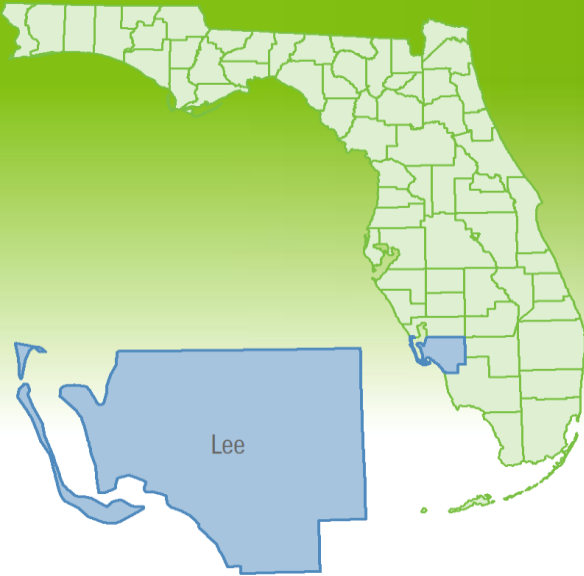


# Monthly Market Detail - January 2016

## Single Family Homes

### Lee County



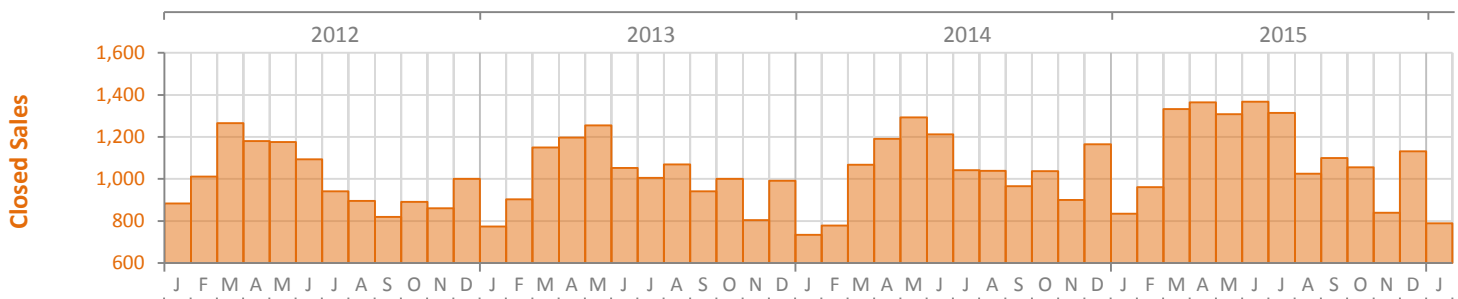
Summary Statistics	January 2016	January 2015	Percent Change Year-over-Year
Closed Sales	789	835	-5.5%
Paid in Cash	330	420	-21.4%
New Pending Sales	1,185	1,440	-17.7%
New Listings	2,058	2,111	-2.5%
Median Sale Price	\$233,000	\$190,000	22.6%
Average Sale Price	\$427,536	\$280,186	52.6%
Median Days on Market	38	39	-2.6%
Average Percent of Original List Price Received	94.3%	94.4%	-0.1%
Pending Inventory	1,750	2,025	-13.6%
Inventory (Active Listings)	5,706	5,741	-0.6%
Months Supply of Inventory	5.0	5.5	-8.4%

## 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
<b>January 2016</b>	<b>789</b>	<b>-5.5%</b>
December 2015	1,132	-2.8%
November 2015	840	-6.7%
October 2015	1,055	1.6%
September 2015	1,100	14.0%
August 2015	1,025	-1.3%
July 2015	1,315	26.2%
June 2015	1,368	12.8%
May 2015	1,308	1.2%
April 2015	1,364	14.5%
March 2015	1,332	24.7%
February 2015	961	23.4%
January 2015	835	13.8%

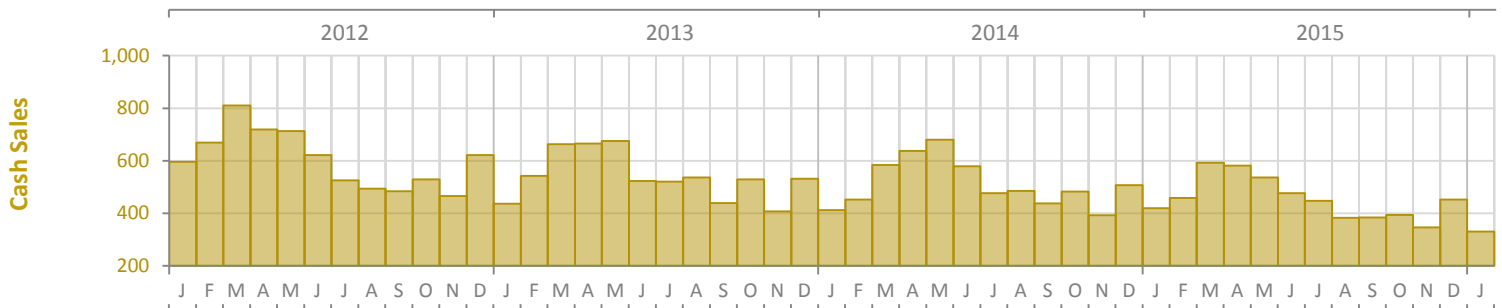


## Cash Sales

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
<b>January 2016</b>	<b>330</b>	<b>-21.4%</b>
December 2015	452	-10.8%
November 2015	346	-12.0%
October 2015	394	-18.4%
September 2015	384	-12.3%
August 2015	383	-21.0%
July 2015	447	-6.3%
June 2015	477	-17.6%
May 2015	536	-21.2%
April 2015	581	-8.8%
March 2015	592	1.4%
February 2015	459	1.5%
January 2015	420	1.9%

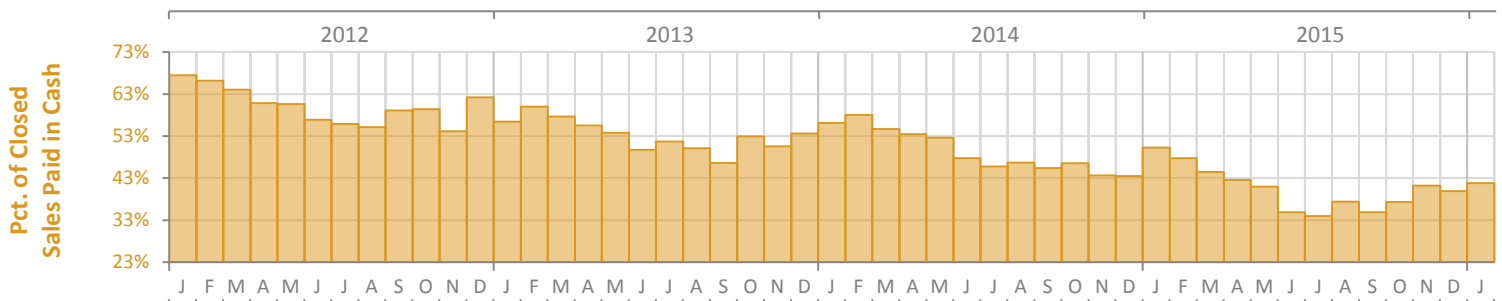


## Cash Sales as a Percentage of Closed Sales

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
<b>January 2016</b>	<b>41.8%</b>	<b>-16.8%</b>
December 2015	39.9%	-8.2%
November 2015	41.2%	-5.7%
October 2015	37.3%	-19.7%
September 2015	34.9%	-23.1%
August 2015	37.4%	-20.0%
July 2015	34.0%	-25.7%
June 2015	34.9%	-27.0%
May 2015	41.0%	-22.1%
April 2015	42.6%	-20.4%
March 2015	44.4%	-18.7%
February 2015	47.8%	-17.7%
January 2015	50.3%	-10.4%

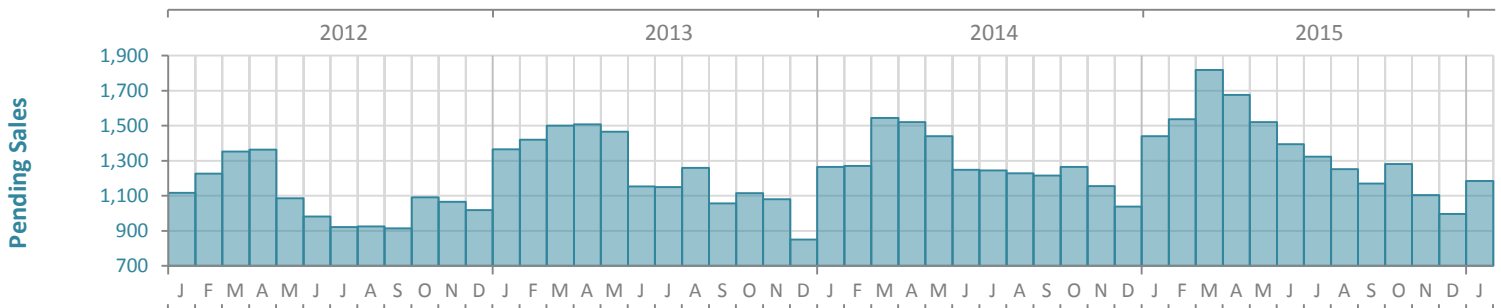


## New Pending Sales

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	1,185	-17.7%
December 2015	996	-4.1%
November 2015	1,104	-4.4%
October 2015	1,282	1.3%
September 2015	1,169	-3.8%
August 2015	1,252	2.0%
July 2015	1,323	6.3%
June 2015	1,395	11.7%
May 2015	1,521	5.6%
April 2015	1,676	10.2%
March 2015	1,819	17.7%
February 2015	1,537	21.0%
January 2015	1,440	13.8%

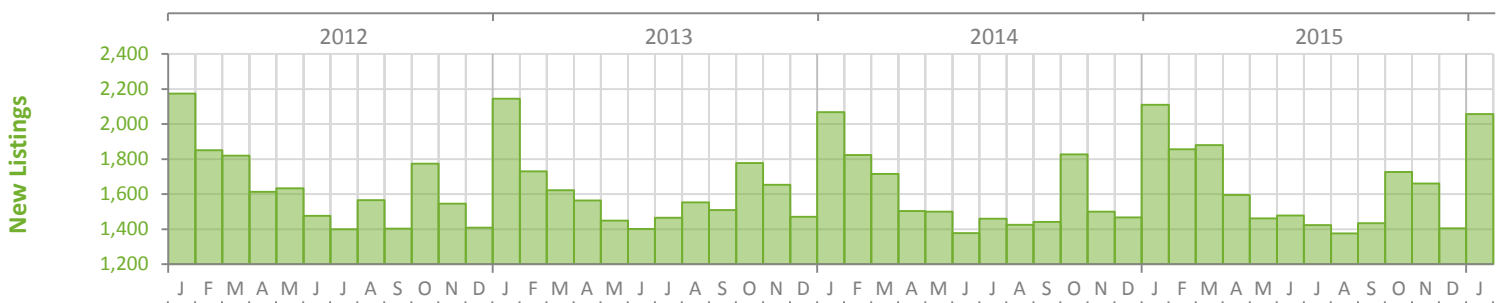


## New Listings

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	2,058	-2.5%
December 2015	1,405	-4.2%
November 2015	1,661	10.7%
October 2015	1,726	-5.5%
September 2015	1,435	-0.4%
August 2015	1,376	-3.4%
July 2015	1,424	-2.4%
June 2015	1,478	7.3%
May 2015	1,461	-2.6%
April 2015	1,595	6.1%
March 2015	1,880	9.6%
February 2015	1,857	1.9%
January 2015	2,111	2.1%

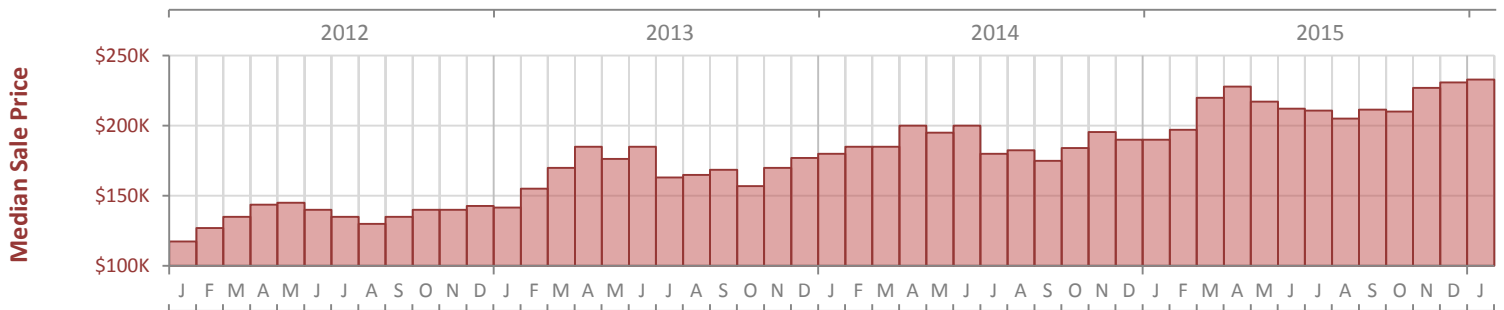


## Median Sale Price

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	\$233,000	22.6%
December 2015	\$231,000	21.6%
November 2015	\$227,000	16.1%
October 2015	\$210,000	14.0%
September 2015	\$211,578	20.9%
August 2015	\$205,000	12.3%
July 2015	\$210,900	17.2%
June 2015	\$212,250	6.1%
May 2015	\$217,250	11.4%
April 2015	\$228,000	14.0%
March 2015	\$219,938	18.9%
February 2015	\$197,000	6.5%
January 2015	\$190,000	5.6%

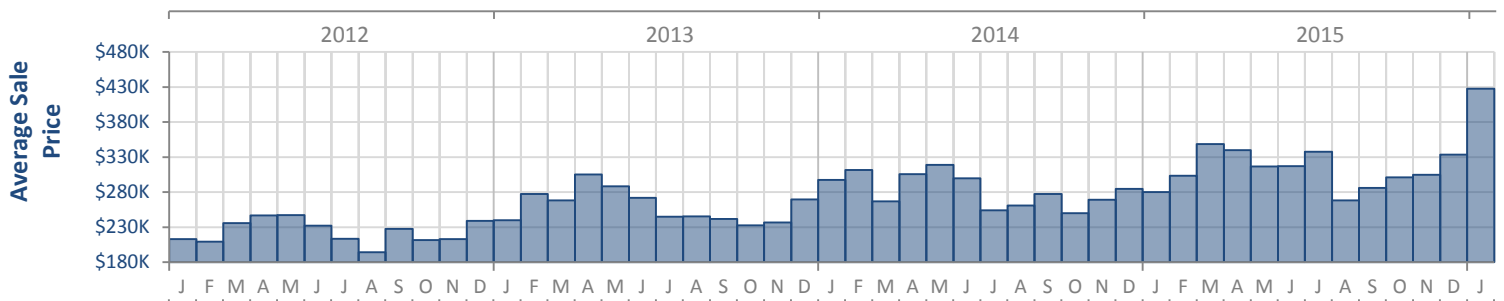


## Average Sale Price

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	\$427,536	52.6%
December 2015	\$333,735	17.2%
November 2015	\$304,691	13.1%
October 2015	\$301,080	20.4%
September 2015	\$285,959	3.0%
August 2015	\$268,402	2.8%
July 2015	\$337,848	33.0%
June 2015	\$317,199	5.7%
May 2015	\$316,505	-0.8%
April 2015	\$340,066	11.3%
March 2015	\$348,773	30.8%
February 2015	\$303,486	-2.6%
January 2015	\$280,186	-5.8%

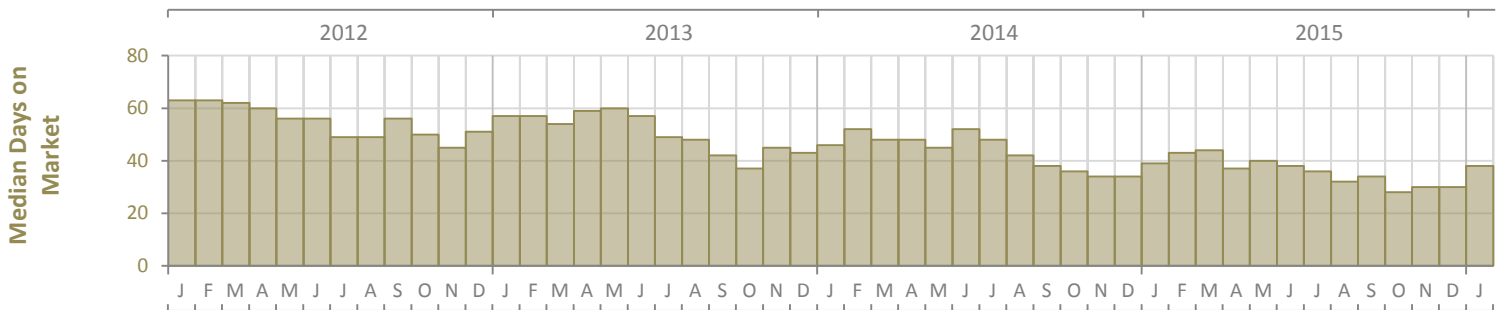


## Median Days on Market

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	38	-2.6%
December 2015	30	-11.8%
November 2015	30	-11.8%
October 2015	28	-22.2%
September 2015	34	-10.5%
August 2015	32	-23.8%
July 2015	36	-25.0%
June 2015	38	-26.9%
May 2015	40	-11.1%
April 2015	37	-22.9%
March 2015	44	-8.3%
February 2015	43	-17.3%
January 2015	39	-15.2%

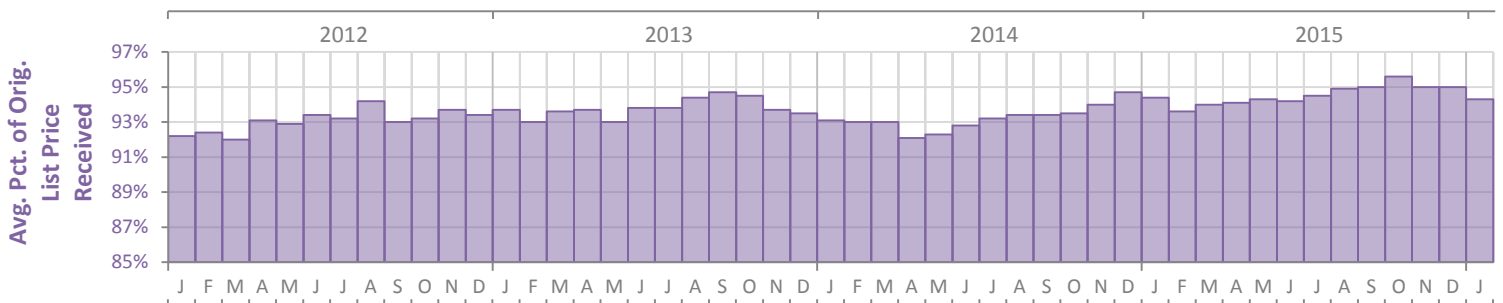


## Average Percent of Original List Price Received

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	94.3%	-0.1%
December 2015	95.0%	0.3%
November 2015	95.0%	1.1%
October 2015	95.6%	2.2%
September 2015	95.0%	1.7%
August 2015	94.9%	1.6%
July 2015	94.5%	1.4%
June 2015	94.2%	1.5%
May 2015	94.3%	2.2%
April 2015	94.1%	2.2%
March 2015	94.0%	1.1%
February 2015	93.6%	0.6%
January 2015	94.4%	1.4%



## Inventory (Active Listings)

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

**Economists' note:** There are a number of ways to 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	5,706	-0.6%
December 2015	5,162	-4.3%
November 2015	5,010	-5.1%
October 2015	4,628	-10.3%
September 2015	4,280	-10.4%
August 2015	4,201	-14.1%
July 2015	4,311	-12.3%
June 2015	4,415	-15.6%
May 2015	4,712	-14.9%
April 2015	5,268	-9.2%
March 2015	5,599	-9.8%
February 2015	5,887	-6.1%
January 2015	5,741	-4.7%

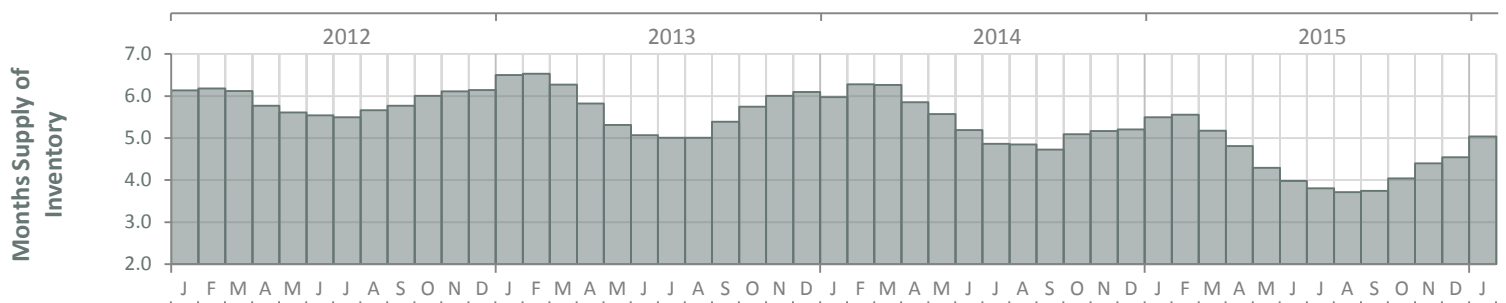


## Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year-over-Year
January 2016	5.0	-8.4%
December 2015	4.5	-12.8%
November 2015	4.4	-14.9%
October 2015	4.0	-20.5%
September 2015	3.7	-20.8%
August 2015	3.7	-23.4%
July 2015	3.8	-21.8%
June 2015	4.0	-23.3%
May 2015	4.3	-22.9%
April 2015	4.8	-17.9%
March 2015	5.2	-17.3%
February 2015	5.6	-11.5%
January 2015	5.5	-8.0%

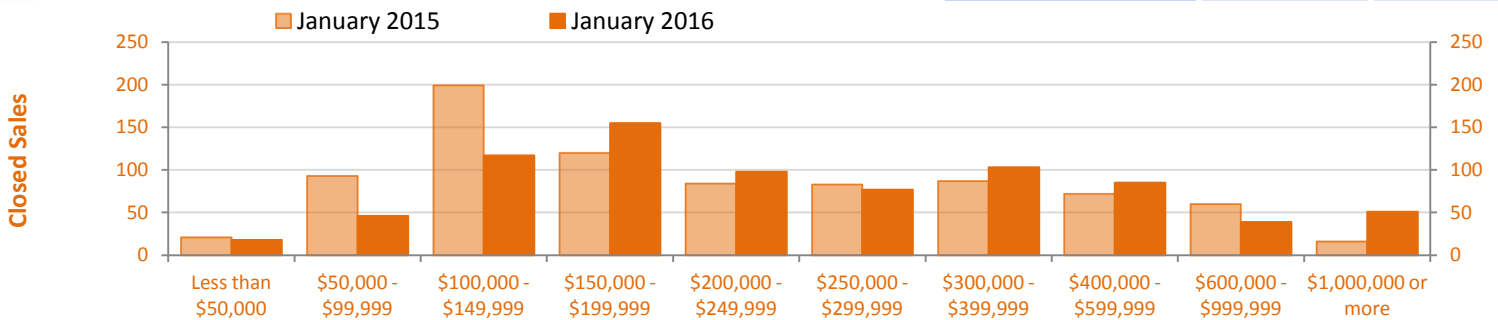


## Closed Sales by Sale Price

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	18	-14.3%
\$50,000 - \$99,999	46	-50.5%
\$100,000 - \$149,999	117	-41.2%
\$150,000 - \$199,999	155	29.2%
\$200,000 - \$249,999	98	16.7%
\$250,000 - \$299,999	77	-7.2%
\$300,000 - \$399,999	103	18.4%
\$400,000 - \$599,999	85	18.1%
\$600,000 - \$999,999	39	-35.0%
\$1,000,000 or more	51	218.8%

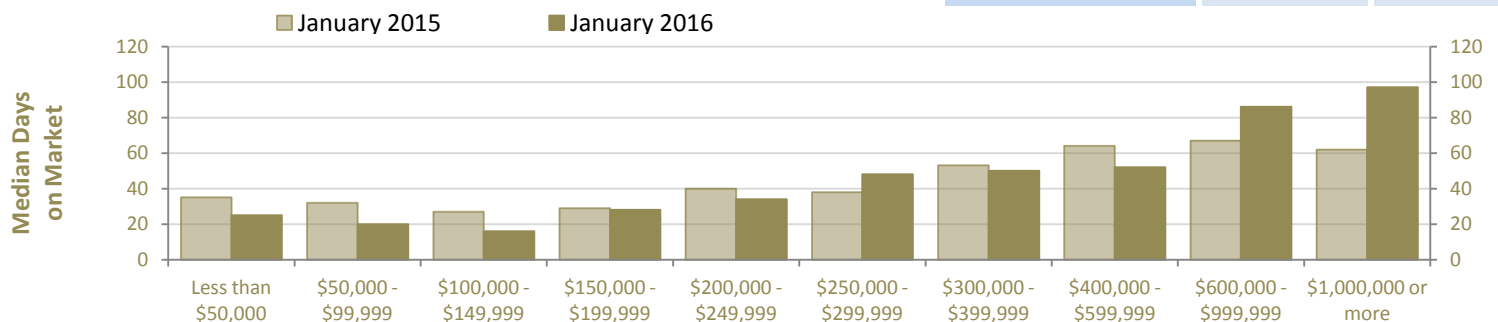


## Median Days on Market by Sale Price

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	25	-28.6%
\$50,000 - \$99,999	20	-37.5%
\$100,000 - \$149,999	16	-40.7%
\$150,000 - \$199,999	28	-3.4%
\$200,000 - \$249,999	34	-15.0%
\$250,000 - \$299,999	48	26.3%
\$300,000 - \$399,999	50	-5.7%
\$400,000 - \$599,999	52	-18.8%
\$600,000 - \$999,999	86	28.4%
\$1,000,000 or more	97	56.5%

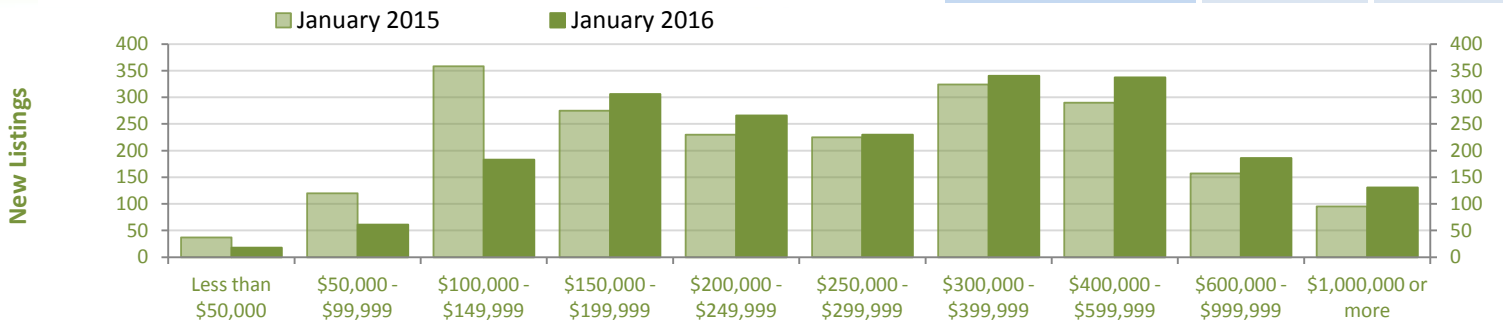


## New Listings by Initial Listing Price

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	18	-51.4%
\$50,000 - \$99,999	61	-49.2%
\$100,000 - \$149,999	183	-48.9%
\$150,000 - \$199,999	306	11.3%
\$200,000 - \$249,999	266	15.7%
\$250,000 - \$299,999	230	2.2%
\$300,000 - \$399,999	340	4.9%
\$400,000 - \$599,999	337	16.2%
\$600,000 - \$999,999	186	18.5%
\$1,000,000 or more	131	37.9%

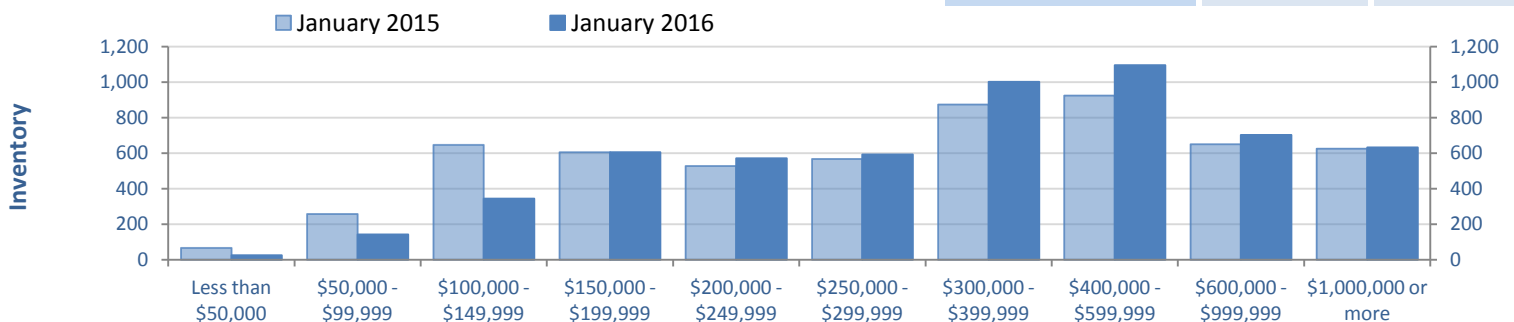


## Inventory by Current Listing Price

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	25	-62.7%
\$50,000 - \$99,999	142	-44.7%
\$100,000 - \$149,999	344	-46.8%
\$150,000 - \$199,999	604	-0.2%
\$200,000 - \$249,999	570	8.0%
\$250,000 - \$299,999	592	4.6%
\$300,000 - \$399,999	1,001	14.5%
\$400,000 - \$599,999	1,094	18.4%
\$600,000 - \$999,999	702	8.2%
\$1,000,000 or more	632	1.3%





# Monthly Distressed Market - January 2016

## Single Family Homes

### Lee County



		January 2016	January 2015	Percent Change Year-over-Year
Traditional	Closed Sales	706	663	6.5%
	Median Sale Price	\$245,000	\$225,000	8.9%
Foreclosure/REO	Closed Sales	77	155	-50.3%
	Median Sale Price	\$144,000	\$118,650	21.4%
Short Sale	Closed Sales	6	17	-64.7%
	Median Sale Price	\$131,950	\$137,500	-4.0%

