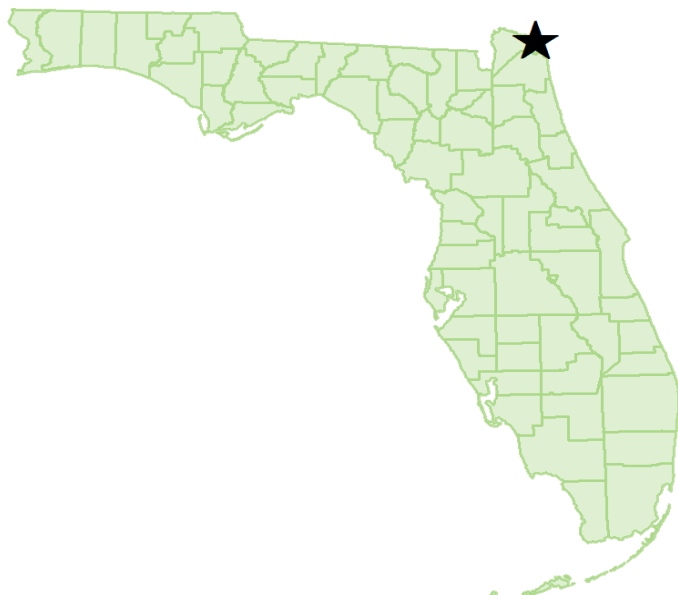


# Monthly Market Detail - March 2014

## Single Family 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.



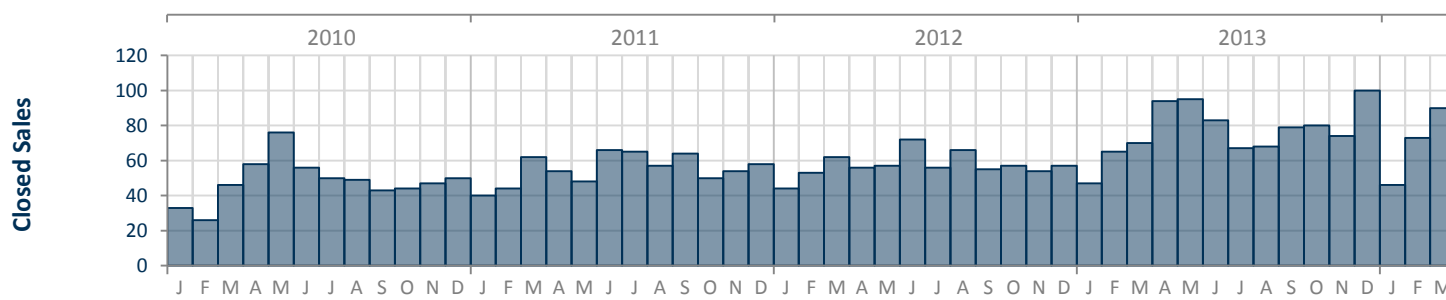
Summary Statistics	March 2014	March 2013	Percent Change Year-over-Year
Closed Sales	90	70	28.6%
Paid in Cash	29	25	16.0%
New Pending Sales	114	100	14.0%
New Listings	145	117	23.9%
Median Sale Price	\$221,500	\$175,000	26.6%
Average Sale Price	\$250,226	\$247,815	1.0%
Median Days on Market	61	74	-17.6%
Average Percent of Original List Price Received	92.6%	93.5%	-1.0%
Pending Inventory	187	204	-8.3%
Inventory (Active Listings)	537	533	0.8%
Months Supply of Inventory	6.8	9.0	-24.4%

## 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>90</b>	<b>28.6%</b>
February 2014	73	12.3%
January 2014	46	-2.1%
December 2013	100	75.4%
November 2013	74	37.0%
October 2013	80	40.4%
September 2013	79	43.6%
August 2013	68	3.0%
July 2013	67	19.6%
June 2013	83	15.3%
May 2013	95	66.7%
April 2013	94	67.9%
March 2013	70	12.9%



# Monthly Market Detail - March 2014

## Single Family Homes

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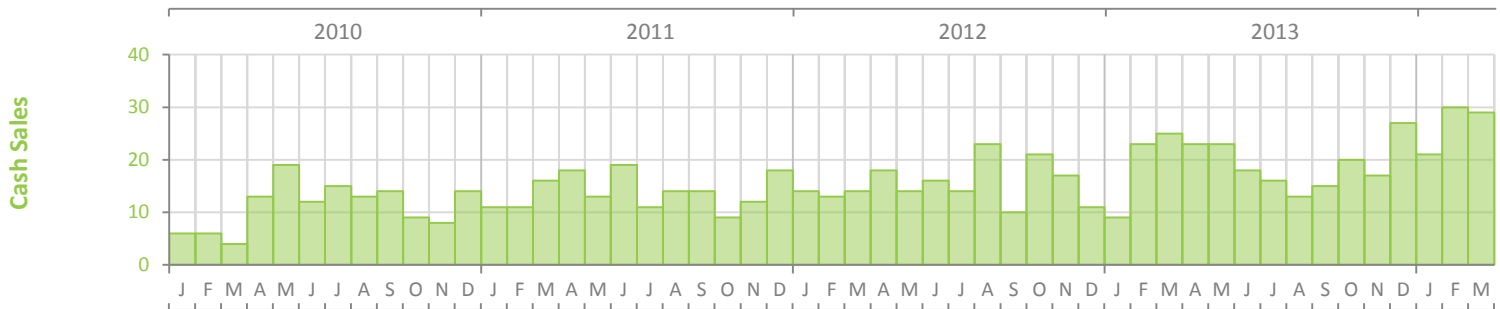


#### Cash Sales

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>29</b>	<b>16.0%</b>
February 2014	30	30.4%
January 2014	21	133.3%
December 2013	27	145.5%
November 2013	17	0.0%
October 2013	20	-4.8%
September 2013	15	50.0%
August 2013	13	-43.5%
July 2013	16	14.3%
June 2013	18	12.5%
May 2013	23	64.3%
April 2013	23	27.8%
March 2013	25	78.6%

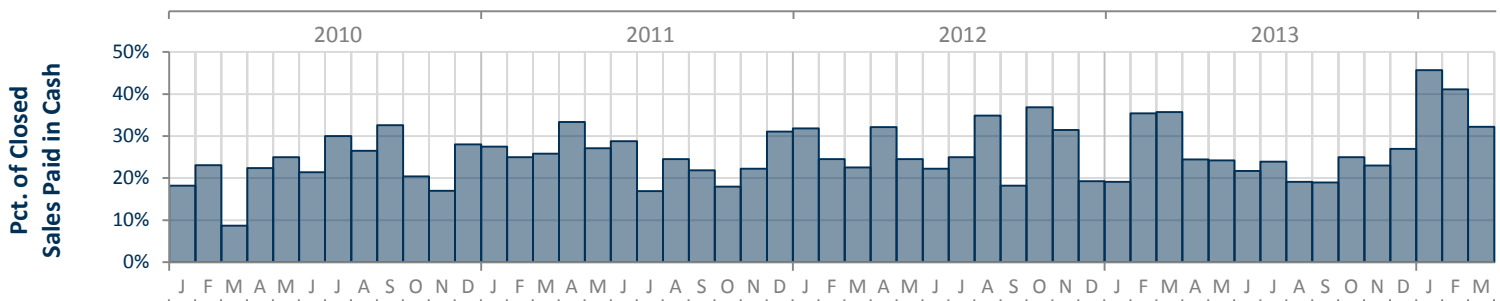


#### Cash Sales as a Percentage of Closed Sales

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>32.2%</b>	<b>-9.8%</b>
February 2014	41.1%	16.1%
January 2014	45.7%	138.4%
December 2013	27.0%	39.9%
November 2013	23.0%	-27.0%
October 2013	25.0%	-32.1%
September 2013	19.0%	4.4%
August 2013	19.1%	-45.1%
July 2013	23.9%	-4.5%
June 2013	21.7%	-2.4%
May 2013	24.2%	-1.4%
April 2013	24.5%	-23.9%
March 2013	35.7%	58.2%



# Monthly Market Detail - March 2014

## Single Family Homes

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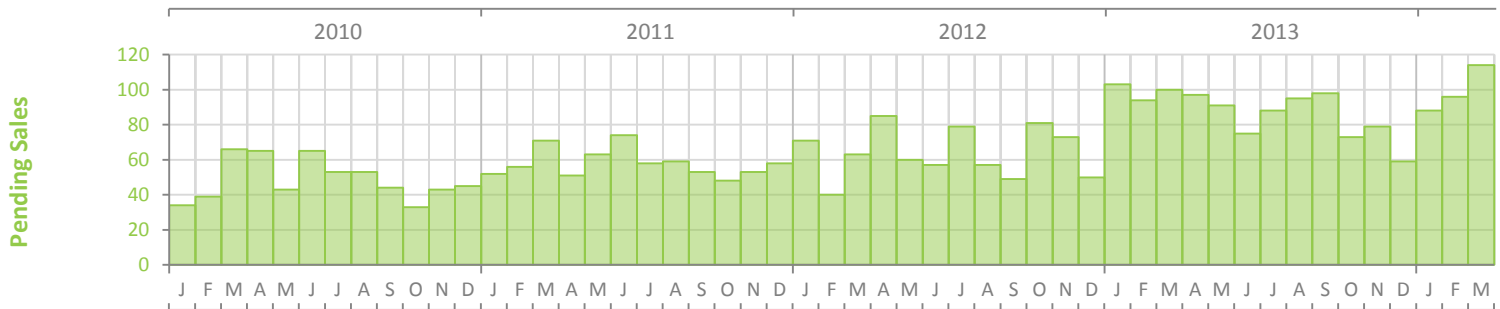


## New Pending Sales

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
<b>March 2014</b>	<b>114</b>	<b>14.0%</b>
February 2014	96	2.1%
January 2014	88	-14.6%
December 2013	59	18.0%
November 2013	79	8.2%
October 2013	73	-9.9%
September 2013	98	100.0%
August 2013	95	66.7%
July 2013	88	11.4%
June 2013	75	31.6%
May 2013	91	51.7%
April 2013	97	14.1%
March 2013	100	58.7%

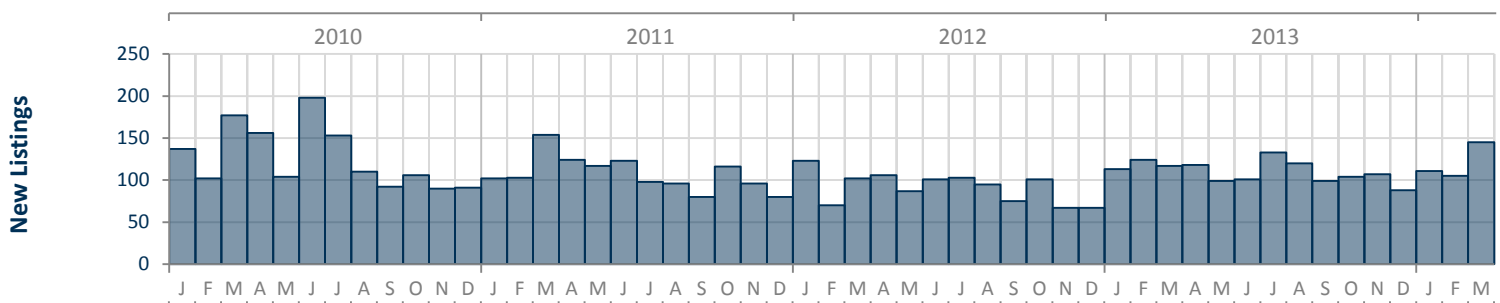


## New Listings

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
<b>March 2014</b>	<b>145</b>	<b>23.9%</b>
February 2014	105	-15.3%
January 2014	111	-1.8%
December 2013	88	31.3%
November 2013	107	59.7%
October 2013	104	3.0%
September 2013	99	32.0%
August 2013	120	26.3%
July 2013	133	29.1%
June 2013	101	0.0%
May 2013	99	13.8%
April 2013	118	11.3%
March 2013	117	14.7%



# Monthly Market Detail - March 2014

## Single Family Homes

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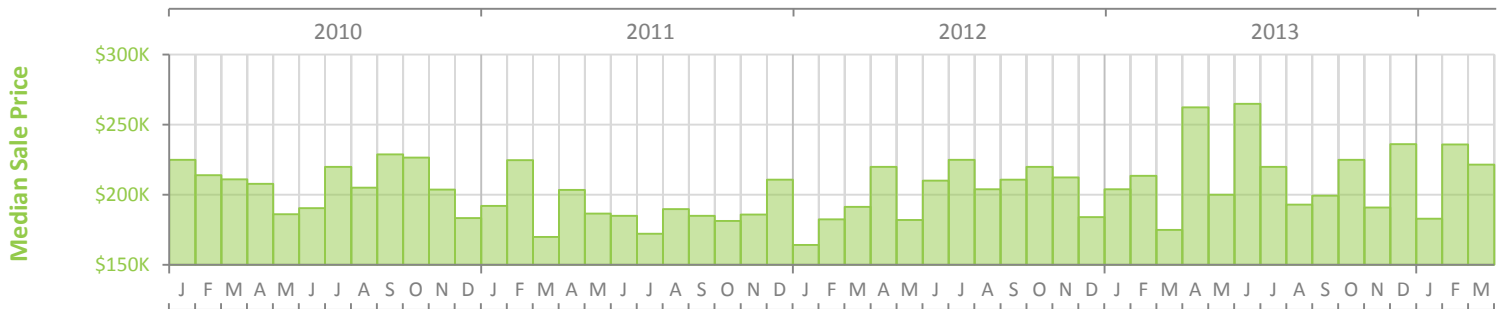


## Median Sale Price

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>\$221,500</b>	<b>26.6%</b>
February 2014	\$236,000	10.5%
January 2014	\$182,995	-10.3%
December 2013	\$236,250	28.4%
November 2013	\$190,950	-10.1%
October 2013	\$225,000	2.3%
September 2013	\$199,303	-5.5%
August 2013	\$193,000	-5.4%
July 2013	\$220,000	-2.2%
June 2013	\$265,000	26.2%
May 2013	\$199,990	9.9%
April 2013	\$262,450	19.3%
March 2013	\$175,000	-8.6%

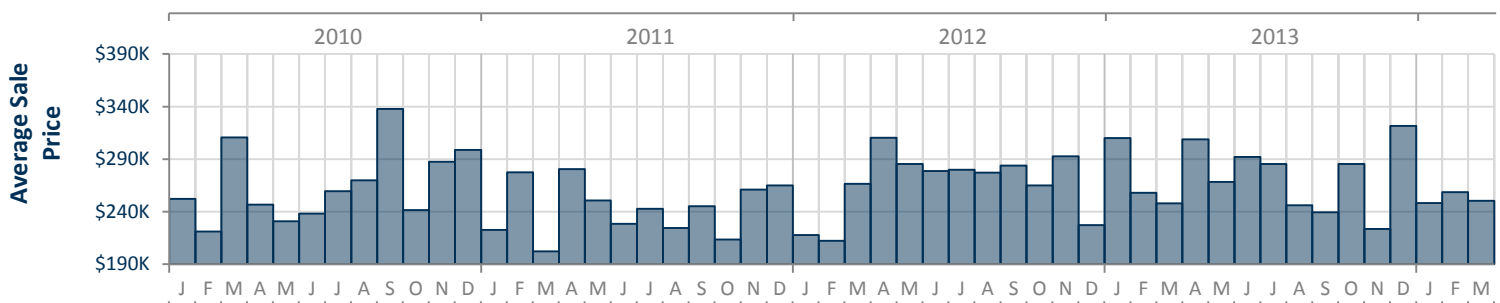


## Average Sale Price

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>\$250,226</b>	<b>1.0%</b>
February 2014	\$258,626	0.3%
January 2014	\$248,226	-19.9%
December 2013	\$321,449	41.4%
November 2013	\$223,546	-23.6%
October 2013	\$285,433	7.7%
September 2013	\$239,488	-15.6%
August 2013	\$246,086	-11.2%
July 2013	\$285,381	2.0%
June 2013	\$291,988	4.8%
May 2013	\$268,411	-6.0%
April 2013	\$308,822	-0.5%
March 2013	\$247,815	-7.0%



# Monthly Market Detail - March 2014

## Single Family Homes

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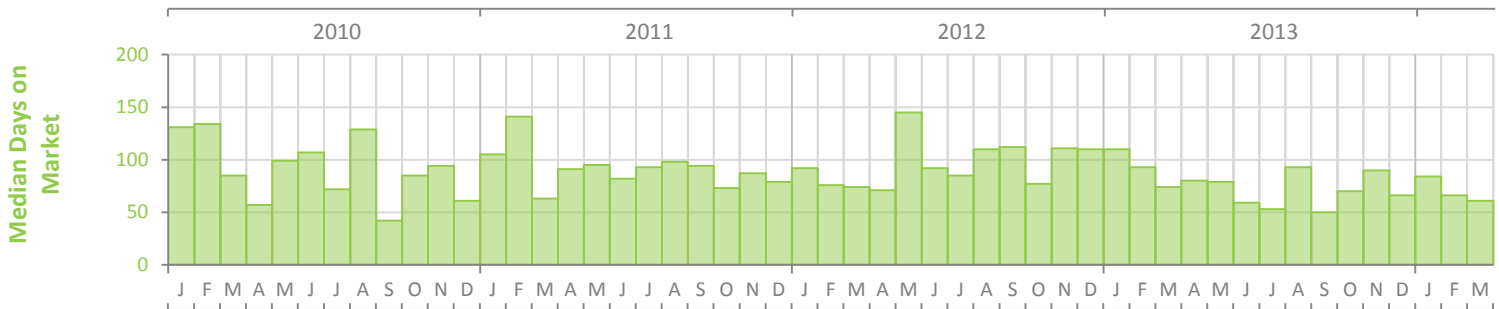


#### Median Days on Market

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>61</b>	<b>-17.6%</b>
February 2014	66	-29.0%
January 2014	84	-23.6%
December 2013	66	-40.0%
November 2013	90	-18.9%
October 2013	70	-9.1%
September 2013	50	-55.4%
August 2013	93	-15.5%
July 2013	53	-37.6%
June 2013	59	-35.9%
May 2013	79	-45.5%
April 2013	80	12.7%
March 2013	74	0.0%

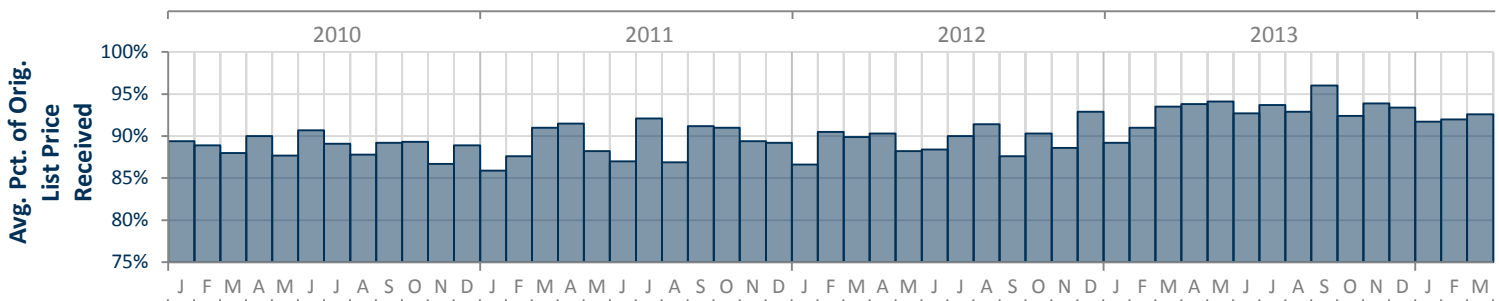


#### Average Percent of Original List Price Received

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>92.6%</b>	<b>-1.0%</b>
February 2014	92.0%	1.1%
January 2014	91.7%	2.8%
December 2013	93.4%	0.5%
November 2013	93.9%	6.0%
October 2013	92.4%	2.3%
September 2013	96.0%	9.6%
August 2013	92.9%	1.6%
July 2013	93.7%	4.1%
June 2013	92.7%	4.9%
May 2013	94.1%	6.7%
April 2013	93.8%	3.9%
March 2013	93.5%	4.0%



# Monthly Market Detail - March 2014

## Single Family Homes

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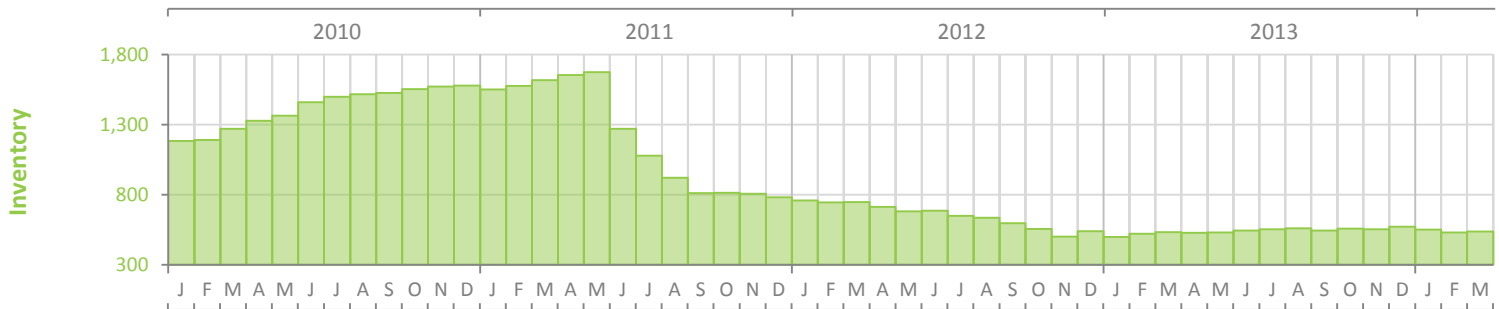


## Inventory (Active Listings)

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>537</b>	<b>0.8%</b>
February 2014	532	2.1%
January 2014	551	10.4%
December 2013	572	5.7%
November 2013	553	10.2%
October 2013	558	0.4%
September 2013	546	-8.7%
August 2013	561	-11.9%
July 2013	555	-14.6%
June 2013	544	-20.7%
May 2013	531	-22.3%
April 2013	529	-25.9%
March 2013	533	-28.7%

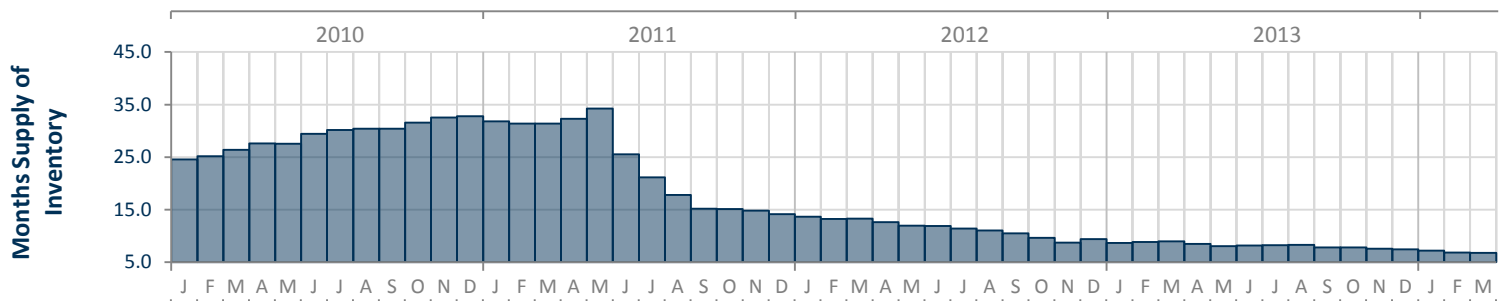


## Months Supply of Inventory

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>6.8</b>	<b>-24.4%</b>
February 2014	6.9	-22.6%
January 2014	7.2	-17.0%
December 2013	7.4	-21.0%
November 2013	7.5	-13.5%
October 2013	7.8	-19.4%
September 2013	7.8	-25.4%
August 2013	8.3	-24.9%
July 2013	8.2	-28.0%
June 2013	8.2	-31.3%
May 2013	8.1	-32.3%
April 2013	8.5	-33.1%
March 2013	9.0	-32.4%



# Monthly Market Detail - March 2014

## Single Family Homes

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



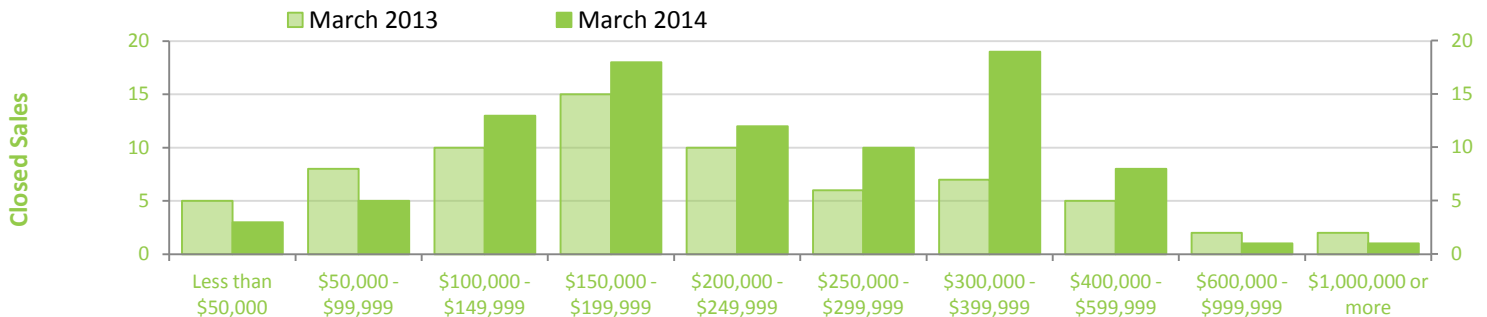
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#### Closed Sales by Sale Price

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	3	-40.0%
\$50,000 - \$99,999	5	-37.5%
\$100,000 - \$149,999	13	30.0%
\$150,000 - \$199,999	18	20.0%
\$200,000 - \$249,999	12	20.0%
\$250,000 - \$299,999	10	66.7%
\$300,000 - \$399,999	19	171.4%
\$400,000 - \$599,999	8	60.0%
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	1	-50.0%

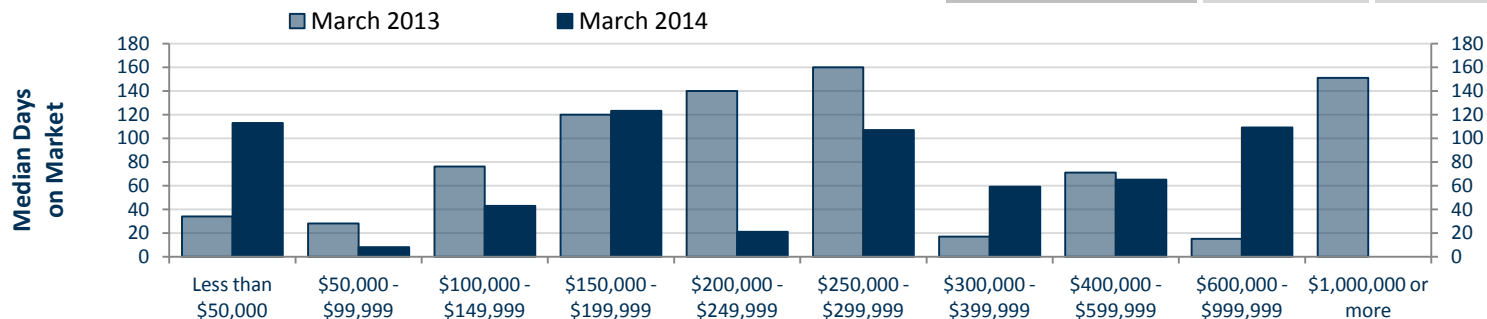


#### Median Days on Market by Sale Price

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	113	232.4%
\$50,000 - \$99,999	8	-71.4%
\$100,000 - \$149,999	43	-43.4%
\$150,000 - \$199,999	123	2.5%
\$200,000 - \$249,999	21	-85.0%
\$250,000 - \$299,999	107	-33.1%
\$300,000 - \$399,999	59	247.1%
\$400,000 - \$599,999	65	-8.5%
\$600,000 - \$999,999	109	626.7%
\$1,000,000 or more	0	-100.0%



# Monthly Market Detail - March 2014

## Single Family Homes

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



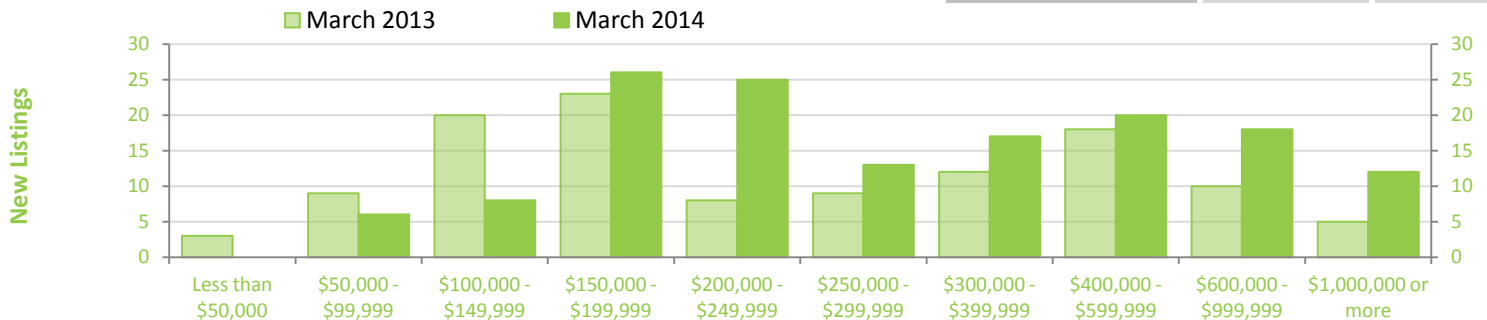
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#### New Listings by Initial Listing Price

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	6	-33.3%
\$100,000 - \$149,999	8	-60.0%
\$150,000 - \$199,999	26	13.0%
\$200,000 - \$249,999	25	212.5%
\$250,000 - \$299,999	13	44.4%
\$300,000 - \$399,999	17	41.7%
\$400,000 - \$599,999	20	11.1%
\$600,000 - \$999,999	18	80.0%
\$1,000,000 or more	12	140.0%

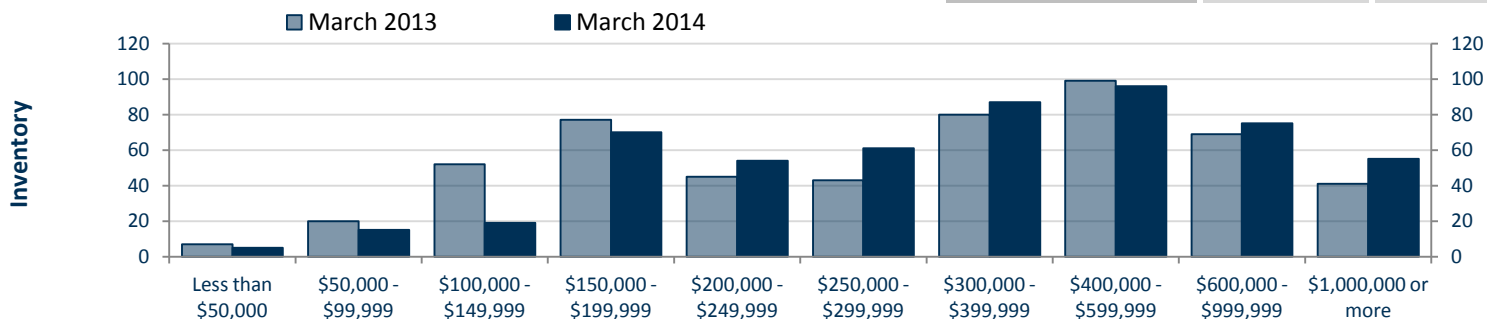


#### Inventory by Current Listing Price

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	5	-28.6%
\$50,000 - \$99,999	15	-25.0%
\$100,000 - \$149,999	19	-63.5%
\$150,000 - \$199,999	70	-9.1%
\$200,000 - \$249,999	54	20.0%
\$250,000 - \$299,999	61	41.9%
\$300,000 - \$399,999	87	8.8%
\$400,000 - \$599,999	96	-3.0%
\$600,000 - \$999,999	75	8.7%
\$1,000,000 or more	55	34.1%

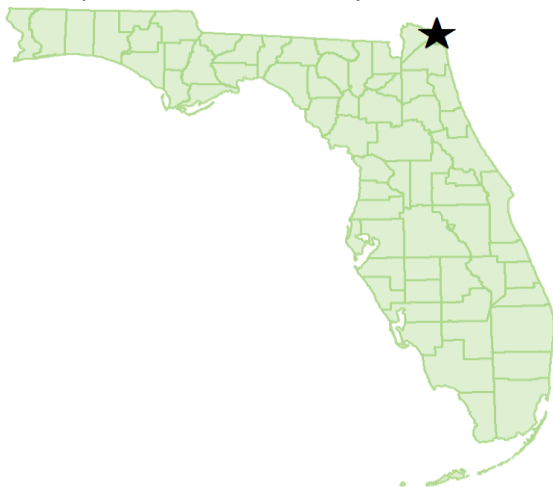


# Monthly Distressed Market - March 2014

## Single Family Homes

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

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		March 2014	March 2013	Percent Change Year-over-Year
Traditional	Closed Sales	72	49	46.9%
	Median Sale Price	\$252,754	\$221,000	14.4%
Foreclosure/REO	Closed Sales	14	9	55.6%
	Median Sale Price	\$184,900	\$56,500	227.3%
Short Sale	Closed Sales	4	12	-66.7%
	Median Sale Price	\$171,000	\$132,000	29.5%

