

# Quarterly Market Detail - Q4 2016

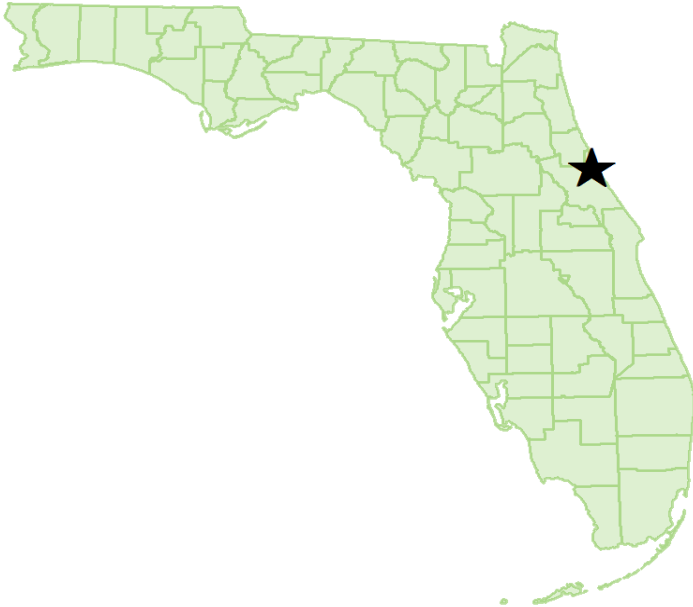
## Townhouses and Condos

### Daytona Beach Area Association of REALTORS®



Daytona Beach Area  
ASSOCIATION OF REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



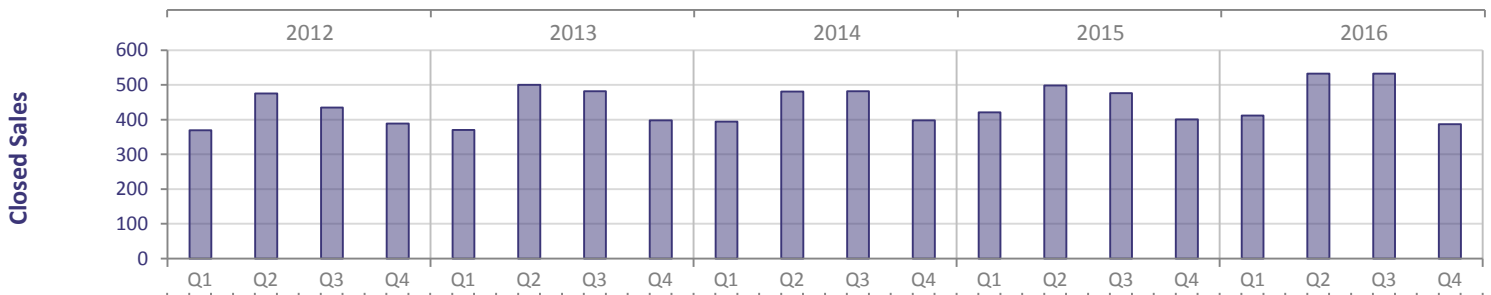
Summary Statistics	Q4 2016	Q4 2015	Percent Change Year-over-Year
Closed Sales	387	401	-3.5%
Paid in Cash	225	251	-10.4%
Median Sale Price	\$170,233	\$159,000	7.1%
Average Sale Price	\$204,496	\$183,800	11.3%
Dollar Volume	\$79.1 Million	\$73.7 Million	7.4%
Median Percent of Original List Price Received	94.1%	93.5%	0.6%
Median Time to Contract	63 Days	68 Days	-7.4%
Median Time to Sale	110 Days	109 Days	0.9%
New Pending Sales	383	413	-7.3%
New Listings	626	676	-7.4%
Pending Inventory	187	193	-3.1%
Inventory (Active Listings)	940	949	-0.9%
Months Supply of Inventory	6.1	6.3	-3.2%

## 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>Q4 2016</b>	<b>387</b>	<b>-3.5%</b>
Q3 2016	532	11.8%
Q2 2016	532	6.8%
Q1 2016	412	-2.1%
Q4 2015	401	0.8%
Q3 2015	476	-1.2%
Q2 2015	498	3.5%
Q1 2015	421	6.9%
Q4 2014	398	0.0%
Q3 2014	482	0.0%
Q2 2014	481	-3.8%
Q1 2014	394	6.5%
Q4 2013	398	2.3%



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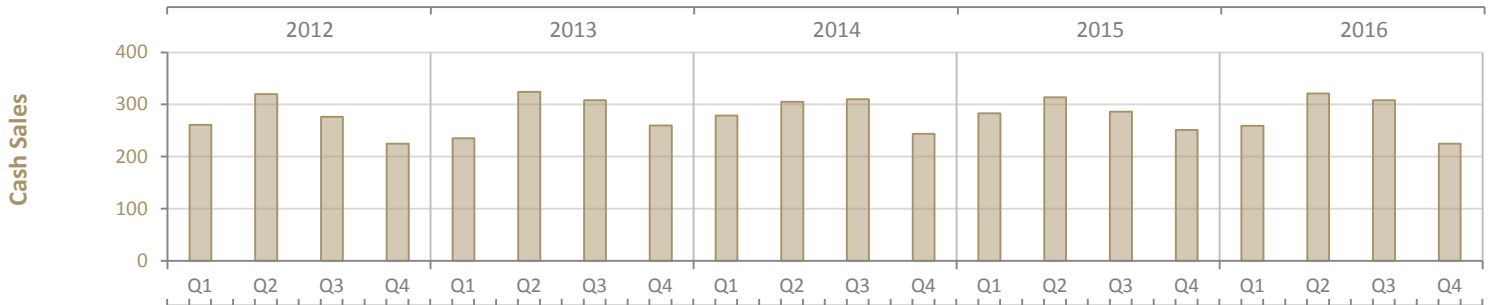
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## Cash Sales

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
<b>Q4 2016</b>	<b>225</b>	<b>-10.4%</b>
Q3 2016	308	7.7%
Q2 2016	321	2.2%
Q1 2016	259	-8.5%
Q4 2015	251	2.9%
Q3 2015	286	-7.7%
Q2 2015	314	3.0%
Q1 2015	283	1.4%
Q4 2014	244	-6.2%
Q3 2014	310	0.6%
Q2 2014	305	-5.9%
Q1 2014	279	18.7%
Q4 2013	260	15.6%

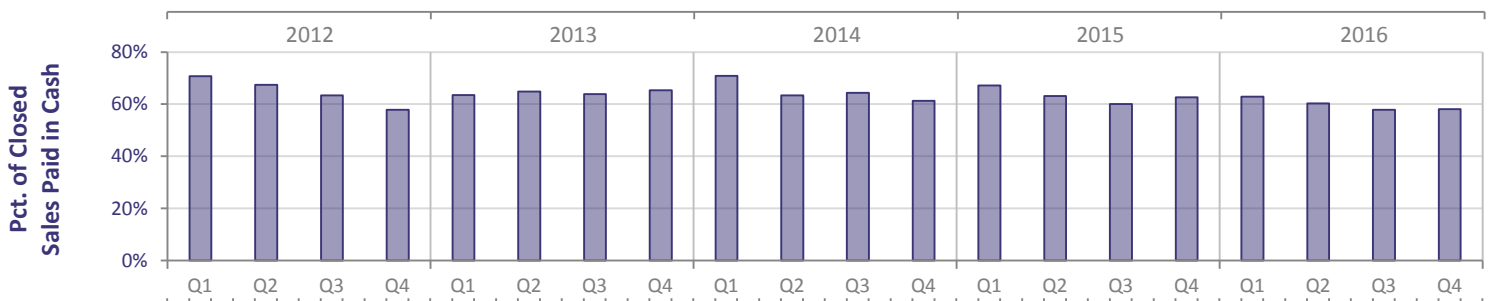


## Cash Sales as a Percentage of Closed Sales

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
<b>Q4 2016</b>	<b>58.1%</b>	<b>-7.2%</b>
Q3 2016	57.9%	-3.7%
Q2 2016	60.3%	-4.4%
Q1 2016	62.9%	-6.4%
Q4 2015	62.6%	2.1%
Q3 2015	60.1%	-6.5%
Q2 2015	63.1%	-0.5%
Q1 2015	67.2%	-5.1%
Q4 2014	61.3%	-6.1%
Q3 2014	64.3%	0.6%
Q2 2014	63.4%	-2.2%
Q1 2014	70.8%	11.5%
Q4 2013	65.3%	13.0%



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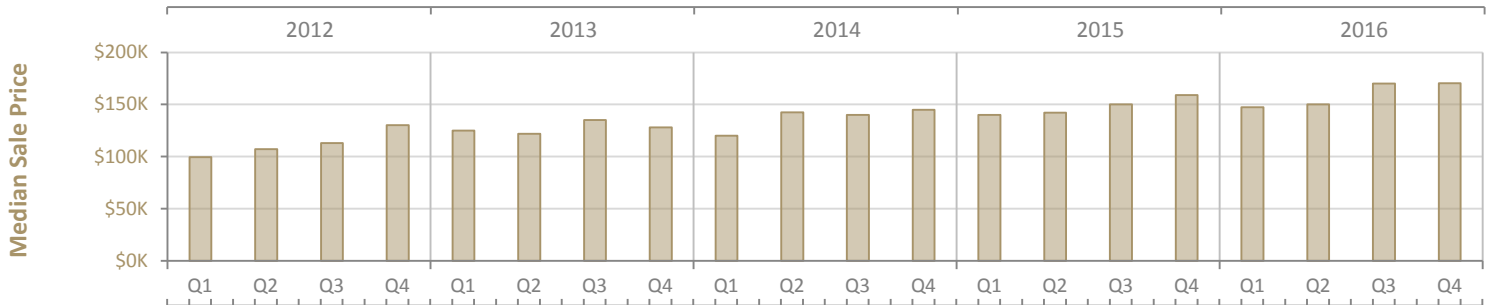
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## Median Sale Price

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>Q4 2016</b>	<b>\$170,233</b>	<b>7.1%</b>
Q3 2016	\$170,000	13.3%
Q2 2016	\$150,000	5.4%
Q1 2016	\$147,250	5.2%
Q4 2015	\$159,000	9.7%
Q3 2015	\$150,000	7.2%
Q2 2015	\$142,250	-0.2%
Q1 2015	\$140,000	16.7%
Q4 2014	\$145,000	13.3%
Q3 2014	\$139,900	3.6%
Q2 2014	\$142,500	16.9%
Q1 2014	\$120,000	-4.0%
Q4 2013	\$128,000	-1.6%

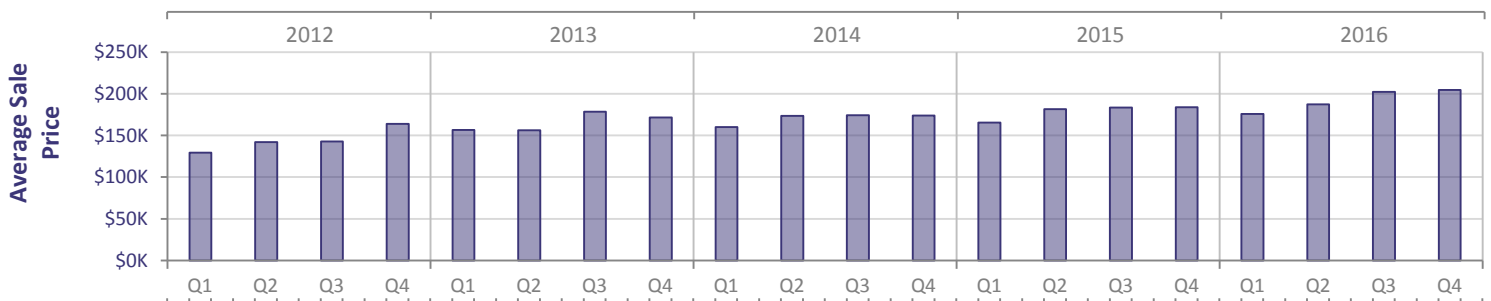


## Average Sale Price

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>Q4 2016</b>	<b>\$204,496</b>	<b>11.3%</b>
Q3 2016	\$202,219	10.2%
Q2 2016	\$187,366	3.2%
Q1 2016	\$175,931	6.3%
Q4 2015	\$183,800	5.6%
Q3 2015	\$183,462	5.2%
Q2 2015	\$181,581	4.7%
Q1 2015	\$165,460	3.4%
Q4 2014	\$173,993	1.5%
Q3 2014	\$174,327	-2.4%
Q2 2014	\$173,463	11.0%
Q1 2014	\$160,001	2.2%
Q4 2013	\$171,489	4.6%



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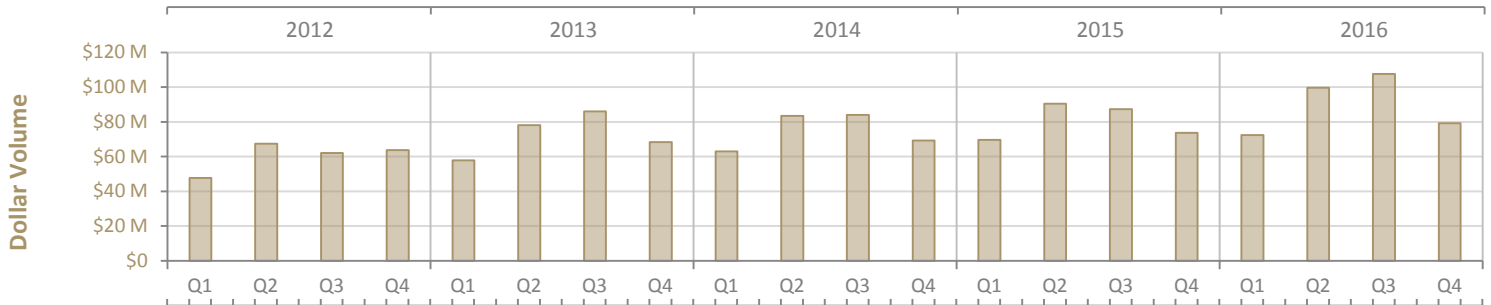
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## Dollar Volume

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>Q4 2016</b>	<b>\$79.1 Million</b>	<b>7.4%</b>
Q3 2016	\$107.6 Million	23.2%
Q2 2016	\$99.7 Million	10.2%
Q1 2016	\$72.5 Million	4.1%
Q4 2015	\$73.7 Million	6.4%
Q3 2015	\$87.3 Million	3.9%
Q2 2015	\$90.4 Million	8.4%
Q1 2015	\$69.7 Million	10.5%
Q4 2014	\$69.2 Million	1.5%
Q3 2014	\$84.0 Million	-2.4%
Q2 2014	\$83.4 Million	6.8%
Q1 2014	\$63.0 Million	8.9%
Q4 2013	\$68.3 Million	7.0%

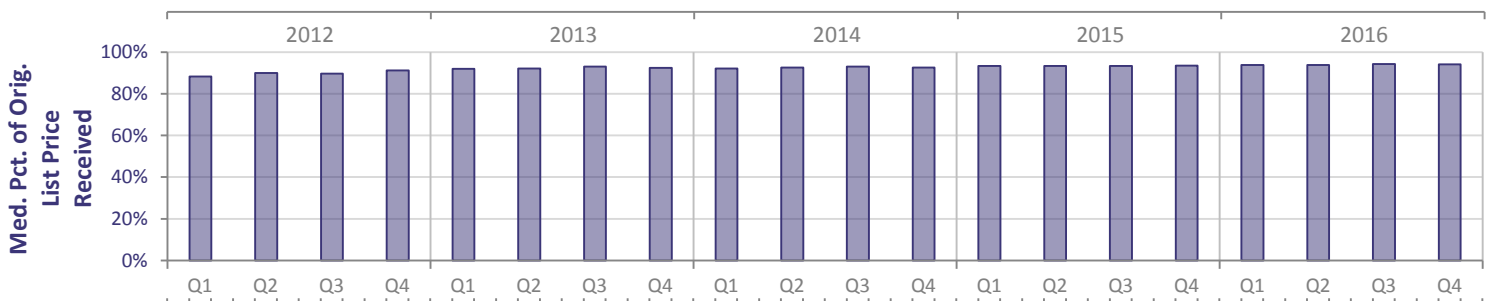


## Median Percent of Original List Price Received

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
<b>Q4 2016</b>	<b>94.1%</b>	<b>0.6%</b>
Q3 2016	94.3%	1.0%
Q2 2016	93.8%	0.5%
Q1 2016	93.8%	0.5%
Q4 2015	93.5%	1.0%
Q3 2015	93.4%	0.4%
Q2 2015	93.3%	0.8%
Q1 2015	93.3%	1.3%
Q4 2014	92.6%	0.2%
Q3 2014	93.0%	0.0%
Q2 2014	92.6%	0.5%
Q1 2014	92.1%	0.2%
Q4 2013	92.4%	1.3%



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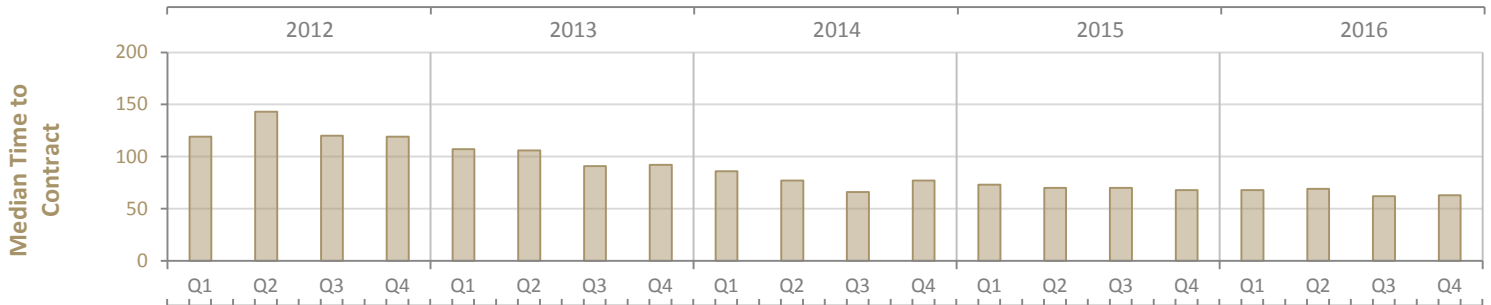
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## Median Time to Contract

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>Q4 2016</b>	<b>63 Days</b>	<b>-7.4%</b>
Q3 2016	62 Days	-11.4%
Q2 2016	69 Days	-1.4%
Q1 2016	68 Days	-6.8%
Q4 2015	68 Days	-11.7%
Q3 2015	70 Days	6.1%
Q2 2015	70 Days	-9.1%
Q1 2015	73 Days	-15.1%
Q4 2014	77 Days	-16.3%
Q3 2014	66 Days	-27.5%
Q2 2014	77 Days	-27.4%
Q1 2014	86 Days	-19.6%
Q4 2013	92 Days	-22.7%

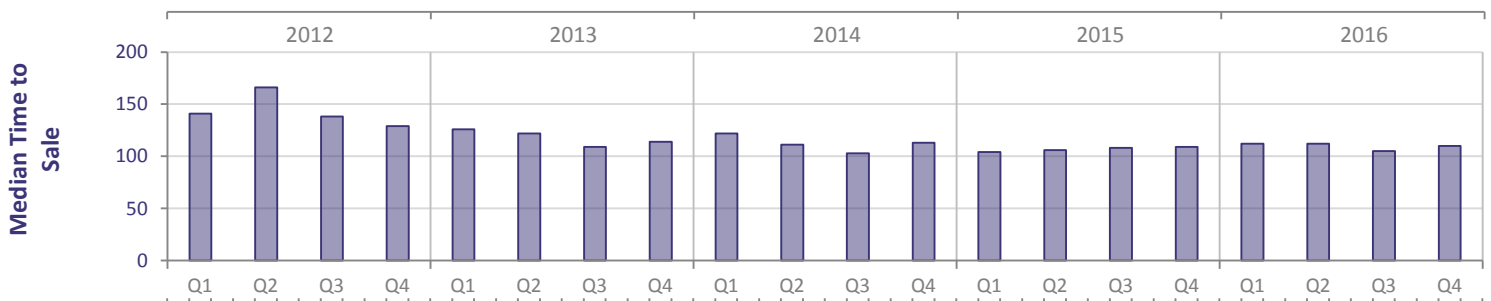


## Median Time to Sale

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>Q4 2016</b>	<b>110 Days</b>	<b>0.9%</b>
Q3 2016	105 Days	-2.8%
Q2 2016	112 Days	5.7%
Q1 2016	112 Days	7.7%
Q4 2015	109 Days	-3.5%
Q3 2015	108 Days	4.9%
Q2 2015	106 Days	-4.5%
Q1 2015	104 Days	-14.8%
Q4 2014	113 Days	-0.9%
Q3 2014	103 Days	-5.5%
Q2 2014	111 Days	-9.0%
Q1 2014	122 Days	-3.2%
Q4 2013	114 Days	-11.6%



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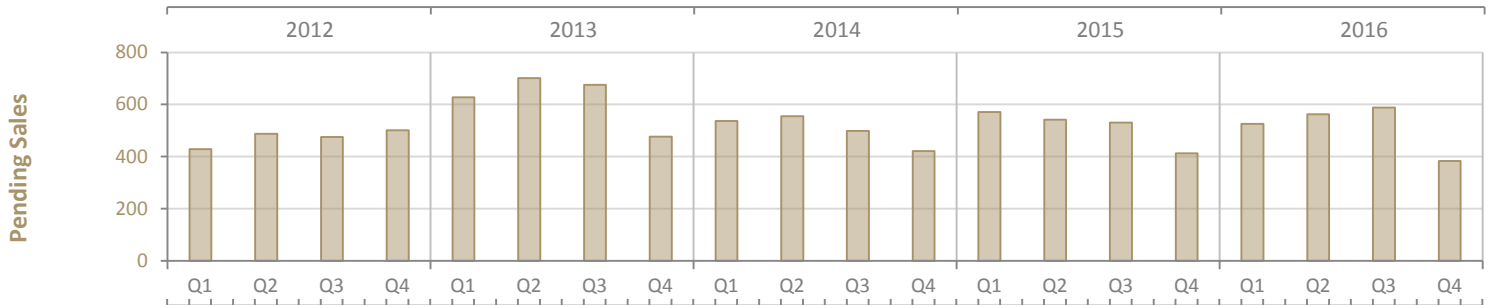
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## New Pending Sales

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
<b>Q4 2016</b>	<b>383</b>	<b>-7.3%</b>
Q3 2016	588	10.9%
Q2 2016	563	4.1%
Q1 2016	526	-7.9%
Q4 2015	413	-1.9%
Q3 2015	530	6.2%
Q2 2015	541	-2.5%
Q1 2015	571	6.3%
Q4 2014	421	-11.6%
Q3 2014	499	-26.1%
Q2 2014	555	-20.8%
Q1 2014	537	-14.4%
Q4 2013	476	-5.0%

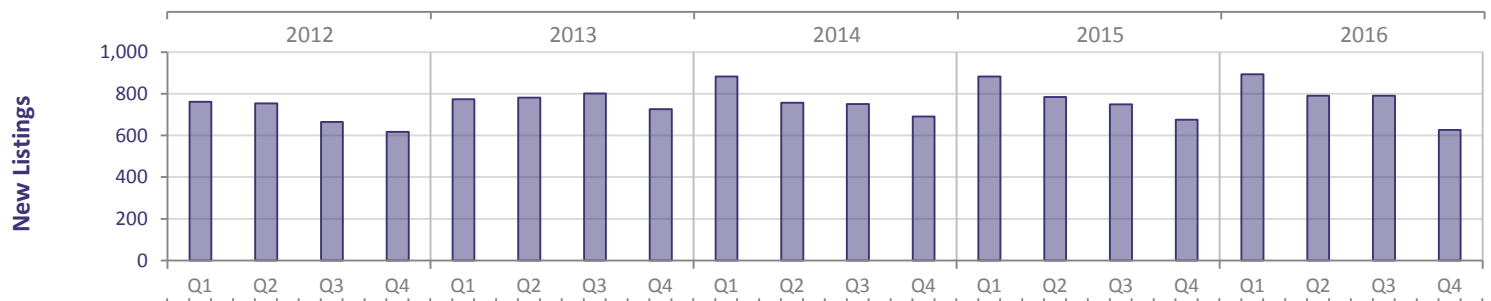


## New Listings

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
<b>Q4 2016</b>	<b>626</b>	<b>-7.4%</b>
Q3 2016	791	5.6%
Q2 2016	790	0.6%
Q1 2016	894	1.4%
Q4 2015	676	-2.0%
Q3 2015	749	-0.1%
Q2 2015	785	3.7%
Q1 2015	882	-0.1%
Q4 2014	690	-5.0%
Q3 2014	750	-6.4%
Q2 2014	757	-3.1%
Q1 2014	883	14.2%
Q4 2013	726	17.7%





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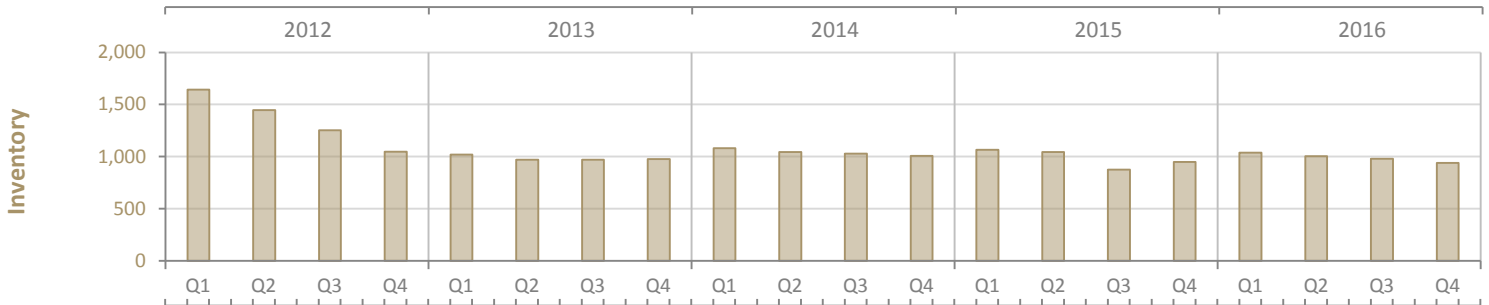
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## Inventory (Active Listings)

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
<b>Q4 2016</b>	<b>940</b>	<b>-0.9%</b>
Q3 2016	979	11.9%
Q2 2016	1,003	-4.0%
Q1 2016	1,037	-2.6%
Q4 2015	949	-5.7%
Q3 2015	875	-14.8%
Q2 2015	1,045	0.1%
Q1 2015	1,065	-1.5%
Q4 2014	1,006	3.1%
Q3 2014	1,027	5.9%
Q2 2014	1,044	7.6%
Q1 2014	1,081	6.1%
Q4 2013	976	-6.9%

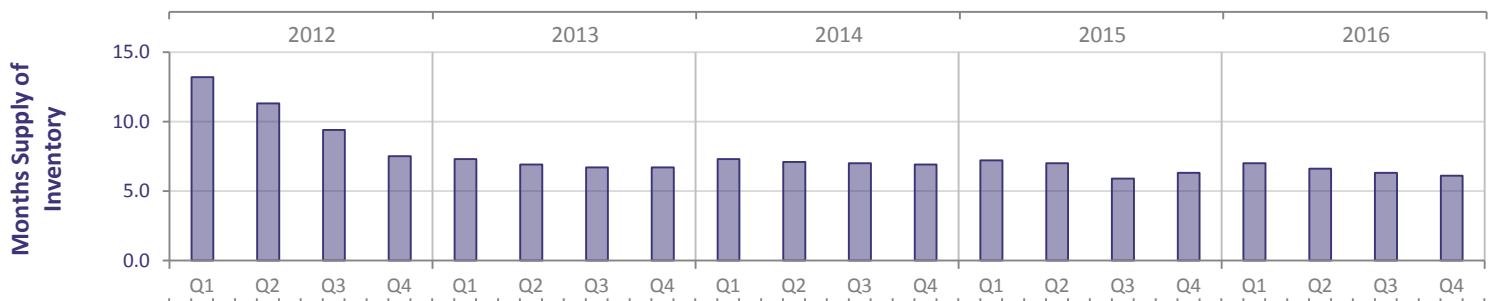


## Months Supply of Inventory

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
<b>Q4 2016</b>	<b>6.1</b>	<b>-3.2%</b>
Q3 2016	6.3	6.8%
Q2 2016	6.6	-5.7%
Q1 2016	7.0	-2.8%
Q4 2015	6.3	-8.7%
Q3 2015	5.9	-15.7%
Q2 2015	7.0	-1.4%
Q1 2015	7.2	-1.4%
Q4 2014	6.9	3.0%
Q3 2014	7.0	4.5%
Q2 2014	7.1	2.9%
Q1 2014	7.3	0.0%
Q4 2013	6.7	-10.7%



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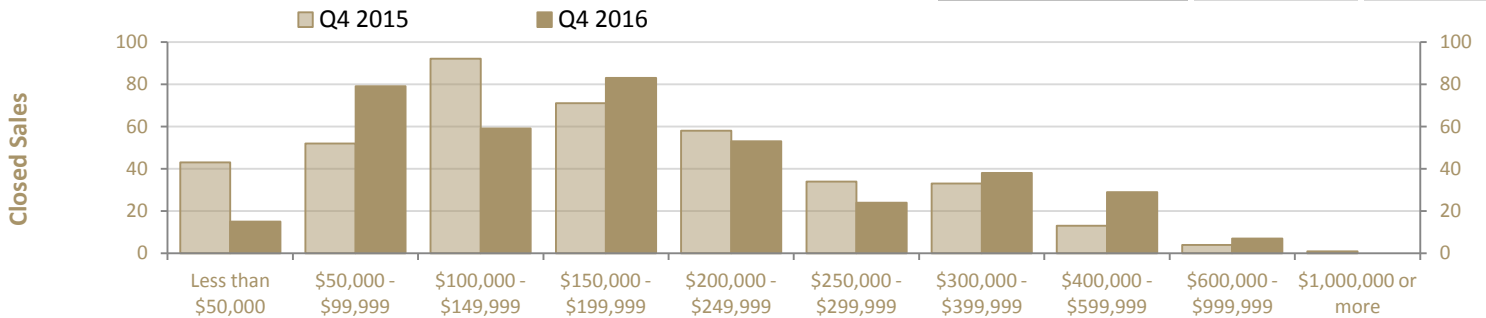
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## Closed Sales by Sale Price

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	15	-65.1%
\$50,000 - \$99,999	79	51.9%
\$100,000 - \$149,999	59	-35.9%
\$150,000 - \$199,999	83	16.9%
\$200,000 - \$249,999	53	-8.6%
\$250,000 - \$299,999	24	-29.4%
\$300,000 - \$399,999	38	15.2%
\$400,000 - \$599,999	29	123.1%
\$600,000 - \$999,999	7	75.0%
\$1,000,000 or more	0	-100.0%

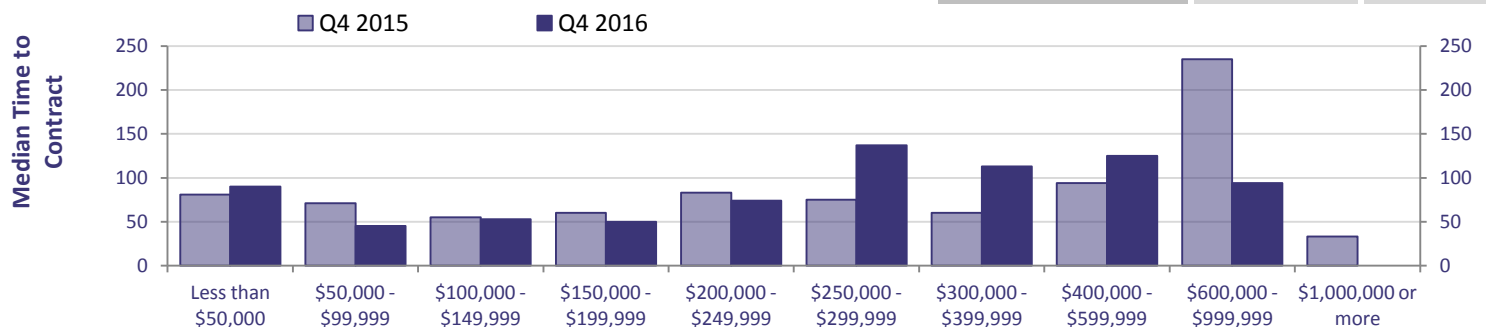


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the 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	90 Days	11.1%
\$50,000 - \$99,999	45 Days	-36.6%
\$100,000 - \$149,999	53 Days	-3.6%
\$150,000 - \$199,999	50 Days	-16.7%
\$200,000 - \$249,999	74 Days	-10.8%
\$250,000 - \$299,999	137 Days	82.7%
\$300,000 - \$399,999	113 Days	88.3%
\$400,000 - \$599,999	125 Days	33.0%
\$600,000 - \$999,999	94 Days	-60.0%
\$1,000,000 or more	(No Sales)	N/A





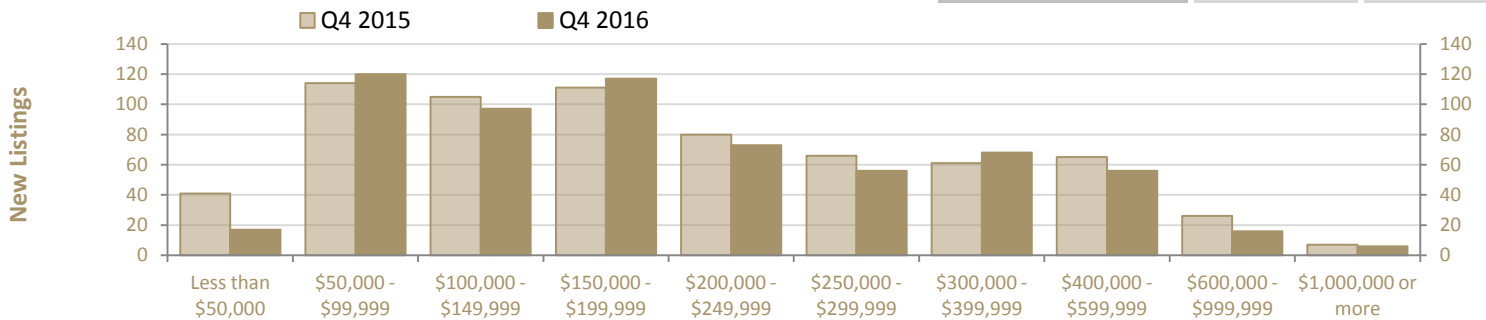
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## New Listings by Initial Listing Price

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	17	-58.5%
\$50,000 - \$99,999	120	5.3%
\$100,000 - \$149,999	97	-7.6%
\$150,000 - \$199,999	117	5.4%
\$200,000 - \$249,999	73	-8.8%
\$250,000 - \$299,999	56	-15.2%
\$300,000 - \$399,999	68	11.5%
\$400,000 - \$599,999	56	-13.8%
\$600,000 - \$999,999	16	-38.5%
\$1,000,000 or more	6	-14.3%

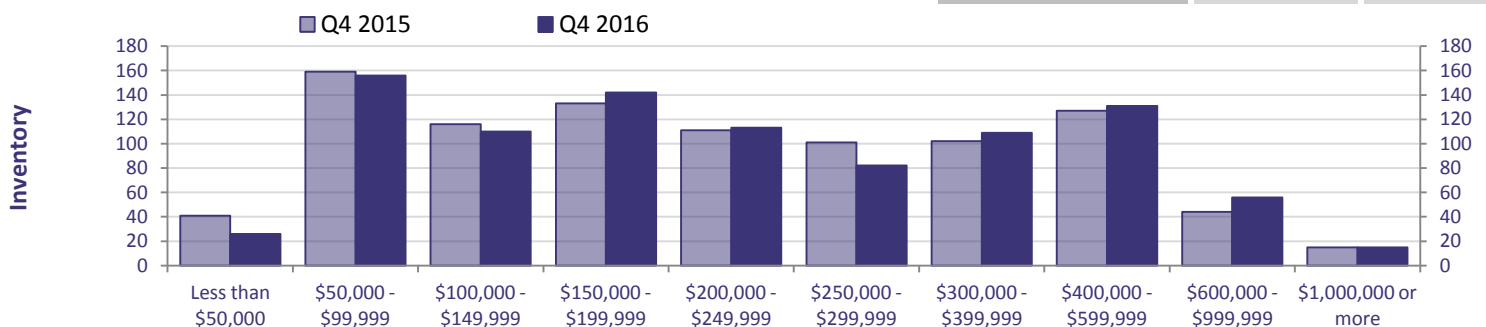


## Inventory by Current Listing Price

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	26	-36.6%
\$50,000 - \$99,999	156	-1.9%
\$100,000 - \$149,999	110	-5.2%
\$150,000 - \$199,999	142	6.8%
\$200,000 - \$249,999	113	1.8%
\$250,000 - \$299,999	82	-18.8%
\$300,000 - \$399,999	109	6.9%
\$400,000 - \$599,999	131	3.1%
\$600,000 - \$999,999	56	27.3%
\$1,000,000 or more	15	0.0%



# Quarterly Distressed Market - Q4 2016

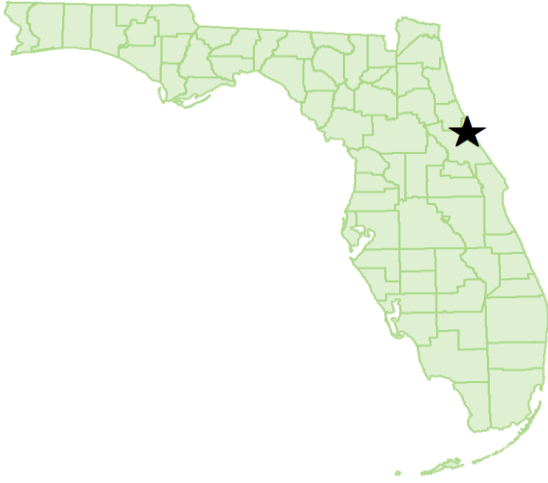
## Townhouses and Condos

### Daytona Beach Area Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



Daytona Beach Area  
ASSOCIATION OF REALTORS®



		Q4 2016	Q4 2015	Percent Change Year-over-Year
Traditional	Closed Sales	365	349	4.6%
	Median Sale Price	\$173,000	\$165,900	4.3%
Foreclosure/REO	Closed Sales	19	51	-62.7%
	Median Sale Price	\$114,000	\$126,500	-9.9%
Short Sale	Closed Sales	3	1	200.0%
	Median Sale Price	\$230,000	\$110,000	109.1%

