

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



## January 2012



## Quick Facts

**+ 18.1%**      **+ 7.6%**      **- 18.2%**

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.



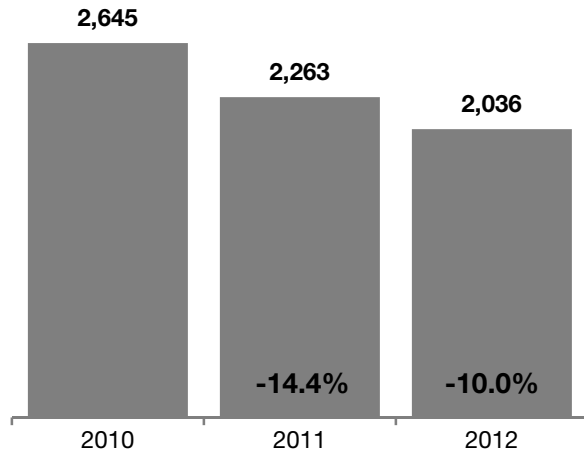
Key Metrics	Historical Sparklines	1-2011	1-2012	+ / -	YTD 2011	YTD 2012	+ / -
<b>New Listings</b>		2,263	<b>2,036</b>	- 10.0%	2,263	<b>2,036</b>	- 10.0%
<b>Pending Sales</b>		930	<b>1,177</b>	+ 26.6%	930	<b>1,177</b>	+ 26.6%
<b>Closed Sales</b>		780	<b>921</b>	+ 18.1%	780	<b>921</b>	+ 18.1%
<b>Days on Market Until Sale</b>		131	<b>141</b>	+ 7.4%	131	<b>141</b>	+ 7.4%
<b>Median Sales Price</b>		\$72,500	<b>\$78,000</b>	+ 7.6%	\$72,500	<b>\$78,000</b>	+ 7.6%
<b>Average Sales Price</b>		\$94,174	<b>\$100,765</b>	+ 7.0%	\$94,174	<b>\$100,765</b>	+ 7.0%
<b>Percent of Original List Price Received</b>		86.8%	<b>86.2%</b>	- 0.7%	86.8%	<b>86.2%</b>	- 0.7%
<b>Housing Affordability Index</b>		301	<b>310</b>	+ 3.0%	301	<b>310</b>	+ 3.0%
<b>Inventory of Homes for Sale</b>		12,415	<b>10,152</b>	- 18.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		10.3	<b>7.9</b>	- 23.0%	--	--	--

# New Listings

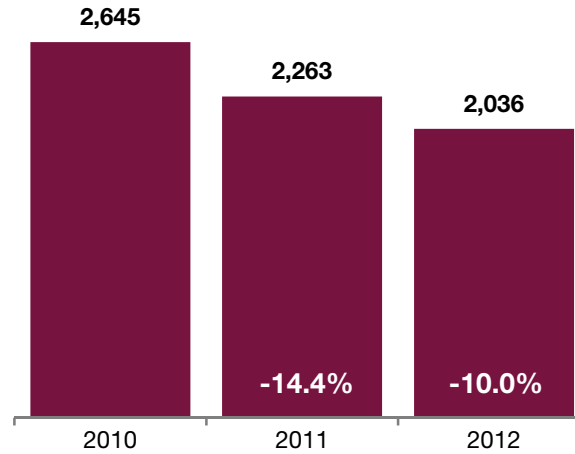
A count of the properties that have been newly listed on the market in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	2,308	2,008	-13.0%
March	3,458	2,989	-13.6%
April	3,507	2,818	-19.6%
May	2,774	2,843	+2.5%
June	3,152	2,999	-4.9%
July	3,001	2,699	-10.1%
August	2,869	2,682	-6.5%
September	2,562	2,264	-11.6%
October	2,323	2,101	-9.6%
November	1,918	1,793	-6.5%
December	1,862	1,450	-22.1%
January	2,263	2,036	-10.0%
<b>12-Month Avg</b>	<b>2,666</b>	<b>2,390</b>	<b>-10.4%</b>

## Historical New Listing Activity

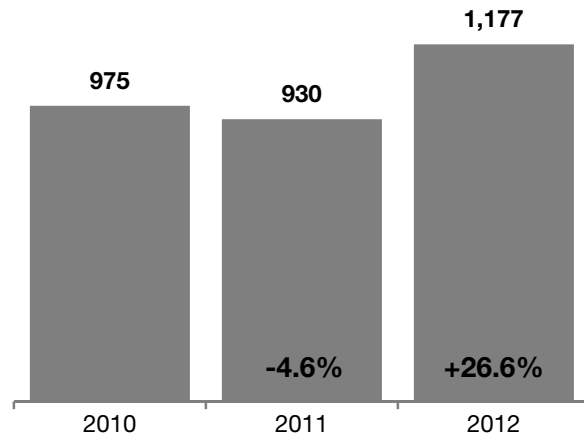


# Pending Sales

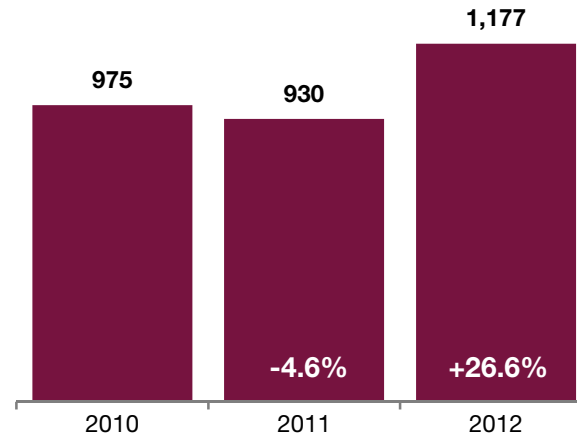
A count of the properties on which contracts have been accepted in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	1,094	1,049	-4.1%
March	1,580	1,397	-11.6%
April	2,011	1,340	-33.4%
May	1,132	1,422	+25.6%
June	1,281	1,493	+16.5%
July	1,173	1,373	+17.1%
August	1,245	1,489	+19.6%
September	1,092	1,327	+21.5%
October	1,071	1,275	+19.0%
November	980	1,181	+20.5%
December	802	1,056	+31.7%
January	930	1,177	+26.6%
<b>12-Month Avg</b>	<b>1,199</b>	<b>1,298</b>	<b>+8.3%</b>

## Historical Pending Sales Activity

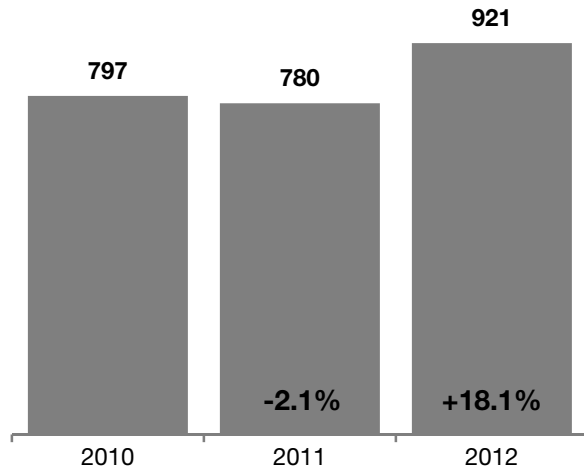


# Closed Sales

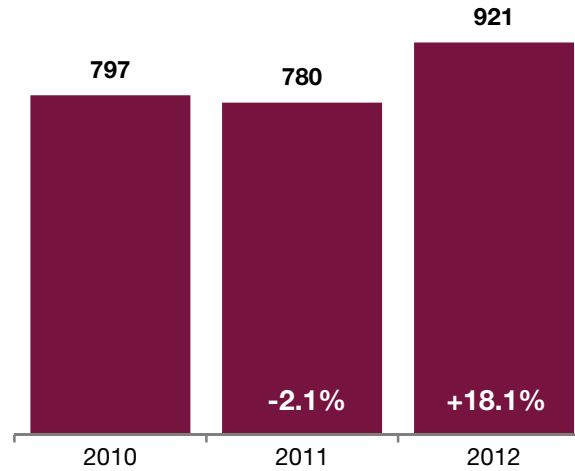
A count of the actual sales that have closed in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	892	852	-4.5%
March	1,252	1,199	-4.2%
April	1,455	1,198	-17.7%
May	1,550	1,339	-13.6%
June	1,755	1,502	-14.4%
July	1,180	1,382	+17.1%
August	1,194	1,580	+32.3%
September	1,208	1,363	+12.8%
October	1,055	1,275	+20.9%
November	1,004	1,170	+16.5%
December	1,102	1,268	+15.1%
January	780	921	+18.1%
<b>12-Month Avg</b>	<b>1,202</b>	<b>1,254</b>	<b>+6.5%</b>

## Historical Closed Sales Activity

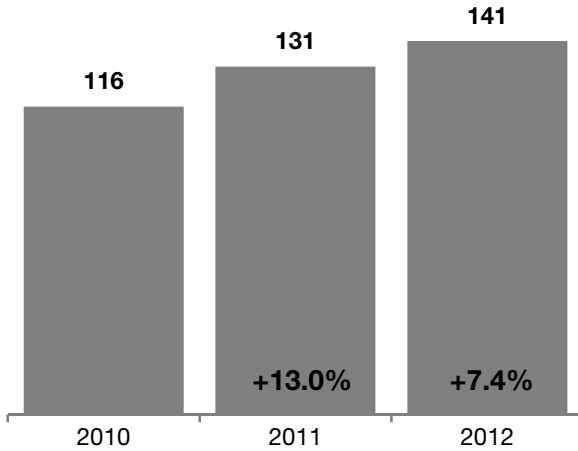


# Days on Market Until Sale

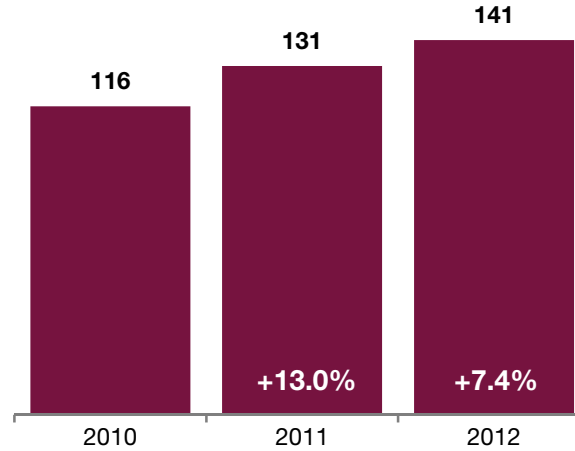
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	122	138	+13.5%
March	131	141	+7.7%
April	126	148	+16.9%
May	121	141	+16.2%
June	132	134	+1.1%
July	124	129	+4.3%
August	118	126	+6.6%
September	125	133	+6.1%
October	131	135	+3.2%
November	130	125	-4.5%
December	124	140	+12.6%
January	131	141	+7.4%
<b>12-Month Avg</b>	<b>99</b>	<b>105</b>	<b>+6.3%</b>

## Historical Days on Market Until Sale

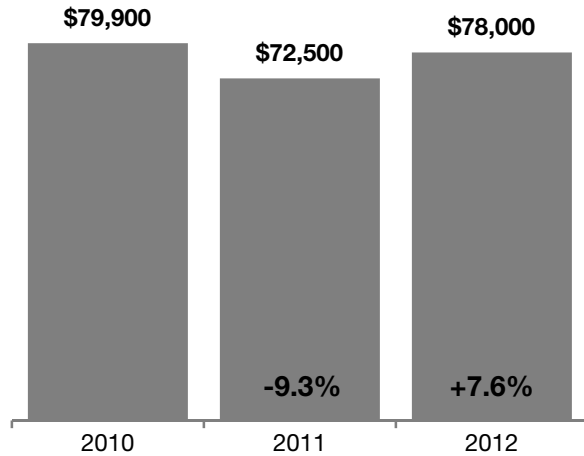


# Median Sales Price

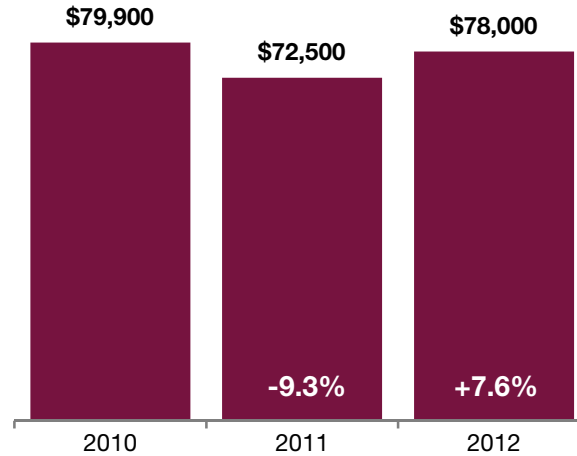
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$84,500	\$75,000	-11.2%
March	\$90,000	\$76,000	-15.6%
April	\$94,250	\$82,750	-12.2%
May	\$99,975	\$88,400	-11.6%
June	\$112,500	\$99,000	-12.0%
July	\$88,500	\$94,000	+6.2%
August	\$94,000	\$93,250	-0.8%
September	\$89,000	\$87,600	-1.6%
October	\$93,000	\$87,200	-6.2%
November	\$95,819	\$88,000	-8.2%
December	\$88,000	\$84,950	-3.5%
January	\$72,500	\$78,000	+7.6%
<b>12-Month Med</b>	<b>\$92,777</b>	<b>\$87,000</b>	<b>-6.2%</b>

## Historical Median Sales Price

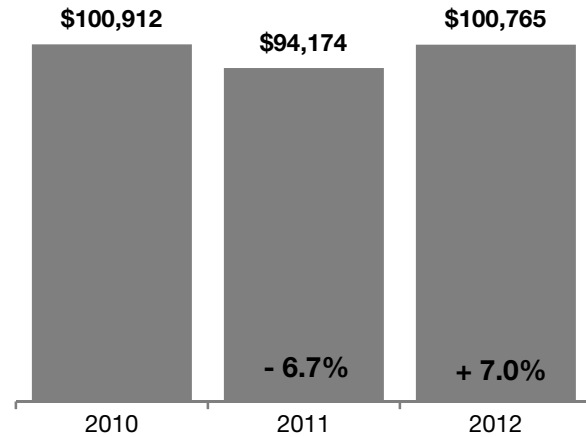


# Average Sales Price

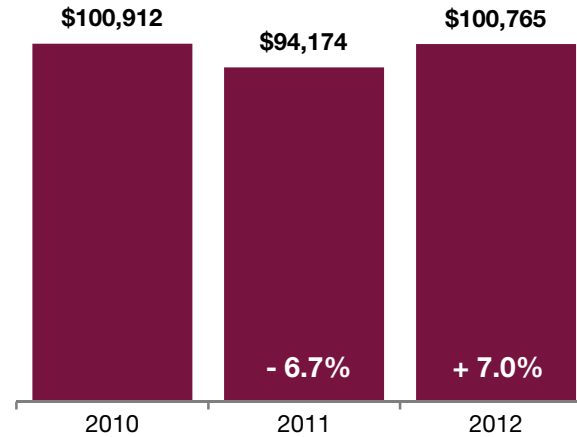
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year To Date



Month	Prior Year	Current Year	+ / -
February	\$103,565	\$101,269	-2.2%
March	\$108,607	\$99,586	-8.3%
April	\$112,748	\$110,560	-1.9%
May	\$116,721	\$108,307	-7.2%
June	\$131,998	\$126,592	-4.1%
July	\$114,966	\$122,969	+7.0%
August	\$121,505	\$117,209	-3.5%
September	\$110,992	\$110,725	-0.2%
October	\$118,562	\$106,094	-10.5%
November	\$120,939	\$110,023	-9.0%
December	\$110,480	\$108,611	-1.7%
January	\$94,174	\$100,765	+7.0%
12-Month Avg	\$115,185	\$111,216	-3.4%

## Historical Average Sales Price

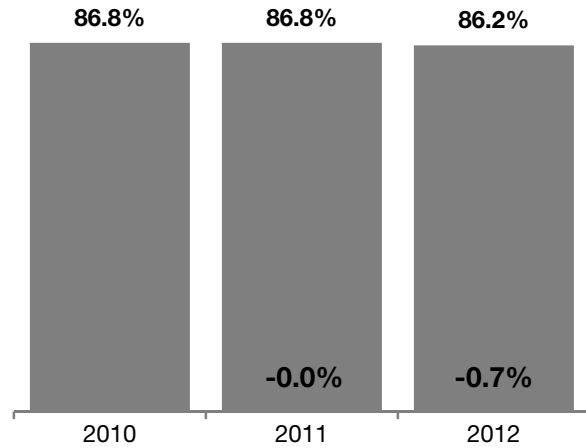


# Percent of Original List Price Received

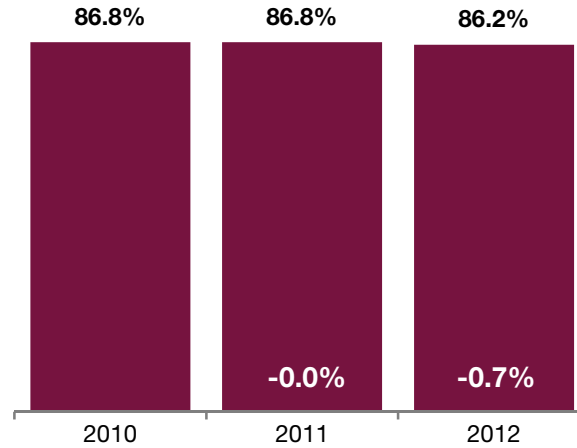


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## January

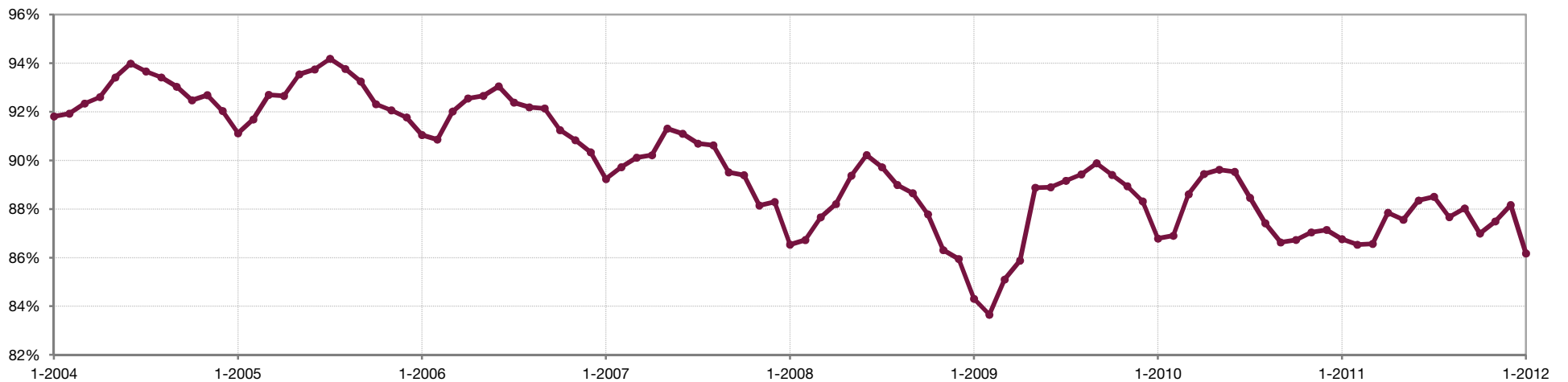


## Year To Date



Month	Prior Year	Current Year	+ / -
February	86.9%	<b>86.5%</b>	-0.4%
March	88.6%	<b>86.6%</b>	-2.3%
April	89.4%	<b>87.8%</b>	-1.8%
May	89.6%	<b>87.6%</b>	-2.3%
June	89.5%	<b>88.4%</b>	-1.3%
July	88.5%	<b>88.5%</b>	+0.0%
August	87.4%	<b>87.7%</b>	+0.3%
September	86.6%	<b>88.0%</b>	+1.6%
October	86.7%	<b>87.0%</b>	+0.3%
November	87.0%	<b>87.5%</b>	+0.5%
December	87.1%	<b>88.2%</b>	+1.2%
January	86.8%	<b>86.2%</b>	-0.7%
<b>12-Month Avg</b>	<b>88.1%</b>	<b>87.6%</b>	<b>-0.6%</b>

## Historical Percent of Original List Price Received

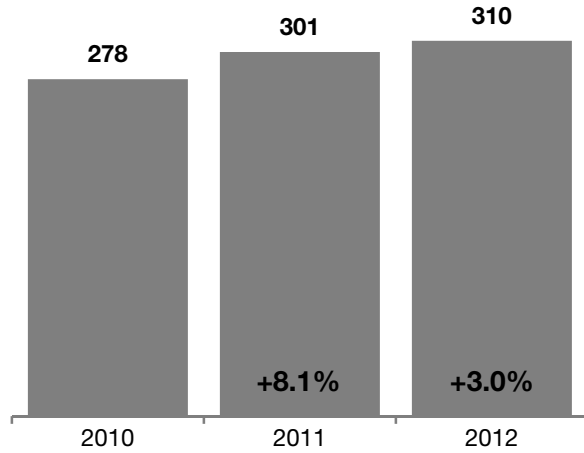


# Housing Affordability Index

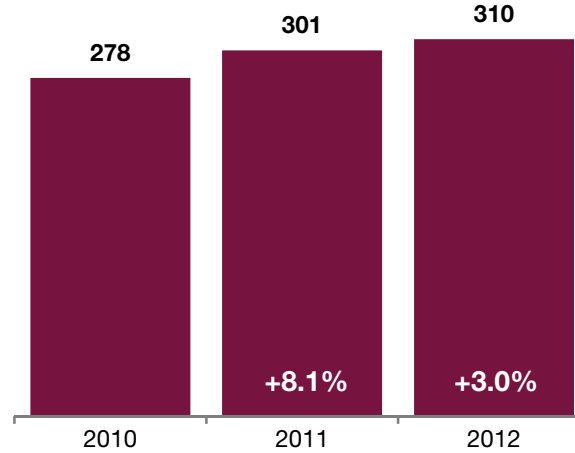


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## January

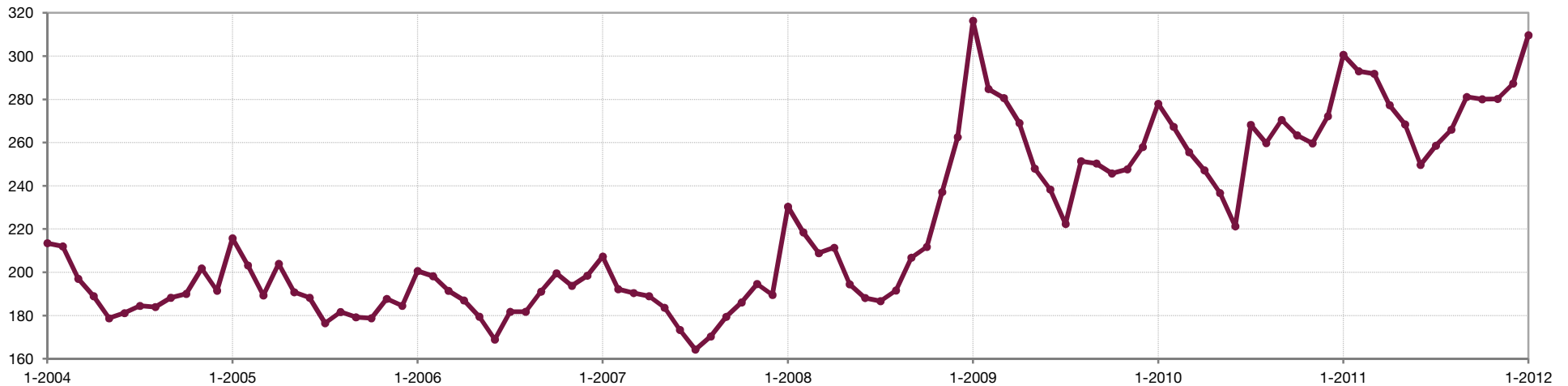


## Year To Date



Month	Prior Year	Current Year	+ / -
February	267	293	+9.6%
March	256	292	+14.2%
April	247	277	+12.2%
May	237	268	+13.4%
June	221	250	+12.8%
July	268	259	-3.6%
August	260	266	+2.4%
September	270	281	+3.9%
October	263	280	+6.3%
November	260	280	+7.9%
December	272	287	+5.6%
January	301	310	+3.0%
<b>12-Month Avg</b>	<b>260</b>	<b>279</b>	<b>+7.3%</b>

## Historical Housing Affordability Index

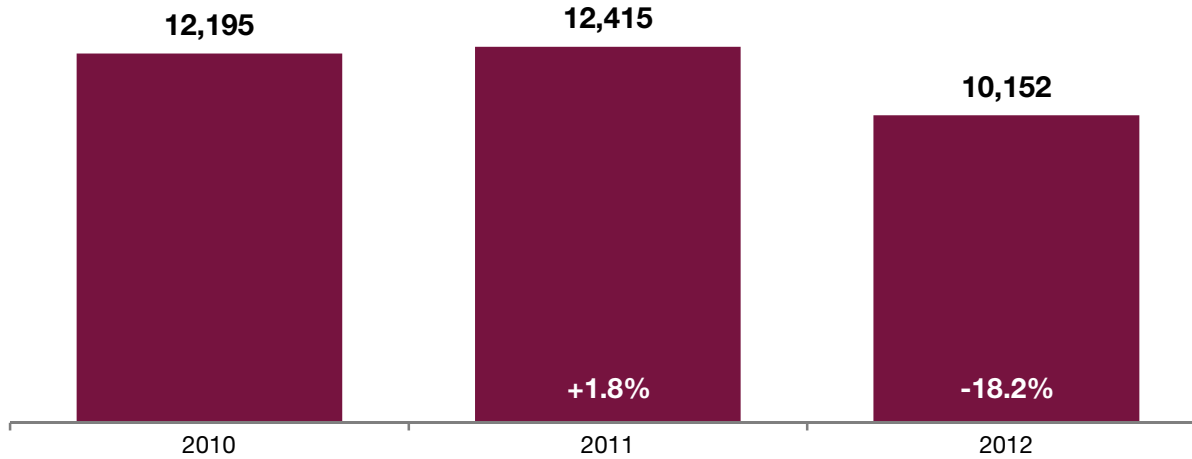


# Inventory of Homes for Sale

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

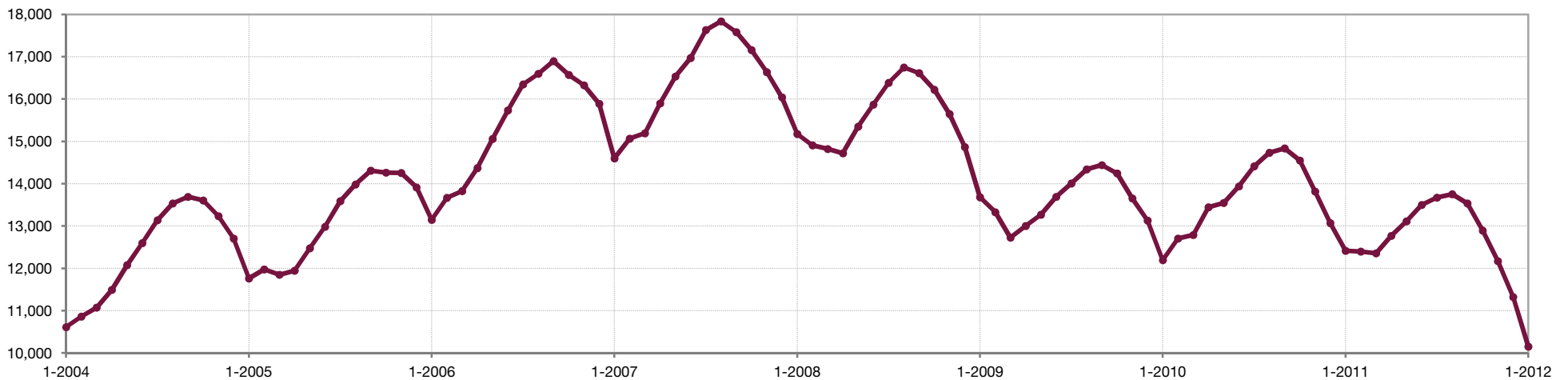


## January



Month	Prior Year	Current Year	+ / -
February	12,705	12,398	-2.4%
March	12,789	12,357	-3.4%
April	13,445	12,769	-5.0%
May	13,548	13,113	-3.2%
June	13,938	13,500	-3.1%
July	14,413	13,672	-5.1%
August	14,733	13,753	-6.7%
September	14,836	13,534	-8.8%
October	14,548	12,893	-11.4%
November	13,816	12,171	-11.9%
December	13,068	11,324	-13.3%
January	12,415	10,152	-18.2%
12-Month Avg	13,688	12,636	-7.7%

## Historical Inventory of Homes for Sale

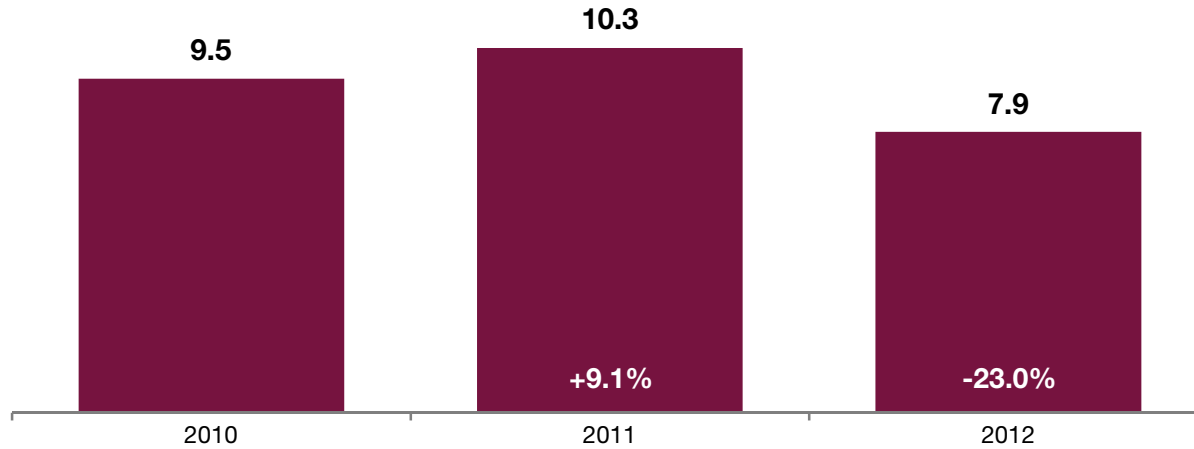


# Months Supply of Inventory

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	9.9	10.3	+4.8%
March	9.9	10.3	+4.6%
April	10.3	10.8	+5.3%
May	10.0	11.7	+16.1%
June	10.5	11.8	+11.9%
July	11.0	11.7	+6.3%
August	11.5	11.6	+1.4%
September	11.7	11.2	-3.7%
October	11.7	10.5	-9.9%
November	11.4	9.8	-13.8%
December	10.8	9.0	-16.6%
January	10.3	7.9	-23.0%
12-Month Avg	10.7	10.6	-1.7%

## Historical Months Supply of Inventory

