



A free research tool from **MRIS, Inc.**  
brought to you by the unique data-sharing traditions of the REALTOR® community

# Monthly Indicators

## January 2010

**Publish Date: February 9, 2010**

Home sales in the MRIS region in January continued their hot streak at 9,290 purchase agreements signed—an increase of 32.1 percent from a year ago.

The increase in sales has led to stabilizing home prices. January's median sales price of \$246,000 was 1.6 percent lower than a year ago. While that's still a decline, it's a much smaller decline than we've seen in some time.

The Months Supply of Inventory in the region has dropped to 5.3, down 36.0 percent from the mark of 8.2 seen a year ago.

### Contents

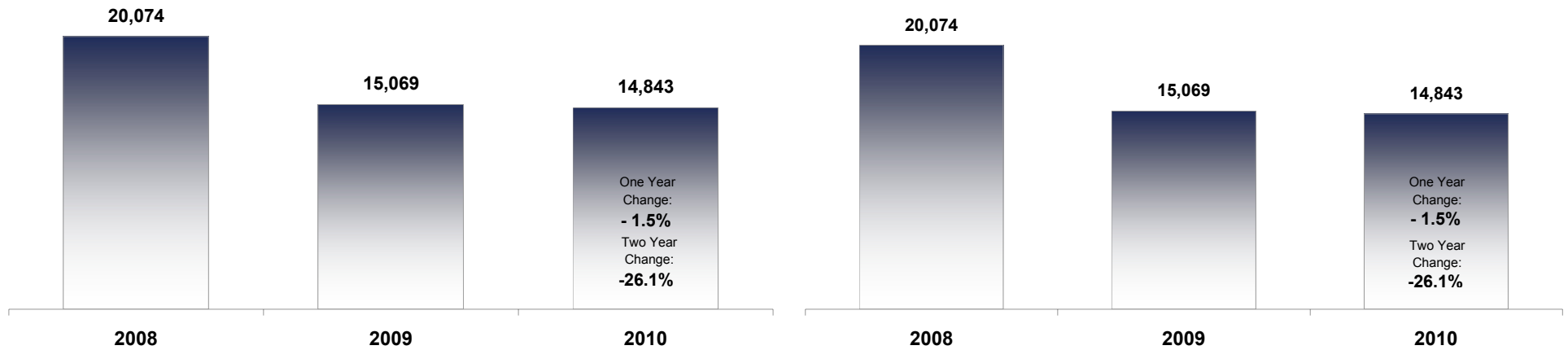
<b>New Listings</b>	<b>2</b>
<b>Pending Sales</b>	<b>3</b>
<b>Closed Sales</b>	<b>4</b>
<b>Days On Market Until Sale</b>	<b>5</b>
<b>Median Sales Price</b>	<b>6</b>
<b>Average Sales Price</b>	<b>7</b>
<b>Percent of Original List Price Received at Sale</b>	<b>8</b>
<b>Housing Affordability Index</b>	<b>9</b>
<b>Months Supply of Inventory</b>	<b>10</b>
<b>Market Overview</b>	<b>11</b>
<b>Annual Review</b>	<b>12</b>

# New Listings

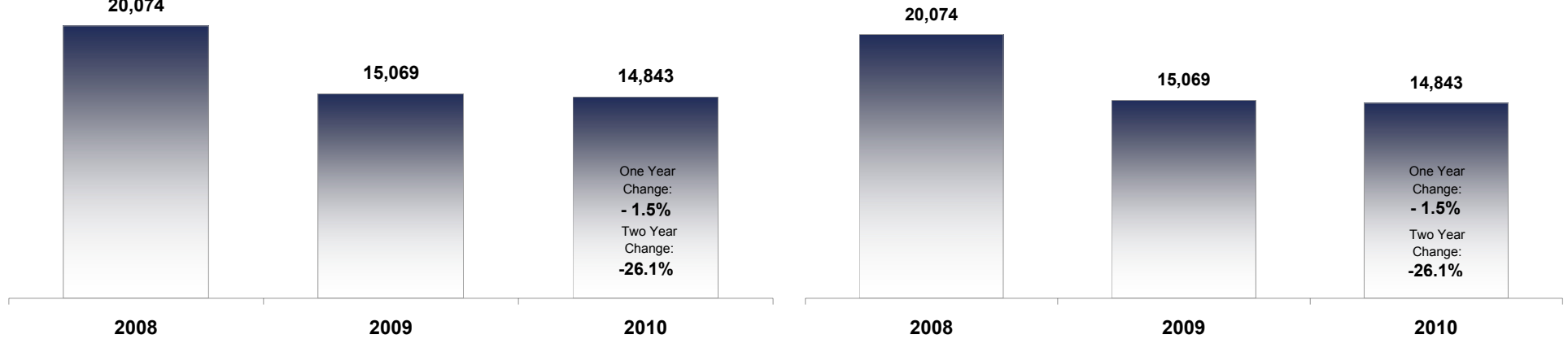
A Monthly Indicator from MRIS, Inc.



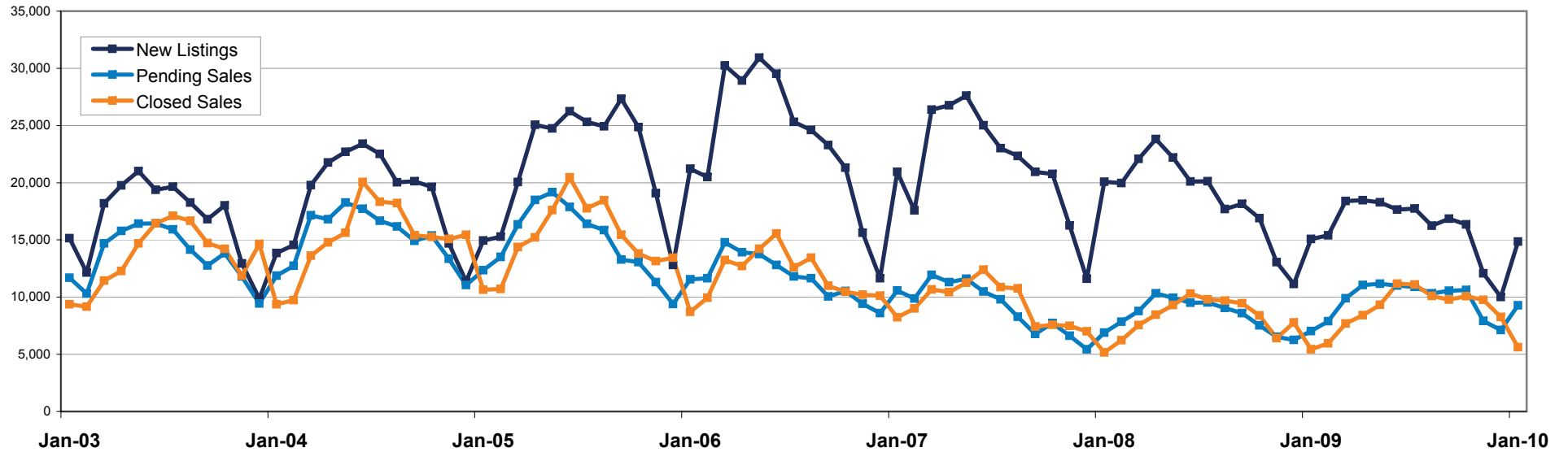
## January



## Year to Date



## Historical Market Activity



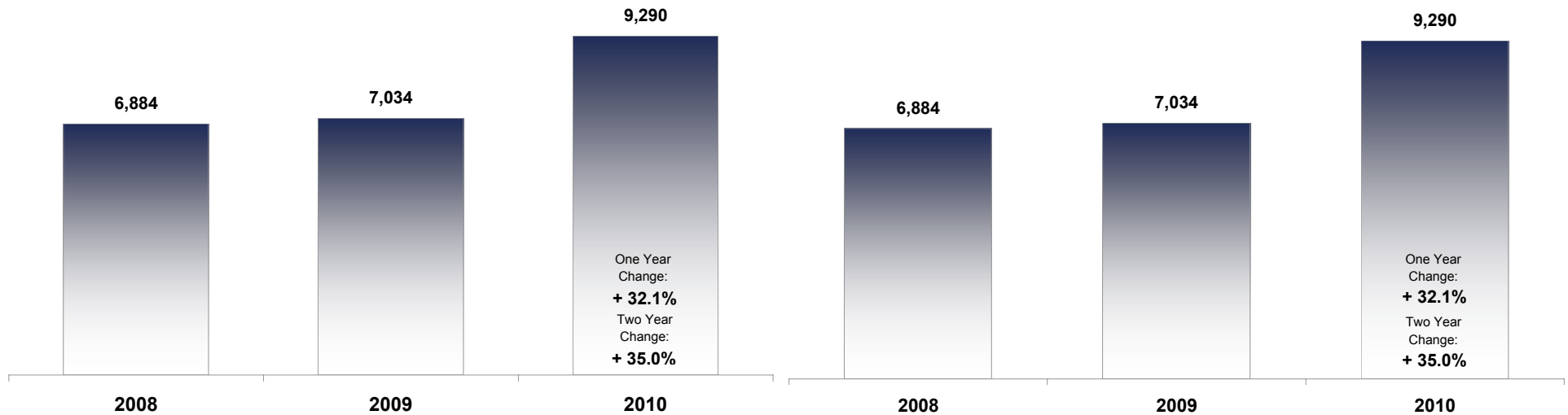
# Pending Sales

A Monthly Indicator from MRIS, Inc.

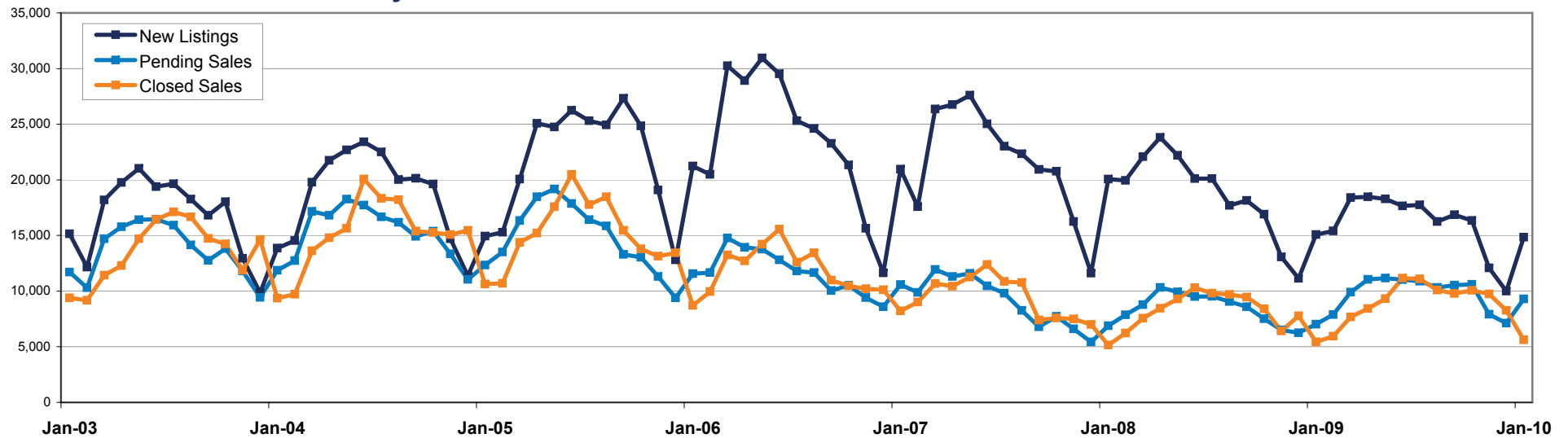


## January

## Year to Date



## Historical Market Activity

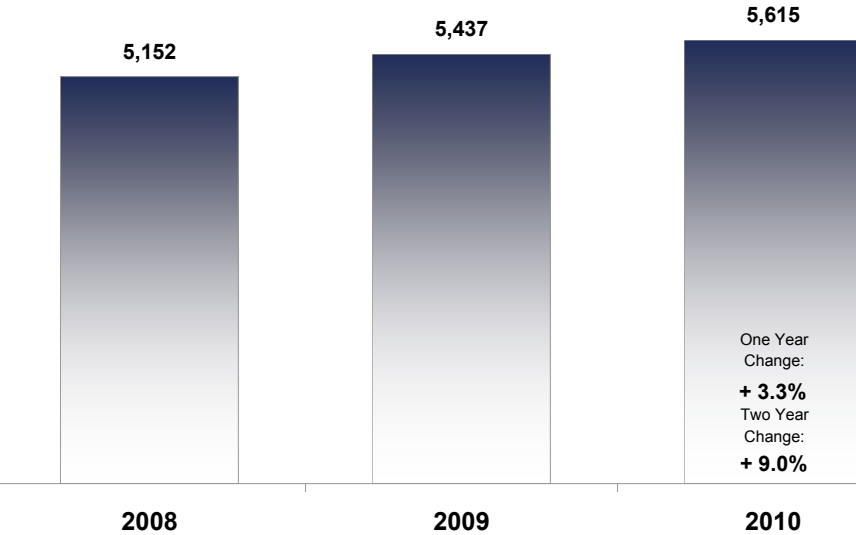


# Closed Sales

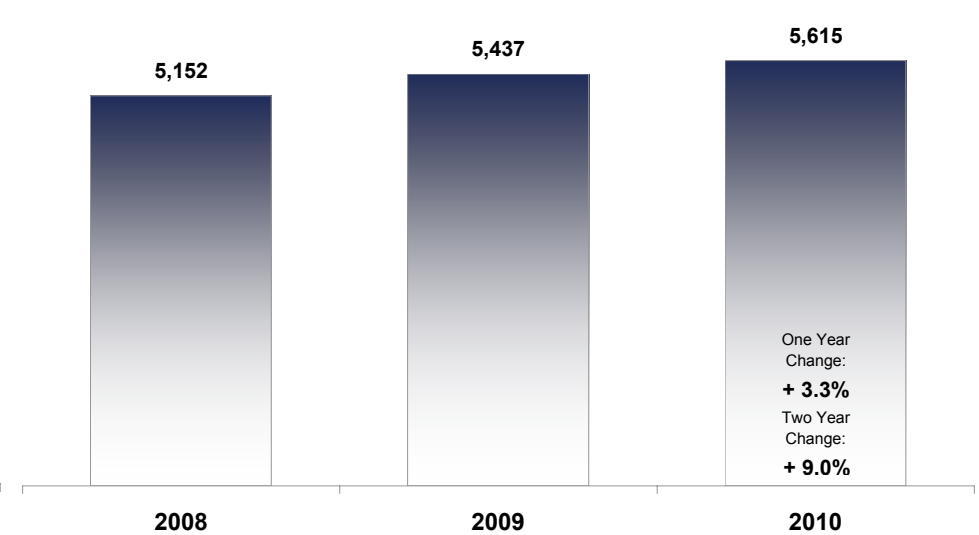
A Monthly Indicator from MRIS, Inc.



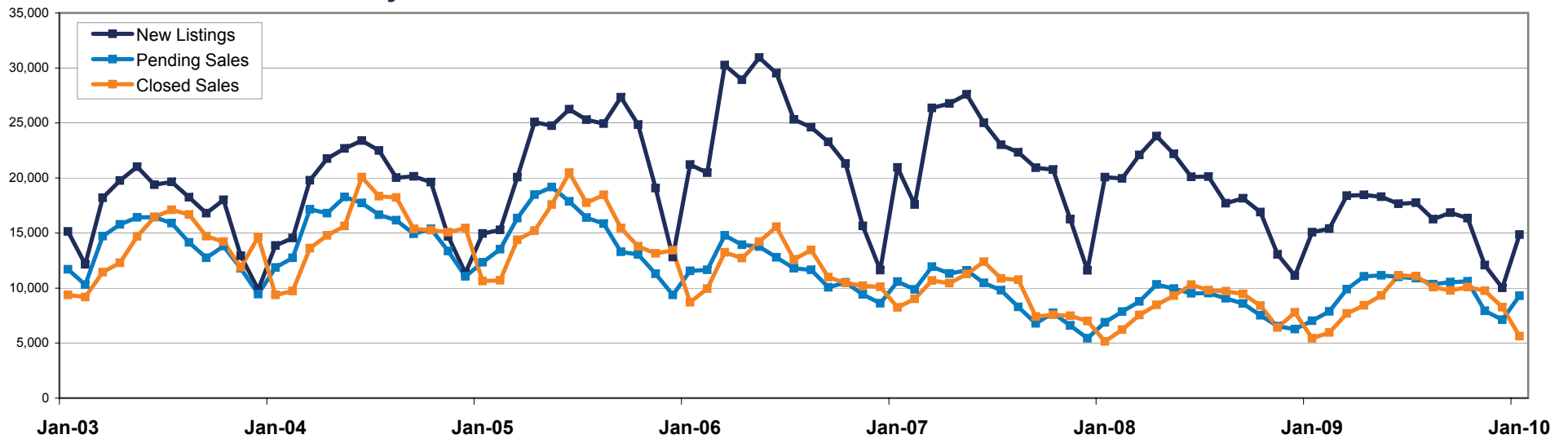
## January



## Year to Date



## Historical Market Activity



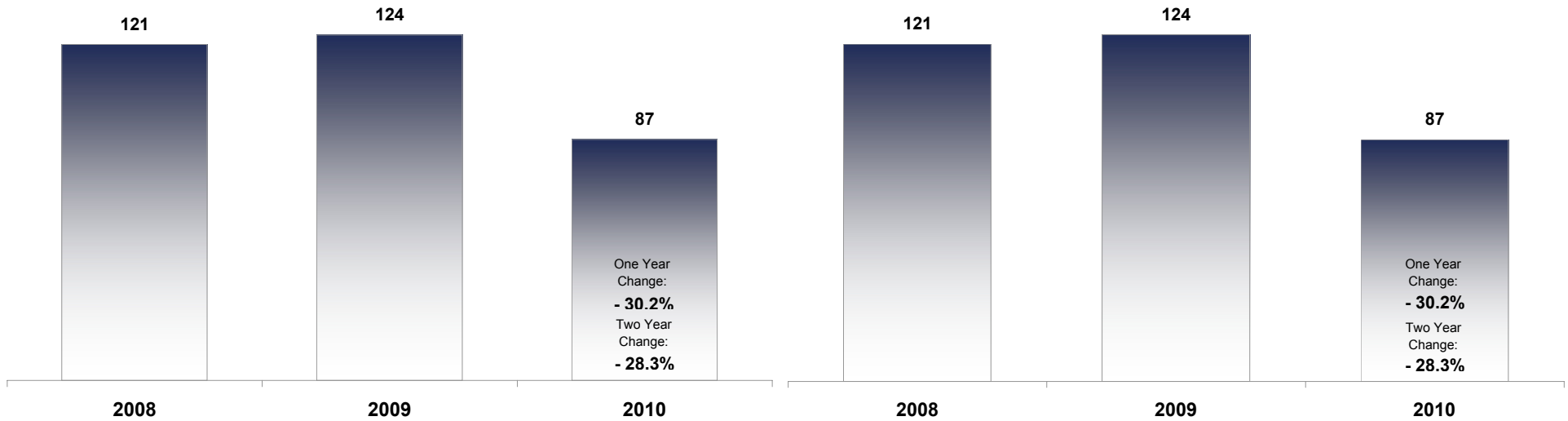
# Days on Market Until Sale

A Monthly Indicator from MRIS, Inc.

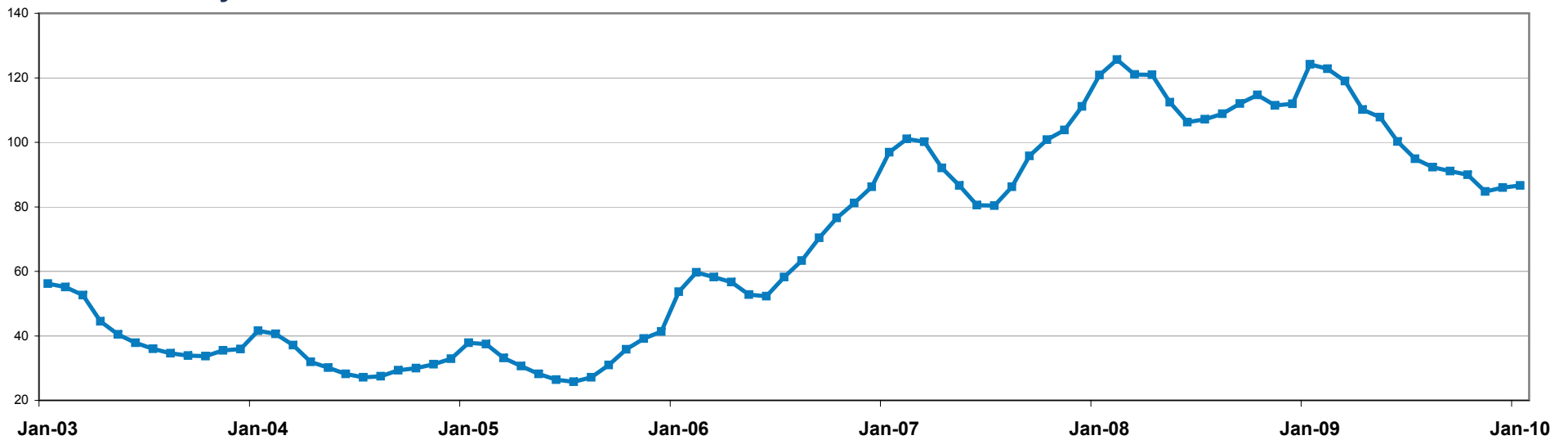


## January

## Year to Date



## Historical Days on Market Until Sale



# Median Sales Price

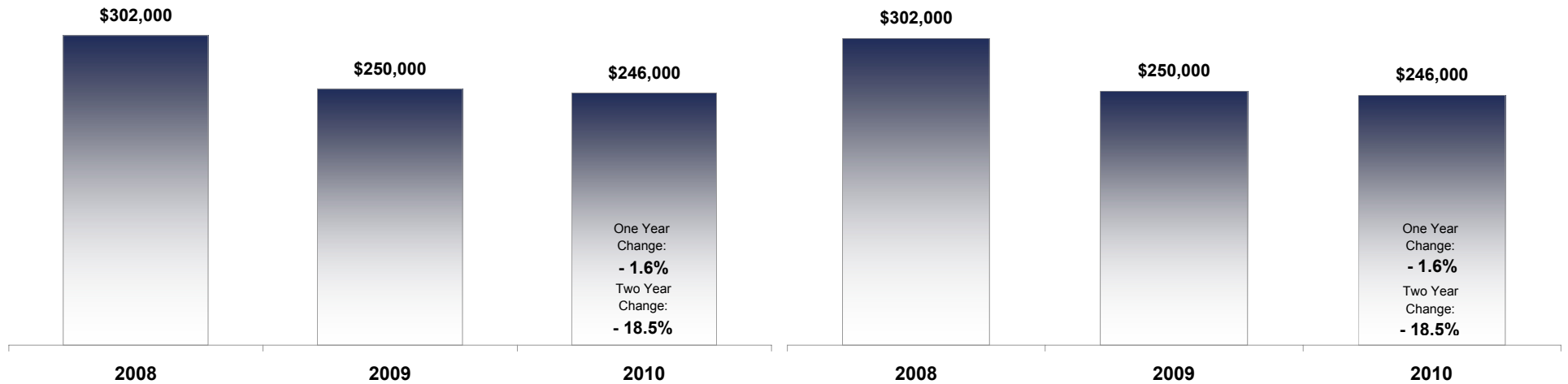
A Monthly Indicator from MRIS, Inc.



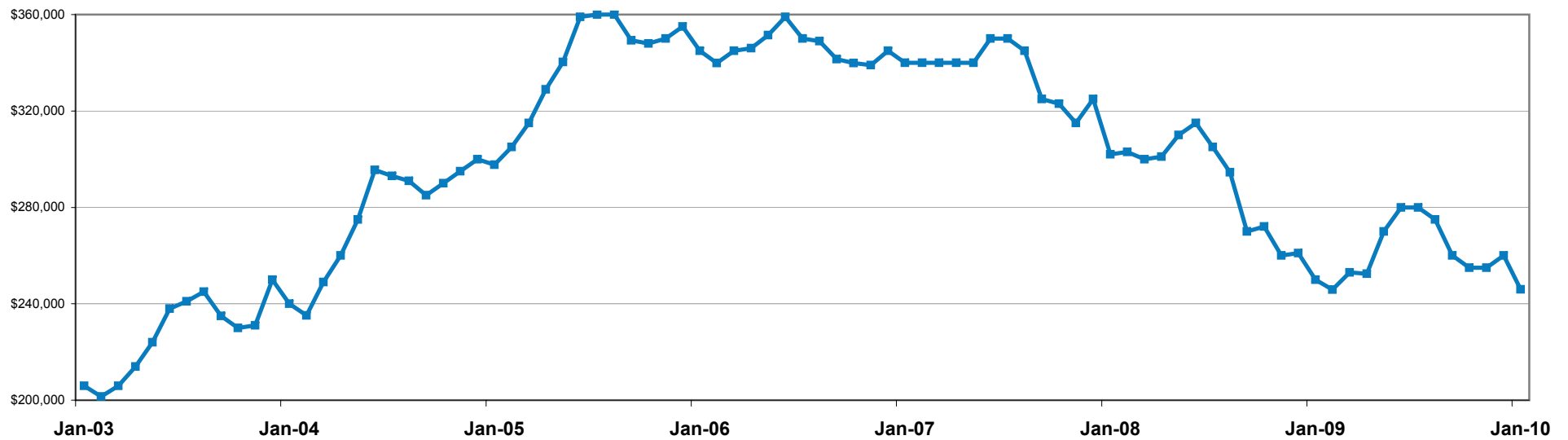
## January

## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices

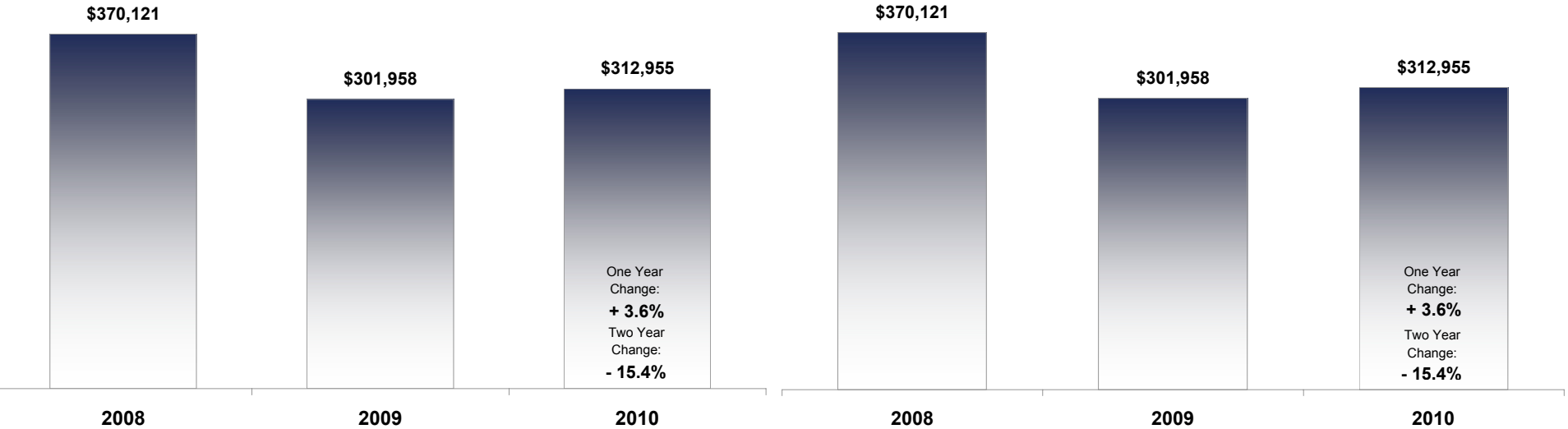


# Average Sales Price

A Monthly Indicator from MRIS, Inc.



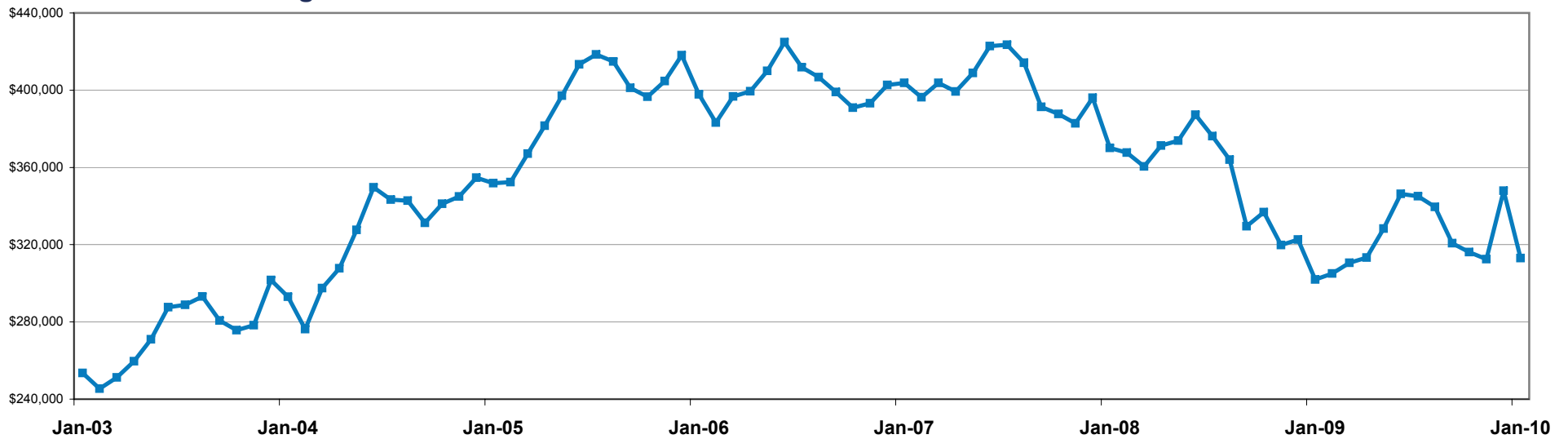
## January



## Year to Date

Figures do not take into account seller concessions.

## Historical Average Prices

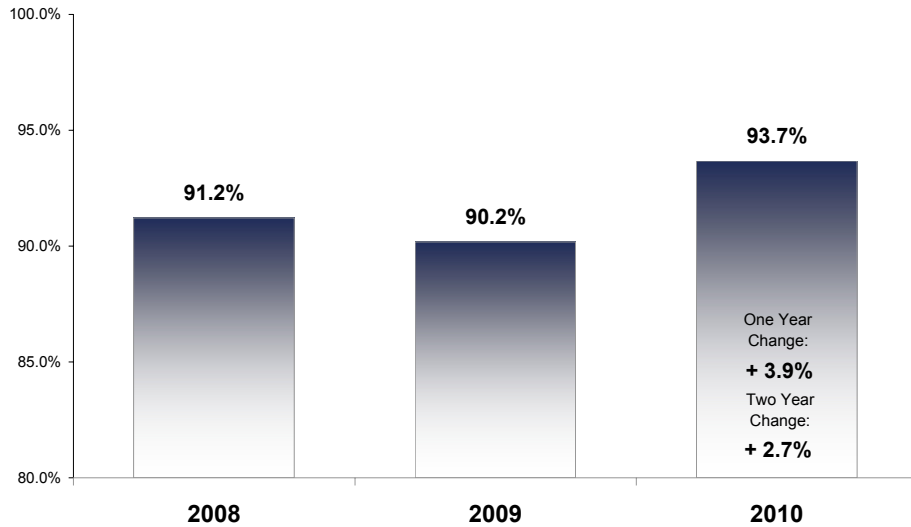


# Percent of Original List Price Received at Sale

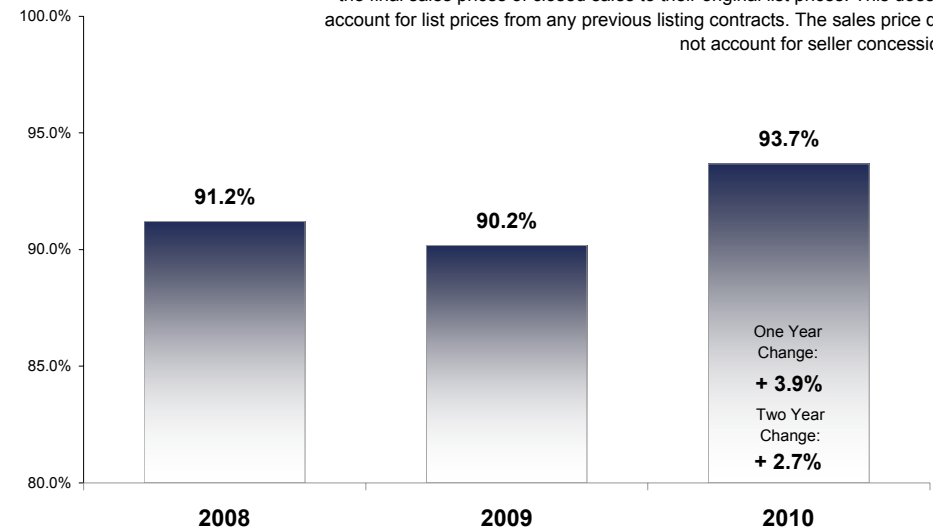
A Monthly Indicator from MRIS, Inc.



## January

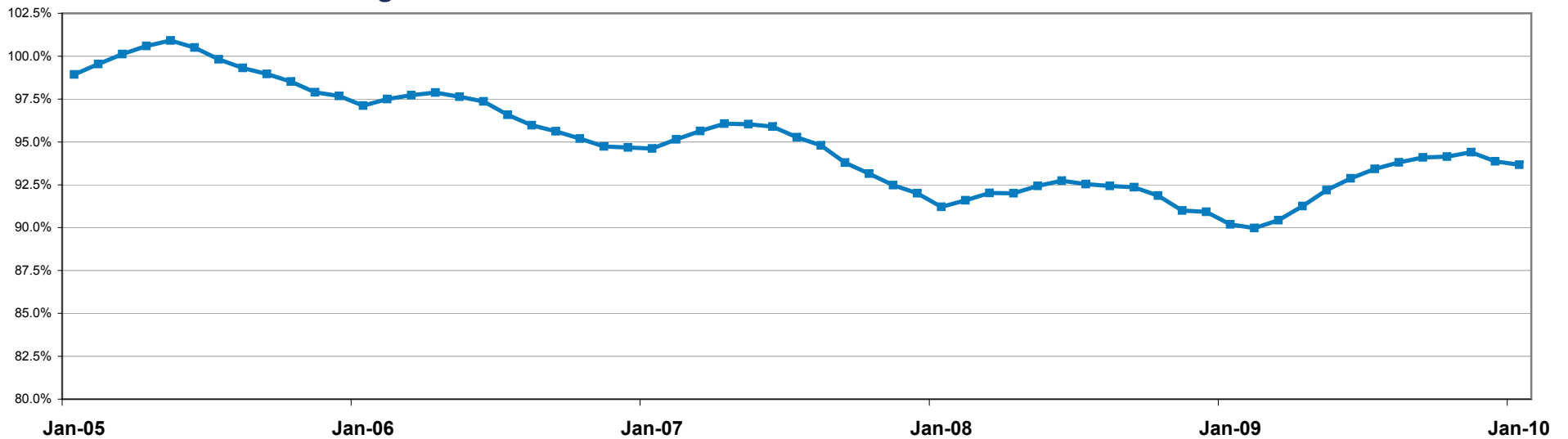


## Year to Date



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

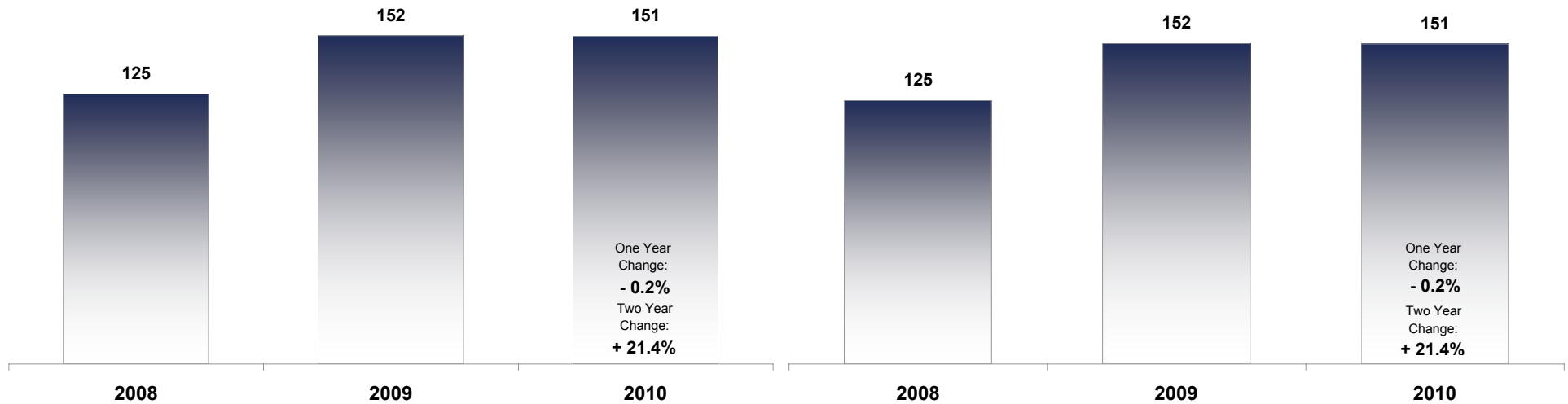
A Monthly Indicator from MRIS, Inc.



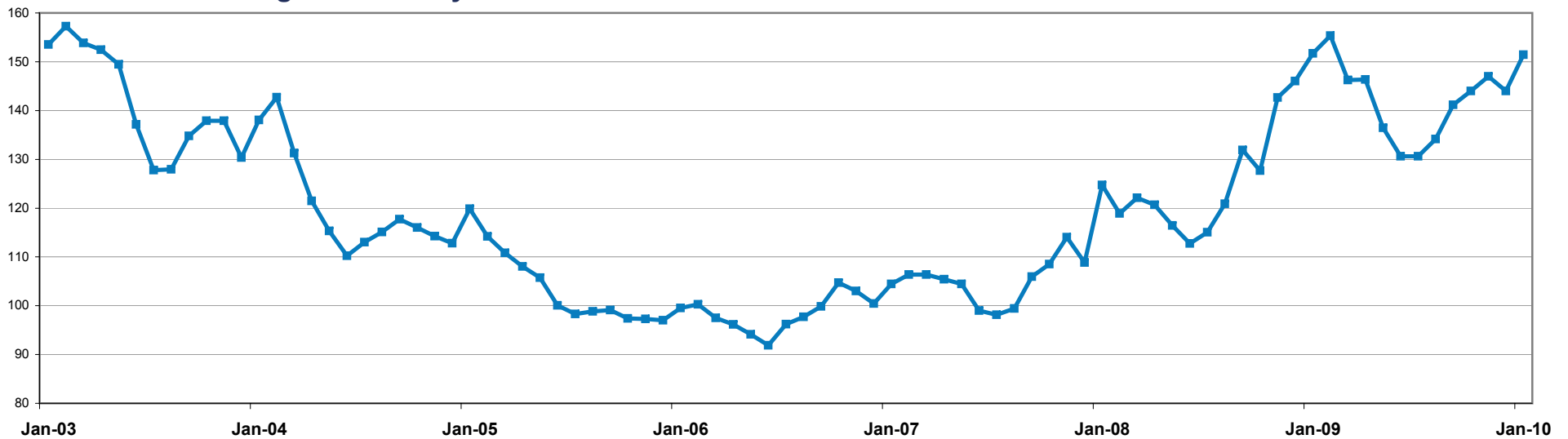
## January

## 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

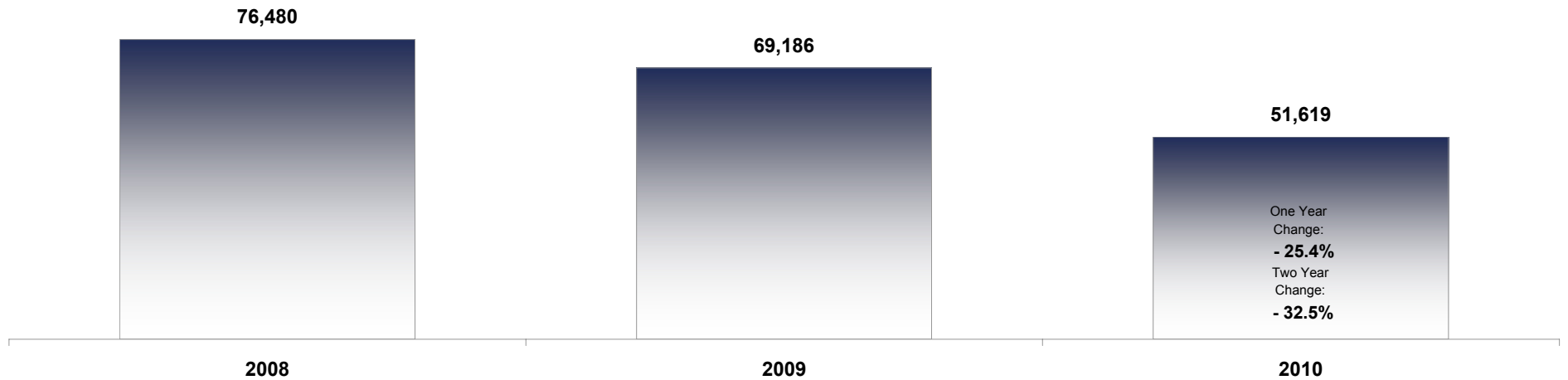


# Inventory of Homes for Sale

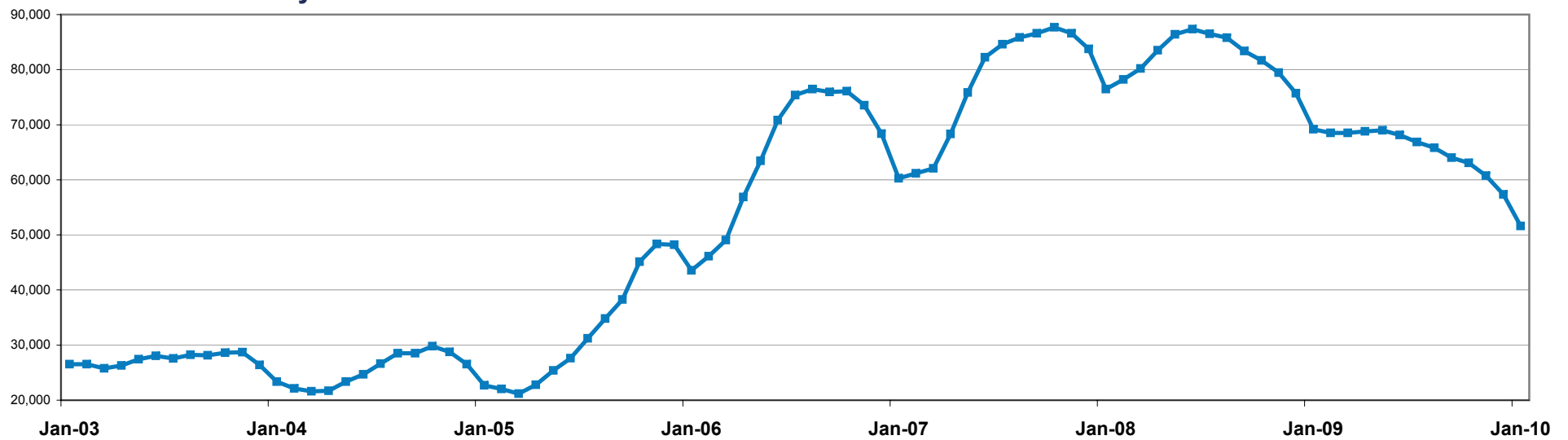
A Monthly Indicator from MRIS, Inc.



## January



## Historical Inventory of Homes for Sale

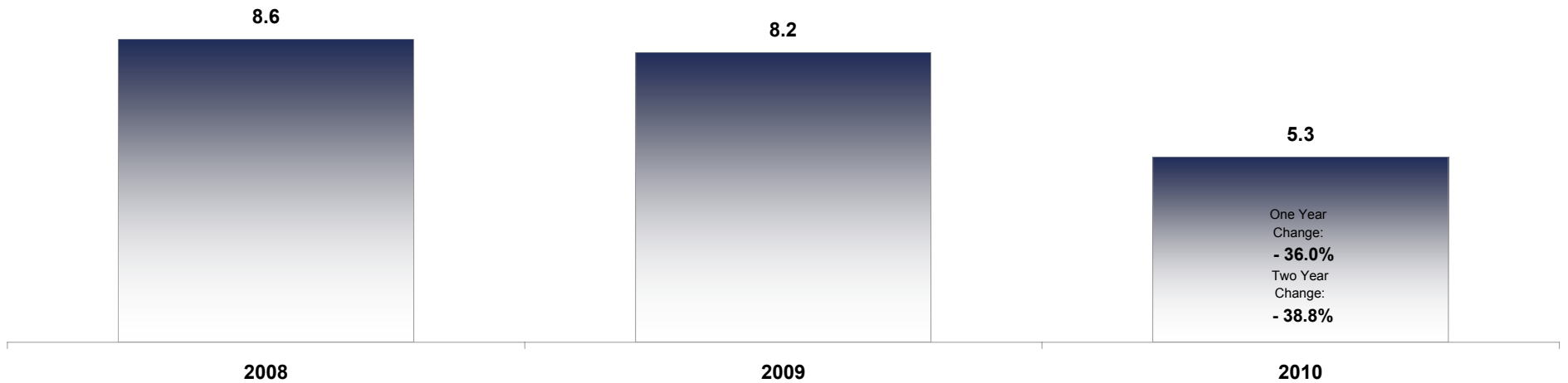


# Months Supply of Inventory

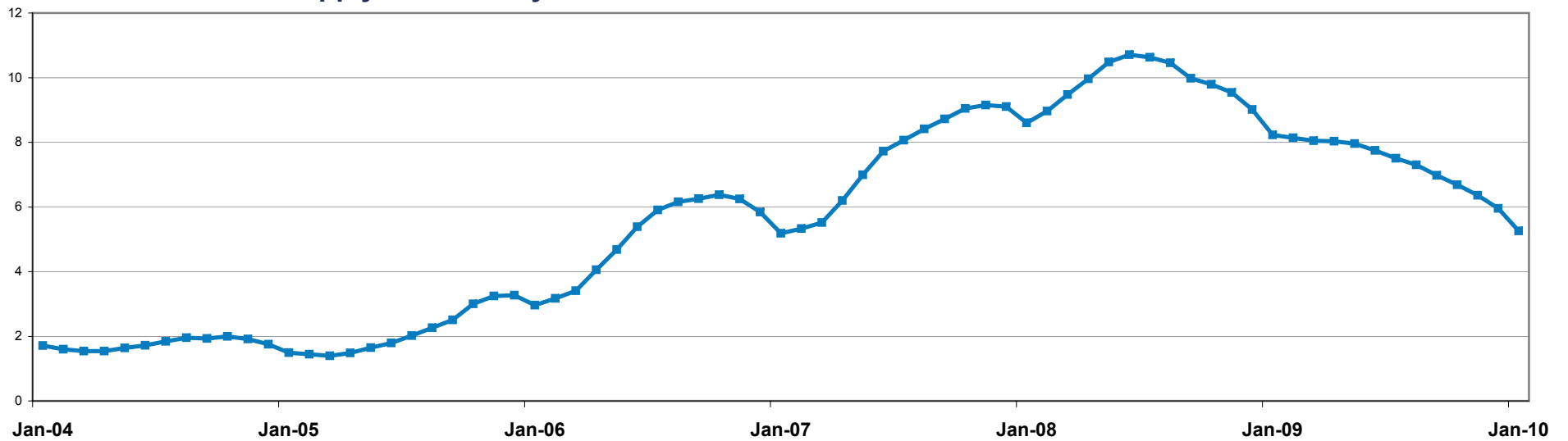
A Monthly Indicator from MRIS, Inc.



## January



## Historical Months Supply of Inventory



# Market Overview

A Monthly Indicator from MRIS, Inc.



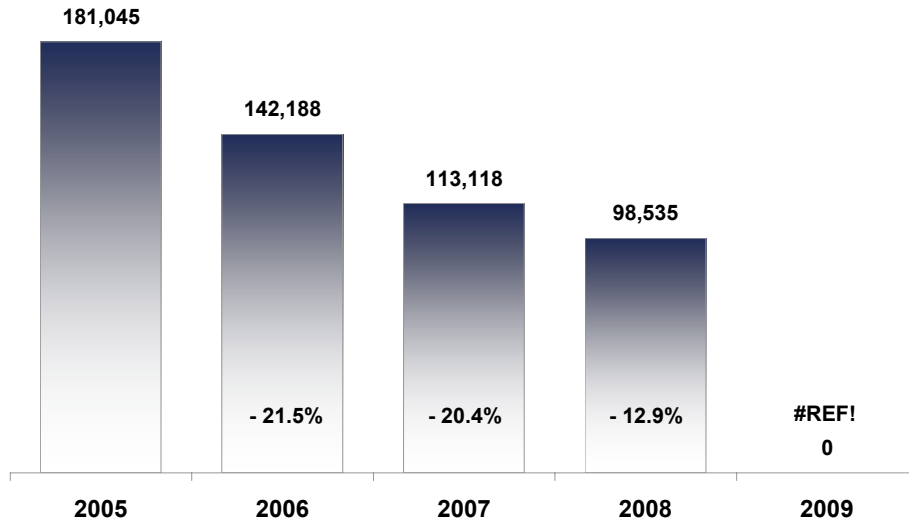
January 2010		2009	2008	Percent Change	5-Year Average	2009 Year-to-Date	2008 Year-to-Date	Percent Change	5-Year Year-to-Date Average
<b>New Listings</b>	Nov	12,077	13,054	- 7.5%	15,219	182,524	214,130	- 14.8%	232,716
	Dec	10,006	11,137	- 10.2%	11,438	192,530	225,267	- 14.5%	244,154
	<b>Jan</b>	<b>14,843</b>	<b>15,069</b>	<b>- 1.5%</b>	<b>18,431</b>	<b>14,843</b>	<b>15,069</b>	<b>- 1.5%</b>	<b>18,431</b>
<b>Pending Sales</b>	Nov	7,919	6,520	+ 21.5%	8,352	108,352	94,524	+ 14.6%	121,473
	Dec	7,117	6,254	+ 13.8%	7,357	115,469	100,778	+ 14.6%	128,830
	<b>Jan</b>	<b>9,290</b>	<b>7,034</b>	<b>+ 32.1%</b>	<b>9,070</b>	<b>9,290</b>	<b>7,034</b>	<b>+ 32.1%</b>	<b>9,070</b>
<b>Closed Sales</b>	Nov	9,749	6,408	+ 52.1%	9,398	98,756	90,758	+ 8.8%	119,062
	Dec	8,257	7,778	+ 6.2%	9,318	107,013	98,536	+ 8.6%	128,380
	<b>Jan</b>	<b>5,615</b>	<b>5,437</b>	<b>+ 3.3%</b>	<b>6,627</b>	<b>5,615</b>	<b>5,437</b>	<b>+ 3.3%</b>	<b>6,627</b>
<b>Days on Market Until Sale</b>	Nov	85	111	- 24.0%	84	101	114	- 11.2%	80
	Dec	86	112	- 23.2%	87	100	114	- 12.1%	80
	<b>Jan</b>	<b>87</b>	<b>124</b>	<b>- 30.2%</b>	<b>96</b>	<b>87</b>	<b>124</b>	<b>- 30.2%</b>	<b>96</b>
<b>Median Sales Price</b>	Nov	\$255,000	\$260,000	- 1.9%	\$303,800	\$264,000	\$295,000	- 10.5%	\$317,343
	Dec	\$260,000	\$261,000	- 0.4%	\$309,200	\$263,440	\$290,900	- 9.4%	\$316,648
	<b>Jan</b>	<b>\$246,000</b>	<b>\$250,000</b>	<b>- 1.6%</b>	<b>\$296,600</b>	<b>\$246,000</b>	<b>\$250,000</b>	<b>- 1.6%</b>	<b>\$296,600</b>
<b>Average Sales Price</b>	Nov	\$312,452	\$319,806	- 2.3%	\$362,615	\$324,298	\$360,715	- 10.1%	\$377,453
	Dec	\$347,845	\$322,624	+ 7.8%	\$377,460	\$326,115	\$357,708	- 8.8%	\$377,453
	<b>Jan</b>	<b>\$312,955</b>	<b>\$301,958</b>	<b>+ 3.6%</b>	<b>\$357,326</b>	<b>\$312,955</b>	<b>\$301,958</b>	<b>+ 3.6%</b>	<b>\$357,326</b>
<b>Inventory of Homes for Sale</b>	Nov	60,730	79,464	- 23.6%					
	Dec	57,324	75,699	- 24.3%	--	--	--	--	--
	<b>Jan</b>	<b>51,619</b>	<b>69,186</b>	<b>- 25.4%</b>					
<b>Percent of Original List Price</b>	Nov	94.4%	91.0%	+ 3.7%	94.1%	94.1%	92.1%	+ 2.2%	92.7%
	Dec	93.9%	90.9%	+ 3.2%	93.8%	93.8%	92.0%	+ 2.0%	92.8%
	<b>Jan</b>	<b>93.7%</b>	<b>90.2%</b>	<b>+ 3.9%</b>	<b>93.4%</b>	<b>93.4%</b>	<b>90.2%</b>	<b>+ 3.5%</b>	<b>93.7%</b>
<b>Housing Affordability Index</b>	Nov	147	143	+ 3.1%	121	141	122	+ 15.0%	
	Dec	144	146	- 1.4%	119	141	124	+ 13.5%	--
	<b>Jan</b>	<b>151</b>	<b>152</b>	<b>- 0.2%</b>	<b>126</b>	<b>151</b>	<b>152</b>	<b>- 0.2%</b>	
<b>Months Supply of Inventory</b>	Nov	6.4	9.5	- 33.3%					
	Dec	6.0	9.0	- 33.9%	--	--	--	--	--
	<b>Jan</b>	<b>5.3</b>	<b>8.2</b>	<b>- 36.0%</b>					

# Annual Review

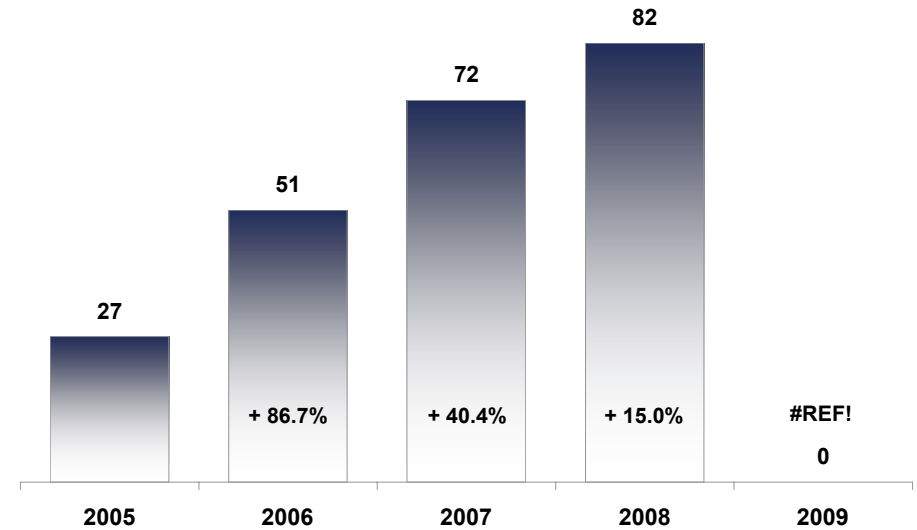
A free research tool from MRIS, Inc.



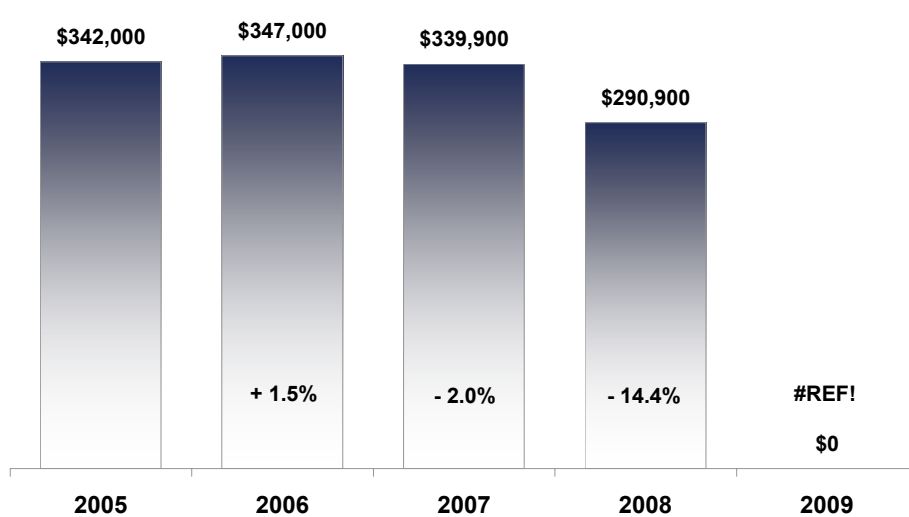
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

