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# Monthly Indicators

## August 2009

**Publish Date: September 10, 2009**

As the final days of the tax credit wind down, buyers in the MRIS region are rushing to take advantage. In August there were 11,858 signed purchase agreements, an increase of 30.7 percent from a year ago and the strongest August showing since 2005. Not all of these agreements will reach the closing table, but it is nonetheless a welcome sign of robust buyer activity.

Home prices continue to post year-over-year declines, but the drops have not been as extreme as those experienced in the earlier months of this year. The August median sales price of \$275,000 is a decline of 6.6 percent from a year ago. Previous months have seen double-digit percentage declines.

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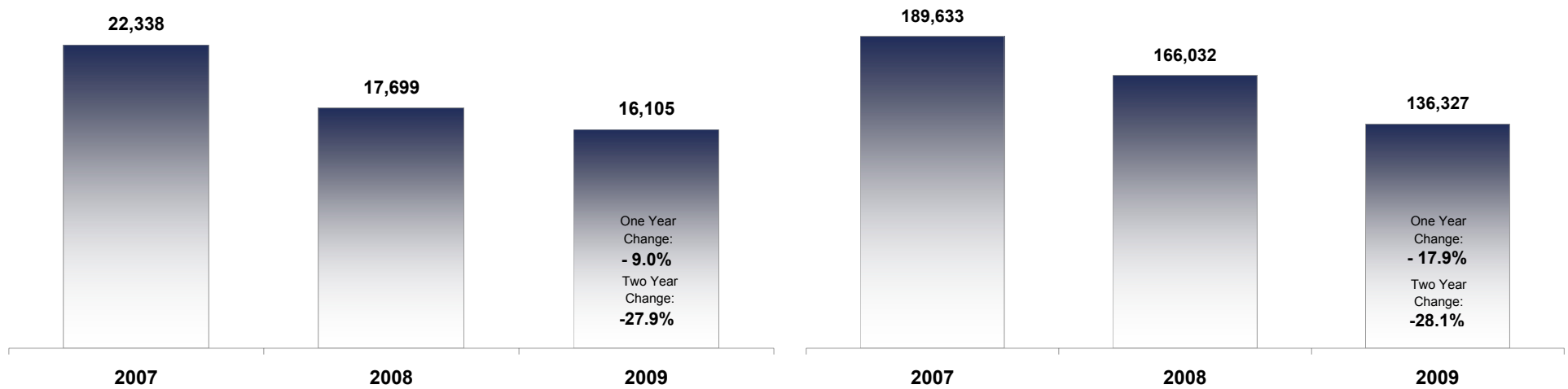
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# New Listings

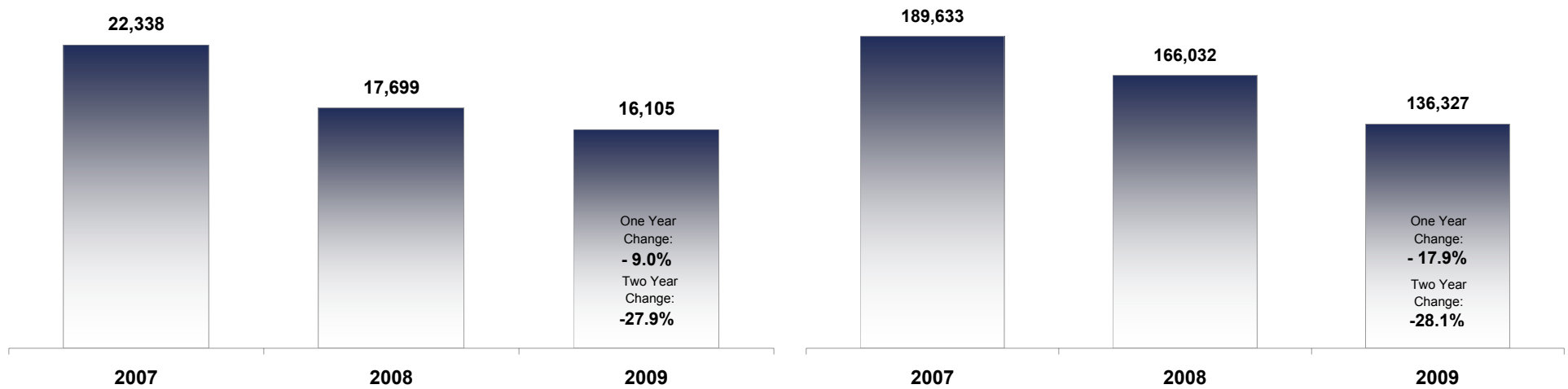
A Monthly Indicator from MRIS, Inc.



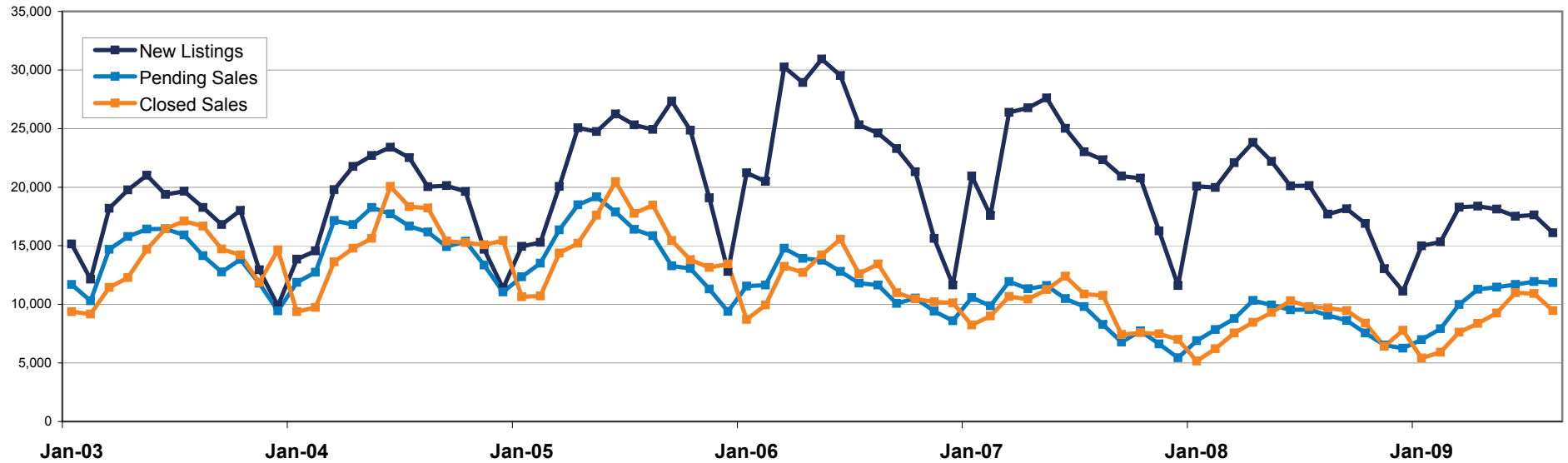
## August



## Year to Date



## Historical Market Activity



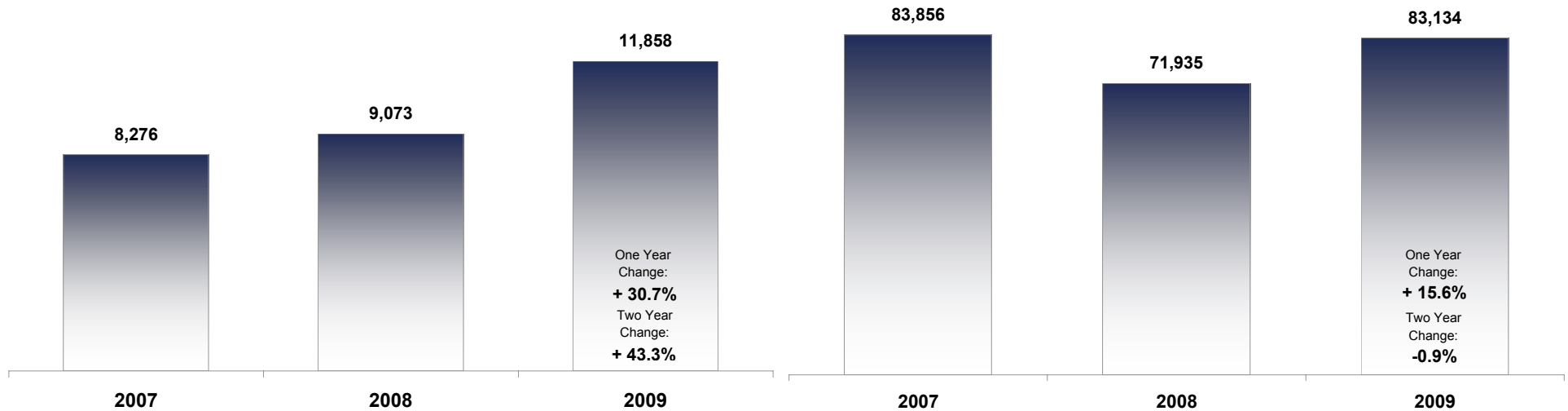
# Pending Sales

A Monthly Indicator from MRIS, Inc.

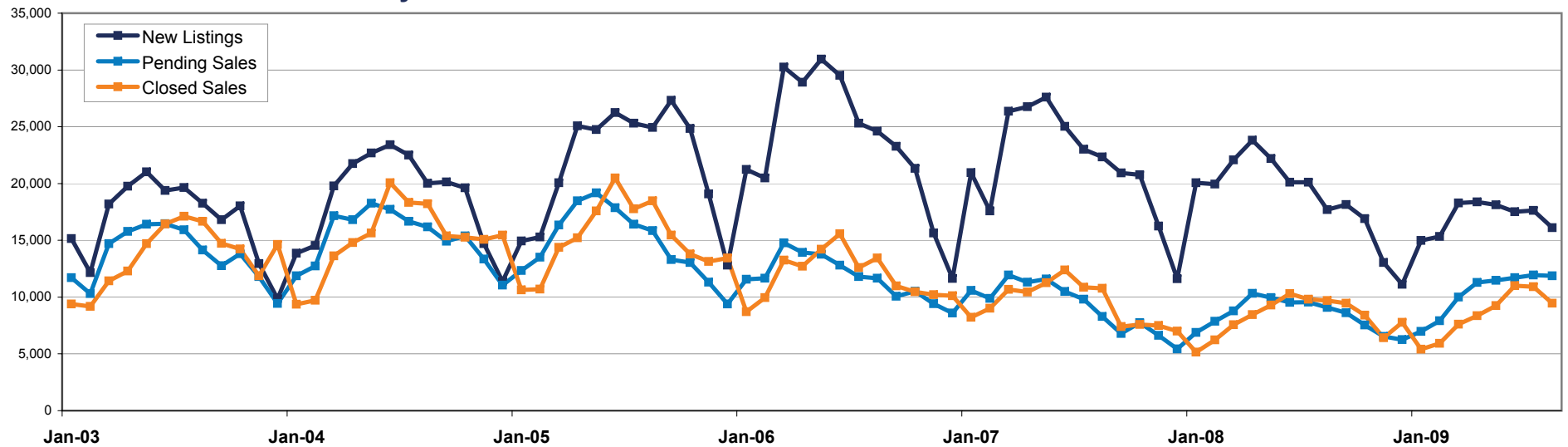


## August

## Year to Date



## Historical Market Activity

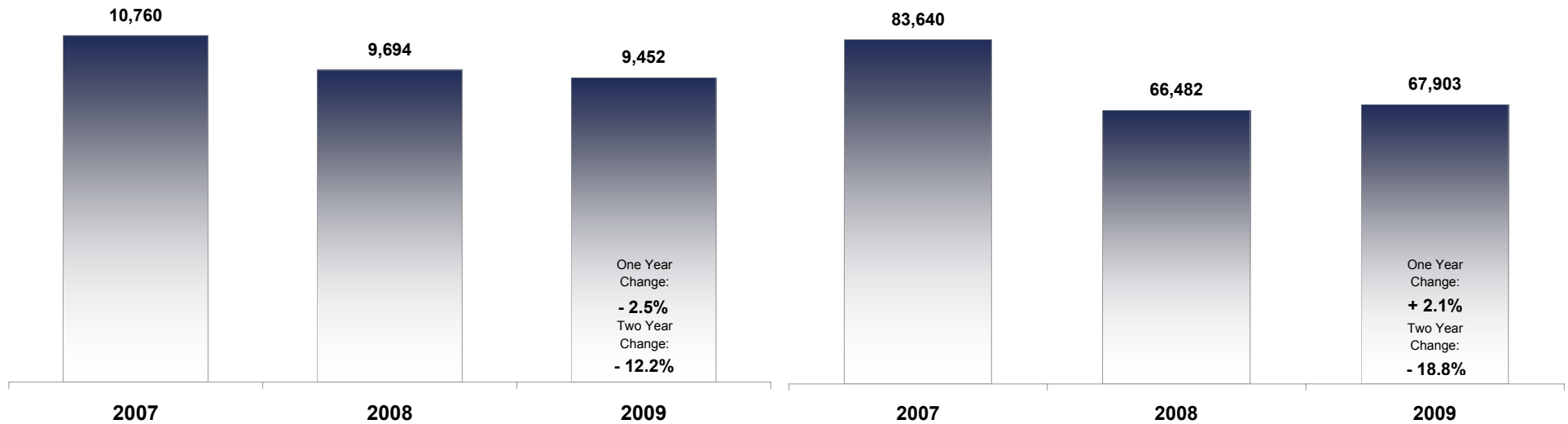


# Closed Sales

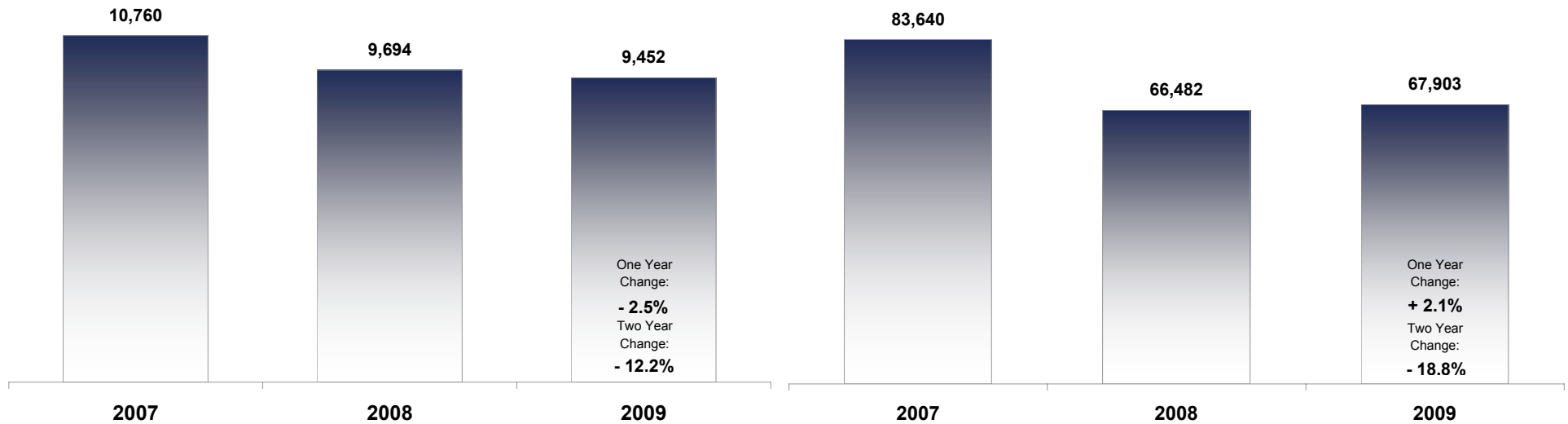
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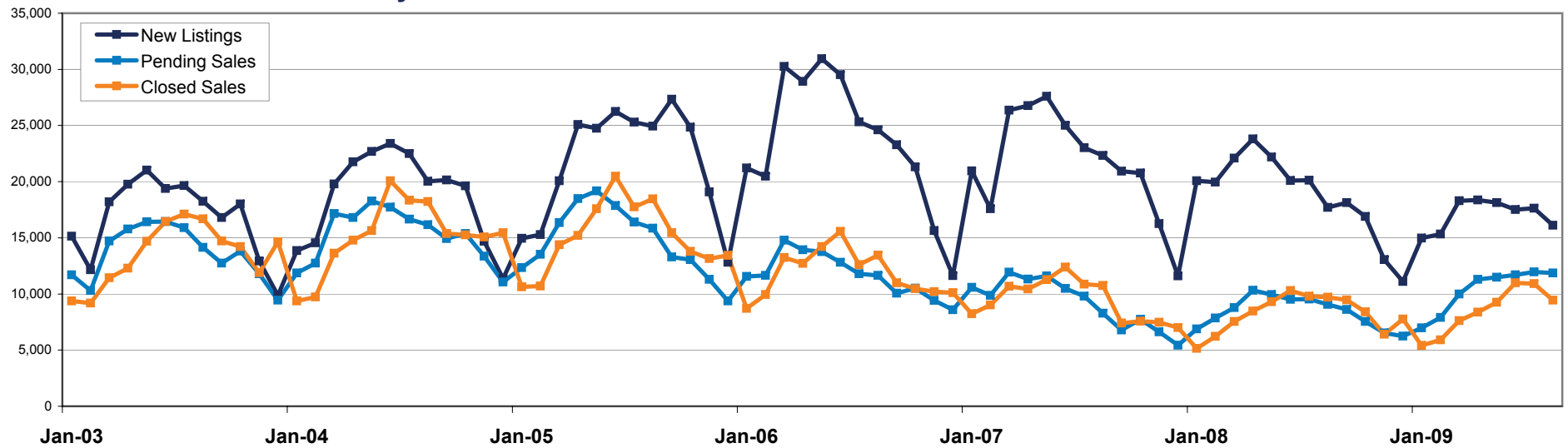
## August



## Year to Date



## Historical Market Activity



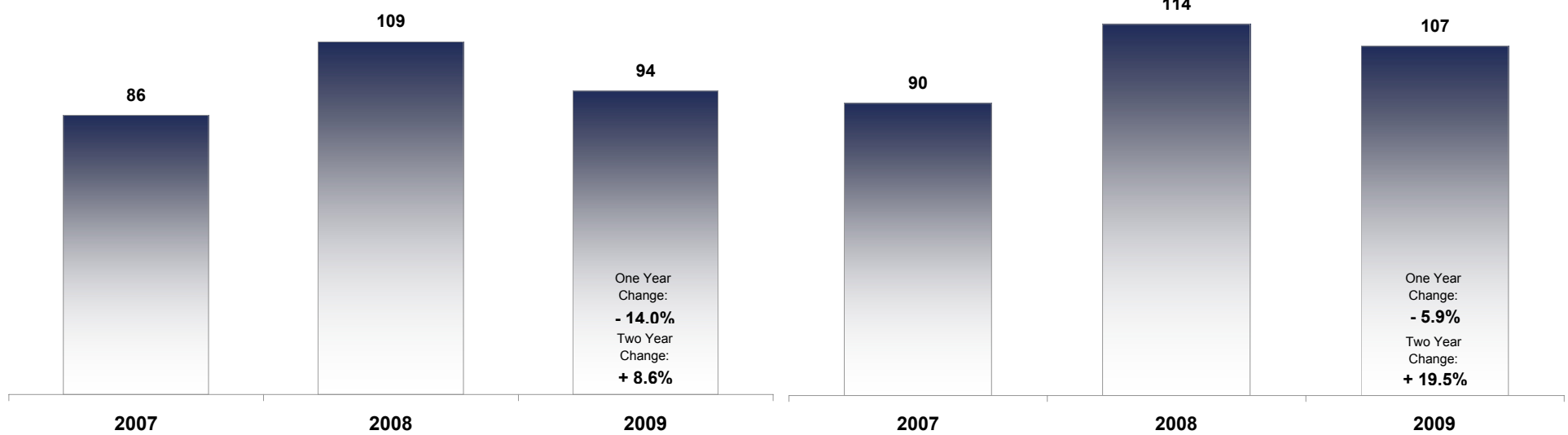
# Days on Market Until Sale

A Monthly Indicator from MRIS, Inc.

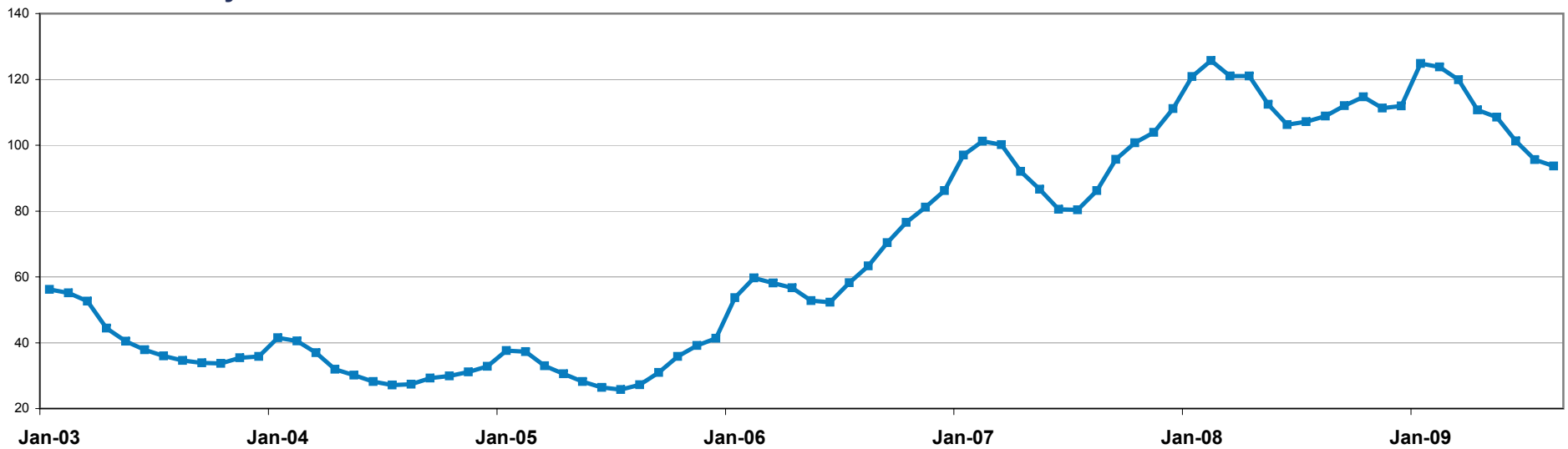


## August

## Year to Date



## Historical Days on Market Until Sale



# Median Sales Price

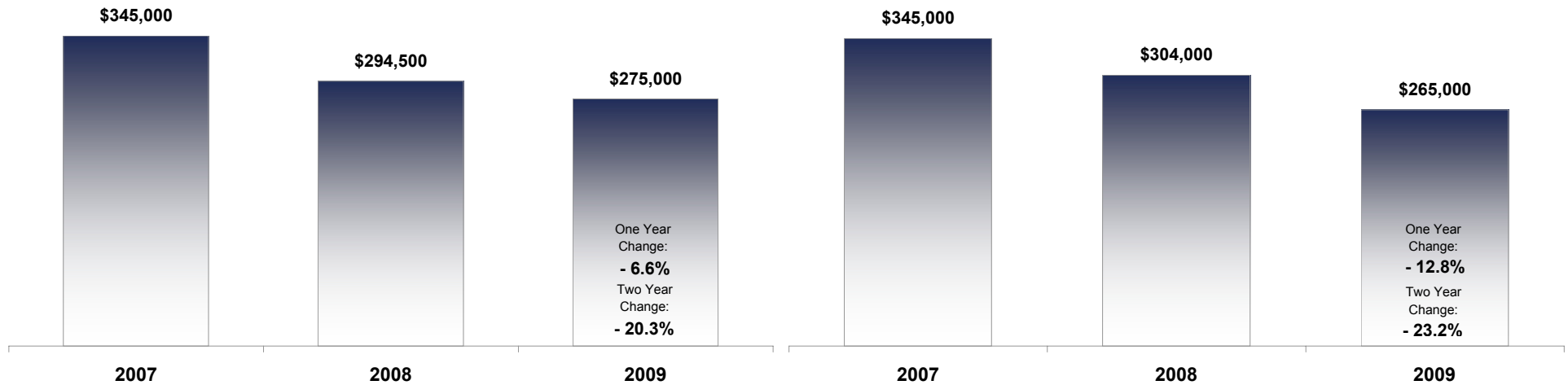
A Monthly Indicator from MRIS, Inc.



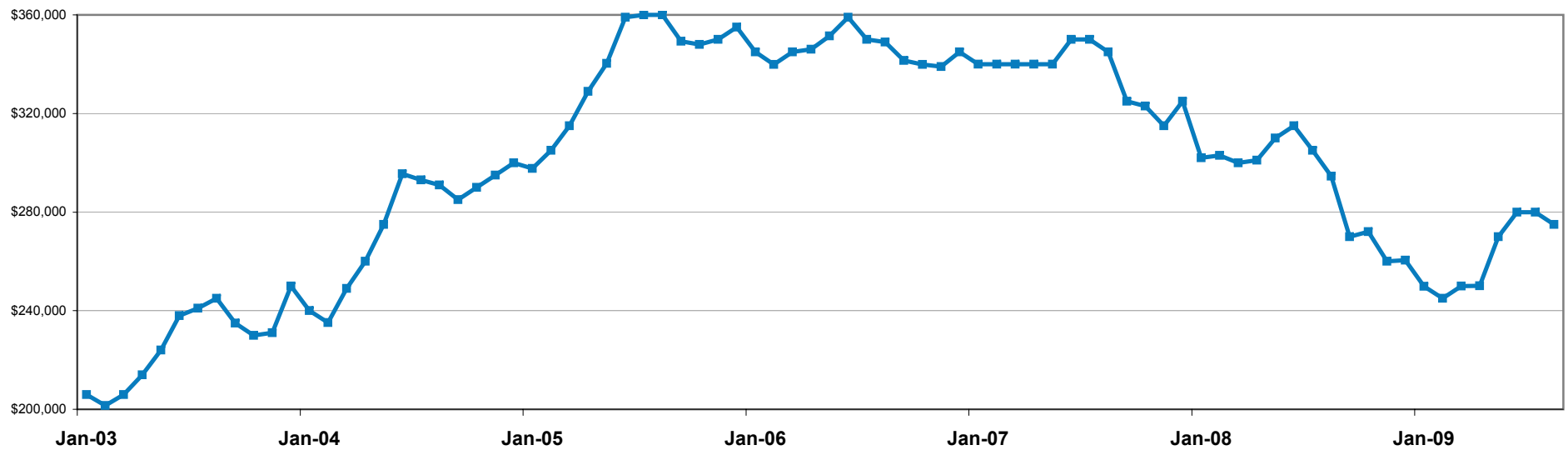
## August

## Year to Date

Figures do not take into account seller concessions.



## Historical Median Prices



# Average Sales Price

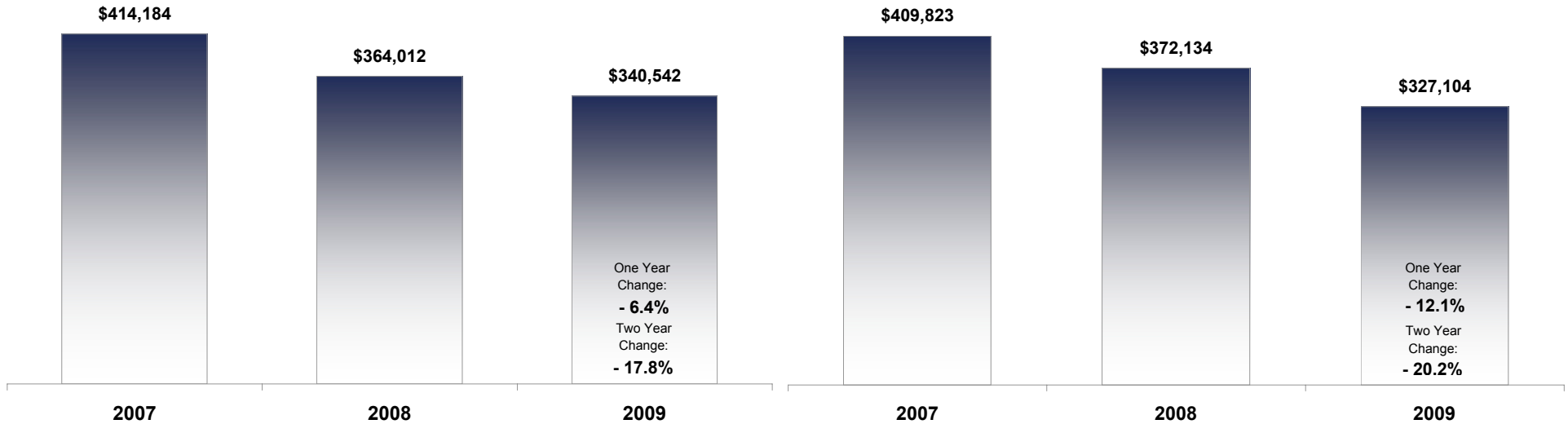
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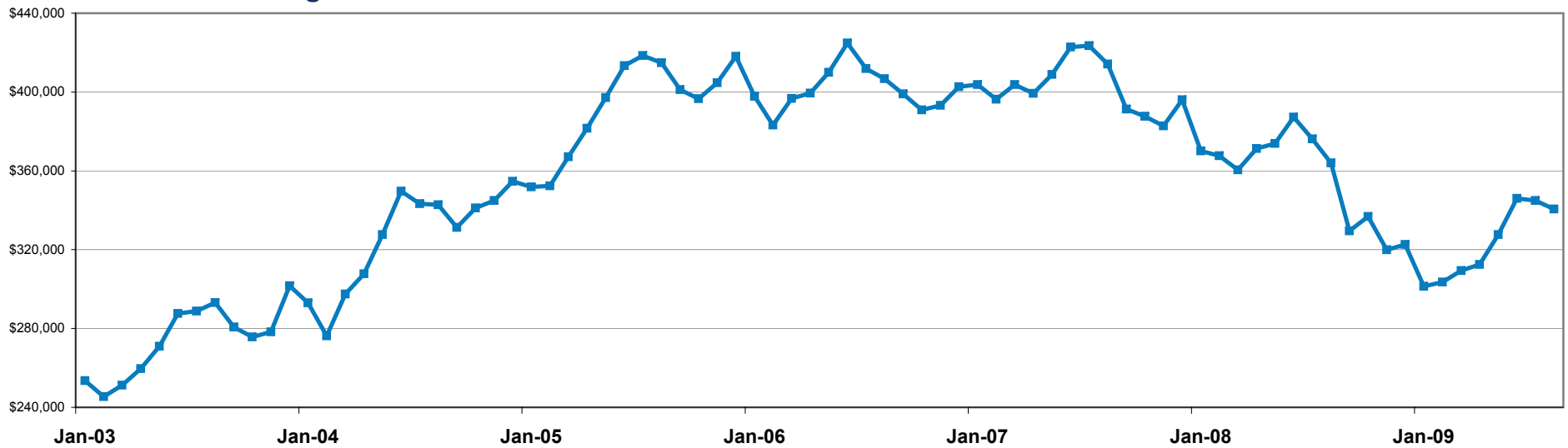
## August

## Year to Date

Figures do not take into account seller concessions.



## Historical Average Prices

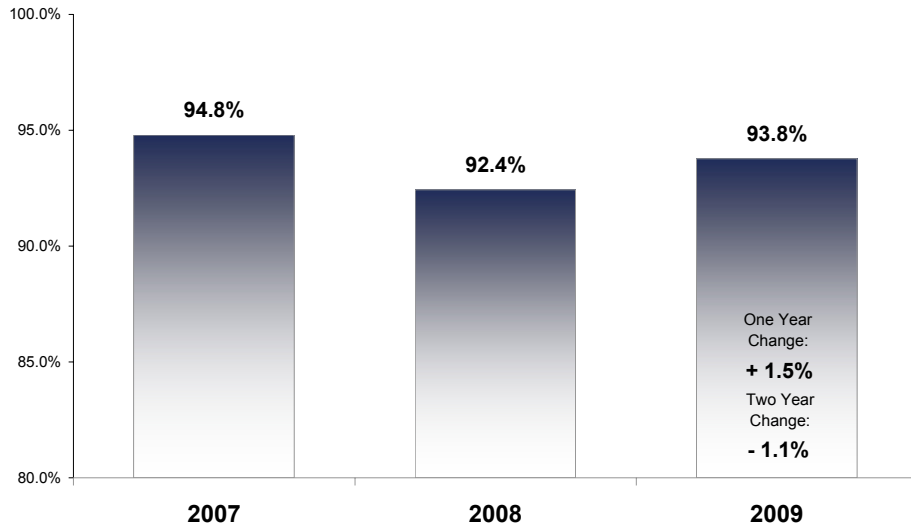


# Percent of Original List Price Received at Sale

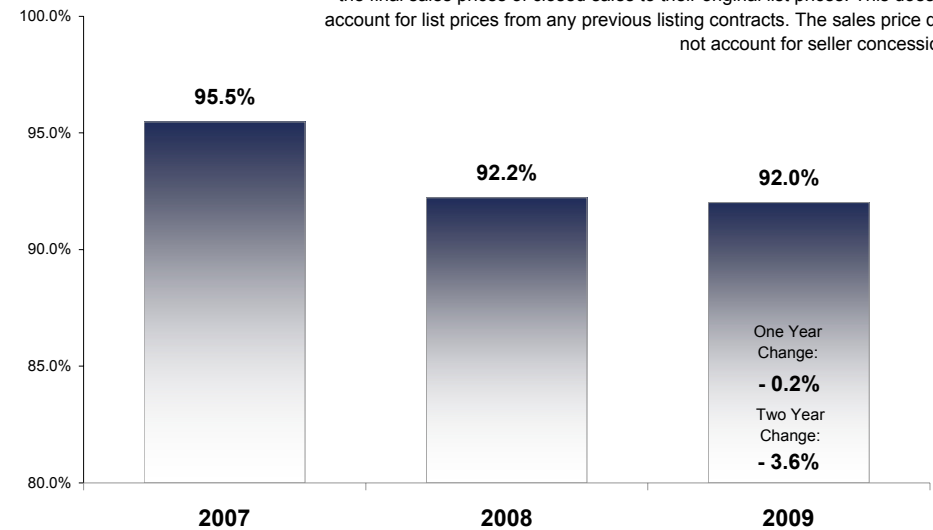
A Monthly Indicator from MRIS, Inc.



## August

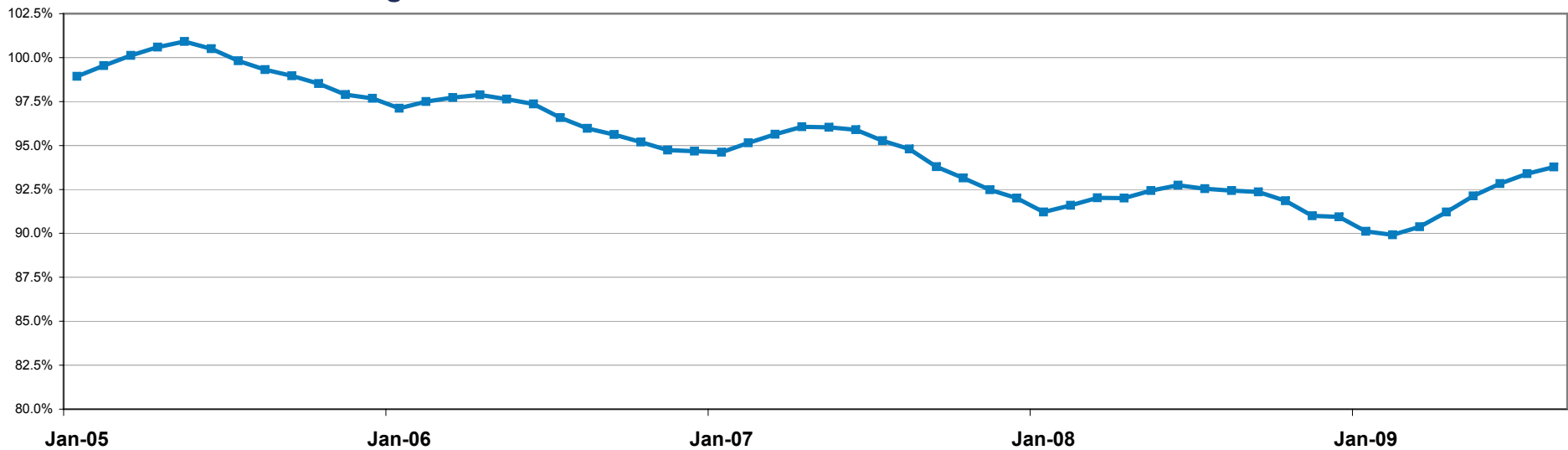


## Year to Date



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

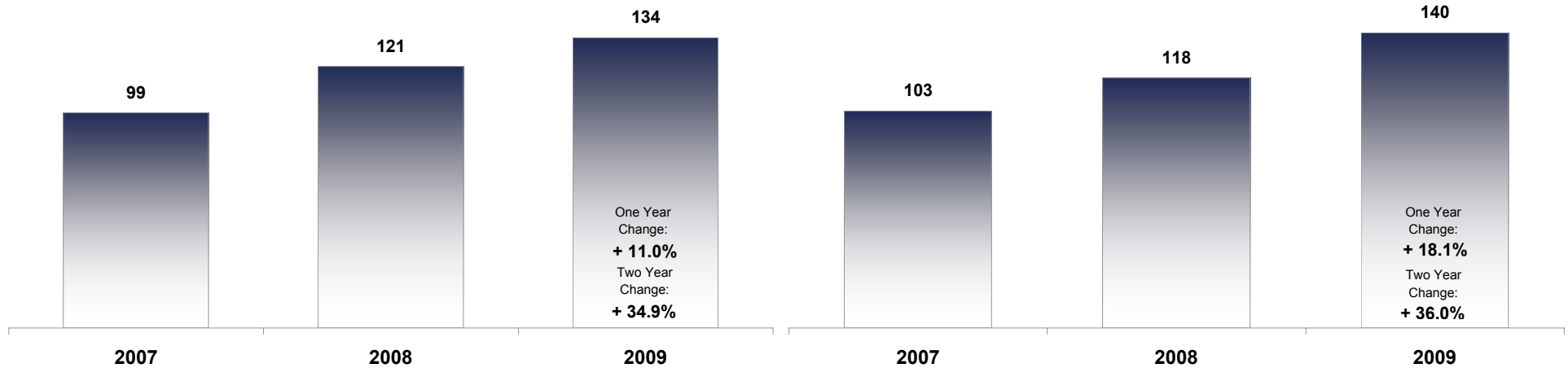
A Monthly Indicator from MRIS, Inc.



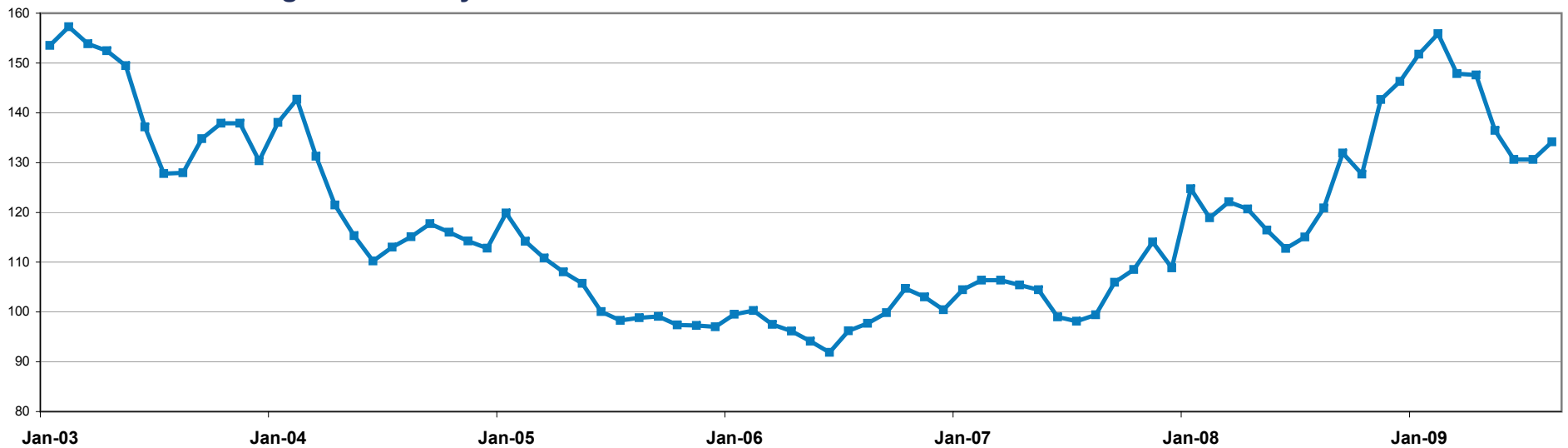
## August

## 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

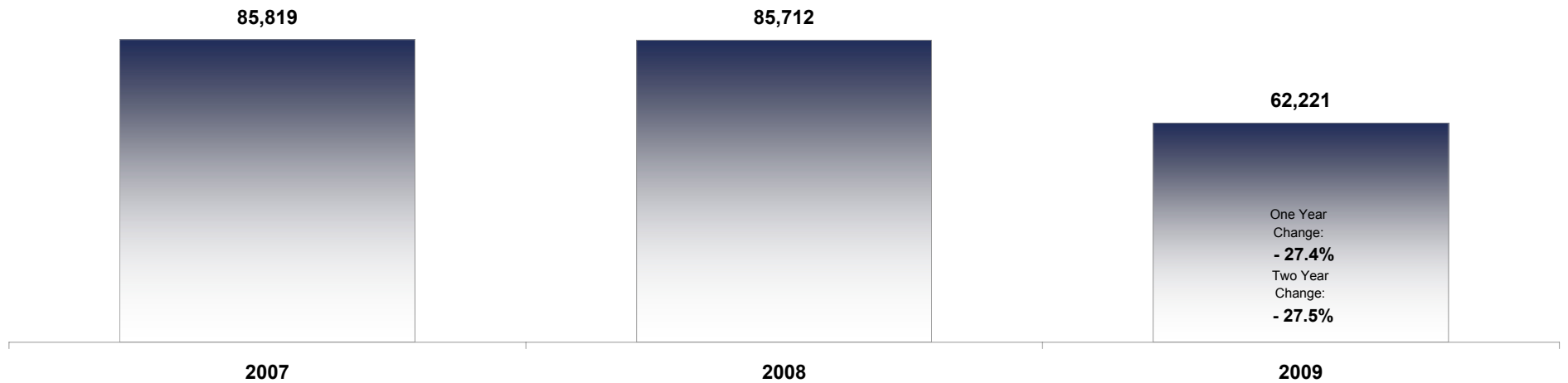


# Inventory of Homes for Sale

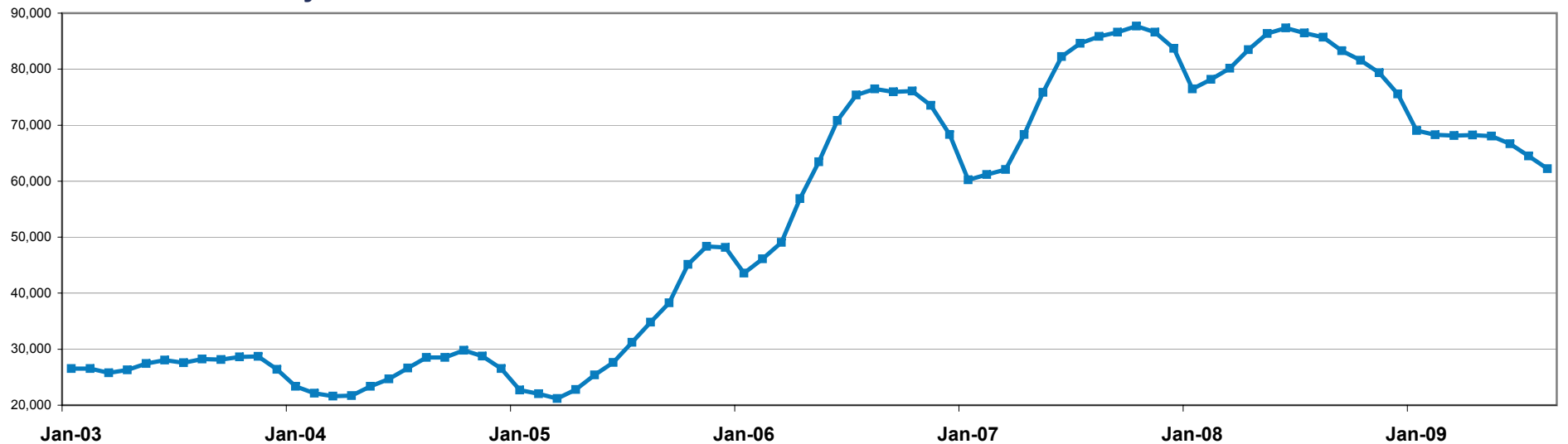
A Monthly Indicator from MRIS, Inc.



## August



## Historical Inventory of Homes for Sale

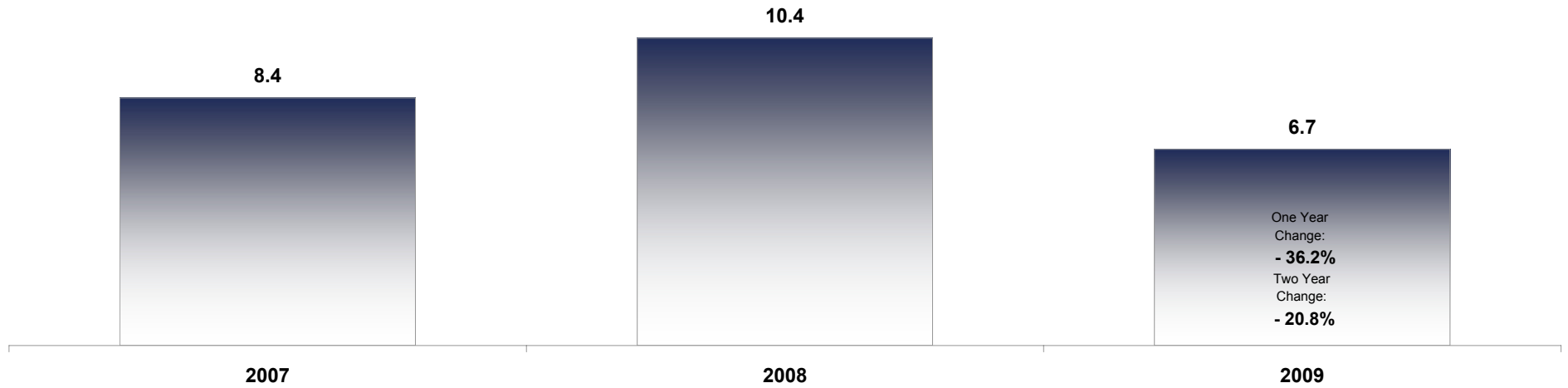


# Months Supply of Inventory

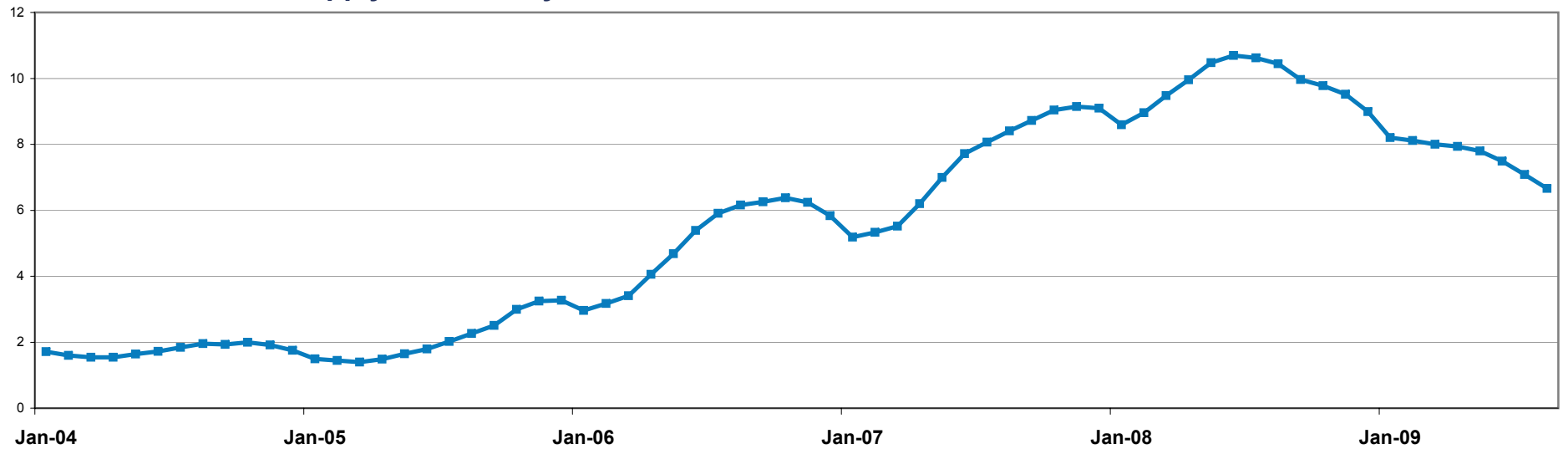
A Monthly Indicator from MRIS, Inc.



## August



## Historical Months Supply of Inventory



# Market Overview

A Monthly Indicator from MRIS, Inc.



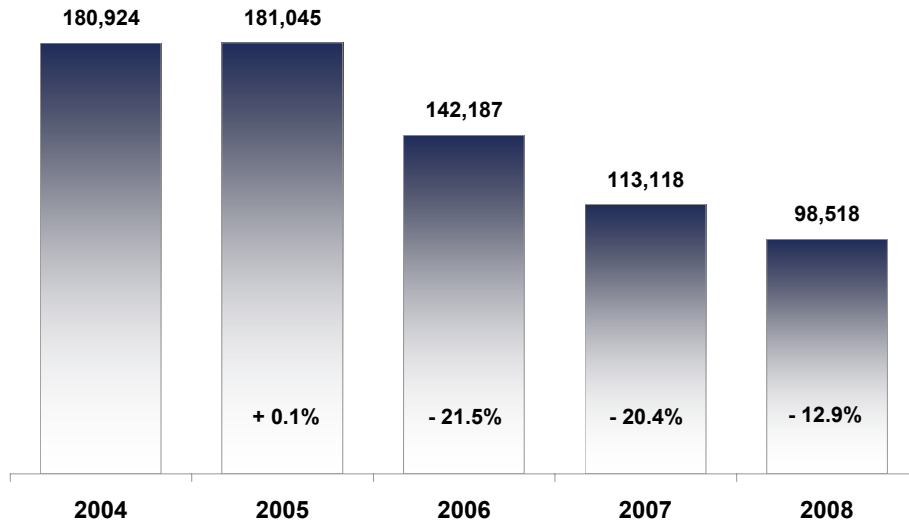
August 2009		2009	2008	Percent Change	5-Year Average	2009 Year-to-Date	2008 Year-to-Date	Percent Change	5-Year Year-to-Date Average
<b>New Listings</b>	Jun	17,513	20,105	- 12.9%	23,681	102,603	128,213	- 20.0%	132,558
	Jul	17,619	20,120	- 12.4%	22,274	120,222	148,333	- 19.0%	154,832
	<b>Aug</b>	<b>16,105</b>	<b>17,699</b>	<b>- 9.0%</b>	<b>21,138</b>	<b>136,327</b>	<b>166,032</b>	<b>- 17.9%</b>	<b>175,970</b>
<b>Pending Sales</b>	Jun	11,700	9,521	+ 22.9%	12,476	59,327	53,315	+ 11.3%	70,928
	Jul	11,949	9,547	+ 25.2%	11,900	71,276	62,862	+ 13.4%	82,828
	<b>Aug</b>	<b>11,858</b>	<b>9,073</b>	<b>+ 30.7%</b>	<b>11,342</b>	<b>83,134</b>	<b>71,935</b>	<b>+ 15.6%</b>	<b>94,170</b>
<b>Closed Sales</b>	Jun	10,993	10,291	+ 6.8%	13,942	47,543	46,984	+ 1.2%	63,986
	Jul	10,908	9,804	+ 11.3%	12,387	58,451	56,788	+ 2.9%	76,373
	<b>Aug</b>	<b>9,452</b>	<b>9,694</b>	<b>- 2.5%</b>	<b>12,364</b>	<b>67,903</b>	<b>66,482</b>	<b>+ 2.1%</b>	<b>88,737</b>
<b>Days on Market Until Sale</b>	Jun	101	106	- 4.6%	73	113	117	- 3.3%	82
	Jul	96	107	- 10.8%	73	110	115	- 4.7%	80
	<b>Aug</b>	<b>94</b>	<b>109</b>	<b>- 14.0%</b>	<b>76</b>	<b>107</b>	<b>114</b>	<b>- 5.9%</b>	<b>80</b>
<b>Median Sales Price</b>	Jun	\$280,000	\$315,000	- 11.1%	\$332,600	\$260,000	\$305,000	- 14.8%	\$317,960
	Jul	\$280,000	\$305,000	- 8.2%	\$329,000	\$264,500	\$305,000	- 13.3%	\$319,898
	<b>Aug</b>	<b>\$275,000</b>	<b>\$294,500</b>	<b>- 6.6%</b>	<b>\$324,700</b>	<b>\$265,000</b>	<b>\$304,000</b>	<b>- 12.8%</b>	<b>\$320,680</b>
<b>Average Sales Price</b>	Jun	\$346,026	\$387,266	- 10.6%	\$398,855	\$320,326	\$372,964	- 14.1%	\$377,279
	Jul	\$345,002	\$376,187	- 8.3%	\$395,019	\$324,931	\$373,520	- 13.0%	\$380,241
	<b>Aug</b>	<b>\$340,542</b>	<b>\$364,012</b>	<b>- 6.4%</b>	<b>\$388,059</b>	<b>\$327,104</b>	<b>\$372,134</b>	<b>- 12.1%</b>	<b>\$381,348</b>
<b>Inventory of Homes for Sale</b>	Jun	66,682	87,326	- 23.6%					
	Jul	64,506	86,449	- 25.4%	--	--	--	--	--
	<b>Aug</b>	<b>62,221</b>	<b>85,712</b>	<b>- 27.4%</b>					
<b>Percent of Original List Price</b>	Jun	92.8%	92.7%	+ 0.1%	95.9%	95.9%	92.1%	+ 4.1%	91.3%
	Jul	93.4%	92.5%	+ 0.9%	95.5%	95.5%	92.2%	+ 3.6%	91.7%
	<b>Aug</b>	<b>93.8%</b>	<b>92.4%</b>	<b>+ 1.5%</b>	<b>95.3%</b>	<b>95.3%</b>	<b>92.2%</b>	<b>+ 3.3%</b>	<b>92.0%</b>
<b>Housing Affordability Index</b>	Jun	131	113	+ 15.9%	107	143	119	+ 20.7%	
	Jul	131	115	+ 13.5%	108	141	118	+ 19.3%	--
	<b>Aug</b>	<b>134</b>	<b>121</b>	<b>+ 11.0%</b>	<b>110</b>	<b>140</b>	<b>118</b>	<b>+ 18.1%</b>	
<b>Months Supply of Inventory</b>	Jun	7.5	10.7	- 30.0%					
	Jul	7.1	10.6	- 33.3%	--	--	--	--	--
	<b>Aug</b>	<b>6.7</b>	<b>10.4</b>	<b>- 36.2%</b>					

# Annual Review

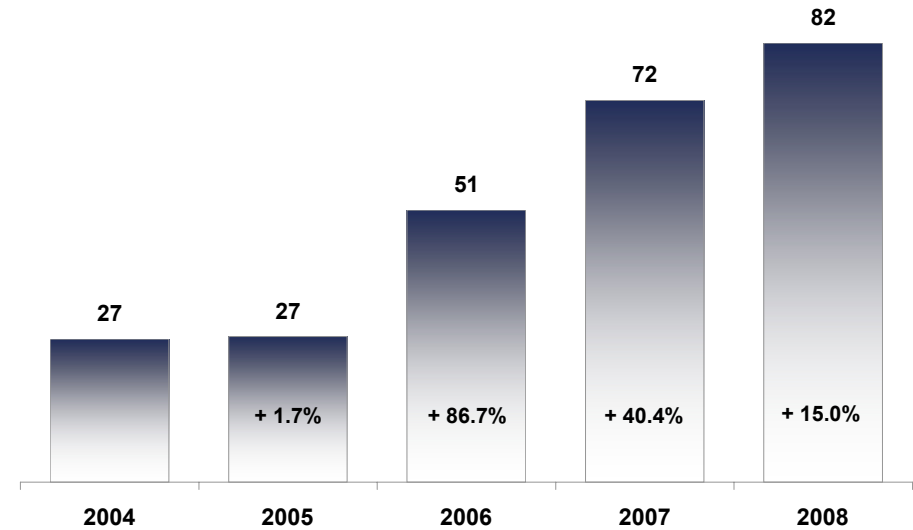
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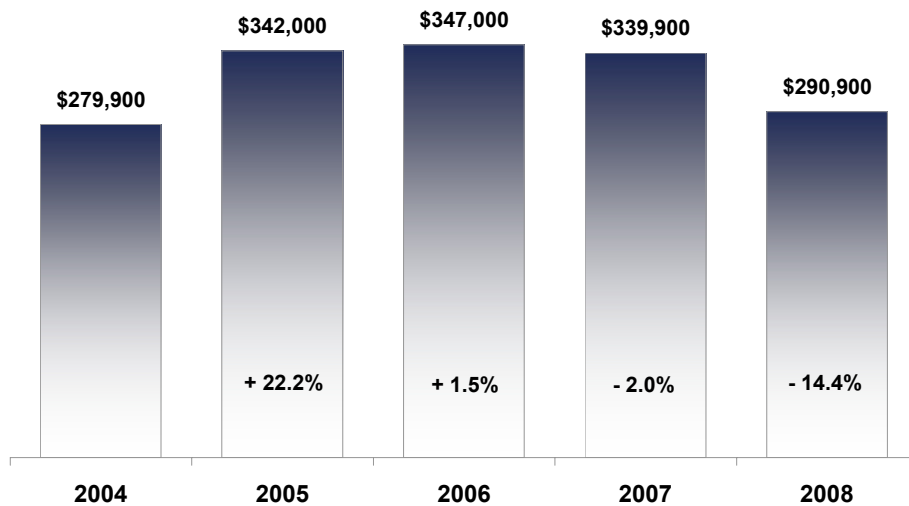
## Closed Sales



## Days on Market Until Sale



## Median Sales Price



## Percent of Original List Price Received at Sale

