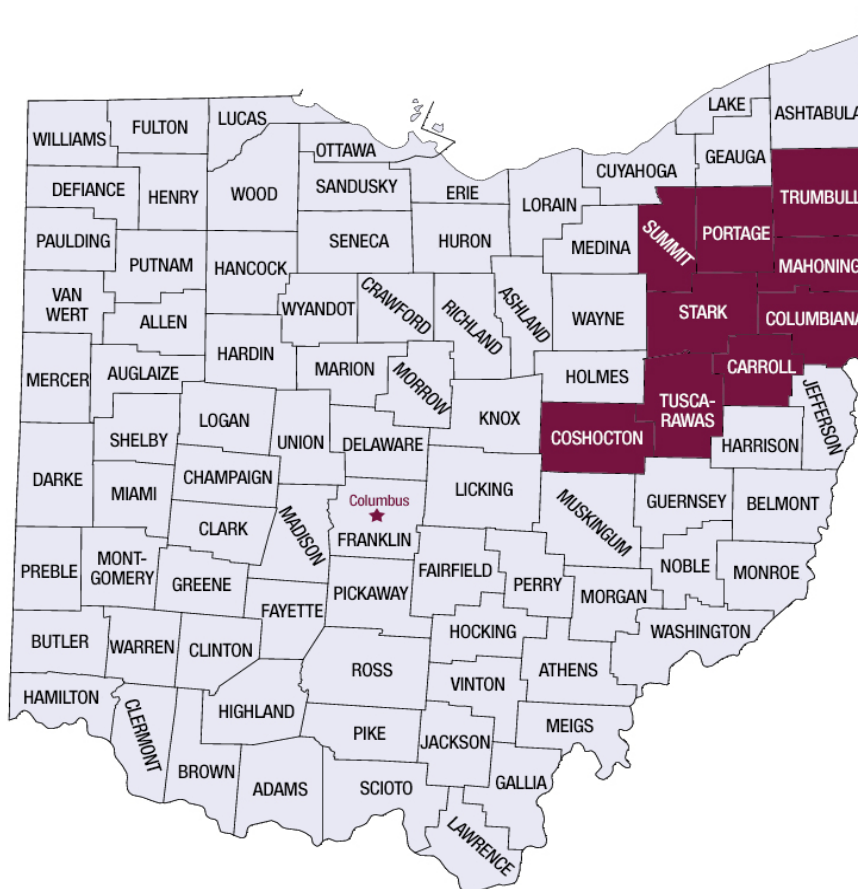


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



September 2015



Quick Facts

+ 12.3%

- 1.1%

- 9.1%

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.



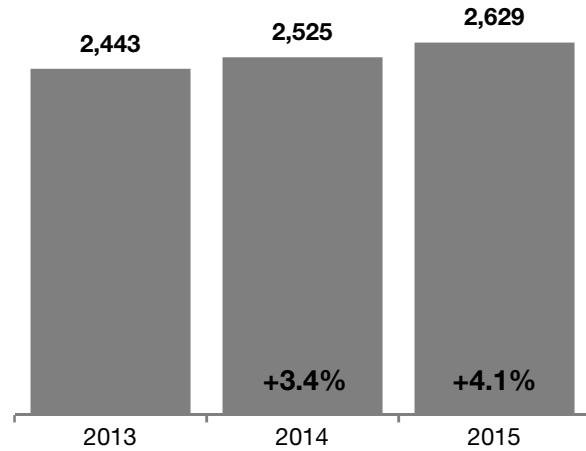
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		2,525	2,629	+ 4.1%	23,726	25,279	+ 6.5%
Pending Sales		1,736	2,163	+ 24.6%	14,392	17,115	+ 18.9%
Closed Sales		1,691	1,899	+ 12.3%	13,679	15,454	+ 13.0%
Days on Market Until Sale		87	89	+ 2.3%	98	97	- 1.0%
Median Sales Price		\$115,000	\$113,700	- 1.1%	\$106,500	\$110,000	+ 3.3%
Average Sales Price		\$131,782	\$135,145	+ 2.6%	\$127,775	\$131,445	+ 2.9%
Percent of Original List Price Received		91.3%	91.8%	+ 0.5%	90.9%	91.7%	+ 0.9%
Housing Affordability Index		260	271	+ 4.3%	281	280	- 0.1%
Inventory of Homes for Sale		10,036	9,119	- 9.1%	--	--	--
Months Supply of Homes for Sale		6.6	5.2	- 22.1%	--	--	--

New Listings

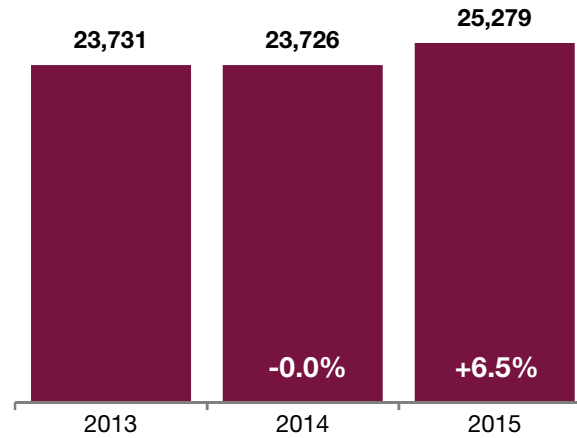
A count of the properties that have been newly listed on the market in a given month.



September

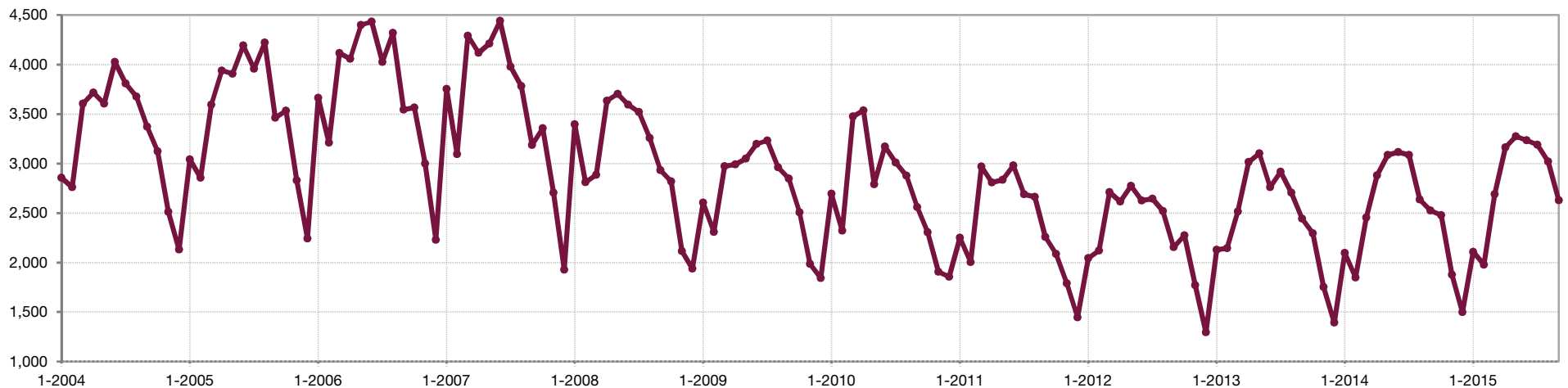


Year To Date



Month	Prior Year	Current Year	+ / -
October	2,294	2,478	+8.0%
November	1,753	1,876	+7.0%
December	1,392	1,499	+7.7%
January	2,096	2,106	+0.5%
February	1,847	1,977	+7.0%
March	2,453	2,689	+9.6%
April	2,881	3,162	+9.8%
May	3,087	3,273	+6.0%
June	3,115	3,235	+3.9%
July	3,086	3,189	+3.3%
August	2,636	3,019	+14.5%
September	2,525	2,629	+4.1%
12-Month Avg	2,430	2,594	+6.7%

Historical New Listing Activity

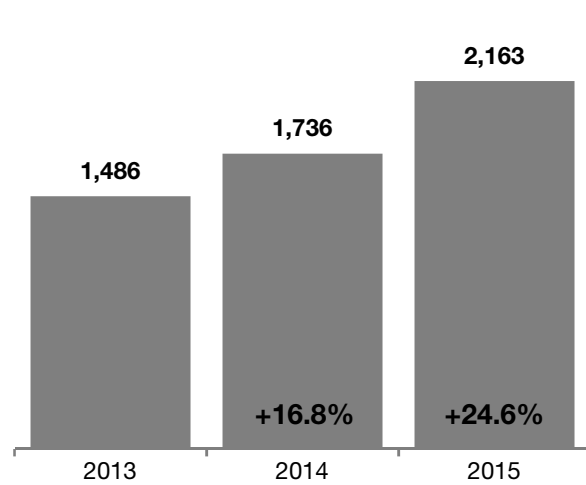


Pending Sales

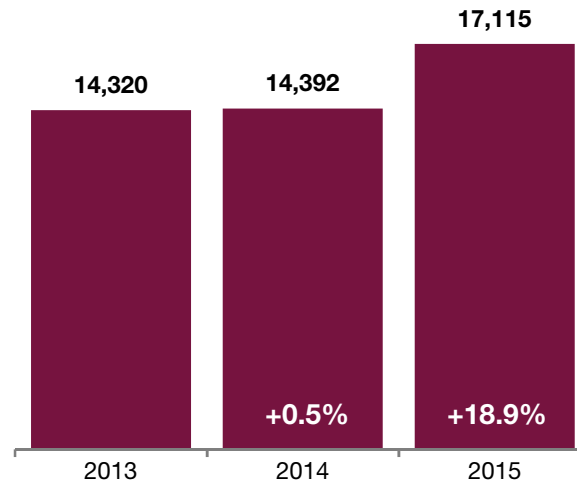
A count of the properties on which contracts have been accepted in a given month.



September

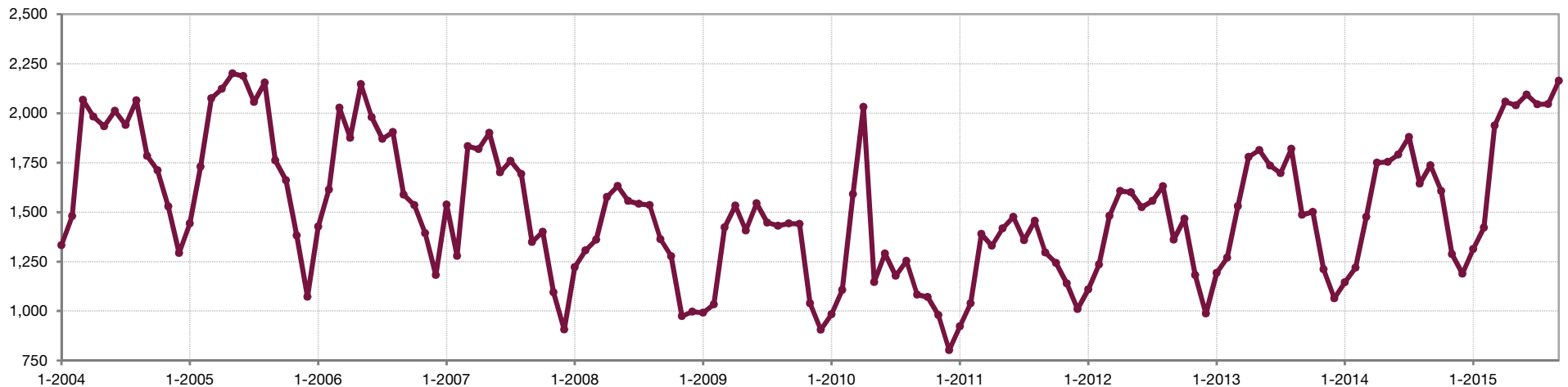


Year To Date



Month	Prior Year	Current Year	+ / -
October	1,501	1,607	+7.1%
November	1,211	1,288	+6.4%
December	1,064	1,189	+11.7%
January	1,145	1,313	+14.7%
February	1,219	1,422	+16.7%
March	1,476	1,937	+31.2%
April	1,750	2,058	+17.6%
May	1,754	2,039	+16.2%
June	1,790	2,093	+16.9%
July	1,879	2,044	+8.8%
August	1,643	2,046	+24.5%
September	1,736	2,163	+24.6%
12-Month Avg	1,514	1,767	+16.7%

Historical Pending Sales Activity

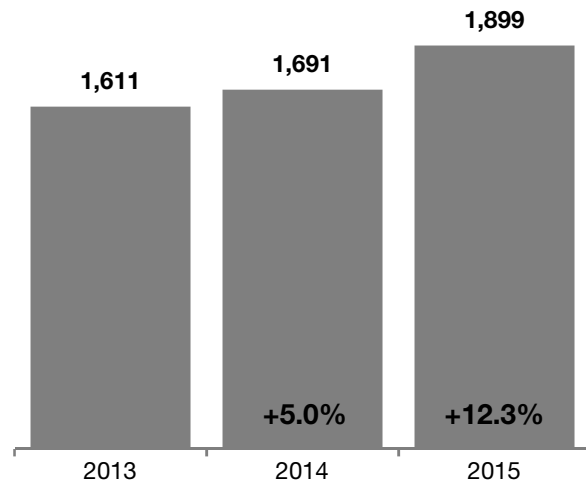


Closed Sales

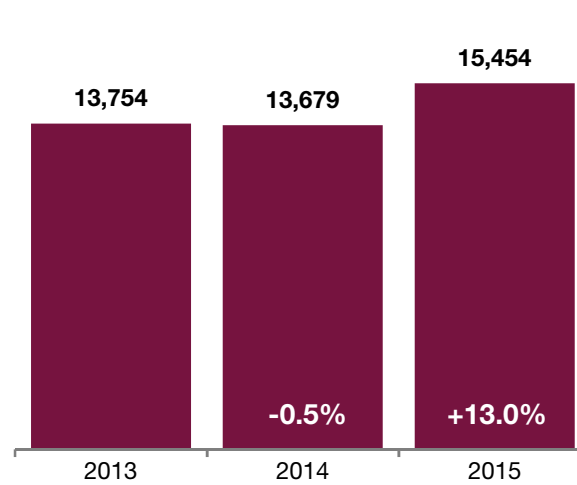
A count of the actual sales that have closed in a given month.



September

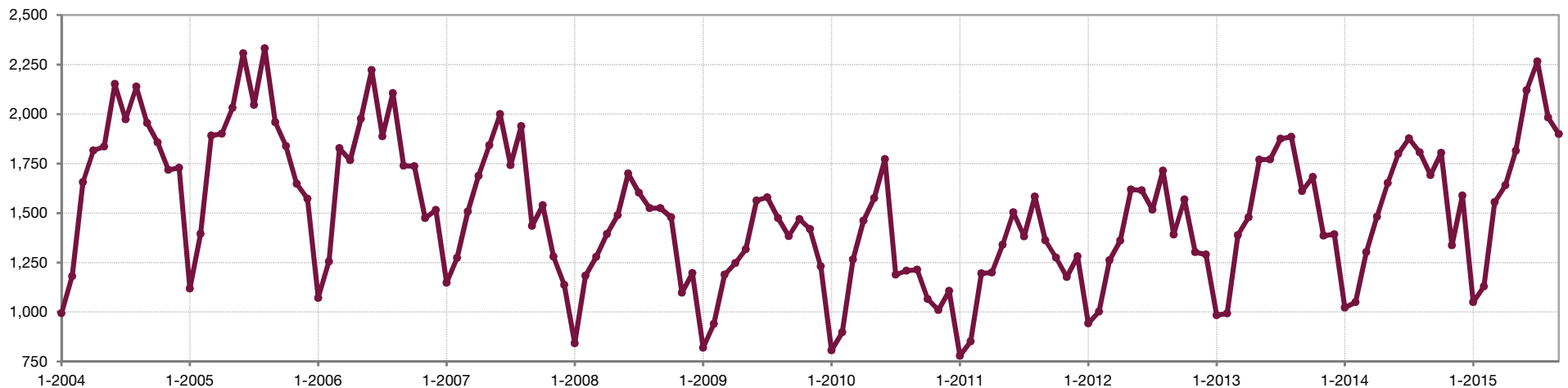


Year To Date



Month	Prior Year	Current Year	+ / -
October	1,682	1,804	+7.3%
November	1,385	1,337	-3.5%
December	1,392	1,588	+14.1%
January	1,022	1,050	+2.7%
February	1,050	1,129	+7.5%
March	1,302	1,555	+19.4%
April	1,481	1,639	+10.7%
May	1,652	1,814	+9.8%
June	1,798	2,120	+17.9%
July	1,876	2,266	+20.8%
August	1,807	1,982	+9.7%
September	1,691	1,899	+12.3%
12-Month Avg	1,512	1,682	+10.7%

Historical Closed Sales Activity

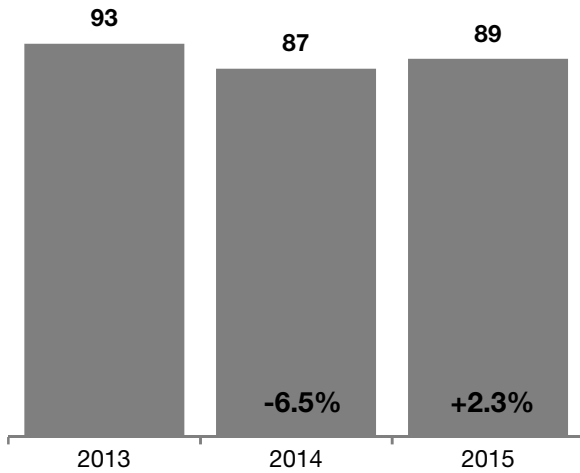


Days on Market Until Sale

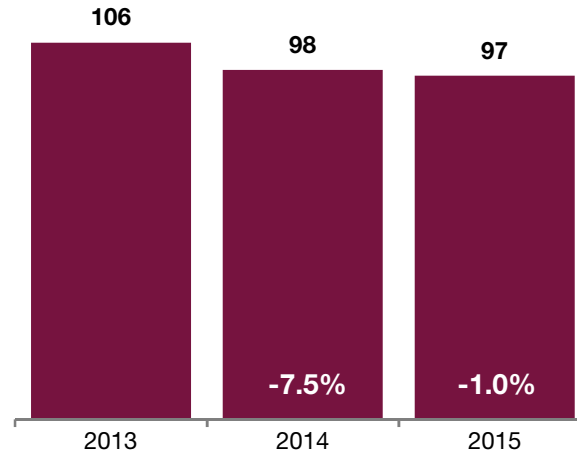
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	88	+1.1%
August	92	87	-5.4%
September	87	89	+2.3%
12-Month Avg	99	97	-2.0%

Historical Days on Market Until Sale

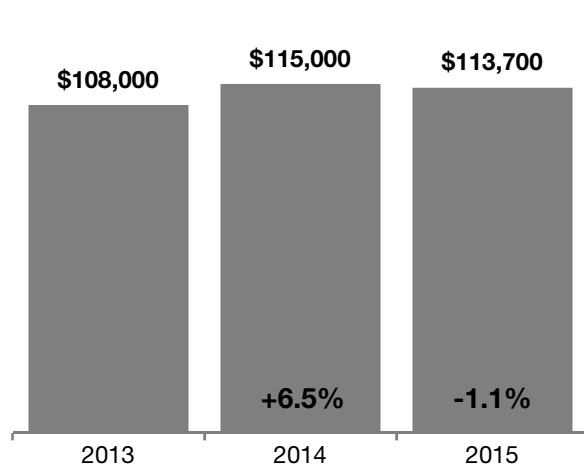


Median Sales Price

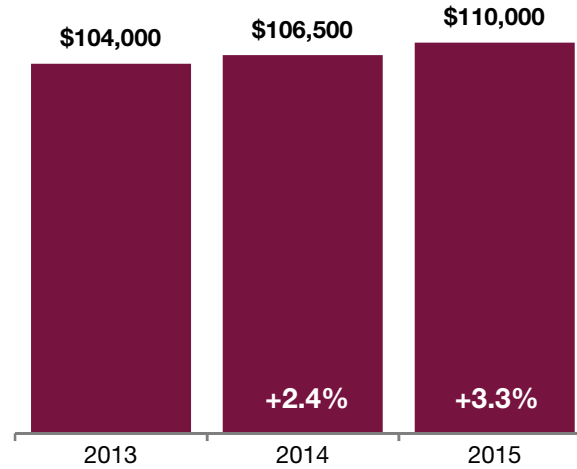
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	\$104,000	\$106,000	+1.9%
November	\$96,020	\$110,000	+14.6%
December	\$87,600	\$96,000	+9.6%
January	\$85,000	\$85,000	0.0%
February	\$85,000	\$84,700	-0.4%
March	\$89,900	\$101,570	+13.0%
April	\$98,000	\$102,000	+4.1%
May	\$105,000	\$115,000	+9.5%
June	\$121,000	\$117,000	-3.3%
July	\$118,500	\$121,900	+2.9%
August	\$110,000	\$117,000	+6.4%
September	\$115,000	\$113,700	-1.1%
12-Month Med	\$104,500	\$109,900	+5.2%

Historical Median Sales Price

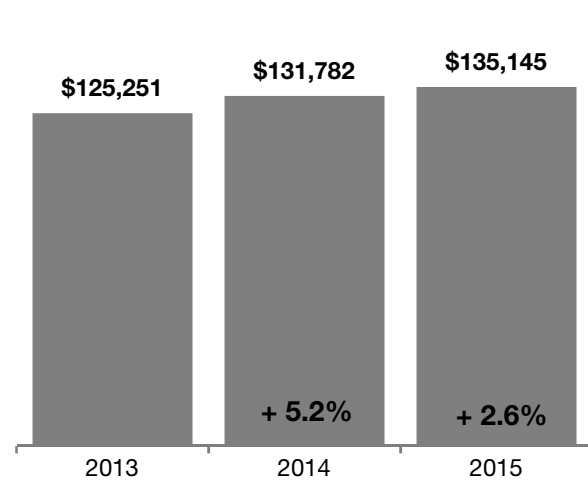


Average Sales Price

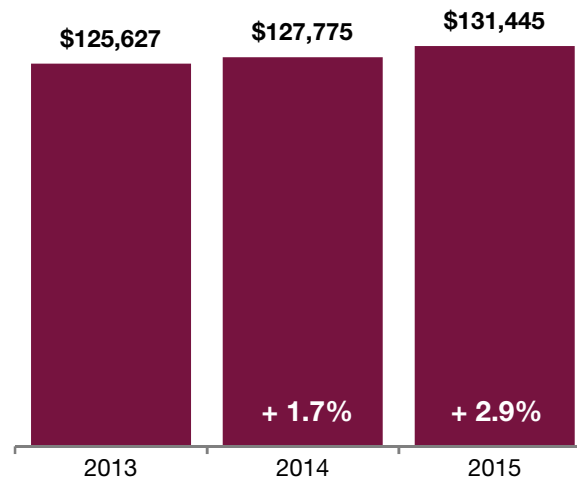
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	\$124,135	\$125,289	+0.9%
November	\$119,475	\$126,643	+6.0%
December	\$113,778	\$122,480	+7.6%
January	\$108,445	\$110,179	+1.6%
February	\$108,839	\$111,867	+2.8%
March	\$113,660	\$126,098	+10.9%
April	\$121,321	\$120,729	-0.5%
May	\$128,759	\$132,899	+3.2%
June	\$144,714	\$141,631	-2.1%
July	\$138,167	\$144,550	+4.6%
August	\$132,999	\$136,135	+2.4%
September	\$131,782	\$135,145	+2.6%
12-Month Avg	\$125,751	\$129,885	+3.3%

Historical Average Sales Price

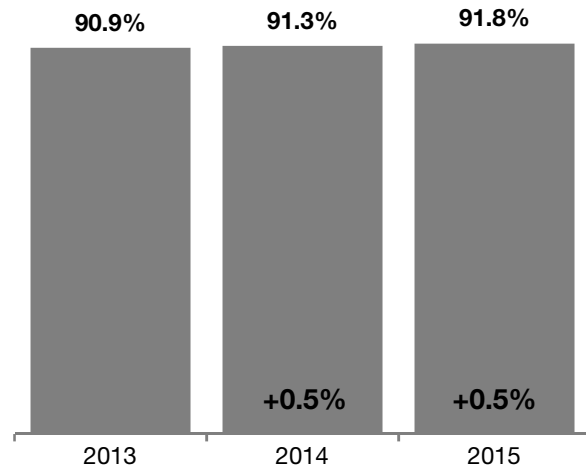


Percent of Original List Price Received

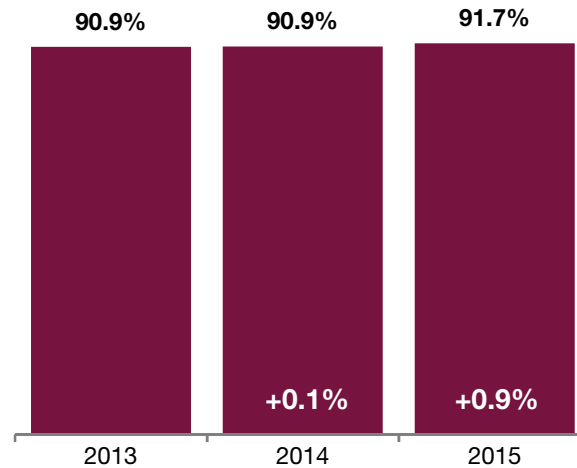
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

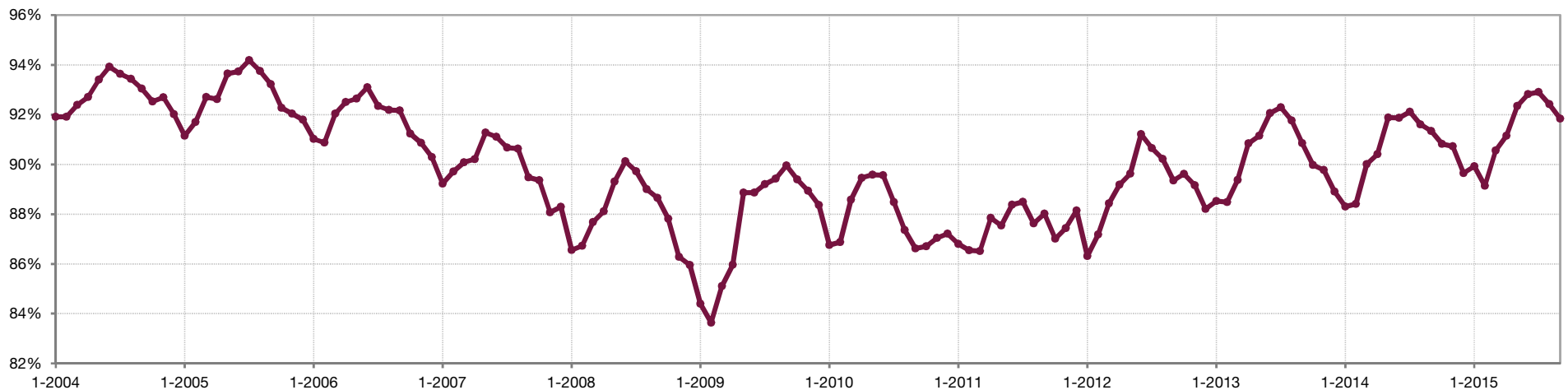


Year To Date



Month	Prior Year	Current Year	+ / -
October	90.0%	90.8%	+1.0%
November	89.8%	90.7%	+1.1%
December	88.9%	89.7%	+0.8%
January	88.3%	89.9%	+1.8%
February	88.4%	89.1%	+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%	+0.9%
August	91.6%	92.4%	+0.9%
September	91.3%	91.8%	+0.5%
12-Month Avg	90.6%	91.4%	+0.9%

Historical Percent of Original List Price Received

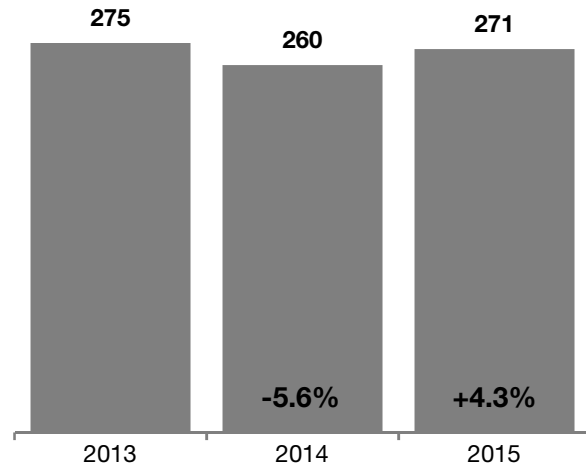


Housing Affordability Index

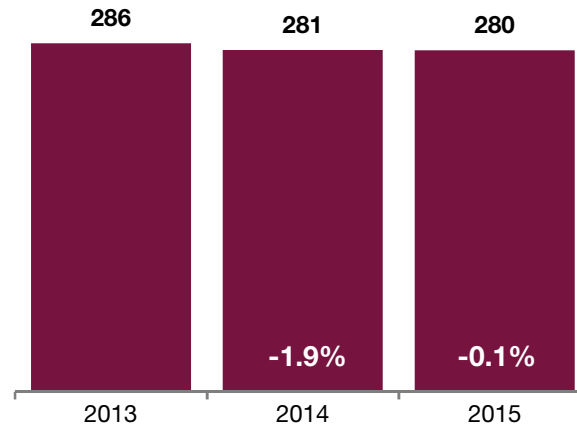
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	286	287	+0.3%
November	327	277	-15.4%
December	343	320	-6.7%
January	341	367	+7.8%
February	346	369	+6.8%
March	328	304	-7.3%
April	299	306	+2.3%
May	287	272	-5.2%
June	249	263	+5.6%
July	253	248	-2.1%
August	274	260	-5.0%
September	260	271	+4.3%
12-Month Avg	299	295	-1.2%

Historical Housing Affordability Index

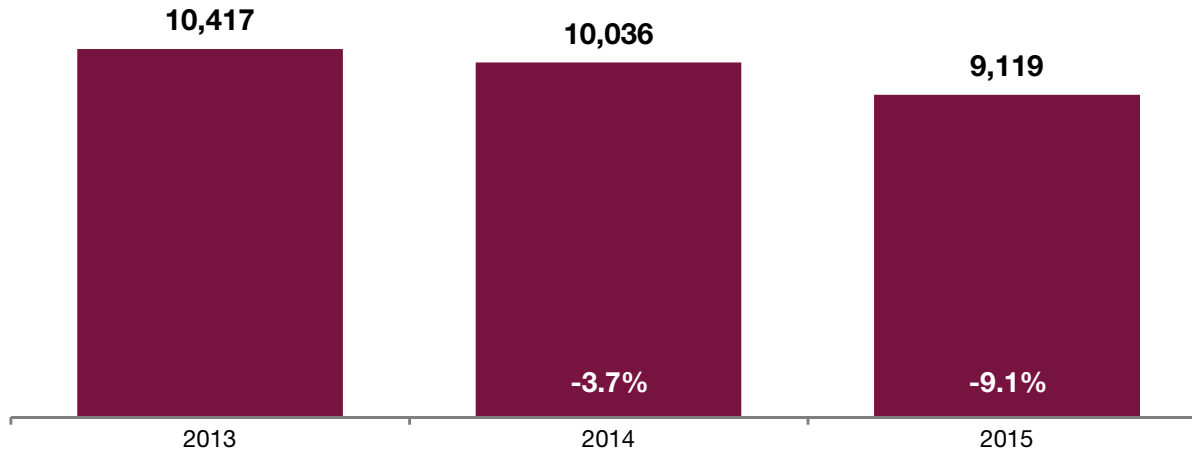


Inventory of Homes for Sale

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

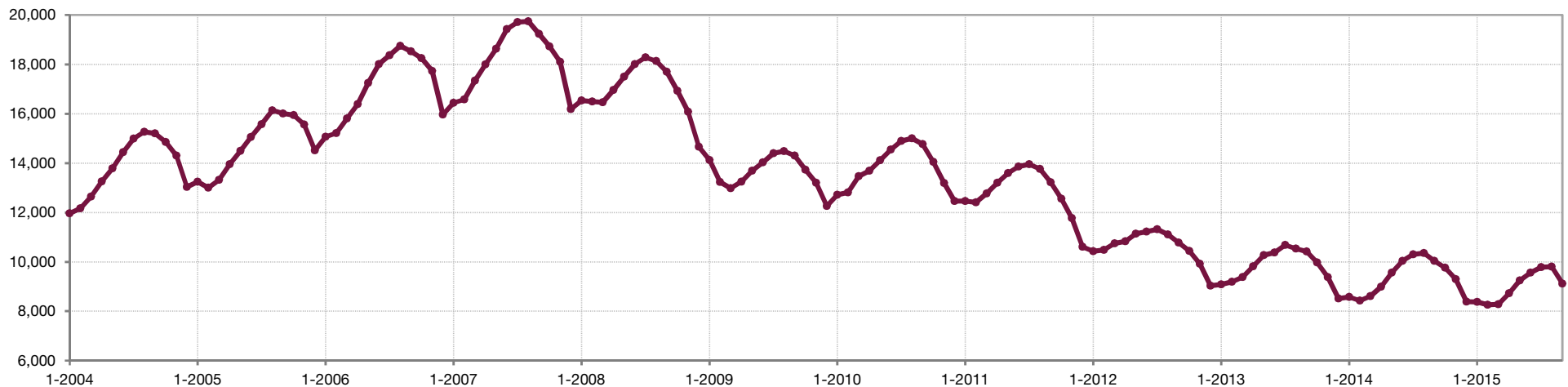


September



Month	Prior Year	Current Year	+ / -
October	9,971	9,760	-2.1%
November	9,376	9,296	-0.9%
December	8,511	8,383	-1.5%
January	8,573	8,372	-2.3%
February	8,431	8,259	-2.0%
March	8,606	8,281	-3.8%
April	8,989	8,721	-3.0%
May	9,557	9,247	-3.2%
June	10,041	9,557	-4.8%
July	10,300	9,788	-5.0%
August	10,359	9,801	-5.4%
September	10,036	9,119	-9.1%
12-Month Avg	9,396	9,049	-3.6%

Historical Inventory of Homes for Sale

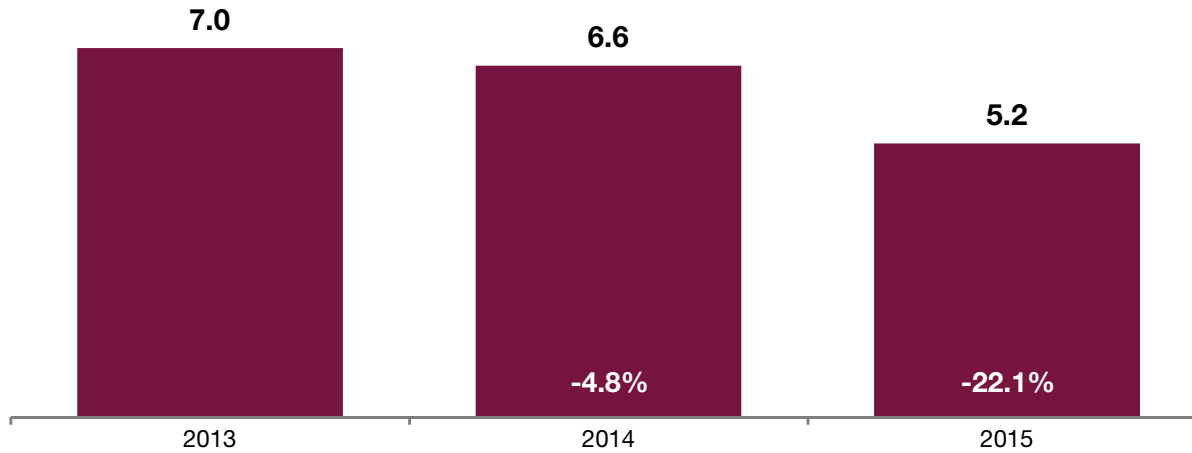


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
October	6.7	6.4	-3.6%
November	6.2	6.1	-2.6%
December	5.6	5.4	-3.5%
January	5.7	5.4	-5.5%
February	5.6	5.3	-6.5%
March	5.8	5.1	-10.6%
April	6.0	5.3	-11.4%
May	6.4	5.6	-13.2%
June	6.7	5.7	-15.6%
July	6.8	5.8	-15.6%
August	6.9	5.7	-18.4%
September	6.6	5.2	-22.1%
12-Month Avg	6.3	5.6	-11.0%

Historical Months Supply of Inventory

