

# Monthly Market Detail - September 2014

## Single Family Homes

### Walton County



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Summary Statistics	September 2014	September 2013	Percent Change Year-over-Year
Closed Sales	205	145	41.4%
Paid in Cash	58	53	9.4%
New Pending Sales	164	137	19.7%
New Listings	236	209	12.9%
Median Sale Price	\$315,000	\$319,000	-1.3%
Average Sale Price	\$598,807	\$539,168	11.1%
Median Days on Market	68	65	4.6%
Average Percent of Original List Price Received	93.2%	93.1%	0.1%
Pending Inventory	371	365	1.6%
Inventory (Active Listings)	1,561	1,261	23.8%
Months Supply of Inventory	9.9	9.1	9.5%

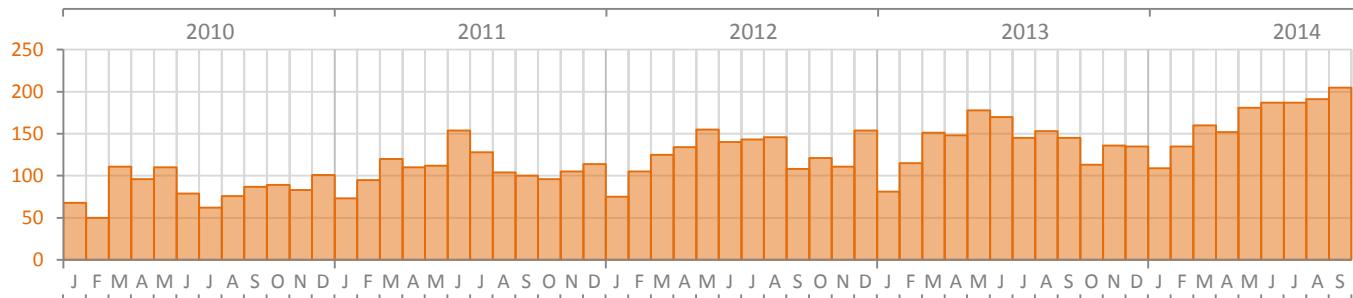
## Closed Sales

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
September 2014	205	41.4%
August 2014	191	24.8%
July 2014	187	29.0%
June 2014	187	10.0%
May 2014	181	1.7%
April 2014	152	2.7%
March 2014	160	6.0%
February 2014	135	17.4%
January 2014	109	34.6%
December 2013	135	-12.3%
November 2013	136	22.5%
October 2013	113	-6.6%
September 2013	145	34.3%

Closed Sales



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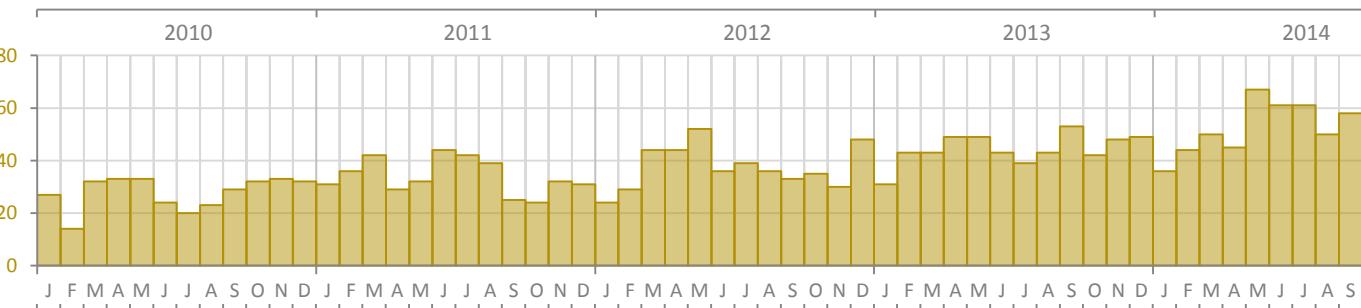
## Cash Sales

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
September 2014	58	9.4%
August 2014	50	16.3%
July 2014	61	56.4%
June 2014	61	41.9%
May 2014	67	36.7%
April 2014	45	-8.2%
March 2014	50	16.3%
February 2014	44	2.3%
January 2014	36	16.1%
December 2013	49	2.1%
November 2013	48	60.0%
October 2013	42	20.0%
September 2013	53	60.6%

Cash Sales



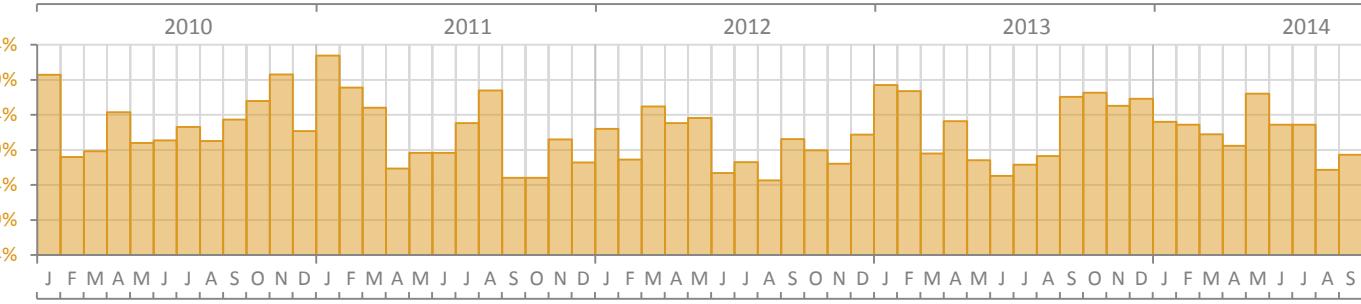
## Cash Sales as a Percentage of Closed Sales

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
September 2014	28.3%	-22.6%
August 2014	26.2%	-6.9%
July 2014	32.6%	21.3%
June 2014	32.6%	29.0%
May 2014	37.0%	34.5%
April 2014	29.6%	-10.6%
March 2014	31.3%	9.7%
February 2014	32.6%	-12.8%
January 2014	33.0%	-13.7%
December 2013	36.3%	16.5%
November 2013	35.3%	30.6%
October 2013	37.2%	28.5%
September 2013	36.6%	19.6%

Pct. of Closed Sales Paid in Cash



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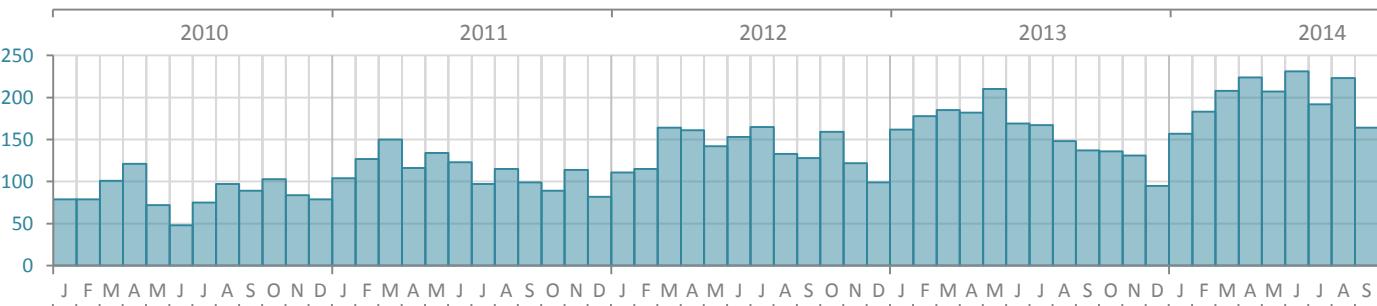
## New Pending Sales

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
September 2014	164	19.7%
August 2014	223	50.7%
July 2014	192	15.0%
June 2014	231	36.7%
May 2014	207	-1.4%
April 2014	224	23.1%
March 2014	208	12.4%
February 2014	183	2.8%
January 2014	157	-3.1%
December 2013	95	-4.0%
November 2013	131	7.4%
October 2013	136	-14.5%
September 2013	137	7.0%

Pending Sales



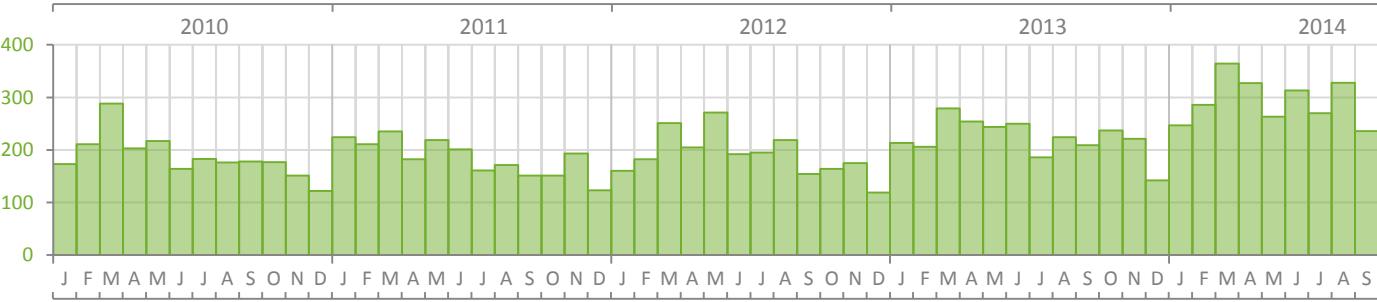
## New Listings

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
September 2014	236	12.9%
August 2014	328	46.4%
July 2014	270	45.2%
June 2014	313	25.2%
May 2014	263	7.8%
April 2014	327	28.7%
March 2014	364	30.5%
February 2014	286	38.8%
January 2014	247	16.0%
December 2013	142	19.3%
November 2013	221	26.3%
October 2013	237	44.5%
September 2013	209	35.7%

New Listings



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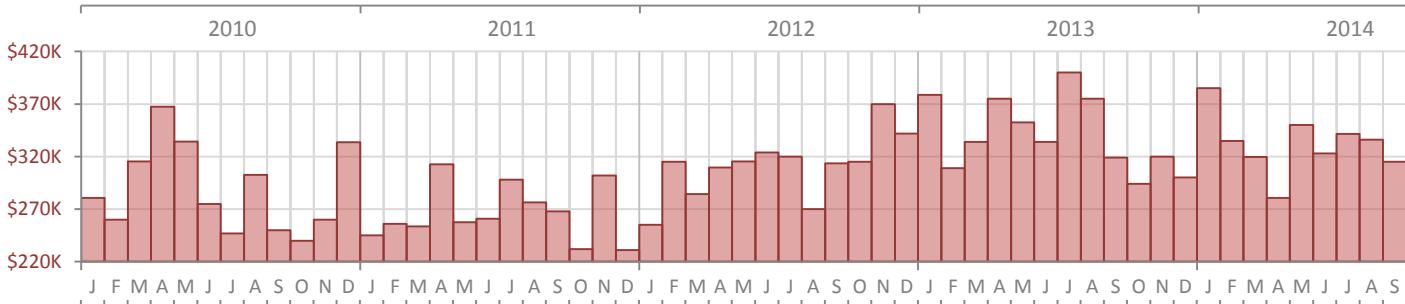
## Median Sale Price

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
September 2014	\$315,000	-1.3%
August 2014	\$336,000	-10.4%
July 2014	\$341,591	-14.6%
June 2014	\$323,000	-3.3%
May 2014	\$350,000	-0.7%
April 2014	\$280,750	-25.1%
March 2014	\$319,500	-4.3%
February 2014	\$335,000	8.4%
January 2014	\$385,000	1.7%
December 2013	\$300,000	-12.2%
November 2013	\$320,000	-13.5%
October 2013	\$293,950	-6.7%
September 2013	\$319,000	1.8%

Median Sale Price



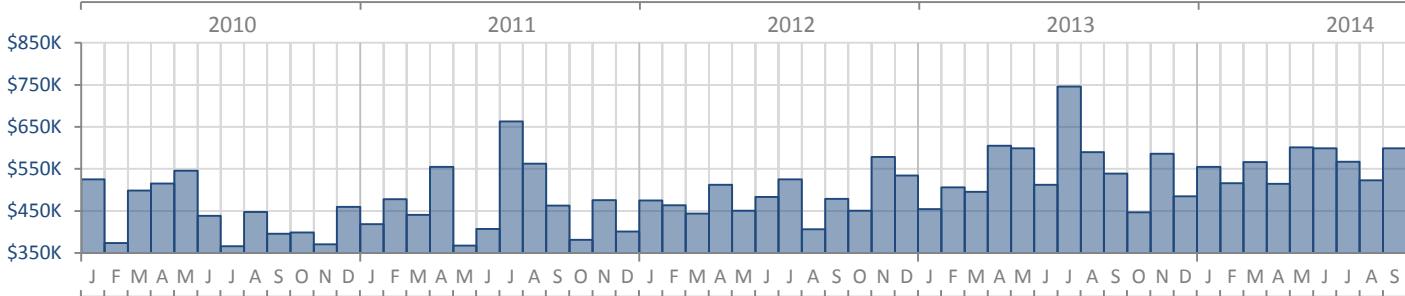
## Average Sale Price

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
September 2014	\$598,807	11.1%
August 2014	\$523,165	-11.3%
July 2014	\$566,814	-24.0%
June 2014	\$599,270	17.0%
May 2014	\$601,005	0.3%
April 2014	\$514,667	-15.0%
March 2014	\$566,134	14.2%
February 2014	\$516,165	1.9%
January 2014	\$555,003	22.2%
December 2013	\$484,568	-9.3%
November 2013	\$585,945	1.3%
October 2013	\$446,643	-0.9%
September 2013	\$539,168	12.6%

Average Sale Price



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## Single Family Homes

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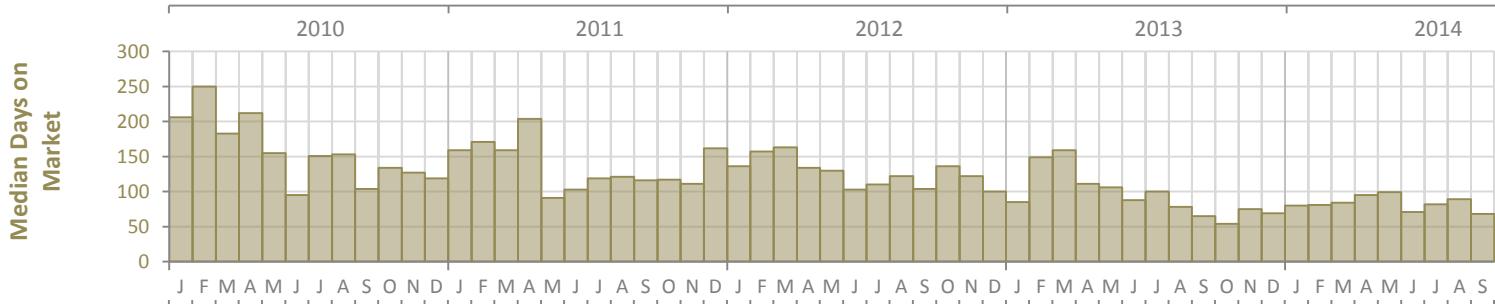


## Median Days on Market

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
September 2014	68	4.6%
August 2014	89	14.1%
July 2014	82	-18.0%
June 2014	71	-19.3%
May 2014	99	-6.6%
April 2014	95	-14.4%
March 2014	84	-47.2%
February 2014	81	-45.6%
January 2014	80	-5.9%
December 2013	69	-31.0%
November 2013	75	-38.5%
October 2013	54	-60.3%
September 2013	65	-37.5%

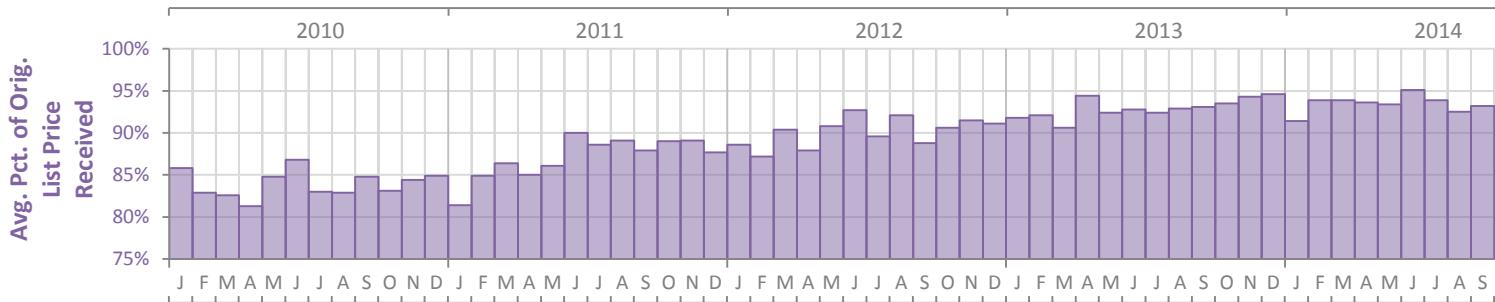


## Average Percent of Original List Price Received

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
September 2014	93.2%	0.1%
August 2014	92.5%	-0.4%
July 2014	93.9%	1.6%
June 2014	95.1%	2.5%
May 2014	93.4%	1.1%
April 2014	93.6%	-0.8%
March 2014	93.9%	3.6%
February 2014	93.9%	2.0%
January 2014	91.4%	-0.4%
December 2013	94.6%	3.8%
November 2013	94.3%	3.1%
October 2013	93.5%	3.2%
September 2013	93.1%	4.8%



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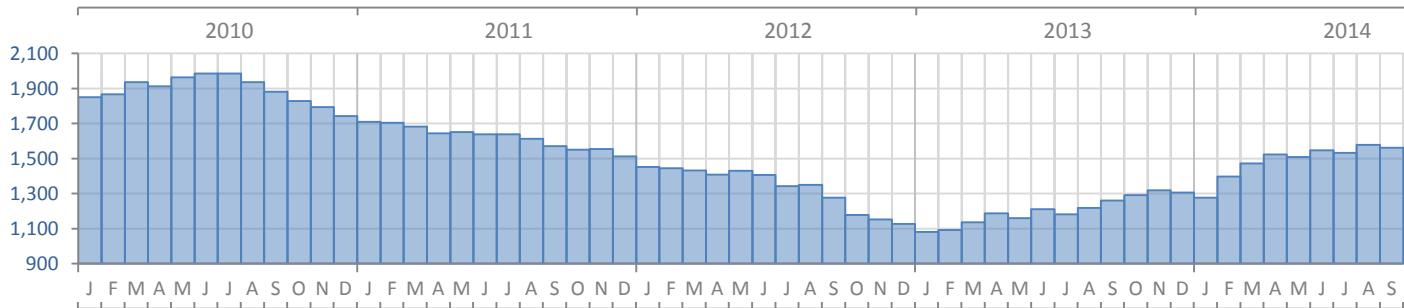
## Inventory (Active Listings)

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
September 2014	1,561	23.8%
August 2014	1,579	29.6%
July 2014	1,532	29.7%
June 2014	1,547	27.7%
May 2014	1,509	30.1%
April 2014	1,524	28.4%
March 2014	1,472	29.5%
February 2014	1,398	28.0%
January 2014	1,276	17.9%
December 2013	1,306	15.9%
November 2013	1,319	14.5%
October 2013	1,292	9.7%
September 2013	1,261	-1.3%

Inventory



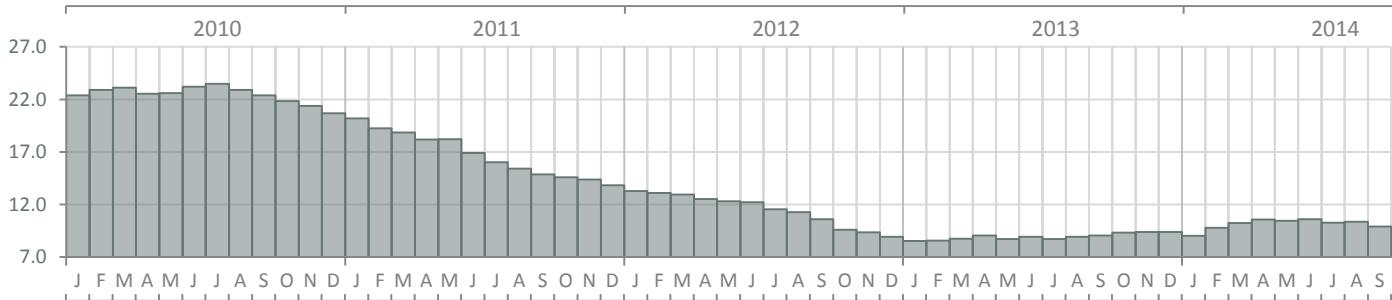
## Months Supply of Inventory

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
September 2014	9.9	9.5%
August 2014	10.3	15.8%
July 2014	10.3	17.8%
June 2014	10.6	18.6%
May 2014	10.4	19.7%
April 2014	10.6	16.7%
March 2014	10.2	16.9%
February 2014	9.8	14.2%
January 2014	9.0	5.8%
December 2013	9.4	5.3%
November 2013	9.4	0.1%
October 2013	9.3	-3.0%
September 2013	9.1	-14.6%

Months Supply of Inventory



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## Single Family Homes

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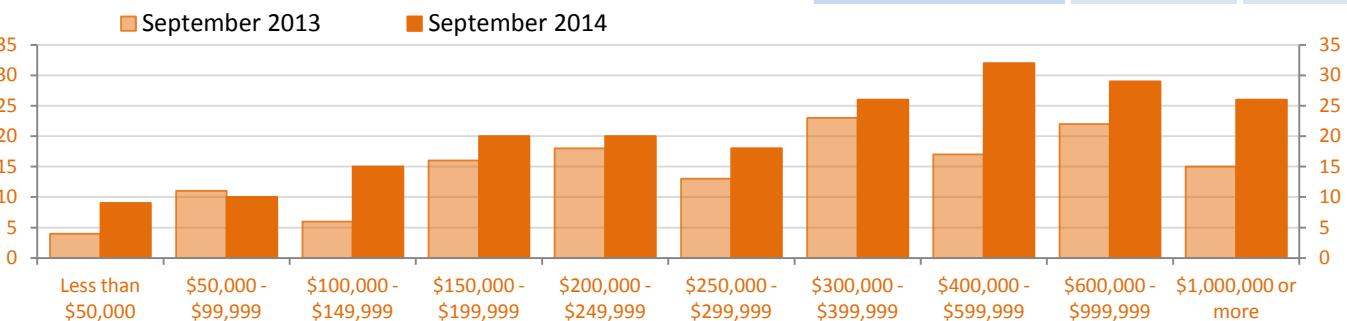


## Closed Sales by Sale Price

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	9	125.0%
\$50,000 - \$99,999	10	-9.1%
\$100,000 - \$149,999	15	150.0%
\$150,000 - \$199,999	20	25.0%
\$200,000 - \$249,999	20	11.1%
\$250,000 - \$299,999	18	38.5%
\$300,000 - \$399,999	26	13.0%
\$400,000 - \$599,999	32	88.2%
\$600,000 - \$999,999	29	31.8%
\$1,000,000 or more	26	73.3%



## 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	49	-64.7%
\$50,000 - \$99,999	78	14.7%
\$100,000 - \$149,999	97	142.5%
\$150,000 - \$199,999	34	88.9%
\$200,000 - \$249,999	50	-55.8%
\$250,000 - \$299,999	71	69.0%
\$300,000 - \$399,999	55	96.4%
\$400,000 - \$599,999	83	144.1%
\$600,000 - \$999,999	85	-41.4%
\$1,000,000 or more	95	-41.4%



Median Days on Market

# Monthly Market Detail - September 2014

## Single Family Homes

### Walton 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	6	100.0%
\$50,000 - \$99,999	7	16.7%
\$100,000 - \$149,999	11	10.0%
\$150,000 - \$199,999	18	-5.3%
\$200,000 - \$249,999	28	64.7%
\$250,000 - \$299,999	23	-11.5%
\$300,000 - \$399,999	28	16.7%
\$400,000 - \$599,999	40	0.0%
\$600,000 - \$999,999	35	2.9%
\$1,000,000 or more	40	33.3%

■ September 2013 ■ September 2014

New Listings



## 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	16	14.3%
\$50,000 - \$99,999	50	4.2%
\$100,000 - \$149,999	60	17.6%
\$150,000 - \$199,999	114	44.3%
\$200,000 - \$249,999	136	28.3%
\$250,000 - \$299,999	128	13.3%
\$300,000 - \$399,999	183	35.6%
\$400,000 - \$599,999	293	42.9%
\$600,000 - \$999,999	225	21.0%
\$1,000,000 or more	356	9.9%

■ September 2013 ■ September 2014

Inventory



# Monthly Distressed Market - September 2014

## Single Family Homes

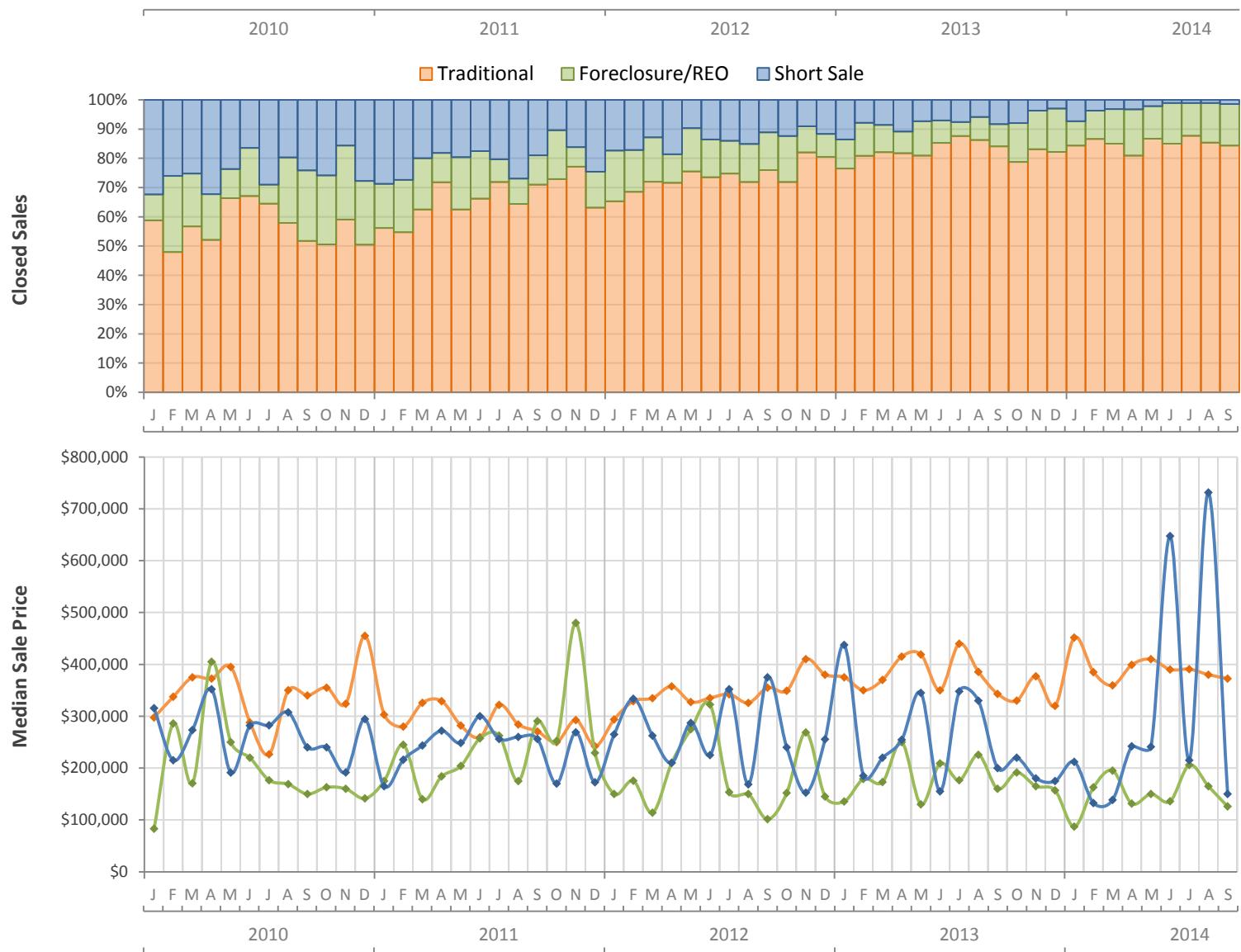
### Walton County



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		September 2014	September 2013	Percent Change Year-over-Year
Traditional	Closed Sales	173	122	41.8%
	Median Sale Price	\$372,500	\$343,000	8.6%
Foreclosure/REO	Closed Sales	29	11	163.6%
	Median Sale Price	\$126,000	\$160,000	-21.3%
Short Sale	Closed Sales	3	12	-75.0%
	Median Sale Price	\$150,000	\$199,950	-25.0%



# Monthly Market Detail - September 2014

## Townhouses and Condos

### Walton County



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Summary Statistics	September 2014	September 2013	Percent Change Year-over-Year
Closed Sales	65	76	-14.5%
Paid in Cash	28	40	-30.0%
New Pending Sales	73	61	19.7%
New Listings	92	101	-8.9%
Median Sale Price	\$290,000	\$320,000	-9.4%
Average Sale Price	\$419,245	\$431,620	-2.9%
Median Days on Market	82	94	-12.8%
Average Percent of Original List Price Received	91.5%	89.9%	1.8%
Pending Inventory	112	101	10.9%
Inventory (Active Listings)	702	693	1.3%
Months Supply of Inventory	10.1	9.4	8.0%

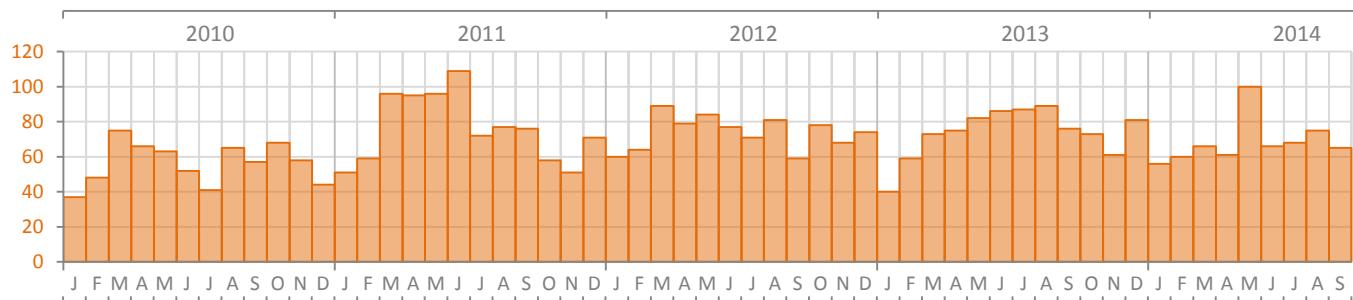
## Closed Sales

The number of sales transactions which closed during the month

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Month	Closed Sales	Percent Change Year-over-Year
September 2014	65	-14.5%
August 2014	75	-15.7%
July 2014	68	-21.8%
June 2014	66	-23.3%
May 2014	100	22.0%
April 2014	61	-18.7%
March 2014	66	-9.6%
February 2014	60	1.7%
January 2014	56	40.0%
December 2013	81	9.5%
November 2013	61	-10.3%
October 2013	73	-6.4%
September 2013	76	28.8%

Closed Sales





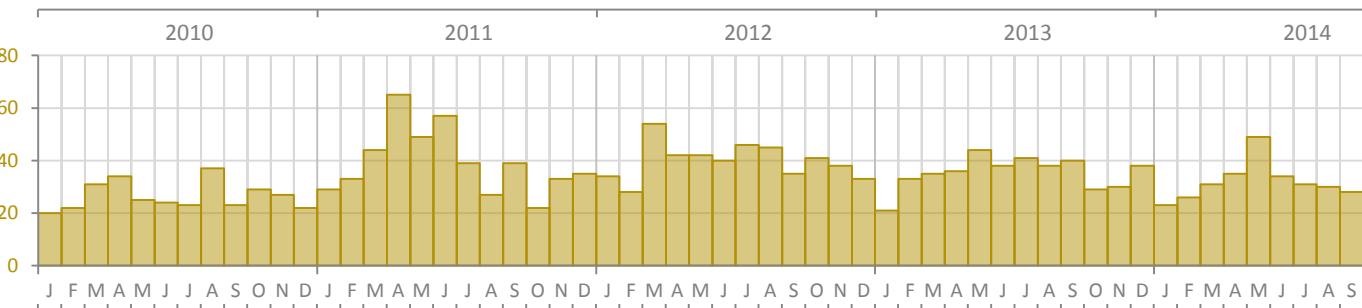
## Cash Sales

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
September 2014	28	-30.0%
August 2014	30	-21.1%
July 2014	31	-24.4%
June 2014	34	-10.5%
May 2014	49	11.4%
April 2014	35	-2.8%
March 2014	31	-11.4%
February 2014	26	-21.2%
January 2014	23	9.5%
December 2013	38	15.2%
November 2013	30	-21.1%
October 2013	29	-29.3%
September 2013	40	14.3%

Cash Sales



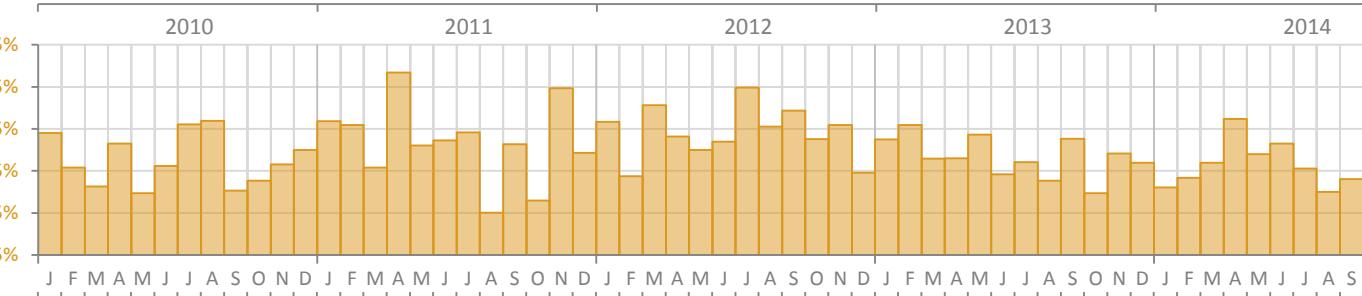
## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

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Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
September 2014	43.1%	-18.2%
August 2014	40.0%	-6.3%
July 2014	45.6%	-3.3%
June 2014	51.5%	16.6%
May 2014	49.0%	-8.7%
April 2014	57.4%	19.5%
March 2014	47.0%	-2.0%
February 2014	43.3%	-22.5%
January 2014	41.1%	-21.8%
December 2013	46.9%	5.2%
November 2013	49.2%	-12.0%
October 2013	39.7%	-24.4%
September 2013	52.6%	-11.3%

Pct. of Closed Sales Paid in Cash



# Monthly Market Detail - September 2014

## Townhouses and Condos

### Walton 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
September 2014	73	19.7%
August 2014	83	-1.2%
July 2014	73	-23.2%
June 2014	72	-28.7%
May 2014	76	-20.8%
April 2014	92	41.5%
March 2014	80	-23.1%
February 2014	72	-11.1%
January 2014	86	24.6%
December 2013	53	8.2%
November 2013	70	29.6%
October 2013	80	-13.0%
September 2013	61	-6.2%

Pending Sales



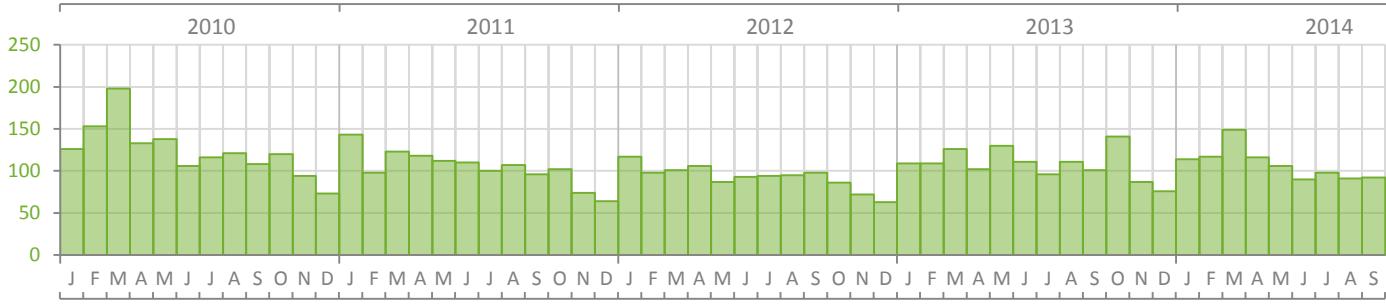
## New Listings

The number of properties put onto the market during the month

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Month	New Listings	Percent Change Year-over-Year
September 2014	92	-8.9%
August 2014	91	-18.0%
July 2014	98	2.1%
June 2014	90	-18.9%
May 2014	106	-18.5%
April 2014	116	13.7%
March 2014	149	18.3%
February 2014	117	7.3%
January 2014	114	4.6%
December 2013	76	20.6%
November 2013	87	20.8%
October 2013	141	64.0%
September 2013	101	3.1%

New Listings

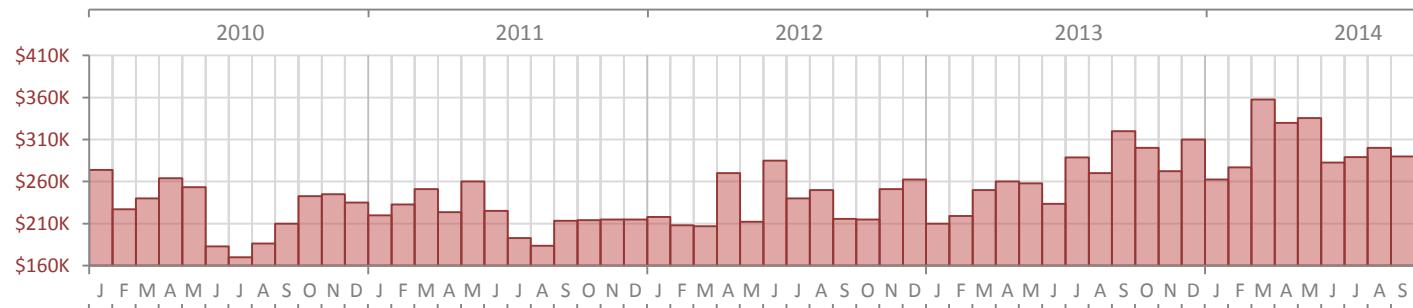


## Median Sale Price

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
September 2014	\$290,000	-9.4%
August 2014	\$300,000	11.1%
July 2014	\$289,250	0.1%
June 2014	\$282,500	20.9%
May 2014	\$335,625	30.2%
April 2014	\$330,000	26.9%
March 2014	\$357,500	43.0%
February 2014	\$277,000	26.5%
January 2014	\$262,500	25.0%
December 2013	\$310,000	18.1%
November 2013	\$272,500	8.6%
October 2013	\$300,000	39.5%
September 2013	\$320,000	48.4%

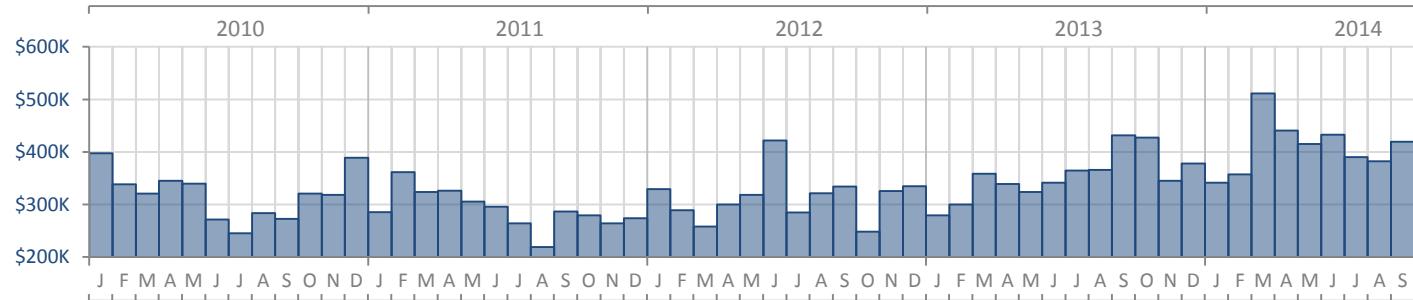


## Average Sale Price

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
September 2014	\$419,245	-2.9%
August 2014	\$381,963	4.4%
July 2014	\$390,146	7.0%
June 2014	\$432,575	26.8%
May 2014	\$414,977	28.3%
April 2014	\$440,373	29.8%
March 2014	\$511,112	42.5%
February 2014	\$357,535	19.3%
January 2014	\$341,196	22.1%
December 2013	\$378,191	13.0%
November 2013	\$345,347	6.0%
October 2013	\$427,383	72.1%
September 2013	\$431,620	29.1%



# Monthly Market Detail - September 2014

## Townhouses and Condos

### Walton County



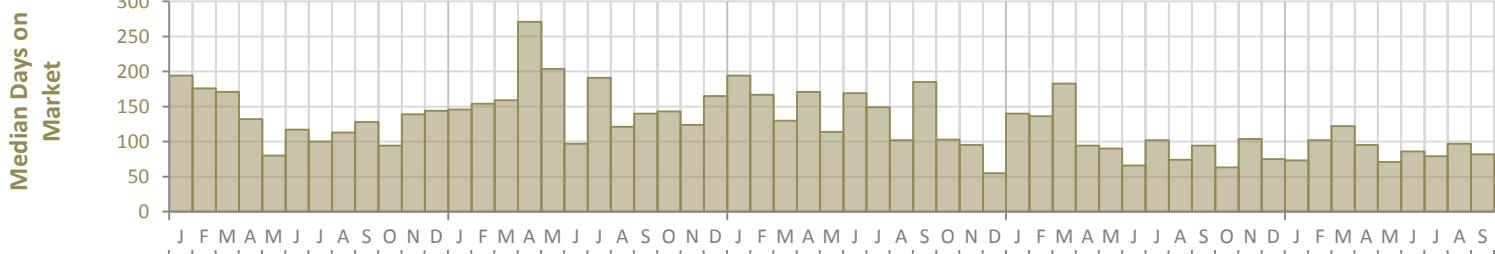
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## Median Days on Market

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
September 2014	82	-12.8%
August 2014	97	31.1%
July 2014	79	-22.5%
June 2014	86	30.3%
May 2014	71	-21.1%
April 2014	95	1.1%
March 2014	122	-33.3%
February 2014	102	-25.0%
January 2014	73	-47.9%
December 2013	75	36.4%
November 2013	104	9.5%
October 2013	63	-38.8%
September 2013	94	-49.2%

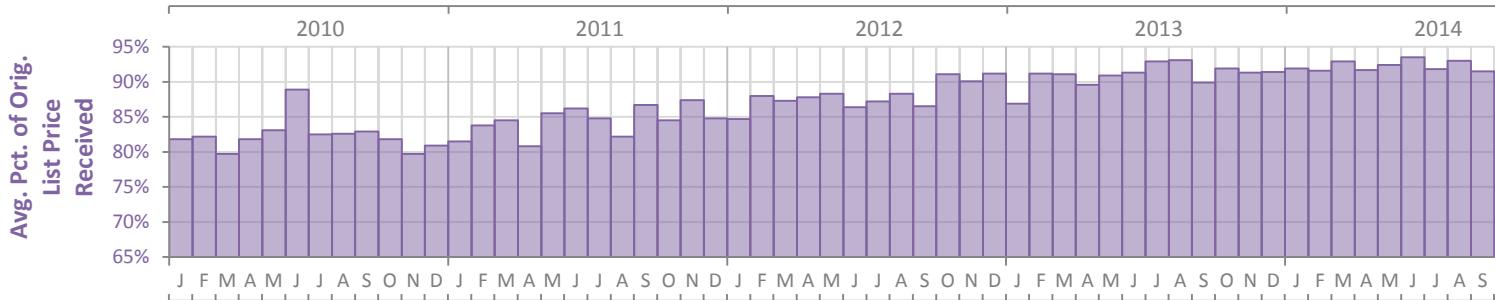


## Average Percent of Original List Price Received

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
September 2014	91.5%	1.8%
August 2014	93.0%	-0.1%
July 2014	91.8%	-1.2%
June 2014	93.5%	2.4%
May 2014	92.4%	1.7%
April 2014	91.7%	2.3%
March 2014	92.9%	2.0%
February 2014	91.6%	0.4%
January 2014	91.9%	5.8%
December 2013	91.4%	0.2%
November 2013	91.3%	1.3%
October 2013	91.9%	0.9%
September 2013	89.9%	3.9%



# Monthly Market Detail - September 2014

## Townhouses and Condos

### Walton 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
September 2014	702	1.3%
August 2014	722	8.1%
July 2014	711	7.9%
June 2014	731	7.7%
May 2014	728	4.1%
April 2014	702	1.7%
March 2014	699	5.3%
February 2014	653	-2.2%
January 2014	701	7.7%
December 2013	729	9.1%
November 2013	701	6.7%
October 2013	741	6.9%
September 2013	693	-8.2%

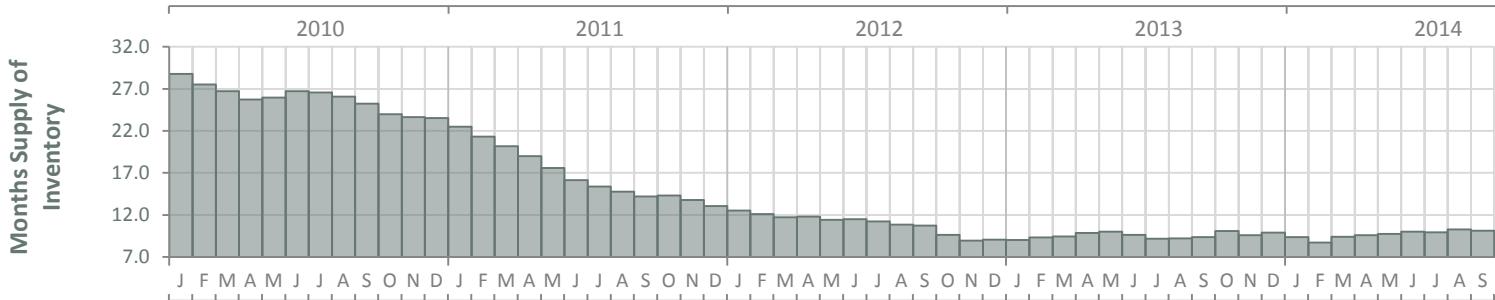


## Months Supply of Inventory

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
September 2014	10.1	8.0%
August 2014	10.3	11.5%
July 2014	10.0	8.5%
June 2014	10.0	4.0%
May 2014	9.8	-2.7%
April 2014	9.6	-2.8%
March 2014	9.4	-0.5%
February 2014	8.7	-6.6%
January 2014	9.4	3.6%
December 2013	9.9	9.4%
November 2013	9.6	7.4%
October 2013	10.1	4.7%
September 2013	9.4	-12.7%



## Closed Sales by Sale Price

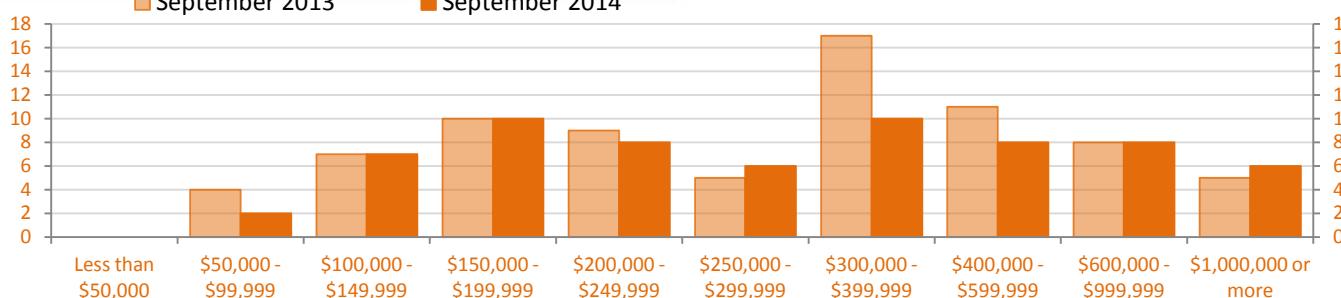
The number of sales transactions which closed during the month

**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	0	N/A
\$50,000 - \$99,999	2	-50.0%
\$100,000 - \$149,999	7	0.0%
\$150,000 - \$199,999	10	0.0%
\$200,000 - \$249,999	8	-11.1%
\$250,000 - \$299,999	6	20.0%
\$300,000 - \$399,999	10	-41.2%
\$400,000 - \$599,999	8	-27.3%
\$600,000 - \$999,999	8	0.0%
\$1,000,000 or more	6	20.0%

■ September 2013 ■ September 2014

Closed Sales



## Median Days on Market by Sale Price

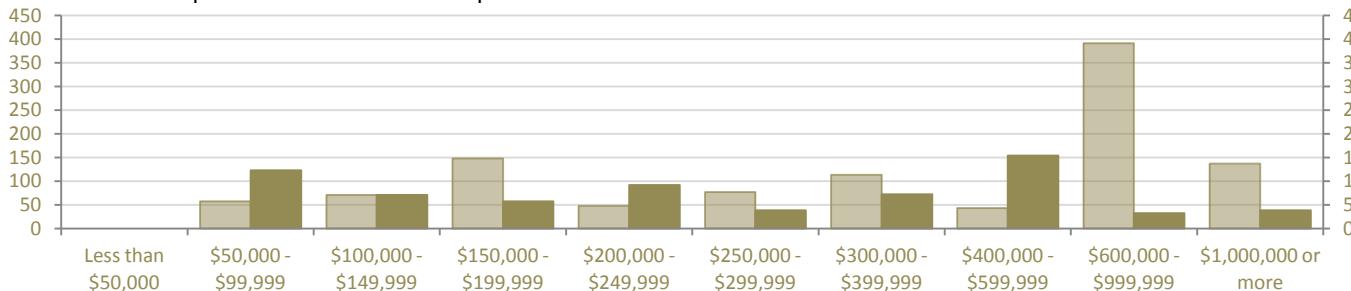
The median number of days that properties sold during the month were on the market

**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	(No Sales)	N/A
\$50,000 - \$99,999	123	115.8%
\$100,000 - \$149,999	71	0.0%
\$150,000 - \$199,999	57	-61.5%
\$200,000 - \$249,999	92	91.7%
\$250,000 - \$299,999	38	-50.6%
\$300,000 - \$399,999	72	-36.3%
\$400,000 - \$599,999	154	258.1%
\$600,000 - \$999,999	32	-91.8%
\$1,000,000 or more	38	-72.3%

■ September 2013 ■ September 2014

Median Days on Market



## New Listings by Initial Listing Price

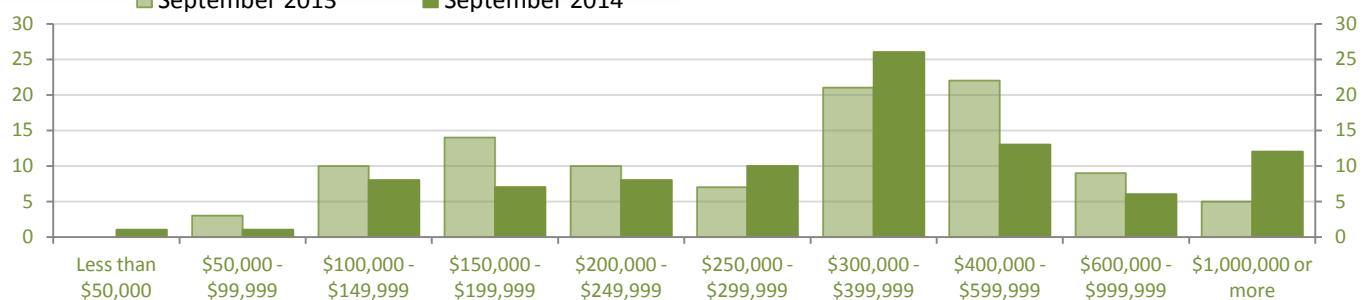
The number of properties put onto the market during the month

**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	1	N/A
\$50,000 - \$99,999	1	-66.7%
\$100,000 - \$149,999	8	-20.0%
\$150,000 - \$199,999	7	-50.0%
\$200,000 - \$249,999	8	-20.0%
\$250,000 - \$299,999	10	42.9%
\$300,000 - \$399,999	26	23.8%
\$400,000 - \$599,999	13	-40.9%
\$600,000 - \$999,999	6	-33.3%
\$1,000,000 or more	12	140.0%

■ September 2013 ■ September 2014

New Listings



## Inventory by Current Listing Price

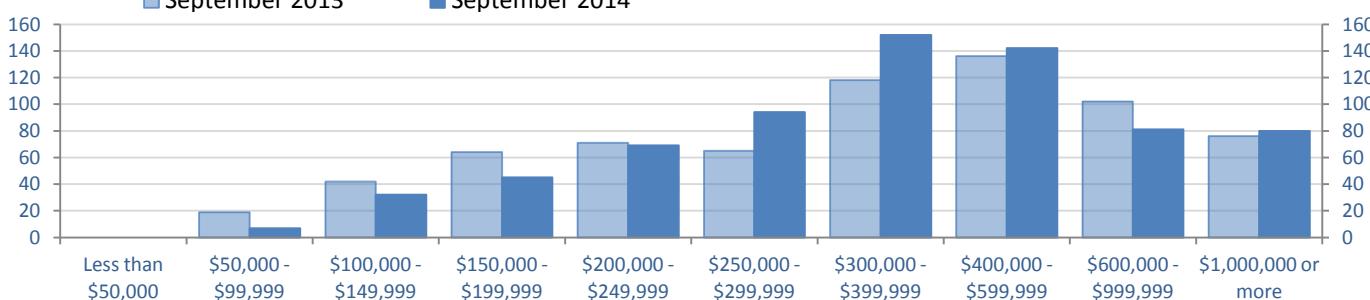
The number of property listings active at the end of the month

**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	0	N/A
\$50,000 - \$99,999	7	-63.2%
\$100,000 - \$149,999	32	-23.8%
\$150,000 - \$199,999	45	-29.7%
\$200,000 - \$249,999	69	-2.8%
\$250,000 - \$299,999	94	44.6%
\$300,000 - \$399,999	152	28.8%
\$400,000 - \$599,999	142	4.4%
\$600,000 - \$999,999	81	-20.6%
\$1,000,000 or more	80	5.3%

■ September 2013 ■ September 2014

Inventory



# Monthly Distressed Market - September 2014

## Townhouses and Condos

### Walton County



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		September 2014	September 2013	Percent Change Year-over-Year
Traditional	Closed Sales	60	68	-11.8%
	Median Sale Price	\$290,000	\$330,000	-12.1%
Foreclosure/REO	Closed Sales	4	3	33.3%
	Median Sale Price	\$359,550	\$375,000	-4.1%
Short Sale	Closed Sales	1	5	-80.0%
	Median Sale Price	\$322,000	\$190,000	69.5%

