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# Monthly Indicators

## July 2009

**Publish Date: August 11, 2009**

Home sales continue their strong push in the MRIS region. In July there were 12,528 signed purchase agreements, an increase of 31.1 percent from July 2008. Not all of these agreements will reach the closing table, but it is nonetheless a welcome sign of robust buyer activity.

The overall median sales price continues to decline relative to one year ago as heavy sales activity in the lower price ranges skews the overall number downward.

Homes are selling quicker in 2009 than they did in 2008: the year-to-date Average Days on Market Until Sale of 110 is a 4.5 percent decrease from the same time period last year.

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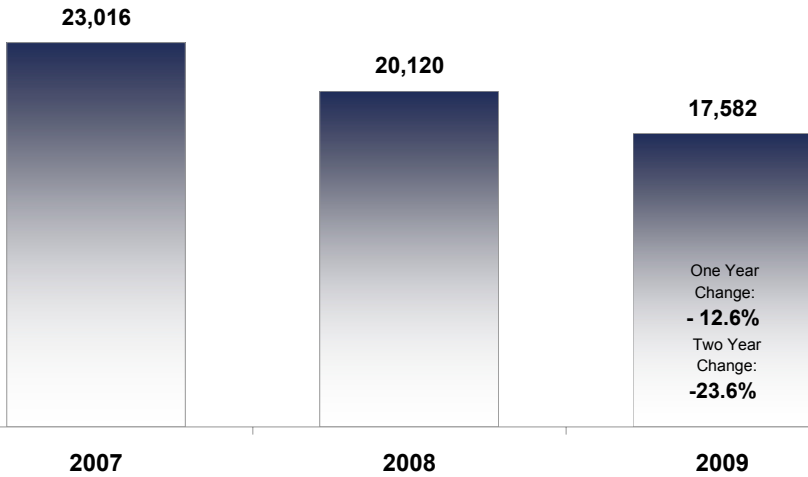
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# New Listings

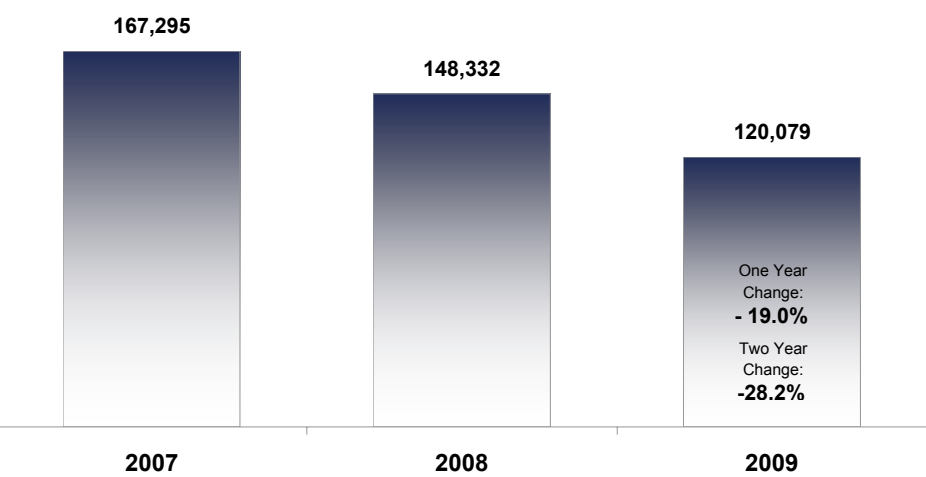
A Monthly Indicator from MRIS, Inc.



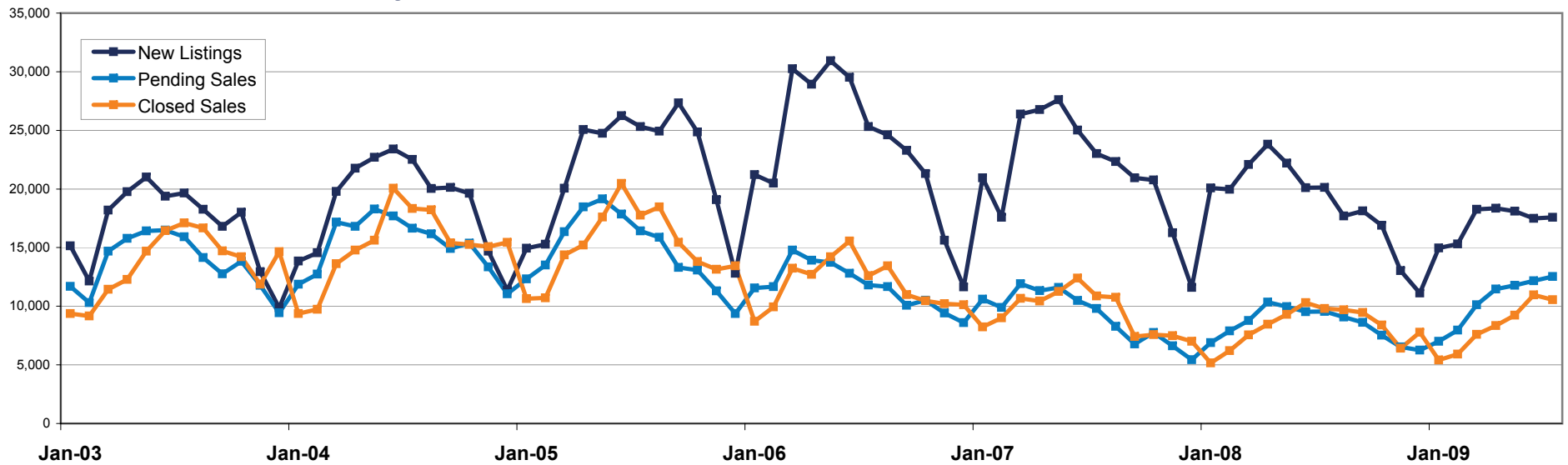
## July



## Year to Date



## Historical Market Activity



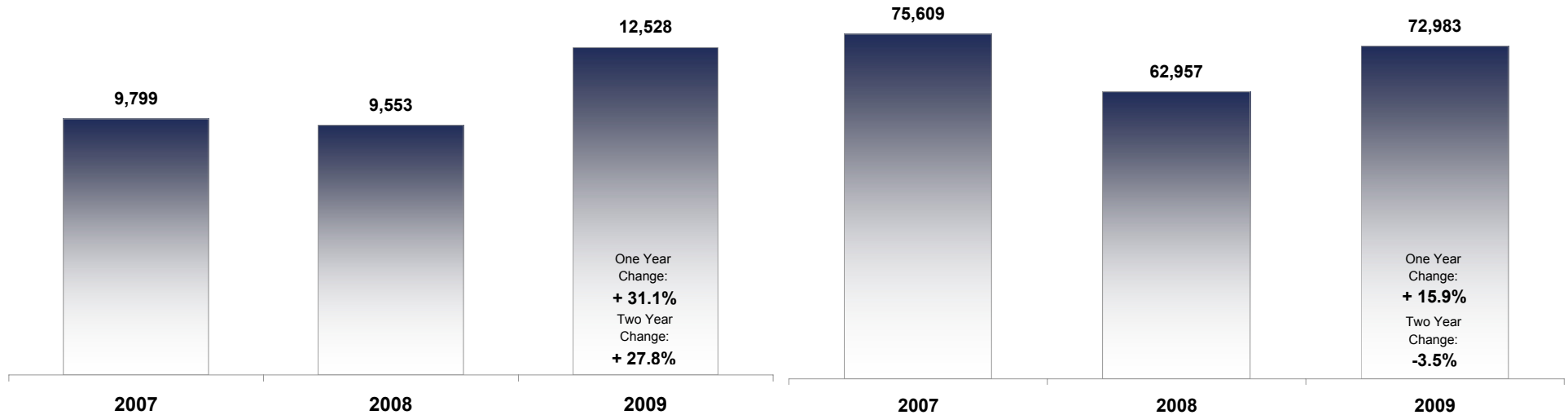
# Pending Sales

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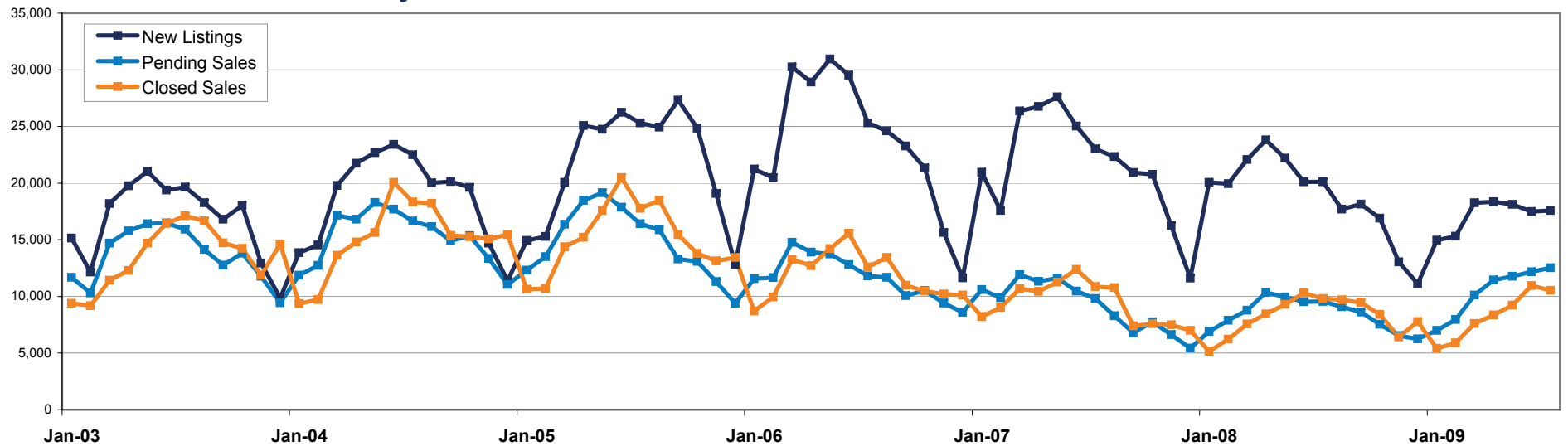


## July

## Year to Date

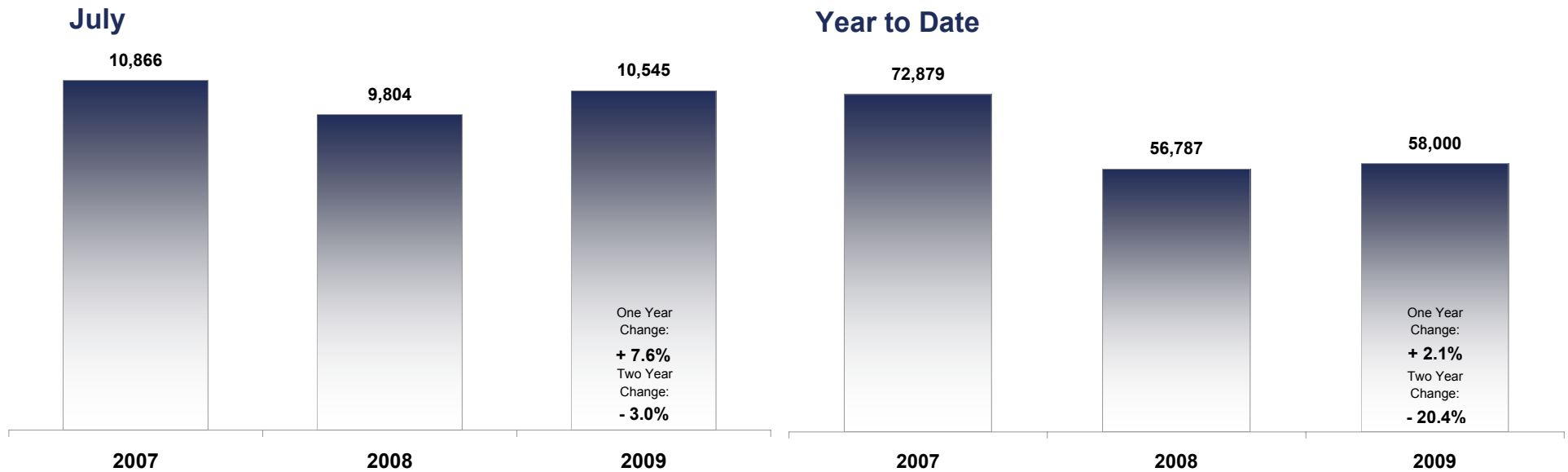


## Historical Market Activity

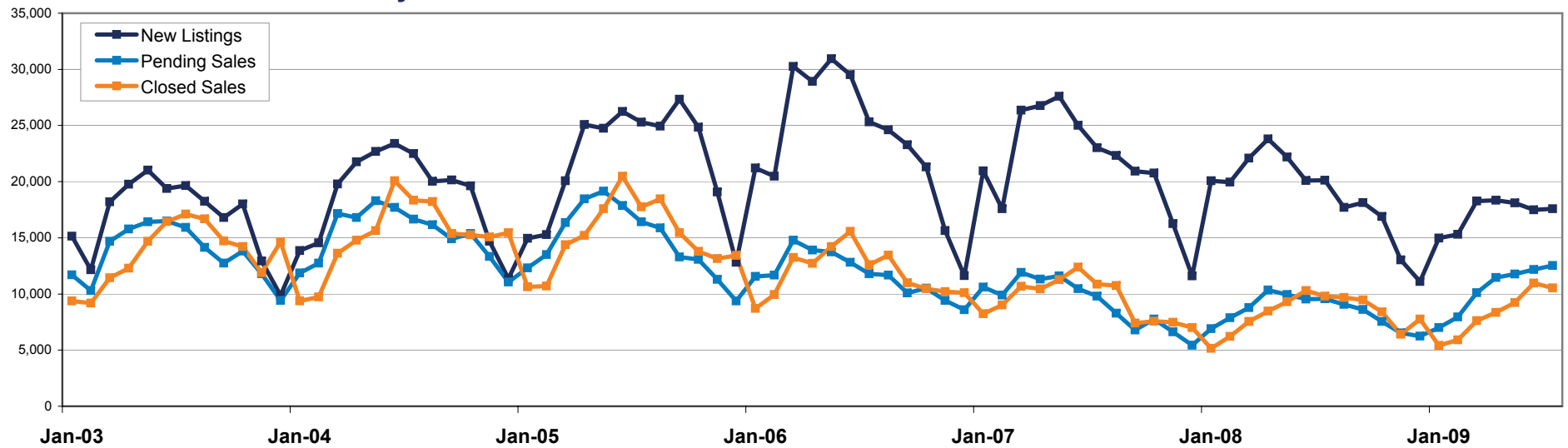


# Closed Sales

A Monthly Indicator from MRIS, Inc.



## Historical Market Activity



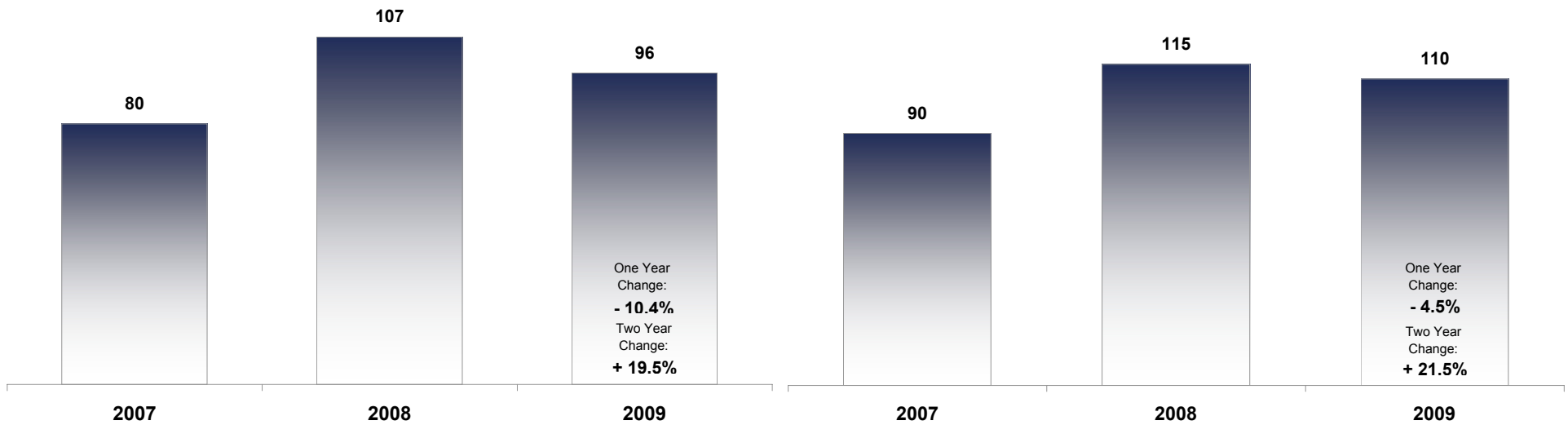
# Days on Market Until Sale

A Monthly Indicator from MRIS, Inc.

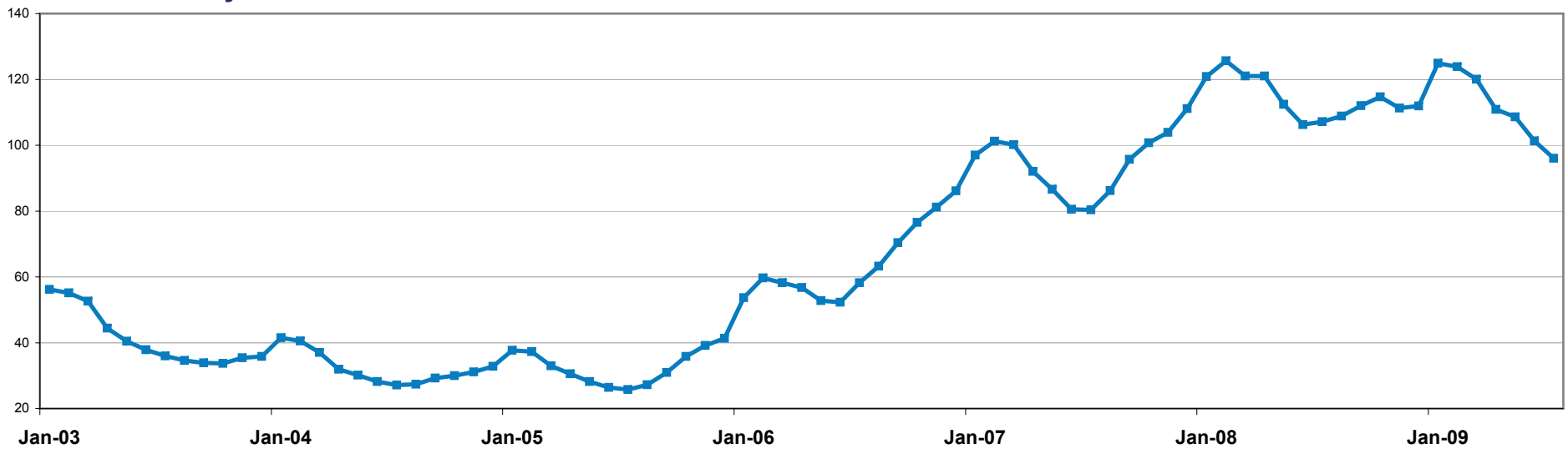


## July

## Year to Date



## Historical Days on Market Until Sale



# Median Sales Price

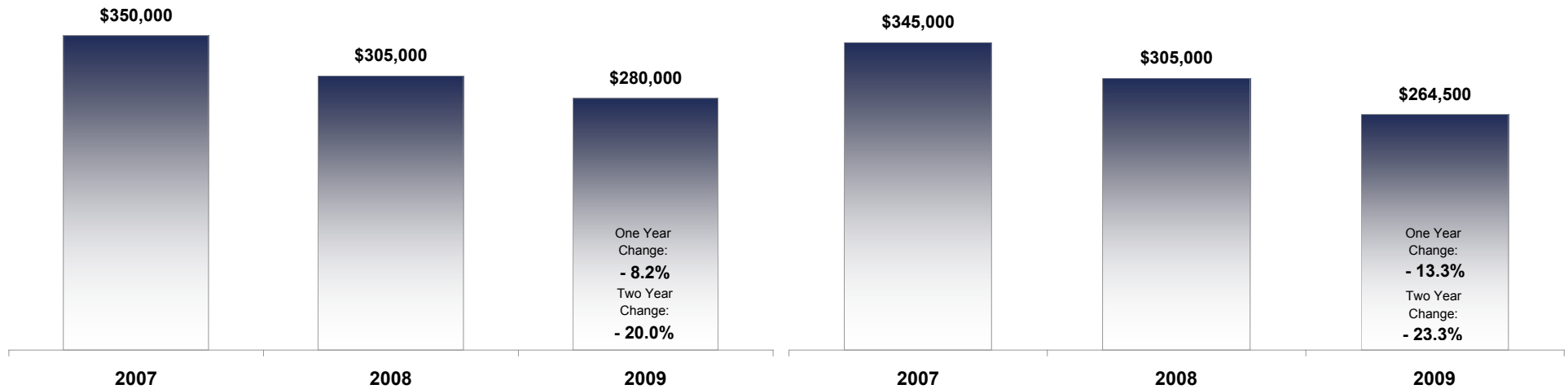
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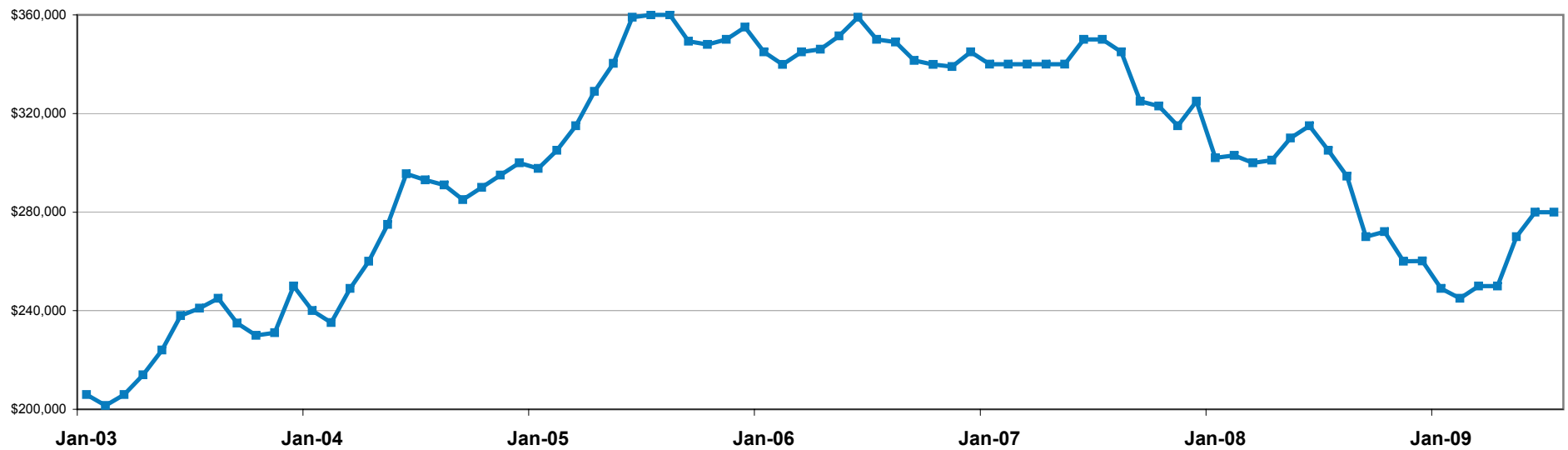
## July

## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices

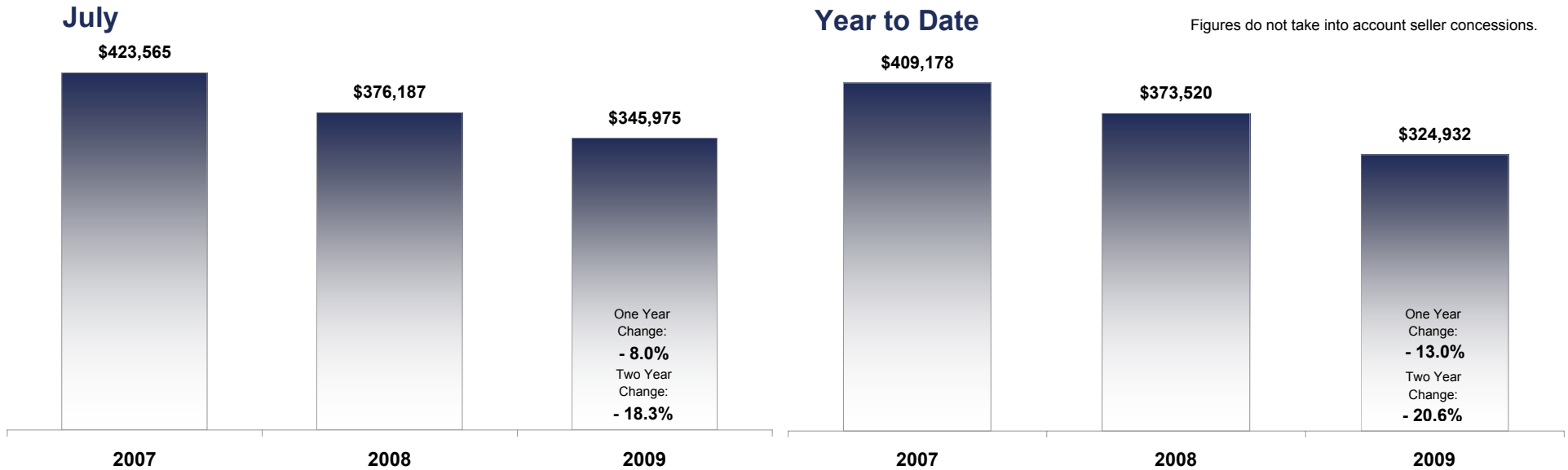


# Average Sales Price

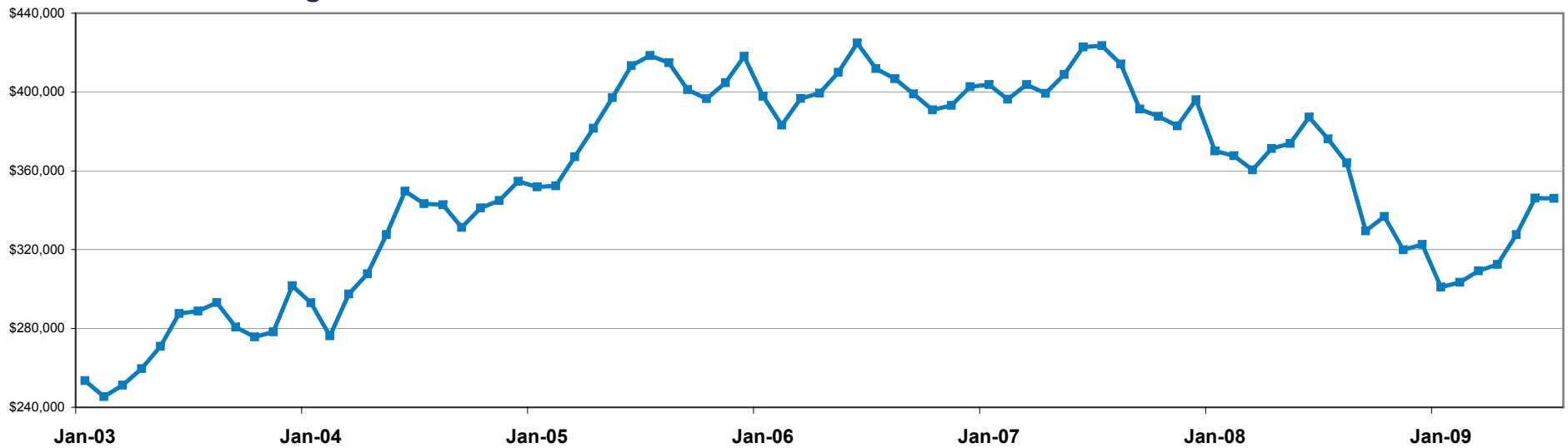
A Monthly Indicator from MRIS, Inc.



Figures do not take into account seller concessions.



## Historical Average Prices

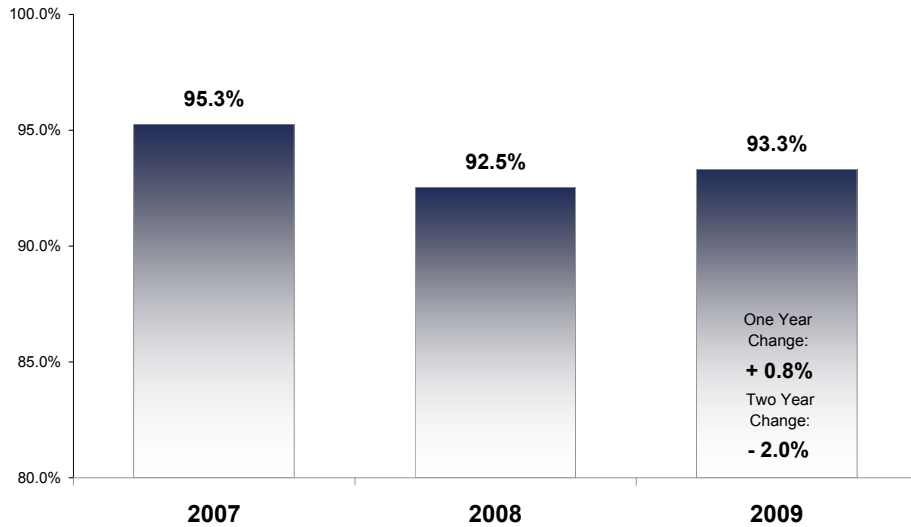


# Percent of Original List Price Received at Sale

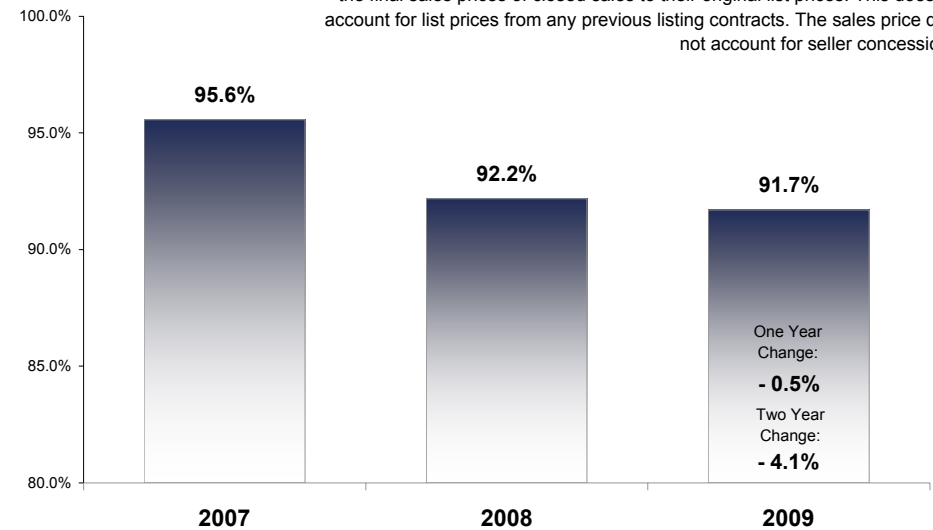
A Monthly Indicator from MRIS, Inc.



## July

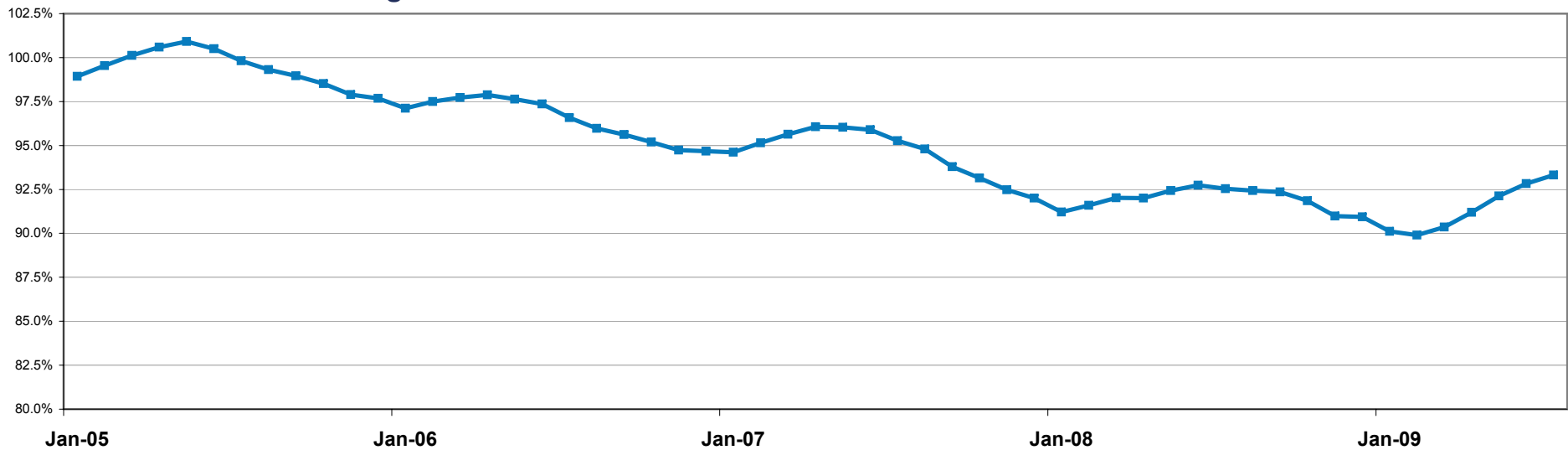


## Year to Date



The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.

## Historical Percent of Original List Price Received at Sale



# Housing Affordability Index

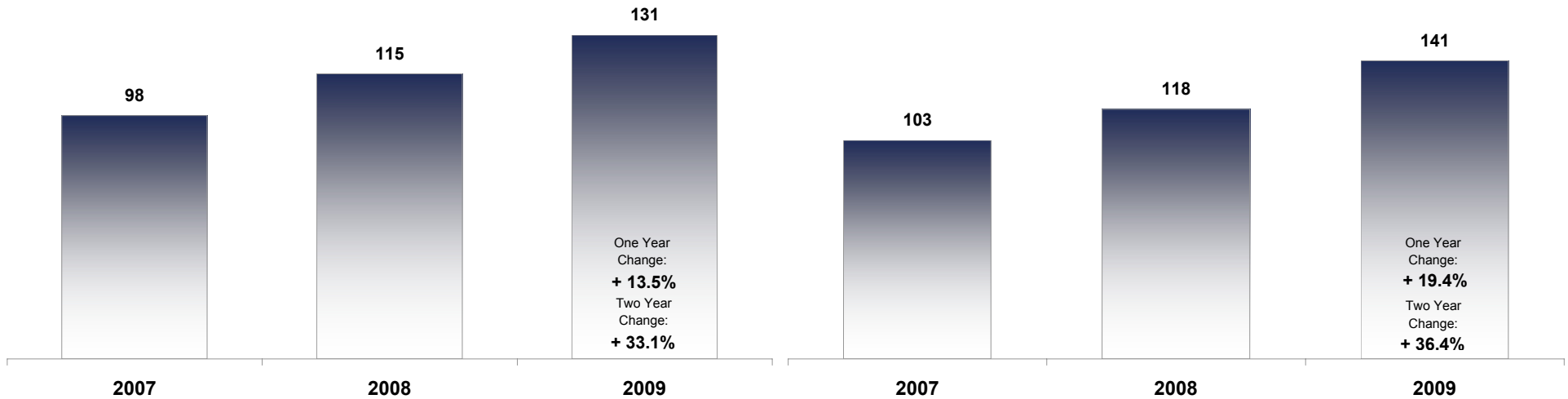
A Monthly Indicator from MRIS, Inc.



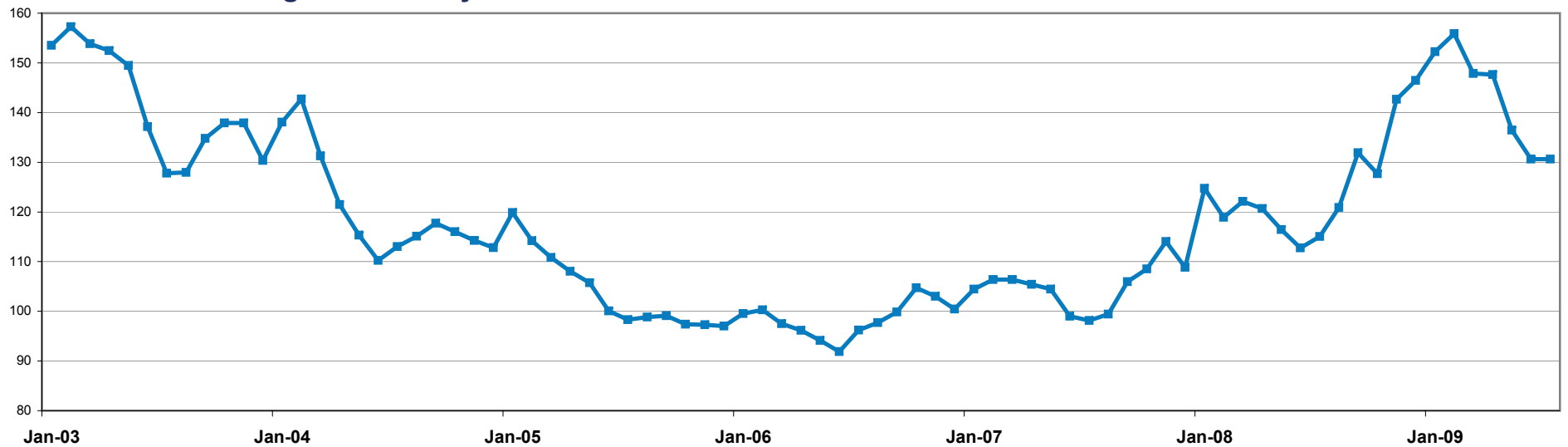
## July

## Year to Date

The HAI formula measures housing affordability for the MRIS Service Area. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage.



## Historical Housing Affordability Index

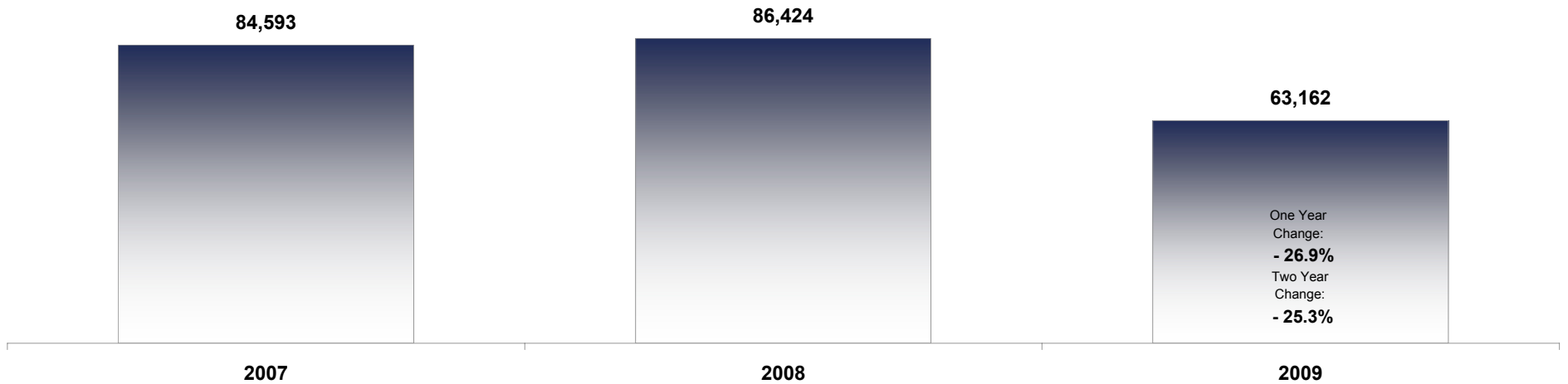


# Inventory of Homes for Sale

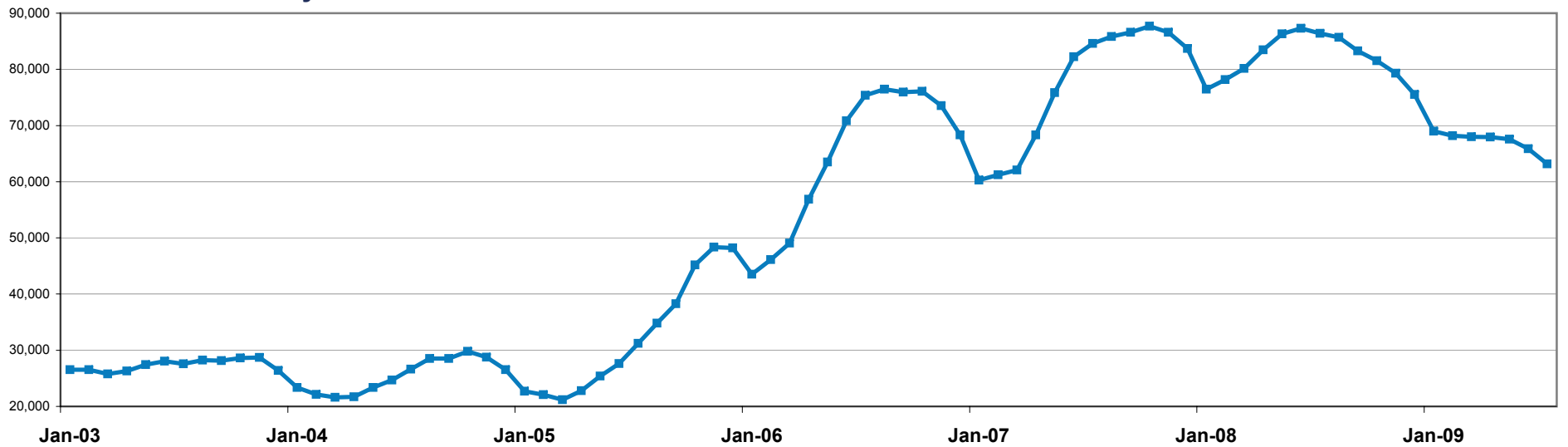
A Monthly Indicator from MRIS, Inc.



July



## Historical Inventory of Homes for Sale

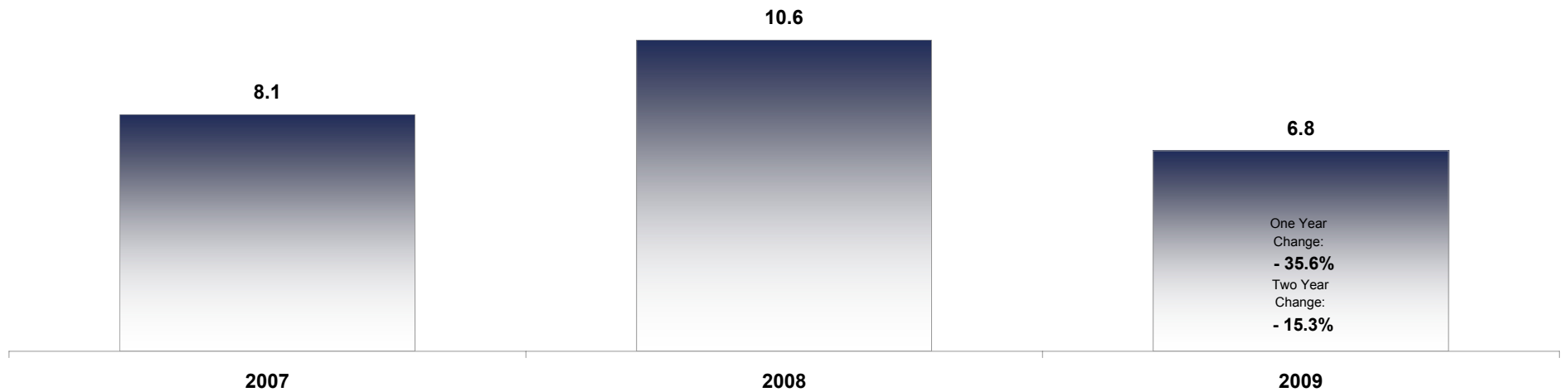


# Months Supply of Inventory

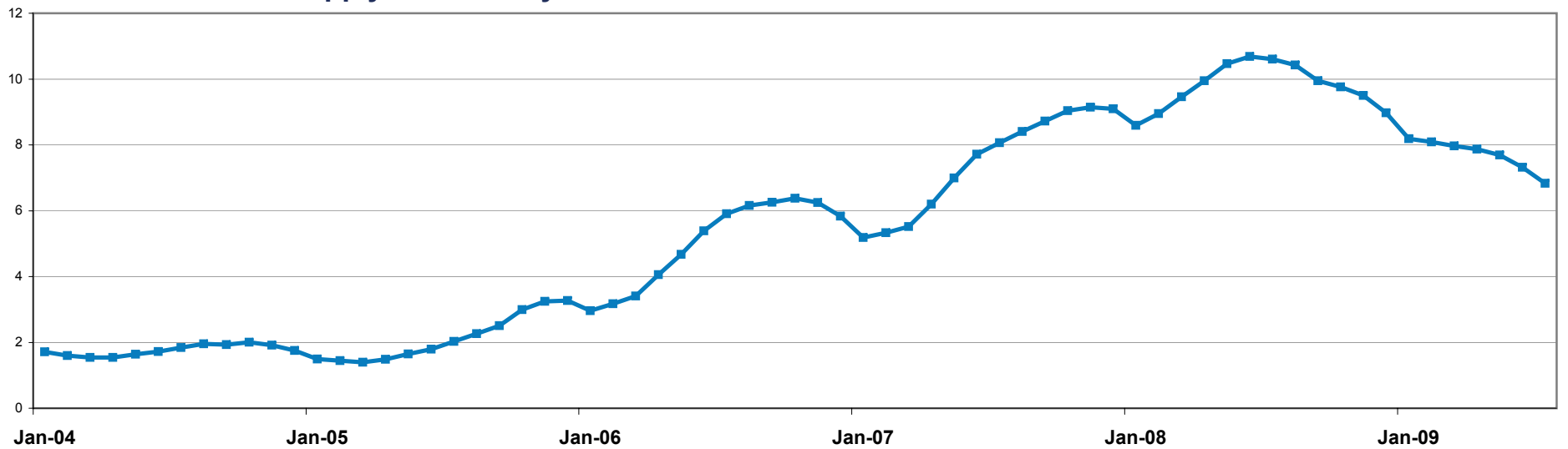
A Monthly Indicator from MRIS, Inc.



July



## Historical Months Supply of Inventory



# Market Overview

A Monthly Indicator from MRIS, Inc.



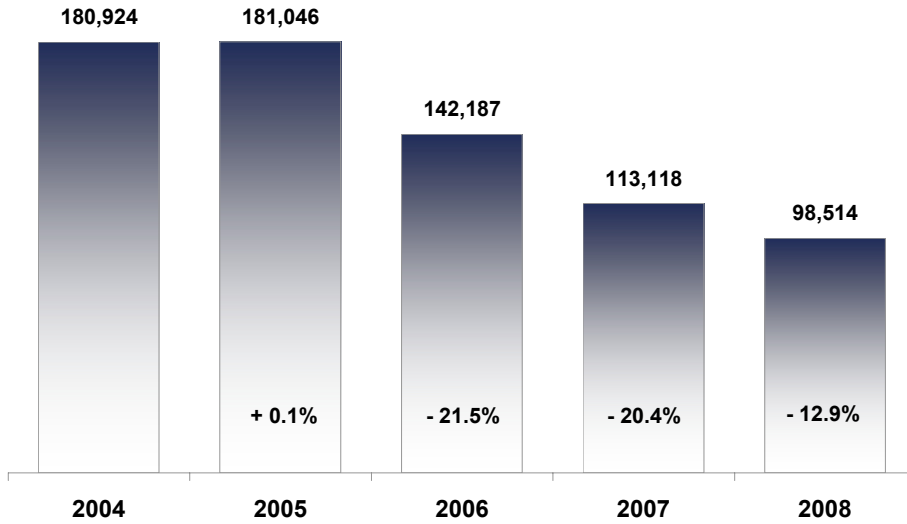
| July 2009                             |            | 2009             | 2008             | Percent Change | 5-Year Average   | 2009 Year-to-Date | 2008 Year-to-Date | Percent Change | 5-Year Year-to-Date Average |
|---------------------------------------|------------|------------------|------------------|----------------|------------------|-------------------|-------------------|----------------|-----------------------------|
| <b>New Listings</b>                   | May        | 18,109           | 22,187           | - 18.4%        | 24,718           | 85,011            | 108,108           | - 21.4%        | 108,862                     |
|                                       | Jun        | 17,486           | 20,104           | - 13.0%        | 23,675           | 102,497           | 128,212           | - 20.1%        | 132,537                     |
|                                       | <b>Jul</b> | <b>17,582</b>    | <b>20,120</b>    | <b>- 12.6%</b> | <b>22,266</b>    | <b>120,079</b>    | <b>148,332</b>    | <b>- 19.0%</b> | <b>154,803</b>              |
| <b>Pending Sales</b>                  | May        | 11,770           | 9,954            | + 18.2%        | 13,244           | 48,289            | 43,875            | + 10.1%        | 58,592                      |
|                                       | Jun        | 12,166           | 9,529            | + 27.7%        | 12,567           | 60,455            | 53,404            | + 13.2%        | 71,159                      |
|                                       | <b>Jul</b> | <b>12,528</b>    | <b>9,553</b>     | <b>+ 31.1%</b> | <b>12,020</b>    | <b>72,983</b>     | <b>62,957</b>     | <b>+ 15.9%</b> | <b>83,179</b>               |
| <b>Closed Sales</b>                   | May        | 9,234            | 9,306            | - 0.8%         | 12,324           | 36,502            | 36,692            | - 0.5%         | 50,034                      |
|                                       | Jun        | 10,953           | 10,291           | + 6.4%         | 13,934           | 47,455            | 46,983            | + 1.0%         | 63,968                      |
|                                       | <b>Jul</b> | <b>10,545</b>    | <b>9,804</b>     | <b>+ 7.6%</b>  | <b>12,315</b>    | <b>58,000</b>     | <b>56,787</b>     | <b>+ 2.1%</b>  | <b>76,283</b>               |
| <b>Days on Market Until Sale</b>      | May        | 109              | 112              | - 3.4%         | 78               | 116               | 120               | - 2.7%         | 84                          |
|                                       | Jun        | 101              | 106              | - 4.6%         | 73               | 113               | 117               | - 3.2%         | 82                          |
|                                       | <b>Jul</b> | <b>96</b>        | <b>107</b>       | <b>- 10.4%</b> | <b>74</b>        | <b>110</b>        | <b>115</b>        | <b>- 4.5%</b>  | <b>80</b>                   |
| <b>Median Sales Price</b>             | May        | \$270,000        | \$310,000        | - 12.9%        | \$322,352        | \$255,000         | \$304,000         | - 16.1%        | \$313,000                   |
|                                       | Jun        | \$280,000        | \$315,000        | - 11.1%        | \$332,600        | \$260,000         | \$305,000         | - 14.8%        | \$317,960                   |
|                                       | <b>Jul</b> | <b>\$280,000</b> | <b>\$305,000</b> | <b>- 8.2%</b>  | <b>\$329,000</b> | <b>\$264,500</b>  | <b>\$305,000</b>  | <b>- 13.3%</b> | <b>\$319,898</b>            |
| <b>Average Sales Price</b>            | May        | \$327,651        | \$373,889        | - 12.4%        | \$383,497        | \$312,480         | \$368,951         | - 15.3%        | \$371,153                   |
|                                       | Jun        | \$346,170        | \$387,266        | - 10.6%        | \$398,883        | \$320,256         | \$372,963         | - 14.1%        | \$377,265                   |
|                                       | <b>Jul</b> | <b>\$345,975</b> | <b>\$376,187</b> | <b>- 8.0%</b>  | <b>\$395,213</b> | <b>\$324,932</b>  | <b>\$373,520</b>  | <b>- 13.0%</b> | <b>\$380,242</b>            |
| <b>Inventory of Homes for Sale</b>    | May        | 67,564           | 86,330           | - 21.7%        |                  |                   |                   |                |                             |
|                                       | Jun        | 65,872           | 87,306           | - 24.6%        | --               | --                | --                | --             | --                          |
|                                       | <b>Jul</b> | <b>63,162</b>    | <b>86,424</b>    | <b>- 26.9%</b> |                  |                   |                   |                |                             |
| <b>Percent of Original List Price</b> | May        | 92.1%            | 92.4%            | - 0.3%         | 95.8%            | 95.8%             | 91.9%             | + 4.2%         | 90.9%                       |
|                                       | Jun        | 92.8%            | 92.7%            | + 0.1%         | 95.9%            | 95.9%             | 92.1%             | + 4.1%         | 91.3%                       |
|                                       | <b>Jul</b> | <b>93.3%</b>     | <b>92.5%</b>     | <b>+ 0.8%</b>  | <b>95.5%</b>     | <b>95.5%</b>      | <b>92.2%</b>      | <b>+ 3.6%</b>  | <b>91.7%</b>                |
| <b>Housing Affordability Index</b>    | May        | 136              | 116              | + 17.2%        | 111              | 147               | 120               | + 22.2%        |                             |
|                                       | Jun        | 131              | 113              | + 15.9%        | 107              | 143               | 119               | + 20.7%        | --                          |
|                                       | <b>Jul</b> | <b>131</b>       | <b>115</b>       | <b>+ 13.5%</b> | <b>108</b>       | <b>141</b>        | <b>118</b>        | <b>+ 19.4%</b> |                             |
| <b>Months Supply of Inventory</b>     | May        | 7.7              | 10.5             | - 26.5%        |                  |                   |                   |                |                             |
|                                       | Jun        | 7.3              | 10.7             | - 31.5%        | --               | --                | --                | --             | --                          |
|                                       | <b>Jul</b> | <b>6.8</b>       | <b>10.6</b>      | <b>- 35.6%</b> |                  |                   |                   |                |                             |

# Annual Review

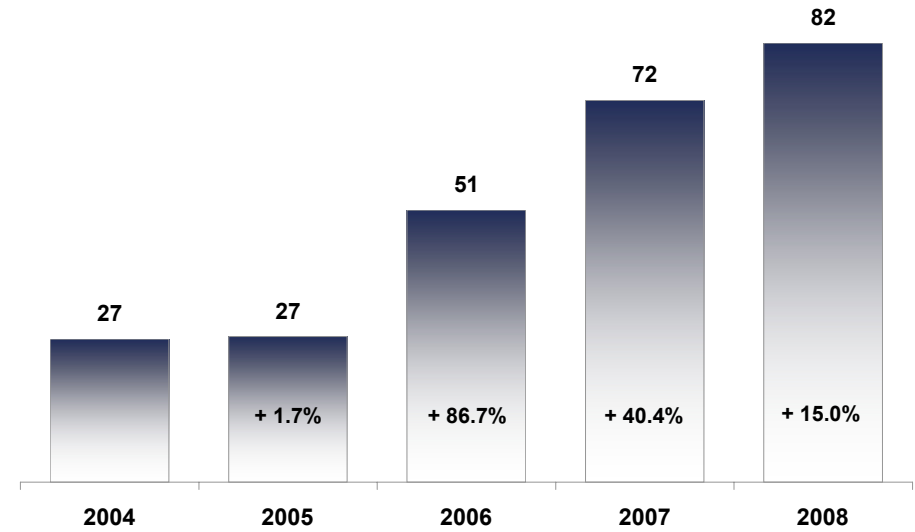
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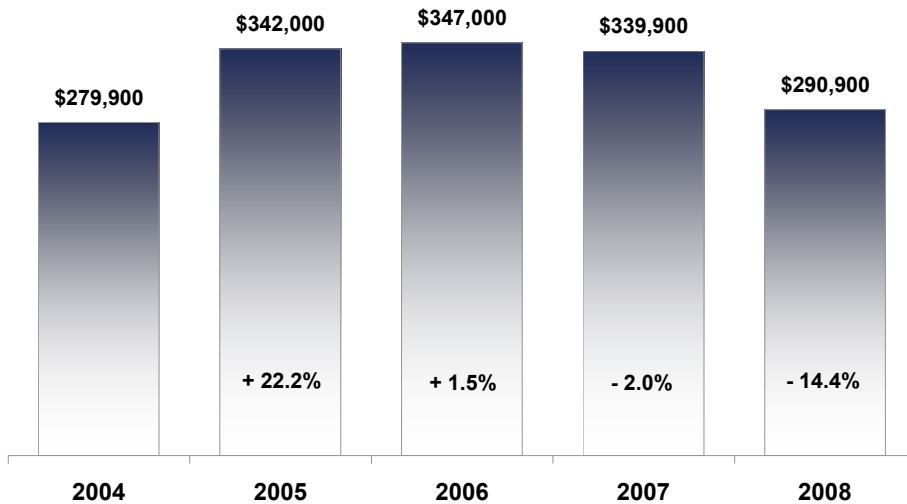
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

