

# Monthly Market Detail - July 2014

## Townhouses and Condos

### St. Lucie County



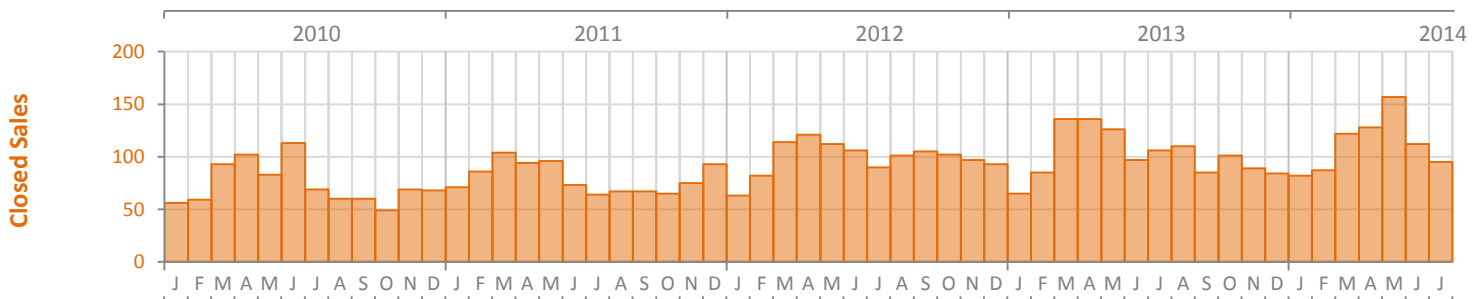
Summary Statistics	July 2014	July 2013	Percent Change Year-over-Year
Closed Sales	95	106	-10.4%
Paid in Cash	59	67	-11.9%
New Pending Sales	122	118	3.4%
New Listings	146	180	-18.9%
Median Sale Price	\$140,000	\$142,000	-1.4%
Average Sale Price	\$170,948	\$166,986	2.4%
Median Days on Market	102	110	-7.3%
Average Percent of Original List Price Received	89.1%	91.0%	-2.1%
Pending Inventory	153	220	-30.5%
Inventory (Active Listings)	720	814	-11.5%
Months Supply of Inventory	6.9	7.8	-11.8%

## 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>July 2014</b>	<b>95</b>	<b>-10.4%</b>
June 2014	112	15.5%
May 2014	157	24.6%
April 2014	128	-5.9%
March 2014	122	-10.3%
February 2014	87	2.4%
January 2014	82	26.2%
December 2013	84	-9.7%
November 2013	89	-8.2%
October 2013	101	-1.0%
September 2013	85	-19.0%
August 2013	110	8.9%
July 2013	106	17.8%

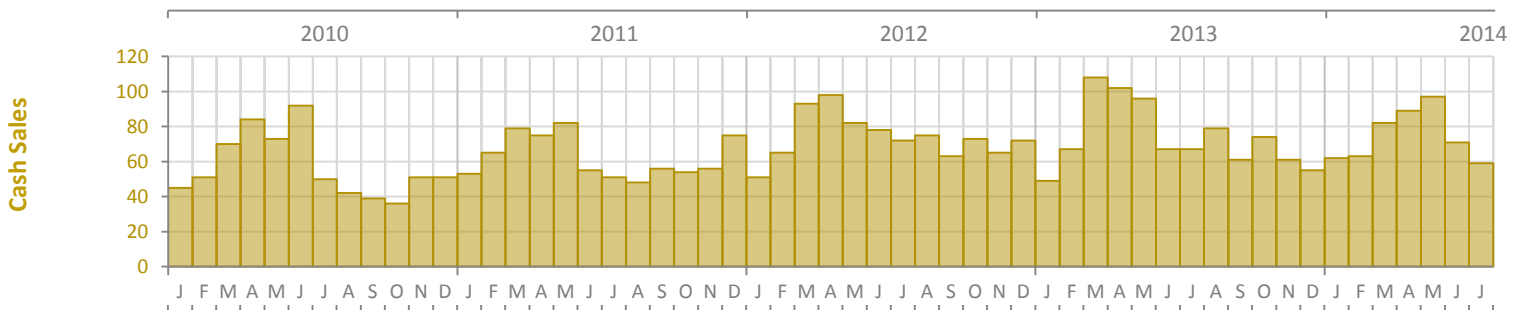


## Cash Sales

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
July 2014	59	-11.9%
June 2014	71	6.0%
May 2014	97	1.0%
April 2014	89	-12.7%
March 2014	82	-24.1%
February 2014	63	-6.0%
January 2014	62	26.5%
December 2013	55	-23.6%
November 2013	61	-6.2%
October 2013	74	1.4%
September 2013	61	-3.2%
August 2013	79	5.3%
July 2013	67	-6.9%

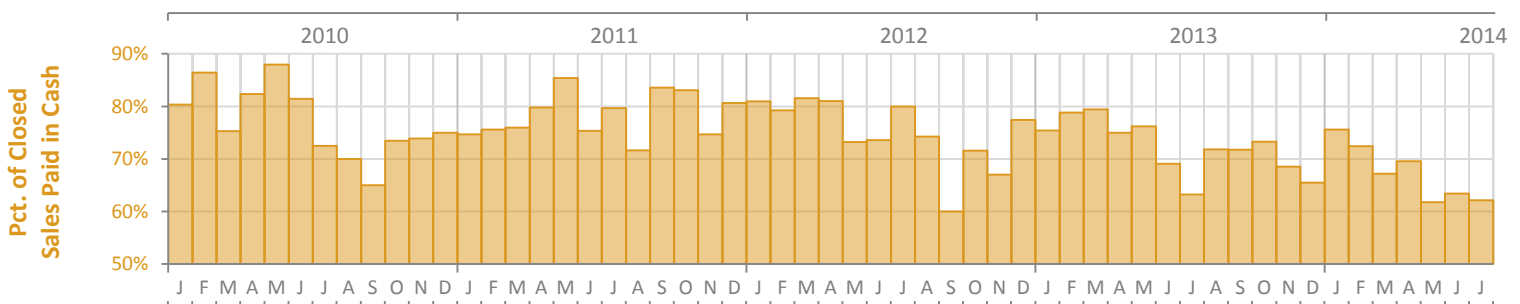


## Cash Sales as a Percentage of Closed Sales

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
July 2014	62.1%	-1.7%
June 2014	63.4%	-8.2%
May 2014	61.8%	-18.9%
April 2014	69.5%	-7.3%
March 2014	67.2%	-15.4%
February 2014	72.4%	-8.1%
January 2014	75.6%	0.3%
December 2013	65.5%	-15.4%
November 2013	68.5%	2.3%
October 2013	73.3%	2.4%
September 2013	71.8%	19.6%
August 2013	71.8%	-3.3%
July 2013	63.2%	-21.0%

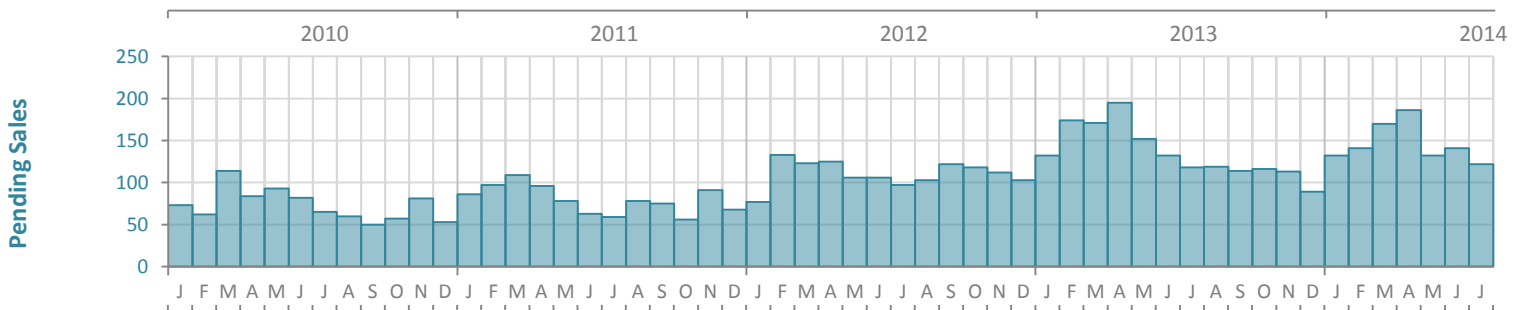


## New Pending Sales

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>July 2014</b>	<b>122</b>	<b>3.4%</b>
June 2014	141	6.8%
May 2014	132	-13.2%
April 2014	186	-4.6%
March 2014	170	-0.6%
February 2014	141	-19.0%
January 2014	132	0.0%
December 2013	89	-13.6%
November 2013	113	0.9%
October 2013	116	-1.7%
September 2013	114	-6.6%
August 2013	119	15.5%
July 2013	118	21.6%

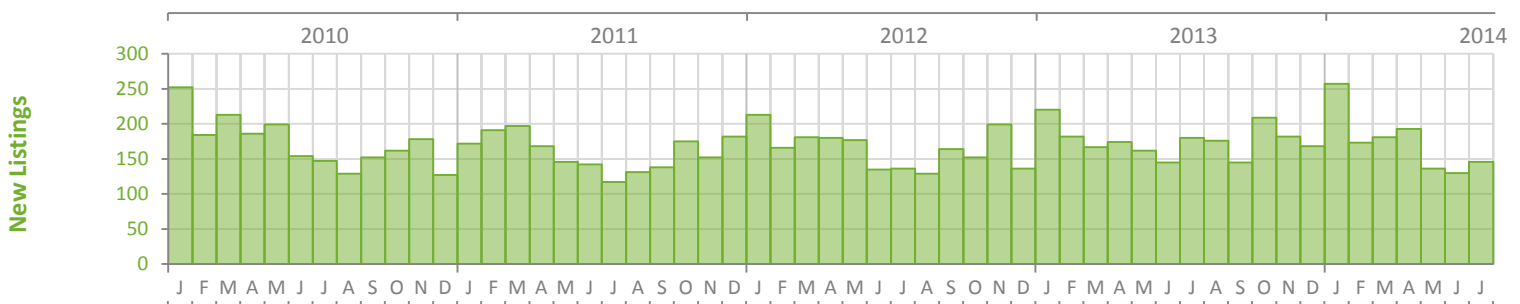


## New Listings

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
<b>July 2014</b>	<b>146</b>	<b>-18.9%</b>
June 2014	130	-10.3%
May 2014	136	-16.0%
April 2014	193	10.9%
March 2014	181	8.4%
February 2014	173	-4.9%
January 2014	257	16.8%
December 2013	168	23.5%
November 2013	182	-8.5%
October 2013	209	37.5%
September 2013	145	-11.6%
August 2013	176	36.4%
July 2013	180	32.4%

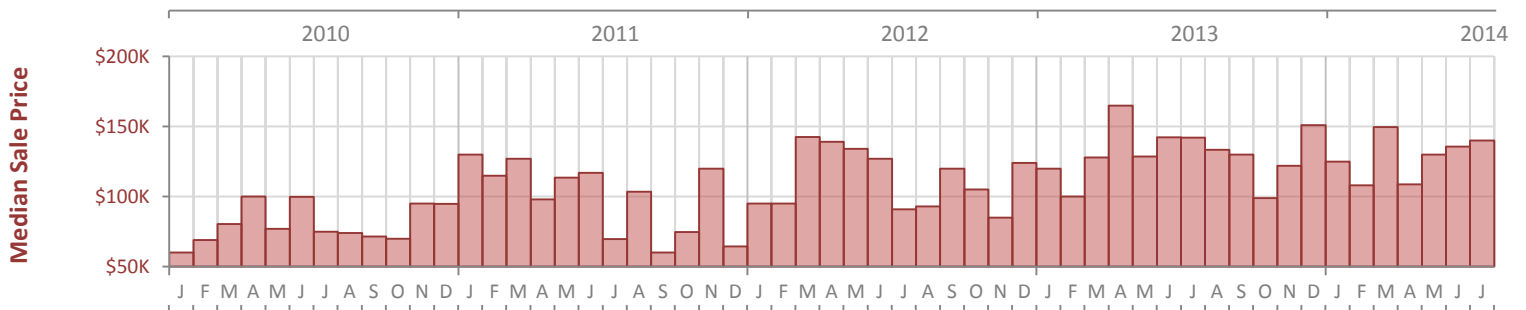


## Median Sale Price

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>July 2014</b>	<b>\$140,000</b>	<b>-1.4%</b>
June 2014	\$135,750	-4.6%
May 2014	\$130,000	1.2%
April 2014	\$108,750	-34.1%
March 2014	\$149,625	16.9%
February 2014	\$108,000	8.0%
January 2014	\$125,000	4.3%
December 2013	\$151,000	21.8%
November 2013	\$121,950	43.5%
October 2013	\$98,900	-5.8%
September 2013	\$130,000	8.4%
August 2013	\$133,500	43.5%
July 2013	\$142,000	56.0%

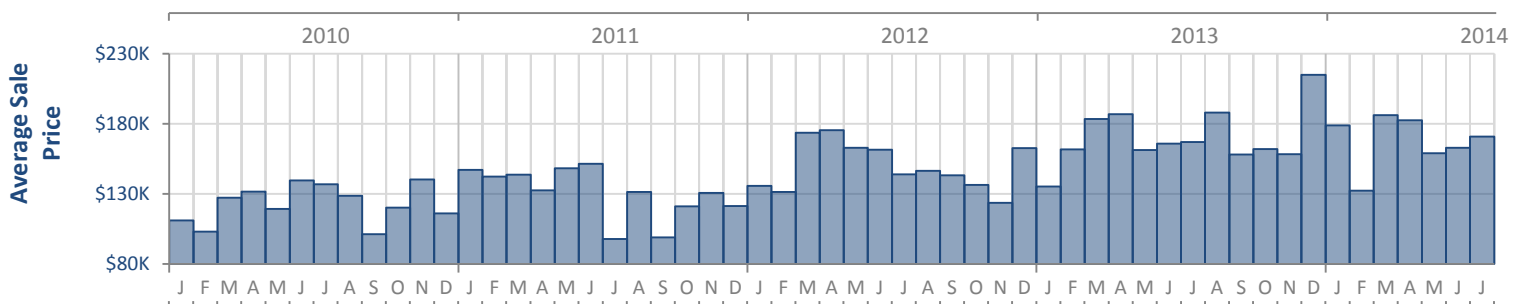


## Average Sale Price

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>July 2014</b>	<b>\$170,948</b>	<b>2.4%</b>
June 2014	\$163,047	-1.8%
May 2014	\$159,145	-1.3%
April 2014	\$182,542	-2.3%
March 2014	\$186,234	1.5%
February 2014	\$132,410	-18.2%
January 2014	\$179,033	32.3%
December 2013	\$214,979	32.2%
November 2013	\$158,377	28.0%
October 2013	\$162,142	18.8%
September 2013	\$158,169	10.4%
August 2013	\$188,006	28.3%
July 2013	\$166,986	16.0%

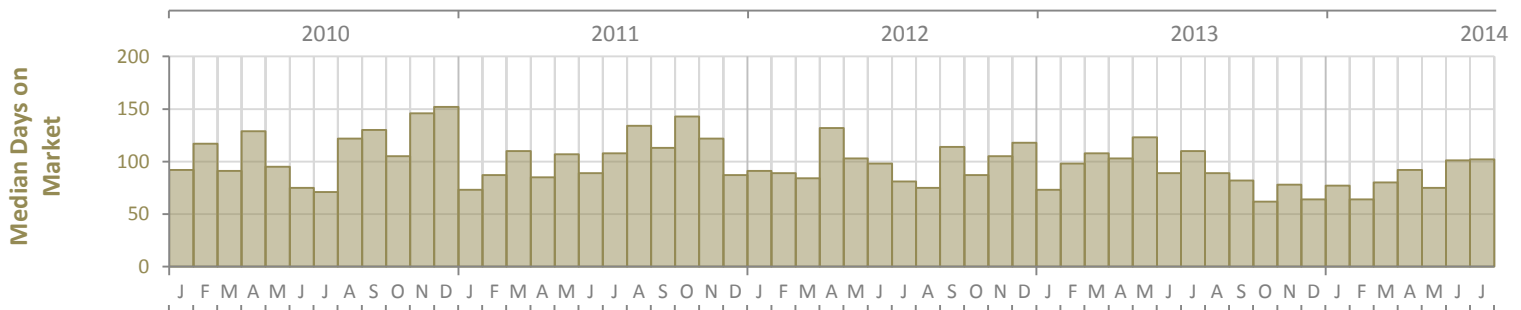


## Median Days on Market

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>July 2014</b>	<b>102</b>	<b>-7.3%</b>
June 2014	101	13.5%
May 2014	75	-39.0%
April 2014	92	-10.7%
March 2014	80	-25.9%
February 2014	64	-34.7%
January 2014	77	5.5%
December 2013	64	-45.8%
November 2013	78	-25.7%
October 2013	62	-28.7%
September 2013	82	-28.1%
August 2013	89	18.7%
July 2013	110	35.8%

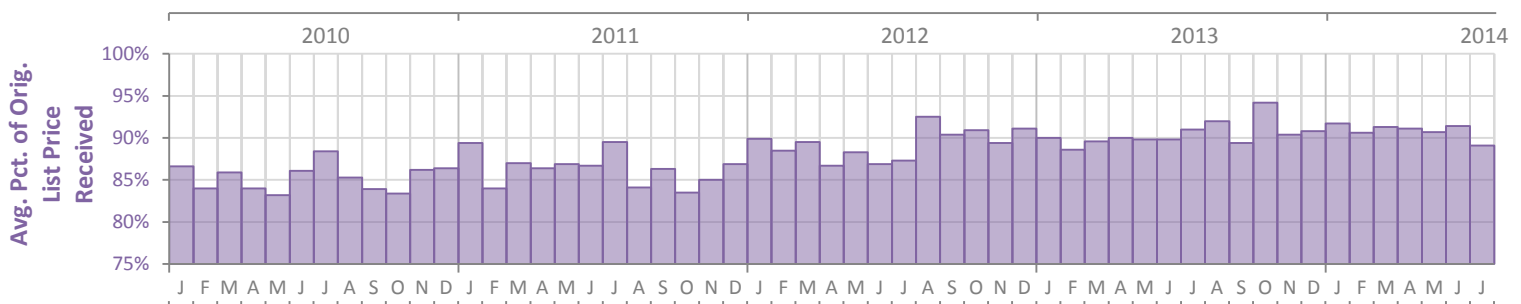


## Average Percent of Original List Price Received

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>July 2014</b>	<b>89.1%</b>	<b>-2.1%</b>
June 2014	91.4%	1.8%
May 2014	90.7%	1.0%
April 2014	91.1%	1.2%
March 2014	91.3%	1.9%
February 2014	90.6%	2.3%
January 2014	91.7%	1.9%
December 2013	90.8%	-0.3%
November 2013	90.4%	1.1%
October 2013	94.2%	3.6%
September 2013	89.4%	-1.1%
August 2013	92.0%	-0.5%
July 2013	91.0%	4.2%

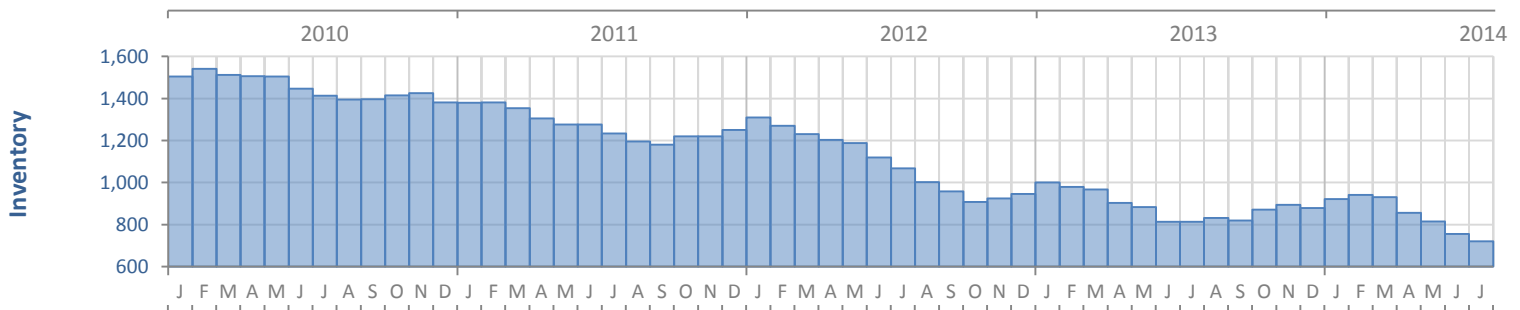


## Inventory (Active Listings)

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
<b>July 2014</b>	<b>720</b>	<b>-11.5%</b>
June 2014	756	-7.0%
May 2014	815	-7.8%
April 2014	856	-5.3%
March 2014	930	-3.8%
February 2014	941	-4.0%
January 2014	921	-7.9%
December 2013	879	-7.1%
November 2013	894	-3.2%
October 2013	872	-4.0%
September 2013	819	-14.5%
August 2013	832	-17.0%
July 2013	814	-23.8%

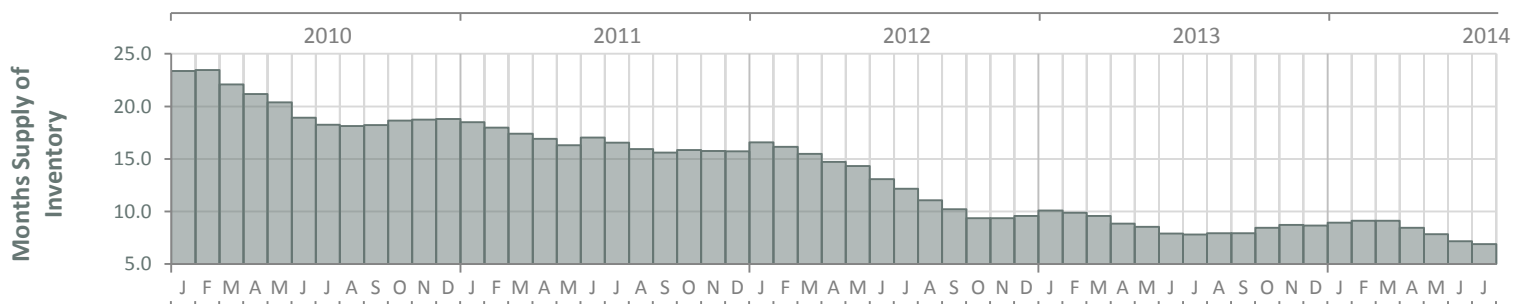


## Months Supply of Inventory

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>July 2014</b>	<b>6.9</b>	<b>-11.8%</b>
June 2014	7.2	-9.2%
May 2014	7.8	-8.2%
April 2014	8.4	-4.5%
March 2014	9.1	-4.8%
February 2014	9.1	-7.7%
January 2014	8.9	-11.5%
December 2013	8.6	-9.7%
November 2013	8.7	-6.6%
October 2013	8.5	-9.6%
September 2013	7.9	-22.2%
August 2013	7.9	-28.2%
July 2013	7.8	-35.6%

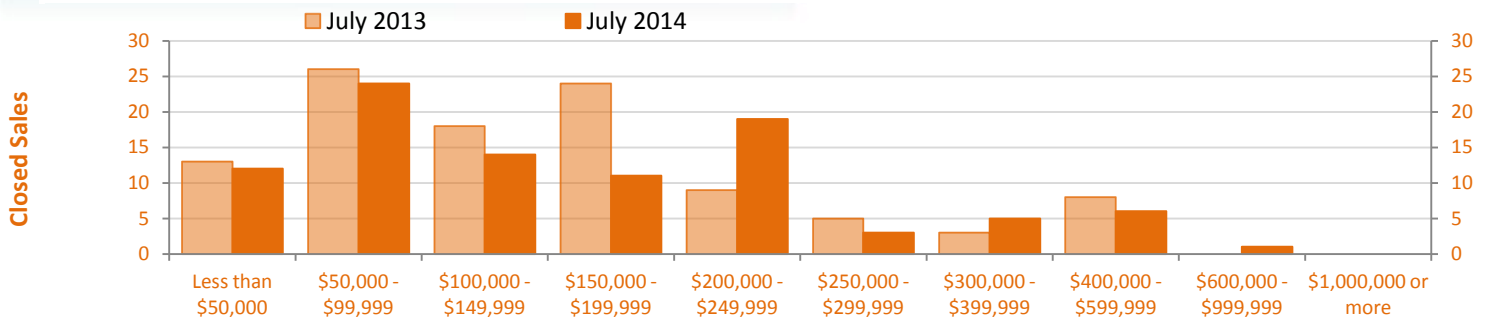


## Closed Sales by Sale Price

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	12	-7.7%
\$50,000 - \$99,999	24	-7.7%
\$100,000 - \$149,999	14	-22.2%
\$150,000 - \$199,999	11	-54.2%
\$200,000 - \$249,999	19	111.1%
\$250,000 - \$299,999	3	-40.0%
\$300,000 - \$399,999	5	66.7%
\$400,000 - \$599,999	6	-25.0%
\$600,000 - \$999,999	1	N/A
\$1,000,000 or more	0	N/A

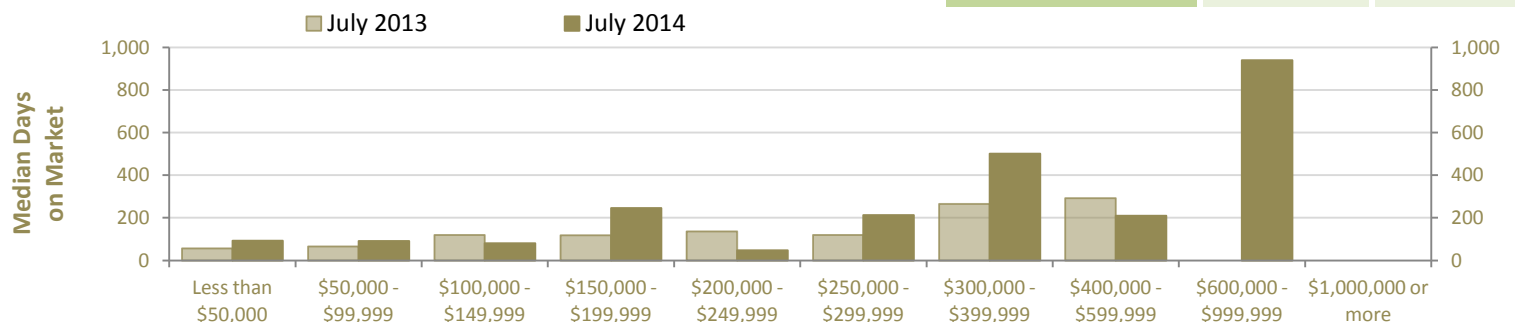


## Median Days on Market by Sale Price

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	92	64.3%
\$50,000 - \$99,999	91	40.0%
\$100,000 - \$149,999	81	-31.9%
\$150,000 - \$199,999	245	107.6%
\$200,000 - \$249,999	48	-64.7%
\$250,000 - \$299,999	212	76.7%
\$300,000 - \$399,999	501	89.1%
\$400,000 - \$599,999	210	-28.1%
\$600,000 - \$999,999	939	N/A
\$1,000,000 or more	(No Sales)	N/A

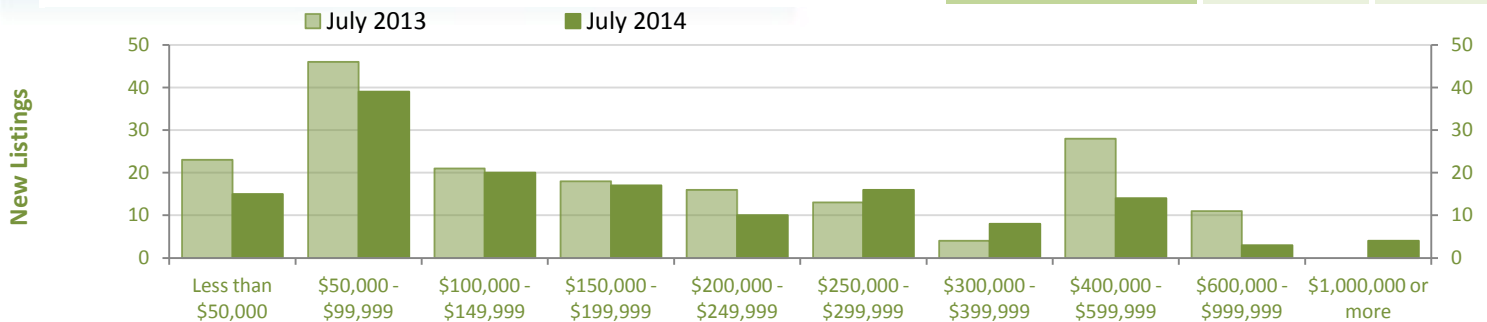


## New Listings by Initial Listing Price

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	15	-34.8%
\$50,000 - \$99,999	39	-15.2%
\$100,000 - \$149,999	20	-4.8%
\$150,000 - \$199,999	17	-5.6%
\$200,000 - \$249,999	10	-37.5%
\$250,000 - \$299,999	16	23.1%
\$300,000 - \$399,999	8	100.0%
\$400,000 - \$599,999	14	-50.0%
\$600,000 - \$999,999	3	-72.7%
\$1,000,000 or more	4	N/A

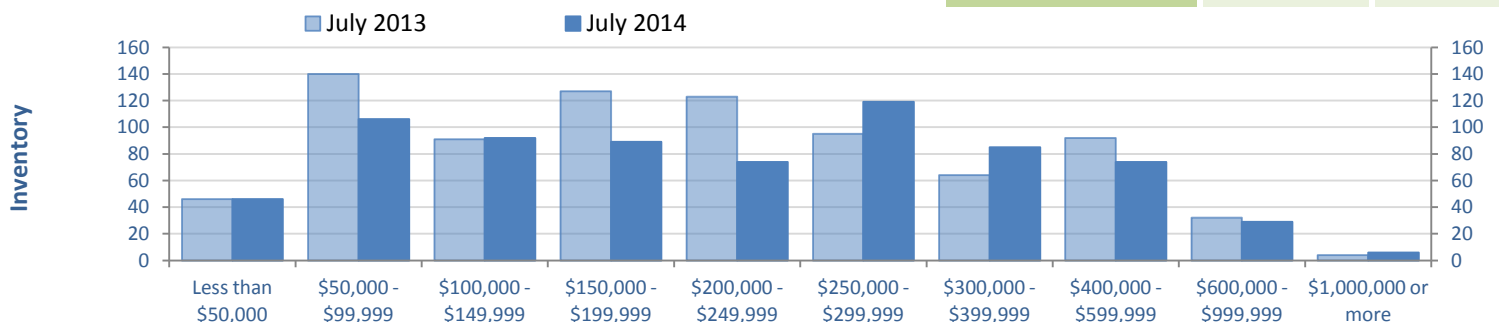


## Inventory by Current Listing Price

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	46	0.0%
\$50,000 - \$99,999	106	-24.3%
\$100,000 - \$149,999	92	1.1%
\$150,000 - \$199,999	89	-29.9%
\$200,000 - \$249,999	74	-39.8%
\$250,000 - \$299,999	119	25.3%
\$300,000 - \$399,999	85	32.8%
\$400,000 - \$599,999	74	-19.6%
\$600,000 - \$999,999	29	-9.4%
\$1,000,000 or more	6	50.0%

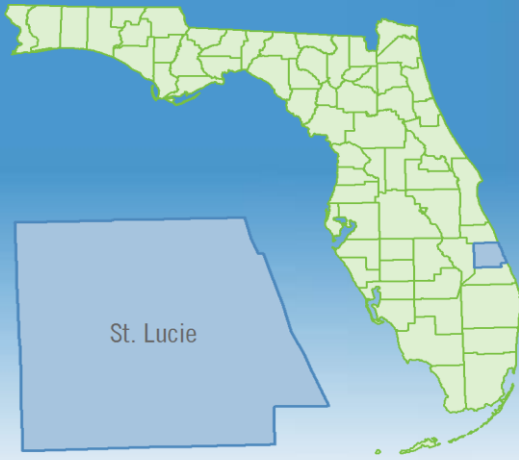




# Monthly Distressed Market - July 2014

## Townhouses and Condos

### St. Lucie County



		July 2014	July 2013	Percent Change Year-over-Year
Traditional	Closed Sales	81	86	-5.8%
	Median Sale Price	\$160,000	\$155,000	3.2%
Foreclosure/REO	Closed Sales	13	11	18.2%
	Median Sale Price	\$63,500	\$70,000	-9.3%
Short Sale	Closed Sales	1	9	-88.9%
	Median Sale Price	\$155,000	\$66,000	134.8%

