

# Quarterly Market Detail - Q1 2015

## Townhouses and Condos

### Indian River County



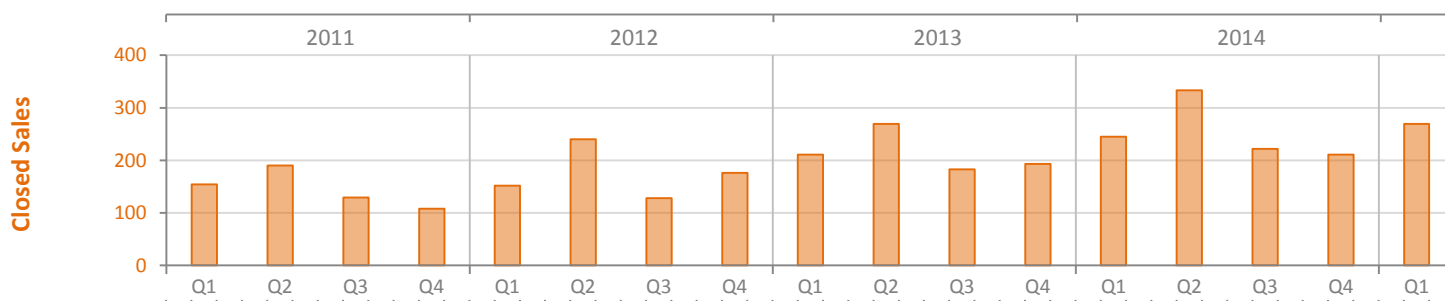
Summary Statistics	Q1 2015	Q1 2014	Percent Change Year-over-Year
Closed Sales	269	245	9.8%
Paid in Cash	220	201	9.5%
New Pending Sales	479	430	11.4%
New Listings	404	429	-5.8%
Median Sale Price	\$117,500	\$107,500	9.3%
Average Sale Price	\$214,584	\$181,090	18.5%
Median Days on Market	79	88	-10.2%
Average Percent of Original List Price Received	91.4%	90.8%	0.7%
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 quarter

**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 quarter-to-quarter comparisons of Closed Sales because of potential seasonal effects.

Quarter	Closed Sales	Percent Change Year-over-Year
<b>Q1 2015</b>	<b>269</b>	<b>9.8%</b>
Q4 2014	211	9.3%
Q3 2014	222	21.3%
Q2 2014	333	23.8%
Q1 2014	245	16.1%
Q4 2013	193	9.7%
Q3 2013	183	43.0%
Q2 2013	269	12.1%
Q1 2013	211	38.8%
Q4 2012	176	63.0%
Q3 2012	128	-0.8%
Q2 2012	240	26.3%
Q1 2012	152	-1.3%



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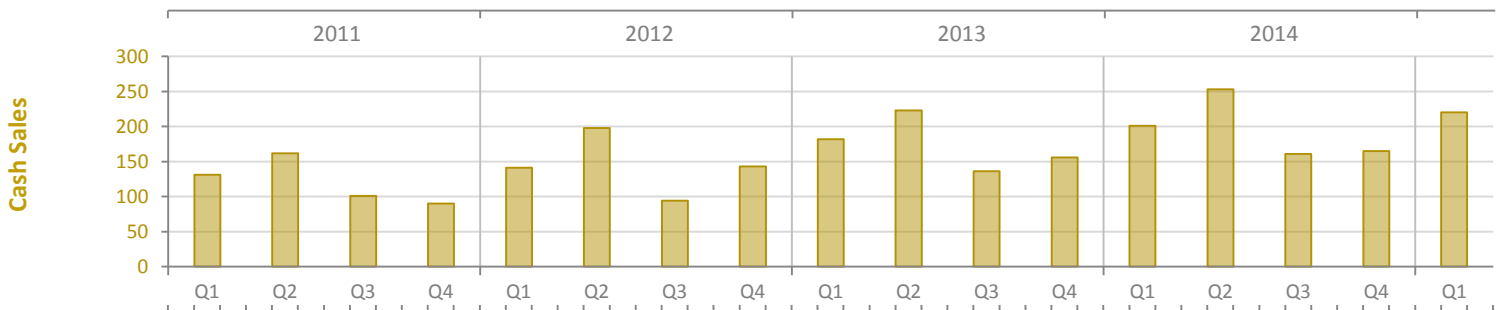


## Cash Sales

The number of Closed Sales during the quarter 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.

Quarter	Cash Sales	Percent Change Year-over-Year
Q1 2015	220	9.5%
Q4 2014	165	5.8%
Q3 2014	161	18.4%
Q2 2014	253	13.5%
Q1 2014	201	10.4%
Q4 2013	156	9.1%
Q3 2013	136	44.7%
Q2 2013	223	12.6%
Q1 2013	182	29.1%
Q4 2012	143	58.9%
Q3 2012	94	-6.9%
Q2 2012	198	22.2%
Q1 2012	141	7.6%

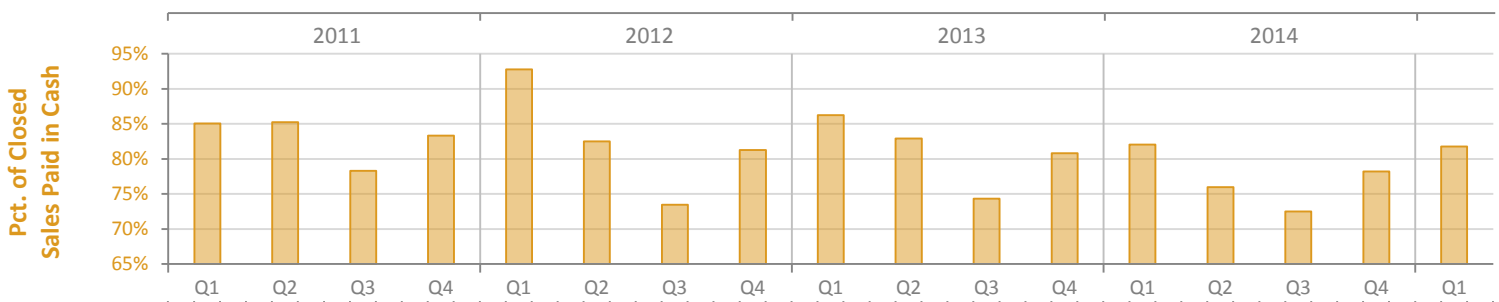


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter 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.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Q1 2015	81.8%	-0.3%
Q4 2014	78.2%	-3.3%
Q3 2014	72.5%	-2.4%
Q2 2014	76.0%	-8.4%
Q1 2014	82.0%	-4.9%
Q4 2013	80.8%	-0.5%
Q3 2013	74.3%	1.2%
Q2 2013	82.9%	0.5%
Q1 2013	86.3%	-7.0%
Q4 2012	81.3%	-2.5%
Q3 2012	73.4%	-6.2%
Q2 2012	82.5%	-3.2%
Q1 2012	92.8%	9.0%



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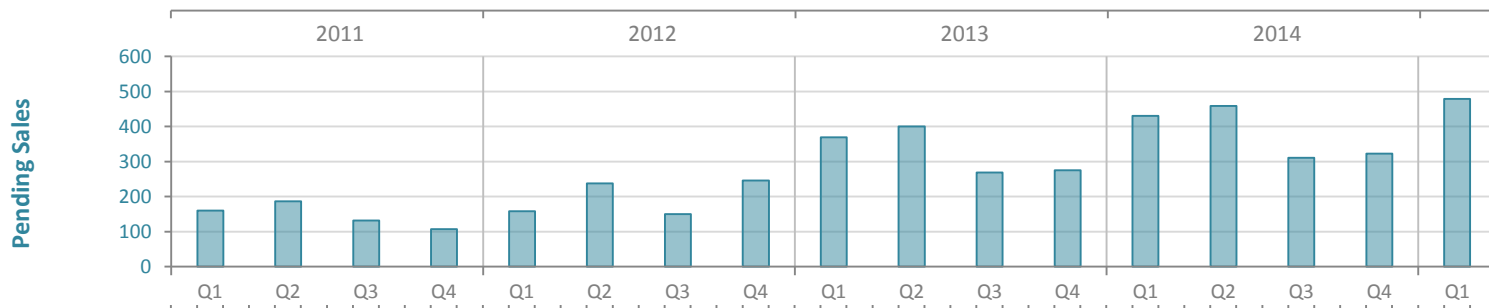


## New Pending Sales

The number of property listings that went from "Active" to "Pending" status during the quarter

**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.

Quarter	New Pending Sales	Percent Change Year-over-Year
<b>Q1 2015</b>	<b>479</b>	<b>11.4%</b>
Q4 2014	323	17.5%
Q3 2014	311	15.6%
Q2 2014	459	14.8%
Q1 2014	430	16.5%
Q4 2013	275	11.8%
Q3 2013	269	79.3%
Q2 2013	400	68.1%
Q1 2013	369	133.5%
Q4 2012	246	129.9%
Q3 2012	150	13.6%
Q2 2012	238	27.3%
Q1 2012	158	-1.3%

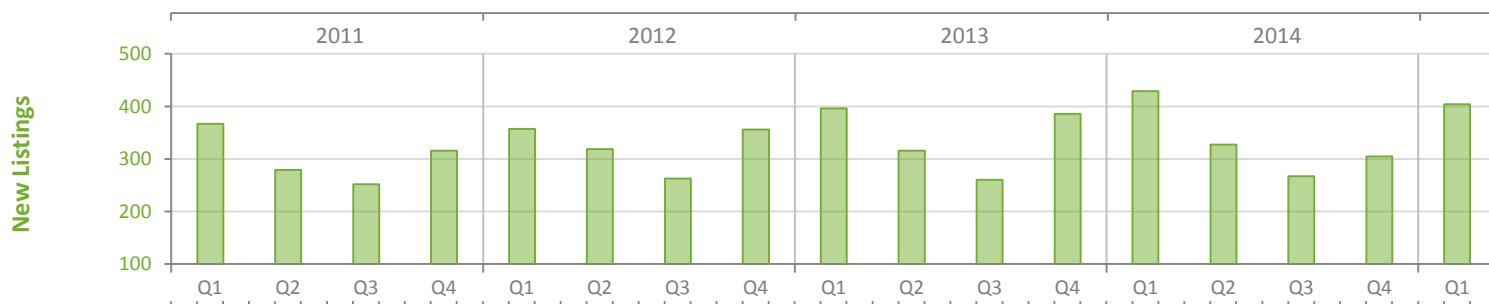


## New Listings

The number of properties put onto the market during the quarter

**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.

Quarter	New Listings	Percent Change Year-over-Year
<b>Q1 2015</b>	<b>404</b>	<b>-5.8%</b>
Q4 2014	305	-21.0%
Q3 2014	267	2.7%
Q2 2014	327	3.5%
Q1 2014	429	8.3%
Q4 2013	386	8.4%
Q3 2013	260	-1.1%
Q2 2013	316	-0.9%
Q1 2013	396	10.9%
Q4 2012	356	12.7%
Q3 2012	263	4.4%
Q2 2012	319	14.3%
Q1 2012	357	-2.7%



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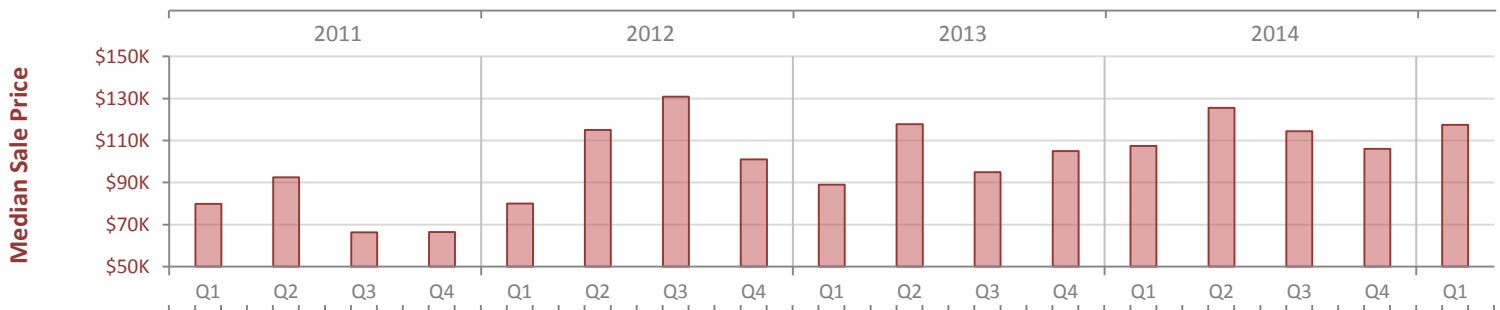


## Median Sale Price

The median sale price reported for the quarter (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.

Quarter	Median Sale Price	Percent Change Year-over-Year
Q1 2015	\$117,500	9.3%
Q4 2014	\$106,000	1.0%
Q3 2014	\$114,500	20.6%
Q2 2014	\$125,500	6.6%
Q1 2014	\$107,500	20.8%
Q4 2013	\$105,000	4.0%
Q3 2013	\$94,925	-27.5%
Q2 2013	\$117,750	2.4%
Q1 2013	\$89,000	11.3%
Q4 2012	\$101,000	51.9%
Q3 2012	\$130,900	97.6%
Q2 2012	\$115,000	24.3%
Q1 2012	\$80,000	0.1%



## Average Sale Price

The average sale price reported for the quarter (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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Q1 2015	\$214,584	18.5%
Q4 2014	\$190,226	2.8%
Q3 2014	\$187,263	17.2%
Q2 2014	\$231,745	18.3%
Q1 2014	\$181,090	35.0%
Q4 2013	\$185,101	-3.3%
Q3 2013	\$159,776	-29.0%
Q2 2013	\$195,931	-11.2%
Q1 2013	\$134,115	-21.9%
Q4 2012	\$191,501	61.9%
Q3 2012	\$225,026	99.7%
Q2 2012	\$220,526	32.2%
Q1 2012	\$171,774	23.5%



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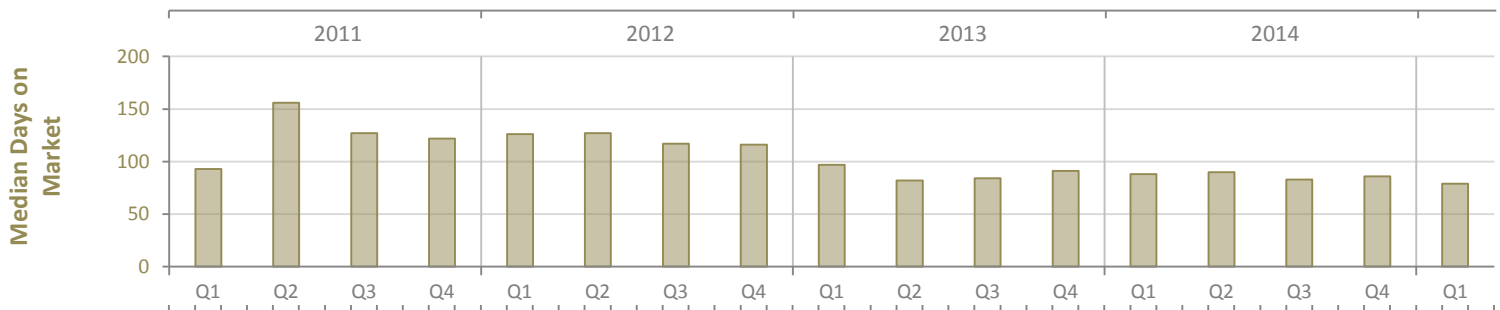


## Median Days on Market

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

**Economists' note:** Median Days on Market is the amount of time the "middle" property selling this quarter was on the market. That is, 50% of homes selling this quarter 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.

Quarter	Median Days on Market	Percent Change Year-over-Year
Q1 2015	79	-10.2%
Q4 2014	86	-5.5%
Q3 2014	83	-1.2%
Q2 2014	90	9.8%
Q1 2014	88	-9.3%
Q4 2013	91	-21.6%
Q3 2013	84	-28.2%
Q2 2013	82	-35.4%
Q1 2013	97	-23.0%
Q4 2012	116	-4.9%
Q3 2012	117	-7.9%
Q2 2012	127	-18.6%
Q1 2012	126	35.5%

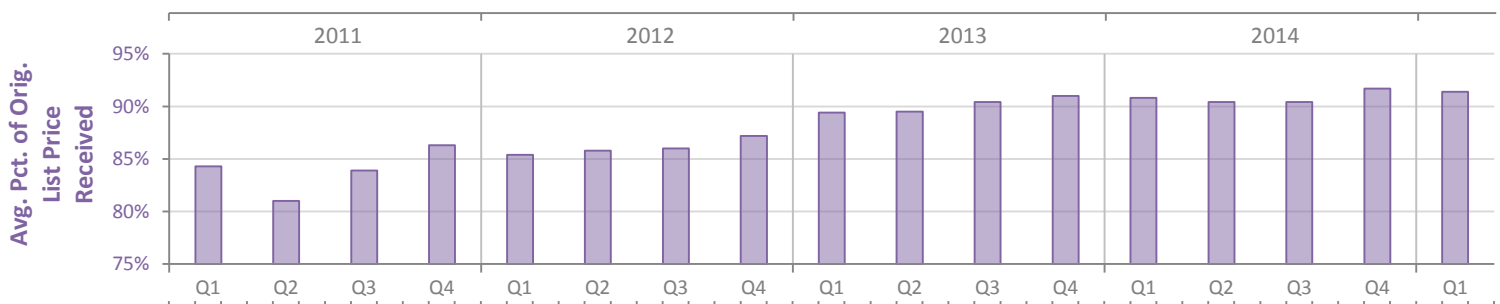


## Average Percent of Original List Price Received

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

**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.

Quarter	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Q1 2015	91.4%	0.7%
Q4 2014	91.7%	0.8%
Q3 2014	90.4%	0.0%
Q2 2014	90.4%	1.0%
Q1 2014	90.8%	1.6%
Q4 2013	91.0%	4.4%
Q3 2013	90.4%	5.1%
Q2 2013	89.5%	4.3%
Q1 2013	89.4%	4.7%
Q4 2012	87.2%	1.0%
Q3 2012	86.0%	2.5%
Q2 2012	85.8%	5.9%
Q1 2012	85.4%	1.3%



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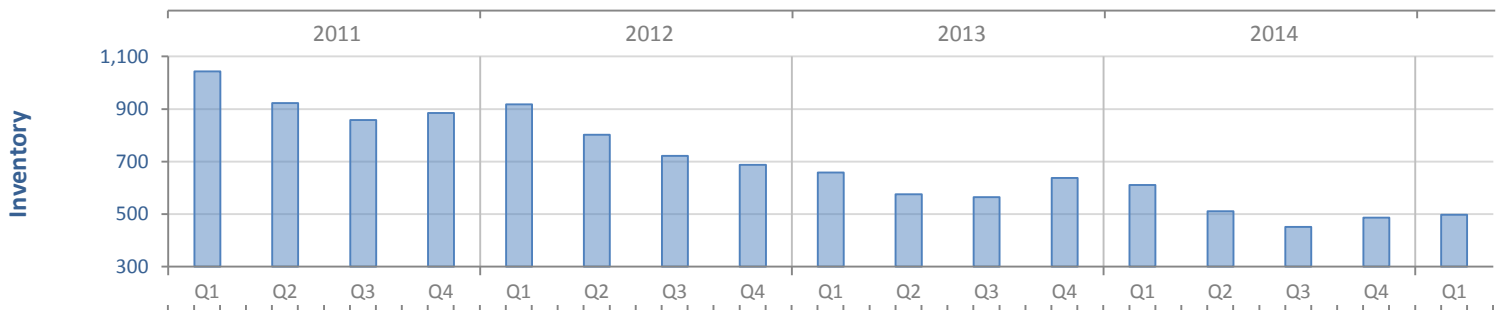


## Inventory (Active Listings)

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

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

Quarter	Inventory	Percent Change Year-over-Year
<b>Q1 2015</b>	<b>497</b>	<b>-18.7%</b>
Q4 2014	487	-23.7%
Q3 2014	451	-20.0%
Q2 2014	511	-11.1%
Q1 2014	611	-7.1%
Q4 2013	638	-7.3%
Q3 2013	564	-21.9%
Q2 2013	575	-28.3%
Q1 2013	658	-28.3%
Q4 2012	688	-22.3%
Q3 2012	722	-15.9%
Q2 2012	802	-13.1%
Q1 2012	918	-12.0%

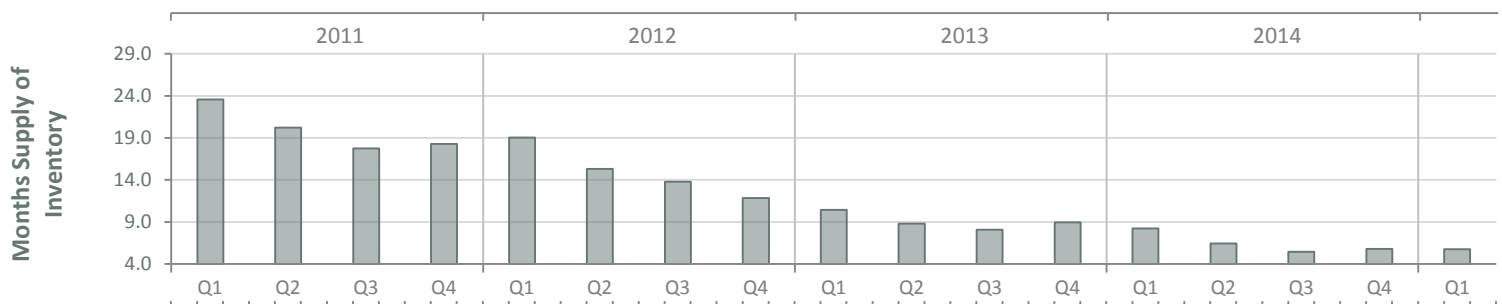


## Months Supply of Inventory

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

**Economists' note:** 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.

Quarter	Months Supply	Percent Change Year-over-Year
<b>Q1 2015</b>	<b>5.8</b>	<b>-30.1%</b>
Q4 2014	5.8	-35.4%
Q3 2014	5.5	-32.4%
Q2 2014	6.4	-27.0%
Q1 2014	8.2	-21.2%
Q4 2013	8.9	-24.6%
Q3 2013	8.1	-41.5%
Q2 2013	8.8	-42.5%
Q1 2013	10.5	-45.0%
Q4 2012	11.9	-35.1%
Q3 2012	13.8	-22.3%
Q2 2012	15.3	-24.3%
Q1 2012	19.0	-19.3%





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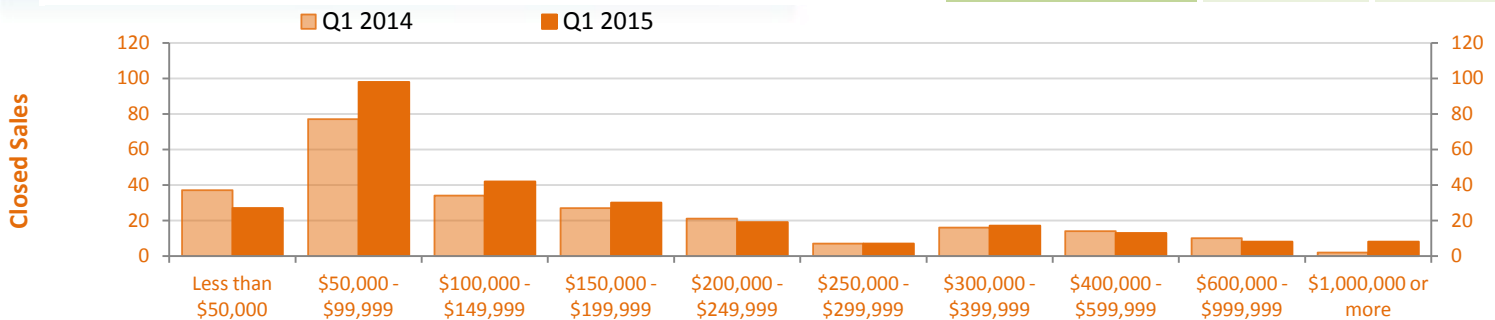


## Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

**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 quarter-to-quarter comparisons of Closed Sales because of potential seasonal effects.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	27	-27.0%
\$50,000 - \$99,999	98	27.3%
\$100,000 - \$149,999	42	23.5%
\$150,000 - \$199,999	30	11.1%
\$200,000 - \$249,999	19	-9.5%
\$250,000 - \$299,999	7	0.0%
\$300,000 - \$399,999	17	6.3%
\$400,000 - \$599,999	13	-7.1%
\$600,000 - \$999,999	8	-20.0%
\$1,000,000 or more	8	300.0%

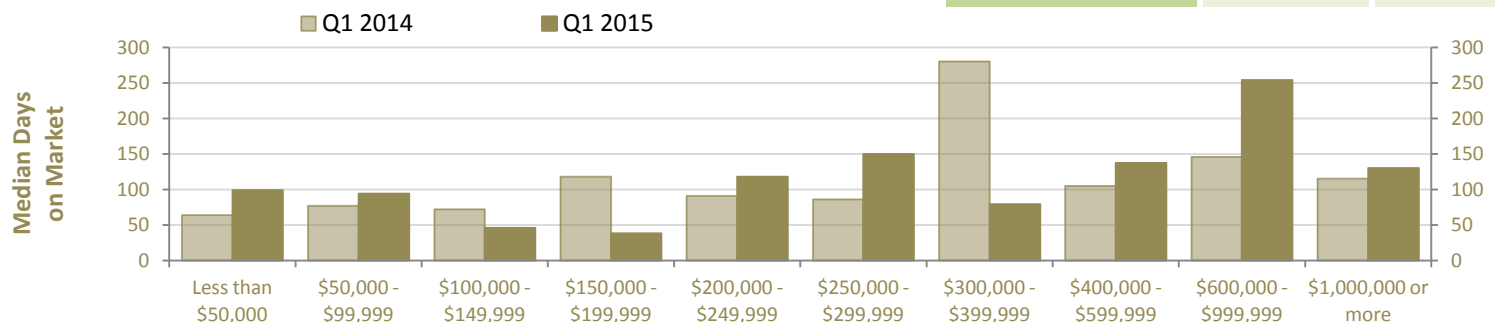


## Median Days on Market by Sale Price

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

**Economists' note:** Median Days on Market is the amount of time the "middle" property selling this quarter was on the market. That is, 50% of homes selling this quarter 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	99	54.7%
\$50,000 - \$99,999	94	22.1%
\$100,000 - \$149,999	46	-36.1%
\$150,000 - \$199,999	38	-67.8%
\$200,000 - \$249,999	118	29.7%
\$250,000 - \$299,999	150	74.4%
\$300,000 - \$399,999	79	-71.8%
\$400,000 - \$599,999	137	30.5%
\$600,000 - \$999,999	254	74.0%
\$1,000,000 or more	130	13.0%



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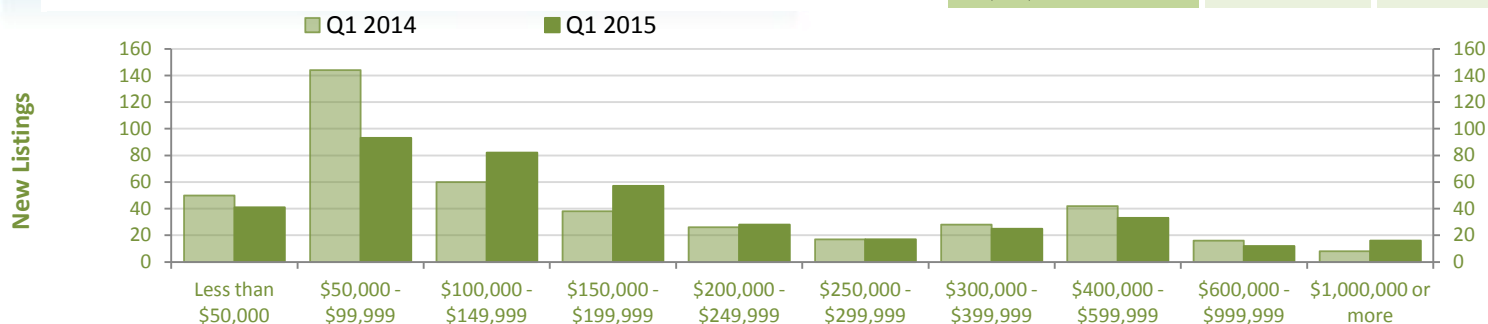


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	41	-18.0%
\$50,000 - \$99,999	93	-35.4%
\$100,000 - \$149,999	82	36.7%
\$150,000 - \$199,999	57	50.0%
\$200,000 - \$249,999	28	7.7%
\$250,000 - \$299,999	17	0.0%
\$300,000 - \$399,999	25	-10.7%
\$400,000 - \$599,999	33	-21.4%
\$600,000 - \$999,999	12	-25.0%
\$1,000,000 or more	16	100.0%

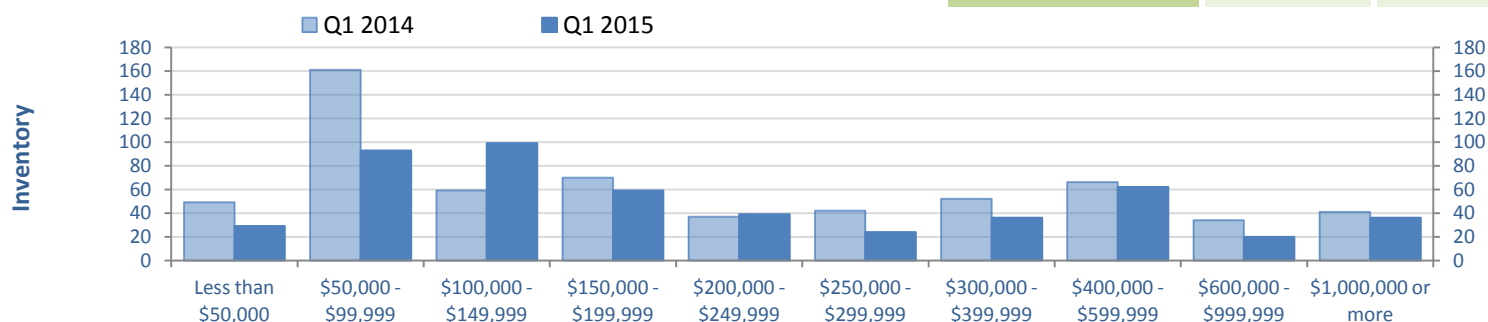


## Inventory by Current Listing Price

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

**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 quarter, and hold this number to compare with the same quarter 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%





# Quarterly Distressed Market - Q1 2015

## Townhouses and Condos

### Indian River County



		Q1 2015	Q1 2014	Percent Change Year-over-Year
Traditional	Closed Sales	253	219	15.5%
	Median Sale Price	\$119,000	\$112,500	5.8%
Foreclosure/REO	Closed Sales	14	23	-39.1%
	Median Sale Price	\$74,750	\$87,750	-14.8%
Short Sale	Closed Sales	2	3	-33.3%
	Median Sale Price	\$46,250	\$80,000	-42.2%

