

# Monthly Indicators

For residential real estate activity by members of  
the Florida REALTORS®



## March 2012

Navigating through a complex and fast-moving marketplace is tough work. Agents are being called upon to provide fact-based guidance in a timely fashion – and rightly so. MLS data is detailed, accurate and very much “now.” It makes the magic of data-driven decision-making possible. So go ahead, channel the collective energy of your hard-earned status changes and let’s see what the facts tell us about March 2012.

New Listings were down 6.7 percent for detached homes and 9.7 percent for attached properties. Pending Sales increased 27.8 percent for single-family homes and 18.7 percent for townhouse-condo properties.

The Median Sales Price was up 10.3 percent to \$139,000 for detached homes and 20.8 percent to \$105,000 for attached properties. Months Supply of Inventory decreased 43.4 percent for single-family units and 44.1 percent for townhouse-condo units.

For better or worse – usually better – housing is closely tied to the broader economy. As much as we're in the valley of a residential real estate rebalancing act, it's important to keep tabs on economic changes. While the Florida unemployment rate remains higher than the nation, it has come down one full percentage point to 9.4 percent in just the past five months. The strongest job growth is occurring in professional, business, education and health services along with leisure and hospitality.

## Monthly Snapshot

**- 5.7%**      **+ 10.3%**      **- 35.5%**

One-Year Change in **Closed Sales** Single-Family Homes  
One-Year Change in **Median Sales Price** Single-Family Homes  
One-Year Change in **Homes for Sale** 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.



Key Metrics	Historical Sparklines	3-2011	3-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
<b>New Listings</b>		31,497	<b>29,397</b>	- 6.7%	92,291	<b>88,132</b>	- 4.5%
<b>Pending Sales</b>		21,428	<b>27,380</b>	+ 27.8%	56,733	<b>70,646</b>	+ 24.5%
<b>Closed Sales</b>		19,480	<b>18,370</b>	- 5.7%	47,397	<b>46,108</b>	- 2.7%
<b>Days on Market</b>		126	<b>120</b>	- 5.1%	124	<b>121</b>	- 2.4%
<b>Median Sales Price</b>		\$126,000	<b>\$139,000</b>	+ 10.3%	\$125,000	<b>\$135,000</b>	+ 8.0%
<b>Average Sales Price</b>		\$198,892	<b>\$215,539</b>	+ 8.4%	\$196,480	<b>\$207,379</b>	+ 5.5%
<b>Pct. of Orig. Price Received</b>		87.4%	<b>90.1%</b>	+ 3.1%	87.5%	<b>89.8%</b>	+ 2.7%
<b>Affordability Index</b>		175	<b>174</b>	- 0.6%	176	<b>178</b>	+ 1.1%
<b>Homes for Sale</b>		172,884	<b>111,461</b>	- 35.5%	--	--	--
<b>Months Supply</b>		10.4	<b>5.9</b>	- 43.4%	--	--	--

# 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.



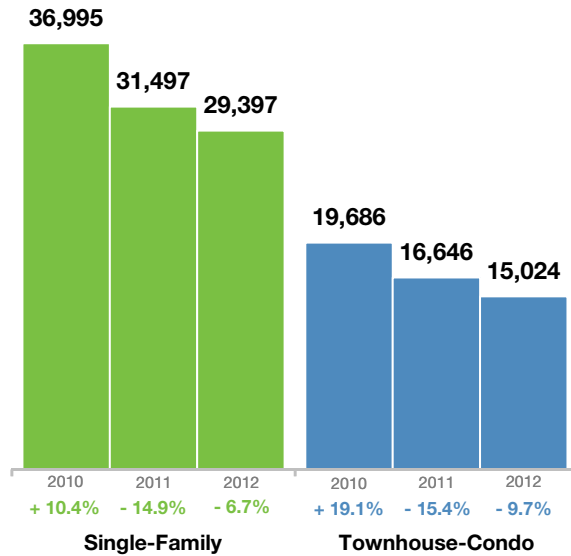
Key Metrics	Historical Sparklines	3-2011	3-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
<b>New Listings</b>		16,646	<b>15,024</b>	- 9.7%	49,555	<b>45,692</b>	- 7.8%
<b>Pending Sales</b>		12,361	<b>14,672</b>	+ 18.7%	33,616	<b>37,883</b>	+ 12.7%
<b>Closed Sales</b>		11,431	<b>10,012</b>	- 12.4%	27,892	<b>24,677</b>	- 11.5%
<b>Days on Market</b>		137	<b>130</b>	- 5.2%	132	<b>129</b>	- 2.4%
<b>Median Sales Price</b>		\$86,900	<b>\$105,000</b>	+ 20.8%	\$84,000	<b>\$99,500</b>	+ 18.5%
<b>Average Sales Price</b>		\$155,526	<b>\$176,822</b>	+ 13.7%	\$148,864	<b>\$169,798</b>	+ 14.1%
<b>Pct. of Orig. Price Received</b>		88.0%	<b>90.7%</b>	+ 3.1%	88.4%	<b>90.8%</b>	+ 2.8%
<b>Affordability Index</b>		231	<b>215</b>	- 6.8%	236	<b>223</b>	- 5.4%
<b>Homes for Sale</b>		97,217	<b>59,284</b>	- 39.0%	--	--	--
<b>Months Supply</b>		10.8	<b>6.0</b>	- 44.1%	--	--	--

# New Listings

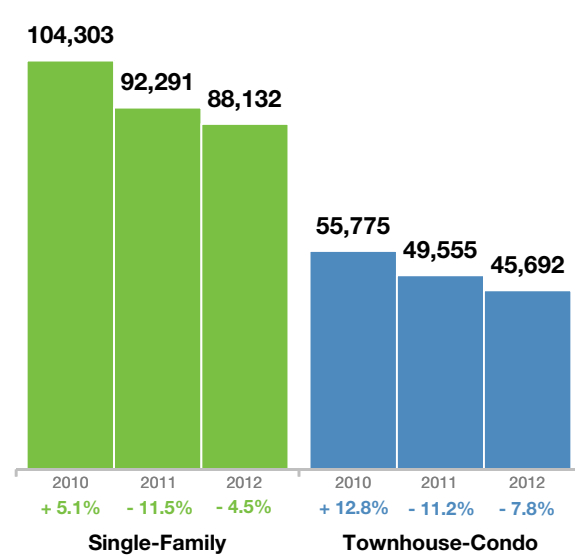
A count of the properties that have been newly listed on the market in a given month.



## March

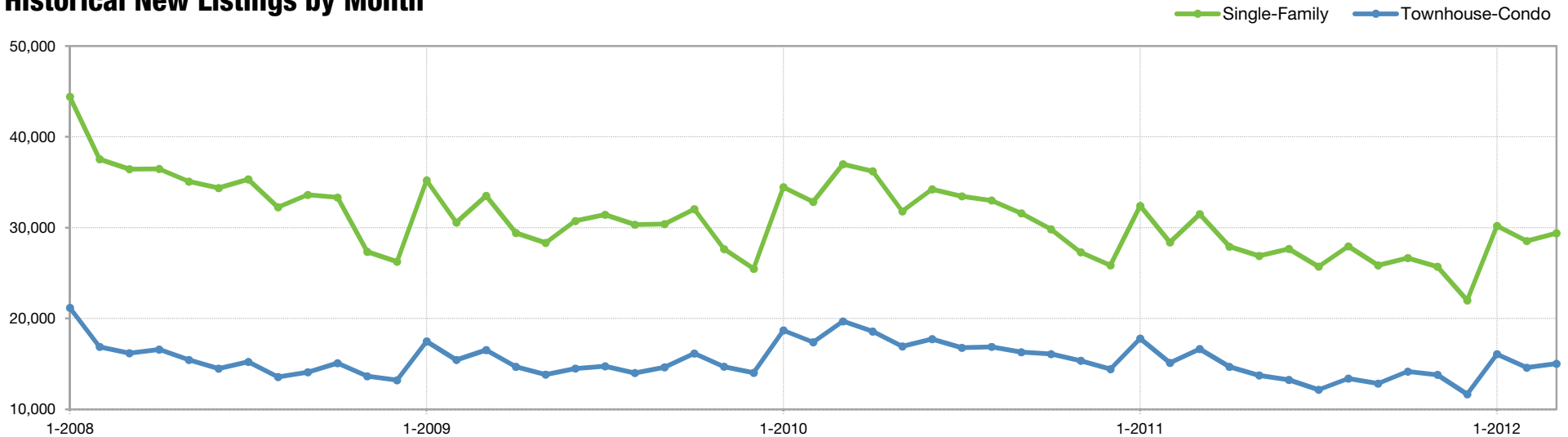


## Year to Date



New Listings	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	27,913	-22.9%	14,681	-21.0%
May 2011	26,893	-15.4%	13,745	-18.8%
June 2011	27,673	-19.1%	13,244	-25.3%
July 2011	25,723	-23.1%	12,166	-27.5%
August 2011	27,945	-15.3%	13,394	-20.7%
September 2011	25,861	-18.1%	12,835	-21.2%
October 2011	26,667	-10.6%	14,156	-12.0%
November 2011	25,705	-5.8%	13,809	-10.1%
December 2011	22,000	-14.9%	11,671	-19.1%
January 2012	30,195	-6.8%	16,080	-9.6%
February 2012	28,540	+0.5%	14,588	-3.5%
<b>March 2012</b>	<b>29,397</b>	<b>-6.7%</b>	<b>15,024</b>	<b>-9.7%</b>
12-Month Avg.	27,043	-13.6%	13,783	-16.7%

## Historical New Listings by Month

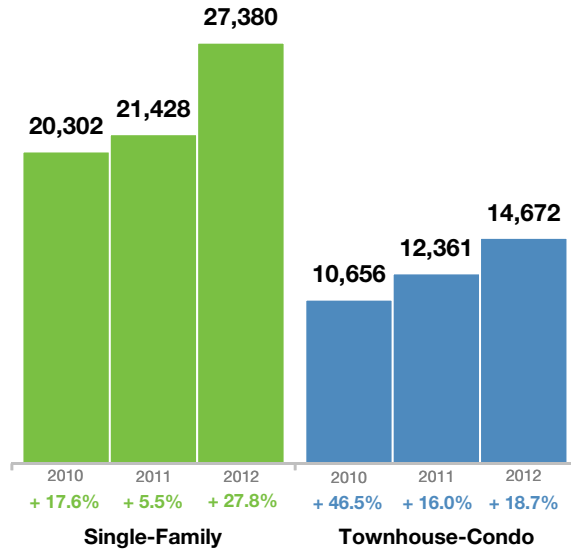


Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of April 15, 2012. All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing. | Click for Cover | 4

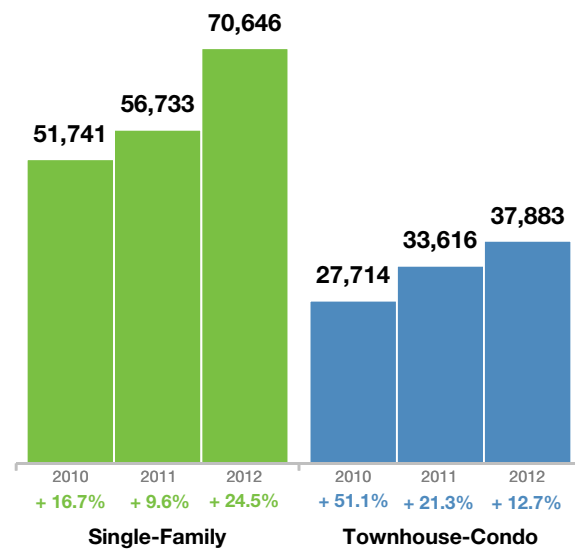
# Pending Sales

A count of the properties on which offers have been accepted in a given month.

## March

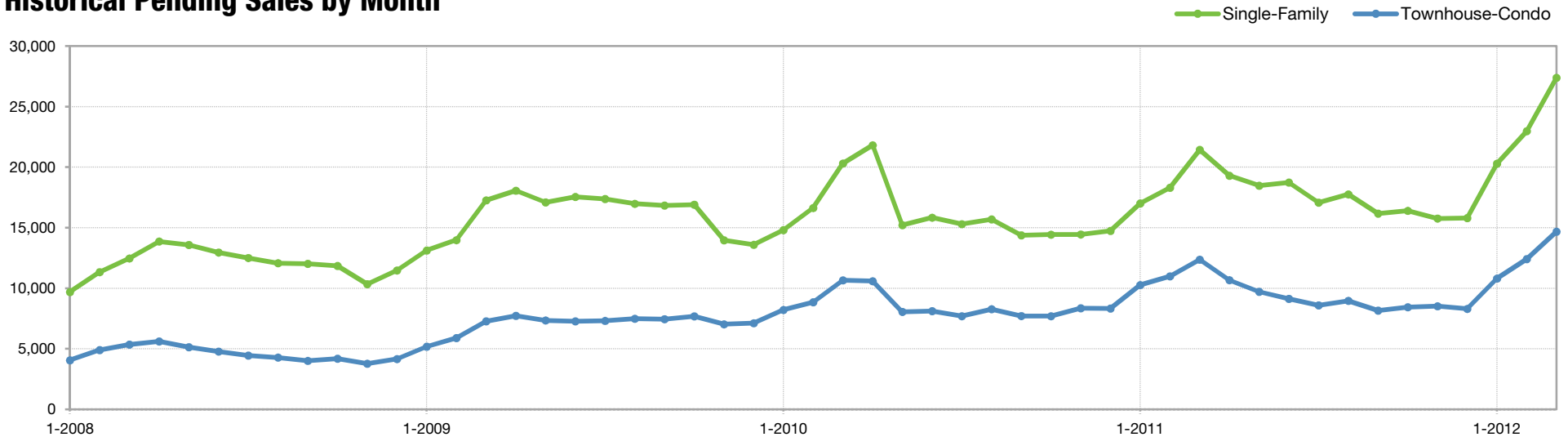


## Year to Date



Pending Sales	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	19,291	-11.5%	10,671	+0.8%
May 2011	18,469	+21.4%	9,712	+20.6%
June 2011	18,729	+18.3%	9,128	+12.5%
July 2011	17,075	+11.6%	8,586	+11.6%
August 2011	17,753	+13.2%	8,965	+8.3%
September 2011	16,169	+12.5%	8,154	+5.7%
October 2011	16,395	+13.6%	8,437	+9.6%
November 2011	15,762	+9.1%	8,516	+2.0%
December 2011	15,800	+7.2%	8,297	-0.4%
January 2012	20,292	+19.3%	10,804	+5.3%
February 2012	22,974	+25.5%	12,407	+12.9%
<b>March 2012</b>	<b>27,380</b>	<b>+27.8%</b>	<b>14,672</b>	<b>+18.7%</b>
12-Month Avg.	18,841	+13.9%	9,862	+9.2%

## Historical Pending Sales by Month

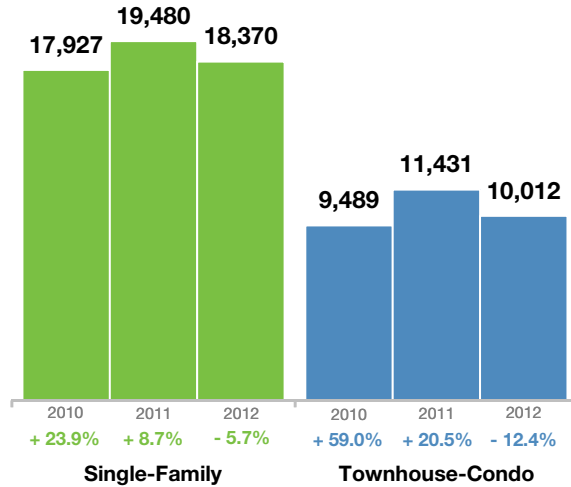


# Closed Sales

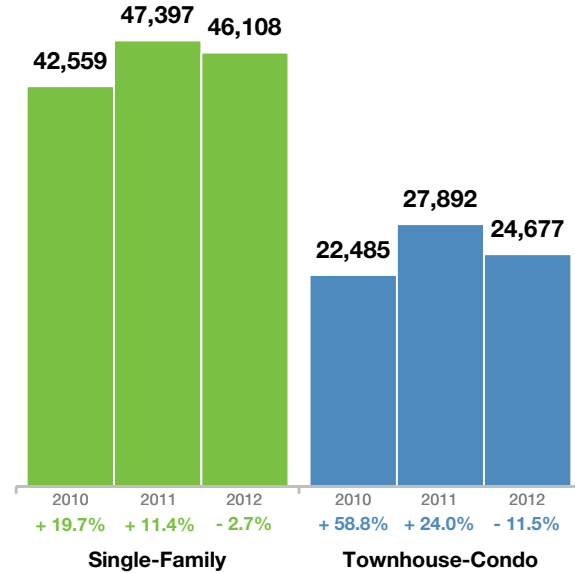
A count of the actual sales that closed in a given month.



## March

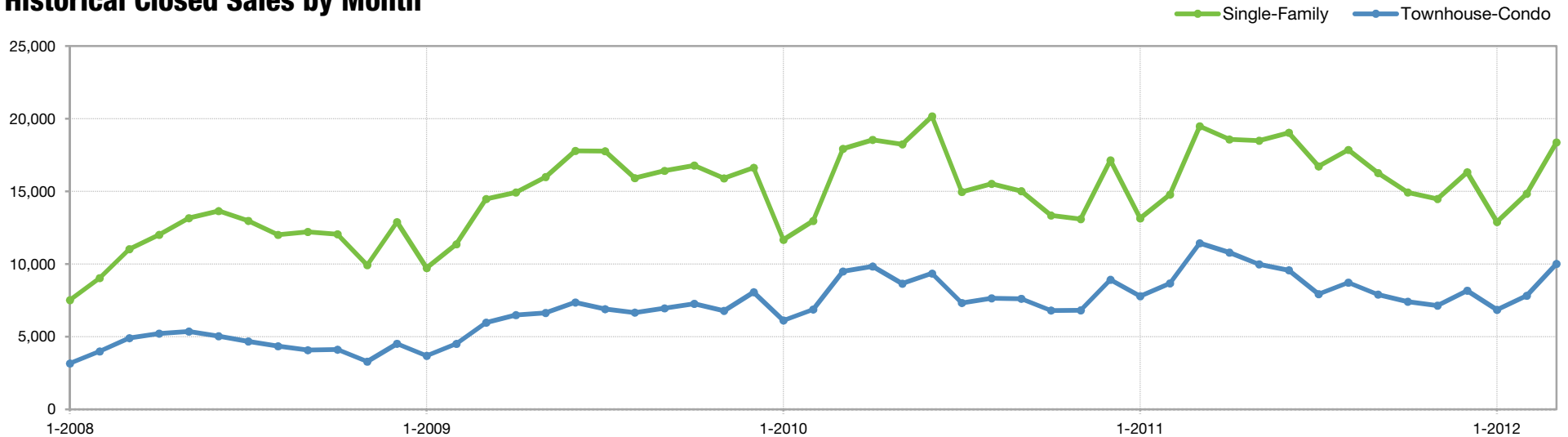


## Year to Date



Closed Sales	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	18,574	+0.1%	10,789	+9.7%
May 2011	18,489	+1.4%	9,983	+15.5%
June 2011	19,037	-5.6%	9,576	+2.5%
July 2011	16,719	+11.8%	7,929	+8.2%
August 2011	17,853	+15.0%	8,722	+14.1%
September 2011	16,265	+8.3%	7,903	+3.8%
October 2011	14,926	+11.9%	7,408	+8.8%
November 2011	14,482	+10.6%	7,139	+4.8%
December 2011	16,321	-4.8%	8,170	-8.4%
January 2012	12,897	-1.9%	6,848	-12.1%
February 2012	14,841	+0.4%	7,817	-9.9%
<b>March 2012</b>	<b>18,370</b>	<b>-5.7%</b>	<b>10,012</b>	<b>-12.4%</b>
12-Month Avg.	16,565	+2.8%	8,525	+1.4%

## Historical Closed Sales by Month



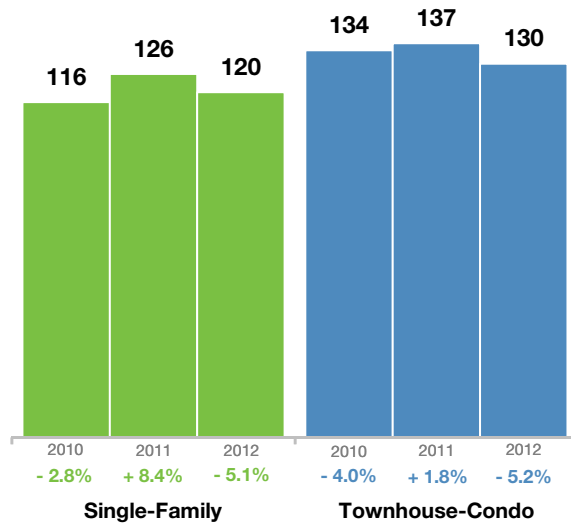
Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of April 15, 2012. All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing. | Click for Cover | 6

# Days on Market Until Sale

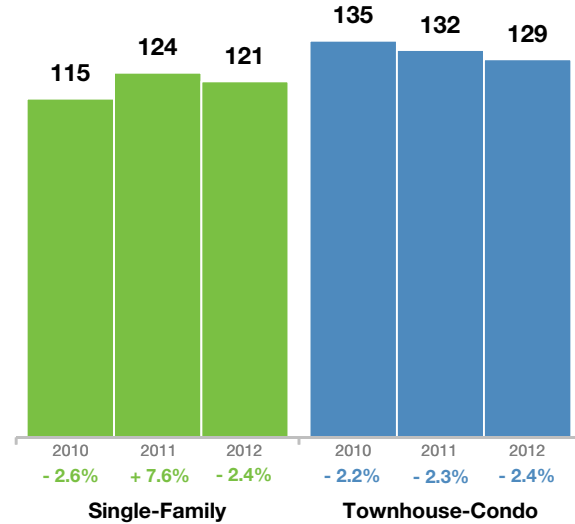
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



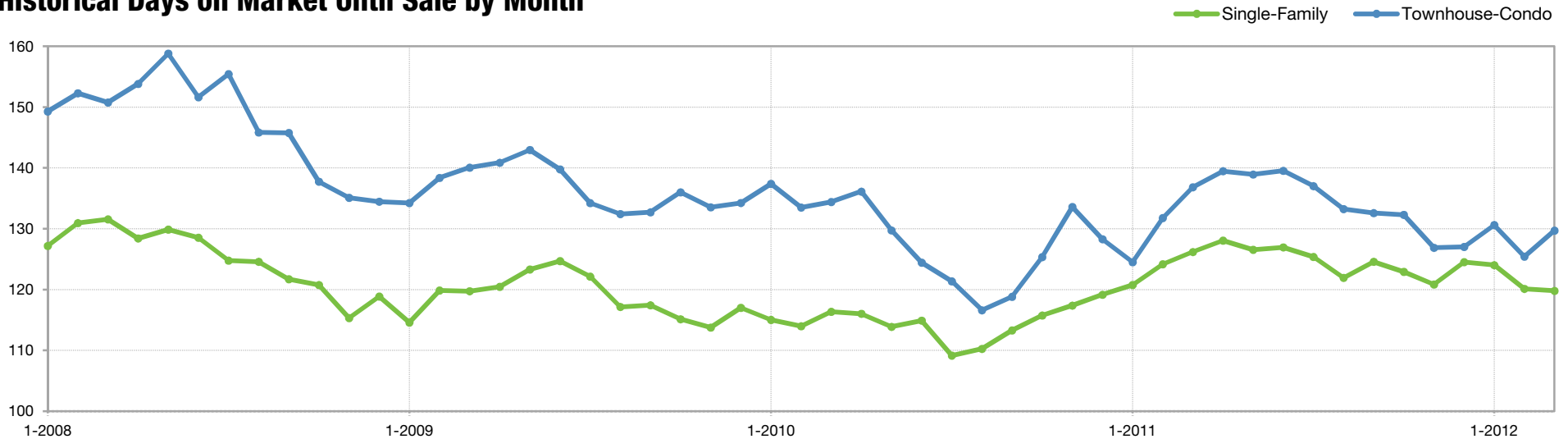
## Year to Date



Days on Market	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	128	+10.4%	139	+2.5%
May 2011	127	+11.1%	139	+7.1%
June 2011	127	+10.5%	140	+12.1%
July 2011	125	+14.9%	137	+12.9%
August 2011	122	+10.6%	133	+14.3%
September 2011	125	+10.0%	133	+11.6%
October 2011	123	+6.2%	132	+5.5%
November 2011	121	+3.0%	127	-5.0%
December 2011	125	+4.5%	127	-1.0%
January 2012	124	+2.7%	131	+4.9%
February 2012	120	-3.3%	125	-4.8%
<b>March 2012</b>	<b>120</b>	<b>-5.1%</b>	<b>130</b>	<b>-5.2%</b>
12-Month Avg.*	124	+6.1%	133	+4.2%

\* Days on Market for all properties from April 2011 through March 2012. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



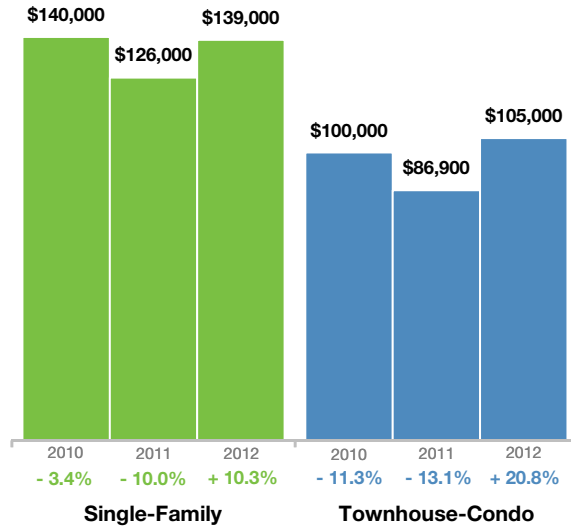
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# Median Sales Price

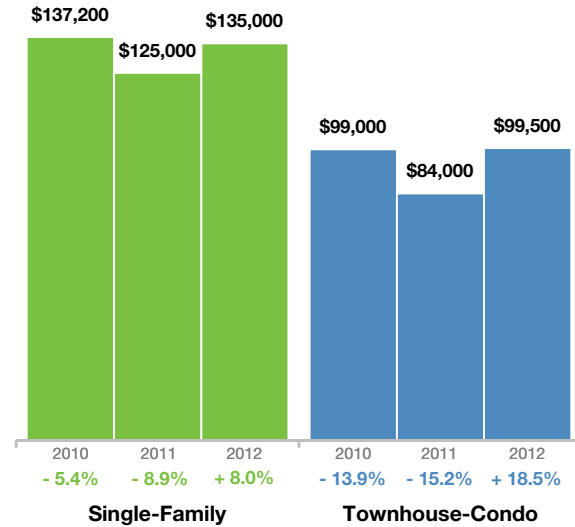
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



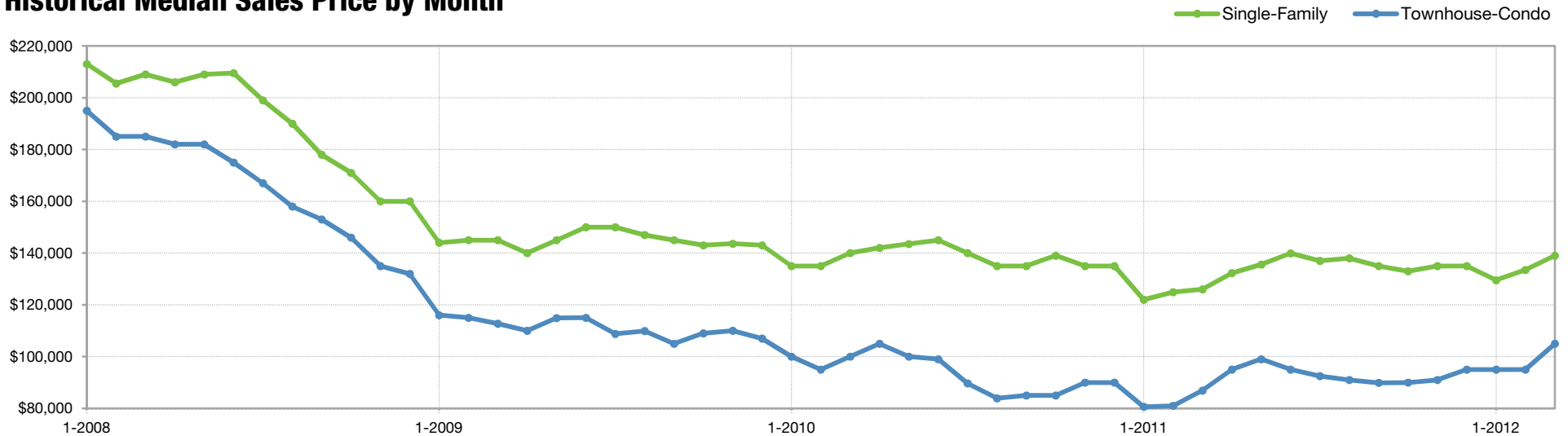
## Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	\$132,300	-6.8%	\$95,000	-9.5%
May 2011	\$135,557	-5.5%	\$99,000	-1.0%
June 2011	\$139,900	-3.5%	\$95,000	-4.0%
July 2011	\$137,000	-2.1%	\$92,500	+3.1%
August 2011	\$138,000	+2.2%	\$91,000	+8.5%
September 2011	\$135,000	0.0%	\$89,900	+5.8%
October 2011	\$133,000	-4.3%	\$90,000	+5.9%
November 2011	\$135,000	0.0%	\$91,000	+1.1%
December 2011	\$135,000	0.0%	\$95,000	+5.6%
January 2012	\$129,500	+6.1%	\$95,000	+17.8%
February 2012	\$133,500	+6.9%	\$95,000	+17.2%
<b>March 2012</b>	<b>\$139,000</b>	<b>+10.3%</b>	<b>\$105,000</b>	<b>+20.8%</b>
12-Month Med.*	\$135,000	0.0%	\$95,000	+5.6%

\* Median Sales Price for all properties from April 2011 through March 2012. This is not the median of the individual figures above.

## Historical Median Sales Price by Month



Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of April 15, 2012. All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing. | Click for Cover | 8

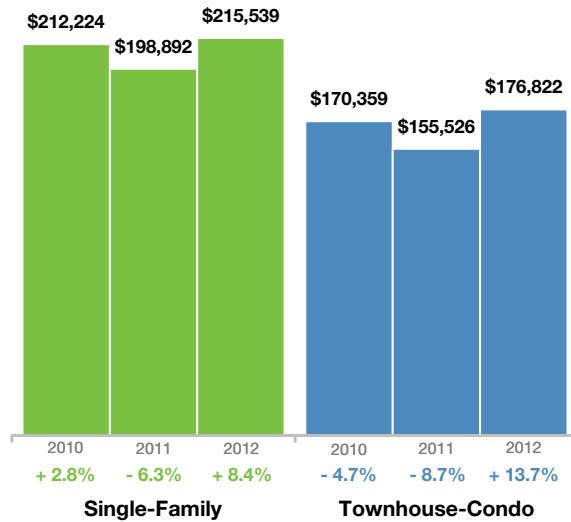


# Average Sales Price

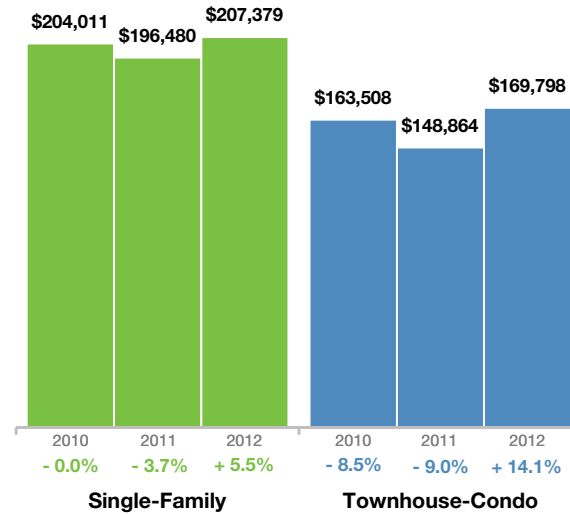
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



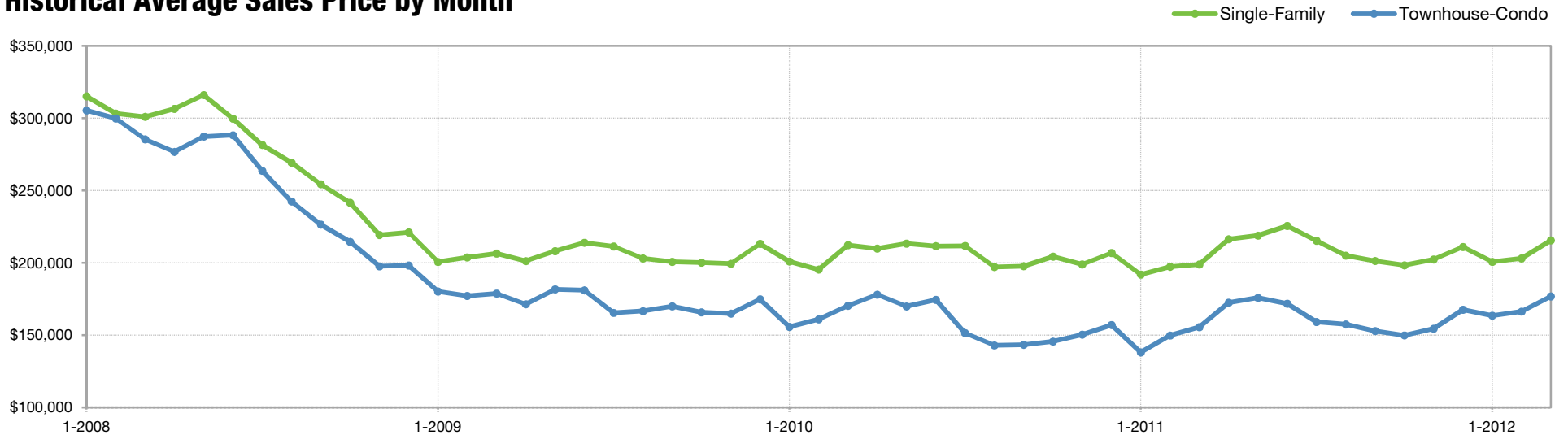
## Year to Date



Average Sales Price	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	\$216,307	+3.1%	\$172,468	-3.1%
May 2011	\$218,815	+2.6%	\$175,821	+3.5%
June 2011	\$225,544	+6.6%	\$171,802	-1.5%
July 2011	\$215,320	+1.7%	\$159,131	+5.1%
August 2011	\$204,973	+4.0%	\$157,463	+10.2%
September 2011	\$201,326	+1.8%	\$152,875	+6.6%
October 2011	\$198,295	-3.0%	\$149,875	+3.0%
November 2011	\$202,391	+1.7%	\$154,484	+2.7%
December 2011	\$210,966	+2.0%	\$167,631	+6.7%
January 2012	\$200,671	+4.6%	\$163,512	+18.4%
February 2012	\$203,076	+2.9%	\$166,285	+11.1%
<b>March 2012</b>	<b>\$215,539</b>	<b>+8.4%</b>	<b>\$176,822</b>	<b>+13.7%</b>
12-Month Avg.*	\$210,222	+3.1%	\$164,989	+5.9%

\* Average Sales Price for all properties from April 2011 through March 2012. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



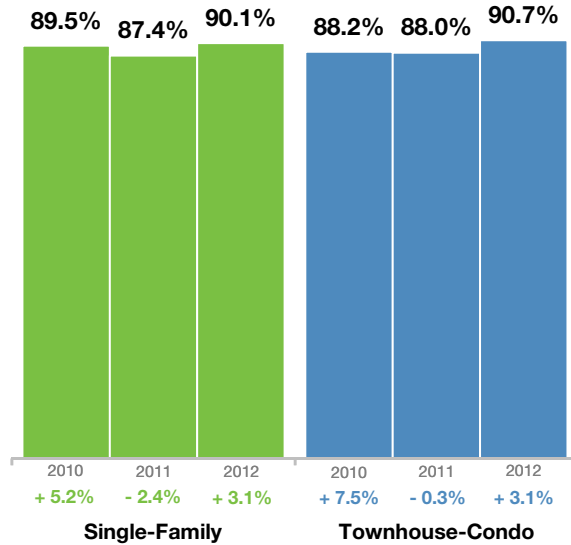
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# Percent of Original List Price Received

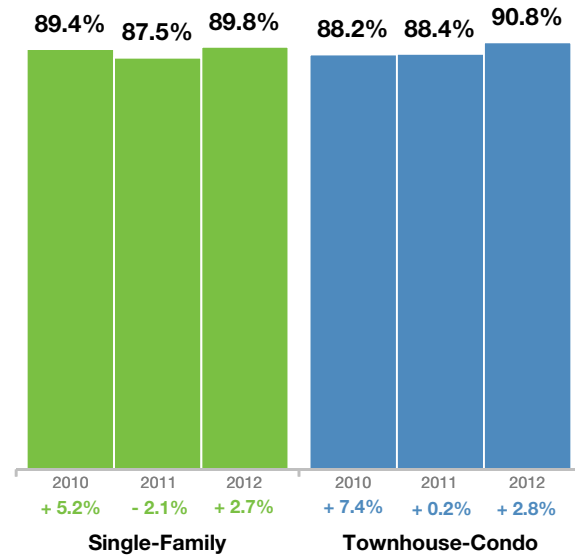
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



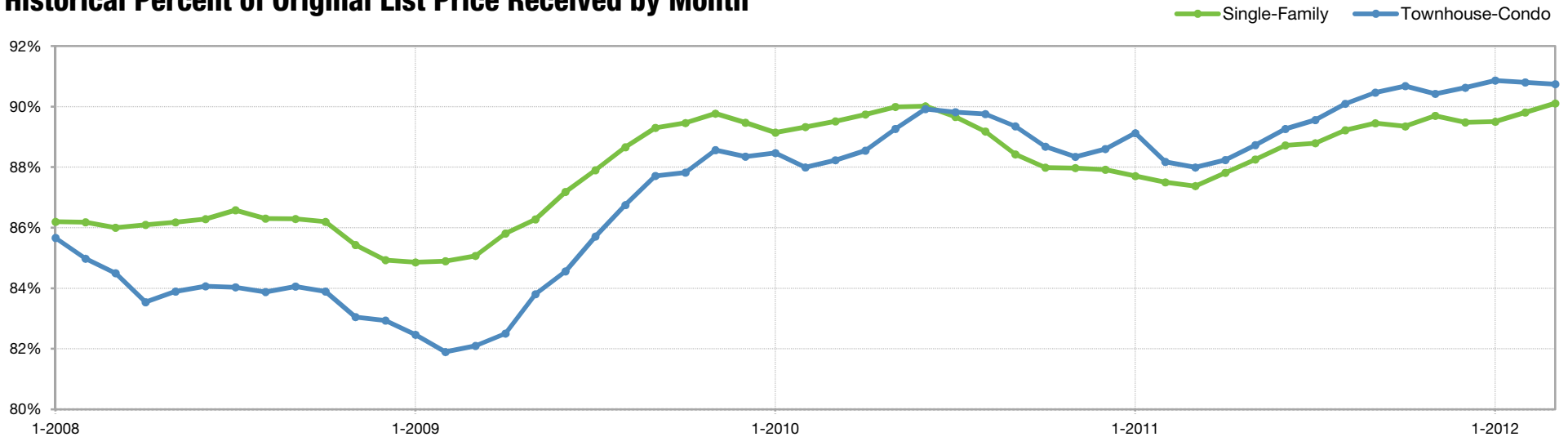
## Year to Date



Pct. of Orig. Price Received	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	87.8%	-2.1%	88.2%	-0.4%
May 2011	88.3%	-1.9%	88.7%	-0.6%
June 2011	88.7%	-1.4%	89.3%	-0.7%
July 2011	88.8%	-1.0%	89.6%	-0.3%
August 2011	89.2%	+0.0%	90.1%	+0.4%
September 2011	89.5%	+1.2%	90.5%	+1.2%
October 2011	89.3%	+1.5%	90.7%	+2.3%
November 2011	89.7%	+2.0%	90.4%	+2.4%
December 2011	89.5%	+1.8%	90.6%	+2.3%
January 2012	89.5%	+2.0%	90.9%	+2.0%
February 2012	89.8%	+2.6%	90.8%	+3.0%
<b>March 2012</b>	<b>90.1%</b>	<b>+3.1%</b>	<b>90.7%</b>	<b>+3.1%</b>
12-Month Avg.*	89.1%	+0.5%	90.0%	+1.2%

\* Pct. of Orig. Price Received for all properties from April 2011 through March 2012. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

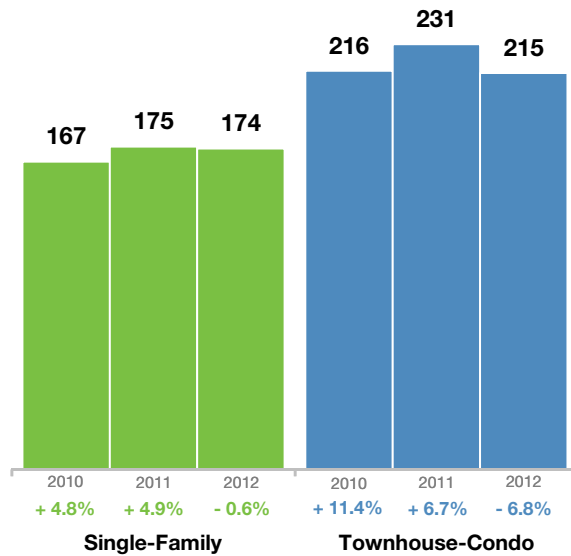


# Housing Affordability Index

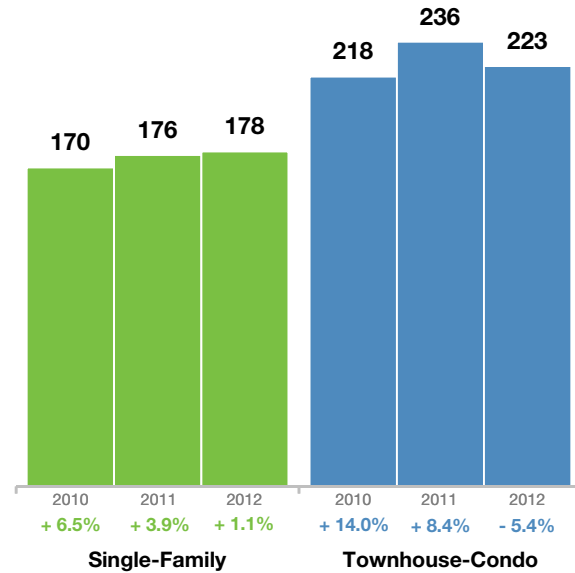
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

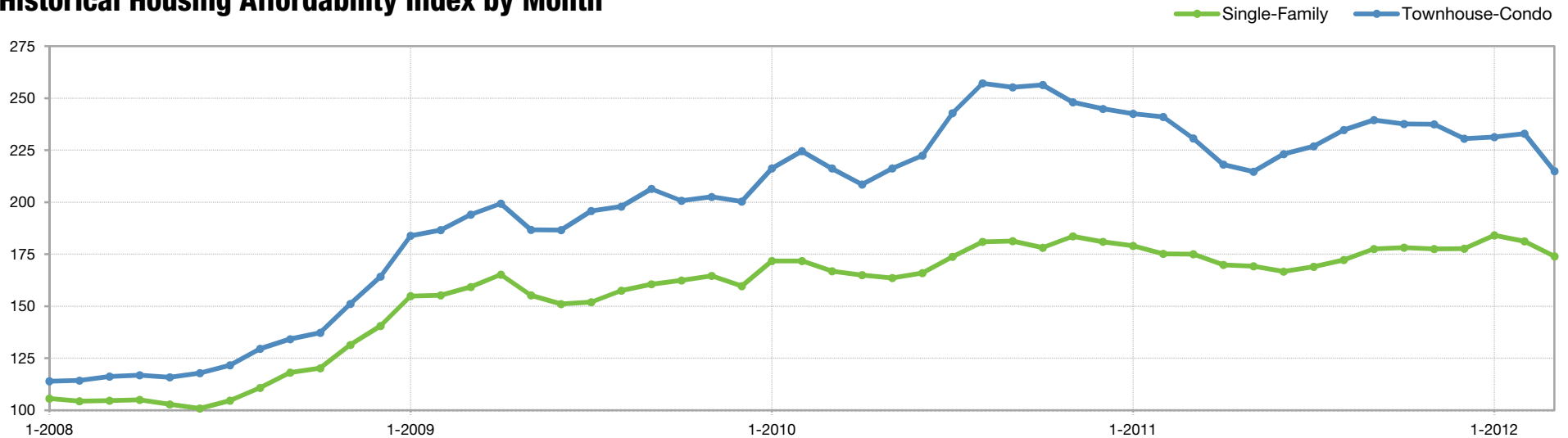


## Year to Date



Affordability Index	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	170	+3.0%	218	+4.6%
May 2011	169	+3.5%	215	-0.7%
June 2011	167	+0.4%	223	+0.3%
July 2011	169	-2.8%	227	-6.6%
August 2011	172	-4.8%	235	-8.7%
September 2011	178	-2.1%	239	-6.2%
October 2011	178	+0.0%	238	-7.3%
November 2011	178	-3.3%	237	-4.3%
December 2011	178	-1.8%	231	-5.8%
January 2012	184	+2.8%	231	-4.6%
February 2012	181	+3.4%	233	-3.3%
<b>March 2012</b>	<b>174</b>	<b>-0.6%</b>	<b>215</b>	<b>-6.8%</b>
12-Month Avg.	175	+5.9%	228	-23.5%

## Historical Housing Affordability Index by Month

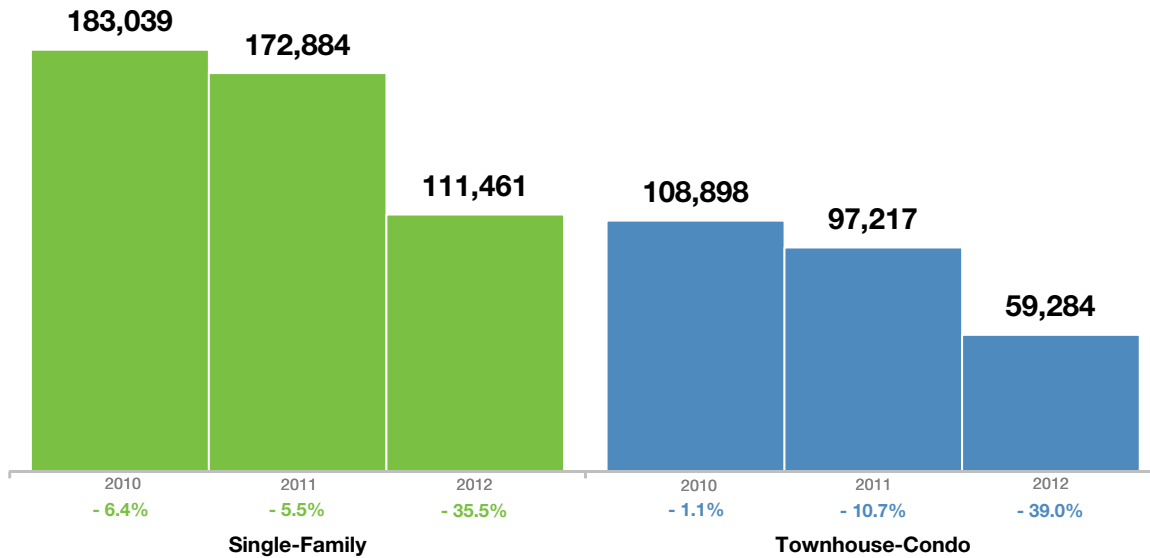


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



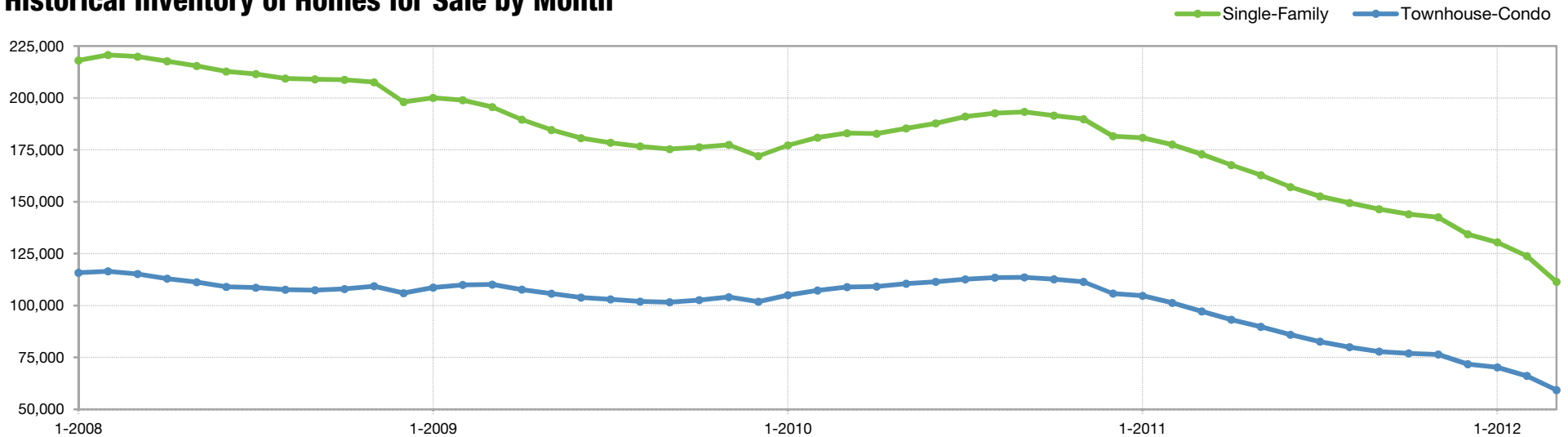
## March



Homes for Sale	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	167,674	-8.3%	93,222	-14.6%
May 2011	162,810	-12.2%	89,777	-18.8%
June 2011	157,082	-16.4%	85,948	-22.9%
July 2011	152,587	-20.1%	82,652	-26.6%
August 2011	149,416	-22.5%	79,995	-29.5%
September 2011	146,437	-24.3%	77,867	-31.5%
October 2011	143,994	-24.8%	76,990	-31.7%
November 2011	142,564	-24.9%	76,473	-31.4%
December 2011	134,319	-26.0%	71,786	-32.2%
January 2012	130,503	-27.8%	70,230	-32.9%
February 2012	123,843	-30.3%	66,162	-34.7%
<b>March 2012</b>	<b>111,461</b>	<b>-35.5%</b>	<b>59,284</b>	<b>-39.0%</b>
12-Month Avg.*	143,558	-22.7%	77,532	-28.7%

\* Homes for Sale for all properties from April 2011 through March 2012. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month



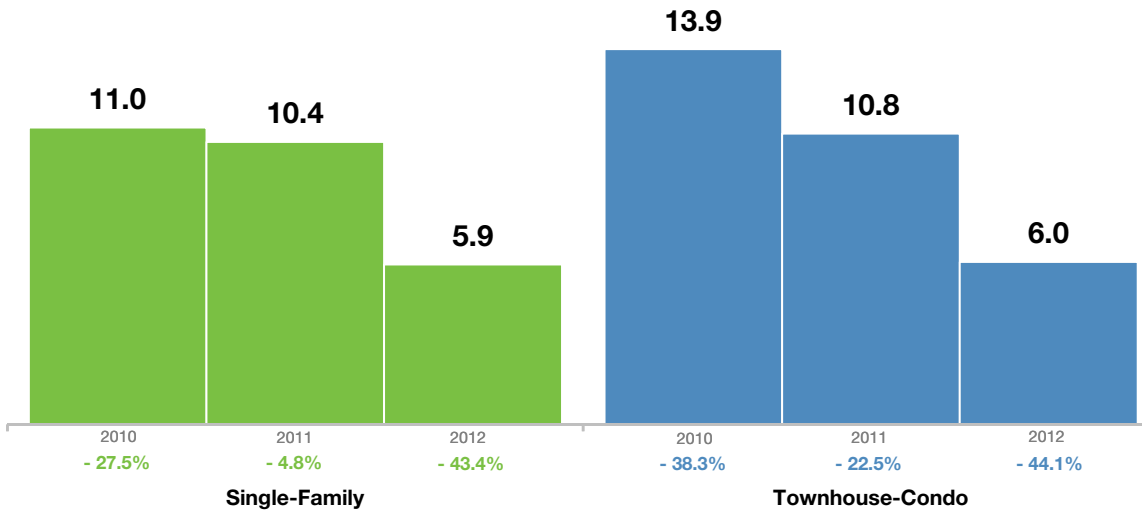
Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of April 15, 2012. All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing. | Click for Cover | 12

# 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.



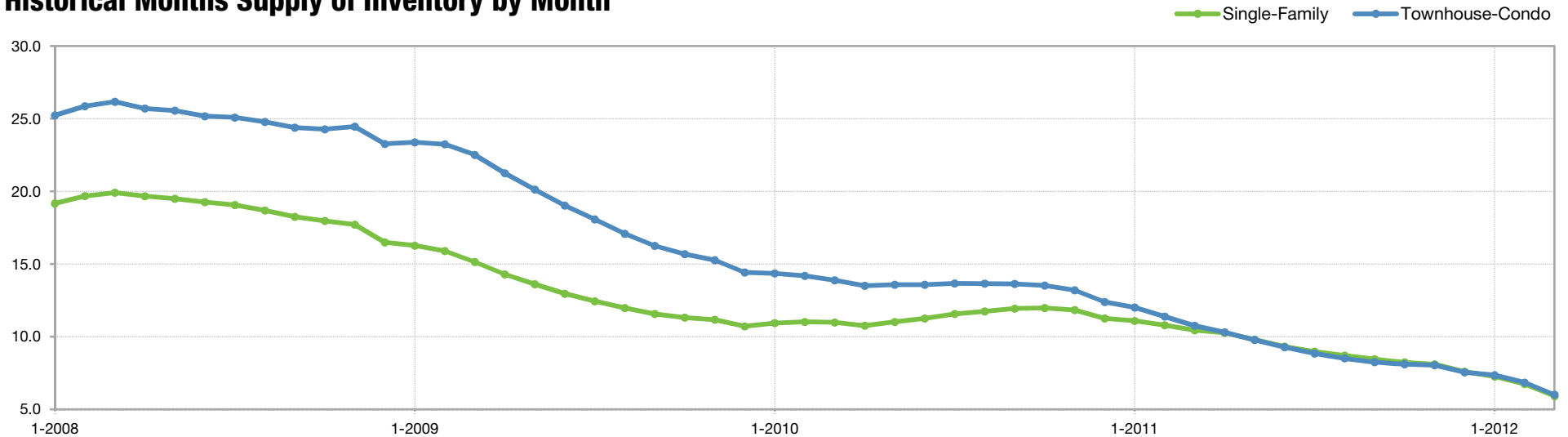
## March



Months Supply	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
April 2011	10.3	-4.6%	10.3	-23.7%
May 2011	9.8	-11.0%	9.8	-28.0%
June 2011	9.3	-17.2%	9.3	-31.7%
July 2011	9.0	-22.4%	8.9	-35.2%
August 2011	8.7	-25.9%	8.5	-37.7%
September 2011	8.5	-29.2%	8.3	-39.5%
October 2011	8.2	-31.2%	8.1	-40.0%
November 2011	8.1	-31.5%	8.0	-39.1%
December 2011	7.6	-32.5%	7.6	-39.0%
January 2012	7.3	-34.4%	7.4	-38.8%
February 2012	6.8	-37.5%	6.8	-39.9%
<b>March 2012</b>	<b>5.9</b>	<b>-43.4%</b>	<b>6.0</b>	<b>-44.1%</b>
12-Month Avg.*	8.3	-26.7%	8.2	-36.2%

\* Months Supply for all properties from April 2011 through March 2012. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of April 15, 2012. All data from the multiple listing services located in Florida. Provided by Florida REALTORS®. Powered by 10K Research and Marketing. | Click for Cover | 13