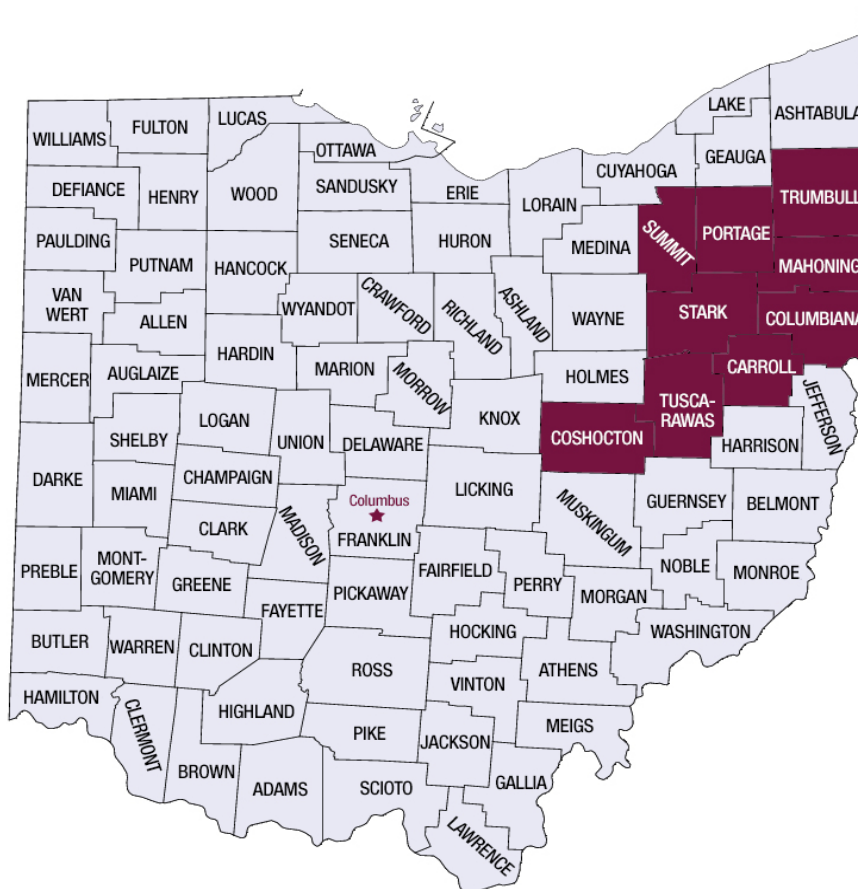


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



March 2015



Quick Facts

+ 17.4% **+ 13.5%** **- 10.9%**

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.



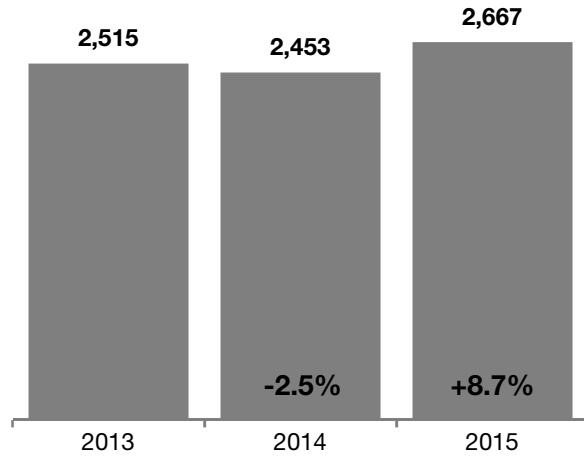
Key Metrics	Historical Sparklines	3-2014	3-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		2,453	2,667	+ 8.7%	6,396	6,731	+ 5.2%
Pending Sales		1,477	2,270	+ 53.7%	3,843	5,108	+ 32.9%
Closed Sales		1,302	1,528	+ 17.4%	3,374	3,703	+ 9.8%
Days on Market Until Sale		99	113	+ 13.3%	109	109	+ 0.2%
Median Sales Price		\$89,900	\$102,000	+ 13.5%	\$87,000	\$90,250	+ 3.7%
Average Sales Price		\$113,660	\$126,661	+ 11.4%	\$110,588	\$117,630	+ 6.4%
Percent of Original List Price Received		90.0%	90.6%	+ 0.6%	89.0%	90.0%	+ 1.1%
Housing Affordability Index		328	303	- 7.6%	339	342	+ 1.0%
Inventory of Homes for Sale		8,596	7,663	- 10.9%	--	--	--
Months Supply of Homes for Sale		5.8	4.6	- 19.4%	--	--	--

New Listings

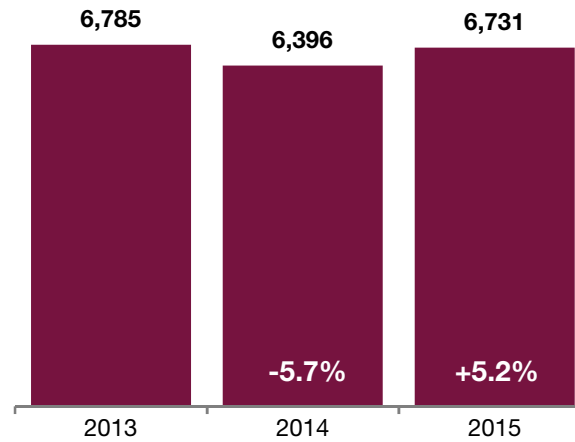
A count of the properties that have been newly listed on the market in a given month.



March

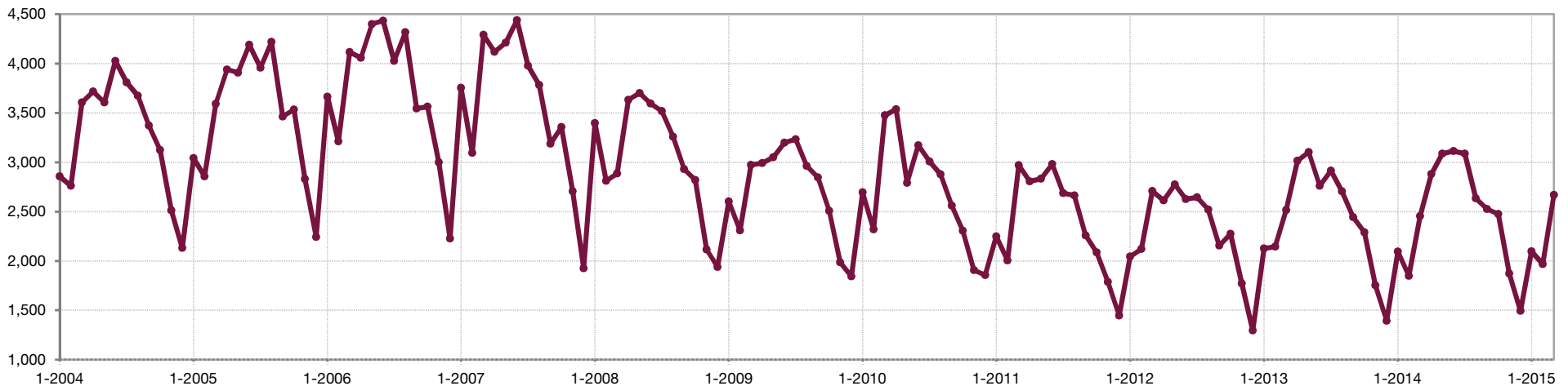


Year To Date



Month	Prior Year	Current Year	+ / -
April	3,016	2,879	-4.5%
May	3,102	3,085	-0.5%
June	2,760	3,114	+12.8%
July	2,915	3,085	+5.8%
August	2,704	2,635	-2.6%
September	2,442	2,524	+3.4%
October	2,291	2,476	+8.1%
November	1,753	1,872	+6.8%
December	1,392	1,494	+7.3%
January	2,095	2,096	+0.0%
February	1,848	1,968	+6.5%
March	2,453	2,667	+8.7%
12-Month Avg	2,398	2,491	+3.9%

Historical New Listing Activity

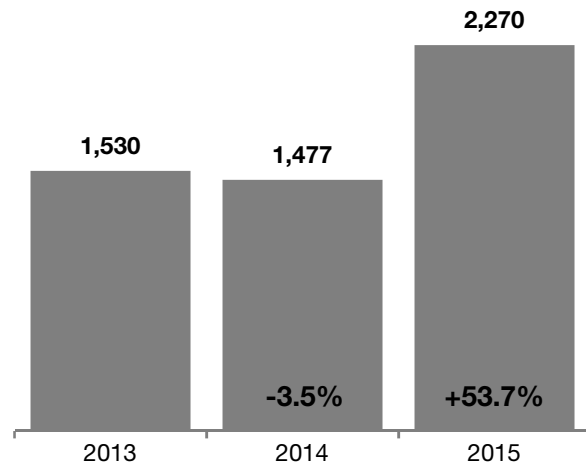


Pending Sales

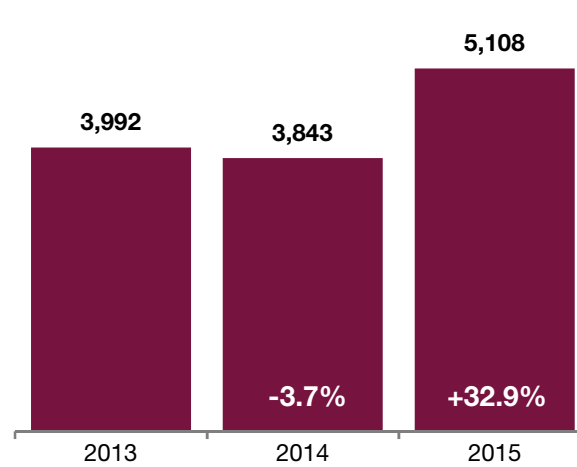
A count of the properties on which contracts have been accepted in a given month.



March

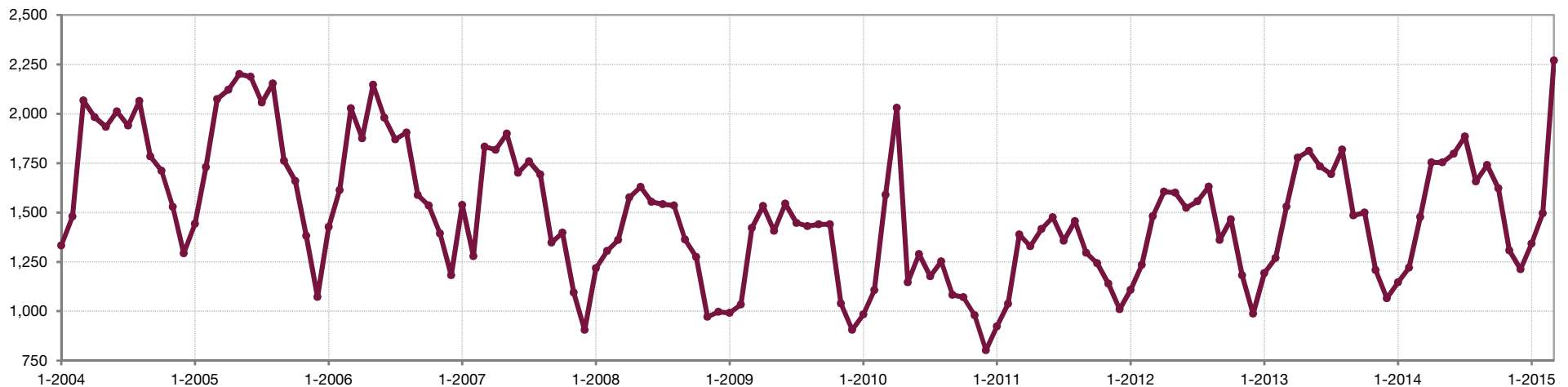


Year To Date



Month	Prior Year	Current Year	+ / -
April	1,777	1,754	-1.3%
May	1,812	1,753	-3.3%
June	1,734	1,797	+3.6%
July	1,694	1,885	+11.3%
August	1,818	1,657	-8.9%
September	1,485	1,740	+17.2%
October	1,500	1,623	+8.2%
November	1,209	1,307	+8.1%
December	1,065	1,212	+13.8%
January	1,146	1,342	+17.1%
February	1,220	1,496	+22.6%
March	1,477	2,270	+53.7%
12-Month Avg	1,495	1,653	+10.6%

Historical Pending Sales Activity

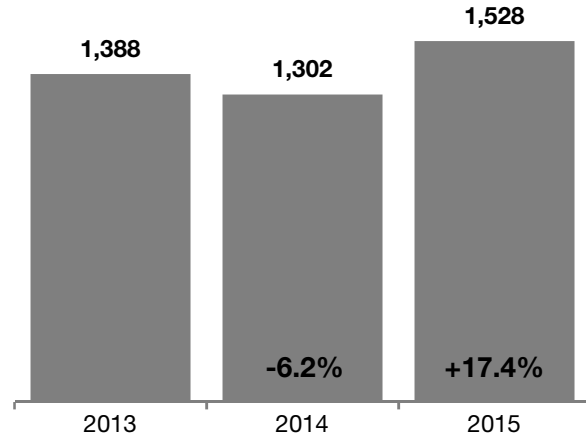


Closed Sales

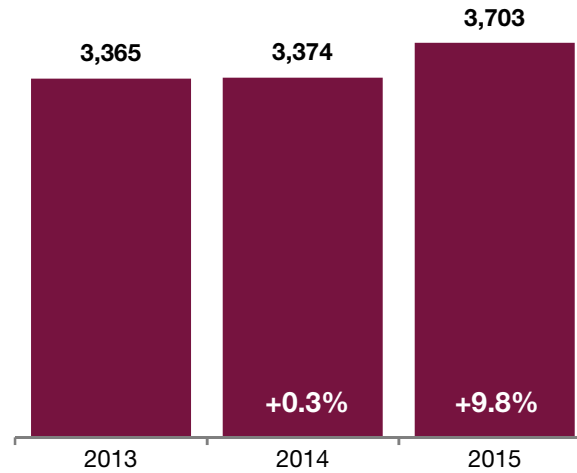
A count of the actual sales that have closed in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	1,478	1,480	+0.1%
May	1,769	1,652	-6.6%
June	1,771	1,798	+1.5%
July	1,875	1,876	+0.1%
August	1,882	1,806	-4.0%
September	1,611	1,690	+4.9%
October	1,681	1,802	+7.2%
November	1,384	1,334	-3.6%
December	1,390	1,586	+14.1%
January	1,022	1,051	+2.8%
February	1,050	1,124	+7.0%
March	1,302	1,528	+17.4%
12-Month Avg	1,518	1,561	+3.4%

Historical Closed Sales Activity

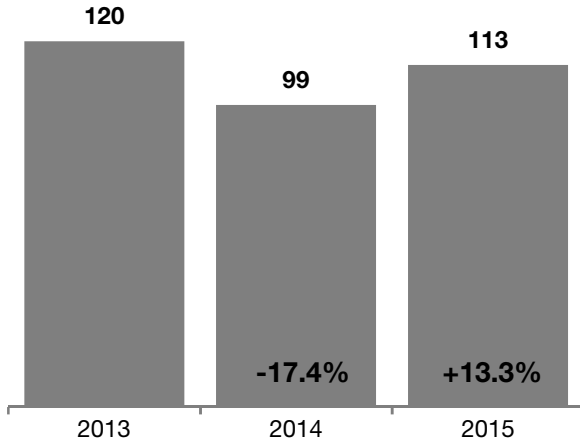


Days on Market Until Sale

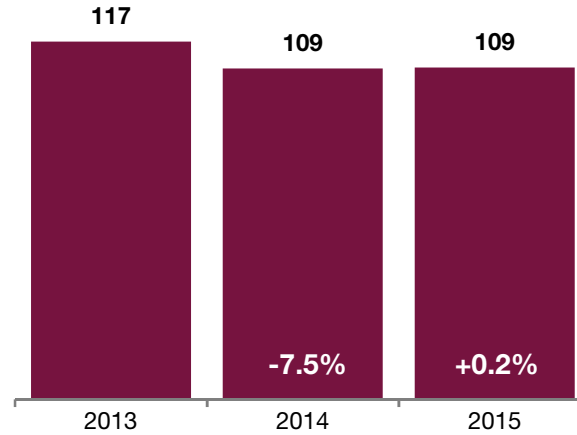
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	117	110	-5.6%
May	112	105	-6.5%
June	100	91	-8.8%
July	99	87	-12.2%
August	95	92	-3.1%
September	93	87	-6.3%
October	101	97	-3.6%
November	101	91	-9.3%
December	106	103	-3.2%
January	110	109	-1.1%
February	119	104	-12.5%
March	99	113	+13.3%
12-Month Avg	104	98	-5.1%

Historical Days on Market Until Sale

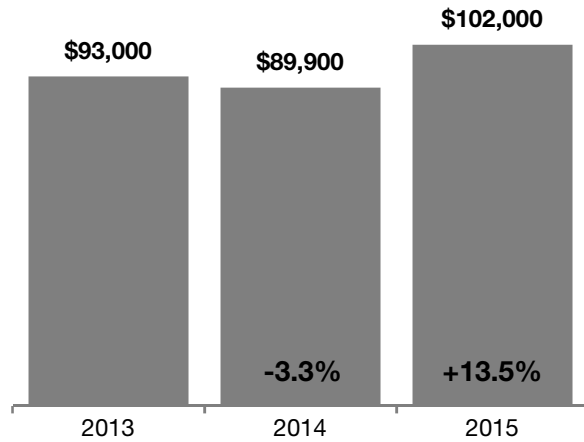


Median Sales Price

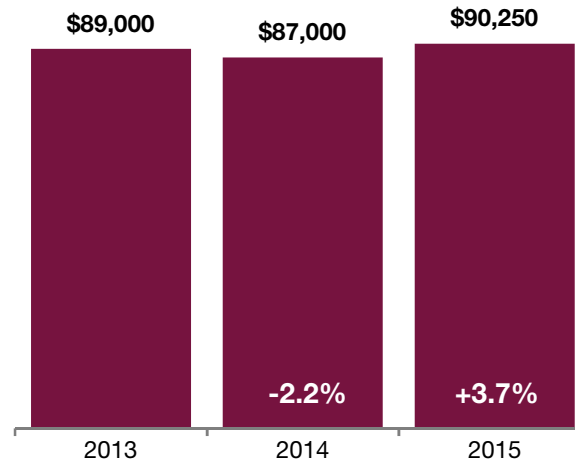
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$90,000	\$98,000	+8.9%
May	\$107,125	\$105,000	-2.0%
June	\$114,000	\$121,000	+6.1%
July	\$117,000	\$118,500	+1.3%
August	\$110,050	\$110,000	-0.0%
September	\$108,000	\$115,000	+6.5%
October	\$104,000	\$105,900	+1.8%
November	\$96,000	\$110,000	+14.6%
December	\$87,900	\$96,000	+9.2%
January	\$85,000	\$85,000	0.0%
February	\$85,000	\$84,950	-0.1%
March	\$89,900	\$102,000	+13.5%
12-Month Med	\$101,000	\$107,000	+5.9%

Historical Median Sales Price

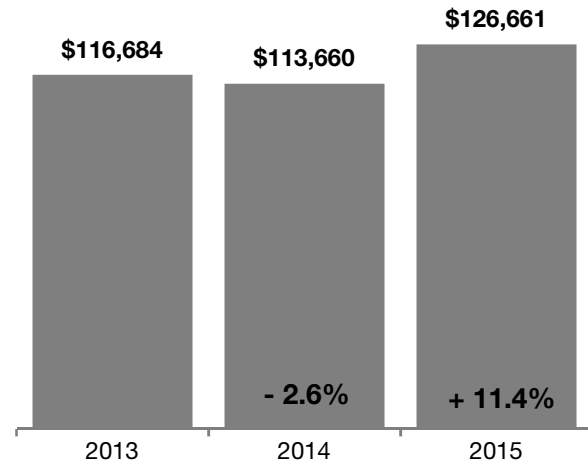


Average Sales Price

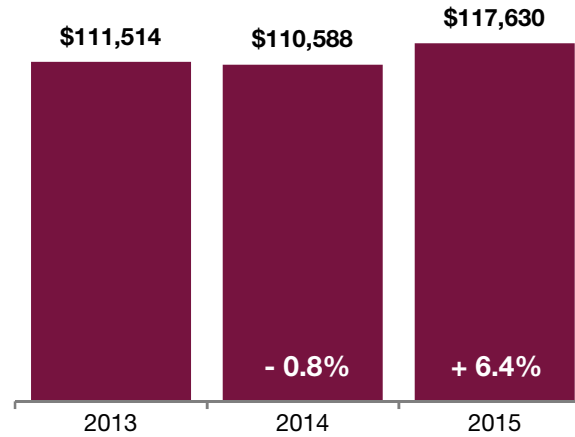
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$117,284	\$121,339	+3.5%
May	\$128,357	\$128,759	+0.3%
June	\$138,846	\$144,714	+4.2%
July	\$135,107	\$138,126	+2.2%
August	\$133,470	\$132,984	-0.4%
September	\$125,251	\$131,844	+5.3%
October	\$124,192	\$125,238	+0.8%
November	\$119,463	\$126,554	+5.9%
December	\$113,899	\$122,559	+7.6%
January	\$108,445	\$110,163	+1.6%
February	\$108,839	\$112,170	+3.1%
March	\$113,660	\$126,661	+11.4%
12-Month Avg	\$123,983	\$128,113	+3.3%

Historical Average Sales Price

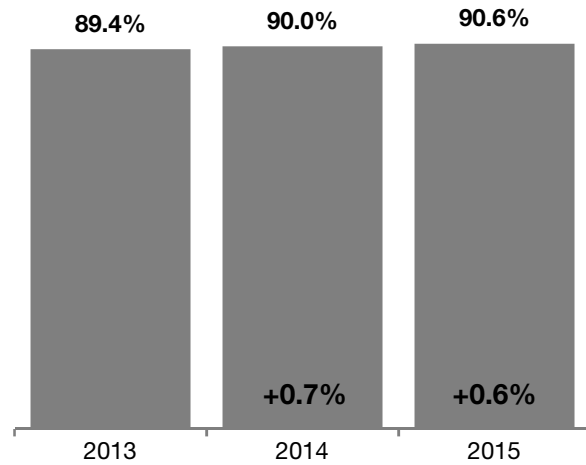


Percent of Original List Price Received

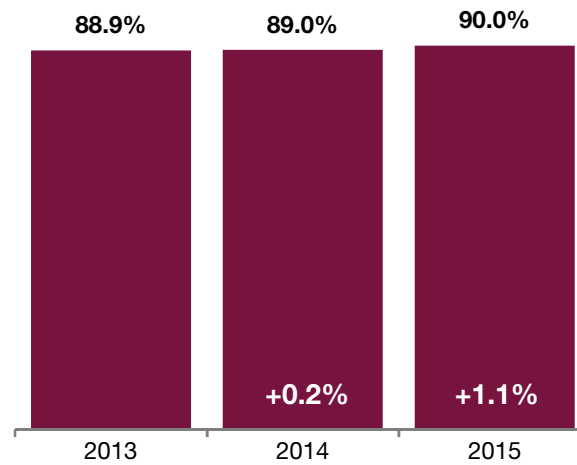
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

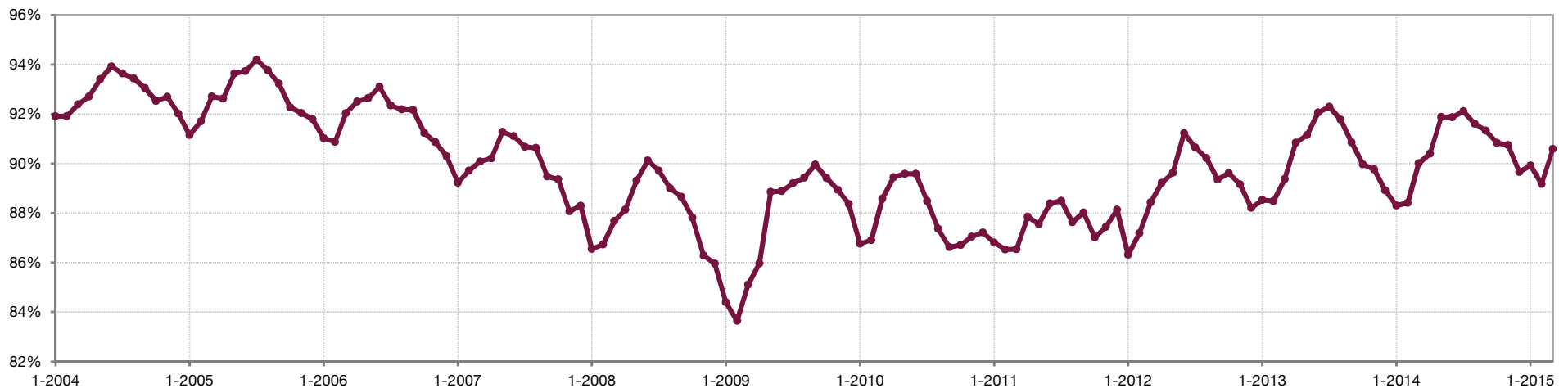


Year To Date



Month	Prior Year	Current Year	+ / -
April	90.8%	90.4%	-0.5%
May	91.1%	91.9%	+0.8%
June	92.1%	91.9%	-0.2%
July	92.3%	92.1%	-0.2%
August	91.8%	91.6%	-0.2%
September	90.9%	91.3%	+0.5%
October	90.0%	90.8%	+1.0%
November	89.8%	90.7%	+1.1%
December	88.9%	89.7%	+0.8%
January	88.3%	89.9%	+1.8%
February	88.4%	89.2%	+0.9%
March	90.0%	90.6%	+0.6%
12-Month Avg	90.6%	91.0%	+0.4%

Historical Percent of Original List Price Received

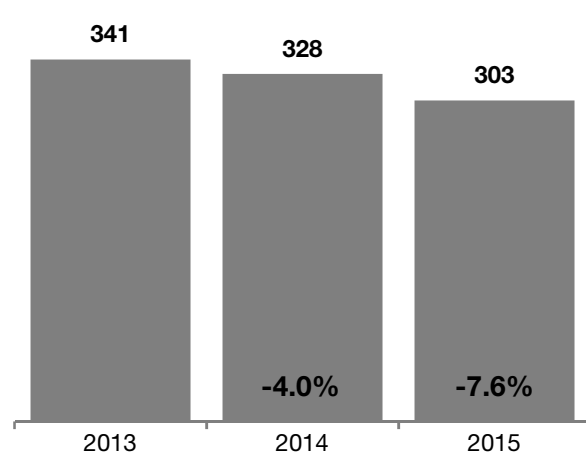


Housing Affordability Index

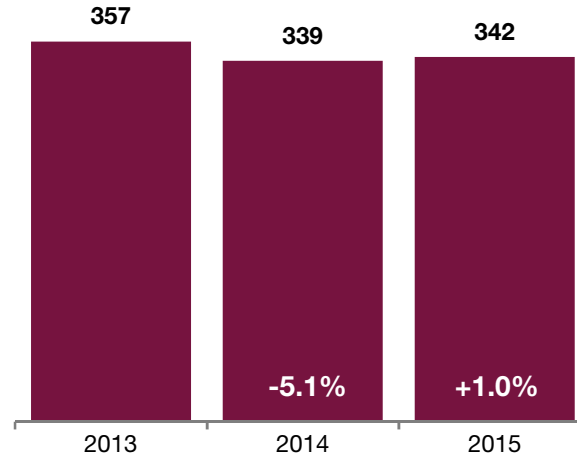


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

March

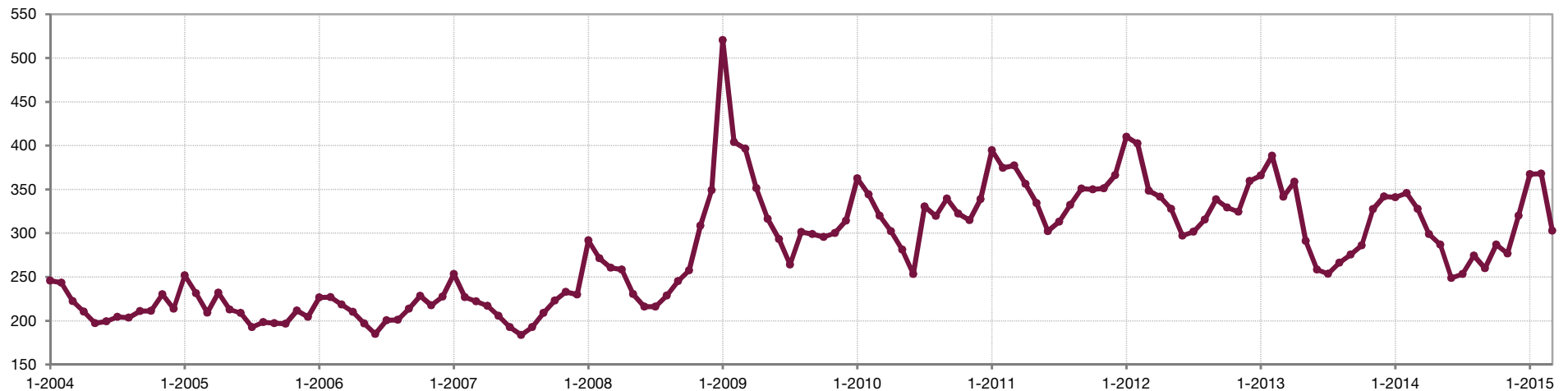


Year To Date



Month	Prior Year	Current Year	+ / -
April	359	299	-16.6%
May	291	287	-1.4%
June	259	249	-3.7%
July	254	253	-0.1%
August	266	274	+3.0%
September	275	260	-5.6%
October	286	287	+0.3%
November	327	277	-15.4%
December	342	320	-6.4%
January	341	367	+7.8%
February	346	368	+6.4%
March	328	303	-7.6%
12-Month Avg	306	295	-3.3%

Historical Housing Affordability Index

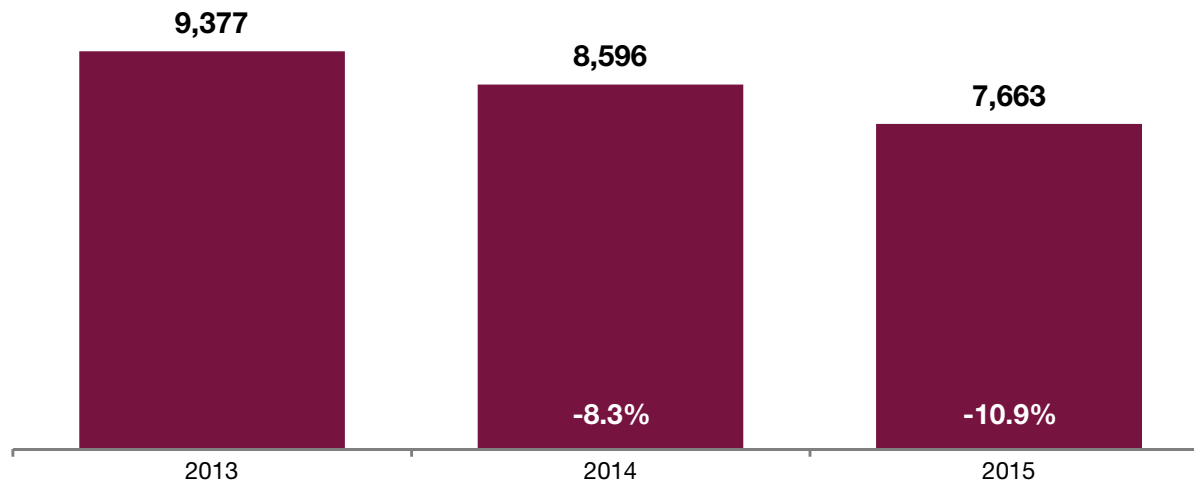


Inventory of Homes for Sale

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

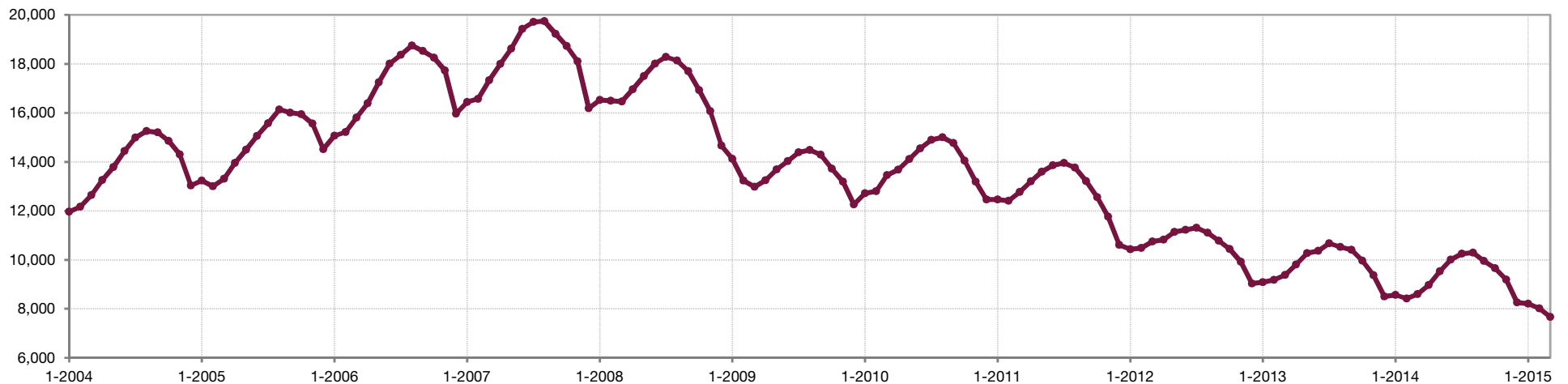


March



Month	Prior Year	Current Year	+ / -
April	9,808	8,970	-8.5%
May	10,268	9,534	-7.1%
June	10,369	10,005	-3.5%
July	10,674	10,250	-4.0%
August	10,528	10,290	-2.3%
September	10,411	9,957	-4.4%
October	9,964	9,656	-3.1%
November	9,371	9,189	-1.9%
December	8,505	8,261	-2.9%
January	8,565	8,203	-4.2%
February	8,423	8,014	-4.9%
March	8,596	7,663	-10.9%
12-Month Avg	9,624	9,166	-4.8%

Historical Inventory of Homes for Sale

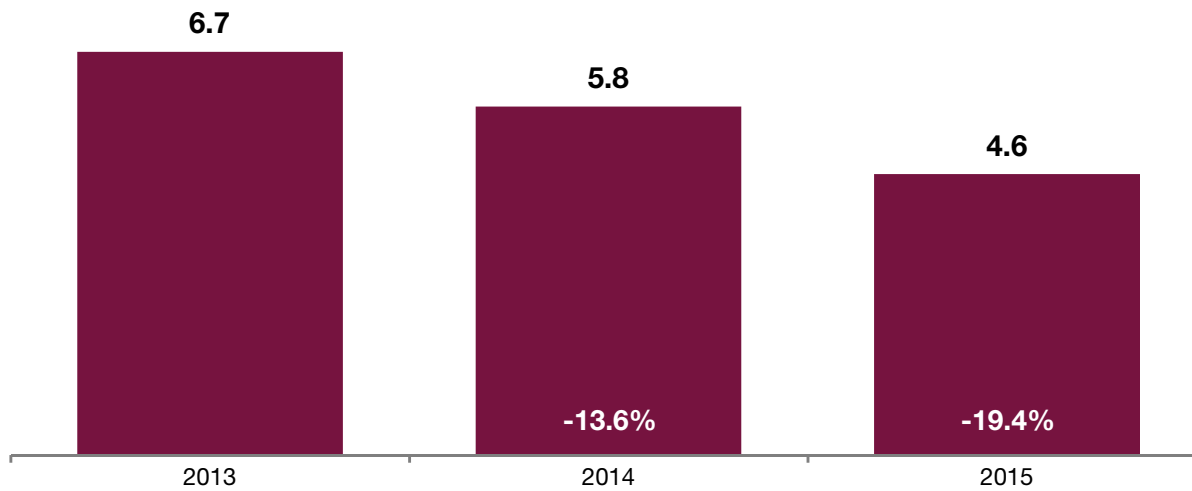


Months Supply of Inventory

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	6.9	6.0	-12.8%
May	7.1	6.4	-10.1%
June	7.1	6.7	-5.8%
July	7.3	6.8	-6.5%
August	7.1	6.9	-2.9%
September	7.0	6.6	-5.7%
October	6.6	6.3	-4.9%
November	6.2	6.0	-4.2%
December	5.6	5.3	-5.4%
January	5.7	5.2	-7.9%
February	5.6	5.1	-10.1%
March	5.8	4.6	-19.4%
12-Month Avg	6.5	6.0	-7.8%

Historical Months Supply of Inventory

