

Monthly Indicators

A RESEARCH TOOL PROVIDED BY CRIS-MLS



February 2011



Quick Facts

- 7.5%

- 10.6%

- 5.8%

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.



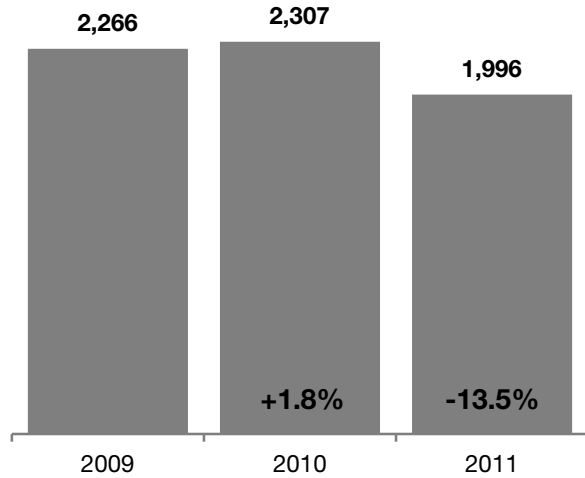
Key Metrics	Historical Sparklines	2-2010	2-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		2,307	1,996	- 13.5%	4,951	4,244	- 14.3%
Pending Sales		1,096	1,118	+ 2.0%	2,071	2,086	+ 0.7%
Closed Sales		891	824	- 7.5%	1,688	1,590	- 5.8%
Days on Market Until Sale		122	139	+ 13.6%	119	136	+ 13.7%
Median Sales Price		\$84,700	\$75,750	- 10.6%	\$80,000	\$75,000	- 6.3%
Average Sales Price		\$103,677	\$102,175	- 1.4%	\$102,370	\$98,375	- 3.9%
Percent of Original List Price Received		86.9%	86.4%	- 0.6%	86.8%	86.6%	- 0.3%
Housing Affordability Index		267	291	+ 9.1%	278	293	+ 5.5%
Inventory of Homes for Sale		12,689	11,952	- 5.8%	--	--	--
Months Supply of Homes for Sale		9.8	9.8	- 0.2%	--	--	--

New Listings

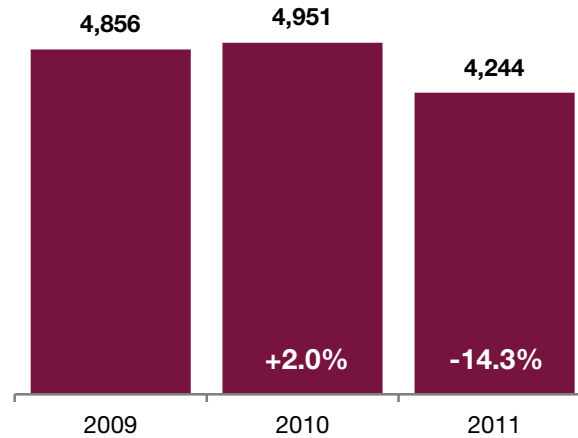
A count of the properties that have been newly listed on the market in a given month.



February

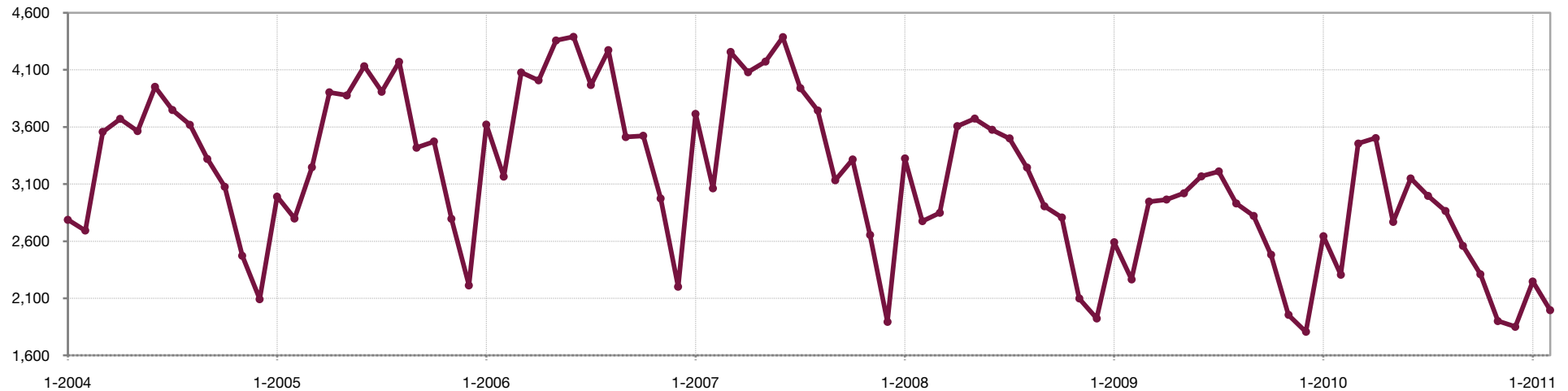


Year To Date



Month	Prior Year	Current Year	+ / -
March	2,946	3,455	+17.3%
April	2,964	3,503	+18.2%
May	3,020	2,768	-8.3%
June	3,168	3,150	-0.6%
July	3,210	2,996	-6.7%
August	2,931	2,864	-2.3%
September	2,822	2,558	-9.4%
October	2,481	2,310	-6.9%
November	1,955	1,901	-2.8%
December	1,807	1,851	+2.4%
January	2,644	2,248	-15.0%
February	2,307	1,996	-13.5%
12-Month Avg	2,688	2,633	-2.0%

Historical New Listing Activity

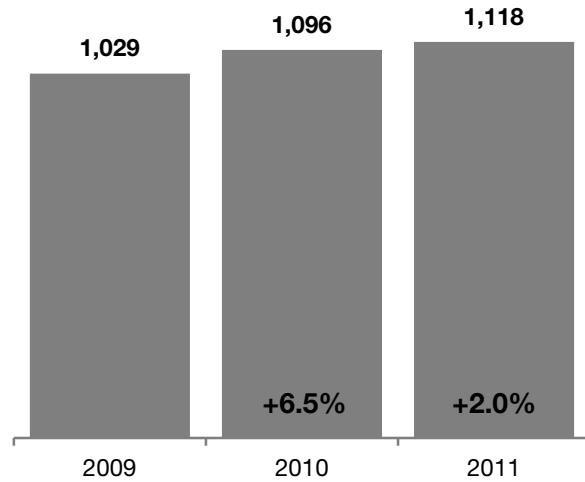


Pending Sales

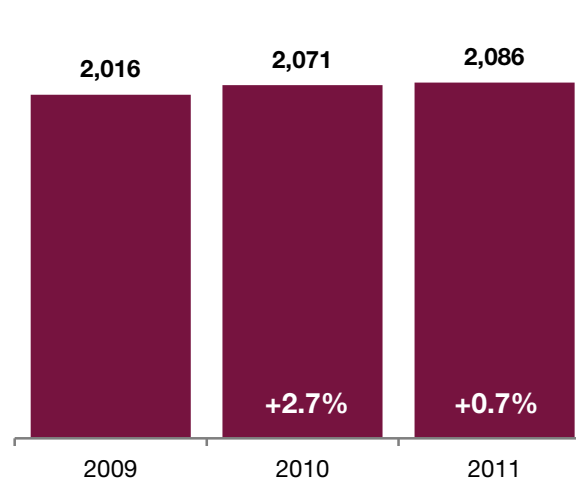
A count of the properties that have offers accepted on them in a given month.



February

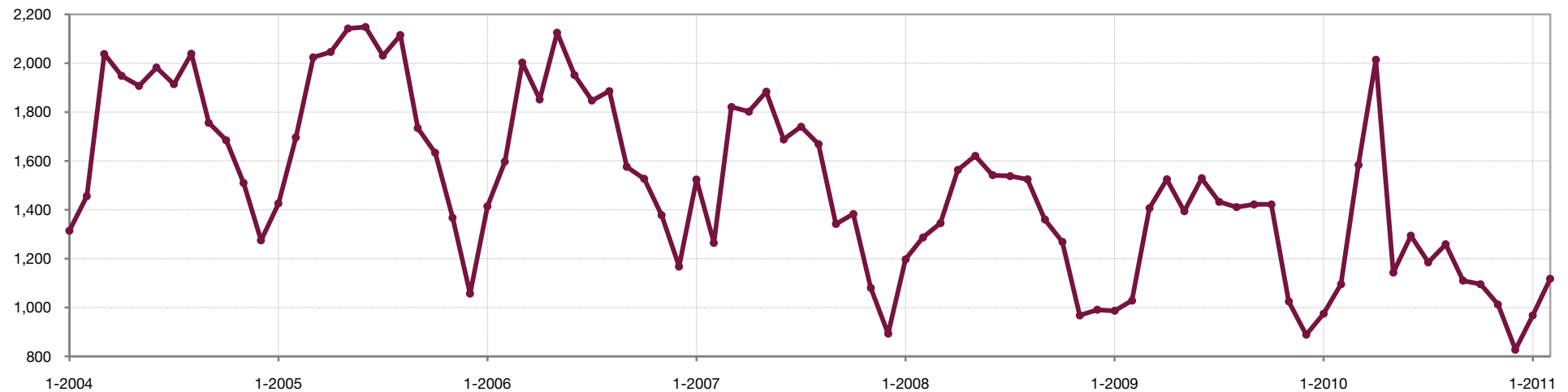


Year To Date



Month	Prior Year	Current Year	+ / -
March	1,407	1,584	+12.6%
April	1,525	2,014	+32.1%
May	1,394	1,143	-18.0%
June	1,529	1,294	-15.4%
July	1,433	1,185	-17.3%
August	1,411	1,259	-10.8%
September	1,422	1,110	-21.9%
October	1,422	1,096	-22.9%
November	1,025	1,013	-1.2%
December	889	828	-6.9%
January	975	968	-0.7%
February	1,096	1,118	+2.0%
12-Month Avg	1,294	1,218	-5.9%

Historical Pending Sales Activity

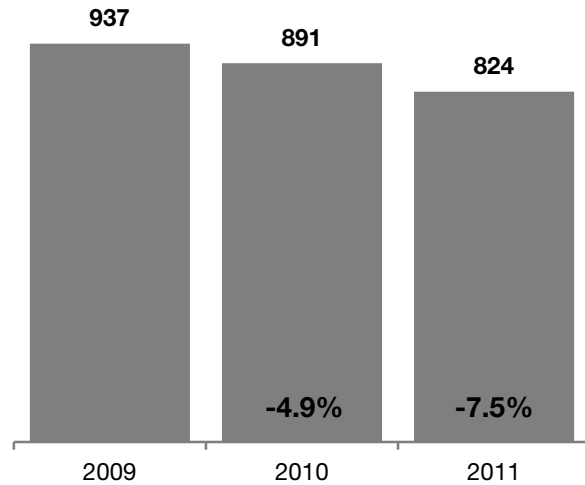


Closed Sales

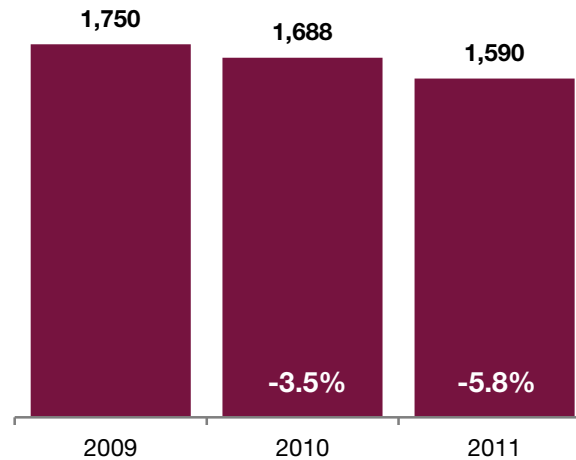
A count of the properties that have closed in a given month.



February

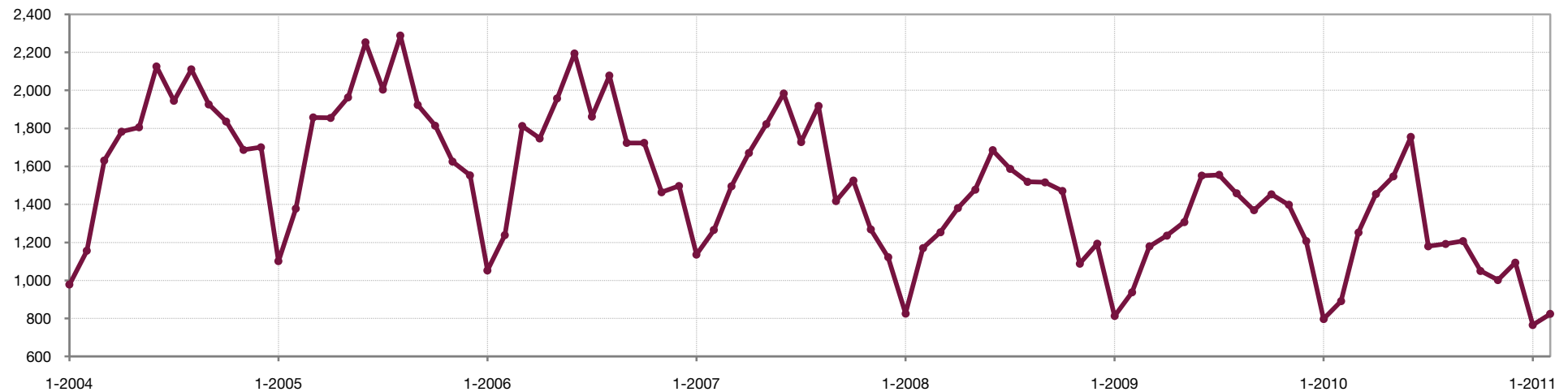


Year To Date



Month	Prior Year	Current Year	+ / -
March	1,179	1,252	+6.2%
April	1,236	1,454	+17.6%
May	1,307	1,547	+18.4%
June	1,551	1,755	+13.2%
July	1,555	1,180	-24.1%
August	1,458	1,192	-18.2%
September	1,369	1,207	-11.8%
October	1,453	1,050	-27.7%
November	1,398	1,002	-28.3%
December	1,207	1,094	-9.4%
January	797	766	-3.9%
February	891	824	-7.5%
12-Month Avg	1,283	1,194	-6.3%

Historical Closed Sales Activity

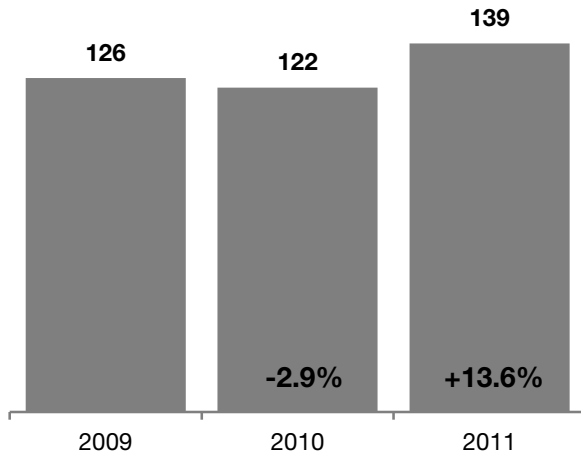


Days on Market Until Sale

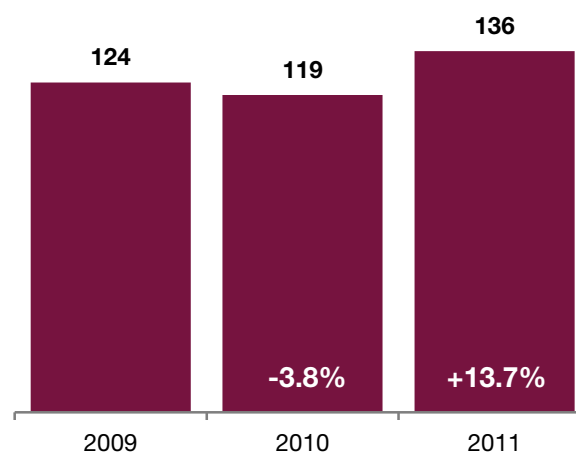
The average number of days between when a property is first listed and when an offer is accepted. Sold properties only.



February

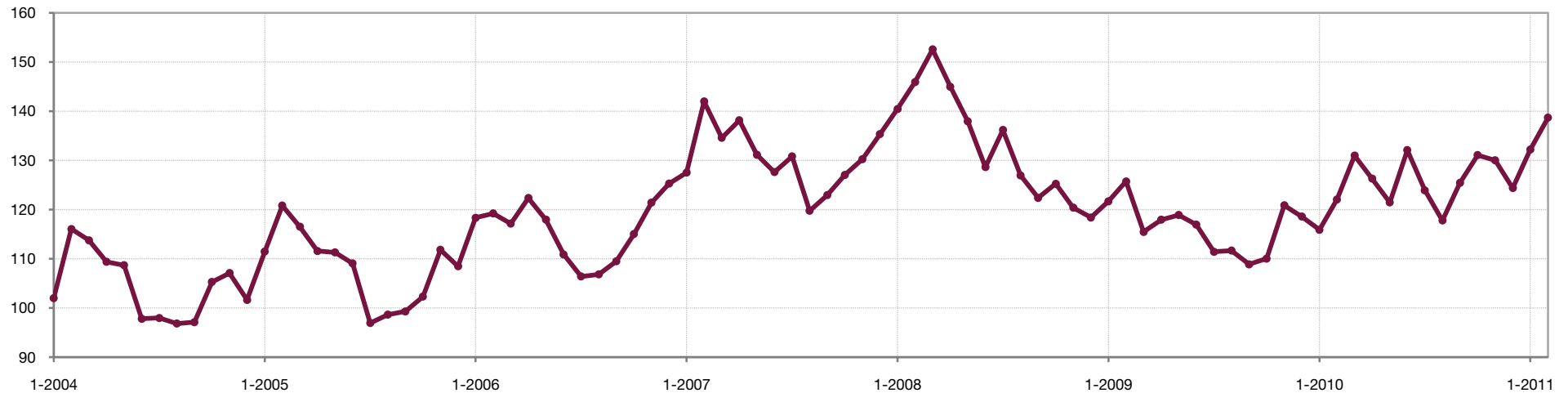


Year To Date



Month	Prior Year	Current Year	+ / -
March	115	131	+13.4%
April	118	126	+7.1%
May	119	121	+2.1%
June	117	132	+12.9%
July	111	124	+11.2%
August	112	118	+5.5%
September	109	125	+15.2%
October	110	131	+19.1%
November	121	130	+7.6%
December	119	124	+4.9%
January	116	132	+14.0%
February	122	139	+13.6%
12-Month Avg	97	100	+3.3%

Historical Days on Market Until Sale

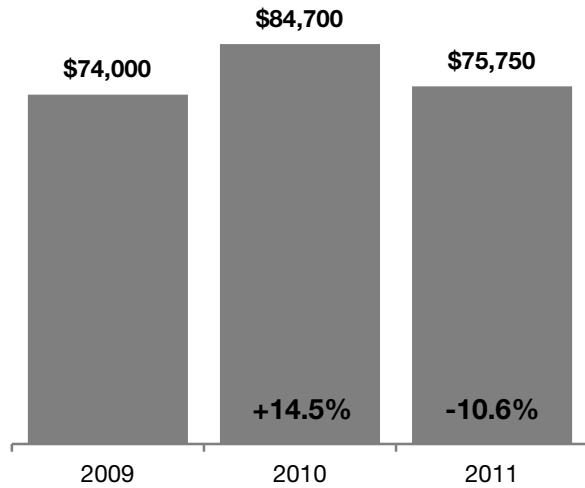


Median Sales Price

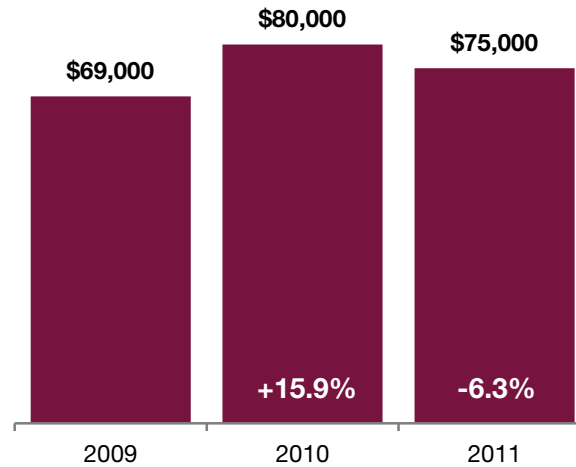
The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



February

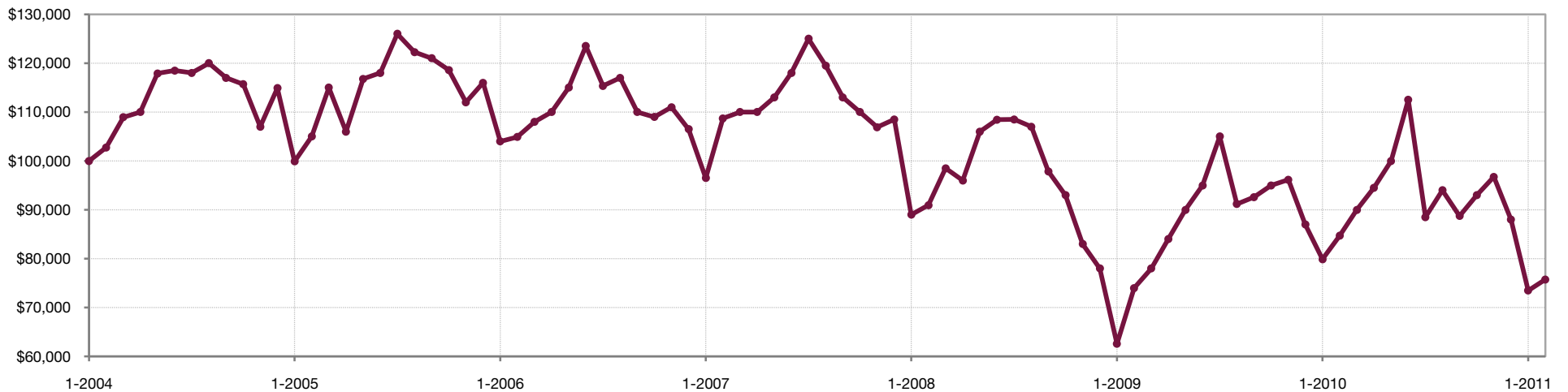


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$78,000	\$90,000	+15.4%
April	\$84,000	\$94,500	+12.5%
May	\$90,000	\$100,000	+11.1%
June	\$95,000	\$112,500	+18.4%
July	\$105,000	\$88,500	-15.7%
August	\$91,200	\$94,000	+3.1%
September	\$92,600	\$88,750	-4.2%
October	\$95,000	\$93,000	-2.1%
November	\$96,150	\$96,750	+0.6%
December	\$87,000	\$88,000	+1.1%
January	\$79,900	\$73,500	-8.0%
February	\$84,700	\$75,750	-10.6%
12-Month Avg	\$90,025	\$92,500	+2.7%

Historical Median Sales Price

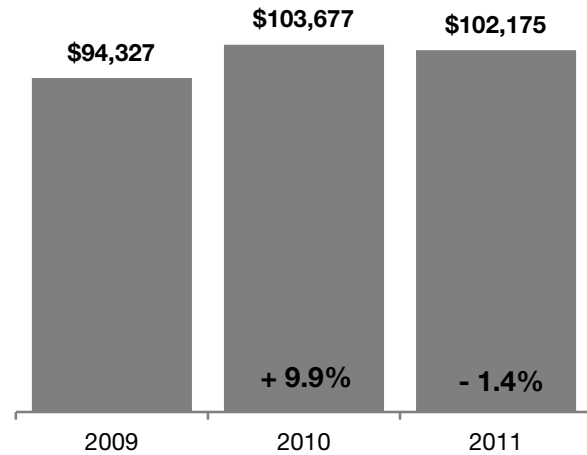


Average Sales Price

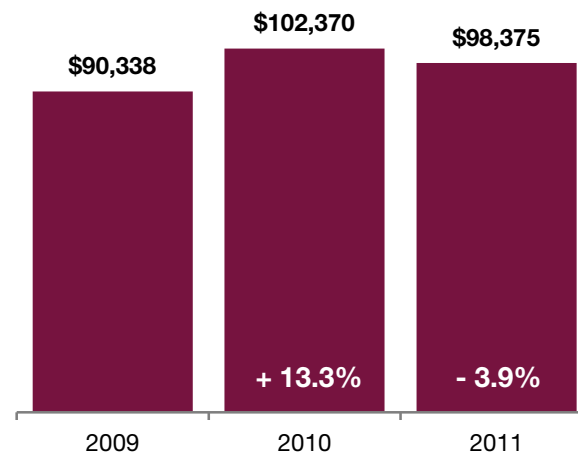
The average sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



February

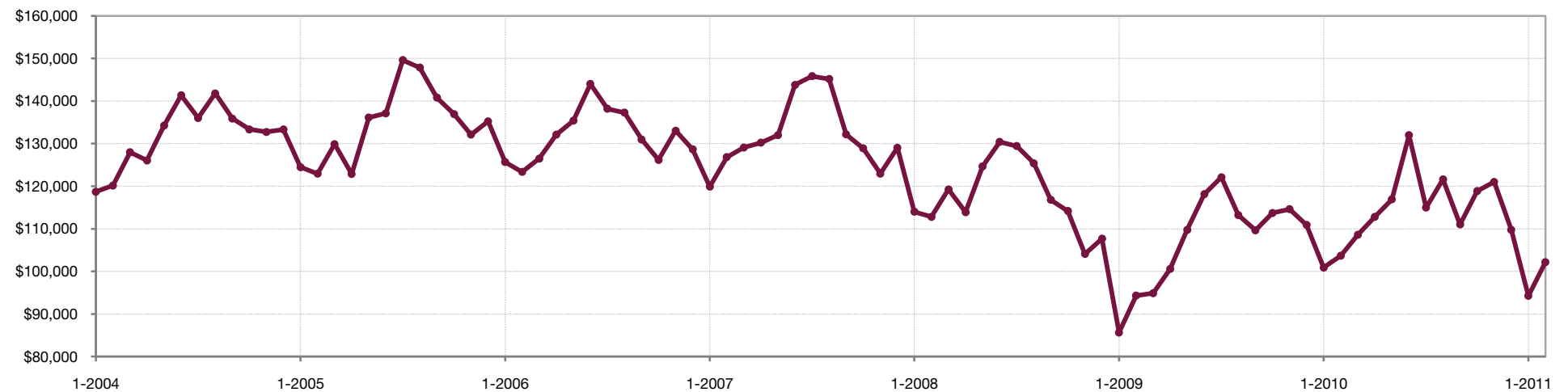


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$94,904	\$108,607	+14.4%
April	\$100,580	\$112,808	+12.2%
May	\$109,785	\$116,922	+6.5%
June	\$118,147	\$131,998	+11.7%
July	\$122,104	\$114,966	-5.8%
August	\$113,208	\$121,616	+7.4%
September	\$109,647	\$111,013	+1.2%
October	\$113,745	\$118,853	+4.5%
November	\$114,623	\$121,021	+5.6%
December	\$110,914	\$109,788	-1.0%
January	\$100,912	\$94,253	-6.6%
February	\$103,677	\$102,175	-1.4%
12-Month Avg	\$110,480	\$115,193	+4.3%

Historical Average Sales Price

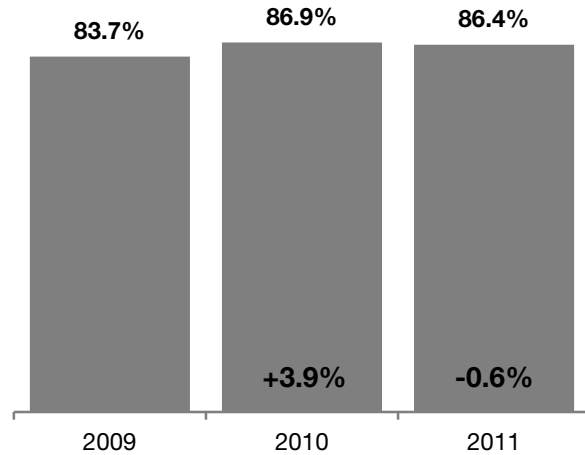


Percent of Original List Price Received

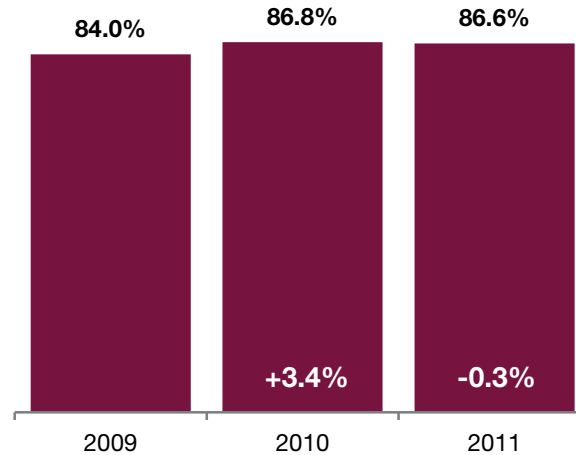


The average percentage found when dividing a property's sales price by the original list price.
Sold properties only. Does not account for seller concessions.

February

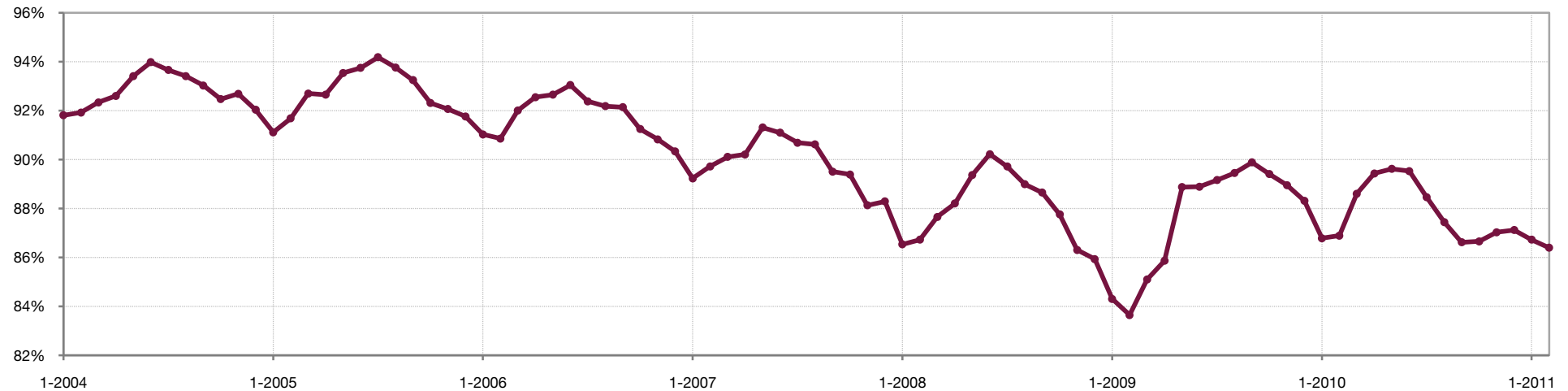


Year To Date



Month	Prior Year	Current Year	+ / -
March	85.1%	88.6%	+4.1%
April	85.9%	89.4%	+4.2%
May	88.9%	89.6%	+0.8%
June	88.9%	89.5%	+0.7%
July	89.2%	88.5%	-0.8%
August	89.4%	87.4%	-2.2%
September	89.9%	86.6%	-3.6%
October	89.4%	86.7%	-3.1%
November	89.0%	87.0%	-2.2%
December	88.3%	87.1%	-1.4%
January	86.8%	86.7%	-0.1%
February	86.9%	86.4%	-0.6%
12-Month Avg	88.3%	88.1%	-0.3%

Historical Percent of Original List Price Received

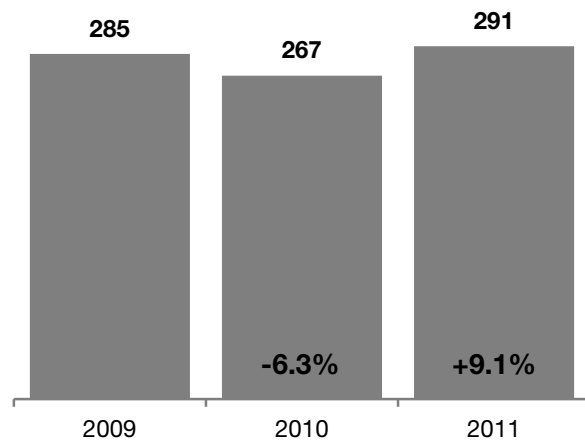


Housing Affordability Index

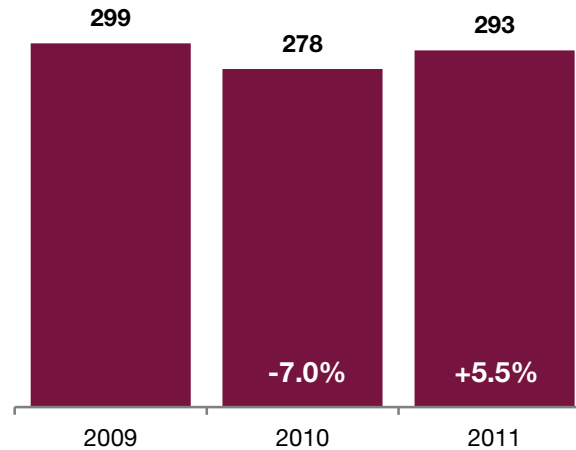
This index measures housing affordability for the region. An index of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. The higher the number, the more affordable our housing is.



February

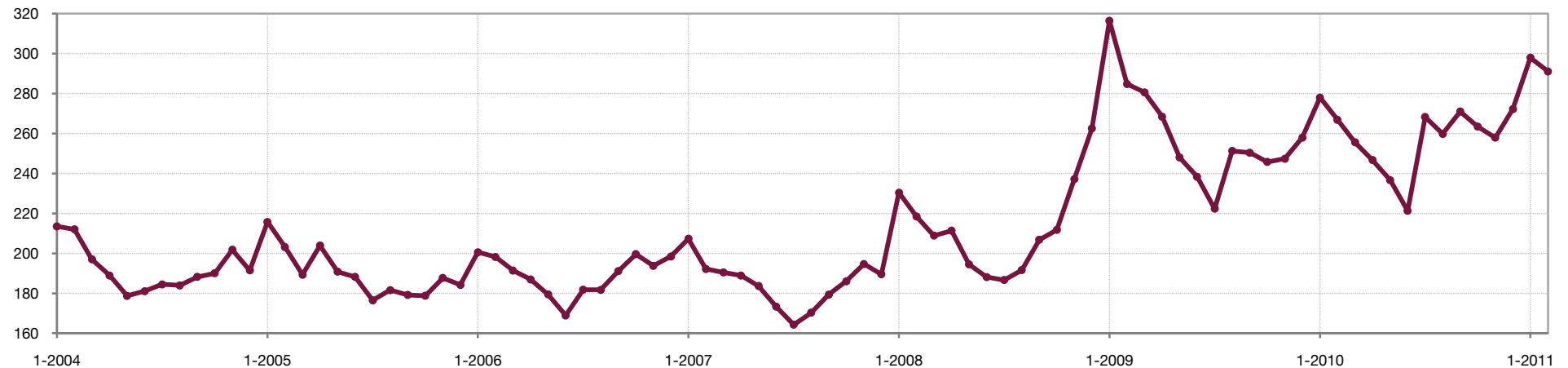


Year To Date



Month	Prior Year	Current Year	+ / -
March	281	256	-8.9%
April	268	247	-8.1%
May	248	237	-4.6%
June	238	221	-7.2%
July	222	268	+20.6%
August	251	260	+3.4%
September	250	271	+8.2%
October	246	263	+7.2%
November	247	258	+4.2%
December	258	272	+5.5%
January	278	298	+7.2%
February	267	291	+9.1%
12-Month Avg	255	262	+3.1%

Historical Housing Affordability Index

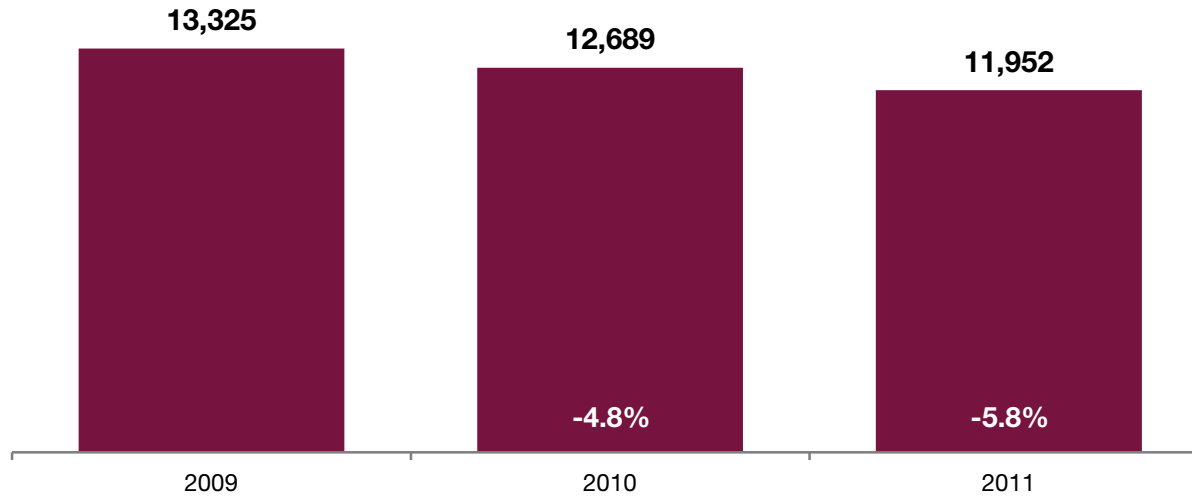


Inventory of Homes for Sale

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

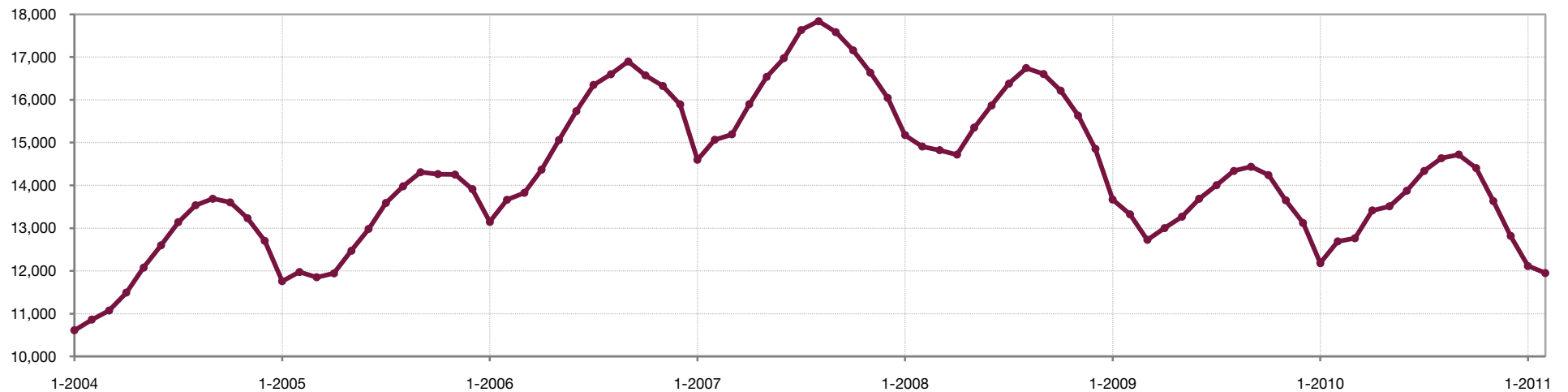


February



Month	Prior Year	Current Year	+ / -
March	12,726	12,766	+0.3%
April	13,002	13,414	+3.2%
May	13,268	13,509	+1.8%
June	13,687	13,878	+1.4%
July	14,005	14,338	+2.4%
August	14,338	14,638	+2.1%
September	14,437	14,718	+1.9%
October	14,241	14,405	+1.2%
November	13,650	13,630	-0.1%
December	13,125	12,816	-2.4%
January	12,182	12,114	-0.6%
February	12,689	11,952	-5.8%
12-Month Avg	13,446	13,515	+0.4%

Historical Inventory of Homes for Sale

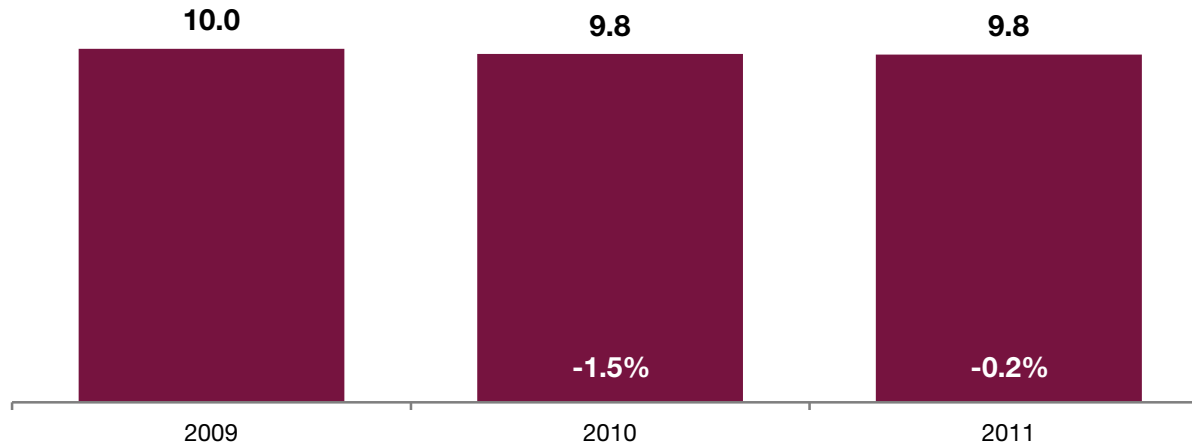


Months Supply of Inventory

Compares the number of active listings available to the average monthly pending sales for the last 12 months.



February



Month	Prior Year	Current Year	+ / -
March	9.7	9.9	+1.7%
April	9.9	10.2	+3.8%
May	10.1	10.0	-0.9%
June	10.6	10.4	-1.2%
July	10.8	11.0	+1.2%
August	11.2	11.4	+1.8%
September	11.3	11.5	+1.9%
October	11.1	11.5	+3.6%
November	10.6	11.1	+5.6%
December	10.1	10.5	+3.8%
January	9.4	10.0	+5.4%
February	9.8	9.8	-0.2%
12-Month Avg	10.4	10.6	+2.2%

Historical Months Supply of Inventory

