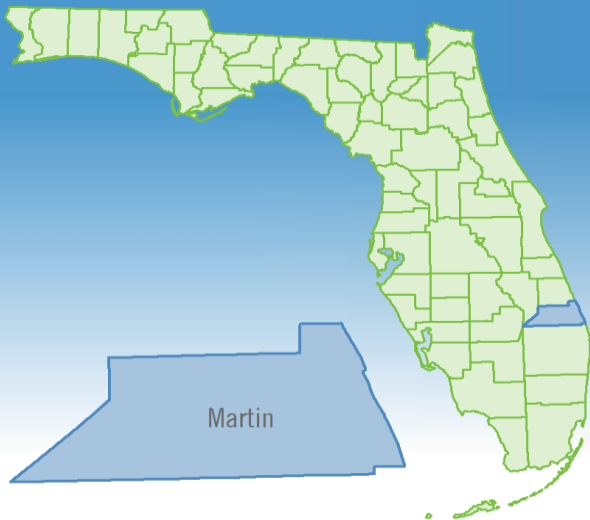


# Monthly Market Detail - March 2013

## Townhouses and Condos

### Martin County



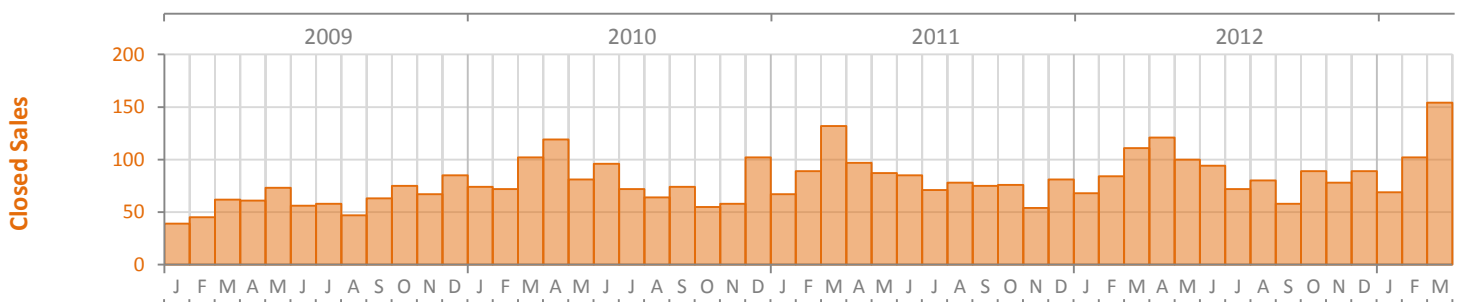
Summary Statistics	March 2013	March 2012	Percent Change Year-over-Year
Closed Sales	154	111	38.7%
Paid in Cash	107	90	18.9%
New Pending Sales	199	141	41.1%
New Listings	162	164	-1.2%
Median Sale Price	\$95,000	\$84,250	12.8%
Average Sale Price	\$156,543	\$126,633	23.6%
Median Days on Market	70	111	-36.9%
Average Percent of Original List Price Received	88.9%	84.8%	4.8%
Pending Inventory	270	(No Data)	N/A
Inventory (Active Listings)	687	865	-20.6%
Months Supply of Inventory	7.5	10.7	-30.6%

## 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 2013</b>	<b>154</b>	<b>38.7%</b>
February 2013	102	21.4%
January 2013	69	1.5%
December 2012	89	9.9%
November 2012	78	44.4%
October 2012	89	17.1%
September 2012	58	-22.7%
August 2012	80	2.6%
July 2012	72	1.4%
June 2012	94	10.6%
May 2012	100	14.9%
April 2012	121	24.7%
March 2012	111	-15.9%



# Monthly Market Detail - March 2013

## Townhouses and Condos

### Martin County

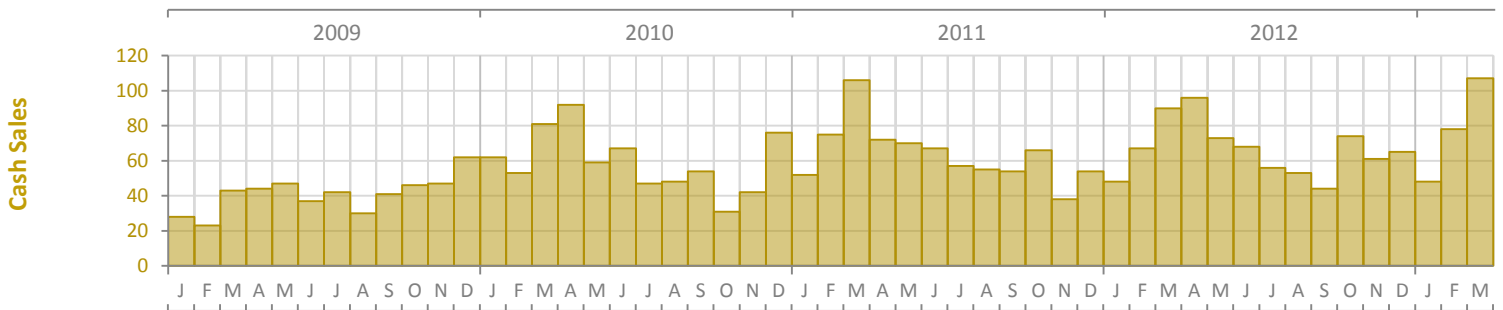


## Cash Sales

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 2013</b>	<b>107</b>	<b>18.9%</b>
February 2013	78	16.4%
January 2013	48	0.0%
December 2012	65	20.4%
November 2012	61	60.5%
October 2012	74	12.1%
September 2012	44	-18.5%
August 2012	53	-3.6%
July 2012	56	-1.8%
June 2012	68	1.5%
May 2012	73	4.3%
April 2012	96	33.3%
March 2012	90	-15.1%

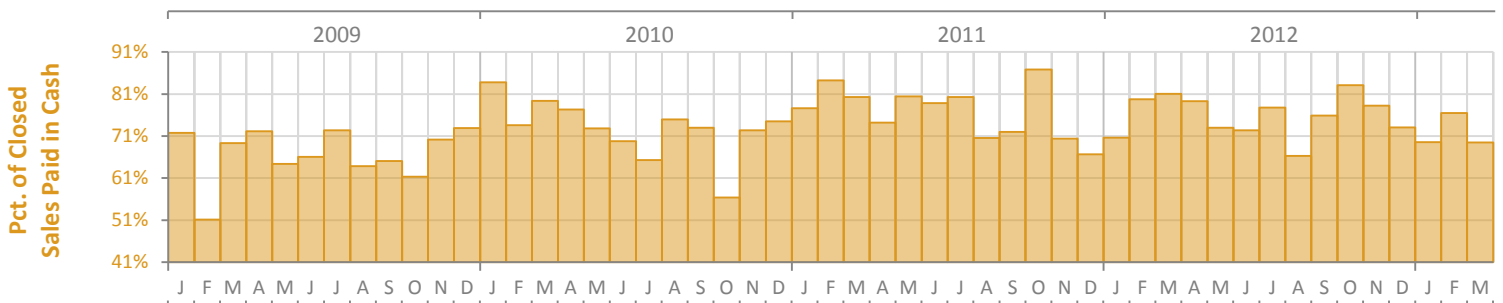


## Cash Sales as a Percentage of Closed Sales

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 2013</b>	<b>69.5%</b>	<b>-14.3%</b>
February 2013	76.5%	-4.1%
January 2013	69.6%	-1.4%
December 2012	73.0%	9.6%
November 2012	78.2%	11.1%
October 2012	83.1%	-4.3%
September 2012	75.9%	5.4%
August 2012	66.3%	-6.0%
July 2012	77.8%	-3.1%
June 2012	72.3%	-8.2%
May 2012	73.0%	-9.3%
April 2012	79.3%	6.9%
March 2012	81.1%	1.0%

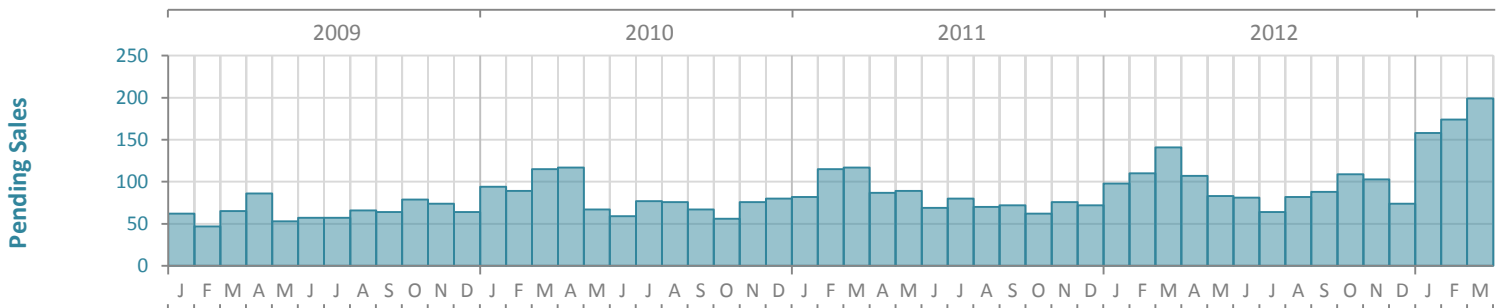


## New Pending Sales

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 2013</b>	<b>199</b>	<b>41.1%</b>
February 2013	174	58.2%
January 2013	158	61.2%
December 2012	74	2.8%
November 2012	103	35.5%
October 2012	109	75.8%
September 2012	88	22.2%
August 2012	82	17.1%
July 2012	64	-20.0%
June 2012	81	17.4%
May 2012	83	-6.7%
April 2012	107	23.0%
March 2012	141	20.5%

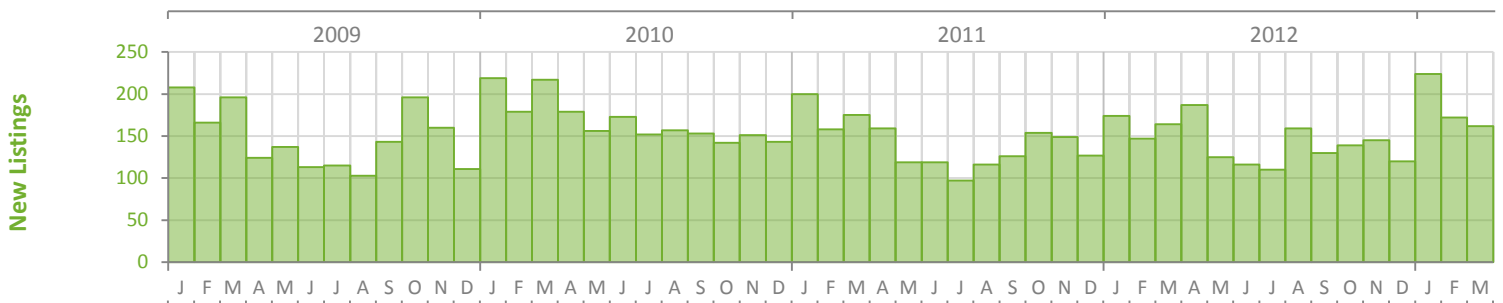


## New Listings

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
<b>March 2013</b>	<b>162</b>	<b>-1.2%</b>
February 2013	172	17.0%
January 2013	224	28.7%
December 2012	120	-5.5%
November 2012	145	-2.7%
October 2012	139	-9.7%
September 2012	130	3.2%
August 2012	159	37.1%
July 2012	110	13.4%
June 2012	116	-2.5%
May 2012	125	5.0%
April 2012	187	17.6%
March 2012	164	-6.3%



# Monthly Market Detail - March 2013

## Townhouses and Condos

### Martin County

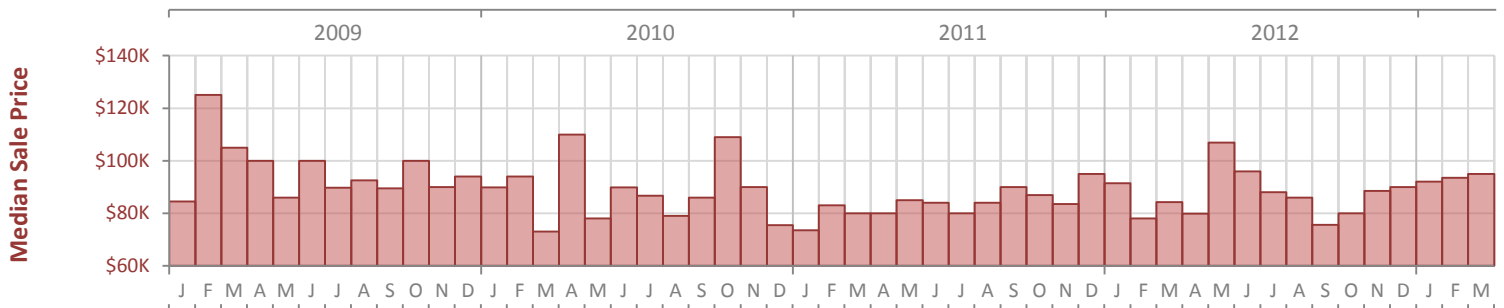


## Median Sale Price

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 2013</b>	<b>\$95,000</b>	<b>12.8%</b>
February 2013	\$93,500	19.9%
January 2013	\$92,000	0.5%
December 2012	\$90,000	-5.3%
November 2012	\$88,500	6.0%
October 2012	\$80,000	-7.9%
September 2012	\$75,565	-16.0%
August 2012	\$86,000	2.4%
July 2012	\$88,000	10.0%
June 2012	\$96,000	14.3%
May 2012	\$106,875	25.7%
April 2012	\$79,900	-0.1%
March 2012	\$84,250	5.3%

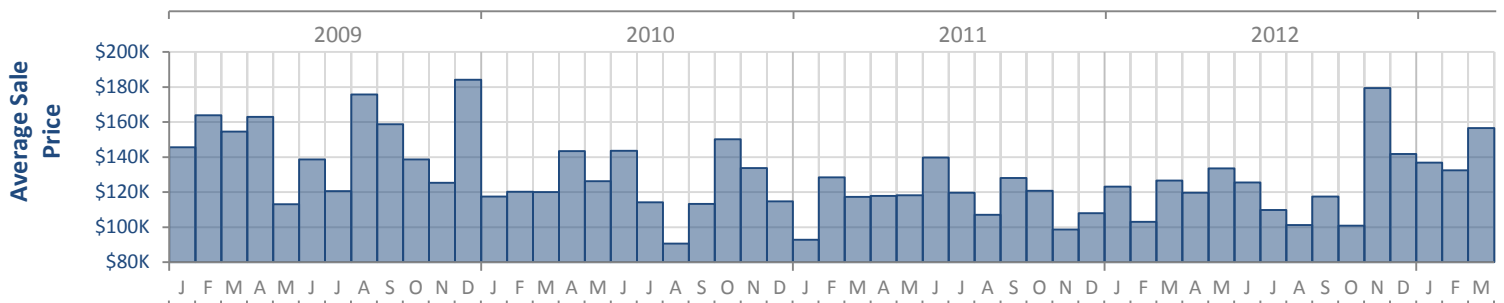


## Average Sale Price

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 2013</b>	<b>\$156,543</b>	<b>23.6%</b>
February 2013	\$132,390	28.4%
January 2013	\$136,874	11.2%
December 2012	\$141,748	31.4%
November 2012	\$179,337	81.9%
October 2012	\$100,941	-16.4%
September 2012	\$117,568	-8.2%
August 2012	\$101,322	-5.4%
July 2012	\$109,842	-8.2%
June 2012	\$125,485	-10.2%
May 2012	\$133,584	13.0%
April 2012	\$119,737	1.6%
March 2012	\$126,633	7.9%

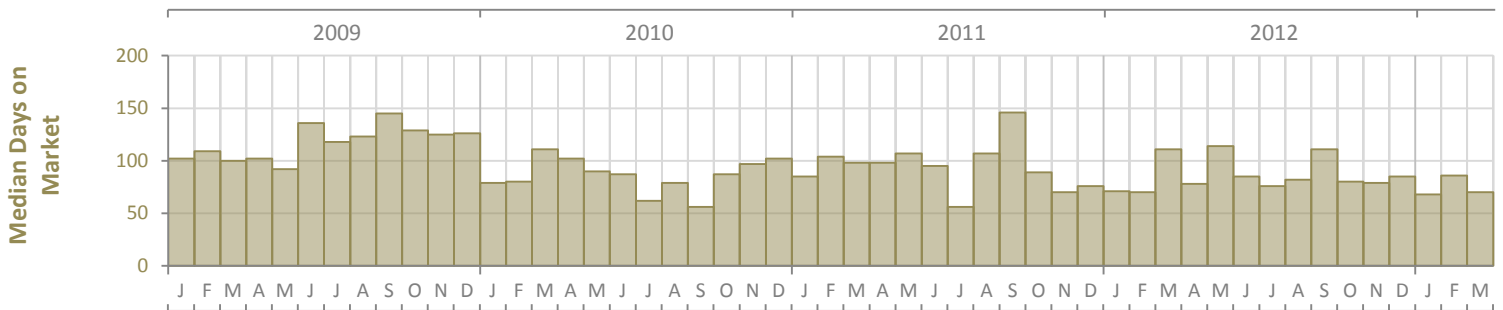


## Median Days on Market

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 2013</b>	<b>70</b>	<b>-36.9%</b>
February 2013	86	22.9%
January 2013	68	-4.2%
December 2012	85	11.8%
November 2012	79	12.9%
October 2012	80	-10.1%
September 2012	111	-24.0%
August 2012	82	-23.4%
July 2012	76	35.7%
June 2012	85	-10.5%
May 2012	114	6.5%
April 2012	78	-20.4%
March 2012	111	13.3%

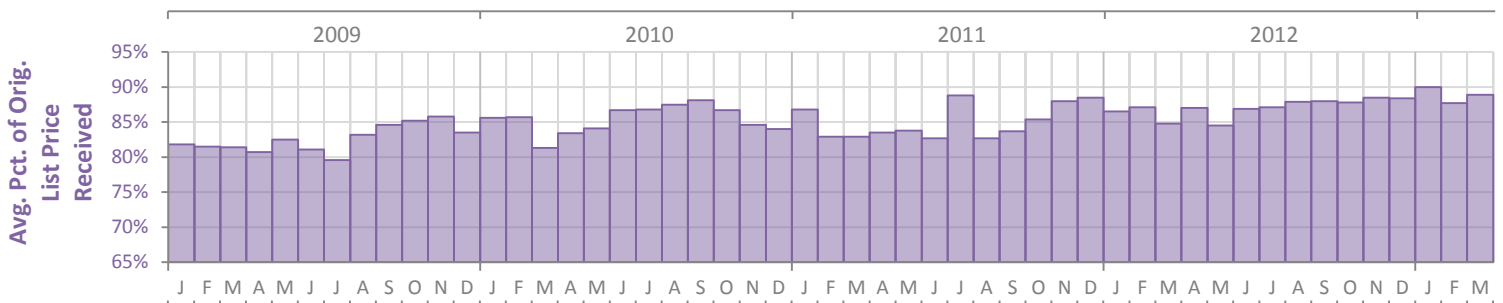


## Average Percent of Original List Price Received

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 2013</b>	<b>88.9%</b>	<b>4.8%</b>
February 2013	87.7%	0.7%
January 2013	90.0%	4.0%
December 2012	88.4%	-0.1%
November 2012	88.5%	0.6%
October 2012	87.8%	2.8%
September 2012	88.0%	5.1%
August 2012	87.9%	6.3%
July 2012	87.1%	-1.9%
June 2012	86.9%	5.1%
May 2012	84.5%	0.8%
April 2012	87.0%	4.2%
March 2012	84.8%	2.3%



# Monthly Market Detail - March 2013

## Townhouses and Condos

### Martin County

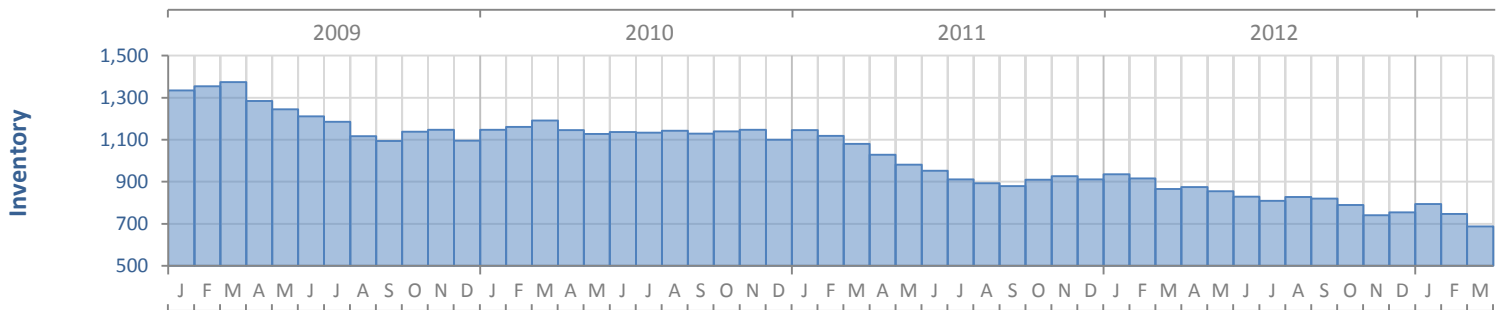


## Inventory (Active Listings)

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 2013</b>	<b>687</b>	<b>-20.6%</b>
February 2013	747	-18.4%
January 2013	794	-15.2%
December 2012	755	-17.1%
November 2012	741	-20.1%
October 2012	789	-13.3%
September 2012	820	-6.8%
August 2012	827	-7.4%
July 2012	809	-11.3%
June 2012	829	-13.0%
May 2012	855	-12.8%
April 2012	875	-14.9%
March 2012	865	-19.9%

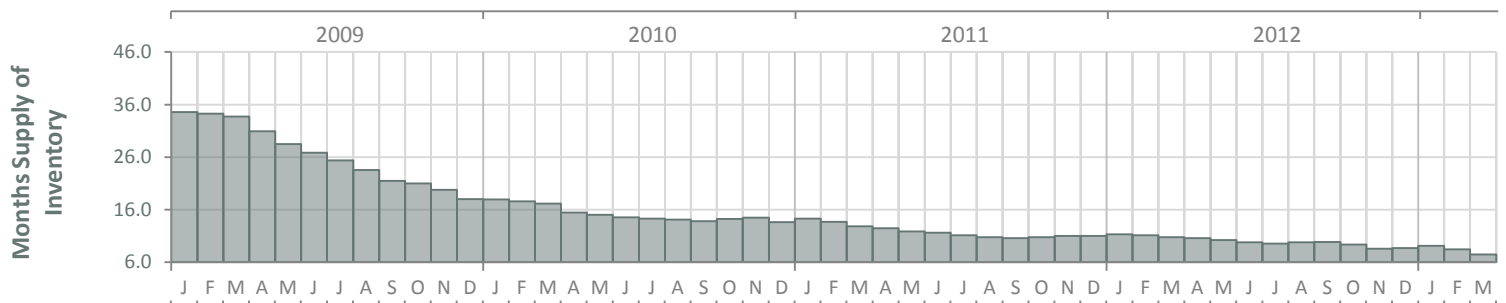


## Months Supply of Inventory

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 2013</b>	<b>7.5</b>	<b>-30.6%</b>
February 2013	8.4	-24.2%
January 2013	9.1	-19.4%
December 2012	8.7	-21.3%
November 2012	8.6	-21.8%
October 2012	9.4	-12.9%
September 2012	9.8	-7.1%
August 2012	9.8	-9.3%
July 2012	9.6	-14.2%
June 2012	9.8	-15.7%
May 2012	10.2	-13.8%
April 2012	10.6	-15.2%
March 2012	10.7	-16.4%



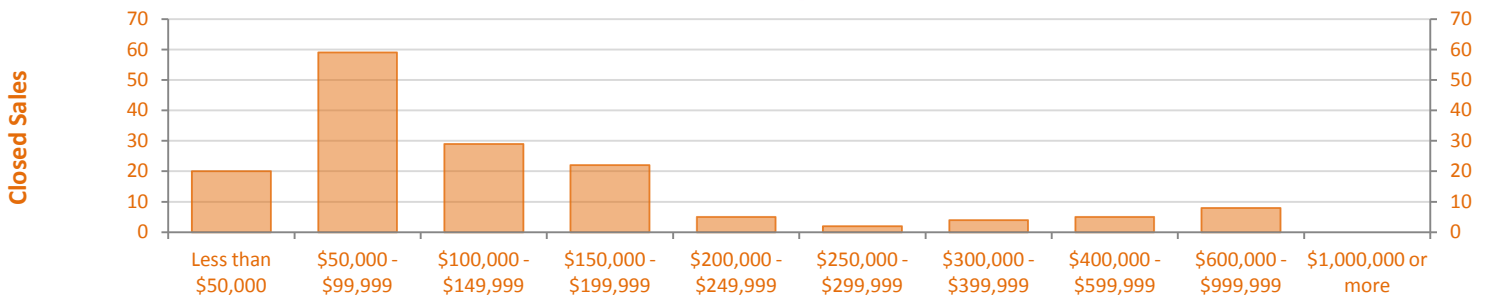


## Closed Sales by Sale Price

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	20	-16.7%
\$50,000 - \$99,999	59	28.3%
\$100,000 - \$149,999	29	70.6%
\$150,000 - \$199,999	22	144.4%
\$200,000 - \$249,999	5	0.0%
\$250,000 - \$299,999	2	N/A
\$300,000 - \$399,999	4	-20.0%
\$400,000 - \$599,999	5	25.0%
\$600,000 - \$999,999	8	N/A
\$1,000,000 or more	0	-100.0%

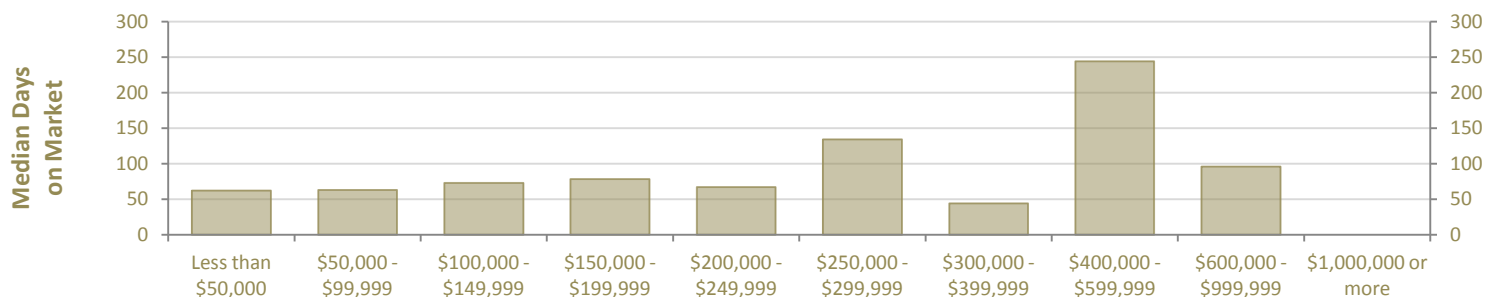


## Median Days on Market by Sale Price

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	62	-47.5%
\$50,000 - \$99,999	63	-25.0%
\$100,000 - \$149,999	73	-40.2%
\$150,000 - \$199,999	78	-75.8%
\$200,000 - \$249,999	67	-51.4%
\$250,000 - \$299,999	134	N/A
\$300,000 - \$399,999	44	-89.3%
\$400,000 - \$599,999	244	100.0%
\$600,000 - \$999,999	96	N/A
\$1,000,000 or more	(No Sales)	N/A

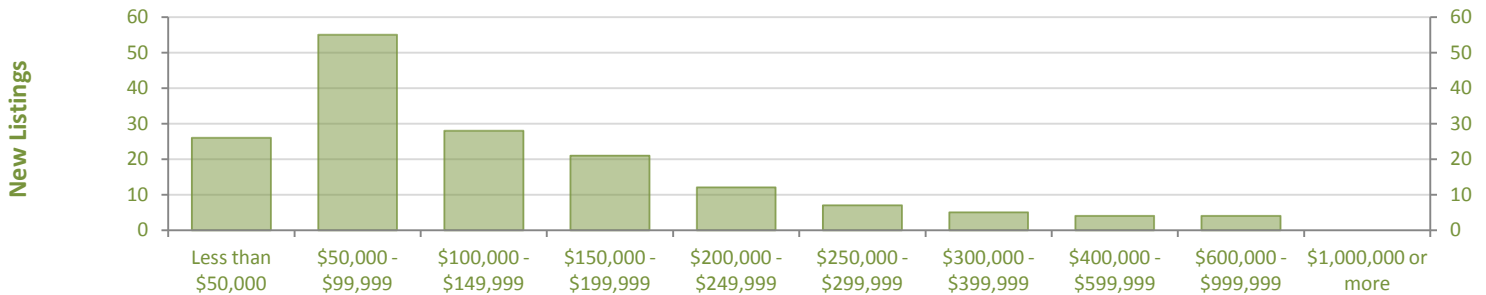


## New Listings by Initial Listing Price

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	26	0.0%
\$50,000 - \$99,999	55	-21.4%
\$100,000 - \$149,999	28	33.3%
\$150,000 - \$199,999	21	-19.2%
\$200,000 - \$249,999	12	71.4%
\$250,000 - \$299,999	7	133.3%
\$300,000 - \$399,999	5	66.7%
\$400,000 - \$599,999	4	-33.3%
\$600,000 - \$999,999	4	300.0%
\$1,000,000 or more	0	-100.0%

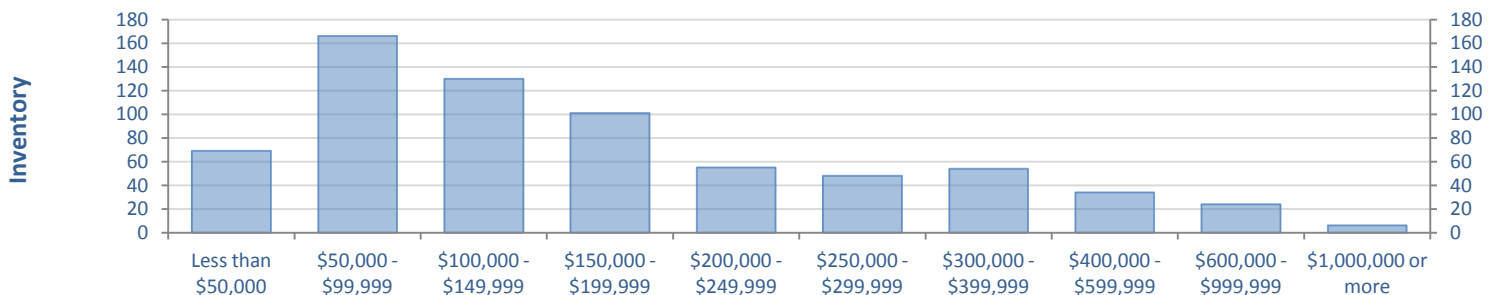


## Inventory by Current Listing Price

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	69	-9.2%
\$50,000 - \$99,999	166	-38.3%
\$100,000 - \$149,999	130	-21.7%
\$150,000 - \$199,999	101	-20.5%
\$200,000 - \$249,999	55	0.0%
\$250,000 - \$299,999	48	54.8%
\$300,000 - \$399,999	54	12.5%
\$400,000 - \$599,999	34	-26.1%
\$600,000 - \$999,999	24	-17.2%
\$1,000,000 or more	6	-66.7%

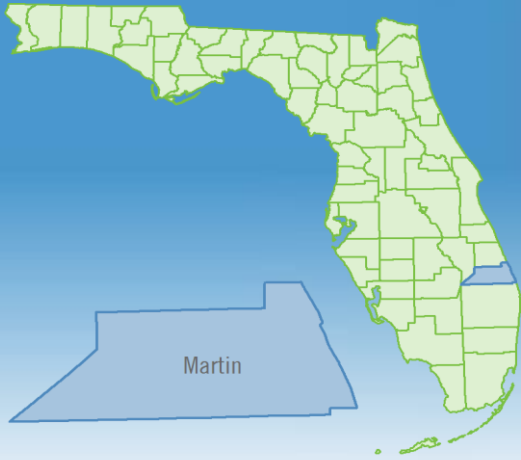




# Monthly Market Detail - March 2013

## Townhouses and Condos

### Martin County



		March 2013	March 2012	Percent Change Year-over-Year
Traditional	Closed Sales	136	90	51.1%
	Median Sale Price	\$99,000	\$84,250	17.5%
Foreclosure/REO	Closed Sales	6	13	-53.8%
	Median Sale Price	\$88,450	\$61,500	43.8%
Short Sale	Closed Sales	12	8	50.0%
	Median Sale Price	\$61,500	\$97,500	-36.9%

