

Monthly Sales Trend Indicator

2013

Sales by Price Range - Single Family Homes

Price Range	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
\$1 - \$49,999	125	130	149	134	148	99	119	97	81	110	99	95	1,386	5.01%	5.91%
\$50 - \$59,999	65	45	64	77	73	57	69	62	49	38	44	42	685	2.21%	2.92%
\$60 - \$69,999	48	64	65	64	62	57	76	60	46	65	49	54	710	2.85%	3.03%
\$70 - \$79,999	59	71	71	69	77	75	78	68	56	61	37	49	771	2.58%	3.29%
\$80 - \$89,999	72	64	76	66	95	69	62	72	59	68	51	62	816	3.27%	3.48%
\$90 - \$99,999	73	65	59	83	55	69	74	73	62	45	56	56	770	2.95%	3.28%
\$100 - \$119,999	141	184	179	141	176	144	150	142	133	121	107	124	1,742	6.54%	7.43%
\$120 - \$139,999	170	187	192	189	192	190	211	174	182	147	140	152	2,126	8.01%	9.06%
\$140 - \$159,999	159	170	194	189	209	166	194	220	180	167	161	181	2,190	9.54%	9.34%
\$160 - \$179,999	119	141	146	195	179	172	200	184	180	160	144	172	1,992	9.07%	8.49%
\$180 - \$199,999	90	101	128	147	134	123	154	136	131	130	124	125	1,523	6.59%	6.49%
\$200 - \$249,999	147	194	235	252	293	256	317	289	263	239	216	247	2,948	13.02%	12.57%
\$250 - \$299,999	81	120	163	155	188	181	206	180	150	182	132	182	1,920	9.59%	8.19%
\$300 - \$349,999	60	64	86	73	114	117	127	126	105	90	75	105	1,142	5.54%	4.87%
\$350 - \$399,999	33	46	71	51	71	75	73	89	67	48	55	69	748	3.64%	3.19%
\$400 - \$499,999	29	41	55	75	74	81	94	89	76	64	60	80	818	4.22%	3.49%
\$500 - \$599,999	14	26	34	32	44	38	38	37	26	33	26	30	378	1.58%	1.61%
\$600 - \$699,999	10	10	17	27	27	23	24	25	14	16	7	25	225	1.32%	0.96%
\$700 - \$799,999	11	7	9	13	12	18	14	21	11	8	15	15	154	0.79%	0.66%
\$800 - \$899,999	2	9	6	7	7	8	8	10	10	7	5	6	85	0.32%	0.36%
\$900 - \$999,999	4	2	10	6	3	9	7	8	7	10	6	3	75	0.16%	0.32%
\$1,000,000 and over	17	18	32	30	18	20	24	26	13	18	11	23	250	1.21%	1.07%
Current Year	1,529	1,759	2,041	2,075	2,251	2,047	2,319	2,188	1,901	1,827	1,620	1,897	23,454	100%	100%
Previous Year	1,274	1,433	1,793	1,753	1,851	1,955	1,889	1,978	1,740	1,996	1,938	1,926	21,526		
Chg from last month	-20.61%	15.04%	16.03%	1.67%	8.48%	-9.06%	13.29%	-5.65%	-13.12%	-3.89%	-11.33%	17.10%			
Chg from last year	20.02%	22.75%	13.83%	18.37%	21.61%	4.71%	22.76%	10.62%	9.25%	-8.47%	-16.41%	-1.51%	8.96%		
Current YTD	1,529	3,288	5,329	7,404	9,655	11,702	14,021	16,209	18,110	19,937	21,557	23,454	23,454		
Previous YTD	1,274	2,707	4,500	6,253	8,104	10,059	11,948	13,926	15,666	17,662	19,600	21,526	21,526		
% Change YTD	20.02%	21.46%	18.42%	18.41%	19.14%	16.33%	17.35%	16.39%	15.60%	12.88%	9.98%	8.96%	8.96%		

Sales by Price Range - Condominiums

Price Range	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
\$1 - \$49,999	79	90	117	92	94	81	62	64	57	55	63	73	927	23.17%	21.36%
\$50 - \$59,999	32	47	51	51	50	42	33	48	42	43	24	30	493	9.52%	11.36%
\$60 - \$69,999	45	32	41	60	52	43	55	52	40	49	29	44	542	13.97%	12.49%
\$70 - \$79,999	33	39	43	39	49	32	32	43	33	33	32	23	431	7.30%	9.93%
\$80 - \$89,999	15	25	21	42	36	37	26	28	32	38	28	21	349	6.67%	8.04%
\$90 - \$99,999	14	18	35	17	31	23	21	30	20	30	24	17	280	5.40%	6.45%
\$100 - \$119,999	25	26	32	32	34	34	37	25	23	26	19	20	333	6.35%	7.67%
\$120 - \$139,999	13	11	18	16	28	19	17	18	7	20	14	22	203	6.98%	4.68%
\$140 - \$159,999	5	8	16	12	22	11	9	18	12	9	5	12	139	3.81%	3.20%
\$160 - \$179,999	7	6	9	9	11	10	13	13	7	8	7	11	111	3.49%	2.56%
\$180 - \$199,999	10	4	8	6	4	11	12	5	4	5	8	3	80	0.95%	1.84%
\$200 - \$249,999	8	15	12	17	23	10	17	19	10	7	11	16	165	5.08%	3.80%
\$250 - \$299,999	6	4	9	8	5	8	11	12	7	7	7	7	91	2.22%	2.10%
\$300 - \$349,999	3	7	5	4	4	3	5	6	8	8	8	7	68	2.22%	1.57%
\$350 - \$399,999	2	1	5	1	5	5	3	4	4	2	7	2	41	0.63%	0.94%
\$400 - \$499,999	2	4	6	5	2	5	6	7	4	1	7	3	52	0.95%	1.20%
\$500 - \$599,999	0	0	0	1	1	0	1	0	0	1	0	3	7	0.95%	0.16%
\$600 - \$699,999	1	0	2	0	2	0	1	1	0	1	0	1	9	0.32%	0.21%
\$700 - \$799,999	1	0	1	0	0	1	1	0	1	0	0	0	5	0.00%	0.12%
\$800 - \$899,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$900 - \$999,999	0	0	0	0	1	0	0	0	0	1	0	0	2	0.00%	0.05%
\$1,000,000 and over	1	0	1	0	0	1	3	3	0	1	1	0	11	0.00%	0.25%
Current Year	302	337	432	412	454	376	365	396	311	345	294	315	4,339	100%	100%
Previous Year	287	344	396	448	395	423	352	459	359	370	397	357	4,587		
Chg from last month	-15.41%	11.59%	28.19%	-4.63%	10.19%	-17.18%	-2.93%	8.49%	-21.46%	10.93%	-14.78%	7.14%			
Chg from last year	5.23%	-2.03%	9.09%	-8.04%	14.94%	-11.11%	3.69%	-13.73%	-13.37%	-6.76%	-25.94%	-11.76%	-5.41%		
Current YTD	302	639	1,071	1,483	1,937	2,313	2,678	3,074	3,385	3,730	4,024	4,339	4,339		
Previous YTD	287	631	1,027	1,475	1,870	2,293	2,645	3,104	3,463	3,833	4,230	4,587	4,587		
% Change YTD	5.23%	1.27%	4.28%	0.54%	3.58%	0.87%	1.25%	-0.97%	-2.25%	-2.69%	-4.87%	-5.41%	-5.41%		

Monthly Sales Trend Indicator 2013

Sales by Price Range - Duplex / Townhomes / Villas

Price Range	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
\$1 - \$49,999	13	20	14	17	22	16	7	9	6	6	8	10	148	4.33%	5.07%
\$50 - \$59,999	11	8	6	9	13	4	11	7	2	11	8	4	94	1.73%	3.22%
\$60 - \$69,999	10	14	15	15	15	6	14	16	9	11	12	7	144	3.03%	4.93%
\$70 - \$79,999	8	18	18	16	8	15	10	14	8	15	11	13	154	5.63%	5.28%
\$80 - \$89,999	9	12	7	21	13	11	12	14	9	8	12	8	136	3.46%	4.66%
\$90 - \$99,999	11	15	18	19	15	21	16	12	10	8	6	11	162	4.76%	5.55%
\$100 - \$119,999	30	18	24	33	29	36	35	35	29	17	15	18	319	7.79%	10.93%
\$120 - \$139,999	20	26	32	30	41	27	30	48	25	25	24	23	351	9.96%	12.02%
\$140 - \$159,999	19	23	29	30	36	28	40	44	33	26	25	35	368	15.15%	12.61%
\$160 - \$179,999	9	28	31	26	24	18	31	43	22	30	28	36	326	15.58%	11.17%
\$180 - \$199,999	9	10	9	21	21	18	23	21	27	19	15	16	209	6.93%	7.16%
\$200 - \$249,999	22	20	17	21	23	17	30	34	26	22	30	22	284	9.52%	9.73%
\$250 - \$299,999	9	4	8	11	10	12	9	9	15	8	14	13	122	5.63%	4.18%
\$300 - \$349,999	4	2	4	7	5	3	4	5	6	4	3	8	55	3.46%	1.88%
\$350 - \$399,999	0	2	3	0	3	2	1	2	5	0	2	4	24	1.73%	0.82%
\$400 - \$499,999	0	1	1	3	1	2	0	2	0	2	3	3	18	1.30%	0.62%
\$500 - \$599,999	0	0	0	0	0	0	1	1	0	0	0	0	2	0.00%	0.07%
\$600 - \$699,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$700 - \$799,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$800 - \$899,999	0	0	1	1	0	0	0	0	0	0	0	0	2	0.00%	0.07%
\$900 - \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
\$1,000,000 and over	0	0	0	1	0	0	0	0	0	0	0	0	1	0.00%	0.03%
Current Year	184	221	237	281	279	236	274	316	232	212	216	231	2,919	100%	100%
Previous Year	170	198	246	235	223	236	219	265	197	216	225	222	2,652		
Chg from last month	-17.12%	20.11%	7.24%	18.57%	-0.71%	-15.41%	16.10%	15.33%	-26.58%	-8.62%	1.89%	6.94%			
Chg from last year	8.24%	11.62%	-3.66%	19.57%	25.11%	0.00%	25.11%	19.25%	17.77%	-1.85%	-4.00%	4.05%	10.07%		
Current YTD	184	405	642	923	1,202	1,438	1,712	2,028	2,260	2,472	2,688	2,919	2,919		
Previous YTD	170	368	614	849	1,072	1,308	1,527	1,792	1,989	2,205	2,430	2,652	2,652		
% Change YTD	8.24%	10.05%	4.56%	8.72%	12.13%	9.94%	12.12%	13.17%	13.62%	12.11%	10.62%	10.07%	10.07%		

Sales by Price Range - Overall

Price Range	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
\$1 - \$49,999	217	240	280	243	264	196	188	170	144	171	170	178	2,461	7.29%	8.01%
\$50 - \$59,999	108	100	121	137	136	103	113	117	93	92	76	76	1,272	3.11%	4.14%
\$60 - \$69,999	103	110	121	139	129	106	145	128	95	125	90	105	1,396	4.30%	4.55%
\$70 - \$79,999	100	128	132	124	134	122	120	125	97	109	80	85	1,356	3.48%	4.42%
\$80 - \$89,999	96	101	104	129	144	117	100	114	100	114	91	91	1,301	3.72%	4.24%
\$90 - \$99,999	98	98	112	119	101	113	111	115	92	83	86	84	1,212	3.44%	3.95%
\$100 - \$119,999	196	228	235	206	239	214	222	202	185	164	141	162	2,394	6.63%	7.79%
\$120 - \$139,999	203	224	242	235	261	236	258	240	214	192	178	197	2,680	8.06%	8.73%
\$140 - \$159,999	183	201	239	231	267	205	243	282	225	202	191	228	2,697	9.33%	8.78%
\$160 - \$179,999	135	175	186	230	214	200	244	240	209	198	179	219	2,429	8.96%	7.91%
\$180 - \$199,999	109	115	145	174	159	152	189	162	162	154	147	144	1,812	5.89%	5.90%
\$200 - \$249,999	177	229	264	290	339	283	364	342	299	268	257	285	3,397	11.67%	11.06%
\$250 - \$299,999	96	128	180	174	203	201	226	201	172	197	153	202	2,133	8.27%	6.95%
\$300 - \$349,999	67	73	95	84	123	123	136	137	119	102	86	120	1,265	4.91%	4.12%
\$350 - \$399,999	35	49	79	52	79	82	77	95	76	50	64	75	813	3.07%	2.65%
\$400 - \$499,999	31	46	62	83	77	88	100	98	80	67	70	86	888	3.52%	2.89%
\$500 - \$599,999	14	26	34	33	45	38	40	38	26	34	26	33	387	1.35%	1.26%
\$600 - \$699,999	11	10	19	27	29	23	25	26	14	17	7	26	234	1.06%	0.76%
\$700 - \$799,999	12	7	10	13	12	19	15	21	12	8	15	15	159	0.61%	0.52%
\$800 - \$899,999	2	9	7	8	7	8	8	10	10	7	5	6	87	0.25%	0.28%
\$900 - \$999,999	4	2	10	6	4	9	7	8	7	11	6	3	77	0.12%	0.25%
\$1,000,000 and over	18	18	33	31	18	21	27	29	13	19	12	23	262	0.94%	0.85%
Current Year	2,015	2,317	2,710	2,768	2,984	2,659	2,958	2,900	2,444	2,384	2,130	2,443	30,712	100%	100%
Previous Year	1,731	1,975	2,435	2,436	2,469	2,614	2,460	2,702	2,296	2,582	2,560	2,505	28,765		
Chg from last month	-19.56%	14.99%	16.96%	2.14%	7.80%	-10.89%	11.24%	-1.96%	-15.72%	-2.45%	-10.65%	14.69%			
Chg from last year	16.41%	17.32%	11.29%	13.63%	20.86%	1.72%	20.24%	7.33%	6.45%	-7.67%	-16.80%	-2.48%	6.77%		
Current YTD	2,015	4,332	7,042	9,810	12,794	15,453	18,411	21,311	23,755	26,139	28,269	30,712	30,712		
Previous YTD	1,731	3,706	6,141	8,577	11,046	13,660	16,120	18,822	21,118	23,700	26,260	28,765	28,765		
% Change YTD	16.41%	16.89%	14.67%	14.38%	15.82%	13.13%	14.21%	13.22%	12.49%	10.29%	7.65%	6.77%	6.77%		

Monthly Sales Trend Indicator 2013

Type of Financing

Loan Type	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
All Cash	1,114	1,304	1,507	1,516	1,607	1,336	1,415	1,333	1,064	1,139	984	1,099	15,418	44.99%	50.20%
ARM	0	1	1	5	2	0	2	1	0	3	1	1	17	0.04%	0.06%
Assume Conventional	22	43	41	27	31	38	36	37	44	38	48	47	452	1.92%	1.47%
Assume FHA / VA	21	18	26	14	18	17	30	19	18	22	18	27	248	1.11%	0.81%
Assume Private	0	0	0	0	1	0	1	1	2	1	0	0	6	0.00%	0.02%
Balloon Mortgage	0	0	0	0	1	0	1	0	1	0	0	0	3	0.00%	0.01%
Combination	5	7	6	8	8	11	10	12	11	10	9	3	100	0.12%	0.33%
Deed Agreement	0	0	0	0	0	0	0	0	2	1	0	0	3	0.00%	0.01%
Lease Opt Purchase	0	1	0	0	0	0	1	0	0	0	0	0	2	0.00%	0.01%
New Conventional	478	521	651	722	798	809	952	938	843	726	671	781	8,890	31.97%	28.95%
New FHA	284	327	351	317	368	313	361	380	314	303	269	325	3,912	13.30%	12.74%
New Private	10	11	8	13	10	7	10	17	13	15	6	12	132	0.49%	0.43%
New VA	42	51	79	79	66	79	93	99	86	90	85	93	942	3.81%	3.07%
Other	38	33	39	54	60	44	41	49	41	31	24	31	485	1.27%	1.58%
Owner Financing	0	0	1	11	14	5	3	13	5	4	7	11	74	0.45%	0.24%
Second Mortgage	0	0	0	1	0	0	2	1	0	1	0	0	5	0.00%	0.02%
USDA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	8	13	21	0.53%	0.07%
Wrap-Around	1	0	0	1	0	0	0	0	0	0	0	0	2	0.00%	0.01%
Total	2,015	2,317	2,710	2,768	2,984	2,659	2,958	2,900	2,444	2,384	2,130	2,443	30,712	100%	100%

Sales by Bedroom Count

Bedrooms	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
0	0	1	0	0	0	0	1	3	1	0	0	1	7	0.04%	0.02%
1	61	94	85	85	85	97	90	89	65	70	76	87	984	3.56%	3.20%
2	338	367	455	438	504	371	407	447	360	369	329	358	4,743	14.65%	15.44%
3	935	1,066	1,256	1,241	1,383	1,213	1,379	1,304	1,149	1,146	987	1,090	14,149	44.62%	46.07%
4	531	633	739	810	794	759	859	822	698	643	595	706	8,589	28.90%	27.97%
5	119	129	144	165	178	184	183	206	150	132	122	156	1,868	6.39%	6.08%
6+	31	27	31	29	40	35	39	29	21	24	21	45	372	1.84%	1.21%
Total	2,015	2,317	2,710	2,768	2,984	2,659	2,958	2,900	2,444	2,384	2,130	2,443	30,712	100%	100%

Sales by Bathroom Count

Bathrooms	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
1	211	273	304	292	323	270	293	303	214	242	244	257	3,226	10.52%	10.50%
2	1,411	1,578	1,820	1,911	2,017	1,767	2,022	1,930	1,702	1,657	1,471	1,641	20,927	67.17%	68.14%
3	297	349	439	414	488	470	492	502	404	366	304	395	4,920	16.17%	16.02%
4	72	94	112	114	120	119	117	129	95	93	87	116	1,268	4.75%	4.13%
5	19	19	23	27	24	27	23	26	25	19	18	25	275	1.02%	0.90%
6+	5	4	12	10	12	6	11	10	4	7	6	9	96	0.37%	0.31%
Total	2,015	2,317	2,710	2,768	2,984	2,659	2,958	2,900	2,444	2,384	2,130	2,443	30,712	100%	100%

Sales by Ownership Type

Ownership	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
Condo / Condo-Hotel	326	368	468	445	485	403	406	437	347	377	319	348	4,729	14.24%	15.40%
Co-op	4	5	5	8	4	6	2	4	4	1	5	6	54	0.25%	0.18%
Fee Simple	1,685	1,944	2,237	2,315	2,495	2,250	2,550	2,459	2,093	2,006	1,806	2,089	25,929	85.51%	84.43%
Land Lease	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Planned Unit Dev	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%	0.00%
Total	2,015	2,317	2,710	2,768	2,984	2,659	2,958	2,900	2,444	2,384	2,130	2,443	30,712	100%	100%

Monthly Sales Trend Indicator 2013

Sales by Housing Style

Style	Jan *	Feb *	Mar *	Apr *	May *	Jun *	Jul *	Aug *	Sep *	Oct *	Nov *	Dec *	YTD Total	Curr Month	YTD %
½ Duplex	11	20	12	25	20	23	20	27	19	18	17	17	229	0.70%	0.75%
Condo / Condo-Hotel	301	337	432	412	454	376	365	396	311	344	294	315	4,337	12.89%	14.12%
Co-op	1	0	0	0	0	0	0	0	0	1	0	0	2	0.00%	0.01%
Manufactured / Mobile	30	31	32	31	29	28	22	23	32	30	27	39	354	1.60%	1.15%
Modular	0	0	1	1	1	0	1	2	0	1	1	0	8	0.00%	0.03%
PUD	0	1	0	0	0	0	0	0	0	0	0	0	1	0.00%	0.00%
Single Family	1,499	1,727	2,008	2,043	2,221	2,019	2,296	2,163	1,869	1,796	1,592	1,858	23,091	76.05%	75.19%
Town Home	164	185	212	237	250	202	242	275	202	184	186	202	2,541	8.27%	8.27%
Villa	9	16	13	19	9	11	12	14	11	10	13	12	149	0.49%	0.49%
Total	2,015	2,317	2,710	2,768	2,984	2,659	2,958	2,900	2,444	2,384	2,130	2,443	30,712	100%	100%

This data represents single-family attached and detached sales. Reported sales are dependent upon timeliness of sales and totality of information reported by participants. The data reflects only the sales published through My Florida Regional MLS and does not include all sales in the reported areas. Neither the Association nor the MFRMLS is in any way responsible for its accuracy.