

Monthly Indicators

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



May 2011

Homeownership is about painting a room fluorescent fuchsia without asking anyone's permission. The recent market challenges have forced some homeowners to become begrudging renters or unintentional landlords. For the nation as a whole, the National Association of REALTORS® reports that the homeownership rate has shifted from 69.0 percent in 2005 to 66.5 percent so far in 2011. While that's not a tectonic shift, let's see what other indicators reveal since that first fateful month after the 2010 tax credit.

New Listings in the CMLS region increased 1.8 percent to 1,448. Pending Sales were up 24.3 percent to 707. Inventory levels grew 0.9 percent to 8,282 units.

Prices gained some traction. The Median Sales Price increased 6.5 percent to \$146,276. Days on Market increased 30.3 percent to 124 days. The rate of inventory absorption slowed as Months Supply of Inventory was up 37.4 percent to 15.6 months.

Nationally, the interest rate dropped to 4.88 percent on a 30-year fixed conventional while the unemployment rate snuck up to 9.1 percent in May. The economy added 54,000 jobs, which was far less than April and insufficient to curb unemployment. As recovery goes, so goes positive trends. Several metrics should continue to show favorable movement, but stronger job growth is needed to fuel housing demand and reinforce consumer confidence.

Quick Facts

- 30.7% **+ 6.5%** **+ 0.9%**

Change in **Closed Sales** Change in **Median Sales Price** Change in **Inventory**

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Click on desired metric to jump to that page.



Market Overview

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



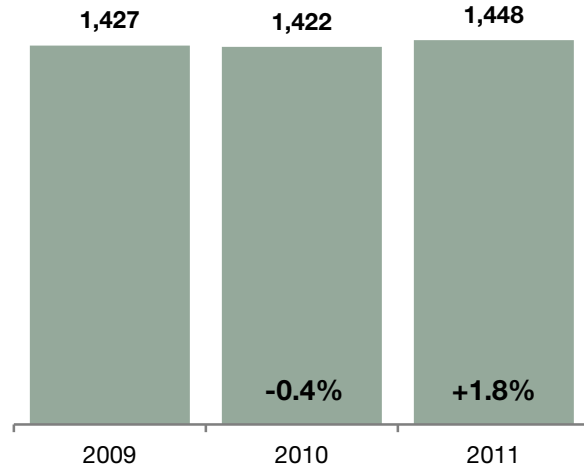
Key Metrics	Historical Sparklines	5-2010	5-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		1,422	1,448	+ 1.8%	8,516	7,472	- 12.3%
Pending Sales		569	707	+ 24.3%	3,677	2,945	- 19.9%
Closed Sales		821	569	- 30.7%	3,090	2,397	- 22.4%
Days on Market Until Sale		96	124	+ 30.3%	101	121	+ 19.5%
Median Sales Price		\$137,410	\$146,276	+ 6.5%	\$137,295	\$139,000	+ 1.2%
Average Sales Price		\$157,565	\$171,531	+ 8.9%	\$159,575	\$164,359	+ 3.0%
Percent of List Price Received		96.3%	95.4%	- 1.0%	95.7%	94.9%	- 0.8%
Housing Affordability Index		193	193	- 0.1%	193	201	+ 3.9%
Inventory of Homes for Sale		8,205	8,282	+ 0.9%	--	--	--
Months Supply of Homes for Sale		11.4	15.6	+ 37.4%	--	--	--

New Listings

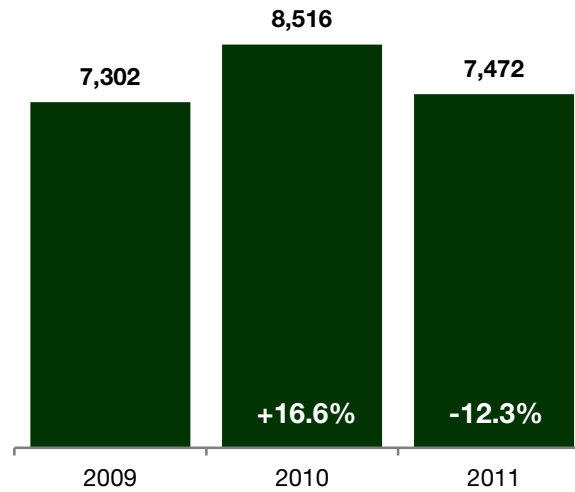
A count of the properties that have been newly listed on the market in a given month.



May

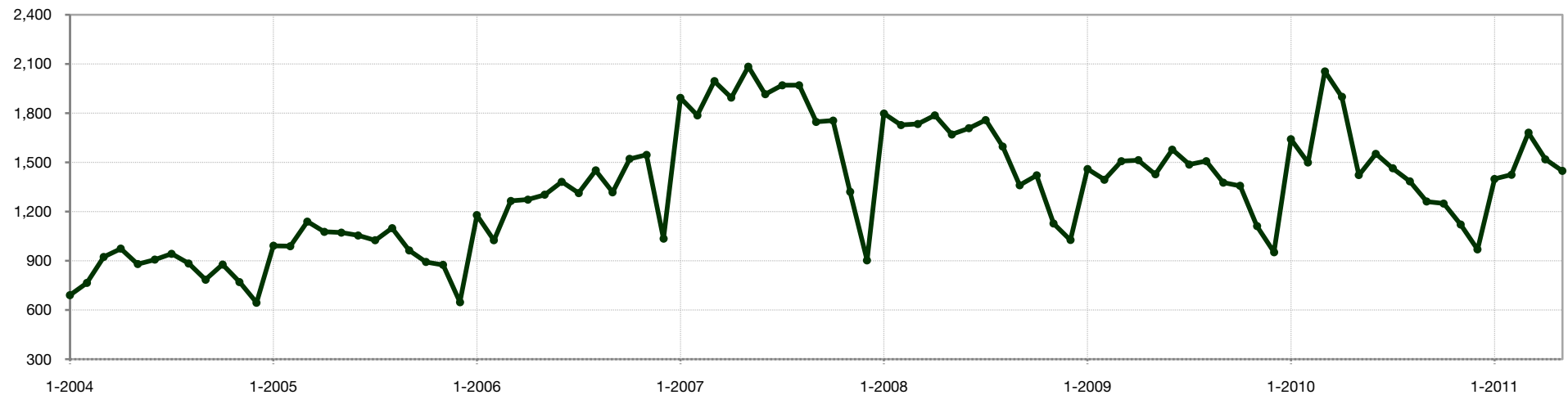


Year To Date



Month	Prior Year	Current Year	+ / -
June	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	1,249	-8.0%
November	1,111	1,122	+1.0%
December	953	969	+1.7%
January	1,641	1,399	-14.7%
February	1,499	1,425	-4.9%
March	2,055	1,681	-18.2%
April	1,899	1,519	-20.0%
May	1,422	1,448	+1.8%
12-Month Avg	1,491	1,373	-7.9%

Historical New Listing Activity

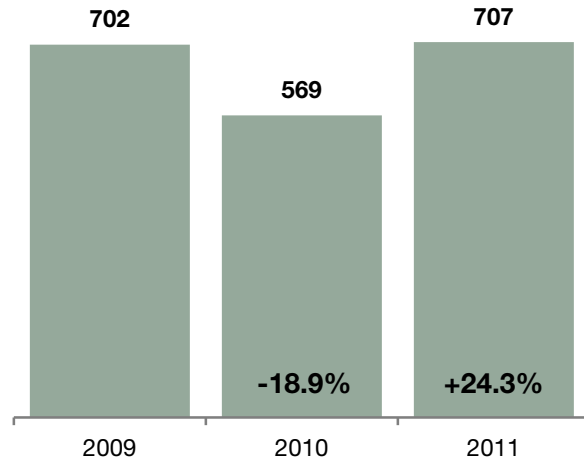


Pending Sales

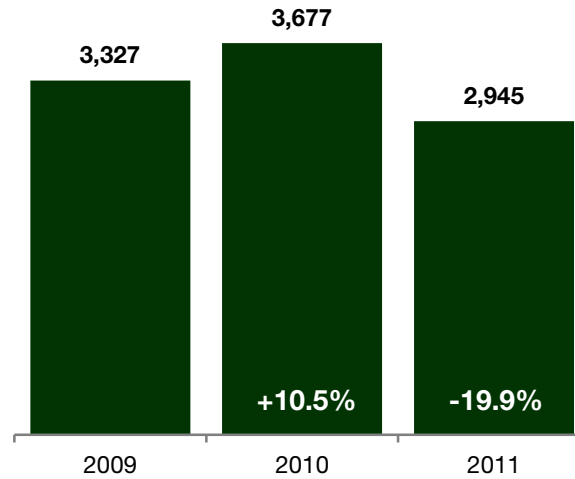
A count of the properties on which contracts have been accepted in a given month.



May

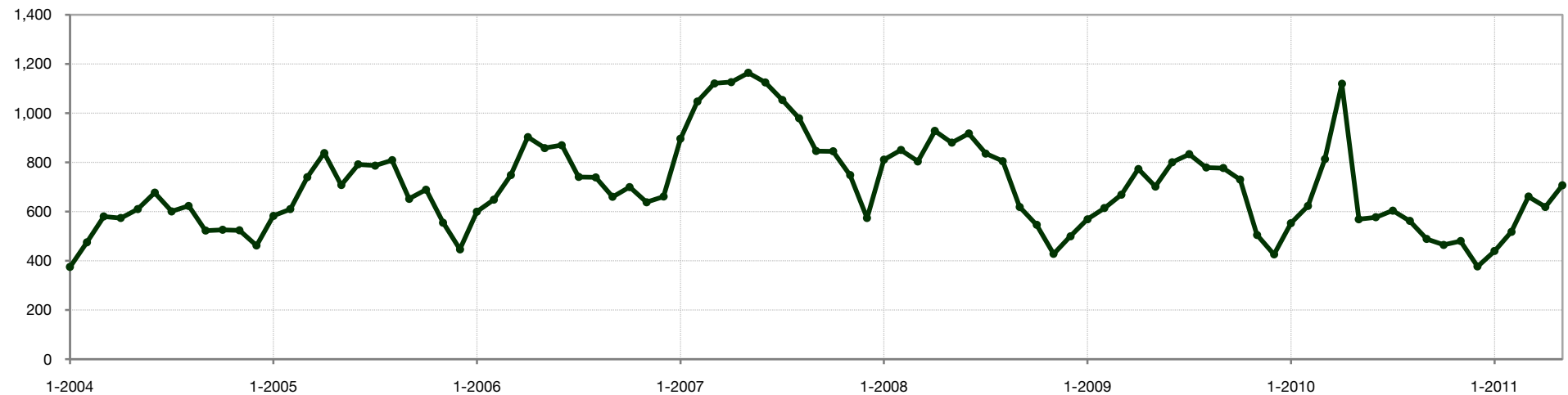


Year To Date



Month	Prior Year	Current Year	+ / -
June	801	577	-28.0%
July	833	604	-27.5%
August	779	562	-27.9%
September	777	489	-37.1%
October	730	465	-36.3%
November	505	480	-5.0%
December	426	377	-11.5%
January	553	440	-20.4%
February	623	518	-16.9%
March	813	661	-18.7%
April	1,119	619	-44.7%
May	569	707	+24.3%
12-Month Avg	711	542	-23.8%

Historical Pending Sales Activity

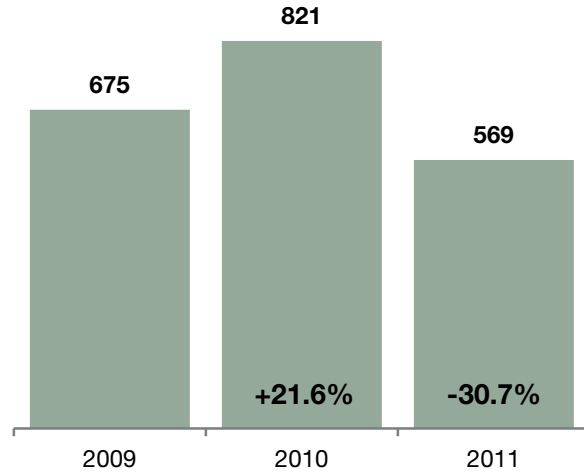


Closed Sales

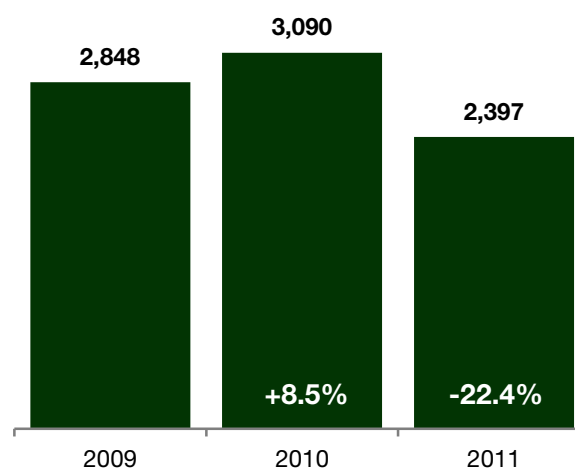
A count of the actual sales that have closed in a given month.



May

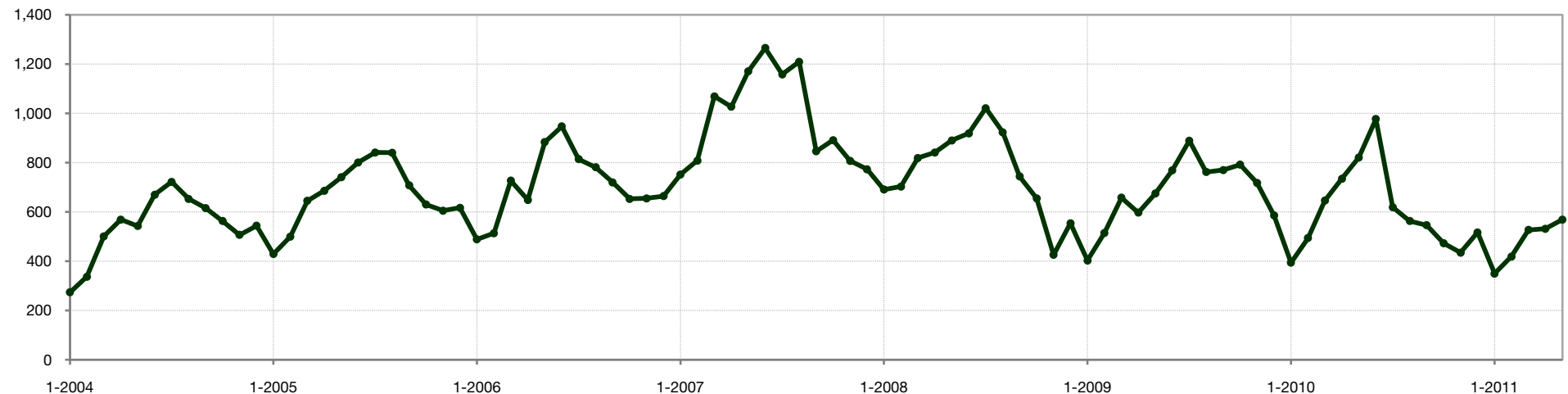


Year To Date



Month	Prior Year	Current Year	+ / -
June	769	977	+27.0%
July	889	619	-30.4%
August	762	563	-26.1%
September	770	546	-29.1%
October	792	473	-40.3%
November	718	435	-39.4%
December	586	517	-11.8%
January	394	350	-11.2%
February	494	419	-15.2%
March	646	527	-18.4%
April	735	532	-27.6%
May	821	569	-30.7%
12-Month Avg	698	544	-21.1%

Historical Closed Sales Activity

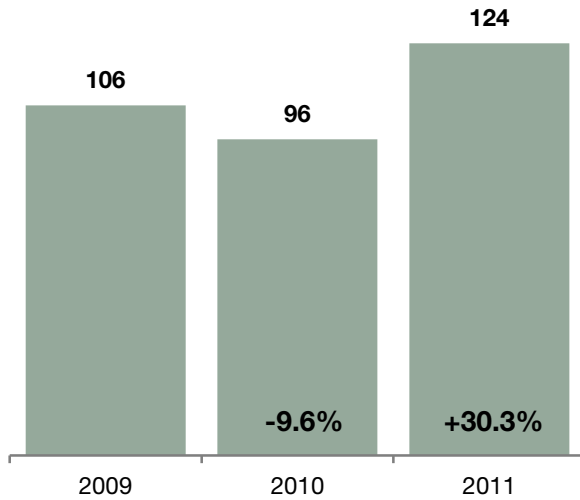


Days on Market Until Sale

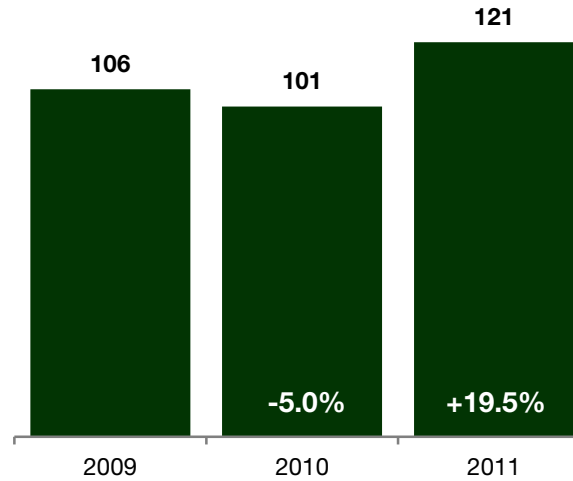
Average number of days between when a property is listed and when an offer is accepted in a given month.



May

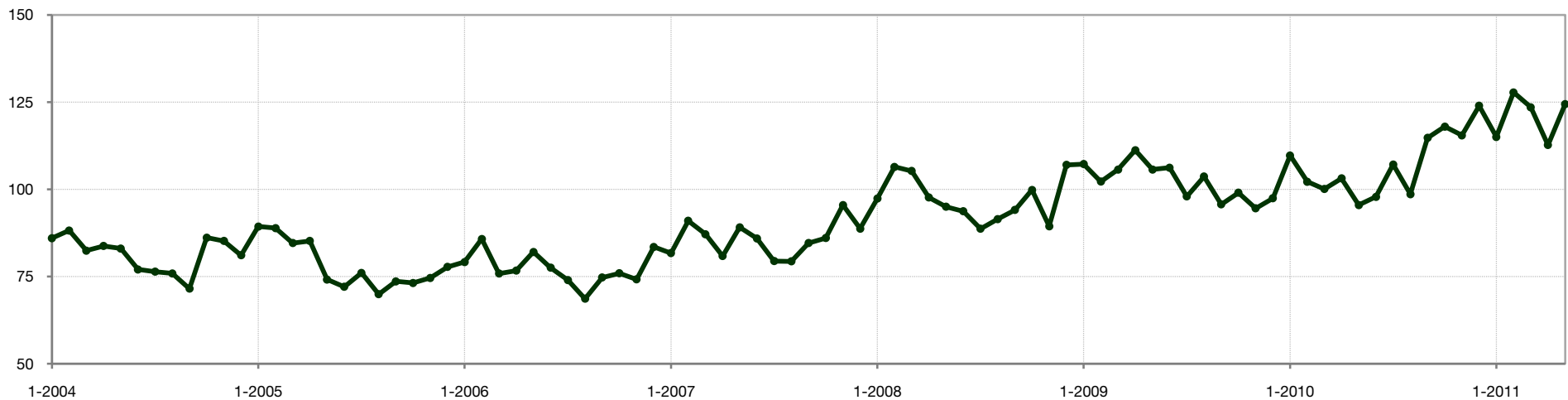


Year To Date



Month	Prior Year	Current Year	+ / -
June	106	98	-7.9%
July	98	107	+9.3%
August	104	99	-4.9%
September	96	115	+19.9%
October	99	118	+19.2%
November	95	115	+22.1%
December	97	124	+27.2%
January	110	115	+4.8%
February	102	128	+25.0%
March	100	124	+23.4%
April	103	113	+9.3%
May	96	124	+30.3%
12-Month Avg	101	115	+13.9%

Historical Days on Market Until Sale



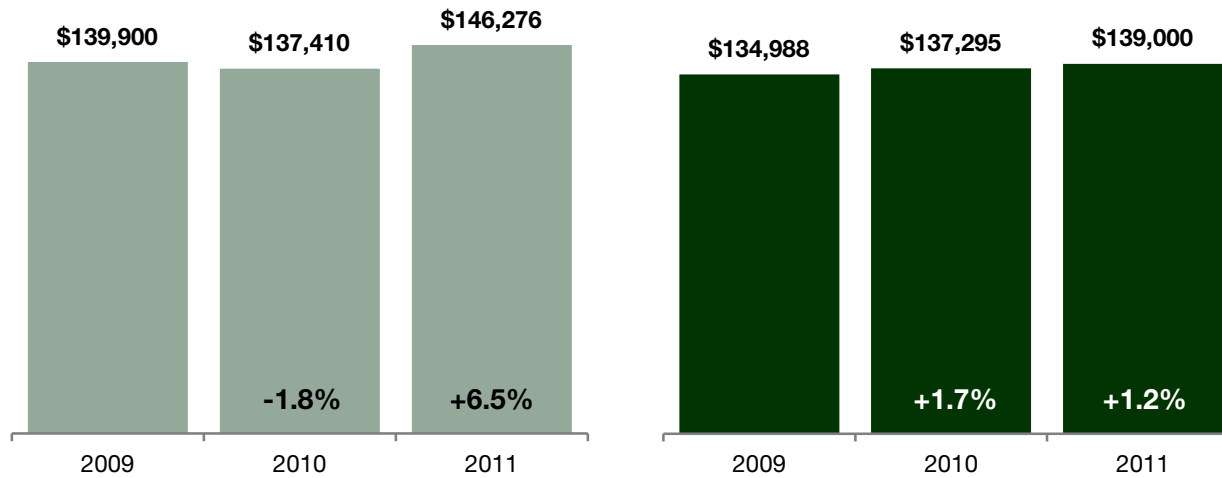
Median Sales Price

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



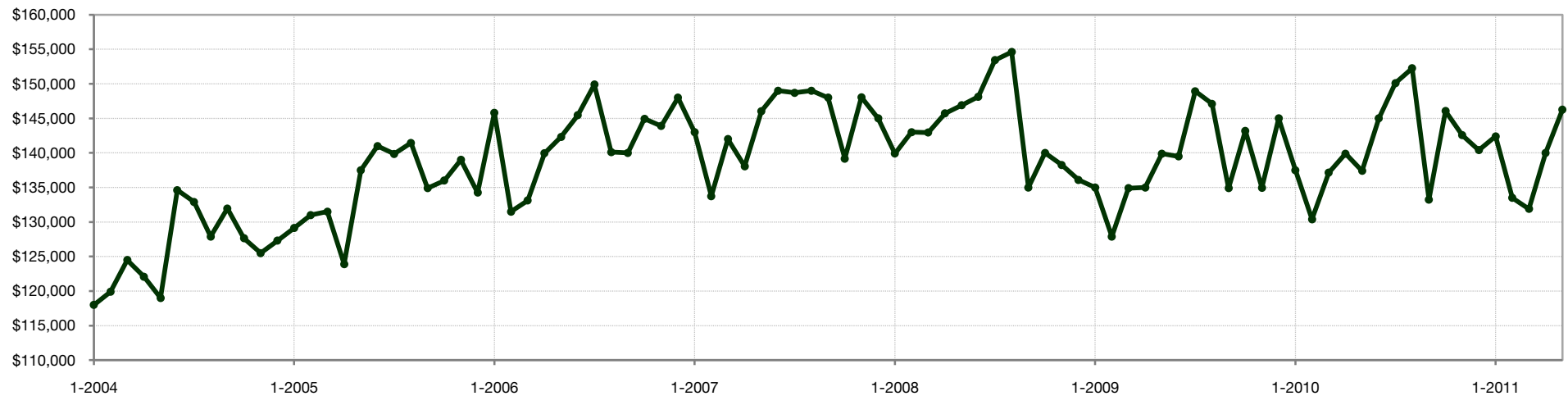
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	\$139,500	\$145,000	+3.9%
July	\$148,925	\$150,111	+0.8%
August	\$147,100	\$152,250	+3.5%
September	\$134,900	\$133,250	-1.2%
October	\$143,200	\$146,060	+2.0%
November	\$134,950	\$142,570	+5.6%
December	\$145,000	\$140,400	-3.2%
January	\$137,500	\$142,400	+3.6%
February	\$130,395	\$133,500	+2.4%
March	\$137,148	\$131,900	-3.8%
April	\$139,900	\$139,999	+0.1%
May	\$137,410	\$146,276	+6.5%
12-Month Avg	\$139,900	\$143,100	+2.3%

Historical Median Sales Price



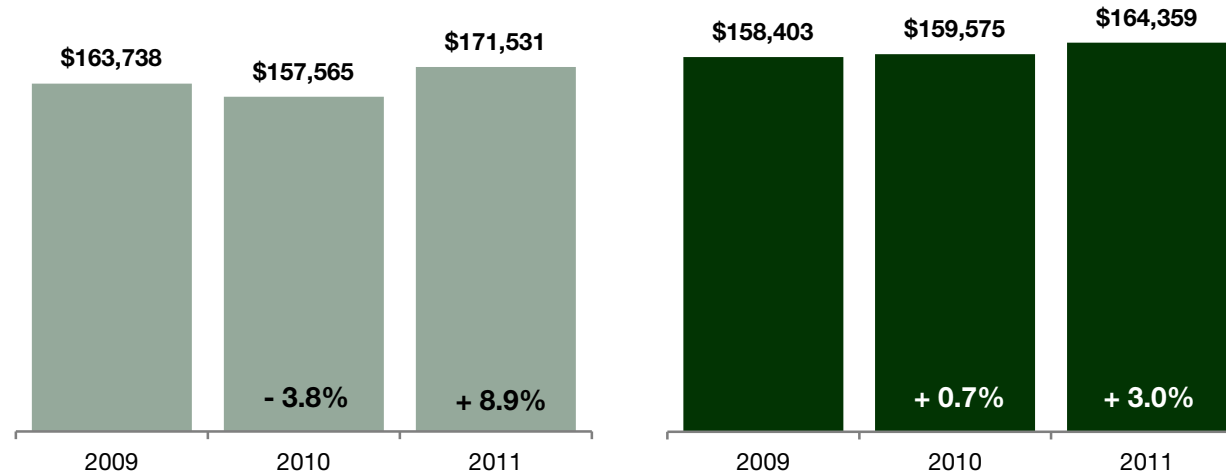
Average Sales Price

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



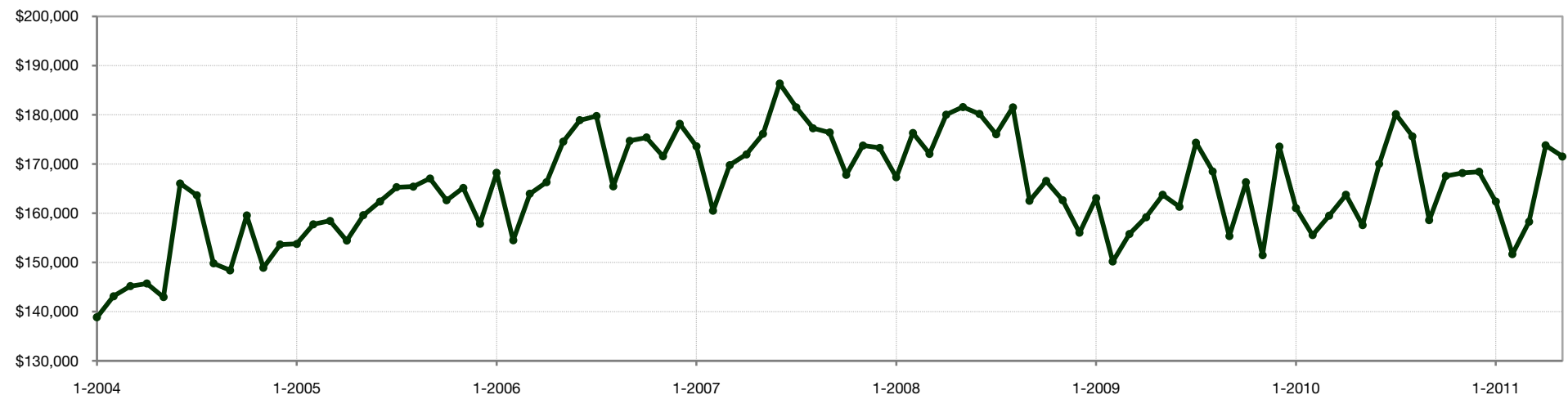
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	\$161,323	\$170,019	+5.4%
July	\$174,351	\$180,130	+3.3%
August	\$168,488	\$175,623	+4.2%
September	\$155,344	\$158,585	+2.1%
October	\$166,282	\$167,575	+0.8%
November	\$151,457	\$168,171	+11.0%
December	\$173,545	\$168,422	-3.0%
January	\$161,058	\$162,353	+0.8%
February	\$155,566	\$151,710	-2.5%
March	\$159,528	\$158,256	-0.8%
April	\$163,735	\$173,799	+6.1%
May	\$157,565	\$171,531	+8.9%
12-Month Avg	\$162,631	\$168,003	+3.3%

Historical Average Sales Price



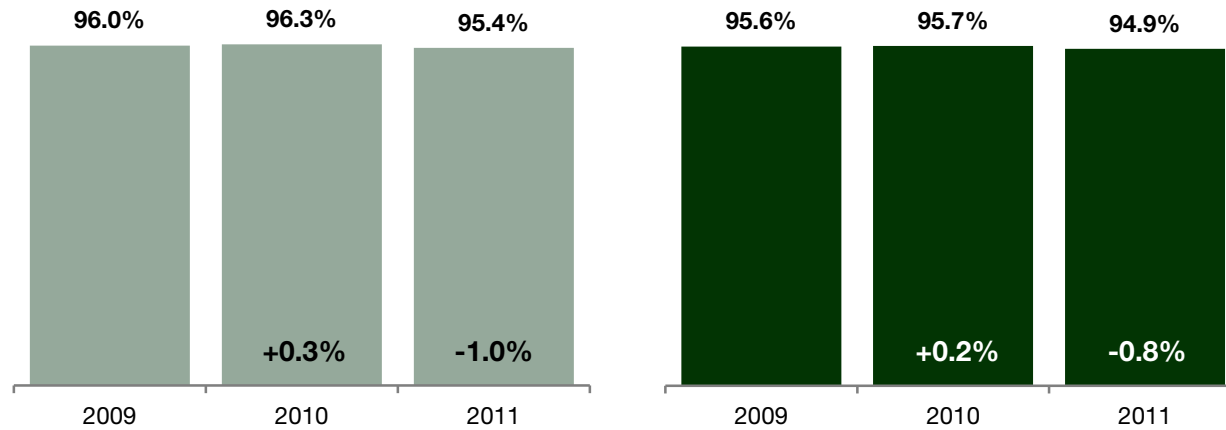
Percent of List Price Received

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



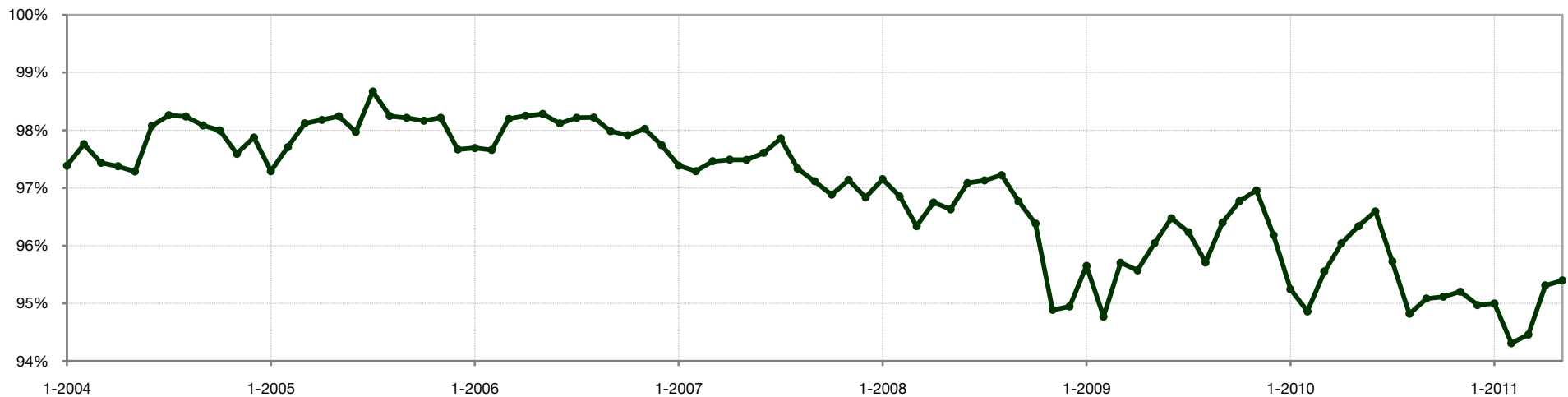
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	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	95.2%	95.0%	-0.3%
February	94.9%	94.3%	-0.6%
March	95.6%	94.5%	-1.1%
April	96.0%	95.3%	-0.8%
May	96.3%	95.4%	-1.0%
12-Month Avg	96.1%	95.3%	-0.9%

Historical Percent of List Price Received



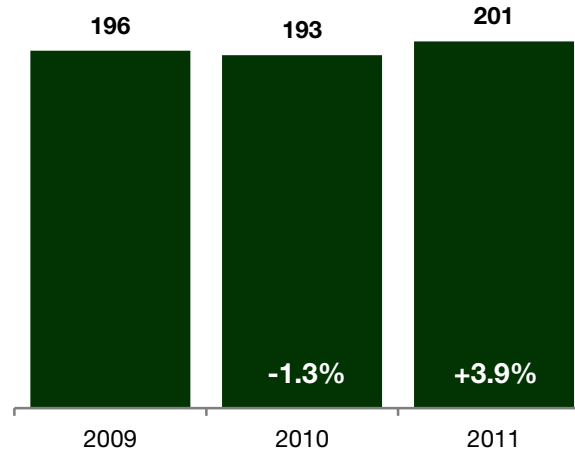
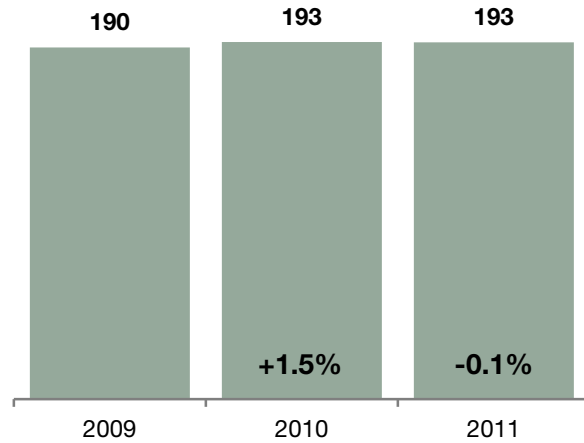
Housing Affordability Index

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.**



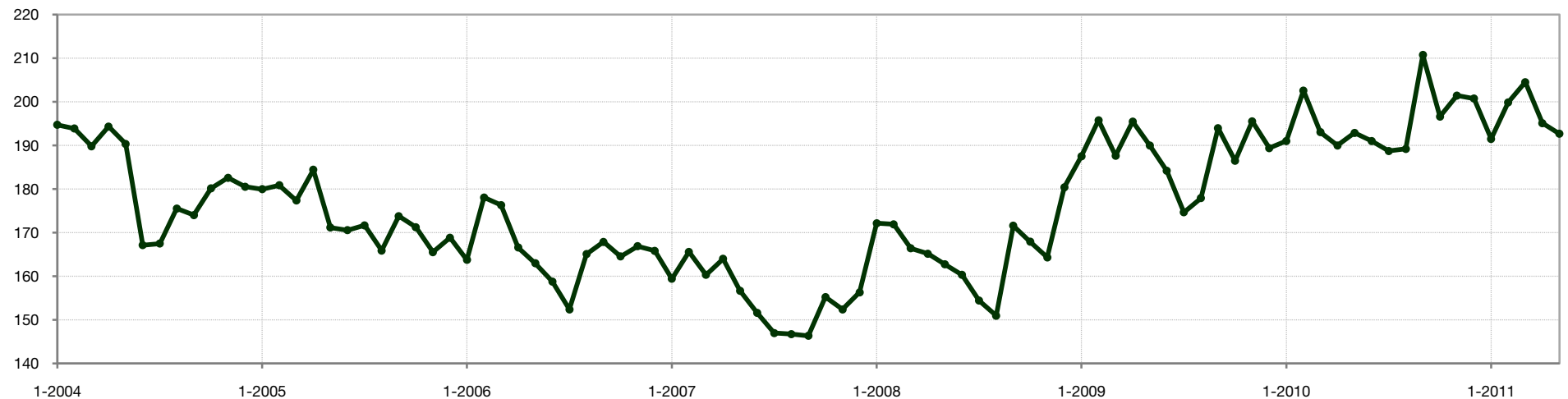
May

Year To Date



Month	Prior Year	Current Year	+ / -
June	184	191	+3.7%
July	175	189	+8.0%
August	178	189	+6.4%
September	194	211	+8.7%
October	186	197	+5.4%
November	196	201	+3.0%
December	189	201	+6.0%
January	191	192	+0.3%
February	203	200	-1.3%
March	193	205	+5.9%
April	190	195	+2.7%
May	193	193	-0.1%
12-Month Avg	189	197	+4.1%

Historical Housing Affordability Index

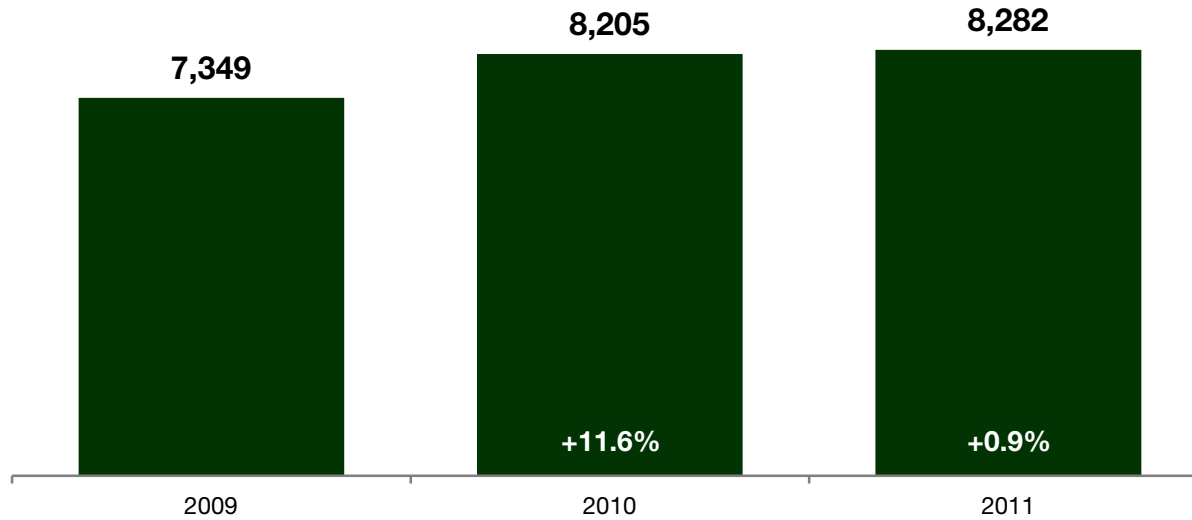


Inventory of Homes for Sale

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

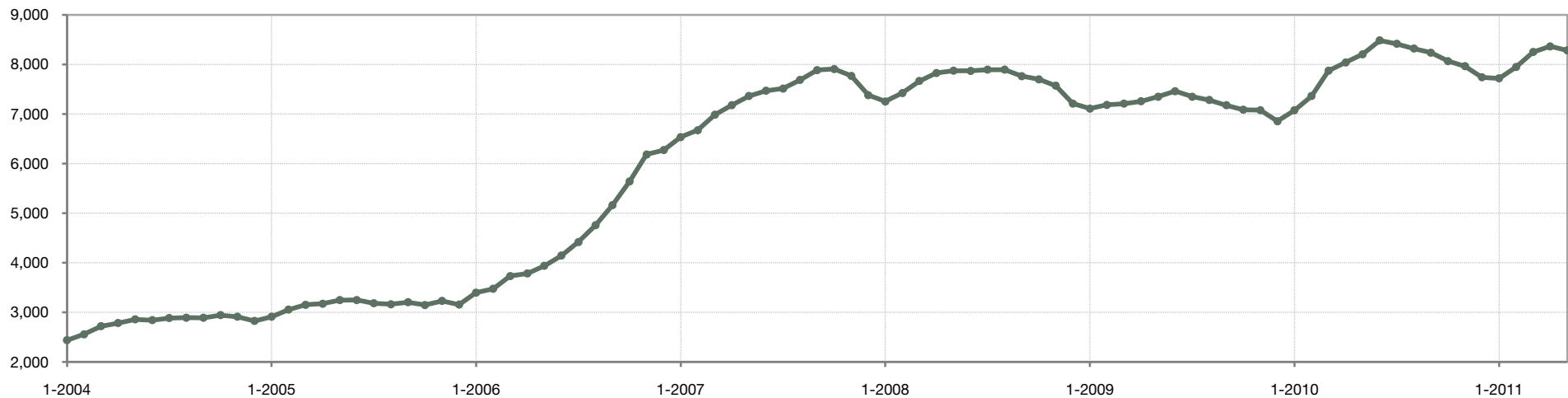


May



Month	Prior Year	Current Year	+ / -
June	7,460	8,484	+13.7%
July	7,348	8,414	+14.5%
August	7,283	8,319	+14.2%
September	7,176	8,236	+14.8%
October	7,087	8,066	+13.8%
November	7,079	7,963	+12.5%
December	6,856	7,739	+12.9%
January	7,076	7,719	+9.1%
February	7,362	7,946	+7.9%
March	7,874	8,249	+4.8%
April	8,040	8,365	+4.0%
May	8,205	8,282	+0.9%
12-Month Avg	7,404	8,149	+10.3%

Historical Inventory of Homes for Sale

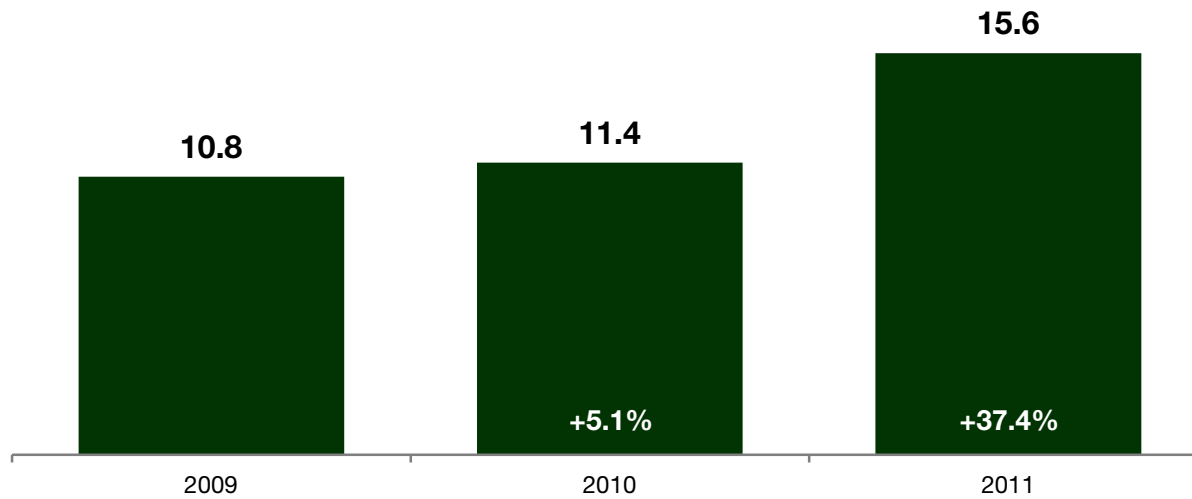


Months Supply of Inventory

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	11.2	11.9	+6.4%
July	11.2	12.2	+8.4%
August	11.1	12.4	+11.2%
September	11.0	12.6	+14.4%
October	10.6	12.8	+20.1%
November	10.4	13.1	+25.9%
December	10.0	12.8	+28.0%
January	10.4	12.8	+23.4%
February	10.8	13.4	+23.8%
March	11.6	14.1	+22.1%
April	11.6	14.6	+26.1%
May	11.4	15.6	+37.4%
12-Month Avg	10.9	13.2	+20.5%

Historical Months Supply of Inventory

