

Monthly Market Detail - Q4 2015

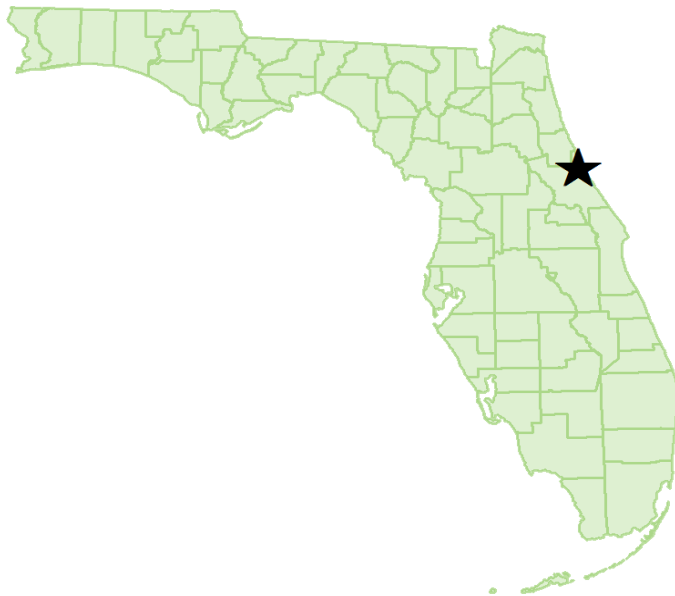
Townhouses and Condos

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®



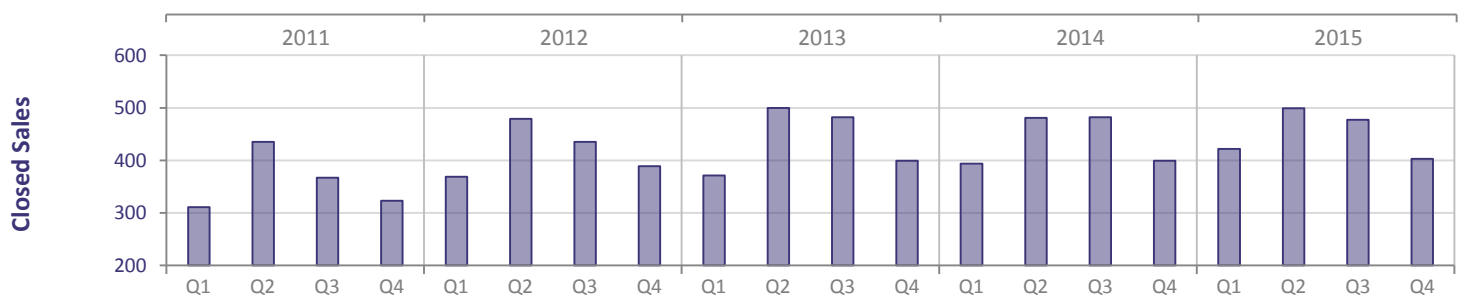
Summary Statistics	Q4 2015	Q4 2014	Percent Change Year-over-Year
Closed Sales	403	399	1.0%
Paid in Cash	251	244	2.9%
New Pending Sales	376	422	-10.9%
New Listings	676	687	-1.6%
Median Sale Price	\$159,000	\$144,000	10.4%
Average Sale Price	\$183,787	\$173,563	5.9%
Median Days on Market	57	74	-23.0%
Average Percent of Original List Price Received	91.6%	90.7%	1.0%
Pending Inventory	177	179	-1.1%
Inventory (Active Listings)	965	1,006	-4.1%
Months Supply of Inventory	6.4	6.9	-6.5%

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.

Quarter	Closed Sales	Percent Change Year-over-Year
Q4 2015	403	1.0%
Q3 2015	477	-1.0%
Q2 2015	499	3.7%
Q1 2015	422	7.1%
Q4 2014	399	0.0%
Q3 2014	482	0.0%
Q2 2014	481	-3.8%
Q1 2014	394	6.2%
Q4 2013	399	2.6%
Q3 2013	482	10.8%
Q2 2013	500	4.4%
Q1 2013	371	0.5%
Q4 2012	389	20.4%



Monthly Market Detail - Q4 2015

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.



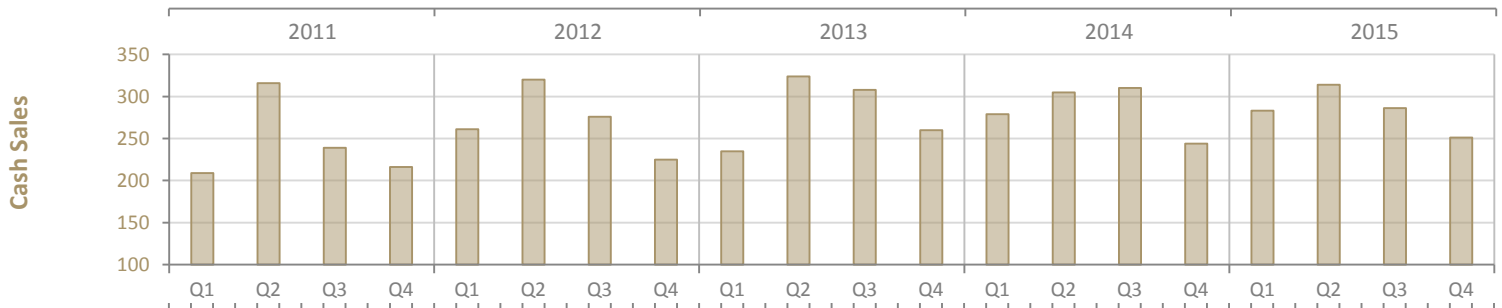
Daytona Beach Area
ASSOCIATION OF REALTORS®

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.

Quarter	Cash Sales	Percent Change Year-over-Year
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%
Q3 2013	308	11.6%
Q2 2013	324	1.3%
Q1 2013	235	-10.0%
Q4 2012	225	4.2%

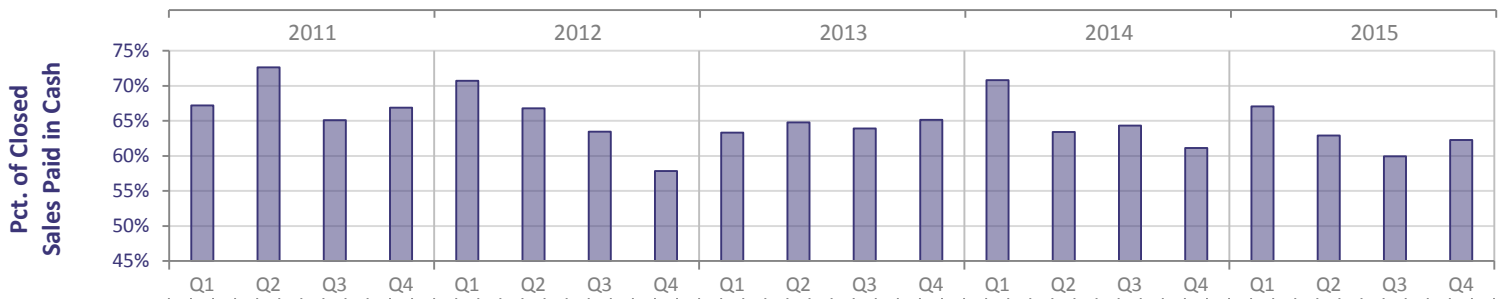


Cash Sales as a Percentage of Closed Sales

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.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Q4 2015	62.3%	1.8%
Q3 2015	60.0%	-6.8%
Q2 2015	62.9%	-0.8%
Q1 2015	67.1%	-5.3%
Q4 2014	61.2%	-6.2%
Q3 2014	64.3%	0.6%
Q2 2014	63.4%	-2.1%
Q1 2014	70.8%	11.8%
Q4 2013	65.2%	12.7%
Q3 2013	63.9%	0.7%
Q2 2013	64.8%	-3.0%
Q1 2013	63.3%	-10.4%
Q4 2012	57.8%	-13.5%



Monthly Market Detail - Q4 2015

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.



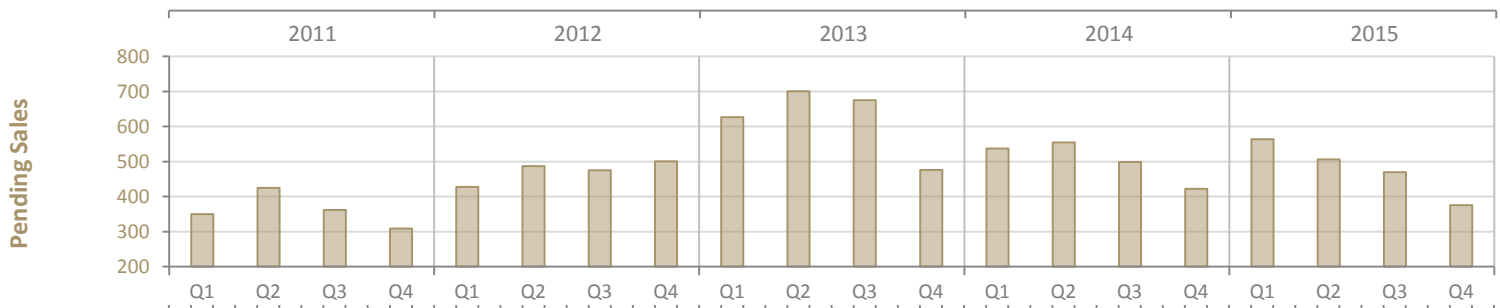
Daytona Beach Area
ASSOCIATION OF REALTORS®

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.

Quarter	New Pending Sales	Percent Change Year-over-Year
Q4 2015	376	-10.9%
Q3 2015	470	-5.8%
Q2 2015	506	-8.8%
Q1 2015	564	5.0%
Q4 2014	422	-11.3%
Q3 2014	499	-26.1%
Q2 2014	555	-20.8%
Q1 2014	537	-14.4%
Q4 2013	476	-5.0%
Q3 2013	675	42.1%
Q2 2013	701	43.9%
Q1 2013	627	46.5%
Q4 2012	501	62.1%

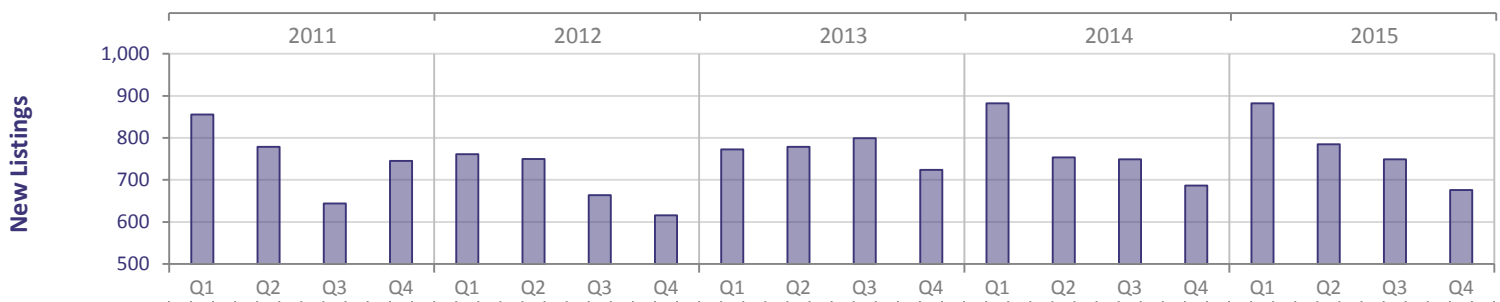


New Listings

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.

Quarter	New Listings	Percent Change Year-over-Year
Q4 2015	676	-1.6%
Q3 2015	749	0.0%
Q2 2015	785	4.1%
Q1 2015	882	0.0%
Q4 2014	687	-5.1%
Q3 2014	749	-6.3%
Q2 2014	754	-3.2%
Q1 2014	882	14.1%
Q4 2013	724	17.5%
Q3 2013	799	20.3%
Q2 2013	779	3.9%
Q1 2013	773	1.6%
Q4 2012	616	-17.3%



Monthly Market Detail - Q4 2015

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.



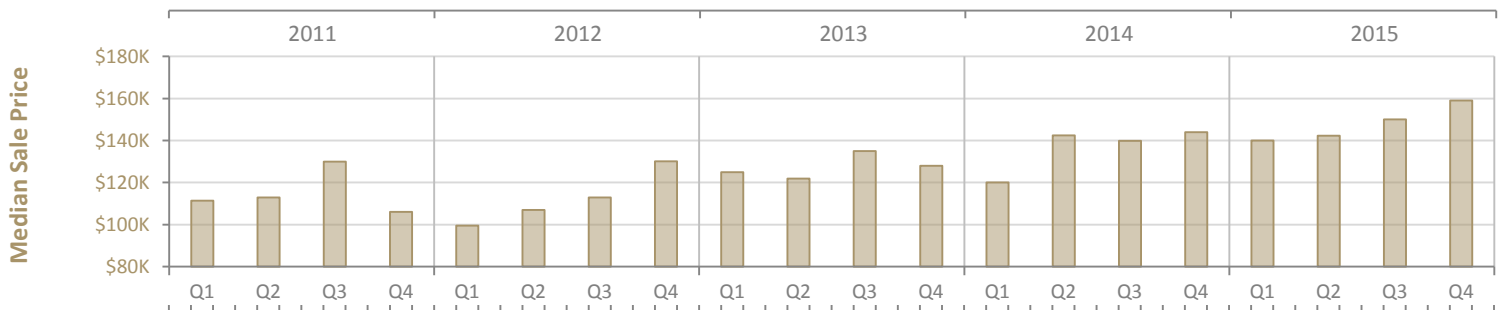
Daytona Beach Area
ASSOCIATION OF REALTORS®

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.

Quarter	Median Sale Price	Percent Change Year-over-Year
Q4 2015	\$159,000	10.4%
Q3 2015	\$150,000	7.2%
Q2 2015	\$142,250	-0.2%
Q1 2015	\$140,000	16.7%
Q4 2014	\$144,000	12.5%
Q3 2014	\$139,900	3.6%
Q2 2014	\$142,500	16.9%
Q1 2014	\$120,000	-4.0%
Q4 2013	\$128,000	-1.6%
Q3 2013	\$135,000	19.6%
Q2 2013	\$121,900	13.9%
Q1 2013	\$125,000	25.6%
Q4 2012	\$130,101	22.7%

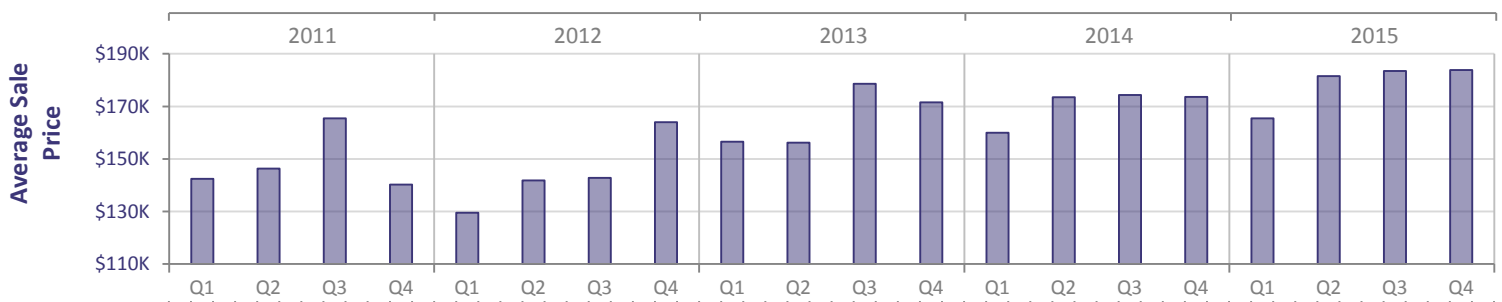


Average Sale Price

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.

Quarter	Average Sale Price	Percent Change Year-over-Year
Q4 2015	\$183,787	5.9%
Q3 2015	\$183,493	5.3%
Q2 2015	\$181,551	4.7%
Q1 2015	\$165,467	3.4%
Q4 2014	\$173,563	1.2%
Q3 2014	\$174,327	-2.4%
Q2 2014	\$173,463	11.0%
Q1 2014	\$160,001	2.2%
Q4 2013	\$171,495	4.6%
Q3 2013	\$178,547	25.1%
Q2 2013	\$156,204	10.2%
Q1 2013	\$156,543	20.9%
Q4 2012	\$163,955	16.9%



Monthly Market Detail - Q4 2015

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.



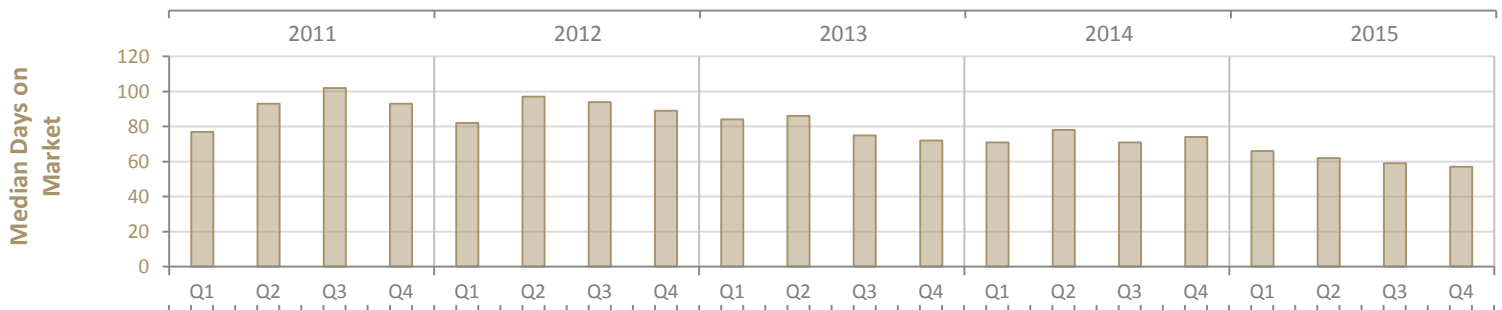
Daytona Beach Area
ASSOCIATION OF REALTORS®

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.

Quarter	Median Days on Market	Percent Change Year-over-Year
Q4 2015	57	-23.0%
Q3 2015	59	-16.9%
Q2 2015	62	-20.5%
Q1 2015	66	-7.0%
Q4 2014	74	2.8%
Q3 2014	71	-5.3%
Q2 2014	78	-9.3%
Q1 2014	71	-15.5%
Q4 2013	72	-19.1%
Q3 2013	75	-20.2%
Q2 2013	86	-11.3%
Q1 2013	84	2.4%
Q4 2012	89	-4.3%

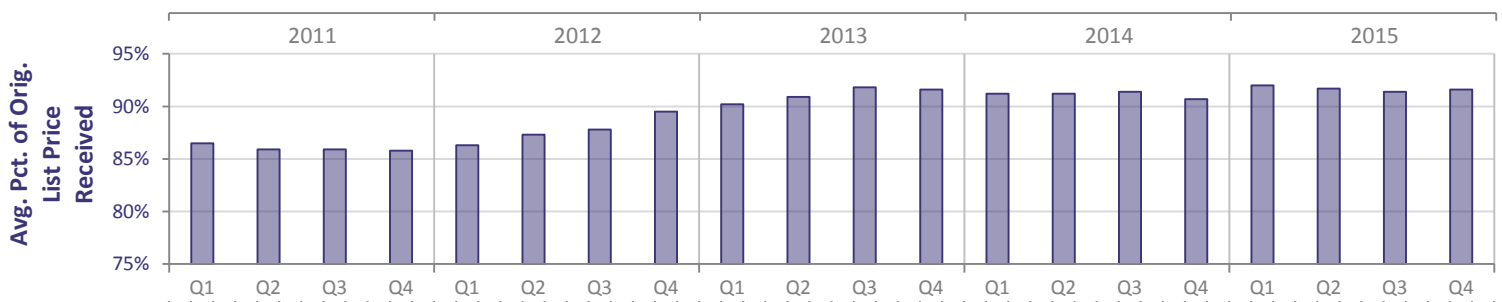


Average Percent of Original List Price Received

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.

Quarter	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Q4 2015	91.6%	1.0%
Q3 2015	91.4%	0.0%
Q2 2015	91.7%	0.5%
Q1 2015	92.0%	0.9%
Q4 2014	90.7%	-1.0%
Q3 2014	91.4%	-0.4%
Q2 2014	91.2%	0.3%
Q1 2014	91.2%	1.1%
Q4 2013	91.6%	2.3%
Q3 2013	91.8%	4.6%
Q2 2013	90.9%	4.1%
Q1 2013	90.2%	4.5%
Q4 2012	89.5%	4.3%



Monthly Market Detail - Q4 2015

Townhouses and Condos

Daytona Beach Area Association of REALTORS®



Daytona Beach Area
ASSOCIATION OF REALTORS®

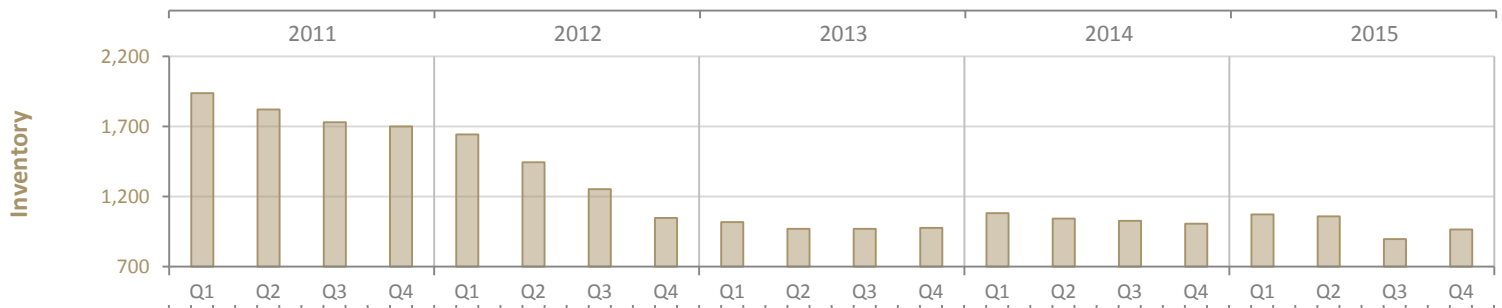
This report describes member activity for the association and is not confined to any specific geographic area.

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.

Quarter	Inventory	Percent Change Year-over-Year
Q4 2015	965	-4.1%
Q3 2015	896	-12.8%
Q2 2015	1,060	1.5%
Q1 2015	1,072	-0.8%
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%
Q3 2013	970	-22.6%
Q2 2013	970	-32.9%
Q1 2013	1,019	-38.0%
Q4 2012	1,048	-38.4%

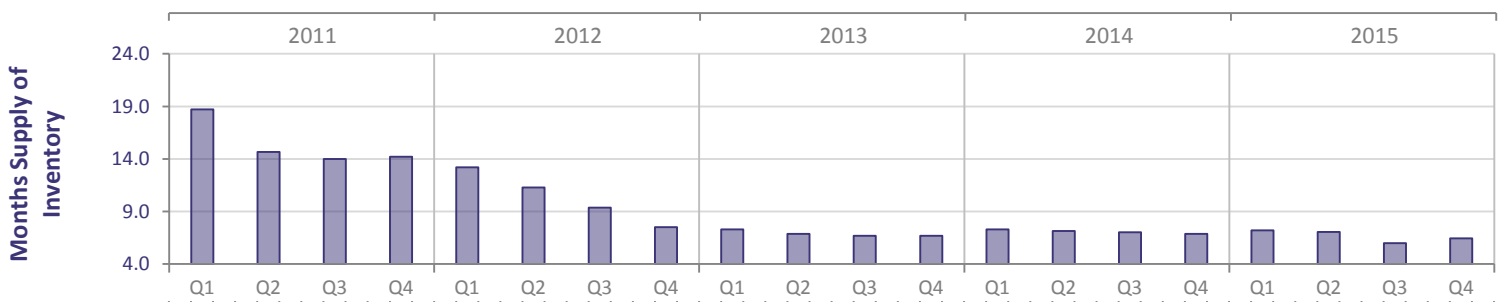


Months Supply of Inventory

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.

Quarter	Months Supply	Percent Change Year-over-Year
Q4 2015	6.4	-6.5%
Q3 2015	6.0	-14.7%
Q2 2015	7.1	-1.1%
Q1 2015	7.2	-1.3%
Q4 2014	6.9	2.8%
Q3 2014	7.0	5.0%
Q2 2014	7.1	3.9%
Q1 2014	7.3	0.0%
Q4 2013	6.7	-11.1%
Q3 2013	6.7	-28.6%
Q2 2013	6.9	-39.1%
Q1 2013	7.3	-44.6%
Q4 2012	7.5	-47.1%



Monthly Market Detail - Q4 2015

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.

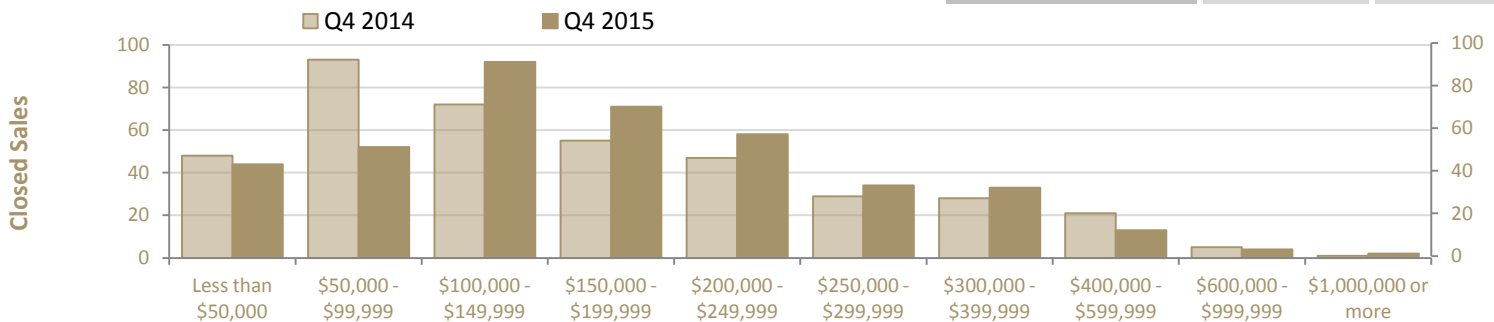


Closed Sales by Sale Price

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	44	-8.3%
\$50,000 - \$99,999	52	-44.1%
\$100,000 - \$149,999	92	27.8%
\$150,000 - \$199,999	71	29.1%
\$200,000 - \$249,999	58	23.4%
\$250,000 - \$299,999	34	17.2%
\$300,000 - \$399,999	33	17.9%
\$400,000 - \$599,999	13	-38.1%
\$600,000 - \$999,999	4	-20.0%
\$1,000,000 or more	2	100.0%

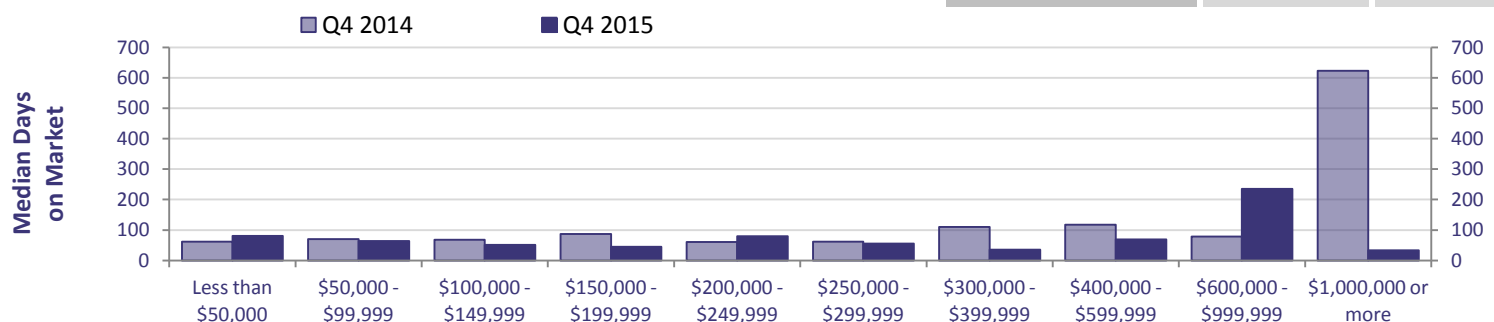


Median Days on Market by Sale Price

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	81	30.6%
\$50,000 - \$99,999	64	-8.6%
\$100,000 - \$149,999	51	-25.0%
\$150,000 - \$199,999	45	-48.3%
\$200,000 - \$249,999	80	31.1%
\$250,000 - \$299,999	55	-11.3%
\$300,000 - \$399,999	35	-68.2%
\$400,000 - \$599,999	69	-41.0%
\$600,000 - \$999,999	235	201.3%
\$1,000,000 or more	33	-94.7%



Monthly Market Detail - Q4 2015

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.

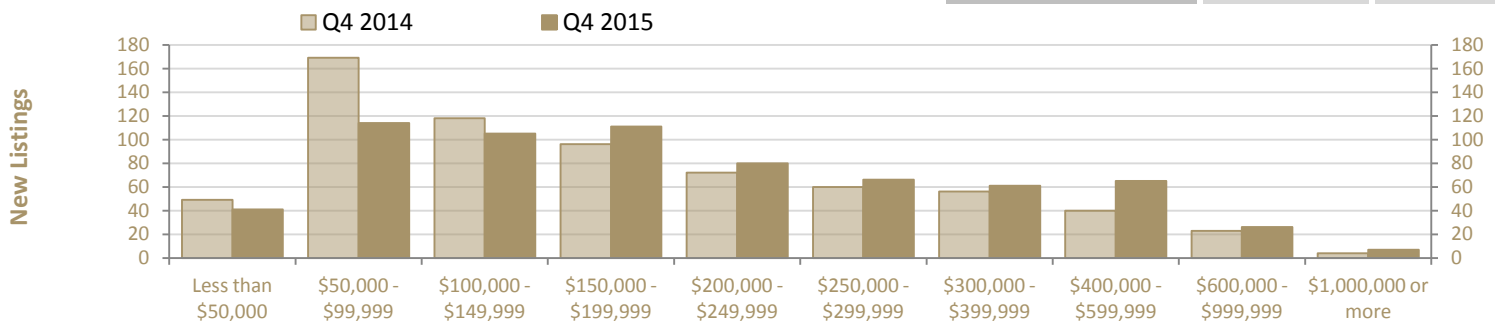


New Listings by Initial Listing Price

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	41	-16.3%
\$50,000 - \$99,999	114	-32.5%
\$100,000 - \$149,999	105	-11.0%
\$150,000 - \$199,999	111	15.6%
\$200,000 - \$249,999	80	11.1%
\$250,000 - \$299,999	66	10.0%
\$300,000 - \$399,999	61	8.9%
\$400,000 - \$599,999	65	62.5%
\$600,000 - \$999,999	26	13.0%
\$1,000,000 or more	7	75.0%

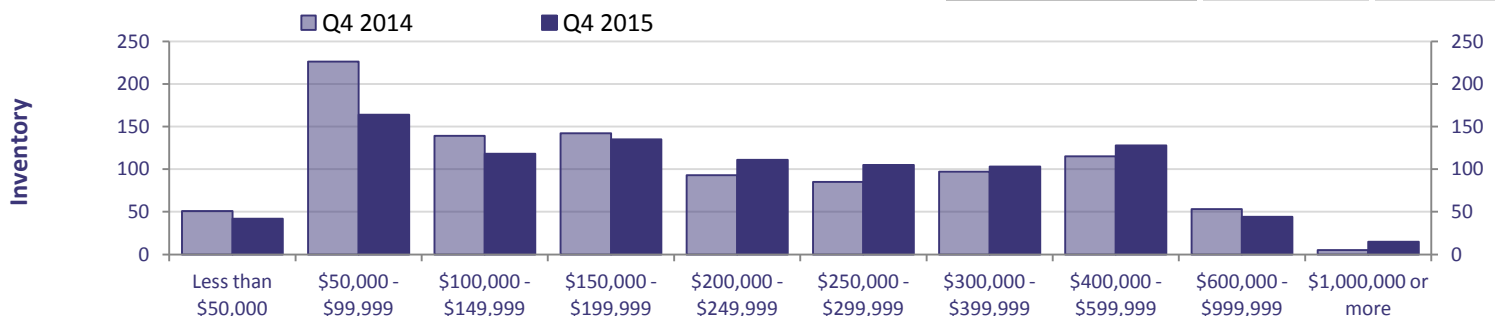


Inventory by Current Listing Price

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	42	-17.6%
\$50,000 - \$99,999	164	-27.4%
\$100,000 - \$149,999	118	-15.1%
\$150,000 - \$199,999	135	-4.9%
\$200,000 - \$249,999	111	19.4%
\$250,000 - \$299,999	105	23.5%
\$300,000 - \$399,999	103	6.2%
\$400,000 - \$599,999	128	11.3%
\$600,000 - \$999,999	44	-17.0%
\$1,000,000 or more	15	200.0%



Monthly Distressed Market Detail - Q4 2015

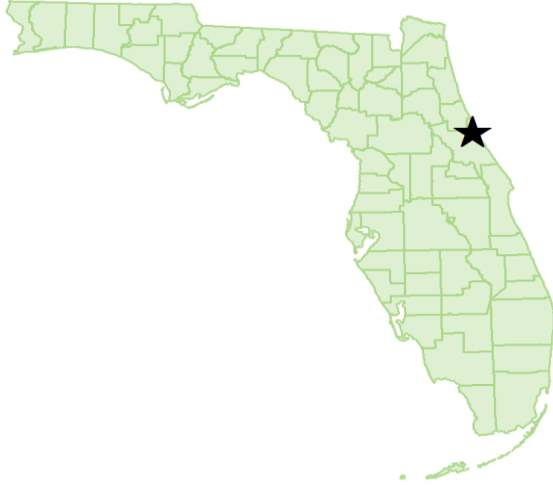
Townhouses and Condos

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 2015	Q4 2014	Percent Change Year-over-Year
Traditional	Closed Sales	351	328	7.0%
	Median Sale Price	\$165,900	\$158,625	4.6%
Foreclosure/REO	Closed Sales	51	57	-10.5%
	Median Sale Price	\$126,500	\$80,025	58.1%
Short Sale	Closed Sales	1	14	-92.9%
	Median Sale Price	\$110,000	\$70,000	57.1%

