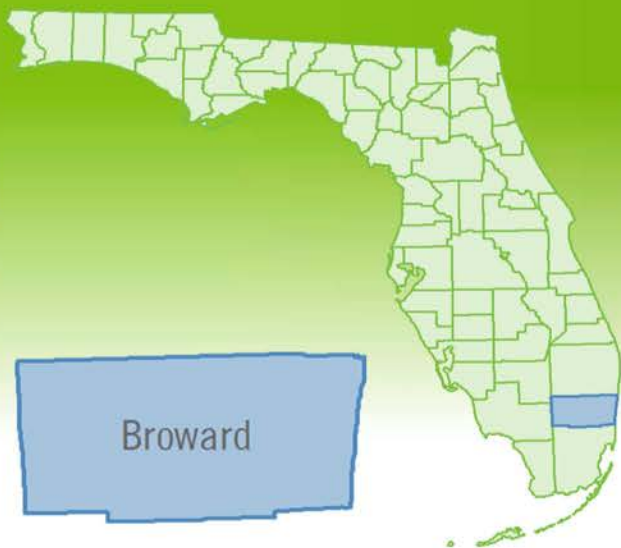


Yearly Market Detail - 2012

Townhouses and Condos

Broward County



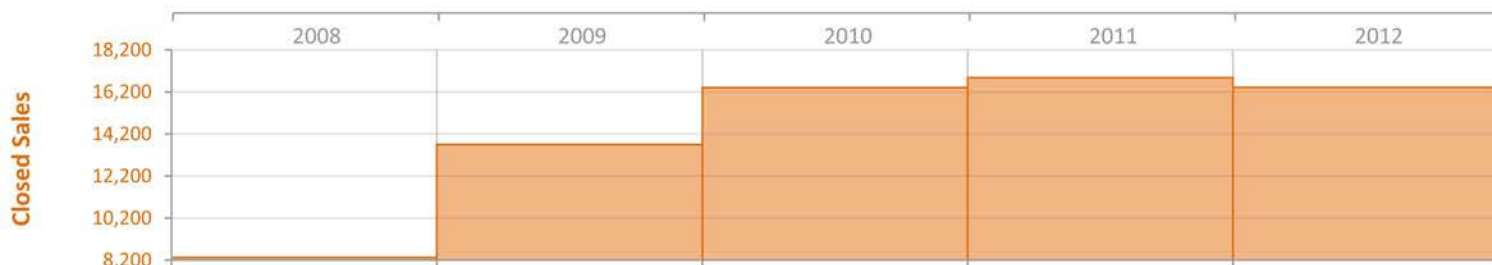
Summary Statistics	2012	2011	Percent Change Year-over-Year
Closed Sales	16,418	16,877	-2.7%
Paid in Cash	13,368	13,798	-3.1%
New Pending Sales	23,138	23,556	-1.8%
New Listings	25,280	26,421	-4.3%
Median Sale Price	\$85,000	\$74,900	13.5%
Average Sale Price	\$132,613	\$116,853	13.5%
Median Days on Market	41	52	-21.2%
Average Percent of Original List Price Received	93.3%	90.7%	2.9%
Inventory (Active Listings)	6,031	7,326	-17.7%
Months Supply of Inventory	4.4	5.2	-15.4%

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
2012	16,418	-2.7%
2011	16,877	2.9%
2010	16,401	19.8%
2009	13,693	64.4%
2008	8,327	N/A

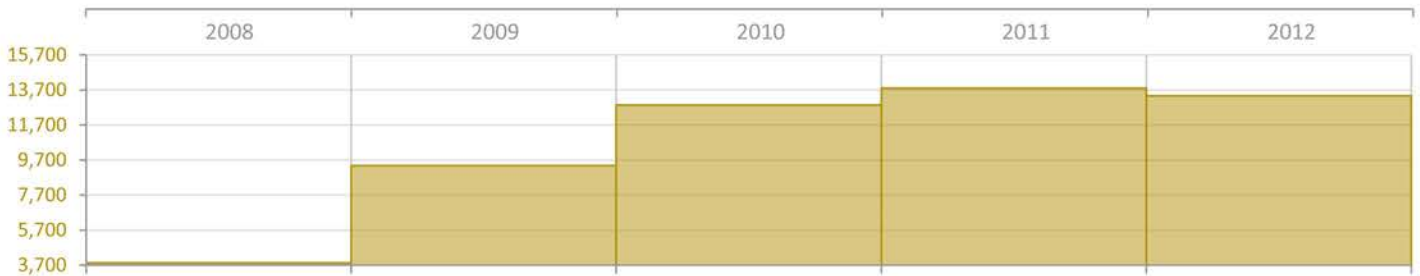


Cash Sales

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
2012	13,368	-3.1%
2011	13,798	7.5%
2010	12,840	36.9%
2009	9,382	145.2%
2008	3,827	N/A

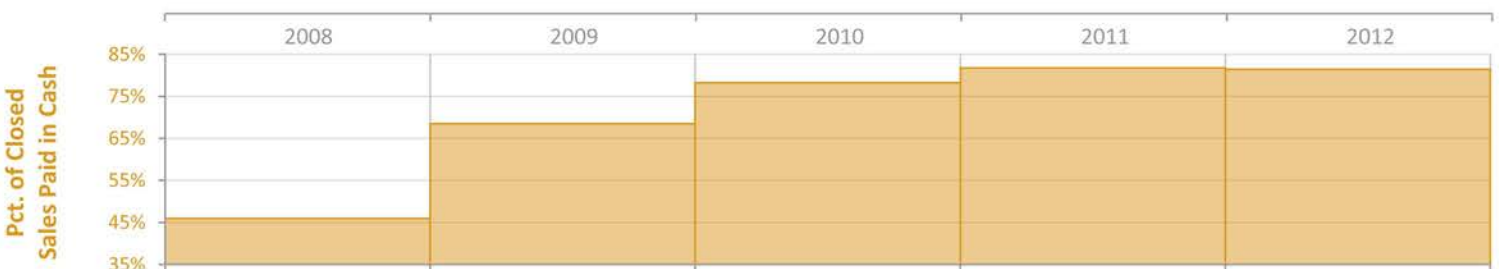


Cash Sales as a Percentage of Closed Sales

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
2012	81.4%	-0.4%
2011	81.8%	4.4%
2010	78.3%	14.3%
2009	68.5%	49.1%
2008	46.0%	N/A

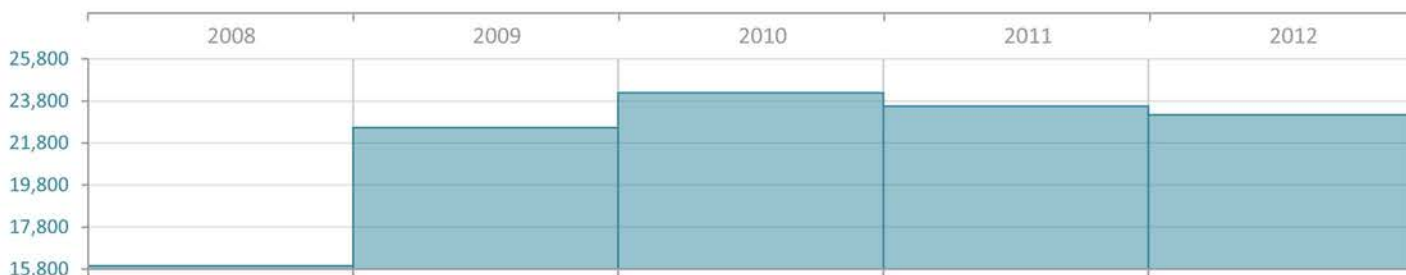


New Pending Sales

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
2012	23,138	-1.8%
2011	23,556	-2.6%
2010	24,187	7.3%
2009	22,539	41.2%
2008	15,960	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
2012	25,280	-4.3%
2011	26,421	-19.2%
2010	32,704	1.5%
2009	32,222	-12.7%
2008	36,921	N/A



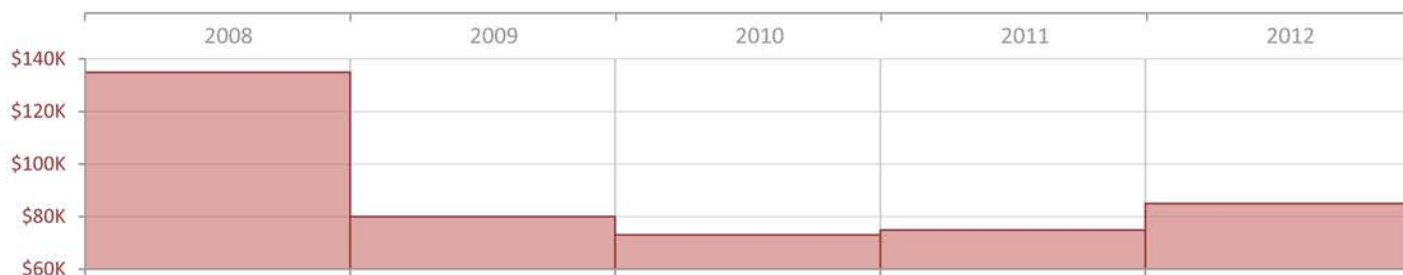
Median Sale Price

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
2012	\$85,000	13.5%
2011	\$74,900	2.6%
2010	\$73,000	-8.8%
2009	\$80,000	-40.7%
2008	\$134,900	N/A

Median Sale Price



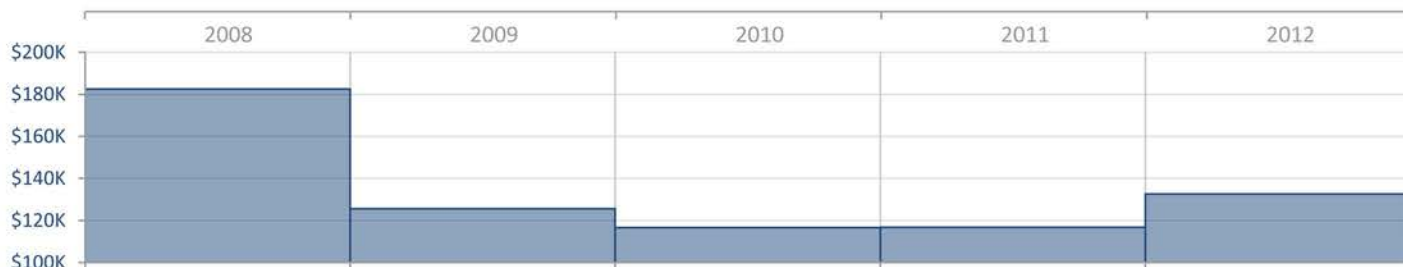
Average Sale Price

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
2012	\$132,613	13.5%
2011	\$116,853	0.2%
2010	\$116,585	-7.2%
2009	\$125,629	-31.2%
2008	\$182,567	N/A

Average Sale Price

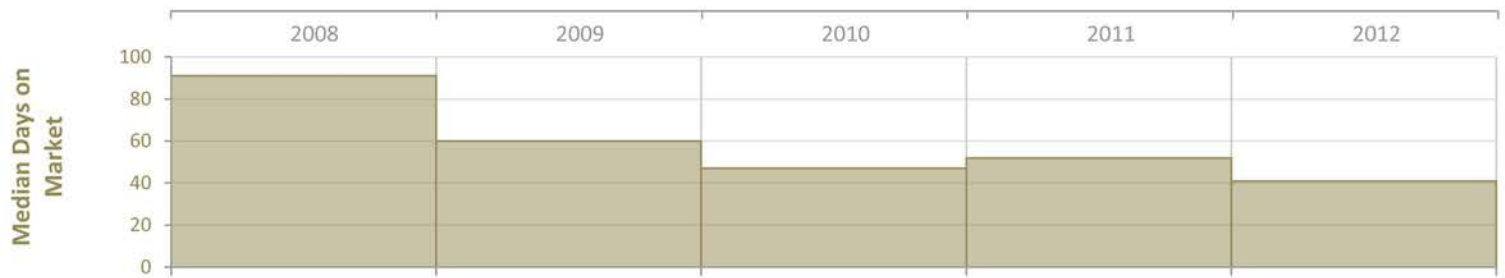


Median Days on Market

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
2012	41	-21.2%
2011	52	10.6%
2010	47	-21.7%
2009	60	-34.1%
2008	91	N/A

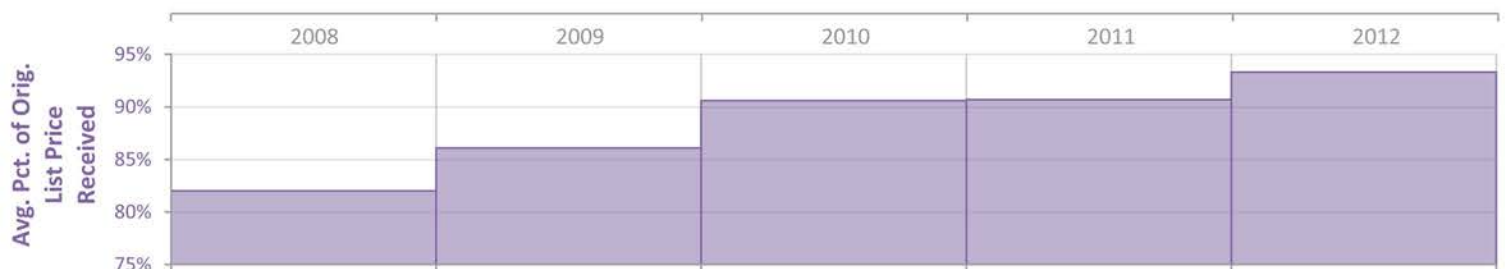


Average Percent of Original List Price Received

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
2012	93.3%	2.9%
2011	90.7%	0.1%
2010	90.6%	5.2%
2009	86.1%	5.0%
2008	82.0%	N/A

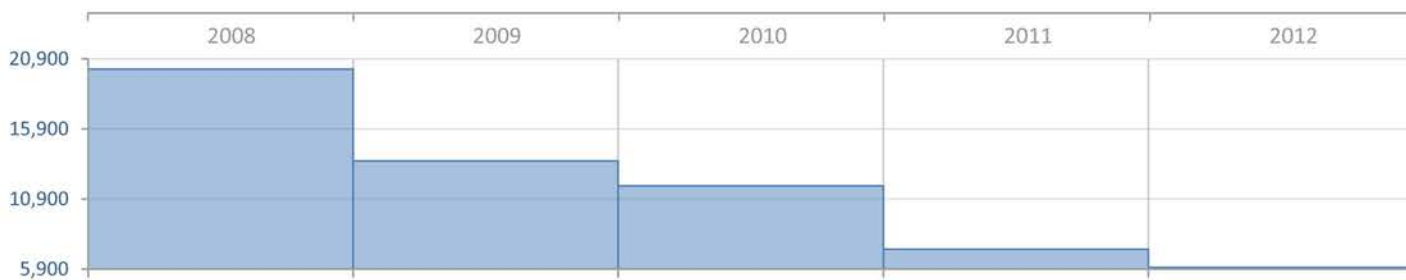


Inventory (Active Listings)

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
2012	6,031	-17.7%
2011	7,326	-38.1%
2010	11,838	-13.1%
2009	13,628	-32.4%
2008	20,171	N/A

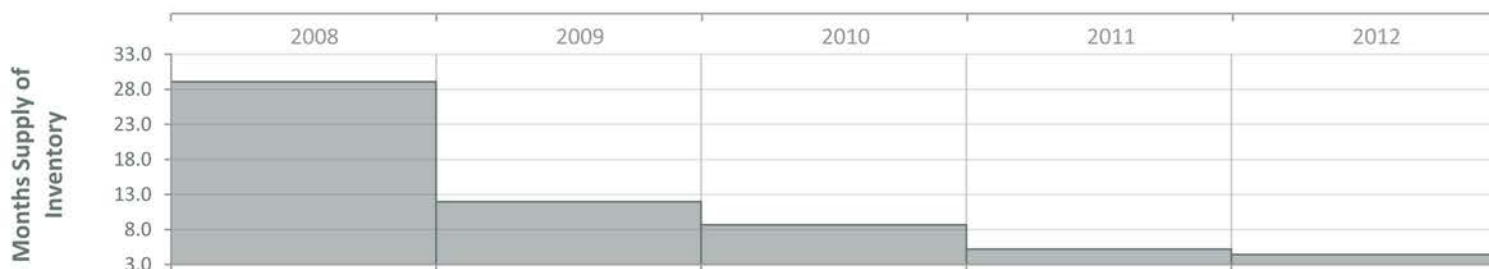


Months Supply of Inventory

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
2012	4.4	-15.4%
2011	5.2	-39.9%
2010	8.7	-27.5%
2009	11.9	-58.9%
2008	29.1	N/A

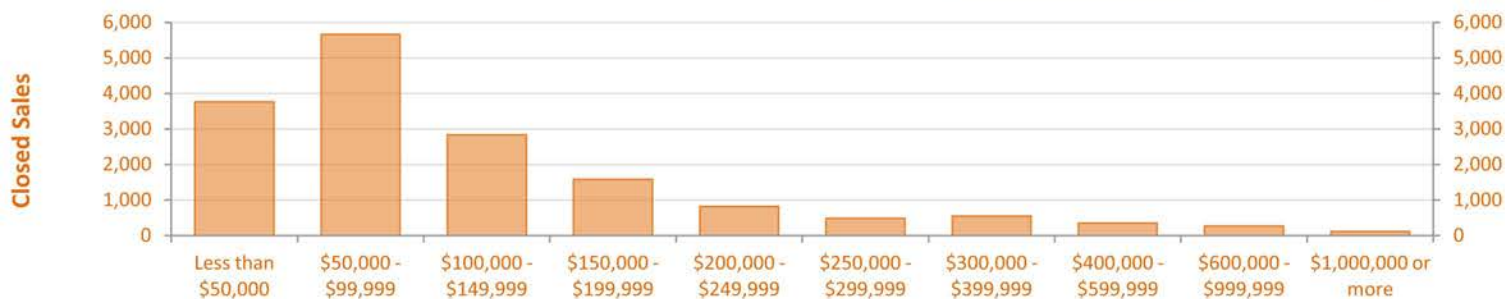


Closed Sales by Sale Price

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	3,761	-22.8%
\$50,000 - \$99,999	5,663	-2.4%
\$100,000 - \$149,999	2,830	6.2%
\$150,000 - \$199,999	1,587	17.5%
\$200,000 - \$249,999	813	21.5%
\$250,000 - \$299,999	483	14.2%
\$300,000 - \$399,999	551	23.5%
\$400,000 - \$599,999	349	-3.9%
\$600,000 - \$999,999	263	23.5%
\$1,000,000 or more	118	57.3%

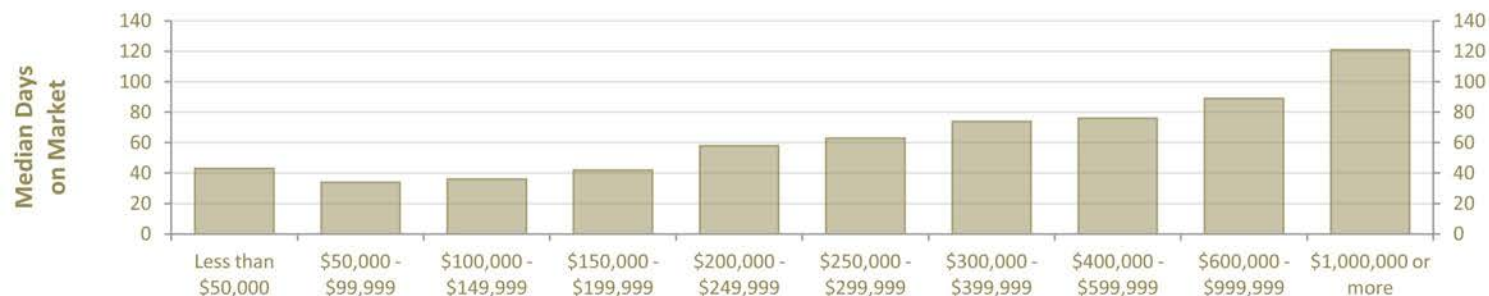


Median Days on Market by Sale Price

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	43	-10.4%
\$50,000 - \$99,999	34	-26.1%
\$100,000 - \$149,999	36	-30.8%
\$150,000 - \$199,999	42	-26.3%
\$200,000 - \$249,999	58	-10.8%
\$250,000 - \$299,999	63	-8.7%
\$300,000 - \$399,999	74	0.0%
\$400,000 - \$599,999	76	-14.6%
\$600,000 - \$999,999	89	-16.0%
\$1,000,000 or more	121	-33.9%



New Listings by Initial Listing Price

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.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	5,098	-24.9%
\$50,000 - \$99,999	8,303	0.1%
\$100,000 - \$149,999	4,122	-0.9%
\$150,000 - \$199,999	2,583	4.8%
\$200,000 - \$249,999	1,333	9.4%
\$250,000 - \$299,999	1,022	4.1%
\$300,000 - \$399,999	1,149	19.7%
\$400,000 - \$599,999	792	1.1%
\$600,000 - \$999,999	543	7.3%
\$1,000,000 or more	335	25.9%

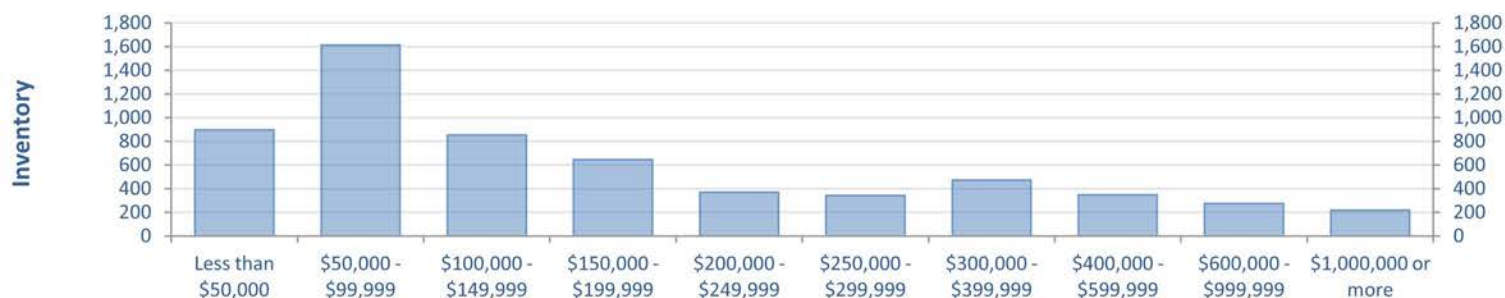


Inventory by Current Listing Price

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	897	-41.9%
\$50,000 - \$99,999	1,611	-23.2%
\$100,000 - \$149,999	853	-23.4%
\$150,000 - \$199,999	644	-13.2%
\$200,000 - \$249,999	369	-6.1%
\$250,000 - \$299,999	343	-0.9%
\$300,000 - \$399,999	473	30.3%
\$400,000 - \$599,999	348	12.6%
\$600,000 - \$999,999	275	8.3%
\$1,000,000 or more	218	32.9%



Yearly Market Detail - 2012

Townhouses and Condos

Broward County



		2012	2011	Percent Change Year-over-Year
Traditional	Closed Sales	9,582	8,099	18.3%
	Median Sale Price	\$99,000	\$86,500	14.5%
Foreclosure/REO	Closed Sales	3,455	5,119	-32.5%
	Median Sale Price	\$69,000	\$60,199	14.6%
Short Sale	Closed Sales	3,382	3,662	-7.6%
	Median Sale Price	\$80,000	\$76,000	5.3%

