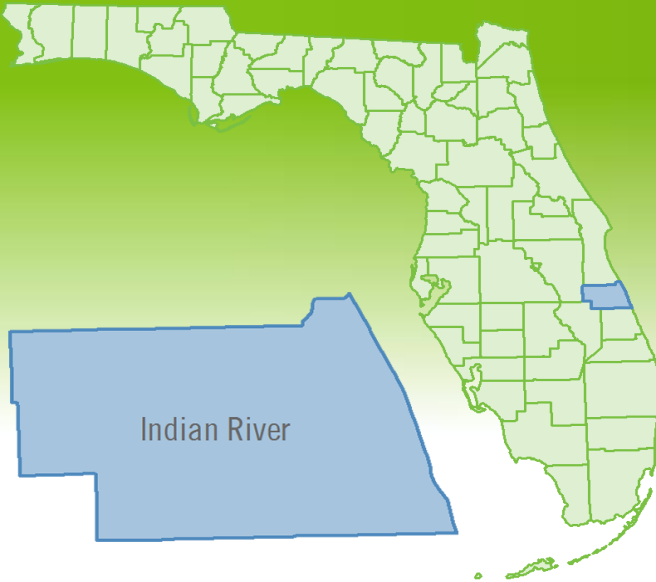


# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County



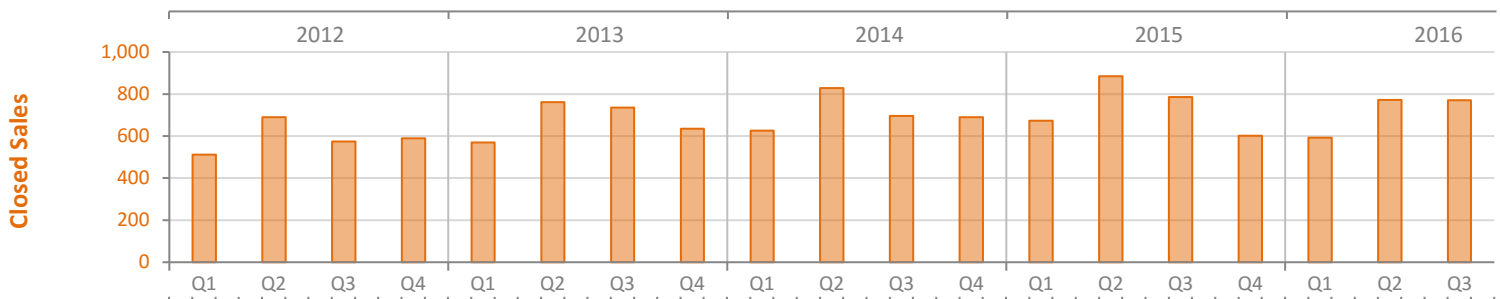
Summary Statistics	Q3 2016	Q3 2015	Percent Change Year-over-Year
Closed Sales	771	786	-1.9%
Paid in Cash	311	340	-8.5%
Median Sale Price	\$200,000	\$179,000	11.7%
Average Sale Price	\$267,025	\$269,852	-1.0%
Dollar Volume	\$205.9 Million	\$212.1 Million	-2.9%
Median Percent of Original List Price Received	95.2%	94.8%	0.4%
Median Time to Contract	46 Days	61 Days	-24.6%
Median Time to Sale	96 Days	107 Days	-10.3%
New Pending Sales	790	802	-1.5%
New Listings	909	814	11.7%
Pending Inventory	446	416	7.2%
Inventory (Active Listings)	1,113	1,102	1.0%
Months Supply of Inventory	4.9	4.4	11.4%

## 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 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 quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>771</b>	<b>-1.9%</b>
Q2 2016	772	-12.8%
Q1 2016	592	-12.0%
Q4 2015	601	-12.9%
Q3 2015	786	12.9%
Q2 2015	885	6.8%
Q1 2015	673	7.5%
Q4 2014	690	8.7%
Q3 2014	696	-5.3%
Q2 2014	829	8.8%
Q1 2014	626	9.8%
Q4 2013	635	7.6%
Q3 2013	735	28.0%



# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

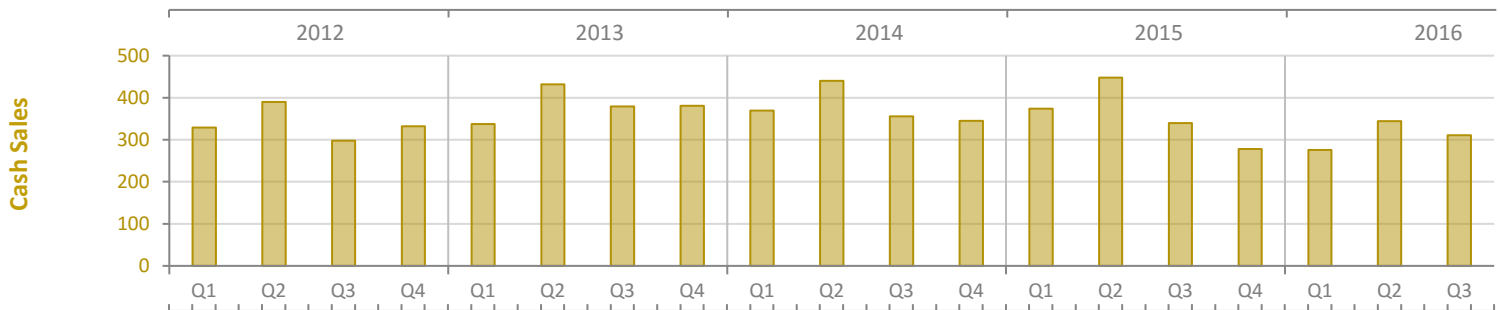


## Cash Sales

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
Q3 2016	311	-8.5%
Q2 2016	344	-23.2%
Q1 2016	276	-26.2%
Q4 2015	278	-19.4%
Q3 2015	340	-4.5%
Q2 2015	448	1.8%
Q1 2015	374	1.4%
Q4 2014	345	-9.4%
Q3 2014	356	-6.1%
Q2 2014	440	1.9%
Q1 2014	369	9.5%
Q4 2013	381	14.8%
Q3 2013	379	27.2%

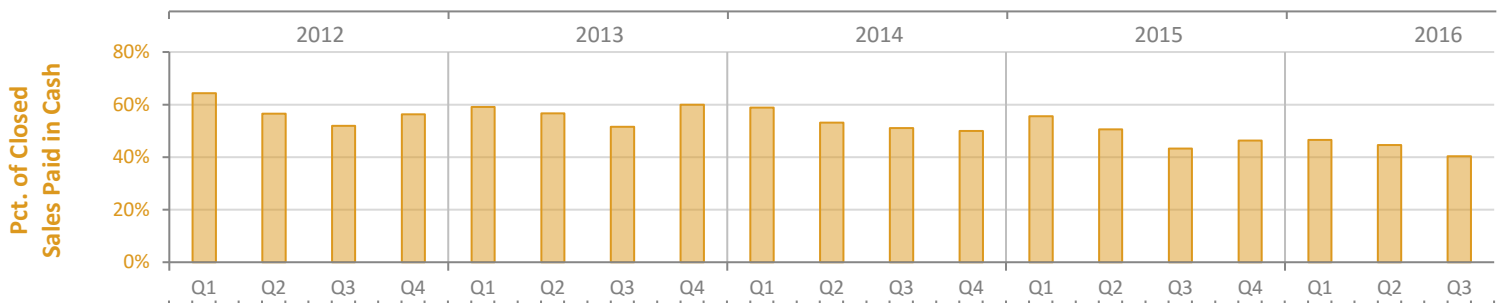


## Cash Sales as a Percentage of Closed Sales

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 quarter 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
Q3 2016	40.3%	-6.9%
Q2 2016	44.6%	-11.9%
Q1 2016	46.6%	-16.2%
Q4 2015	46.3%	-7.4%
Q3 2015	43.3%	-15.3%
Q2 2015	50.6%	-4.7%
Q1 2015	55.6%	-5.6%
Q4 2014	50.0%	-16.7%
Q3 2014	51.1%	-1.0%
Q2 2014	53.1%	-6.3%
Q1 2014	58.9%	-0.3%
Q4 2013	60.0%	6.6%
Q3 2013	51.6%	-0.6%



# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

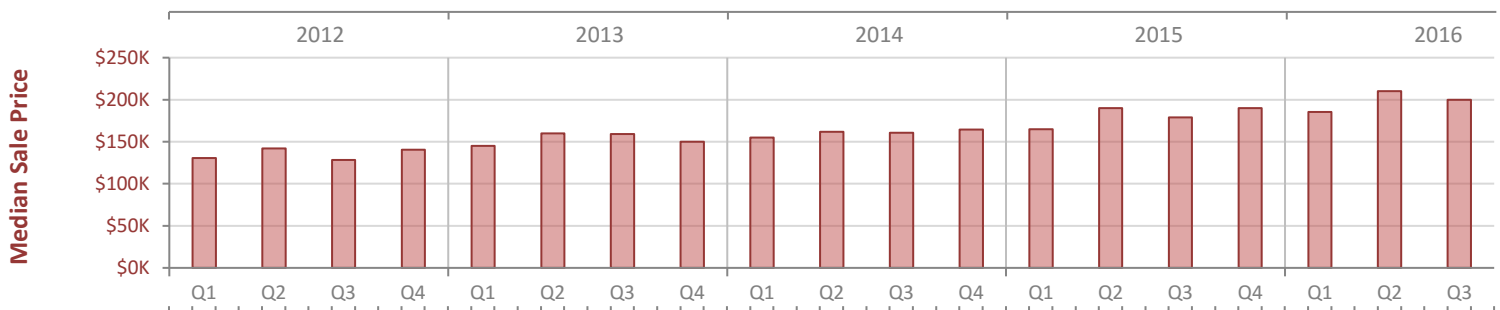


## Median Sale Price

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. 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 quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>\$200,000</b>	<b>11.7%</b>
Q2 2016	\$210,000	10.5%
Q1 2016	\$185,250	12.3%
Q4 2015	\$190,000	15.5%
Q3 2015	\$179,000	11.4%
Q2 2015	\$190,000	17.3%
Q1 2015	\$165,000	6.5%
Q4 2014	\$164,500	9.7%
Q3 2014	\$160,750	1.1%
Q2 2014	\$162,000	1.3%
Q1 2014	\$154,950	6.8%
Q4 2013	\$150,000	6.6%
Q3 2013	\$159,000	23.7%

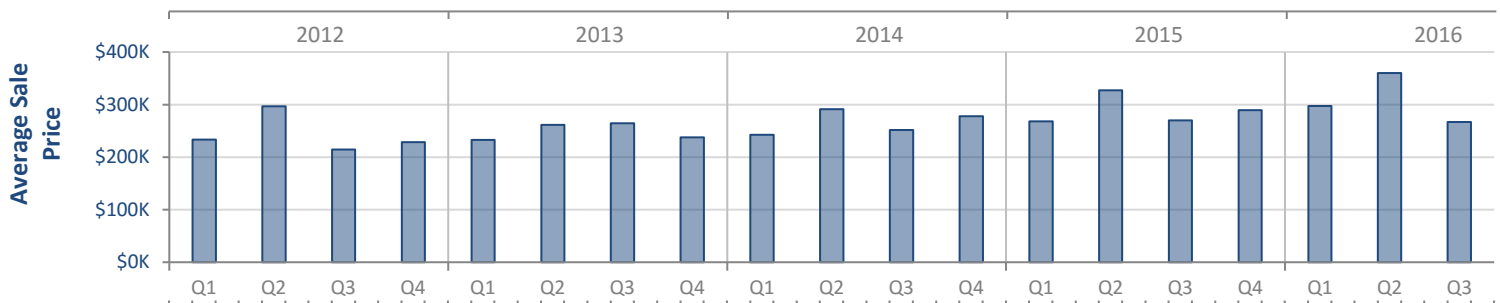


## Average Sale Price

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

**Economists' note:** 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.

Quarter	Average Sale Price	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>\$267,025</b>	<b>-1.0%</b>
Q2 2016	\$360,202	10.1%
Q1 2016	\$297,473	10.8%
Q4 2015	\$289,386	4.1%
Q3 2015	\$269,852	7.1%
Q2 2015	\$327,281	12.4%
Q1 2015	\$268,364	10.7%
Q4 2014	\$277,963	17.0%
Q3 2014	\$251,849	-4.8%
Q2 2014	\$291,206	11.4%
Q1 2014	\$242,332	4.1%
Q4 2013	\$237,657	4.1%
Q3 2013	\$264,523	23.3%



# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

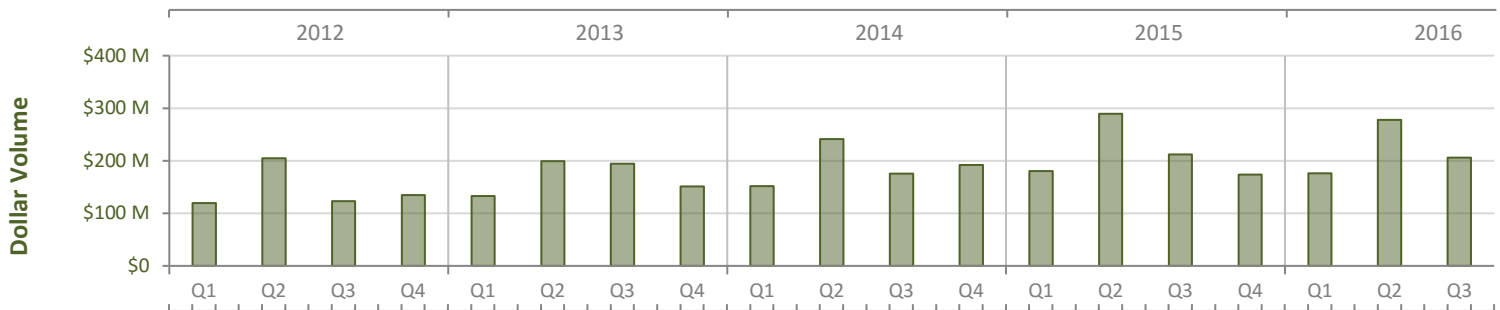


## Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

**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.

Quarter	Dollar Volume	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>\$205.9 Million</b>	<b>-2.9%</b>
Q2 2016	\$278.1 Million	-4.0%
Q1 2016	\$176.1 Million	-2.5%
Q4 2015	\$173.9 Million	-9.3%
Q3 2015	\$212.1 Million	21.0%
Q2 2015	\$289.6 Million	20.0%
Q1 2015	\$180.6 Million	19.1%
Q4 2014	\$191.8 Million	27.1%
Q3 2014	\$175.3 Million	-9.8%
Q2 2014	\$241.4 Million	21.2%
Q1 2014	\$151.7 Million	14.3%
Q4 2013	\$150.9 Million	12.1%
Q3 2013	\$194.4 Million	57.9%

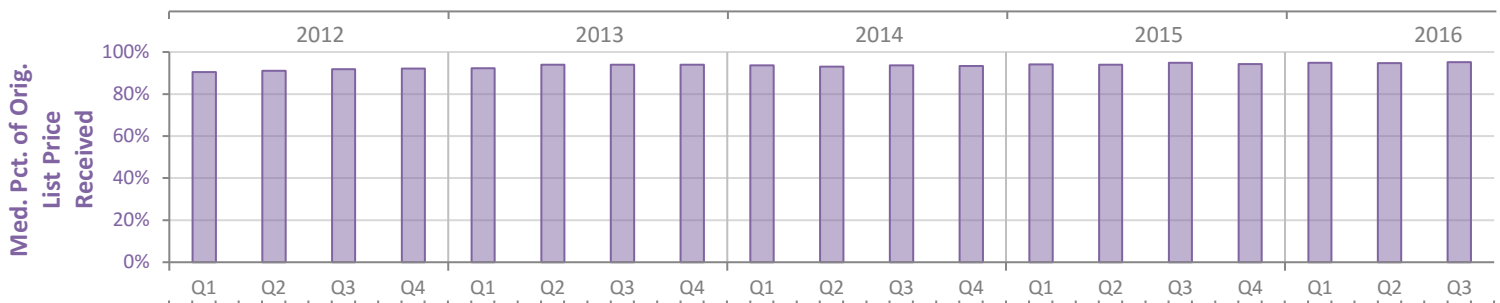


## Median Percent of Original List Price Received

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

**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.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>95.2%</b>	<b>0.4%</b>
Q2 2016	94.7%	0.7%
Q1 2016	94.9%	0.9%
Q4 2015	94.3%	1.0%
Q3 2015	94.8%	1.3%
Q2 2015	94.0%	1.0%
Q1 2015	94.1%	0.4%
Q4 2014	93.4%	-0.5%
Q3 2014	93.6%	-0.4%
Q2 2014	93.1%	-1.0%
Q1 2014	93.7%	1.5%
Q4 2013	93.9%	2.0%
Q3 2013	94.0%	2.3%

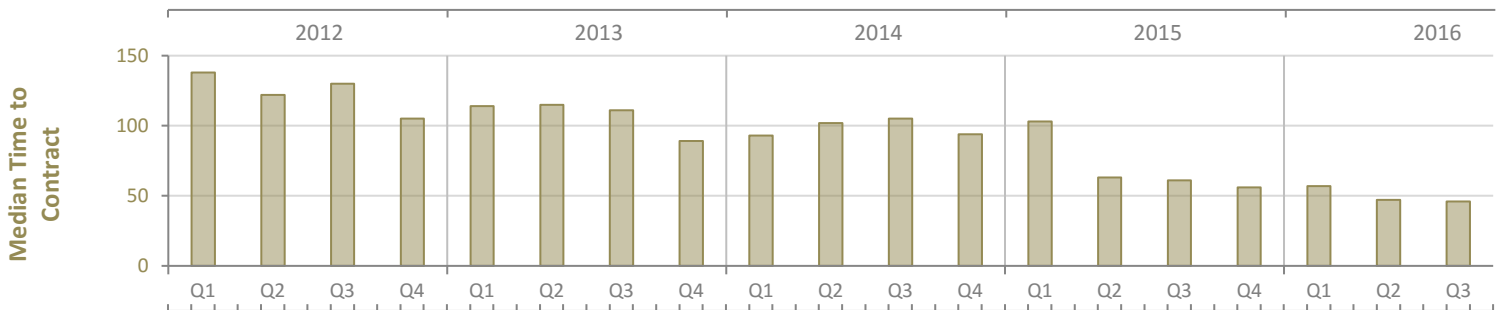


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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.

Quarter	Median Time to Contract	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>46 Days</b>	<b>-24.6%</b>
Q2 2016	47 Days	-25.4%
Q1 2016	57 Days	-44.7%
Q4 2015	56 Days	-40.4%
Q3 2015	61 Days	-41.9%
Q2 2015	63 Days	-38.2%
Q1 2015	103 Days	10.8%
Q4 2014	94 Days	5.6%
Q3 2014	105 Days	-5.4%
Q2 2014	102 Days	-11.3%
Q1 2014	93 Days	-18.4%
Q4 2013	89 Days	-15.2%
Q3 2013	111 Days	-14.6%

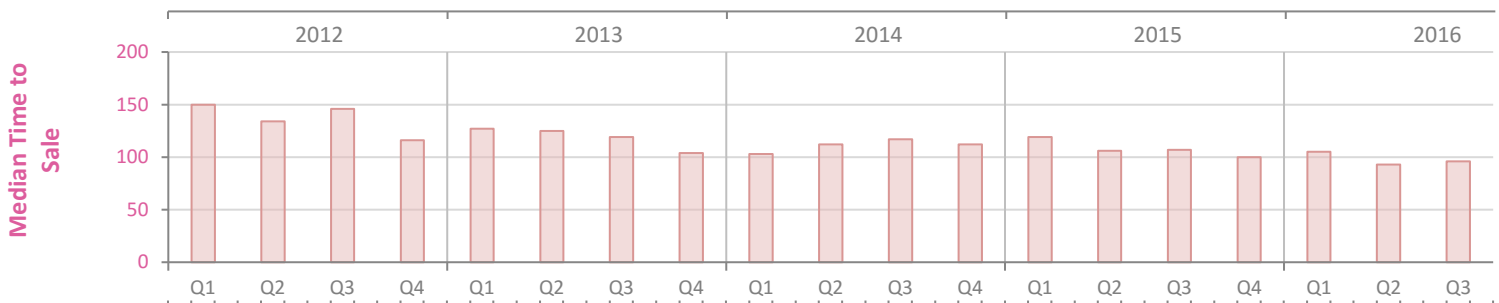


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

**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 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. 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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
<b>Q3 2016</b>	<b>96 Days</b>	<b>-10.3%</b>
Q2 2016	93 Days	-12.3%
Q1 2016	105 Days	-11.8%
Q4 2015	100 Days	-10.7%
Q3 2015	107 Days	-8.5%
Q2 2015	106 Days	-5.4%
Q1 2015	119 Days	15.5%
Q4 2014	112 Days	7.7%
Q3 2014	117 Days	-1.7%
Q2 2014	112 Days	-10.4%
Q1 2014	103 Days	-18.9%
Q4 2013	104 Days	-10.3%
Q3 2013	119 Days	-18.5%





# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

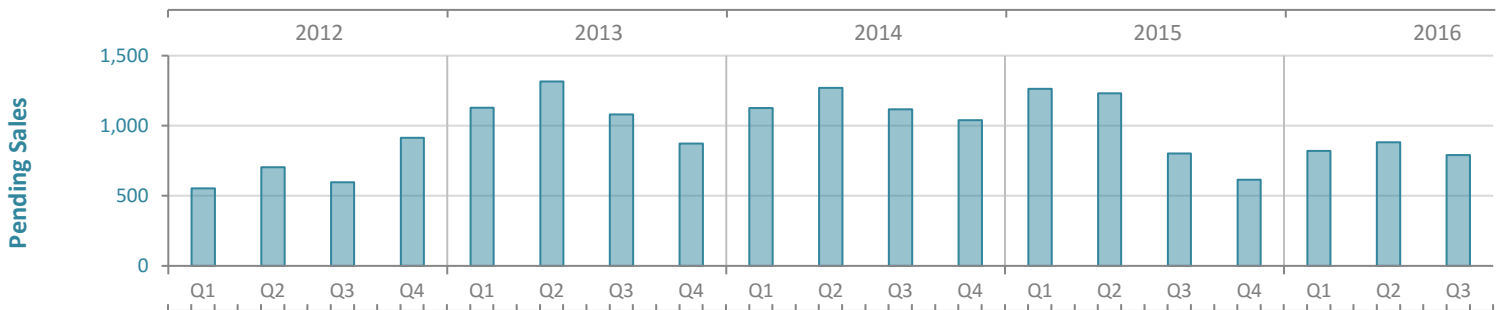


## New Pending Sales

The number of listed properties that went under contract 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
Q3 2016	790	-1.5%
Q2 2016	883	-28.3%
Q1 2016	820	-35.1%
Q4 2015	615	-40.9%
Q3 2015	802	-28.3%
Q2 2015	1,231	-3.1%
Q1 2015	1,263	12.2%
Q4 2014	1,040	19.1%
Q3 2014	1,118	3.5%
Q2 2014	1,271	-3.4%
Q1 2014	1,126	-0.3%
Q4 2013	873	-4.6%
Q3 2013	1,080	80.9%

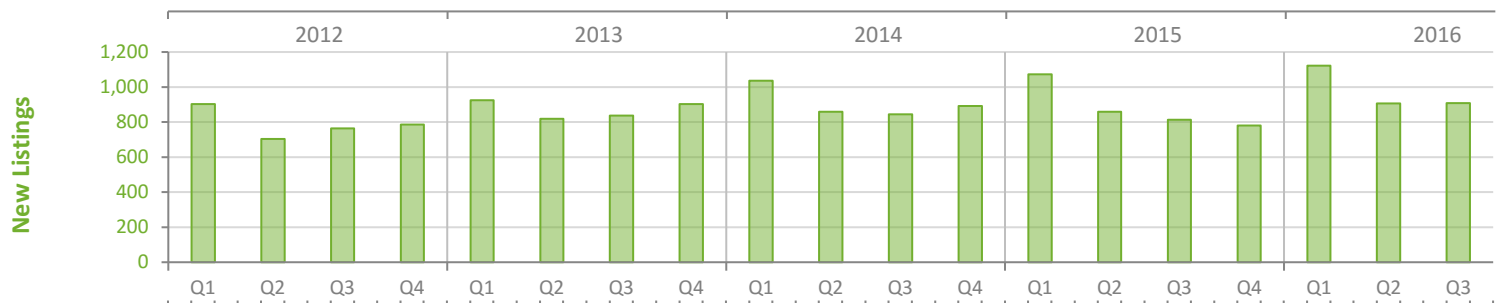


## New Listings

The number of properties put onto the market during the quarter

**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.

Quarter	New Listings	Percent Change Year-over-Year
Q3 2016	909	11.7%
Q2 2016	906	5.5%
Q1 2016	1,122	4.7%
Q4 2015	781	-12.3%
Q3 2015	814	-3.6%
Q2 2015	859	0.0%
Q1 2015	1,072	3.4%
Q4 2014	891	-1.2%
Q3 2014	844	0.8%
Q2 2014	859	5.0%
Q1 2014	1,037	12.1%
Q4 2013	902	14.8%
Q3 2013	837	9.6%



# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

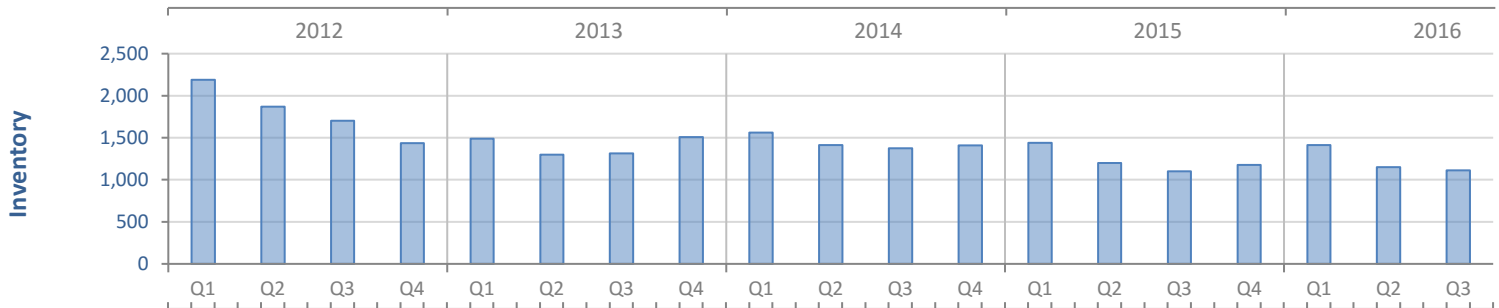


## Inventory (Active Listings)

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

**Economists' note:** There are a number of ways to define and calculate Inventory. Here, we simply count 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. 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.

Quarter	Inventory	Percent Change Year-over-Year
Q3 2016	1,113	1.0%
Q2 2016	1,152	-3.9%
Q1 2016	1,414	-1.8%
Q4 2015	1,176	-16.5%
Q3 2015	1,102	-19.9%
Q2 2015	1,199	-15.1%
Q1 2015	1,440	-7.8%
Q4 2014	1,408	-6.7%
Q3 2014	1,375	4.7%
Q2 2014	1,412	8.8%
Q1 2014	1,561	4.8%
Q4 2013	1,509	5.2%
Q3 2013	1,313	-22.9%

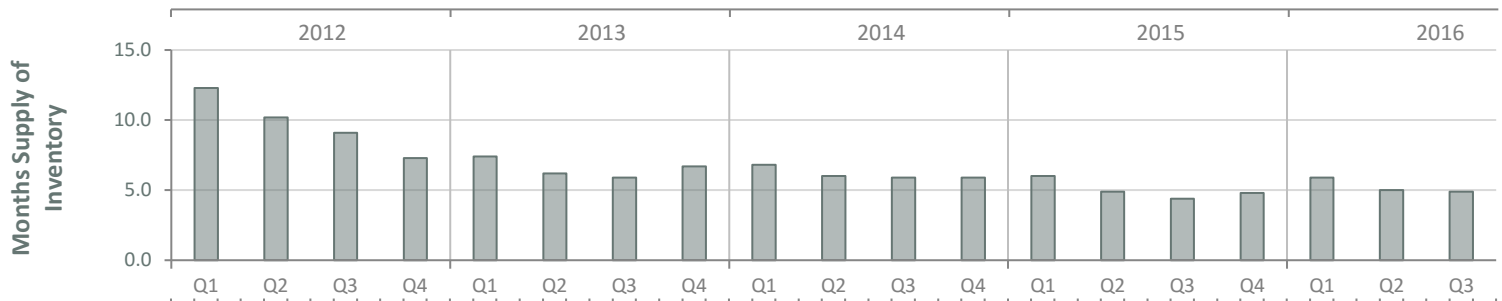


## Months Supply of Inventory

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

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Quarter	Months Supply	Percent Change Year-over-Year
Q3 2016	4.9	11.4%
Q2 2016	5.0	2.0%
Q1 2016	5.9	-1.7%
Q4 2015	4.8	-18.6%
Q3 2015	4.4	-25.4%
Q2 2015	4.9	-18.3%
Q1 2015	6.0	-11.8%
Q4 2014	5.9	-11.9%
Q3 2014	5.9	0.0%
Q2 2014	6.0	-3.2%
Q1 2014	6.8	-8.1%
Q4 2013	6.7	-8.2%
Q3 2013	5.9	-35.2%



# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

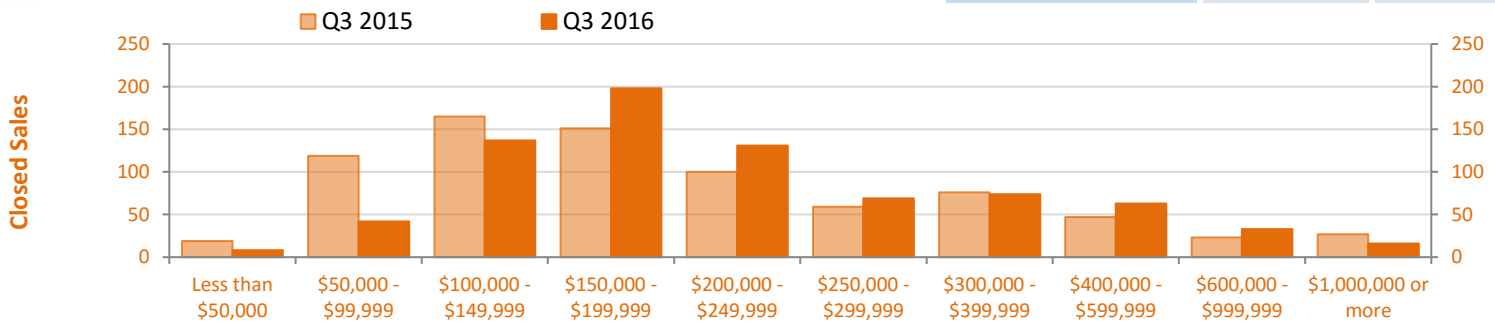


## Closed Sales by Sale Price

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 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 quarter's sales to the amount of sales in the same month in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	8	-57.9%
\$50,000 - \$99,999	42	-64.7%
\$100,000 - \$149,999	137	-17.0%
\$150,000 - \$199,999	198	31.1%
\$200,000 - \$249,999	131	31.0%
\$250,000 - \$299,999	69	16.9%
\$300,000 - \$399,999	74	-2.6%
\$400,000 - \$599,999	63	34.0%
\$600,000 - \$999,999	33	43.5%
\$1,000,000 or more	16	-40.7%

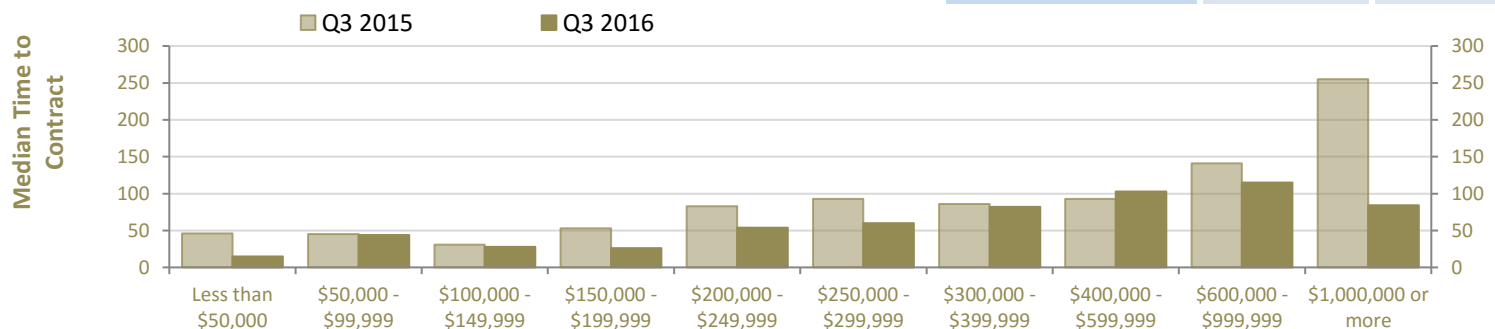


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

**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 quarter. 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	15 Days	-67.4%
\$50,000 - \$99,999	44 Days	-2.2%
\$100,000 - \$149,999	28 Days	-9.7%
\$150,000 - \$199,999	26 Days	-50.9%
\$200,000 - \$249,999	54 Days	-34.9%
\$250,000 - \$299,999	60 Days	-35.5%
\$300,000 - \$399,999	82 Days	-4.7%
\$400,000 - \$599,999	103 Days	10.8%
\$600,000 - \$999,999	115 Days	-18.4%
\$1,000,000 or more	84 Days	-67.1%





# Quarterly Market Detail - Q3 2016

## Single Family Homes

### Indian River County

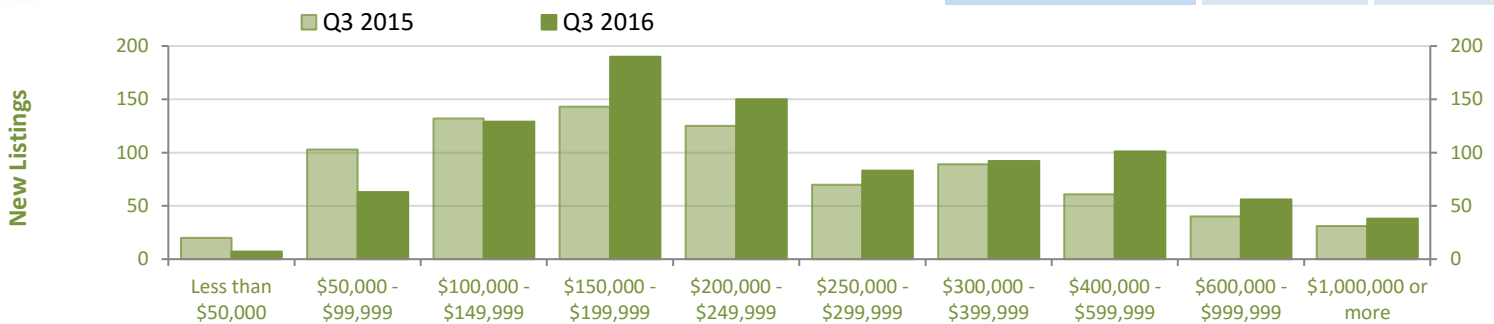


## New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

**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	7	-65.0%
\$50,000 - \$99,999	63	-38.8%
\$100,000 - \$149,999	129	-2.3%
\$150,000 - \$199,999	190	32.9%
\$200,000 - \$249,999	150	20.0%
\$250,000 - \$299,999	83	18.6%
\$300,000 - \$399,999	92	3.4%
\$400,000 - \$599,999	101	65.6%
\$600,000 - \$999,999	56	40.0%
\$1,000,000 or more	38	22.6%

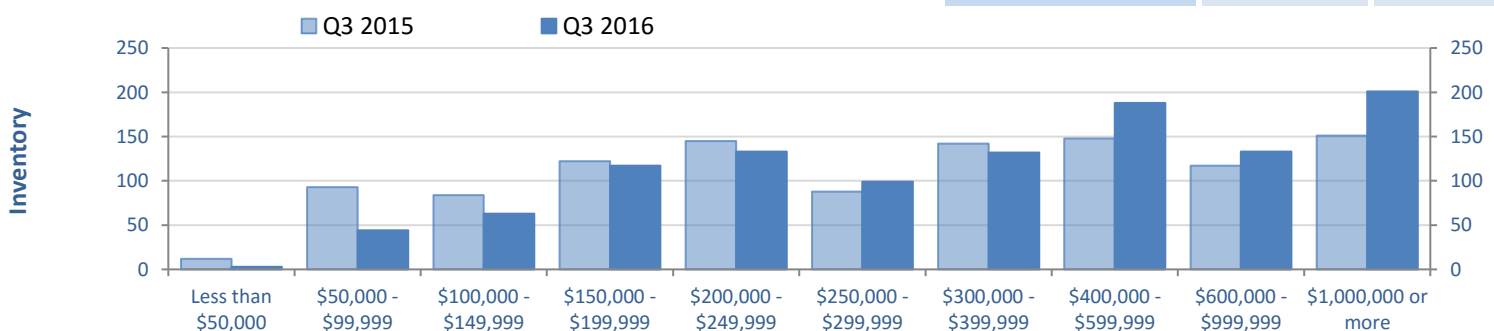


## Inventory by Current Listing Price

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

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count 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. 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.

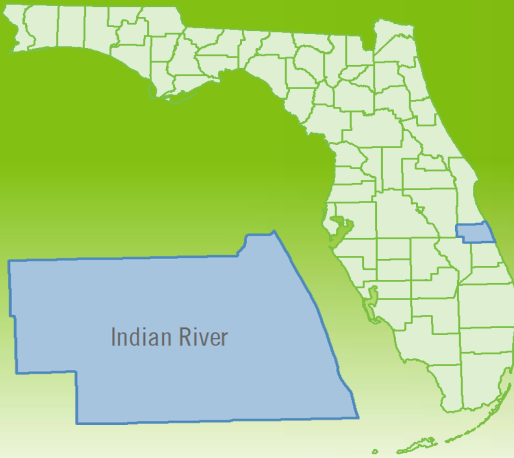
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	3	-75.0%
\$50,000 - \$99,999	44	-52.7%
\$100,000 - \$149,999	63	-25.0%
\$150,000 - \$199,999	117	-4.1%
\$200,000 - \$249,999	133	-8.3%
\$250,000 - \$299,999	99	12.5%
\$300,000 - \$399,999	132	-7.0%
\$400,000 - \$599,999	188	27.0%
\$600,000 - \$999,999	133	13.7%
\$1,000,000 or more	201	33.1%



# Quarterly Distressed Market - Q3 2016

## Single Family Homes

### Indian River County



		Q3 2016	Q3 2015	Percent Change Year-over-Year
Traditional	Closed Sales	709	657	7.9%
	Median Sale Price	\$205,000	\$191,000	7.3%
Foreclosure/REO	Closed Sales	52	115	-54.8%
	Median Sale Price	\$145,900	\$108,250	34.8%
Short Sale	Closed Sales	10	14	-28.6%
	Median Sale Price	\$130,250	\$190,000	-31.4%

