

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



## March 2014



## Quick Facts

**- 8.6%**

**- 3.3%**

**- 14.3%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days On Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

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

# Market Overview

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



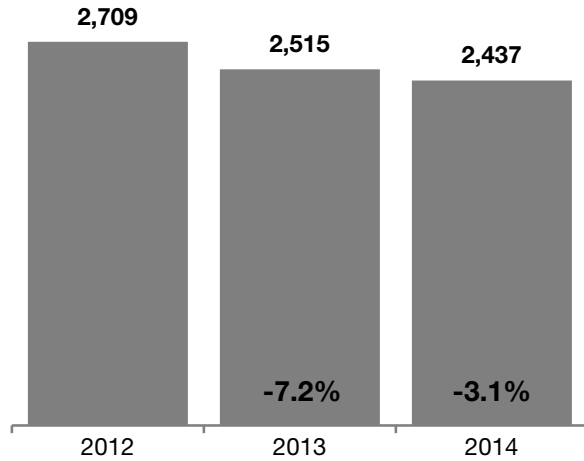
Key Metrics	Historical Sparklines	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		2,515	<b>2,437</b>	- 3.1%	6,785	<b>6,362</b>	- 6.2%
<b>Pending Sales</b>		1,534	<b>1,730</b>	+ 12.8%	3,998	<b>4,192</b>	+ 4.9%
<b>Closed Sales</b>		1,388	<b>1,268</b>	- 8.6%	3,365	<b>3,321</b>	- 1.3%
<b>Days on Market Until Sale</b>		120	<b>100</b>	- 17.1%	117	<b>109</b>	- 7.3%
<b>Median Sales Price</b>		\$93,000	<b>\$89,900</b>	- 3.3%	\$89,000	<b>\$87,000</b>	- 2.2%
<b>Average Sales Price</b>		\$116,684	<b>\$114,202</b>	- 2.1%	\$111,514	<b>\$110,748</b>	- 0.7%
<b>Percent of Original List Price Received</b>		89.4%	<b>90.1%</b>	+ 0.8%	88.9%	<b>89.1%</b>	+ 0.2%
<b>Housing Affordability Index</b>		341	<b>328</b>	- 4.0%	357	<b>339</b>	- 5.1%
<b>Inventory of Homes for Sale</b>		9,358	<b>8,023</b>	- 14.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.6	<b>5.2</b>	- 21.3%	--	--	--

# New Listings

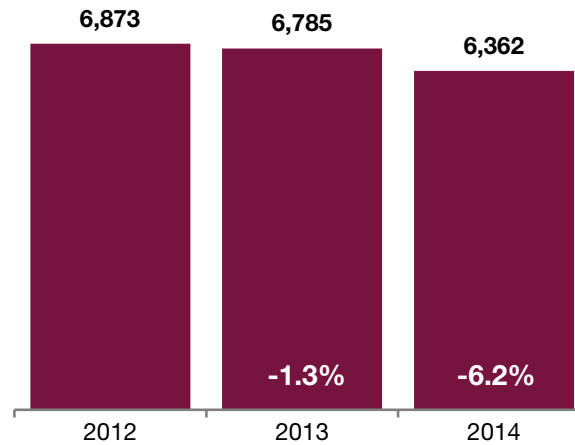
A count of the properties that have been newly listed on the market in a given month.



## March

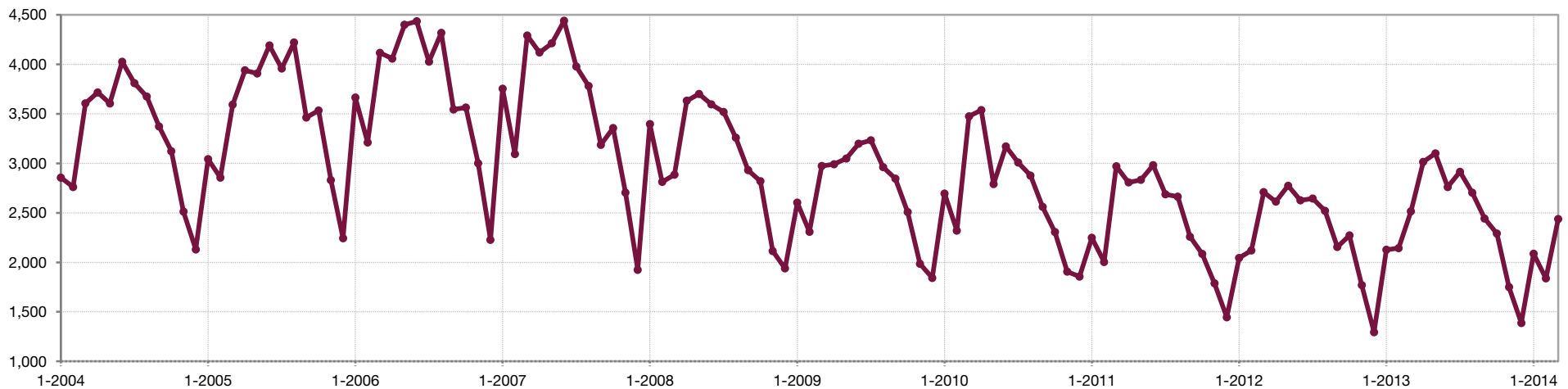


## Year To Date



Month	Prior Year	Current Year	+ / -
April	2,613	3,014	+15.3%
May	2,773	3,100	+11.8%
June	2,626	2,760	+5.1%
July	2,644	2,914	+10.2%
August	2,520	2,703	+7.3%
September	2,155	2,442	+13.3%
October	2,272	2,291	+0.8%
November	1,770	1,750	-1.1%
December	1,294	1,387	+7.2%
January	2,127	2,087	-1.9%
February	2,143	1,838	-14.2%
March	2,515	2,437	-3.1%
<b>12-Month Avg</b>	<b>2,288</b>	<b>2,394</b>	<b>+4.6%</b>

## Historical New Listing Activity

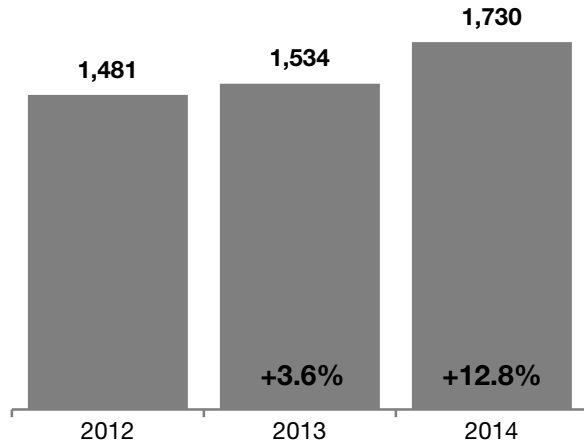


# Pending Sales

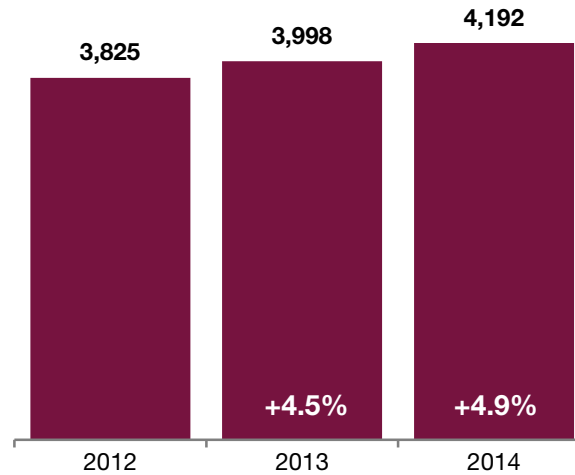
A count of the properties on which contracts have been accepted in a given month.



## March

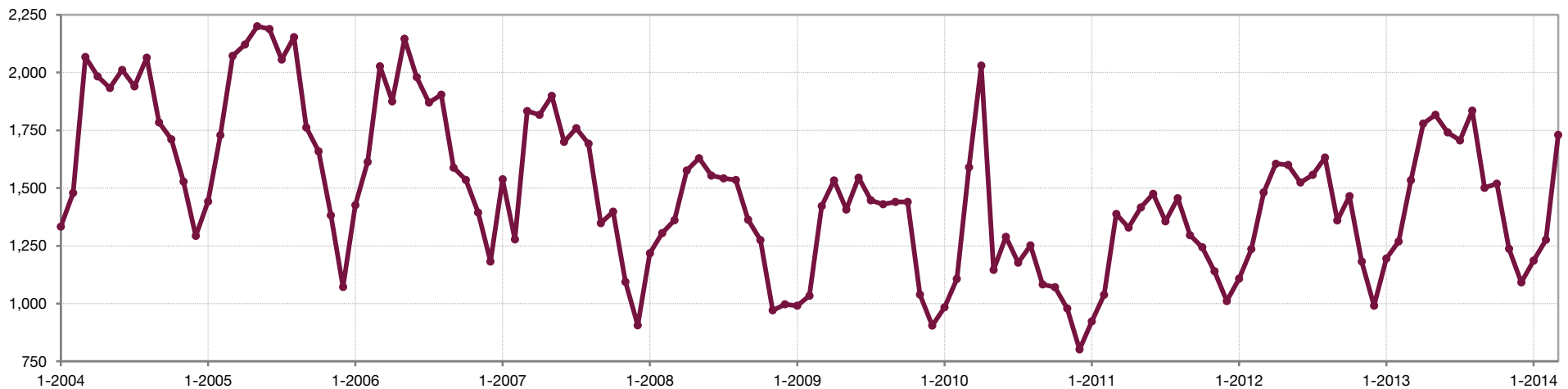


## Year To Date



Month	Prior Year	Current Year	+ / -
April	1,605	1,779	+10.8%
May	1,600	1,817	+13.6%
June	1,524	1,741	+14.2%
July	1,557	1,706	+9.6%
August	1,632	1,835	+12.4%
September	1,360	1,501	+10.4%
October	1,465	1,519	+3.7%
November	1,182	1,237	+4.7%
December	991	1,092	+10.2%
January	1,195	1,186	-0.8%
February	1,269	1,276	+0.6%
March	1,534	1,730	+12.8%
<b>12-Month Avg</b>	<b>1,410</b>	<b>1,535</b>	<b>+8.9%</b>

## Historical Pending Sales Activity

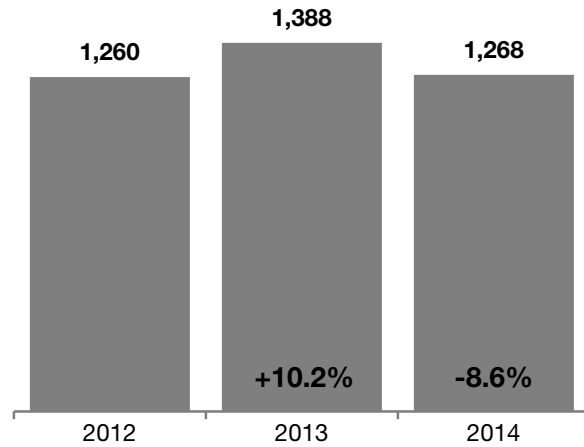


# Closed Sales

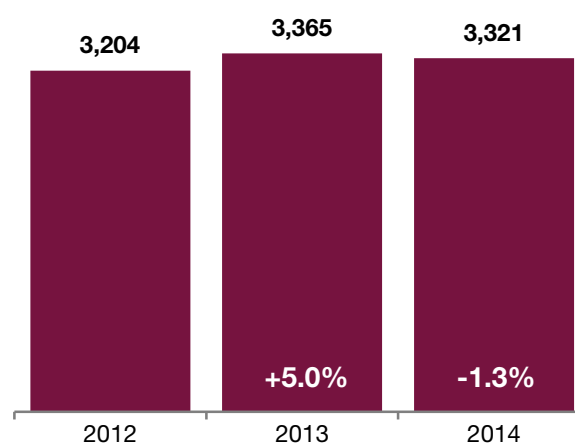
A count of the actual sales that have closed in a given month.



## March



## Year To Date



Month	Prior Year	Current Year	+ / -
April	1,359	1,477	+8.7%
May	1,619	1,769	+9.3%
June	1,613	1,771	+9.8%
July	1,516	1,875	+23.7%
August	1,713	1,881	+9.8%
September	1,391	1,611	+15.8%
October	1,568	1,676	+6.9%
November	1,301	1,382	+6.2%
December	1,291	1,386	+7.4%
January	984	1,017	+3.4%
February	993	1,036	+4.3%
March	1,388	1,268	-8.6%
<b>12-Month Avg</b>	<b>1,395</b>	<b>1,512</b>	<b>+8.0%</b>

## Historical Closed Sales Activity

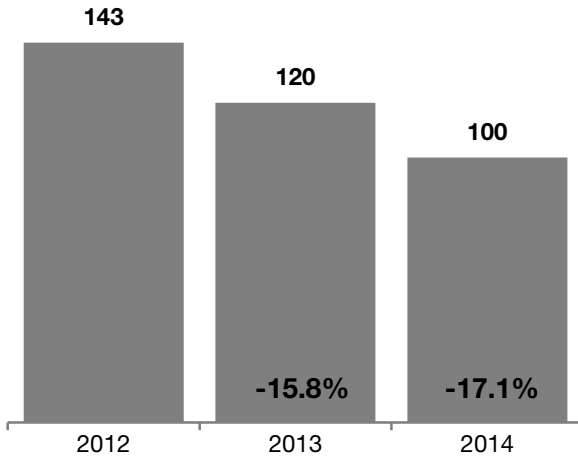


# Days on Market Until Sale

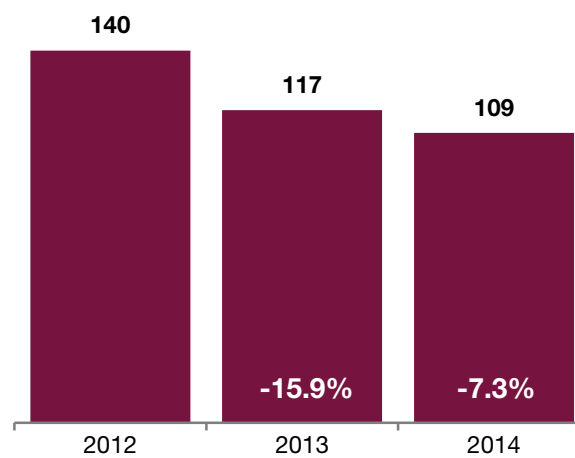
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



## Year To Date



Month	Prior Year	Current Year	+ / -
April	140	117	-16.7%
May	135	112	-16.8%
June	117	100	-14.5%
July	114	99	-13.1%
August	116	95	-18.0%
September	122	93	-24.2%
October	114	100	-11.7%
November	116	101	-13.3%
December	121	106	-12.7%
January	112	110	-2.2%
February	118	119	+0.6%
March	120	100	-17.1%
<b>12-Month Avg</b>	<b>121</b>	<b>104</b>	<b>-14.3%</b>

## Historical Days on Market Until Sale

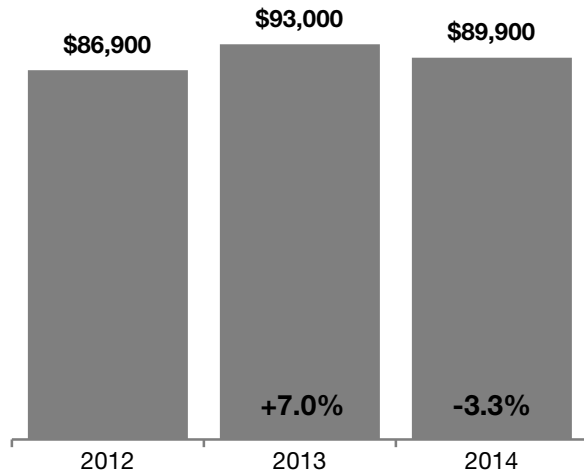


# Median Sales Price

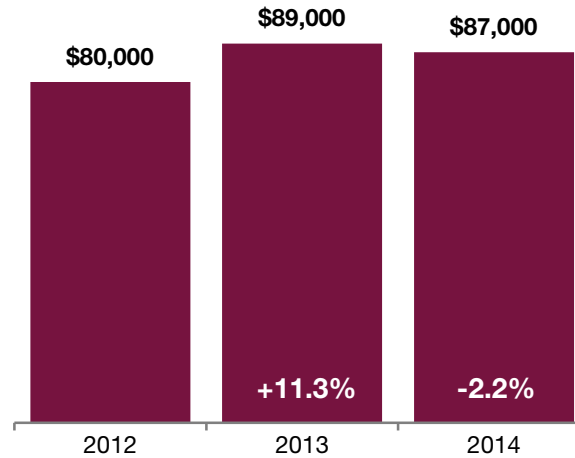
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## March

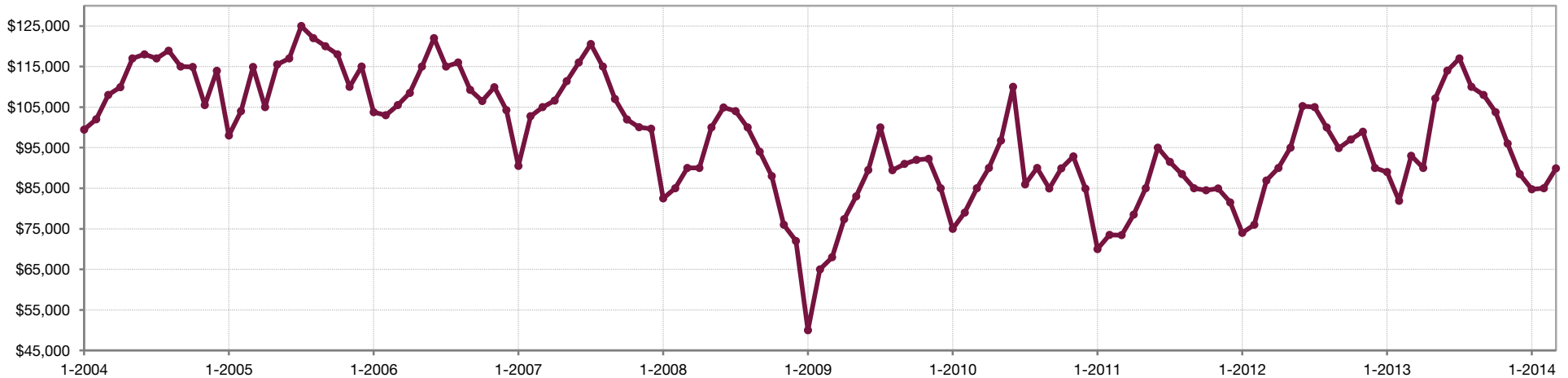


## Year To Date



Month	Prior Year	Current Year	+ / -
April	\$90,000	\$90,000	0.0%
May	\$95,000	\$107,125	+12.8%
June	\$105,250	\$114,000	+8.3%
July	\$105,000	\$117,000	+11.4%
August	\$100,000	\$110,000	+10.0%
September	\$94,900	\$108,000	+13.8%
October	\$97,000	\$103,750	+7.0%
November	\$98,934	\$96,000	-3.0%
December	\$90,000	\$88,500	-1.7%
January	\$89,000	\$84,750	-4.8%
February	\$81,900	\$85,000	+3.8%
March	\$93,000	\$89,900	-3.3%
12-Month Med	\$95,000	\$101,000	+6.3%

## Historical Median Sales Price

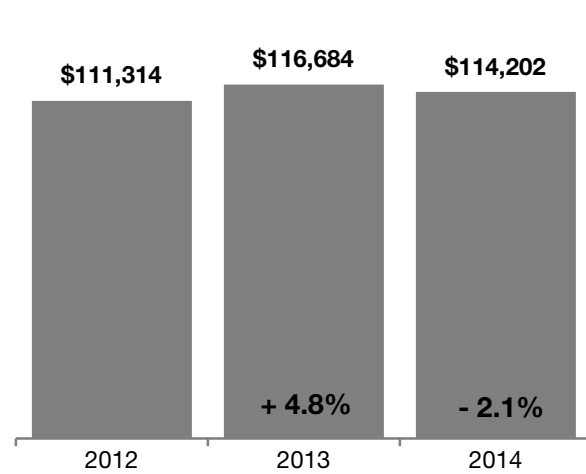


# Average Sales Price

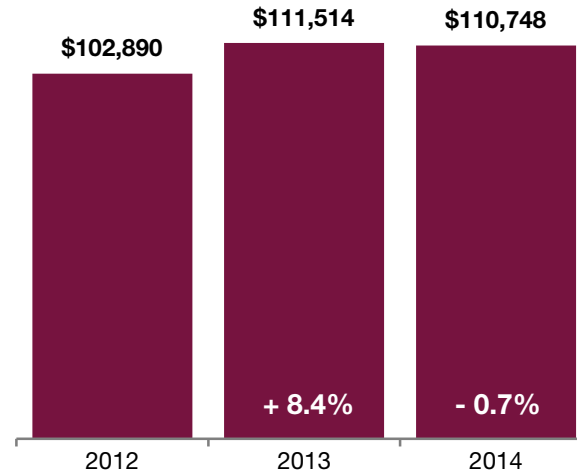
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March



## Year To Date



Month	Prior Year	Current Year	+ / -
April	\$116,281	\$117,279	+0.9%
May	\$118,467	\$128,367	+8.4%
June	\$130,497	\$138,846	+6.4%
July	\$130,818	\$135,107	+3.3%
August	\$121,599	\$133,475	+9.8%
September	\$118,495	\$125,283	+5.7%
October	\$115,810	\$124,102	+7.2%
November	\$119,764	\$119,432	-0.3%
December	\$120,394	\$114,105	-5.2%
January	\$106,960	\$108,307	+1.3%
February	\$108,705	\$108,888	+0.2%
March	\$116,684	\$114,202	-2.1%
<b>12-Month Avg</b>	<b>\$119,494</b>	<b>\$124,063</b>	<b>+3.8%</b>

## Historical Average Sales Price





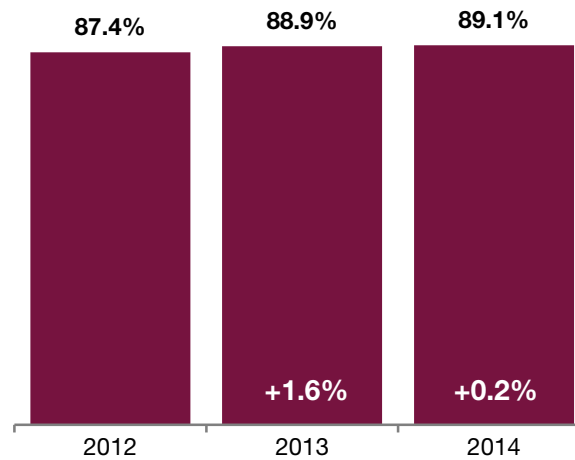
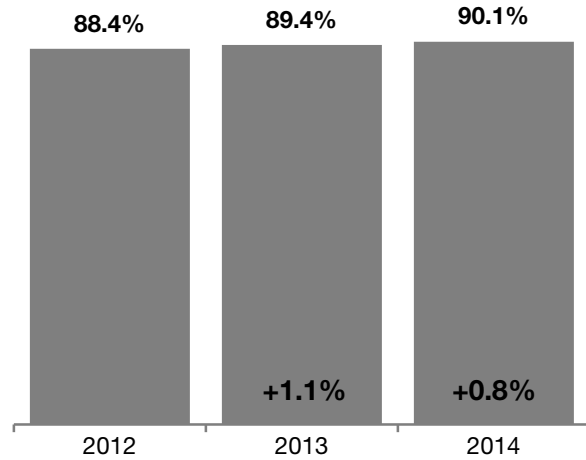
# Percent of Original List Price Received



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.

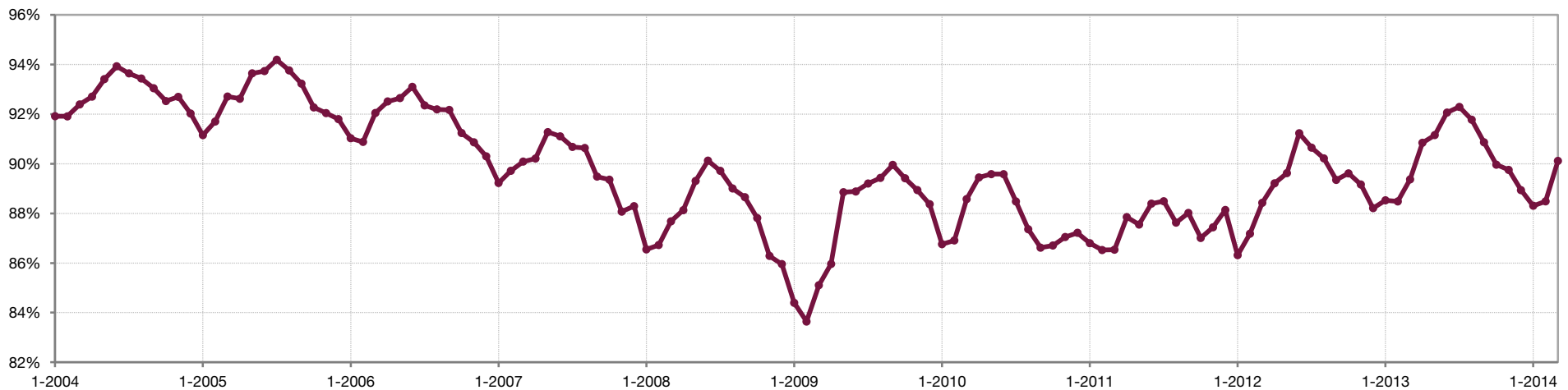
## March

## Year To Date



Month	Prior Year	Current Year	+ / -
April	89.2%	90.8%	+1.8%
May	89.6%	91.2%	+1.7%
June	91.2%	92.1%	+0.9%
July	90.6%	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%	89.8%	+0.7%
December	88.2%	88.9%	+0.8%
January	88.5%	88.3%	-0.2%
February	88.5%	88.5%	+0.0%
March	89.4%	90.1%	+0.8%
<b>12-Month Avg</b>	<b>89.6%</b>	<b>90.6%</b>	<b>+1.1%</b>

## Historical Percent of Original List Price Received

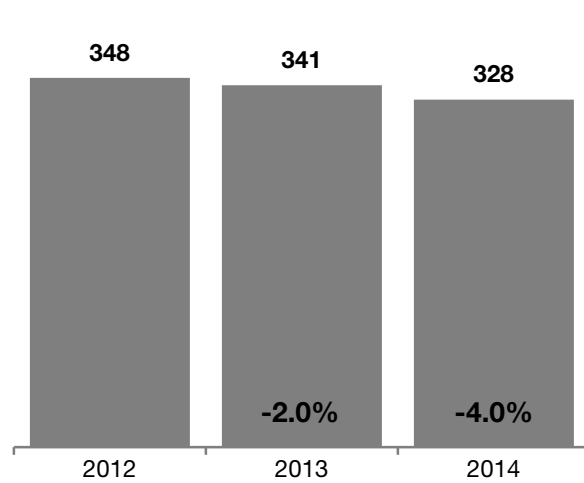


# Housing Affordability Index

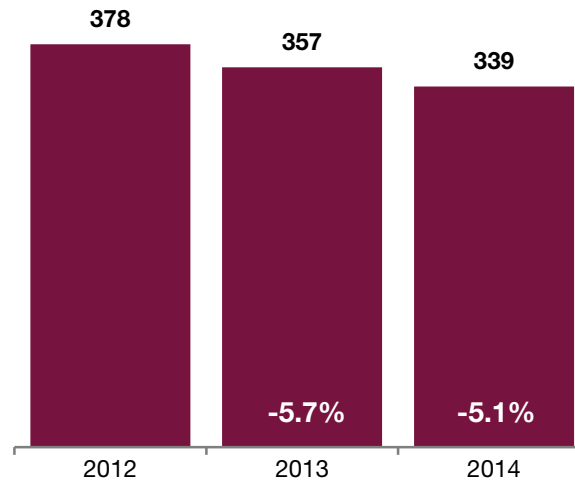


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## March

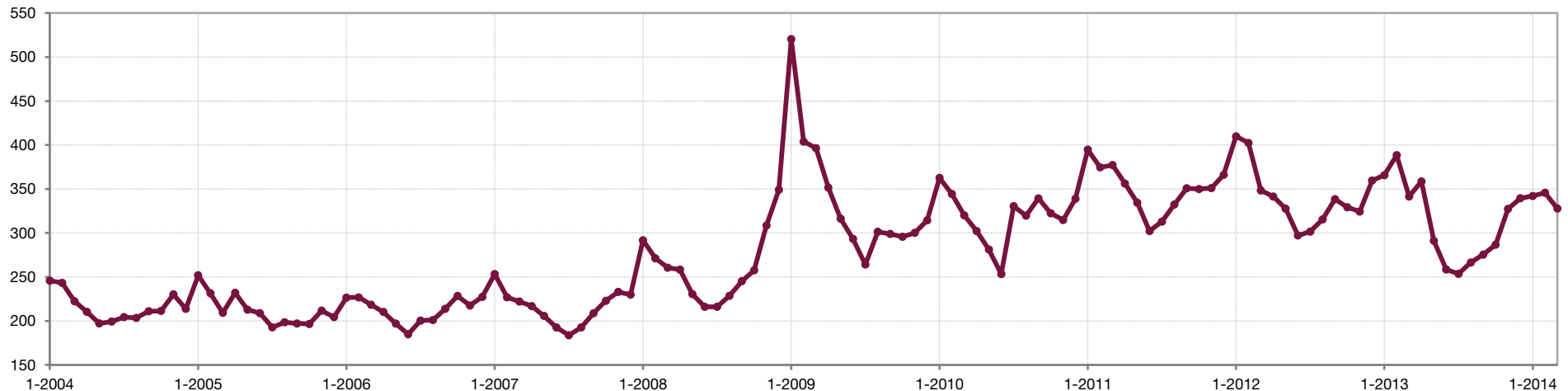


## Year To Date



Month	Prior Year	Current Year	+ / -
April	341	359	+5.0%
May	328	291	-11.2%
June	297	259	-13.0%
July	302	254	-15.9%
August	315	266	-15.5%
September	338	275	-18.6%
October	329	287	-12.9%
November	324	327	+0.9%
December	360	340	-5.6%
January	366	342	-6.5%
February	388	346	-11.0%
March	341	328	-4.0%
<b>12-Month Avg</b>	<b>336</b>	<b>306</b>	<b>-9.0%</b>

## Historical Housing Affordability Index

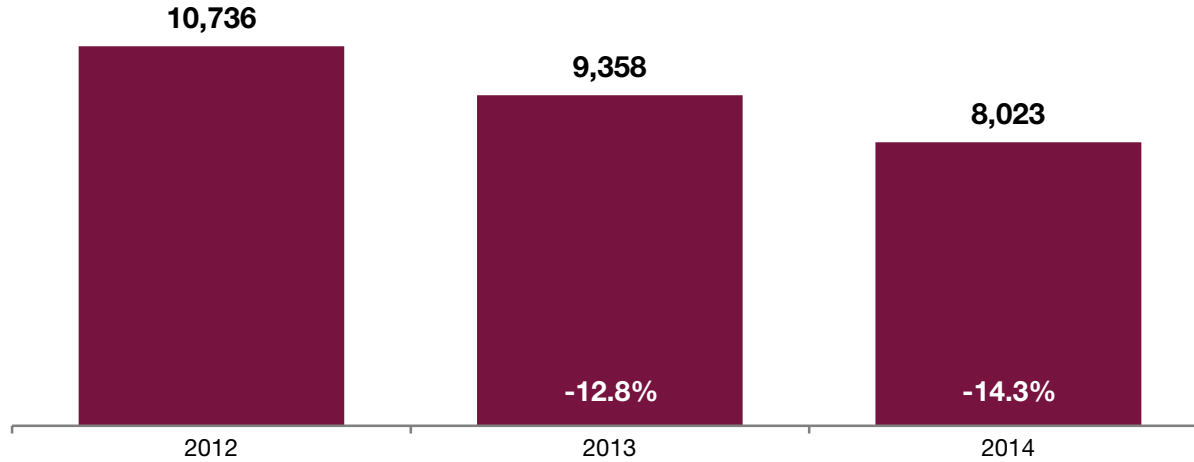


# Inventory of Homes for Sale

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



## March



Month	Prior Year	Current Year	+ / -
April	10,816	9,785	-9.5%
May	11,130	10,235	-8.0%
June	11,213	10,328	-7.9%
July	11,304	10,613	-6.1%
August	11,095	10,442	-5.9%
September	10,770	10,301	-4.4%
October	10,431	9,832	-5.7%
November	9,909	9,214	-7.0%
December	9,016	8,334	-7.6%
January	9,064	8,344	-7.9%
February	9,167	8,137	-11.2%
March	9,358	8,023	-14.3%
12-Month Avg	10,273	9,466	-8.0%

## Historical Inventory of Homes for Sale

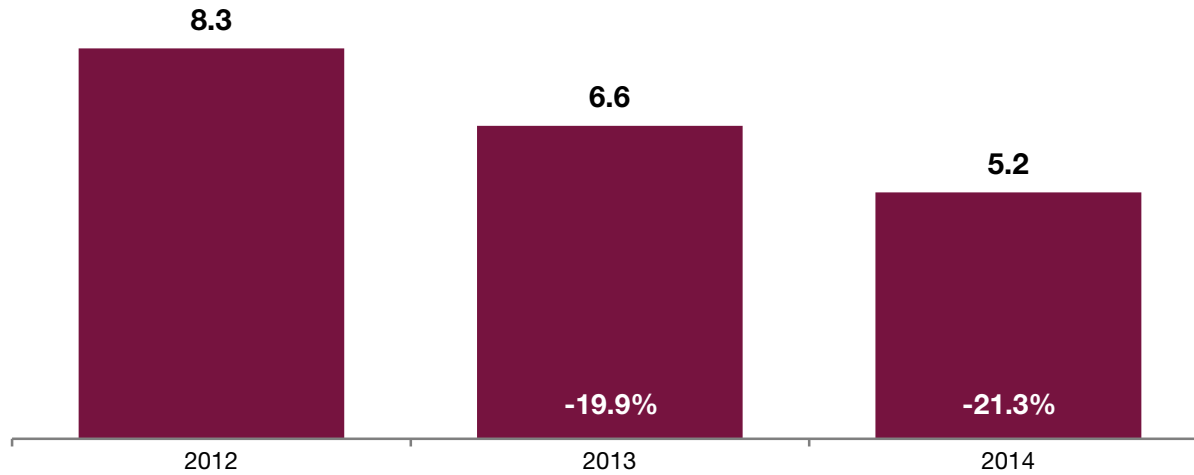


# Months Supply of Inventory

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.



## March



Month	Prior Year	Current Year	+ / -
April	8.2	6.9	-16.2%
May	8.3	7.1	-14.9%
June	8.4	7.1	-15.6%
July	8.3	7.2	-13.6%
August	8.1	7.0	-13.5%
September	7.8	6.9	-12.4%
October	7.5	6.5	-12.8%
November	7.1	6.1	-14.0%
December	6.5	5.5	-15.1%
January	6.5	5.5	-15.0%
February	6.5	5.4	-17.9%
March	6.6	5.2	-21.3%
12-Month Avg	7.5	6.4	-15.1%

## Historical Months Supply of Inventory

