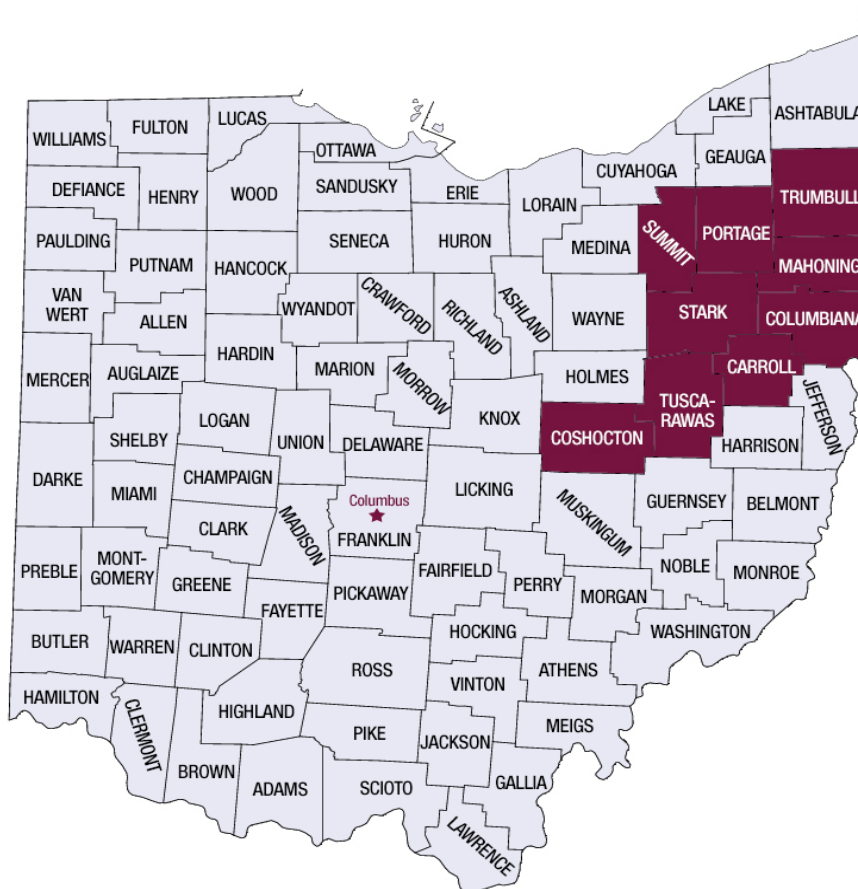


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



July 2015



Quick Facts

+ 19.2%

+ 3.0%

- 11.8%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Market Overview

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



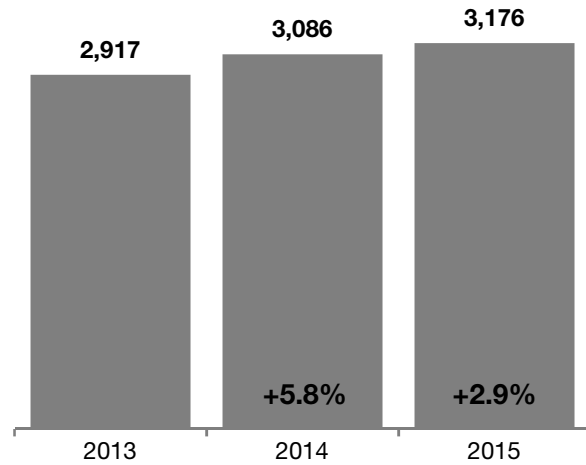
Key Metrics	Historical Sparklines	7-2014	7-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		3,086	3,176	+ 2.9%	18,560	19,587	+ 5.5%
Pending Sales		1,881	2,413	+ 28.3%	11,019	13,443	+ 22.0%
Closed Sales		1,876	2,236	+ 19.2%	10,181	11,534	+ 13.3%
Days on Market Until Sale		87	87	0.0%	101	100	- 1.0%
Median Sales Price		\$118,500	\$122,000	+ 3.0%	\$104,000	\$109,000	+ 4.8%
Average Sales Price		\$138,167	\$144,746	+ 4.8%	\$126,197	\$130,071	+ 3.1%
Percent of Original List Price Received		92.1%	92.9%	+ 0.8%	90.8%	91.6%	+ 0.9%
Housing Affordability Index		253	248	- 2.1%	289	278	- 3.9%
Inventory of Homes for Sale		10,288	9,075	- 11.8%	--	--	--
Months Supply of Homes for Sale		6.8	5.2	- 23.7%	--	--	--

New Listings

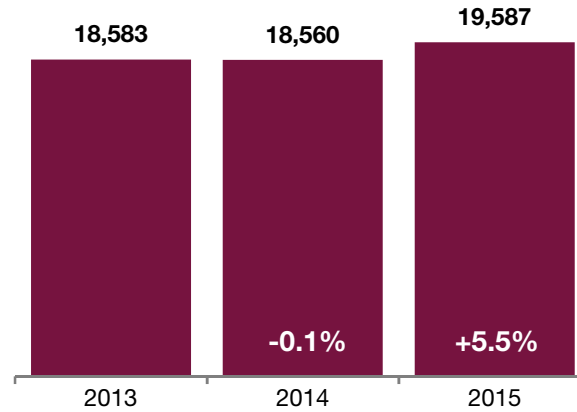
A count of the properties that have been newly listed on the market in a given month.



July



Year To Date



Month	Prior Year	Current Year	+ / -
August	2,704	2,636	-2.5%
September	2,442	2,525	+3.4%
October	2,292	2,477	+8.1%
November	1,753	1,875	+7.0%
December	1,392	1,499	+7.7%
January	2,095	2,103	+0.4%
February	1,847	1,975	+6.9%
March	2,453	2,680	+9.3%
April	2,879	3,161	+9.8%
May	3,085	3,269	+6.0%
June	3,115	3,223	+3.5%
July	3,086	3,176	+2.9%
12-Month Avg	2,429	2,550	+5.0%

Historical New Listing Activity



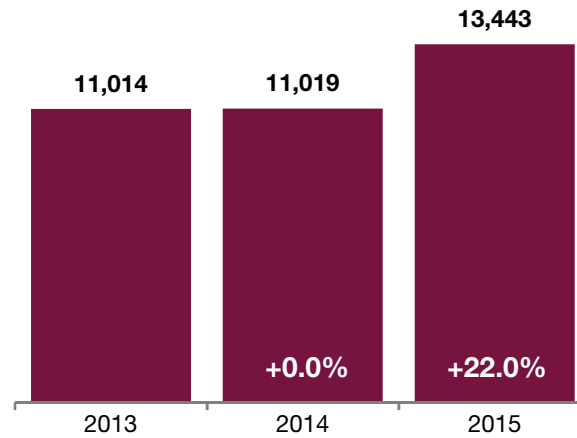
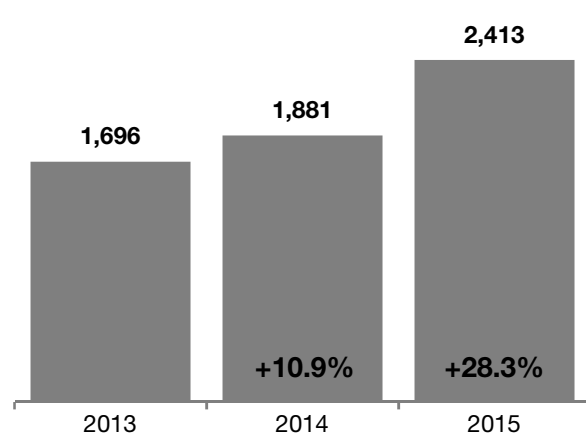
Pending Sales

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



July

Year To Date



Month	Prior Year	Current Year	+ / -
August	1,819	1,645	-9.6%
September	1,485	1,737	+17.0%
October	1,501	1,606	+7.0%
November	1,209	1,289	+6.6%
December	1,064	1,193	+12.1%
January	1,145	1,318	+15.1%
February	1,219	1,435	+17.7%
March	1,478	1,954	+32.2%
April	1,752	2,076	+18.5%
May	1,754	2,058	+17.3%
June	1,790	2,189	+22.3%
July	1,881	2,413	+28.3%
12-Month Avg	1,508	1,743	+15.6%

Historical Pending Sales Activity

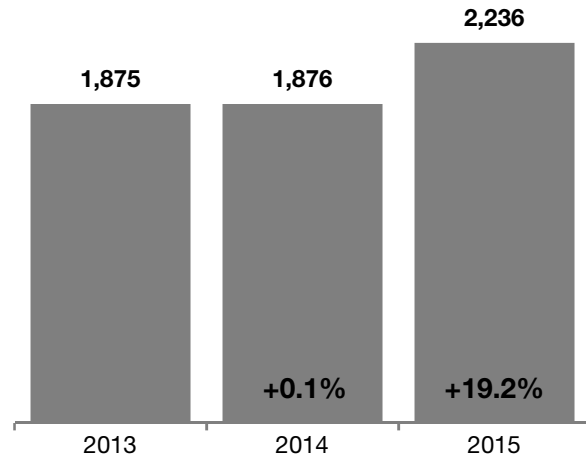


Closed Sales

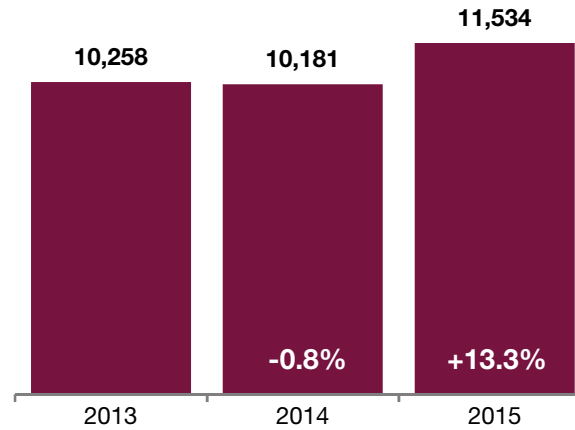
A count of the actual sales that have closed in a given month.



July



Year To Date



Month	Prior Year	Current Year	+ / -
August	1,884	1,807	-4.1%
September	1,611	1,691	+5.0%
October	1,682	1,804	+7.3%
November	1,384	1,336	-3.5%
December	1,390	1,588	+14.2%
January	1,022	1,050	+2.7%
February	1,050	1,128	+7.4%
March	1,302	1,552	+19.2%
April	1,481	1,638	+10.6%
May	1,652	1,813	+9.7%
June	1,798	2,117	+17.7%
July	1,876	2,236	+19.2%
12-Month Avg	1,511	1,647	+8.8%

Historical Closed Sales Activity

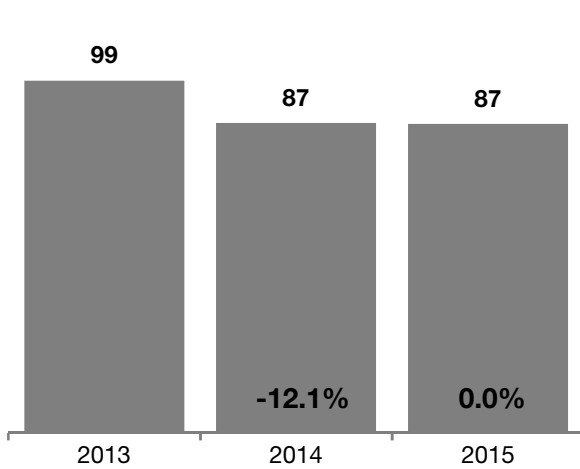


Days on Market Until Sale

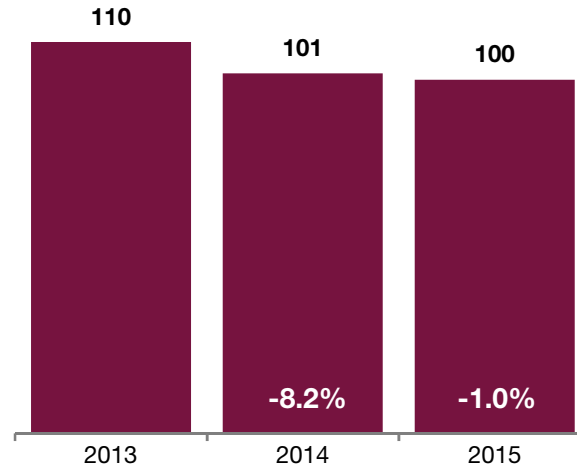
Average number of days between when a property is listed and when an offer is accepted in a given month.



July



Year To Date



Month	Prior Year	Current Year	+ / -
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%
July	87	87	0.0%
12-Month Avg	100	97	-3.0%

Historical Days on Market Until Sale

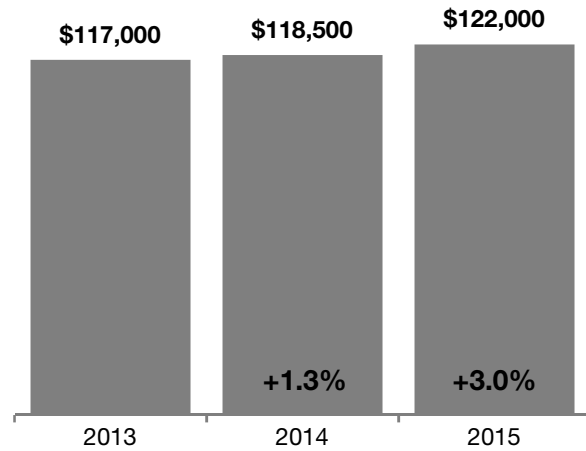


Median Sales Price

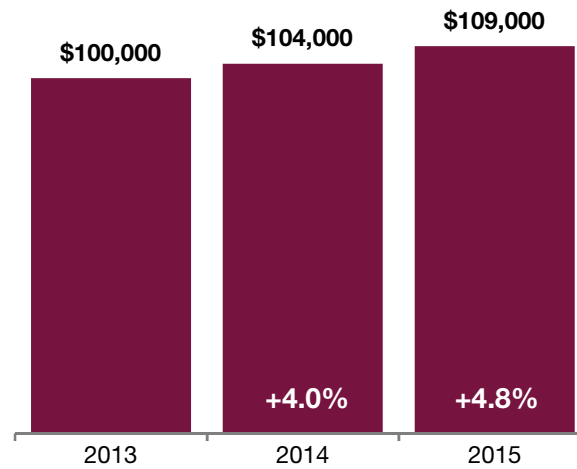
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July



Year To Date



Month	Prior Year	Current Year	+ / -
August	\$110,000	\$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%
July	\$118,500	\$122,000	+3.0%
12-Month Med	\$103,500	\$109,000	+5.3%

Historical Median Sales Price

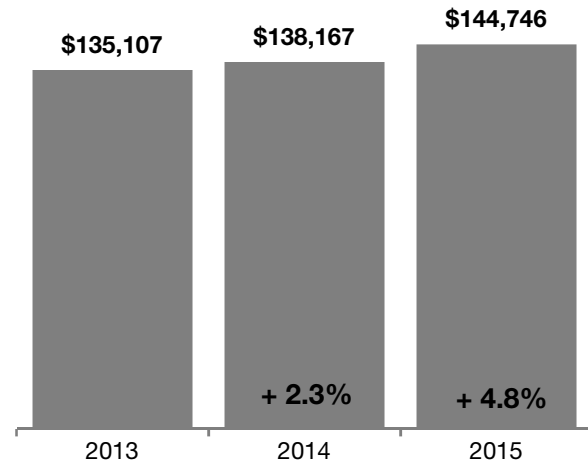


Average Sales Price

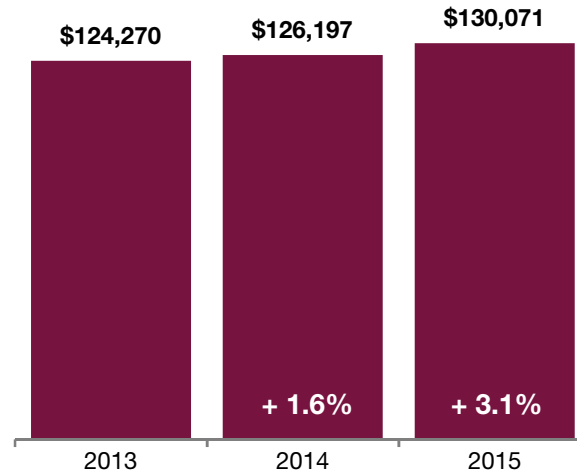
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year To Date



Month	Prior Year	Current Year	+ / -
August	\$133,337	\$132,999	-0.3%
September	\$125,251	\$131,782	+5.2%
October	\$124,135	\$125,289	+0.9%
November	\$119,463	\$126,728	+6.1%
December	\$113,899	\$122,480	+7.5%
January	\$108,445	\$110,179	+1.6%
February	\$108,839	\$111,955	+2.9%
March	\$113,660	\$126,209	+11.0%
April	\$121,321	\$120,644	-0.6%
May	\$128,759	\$132,881	+3.2%
June	\$144,714	\$141,756	-2.0%
July	\$138,167	\$144,746	+4.8%
12-Month Avg	\$125,227	\$129,223	+3.2%

Historical Average Sales Price

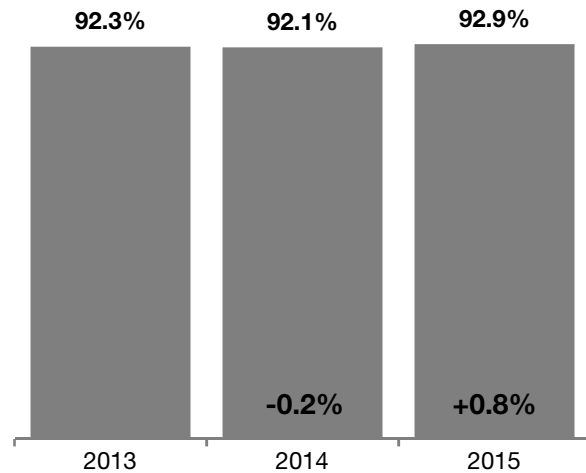


Percent of Original List Price Received

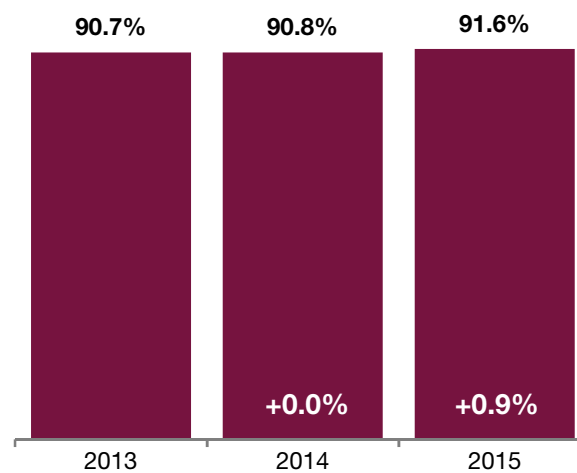
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July

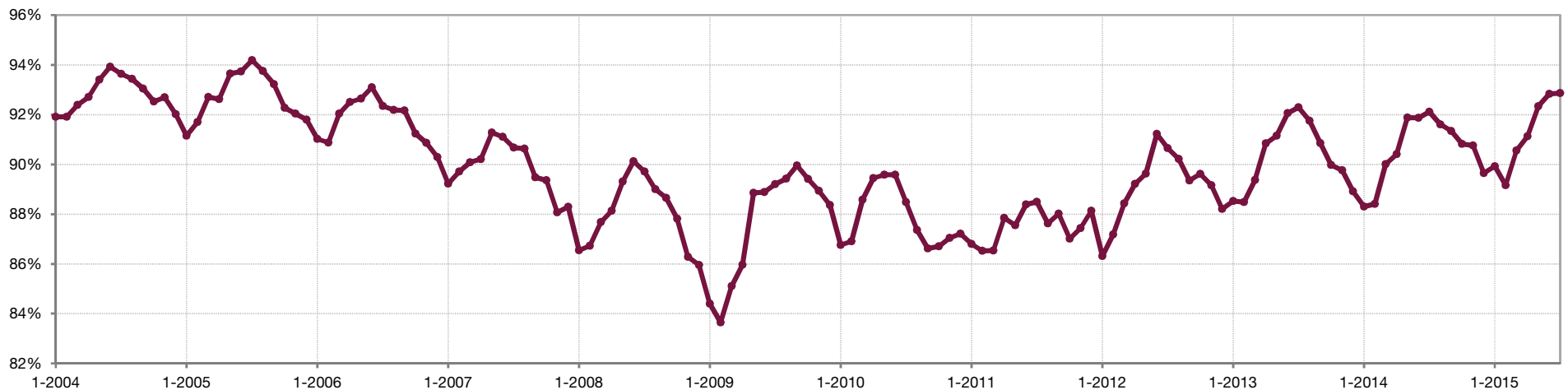


Year To Date



Month	Prior Year	Current Year	+ / -
August	91.8%	91.6%	-0.2%
September	90.9%	91.3%	+0.5%
October	90.0%	90.8%	+1.0%
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%	+0.8%
March	90.0%	90.6%	+0.6%
April	90.4%	91.1%	+0.8%
May	91.9%	92.3%	+0.5%
June	91.9%	92.8%	+1.0%
July	92.1%	92.9%	+0.8%
12-Month Avg	90.6%	91.3%	+0.8%

Historical Percent of Original List Price Received



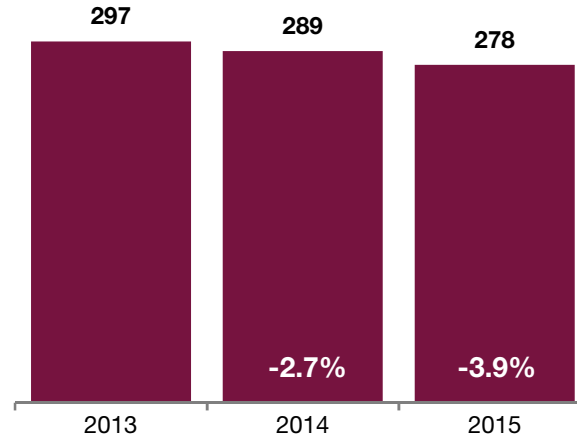
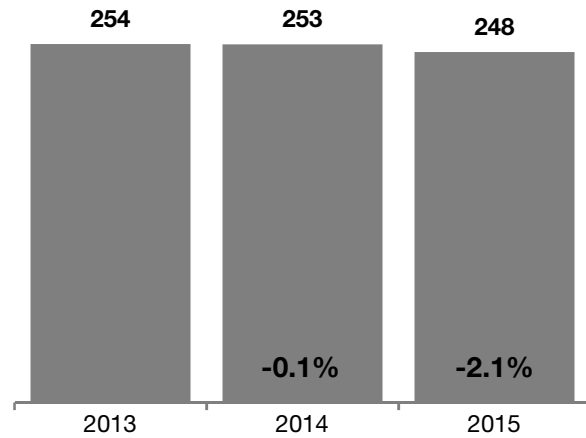
Housing Affordability Index



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.**

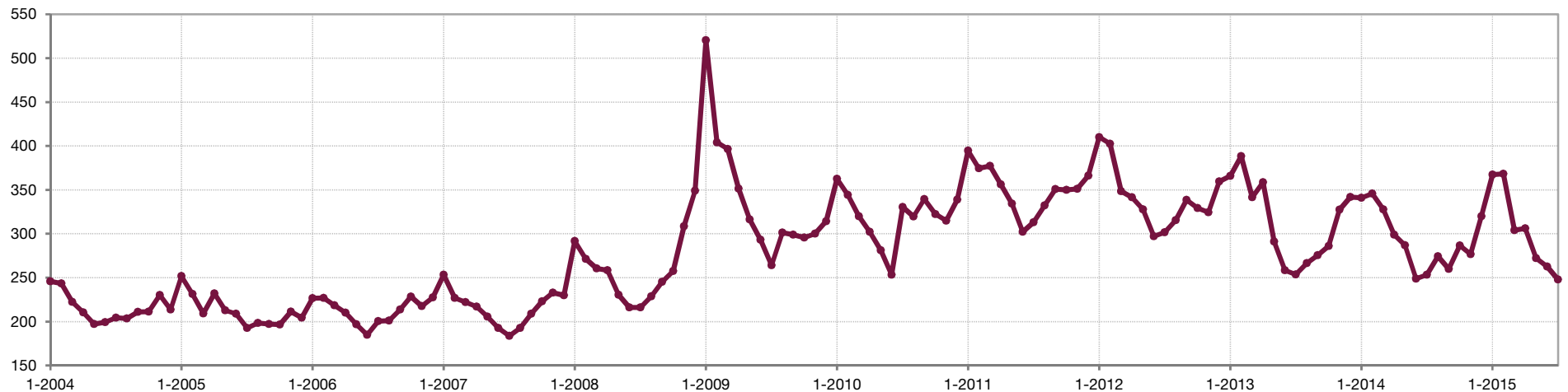
July

Year To Date



Month	Prior Year	Current Year	+ / -
August	266	274	+2.9%
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%
July	253	248	-2.1%
12-Month Avg	300	296	-1.4%

Historical Housing Affordability Index

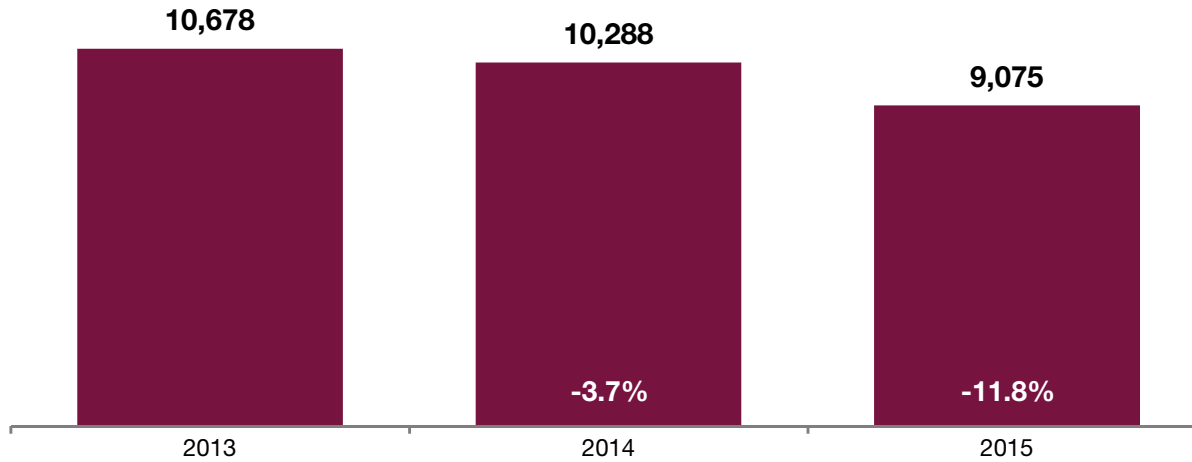


Inventory of Homes for Sale

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

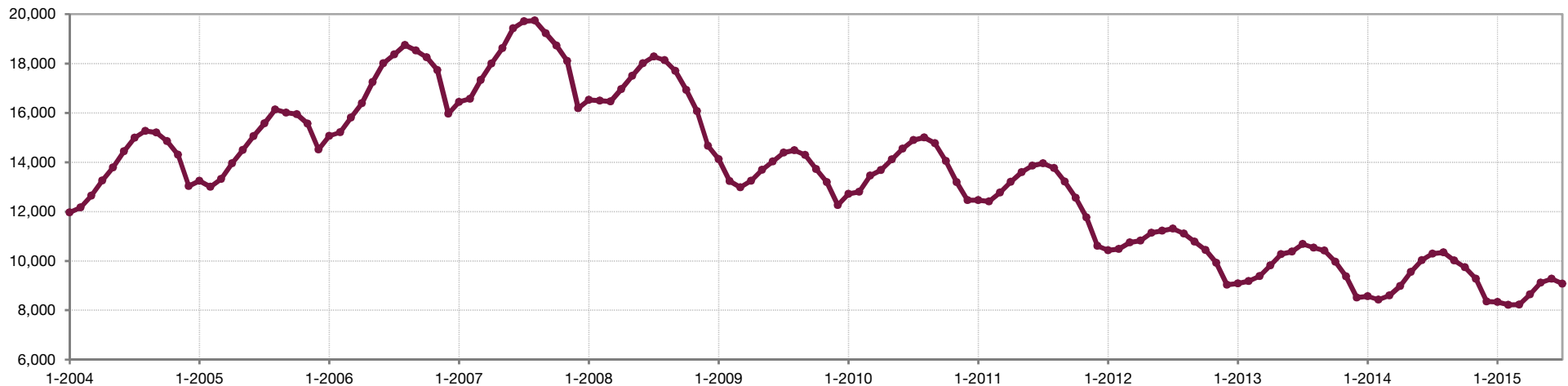


July



Month	Prior Year	Current Year	+ / -
August	10,532	10,345	-1.8%
September	10,415	10,019	-3.8%
October	9,968	9,742	-2.3%
November	9,375	9,276	-1.1%
December	8,510	8,359	-1.8%
January	8,571	8,338	-2.7%
February	8,429	8,219	-2.5%
March	8,602	8,229	-4.3%
April	8,980	8,643	-3.8%
May	9,546	9,119	-4.5%
June	10,030	9,279	-7.5%
July	10,288	9,075	-11.8%
12-Month Avg	9,437	9,054	-4.0%

Historical Inventory of Homes for Sale

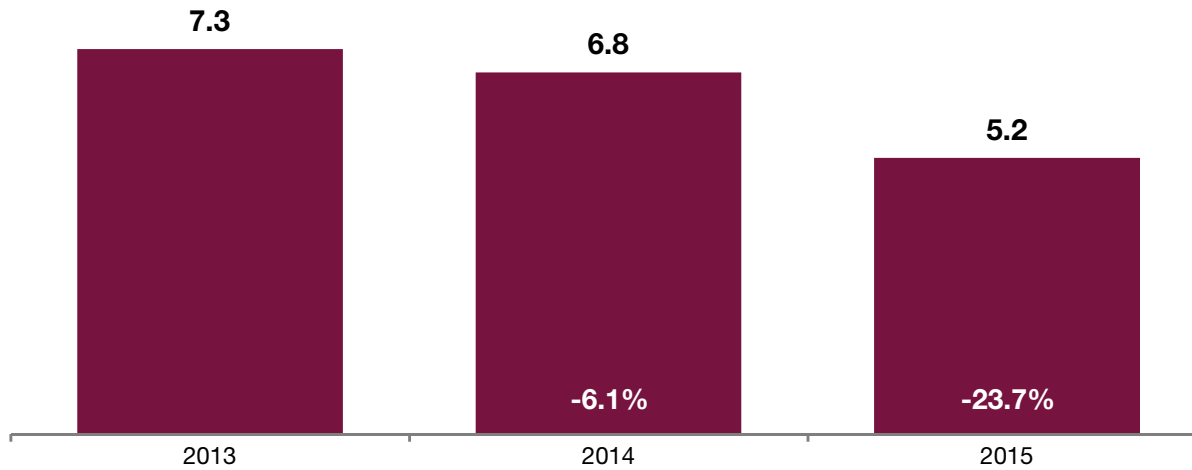


Months Supply of Inventory

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.



July



Month	Prior Year	Current Year	+ / -
August	7.1	6.9	-2.3%
September	7.0	6.6	-5.0%
October	6.6	6.4	-3.8%
November	6.2	6.1	-2.9%
December	5.6	5.4	-3.9%
January	5.7	5.4	-5.9%
February	5.6	5.2	-7.1%
March	5.8	5.1	-11.3%
April	6.0	5.3	-12.4%
May	6.4	5.5	-14.6%
June	6.7	5.5	-18.7%
July	6.8	5.2	-23.7%
12-Month Avg	6.3	5.7	-9.4%

Historical Months Supply of Inventory

