



# Monthly Indicators

## December 2013

In its entirety, 2013 proved to be a good year for housing. Home sales and prices were broadly higher across the nation, while foreclosure loads, the number of homes for sale and the number of days it took to sell a home were all much lower. Multiple-offer situations became commonplace again and prices in many areas rallied to multi-year highs. This, of course, varied by location and segment, but the proverbial glass appeared to be more than half full throughout the year.

New Listings were up 4.3 percent to 660. Pending Sales increased 4.8 percent to 525. Inventory shrank 11.3 percent to 4,330 units.

Prices softened somewhat as the Median Sales Price was down 4.1 percent to \$118,860. Days on Market increased 1.5 percent to 69 days. Months Supply of Inventory was down 16.9 percent to 4.9 months, indicating that demand increased relative to supply.

Housing is fortified by confident consumers and good jobs. The year 2013 was marked by a slowly improving labor market stunted by political gridlock, and the Federal Reserve's long-awaited taper announcement was not surprising. Interest rates remain low (but upwardly mobile), prices are still affordable, the employment picture looks decent and the stock market is up nearly 30.0 percent from this time last year. It's no wonder that buyers were active in 2013. Here's to more of the same in 2014.

## Activity Snapshot

**- 2.5%**      **- 4.1%**      **- 11.3%**

One-Year Change in **Closed Sales**      One-Year Change in **Median Sales Price**      One-Year Change in **Homes for Sale**

Residential activity for Regional Board B, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



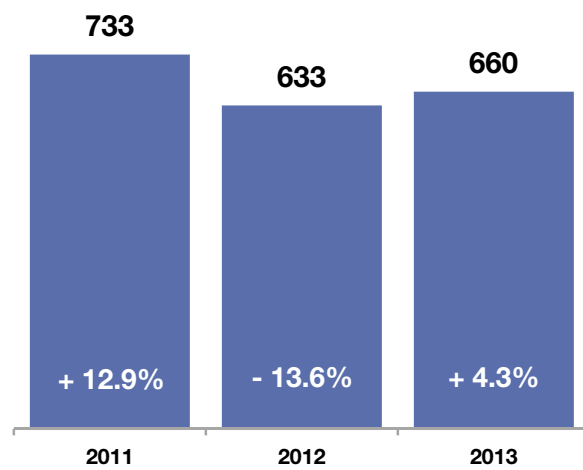
Key Metrics	Historical Sparkbars	12-2012	12-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		633	<b>660</b>	+ 4.3%	16,370	<b>16,967</b>	+ 3.6%
<b>Pending Sales</b>		501	<b>525</b>	+ 4.8%	9,879	<b>10,517</b>	+ 6.5%
<b>Closed Sales</b>		810	<b>790</b>	- 2.5%	9,564	<b>10,486</b>	+ 9.6%
<b>Days on Market</b>		68	<b>69</b>	+ 1.5%	74	<b>65</b>	- 12.2%
<b>Median Sales Price</b>		\$124,000	<b>\$118,860</b>	- 4.1%	\$121,000	<b>\$124,000</b>	+ 2.5%
<b>Average Sales Price</b>		\$142,132	<b>\$144,355</b>	+ 1.6%	\$143,847	<b>\$147,924</b>	+ 2.8%
<b>Pct. of List Price Received</b>		95.0%	<b>94.7%</b>	- 0.3%	95.0%	<b>95.4%</b>	+ 0.4%
<b>Affordability Index</b>		235	<b>220</b>	- 6.4%	239	<b>213</b>	- 10.9%
<b>Homes for Sale</b>		4,879	<b>4,330</b>	- 11.3%	--	<b>--</b>	--
<b>Months Supply</b>		5.9	<b>4.9</b>	- 16.9%	--	<b>--</b>	--

# New Listings

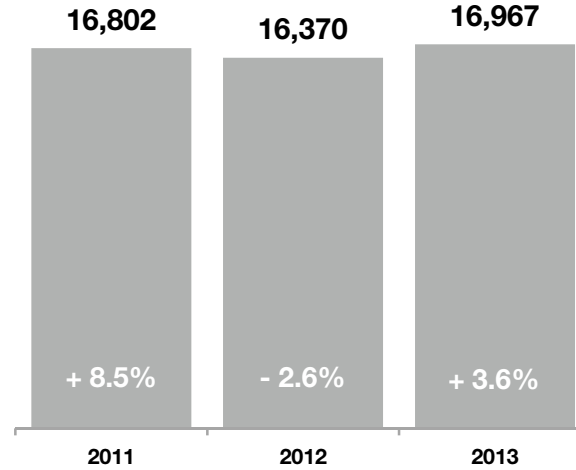
A count of the properties that have been newly listed on the market in a given month.



## December

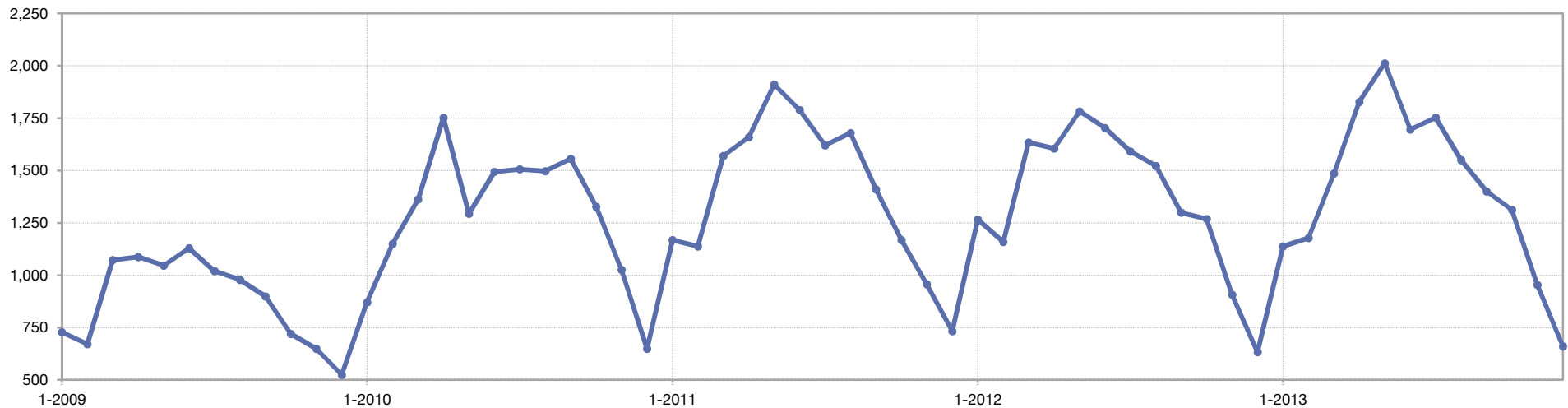


## Year to Date



New Listings		Prior Year	Percent Change
January 2013	1,138	1,266	-10.1%
February 2013	1,178	1,159	+1.6%
March 2013	1,486	1,634	-9.1%
April 2013	1,828	1,605	+13.9%
May 2013	2,012	1,782	+12.9%
June 2013	1,696	1,703	-0.4%
July 2013	1,753	1,591	+10.2%
August 2013	1,550	1,522	+1.8%
September 2013	1,400	1,299	+7.8%
October 2013	1,312	1,269	+3.4%
November 2013	954	907	+5.2%
<b>December 2013</b>	<b>660</b>	<b>633</b>	<b>+4.3%</b>
12-Month Avg	1,414	1,364	+3.7%

## Historical New Listings by Month

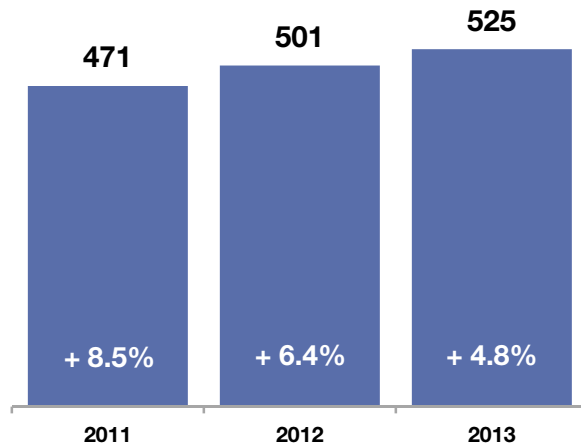


# Pending Sales

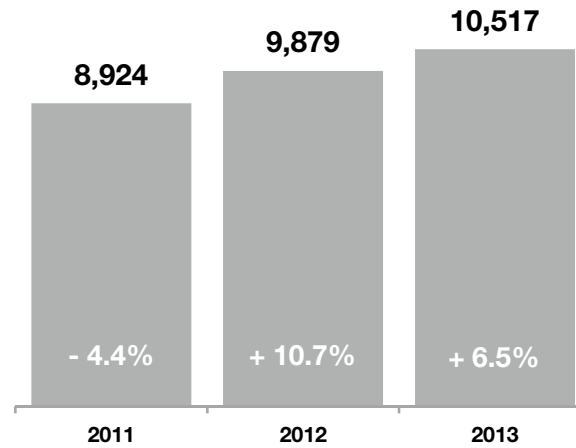
A count of the properties on which offers have been accepted in a given month.



## December

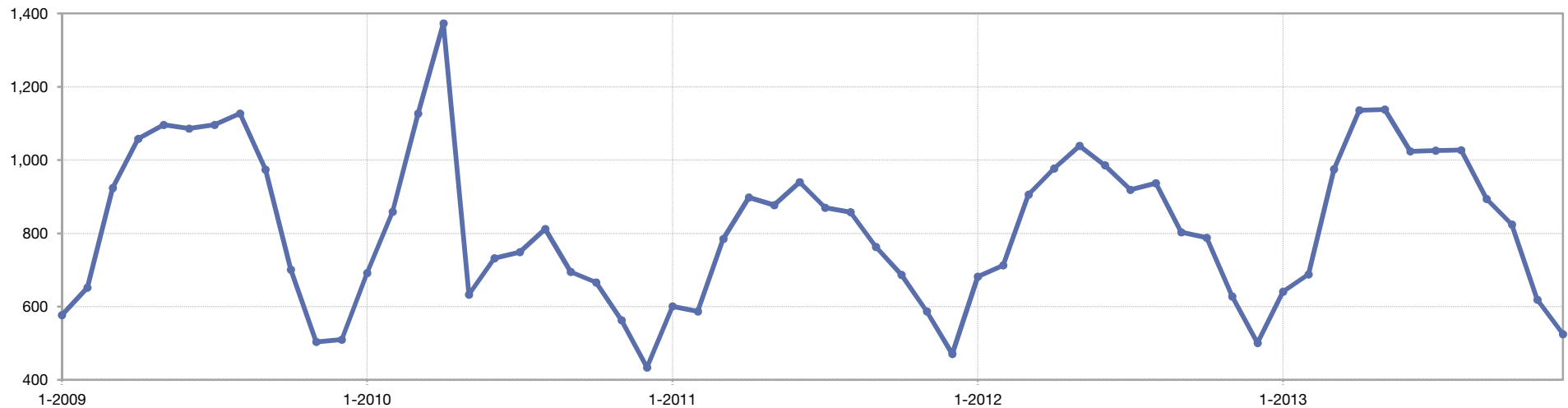


## Year to Date



	Pending Sales	Prior Year	Percent Change
January 2013	641	682	-6.0%
February 2013	688	713	-3.5%
March 2013	975	906	+7.6%
April 2013	1,136	977	+16.3%
May 2013	1,138	1,039	+9.5%
June 2013	1,024	986	+3.9%
July 2013	1,026	919	+11.6%
August 2013	1,027	937	+9.6%
September 2013	894	803	+11.3%
October 2013	824	788	+4.6%
November 2013	619	628	-1.4%
<b>December 2013</b>	<b>525</b>	<b>501</b>	<b>+4.8%</b>
12-Month Avg	876	823	+6.4%

## Historical Pending Sales by Month

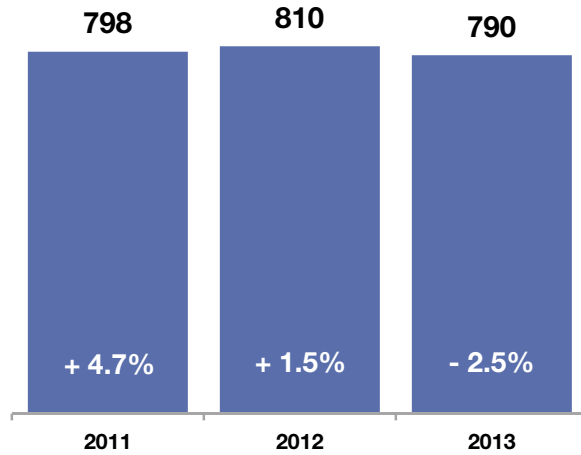


# Closed Sales

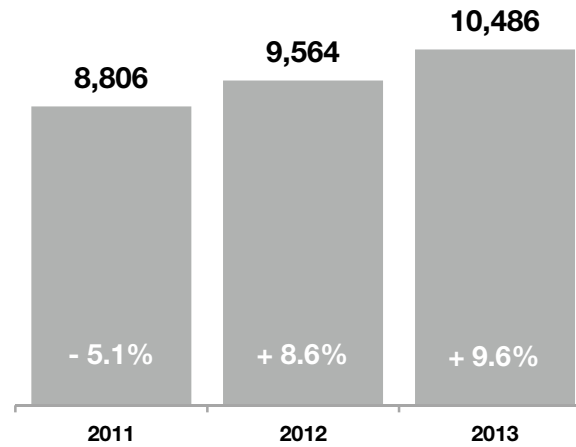
A count of the actual sales that closed in a given month.



## December

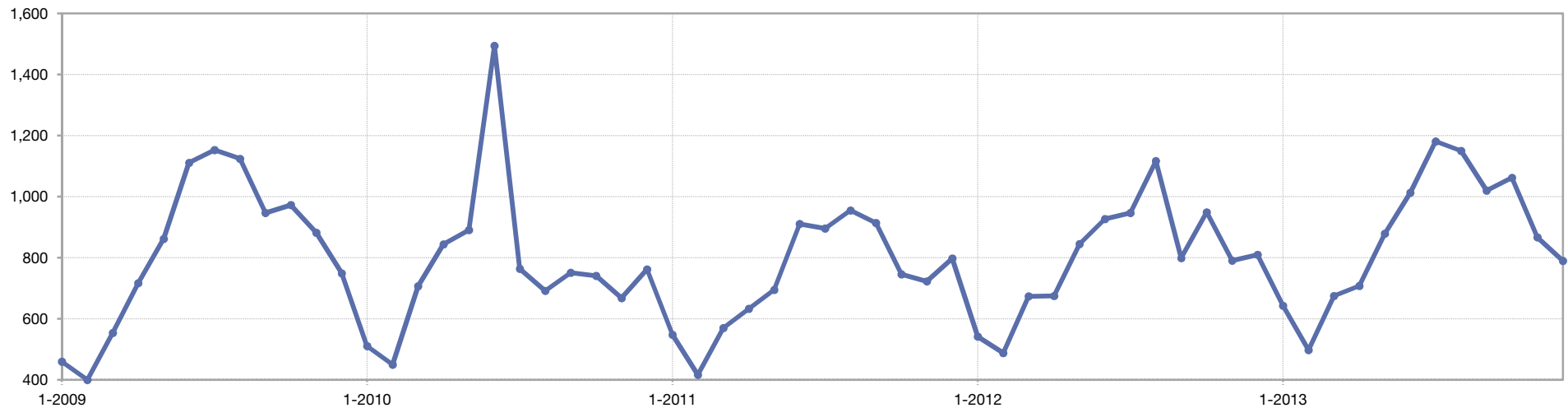


## Year to Date



Closed Sales	Prior Year	Percent Change
January 2013	542	+18.6%
February 2013	488	+2.0%
March 2013	674	+0.1%
April 2013	675	+4.9%
May 2013	845	+4.0%
June 2013	927	+9.3%
July 2013	947	+24.7%
August 2013	1,117	+3.0%
September 2013	799	+27.7%
October 2013	949	+11.9%
November 2013	791	+9.6%
<b>December 2013</b>	<b>810</b>	<b>-2.5%</b>
12-Month Avg	874	+9.7%

## Historical Closed Sales by Month

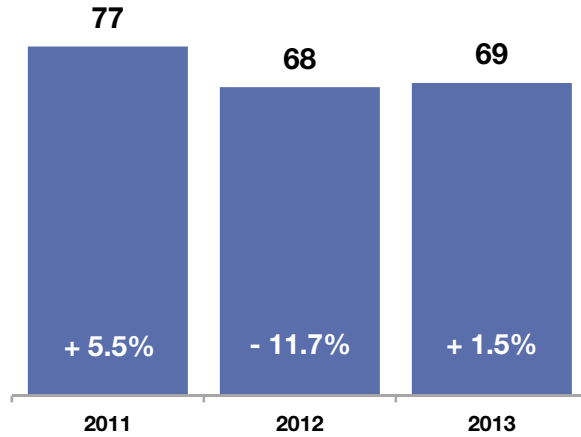


# Days on Market Until Sale

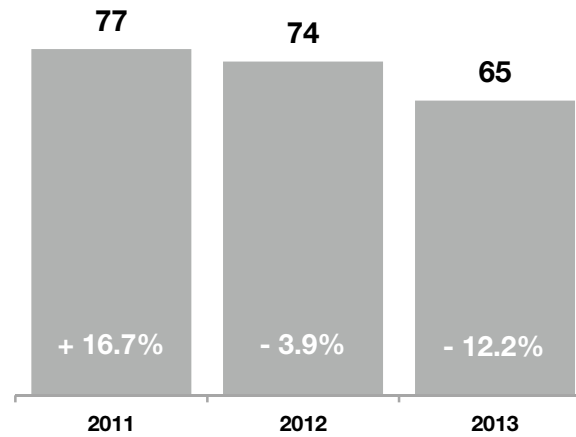
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



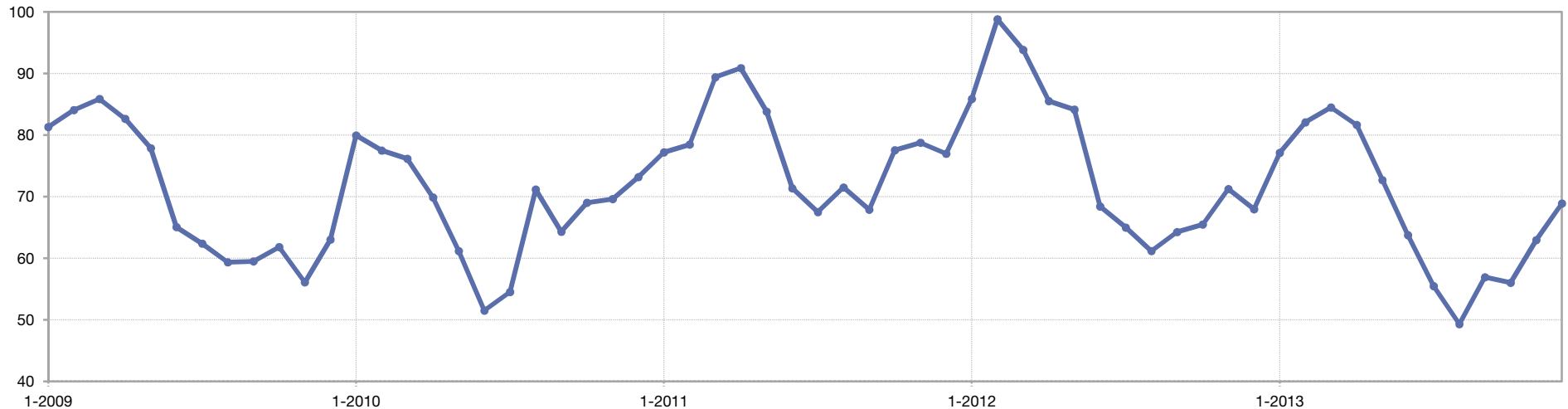
## Year to Date



Days on Market	Prior Year	Percent Change	
January 2013	77	86	-10.5%
February 2013	82	99	-17.2%
March 2013	84	94	-10.6%
April 2013	82	86	-4.7%
May 2013	73	84	-13.1%
June 2013	64	68	-5.9%
July 2013	55	65	-15.4%
August 2013	49	61	-19.7%
September 2013	57	64	-10.9%
October 2013	56	66	-15.2%
November 2013	63	71	-11.3%
<b>December 2013</b>	<b>69</b>	<b>68</b>	<b>+1.5%</b>
12-Month Avg*	65	74	-12.2%

\* Average Days on Market of all properties from January 2013 through December 2013. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

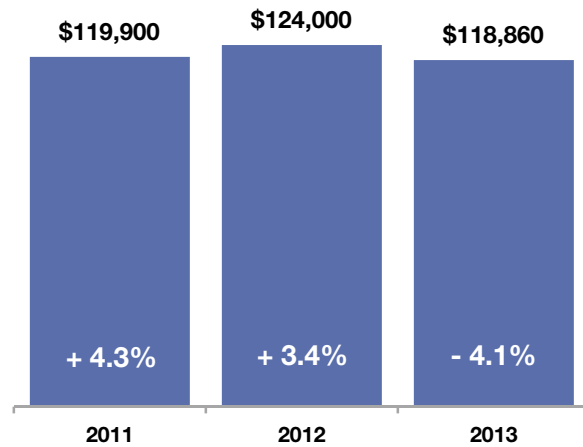


# Median Sales Price

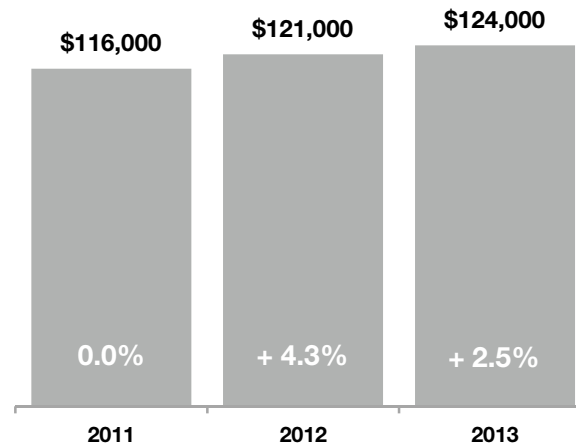
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



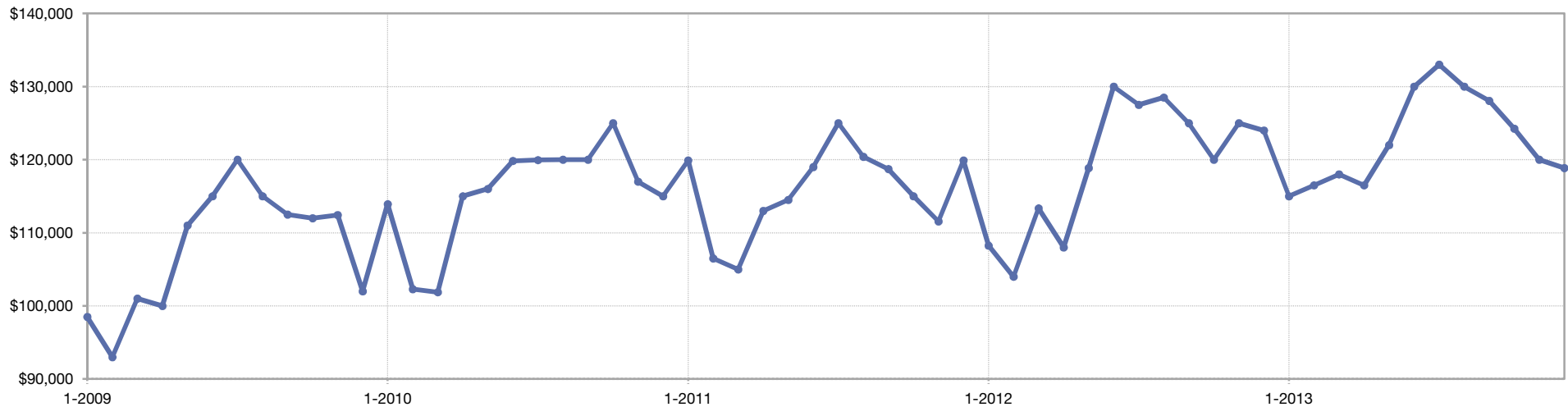
## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2013	\$115,000	\$108,250	+6.2%
February 2013	\$116,500	\$104,000	+12.0%
March 2013	\$118,000	\$113,348	+4.1%
April 2013	\$116,500	\$108,000	+7.9%
May 2013	\$122,000	\$118,860	+2.6%
June 2013	\$130,000	\$130,000	0.0%
July 2013	\$133,000	\$127,500	+4.3%
August 2013	\$130,000	\$128,500	+1.2%
September 2013	\$128,050	\$125,000	+2.4%
October 2013	\$124,250	\$120,000	+3.5%
November 2013	\$120,000	\$125,000	-4.0%
<b>December 2013</b>	<b>\$118,860</b>	<b>\$124,000</b>	<b>-4.1%</b>
12-Month Med*	\$124,000	\$121,000	+2.5%

\* Median Sales Price of all properties from January 2013 through December 2013. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

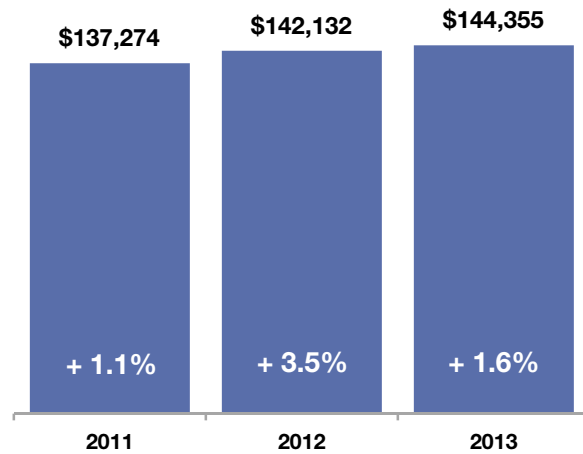


# Average Sales Price

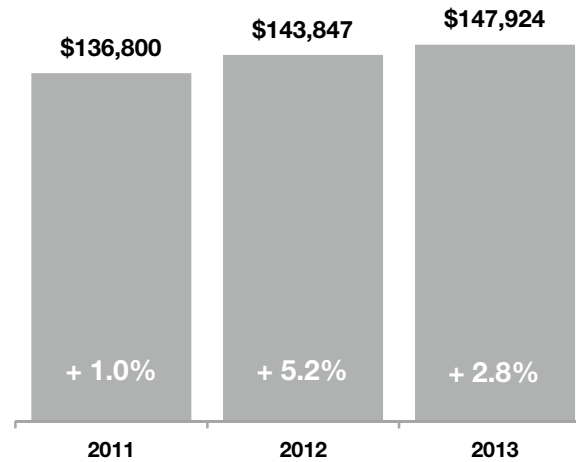
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



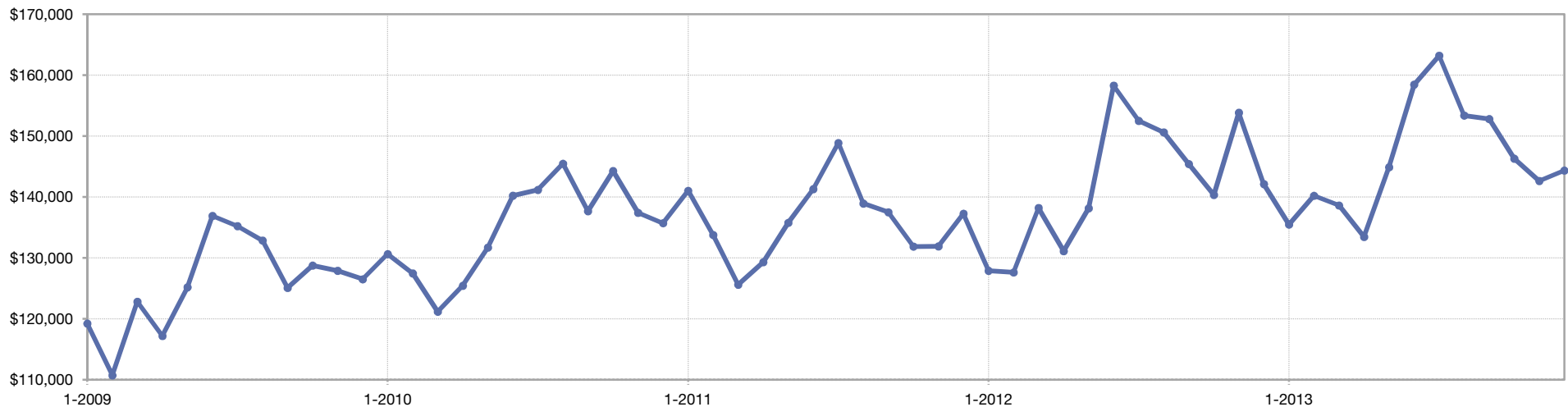
## Year to Date



	Average Sales Price	Prior Year	Percent Change
January 2013	\$135,499	\$127,906	+5.9%
February 2013	\$140,214	\$127,630	+9.9%
March 2013	\$138,619	\$138,213	+0.3%
April 2013	\$133,456	\$131,123	+1.8%
May 2013	\$144,896	\$138,153	+4.9%
June 2013	\$158,465	\$158,299	+0.1%
July 2013	\$163,212	\$152,504	+7.0%
August 2013	\$153,385	\$150,622	+1.8%
September 2013	\$152,804	\$145,425	+5.1%
October 2013	\$146,302	\$140,358	+4.2%
November 2013	\$142,641	\$153,841	-7.3%
<b>December 2013</b>	<b>\$144,355</b>	<b>\$142,132</b>	<b>+1.6%</b>
12-Month Avg*	\$147,924	\$143,847	+2.8%

\* Average Sales Price of all properties from January 2013 through December 2013. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



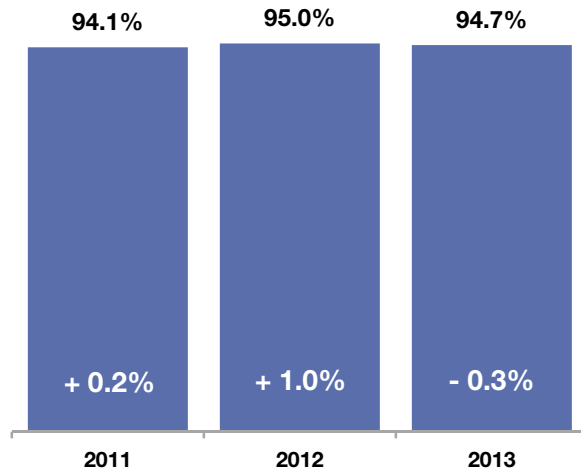


# Percent of List Price Received

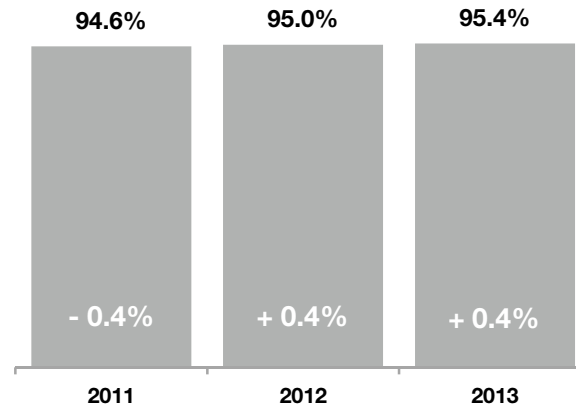


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December



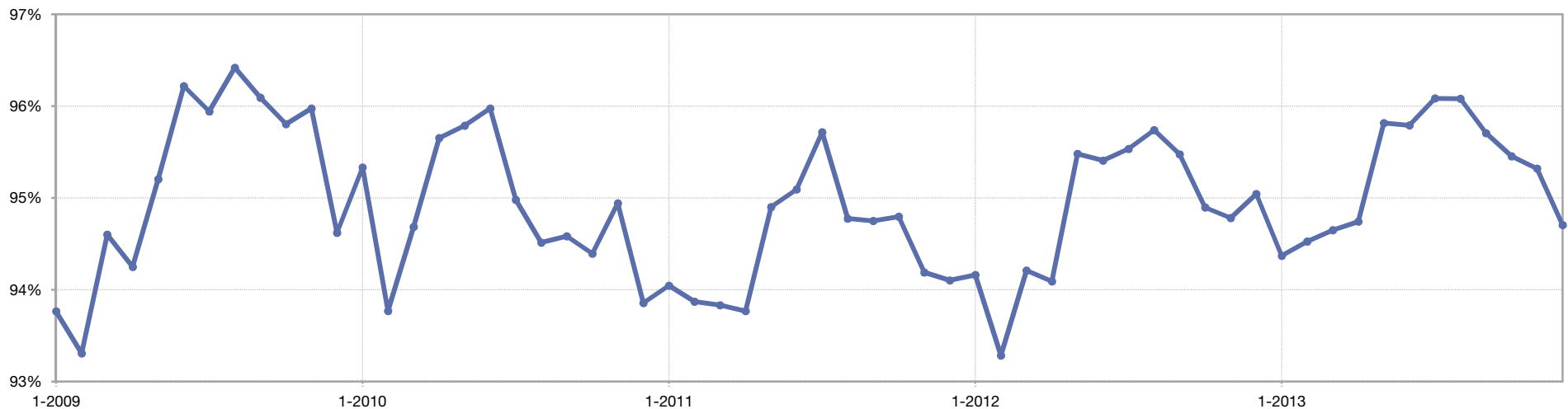
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2013	94.4%	94.2%	+0.2%
February 2013	94.5%	93.3%	+1.3%
March 2013	94.7%	94.2%	+0.5%
April 2013	94.7%	94.1%	+0.6%
May 2013	95.8%	95.5%	+0.3%
June 2013	95.8%	95.4%	+0.4%
July 2013	96.1%	95.5%	+0.6%
August 2013	96.1%	95.7%	+0.4%
September 2013	95.7%	95.5%	+0.2%
October 2013	95.5%	94.9%	+0.6%
November 2013	95.3%	94.8%	+0.5%
<b>December 2013</b>	<b>94.7%</b>	<b>95.0%</b>	<b>-0.3%</b>
12-Month Avg*	95.4%	95.0%	+0.4%

\* Average Pct. of List Price Received for all properties from January 2013 through December 2013. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

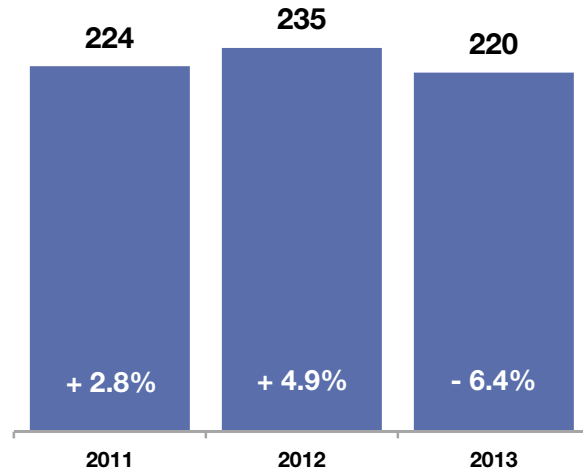


# Housing Affordability Index

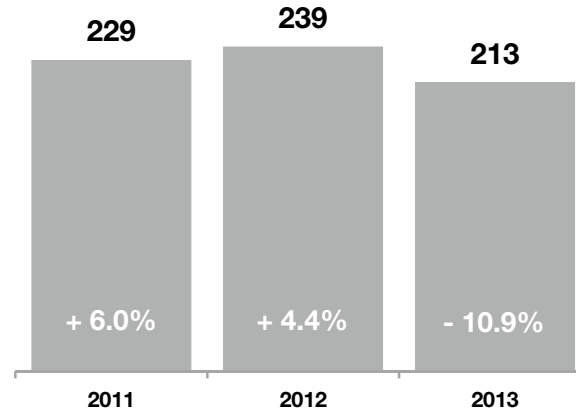


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December



## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2013	242	245	-1.2%
February 2013	235	254	-7.5%
March 2013	232	237	-2.1%
April 2013	238	248	-4.0%
May 2013	223	234	-4.7%
June 2013	202	220	-8.2%
July 2013	199	226	-11.9%
August 2013	201	223	-9.9%
September 2013	206	232	-11.2%
October 2013	211	238	-11.3%
November 2013	227	232	-2.2%
<b>December 2013</b>	<b>220</b>	<b>235</b>	<b>-6.4%</b>
12-Month Avg	220	235	-6.6%

## Historical Housing Affordability Index by Month

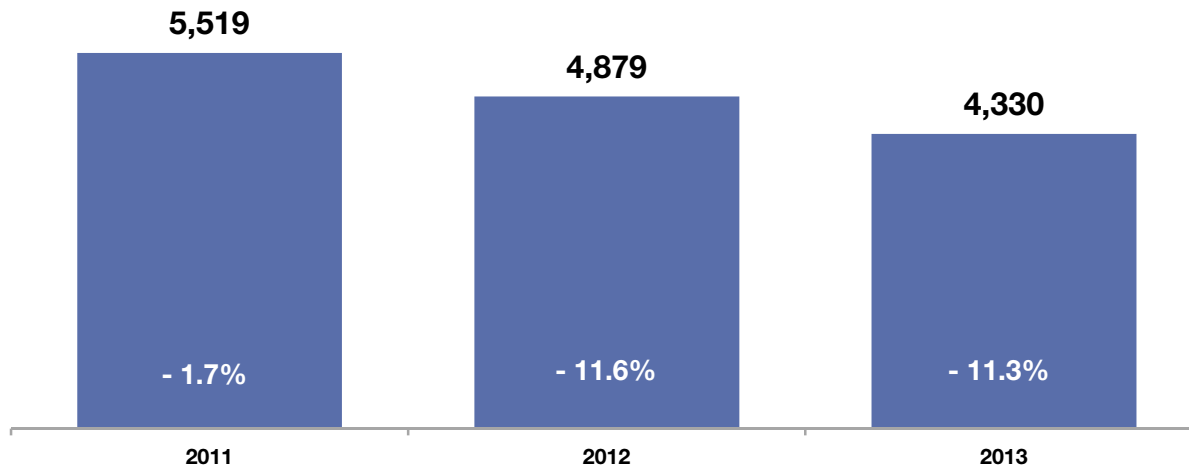


# Inventory of Homes for Sale

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



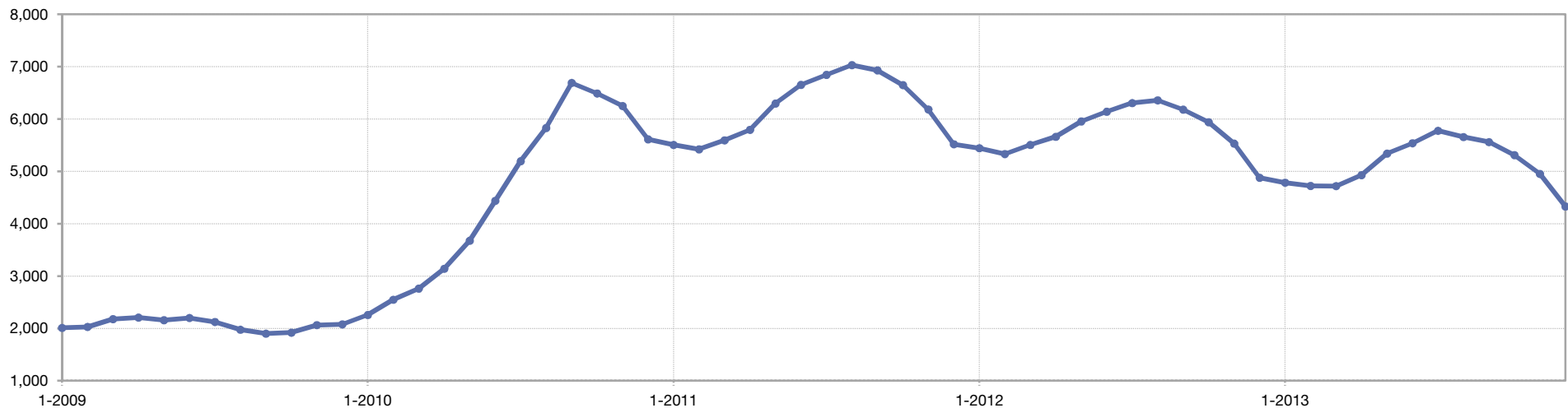
## December



Homes for Sale	Prior Year	Percent Change	
January 2013	4,785	5,444	-12.1%
February 2013	4,723	5,332	-11.4%
March 2013	4,720	5,506	-14.3%
April 2013	4,930	5,661	-12.9%
May 2013	5,340	5,955	-10.3%
June 2013	5,539	6,140	-9.8%
July 2013	5,776	6,305	-8.4%
August 2013	5,656	6,358	-11.0%
September 2013	5,560	6,180	-10.0%
October 2013	5,312	5,939	-10.6%
November 2013	4,952	5,531	-10.5%
<b>December 2013</b>	<b>4,330</b>	<b>4,879</b>	<b>-11.3%</b>
12-Month Avg*	5,135	5,769	-11.0%

\* Homes for Sale for all properties from January 2013 through December 2013. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

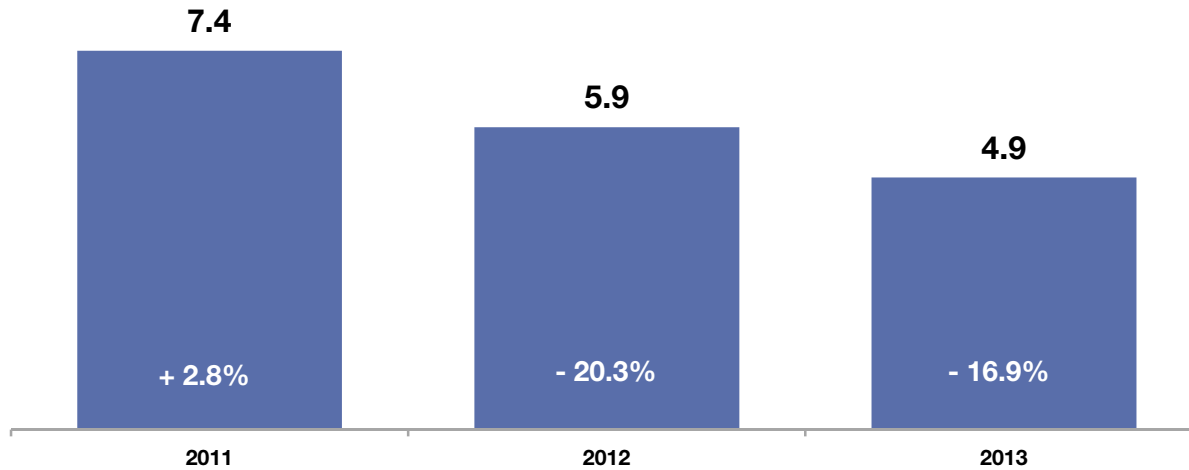


# Months Supply of Inventory

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.



## December



Months Supply		Prior Year	Percent Change
January 2013	5.8	7.3	-20.5%
February 2013	5.8	7.0	-17.1%
March 2013	5.7	7.1	-19.7%
April 2013	5.9	7.3	-19.2%
May 2013	6.3	7.5	-16.0%
June 2013	6.5	7.7	-15.6%
July 2013	6.7	7.9	-15.2%
August 2013	6.5	7.9	-17.7%
September 2013	6.4	7.6	-15.8%
October 2013	6.1	7.3	-16.4%
November 2013	5.7	6.7	-14.9%
<b>December 2013</b>	<b>4.9</b>	<b>5.9</b>	<b>-16.9%</b>
12-Month Avg*	6.0	7.3	-17.8%

\* Months Supply for all properties from January 2013 through December 2013. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month

