

Quarterly Market Detail - Q3 2016

Single Family Homes

Lee County



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Summary Statistics	Q3 2016	Q3 2015	Percent Change Year-over-Year
Closed Sales	3,173	3,374	-6.0%
Paid in Cash	943	1,186	-20.5%
Median Sale Price	\$225,000	\$207,500	8.4%
Average Sale Price	\$295,503	\$293,111	0.8%
Dollar Volume	\$937.6 Million	\$989.0 Million	-5.2%
Median Percent of Original List Price Received	95.9%	95.7%	0.2%
Median Time to Contract	57 Days	56 Days	1.8%
Median Time to Sale	106 Days	101 Days	5.0%
New Pending Sales	3,511	3,693	-4.9%
New Listings	3,848	3,601	6.9%
Pending Inventory	1,769	1,784	-0.8%
Inventory (Active Listings)	4,829	4,140	16.6%
Months Supply of Inventory	4.6	3.7	24.3%

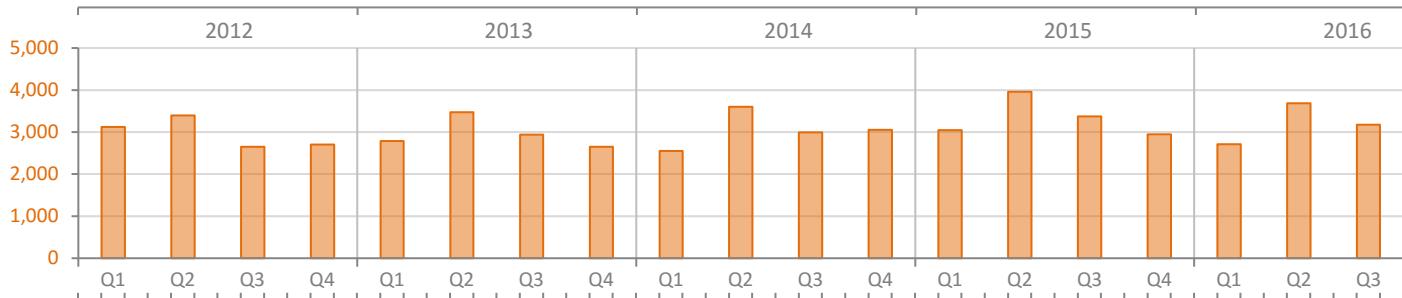
Closed Sales

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
Q3 2016	3,173	-6.0%
Q2 2016	3,687	-6.9%
Q1 2016	2,713	-10.9%
Q4 2015	2,951	-3.4%
Q3 2015	3,374	12.8%
Q2 2015	3,962	10.1%
Q1 2015	3,045	19.3%
Q4 2014	3,054	15.3%
Q3 2014	2,991	1.8%
Q2 2014	3,600	3.7%
Q1 2014	2,552	-8.5%
Q4 2013	2,648	-2.0%
Q3 2013	2,938	11.0%

Closed Sales



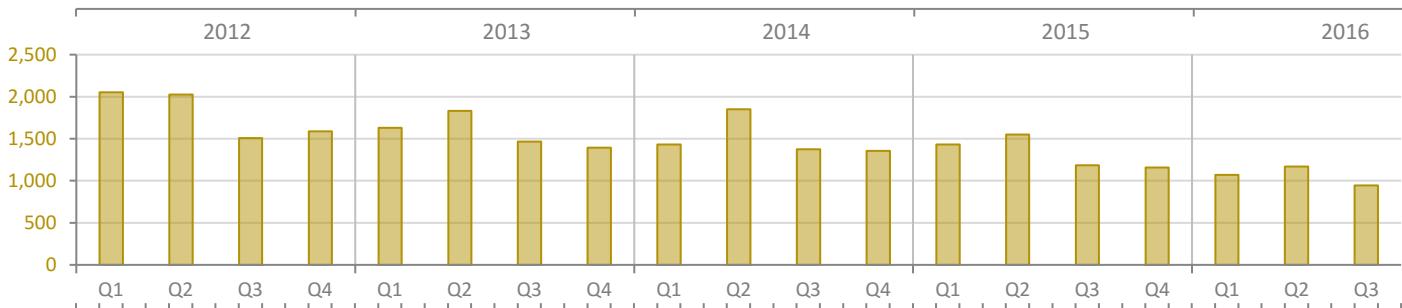
Cash Sales

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	943	-20.5%
Q2 2016	1,170	-24.6%
Q1 2016	1,071	-25.2%
Q4 2015	1,157	-14.5%
Q3 2015	1,186	-13.7%
Q2 2015	1,551	-16.1%
Q1 2015	1,431	-0.1%
Q4 2014	1,354	-2.9%
Q3 2014	1,374	-6.3%
Q2 2014	1,849	0.9%
Q1 2014	1,432	-12.1%
Q4 2013	1,394	-12.2%
Q3 2013	1,467	-2.8%

Cash Sales

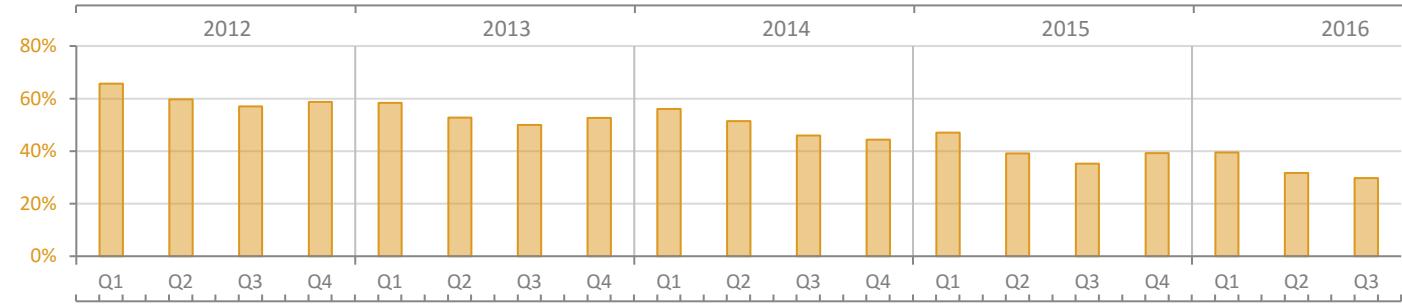


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter which were Cash Sales

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Q3 2016	29.7%	-15.6%
Q2 2016	31.7%	-18.9%
Q1 2016	39.5%	-16.0%
Q4 2015	39.2%	-11.5%
Q3 2015	35.2%	-23.3%
Q2 2015	39.1%	-23.9%
Q1 2015	47.0%	-16.2%
Q4 2014	44.3%	-15.8%
Q3 2014	45.9%	-8.0%
Q2 2014	51.4%	-2.7%
Q1 2014	56.1%	-3.9%
Q4 2013	52.6%	-10.4%
Q3 2013	49.9%	-12.5%

Pct. of Closed Sales Paid in Cash

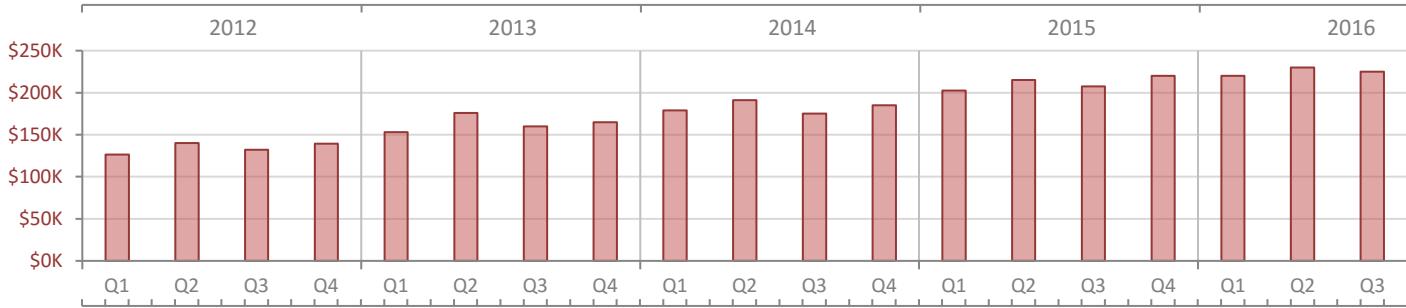


Median Sale Price

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
Q3 2016	\$225,000	8.4%
Q2 2016	\$230,000	7.0%
Q1 2016	\$220,070	8.7%
Q4 2015	\$219,950	18.9%
Q3 2015	\$207,500	18.6%
Q2 2015	\$215,000	12.6%
Q1 2015	\$202,500	13.1%
Q4 2014	\$185,000	12.1%
Q3 2014	\$175,000	9.3%
Q2 2014	\$191,000	8.5%
Q1 2014	\$179,000	17.0%
Q4 2013	\$165,000	18.3%
Q3 2013	\$160,062	21.2%

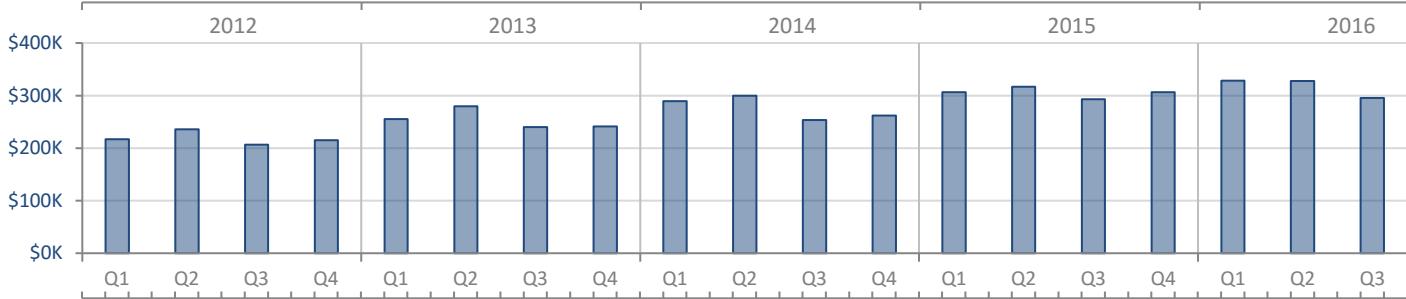


Average Sale Price

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
Q3 2016	\$295,503	0.8%
Q2 2016	\$327,861	3.5%
Q1 2016	\$328,235	7.1%
Q4 2015	\$306,343	16.9%
Q3 2015	\$293,111	15.6%
Q2 2015	\$316,863	5.7%
Q1 2015	\$306,510	6.0%
Q4 2014	\$261,955	8.7%
Q3 2014	\$253,460	5.7%
Q2 2014	\$299,807	7.2%
Q1 2014	\$289,274	13.4%
Q4 2013	\$241,007	12.1%
Q3 2013	\$239,893	16.3%

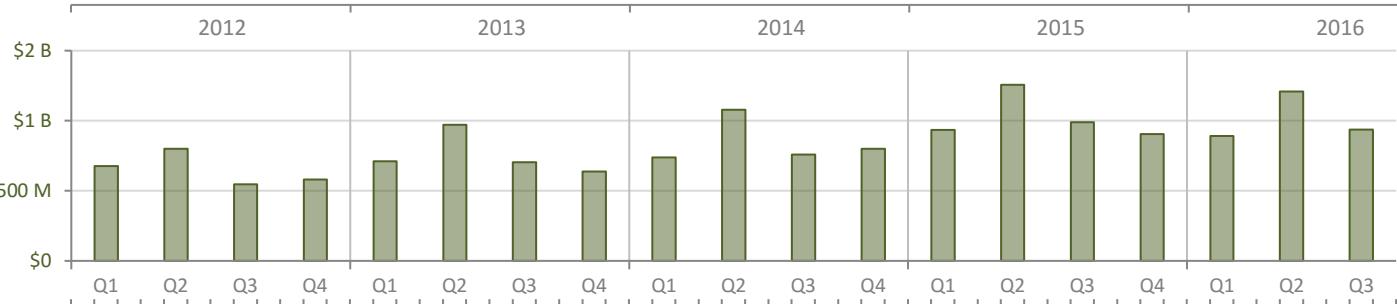


Dollar Volume

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
Q3 2016	\$937.6 Million	-5.2%
Q2 2016	\$1.2 Billion	-3.7%
Q1 2016	\$890.5 Million	-4.6%
Q4 2015	\$904.0 Million	13.0%
Q3 2015	\$989.0 Million	30.5%
Q2 2015	\$1.3 Billion	16.3%
Q1 2015	\$933.3 Million	26.4%
Q4 2014	\$800.0 Million	25.4%
Q3 2014	\$758.1 Million	7.6%
Q2 2014	\$1.1 Billion	11.2%
Q1 2014	\$738.2 Million	3.7%
Q4 2013	\$638.2 Million	9.9%
Q3 2013	\$704.8 Million	29.0%



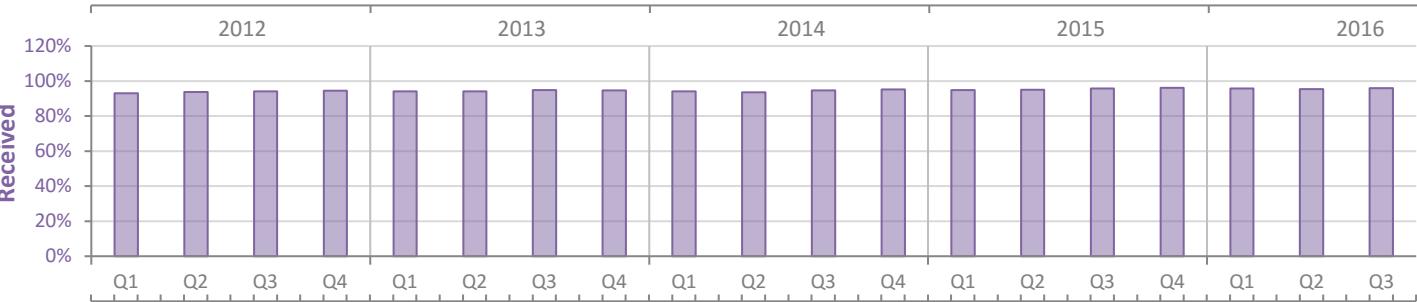
Median Percent of Original List Price Received

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
Q3 2016	95.9%	0.2%
Q2 2016	95.4%	0.3%
Q1 2016	95.7%	0.9%
Q4 2015	96.2%	0.9%
Q3 2015	95.7%	1.1%
Q2 2015	95.1%	1.6%
Q1 2015	94.8%	0.6%
Q4 2014	95.3%	0.6%
Q3 2014	94.7%	-0.2%
Q2 2014	93.6%	-0.6%
Q1 2014	94.2%	0.0%
Q4 2013	94.7%	0.3%
Q3 2013	94.9%	0.7%

Med. Pct. of Orig. List Price Received



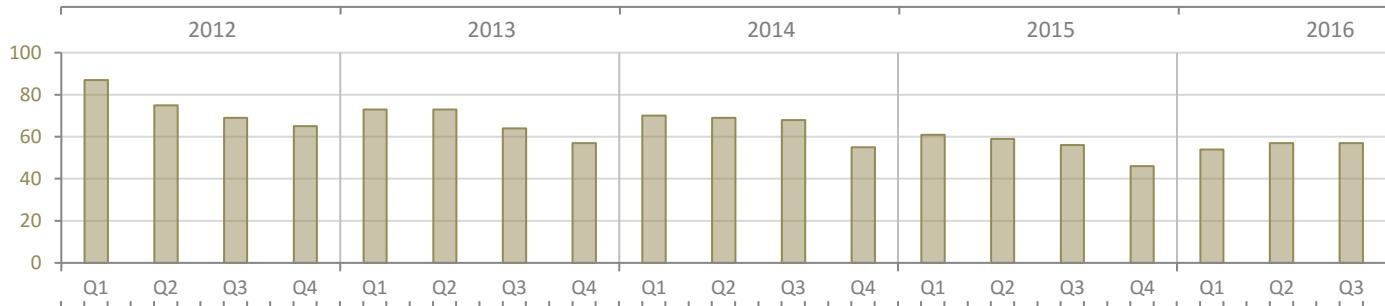
Median Time to Contract

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
Q3 2016	57 Days	1.8%
Q2 2016	57 Days	-3.4%
Q1 2016	54 Days	-11.5%
Q4 2015	46 Days	-16.4%
Q3 2015	56 Days	-17.6%
Q2 2015	59 Days	-14.5%
Q1 2015	61 Days	-12.9%
Q4 2014	55 Days	-3.5%
Q3 2014	68 Days	6.3%
Q2 2014	69 Days	-5.5%
Q1 2014	70 Days	-4.1%
Q4 2013	57 Days	-12.3%
Q3 2013	64 Days	-7.2%

Median Time to Contract



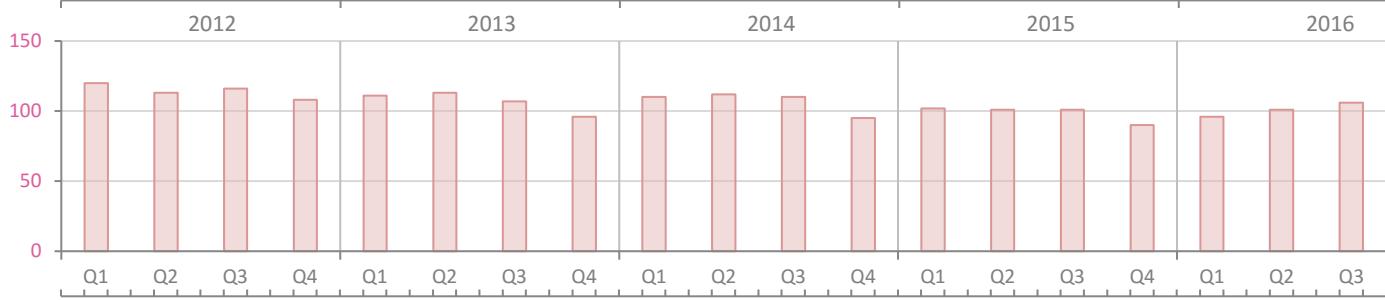
Median Time to Sale

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
Q3 2016	106 Days	5.0%
Q2 2016	101 Days	0.0%
Q1 2016	96 Days	-5.9%
Q4 2015	90 Days	-5.3%
Q3 2015	101 Days	-8.2%
Q2 2015	101 Days	-9.8%
Q1 2015	102 Days	-7.3%
Q4 2014	95 Days	-1.0%
Q3 2014	110 Days	2.8%
Q2 2014	112 Days	-0.9%
Q1 2014	110 Days	-0.9%
Q4 2013	96 Days	-11.1%
Q3 2013	107 Days	-7.8%

Median Time to Sale



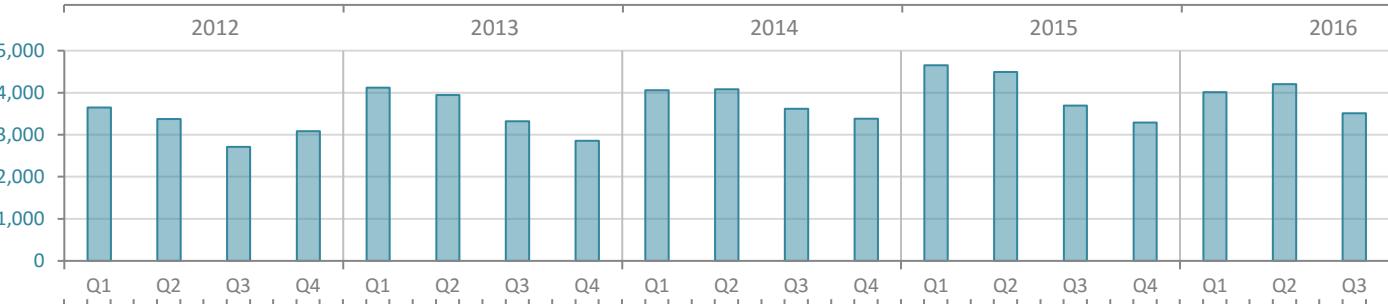
New Pending Sales

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	3,511	-4.9%
Q2 2016	4,205	-6.4%
Q1 2016	4,014	-13.7%
Q4 2015	3,292	-2.6%
Q3 2015	3,693	2.2%
Q2 2015	4,491	10.0%
Q1 2015	4,653	14.7%
Q4 2014	3,379	18.2%
Q3 2014	3,614	9.0%
Q2 2014	4,081	3.4%
Q1 2014	4,055	-1.6%
Q4 2013	2,858	-7.4%
Q3 2013	3,317	22.2%

Pending Sales



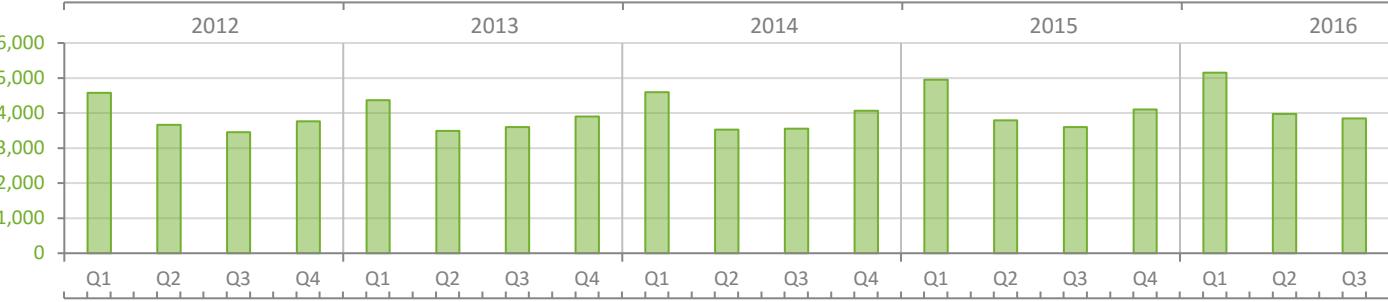
New Listings

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	3,848	6.9%
Q2 2016	3,975	4.9%
Q1 2016	5,155	4.1%
Q4 2015	4,105	1.0%
Q3 2015	3,601	1.2%
Q2 2015	3,790	7.3%
Q1 2015	4,950	7.7%
Q4 2014	4,066	4.3%
Q3 2014	3,559	-1.1%
Q2 2014	3,532	1.3%
Q1 2014	4,596	5.2%
Q4 2013	3,900	3.6%
Q3 2013	3,599	4.1%

New Listings

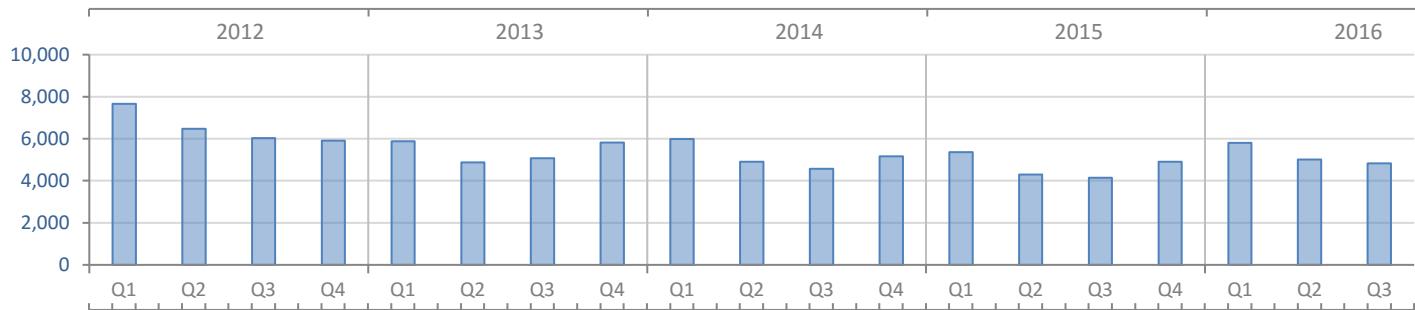


Inventory (Active Listings)

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	4,829	16.6%
Q2 2016	5,008	16.4%
Q1 2016	5,811	8.4%
Q4 2015	4,912	-4.9%
Q3 2015	4,140	-9.5%
Q2 2015	4,301	-12.4%
Q1 2015	5,360	-10.5%
Q4 2014	5,166	-11.3%
Q3 2014	4,577	-9.8%
Q2 2014	4,912	0.9%
Q1 2014	5,991	2.0%
Q4 2013	5,825	-1.5%
Q3 2013	5,075	-15.8%



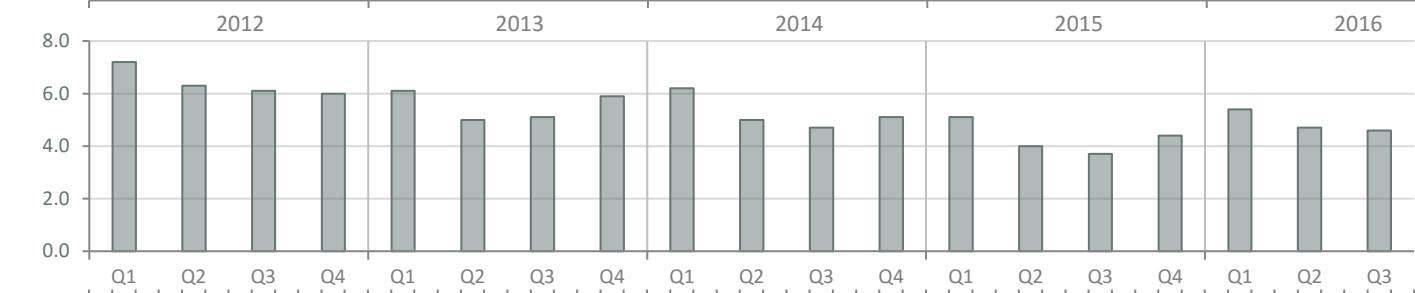
Months Supply of Inventory

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	4.6	24.3%
Q2 2016	4.7	17.5%
Q1 2016	5.4	5.9%
Q4 2015	4.4	-13.7%
Q3 2015	3.7	-21.3%
Q2 2015	4.0	-20.0%
Q1 2015	5.1	-17.7%
Q4 2014	5.1	-13.6%
Q3 2014	4.7	-7.8%
Q2 2014	5.0	0.0%
Q1 2014	6.2	1.6%
Q4 2013	5.9	-1.7%
Q3 2013	5.1	-16.4%

Months Supply of
 Inventory



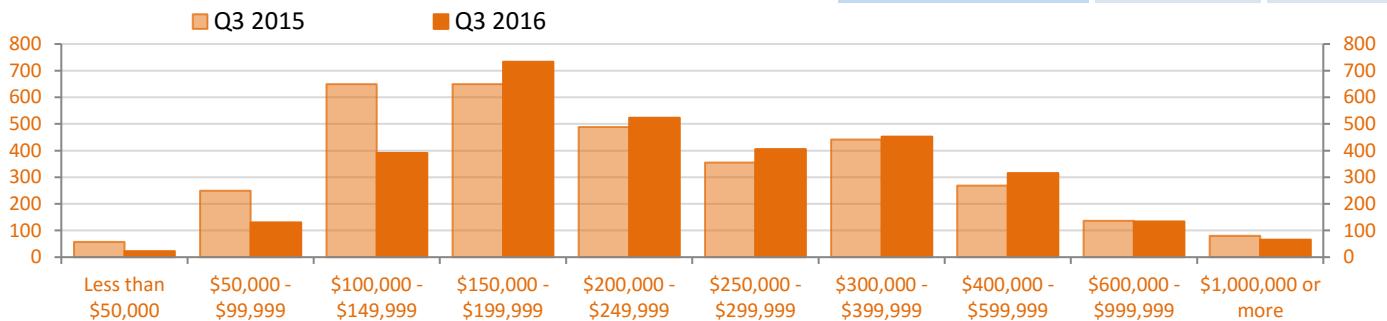
Closed Sales by Sale Price

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	22	-61.4%
\$50,000 - \$99,999	131	-47.6%
\$100,000 - \$149,999	391	-39.8%
\$150,000 - \$199,999	733	12.9%
\$200,000 - \$249,999	523	7.2%
\$250,000 - \$299,999	406	14.4%
\$300,000 - \$399,999	452	2.5%
\$400,000 - \$599,999	315	17.1%
\$600,000 - \$999,999	134	-1.5%
\$1,000,000 or more	66	-17.5%

Closed Sales



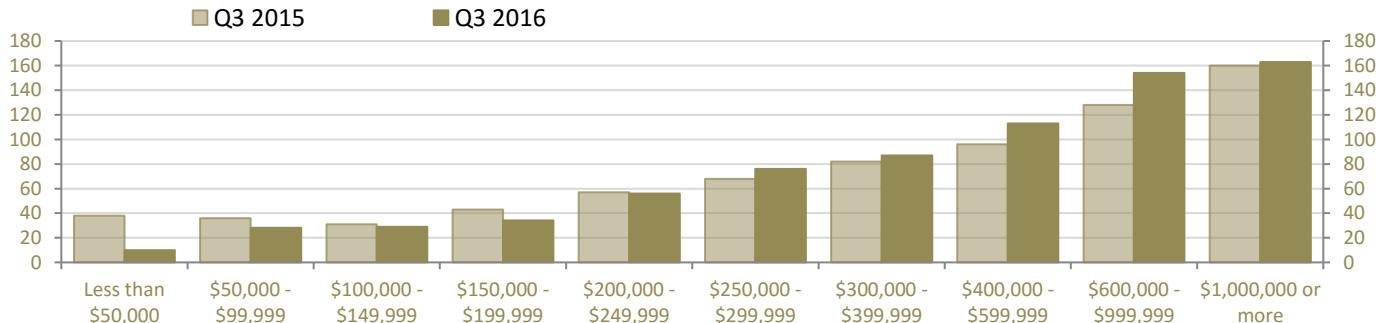
Median Time to Contract by Sale Price

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	10 Days	-73.7%
\$50,000 - \$99,999	28 Days	-22.2%
\$100,000 - \$149,999	29 Days	-6.5%
\$150,000 - \$199,999	34 Days	-20.9%
\$200,000 - \$249,999	56 Days	-1.8%
\$250,000 - \$299,999	76 Days	11.8%
\$300,000 - \$399,999	87 Days	6.1%
\$400,000 - \$599,999	113 Days	17.7%
\$600,000 - \$999,999	154 Days	20.3%
\$1,000,000 or more	163 Days	1.9%

Median Time to Contract



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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	28	-15.2%
\$50,000 - \$99,999	136	-40.9%
\$100,000 - \$149,999	366	-39.1%
\$150,000 - \$199,999	792	16.8%
\$200,000 - \$249,999	607	35.2%
\$250,000 - \$299,999	491	23.7%
\$300,000 - \$399,999	612	15.3%
\$400,000 - \$599,999	471	23.3%
\$600,000 - \$999,999	214	24.4%
\$1,000,000 or more	131	2.3%

New Listings



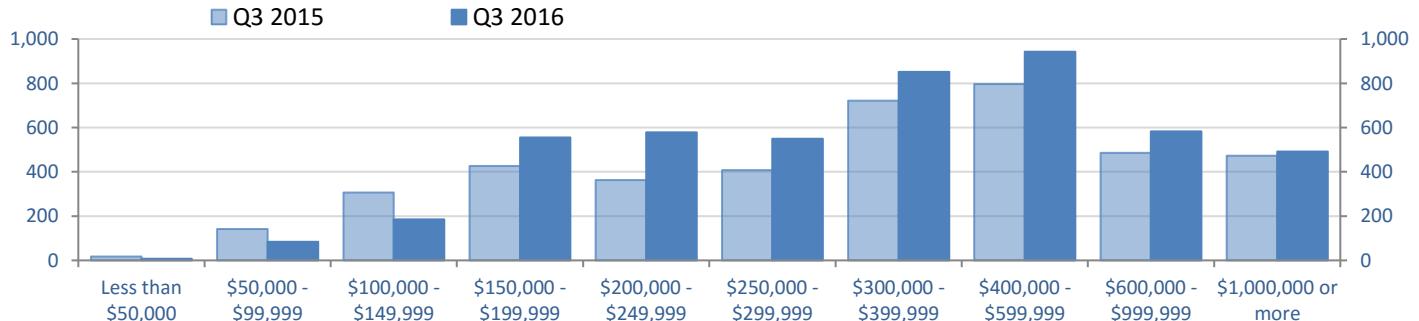
Inventory by Current Listing Price

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	8	-52.9%
\$50,000 - \$99,999	84	-40.8%
\$100,000 - \$149,999	185	-39.7%
\$150,000 - \$199,999	555	30.3%
\$200,000 - \$249,999	578	59.2%
\$250,000 - \$299,999	549	34.6%
\$300,000 - \$399,999	852	18.0%
\$400,000 - \$599,999	943	18.5%
\$600,000 - \$999,999	583	20.0%
\$1,000,000 or more	492	4.0%

Inventory



Quarterly Distressed Market - Q3 2016

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		Q3 2016	Q3 2015	Percent Change Year-over-Year
Traditional	Closed Sales	2,973	2,865	3.8%
	Median Sale Price	\$233,500	\$219,900	6.2%
Foreclosure/REO	Closed Sales	166	445	-62.7%
	Median Sale Price	\$151,750	\$145,000	4.7%
Short Sale	Closed Sales	34	64	-46.9%
	Median Sale Price	\$147,667	\$133,500	10.6%

2011 2012 2013 2014 2015

■ Traditional ■ Foreclosure/REO ■ Short Sale

