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Pinellas County Real Estate Statistics for January 2013

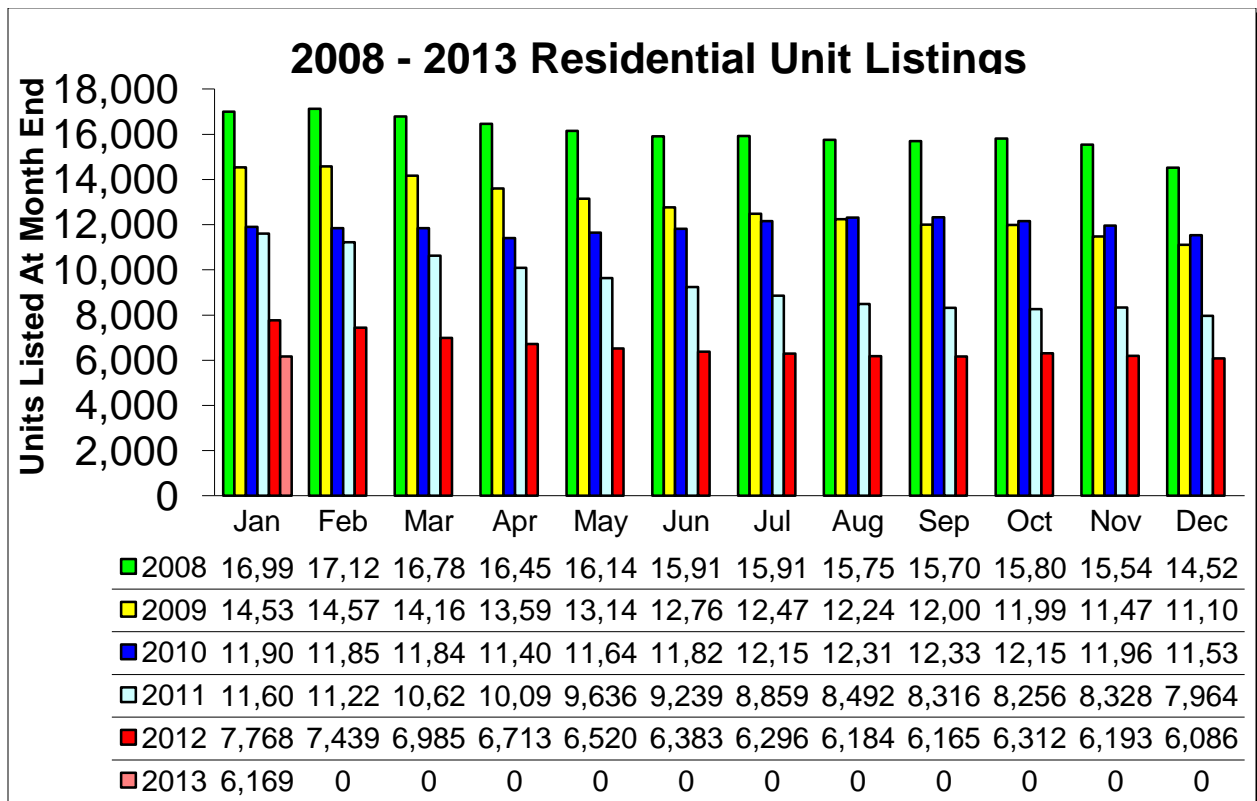
Historically, January is a quiet month in terms of home sales with activity picking up in the spring. The fear of the Fiscal Cliff may have kept a few potential sellers from putting their homes on the market in December, but it's hard to say. Over the last few months the numbers have bounced up and down but stayed relatively in the same range. We know that the economy and the real estate market are healing and this healing process will take time. When we compare January of 2012 to January 2013 we see a positive trend in terms of sales price. Take note that the inventory for January 2013 is very low compared to January of 2012, but this lack of inventory continues to drive sales prices higher.

The average sales price of a single family residence in January 2013 was \$183,300 with a 3 months' supply of inventory. The average sales price of a single family residence in January of 2012 was \$167,000 with a 10.7 months' supply of inventory.

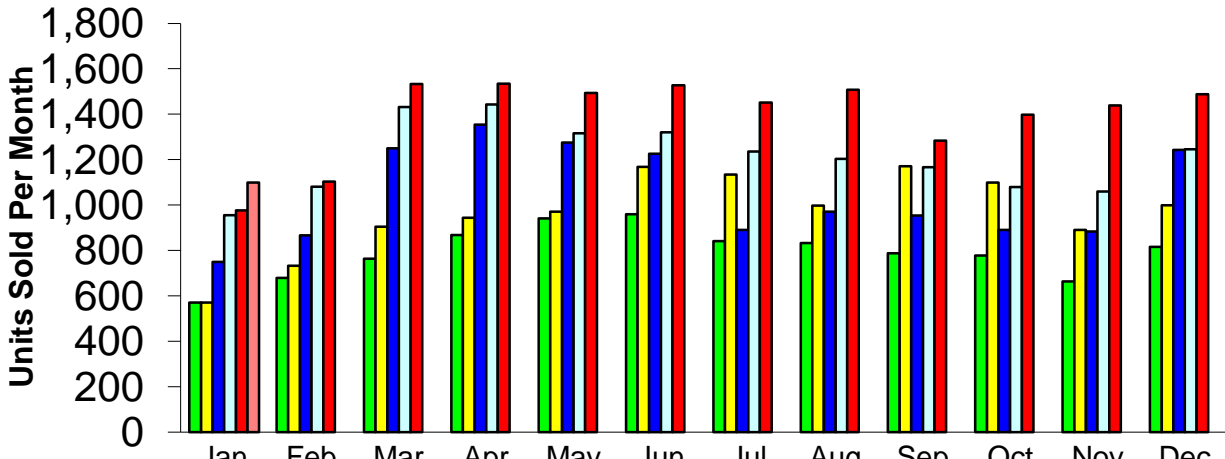
The average sales price of a condo in January 2013 was \$143,500 with a 6.8 months' supply of inventory. The average sales price of a condo in January 2012 was \$136,700 with a 10.5 months' supply of inventory.

It will be interesting to see if the new Fannie Mae and Freddie Mac Streamlined Short Sale Guidelines will help push short sales through faster. The other detail to watch will be whether homeowners that continue to make payments will actually be approved for short sale. These are factors that could potentially increase our inventory by making it easier for underwater sellers to sell their homes.

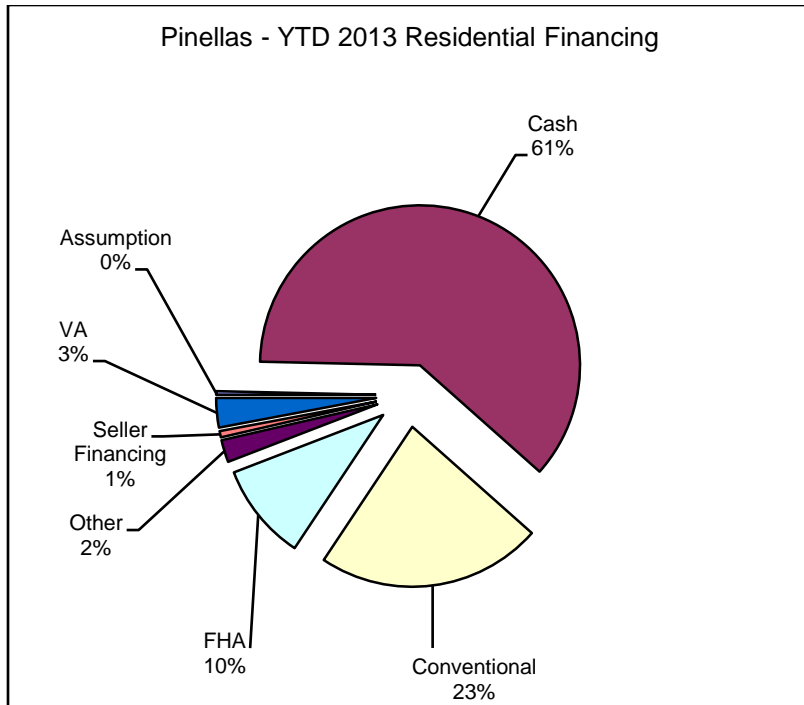
Residential	Jan 2013	Jan 2012	% Change
Total Property Sales	1,099	957	14.84%
Total Dollar Volume	\$183,789,500	\$148,695,000	23.60%
Average Sales Price	\$167,200	\$155,400	7.59%
Median Sales Price	\$112,000	\$89,000	25.84%
Total Active Listings	6,169	11,606	-46.85%
Total Pending Contracts	1,439	1,399	2.86%
Months Supply of Inventory	4.3	12.1	-64.57%



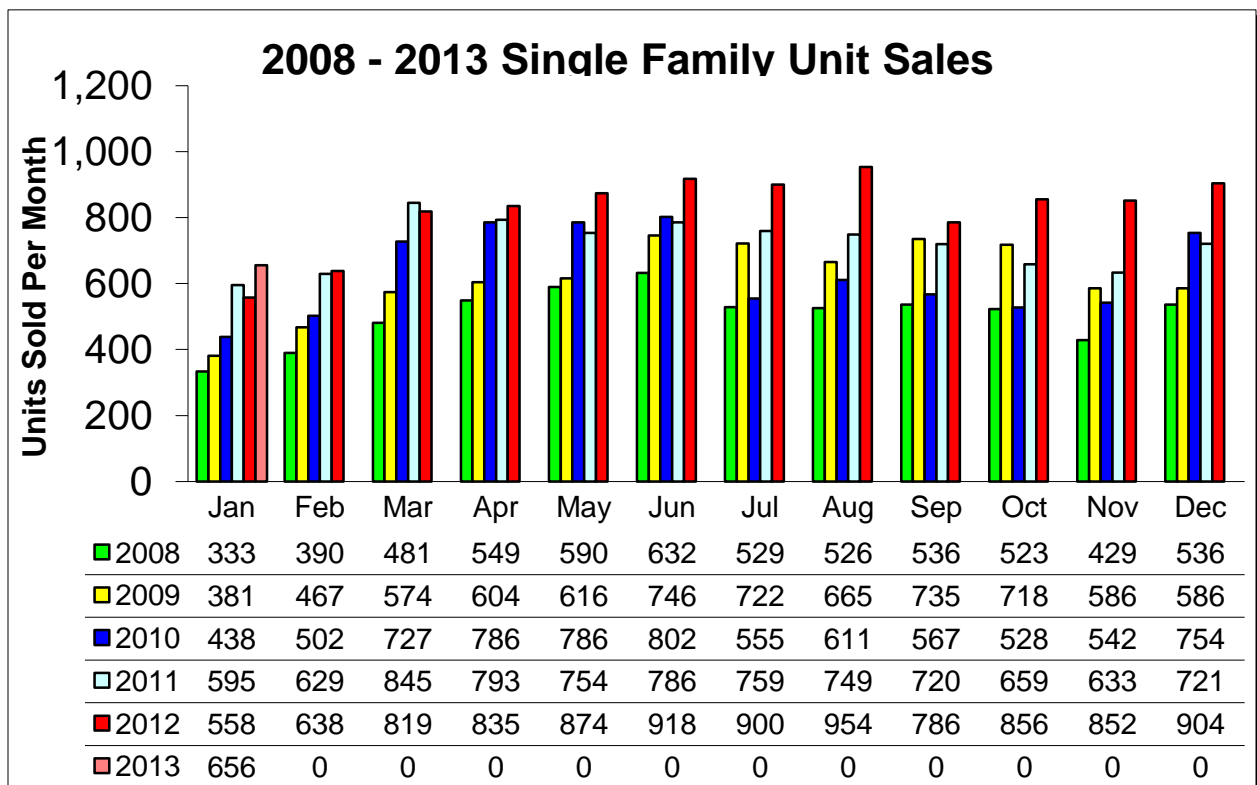
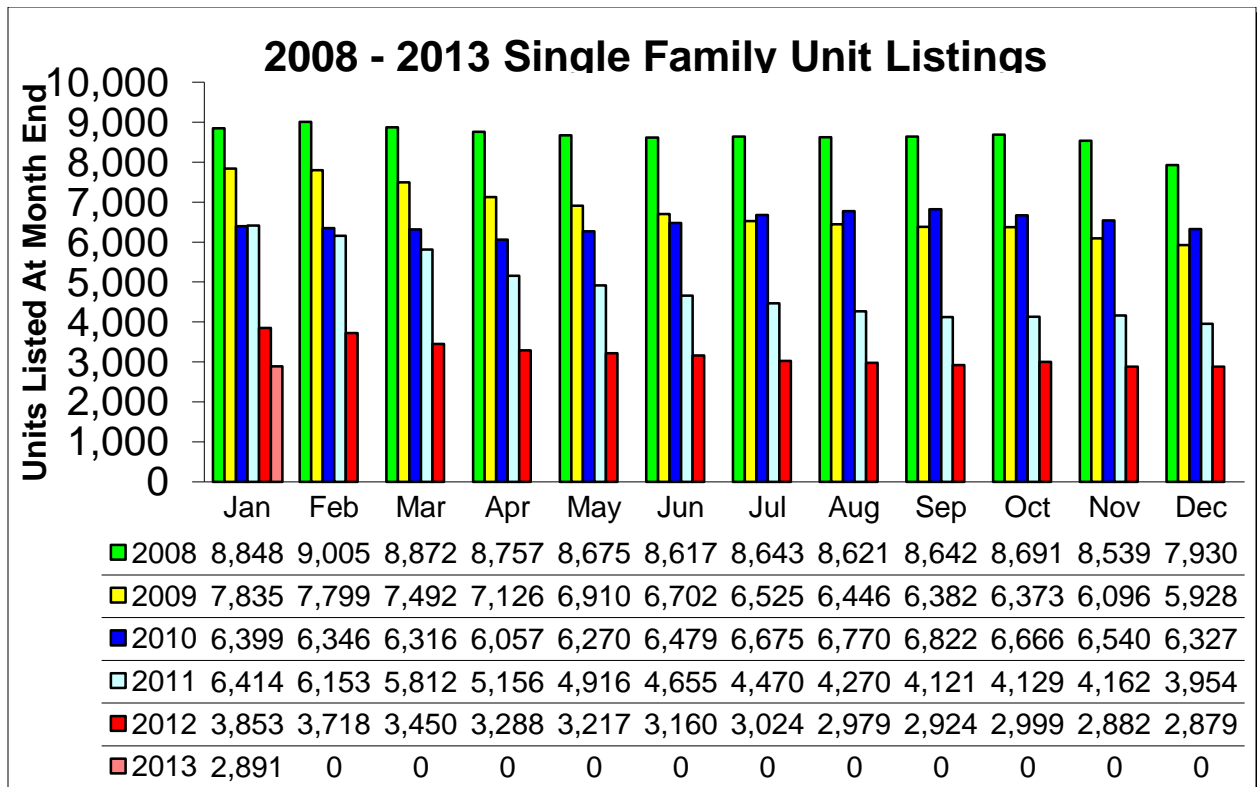
2008 - 2013 Residential Unit Sales

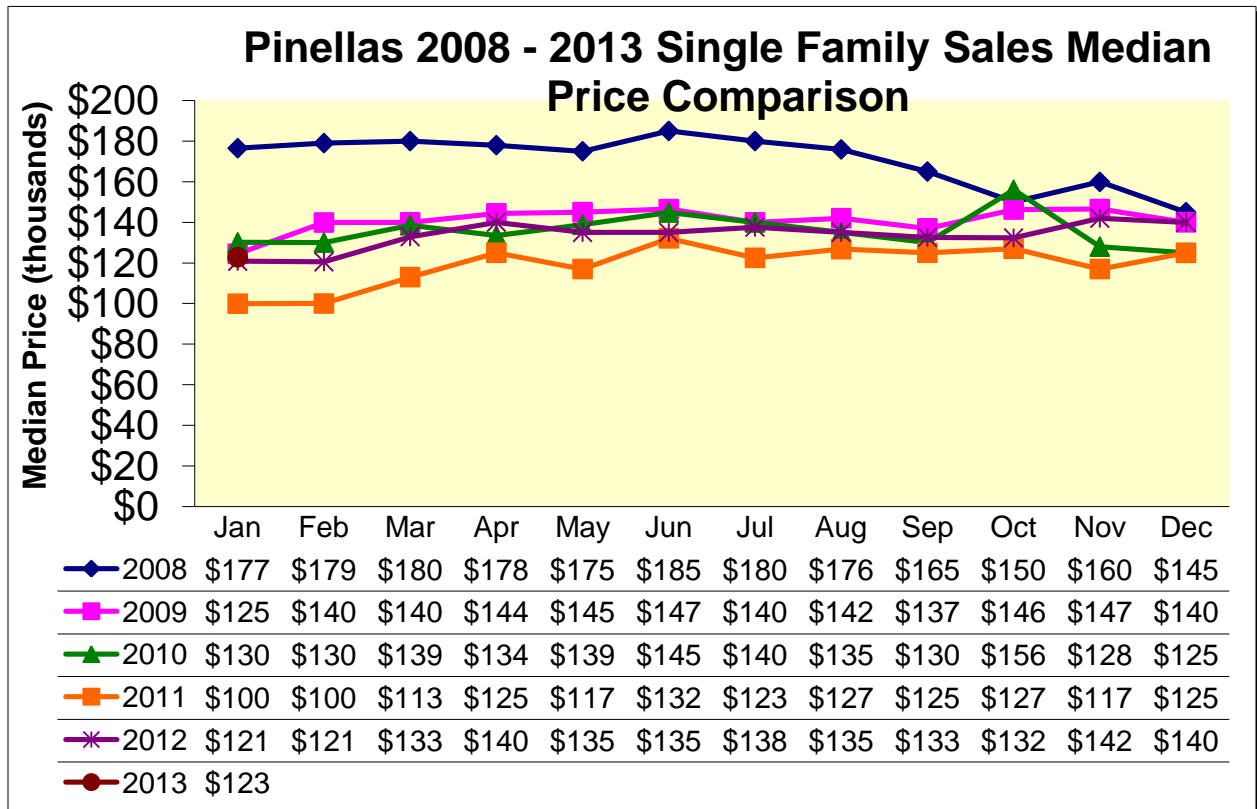


	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
■ 2008	570	679	763	868	941	959	841	832	787	778	664	816
■ 2009	570	732	904	944	971	1,168	1,134	998	1,171	1,099	891	999
■ 2010	750	867	1,250	1,354	1,275	1,226	890	971	954	890	884	1,243
■ 2011	955	1,081	1,432	1,443	1,316	1,320	1,235	1,203	1,167	1,079	1,059	1,246
■ 2012	977	1,103	1,533	1,535	1,494	1,528	1,451	1,508	1,283	1,397	1,439	1,488
■ 2013	1,099	0	0	0	0	0	0	0	0	0	0	0

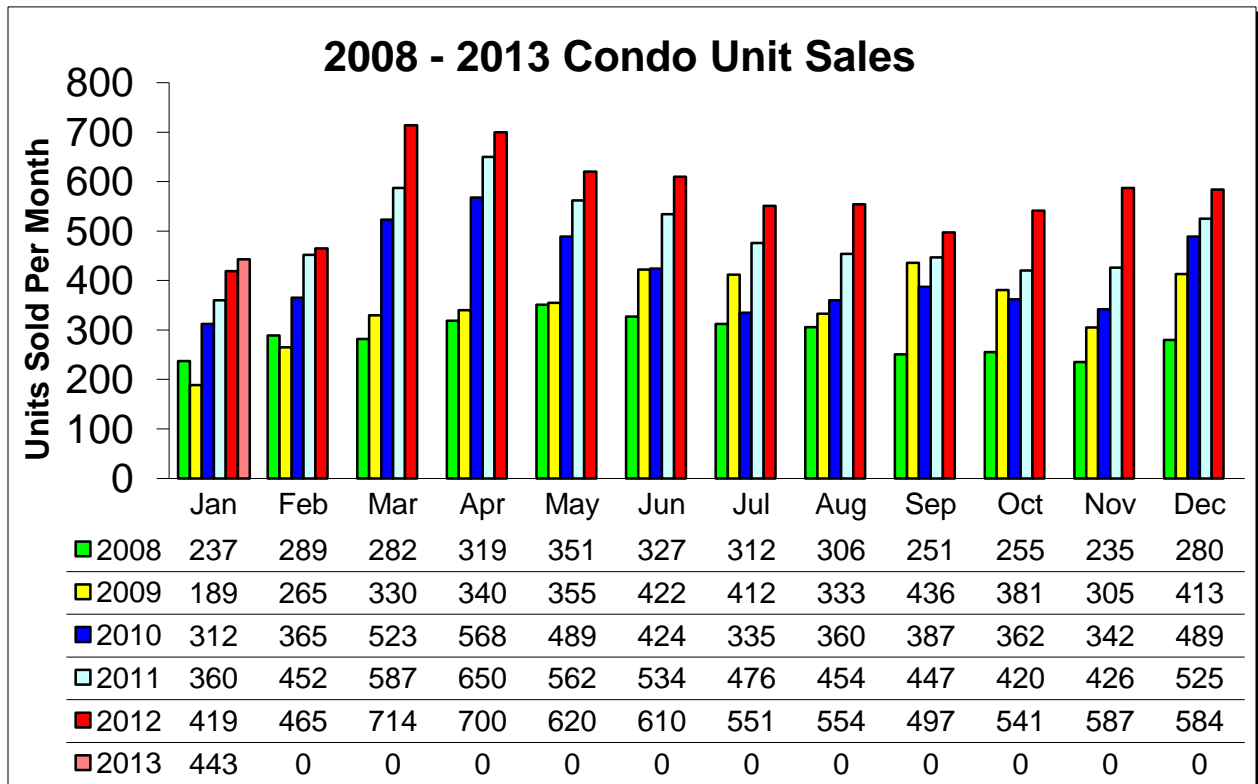
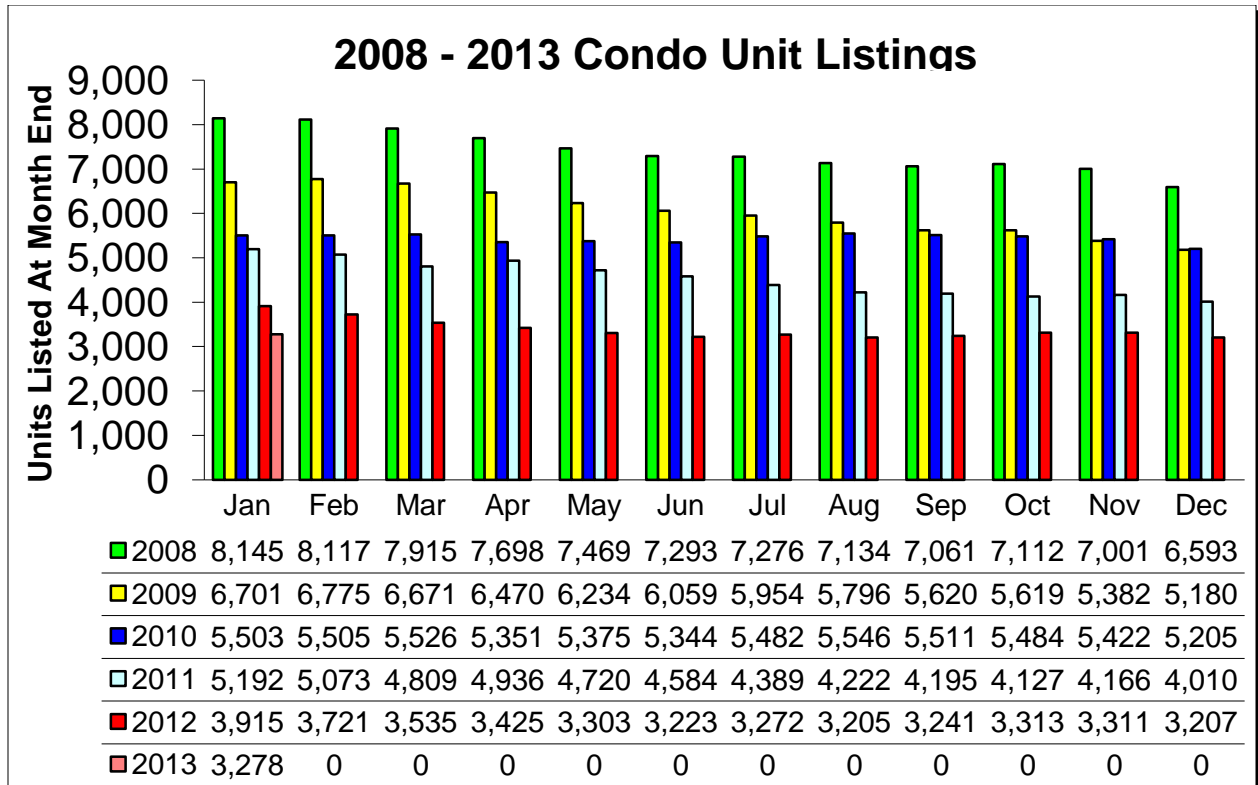


Single Family	Jan 2013	Jan 2012	% Change
Total Property Sales	656	595	10.25%
Total Dollar Volume	\$120,223,400	\$99,345,900	21.01%
Average Sales Price	\$183,300	\$167,000	9.76%
Median Sales Price	\$122,800	\$99,900	22.92%
Total Active Listings	2,891	6,414	-54.93%
Total Pending Contracts	956	845	13.14%
Months Supply of Inventory	3.0	10.7	-71.74%

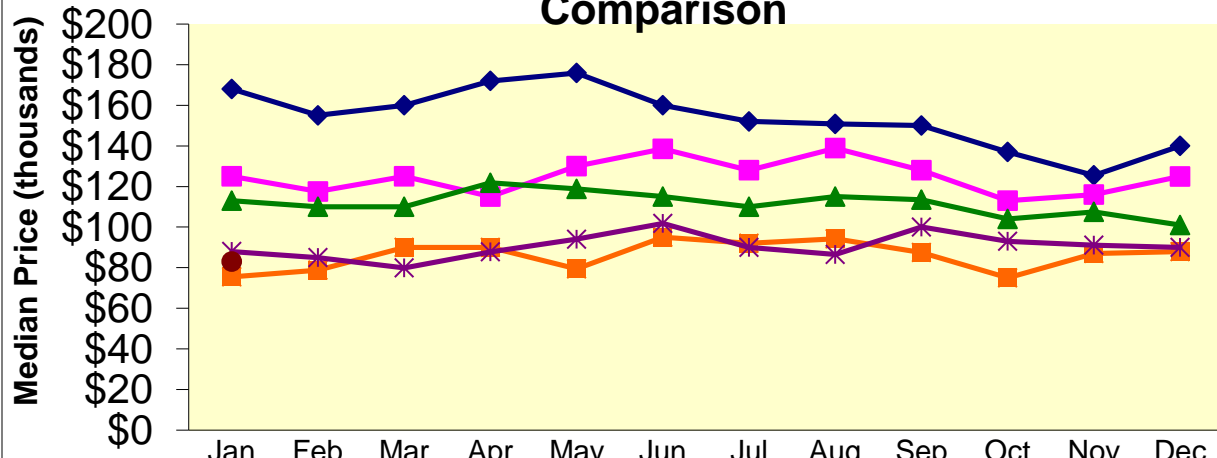




Condo	Jan 2013	Jan 2012	% Change
Total Property Sales	443	360	23.06%
Total Dollar Volume	\$63,566,000	\$49,226,100	29.13%
Average Sales Price	\$143,500	\$136,700	4.97%
Median Sales Price	\$83,000	\$75,500	9.93%
Total Active Listings	3,278	5,192	-36.86%
Total Pending Contracts	483	554	-12.82%
Months Supply of Inventory	6.8	10.5	-35.36%



Pinellas 2008 - 2013 Condo Sales Median Price Comparison



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
◆ 2008	\$168	\$155	\$160	\$172	\$176	\$160	\$152	\$151	\$150	\$137	\$126	\$140
■ 2009	\$125	\$118	\$125	\$115	\$130	\$139	\$128	\$139	\$128	\$113	\$116	\$125
▲ 2010	\$113	\$110	\$110	\$122	\$119	\$115	\$110	\$115	\$114	\$104	\$108	\$101
■ 2011	\$76	\$79	\$90	\$90	\$79	\$95	\$92	\$94	\$88	\$75	\$87	\$88
* 2012	\$88	\$85	\$80	\$88	\$94	\$102	\$90	\$87	\$100	\$93	\$91	\$90
● 2013	\$83											