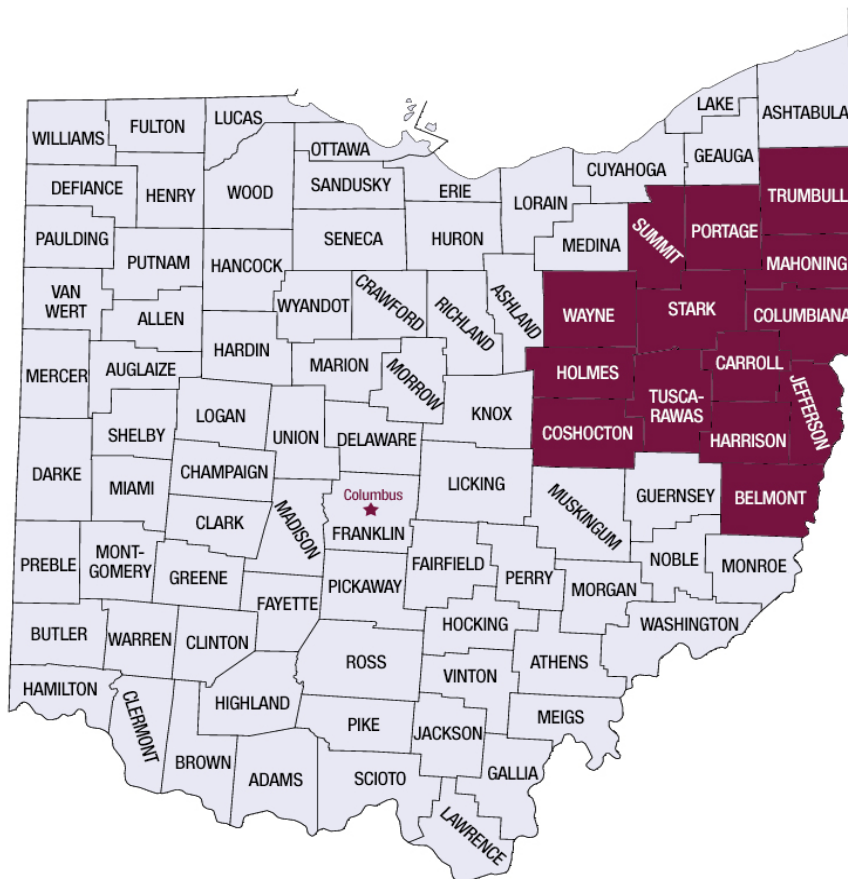


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



June 2016



Quick Facts

+ 2.8%

+ 6.8%

- 21.2%

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.



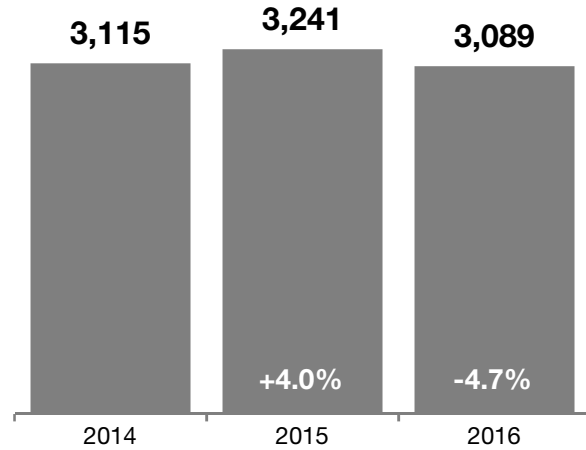
Key Metrics	Historical Sparklines	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		3,241	3,089	- 4.7%	16,463	15,810	- 4.0%
Pending Sales		2,066	2,514	+ 21.7%	10,773	11,679	+ 8.4%
Closed Sales		2,127	2,186	+ 2.8%	9,326	9,878	+ 5.9%
Days on Market Until Sale		91	90	- 1.1%	102	103	+ 1.0%
Median Sales Price		\$117,000	\$124,900	+ 6.8%	\$105,000	\$112,900	+ 7.5%
Average Sales Price		\$141,749	\$148,865	+ 5.0%	\$126,601	\$134,265	+ 6.1%
Percent of Original List Price Received		92.8%	93.9%	+ 1.2%	91.3%	92.1%	+ 0.8%
Housing Affordability Index		263	255	- 2.8%	293	282	- 3.5%
Inventory of Homes for Sale		9,786	7,713	- 21.2%	--	--	--
Months Supply of Homes for Sale		5.8	4.3	- 25.9%	--	--	--

New Listings

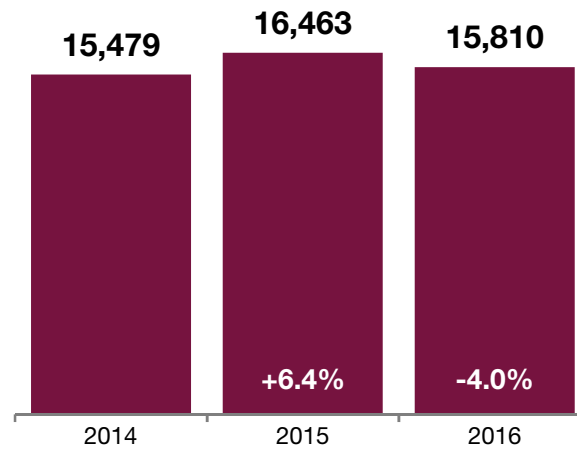
A count of the properties that have been newly listed on the market in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
July	3,086	3,201	+3.7%
August	2,636	3,031	+15.0%
September	2,525	2,640	+4.6%
October	2,478	2,589	+4.5%
November	1,876	1,835	-2.2%
December	1,500	1,488	-0.8%
January	2,104	1,989	-5.5%
February	1,979	2,130	+7.6%
March	2,695	2,695	0.0%
April	3,167	2,855	-9.9%
May	3,277	3,052	-6.9%
June	3,241	3,089	-4.7%
12-Month Avg	2,547	2,550	+0.1%

Historical New Listing Activity

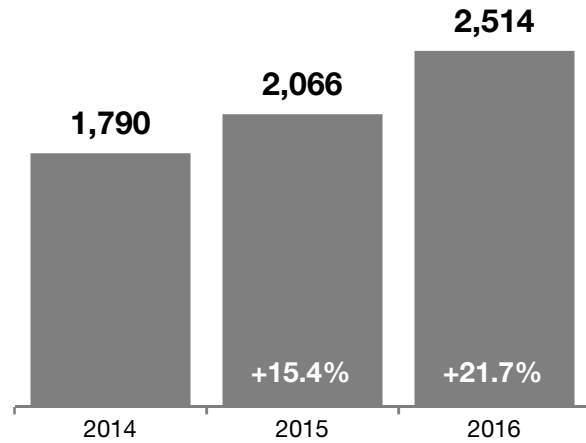


Pending Sales

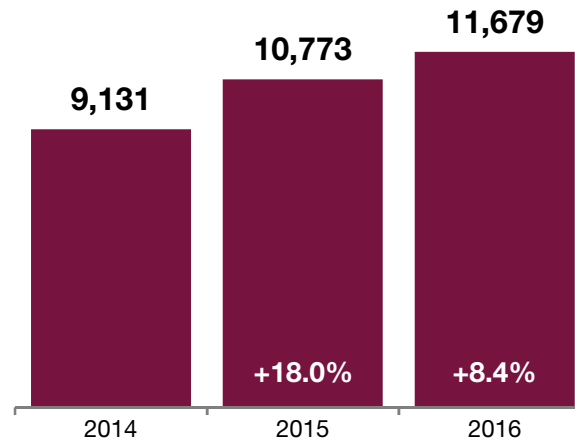
A count of the properties on which contracts have been accepted in a given month.



June

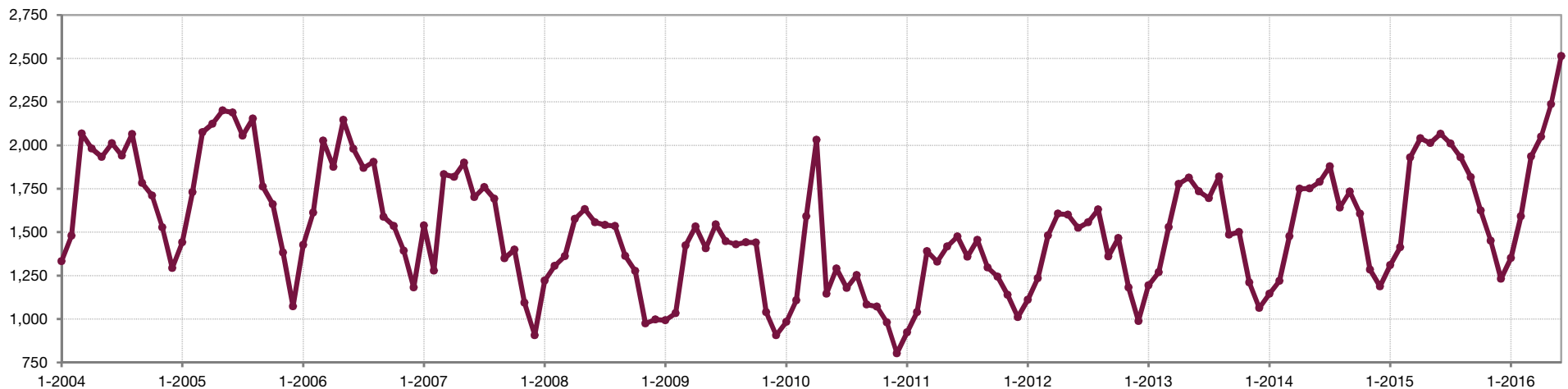


Year To Date



Month	Prior Year	Current Year	+ / -
July	1,879	2,010	+7.0%
August	1,642	1,932	+17.7%
September	1,734	1,816	+4.7%
October	1,606	1,625	+1.2%
November	1,284	1,451	+13.0%
December	1,187	1,231	+3.7%
January	1,310	1,351	+3.1%
February	1,413	1,592	+12.7%
March	1,930	1,936	+0.3%
April	2,041	2,049	+0.4%
May	2,013	2,237	+11.1%
June	2,066	2,514	+21.7%
12-Month Avg	1,675	1,812	+8.2%

Historical Pending Sales Activity

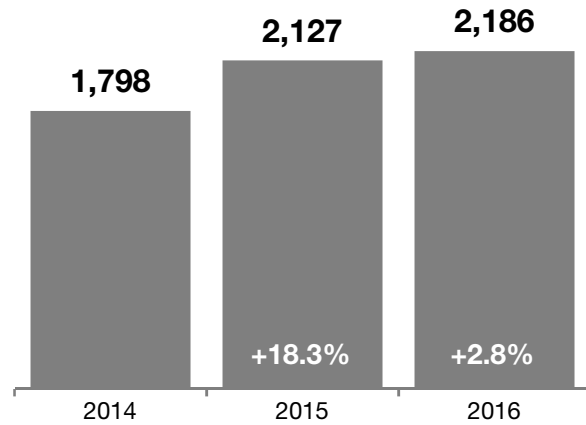


Closed Sales

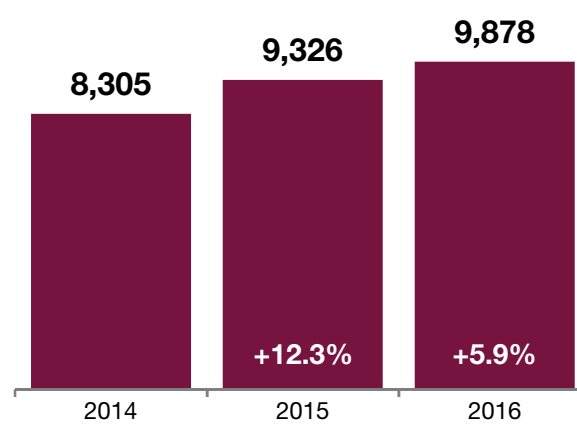
A count of the actual sales that have closed in a given month.



June

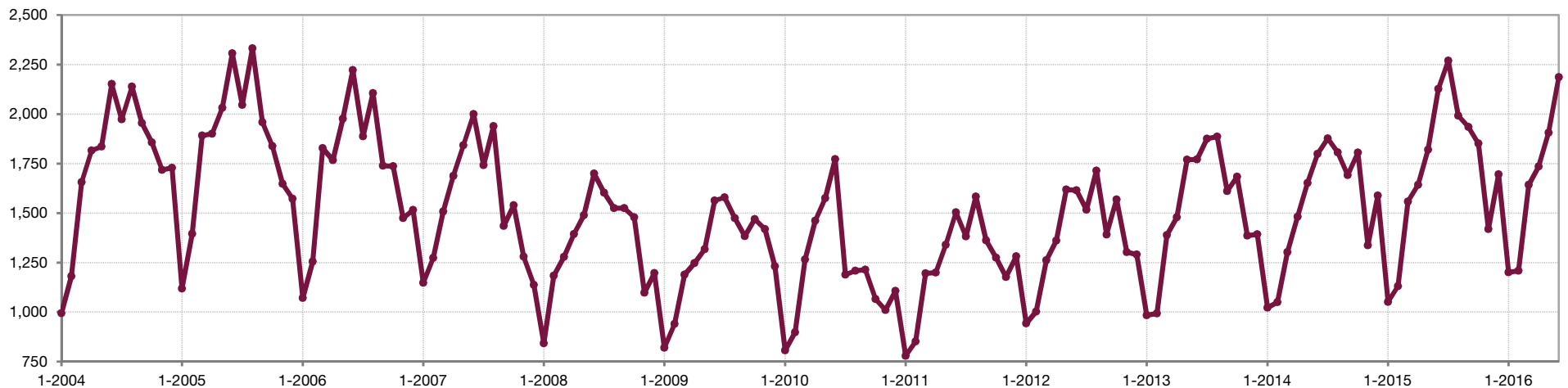


Year To Date



Month	Prior Year	Current Year	+ / -
July	1,876	2,270	+21.0%
August	1,807	1,992	+10.2%
September	1,691	1,935	+14.4%
October	1,805	1,851	+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	1,209	+7.0%
March	1,557	1,642	+5.5%
April	1,642	1,735	+5.7%
May	1,819	1,906	+4.8%
June	2,127	2,186	+2.8%
12-Month Avg	1,619	1,753	+8.4%

Historical Closed Sales Activity

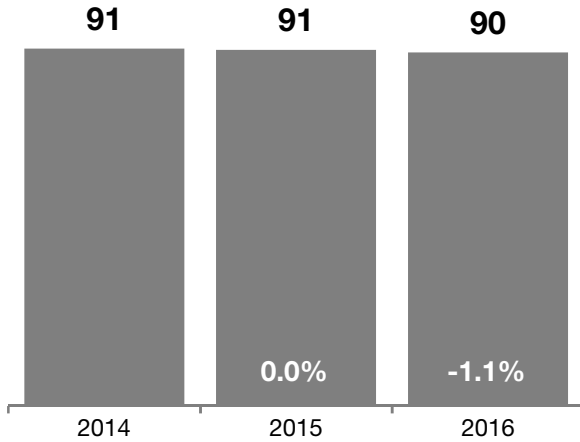


Days on Market Until Sale

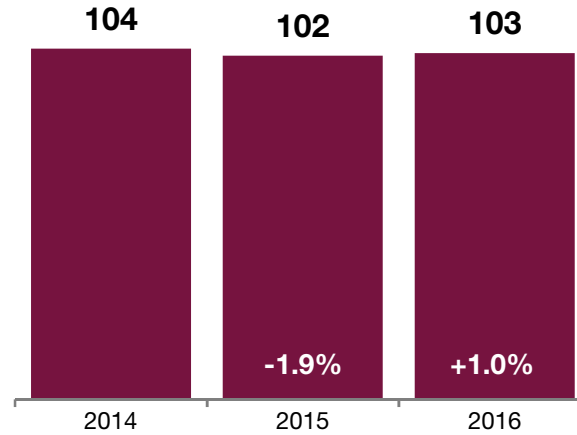
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
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	105	-5.4%
May	95	98	+3.2%
June	91	90	-1.1%
12-Month Avg	97	96	-1.0%

Historical Days on Market Until Sale

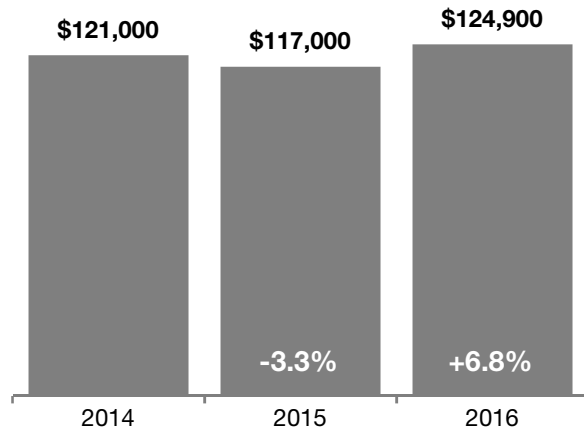


Median Sales Price

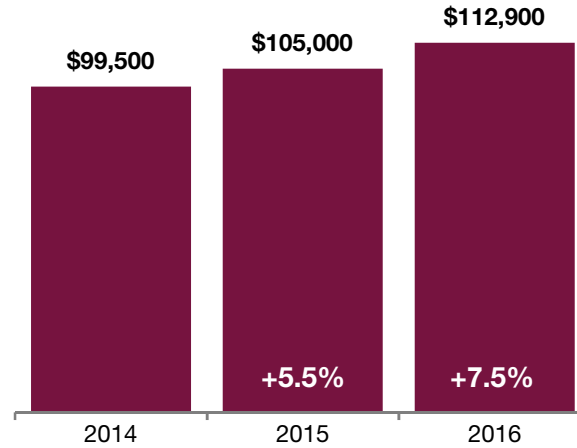
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
July	\$118,500	\$121,500	+2.5%
August	\$110,000	\$117,000	+6.4%
September	\$115,000	\$113,000	-1.7%
October	\$106,000	\$110,750	+4.5%
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	\$114,900	+12.6%
May	\$115,000	\$118,000	+2.6%
June	\$117,000	\$124,900	+6.8%
12-Month Med	\$108,000	\$113,000	+4.6%

Historical Median Sales Price

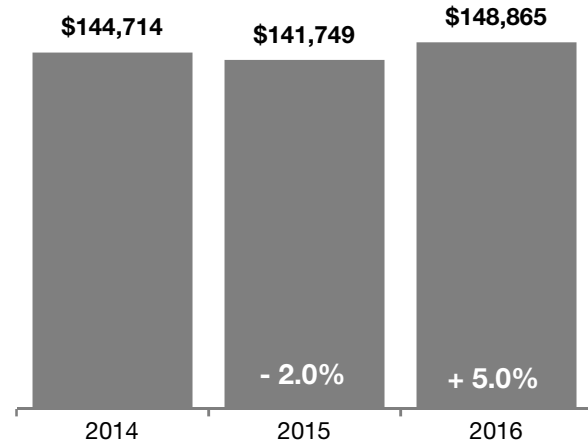


Average Sales Price

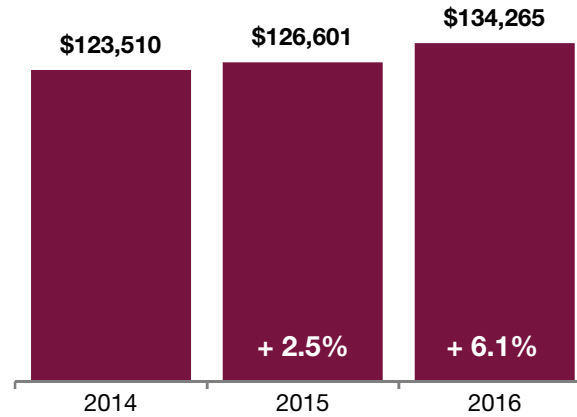
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
July	\$138,167	\$144,510	+4.6%
August	\$132,999	\$136,442	+2.6%
September	\$131,782	\$134,517	+2.1%
October	\$125,357	\$130,731	+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	\$124,904	+11.5%
March	\$126,118	\$126,772	+0.5%
April	\$120,848	\$135,825	+12.4%
May	\$132,998	\$137,037	+3.0%
June	\$141,749	\$148,865	+5.0%
12-Month Avg	\$128,318	\$134,355	+4.7%

Historical Average Sales Price



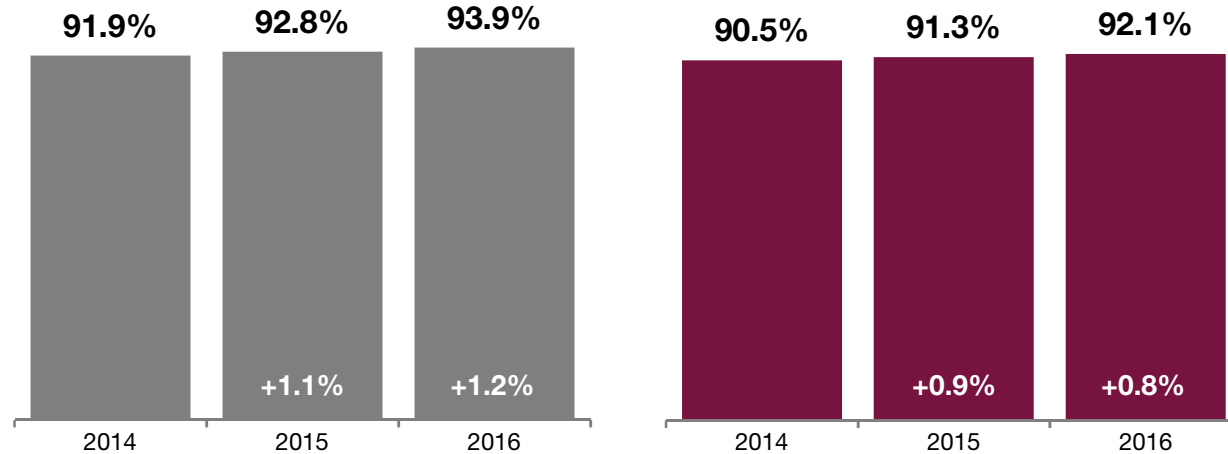
Percent of Original List Price Received



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.

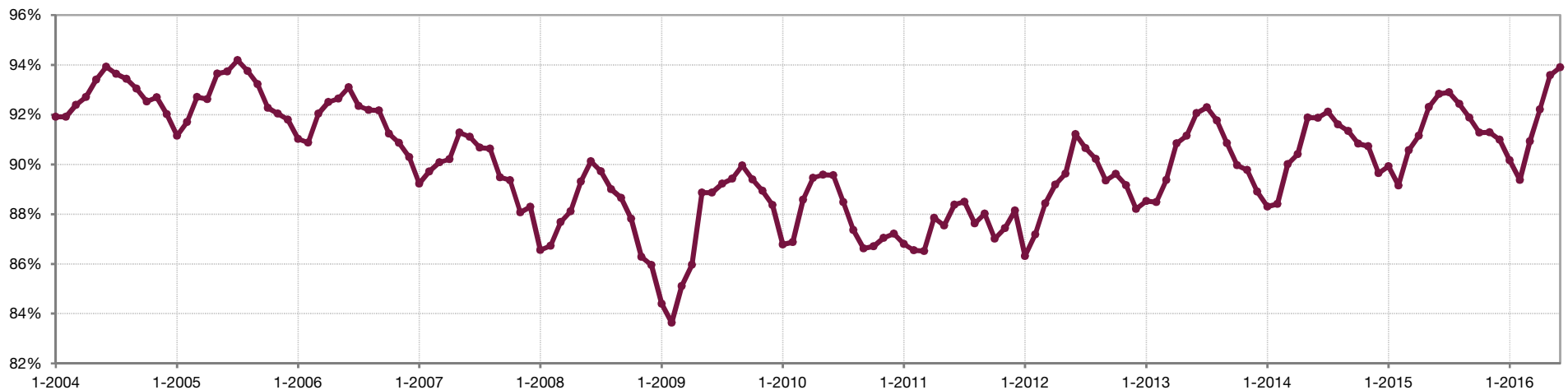
June

Year To Date



Month	Prior Year	Current Year	+ / -
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%	92.2%	+1.2%
May	92.3%	93.6%	+1.4%
June	92.8%	93.9%	+1.2%
12-Month Avg	91.2%	92.0%	+0.8%

Historical Percent of Original List Price Received



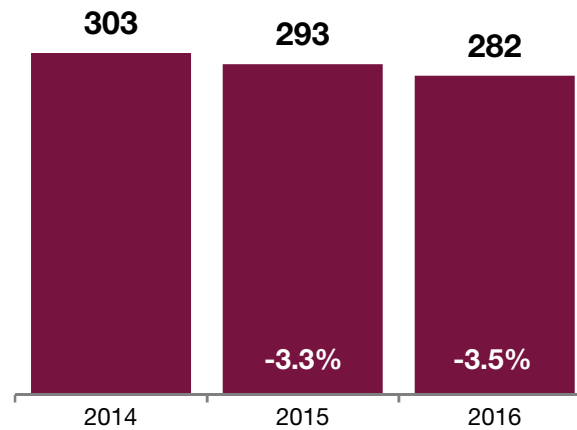
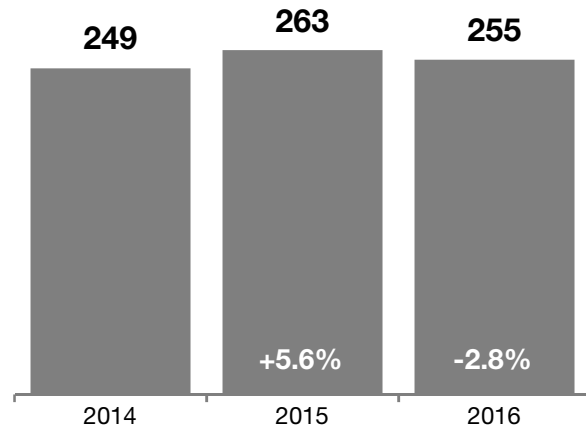
Housing Affordability Index



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.**

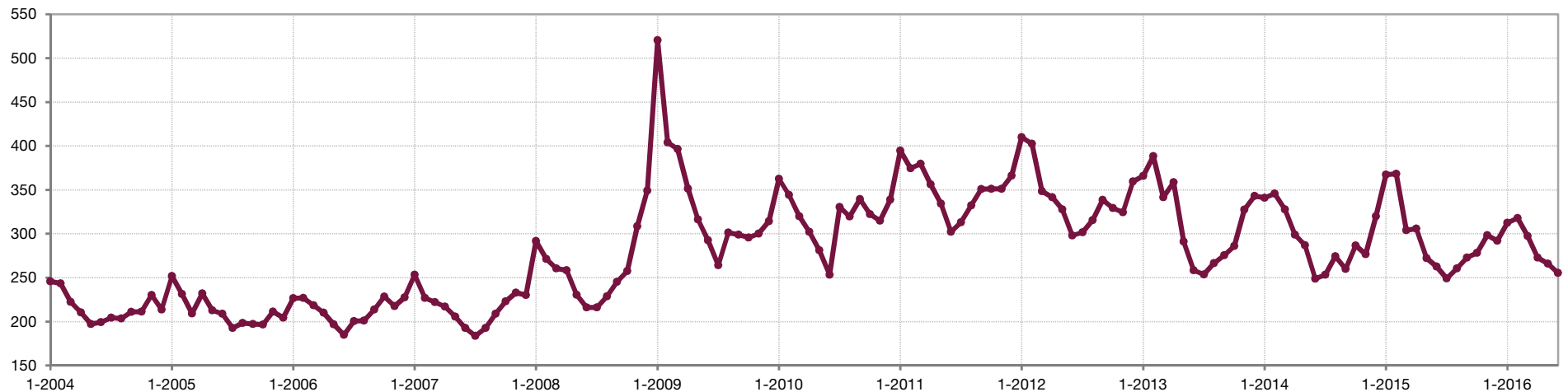
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	253	249	-1.7%
August	274	260	-5.0%
September	260	273	+5.0%
October	287	278	-3.0%
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	273	-10.8%
May	272	266	-2.3%
June	263	255	-2.8%
12-Month Avg	296	281	-4.4%

Historical Housing Affordability Index

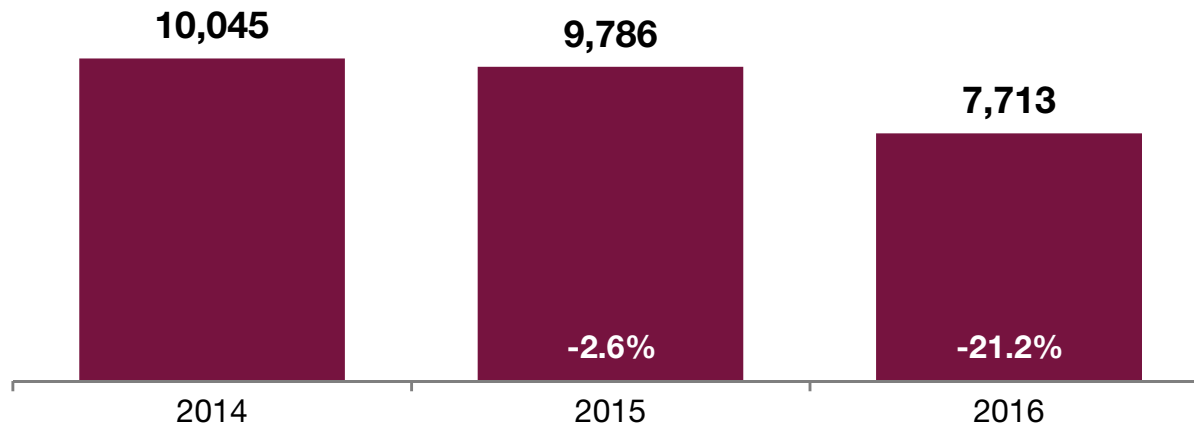


Inventory of Homes for Sale

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

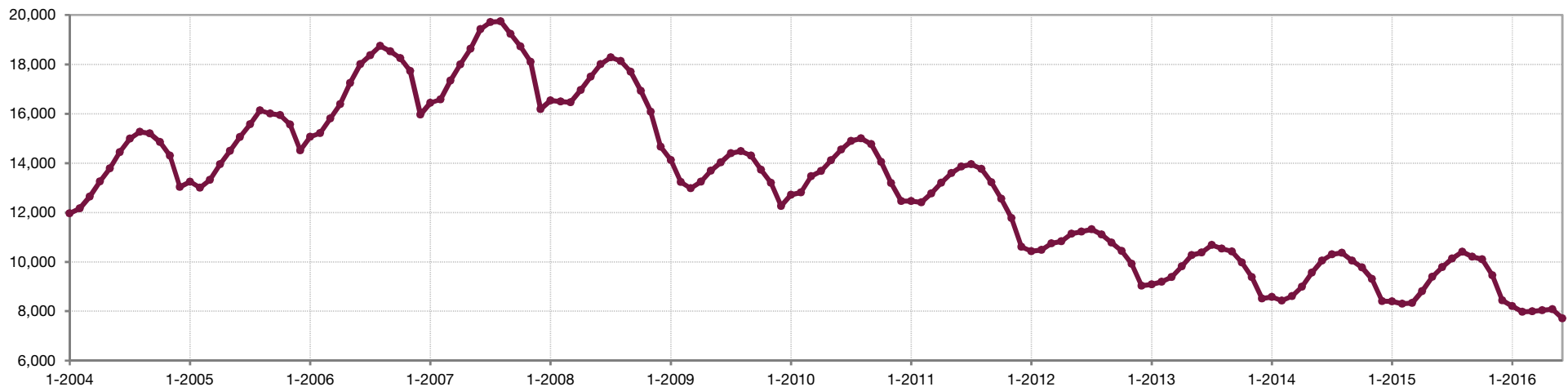


June



Month	Prior Year	Current Year	+ / -
July	10,305	10,137	-1.6%
August	10,365	10,403	+0.4%
September	10,044	10,209	+1.6%
October	9,770	10,106	+3.4%
November	9,311	9,451	+1.5%
December	8,404	8,439	+0.4%
January	8,396	8,202	-2.3%
February	8,300	7,978	-3.9%
March	8,338	7,996	-4.1%
April	8,807	8,036	-8.8%
May	9,393	8,074	-14.0%
June	9,786	7,713	-21.2%
12-Month Avg	9,268	8,895	-4.0%

Historical Inventory of Homes for Sale

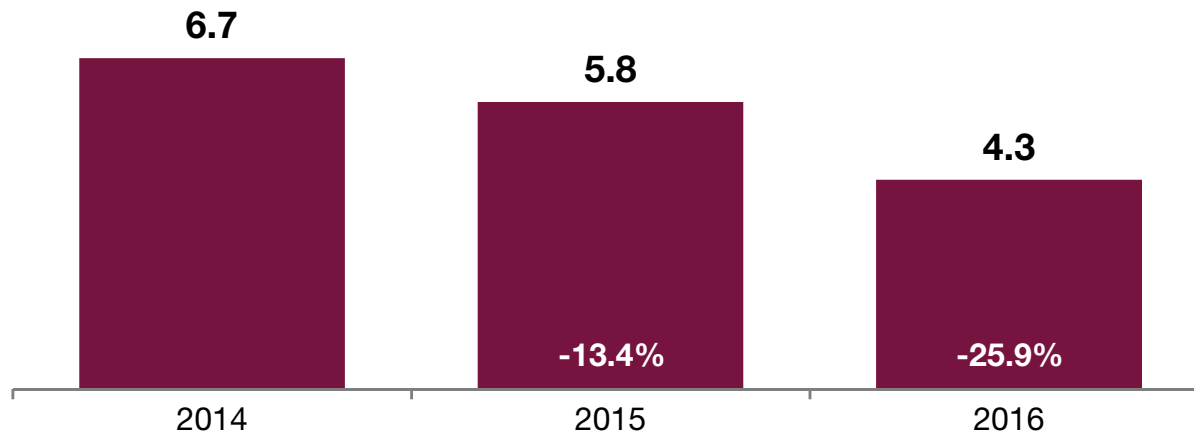


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
July	6.8	6.0	-11.8%
August	6.9	6.1	-11.6%
September	6.6	5.9	-10.6%
October	6.4	5.9	-7.8%
November	6.1	5.5	-9.8%
December	5.5	4.9	-10.9%
January	5.4	4.7	-13.0%
February	5.3	4.5	-15.1%
March	5.2	4.6	-11.5%
April	5.4	4.6	-14.8%
May	5.7	4.5	-21.1%
June	5.8	4.3	-25.9%
12-Month Avg	5.9	5.1	-13.6%

Historical Months Supply of Inventory

