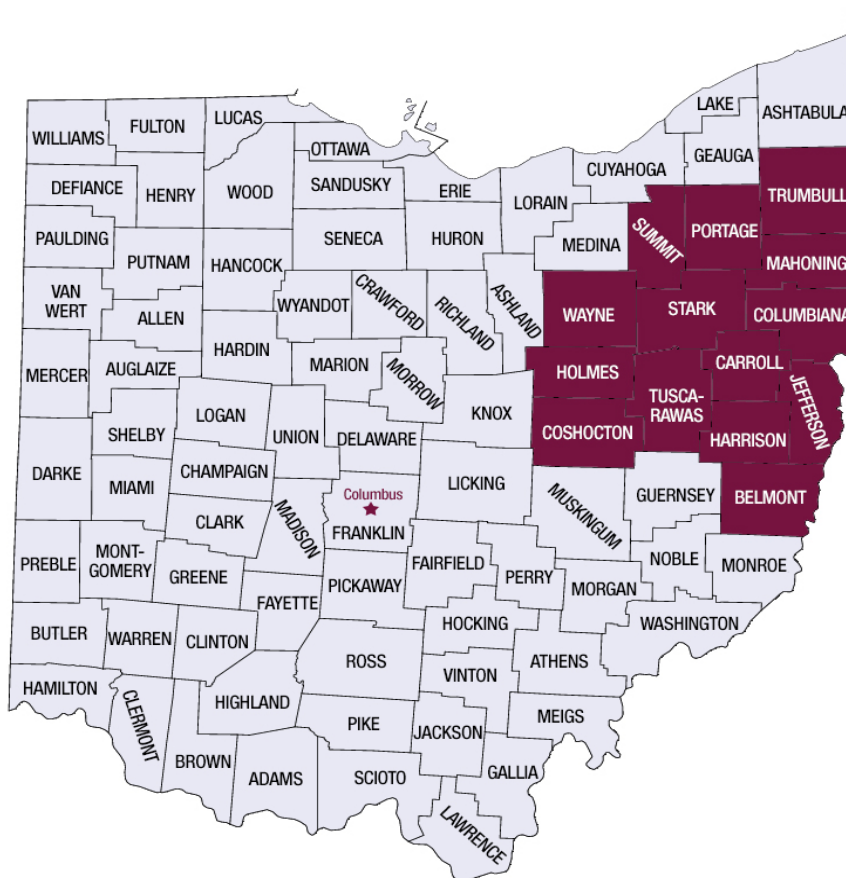


# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



## December 2015



## Quick Facts

**+ 5.4%**

**+ 9.4%**

**- 10.5%**

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.



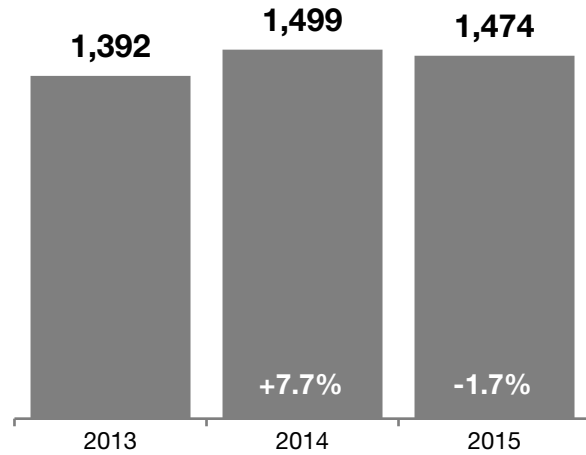
Key Metrics	Historical Sparklines	12-2014	12-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		1,499	<b>1,474</b>	- 1.7%	29,579	<b>31,209</b>	+ 5.5%
<b>Pending Sales</b>		1,188	<b>1,445</b>	+ 21.6%	18,470	<b>21,298</b>	+ 15.3%
<b>Closed Sales</b>		1,588	<b>1,674</b>	+ 5.4%	18,409	<b>20,456</b>	+ 11.1%
<b>Days on Market Until Sale</b>		103	<b>97</b>	- 5.8%	98	<b>95</b>	- 3.1%
<b>Median Sales Price</b>		\$96,000	<b>\$105,000</b>	+ 9.4%	\$106,000	<b>\$110,000</b>	+ 3.8%
<b>Average Sales Price</b>		\$122,480	<b>\$131,233</b>	+ 7.1%	\$127,006	<b>\$130,876</b>	+ 3.0%
<b>Percent of Original List Price Received</b>		89.7%	<b>91.0%</b>	+ 1.5%	90.8%	<b>91.6%</b>	+ 0.9%
<b>Housing Affordability Index</b>		320	<b>292</b>	- 8.7%	290	<b>279</b>	- 3.8%
<b>Inventory of Homes for Sale</b>		8,396	<b>7,513</b>	- 10.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.5	<b>4.2</b>	- 23.6%	--	--	--

# New Listings

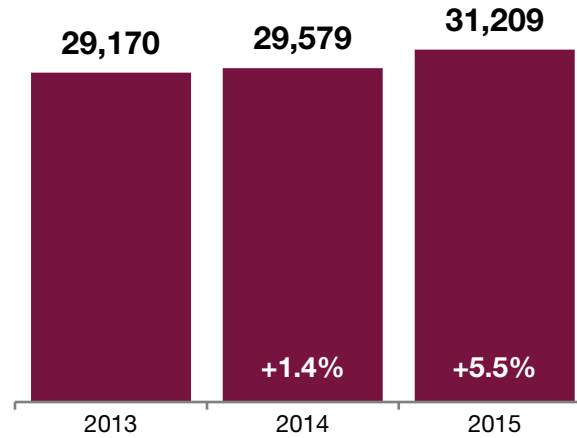
A count of the properties that have been newly listed on the market in a given month.



## December

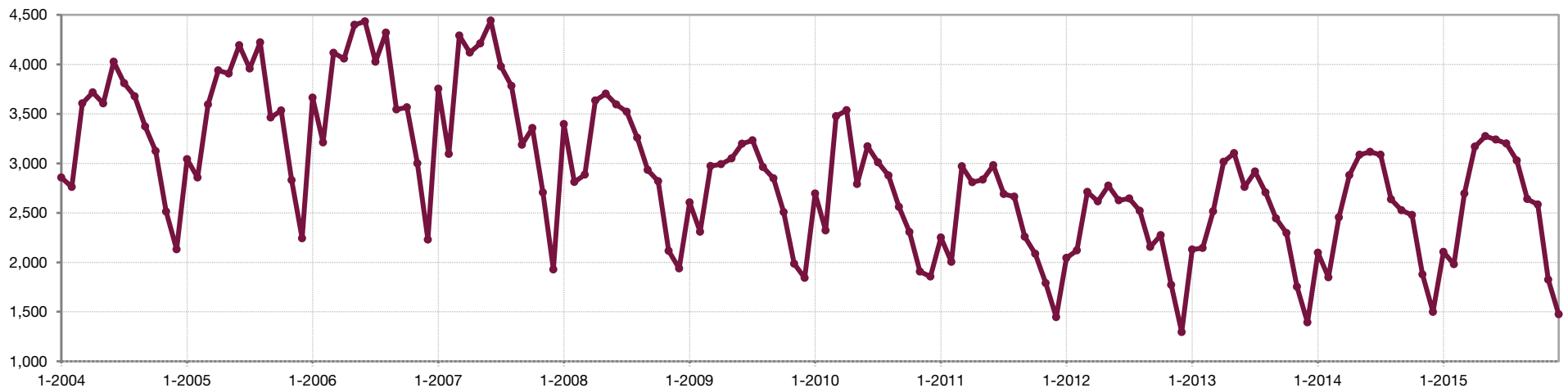


## Year To Date



Month	Prior Year	Current Year	+ / -
January	2,096	2,105	+0.4%
February	1,847	1,979	+7.1%
March	2,453	2,694	+9.8%
April	2,881	3,167	+9.9%
May	3,087	3,275	+6.1%
June	3,115	3,240	+4.0%
July	3,086	3,199	+3.7%
August	2,636	3,029	+14.9%
September	2,525	2,638	+4.5%
October	2,478	2,584	+4.3%
November	1,876	1,825	-2.7%
December	1,499	1,474	-1.7%
<b>12-Month Avg</b>	<b>2,465</b>	<b>2,601</b>	<b>+5.5%</b>

## Historical New Listing Activity

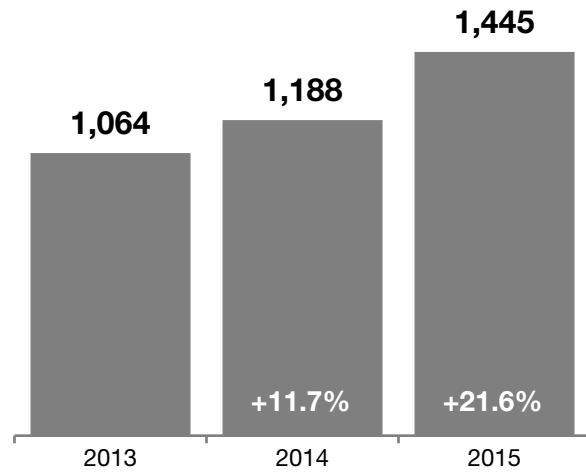


# Pending Sales

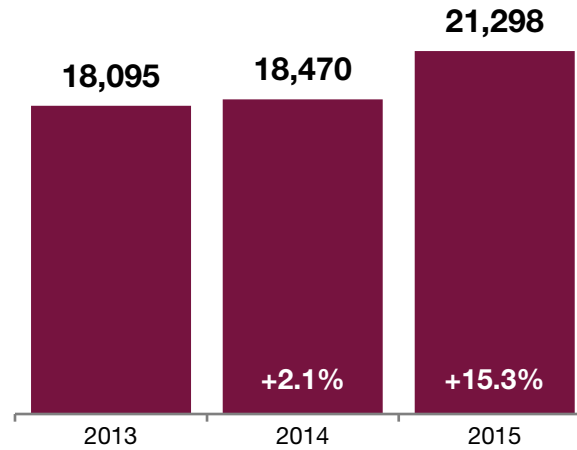
A count of the properties on which contracts have been accepted in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	1,145	1,311	+14.5%
February	1,219	1,413	+15.9%
March	1,476	1,935	+31.1%
April	1,750	2,047	+17.0%
May	1,752	2,028	+15.8%
June	1,790	2,076	+16.0%
July	1,879	2,018	+7.4%
August	1,643	1,967	+19.7%
September	1,736	1,838	+5.9%
October	1,606	1,673	+4.2%
November	1,286	1,547	+20.3%
December	1,188	1,445	+21.6%
<b>12-Month Avg</b>	<b>1,539</b>	<b>1,775</b>	<b>+15.3%</b>

## Historical Pending Sales Activity

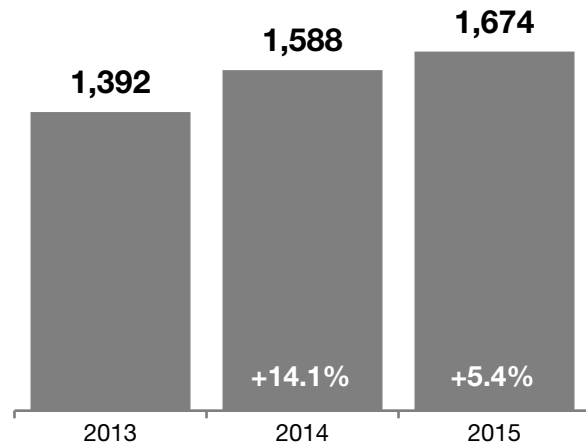


# Closed Sales

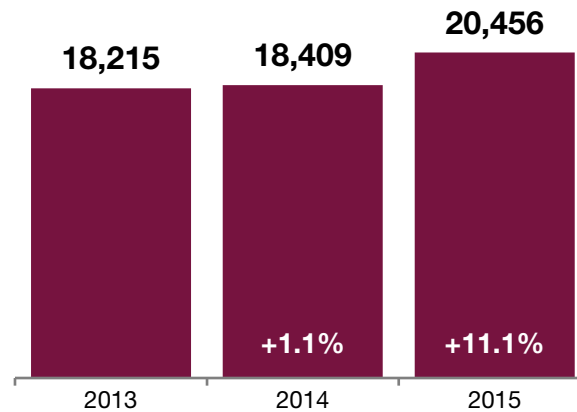
A count of the actual sales that have closed in a given month.



## December

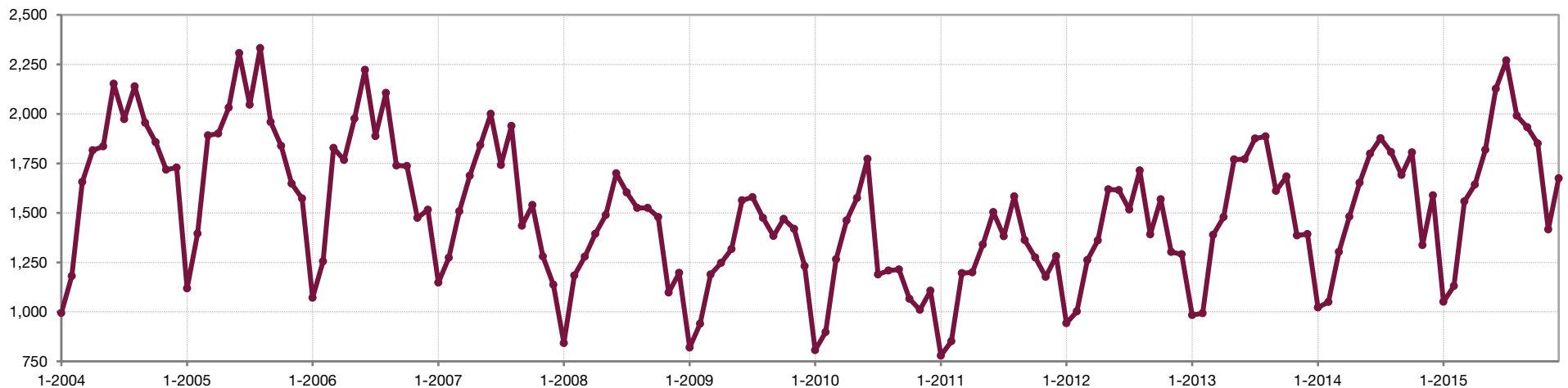


## Year To Date



Month	Prior Year	Current Year	+ / -
January	1,022	1,051	+2.8%
February	1,050	1,130	+7.6%
March	1,302	1,557	+19.6%
April	1,481	1,642	+10.9%
May	1,652	1,818	+10.0%
June	1,798	2,126	+18.2%
July	1,876	2,270	+21.0%
August	1,807	1,990	+10.1%
September	1,691	1,932	+14.3%
October	1,805	1,850	+2.5%
November	1,337	1,416	+5.9%
December	1,588	1,674	+5.4%
<b>12-Month Avg</b>	<b>1,534</b>	<b>1,705</b>	<b>+10.7%</b>

## Historical Closed Sales Activity

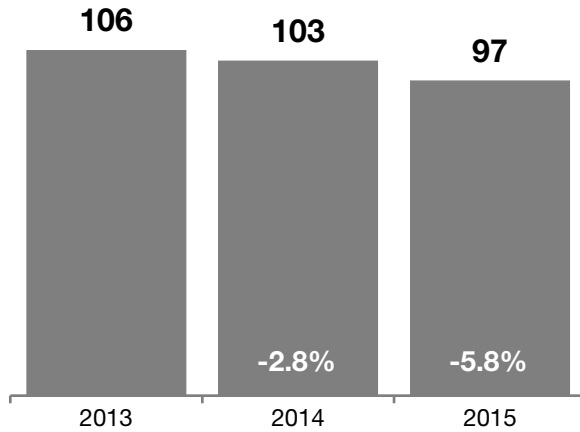


# Days on Market Until Sale

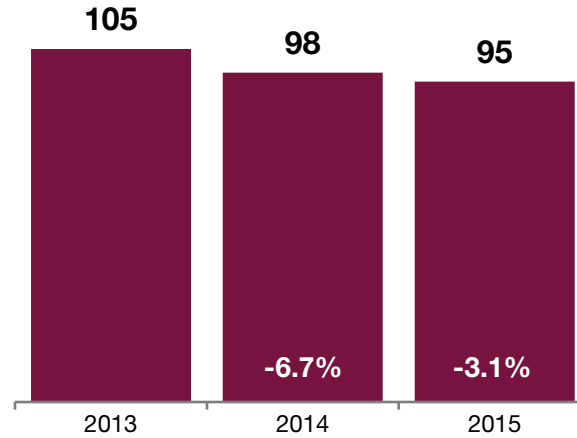
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
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	94	+3.3%
December	103	97	-5.8%
<b>12-Month Avg</b>	<b>98</b>	<b>95</b>	<b>-3.1%</b>

## Historical Days on Market Until Sale

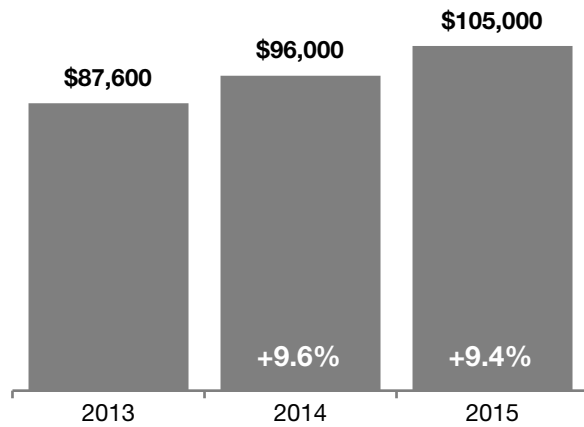


# Median Sales Price

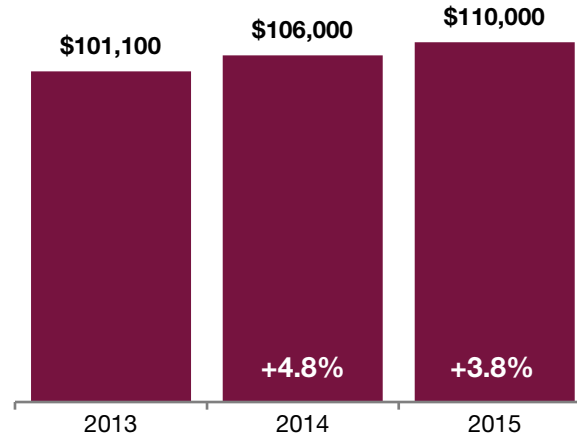
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$85,000	\$85,000	0.0%
February	\$85,000	\$84,900	-0.1%
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	\$121,500	+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	\$102,500	-6.8%
December	\$96,000	\$105,000	+9.4%
<b>12-Month Med</b>	<b>\$106,000</b>	<b>\$110,000</b>	<b>+3.8%</b>

## Historical Median Sales Price

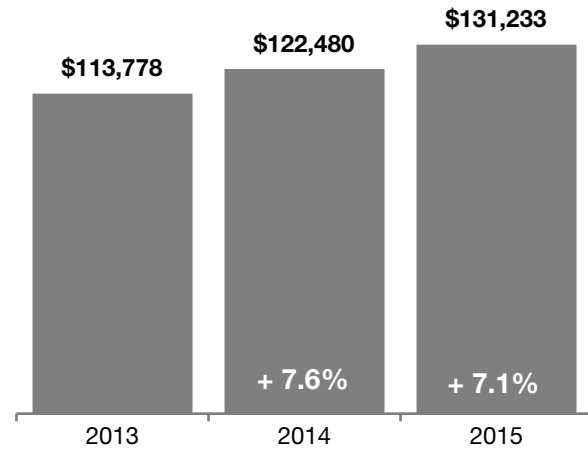


# Average Sales Price

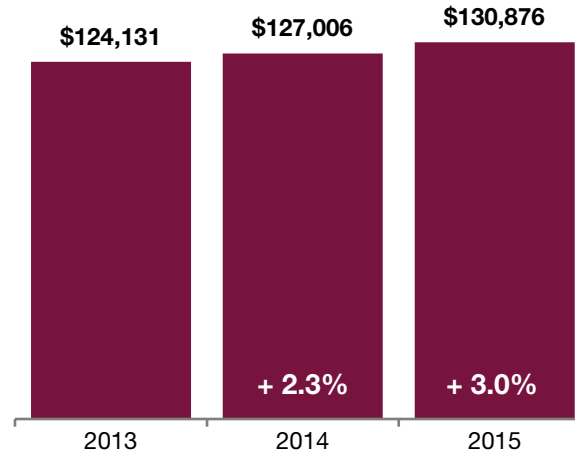
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$108,445	<b>\$110,173</b>	+1.6%
February	\$108,839	<b>\$111,977</b>	+2.9%
March	\$113,660	<b>\$126,124</b>	+11.0%
April	\$121,321	<b>\$120,848</b>	-0.4%
May	\$128,759	<b>\$132,883</b>	+3.2%
June	\$144,714	<b>\$141,697</b>	-2.1%
July	\$138,167	<b>\$144,510</b>	+4.6%
August	\$132,999	<b>\$136,174</b>	+2.4%
September	\$131,782	<b>\$134,777</b>	+2.3%
October	\$125,357	<b>\$130,843</b>	+4.4%
November	\$126,643	<b>\$124,192</b>	-1.9%
December	\$122,480	<b>\$131,233</b>	+7.1%
<b>12-Month Avg</b>	<b>\$127,006</b>	<b>\$130,876</b>	<b>+3.0%</b>

## Historical Average Sales Price



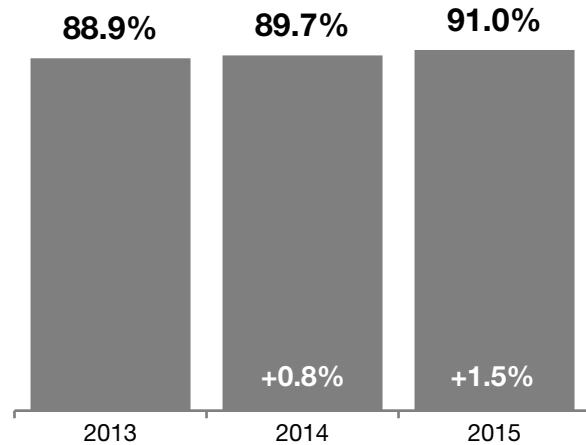


# Percent of Original List Price Received

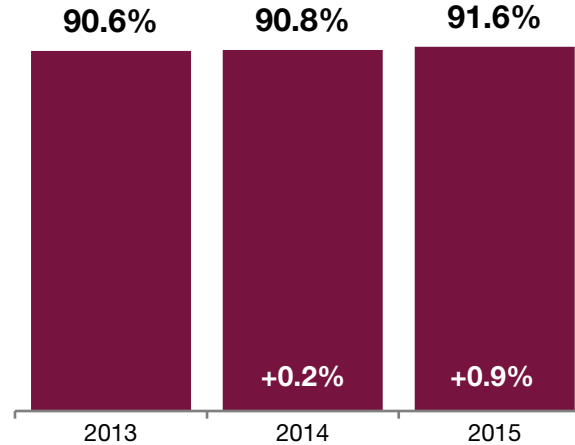
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

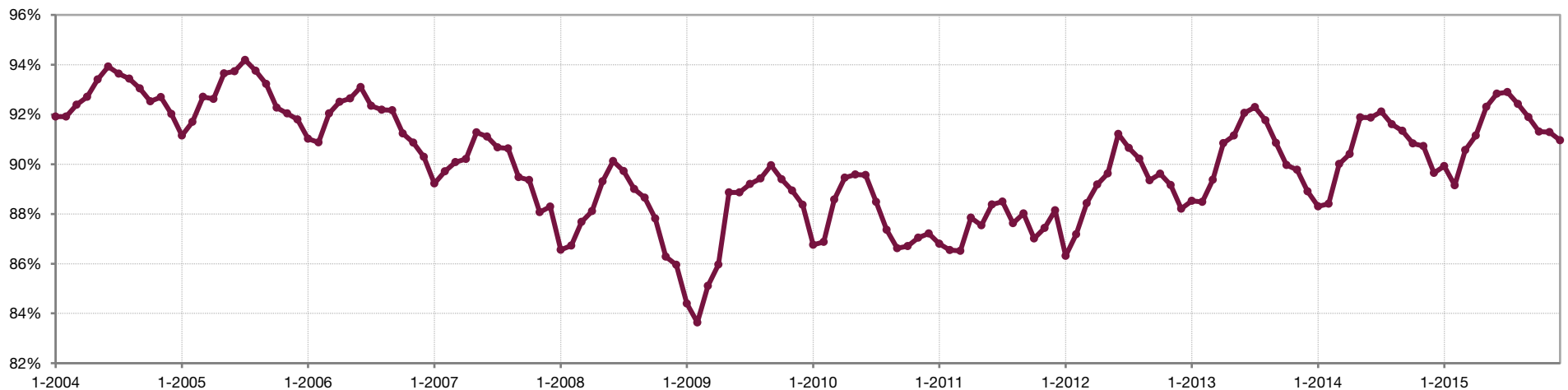


## Year To Date



Month	Prior Year	Current Year	+ / -
January	88.3%	<b>89.9%</b>	+1.8%
February	88.4%	<b>89.2%</b>	+0.8%
March	90.0%	<b>90.6%</b>	+0.6%
April	90.4%	<b>91.1%</b>	+0.8%
May	91.9%	<b>92.3%</b>	+0.5%
June	91.9%	<b>92.8%</b>	+1.0%
July	92.1%	<b>92.9%</b>	+0.9%
August	91.6%	<b>92.4%</b>	+0.9%
September	91.3%	<b>91.9%</b>	+0.6%
October	90.8%	<b>91.3%</b>	+0.5%
November	90.7%	<b>91.3%</b>	+0.6%
December	89.7%	<b>91.0%</b>	+1.5%
<b>12-Month Avg</b>	<b>90.8%</b>	<b>91.6%</b>	<b>+0.9%</b>

## Historical Percent of Original List Price Received

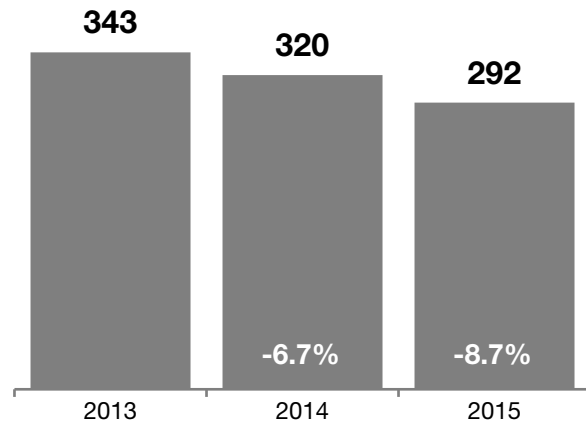


# Housing Affordability Index

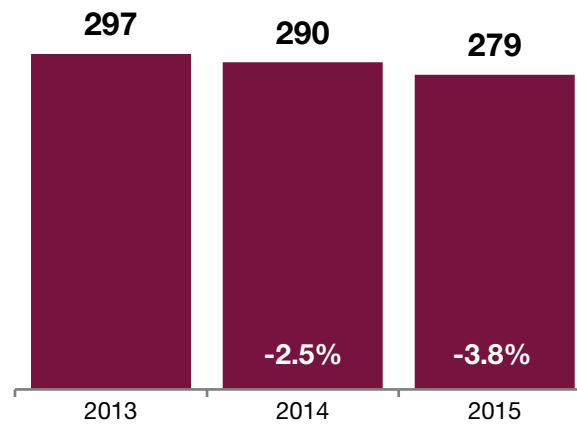
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## December

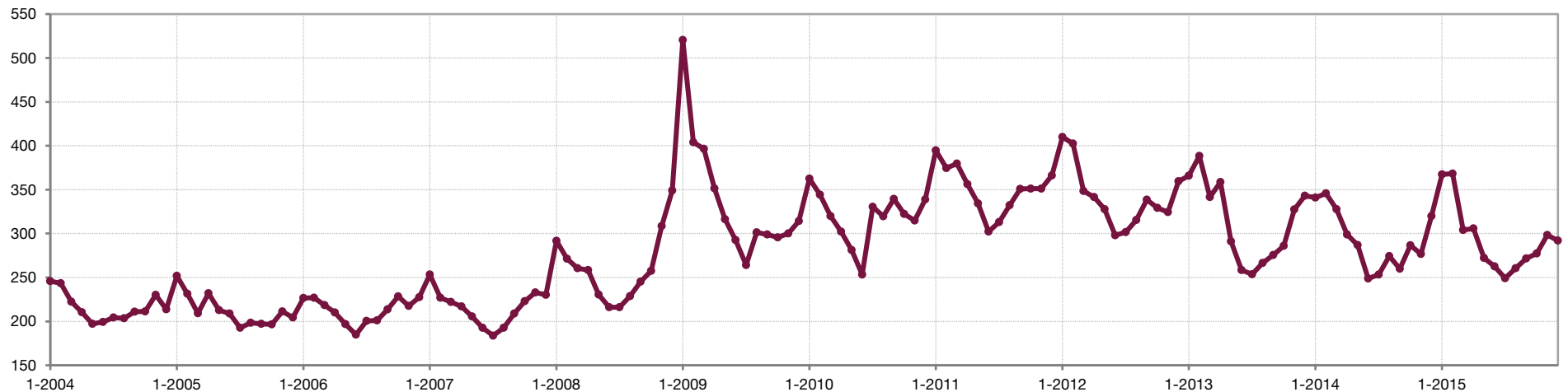


## Year To Date



Month	Prior Year	Current Year	+ / -
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	+7.7%
December	320	292	-8.7%
<b>12-Month Avg</b>	<b>293</b>	<b>294</b>	<b>+0.3%</b>

## Historical Housing Affordability Index

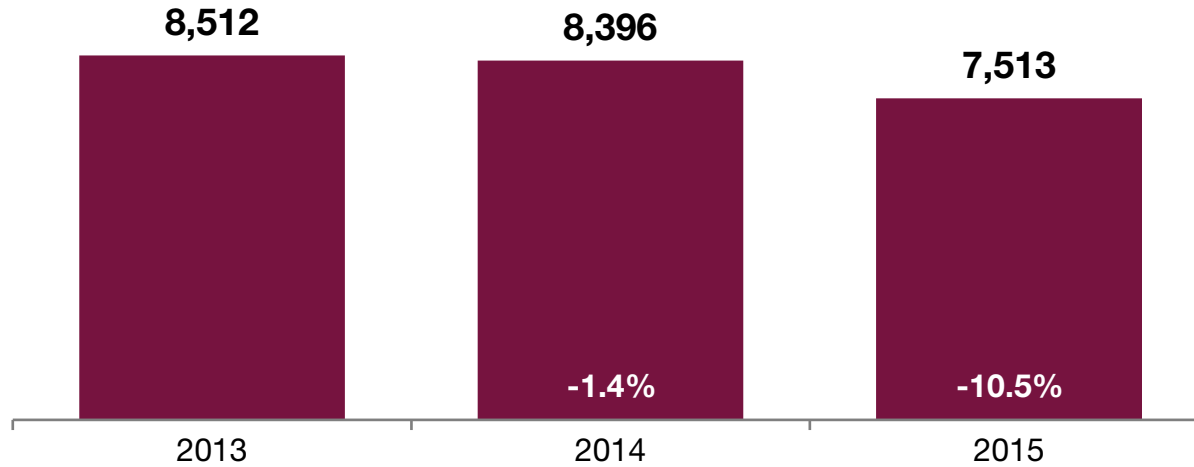


# Inventory of Homes for Sale

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

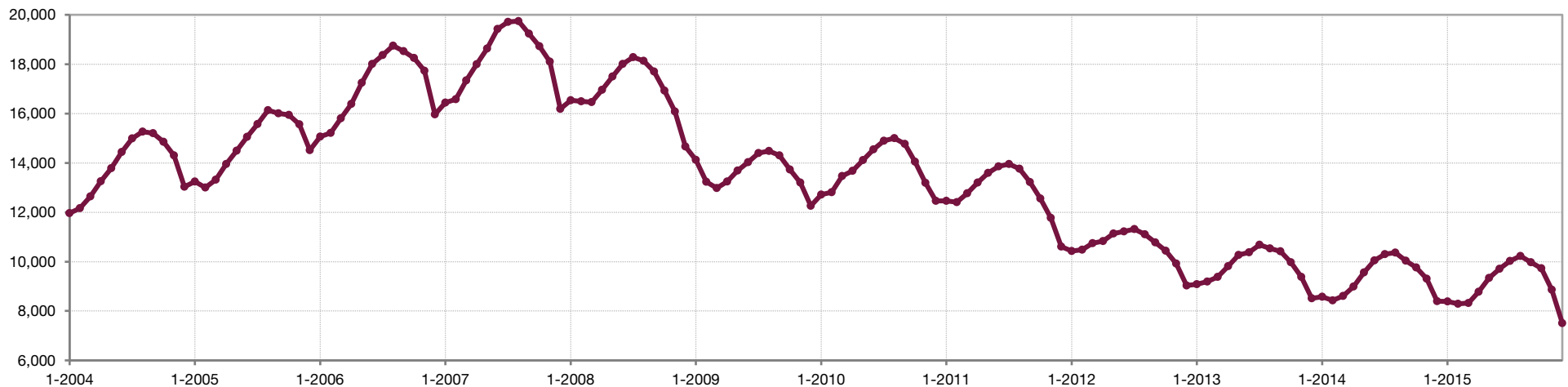


## December



Month	Prior Year	Current Year	+ / -
January	8,574	8,388	-2.2%
February	8,432	8,291	-1.7%
March	8,607	8,323	-3.3%
April	8,990	8,781	-2.3%
May	9,560	9,340	-2.3%
June	10,044	9,704	-3.4%
July	10,304	10,030	-2.7%
August	10,363	10,228	-1.3%
September	10,040	9,970	-0.7%
October	9,766	9,733	-0.3%
November	9,305	8,866	-4.7%
December	8,396	7,513	-10.5%
12-Month Avg	9,365	9,097	-2.9%

## Historical Inventory of Homes for Sale

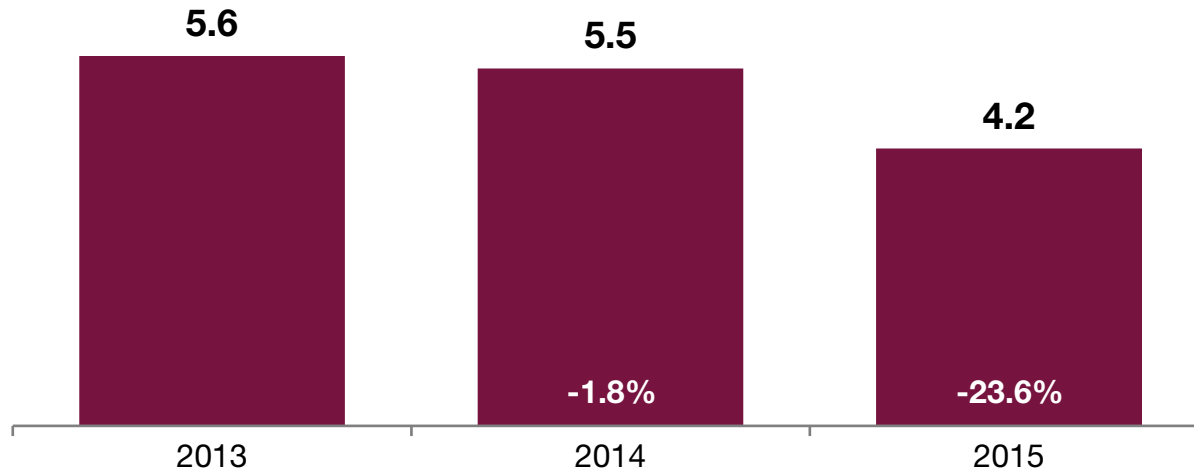


# Months Supply of Inventory

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.



## December



Month	Prior Year	Current Year	+ / -
January	5.7	5.4	-5.3%
February	5.6	5.3	-5.4%
March	5.8	5.2	-10.3%
April	6.0	5.4	-10.0%
May	6.4	5.6	-12.5%
June	6.7	5.8	-13.4%
July	6.8	5.9	-13.2%
August	6.9	6.0	-13.0%
September	6.6	5.8	-12.1%
October	6.4	5.6	-12.5%
November	6.1	5.1	-16.4%
December	5.5	4.2	-23.6%
12-Month Avg	6.2	5.4	-12.9%

## Historical Months Supply of Inventory

