

# Monthly Market Detail - January 2014

## Townhouses and Condos

### Palm Beach County



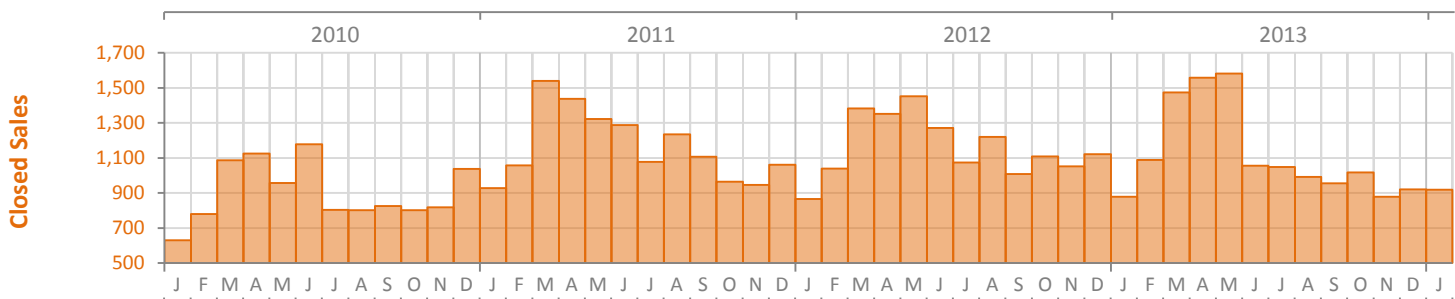
Summary Statistics	January 2014	January 2013	Percent Change Year-over-Year
Closed Sales	919	878	4.7%
Paid in Cash	709	692	2.5%
New Pending Sales	1,395	1,816	-23.2%
New Listings	2,269	2,284	-0.7%
Median Sale Price	\$117,750	\$90,000	30.8%
Average Sale Price	\$206,650	\$168,945	22.3%
Median Days on Market	57	73	-21.9%
Average Percent of Original List Price Received	92.7%	92.5%	0.2%
Pending Inventory	2,674	3,202	-16.5%
Inventory (Active Listings)	6,396	7,181	-10.9%
Months Supply of Inventory	5.7	6.2	-7.8%

## 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>January 2014</b>	<b>919</b>	<b>4.7%</b>
December 2013	921	-17.9%
November 2013	879	-16.5%
October 2013	1,017	-8.3%
September 2013	956	-5.3%
August 2013	991	-18.8%
July 2013	1,049	-2.3%
June 2013	1,056	-16.9%
May 2013	1,581	8.8%
April 2013	1,559	15.3%
March 2013	1,474	6.6%
February 2013	1,088	4.6%
January 2013	878	1.4%



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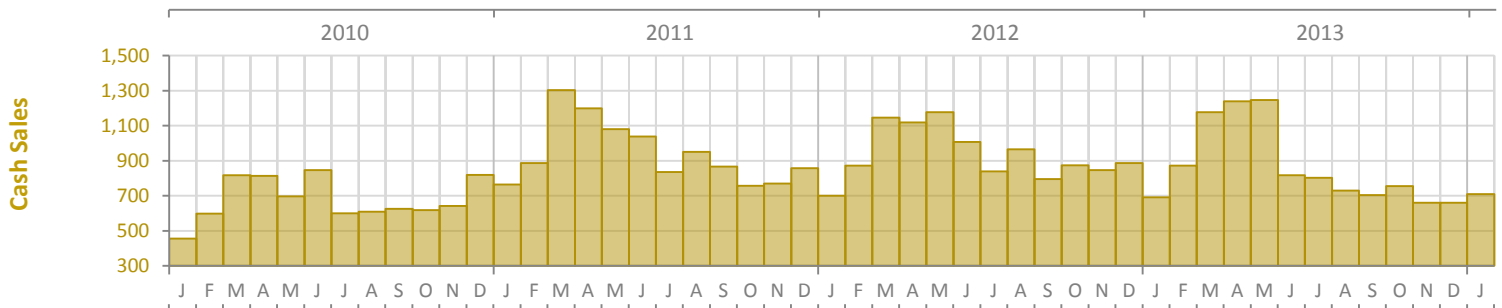
### Palm Beach County

## 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
<b>January 2014</b>	<b>709</b>	<b>2.5%</b>
December 2013	661	-25.5%
November 2013	661	-22.0%
October 2013	756	-13.5%
September 2013	705	-11.3%
August 2013	730	-24.4%
July 2013	802	-4.4%
June 2013	817	-18.9%
May 2013	1,246	5.8%
April 2013	1,240	10.8%
March 2013	1,177	2.7%
February 2013	873	0.0%
January 2013	692	-1.3%

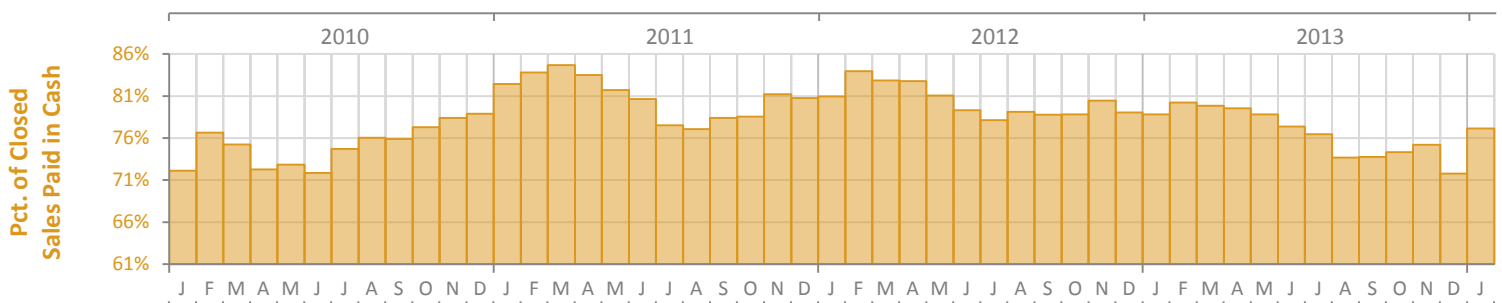


## Cash Sales as a Percentage of Closed Sales

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
<b>January 2014</b>	<b>77.1%</b>	<b>-2.1%</b>
December 2013	71.8%	-9.2%
November 2013	75.2%	-6.5%
October 2013	74.3%	-5.7%
September 2013	73.7%	-6.4%
August 2013	73.7%	-6.9%
July 2013	76.5%	-2.1%
June 2013	77.4%	-2.4%
May 2013	78.8%	-2.8%
April 2013	79.5%	-3.9%
March 2013	79.9%	-3.6%
February 2013	80.2%	-4.4%
January 2013	78.8%	-2.6%



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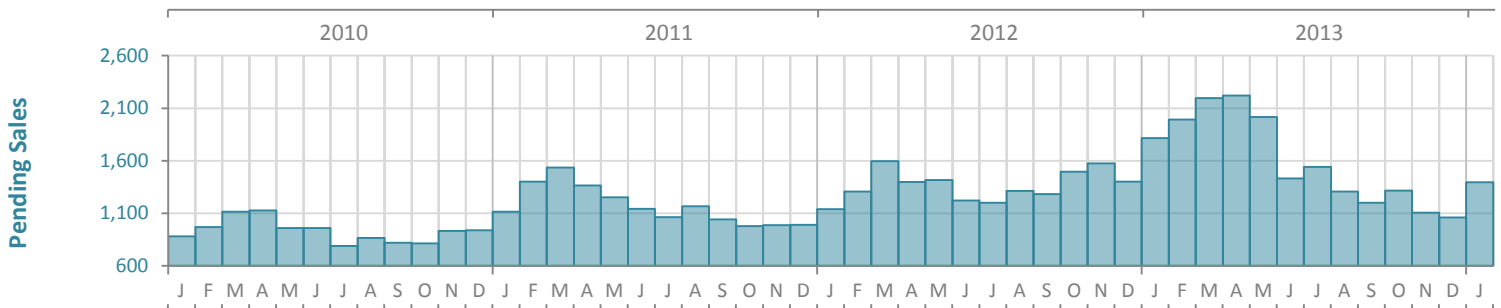
### Palm Beach County

## 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>January 2014</b>	<b>1,395</b>	<b>-23.2%</b>
December 2013	1,061	-24.3%
November 2013	1,106	-29.7%
October 2013	1,317	-11.9%
September 2013	1,199	-6.5%
August 2013	1,307	-0.4%
July 2013	1,541	28.3%
June 2013	1,431	17.2%
May 2013	2,016	42.4%
April 2013	2,220	58.9%
March 2013	2,197	37.6%
February 2013	1,992	52.5%
January 2013	1,816	59.2%

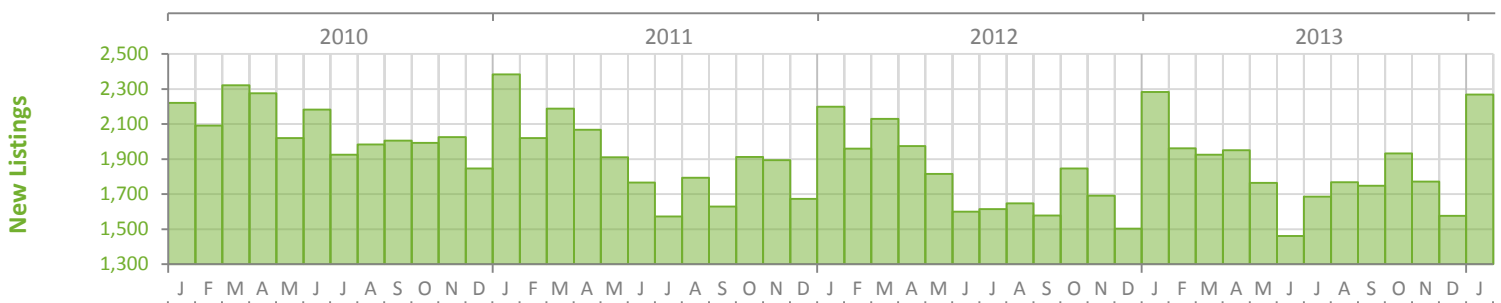


## New Listings

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>January 2014</b>	<b>2,269</b>	<b>-0.7%</b>
December 2013	1,576	4.9%
November 2013	1,771	4.7%
October 2013	1,932	4.7%
September 2013	1,748	10.8%
August 2013	1,768	7.3%
July 2013	1,685	4.4%
June 2013	1,461	-8.7%
May 2013	1,765	-2.8%
April 2013	1,951	-1.2%
March 2013	1,926	-9.5%
February 2013	1,961	0.1%
January 2013	2,284	3.9%



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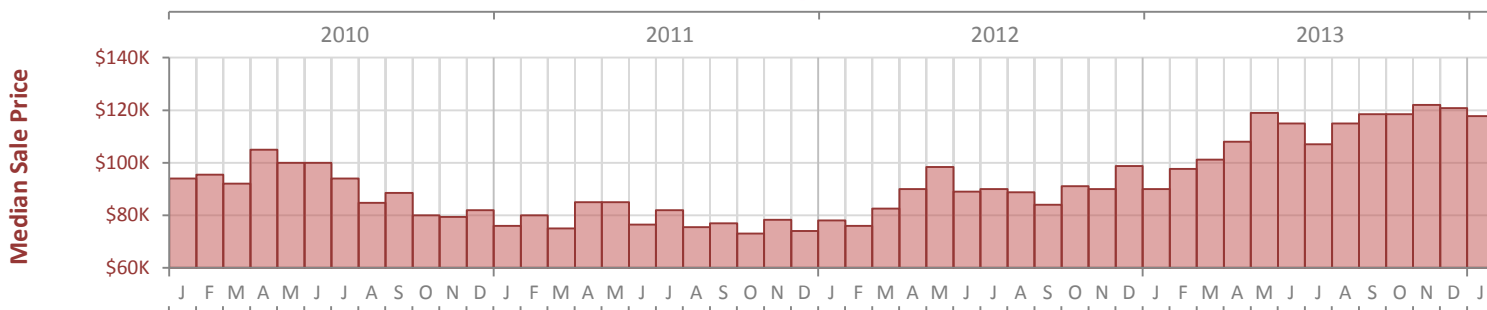
### Palm Beach County

## 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>January 2014</b>	<b>\$117,750</b>	<b>30.8%</b>
December 2013	\$120,750	22.3%
November 2013	\$122,000	35.6%
October 2013	\$118,500	30.1%
September 2013	\$118,500	41.1%
August 2013	\$115,000	29.6%
July 2013	\$107,000	18.9%
June 2013	\$115,000	29.2%
May 2013	\$119,000	20.9%
April 2013	\$108,000	20.0%
March 2013	\$101,250	22.7%
February 2013	\$97,675	28.5%
January 2013	\$90,000	15.4%

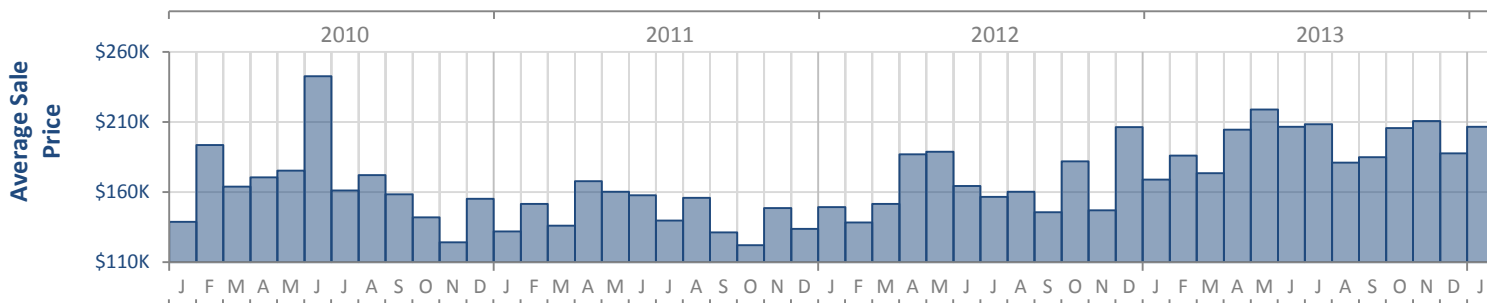


## Average Sale Price

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>January 2014</b>	<b>\$206,650</b>	<b>22.3%</b>
December 2013	\$187,581	-9.2%
November 2013	\$210,843	43.5%
October 2013	\$205,621	13.0%
September 2013	\$184,915	26.8%
August 2013	\$181,068	13.0%
July 2013	\$208,574	33.2%
June 2013	\$206,729	25.8%
May 2013	\$218,972	16.0%
April 2013	\$204,538	9.3%
March 2013	\$173,486	14.4%
February 2013	\$185,989	34.5%
January 2013	\$168,945	13.1%



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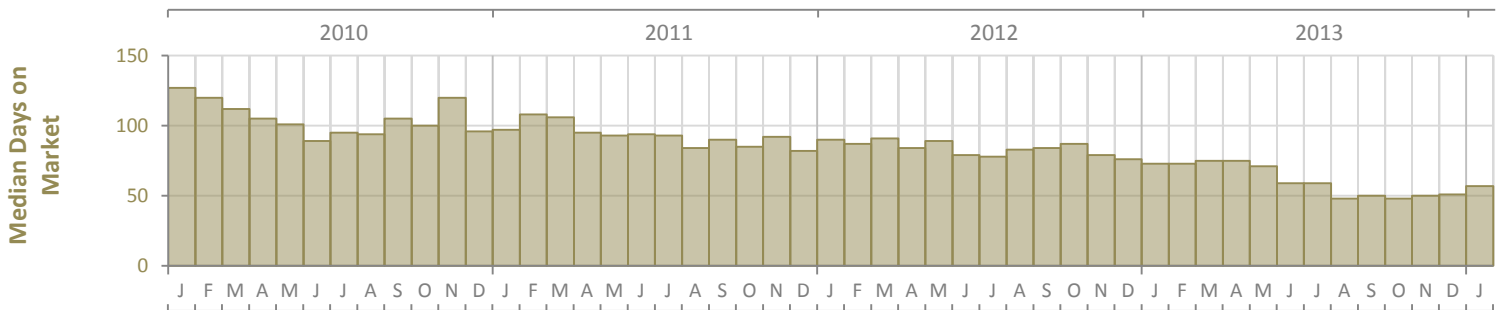


### Median Days on Market

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
January 2014	57	-21.9%
December 2013	51	-32.9%
November 2013	50	-36.7%
October 2013	48	-44.8%
September 2013	50	-40.5%
August 2013	48	-42.2%
July 2013	59	-24.4%
June 2013	59	-25.3%
May 2013	71	-20.2%
April 2013	75	-10.7%
March 2013	75	-17.6%
February 2013	73	-16.1%
January 2013	73	-18.9%

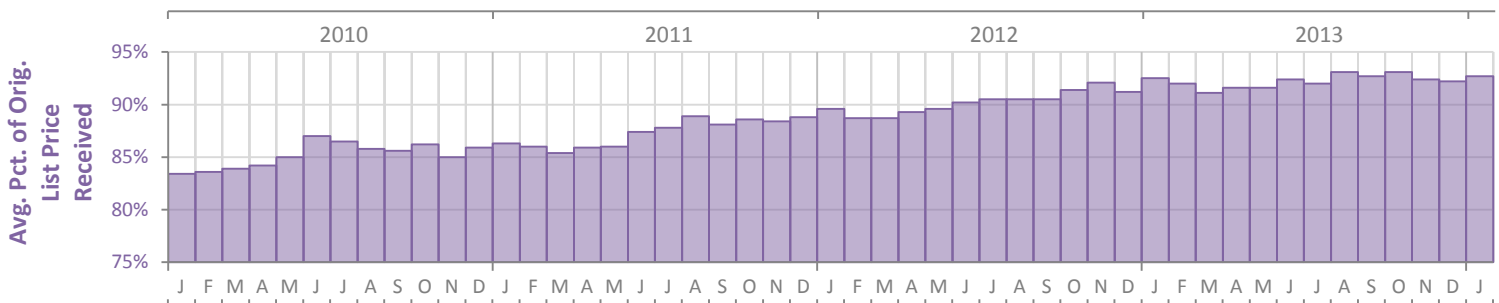


### Average Percent of Original List Price Received

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
January 2014	92.7%	0.2%
December 2013	92.2%	1.1%
November 2013	92.4%	0.3%
October 2013	93.1%	1.9%
September 2013	92.7%	2.4%
August 2013	93.1%	2.9%
July 2013	92.0%	1.7%
June 2013	92.4%	2.4%
May 2013	91.6%	2.2%
April 2013	91.6%	2.6%
March 2013	91.1%	2.7%
February 2013	92.0%	3.7%
January 2013	92.5%	3.2%



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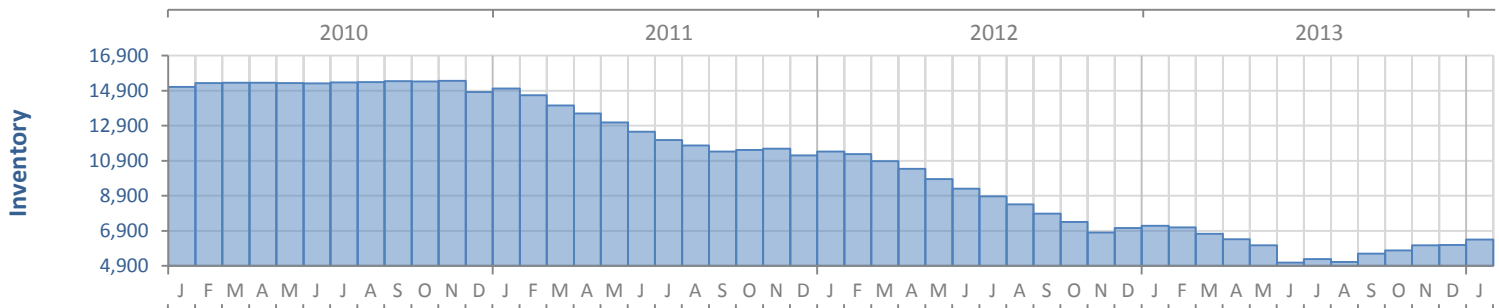


### Inventory (Active Listings)

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
January 2014	6,396	-10.9%
December 2013	6,091	-13.7%
November 2013	6,072	-10.8%
October 2013	5,790	-21.9%
September 2013	5,600	-29.0%
August 2013	5,129	-39.0%
July 2013	5,290	-40.3%
June 2013	5,082	-45.4%
May 2013	6,065	-38.4%
April 2013	6,428	-38.5%
March 2013	6,730	-38.1%
February 2013	7,089	-37.2%
January 2013	7,181	-37.1%

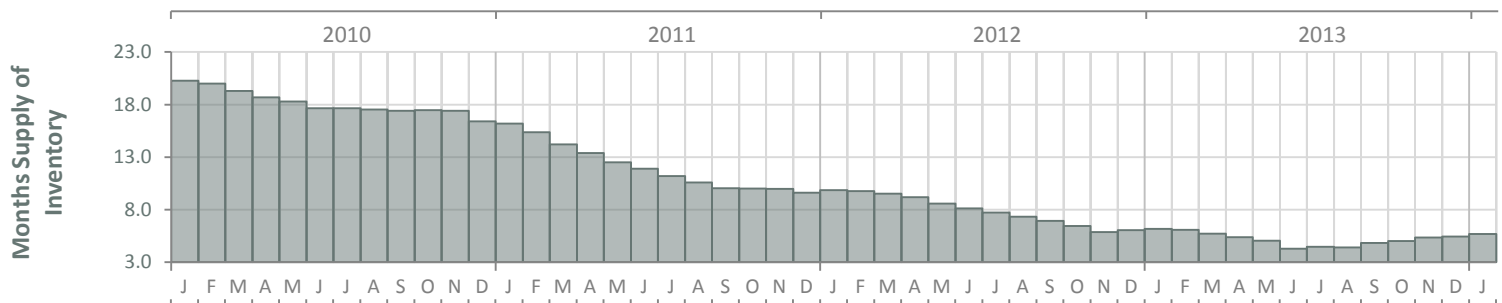


### Months Supply of Inventory

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
January 2014	5.7	-7.8%
December 2013	5.4	-10.4%
November 2013	5.3	-9.2%
October 2013	5.0	-22.1%
September 2013	4.8	-30.4%
August 2013	4.4	-40.0%
July 2013	4.5	-42.2%
June 2013	4.3	-47.2%
May 2013	5.0	-41.3%
April 2013	5.4	-41.3%
March 2013	5.7	-39.8%
February 2013	6.1	-37.8%
January 2013	6.2	-37.4%

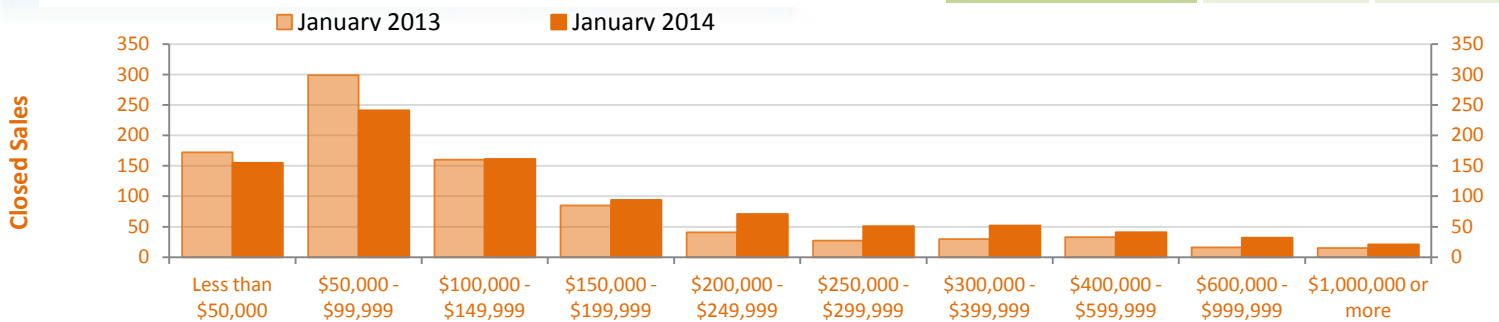


### Closed Sales by Sale Price

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	155	-9.9%
\$50,000 - \$99,999	241	-19.4%
\$100,000 - \$149,999	161	0.6%
\$150,000 - \$199,999	94	10.6%
\$200,000 - \$249,999	71	73.2%
\$250,000 - \$299,999	51	88.9%
\$300,000 - \$399,999	52	73.3%
\$400,000 - \$599,999	41	24.2%
\$600,000 - \$999,999	32	100.0%
\$1,000,000 or more	21	40.0%

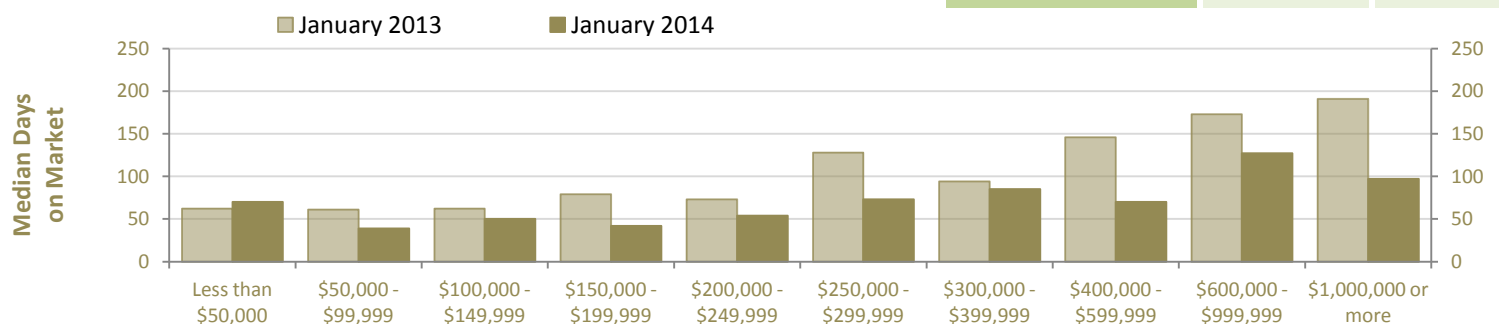


### Median Days on Market by Sale Price

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	70	12.9%
\$50,000 - \$99,999	39	-36.1%
\$100,000 - \$149,999	50	-19.4%
\$150,000 - \$199,999	42	-46.8%
\$200,000 - \$249,999	54	-26.0%
\$250,000 - \$299,999	73	-43.0%
\$300,000 - \$399,999	85	-9.6%
\$400,000 - \$599,999	70	-52.1%
\$600,000 - \$999,999	127	-26.6%
\$1,000,000 or more	97	-49.2%



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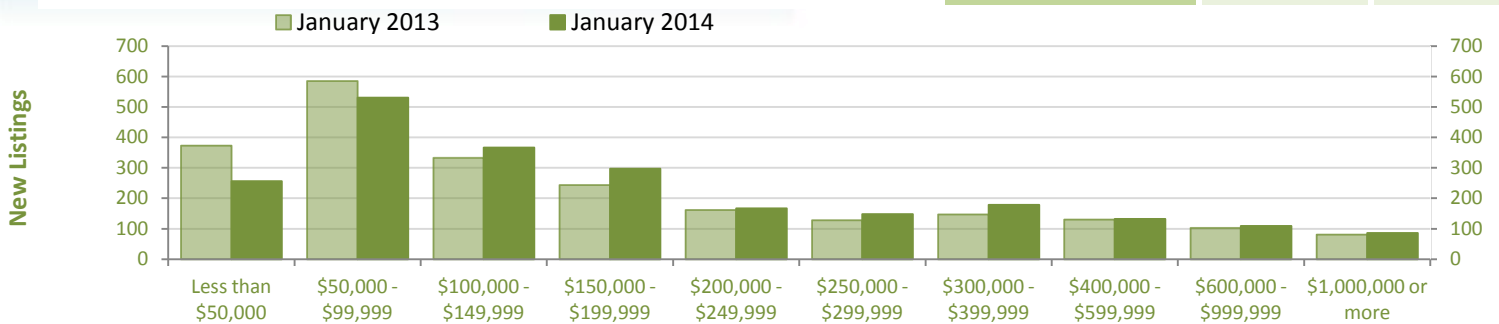


### New Listings by Initial Listing Price

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	256	-31.4%
\$50,000 - \$99,999	530	-9.4%
\$100,000 - \$149,999	366	9.9%
\$150,000 - \$199,999	297	22.2%
\$200,000 - \$249,999	167	3.7%
\$250,000 - \$299,999	148	15.6%
\$300,000 - \$399,999	178	21.1%
\$400,000 - \$599,999	132	1.5%
\$600,000 - \$999,999	109	5.8%
\$1,000,000 or more	86	6.2%

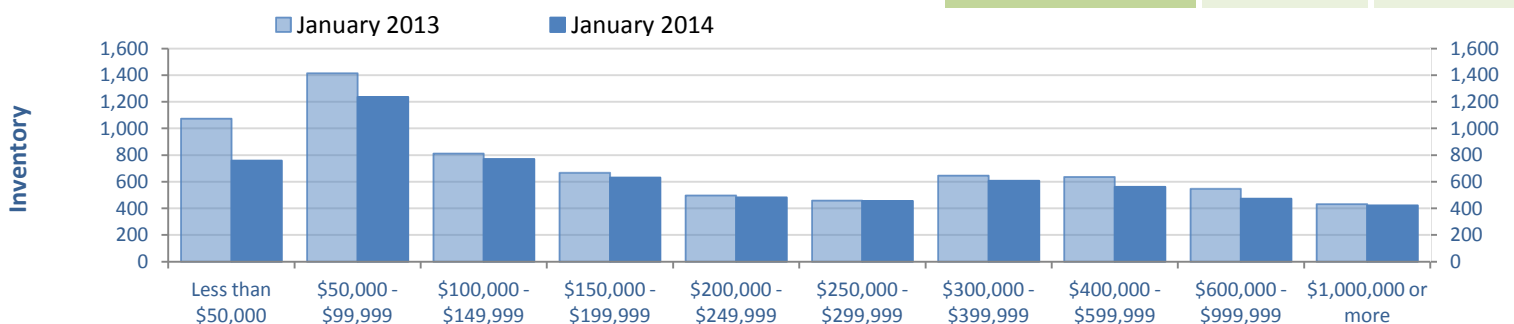


### Inventory by Current Listing Price

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	759	-29.2%
\$50,000 - \$99,999	1,237	-12.6%
\$100,000 - \$149,999	770	-5.2%
\$150,000 - \$199,999	630	-5.7%
\$200,000 - \$249,999	482	-2.8%
\$250,000 - \$299,999	456	-0.4%
\$300,000 - \$399,999	607	-6.0%
\$400,000 - \$599,999	561	-11.7%
\$600,000 - \$999,999	473	-13.7%
\$1,000,000 or more	421	-2.3%





# Monthly Distressed Market - January 2014

## Townhouses and Condos

### Palm Beach County



		January 2014	January 2013	Percent Change Year-over-Year
Traditional	Closed Sales	688	689	-0.1%
	Median Sale Price	\$140,000	\$100,000	40.0%
Foreclosure/REO	Closed Sales	169	73	131.5%
	Median Sale Price	\$82,000	\$72,800	12.6%
Short Sale	Closed Sales	62	116	-46.6%
	Median Sale Price	\$88,000	\$77,300	13.8%

