



Monthly Indicators

January 2013

The idea of doing data analysis is about as exciting to some as renewing a driver's license. Sometimes watching monthly figures can feel like watching grass grow. Try to ignore the confusion of high school statistics class – those regressions and cotangents can't hurt you anymore. The number crunching is done for you, so let the trend be your friend. And for the first time since 2006, the numbers are largely positive. Let's look at the cheat sheet.

New Listings were down 9.8 percent to 1,142. Pending Sales decreased 7.0 percent to 637. Inventory shrank 18.2 percent to 4,435 units.

Prices rallied higher as the Median Sales Price was up 6.2 percent to \$115,250. Days on Market decreased 10.5 percent to 77 days. Months Supply of Inventory was down 25.0 percent to 5.4 months, the eleventh consecutive month of year-over-year declines.

It's important to watch the economy, since job growth directly fuels home purchases and since the housing industry generates jobs. The economy has added about 6.1 million jobs over the past 35 months, a sluggish but encouraging trend. Interest rates are slowly moving higher in some regions, though the affordability picture remains extremely attractive.

Activity Snapshot

+ 15.0% **+ 6.2%** **- 18.2%**

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.

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Activity Overview

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



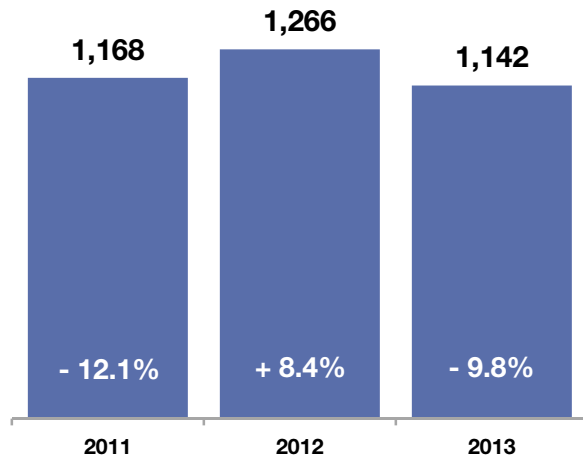
Key Metrics	Historical Sparkbars	1-2012	1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		1,266	1,142	- 9.8%	1,266	1,142	- 9.8%
Pending Sales		685	637	- 7.0%	685	637	- 7.0%
Closed Sales		541	622	+ 15.0%	541	622	+ 15.0%
Days on Market		86	77	- 10.5%	86	77	- 10.5%
Median Sales Price		\$108,500	\$115,250	+ 6.2%	\$108,500	\$115,250	+ 6.2%
Average Sales Price		\$128,088	\$136,129	+ 6.3%	\$128,088	\$136,129	+ 6.3%
Pct. of List Price Received		94.2%	94.4%	+ 0.2%	94.2%	94.4%	+ 0.2%
Affordability Index		242	246	+ 1.7%	242	246	+ 1.7%
Homes for Sale		5,424	4,435	- 18.2%	--	--	--
Months Supply		7.2	5.4	- 25.0%	--	--	--

New Listings

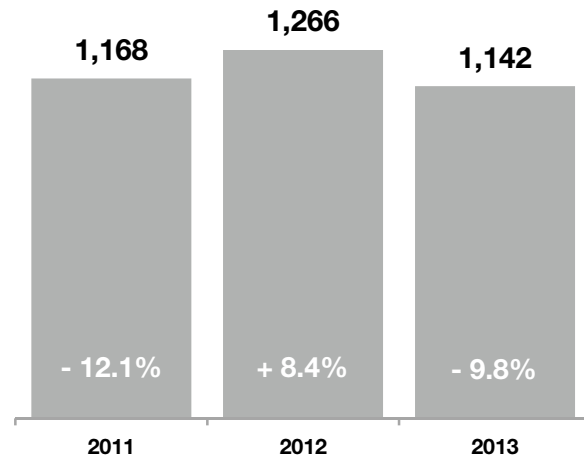
A count of the properties that have been newly listed on the market in a given month.



January

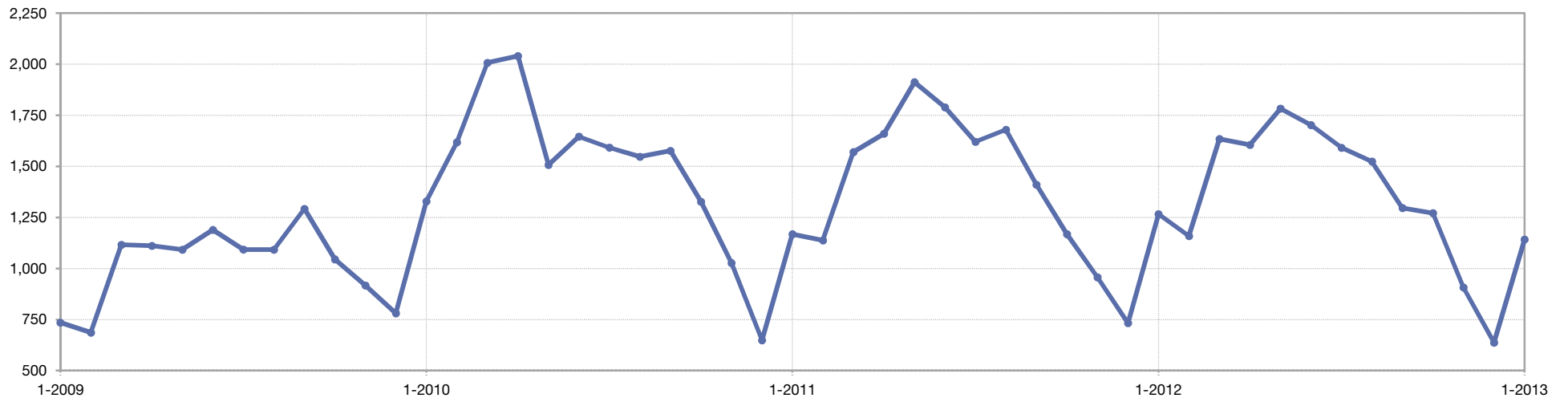


Year to Date



	New Listings	Prior Year	Percent Change
February 2012	1,159	1,138	+1.8%
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	1,296	1,410	-8.1%
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%
12-Month Avg	1,354	1,409	-3.9%

Historical New Listings by Month

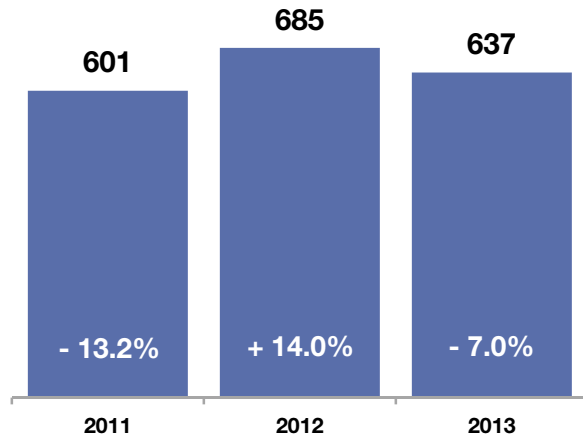


Pending Sales

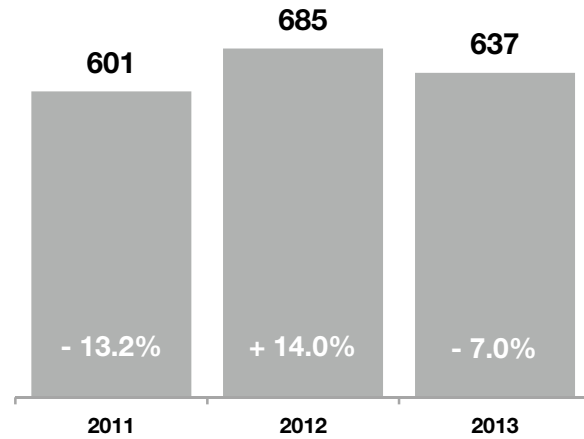
A count of the properties on which offers have been accepted in a given month.



January

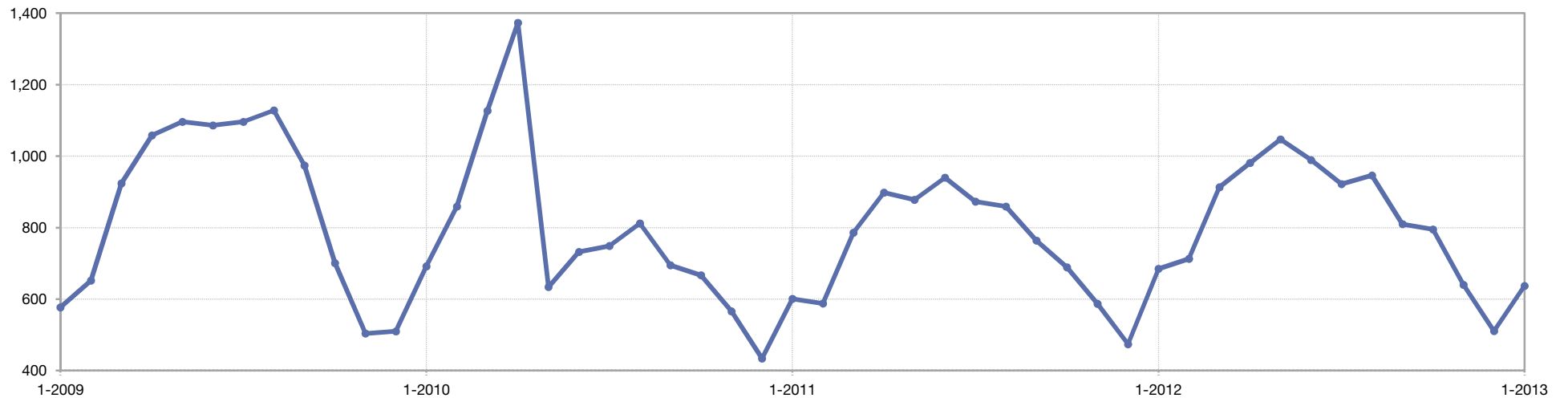


Year to Date



Pending Sales	Prior Year	Percent Change
February 2012	588	+21.3%
March 2012	786	+16.2%
April 2012	898	+9.2%
May 2012	878	+19.2%
June 2012	940	+5.2%
July 2012	873	+5.6%
August 2012	859	+10.1%
September 2012	764	+6.0%
October 2012	689	+15.4%
November 2012	587	+9.0%
December 2012	474	+7.8%
January 2013	685	-7.0%
12-Month Avg	825	+9.7%

Historical Pending Sales by Month

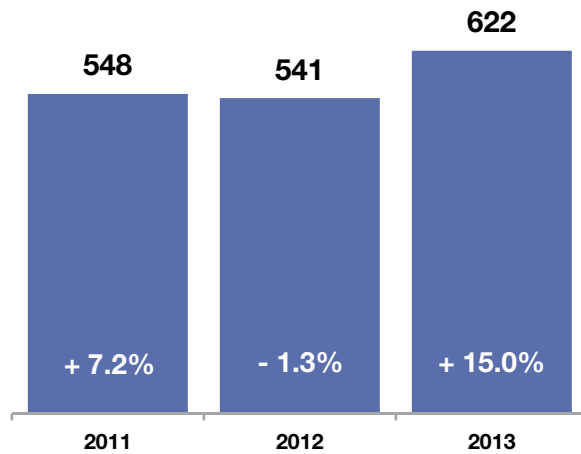


Closed Sales

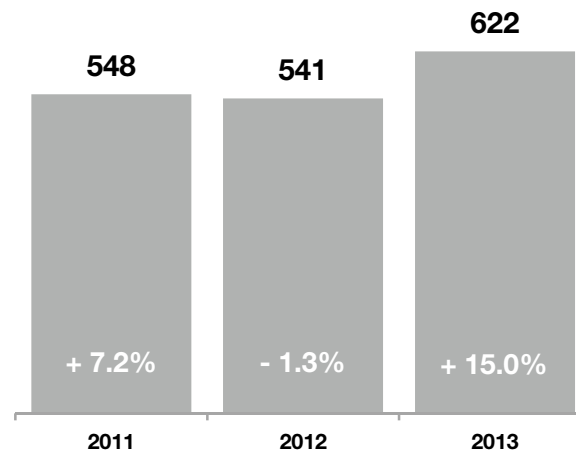
A count of the actual sales that closed in a given month.



January

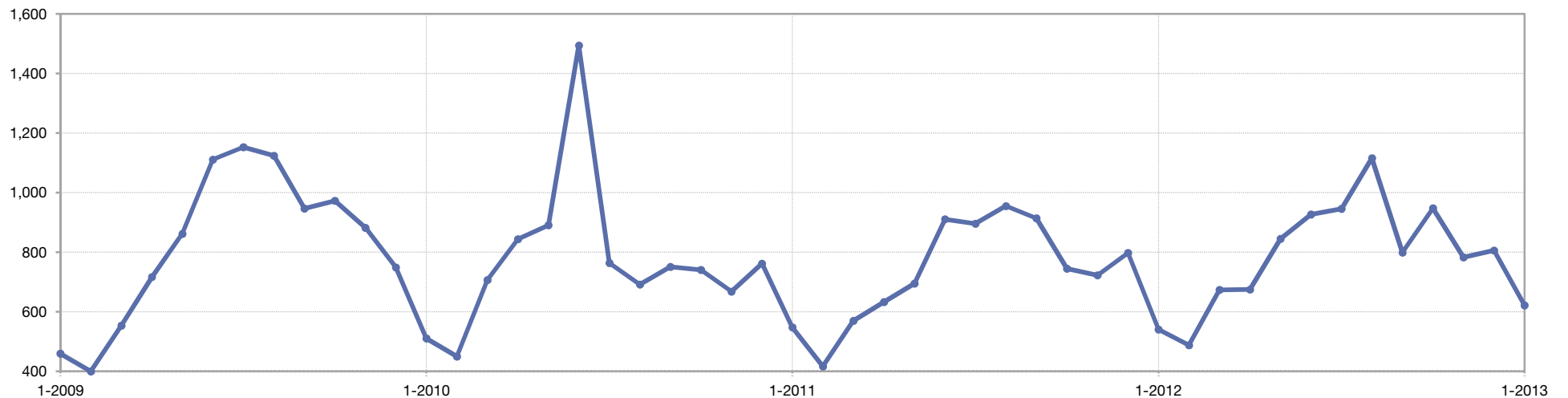


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2012	488	417	+17.0%
March 2012	674	570	+18.2%
April 2012	675	633	+6.6%
May 2012	845	695	+21.6%
June 2012	927	911	+1.8%
July 2012	946	896	+5.6%
August 2012	1,116	955	+16.9%
September 2012	799	914	-12.6%
October 2012	948	745	+27.2%
November 2012	783	723	+8.3%
December 2012	806	798	+1.0%
January 2013	622	541	+15.0%
12-Month Avg	802	733	+9.4%

Historical Closed Sales by Month

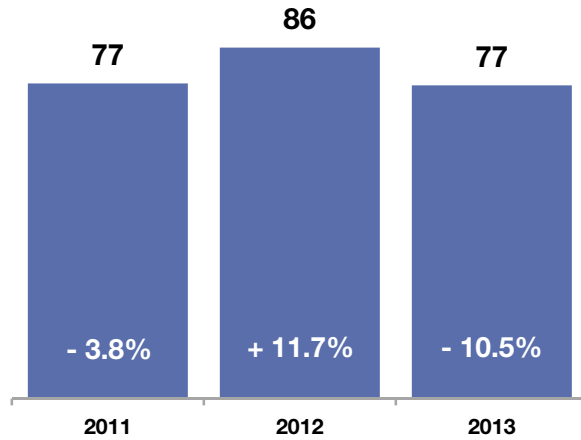


Days on Market Until Sale

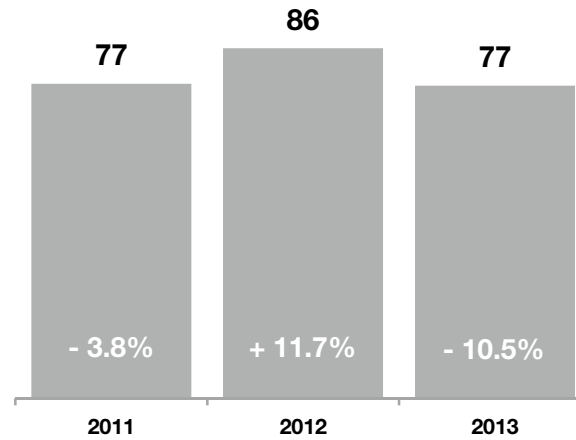
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



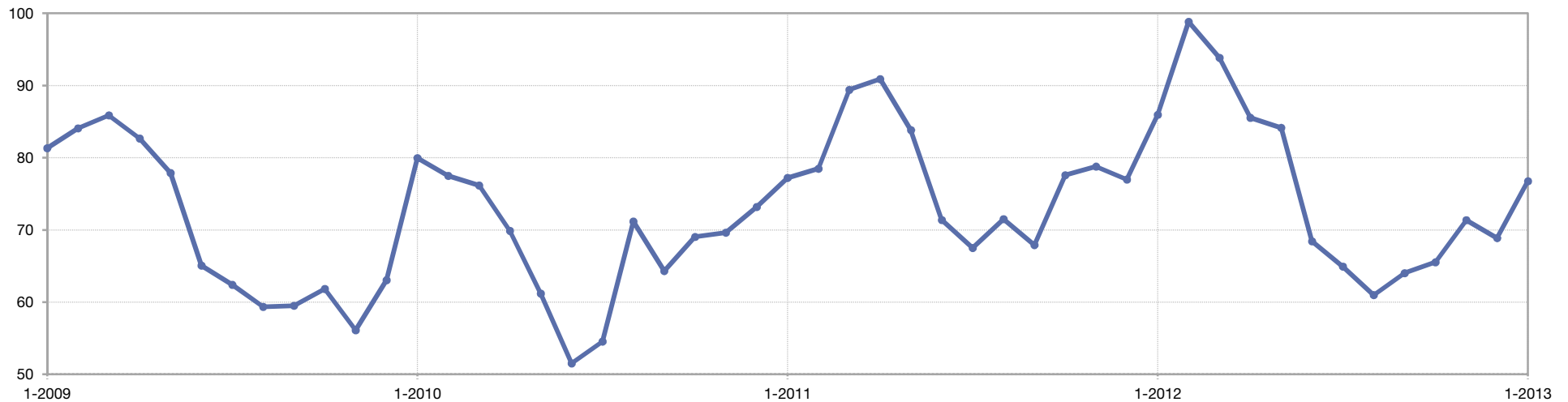
Year to Date



Days on Market	Prior Year	Percent Change
February 2012	78	+26.9%
March 2012	89	+5.6%
April 2012	91	-5.5%
May 2012	84	0.0%
June 2012	71	-4.2%
July 2012	68	-4.4%
August 2012	72	-15.3%
September 2012	68	-5.9%
October 2012	78	-15.4%
November 2012	79	-10.1%
December 2012	77	-10.4%
January 2013	86	-10.5%
12-Month Avg*	73	-5.2%

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

Historical Days on Market Until Sale by Month

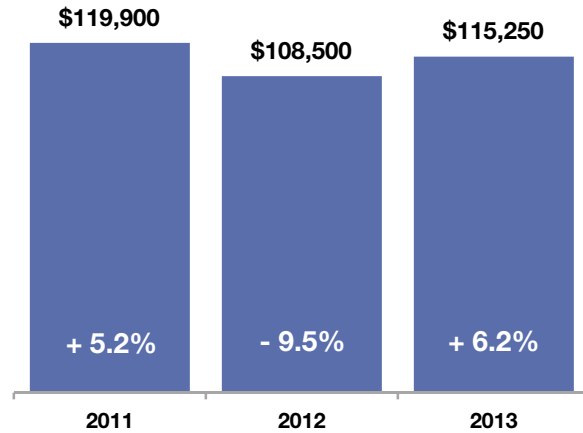


Median Sales Price

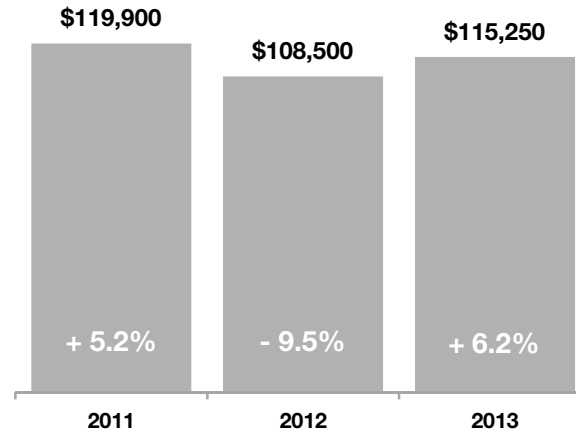
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



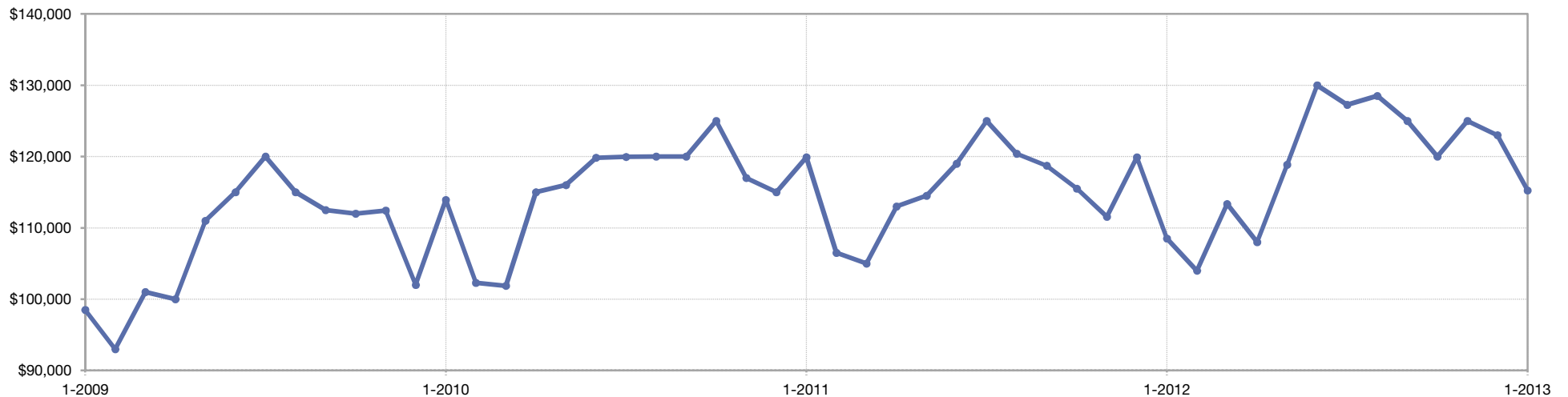
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2012	\$104,000	\$106,500	-2.3%
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	\$123,000	\$119,900	+2.6%
January 2013	\$115,250	\$108,500	+6.2%
12-Month Med*	\$122,000	\$115,000	+6.1%

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

Historical Median Sales Price by Month

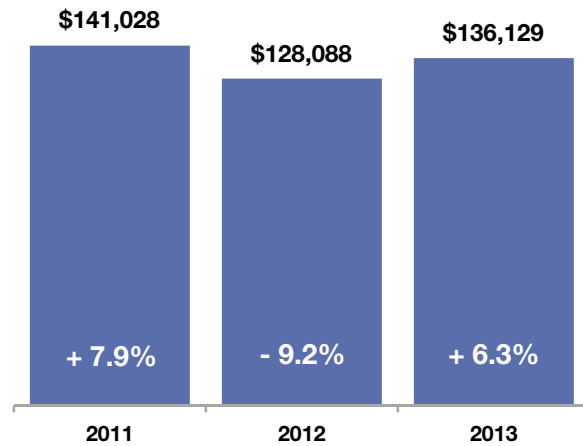


Average Sales Price

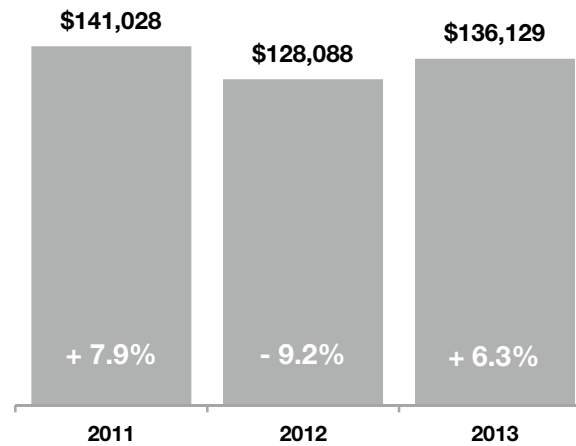
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



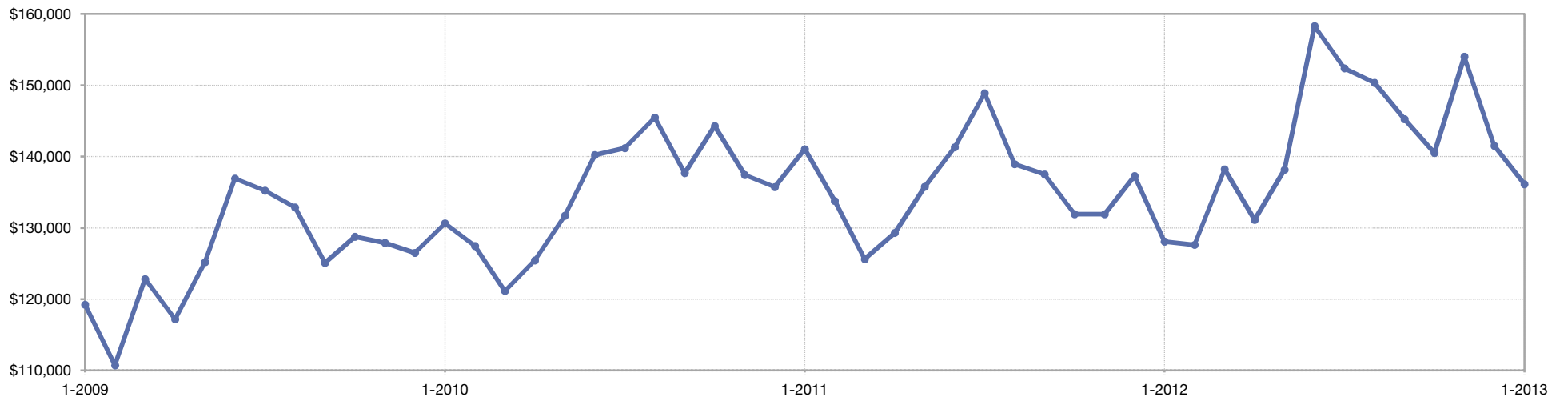
Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2012	\$127,630	\$133,779	-4.6%
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	\$150,344	\$138,940	+8.2%
September 2012	\$145,249	\$137,496	+5.6%
October 2012	\$140,511	\$131,924	+6.5%
November 2012	\$154,014	\$131,914	+16.8%
December 2012	\$141,500	\$137,274	+3.1%
January 2013	\$136,129	\$128,088	+6.3%
12-Month Avg*	\$144,156	\$136,005	+6.0%

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

Historical Average Sales Price by Month

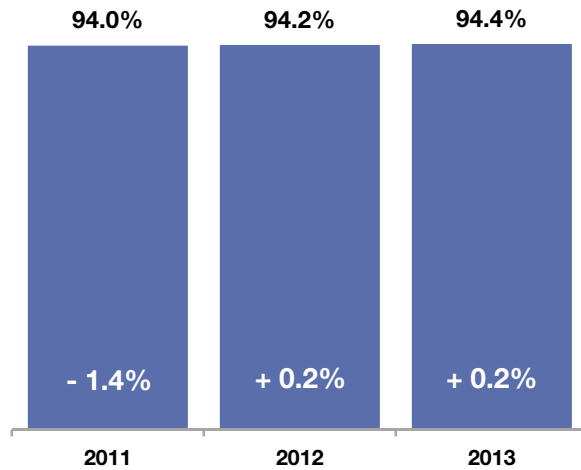


Percent of List Price Received

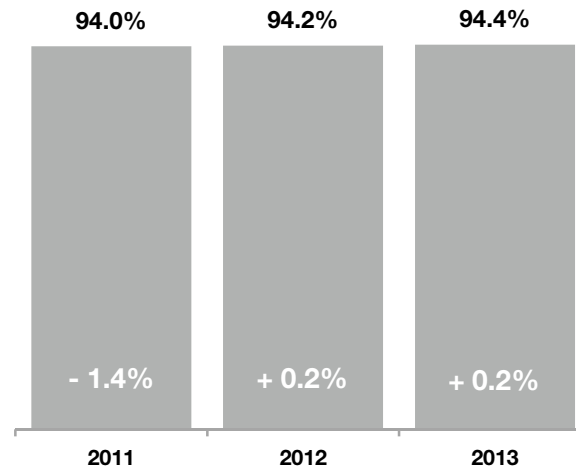


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January



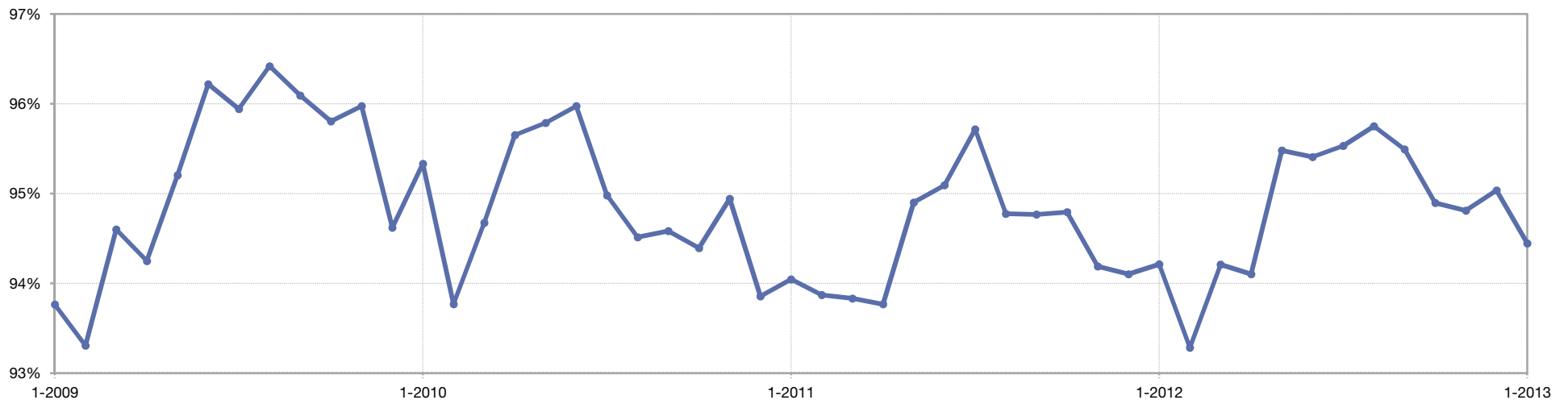
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
February 2012	93.3%	93.9%	-0.6%
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	95.8%	94.8%	+1.1%
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%
12-Month Avg*	95.0%	94.6%	+0.4%

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

Historical Percent of List Price Received by Month

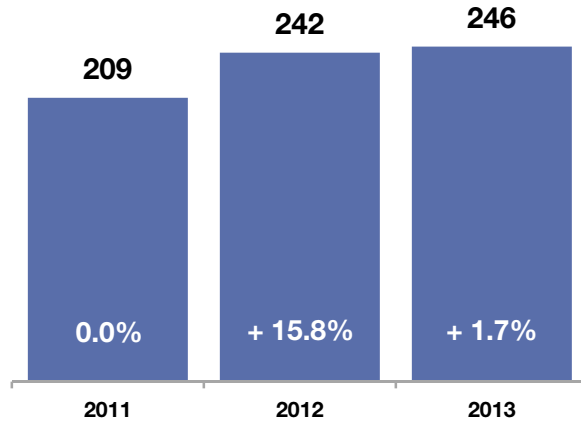


Housing Affordability Index

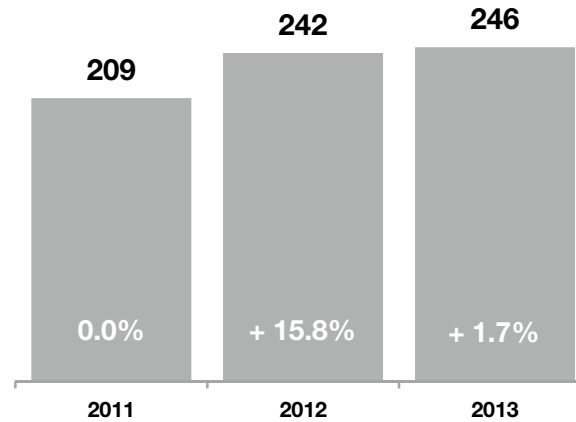


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

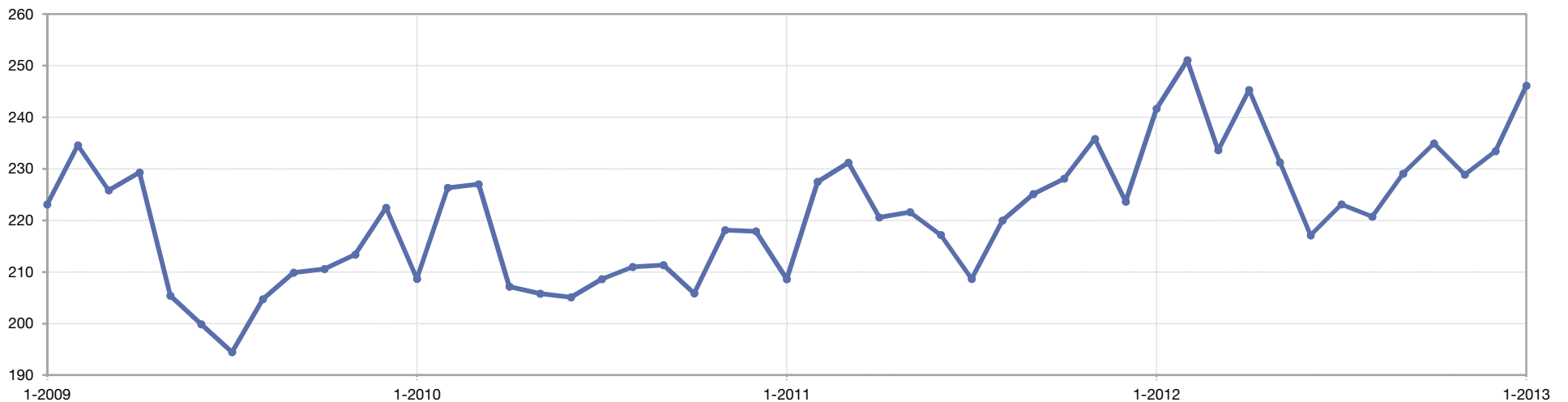


Year to Date



	Affordability Index	Prior Year	Percent Change
February 2012	251	228	+10.1%
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	246	242	+1.7%
12-Month Avg	233	225	+3.4%

Historical Housing Affordability Index by Month

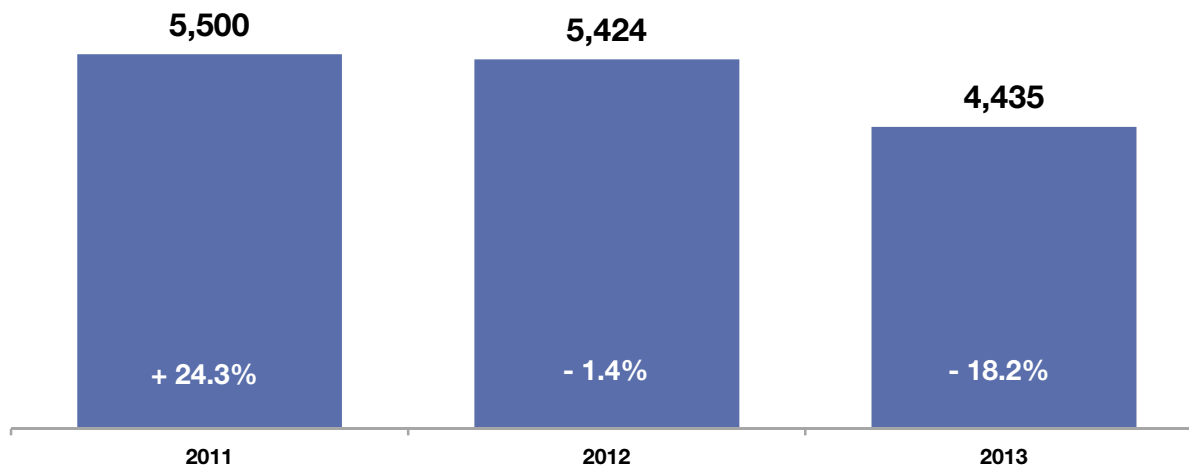


Inventory of Homes for Sale

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



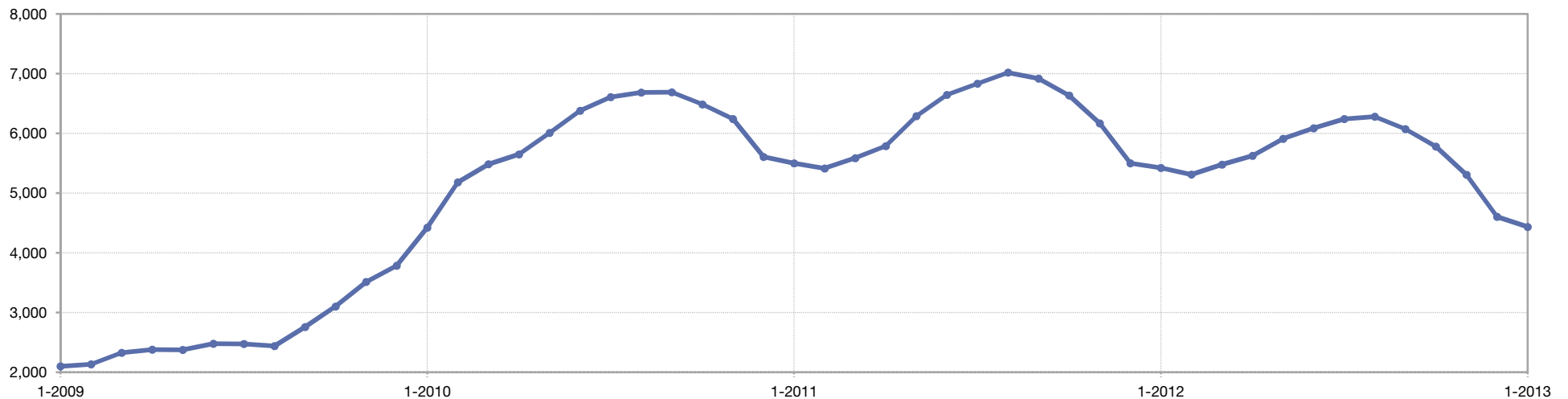
January



Homes for Sale	Prior Year	Percent Change
February 2012	5,313	5,414 -1.9%
March 2012	5,478	5,586 -1.9%
April 2012	5,626	5,788 -2.8%
May 2012	5,911	6,290 -6.0%
June 2012	6,088	6,646 -8.4%
July 2012	6,242	6,834 -8.7%
August 2012	6,281	7,020 -10.5%
September 2012	6,073	6,919 -12.2%
October 2012	5,780	6,636 -12.9%
November 2012	5,309	6,169 -13.9%
December 2012	4,605	5,502 -16.3%
January 2013	4,435	5,424 -18.2%
12-Month Avg*	5,595	6,186 -9.6%

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

Historical Inventory of Homes for Sale by Month

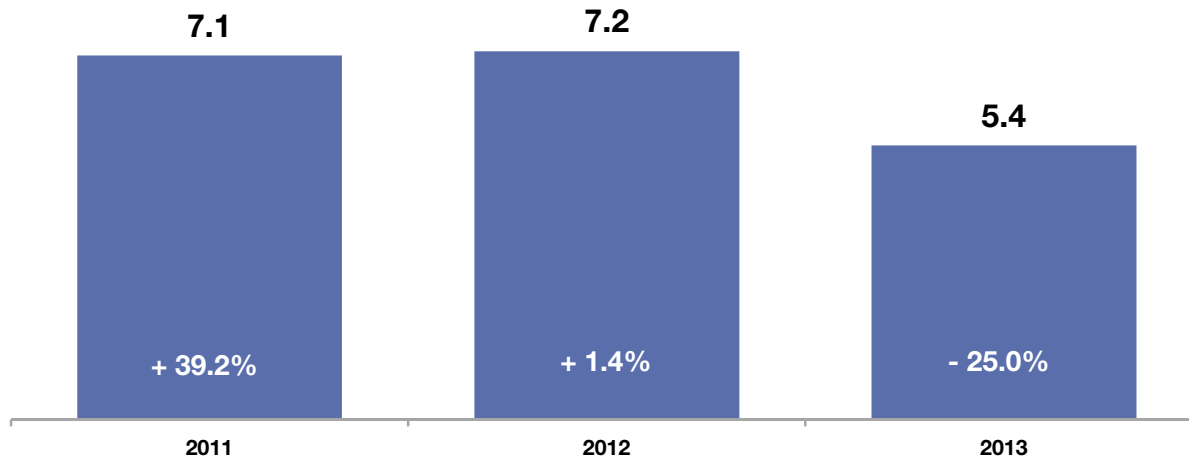


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2012	7.0	7.2	-2.8%
March 2012	7.1	7.8	-9.0%
April 2012	7.2	8.5	-15.3%
May 2012	7.4	9.0	-17.8%
June 2012	7.6	9.3	-18.3%
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	7.0	9.0	-22.2%
November 2012	6.4	8.3	-22.9%
December 2012	5.6	7.4	-24.3%
January 2013	5.4	7.2	-25.0%
12-Month Avg*	7.0	8.5	-17.6%

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

Historical Months Supply of Inventory by Month

