July 2017 Charlotte County, FL

Sold Summary

| | Jul 2017 | Jul 2016 | % Change | |
|----------------------------|---------------|--------------|----------|--|
| Sold Dollar Volume | \$108,843,045 | \$98,984,884 | 9.96% | |
| Avg Sold Price | \$223,039 | \$203,254 | 9.73% | |
| Median Sold Price | \$195,000 | \$174,900 | 11.49% | |
| Units Sold | 488 | 487 | 0.21% | |
| Avg Days on Market | 78 | 84 | -7.14% | |
| Avg List Price for Solds | \$232,441 | \$210,438 | 10.46% | |
| Avg SP to OLP Ratio | 93.0% | 93.3% | -0.31% | |
| Ratio of Avg SP to Avg OLP | 92.4% | 92.6% | -0.24% | |
| Attached Avg Sold Price | \$184,592 | \$186,558 | -1.05% | |
| Detached Avg Sold Price | \$227,624 | \$206,264 | 10.36% | |
| Attached Units Sold | 52 | 70 | -25.71% | |
| Detached Units Sold | 436 | 416 | 4.81% | |

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

| | Jul 2017 | Jul 2016 | % Change | | |
|---------------------|----------|----------|----------|--|--|
| Active Listings | 1,838 | 1,829 | 0.49% | | |
| New Listings | 430 | 542 | -20.66% | | |
| New Under Contracts | 481 | 333 | 44.44% | | |
| New Pendings | 536 | 595 | -9.92% | | |
| All Pendings | 715 | 851 | -15.98% | | |

Financing (Sold)

| Assumption | 6 | | |
|--------------|-----|--|--|
| Cash | 185 | | |
| Conventional | 182 | | |
| FHA | 73 | | |
| Other | 17 | | |
| Owner | 0 | | |
| VA | 25 | | |

Days on Market (Sold)

| 0 | 17 | |
|------------|-----|--|
| 1 to 10 | 105 | |
| 11 to 20 | 48 | |
| 21 to 30 | 42 | |
| 31 to 60 | 72 | |
| 61 to 90 | 55 | |
| 91 to 120 | 56 | |
| 121 to 180 | 43 | |
| 181 to 360 | 37 | |
| 361 to 720 | 10 | |
| 721+ | 3 | |

Active Detail

Sold Detail

| | | | | | | | Active Detail | | | | |
|----------------------------|-----------|-------------|-----------|-------------|------------------|-------------|---------------|-----------|-----------|-----------------|--|
| | 2 or | Less BR | | 3 BR | 4 or More BR All | | All | | Activ | 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 | 3 | 1 | 0 | 0 | 0 | 3 | 8 | 0 | 0 | |
| \$50K to \$99,999 | 15 | 13 | 7 | 0 | 0 | 0 | 11 | 46 | 29 | 55 | |
| \$100K to \$124,999 | 19 | 6 | 11 | 1 | 0 | 0 | 3 | 40 | 30 | 28 | |
| \$125K to \$149,999 | 19 | 5 | 20 | 1 | 2 | 0 | 3 | 50 | 64 | 44 | |
| \$150K to \$199,999 | 24 | 7 | 65 | 3 | 6 | 0 | 2 | 107 | 188 | 68 | |
| \$200K to \$249,999 | 6 | 1 | 60 | 3 | 15 | 0 | 0 | 85 | 236 | 37 | |
| \$250K to \$299,999 | 2 | 1 | 41 | 2 | 14 | 0 | 1 | 61 | 212 | 41 | |
| \$300K to \$399,999 | 4 | 1 | 40 | 0 | 9 | 0 | 0 | 54 | 238 | 57 | |
| \$400K to \$499,999 | 0 | 1 | 14 | 1 | 4 | 0 | 0 | 20 | 122 | 20 | |
| \$500K to \$599,999 | 0 | 0 | 5 | 1 | 3 | 0 | 0 | 9 | 70 | 14 | |
| \$600K to \$799,999 | 0 | 1 | 3 | 0 | 0 | 0 | 0 | 4 | 76 | 10 | |
| \$800K to \$999,999 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 3 | 38 | 5 | |
| \$1,000,000+ | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 59 | 5 | |
| Total | 90 | 39 | 267 | 13 | 56 | 0 | 23 | 488 | 1,362 | 384 | |
| Avg Sold Price | \$148,362 | \$146,072 | \$245,959 | \$300,154 | \$321,688 | \$0 | \$95,913 | \$223,039 | | | |
| Prev Year - Avg Sold Price | \$139,350 | \$166,405 | \$226,619 | \$232,875 | \$260,390 | \$340,000 | \$100,500 | \$203,254 | | | |
| Avg Sold % Change | 6.47% | -12.22% | 8.53% | 28.89% | 23.54% | 0.00% | -4.56% | 9.73% | | | |
| Prev Year - # of Solds | 97 | 52 | 267 | 16 | 41 | 2 | 11 | 487 | | | |