

May 2017

Charlotte County, FL

Sold Summary

| | May 2017 May 2016 | | % Change | |
|----------------------------|-------------------|---------------|----------|--|
| Sold Dollar Volume | \$143,982,447 | \$128,330,630 | 12.20% | |
| Avg Sold Price | \$233,359 | \$218,621 | 6.74% | |
| Median Sold Price | \$195,000 | \$177,500 | 9.86% | |
| Units Sold | 617 | 587 | 5.11% | |
| Avg Days on Market | 72 | 81 | -11.11% | |
| Avg List Price for Solds | \$242,183 | \$227,117 | 6.63% | |
| Avg SP to OLP Ratio | 93.5% | 93.9% | -0.47% | |
| Ratio of Avg SP to Avg OLP | 93.1% | 93.3% | -0.13% | |
| Attached Avg Sold Price | \$195,260 | \$224,732 | -13.11% | |
| Detached Avg Sold Price | \$241,534 | \$215,523 | 12.07% | |
| Attached Units Sold | 109 | 102 | 6.86% | |
| Detached Units Sold | 508 | 484 | 4.96% | |

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

| | May 2017 | May 2016 | % Change | | |
|---------------------|----------|----------|----------|--|--|
| Active Listings | 2,113 | 2,026 | 4.29% | | |
| New Listings | 634 | 559 | 13.42% | | |
| New Under Contracts | 622 | 381 | 63.25% | | |
| New Pendings | 682 | 656 | 3.96% | | |
| All Pendings | 847 | 923 | -8.23% | | |

Financing (Sold)

| Assumption | 8 |
|--------------|-----|
| Cash | 262 |
| Conventional | 227 |
| FHA | 60 |
| Other | 25 |
| Owner | 0 |
| VA | 35 |

Days on Market (Sold)

| ayo on markot (| 50.0 |
|-----------------|------|
| 0 | 27 |
| 1 to 10 | 105 |
| 11 to 20 | 61 |
| 21 to 30 | 56 |
| 31 to 60 | 127 |
| 61 to 90 | 76 |
| 91 to 120 | 51 |
| 121 to 180 | 62 |
| 181 to 360 | 37 |
| 361 to 720 | 13 |
| 721+ | 1 |
| | |

Sold Detail Active Detail

| | 2 or | Less BR | 3 BR 4 or More BR | | More BR | AII | | 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 | 1 | 2 | 0 | 0 | 0 | 0 | 2 | 5 | 0 | 3 |
| \$50K to \$99,999 | 13 | 29 | 8 | 1 | 0 | 0 | 14 | 65 | 32 | 62 |
| \$100K to \$124,999 | 19 | 13 | 14 | 1 | 1 | 0 | 6 | 54 | 36 | 28 |
| \$125K to \$149,999 | 29 | 13 | 26 | 2 | 1 | 0 | 4 | 75 | 73 | 44 |
| \$150K to \$199,999 | 25 | 11 | 70 | 2 | 10 | 0 | 4 | 122 | 241 | 75 |
| \$200K to \$249,999 | 3 | 4 | 67 | 4 | 14 | 0 | 0 | 92 | 270 | 40 |
| \$250K to \$299,999 | 6 | 6 | 51 | 2 | 9 | 0 | 1 | 75 | 225 | 35 |
| \$300K to \$399,999 | 4 | 6 | 49 | 6 | 9 | 0 | 0 | 74 | 270 | 69 |
| \$400K to \$499,999 | 0 | 2 | 19 | 2 | 3 | 0 | 0 | 26 | 137 | 26 |
| \$500K to \$599,999 | 0 | 0 | 8 | 0 | 2 | 0 | 0 | 10 | 85 | 18 |
| \$600K to \$799,999 | 0 | 0 | 5 | 1 | 4 | 0 | 0 | 10 | 93 | 13 |
| \$800K to \$999,999 | 0 | 1 | 2 | 0 | 2 | 0 | 0 | 5 | 40 | 7 |
| \$1,000,000+ | 0 | 0 | 0 | 1 | 3 | 0 | 0 | 4 | 68 | 6 |
| Total | 100 | 87 | 319 | 22 | 58 | 0 | 31 | 617 | 1,570 | 426 |
| Avg Sold Price | \$151,024 | \$159,176 | \$255,800 | \$337,955 | \$390,734 | \$0 | \$107,547 | \$233,359 | | |
| Prev Year - Avg Sold Price | \$146,324 | \$186,386 | \$238,379 | \$324,295 | \$306,737 | \$417,000 | \$99,141 | \$218,621 | | |
| Avg Sold % Change | 3.21% | -14.60% | 7.31% | 4.21% | 27.38% | 0.00% | 8.48% | 6.74% | | |
| Prev Year - # of Solds | 99 | 77 | 289 | 20 | 55 | 5 | 41 | 587 | | |