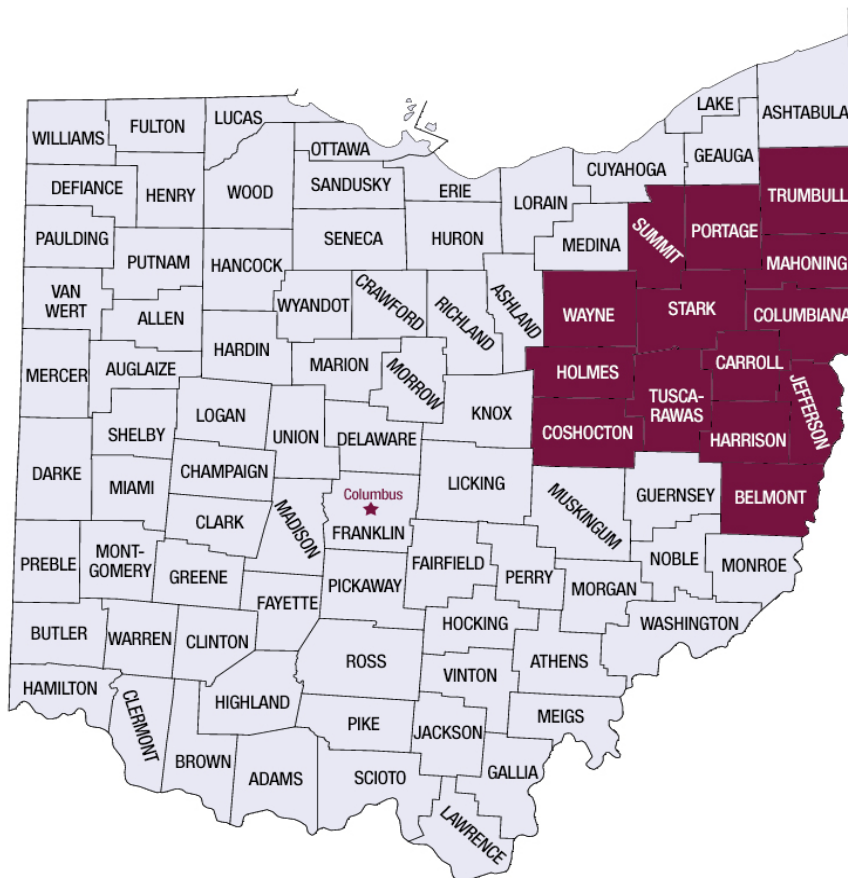


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



February 2016



Quick Facts

+ 5.0%

+ 16.6%

- 14.8%

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.



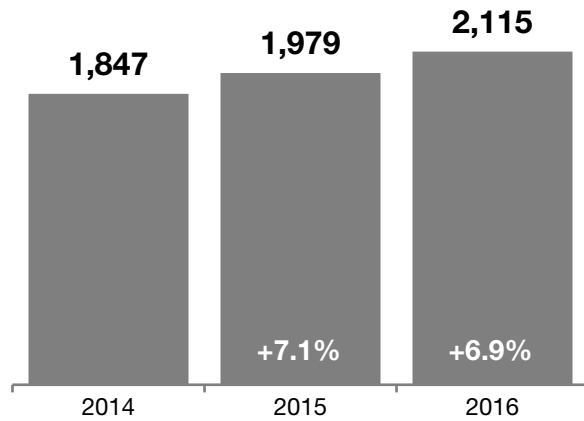
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		1,979	2,115	+ 6.9%	4,083	4,097	+ 0.3%
Pending Sales		1,413	1,962	+ 38.9%	2,723	3,398	+ 24.8%
Closed Sales		1,130	1,187	+ 5.0%	2,181	2,387	+ 9.4%
Days on Market Until Sale		104	117	+ 12.5%	106	113	+ 6.6%
Median Sales Price		\$84,900	\$99,000	+ 16.6%	\$85,000	\$97,700	+ 14.9%
Average Sales Price		\$111,977	\$124,852	+ 11.5%	\$111,109	\$122,695	+ 10.4%
Percent of Original List Price Received		89.2%	89.3%	+ 0.2%	89.5%	89.7%	+ 0.2%
Housing Affordability Index		368	318	- 13.7%	368	322	- 12.4%
Inventory of Homes for Sale		8,295	7,070	- 14.8%	--	--	--
Months Supply of Homes for Sale		5.3	3.9	- 26.4%	--	--	--

New Listings

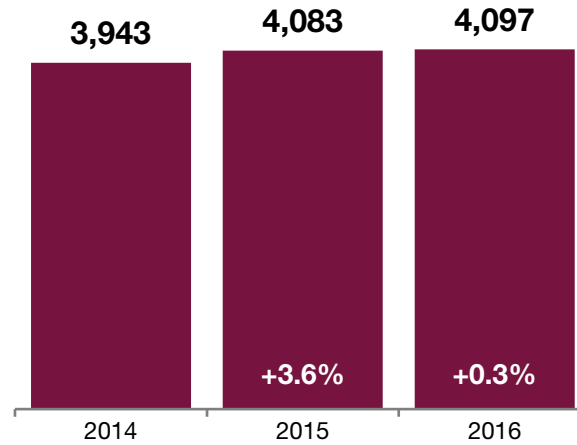
A count of the properties that have been newly listed on the market in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	2,453	2,697	+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	3,201	+3.7%
August	2,636	3,029	+14.9%
September	2,525	2,637	+4.4%
October	2,478	2,587	+4.4%
November	1,876	1,829	-2.5%
December	1,500	1,478	-1.5%
January	2,104	1,982	-5.8%
February	1,979	2,115	+6.9%
12-Month Avg	2,477	2,603	+5.1%

Historical New Listing Activity

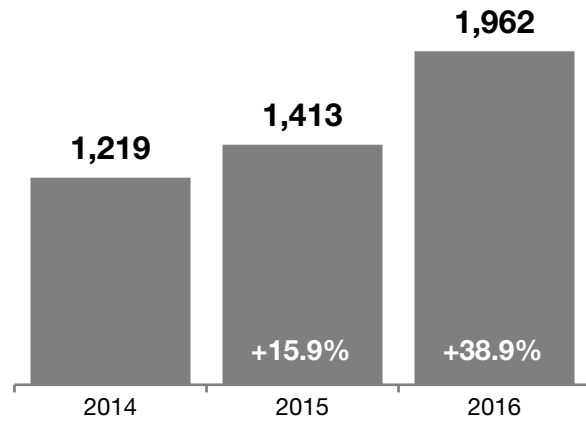


Pending Sales

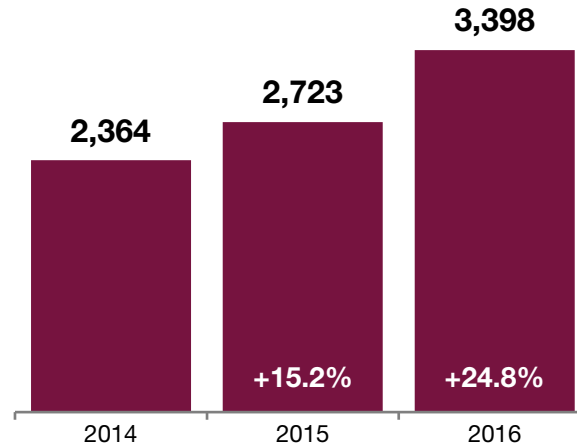
A count of the properties on which contracts have been accepted in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	1,476	1,934	+31.0%
April	1,750	2,044	+16.8%
May	1,751	2,020	+15.4%
June	1,790	2,068	+15.5%
July	1,879	2,016	+7.3%
August	1,643	1,946	+18.4%
September	1,735	1,832	+5.6%
October	1,606	1,634	+1.7%
November	1,285	1,470	+14.4%
December	1,189	1,253	+5.4%
January	1,310	1,436	+9.6%
February	1,413	1,962	+38.9%
12-Month Avg	1,569	1,801	+14.8%

Historical Pending Sales Activity

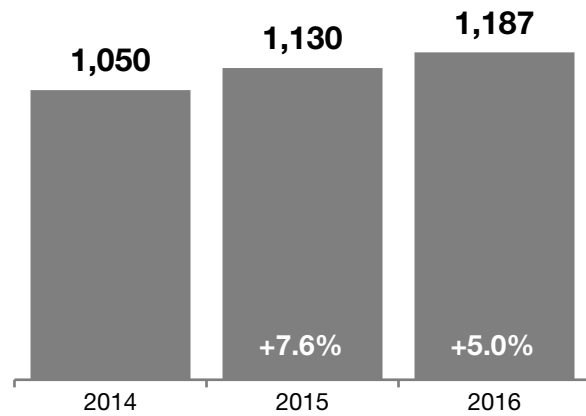


Closed Sales

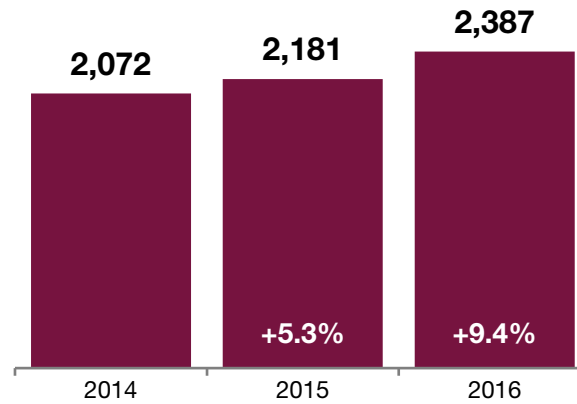
A count of the actual sales that have closed in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	1,991	+10.2%
September	1,691	1,936	+14.5%
October	1,805	1,849	+2.4%
November	1,337	1,418	+6.1%
December	1,588	1,693	+6.6%
January	1,051	1,200	+14.2%
February	1,130	1,187	+5.0%
12-Month Avg	1,543	1,724	+11.6%

Historical Closed Sales Activity

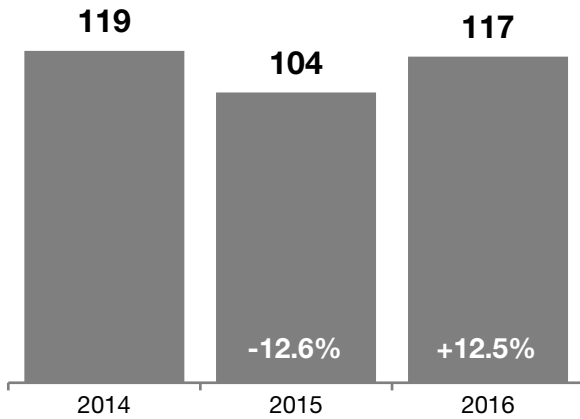


Days on Market Until Sale

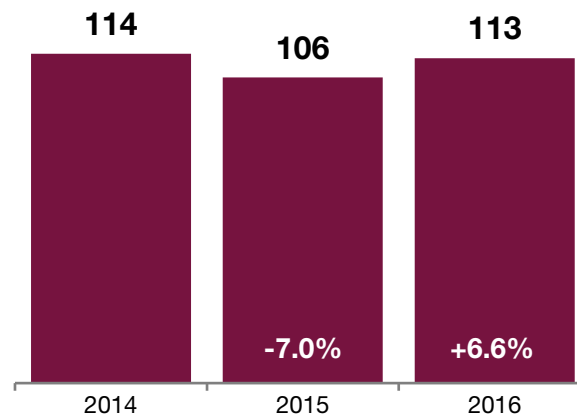
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	104	117	+12.5%
12-Month Avg	97	96	-1.0%

Historical Days on Market Until Sale

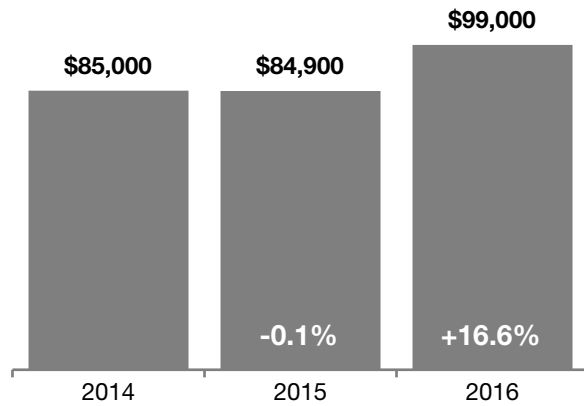


Median Sales Price

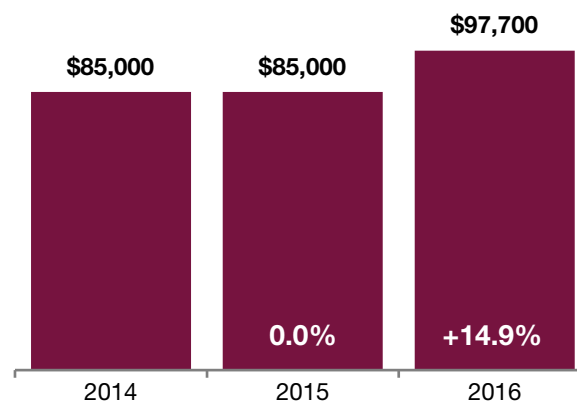
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

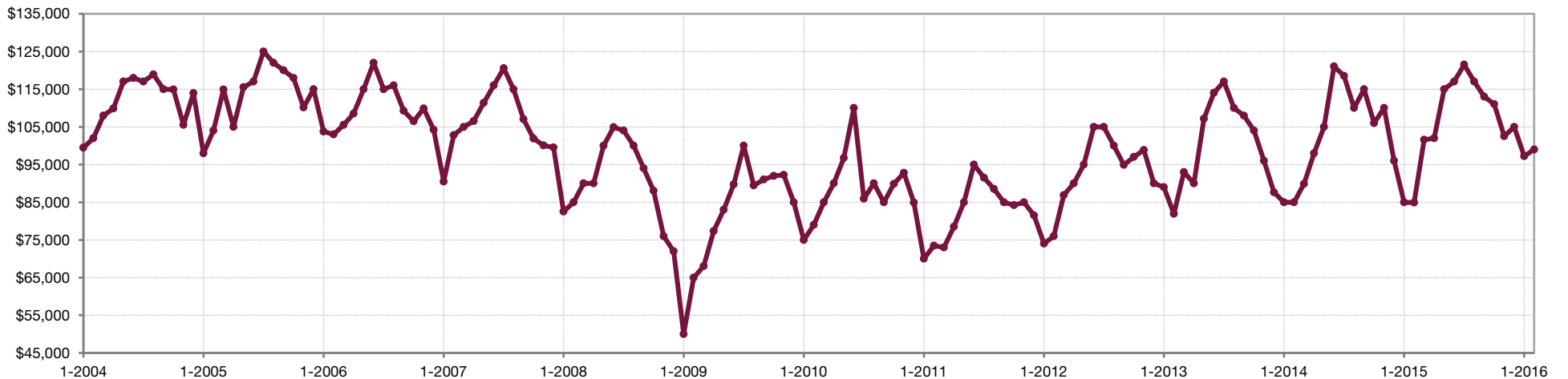


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$113,000	-1.7%
October	\$106,000	\$111,000	+4.7%
November	\$110,000	\$102,500	-6.8%
December	\$96,000	\$105,000	+9.4%
January	\$85,000	\$97,250	+14.4%
February	\$84,900	\$99,000	+16.6%
12-Month Med	\$106,000	\$110,000	+3.8%

Historical Median Sales Price

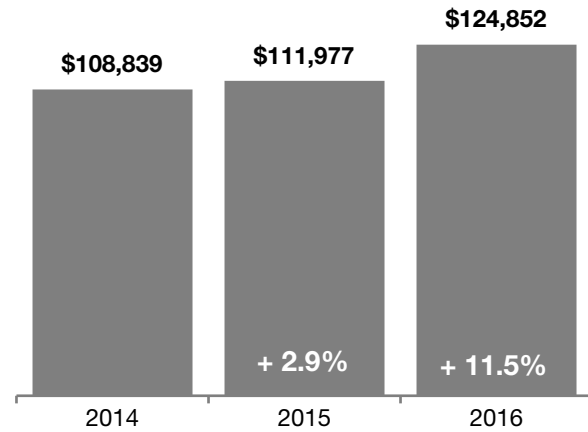


Average Sales Price

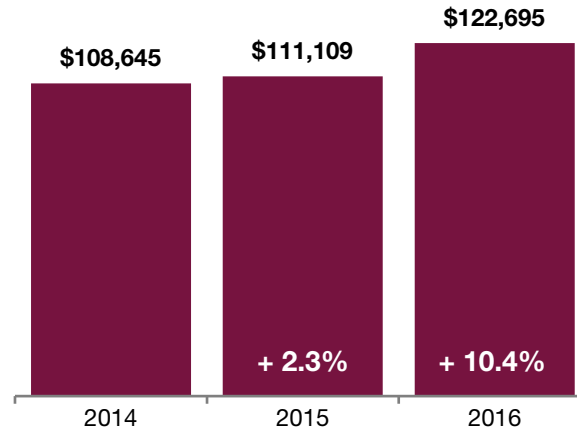
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$113,660	\$126,118	+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	\$136,369	+2.5%
September	\$131,782	\$134,854	+2.3%
October	\$125,357	\$130,852	+4.4%
November	\$126,643	\$123,991	-2.1%
December	\$122,480	\$130,976	+6.9%
January	\$110,173	\$120,516	+9.4%
February	\$111,977	\$124,852	+11.5%
12-Month Avg	\$127,200	\$132,019	+3.8%

Historical Average Sales Price

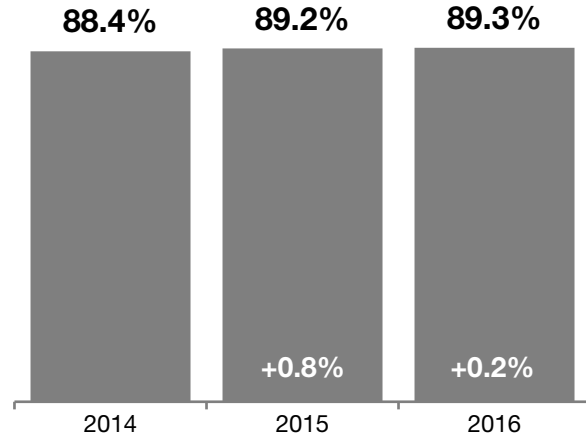


Percent of Original List Price Received

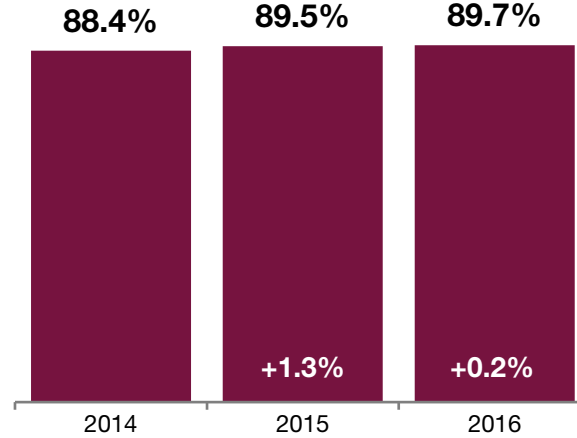
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

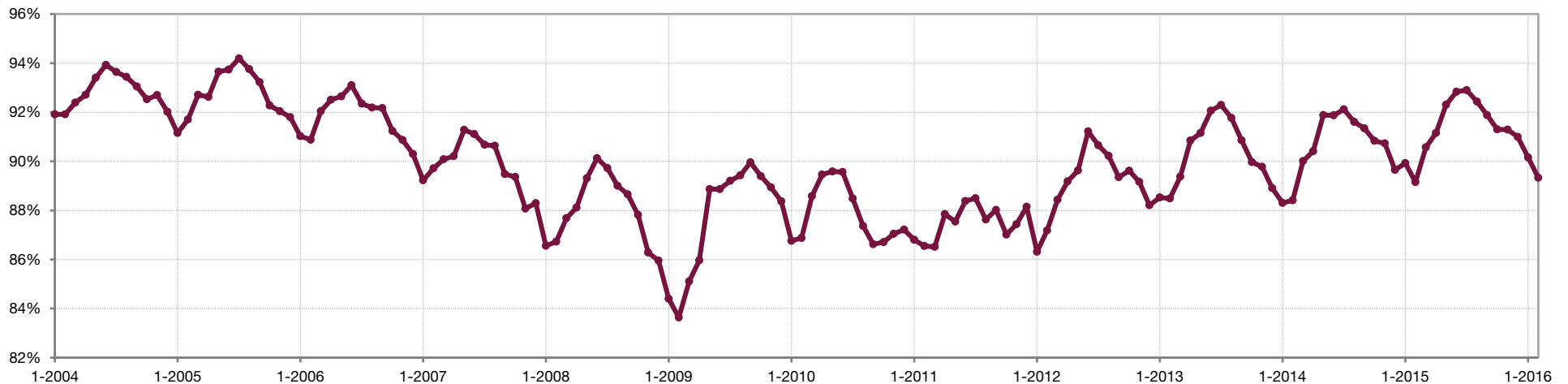


Year To Date



Month	Prior Year	Current Year	+ / -
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%	90.2%	+0.3%
February	89.2%	89.3%	+0.2%
12-Month Avg	90.9%	91.6%	+0.8%

Historical Percent of Original List Price Received

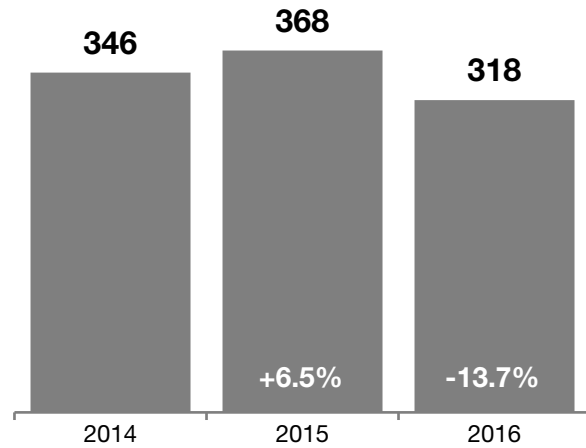


Housing Affordability Index

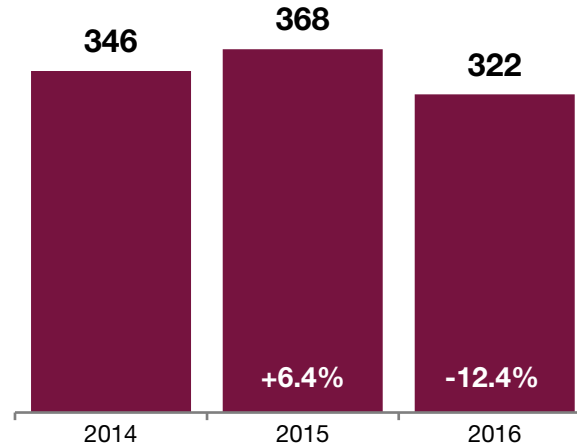
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	273	+5.0%
October	287	277	-3.2%
November	277	298	+7.7%
December	320	292	-8.7%
January	367	313	-14.8%
February	368	318	-13.7%
12-Month Avg	297	285	-3.3%

Historical Housing Affordability Index

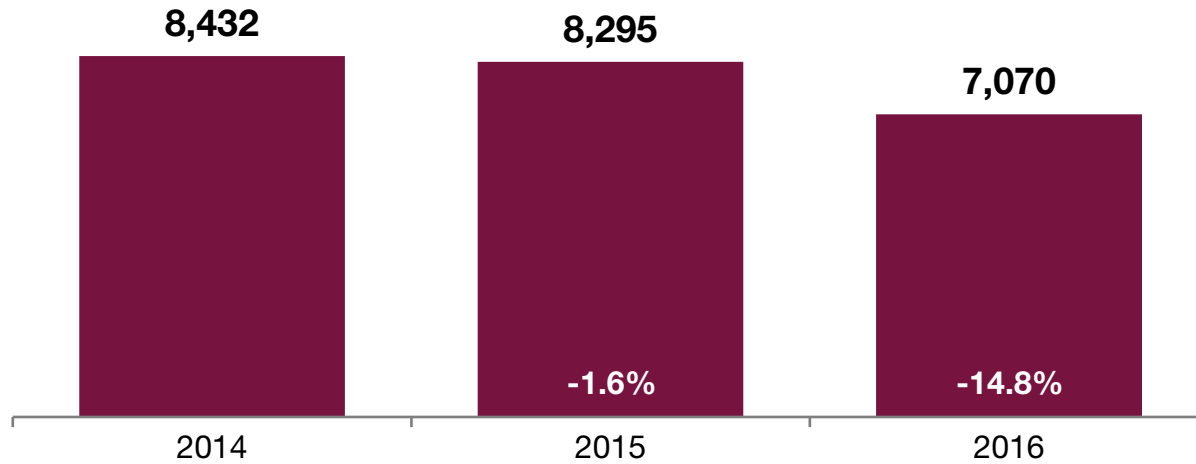


Inventory of Homes for Sale

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

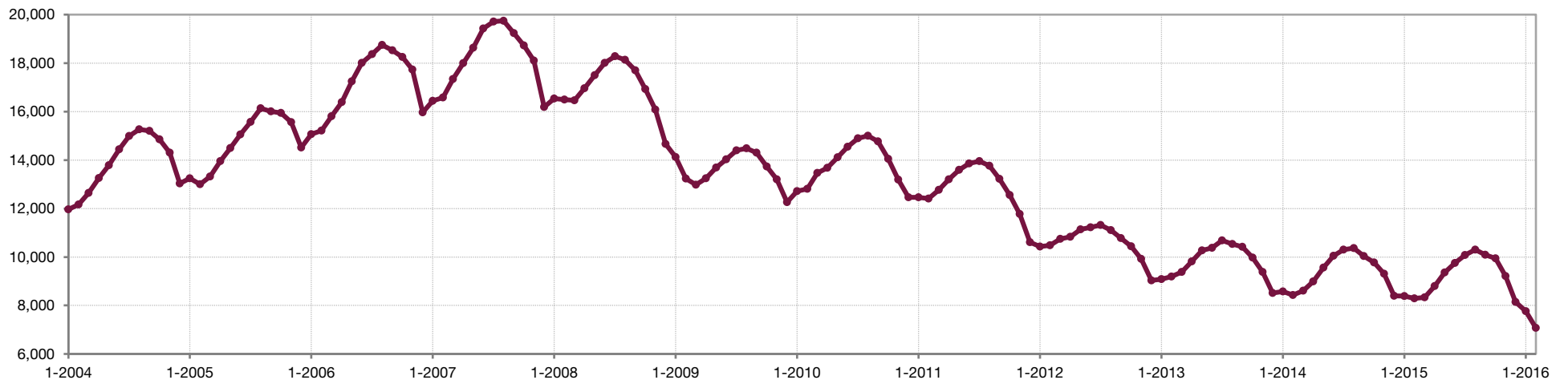


February



Month	Prior Year	Current Year	+ / -
March	8,607	8,331	-3.2%
April	8,990	8,795	-2.2%
May	9,561	9,365	-2.0%
June	10,045	9,748	-3.0%
July	10,305	10,083	-2.2%
August	10,364	10,306	-0.6%
September	10,042	10,090	+0.5%
October	9,768	9,946	+1.8%
November	9,308	9,215	-1.0%
December	8,399	8,143	-3.0%
January	8,391	7,764	-7.5%
February	8,295	7,070	-14.8%
12-Month Avg	9,340	9,071	-3.1%

Historical Inventory of Homes for Sale

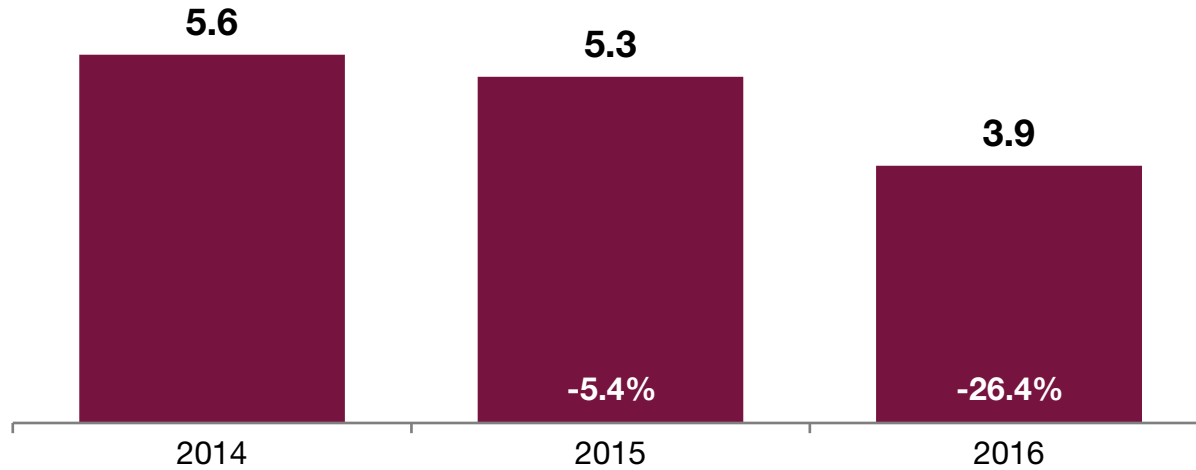


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
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	5.9	-10.6%
October	6.4	5.8	-9.4%
November	6.1	5.3	-13.1%
December	5.5	4.7	-14.5%
January	5.4	4.4	-18.5%
February	5.3	3.9	-26.4%
12-Month Avg	6.2	5.3	-14.5%

Historical Months Supply of Inventory

