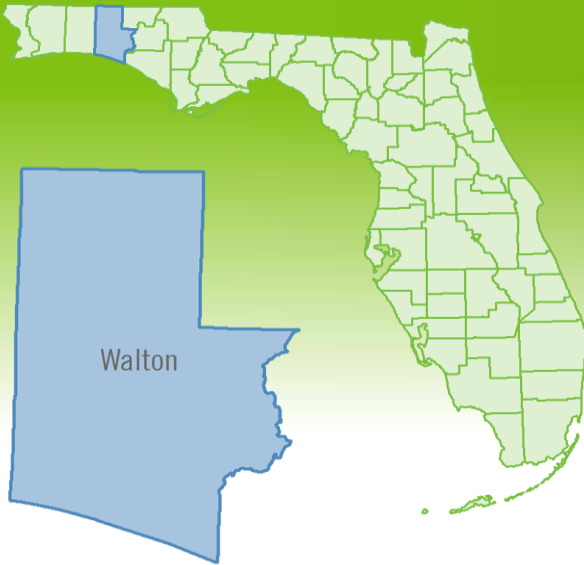


# Monthly Market Detail - August 2015

## Single Family Homes

### Walton County



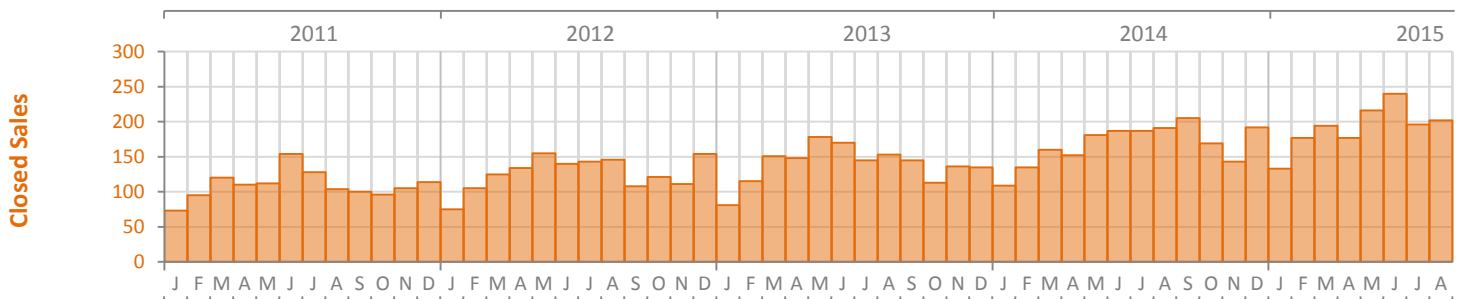
Summary Statistics	August 2015	August 2014	Percent Change Year-over-Year
Closed Sales	202	191	5.8%
Paid in Cash	41	50	-18.0%
New Pending Sales	229	223	2.7%
New Listings	288	328	-12.2%
Median Sale Price	\$373,500	\$336,000	11.2%
Average Sale Price	\$570,732	\$523,165	9.1%
Median Days on Market	65	89	-27.0%
Average Percent of Original List Price Received	94.8%	92.5%	2.5%
Pending Inventory	497	444	11.9%
Inventory (Active Listings)	1,465	1,579	-7.2%
Months Supply of Inventory	7.8	10.3	-24.3%

## 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>August 2015</b>	<b>202</b>	<b>5.8%</b>
July 2015	196	4.8%
June 2015	240	28.3%
May 2015	216	19.3%
April 2015	177	16.4%
March 2015	194	21.3%
February 2015	177	31.1%
January 2015	133	22.0%
December 2014	192	42.2%
November 2014	143	5.1%
October 2014	169	49.6%
September 2014	205	41.4%
August 2014	191	24.8%

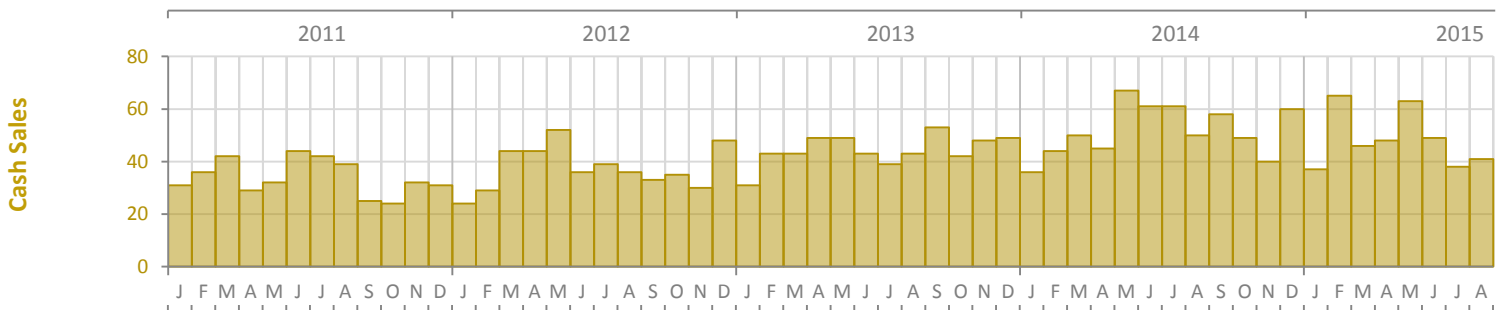


## Cash Sales

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>August 2015</b>	<b>41</b>	<b>-18.0%</b>
July 2015	38	-37.7%
June 2015	49	-19.7%
May 2015	63	-6.0%
April 2015	48	6.7%
March 2015	46	-8.0%
February 2015	65	47.7%
January 2015	37	2.8%
December 2014	60	22.4%
November 2014	40	-16.7%
October 2014	49	16.7%
September 2014	58	9.4%
August 2014	50	16.3%

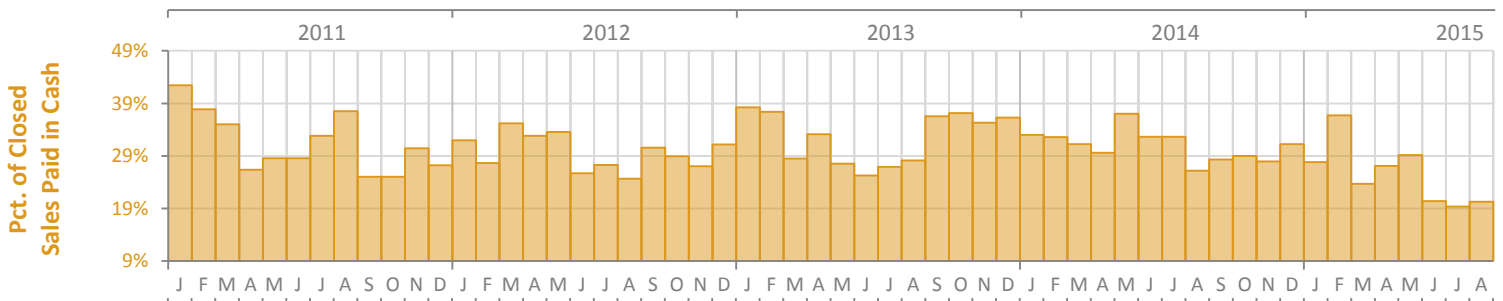


## Cash Sales as a Percentage of Closed Sales

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>August 2015</b>	<b>20.3%</b>	<b>-22.5%</b>
July 2015	19.4%	-40.6%
June 2015	20.4%	-37.4%
May 2015	29.2%	-21.2%
April 2015	27.1%	-8.4%
March 2015	23.7%	-24.1%
February 2015	36.7%	12.7%
January 2015	27.8%	-15.8%
December 2014	31.3%	-13.9%
November 2014	28.0%	-20.7%
October 2014	29.0%	-22.0%
September 2014	28.3%	-22.6%
August 2014	26.2%	-6.9%

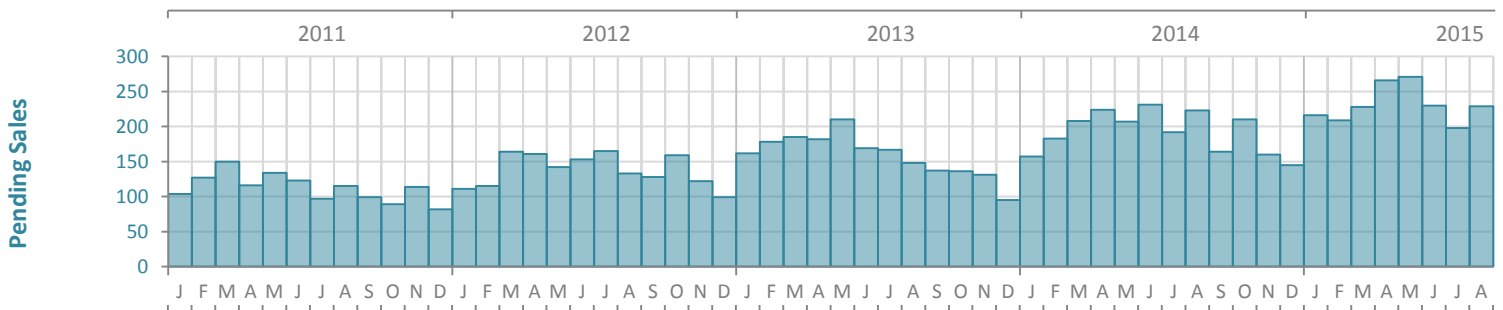


## New Pending Sales

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>August 2015</b>	<b>229</b>	<b>2.7%</b>
July 2015	198	3.1%
June 2015	230	-0.4%
May 2015	271	30.9%
April 2015	266	18.8%
March 2015	228	9.6%
February 2015	209	14.2%
January 2015	216	37.6%
December 2014	145	52.6%
November 2014	160	22.1%
October 2014	210	54.4%
September 2014	164	19.7%
August 2014	223	50.7%

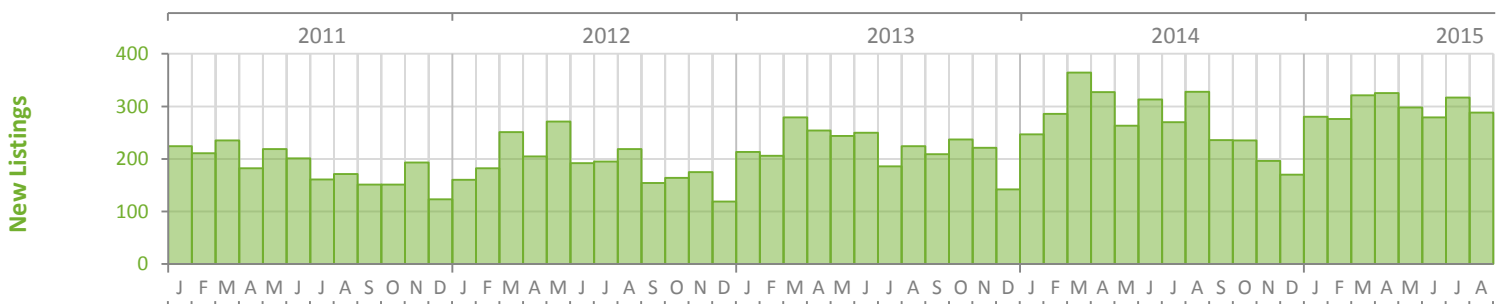


## New Listings

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>August 2015</b>	<b>288</b>	<b>-12.2%</b>
July 2015	317	17.4%
June 2015	279	-10.9%
May 2015	298	13.3%
April 2015	325	-0.6%
March 2015	321	-11.8%
February 2015	276	-3.5%
January 2015	280	13.4%
December 2014	170	19.7%
November 2014	196	-11.3%
October 2014	235	-0.8%
September 2014	236	12.9%
August 2014	328	46.4%

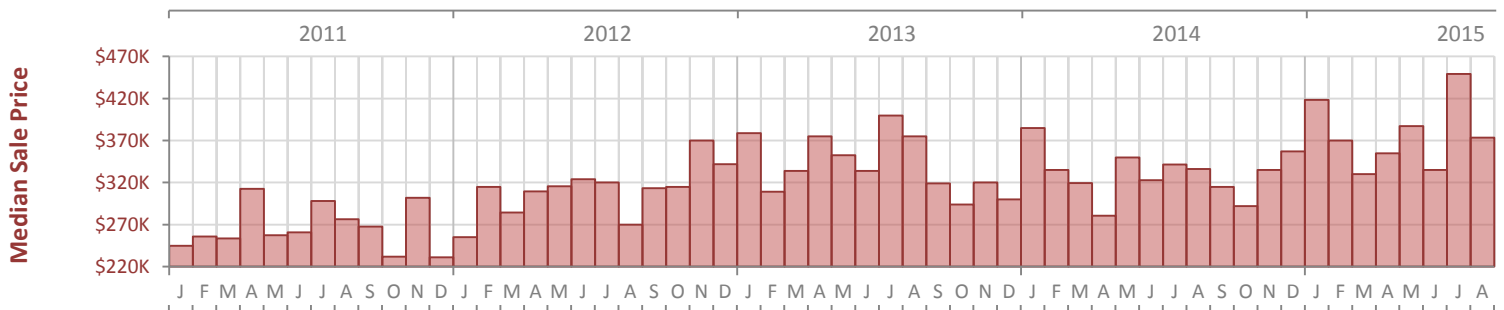


## Median Sale Price

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>August 2015</b>	<b>\$373,500</b>	<b>11.2%</b>
July 2015	\$449,250	31.5%
June 2015	\$334,875	3.7%
May 2015	\$387,000	10.6%
April 2015	\$355,000	26.4%
March 2015	\$330,000	3.3%
February 2015	\$370,000	10.4%
January 2015	\$418,498	8.7%
December 2014	\$357,000	19.0%
November 2014	\$335,000	4.7%
October 2014	\$291,900	-0.7%
September 2014	\$315,000	-1.3%
August 2014	\$336,000	-10.4%

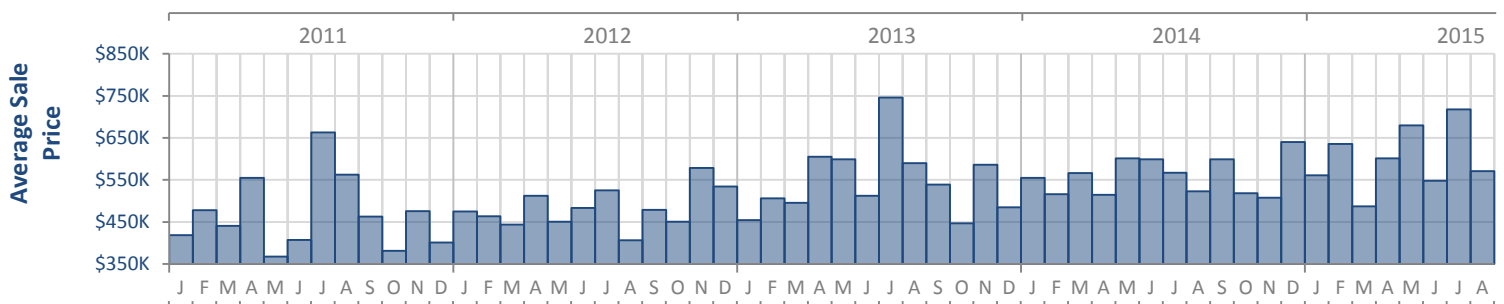


## Average Sale Price

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>August 2015</b>	<b>\$570,732</b>	<b>9.1%</b>
July 2015	\$717,854	26.6%
June 2015	\$548,285	-8.5%
May 2015	\$679,401	13.0%
April 2015	\$601,465	16.9%
March 2015	\$487,071	-14.0%
February 2015	\$635,419	23.1%
January 2015	\$561,329	1.1%
December 2014	\$639,871	32.0%
November 2014	\$507,598	-13.4%
October 2014	\$518,770	16.1%
September 2014	\$598,807	11.1%
August 2014	\$523,165	-11.3%



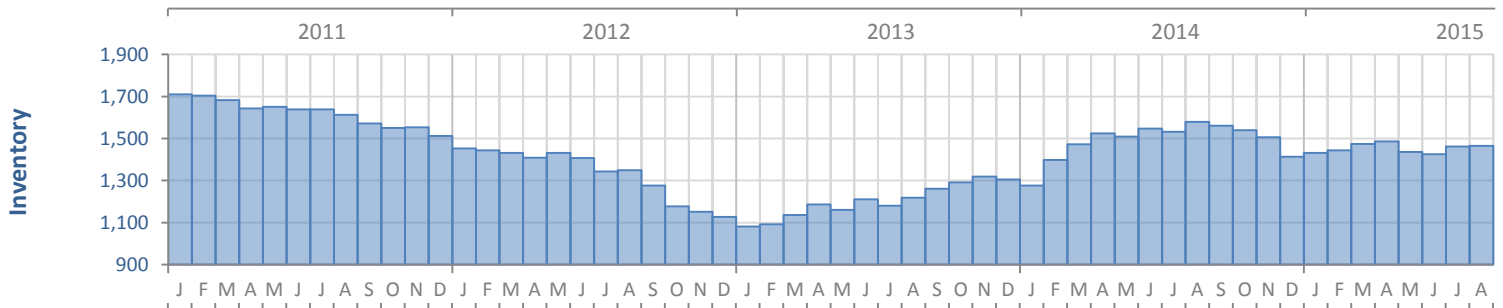


## Inventory (Active Listings)

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>August 2015</b>	<b>1,465</b>	<b>-7.2%</b>
July 2015	1,462	-4.6%
June 2015	1,425	-7.9%
May 2015	1,436	-4.8%
April 2015	1,487	-2.4%
March 2015	1,475	0.2%
February 2015	1,444	3.3%
January 2015	1,432	12.2%
December 2014	1,413	8.2%
November 2014	1,506	14.2%
October 2014	1,540	19.2%
September 2014	1,561	23.8%
August 2014	1,579	29.6%

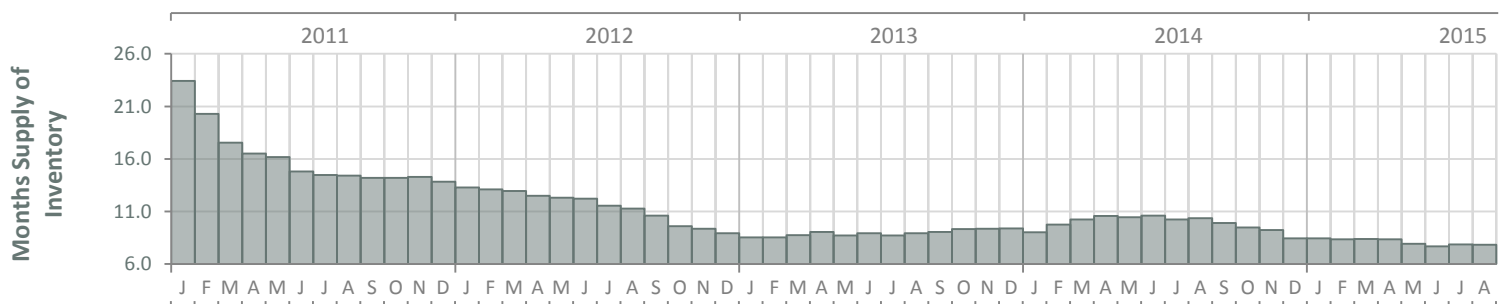


## Months Supply of Inventory

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>August 2015</b>	<b>7.8</b>	<b>-24.3%</b>
July 2015	7.9	-23.4%
June 2015	7.7	-27.5%
May 2015	7.9	-24.0%
April 2015	8.4	-20.9%
March 2015	8.4	-18.0%
February 2015	8.3	-14.6%
January 2015	8.4	-6.4%
December 2014	8.4	-10.2%
November 2014	9.2	-1.3%
October 2014	9.5	1.9%
September 2014	9.9	9.5%
August 2014	10.3	15.8%



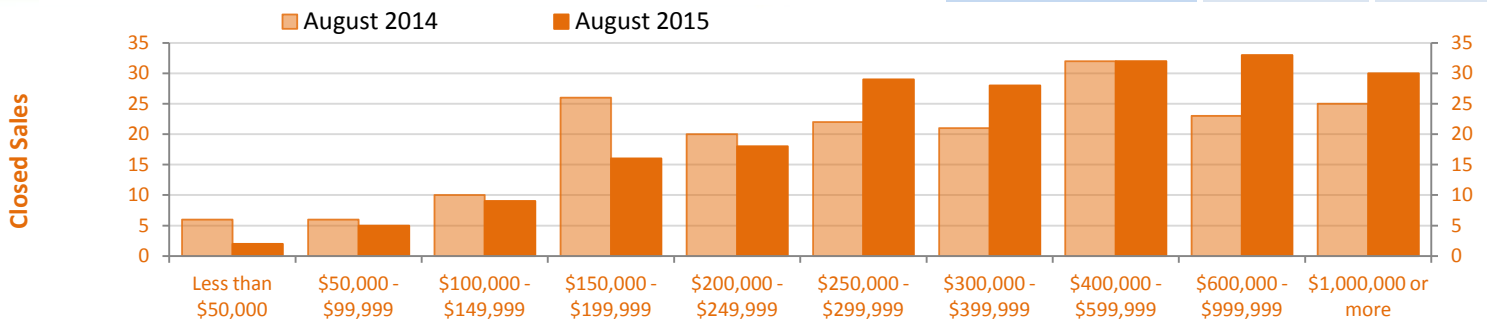


## Closed Sales by Sale Price

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	2	-66.7%
\$50,000 - \$99,999	5	-16.7%
\$100,000 - \$149,999	9	-10.0%
\$150,000 - \$199,999	16	-38.5%
\$200,000 - \$249,999	18	-10.0%
\$250,000 - \$299,999	29	31.8%
\$300,000 - \$399,999	28	33.3%
\$400,000 - \$599,999	32	0.0%
\$600,000 - \$999,999	33	43.5%
\$1,000,000 or more	30	20.0%

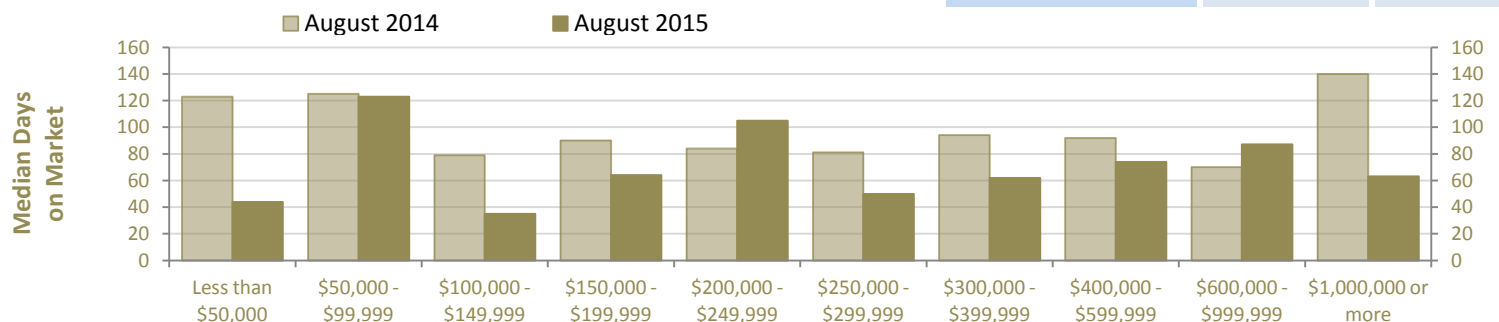


## Median Days on Market by Sale Price

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	44	-64.2%
\$50,000 - \$99,999	123	-1.6%
\$100,000 - \$149,999	35	-55.7%
\$150,000 - \$199,999	64	-28.9%
\$200,000 - \$249,999	105	25.0%
\$250,000 - \$299,999	50	-38.3%
\$300,000 - \$399,999	62	-34.0%
\$400,000 - \$599,999	74	-19.6%
\$600,000 - \$999,999	87	24.3%
\$1,000,000 or more	63	-55.0%

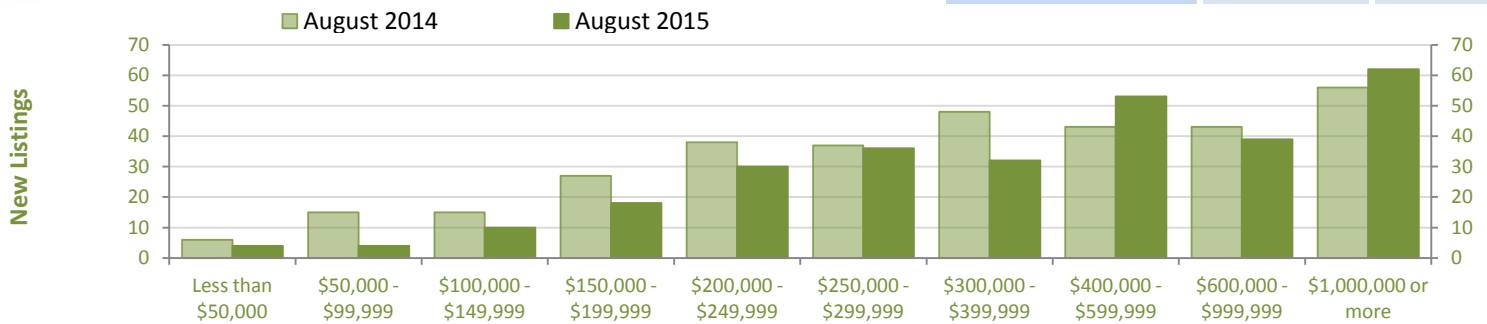


## New Listings by Initial Listing Price

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	4	-33.3%
\$50,000 - \$99,999	4	-73.3%
\$100,000 - \$149,999	10	-33.3%
\$150,000 - \$199,999	18	-33.3%
\$200,000 - \$249,999	30	-21.1%
\$250,000 - \$299,999	36	-2.7%
\$300,000 - \$399,999	32	-33.3%
\$400,000 - \$599,999	53	23.3%
\$600,000 - \$999,999	39	-9.3%
\$1,000,000 or more	62	10.7%

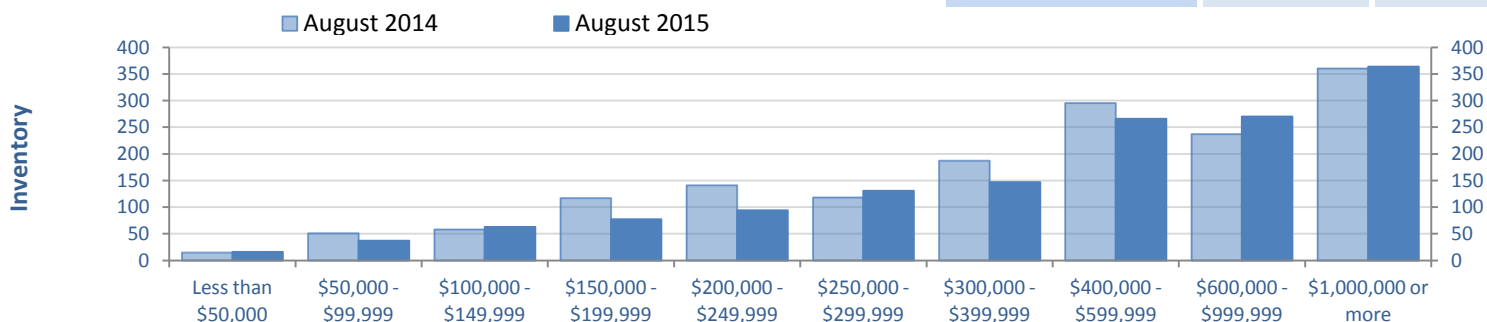


## Inventory by Current Listing Price

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	16	6.7%
\$50,000 - \$99,999	37	-27.5%
\$100,000 - \$149,999	63	8.6%
\$150,000 - \$199,999	77	-34.2%
\$200,000 - \$249,999	94	-33.3%
\$250,000 - \$299,999	131	11.0%
\$300,000 - \$399,999	147	-21.4%
\$400,000 - \$599,999	266	-9.8%
\$600,000 - \$999,999	270	13.9%
\$1,000,000 or more	364	1.1%

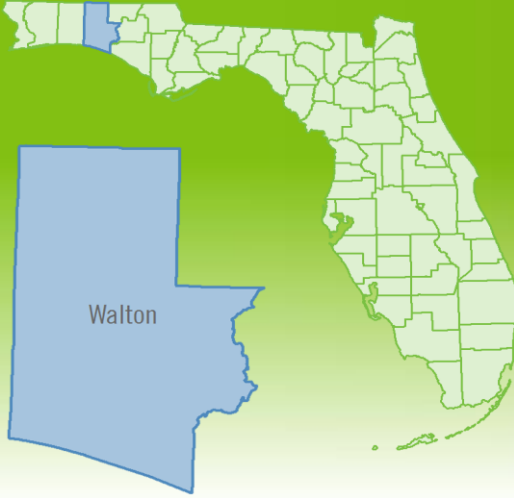




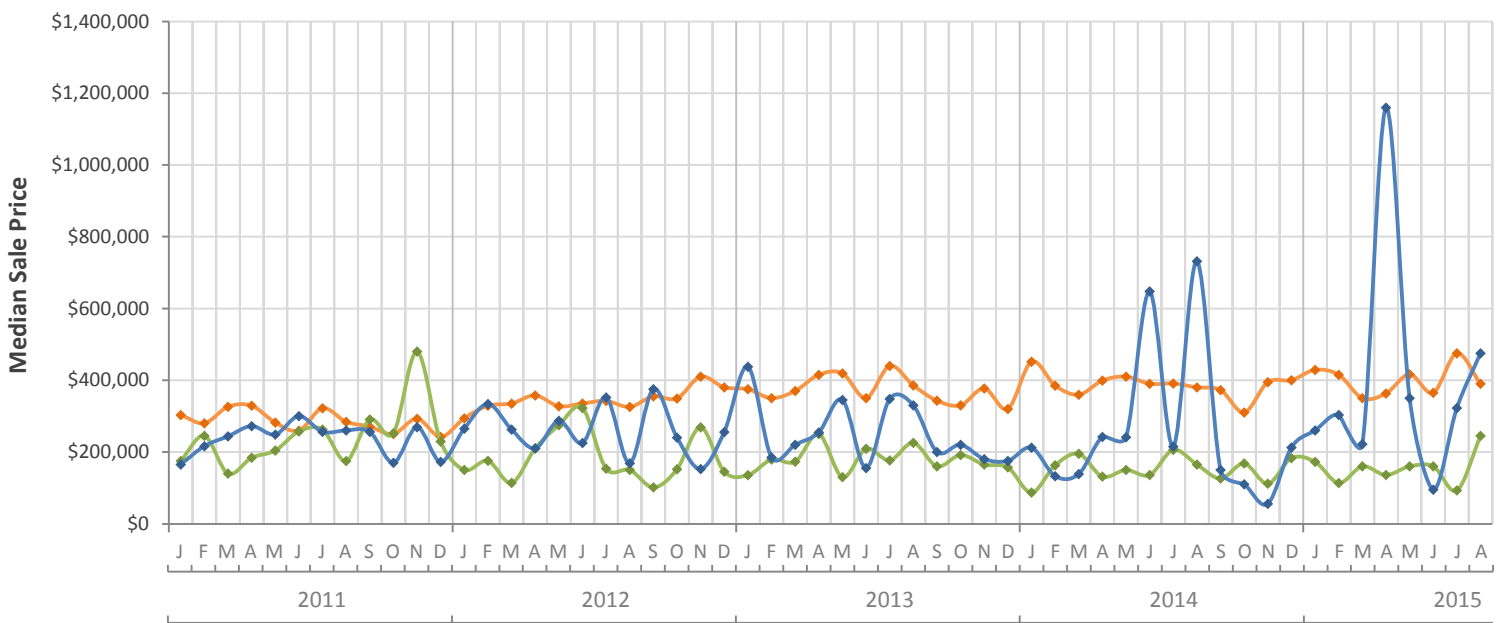
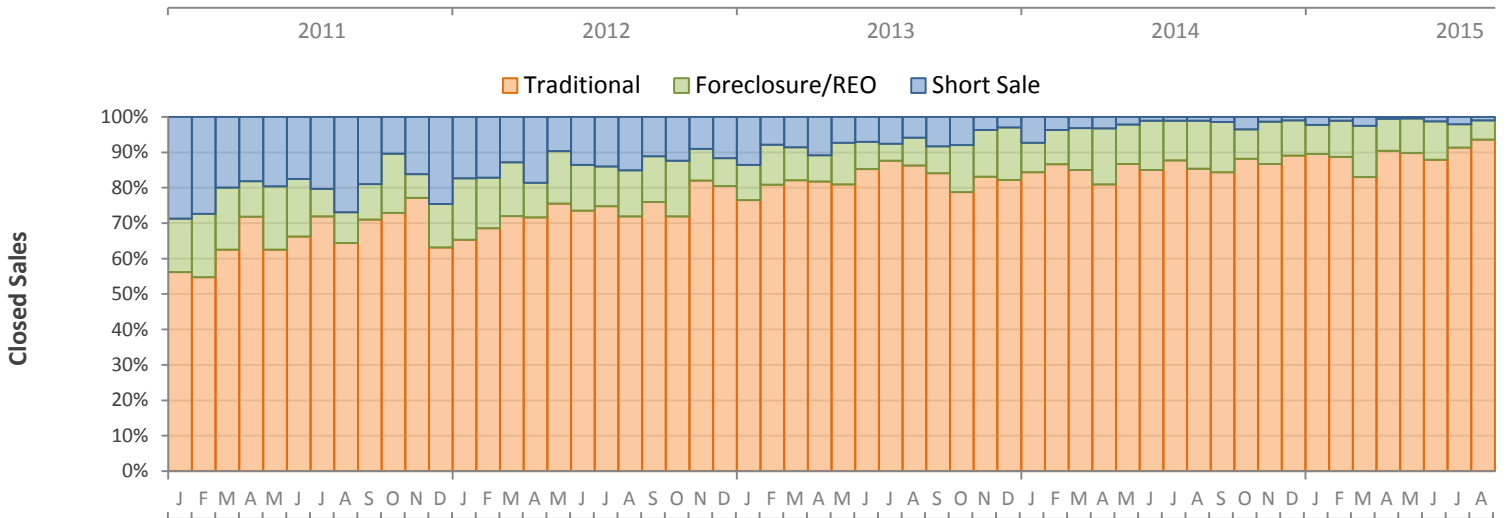
# Monthly Distressed Market - August 2015

## Single Family Homes

### Walton County



		August 2015	August 2014	Percent Change Year-over-Year
Traditional	Closed Sales	189	163	16.0%
	Median Sale Price	\$390,000	\$380,000	2.6%
Foreclosure/REO	Closed Sales	11	26	-57.7%
	Median Sale Price	\$245,000	\$164,900	48.6%
Short Sale	Closed Sales	2	2	0.0%
	Median Sale Price	\$475,000	\$731,500	-35.1%



# Monthly Market Detail - August 2015

## Townhouses and Condos

### Walton County



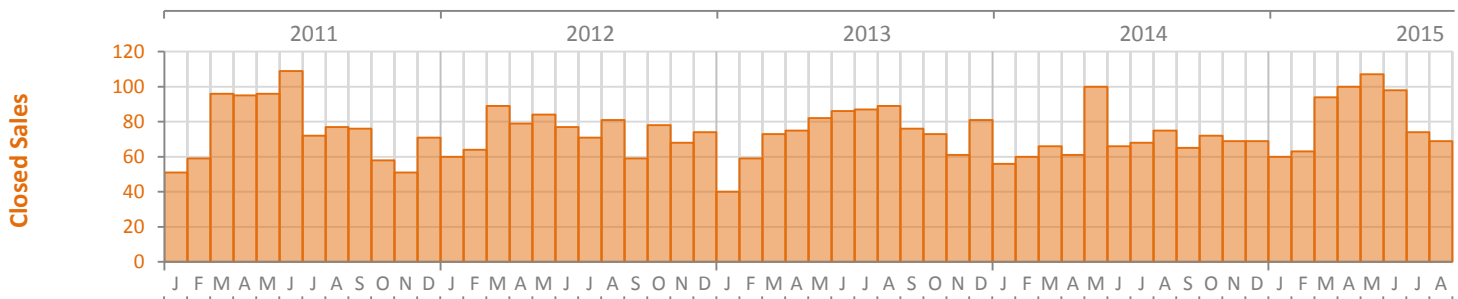
Summary Statistics	August 2015	August 2014	Percent Change Year-over-Year
Closed Sales	69	75	-8.0%
Paid in Cash	28	30	-6.7%
New Pending Sales	88	83	6.0%
New Listings	99	91	8.8%
Median Sale Price	\$323,000	\$300,000	7.7%
Average Sale Price	\$418,093	\$381,963	9.5%
Median Days on Market	75	97	-22.7%
Average Percent of Original List Price Received	94.4%	93.0%	1.5%
Pending Inventory	105	116	-9.5%
Inventory (Active Listings)	629	722	-12.9%
Months Supply of Inventory	8.0	10.3	-21.9%

## 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>August 2015</b>	<b>69</b>	<b>-8.0%</b>
July 2015	74	8.8%
June 2015	98	48.5%
May 2015	107	7.0%
April 2015	100	63.9%
March 2015	94	42.4%
February 2015	63	5.0%
January 2015	60	7.1%
December 2014	69	-14.8%
November 2014	69	13.1%
October 2014	72	-1.4%
September 2014	65	-14.5%
August 2014	75	-15.7%

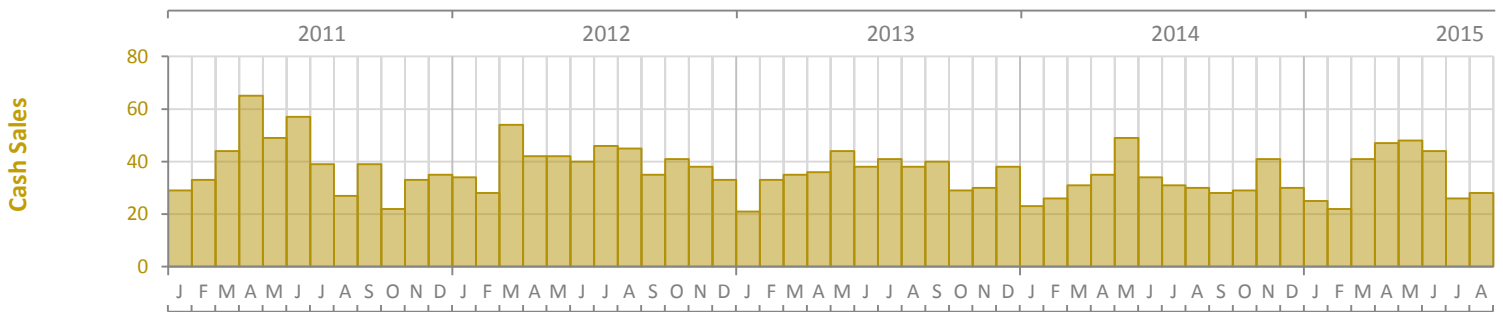


## Cash Sales

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>August 2015</b>	<b>28</b>	<b>-6.7%</b>
July 2015	26	-16.1%
June 2015	44	29.4%
May 2015	48	-2.0%
April 2015	47	34.3%
March 2015	41	32.3%
February 2015	22	-15.4%
January 2015	25	8.7%
December 2014	30	-21.1%
November 2014	41	36.7%
October 2014	29	0.0%
September 2014	28	-30.0%
August 2014	30	-21.1%

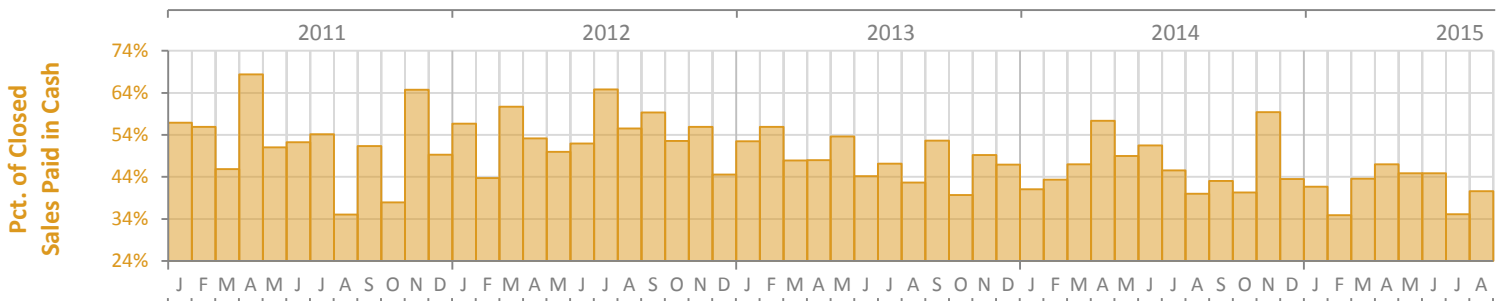


## Cash Sales as a Percentage of Closed Sales

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>August 2015</b>	<b>40.6%</b>	<b>1.4%</b>
July 2015	35.1%	-22.9%
June 2015	44.9%	-12.8%
May 2015	44.9%	-8.4%
April 2015	47.0%	-18.1%
March 2015	43.6%	-7.1%
February 2015	34.9%	-19.4%
January 2015	41.7%	1.4%
December 2014	43.5%	-7.3%
November 2014	59.4%	20.8%
October 2014	40.3%	1.4%
September 2014	43.1%	-18.2%
August 2014	40.0%	-6.3%

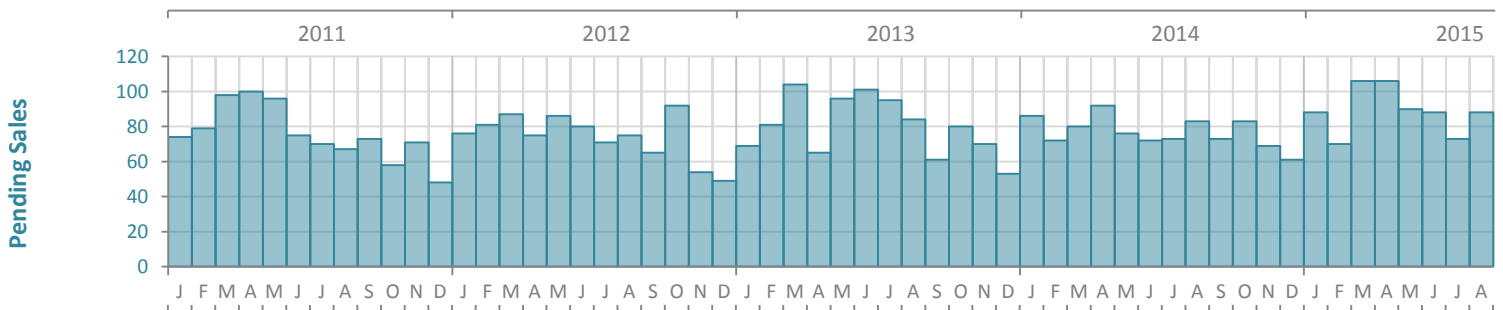


## New Pending Sales

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>August 2015</b>	<b>88</b>	<b>6.0%</b>
July 2015	73	0.0%
June 2015	88	22.2%
May 2015	90	18.4%
April 2015	106	15.2%
March 2015	106	32.5%
February 2015	70	-2.8%
January 2015	88	2.3%
December 2014	61	15.1%
November 2014	69	-1.4%
October 2014	83	3.8%
September 2014	73	19.7%
August 2014	83	-1.2%

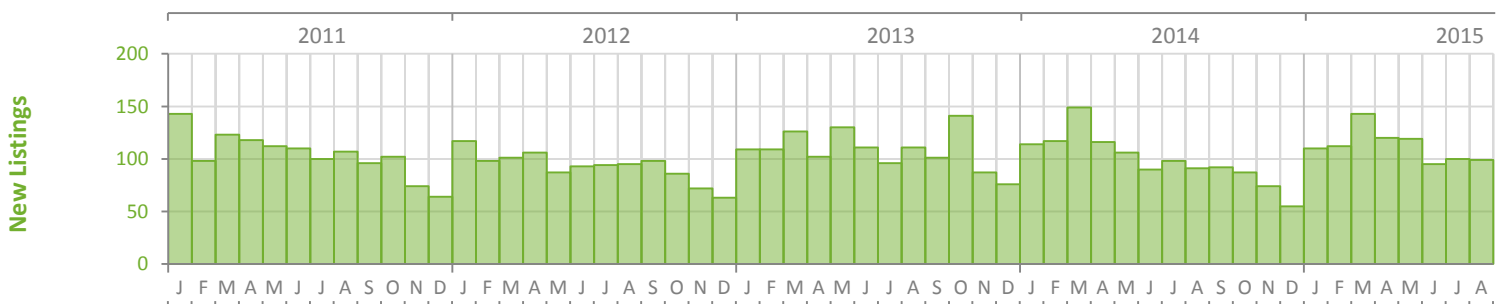


## New Listings

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>August 2015</b>	<b>99</b>	<b>8.8%</b>
July 2015	100	2.0%
June 2015	95	5.6%
May 2015	119	12.3%
April 2015	120	3.4%
March 2015	143	-4.0%
February 2015	112	-4.3%
January 2015	110	-3.5%
December 2014	55	-27.6%
November 2014	74	-14.9%
October 2014	87	-38.3%
September 2014	92	-8.9%
August 2014	91	-18.0%

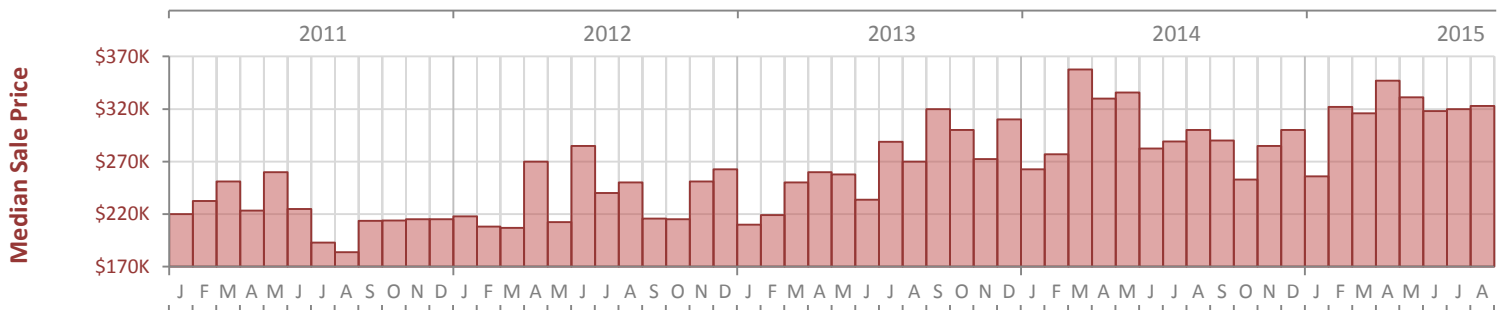


## Median Sale Price

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>August 2015</b>	<b>\$323,000</b>	<b>7.7%</b>
July 2015	\$319,750	10.5%
June 2015	\$318,000	12.6%
May 2015	\$331,000	-1.4%
April 2015	\$347,000	5.2%
March 2015	\$316,000	-11.6%
February 2015	\$322,000	16.2%
January 2015	\$256,000	-2.5%
December 2014	\$300,000	-3.2%
November 2014	\$285,000	4.6%
October 2014	\$253,000	-15.7%
September 2014	\$290,000	-9.4%
August 2014	\$300,000	11.1%

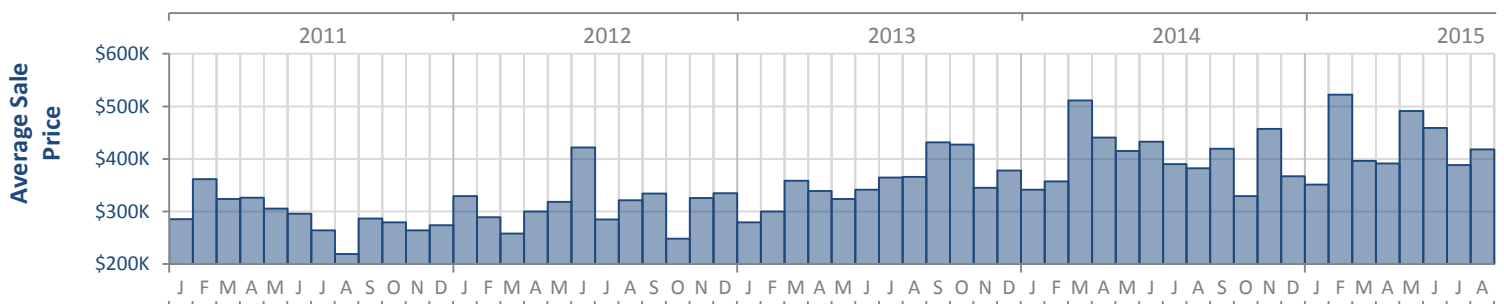


## Average Sale Price

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>August 2015</b>	<b>\$418,093</b>	<b>9.5%</b>
July 2015	\$388,191	-0.5%
June 2015	\$458,784	6.1%
May 2015	\$491,386	18.4%
April 2015	\$391,302	-11.1%
March 2015	\$396,277	-22.5%
February 2015	\$522,407	46.1%
January 2015	\$351,195	2.9%
December 2014	\$367,120	-2.9%
November 2014	\$456,821	32.3%
October 2014	\$328,970	-23.0%
September 2014	\$419,245	-2.9%
August 2014	\$381,963	4.4%

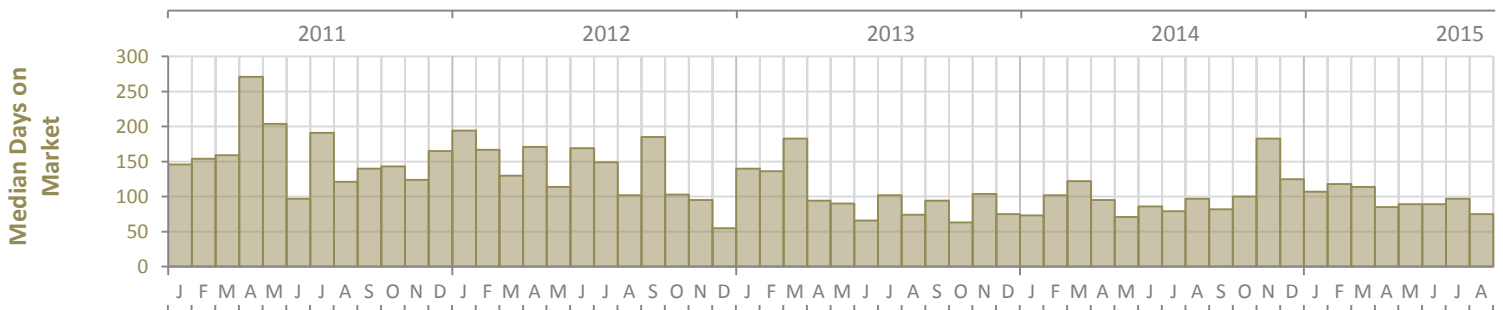


## Median Days on Market

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>August 2015</b>	<b>75</b>	<b>-22.7%</b>
July 2015	97	22.8%
June 2015	89	3.5%
May 2015	89	25.4%
April 2015	85	-10.5%
March 2015	114	-6.6%
February 2015	118	15.7%
January 2015	107	46.6%
December 2014	125	66.7%
November 2014	183	76.0%
October 2014	100	58.7%
September 2014	82	-12.8%
August 2014	97	31.1%

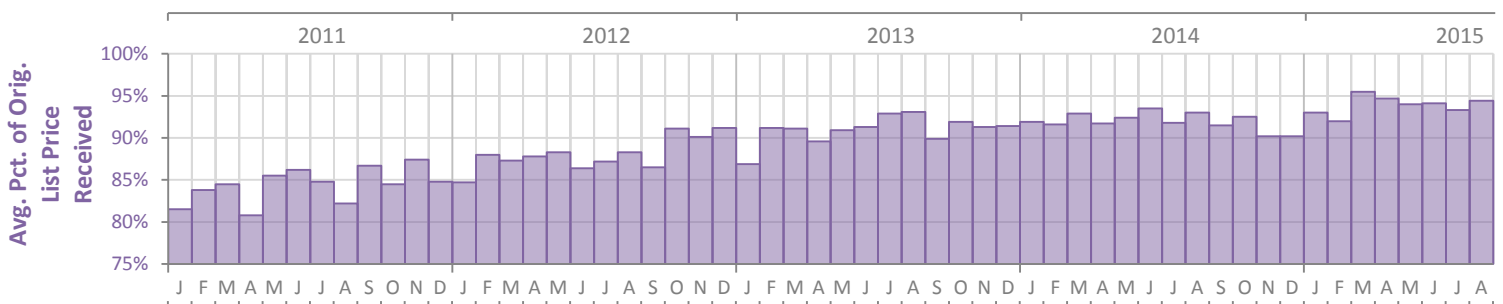


## Average Percent of Original List Price Received

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>August 2015</b>	<b>94.4%</b>	<b>1.5%</b>
July 2015	93.3%	1.6%
June 2015	94.1%	0.6%
May 2015	94.0%	1.7%
April 2015	94.7%	3.3%
March 2015	95.5%	2.8%
February 2015	92.0%	0.4%
January 2015	93.0%	1.2%
December 2014	90.2%	-1.3%
November 2014	90.2%	-1.2%
October 2014	92.5%	0.7%
September 2014	91.5%	1.8%
August 2014	93.0%	-0.1%



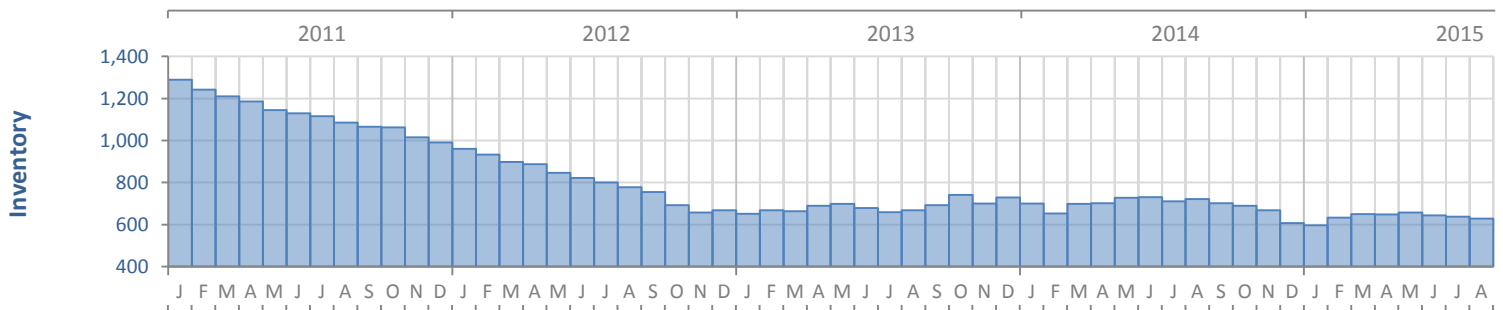


## Inventory (Active Listings)

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>August 2015</b>	<b>629</b>	<b>-12.9%</b>
July 2015	638	-10.3%
June 2015	644	-11.9%
May 2015	658	-9.6%
April 2015	649	-7.5%
March 2015	650	-7.0%
February 2015	633	-3.1%
January 2015	597	-14.8%
December 2014	607	-16.7%
November 2014	669	-4.6%
October 2014	689	-7.0%
September 2014	702	1.3%
August 2014	722	8.1%

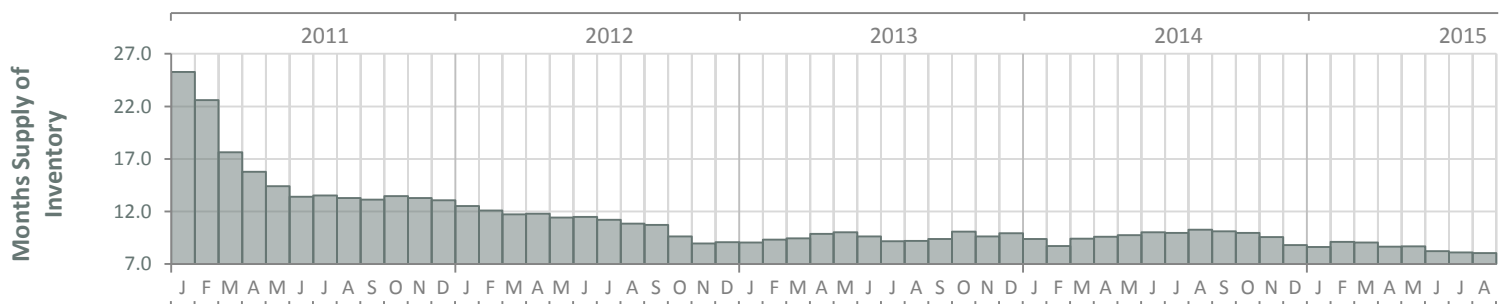


## Months Supply of Inventory

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>August 2015</b>	<b>8.0</b>	<b>-21.9%</b>
July 2015	8.1	-18.7%
June 2015	8.2	-17.9%
May 2015	8.7	-10.8%
April 2015	8.6	-9.9%
March 2015	9.0	-3.8%
February 2015	9.1	4.5%
January 2015	8.6	-8.0%
December 2014	8.8	-11.2%
November 2014	9.6	-0.5%
October 2014	9.9	-1.3%
September 2014	10.1	8.0%
August 2014	10.3	11.5%

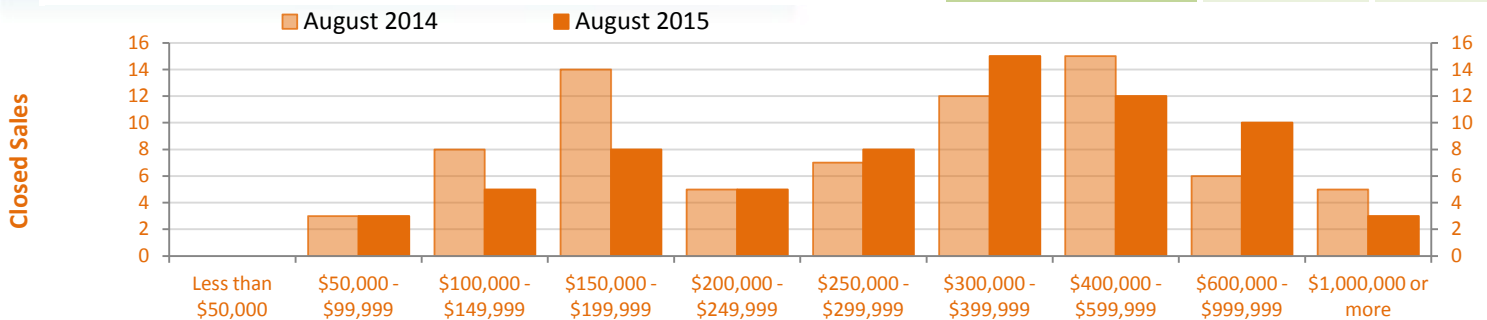


## Closed Sales by Sale Price

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	3	0.0%
\$100,000 - \$149,999	5	-37.5%
\$150,000 - \$199,999	8	-42.9%
\$200,000 - \$249,999	5	0.0%
\$250,000 - \$299,999	8	14.3%
\$300,000 - \$399,999	15	25.0%
\$400,000 - \$599,999	12	-20.0%
\$600,000 - \$999,999	10	66.7%
\$1,000,000 or more	3	-40.0%

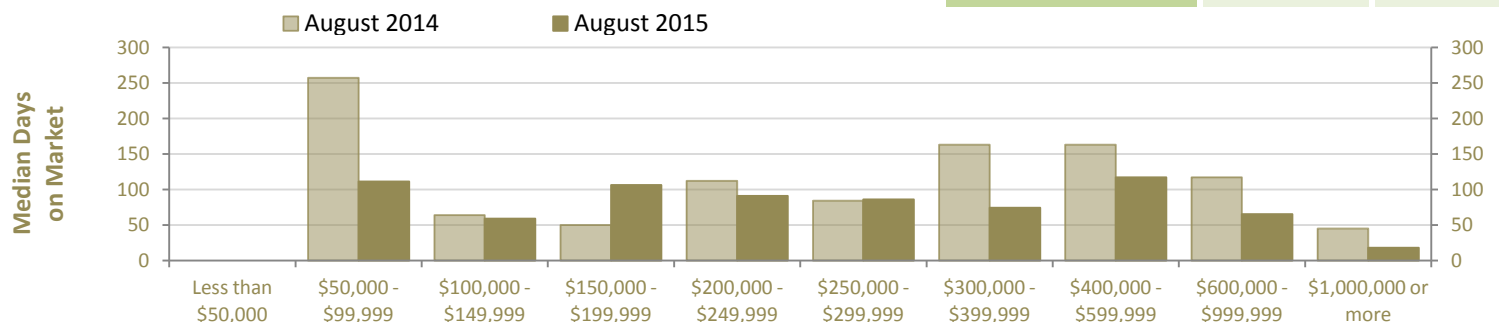


## Median Days on Market by Sale Price

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	111	-56.8%
\$100,000 - \$149,999	59	-7.8%
\$150,000 - \$199,999	106	112.0%
\$200,000 - \$249,999	91	-18.8%
\$250,000 - \$299,999	86	2.4%
\$300,000 - \$399,999	74	-54.6%
\$400,000 - \$599,999	117	-28.2%
\$600,000 - \$999,999	65	-44.4%
\$1,000,000 or more	18	-60.0%

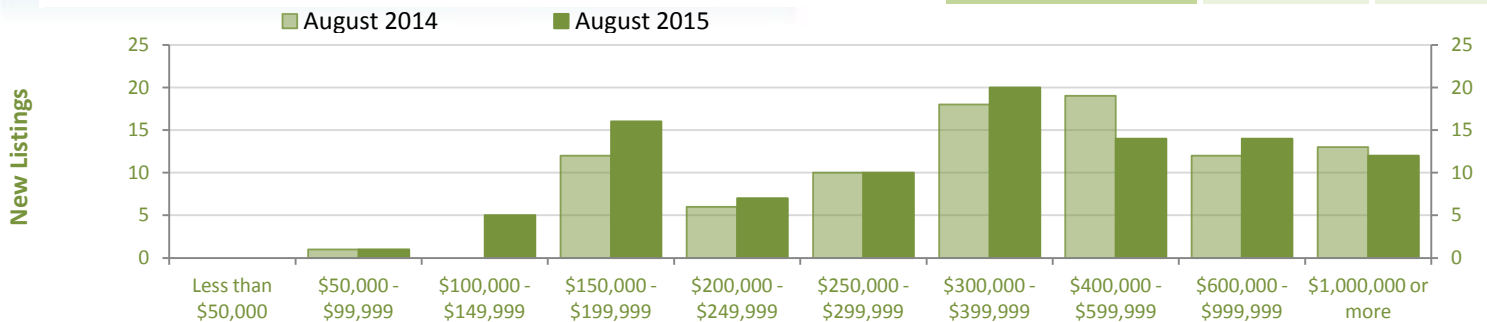


## New Listings by Initial Listing Price

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	1	0.0%
\$100,000 - \$149,999	5	N/A
\$150,000 - \$199,999	16	33.3%
\$200,000 - \$249,999	7	16.7%
\$250,000 - \$299,999	10	0.0%
\$300,000 - \$399,999	20	11.1%
\$400,000 - \$599,999	14	-26.3%
\$600,000 - \$999,999	14	16.7%
\$1,000,000 or more	12	-7.7%

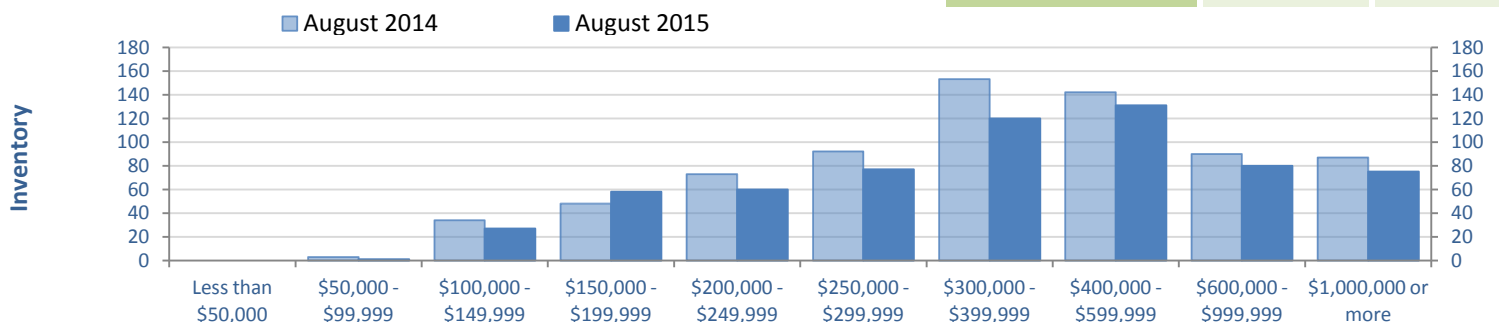


## Inventory by Current Listing Price

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	1	-66.7%
\$100,000 - \$149,999	27	-20.6%
\$150,000 - \$199,999	58	20.8%
\$200,000 - \$249,999	60	-17.8%
\$250,000 - \$299,999	77	-16.3%
\$300,000 - \$399,999	120	-21.6%
\$400,000 - \$599,999	131	-7.7%
\$600,000 - \$999,999	80	-11.1%
\$1,000,000 or more	75	-13.8%



# Monthly Distressed Market - August 2015

## Townhouses and Condos

### Walton County



		August 2015	August 2014	Percent Change Year-over-Year
Traditional	Closed Sales	62	68	-8.8%
	Median Sale Price	\$321,500	\$335,250	-4.1%
Foreclosure/REO	Closed Sales	7	3	133.3%
	Median Sale Price	\$370,550	\$85,000	335.9%
Short Sale	Closed Sales	0	4	-100.0%
	Median Sale Price	(No Sales)	\$208,500	N/A

