

Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



December 2013



Quick Facts

+ 4.6%

- 2.4%

- 9.0%

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

[Click on desired metric to jump to that page.](#)

Market Overview

Key market metrics for the current month and year-to-date figures.



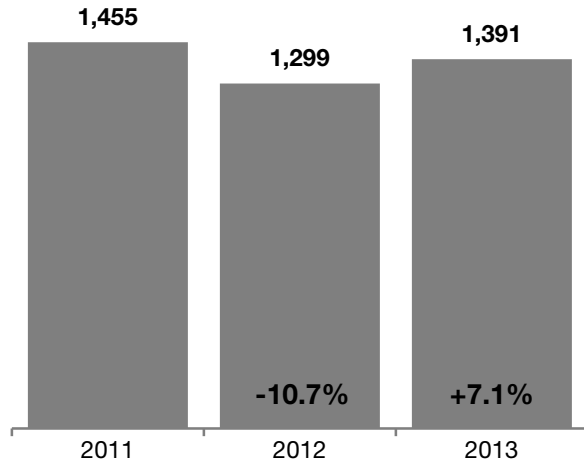
Key Metrics	Historical Sparklines	12-2012	12-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		1,299	1,391	+ 7.1%	27,631	29,261	+ 5.9%
Pending Sales		993	1,128	+ 13.6%	16,767	18,409	+ 9.8%
Closed Sales		1,291	1,351	+ 4.6%	16,588	18,147	+ 9.4%
Days on Market Until Sale		121	106	- 12.5%	125	105	- 15.9%
Median Sales Price		\$92,250	\$90,000	- 2.4%	\$95,875	\$104,750	+ 9.3%
Average Sales Price		\$122,774	\$116,625	- 5.0%	\$120,005	\$126,320	+ 5.3%
Percent of Original List Price Received		88.2%	89.0%	+ 0.9%	89.3%	90.6%	+ 1.4%
Housing Affordability Index		291	278	- 4.4%	283	250	- 11.9%
Inventory of Homes for Sale		9,851	8,967	- 9.0%	--	--	--
Months Supply of Homes for Sale		7.0	5.9	- 16.4%	--	--	--

New Listings

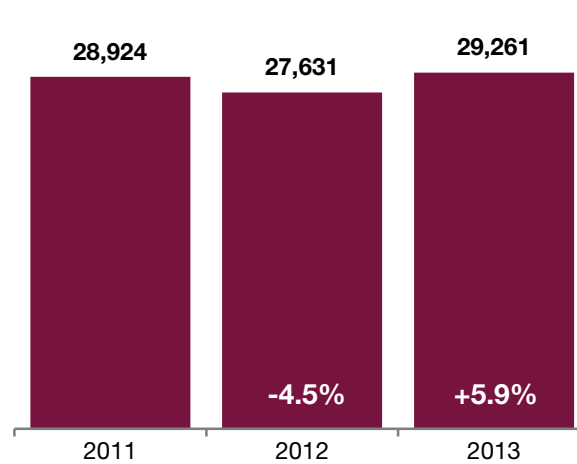
A count of the properties that have been newly listed on the market in a given month.



December

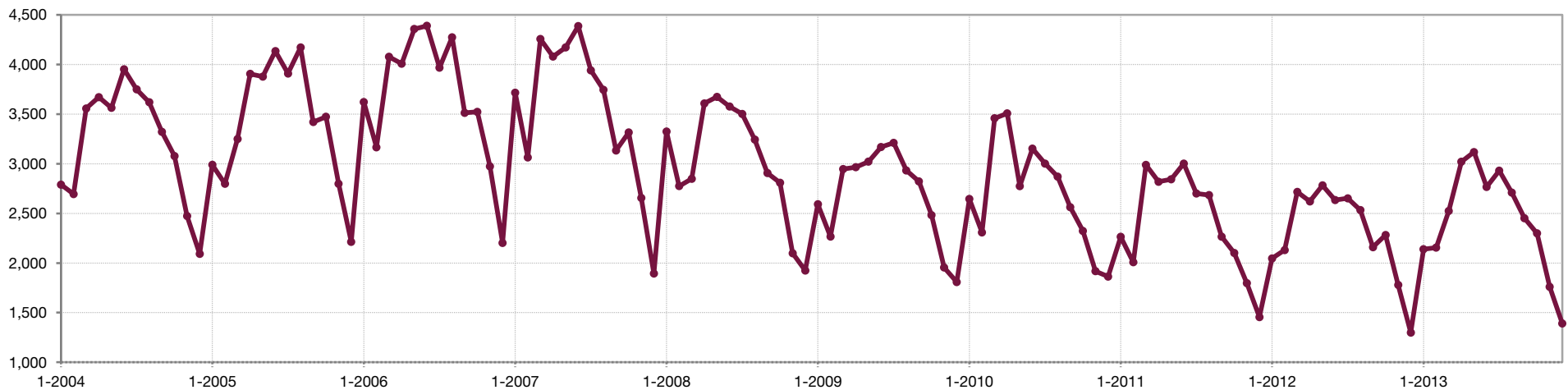


Year To Date



Month	Prior Year	Current Year	+ / -
January	2,046	2,139	+4.5%
February	2,130	2,155	+1.2%
March	2,716	2,524	-7.1%
April	2,620	3,020	+15.3%
May	2,782	3,117	+12.0%
June	2,634	2,766	+5.0%
July	2,651	2,930	+10.5%
August	2,533	2,709	+6.9%
September	2,159	2,451	+13.5%
October	2,282	2,299	+0.7%
November	1,779	1,760	-1.1%
December	1,299	1,391	+7.1%
12-Month Avg	2,303	2,438	+5.9%

Historical New Listing Activity

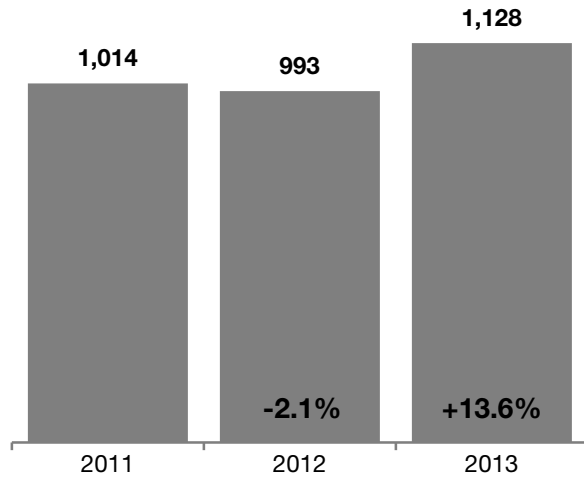


Pending Sales

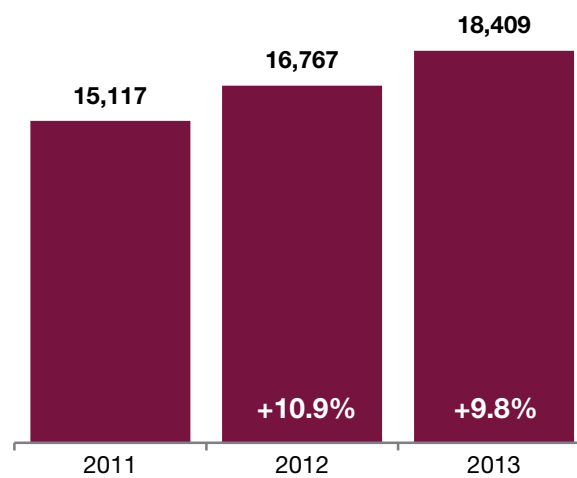
A count of the properties on which contracts have been accepted in a given month.



December

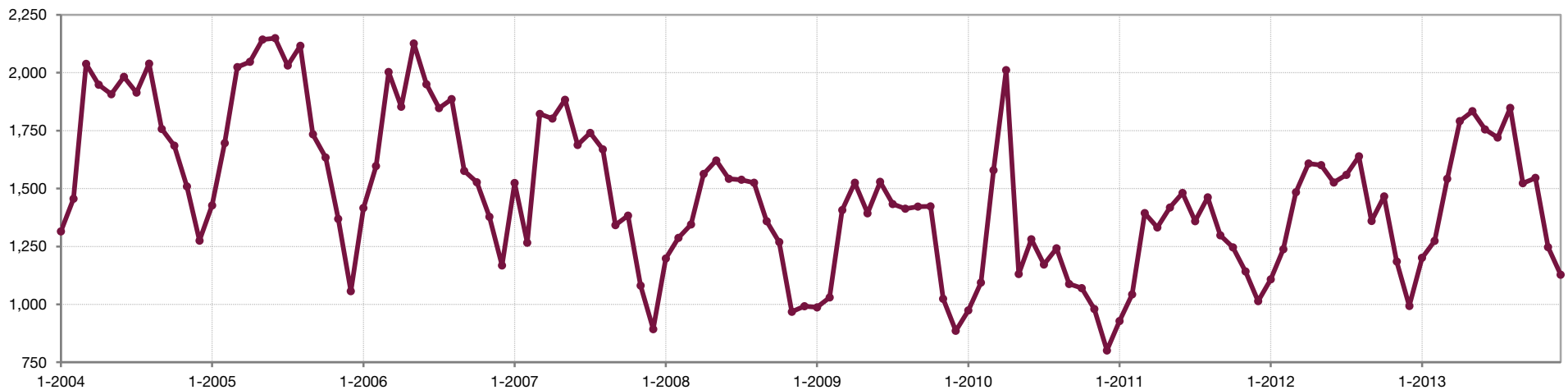


Year To Date



Month	Prior Year	Current Year	+ / -
January	1,108	1,201	+8.4%
February	1,238	1,274	+2.9%
March	1,484	1,542	+3.9%
April	1,608	1,791	+11.4%
May	1,601	1,834	+14.6%
June	1,526	1,755	+15.0%
July	1,559	1,720	+10.3%
August	1,639	1,848	+12.8%
September	1,360	1,523	+12.0%
October	1,466	1,546	+5.5%
November	1,185	1,247	+5.2%
December	993	1,128	+13.6%
12-Month Avg	1,397	1,534	+9.8%

Historical Pending Sales Activity

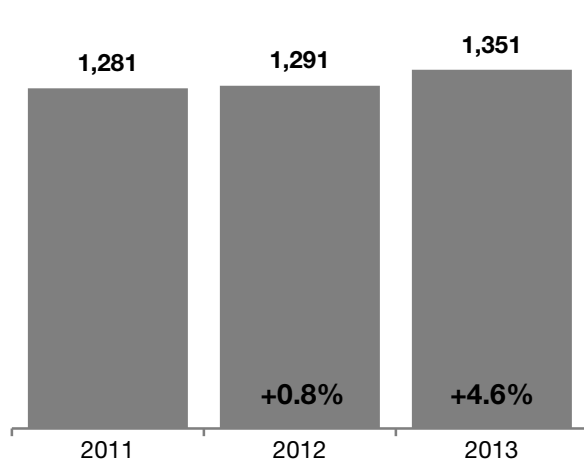


Closed Sales

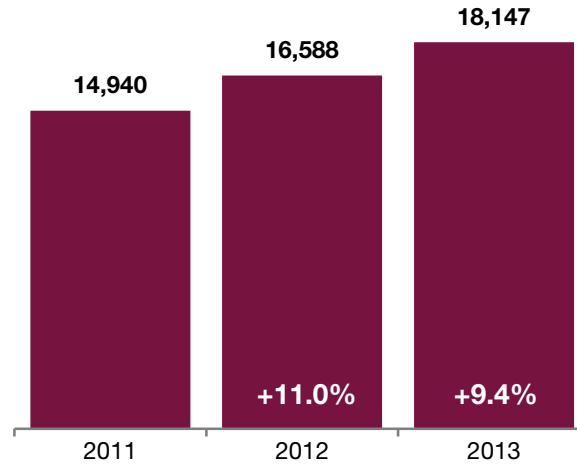
A count of the actual sales that have closed in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	943	985	+4.5%
February	1,001	994	-0.7%
March	1,264	1,391	+10.0%
April	1,359	1,477	+8.7%
May	1,620	1,772	+9.4%
June	1,614	1,774	+9.9%
July	1,518	1,878	+23.7%
August	1,716	1,881	+9.6%
September	1,391	1,610	+15.7%
October	1,569	1,672	+6.6%
November	1,302	1,362	+4.6%
December	1,291	1,351	+4.6%
12-Month Avg	1,382	1,512	+8.9%

Historical Closed Sales Activity

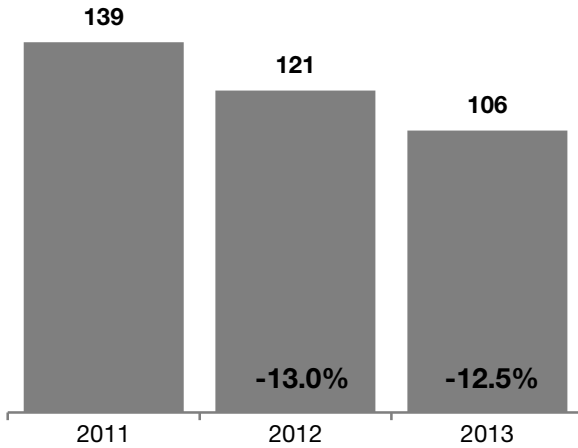


Days on Market Until Sale

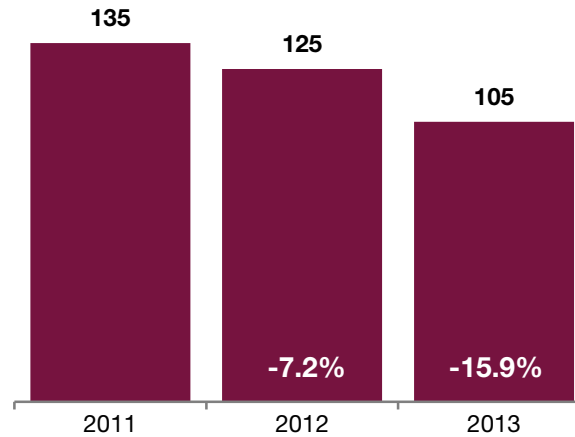
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	140	112	-19.9%
February	135	118	-12.3%
March	143	120	-15.9%
April	140	117	-16.7%
May	135	112	-16.8%
June	117	100	-14.4%
July	114	100	-12.9%
August	116	95	-17.8%
September	122	93	-24.1%
October	114	100	-11.5%
November	116	101	-12.9%
December	121	106	-12.5%
12-Month Avg	101	87	-13.8%

Historical Days on Market Until Sale

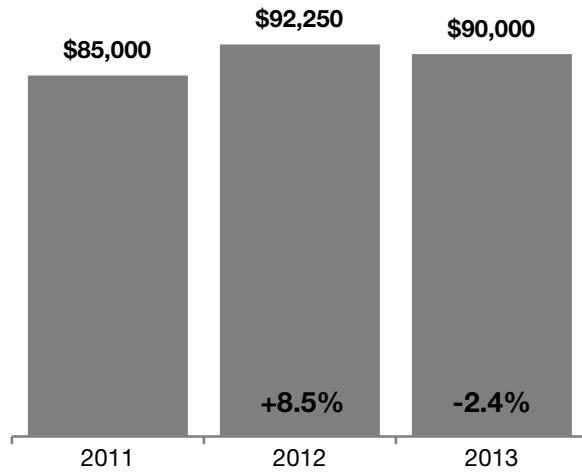


Median Sales Price

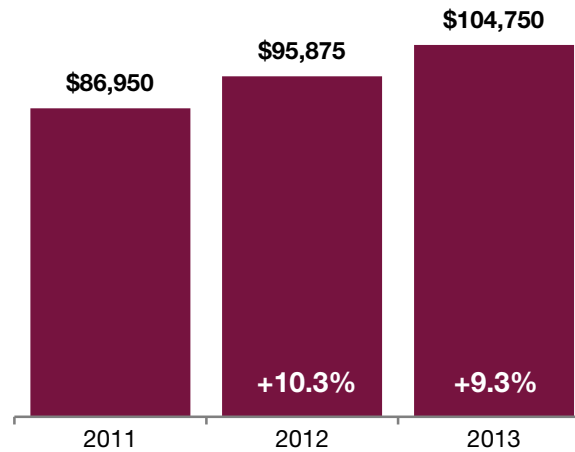
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

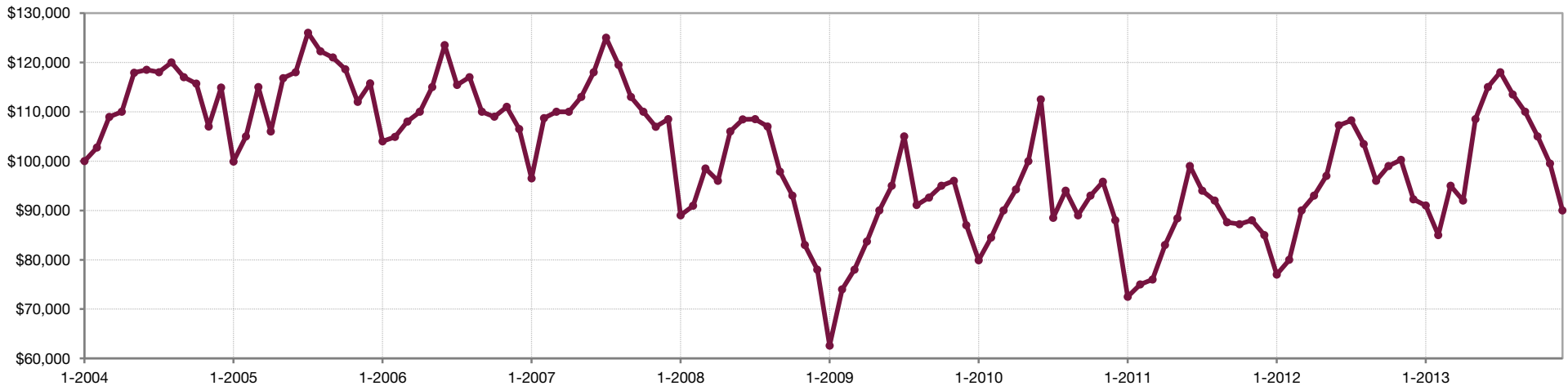


Year To Date



Month	Prior Year	Current Year	+ / -
January	\$77,000	\$91,000	+18.2%
February	\$80,000	\$85,000	+6.3%
March	\$90,000	\$95,000	+5.6%
April	\$93,000	\$92,000	-1.1%
May	\$97,000	\$108,500	+11.9%
June	\$107,250	\$115,000	+7.2%
July	\$108,250	\$118,000	+9.0%
August	\$103,450	\$113,500	+9.7%
September	\$96,000	\$110,000	+14.6%
October	\$99,000	\$105,000	+6.1%
November	\$100,250	\$99,500	-0.7%
December	\$92,250	\$90,000	-2.4%
12-Month Med	\$95,875	\$104,750	+9.3%

Historical Median Sales Price

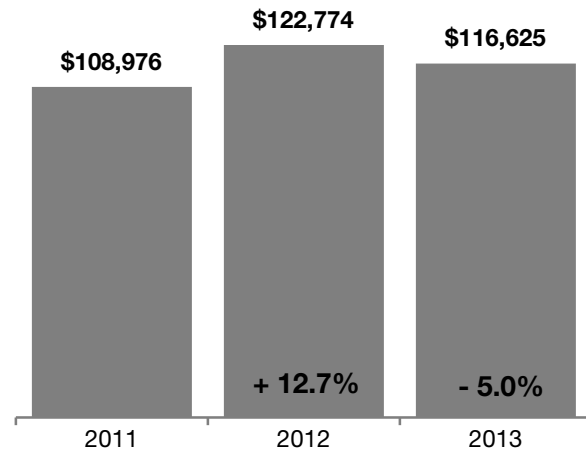


Average Sales Price

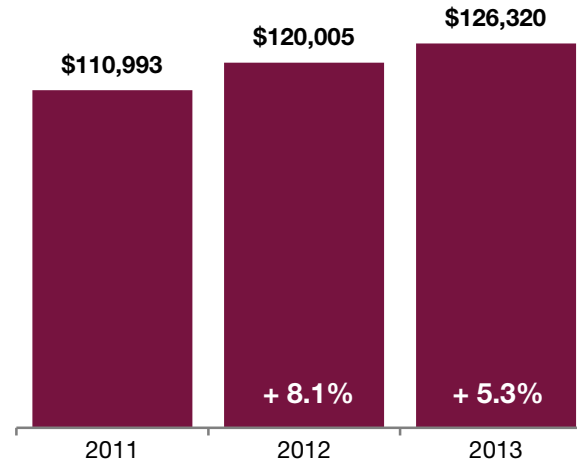
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	\$99,875	\$110,081	+10.2%
February	\$100,829	\$111,298	+10.4%
March	\$113,056	\$119,361	+5.6%
April	\$118,309	\$118,991	+0.6%
May	\$120,156	\$130,023	+8.2%
June	\$132,233	\$140,734	+6.4%
July	\$133,182	\$136,754	+2.7%
August	\$123,970	\$135,211	+9.1%
September	\$120,074	\$127,378	+6.1%
October	\$117,246	\$126,223	+7.7%
November	\$121,948	\$121,539	-0.3%
December	\$122,774	\$116,625	-5.0%
12-Month Avg	\$120,005	\$126,320	+5.3%

Historical Average Sales Price



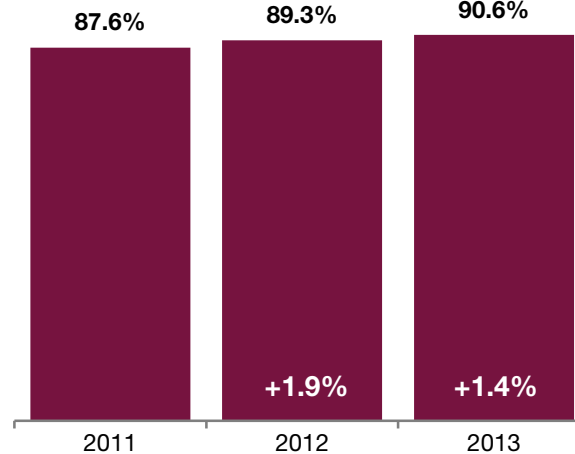
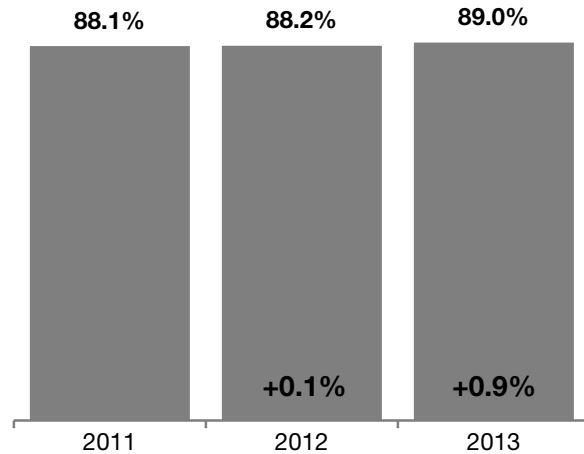
Percent of Original List Price Received



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.

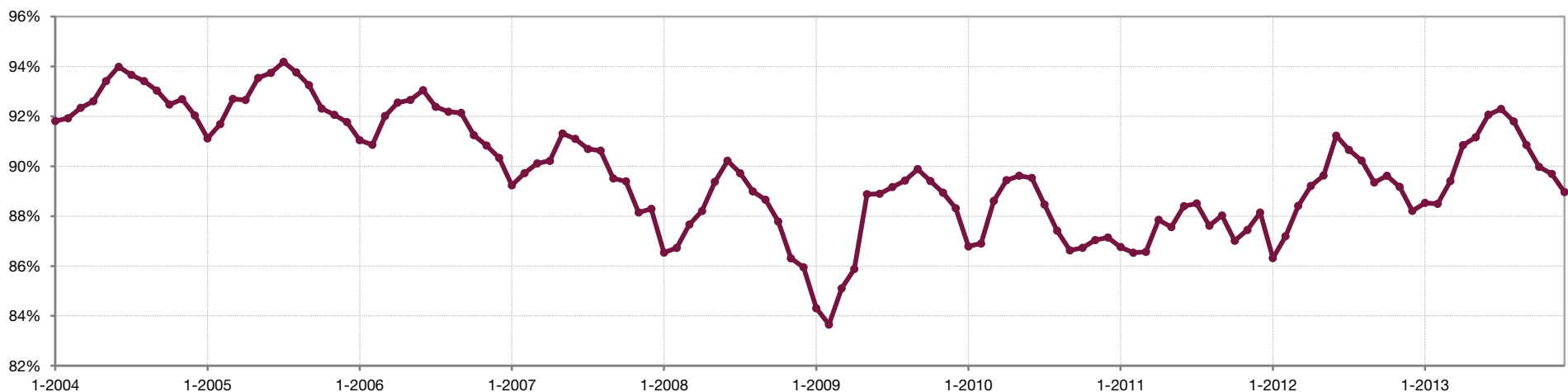
December

Year To Date



Month	Prior Year	Current Year	+ / -
January	86.3%	88.5%	+2.6%
February	87.2%	88.5%	+1.5%
March	88.4%	89.4%	+1.1%
April	89.2%	90.8%	+1.8%
May	89.6%	91.2%	+1.7%
June	91.2%	92.1%	+0.9%
July	90.7%	92.3%	+1.8%
August	90.2%	91.8%	+1.7%
September	89.3%	90.9%	+1.7%
October	89.6%	90.0%	+0.4%
November	89.2%	89.7%	+0.6%
December	88.2%	89.0%	+0.9%
12-Month Avg	89.3%	90.6%	+1.4%

Historical Percent of Original List Price Received

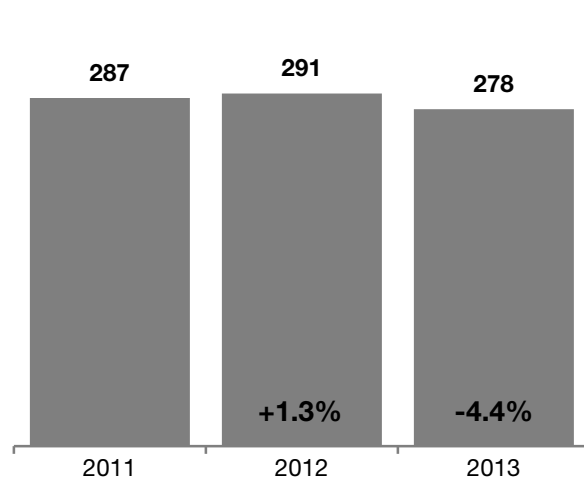


Housing Affordability Index

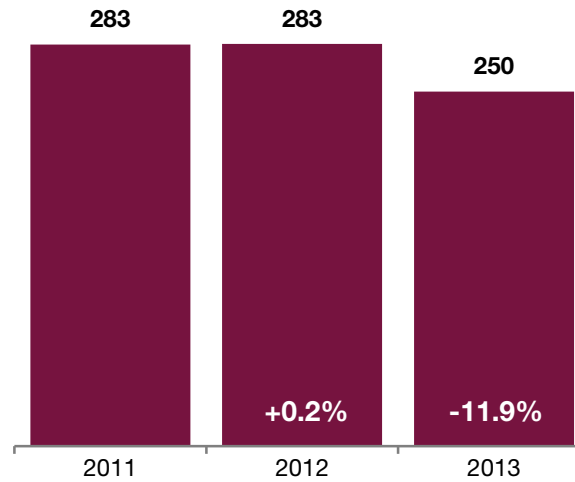


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

December

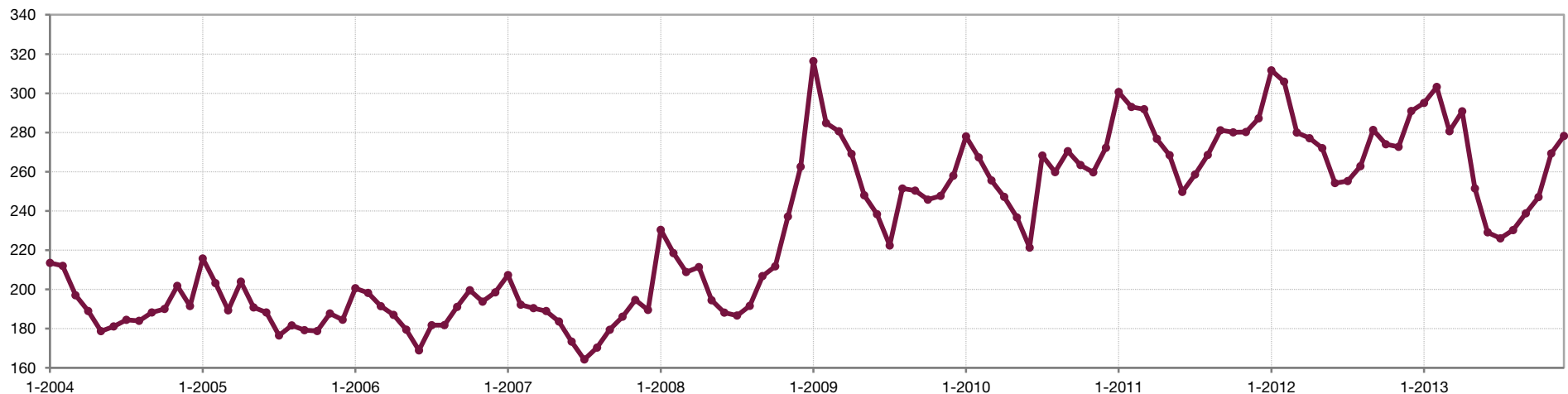


Year To Date



Month	Prior Year	Current Year	+ / -
January	312	295	-5.3%
February	306	303	-0.9%
March	280	281	+0.2%
April	277	291	+5.0%
May	272	251	-7.5%
June	254	229	-9.9%
July	255	226	-11.5%
August	263	230	-12.4%
September	281	239	-15.1%
October	274	247	-9.8%
November	273	269	-1.2%
December	291	278	-4.4%
12-Month Avg	278	262	-6.1%

Historical Housing Affordability Index

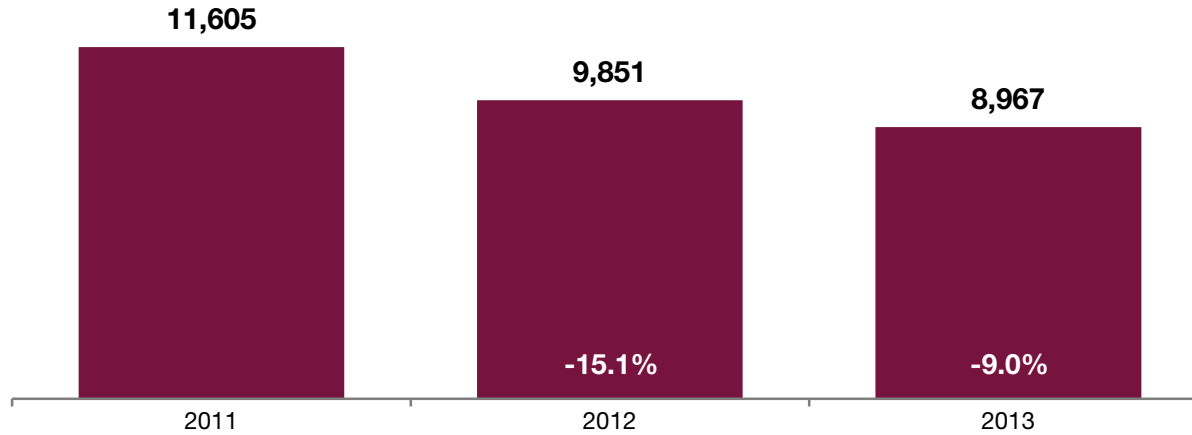


Inventory of Homes for Sale

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

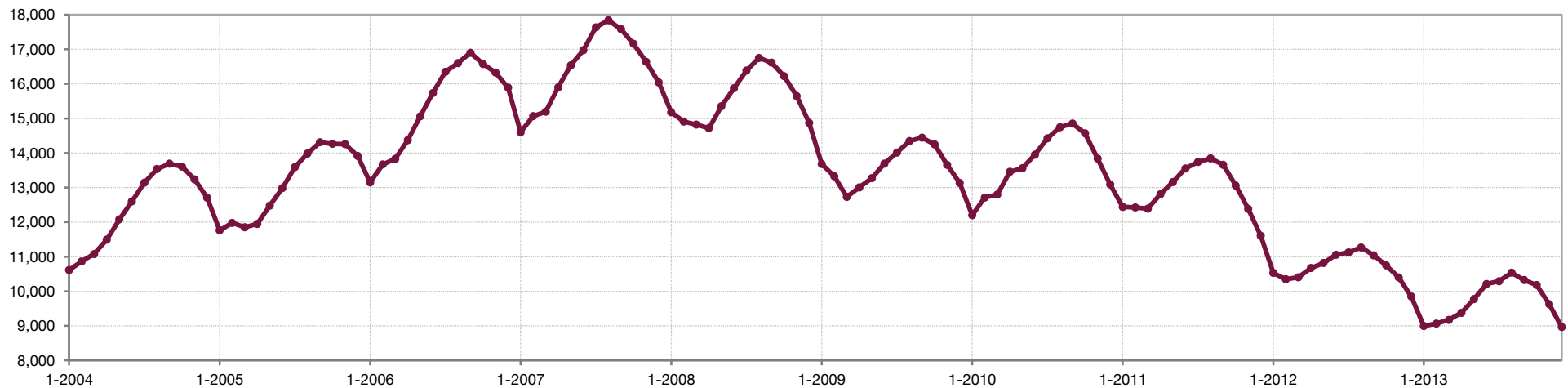


December



Month	Prior Year	Current Year	+ / -
January	10,532	8,996	-14.6%
February	10,349	9,066	-12.4%
March	10,404	9,172	-11.8%
April	10,674	9,376	-12.2%
May	10,819	9,775	-9.6%
June	11,056	10,211	-7.6%
July	11,125	10,291	-7.5%
August	11,267	10,539	-6.5%
September	11,039	10,327	-6.4%
October	10,750	10,182	-5.3%
November	10,401	9,626	-7.5%
December	9,851	8,967	-9.0%
12-Month Avg	10,689	9,711	-9.2%

Historical Inventory of Homes for Sale

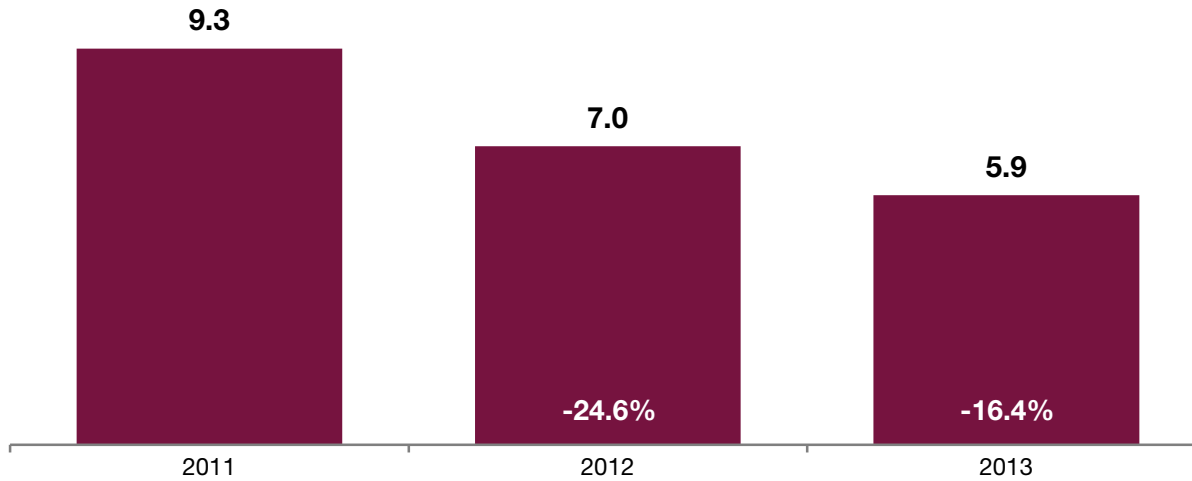


Months Supply of Inventory

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.



December



Month	Prior Year	Current Year	+ / -
January	8.4	6.4	-23.0%
February	8.1	6.5	-20.5%
March	8.1	6.5	-19.2%
April	8.2	6.6	-19.3%
May	8.2	6.8	-16.4%
June	8.3	7.1	-14.7%
July	8.3	7.0	-15.4%
August	8.3	7.1	-14.2%
September	8.0	6.9	-14.3%
October	7.8	6.7	-13.7%
November	7.5	6.3	-14.9%
December	7.0	5.9	-16.4%
12-Month Avg	8.0	6.7	-16.9%

Historical Months Supply of Inventory

