Quarterly Market Summary - Q2 2017 Single Family Homes Martin County





| | Q2 2017 | Q2 2016 | Percent Change Year-over-Year |
|--|-----------------|-----------------|----------------------------------|
| Closed Sales | 764 | 726 | 5.2% |
| Paid in Cash | 291 | 252 | 15.5% |
| Median Sale Price | \$350,000 | \$330,000 | 6.1% |
| Average Sale Price | \$485,901 | \$446,543 | 8.8% |
| Dollar Volume | \$371.2 Million | \$324.2 Million | 14.5% |
| Med. Pct. of Orig. List Price Received | 94.7% | 95.1% | -0.4% |
| Median Time to Contract | 50 Days | 46 Days | 8.7% |
| Median Time to Sale | 94 Days | 96 Days | -2.1% |
| New Pending Sales | 783 | 769 | 1.8% |
| New Listings | 884 | 805 | 9.8% |
| Pending Inventory | 380 | 408 | -6.9% |
| Inventory (Active Listings) | 1,028 | 958 | 7.3% |
| Months Supply of Inventory | 5.1 | 4.7 | 8.5% |



Quarterly Distressed Market - Q2 2017 Single Family Homes Martin County





| | | Q2 2017 | Q2 2016 | Percent Change Year-over-Year |
|-----------------|-------------------|-----------|-----------|----------------------------------|
| Traditional | Closed Sales | 747 | 676 | 10.5% |
| | Median Sale Price | \$350,000 | \$337,900 | 3.6% |
| Foreclosure/REO | Closed Sales | 13 | 40 | -67.5% |
| | Median Sale Price | \$235,100 | \$185,000 | 27.1% |
| Short Sale | Closed Sales | 4 | 10 | -60.0% |
| | Median Sale Price | \$325,000 | \$235,000 | 38.3% |



Quarterly Market Summary - Q2 2017 Townhouses and Condos Martin County





Median Sale Price

Inventory

| | Q2 2017 | Q2 2016 | Percent Change Year-over-Year |
|--|----------------|----------------|----------------------------------|
| Closed Sales | 348 | 367 | -5.2% |
| Paid in Cash | 208 | 227 | -8.4% |
| Median Sale Price | \$140,000 | \$140,000 | 0.0% |
| Average Sale Price | \$179,083 | \$175,882 | 1.8% |
| Dollar Volume | \$62.3 Million | \$64.5 Million | -3.5% |
| Med. Pct. of Orig. List Price Received | 93.9% | 93.9% | 0.0% |
| Median Time to Contract | 45 Days | 44 Days | 2.3% |
| Median Time to Sale | 89 Days | 91 Days | -2.2% |
| New Pending Sales | 319 | 336 | -5.1% |
| New Listings | 362 | 388 | -6.7% |
| Pending Inventory | 157 | 160 | -1.9% |
| Inventory (Active Listings) | 396 | 380 | 4.2% |
| Months Supply of Inventory | 4.3 | 3.9 | 10.3% |



Quarterly Distressed Market - Q2 2017 Townhouses and Condos Martin County





| | | Q2 2017 | Q2 2016 | Percent Change Year-over-Year |
|-----------------|-------------------|-----------|-----------|----------------------------------|
| Traditional | Closed Sales | 341 | 351 | -2.8% |
| | Median Sale Price | \$143,000 | \$141,500 | 1.1% |
| Foreclosure/REO | Closed Sales | 6 | 11 | -45.5% |
| | Median Sale Price | \$74,000 | \$84,000 | -11.9% |
| Short Sale | Closed Sales | 1 | 5 | -80.0% |
| | Median Sale Price | \$57,500 | \$95,000 | -39.5% |

