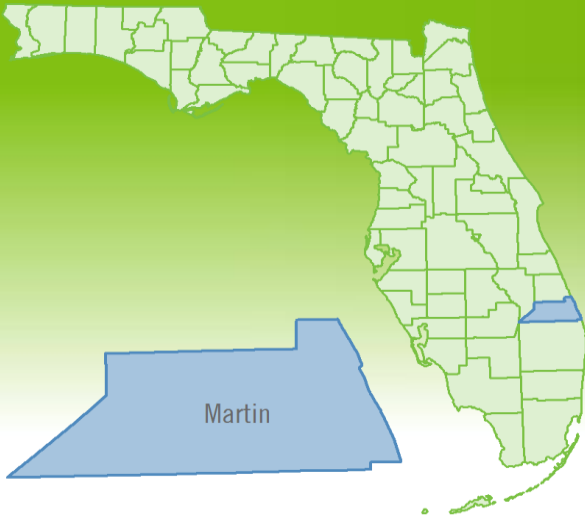


# Monthly Market Detail - October 2014

## Single Family Homes

### Martin County



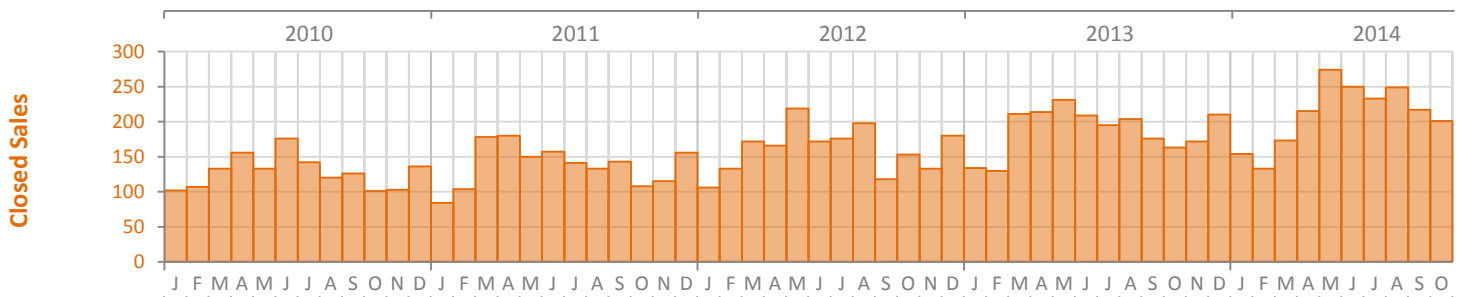
Summary Statistics	October 2014	October 2013	Percent Change Year-over-Year
Closed Sales	201	163	23.3%
Paid in Cash	93	65	43.1%
New Pending Sales	248	237	4.6%
New Listings	337	327	3.1%
Median Sale Price	\$272,000	\$265,000	2.6%
Average Sale Price	\$386,611	\$304,844	26.8%
Median Days on Market	71	52	36.5%
Average Percent of Original List Price Received	92.2%	92.1%	0.1%
Pending Inventory	350	441	-20.6%
Inventory (Active Listings)	1,253	1,223	2.5%
Months Supply of Inventory	6.1	6.7	-10.0%

## 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>October 2014</b>	<b>201</b>	<b>23.3%</b>
September 2014	217	23.3%
August 2014	249	22.1%
July 2014	233	19.5%
June 2014	250	19.6%
May 2014	274	18.6%
April 2014	215	0.5%
March 2014	173	-18.0%
February 2014	133	2.3%
January 2014	154	14.9%
December 2013	210	16.7%
November 2013	172	29.3%
October 2013	163	6.5%

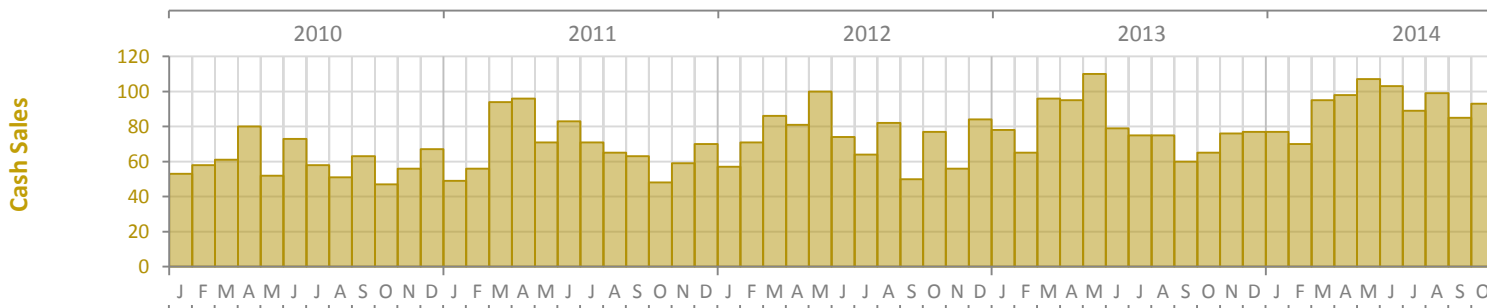


## Cash Sales

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
<b>October 2014</b>	<b>93</b>	<b>43.1%</b>
September 2014	85	41.7%
August 2014	99	32.0%
July 2014	89	18.7%
June 2014	103	30.4%
May 2014	107	-2.7%
April 2014	98	3.2%
March 2014	95	-1.0%
February 2014	70	7.7%
January 2014	77	-1.3%
December 2013	77	-8.3%
November 2013	76	35.7%
October 2013	65	-15.6%

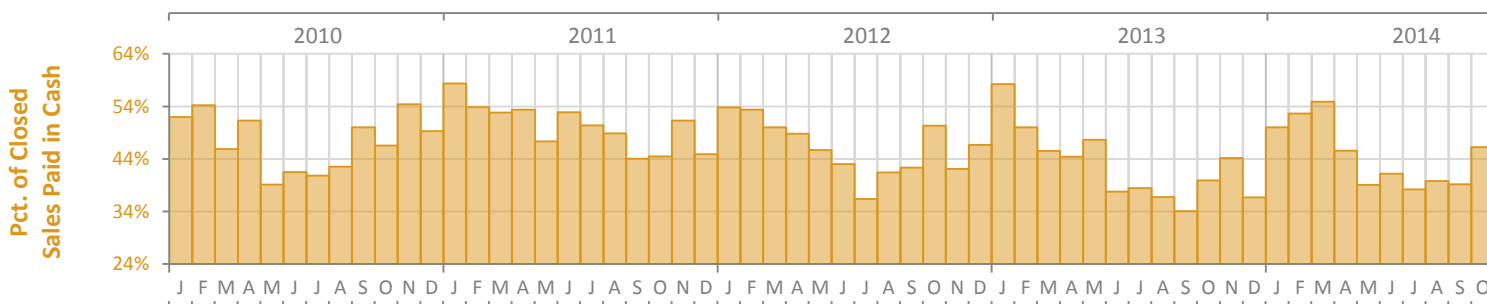


## Cash Sales as a Percentage of Closed Sales

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>October 2014</b>	<b>46.3%</b>	<b>16.0%</b>
September 2014	39.2%	14.9%
August 2014	39.8%	8.1%
July 2014	38.2%	-0.7%
June 2014	41.2%	9.0%
May 2014	39.1%	-18.0%
April 2014	45.6%	2.7%
March 2014	54.9%	20.7%
February 2014	52.6%	5.3%
January 2014	50.0%	-14.1%
December 2013	36.7%	-21.4%
November 2013	44.2%	4.9%
October 2013	39.9%	-20.8%

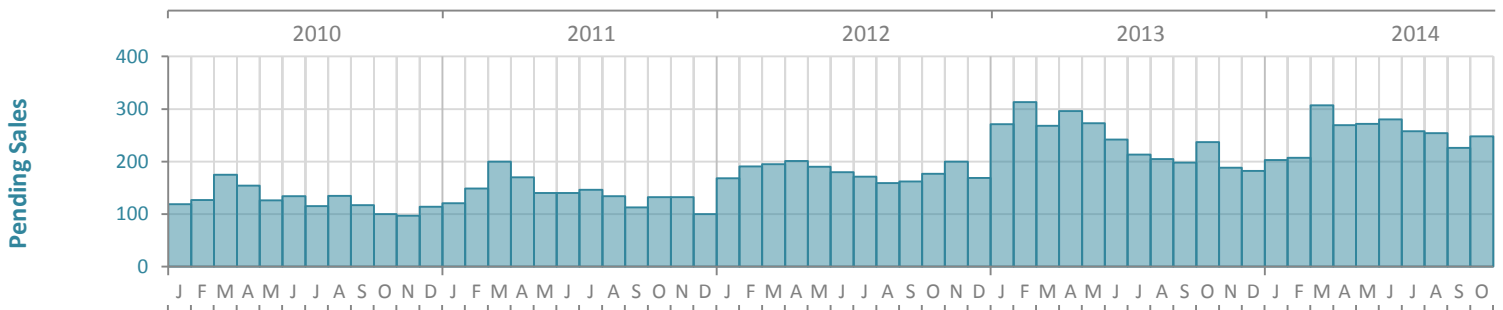


## New Pending Sales

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>October 2014</b>	<b>248</b>	<b>4.6%</b>
September 2014	226	14.1%
August 2014	254	23.9%
July 2014	258	21.1%
June 2014	280	15.7%
May 2014	272	-0.4%
April 2014	269	-9.1%
March 2014	307	14.6%
February 2014	207	-33.9%
January 2014	203	-25.1%
December 2013	182	7.7%
November 2013	188	-6.0%
October 2013	237	33.9%

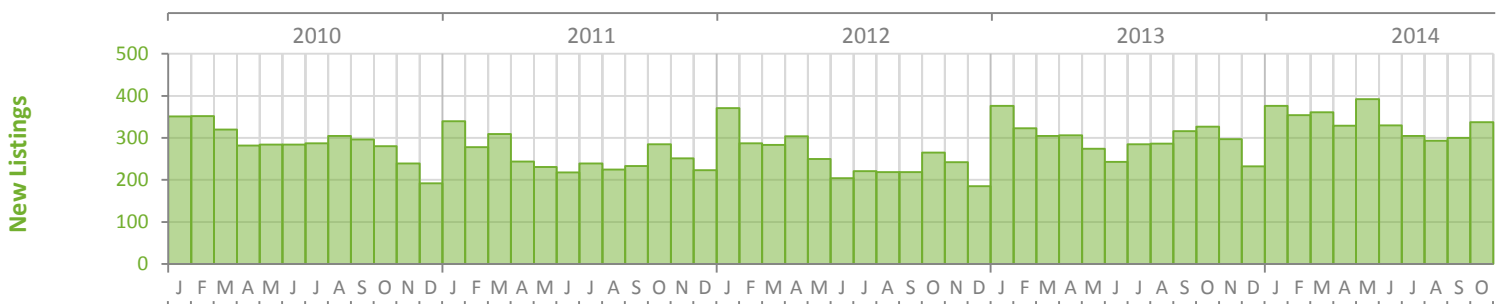


## New Listings

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>October 2014</b>	<b>337</b>	<b>3.1%</b>
September 2014	300	-5.1%
August 2014	293	2.4%
July 2014	305	7.0%
June 2014	330	35.8%
May 2014	392	43.1%
April 2014	329	7.5%
March 2014	361	18.4%
February 2014	354	9.6%
January 2014	376	0.0%
December 2013	232	25.4%
November 2013	297	22.7%
October 2013	327	23.4%



# Monthly Market Detail - October 2014

## Single Family Homes

### Martin County

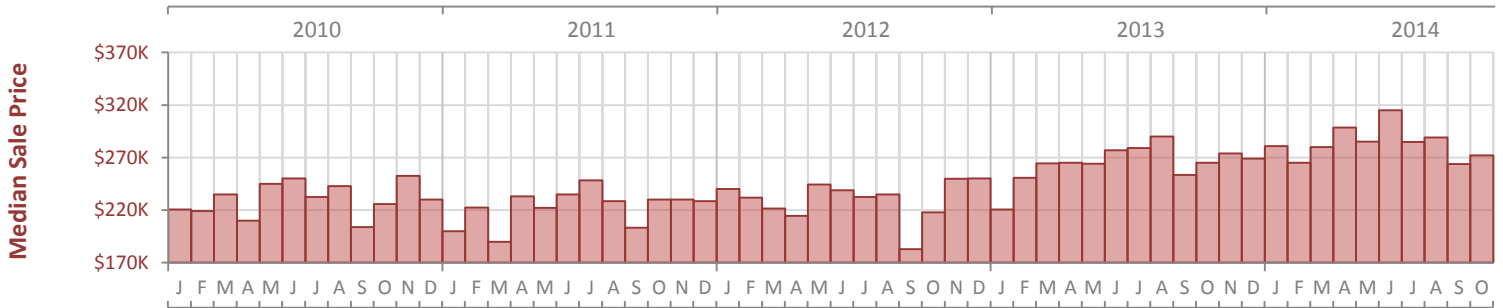


## Median Sale Price

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>October 2014</b>	<b>\$272,000</b>	<b>2.6%</b>
September 2014	\$263,875	4.0%
August 2014	\$289,000	-0.3%
July 2014	\$285,000	2.2%
June 2014	\$315,000	13.7%
May 2014	\$285,250	8.0%
April 2014	\$298,495	12.6%
March 2014	\$280,000	5.9%
February 2014	\$265,000	5.7%
January 2014	\$280,885	27.3%
December 2013	\$269,000	7.6%
November 2013	\$274,000	9.6%
October 2013	\$265,000	21.6%

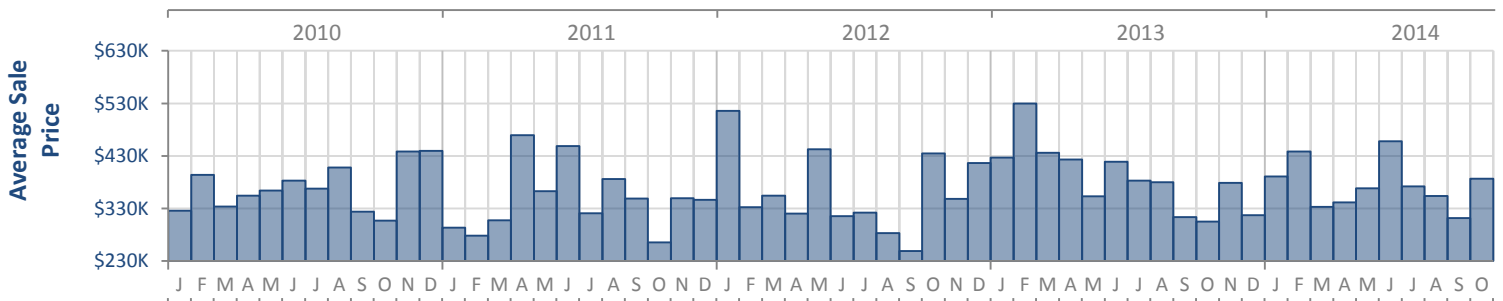


## Average Sale Price

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>October 2014</b>	<b>\$386,611</b>	<b>26.8%</b>
September 2014	\$311,790	-0.5%
August 2014	\$353,938	-6.8%
July 2014	\$371,991	-2.9%
June 2014	\$457,788	9.2%
May 2014	\$368,335	4.3%
April 2014	\$341,471	-19.3%
March 2014	\$333,188	-23.6%
February 2014	\$438,409	-17.2%
January 2014	\$391,096	-8.4%
December 2013	\$317,410	-23.7%
November 2013	\$378,743	8.8%
October 2013	\$304,844	-29.9%

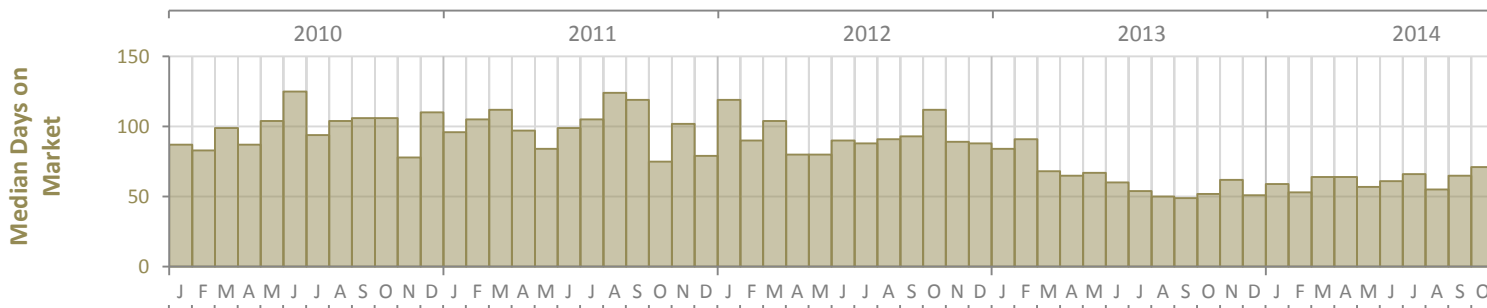


## Median Days on Market

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>October 2014</b>	<b>71</b>	<b>36.5%</b>
September 2014	65	32.7%
August 2014	55	10.0%
July 2014	66	22.2%
June 2014	61	1.7%
May 2014	57	-14.9%
April 2014	64	-1.5%
March 2014	64	-5.9%
February 2014	53	-41.8%
January 2014	59	-29.8%
December 2013	51	-42.0%
November 2013	62	-30.3%
October 2013	52	-53.6%

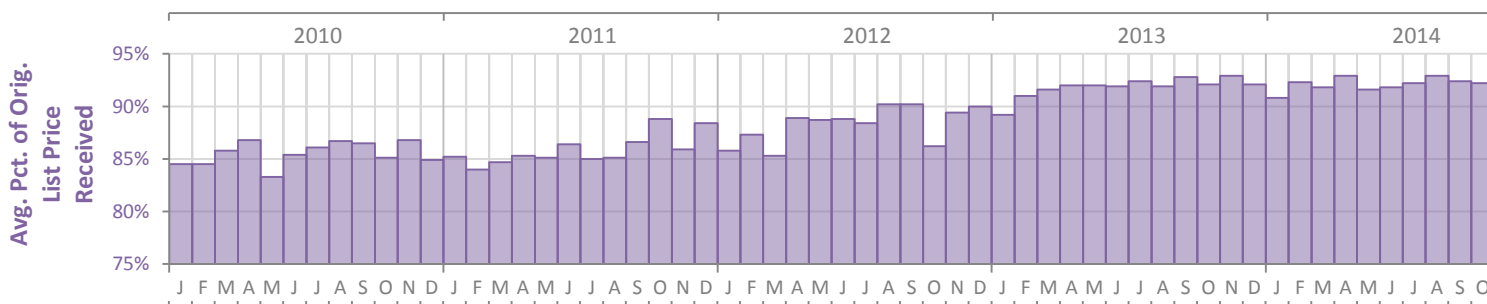


## Average Percent of Original List Price Received

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>October 2014</b>	<b>92.2%</b>	<b>0.1%</b>
September 2014	92.4%	-0.4%
August 2014	92.9%	1.1%
July 2014	92.2%	-0.2%
June 2014	91.8%	-0.1%
May 2014	91.6%	-0.4%
April 2014	92.9%	1.0%
March 2014	91.8%	0.2%
February 2014	92.3%	1.4%
January 2014	90.8%	1.8%
December 2013	92.1%	2.3%
November 2013	92.9%	3.9%
October 2013	92.1%	6.8%

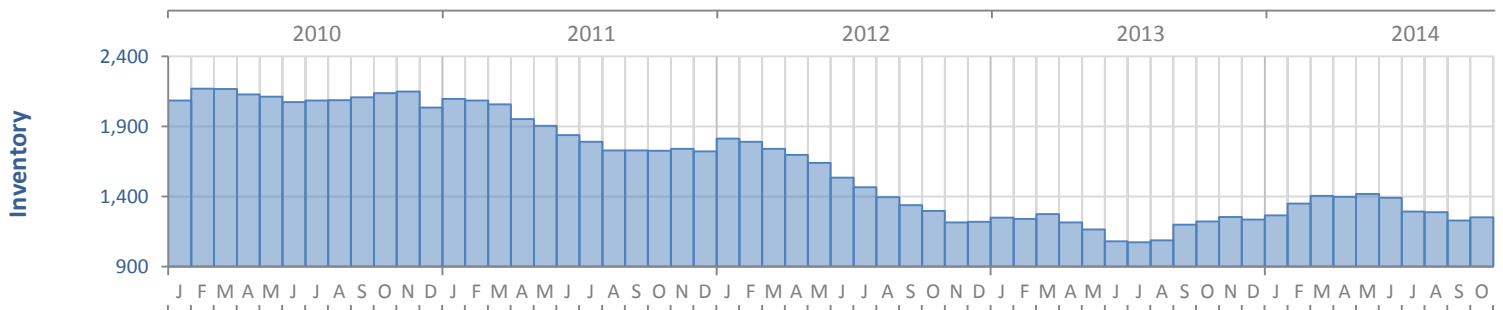


## Inventory (Active Listings)

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>October 2014</b>	<b>1,253</b>	<b>2.5%</b>
September 2014	1,229	2.4%
August 2014	1,288	18.5%
July 2014	1,294	20.6%
June 2014	1,391	28.7%
May 2014	1,420	21.8%
April 2014	1,398	15.0%
March 2014	1,405	10.3%
February 2014	1,351	9.0%
January 2014	1,266	1.2%
December 2013	1,236	1.3%
November 2013	1,254	3.1%
October 2013	1,223	-5.7%

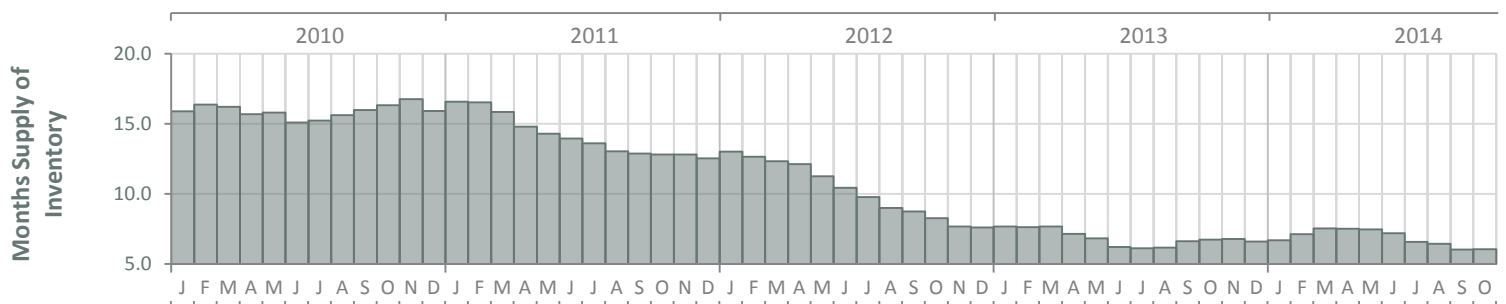


## Months Supply of Inventory

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>October 2014</b>	<b>6.1</b>	<b>-10.0%</b>
September 2014	6.0	-9.0%
August 2014	6.4	4.2%
July 2014	6.6	7.8%
June 2014	7.2	15.8%
May 2014	7.5	9.6%
April 2014	7.5	4.8%
March 2014	7.5	-1.8%
February 2014	7.1	-6.4%
January 2014	6.7	-12.9%
December 2013	6.6	-13.2%
November 2013	6.8	-11.6%
October 2013	6.7	-18.5%

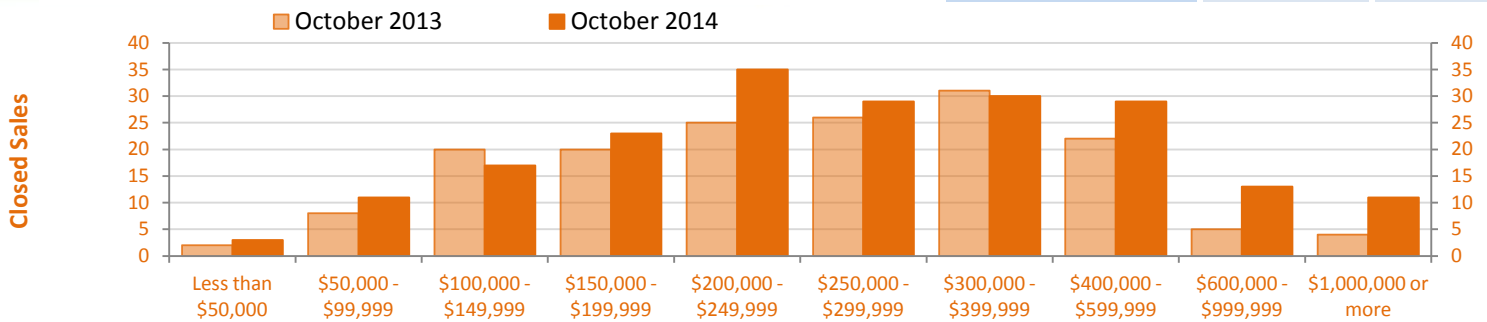


## Closed Sales by Sale Price

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	50.0%
\$50,000 - \$99,999	11	37.5%
\$100,000 - \$149,999	17	-15.0%
\$150,000 - \$199,999	23	15.0%
\$200,000 - \$249,999	35	40.0%
\$250,000 - \$299,999	29	11.5%
\$300,000 - \$399,999	30	-3.2%
\$400,000 - \$599,999	29	31.8%
\$600,000 - \$999,999	13	160.0%
\$1,000,000 or more	11	175.0%

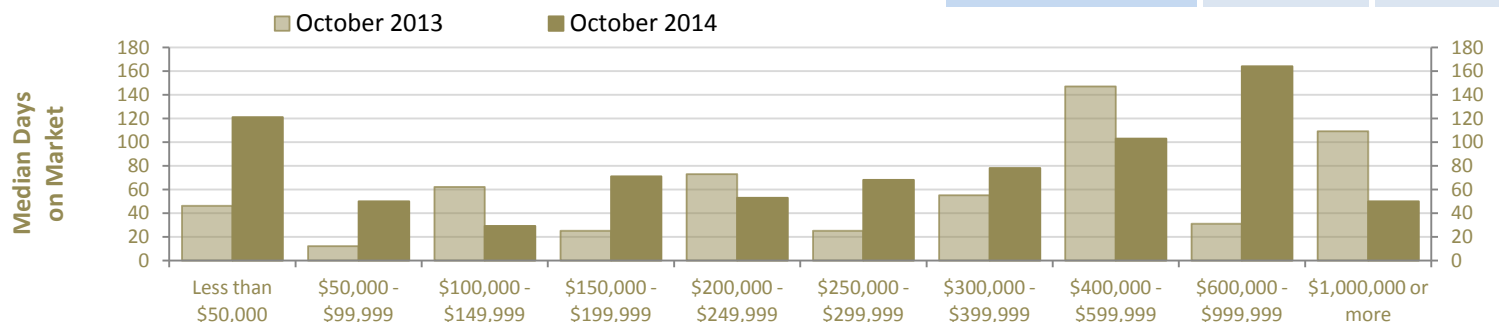


## Median Days on Market by Sale Price

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	121	163.0%
\$50,000 - \$99,999	50	316.7%
\$100,000 - \$149,999	29	-53.2%
\$150,000 - \$199,999	71	184.0%
\$200,000 - \$249,999	53	-27.4%
\$250,000 - \$299,999	68	172.0%
\$300,000 - \$399,999	78	41.8%
\$400,000 - \$599,999	103	-29.9%
\$600,000 - \$999,999	164	429.0%
\$1,000,000 or more	50	-54.1%



# Monthly Market Detail - October 2014

## Single Family Homes

### Martin County

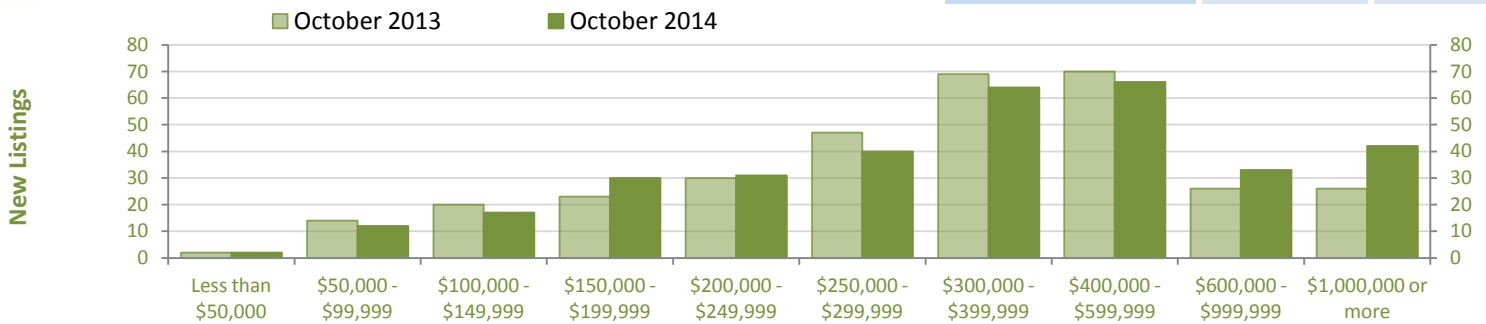


## New Listings by Initial Listing Price

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	2	0.0%
\$50,000 - \$99,999	12	-14.3%
\$100,000 - \$149,999	17	-15.0%
\$150,000 - \$199,999	30	30.4%
\$200,000 - \$249,999	31	3.3%
\$250,000 - \$299,999	40	-14.9%
\$300,000 - \$399,999	64	-7.2%
\$400,000 - \$599,999	66	-5.7%
\$600,000 - \$999,999	33	26.9%
\$1,000,000 or more	42	61.5%

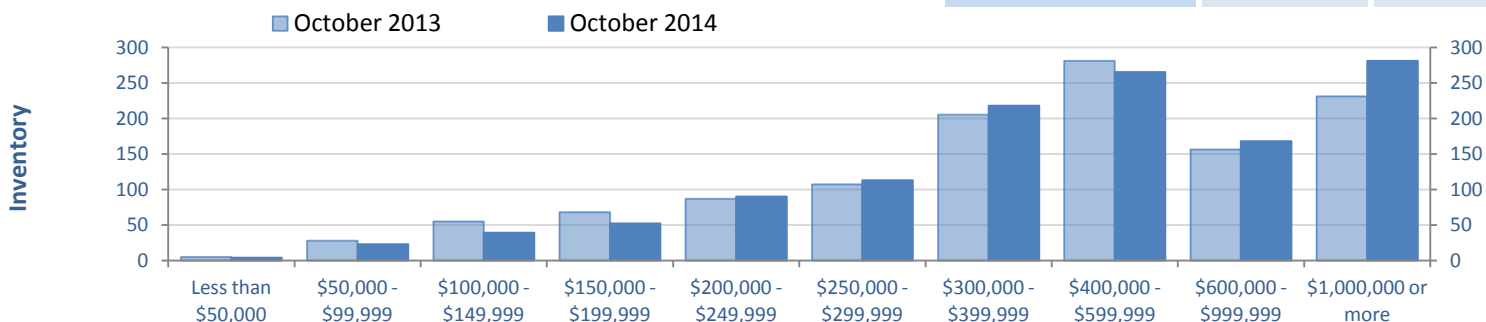


## Inventory by Current Listing Price

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	4	-20.0%
\$50,000 - \$99,999	23	-17.9%
\$100,000 - \$149,999	39	-29.1%
\$150,000 - \$199,999	52	-23.5%
\$200,000 - \$249,999	90	3.4%
\$250,000 - \$299,999	113	5.6%
\$300,000 - \$399,999	218	6.3%
\$400,000 - \$599,999	265	-5.7%
\$600,000 - \$999,999	168	7.7%
\$1,000,000 or more	281	21.6%

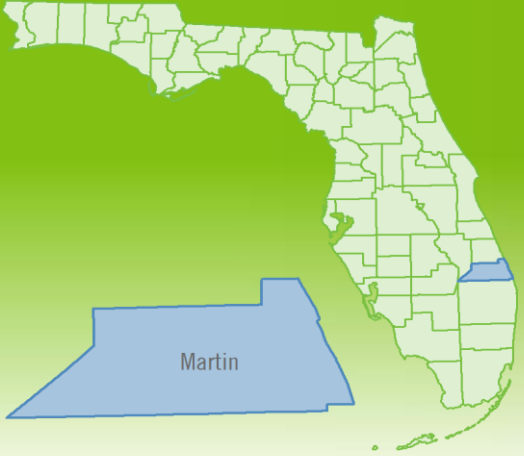




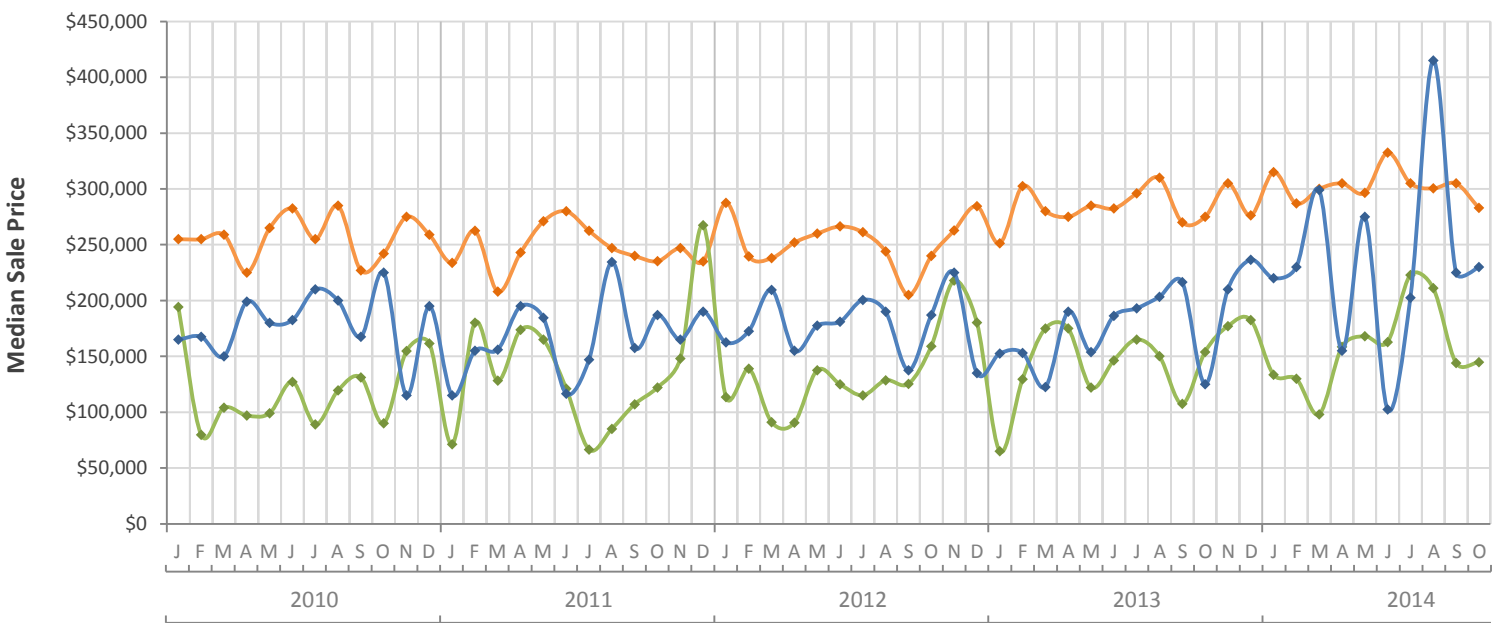
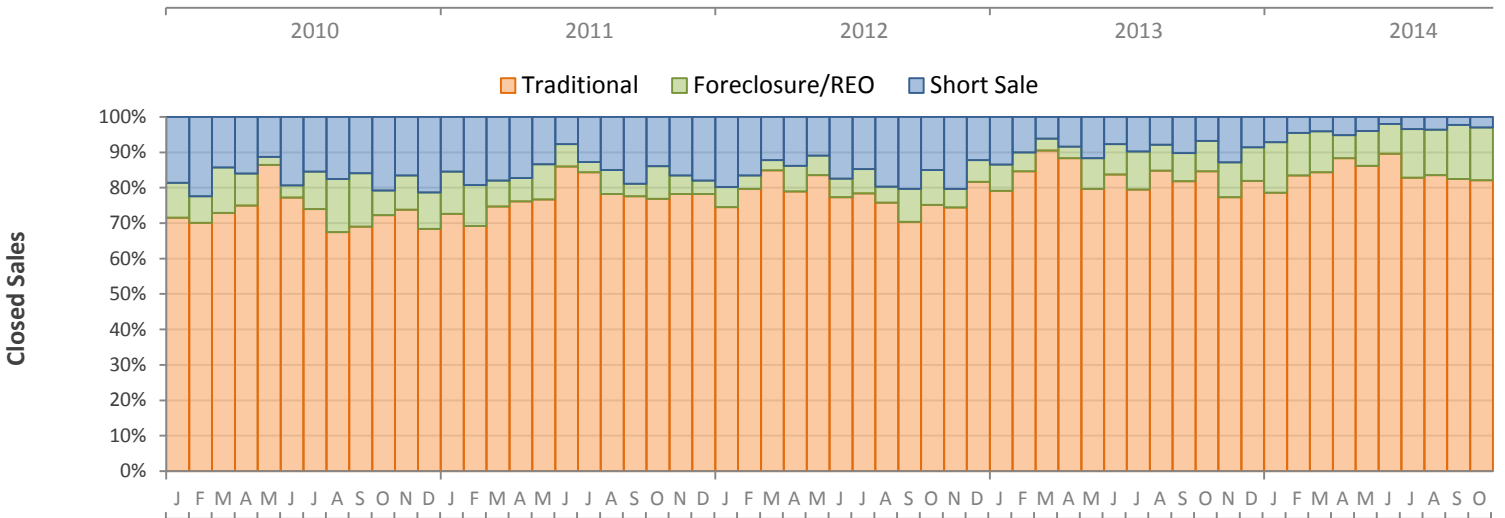
# Monthly Distressed Market - October 2014

## Single Family Homes

### Martin County



		October 2014	October 2013	Percent Change Year-over-Year
Traditional	Closed Sales	165	138	19.6%
	Median Sale Price	\$283,000	\$275,000	2.9%
Foreclosure/REO	Closed Sales	30	14	114.3%
	Median Sale Price	\$144,750	\$153,850	-5.9%
Short Sale	Closed Sales	6	11	-45.5%
	Median Sale Price	\$230,000	\$125,000	84.0%



Produced by Florida REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Thursday, November 20, 2014. Next data release is Monday, December 22, 2014.