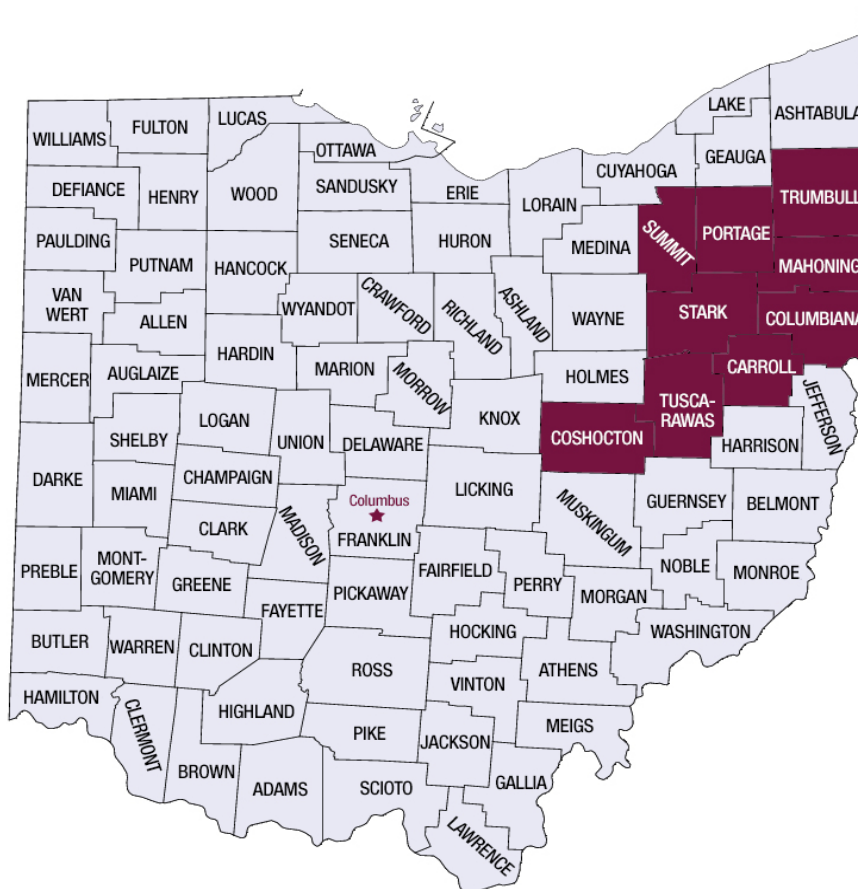


Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



April 2015



Quick Facts

+ 9.2%

+ 2.1%

- 11.2%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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



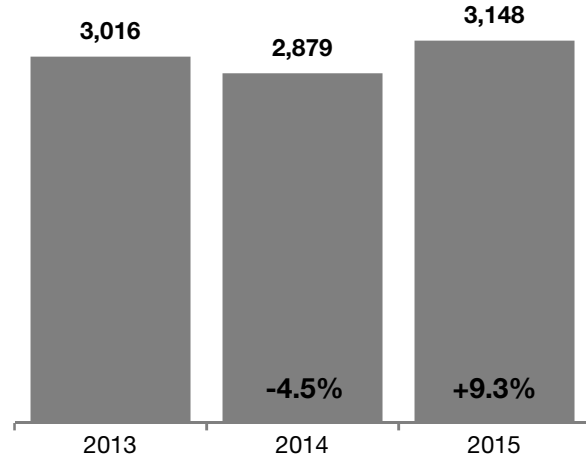
Key Metrics	Historical Sparklines	4-2014	4-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		2,879	3,148	+ 9.3%	9,274	9,887	+ 6.6%
Pending Sales		1,753	2,470	+ 40.9%	5,596	7,292	+ 30.3%
Closed Sales		1,480	1,616	+ 9.2%	4,854	5,342	+ 10.1%
Days on Market Until Sale		110	111	+ 0.5%	109	110	+ 0.4%
Median Sales Price		\$98,000	\$100,050	+ 2.1%	\$90,000	\$94,500	+ 5.0%
Average Sales Price		\$121,339	\$120,800	- 0.4%	\$113,885	\$118,468	+ 4.0%
Percent of Original List Price Received		90.4%	91.1%	+ 0.8%	89.4%	90.3%	+ 1.0%
Housing Affordability Index		299	312	+ 4.3%	326	330	+ 1.4%
Inventory of Homes for Sale		8,971	7,962	- 11.2%	--	--	--
Months Supply of Homes for Sale		6.0	4.7	- 21.4%	--	--	--

New Listings

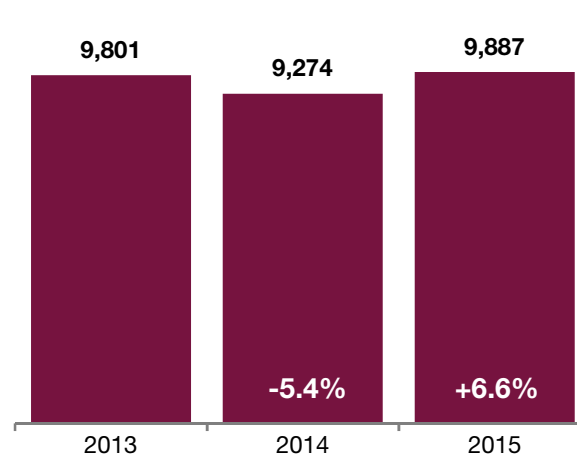
A count of the properties that have been newly listed on the market in a given month.



April

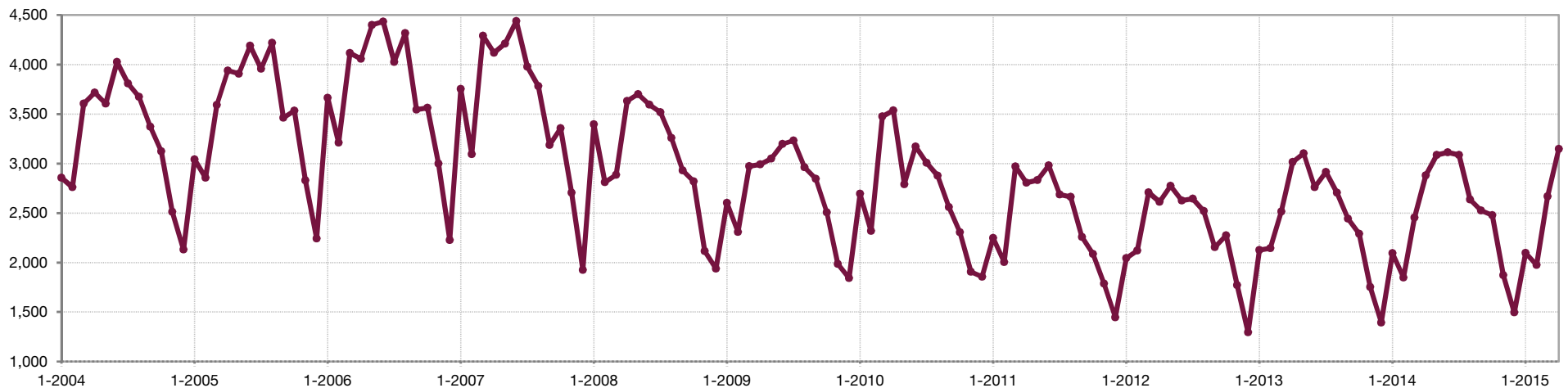


Year To Date



Month	Prior Year	Current Year	+ / -
May	3,102	3,085	-0.5%
June	2,760	3,114	+12.8%
July	2,915	3,085	+5.8%
August	2,704	2,636	-2.5%
September	2,442	2,524	+3.4%
October	2,291	2,477	+8.1%
November	1,753	1,872	+6.8%
December	1,392	1,495	+7.4%
January	2,095	2,096	+0.0%
February	1,847	1,974	+6.9%
March	2,453	2,669	+8.8%
April	2,879	3,148	+9.3%
12-Month Avg	2,386	2,515	+5.4%

Historical New Listing Activity

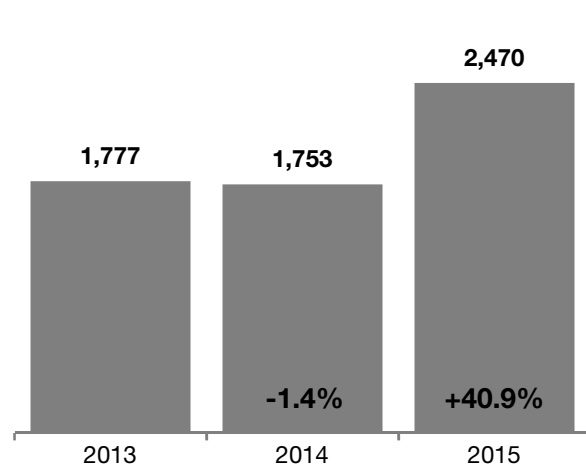


Pending Sales

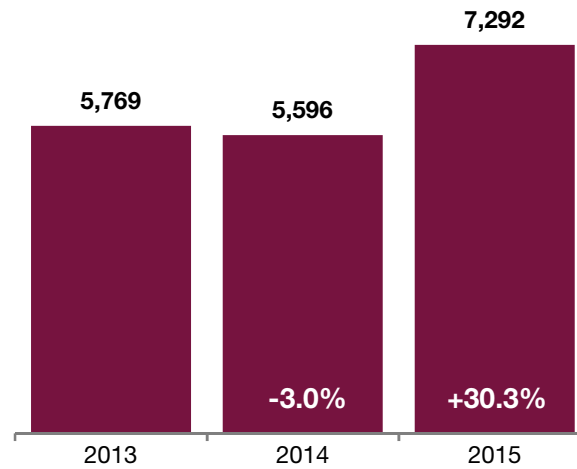
A count of the properties on which contracts have been accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	1,813	1,752	-3.4%
June	1,734	1,793	+3.4%
July	1,694	1,882	+11.1%
August	1,818	1,653	-9.1%
September	1,485	1,740	+17.2%
October	1,500	1,616	+7.7%
November	1,209	1,303	+7.8%
December	1,065	1,209	+13.5%
January	1,146	1,328	+15.9%
February	1,220	1,450	+18.9%
March	1,477	2,044	+38.4%
April	1,753	2,470	+40.9%
12-Month Avg	1,493	1,687	+13.0%

Historical Pending Sales Activity

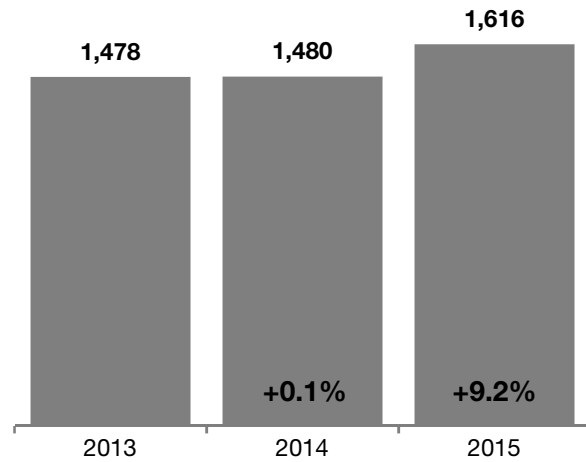


Closed Sales

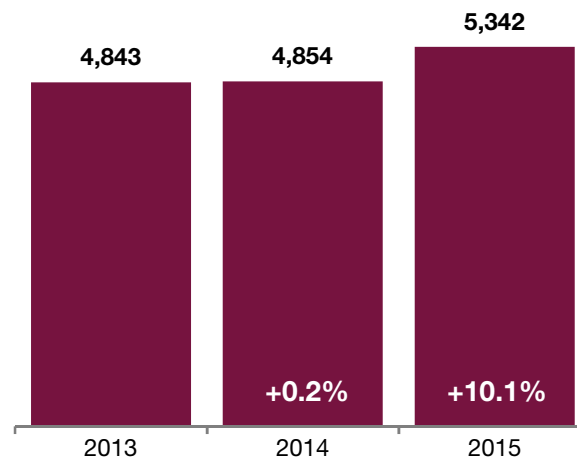
A count of the actual sales that have closed in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	1,803	+7.3%
November	1,384	1,335	-3.5%
December	1,390	1,586	+14.1%
January	1,022	1,051	+2.8%
February	1,050	1,126	+7.2%
March	1,302	1,549	+19.0%
April	1,480	1,616	+9.2%
12-Month Avg	1,518	1,574	+4.3%

Historical Closed Sales Activity

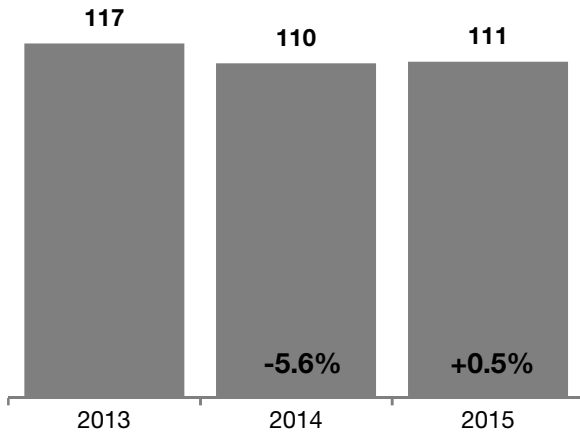


Days on Market Until Sale

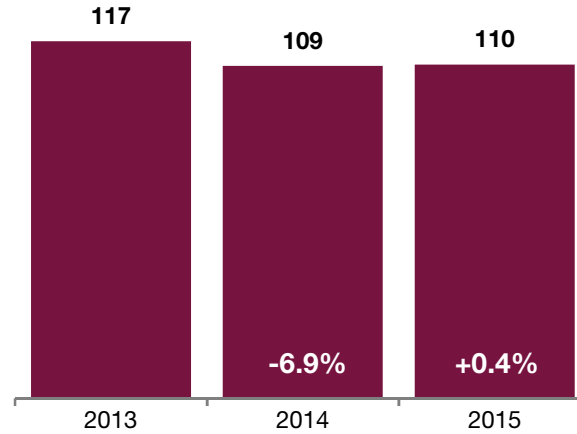
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

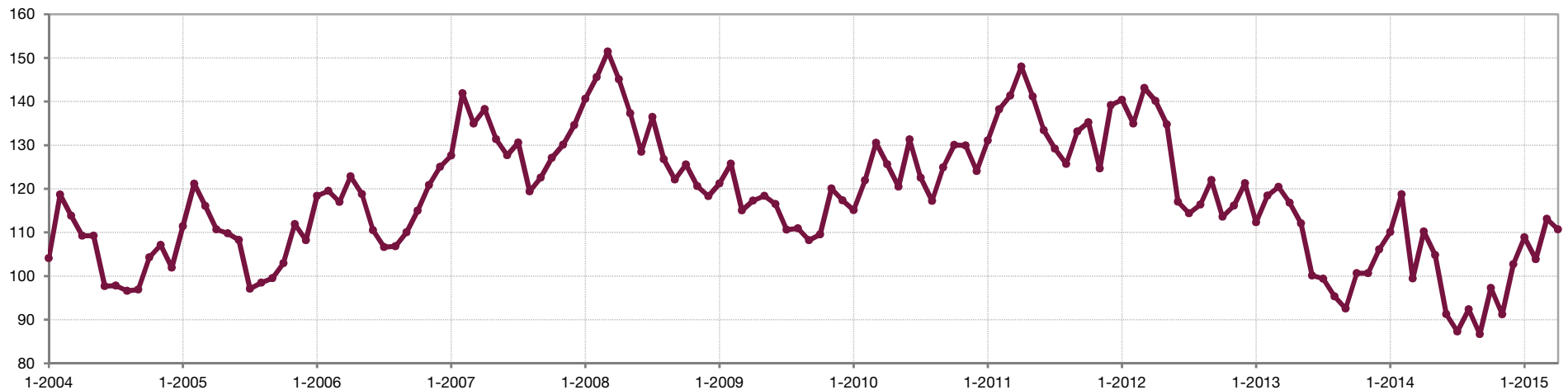


Year To Date



Month	Prior Year	Current Year	+ / -
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	-3.4%
November	101	91	-9.3%
December	106	103	-3.2%
January	110	109	-1.1%
February	119	104	-12.5%
March	99	113	+13.7%
April	110	111	+0.5%
12-Month Avg	103	98	-4.4%

Historical Days on Market Until Sale

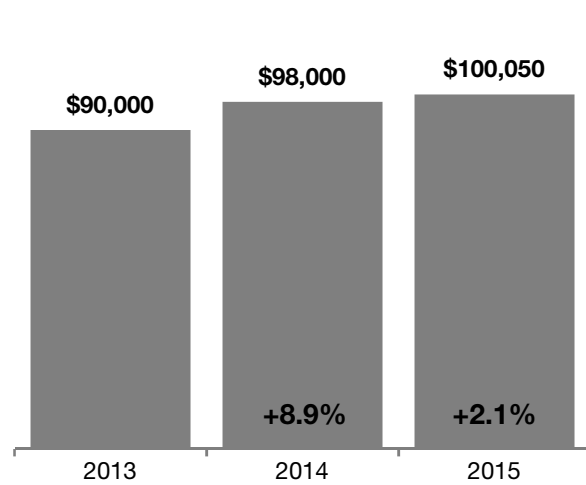


Median Sales Price

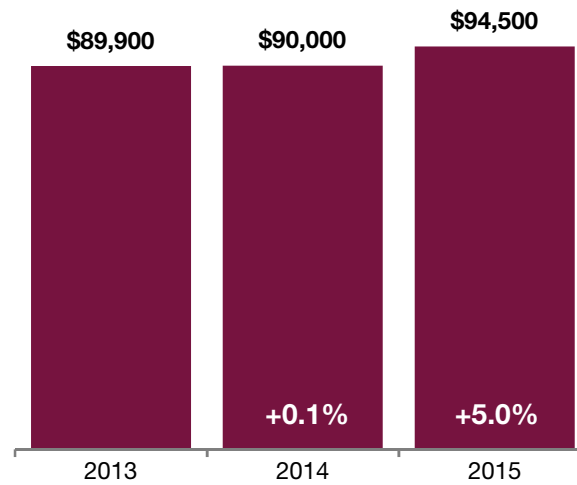
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$105,950	+1.9%
November	\$96,000	\$110,000	+14.6%
December	\$87,900	\$96,000	+9.2%
January	\$85,000	\$85,000	0.0%
February	\$85,000	\$84,900	-0.1%
March	\$89,900	\$101,664	+13.1%
April	\$98,000	\$100,050	+2.1%
12-Month Med	\$102,500	\$107,000	+4.4%

Historical Median Sales Price

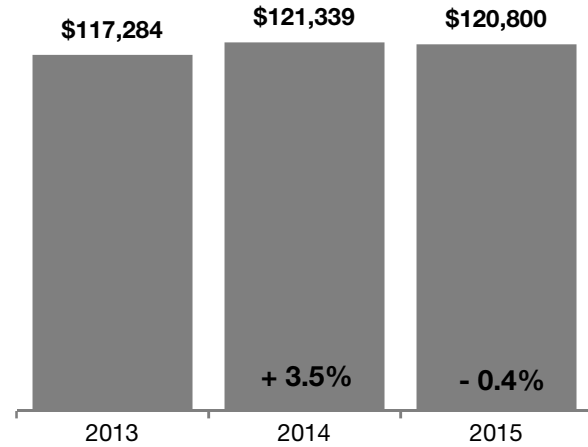


Average Sales Price

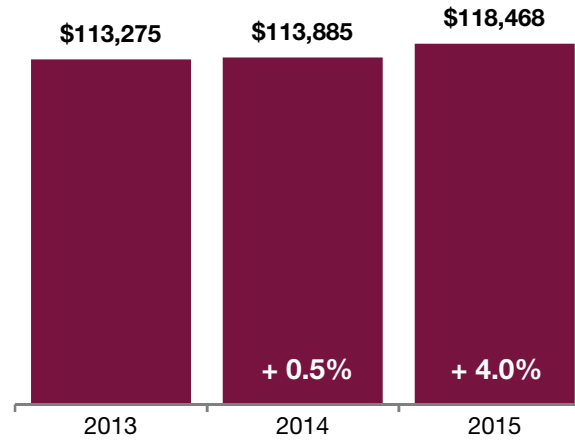
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$124,198	\$125,275	+0.9%
November	\$119,463	\$126,757	+6.1%
December	\$113,899	\$122,559	+7.6%
January	\$108,445	\$110,163	+1.6%
February	\$108,839	\$111,950	+2.9%
March	\$113,660	\$126,271	+11.1%
April	\$121,339	\$120,800	-0.4%
12-Month Avg	\$124,313	\$127,984	+3.0%

Historical Average Sales Price



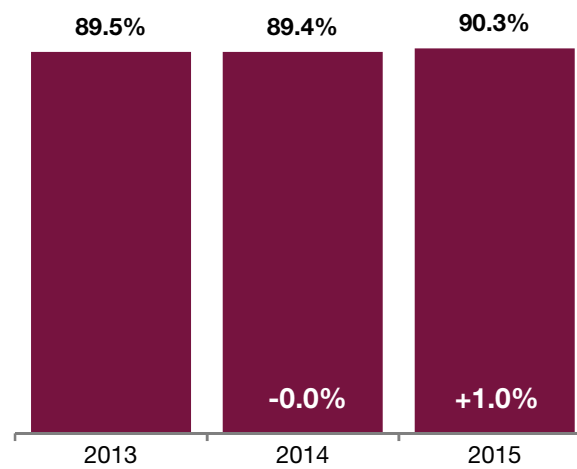
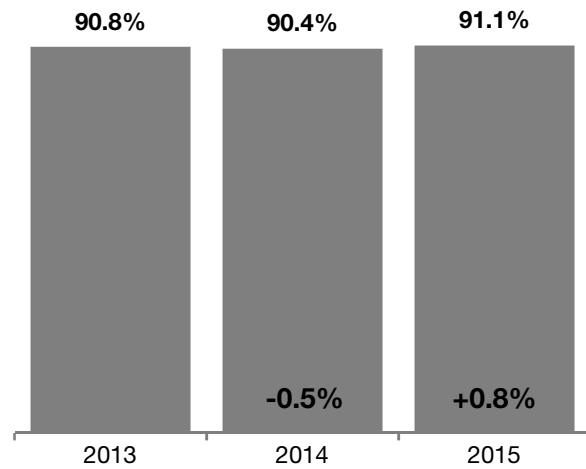
Percent of Original List Price Received

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.



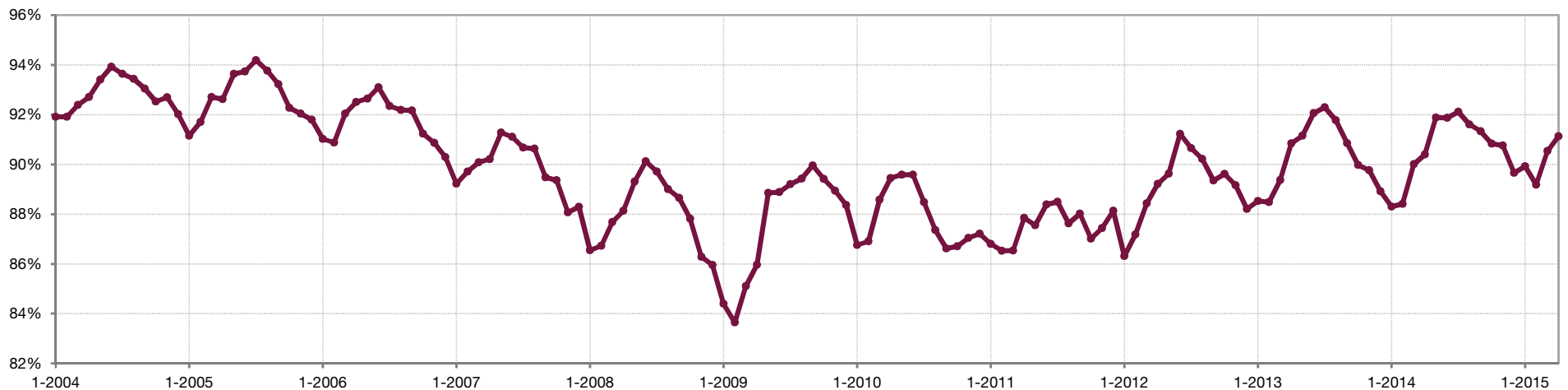
April

Year To Date



Month	Prior Year	Current Year	+ / -
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%	90.8%	+1.1%
December	88.9%	89.7%	+0.8%
January	88.3%	89.9%	+1.8%
February	88.4%	89.2%	+0.9%
March	90.0%	90.5%	+0.6%
April	90.4%	91.1%	+0.8%
12-Month Avg	90.6%	91.0%	+0.5%

Historical Percent of Original List Price Received



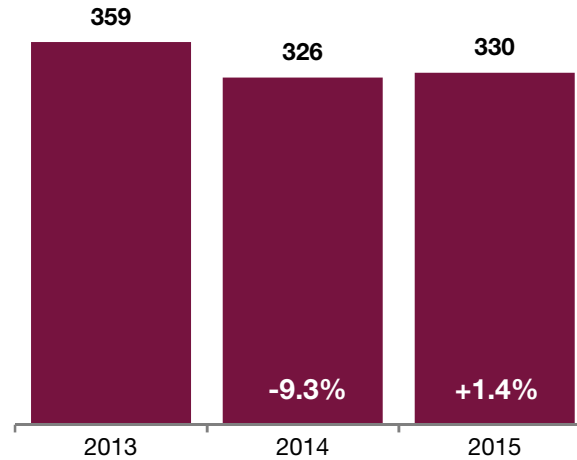
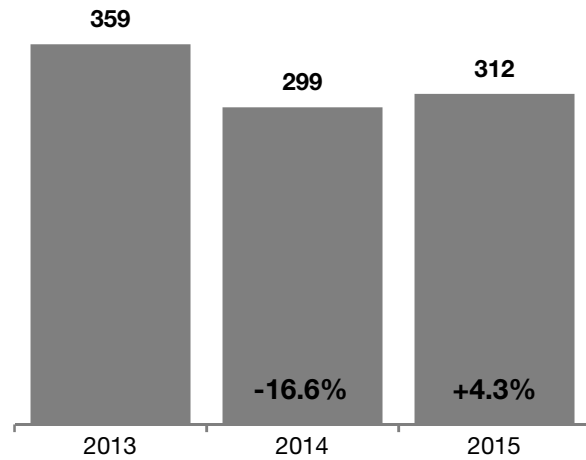
Housing Affordability Index



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.**

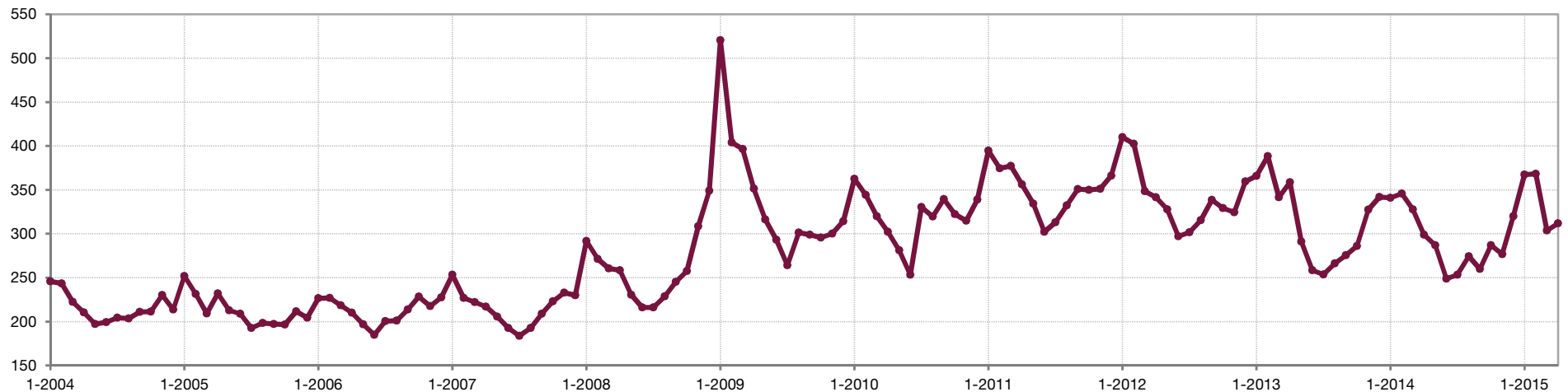
April

Year To Date



Month	Prior Year	Current Year	+ / -
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	+6.5%
March	328	304	-7.3%
April	299	312	+4.3%
12-Month Avg	301	297	-1.5%

Historical Housing Affordability Index

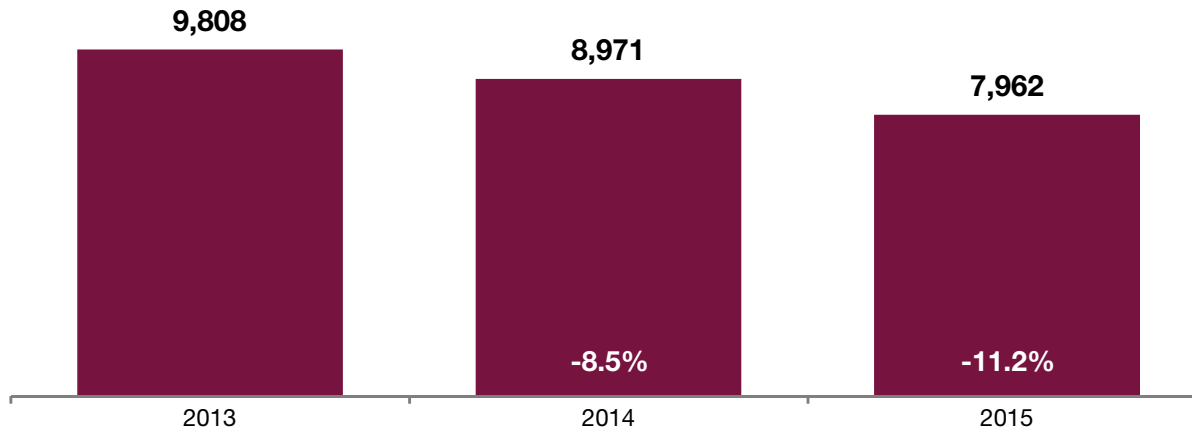


Inventory of Homes for Sale

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

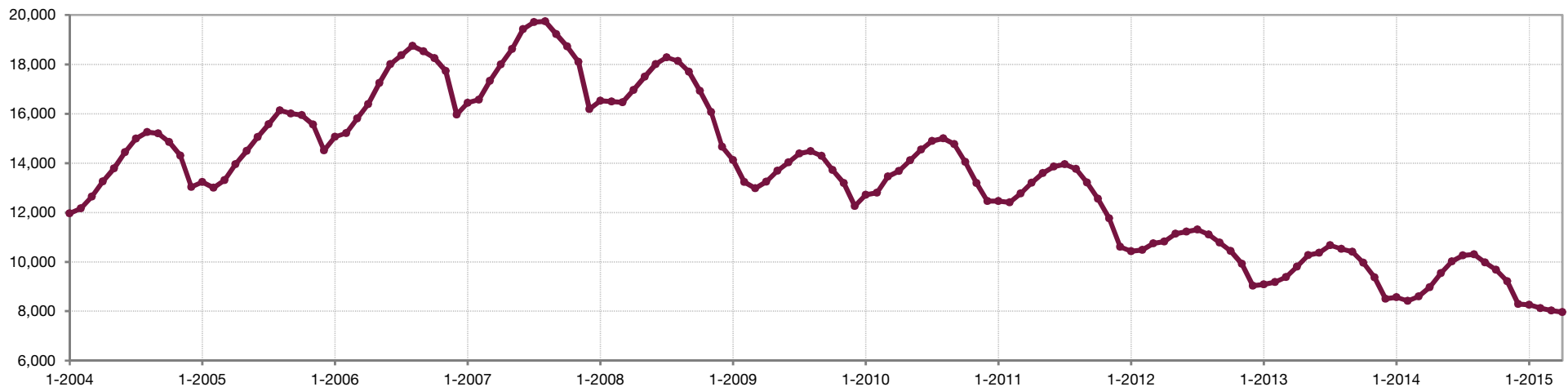


April



Month	Prior Year	Current Year	+ / -
May	10,268	9,537	-7.1%
June	10,369	10,013	-3.4%
July	10,674	10,262	-3.9%
August	10,528	10,307	-2.1%
September	10,411	9,975	-4.2%
October	9,964	9,681	-2.8%
November	9,371	9,215	-1.7%
December	8,505	8,290	-2.5%
January	8,565	8,257	-3.6%
February	8,422	8,123	-3.6%
March	8,595	8,024	-6.6%
April	8,971	7,962	-11.2%
12-Month Avg	9,554	9,137	-4.4%

Historical Inventory of Homes for Sale

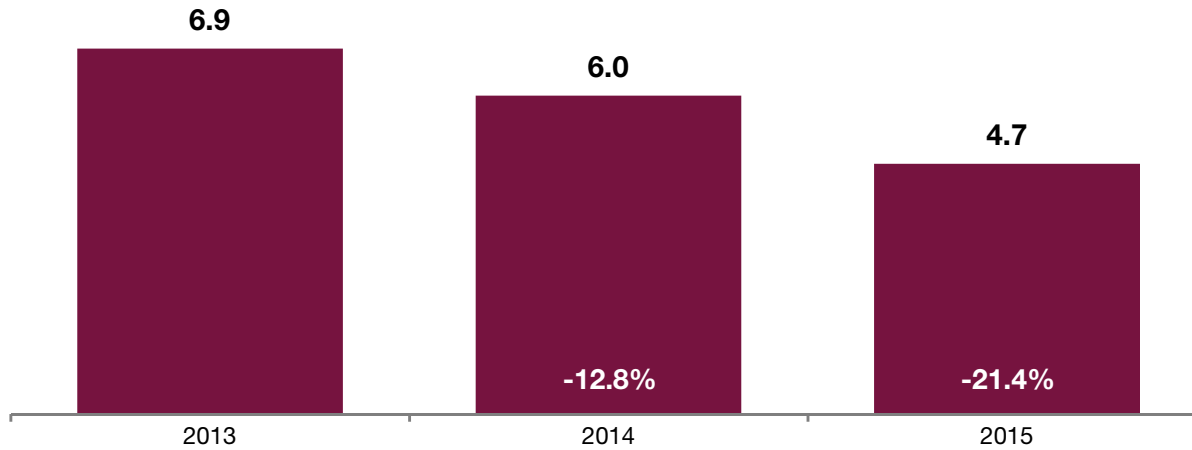


Months Supply of Inventory

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.



April



Month	Prior Year	Current Year	+ / -
May	7.1	6.4	-10.1%
June	7.1	6.7	-5.7%
July	7.3	6.8	-6.3%
August	7.1	6.9	-2.7%
September	7.0	6.6	-5.5%
October	6.6	6.3	-4.6%
November	6.2	6.0	-3.7%
December	5.6	5.4	-4.9%
January	5.7	5.3	-7.1%
February	5.6	5.1	-8.5%
March	5.7	4.9	-14.2%
April	6.0	4.7	-21.4%
12-Month Avg	6.4	5.9	-7.7%

Historical Months Supply of Inventory

