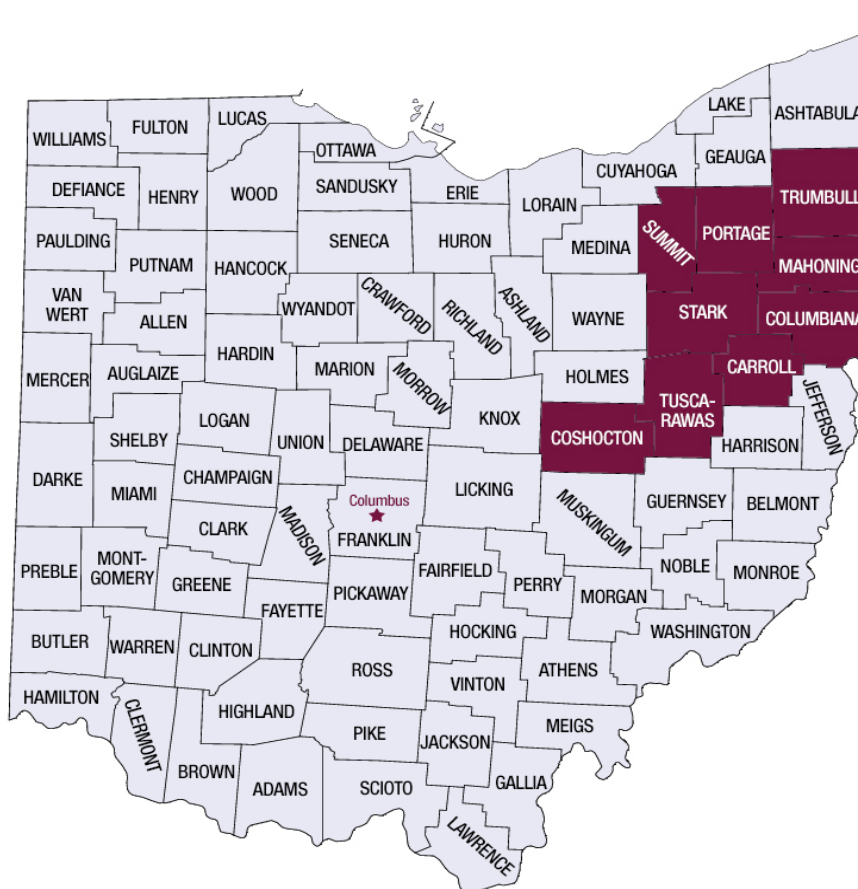


# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



June 2015



## Quick Facts

**+ 15.6%**

**- 3.3%**

**- 12.6%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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# Market Overview

Key market metrics for the current month and year-to-date figures.



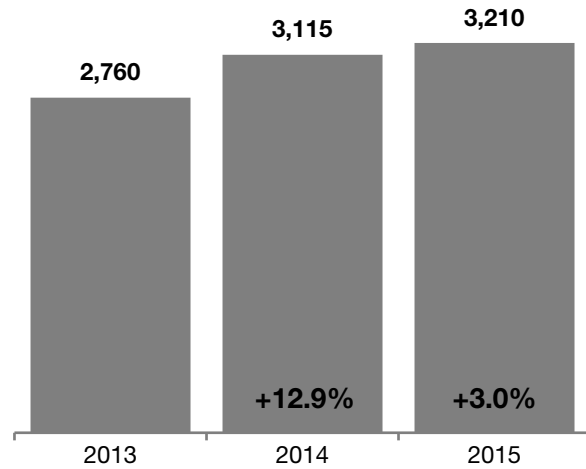
Key Metrics	Historical Sparklines	6-2014	6-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		3,115	<b>3,210</b>	+ 3.0%	15,474	<b>16,383</b>	+ 5.9%
<b>Pending Sales</b>		1,791	<b>2,462</b>	+ 37.5%	9,141	<b>11,456</b>	+ 25.3%
<b>Closed Sales</b>		1,798	<b>2,078</b>	+ 15.6%	8,305	<b>9,255</b>	+ 11.4%
<b>Days on Market Until Sale</b>		91	<b>91</b>	0.0%	104	<b>103</b>	- 1.0%
<b>Median Sales Price</b>		\$121,000	<b>\$117,000</b>	- 3.3%	\$99,500	<b>\$105,000</b>	+ 5.5%
<b>Average Sales Price</b>		\$144,714	<b>\$142,278</b>	- 1.7%	\$123,510	<b>\$126,585</b>	+ 2.5%
<b>Percent of Original List Price Received</b>		91.9%	<b>92.9%</b>	+ 1.1%	90.5%	<b>91.3%</b>	+ 0.9%
<b>Housing Affordability Index</b>		249	<b>263</b>	+ 5.6%	303	<b>293</b>	- 3.3%
<b>Inventory of Homes for Sale</b>		10,023	<b>8,757</b>	- 12.6%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		6.7	<b>5.1</b>	- 24.8%	--	<b>--</b>	--

# New Listings

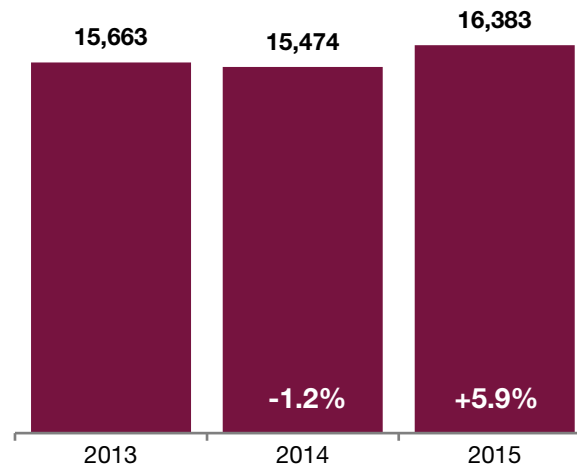
A count of the properties that have been newly listed on the market in a given month.



## June

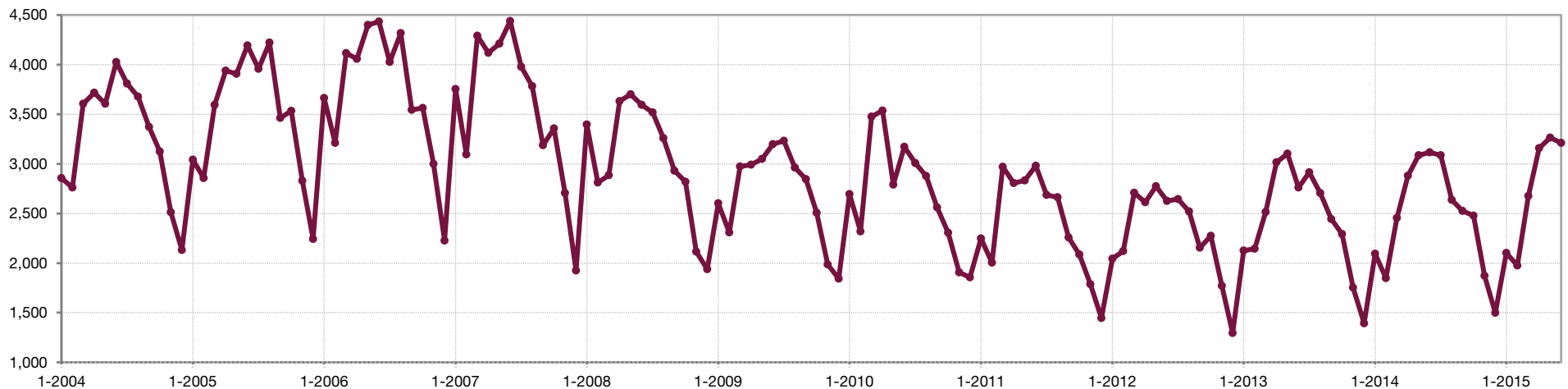


## Year To Date



Month	Prior Year	Current Year	+ / -
July	2,915	3,086	+5.9%
August	2,704	2,636	-2.5%
September	2,442	2,525	+3.4%
October	2,292	2,477	+8.1%
November	1,753	1,873	+6.8%
December	1,392	1,499	+7.7%
January	2,095	2,101	+0.3%
February	1,847	1,974	+6.9%
March	2,453	2,677	+9.1%
April	2,879	3,157	+9.7%
May	3,085	3,264	+5.8%
June	3,115	3,210	+3.0%
<b>12-Month Avg</b>	<b>2,414</b>	<b>2,540</b>	<b>+5.2%</b>

## Historical New Listing Activity

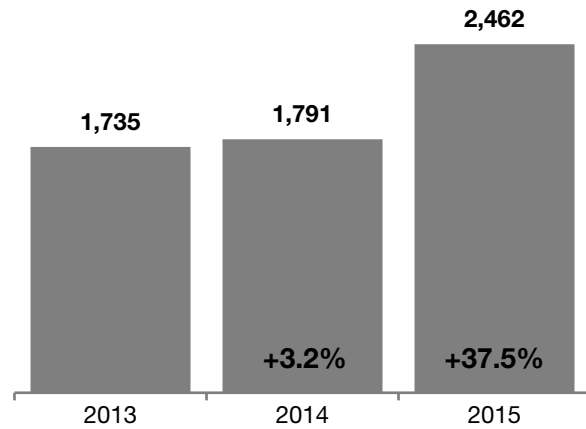


# Pending Sales

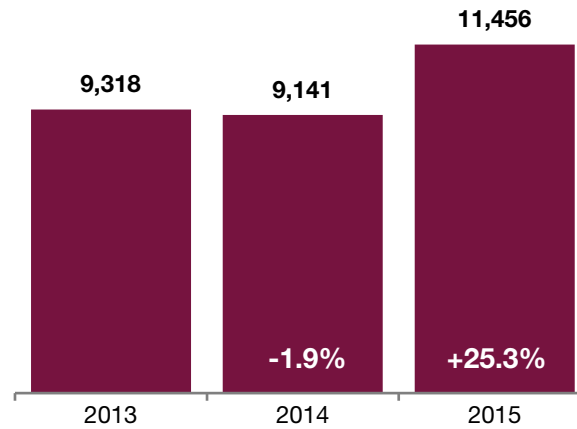
A count of the properties on which contracts have been accepted in a given month.



## June



## Year To Date



Month	Prior Year	Current Year	+ / -
July	1,694	1,878	+10.9%
August	1,818	1,646	-9.5%
September	1,485	1,737	+17.0%
October	1,501	1,606	+7.0%
November	1,209	1,291	+6.8%
December	1,064	1,194	+12.2%
January	1,145	1,326	+15.8%
February	1,220	1,438	+17.9%
March	1,478	1,964	+32.9%
April	1,753	2,105	+20.1%
May	1,754	2,161	+23.2%
June	1,791	2,462	+37.5%
<b>12-Month Avg</b>	<b>1,493</b>	<b>1,734</b>	<b>+16.2%</b>

## Historical Pending Sales Activity

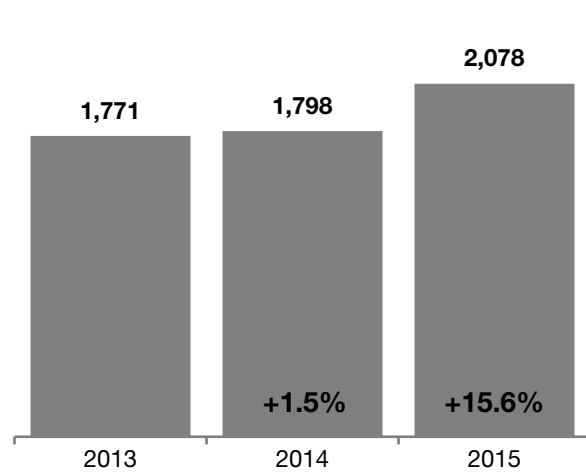


# Closed Sales

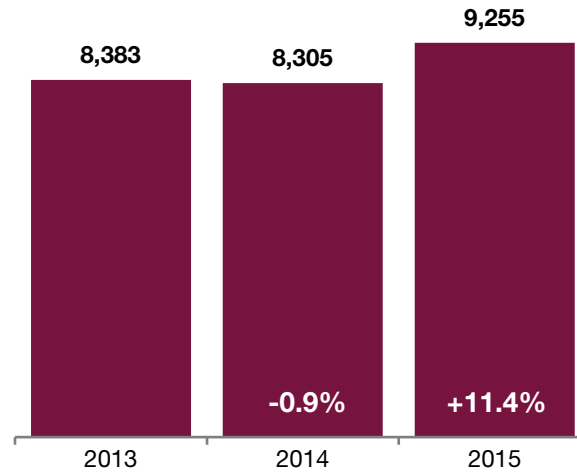
A count of the actual sales that have closed in a given month.



## June

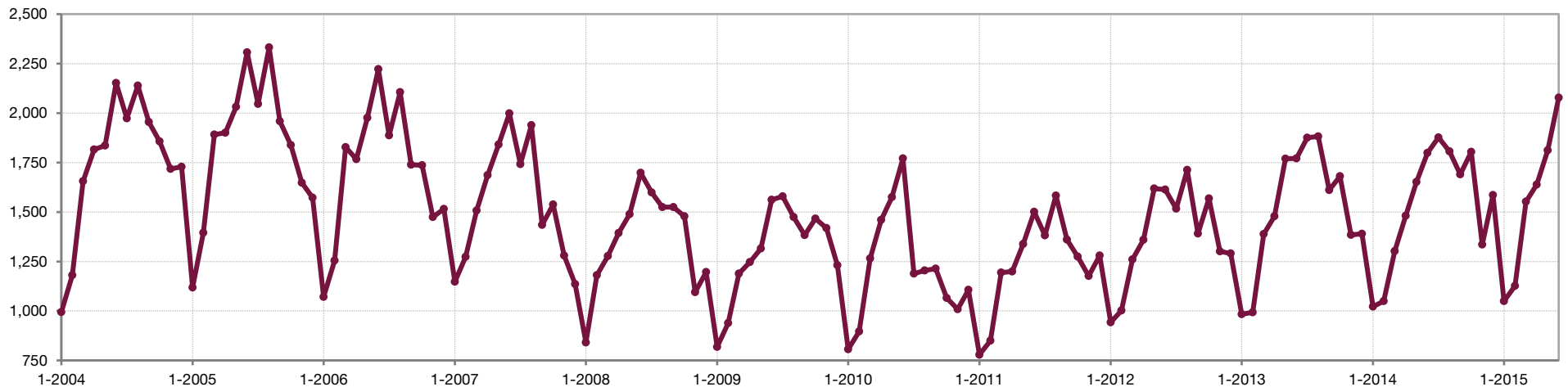


## Year To Date



Month	Prior Year	Current Year	+ / -
July	1,875	1,876	+0.1%
August	1,882	1,807	-4.0%
September	1,611	1,690	+4.9%
October	1,681	1,804	+7.3%
November	1,384	1,336	-3.5%
December	1,390	1,586	+14.1%
January	1,022	1,050	+2.7%
February	1,050	1,126	+7.2%
March	1,302	1,552	+19.2%
April	1,481	1,638	+10.6%
May	1,652	1,811	+9.6%
June	1,798	2,078	+15.6%
<b>12-Month Avg</b>	<b>1,511</b>	<b>1,613</b>	<b>+7.0%</b>

## Historical Closed Sales Activity

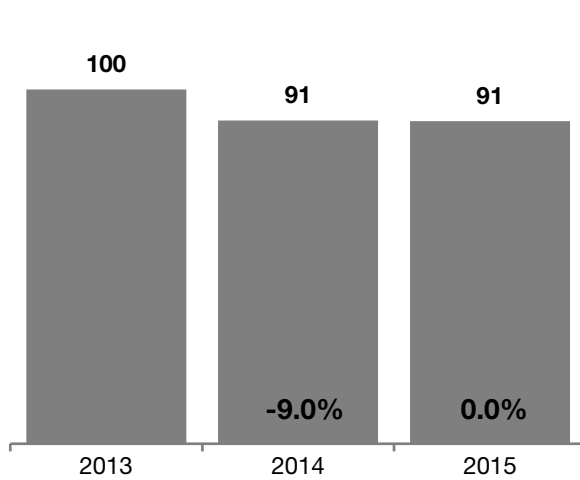


# Days on Market Until Sale

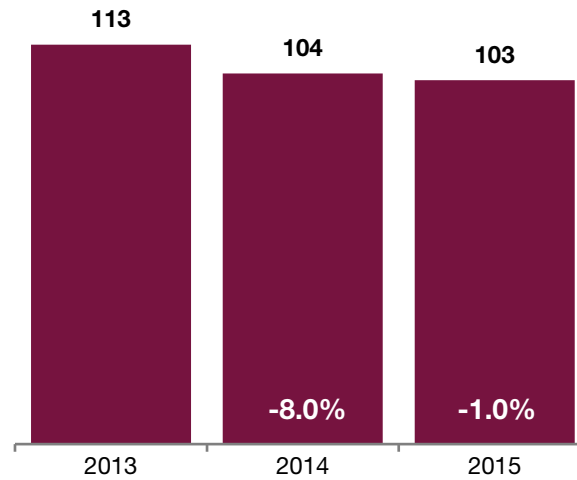
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



## Year To Date



Month	Prior Year	Current Year	+ / -
July	99	87	-12.1%
August	95	92	-3.2%
September	93	87	-6.5%
October	101	97	-4.0%
November	101	91	-9.9%
December	106	103	-2.8%
January	110	109	-0.9%
February	119	104	-12.6%
March	99	113	+14.1%
April	110	111	+0.9%
May	105	95	-9.5%
June	91	91	0.0%
<b>12-Month Avg</b>	<b>101</b>	<b>97</b>	<b>-4.0%</b>

## Historical Days on Market Until Sale

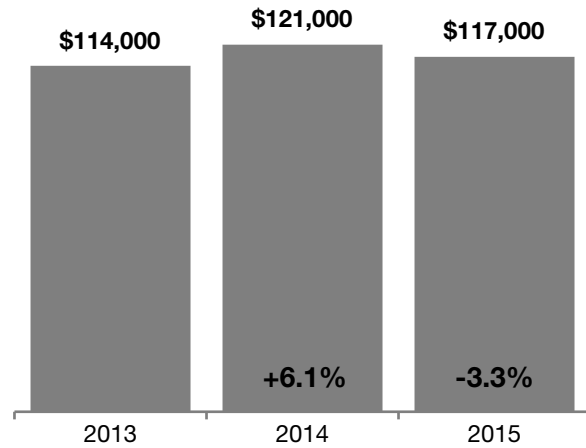


# Median Sales Price

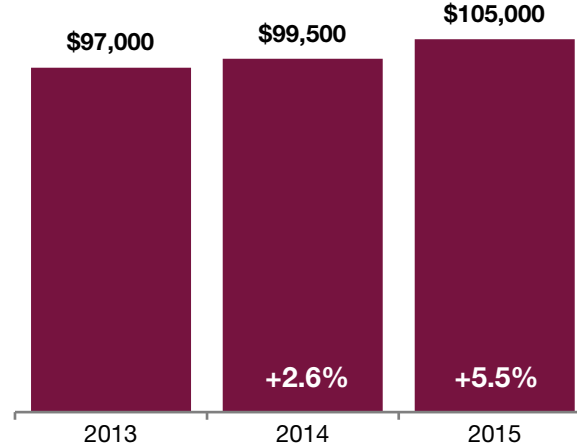
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## June

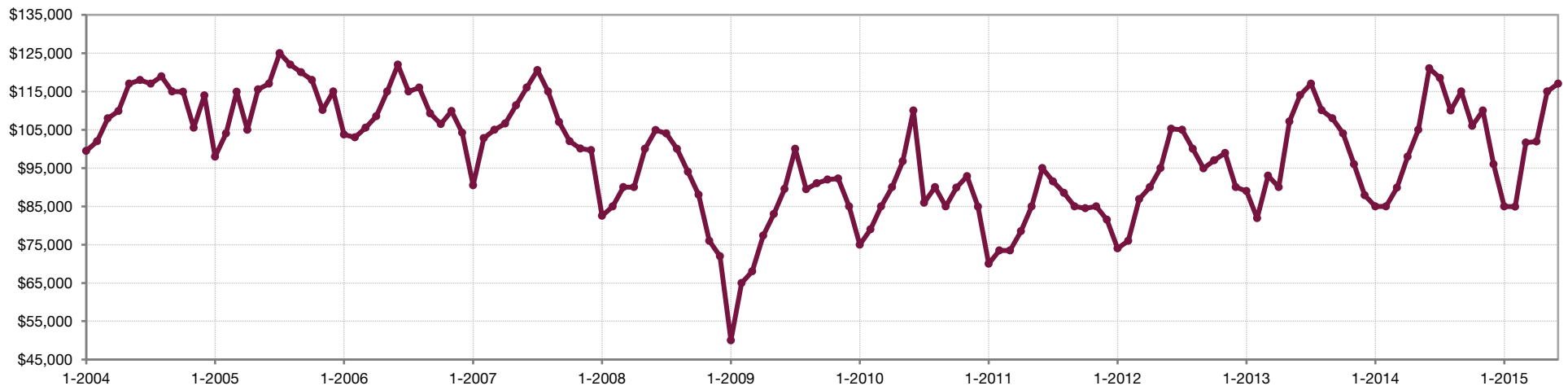


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$117,000	\$118,500	+1.3%
August	\$110,050	\$110,000	-0.0%
September	\$108,000	\$115,000	+6.5%
October	\$104,000	\$106,000	+1.9%
November	\$96,000	\$110,000	+14.6%
December	\$87,900	\$96,000	+9.2%
January	\$85,000	\$85,000	0.0%
February	\$85,000	\$84,900	-0.1%
March	\$89,900	\$101,617	+13.0%
April	\$98,000	\$101,900	+4.0%
May	\$105,000	\$115,000	+9.5%
June	\$121,000	\$117,000	-3.3%
<b>12-Month Med</b>	<b>\$103,500</b>	<b>\$108,000</b>	<b>+4.3%</b>

## Historical Median Sales Price

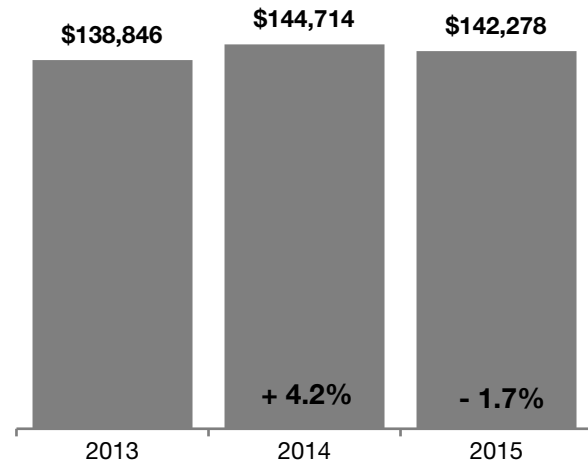


# Average Sales Price

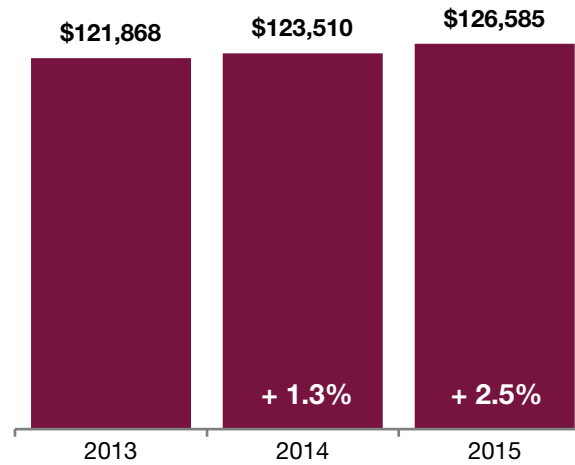
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$135,107	<b>\$138,167</b>	+2.3%
August	\$133,470	<b>\$132,999</b>	-0.4%
September	\$125,251	<b>\$131,844</b>	+5.3%
October	\$124,198	<b>\$125,289</b>	+0.9%
November	\$119,463	<b>\$126,728</b>	+6.1%
December	\$113,899	<b>\$122,559</b>	+7.6%
January	\$108,445	<b>\$110,179</b>	+1.6%
February	\$108,839	<b>\$111,950</b>	+2.9%
March	\$113,660	<b>\$126,203</b>	+11.0%
April	\$121,321	<b>\$120,640</b>	-0.6%
May	\$128,759	<b>\$132,805</b>	+3.1%
June	\$144,714	<b>\$142,278</b>	-1.7%
<b>12-Month Avg</b>	<b>\$124,925</b>	<b>\$128,329</b>	<b>+2.7%</b>

## Historical Average Sales Price



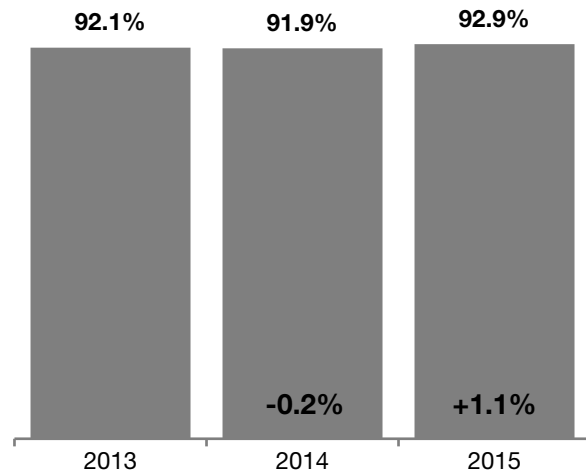


# Percent of Original List Price Received

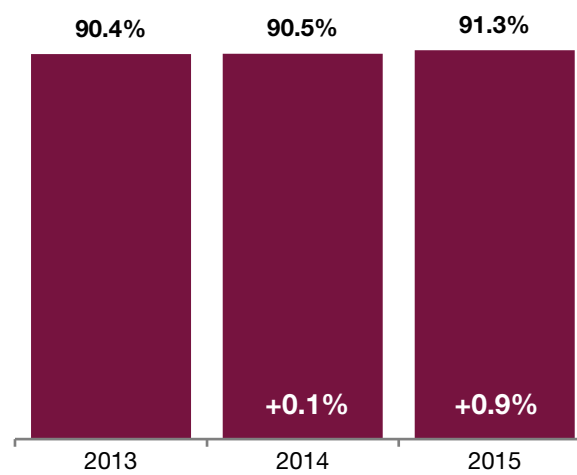
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June

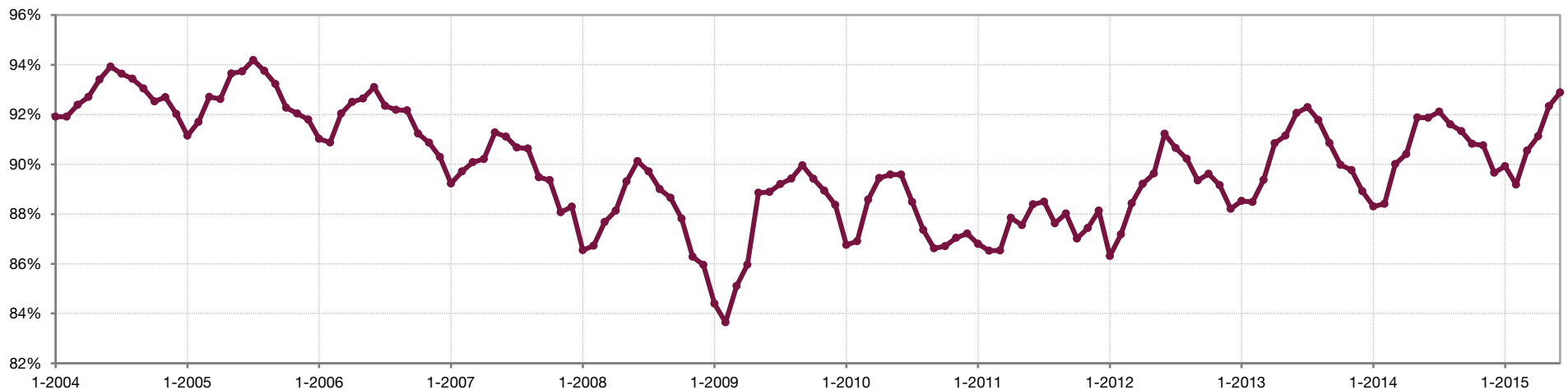


## Year To Date



Month	Prior Year	Current Year	+ / -
July	92.3%	92.1%	-0.2%
August	91.8%	91.6%	-0.2%
September	90.9%	91.3%	+0.5%
October	90.0%	90.8%	+0.9%
November	89.8%	90.8%	+1.1%
December	88.9%	89.7%	+0.8%
January	88.3%	89.9%	+1.8%
February	88.4%	89.2%	+0.9%
March	90.0%	90.6%	+0.6%
April	90.4%	91.1%	+0.8%
May	91.9%	92.3%	+0.5%
June	91.9%	92.9%	+1.1%
<b>12-Month Avg</b>	<b>90.6%</b>	<b>91.2%</b>	<b>+0.7%</b>

## Historical Percent of Original List Price Received



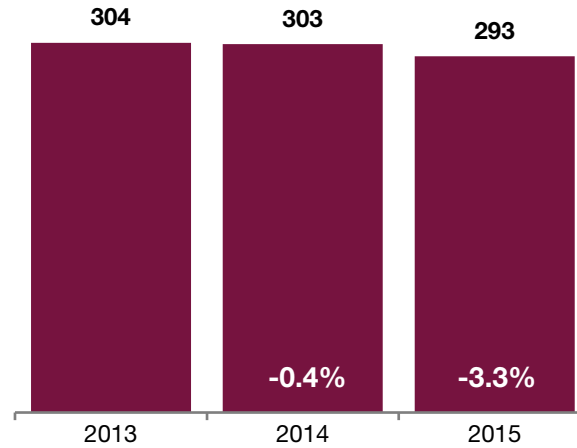
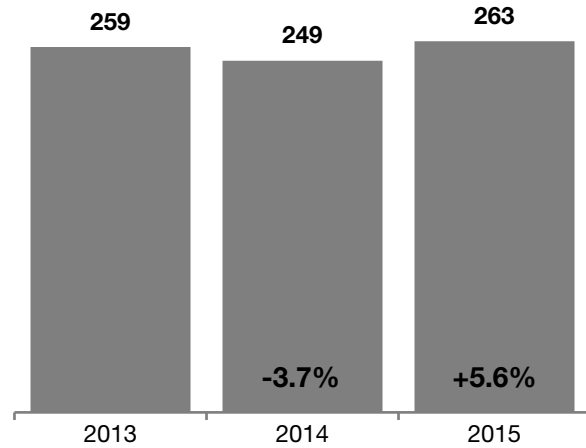
# Housing Affordability Index

This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



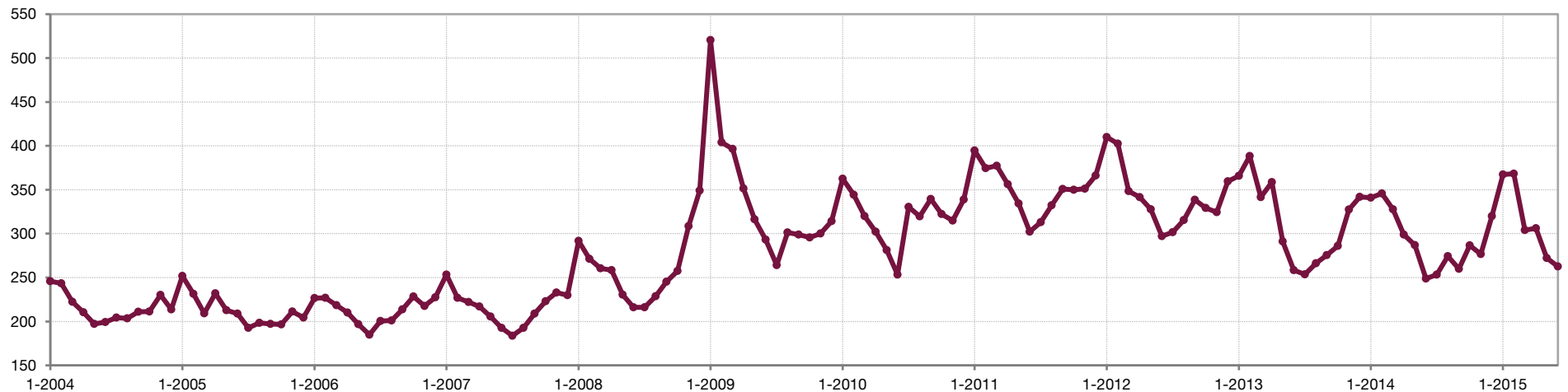
## June

## Year To Date



Month	Prior Year	Current Year	+ / -
July	254	253	-0.1%
August	266	274	+3.0%
September	275	260	-5.6%
October	286	287	+0.3%
November	327	277	-15.4%
December	342	320	-6.4%
January	341	367	+7.8%
February	346	368	+6.5%
March	328	304	-7.3%
April	299	306	+2.4%
May	287	272	-5.2%
June	249	263	+5.6%
12-Month Avg	300	296	-1.2%

## Historical Housing Affordability Index

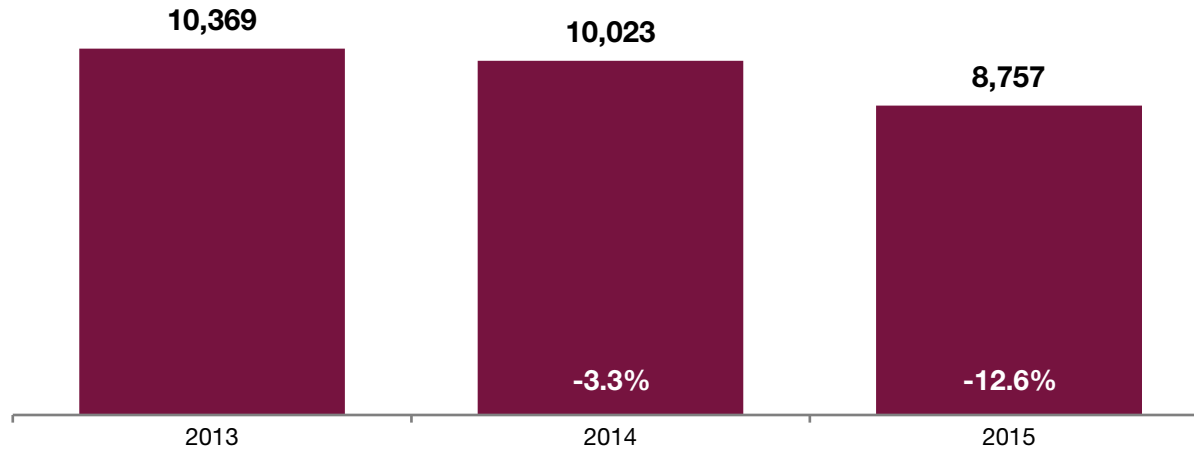


# Inventory of Homes for Sale

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

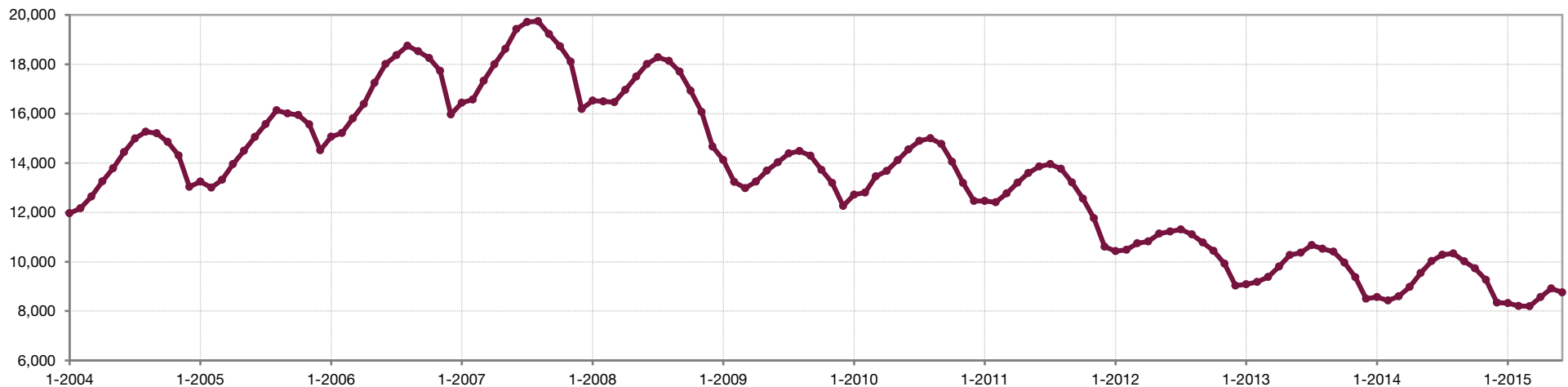


## June



Month	Prior Year	Current Year	+ / -
July	10,674	<b>10,282</b>	-3.7%
August	10,528	<b>10,338</b>	-1.8%
September	10,411	<b>10,011</b>	-3.8%
October	9,964	<b>9,734</b>	-2.3%
November	9,371	<b>9,264</b>	-1.1%
December	8,506	<b>8,344</b>	-1.9%
January	8,567	<b>8,320</b>	-2.9%
February	8,424	<b>8,203</b>	-2.6%
March	8,597	<b>8,195</b>	-4.7%
April	8,974	<b>8,562</b>	-4.6%
May	9,540	<b>8,916</b>	-6.5%
June	10,023	<b>8,757</b>	-12.6%
<b>12-Month Avg</b>	<b>9,465</b>	<b>9,077</b>	<b>-4.1%</b>

## Historical Inventory of Homes for Sale

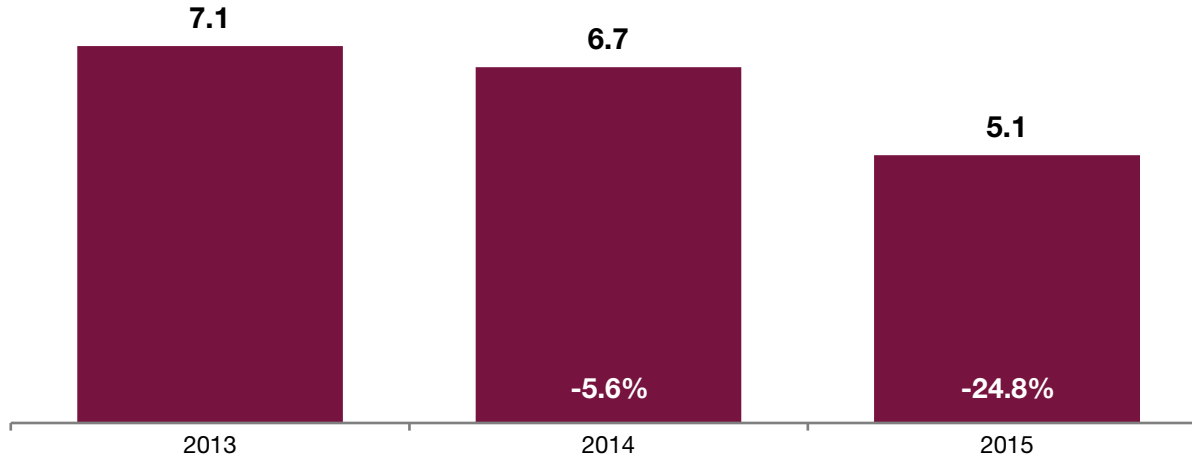


# Months Supply of Inventory

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.



## June



Month	Prior Year	Current Year	+ / -
July	7.3	6.8	-6.1%
August	7.1	6.9	-2.3%
September	7.0	6.6	-5.0%
October	6.6	6.4	-3.9%
November	6.2	6.1	-3.0%
December	5.6	5.4	-4.0%
January	5.7	5.3	-6.2%
February	5.6	5.2	-7.3%
March	5.8	5.1	-11.7%
April	6.0	5.2	-13.4%
May	6.4	5.3	-17.1%
June	6.7	5.1	-24.8%
<b>12-Month Avg</b>	<b>6.3</b>	<b>5.8</b>	<b>-8.7%</b>

## Historical Months Supply of Inventory

