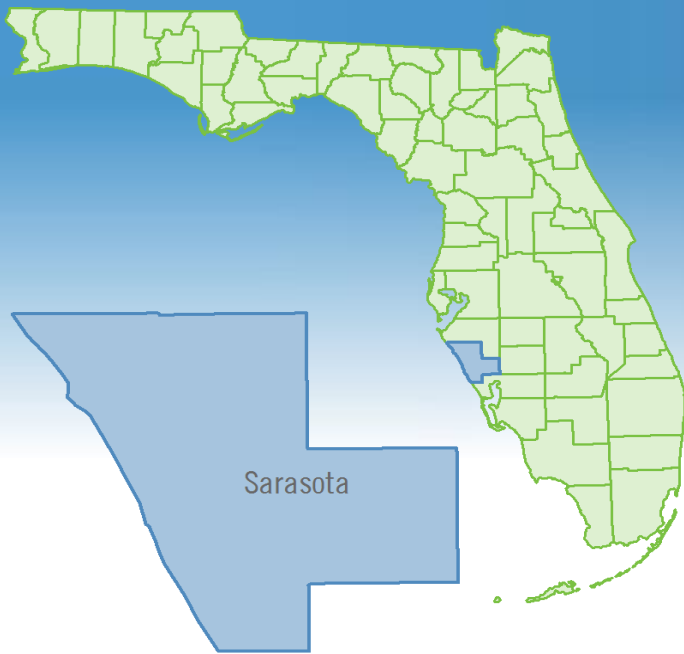


Monthly Market Detail - January 2018

Townhouses and Condos

Sarasota County



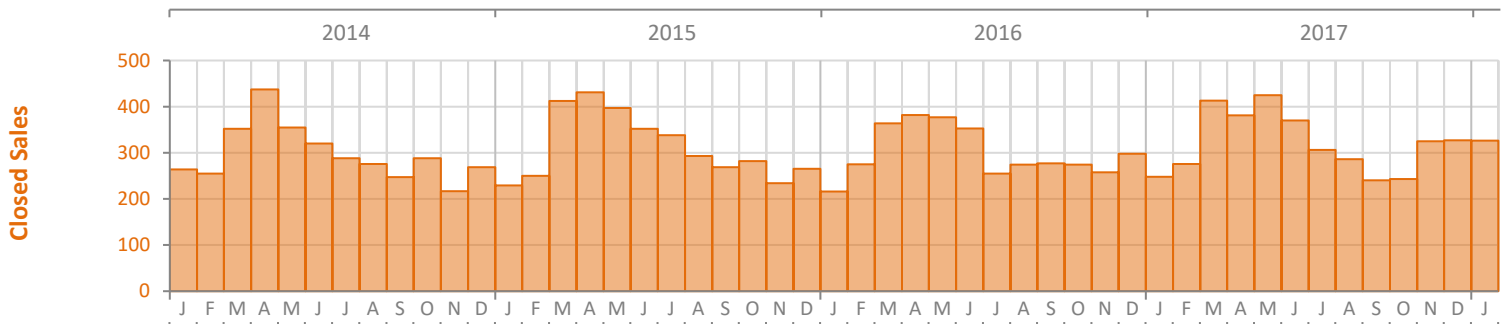
Summary Statistics	January 2018	January 2017	Percent Change Year-over-Year
Closed Sales	326	248	31.5%
Paid in Cash	194	155	25.2%
Median Sale Price	\$238,000	\$239,900	-0.8%
Average Sale Price	\$484,342	\$439,711	10.2%
Dollar Volume	\$157.9 Million	\$109.0 Million	44.8%
Median Percent of Original List Price Received	96.3%	95.3%	1.0%
Median Time to Contract	42 Days	53 Days	-20.8%
Median Time to Sale	93 Days	97 Days	-4.1%
New Pending Sales	478	377	26.8%
New Listings	625	555	12.6%
Pending Inventory	570	484	17.8%
Inventory (Active Listings)	1,794	1,794	0.0%
Months Supply of Inventory	5.5	5.9	-6.8%

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
Year-to-Date	326	31.5%
January 2018	326	31.5%
December 2017	327	9.7%
November 2017	325	26.0%
October 2017	243	-11.3%
September 2017	240	-13.4%
August 2017	286	4.4%
July 2017	306	20.0%
June 2017	370	4.8%
May 2017	425	12.7%
April 2017	381	-0.3%
March 2017	413	13.5%
February 2017	276	0.4%
January 2017	248	14.8%

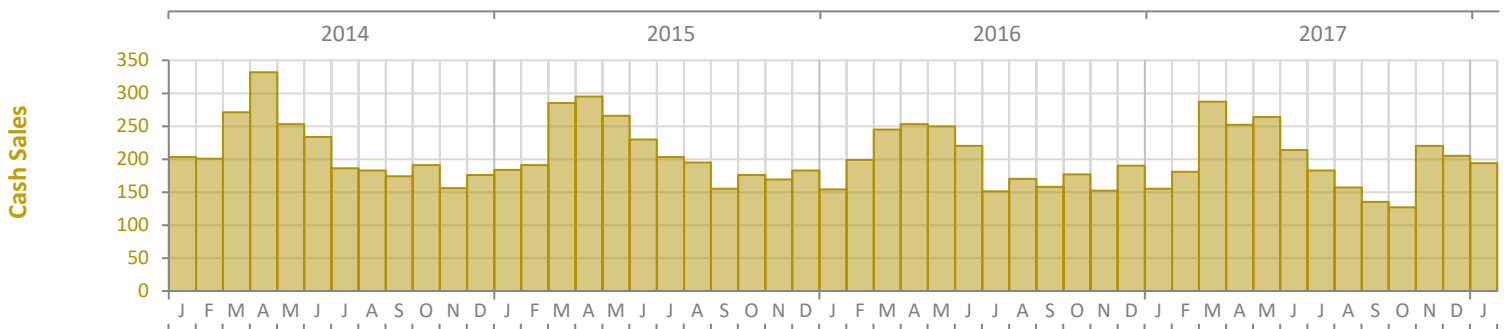


Cash Sales

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
Year-to-Date	194	25.2%
January 2018	194	25.2%
December 2017	205	7.9%
November 2017	220	44.7%
October 2017	127	-28.2%
September 2017	135	-14.6%
August 2017	157	-7.6%
July 2017	183	21.2%
June 2017	214	-2.7%
May 2017	264	5.6%
April 2017	252	-0.4%
March 2017	287	17.1%
February 2017	181	-9.0%
January 2017	155	0.6%

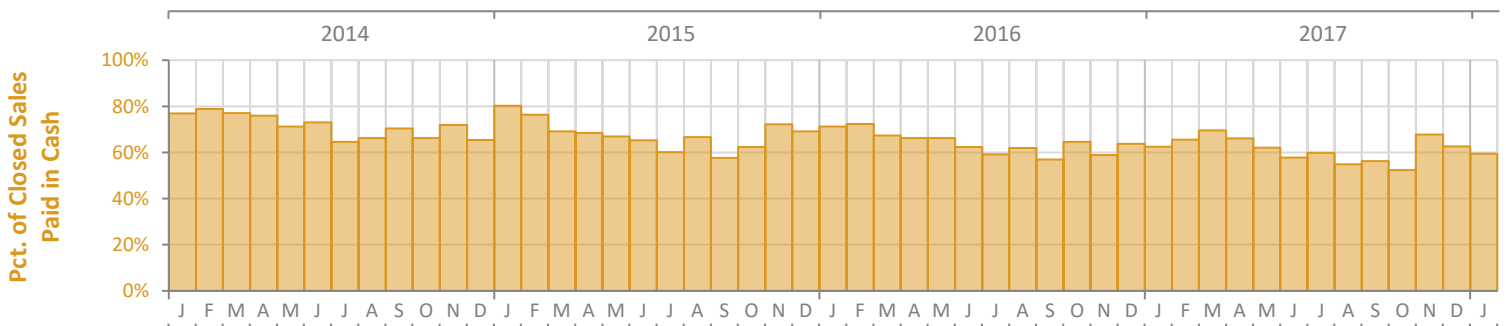


Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	59.5%	-4.8%
January 2018	59.5%	-4.8%
December 2017	62.7%	-1.7%
November 2017	67.7%	14.9%
October 2017	52.3%	-19.0%
September 2017	56.3%	-1.2%
August 2017	54.9%	-11.5%
July 2017	59.8%	1.0%
June 2017	57.8%	-7.2%
May 2017	62.1%	-6.3%
April 2017	66.1%	-0.2%
March 2017	69.5%	3.3%
February 2017	65.6%	-9.4%
January 2017	62.5%	-12.3%



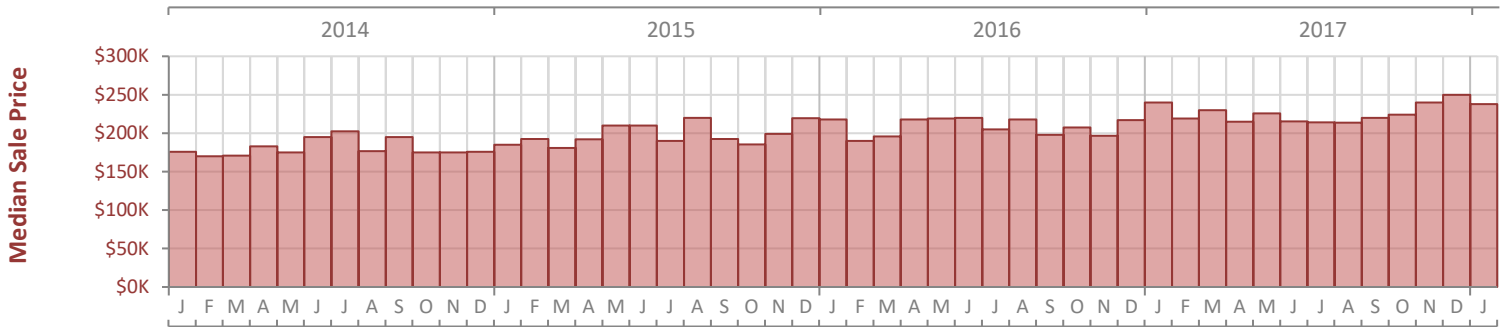


Median Sale Price

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
Year-to-Date	\$238,000	-0.8%
January 2018	\$238,000	-0.8%
December 2017	\$250,000	15.2%
November 2017	\$240,000	22.1%
October 2017	\$224,000	8.0%
September 2017	\$220,000	11.2%
August 2017	\$213,500	-2.0%
July 2017	\$214,175	4.5%
June 2017	\$215,500	-2.0%
May 2017	\$225,700	3.1%
April 2017	\$215,000	-1.4%
March 2017	\$230,000	17.3%
February 2017	\$219,245	15.4%
January 2017	\$239,900	10.0%

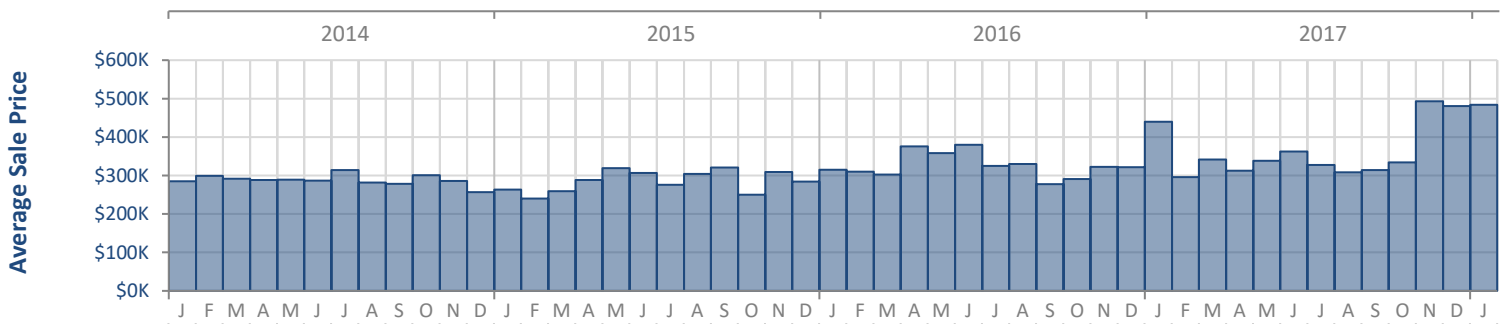


Average Sale Price

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
Year-to-Date	\$484,342	10.2%
January 2018	\$484,342	10.2%
December 2017	\$480,239	49.5%
November 2017	\$493,125	52.9%
October 2017	\$334,247	15.0%
September 2017	\$314,206	13.1%
August 2017	\$308,389	-6.7%
July 2017	\$327,912	0.8%
June 2017	\$362,344	-4.6%
May 2017	\$338,511	-5.5%
April 2017	\$312,361	-16.9%
March 2017	\$341,458	12.8%
February 2017	\$296,029	-4.6%
January 2017	\$439,711	39.7%

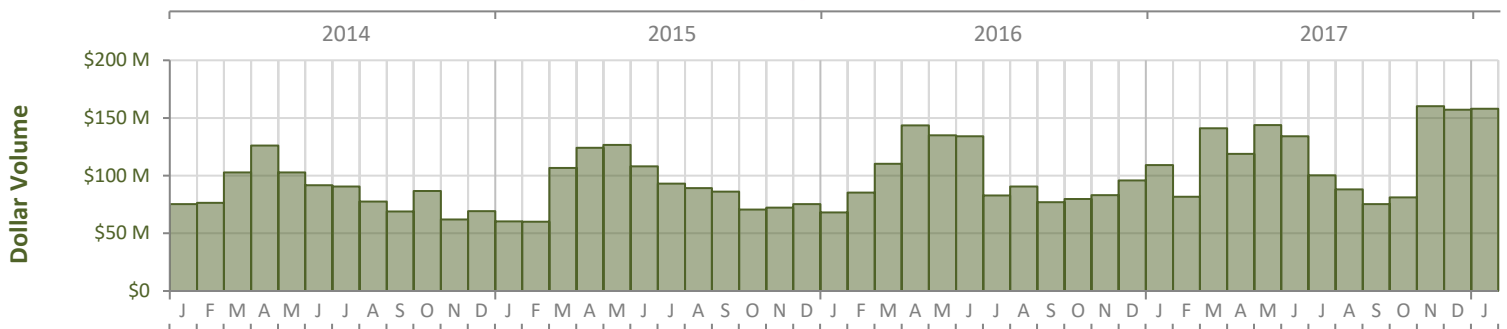


Dollar Volume

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
Year-to-Date	\$157.9 Million	44.8%
January 2018	\$157.9 Million	44.8%
December 2017	\$157.0 Million	64.0%
November 2017	\$160.3 Million	92.7%
October 2017	\$81.2 Million	2.0%
September 2017	\$75.4 Million	-2.0%
August 2017	\$88.2 Million	-2.6%
July 2017	\$100.3 Million	21.0%
June 2017	\$134.1 Million	0.0%
May 2017	\$143.9 Million	6.5%
April 2017	\$119.0 Million	-17.2%
March 2017	\$141.0 Million	28.0%
February 2017	\$81.7 Million	-4.2%
January 2017	\$109.0 Million	60.4%

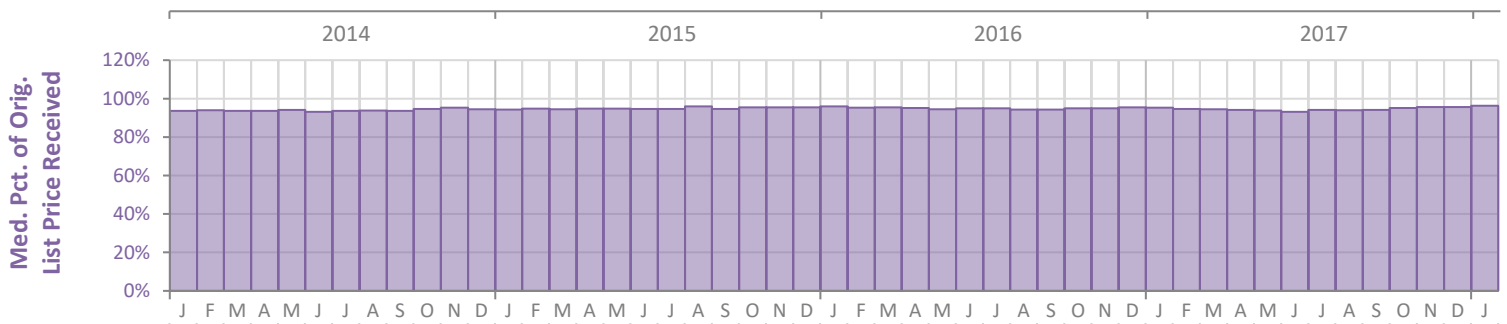


Median Percent of Original List Price Received

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
Year-to-Date	96.3%	1.0%
January 2018	96.3%	1.0%
December 2017	95.7%	0.2%
November 2017	95.7%	0.7%
October 2017	95.1%	0.2%
September 2017	94.2%	-0.1%
August 2017	93.9%	-0.4%
July 2017	94.1%	-0.9%
June 2017	93.2%	-1.8%
May 2017	93.8%	-0.7%
April 2017	94.2%	-1.1%
March 2017	94.5%	-0.9%
February 2017	94.6%	-0.7%
January 2017	95.3%	-0.7%

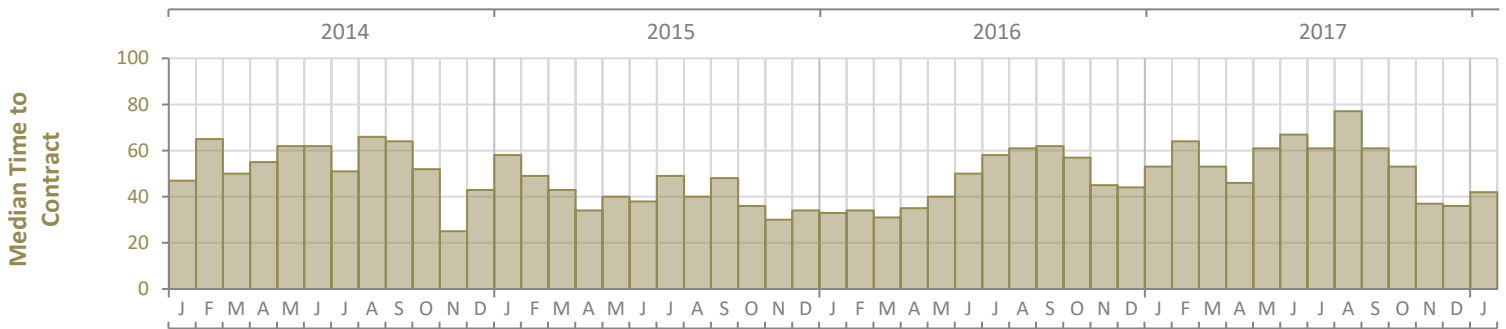


Median Time to Contract

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
Year-to-Date	42 Days	-20.8%
January 2018	42 Days	-20.8%
December 2017	36 Days	-18.2%
November 2017	37 Days	-17.8%
October 2017	53 Days	-7.0%
September 2017	61 Days	-1.6%
August 2017	77 Days	26.2%
July 2017	61 Days	5.2%
June 2017	67 Days	34.0%
May 2017	61 Days	52.5%
April 2017	46 Days	31.4%
March 2017	53 Days	71.0%
February 2017	64 Days	88.2%
January 2017	53 Days	60.6%

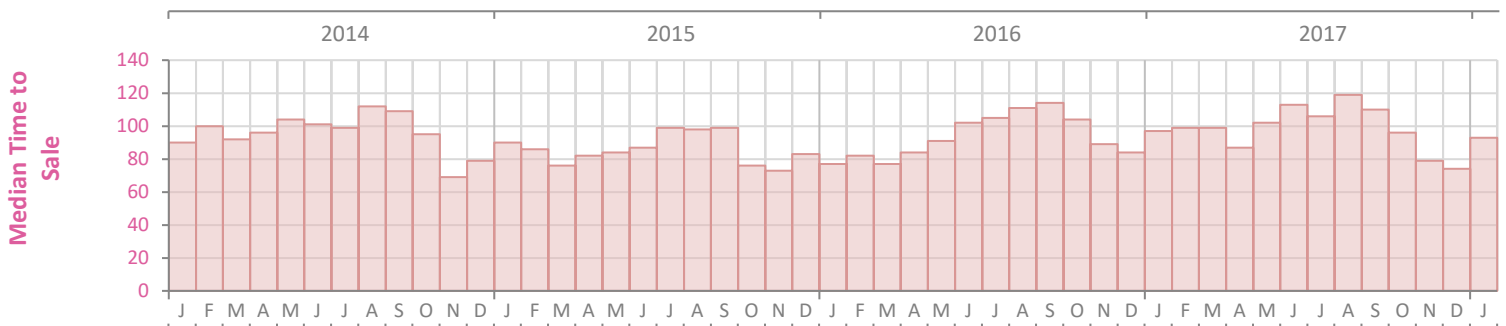


Median Time to Sale

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
Year-to-Date	93 Days	-4.1%
January 2018	93 Days	-4.1%
December 2017	74 Days	-11.9%
November 2017	79 Days	-11.2%
October 2017	96 Days	-7.7%
September 2017	110 Days	-3.5%
August 2017	119 Days	7.2%
July 2017	106 Days	1.0%
June 2017	113 Days	10.8%
May 2017	102 Days	12.1%
April 2017	87 Days	3.6%
March 2017	99 Days	28.6%
February 2017	99 Days	20.7%
January 2017	97 Days	26.0%

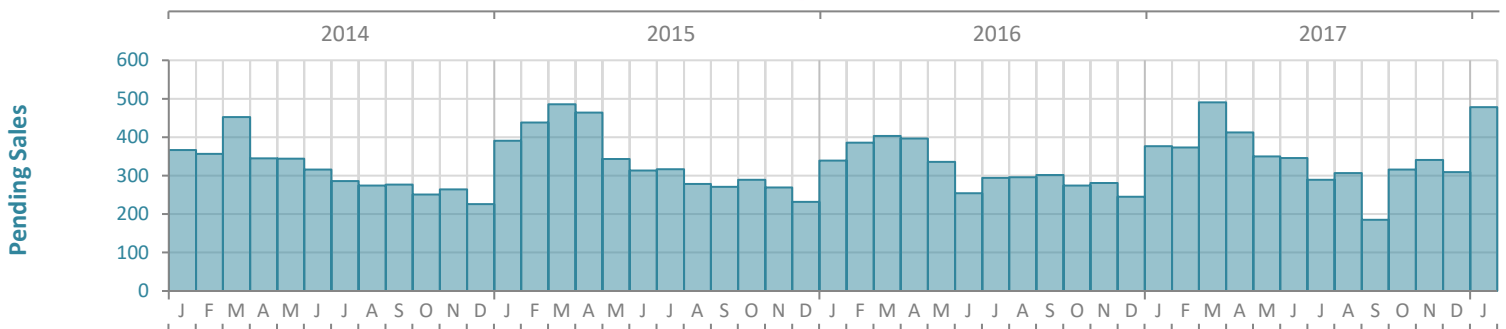


New Pending Sales

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
Year-to-Date	478	26.8%
January 2018	478	26.8%
December 2017	309	26.1%
November 2017	341	21.4%
October 2017	316	15.3%
September 2017	185	-38.7%
August 2017	307	3.7%
July 2017	289	-1.7%
June 2017	346	36.2%
May 2017	350	4.2%
April 2017	412	3.8%
March 2017	491	21.8%
February 2017	373	-3.4%
January 2017	377	11.2%

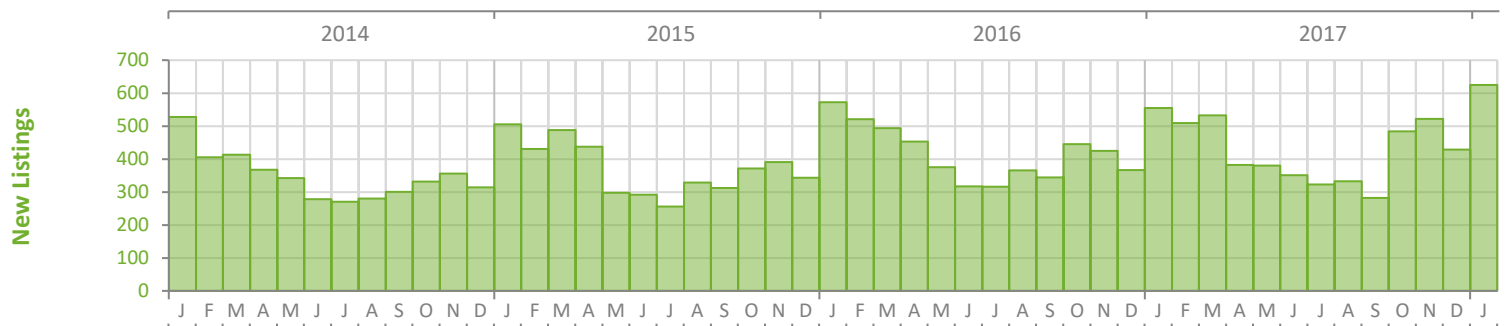


New Listings

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
Year-to-Date	625	12.6%
January 2018	625	12.6%
December 2017	429	16.9%
November 2017	522	22.8%
October 2017	484	8.8%
September 2017	282	-18.0%
August 2017	333	-9.0%
July 2017	323	2.2%
June 2017	351	10.7%
May 2017	380	1.3%
April 2017	382	-15.7%
March 2017	533	7.9%
February 2017	509	-2.3%
January 2017	555	-3.0%

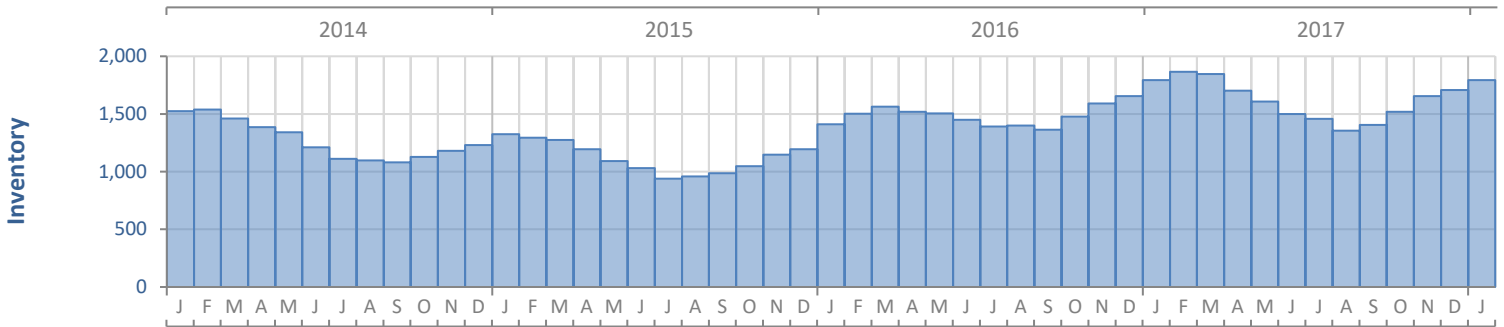


Inventory (Active Listings)

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
YTD (Monthly Avg)	1,794	0.0%
January 2018	1,794	0.0%
December 2017	1,708	3.3%
November 2017	1,654	4.0%
October 2017	1,519	2.9%
September 2017	1,404	2.9%
August 2017	1,356	-3.2%
July 2017	1,458	4.7%
June 2017	1,499	3.5%
May 2017	1,607	6.8%
April 2017	1,703	12.0%
March 2017	1,845	18.0%
February 2017	1,866	24.3%
January 2017	1,794	27.1%

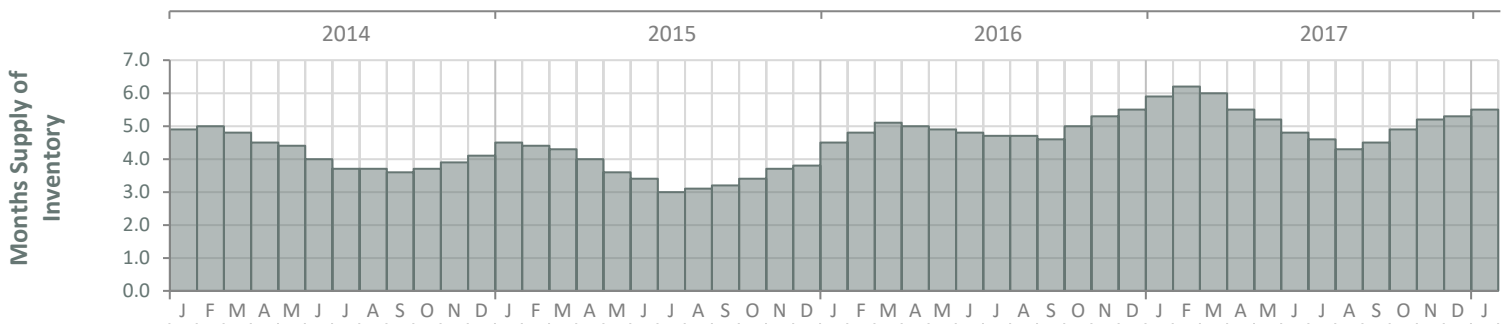


Months Supply of Inventory

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

Economists' note: 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
YTD (Monthly Avg)	5.5	-6.8%
January 2018	5.5	-6.8%
December 2017	5.3	-3.6%
November 2017	5.2	-1.9%
October 2017	4.9	-2.0%
September 2017	4.5	-2.2%
August 2017	4.3	-8.5%
July 2017	4.6	-2.1%
June 2017	4.8	0.0%
May 2017	5.2	6.1%
April 2017	5.5	10.0%
March 2017	6.0	17.6%
February 2017	6.2	29.2%
January 2017	5.9	31.1%

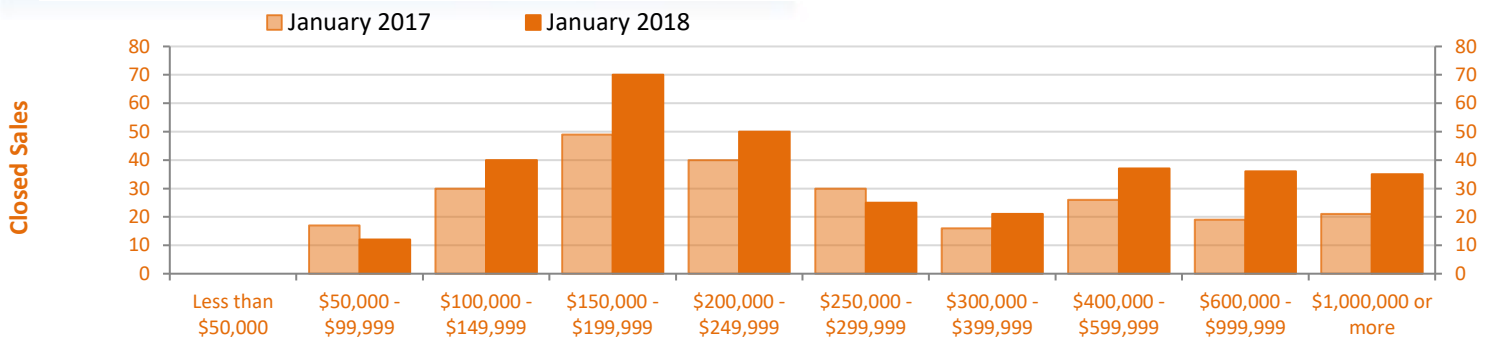


Closed Sales by Sale Price

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	N/A
\$50,000 - \$99,999	12	-29.4%
\$100,000 - \$149,999	40	33.3%
\$150,000 - \$199,999	70	42.9%
\$200,000 - \$249,999	50	25.0%
\$250,000 - \$299,999	25	-16.7%
\$300,000 - \$399,999	21	31.3%
\$400,000 - \$599,999	37	42.3%
\$600,000 - \$999,999	36	89.5%
\$1,000,000 or more	35	66.7%

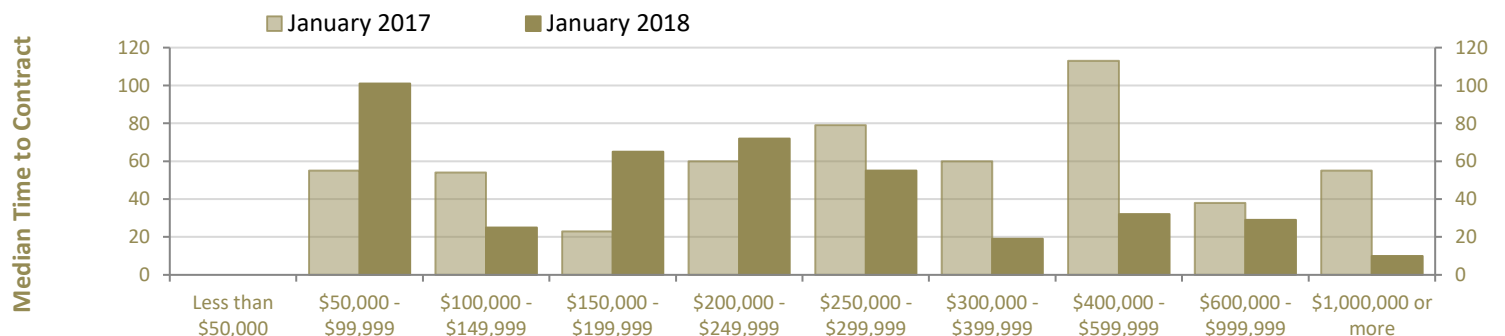


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	101 Days	83.6%
\$100,000 - \$149,999	25 Days	-53.7%
\$150,000 - \$199,999	65 Days	182.6%
\$200,000 - \$249,999	72 Days	20.0%
\$250,000 - \$299,999	55 Days	-30.4%
\$300,000 - \$399,999	19 Days	-68.3%
\$400,000 - \$599,999	32 Days	-71.7%
\$600,000 - \$999,999	29 Days	-23.7%
\$1,000,000 or more	10 Days	-81.8%

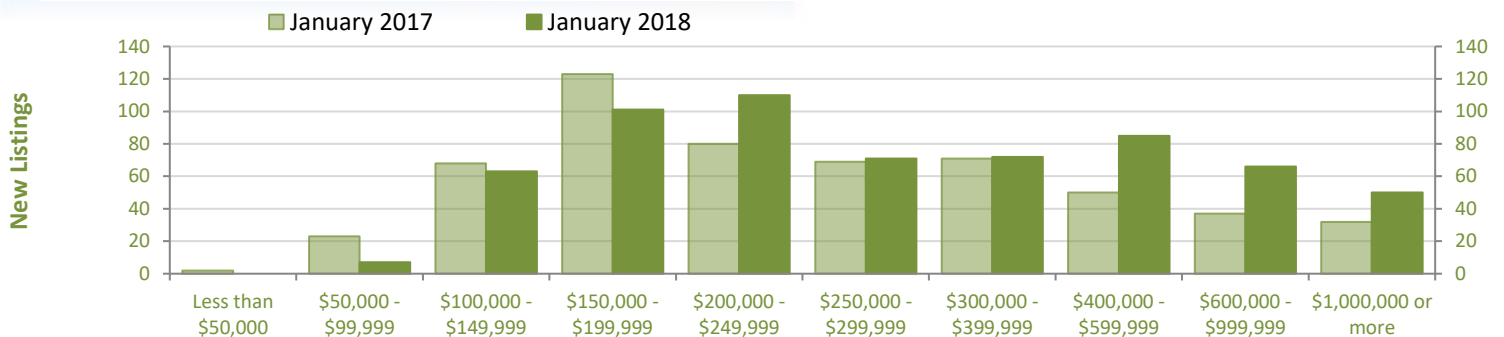


New Listings by Initial Listing Price

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	7	-69.6%
\$100,000 - \$149,999	63	-7.4%
\$150,000 - \$199,999	101	-17.9%
\$200,000 - \$249,999	110	37.5%
\$250,000 - \$299,999	71	2.9%
\$300,000 - \$399,999	72	1.4%
\$400,000 - \$599,999	85	70.0%
\$600,000 - \$999,999	66	78.4%
\$1,000,000 or more	50	56.3%

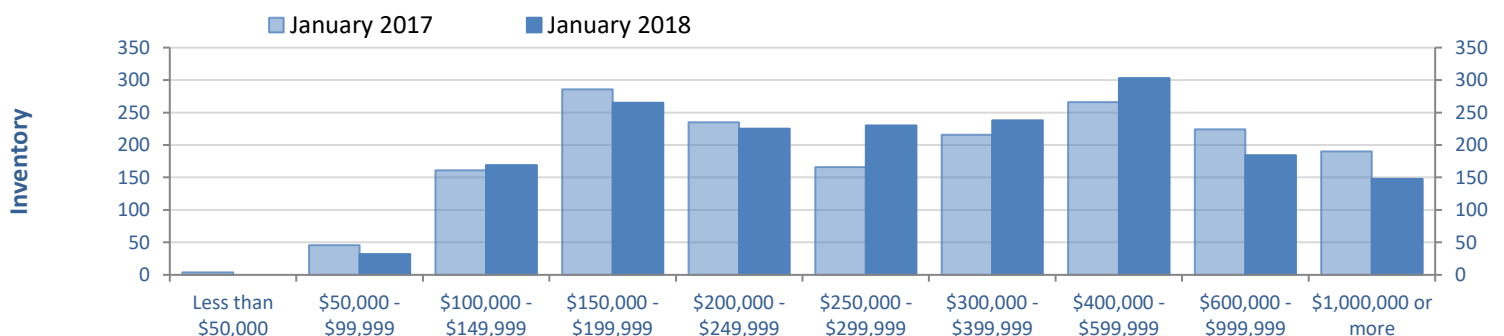


Inventory by Current Listing Price

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.

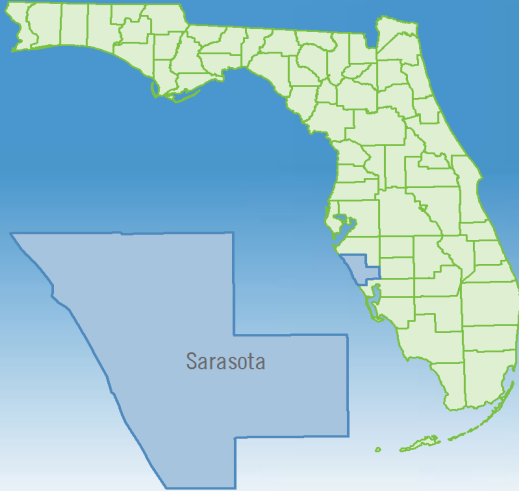
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	32	-30.4%
\$100,000 - \$149,999	169	5.0%
\$150,000 - \$199,999	265	-7.3%
\$200,000 - \$249,999	225	-4.3%
\$250,000 - \$299,999	230	38.6%
\$300,000 - \$399,999	238	10.2%
\$400,000 - \$599,999	303	13.9%
\$600,000 - \$999,999	184	-17.9%
\$1,000,000 or more	148	-22.1%



Monthly Distressed Market - January 2018

Townhouses and Condos

Sarasota County



		January 2018	January 2017	Percent Change Year-over-Year
Traditional	Closed Sales	321	243	32.1%
	Median Sale Price	\$240,000	\$239,990	0.0%
Foreclosure/REO	Closed Sales	4	5	-20.0%
	Median Sale Price	\$111,450	\$110,000	1.3%
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$209,000	(No Sales)	N/A

