

# Market Overview

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



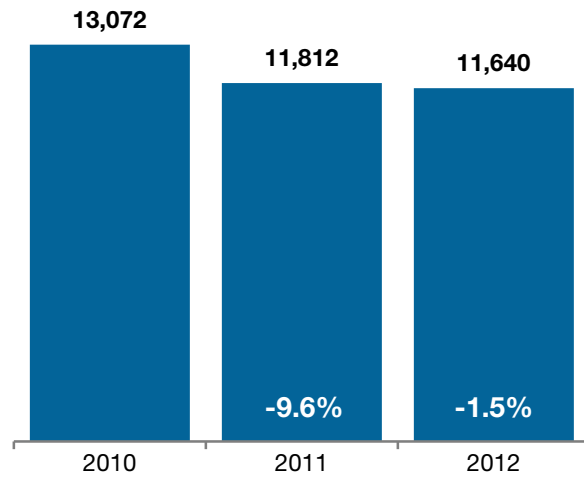
Key Metrics	Historical Sparklines	6-2011	6-2012	+/-	YTD 2011	YTD 2012	+/-
New Listings		11,812	<b>11,640</b>	- 1.5%	68,894	<b>67,275</b>	- 2.3%
Pending Sales		6,943	<b>6,870</b>	- 1.1%	37,286	<b>42,737</b>	+ 14.6%
Closed Sales		7,468	<b>7,492</b>	+ 0.3%	33,831	<b>37,696</b>	+ 11.4%
Days on Market Until Sale		104	<b>80</b>	- 23.2%	112	<b>94</b>	- 16.1%
Median Sales Price		\$150,000	<b>\$166,345</b>	+ 10.9%	\$145,000	<b>\$155,000</b>	+ 6.9%
Percent of Original List Price Received		92.5%	<b>94.8%</b>	+ 2.5%	91.9%	<b>93.7%</b>	+ 2.0%
Housing Affordability Index		193	<b>189</b>	- 2.1%	198	<b>200</b>	+ 0.9%
Inventory of Homes for Sale		45,451	<b>33,372</b>	- 26.6%	--	--	--
Months Supply of Homes for Sale		8.1	<b>5.3</b>	- 35.2%	--	--	--

# New Listings

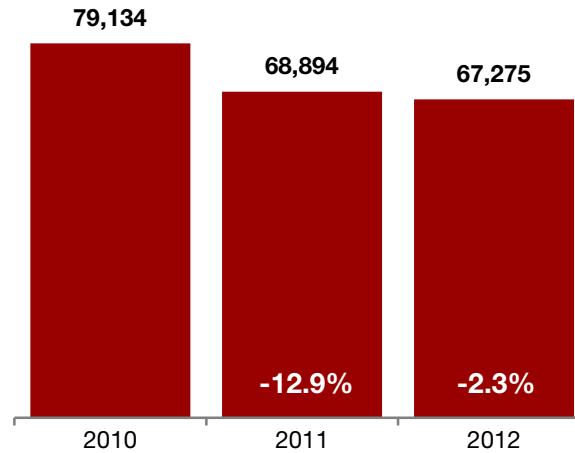
A count of the properties that have been newly listed on the market in a given month.



## June

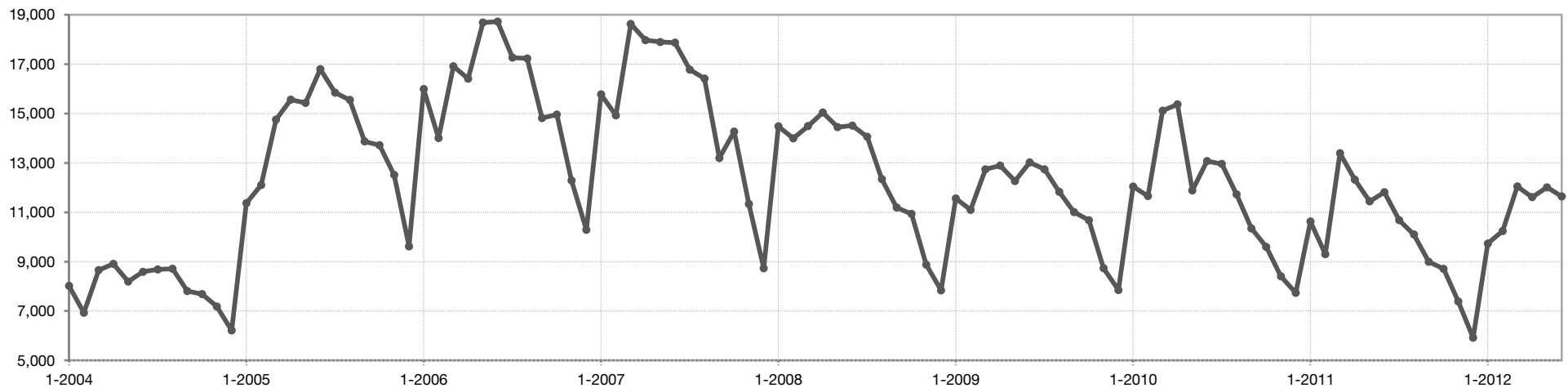


## Year To Date



Month	Prior Year	Current Year	+/-
July	12,957	10,680	-17.6%
August	11,725	10,101	-13.9%
September	10,345	8,994	-13.1%
October	9,597	8,709	-9.3%
November	8,406	7,388	-12.1%
December	7,737	5,920	-23.5%
January	10,626	9,731	-8.4%
February	9,304	10,239	+10.0%
March	13,391	12,045	-10.1%
April	12,319	11,613	-5.7%
May	11,442	12,007	+4.9%
June	11,812	11,640	-1.5%
<b>12-Month Avg</b>	<b>10,805</b>	<b>9,922</b>	<b>-8.2%</b>

## Historical New Listing Activity

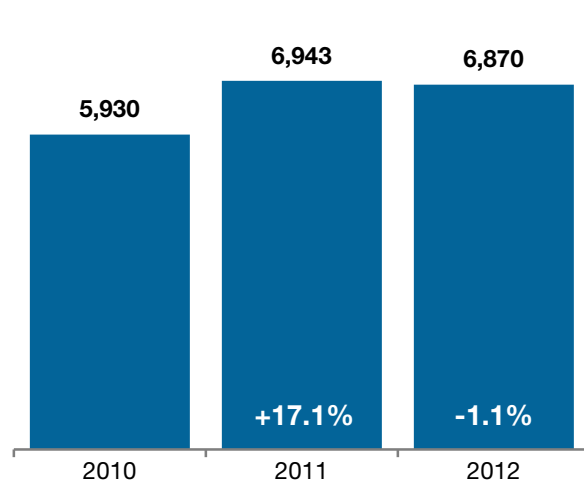


# Pending Sales

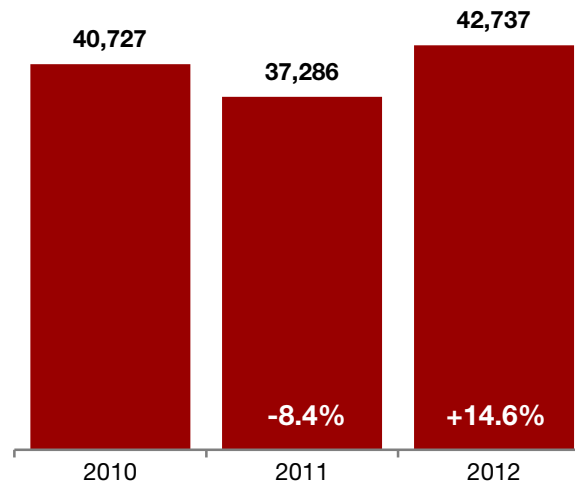
A count of the properties on which offers have been accepted in a given month.



## June

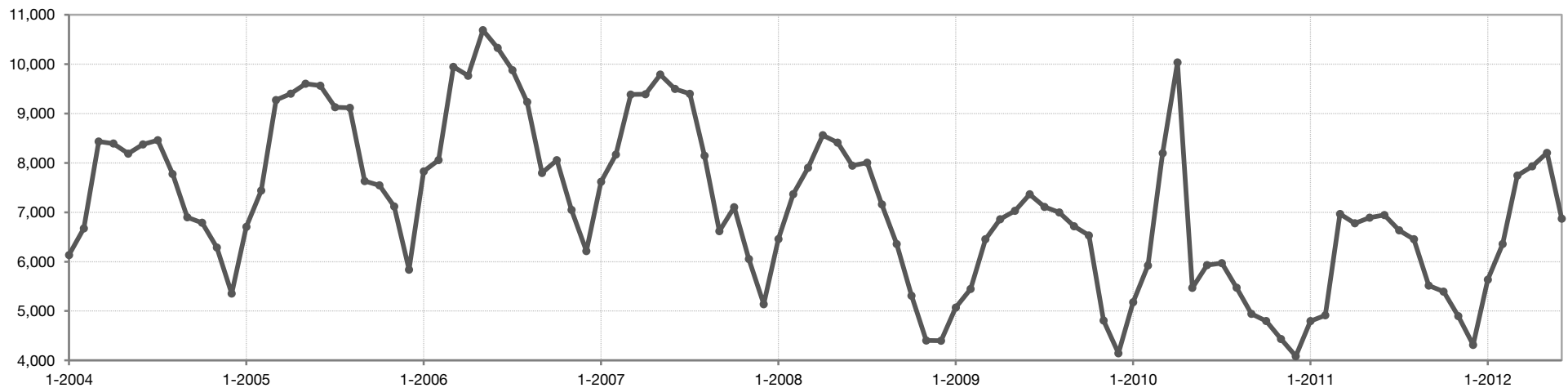


## Year To Date



Month	Prior Year	Current Year	+/-
July	5,969	6,634	+11.1%
August	5,473	6,454	+17.9%
September	4,943	5,515	+11.6%
October	4,798	5,393	+12.4%
November	4,434	4,897	+10.4%
December	4,085	4,314	+5.6%
January	4,797	5,635	+17.5%
February	4,914	6,357	+29.4%
March	6,965	7,743	+11.2%
April	6,777	7,930	+17.0%
May	6,890	8,202	+19.0%
June	6,943	6,870	-1.1%
<b>12-Month Avg</b>	<b>5,582</b>	<b>6,329</b>	<b>+13.4%</b>

## Historical Pending Sales Activity

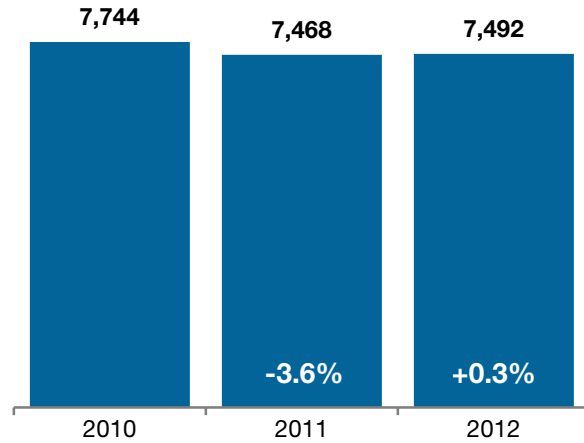


# Closed Sales

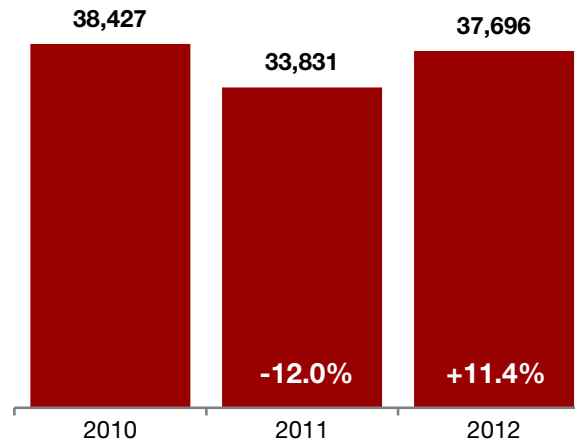
A count of the properties that have closed in a given month.



## June

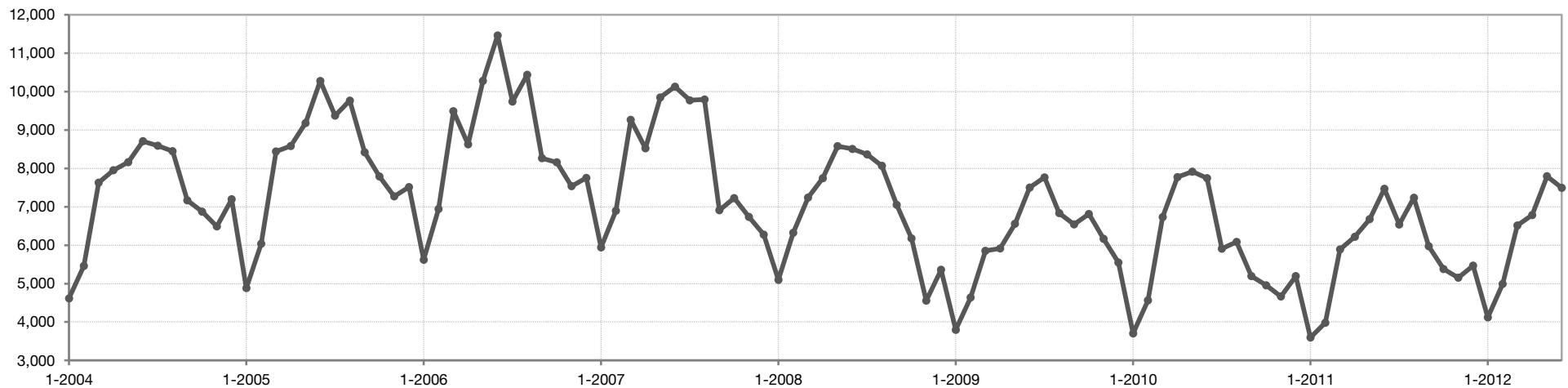


## Year To Date



Month	Prior Year	Current Year	+/-
July	5,909	6,538	+10.6%
August	6,085	7,235	+18.9%
September	5,195	5,973	+15.0%
October	4,955	5,379	+8.6%
November	4,665	5,154	+10.5%
December	5,195	5,468	+5.3%
January	3,597	4,121	+14.6%
February	3,980	4,991	+25.4%
March	5,890	6,513	+10.6%
April	6,218	6,784	+9.1%
May	6,678	7,795	+16.7%
June	7,468	7,492	+0.3%
<b>12-Month Avg</b>	<b>5,486</b>	<b>6,120</b>	<b>+11.6%</b>

## Historical Closed Sales Activity

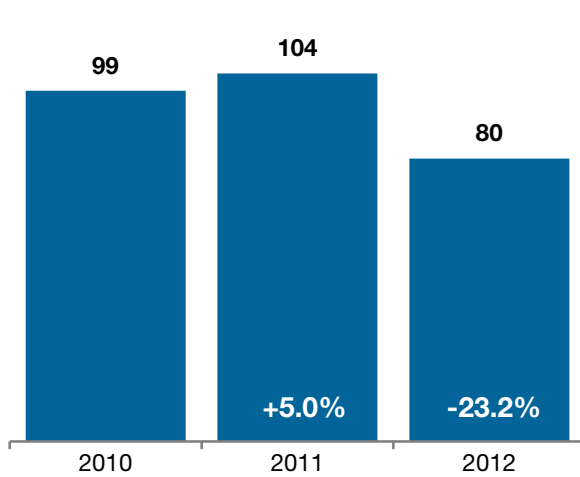


# Days on Market Until Sale

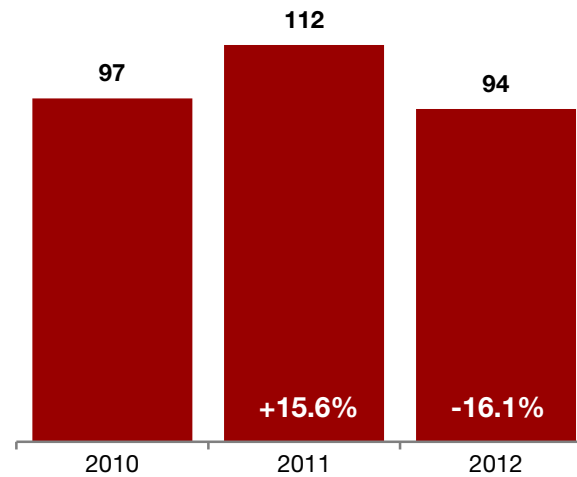
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June

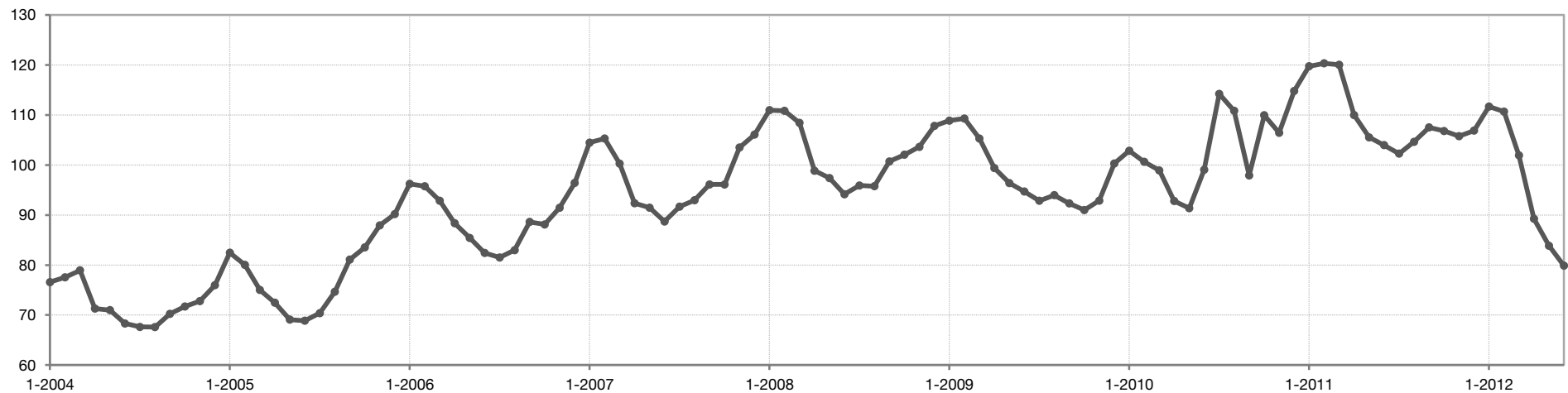


## Year To Date



Month	Prior Year	Current Year	+/-
July	114	102	-10.4%
August	111	105	-5.6%
September	98	108	+9.8%
October	110	107	-2.9%
November	106	106	-0.6%
December	115	107	-6.9%
January	120	112	-6.7%
February	120	111	-8.0%
March	120	102	-15.1%
April	110	89	-18.8%
May	106	84	-20.5%
June	104	80	-23.2%
<b>12-Month Avg</b>	<b>111</b>	<b>99</b>	<b>-10.0%</b>

## Historical Days on Market Until Sale

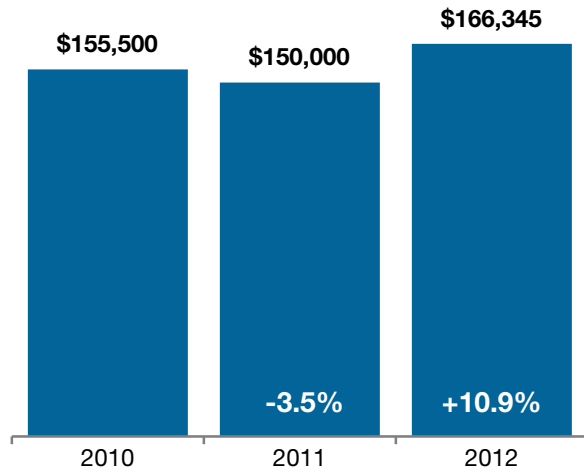


# Median Sales Price

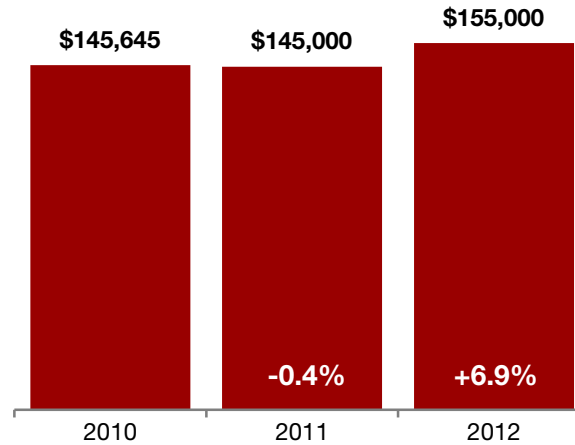
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## June

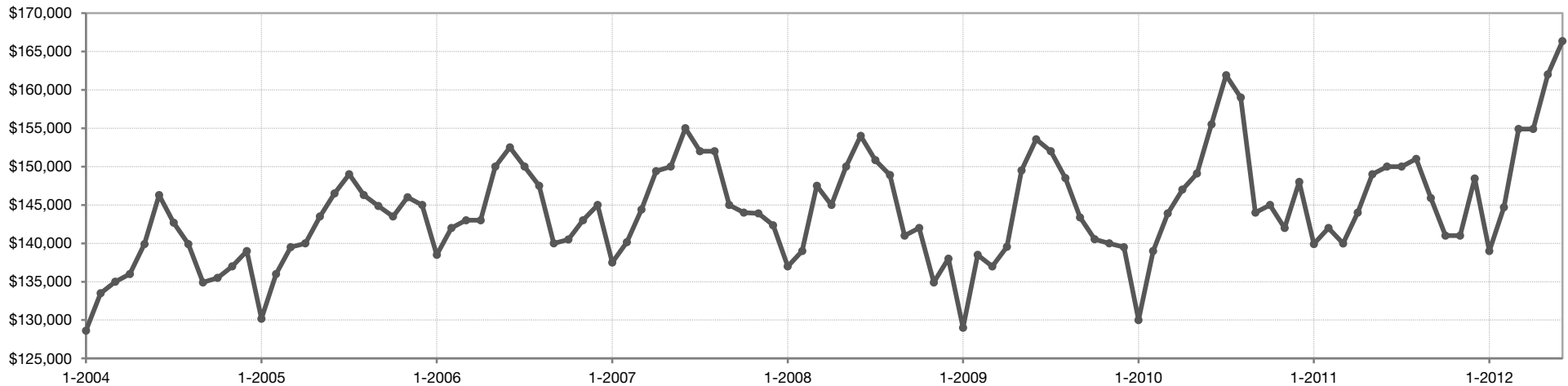


## Year To Date



Month	Prior Year	Current Year	+/-
July	\$161,900	\$150,000	-7.4%
August	\$159,000	\$151,000	-5.0%
September	\$144,000	\$145,900	+1.3%
October	\$145,000	\$141,000	-2.8%
November	\$142,000	\$141,000	-0.7%
December	\$148,000	\$148,446	+0.3%
January	\$139,900	\$139,000	-0.6%
February	\$142,000	\$144,700	+1.9%
March	\$139,978	\$154,900	+10.7%
April	\$144,000	\$154,900	+7.6%
May	\$149,000	\$162,000	+8.7%
June	\$150,000	\$166,345	+10.9%
12-Month Med	\$147,403	\$150,000	+1.8%

## Historical Median Sales Price

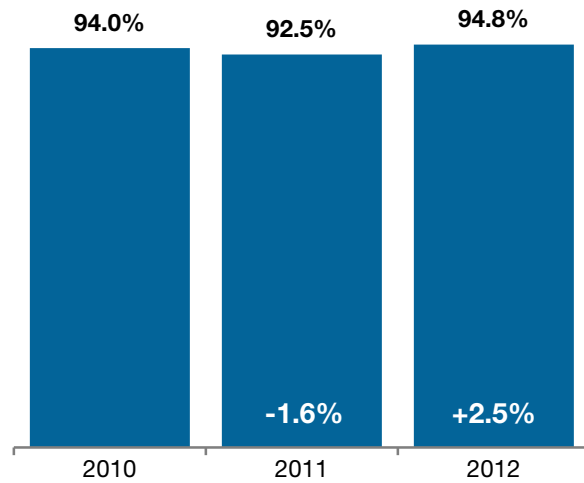


# Percent of Original List Price Received

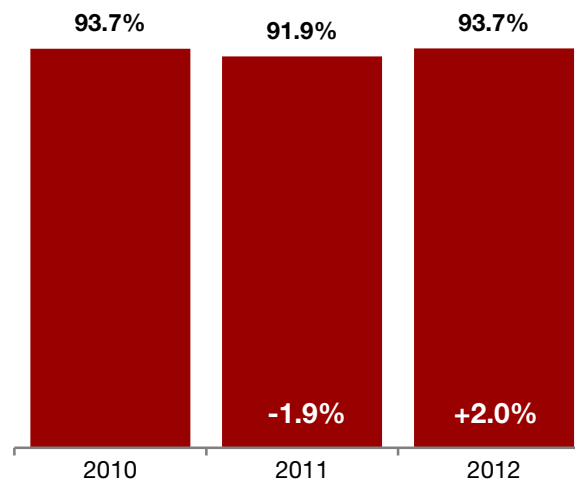


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## June

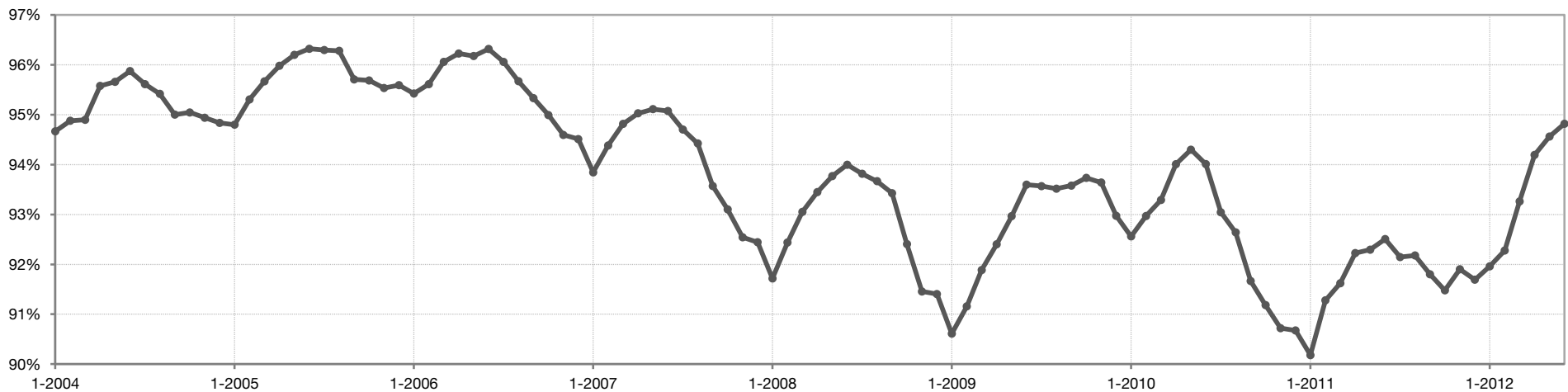


## Year To Date



Month	Prior Year	Current Year	+/-
July	93.0%	92.1%	-1.0%
August	92.6%	92.2%	-0.5%
September	91.7%	91.8%	+0.1%
October	91.2%	91.5%	+0.3%
November	90.7%	91.9%	+1.3%
December	90.7%	91.7%	+1.1%
January	90.2%	92.0%	+2.0%
February	91.3%	92.3%	+1.1%
March	91.6%	93.3%	+1.8%
April	92.2%	94.2%	+2.1%
May	92.3%	94.6%	+2.5%
June	92.5%	94.8%	+2.5%
<b>12-Month Avg</b>	<b>91.8%</b>	<b>92.8%</b>	<b>+1.1%</b>

## Historical Percent of Original List Price Received



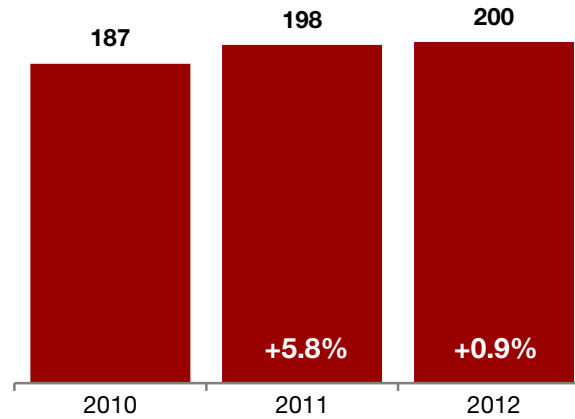
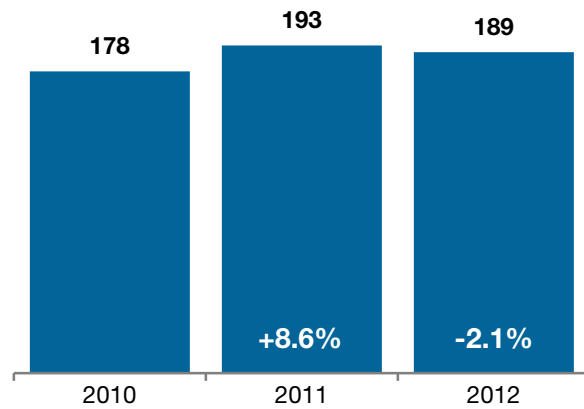
# Housing Affordability Index

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.**



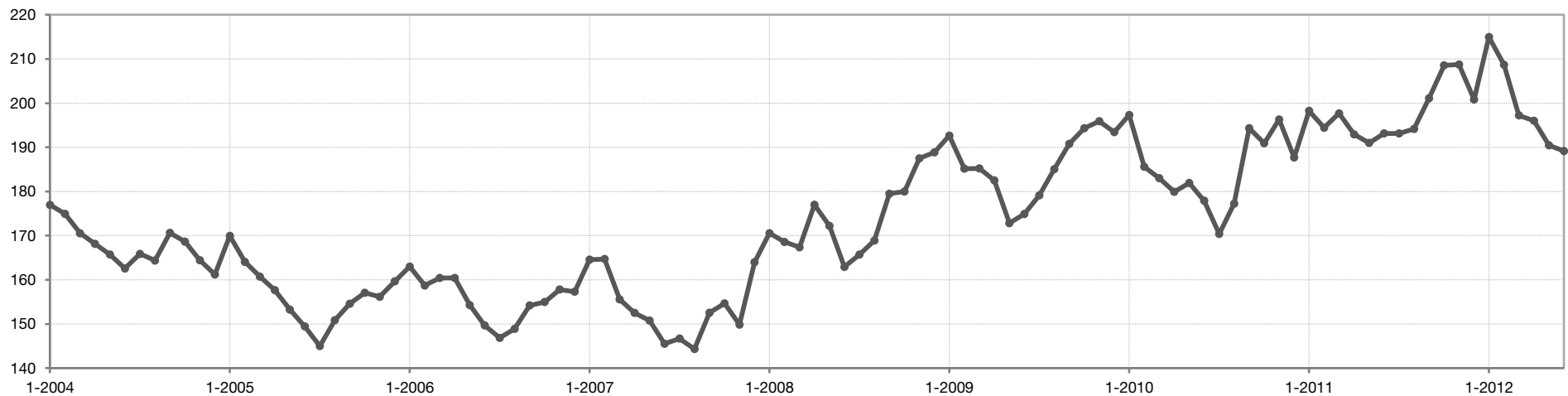
## June

## Year To Date



Month	Prior Year	Current Year	+/-
July	170	193	+13.4%
August	177	194	+9.5%
September	194	201	+3.5%
October	191	209	+9.2%
November	196	209	+6.3%
December	188	201	+7.0%
January	198	215	+8.4%
February	194	209	+7.3%
March	198	197	-0.2%
April	193	196	+1.6%
May	191	190	-0.3%
June	193	189	-2.1%
<b>12-Month Avg</b>	<b>190</b>	<b>200</b>	<b>+5.3%</b>

## Historical Housing Affordability Index

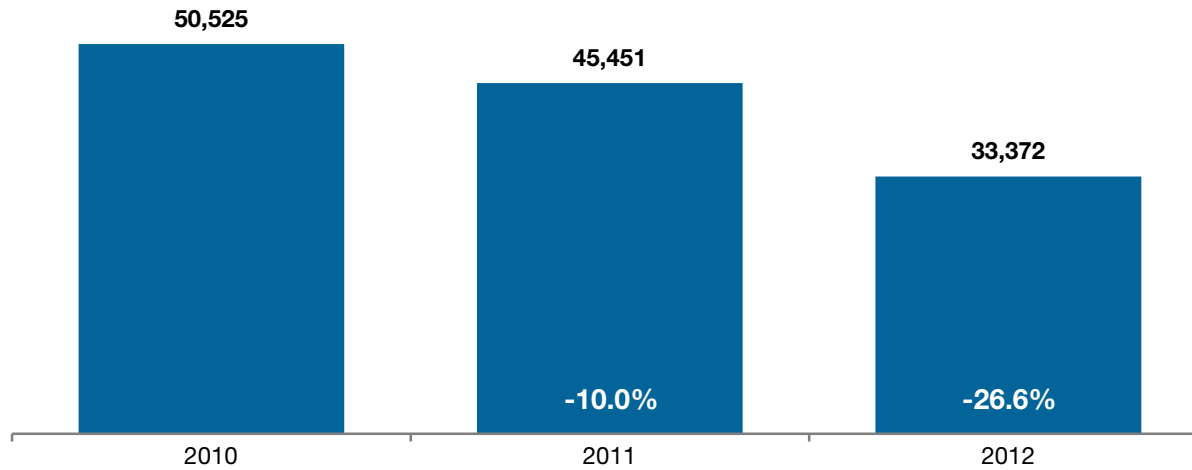


# Inventory of Homes for Sale

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

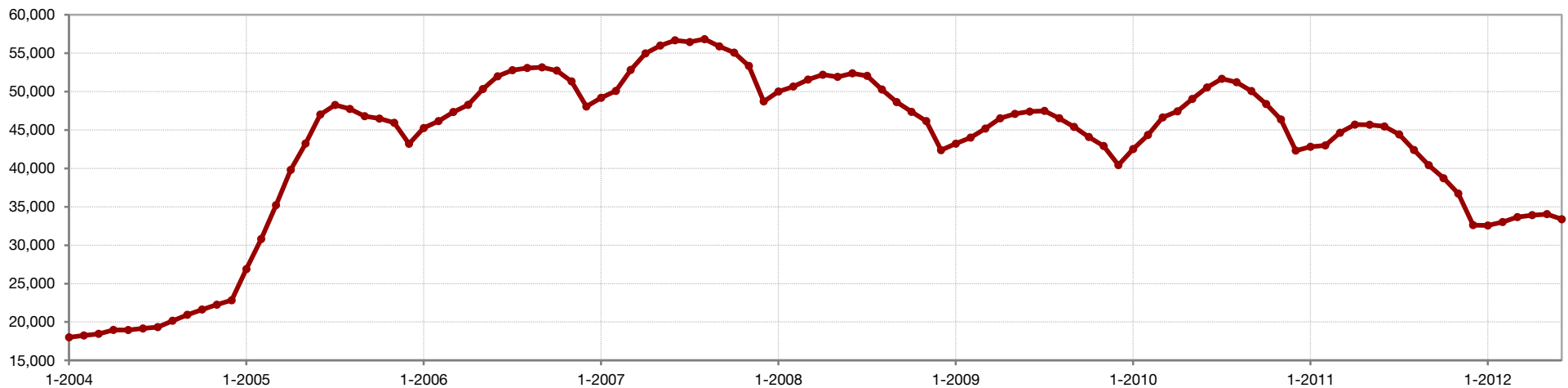


## June



Month	Prior Year	Current Year	+/-
July	51,655	44,413	-14.0%
August	51,209	42,389	-17.2%
September	50,063	40,411	-19.3%
October	48,372	38,715	-20.0%
November	46,362	36,715	-20.8%
December	42,313	32,617	-22.9%
January	42,808	32,564	-23.9%
February	42,982	33,013	-23.2%
March	44,630	33,656	-24.6%
April	45,688	33,913	-25.8%
May	45,678	34,045	-25.5%
June	45,451	33,372	-26.6%
12-Month Avg	46,434	36,319	-22.0%

## Historical Inventory of Homes for Sale

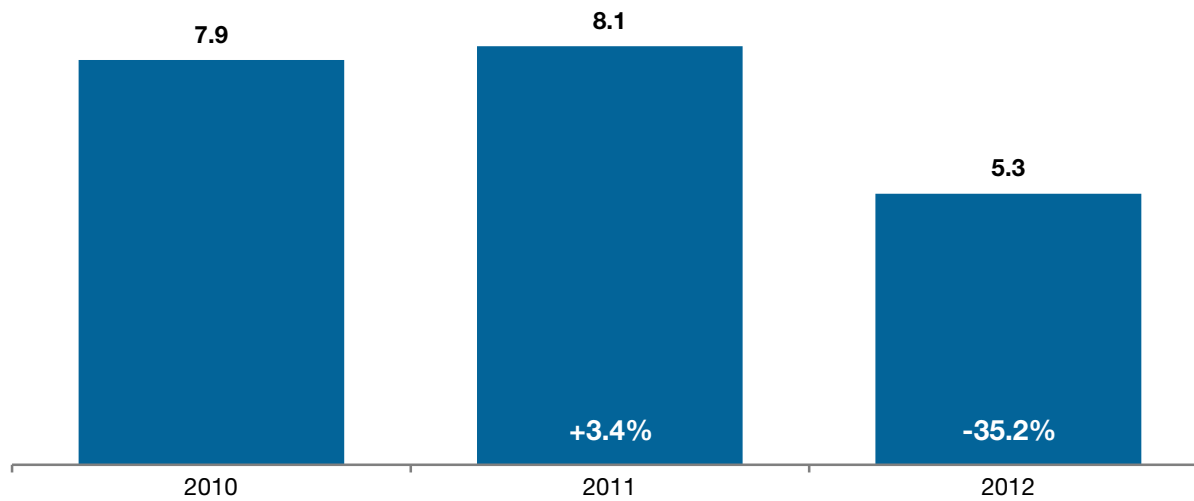


# Months Supply of Inventory

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.



## June



Month	Prior Year	Current Year	+/-
July	8.2	7.9	-3.6%
August	8.3	7.4	-10.3%
September	8.3	7.0	-15.3%
October	8.2	6.7	-18.7%
November	7.9	6.3	-20.6%
December	7.2	5.6	-23.0%
January	7.3	5.5	-25.3%
February	7.5	5.4	-27.1%
March	7.9	5.5	-30.5%
April	8.5	5.4	-35.9%
May	8.3	5.4	-35.3%
June	8.1	5.3	-35.2%
12-Month Avg	8.0	6.1	-23.4%

## Historical Months Supply of Inventory

