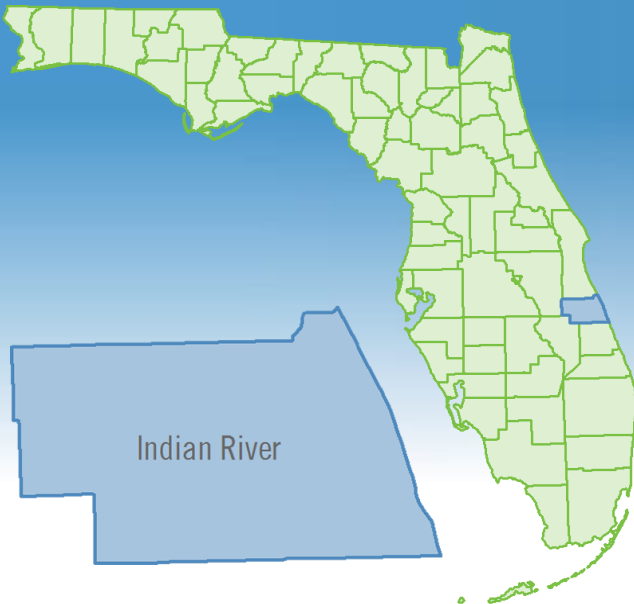


# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County



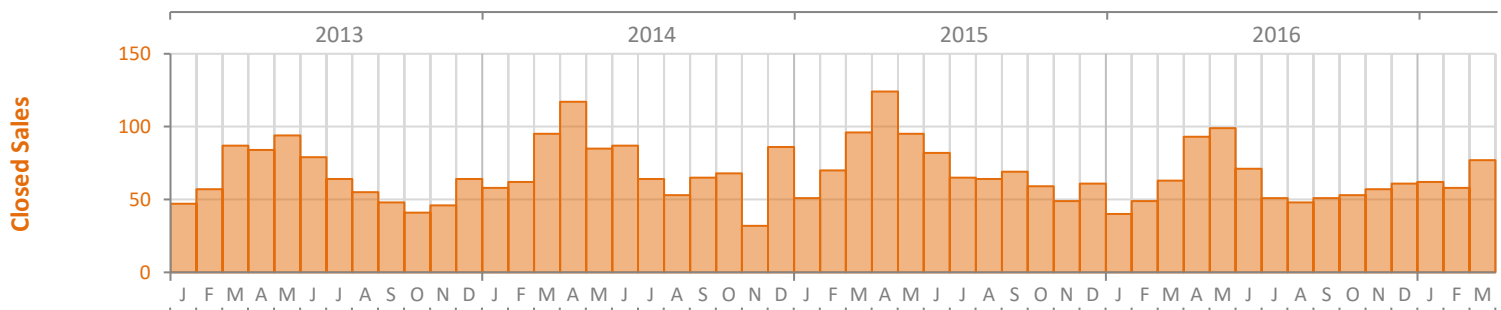
Summary Statistics	March 2017	March 2016	Percent Change Year-over-Year
Closed Sales	77	63	22.2%
Paid in Cash	54	52	3.8%
Median Sale Price	\$130,000	\$108,000	20.4%
Average Sale Price	\$345,835	\$217,756	58.8%
Dollar Volume	\$26.6 Million	\$13.7 Million	94.1%
Median Percent of Original List Price Received	94.2%	93.2%	1.1%
Median Time to Contract	50 Days	43 Days	16.3%
Median Time to Sale	92 Days	81 Days	13.6%
New Pending Sales	105	94	11.7%
New Listings	96	113	-15.0%
Pending Inventory	131	140	-6.4%
Inventory (Active Listings)	358	399	-10.3%
Months Supply of Inventory	5.5	5.8	-5.2%

## 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>March 2017</b>	<b>77</b>	<b>22.2%</b>
February 2017	58	18.4%
January 2017	62	55.0%
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%





The number of Closed Sales during the month in which buyers exclusively paid in cash

Month	Cash Sales	Percent Change Year-over-Year
March 2017	54	3.8%
February 2017	45	4.7%
January 2017	43	34.4%
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%



Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
<b>March 2017</b>	<b>70.1%</b>	<b>-15.0%</b>
February 2017	77.6%	-11.6%
January 2017	69.4%	-13.3%
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%

Year	Month	Pct. of Closed Sales Paid in Cash
2013	J	92%
2013	F	88%
2013	M	89%
2013	A	83%
2013	M	85%
2013	J	80%
2013	J	79%
2013	A	81%
2013	S	68%
2013	O	80%
2013	N	76%
2013	D	84%
2014	J	84%
2014	F	78%
2014	M	86%
2014	A	79%
2014	M	79%
2014	J	78%
2014	J	74%
2014	A	79%
2014	S	72%
2014	O	79%
2014	N	84%
2014	D	75%
2015	J	80%
2015	F	80%
2015	M	82%
2015	A	81%
2015	M	79%
2015	J	72%
2015	J	70%
2015	A	67%
2015	S	79%
2015	O	81%
2015	N	88%
2015	D	78%
2016	J	80%
2016	F	88%
2016	M	82%
2016	A	79%
2016	M	69%
2016	J	68%
2016	J	62%
2016	A	75%
2016	S	62%
2016	O	70%
2016	N	79%
2016	D	80%
2016	J	69%
2016	F	78%
2016	M	70%



# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

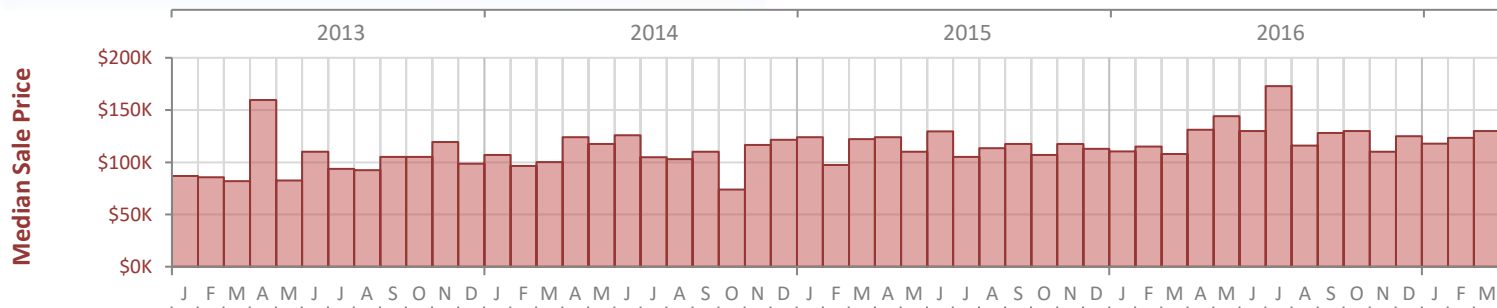


## Median Sale Price

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>March 2017</b>	<b>\$130,000</b>	<b>20.4%</b>
February 2017	\$123,500	7.4%
January 2017	\$117,950	6.7%
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%

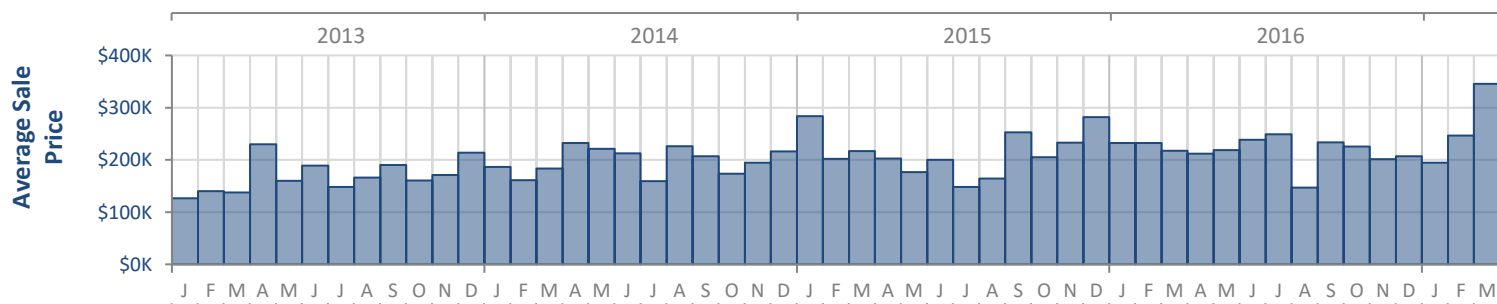


## Average Sale Price

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>March 2017</b>	<b>\$345,835</b>	<b>58.8%</b>
February 2017	\$246,752	6.3%
January 2017	\$194,544	-16.3%
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%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

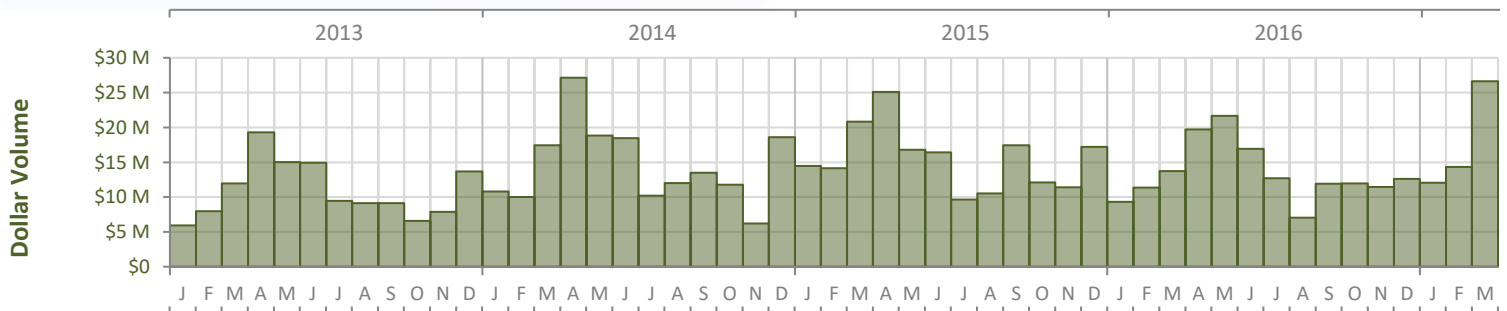


## Dollar Volume

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>March 2017</b>	<b>\$26.6 Million</b>	<b>94.1%</b>
February 2017	\$14.3 Million	25.9%
January 2017	\$12.1 Million	29.8%
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%

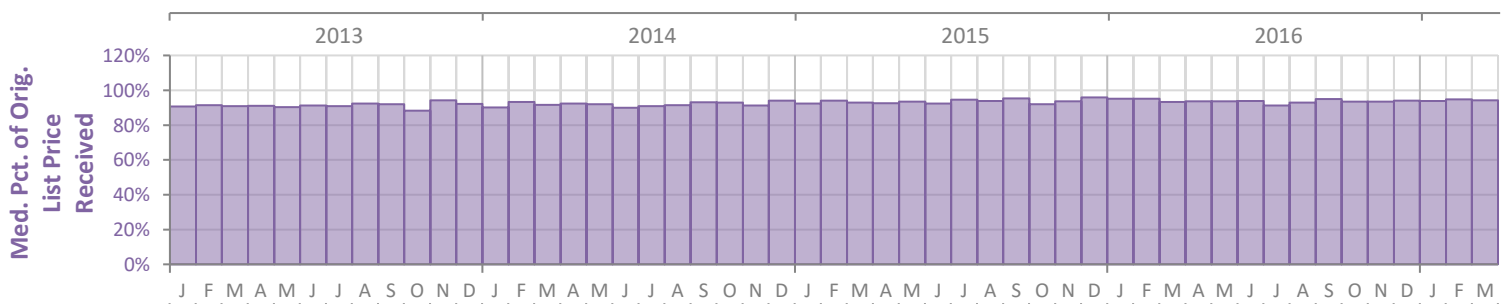


## Median Percent of Original List Price Received

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>March 2017</b>	<b>94.2%</b>	<b>1.1%</b>
February 2017	94.7%	-0.5%
January 2017	93.8%	-1.5%
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%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

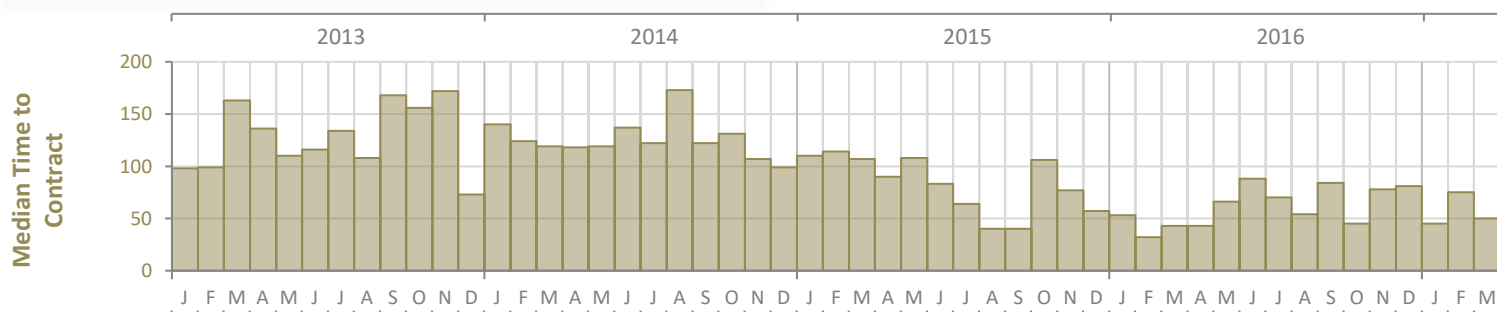


## Median Time to Contract

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>March 2017</b>	<b>50 Days</b>	<b>16.3%</b>
February 2017	75 Days	134.4%
January 2017	45 Days	-15.1%
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%

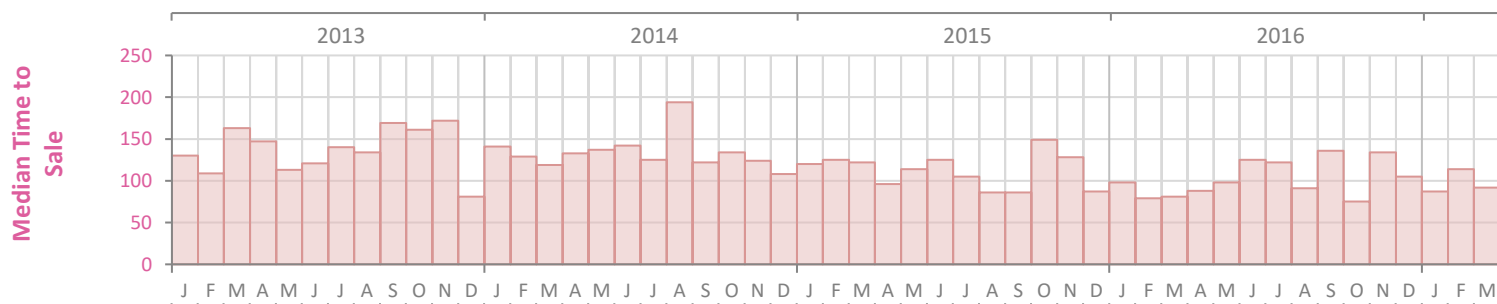


## Median Time to Sale

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>March 2017</b>	<b>92 Days</b>	<b>13.6%</b>
February 2017	114 Days	44.3%
January 2017	87 Days	-11.2%
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%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

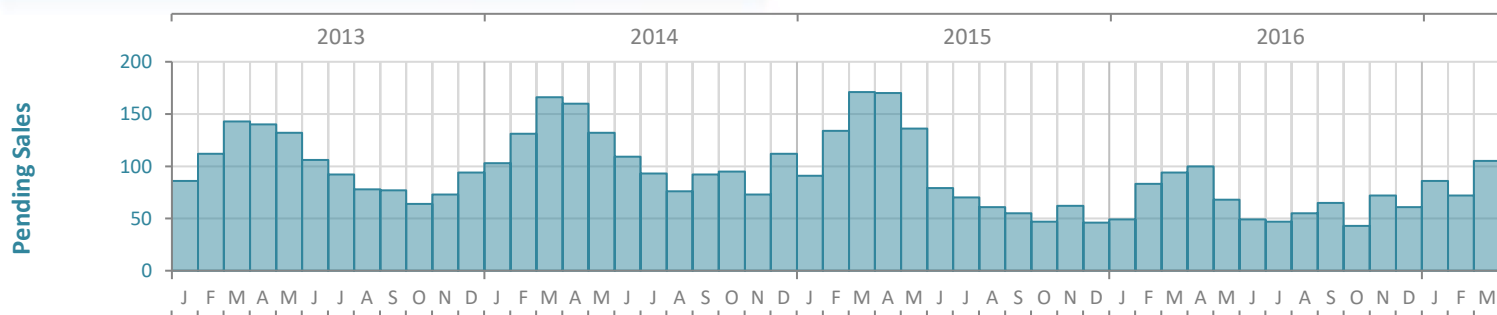


## New Pending Sales

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>March 2017</b>	<b>105</b>	<b>11.7%</b>
February 2017	72	-13.3%
January 2017	86	75.5%
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%

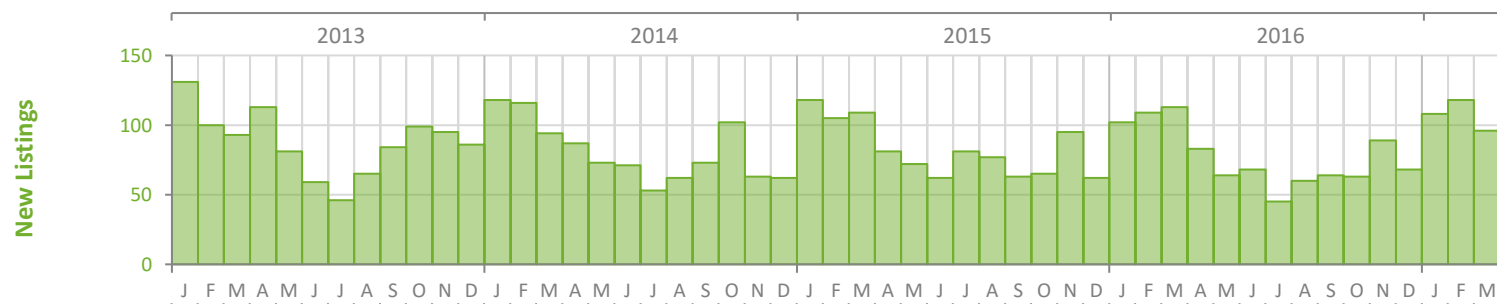


## New Listings

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>March 2017</b>	<b>96</b>	<b>-15.0%</b>
February 2017	118	8.3%
January 2017	108	5.9%
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%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

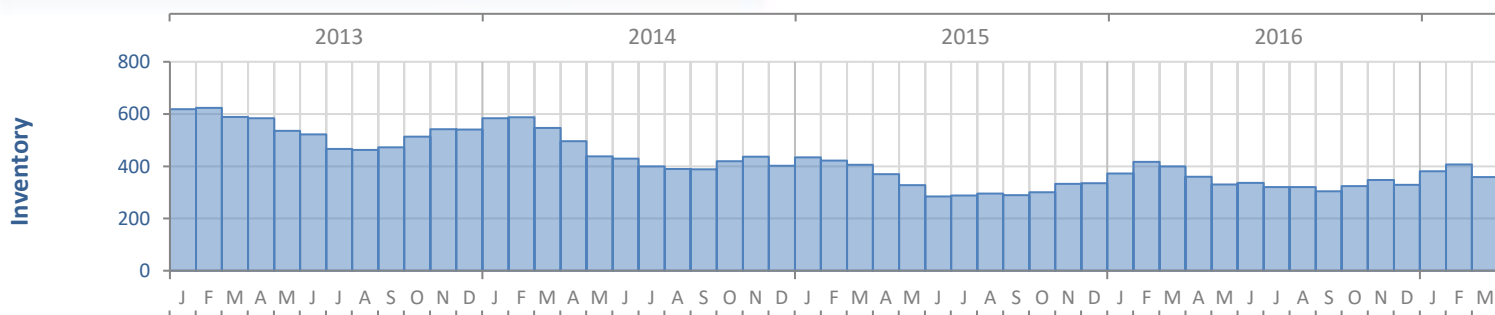


## Inventory (Active Listings)

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.

Month	Inventory	Percent Change Year over-Year
<b>March 2017</b>	<b>358</b>	<b>-10.3%</b>
February 2017	407	-2.4%
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%

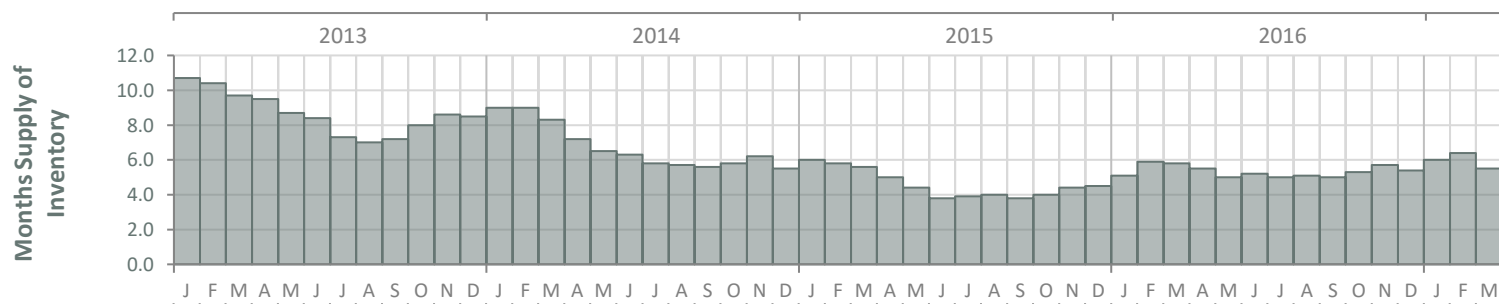


## Months Supply of Inventory

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.

Month	Months Supply	Percent Change Year over-Year
<b>March 2017</b>	<b>5.5</b>	<b>-5.2%</b>
February 2017	6.4	8.5%
January 2017	6.0	17.6%
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%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

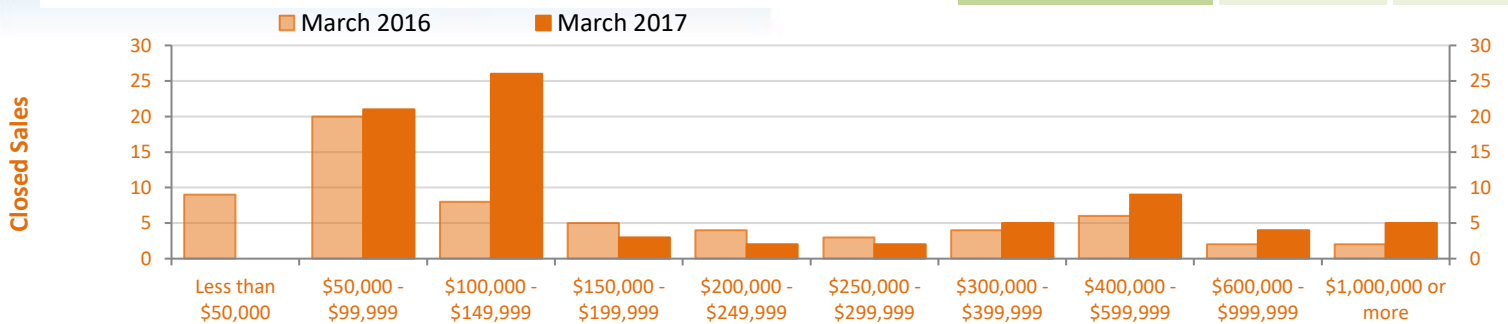


## Closed Sales by Sale Price

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	0	-100.0%
\$50,000 - \$99,999	21	5.0%
\$100,000 - \$149,999	26	225.0%
\$150,000 - \$199,999	3	-40.0%
\$200,000 - \$249,999	2	-50.0%
\$250,000 - \$299,999	2	-33.3%
\$300,000 - \$399,999	5	25.0%
\$400,000 - \$599,999	9	50.0%
\$600,000 - \$999,999	4	100.0%
\$1,000,000 or more	5	150.0%

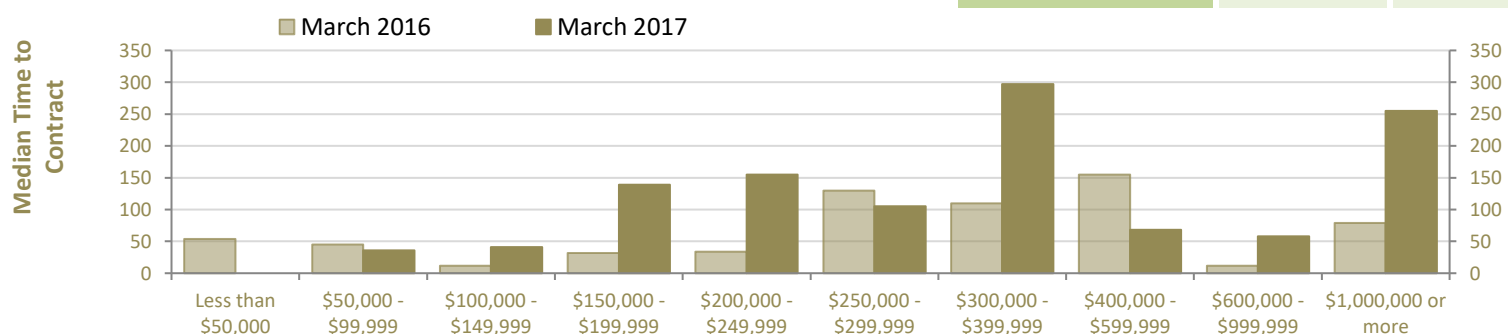


## Median Time to Contract by Sale Price

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	(No Sales)	N/A
\$50,000 - \$99,999	36 Days	-20.0%
\$100,000 - \$149,999	41 Days	241.7%
\$150,000 - \$199,999	139 Days	334.4%
\$200,000 - \$249,999	155 Days	355.9%
\$250,000 - \$299,999	105 Days	-19.2%
\$300,000 - \$399,999	297 Days	170.0%
\$400,000 - \$599,999	68 Days	-56.1%
\$600,000 - \$999,999	58 Days	383.3%
\$1,000,000 or more	255 Days	222.8%





# Monthly Market Detail - March 2017

## Townhouses and Condos

### Indian River County

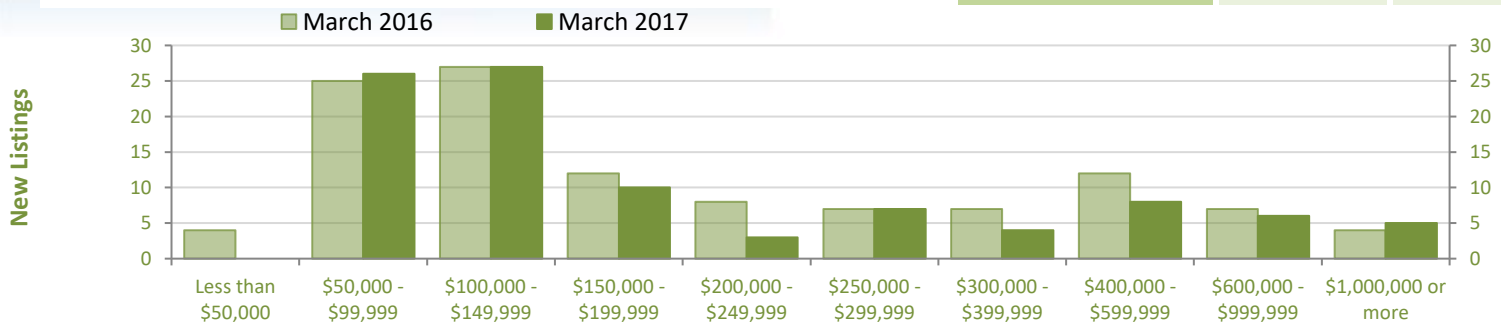


## New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	26	4.0%
\$100,000 - \$149,999	27	0.0%
\$150,000 - \$199,999	10	-16.7%
\$200,000 - \$249,999	3	-62.5%
\$250,000 - \$299,999	7	0.0%
\$300,000 - \$399,999	4	-42.9%
\$400,000 - \$599,999	8	-33.3%
\$600,000 - \$999,999	6	-14.3%
\$1,000,000 or more	5	25.0%

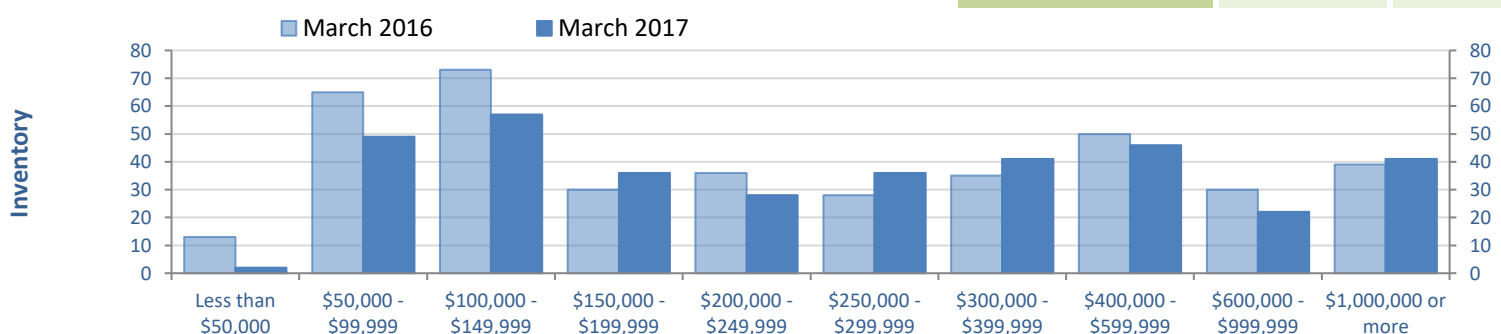


## Inventory by Current Listing Price

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

**Economists' note:** There are a number of ways to 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	2	-84.6%
\$50,000 - \$99,999	49	-24.6%
\$100,000 - \$149,999	57	-21.9%
\$150,000 - \$199,999	36	20.0%
\$200,000 - \$249,999	28	-22.2%
\$250,000 - \$299,999	36	28.6%
\$300,000 - \$399,999	41	17.1%
\$400,000 - \$599,999	46	-8.0%
\$600,000 - \$999,999	22	-26.7%
\$1,000,000 or more	41	5.1%





# Monthly Distressed Market - March 2017

## Townhouses and Condos

### Indian River County



		March 2017	March 2016	Percent Change Year over-Year
Traditional	Closed Sales	76	61	24.6%
	Median Sale Price	\$131,000	\$108,500	20.7%
Foreclosure/REO	Closed Sales	1	2	-50.0%
	Median Sale Price	\$112,000	\$96,000	16.7%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

