

Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



January 2013



Quick Facts

+ 0.1% **+ 18.2%** **- 18.1%**

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.



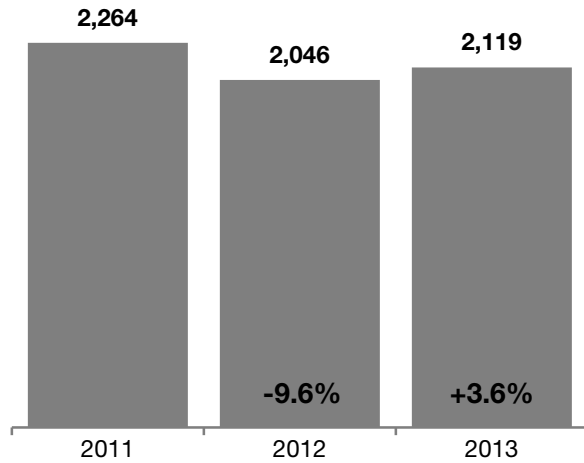
Key Metrics	Historical Sparklines	1-2012	1-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		2,046	2,119	+ 3.6%	2,046	2,119	+ 3.6%
Pending Sales		1,109	1,252	+ 12.9%	1,109	1,252	+ 12.9%
Closed Sales		943	944	+ 0.1%	943	944	+ 0.1%
Days on Market Until Sale		140	113	- 19.6%	140	113	- 19.6%
Median Sales Price		\$77,000	\$91,000	+ 18.2%	\$77,000	\$91,000	+ 18.2%
Average Sales Price		\$99,875	\$110,562	+ 10.7%	\$99,875	\$110,562	+ 10.7%
Percent of Original List Price Received		86.3%	88.5%	+ 2.5%	86.3%	88.5%	+ 2.5%
Housing Affordability Index		312	291	- 6.8%	312	291	- 6.8%
Inventory of Homes for Sale		10,518	8,611	- 18.1%	--	--	--
Months Supply of Homes for Sale		8.3	6.1	- 26.9%	--	--	--

New Listings

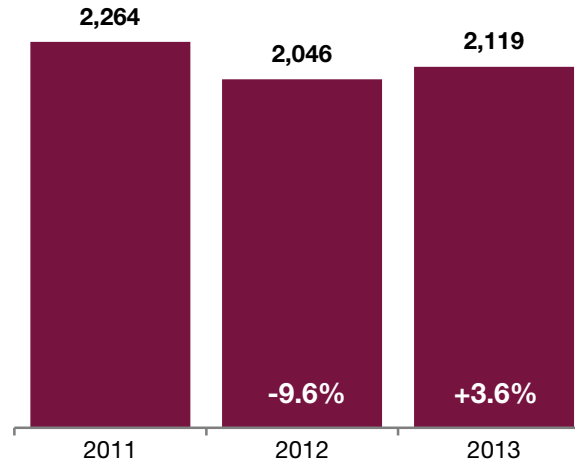
A count of the properties that have been newly listed on the market in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	2,009	2,130	+6.0%
March	2,988	2,716	-9.1%
April	2,818	2,619	-7.1%
May	2,843	2,781	-2.2%
June	3,001	2,633	-12.3%
July	2,700	2,649	-1.9%
August	2,684	2,529	-5.8%
September	2,265	2,156	-4.8%
October	2,101	2,280	+8.5%
November	1,797	1,777	-1.1%
December	1,455	1,299	-10.7%
January	2,046	2,119	+3.6%
12-Month Avg	2,392	2,307	-3.5%

Historical New Listing Activity

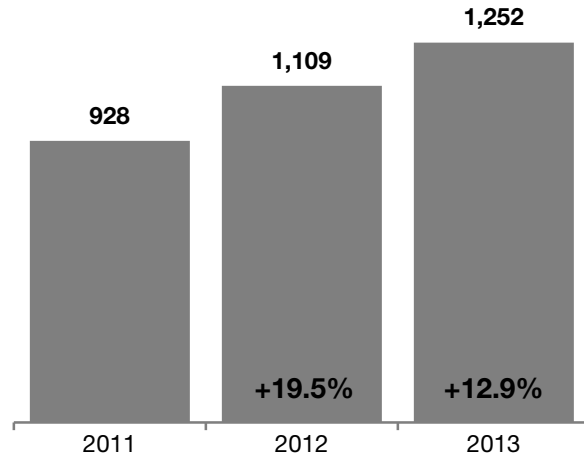


Pending Sales

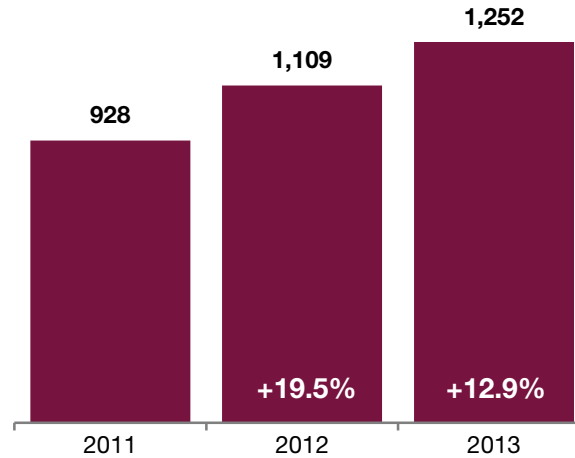
A count of the properties on which contracts have been accepted in a given month.



January

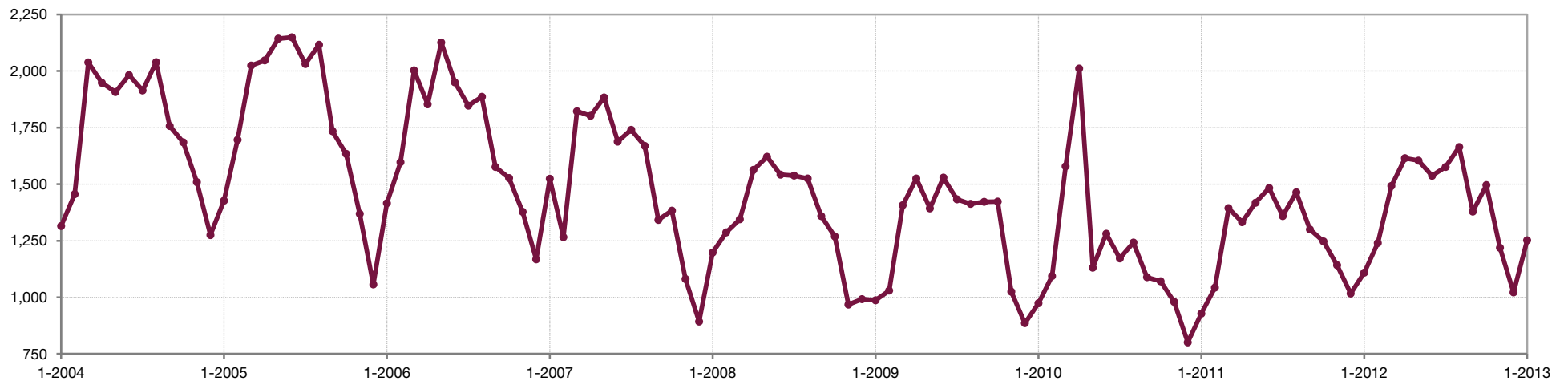


Year To Date



Month	Prior Year	Current Year	+ / -
February	1,043	1,240	+18.9%
March	1,394	1,492	+7.0%
April	1,332	1,615	+21.2%
May	1,418	1,604	+13.1%
June	1,483	1,537	+3.6%
July	1,359	1,576	+16.0%
August	1,464	1,664	+13.7%
September	1,300	1,379	+6.1%
October	1,247	1,496	+20.0%
November	1,142	1,219	+6.7%
December	1,017	1,022	+0.5%
January	1,109	1,252	+12.9%
12-Month Avg	1,276	1,425	+11.7%

Historical Pending Sales Activity

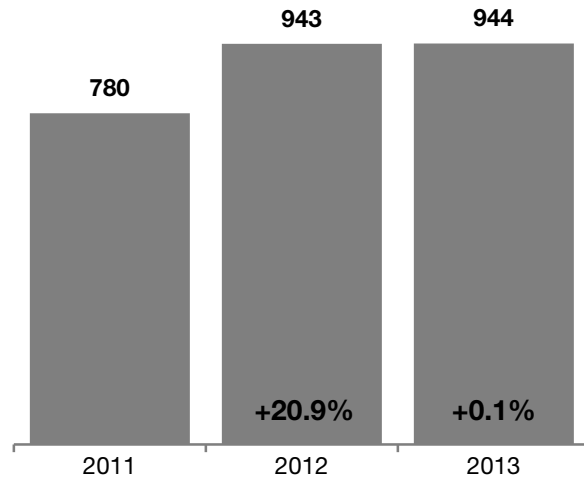


Closed Sales

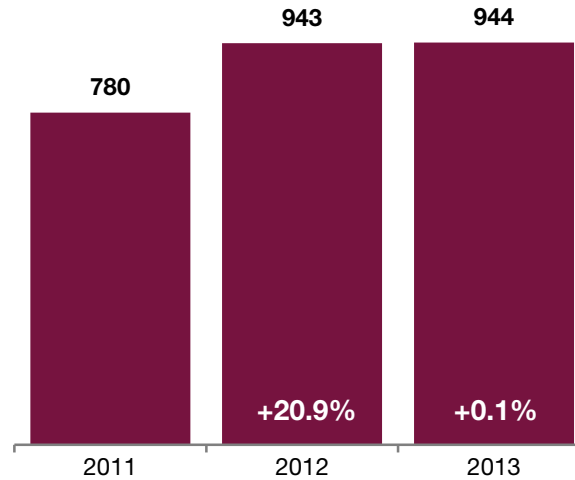
A count of the actual sales that have closed in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	852	1,001	+17.5%
March	1,199	1,264	+5.4%
April	1,199	1,359	+13.3%
May	1,339	1,620	+21.0%
June	1,504	1,614	+7.3%
July	1,385	1,516	+9.5%
August	1,585	1,715	+8.2%
September	1,363	1,389	+1.9%
October	1,276	1,563	+22.5%
November	1,177	1,297	+10.2%
December	1,281	1,283	+0.2%
January	943	944	+0.1%
12-Month Avg	1,259	1,380	+9.8%

Historical Closed Sales Activity

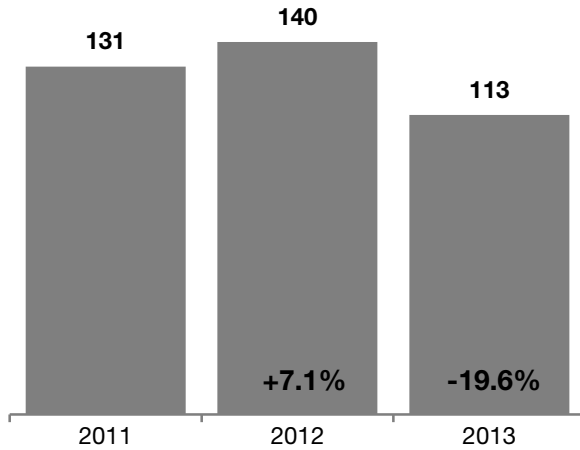


Days on Market Until Sale

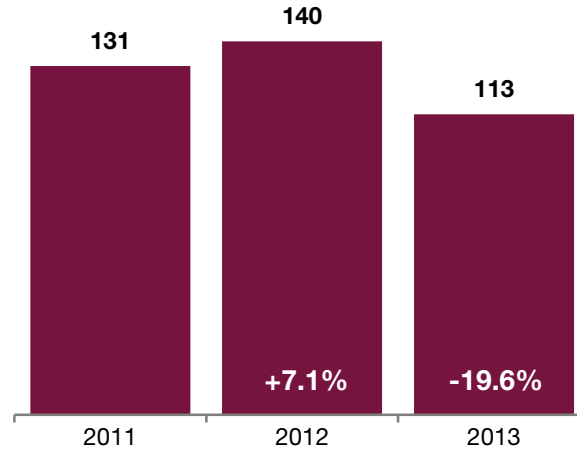
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	138	135	-2.4%
March	141	143	+1.4%
April	148	140	-5.3%
May	141	135	-4.5%
June	133	117	-12.3%
July	129	114	-11.5%
August	126	116	-7.5%
September	133	122	-8.2%
October	135	114	-15.8%
November	125	116	-6.7%
December	139	122	-12.8%
January	140	113	-19.6%
12-Month Avg	106	100	-5.4%

Historical Days on Market Until Sale

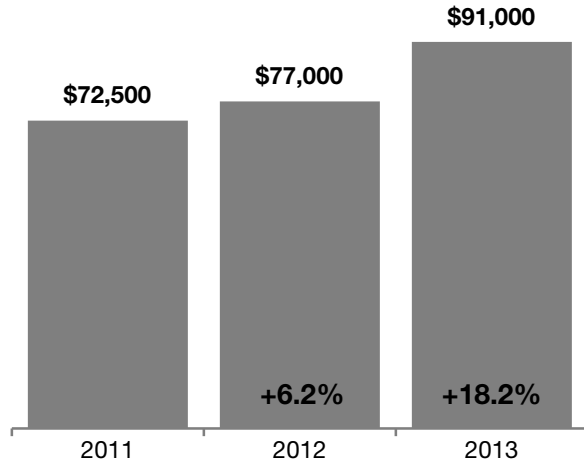


Median Sales Price

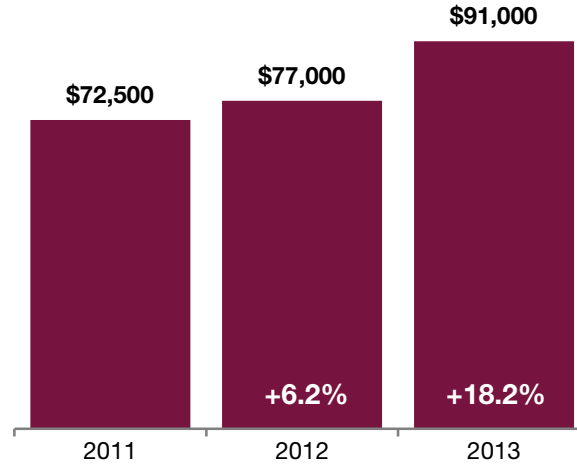
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

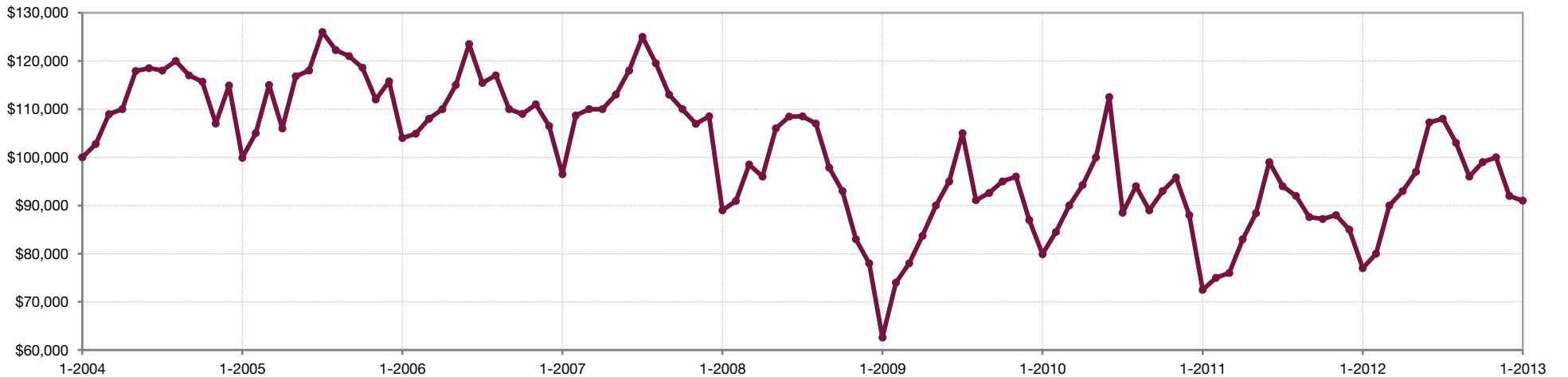


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$75,000	\$80,000	+6.7%
March	\$76,000	\$90,000	+18.4%
April	\$83,000	\$93,000	+12.0%
May	\$88,400	\$97,000	+9.7%
June	\$99,000	\$107,250	+8.3%
July	\$94,000	\$108,000	+14.9%
August	\$92,000	\$103,000	+12.0%
September	\$87,600	\$96,000	+9.6%
October	\$87,200	\$99,000	+13.5%
November	\$88,000	\$100,000	+13.6%
December	\$85,000	\$92,000	+8.2%
January	\$77,000	\$91,000	+18.2%
12-Month Med	\$87,000	\$97,000	+11.5%

Historical Median Sales Price

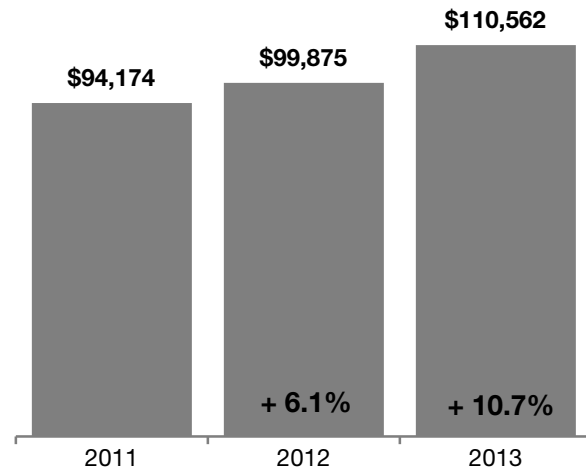


Average Sales Price

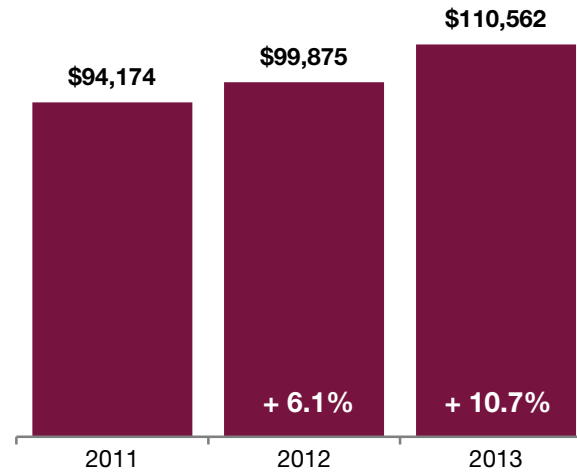
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

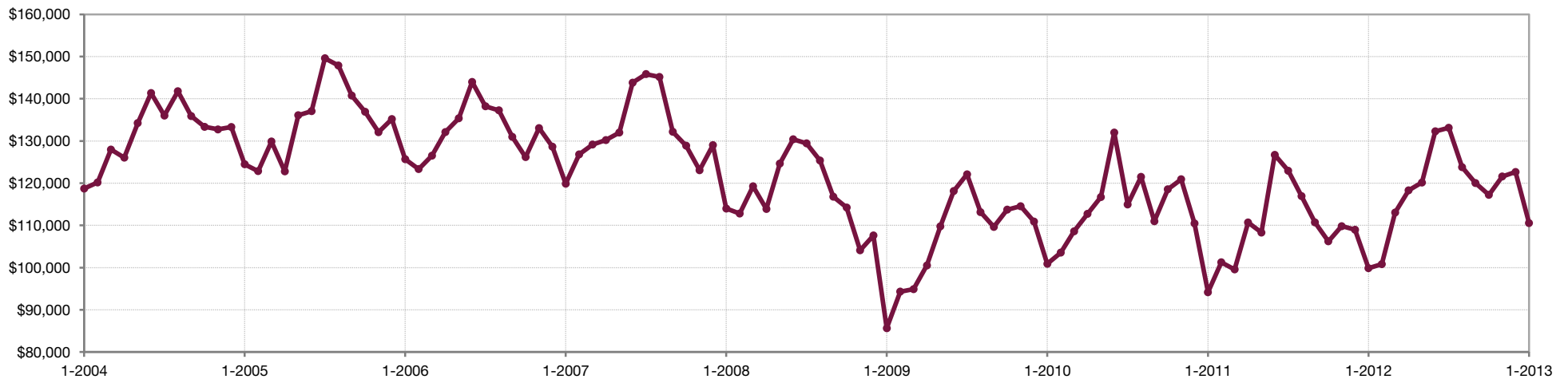


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$101,269	\$100,829	-0.4%
March	\$99,586	\$113,056	+13.5%
April	\$110,705	\$118,309	+6.9%
May	\$108,307	\$120,156	+10.9%
June	\$126,715	\$132,297	+4.4%
July	\$122,953	\$133,131	+8.3%
August	\$116,949	\$123,802	+5.9%
September	\$110,725	\$120,039	+8.4%
October	\$106,242	\$117,246	+10.4%
November	\$109,817	\$121,596	+10.7%
December	\$108,976	\$122,656	+12.6%
January	\$99,875	\$110,562	+10.7%
12-Month Avg	\$111,171	\$120,550	+8.4%

Historical Average Sales Price

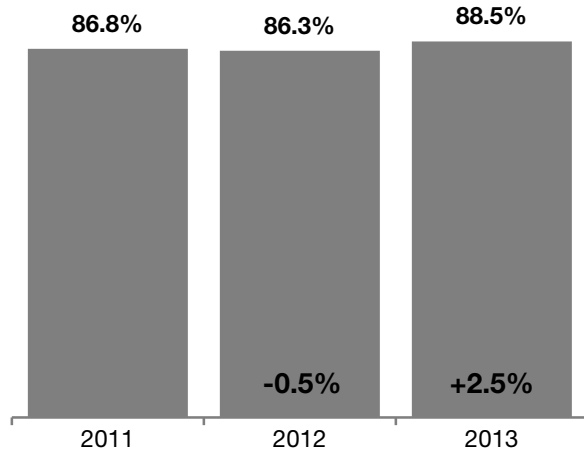


Percent of Original List Price Received

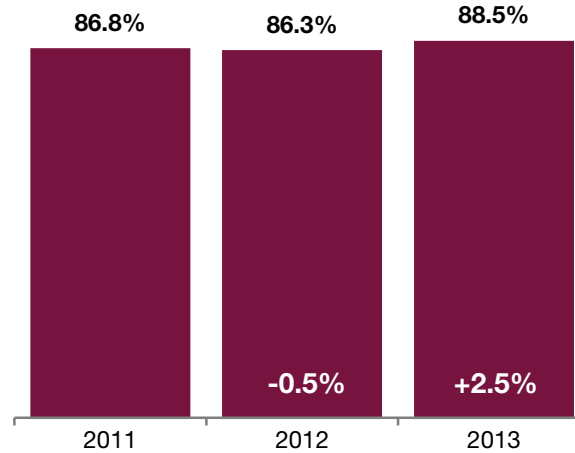


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

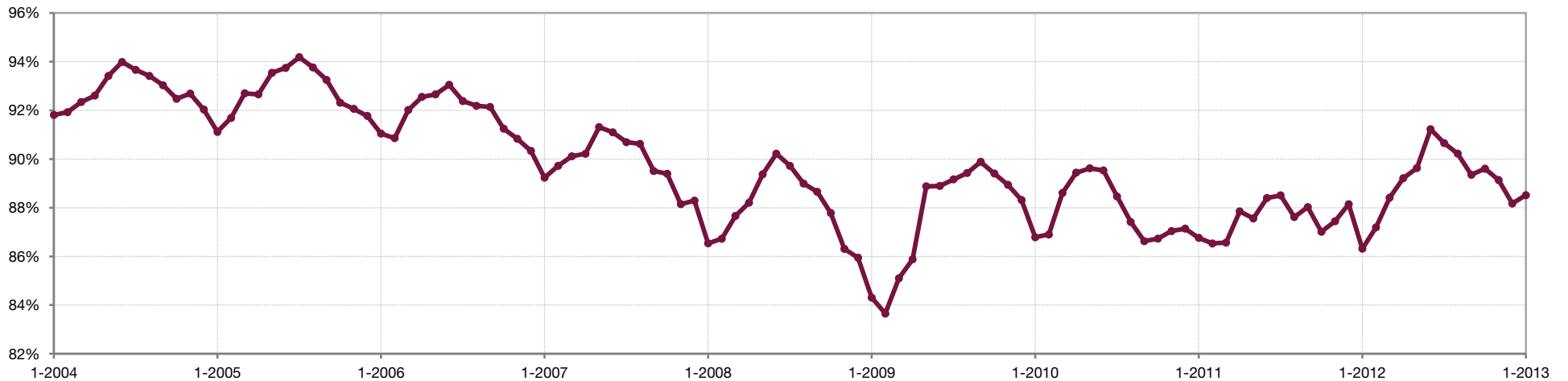


Year To Date



Month	Prior Year	Current Year	+ / -
February	86.5%	87.2%	+0.8%
March	86.6%	88.4%	+2.1%
April	87.8%	89.2%	+1.5%
May	87.6%	89.6%	+2.4%
June	88.4%	91.2%	+3.2%
July	88.5%	90.7%	+2.4%
August	87.6%	90.2%	+3.0%
September	88.0%	89.3%	+1.5%
October	87.0%	89.6%	+3.0%
November	87.4%	89.1%	+1.9%
December	88.1%	88.2%	+0.0%
January	86.3%	88.5%	+2.5%
12-Month Avg	87.6%	89.4%	+2.1%

Historical Percent of Original List Price Received

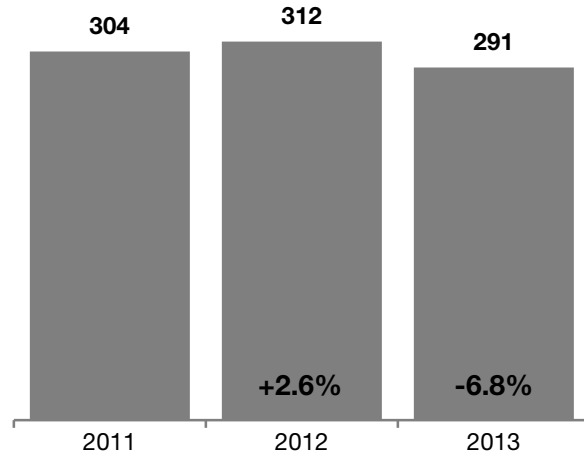


Housing Affordability Index

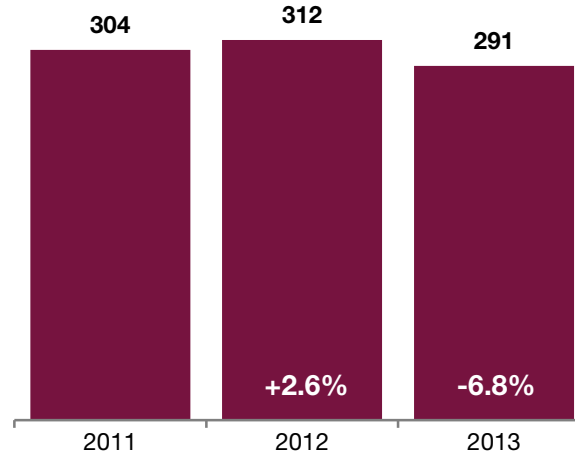


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

January

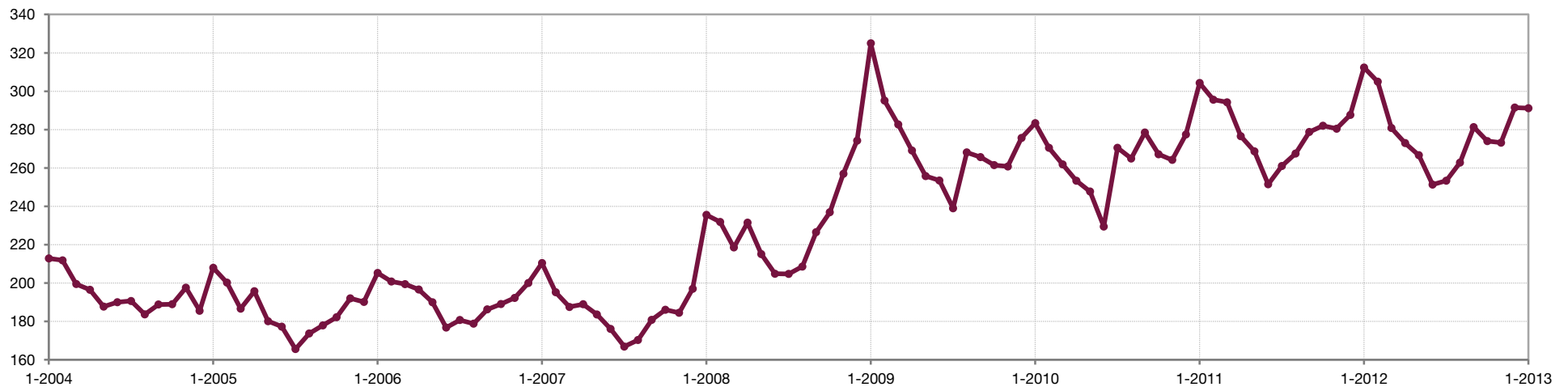


Year To Date



Month	Prior Year	Current Year	+ / -
February	296	305	+3.2%
March	294	281	-4.5%
April	277	273	-1.3%
May	269	267	-0.7%
June	251	251	-0.1%
July	261	253	-2.9%
August	268	263	-1.8%
September	279	281	+0.9%
October	282	274	-2.8%
November	280	273	-2.6%
December	288	291	+1.3%
January	312	291	-6.8%
12-Month Avg	280	275	-1.5%

Historical Housing Affordability Index

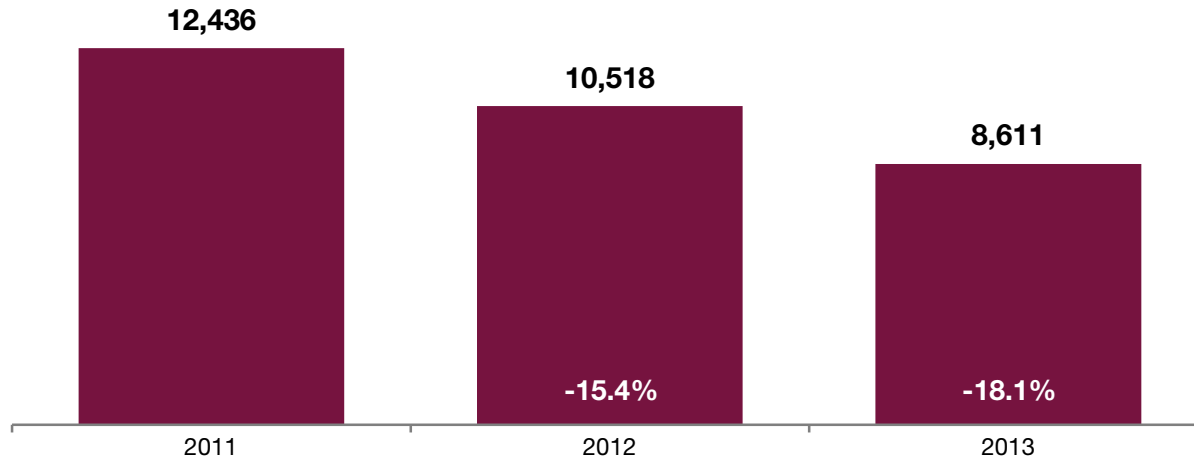


Inventory of Homes for Sale

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

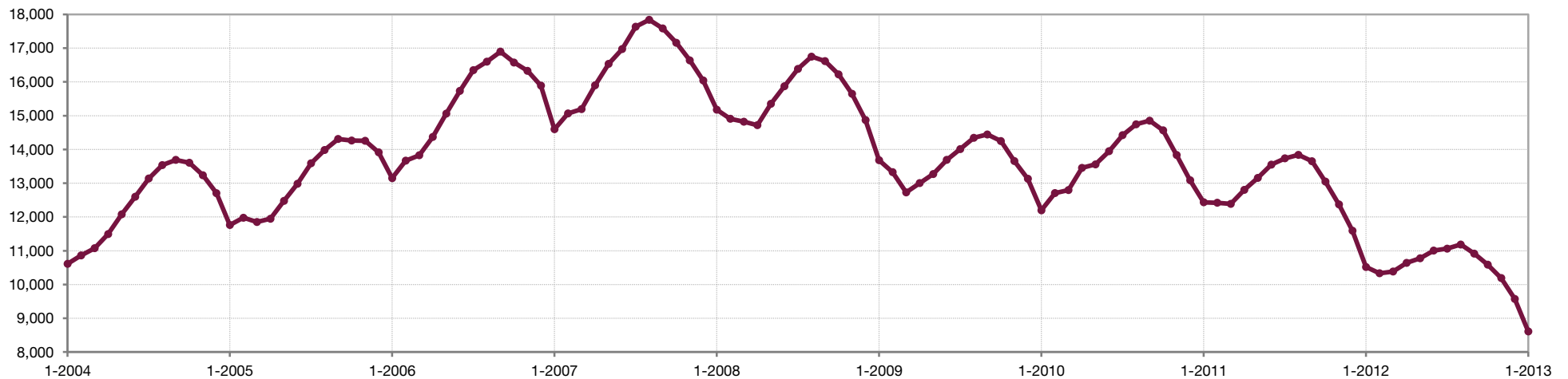


January



Month	Prior Year	Current Year	+ / -
February	12,422	10,334	-16.8%
March	12,388	10,385	-16.2%
April	12,803	10,641	-16.9%
May	13,157	10,777	-18.1%
June	13,550	11,006	-18.8%
July	13,737	11,062	-19.5%
August	13,839	11,184	-19.2%
September	13,651	10,915	-20.0%
October	13,048	10,588	-18.9%
November	12,372	10,192	-17.6%
December	11,593	9,573	-17.4%
January	10,518	8,611	-18.1%
12-Month Avg	12,757	10,439	-18.1%

Historical Inventory of Homes for Sale

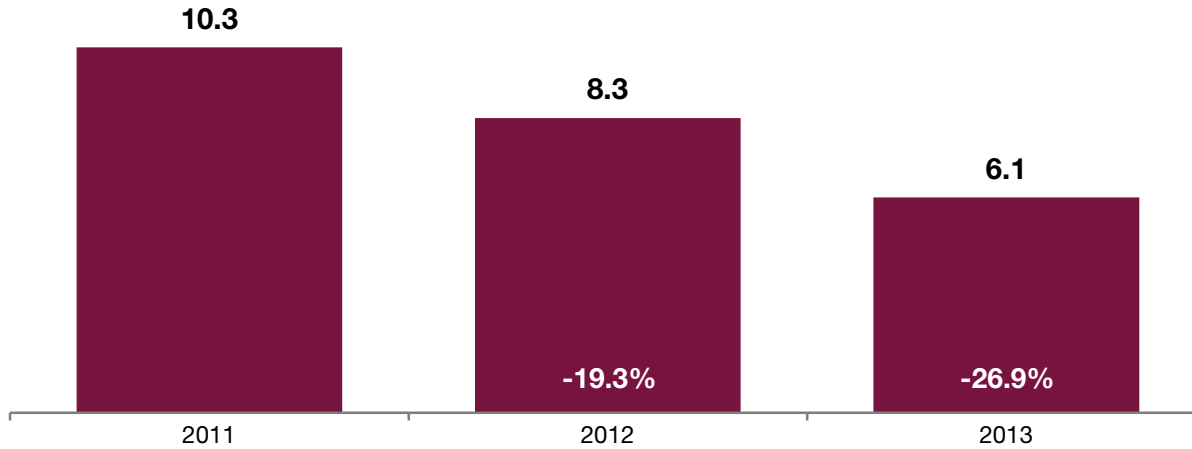


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February	10.4	8.1	-21.9%
March	10.4	8.0	-22.5%
April	10.9	8.2	-24.7%
May	11.7	8.1	-30.6%
June	11.8	8.2	-30.5%
July	11.8	8.2	-30.3%
August	11.7	8.2	-30.1%
September	11.4	7.9	-30.6%
October	10.7	7.6	-28.9%
November	10.1	7.2	-28.0%
December	9.3	6.8	-27.3%
January	8.3	6.1	-26.9%
12-Month Avg	10.7	7.7	-27.8%

Historical Months Supply of Inventory

