

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE CONSOLIDATED MULTIPLE LISTING SERVICE, INC.



January 2011

A house. It's the single largest investment most families make. It's where we rest our heads every night. Houses represent the brick and mortar that comprise the very communities in which we live. They provide us with a sense of place to extend our roots downward. We raise our families under the safety and warmth of their rooftops. Our houses become homes. Let's analyze these structures that are so much more than that, and let's take a look at how our home market began 2011.

Pending Sales in the CMLS region decreased 15.2 percent since January 2010 to 469 agreements. New Listings were down 14.9 percent as sellers added 1,396 new homes to the market. At this rate, they should expect their properties to sell after approximately 115 days.

Prices climbed upward. Median Sales Price increased 3.3 percent over last January to \$142,100. Negotiations moved toward sellers as Percent of List Price Received at Sale increased to 94.9 percent. Months Supply of Inventory increased 19.8 percent to 12.4 months.

Interest rates are expected to remain around 5.0 percent and prices are expected to rise gradually in many markets. Although the labor department reported that the seasonally-adjusted unemployment rate dropped to 9.0 percent in January, expect joblessness to remain an issue. There's a steep, jagged rock face behind us; ahead lies a gently inclined grassy plain.

Quick Facts

- 13.5%

+ 3.3%

+ 6.9%

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.



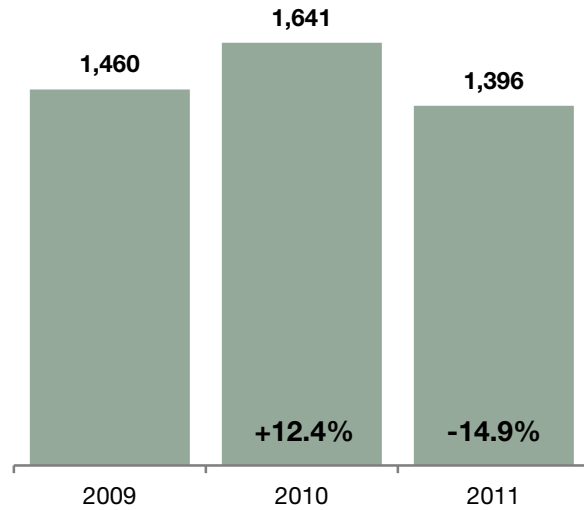
Key Metrics	Historical Sparklines	1-2010	1-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		1,641	1,396	- 14.9%	1,641	1,396	- 14.9%
Pending Sales		553	469	- 15.2%	553	469	- 15.2%
Closed Sales		394	341	- 13.5%	394	341	- 13.5%
Days on Market Until Sale		110	115	+ 4.6%	110	115	+ 4.6%
Median Sales Price		\$137,500	\$142,100	+ 3.3%	\$137,500	\$142,100	+ 3.3%
Average Sales Price		\$161,110	\$162,059	+ 0.6%	\$161,110	\$162,059	+ 0.6%
Percent of List Price Received		95.3%	94.9%	- 0.4%	95.3%	94.9%	- 0.4%
Housing Affordability Index		191	192	+ 0.4%	191	192	+ 0.4%
Inventory of Homes for Sale		7,071	7,557	+ 6.9%	--	--	--
Months Supply of Homes for Sale		10.4	12.4	+ 19.8%	--	--	--

New Listings

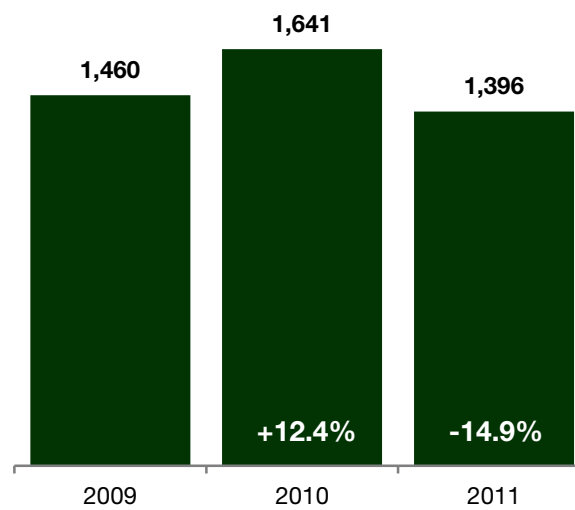
A count of the properties that have been newly listed on the market in a given month.



January

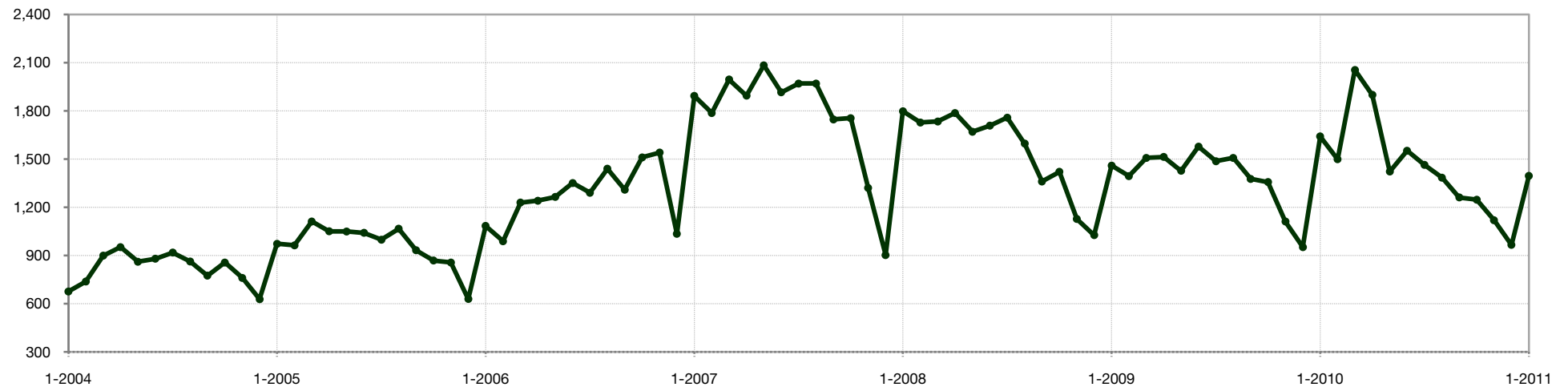


Year To Date



Month	Prior Year	Current Year	+ / -
February	1,394	1,499	+7.5%
March	1,508	2,055	+36.3%
April	1,513	1,899	+25.5%
May	1,427	1,422	-0.4%
June	1,578	1,552	-1.6%
July	1,487	1,464	-1.5%
August	1,508	1,385	-8.2%
September	1,377	1,261	-8.4%
October	1,357	1,248	-8.0%
November	1,111	1,120	+0.8%
December	953	966	+1.4%
January	1,641	1,396	-14.9%
12-Month Avg	1,405	1,439	+2.5%

Historical New Listing Activity

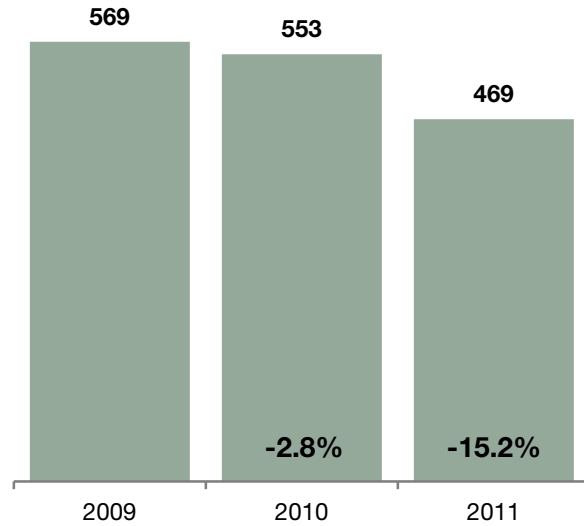


Pending Sales

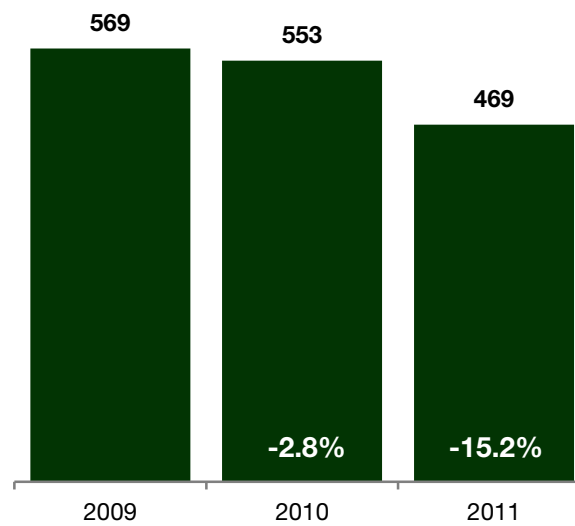
A count of the properties that have offers accepted on them in a given month.



January

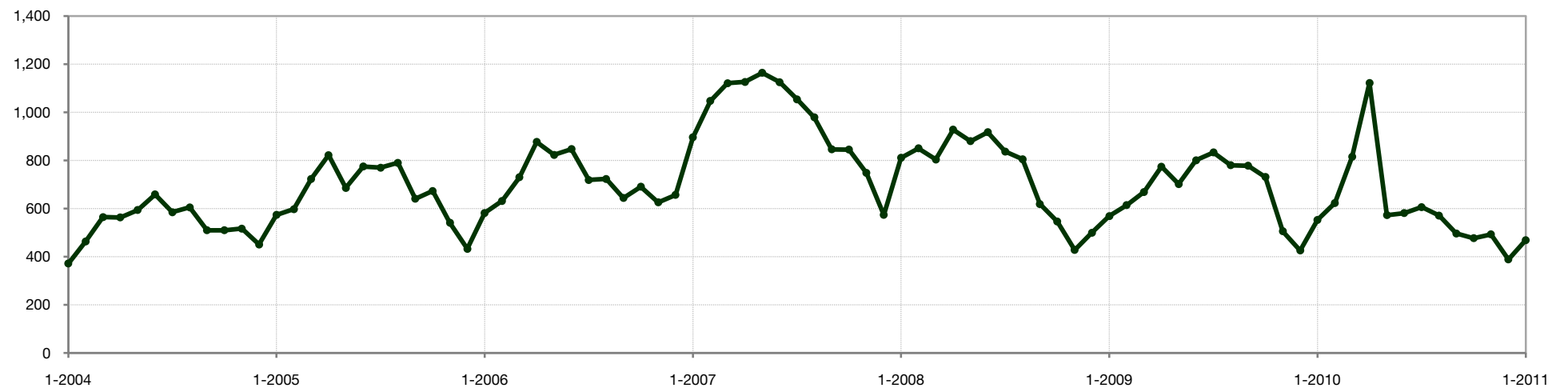


Year To Date



Month	Prior Year	Current Year	+ / -
February	614	623	+1.5%
March	669	815	+21.8%
April	774	1,122	+45.0%
May	702	573	-18.4%
June	801	581	-27.5%
July	833	606	-27.3%
August	780	571	-26.8%
September	778	497	-36.1%
October	731	477	-34.7%
November	506	493	-2.6%
December	426	389	-8.7%
January	553	469	-15.2%
12-Month Avg	681	601	-11.6%

Historical Pending Sales Activity

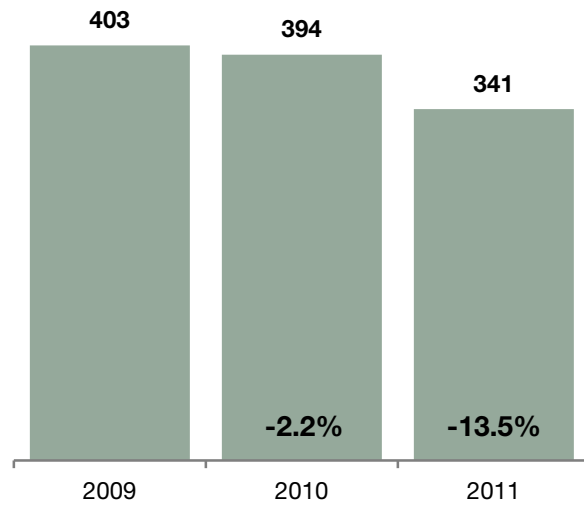


Closed Sales

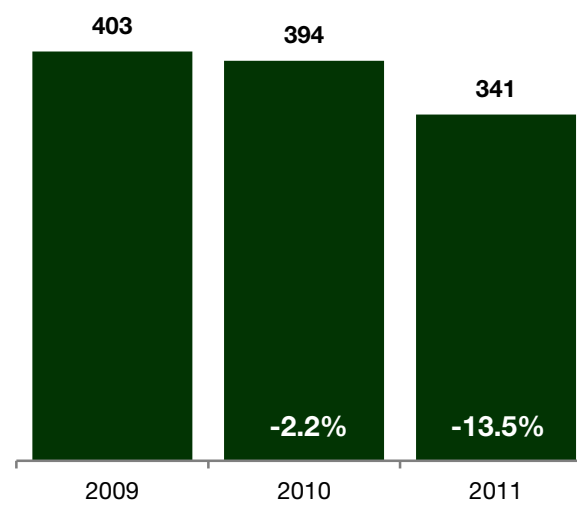
A count of the properties that have closed in a given month.



January

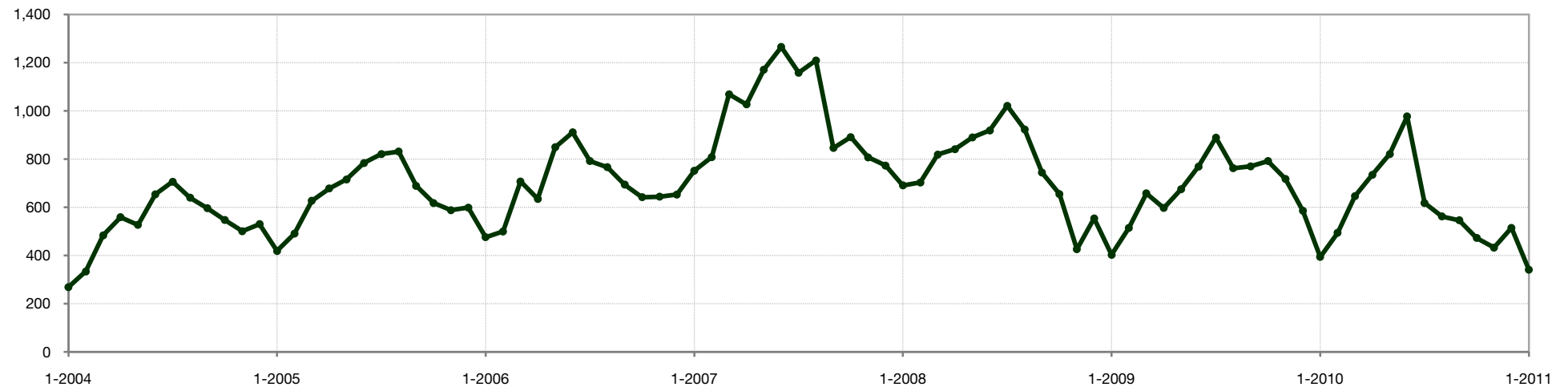


Year To Date



Month	Prior Year	Current Year	+ / -
February	515	494	-4.1%
March	658	646	-1.8%
April	597	735	+23.1%
May	675	821	+21.6%
June	769	977	+27.0%
July	889	618	-30.5%
August	762	562	-26.2%
September	770	546	-29.1%
October	792	473	-40.3%
November	718	433	-39.7%
December	586	515	-12.1%
January	394	341	-13.5%
12-Month Avg	677	597	-10.5%

Historical Closed Sales Activity

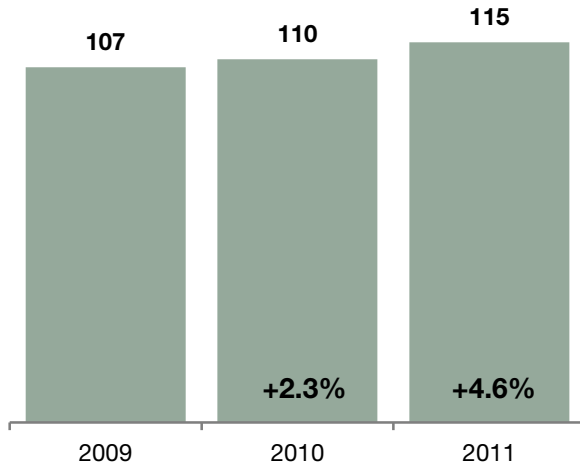


Days on Market Until Sale

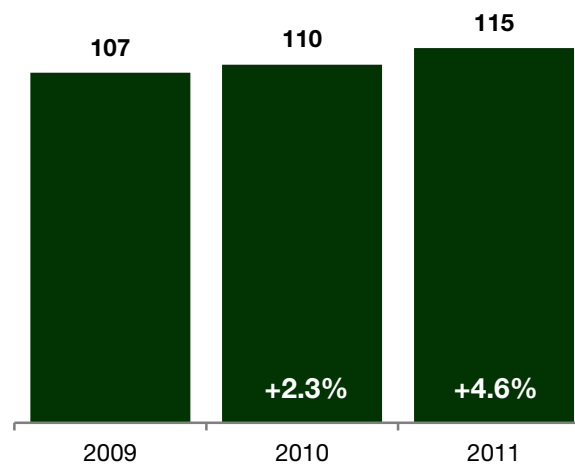
The average number of days between when a property is first listed and when an offer is accepted. Sold properties only.



January

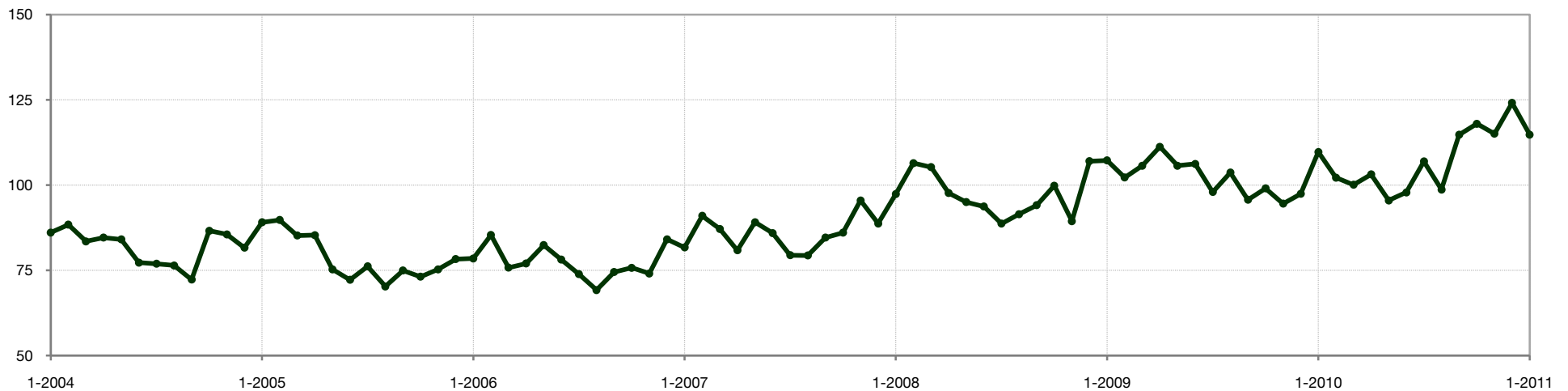


Year To Date



Month	Prior Year	Current Year	+ / -
February	102	102	-0.0%
March	106	100	-5.3%
April	111	103	-7.3%
May	106	96	-9.6%
June	106	98	-7.9%
July	98	107	+9.1%
August	104	99	-4.8%
September	96	115	+19.9%
October	99	118	+19.2%
November	95	115	+21.7%
December	97	124	+27.4%
January	110	115	+4.6%
12-Month Avg	103	106	+3.5%

Historical Days on Market Until Sale

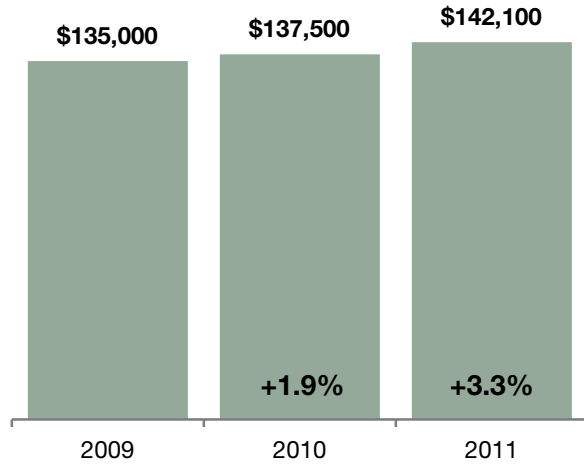


Median Sales Price

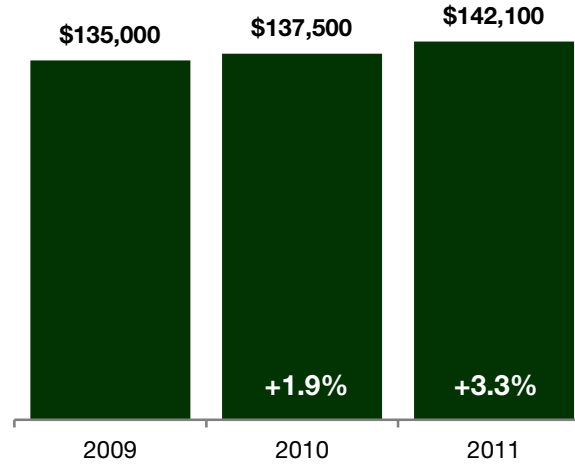
The median sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



January

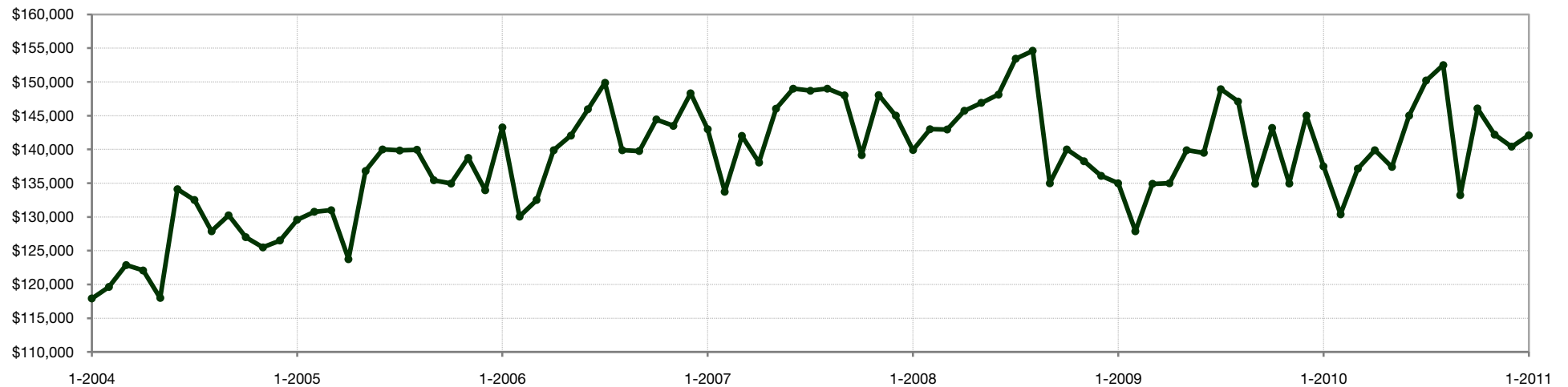


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$127,900	\$130,395	+2.0%
March	\$134,900	\$137,148	+1.7%
April	\$135,000	\$139,900	+3.6%
May	\$139,900	\$137,410	-1.8%
June	\$139,500	\$145,000	+3.9%
July	\$148,925	\$150,200	+0.9%
August	\$147,100	\$152,500	+3.7%
September	\$134,900	\$133,250	-1.2%
October	\$143,200	\$146,060	+2.0%
November	\$134,950	\$142,200	+5.4%
December	\$145,000	\$140,400	-3.2%
January	\$137,500	\$142,100	+3.3%
12-Month Avg	\$139,500	\$141,600	+1.5%

Historical Median Sales Price



Average Sales Price

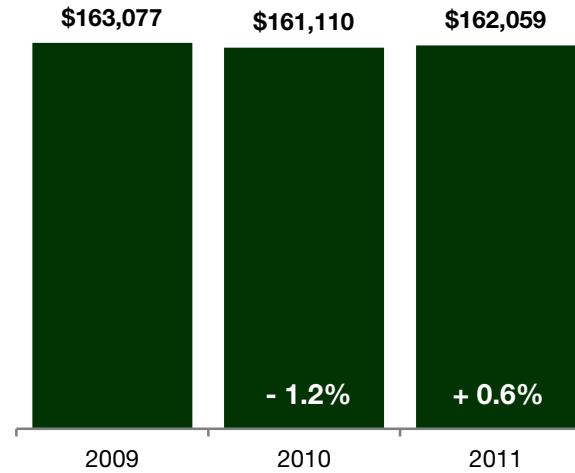
The average sales price for all closed sales in a given month. Sold properties only. Does not account for seller concessions.



January

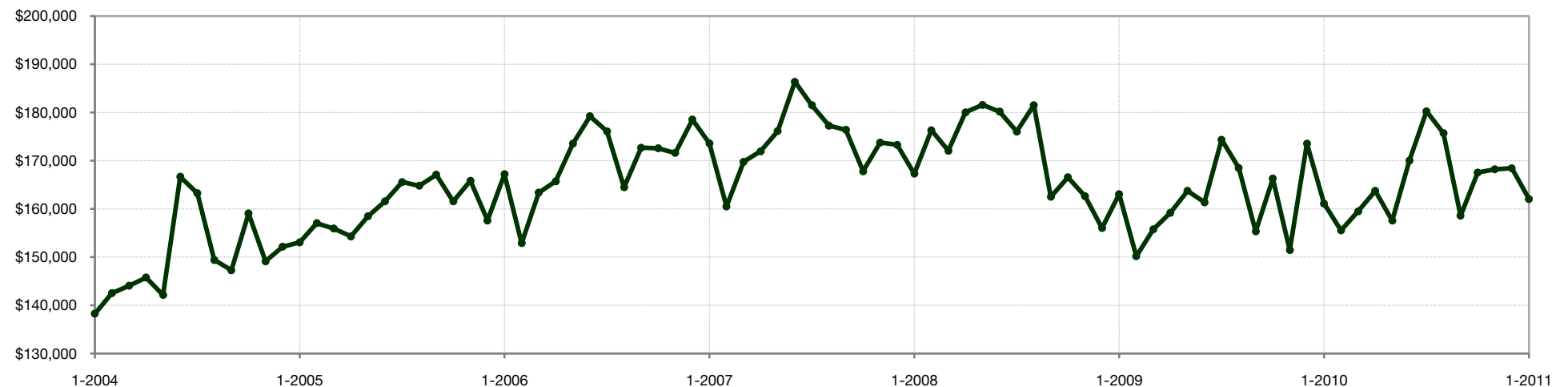


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$150,189	\$155,566	+3.6%
March	\$155,763	\$159,528	+2.4%
April	\$159,201	\$163,735	+2.8%
May	\$163,738	\$157,565	-3.8%
June	\$161,386	\$170,019	+5.3%
July	\$174,351	\$180,240	+3.4%
August	\$168,488	\$175,709	+4.3%
September	\$155,344	\$158,585	+2.1%
October	\$166,282	\$167,545	+0.8%
November	\$151,457	\$168,194	+11.1%
December	\$173,545	\$168,454	-2.9%
January	\$161,110	\$162,059	+0.6%
12-Month Avg	\$162,237	\$165,668	+2.1%

Historical Average Sales Price



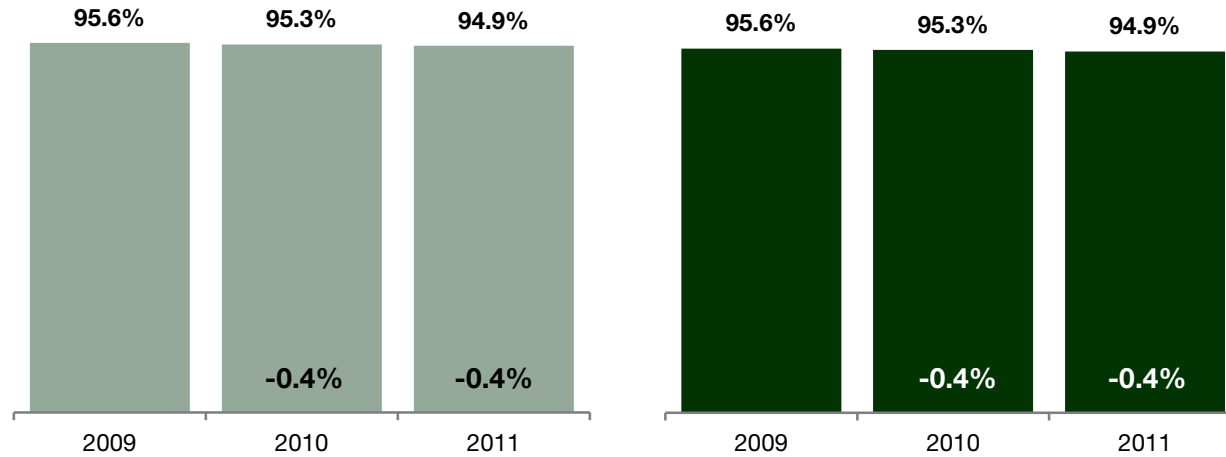
Percent of List Price Received

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



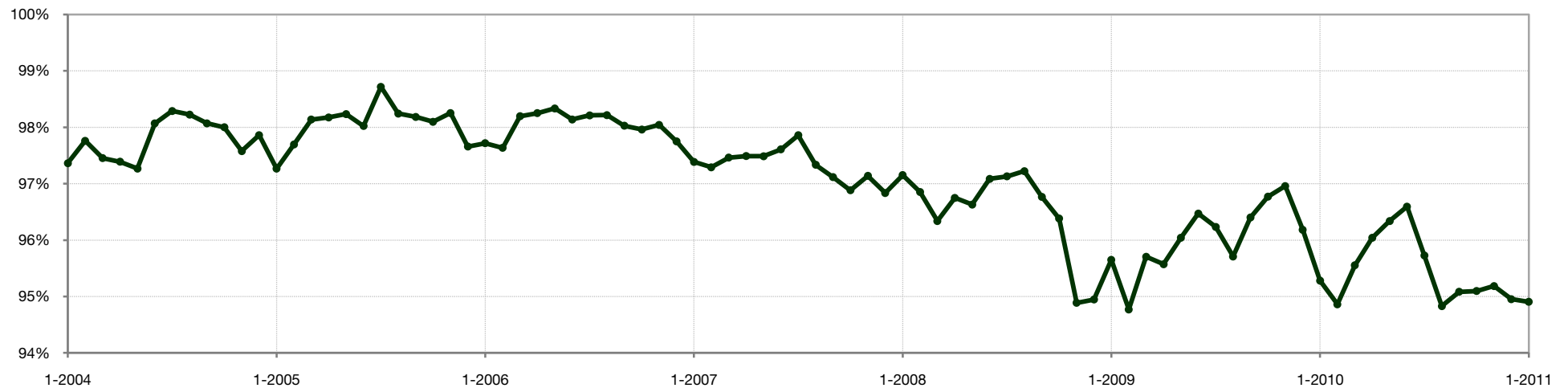
January

Year To Date



Month	Prior Year	Current Year	+ / -
February	94.8%	94.9%	+0.1%
March	95.7%	95.6%	-0.2%
April	95.6%	96.0%	+0.5%
May	96.0%	96.3%	+0.3%
June	96.5%	96.6%	+0.1%
July	96.2%	95.7%	-0.5%
August	95.7%	94.8%	-0.9%
September	96.4%	95.1%	-1.4%
October	96.8%	95.1%	-1.7%
November	97.0%	95.2%	-1.8%
December	96.2%	95.0%	-1.3%
January	95.3%	94.9%	-0.4%
12-Month Avg	96.1%	95.6%	-0.5%

Historical Percent of List Price Received

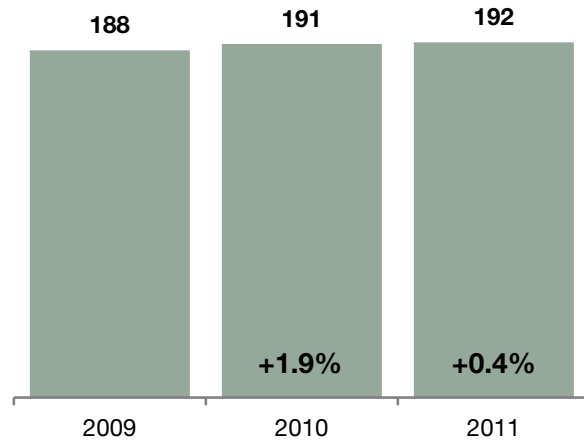


Housing Affordability Index

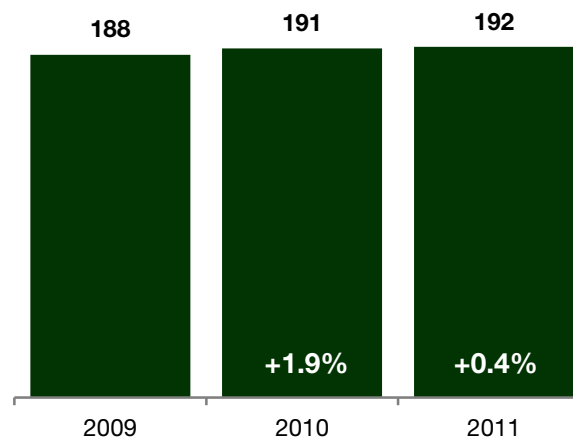
This index measures housing affordability for the region. An index of 120 would mean the median household income was 120% of what's necessary to qualify for the median priced home under prevailing interest rates. The higher the number, the more affordable our housing is.



January

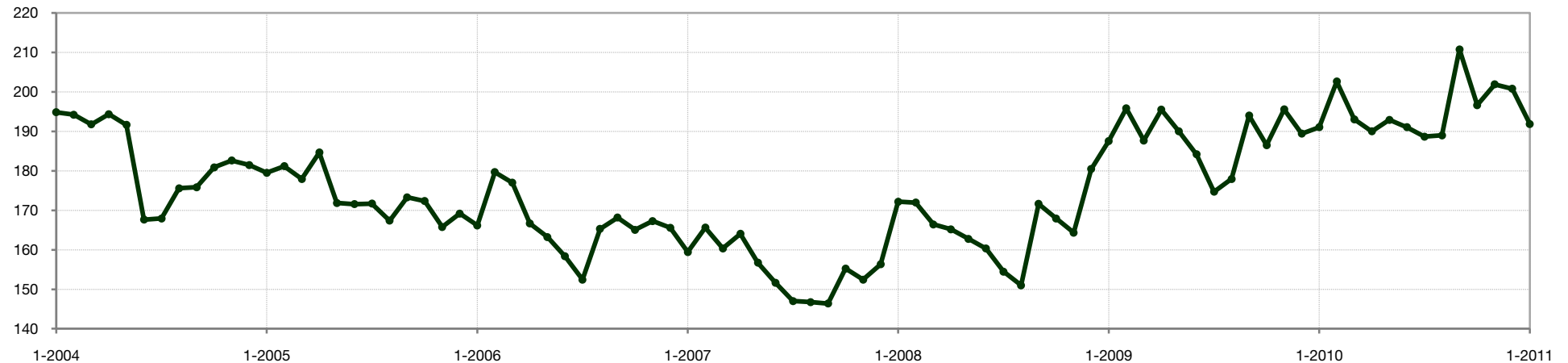


Year To Date



Month	Prior Year	Current Year	+ / -
February	196	203	+3.5%
March	188	193	+2.9%
April	195	190	-2.8%
May	190	193	+1.5%
June	184	191	+3.7%
July	175	189	+8.0%
August	178	189	+6.2%
September	194	211	+8.7%
October	186	197	+5.4%
November	196	202	+3.2%
December	189	201	+6.0%
January	191	192	+0.4%
12-Month Avg	189	196	+3.9%

Historical Housing Affordability Index

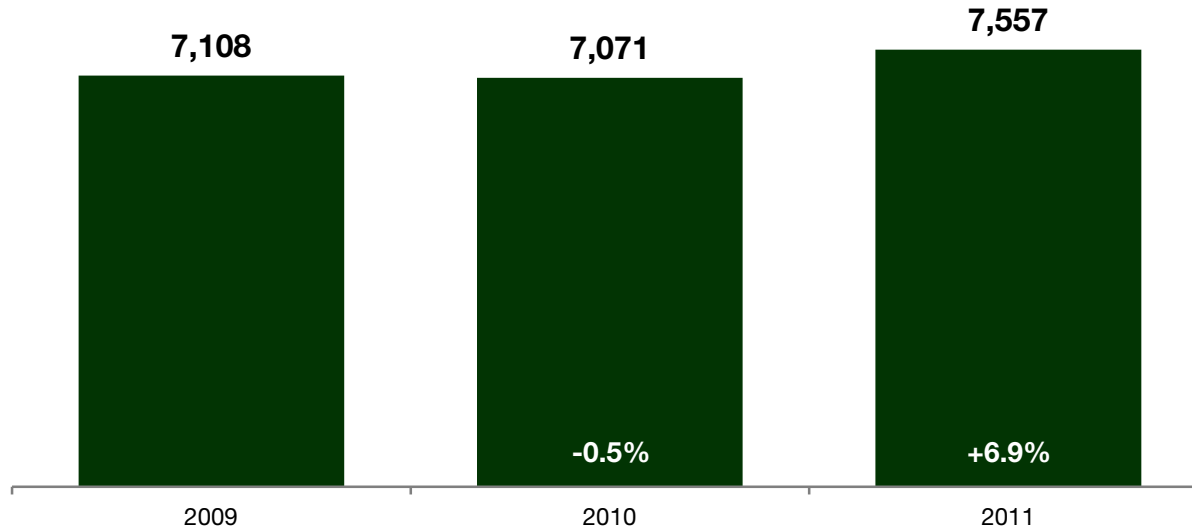


Inventory of Homes for Sale

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

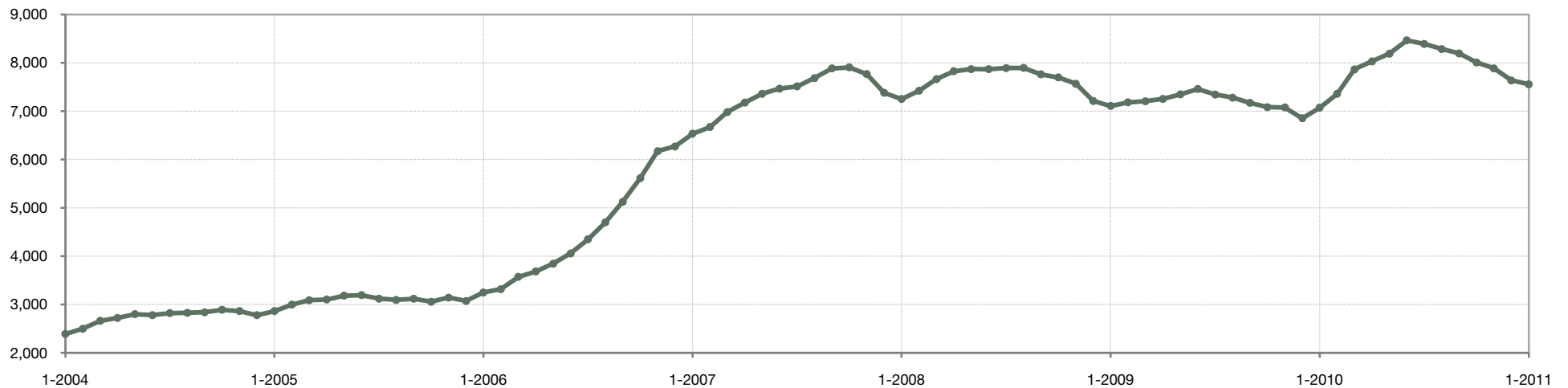


January



Month	Prior Year	Current Year	+ / -
February	7,182	7,357	+2.4%
March	7,206	7,866	+9.2%
April	7,254	8,029	+10.7%
May	7,346	8,189	+11.5%
June	7,457	8,463	+13.5%
July	7,345	8,392	+14.3%
August	7,280	8,286	+13.8%
September	7,172	8,194	+14.2%
October	7,082	8,008	+13.1%
November	7,074	7,886	+11.5%
December	6,851	7,637	+11.5%
January	7,071	7,557	+6.9%
12-Month Avg	7,193	7,989	+11.0%

Historical Inventory of Homes for Sale

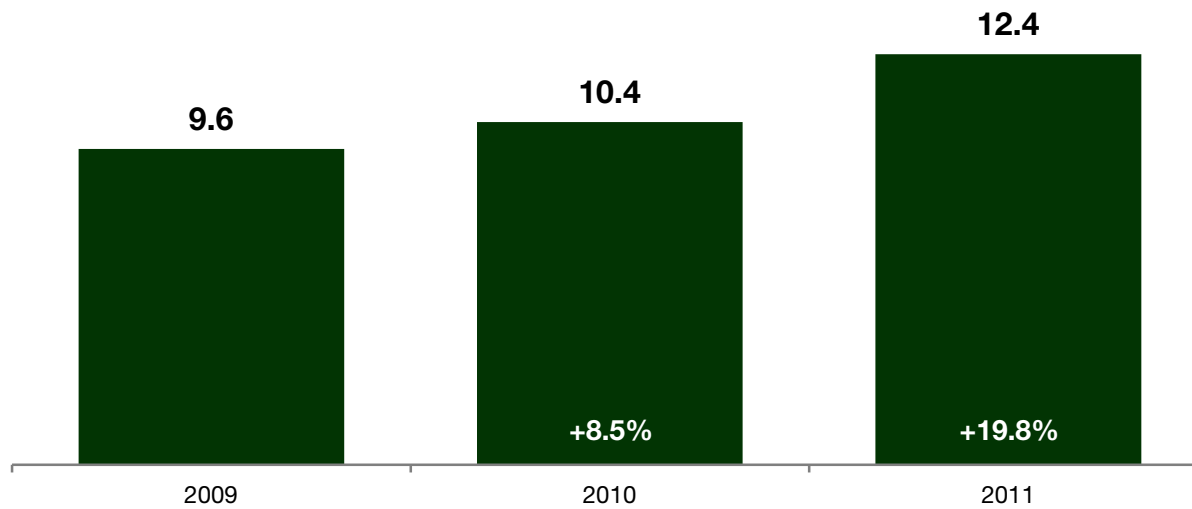


Months Supply of Inventory

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



January



Month	Prior Year	Current Year	+ / -
February	9.9	10.8	+8.9%
March	10.2	11.5	+12.8%
April	10.5	11.6	+10.6%
May	10.8	11.3	+4.9%
June	11.2	11.9	+6.0%
July	11.2	12.1	+8.0%
August	11.1	12.3	+10.5%
September	11.0	12.5	+13.5%
October	10.6	12.6	+18.9%
November	10.4	12.9	+24.1%
December	10.0	12.5	+25.5%
January	10.4	12.4	+19.8%
12-Month Avg	10.6	12.0	+13.5%

Historical Months Supply of Inventory

