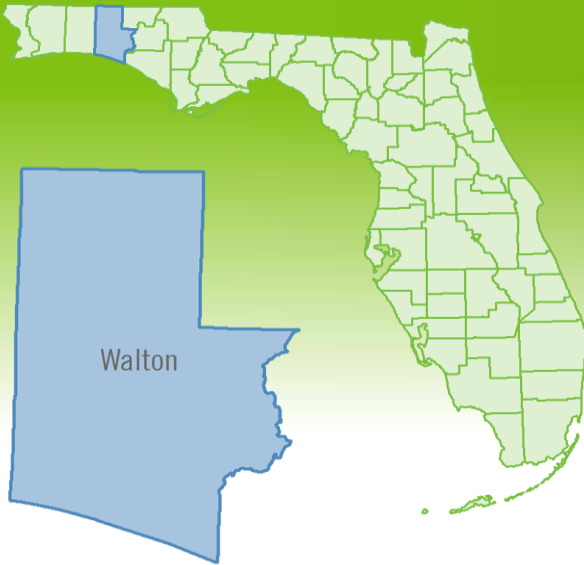


# Monthly Market Detail - March 2015

## Single Family Homes

### Walton County



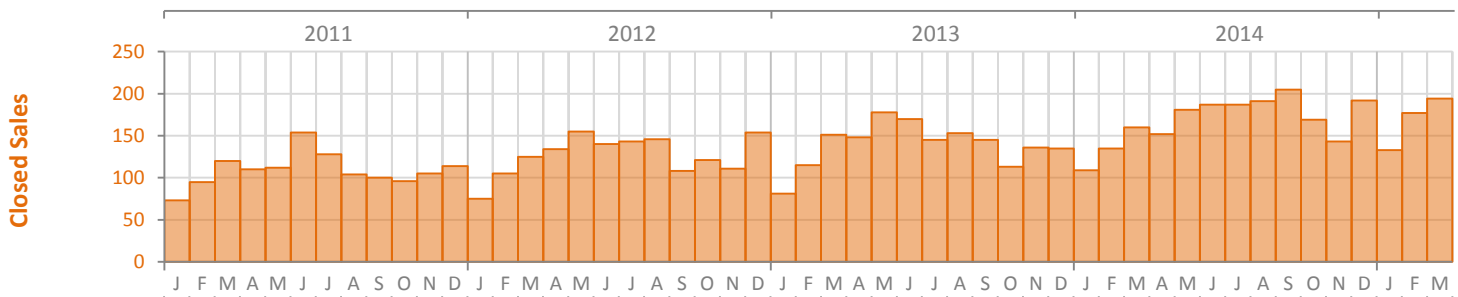
Summary Statistics	March 2015	March 2014	Percent Change Year-over-Year
Closed Sales	194	160	21.3%
Paid in Cash	46	50	-8.0%
New Pending Sales	228	208	9.6%
New Listings	321	364	-11.8%
Median Sale Price	\$330,000	\$319,500	3.3%
Average Sale Price	\$487,071	\$566,134	-14.0%
Median Days on Market	131	84	56.0%
Average Percent of Original List Price Received	95.2%	93.9%	1.4%
Pending Inventory	406	394	3.0%
Inventory (Active Listings)	1,475	1,472	0.2%
Months Supply of Inventory	8.4	10.2	-18.0%

## 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>March 2015</b>	<b>194</b>	<b>21.3%</b>
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%
July 2014	187	29.0%
June 2014	187	10.0%
May 2014	181	1.7%
April 2014	152	2.7%
March 2014	160	6.0%

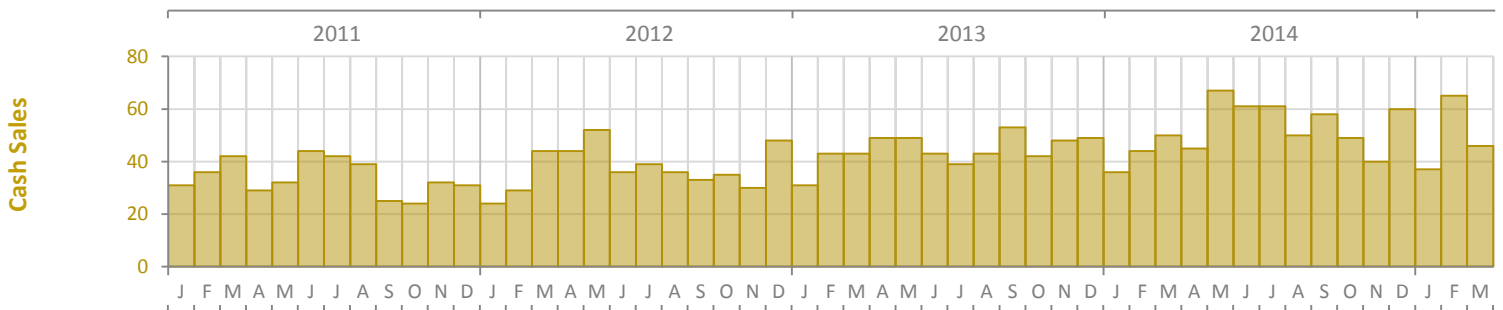


## Cash Sales

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>March 2015</b>	<b>46</b>	<b>-8.0%</b>
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%
July 2014	61	56.4%
June 2014	61	41.9%
May 2014	67	36.7%
April 2014	45	-8.2%
March 2014	50	16.3%

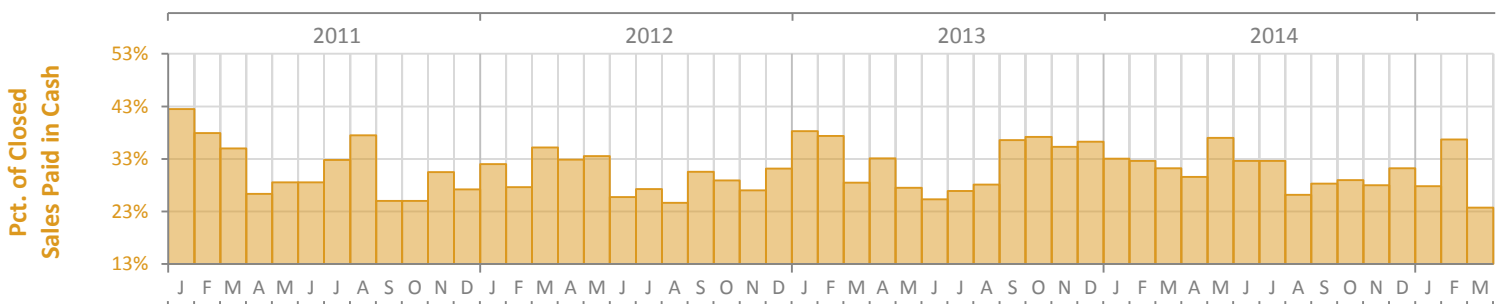


## Cash Sales as a Percentage of Closed Sales

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>March 2015</b>	<b>23.7%</b>	<b>-24.1%</b>
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%
July 2014	32.6%	21.3%
June 2014	32.6%	29.0%
May 2014	37.0%	34.5%
April 2014	29.6%	-10.6%
March 2014	31.3%	9.7%

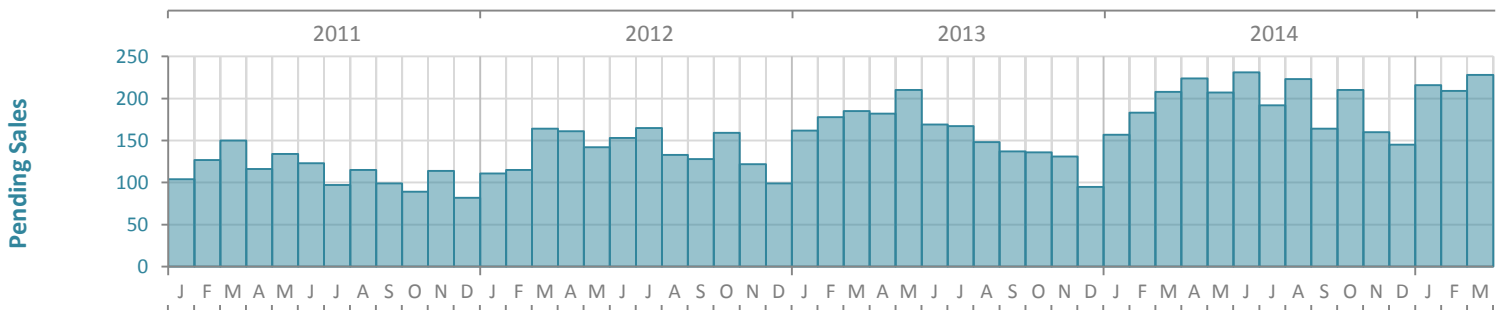


## New Pending Sales

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>March 2015</b>	<b>228</b>	<b>9.6%</b>
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%
July 2014	192	15.0%
June 2014	231	36.7%
May 2014	207	-1.4%
April 2014	224	23.1%
March 2014	208	12.4%

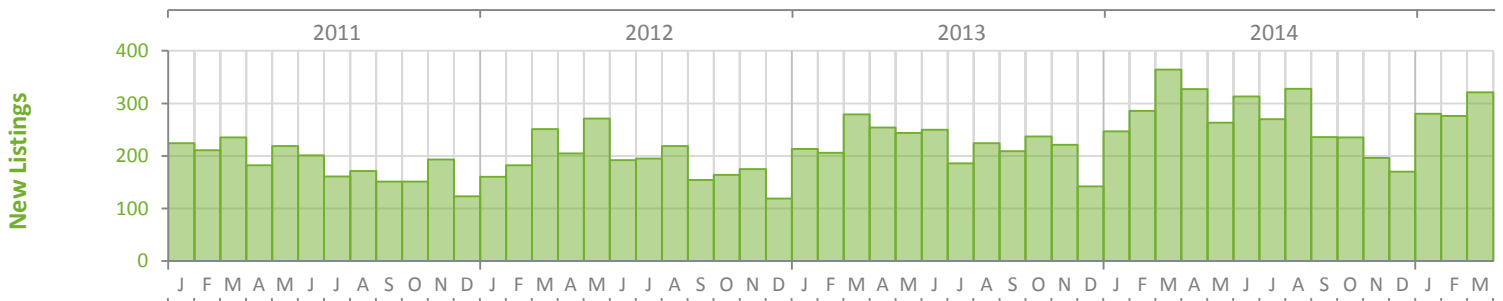


## New Listings

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>March 2015</b>	<b>321</b>	<b>-11.8%</b>
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%
July 2014	270	45.2%
June 2014	313	25.2%
May 2014	263	7.8%
April 2014	327	28.7%
March 2014	364	30.5%



# Monthly Market Detail - March 2015

## Single Family Homes

### Walton County

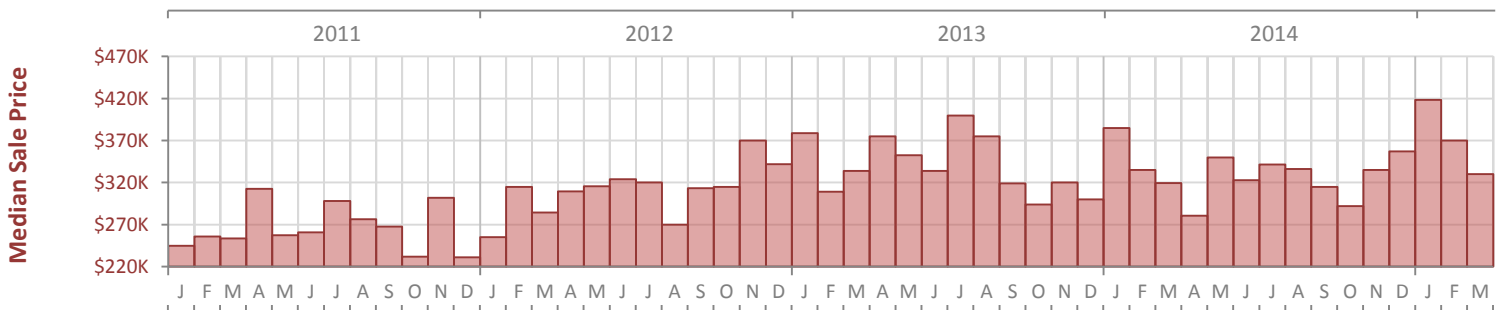


## Median Sale Price

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>March 2015</b>	<b>\$330,000</b>	<b>3.3%</b>
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%
July 2014	\$341,591	-14.6%
June 2014	\$323,000	-3.3%
May 2014	\$350,000	-0.7%
April 2014	\$280,750	-25.1%
March 2014	\$319,500	-4.3%

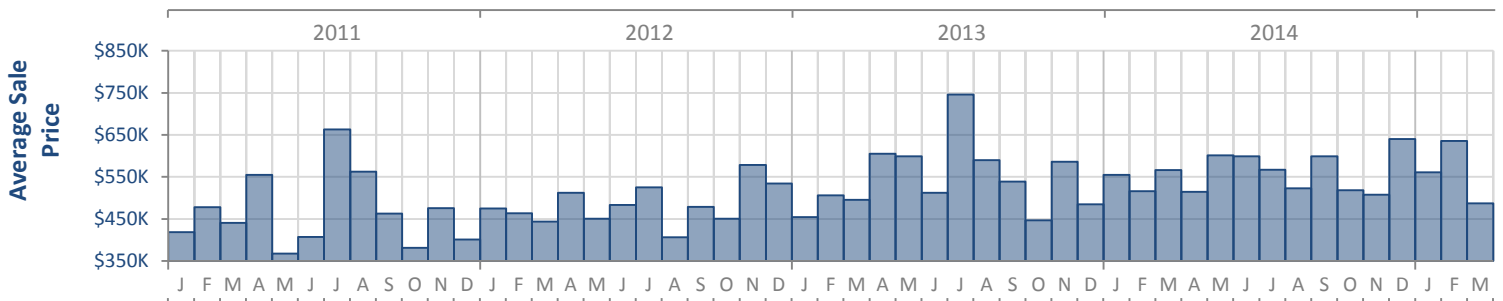


## Average Sale Price

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>March 2015</b>	<b>\$487,071</b>	<b>-14.0%</b>
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%
July 2014	\$566,814	-24.0%
June 2014	\$599,270	17.0%
May 2014	\$601,005	0.3%
April 2014	\$514,667	-15.0%
March 2014	\$566,134	14.2%

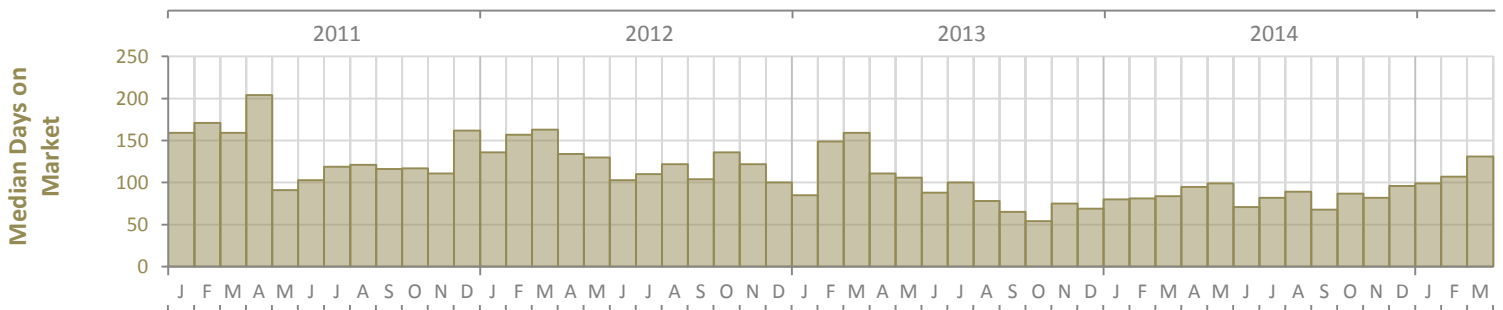


## Median Days on Market

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>March 2015</b>	<b>131</b>	<b>56.0%</b>
February 2015	107	32.1%
January 2015	99	23.8%
December 2014	96	39.1%
November 2014	82	9.3%
October 2014	87	61.1%
September 2014	68	4.6%
August 2014	89	14.1%
July 2014	82	-18.0%
June 2014	71	-19.3%
May 2014	99	-6.6%
April 2014	95	-14.4%
March 2014	84	-47.2%

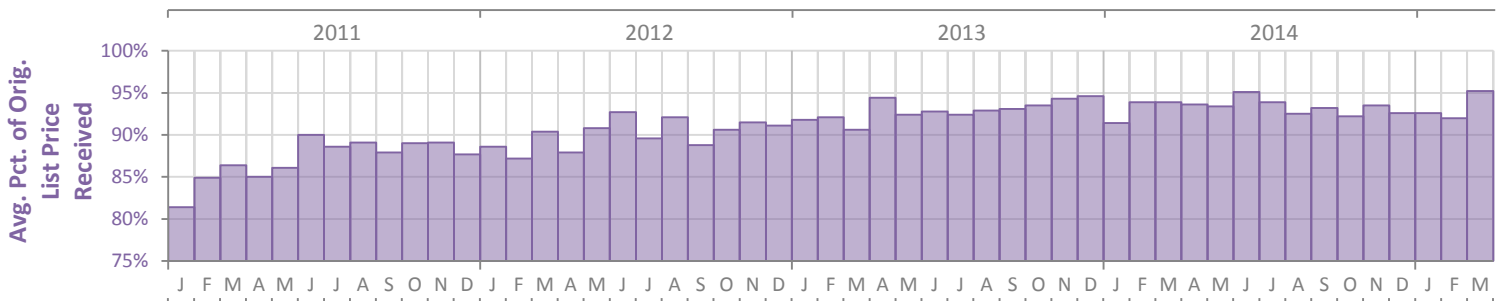


## Average Percent of Original List Price Received

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>March 2015</b>	<b>95.2%</b>	<b>1.4%</b>
February 2015	92.0%	-2.0%
January 2015	92.6%	1.3%
December 2014	92.6%	-2.1%
November 2014	93.5%	-0.8%
October 2014	92.2%	-1.4%
September 2014	93.2%	0.1%
August 2014	92.5%	-0.4%
July 2014	93.9%	1.6%
June 2014	95.1%	2.5%
May 2014	93.4%	1.1%
April 2014	93.6%	-0.8%
March 2014	93.9%	3.6%

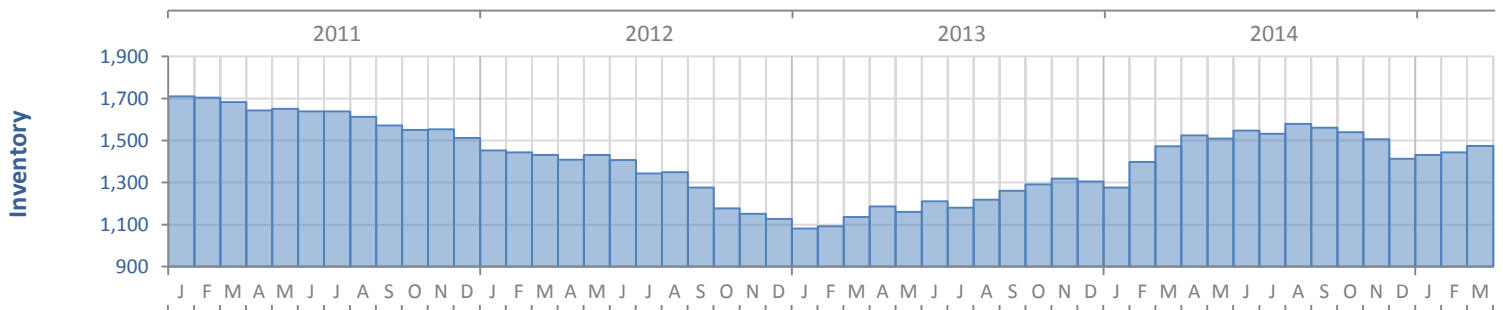


## Inventory (Active Listings)

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>March 2015</b>	<b>1,475</b>	<b>0.2%</b>
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%
July 2014	1,532	29.7%
June 2014	1,547	27.7%
May 2014	1,509	30.1%
April 2014	1,524	28.4%
March 2014	1,472	29.5%

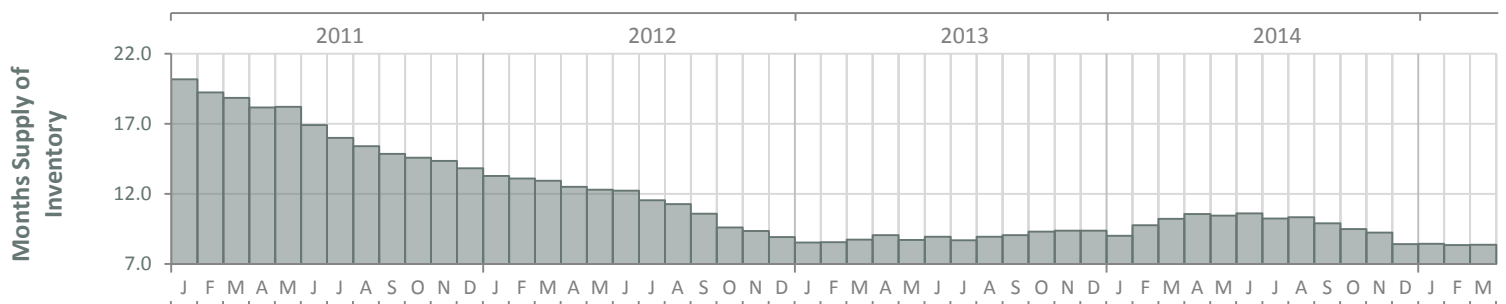


## Months Supply of Inventory

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>March 2015</b>	<b>8.4</b>	<b>-18.0%</b>
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%
July 2014	10.3	17.8%
June 2014	10.6	18.6%
May 2014	10.4	19.7%
April 2014	10.6	16.7%
March 2014	10.2	16.9%



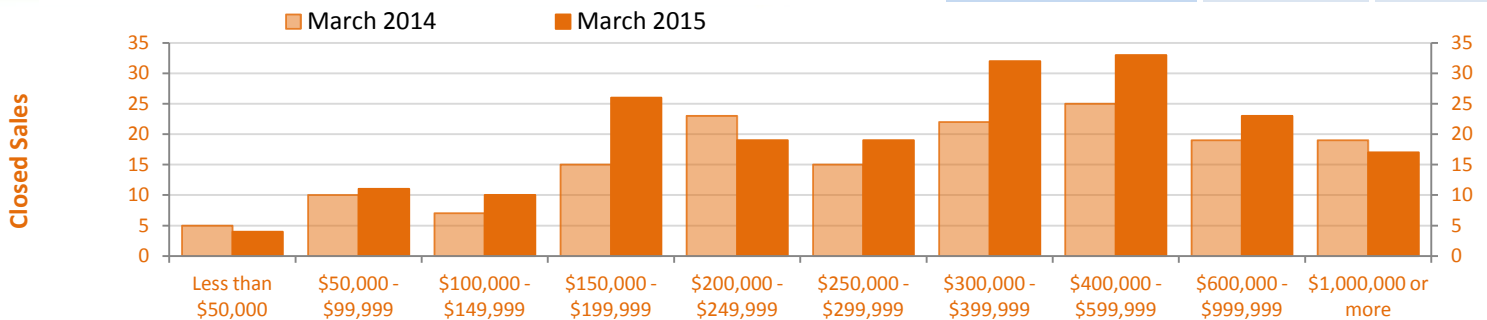


## Closed Sales by Sale Price

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	4	-20.0%
\$50,000 - \$99,999	11	10.0%
\$100,000 - \$149,999	10	42.9%
\$150,000 - \$199,999	26	73.3%
\$200,000 - \$249,999	19	-17.4%
\$250,000 - \$299,999	19	26.7%
\$300,000 - \$399,999	32	45.5%
\$400,000 - \$599,999	33	32.0%
\$600,000 - \$999,999	23	21.1%
\$1,000,000 or more	17	-10.5%

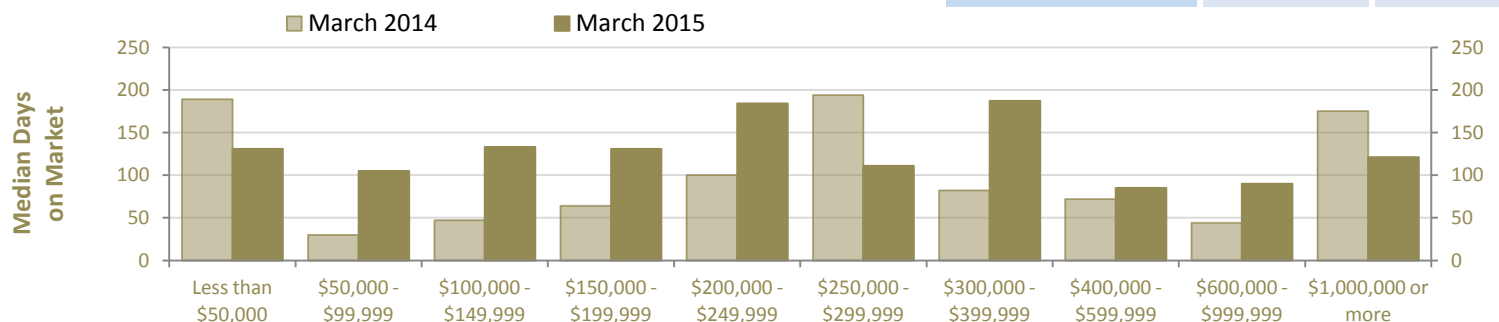


## Median Days on Market by Sale Price

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	131	-30.7%
\$50,000 - \$99,999	105	250.0%
\$100,000 - \$149,999	133	183.0%
\$150,000 - \$199,999	131	104.7%
\$200,000 - \$249,999	184	84.0%
\$250,000 - \$299,999	111	-42.8%
\$300,000 - \$399,999	187	128.0%
\$400,000 - \$599,999	85	18.1%
\$600,000 - \$999,999	90	104.5%
\$1,000,000 or more	121	-30.9%



# Monthly Market Detail - March 2015

## Single Family Homes

### Walton County

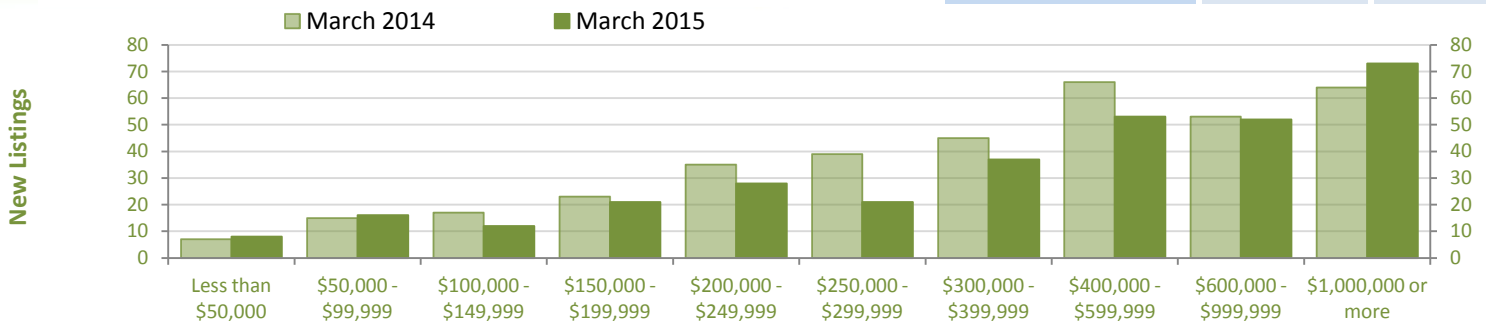


## New Listings by Initial Listing Price

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	8	14.3%
\$50,000 - \$99,999	16	6.7%
\$100,000 - \$149,999	12	-29.4%
\$150,000 - \$199,999	21	-8.7%
\$200,000 - \$249,999	28	-20.0%
\$250,000 - \$299,999	21	-46.2%
\$300,000 - \$399,999	37	-17.8%
\$400,000 - \$599,999	53	-19.7%
\$600,000 - \$999,999	52	-1.9%
\$1,000,000 or more	73	14.1%

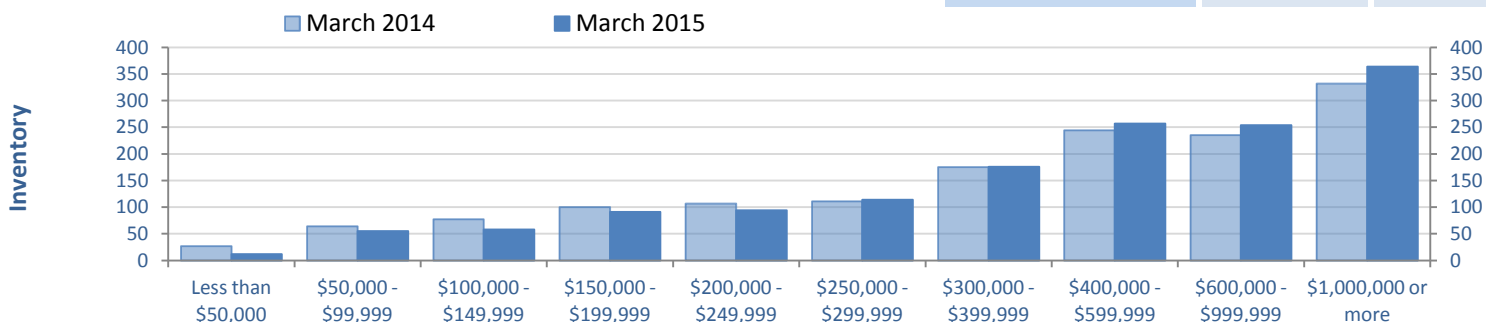


## Inventory by Current Listing Price

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	12	-55.6%
\$50,000 - \$99,999	55	-14.1%
\$100,000 - \$149,999	58	-24.7%
\$150,000 - \$199,999	91	-9.0%
\$200,000 - \$249,999	94	-12.1%
\$250,000 - \$299,999	114	2.7%
\$300,000 - \$399,999	176	0.6%
\$400,000 - \$599,999	257	5.3%
\$600,000 - \$999,999	254	8.1%
\$1,000,000 or more	364	9.6%

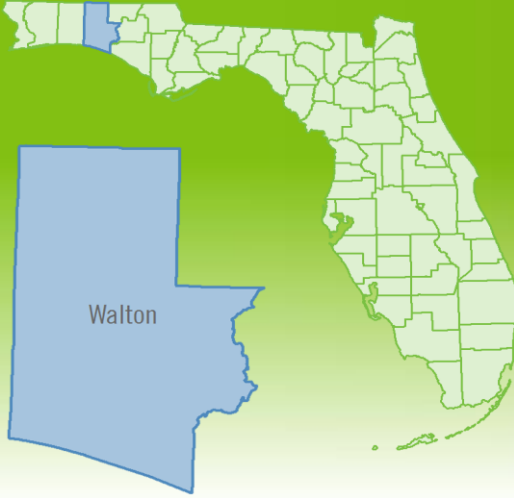




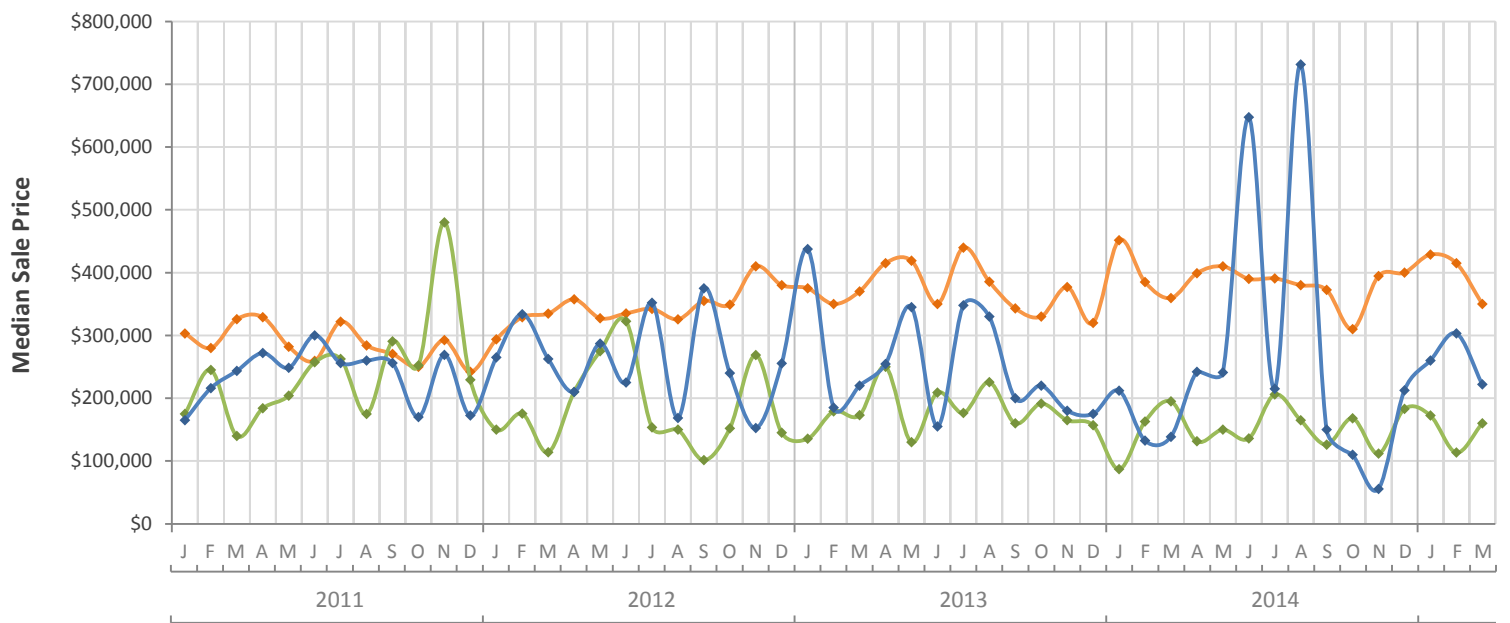
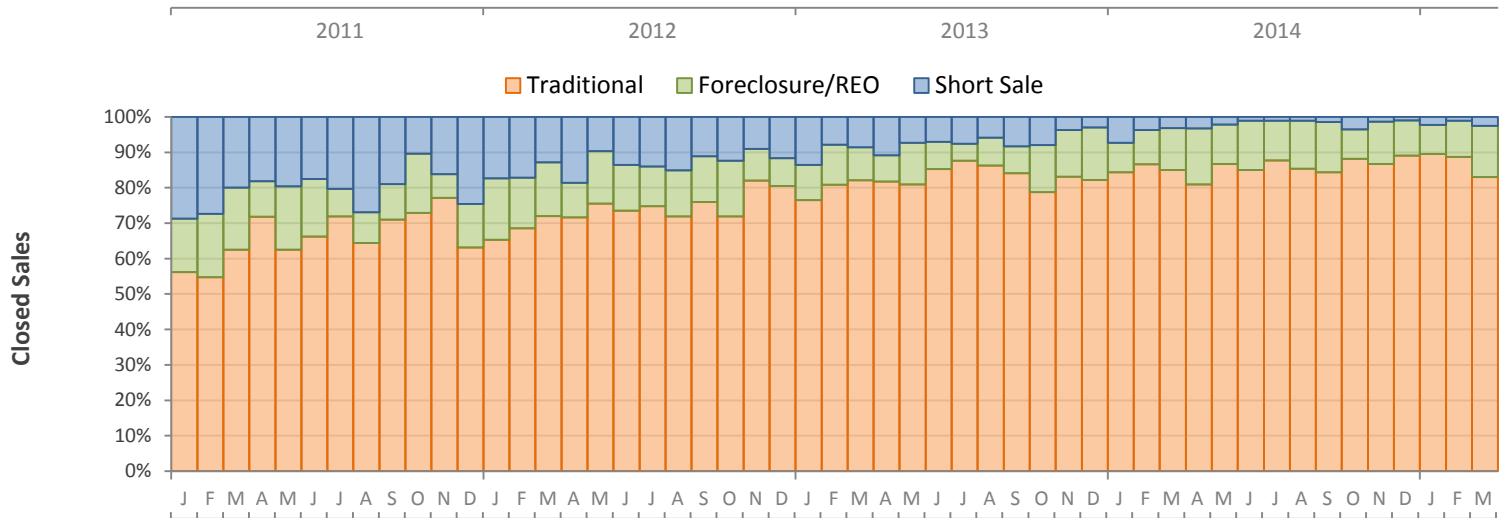
# Monthly Distressed Market - March 2015

## Single Family Homes

### Walton County



		March 2015	March 2014	Percent Change Year-over-Year
Traditional	Closed Sales	161	136	18.4%
	Median Sale Price	\$350,000	\$359,500	-2.6%
Foreclosure/REO	Closed Sales	28	19	47.4%
	Median Sale Price	\$160,000	\$195,000	-17.9%
Short Sale	Closed Sales	5	5	0.0%
	Median Sale Price	\$222,000	\$138,500	60.3%



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Wednesday, April 22, 2015. Next data release is Thursday, May 21, 2015.

# Monthly Market Detail - March 2015

## Townhouses and Condos

### Walton County



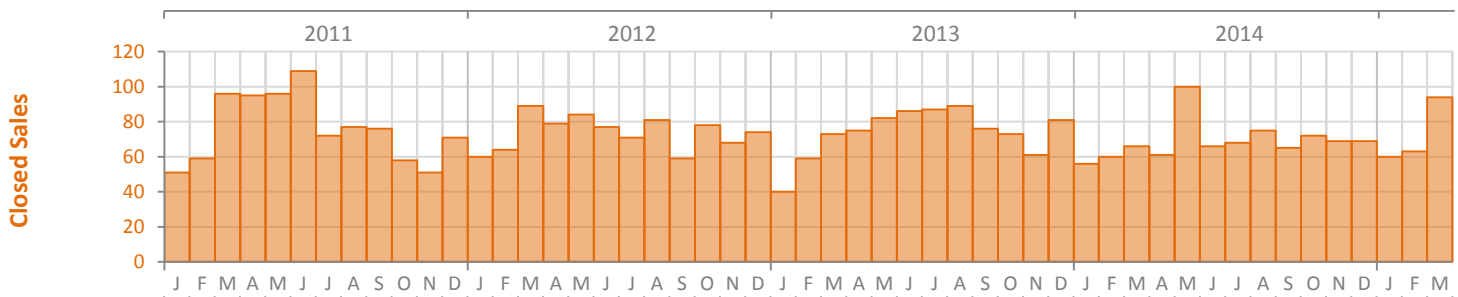
Summary Statistics	March 2015	March 2014	Percent Change Year-over-Year
Closed Sales	94	66	42.4%
Paid in Cash	41	31	32.3%
New Pending Sales	106	80	32.5%
New Listings	143	149	-4.0%
Median Sale Price	\$316,000	\$357,500	-11.6%
Average Sale Price	\$396,277	\$511,112	-22.5%
Median Days on Market	114	122	-6.6%
Average Percent of Original List Price Received	95.5%	92.9%	2.8%
Pending Inventory	123	110	11.8%
Inventory (Active Listings)	650	699	-7.0%
Months Supply of Inventory	9.0	9.4	-3.8%

## 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>March 2015</b>	<b>94</b>	<b>42.4%</b>
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%
July 2014	68	-21.8%
June 2014	66	-23.3%
May 2014	100	22.0%
April 2014	61	-18.7%
March 2014	66	-9.6%

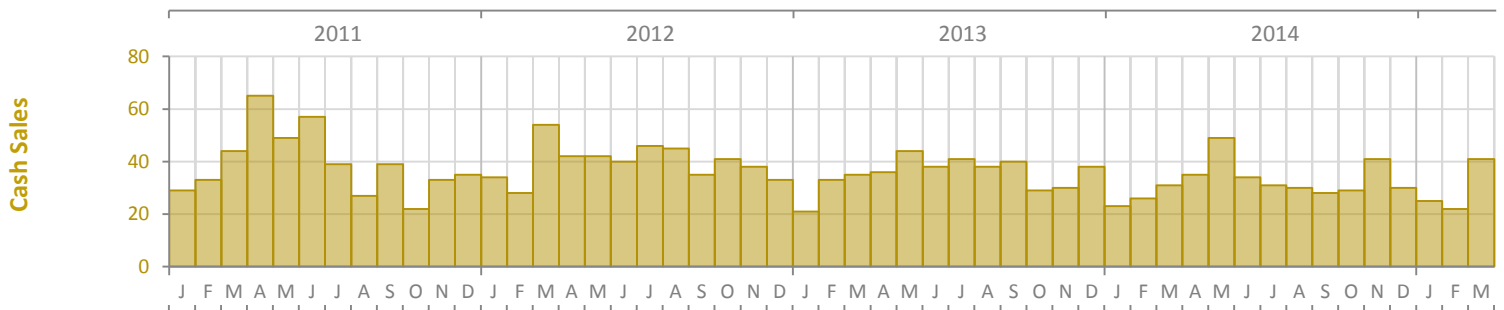


## Cash Sales

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>March 2015</b>	<b>41</b>	<b>32.3%</b>
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%
July 2014	31	-24.4%
June 2014	34	-10.5%
May 2014	49	11.4%
April 2014	35	-2.8%
March 2014	31	-11.4%

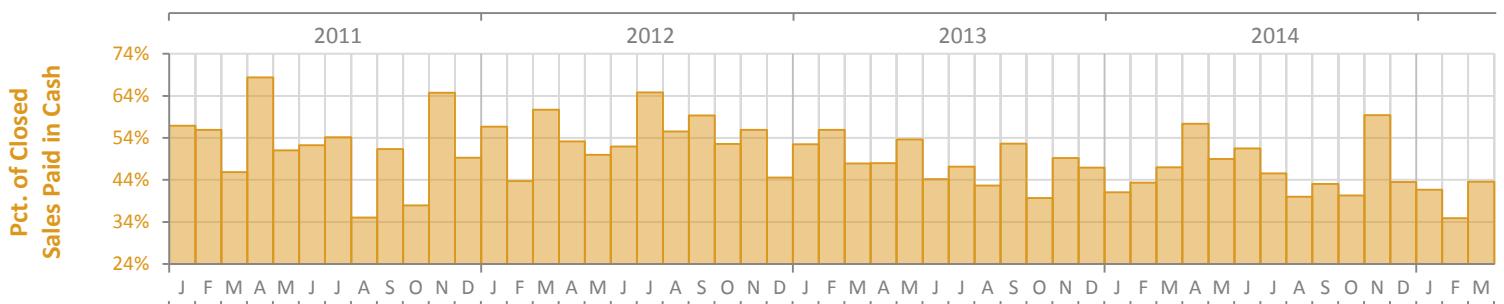


## Cash Sales as a Percentage of Closed Sales

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>March 2015</b>	<b>43.6%</b>	<b>-7.1%</b>
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%
July 2014	45.6%	-3.3%
June 2014	51.5%	16.6%
May 2014	49.0%	-8.7%
April 2014	57.4%	19.5%
March 2014	47.0%	-2.0%

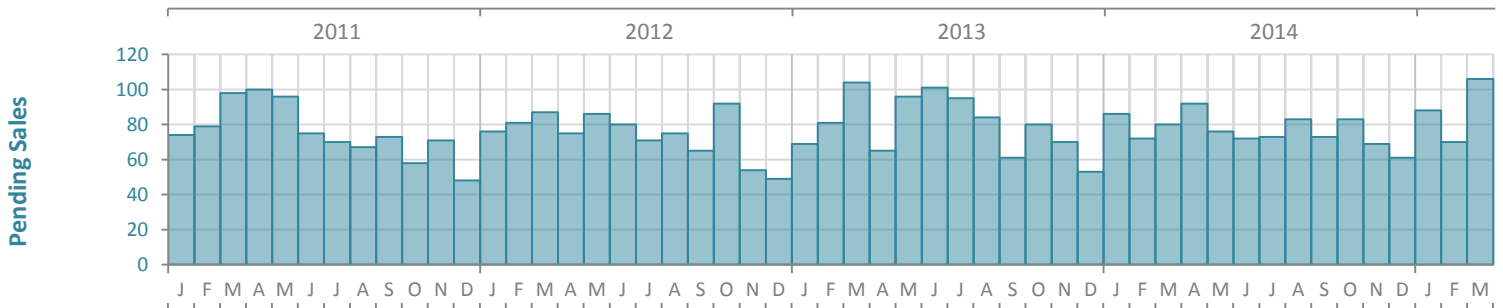


## New Pending Sales

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>March 2015</b>	<b>106</b>	<b>32.5%</b>
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%
July 2014	73	-23.2%
June 2014	72	-28.7%
May 2014	76	-20.8%
April 2014	92	41.5%
March 2014	80	-23.1%

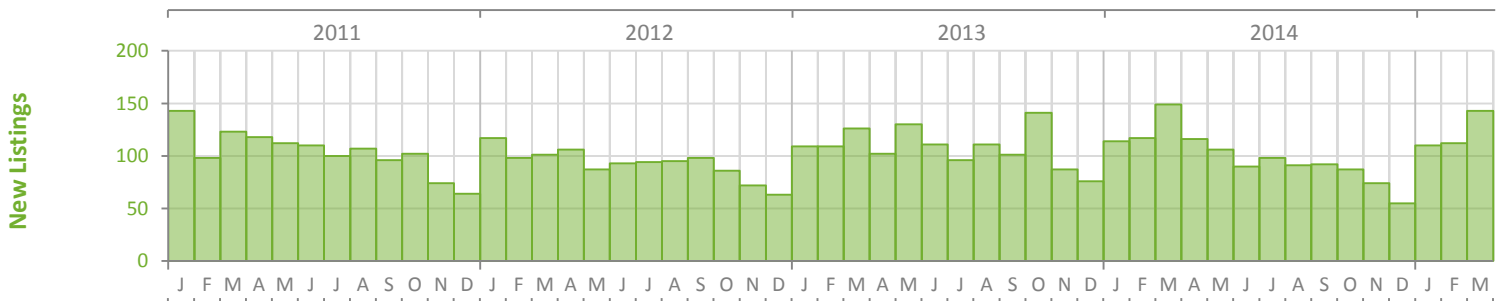


## New Listings

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.

Month	New Listings	Percent Change Year-over-Year
<b>March 2015</b>	<b>143</b>	<b>-4.0%</b>
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%
July 2014	98	2.1%
June 2014	90	-18.9%
May 2014	106	-18.5%
April 2014	116	13.7%
March 2014	149	18.3%

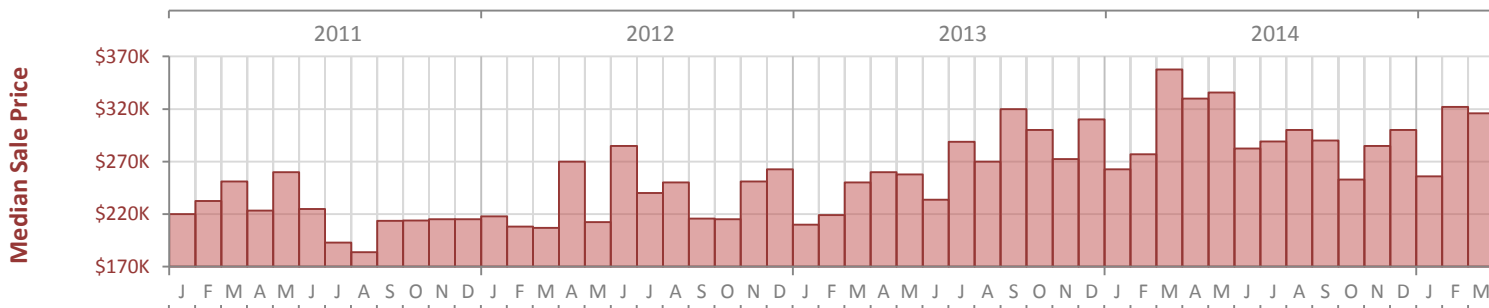


## Median Sale Price

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>March 2015</b>	<b>\$316,000</b>	<b>-11.6%</b>
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%
July 2014	\$289,250	0.1%
June 2014	\$282,500	20.9%
May 2014	\$335,625	30.2%
April 2014	\$330,000	26.9%
March 2014	\$357,500	43.0%

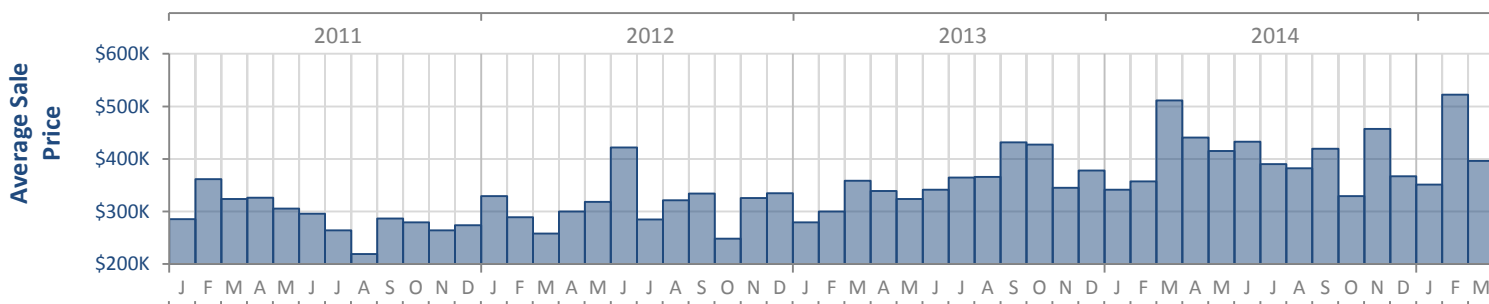


## Average Sale Price

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>March 2015</b>	<b>\$396,277</b>	<b>-22.5%</b>
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%
July 2014	\$390,146	7.0%
June 2014	\$432,575	26.8%
May 2014	\$414,977	28.3%
April 2014	\$440,373	29.8%
March 2014	\$511,112	42.5%

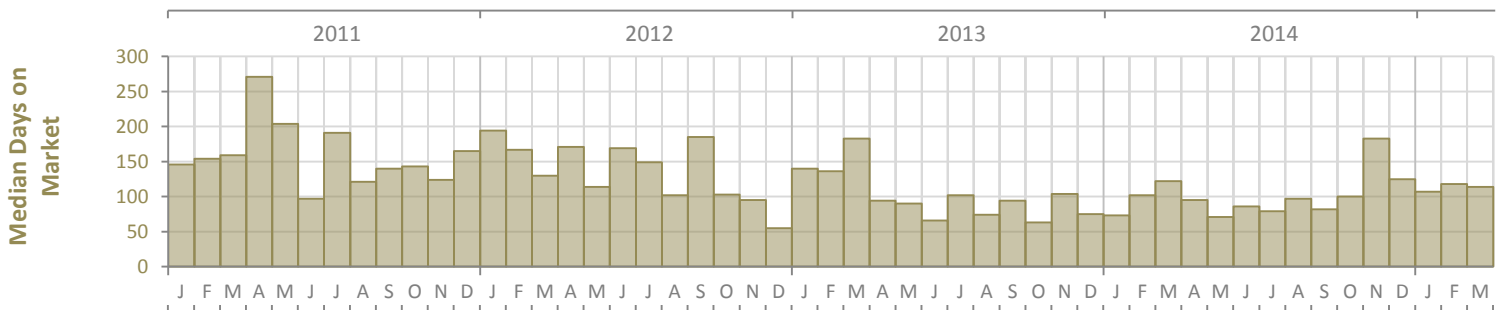


## Median Days on Market

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>March 2015</b>	<b>114</b>	<b>-6.6%</b>
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%
July 2014	79	-22.5%
June 2014	86	30.3%
May 2014	71	-21.1%
April 2014	95	1.1%
March 2014	122	-33.3%

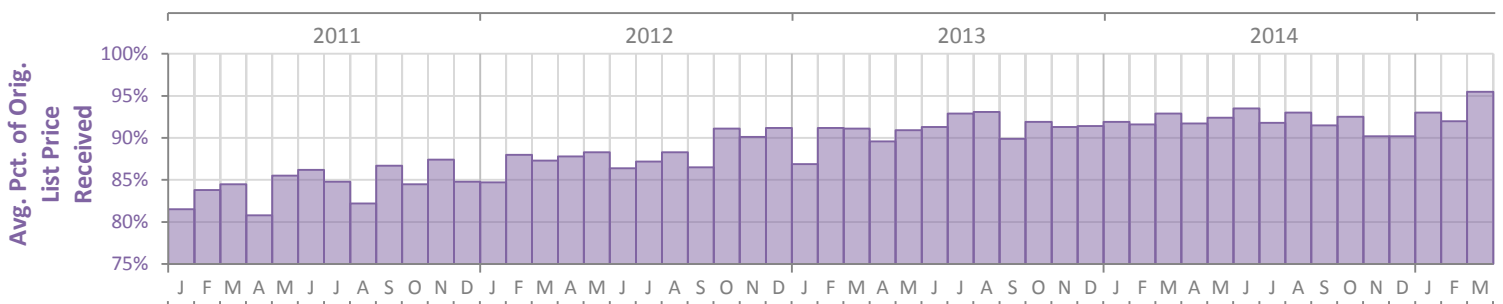


## Average Percent of Original List Price Received

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.

Month	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
<b>March 2015</b>	<b>95.5%</b>	<b>2.8%</b>
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%
July 2014	91.8%	-1.2%
June 2014	93.5%	2.4%
May 2014	92.4%	1.7%
April 2014	91.7%	2.3%
March 2014	92.9%	2.0%



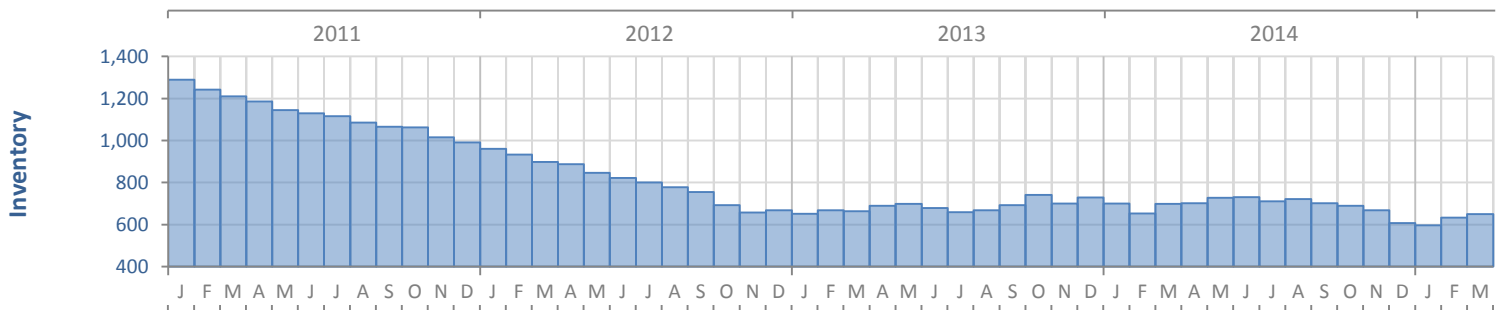


## Inventory (Active Listings)

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>March 2015</b>	<b>650</b>	<b>-7.0%</b>
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%
July 2014	711	7.9%
June 2014	731	7.7%
May 2014	728	4.1%
April 2014	702	1.7%
March 2014	699	5.3%

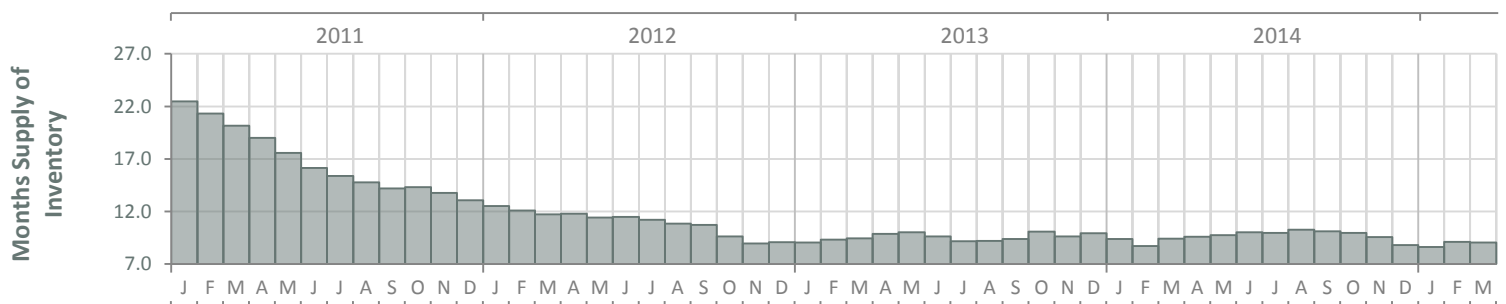


## Months Supply of Inventory

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>March 2015</b>	<b>9.0</b>	<b>-3.8%</b>
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%
July 2014	10.0	8.5%
June 2014	10.0	4.0%
May 2014	9.8	-2.7%
April 2014	9.6	-2.8%
March 2014	9.4	-0.5%

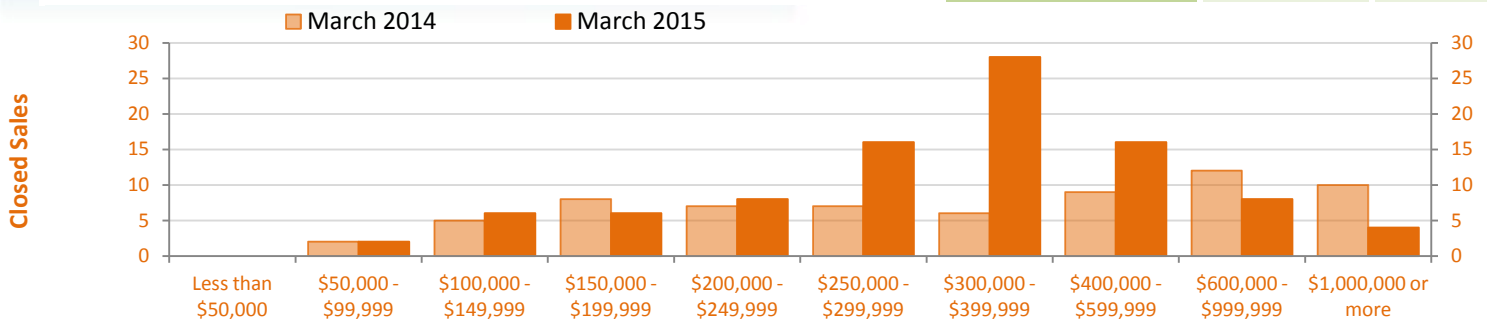


## Closed Sales by Sale Price

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	2	0.0%
\$100,000 - \$149,999	6	20.0%
\$150,000 - \$199,999	6	-25.0%
\$200,000 - \$249,999	8	14.3%
\$250,000 - \$299,999	16	128.6%
\$300,000 - \$399,999	28	366.7%
\$400,000 - \$599,999	16	77.8%
\$600,000 - \$999,999	8	-33.3%
\$1,000,000 or more	4	-60.0%

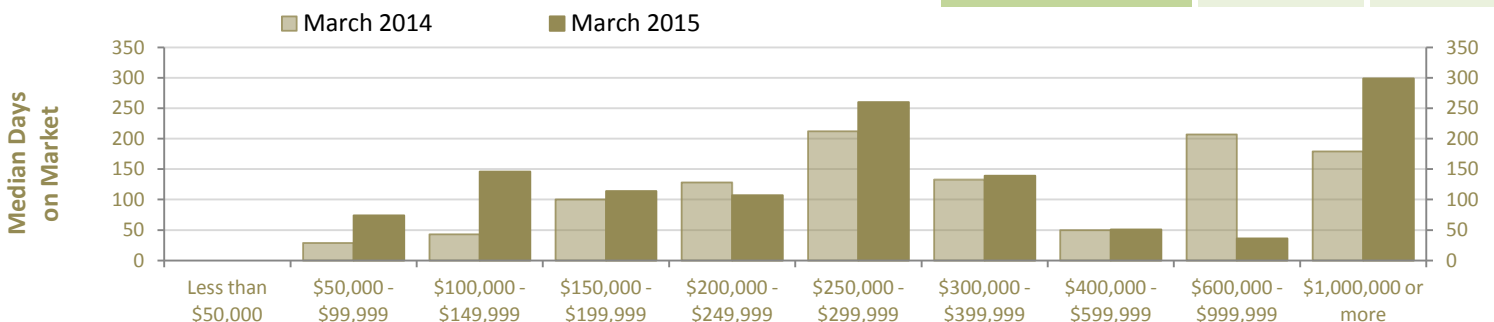


## Median Days on Market by Sale Price

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	74	155.2%
\$100,000 - \$149,999	146	239.5%
\$150,000 - \$199,999	114	14.0%
\$200,000 - \$249,999	107	-16.4%
\$250,000 - \$299,999	260	22.6%
\$300,000 - \$399,999	139	4.5%
\$400,000 - \$599,999	51	2.0%
\$600,000 - \$999,999	36	-82.6%
\$1,000,000 or more	299	67.0%

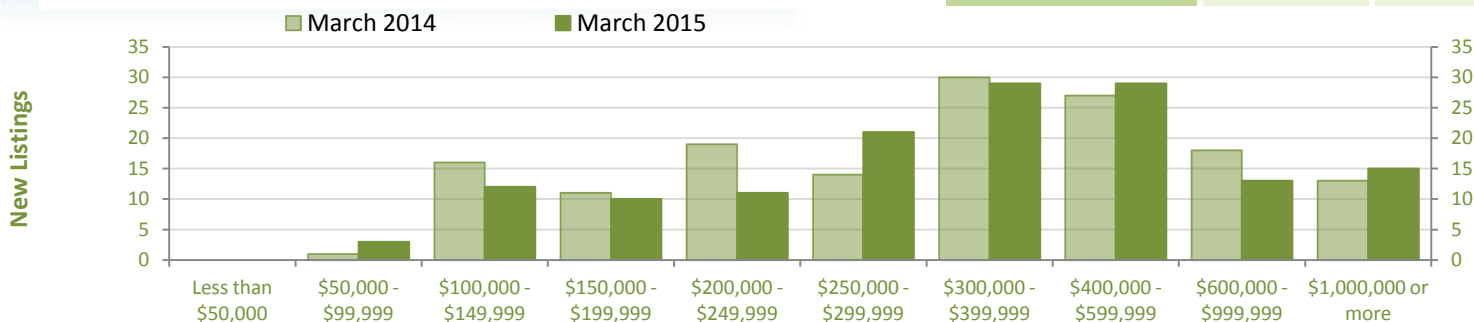


## New Listings by Initial Listing Price

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	3	200.0%
\$100,000 - \$149,999	12	-25.0%
\$150,000 - \$199,999	10	-9.1%
\$200,000 - \$249,999	11	-42.1%
\$250,000 - \$299,999	21	50.0%
\$300,000 - \$399,999	29	-3.3%
\$400,000 - \$599,999	29	7.4%
\$600,000 - \$999,999	13	-27.8%
\$1,000,000 or more	15	15.4%

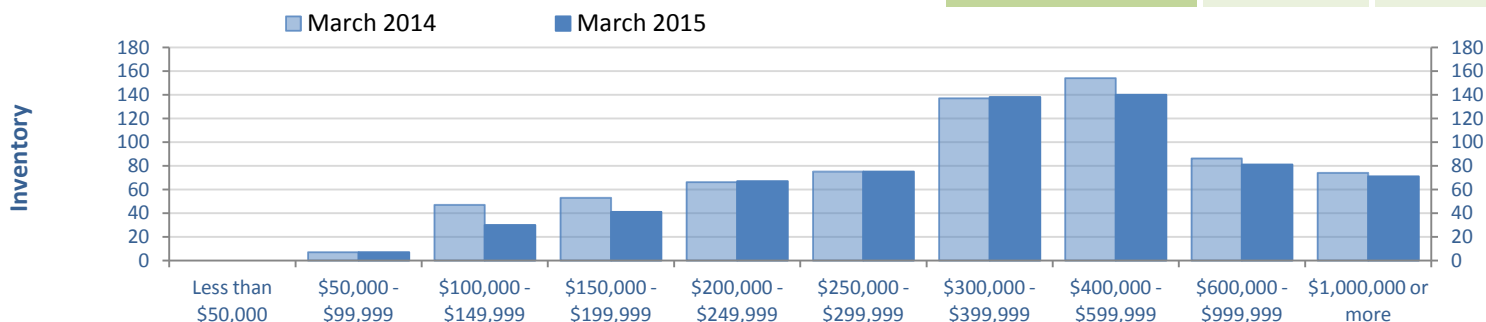


## Inventory by Current Listing Price

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	7	0.0%
\$100,000 - \$149,999	30	-36.2%
\$150,000 - \$199,999	41	-22.6%
\$200,000 - \$249,999	67	1.5%
\$250,000 - \$299,999	75	0.0%
\$300,000 - \$399,999	138	0.7%
\$400,000 - \$599,999	140	-9.1%
\$600,000 - \$999,999	81	-5.8%
\$1,000,000 or more	71	-4.1%



# Monthly Distressed Market - March 2015

## Townhouses and Condos

### Walton County



		March 2015	March 2014	Percent Change Year-over-Year
Traditional	Closed Sales	85	59	44.1%
	Median Sale Price	\$319,000	\$375,000	-14.9%
Foreclosure/REO	Closed Sales	4	6	-33.3%
	Median Sale Price	\$225,250	\$240,500	-6.3%
Short Sale	Closed Sales	5	1	400.0%
	Median Sale Price	\$117,100	\$692,000	-83.1%

