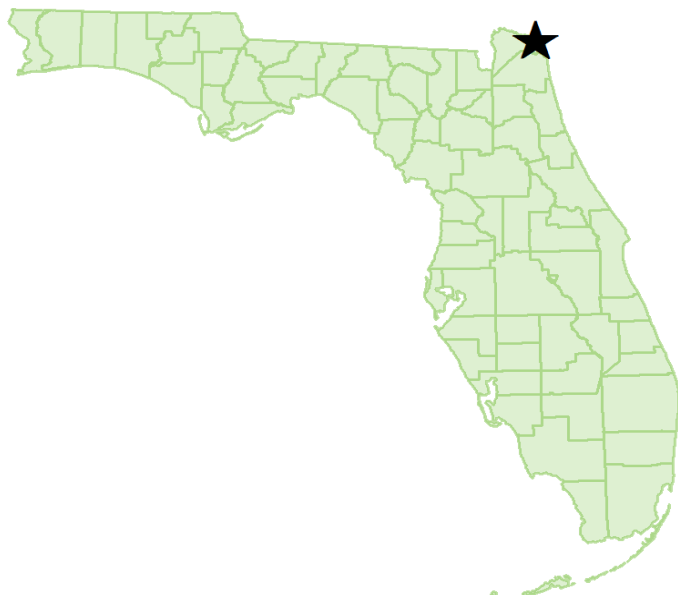


# Monthly Market Detail - March 2014

## Manufactured Homes

### Amelia Island - Nassau County Association of REALTORS®

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



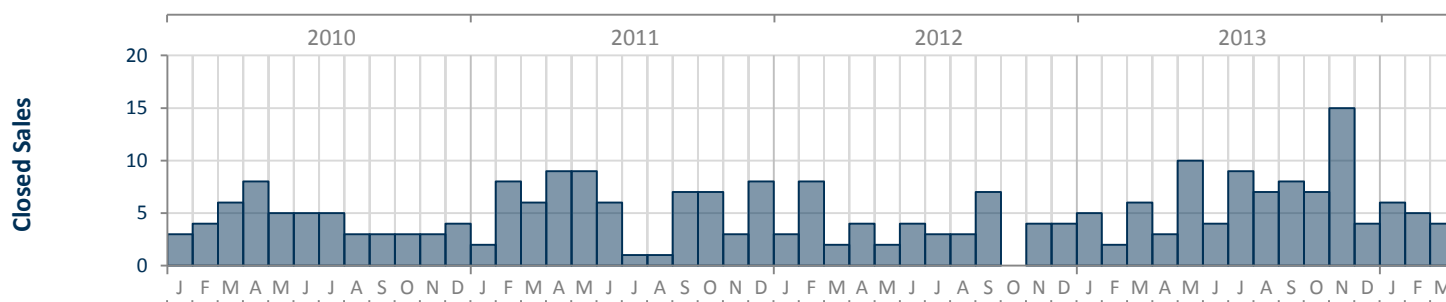
Summary Statistics	March 2014	March 2013	Percent Change Year-over-Year
Closed Sales	4	6	-33.3%
Paid in Cash	3	2	50.0%
New Pending Sales	5	10	-50.0%
New Listings	7	9	-22.2%
Median Sale Price	\$55,750	\$87,700	-36.4%
Average Sale Price	\$66,250	\$79,354	-16.5%
Median Days on Market	17	100	-83.0%
Average Percent of Original List Price Received	95.0%	94.1%	1.0%
Pending Inventory	9	17	-47.1%
Inventory (Active Listings)	34	30	13.3%
Months Supply of Inventory	5.0	8.2	-39.2%

## 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 2014</b>	<b>4</b>	<b>-33.3%</b>
February 2014	5	150.0%
January 2014	6	20.0%
December 2013	4	0.0%
November 2013	15	275.0%
October 2013	7	N/A
September 2013	8	14.3%
August 2013	7	133.3%
July 2013	9	200.0%
June 2013	4	0.0%
May 2013	10	400.0%
April 2013	3	-25.0%
March 2013	6	200.0%



# Monthly Market Detail - March 2014

## Manufactured Homes

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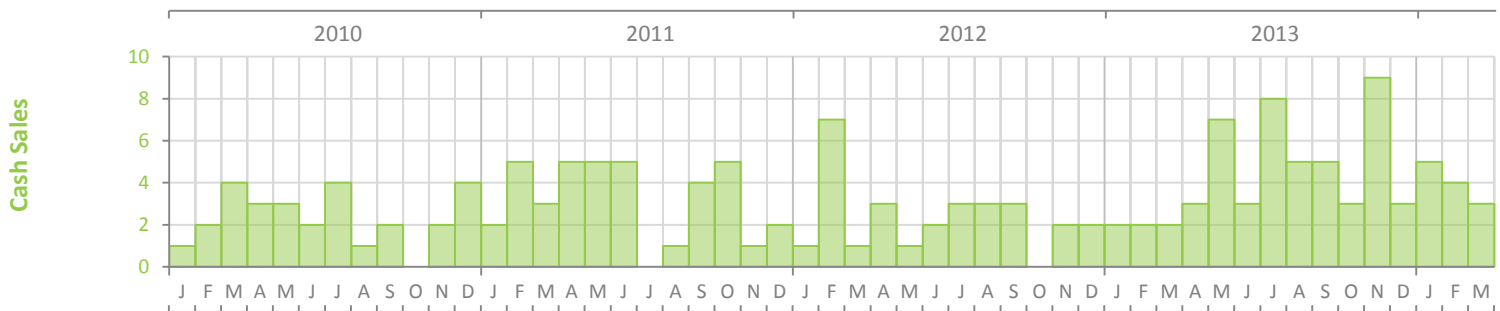


#### Cash Sales

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
<b>March 2014</b>	<b>3</b>	<b>50.0%</b>
February 2014	4	100.0%
January 2014	5	150.0%
December 2013	3	50.0%
November 2013	9	350.0%
October 2013	3	N/A
September 2013	5	66.7%
August 2013	5	66.7%
July 2013	8	166.7%
June 2013	3	50.0%
May 2013	7	600.0%
April 2013	3	0.0%
March 2013	2	100.0%

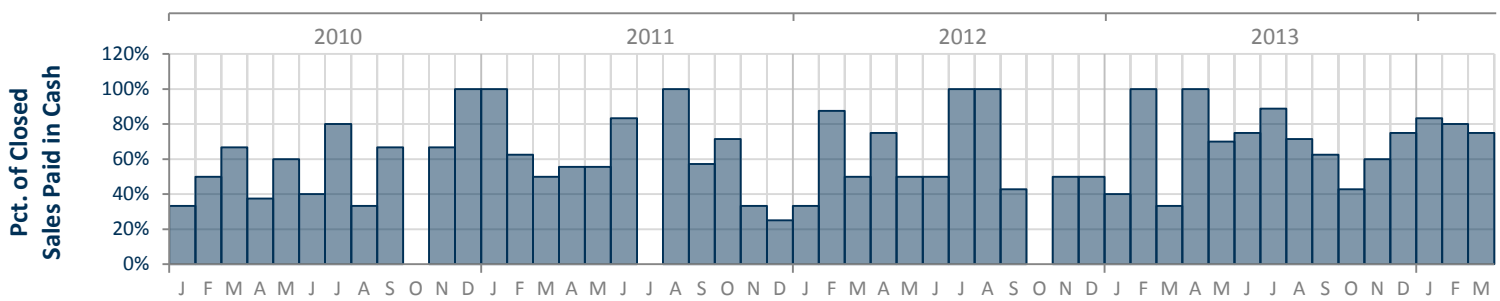


#### Cash Sales as a Percentage of Closed Sales

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
<b>March 2014</b>	<b>75.0%</b>	<b>125.0%</b>
February 2014	80.0%	-20.0%
January 2014	83.3%	108.3%
December 2013	75.0%	50.0%
November 2013	60.0%	20.0%
October 2013	42.9%	N/A
September 2013	62.5%	45.8%
August 2013	71.4%	-28.6%
July 2013	88.9%	-11.1%
June 2013	75.0%	50.0%
May 2013	70.0%	40.0%
April 2013	100.0%	33.3%
March 2013	33.3%	-33.3%



# Monthly Market Detail - March 2014

## Manufactured Homes

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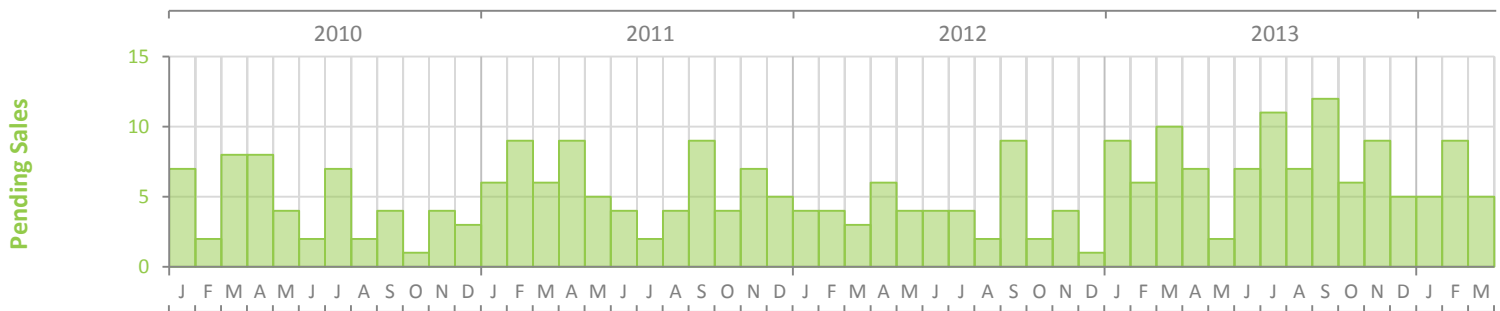


## New Pending Sales

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
March 2014	5	-50.0%
February 2014	9	50.0%
January 2014	5	-44.4%
December 2013	5	400.0%
November 2013	9	125.0%
October 2013	6	200.0%
September 2013	12	33.3%
August 2013	7	250.0%
July 2013	11	175.0%
June 2013	7	75.0%
May 2013	2	-50.0%
April 2013	7	16.7%
March 2013	10	233.3%

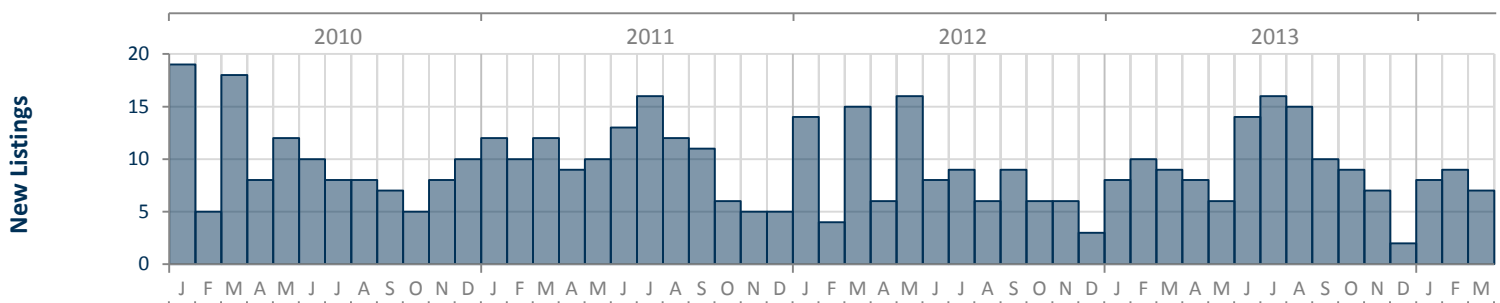


## New Listings

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
March 2014	7	-22.2%
February 2014	9	-10.0%
January 2014	8	0.0%
December 2013	2	-33.3%
November 2013	7	16.7%
October 2013	9	50.0%
September 2013	10	11.1%
August 2013	15	150.0%
July 2013	16	77.8%
June 2013	14	75.0%
May 2013	6	-62.5%
April 2013	8	33.3%
March 2013	9	-40.0%



# Monthly Market Detail - March 2014

## Manufactured Homes

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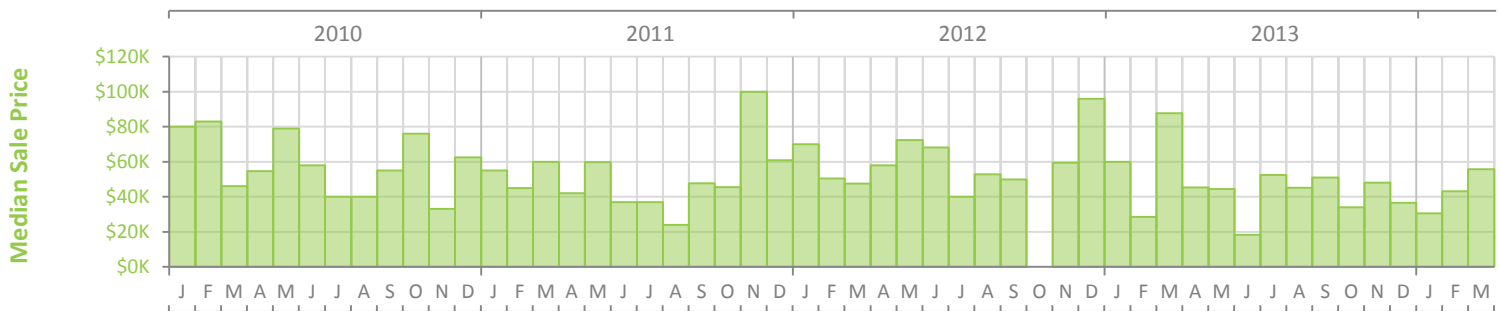


## Median Sale Price

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
<b>March 2014</b>	<b>\$55,750</b>	<b>-36.4%</b>
February 2014	\$43,101	51.2%
January 2014	\$30,500	-49.1%
December 2013	\$36,500	-62.0%
November 2013	\$48,000	-19.3%
October 2013	\$34,000	N/A
September 2013	\$51,000	2.0%
August 2013	\$45,200	-14.6%
July 2013	\$52,500	31.3%
June 2013	\$18,250	-73.3%
May 2013	\$44,500	-38.6%
April 2013	\$45,300	-21.9%
March 2013	\$87,700	84.6%

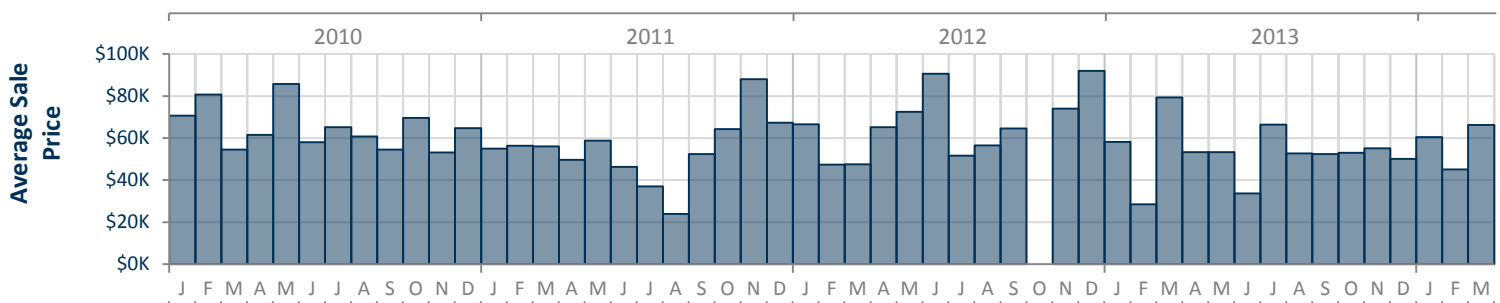


## Average Sale Price

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 2014</b>	<b>\$66,250</b>	<b>-16.5%</b>
February 2014	\$45,120	58.3%
January 2014	\$60,417	3.8%
December 2013	\$50,125	-45.5%
November 2013	\$55,194	-25.4%
October 2013	\$53,071	N/A
September 2013	\$52,425	-18.8%
August 2013	\$52,671	-6.7%
July 2013	\$66,406	28.5%
June 2013	\$33,750	-62.7%
May 2013	\$53,265	-26.5%
April 2013	\$53,267	-18.2%
March 2013	\$79,354	67.1%



# Monthly Market Detail - March 2014

## Manufactured Homes

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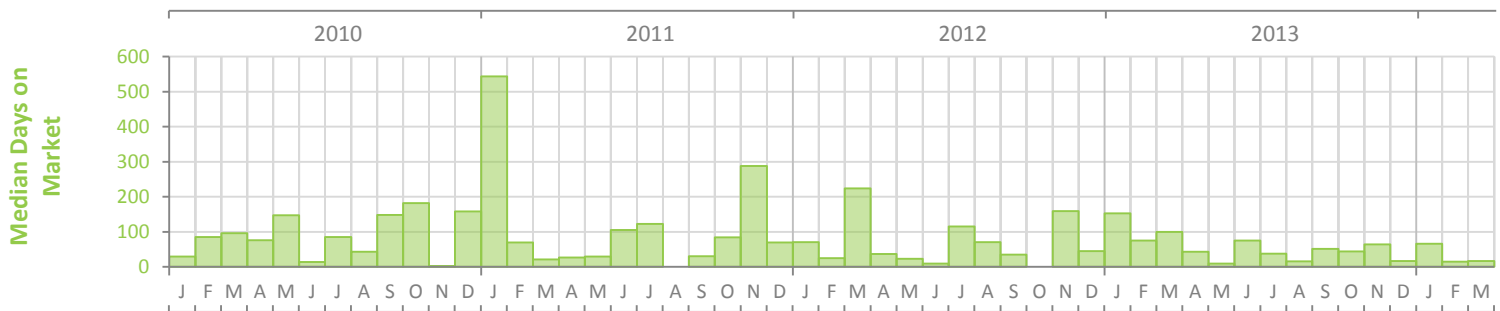


#### Median Days on Market

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
<b>March 2014</b>	<b>17</b>	<b>-83.0%</b>
February 2014	15	-80.0%
January 2014	66	-56.9%
December 2013	17	-62.2%
November 2013	64	-59.7%
October 2013	44	N/A
September 2013	51	45.7%
August 2013	16	-77.5%
July 2013	38	-67.0%
June 2013	75	733.3%
May 2013	9	-60.9%
April 2013	43	16.2%
March 2013	100	-55.4%

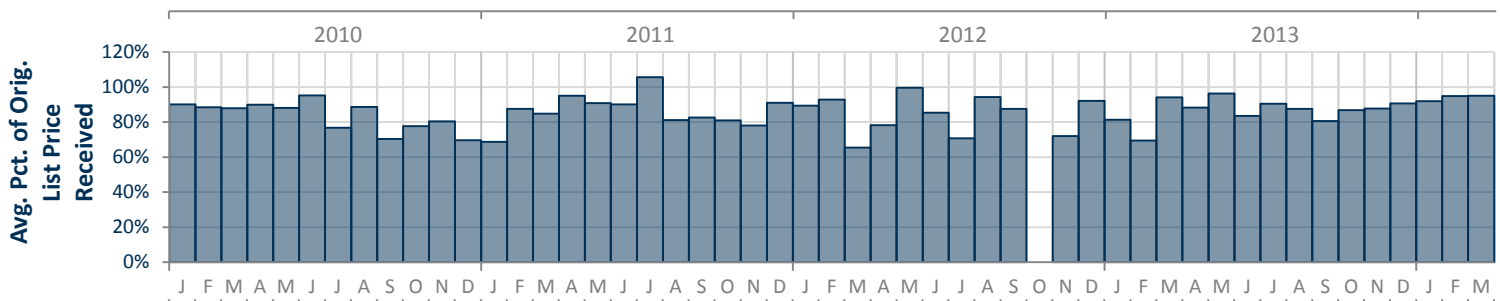


#### Average Percent of Original List Price Received

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 2014</b>	<b>95.0%</b>	<b>1.0%</b>
February 2014	94.9%	36.7%
January 2014	92.0%	13.0%
December 2013	90.6%	-1.7%
November 2013	87.8%	21.9%
October 2013	86.8%	N/A
September 2013	80.6%	-8.0%
August 2013	87.6%	-7.1%
July 2013	90.4%	27.7%
June 2013	83.6%	-2.1%
May 2013	96.3%	-3.3%
April 2013	88.2%	12.8%
March 2013	94.1%	43.7%



# Monthly Market Detail - March 2014

## Manufactured Homes

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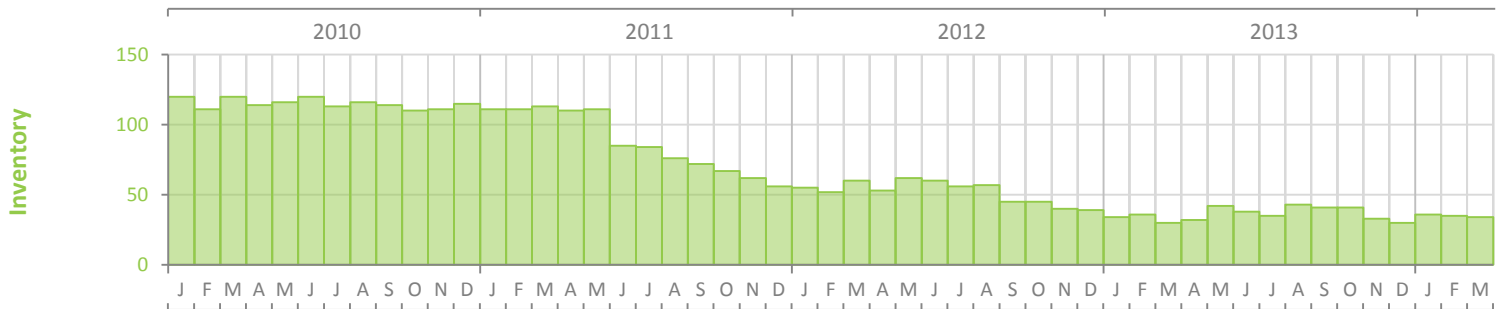


## Inventory (Active Listings)

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
<b>March 2014</b>	<b>34</b>	<b>13.3%</b>
February 2014	35	-2.8%
January 2014	36	5.9%
December 2013	30	-23.1%
November 2013	33	-17.5%
October 2013	41	-8.9%
September 2013	41	-8.9%
August 2013	43	-24.6%
July 2013	35	-37.5%
June 2013	38	-36.7%
May 2013	42	-32.3%
April 2013	32	-39.6%
March 2013	30	-50.0%

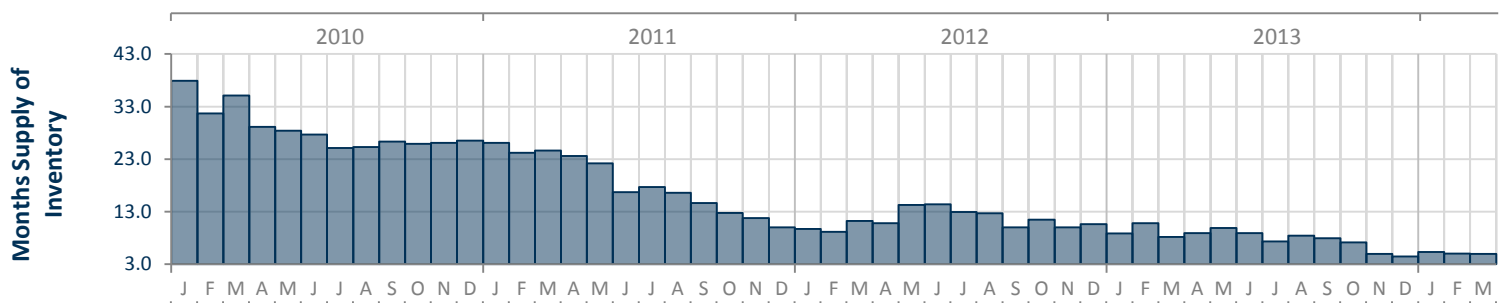


## Months Supply of Inventory

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 2014</b>	<b>5.0</b>	<b>-39.2%</b>
February 2014	5.0	-53.7%
January 2014	5.3	-39.9%
December 2013	4.5	-57.7%
November 2013	5.0	-50.5%
October 2013	7.1	-37.9%
September 2013	7.9	-20.6%
August 2013	8.5	-33.2%
July 2013	7.4	-43.0%
June 2013	8.9	-37.9%
May 2013	9.9	-30.9%
April 2013	8.9	-17.2%
March 2013	8.2	-27.3%





# Monthly Market Detail - March 2014

## Manufactured Homes

### Amelia Island - Nassau County Association of REALTORS®



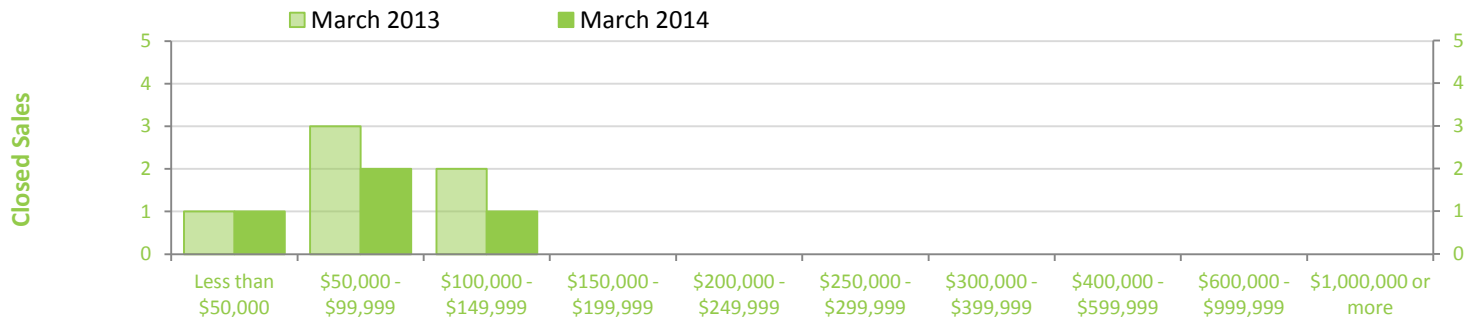
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#### Closed Sales by Sale Price

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	1	0.0%
\$50,000 - \$99,999	2	-33.3%
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	0	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

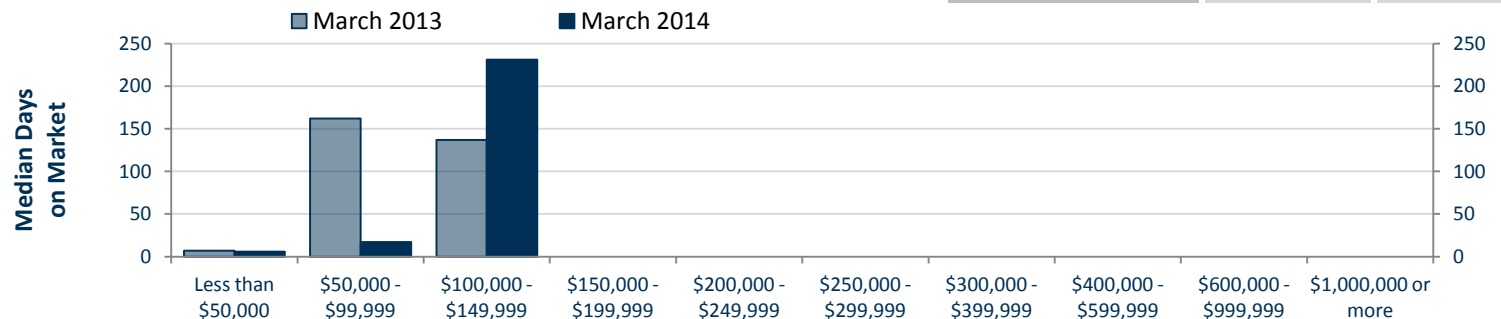


#### Median Days on Market by Sale Price

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	6	-14.3%
\$50,000 - \$99,999	17	-89.5%
\$100,000 - \$149,999	231	68.6%
\$150,000 - \$199,999	(No Sales)	N/A
\$200,000 - \$249,999	(No Sales)	N/A
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



# Monthly Market Detail - March 2014

## Manufactured Homes

### Amelia Island - Nassau County Association of REALTORS®



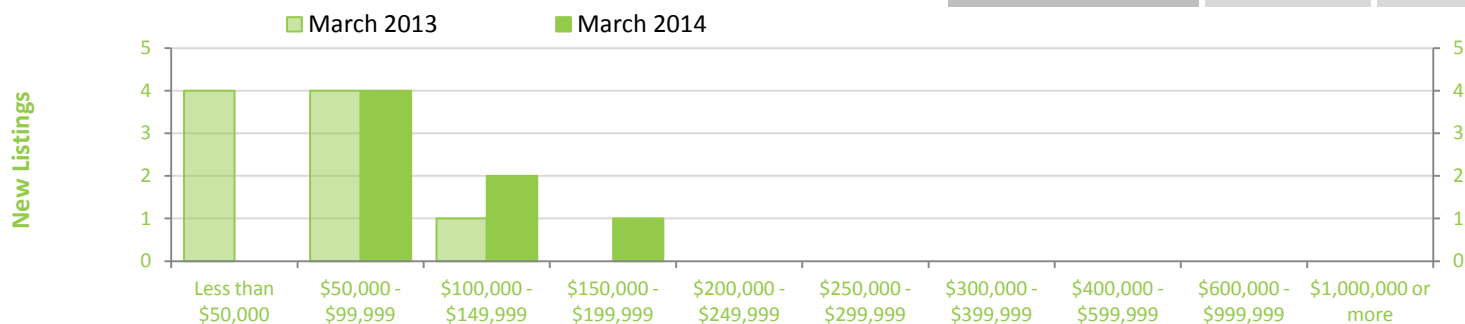
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#### New Listings by Initial Listing Price

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	0	-100.0%
\$50,000 - \$99,999	4	0.0%
\$100,000 - \$149,999	2	100.0%
\$150,000 - \$199,999	1	N/A
\$200,000 - \$249,999	0	N/A
\$250,000 - \$299,999	0	N/A
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

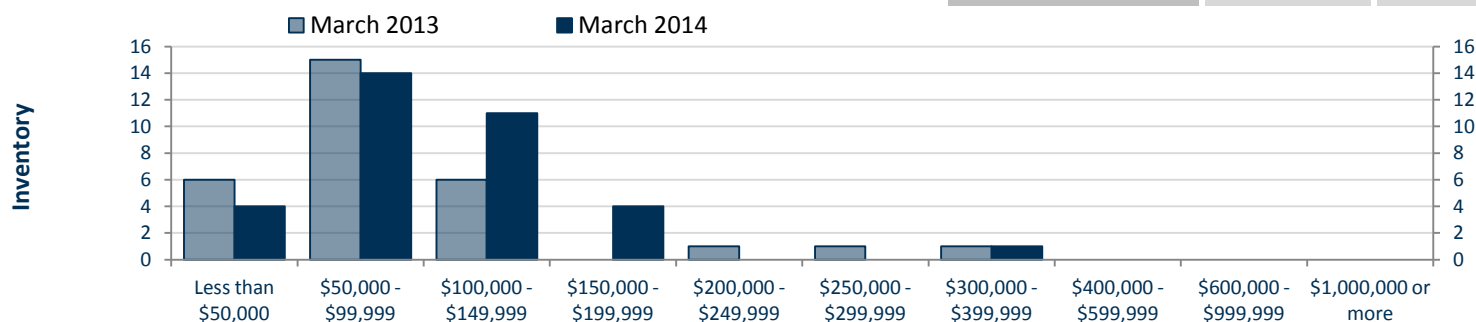


#### Inventory by Current Listing Price

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	4	-33.3%
\$50,000 - \$99,999	14	-6.7%
\$100,000 - \$149,999	11	83.3%
\$150,000 - \$199,999	4	N/A
\$200,000 - \$249,999	0	-100.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	0.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



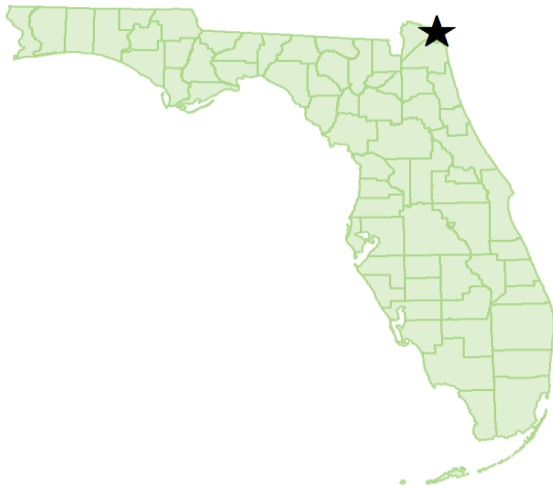


# Monthly Distressed Market - March 2014

## Manufactured Homes

### Amelia Island - Nassau County Association of REALTORS®

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		March 2014	March 2013	Percent Change Year-over-Year
Traditional	Closed Sales	1	5	-80.0%
	Median Sale Price	\$117,500	\$95,500	23.0%
Foreclosure/REO	Closed Sales	3	1	200.0%
	Median Sale Price	\$55,000	\$24,725	122.4%
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

