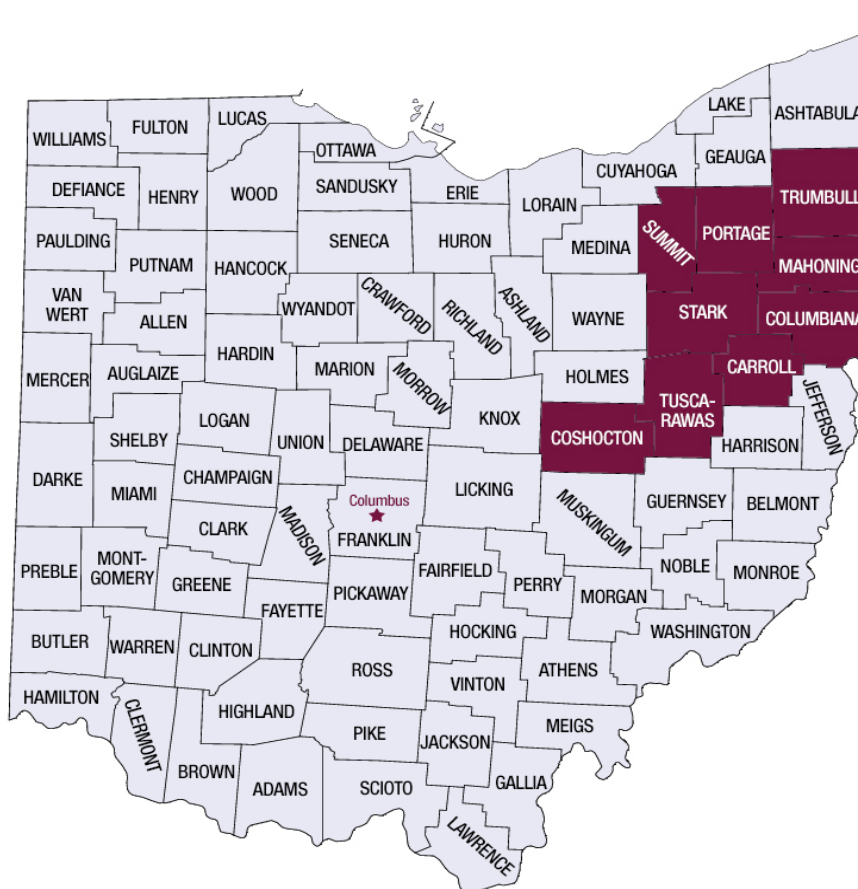


# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



## January 2015



## Quick Facts

**+ 2.1%**

**0.0%**

**- 9.3%**

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.



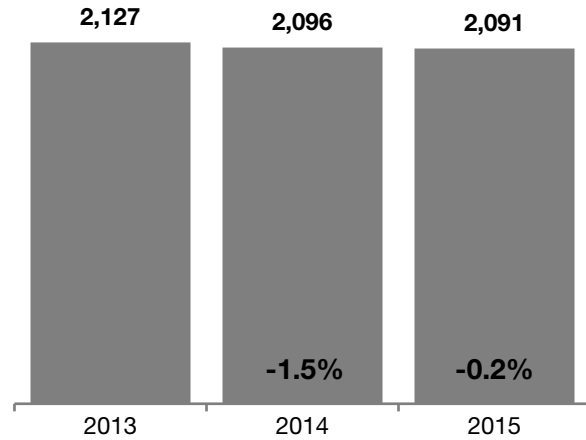
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		2,096	<b>2,091</b>	- 0.2%	2,096	<b>2,091</b>	- 0.2%
<b>Pending Sales</b>		1,146	<b>1,593</b>	+ 39.0%	1,146	<b>1,593</b>	+ 39.0%
<b>Closed Sales</b>		1,022	<b>1,043</b>	+ 2.1%	1,022	<b>1,043</b>	+ 2.1%
<b>Days on Market Until Sale</b>		110	<b>109</b>	- 1.0%	110	<b>109</b>	- 1.0%
<b>Median Sales Price</b>		\$85,000	<b>\$85,000</b>	0.0%	\$85,000	<b>\$85,000</b>	0.0%
<b>Average Sales Price</b>		\$108,445	<b>\$110,559</b>	+ 2.0%	\$108,445	<b>\$110,559</b>	+ 2.0%
<b>Percent of Original List Price Received</b>		88.3%	<b>89.9%</b>	+ 1.9%	88.3%	<b>89.9%</b>	+ 1.9%
<b>Housing Affordability Index</b>		341	<b>367</b>	+ 7.8%	341	<b>367</b>	+ 7.8%
<b>Inventory of Homes for Sale</b>		8,565	<b>7,768</b>	- 9.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.7	<b>4.9</b>	- 14.5%	--	--	--

# New Listings

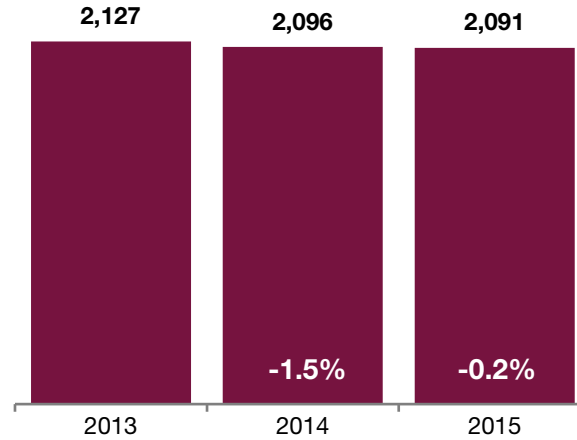
A count of the properties that have been newly listed on the market in a given month.



## January

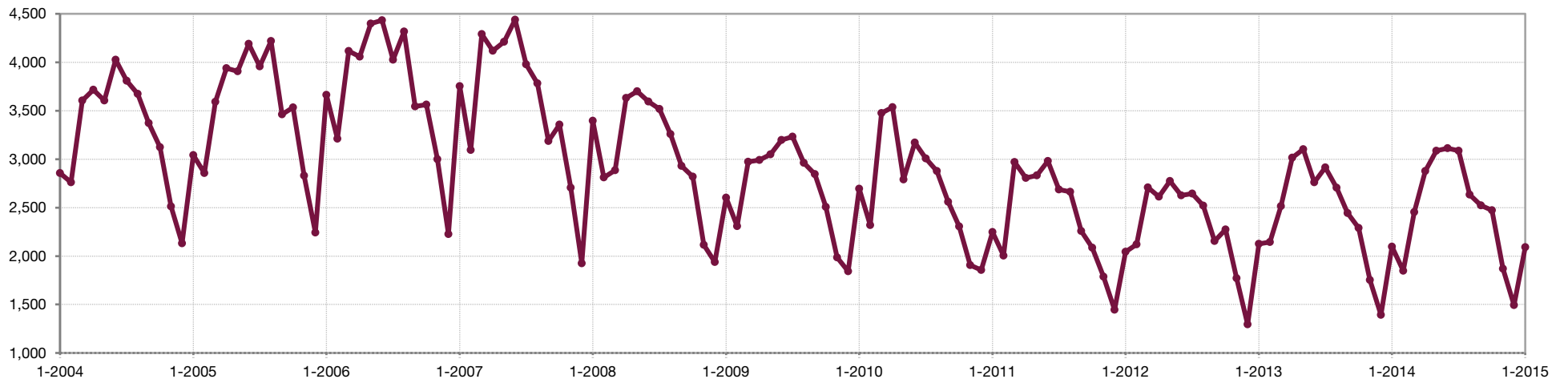


## Year To Date



Month	Prior Year	Current Year	+ / -
February	2,143	1,849	-13.7%
March	2,515	2,453	-2.5%
April	3,016	2,878	-4.6%
May	3,102	3,085	-0.5%
June	2,760	3,113	+12.8%
July	2,915	3,085	+5.8%
August	2,704	2,634	-2.6%
September	2,442	2,523	+3.3%
October	2,291	2,473	+7.9%
November	1,753	1,869	+6.6%
December	1,392	1,493	+7.3%
January	2,096	2,091	-0.2%
<b>12-Month Avg</b>	<b>2,427</b>	<b>2,462</b>	<b>+1.4%</b>

## Historical New Listing Activity

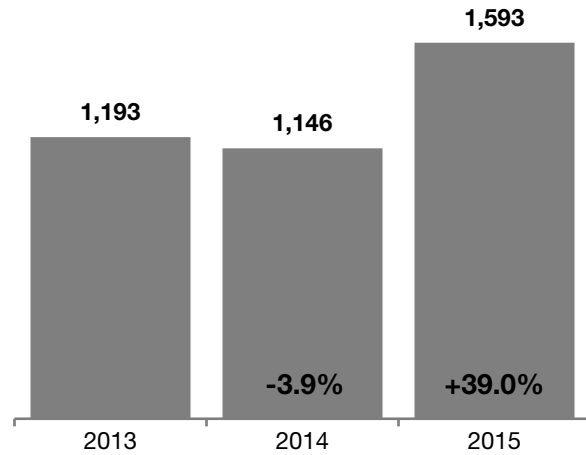


# Pending Sales

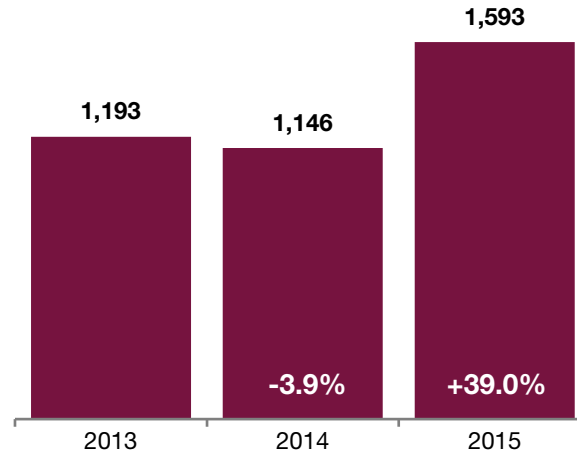
A count of the properties on which contracts have been accepted in a given month.



## January

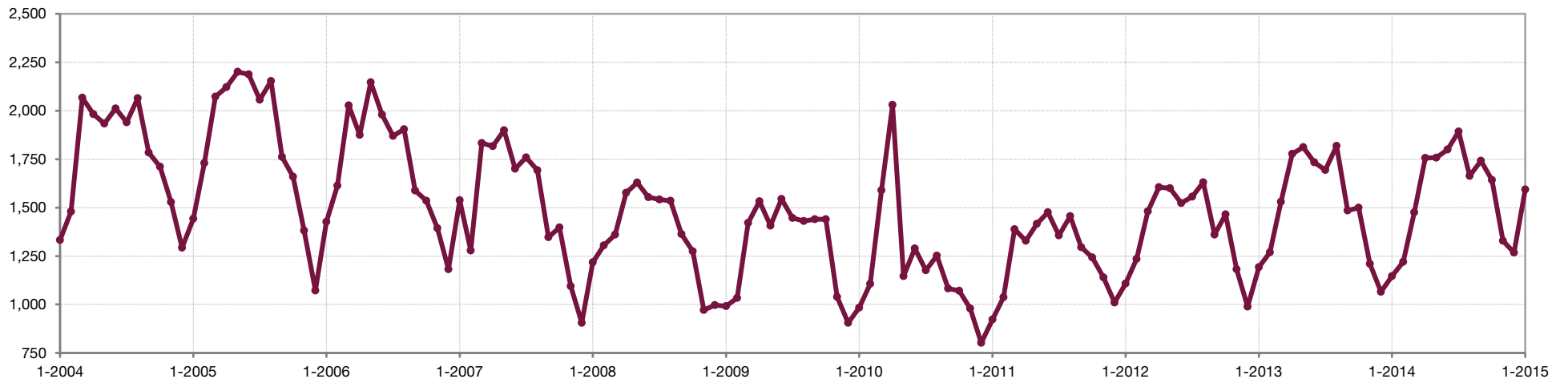


## Year To Date



Month	Prior Year	Current Year	+ / -
February	1,269	1,220	-3.9%
March	1,530	1,475	-3.6%
April	1,777	1,756	-1.2%
May	1,812	1,758	-3.0%
June	1,734	1,800	+3.8%
July	1,694	1,893	+11.7%
August	1,818	1,664	-8.5%
September	1,485	1,742	+17.3%
October	1,500	1,642	+9.5%
November	1,210	1,329	+9.8%
December	1,065	1,268	+19.1%
January	1,146	1,593	+39.0%
<b>12-Month Avg</b>	<b>1,503</b>	<b>1,595</b>	<b>+6.1%</b>

## Historical Pending Sales Activity

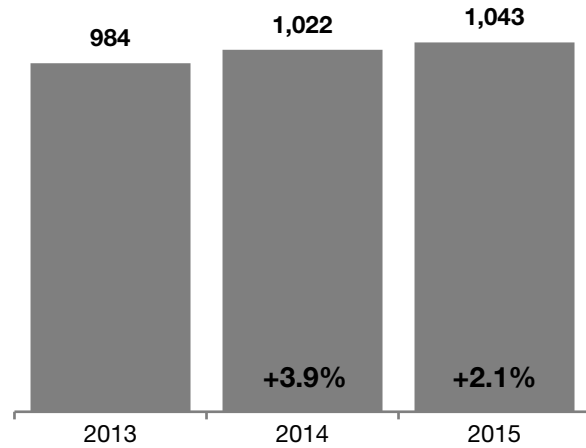


# Closed Sales

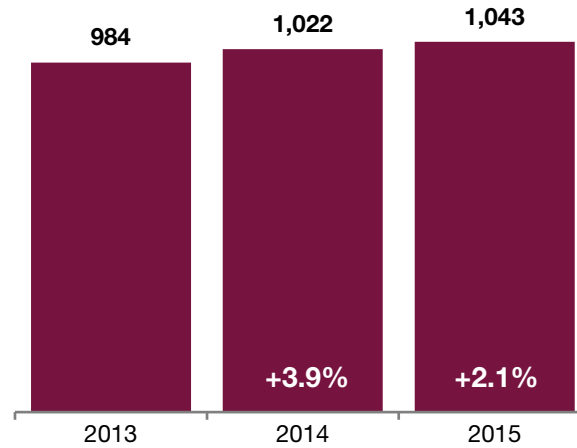
A count of the actual sales that have closed in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	993	1,050	+5.7%
March	1,388	1,302	-6.2%
April	1,478	1,479	+0.1%
May	1,769	1,652	-6.6%
June	1,771	1,797	+1.5%
July	1,875	1,876	+0.1%
August	1,882	1,804	-4.1%
September	1,611	1,689	+4.8%
October	1,681	1,802	+7.2%
November	1,384	1,331	-3.8%
December	1,390	1,583	+13.9%
January	1,022	1,043	+2.1%
<b>12-Month Avg</b>	<b>1,520</b>	<b>1,534</b>	<b>+1.2%</b>

## Historical Closed Sales Activity

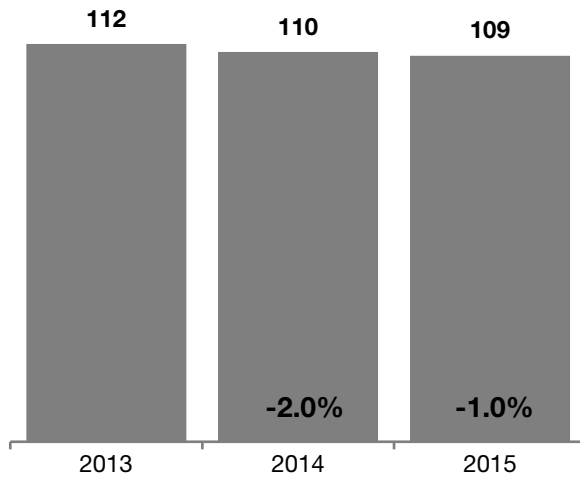


# Days on Market Until Sale

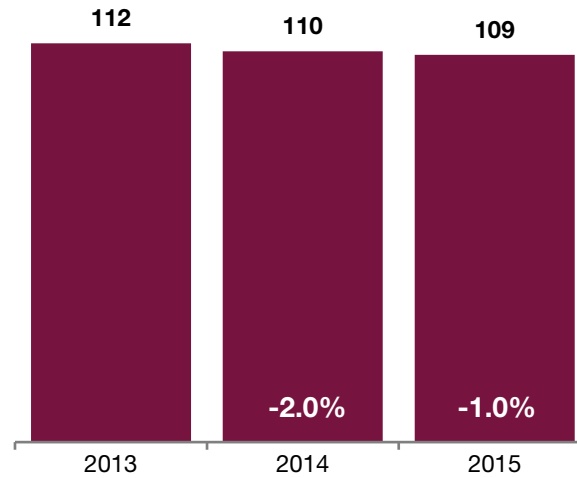
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	118	119	+0.2%
March	120	99	-17.4%
April	117	110	-5.6%
May	112	105	-6.5%
June	100	91	-8.9%
July	99	87	-12.2%
August	95	92	-3.1%
September	93	87	-6.3%
October	101	97	-3.6%
November	101	91	-9.2%
December	106	103	-3.1%
January	110	109	-1.0%
<b>12-Month Avg</b>	<b>105</b>	<b>98</b>	<b>-6.7%</b>

## Historical Days on Market Until Sale

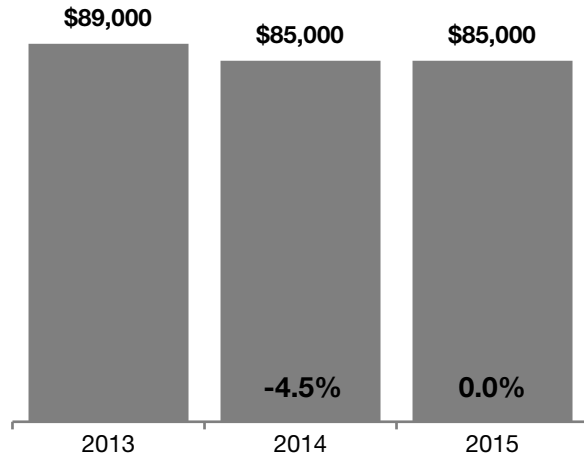


# Median Sales Price

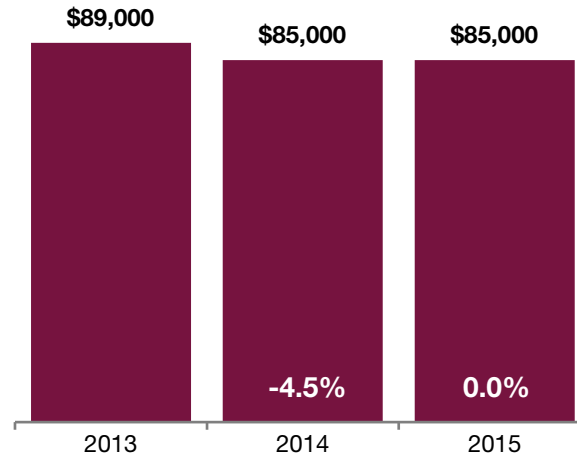
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$81,900	\$85,000	+3.8%
March	\$93,000	\$89,900	-3.3%
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	\$110,250	+0.2%
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%
<b>12-Month Med</b>	<b>\$101,500</b>	<b>\$105,950</b>	<b>+4.4%</b>

## Historical Median Sales Price

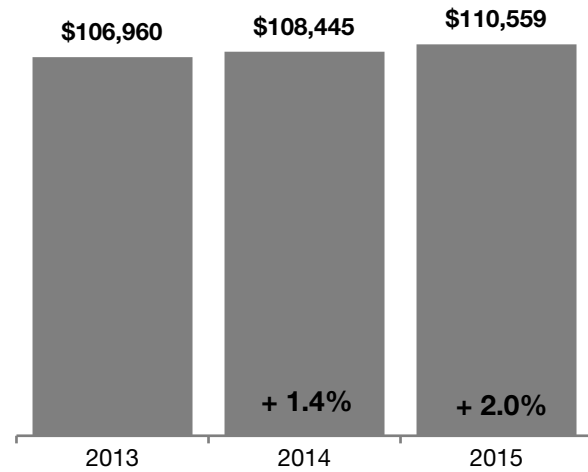


# Average Sales Price

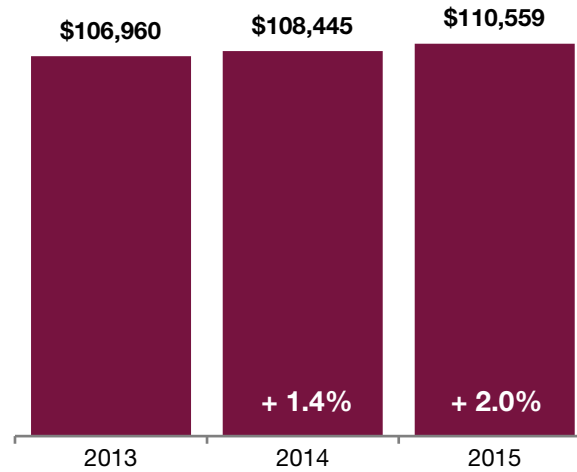
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$108,705	\$108,839	+0.1%
March	\$116,684	\$113,660	-2.6%
April	\$117,284	\$121,300	+3.4%
May	\$128,357	\$128,759	+0.3%
June	\$138,846	\$144,639	+4.2%
July	\$135,107	\$138,126	+2.2%
August	\$133,470	\$133,099	-0.3%
September	\$125,251	\$131,886	+5.3%
October	\$124,192	\$125,238	+0.8%
November	\$119,463	\$126,372	+5.8%
December	\$113,899	\$122,604	+7.6%
January	\$108,445	\$110,559	+2.0%
<b>12-Month Avg</b>	<b>\$124,202</b>	<b>\$127,095</b>	<b>+2.3%</b>

## Historical Average Sales Price





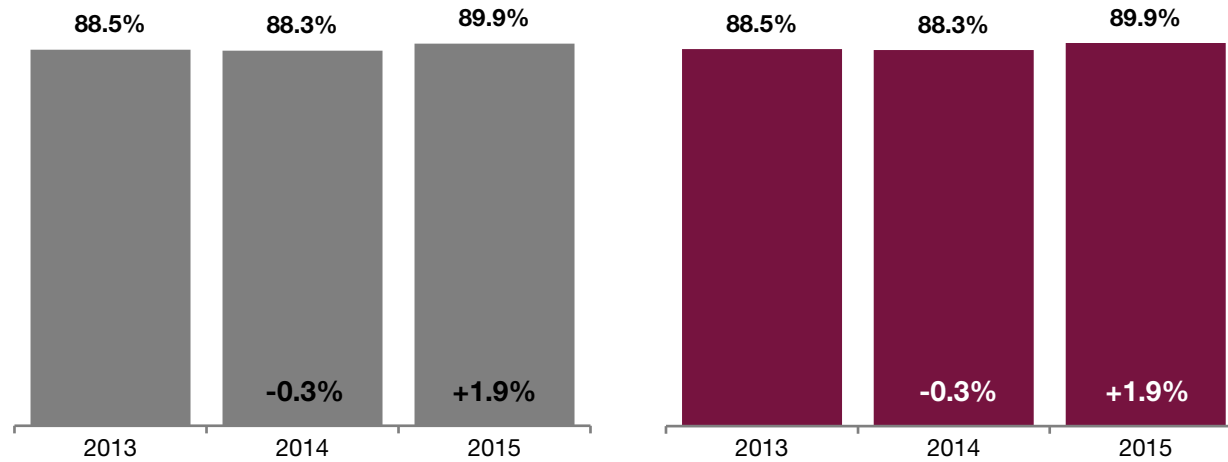
# Percent of Original List Price Received

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.



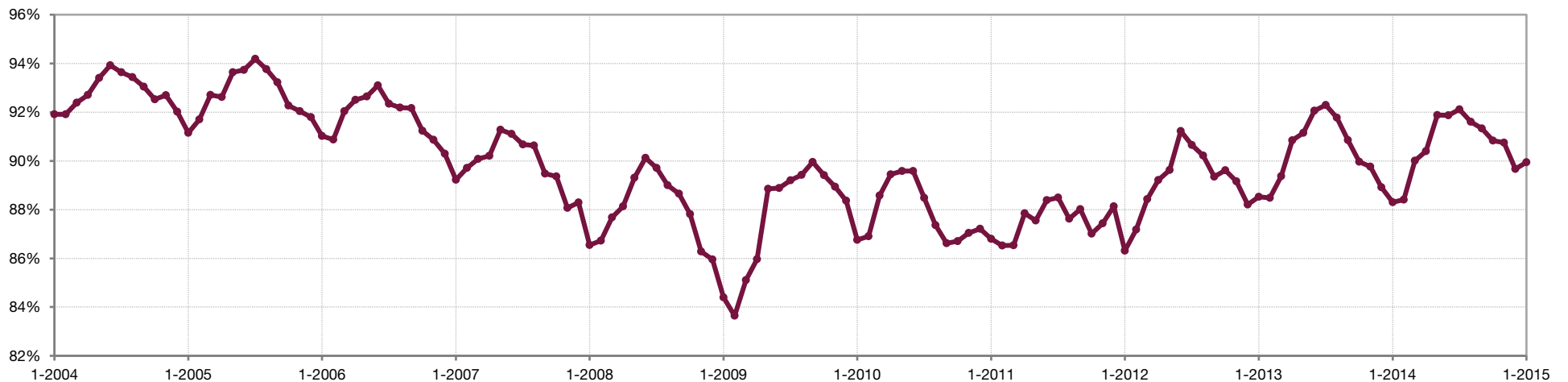
## January

## Year To Date



Month	Prior Year	Current Year	+ / -
February	88.5%	88.4%	-0.1%
March	89.4%	90.0%	+0.7%
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%	+1.9%
<b>12-Month Avg</b>	<b>90.6%</b>	<b>90.9%</b>	<b>+0.4%</b>

## Historical Percent of Original List Price Received

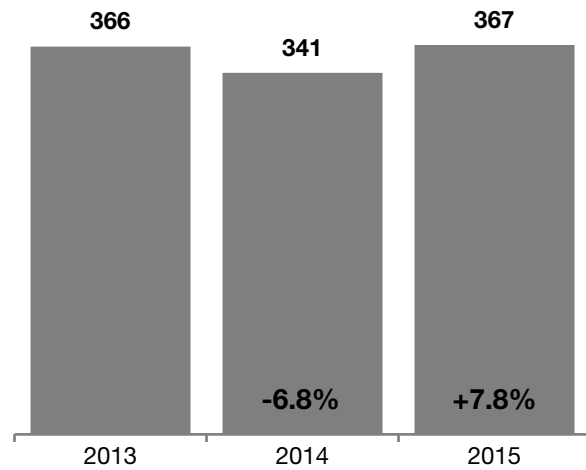


# Housing Affordability Index

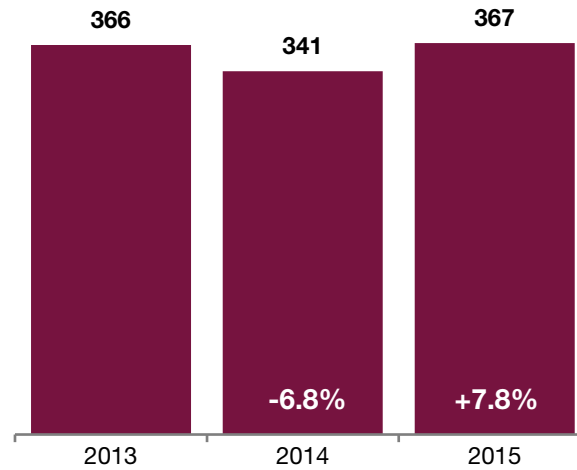
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## January

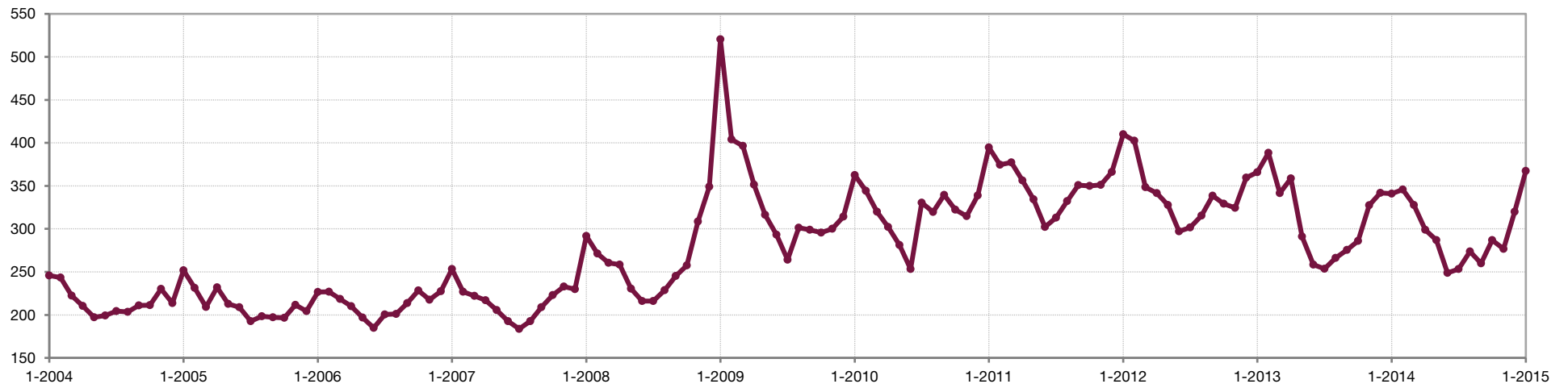


## Year To Date



Month	Prior Year	Current Year	+ / -
February	388	346	-11.0%
March	341	328	-4.0%
April	359	299	-16.6%
May	291	287	-1.4%
June	259	249	-3.7%
July	254	253	-0.1%
August	266	274	+2.7%
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%
<b>12-Month Avg</b>	<b>311</b>	<b>296</b>	<b>-4.5%</b>

## Historical Housing Affordability Index

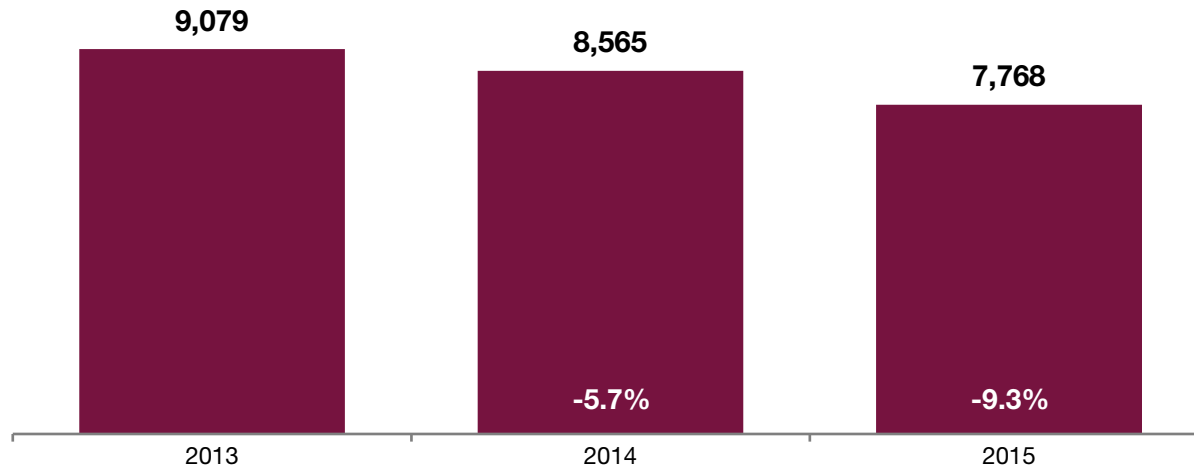


# Inventory of Homes for Sale

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

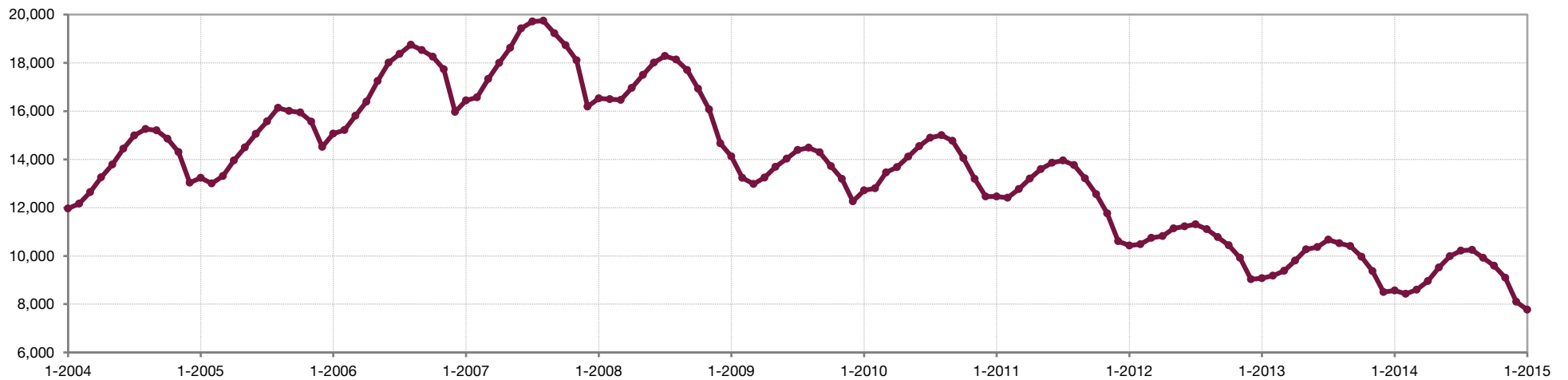


## January



Month	Prior Year	Current Year	+ / -
February	9,182	8,424	-8.3%
March	9,376	8,596	-8.3%
April	9,807	8,962	-8.6%
May	10,267	9,517	-7.3%
June	10,368	9,983	-3.7%
July	10,673	10,219	-4.3%
August	10,527	10,251	-2.6%
September	10,410	9,923	-4.7%
October	9,963	9,593	-3.7%
November	9,369	9,092	-3.0%
December	8,503	8,096	-4.8%
January	8,565	7,768	-9.3%
12-Month Avg	9,751	9,202	-5.7%

## Historical Inventory of Homes for Sale

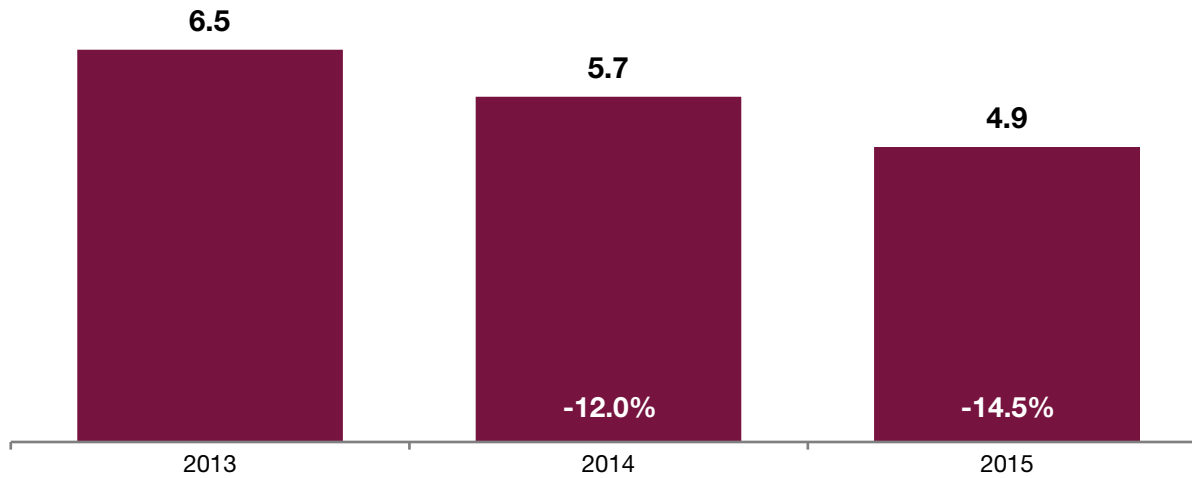


# Months Supply of Inventory

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	6.5	5.6	-14.1%
March	6.7	5.8	-13.6%
April	6.9	6.0	-12.9%
May	7.1	6.4	-10.3%
June	7.1	6.7	-6.0%
July	7.3	6.8	-6.8%
August	7.1	6.8	-3.4%
September	7.0	6.5	-6.1%
October	6.6	6.3	-5.7%
November	6.2	5.9	-5.5%
December	5.6	5.2	-7.9%
January	5.7	4.9	-14.5%
<b>12-Month Avg</b>	<b>6.7</b>	<b>6.1</b>	<b>-8.8%</b>

## Historical Months Supply of Inventory

