

Monthly Indicators

June 2010

Publish Date: July 9, 2010

After a big dip in activity last month, buyers slowly came back to the market in June as Pending Sales were nearly even with a year ago. Inventory was down 8.2 percent compared to last year giving buyers fewer choices, and the reduced supply put upward pressure on prices. The Median Sales Price for June of \$282,995 was a 1.1 percent increase over June 2009.

Reduced competition helped sellers as negotiations moved back toward their favor by 1.9 percent to arrive at 94.7 Percent of Original List Price. In addition, market times decreased 26.9 percent to 73 days, while Months Supply of Inventory fell 19.0 percent to 6.4 months.

Expect closings to receive a slight boost as Congress extended the closing date to September 30 for tax credit buyers, and expect the market to stay flat or post minor improvements over the near term.

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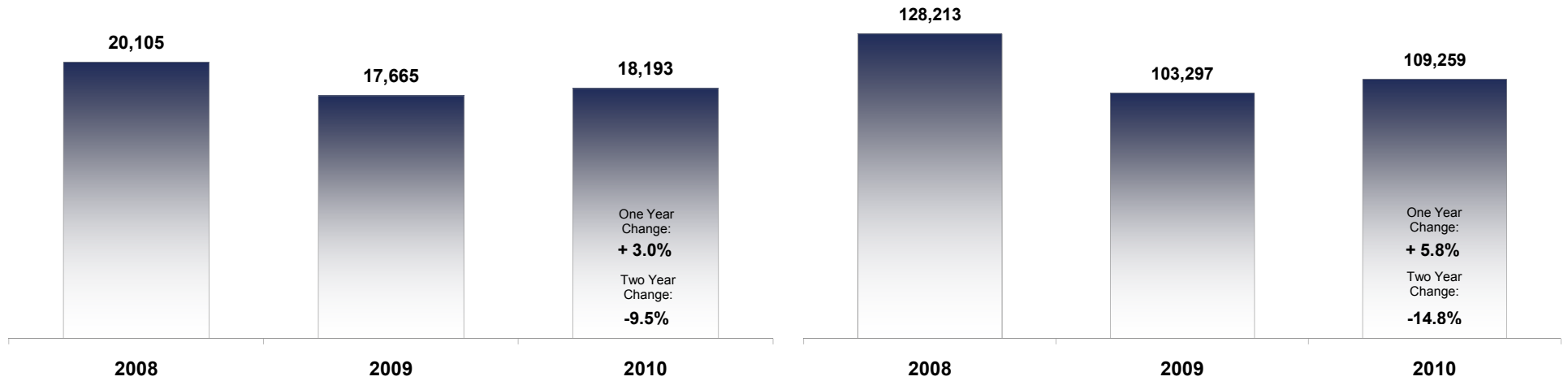
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New Listings

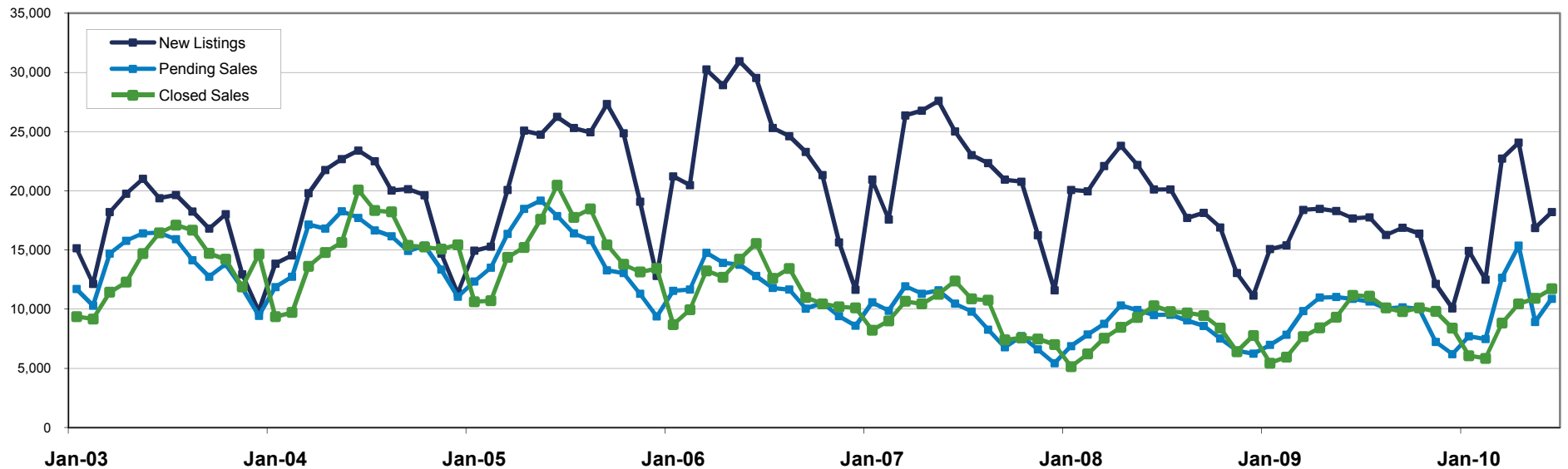
A Monthly Indicator from MRIS, Inc.

June

Year to Date



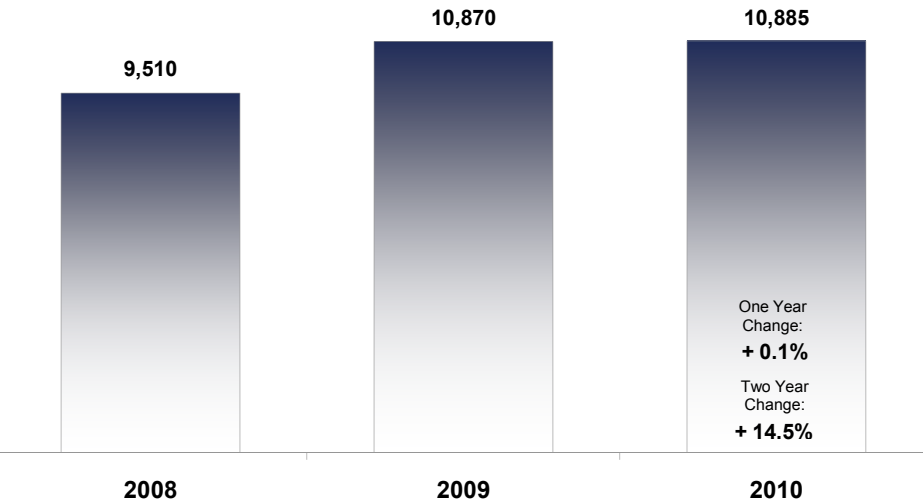
Historical Market Activity



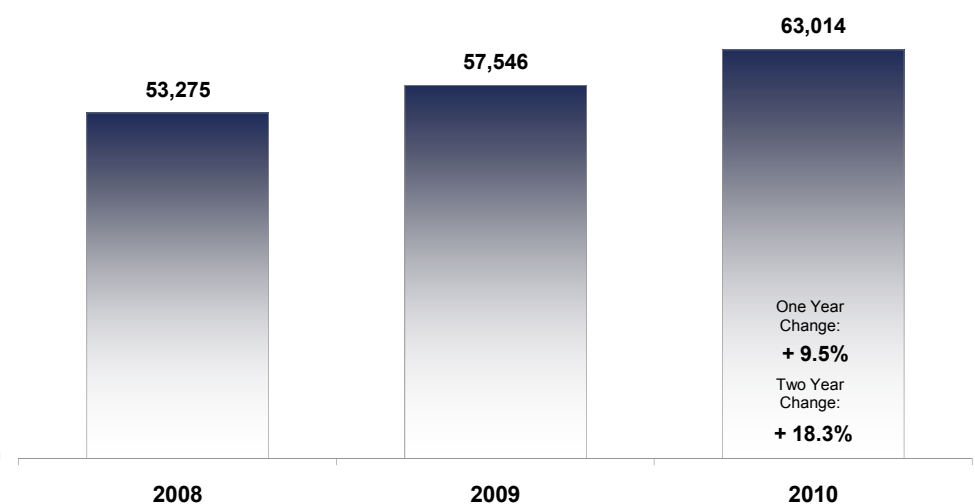
Pending Sales

A Monthly Indicator from MRIS, Inc.

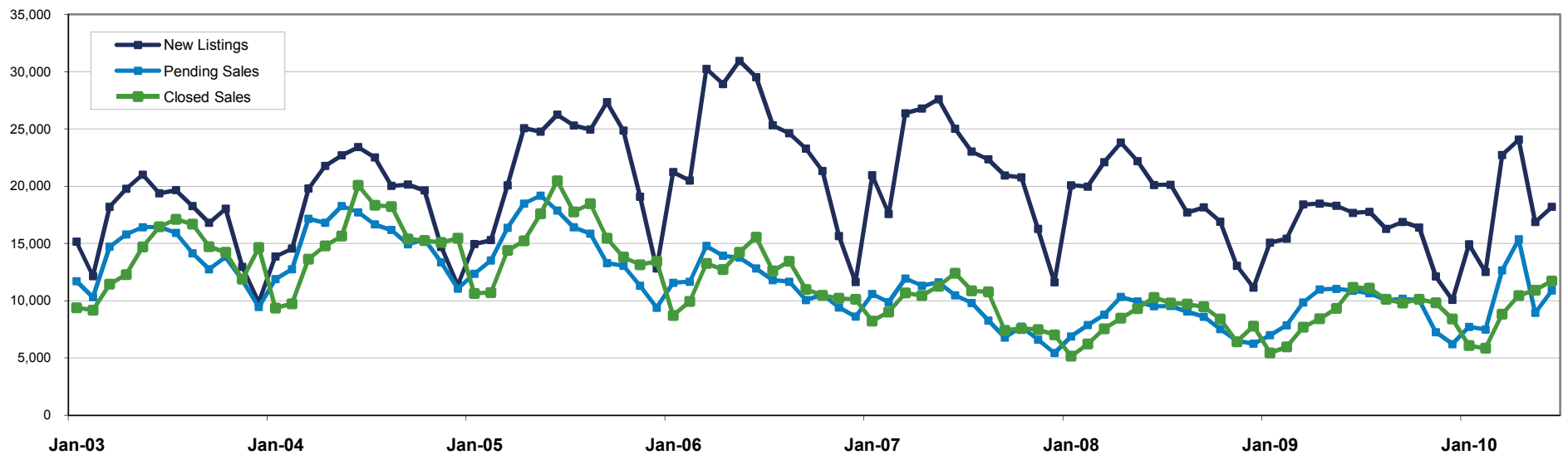
June



Year to Date



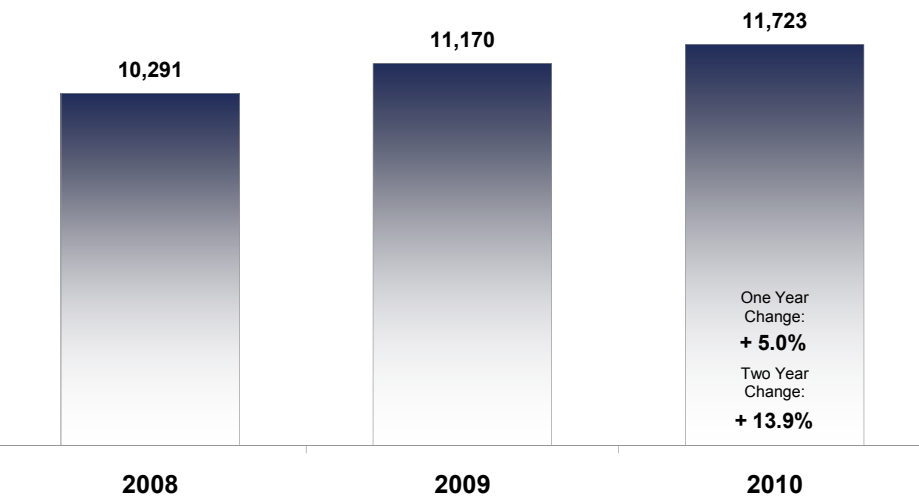
Historical Market Activity



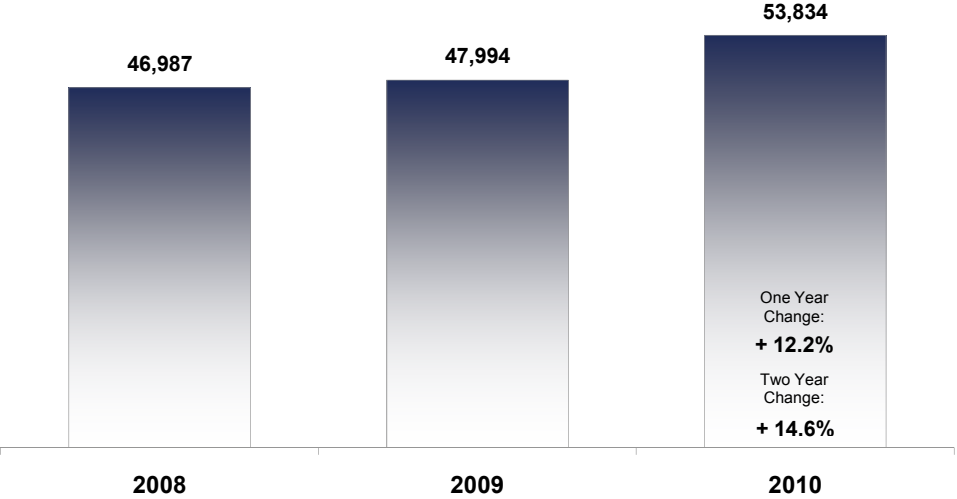
Closed Sales

A Monthly Indicator from MRIS, Inc.

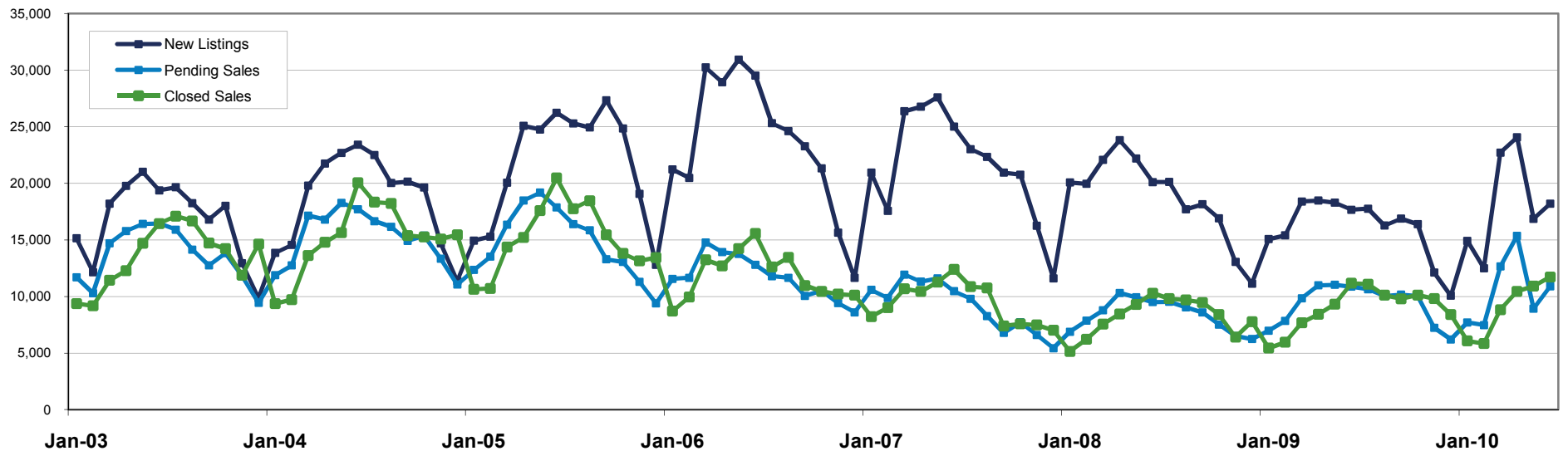
June



Year to Date



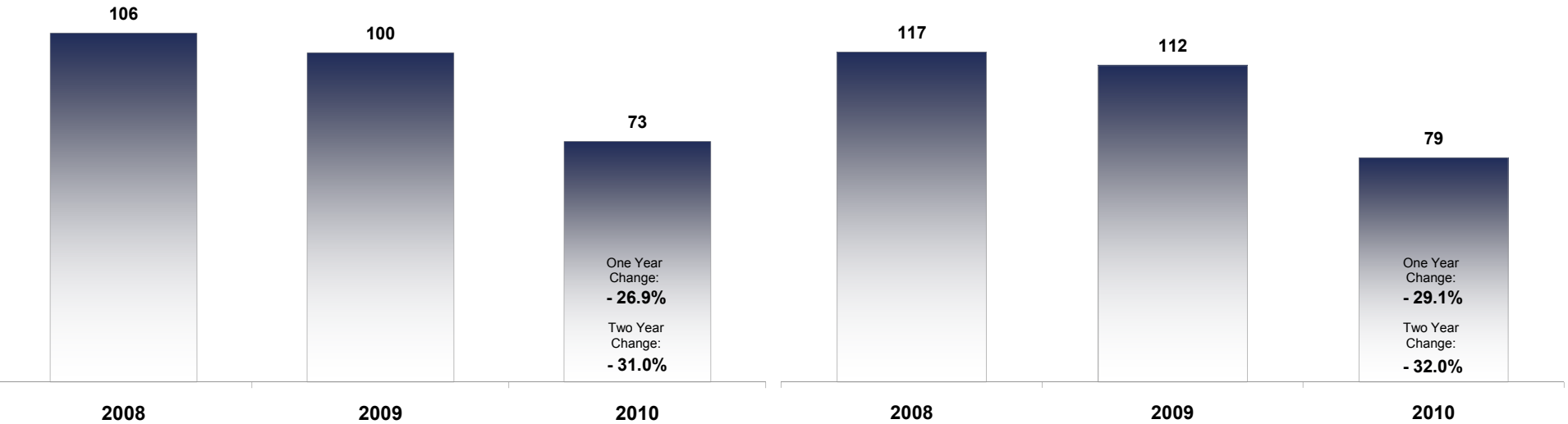
Historical Market Activity



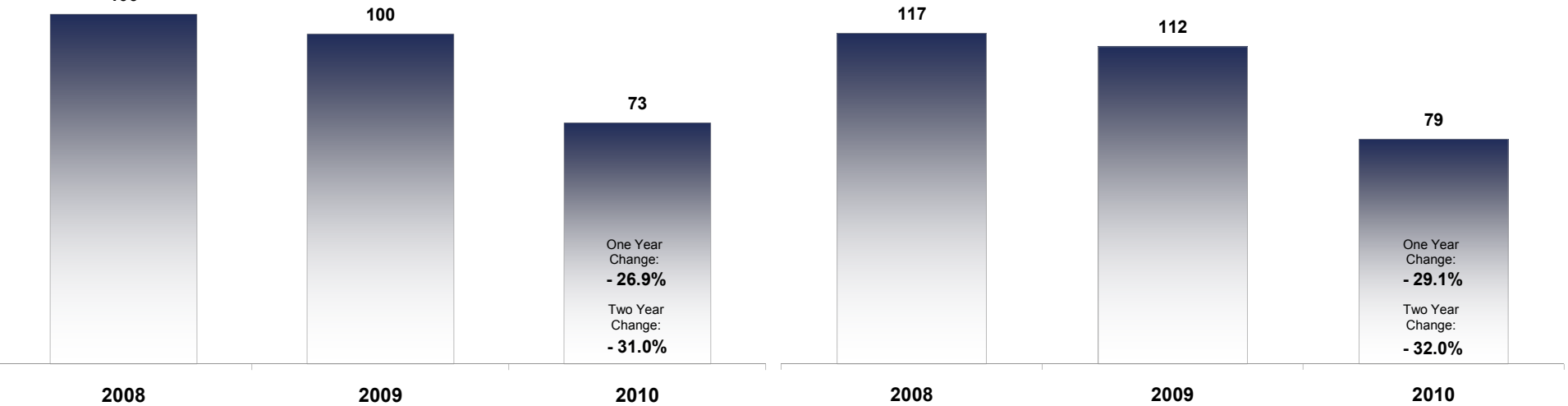
Days on Market Until Sale

A Monthly Indicator from MRIS, Inc.

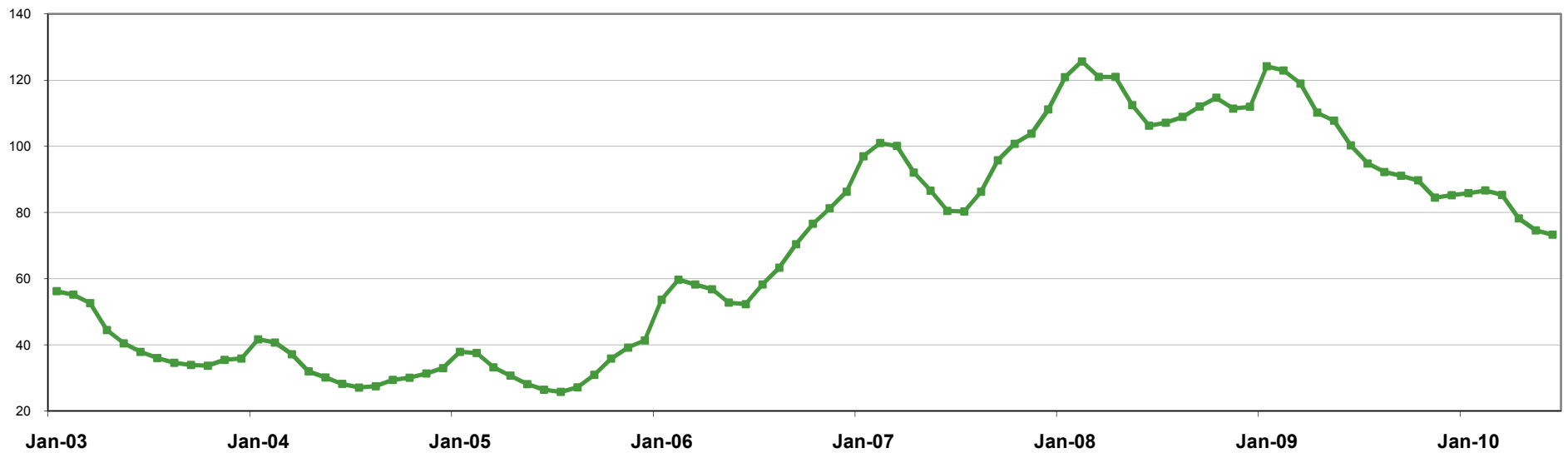
June



Year to Date



Historical Days on Market Until Sale



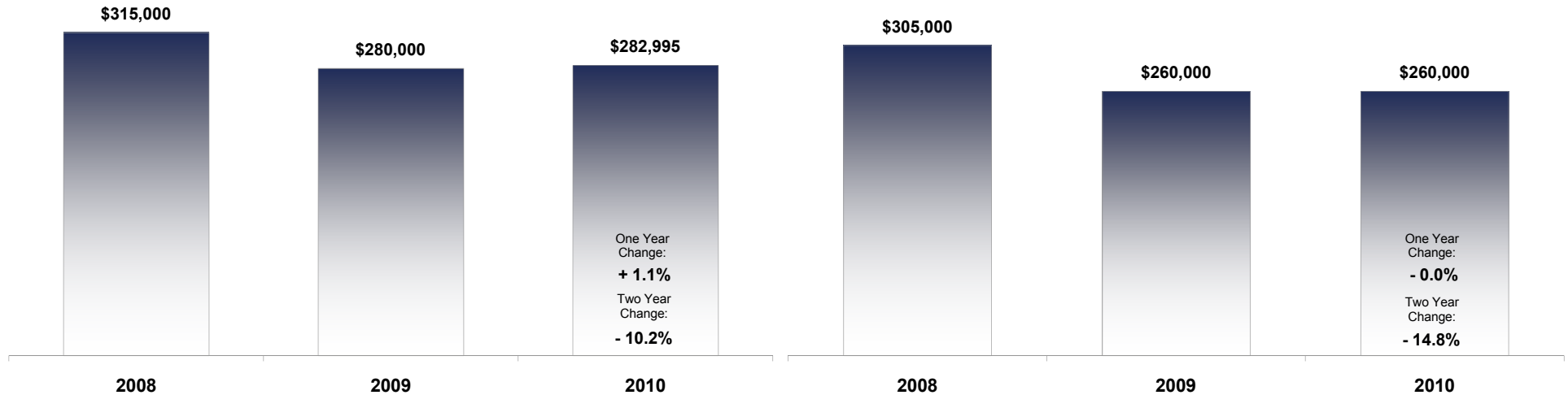
Median Sales Price

A Monthly Indicator from MRIS, Inc.

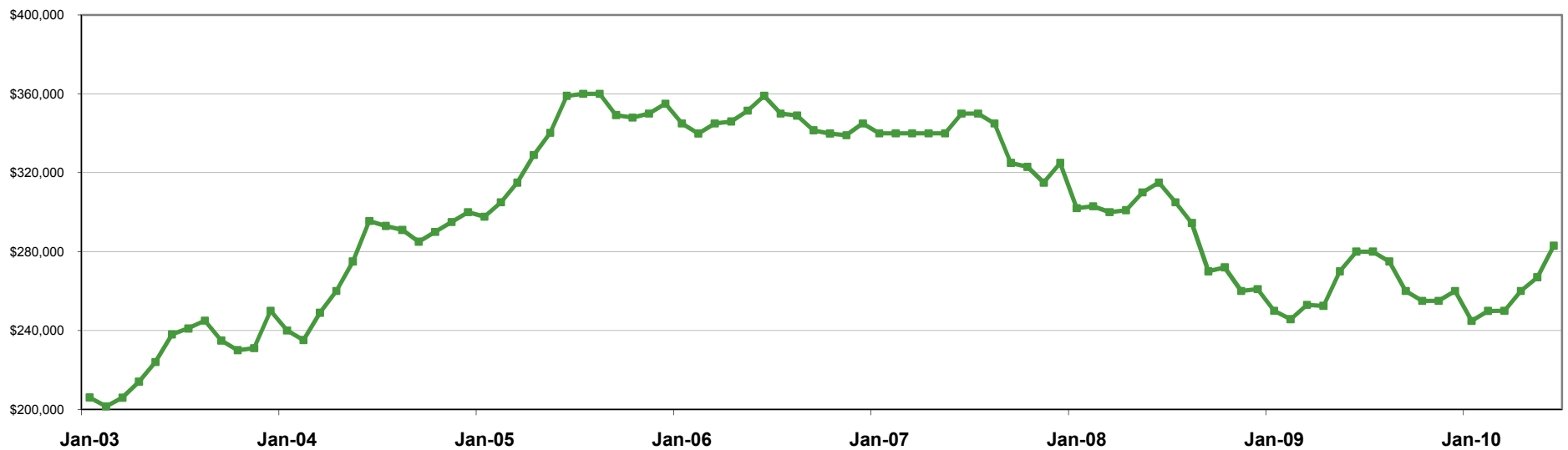
June

Year to Date

Figures do not take into account seller concessions.



Historical Median Prices



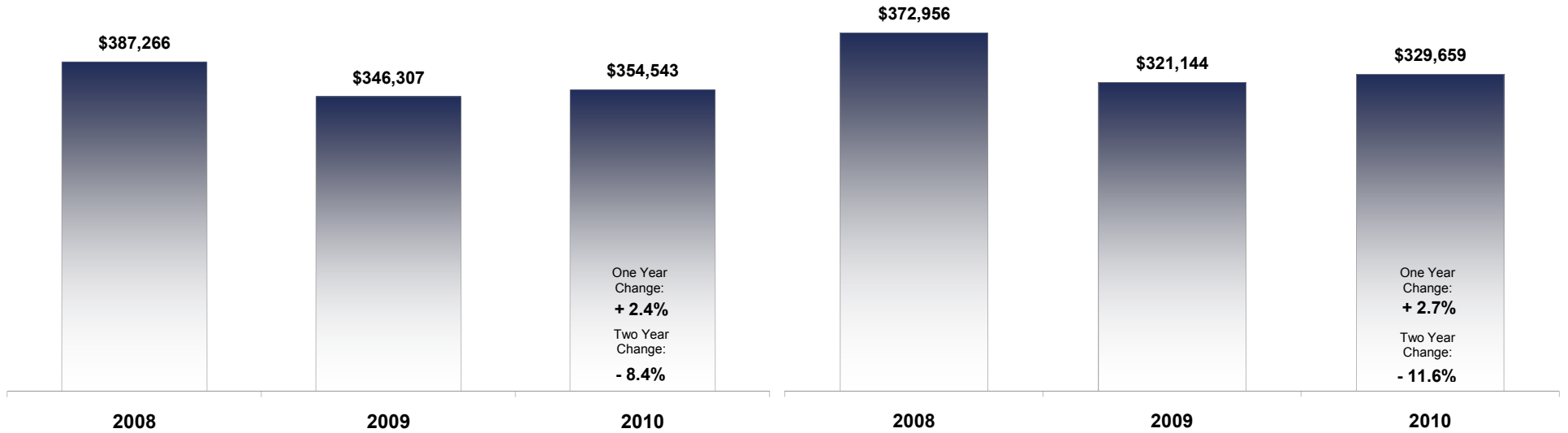
Average Sales Price

A Monthly Indicator from MRIS, Inc.

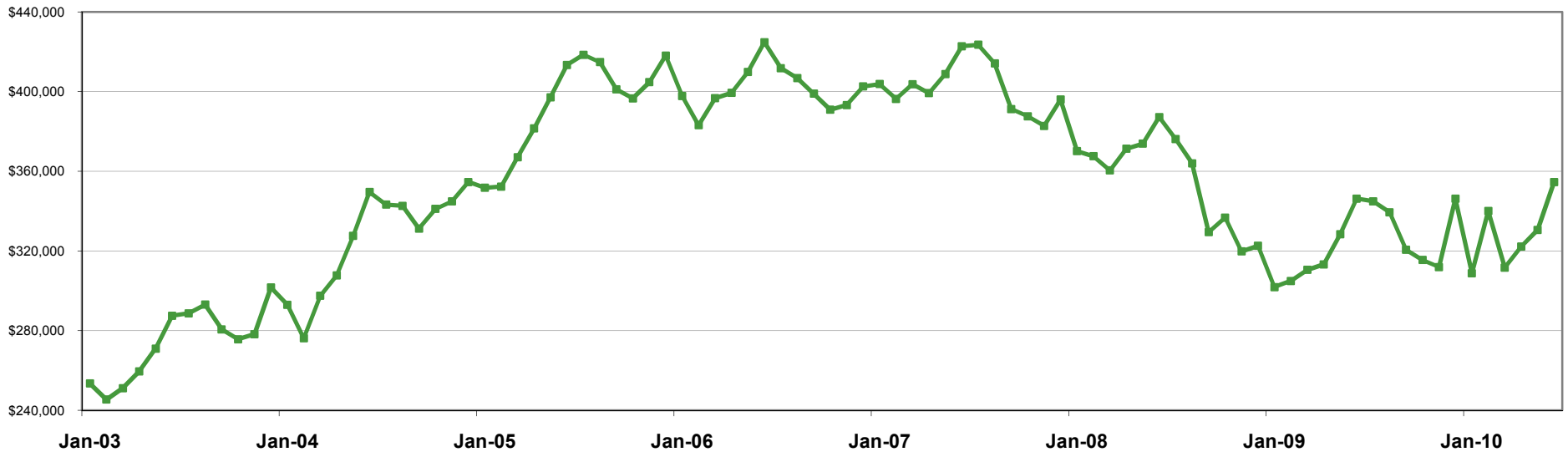
June

Year to Date

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Historical Average Prices



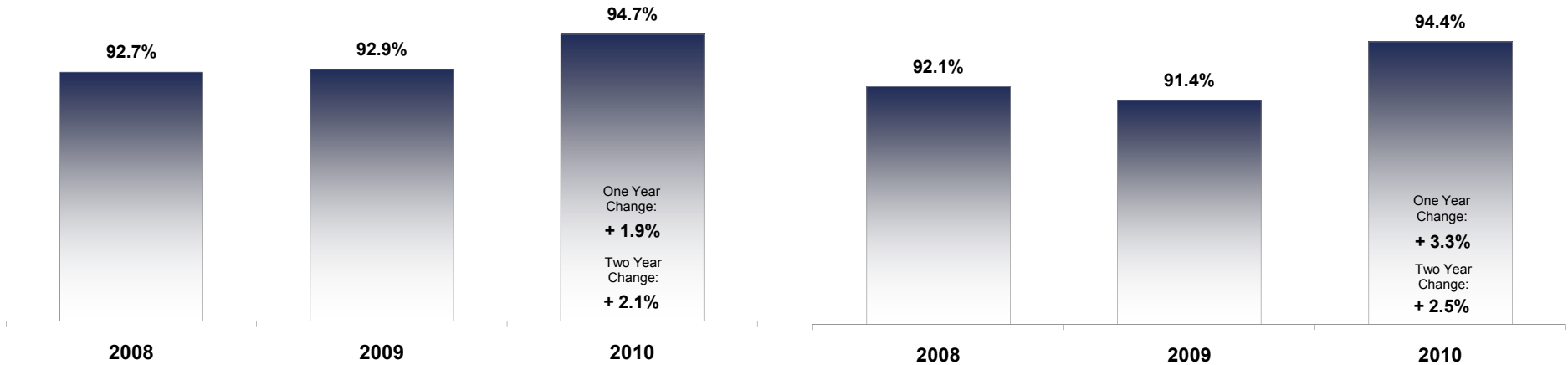
Percent of Original List Price Received at Sale

A Monthly Indicator from MRIS, Inc.

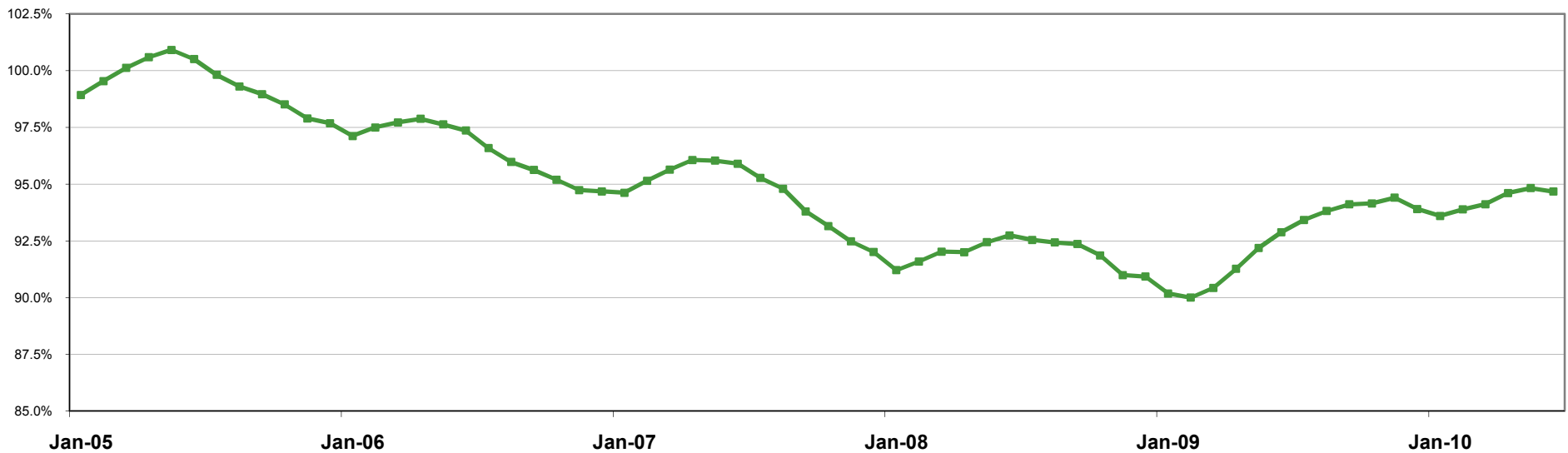
June

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



Historical Percent of Original List Price Received at Sale



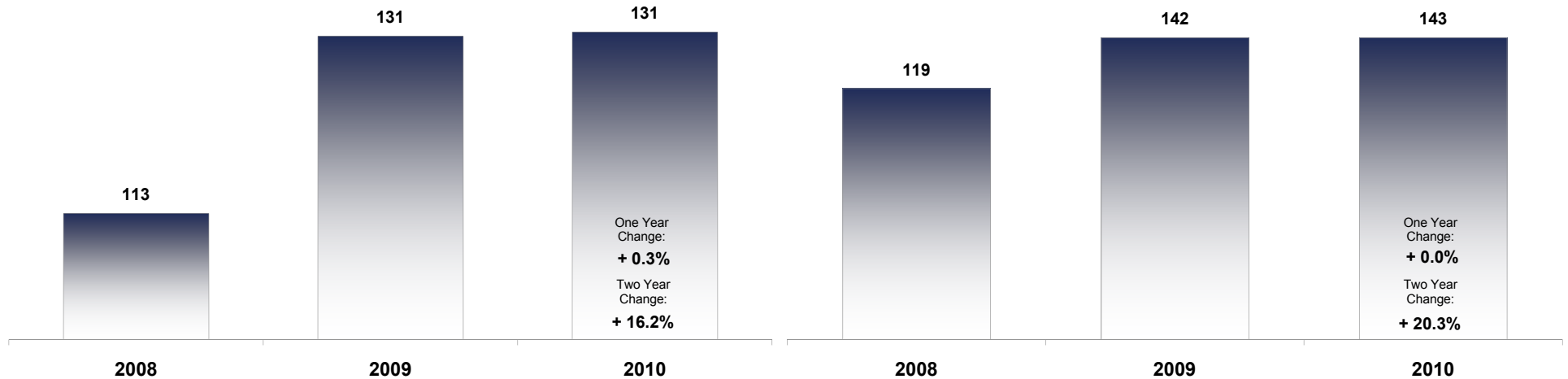
Housing Affordability Index

A Monthly Indicator from MRIS, Inc.

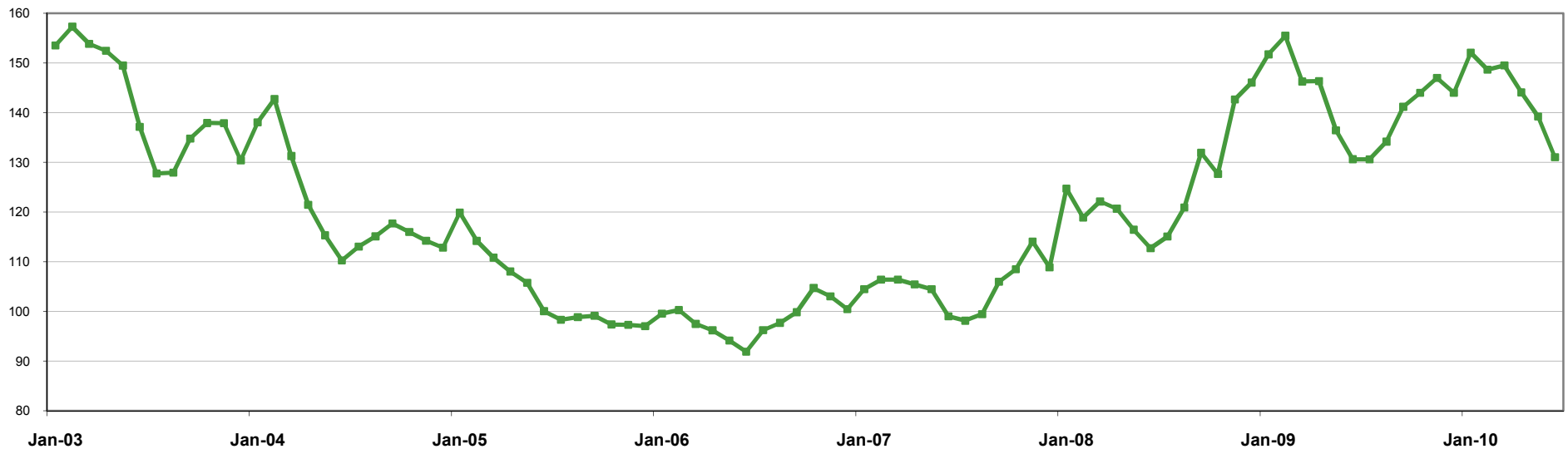
June

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.



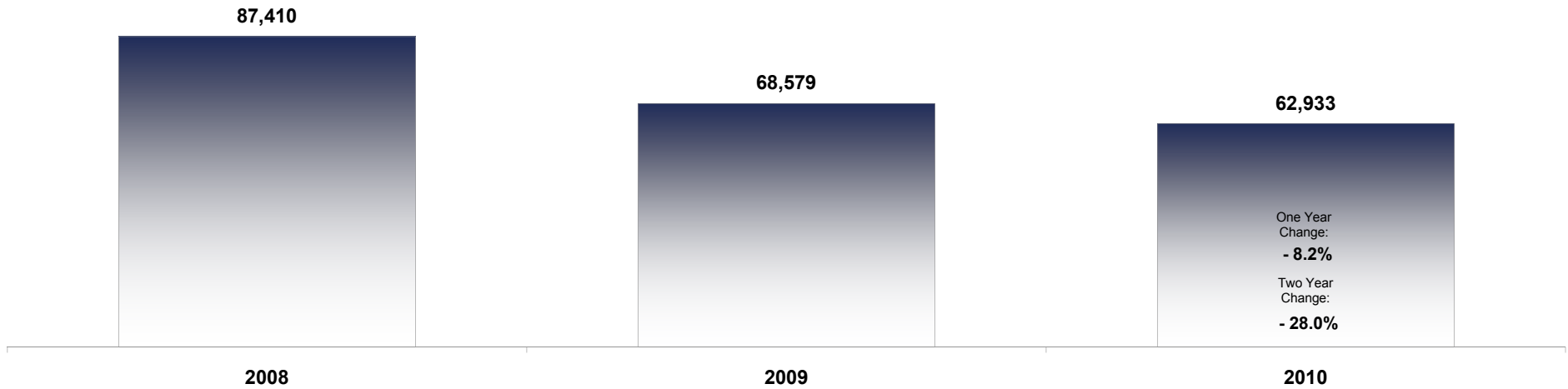
Historical Housing Affordability Index



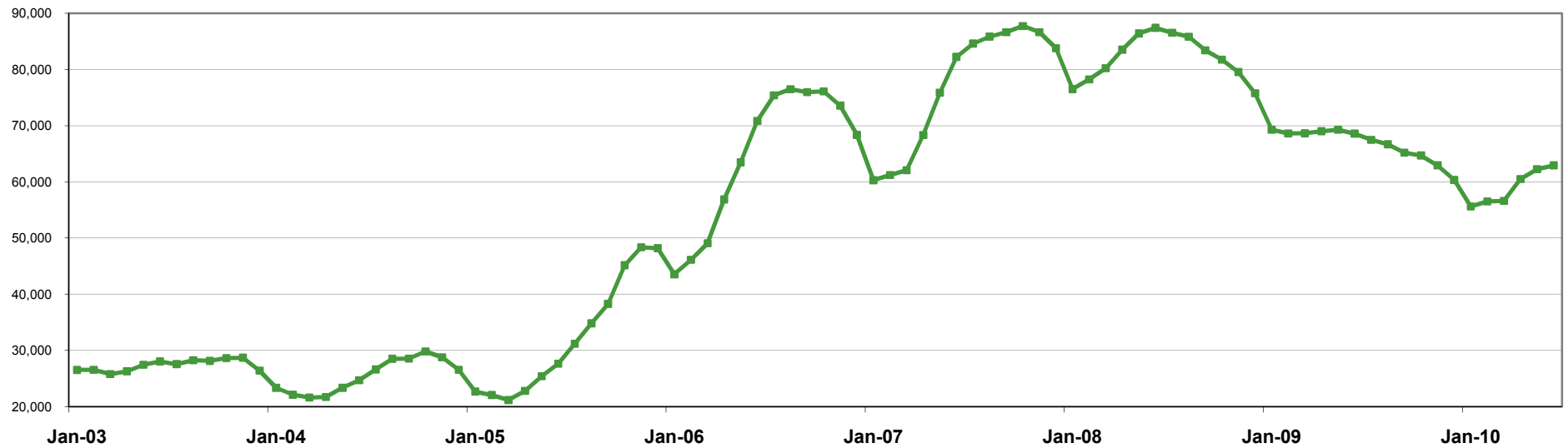
Inventory of Homes for Sale

A Monthly Indicator from MRIS, Inc.

June



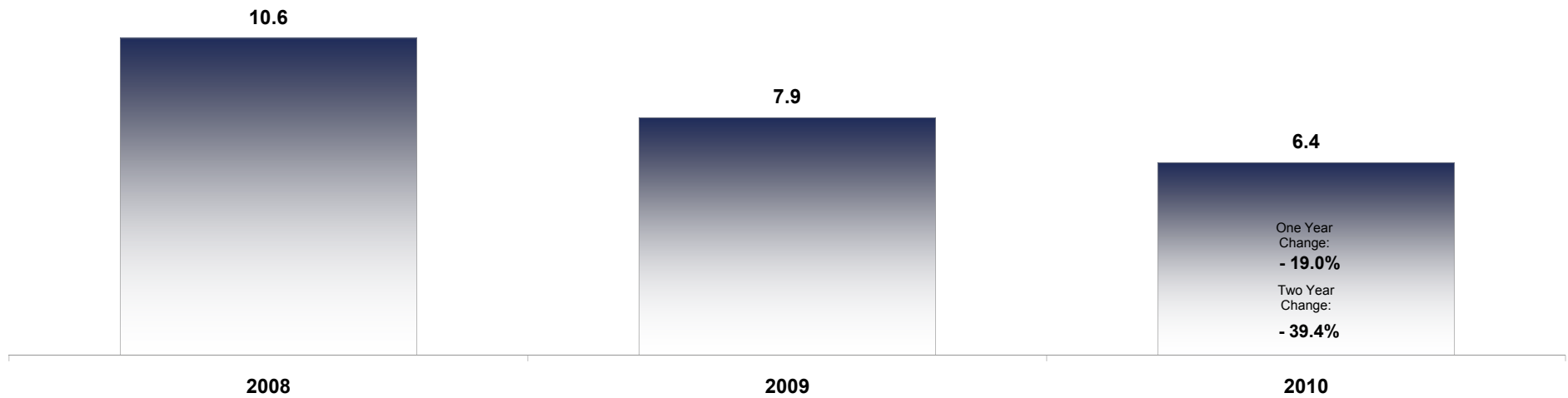
Historical Inventory of Homes for Sale



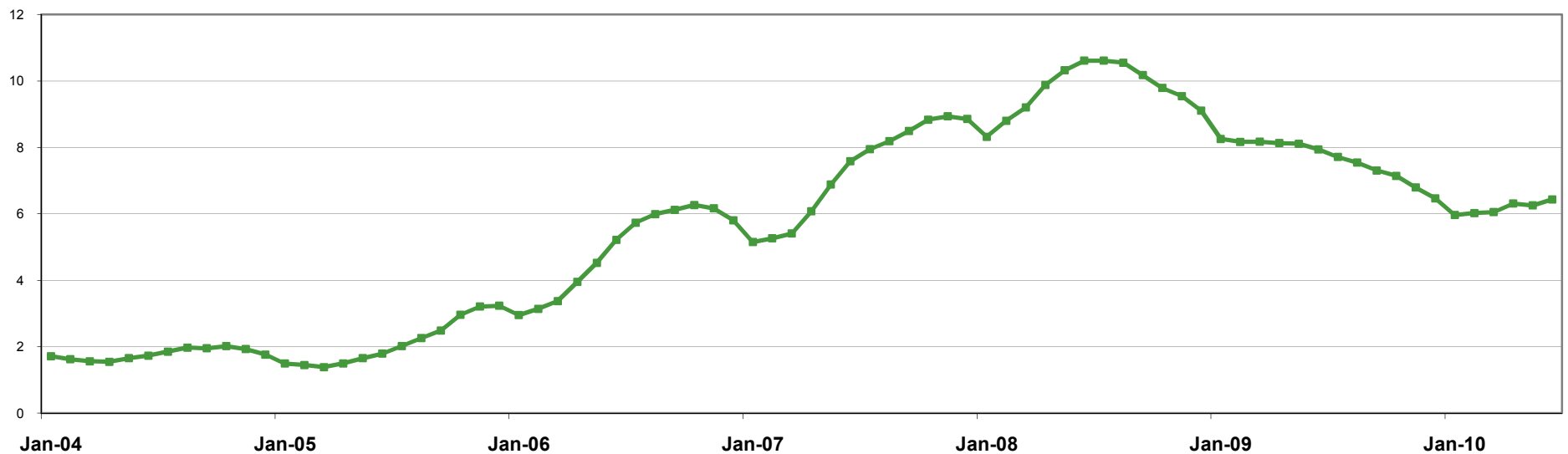
Months Supply of Inventory

A Monthly Indicator from MRIS, Inc.

June



Historical Months Supply of Inventory



Market Overview

A Monthly Indicator from MRIS, Inc.

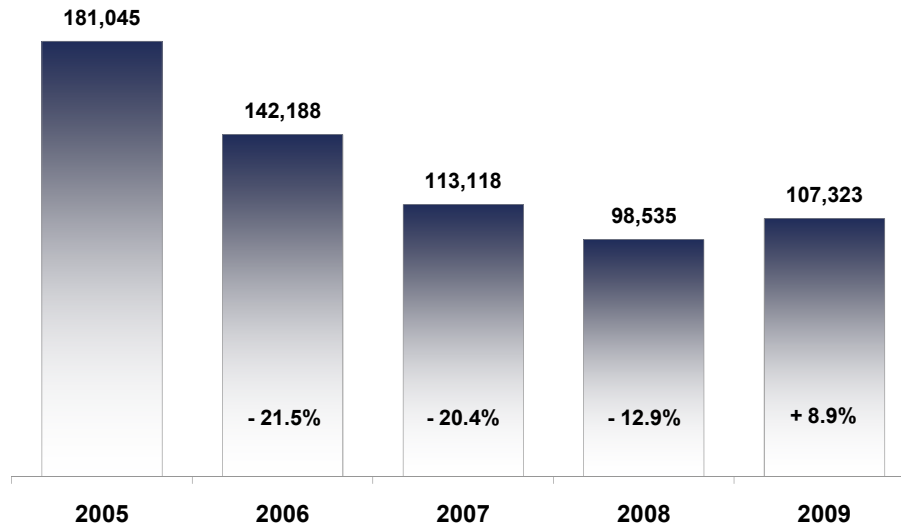


June 2010		This Year	Last Year	Percent Change	5-Year Average	This Year Year-to-Date	Last Year Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Apr	24,061	18,479	+ 30.2%	24,407	74,202	67,341	+ 10.2%	84,000
	May	16,864	18,291	- 7.8%	23,176	91,066	85,632	+ 6.3%	107,176
	Jun	18,193	17,665	+ 3.0%	22,101	109,259	103,297	+ 5.8%	129,277
Pending Sales	Apr	15,361	10,980	+ 39.9%	12,379	43,200	35,650		41,659
	May	8,929	11,026	- 19.0%	11,047	52,129	46,676	+ 11.7%	52,705
	Jun	10,885	10,870	+ 0.1%	10,907	63,014	57,546	+ 9.5%	63,612
Closed Sales	Apr	10,455	8,422	+ 24.1%	10,099	31,201	27,498	+ 13.5%	33,809
	May	10,910	9,326	+ 17.0%	11,006	42,111	36,824	+ 14.4%	44,815
	Jun	11,723	11,170	+ 5.0%	12,227	53,834	47,994	+ 12.2%	57,042
Days on Market Until Sale	Apr	78	110	- 29.0%	92	83	118	- 29.5%	96
	May	75	108	- 30.8%	87	81	116	- 29.9%	93
	Jun	73	100	- 26.9%	83	79	112	- 29.1%	91
Median Sales Price	Apr	\$260,000	\$252,500	+ 3.0%	\$299,900	\$250,000	\$250,000	- 0.0%	\$297,000
	May	\$267,000	\$270,000	- 1.1%	\$307,700	\$255,000	\$255,000	- 0.0%	\$300,000
	Jun	\$282,995	\$280,000	+ 1.1%	\$317,399	\$260,000	\$260,000	- 0.0%	\$303,960
Average Sales Price	Apr	\$322,203	\$313,288	+ 2.8%	\$361,105	\$319,983	\$308,468	+ 3.7%	\$358,240
	May	\$330,592	\$328,378	+ 0.7%	\$370,324	\$322,732	\$313,511	+ 2.9%	\$361,236
	Jun	\$354,543	\$346,307	+ 2.4%	\$387,140	\$329,659	\$321,144	+ 2.7%	\$366,862
Inventory of Homes for Sale	Apr	60,504	69,008	- 12.3%					
	May	62,260	69,283	- 10.1%	--	--	--	--	--
	Jun	62,933	68,579	- 8.2%					
Percent of Original List Price	Apr	94.6%	91.3%	+ 3.7%	94.4%	94.4%	90.5%	+ 4.2%	94.1%
	May	94.8%	92.2%	+ 2.9%	94.6%	94.6%	91.0%	+ 4.0%	94.3%
	Jun	94.7%	92.9%	+ 1.9%	94.7%	94.7%	91.4%	+ 3.6%	94.4%
Housing Affordability Index	Apr	144	146	- 1.6%	123	148	149	- 0.9%	
	May	139	136	+ 2.0%	118	146	146	- 0.2%	--
	Jun	131	131	+ 0.3%	113	143	142	+ 0.0%	
Months Supply of Inventory	Apr	6.3	8.1	- 22.4%					
	May	6.3	8.1	- 22.9%	--	--	--	--	--
	Jun	6.4	7.9	- 19.0%					

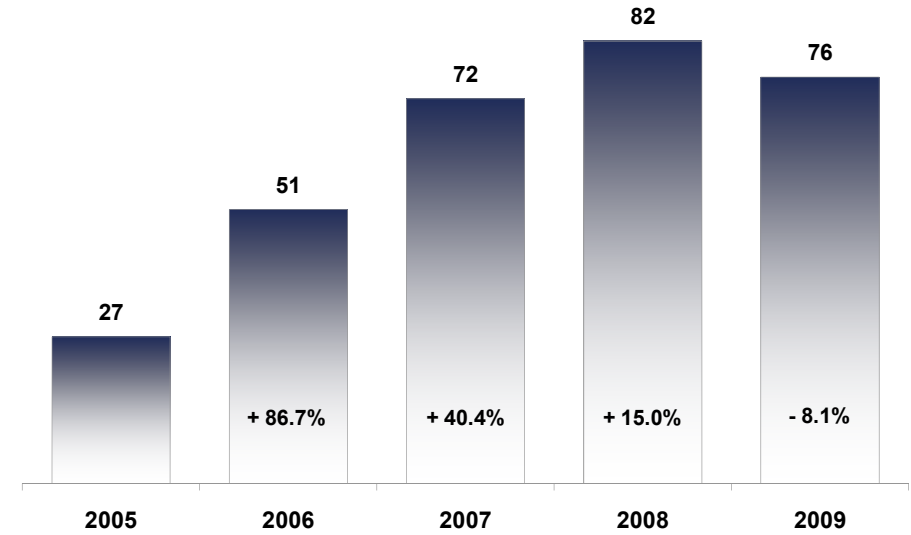
Annual Review

A free research tool from **MRIS, Inc.**

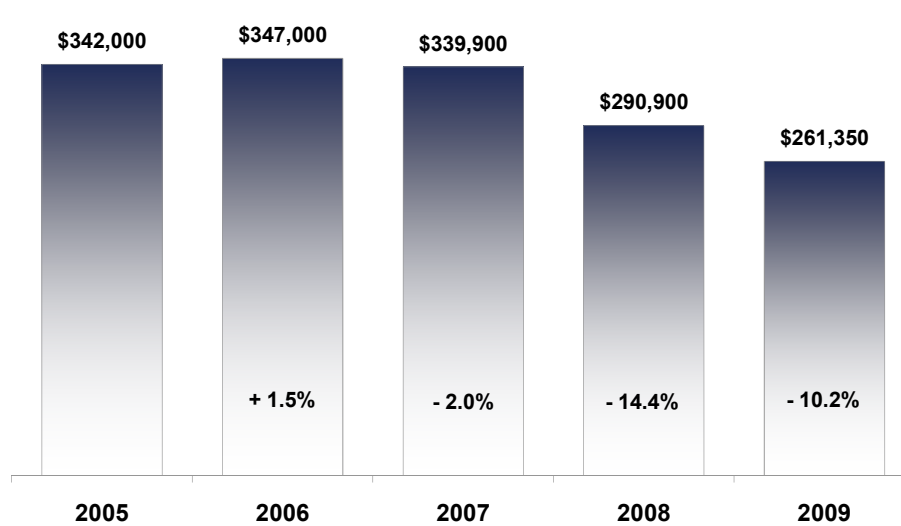
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

