

March 2017  
Charlotte County, FL

Sold Summary

|                            | Mar 2017      | Mar 2016      | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume         | \$149,999,529 | \$103,785,181 | 44.53%   |
| Avg Sold Price             | \$250,417     | \$209,667     | 19.44%   |
| Median Sold Price          | \$192,000     | \$175,000     | 9.71%    |
| Units Sold                 | 599           | 495           | 21.01%   |
| Avg Days on Market         | 74            | 74            | 0.00%    |
| Avg List Price for Solds   | \$262,013     | \$217,815     | 20.29%   |
| Avg SP to OLP Ratio        | 93.8%         | 93.9%         | -0.09%   |
| Ratio of Avg SP to Avg OLP | 93.0%         | 93.7%         | -0.80%   |
| Attached Avg Sold Price    | \$192,604     | \$164,286     | 17.24%   |
| Detached Avg Sold Price    | \$262,965     | \$220,758     | 19.12%   |
| Attached Units Sold        | 107           | 98            | 9.18%    |
| Detached Units Sold        | 491           | 396           | 23.99%   |

- Notes:
- SP = Sold Price
  - OLP = Original List Price
  - LP = List Price (at time of sale)
  - Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|                     | Mar 2017 | Mar 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 2,418    | 2,310    | 4.68%    |
| New Listings        | 739      | 749      | -1.34%   |
| New Under Contracts | 717      | 426      | 68.31%   |
| New Pending         | 777      | 732      | 6.15%    |
| All Pending         | 927      | 984      | -5.79%   |

Financing (Sold)

|              |     |
|--------------|-----|
| Assumption   | 20  |
| Cash         | 309 |
| Conventional | 191 |
| FHA          | 34  |
| Other        | 14  |
| Owner        | 0   |
| VA           | 31  |

Days on Market (Sold)

|            |     |
|------------|-----|
| 0          | 20  |
| 1 to 10    | 130 |
| 11 to 20   | 76  |
| 21 to 30   | 42  |
| 31 to 60   | 99  |
| 61 to 90   | 71  |
| 91 to 120  | 48  |
| 121 to 180 | 55  |
| 181 to 360 | 46  |
| 361 to 720 | 10  |
| 721+       | 2   |

Sold Detail

|                            | 2 or Less BR |             | 3 BR      |             | 4 or More BR |             | All        |           | Active Listings |             |
|----------------------------|--------------|-------------|-----------|-------------|--------------|-------------|------------|-----------|-----------------|-------------|
| Price Ranges               | SFH/Villa    | Cnd/Coop/TH | SFH/Villa | Cnd/Coop/TH | SFH/Villa    | Cnd/Coop/TH | MH/Man/Mod | Total     | SFH/Villa       | Cnd/Coop/TH |
| < \$50,000                 | 2            | 2           | 0         | 0           | 0            | 0           | 2          | 6         | 1               | 4           |
| \$50K to \$99,999          | 17           | 25          | 9         | 1           | 0            | 0           | 15         | 67        | 31              | 82          |
| \$100K to \$124,999        | 15           | 11          | 12        | 2           | 1            | 0           | 9          | 50        | 48              | 21          |
| \$125K to \$149,999        | 28           | 11          | 23        | 2           | 2            | 0           | 6          | 72        | 91              | 39          |
| \$150K to \$199,999        | 22           | 10          | 71        | 5           | 8            | 0           | 5          | 121       | 275             | 83          |
| \$200K to \$249,999        | 12           | 7           | 52        | 8           | 14           | 0           | 1          | 94        | 313             | 42          |
| \$250K to \$299,999        | 6            | 7           | 43        | 3           | 8            | 0           | 0          | 68        | 261             | 47          |
| \$300K to \$399,999        | 7            | 4           | 39        | 1           | 6            | 0           | 0          | 57        | 293             | 74          |
| \$400K to \$499,999        | 0            | 2           | 16        | 1           | 5            | 0           | 0          | 24        | 167             | 32          |
| \$500K to \$599,999        | 0            | 1           | 8         | 3           | 2            | 0           | 0          | 14        | 104             | 16          |
| \$600K to \$799,999        | 0            | 0           | 8         | 0           | 4            | 0           | 0          | 12        | 98              | 21          |
| \$800K to \$999,999        | 0            | 0           | 2         | 0           | 4            | 0           | 0          | 6         | 56              | 8           |
| \$1,000,000+               | 0            | 0           | 6         | 1           | 1            | 0           | 0          | 8         | 80              | 7           |
| Total                      | 109          | 80          | 289       | 27          | 55           | 0           | 38         | 599       | 1,818           | 476         |
| Avg Sold Price             | \$160,091    | \$159,547   | \$290,212 | \$290,552   | \$431,173    | \$0         | \$107,376  | \$250,417 |                 |             |
| Prev Year - Avg Sold Price | \$147,444    | \$141,343   | \$242,221 | \$259,679   | \$372,707    | \$0         | \$90,755   | \$209,667 |                 |             |
| Avg Sold % Change          | 8.58%        | 12.88%      | 19.81%    | 11.89%      | 15.69%       | 0.00%       | 18.31%     | 19.44%    |                 |             |
| Prev Year - # of Solds     | 100          | 79          | 228       | 19          | 40           | 0           | 28         | 495       |                 |             |

Active Detail