



## November 2014 Newsletter

Hi Everyone,

We just had our first snowstorm of the year and luckily the south side of the cities only received a few inches. I know the north side received a hammering of snow of up to and over a foot of the white stuff. Sorry to hear that for those of you living on the northern burbs. If you're in to snowmobiling you may be loving it but guessing most of us don't really need to see it until after Thanksgiving. I know a few that love the cold and snow but can't say I am one of them! ☺ Stay warm and drive safe!

The market is stable and transactions are happening but the fall and winter market looks to be the norm this year. Not a ton of listings and not a ton of buyers looking to purchase right now. That does not mean people are not buying homes just that the seasonal slowdown is happening this year. Some years when the market is hot we don't really see the market slow down too much but this is not one of those years. My sources and from what I am seeing, it looks like real estate is attracting hedge fund investors and financial institutions will continue to purchase real estate investments as a hedge to their other riskier investments through this year and next.

**Sellers** – If you are thinking about selling now it is most likely because you are moving for career or job related reasons or maybe going through a divorce or estate situation. Buyers are always looking for new inventory so you can still make a move in the winter and sometimes it is a better time to sell since there is less inventory now. If you have a not so attractive yard and landscaping, winter can be a better time to sell for you than in the spring. Lots of competition in the spring but if your home is in very good condition, with updates, I would still wait for spring to list your home. If you have a dandelion valley yard and may be a bit cosmetically challenged you may not want to wait and sell now during the cold months. Investors love to buy in the winter to get properties ready to rent or sell in the spring.

**Buyers** – It's getting colder and interest rates are still good. Keep looking and maybe look harder during the cold months because if prices rise, they generally do so in the spring. If you like to save money keep looking for your home during the cold months. When you do your inspection make sure the inspector does good job taking snow off parts of the roof to make sure they get a good look at the condition. It's much harder to see the condition of roofs when there is a foot of snow on them. Mice like coming in to properties this time of year so keep an eye out for mouse droppings when you look at potential homes.

Family – Sophia and Ella are doing great! Mike started with GoDaddy and is enjoying his new position as well as going to college.



Above are a few pictures from the past month:

First one is of the girls on our annual pumpkin hunt to find our carving pumpkins. The others on the top row of are Sophia and Ella in costume. Sophia was once again a Mermaid and Ella decided this year she would be Wonder Woman. Boy it's tough getting Wonder Woman to take off her wrist bands, boots and cape after trick or treating! The pumpkins are Cyclops Dracula (Ella), Mermaid (Sophia), Dragon (Heather). My pumpkin this year - I called it Godzilla's Eye. I am proud to say that it is my best pumpkin I have ever carved. Took about 2 hours but I think the results turned out better than expected. Hopefully you can see an eye in the picture. ☺

Restaurant Review – Since last month I had a not so good review for Sea Change I figured I would do a positive one on a new restaurant in my area. In fact, my parking lot at Re/Max Results shares the parking lot with Vivo. It is a Italian Restaurant with much more than just Italian food. All ingredients are local and fresh. They make each order fresh after it is ordered. When I go to a restaurant my rule of thumb is to get what they specialize in. If I go to a seafood restaurant I get seafood not a hamburger or steak. So, when I go to Vivo I generally get pasta. Wow! They make it fresh and the pasta is always al dente every time and their sauces are delicious. We can go to Vivo 4 times compared to one time to Sea Change. Can't say it is cheap to eat there but priced fairly for what you get. Service has always been good and the ambiance is better than most. I would highly recommend going there for their past – especially the ravioli! I'm told the pizza and lasagna are also very good. If you're in Apple Valley check out Vivo – Italian Kitchen!

Market Statistics – At the end of this newsletter you will find the latest market statistics for anyone who is following the market and the numbers. Moving forward you may want to pay attention to what the numbers show since they can forecast what we can expect to see in the future. Or, just read my newsletter and I will tell you how I read them.

### **Some things to think about and do in November:**

Stay on top of community events, what my family is up to, real estate and more!

Like my page: <https://www.facebook.com/JohnsonRealtySolutions>

Follow me on: <https://twitter.com/JohnsonRealtySo>

Thanksgiving is coming up. Are you new at making a turkey? Check out the turkey how to's:

<http://www.butterball.com/how-tos>

The all new Holidazzle Village starts 11/28 and replaces the Holidazzle Parade:

<http://www.holidazzle.com/>

Looking for local produce, flowers, cheese, grains, baked goods and more? Missing the farmer's markets of summer? Stop by the Mill City Farmer's Market, indoor market! For the dates and location, go to: <http://millcityfarmersmarket.org/visit-the-market/winter-markets-2013-2014/>

If you haven't figured it out we have a bunch of foodies at my house. So this year for Thanksgiving I am going to try and take a try at smoking our turkey this year rather than baking one. We'll see how many hours that takes but I don't think you can go wrong with a smoked turkey! ☺

Hope October treated you well and that you have a great Thanksgiving with your loved ones. ☺ If you ever have any questions or need help please keep me in mind!

p.s. – it's time to change your dirty air filter and add salt to your water softener

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE SAINT PAUL AREA ASSOCIATION OF REALTORS®



BETTER AGENTS ♦ BETTER COMMUNITIES  
SAINT PAUL AREA ASSOCIATION OF REALTORS®

## September 2014

As recovery returns to most local markets after a brief soft patch, the Commerce Department released data showing new home sales surging to a six-year high. For the 12-month period spanning October 2013 through September 2014, Pending Sales in the Twin Cities region were down 6.6 percent overall. The price range with the largest gain in sales was the \$1,000,001 and Above range, where they increased 10.0 percent.

The overall Median Sales Price was up 8.3 percent to \$203,000. The property type with the largest price gain was the Condo segment, where prices increased 15.9 percent to \$146,000. The price range that tended to sell the quickest was the \$190,001 to \$250,000 range at 69 days; the price range that tended to sell the slowest was the \$1,000,001 and Above range at 190 days.

Market-wide, inventory levels were up 8.2 percent. The property type that gained the most inventory was the Single-Family segment, where it increased 11.4 percent. That amounts to 4.8 months supply for Single-Family Detached homes, 2.9 months supply for Townhomes and 3.4 months supply for Condos.

## Quick Facts

+ 10.0%

- 0.9%

- 6.3%

Price Range With the  
Strongest Sales:  
**\$1,000,001 and Above**

Property Type With  
Strongest Sales:  
**Townhomes**

Construction Status With  
Strongest Sales:  
**Previously Owned**

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[Click on desired metric to jump to that page.](#)

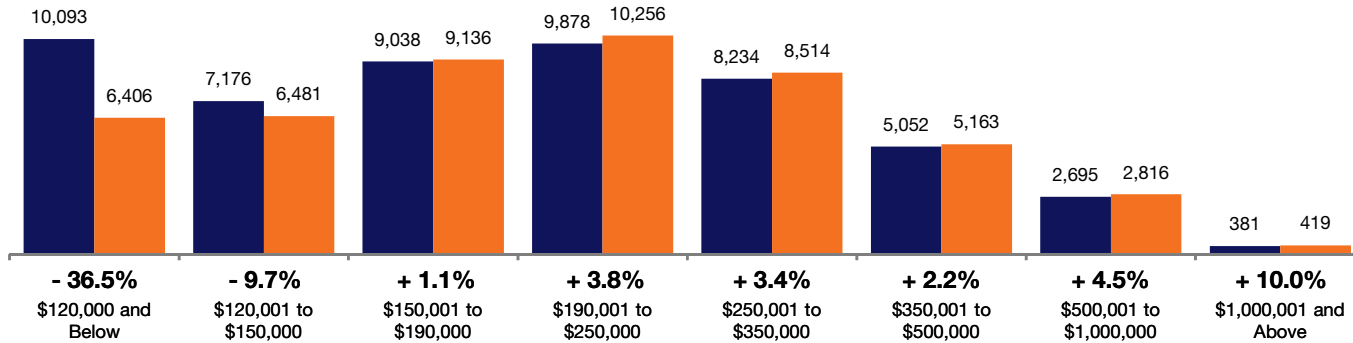
# Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



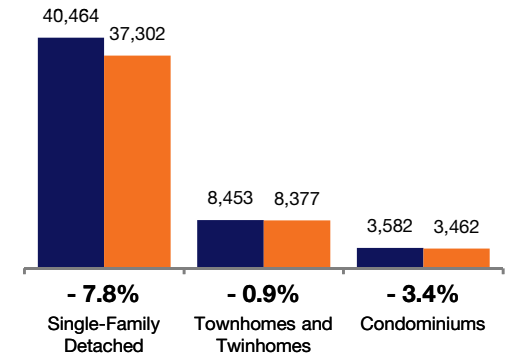
## By Price Range

■ 9-2013 ■ 9-2014



## By Property Type

■ 9-2013 ■ 9-2014



### All Properties

#### By Price Range

	9-2013	9-2014	Change
\$120,000 and Below	10,093	6,406	-36.5%
\$120,001 to \$150,000	7,176	6,481	-9.7%
\$150,001 to \$190,000	9,038	9,136	+1.1%
\$190,001 to \$250,000	9,878	10,256	+3.8%
\$250,001 to \$350,000	8,234	8,514	+3.4%
\$350,001 to \$500,000	5,052	5,163	+2.2%
\$500,001 to \$1,000,000	2,695	2,816	+4.5%
\$1,000,001 and Above	381	419	+10.0%
<b>All Price Ranges</b>	<b>53,242</b>	<b>49,713</b>	<b>-6.6%</b>

### Previously Owned

	9-2013	9-2014	Change
\$120,000 and Below	10,047	6,386	-36.4%
\$120,001 to \$150,000	7,065	6,409	-9.3%
\$150,001 to \$190,000	8,701	8,883	+2.1%
\$190,001 to \$250,000	9,280	9,749	+5.1%
\$250,001 to \$350,000	7,325	7,754	+5.9%
\$350,001 to \$500,000	4,041	4,207	+4.1%
\$500,001 to \$1,000,000	2,044	2,065	+1.0%
\$1,000,001 and Above	316	338	+7.0%
<b>All Price Ranges</b>	<b>48,921</b>	<b>45,852</b>	<b>-6.3%</b>

### New Construction

	9-2013	9-2014	Change
\$120,000 and Below	42	17	-59.5%
\$120,001 to \$150,000	106	70	-34.0%
\$150,001 to \$190,000	335	246	-26.6%
\$190,001 to \$250,000	592	501	-15.4%
\$250,001 to \$350,000	899	756	-15.9%
\$350,001 to \$500,000	1,005	950	-5.5%
\$500,001 to \$1,000,000	649	746	+14.9%
\$1,000,001 and Above	65	81	+24.6%
<b>All Price Ranges</b>	<b>3,794</b>	<b>3,449</b>	<b>-9.1%</b>

#### By Property Type

	9-2013	9-2014	Change
Single-Family Detached	40,464	37,302	-7.8%
Townhomes and Twinhomes	8,453	8,377	-0.9%
Condominiums	3,582	3,462	-3.4%
<b>All Property Types</b>	<b>53,242</b>	<b>49,713</b>	<b>-6.6%</b>

	9-2013	9-2014	Change
Single-Family Detached	37,213	34,269	-7.9%
Townhomes and Twinhomes	7,818	7,796	-0.3%
Condominiums	3,244	3,251	+0.2%
<b>All Property Types</b>	<b>48,921</b>	<b>45,852</b>	<b>-6.3%</b>

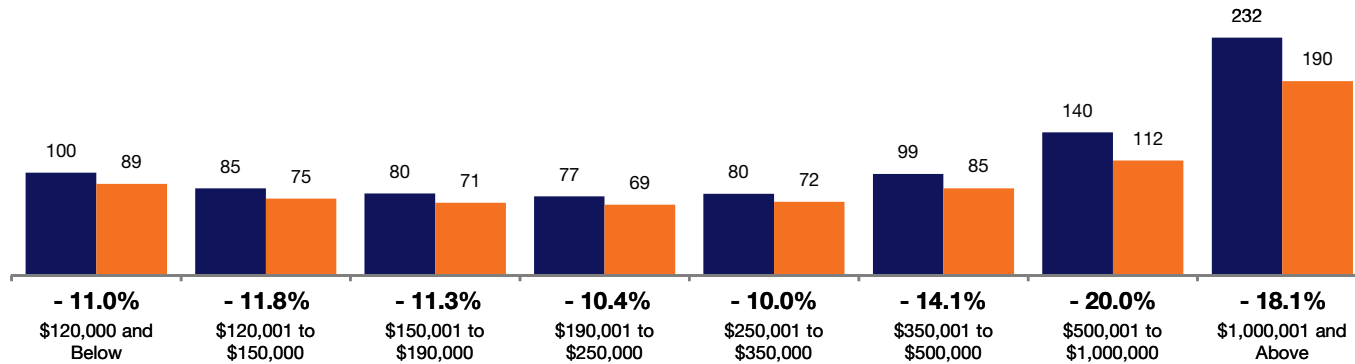
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



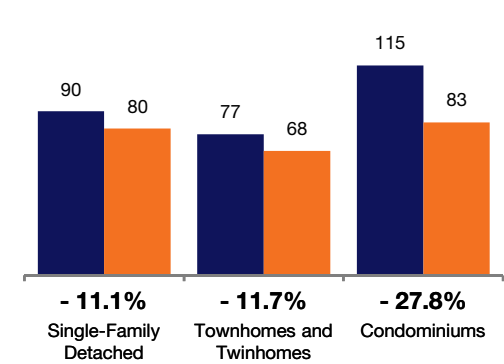
## By Price Range

■ 9-2013 ■ 9-2014



## By Property Type

■ 9-2013 ■ 9-2014



### All Properties

By Price Range	9-2013	9-2014	Change
\$120,000 and Below	100	89	- 11.0%
\$120,001 to \$150,000	85	75	- 11.8%
\$150,001 to \$190,000	80	71	- 11.3%
\$190,001 to \$250,000	77	69	- 10.4%
\$250,001 to \$350,000	80	72	- 10.0%
\$350,001 to \$500,000	99	85	- 14.1%
\$500,001 to \$1,000,000	140	112	- 20.0%
\$1,000,001 and Above	232	190	- 18.1%
<b>All Price Ranges</b>	<b>89</b>	<b>78</b>	<b>- 12.4%</b>

### Previously Owned

9-2013	9-2014	Change	9-2013	9-2014	Change
101	90	- 10.9%	136	66	- 51.5%
84	75	- 10.7%	171	99	- 42.1%
79	71	- 10.1%	139	61	- 56.1%
77	69	- 10.4%	110	62	- 43.6%
79	73	- 7.6%	106	65	- 38.7%
101	90	- 10.9%	96	51	- 46.9%
141	121	- 14.2%	150	69	- 54.0%
246	207	- 15.9%	187	92	- 50.8%
<b>89</b>	<b>79</b>	<b>- 11.2%</b>	<b>121</b>	<b>62</b>	<b>- 48.8%</b>

### New Construction

By Property Type	9-2013	9-2014	Change
Single-Family Detached	90	80	- 11.1%
Townhomes and Twinhomes	77	68	- 11.7%
Condominiums	115	83	- 27.8%
<b>All Property Types</b>	<b>89</b>	<b>78</b>	<b>- 12.4%</b>

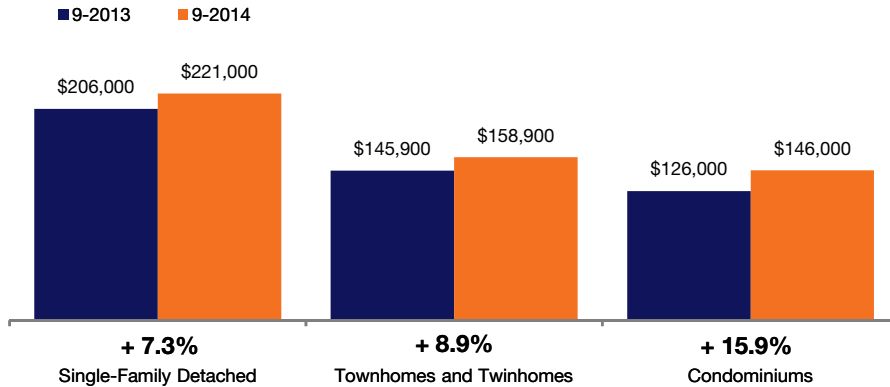
9-2013	9-2014	Change	9-2013	9-2014	Change
90	82	- 8.9%	106	55	- 48.1%
76	68	- 10.5%	133	63	- 52.6%
112	81	- 27.7%	203	167	- 17.7%
<b>89</b>	<b>79</b>	<b>- 11.2%</b>	<b>121</b>	<b>62</b>	<b>- 48.8%</b>

# Median Sales Price

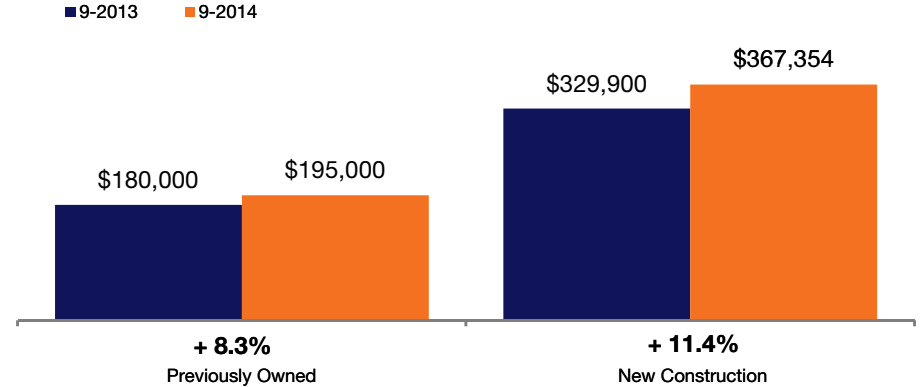
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



## By Property Type



## By Construction Status



### All Properties

By Property Type	9-2013	9-2014	Change
Single-Family Detached	\$206,000	\$221,000	+ 7.3%
Townhomes and Twinhomes	\$145,900	\$158,900	+ 8.9%
Condominiums	\$126,000	\$146,000	+ 15.9%
<b>All Property Types</b>	<b>\$187,500</b>	<b>\$203,000</b>	<b>+ 8.3%</b>

### Previously Owned

	9-2013	9-2014	Change
Single-Family Detached	\$199,500	\$215,000	+ 7.8%
Townhomes and Twinhomes	\$142,000	\$155,000	+ 9.2%
Condominiums	\$120,000	\$137,000	+ 14.2%
<b>All Previously Owned</b>	<b>\$180,000</b>	<b>\$195,000</b>	<b>+ 8.3%</b>

### New Construction

	9-2013	9-2014	Change
Single-Family Detached	\$360,000	\$384,810	+ 6.9%
Townhomes and Twinhomes	\$244,900	\$268,433	+ 9.6%
Condominiums	\$215,500	\$354,000	+ 64.3%
<b>All New Construction</b>	<b>\$329,900</b>	<b>\$367,354</b>	<b>+ 11.4%</b>

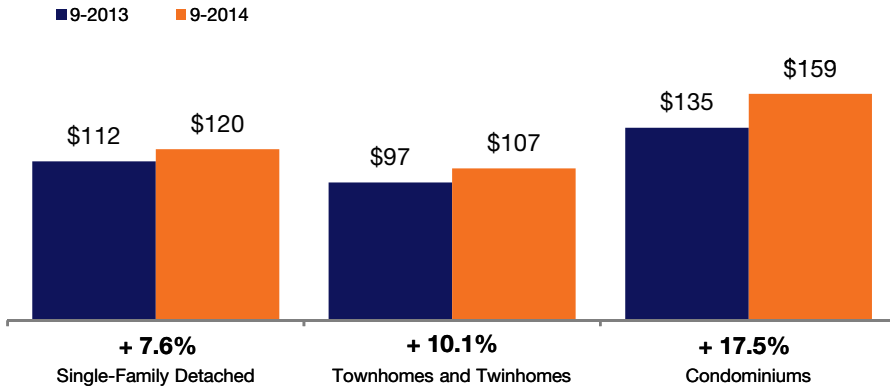


# Price Per Square Foot

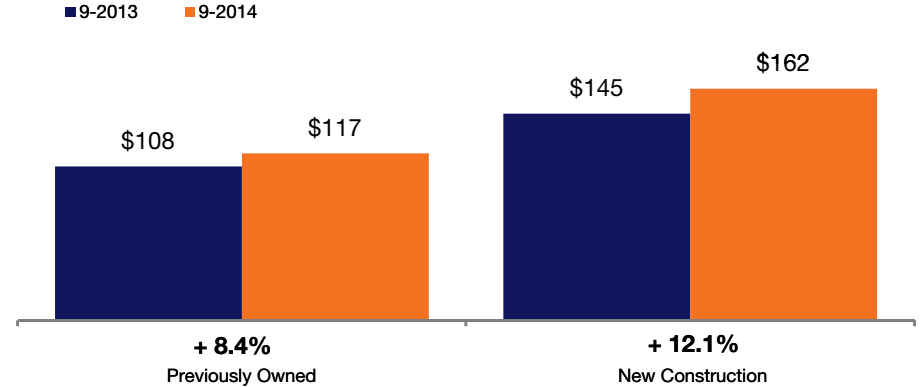
Average price of closed sales divided by the average square footage of closed sales. Based on a rolling 12-month average.



## By Property Type



## By Construction Status



### All Properties

By Property Type	9-2013	9-2014	Change
Single-Family Detached	\$112	\$120	+ 7.6%
Townhomes and Twinhomes	\$97	\$107	+ 10.1%
Condominiums	\$135	\$159	+ 17.5%
<b>All Property Types</b>	<b>\$111</b>	<b>\$120</b>	<b>+ 8.8%</b>

### Previously Owned

9-2013	9-2014	Change
\$109	\$117	+ 7.4%
\$94	\$104	+ 10.4%
\$131	\$149	+ 13.4%
<b>\$108</b>	<b>\$117</b>	<b>+ 8.4%</b>

### New Construction

9-2013	9-2014	Change
\$144	\$154	+ 6.7%
\$131	\$147	+ 12.4%
\$188	\$275	+ 45.8%
<b>\$145</b>	<b>\$162</b>	<b>+ 12.1%</b>

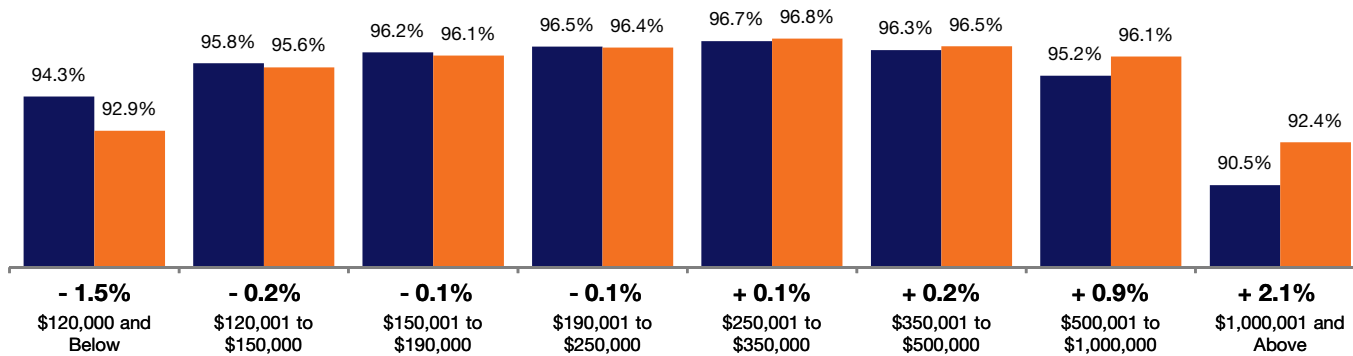
# Percent of Original List Price Received



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

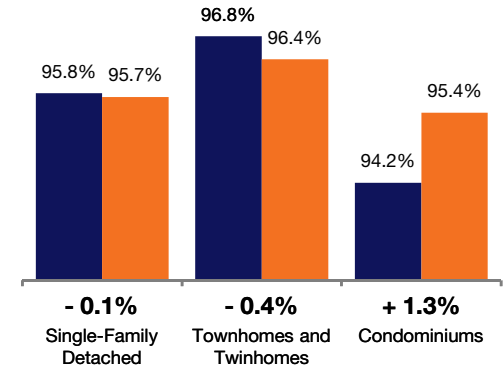
## By Price Range

■ 9-2013 ■ 9-2014



## By Property Type

■ 9-2013 ■ 9-2014



## All Properties

By Price Range	9-2013	9-2014	Change
\$120,000 and Below	94.3%	92.9%	- 1.5%
\$120,001 to \$150,000	95.8%	95.6%	- 0.2%
\$150,001 to \$190,000	96.2%	96.1%	- 0.1%
\$190,001 to \$250,000	96.5%	96.4%	- 0.1%
\$250,001 to \$350,000	96.7%	96.8%	+ 0.1%
\$350,001 to \$500,000	96.3%	96.5%	+ 0.2%
\$500,001 to \$1,000,000	95.2%	96.1%	+ 0.9%
\$1,000,001 and Above	90.5%	92.4%	+ 2.1%
<b>All Price Ranges</b>	<b>95.8%</b>	<b>95.8%</b>	<b>0.0%</b>

## Previously Owned

9-2013	9-2014	Change	9-2013	9-2014	Change
94.3%	92.8%	- 1.6%	93.3%	100.7%	+ 7.9%
95.7%	95.5%	- 0.2%	100.5%	99.8%	- 0.7%
96.1%	96.0%	- 0.1%	100.2%	100.4%	+ 0.2%
96.2%	96.2%	0.0%	100.9%	100.5%	- 0.4%
96.3%	96.4%	+ 0.1%	100.2%	100.9%	+ 0.7%
95.5%	95.6%	+ 0.1%	100.0%	100.0%	0.0%
93.8%	94.4%	+ 0.6%	100.1%	100.6%	+ 0.5%
89.2%	89.9%	+ 0.8%	98.8%	103.0%	+ 4.3%
<b>95.5%</b>	<b>95.5%</b>	<b>0.0%</b>	<b>100.2%</b>	<b>100.5%</b>	<b>+ 0.3%</b>

## New Construction

By Property Type	9-2013	9-2014	Change
Single-Family Detached	95.8%	95.7%	- 0.1%
Townhomes and Twinhomes	96.8%	96.4%	- 0.4%
Condominiums	94.2%	95.4%	+ 1.3%
<b>All Property Types</b>	<b>95.8%</b>	<b>95.8%</b>	<b>0.0%</b>

9-2013	9-2014	Change	9-2013	9-2014	Change
95.4%	95.4%	0.0%	100.5%	100.1%	- 0.4%
96.5%	96.1%	- 0.4%	100.0%	100.7%	+ 0.7%
93.9%	94.7%	+ 0.9%	97.9%	103.5%	+ 5.7%
<b>95.5%</b>	<b>95.5%</b>	<b>0.0%</b>	<b>100.2%</b>	<b>100.5%</b>	<b>+ 0.3%</b>

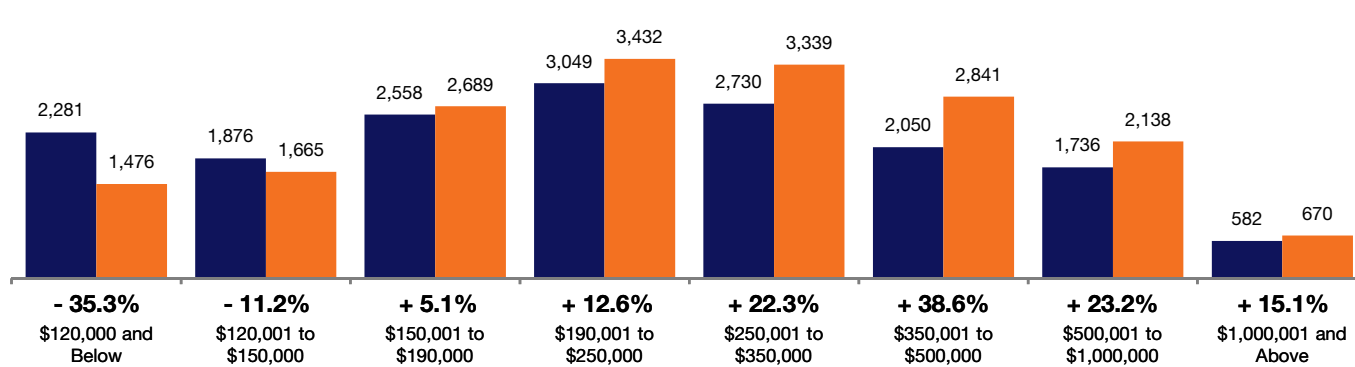
# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



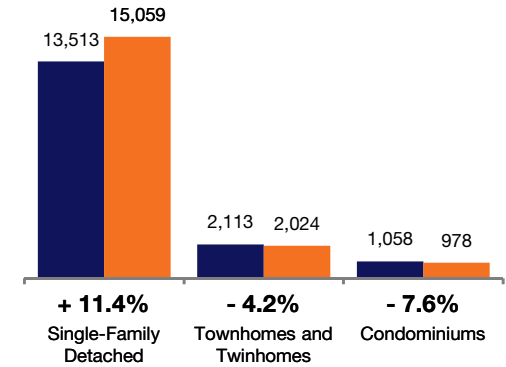
## By Price Range

■ 9-2013 ■ 9-2014



## By Property Type

■ 9-2013 ■ 9-2014



## All Properties

By Price Range	9-2013	9-2014	Change
\$120,000 and Below	2,281	1,476	- 35.3%
\$120,001 to \$150,000	1,876	1,665	- 11.2%
\$150,001 to \$190,000	2,558	2,689	+ 5.1%
\$190,001 to \$250,000	3,049	3,432	+ 12.6%
\$250,001 to \$350,000	2,730	3,339	+ 22.3%
\$350,001 to \$500,000	2,050	2,841	+ 38.6%
\$500,001 to \$1,000,000	1,736	2,138	+ 23.2%
\$1,000,001 and Above	582	670	+ 15.1%
<b>All Price Ranges</b>	<b>16,862</b>	<b>18,250</b>	<b>+ 8.2%</b>

## Previously Owned

9-2013	9-2014	Change
2,267	1,475	- 34.9%
1,829	1,648	- 9.9%
2,424	2,531	+ 4.4%
2,788	3,145	+ 12.8%
2,335	2,900	+ 24.2%
1,659	2,224	+ 34.1%
1,397	1,686	+ 20.7%
490	566	+ 15.5%
<b>15,189</b>	<b>16,175</b>	<b>+ 6.5%</b>

## New Construction

9-2013	9-2014	Change
12	1	- 91.7%
45	17	- 62.2%
130	158	+ 21.5%
257	286	+ 11.3%
390	438	+ 12.3%
391	615	+ 57.3%
335	452	+ 34.9%
92	104	+ 13.0%
<b>1,652</b>	<b>2,071</b>	<b>+ 25.4%</b>

## By Property Type

9-2013	9-2014	Change
13,513	15,059	+ 11.4%
2,113	2,024	- 4.2%
1,058	978	- 7.6%
<b>16,862</b>	<b>18,250</b>	<b>+ 8.2%</b>

9-2013	9-2014	Change
12,176	13,253	+ 8.8%
1,899	1,812	- 4.6%
956	946	- 1.0%
<b>15,189</b>	<b>16,175</b>	<b>+ 6.5%</b>

9-2013	9-2014	Change
1,322	1,802	+ 36.3%
210	212	+ 1.0%
102	32	- 68.6%
<b>1,652</b>	<b>2,071</b>	<b>+ 25.4%</b>

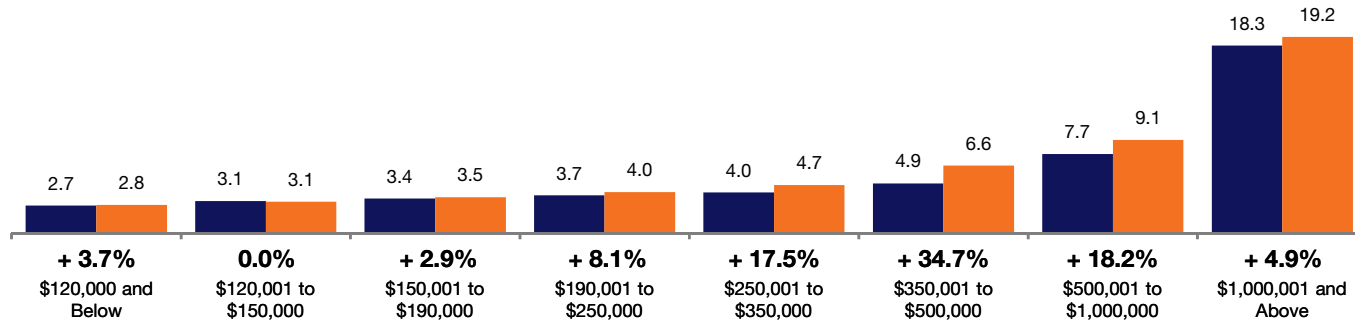
# Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



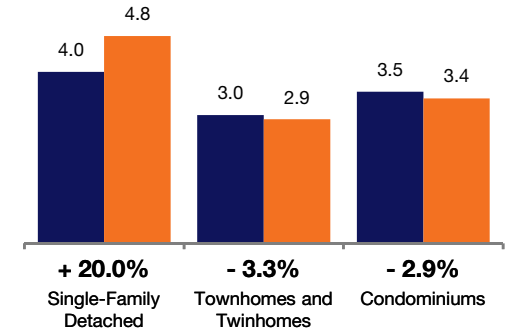
## By Price Range

■ 9-2013 ■ 9-2014



## By Property Type

■ 9-2013 ■ 9-2014



### All Properties

By Price Range	9-2013	9-2014	Change
\$120,000 and Below	2.7	2.8	+ 3.7%
\$120,001 to \$150,000	3.1	3.1	0.0%
\$150,001 to \$190,000	3.4	3.5	+ 2.9%
\$190,001 to \$250,000	3.7	4.0	+ 8.1%
\$250,001 to \$350,000	4.0	4.7	+ 17.5%
\$350,001 to \$500,000	4.9	6.6	+ 34.7%
\$500,001 to \$1,000,000	7.7	9.1	+ 18.2%
\$1,000,001 and Above	18.3	19.2	+ 4.9%
<b>All Price Ranges</b>	<b>3.8</b>	<b>4.4</b>	<b>+ 15.8%</b>

### Previously Owned

9-2013	9-2014	Change
2.7	2.8	+ 3.7%
3.1	3.1	0.0%
3.3	3.4	+ 3.0%
3.6	3.9	+ 8.3%
3.8	4.5	+ 18.4%
4.9	6.3	+ 28.6%
8.2	9.8	+ 19.5%
18.6	20.1	+ 8.1%
<b>3.7</b>	<b>4.2</b>	<b>+ 13.5%</b>

### New Construction

9-2013	9-2014	Change
3.1	0.6	- 80.6%
5.1	2.9	- 43.1%
4.7	7.7	+ 63.8%
5.2	6.9	+ 32.7%
5.2	7.0	+ 34.6%
4.7	7.8	+ 66.0%
6.2	7.3	+ 17.7%
17.0	15.4	- 9.4%
<b>5.2</b>	<b>7.2</b>	<b>+ 38.5%</b>

### By Property Type

9-2013	9-2014	Change
4.0	4.8	+ 20.0%
3.0	2.9	- 3.3%
3.5	3.4	- 2.9%
<b>3.8</b>	<b>4.4</b>	<b>+ 15.8%</b>

9-2013	9-2014	Change
3.9	4.6	+ 17.9%
2.9	2.8	- 3.4%
3.5	3.5	0.0%
<b>3.7</b>	<b>4.2</b>	<b>+ 13.5%</b>

9-2013	9-2014	Change
5.6	8.0	+ 42.9%
4.5	4.9	+ 8.9%
4.0	2.0	- 50.0%
<b>5.2</b>	<b>7.2</b>	<b>+ 38.5%</b>

# Weekly Market Activity Report



A RESEARCH TOOL FROM THE SAINT PAUL AREA ASSOCIATION OF REALTORS®. BROUGHT TO YOU BY THE UNIQUE DATA-SHARING TRADITIONS OF THE REALTOR® COMMUNITY

BETTER AGENTS ♦ BETTER COMMUNITIES  
SAINT PAUL AREA ASSOCIATION OF REALTORS®

## For Week Ending October 25, 2014

Publish Date: November 3, 2014 • All comparisons are to 2013

In the buildup of anticipation for the season of pumpkin carving, caramel apple eating and haunted house touring, it came out that one number was spookily down. Homeownership is at its lowest point in 20 years and has been steadily dropping since the housing bubble years from 2004 to 2006. Interestingly, we are now at levels consistent with a healthy market. Also, rising rents should eventually give cause to more households seeking ownership positions. So-called bad news is good, especially in the dark days surrounding Halloween.

In the Twin Cities region, for the week ending October 25:

- New Listings increased 4.5% to 1,267
- Pending Sales decreased 10.4% to 861
- Inventory increased 5.5% to 17,894

For the month of September:

- Median Sales Price increased 5.1% to \$205,000
- Days on Market remained flat at 71
- Percent of Original List Price Received decreased 0.9% to 95.6%
- Months Supply of Inventory increased 18.4% to 4.5

## Quick Facts

**+ 4.5%**

Change in  
New Listings

**- 10.4%**

Change in  
Pending Sales

**+ 5.5%**

Change in  
Inventory

### Metrics by Week

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Inventory of Homes for Sale	4

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Click on desired metric to jump to that page.

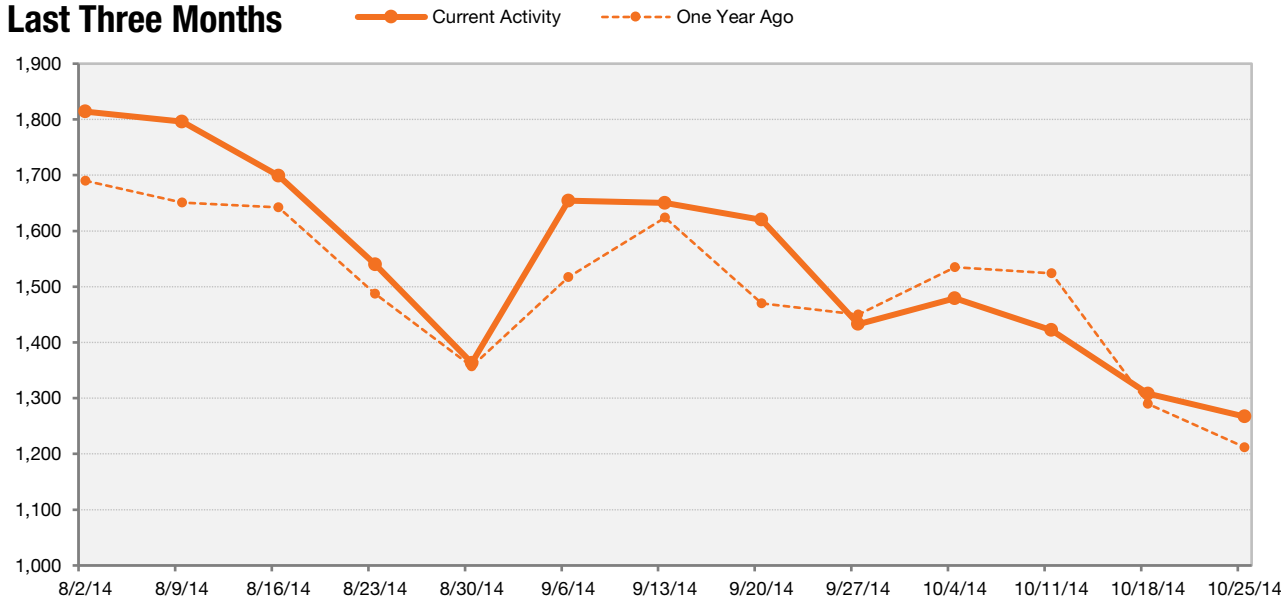


# New Listings

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

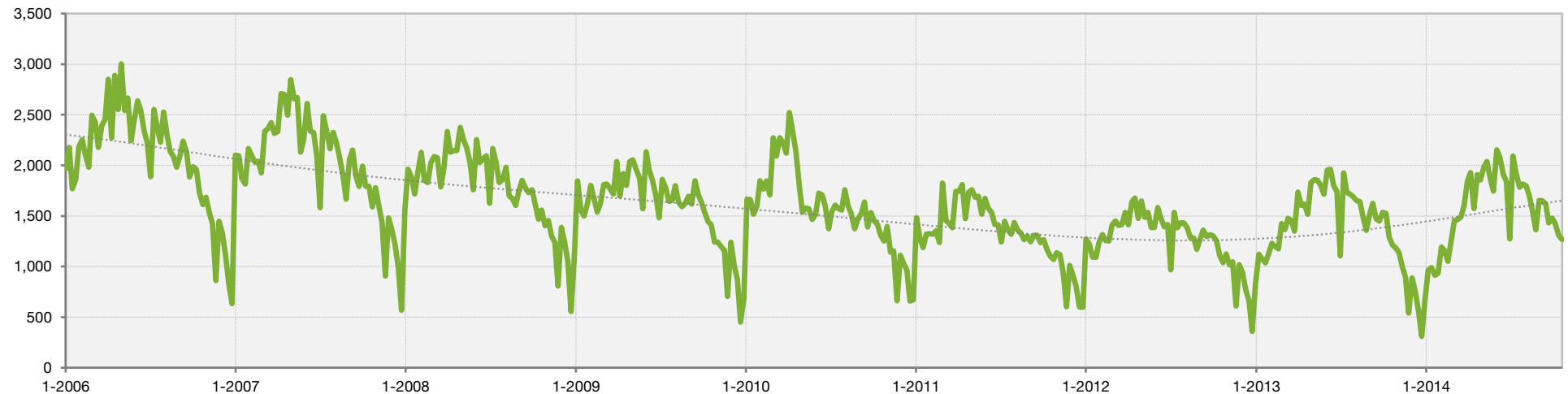


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/2/2014	1,814	1,690	+ 7.3%
8/9/2014	1,796	1,651	+ 8.8%
8/16/2014	1,699	1,642	+ 3.5%
8/23/2014	1,540	1,487	+ 3.6%
8/30/2014	1,363	1,357	+ 0.4%
9/6/2014	1,654	1,517	+ 9.0%
9/13/2014	1,650	1,624	+ 1.6%
9/20/2014	1,620	1,470	+ 10.2%
9/27/2014	1,433	1,450	- 1.2%
10/4/2014	1,479	1,535	- 3.6%
10/11/2014	1,422	1,524	- 6.7%
10/18/2014	1,308	1,290	+ 1.4%
10/25/2014	1,267	1,212	+ 4.5%
<b>3-Month Total</b>	<b>20,045</b>	<b>19,449</b>	<b>+ 3.1%</b>

## Historical New Listing Activity

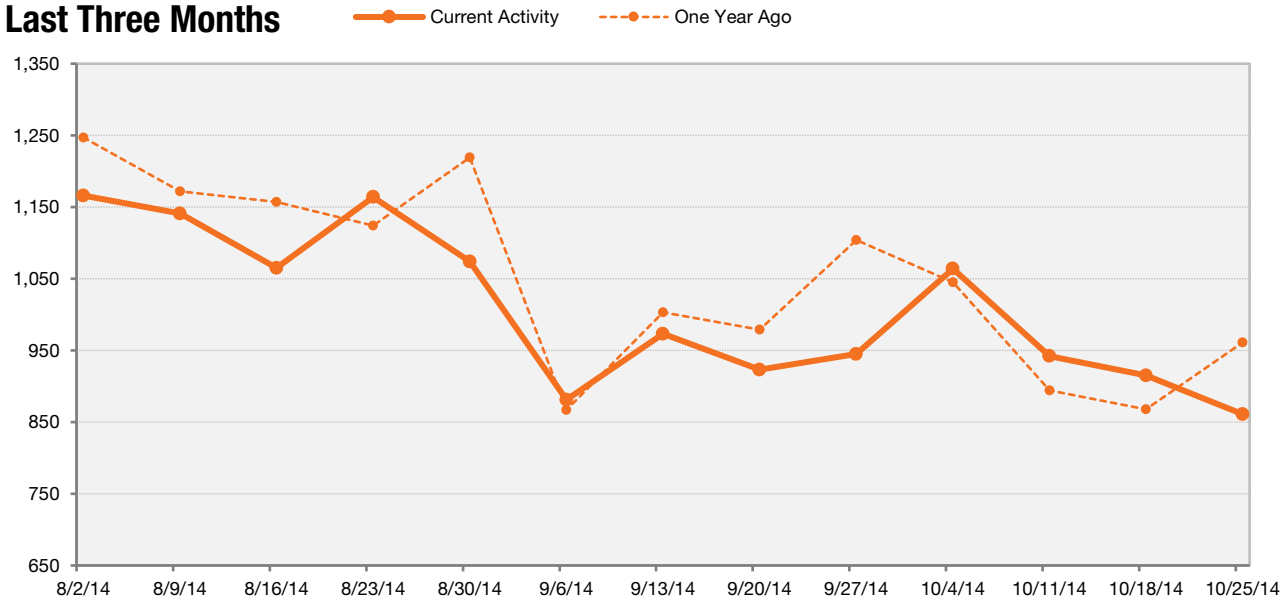


# Pending Sales

A count of the properties that have offers accepted on them in a given week.

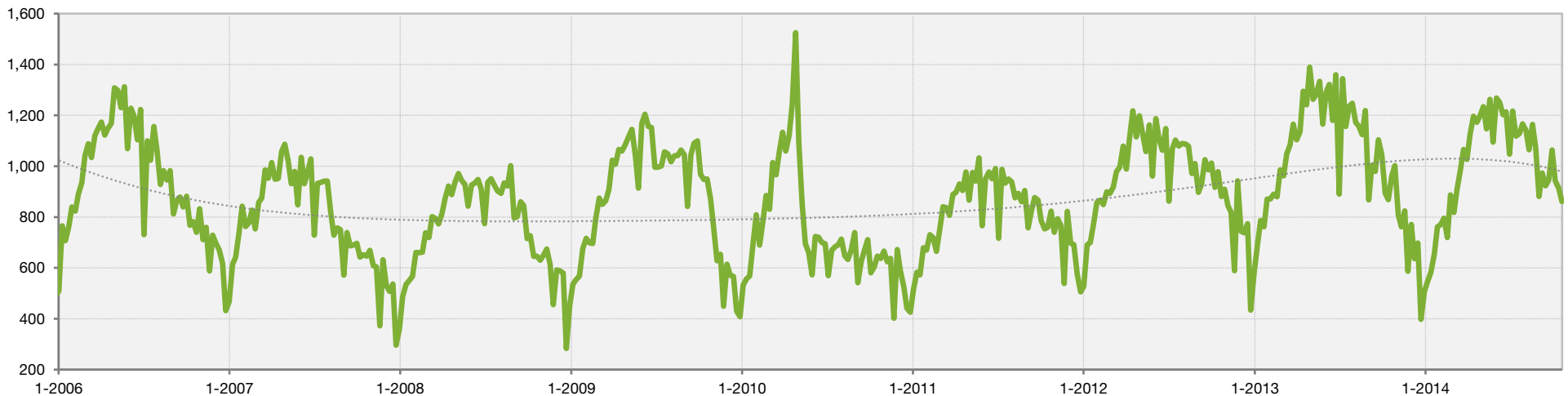


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/2/2014	1,166	1,247	- 6.5%
8/9/2014	1,141	1,172	- 2.6%
8/16/2014	1,065	1,157	- 8.0%
8/23/2014	1,164	1,124	+ 3.6%
8/30/2014	1,074	1,219	- 11.9%
9/6/2014	881	867	+ 1.6%
9/13/2014	973	1,003	- 3.0%
9/20/2014	923	979	- 5.7%
9/27/2014	945	1,104	- 14.4%
10/4/2014	1,064	1,045	+ 1.8%
10/11/2014	942	894	+ 5.4%
10/18/2014	915	868	+ 5.4%
10/25/2014	861	961	- 10.4%
<b>3-Month Total</b>	<b>13,114</b>	<b>13,640</b>	<b>- 3.9%</b>

## Historical Pending Sales Activity

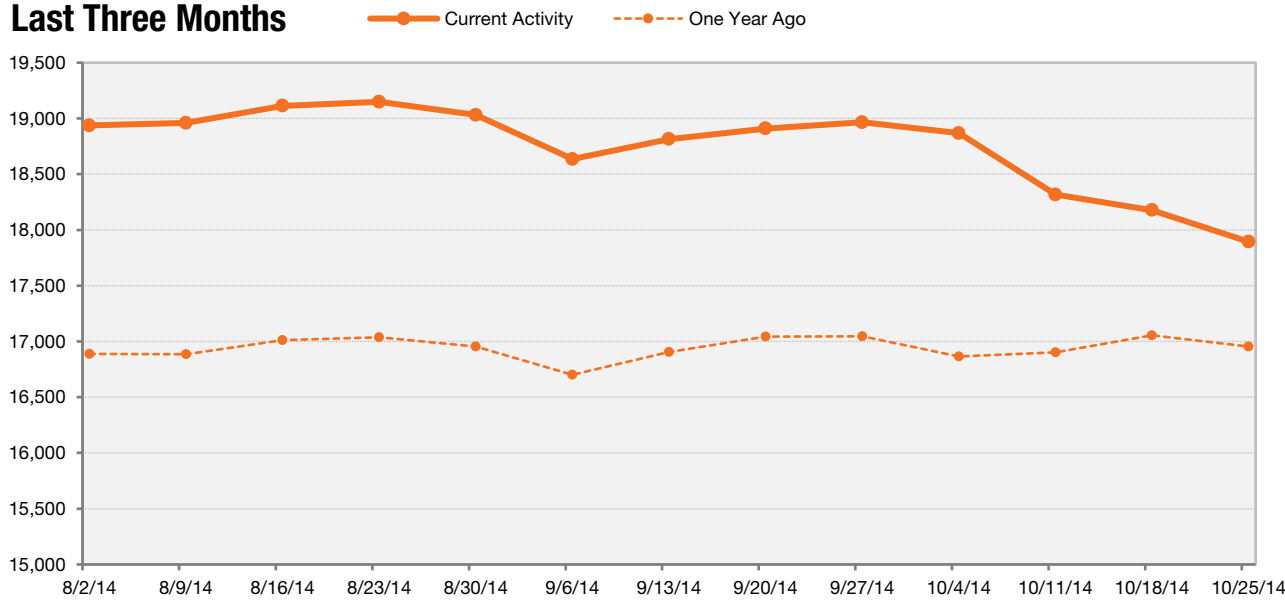


# Inventory of Homes for Sale

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

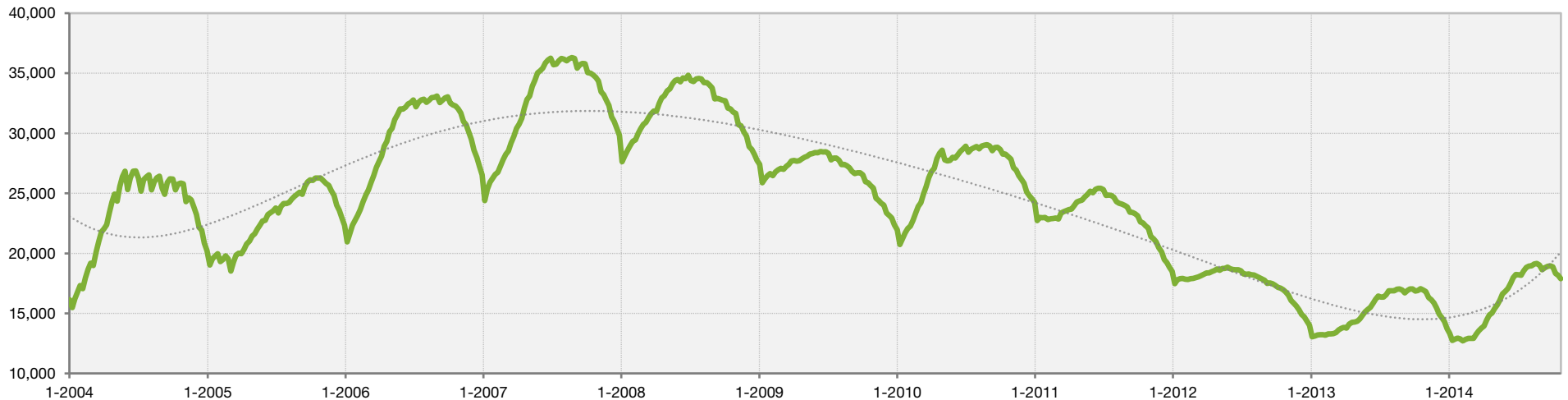


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/2/2014	18,937	16,888	+ 12.1%
8/9/2014	18,960	16,884	+ 12.3%
8/16/2014	19,113	17,012	+ 12.4%
8/23/2014	19,149	17,036	+ 12.4%
8/30/2014	19,031	16,955	+ 12.2%
9/6/2014	18,635	16,701	+ 11.6%
9/13/2014	18,815	16,904	+ 11.3%
9/20/2014	18,909	17,042	+ 11.0%
9/27/2014	18,965	17,046	+ 11.3%
10/4/2014	18,867	16,864	+ 11.9%
10/11/2014	18,317	16,903	+ 8.4%
10/18/2014	18,177	17,055	+ 6.6%
10/25/2014	17,894	16,955	+ 5.5%
<b>3-Month Avg</b>	<b>18,751</b>	<b>16,942</b>	<b>+ 10.7%</b>

## Historical Inventory Levels



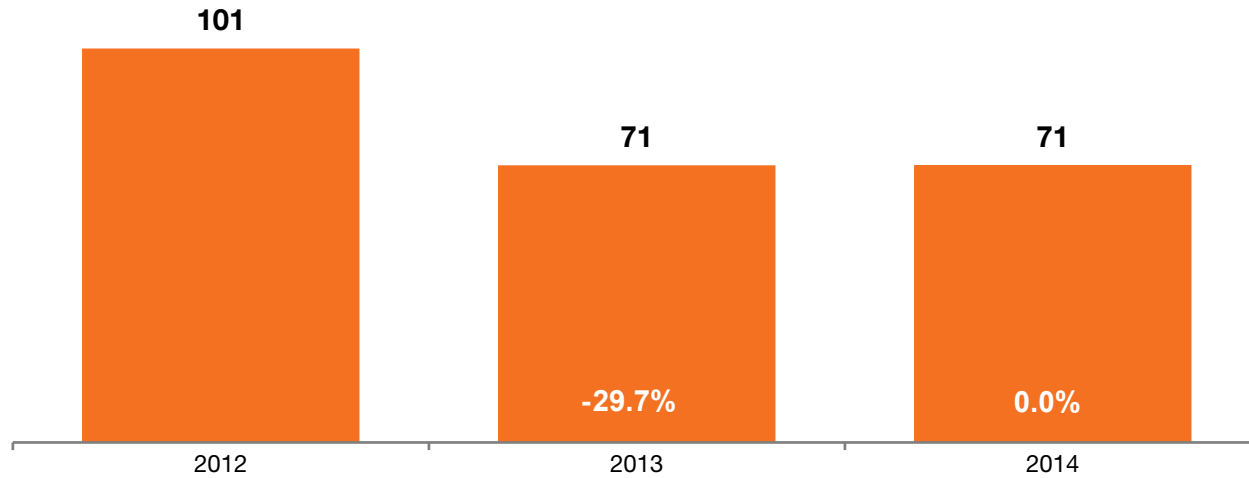


# Days on Market Until Sale

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

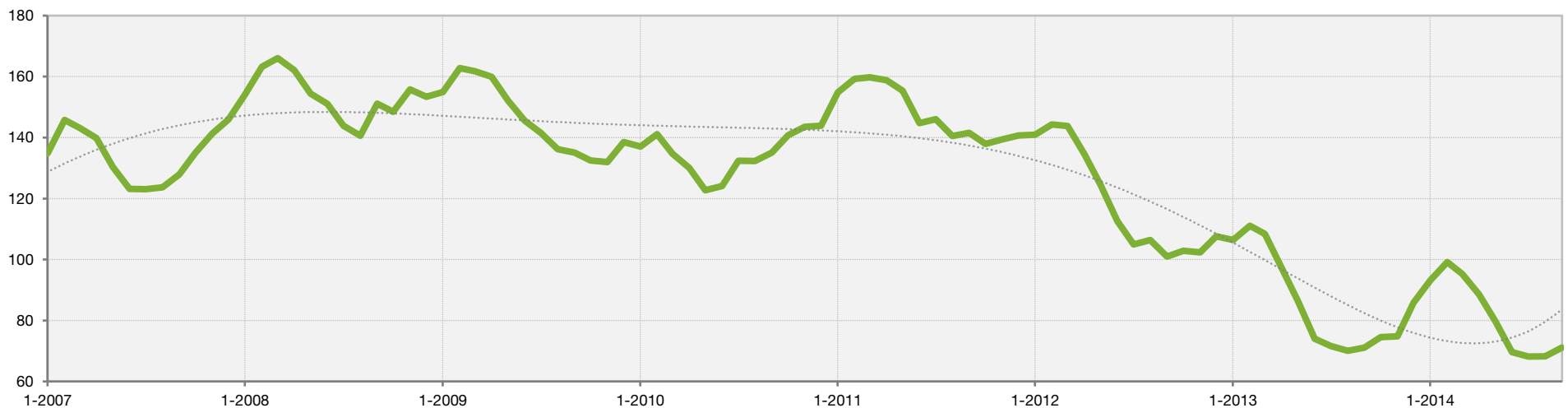


## September



Month	Current Activity	One Year Previous	+ / -
October	75	103	- 27.2%
November	75	102	- 26.5%
December	86	108	- 20.4%
January	93	106	- 12.3%
February	99	111	- 10.8%
March	95	108	- 12.0%
April	88	97	- 9.3%
May	80	86	- 7.0%
June	70	74	- 5.4%
July	68	72	- 5.6%
August	68	70	- 2.9%
September	71	71	0.0%
<b>12-Month Avg</b>	<b>78</b>	<b>89</b>	<b>- 12.3%</b>

## Historical Days on Market Until Sale

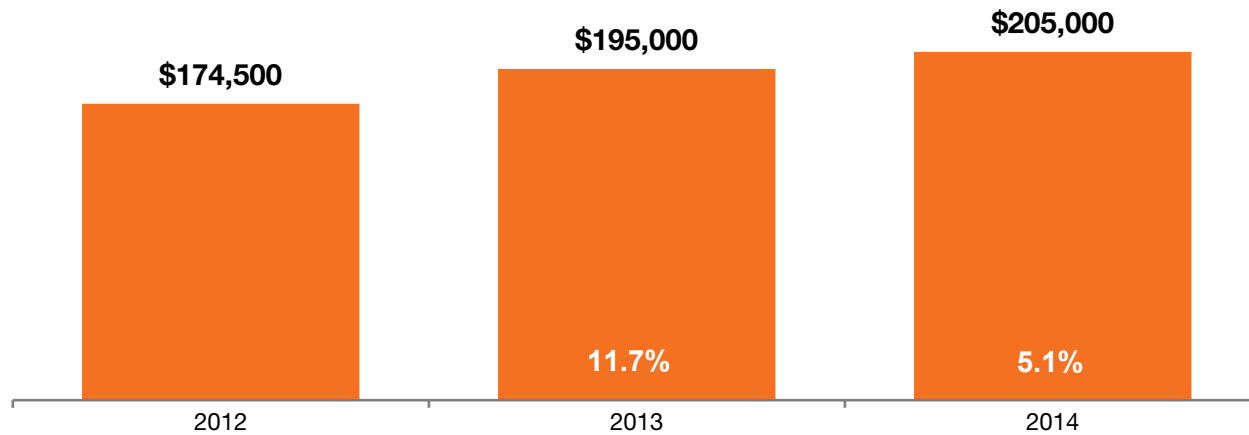


# Median Sales Price

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

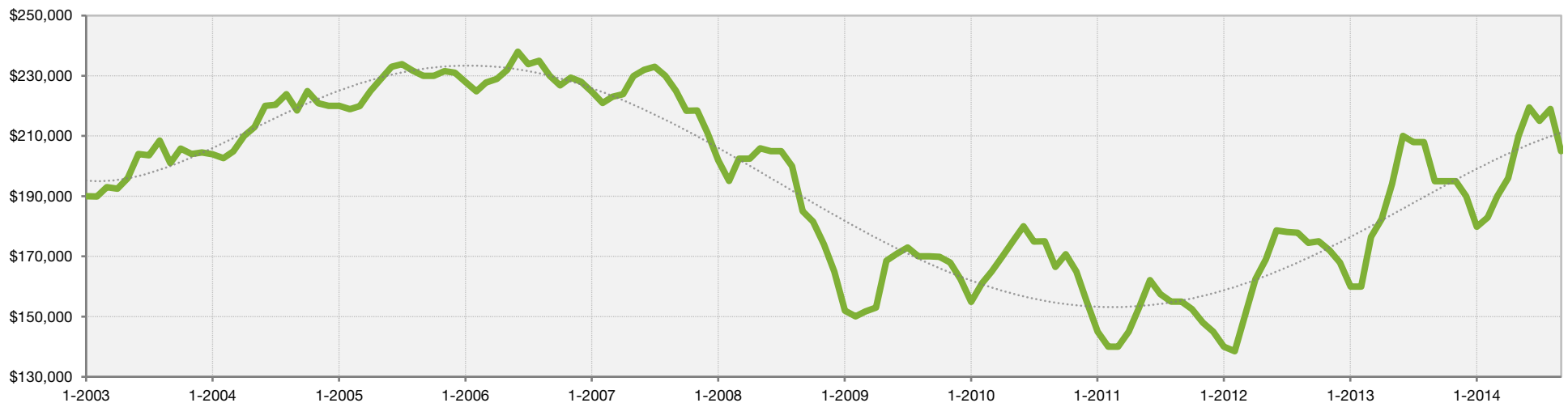


## September



Month	Current Activity	One Year Previous	+ / -
October	\$195,000	\$175,000	+ 11.4%
November	\$195,000	\$172,000	+ 13.4%
December	\$190,025	\$168,000	+ 13.1%
January	\$179,800	\$160,000	+ 12.4%
February	\$182,950	\$160,000	+ 14.3%
March	\$190,000	\$176,500	+ 7.6%
April	\$196,000	\$182,450	+ 7.4%
May	\$210,000	\$194,000	+ 8.2%
June	\$219,500	\$210,000	+ 4.5%
July	\$215,000	\$208,000	+ 3.4%
August	\$219,000	\$207,950	+ 5.3%
September	\$205,000	\$195,000	+ 5.1%
12-Month Med	\$203,000	\$187,500	+ 8.3%

## Historical Median Sales Price

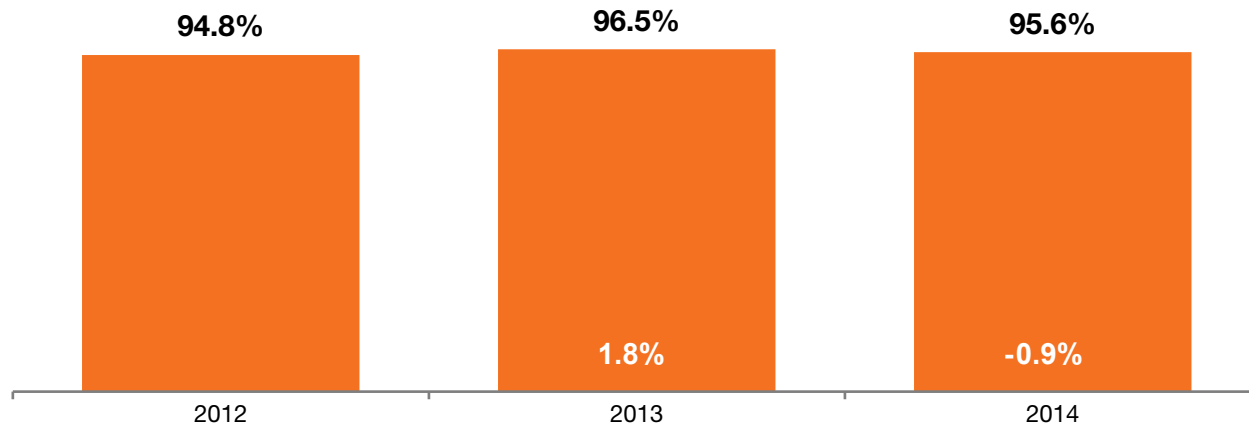


# Percent of Original List Price Received

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.

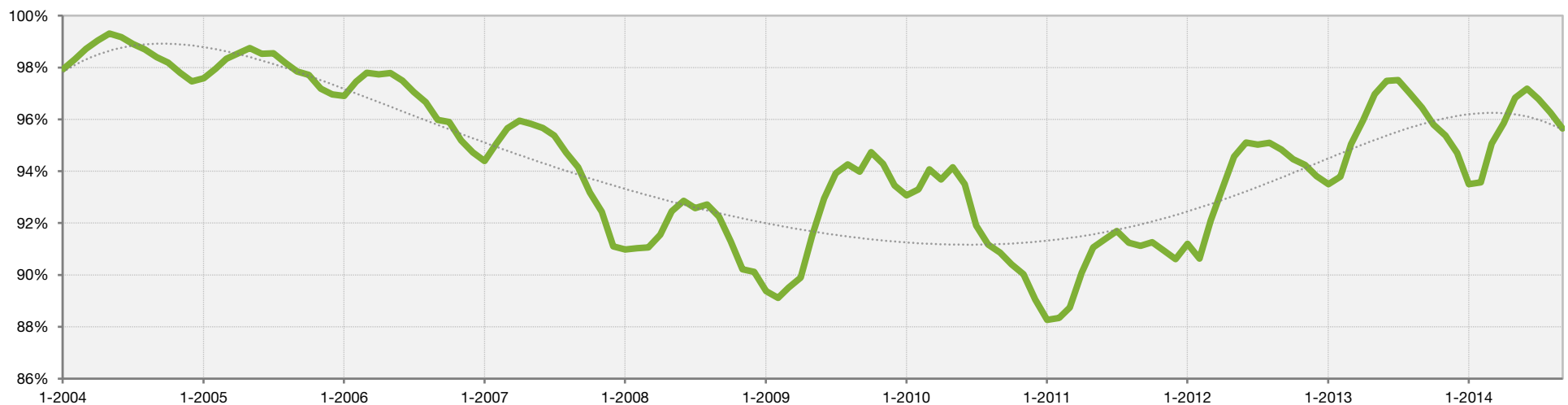


## September



Month	Current Activity	One Year Previous	+ / -
October	95.8%	94.5%	+ 1.4%
November	95.4%	94.2%	+ 1.3%
December	94.7%	93.8%	+ 1.0%
January	93.5%	93.5%	0.0%
February	93.6%	93.8%	- 0.2%
March	95.1%	95.0%	+ 0.1%
April	95.8%	96.0%	- 0.2%
May	96.8%	97.0%	- 0.2%
June	97.2%	97.5%	- 0.3%
July	96.8%	97.5%	- 0.7%
August	96.3%	97.0%	- 0.7%
September	95.6%	96.5%	- 0.9%
12-Month Avg	95.8%	95.8%	0.0%

## Historical Percent of Original List Price Received

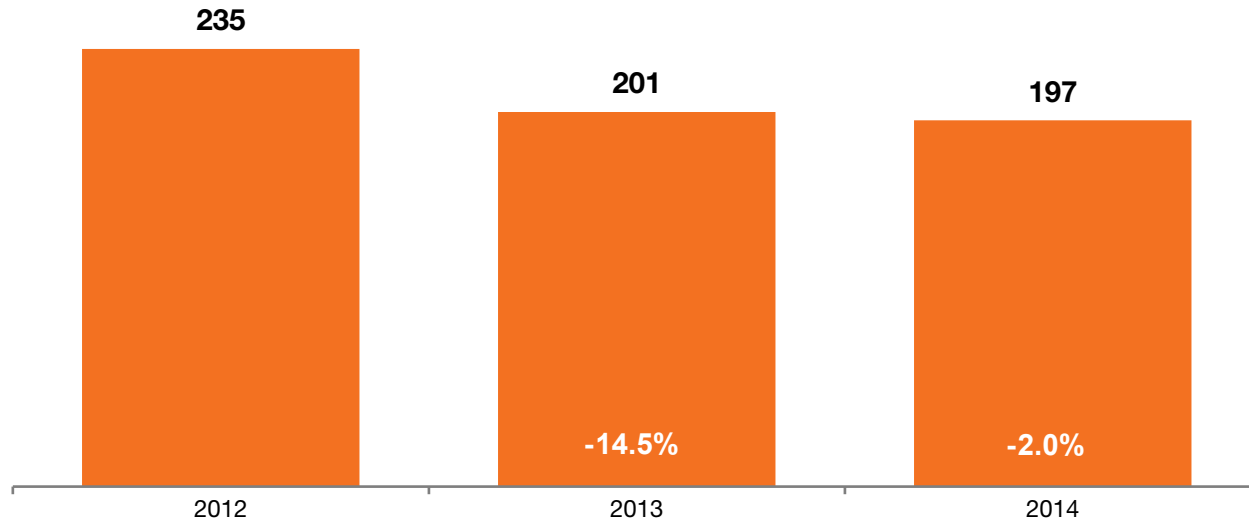


# Housing Affordability Index

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.**

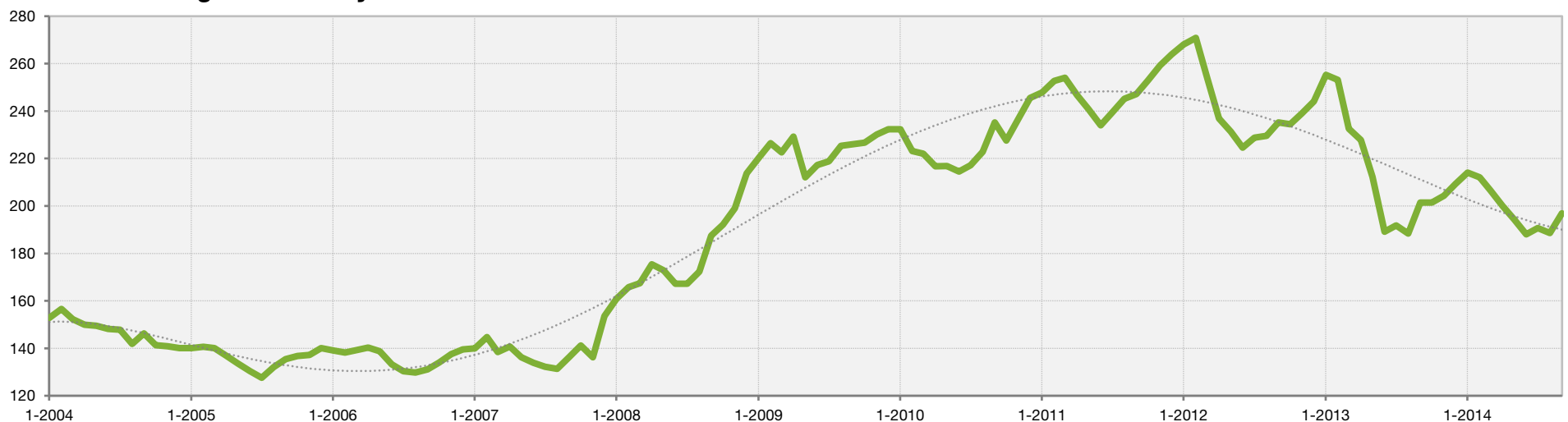


## September



Month	Current Activity	One Year Previous	+ / -
October	201	234	- 14.1%
November	204	239	- 14.6%
December	209	244	- 14.3%
January	214	255	- 16.1%
February	212	253	- 16.2%
March	207	233	- 11.2%
April	200	228	- 12.3%
May	194	212	- 8.5%
June	188	189	- 0.5%
July	191	192	- 0.5%
August	189	188	+ 0.5%
September	197	201	- 2.0%
<b>12-Month Avg</b>	<b>200</b>	<b>221</b>	<b>- 9.5%</b>

## Historical Housing Affordability Index

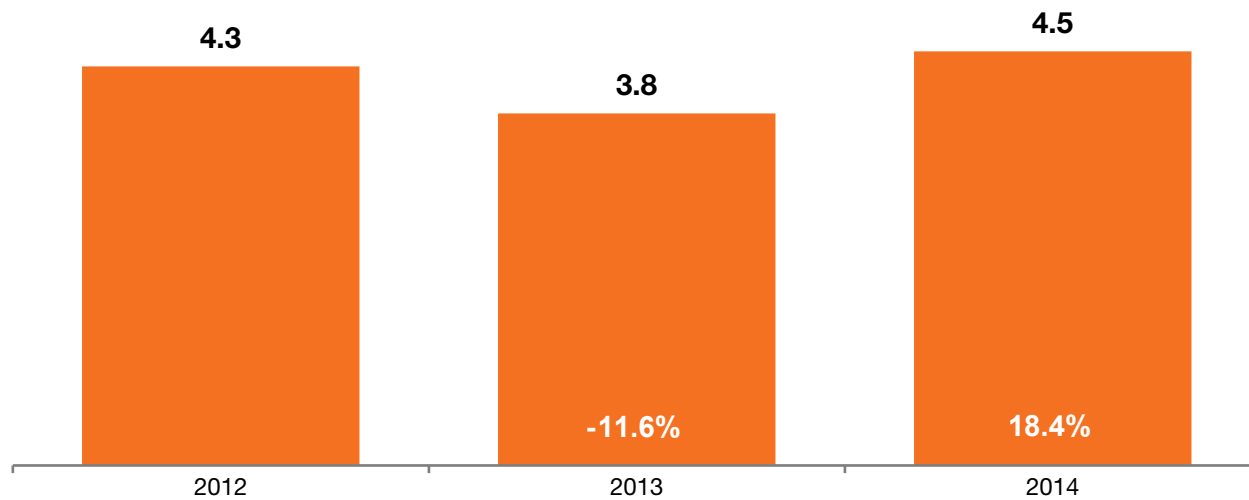


# Months Supply of Inventory

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.



## September



Month	Current Activity	One Year Previous	+ / -
October	3.7	4.0	- 7.5%
November	3.4	3.7	- 8.1%
December	2.9	3.2	- 9.4%
January	2.9	3.2	- 9.4%
February	3.0	3.2	- 6.3%
March	3.3	3.3	0.0%
April	3.6	3.4	+ 5.9%
May	4.1	3.6	+ 13.9%
June	4.3	3.8	+ 13.2%
July	4.5	3.8	+ 18.4%
August	4.5	3.8	+ 18.4%
September	4.5	3.8	+ 18.4%
12-Month Avg	3.7	3.6	+ 2.8%

## Historical Months Supply of Inventory

