

Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



January 2016



Quick Facts

+ 13.2% **+ 13.8%** **- 12.8%**

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.



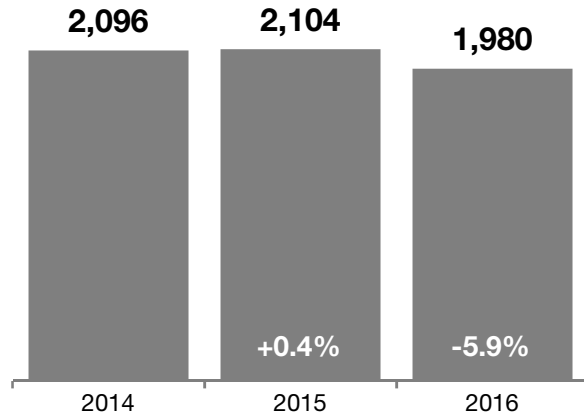
| Key Metrics | Historical Sparklines | 1-2015 | 1-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 2,104 | 1,980 | - 5.9% | 2,104 | 1,980 | - 5.9% |
| Pending Sales | | 1,310 | 1,654 | + 26.3% | 1,310 | 1,654 | + 26.3% |
| Closed Sales | | 1,051 | 1,190 | + 13.2% | 1,051 | 1,190 | + 13.2% |
| Days on Market Until Sale | | 109 | 109 | 0.0% | 109 | 109 | 0.0% |
| Median Sales Price | | \$85,000 | \$96,750 | + 13.8% | \$85,000 | \$96,750 | + 13.8% |
| Average Sales Price | | \$110,173 | \$120,561 | + 9.4% | \$110,173 | \$120,561 | + 9.4% |
| Percent of Original List Price Received | | 89.9% | 90.1% | + 0.2% | 89.9% | 90.1% | + 0.2% |
| Housing Affordability Index | | 367 | 315 | - 14.4% | 367 | 315 | - 14.4% |
| Inventory of Homes for Sale | | 8,390 | 7,318 | - 12.8% | -- | -- | -- |
| Months Supply of Homes for Sale | | 5.4 | 4.1 | - 24.1% | -- | -- | -- |

New Listings

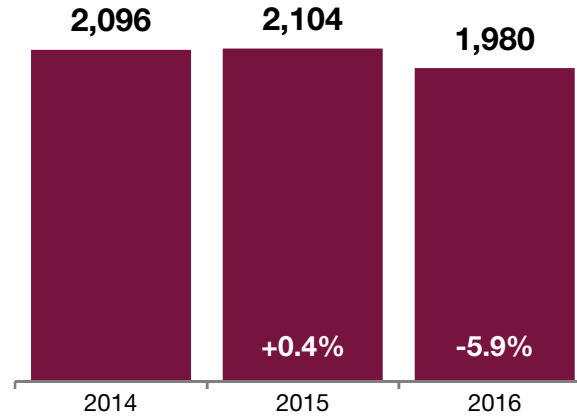
A count of the properties that have been newly listed on the market in a given month.



January

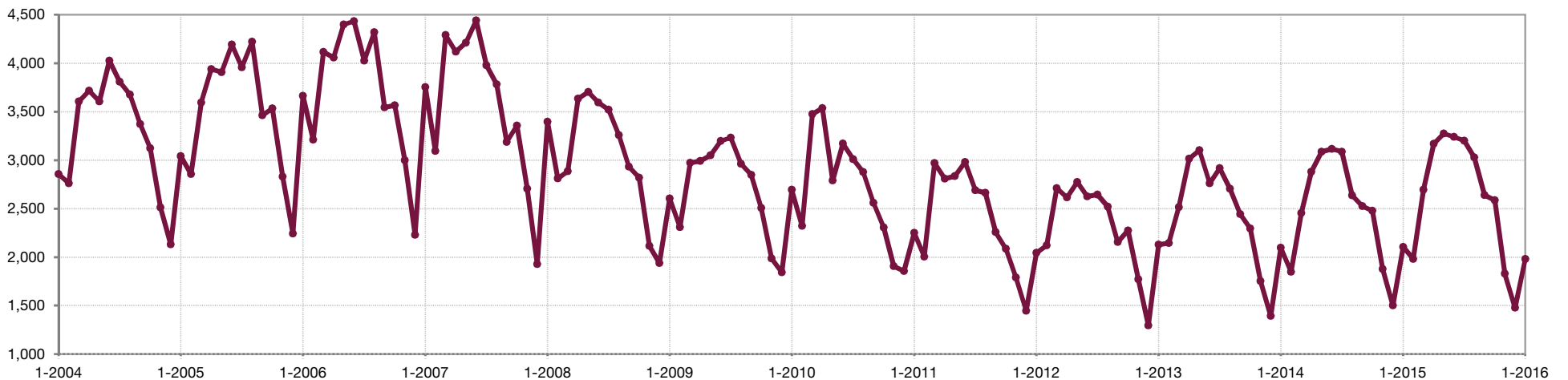


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 1,847 | 1,980 | +7.2% |
| March | 2,453 | 2,695 | +9.9% |
| April | 2,881 | 3,167 | +9.9% |
| May | 3,087 | 3,275 | +6.1% |
| June | 3,115 | 3,240 | +4.0% |
| July | 3,086 | 3,200 | +3.7% |
| August | 2,636 | 3,028 | +14.9% |
| September | 2,525 | 2,638 | +4.5% |
| October | 2,478 | 2,587 | +4.4% |
| November | 1,876 | 1,829 | -2.5% |
| December | 1,500 | 1,477 | -1.5% |
| January | 2,104 | 1,980 | -5.9% |
| 12-Month Avg | 2,466 | 2,591 | +5.1% |

Historical New Listing Activity

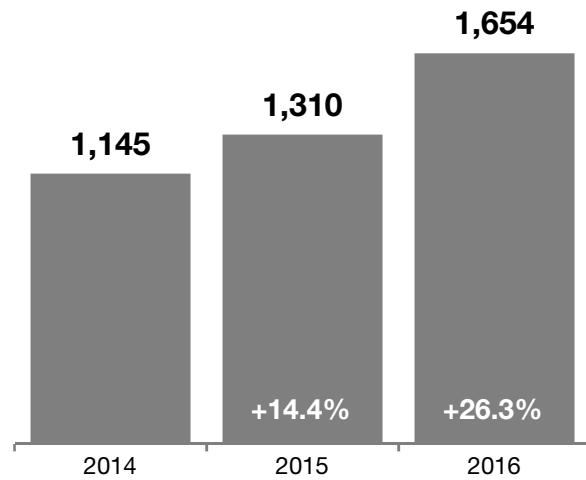


Pending Sales

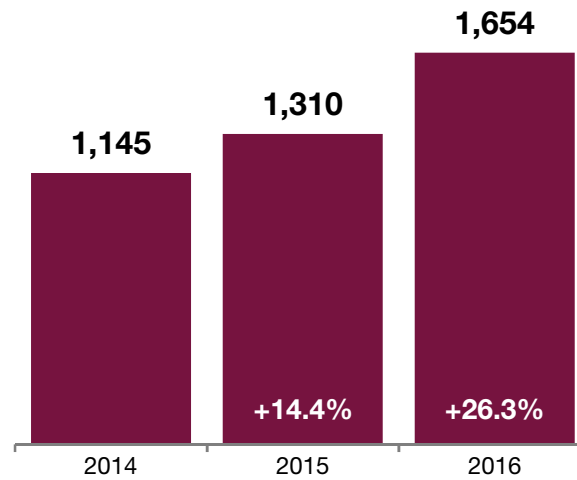
A count of the properties on which contracts have been accepted in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|---------------|
| February | 1,219 | 1,413 | +15.9% |
| March | 1,476 | 1,934 | +31.0% |
| April | 1,750 | 2,044 | +16.8% |
| May | 1,751 | 2,023 | +15.5% |
| June | 1,790 | 2,072 | +15.8% |
| July | 1,879 | 2,017 | +7.3% |
| August | 1,643 | 1,957 | +19.1% |
| September | 1,736 | 1,834 | +5.6% |
| October | 1,606 | 1,645 | +2.4% |
| November | 1,285 | 1,486 | +15.6% |
| December | 1,189 | 1,293 | +8.7% |
| January | 1,310 | 1,654 | +26.3% |
| 12-Month Avg | 1,553 | 1,781 | +14.7% |

Historical Pending Sales Activity

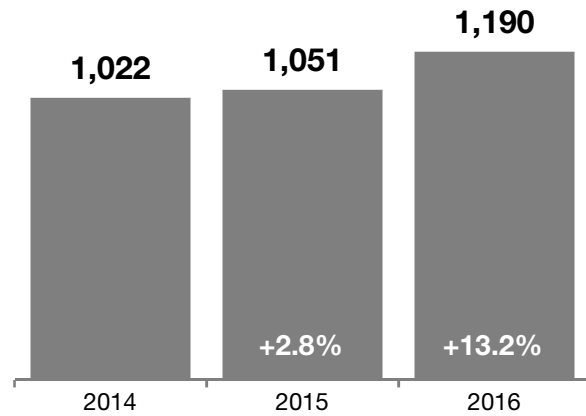


Closed Sales

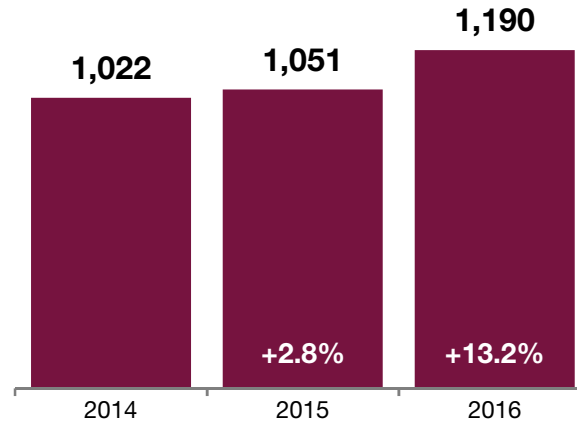
A count of the actual sales that have closed in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|---------------|
| February | 1,050 | 1,130 | +7.6% |
| March | 1,302 | 1,557 | +19.6% |
| April | 1,481 | 1,642 | +10.9% |
| May | 1,652 | 1,819 | +10.1% |
| June | 1,798 | 2,127 | +18.3% |
| July | 1,876 | 2,270 | +21.0% |
| August | 1,807 | 1,990 | +10.1% |
| September | 1,691 | 1,934 | +14.4% |
| October | 1,805 | 1,850 | +2.5% |
| November | 1,337 | 1,419 | +6.1% |
| December | 1,588 | 1,692 | +6.5% |
| January | 1,051 | 1,190 | +13.2% |
| 12-Month Avg | 1,537 | 1,718 | +11.7% |

Historical Closed Sales Activity

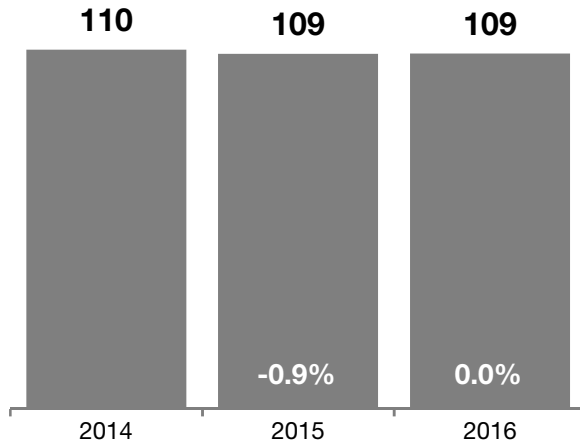


Days on Market Until Sale

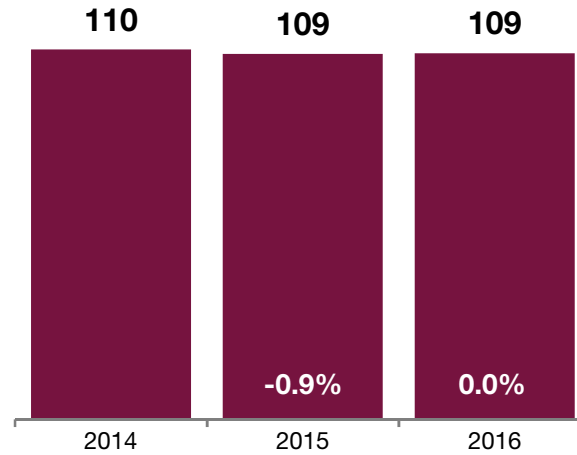
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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% |
| January | 109 | 109 | 0.0% |
| 12-Month Avg | 98 | 96 | -2.0% |

Historical Days on Market Until Sale

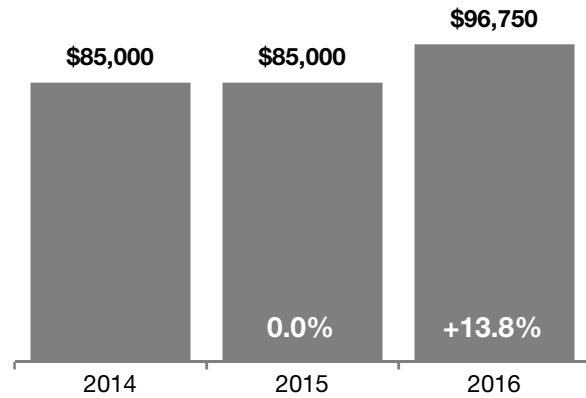


Median Sales Price

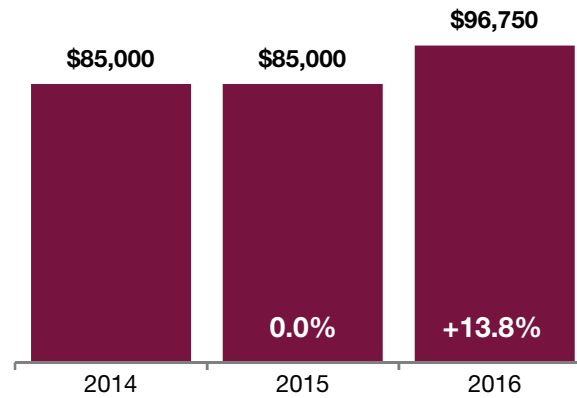
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| 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% |
| January | \$85,000 | \$96,750 | +13.8% |
| 12-Month Med | \$105,900 | \$110,000 | +3.9% |

Historical Median Sales Price

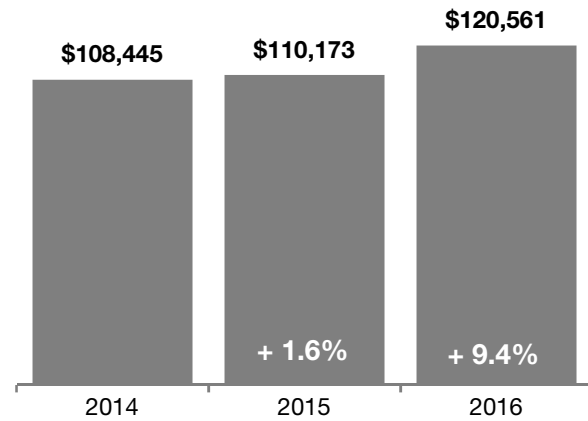


Average Sales Price

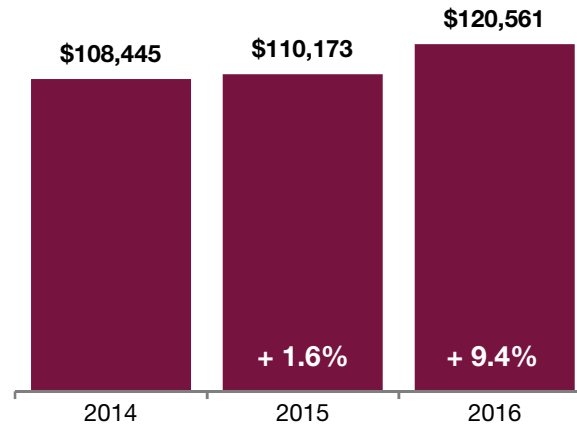
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| February | \$108,839 | \$111,977 | +2.9% |
| March | \$113,660 | \$126,124 | +11.0% |
| April | \$121,321 | \$120,848 | -0.4% |
| May | \$128,759 | \$132,998 | +3.3% |
| June | \$144,714 | \$141,749 | -2.0% |
| July | \$138,167 | \$144,510 | +4.6% |
| August | \$132,999 | \$136,174 | +2.4% |
| September | \$131,782 | \$134,890 | +2.4% |
| October | \$125,357 | \$130,839 | +4.4% |
| November | \$126,643 | \$124,281 | -1.9% |
| December | \$122,480 | \$130,920 | +6.9% |
| January | \$110,173 | \$120,561 | +9.4% |
| 12-Month Avg | \$127,081 | \$131,345 | +3.4% |

Historical Average Sales Price



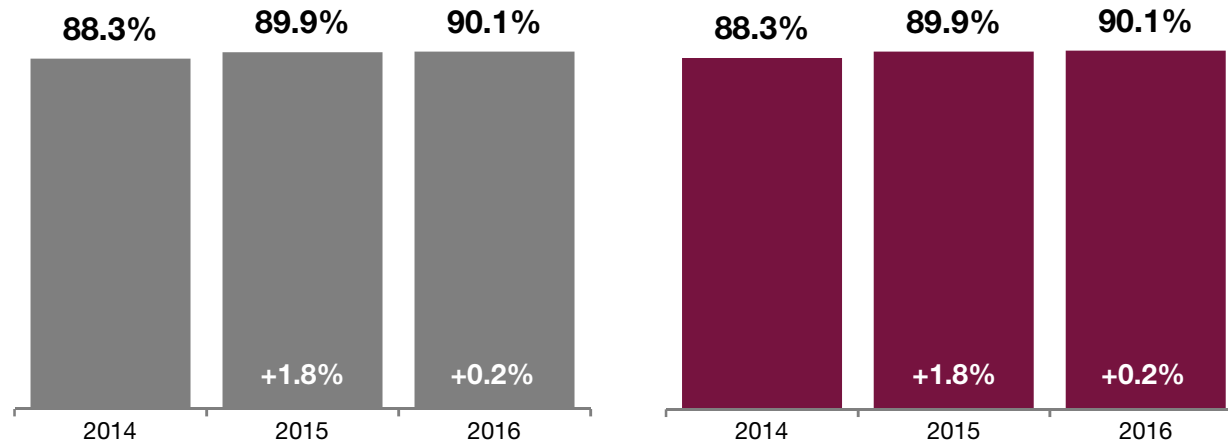
Percent of Original List Price Received

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.



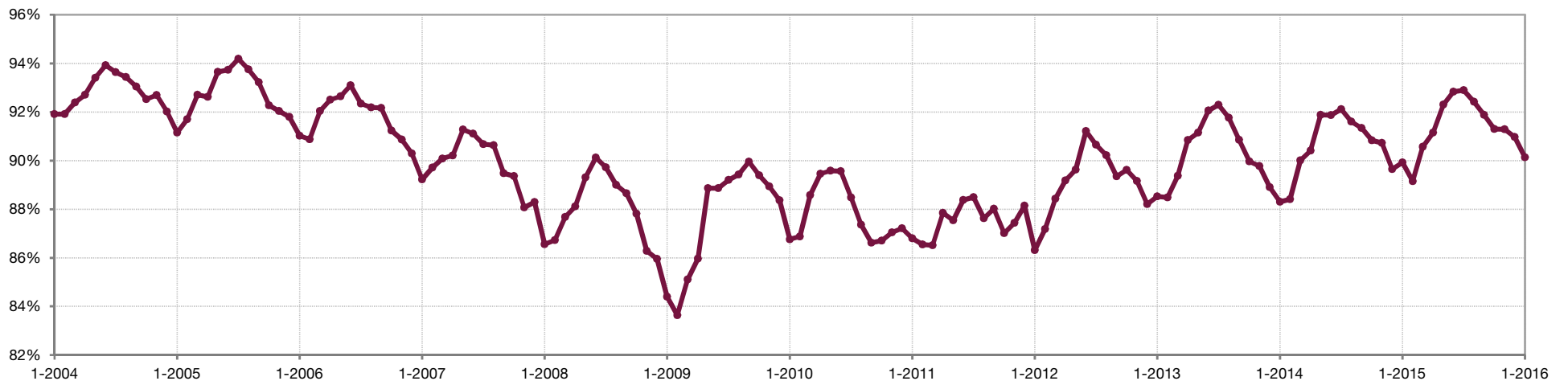
January

Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| 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% | +1.1% |
| 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% | 91.3% | +0.6% |
| December | 89.7% | 91.0% | +1.5% |
| January | 89.9% | 90.1% | +0.2% |
| 12-Month Avg | 90.9% | 91.6% | +0.8% |

Historical Percent of Original List Price Received

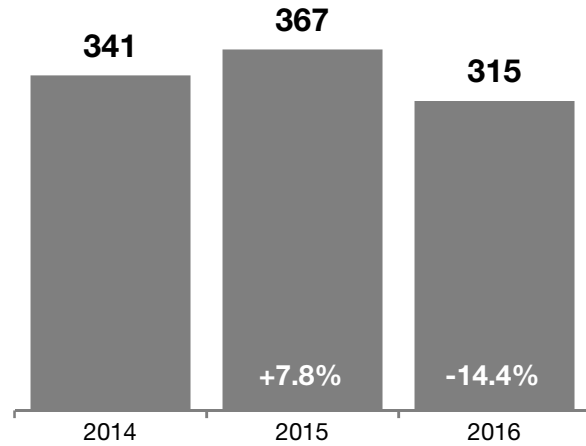


Housing Affordability Index

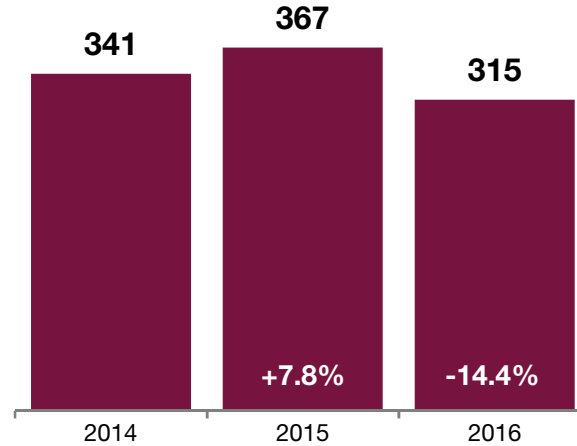


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

January

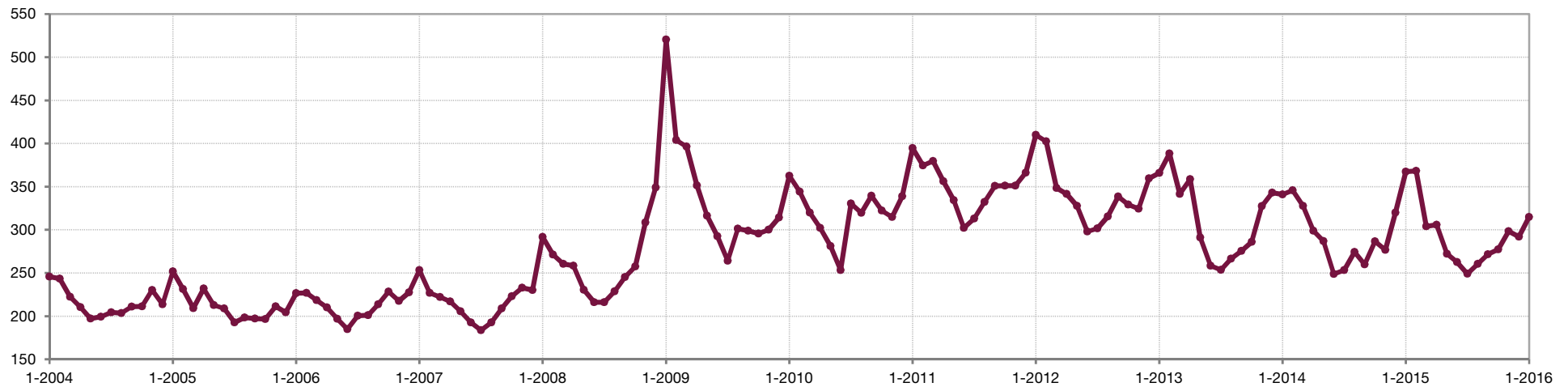


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| 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% |
| January | 367 | 315 | -14.4% |
| 12-Month Avg | 296 | 290 | -1.6% |

Historical Housing Affordability Index

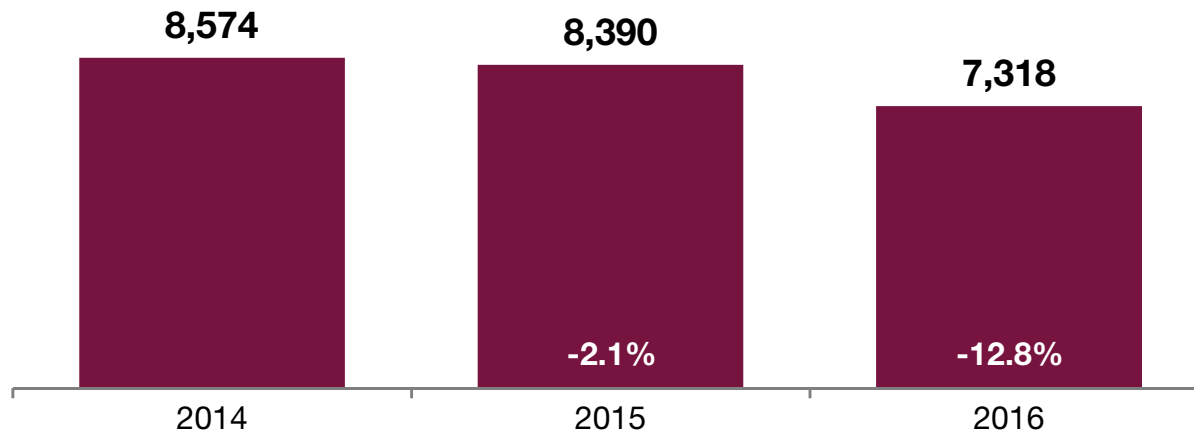


Inventory of Homes for Sale

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

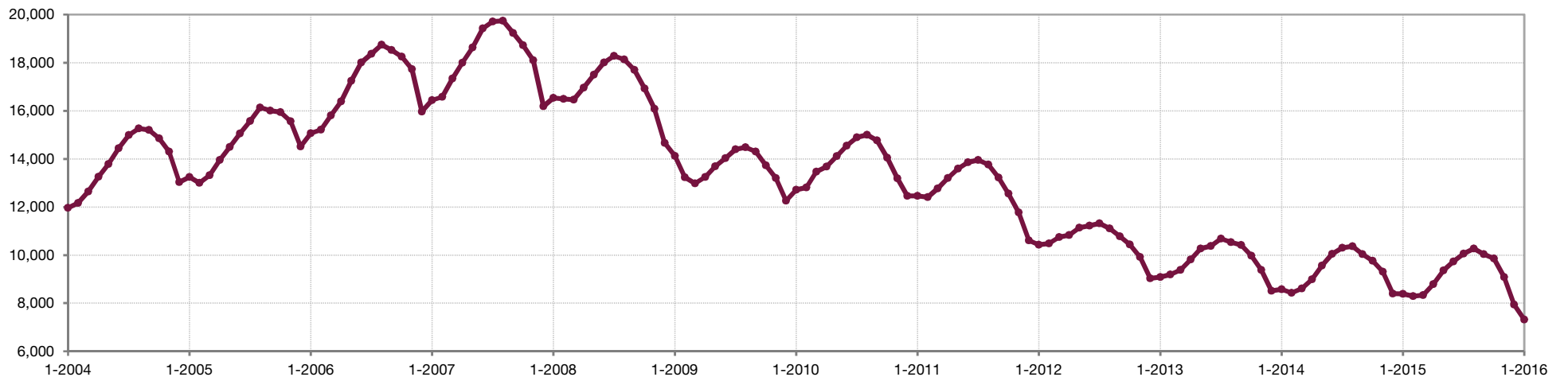


January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 8,432 | 8,295 | -1.6% |
| March | 8,607 | 8,329 | -3.2% |
| April | 8,990 | 8,791 | -2.2% |
| May | 9,561 | 9,358 | -2.1% |
| June | 10,045 | 9,731 | -3.1% |
| July | 10,305 | 10,061 | -2.4% |
| August | 10,364 | 10,273 | -0.9% |
| September | 10,041 | 10,040 | -0.0% |
| October | 9,767 | 9,856 | +0.9% |
| November | 9,307 | 9,089 | -2.3% |
| December | 8,398 | 7,943 | -5.4% |
| January | 8,390 | 7,318 | -12.8% |
| 12-Month Avg | 9,351 | 9,090 | -2.9% |

Historical Inventory of Homes for Sale

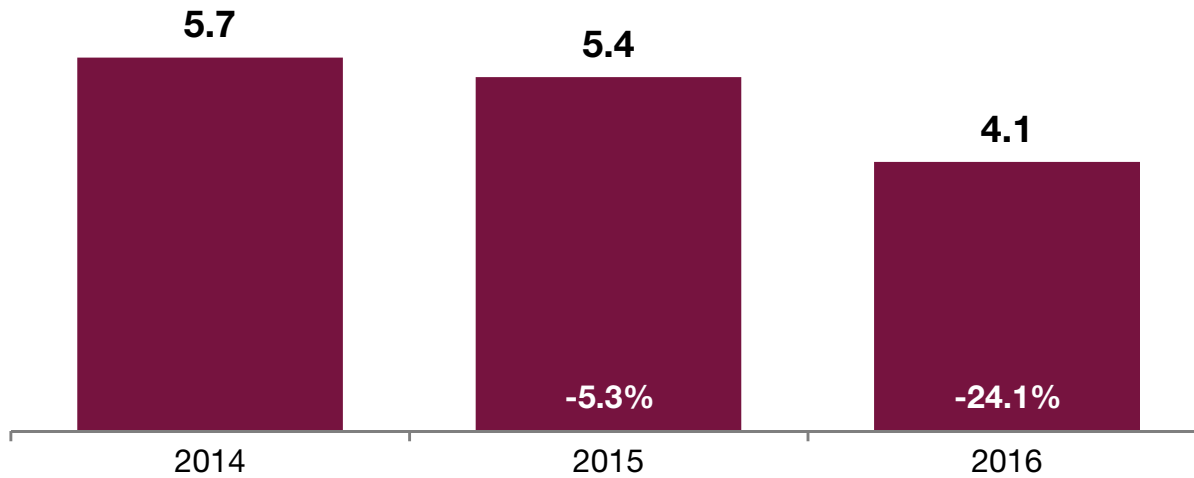


Months Supply of Inventory

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.



January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 5.6 | 5.3 | -5.4% |
| March | 5.8 | 5.2 | -10.3% |
| April | 6.0 | 5.4 | -10.0% |
| May | 6.4 | 5.7 | -10.9% |
| June | 6.7 | 5.8 | -13.4% |
| July | 6.8 | 6.0 | -11.8% |
| August | 6.9 | 6.0 | -13.0% |
| September | 6.6 | 5.8 | -12.1% |
| October | 6.4 | 5.7 | -10.9% |
| November | 6.1 | 5.2 | -14.8% |
| December | 5.5 | 4.5 | -18.2% |
| January | 5.4 | 4.1 | -24.1% |
| 12-Month Avg | 6.2 | 5.4 | -12.9% |

Historical Months Supply of Inventory

