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Monthly Indicators

March 2010

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Buyers in the MRIS region were even more active in March than in February, with a whopping 45.5 percent year-over-year increase in pending sales to bring the figure to 14,361 for this month.

Home prices are stabilizing. The March median sales price of \$250,000 was only a 1.2 percent decline from last March. Percent of Original List Price Received also provides reason for cautious optimism as transactions slowly creep back toward the seller's favor. The 94.1 mark for March has consistently been inching upwards in 2010.

Low mortgage rates and the final days of the tax credit continue to create a favorable buying environment and affordability continues to soar. This may change; but we're on top of it.

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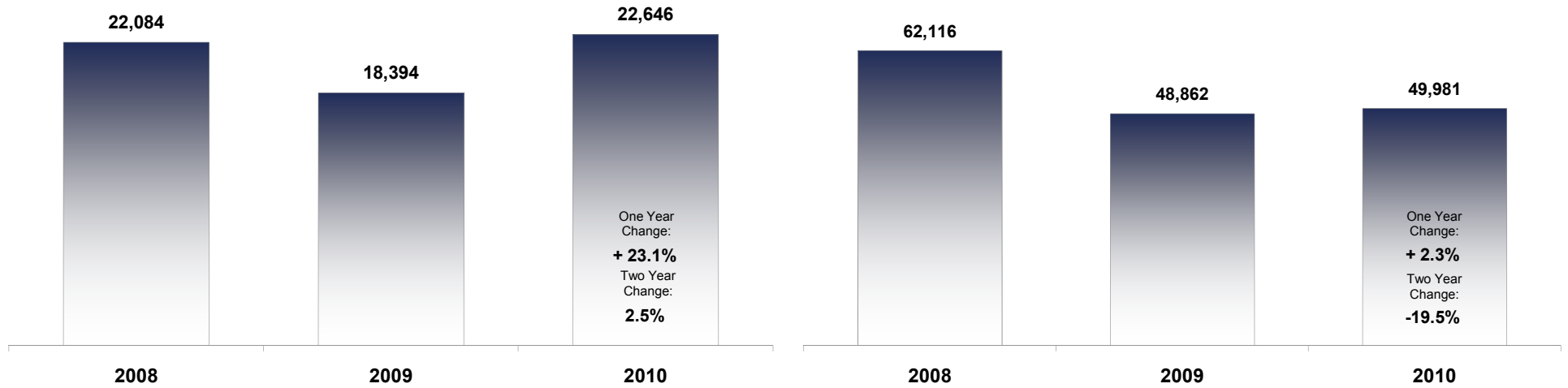
New Listings

A Monthly Indicator from MRIS, Inc.

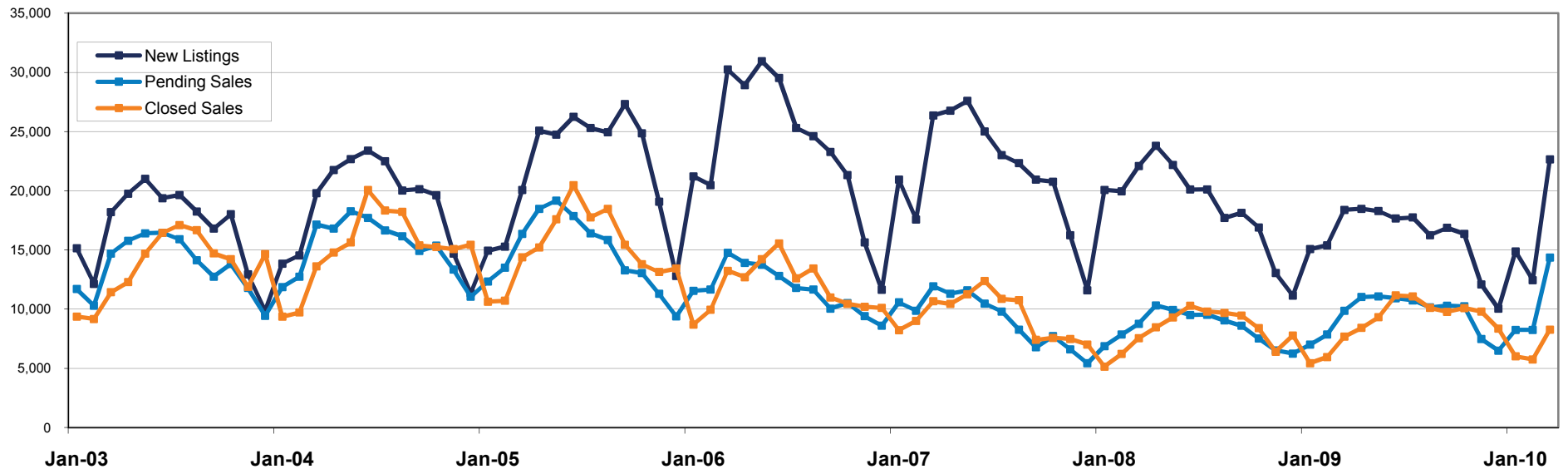


March

Year to Date



Historical Market Activity



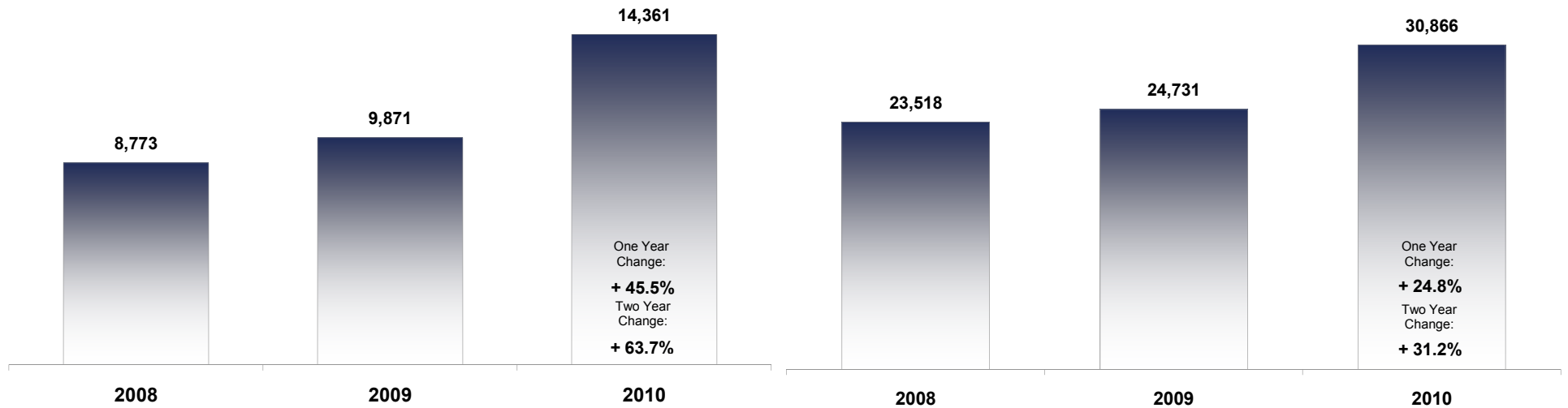
Pending Sales

A Monthly Indicator from MRIS, Inc.

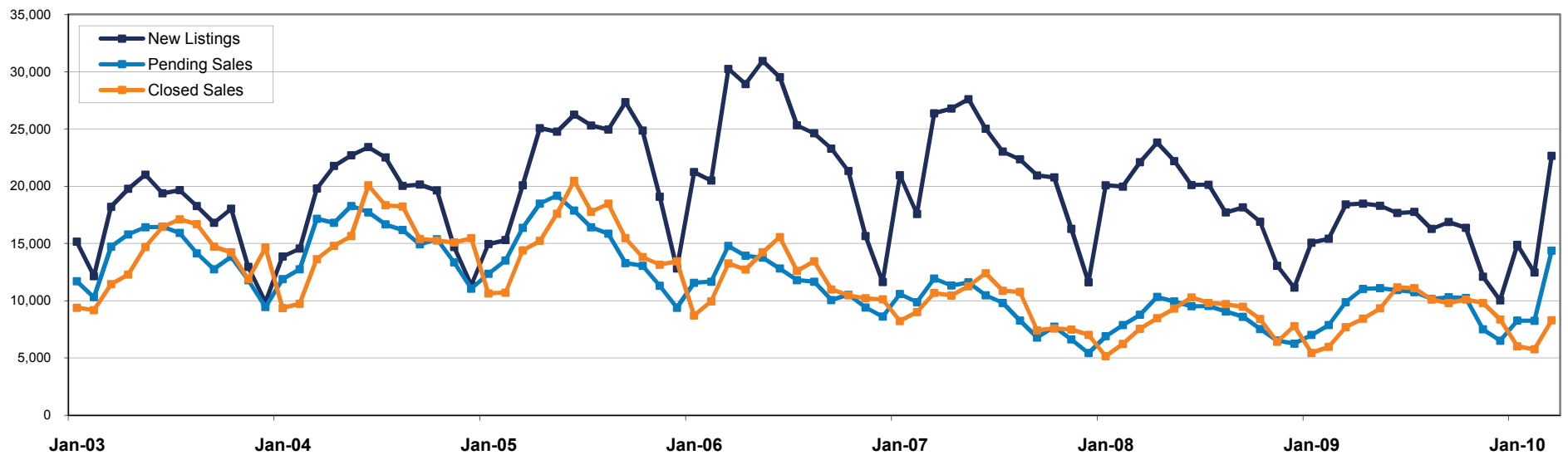


March

Year to Date



Historical Market Activity

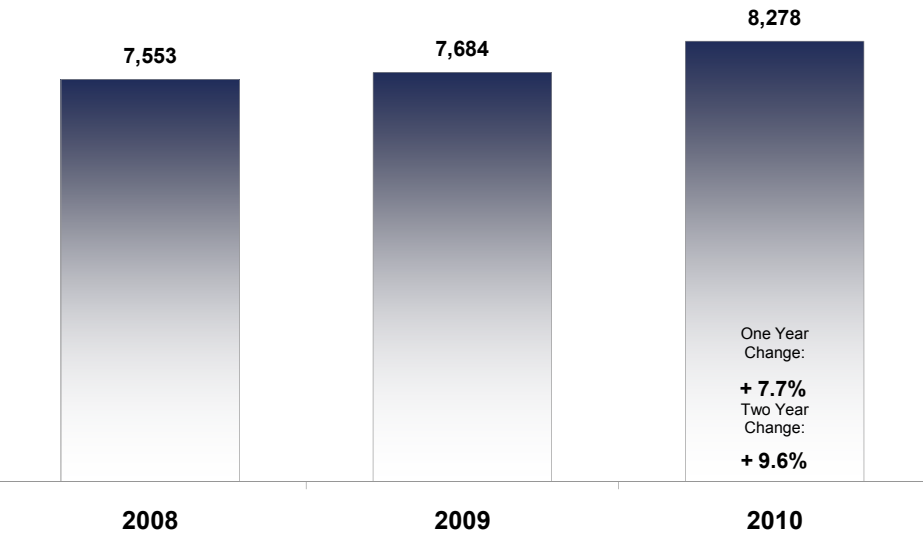


Closed Sales

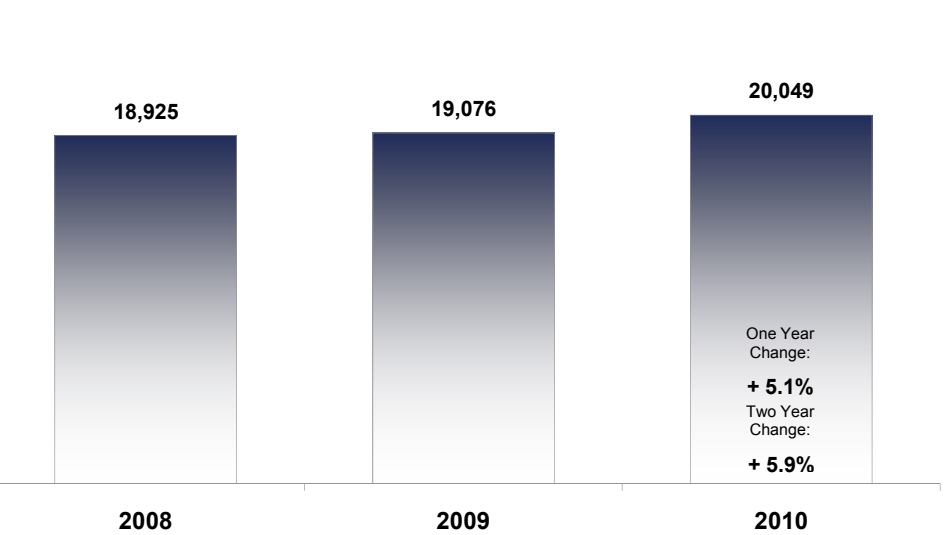
A Monthly Indicator from MRIS, Inc.



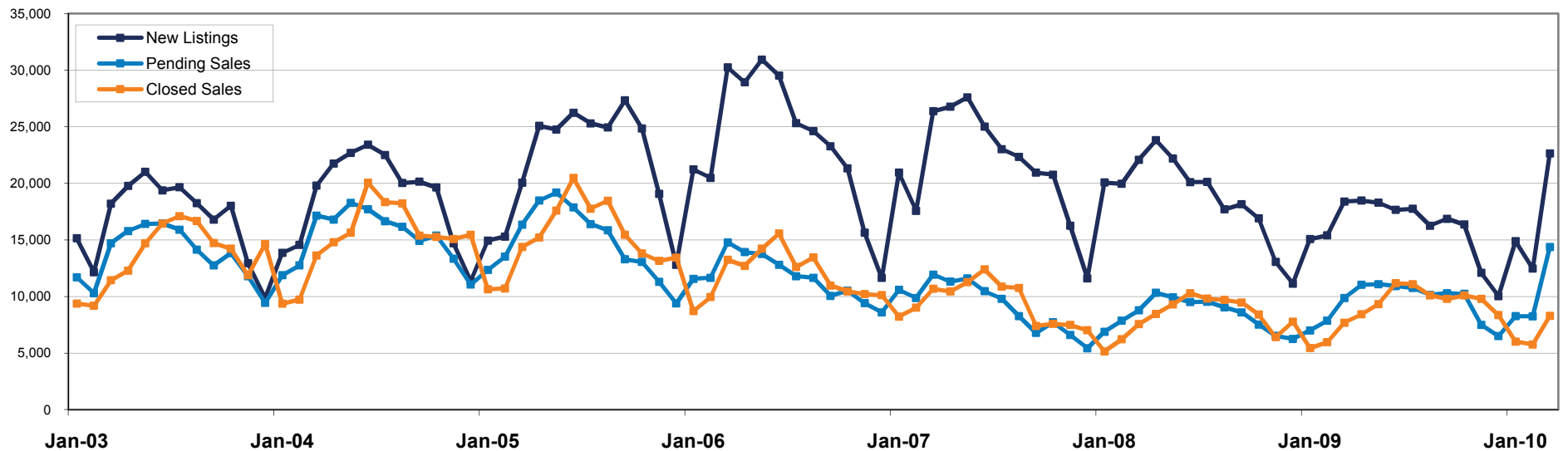
March



Year to Date



Historical Market Activity



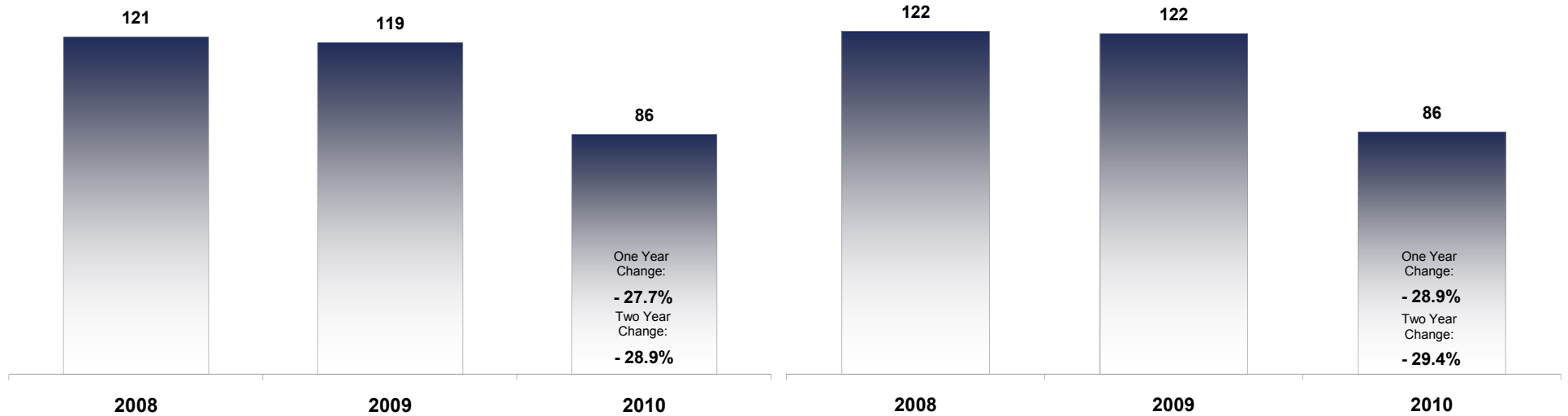
Days on Market Until Sale

A Monthly Indicator from MRIS, Inc.

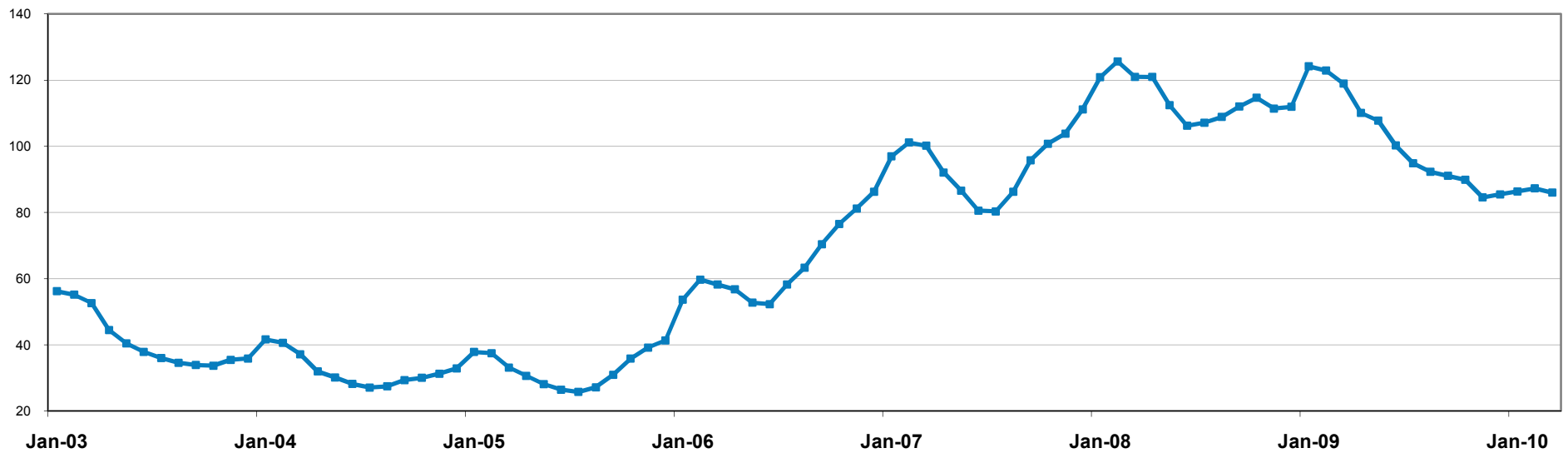


March

Year to Date



Historical Days on Market Until Sale



Median Sales Price

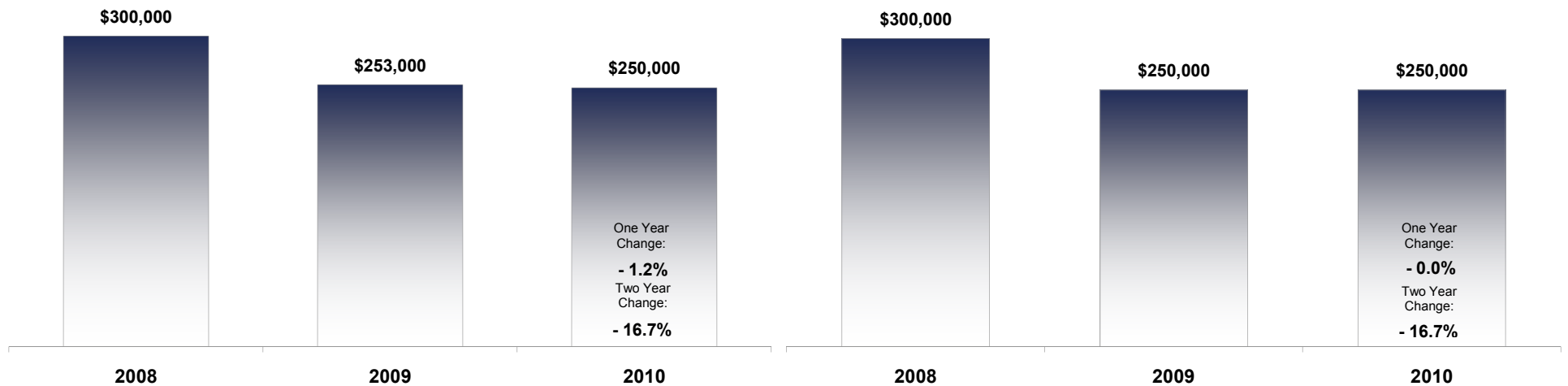
A Monthly Indicator from MRIS, Inc.



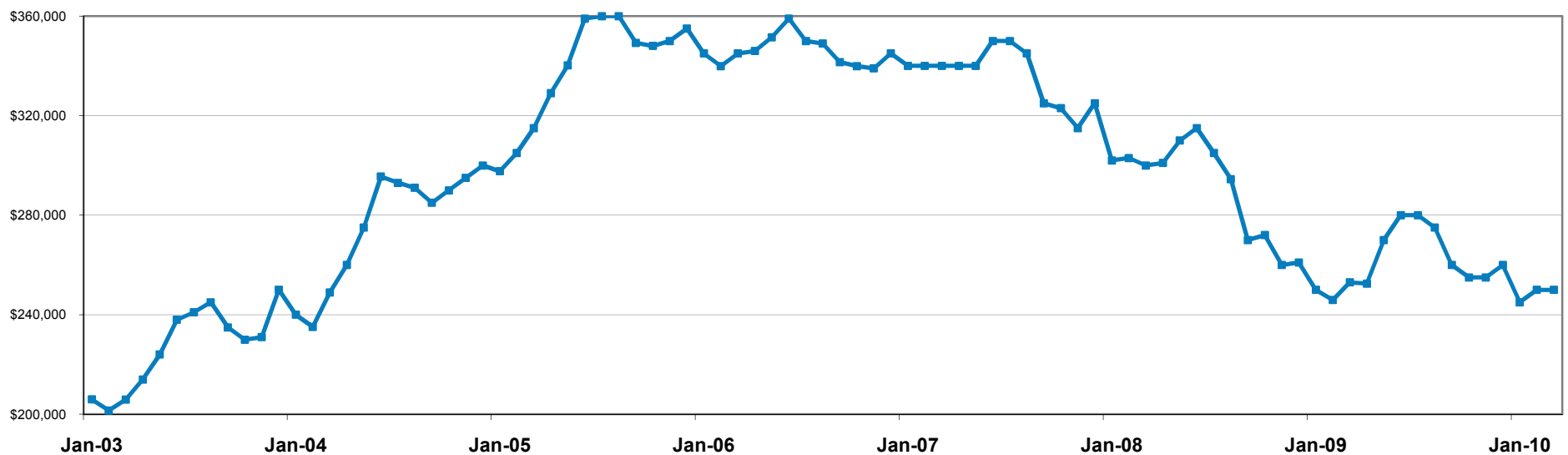
March

Year to Date

Figures do not take into account seller concessions.



Historical Median Prices



Average Sales Price

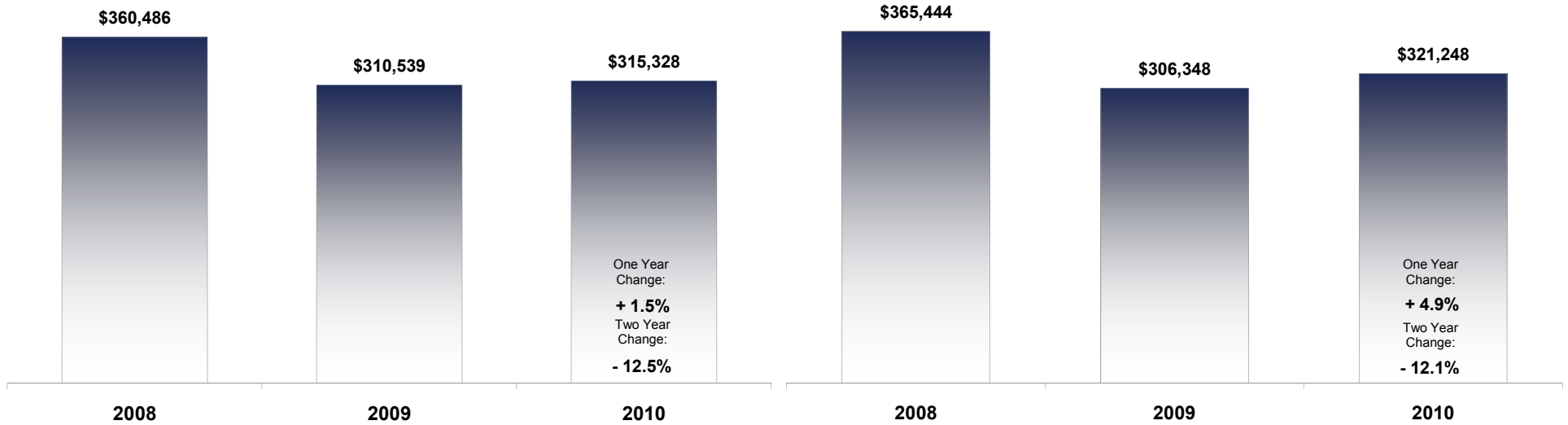
A Monthly Indicator from MRIS, Inc.



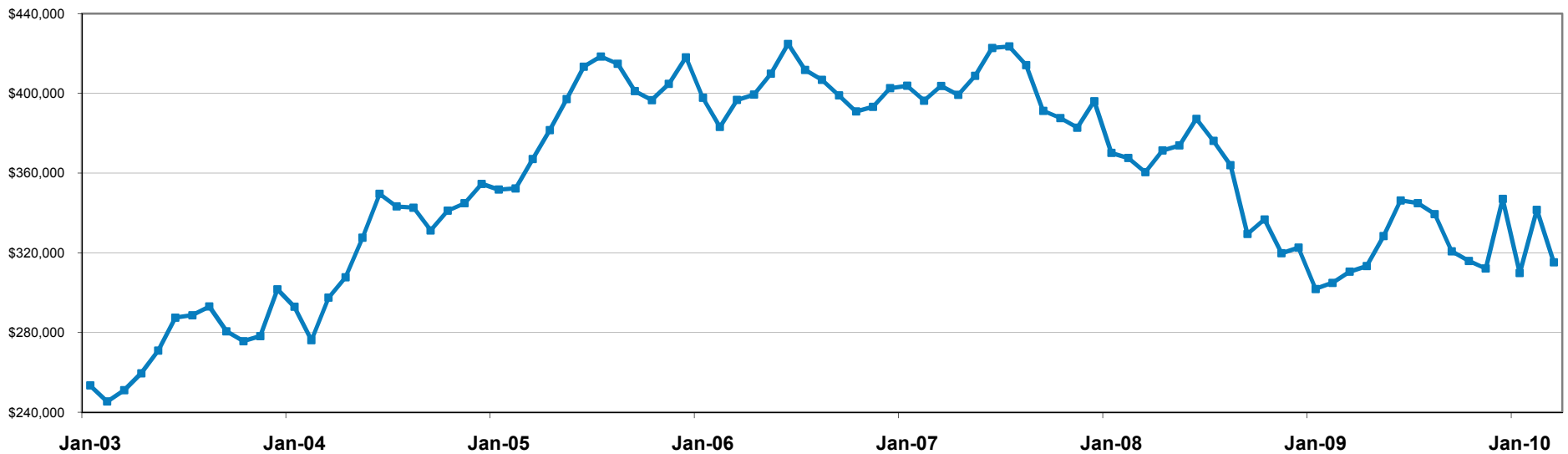
March

Year to Date

Figures do not take into account seller concessions.



Historical Average Prices

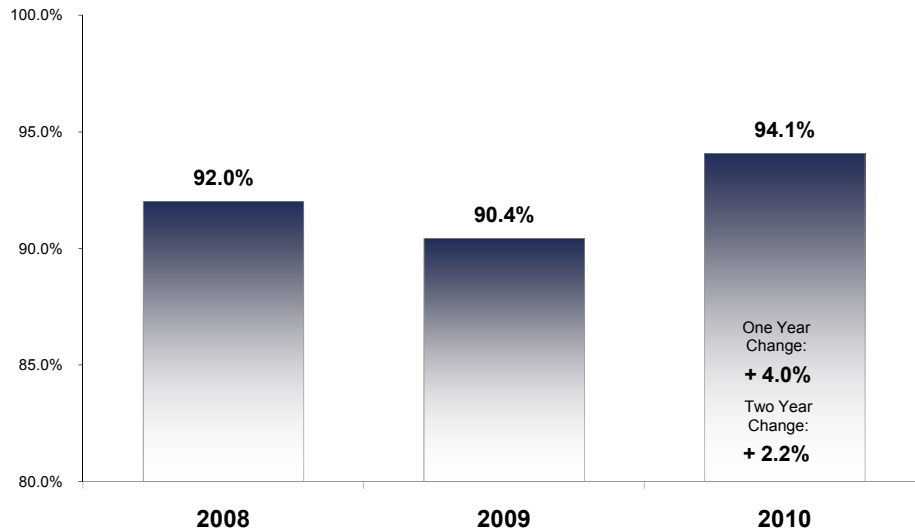


Percent of Original List Price Received at Sale

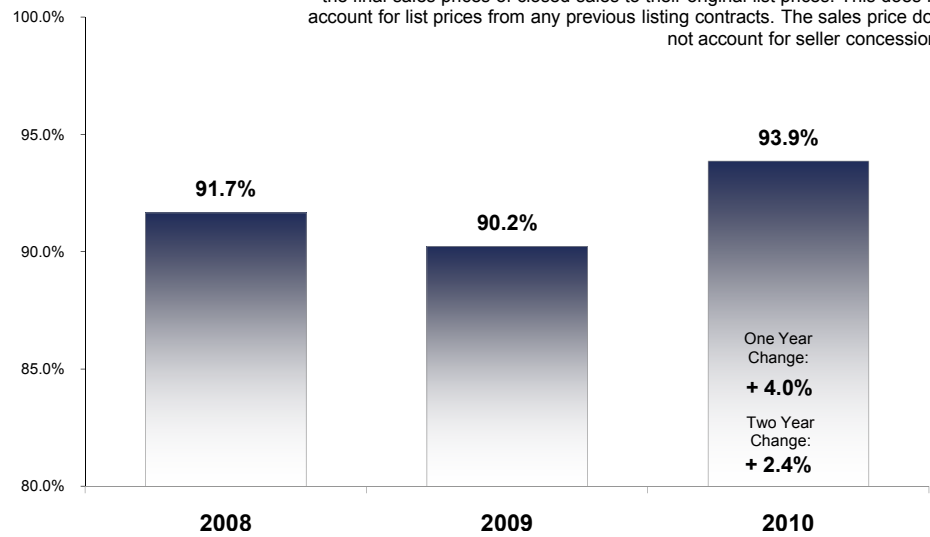
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March

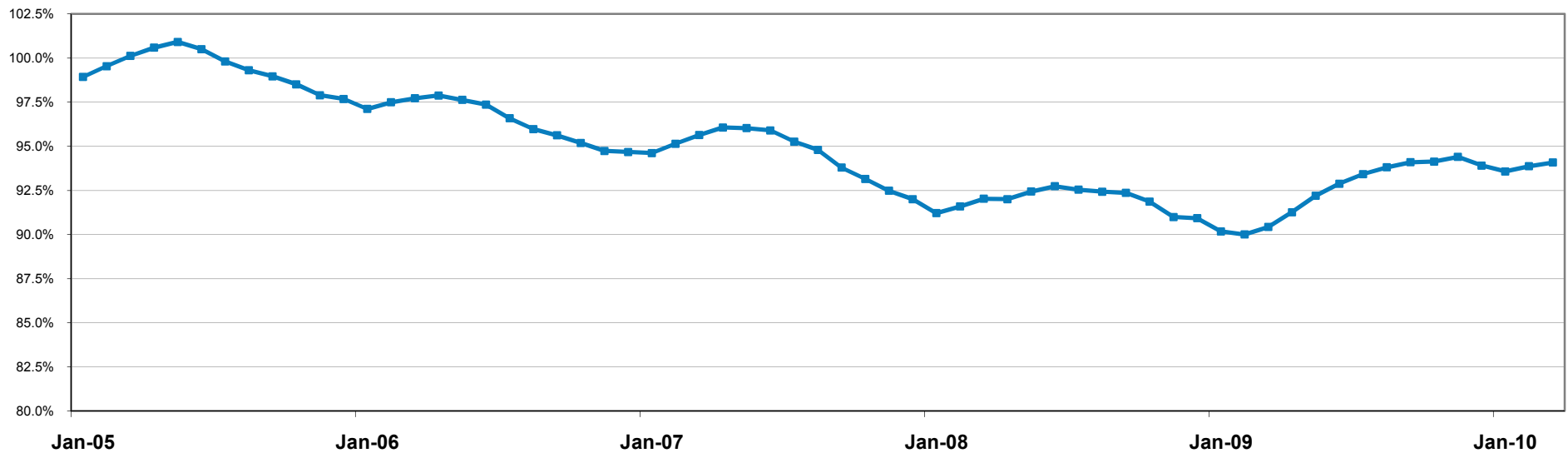


Year to Date



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

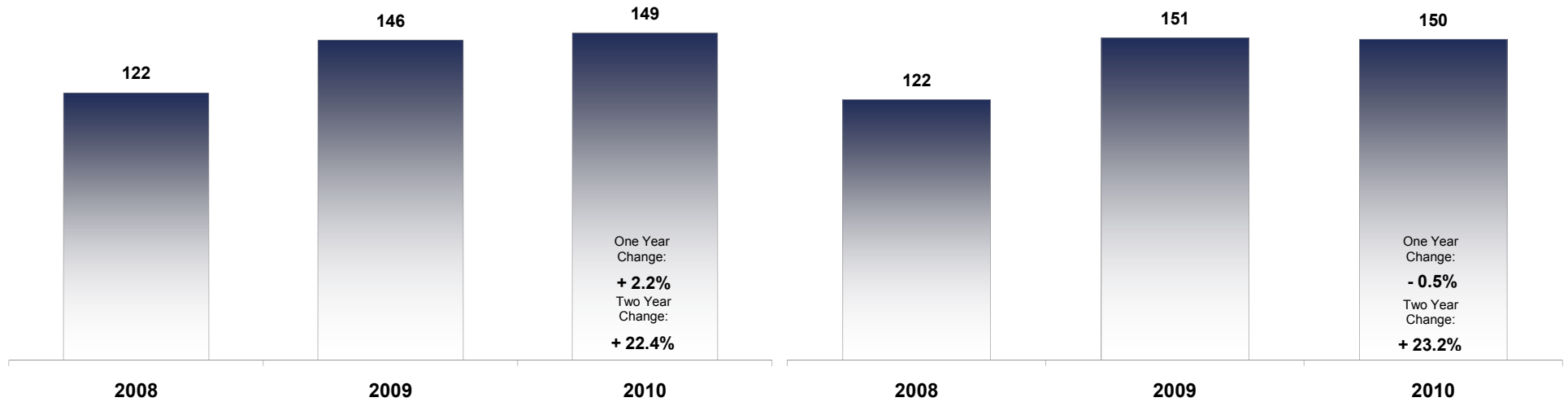
A Monthly Indicator from MRIS, Inc.



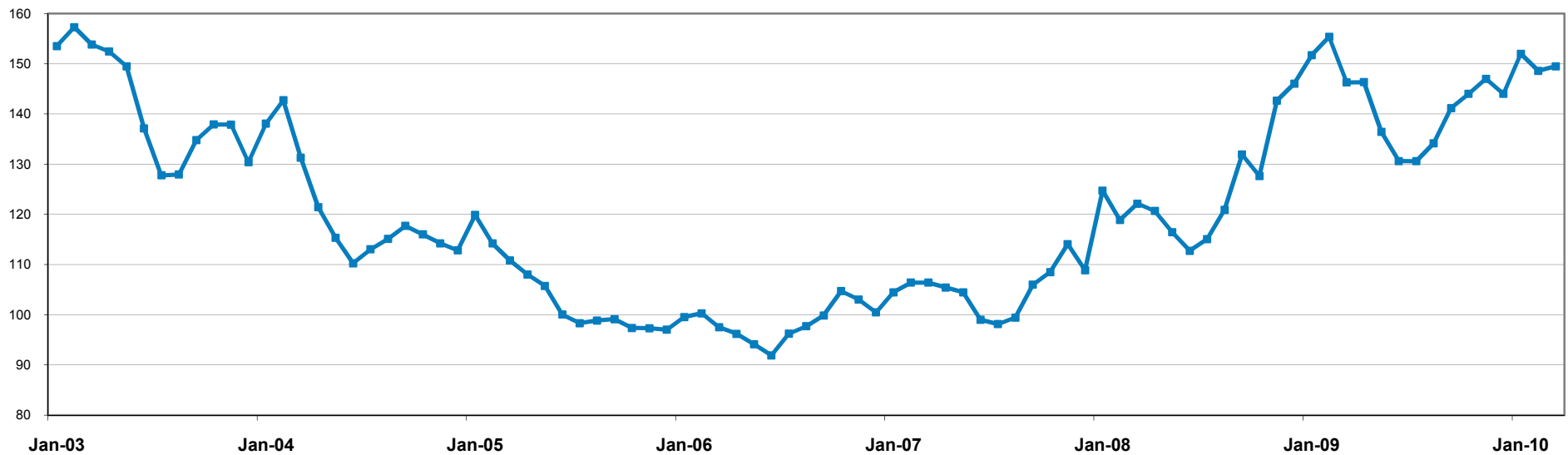
March

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

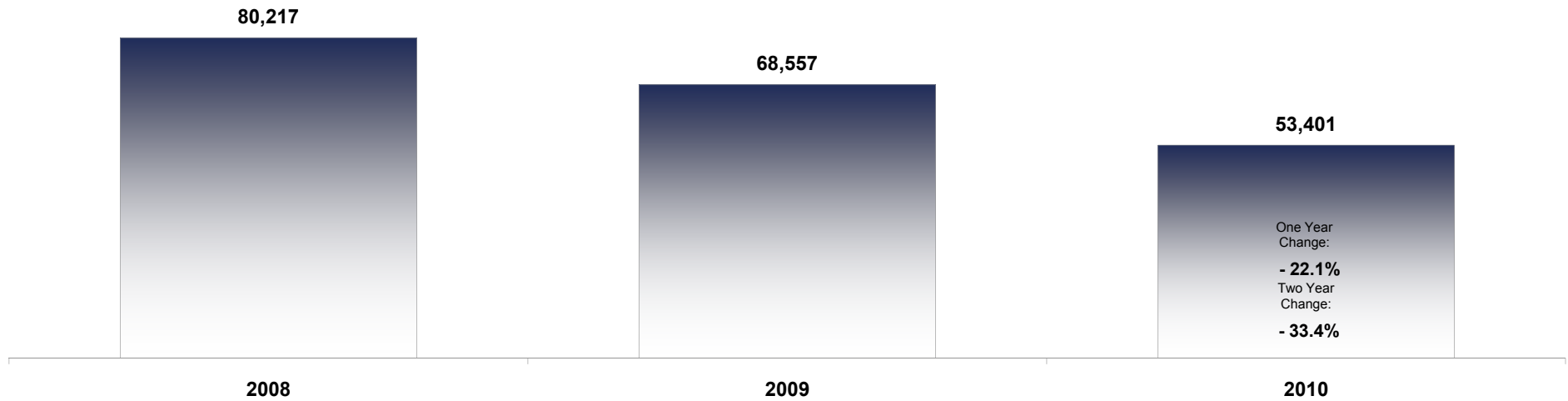


Inventory of Homes for Sale

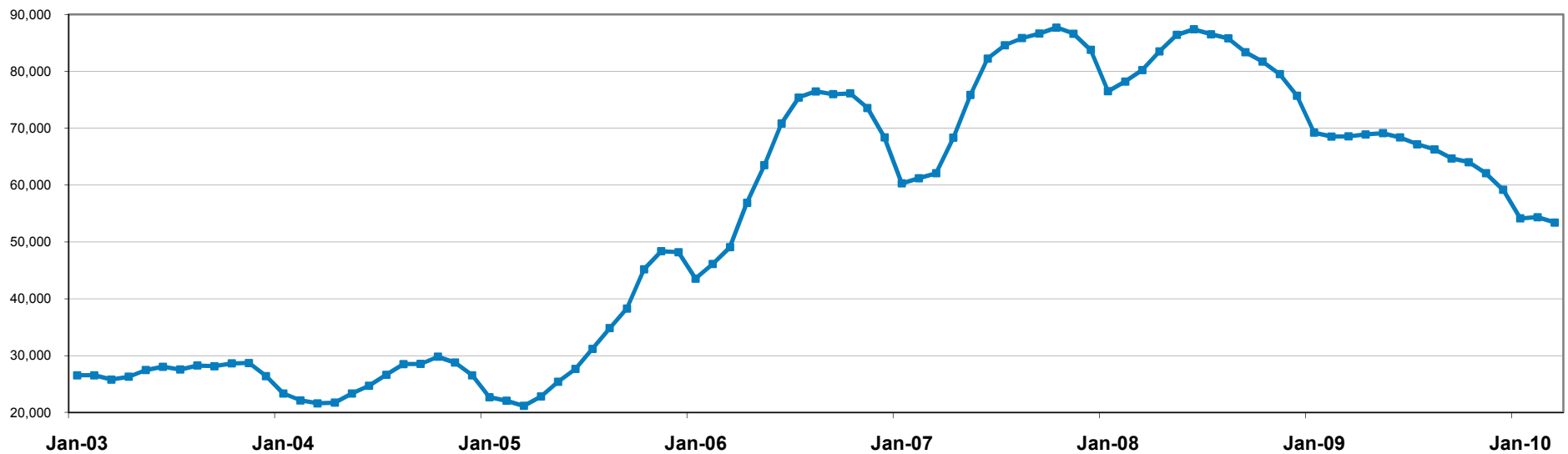
A Monthly Indicator from MRIS, Inc.



March



Historical Inventory of Homes for Sale

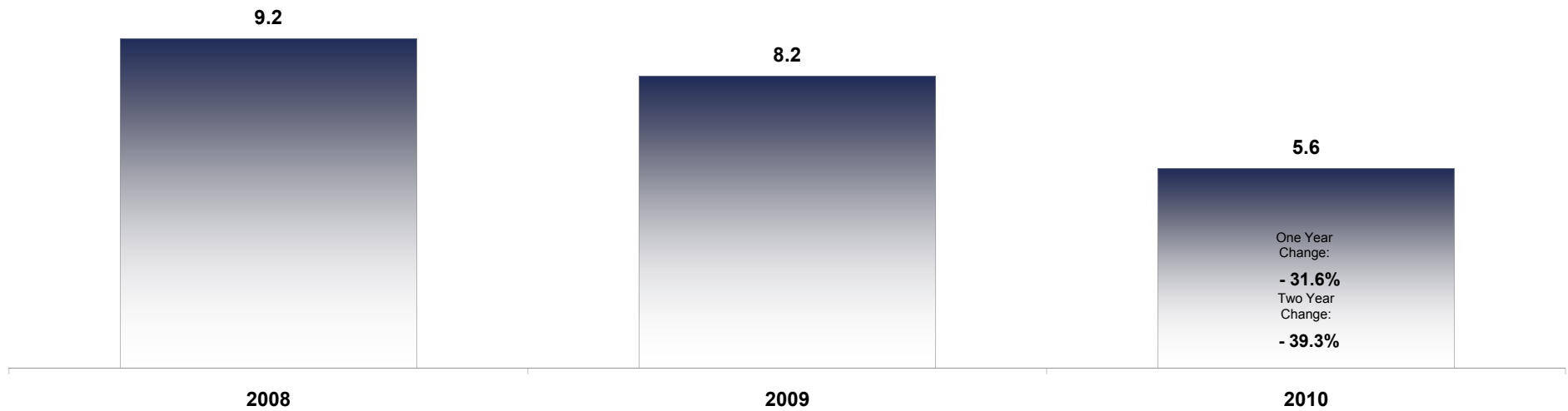


Months Supply of Inventory

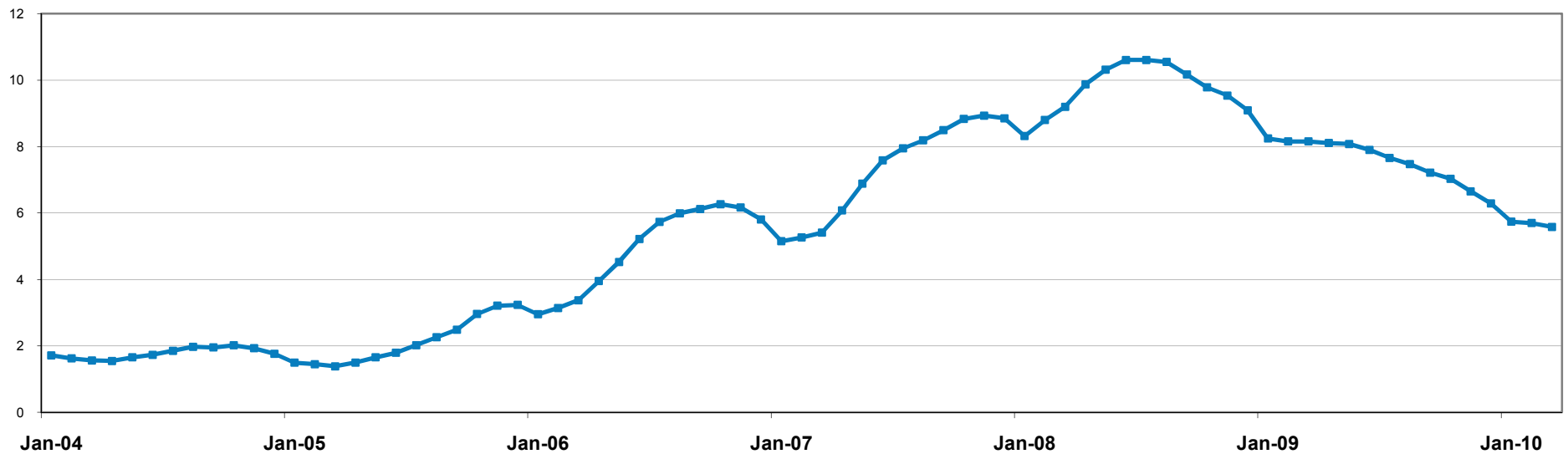
A Monthly Indicator from MRIS, Inc.



March



Historical Months Supply of Inventory



Market Overview

A Monthly Indicator from MRIS, Inc.



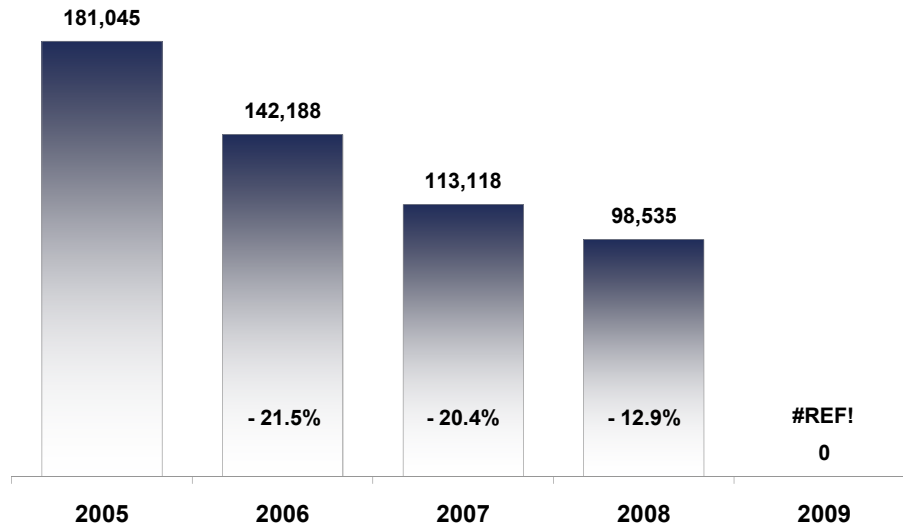
March 2010		This Year	Last Year	Percent Change	5-Year Average	This Year Year-to-Date	Last Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Jan	14,877	15,069	- 1.3%	18,438	14,877	15,069	- 1.3%	18,438
	Feb	12,458	15,399	- 19.1%	17,175	27,335	30,468	- 10.3%	35,613
	Mar	22,646	18,394	+ 23.1%	23,948	49,981	48,862	+ 2.3%	59,561
Pending Sales	Jan	8,254	7,001	+ 17.9%	8,856	8,254	7,001	+ 17.9%	8,856
	Feb	8,251	7,859	+ 5.0%	9,099	16,505	14,860	+ 11.1%	17,955
	Mar	14,361	9,871	+ 45.5%	11,943	30,866	24,731	+ 24.8%	29,898
Closed Sales	Jan	6,016	5,437	+ 10.6%	6,708	6,016	5,437	+ 10.6%	6,708
	Feb	5,755	5,955	- 3.4%	7,378	11,771	11,392	+ 3.3%	14,085
	Mar	8,278	7,684	+ 7.7%	9,486	20,049	19,076	+ 5.1%	23,571
Days on Market Until Sale	Jan	86	124	- 30.4%	96	86	124	- 30.4%	96
	Feb	87	123	- 28.9%	99	87	123	- 29.7%	98
	Mar	86	119	- 27.7%	97	86	122	- 28.9%	98
Median Sales Price	Jan	\$245,000	\$250,000	- 2.0%	\$296,400	\$245,000	\$250,000	- 2.0%	\$296,400
	Feb	\$250,000	\$245,900	+ 1.7%	\$295,760	\$246,659	\$248,000	- 0.5%	\$295,532
	Mar	\$250,000	\$253,000	- 1.2%	\$297,600	\$250,000	\$250,000	- 0.0%	\$296,600
Average Sales Price	Jan	\$309,909	\$301,894	+ 2.7%	\$356,704	\$309,909	\$301,894	+ 2.7%	\$356,704
	Feb	\$341,616	\$305,007	+ 12.0%	\$358,745	\$325,411	\$303,522	+ 7.2%	\$357,514
	Mar	\$315,328	\$310,539	+ 1.5%	\$357,365	\$321,248	\$306,348	+ 4.9%	\$357,441
Inventory of Homes for Sale	Jan	54,134	69,218	- 21.8%					
	Feb	54,344	68,536	- 20.7%	--	--	--	--	--
	Mar	53,401	68,557	- 22.1%					
Percent of Original List Price	Jan	93.6%	90.2%	+ 3.8%	93.3%	93.3%	90.2%	+ 3.5%	93.6%
	Feb	93.9%	90.0%	+ 4.3%	93.6%	93.6%	90.1%	+ 3.9%	93.7%
	Mar	94.1%	90.4%	+ 4.0%	94.0%	94.0%	90.2%	+ 4.2%	93.9%
Housing Affordability Index	Jan	152	152	+ 0.2%	126	152	152	+ 0.2%	
	Feb	149	155	- 4.4%	126	150	154	- 2.1%	--
	Mar	149	146	+ 2.2%	124	150	151	- 0.5%	
Months Supply of Inventory	Jan	5.7	8.2	- 30.4%					
	Feb	5.7	8.2	- 30.1%	--	--	--	--	--
	Mar	5.6	8.2	- 31.6%					

Annual Review

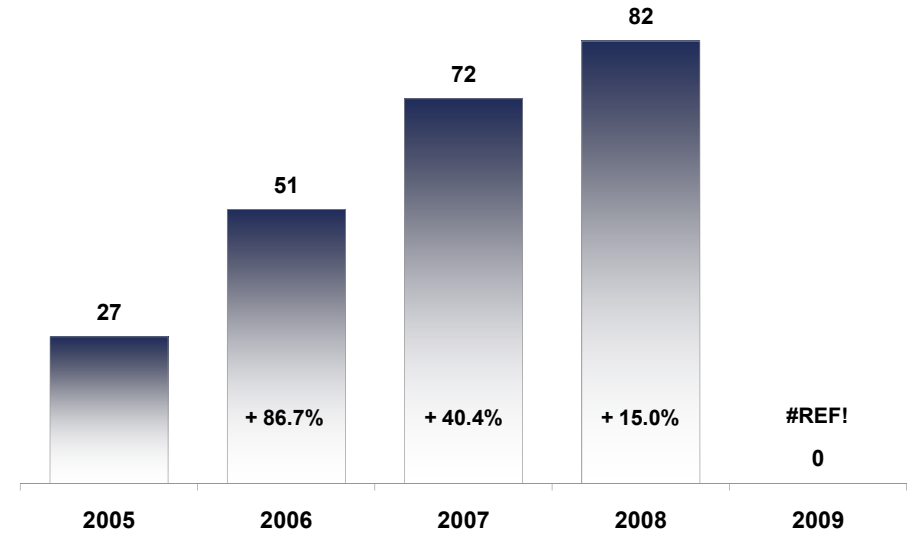
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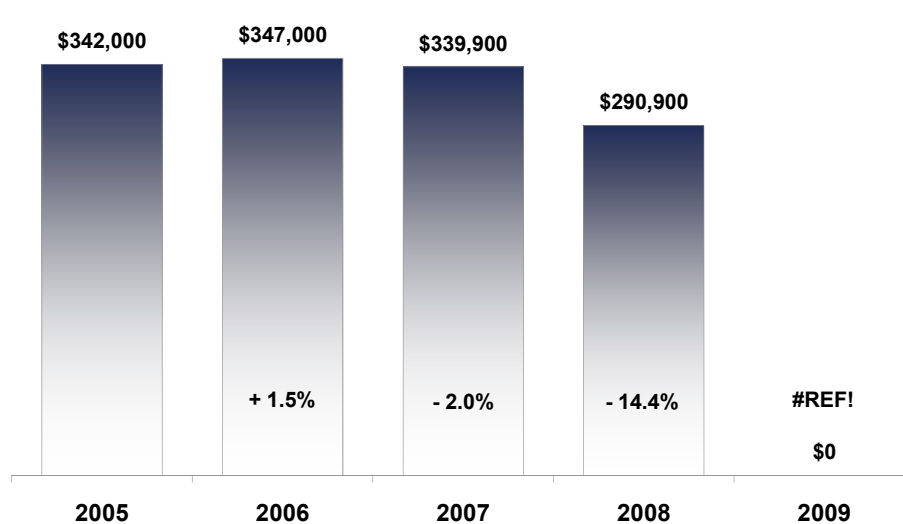
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

