

Monthly Market Detail - January 2016

Townhouses and Condos

Lee County



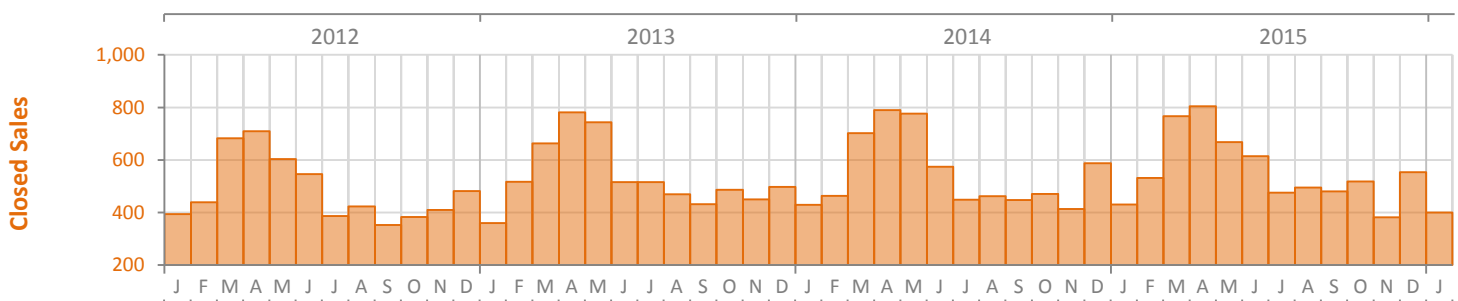
Summary Statistics	January 2016	January 2015	Percent Change Year-over-Year
Closed Sales	400	430	-7.0%
Paid in Cash	258	294	-12.2%
New Pending Sales	599	717	-16.5%
New Listings	1,076	1,093	-1.6%
Median Sale Price	\$185,000	\$165,000	12.1%
Average Sale Price	\$251,774	\$216,613	16.2%
Median Days on Market	41	45	-8.9%
Average Percent of Original List Price Received	94.2%	93.4%	0.9%
Pending Inventory	779	907	-14.1%
Inventory (Active Listings)	2,844	2,836	0.3%
Months Supply of Inventory	5.1	5.2	-1.5%

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 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.

Month	Closed Sales	Percent Change Year-over-Year
January 2016	400	-7.0%
December 2015	553	-6.0%
November 2015	382	-7.5%
October 2015	518	10.0%
September 2015	480	7.1%
August 2015	495	7.1%
July 2015	475	5.8%
June 2015	614	7.0%
May 2015	668	-13.9%
April 2015	804	1.8%
March 2015	766	9.1%
February 2015	531	14.7%
January 2015	430	0.2%

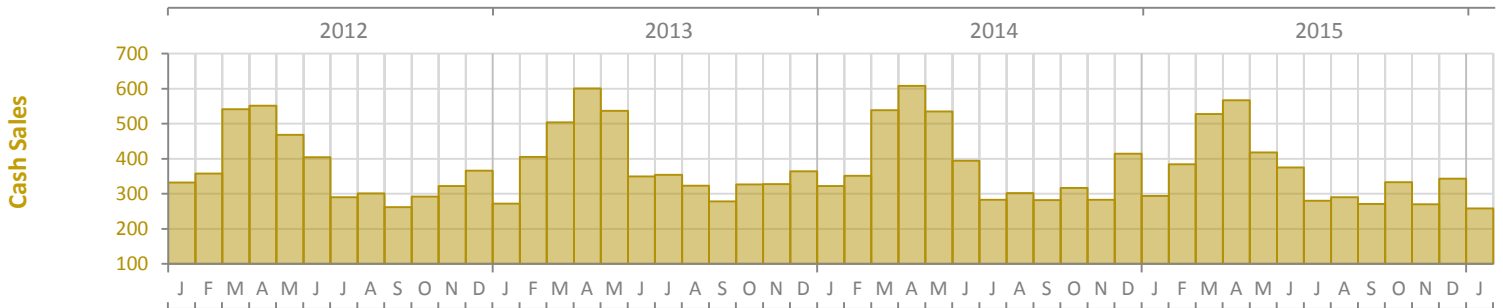


Cash Sales

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
January 2016	258	-12.2%
December 2015	343	-17.1%
November 2015	270	-4.6%
October 2015	333	5.0%
September 2015	271	-3.9%
August 2015	290	-4.0%
July 2015	280	-1.1%
June 2015	375	-4.8%
May 2015	418	-21.9%
April 2015	567	-6.7%
March 2015	528	-2.0%
February 2015	384	9.4%
January 2015	294	-8.7%

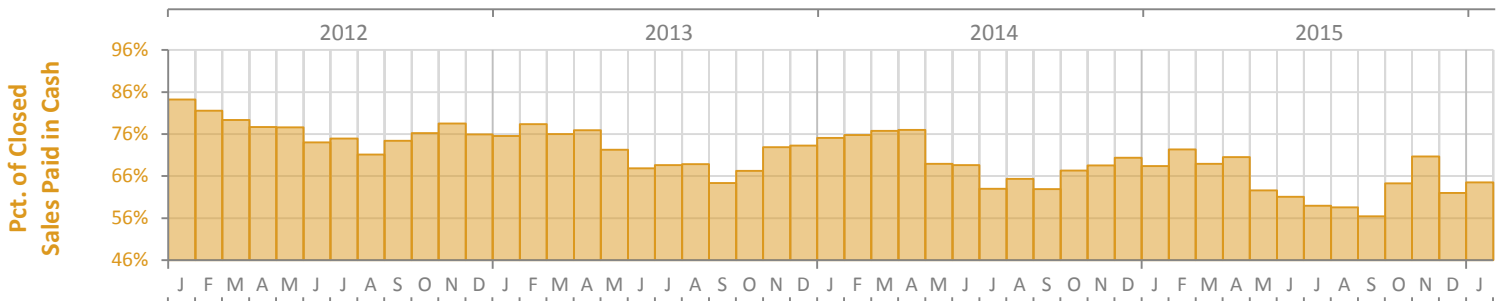


Cash Sales as a Percentage of Closed Sales

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
January 2016	64.5%	-5.7%
December 2015	62.0%	-11.9%
November 2015	70.7%	3.1%
October 2015	64.3%	-4.5%
September 2015	56.5%	-10.3%
August 2015	58.6%	-10.4%
July 2015	58.9%	-6.5%
June 2015	61.1%	-11.0%
May 2015	62.6%	-9.2%
April 2015	70.5%	-8.4%
March 2015	68.9%	-10.2%
February 2015	72.3%	-4.6%
January 2015	68.4%	-8.9%

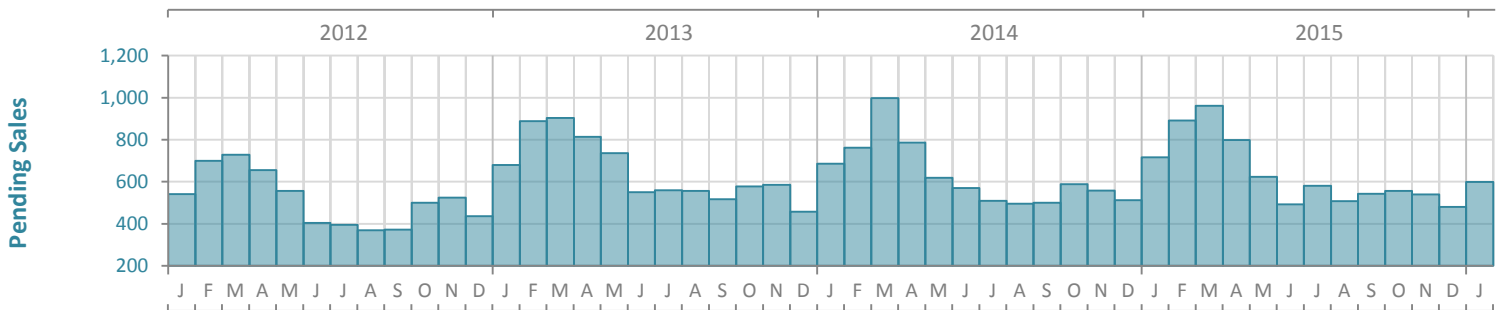


New Pending Sales

The number of property listings that went from "Active" to "Pending" status 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
January 2016	599	-16.5%
December 2015	481	-6.2%
November 2015	540	-3.2%
October 2015	557	-5.3%
September 2015	543	8.4%
August 2015	508	2.4%
July 2015	581	14.1%
June 2015	492	-13.8%
May 2015	623	0.6%
April 2015	798	1.5%
March 2015	961	-3.7%
February 2015	891	16.9%
January 2015	717	4.5%

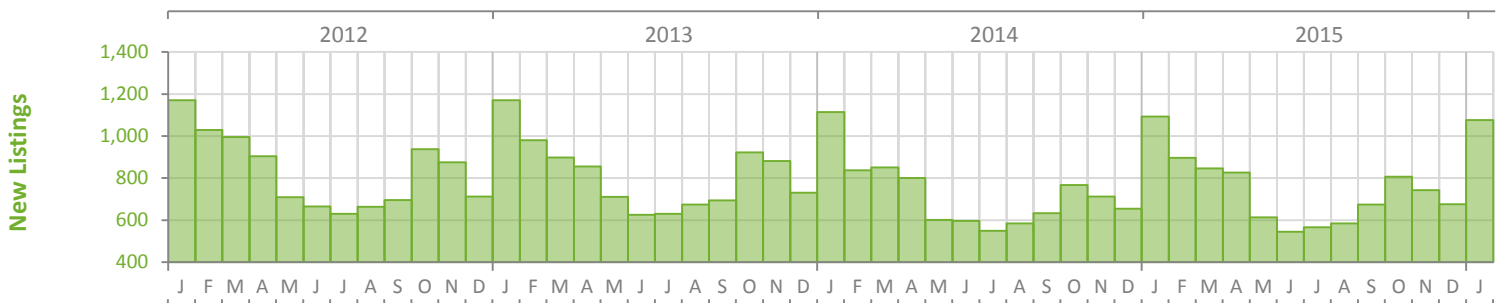


New Listings

The number of properties put onto the market during the month

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.

Month	New Listings	Percent Change Year-over-Year
January 2016	1,076	-1.6%
December 2015	676	3.2%
November 2015	743	4.2%
October 2015	807	5.2%
September 2015	675	6.6%
August 2015	584	-0.2%
July 2015	566	3.1%
June 2015	545	-8.6%
May 2015	613	2.0%
April 2015	826	3.3%
March 2015	846	-0.6%
February 2015	897	7.0%
January 2015	1,093	-2.0%

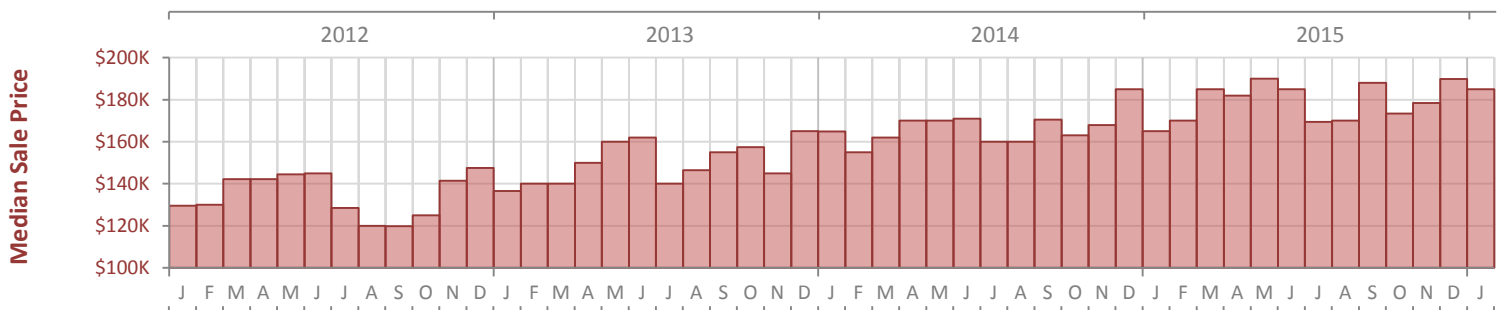


Median Sale Price

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.

Month	Median Sale Price	Percent Change Year-over-Year
January 2016	\$185,000	12.1%
December 2015	\$189,900	2.6%
November 2015	\$178,500	6.3%
October 2015	\$173,450	6.4%
September 2015	\$188,000	10.3%
August 2015	\$170,000	6.3%
July 2015	\$169,500	6.0%
June 2015	\$185,000	8.2%
May 2015	\$190,000	11.8%
April 2015	\$182,000	7.1%
March 2015	\$185,000	14.2%
February 2015	\$170,000	9.7%
January 2015	\$165,000	0.1%

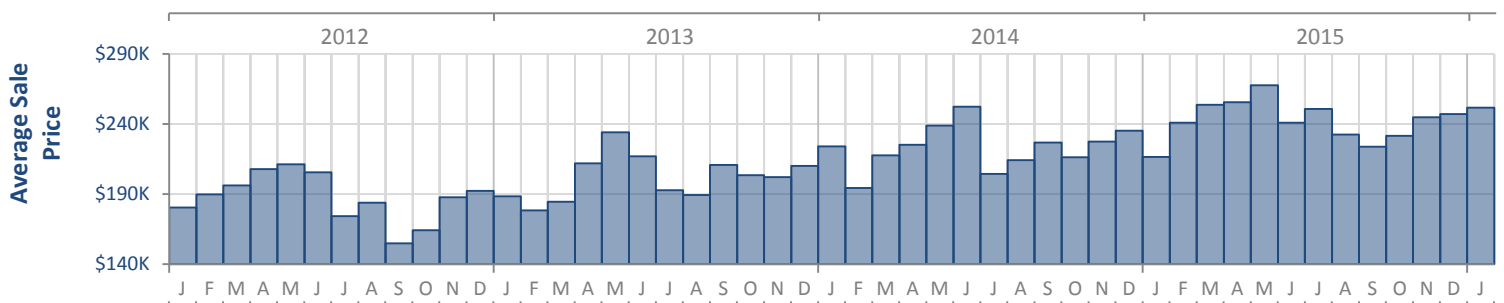


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: 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.

Month	Average Sale Price	Percent Change Year-over-Year
January 2016	\$251,774	16.2%
December 2015	\$247,054	5.0%
November 2015	\$244,789	7.6%
October 2015	\$231,598	7.1%
September 2015	\$223,877	-1.3%
August 2015	\$232,545	8.5%
July 2015	\$250,886	22.7%
June 2015	\$240,971	-4.5%
May 2015	\$267,697	12.0%
April 2015	\$255,697	13.6%
March 2015	\$253,780	16.6%
February 2015	\$241,089	24.0%
January 2015	\$216,613	-3.3%

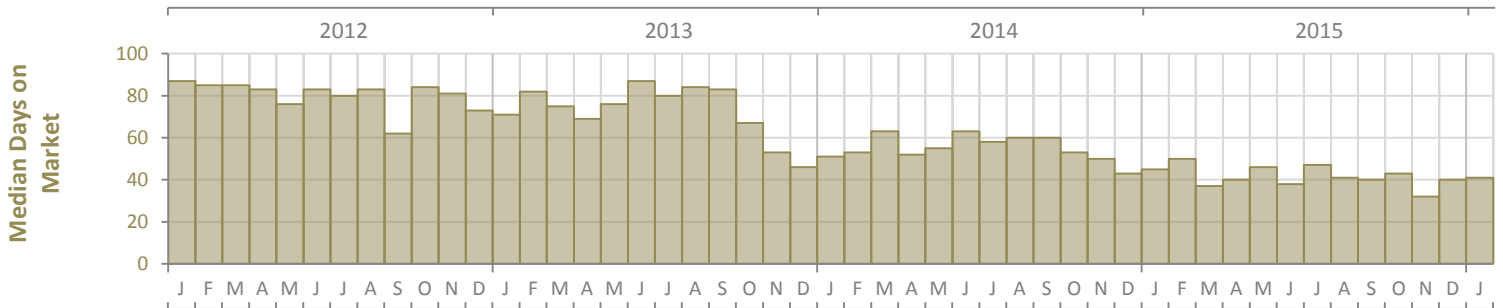


Median Days on Market

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

Economists' note: Median Days on Market 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. 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.

Month	Median Days on Market	Percent Change Year-over-Year
January 2016	41	-8.9%
December 2015	40	-7.0%
November 2015	32	-36.0%
October 2015	43	-18.9%
September 2015	40	-33.3%
August 2015	41	-31.7%
July 2015	47	-19.0%
June 2015	38	-39.7%
May 2015	46	-16.4%
April 2015	40	-23.1%
March 2015	37	-41.3%
February 2015	50	-5.7%
January 2015	45	-11.8%

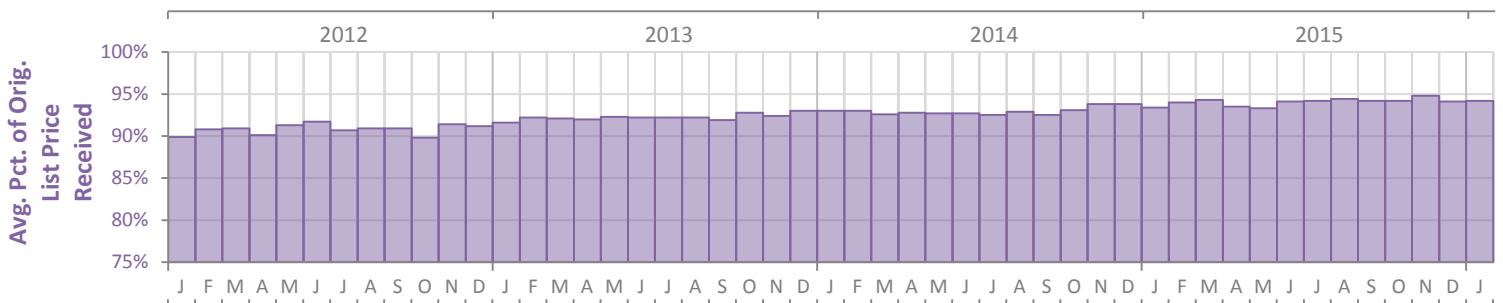


Average Percent of Original List Price Received

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

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.

Month	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
January 2016	94.2%	0.9%
December 2015	94.1%	0.3%
November 2015	94.8%	1.1%
October 2015	94.2%	1.2%
September 2015	94.2%	1.8%
August 2015	94.4%	1.6%
July 2015	94.2%	1.8%
June 2015	94.1%	1.5%
May 2015	93.3%	0.6%
April 2015	93.5%	0.8%
March 2015	94.3%	1.8%
February 2015	94.0%	1.1%
January 2015	93.4%	0.4%



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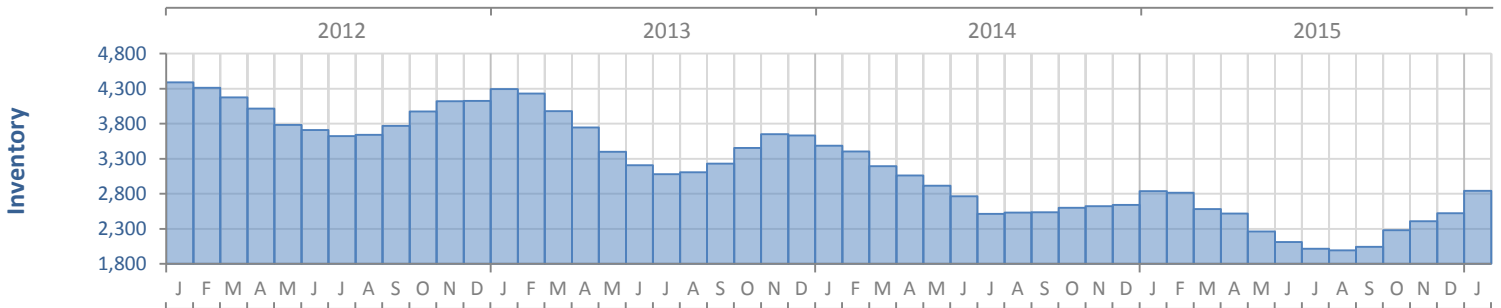


Inventory (Active Listings)

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

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 month, and hold this number to compare with the same month the following year.

Month	Inventory	Percent Change Year-over-Year
January 2016	2,844	0.3%
December 2015	2,521	-4.5%
November 2015	2,410	-8.1%
October 2015	2,280	-12.3%
September 2015	2,045	-19.3%
August 2015	1,991	-21.4%
July 2015	2,015	-19.8%
June 2015	2,113	-23.6%
May 2015	2,261	-22.4%
April 2015	2,516	-17.9%
March 2015	2,581	-19.1%
February 2015	2,814	-17.3%
January 2015	2,836	-18.6%

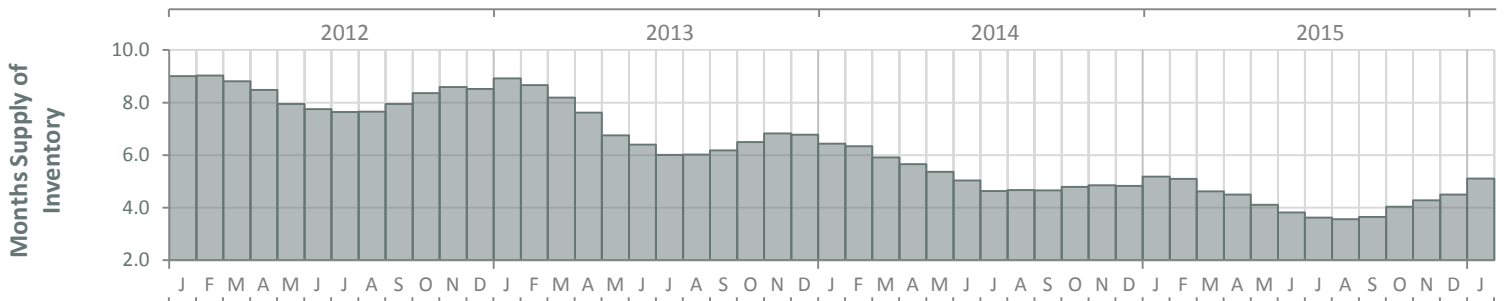


Months Supply of Inventory

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

Economists' note: 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.

Month	Months Supply	Percent Change Year-over-Year
January 2016	5.1	-1.5%
December 2015	4.5	-6.7%
November 2015	4.3	-11.8%
October 2015	4.0	-15.8%
September 2015	3.6	-21.8%
August 2015	3.6	-23.7%
July 2015	3.6	-21.7%
June 2015	3.8	-24.2%
May 2015	4.1	-23.4%
April 2015	4.5	-20.5%
March 2015	4.6	-21.7%
February 2015	5.1	-19.7%
January 2015	5.2	-19.5%

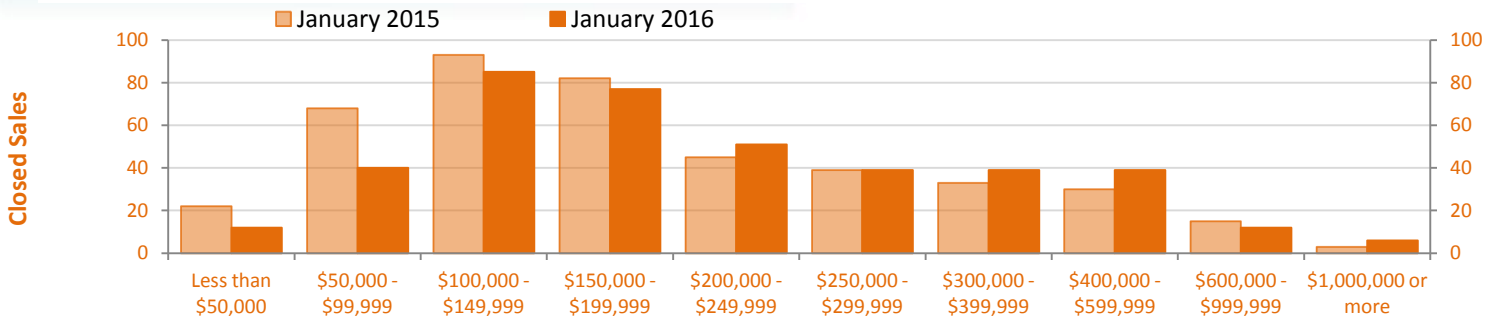


Closed Sales by Sale Price

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 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	12	-45.5%
\$50,000 - \$99,999	40	-41.2%
\$100,000 - \$149,999	85	-8.6%
\$150,000 - \$199,999	77	-6.1%
\$200,000 - \$249,999	51	13.3%
\$250,000 - \$299,999	39	0.0%
\$300,000 - \$399,999	39	18.2%
\$400,000 - \$599,999	39	30.0%
\$600,000 - \$999,999	12	-20.0%
\$1,000,000 or more	6	100.0%

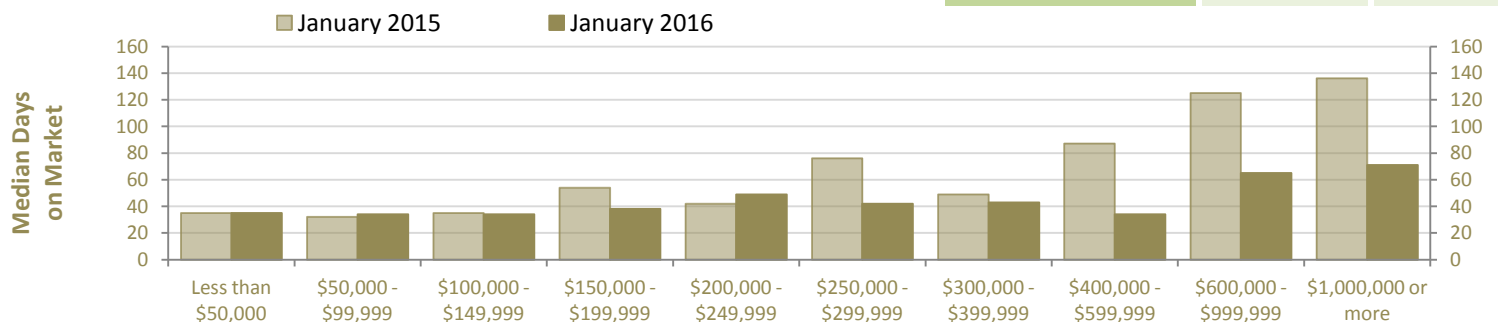


Median Days on Market by Sale Price

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

Economists' note: Median Days on Market 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. 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	0.0%
\$50,000 - \$99,999	34	6.3%
\$100,000 - \$149,999	34	-2.9%
\$150,000 - \$199,999	38	-29.6%
\$200,000 - \$249,999	49	16.7%
\$250,000 - \$299,999	42	-44.7%
\$300,000 - \$399,999	43	-12.2%
\$400,000 - \$599,999	34	-60.9%
\$600,000 - \$999,999	65	-48.0%
\$1,000,000 or more	71	-47.8%

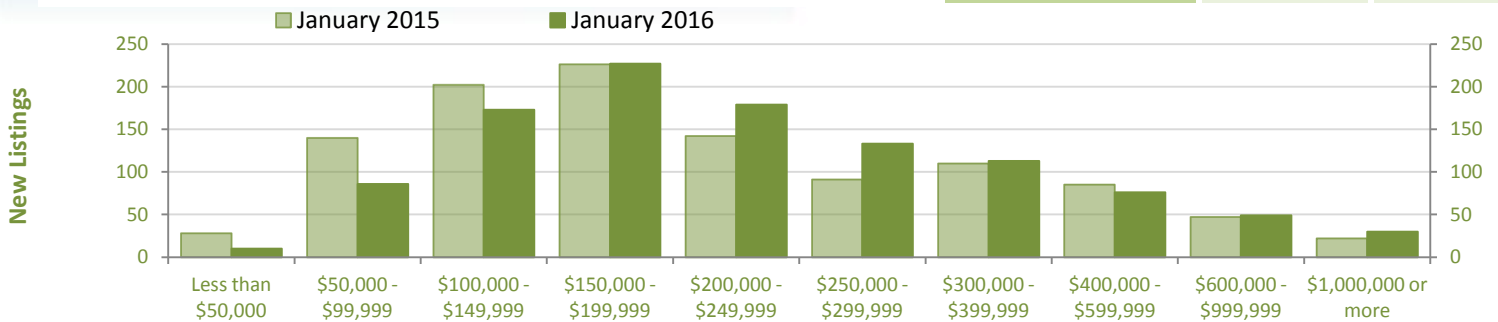


New Listings by Initial Listing Price

The number of properties put onto the market during the month

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	10	-64.3%
\$50,000 - \$99,999	86	-38.6%
\$100,000 - \$149,999	173	-14.4%
\$150,000 - \$199,999	227	0.4%
\$200,000 - \$249,999	179	26.1%
\$250,000 - \$299,999	133	46.2%
\$300,000 - \$399,999	113	2.7%
\$400,000 - \$599,999	76	-10.6%
\$600,000 - \$999,999	49	4.3%
\$1,000,000 or more	30	36.4%

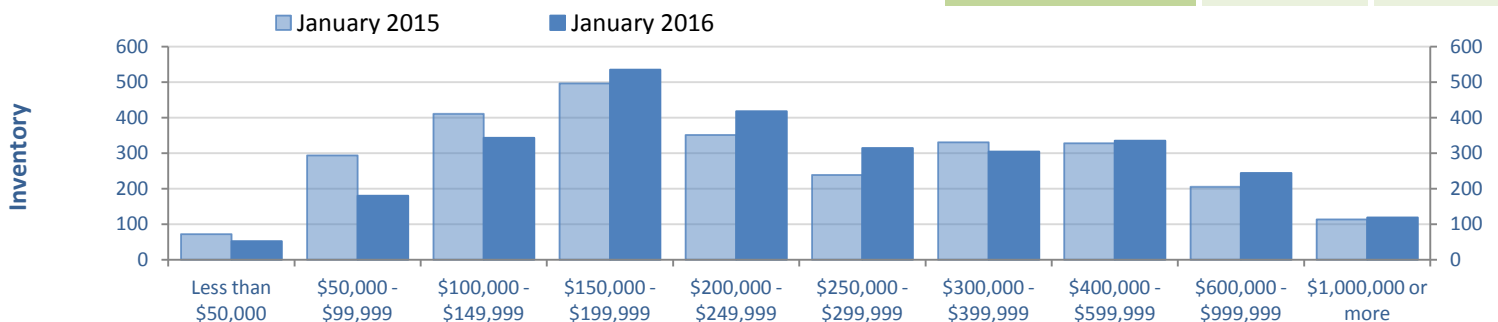


Inventory by Current Listing Price

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

Economists' note: There are a number of ways to 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 month, and hold this number to compare with the same month the following year.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	52	-27.8%
\$50,000 - \$99,999	180	-38.6%
\$100,000 - \$149,999	343	-16.3%
\$150,000 - \$199,999	535	7.9%
\$200,000 - \$249,999	418	19.1%
\$250,000 - \$299,999	314	31.9%
\$300,000 - \$399,999	304	-7.9%
\$400,000 - \$599,999	335	2.1%
\$600,000 - \$999,999	244	19.0%
\$1,000,000 or more	119	5.3%



Monthly Distressed Market - January 2016

Townhouses and Condos

Lee County



		January 2016	January 2015	Percent Change Year-over-Year
Traditional	Closed Sales	378	387	-2.3%
	Median Sale Price	\$190,000	\$173,000	9.8%
Foreclosure/REO	Closed Sales	21	41	-48.8%
	Median Sale Price	\$104,500	\$103,000	1.5%
Short Sale	Closed Sales	1	2	-50.0%
	Median Sale Price	\$135,000	\$119,500	13.0%

