

Monthly Indicators

For residential real estate activity by members of Space Coast REALTORS®



August 2012

As the school-aged among us work their way back into classrooms across America, we continue to monitor key improvements in the local housing market with a keener eye. With two-thirds of 2012 complete, we're starting to get a sense for how the year will shake out. Headlines include encouraging phrases like "Recovery Takes Hold," "Home Prices on the Rise" and "Situation Eases for Sellers." Local market conditions largely support this sentiment.

New Listings were up 14.5 percent for detached homes but decreased 12.1 percent for attached properties. Pending Sales increased 44.4 percent for single-family homes and 32.6 percent for townhouse-condo properties.

The Median Sales Price was up 4.2 percent to \$100,000 for detached homes but decreased 0.5 percent to \$90,000 for attached properties. Months Supply of Inventory decreased 54.2 percent for single-family units and 49.5 percent for townhouse-condo units.

With election season in full swing, both politicians and economists will place extra emphasis on jobs and unemployment figures. Recognizing the relationship between jobs and housing demand, the most tuned-in agents and brokers will do the same. The truth is, the economy is and has been expanding consistently for years, albeit at a disjointed pace. There's reason for optimism going into the last third of 2012 and even into 2013, and housing is actually playing a large role in that positive outlook.

Monthly Snapshot

+ 14.4%	+ 4.2%	- 52.8%
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	8-2011	8-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		365	418	+ 14.5%	3,001	3,070	+ 2.3%
Pending Sales		259	374	+ 44.4%	2,349	2,580	+ 9.8%
Closed Sales		257	294	+ 14.4%	2,266	2,135	- 5.8%
Days on Market		54	34	- 37.0%	75	44	- 41.3%
Median Sales Price		\$96,000	\$100,000	+ 4.2%	\$96,000	\$105,000	+ 9.4%
Average Sales Price		\$140,615	\$140,404	- 0.1%	\$131,072	\$138,943	+ 6.0%
Pct. of Orig. Price Received		87.3%	92.2%	+ 5.6%	85.6%	91.1%	+ 6.4%
Affordability Index		232	237	+ 2.1%	232	229	- 1.4%
Homes for Sale		2,025	956	- 52.8%	--	--	--
Months Supply		7.1	3.3	- 54.2%	--	--	--

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.



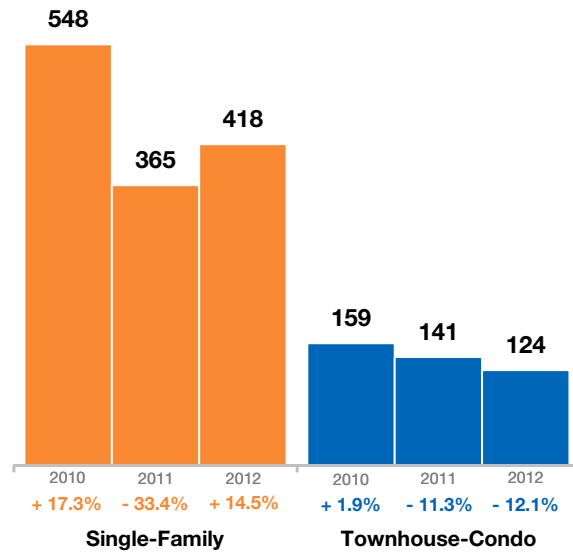
Key Metrics	Historical Sparklines	8-2011	8-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		141	124	- 12.1%	1,115	1,135	+ 1.8%
Pending Sales		89	118	+ 32.6%	758	893	+ 17.8%
Closed Sales		104	99	- 4.8%	752	774	+ 2.9%
Days on Market		76	67	- 11.8%	78	66	- 15.4%
Median Sales Price		\$90,463	\$90,000	- 0.5%	\$85,000	\$98,000	+ 15.3%
Average Sales Price		\$114,164	\$138,469	+ 21.3%	\$115,010	\$133,475	+ 16.1%
Pct. of Orig. Price Received		85.8%	91.4%	+ 6.4%	85.3%	89.6%	+ 5.0%
Affordability Index		242	255	+ 5.3%	253	241	- 4.9%
Homes for Sale		893	495	- 44.6%	--	--	--
Months Supply		9.8	5.0	- 49.5%	--	--	--

New Listings

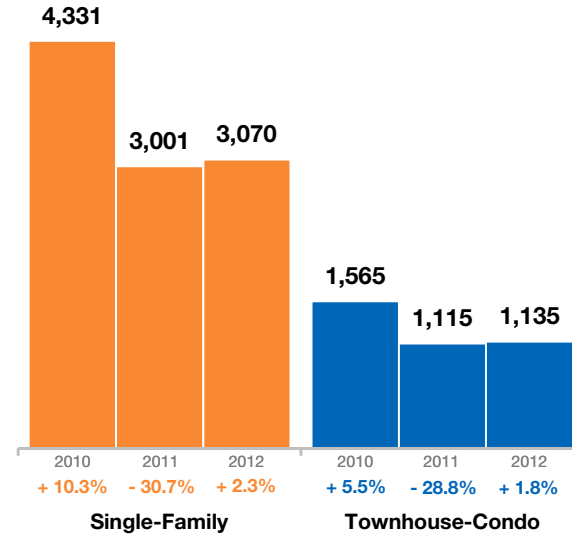
A count of the properties that have been newly listed on the market in a given month.



August

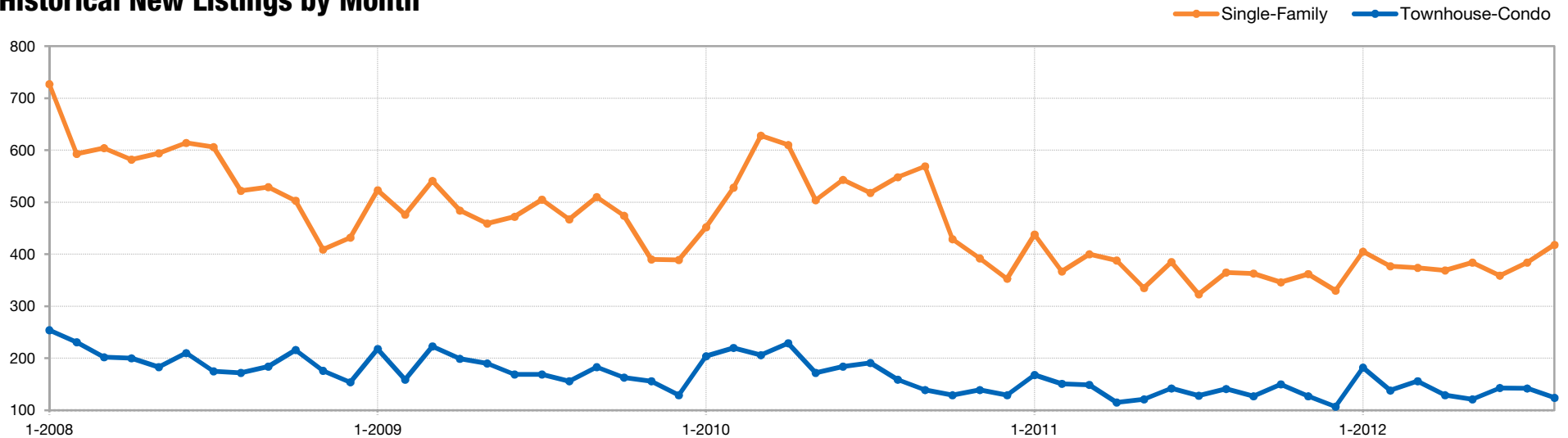


Year to Date



New Listings	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	363	-36.2%	127	-8.6%
October 2011	346	-19.3%	150	+16.3%
November 2011	362	-7.7%	127	-8.6%
December 2011	330	-6.5%	107	-17.1%
January 2012	405	-7.5%	182	+8.3%
February 2012	377	+2.7%	138	-8.6%
March 2012	374	-6.5%	156	+4.7%
April 2012	369	-4.9%	129	+12.2%
May 2012	384	+14.6%	121	0.0%
June 2012	359	-6.8%	143	+0.7%
July 2012	384	+18.9%	142	+10.9%
August 2012	418	+14.5%	124	-12.1%
12-Month Avg.	373	-5.8%	137	-0.3%

Historical New Listings by Month



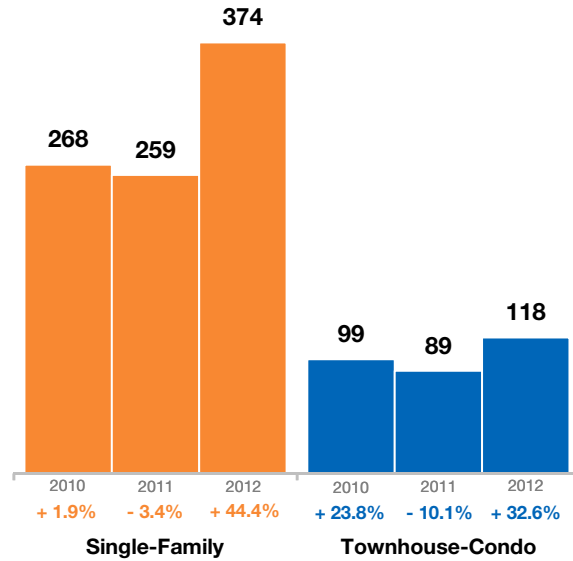
Note on the Historical Line Chart: If no activity occurred during a month, no data point is shown and the line extends to the next available data point. Data as of September 12, 2012. All data from the Brevard Multiple Listing Service. Provided by Florida REALTORS®. Powered by 10K Research and Marketing. | Click for Cover | 4

Pending Sales

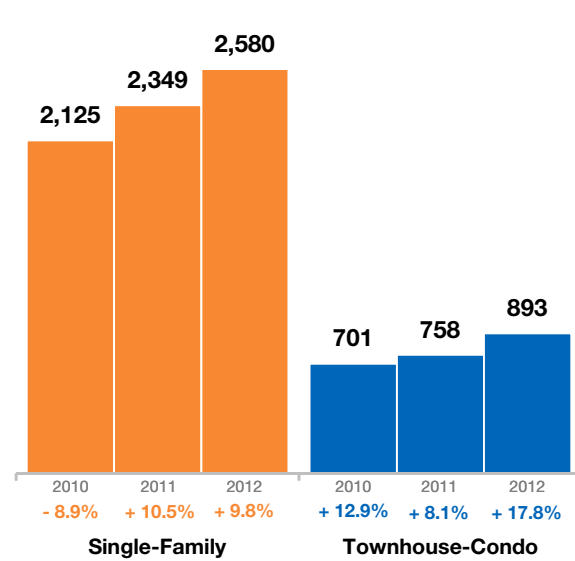
A count of the properties on which offers have been accepted in a given month.



August

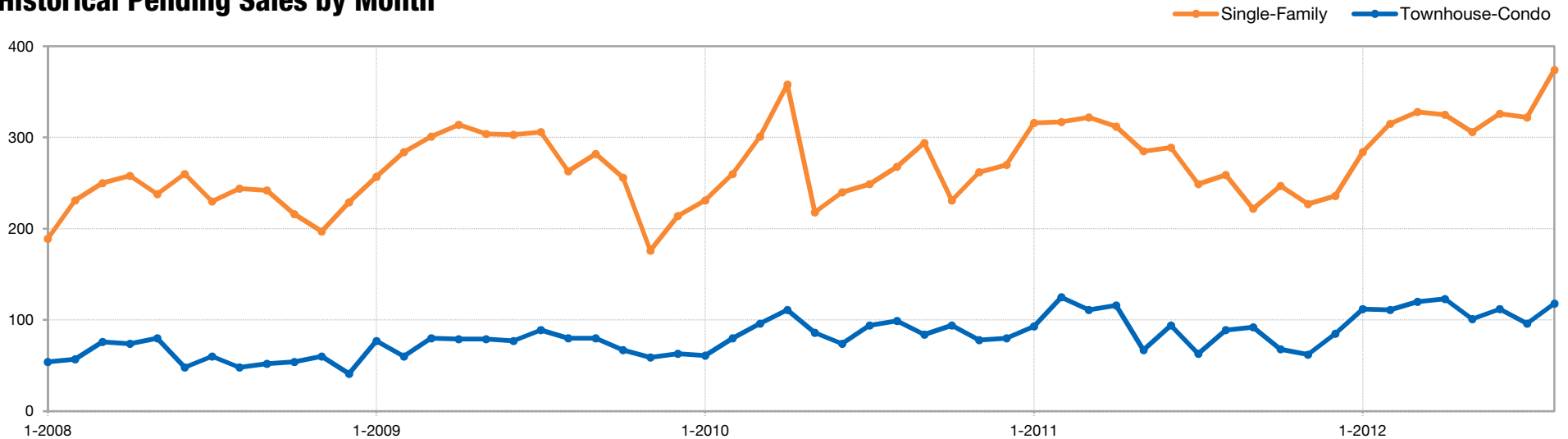


Year to Date



Pending Sales	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	222	-24.5%	92	+9.5%
October 2011	247	+6.9%	68	-27.7%
November 2011	227	-13.4%	62	-20.5%
December 2011	236	-12.6%	85	+6.3%
January 2012	284	-10.1%	112	+20.4%
February 2012	315	-0.6%	111	-11.2%
March 2012	328	+1.9%	120	+8.1%
April 2012	325	+4.2%	123	+6.0%
May 2012	306	+7.4%	101	+50.7%
June 2012	326	+12.8%	112	+19.1%
July 2012	322	+29.3%	96	+52.4%
August 2012	374	+44.4%	118	+32.6%
12-Month Avg.	293	+3.1%	100	+9.7%

Historical Pending Sales by Month



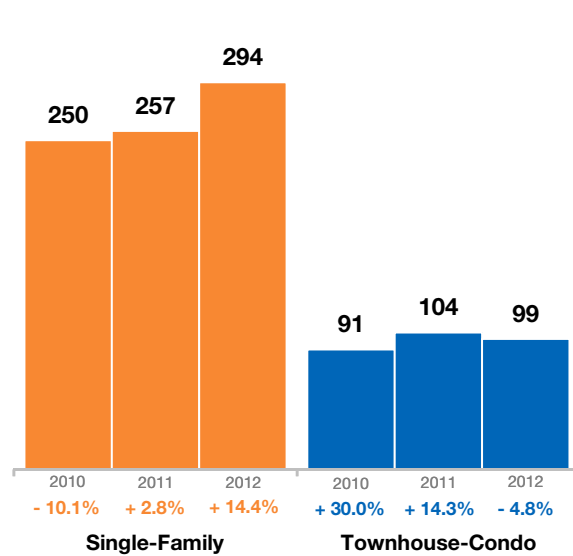
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Closed Sales

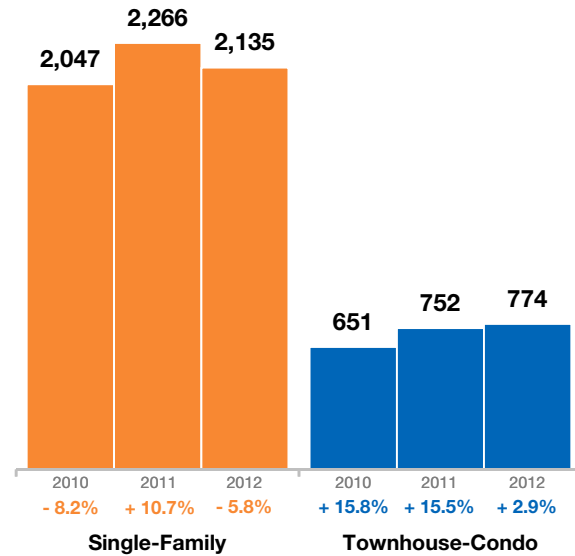
A count of the actual sales that closed in a given month.



August

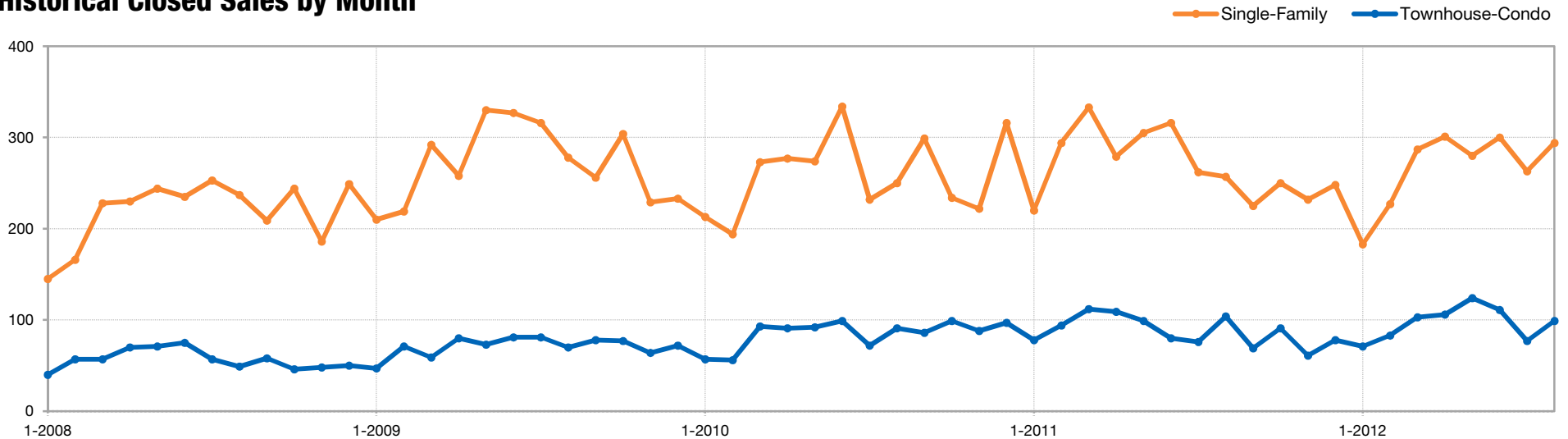


Year to Date



Closed Sales	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	225	-24.7%	69	-19.8%
October 2011	250	+6.8%	91	-8.1%
November 2011	232	+4.5%	61	-30.7%
December 2011	248	-21.5%	78	-19.6%
January 2012	183	-16.8%	71	-9.0%
February 2012	227	-22.8%	83	-11.7%
March 2012	287	-13.8%	103	-8.0%
April 2012	301	+7.9%	106	-2.8%
May 2012	280	-8.2%	124	+25.3%
June 2012	300	-5.1%	111	+38.8%
July 2012	263	+0.4%	77	+1.3%
August 2012	294	+14.4%	99	-4.8%
12-Month Avg.	258	-7.4%	89	-4.4%

Historical Closed Sales by Month



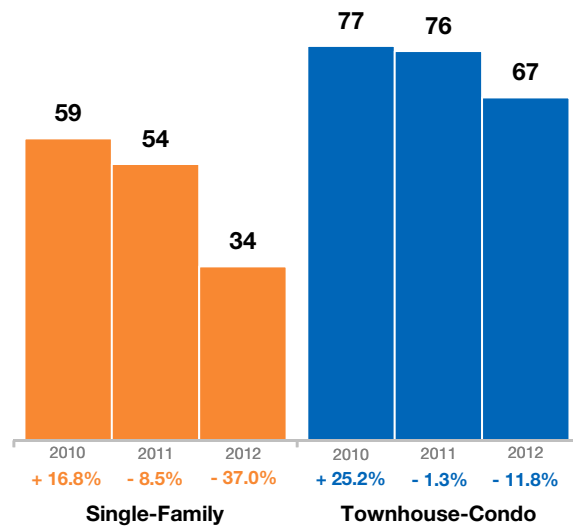
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Days on Market Until Sale

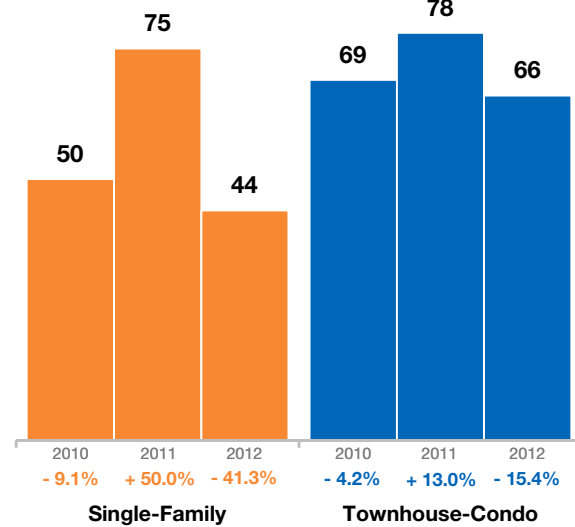
Median number of days between when a property is listed and when an offer is accepted in a given month.



August



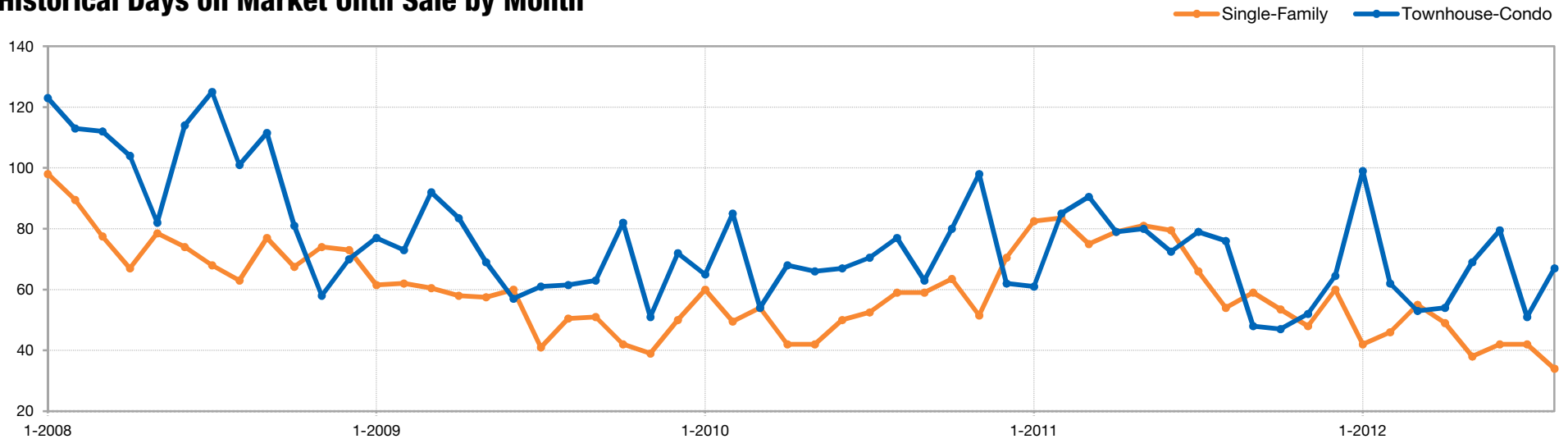
Year to Date



Days on Market	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	59	0.0%	48	-23.8%
October 2011	54	-15.7%	47	-41.3%
November 2011	48	-6.8%	52	-46.9%
December 2011	60	-14.9%	65	+4.0%
January 2012	42	-49.1%	99	+62.3%
February 2012	46	-44.9%	62	-27.1%
March 2012	55	-26.7%	53	-41.4%
April 2012	49	-38.0%	54	-31.6%
May 2012	38	-53.1%	69	-13.8%
June 2012	42	-47.2%	80	+9.7%
July 2012	42	-36.4%	51	-35.4%
August 2012	34	-37.0%	67	-11.8%
12-Month Med.*	47	-32.9%	62	-21.2%

* Days on Market for all properties from September 2011 through August 2012. This is not the Median of the individual figures above.

Historical Days on Market Until Sale by Month

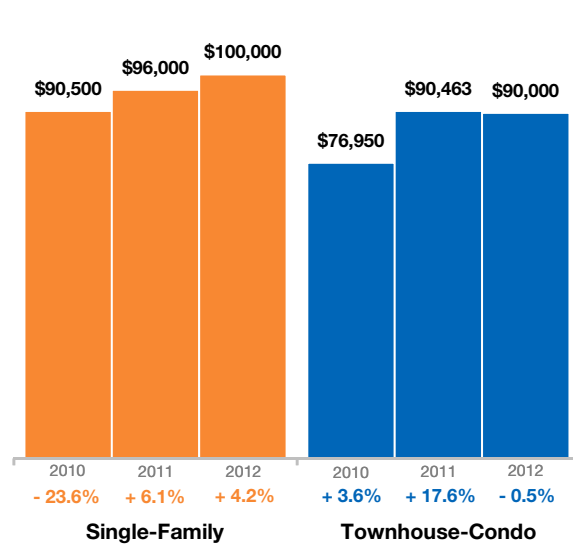


Median Sales Price

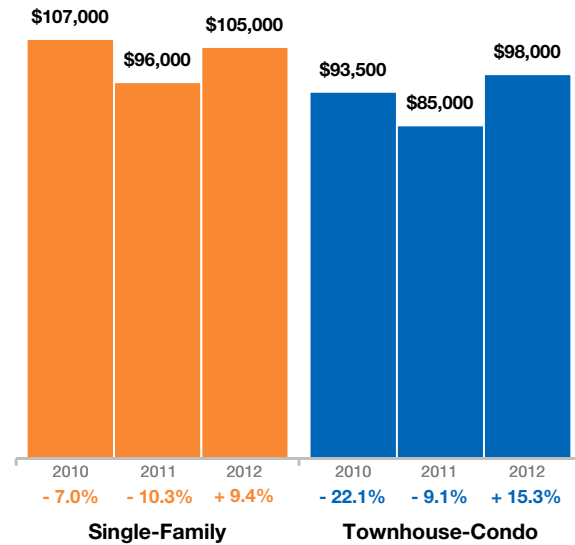
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



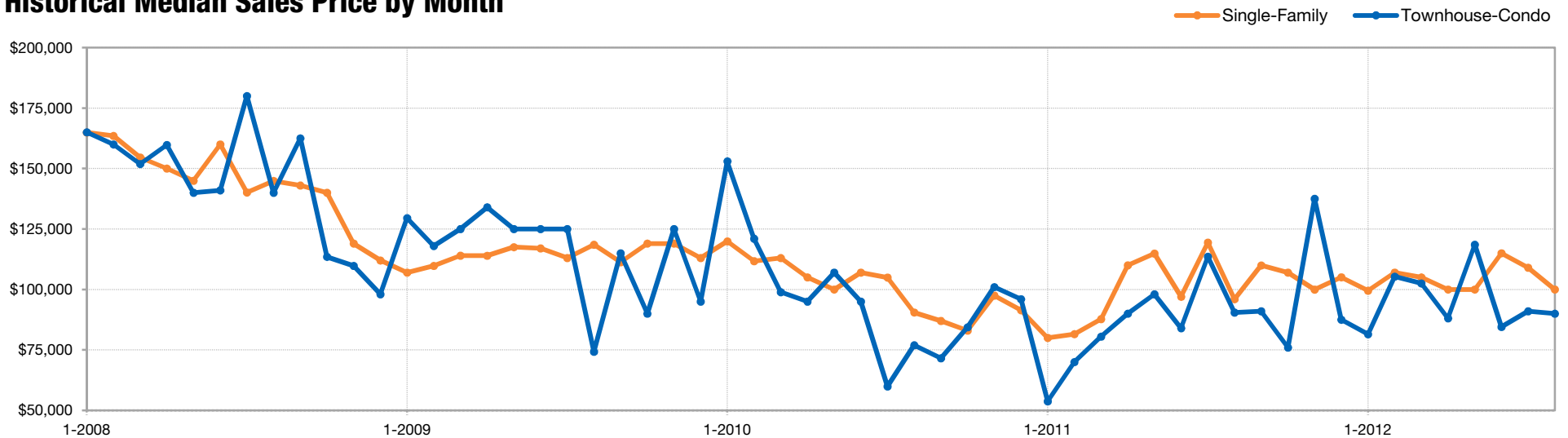
Year to Date



Median Sales Price	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	\$109,950	+26.4%	\$91,000	+27.2%
October 2011	\$107,000	+28.9%	\$76,000	-9.9%
November 2011	\$99,950	+2.5%	\$137,500	+36.1%
December 2011	\$105,063	+14.9%	\$87,500	-8.9%
January 2012	\$99,500	+24.4%	\$81,500	+51.6%
February 2012	\$107,000	+31.2%	\$105,315	+50.5%
March 2012	\$105,000	+19.7%	\$102,500	+27.3%
April 2012	\$100,000	-9.1%	\$88,100	-2.1%
May 2012	\$100,000	-12.9%	\$118,500	+20.9%
June 2012	\$115,000	+18.6%	\$84,500	+0.6%
July 2012	\$109,000	-8.7%	\$91,000	-19.9%
August 2012	\$100,000	+4.2%	\$90,000	-0.5%
12-Month Med.*	\$105,000	+10.5%	\$95,000	+11.8%

* Median Sales Price for all properties from September 2011 through August 2012. This is not the Median of the individual figures above.

Historical Median Sales Price by Month



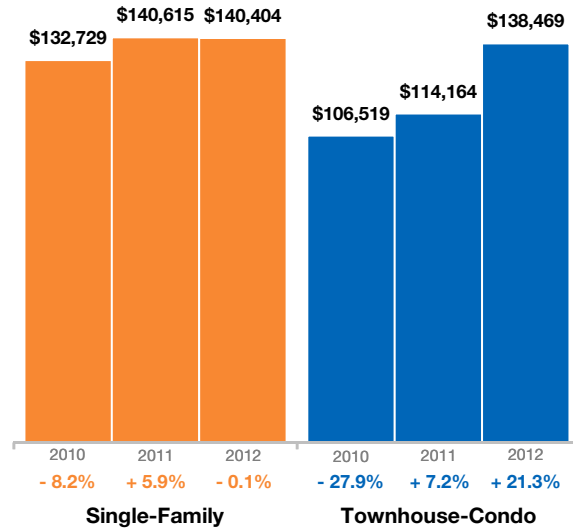
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Average Sales Price

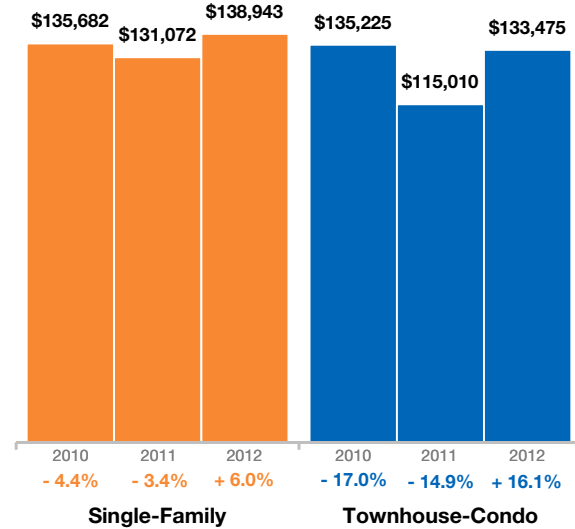
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



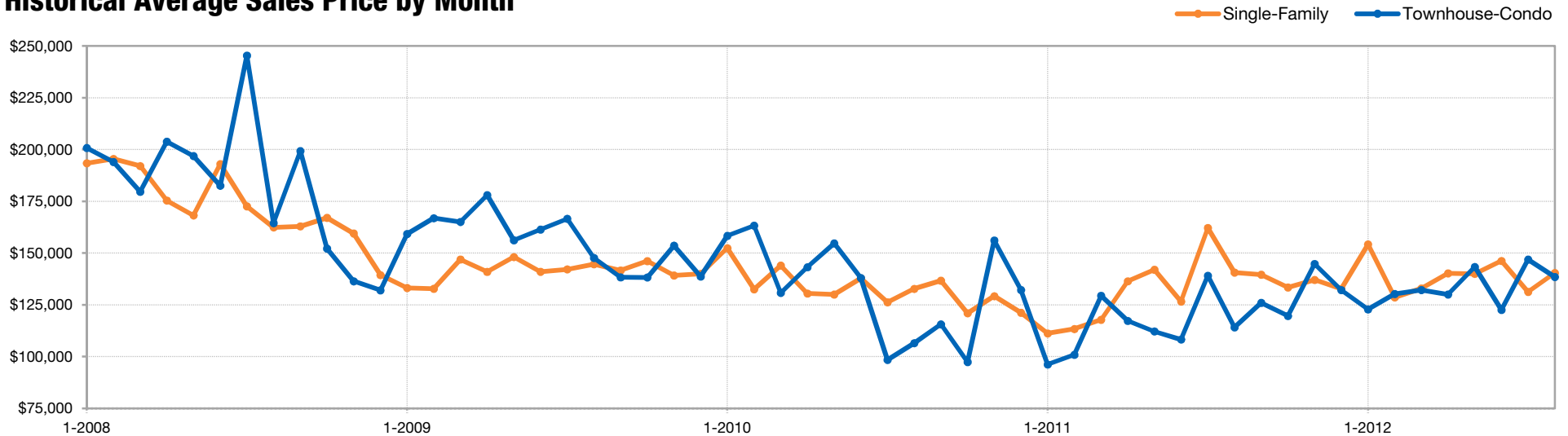
Year to Date



Average Sales Price	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	\$139,586	+2.1%	\$125,999	+9.0%
October 2011	\$133,388	+10.3%	\$119,634	+22.8%
November 2011	\$137,033	+6.1%	\$144,774	-7.3%
December 2011	\$132,632	+9.4%	\$132,121	-0.0%
January 2012	\$154,207	+38.7%	\$122,802	+27.6%
February 2012	\$128,607	+13.5%	\$130,252	+29.1%
March 2012	\$132,896	+12.8%	\$132,179	+2.1%
April 2012	\$140,236	+2.8%	\$130,027	+10.9%
May 2012	\$140,016	-1.4%	\$143,311	+27.7%
June 2012	\$146,210	+15.5%	\$122,559	+13.2%
July 2012	\$131,277	-19.0%	\$146,870	+5.6%
August 2012	\$140,404	-0.1%	\$138,469	+21.3%
12-Month Avg.*	\$137,893	+6.2%	\$132,363	+12.0%

* Average Sales Price for all properties from September 2011 through August 2012. This is not the Average of the individual figures above.

Historical Average Sales Price by Month



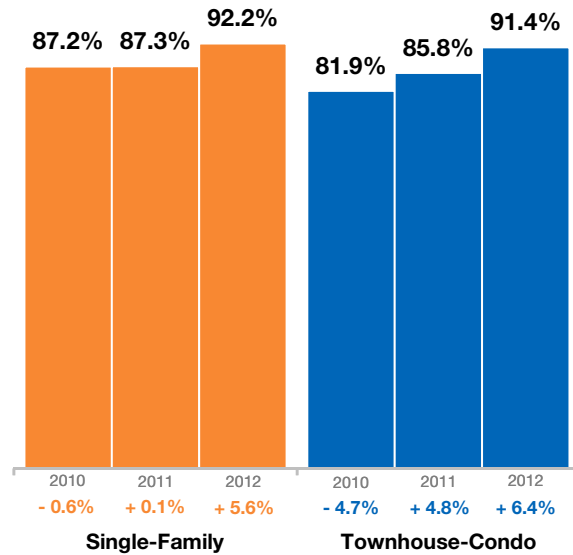
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Percent of Original List Price Received

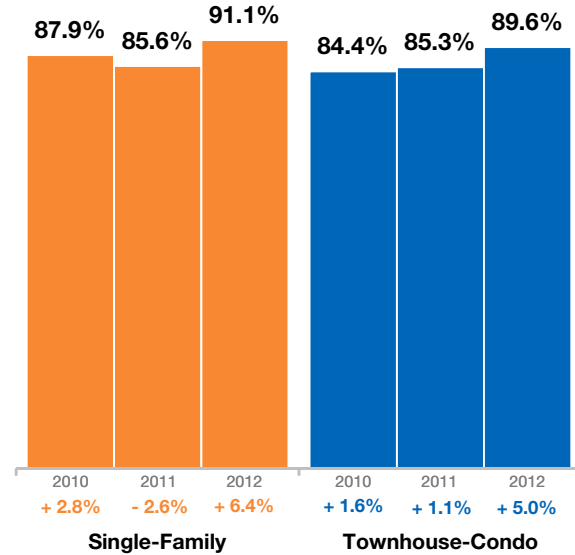
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



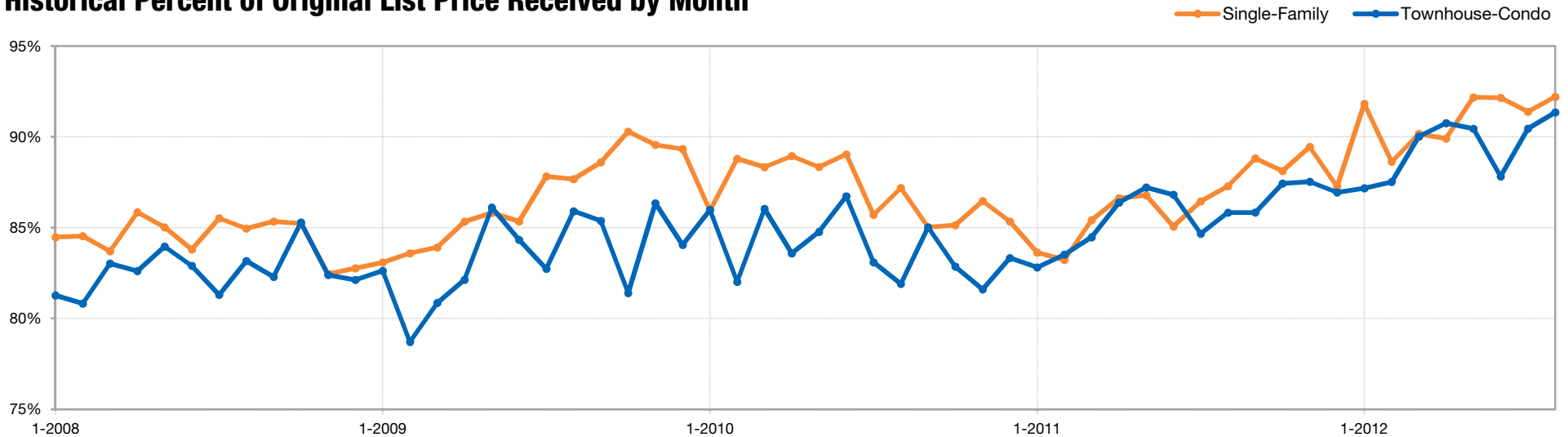
Year to Date



Pct. of Orig. Price Received	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	88.8%	+4.5%	85.8%	+1.0%
October 2011	88.1%	+3.5%	87.4%	+5.5%
November 2011	89.5%	+3.5%	87.5%	+7.3%
December 2011	87.3%	+2.2%	86.9%	+4.3%
January 2012	91.8%	+9.8%	87.2%	+5.3%
February 2012	88.6%	+6.5%	87.5%	+4.8%
March 2012	90.2%	+5.6%	90.0%	+6.6%
April 2012	89.9%	+3.8%	90.8%	+5.1%
May 2012	92.2%	+6.2%	90.4%	+3.7%
June 2012	92.2%	+8.3%	87.8%	+1.2%
July 2012	91.4%	+5.7%	90.5%	+6.8%
August 2012	92.2%	+5.6%	91.4%	+6.4%
12-Month Avg.*	90.3%	+5.5%	88.8%	+5.0%

* Pct. of Orig. Price Received for all properties from September 2011 through August 2012. This is not the Average of the individual figures above.

Historical Percent of Original List Price Received by Month



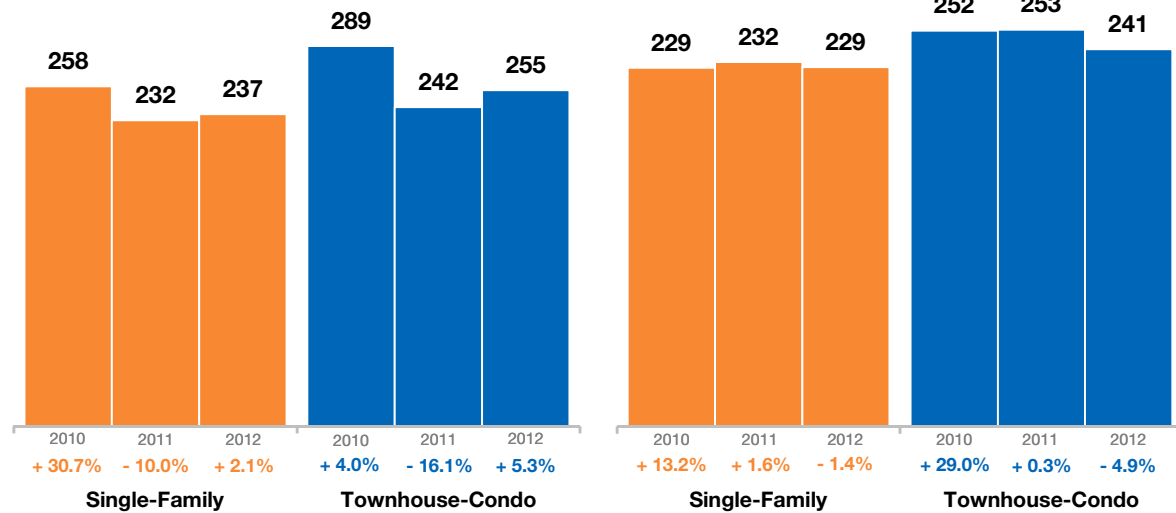
Housing Affordability Index

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.



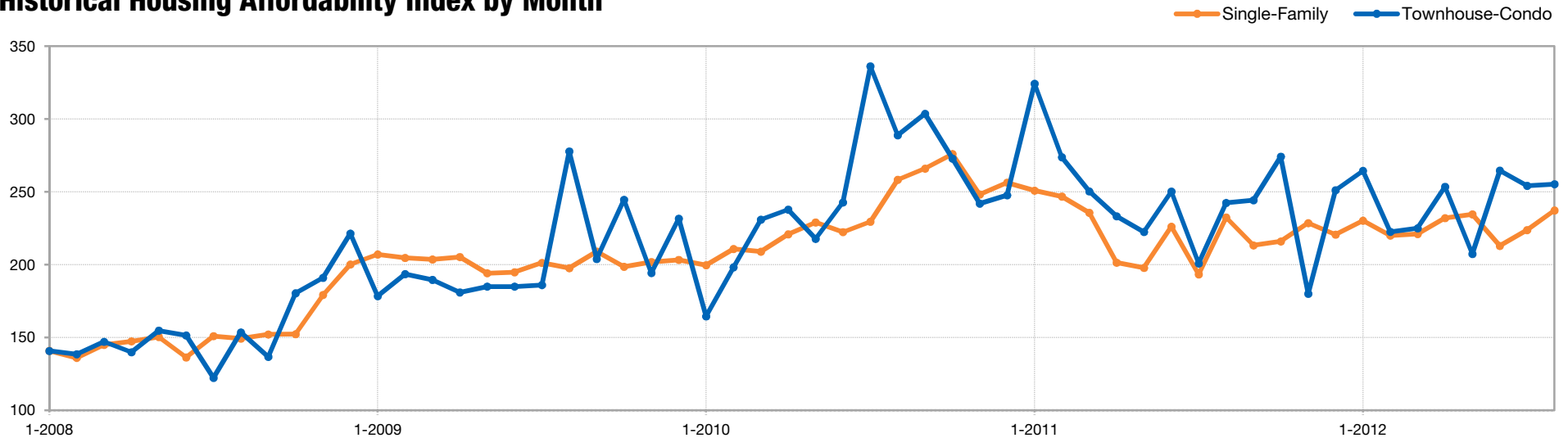
August

Year to Date



Affordability Index	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	213	-19.8%	244	-19.5%
October 2011	216	-21.8%	274	+0.5%
November 2011	229	-7.9%	180	-25.6%
December 2011	221	-13.9%	251	+1.4%
January 2012	230	-8.2%	264	-18.5%
February 2012	220	-10.8%	223	-18.7%
March 2012	221	-6.2%	225	-10.1%
April 2012	232	+15.2%	253	+8.7%
May 2012	235	+18.6%	207	-6.8%
June 2012	213	-5.8%	265	+5.7%
July 2012	224	+15.8%	254	+26.6%
August 2012	237	+2.1%	255	+5.3%
12-Month Avg.	224	-15.7%	241	-7.1%

Historical Housing Affordability Index by Month



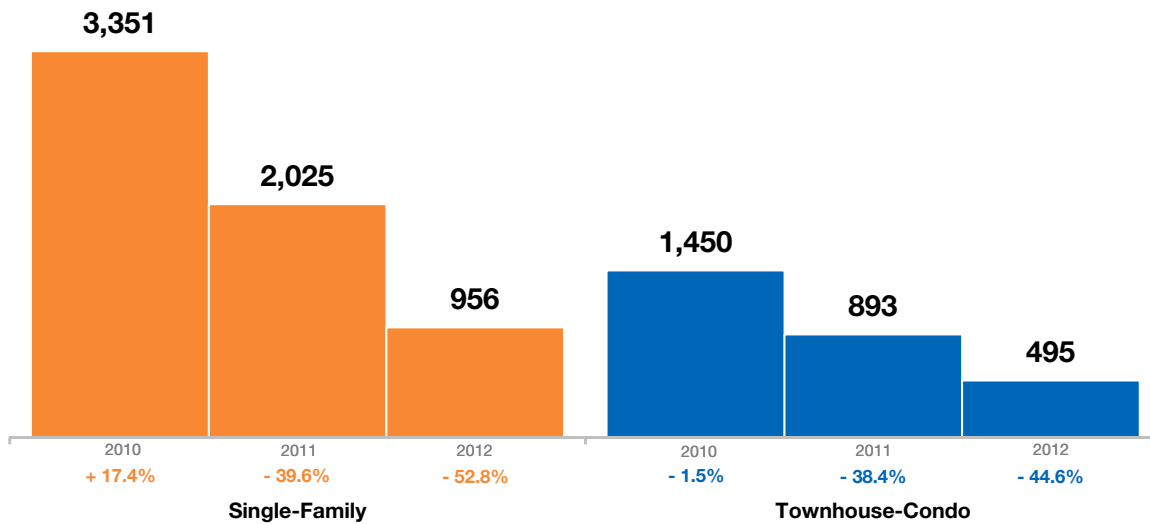
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Inventory of Homes for Sale

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



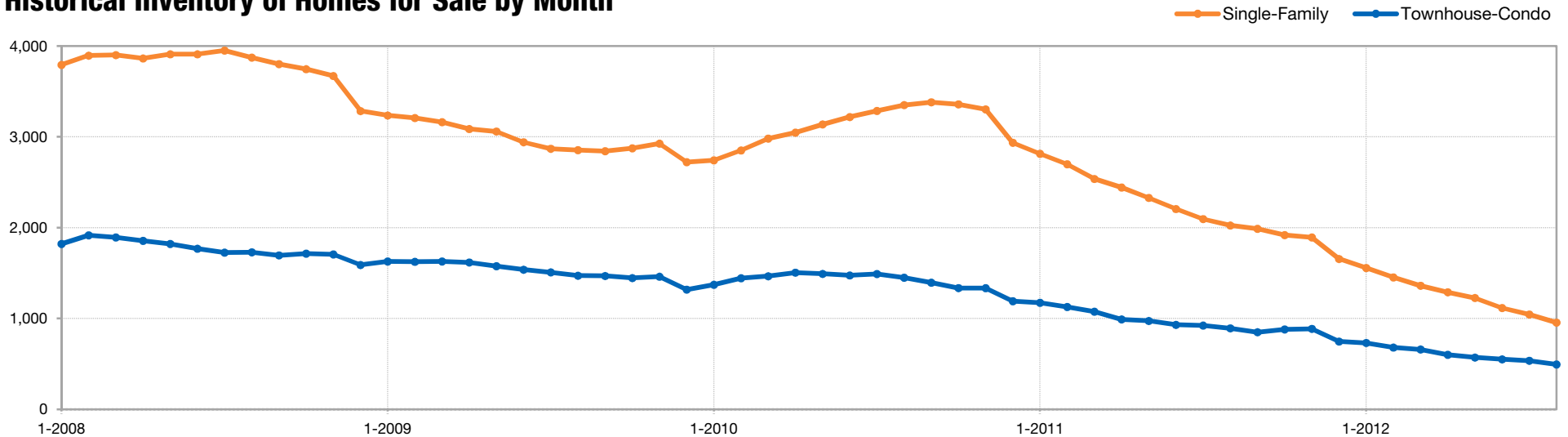
August



Homes for Sale	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	1,988	-41.2%	850	-39.1%
October 2011	1,919	-42.9%	881	-34.1%
November 2011	1,893	-42.7%	887	-33.6%
December 2011	1,656	-43.6%	747	-37.3%
January 2012	1,557	-44.7%	732	-37.6%
February 2012	1,453	-46.2%	681	-39.6%
March 2012	1,362	-46.3%	660	-38.7%
April 2012	1,290	-47.2%	601	-39.4%
May 2012	1,227	-47.3%	571	-41.4%
June 2012	1,116	-49.4%	551	-40.8%
July 2012	1,045	-50.1%	536	-41.9%
August 2012	956	-52.8%	495	-44.6%
12-Month Avg.*	1,455	-45.7%	683	-38.6%

* Homes for Sale for all properties from September 2011 through August 2012. This is not the Average of the individual figures above.

Historical Inventory of Homes for Sale by Month



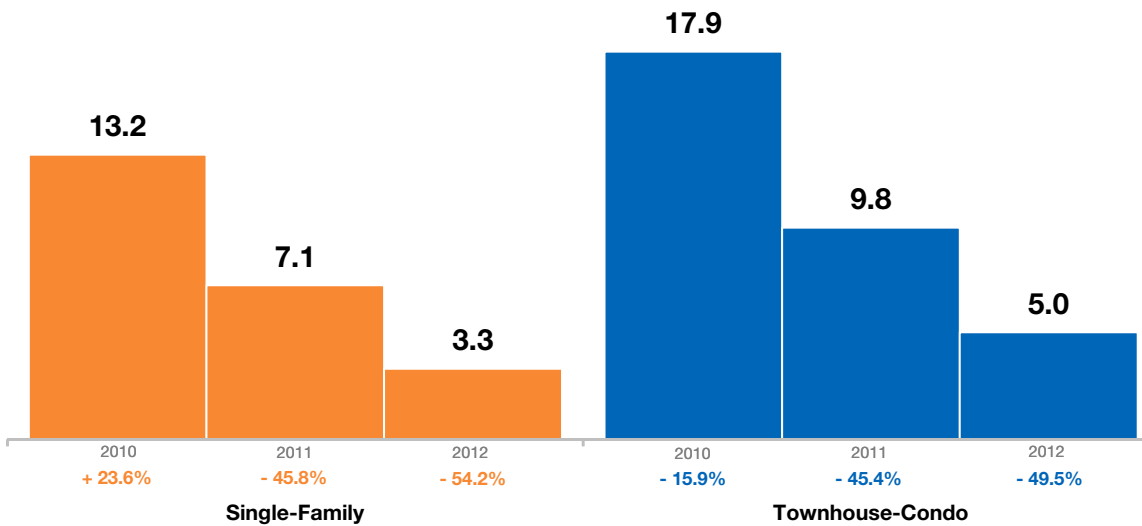
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Months Supply of Inventory

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.



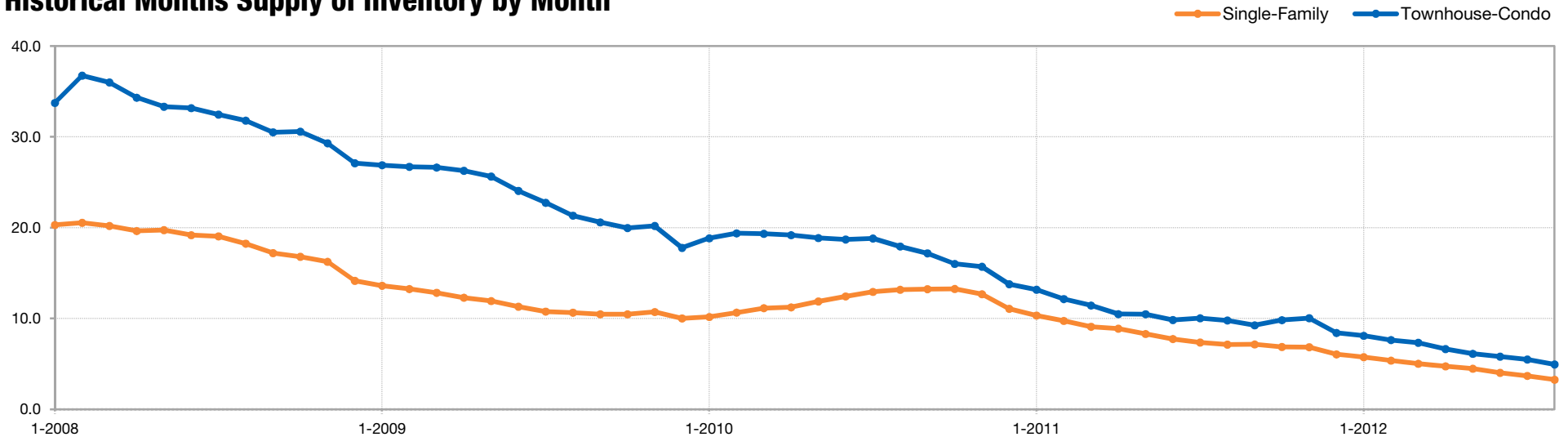
August



Months Supply	Single-Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
September 2011	7.2	-46.0%	9.3	-46.1%
October 2011	6.9	-48.2%	9.8	-38.7%
November 2011	6.9	-46.0%	10.0	-36.1%
December 2011	6.1	-45.3%	8.4	-38.9%
January 2012	5.8	-44.4%	8.1	-38.5%
February 2012	5.4	-44.9%	7.6	-37.1%
March 2012	5.0	-44.8%	7.3	-35.8%
April 2012	4.7	-46.7%	6.6	-36.7%
May 2012	4.5	-46.1%	6.1	-41.6%
June 2012	4.0	-48.0%	5.8	-41.0%
July 2012	3.7	-49.9%	5.5	-45.3%
August 2012	3.3	-54.2%	5.0	-49.5%
12-Month Avg.*	5.3	-46.8%	7.5	-40.3%

* Months Supply for all properties from September 2011 through August 2012. This is not the Average of the individual figures above.

Historical Months Supply of Inventory by Month



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