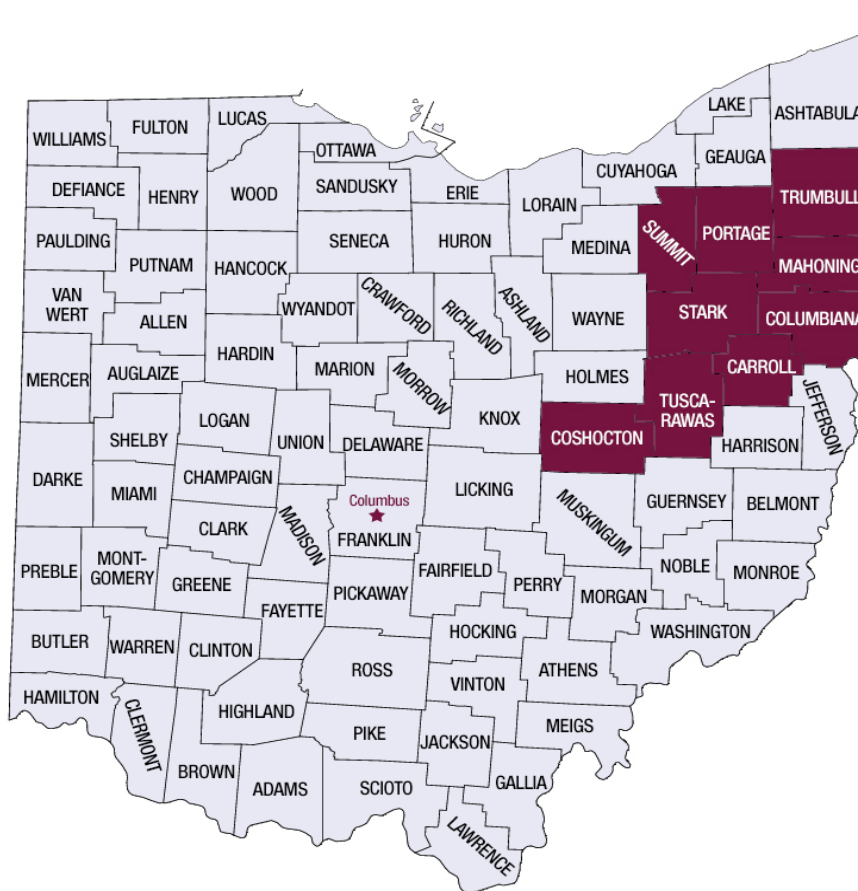


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



October 2015



Quick Facts

+ 1.6%

+ 4.7%

- 7.5%

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.



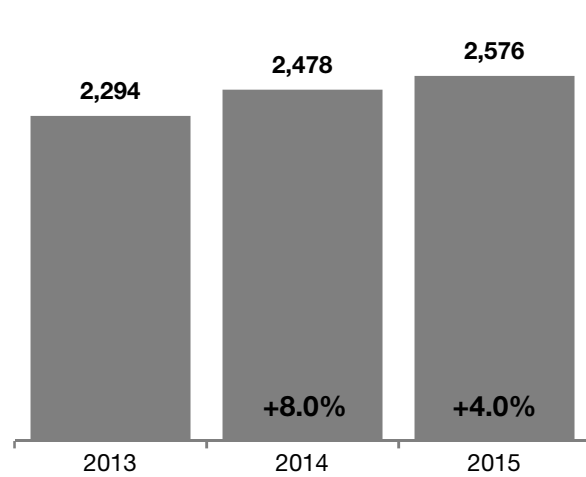
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		2,478	2,576	+ 4.0%	26,204	27,874	+ 6.4%
Pending Sales		1,607	1,930	+ 20.1%	15,997	18,679	+ 16.8%
Closed Sales		1,804	1,832	+ 1.6%	15,483	17,324	+ 11.9%
Days on Market Until Sale		97	85	- 12.4%	98	95	- 3.1%
Median Sales Price		\$106,000	\$111,000	+ 4.7%	\$106,200	\$110,000	+ 3.6%
Average Sales Price		\$125,289	\$131,141	+ 4.7%	\$127,486	\$131,426	+ 3.1%
Percent of Original List Price Received		90.8%	91.4%	+ 0.6%	90.9%	91.7%	+ 0.9%
Housing Affordability Index		287	277	- 3.2%	286	280	- 2.2%
Inventory of Homes for Sale		9,763	9,030	- 7.5%	--	--	--
Months Supply of Homes for Sale		6.4	5.1	- 20.1%	--	--	--

New Listings

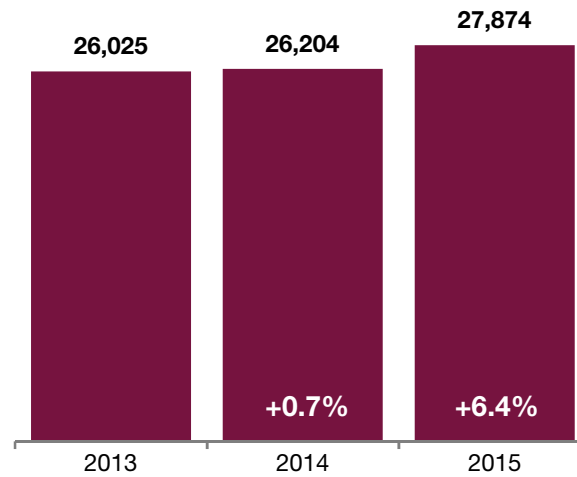
A count of the properties that have been newly listed on the market in a given month.



October

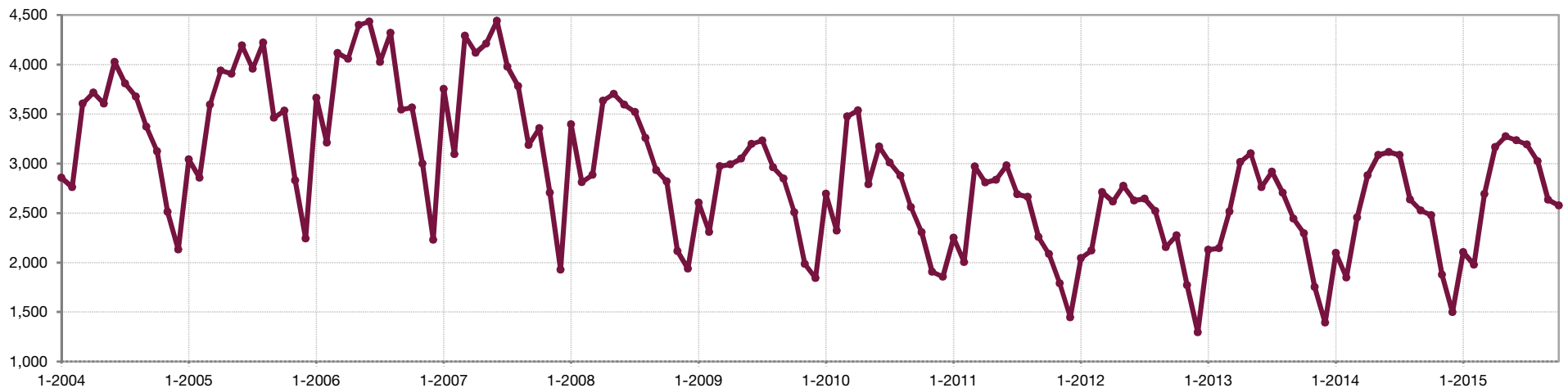


Year To Date



Month	Prior Year	Current Year	+ / -
November	1,753	1,876	+7.0%
December	1,392	1,499	+7.7%
January	2,096	2,105	+0.4%
February	1,847	1,978	+7.1%
March	2,453	2,691	+9.7%
April	2,881	3,166	+9.9%
May	3,087	3,274	+6.1%
June	3,115	3,235	+3.9%
July	3,086	3,193	+3.5%
August	2,636	3,023	+14.7%
September	2,525	2,633	+4.3%
October	2,478	2,576	+4.0%
12-Month Avg	2,446	2,604	+6.5%

Historical New Listing Activity

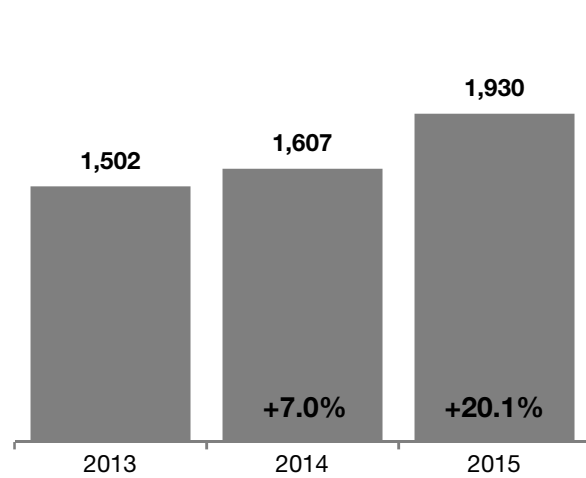


Pending Sales

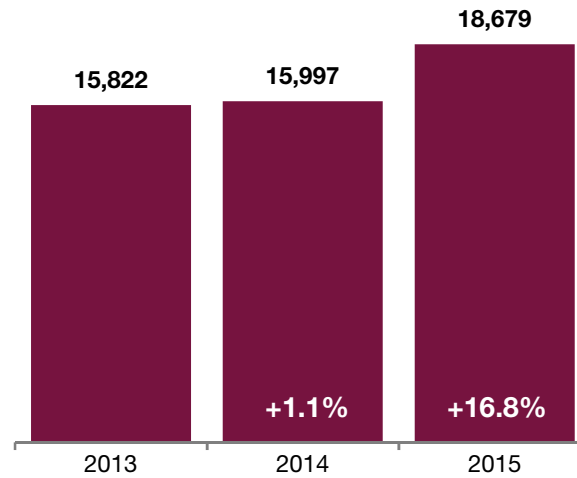
A count of the properties on which contracts have been accepted in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	1,211	1,287	+6.3%
December	1,064	1,188	+11.7%
January	1,145	1,312	+14.6%
February	1,219	1,418	+16.3%
March	1,476	1,938	+31.3%
April	1,750	2,053	+17.3%
May	1,752	2,033	+16.0%
June	1,790	2,083	+16.4%
July	1,879	2,027	+7.9%
August	1,643	1,977	+20.3%
September	1,736	1,908	+9.9%
October	1,607	1,930	+20.1%
12-Month Avg	1,523	1,763	+15.8%

Historical Pending Sales Activity

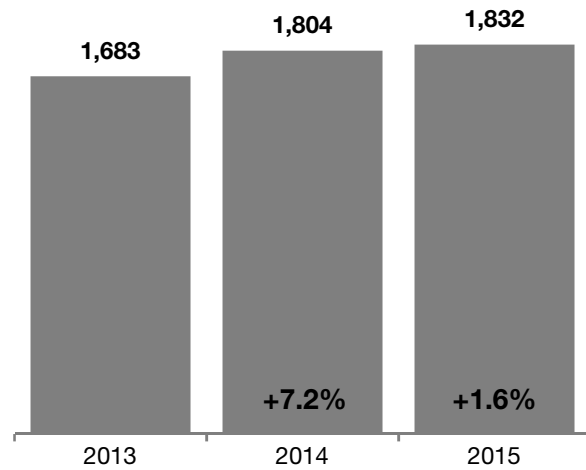


Closed Sales

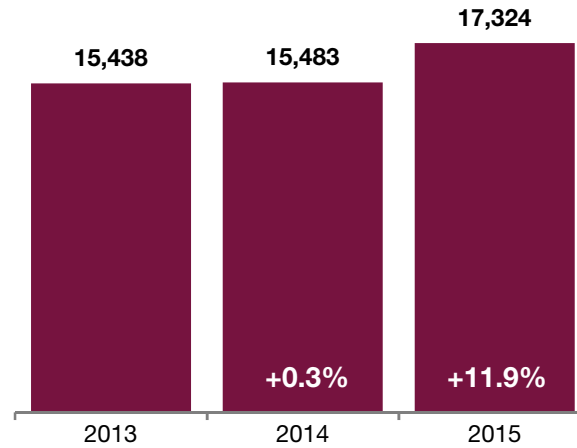
A count of the actual sales that have closed in a given month.



October

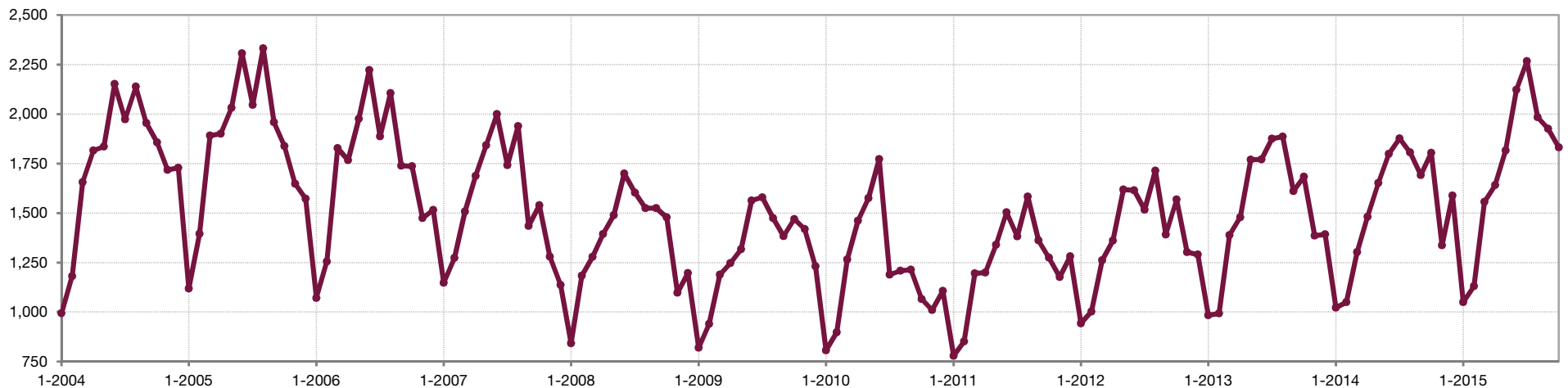


Year To Date



Month	Prior Year	Current Year	+ / -
November	1,385	1,337	-3.5%
December	1,392	1,588	+14.1%
January	1,022	1,050	+2.7%
February	1,050	1,130	+7.6%
March	1,302	1,556	+19.5%
April	1,481	1,641	+10.8%
May	1,652	1,816	+9.9%
June	1,798	2,122	+18.0%
July	1,876	2,267	+20.8%
August	1,807	1,984	+9.8%
September	1,691	1,926	+13.9%
October	1,804	1,832	+1.6%
12-Month Avg	1,522	1,687	+10.4%

Historical Closed Sales Activity

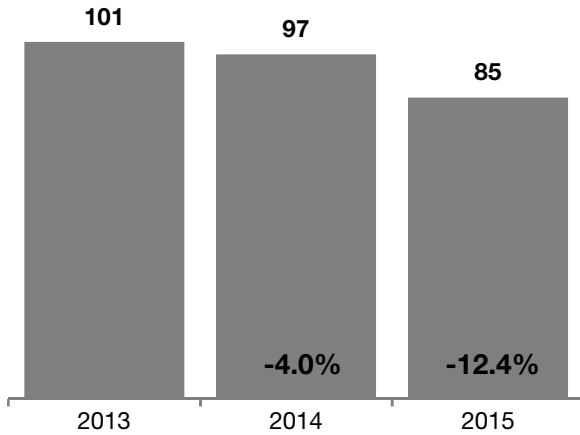


Days on Market Until Sale

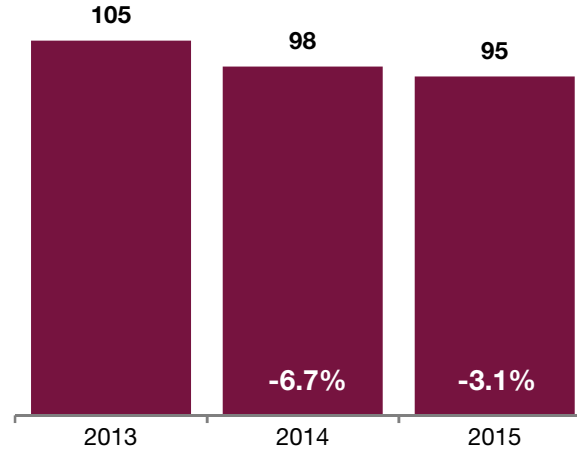
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

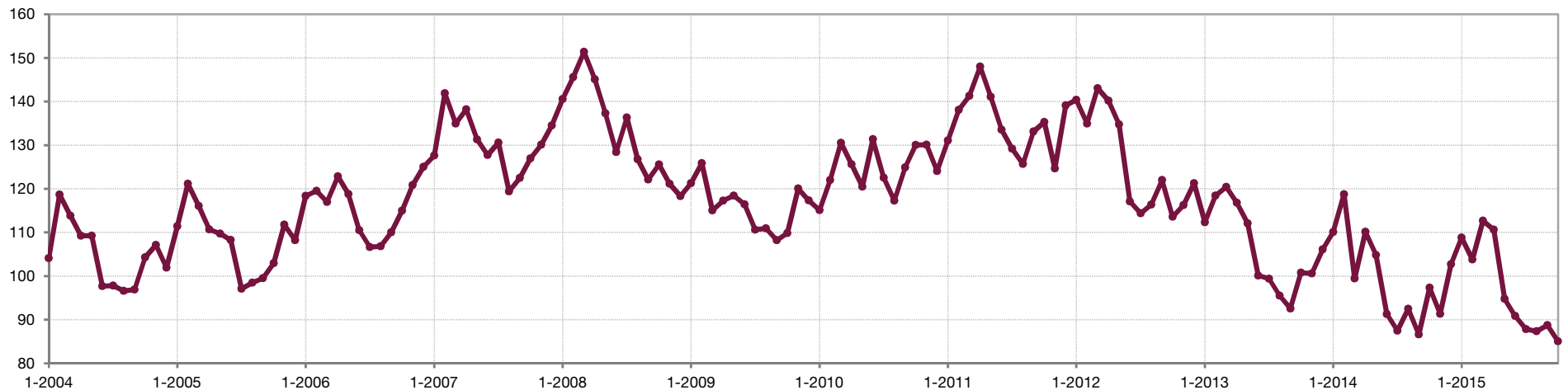


Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	97	85	-12.4%
12-Month Avg	99	96	-3.0%

Historical Days on Market Until Sale

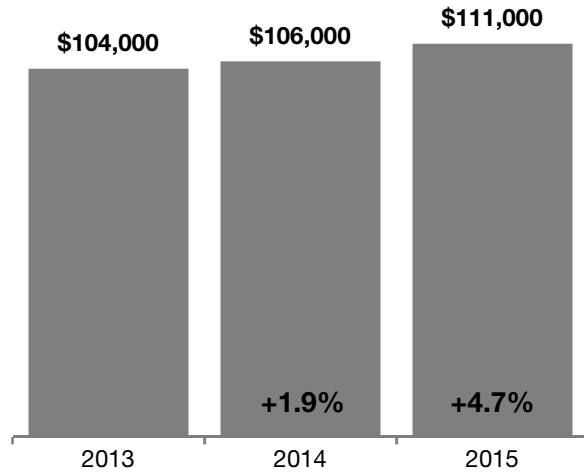


Median Sales Price

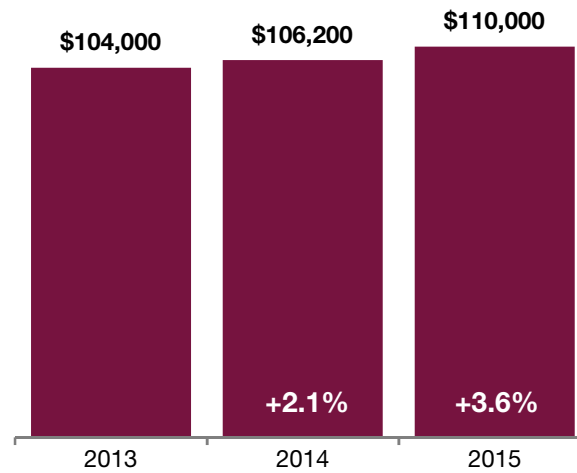
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	\$96,020	\$110,000	+14.6%
December	\$87,600	\$96,000	+9.6%
January	\$85,000	\$85,000	0.0%
February	\$85,000	\$84,900	-0.1%
March	\$89,900	\$101,617	+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	\$121,700	+2.7%
August	\$110,000	\$117,000	+6.4%
September	\$115,000	\$113,500	-1.3%
October	\$106,000	\$111,000	+4.7%
12-Month Med	\$105,000	\$110,000	+4.8%

Historical Median Sales Price

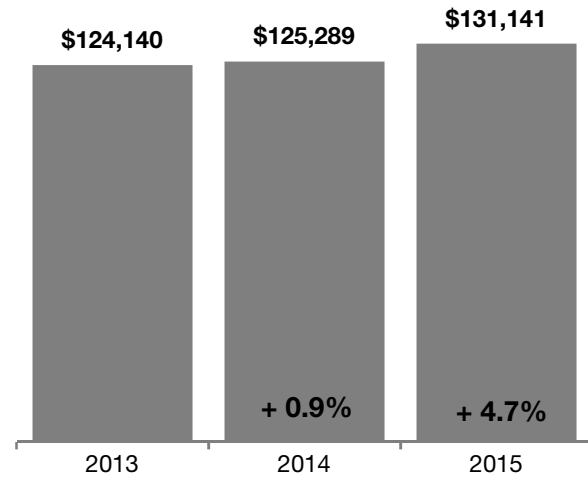


Average Sales Price

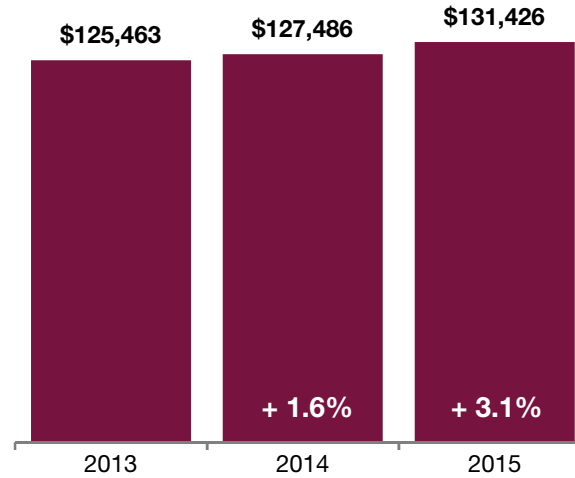
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	\$119,475	\$126,643	+6.0%
December	\$113,778	\$122,480	+7.6%
January	\$108,445	\$110,179	+1.6%
February	\$108,839	\$111,977	+2.9%
March	\$113,660	\$126,152	+11.0%
April	\$121,321	\$120,763	-0.5%
May	\$128,759	\$132,985	+3.3%
June	\$144,714	\$141,695	-2.1%
July	\$138,167	\$144,487	+4.6%
August	\$132,999	\$136,256	+2.4%
September	\$131,782	\$134,876	+2.3%
October	\$125,289	\$131,141	+4.7%
12-Month Avg	\$125,854	\$130,422	+3.6%

Historical Average Sales Price

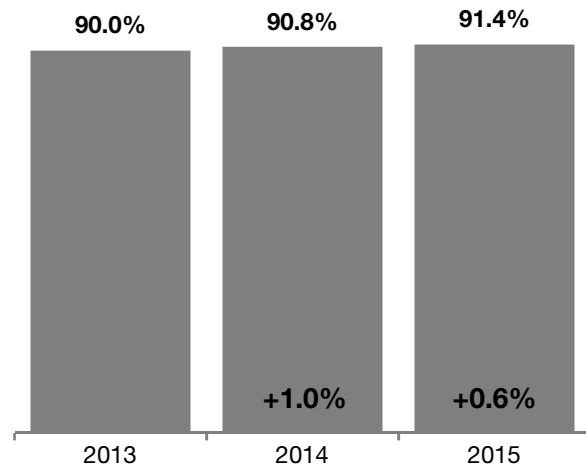


Percent of Original List Price Received

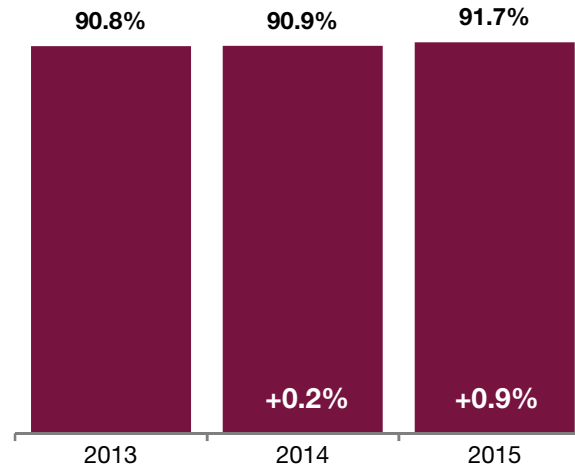
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	89.8%	90.7%	+1.1%
December	88.9%	89.7%	+0.8%
January	88.3%	89.9%	+1.8%
February	88.4%	89.2%	+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%	+0.9%
August	91.6%	92.4%	+0.9%
September	91.3%	91.9%	+0.6%
October	90.8%	91.4%	+0.6%
12-Month Avg	90.7%	91.5%	+0.9%

Historical Percent of Original List Price Received



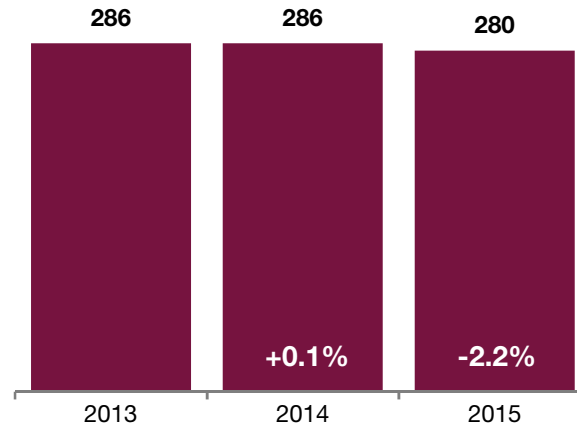
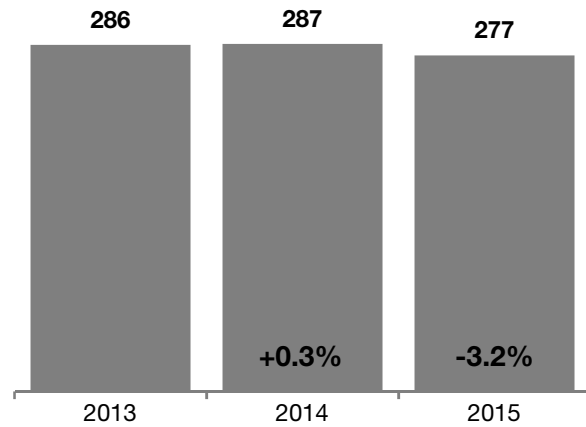
Housing Affordability Index



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.**

October

Year To Date



Month	Prior Year	Current Year	+ / -
November	327	277	-15.4%
December	343	320	-6.7%
January	341	367	+7.8%
February	346	368	+6.5%
March	328	304	-7.3%
April	299	306	+2.3%
May	287	272	-5.2%
June	249	263	+5.6%
July	253	249	-1.9%
August	274	260	-5.0%
September	260	272	+4.5%
October	287	277	-3.2%
12-Month Avg	299	295	-1.5%

Historical Housing Affordability Index

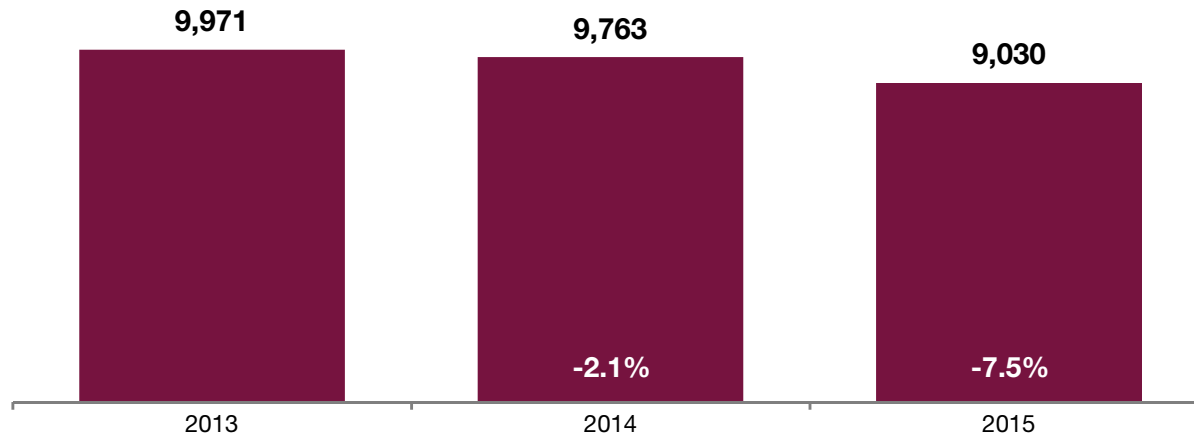


Inventory of Homes for Sale

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

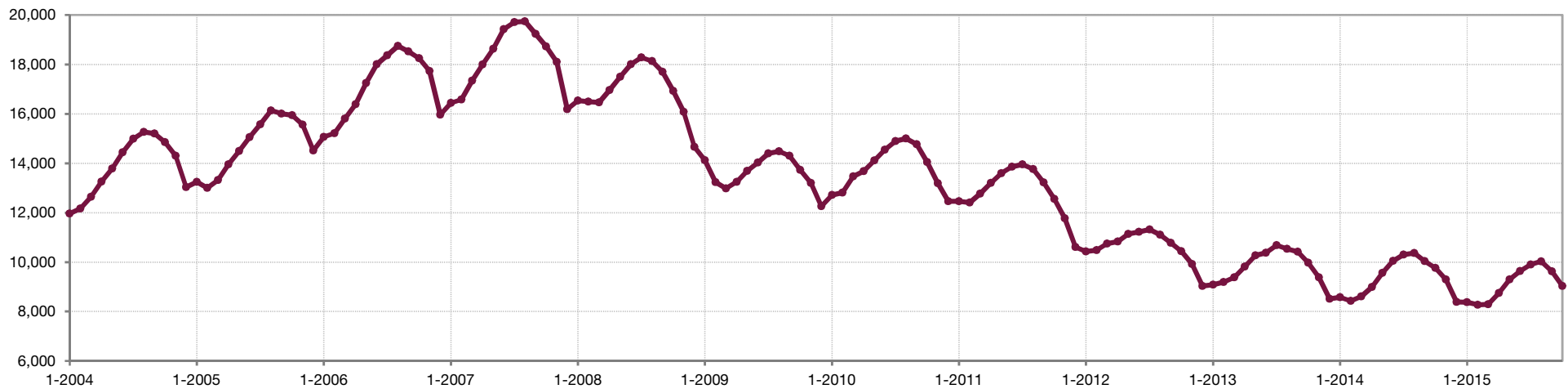


October



Month	Prior Year	Current Year	+ / -
November	9,376	9,300	-0.8%
December	8,511	8,389	-1.4%
January	8,573	8,379	-2.3%
February	8,431	8,272	-1.9%
March	8,606	8,296	-3.6%
April	8,989	8,745	-2.7%
May	9,559	9,297	-2.7%
June	10,043	9,635	-4.1%
July	10,302	9,905	-3.9%
August	10,361	10,029	-3.2%
September	10,038	9,629	-4.1%
October	9,763	9,030	-7.5%
12-Month Avg	9,379	9,076	-3.2%

Historical Inventory of Homes for Sale

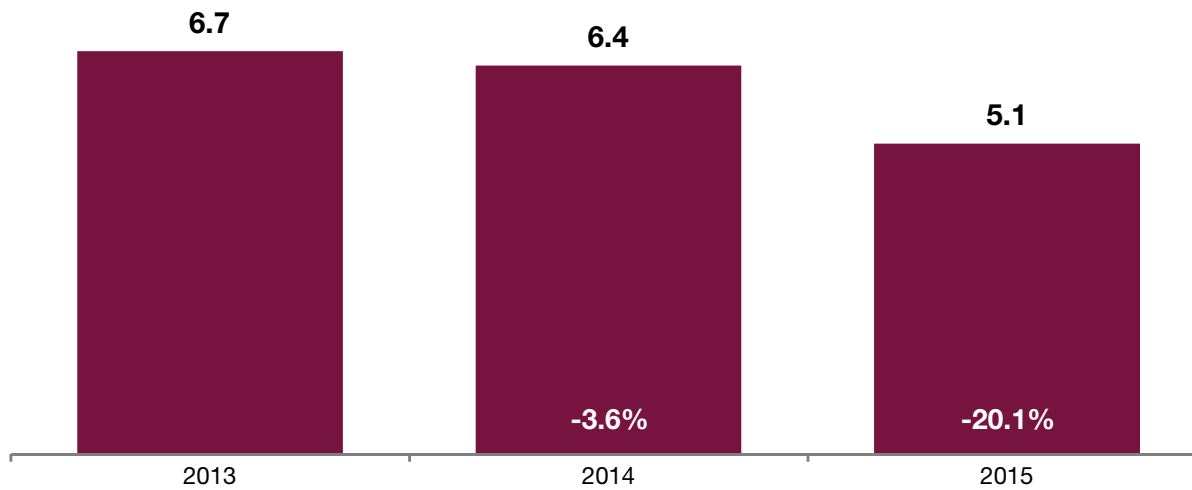


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
November	6.2	6.1	-2.6%
December	5.6	5.4	-3.4%
January	5.7	5.4	-5.4%
February	5.6	5.3	-6.3%
March	5.8	5.2	-10.4%
April	6.0	5.4	-11.1%
May	6.4	5.6	-12.7%
June	6.7	5.7	-14.8%
July	6.8	5.8	-14.4%
August	6.9	5.8	-16.1%
September	6.6	5.5	-16.3%
October	6.4	5.1	-20.1%
12-Month Avg	6.2	5.5	-11.4%

Historical Months Supply of Inventory

