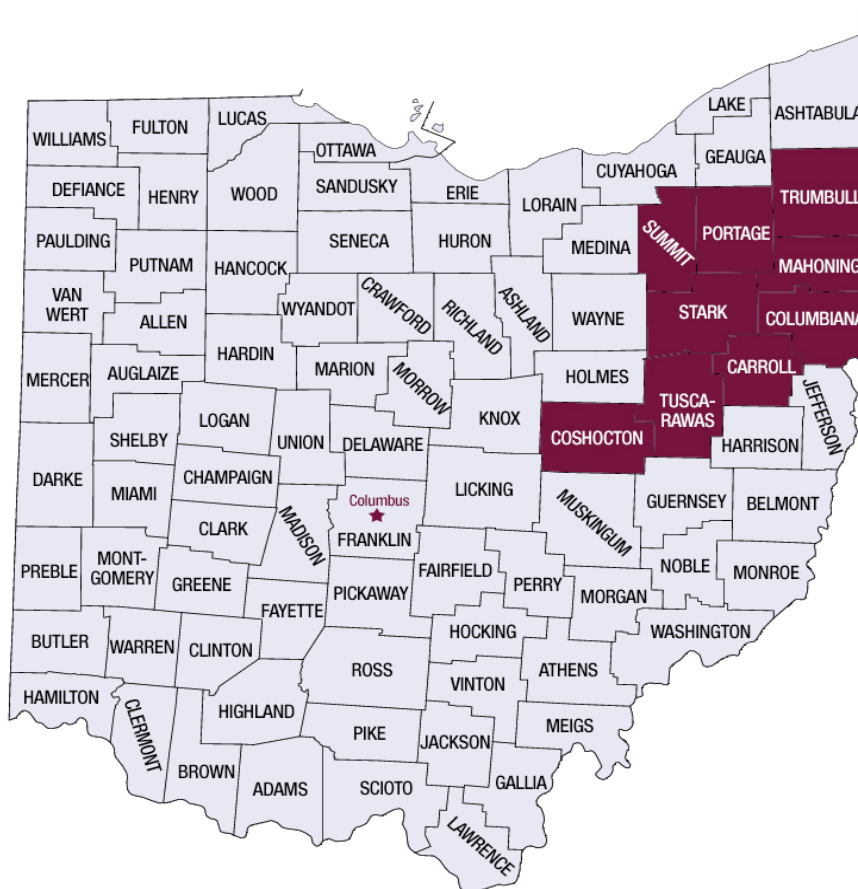


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



February 2015



Quick Facts

+ 5.1%

0.0%

- 9.8%

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.



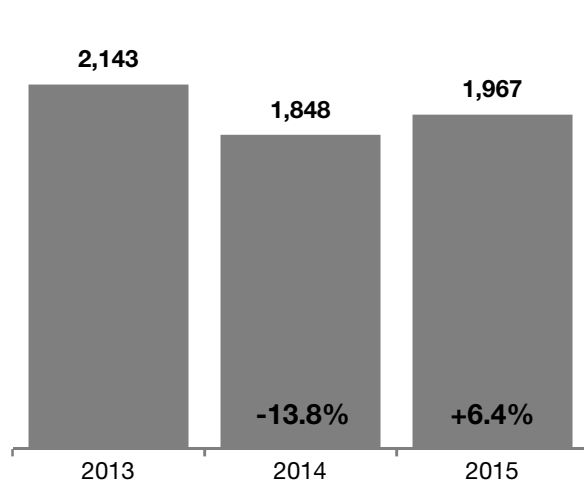
Key Metrics	Historical Sparklines	2-2014	2-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		1,848	1,967	+ 6.4%	3,943	4,061	+ 3.0%
Pending Sales		1,220	1,765	+ 44.7%	2,367	3,183	+ 34.5%
Closed Sales		1,050	1,104	+ 5.1%	2,072	2,156	+ 4.1%
Days on Market Until Sale		119	104	- 12.1%	114	107	- 7.0%
Median Sales Price		\$85,000	\$85,000	0.0%	\$85,000	\$85,000	0.0%
Average Sales Price		\$108,839	\$112,138	+ 3.0%	\$108,645	\$111,170	+ 2.3%
Percent of Original List Price Received		88.4%	89.1%	+ 0.8%	88.4%	89.5%	+ 1.3%
Housing Affordability Index		346	368	+ 6.4%	346	368	+ 6.4%
Inventory of Homes for Sale		8,422	7,593	- 9.8%	--	--	--
Months Supply of Homes for Sale		5.6	4.7	- 16.5%	--	--	--

New Listings

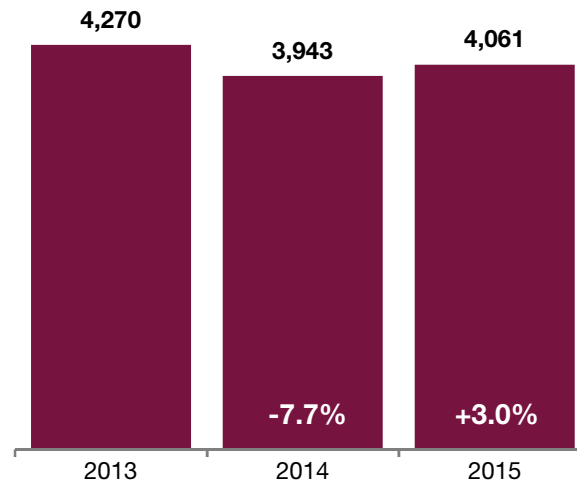
A count of the properties that have been newly listed on the market in a given month.



February

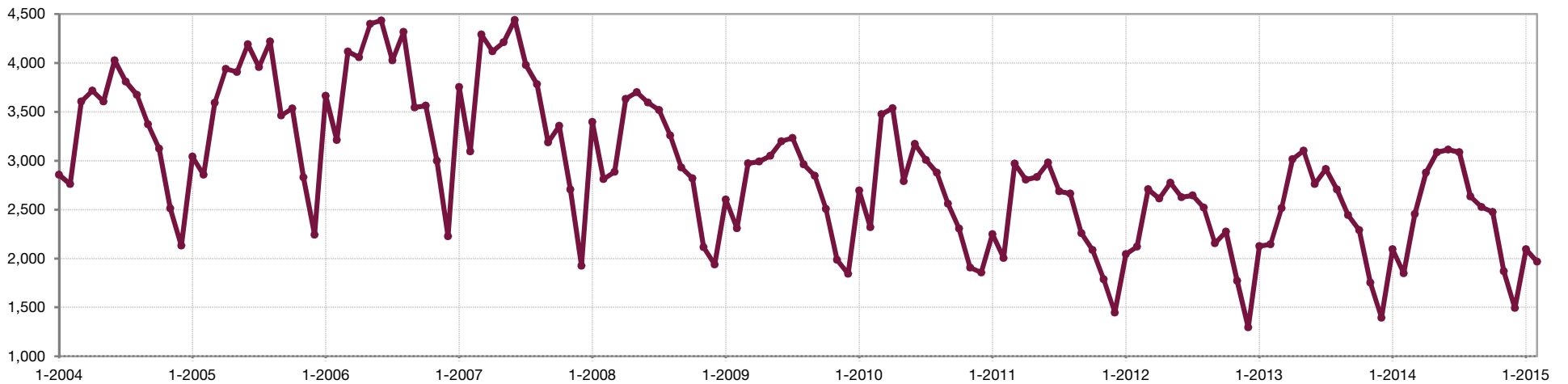


Year To Date



Month	Prior Year	Current Year	+ / -
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	2,524	+3.4%
October	2,291	2,476	+8.1%
November	1,753	1,870	+6.7%
December	1,392	1,493	+7.3%
January	2,095	2,094	-0.0%
February	1,848	1,967	+6.4%
12-Month Avg	2,403	2,473	+2.9%

Historical New Listing Activity

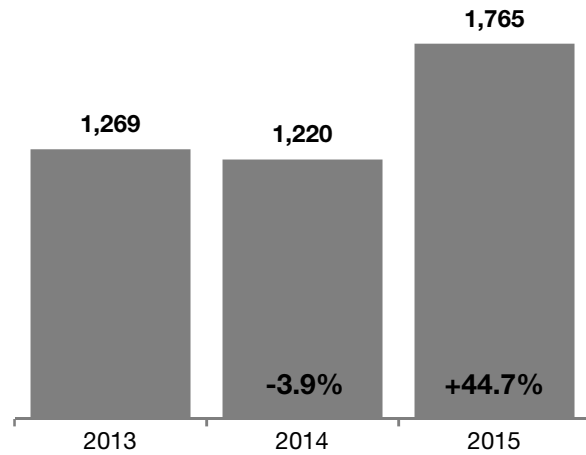


Pending Sales

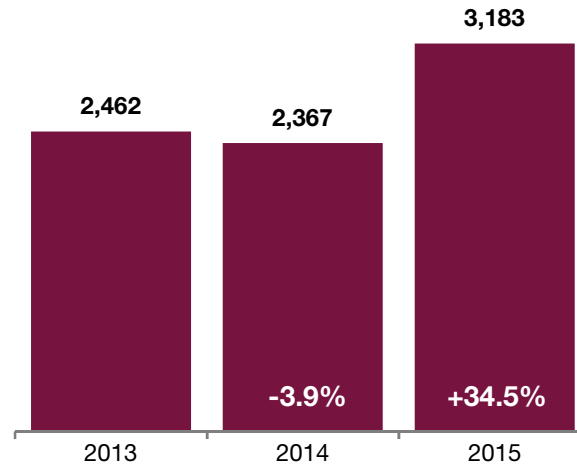
A count of the properties on which contracts have been accepted in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	1,530	1,476	-3.5%
April	1,777	1,756	-1.2%
May	1,812	1,756	-3.1%
June	1,734	1,798	+3.7%
July	1,694	1,888	+11.5%
August	1,818	1,661	-8.6%
September	1,485	1,743	+17.4%
October	1,500	1,630	+8.7%
November	1,209	1,314	+8.7%
December	1,065	1,228	+15.3%
January	1,147	1,418	+23.6%
February	1,220	1,765	+44.7%
12-Month Avg	1,499	1,619	+8.0%

Historical Pending Sales Activity

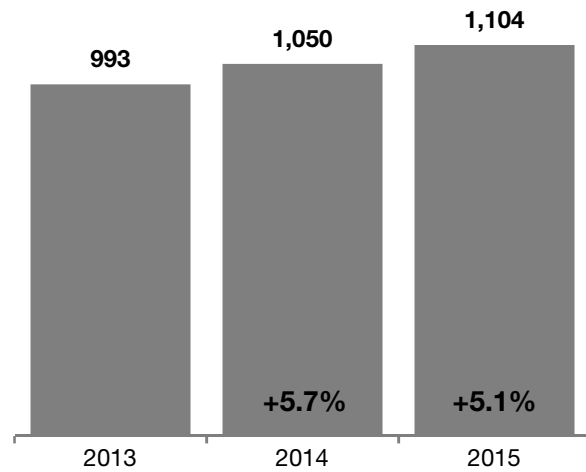


Closed Sales

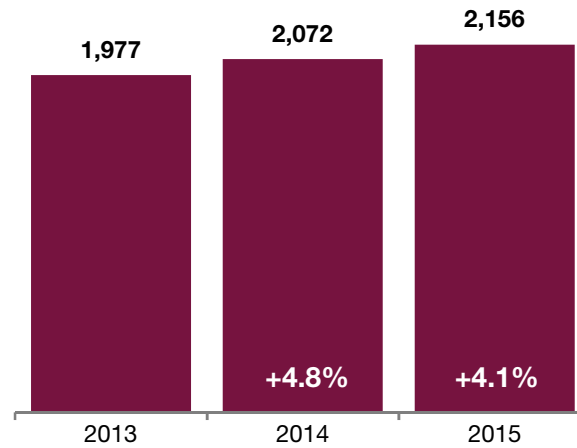
A count of the actual sales that have closed in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	1,388	1,302	-6.2%
April	1,478	1,480	+0.1%
May	1,769	1,652	-6.6%
June	1,771	1,798	+1.5%
July	1,875	1,876	+0.1%
August	1,882	1,806	-4.0%
September	1,611	1,690	+4.9%
October	1,681	1,802	+7.2%
November	1,384	1,333	-3.7%
December	1,390	1,586	+14.1%
January	1,022	1,052	+2.9%
February	1,050	1,104	+5.1%
12-Month Avg	1,525	1,540	+1.3%

Historical Closed Sales Activity

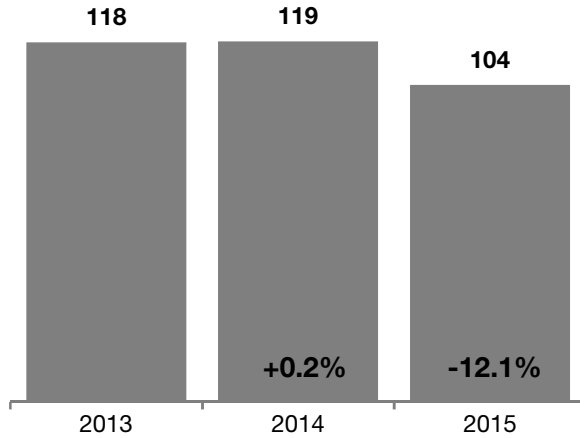


Days on Market Until Sale

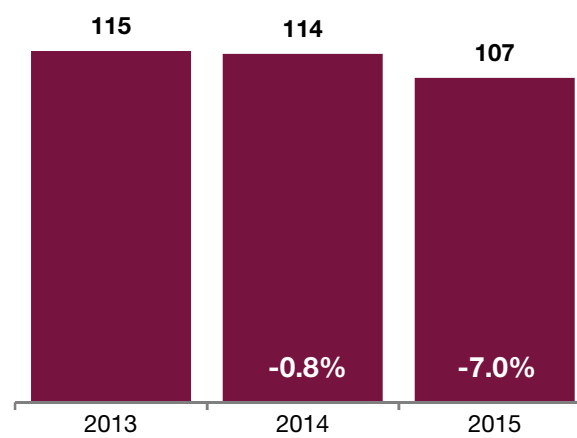
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	120	99	-17.4%
April	117	110	-5.6%
May	112	105	-6.5%
June	100	91	-8.8%
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	-3.2%
January	110	109	-1.2%
February	119	104	-12.1%
12-Month Avg	105	97	-7.5%

Historical Days on Market Until Sale

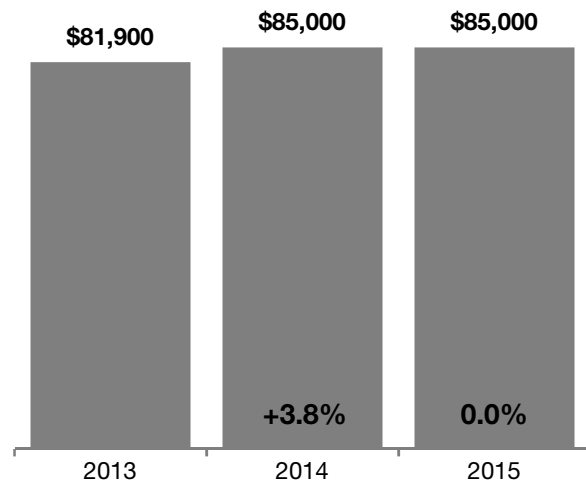


Median Sales Price

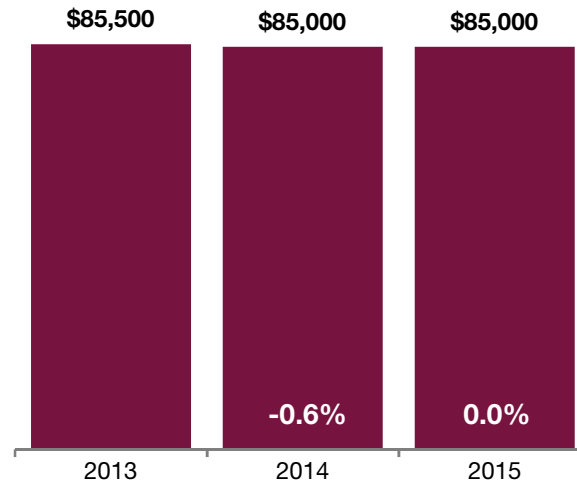
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$110,000	-0.0%
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%
February	\$85,000	\$85,000	0.0%
12-Month Med	\$101,300	\$106,000	+4.6%

Historical Median Sales Price

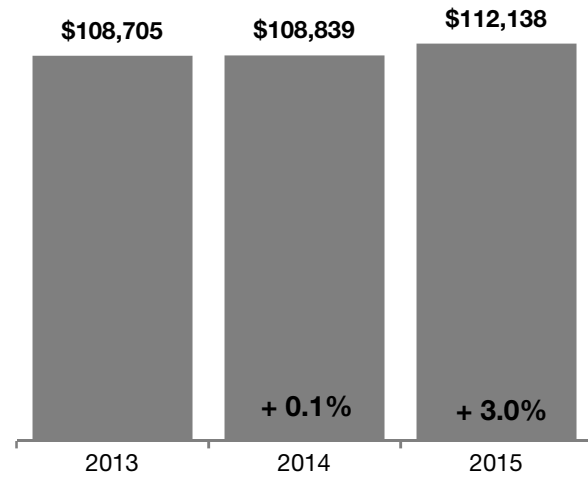


Average Sales Price

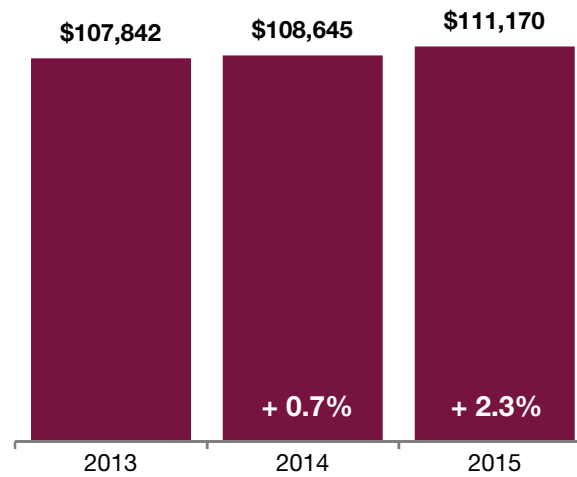
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$116,684	\$113,660	-2.6%
April	\$117,284	\$121,339	+3.5%
May	\$128,357	\$128,759	+0.3%
June	\$138,846	\$144,714	+4.2%
July	\$135,107	\$138,126	+2.2%
August	\$133,470	\$132,984	-0.4%
September	\$125,251	\$131,844	+5.3%
October	\$124,192	\$125,238	+0.8%
November	\$119,463	\$126,575	+6.0%
December	\$113,899	\$122,559	+7.6%
January	\$108,445	\$110,153	+1.6%
February	\$108,839	\$112,138	+3.0%
12-Month Avg	\$124,163	\$127,223	+2.5%

Historical Average Sales Price

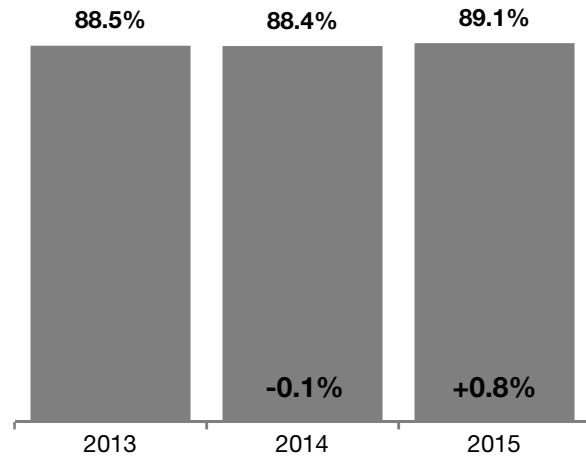


Percent of Original List Price Received

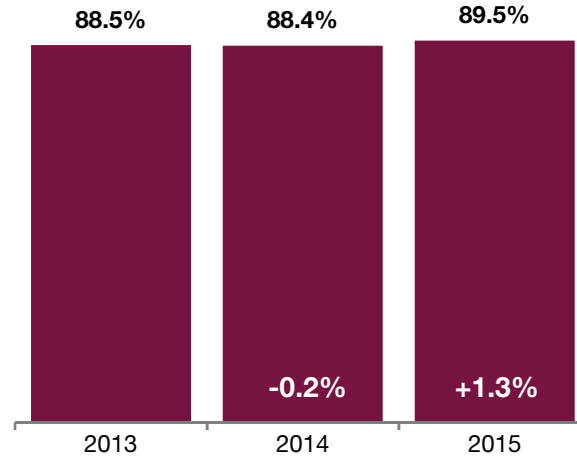
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

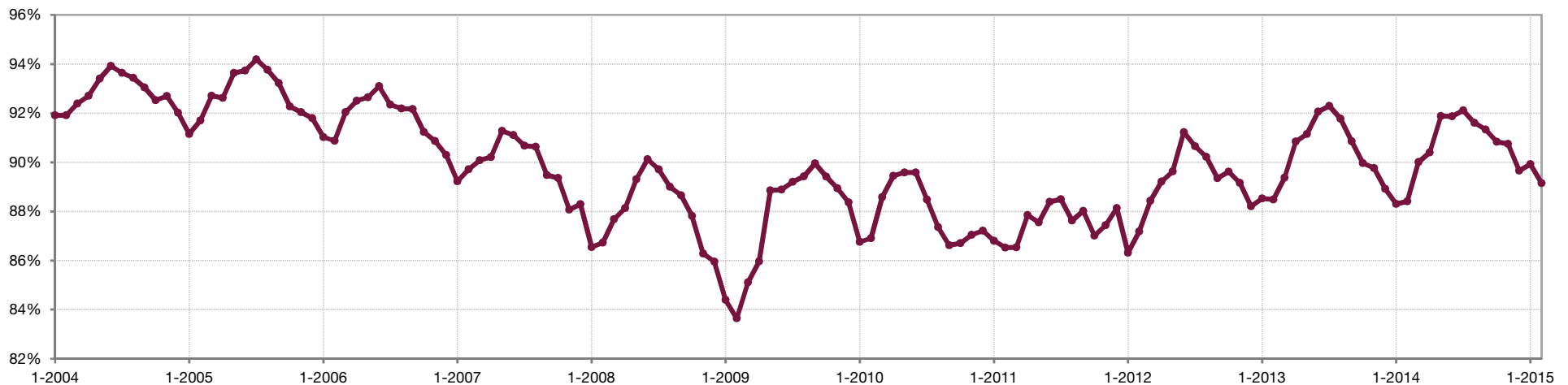


Year To Date



Month	Prior Year	Current Year	+ / -
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%	+1.8%
February	88.4%	89.1%	+0.8%
12-Month Avg	90.5%	90.9%	+0.4%

Historical Percent of Original List Price Received

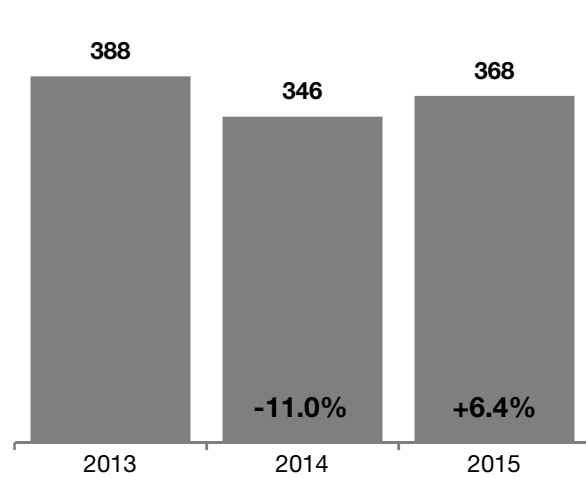


Housing Affordability Index

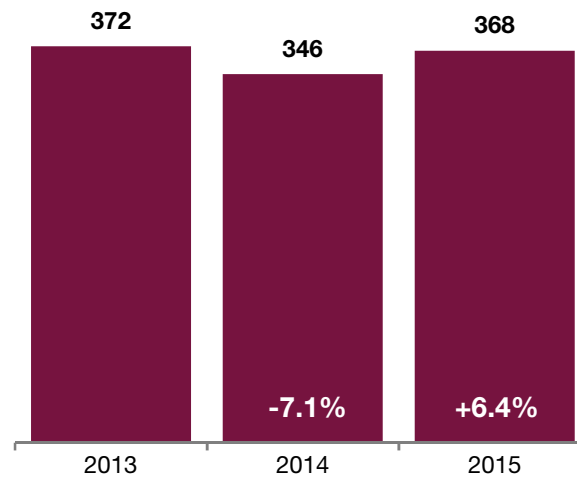


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

February

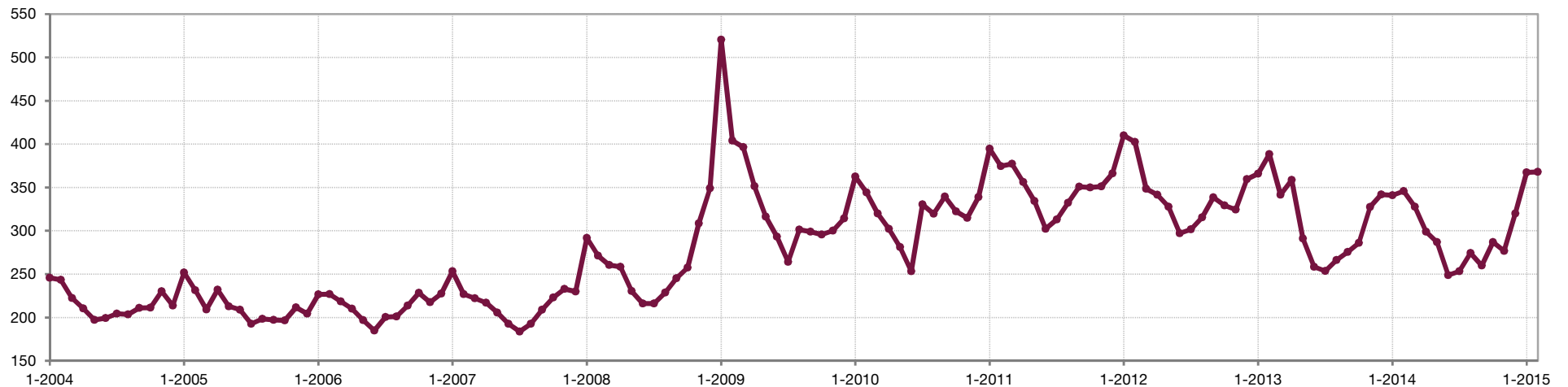


Year To Date



Month	Prior Year	Current Year	+ / -
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	+3.0%
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%
February	346	368	+6.4%
12-Month Avg	307	297	-3.0%

Historical Housing Affordability Index

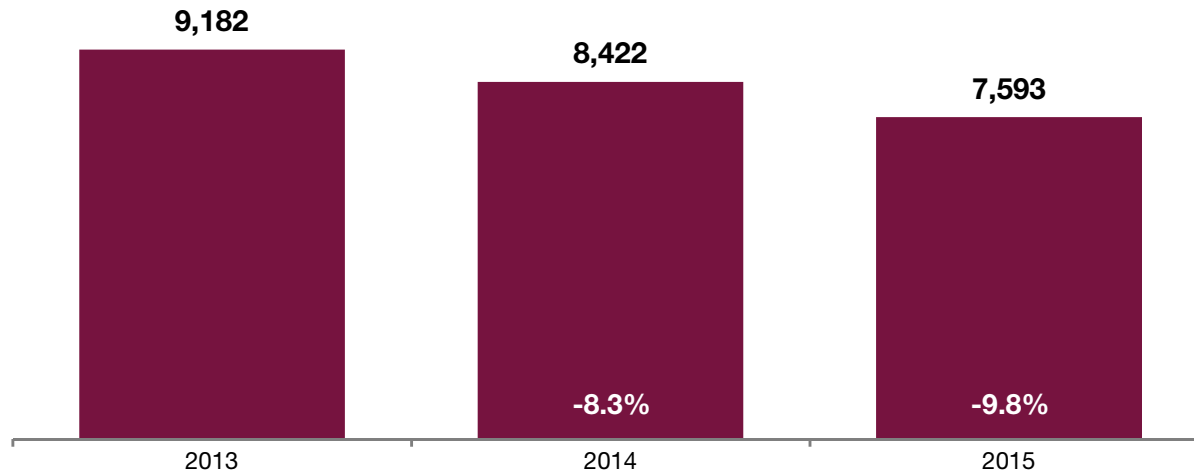


Inventory of Homes for Sale

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

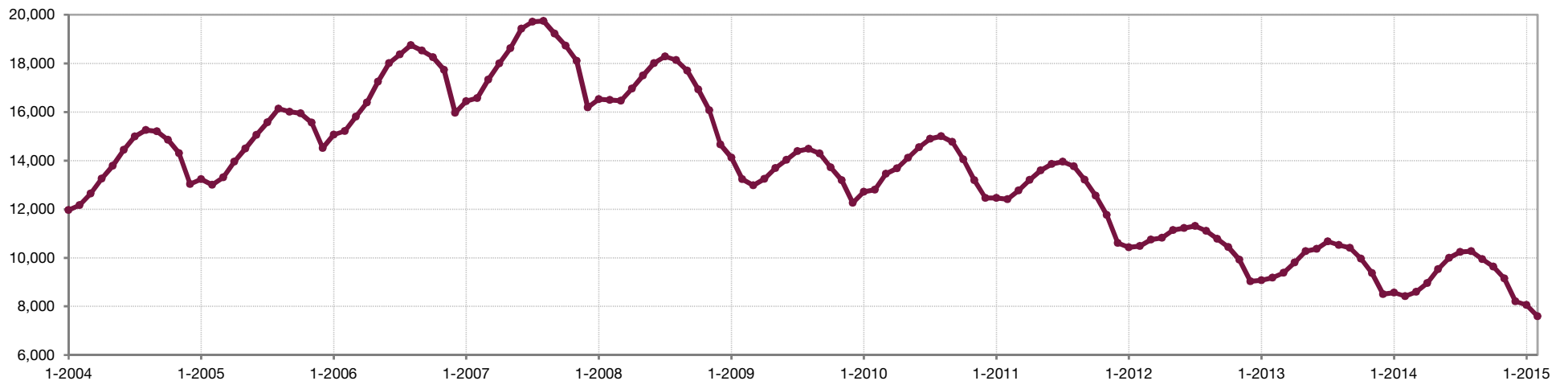


February



Month	Prior Year	Current Year	+ / -
March	9,376	8,595	-8.3%
April	9,807	8,963	-8.6%
May	10,267	9,524	-7.2%
June	10,368	9,993	-3.6%
July	10,673	10,235	-4.1%
August	10,527	10,267	-2.5%
September	10,410	9,942	-4.5%
October	9,963	9,632	-3.3%
November	9,370	9,152	-2.3%
December	8,504	8,202	-3.6%
January	8,564	8,063	-5.9%
February	8,422	7,593	-9.8%
12-Month Avg	9,688	9,180	-5.3%

Historical Inventory of Homes for Sale

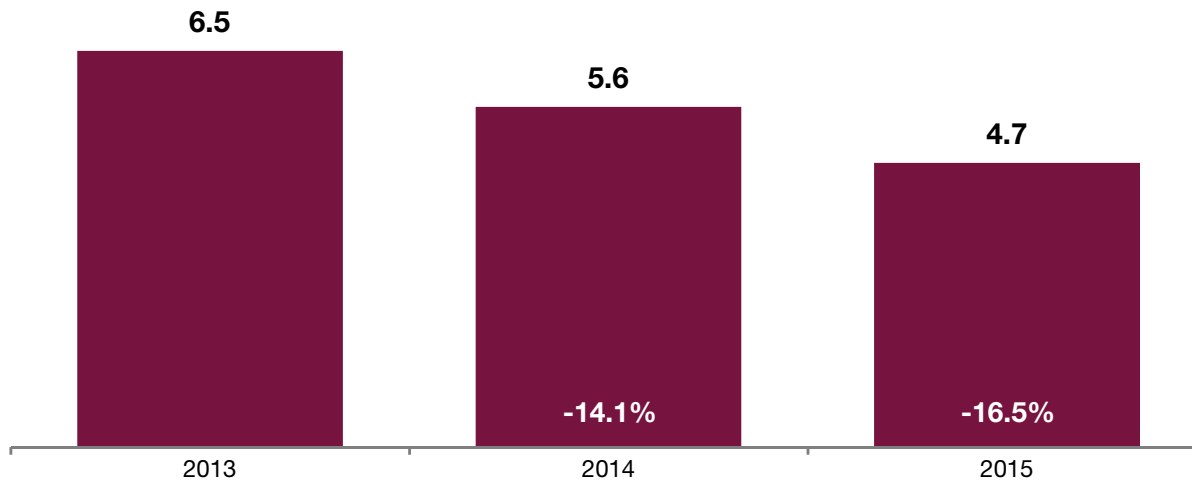


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
March	6.7	5.8	-13.6%
April	6.9	6.0	-12.9%
May	7.1	6.4	-10.2%
June	7.1	6.7	-5.9%
July	7.3	6.8	-6.7%
August	7.1	6.9	-3.2%
September	7.0	6.5	-5.9%
October	6.6	6.3	-5.3%
November	6.2	6.0	-4.7%
December	5.6	5.3	-6.3%
January	5.7	5.1	-10.1%
February	5.6	4.7	-16.5%
12-Month Avg	6.6	6.0	-8.3%

Historical Months Supply of Inventory

