



# Monthly Indicators

## December 2012

It was largely a year of recovery for housing across our nation. Markets resolved to shed their excess weight, appeal to both existing homeowners and renters alike, and learn to play nicer with banks. Hey, three for three isn't too bad. But there's more work to be done. Here's how the final month of 2012 finished up.

New Listings were down 13.1 percent to 637. Pending Sales increased 5.5 percent to 500. Inventory shrank 18.7 percent to 4,471 units.

Prices turned higher as the Median Sales Price was up 3.4 percent to \$124,000. Days on Market decreased 10.4 percent to 69 days. Months Supply of Inventory was down 27.0 percent to 5.4 months, the tenth consecutive month of year-over-year declines.

Economic growth is on an upward trend and several prominent housing indices continue to showcase market turnaround. Momentum is on our side, though it won't necessarily be fast, consistent or universal. But after five or six challenging years, it's a welcomed change of pace. Plenty of opportunity lies ahead. Here's to a healthy and prosperous year!

## Activity Snapshot

**- 0.9%**      **+ 3.4%**      **- 18.7%**

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.



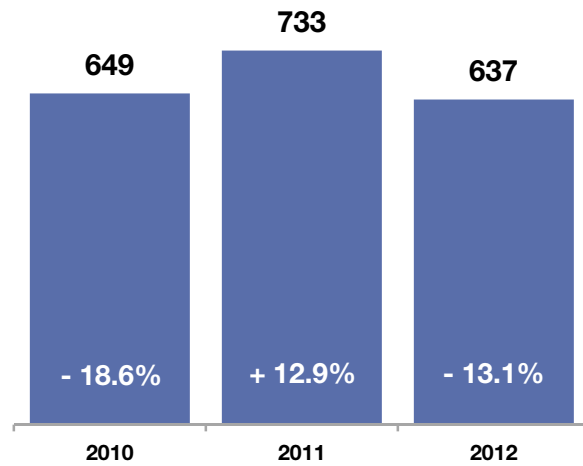
Key Metrics	Historical Sparkbars	12-2011	12-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
<b>New Listings</b>		733	<b>637</b>	- 13.1%	16,804	<b>16,376</b>	- 2.5%
<b>Pending Sales</b>		474	<b>500</b>	+ 5.5%	8,939	<b>9,950</b>	+ 11.3%
<b>Closed Sales</b>		798	<b>791</b>	- 0.9%	8,805	<b>9,522</b>	+ 8.1%
<b>Days on Market</b>		77	<b>69</b>	- 10.4%	77	<b>74</b>	- 3.9%
<b>Median Sales Price</b>		\$119,900	<b>\$124,000</b>	+ 3.4%	\$116,000	<b>\$121,000</b>	+ 4.3%
<b>Average Sales Price</b>		\$137,274	<b>\$142,251</b>	+ 3.6%	\$136,804	<b>\$143,860</b>	+ 5.2%
<b>Pct. of List Price Received</b>		94.1%	<b>95.0%</b>	+ 1.0%	94.6%	<b>95.0%</b>	+ 0.4%
<b>Affordability Index</b>		224	<b>232</b>	+ 3.6%	229	<b>236</b>	+ 3.1%
<b>Homes for Sale</b>		5,499	<b>4,471</b>	- 18.7%	--	<b>--</b>	--
<b>Months Supply</b>		7.4	<b>5.4</b>	- 27.0%	--	<b>--</b>	--

# New Listings

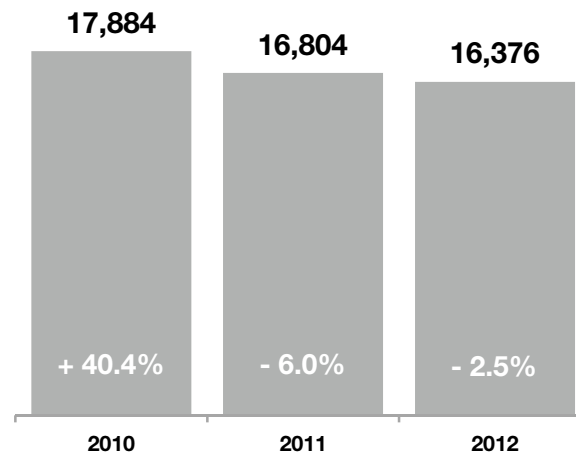
A count of the properties that have been newly listed on the market in a given month.



## December

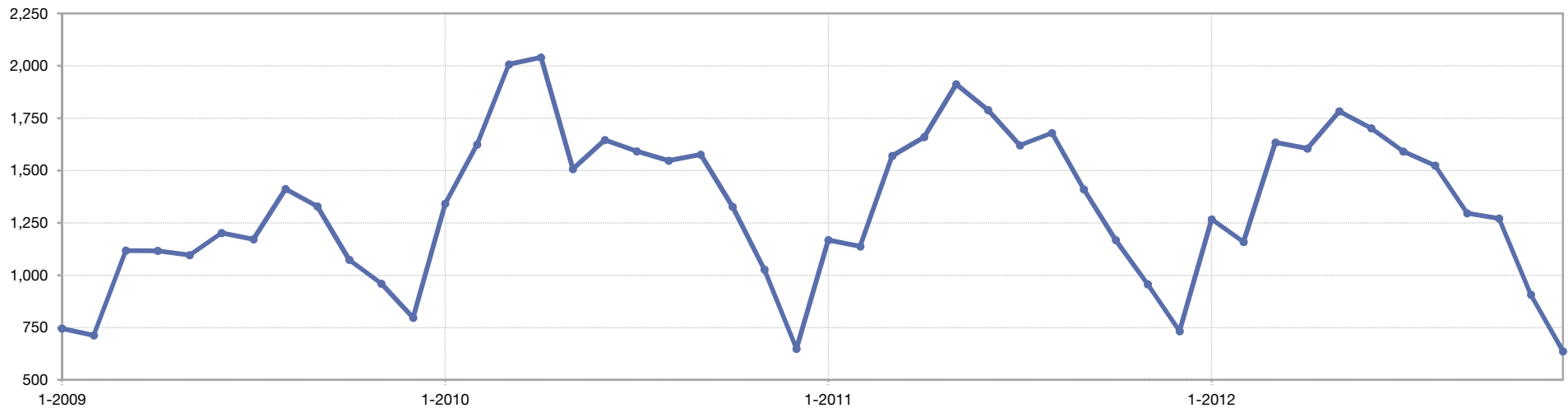


## Year to Date



	New Listings	Prior Year	Percent Change
January 2012	1,267	1,168	+8.5%
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%
<b>December 2012</b>	<b>637</b>	<b>733</b>	<b>-13.1%</b>
12-Month Avg	1,365	1,400	-2.5%

## Historical New Listings by Month

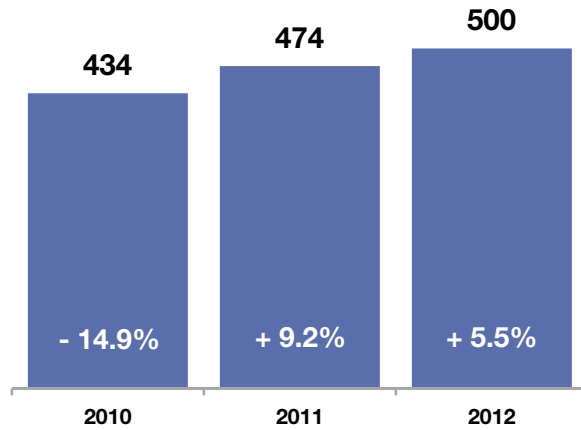


# Pending Sales

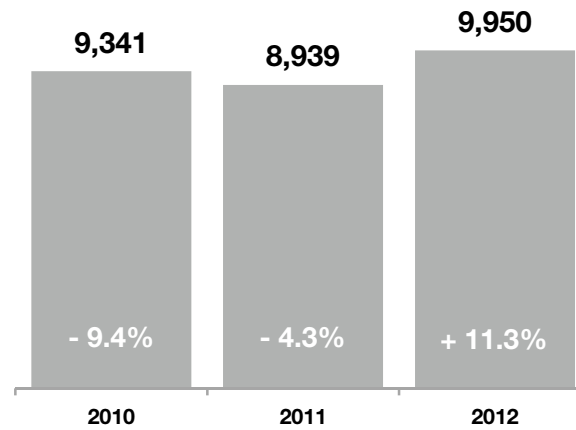
A count of the properties on which offers have been accepted in a given month.



## December

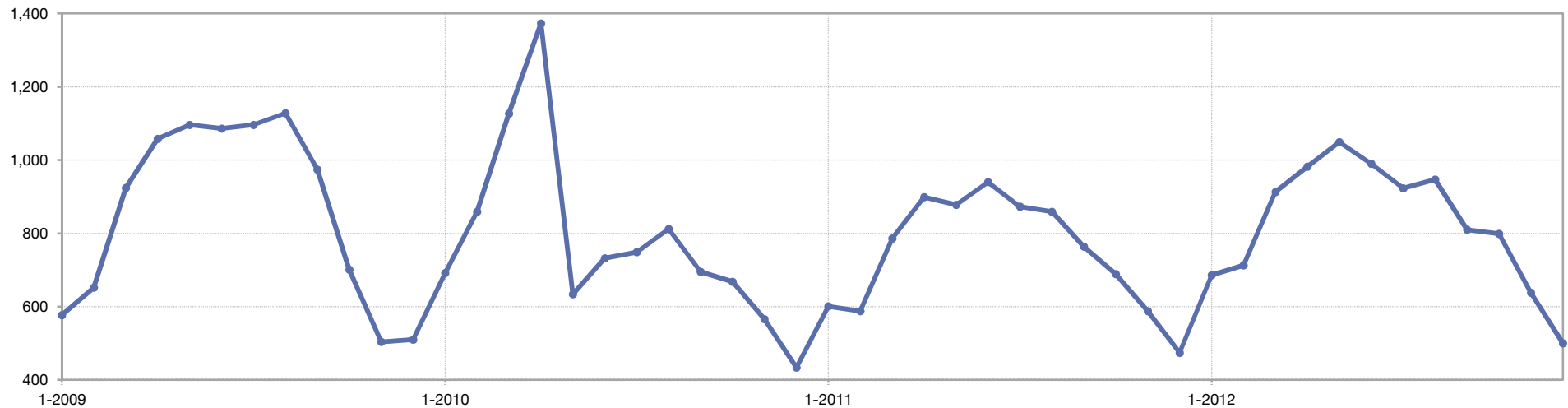


## Year to Date



Pending Sales	Prior Year	Percent Change
January 2012	601	+14.1%
February 2012	588	+21.3%
March 2012	786	+16.2%
April 2012	899	+9.2%
May 2012	878	+19.5%
June 2012	940	+5.3%
July 2012	873	+5.7%
August 2012	859	+10.2%
September 2012	764	+6.0%
October 2012	689	+16.0%
November 2012	588	+8.5%
<b>December 2012</b>	<b>474</b>	<b>+5.5%</b>
12-Month Avg	745	+11.3%

## Historical Pending Sales by Month

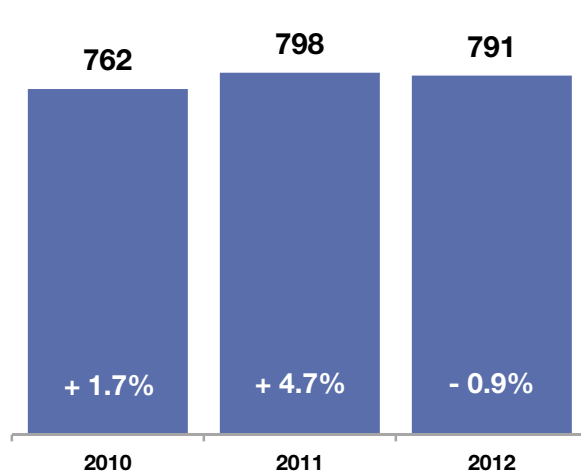


# Closed Sales

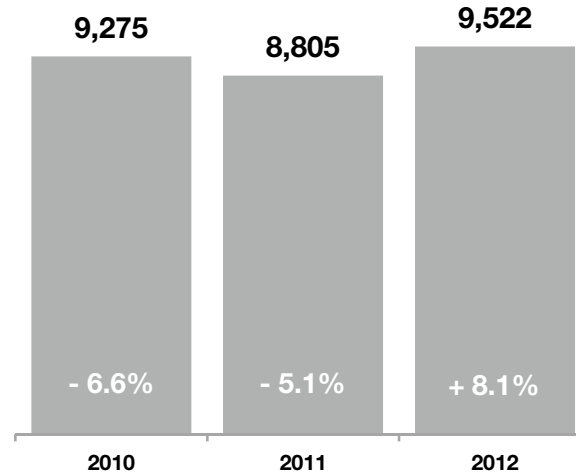
A count of the actual sales that closed in a given month.



## December

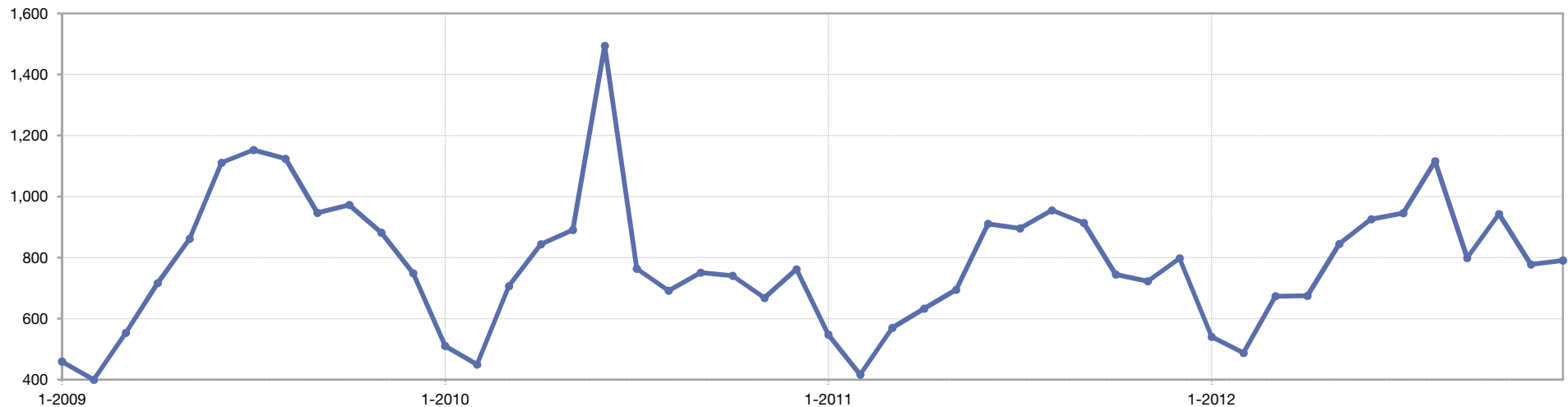


## Year to Date



Closed Sales	Prior Year	Percent Change	
January 2012	541	548	-1.3%
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	926	911	+1.6%
July 2012	946	896	+5.6%
August 2012	1,116	955	+16.9%
September 2012	799	914	-12.6%
October 2012	943	745	+26.6%
November 2012	778	723	+7.6%
<b>December 2012</b>	<b>791</b>	<b>798</b>	<b>-0.9%</b>
12-Month Avg	794	734	+8.2%

## Historical Closed Sales by Month

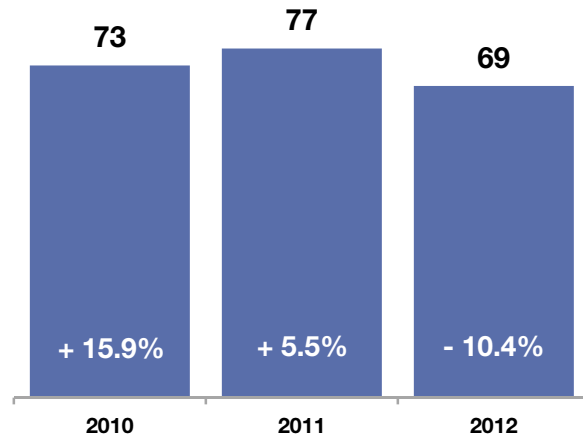


# Days on Market Until Sale

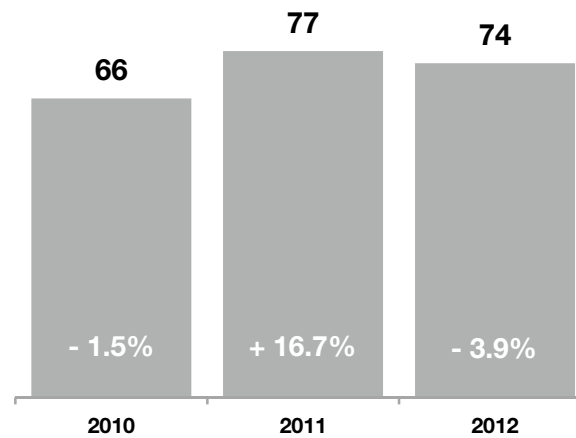
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



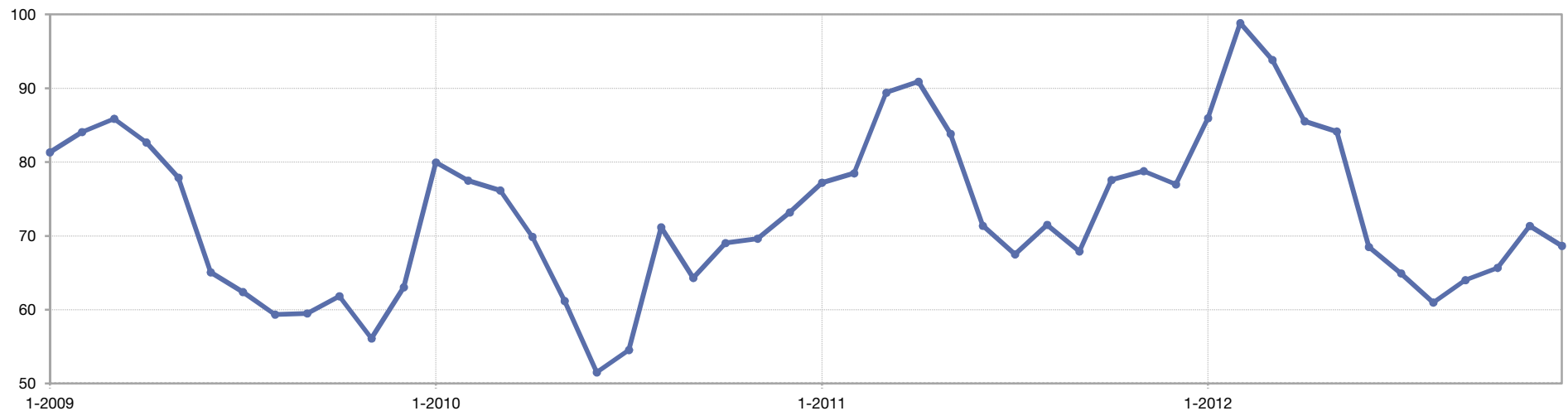
## Year to Date



Days on Market	Prior Year	Percent Change
January 2012	77	+11.7%
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%
<b>December 2012</b>	<b>77</b>	<b>-10.4%</b>
12-Month Avg*	74	-3.9%

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

## Historical Days on Market Until Sale by Month

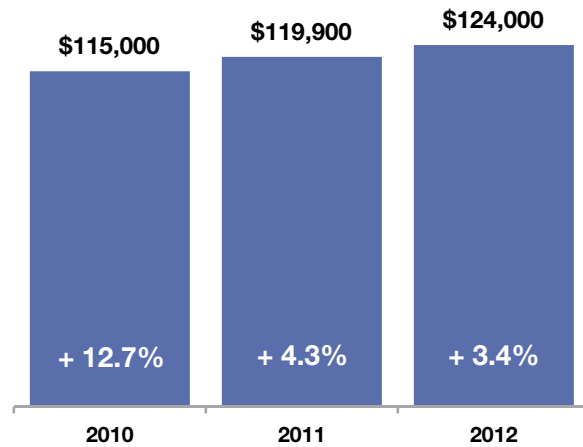


# Median Sales Price

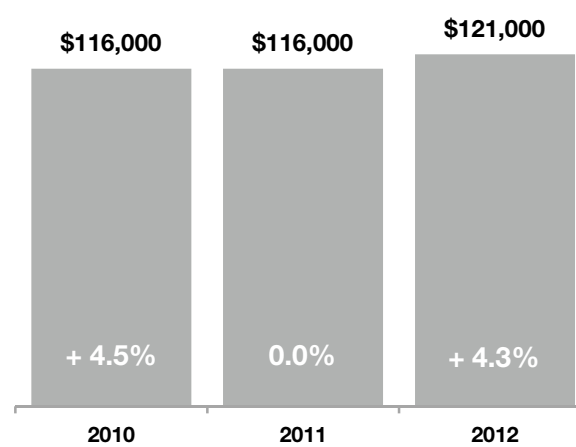
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



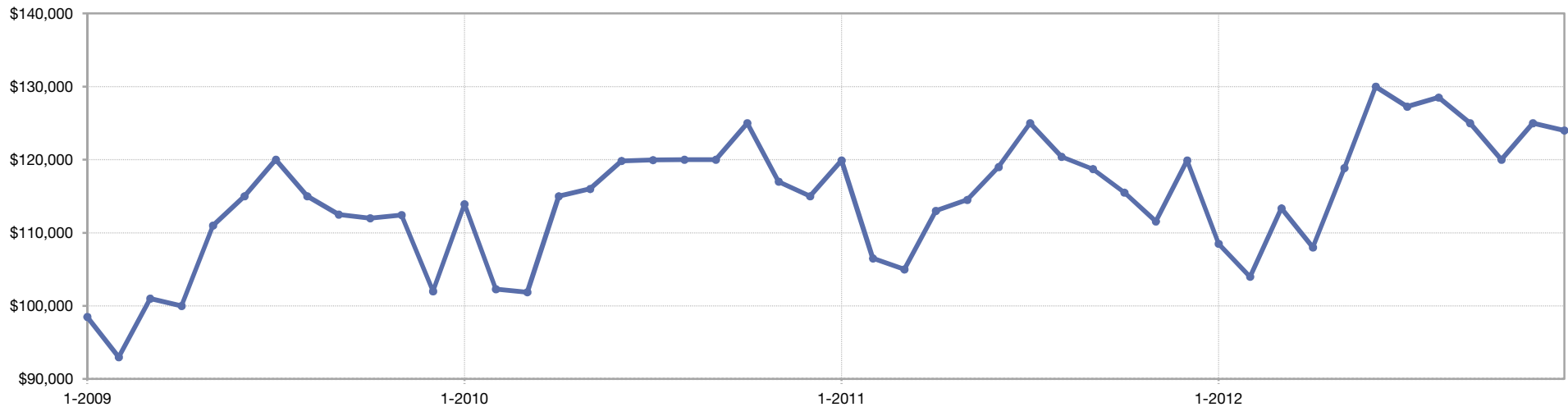
## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2012	\$108,500	\$119,900	-9.5%
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%
<b>December 2012</b>	<b>\$124,000</b>	<b>\$119,900</b>	<b>+3.4%</b>
12-Month Med*	\$121,000	\$116,000	+4.3%

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

## Historical Median Sales Price by Month

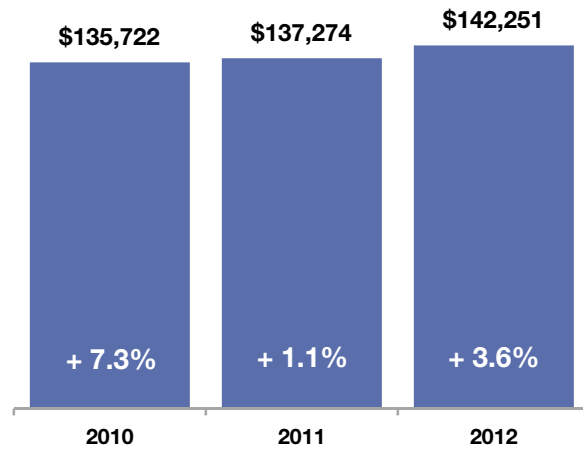


# Average Sales Price

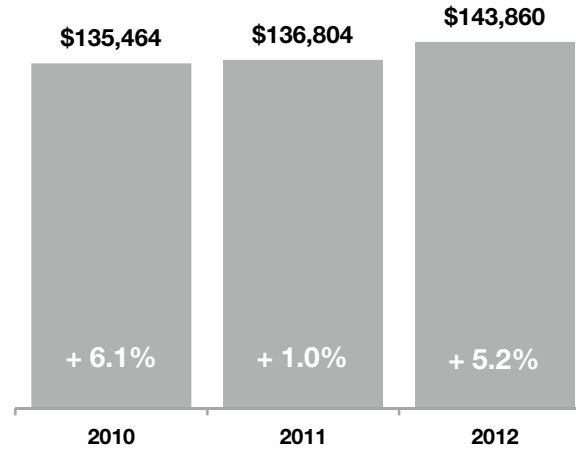
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



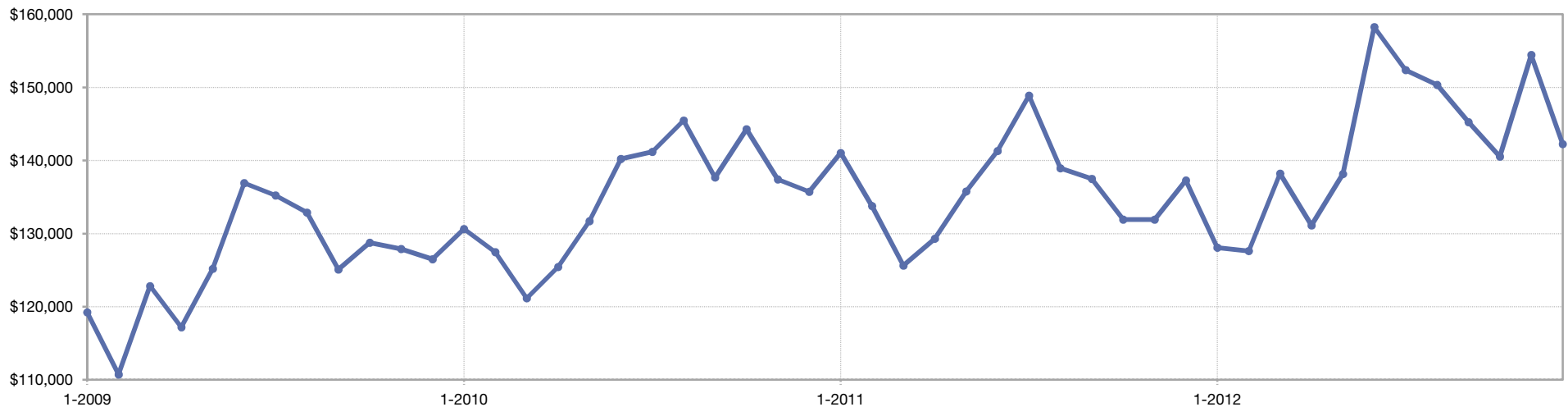
## Year to Date



	Average Sales Price	Prior Year	Percent Change
January 2012	\$128,088	\$141,028	-9.2%
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	\$158,259	\$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	\$140,534	\$131,924	+6.5%
November 2012	\$154,445	\$131,914	+17.1%
<b>December 2012</b>	<b>\$142,251</b>	<b>\$137,274</b>	<b>+3.6%</b>
12-Month Avg*	\$143,860	\$136,804	+5.2%

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

## Historical Average Sales Price by Month



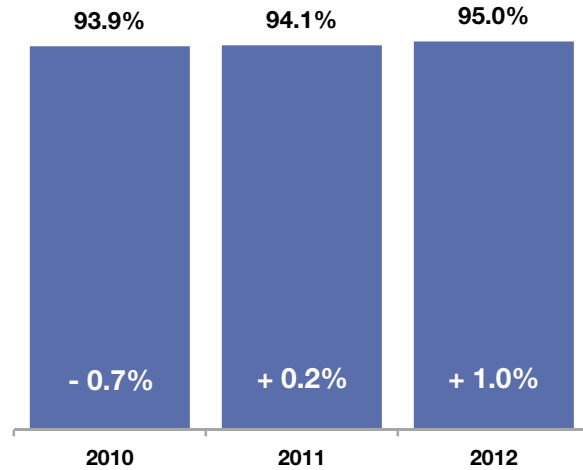


# Percent of List Price Received

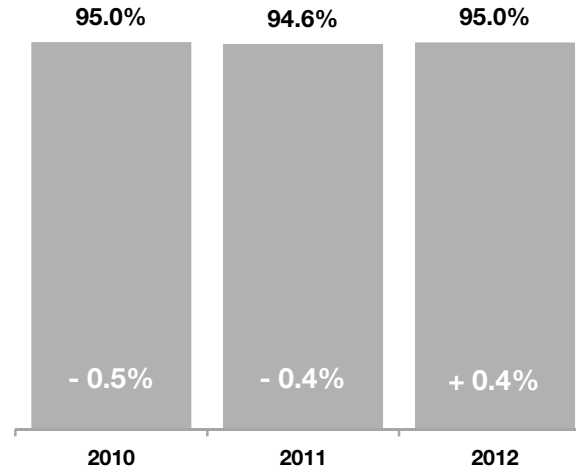


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December



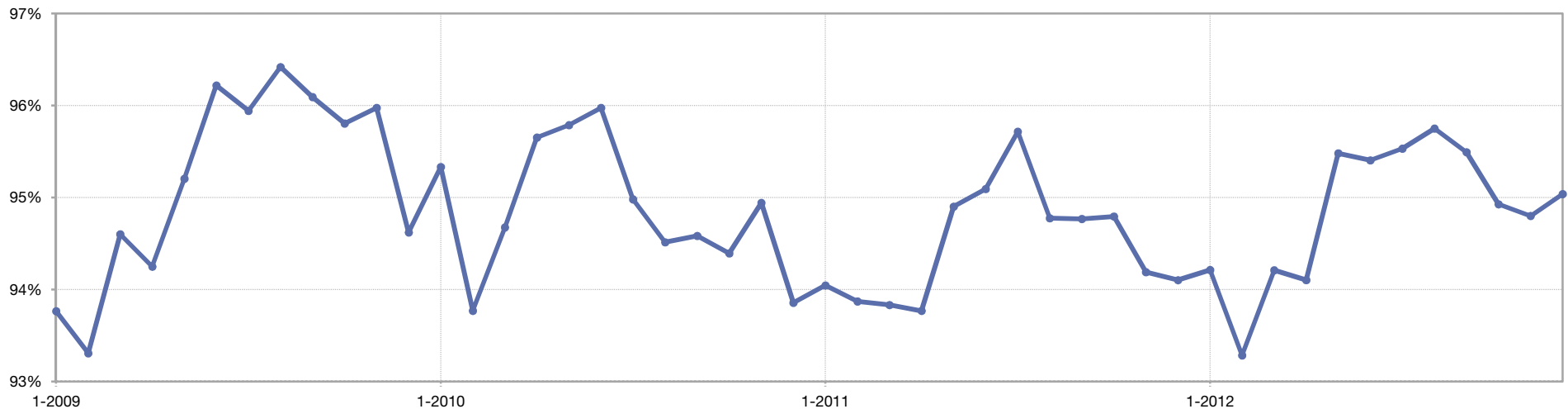
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
January 2012	94.2%	94.0%	+0.2%
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%
<b>December 2012</b>	<b>95.0%</b>	<b>94.1%</b>	<b>+1.0%</b>
12-Month Avg*	95.0%	94.6%	+0.4%

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

## Historical Percent of List Price Received by Month

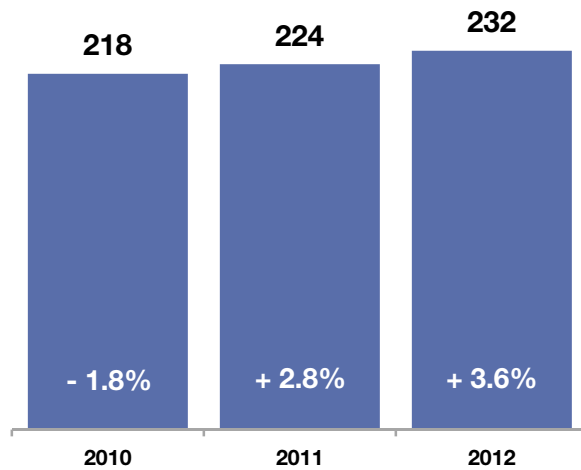


# Housing Affordability Index

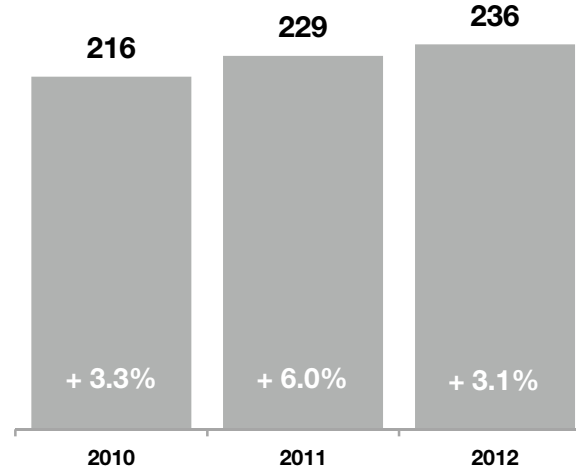


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December

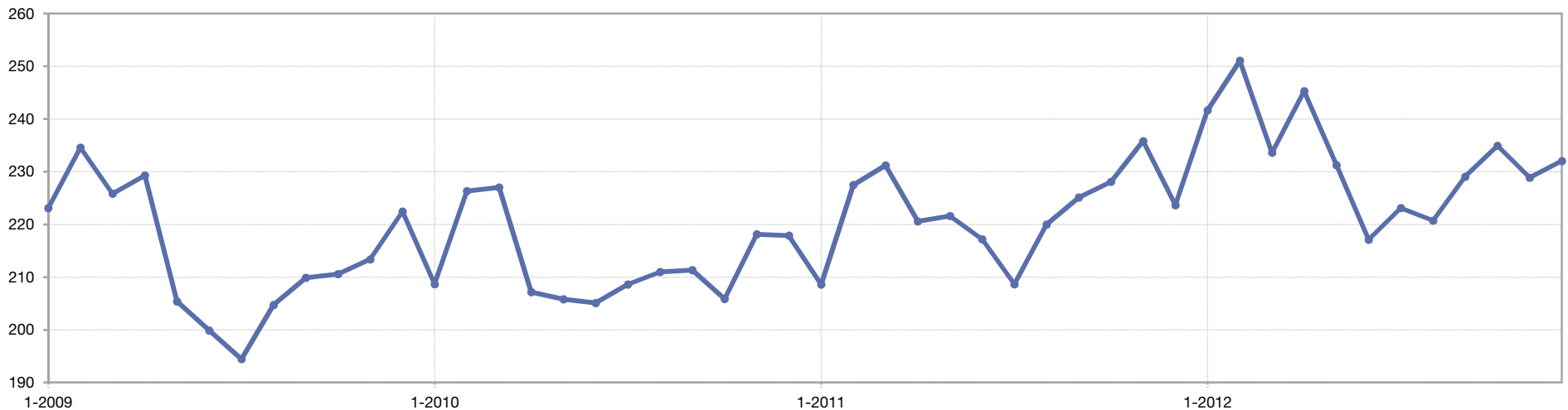


## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2012	242	209	+15.8%
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%
<b>December 2012</b>	<b>232</b>	<b>224</b>	<b>+3.6%</b>
12-Month Avg	232	222	+4.5%

## Historical Housing Affordability Index by Month

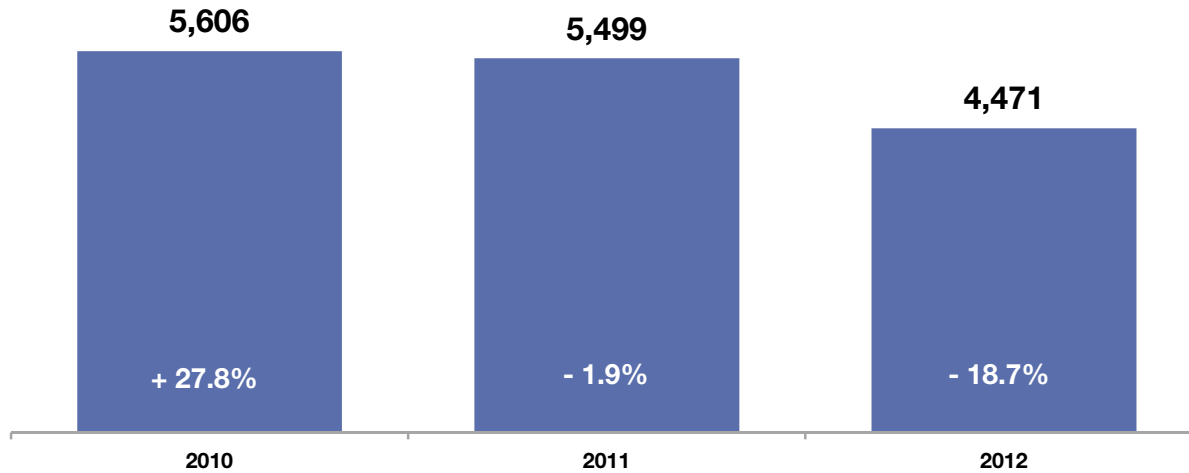


# Inventory of Homes for Sale

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



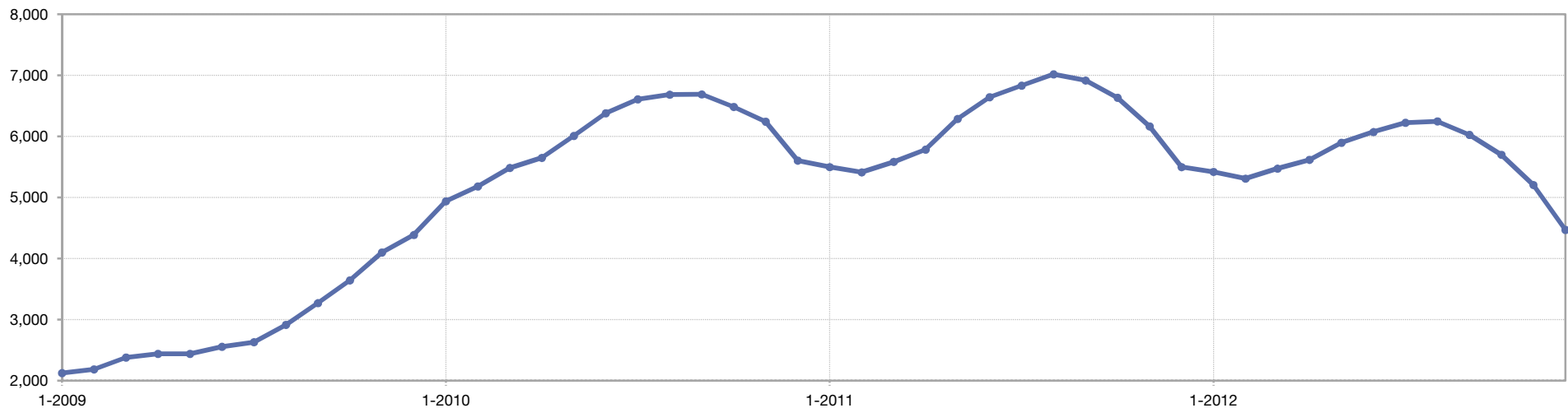
## December



Homes for Sale		Prior Year	Percent Change
January 2012	5,421	5,499	-1.4%
February 2012	5,310	5,413	-1.9%
March 2012	5,474	5,585	-2.0%
April 2012	5,619	5,786	-2.9%
May 2012	5,898	6,288	-6.2%
June 2012	6,073	6,644	-8.6%
July 2012	6,225	6,832	-8.9%
August 2012	6,248	7,018	-11.0%
September 2012	6,027	6,917	-12.9%
October 2012	5,701	6,634	-14.1%
November 2012	5,206	6,166	-15.6%
<b>December 2012</b>	<b>4,471</b>	<b>5,499</b>	<b>-18.7%</b>
12-Month Avg*	5,639	6,190	-8.9%

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

## Historical Inventory of Homes for Sale by Month

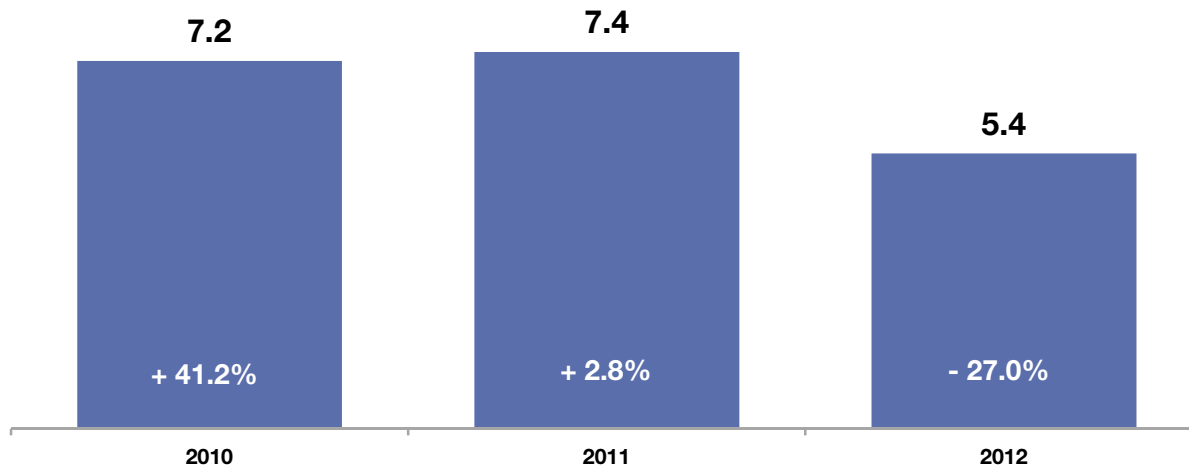


# Months Supply of Inventory

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 2012	7.2	7.1	+1.4%
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	7.7	9.6	-19.8%
September 2012	7.4	9.4	-21.3%
October 2012	6.9	9.0	-23.3%
November 2012	6.3	8.3	-24.1%
<b>December 2012</b>	<b>5.4</b>	<b>7.4</b>	<b>-27.0%</b>
12-Month Avg*	7.1	8.5	-16.5%

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

## Historical Months Supply of Inventory by Month

