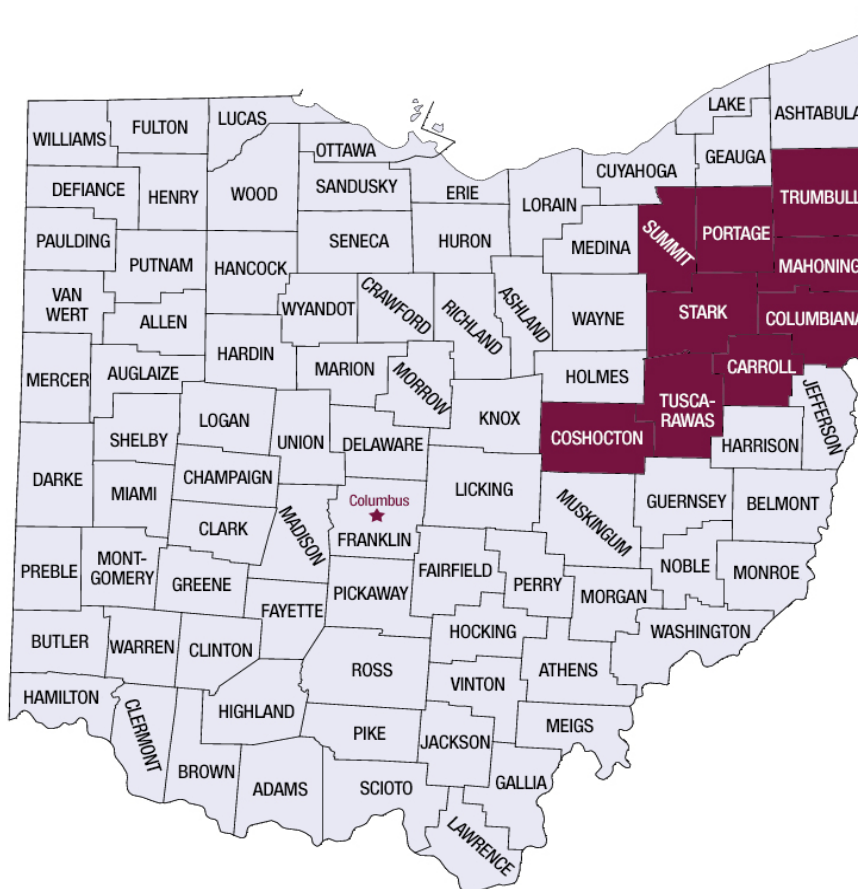


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



November 2015



Quick Facts

+ 4.9%

- 6.9%

- 10.0%

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.



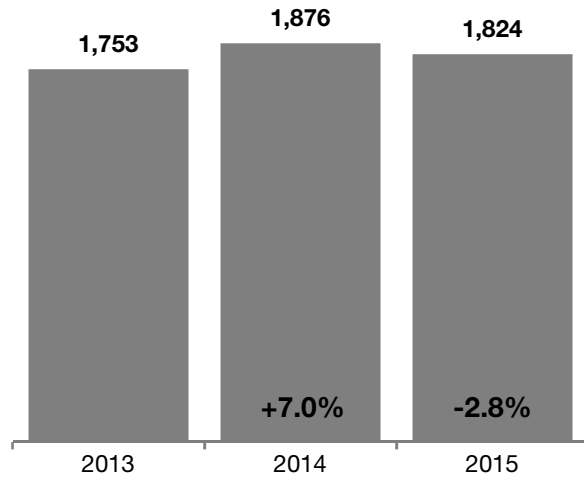
Key Metrics	Historical Sparklines	11-2014	11-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		1,876	1,824	- 2.8%	28,080	29,711	+ 5.8%
Pending Sales		1,286	1,720	+ 33.7%	17,285	20,133	+ 16.5%
Closed Sales		1,337	1,402	+ 4.9%	16,821	18,753	+ 11.5%
Days on Market Until Sale		91	95	+ 4.4%	98	95	- 3.1%
Median Sales Price		\$110,000	\$102,450	- 6.9%	\$107,000	\$110,000	+ 2.8%
Average Sales Price		\$126,643	\$123,847	- 2.2%	\$127,428	\$130,848	+ 2.7%
Percent of Original List Price Received		90.7%	91.2%	+ 0.6%	90.9%	91.7%	+ 0.8%
Housing Affordability Index		277	298	+ 7.8%	285	278	- 2.4%
Inventory of Homes for Sale		9,301	8,375	- 10.0%	--	--	--
Months Supply of Homes for Sale		6.1	4.7	- 22.5%	--	--	--

New Listings

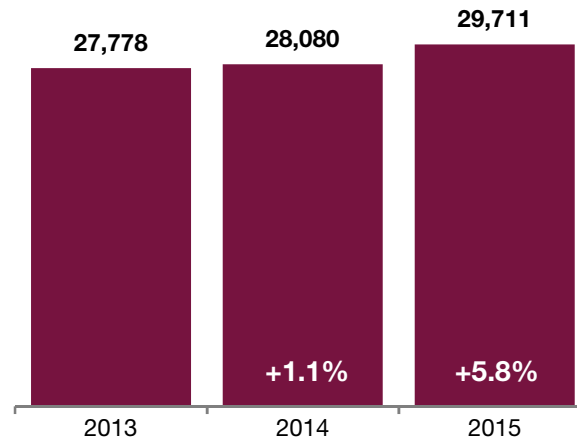
A count of the properties that have been newly listed on the market in a given month.



November

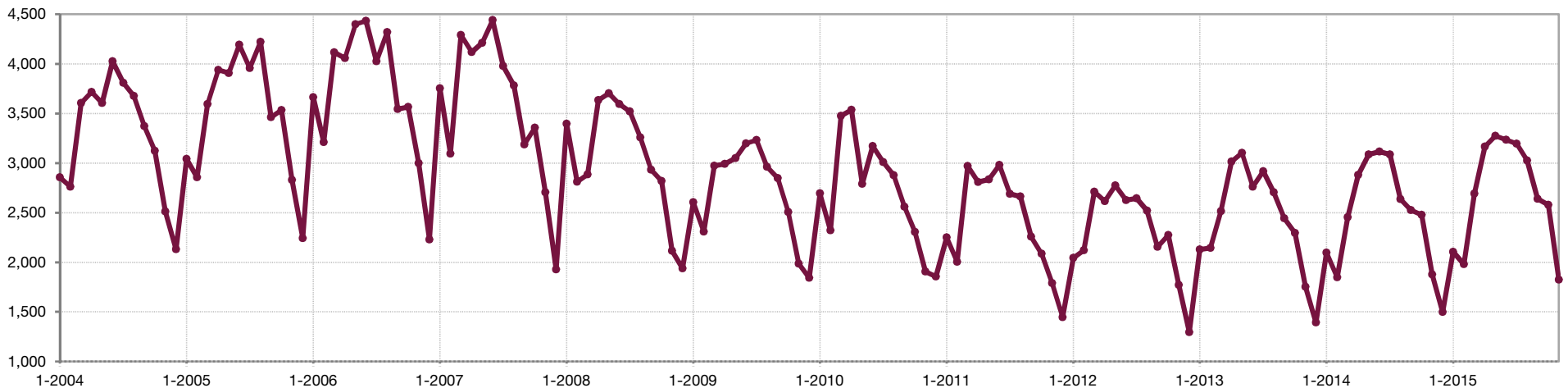


Year To Date



Month	Prior Year	Current Year	+ / -
December	1,392	1,499	+7.7%
January	2,096	2,105	+0.4%
February	1,847	1,979	+7.1%
March	2,453	2,691	+9.7%
April	2,881	3,166	+9.9%
May	3,087	3,275	+6.1%
June	3,115	3,235	+3.9%
July	3,086	3,194	+3.5%
August	2,636	3,025	+14.8%
September	2,525	2,638	+4.5%
October	2,478	2,579	+4.1%
November	1,876	1,824	-2.8%
12-Month Avg	2,456	2,601	+5.9%

Historical New Listing Activity

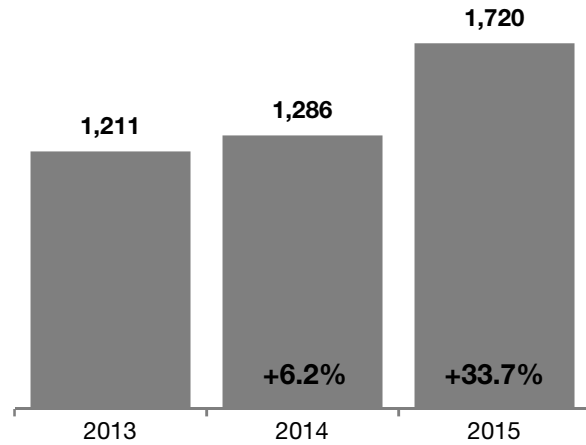


Pending Sales

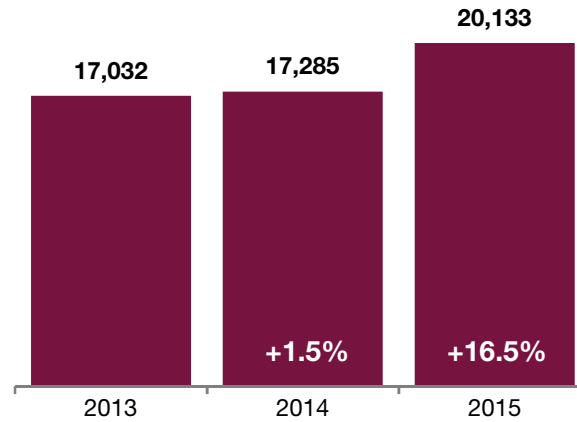
A count of the properties on which contracts have been accepted in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December	1,064	1,187	+11.6%
January	1,146	1,312	+14.5%
February	1,219	1,415	+16.1%
March	1,476	1,935	+31.1%
April	1,750	2,050	+17.1%
May	1,752	2,030	+15.9%
June	1,790	2,078	+16.1%
July	1,879	2,022	+7.6%
August	1,644	1,967	+19.6%
September	1,736	1,862	+7.3%
October	1,607	1,742	+8.4%
November	1,286	1,720	+33.7%
12-Month Avg	1,529	1,777	+16.2%

Historical Pending Sales Activity

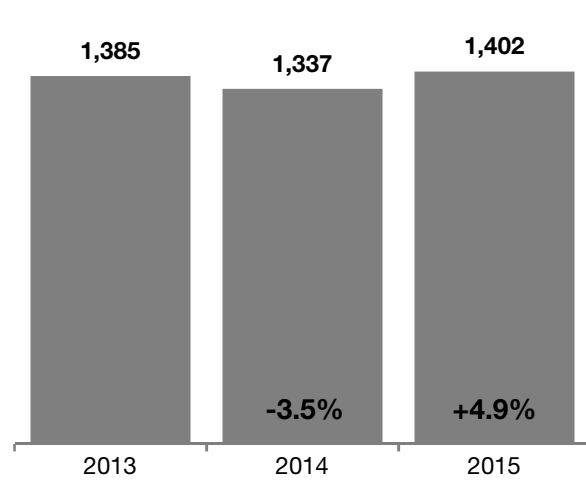


Closed Sales

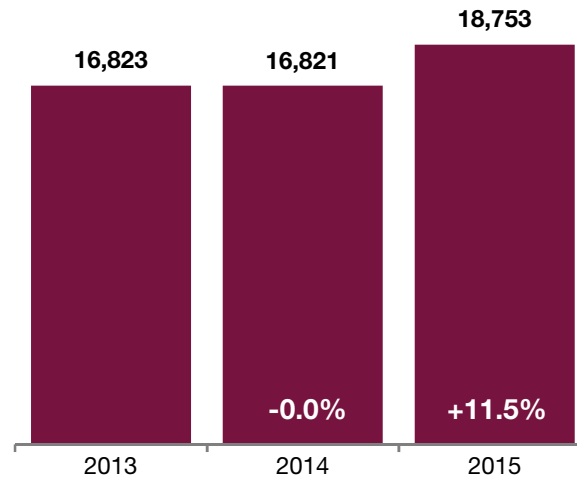
A count of the actual sales that have closed in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December	1,392	1,588	+14.1%
January	1,022	1,051	+2.8%
February	1,050	1,130	+7.6%
March	1,302	1,556	+19.5%
April	1,481	1,642	+10.9%
May	1,652	1,817	+10.0%
June	1,798	2,123	+18.1%
July	1,876	2,269	+20.9%
August	1,807	1,986	+9.9%
September	1,691	1,929	+14.1%
October	1,805	1,848	+2.4%
November	1,337	1,402	+4.9%
12-Month Avg	1,518	1,695	+11.3%

Historical Closed Sales Activity

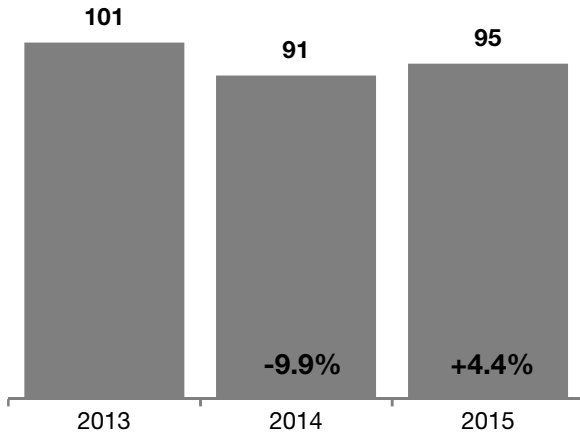


Days on Market Until Sale

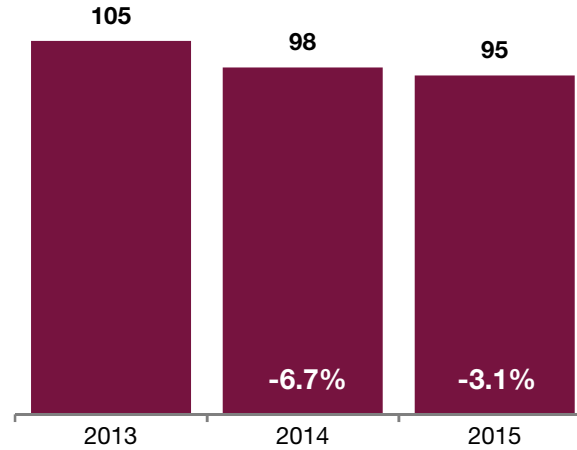
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	91	95	+4.4%
12-Month Avg	98	96	-2.0%

Historical Days on Market Until Sale

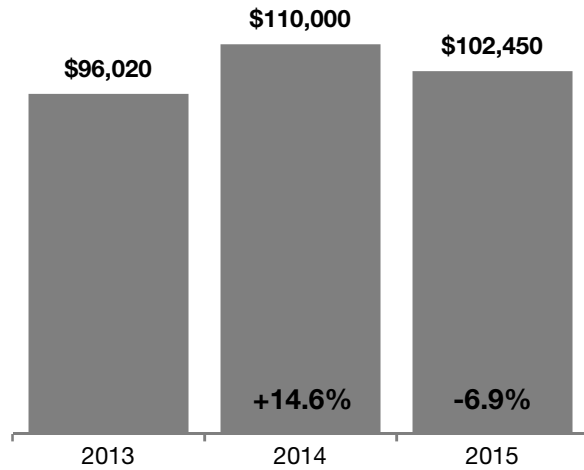


Median Sales Price

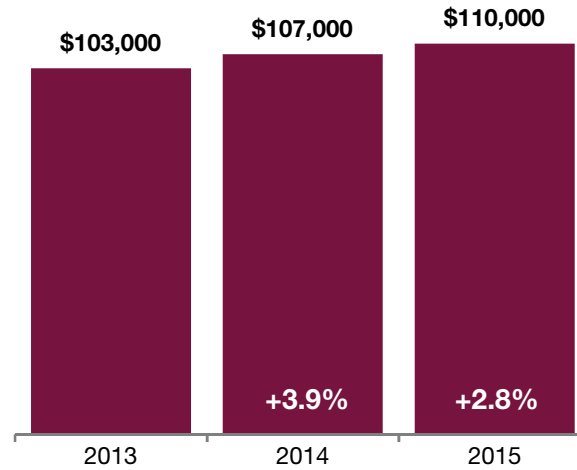
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$121,500	+2.5%
August	\$110,000	\$117,000	+6.4%
September	\$115,000	\$113,500	-1.3%
October	\$106,000	\$111,000	+4.7%
November	\$110,000	\$102,450	-6.9%
12-Month Med	\$105,000	\$109,500	+4.3%

Historical Median Sales Price

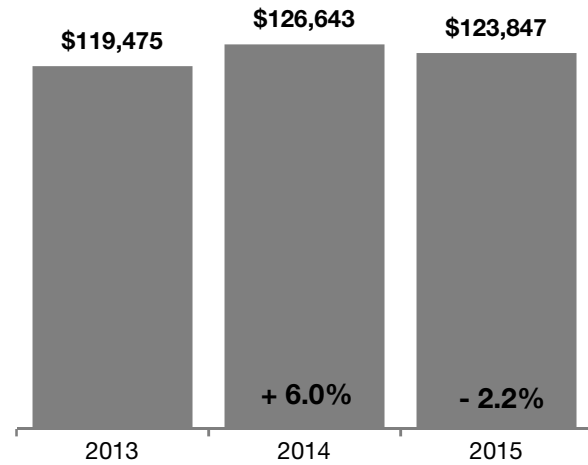


Average Sales Price

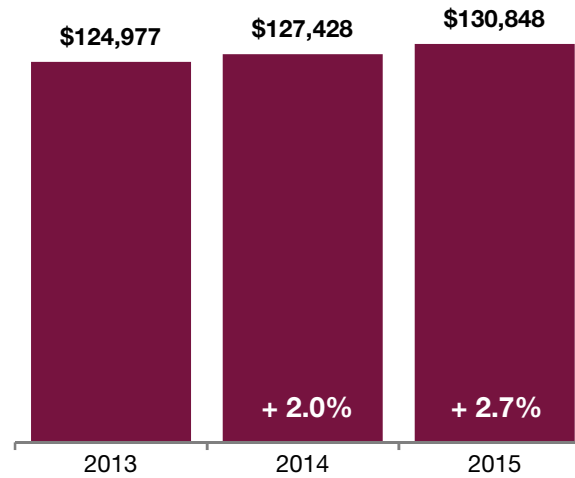
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December	\$113,778	\$122,480	+7.6%
January	\$108,445	\$110,173	+1.6%
February	\$108,839	\$111,977	+2.9%
March	\$113,660	\$126,152	+11.0%
April	\$121,321	\$120,848	-0.4%
May	\$128,759	\$132,940	+3.2%
June	\$144,714	\$141,731	-2.1%
July	\$138,167	\$144,420	+4.5%
August	\$132,999	\$136,298	+2.5%
September	\$131,782	\$134,855	+2.3%
October	\$125,357	\$130,893	+4.4%
November	\$126,643	\$123,847	-2.2%
12-Month Avg	\$126,396	\$130,200	+3.0%

Historical Average Sales Price

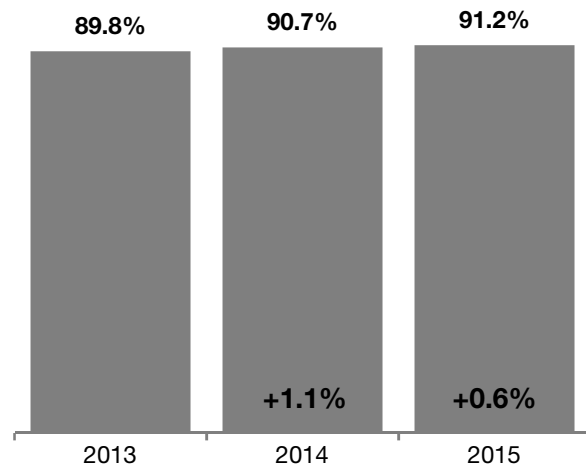


Percent of Original List Price Received

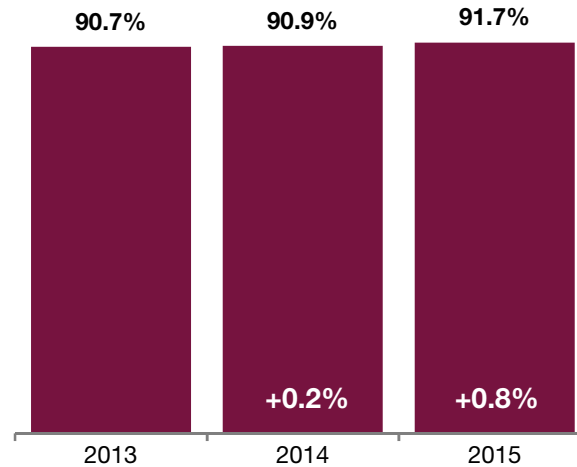
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November

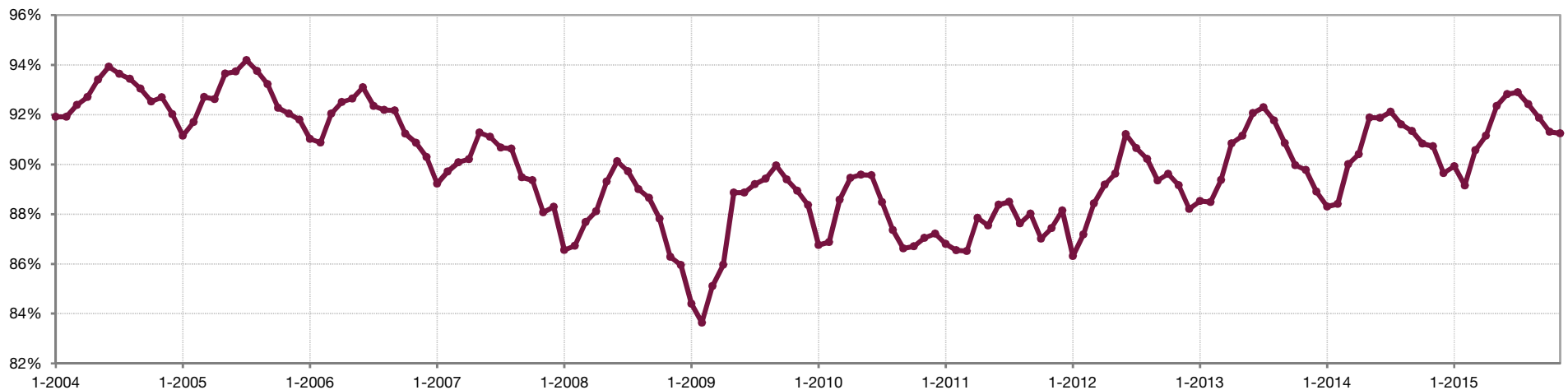


Year To Date



Month	Prior Year	Current Year	+ / -
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%	91.3%	+0.5%
November	90.7%	91.2%	+0.6%
12-Month Avg	90.8%	91.5%	+0.8%

Historical Percent of Original List Price Received

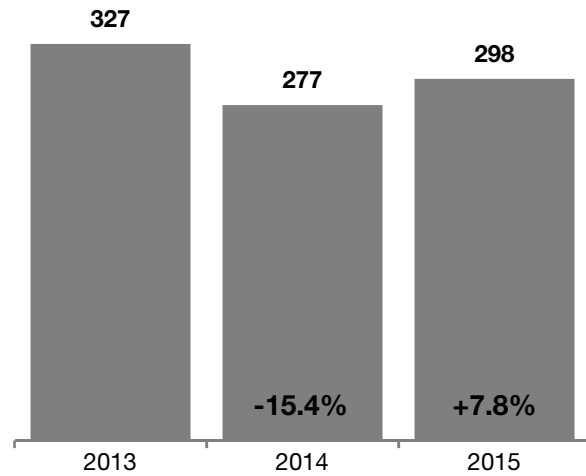


Housing Affordability Index

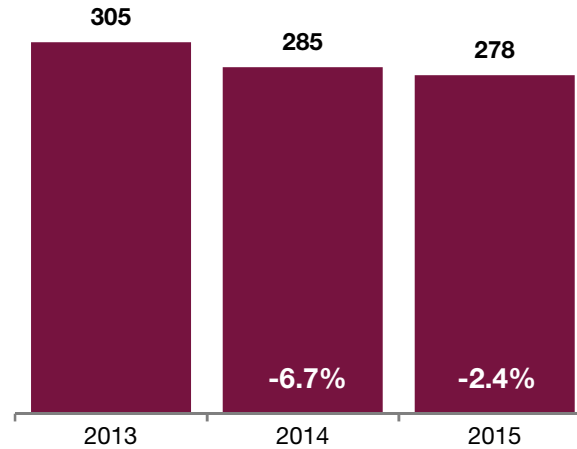
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



November



Year To Date



Month	Prior Year	Current Year	+ / -
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	-1.7%
August	274	260	-5.0%
September	260	272	+4.5%
October	287	277	-3.2%
November	277	298	+7.8%
12-Month Avg	295	296	+0.4%

Historical Housing Affordability Index

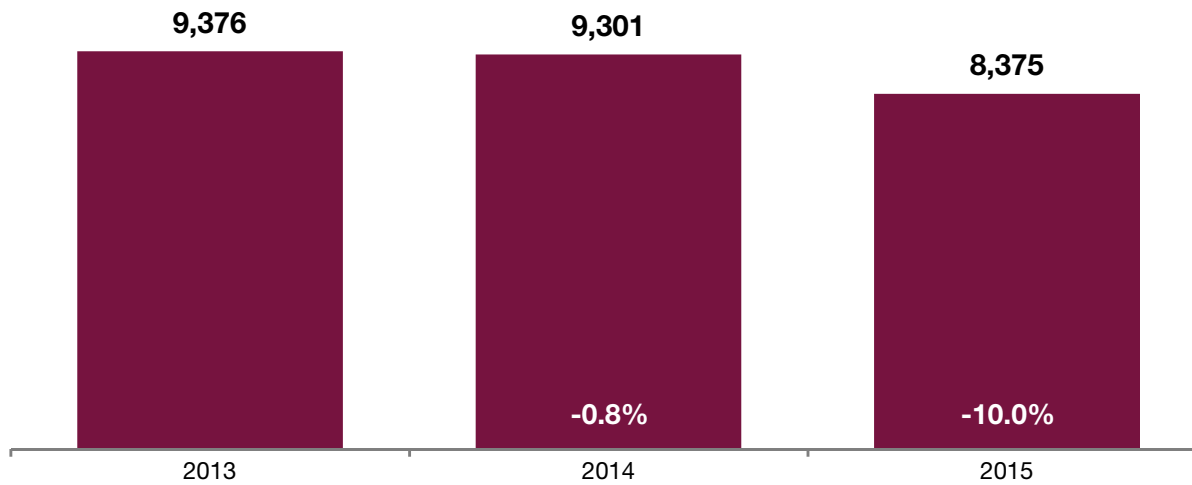


Inventory of Homes for Sale

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

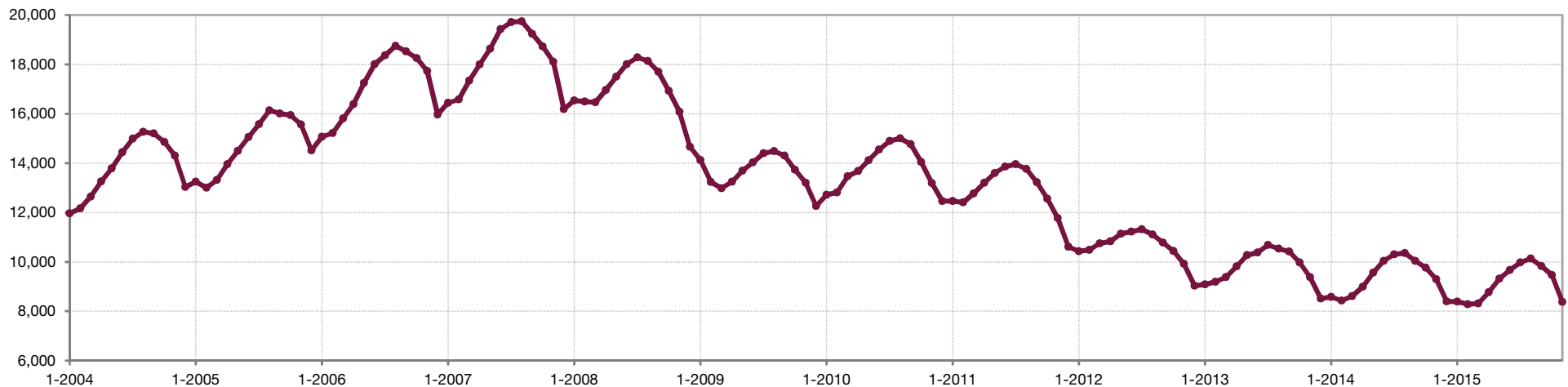


November



Month	Prior Year	Current Year	+ / -
December	8,511	8,393	-1.4%
January	8,572	8,384	-2.2%
February	8,430	8,283	-1.7%
March	8,605	8,310	-3.4%
April	8,988	8,764	-2.5%
May	9,558	9,316	-2.5%
June	10,042	9,672	-3.7%
July	10,302	9,974	-3.2%
August	10,360	10,136	-2.2%
September	10,037	9,822	-2.1%
October	9,762	9,462	-3.1%
November	9,301	8,375	-10.0%
12-Month Avg	9,372	9,074	-3.2%

Historical Inventory of Homes for Sale

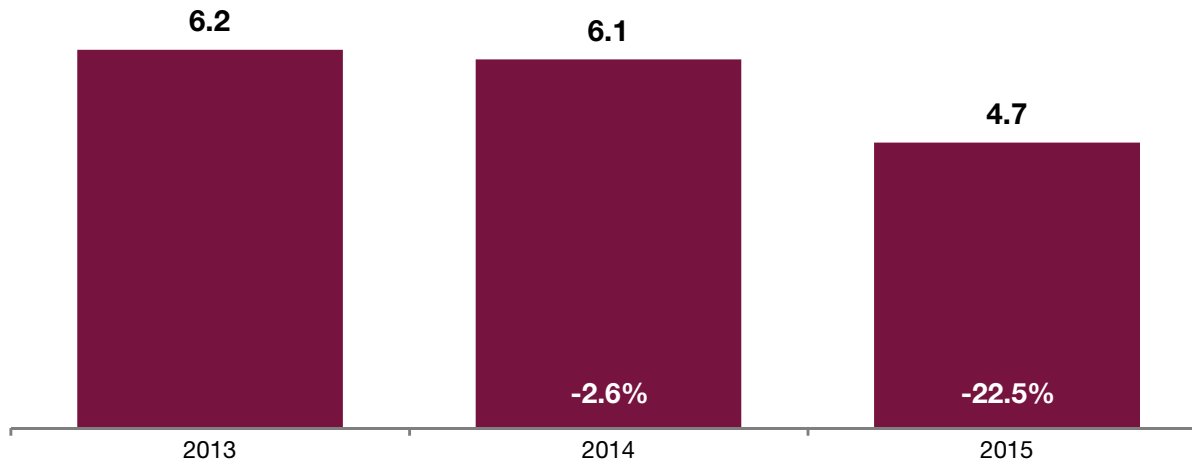


Months Supply of Inventory

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.



November



Month	Prior Year	Current Year	+ / -
December	5.6	5.5	-3.4%
January	5.7	5.4	-5.3%
February	5.6	5.3	-6.1%
March	5.8	5.2	-10.2%
April	6.0	5.4	-10.8%
May	6.4	5.6	-12.4%
June	6.7	5.8	-14.4%
July	6.8	5.9	-13.7%
August	6.9	5.9	-15.0%
September	6.6	5.7	-14.3%
October	6.4	5.4	-15.2%
November	6.1	4.7	-22.5%
12-Month Avg	6.2	5.5	-12.2%

Historical Months Supply of Inventory

