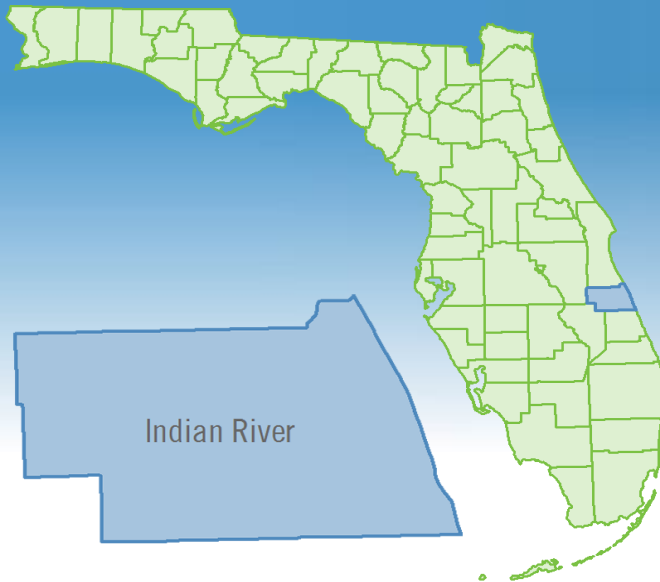


# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County



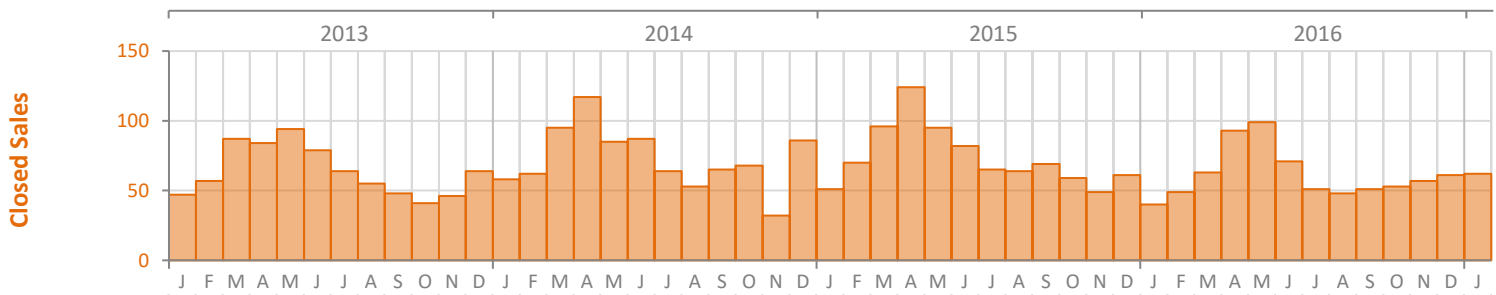
Summary Statistics	January 2017	January 2016	Percent Change Year-over-Year
Closed Sales	62	40	55.0%
Paid in Cash	43	32	34.4%
Median Sale Price	\$117,950	\$110,500	6.7%
Average Sale Price	\$194,544	\$232,331	-16.3%
Dollar Volume	\$12.1 Million	\$9.3 Million	29.8%
Median Percent of Original List Price Received	93.8%	95.2%	-1.5%
Median Time to Contract	45 Days	53 Days	-15.1%
Median Time to Sale	87 Days	98 Days	-11.2%
New Pending Sales	86	49	75.5%
New Listings	108	102	5.9%
Pending Inventory	117	91	28.6%
Inventory (Active Listings)	381	372	2.4%
Months Supply of Inventory	6.0	5.1	17.6%

## 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
<b>January 2017</b>	<b>62</b>	<b>55.0%</b>
December 2016	61	0.0%
November 2016	57	16.3%
October 2016	53	-10.2%
September 2016	51	-26.1%
August 2016	48	-25.0%
July 2016	51	-21.5%
June 2016	71	-13.4%
May 2016	99	4.2%
April 2016	93	-25.0%
March 2016	63	-34.4%
February 2016	49	-30.0%
January 2016	40	-21.6%



# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County



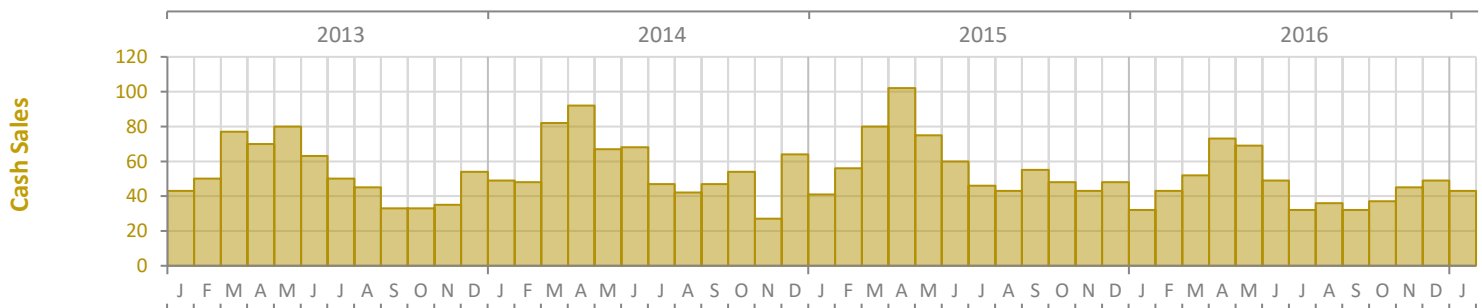
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## Cash Sales

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
<b>January 2017</b>	<b>43</b>	<b>34.4%</b>
December 2016	49	2.1%
November 2016	45	4.7%
October 2016	37	-22.9%
September 2016	32	-41.8%
August 2016	36	-16.3%
July 2016	32	-30.4%
June 2016	49	-18.3%
May 2016	69	-8.0%
April 2016	73	-28.4%
March 2016	52	-35.0%
February 2016	43	-23.2%
January 2016	32	-22.0%

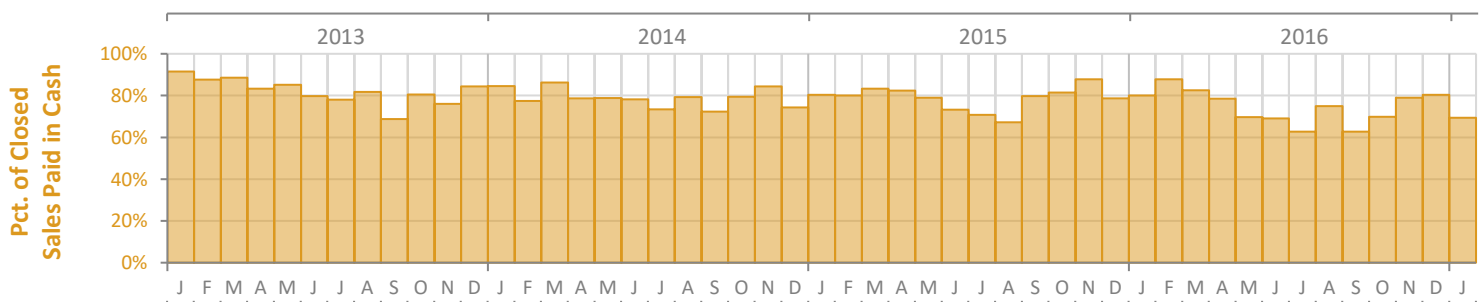


## Cash Sales as a Percentage of Closed Sales

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 2017</b>	<b>69.4%</b>	<b>-13.3%</b>
December 2016	80.3%	2.0%
November 2016	78.9%	-10.1%
October 2016	69.8%	-14.3%
September 2016	62.7%	-21.3%
August 2016	75.0%	11.6%
July 2016	62.7%	-11.4%
June 2016	69.0%	-5.7%
May 2016	69.7%	-11.7%
April 2016	78.5%	-4.6%
March 2016	82.5%	-1.0%
February 2016	87.8%	9.7%
January 2016	80.0%	-0.5%



# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County



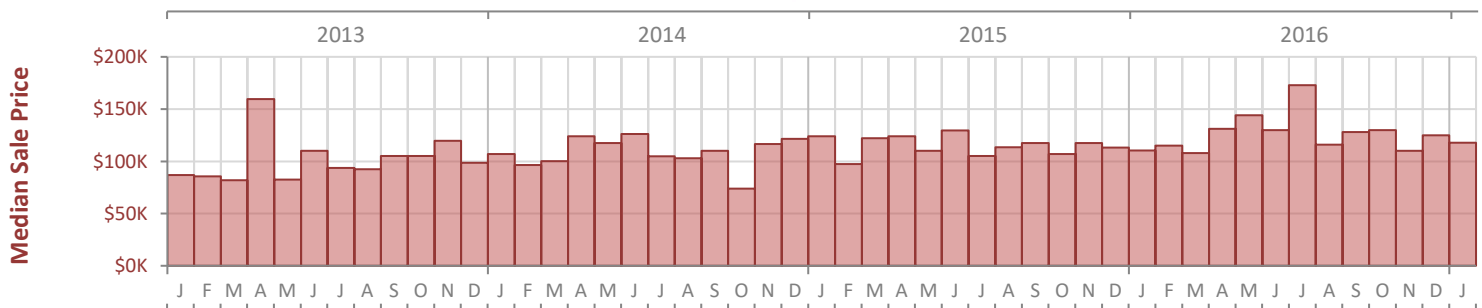
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## Median Sale Price

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
<b>January 2017</b>	<b>\$117,950</b>	<b>6.7%</b>
December 2016	\$125,000	10.6%
November 2016	\$110,000	-6.4%
October 2016	\$130,000	21.5%
September 2016	\$128,000	8.9%
August 2016	\$116,000	2.2%
July 2016	\$173,000	64.8%
June 2016	\$130,000	0.4%
May 2016	\$144,000	30.9%
April 2016	\$131,000	5.6%
March 2016	\$108,000	-11.5%
February 2016	\$115,000	18.3%
January 2016	\$110,500	-10.9%

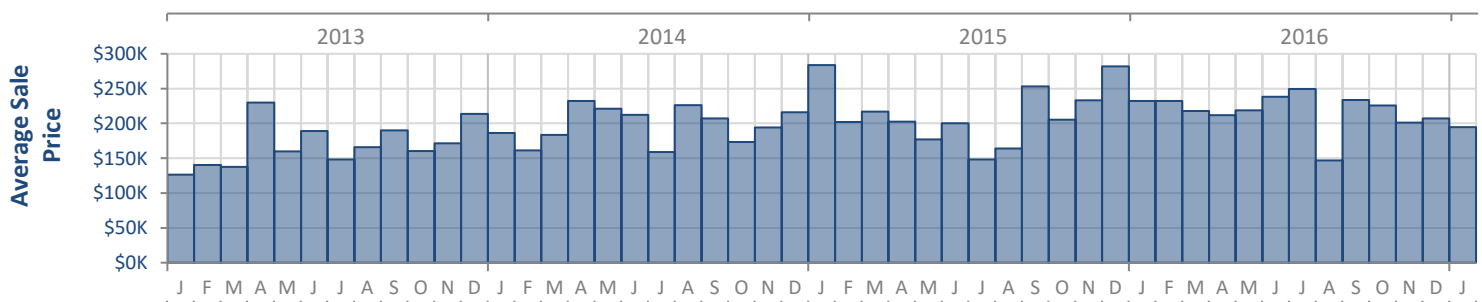


## Average Sale Price

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
<b>January 2017</b>	<b>\$194,544</b>	<b>-16.3%</b>
December 2016	\$207,048	-26.5%
November 2016	\$201,176	-13.6%
October 2016	\$225,645	10.0%
September 2016	\$233,475	-7.7%
August 2016	\$146,714	-10.7%
July 2016	\$249,310	68.2%
June 2016	\$238,279	18.9%
May 2016	\$218,838	23.7%
April 2016	\$211,796	4.7%
March 2016	\$217,756	0.4%
February 2016	\$232,048	14.9%
January 2016	\$232,331	-18.1%



# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County



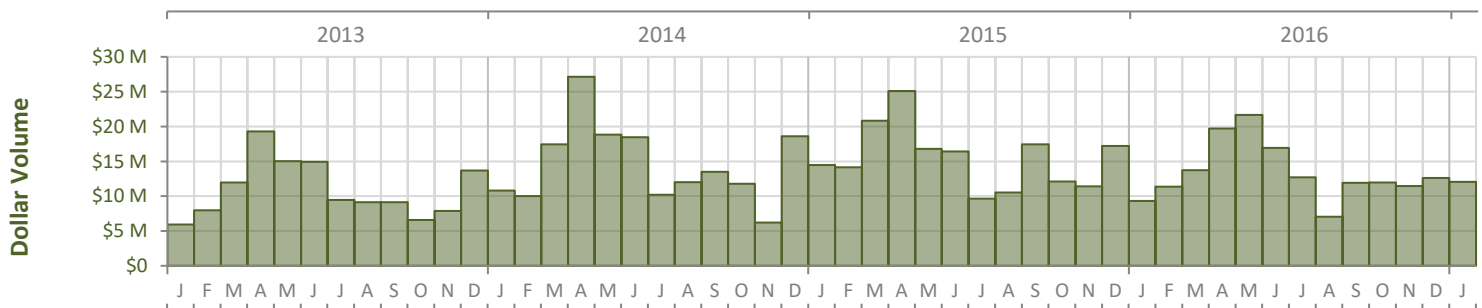
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## Dollar Volume

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
<b>January 2017</b>	<b>\$12.1 Million</b>	<b>29.8%</b>
December 2016	\$12.6 Million	-26.5%
November 2016	\$11.5 Million	0.5%
October 2016	\$12.0 Million	-1.2%
September 2016	\$11.9 Million	-31.8%
August 2016	\$7.0 Million	-33.0%
July 2016	\$12.7 Million	32.0%
June 2016	\$16.9 Million	3.0%
May 2016	\$21.7 Million	28.9%
April 2016	\$19.7 Million	-21.5%
March 2016	\$13.7 Million	-34.1%
February 2016	\$11.4 Million	-19.6%
January 2016	\$9.3 Million	-35.8%

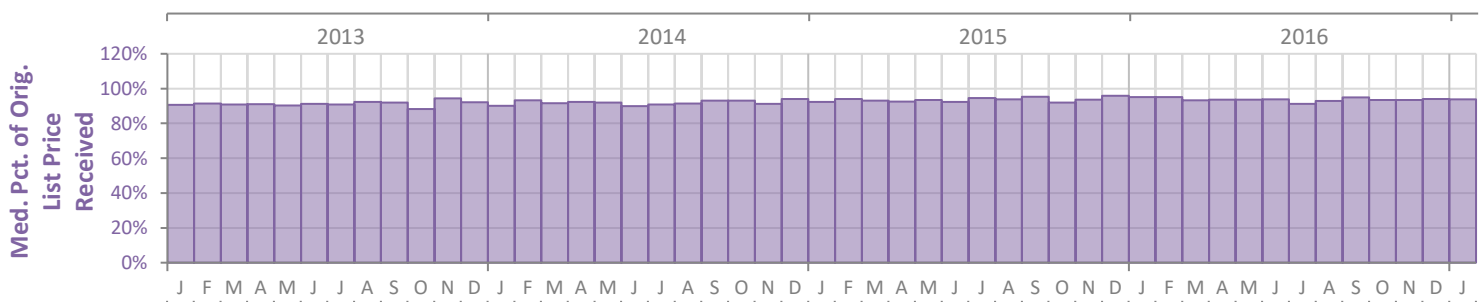


## Median Percent of Original List Price Received

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
<b>January 2017</b>	<b>93.8%</b>	<b>-1.5%</b>
December 2016	94.1%	-1.8%
November 2016	93.5%	-0.1%
October 2016	93.5%	1.6%
September 2016	94.9%	-0.5%
August 2016	92.9%	-1.0%
July 2016	91.2%	-3.5%
June 2016	93.8%	1.6%
May 2016	93.6%	0.1%
April 2016	93.7%	1.3%
March 2016	93.2%	0.2%
February 2016	95.2%	1.2%
January 2016	95.2%	3.0%



# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County



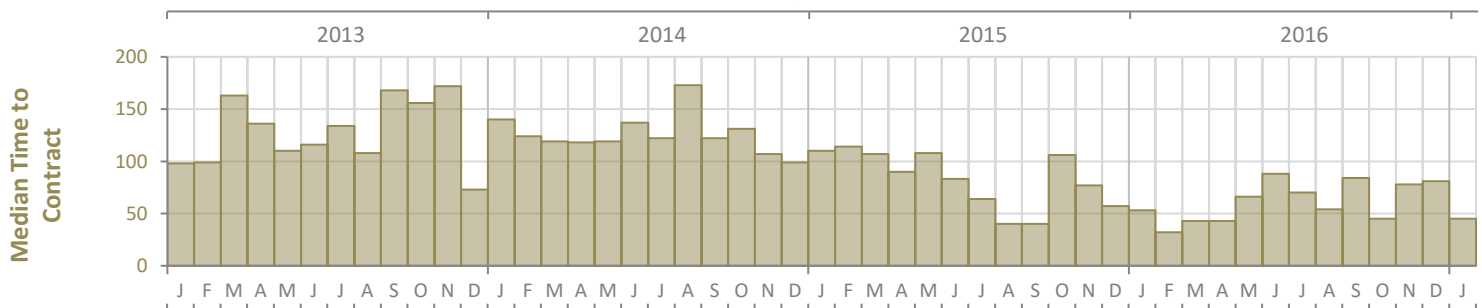
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## Median Time to Contract

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
<b>January 2017</b>	<b>45 Days</b>	<b>-15.1%</b>
December 2016	81 Days	42.1%
November 2016	78 Days	1.3%
October 2016	45 Days	-57.5%
September 2016	84 Days	110.0%
August 2016	54 Days	35.0%
July 2016	70 Days	9.4%
June 2016	88 Days	6.0%
May 2016	66 Days	-38.9%
April 2016	43 Days	-52.2%
March 2016	43 Days	-59.8%
February 2016	32 Days	-71.9%
January 2016	53 Days	-51.8%

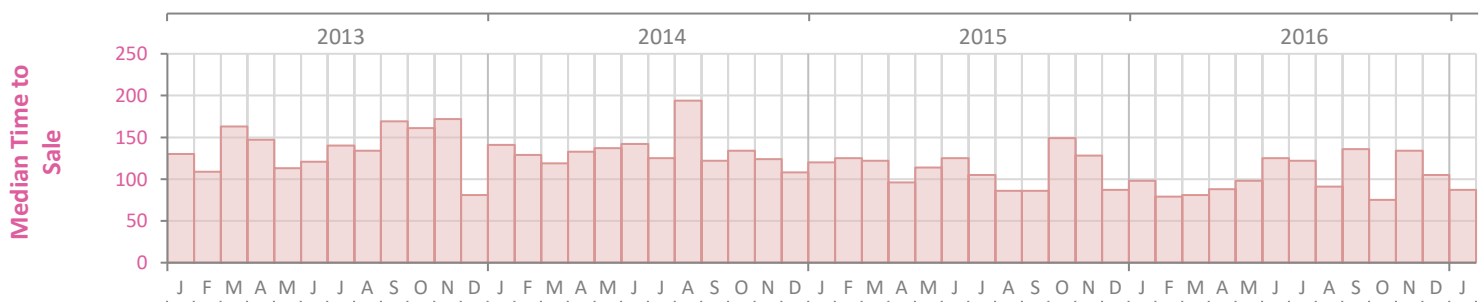


## Median Time to Sale

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
<b>January 2017</b>	<b>87 Days</b>	<b>-11.2%</b>
December 2016	105 Days	20.7%
November 2016	134 Days	4.7%
October 2016	75 Days	-49.7%
September 2016	136 Days	58.1%
August 2016	91 Days	5.8%
July 2016	122 Days	16.2%
June 2016	125 Days	0.0%
May 2016	98 Days	-14.0%
April 2016	88 Days	-8.3%
March 2016	81 Days	-33.6%
February 2016	79 Days	-36.8%
January 2016	98 Days	-18.3%





# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County



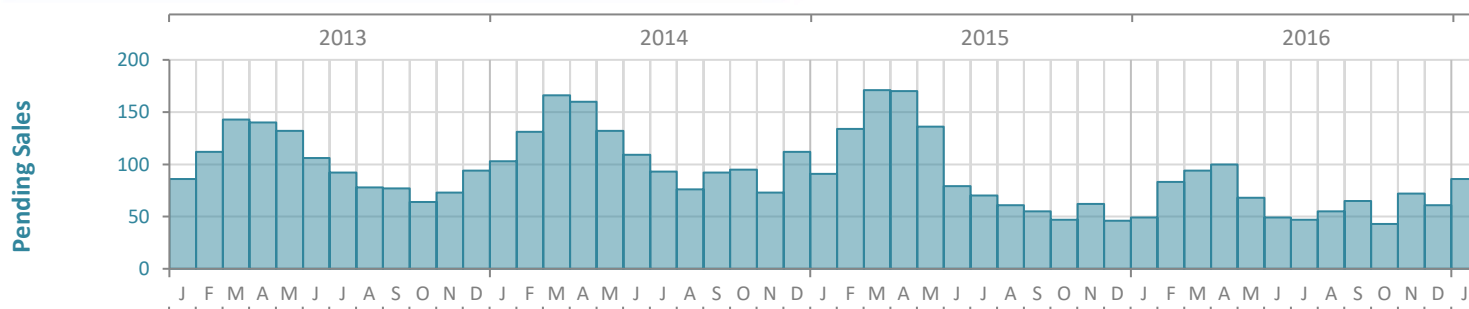
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## New Pending Sales

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
<b>January 2017</b>	<b>86</b>	<b>75.5%</b>
December 2016	61	32.6%
November 2016	72	16.1%
October 2016	43	-8.5%
September 2016	65	18.2%
August 2016	55	-9.8%
July 2016	47	-32.9%
June 2016	49	-38.0%
May 2016	68	-50.0%
April 2016	100	-41.2%
March 2016	94	-45.0%
February 2016	83	-38.1%
January 2016	49	-46.2%

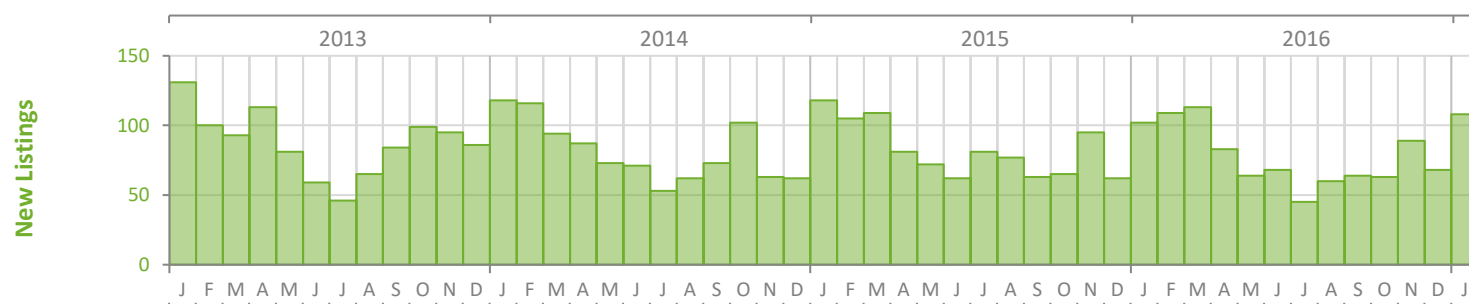


## New Listings

The number of properties put onto the market during the month

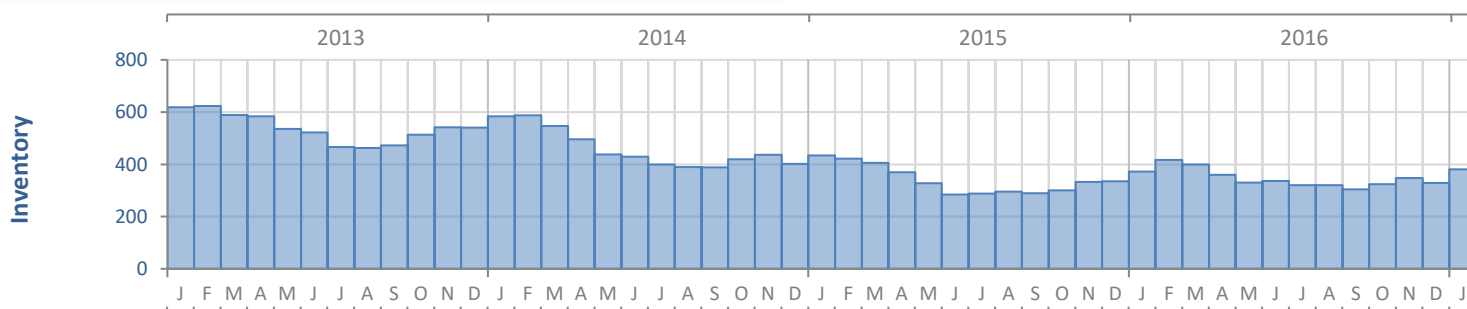
**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers 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
<b>January 2017</b>	<b>108</b>	<b>5.9%</b>
December 2016	68	9.7%
November 2016	89	-6.3%
October 2016	63	-3.1%
September 2016	64	1.6%
August 2016	60	-22.1%
July 2016	45	-44.4%
June 2016	68	9.7%
May 2016	64	-11.1%
April 2016	83	2.5%
March 2016	113	3.7%
February 2016	109	3.8%
January 2016	102	-13.6%



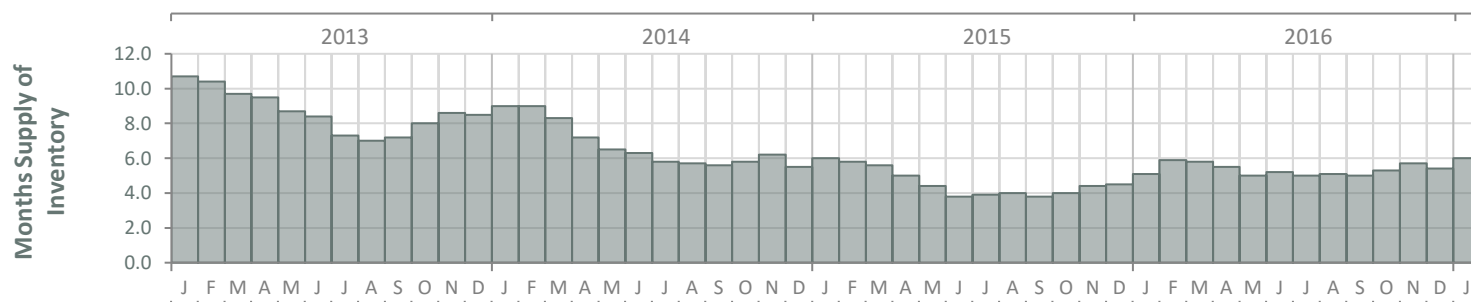
The number of property listings active at the end of the month

Month	Inventory	Percent Change Year-over-Year
January 2017	381	2.4%
December 2016	329	-1.8%
November 2016	348	4.8%
October 2016	324	8.0%
September 2016	304	5.2%
August 2016	320	8.1%
July 2016	320	11.1%
June 2016	336	18.3%
May 2016	330	0.6%
April 2016	360	-2.7%
March 2016	399	-1.5%
February 2016	417	-1.2%
January 2016	372	-14.3%



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

Month	Months Supply	Percent Change Year-over-Year
<b>January 2017</b>	<b>6.0</b>	<b>17.6%</b>
December 2016	5.4	20.0%
November 2016	5.7	29.5%
October 2016	5.3	32.5%
September 2016	5.0	31.6%
August 2016	5.1	27.5%
July 2016	5.0	28.2%
June 2016	5.2	36.8%
May 2016	5.0	13.6%
April 2016	5.5	10.0%
March 2016	5.8	3.6%
February 2016	5.9	1.7%
January 2016	5.1	-15.0%



# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County

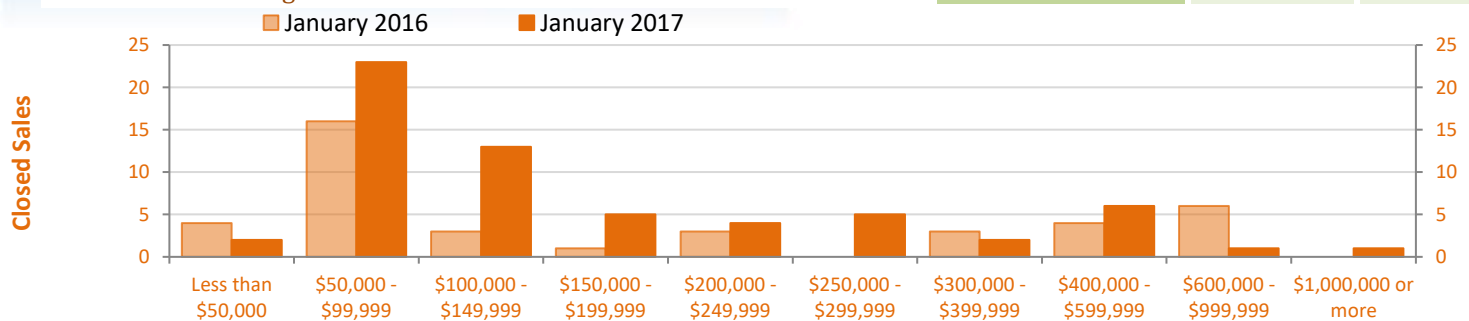


## Closed Sales by Sale Price

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	2	-50.0%
\$50,000 - \$99,999	23	43.8%
\$100,000 - \$149,999	13	333.3%
\$150,000 - \$199,999	5	400.0%
\$200,000 - \$249,999	4	33.3%
\$250,000 - \$299,999	5	N/A
\$300,000 - \$399,999	2	-33.3%
\$400,000 - \$599,999	6	50.0%
\$600,000 - \$999,999	1	-83.3%
\$1,000,000 or more	1	N/A

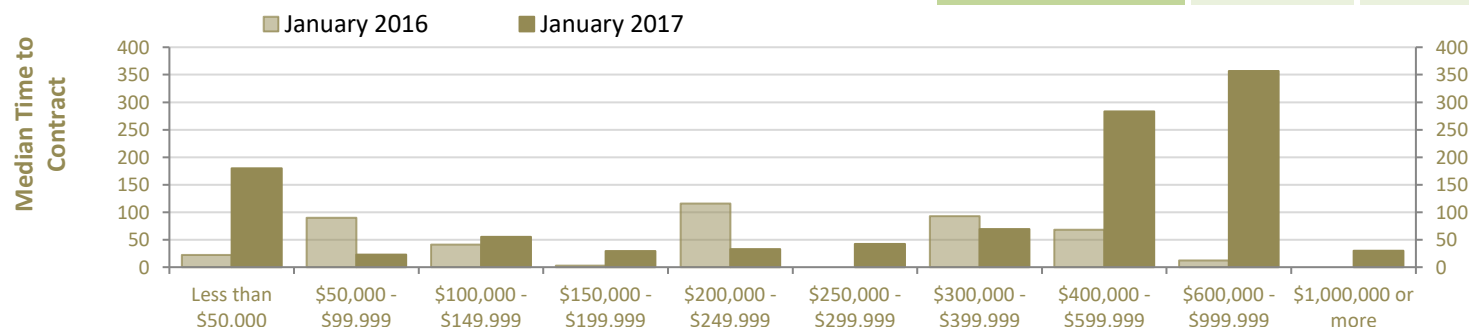


## Median Time to Contract by Sale Price

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	180 Days	718.2%
\$50,000 - \$99,999	23 Days	-74.4%
\$100,000 - \$149,999	55 Days	34.1%
\$150,000 - \$199,999	29 Days	866.7%
\$200,000 - \$249,999	33 Days	-71.6%
\$250,000 - \$299,999	42 Days	N/A
\$300,000 - \$399,999	69 Days	-25.8%
\$400,000 - \$599,999	283 Days	316.2%
\$600,000 - \$999,999	357 Days	2875.0%
\$1,000,000 or more	30 Days	N/A





# Monthly Market Detail - January 2017

## Townhouses and Condos

### Indian River County

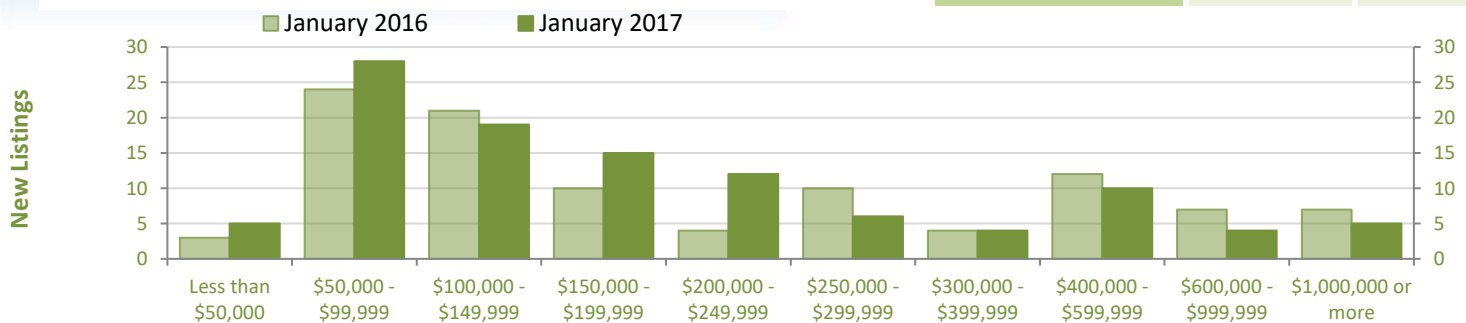


## New Listings by Initial Listing Price

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	5	66.7%
\$50,000 - \$99,999	28	16.7%
\$100,000 - \$149,999	19	-9.5%
\$150,000 - \$199,999	15	50.0%
\$200,000 - \$249,999	12	200.0%
\$250,000 - \$299,999	6	-40.0%
\$300,000 - \$399,999	4	0.0%
\$400,000 - \$599,999	10	-16.7%
\$600,000 - \$999,999	4	-42.9%
\$1,000,000 or more	5	-28.6%

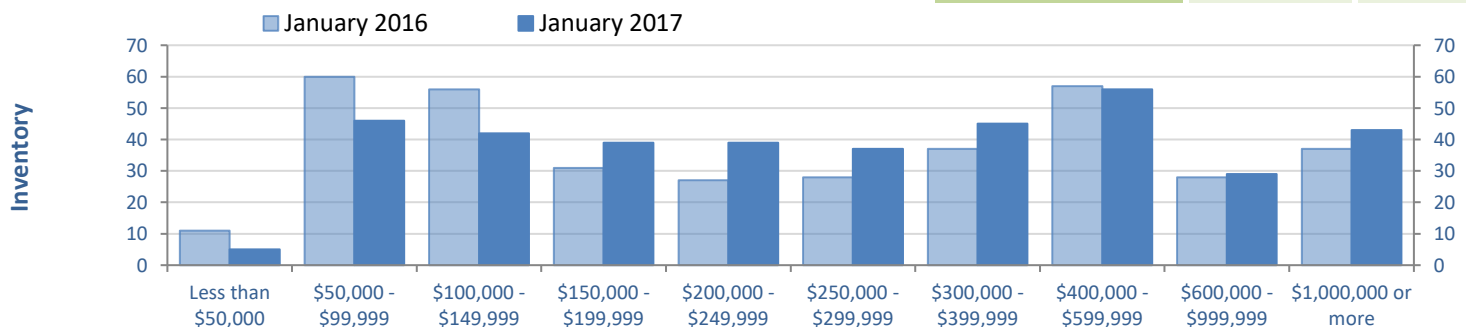


## Inventory by Current Listing Price

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	5	-54.5%
\$50,000 - \$99,999	46	-23.3%
\$100,000 - \$149,999	42	-25.0%
\$150,000 - \$199,999	39	25.8%
\$200,000 - \$249,999	39	44.4%
\$250,000 - \$299,999	37	32.1%
\$300,000 - \$399,999	45	21.6%
\$400,000 - \$599,999	56	-1.8%
\$600,000 - \$999,999	29	3.6%
\$1,000,000 or more	43	16.2%



# Monthly Distressed Market - January 2017

## Townhouses and Condos

### Indian River County



		January 2017	January 2016	Percent Change Year-over-Year
Traditional	Closed Sales	61	38	60.5%
	Median Sale Price	\$119,900	\$123,500	-2.9%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$50,000	\$49,911	0.2%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

