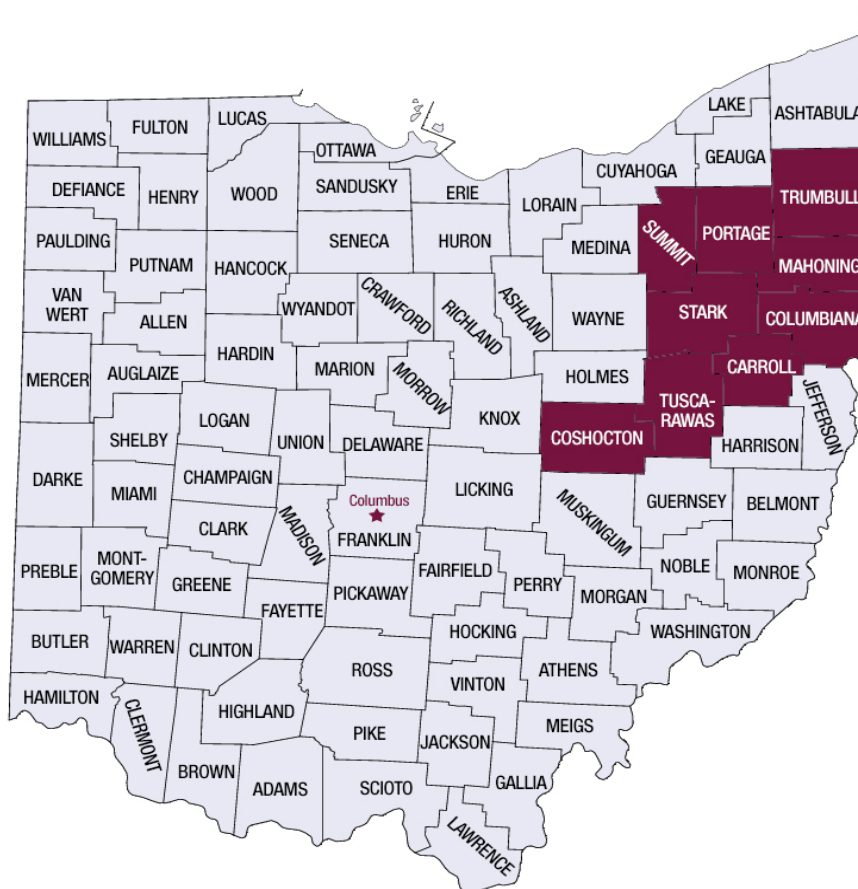


# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



## September 2014



## Quick Facts

**+ 2.5%**

**+ 6.5%**

**- 10.9%**

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.



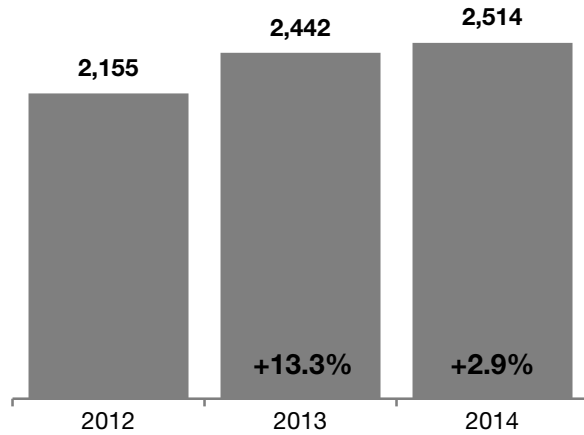
Key Metrics	Historical Sparklines	9-2013	9-2014	+ / -	YTD 2013	YTD 2014	+ / -
<b>New Listings</b>		2,442	<b>2,514</b>	+ 2.9%	23,723	<b>23,668</b>	- 0.2%
<b>Pending Sales</b>		1,487	<b>2,087</b>	+ 40.3%	14,318	<b>15,008</b>	+ 4.8%
<b>Closed Sales</b>		1,611	<b>1,652</b>	+ 2.5%	13,751	<b>13,586</b>	- 1.2%
<b>Days on Market Until Sale</b>		93	<b>87</b>	- 5.6%	106	<b>98</b>	- 7.2%
<b>Median Sales Price</b>		\$108,000	<b>\$115,000</b>	+ 6.5%	\$104,000	<b>\$106,500</b>	+ 2.4%
<b>Average Sales Price</b>		\$125,251	<b>\$132,281</b>	+ 5.6%	\$125,643	<b>\$127,854</b>	+ 1.8%
<b>Percent of Original List Price Received</b>		90.9%	<b>91.3%</b>	+ 0.5%	90.9%	<b>90.9%</b>	+ 0.1%
<b>Housing Affordability Index</b>		275	<b>260</b>	- 5.6%	286	<b>281</b>	- 1.9%
<b>Inventory of Homes for Sale</b>		10,401	<b>9,266</b>	- 10.9%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		7.0	<b>5.9</b>	- 14.9%	--	<b>--</b>	--

# New Listings

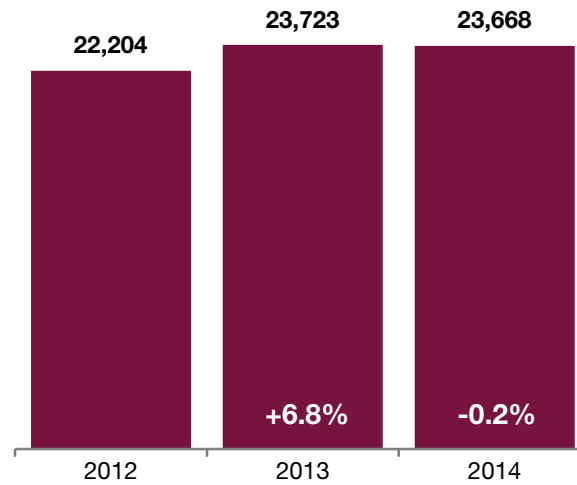
A count of the properties that have been newly listed on the market in a given month.



## September

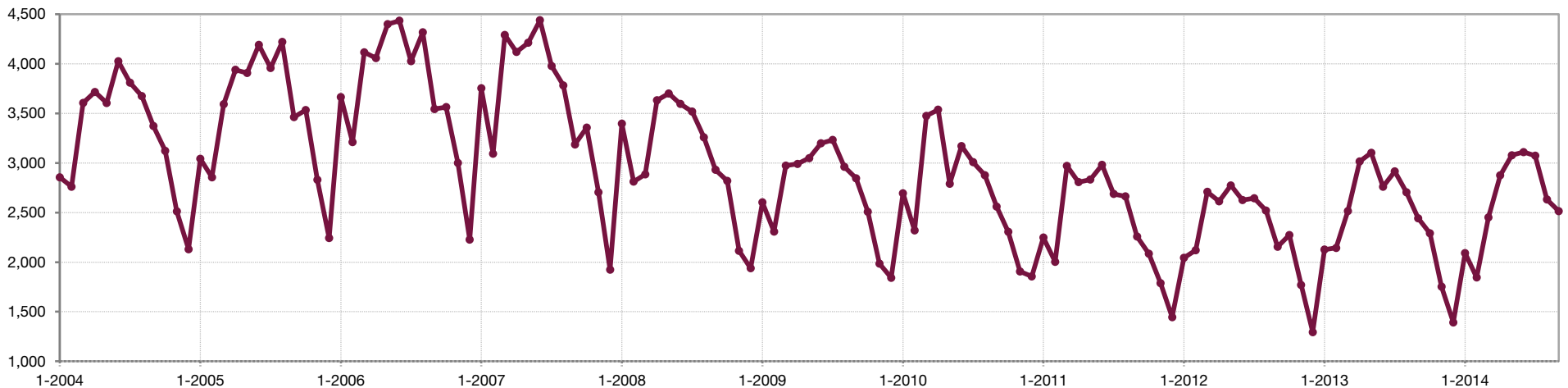


## Year To Date



Month	Prior Year	Current Year	+ / -
October	2,273	2,291	+0.8%
November	1,770	1,753	-1.0%
December	1,294	1,392	+7.6%
January	2,127	2,091	-1.7%
February	2,143	1,846	-13.9%
March	2,515	2,451	-2.5%
April	3,015	2,875	-4.6%
May	3,102	3,077	-0.8%
June	2,760	3,109	+12.6%
July	2,915	3,073	+5.4%
August	2,704	2,632	-2.7%
September	2,442	2,514	+2.9%
<b>12-Month Avg</b>	<b>2,422</b>	<b>2,425</b>	<b>+0.2%</b>

## Historical New Listing Activity

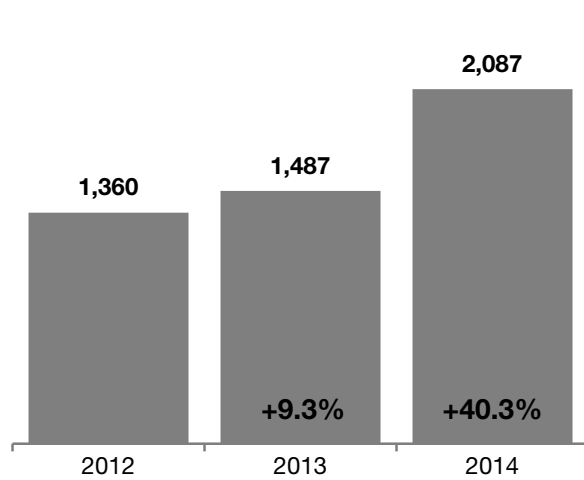


# Pending Sales

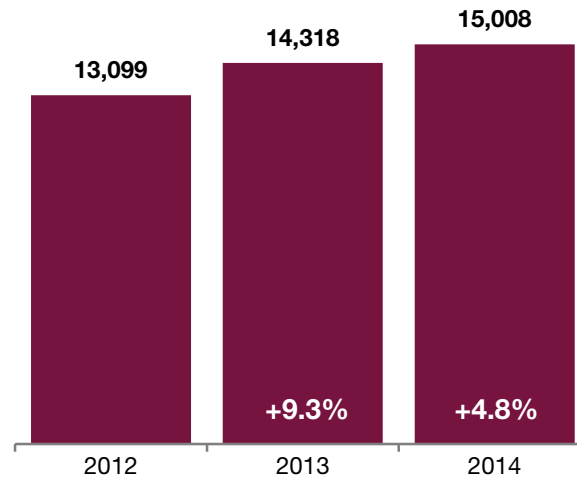
A count of the properties on which contracts have been accepted in a given month.



## September

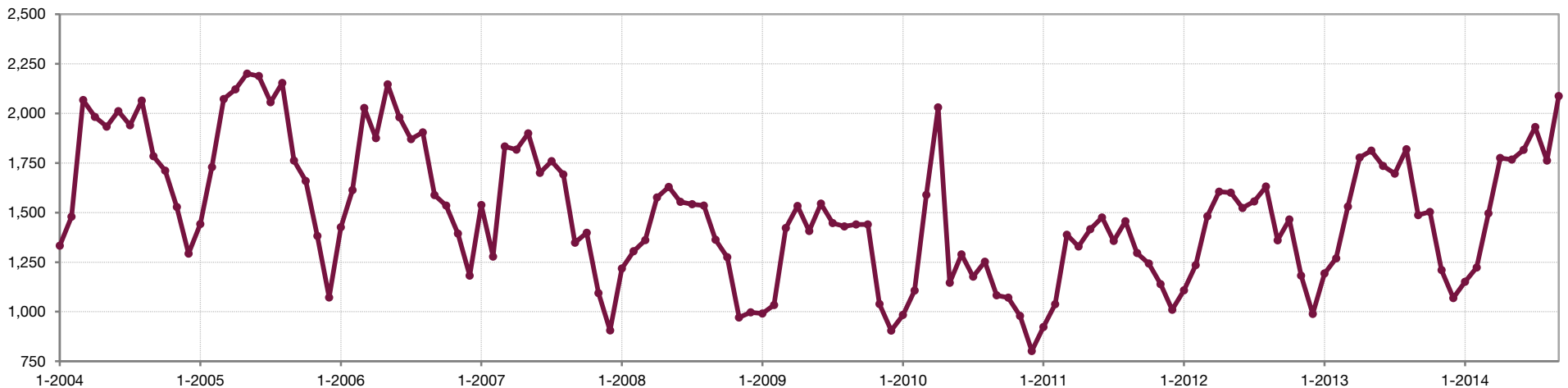


## Year To Date



Month	Prior Year	Current Year	+ / -
October	1,465	1,503	+2.6%
November	1,182	1,210	+2.4%
December	989	1,069	+8.1%
January	1,193	1,151	-3.5%
February	1,269	1,223	-3.6%
March	1,530	1,496	-2.2%
April	1,777	1,775	-0.1%
May	1,812	1,767	-2.5%
June	1,735	1,816	+4.7%
July	1,696	1,931	+13.9%
August	1,819	1,762	-3.1%
September	1,487	2,087	+40.3%
<b>12-Month Avg</b>	<b>1,496</b>	<b>1,566</b>	<b>+4.7%</b>

## Historical Pending Sales Activity

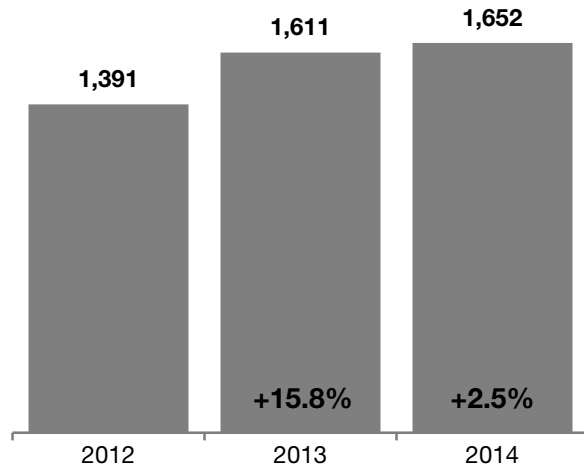


# Closed Sales

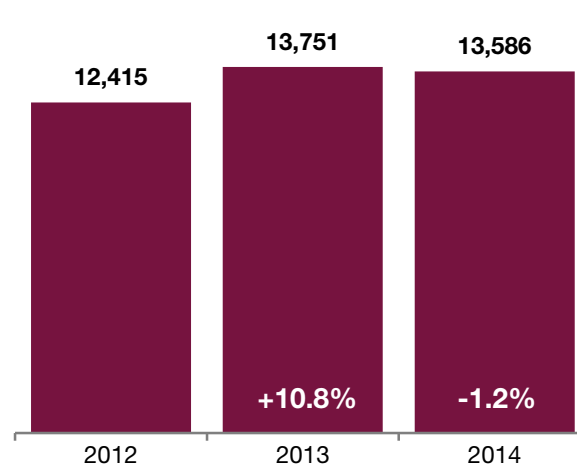
A count of the actual sales that have closed in a given month.



## September

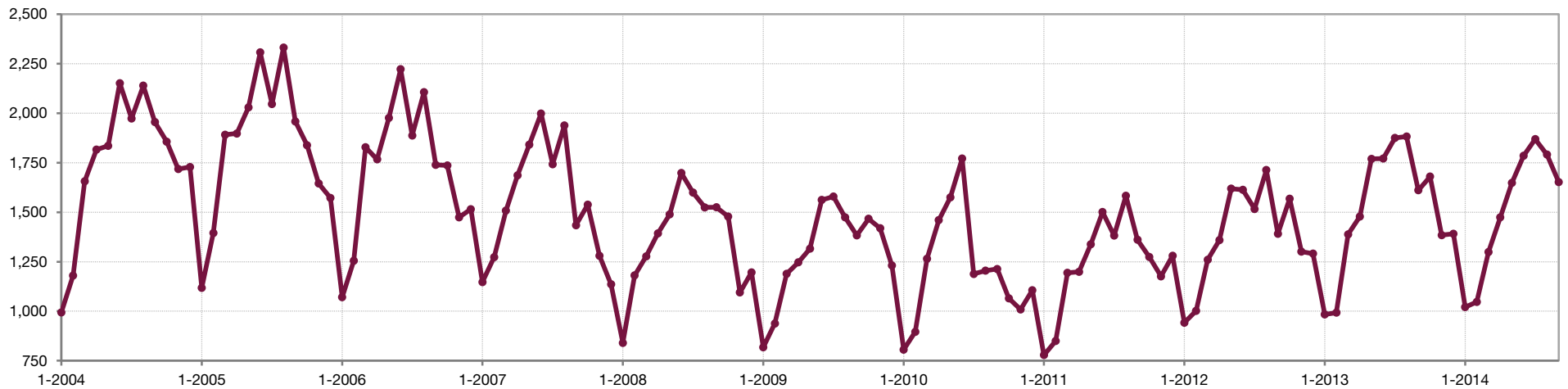


## Year To Date



Month	Prior Year	Current Year	+ / -
October	1,568	1,680	+7.1%
November	1,301	1,384	+6.4%
December	1,291	1,391	+7.7%
January	984	1,021	+3.8%
February	993	1,047	+5.4%
March	1,388	1,299	-6.4%
April	1,478	1,474	-0.3%
May	1,769	1,648	-6.8%
June	1,771	1,785	+0.8%
July	1,875	1,869	-0.3%
August	1,882	1,791	-4.8%
September	1,611	1,652	+2.5%
<b>12-Month Avg</b>	<b>1,493</b>	<b>1,503</b>	<b>+1.3%</b>

## Historical Closed Sales Activity

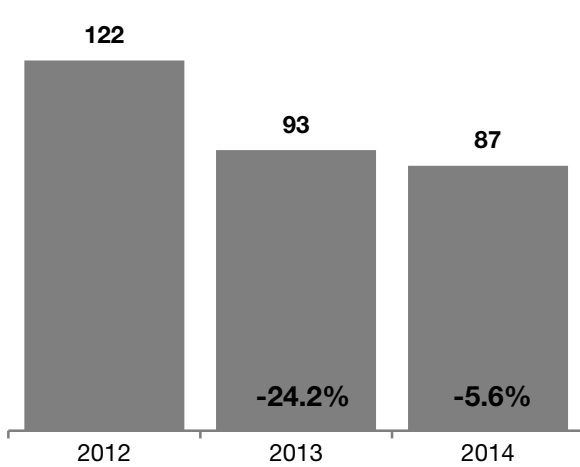


# Days on Market Until Sale

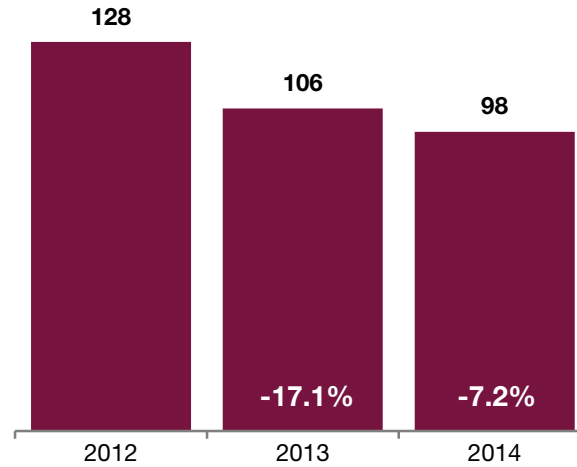
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	114	101	-11.4%
November	116	101	-13.4%
December	121	106	-12.5%
January	112	110	-2.1%
February	118	119	+0.3%
March	120	99	-17.4%
April	117	110	-5.5%
May	112	105	-6.6%
June	100	91	-9.0%
July	99	87	-12.0%
August	95	92	-3.2%
September	93	87	-5.6%
<b>12-Month Avg</b>	<b>109</b>	<b>99</b>	<b>-8.5%</b>

## Historical Days on Market Until Sale

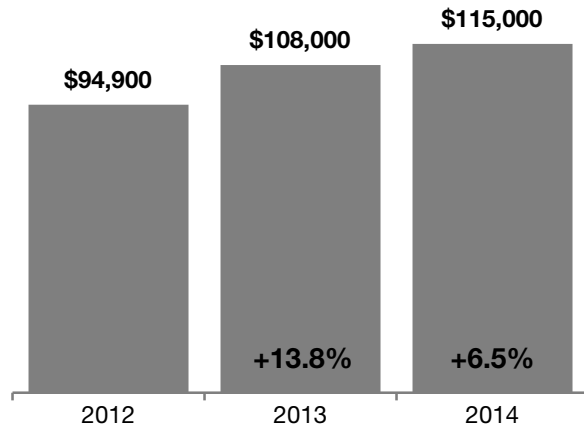


# Median Sales Price

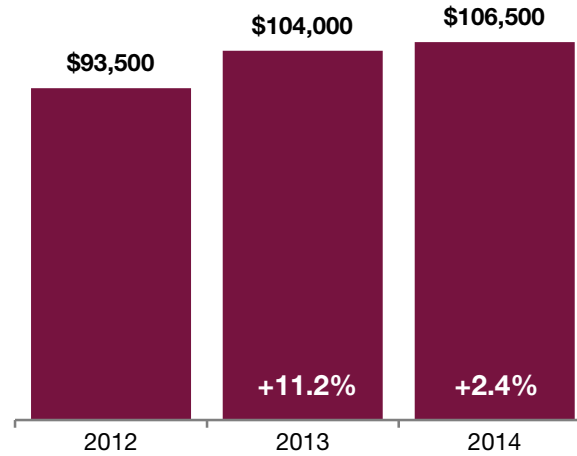
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

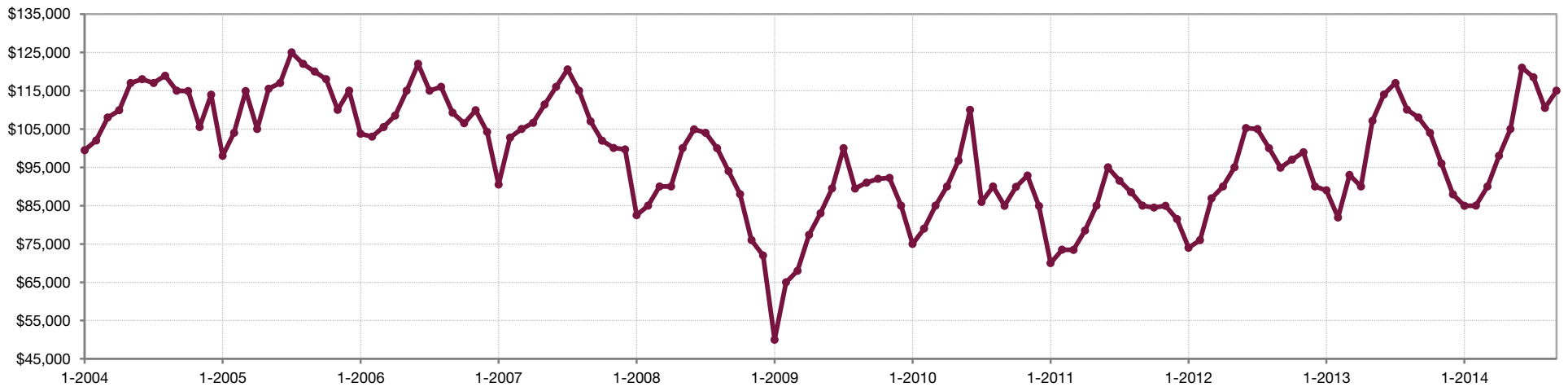


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$97,000	<b>\$104,000</b>	+7.2%
November	\$98,934	<b>\$96,000</b>	-3.0%
December	\$90,000	<b>\$87,950</b>	-2.3%
January	\$89,000	<b>\$84,950</b>	-4.6%
February	\$81,900	<b>\$85,000</b>	+3.8%
March	\$93,000	<b>\$90,000</b>	-3.2%
April	\$90,000	<b>\$98,000</b>	+8.9%
May	\$107,125	<b>\$105,000</b>	-2.0%
June	\$114,000	<b>\$121,000</b>	+6.1%
July	\$117,000	<b>\$118,500</b>	+1.3%
August	\$110,050	<b>\$110,500</b>	+0.4%
September	\$108,000	<b>\$115,000</b>	+6.5%
<b>12-Month Med</b>	<b>\$101,000</b>	<b>\$104,900</b>	<b>+3.9%</b>

## Historical Median Sales Price

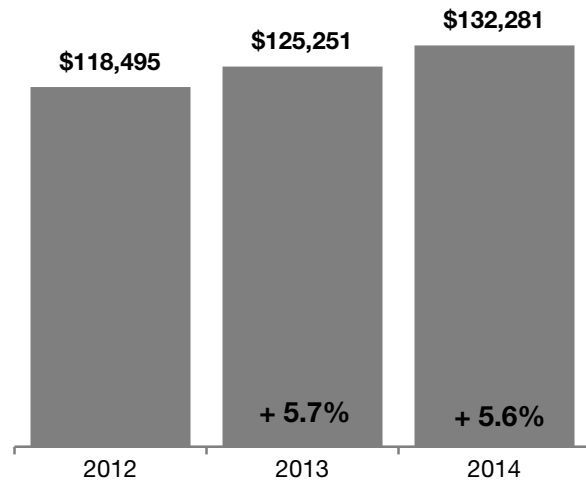


# Average Sales Price

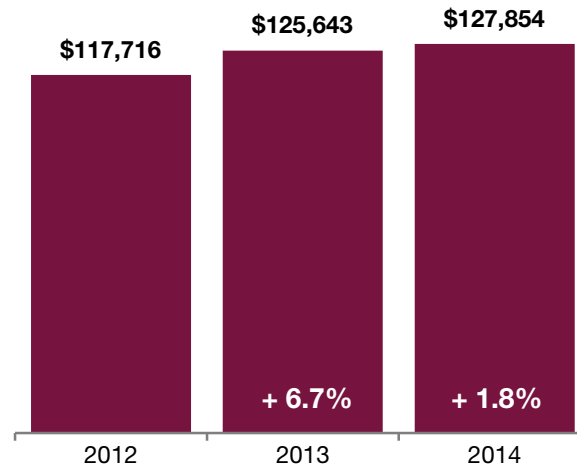
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$115,810	\$124,104	+7.2%
November	\$119,764	\$119,463	-0.3%
December	\$120,394	\$114,013	-5.3%
January	\$106,960	\$108,420	+1.4%
February	\$108,705	\$108,802	+0.1%
March	\$116,684	\$113,849	-2.4%
April	\$117,284	\$121,545	+3.6%
May	\$128,357	\$128,607	+0.2%
June	\$138,846	\$144,805	+4.3%
July	\$135,107	\$138,185	+2.3%
August	\$133,470	\$133,105	-0.3%
September	\$125,251	\$132,281	+5.6%
<b>12-Month Avg</b>	<b>\$123,995</b>	<b>\$125,816</b>	<b>+1.5%</b>

## Historical Average Sales Price



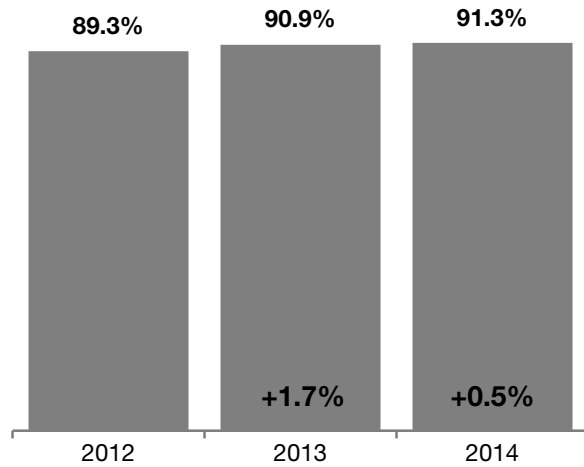


# Percent of Original List Price Received

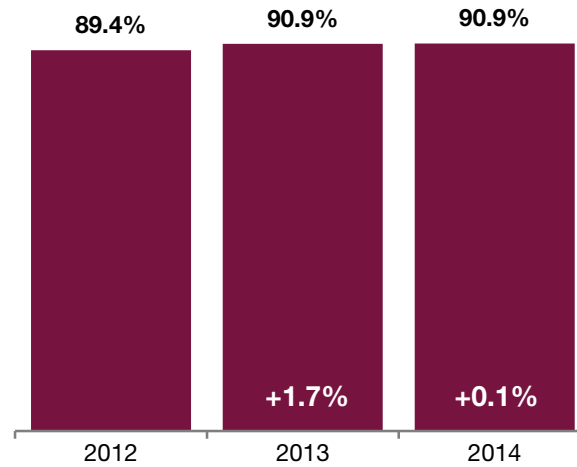
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

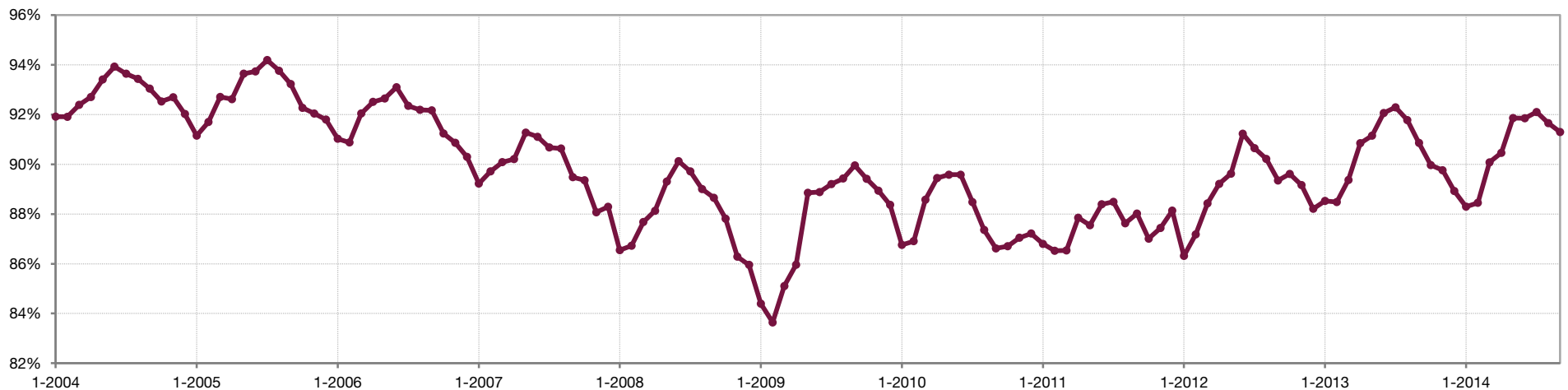


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	-0.3%
February	88.5%	88.5%	-0.0%
March	89.4%	90.1%	+0.8%
April	90.8%	90.5%	-0.4%
May	91.1%	91.9%	+0.8%
June	92.1%	91.8%	-0.2%
July	92.3%	92.1%	-0.2%
August	91.8%	91.7%	-0.1%
September	90.9%	91.3%	+0.5%
<b>12-Month Avg</b>	<b>90.5%</b>	<b>90.6%</b>	<b>+0.2%</b>

## Historical Percent of Original List Price Received

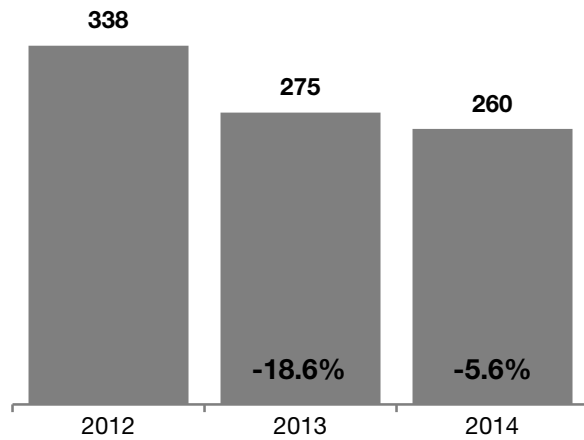


# Housing Affordability Index

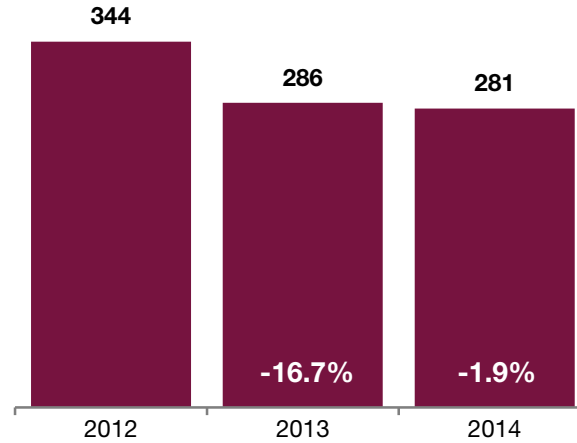


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## September

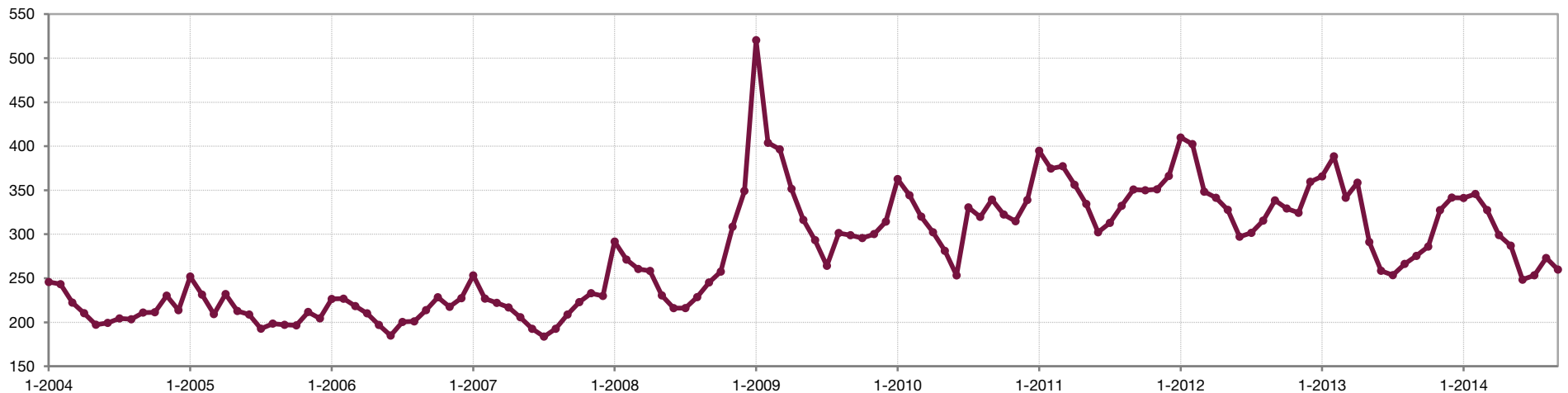


## Year To Date



Month	Prior Year	Current Year	+ / -
October	329	286	-13.1%
November	324	327	+0.9%
December	360	342	-5.0%
January	366	341	-6.7%
February	388	346	-11.0%
March	341	327	-4.1%
April	359	299	-16.6%
May	291	287	-1.4%
June	259	248	-3.9%
July	254	253	-0.1%
August	266	273	+2.5%
September	275	260	-5.6%
<b>12-Month Avg</b>	<b>318</b>	<b>299</b>	<b>-5.3%</b>

## Historical Housing Affordability Index

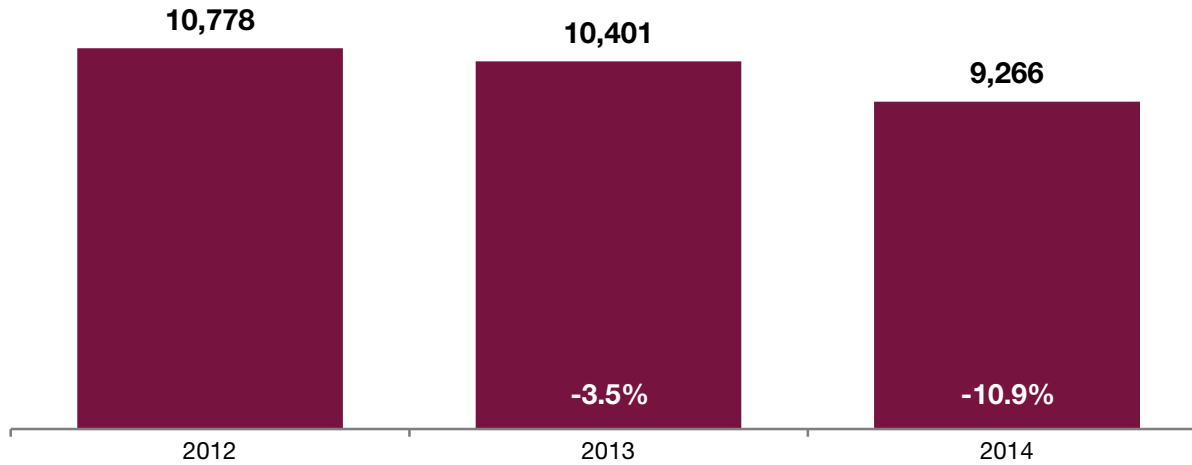


# Inventory of Homes for Sale

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

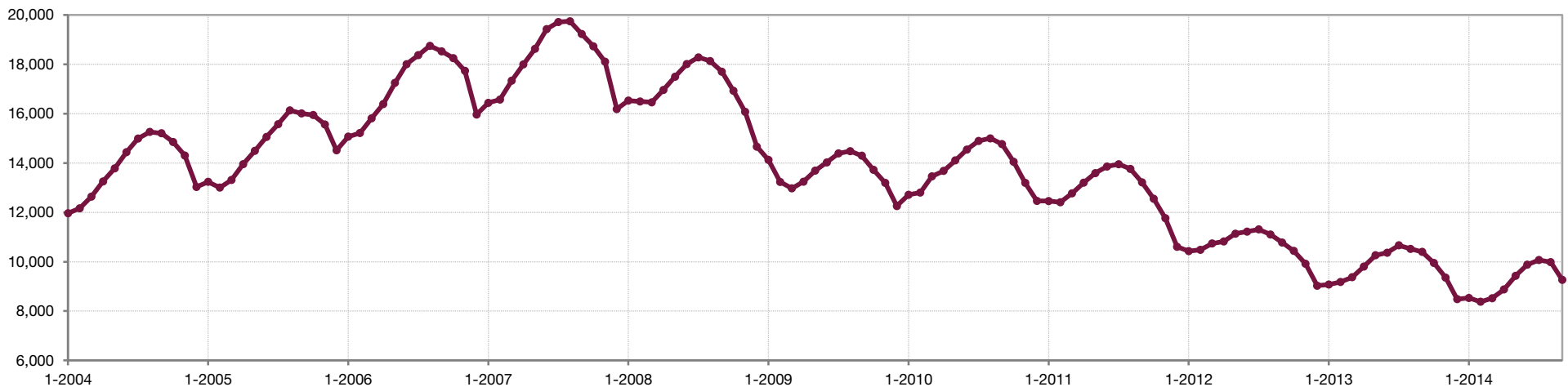


## September



Month	Prior Year	Current Year	+ / -
October	10,440	9,951	-4.7%
November	9,918	9,356	-5.7%
December	9,027	8,485	-6.0%
January	9,077	8,532	-6.0%
February	9,180	8,380	-8.7%
March	9,374	8,521	-9.1%
April	9,804	8,878	-9.4%
May	10,264	9,429	-8.1%
June	10,364	9,882	-4.7%
July	10,667	10,070	-5.6%
August	10,520	9,984	-5.1%
September	10,401	9,266	-10.9%
12-Month Avg	9,920	9,228	-7.0%

## Historical Inventory of Homes for Sale

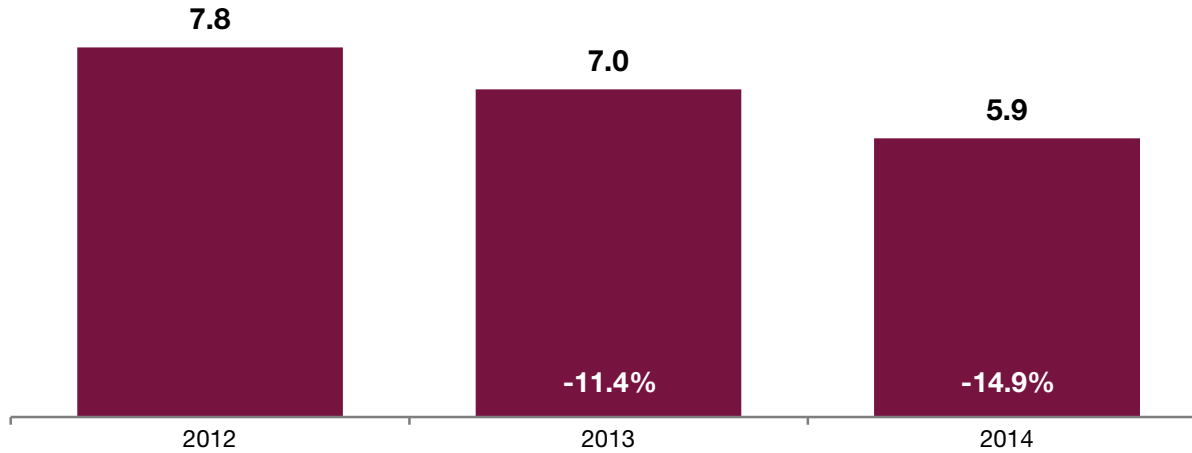


# Months Supply of Inventory

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.



## September



Month	Prior Year	Current Year	+ / -
October	7.5	6.6	-11.5%
November	7.1	6.2	-12.3%
December	6.5	5.6	-13.1%
January	6.5	5.7	-12.4%
February	6.5	5.6	-14.6%
March	6.7	5.7	-14.5%
April	6.9	5.9	-14.0%
May	7.1	6.3	-11.4%
June	7.1	6.6	-7.4%
July	7.3	6.6	-8.7%
August	7.1	6.6	-7.0%
September	7.0	5.9	-14.9%
12-Month Avg	6.9	6.1	-11.8%

## Historical Months Supply of Inventory

