

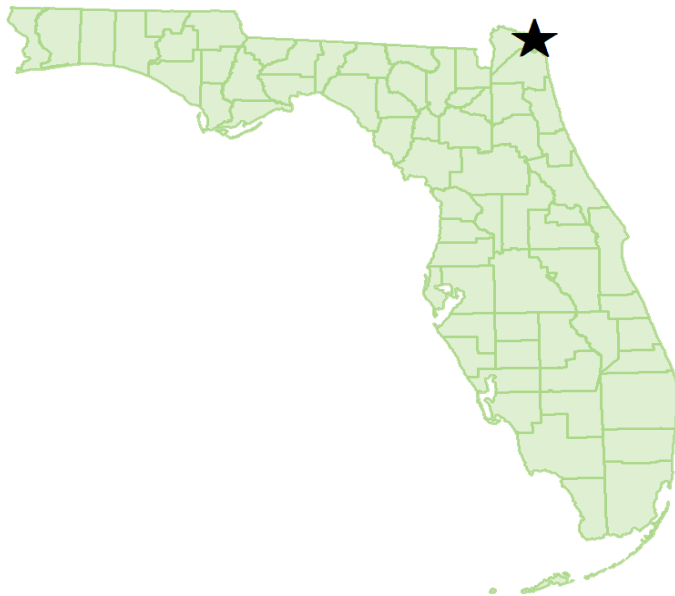
# Monthly Market Detail - September 2015

## Condominiums

### Amelia Island - Nassau County Association of REALTORS®



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



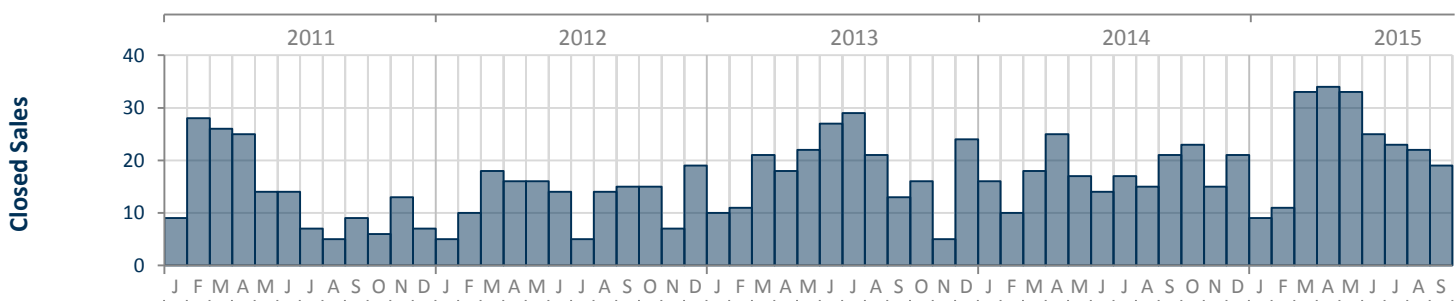
Summary Statistics	September 2015	September 2014	Percent Change Year-over-Year
Closed Sales	19	21	-9.5%
Paid in Cash	7	15	-53.3%
New Pending Sales	14	18	-22.2%
New Listings	35	19	84.2%
Median Sale Price	\$270,000	\$270,000	0.0%
Average Sale Price	\$271,089	\$355,238	-23.7%
Median Days on Market	60	81	-25.9%
Average Percent of Original List Price Received	96.2%	93.6%	2.8%
Pending Inventory	32	51	-37.3%
Inventory (Active Listings)	160	220	-27.3%
Months Supply of Inventory	7.2	13.3	-46.3%

## 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 using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Month	Closed Sales	Percent Change Year-over-Year
<b>September 2015</b>	<b>19</b>	<b>-9.5%</b>
August 2015	22	46.7%
July 2015	23	35.3%
June 2015	25	78.6%
May 2015	33	94.1%
April 2015	34	36.0%
March 2015	33	83.3%
February 2015	11	10.0%
January 2015	9	-43.8%
December 2014	21	-12.5%
November 2014	15	200.0%
October 2014	23	43.8%
September 2014	21	61.5%



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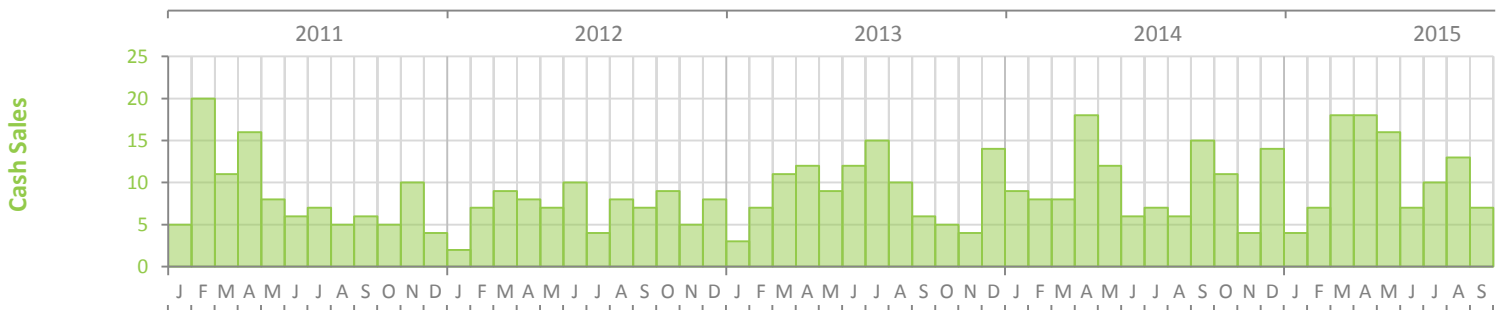
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## Cash Sales

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
<b>September 2015</b>	<b>7</b>	<b>-53.3%</b>
August 2015	13	116.7%
July 2015	10	42.9%
June 2015	7	16.7%
May 2015	16	33.3%
April 2015	18	0.0%
March 2015	18	125.0%
February 2015	7	-12.5%
January 2015	4	-55.6%
December 2014	14	0.0%
November 2014	4	0.0%
October 2014	11	120.0%
September 2014	15	150.0%

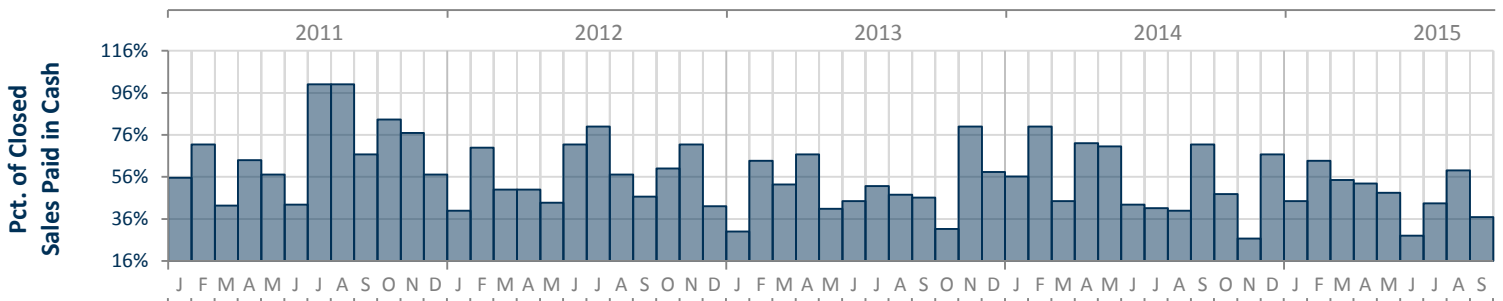


## Cash Sales as a Percentage of Closed Sales

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
<b>September 2015</b>	<b>36.8%</b>	<b>-48.4%</b>
August 2015	59.1%	47.7%
July 2015	43.5%	5.6%
June 2015	28.0%	-34.7%
May 2015	48.5%	-31.3%
April 2015	52.9%	-26.5%
March 2015	54.5%	22.7%
February 2015	63.6%	-20.5%
January 2015	44.4%	-21.0%
December 2014	66.7%	14.3%
November 2014	26.7%	-66.7%
October 2014	47.8%	53.0%
September 2014	71.4%	54.8%



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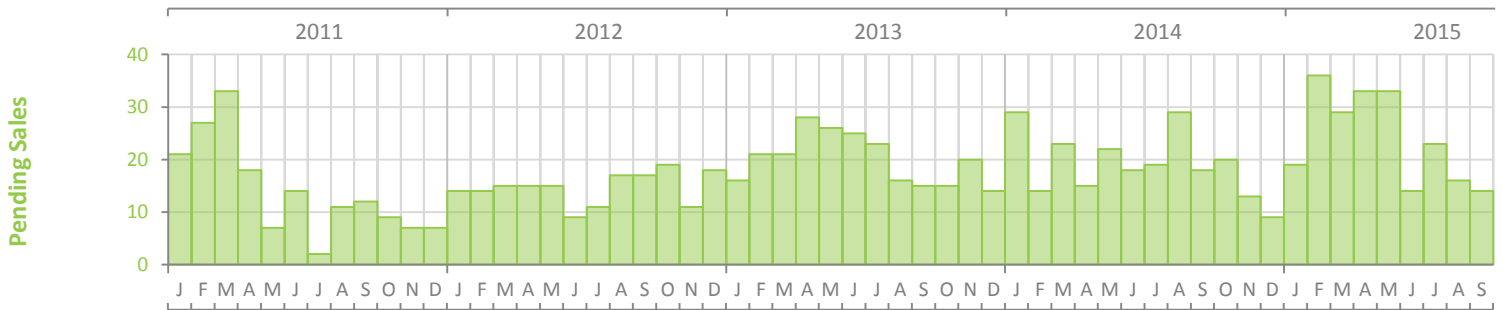
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## New Pending Sales

The number of property listings that went from "Active" to "Pending" status 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
<b>September 2015</b>	<b>14</b>	<b>-22.2%</b>
August 2015	16	-44.8%
July 2015	23	21.1%
June 2015	14	-22.2%
May 2015	33	50.0%
April 2015	33	120.0%
March 2015	29	26.1%
February 2015	36	157.1%
January 2015	19	-34.5%
December 2014	9	-35.7%
November 2014	13	-35.0%
October 2014	20	33.3%
September 2014	18	20.0%

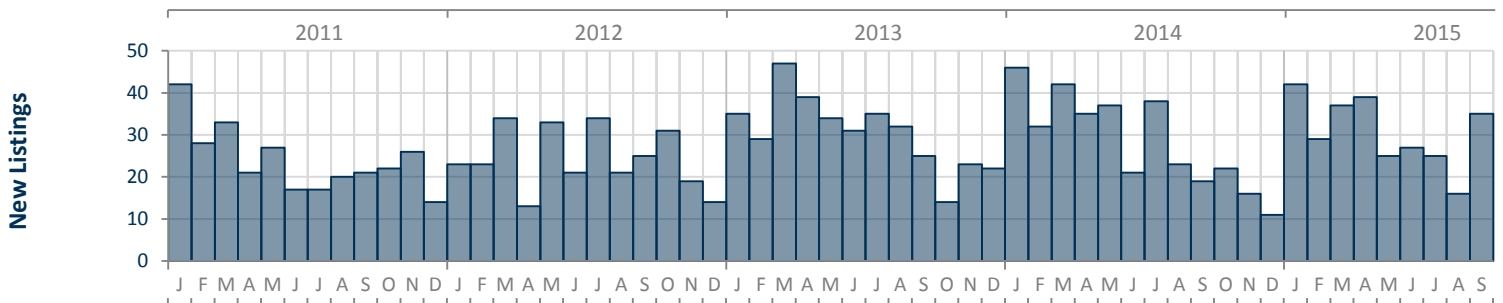


## New Listings

The number of properties put onto the market during the month

**Economists' note:** In a recovering market, we expect that new listings will eventually rise as sellers raise their estimations of value. But this increase will take place only after the market has turned up, so New Listings are a *lagging* indicator of the health of the market. Also be aware of properties which have been withdrawn from the market and then relisted. These are not really New Listings.

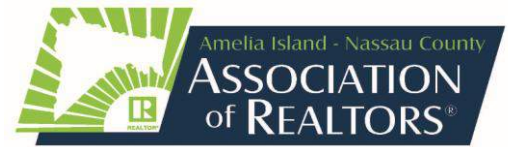
Month	New Listings	Percent Change Year-over-Year
<b>September 2015</b>	<b>35</b>	<b>84.2%</b>
August 2015	16	-30.4%
July 2015	25	-34.2%
June 2015	27	28.6%
May 2015	25	-32.4%
April 2015	39	11.4%
March 2015	37	-11.9%
February 2015	29	-9.4%
January 2015	42	-8.7%
December 2014	11	-50.0%
November 2014	16	-30.4%
October 2014	22	57.1%
September 2014	19	-24.0%



# Monthly Market Detail - September 2015

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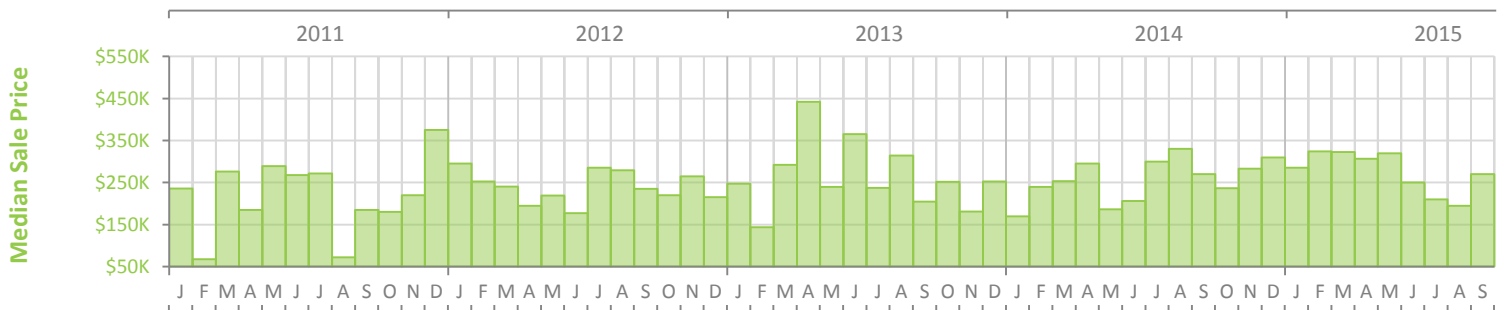
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## Median Sale Price

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.

Month	Median Sale Price	Percent Change Year-over-Year
<b>September 2015</b>	<b>\$270,000</b>	<b>0.0%</b>
August 2015	\$195,000	-40.9%
July 2015	\$210,000	-30.0%
June 2015	\$250,000	21.2%
May 2015	\$320,000	71.6%
April 2015	\$307,000	4.1%
March 2015	\$323,000	27.4%
February 2015	\$324,000	35.0%
January 2015	\$285,000	67.6%
December 2014	\$310,000	22.8%
November 2014	\$283,376	56.6%
October 2014	\$236,500	-6.2%
September 2014	\$270,000	31.7%

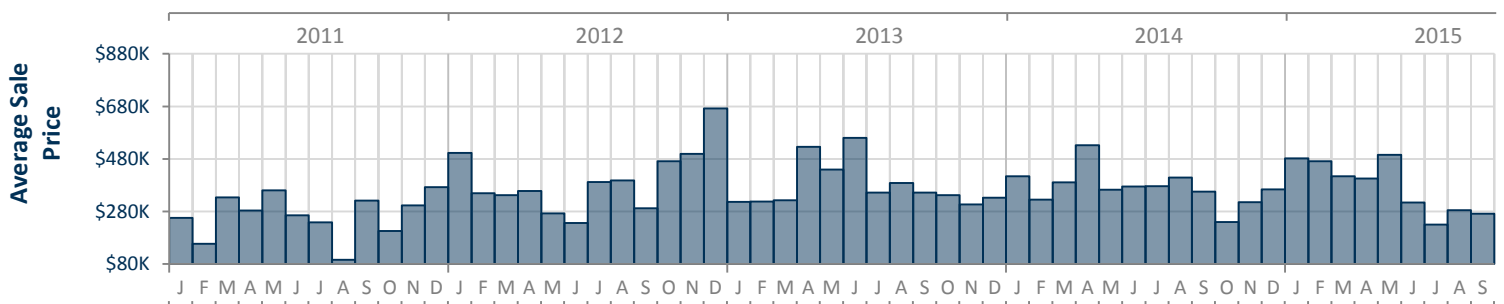


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** As noted above, 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
<b>September 2015</b>	<b>\$271,089</b>	<b>-23.7%</b>
August 2015	\$285,320	-30.3%
July 2015	\$230,343	-38.7%
June 2015	\$313,830	-16.4%
May 2015	\$495,556	36.4%
April 2015	\$405,654	-23.8%
March 2015	\$413,714	6.0%
February 2015	\$471,136	44.8%
January 2015	\$482,278	16.6%
December 2014	\$363,929	9.5%
November 2014	\$315,205	2.9%
October 2014	\$240,352	-29.9%
September 2014	\$355,238	0.9%



# Monthly Market Detail - September 2015

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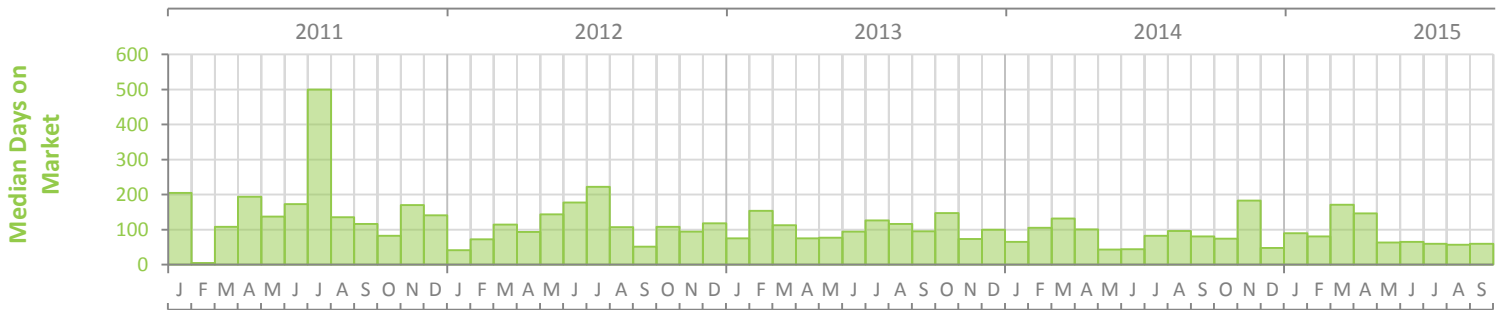
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## Median Days on Market

The median number of days that properties sold during the month were on the market

**Economists' note:** Median Days on Market 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. We use the median rather than the average because the median is not particularly sensitive to sales of homes that took an unusually large amount of time to sell relative to the vast majority of homes in the market.

Month	Median Days on Market	Percent Change Year-over-Year
<b>September 2015</b>	<b>60</b>	<b>-25.9%</b>
August 2015	57	-40.6%
July 2015	60	-26.8%
June 2015	65	47.7%
May 2015	63	46.5%
April 2015	146	44.6%
March 2015	171	29.5%
February 2015	81	-22.9%
January 2015	90	38.5%
December 2014	48	-52.0%
November 2014	183	150.7%
October 2014	74	-49.7%
September 2014	81	-14.7%

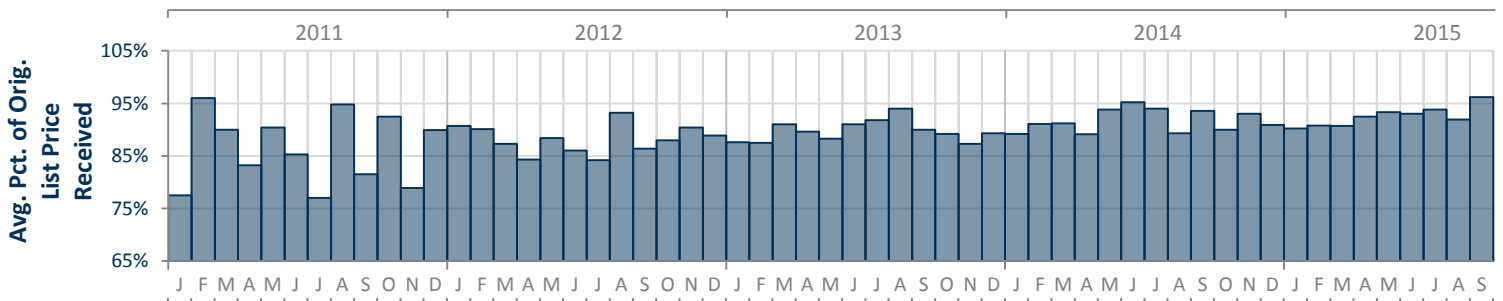


## Average Percent of Original List Price Received

The average of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Average Percent of Original List Price Received is an indicator of market conditions, in that in a recovering market, the measure 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 that has shifted from down to up, and is another *lagging* indicator.

Month	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
<b>September 2015</b>	<b>96.2%</b>	<b>2.8%</b>
August 2015	91.9%	2.9%
July 2015	93.8%	-0.2%
June 2015	93.0%	-2.3%
May 2015	93.3%	-0.5%
April 2015	92.5%	3.8%
March 2015	90.7%	-0.5%
February 2015	90.8%	-0.3%
January 2015	90.2%	1.1%
December 2014	90.9%	1.8%
November 2014	93.0%	6.5%
October 2014	90.0%	0.9%
September 2014	93.6%	4.0%



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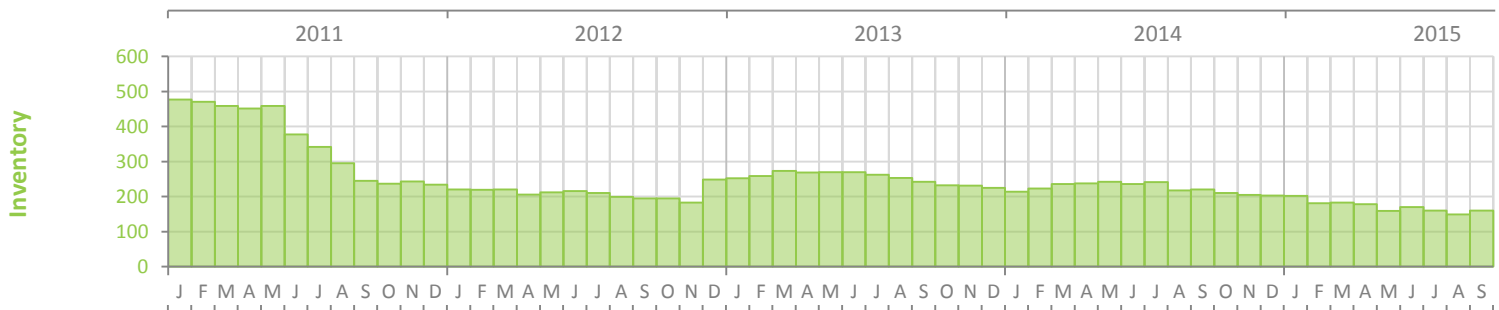
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## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to calculate Inventory, so these numbers may not match up to others you see in your market. We calculate Inventory by counting 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.

Month	Inventory	Percent Change Year-over-Year
<b>September 2015</b>	<b>160</b>	<b>-27.3%</b>
August 2015	149	-31.7%
July 2015	160	-33.6%
June 2015	170	-28.0%
May 2015	159	-34.3%
April 2015	178	-25.2%
March 2015	183	-22.5%
February 2015	181	-18.8%
January 2015	202	-5.6%
December 2014	203	-9.8%
November 2014	205	-11.3%
October 2014	210	-9.5%
September 2014	220	-9.1%

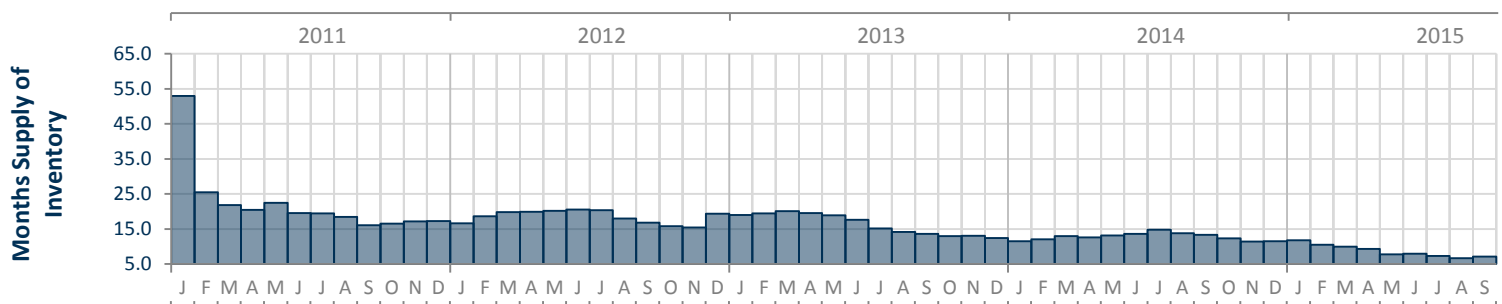


## Months Supply of Inventory

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

**Economists' note:** This is an indicator of the state of the market, whether it is a buyers' market or a sellers' market. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 Months of Inventory. Higher numbers indicate a buyers' market, lower numbers a sellers' market.

Month	Months Supply	Percent Change Year-over-Year
<b>September 2015</b>	<b>7.2</b>	<b>-46.3%</b>
August 2015	6.6	-51.9%
July 2015	7.3	-50.5%
June 2015	7.9	-41.7%
May 2015	7.8	-41.0%
April 2015	9.3	-26.5%
March 2015	9.9	-23.2%
February 2015	10.5	-12.5%
January 2015	11.8	2.7%
December 2014	11.5	-7.6%
November 2014	11.4	-12.5%
October 2014	12.3	-5.5%
September 2014	13.3	-2.2%





# Monthly Market Detail - September 2015

## Condominiums

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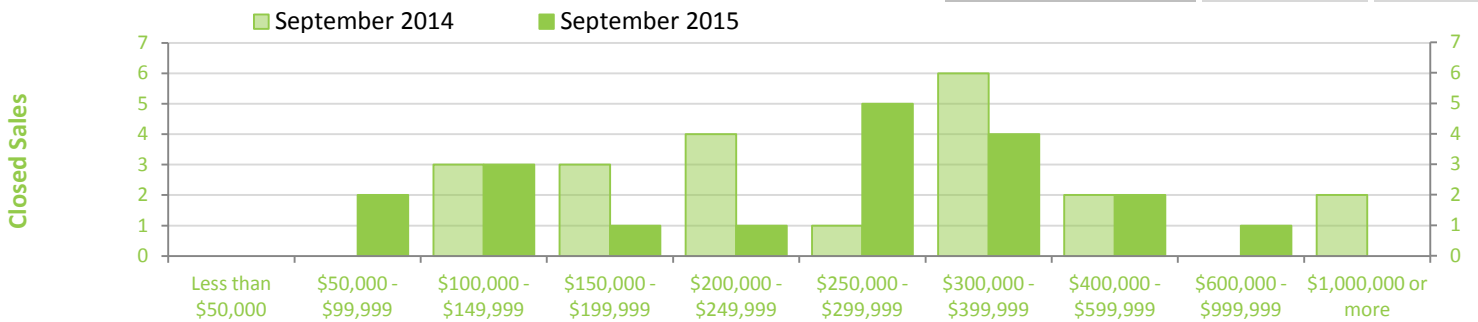
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#### Closed Sales by Sale Price

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 using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	N/A
\$100,000 - \$149,999	3	0.0%
\$150,000 - \$199,999	1	-66.7%
\$200,000 - \$249,999	1	-75.0%
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	4	-33.3%
\$400,000 - \$599,999	2	0.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	-100.0%

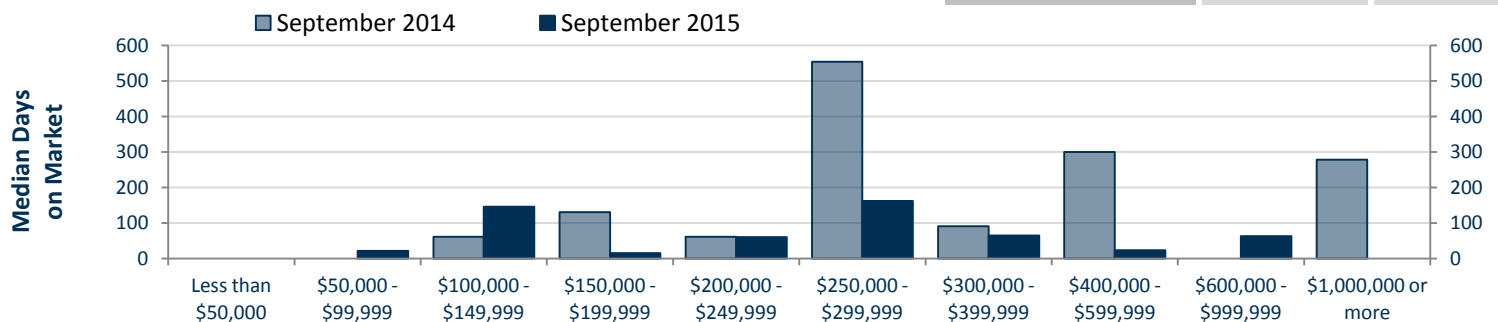


#### Median Days on Market by Sale Price

The median number of days that properties sold during the month were on the market

**Economists' note:** Median Days on Market 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. We use the median rather than the average because the median is not particularly sensitive to sales of homes that took an unusually large amount of time to sell relative to the vast majority of homes in the market.

Sale Price	Median Days on Market	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	21	N/A
\$100,000 - \$149,999	146	139.3%
\$150,000 - \$199,999	15	-88.5%
\$200,000 - \$249,999	60	-1.6%
\$250,000 - \$299,999	162	-70.8%
\$300,000 - \$399,999	65	-28.6%
\$400,000 - \$599,999	23	-92.3%
\$600,000 - \$999,999	63	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - September 2015

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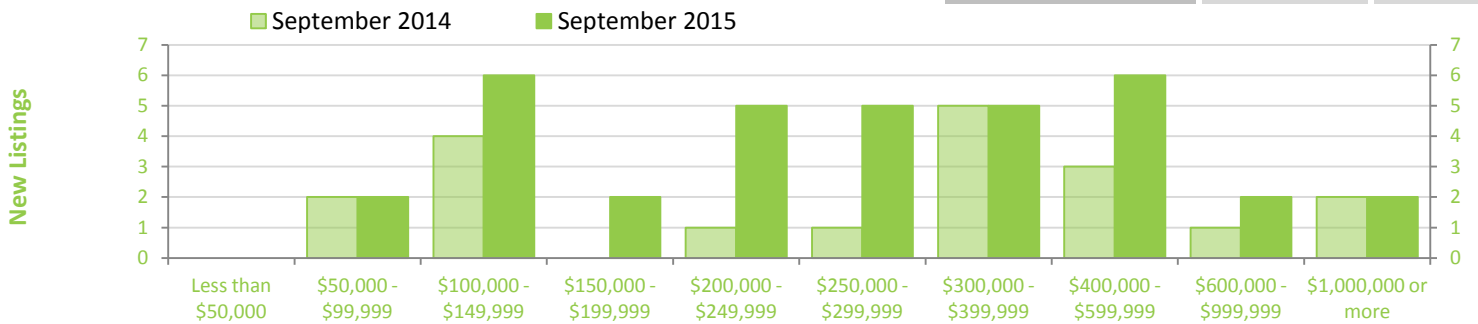
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#### New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** In a recovering market, we expect that new listings will eventually rise as sellers raise their estimations of value. But this increase will take place only after the market has turned up, so New Listings are a lagging indicator of the health of the market. Also be aware of properties which have been withdrawn from the market and then relisted. These are not really New Listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	6	50.0%
\$150,000 - \$199,999	2	N/A
\$200,000 - \$249,999	5	400.0%
\$250,000 - \$299,999	5	400.0%
\$300,000 - \$399,999	5	0.0%
\$400,000 - \$599,999	6	100.0%
\$600,000 - \$999,999	2	100.0%
\$1,000,000 or more	2	0.0%

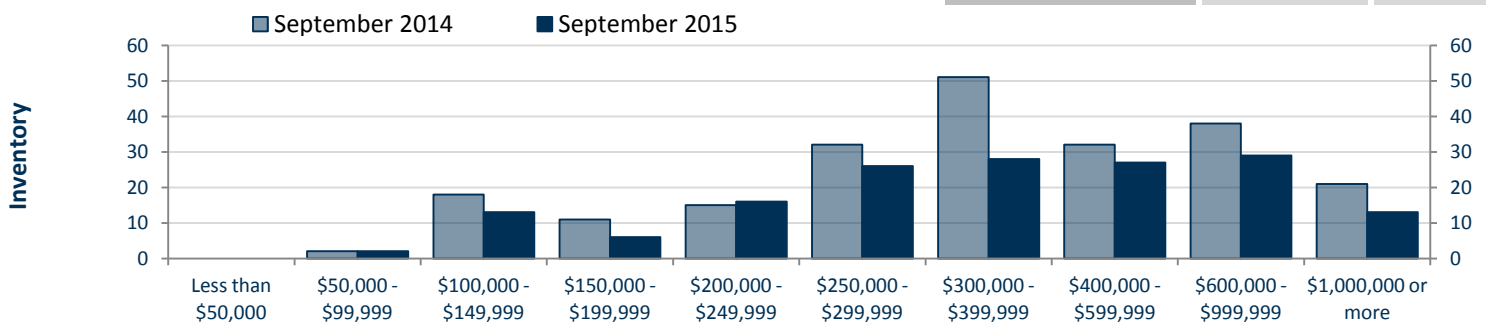


#### Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to calculate Inventory, so these numbers may not match up to others you see in your market. We calculate Inventory by counting 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.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	0.0%
\$100,000 - \$149,999	13	-27.8%
\$150,000 - \$199,999	6	-45.5%
\$200,000 - \$249,999	16	6.7%
\$250,000 - \$299,999	26	-18.8%
\$300,000 - \$399,999	28	-45.1%
\$400,000 - \$599,999	27	-15.6%
\$600,000 - \$999,999	29	-23.7%
\$1,000,000 or more	13	-38.1%





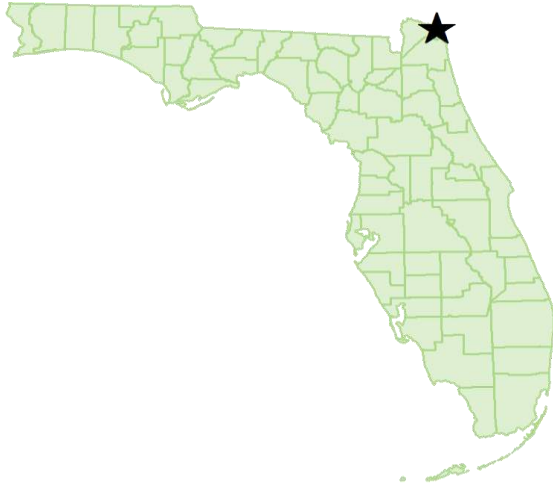
# Monthly Distressed Market - September 2015

## Condominiums

### Amelia Island - Nassau County Association of REALTORS®



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		September 2015	September 2014	Percent Change Year-over-Year
Traditional	Closed Sales	18	17	5.9%
	Median Sale Price	\$274,000	\$310,000	-11.6%
Foreclosure/REO	Closed Sales	0	3	-100.0%
	Median Sale Price	(No Sales)	\$205,000	N/A
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$74,900	\$450,000	-83.4%

