

Monthly Market Detail - March 2015

Townhouses and Condos

Indian River County



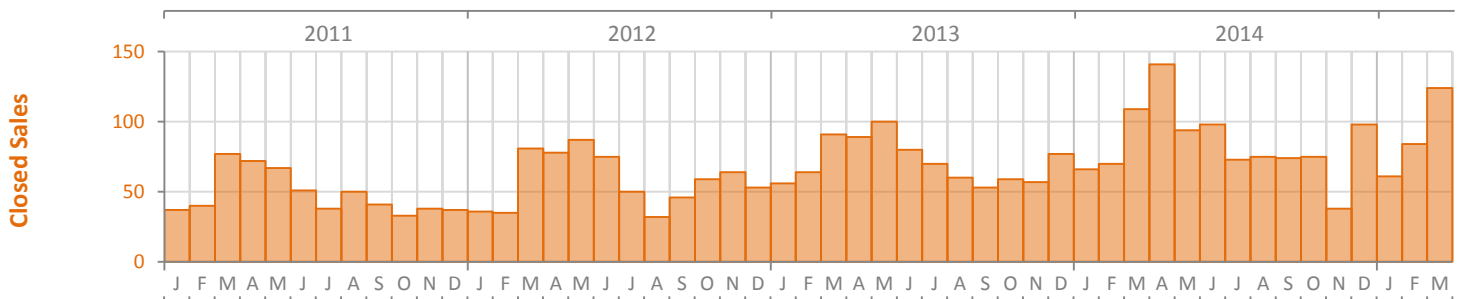
Summary Statistics	March 2015	March 2014	Percent Change Year-over-Year
Closed Sales	124	109	13.8%
Paid in Cash	106	91	16.5%
New Pending Sales	209	182	14.8%
New Listings	133	129	3.1%
Median Sale Price	\$117,500	\$107,500	9.3%
Average Sale Price	\$189,810	\$184,214	3.0%
Median Days on Market	76	84	-9.5%
Average Percent of Original List Price Received	92.5%	91.0%	1.6%
Pending Inventory	150	123	22.0%
Inventory (Active Listings)	497	611	-18.7%
Months Supply of Inventory	5.8	8.2	-30.1%

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
March 2015	124	13.8%
February 2015	84	20.0%
January 2015	61	-7.6%
December 2014	98	27.3%
November 2014	38	-33.3%
October 2014	75	27.1%
September 2014	74	39.6%
August 2014	75	25.0%
July 2014	73	4.3%
June 2014	98	22.5%
May 2014	94	-6.0%
April 2014	141	58.4%
March 2014	109	19.8%



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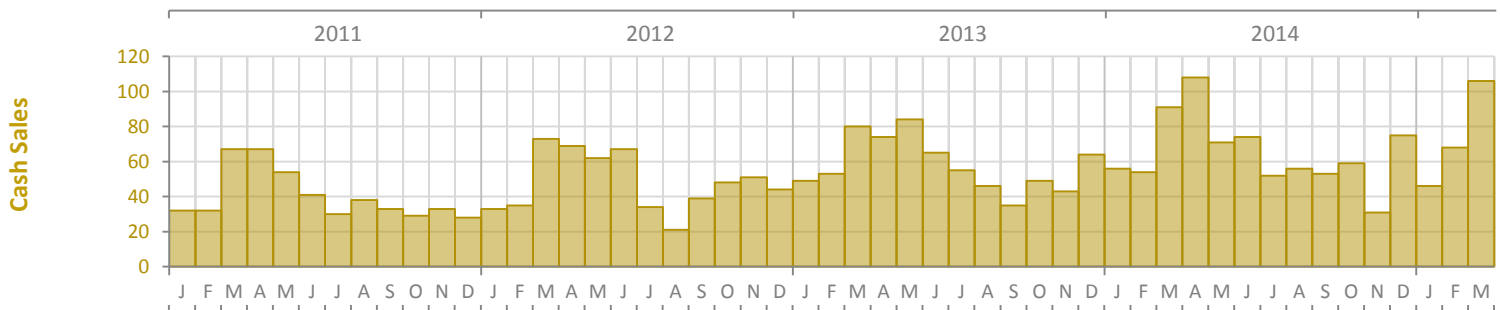


Cash Sales

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 2015	106	16.5%
February 2015	68	25.9%
January 2015	46	-17.9%
December 2014	75	17.2%
November 2014	31	-27.9%
October 2014	59	20.4%
September 2014	53	51.4%
August 2014	56	21.7%
July 2014	52	-5.5%
June 2014	74	13.8%
May 2014	71	-15.5%
April 2014	108	45.9%
March 2014	91	13.8%

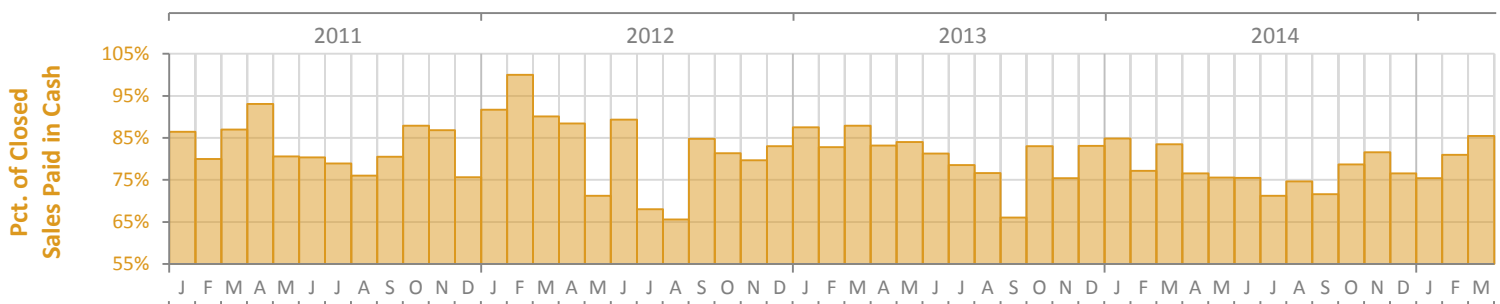


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

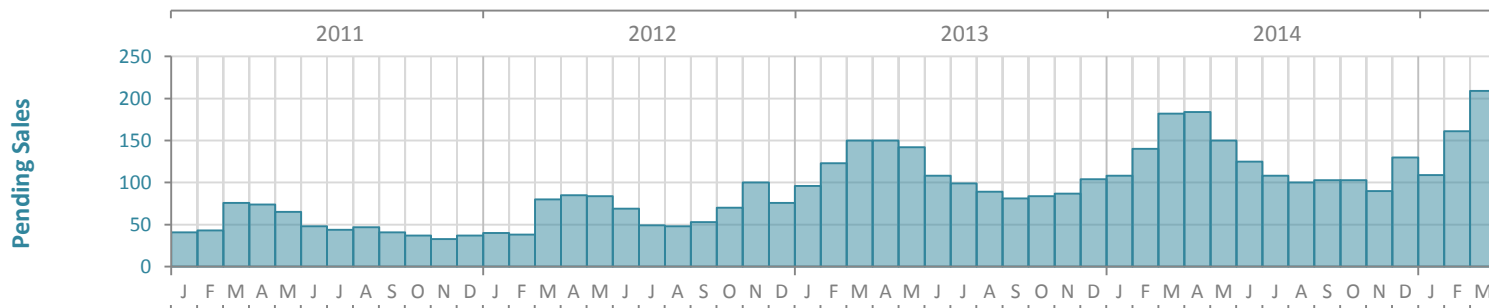
Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
March 2015	85.5%	2.4%
February 2015	81.0%	4.9%
January 2015	75.4%	-11.1%
December 2014	76.5%	-7.9%
November 2014	81.6%	8.1%
October 2014	78.7%	-5.3%
September 2014	71.6%	8.5%
August 2014	74.7%	-2.6%
July 2014	71.2%	-9.3%
June 2014	75.5%	-7.1%
May 2014	75.5%	-10.1%
April 2014	76.6%	-7.9%
March 2014	83.5%	-5.0%



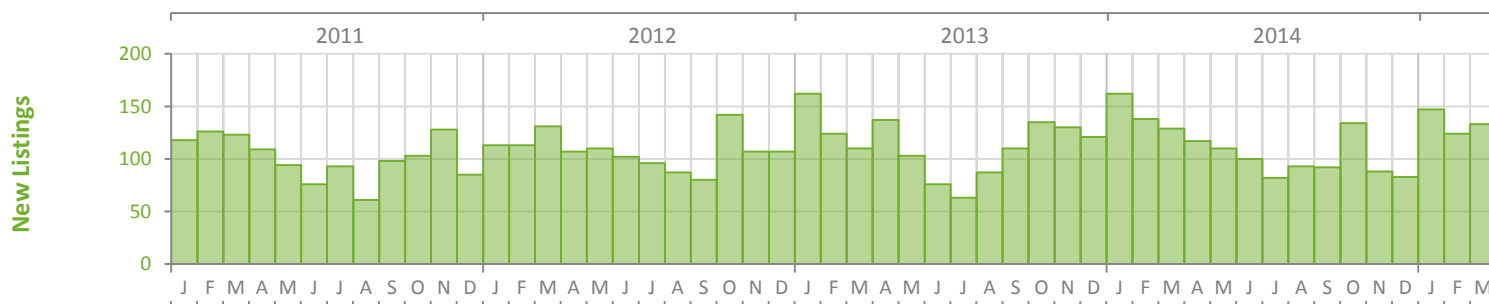
Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of 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 2015	209	14.8%
February 2015	161	15.0%
January 2015	109	0.9%
December 2014	130	25.0%
November 2014	90	3.4%
October 2014	103	22.6%
September 2014	103	27.2%
August 2014	100	12.4%
July 2014	108	9.1%
June 2014	125	15.7%
May 2014	150	5.6%
April 2014	184	22.7%
March 2014	182	21.3%



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
March 2015	133	3.1%
February 2015	124	-10.1%
January 2015	147	-9.3%
December 2014	83	-31.4%
November 2014	88	-32.3%
October 2014	134	-0.7%
September 2014	92	-16.4%
August 2014	93	6.9%
July 2014	82	30.2%
June 2014	100	31.6%
May 2014	110	6.8%
April 2014	117	-14.6%
March 2014	129	17.3%



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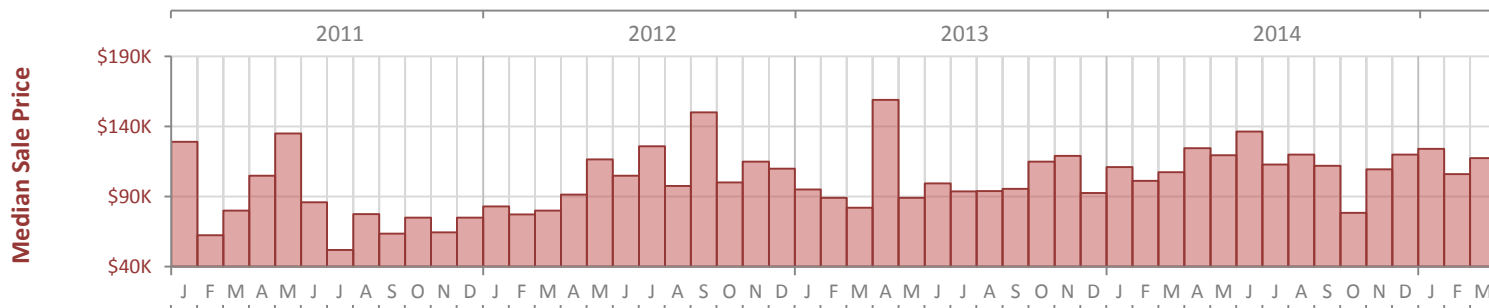


Median Sale Price

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.

Month	Median Sale Price	Percent Change Year-over-Year
March 2015	\$117,500	9.3%
February 2015	\$106,000	4.7%
January 2015	\$124,000	11.7%
December 2014	\$120,000	29.7%
November 2014	\$109,500	-8.0%
October 2014	\$78,500	-31.7%
September 2014	\$112,000	17.3%
August 2014	\$120,000	27.7%
July 2014	\$113,000	20.6%
June 2014	\$136,500	37.3%
May 2014	\$119,500	33.9%
April 2014	\$124,500	-21.7%
March 2014	\$107,500	31.1%

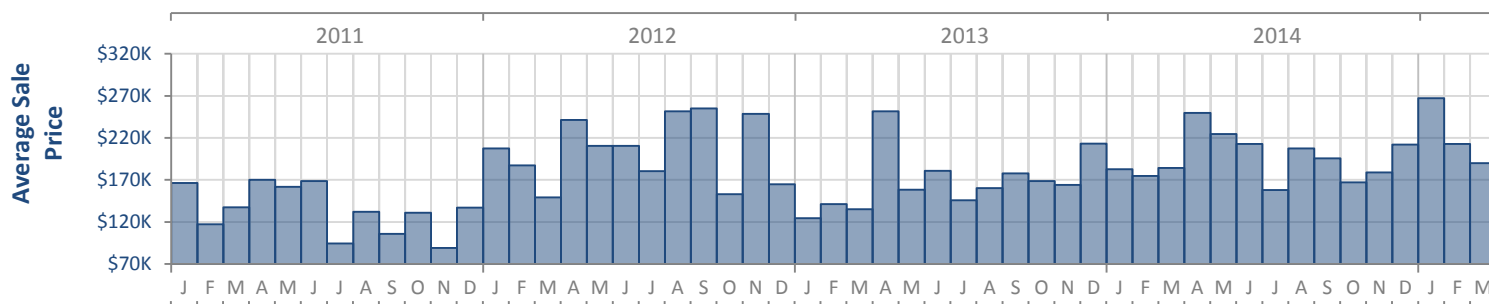


Average Sale Price

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

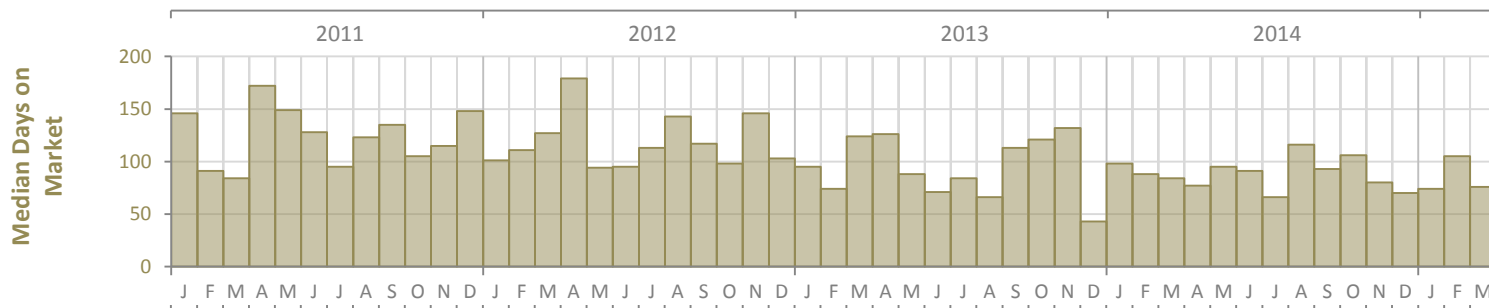
Economists' note: As noted above, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
March 2015	\$189,810	3.0%
February 2015	\$212,957	21.9%
January 2015	\$267,184	46.3%
December 2014	\$212,165	-0.5%
November 2014	\$178,953	9.1%
October 2014	\$167,270	-0.9%
September 2014	\$195,784	10.2%
August 2014	\$207,330	29.2%
July 2014	\$158,009	8.5%
June 2014	\$212,950	17.8%
May 2014	\$224,486	41.6%
April 2014	\$249,647	-0.8%
March 2014	\$184,214	36.4%



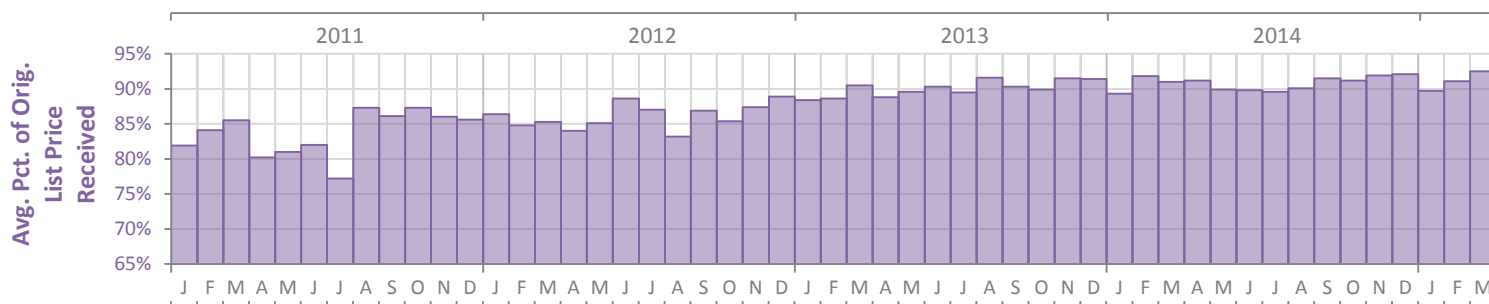
Economists' note: Median Days on Market is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. We use the median rather than the average because the median is not particularly 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
March 2015	76	-9.5%
February 2015	105	19.3%
January 2015	74	-24.5%
December 2014	70	62.8%
November 2014	80	-39.4%
October 2014	106	-12.4%
September 2014	93	-17.7%
August 2014	116	75.8%
July 2014	66	-21.4%
June 2014	91	28.2%
May 2014	95	8.0%
April 2014	77	-38.9%
March 2014	84	-32.3%



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
March 2015	92.5%	1.6%
February 2015	91.1%	-0.8%
January 2015	89.7%	0.4%
December 2014	92.1%	0.8%
November 2014	91.9%	0.4%
October 2014	91.2%	1.4%
September 2014	91.5%	1.3%
August 2014	90.1%	-1.6%
July 2014	89.6%	0.1%
June 2014	89.8%	-0.6%
May 2014	89.9%	0.3%
April 2014	91.2%	2.7%
March 2014	91.0%	0.6%



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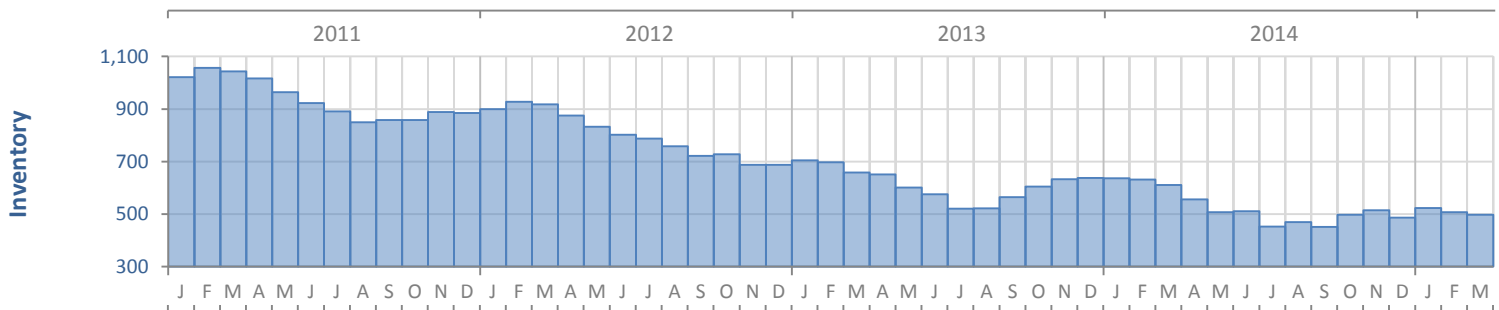


Inventory (Active Listings)

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
March 2015	497	-18.7%
February 2015	507	-19.8%
January 2015	523	-17.9%
December 2014	487	-23.7%
November 2014	515	-18.6%
October 2014	497	-17.9%
September 2014	451	-20.0%
August 2014	470	-10.0%
July 2014	453	-13.1%
June 2014	511	-11.1%
May 2014	507	-15.6%
April 2014	556	-14.6%
March 2014	611	-7.1%

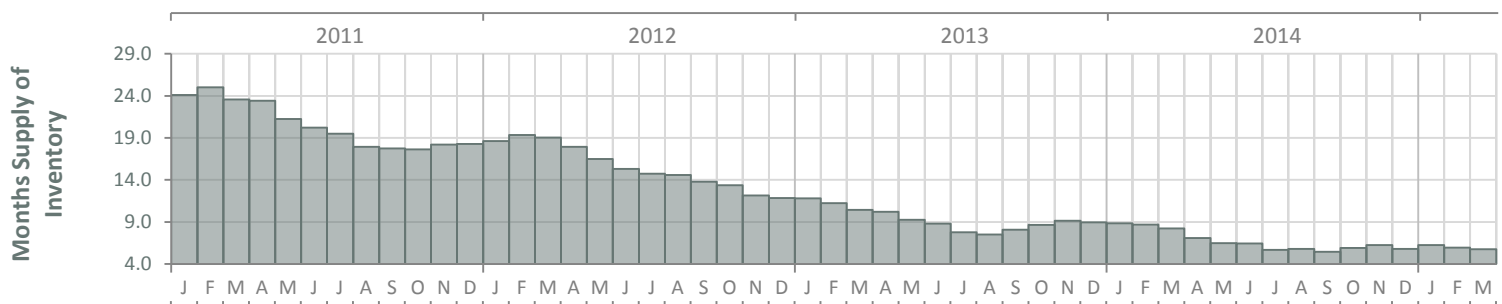


Months Supply of Inventory

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
March 2015	5.8	-30.1%
February 2015	6.0	-31.4%
January 2015	6.2	-29.3%
December 2014	5.8	-35.4%
November 2014	6.2	-31.6%
October 2014	5.9	-31.7%
September 2014	5.5	-32.4%
August 2014	5.8	-22.9%
July 2014	5.7	-27.0%
June 2014	6.4	-27.0%
May 2014	6.5	-29.8%
April 2014	7.1	-30.6%
March 2014	8.2	-21.2%



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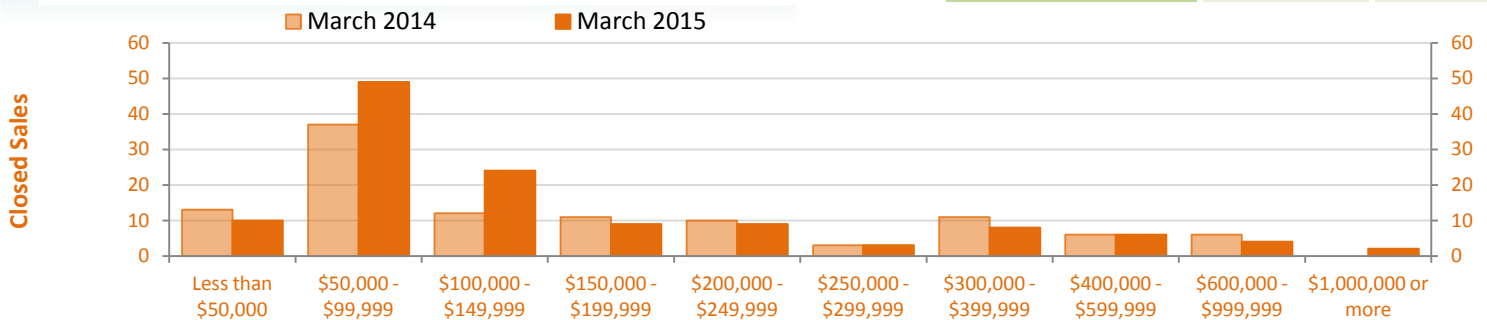


Closed Sales by Sale Price

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	10	-23.1%
\$50,000 - \$99,999	49	32.4%
\$100,000 - \$149,999	24	100.0%
\$150,000 - \$199,999	9	-18.2%
\$200,000 - \$249,999	9	-10.0%
\$250,000 - \$299,999	3	0.0%
\$300,000 - \$399,999	8	-27.3%
\$400,000 - \$599,999	6	0.0%
\$600,000 - \$999,999	4	-33.3%
\$1,000,000 or more	2	N/A

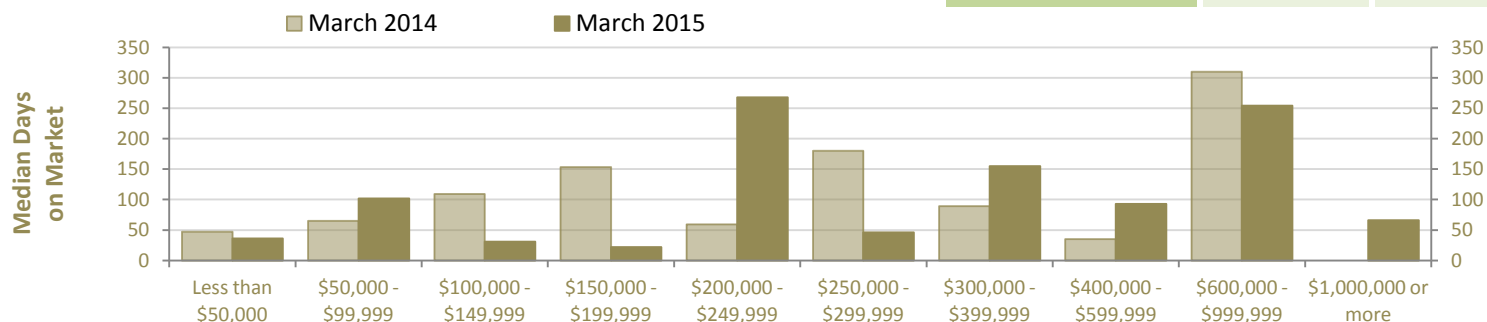


Median Days on Market by Sale Price

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	36	-23.4%
\$50,000 - \$99,999	102	56.9%
\$100,000 - \$149,999	31	-71.6%
\$150,000 - \$199,999	22	-85.6%
\$200,000 - \$249,999	268	354.2%
\$250,000 - \$299,999	46	-74.4%
\$300,000 - \$399,999	155	74.2%
\$400,000 - \$599,999	93	165.7%
\$600,000 - \$999,999	254	-18.1%
\$1,000,000 or more	66	N/A



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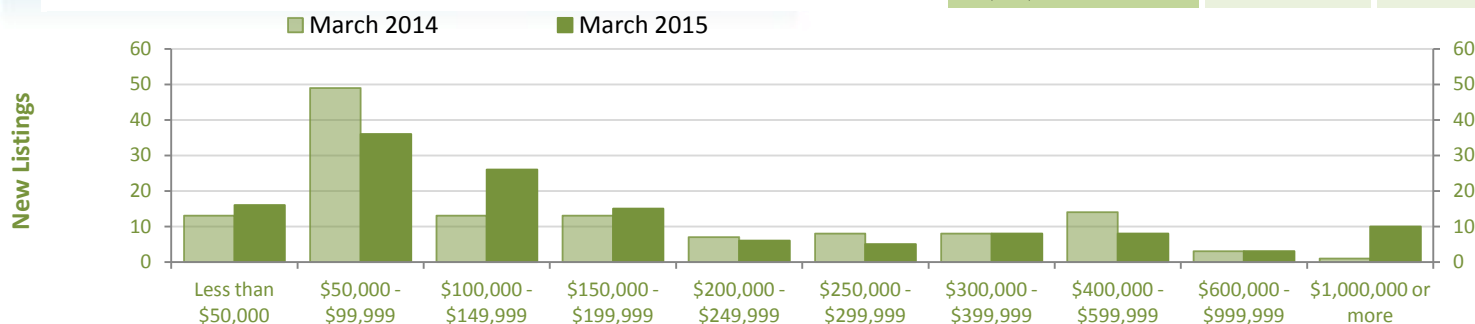


New Listings by Initial Listing Price

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	16	23.1%
\$50,000 - \$99,999	36	-26.5%
\$100,000 - \$149,999	26	100.0%
\$150,000 - \$199,999	15	15.4%
\$200,000 - \$249,999	6	-14.3%
\$250,000 - \$299,999	5	-37.5%
\$300,000 - \$399,999	8	0.0%
\$400,000 - \$599,999	8	-42.9%
\$600,000 - \$999,999	3	0.0%
\$1,000,000 or more	10	900.0%

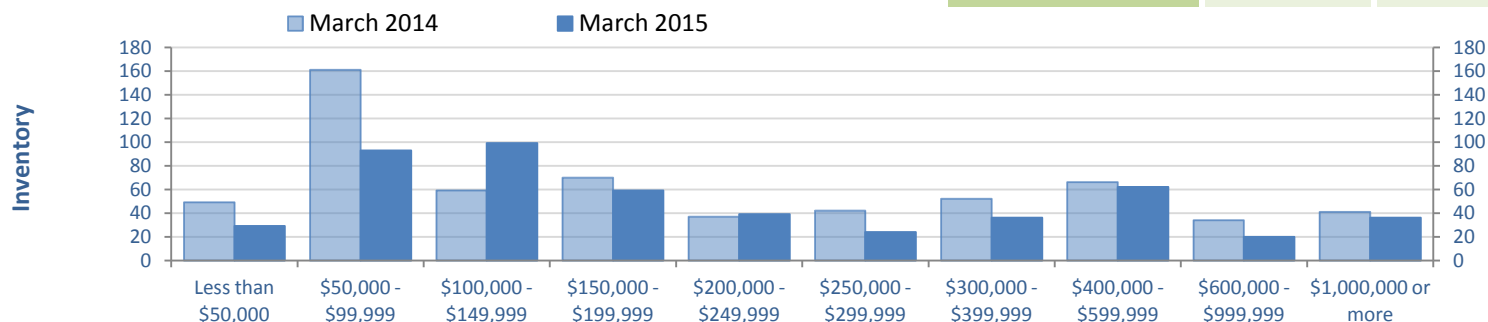


Inventory by Current Listing Price

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	29	-40.8%
\$50,000 - \$99,999	93	-42.2%
\$100,000 - \$149,999	99	67.8%
\$150,000 - \$199,999	59	-15.7%
\$200,000 - \$249,999	39	5.4%
\$250,000 - \$299,999	24	-42.9%
\$300,000 - \$399,999	36	-30.8%
\$400,000 - \$599,999	62	-6.1%
\$600,000 - \$999,999	20	-41.2%
\$1,000,000 or more	36	-12.2%



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		March 2015	March 2014	Percent Change Year-over-Year
Traditional	Closed Sales	119	98	21.4%
	Median Sale Price	\$118,000	\$122,450	-3.6%
Foreclosure/REO	Closed Sales	4	11	-63.6%
	Median Sale Price	\$75,000	\$92,000	-18.5%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$56,000	(No Sales)	N/A

