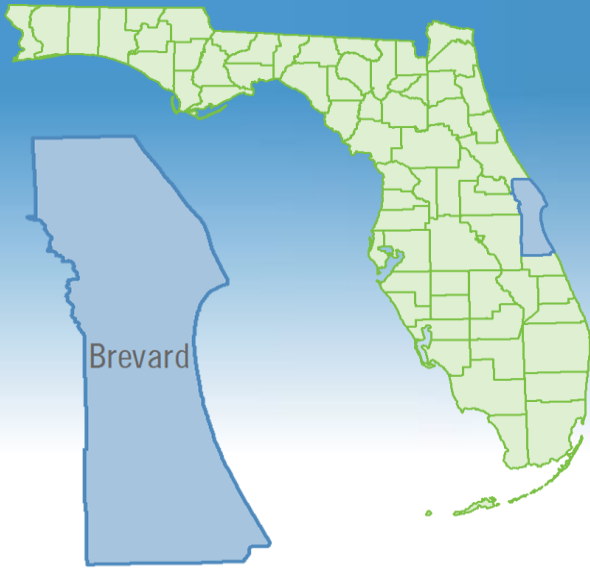


Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County



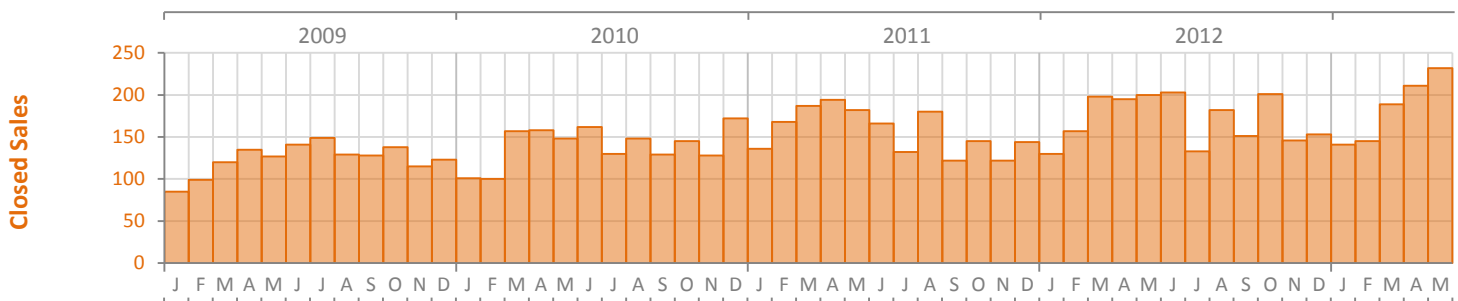
Summary Statistics	May 2013	May 2012	Percent Change Year-over-Year
Closed Sales	232	200	16.0%
Paid in Cash	158	128	23.4%
New Pending Sales	237	181	30.9%
New Listings	293	245	19.6%
Median Sale Price	\$105,000	\$111,000	-5.4%
Average Sale Price	\$139,914	\$133,525	4.8%
Median Days on Market	55	68	-19.1%
Average Percent of Original List Price Received	91.5%	90.7%	0.9%
Pending Inventory	403	(No Data)	N/A
Inventory (Active Listings)	934	1,039	-10.1%
Months Supply of Inventory	5.4	6.6	-18.5%

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
May 2013	232	16.0%
April 2013	211	8.2%
March 2013	189	-4.5%
February 2013	145	-7.6%
January 2013	141	8.5%
December 2012	153	6.3%
November 2012	146	19.7%
October 2012	201	38.6%
September 2012	151	23.8%
August 2012	182	1.1%
July 2012	133	0.8%
June 2012	203	22.3%
May 2012	200	9.9%



Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County

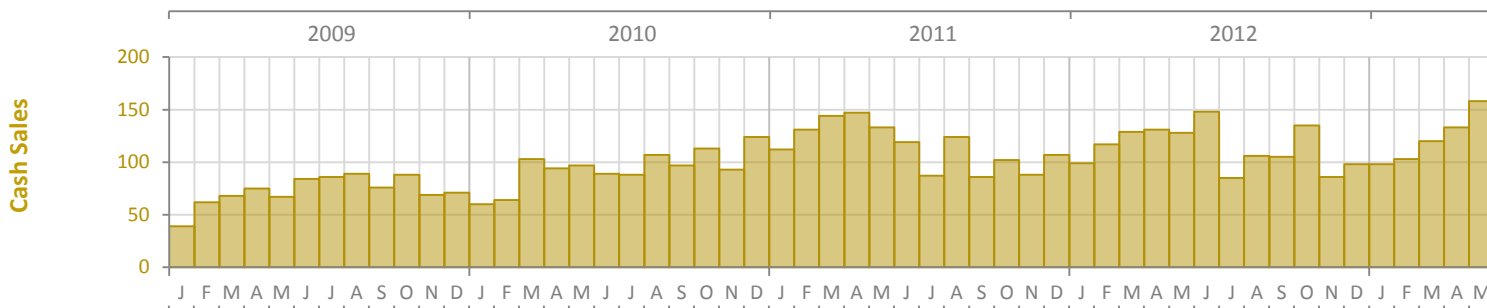


Cash Sales

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
May 2013	158	23.4%
April 2013	133	1.5%
March 2013	120	-7.0%
February 2013	103	-12.0%
January 2013	98	-1.0%
December 2012	98	-8.4%
November 2012	86	-2.3%
October 2012	135	32.4%
September 2012	105	22.1%
August 2012	106	-14.5%
July 2012	85	-2.3%
June 2012	148	24.4%
May 2012	128	-3.8%

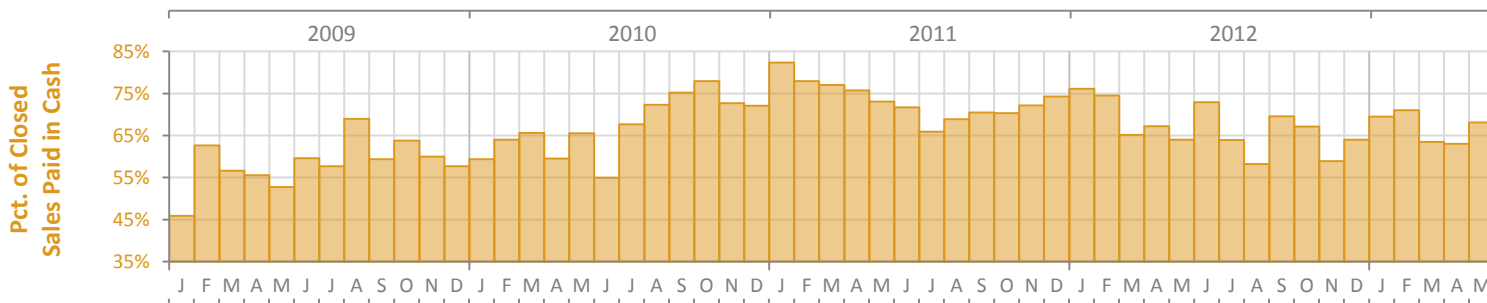


Cash Sales as a Percentage of Closed Sales

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
May 2013	68.1%	6.4%
April 2013	63.0%	-6.2%
March 2013	63.5%	-2.5%
February 2013	71.0%	-4.7%
January 2013	69.5%	-8.7%
December 2012	64.1%	-13.8%
November 2012	58.9%	-18.3%
October 2012	67.2%	-4.5%
September 2012	69.5%	-1.4%
August 2012	58.2%	-15.5%
July 2012	63.9%	-3.0%
June 2012	72.9%	1.7%
May 2012	64.0%	-12.4%

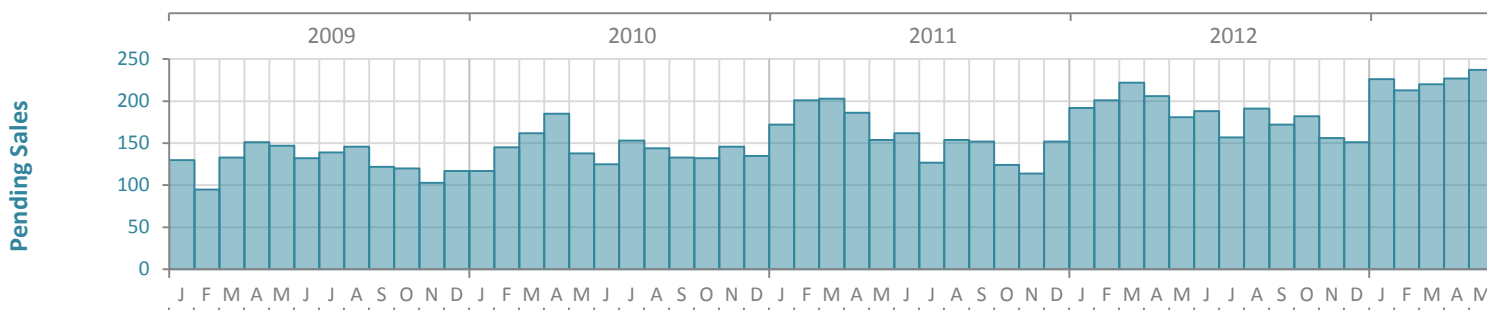


New Pending Sales

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
May 2013	237	30.9%
April 2013	227	10.2%
March 2013	220	-0.9%
February 2013	213	6.0%
January 2013	226	17.7%
December 2012	151	-0.7%
November 2012	156	36.8%
October 2012	182	46.8%
September 2012	172	13.2%
August 2012	191	24.0%
July 2012	157	23.6%
June 2012	188	16.0%
May 2012	181	17.5%

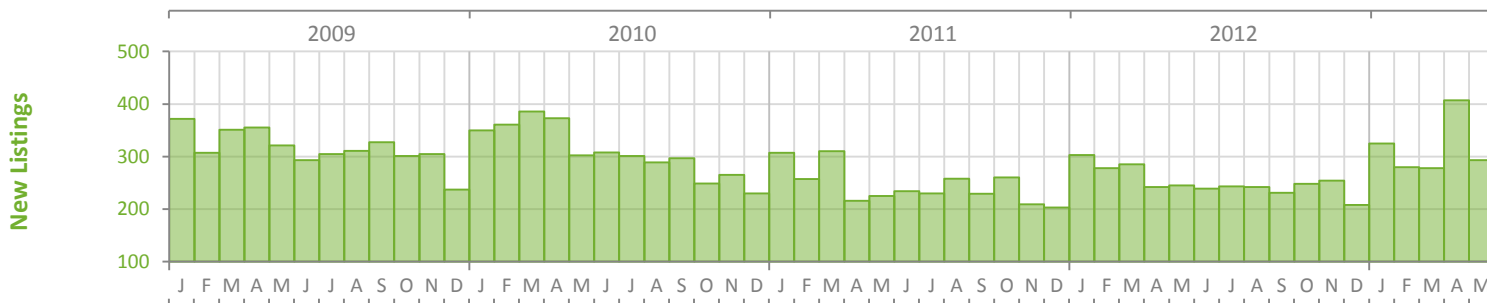


New Listings

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
May 2013	293	19.6%
April 2013	407	68.2%
March 2013	278	-2.5%
February 2013	280	0.7%
January 2013	325	7.3%
December 2012	208	2.5%
November 2012	254	21.5%
October 2012	248	-4.6%
September 2012	231	0.9%
August 2012	242	-6.2%
July 2012	243	5.7%
June 2012	239	2.1%
May 2012	245	8.9%



Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County



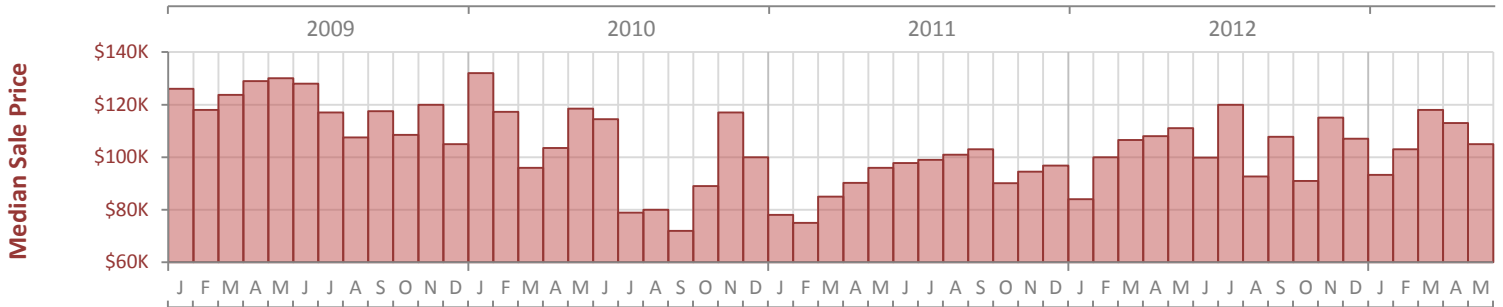
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Median Sale Price

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
May 2013	\$105,000	-5.4%
April 2013	\$113,000	4.6%
March 2013	\$118,000	10.8%
February 2013	\$103,000	3.0%
January 2013	\$93,250	11.0%
December 2012	\$107,000	10.5%
November 2012	\$115,030	21.7%
October 2012	\$91,000	1.1%
September 2012	\$107,750	4.6%
August 2012	\$92,700	-8.2%
July 2012	\$120,000	21.2%
June 2012	\$99,900	2.2%
May 2012	\$111,000	15.6%

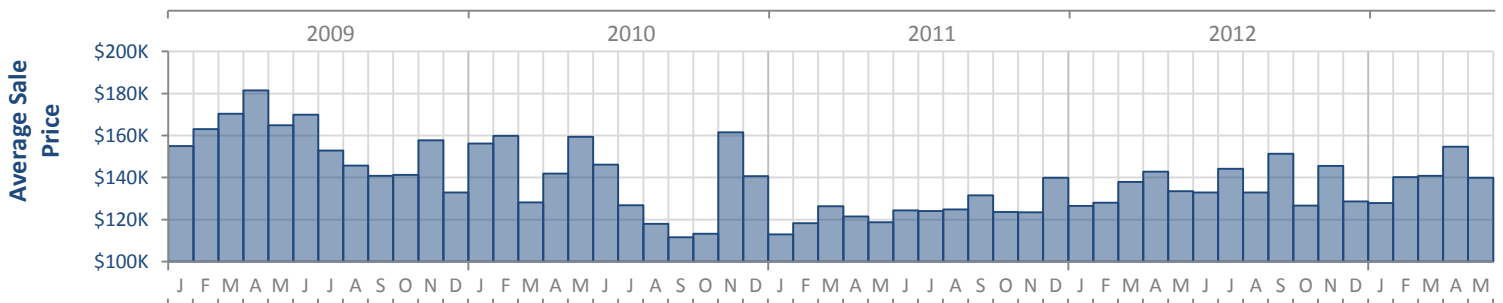


Average Sale Price

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
May 2013	\$139,914	4.8%
April 2013	\$154,710	8.3%
March 2013	\$140,906	2.1%
February 2013	\$140,254	9.5%
January 2013	\$127,856	1.0%
December 2012	\$128,636	-8.0%
November 2012	\$145,596	17.9%
October 2012	\$126,743	2.5%
September 2012	\$151,389	15.1%
August 2012	\$132,843	6.4%
July 2012	\$144,170	16.2%
June 2012	\$132,856	6.8%
May 2012	\$133,525	12.5%



Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County

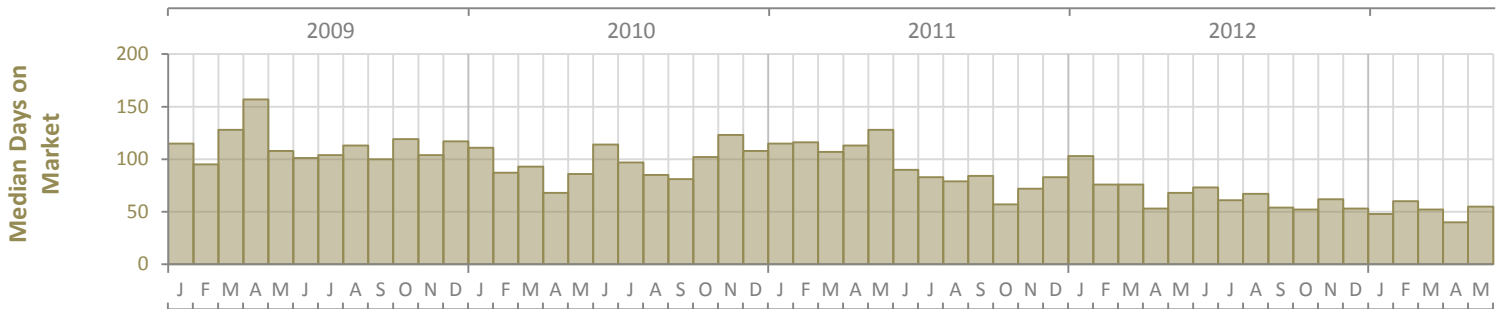


Median Days on Market

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
May 2013	55	-19.1%
April 2013	40	-24.5%
March 2013	52	-31.6%
February 2013	60	-21.1%
January 2013	48	-53.4%
December 2012	53	-36.1%
November 2012	62	-13.9%
October 2012	52	-8.8%
September 2012	54	-35.7%
August 2012	67	-15.2%
July 2012	61	-26.5%
June 2012	73	-18.9%
May 2012	68	-46.9%

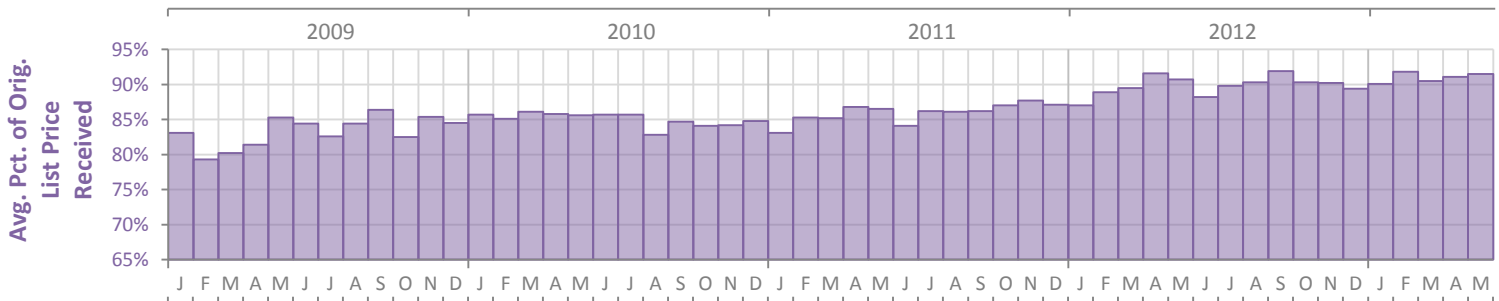


Average Percent of Original List Price Received

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
May 2013	91.5%	0.9%
April 2013	91.1%	-0.5%
March 2013	90.5%	1.1%
February 2013	91.8%	3.3%
January 2013	90.1%	3.6%
December 2012	89.4%	2.6%
November 2012	90.2%	2.9%
October 2012	90.3%	3.8%
September 2012	91.9%	6.6%
August 2012	90.3%	4.9%
July 2012	89.8%	4.2%
June 2012	88.2%	4.9%
May 2012	90.7%	4.9%



Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County

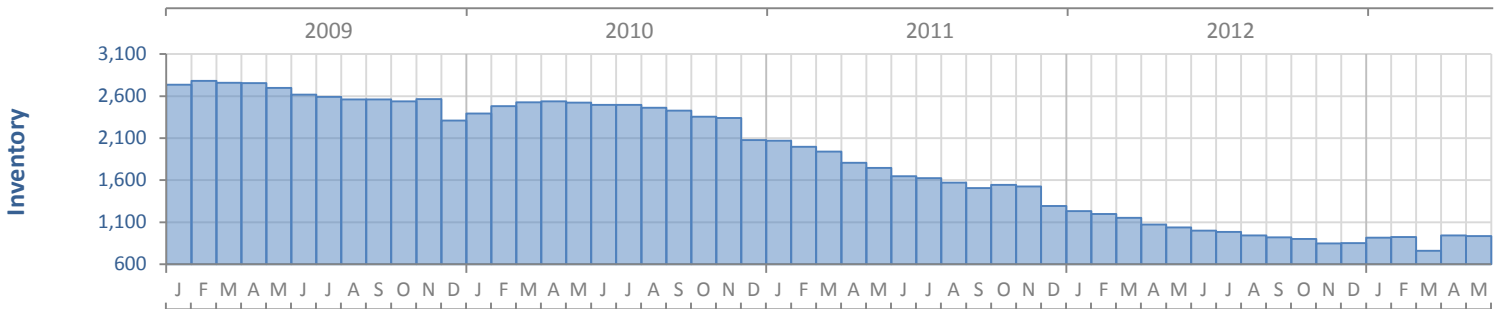


Inventory (Active Listings)

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
May 2013	934	-10.1%
April 2013	942	-12.0%
March 2013	762	-33.9%
February 2013	925	-22.8%
January 2013	915	-25.9%
December 2012	852	-34.2%
November 2012	847	-44.4%
October 2012	903	-41.5%
September 2012	920	-39.0%
August 2012	942	-40.0%
July 2012	987	-39.2%
June 2012	1,002	-39.2%
May 2012	1,039	-40.5%

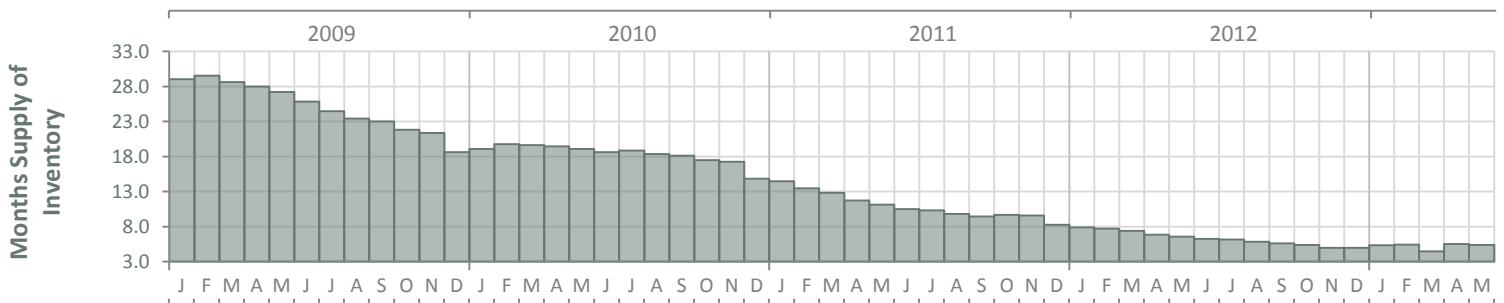


Months Supply of Inventory

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
May 2013	5.4	-18.5%
April 2013	5.5	-19.8%
March 2013	4.5	-39.3%
February 2013	5.4	-29.8%
January 2013	5.3	-32.6%
December 2012	5.0	-39.7%
November 2012	5.0	-48.1%
October 2012	5.4	-44.5%
September 2012	5.6	-40.4%
August 2012	5.9	-40.4%
July 2012	6.1	-40.5%
June 2012	6.2	-40.5%
May 2012	6.6	-40.8%



Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County



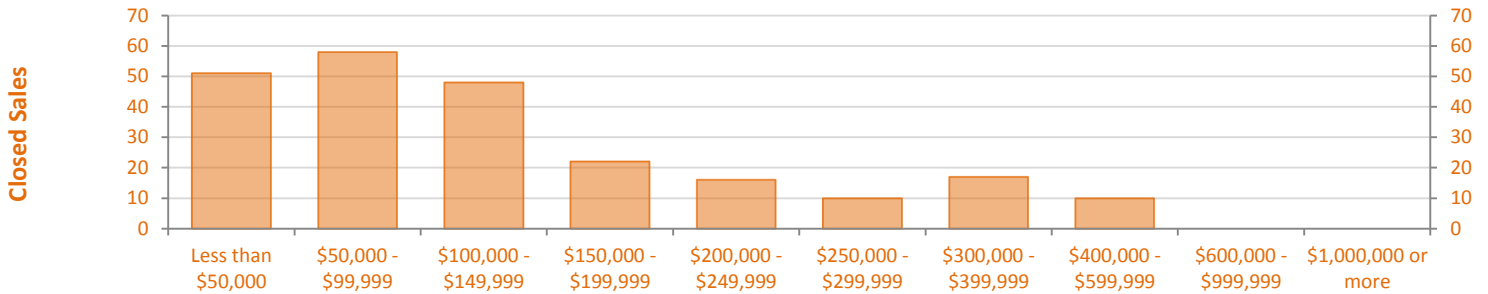
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Closed Sales by Sale Price

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	51	0.0%
\$50,000 - \$99,999	58	45.0%
\$100,000 - \$149,999	48	2.1%
\$150,000 - \$199,999	22	0.0%
\$200,000 - \$249,999	16	14.3%
\$250,000 - \$299,999	10	42.9%
\$300,000 - \$399,999	17	30.8%
\$400,000 - \$599,999	10	100.0%
\$600,000 - \$999,999	0	-100.0%
\$1,000,000 or more	0	N/A

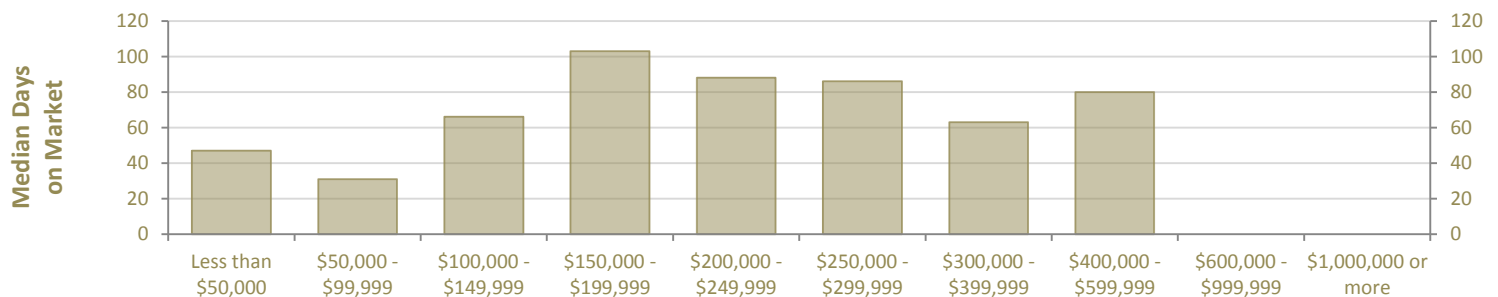


Median Days on Market by Sale Price

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	47	-16.1%
\$50,000 - \$99,999	31	-49.2%
\$100,000 - \$149,999	66	29.4%
\$150,000 - \$199,999	103	12.0%
\$200,000 - \$249,999	88	4.8%
\$250,000 - \$299,999	86	-73.2%
\$300,000 - \$399,999	63	-69.7%
\$400,000 - \$599,999	80	-33.3%
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County

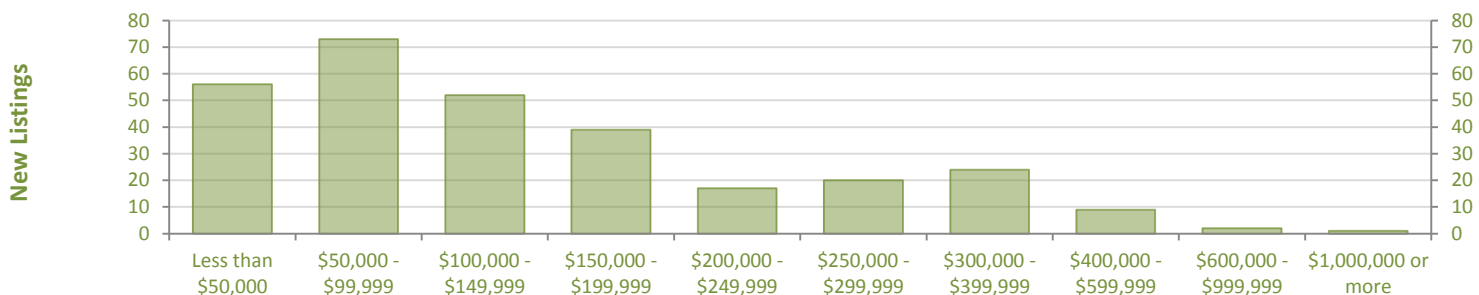


New Listings by Initial Listing Price

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	56	40.0%
\$50,000 - \$99,999	73	40.4%
\$100,000 - \$149,999	52	-1.9%
\$150,000 - \$199,999	39	5.4%
\$200,000 - \$249,999	17	6.3%
\$250,000 - \$299,999	20	33.3%
\$300,000 - \$399,999	24	41.2%
\$400,000 - \$599,999	9	-18.2%
\$600,000 - \$999,999	2	0.0%
\$1,000,000 or more	1	-50.0%

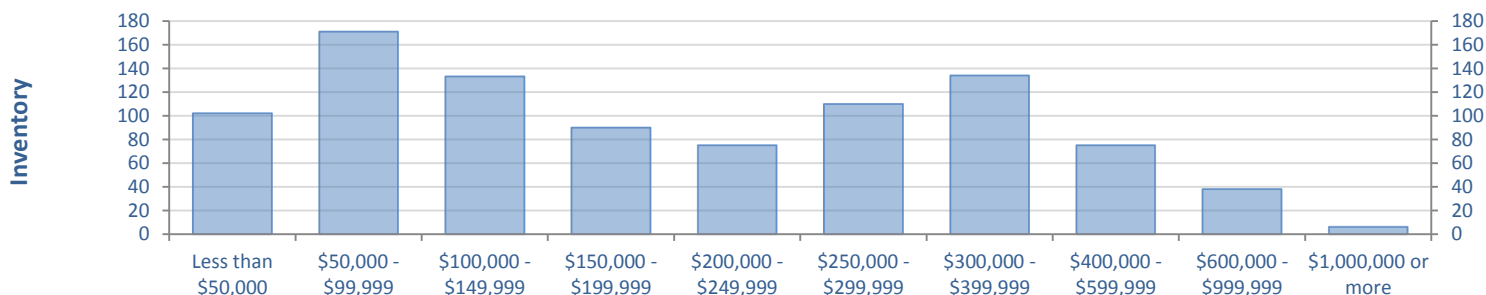


Inventory by Current Listing Price

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	102	-35.8%
\$50,000 - \$99,999	171	-25.0%
\$100,000 - \$149,999	133	-22.2%
\$150,000 - \$199,999	90	-39.2%
\$200,000 - \$249,999	75	-2.6%
\$250,000 - \$299,999	110	46.7%
\$300,000 - \$399,999	134	41.1%
\$400,000 - \$599,999	75	44.2%
\$600,000 - \$999,999	38	22.6%
\$1,000,000 or more	6	100.0%



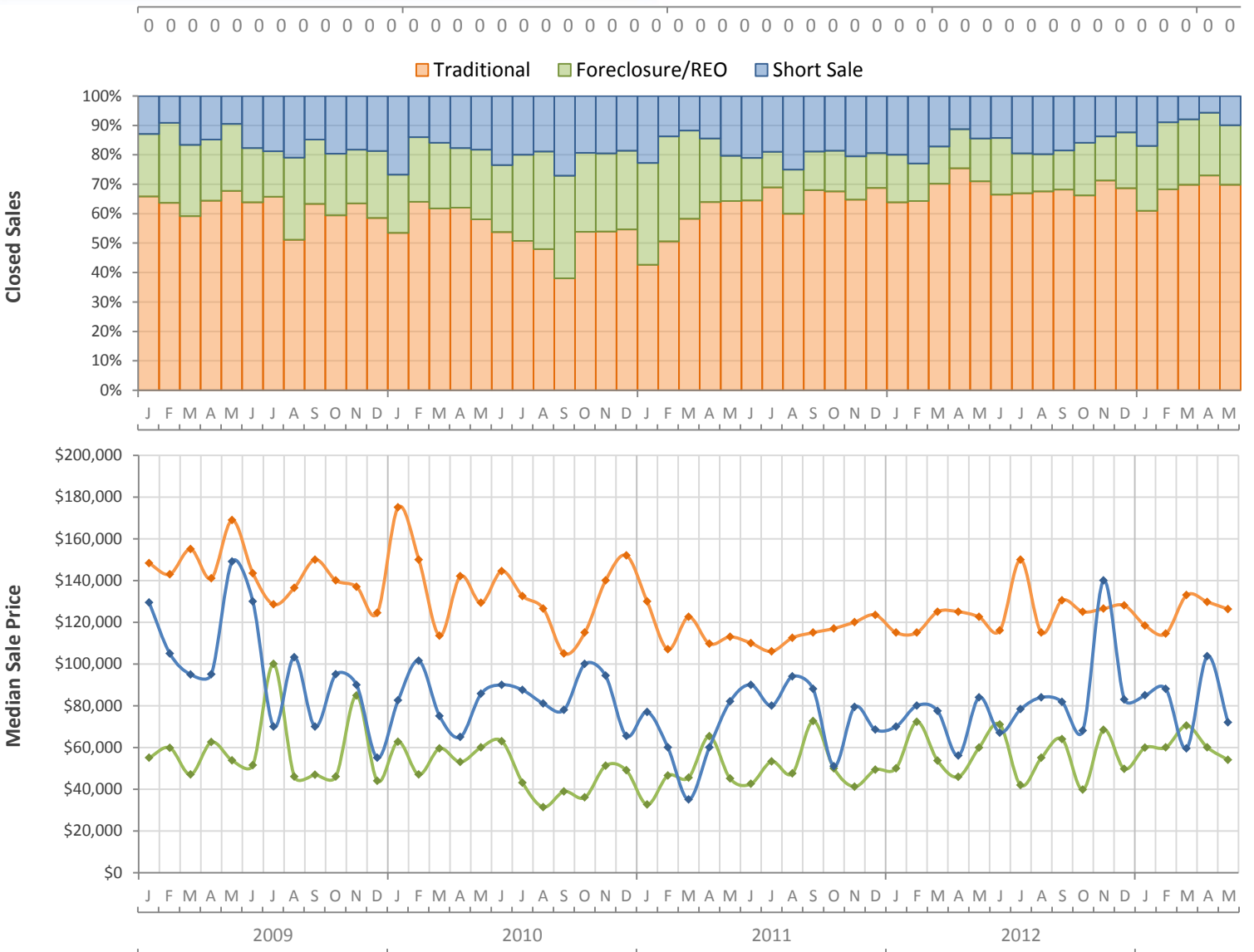
Monthly Market Detail - May 2013

Townhouses and Condos

Brevard County



		May 2013	May 2012	Percent Change Year-over-Year
Traditional	Closed Sales	162	142	14.1%
	Median Sale Price	\$126,250	\$122,500	3.1%
Foreclosure/REO	Closed Sales	47	29	62.1%
	Median Sale Price	\$54,000	\$59,900	-9.8%
Short Sale	Closed Sales	23	29	-20.7%
	Median Sale Price	\$72,000	\$84,000	-14.3%



Produced by Florida 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 Thursday, June 20, 2013. Next data release is Monday, July 22, 2013.