



Monthly Indicators

February 2013

The sun is shining brighter for longer, the birds are chirping a bit louder and people have a renewed spring in their step. And then there's the climate. Home buyers and sellers are readying themselves for an exciting spring market. Buyers are motivated by an attractive affordability environment, while more and more sellers are receiving near top dollar for their home. We've come a long way over the past 12 to 18 months but we're not there yet. Here's how February stacked up.

New Listings were up 1.9 percent to 1,181. Pending Sales decreased 0.7 percent to 708. Inventory shrank 17.2 percent to 4,403 units.

Prices reached skyward as the Median Sales Price was up 12.5 percent to \$117,000. Days on Market decreased 17.2 percent to 82 days, the ninth consecutive month of year-over-year declines. Months Supply of Inventory was down 24.3 percent to 5.3 months, the twelfth consecutive month of year-over-year declines.

A few consumers may feel less confident due to Washington's latest self-inflicted crisis. Others would advise not to read the news in the first place. The fact is, the economy continues to grow, but at a snail's pace. Sequestration is more of a nuisance than a real threat to recovery; and there's significant pent-up demand from renters, first-timers, parents' basementers and investors to counteract it.

Activity Snapshot

- 2.5% **+ 12.5%** **- 17.2%**

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.

Activity 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.](#)



Activity Overview

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



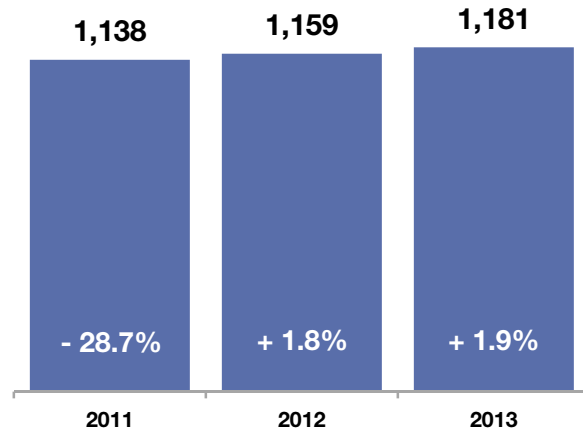
Key Metrics	Historical Sparkbars	2-2012	2-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		1,159	1,181	+ 1.9%	2,425	2,323	- 4.2%
Pending Sales		713	708	- 0.7%	1,397	1,356	- 2.9%
Closed Sales		488	476	- 2.5%	1,029	1,109	+ 7.8%
Days on Market		99	82	- 17.2%	92	79	- 14.1%
Median Sales Price		\$104,000	\$117,000	+ 12.5%	\$106,000	\$116,000	+ 9.4%
Average Sales Price		\$127,630	\$141,669	+ 11.0%	\$127,871	\$138,105	+ 8.0%
Pct. of List Price Received		93.3%	94.5%	+ 1.3%	93.8%	94.5%	+ 0.7%
Affordability Index		251	239	- 4.8%	248	240	- 3.2%
Homes for Sale		5,318	4,403	- 17.2%	--	--	--
Months Supply		7.0	5.3	- 24.3%	--	--	--

New Listings

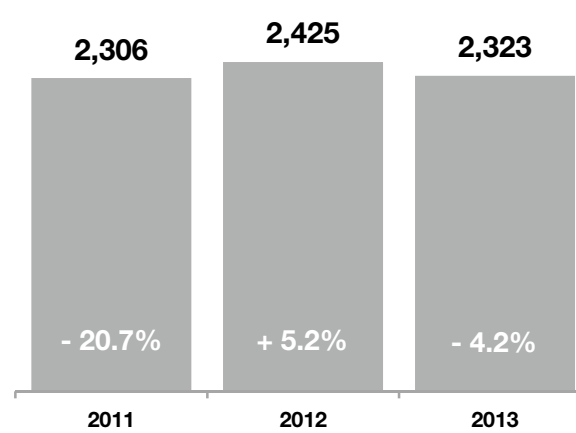
A count of the properties that have been newly listed on the market in a given month.



February

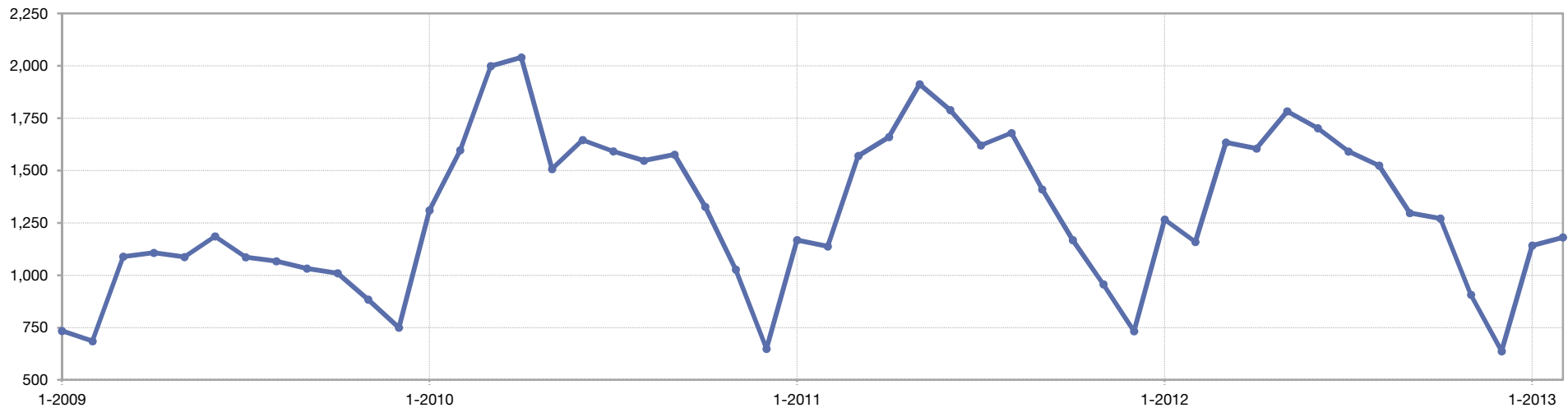


Year to Date



	New Listings	Prior Year	Percent Change
March 2012	1,634	1,570	+4.1%
April 2012	1,605	1,660	-3.3%
May 2012	1,783	1,912	-6.7%
June 2012	1,702	1,789	-4.9%
July 2012	1,591	1,620	-1.8%
August 2012	1,524	1,679	-9.2%
September 2012	1,297	1,410	-8.0%
October 2012	1,271	1,168	+8.8%
November 2012	907	957	-5.2%
December 2012	637	733	-13.1%
January 2013	1,142	1,266	-9.8%
February 2013	1,181	1,159	+1.9%
12-Month Avg	1,356	1,410	-3.8%

Historical New Listings by Month

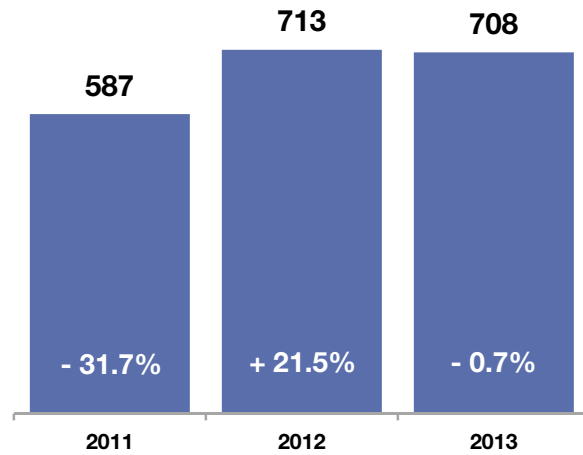


Pending Sales

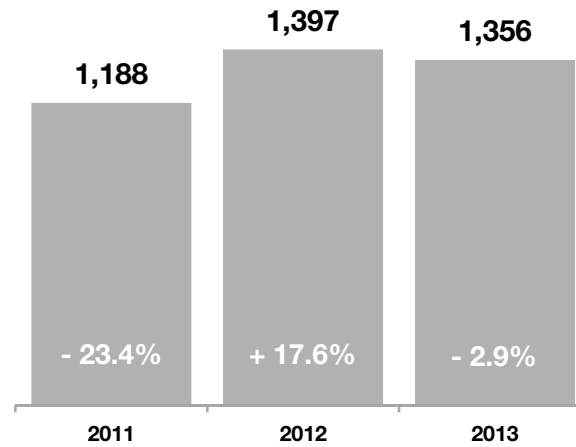
A count of the properties on which offers have been accepted in a given month.



February

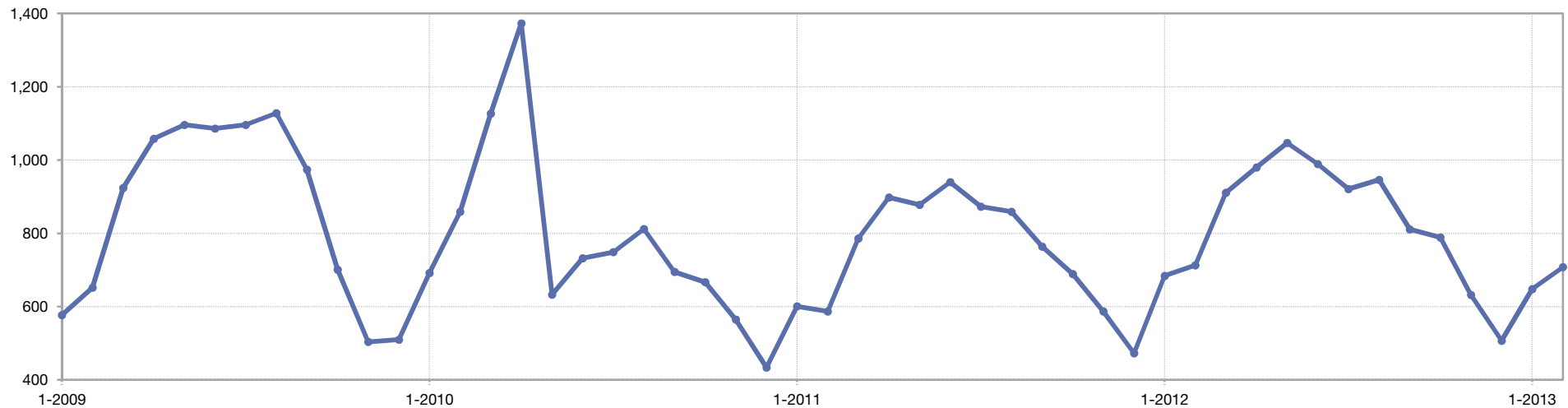


Year to Date



Pending Sales	Prior Year	Percent Change	
March 2012	911	786	+15.9%
April 2012	980	898	+9.1%
May 2012	1,047	878	+19.2%
June 2012	989	940	+5.2%
July 2012	921	873	+5.5%
August 2012	946	859	+10.1%
September 2012	811	764	+6.2%
October 2012	789	689	+14.5%
November 2012	632	587	+7.7%
December 2012	507	473	+7.2%
January 2013	648	684	-5.3%
February 2013	708	713	-0.7%
12-Month Avg	824	762	+8.1%

Historical Pending Sales by Month

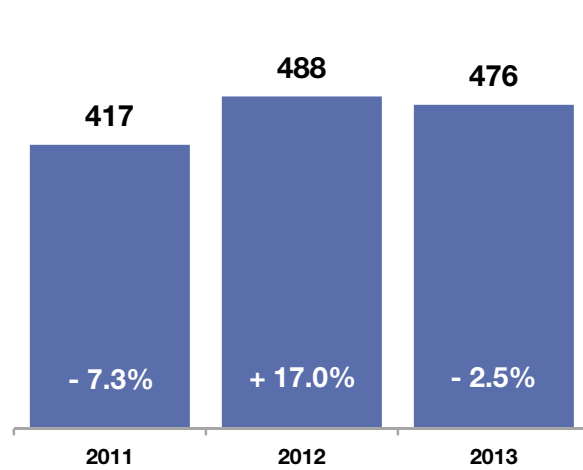


Closed Sales

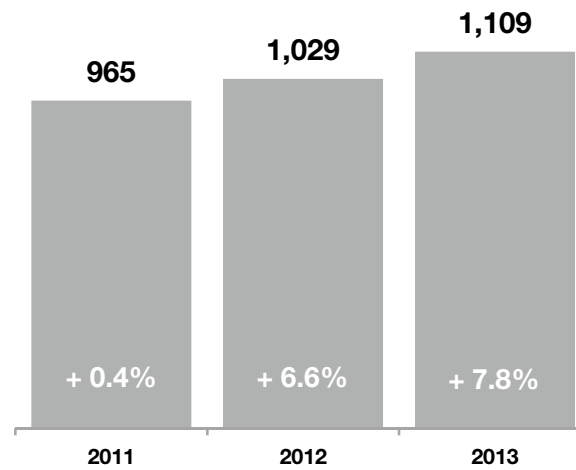
A count of the actual sales that closed in a given month.



February

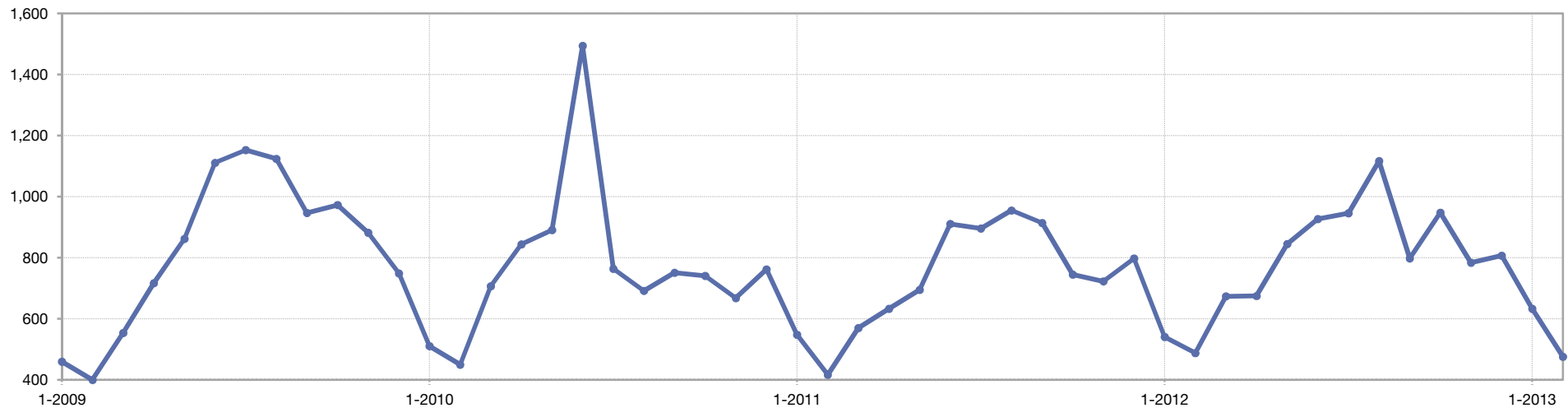


Year to Date



Closed Sales	Prior Year	Percent Change
March 2012	570	+18.2%
April 2012	633	+6.6%
May 2012	695	+21.6%
June 2012	911	+1.8%
July 2012	896	+5.6%
August 2012	955	+17.0%
September 2012	914	-12.7%
October 2012	745	+27.2%
November 2012	723	+8.4%
December 2012	798	+1.1%
January 2013	541	+17.0%
February 2013	488	-2.5%
12-Month Avg	803	+8.7%

Historical Closed Sales by Month

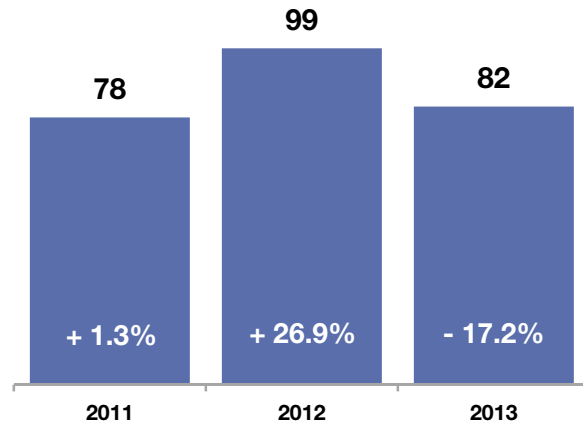


Days on Market Until Sale

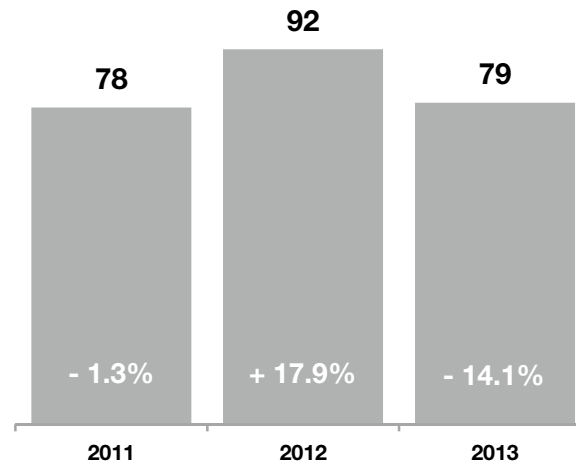
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



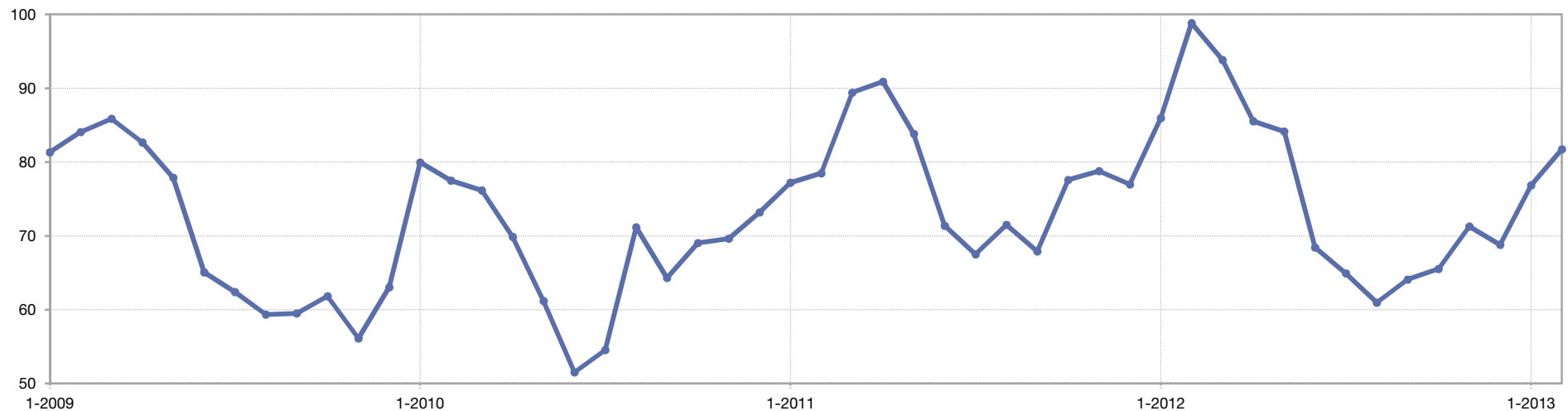
Year to Date



Days on Market		Prior Year	Percent Change
March 2012	94	89	+5.6%
April 2012	86	91	-5.5%
May 2012	84	84	0.0%
June 2012	68	71	-4.2%
July 2012	65	68	-4.4%
August 2012	61	72	-15.3%
September 2012	64	68	-5.9%
October 2012	66	78	-15.4%
November 2012	71	79	-10.1%
December 2012	69	77	-10.4%
January 2013	77	86	-10.5%
February 2013	82	99	-17.2%
12-Month Avg*	72	78	-7.7%

* Average Days on Market of all properties from March 2012 through February 2013. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

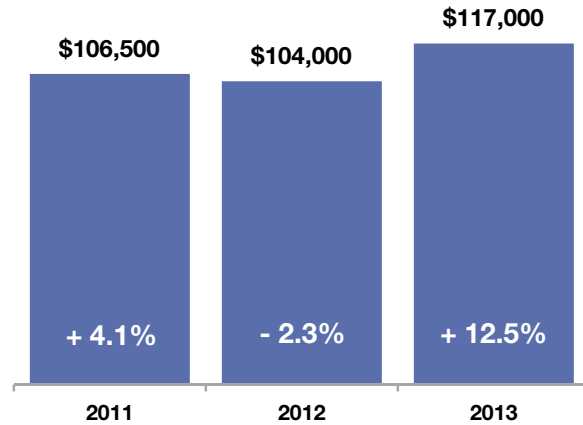


Median Sales Price

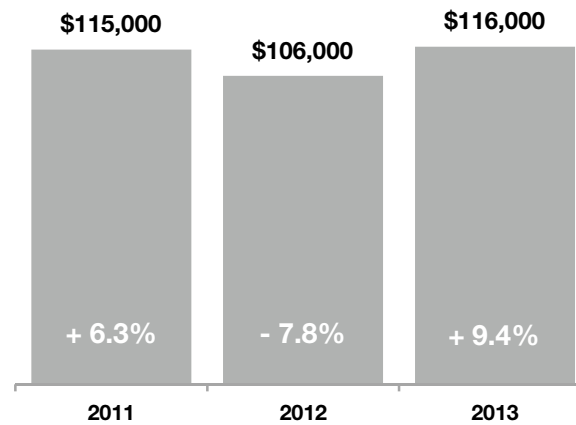
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



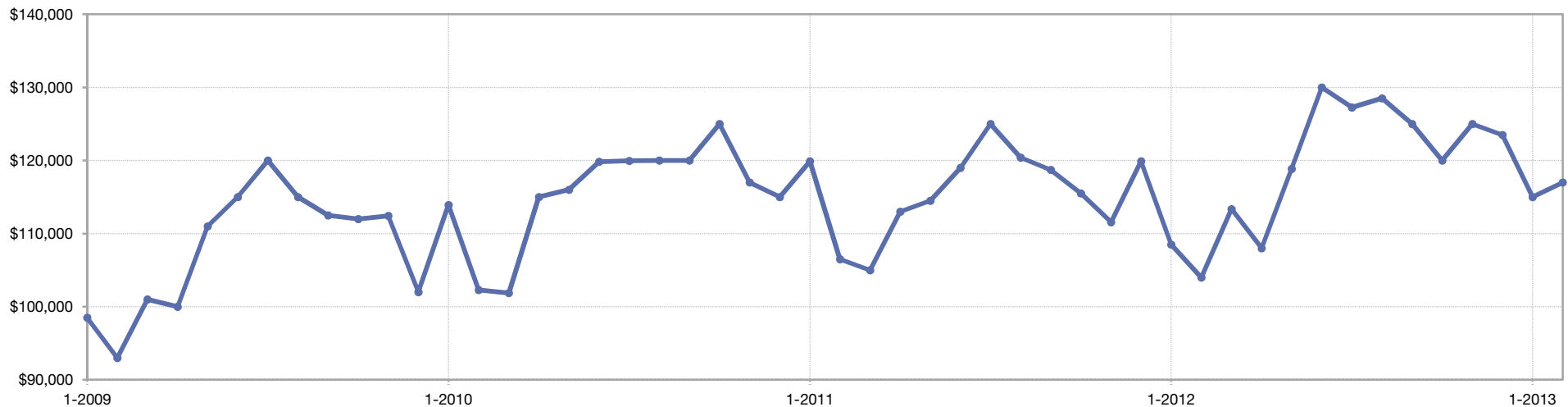
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
March 2012	\$113,348	\$105,000	+8.0%
April 2012	\$108,000	\$113,000	-4.4%
May 2012	\$118,860	\$114,500	+3.8%
June 2012	\$130,000	\$119,000	+9.2%
July 2012	\$127,250	\$125,000	+1.8%
August 2012	\$128,500	\$120,400	+6.7%
September 2012	\$125,000	\$118,725	+5.3%
October 2012	\$120,000	\$115,500	+3.9%
November 2012	\$125,000	\$111,563	+12.0%
December 2012	\$123,500	\$119,900	+3.0%
January 2013	\$115,000	\$108,500	+6.0%
February 2013	\$117,000	\$104,000	+12.5%
12-Month Med*	\$122,500	\$115,000	+6.5%

* Median Sales Price of all properties from March 2012 through February 2013. This is not the average of the individual figures above.

Historical Median Sales Price by Month

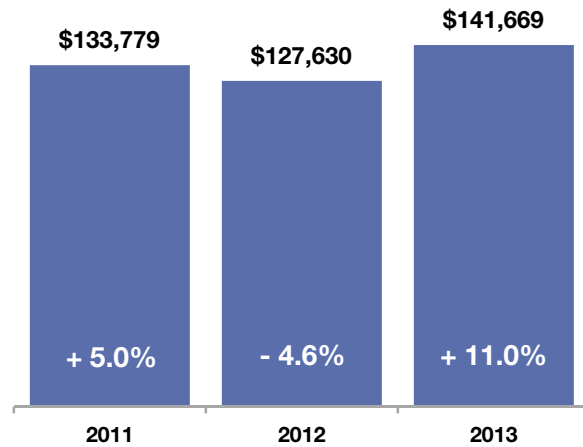


Average Sales Price

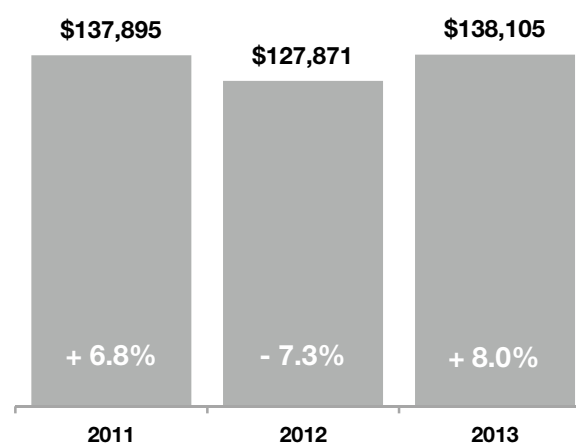
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



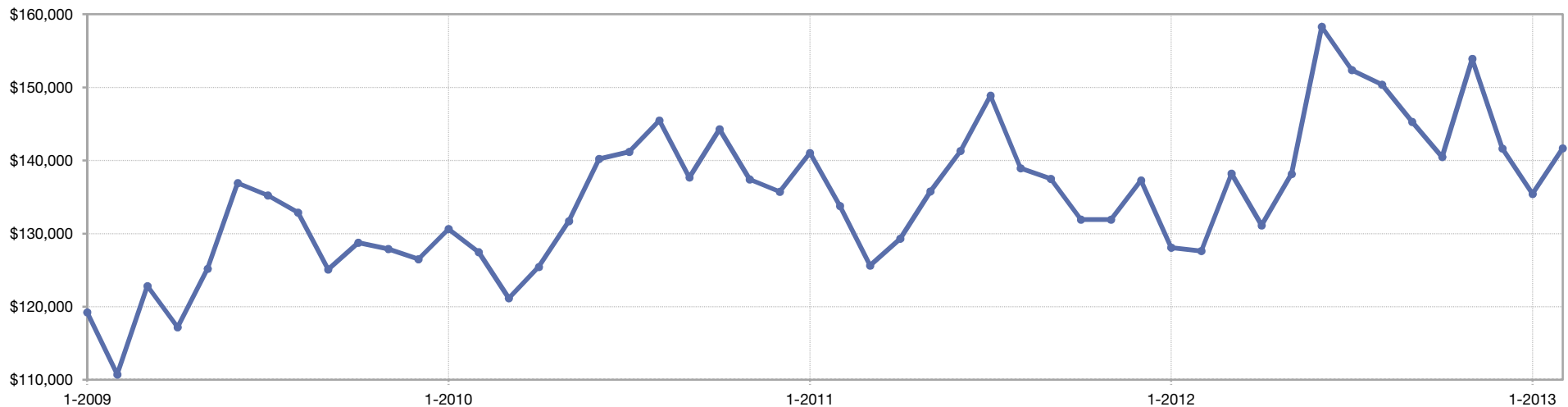
Year to Date



	Average Sales Price	Prior Year	Percent Change
March 2012	\$138,213	\$125,625	+10.0%
April 2012	\$131,123	\$129,312	+1.4%
May 2012	\$138,153	\$135,777	+1.7%
June 2012	\$158,299	\$141,309	+12.0%
July 2012	\$152,372	\$148,872	+2.4%
August 2012	\$150,371	\$138,940	+8.2%
September 2012	\$145,282	\$137,496	+5.7%
October 2012	\$140,484	\$131,924	+6.5%
November 2012	\$153,911	\$131,914	+16.7%
December 2012	\$141,638	\$137,274	+3.2%
January 2013	\$135,424	\$128,088	+5.7%
February 2013	\$141,669	\$127,630	+11.0%
12-Month Avg*	\$144,816	\$135,652	+6.8%

* Average Sales Price of all properties from March 2012 through February 2013. This is not the average of the individual figures above.

Historical Average Sales Price by Month

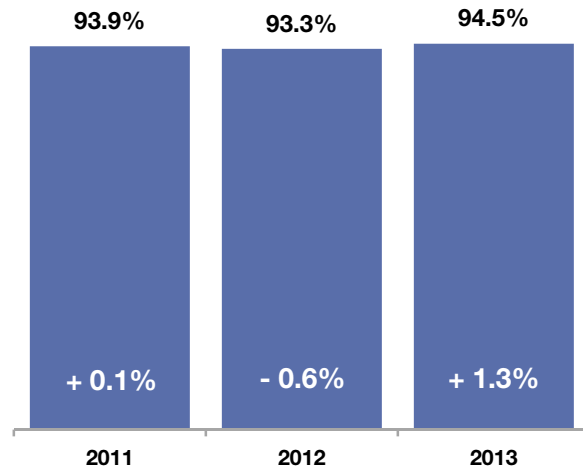


Percent of List Price Received

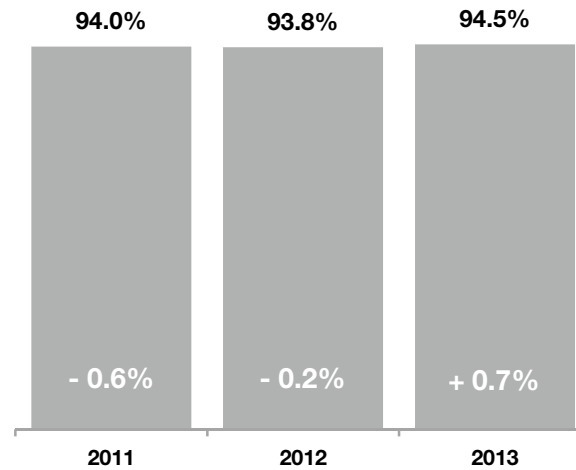


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February



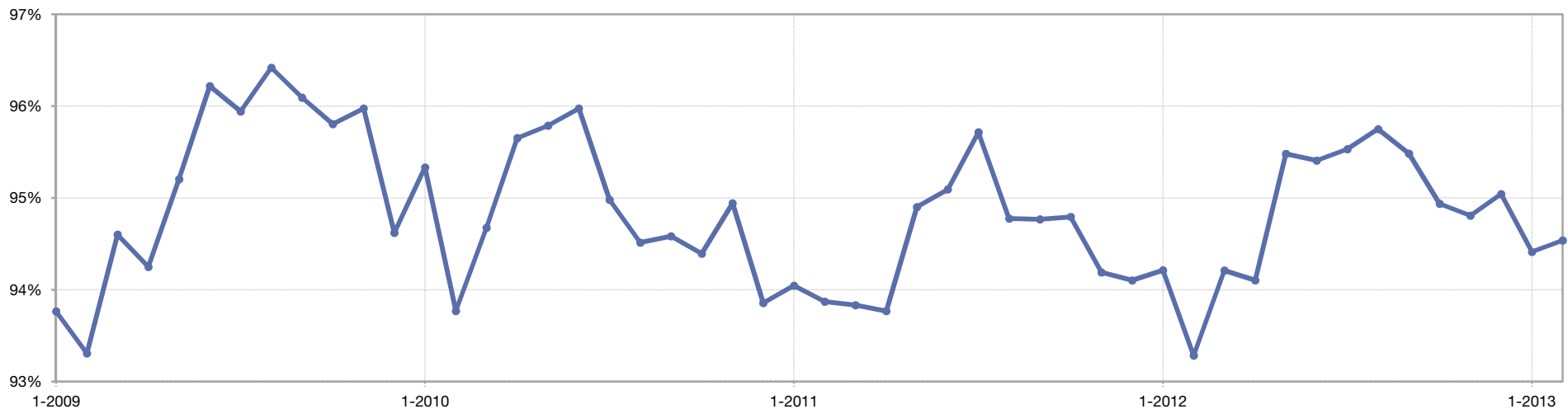
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
March 2012	94.2%	93.8%	+0.4%
April 2012	94.1%	93.8%	+0.3%
May 2012	95.5%	94.9%	+0.6%
June 2012	95.4%	95.1%	+0.3%
July 2012	95.5%	95.7%	-0.2%
August 2012	95.7%	94.8%	+0.9%
September 2012	95.5%	94.8%	+0.7%
October 2012	94.9%	94.8%	+0.1%
November 2012	94.8%	94.2%	+0.6%
December 2012	95.0%	94.1%	+1.0%
January 2013	94.4%	94.2%	+0.2%
February 2013	94.5%	93.3%	+1.3%
12-Month Avg*	95.1%	94.6%	+0.5%

* Average Pct. of List Price Received for all properties from March 2012 through February 2013. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

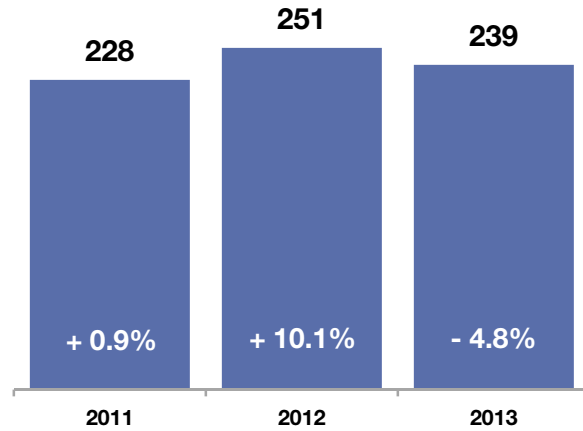


Housing Affordability Index

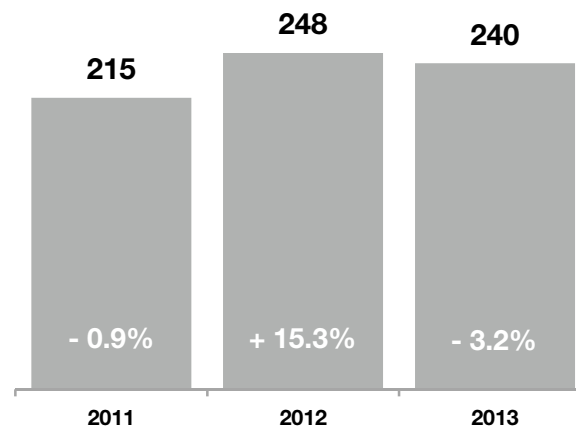


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

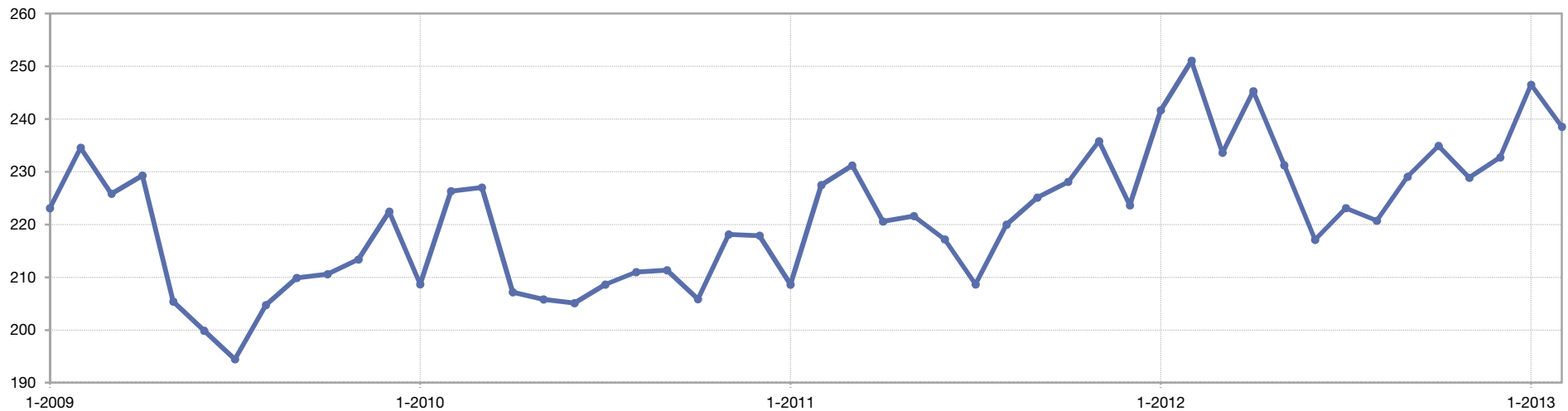


Year to Date



	Affordability Index	Prior Year	Percent Change
March 2012	234	231	+1.3%
April 2012	245	221	+10.9%
May 2012	231	222	+4.1%
June 2012	217	217	0.0%
July 2012	223	209	+6.7%
August 2012	221	220	+0.5%
September 2012	229	225	+1.8%
October 2012	235	228	+3.1%
November 2012	229	236	-3.0%
December 2012	233	224	+4.0%
January 2013	247	242	+2.1%
February 2013	239	251	-4.8%
12-Month Avg	232	227	+2.1%

Historical Housing Affordability Index by Month

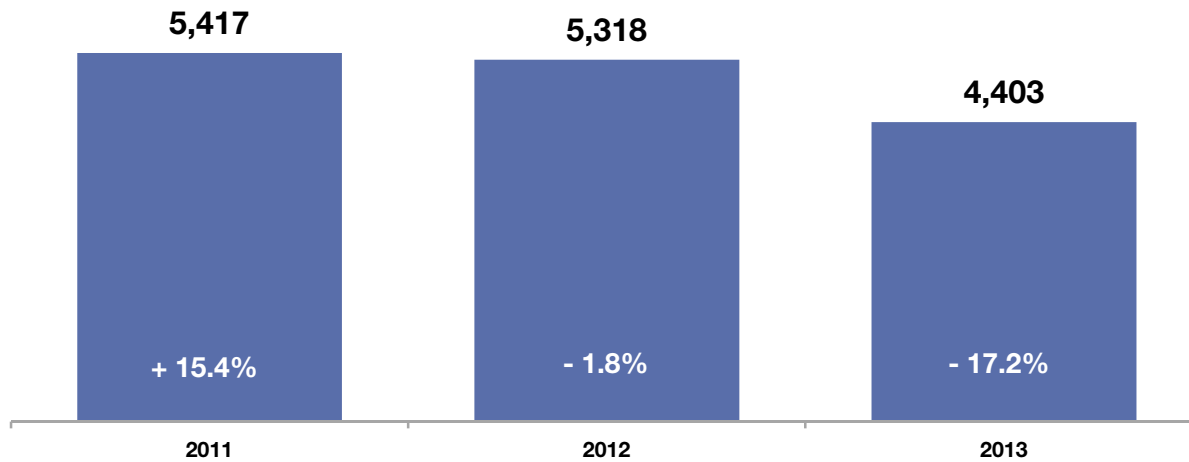


Inventory of Homes for Sale

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



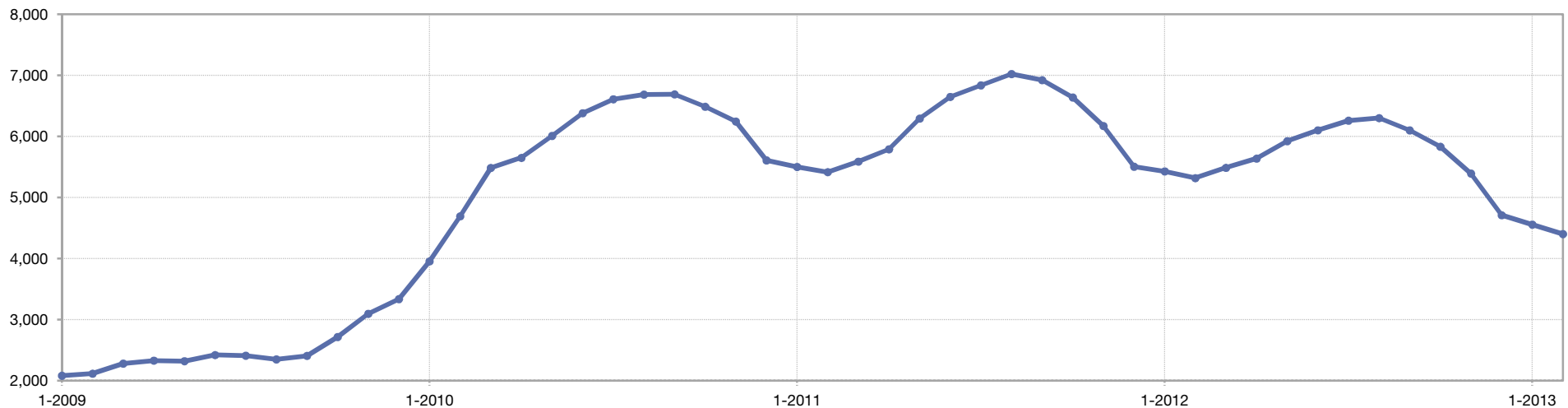
February



Homes for Sale	Prior Year	Percent Change
March 2012	5,487	5,589 -1.8%
April 2012	5,638	5,791 -2.6%
May 2012	5,923	6,293 -5.9%
June 2012	6,102	6,649 -8.2%
July 2012	6,259	6,837 -8.5%
August 2012	6,301	7,023 -10.3%
September 2012	6,100	6,922 -11.9%
October 2012	5,832	6,639 -12.2%
November 2012	5,393	6,172 -12.6%
December 2012	4,711	5,506 -14.4%
January 2013	4,558	5,429 -16.0%
February 2013	4,403	5,318 -17.2%
12-Month Avg*	5,559	6,181 -10.1%

* Homes for Sale for all properties from March 2012 through February 2013. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

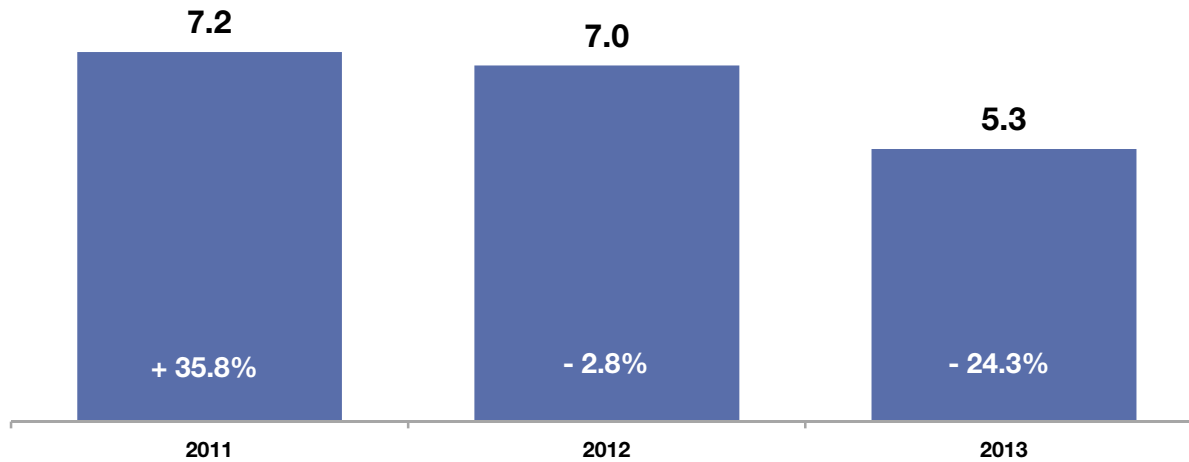


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2012	7.1	7.8	-9.0%
April 2012	7.2	8.5	-15.3%
May 2012	7.5	9.0	-16.7%
June 2012	7.7	9.3	-17.2%
July 2012	7.8	9.4	-17.0%
August 2012	7.8	9.6	-18.8%
September 2012	7.5	9.4	-20.2%
October 2012	7.1	9.0	-21.1%
November 2012	6.5	8.3	-21.7%
December 2012	5.7	7.4	-23.0%
January 2013	5.5	7.2	-23.6%
February 2013	5.3	7.0	-24.3%
12-Month Avg*	6.9	8.5	-18.8%

* Months Supply for all properties from March 2012 through February 2013. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

