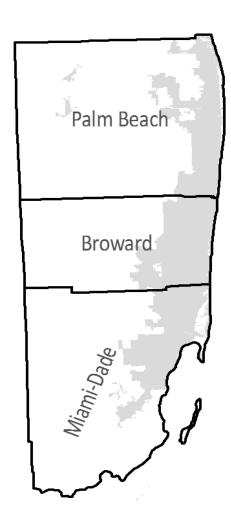
# **Monthly Indicators**

For residential real estate activity in the Miami-Fort Lauderdale-Pompano Beach MSA provided by Florida REALTORS®



#### **October 2012**



### **Monthly Snapshot**

+ 27.5%	+ 13.9%	- 46.6%
One-Year Change in Closed Sales Single-Family Homes	One-Year Change in <b>Median Sales Price</b> Single-Family Homes	One-Year Change in <b>Homes for Sale</b> Single-Family Homes

Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# **Single-Family Market Overview**



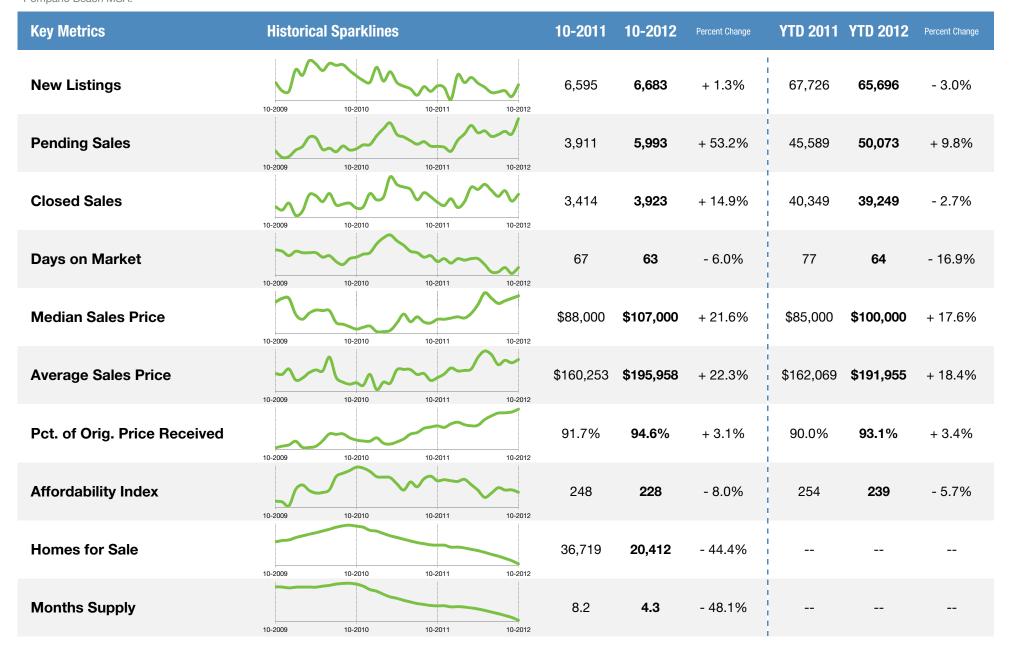
Key metrics for Single-Family Properties Only, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year, in the Miami-Fort Lauderdale-Pompano Beach MSA.

Key Metrics	Historical Sparklines	10-2011	10-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings	10-2009 10-2010 10-2011 10-2012	5,508	5,811	+ 5.5%	57,376	57,490	+ 0.2%
Pending Sales	10-2019 10-2010 10-2011 10-2012	3,259	5,777	+ 77.3%	34,910	43,799	+ 25.5%
Closed Sales	10-2009 10-2010 10-2011 10-2012	2,745	3,499	+ 27.5%	30,305	32,598	+ 7.6%
Days on Market	10-2009 10-2010 10-2011 10-2012	77	63	- 18.2%	78	68	- 12.8%
Median Sales Price	10-2009 10-2010 10-2011 10-2012	\$180,000	\$205,037	+ 13.9%	\$182,000	\$200,000	+ 9.9%
Average Sales Price	10-2019 10-2010 10-2011 10-2012	\$290,050	\$316,426	+ 9.1%	\$308,472	\$325,617	+ 5.6%
Pct. of Orig. Price Received	10-2009 10-2010 10-2011 10-2012	90.1%	93.5%	+ 3.8%	89.5%	91.8%	+ 2.6%
Affordability Index	10-2009 10-2010 10-2011 10-2012	144	138	- 4.2%	142	140	- 1.4%
Homes for Sale	10-2009 10-2010 10-2011 10-2012	31,086	16,594	- 46.6%			
Months Supply	10-2009 10-2010 10-2011 10-2012	9.2	4.0	- 56.5%			

## **Townhouse-Condo Market Overview**



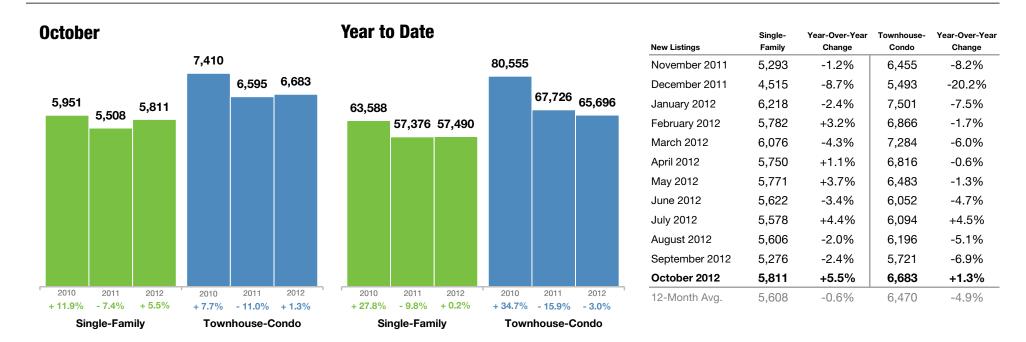
Key metrics for Townhouse-Condo Properties Only for the report month and for year-to-date (YTD) starting from the first of the year, in the Miami-Fort Lauderdale-Pompano Beach MSA.

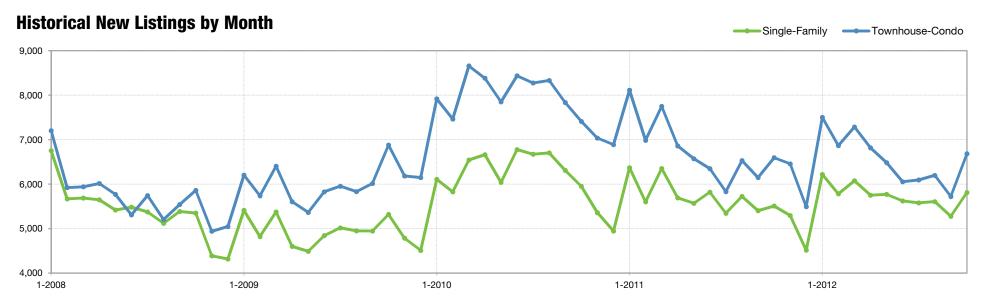


## **New Listings**



A count of the properties that have been newly listed on the market in a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.

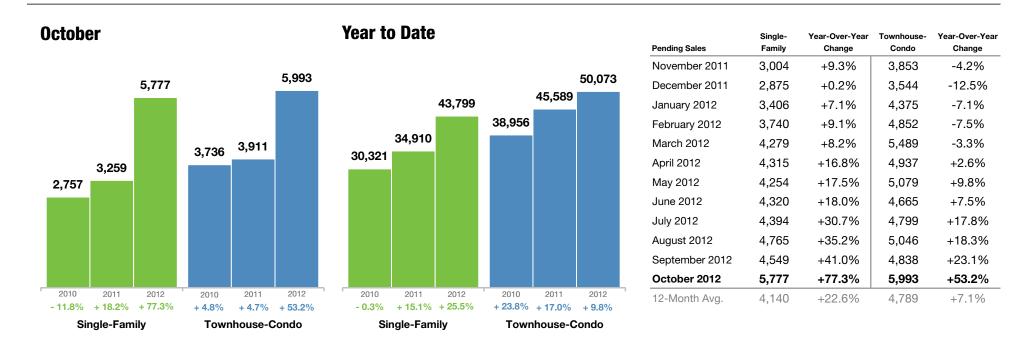


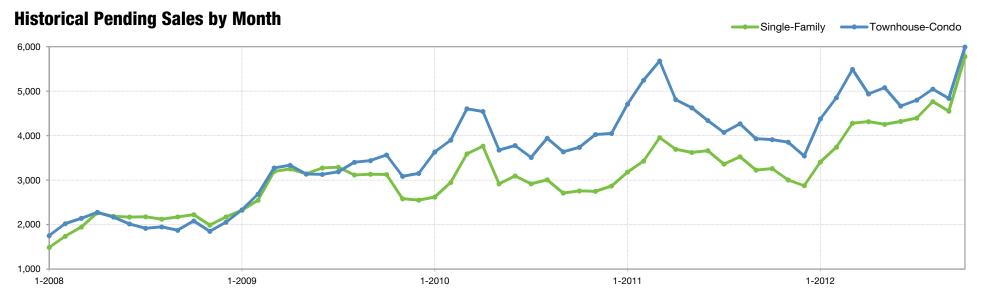


## **Pending Sales**



A count of the properties on which offers have been accepted in a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.

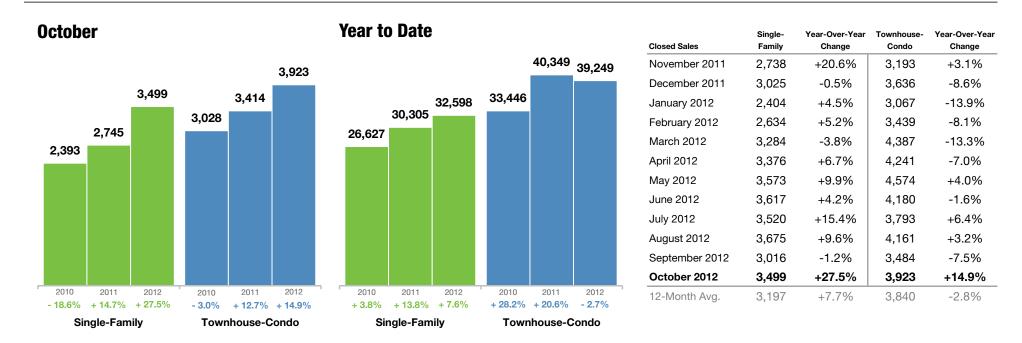


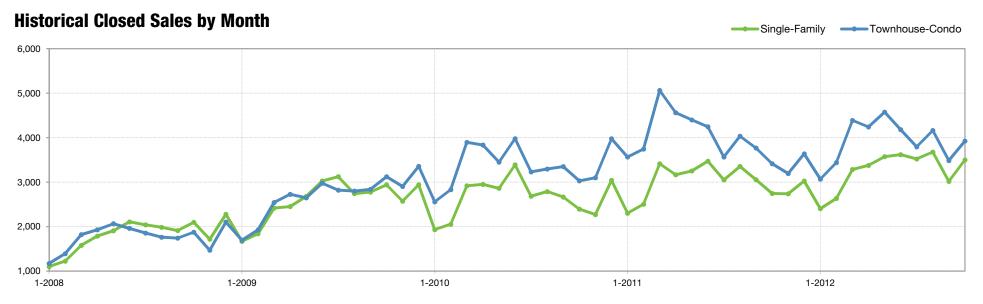


## **Closed Sales**



A count of the actual sales that closed in a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.

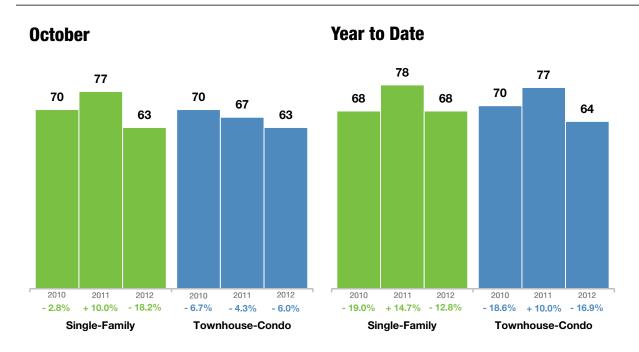




## **Days on Market Until Sale**



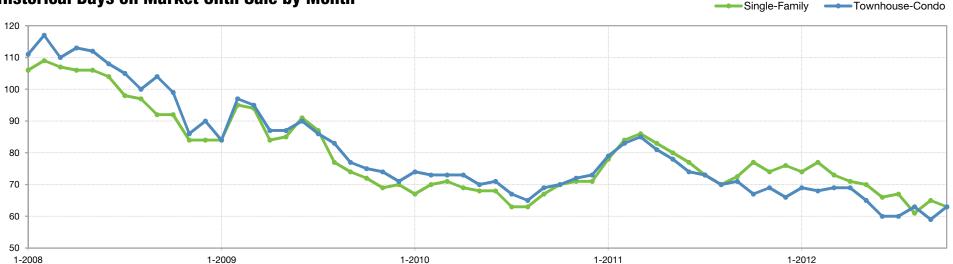
Median number of days between when a property is listed and when an offer is accepted in a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.



Days on Market	Single- Family	Year-Over-Year Change	Townhouse- Condo	Year-Over-Year Change
November 2011	74	+4.2%	69	-4.2%
December 2011	76	+7.0%	66	-9.6%
January 2012	74	-5.1%	69	-12.7%
February 2012	77	-8.3%	68	-18.1%
March 2012	73	-15.1%	69	-18.8%
April 2012	71	-14.5%	69	-14.8%
May 2012	70	-12.5%	65	-16.7%
June 2012	66	-14.3%	60	-18.9%
July 2012	67	-8.2%	60	-17.8%
August 2012	61	-12.9%	63	-10.0%
September 2012	65	-10.3%	59	-16.9%
October 2012	63	-18.2%	63	-6.0%
12-Month Med.*	69	-10.4%	64	-15.8%

<sup>\*</sup> Days on Market for all properties from November 2011 through October 2012. This is not the Median of the individual figures above.

#### **Historical Days on Market Until Sale by Month**



## **Median Sales Price**



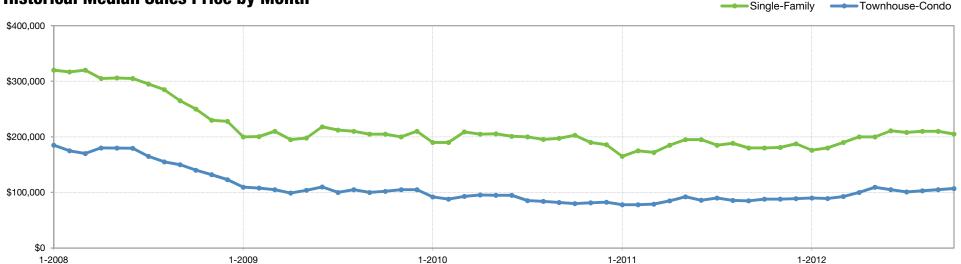
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.



Median Sales Price	Single- Family	Year-Over-Year Change	Townhouse- Condo	Year-Over-Year Change
November 2011	\$181,000	-4.7%	\$88,000	+8.0%
December 2011	\$187,500	+0.8%	\$89,000	+7.9%
January 2012	\$175,985	+6.7%	\$90,000	+15.4%
February 2012	\$180,000	+2.9%	\$89,075	+14.2%
March 2012	\$190,000	+10.5%	\$92,750	+17.4%
April 2012	\$200,000	+8.1%	\$100,000	+17.6%
May 2012	\$200,000	+2.6%	\$109,450	+18.6%
June 2012	\$211,000	+8.2%	\$105,150	+22.3%
July 2012	\$208,000	+12.5%	\$101,000	+12.2%
August 2012	\$210,000	+11.4%	\$103,000	+20.1%
September 2012	\$210,000	+16.7%	\$105,000	+23.5%
October 2012	\$205,037	+13.9%	\$107,000	+21.6%
12-Month Med.*	\$198,000	+8.2%	\$99,000	+16.5%

<sup>\*</sup> Median Sales Price for all properties from November 2011 through October 2012. This is not the Median of the individual figures above.

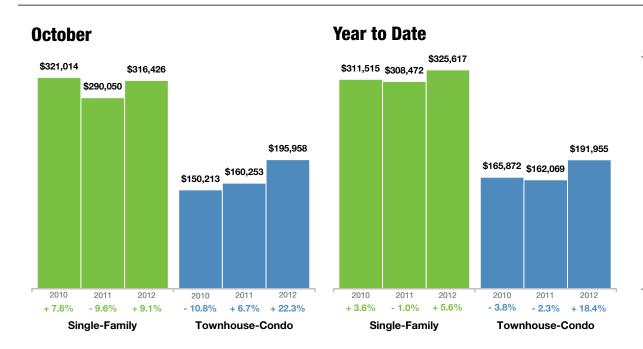
#### **Historical Median Sales Price by Month**



# **Average Sales Price**



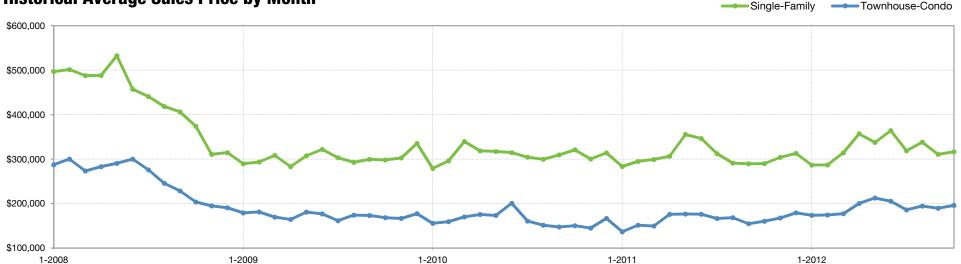
Average sales price for all closed sales, not accounting for seller concessions, in a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.



Average Sales Price	Single- Family	Year-Over-Year Change	Townhouse- Condo	Year-Over-Year Change
November 2011	\$304,102	+1.3%	\$167,549	+15.5%
December 2011	\$312,908	-0.3%	\$179,229	+7.5%
January 2012	\$286,579	+1.1%	\$173,540	+26.9%
February 2012	\$286,895	-2.7%	\$174,536	+15.2%
March 2012	\$314,232	+5.0%	\$177,315	+18.6%
April 2012	\$356,983	+16.5%	\$200,189	+13.8%
May 2012	\$337,495	-5.1%	\$212,625	+20.5%
June 2012	\$363,998	+5.1%	\$205,456	+16.7%
July 2012	\$318,815	+2.1%	\$185,861	+11.6%
August 2012	\$338,286	+16.2%	\$194,413	+15.5%
September 2012	\$310,791	+7.4%	\$189,605	+22.5%
October 2012	\$316,426	+9.1%	\$195,958	+22.3%
12-Month Avg.*	\$323,082	+4.8%	\$189,258	+17.3%

<sup>\*</sup> Average Sales Price for all properties from November 2011 through October 2012. This is not the Average of the individual figures above.

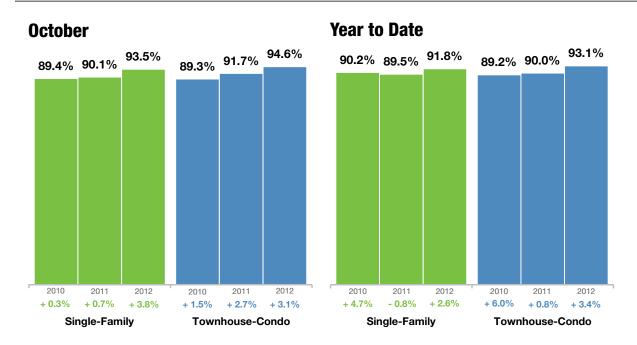
#### **Historical Average Sales Price by Month**



## **Percent of Original List Price Received**



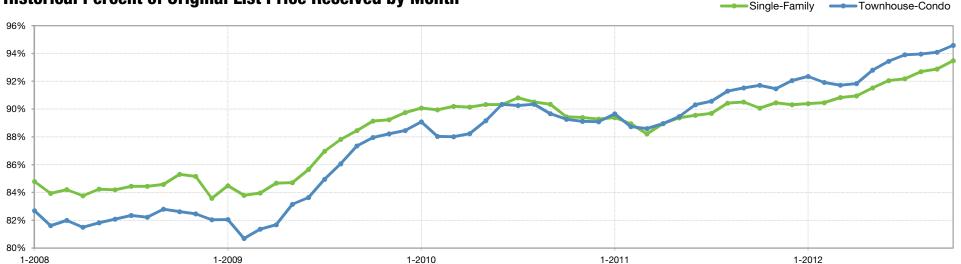
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions, in the Miami-Fort Lauderdale-Pompano Beach MSA.



Pct. of Orig. Price Received	Single- Family	Year-Over-Year Change	Townhouse- Condo	Year-Over-Year Change
November 2011	90.5%	+1.2%	91.5%	+2.6%
December 2011	90.3%	+1.2%	92.1%	+3.3%
January 2012	90.4%	+1.1%	92.3%	+3.0%
February 2012	90.5%	+1.7%	91.9%	+3.6%
March 2012	90.8%	+3.0%	91.7%	+3.5%
April 2012	90.9%	+2.2%	91.8%	+3.2%
May 2012	91.5%	+2.4%	92.8%	+3.7%
June 2012	92.0%	+2.8%	93.4%	+3.5%
July 2012	92.2%	+2.8%	93.9%	+3.7%
August 2012	92.7%	+2.5%	94.0%	+2.9%
September 2012	92.9%	+2.6%	94.1%	+2.8%
October 2012	93.5%	+3.8%	94.6%	+3.1%
12-Month Avg.*	91.6%	+2.4%	92.9%	+3.3%

<sup>\*</sup> Pct. of Orig. Price Received for all properties from November 2011 through October 2012. This is not the Average of the individual figures above.

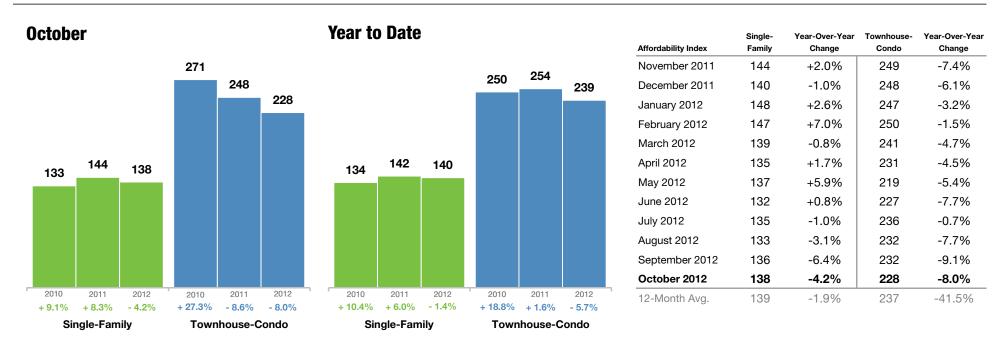
#### **Historical Percent of Original List Price Received by Month**



# **Housing Affordability Index**



This index measures housing affordability in the Miami-Fort Lauderdale-Pompano Beach MSA. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

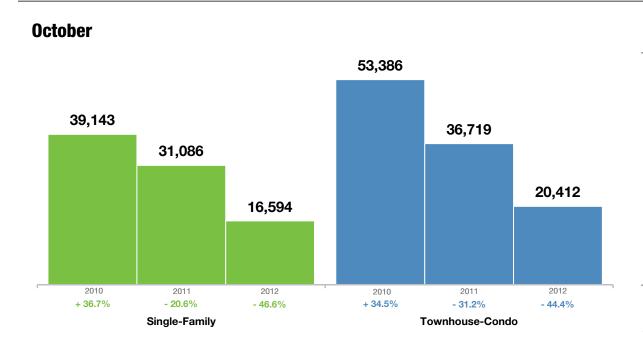


# Historical Housing Affordability Index by Month Single-Family Townhouse-Condo 250 200 150 1-2008 1-2019 1-2011 1-2012

# **Inventory of Homes for Sale**



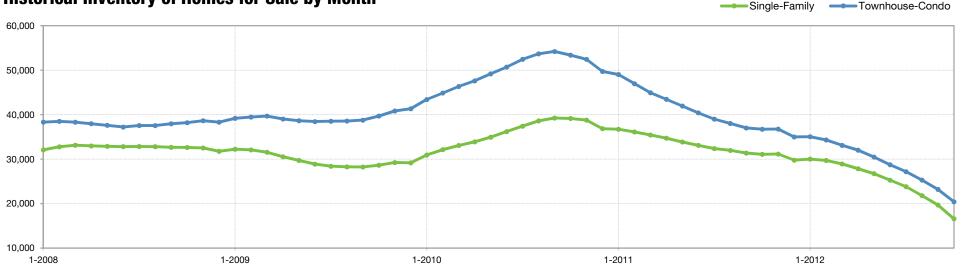
The number of properties available for sale in active status at the end of a given month, in the Miami-Fort Lauderdale-Pompano Beach MSA.



Homes for Sale	Single- Family	Year-Over-Year Change	Townhouse- Condo	Year-Over-Year Change
November 2011	31,135	-19.7%	36,751	-29.9%
December 2011	29,767	-19.2%	34,981	-29.6%
January 2012	30,012	-18.3%	35,045	-28.5%
February 2012	29,701	-17.8%	34,318	-26.9%
March 2012	28,906	-18.4%	33,094	-26.3%
April 2012	27,845	-19.8%	32,010	-26.3%
May 2012	26,740	-21.0%	30,459	-27.4%
June 2012	25,269	-23.7%	28,743	-28.9%
July 2012	23,816	-26.4%	27,177	-30.3%
August 2012	21,796	-31.8%	25,297	-33.5%
September 2012	19,685	-37.3%	23,198	-37.3%
October 2012	16,594	-46.6%	20,412	-44.4%
12-Month Avg.*	25,939	-24.5%	30,124	-30.4%

<sup>\*</sup> Homes for Sale for all properties from November 2011 through October 2012. This is not the Average of the individual figures above.

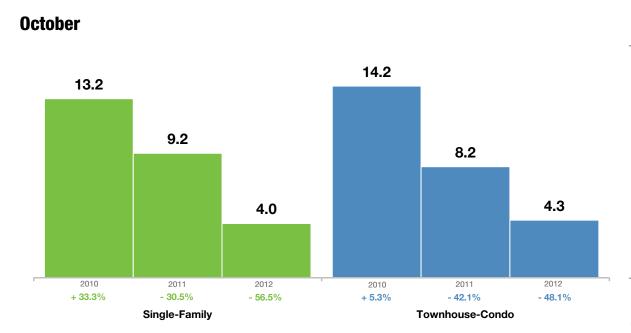
#### **Historical Inventory of Homes for Sale by Month**



# **Months Supply of Inventory**



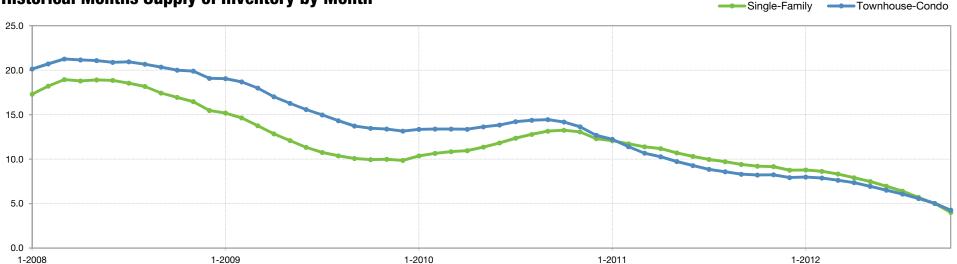
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months, in the Miami-Fort Lauderdale-Pompano Beach MSA.



Months Supply	Single- Family	Year-Over-Year Change	Townhouse- Condo	Year-Over-Year Change
November 2011	9.2	-29.9%	8.2	-39.6%
December 2011	8.8	-28.8%	7.9	-37.6%
January 2012	8.8	-27.3%	8.0	-34.7%
February 2012	8.6	-26.4%	7.9	-30.8%
March 2012	8.3	-26.8%	7.6	-28.5%
April 2012	7.9	-29.3%	7.4	-28.3%
May 2012	7.5	-30.1%	6.9	-28.6%
June 2012	7.0	-32.5%	6.5	-29.8%
July 2012	6.4	-35.7%	6.1	-31.4%
August 2012	5.7	-41.2%	5.6	-35.0%
September 2012	5.0	-46.7%	5.0	-39.4%
October 2012	4.0	-56.5%	4.3	-48.1%
12-Month Avg.*	7.3	-33.5%	6.8	-34.3%

<sup>\*</sup> Months Supply for all properties from November 2011 through October 2012. This is not the Average of the individual figures above.

#### **Historical Months Supply of Inventory by Month**

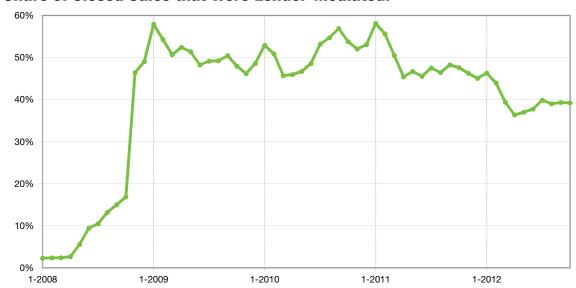


## **Lender-Mediated Overview**



Key metrics for lender-mediated properties (those marked in an MLS as "Foreclosure" or "Short Sale") for single-family properties, townhomes and condominiums combined, in the Miami-Fort Lauderdale-Pompano Beach MSA.

#### **Share of Closed Sales that were Lender-Mediated: 39.2%**



Median Sales Price	10-2011	10-2012	+/-
Traditional	\$162,000	\$188,000	+16.0%
Foreclosures	\$85,000	\$104,000	+22.4%
Short Sales	\$105,000	\$116,000	+10.5%

Closed Sales*	10-2011	10-2012	+/-
Traditional	3,235	4,523	+39.8%
Foreclosures	1,407	1,265	-10.1%
Short Sales	1,537	1,654	+7.6%

<sup>\*</sup>The sum of Closed Sales for traditional, foreclosures and short sales may not be the same as the overall Closed Sales figure noted elsewhere as some lender-mediated homes are listed both as a foreclosure and short sale, or cannot be classified.

#### Historical Median Sales Price by Sale Type — Traditional Foreclosures — Short Sales

