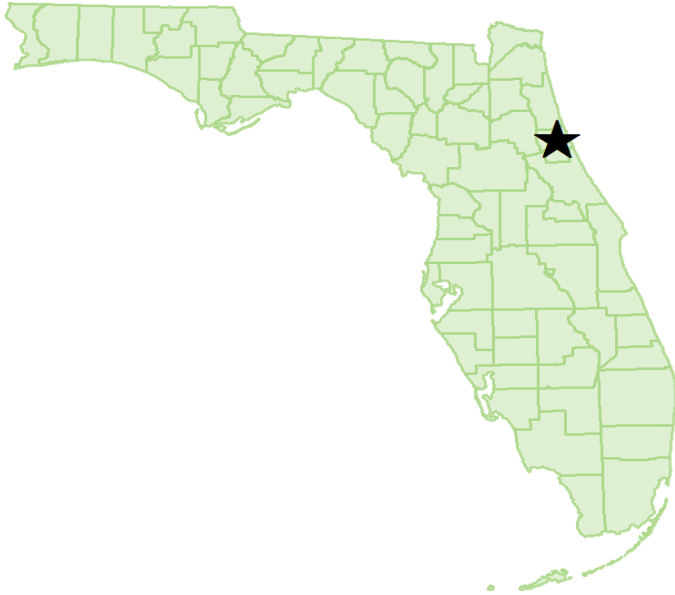


Monthly Market Detail - June 2015

Single Family Homes

Flagler County Association of REALTORS®

This report describes member activity for the association and is not confined to any specific geographic area.



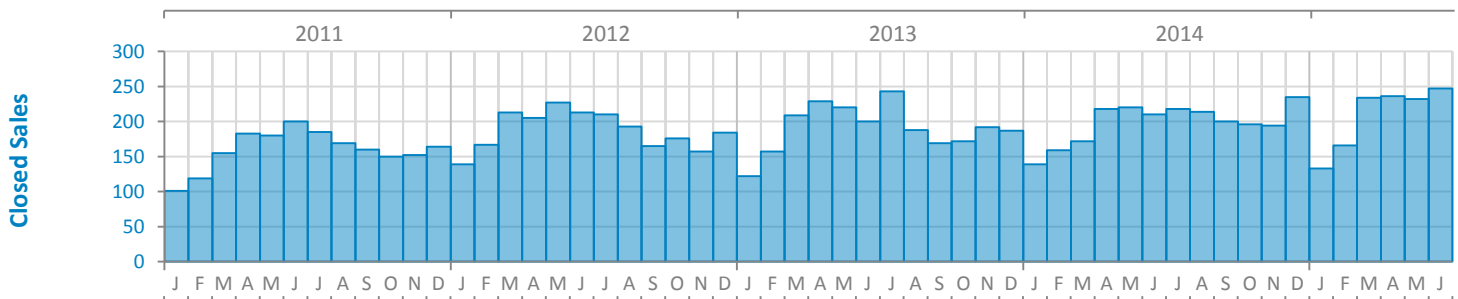
Summary Statistics	June 2015	June 2014	Percent Change Year-over-Year
Closed Sales	247	210	17.6%
Paid in Cash	91	99	-8.1%
New Pending Sales	291	265	9.8%
New Listings	371	310	19.7%
Median Sale Price	\$167,500	\$160,000	4.7%
Average Sale Price	\$213,835	\$191,789	11.5%
Median Days on Market	55	59	-6.8%
Average Percent of Original List Price Received	94.2%	92.1%	2.3%
Pending Inventory	415	447	-7.2%
Inventory (Active Listings)	1,066	1,133	-5.9%
Months Supply of Inventory	5.1	6.0	-14.8%

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
June 2015	247	17.6%
May 2015	232	5.5%
April 2015	236	8.3%
March 2015	234	36.0%
February 2015	166	4.4%
January 2015	133	-4.3%
December 2014	235	25.7%
November 2014	194	1.0%
October 2014	196	14.0%
September 2014	200	18.3%
August 2014	214	13.8%
July 2014	218	-10.3%
June 2014	210	5.0%



Monthly Market Detail - June 2015

Single Family Homes

Flagler County Association of REALTORS®



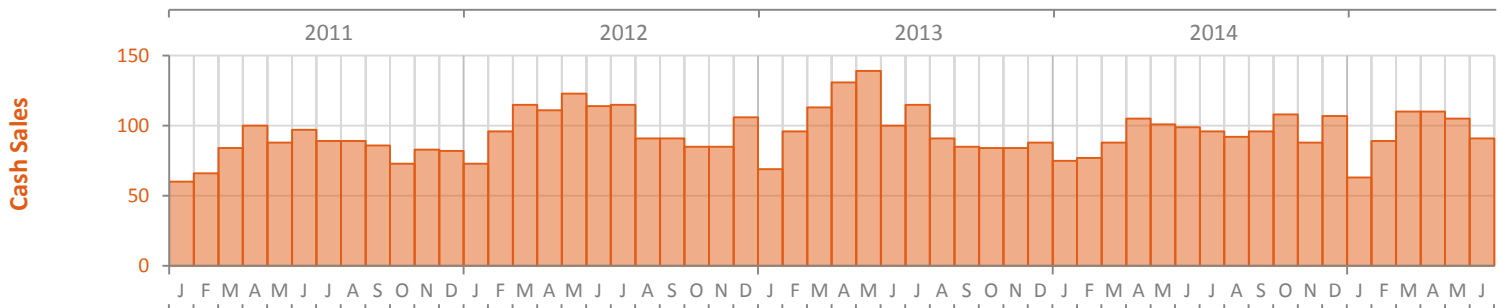
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Cash Sales

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
June 2015	91	-8.1%
May 2015	105	4.0%
April 2015	110	4.8%
March 2015	110	25.0%
February 2015	89	15.6%
January 2015	63	-16.0%
December 2014	107	21.6%
November 2014	88	4.8%
October 2014	108	28.6%
September 2014	96	12.9%
August 2014	92	1.1%
July 2014	96	-16.5%
June 2014	99	-1.0%

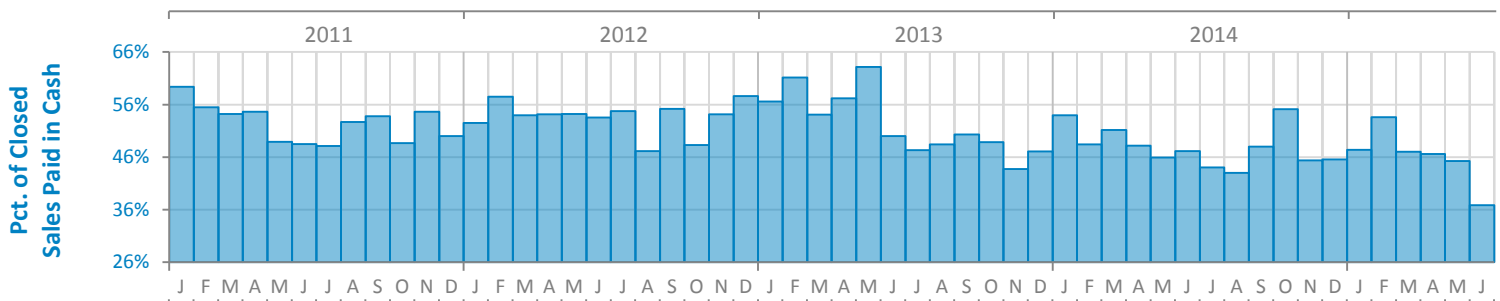


Cash Sales as a Percentage of Closed Sales

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
June 2015	36.8%	-21.9%
May 2015	45.3%	-1.4%
April 2015	46.6%	-3.2%
March 2015	47.0%	-8.1%
February 2015	53.6%	10.7%
January 2015	47.4%	-12.2%
December 2014	45.5%	-3.2%
November 2014	45.4%	3.7%
October 2014	55.1%	12.8%
September 2014	48.0%	-4.6%
August 2014	43.0%	-11.2%
July 2014	44.0%	-6.9%
June 2014	47.1%	-5.7%



Monthly Market Detail - June 2015

Single Family Homes

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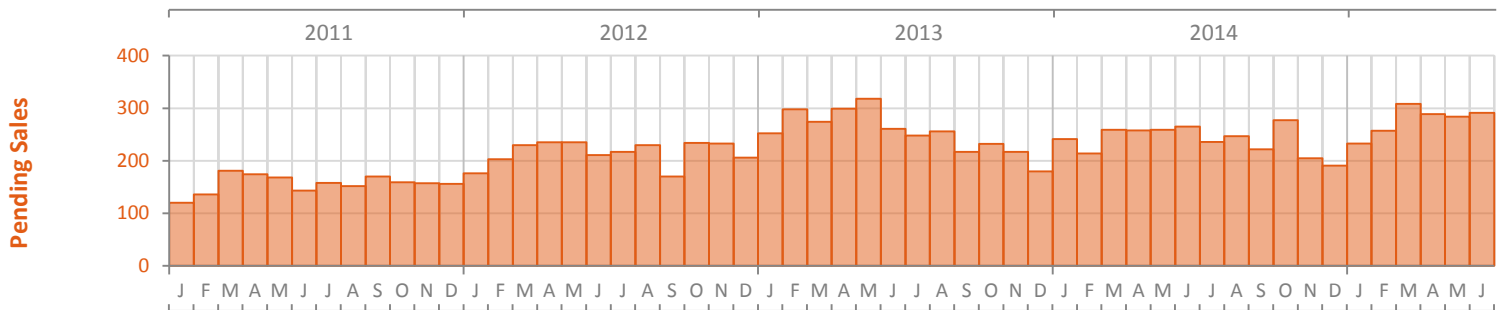
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New Pending Sales

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
June 2015	291	9.8%
May 2015	284	9.7%
April 2015	289	12.0%
March 2015	308	18.9%
February 2015	257	20.1%
January 2015	233	-3.3%
December 2014	191	6.1%
November 2014	205	-5.5%
October 2014	277	19.4%
September 2014	222	2.3%
August 2014	247	-3.5%
July 2014	236	-4.8%
June 2014	265	1.5%

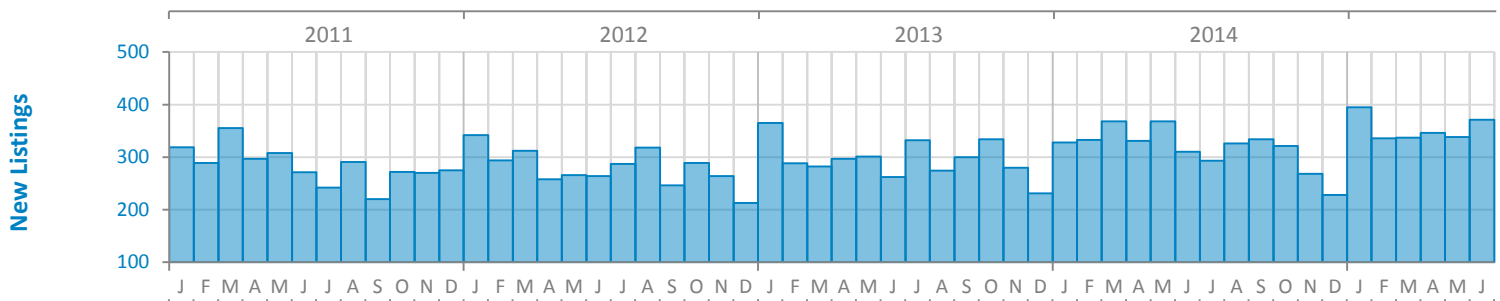


New Listings

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
June 2015	371	19.7%
May 2015	338	-8.2%
April 2015	346	4.5%
March 2015	337	-8.4%
February 2015	336	0.9%
January 2015	395	20.4%
December 2014	228	-1.3%
November 2014	268	-4.3%
October 2014	321	-3.9%
September 2014	334	11.3%
August 2014	326	19.0%
July 2014	293	-11.7%
June 2014	310	18.3%



Monthly Market Detail - June 2015

Single Family Homes

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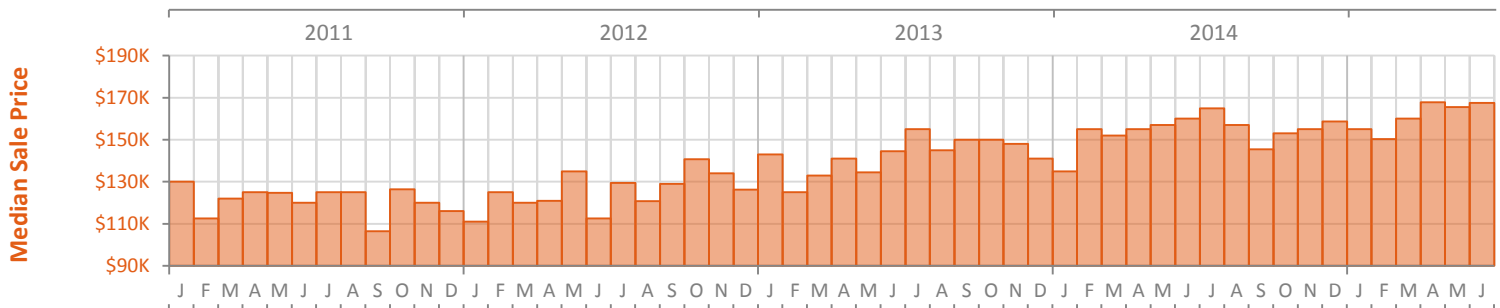
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Median Sale Price

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
June 2015	\$167,500	4.7%
May 2015	\$165,500	5.4%
April 2015	\$167,750	8.2%
March 2015	\$160,000	5.3%
February 2015	\$150,250	-3.1%
January 2015	\$155,000	14.8%
December 2014	\$158,650	12.5%
November 2014	\$155,000	4.7%
October 2014	\$153,125	2.1%
September 2014	\$145,500	-3.0%
August 2014	\$157,000	8.3%
July 2014	\$165,000	6.5%
June 2014	\$160,000	10.7%

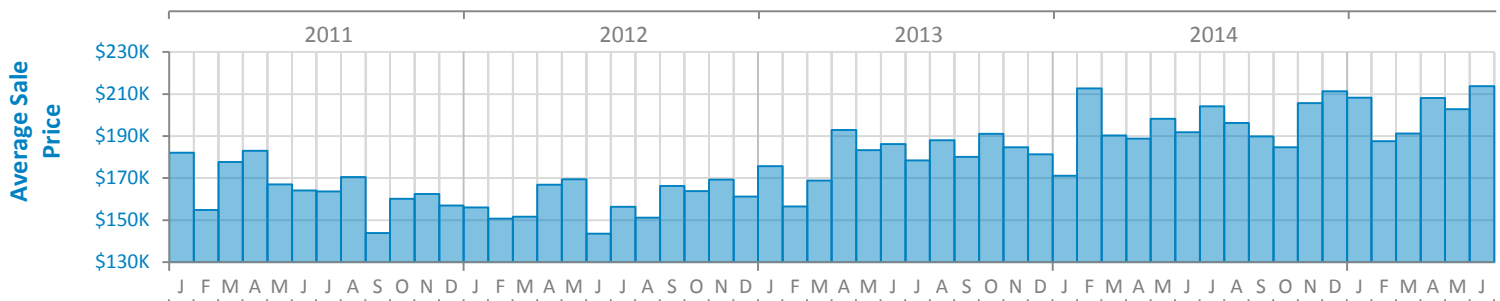


Average Sale Price

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
June 2015	\$213,835	11.5%
May 2015	\$202,829	2.3%
April 2015	\$208,178	10.3%
March 2015	\$191,206	0.4%
February 2015	\$187,651	-11.8%
January 2015	\$208,308	21.7%
December 2014	\$211,305	16.5%
November 2014	\$205,623	11.4%
October 2014	\$184,610	-3.4%
September 2014	\$189,907	5.4%
August 2014	\$196,320	4.4%
July 2014	\$204,145	14.4%
June 2014	\$191,789	3.0%



Monthly Market Detail - June 2015

Single Family Homes

Flagler County Association of REALTORS®



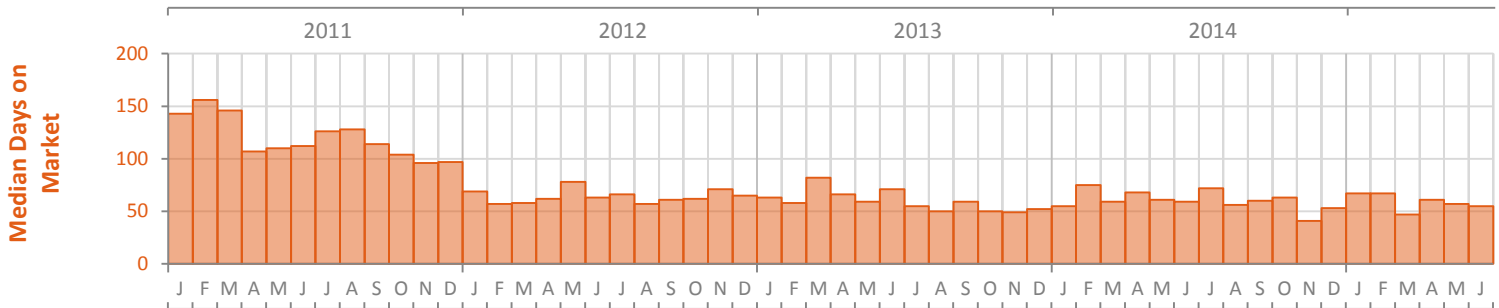
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Median Days on Market

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
June 2015	55	-6.8%
May 2015	57	-6.6%
April 2015	61	-10.3%
March 2015	47	-20.3%
February 2015	67	-10.7%
January 2015	67	21.8%
December 2014	53	1.9%
November 2014	41	-16.3%
October 2014	63	26.0%
September 2014	60	1.7%
August 2014	56	12.0%
July 2014	72	30.9%
June 2014	59	-16.9%

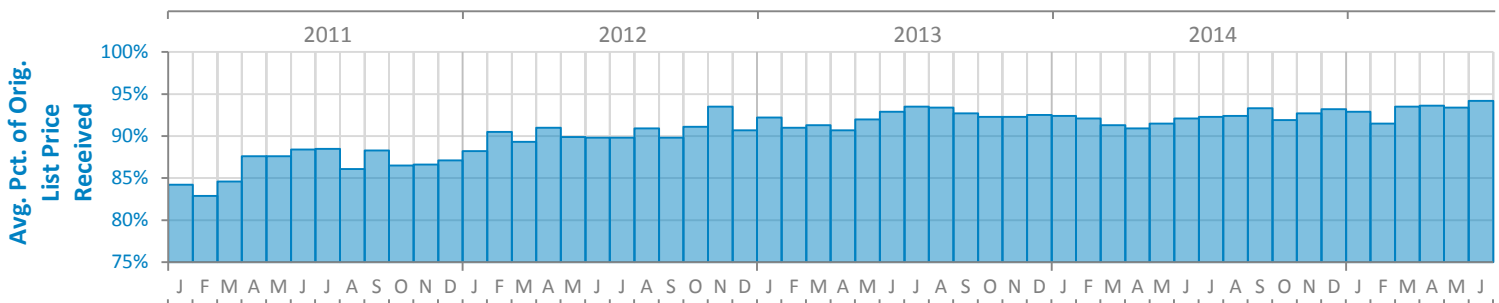


Average Percent of Original List Price Received

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
June 2015	94.2%	2.3%
May 2015	93.4%	2.1%
April 2015	93.6%	3.0%
March 2015	93.5%	2.4%
February 2015	91.5%	-0.7%
January 2015	92.9%	0.5%
December 2014	93.2%	0.8%
November 2014	92.7%	0.4%
October 2014	91.9%	-0.4%
September 2014	93.3%	0.6%
August 2014	92.4%	-1.1%
July 2014	92.3%	-1.3%
June 2014	92.1%	-0.9%



Monthly Market Detail - June 2015

Single Family Homes

Flagler County Association of REALTORS®



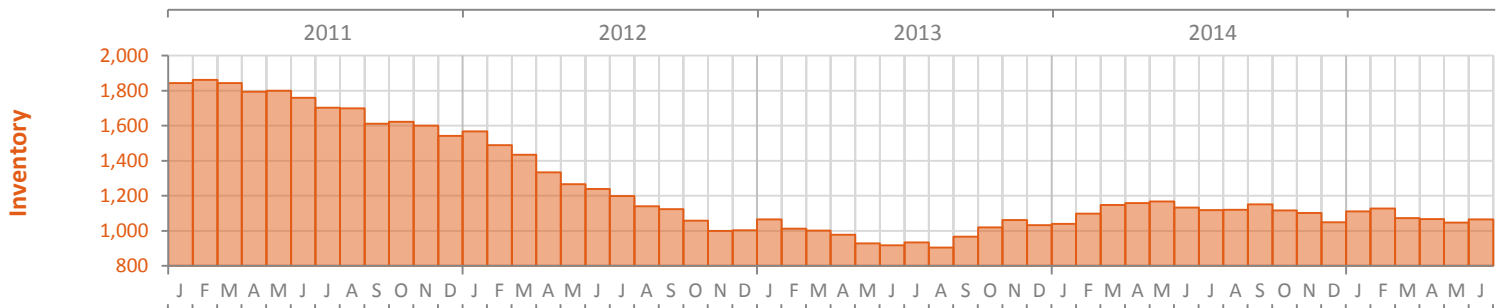
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Inventory (Active Listings)

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
June 2015	1,066	-5.9%
May 2015	1,047	-10.4%
April 2015	1,068	-7.9%
March 2015	1,072	-6.5%
February 2015	1,127	2.5%
January 2015	1,111	6.9%
December 2014	1,048	1.6%
November 2014	1,101	3.7%
October 2014	1,117	9.6%
September 2014	1,151	19.2%
August 2014	1,121	23.9%
July 2014	1,119	19.8%
June 2014	1,133	23.6%

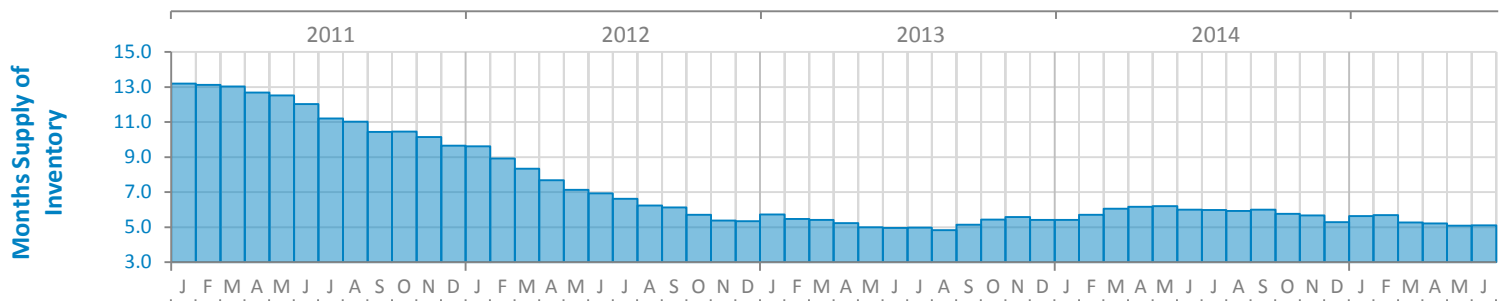


Months Supply of Inventory

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
June 2015	5.1	-14.8%
May 2015	5.1	-18.0%
April 2015	5.2	-15.2%
March 2015	5.3	-13.0%
February 2015	5.7	-0.4%
January 2015	5.6	4.0%
December 2014	5.3	-2.2%
November 2014	5.7	1.8%
October 2014	5.8	6.1%
September 2014	6.0	16.7%
August 2014	5.9	22.8%
July 2014	6.0	20.4%
June 2014	6.0	21.0%



Monthly Market Detail - June 2015

Single Family Homes

Flagler County Association of REALTORS®



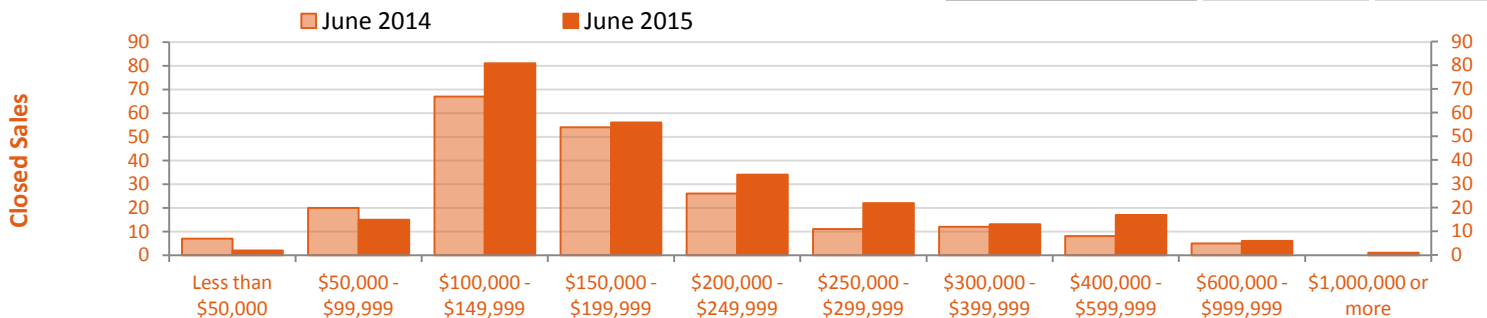
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Closed Sales by Sale Price

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	-71.4%
\$50,000 - \$99,999	15	-25.0%
\$100,000 - \$149,999	81	20.9%
\$150,000 - \$199,999	56	3.7%
\$200,000 - \$249,999	34	30.8%
\$250,000 - \$299,999	22	100.0%
\$300,000 - \$399,999	13	8.3%
\$400,000 - \$599,999	17	112.5%
\$600,000 - \$999,999	6	20.0%
\$1,000,000 or more	1	N/A

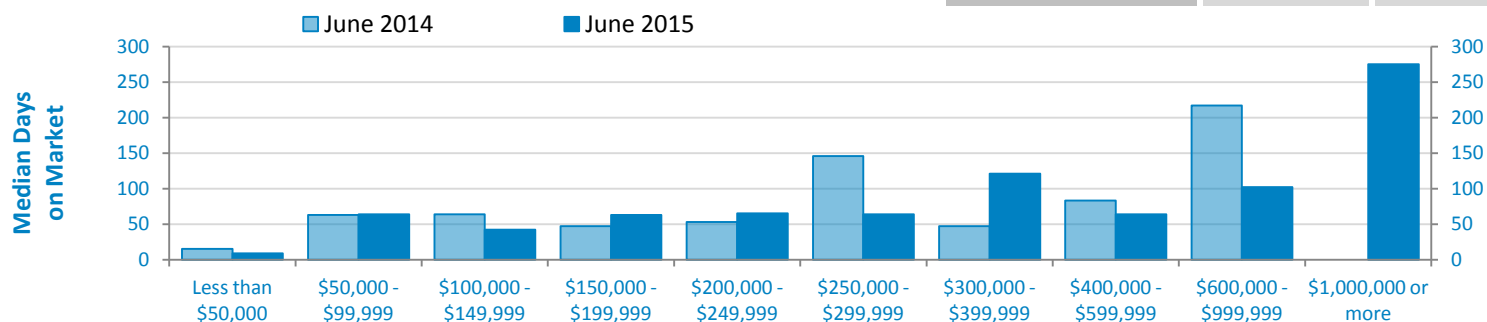


Median Days on Market by Sale Price

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	9	-40.0%
\$50,000 - \$99,999	64	1.6%
\$100,000 - \$149,999	42	-34.4%
\$150,000 - \$199,999	63	34.0%
\$200,000 - \$249,999	65	22.6%
\$250,000 - \$299,999	64	-56.2%
\$300,000 - \$399,999	121	157.4%
\$400,000 - \$599,999	64	-22.9%
\$600,000 - \$999,999	102	-53.0%
\$1,000,000 or more	275	N/A



Monthly Market Detail - June 2015

Single Family Homes

Flagler County Association of REALTORS®



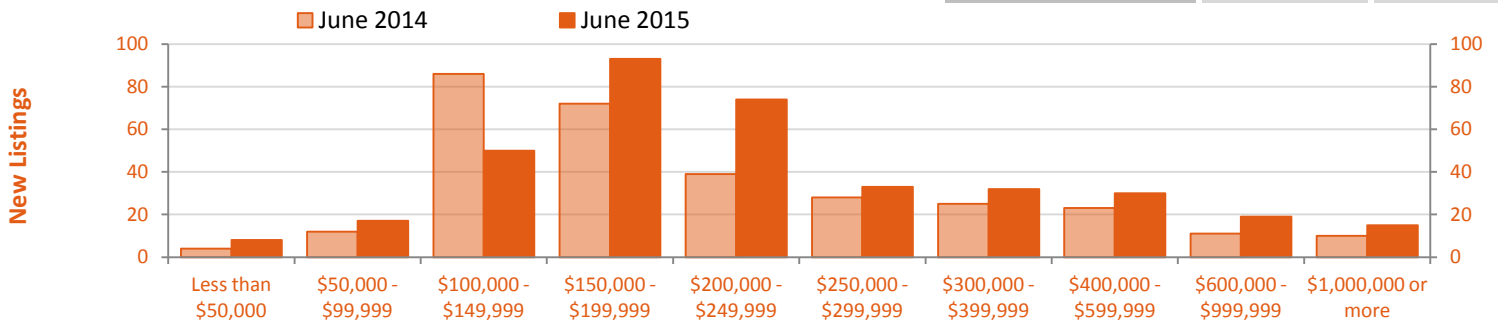
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New Listings by Initial Listing Price

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	100.0%
\$50,000 - \$99,999	17	41.7%
\$100,000 - \$149,999	50	-41.9%
\$150,000 - \$199,999	93	29.2%
\$200,000 - \$249,999	74	89.7%
\$250,000 - \$299,999	33	17.9%
\$300,000 - \$399,999	32	28.0%
\$400,000 - \$599,999	30	30.4%
\$600,000 - \$999,999	19	72.7%
\$1,000,000 or more	15	50.0%

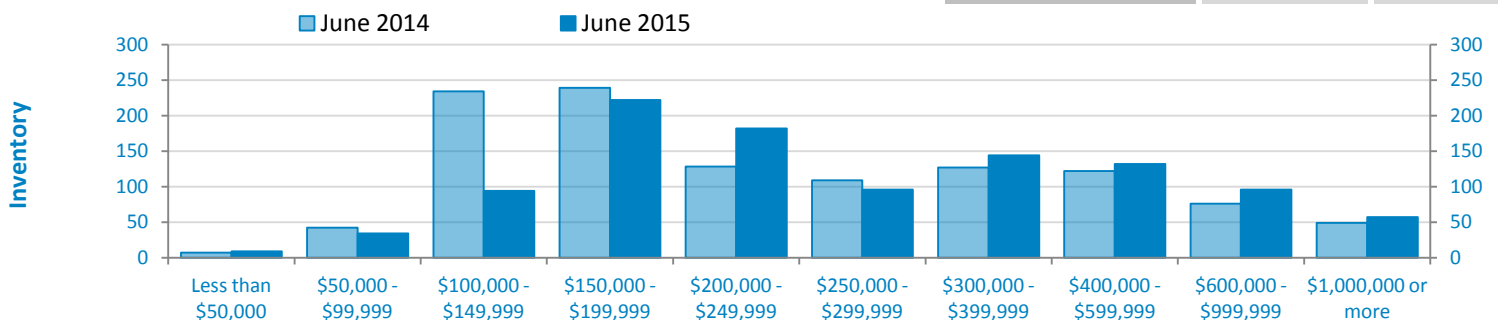


Inventory by Current Listing Price

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	9	28.6%
\$50,000 - \$99,999	34	-19.0%
\$100,000 - \$149,999	94	-59.8%
\$150,000 - \$199,999	222	-7.1%
\$200,000 - \$249,999	182	42.2%
\$250,000 - \$299,999	96	-11.9%
\$300,000 - \$399,999	144	13.4%
\$400,000 - \$599,999	132	8.2%
\$600,000 - \$999,999	96	26.3%
\$1,000,000 or more	57	16.3%



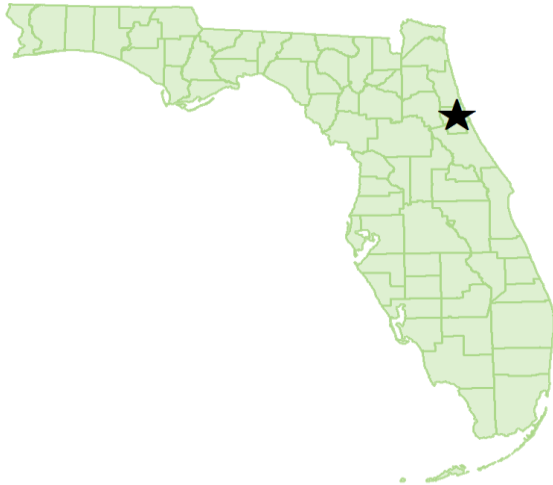
Monthly Distressed Market - June 2015

Single Family Homes

Flagler County Association of REALTORS®



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		June 2015	June 2014	Percent Change Year-over-Year
Traditional	Closed Sales	191	155	23.2%
	Median Sale Price	\$179,000	\$170,000	5.3%
Foreclosure/REO	Closed Sales	53	48	10.4%
	Median Sale Price	\$133,000	\$115,000	15.7%
Short Sale	Closed Sales	3	7	-57.1%
	Median Sale Price	\$85,000	\$125,000	-32.0%

