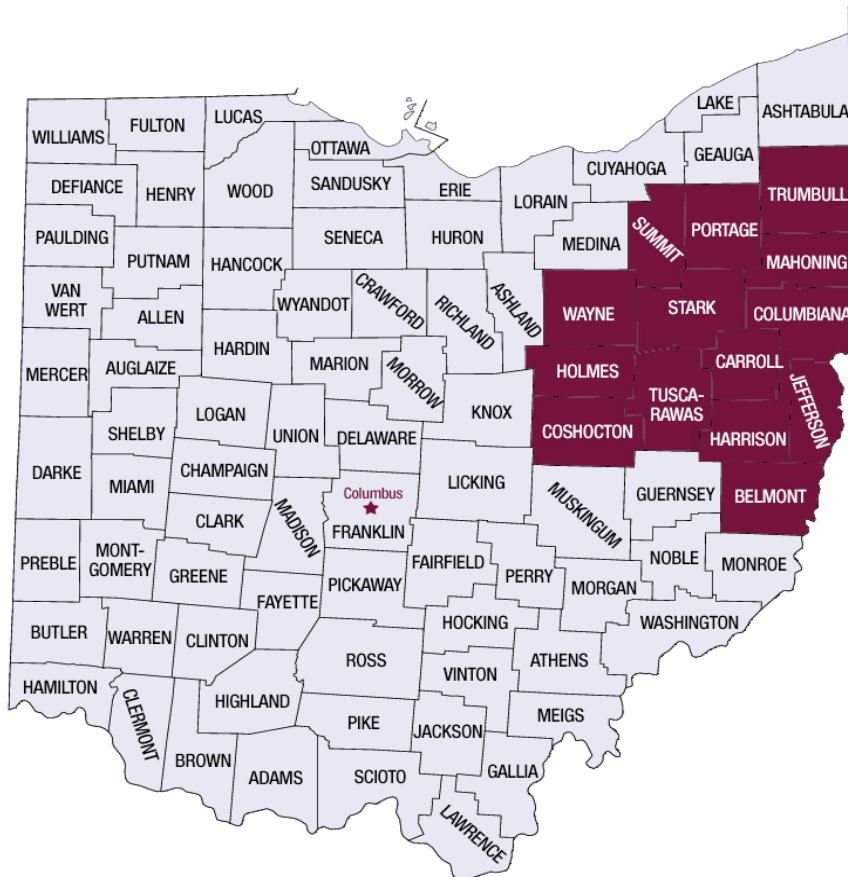


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



April 2016



Quick Facts

+ 4.3% **+ 12.2%** **- 18.4%**

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.



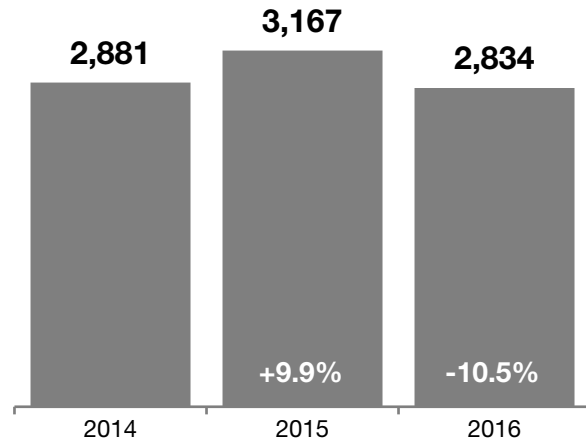
Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		3,167	2,834	- 10.5%	9,945	9,638	- 3.1%
Pending Sales		2,041	2,535	+ 24.2%	6,694	7,564	+ 13.0%
Closed Sales		1,642	1,712	+ 4.3%	5,380	5,757	+ 7.0%
Days on Market Until Sale		111	106	- 4.5%	109	110	+ 0.9%
Median Sales Price		\$102,000	\$114,450	+ 12.2%	\$94,903	\$105,000	+ 10.6%
Average Sales Price		\$120,848	\$135,447	+ 12.1%	\$118,464	\$127,684	+ 7.8%
Percent of Original List Price Received		91.1%	92.1%	+ 1.1%	90.3%	90.8%	+ 0.5%
Housing Affordability Index		306	274	- 10.5%	329	299	- 9.2%
Inventory of Homes for Sale		8,805	7,182	- 18.4%	--	--	--
Months Supply of Homes for Sale		5.4	4.0	- 25.9%	--	--	--

New Listings

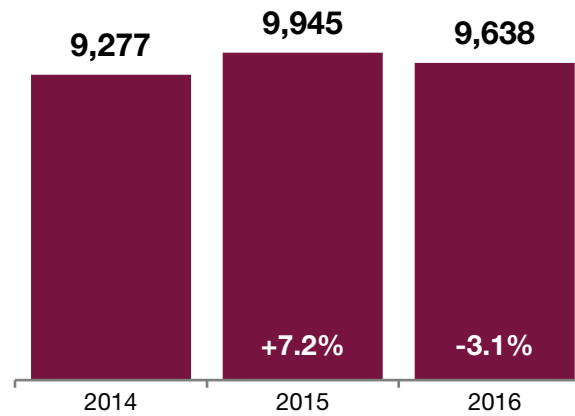
A count of the properties that have been newly listed on the market in a given month.



April

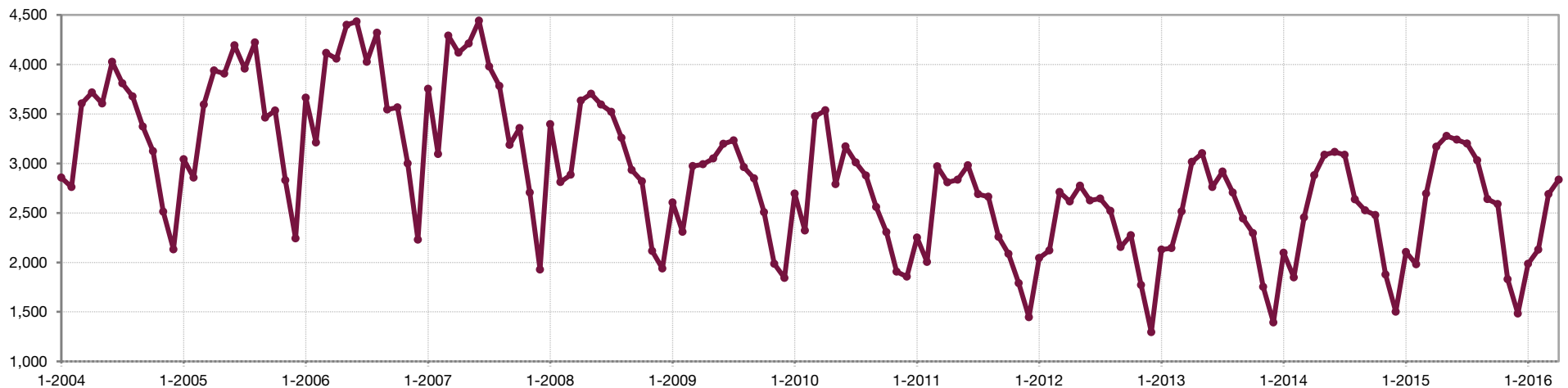


Year To Date



Month	Prior Year	Current Year	+ / -
May	3,087	3,277	+6.2%
June	3,115	3,241	+4.0%
July	3,086	3,200	+3.7%
August	2,636	3,030	+14.9%
September	2,525	2,640	+4.6%
October	2,478	2,588	+4.4%
November	1,876	1,829	-2.5%
December	1,500	1,483	-1.1%
January	2,104	1,986	-5.6%
February	1,979	2,129	+7.6%
March	2,695	2,689	-0.2%
April	3,167	2,834	-10.5%
12-Month Avg	2,521	2,577	+2.2%

Historical New Listing Activity

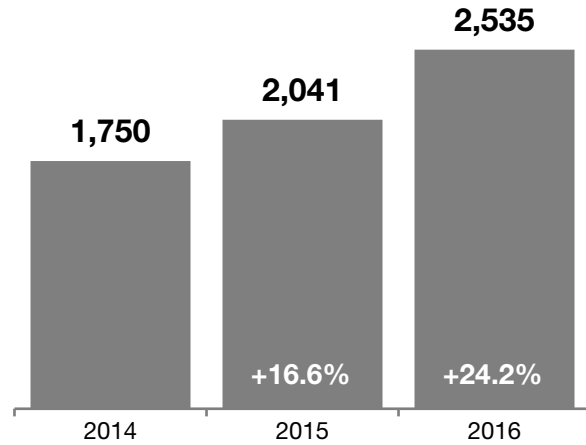


Pending Sales

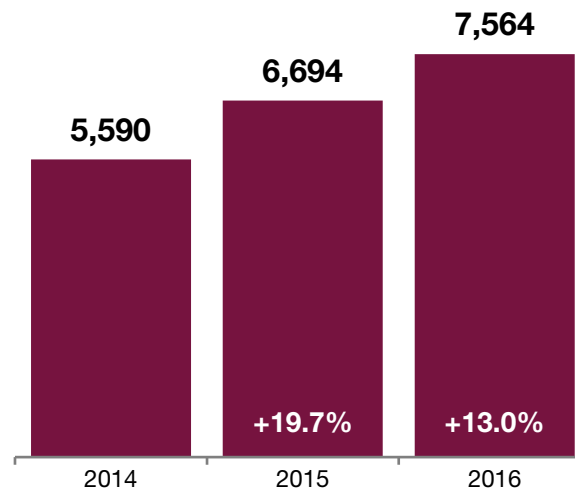
A count of the properties on which contracts have been accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	1,751	2,016	+15.1%
June	1,790	2,070	+15.6%
July	1,879	2,012	+7.1%
August	1,642	1,935	+17.8%
September	1,734	1,826	+5.3%
October	1,606	1,628	+1.4%
November	1,284	1,458	+13.6%
December	1,188	1,236	+4.0%
January	1,310	1,359	+3.7%
February	1,412	1,621	+14.8%
March	1,931	2,049	+6.1%
April	2,041	2,535	+24.2%
12-Month Avg	1,631	1,812	+11.1%

Historical Pending Sales Activity

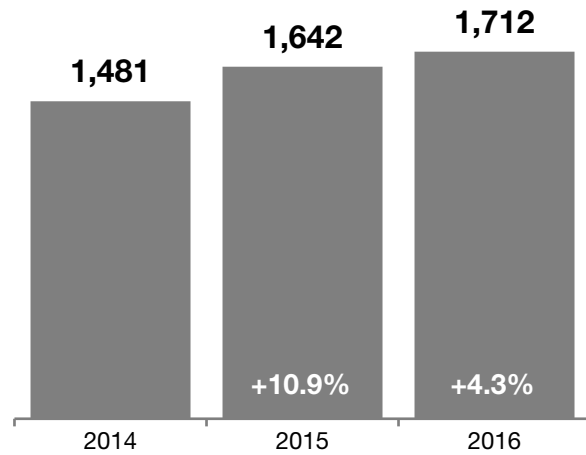


Closed Sales

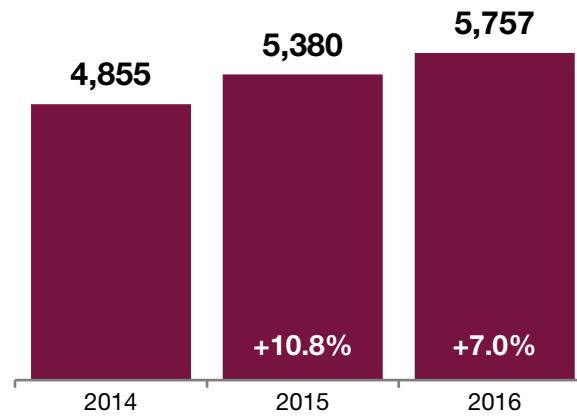
A count of the actual sales that have closed in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	1,850	+2.5%
November	1,337	1,419	+6.1%
December	1,588	1,695	+6.7%
January	1,051	1,200	+14.2%
February	1,130	1,207	+6.8%
March	1,557	1,638	+5.2%
April	1,642	1,712	+4.3%
12-Month Avg	1,578	1,739	+10.0%

Historical Closed Sales Activity

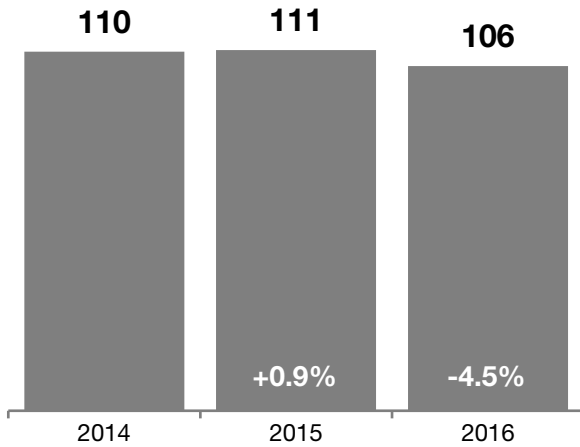


Days on Market Until Sale

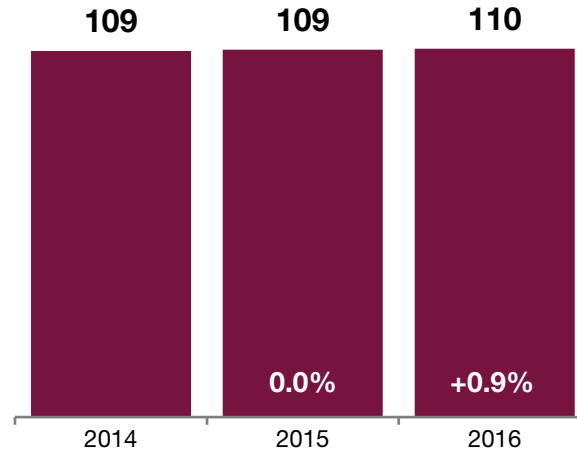
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	111	106	-4.5%
12-Month Avg	98	96	-2.0%

Historical Days on Market Until Sale

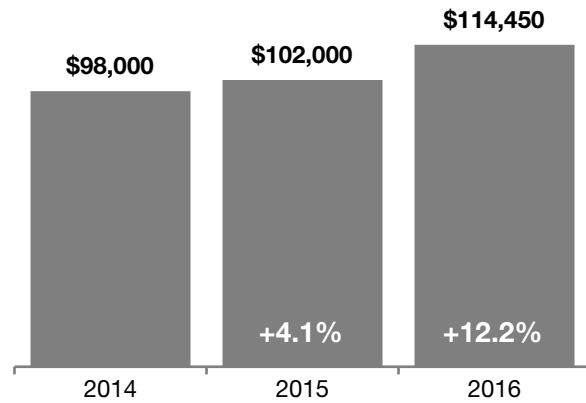


Median Sales Price

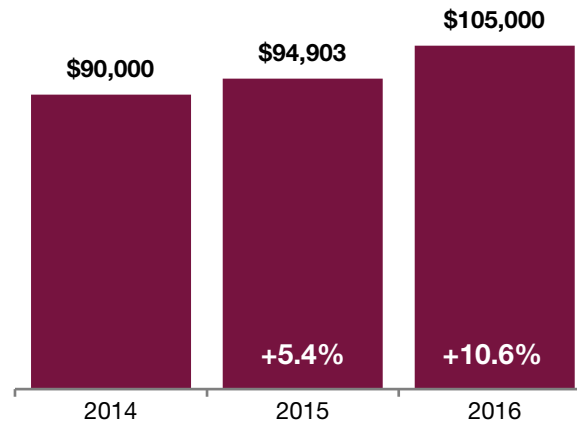
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

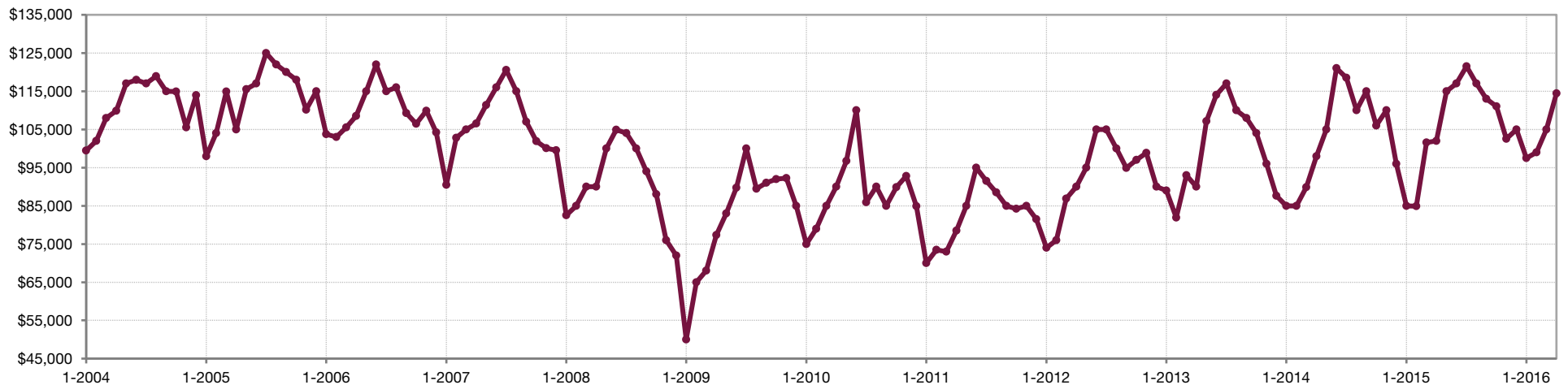


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$102,000	\$114,450	+12.2%
12-Month Med	\$107,000	\$112,000	+4.7%

Historical Median Sales Price



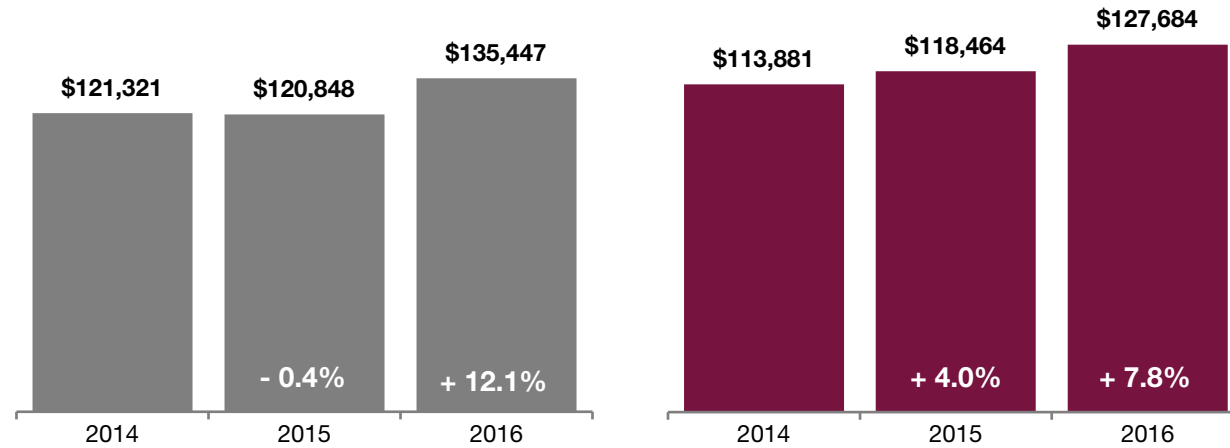
Average Sales Price

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



April

Year To Date



Month	Prior Year	Current Year	+ / -
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	\$134,520	+2.1%
October	\$125,357	\$130,790	+4.3%
November	\$126,643	\$123,991	-2.1%
December	\$122,480	\$130,980	+6.9%
January	\$110,173	\$120,514	+9.4%
February	\$111,977	\$125,069	+11.7%
March	\$126,118	\$126,599	+0.4%
April	\$120,848	\$135,447	+12.1%
12-Month Avg	\$127,957	\$133,178	+4.1%

Historical Average Sales Price



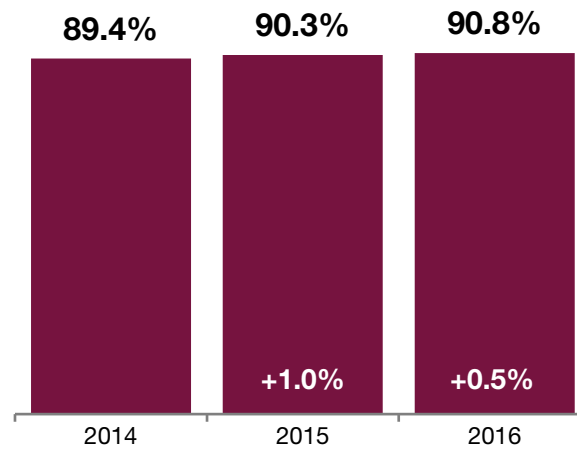
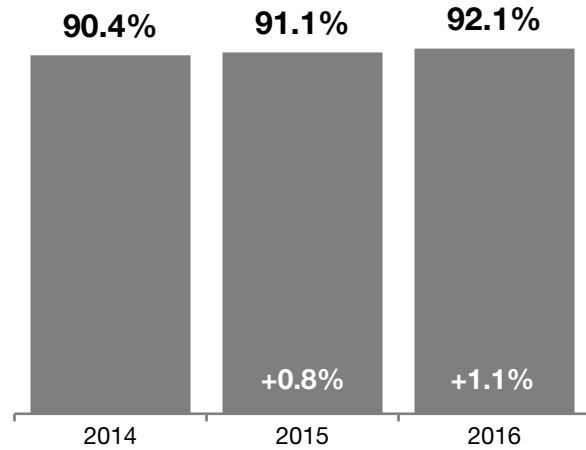
Percent of Original List Price Received

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.



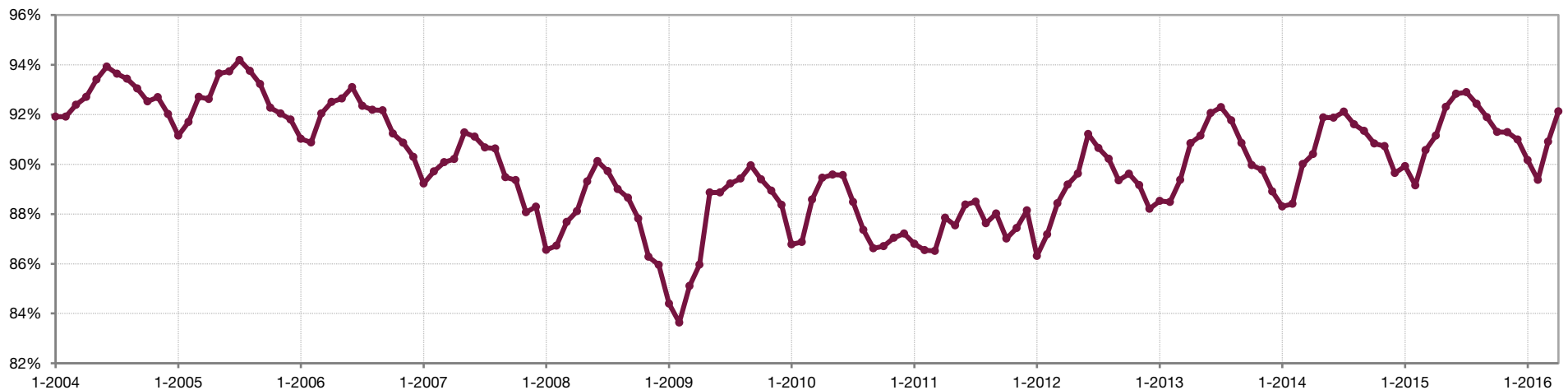
April

Year To Date



Month	Prior Year	Current Year	+ / -
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%	90.9%	+0.4%
April	91.1%	92.1%	+1.1%
12-Month Avg	91.0%	91.7%	+0.8%

Historical Percent of Original List Price Received



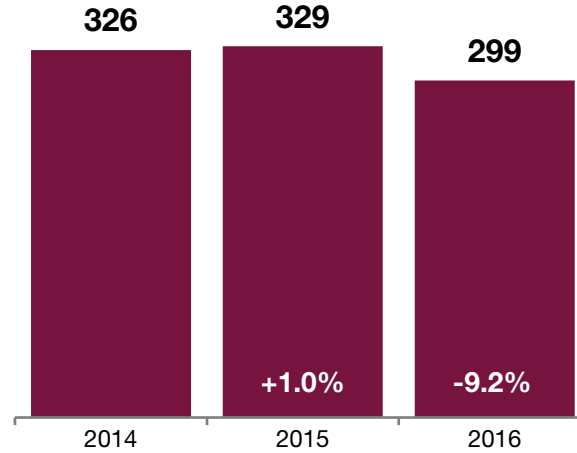
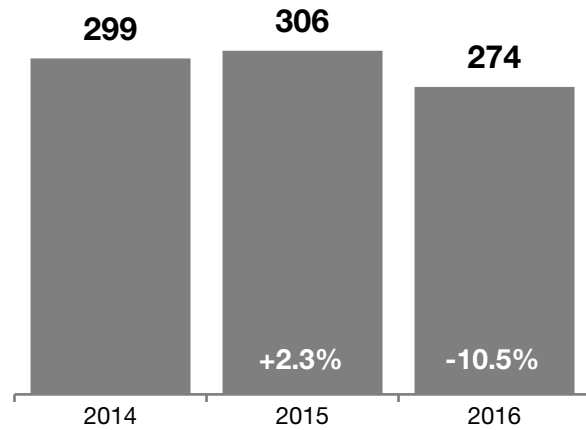
Housing Affordability Index

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.**



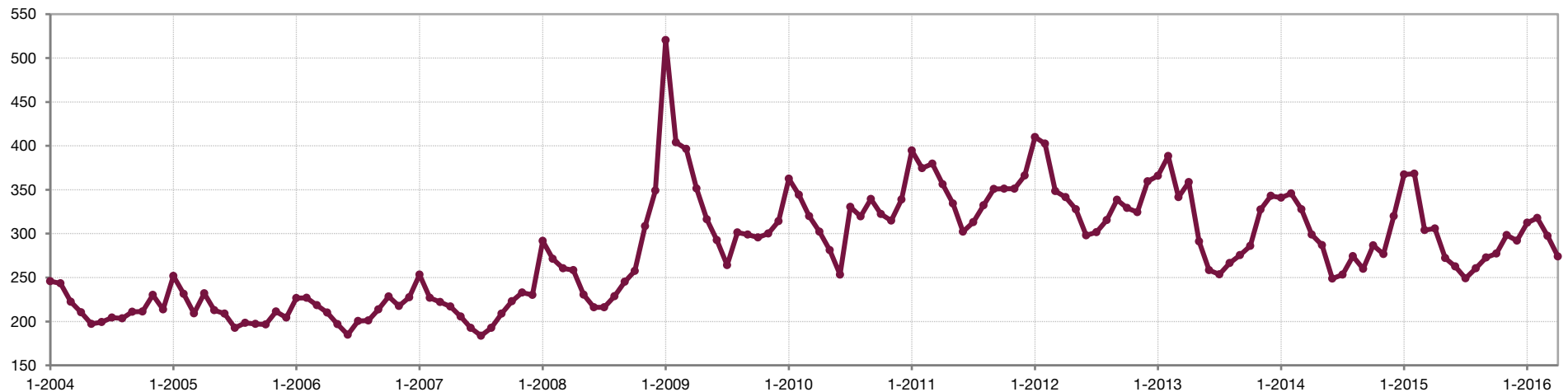
April

Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	306	274	-10.5%
12-Month Avg	296	282	-3.9%

Historical Housing Affordability Index

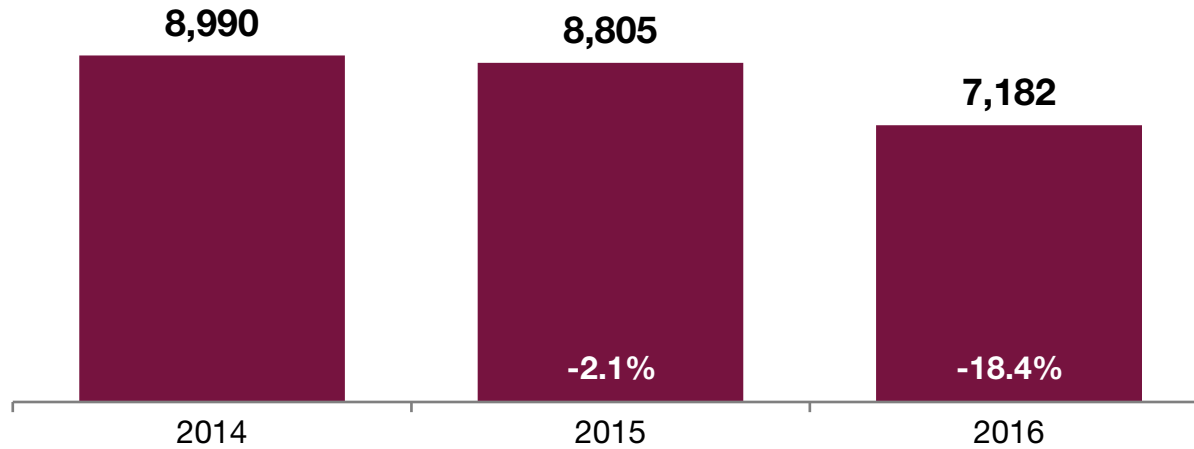


Inventory of Homes for Sale

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

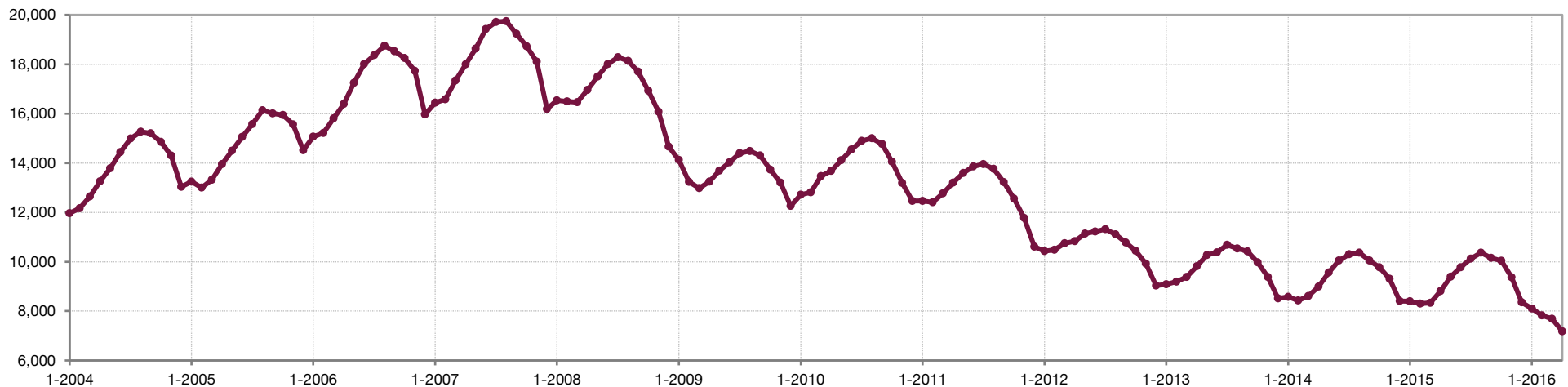


April



Month	Prior Year	Current Year	+ / -
May	9,561	9,388	-1.8%
June	10,045	9,775	-2.7%
July	10,305	10,120	-1.8%
August	10,365	10,364	-0.0%
September	10,044	10,156	+1.1%
October	9,770	10,037	+2.7%
November	9,311	9,366	+0.6%
December	8,403	8,358	-0.5%
January	8,395	8,100	-3.5%
February	8,300	7,820	-5.8%
March	8,337	7,691	-7.7%
April	8,805	7,182	-18.4%
12-Month Avg	9,303	9,030	-3.2%

Historical Inventory of Homes for Sale

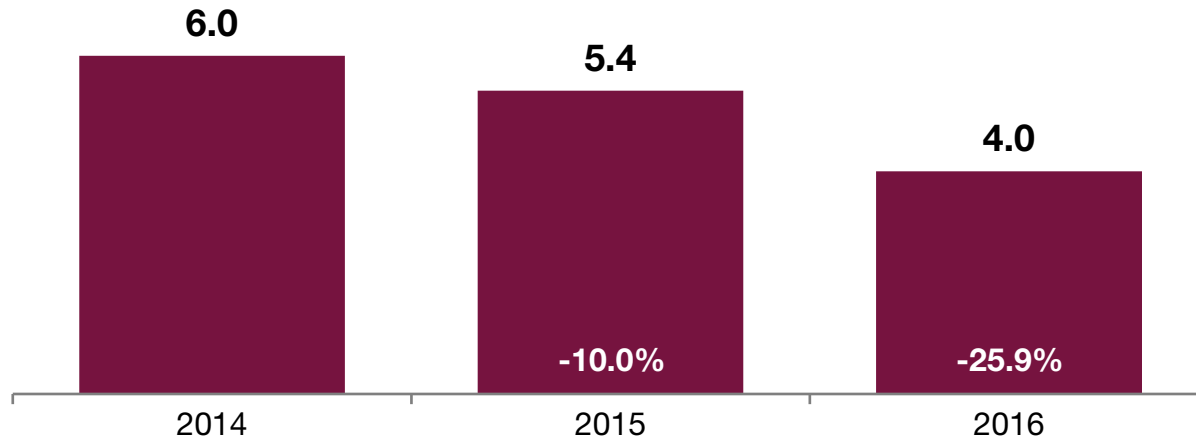


Months Supply of Inventory

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.



April



Month	Prior Year	Current Year	+ / -
May	6.4	5.7	-10.9%
June	6.7	5.8	-13.4%
July	6.8	6.0	-11.8%
August	6.9	6.1	-11.6%
September	6.6	5.9	-10.6%
October	6.4	5.8	-9.4%
November	6.1	5.4	-11.5%
December	5.5	4.8	-12.7%
January	5.4	4.6	-14.8%
February	5.3	4.4	-17.0%
March	5.2	4.3	-17.3%
April	5.4	4.0	-25.9%
12-Month Avg	6.1	5.2	-14.8%

Historical Months Supply of Inventory

