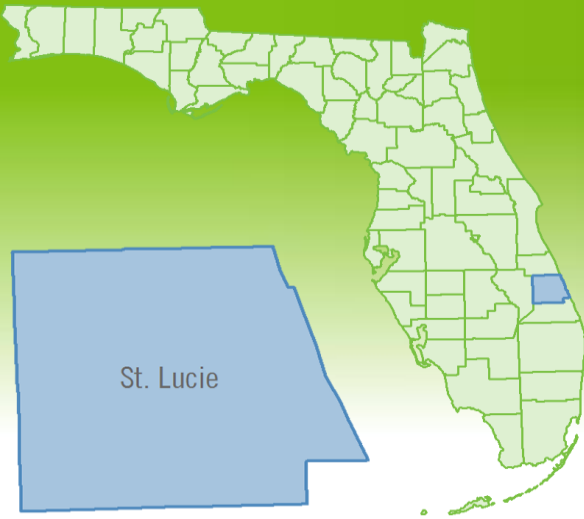


# Monthly Market Detail - September 2013

## Single Family Homes

### St. Lucie County



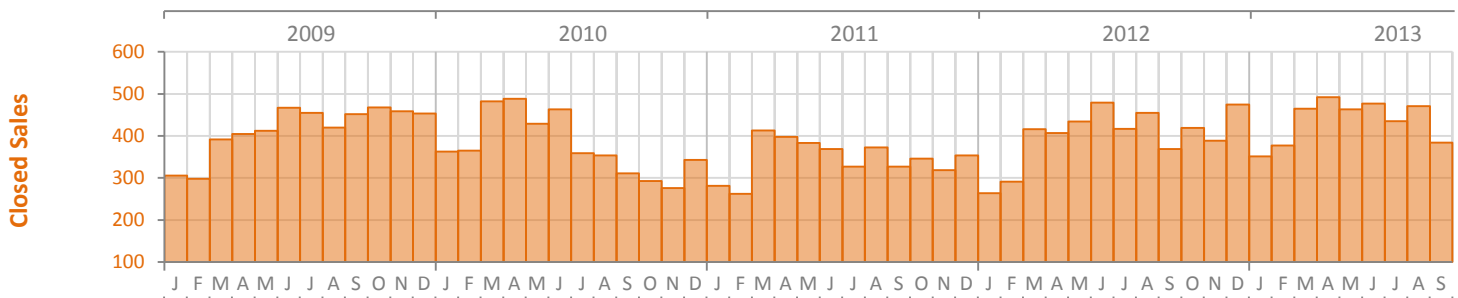
Summary Statistics	September 2013	September 2012	Percent Change Year-over-Year
Closed Sales	384	369	4.1%
Paid in Cash	215	210	2.4%
New Pending Sales	558	498	12.0%
New Listings	722	636	13.5%
Median Sale Price	\$122,208	\$107,000	14.2%
Average Sale Price	\$134,901	\$117,325	15.0%
Median Days on Market	53	77	-31.2%
Average Percent of Original List Price Received	92.9%	91.6%	1.4%
Pending Inventory	1,356	(No Data)	N/A
Inventory (Active Listings)	1,947	2,566	-24.1%
Months Supply of Inventory	4.5	6.8	-33.6%

## 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>September 2013</b>	<b>384</b>	<b>4.1%</b>
August 2013	471	3.5%
July 2013	435	4.3%
June 2013	477	-0.4%
May 2013	463	6.7%
April 2013	492	20.9%
March 2013	465	11.8%
February 2013	377	29.6%
January 2013	351	33.0%
December 2012	475	34.2%
November 2012	389	21.9%
October 2012	419	21.1%
September 2012	369	12.8%



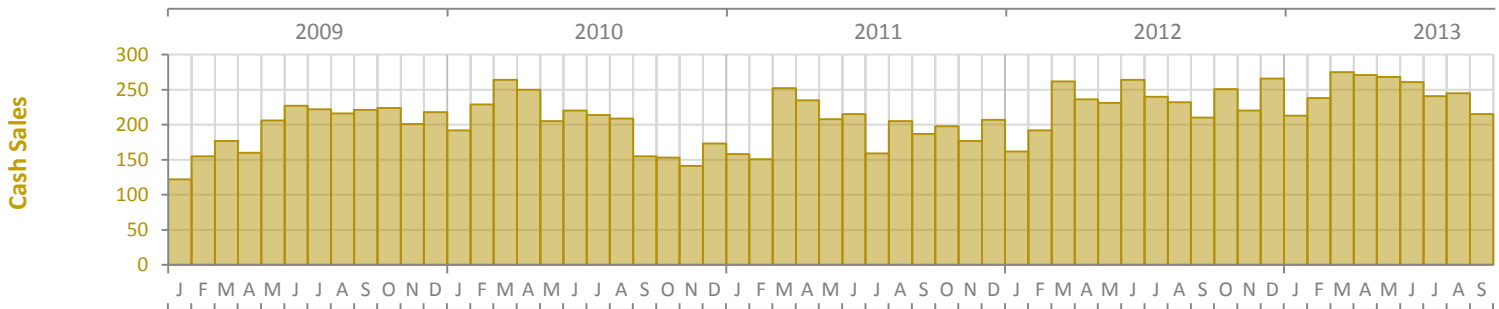


## Cash Sales

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>September 2013</b>	<b>215</b>	<b>2.4%</b>
August 2013	245	5.6%
July 2013	241	0.4%
June 2013	261	-1.1%
May 2013	268	16.0%
April 2013	271	14.8%
March 2013	275	5.0%
February 2013	238	24.0%
January 2013	213	31.5%
December 2012	266	28.5%
November 2012	220	24.3%
October 2012	251	26.8%
September 2012	210	12.3%

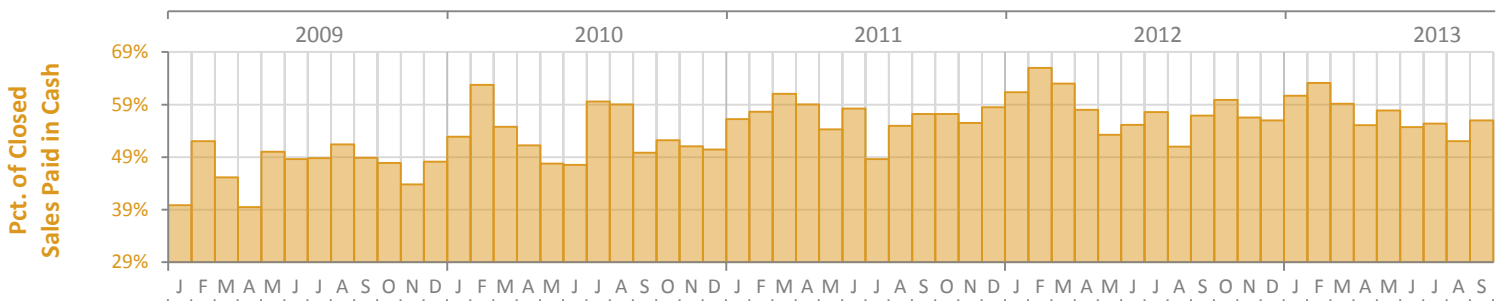


## Cash Sales as a Percentage of Closed Sales

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>September 2013</b>	<b>56.0%</b>	<b>-1.6%</b>
August 2013	52.0%	2.0%
July 2013	55.4%	-3.7%
June 2013	54.7%	-0.7%
May 2013	57.9%	8.8%
April 2013	55.1%	-5.0%
March 2013	59.1%	-6.1%
February 2013	63.1%	-4.3%
January 2013	60.7%	-1.1%
December 2012	56.0%	-4.2%
November 2012	56.6%	1.9%
October 2012	59.9%	4.7%
September 2012	56.9%	-0.5%



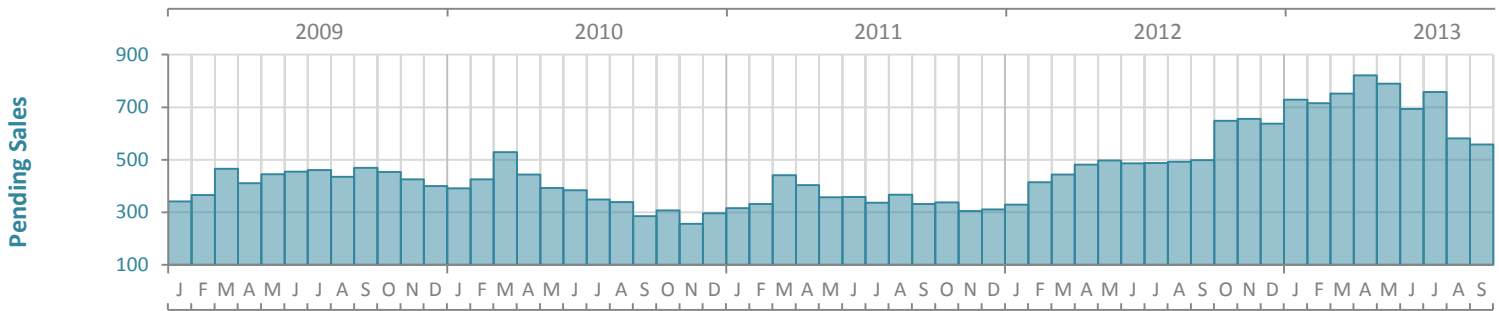


## New Pending Sales

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
September 2013	558	12.0%
August 2013	581	17.8%
July 2013	758	55.6%
June 2013	693	42.6%
May 2013	790	59.0%
April 2013	821	70.7%
March 2013	752	69.4%
February 2013	715	72.3%
January 2013	729	121.6%
December 2012	637	104.8%
November 2012	656	115.1%
October 2012	648	91.7%
September 2012	498	50.0%

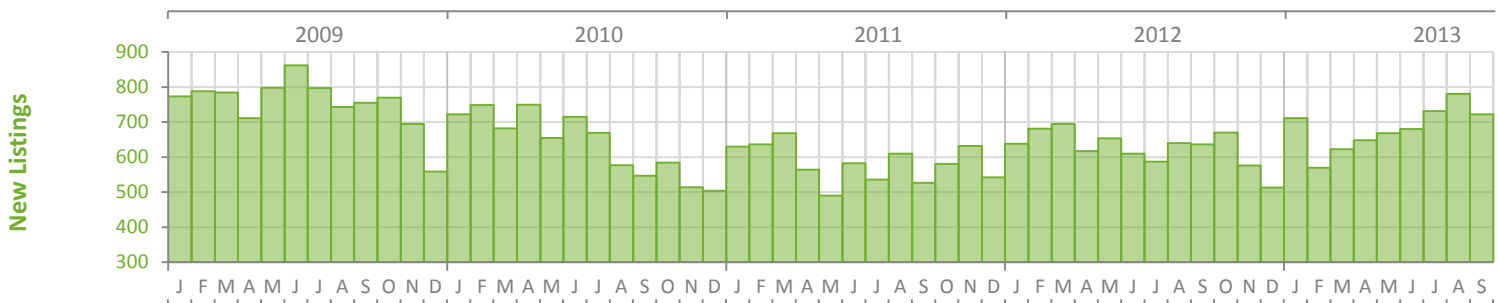


## New Listings

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
September 2013	722	13.5%
August 2013	781	22.0%
July 2013	731	24.5%
June 2013	680	11.5%
May 2013	668	2.1%
April 2013	648	5.0%
March 2013	623	-10.4%
February 2013	570	-16.3%
January 2013	711	11.4%
December 2012	513	-5.4%
November 2012	576	-8.9%
October 2012	670	15.3%
September 2012	636	20.7%



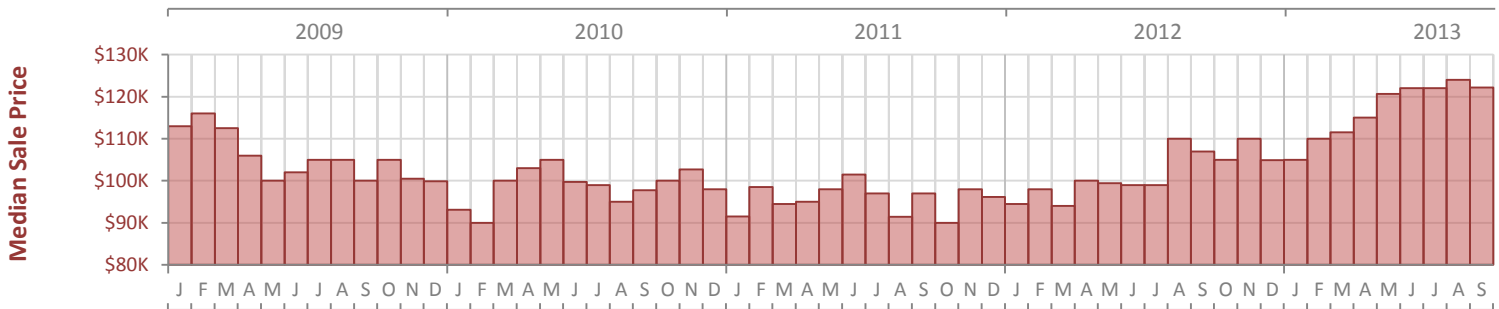


## Median Sale Price

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
September 2013	\$122,208	14.2%
August 2013	\$124,000	12.7%
July 2013	\$122,000	23.2%
June 2013	\$122,000	23.3%
May 2013	\$120,700	21.4%
April 2013	\$115,000	15.0%
March 2013	\$111,500	18.6%
February 2013	\$110,000	12.2%
January 2013	\$105,000	11.2%
December 2012	\$104,900	9.1%
November 2012	\$110,000	12.2%
October 2012	\$105,000	16.7%
September 2012	\$107,000	10.3%

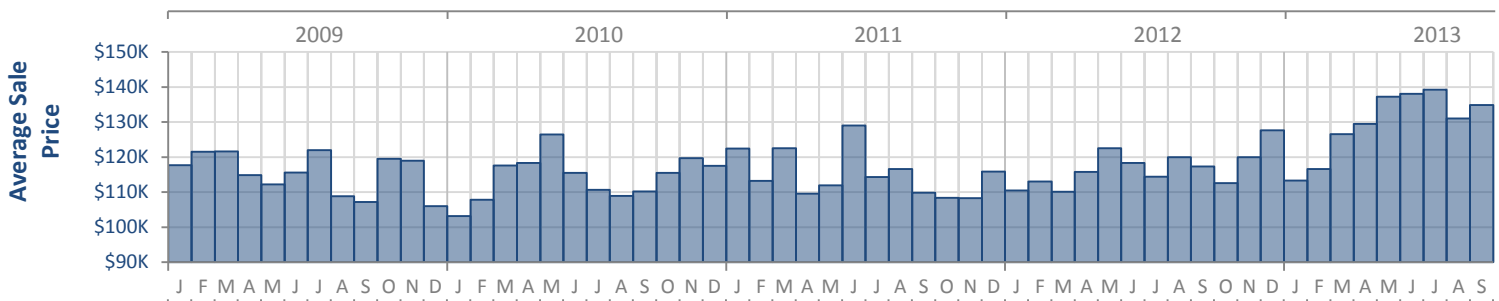


## Average Sale Price

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
September 2013	\$134,901	15.0%
August 2013	\$131,007	9.2%
July 2013	\$139,272	21.7%
June 2013	\$138,030	16.6%
May 2013	\$137,281	12.1%
April 2013	\$129,434	11.8%
March 2013	\$126,578	15.0%
February 2013	\$116,607	3.2%
January 2013	\$113,355	2.6%
December 2012	\$127,671	10.2%
November 2012	\$119,963	10.8%
October 2012	\$112,604	3.9%
September 2012	\$117,325	6.8%



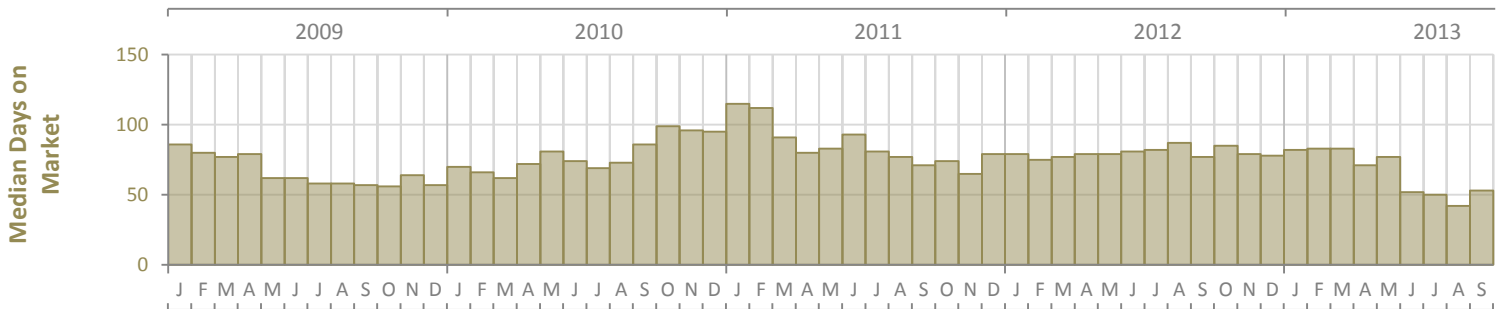


## Median Days on Market

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
September 2013	53	-31.2%
August 2013	42	-51.7%
July 2013	50	-39.0%
June 2013	52	-35.8%
May 2013	77	-2.5%
April 2013	71	-10.1%
March 2013	83	7.8%
February 2013	83	10.7%
January 2013	82	3.8%
December 2012	78	-1.3%
November 2012	79	21.5%
October 2012	85	14.9%
September 2012	77	8.5%

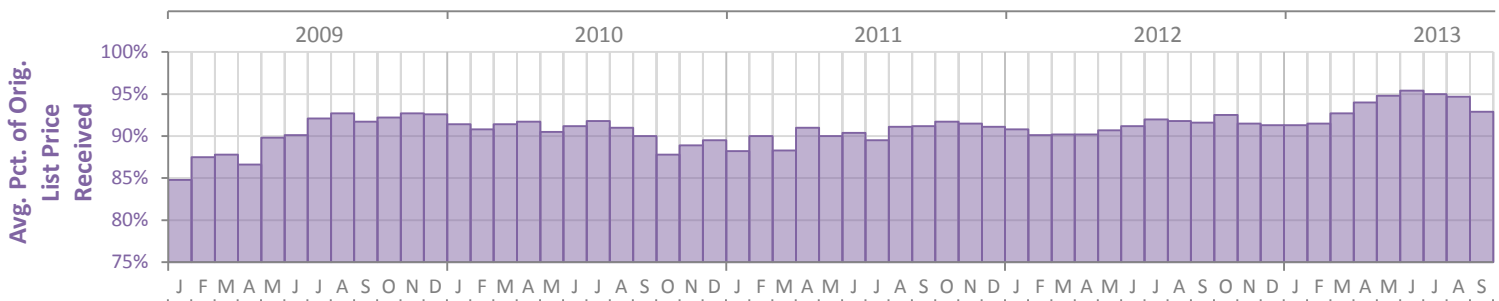


## Average Percent of Original List Price Received

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
September 2013	92.9%	1.4%
August 2013	94.7%	3.2%
July 2013	95.0%	3.3%
June 2013	95.4%	4.6%
May 2013	94.8%	4.5%
April 2013	94.0%	4.2%
March 2013	92.7%	2.8%
February 2013	91.5%	1.6%
January 2013	91.3%	0.6%
December 2012	91.3%	0.2%
November 2012	91.5%	0.0%
October 2012	92.5%	0.9%
September 2012	91.6%	0.4%

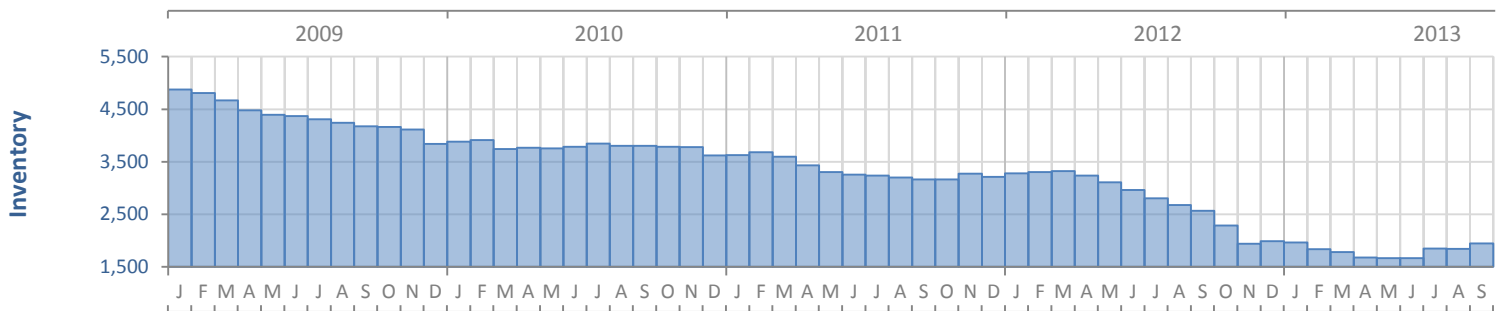


## Inventory (Active Listings)

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>September 2013</b>	<b>1,947</b>	<b>-24.1%</b>
August 2013	1,841	-31.3%
July 2013	1,846	-34.2%
June 2013	1,664	-43.8%
May 2013	1,666	-46.4%
April 2013	1,680	-48.1%
March 2013	1,781	-46.4%
February 2013	1,838	-44.4%
January 2013	1,967	-40.0%
December 2012	1,987	-38.1%
November 2012	1,939	-40.7%
October 2012	2,290	-27.7%
September 2012	2,566	-19.0%

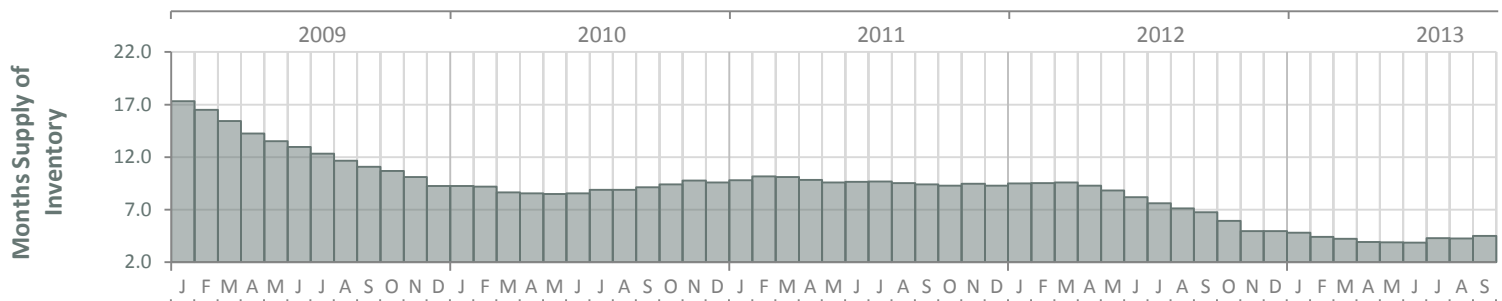


## Months Supply of Inventory

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>September 2013</b>	<b>4.5</b>	<b>-33.6%</b>
August 2013	4.3	-40.2%
July 2013	4.3	-43.6%
June 2013	3.9	-52.7%
May 2013	3.9	-56.0%
April 2013	3.9	-57.7%
March 2013	4.2	-55.7%
February 2013	4.4	-53.5%
January 2013	4.8	-49.4%
December 2012	5.0	-46.6%
November 2012	5.0	-47.7%
October 2012	5.9	-35.9%
September 2012	6.8	-28.0%



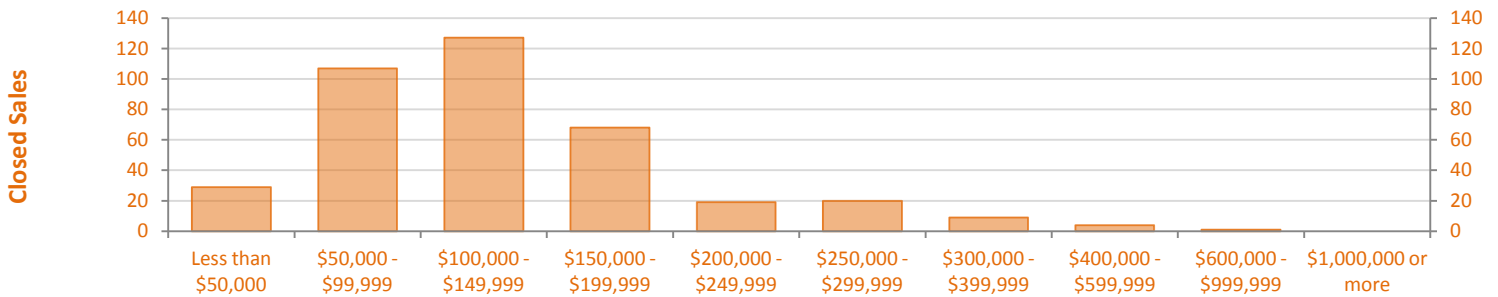


## Closed Sales by Sale Price

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	29	-25.6%
\$50,000 - \$99,999	107	-17.1%
\$100,000 - \$149,999	127	0.0%
\$150,000 - \$199,999	68	78.9%
\$200,000 - \$249,999	19	-24.0%
\$250,000 - \$299,999	20	400.0%
\$300,000 - \$399,999	9	80.0%
\$400,000 - \$599,999	4	N/A
\$600,000 - \$999,999	1	-50.0%
\$1,000,000 or more	0	N/A

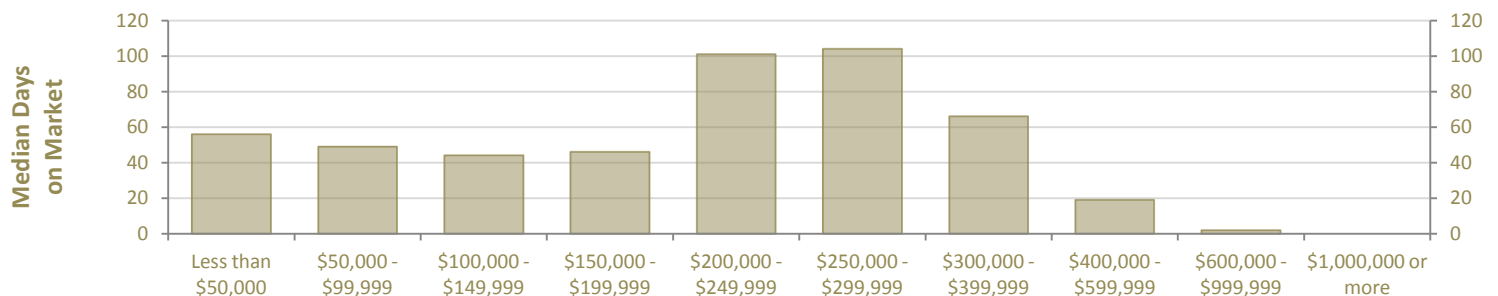


## Median Days on Market by Sale Price

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	56	-15.2%
\$50,000 - \$99,999	49	-35.5%
\$100,000 - \$149,999	44	-40.5%
\$150,000 - \$199,999	46	-42.5%
\$200,000 - \$249,999	101	12.2%
\$250,000 - \$299,999	104	-24.1%
\$300,000 - \$399,999	66	-58.8%
\$400,000 - \$599,999	19	N/A
\$600,000 - \$999,999	2	-99.5%
\$1,000,000 or more	(No Sales)	N/A

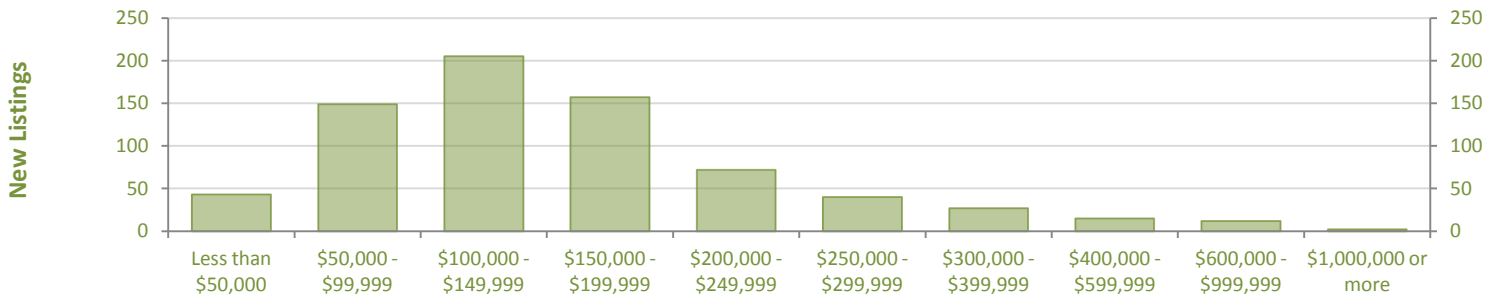


## New Listings by Initial Listing Price

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	43	-37.7%
\$50,000 - \$99,999	149	-30.0%
\$100,000 - \$149,999	205	14.5%
\$150,000 - \$199,999	157	84.7%
\$200,000 - \$249,999	72	176.9%
\$250,000 - \$299,999	40	60.0%
\$300,000 - \$399,999	27	8.0%
\$400,000 - \$599,999	15	114.3%
\$600,000 - \$999,999	12	200.0%
\$1,000,000 or more	2	-33.3%

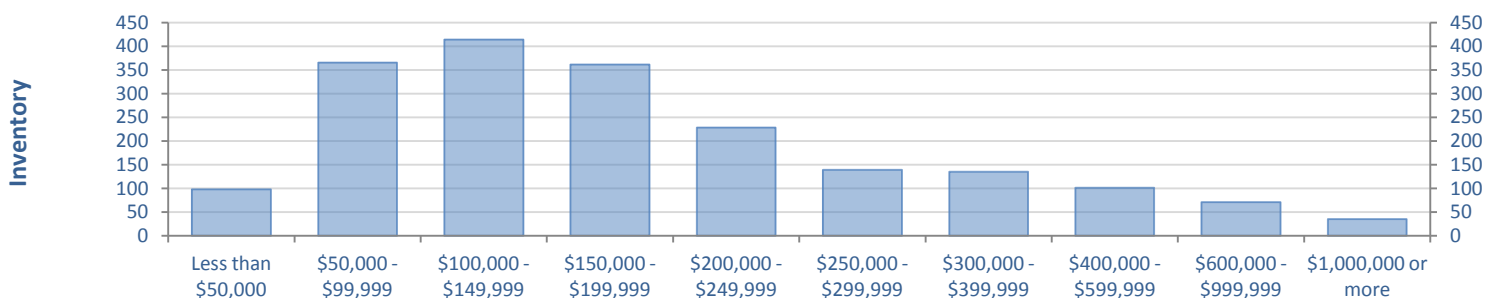


## Inventory by Current Listing Price

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	98	-57.2%
\$50,000 - \$99,999	365	-52.4%
\$100,000 - \$149,999	414	-37.2%
\$150,000 - \$199,999	361	14.6%
\$200,000 - \$249,999	228	38.2%
\$250,000 - \$299,999	139	5.3%
\$300,000 - \$399,999	135	-2.9%
\$400,000 - \$599,999	101	46.4%
\$600,000 - \$999,999	71	20.3%
\$1,000,000 or more	35	9.4%

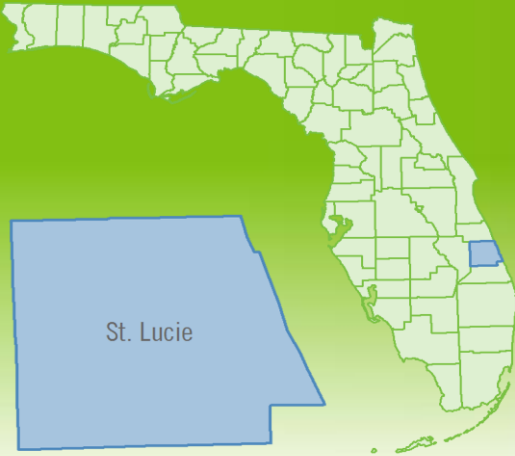




# Monthly Market Detail - September 2013

## Single Family Homes

### St. Lucie County



		September 2013	September 2012	Percent Change Year-over-Year
Traditional	Closed Sales	237	252	-6.0%
	Median Sale Price	\$135,000	\$117,775	14.6%
Foreclosure/REO	Closed Sales	82	31	164.5%
	Median Sale Price	\$105,000	\$92,000	14.1%
Short Sale	Closed Sales	65	86	-24.4%
	Median Sale Price	\$102,000	\$91,000	12.1%

