

Monthly Market Detail - March 2013

Townhouses and Condos

Broward County



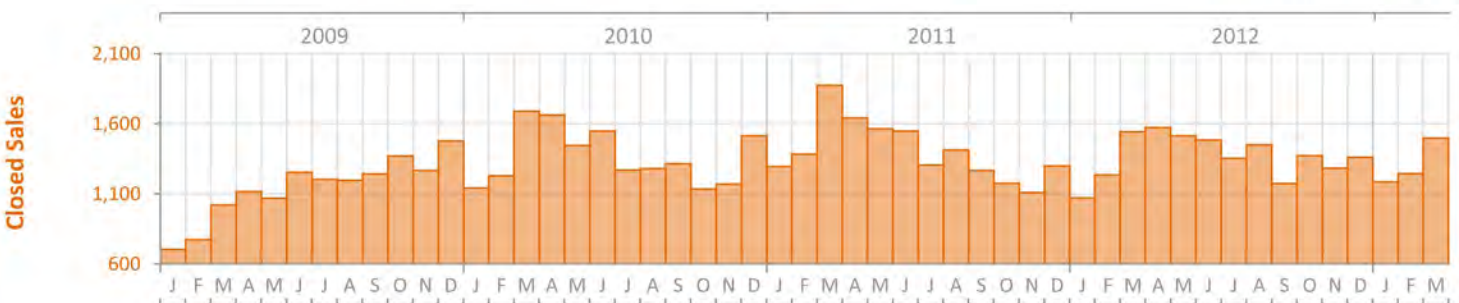
Summary Statistics	March 2013	March 2012	Percent Change Year-over-Year
Closed Sales	1,499	1,544	-2.9%
Paid in Cash	1,227	1,296	-5.3%
New Pending Sales	2,178	2,337	-6.8%
New Listings	2,317	2,427	-4.5%
Median Sale Price	\$95,500	\$75,000	27.3%
Average Sale Price	\$148,181	\$127,836	15.9%
Median Days on Market	44	46	-4.3%
Average Percent of Original List Price Received	93.7%	91.2%	2.7%
Pending Inventory	5,396	(No Data)	N/A
Inventory (Active Listings)	6,089	6,687	-8.9%
Months Supply of Inventory	4.4	5.0	-10.7%

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
March 2013	1,499	-2.9%
February 2013	1,245	0.7%
January 2013	1,184	10.7%
December 2012	1,361	4.7%
November 2012	1,283	15.6%
October 2012	1,372	16.8%
September 2012	1,174	-7.4%
August 2012	1,451	2.7%
July 2012	1,354	3.8%
June 2012	1,485	-4.1%
May 2012	1,515	-3.1%
April 2012	1,573	-4.1%
March 2012	1,544	-17.7%

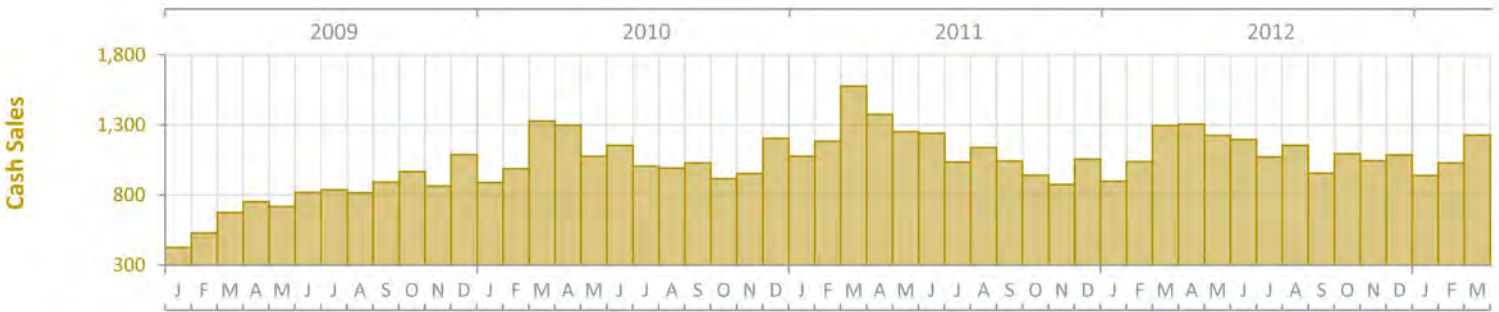


Cash Sales

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
March 2013	1,227	-5.3%
February 2013	1,030	-0.9%
January 2013	939	4.6%
December 2012	1,087	2.9%
November 2012	1,044	19.0%
October 2012	1,095	16.2%
September 2012	955	-8.3%
August 2012	1,154	1.3%
July 2012	1,073	3.6%
June 2012	1,196	-3.6%
May 2012	1,225	-2.2%
April 2012	1,306	-5.1%
March 2012	1,296	-17.8%



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
March 2013	81.9%	-2.5%
February 2013	82.7%	-1.6%
January 2013	79.3%	-5.5%
December 2012	79.9%	-1.7%
November 2012	81.4%	3.0%
October 2012	79.8%	-0.4%
September 2012	81.3%	-1.0%
August 2012	79.5%	-1.3%
July 2012	79.2%	-0.2%
June 2012	80.5%	0.5%
May 2012	80.9%	0.9%
April 2012	83.0%	-1.0%
March 2012	83.9%	-0.2%

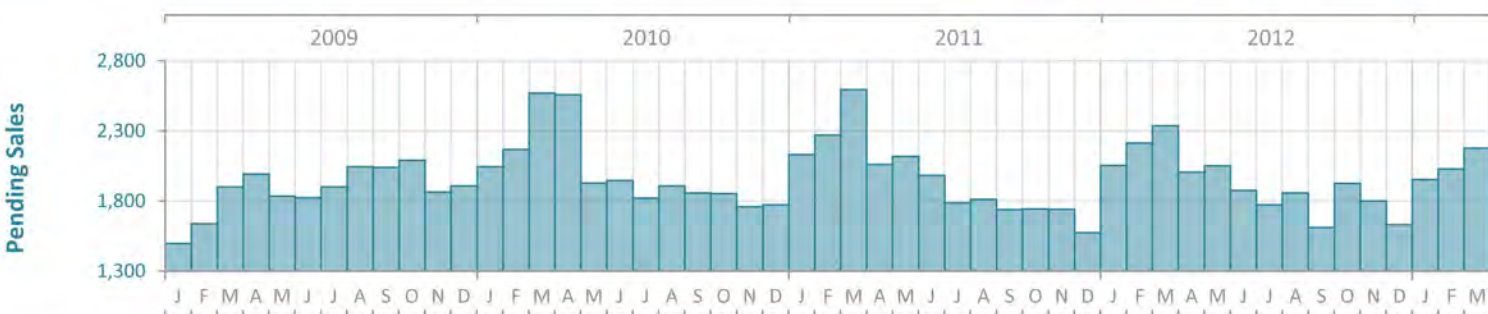


New Pending Sales

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
March 2013	2,178	-6.8%
February 2013	2,029	-8.3%
January 2013	1,954	-4.9%
December 2012	1,631	3.6%
November 2012	1,800	3.3%
October 2012	1,926	10.5%
September 2012	1,612	-7.2%
August 2012	1,857	2.5%
July 2012	1,774	-0.7%
June 2012	1,876	-5.4%
May 2012	2,052	-3.2%
April 2012	2,005	-2.7%
March 2012	2,337	-10.0%



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
March 2013	2,317	-4.5%
February 2013	2,297	1.0%
January 2013	2,635	8.9%
December 2012	1,777	-1.9%
November 2012	2,120	-1.9%
October 2012	2,156	-1.0%
September 2012	1,782	-10.0%
August 2012	1,960	-6.5%
July 2012	1,975	0.5%
June 2012	1,976	-7.5%
May 2012	2,125	-0.1%
April 2012	2,288	-0.6%
March 2012	2,427	-4.2%



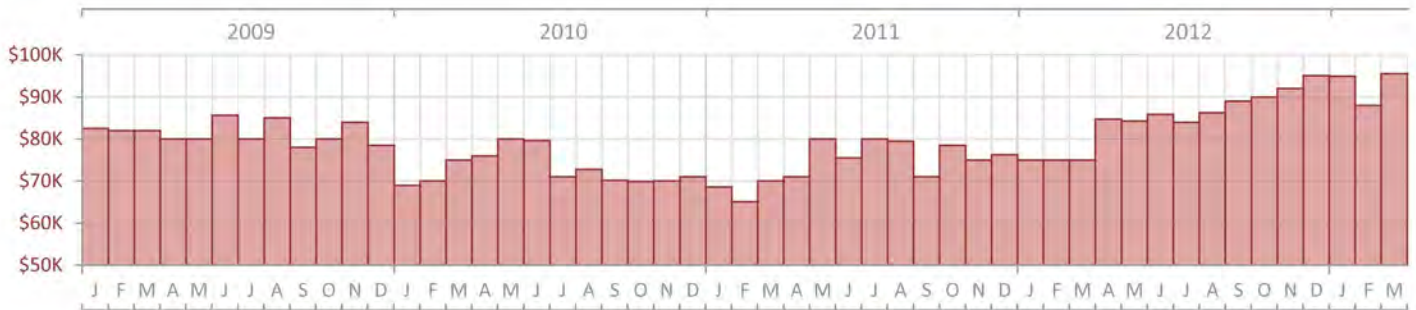
Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Month	Median Sale Price	Percent Change Year-over-Year
March 2013	\$95,500	27.3%
February 2013	\$88,000	17.3%
January 2013	\$94,900	26.5%
December 2012	\$95,100	24.7%
November 2012	\$92,000	22.7%
October 2012	\$90,000	14.6%
September 2012	\$89,000	25.4%
August 2012	\$86,250	8.6%
July 2012	\$84,000	5.0%
June 2012	\$85,900	13.8%
May 2012	\$84,275	5.3%
April 2012	\$84,700	19.3%
March 2012	\$75,000	7.1%

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.

Median Sale Price



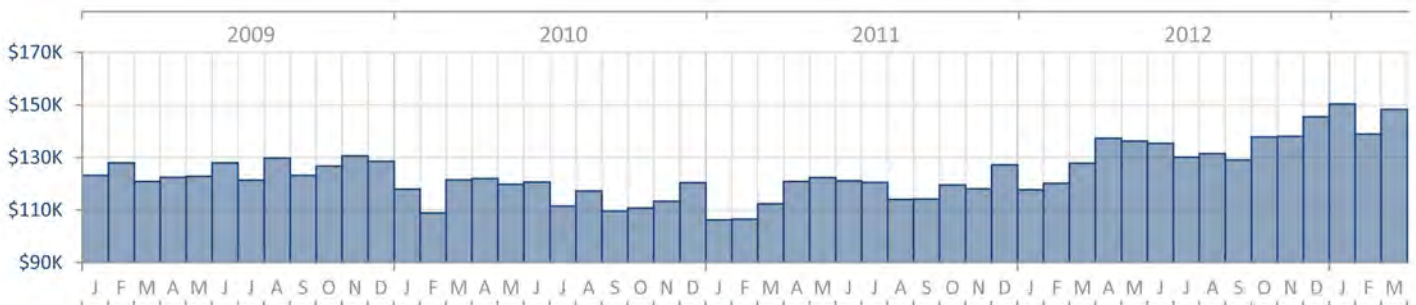
Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Month	Average Sale Price	Percent Change Year-over-Year
March 2013	\$148,181	15.9%
February 2013	\$138,891	15.6%
January 2013	\$150,364	27.7%
December 2012	\$145,412	14.3%
November 2012	\$138,000	16.9%
October 2012	\$137,713	15.3%
September 2012	\$128,957	13.0%
August 2012	\$131,473	15.3%
July 2012	\$130,149	8.0%
June 2012	\$135,306	11.8%
May 2012	\$136,237	11.4%
April 2012	\$137,223	13.5%
March 2012	\$127,836	13.8%

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.

Average Sale Price

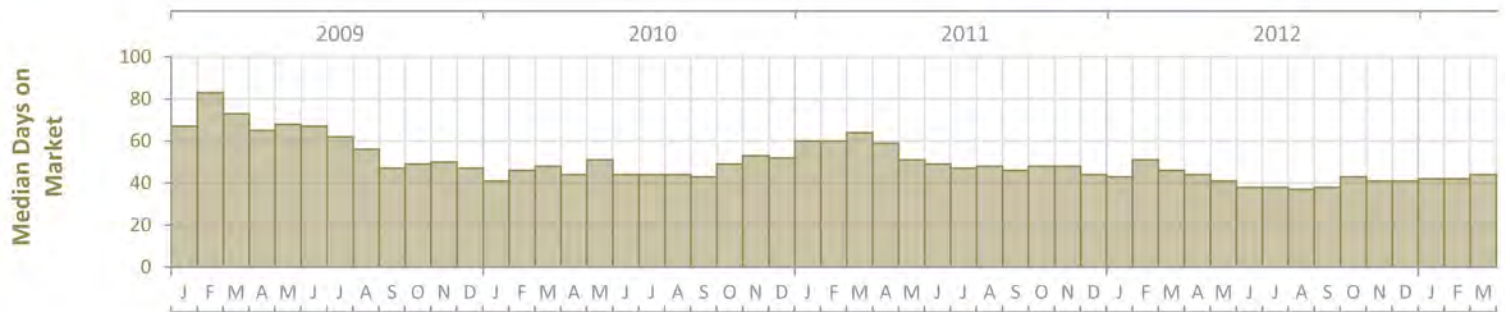


Median Days on Market

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
March 2013	44	-4.3%
February 2013	42	-17.6%
January 2013	42	-2.3%
December 2012	41	-6.8%
November 2012	41	-14.6%
October 2012	43	-10.4%
September 2012	38	-17.4%
August 2012	37	-22.9%
July 2012	38	-19.1%
June 2012	38	-22.4%
May 2012	41	-19.6%
April 2012	44	-25.4%
March 2012	46	-28.1%

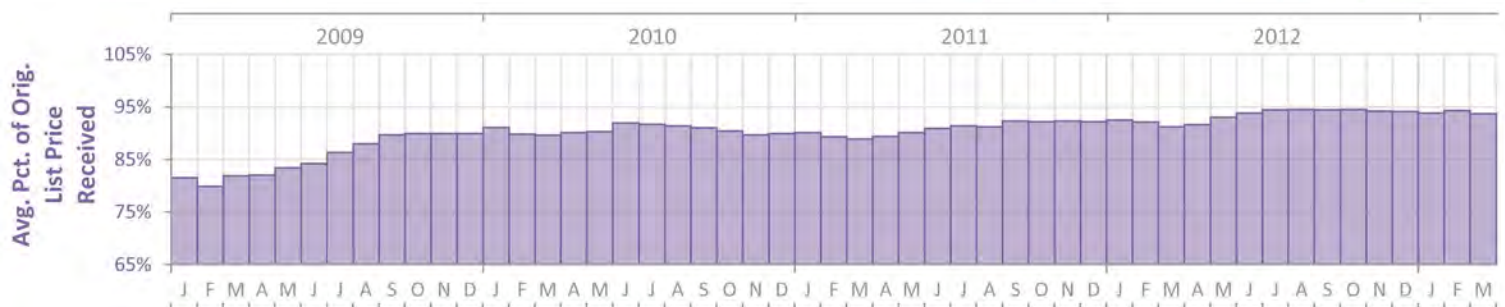


Average Percent of Original List Price Received

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
March 2013	93.7%	2.7%
February 2013	94.3%	2.4%
January 2013	93.8%	1.4%
December 2012	94.1%	2.1%
November 2012	94.2%	2.1%
October 2012	94.5%	2.5%
September 2012	94.4%	2.3%
August 2012	94.5%	3.6%
July 2012	94.4%	3.3%
June 2012	93.8%	3.2%
May 2012	93.0%	3.2%
April 2012	91.6%	2.5%
March 2012	91.2%	2.6%

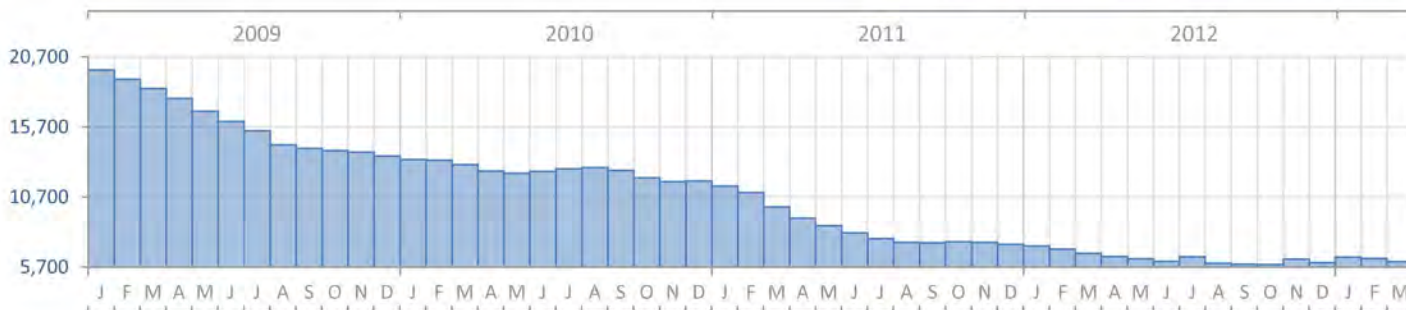


Inventory (Active Listings)

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
March 2013	6,089	-8.9%
February 2013	6,329	-9.4%
January 2013	6,407	-11.2%
December 2012	6,031	-17.7%
November 2012	6,275	-16.1%
October 2012	5,898	-21.4%
September 2012	5,901	-20.6%
August 2012	5,985	-19.7%
July 2012	6,441	-16.8%
June 2012	6,120	-25.0%
May 2012	6,308	-27.2%
April 2012	6,460	-29.8%
March 2012	6,687	-33.2%

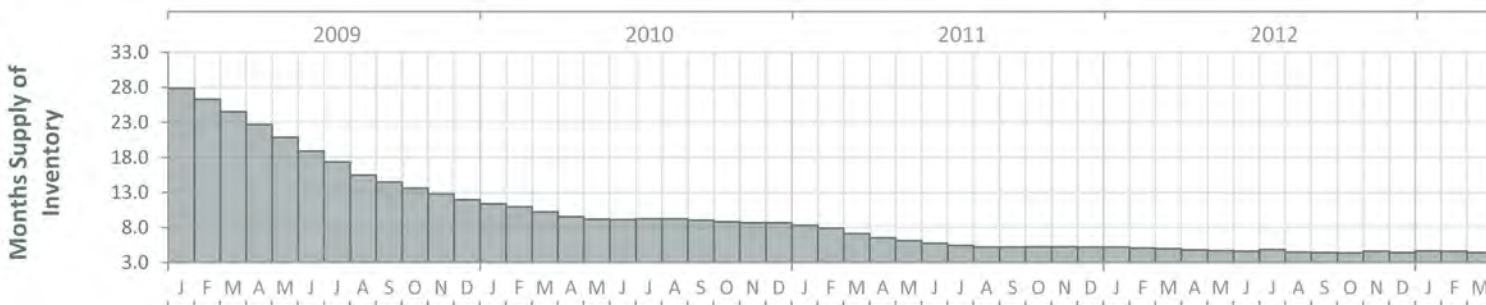


Months Supply of Inventory

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
March 2013	4.4	-10.7%
February 2013	4.6	-9.6%
January 2013	4.7	-10.5%
December 2012	4.4	-15.4%
November 2012	4.6	-12.3%
October 2012	4.4	-16.7%
September 2012	4.4	-15.0%
August 2012	4.5	-14.4%
July 2012	4.8	-11.7%
June 2012	4.6	-20.3%
May 2012	4.7	-22.9%
April 2012	4.8	-26.4%
March 2012	5.0	-30.2%

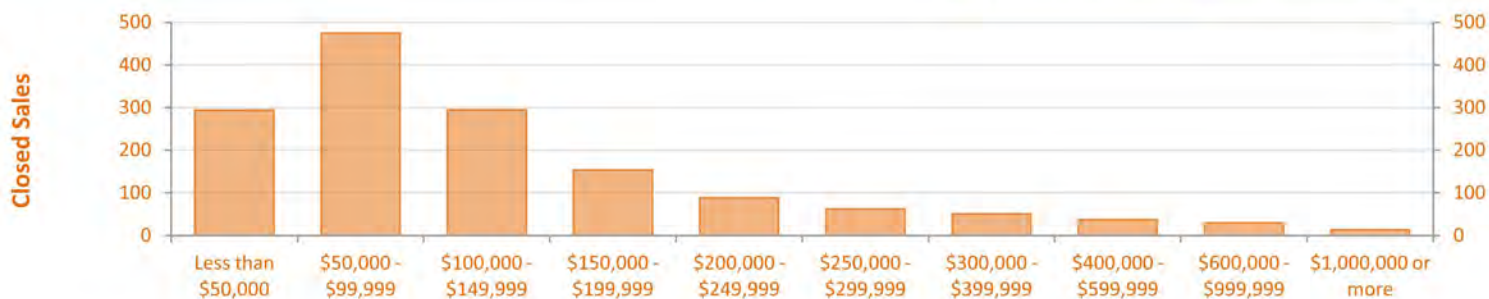


Closed Sales by Sale Price

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	294	-33.8%
\$50,000 - \$99,999	475	-4.4%
\$100,000 - \$149,999	295	30.0%
\$150,000 - \$199,999	154	7.7%
\$200,000 - \$249,999	88	18.9%
\$250,000 - \$299,999	62	67.6%
\$300,000 - \$399,999	51	-3.8%
\$400,000 - \$599,999	37	8.8%
\$600,000 - \$999,999	30	36.4%
\$1,000,000 or more	13	0.0%

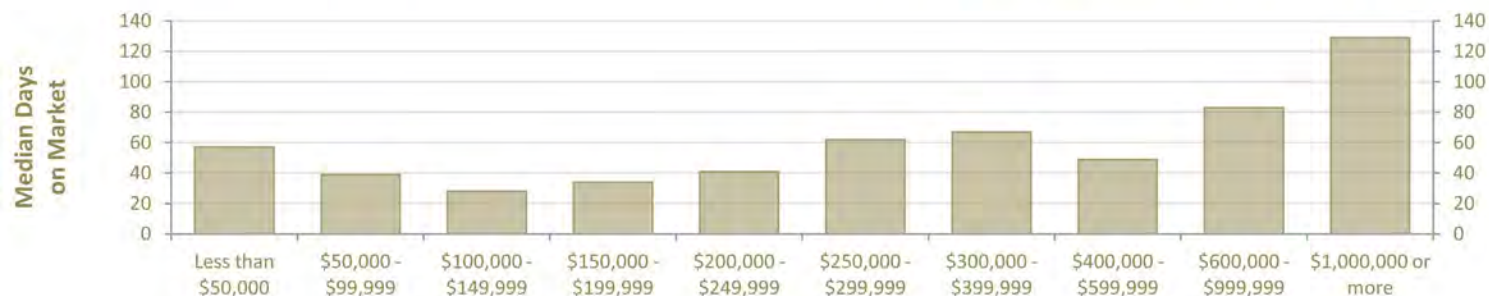


Median Days on Market by Sale Price

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	57	7.5%
\$50,000 - \$99,999	39	18.2%
\$100,000 - \$149,999	28	-31.7%
\$150,000 - \$199,999	34	-24.4%
\$200,000 - \$249,999	41	-33.9%
\$250,000 - \$299,999	62	-24.4%
\$300,000 - \$399,999	67	-23.9%
\$400,000 - \$599,999	49	-25.8%
\$600,000 - \$999,999	83	76.6%
\$1,000,000 or more	129	-27.9%



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	384	-31.7%
\$50,000 - \$99,999	733	-6.7%
\$100,000 - \$149,999	405	-1.0%
\$150,000 - \$199,999	244	1.2%
\$200,000 - \$249,999	137	21.2%
\$250,000 - \$299,999	108	50.0%
\$300,000 - \$399,999	123	20.6%
\$400,000 - \$599,999	91	40.0%
\$600,000 - \$999,999	58	18.4%
\$1,000,000 or more	34	21.4%

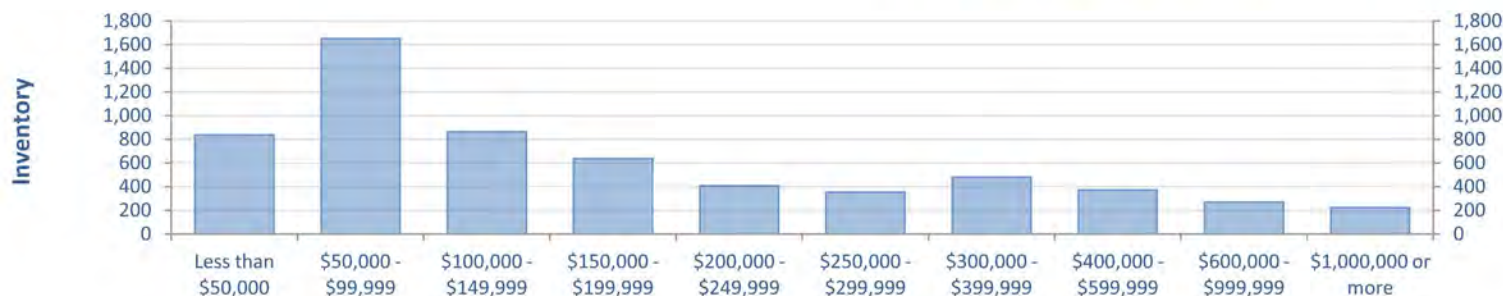


Inventory by Current Listing Price

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	836	-38.4%
\$50,000 - \$99,999	1,649	-13.2%
\$100,000 - \$149,999	863	-18.5%
\$150,000 - \$199,999	636	-3.3%
\$200,000 - \$249,999	408	13.0%
\$250,000 - \$299,999	353	12.1%
\$300,000 - \$399,999	479	32.0%
\$400,000 - \$599,999	371	35.4%
\$600,000 - \$999,999	270	17.9%
\$1,000,000 or more	224	30.2%



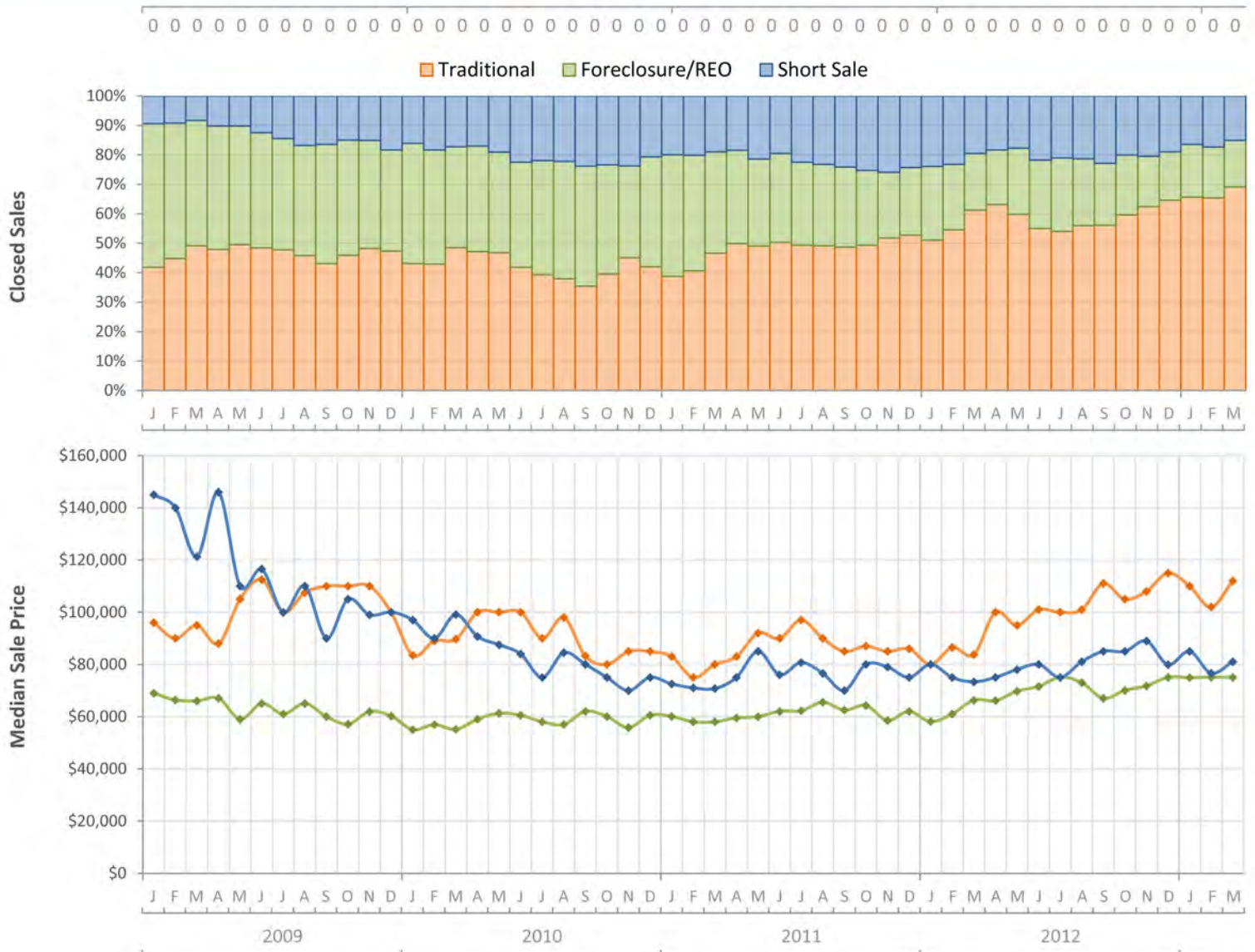
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Townhouses and Condos

Broward County



		March 2013	March 2012	Percent Change Year-over-Year
Traditional	Closed Sales	1,036	945	9.6%
	Median Sale Price	\$112,000	\$83,750	33.7%
Foreclosure/REO	Closed Sales	237	298	-20.5%
	Median Sale Price	\$75,000	\$66,250	13.2%
Short Sale	Closed Sales	226	301	-24.9%
	Median Sale Price	\$81,000	\$73,300	10.5%



Produced by Greater Fort Lauderdale REALTORS® with data provided by Florida's multiple listing services. Statistics for each month compiled from MLS feeds on the 15th day of the following month. Data released on Monday, April 22, 2013. Next data release is Wednesday, May 22, 2013.