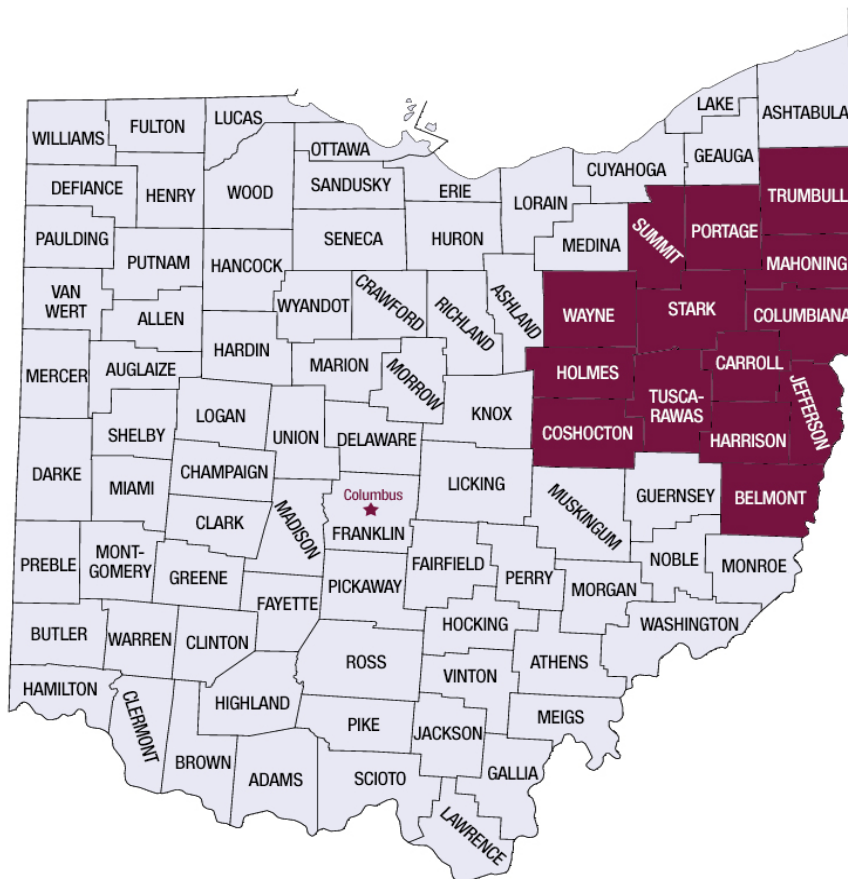


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



March 2016



Quick Facts

+ 3.3%

+ 3.4%

- 15.1%

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.



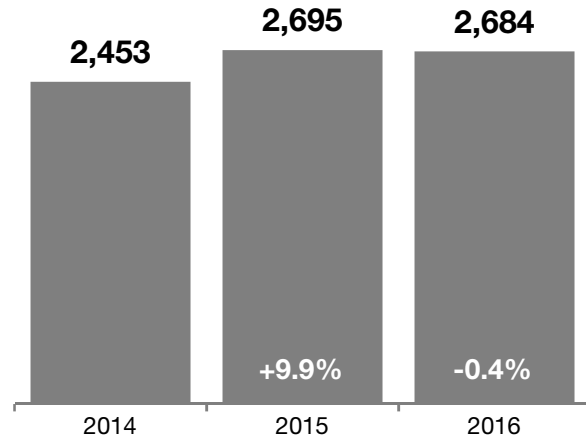
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		2,695	2,684	- 0.4%	6,778	6,792	+ 0.2%
Pending Sales		1,933	2,400	+ 24.2%	4,655	5,472	+ 17.6%
Closed Sales		1,557	1,609	+ 3.3%	3,738	4,015	+ 7.4%
Days on Market Until Sale		113	109	- 3.5%	109	111	+ 1.8%
Median Sales Price		\$101,570	\$105,000	+ 3.4%	\$90,000	\$100,000	+ 11.1%
Average Sales Price		\$126,118	\$126,757	+ 0.5%	\$117,404	\$124,415	+ 6.0%
Percent of Original List Price Received		90.6%	91.0%	+ 0.4%	90.0%	90.2%	+ 0.3%
Housing Affordability Index		304	297	- 2.2%	343	312	- 9.0%
Inventory of Homes for Sale		8,333	7,073	- 15.1%	--	--	--
Months Supply of Homes for Sale		5.2	3.9	- 25.0%	--	--	--

New Listings

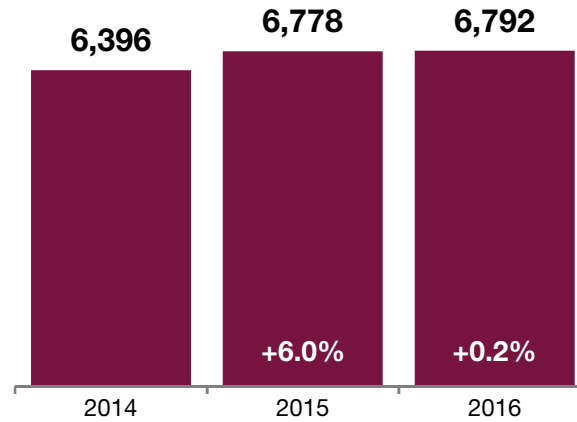
A count of the properties that have been newly listed on the market in a given month.



March

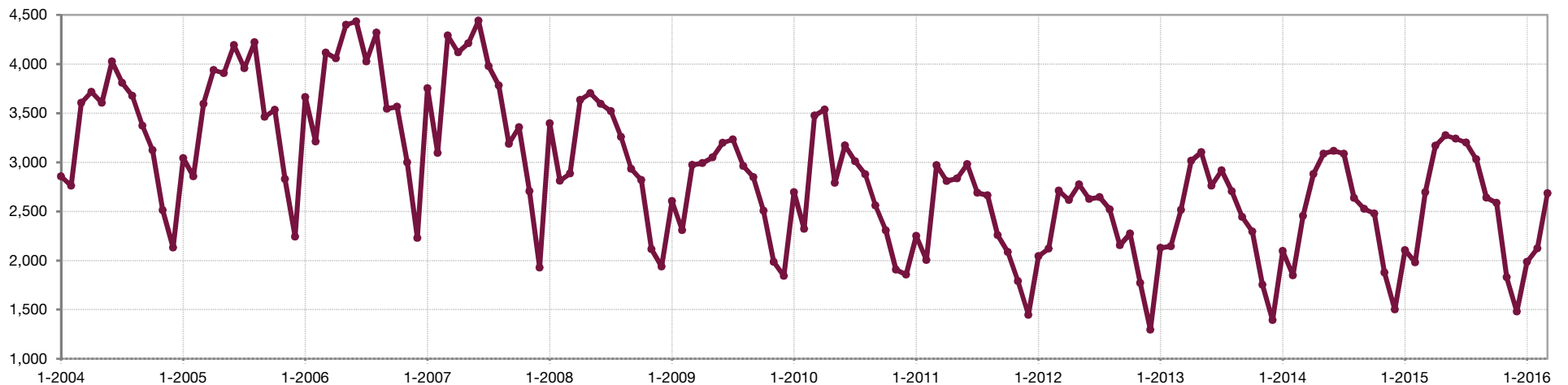


Year To Date



Month	Prior Year	Current Year	+ / -
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	3,030	+14.9%
September	2,525	2,639	+4.5%
October	2,478	2,587	+4.4%
November	1,876	1,829	-2.5%
December	1,500	1,480	-1.3%
January	2,104	1,986	-5.6%
February	1,979	2,122	+7.2%
March	2,695	2,684	-0.4%
12-Month Avg	2,497	2,603	+4.3%

Historical New Listing Activity

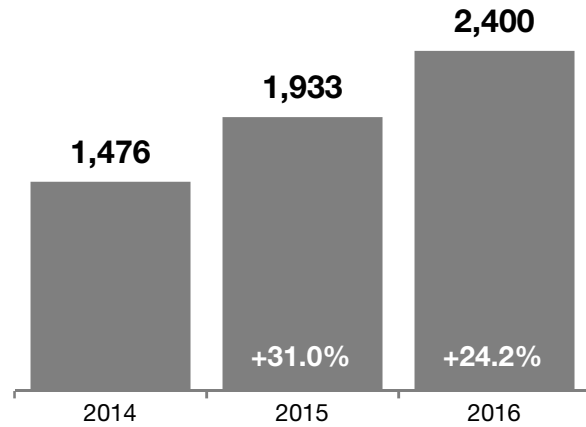


Pending Sales

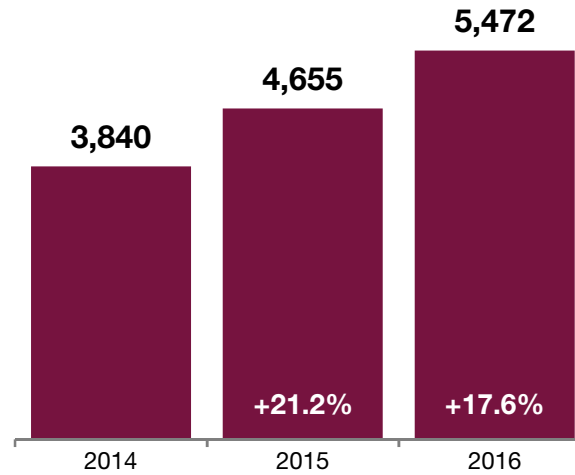
A count of the properties on which contracts have been accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	1,750	2,043	+16.7%
May	1,751	2,018	+15.2%
June	1,790	2,069	+15.6%
July	1,879	2,013	+7.1%
August	1,642	1,943	+18.3%
September	1,734	1,828	+5.4%
October	1,606	1,632	+1.6%
November	1,285	1,462	+13.8%
December	1,189	1,239	+4.2%
January	1,310	1,375	+5.0%
February	1,412	1,697	+20.2%
March	1,933	2,400	+24.2%
12-Month Avg	1,607	1,810	+12.6%

Historical Pending Sales Activity

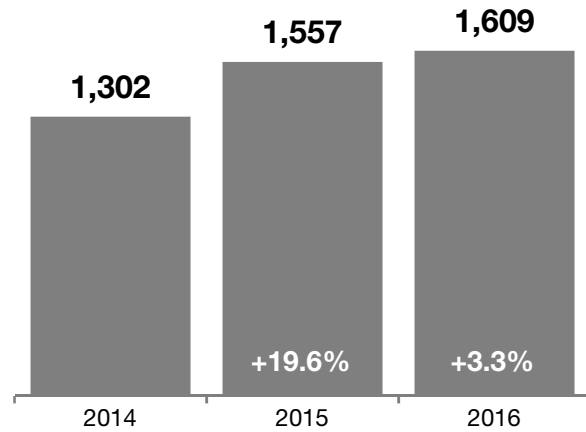


Closed Sales

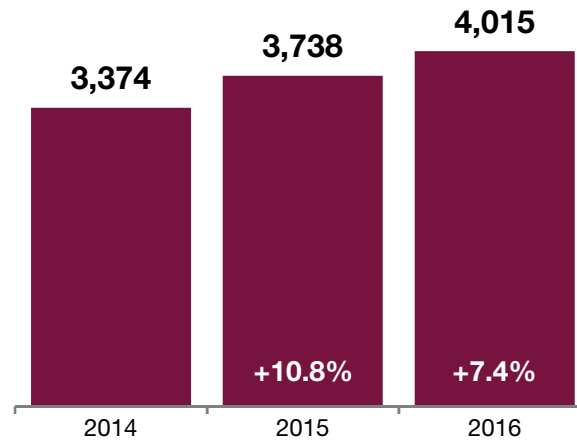
A count of the actual sales that have closed in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	1,935	+14.4%
October	1,805	1,850	+2.5%
November	1,337	1,418	+6.1%
December	1,588	1,694	+6.7%
January	1,051	1,200	+14.2%
February	1,130	1,206	+6.7%
March	1,557	1,609	+3.3%
12-Month Avg	1,564	1,730	+10.4%

Historical Closed Sales Activity

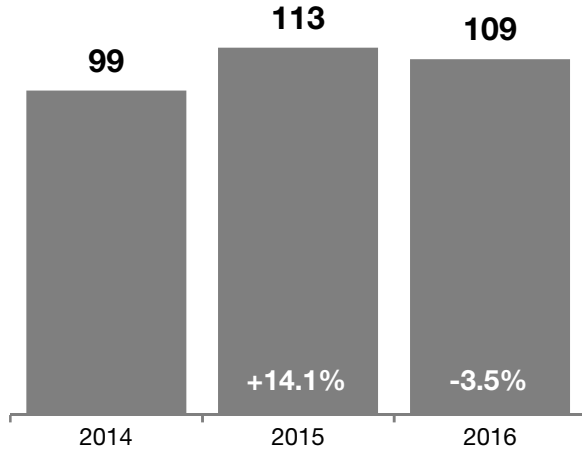


Days on Market Until Sale

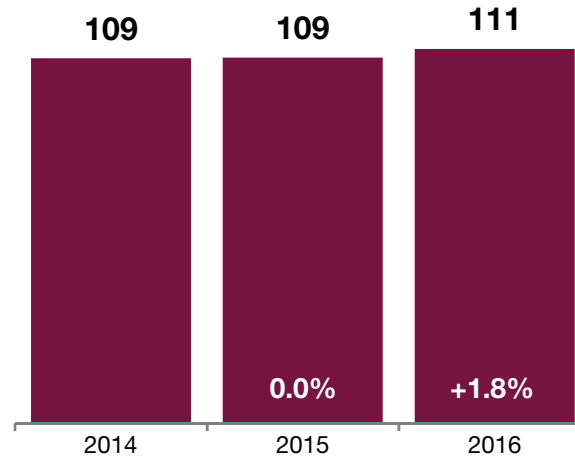
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	113	109	-3.5%
12-Month Avg	98	96	-2.0%

Historical Days on Market Until Sale

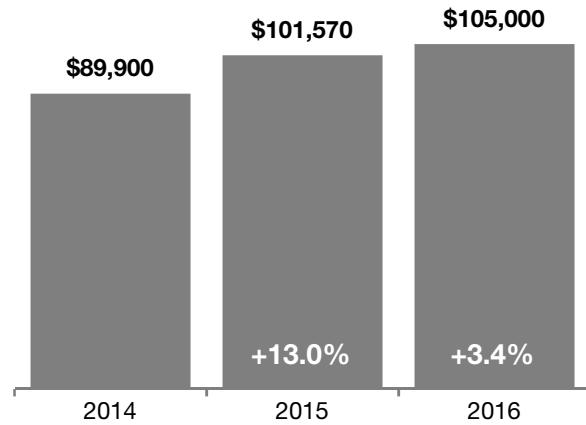


Median Sales Price

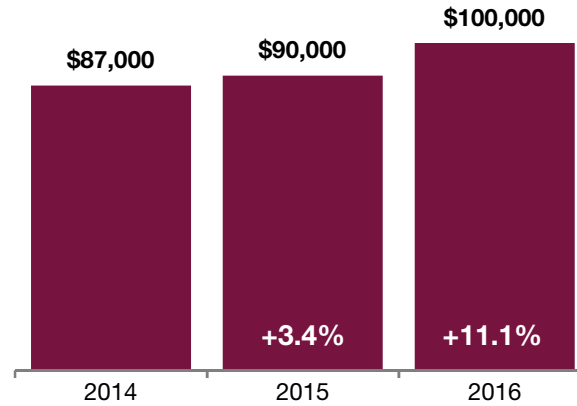
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$97,500	+14.7%
February	\$84,900	\$99,000	+16.6%
March	\$101,570	\$105,000	+3.4%
12-Month Med	\$107,000	\$110,000	+2.8%

Historical Median Sales Price

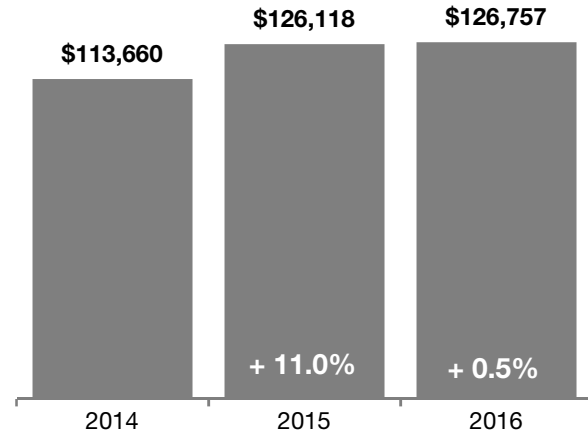


Average Sales Price

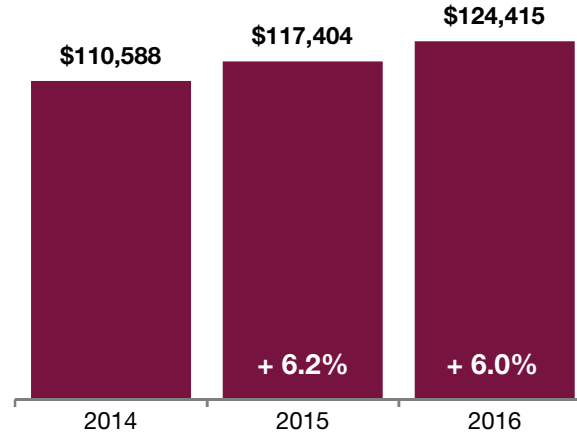
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$134,539	+2.1%
October	\$125,357	\$130,790	+4.3%
November	\$126,643	\$123,991	-2.1%
December	\$122,480	\$130,945	+6.9%
January	\$110,173	\$120,514	+9.4%
February	\$111,977	\$125,082	+11.7%
March	\$126,118	\$126,757	+0.5%
12-Month Avg	\$128,057	\$132,021	+3.1%

Historical Average Sales Price



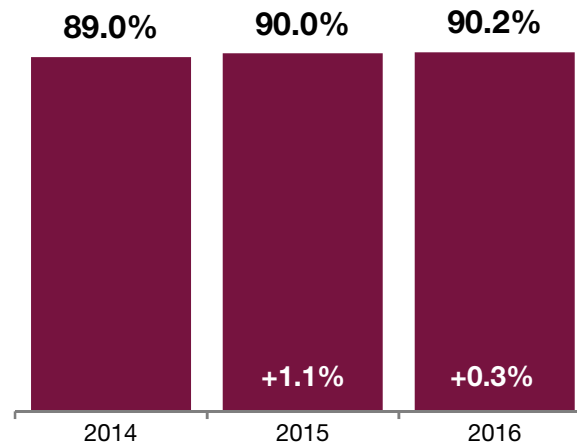
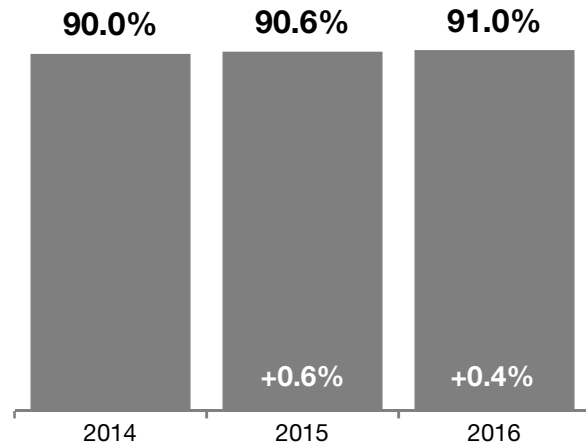
Percent of Original List Price Received

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.



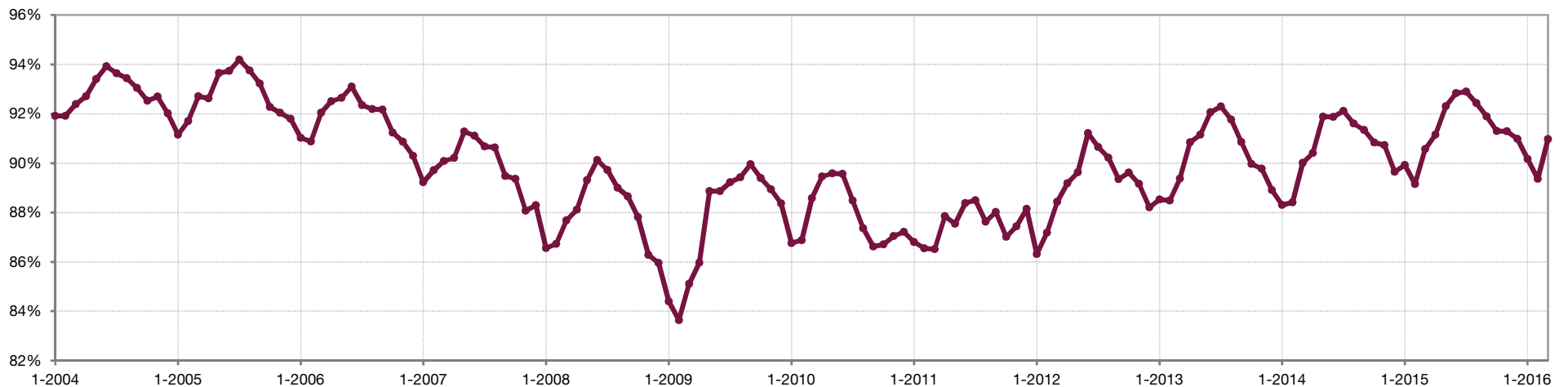
March

Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.4%	+0.2%
March	90.6%	91.0%	+0.4%
12-Month Avg	91.0%	91.6%	+0.8%

Historical Percent of Original List Price Received

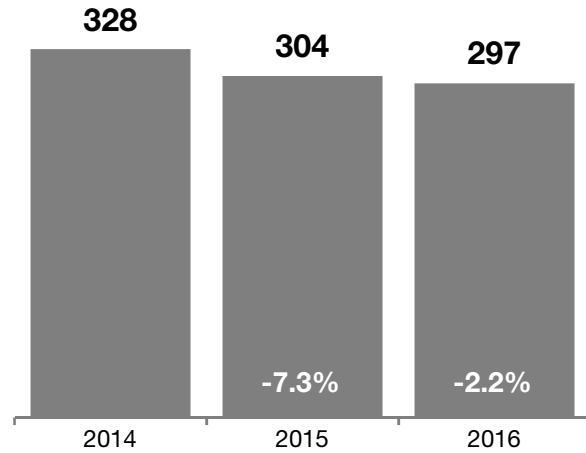


Housing Affordability Index

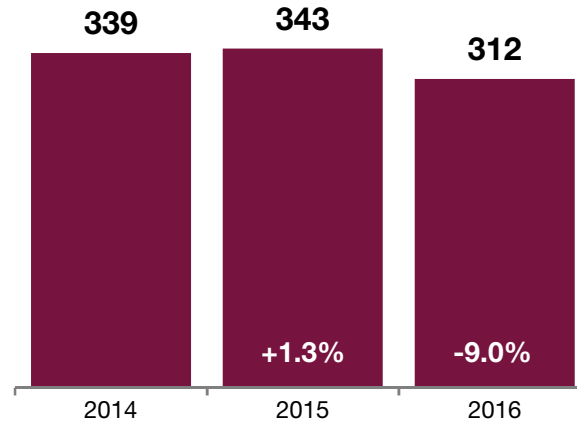


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

March

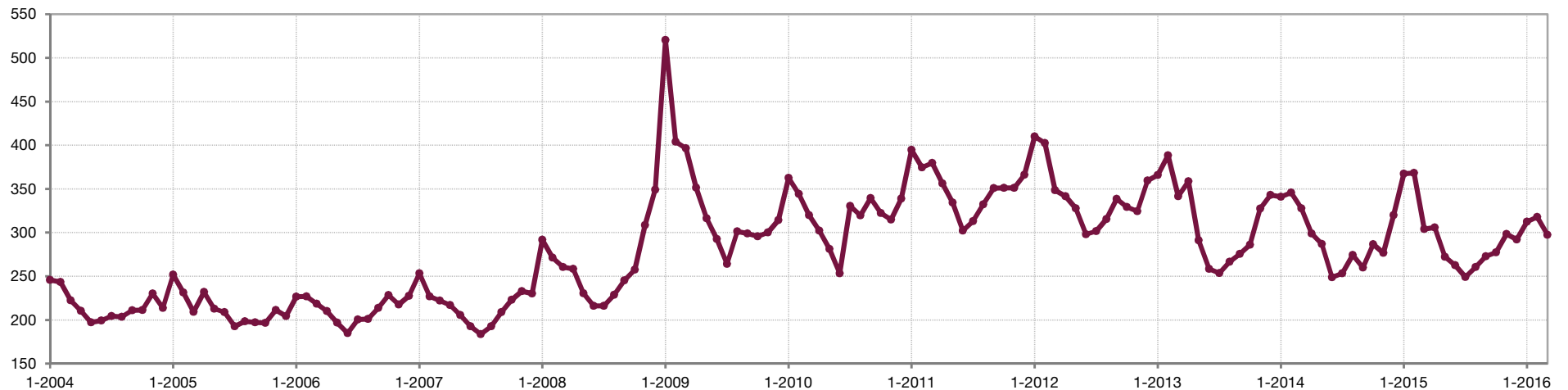


Year To Date



Month	Prior Year	Current Year	+ / -
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	312	-15.0%
February	368	318	-13.7%
March	304	297	-2.2%
12-Month Avg	295	285	-2.9%

Historical Housing Affordability Index

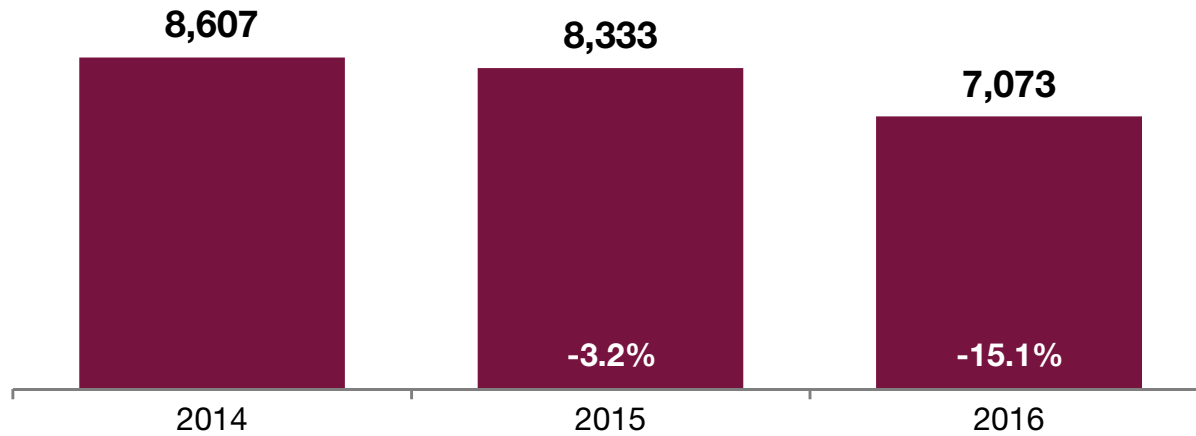


Inventory of Homes for Sale

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

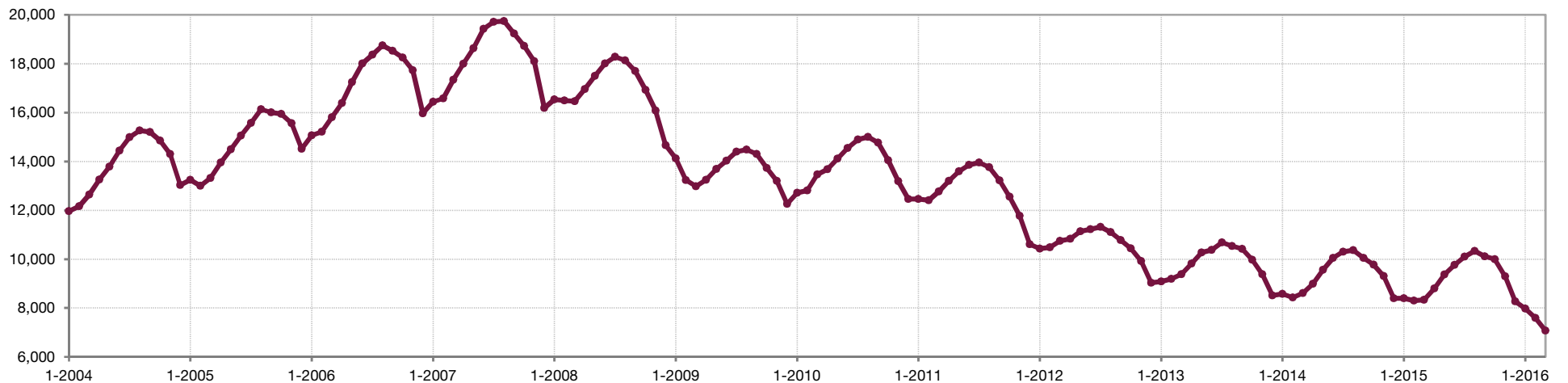


March



Month	Prior Year	Current Year	+ / -
April	8,990	8,798	-2.1%
May	9,561	9,375	-1.9%
June	10,045	9,760	-2.8%
July	10,305	10,101	-2.0%
August	10,365	10,332	-0.3%
September	10,044	10,115	+0.7%
October	9,770	9,996	+2.3%
November	9,310	9,300	-0.1%
December	8,401	8,270	-1.6%
January	8,393	7,974	-5.0%
February	8,298	7,588	-8.6%
March	8,333	7,073	-15.1%
12-Month Avg	9,318	9,057	-3.0%

Historical Inventory of Homes for Sale

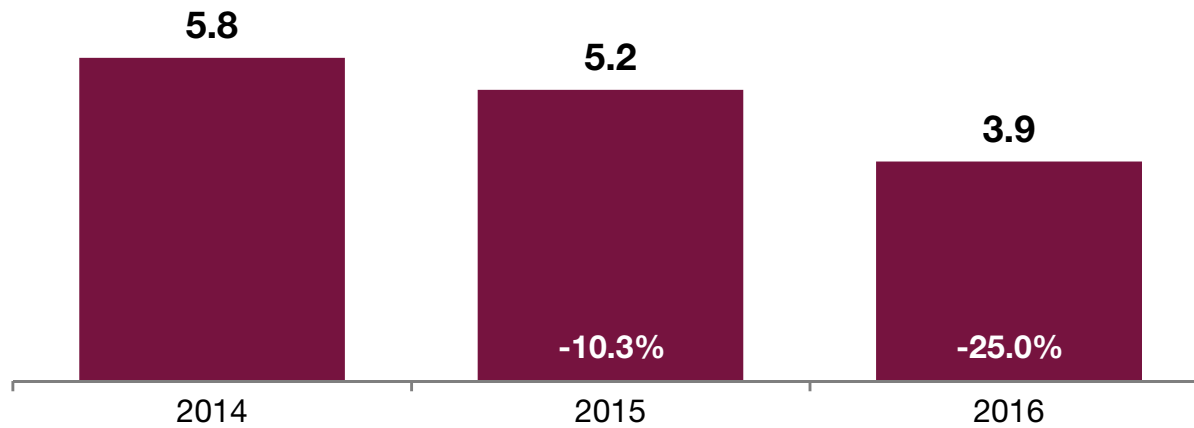


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
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	5.4	-11.5%
December	5.5	4.7	-14.5%
January	5.4	4.6	-14.8%
February	5.3	4.3	-18.9%
March	5.2	3.9	-25.0%
12-Month Avg	6.1	5.3	-13.1%

Historical Months Supply of Inventory

