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# Monthly Indicators

## April 2009

**Publish Date: May 11, 2009**

Signed purchase agreements (pending sales) in the MRIS region continue to post robust numbers this spring. In April there were 12,874 pending sales, an increase of 24.8 percent from April 2008 and the 5th consecutive month of year-over-year increase.

Unfortunately, the jump in pending sales over the last few months is not translating to a similar jump in closed sales. Closed sales for April were actually 7.8 percent lower than last year, which is the 3rd consecutive month of year-over-year decline.

The overall median sales price remains in decline due to increased market share of foreclosures and short sales. The April median sales price of \$255,000 is 15.3 percent behind April 2008.

### Contents

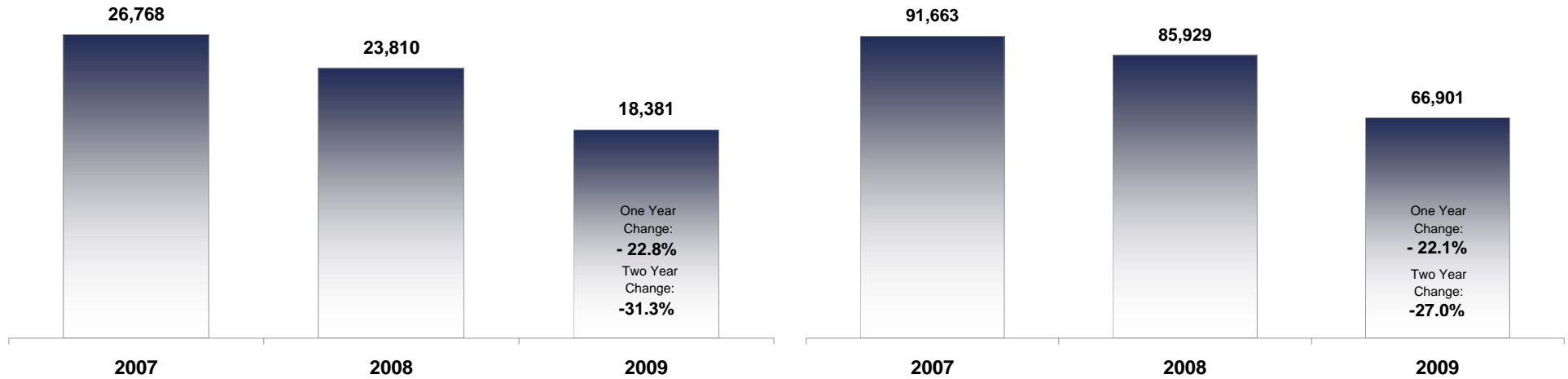
<b>New Listings</b>	<b>2</b>
<b>Pending Sales</b>	<b>3</b>
<b>Closed Sales</b>	<b>4</b>
<b>Days On Market Until Sale</b>	<b>5</b>
<b>Median Sales Price</b>	<b>6</b>
<b>Average Sales Price</b>	<b>7</b>
<b>Percent of Original List Price Received at Sale</b>	<b>8</b>
<b>Housing Affordability Index</b>	<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

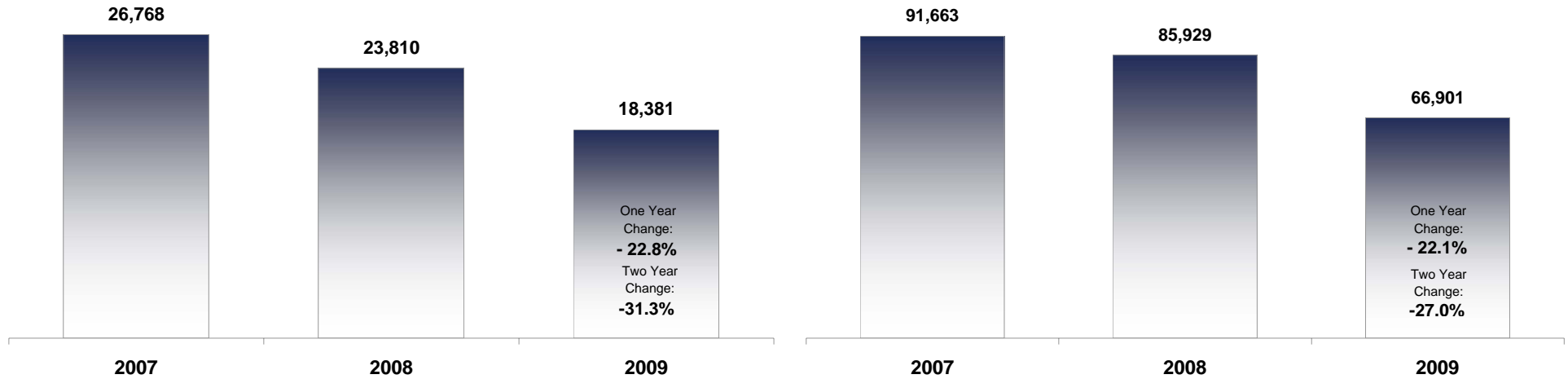
A Monthly Indicator from MRIS, Inc.



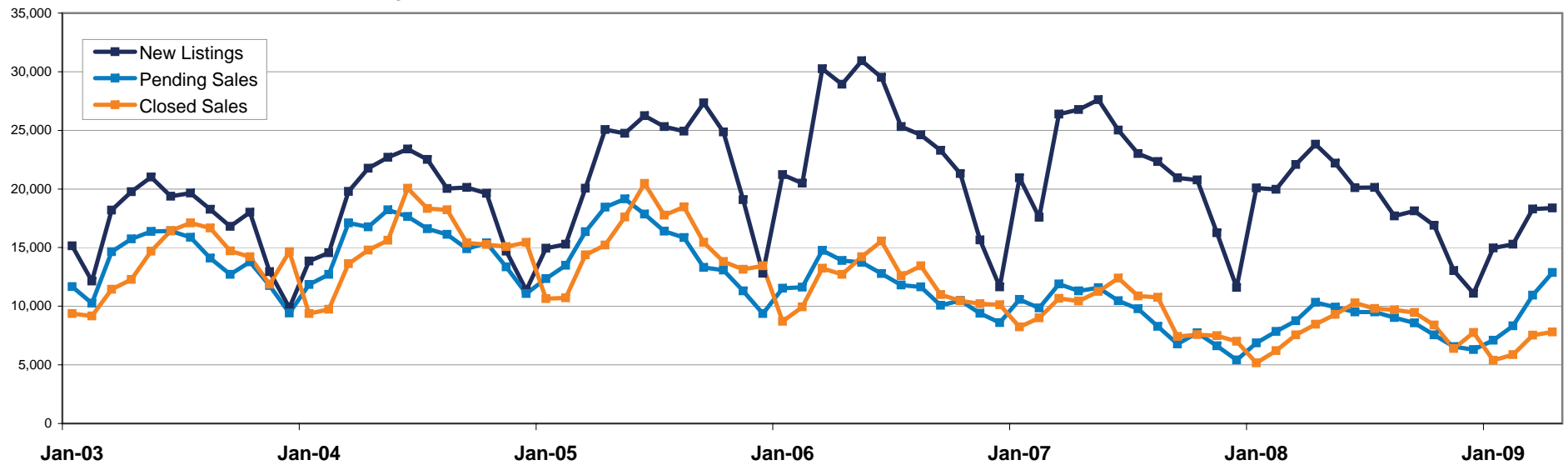
## April



## Year to Date



## Historical Market Activity



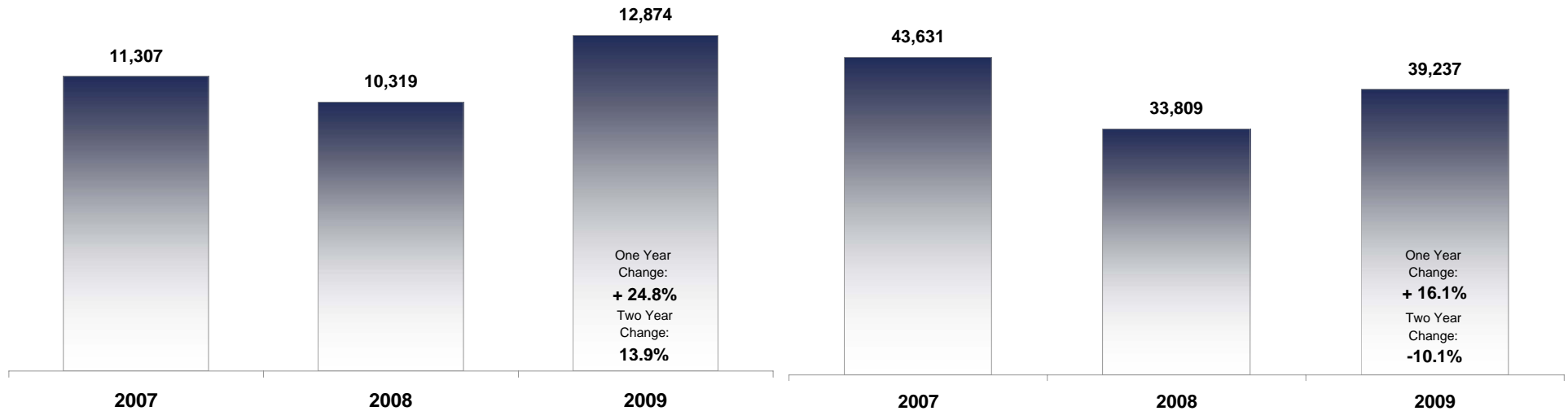
# Pending Sales

A Monthly Indicator from MRIS, Inc.

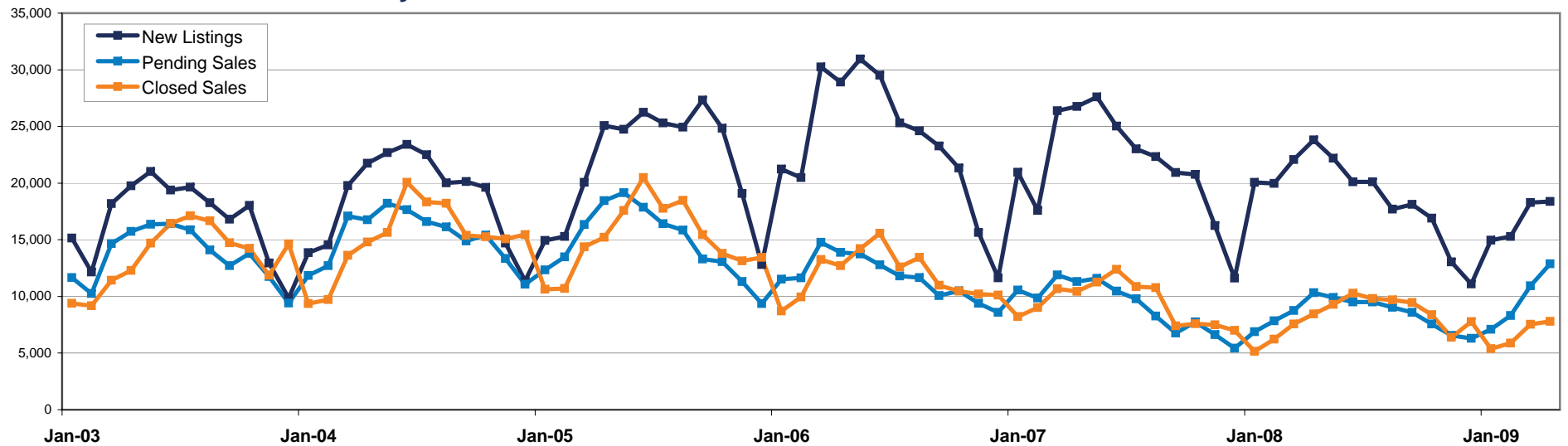


## April

## Year to Date



## Historical Market Activity



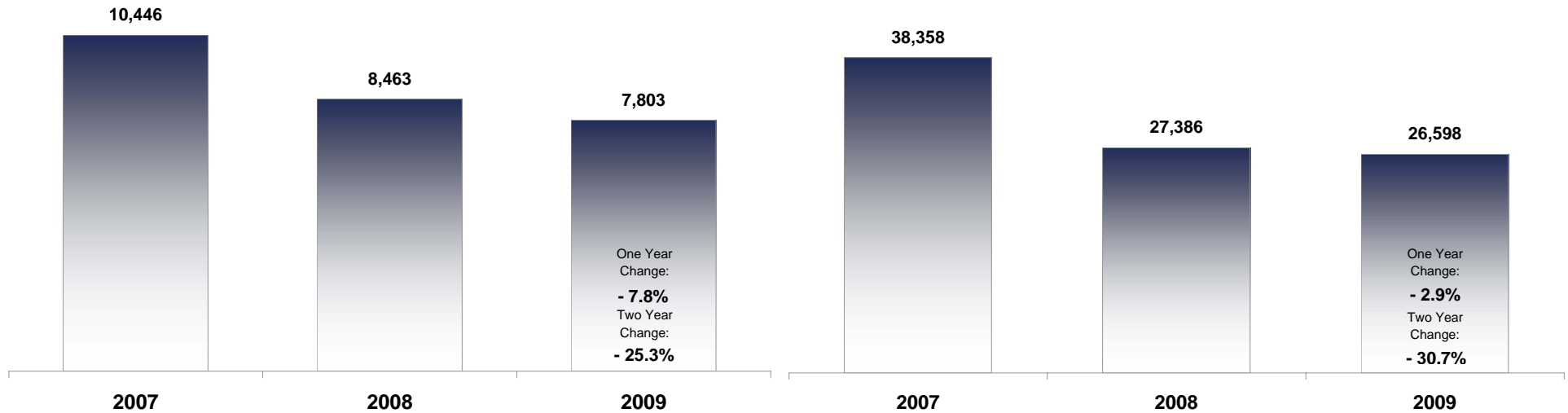
# Closed Sales

A Monthly Indicator from MRIS, Inc.

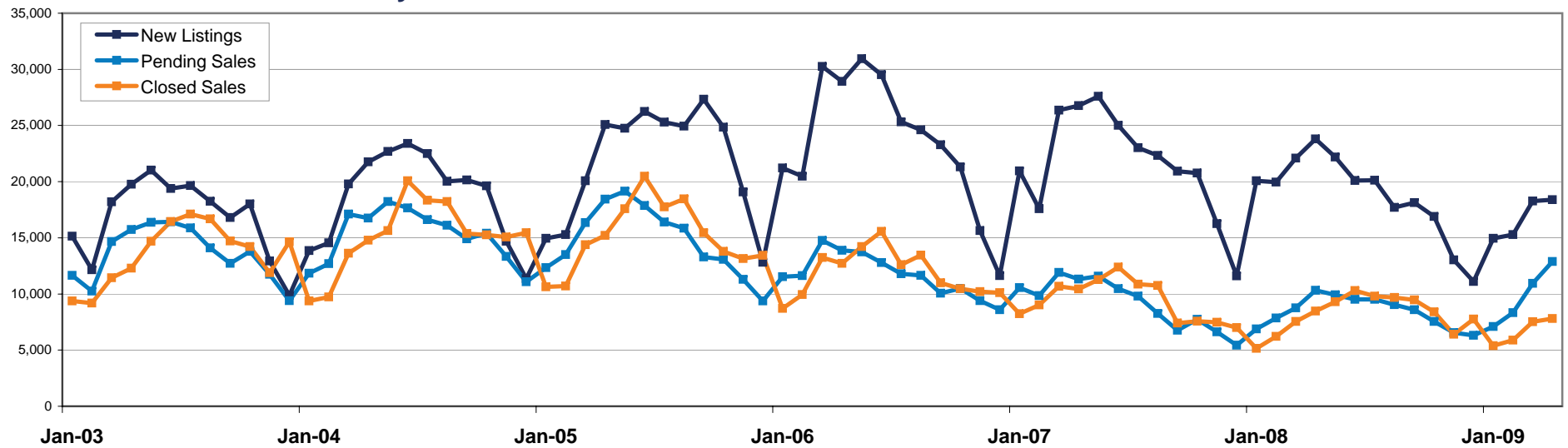


## April

## Year to Date



## Historical Market Activity



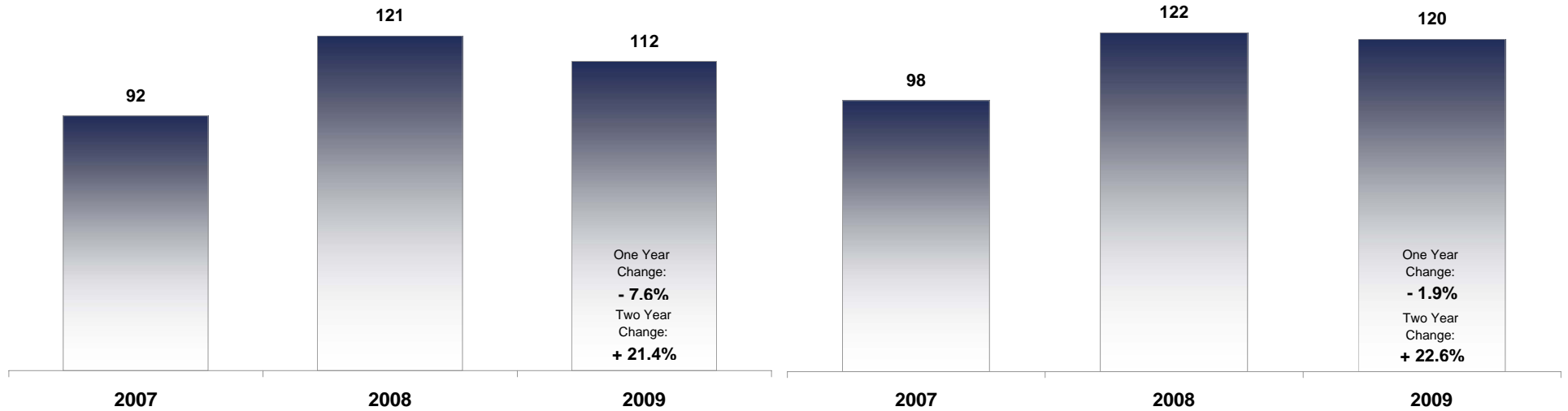
# Days on Market Until Sale

A Monthly Indicator from MRIS, Inc.

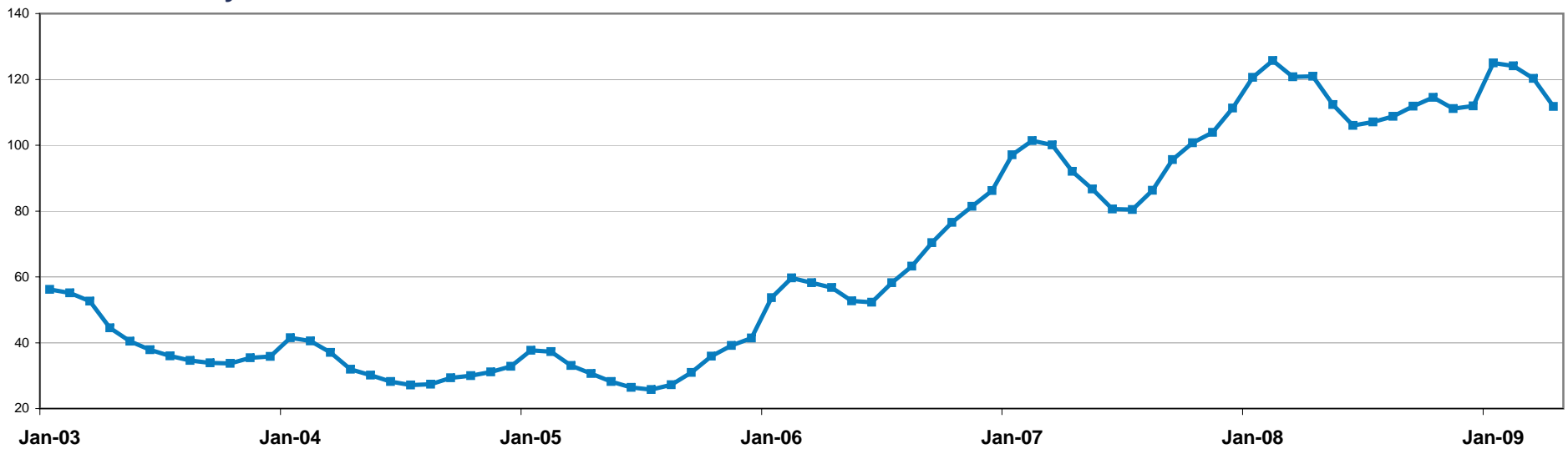


## April

## Year to Date



## Historical Days on Market Until Sale



# Median Sales Price

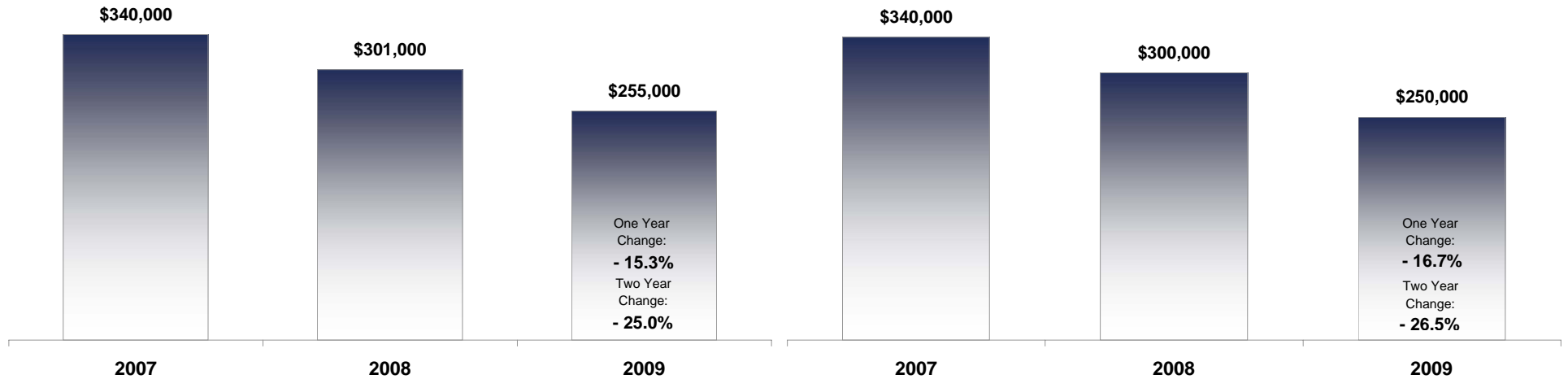
A Monthly Indicator from MRIS, Inc.



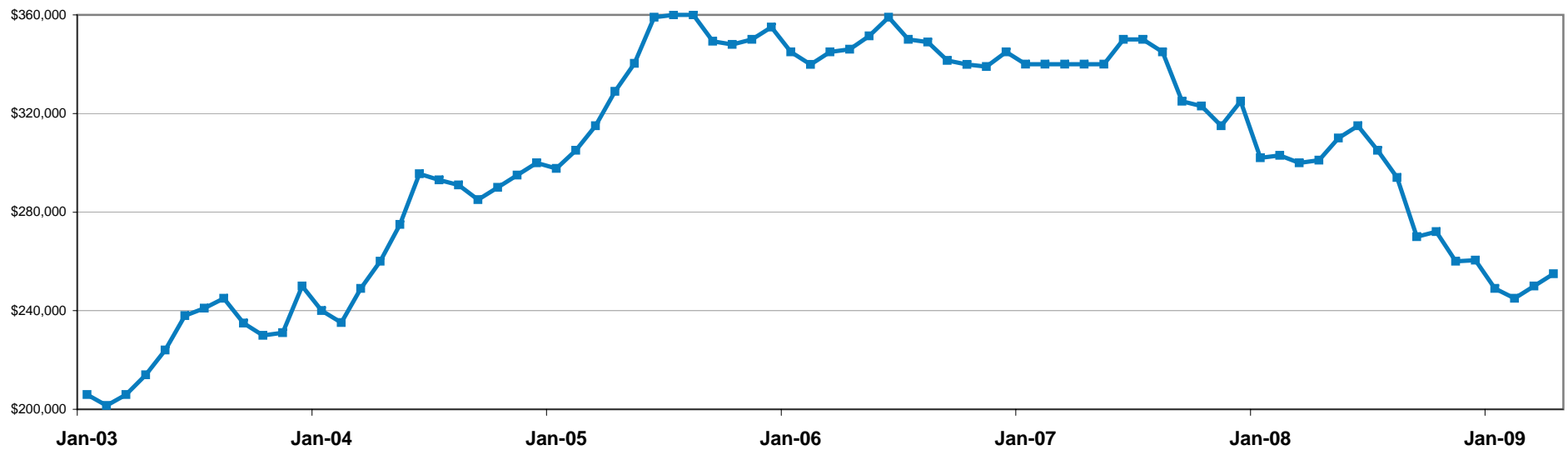
## April

## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices



# Average Sales Price

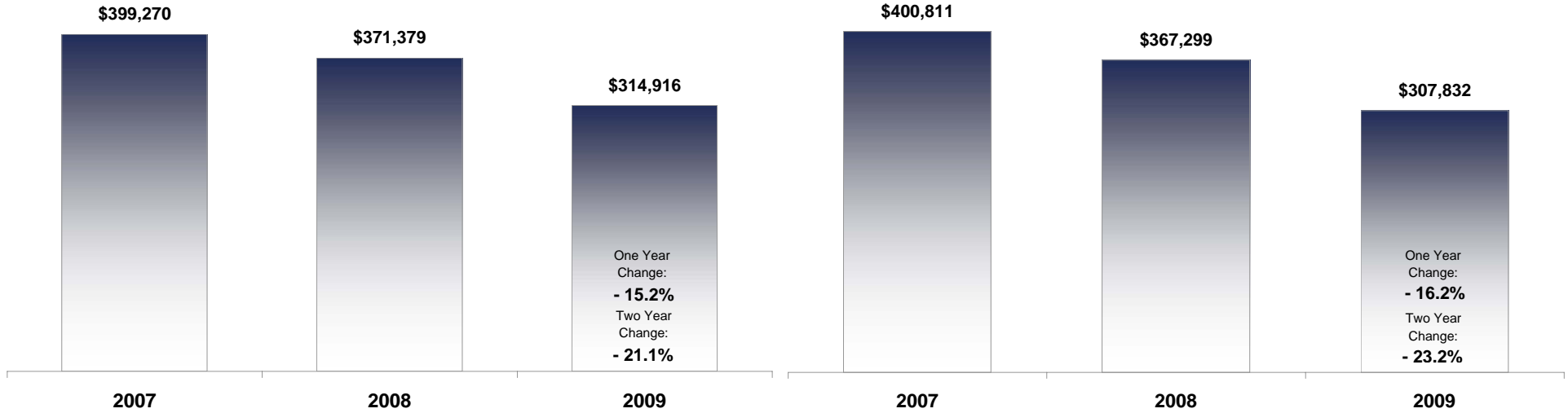
A Monthly Indicator from MRIS, Inc.



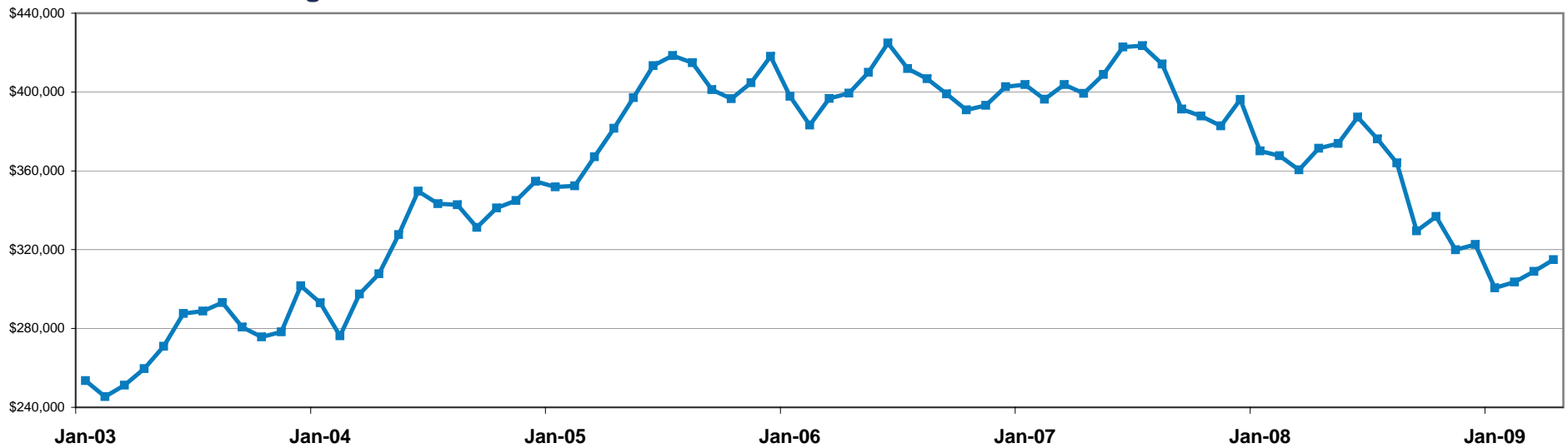
## April

## Year to Date

Figures do not take into account seller concessions.



## Historical Average Prices

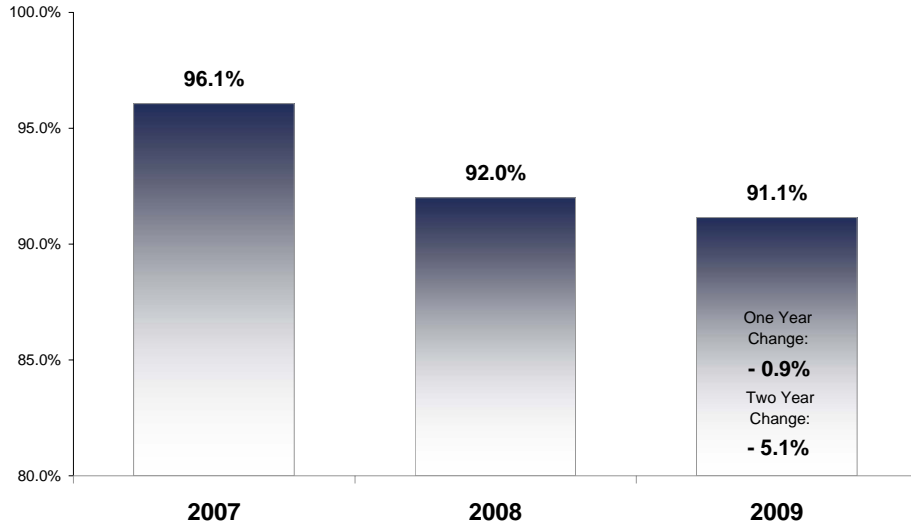


# Percent of Original List Price Received at Sale

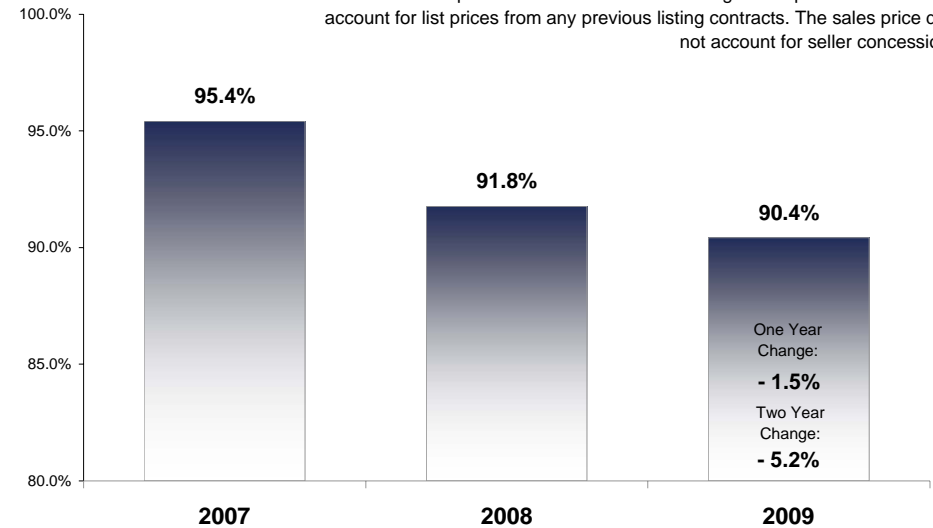
A Monthly Indicator from MRIS, Inc.



## April

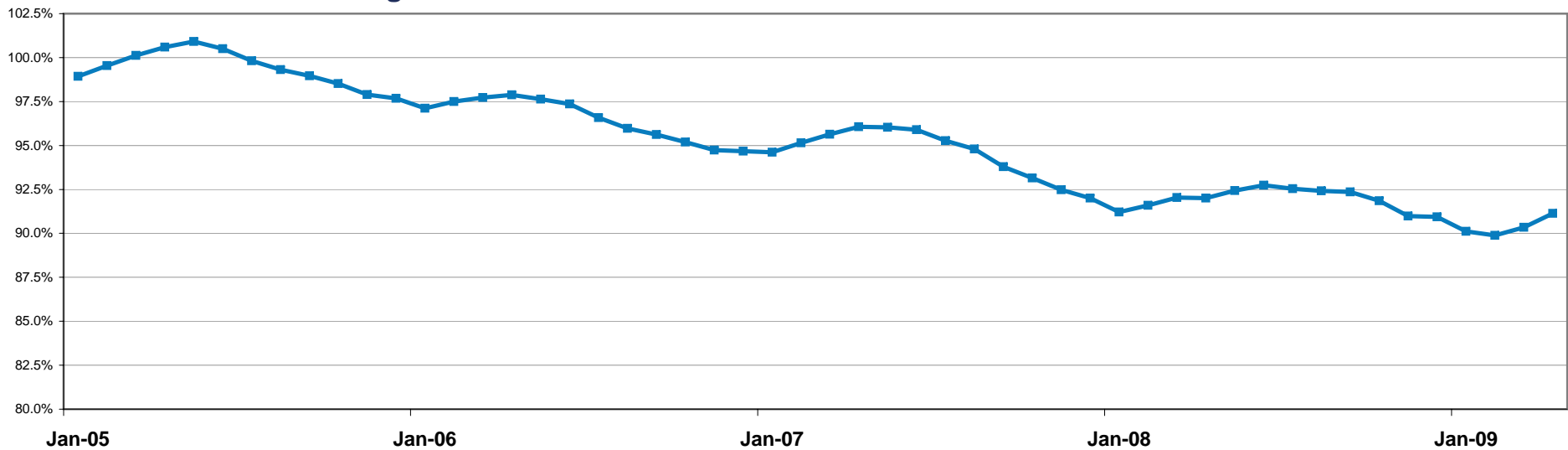


## Year to Date



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

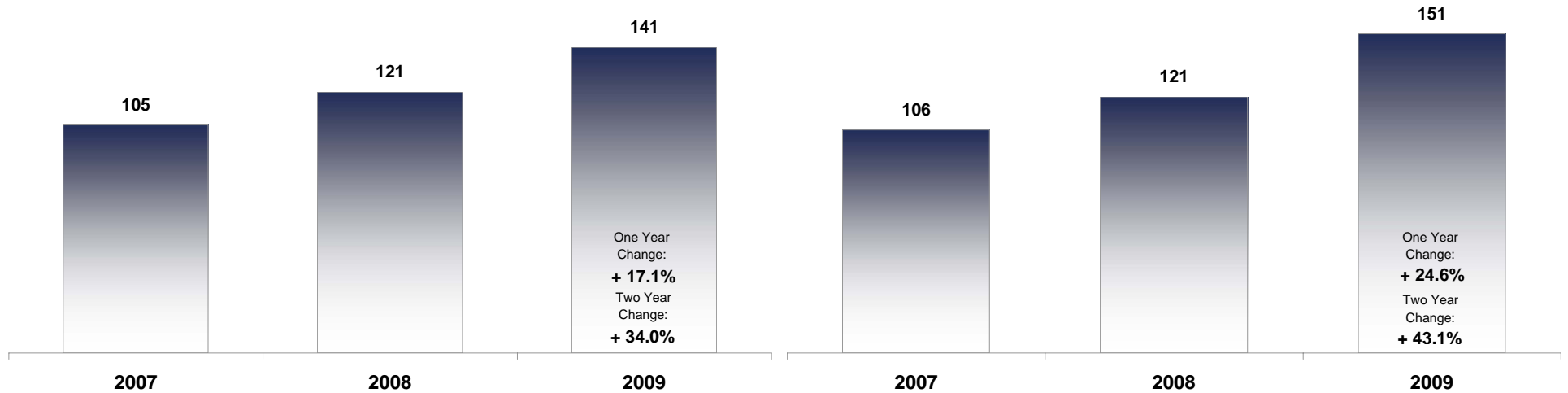
A Monthly Indicator from MRIS, Inc.



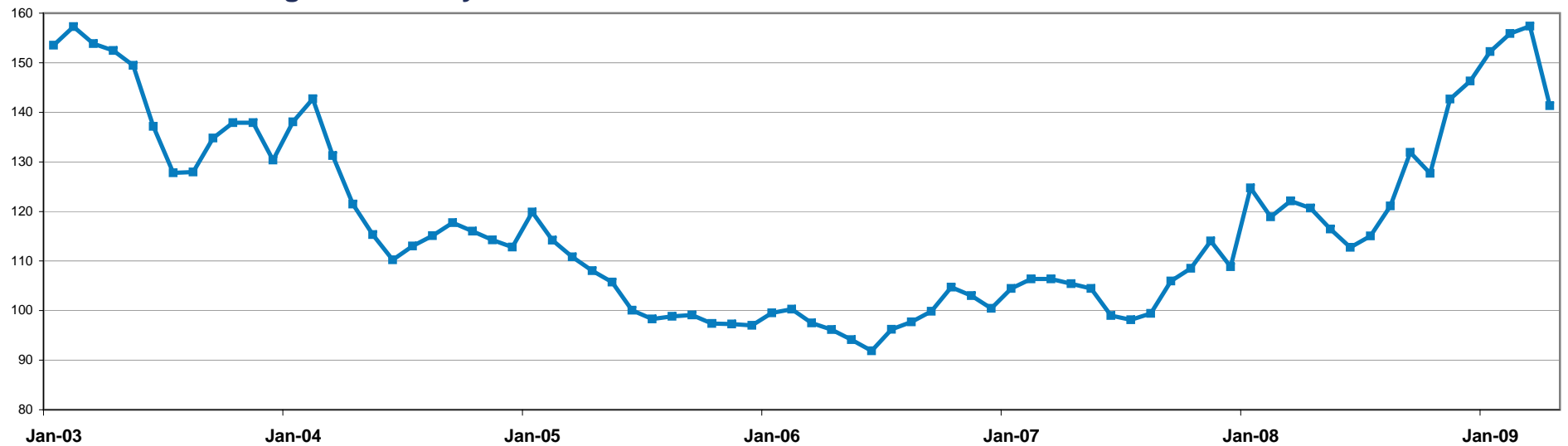
## April

## 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

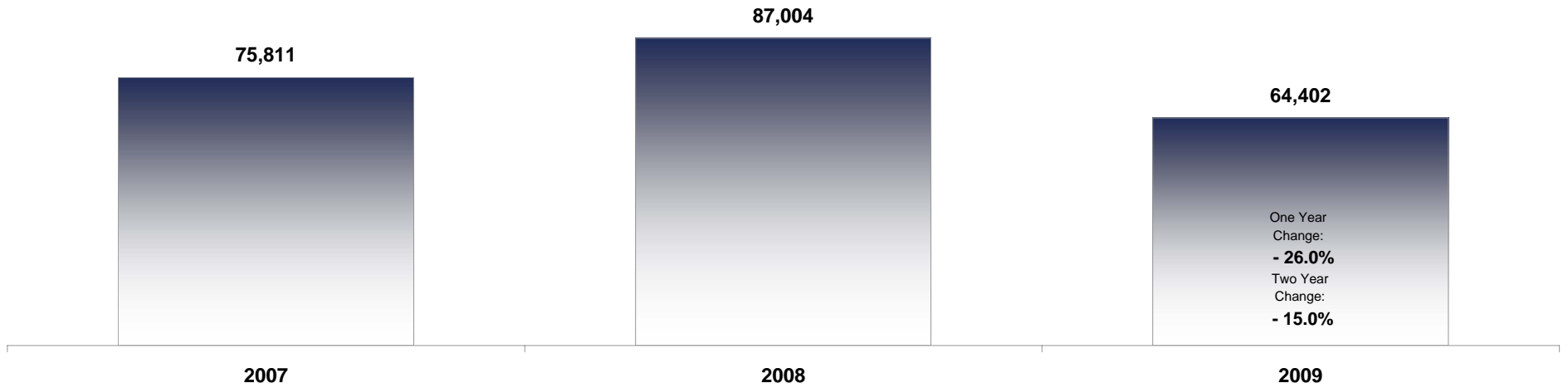


# Inventory of Homes for Sale

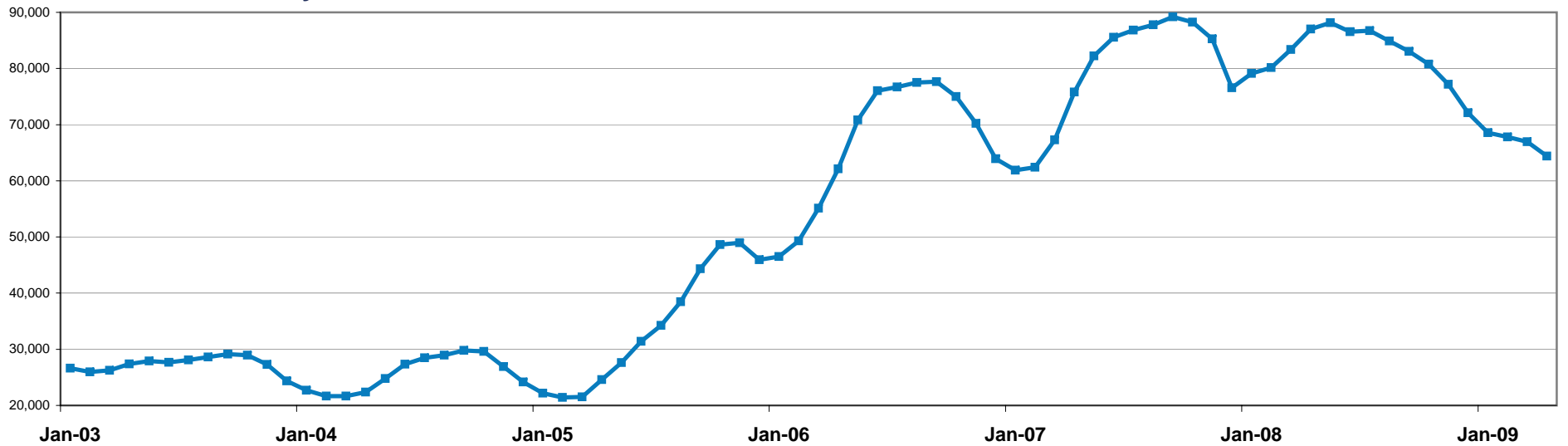
A Monthly Indicator from MRIS, Inc.



April



## Historical Inventory of Homes for Sale

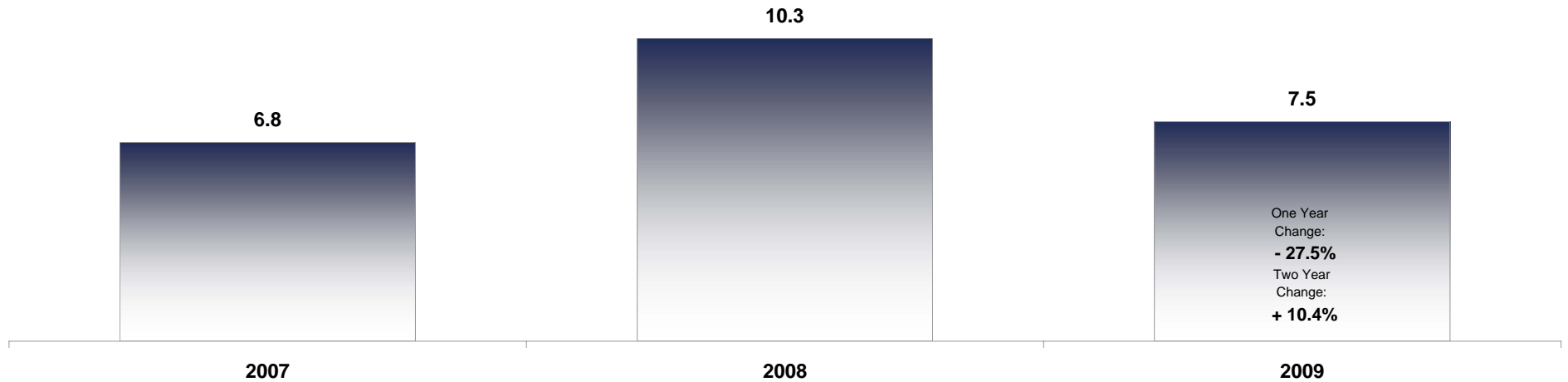


# Months Supply of Inventory

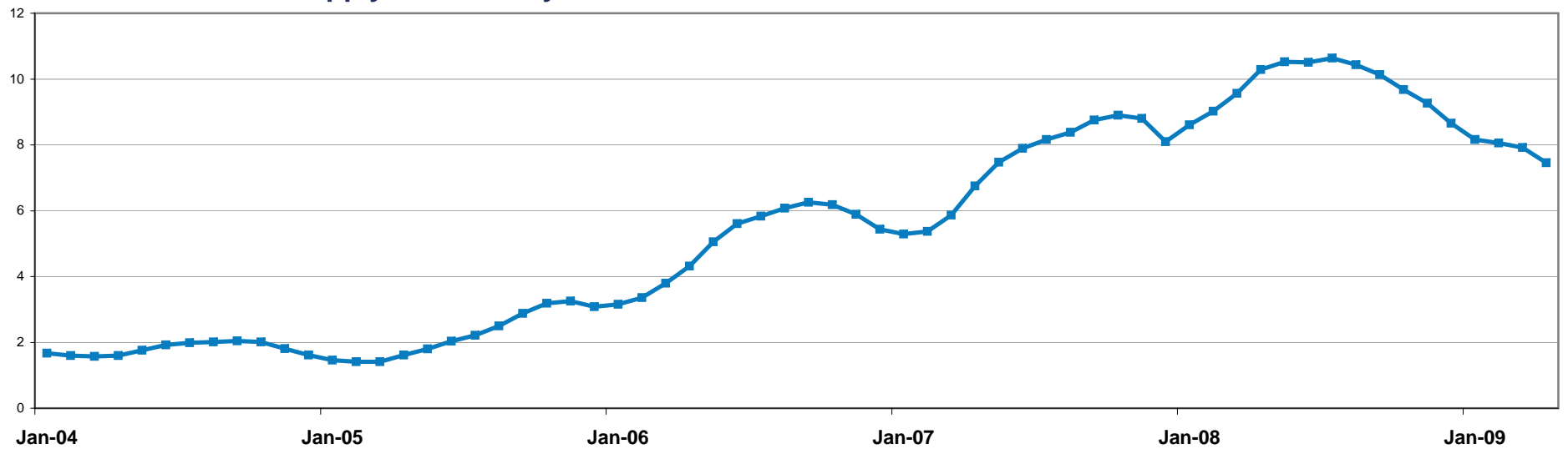
A Monthly Indicator from MRIS, Inc.



April



## Historical Months Supply of Inventory



# Market Overview



A Monthly Indicator from MRIS, Inc.

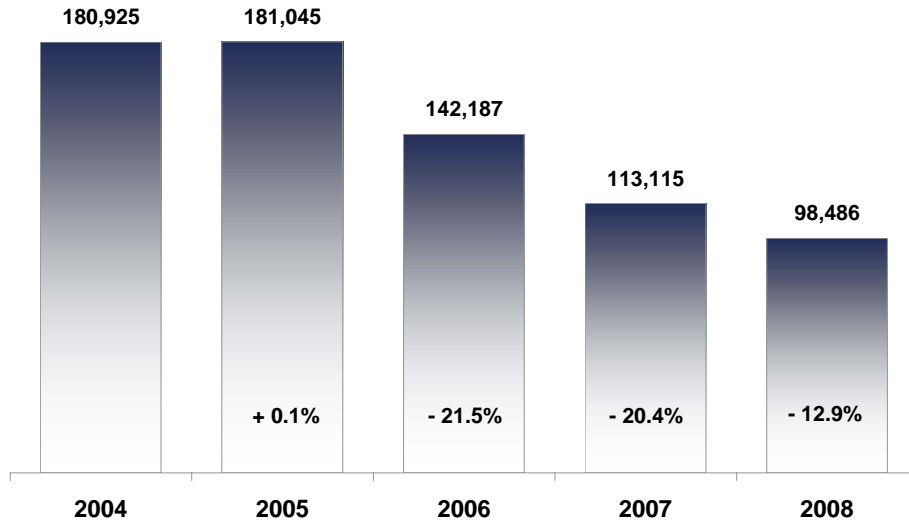
April 2009		2009	2008	Percent Change	5-Year Average	2009 Year-to-Date	2008 Year-to-Date	Percent Change	5-Year Year-to-Date Average
		<b>New Listings</b>	Feb	15,289	19,959	- 23.4%	17,719	30,243	40,033
	Mar	18,277	22,086	- 17.2%	23,409	48,520	62,119	- 21.9%	59,556
	<b>Apr</b>	<b>18,381</b>	<b>23,810</b>	<b>- 22.8%</b>	<b>24,590</b>	<b>66,901</b>	<b>85,929</b>	<b>- 22.1%</b>	<b>84,146</b>
<b>Pending Sales</b>	Feb	8,322	7,854	+ 6.0%	10,231	15,419	14,731	+ 4.7%	19,915
	Mar	10,944	8,759	+ 24.9%	12,543	26,363	23,490	+ 12.2%	32,457
	<b>Apr</b>	<b>12,874</b>	<b>10,319</b>	<b>+ 24.8%</b>	<b>13,368</b>	<b>39,237</b>	<b>33,809</b>	<b>+ 16.1%</b>	<b>45,825</b>
<b>Closed Sales</b>	Feb	5,873	6,216	- 5.5%	8,351	11,264	11,368	- 0.9%	15,973
	Mar	7,531	7,555	- 0.3%	10,676	18,795	18,923	- 0.7%	26,649
	<b>Apr</b>	<b>7,803</b>	<b>8,463</b>	<b>- 7.8%</b>	<b>10,927</b>	<b>26,598</b>	<b>27,386</b>	<b>- 2.9%</b>	<b>37,576</b>
<b>Days on Market Until Sale</b>	Feb	124	126	- 1.3%	90	125	123	+ 0.9%	88
	Mar	120	121	- 0.4%	86	123	122	+ 0.4%	88
	<b>Apr</b>	<b>112</b>	<b>121</b>	<b>- 7.6%</b>	<b>82</b>	<b>120</b>	<b>122</b>	<b>- 1.9%</b>	<b>86</b>
<b>Median Sales Price</b>	Feb	\$245,000	\$303,000	- 19.1%	\$306,580	\$246,170	\$303,000	- 18.8%	\$305,834
	Mar	\$250,000	\$300,000	- 16.7%	\$310,000	\$250,000	\$300,000	- 16.7%	\$307,820
	<b>Apr</b>	<b>\$255,000</b>	<b>\$301,000</b>	<b>- 15.3%</b>	<b>\$314,200</b>	<b>\$250,000</b>	<b>\$300,000</b>	<b>- 16.7%</b>	<b>\$309,925</b>
<b>Average Sales Price</b>	Feb	\$303,587	\$367,673	- 17.4%	\$360,620	\$302,122	\$368,783	- 18.1%	\$362,571
	Mar	\$309,031	\$360,497	- 14.3%	\$367,422	\$304,891	\$365,475	- 16.6%	\$364,528
	<b>Apr</b>	<b>\$314,916</b>	<b>\$371,379</b>	<b>- 15.2%</b>	<b>\$373,302</b>	<b>\$307,832</b>	<b>\$367,299</b>	<b>- 16.2%</b>	<b>\$367,144</b>
<b>Inventory of Homes for Sale</b>	Feb	67,783	80,167	- 15.4%					
	Mar	66,971	83,353	- 19.7%	--	--	--	--	--
	<b>Apr</b>	<b>64,402</b>	<b>87,004</b>	<b>- 26.0%</b>					
<b>Percent of Original List Price</b>	Feb	89.9%	91.6%	- 1.9%	94.7%	94.7%	91.4%	+ 3.6%	90.0%
	Mar	90.3%	92.0%	- 1.8%	95.2%	95.2%	91.7%	+ 3.8%	90.1%
	<b>Apr</b>	<b>91.1%</b>	<b>92.0%</b>	<b>- 0.9%</b>	<b>95.5%</b>	<b>95.5%</b>	<b>91.8%</b>	<b>+ 4.1%</b>	<b>90.4%</b>
<b>Housing Affordability Index</b>	Feb	156	119	+ 31.1%	119	154	122	+ 26.8%	
	Mar	157	122	+ 28.9%	119	155	122	+ 27.6%	--
	<b>Apr</b>	<b>141</b>	<b>121</b>	<b>+ 17.1%</b>	<b>114</b>	<b>151</b>	<b>121</b>	<b>+ 24.6%</b>	
<b>Months Supply of Inventory</b>	Feb	8.1	9.0	- 10.8%					
	Mar	7.9	9.6	- 17.2%	--	--	--	--	--
	<b>Apr</b>	<b>7.5</b>	<b>10.3</b>	<b>- 27.5%</b>					

# Annual Review

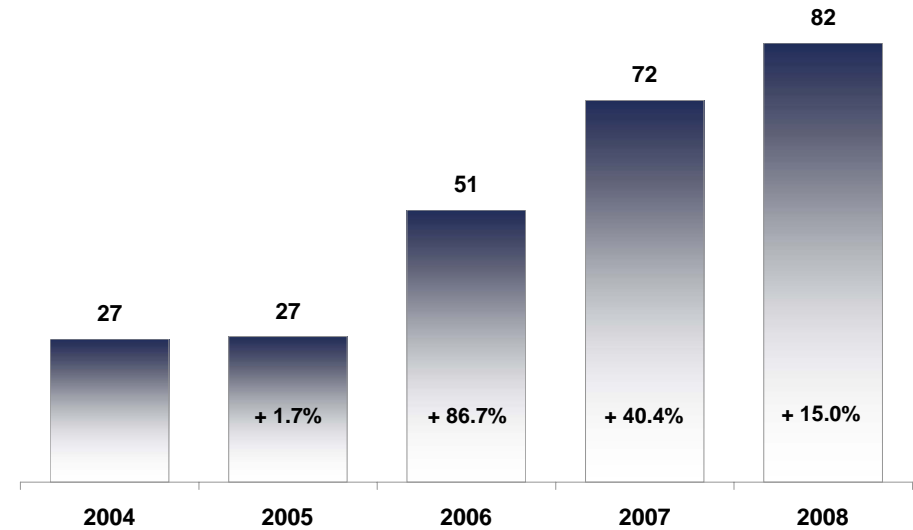
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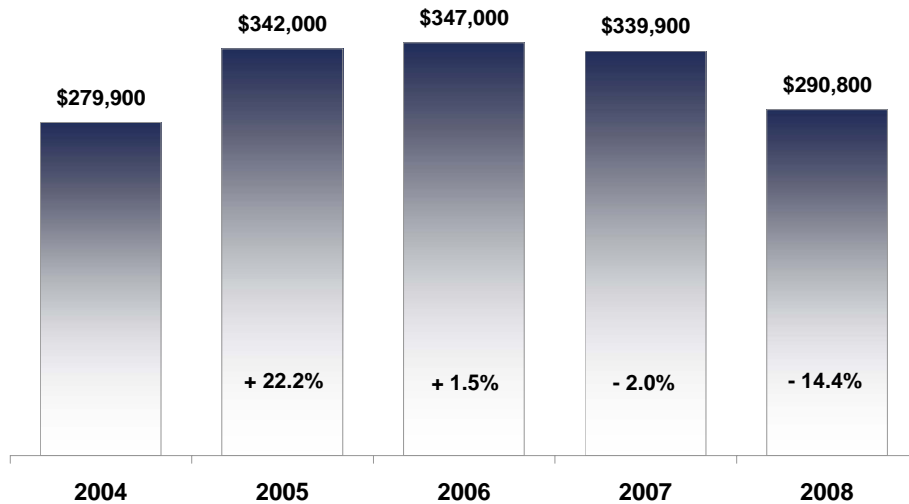
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

