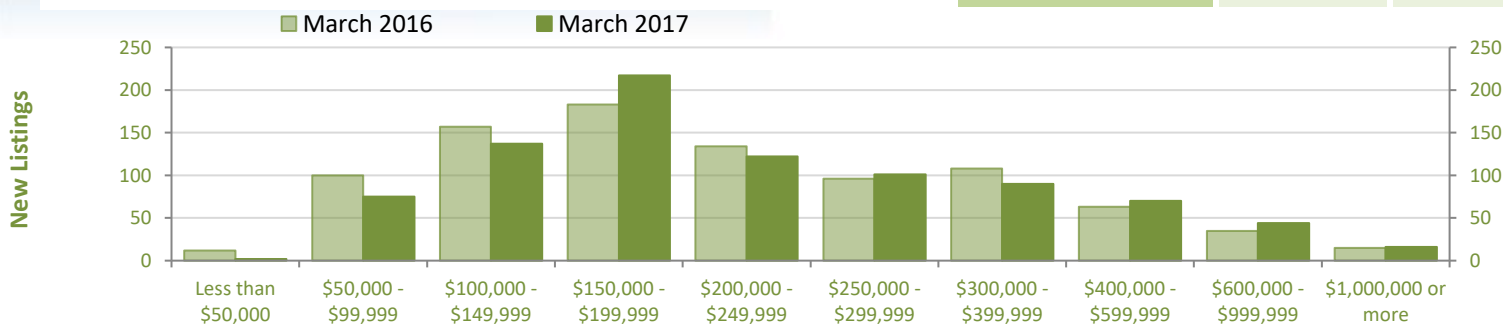


New Listings by Initial Listing Price

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	2	-83.3%
\$50,000 - \$99,999	75	-25.0%
\$100,000 - \$149,999	137	-12.7%
\$150,000 - \$199,999	217	18.6%
\$200,000 - \$249,999	122	-9.0%
\$250,000 - \$299,999	101	5.2%
\$300,000 - \$399,999	90	-16.7%
\$400,000 - \$599,999	70	11.1%
\$600,000 - \$999,999	44	25.7%
\$1,000,000 or more	16	6.7%

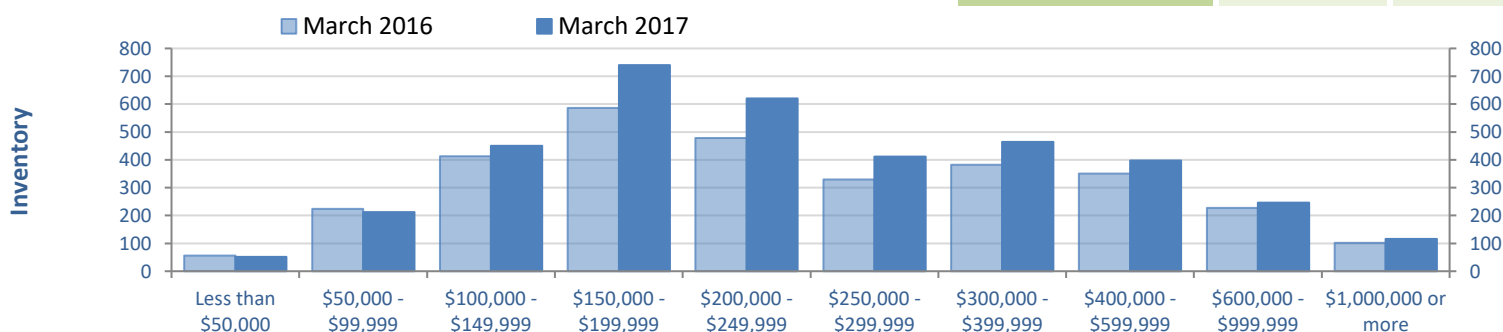


Inventory by Current Listing Price

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

Economists' note: There are a number of ways to 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	51	-8.9%
\$50,000 - \$99,999	212	-5.4%
\$100,000 - \$149,999	450	9.0%
\$150,000 - \$199,999	740	26.3%
\$200,000 - \$249,999	620	29.7%
\$250,000 - \$299,999	411	24.5%
\$300,000 - \$399,999	464	21.5%
\$400,000 - \$599,999	398	13.7%
\$600,000 - \$999,999	246	8.4%
\$1,000,000 or more	116	13.7%



Monthly Distressed Market - March 2017

Townhouses and Condos

Lee County



		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	759	573	32.5%
	Median Sale Price	\$195,000	\$175,000	11.4%
Foreclosure/REO	Closed Sales	18	24	-25.0%
	Median Sale Price	\$113,500	\$109,250	3.9%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$122,750	N/A

