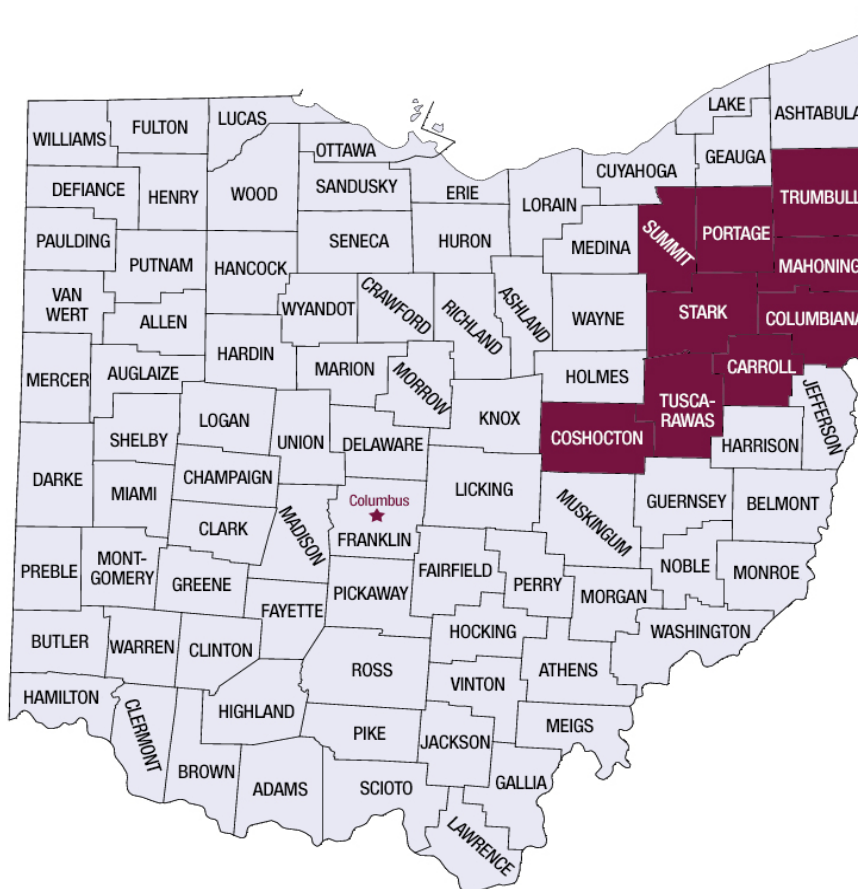


# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



May 2015



## Quick Facts

+ 8.3%

+ 9.5%

- 11.6%

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.



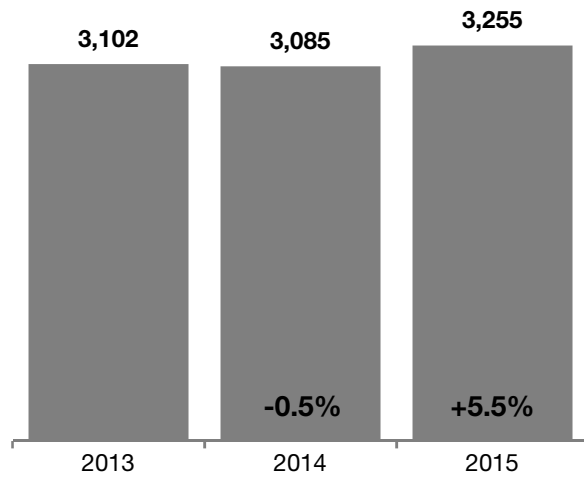
Key Metrics	Historical Sparklines	5-2014	5-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		3,085	<b>3,255</b>	+ 5.5%	12,359	<b>13,157</b>	+ 6.5%
<b>Pending Sales</b>		1,754	<b>2,432</b>	+ 38.7%	7,351	<b>9,380</b>	+ 27.6%
<b>Closed Sales</b>		1,652	<b>1,789</b>	+ 8.3%	6,507	<b>7,152</b>	+ 9.9%
<b>Days on Market Until Sale</b>		105	<b>95</b>	- 9.3%	108	<b>106</b>	- 1.9%
<b>Median Sales Price</b>		\$105,000	<b>\$115,000</b>	+ 9.5%	\$94,900	<b>\$99,900</b>	+ 5.3%
<b>Average Sales Price</b>		\$128,759	<b>\$132,842</b>	+ 3.2%	\$117,682	<b>\$122,004</b>	+ 3.7%
<b>Percent of Original List Price Received</b>		91.9%	<b>92.3%</b>	+ 0.4%	90.1%	<b>90.8%</b>	+ 0.8%
<b>Housing Affordability Index</b>		287	<b>272</b>	- 5.2%	318	<b>313</b>	- 1.4%
<b>Inventory of Homes for Sale</b>		9,539	<b>8,435</b>	- 11.6%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		6.4	<b>4.9</b>	- 23.2%	--	<b>--</b>	--

# New Listings

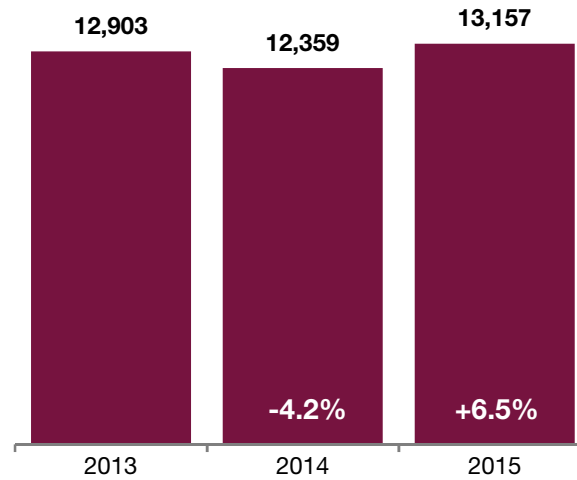
A count of the properties that have been newly listed on the market in a given month.



## May

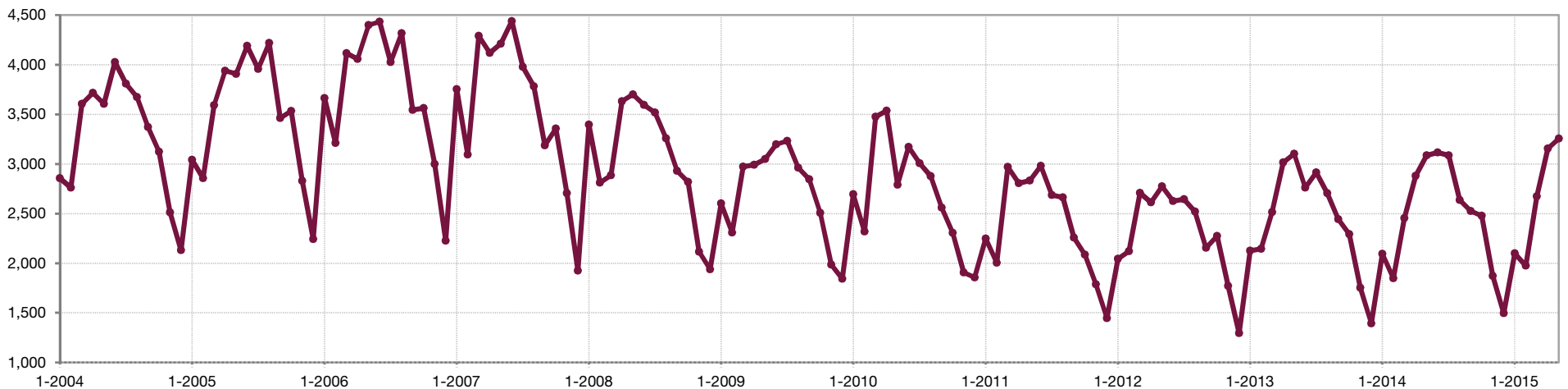


## Year To Date



Month	Prior Year	Current Year	+ / -
June	2,760	3,115	+12.9%
July	2,915	3,086	+5.9%
August	2,704	2,636	-2.5%
September	2,442	2,524	+3.4%
October	2,292	2,477	+8.1%
November	1,753	1,872	+6.8%
December	1,392	1,497	+7.5%
January	2,095	2,099	+0.2%
February	1,847	1,974	+6.9%
March	2,453	2,674	+9.0%
April	2,879	3,155	+9.6%
May	3,085	3,255	+5.5%
<b>12-Month Avg</b>	<b>2,385</b>	<b>2,530</b>	<b>+6.1%</b>

## Historical New Listing Activity

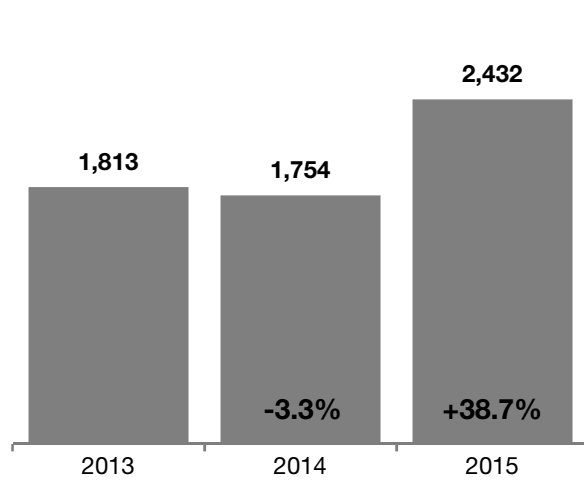


# Pending Sales

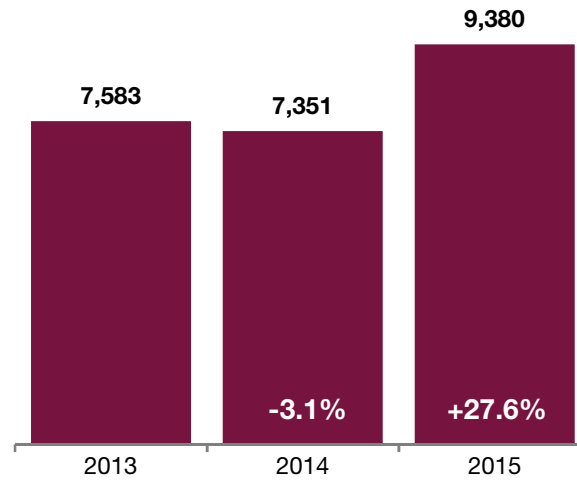
A count of the properties on which contracts have been accepted in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
June	1,734	1,791	+3.3%
July	1,694	1,878	+10.9%
August	1,818	1,652	-9.1%
September	1,485	1,737	+17.0%
October	1,501	1,606	+7.0%
November	1,209	1,299	+7.4%
December	1,064	1,205	+13.3%
January	1,145	1,325	+15.7%
February	1,220	1,444	+18.4%
March	1,478	1,982	+34.1%
April	1,754	2,197	+25.3%
May	1,754	2,432	+38.7%
<b>12-Month Avg</b>	<b>1,488</b>	<b>1,712</b>	<b>+15.1%</b>

## Historical Pending Sales Activity

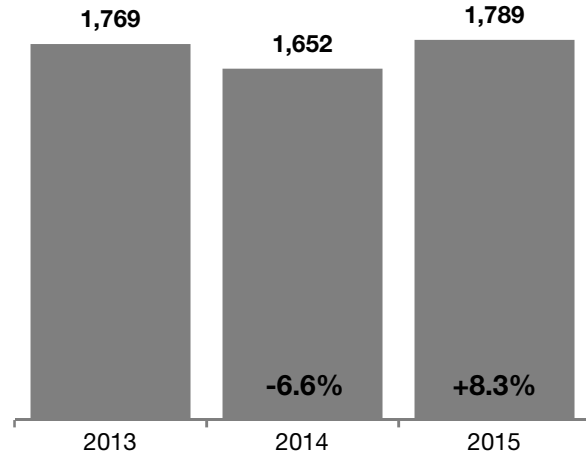


# Closed Sales

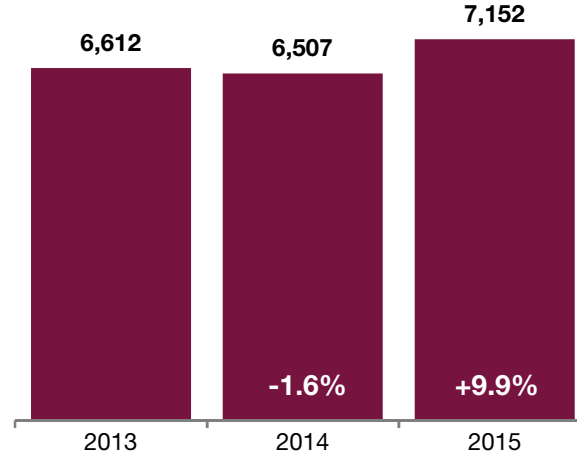
A count of the actual sales that have closed in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
June	1,771	1,798	+1.5%
July	1,875	1,875	0.0%
August	1,882	1,807	-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	1,550	+19.0%
April	1,481	1,636	+10.5%
May	1,652	1,789	+8.3%
<b>12-Month Avg</b>	<b>1,508</b>	<b>1,587</b>	<b>+5.7%</b>

## Historical Closed Sales Activity

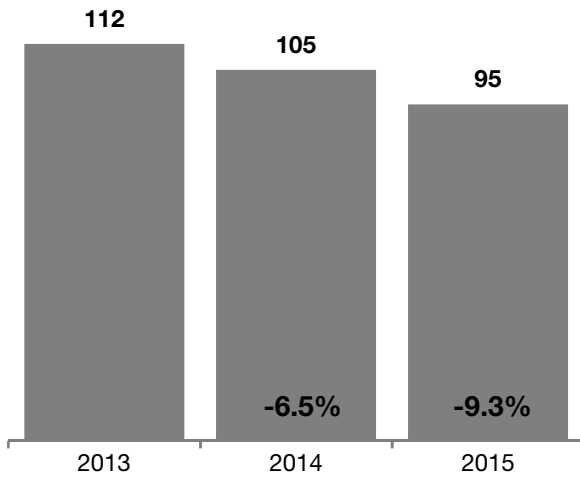


# Days on Market Until Sale

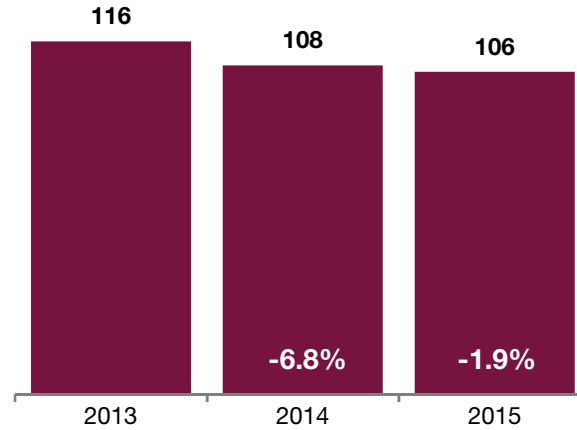
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
June	100	91	-8.8%
July	99	87	-12.1%
August	95	92	-3.0%
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	+0.6%
May	105	95	-9.3%
<b>12-Month Avg</b>	<b>102</b>	<b>98</b>	<b>-4.5%</b>

## Historical Days on Market Until Sale

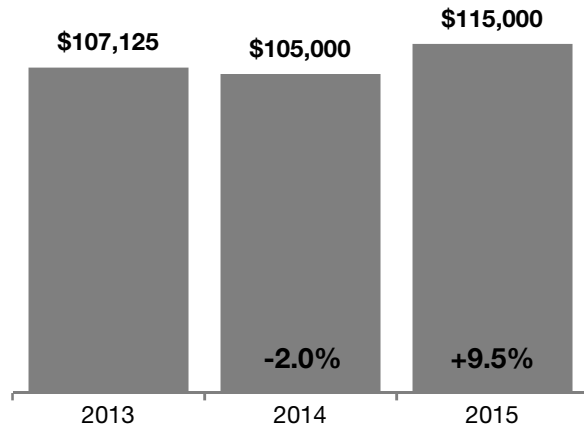


# Median Sales Price

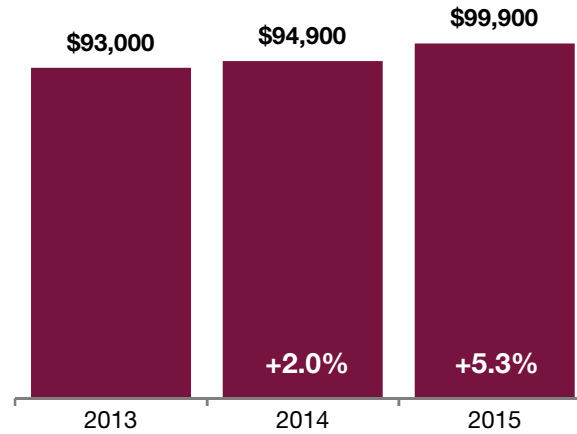
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$101,617	+13.0%
April	\$98,000	\$101,900	+4.0%
May	\$105,000	\$115,000	+9.5%
<b>12-Month Med</b>	<b>\$102,000</b>	<b>\$108,000</b>	<b>+5.9%</b>

## Historical Median Sales Price

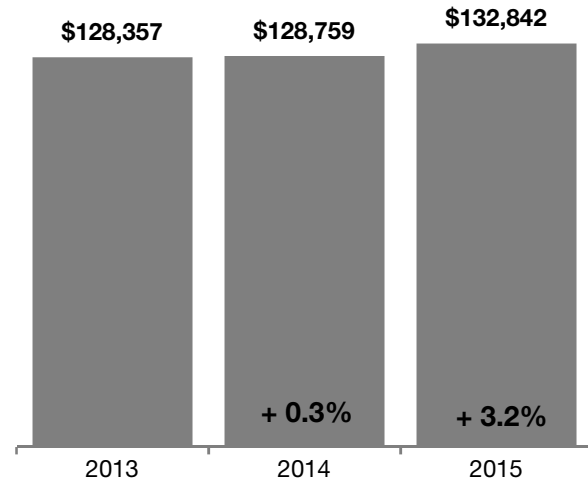


# Average Sales Price

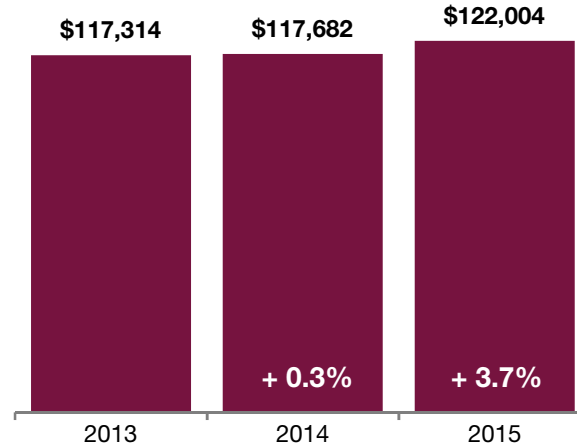
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



## Year To Date



Month	Prior Year	Current Year	+ / -
June	\$138,846	\$144,714	+4.2%
July	\$135,107	\$138,149	+2.3%
August	\$133,470	\$132,999	-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	\$126,213	+11.0%
April	\$121,321	\$120,573	-0.6%
May	\$128,759	\$132,842	+3.2%
<b>12-Month Avg</b>	<b>\$124,325</b>	<b>\$128,346</b>	<b>+3.2%</b>

## Historical Average Sales Price



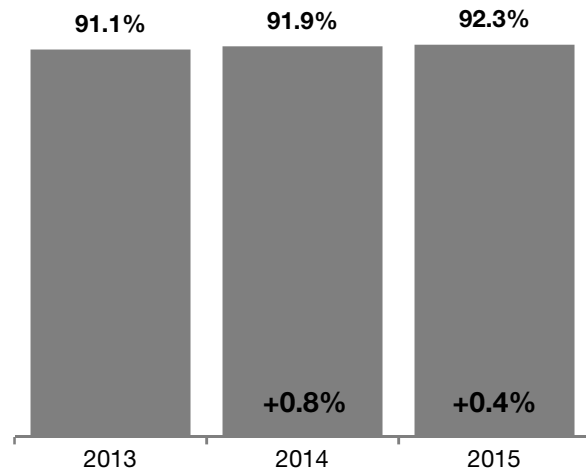


# Percent of Original List Price Received

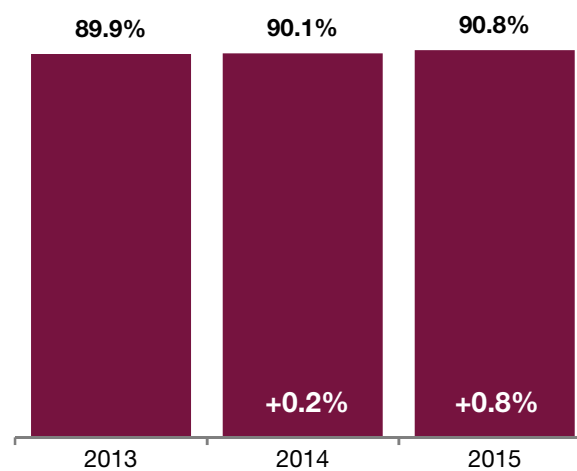
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## May

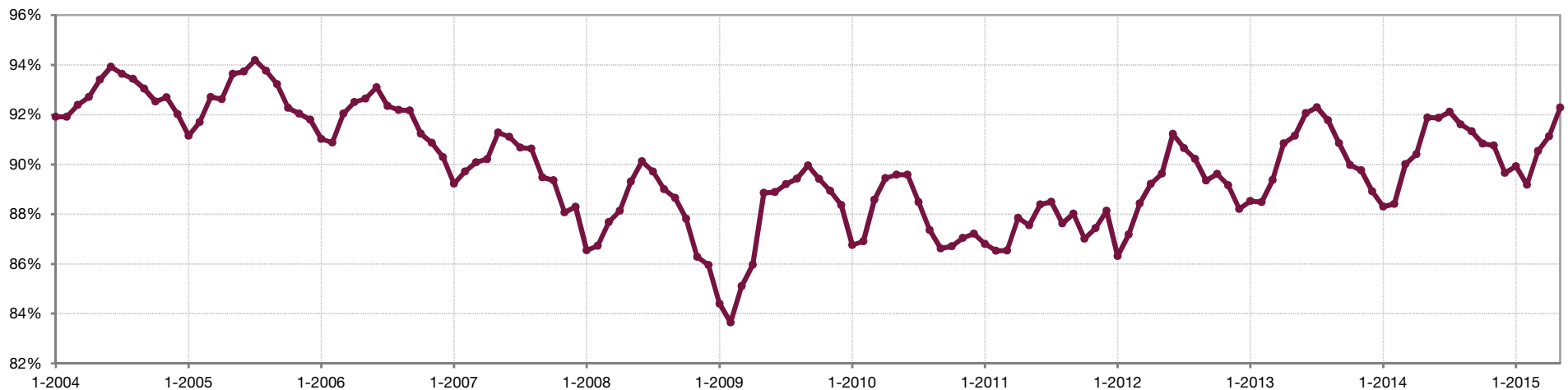


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	91.9%	92.3%	+0.4%
<b>12-Month Avg</b>	<b>90.6%</b>	<b>91.1%</b>	<b>+0.5%</b>

## Historical Percent of Original List Price Received



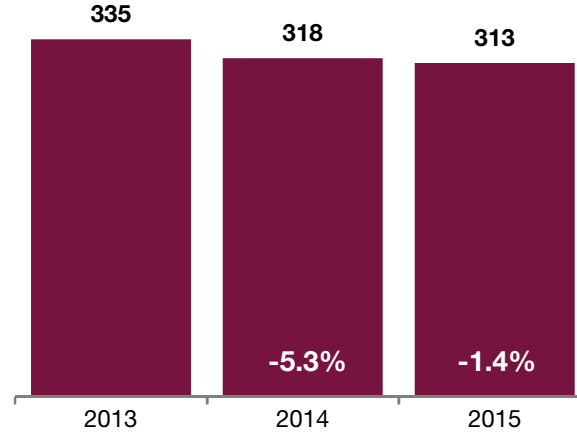
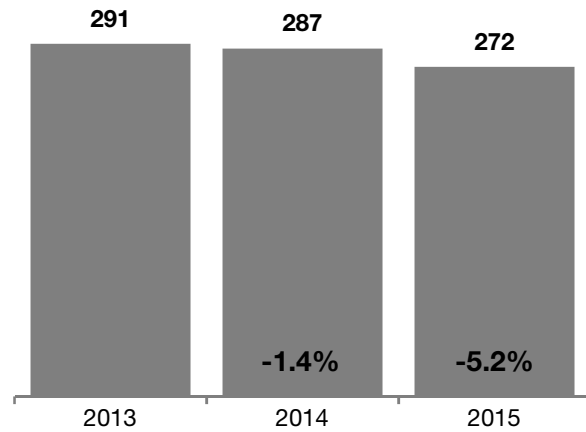
# Housing Affordability Index



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.**

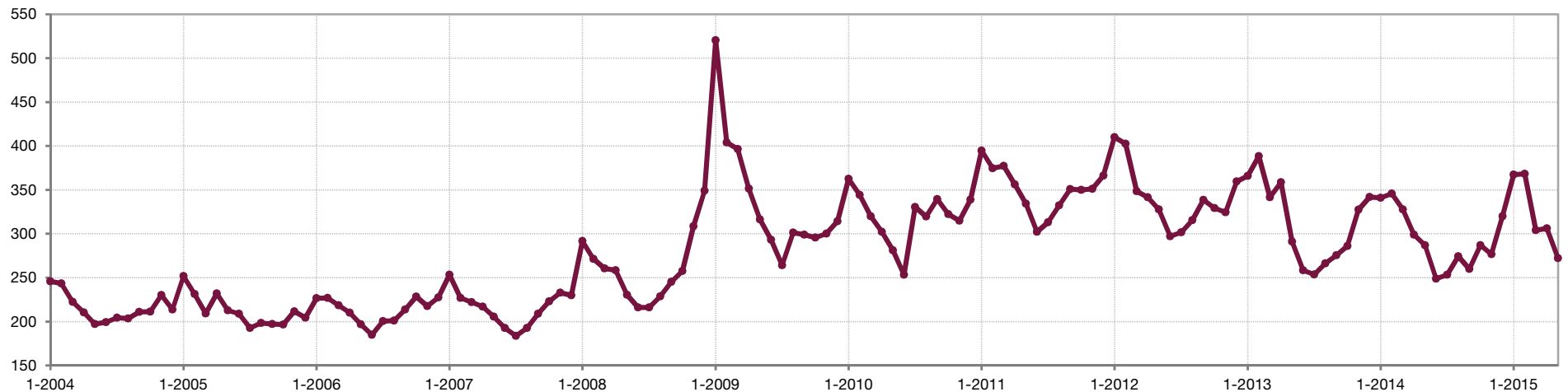
## May

## Year To Date



Month	Prior Year	Current Year	+ / -
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	306	+2.4%
May	287	272	-5.2%
<b>12-Month Avg</b>	<b>301</b>	<b>295</b>	<b>-2.0%</b>

## Historical Housing Affordability Index

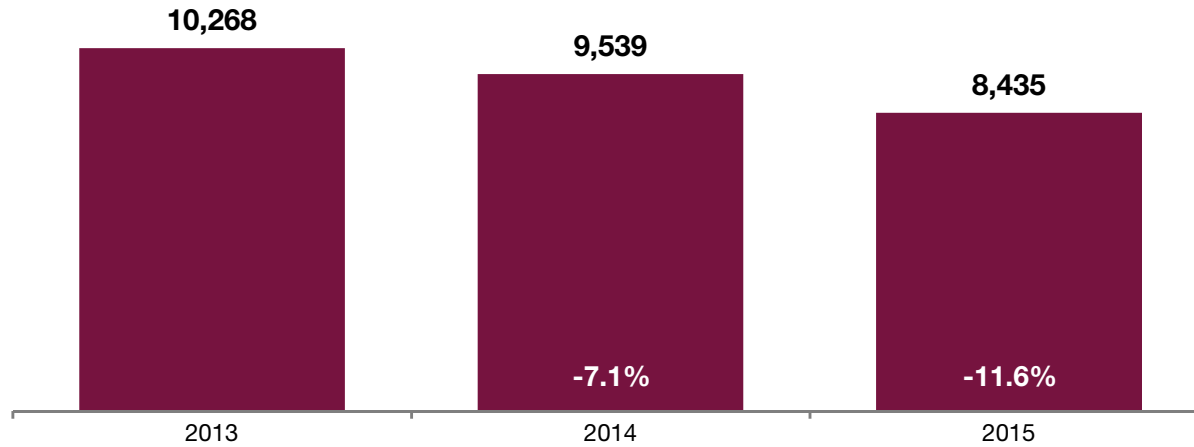


# Inventory of Homes for Sale

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

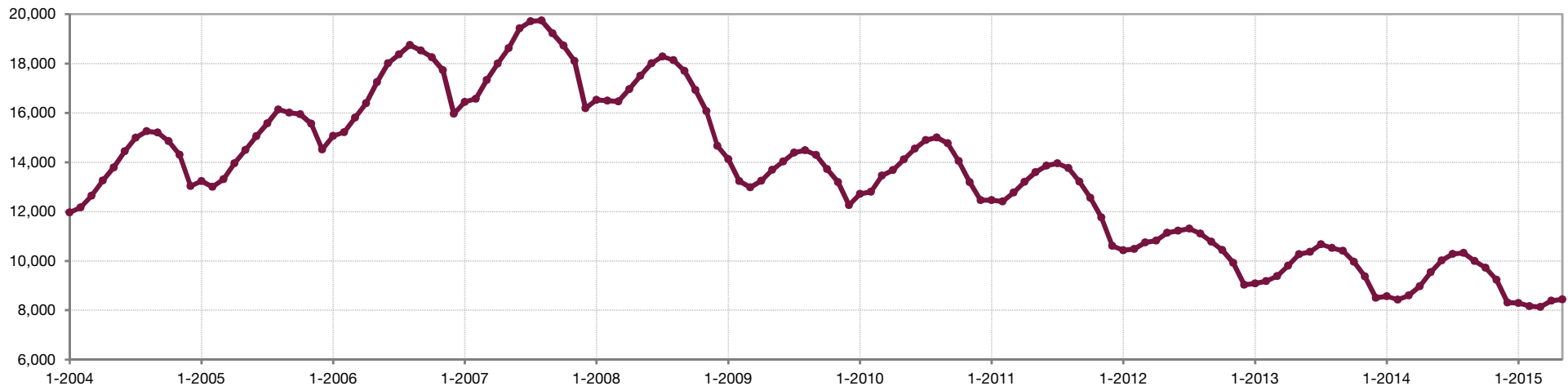


## May



Month	Prior Year	Current Year	+ / -
June	10,369	10,020	-3.4%
July	10,674	10,278	-3.7%
August	10,528	10,326	-1.9%
September	10,411	9,998	-4.0%
October	9,964	9,717	-2.5%
November	9,371	9,238	-1.4%
December	8,506	8,317	-2.2%
January	8,567	8,293	-3.2%
February	8,424	8,168	-3.0%
March	8,597	8,135	-5.4%
April	8,973	8,387	-6.5%
May	9,539	8,435	-11.6%
12-Month Avg	9,494	9,109	-4.1%

## Historical Inventory of Homes for Sale

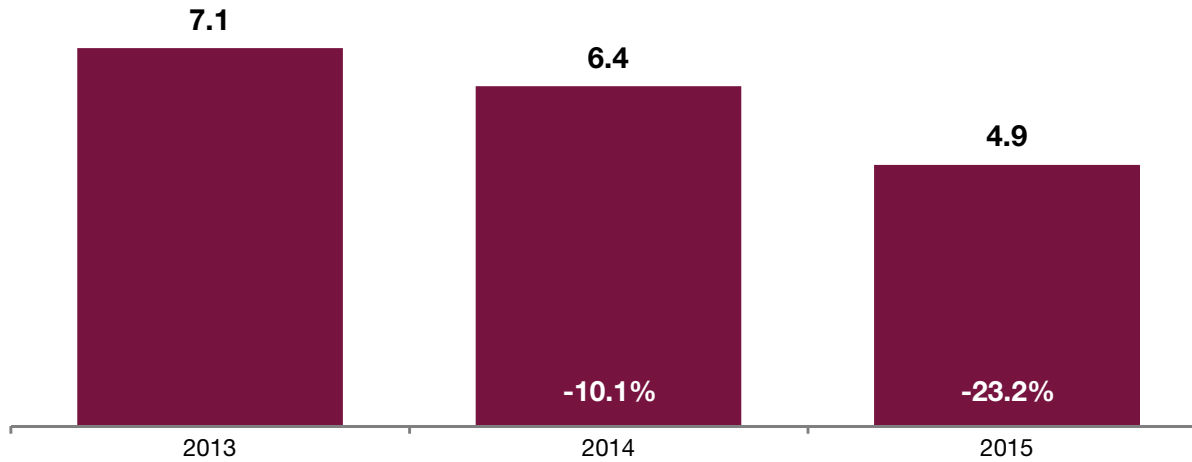


# Months Supply of Inventory

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.



## May



Month	Prior Year	Current Year	+ / -
June	7.1	6.7	-5.6%
July	7.3	6.8	-6.2%
August	7.1	6.9	-2.5%
September	7.0	6.6	-5.2%
October	6.6	6.4	-4.1%
November	6.2	6.0	-3.4%
December	5.6	5.4	-4.5%
January	5.7	5.3	-6.6%
February	5.6	5.2	-7.8%
March	5.8	5.0	-12.6%
April	6.0	5.1	-15.7%
May	6.4	4.9	-23.2%
<b>12-Month Avg</b>	<b>6.4</b>	<b>5.9</b>	<b>-8.0%</b>

## Historical Months Supply of Inventory

