

# Monthly Market Detail - March 2015

## Townhouses and Condos

### Florida



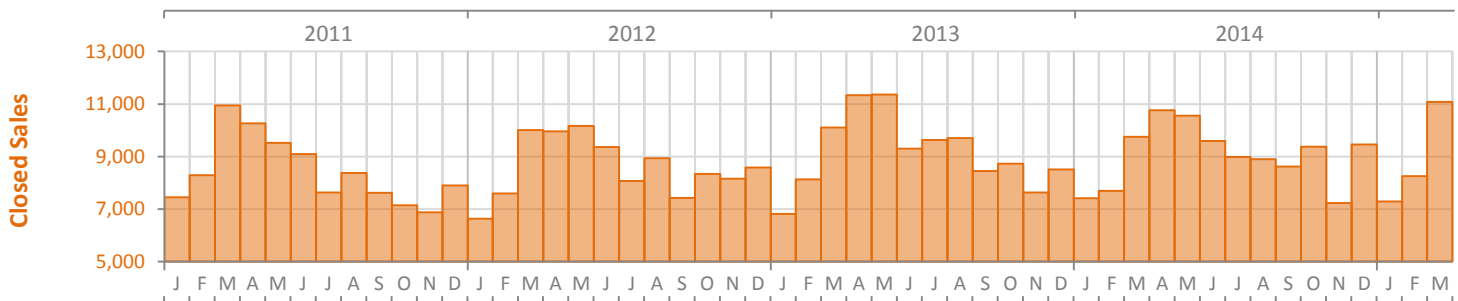
Summary Statistics	March 2015	March 2014	Percent Change Year-over-Year
Closed Sales	11,083	9,750	13.7%
Paid in Cash	7,359	6,908	6.5%
New Pending Sales	13,526	13,344	1.4%
New Listings	17,066	16,174	5.5%
Median Sale Price	\$152,000	\$139,900	8.6%
Average Sale Price	\$243,576	\$226,616	7.5%
Median Days on Market	54	55	-1.8%
Average Percent of Original List Price Received	92.6%	92.5%	0.1%
Pending Inventory	20,939	22,368	-6.4%
Inventory (Active Listings)	56,046	54,918	2.1%
Months Supply of Inventory	6.1	6.0	1.5%

## 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 2015</b>	<b>11,083</b>	<b>13.7%</b>
February 2015	8,260	7.4%
January 2015	7,294	-1.7%
December 2014	9,466	11.3%
November 2014	7,227	-5.4%
October 2014	9,377	7.4%
September 2014	8,622	2.0%
August 2014	8,900	-8.2%
July 2014	8,984	-6.7%
June 2014	9,594	3.1%
May 2014	10,558	-7.0%
April 2014	10,766	-5.1%
March 2014	9,750	-3.6%

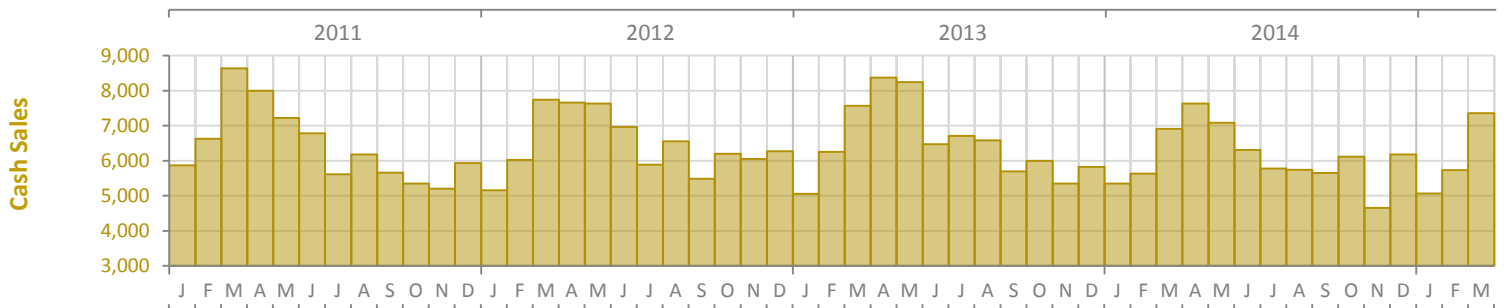


## Cash Sales

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 2015</b>	<b>7,359</b>	<b>6.5%</b>
February 2015	5,734	1.9%
January 2015	5,069	-5.2%
December 2014	6,179	6.1%
November 2014	4,659	-12.9%
October 2014	6,120	2.1%
September 2014	5,648	-0.8%
August 2014	5,744	-12.7%
July 2014	5,778	-13.9%
June 2014	6,310	-2.5%
May 2014	7,088	-14.0%
April 2014	7,635	-8.8%
March 2014	6,908	-8.8%



## 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 2015</b>	<b>66.4%</b>	<b>-6.3%</b>
February 2015	69.4%	-5.1%
January 2015	69.5%	-3.6%
December 2014	65.3%	-4.6%
November 2014	64.5%	-7.9%
October 2014	65.3%	-4.9%
September 2014	65.5%	-2.8%
August 2014	64.5%	-4.9%
July 2014	64.3%	-7.7%
June 2014	65.8%	-5.4%
May 2014	67.1%	-7.6%
April 2014	70.9%	-3.9%
March 2014	70.9%	-5.4%

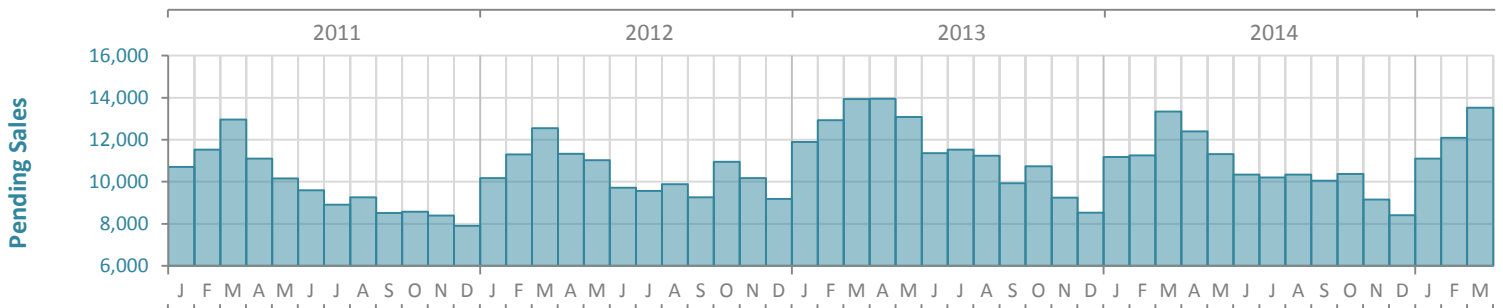


## New Pending Sales

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 2015</b>	<b>13,526</b>	<b>1.4%</b>
February 2015	12,097	7.5%
January 2015	11,097	-0.8%
December 2014	8,416	-1.4%
November 2014	9,159	-1.0%
October 2014	10,380	-3.3%
September 2014	10,048	1.2%
August 2014	10,340	-8.0%
July 2014	10,200	-11.5%
June 2014	10,349	-9.0%
May 2014	11,323	-13.4%
April 2014	12,403	-11.0%
March 2014	13,344	-4.3%



## 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
<b>March 2015</b>	<b>17,066</b>	<b>5.5%</b>
February 2015	15,929	3.1%
January 2015	17,776	1.0%
December 2014	12,438	3.4%
November 2014	12,905	-6.1%
October 2014	15,276	-1.5%
September 2014	13,811	1.4%
August 2014	13,845	-1.1%
July 2014	13,565	-3.2%
June 2014	13,307	3.0%
May 2014	14,629	3.9%
April 2014	15,462	1.4%
March 2014	16,174	12.0%

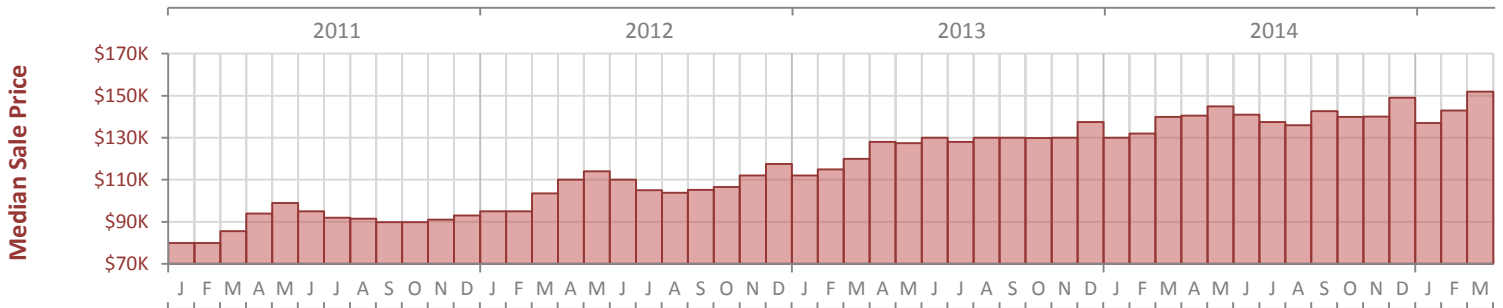


## Median Sale Price

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 2015</b>	<b>\$152,000</b>	<b>8.6%</b>
February 2015	\$143,000	8.3%
January 2015	\$137,000	5.4%
December 2014	\$149,000	8.4%
November 2014	\$140,000	7.7%
October 2014	\$139,900	7.7%
September 2014	\$142,700	9.8%
August 2014	\$136,000	4.6%
July 2014	\$137,500	7.4%
June 2014	\$141,000	8.5%
May 2014	\$145,000	13.7%
April 2014	\$140,500	9.8%
March 2014	\$139,900	16.6%

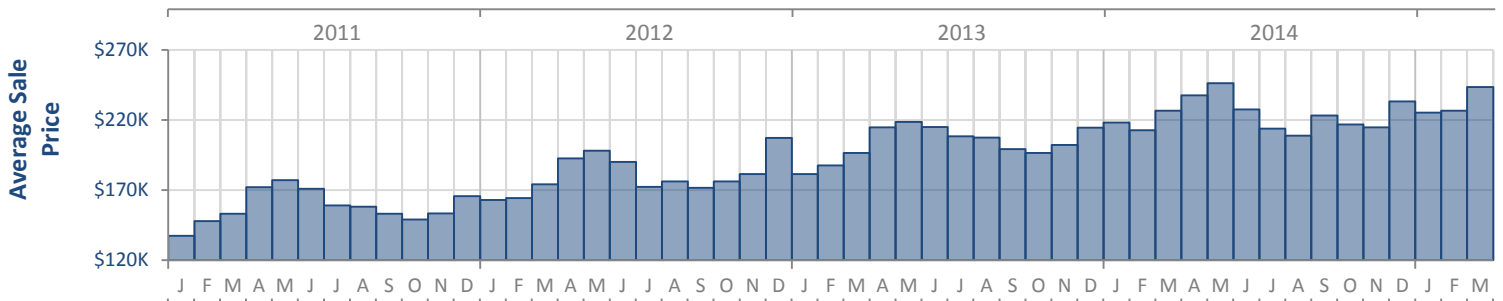


## Average Sale Price

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 2015</b>	<b>\$243,576</b>	<b>7.5%</b>
February 2015	\$226,646	6.6%
January 2015	\$225,291	3.2%
December 2014	\$233,288	8.8%
November 2014	\$214,748	6.2%
October 2014	\$216,804	10.3%
September 2014	\$223,174	12.0%
August 2014	\$208,884	0.7%
July 2014	\$213,873	2.6%
June 2014	\$227,704	5.8%
May 2014	\$246,348	12.7%
April 2014	\$237,637	10.6%
March 2014	\$226,616	15.3%

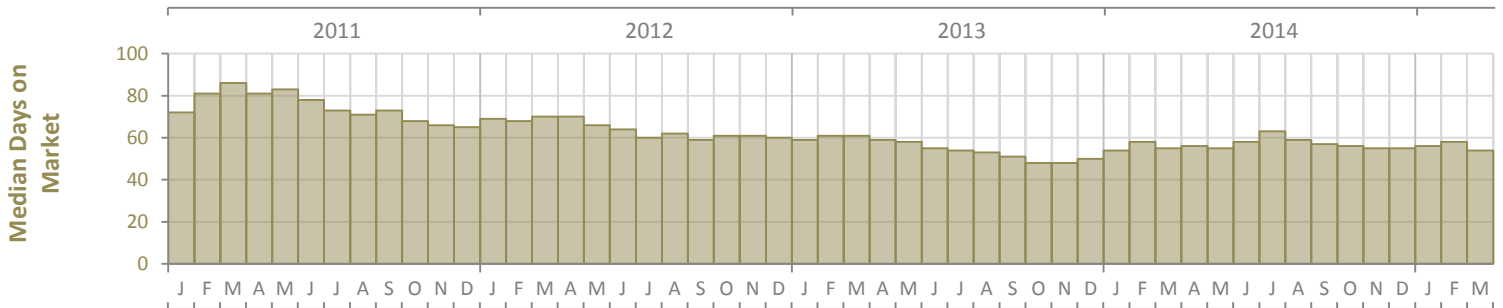


## Median Days on Market

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
<b>March 2015</b>	<b>54</b>	<b>-1.8%</b>
February 2015	58	0.0%
January 2015	56	3.7%
December 2014	55	10.0%
November 2014	55	14.6%
October 2014	56	16.7%
September 2014	57	11.8%
August 2014	59	11.3%
July 2014	63	16.7%
June 2014	58	5.5%
May 2014	55	-5.2%
April 2014	56	-5.1%
March 2014	55	-9.8%

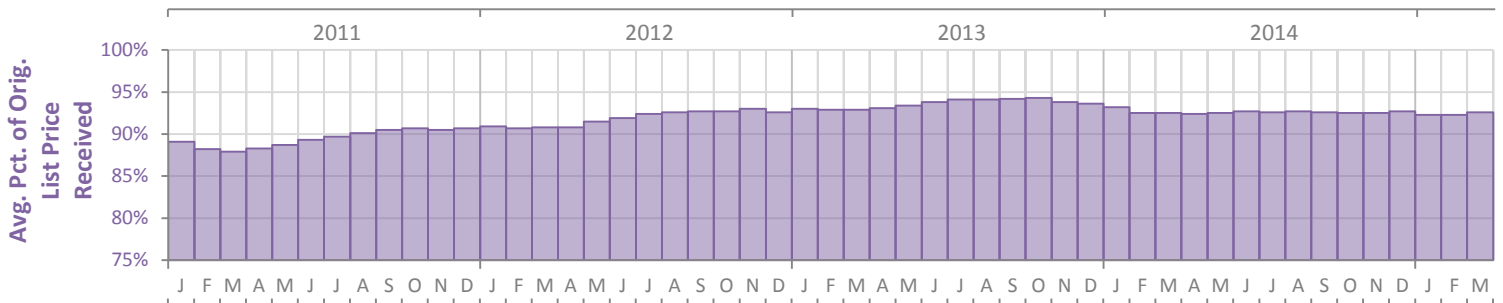


## Average Percent of Original List Price Received

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 2015</b>	<b>92.6%</b>	<b>0.1%</b>
February 2015	92.3%	-0.2%
January 2015	92.3%	-1.0%
December 2014	92.7%	-1.0%
November 2014	92.5%	-1.4%
October 2014	92.5%	-1.9%
September 2014	92.6%	-1.7%
August 2014	92.7%	-1.5%
July 2014	92.6%	-1.6%
June 2014	92.7%	-1.2%
May 2014	92.5%	-1.0%
April 2014	92.4%	-0.8%
March 2014	92.5%	-0.4%

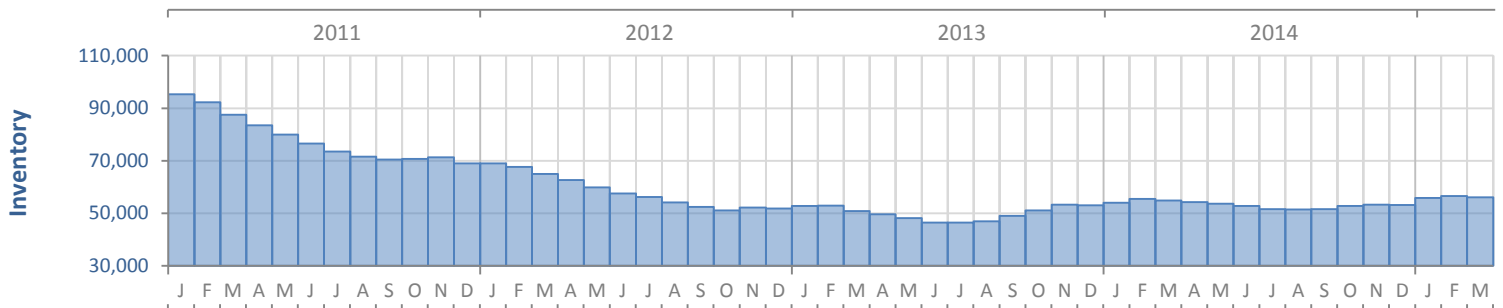


## Inventory (Active Listings)

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 2015</b>	<b>56,046</b>	<b>2.1%</b>
February 2015	56,534	2.0%
January 2015	55,889	3.5%
December 2014	53,132	0.1%
November 2014	53,328	0.0%
October 2014	52,803	3.4%
September 2014	51,583	5.3%
August 2014	51,520	9.6%
July 2014	51,570	10.9%
June 2014	52,745	13.4%
May 2014	53,657	11.3%
April 2014	54,220	9.3%
March 2014	54,918	8.1%

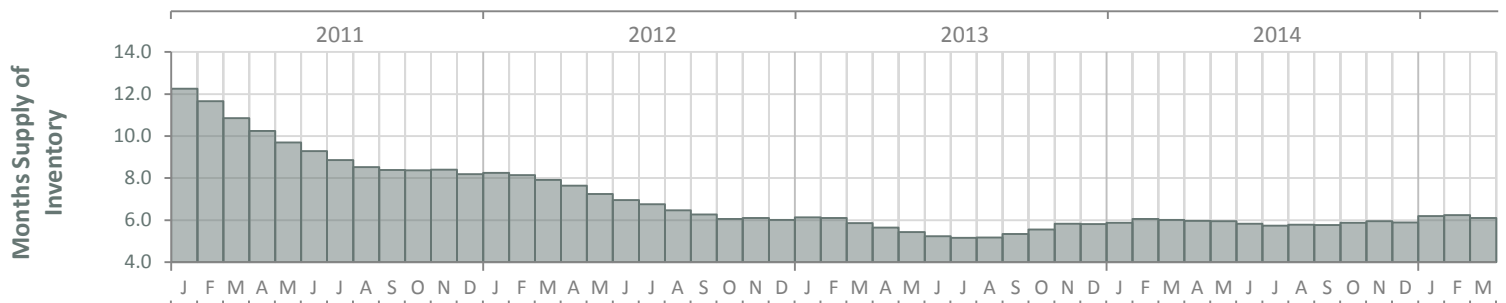


## Months Supply of Inventory

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 2015</b>	<b>6.1</b>	<b>1.5%</b>
February 2015	6.2	3.0%
January 2015	6.2	5.5%
December 2014	5.9	1.3%
November 2014	6.0	2.2%
October 2014	5.9	5.8%
September 2014	5.8	8.0%
August 2014	5.8	11.5%
July 2014	5.7	11.2%
June 2014	5.8	11.4%
May 2014	6.0	9.7%
April 2014	6.0	5.8%
March 2014	6.0	2.7%

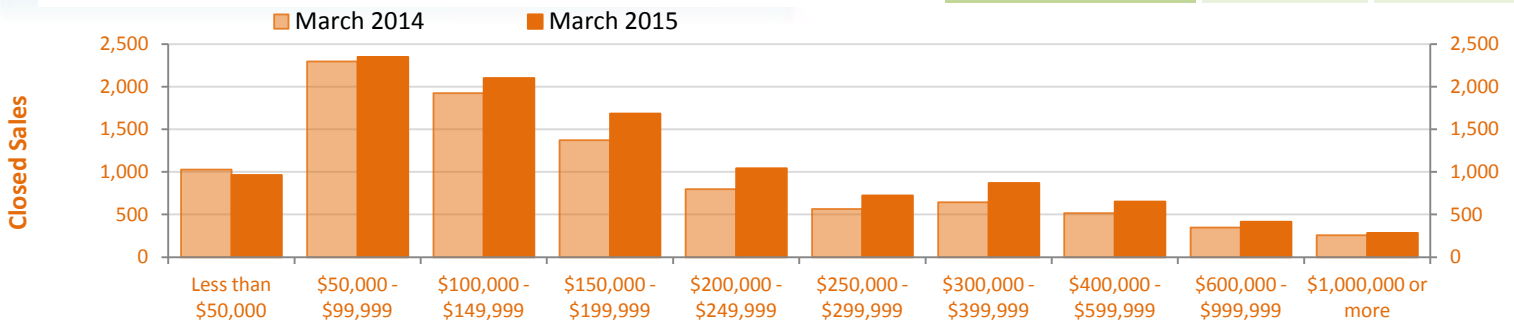


## Closed Sales by Sale Price

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	962	-6.3%
\$50,000 - \$99,999	2,348	2.4%
\$100,000 - \$149,999	2,102	9.3%
\$150,000 - \$199,999	1,683	22.6%
\$200,000 - \$249,999	1,042	30.3%
\$250,000 - \$299,999	725	28.3%
\$300,000 - \$399,999	868	34.4%
\$400,000 - \$599,999	652	25.9%
\$600,000 - \$999,999	417	19.8%
\$1,000,000 or more	284	10.9%

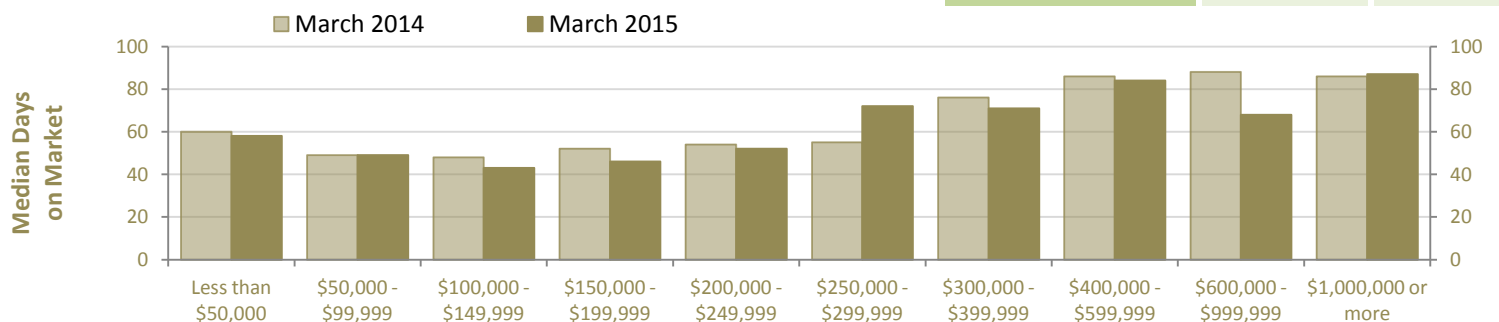


## Median Days on Market by Sale Price

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	58	-3.3%
\$50,000 - \$99,999	49	0.0%
\$100,000 - \$149,999	43	-10.4%
\$150,000 - \$199,999	46	-11.5%
\$200,000 - \$249,999	52	-3.7%
\$250,000 - \$299,999	72	30.9%
\$300,000 - \$399,999	71	-6.6%
\$400,000 - \$599,999	84	-2.3%
\$600,000 - \$999,999	68	-22.7%
\$1,000,000 or more	87	1.2%

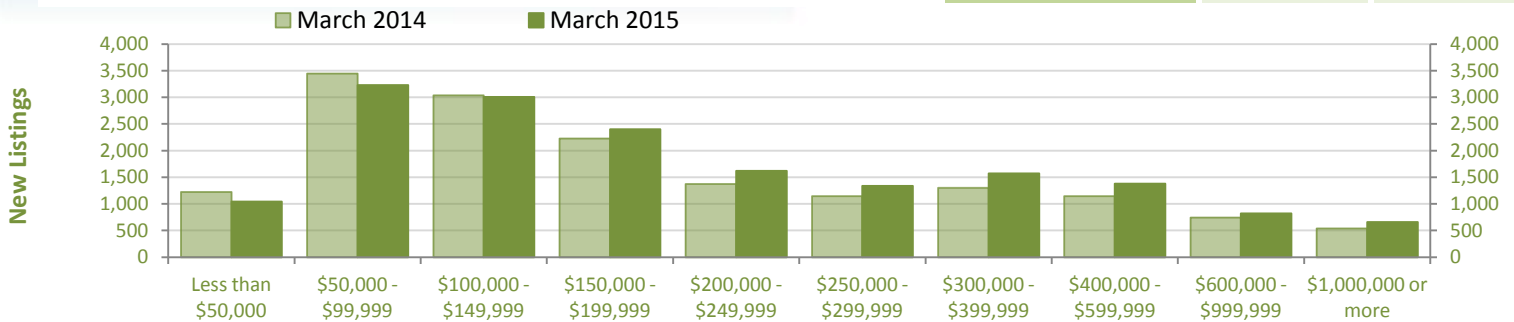


## New Listings by Initial Listing Price

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	1,042	-15.0%
\$50,000 - \$99,999	3,231	-6.2%
\$100,000 - \$149,999	3,006	-1.0%
\$150,000 - \$199,999	2,402	7.9%
\$200,000 - \$249,999	1,619	18.1%
\$250,000 - \$299,999	1,335	16.7%
\$300,000 - \$399,999	1,569	20.4%
\$400,000 - \$599,999	1,380	20.7%
\$600,000 - \$999,999	823	10.9%
\$1,000,000 or more	659	22.0%

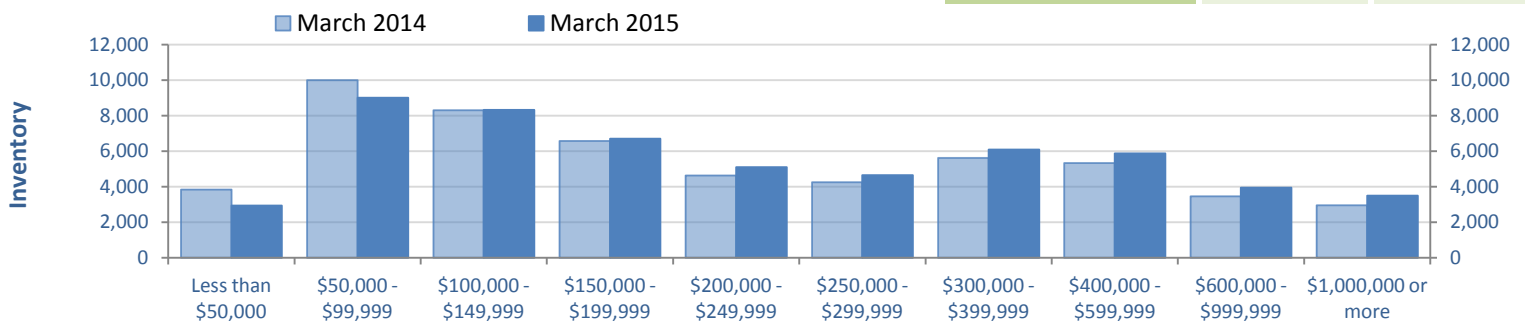


## Inventory by Current Listing Price

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	2,926	-23.6%
\$50,000 - \$99,999	9,001	-9.9%
\$100,000 - \$149,999	8,314	0.1%
\$150,000 - \$199,999	6,689	1.8%
\$200,000 - \$249,999	5,088	10.0%
\$250,000 - \$299,999	4,646	9.5%
\$300,000 - \$399,999	6,092	8.4%
\$400,000 - \$599,999	5,872	10.1%
\$600,000 - \$999,999	3,931	13.7%
\$1,000,000 or more	3,487	18.4%





# Monthly Distressed Market - March 2015

## Townhouses and Condos

### Florida



		March 2015	March 2014	Percent Change Year-over-Year
Traditional	Closed Sales	9,123	7,769	17.4%
	Median Sale Price	\$170,000	\$157,000	8.3%
Foreclosure/REO	Closed Sales	1,688	1,550	8.9%
	Median Sale Price	\$92,000	\$87,000	5.7%
Short Sale	Closed Sales	272	431	-36.9%
	Median Sale Price	\$97,000	\$95,000	2.1%

