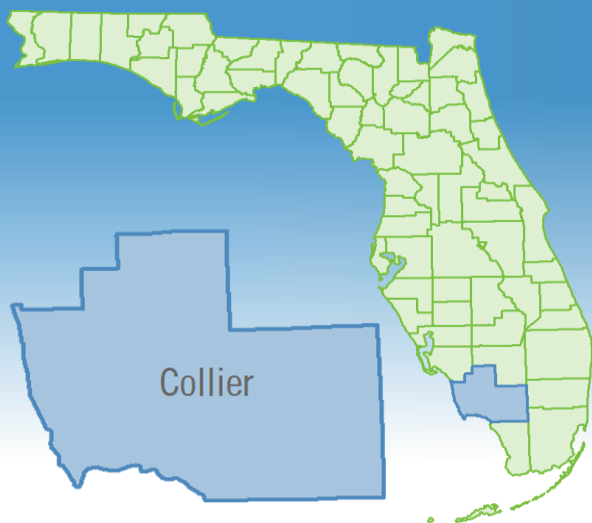


Monthly Market Detail - March 2014

Townhouses and Condos

Naples-Marco Island MSA



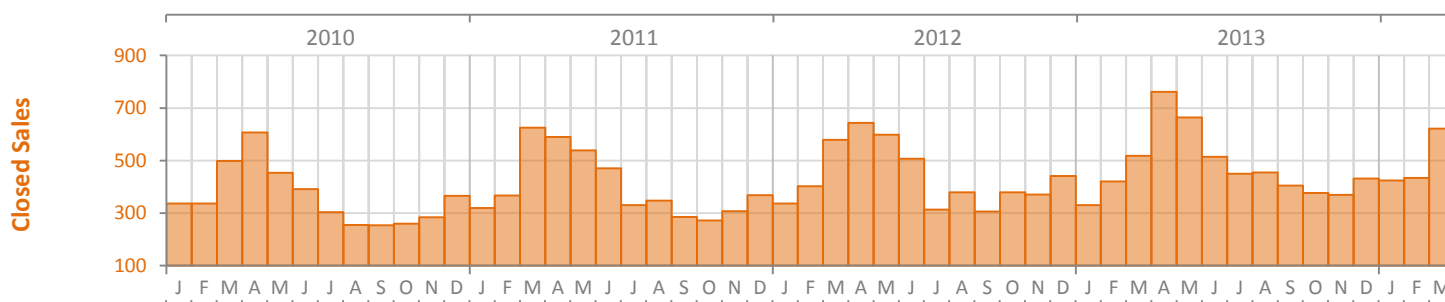
Summary Statistics	March 2014	March 2013	Percent Change Year-over-Year
Closed Sales	622	518	20.1%
Paid in Cash	469	397	18.1%
New Pending Sales	951	952	-0.1%
New Listings	793	777	2.1%
Median Sale Price	\$236,287	\$230,000	2.7%
Average Sale Price	\$371,316	\$384,655	-3.5%
Median Days on Market	58	106	-45.3%
Average Percent of Original List Price Received	93.4%	91.4%	2.2%
Pending Inventory	1,306	1,229	6.3%
Inventory (Active Listings)	2,875	3,721	-22.7%
Months Supply of Inventory	5.8	8.6	-31.9%

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
March 2014	622	20.1%
February 2014	434	3.1%
January 2014	424	28.1%
December 2013	431	-2.3%
November 2013	369	-0.5%
October 2013	377	-0.5%
September 2013	405	32.4%
August 2013	455	20.1%
July 2013	450	43.3%
June 2013	514	1.4%
May 2013	664	11.0%
April 2013	762	18.3%
March 2013	518	-10.5%

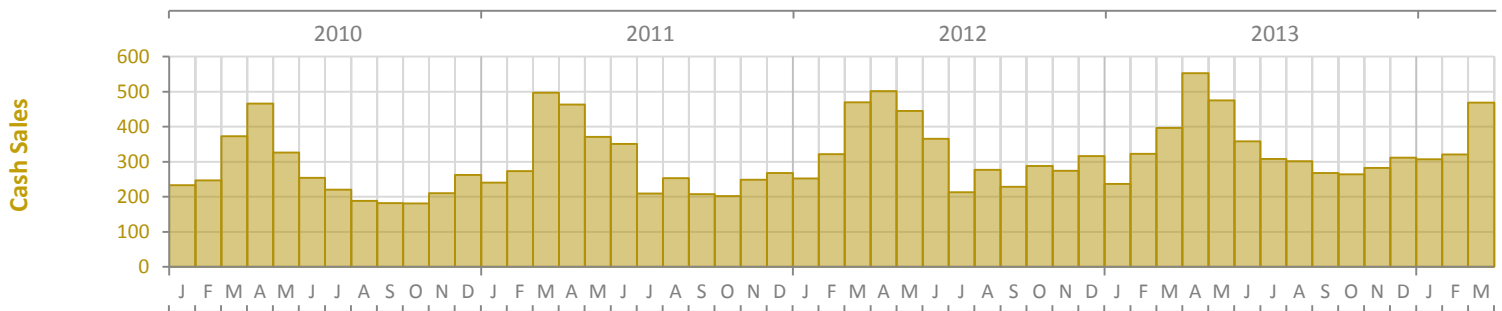


Cash Sales

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
March 2014	469	18.1%
February 2014	321	-0.6%
January 2014	307	29.5%
December 2013	312	-1.3%
November 2013	282	2.9%
October 2013	264	-8.3%
September 2013	268	17.0%
August 2013	302	9.0%
July 2013	308	44.6%
June 2013	358	-2.2%
May 2013	475	6.7%
April 2013	553	10.2%
March 2013	397	-15.5%

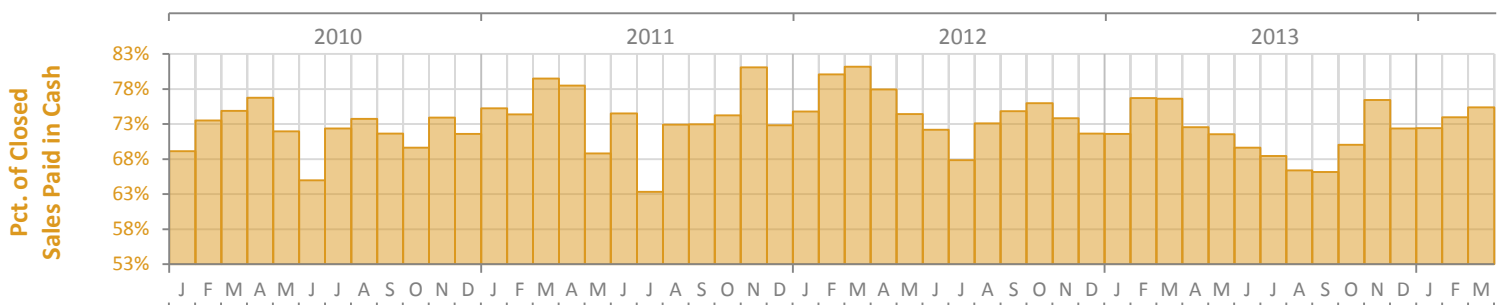


Cash Sales as a Percentage of Closed Sales

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
March 2014	75.4%	-1.6%
February 2014	74.0%	-3.6%
January 2014	72.4%	1.1%
December 2013	72.4%	1.0%
November 2013	76.4%	3.5%
October 2013	70.0%	-7.8%
September 2013	66.2%	-11.6%
August 2013	66.4%	-9.2%
July 2013	68.4%	0.9%
June 2013	69.6%	-3.5%
May 2013	71.5%	-3.9%
April 2013	72.6%	-6.9%
March 2013	76.6%	-5.6%

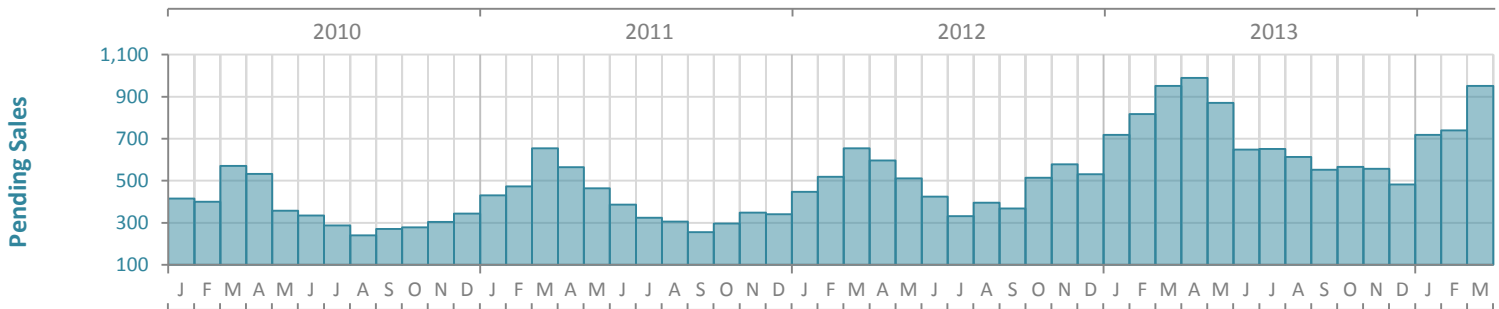


New Pending Sales

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	951	-0.1%
February 2014	739	-9.7%
January 2014	719	0.1%
December 2013	482	-9.2%
November 2013	557	-3.8%
October 2013	566	9.9%
September 2013	553	49.9%
August 2013	613	55.2%
July 2013	652	96.4%
June 2013	648	52.8%
May 2013	870	70.3%
April 2013	989	65.9%
March 2013	952	45.6%

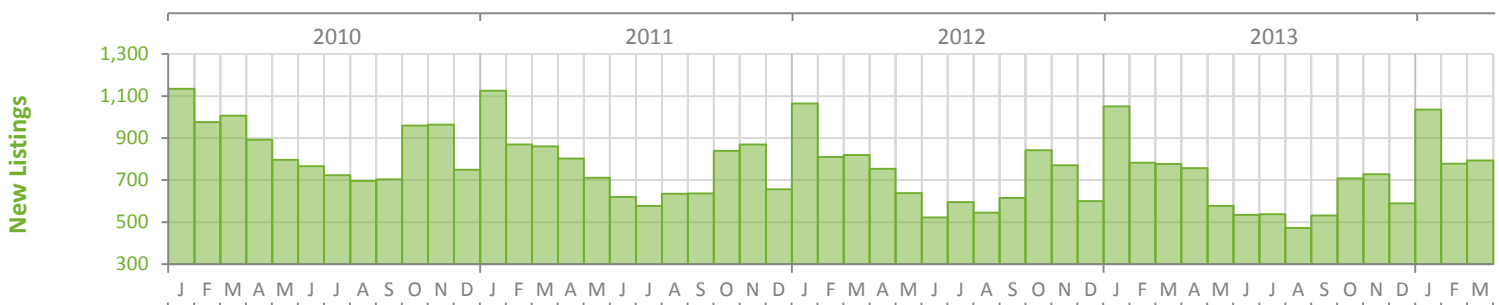


New Listings

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	793	2.1%
February 2014	778	-0.6%
January 2014	1,035	-1.5%
December 2013	589	-1.8%
November 2013	728	-5.5%
October 2013	709	-15.8%
September 2013	532	-13.5%
August 2013	472	-13.6%
July 2013	538	-9.7%
June 2013	535	2.5%
May 2013	578	-9.4%
April 2013	757	0.4%
March 2013	777	-5.2%

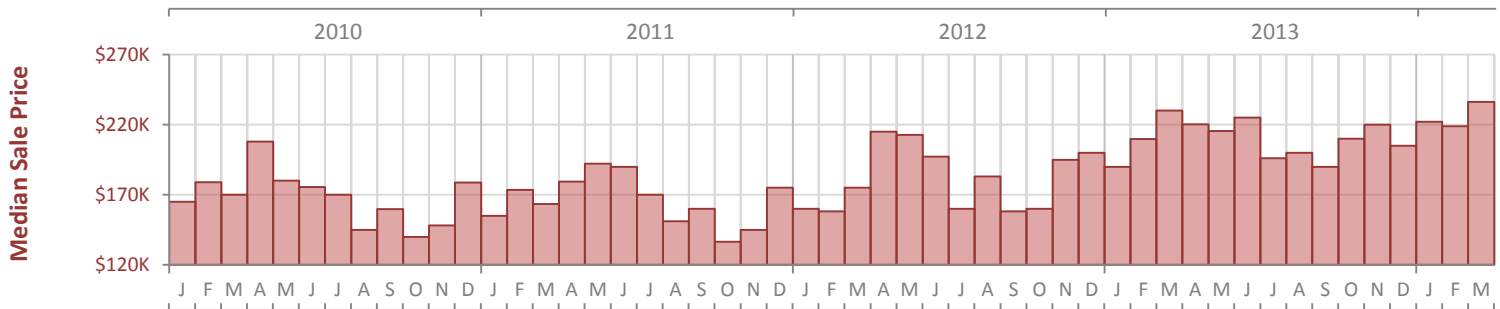


Median Sale Price

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
March 2014	\$236,287	2.7%
February 2014	\$219,000	4.3%
January 2014	\$222,125	16.9%
December 2013	\$205,000	2.5%
November 2013	\$220,000	12.8%
October 2013	\$210,000	31.3%
September 2013	\$190,000	20.1%
August 2013	\$200,000	9.3%
July 2013	\$196,000	22.5%
June 2013	\$225,000	14.1%
May 2013	\$215,600	1.3%
April 2013	\$220,250	2.4%
March 2013	\$230,000	31.4%

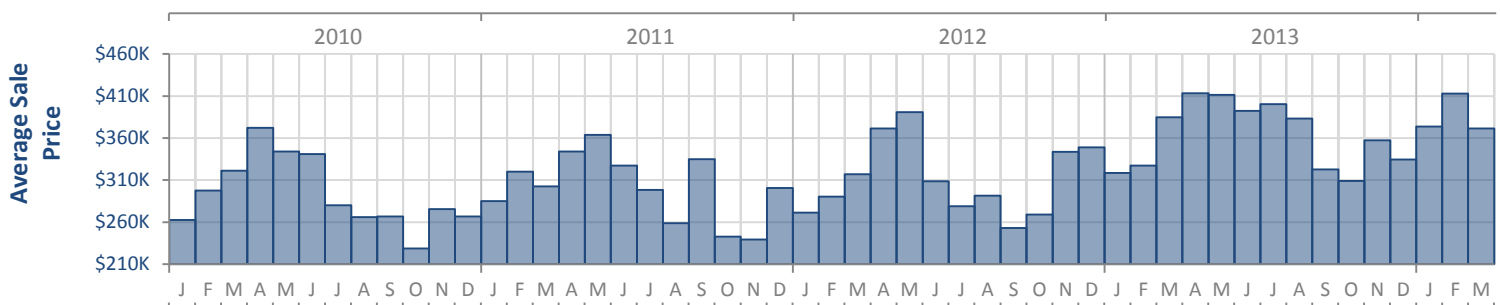


Average Sale Price

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
March 2014	\$371,316	-3.5%
February 2014	\$412,919	26.1%
January 2014	\$373,737	17.3%
December 2013	\$334,624	-4.2%
November 2013	\$357,496	4.1%
October 2013	\$309,152	14.8%
September 2013	\$322,873	27.5%
August 2013	\$383,359	31.6%
July 2013	\$400,318	43.6%
June 2013	\$392,343	27.1%
May 2013	\$411,289	5.2%
April 2013	\$413,459	11.3%
March 2013	\$384,655	21.3%

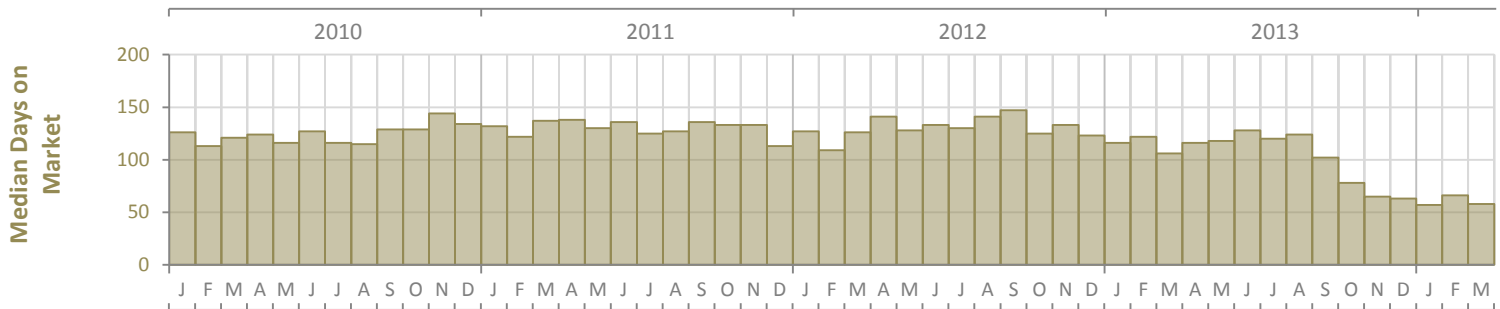


Median Days on Market

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
March 2014	58	-45.3%
February 2014	66	-45.9%
January 2014	57	-50.9%
December 2013	63	-48.8%
November 2013	65	-51.1%
October 2013	78	-37.6%
September 2013	102	-30.6%
August 2013	124	-12.1%
July 2013	120	-7.7%
June 2013	128	-3.8%
May 2013	118	-7.8%
April 2013	116	-17.7%
March 2013	106	-15.9%

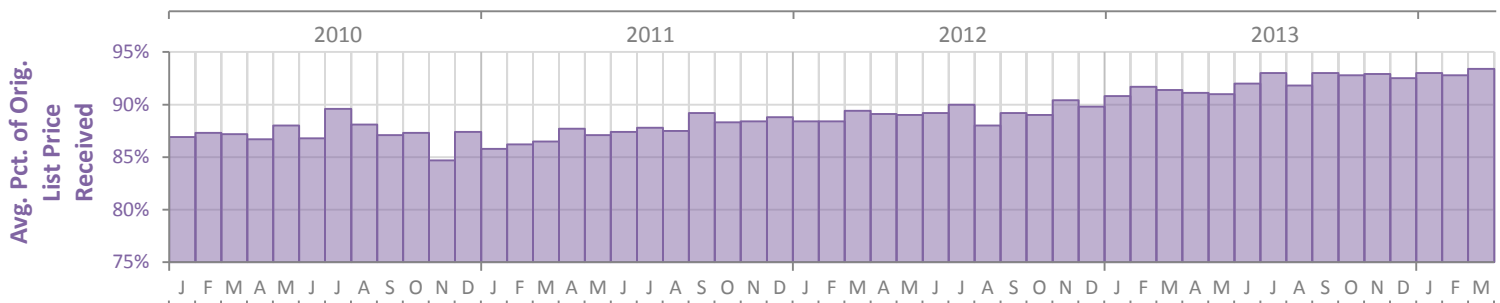


Average Percent of Original List Price Received

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
March 2014	93.4%	2.2%
February 2014	92.8%	1.2%
January 2014	93.0%	2.4%
December 2013	92.5%	3.0%
November 2013	92.9%	2.8%
October 2013	92.8%	4.3%
September 2013	93.0%	4.3%
August 2013	91.8%	4.3%
July 2013	93.0%	3.3%
June 2013	92.0%	3.1%
May 2013	91.0%	2.2%
April 2013	91.1%	2.2%
March 2013	91.4%	2.2%

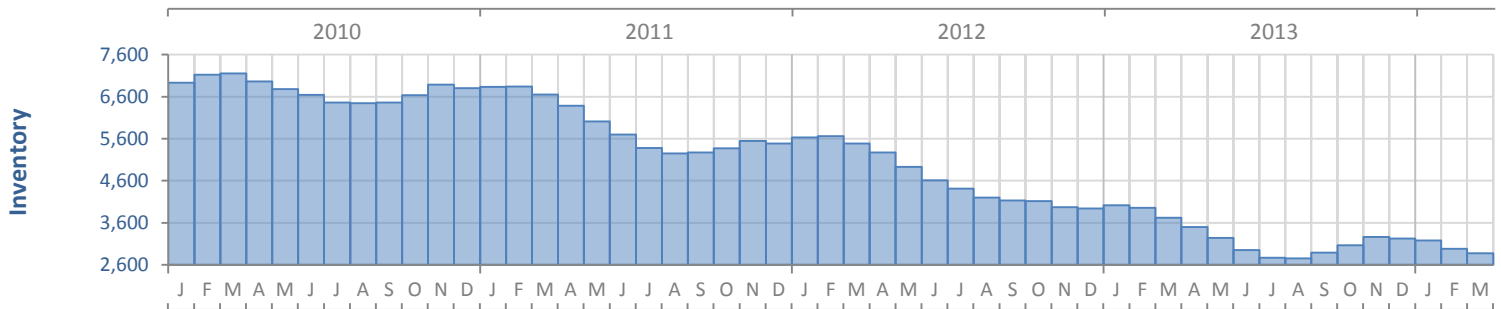


Inventory (Active Listings)

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
March 2014	2,875	-22.7%
February 2014	2,986	-24.5%
January 2014	3,181	-20.9%
December 2013	3,228	-18.2%
November 2013	3,264	-17.8%
October 2013	3,068	-25.5%
September 2013	2,894	-29.9%
August 2013	2,757	-34.4%
July 2013	2,766	-37.3%
June 2013	2,954	-35.9%
May 2013	3,243	-34.3%
April 2013	3,503	-33.5%
March 2013	3,721	-32.2%

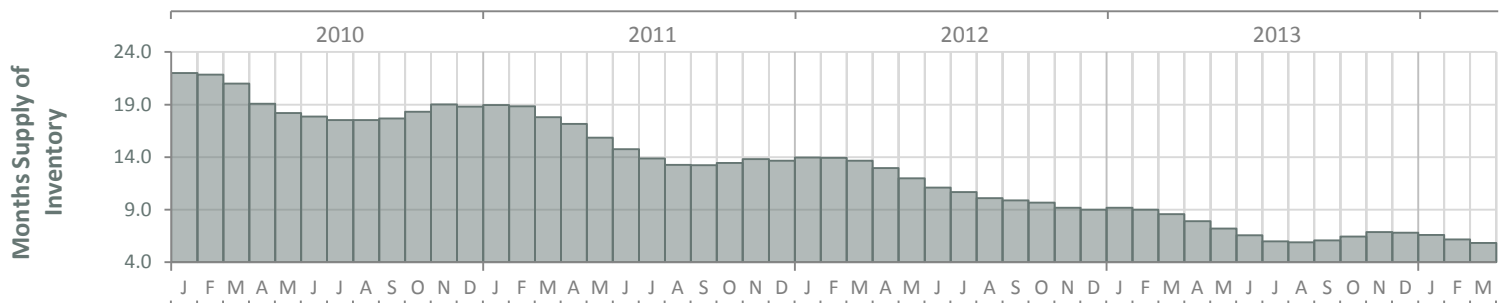


Months Supply of Inventory

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
March 2014	5.8	-31.9%
February 2014	6.2	-31.5%
January 2014	6.6	-28.3%
December 2013	6.8	-24.5%
November 2013	6.9	-25.4%
October 2013	6.4	-33.2%
September 2013	6.1	-38.5%
August 2013	5.9	-41.7%
July 2013	6.0	-43.8%
June 2013	6.6	-40.9%
May 2013	7.2	-39.8%
April 2013	7.9	-39.1%
March 2013	8.6	-37.2%

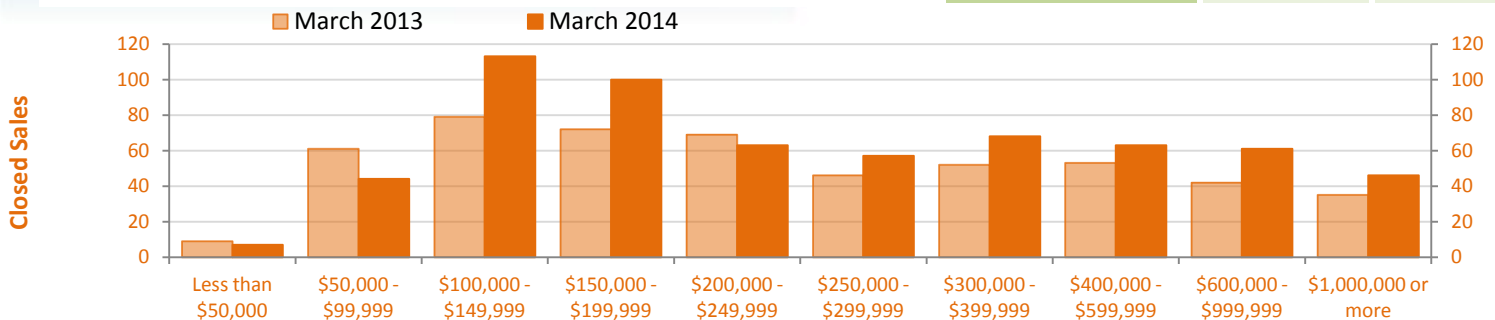


Closed Sales by Sale Price

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	7	-22.2%
\$50,000 - \$99,999	44	-27.9%
\$100,000 - \$149,999	113	43.0%
\$150,000 - \$199,999	100	38.9%
\$200,000 - \$249,999	63	-8.7%
\$250,000 - \$299,999	57	23.9%
\$300,000 - \$399,999	68	30.8%
\$400,000 - \$599,999	63	18.9%
\$600,000 - \$999,999	61	45.2%
\$1,000,000 or more	46	31.4%

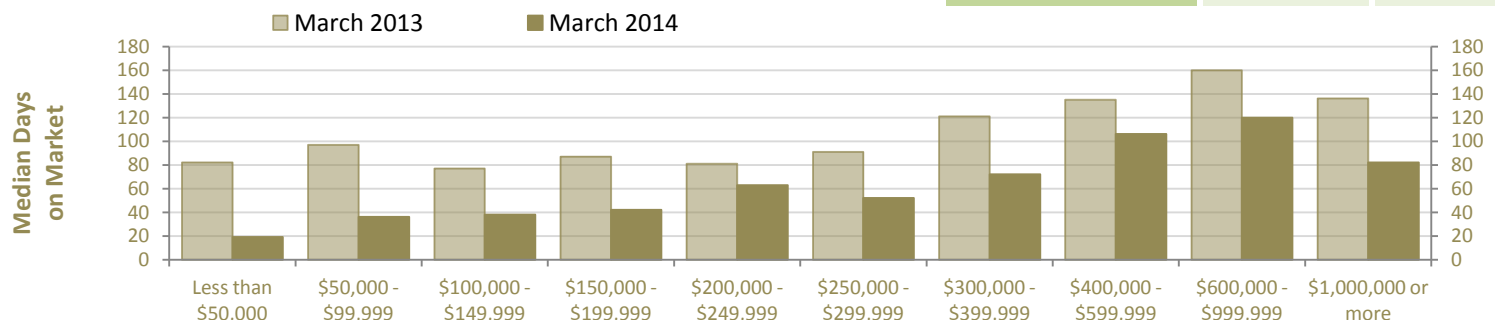


Median Days on Market by Sale Price

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	19	-76.8%
\$50,000 - \$99,999	36	-62.9%
\$100,000 - \$149,999	38	-50.6%
\$150,000 - \$199,999	42	-51.7%
\$200,000 - \$249,999	63	-22.2%
\$250,000 - \$299,999	52	-42.9%
\$300,000 - \$399,999	72	-40.5%
\$400,000 - \$599,999	106	-21.5%
\$600,000 - \$999,999	120	-25.0%
\$1,000,000 or more	82	-39.7%

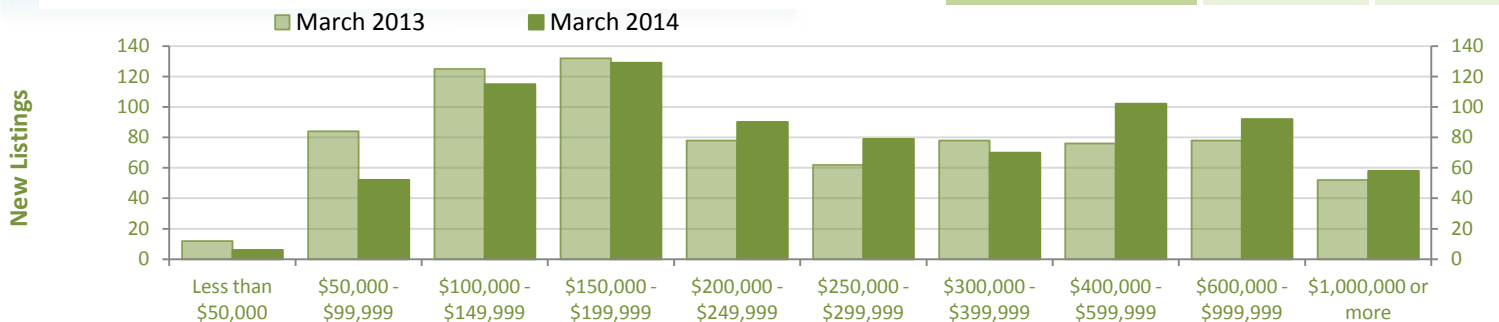


New Listings by Initial Listing Price

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	6	-50.0%
\$50,000 - \$99,999	52	-38.1%
\$100,000 - \$149,999	115	-8.0%
\$150,000 - \$199,999	129	-2.3%
\$200,000 - \$249,999	90	15.4%
\$250,000 - \$299,999	79	27.4%
\$300,000 - \$399,999	70	-10.3%
\$400,000 - \$599,999	102	34.2%
\$600,000 - \$999,999	92	17.9%
\$1,000,000 or more	58	11.5%

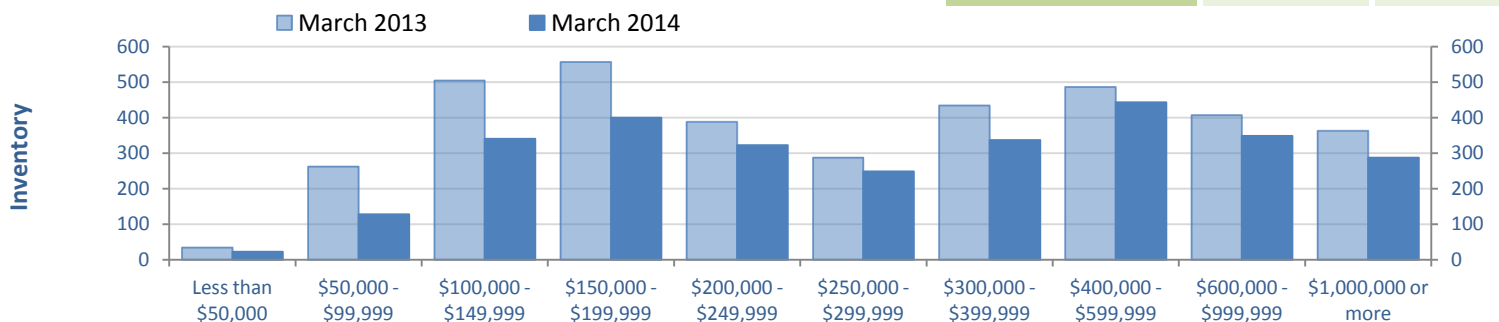


Inventory by Current Listing Price

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.

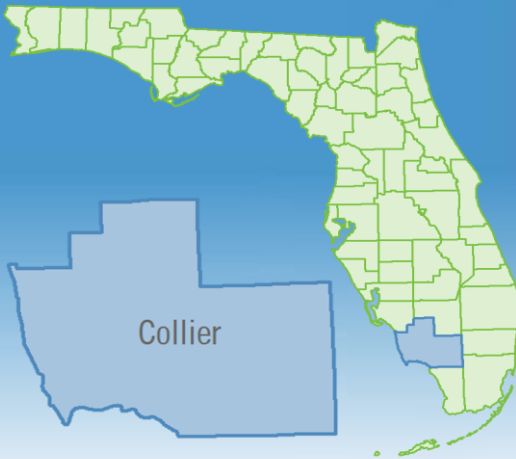
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	22	-35.3%
\$50,000 - \$99,999	128	-51.1%
\$100,000 - \$149,999	340	-32.5%
\$150,000 - \$199,999	400	-28.1%
\$200,000 - \$249,999	322	-17.0%
\$250,000 - \$299,999	248	-13.6%
\$300,000 - \$399,999	337	-22.4%
\$400,000 - \$599,999	443	-8.8%
\$600,000 - \$999,999	348	-14.5%
\$1,000,000 or more	287	-20.9%



Monthly Distressed Market - March 2014

Townhouses and Condos

Naples-Marco Island MSA



		March 2014	March 2013	Percent Change Year-over-Year
Traditional	Closed Sales	574	463	24.0%
	Median Sale Price	\$251,000	\$239,000	5.0%
Foreclosure/REO	Closed Sales	40	39	2.6%
	Median Sale Price	\$115,000	\$99,900	15.1%
Short Sale	Closed Sales	8	16	-50.0%
	Median Sale Price	\$111,500	\$172,500	-35.4%

