

Yearly Market Detail - 2013

Single Family Homes

Florida



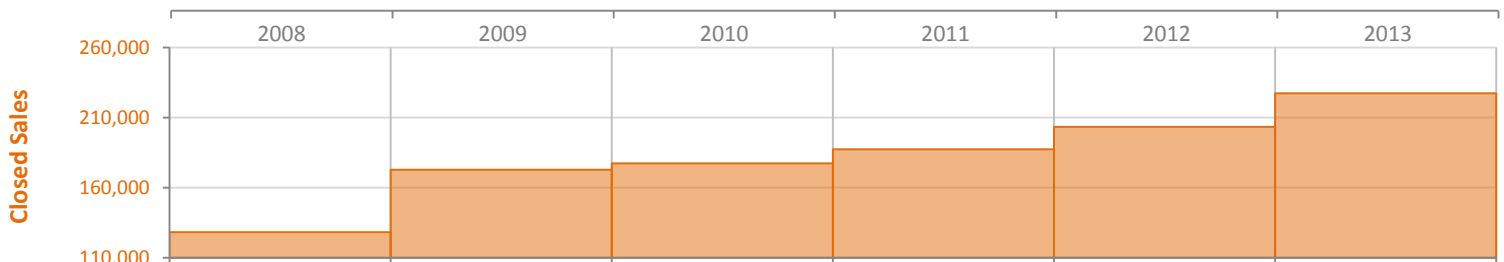
Summary Statistics	2013	2012	Percent Change Year-over-Year
Closed Sales	227,411	203,426	11.8%
Paid in Cash	102,535	92,979	10.3%
New Pending Sales	282,735	240,431	17.6%
New Listings	350,181	311,420	12.4%
Median Sale Price	\$168,000	\$145,000	15.9%
Average Sale Price	\$247,493	\$221,821	11.6%
Median Days on Market	52	63	-17.5%
Average Percent of Original List Price Received	93.6%	91.3%	2.5%
Inventory (Active Listings)	104,790	93,684	11.9%
Months Supply of Inventory	5.5	5.5	0.1%

Closed Sales

The number of sales transactions which closed during the year

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.

Year	Closed Sales	Percent Change Year-over-Year
2013	227,411	11.8%
2012	203,426	8.5%
2011	187,456	5.7%
2010	177,427	2.6%
2009	172,881	34.8%
2008	128,250	N/A



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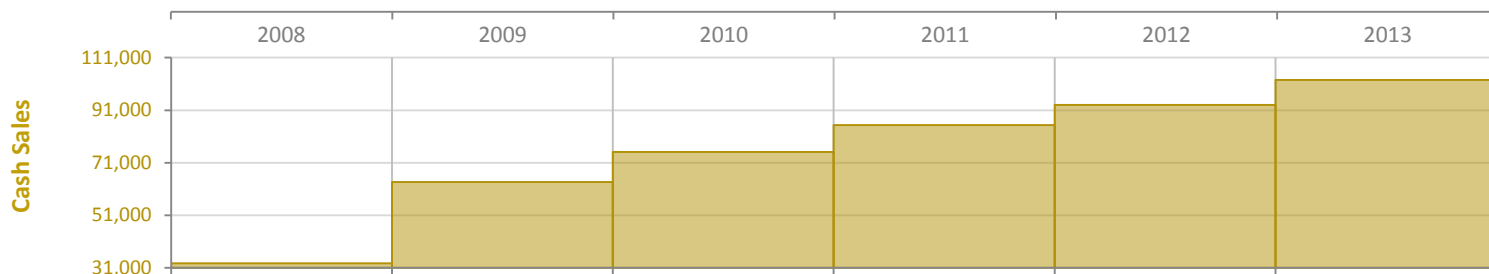


Cash Sales

The number of Closed Sales during the year 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.

Year	Cash Sales	Percent Change Year-over-Year
2013	102,535	10.3%
2012	92,979	8.9%
2011	85,371	13.7%
2010	75,097	18.0%
2009	63,667	94.3%
2008	32,770	N/A

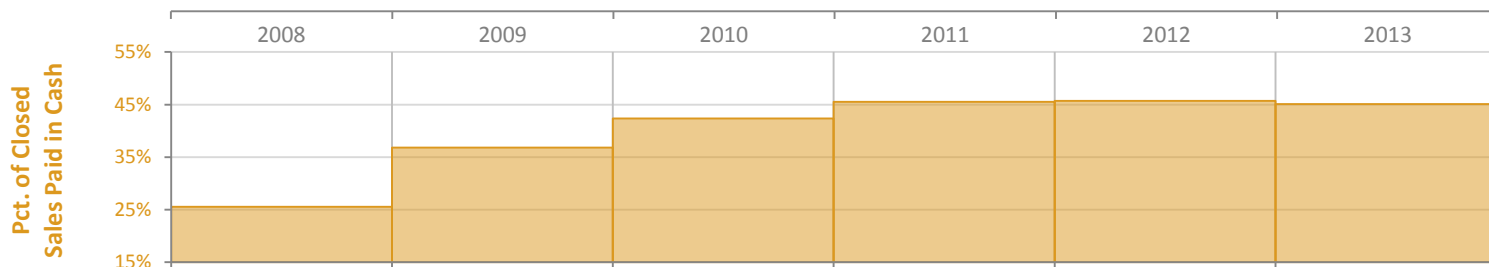


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the year 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.

Year	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
2013	45.1%	-1.4%
2012	45.7%	0.4%
2011	45.5%	7.6%
2010	42.3%	14.9%
2009	36.8%	44.1%
2008	25.6%	N/A

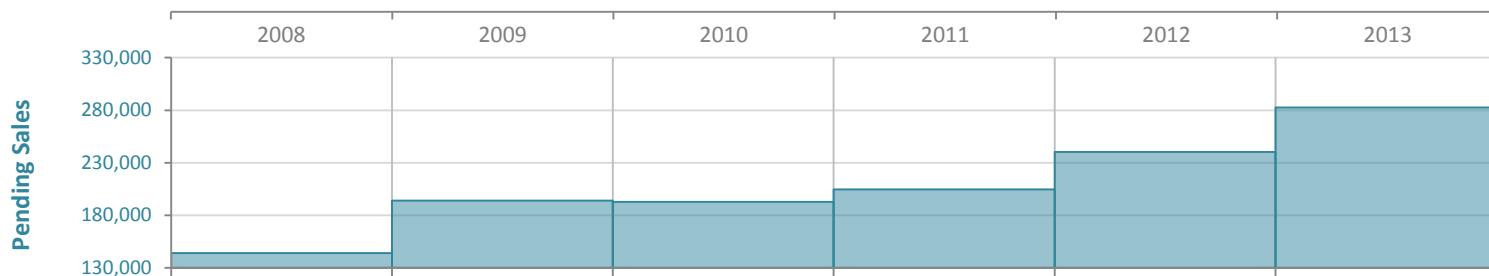


New Pending Sales

The number of property listings that went from "Active" to "Pending" status during the year

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.

Year	New Pending Sales	Percent Change Year-over-Year
2013	282,735	17.6%
2012	240,431	17.5%
2011	204,570	6.2%
2010	192,693	-0.6%
2009	193,868	34.5%
2008	144,181	N/A

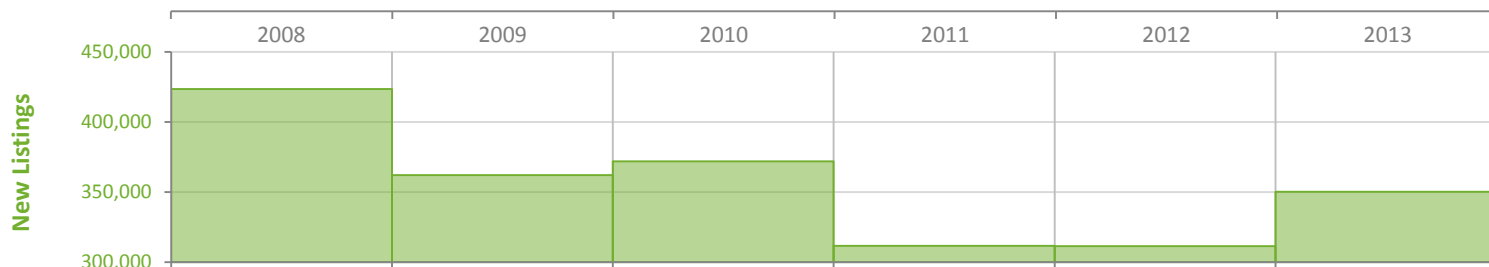


New Listings

The number of properties put onto the market during the year

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.

Year	New Listings	Percent Change Year-over-Year
2013	350,181	12.4%
2012	311,420	-0.1%
2011	311,714	-16.2%
2010	372,004	2.7%
2009	362,249	-14.5%
2008	423,568	N/A



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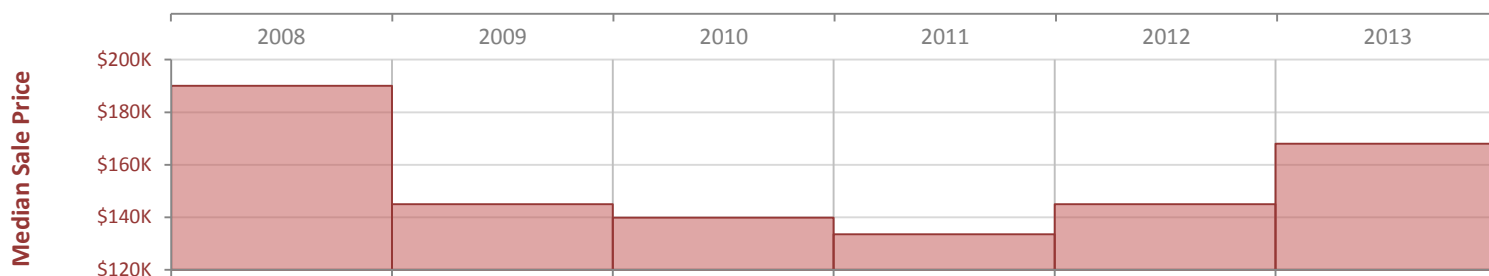


Median Sale Price

The median sale price reported for the year (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.

Year	Median Sale Price	Percent Change Year-over-Year
2013	\$168,000	15.9%
2012	\$145,000	8.6%
2011	\$133,500	-4.6%
2010	\$139,900	-3.5%
2009	\$145,000	-23.7%
2008	\$190,100	N/A

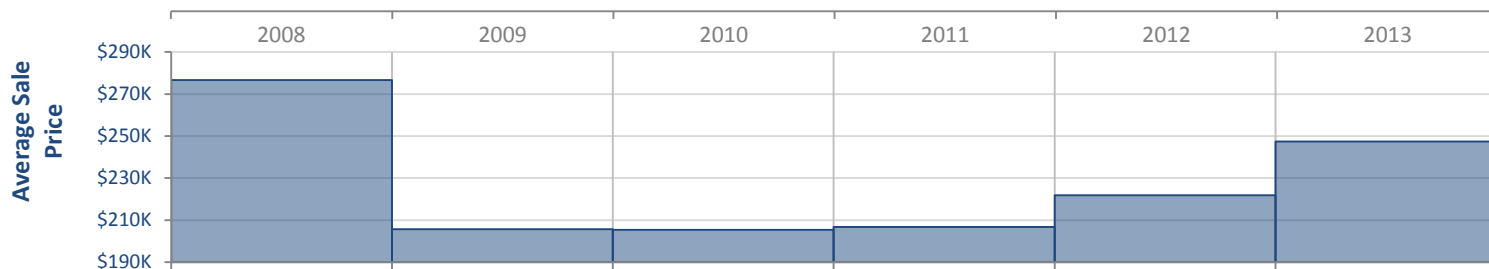


Average Sale Price

The average sale price reported for the year (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.

Year	Average Sale Price	Percent Change Year-over-Year
2013	\$247,493	11.6%
2012	\$221,821	7.3%
2011	\$206,735	0.7%
2010	\$205,369	-0.2%
2009	\$205,707	-25.6%
2008	\$276,662	N/A



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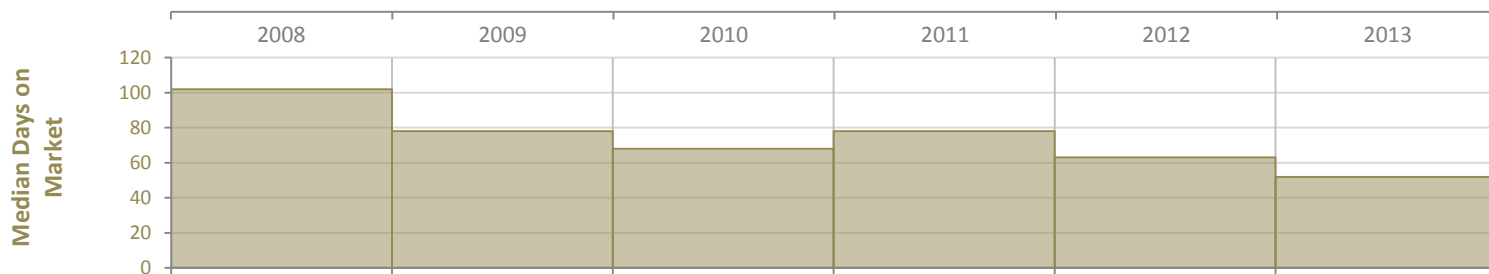


Median Days on Market

The median number of days that properties sold during the year were on the market

Economists' note: Median Days on Market is the amount of time the "middle" property selling this year was on the market. That is, 50% of homes selling this year 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.

Year	Median Days on Market	Percent Change Year-over-Year
2013	52	-17.5%
2012	63	-19.2%
2011	78	14.7%
2010	68	-12.8%
2009	78	-23.5%
2008	102	N/A

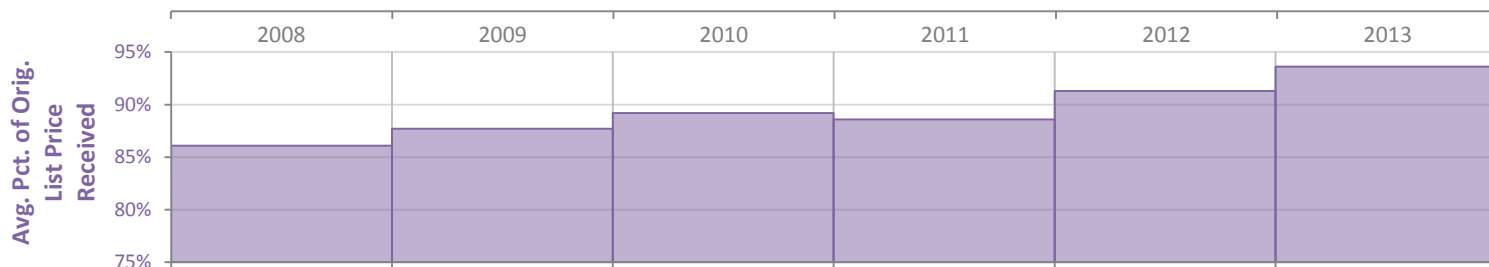


Average Percent of Original List Price Received

The average of the sale price (as a percentage of the original list price) across all properties selling during the year

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.

Year	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
2013	93.6%	2.5%
2012	91.3%	3.0%
2011	88.6%	-0.7%
2010	89.2%	1.7%
2009	87.7%	1.9%
2008	86.1%	N/A



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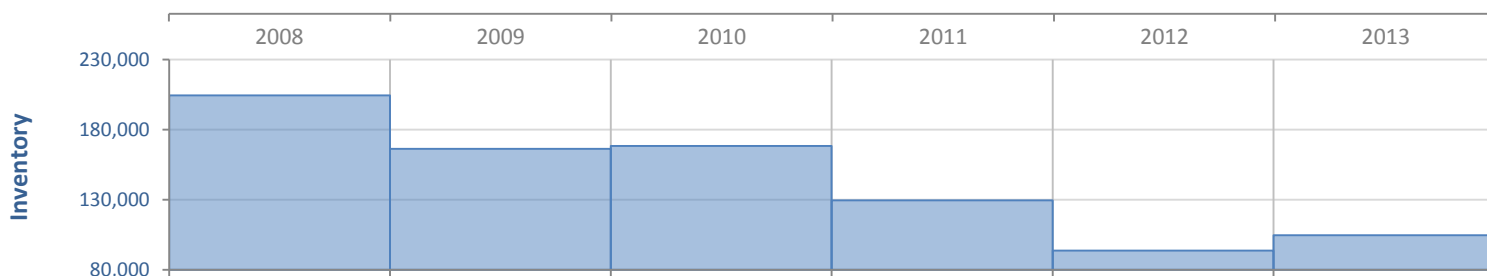


Inventory (Active Listings)

The number of property listings active at the end of the year

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 year, and hold this number to compare with the same calculation for the following year.

Year	Inventory	Percent Change Year-over-Year
2013	104,790	11.9%
2012	93,684	-27.7%
2011	129,575	-23.1%
2010	168,530	1.4%
2009	166,277	-18.7%
2008	204,548	N/A

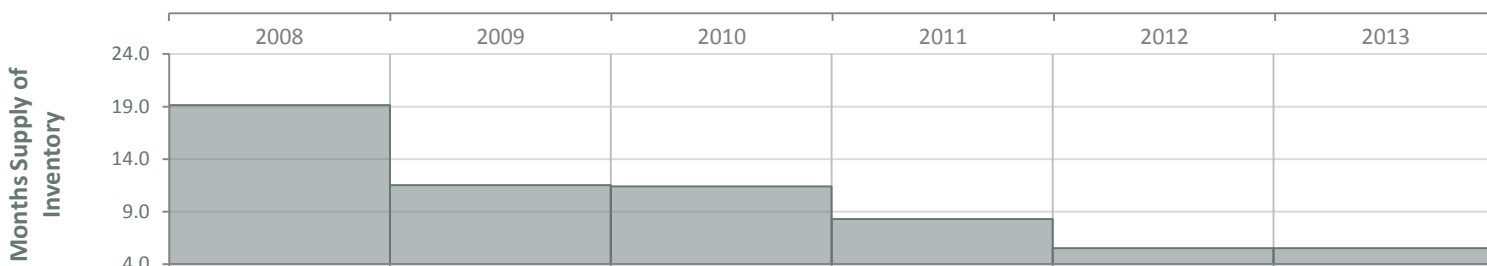


Months Supply of Inventory

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.

Year	Months Supply	Percent Change Year-over-Year
2013	5.5	0.1%
2012	5.5	-33.4%
2011	8.3	-27.2%
2010	11.4	-1.2%
2009	11.5	-39.7%
2008	19.1	N/A



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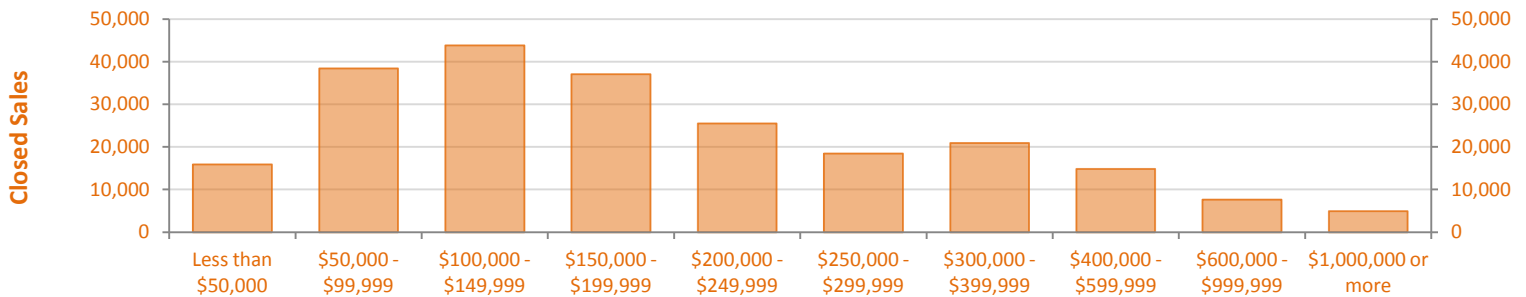


Closed Sales by Sale Price

The number of sales transactions which closed during the year

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	15,875	-13.7%
\$50,000 - \$99,999	38,395	-14.0%
\$100,000 - \$149,999	43,794	4.9%
\$150,000 - \$199,999	37,076	21.5%
\$200,000 - \$249,999	25,488	27.9%
\$250,000 - \$299,999	18,446	40.3%
\$300,000 - \$399,999	20,938	43.5%
\$400,000 - \$599,999	14,804	36.7%
\$600,000 - \$999,999	7,642	35.3%
\$1,000,000 or more	4,953	24.3%

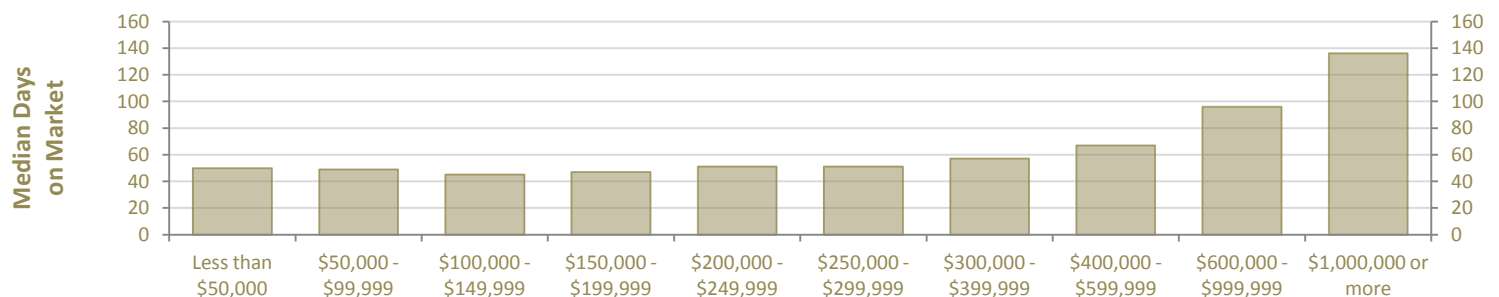


Median Days on Market by Sale Price

The median number of days that properties sold during the year were on the market

Economists' note: Median Days on Market is the amount of time the "middle" property selling this year was on the market. That is, 50% of homes selling this year 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	50	2.0%
\$50,000 - \$99,999	49	-9.3%
\$100,000 - \$149,999	45	-19.6%
\$150,000 - \$199,999	47	-25.4%
\$200,000 - \$249,999	51	-23.9%
\$250,000 - \$299,999	51	-26.1%
\$300,000 - \$399,999	57	-24.0%
\$400,000 - \$599,999	67	-23.9%
\$600,000 - \$999,999	96	-22.0%
\$1,000,000 or more	136	-17.6%



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New Listings by Initial Listing Price

The number of properties put onto the market during the year

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Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	18,977	-16.4%
\$50,000 - \$99,999	53,312	-12.3%
\$100,000 - \$149,999	59,157	3.5%
\$150,000 - \$199,999	54,869	20.0%
\$200,000 - \$249,999	37,367	25.9%
\$250,000 - \$299,999	31,146	34.8%
\$300,000 - \$399,999	36,081	37.7%
\$400,000 - \$599,999	28,674	34.9%
\$600,000 - \$999,999	16,990	26.4%
\$1,000,000 or more	13,608	20.3%

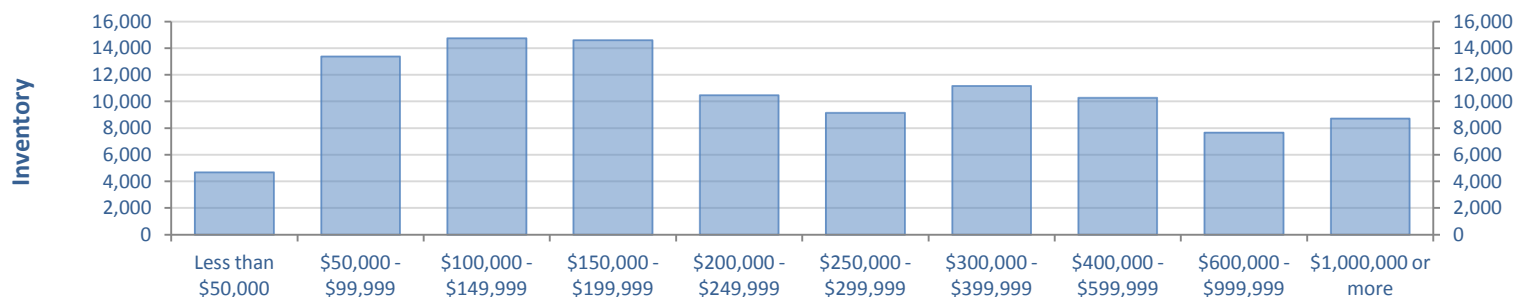


Inventory by Current Listing Price

The number of property listings active at the end of the year

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 year, and hold this number to compare with the same calculation for the following year.

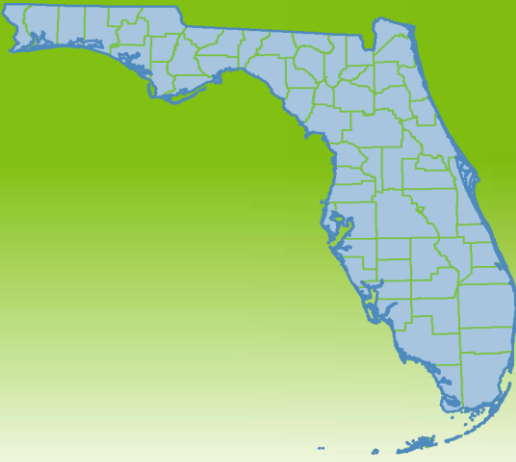
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	4,674	3.2%
\$50,000 - \$99,999	13,361	-4.0%
\$100,000 - \$149,999	14,752	11.4%
\$150,000 - \$199,999	14,605	20.6%
\$200,000 - \$249,999	10,455	20.8%
\$250,000 - \$299,999	9,150	21.4%
\$300,000 - \$399,999	11,159	20.3%
\$400,000 - \$599,999	10,270	16.1%
\$600,000 - \$999,999	7,655	6.0%
\$1,000,000 or more	8,709	4.4%



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		2013	2012	Percent Change Year-over-Year
Traditional	Closed Sales	155,949	122,095	27.7%
	Median Sale Price	\$200,000	\$180,000	11.1%
Foreclosure/REO	Closed Sales	39,560	36,930	7.1%
	Median Sale Price	\$100,000	\$92,000	8.7%
Short Sale	Closed Sales	31,902	44,401	-28.2%
	Median Sale Price	\$125,000	\$114,900	8.8%

