

# Quarterly Market Detail - Q1 2018

## Townhouses and Condos

### Lee County



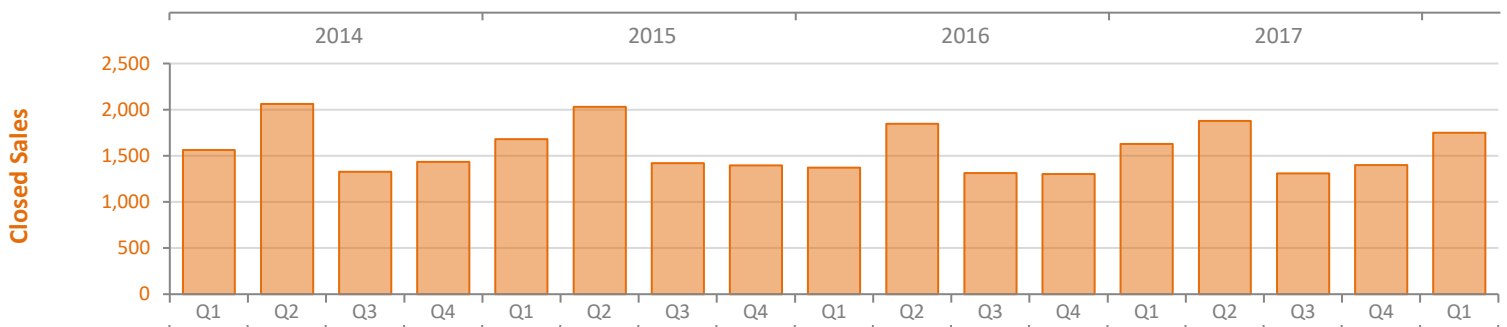
Summary Statistics	Q1 2018	Q1 2017	Percent Change Year-over-Year
Closed Sales	1,751	1,628	7.6%
Paid in Cash	1,059	1,018	4.0%
Median Sale Price	\$190,000	\$190,000	0.0%
Average Sale Price	\$249,438	\$243,335	2.5%
Dollar Volume	\$436.8 Million	\$396.1 Million	10.3%
Median Percent of Original List Price Received	94.5%	94.6%	-0.1%
Median Time to Contract	68 Days	73 Days	-6.8%
Median Time to Sale	100 Days	108 Days	-7.4%
New Pending Sales	2,405	2,246	7.1%
New Listings	3,024	2,883	4.9%
Pending Inventory	1,016	938	8.3%
Inventory (Active Listings)	3,697	3,708	-0.3%
Months Supply of Inventory	7.0	7.3	-4.1%

## 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 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
Year-to-Date	1,751	7.6%
<b>Q1 2018</b>	<b>1,751</b>	<b>7.6%</b>
Q4 2017	1,398	7.5%
Q3 2017	1,308	-0.3%
Q2 2017	1,878	1.6%
Q1 2017	1,628	18.8%
Q4 2016	1,301	-6.7%
Q3 2016	1,312	-7.6%
Q2 2016	1,848	-9.1%
Q1 2016	1,370	-18.4%
Q4 2015	1,395	-2.7%
Q3 2015	1,420	7.1%
Q2 2015	2,032	-1.4%
Q1 2015	1,679	7.4%

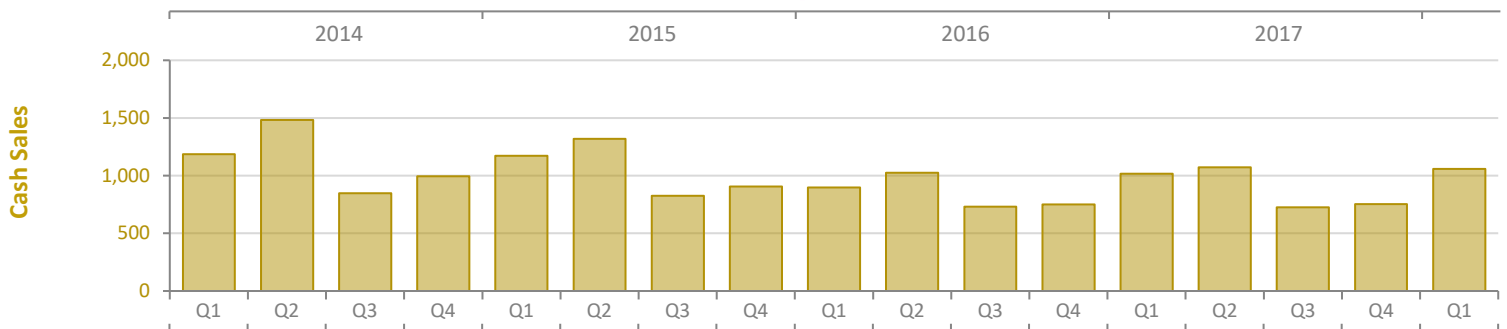


## Cash Sales

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
Year-to-Date	1,059	4.0%
<b>Q1 2018</b>	<b>1,059</b>	<b>4.0%</b>
Q4 2017	753	0.4%
Q3 2017	726	-0.7%
Q2 2017	1,072	4.5%
Q1 2017	1,018	13.4%
Q4 2016	750	-17.3%
Q3 2016	731	-11.4%
Q2 2016	1,026	-22.3%
Q1 2016	898	-23.3%
Q4 2015	907	-8.8%
Q3 2015	825	-2.7%
Q2 2015	1,320	-10.9%
Q1 2015	1,171	-1.2%

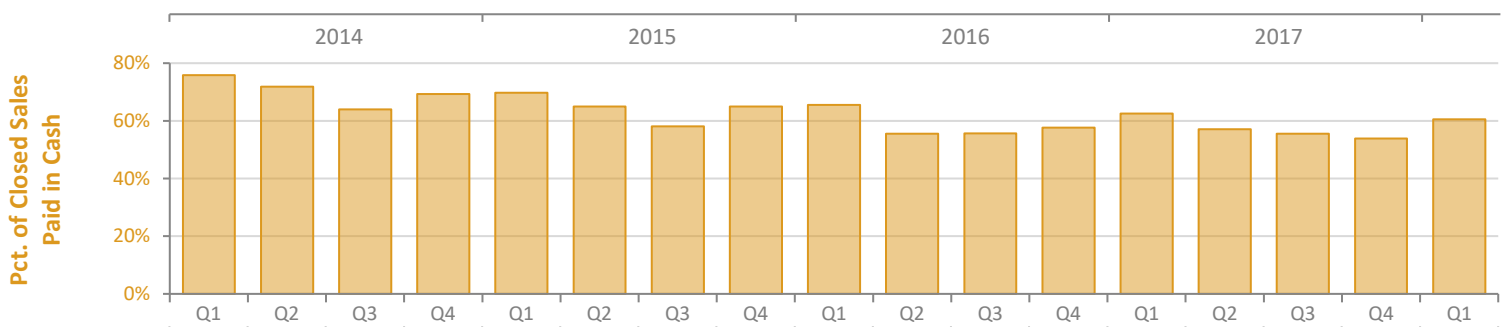


## Cash Sales as a Percentage of Closed Sales

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
Year-to-Date	60.5%	-3.2%
<b>Q1 2018</b>	<b>60.5%</b>	<b>-3.2%</b>
Q4 2017	53.9%	-6.4%
Q3 2017	55.5%	-0.4%
Q2 2017	57.1%	2.9%
Q1 2017	62.5%	-4.6%
Q4 2016	57.6%	-11.4%
Q3 2016	55.7%	-4.1%
Q2 2016	55.5%	-14.6%
Q1 2016	65.5%	-6.0%
Q4 2015	65.0%	-6.2%
Q3 2015	58.1%	-9.2%
Q2 2015	65.0%	-9.6%
Q1 2015	69.7%	-8.0%

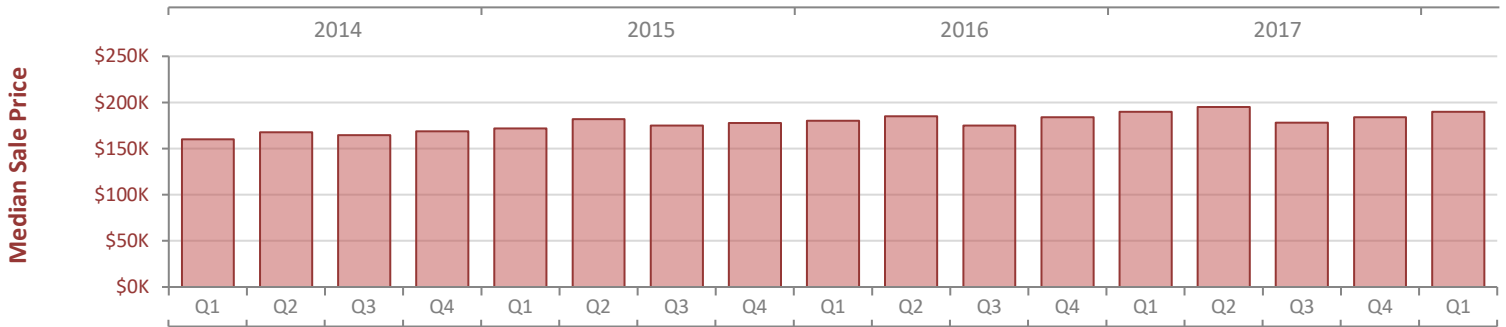


## Median Sale Price

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
Year-to-Date	\$190,000	0.0%
<b>Q1 2018</b>	<b>\$190,000</b>	<b>0.0%</b>
Q4 2017	\$184,000	0.0%
Q3 2017	\$178,000	1.7%
Q2 2017	\$195,000	5.4%
Q1 2017	\$190,000	5.6%
Q4 2016	\$184,000	3.5%
Q3 2016	\$175,000	0.0%
Q2 2016	\$185,000	1.6%
Q1 2016	\$180,000	4.7%
Q4 2015	\$177,750	5.3%
Q3 2015	\$175,000	6.4%
Q2 2015	\$182,000	8.5%
Q1 2015	\$172,000	7.5%

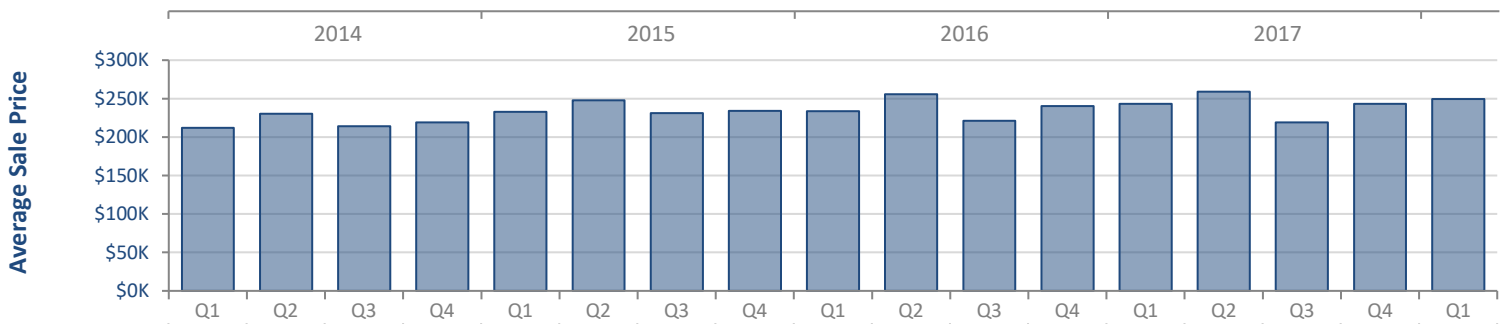


## Average Sale Price

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
Year-to-Date	\$249,438	2.5%
<b>Q1 2018</b>	<b>\$249,438</b>	<b>2.5%</b>
Q4 2017	\$243,329	1.2%
Q3 2017	\$218,988	-0.9%
Q2 2017	\$258,903	1.3%
Q1 2017	\$243,335	4.2%
Q4 2016	\$240,378	2.8%
Q3 2016	\$220,982	-4.4%
Q2 2016	\$255,671	3.2%
Q1 2016	\$233,546	0.2%
Q4 2015	\$233,943	6.7%
Q3 2015	\$231,262	7.9%
Q2 2015	\$247,774	7.7%
Q1 2015	\$233,029	10.0%

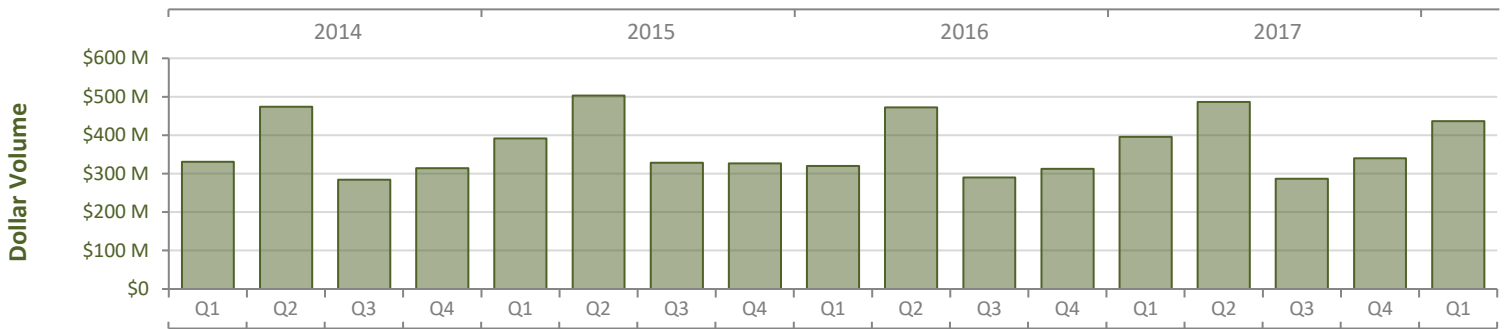


## Dollar Volume

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
Year-to-Date	\$436.8 Million	10.3%
<b>Q1 2018</b>	<b>\$436.8 Million</b>	<b>10.3%</b>
Q4 2017	\$340.2 Million	8.8%
Q3 2017	\$286.4 Million	-1.2%
Q2 2017	\$486.2 Million	2.9%
Q1 2017	\$396.1 Million	23.8%
Q4 2016	\$312.7 Million	-4.2%
Q3 2016	\$289.9 Million	-11.7%
Q2 2016	\$472.5 Million	-6.2%
Q1 2016	\$320.0 Million	-18.2%
Q4 2015	\$326.4 Million	3.8%
Q3 2015	\$328.4 Million	15.6%
Q2 2015	\$503.5 Million	6.1%
Q1 2015	\$391.3 Million	18.2%

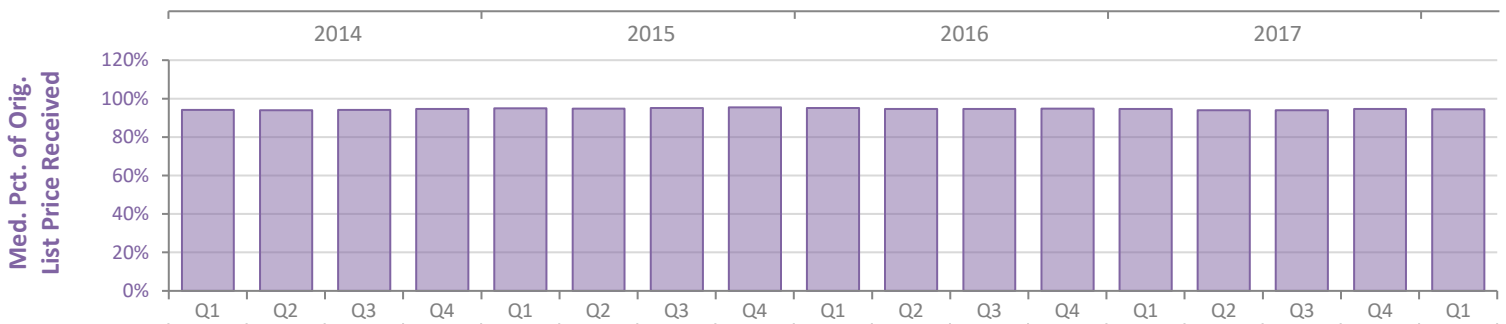


## Median Percent of Original List Price Received

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
Year-to-Date	94.5%	-0.1%
<b>Q1 2018</b>	<b>94.5%</b>	<b>-0.1%</b>
Q4 2017	94.7%	-0.1%
Q3 2017	94.0%	-0.7%
Q2 2017	94.0%	-0.7%
Q1 2017	94.6%	-0.6%
Q4 2016	94.8%	-0.7%
Q3 2016	94.7%	-0.4%
Q2 2016	94.7%	-0.1%
Q1 2016	95.2%	0.2%
Q4 2015	95.5%	0.8%
Q3 2015	95.1%	1.1%
Q2 2015	94.8%	1.0%
Q1 2015	95.0%	1.0%

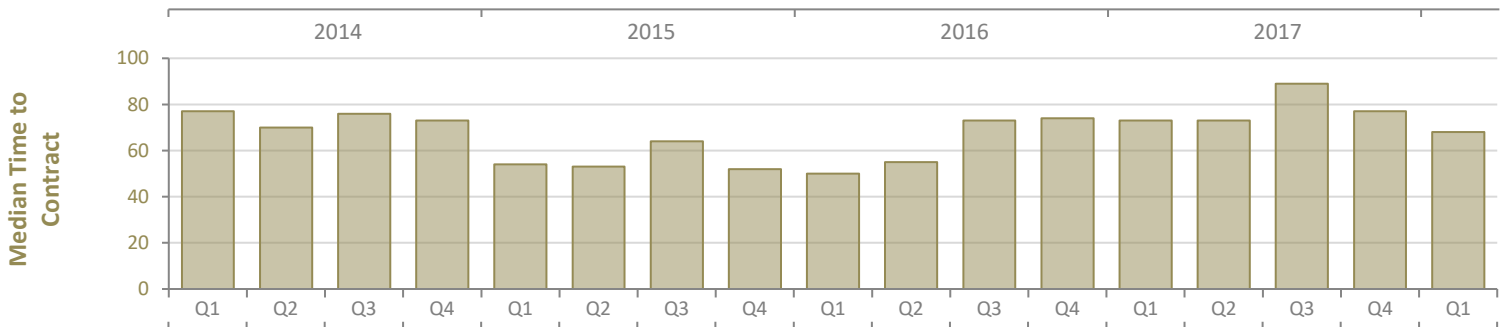


## Median Time to Contract

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
Year-to-Date	68 Days	-6.8%
<b>Q1 2018</b>	<b>68 Days</b>	<b>-6.8%</b>
Q4 2017	77 Days	4.1%
Q3 2017	89 Days	21.9%
Q2 2017	73 Days	32.7%
Q1 2017	73 Days	46.0%
Q4 2016	74 Days	42.3%
Q3 2016	73 Days	14.1%
Q2 2016	55 Days	3.8%
Q1 2016	50 Days	-7.4%
Q4 2015	52 Days	-28.8%
Q3 2015	64 Days	-15.8%
Q2 2015	53 Days	-24.3%
Q1 2015	54 Days	-29.9%

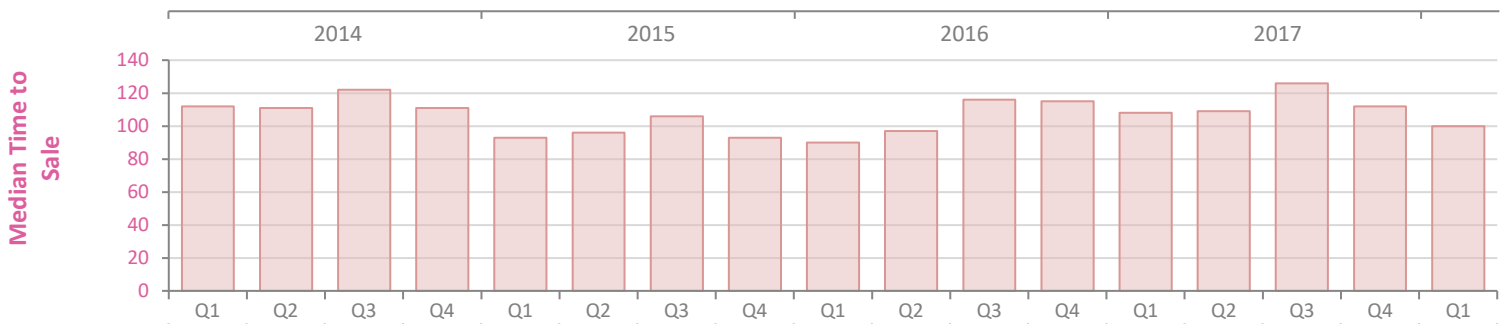


## Median Time to Sale

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 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.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	100 Days	-7.4%
<b>Q1 2018</b>	<b>100 Days</b>	<b>-7.4%</b>
Q4 2017	112 Days	-2.6%
Q3 2017	126 Days	8.6%
Q2 2017	109 Days	12.4%
Q1 2017	108 Days	20.0%
Q4 2016	115 Days	23.7%
Q3 2016	116 Days	9.4%
Q2 2016	97 Days	1.0%
Q1 2016	90 Days	-3.2%
Q4 2015	93 Days	-16.2%
Q3 2015	106 Days	-13.1%
Q2 2015	96 Days	-13.5%
Q1 2015	93 Days	-17.0%



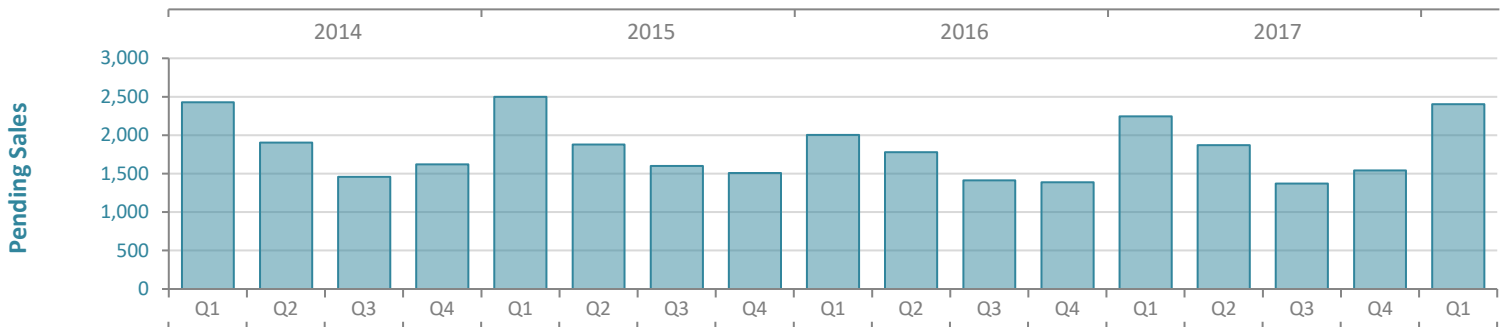


## New Pending Sales

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
Year-to-Date	2,405	7.1%
<b>Q1 2018</b>	<b>2,405</b>	<b>7.1%</b>
Q4 2017	1,540	11.0%
Q3 2017	1,371	-3.0%
Q2 2017	1,869	5.0%
Q1 2017	2,246	12.2%
Q4 2016	1,388	-8.0%
Q3 2016	1,413	-11.7%
Q2 2016	1,780	-5.3%
Q1 2016	2,002	-19.8%
Q4 2015	1,509	-6.9%
Q3 2015	1,601	9.7%
Q2 2015	1,879	-1.4%
Q1 2015	2,497	2.9%

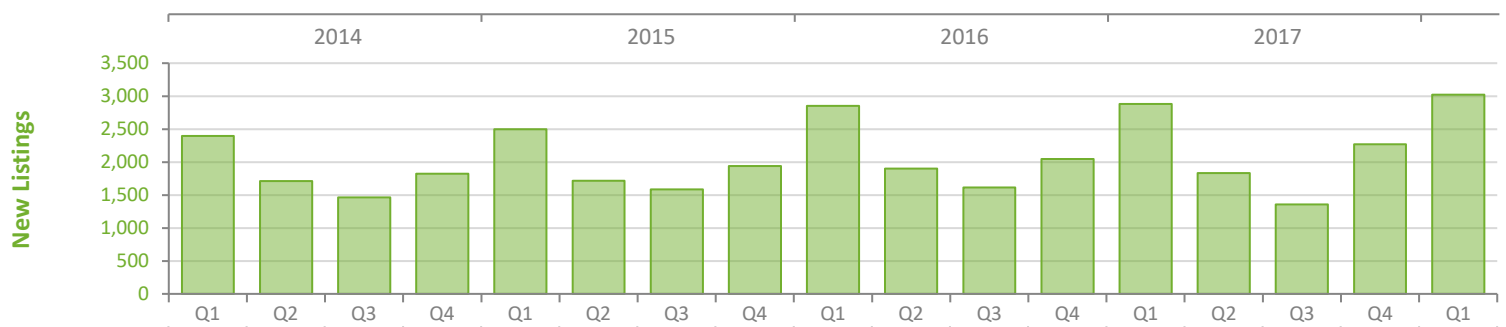


## New Listings

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
Year-to-Date	3,024	4.9%
<b>Q1 2018</b>	<b>3,024</b>	<b>4.9%</b>
Q4 2017	2,270	10.9%
Q3 2017	1,358	-16.0%
Q2 2017	1,835	-3.6%
Q1 2017	2,883	1.0%
Q4 2016	2,047	5.5%
Q3 2016	1,616	1.8%
Q2 2016	1,903	10.8%
Q1 2016	2,854	14.3%
Q4 2015	1,941	6.5%
Q3 2015	1,587	8.3%
Q2 2015	1,718	0.4%
Q1 2015	2,497	4.2%

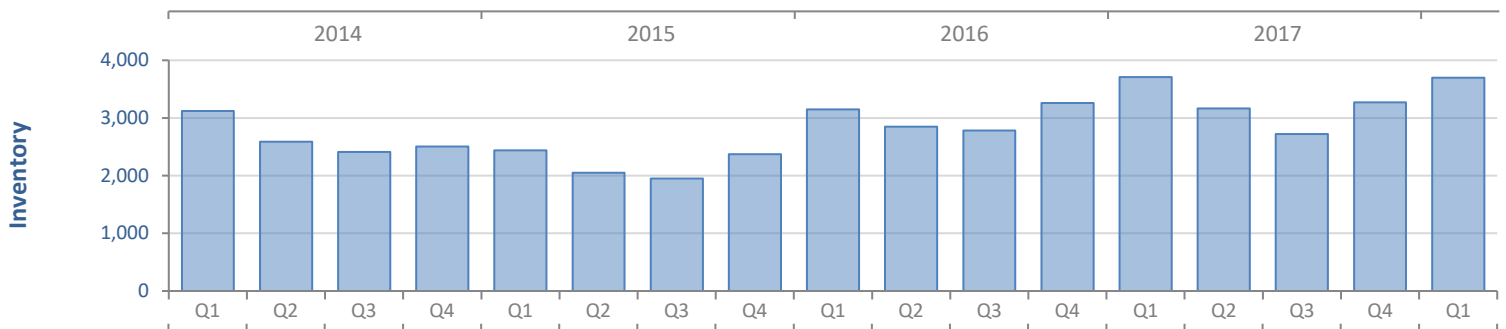


## Inventory (Active Listings)

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. 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.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	3,707	0.9%
<b>Q1 2018</b>	<b>3,697</b>	<b>-0.3%</b>
Q4 2017	3,271	0.4%
Q3 2017	2,721	-2.3%
Q2 2017	3,168	11.2%
Q1 2017	3,708	17.8%
Q4 2016	3,259	37.5%
Q3 2016	2,784	42.8%
Q2 2016	2,848	38.9%
Q1 2016	3,148	29.0%
Q4 2015	2,371	-5.3%
Q3 2015	1,949	-19.2%
Q2 2015	2,050	-20.8%
Q1 2015	2,441	-21.7%

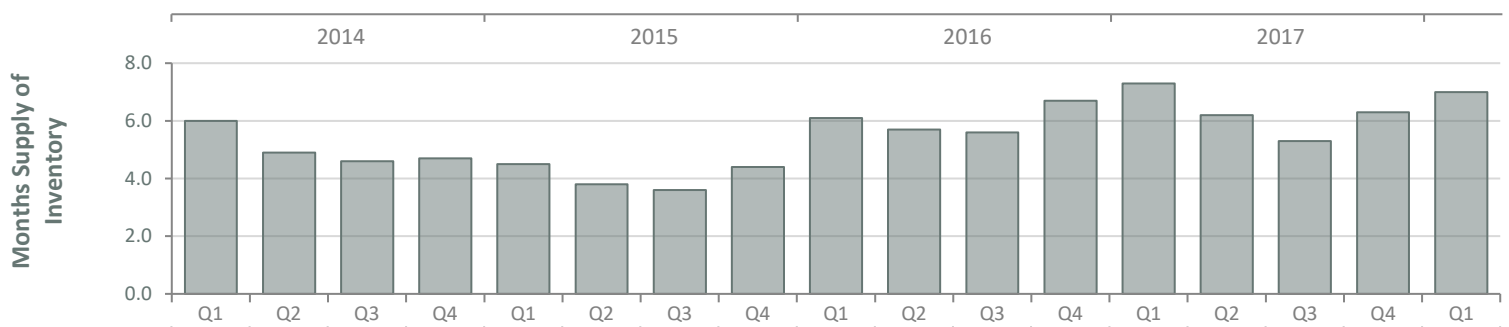


## Months Supply of Inventory

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
YTD (Monthly Avg)	7.0	-5.4%
<b>Q1 2018</b>	<b>7.0</b>	<b>-4.1%</b>
Q4 2017	6.3	-6.0%
Q3 2017	5.3	-5.4%
Q2 2017	6.2	8.8%
Q1 2017	7.3	19.7%
Q4 2016	6.7	52.3%
Q3 2016	5.6	55.6%
Q2 2016	5.7	50.0%
Q1 2016	6.1	35.6%
Q4 2015	4.4	-6.4%
Q3 2015	3.6	-21.7%
Q2 2015	3.8	-22.4%
Q1 2015	4.5	-25.0%

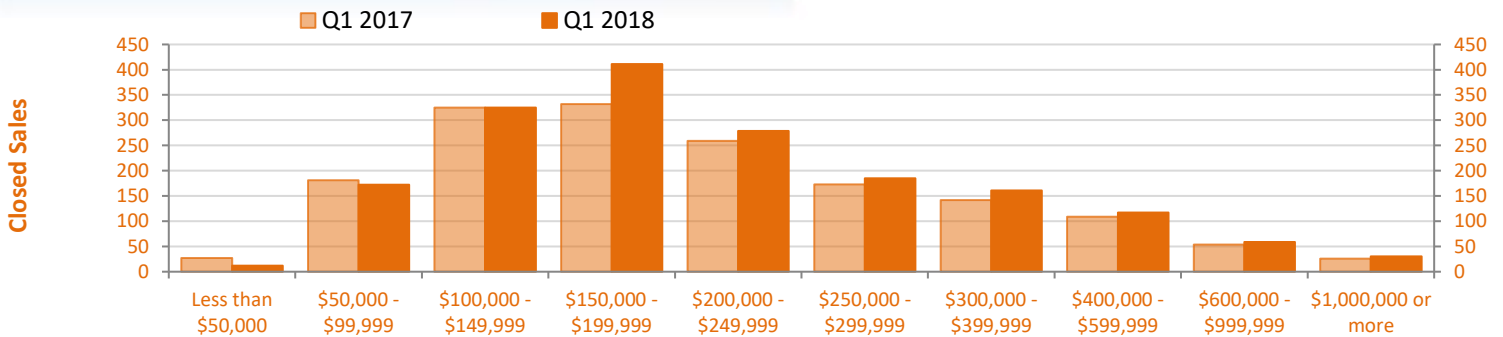


## Closed Sales by Sale Price

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 quarter 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	12	-55.6%
\$50,000 - \$99,999	172	-5.0%
\$100,000 - \$149,999	325	0.0%
\$150,000 - \$199,999	411	23.8%
\$200,000 - \$249,999	279	7.7%
\$250,000 - \$299,999	185	6.9%
\$300,000 - \$399,999	161	13.4%
\$400,000 - \$599,999	117	7.3%
\$600,000 - \$999,999	59	9.3%
\$1,000,000 or more	30	15.4%

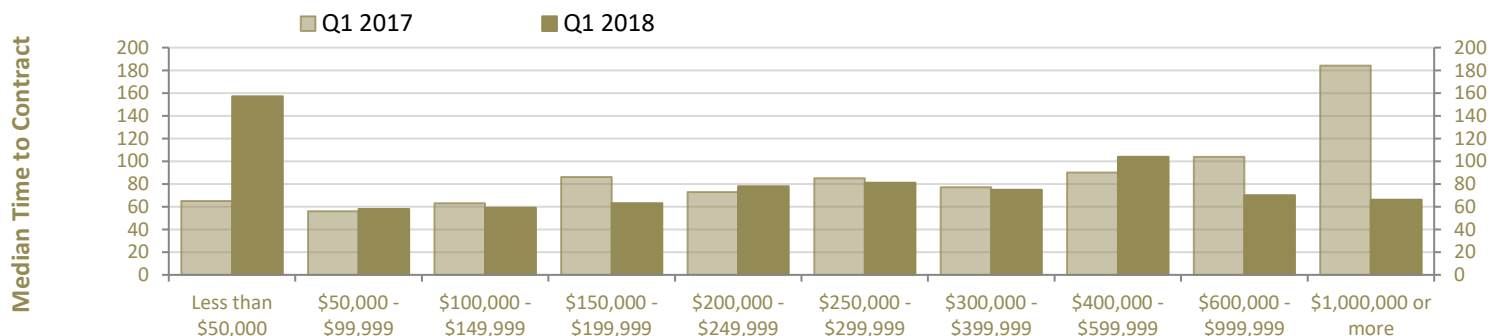


## Median Time to Contract by Sale Price

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	157 Days	141.5%
\$50,000 - \$99,999	58 Days	3.6%
\$100,000 - \$149,999	59 Days	-6.3%
\$150,000 - \$199,999	63 Days	-26.7%
\$200,000 - \$249,999	78 Days	6.8%
\$250,000 - \$299,999	81 Days	-4.7%
\$300,000 - \$399,999	75 Days	-2.6%
\$400,000 - \$599,999	104 Days	15.6%
\$600,000 - \$999,999	70 Days	-32.7%
\$1,000,000 or more	66 Days	-64.1%





## 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	18	-18.2%
\$50,000 - \$99,999	207	-8.4%
\$100,000 - \$149,999	466	1.7%
\$150,000 - \$199,999	696	7.9%
\$200,000 - \$249,999	519	4.8%
\$250,000 - \$299,999	337	4.7%
\$300,000 - \$399,999	346	12.0%
\$400,000 - \$599,999	225	4.2%
\$600,000 - \$999,999	142	6.8%
\$1,000,000 or more	68	19.3%

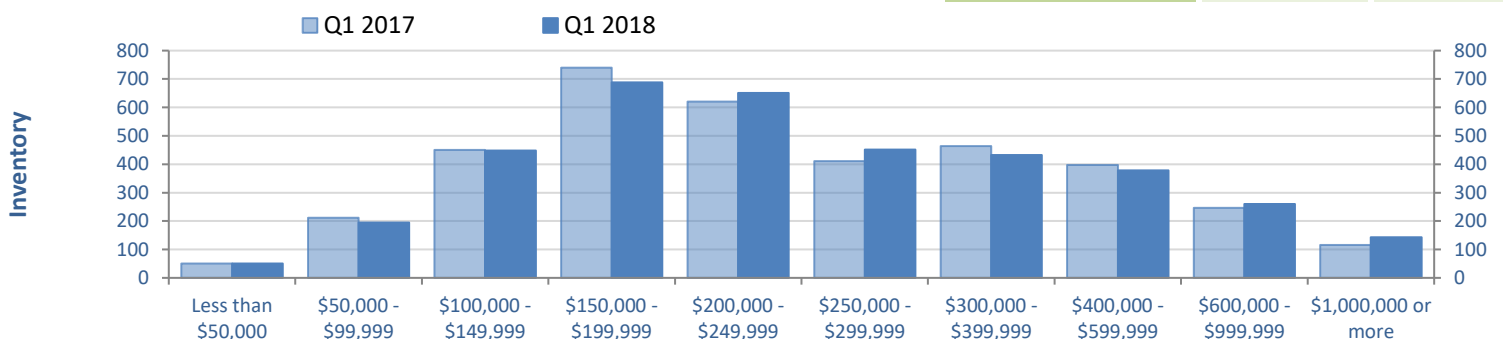


## Inventory by Current Listing Price

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	50	-2.0%
\$50,000 - \$99,999	195	-8.0%
\$100,000 - \$149,999	448	-0.4%
\$150,000 - \$199,999	688	-7.0%
\$200,000 - \$249,999	651	5.0%
\$250,000 - \$299,999	452	10.0%
\$300,000 - \$399,999	432	-6.9%
\$400,000 - \$599,999	378	-5.0%
\$600,000 - \$999,999	260	5.7%
\$1,000,000 or more	143	23.3%



# Quarterly Distressed Market - Q1 2018

## Townhouses and Condos

### Lee County



		Q1 2018	Q1 2017	Percent Change Year-over-Year
Traditional	Closed Sales	1,723	1,574	9.5%
	Median Sale Price	\$192,500	\$193,000	-0.3%
Foreclosure/REO	Closed Sales	21	51	-58.8%
	Median Sale Price	\$139,650	\$102,163	36.7%
Short Sale	Closed Sales	7	3	133.3%
	Median Sale Price	\$110,000	\$83,000	32.5%

