



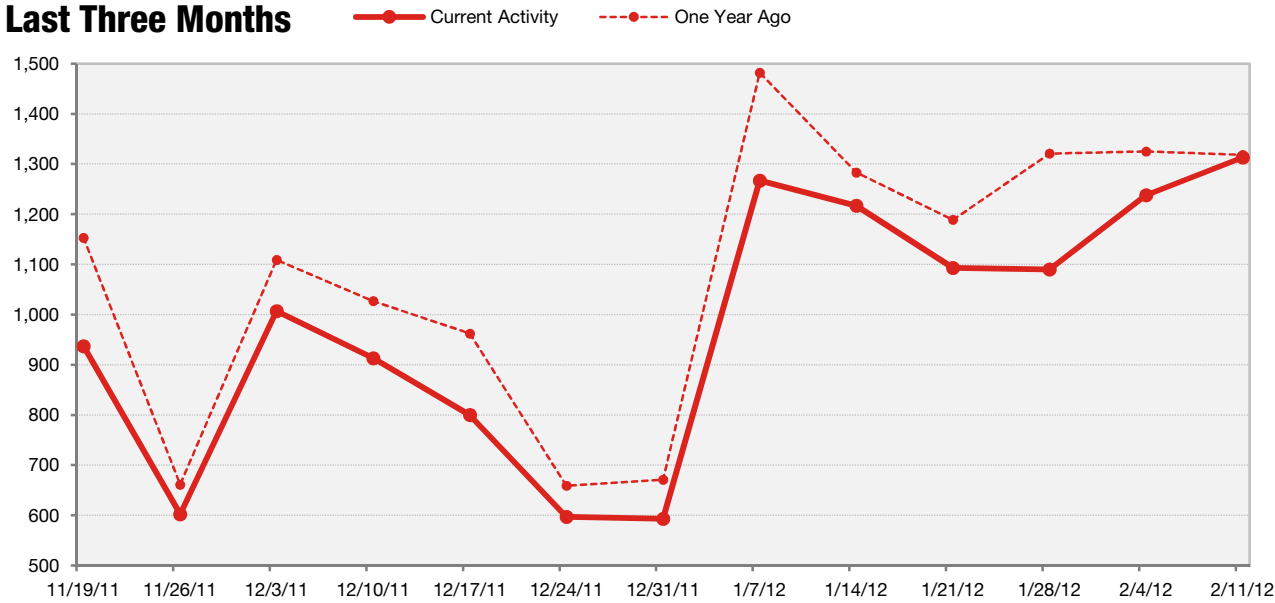
# New Listings

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



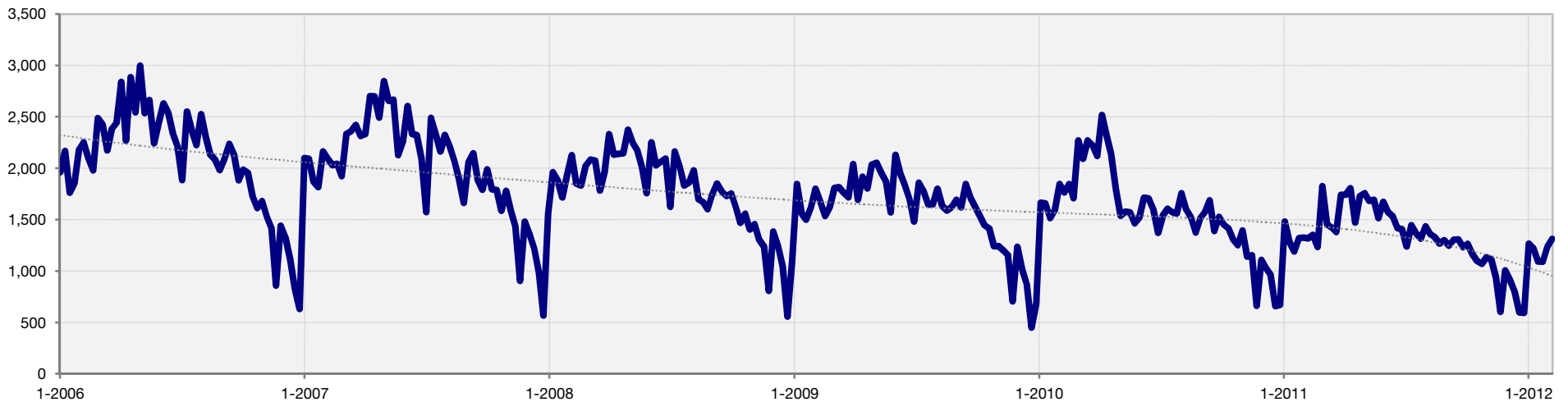
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/19/2011	937	1,153	- 18.7%
11/26/2011	602	661	- 8.9%
12/3/2011	1,007	1,109	- 9.2%
12/10/2011	913	1,027	- 11.1%
12/17/2011	800	962	- 16.8%
12/24/2011	597	659	- 9.4%
12/31/2011	593	671	- 11.6%
1/7/2012	1,267	1,482	- 14.5%
1/14/2012	1,217	1,283	- 5.1%
1/21/2012	1,093	1,189	- 8.1%
1/28/2012	1,090	1,321	- 17.5%
2/4/2012	1,238	1,325	- 6.6%
2/11/2012	1,313	1,318	- 0.4%
<b>3-Month Total</b>	<b>12,667</b>	<b>14,160</b>	<b>- 10.5%</b>

## Historical New Listings







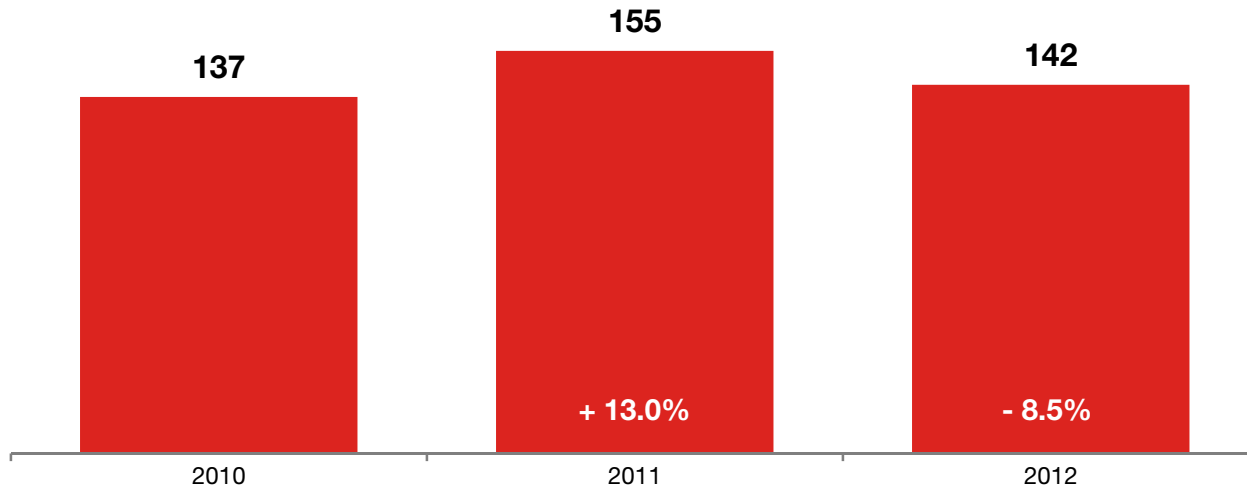
# Days on Market Until Sale

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



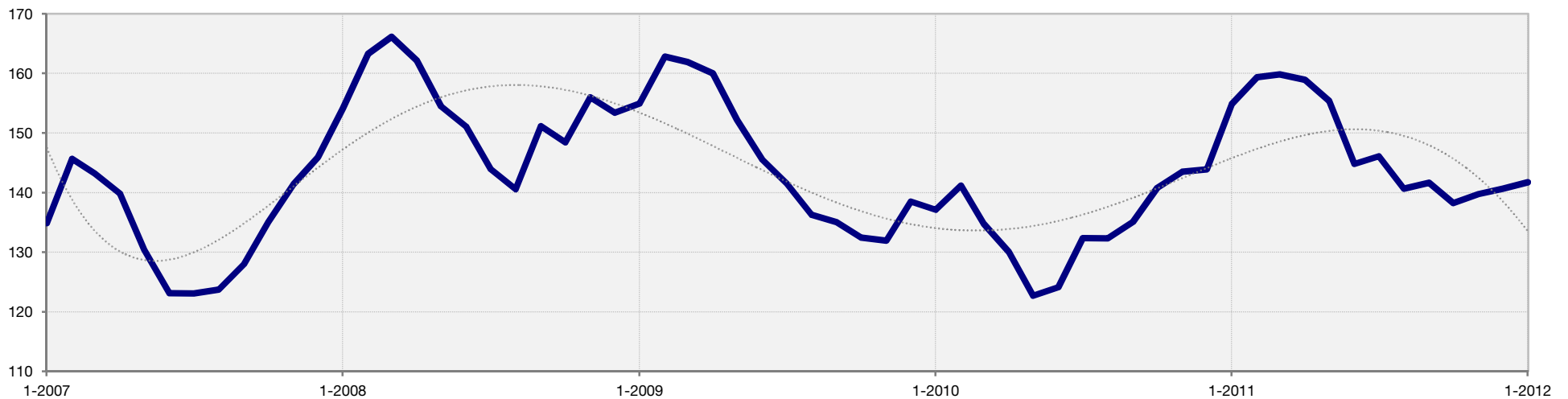
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## January



Month	Current Activity	One Year Previous	+ / -
February	159	141	+ 12.9%
March	160	135	+ 18.6%
April	159	130	+ 22.2%
May	155	123	+ 26.6%
June	145	124	+ 16.6%
July	146	132	+ 10.4%
August	141	132	+ 6.3%
September	142	135	+ 4.8%
October	138	141	- 1.8%
November	140	143	- 2.6%
December	141	144	- 2.3%
January	142	155	- 8.5%
<b>12-Month Avg</b>	<b>147</b>	<b>134</b>	<b>+ 9.2%</b>

## Historical Days on Market Until Sale



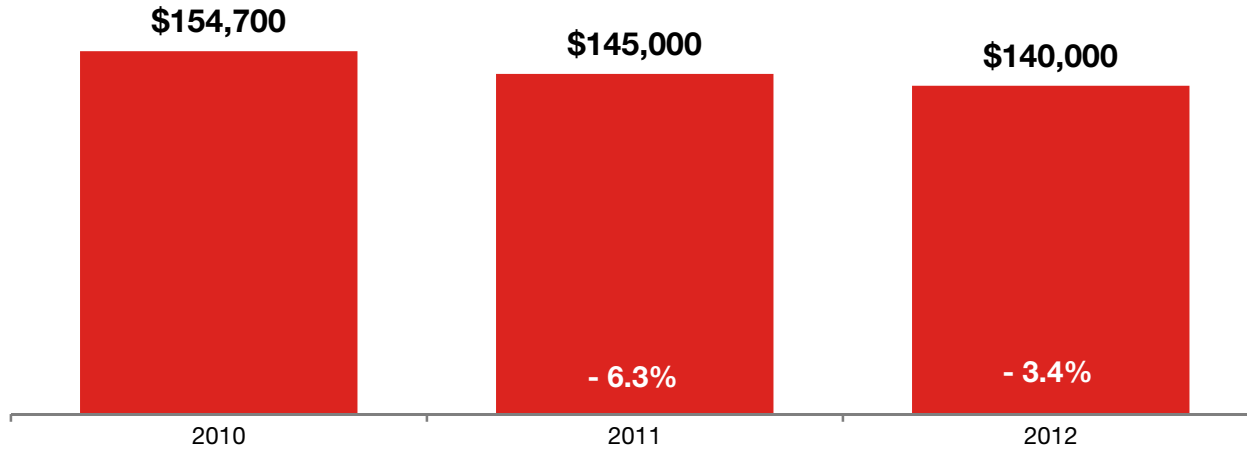
# Median Sales Price

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



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## January



Month	Current Activity	One Year Previous	+ / -
February	\$140,000	\$161,050	- 13.1%
March	\$140,000	\$165,000	- 15.2%
April	\$144,950	\$170,000	- 14.7%
May	\$153,000	\$175,000	- 12.6%
June	\$162,217	\$180,000	- 9.9%
July	\$157,500	\$174,900	- 9.9%
August	\$155,000	\$175,000	- 11.4%
September	\$155,000	\$166,500	- 6.9%
October	\$152,500	\$171,000	- 10.8%
November	\$147,500	\$165,000	- 10.6%
December	\$145,000	\$155,000	- 6.5%
January	\$140,000	\$145,000	- 3.4%
12-Month Med	\$150,000	\$169,500	- 11.5%

## Historical Median Sales Price



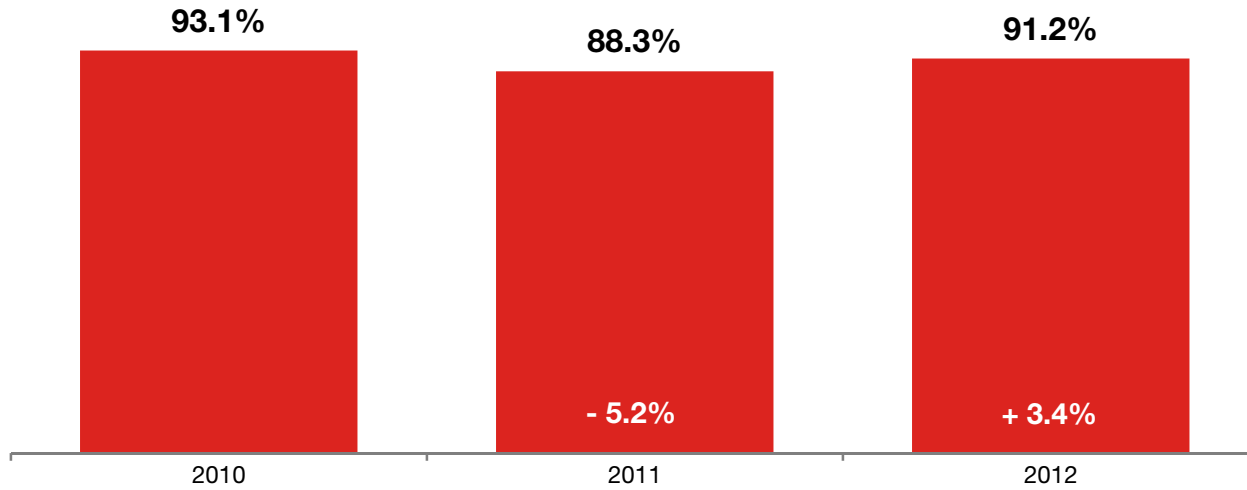
# Percent of Original List Price Received

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.



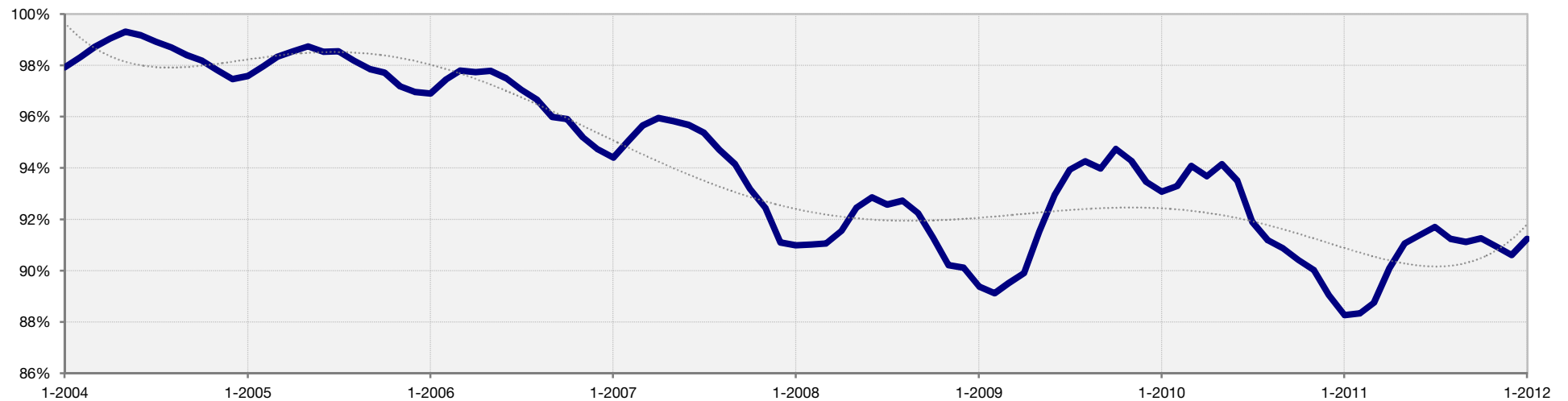
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## January



Month	Current Activity	One Year Previous	+ / -
February	88.3%	93.3%	- 5.3%
March	88.7%	94.1%	- 5.7%
April	90.1%	93.7%	- 3.8%
May	91.1%	94.2%	- 3.3%
June	91.4%	93.5%	- 2.3%
July	91.7%	91.9%	- 0.2%
August	91.2%	91.2%	+ 0.1%
September	91.1%	90.9%	+ 0.3%
October	91.3%	90.4%	+ 0.9%
November	90.9%	90.0%	+ 1.0%
December	90.6%	89.1%	+ 1.7%
January	91.2%	88.3%	+ 3.4%
12-Month Avg	90.8%	92.1%	- 1.4%

## Historical Percent of Original List Price Received



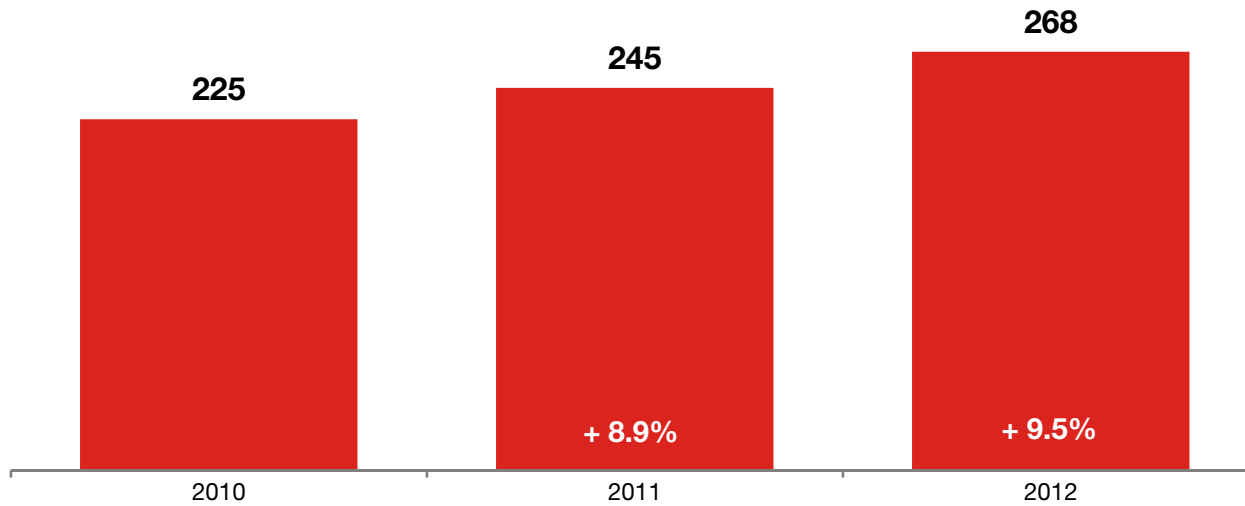
# Housing Affordability Index

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.**



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## January



Month	Current Activity	One Year Previous	+ / -
February	250	222	+ 12.6%
March	253	216	+ 17.5%
April	247	210	+ 17.2%
May	242	206	+ 17.6%
June	234	208	+ 12.1%
July	237	217	+ 9.1%
August	246	220	+ 11.7%
September	249	230	+ 8.5%
October	249	226	+ 10.5%
November	259	233	+ 10.9%
December	264	241	+ 9.4%
January	268	245	+ 9.5%
<b>12-Month Avg</b>	<b>250</b>	<b>223</b>	<b>+ 12.0%</b>

## Historical Housing Affordability Index





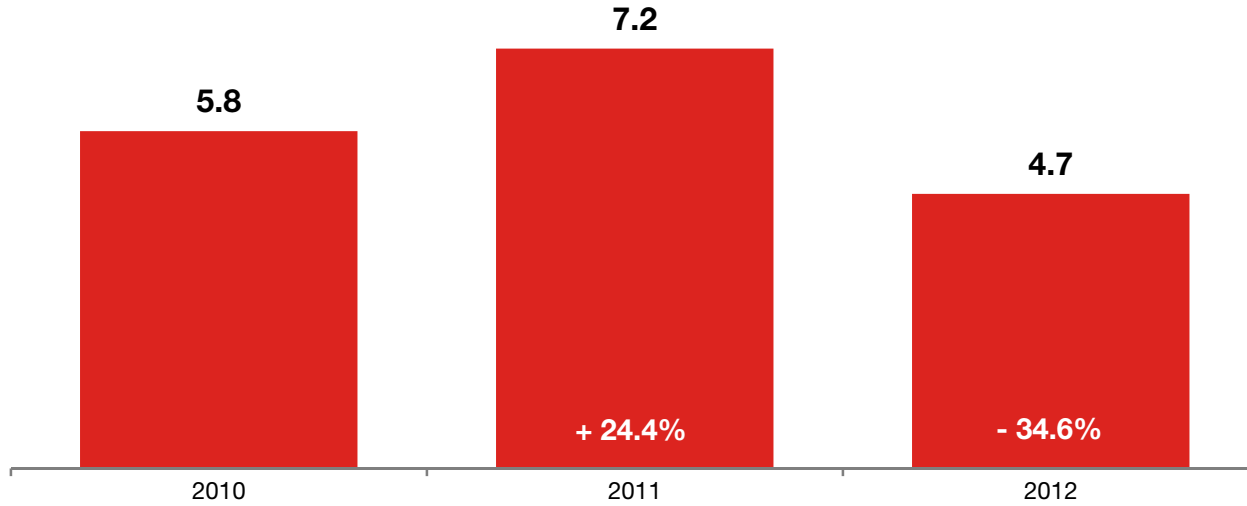
# Months Supply of Inventory

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.



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## January



Month	Current Activity	One Year Previous	+ / -
February	7.3	6.2	+ 16.6%
March	7.6	6.8	+ 11.6%
April	8.2	7.0	+ 16.3%
May	8.2	7.2	+ 14.2%
June	8.0	7.7	+ 3.8%
July	7.6	8.1	- 5.8%
August	7.1	8.3	- 14.4%
September	6.7	8.5	- 21.3%
October	6.2	8.5	- 27.5%
November	5.6	8.0	- 30.4%
December	4.8	7.1	- 32.6%
January	4.7	7.2	- 34.6%
12-Month Avg	6.8	7.6	- 9.7%

## Historical Months Supply of Inventory

