

Weekly Market Activity Report



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What to Watch For

Selling and buying activity in the MRIS region housing market predictably took a dive off a cliff for the week ending December 26, for obvious reasons. With consumers focused on food and family, new listings fell by over 900 units from the prior week and pending sales fell by over 750.

Compared to the same week last year, new listings were down by 16.1 percent and pending sales were up by 12.3 percent. Over the last three months there have been 6.1 percent fewer new listings than there were during the same period in 2008, while pending sales have grown by 34.3 percent.

Inventory has dropped to 51,260, its lowest point since March of 2006.

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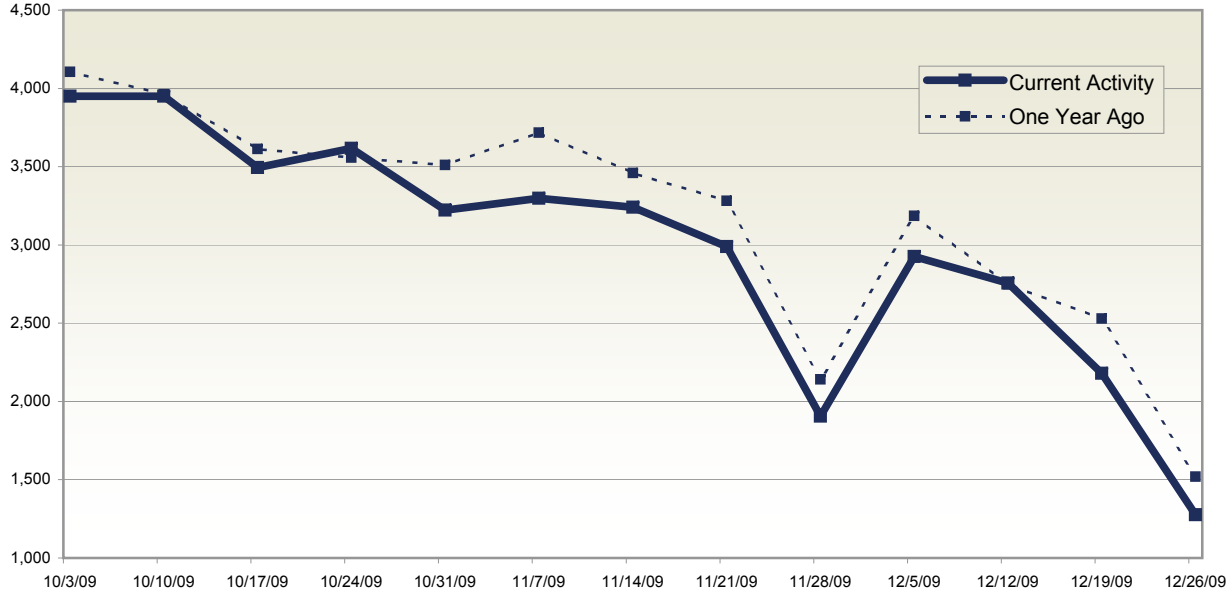
New Listings

As of January 4, 2010

Weekly Market Activity Report 



Last Three Months Weekly New Listings



For the week ending:	Current Activity	One Year Ago	One Year Change
10/3/2009	3,951	4,105	- 3.8%
10/10/2009	3,950	3,963	- 0.3%
10/17/2009	3,495	3,613	- 3.3%
10/24/2009	3,616	3,558	+ 1.6%
10/31/2009	3,223	3,511	- 8.2%
11/7/2009	3,297	3,716	- 11.3%
11/14/2009	3,241	3,459	- 6.3%
11/21/2009	2,990	3,281	- 8.9%
11/28/2009	1,906	2,141	- 11.0%
12/5/2009	2,925	3,186	- 8.2%
12/12/2009	2,756	2,748	+ 0.3%
12/19/2009	2,180	2,530	- 13.8%
12/26/2009	1,275	1,519	- 16.1%
3-Month Total:	38,805	41,330	- 6.1%

Compared to Last Year: **Down (-)**

Compared to 2003: **Down (-)**

Historical New Listings



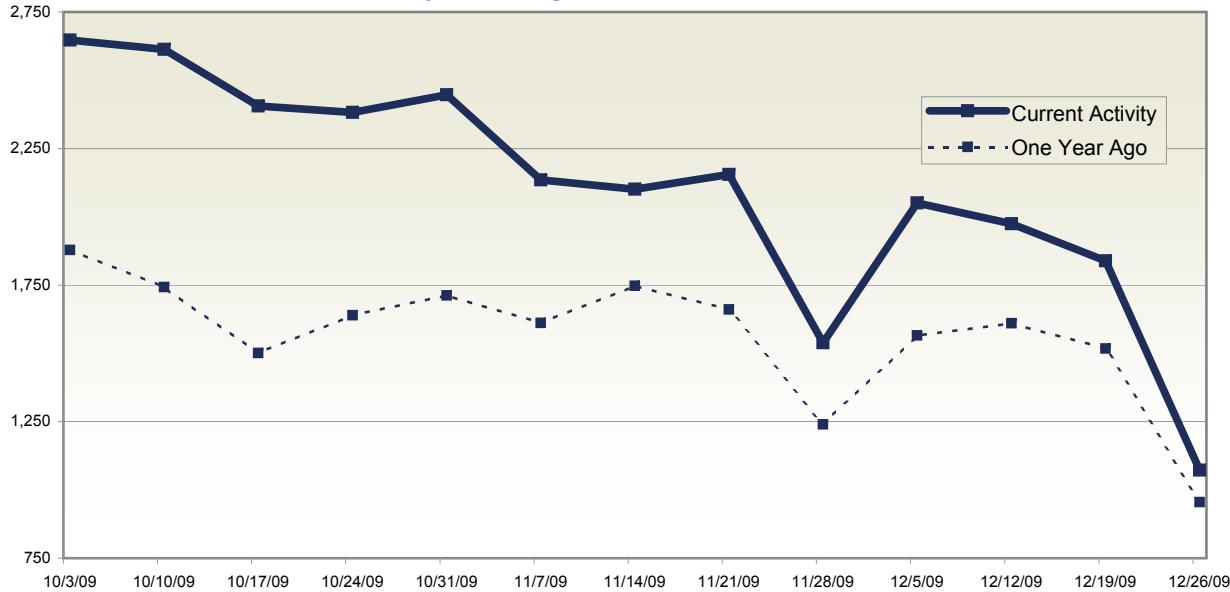
Pending Sales

As of January 4, 2010

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Activity Report



Last Three Months Weekly Pending Sales

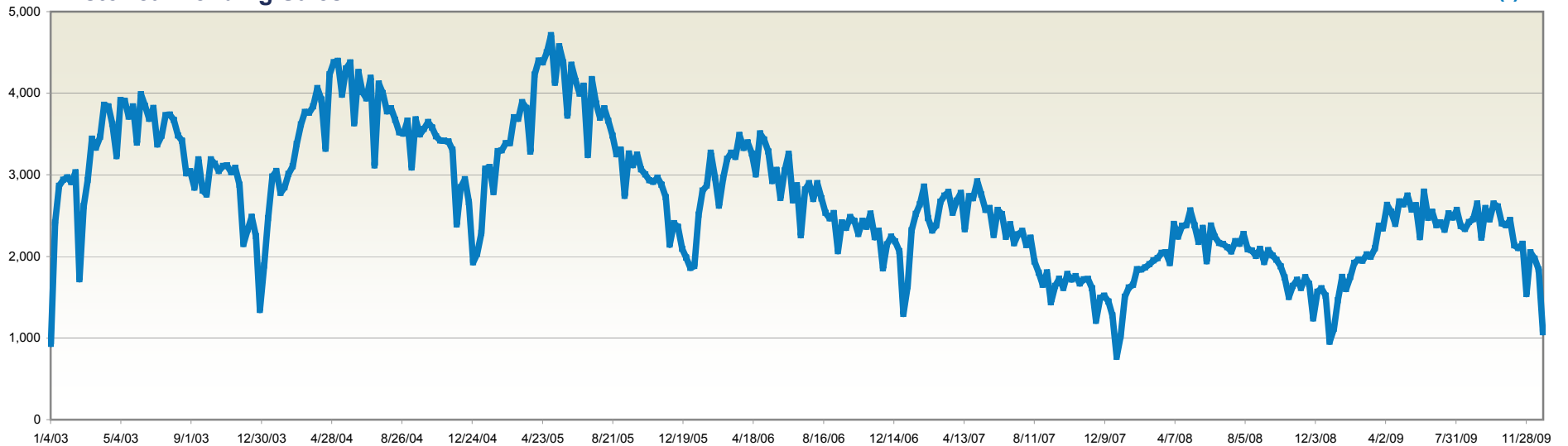


For the week ending:	Current Activity	One Year Ago	One Year Change
10/3/2009	2,647	1,878	+ 40.9%
10/10/2009	2,613	1,742	+ 50.0%
10/17/2009	2,405	1,501	+ 60.2%
10/24/2009	2,382	1,639	+ 45.3%
10/31/2009	2,446	1,712	+ 42.9%
11/7/2009	2,135	1,611	+ 32.5%
11/14/2009	2,101	1,747	+ 20.3%
11/21/2009	2,155	1,660	+ 29.8%
11/28/2009	1,539	1,240	+ 24.1%
12/5/2009	2,051	1,566	+ 31.0%
12/12/2009	1,974	1,610	+ 22.6%
12/19/2009	1,839	1,518	+ 21.1%
12/26/2009	1,072	955	+ 12.3%
3-Month Total:	27,359	20,379	+ 34.3%

Compared to Last Year: **Up (+)**

Compared to 2003: **Down (-)**

Historical Pending Sales



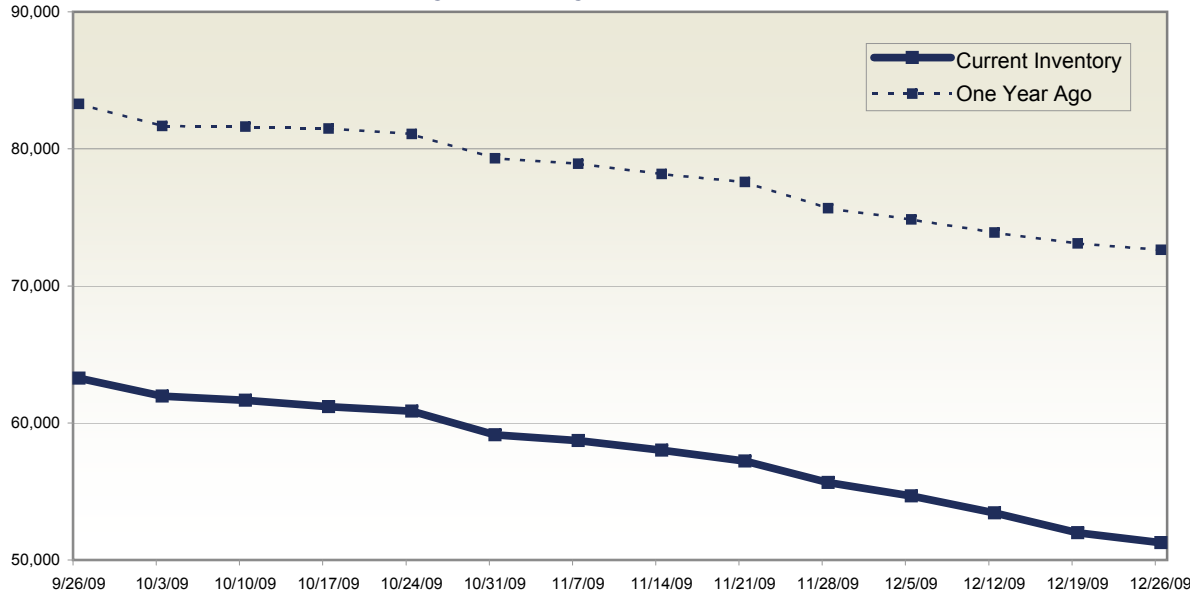
Active Listings for Sale

As of January 4, 2010

Weekly Market Activity Report 



Last Three Months Weekly Inventory for Sale

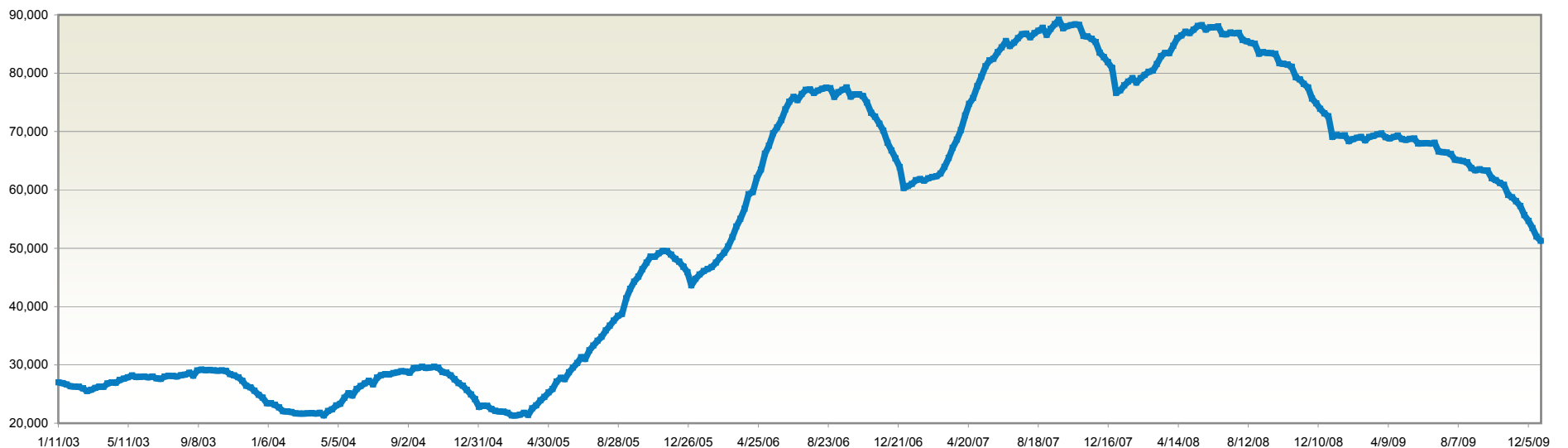


Inventory as of:	Current Inventory	One Year Ago	One Year Change
9/26/2009	63,269	83,277	- 24.0%
10/3/2009	61,962	81,675	- 24.1%
10/10/2009	61,645	81,614	- 24.5%
10/17/2009	61,174	81,468	- 24.9%
10/24/2009	60,849	81,088	- 25.0%
10/31/2009	59,125	79,296	- 25.4%
11/7/2009	58,707	78,897	- 25.6%
11/14/2009	58,019	78,166	- 25.8%
11/21/2009	57,206	77,575	- 26.3%
11/28/2009	55,661	75,663	- 26.4%
12/5/2009	54,679	74,841	- 26.9%
12/12/2009	53,442	73,877	- 27.7%
12/19/2009	51,991	73,095	- 28.9%
12/26/2009	51,260	72,621	- 29.4%
3-Month Avg:	57,363	77,683	- 26.2%

Compared to Last Year: **Down (-)**

Compared to 2003: **Up (+)**

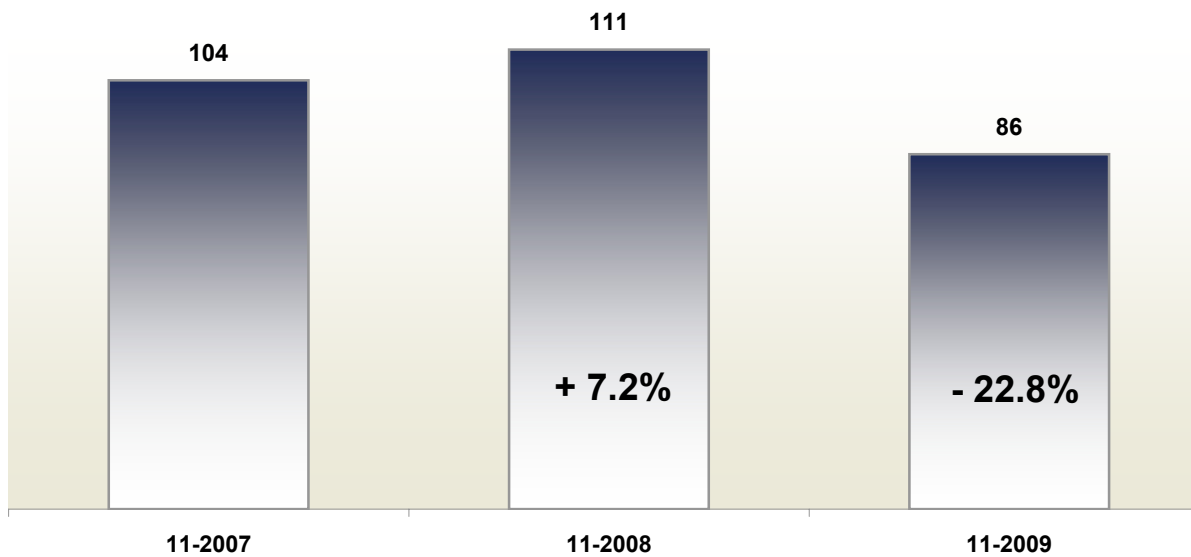
Historical Weekly Inventory for Sale



Days on Market Until Sale

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Weekly Market Activity Report 

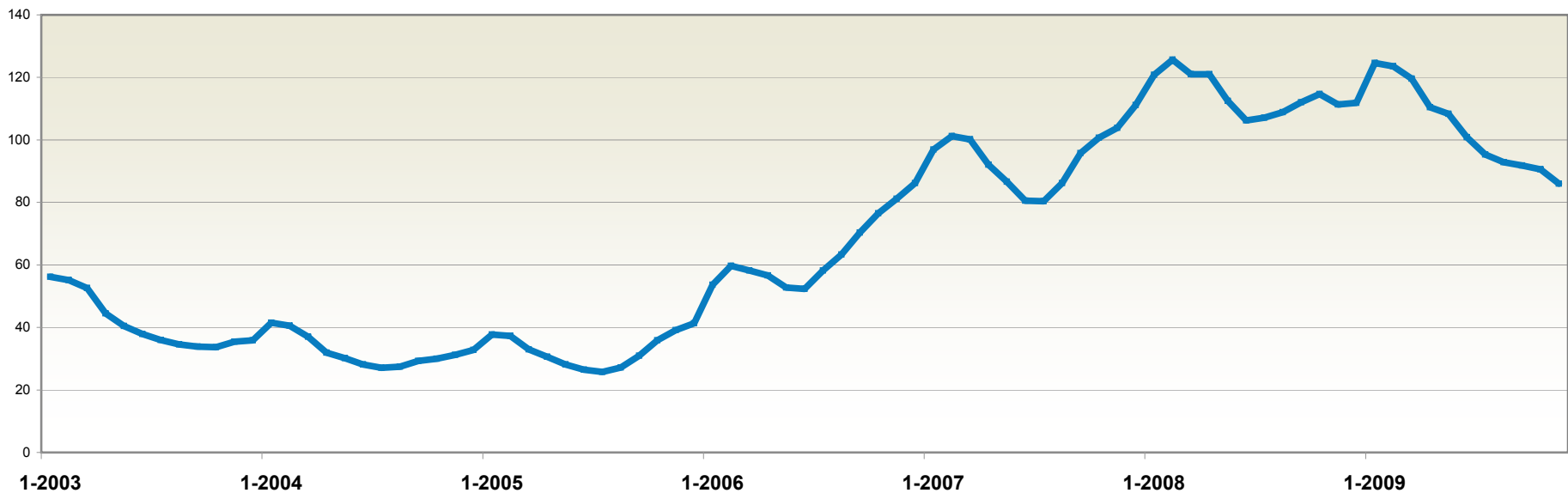


Month	Current Year	One Year Previous	One Year Change
12-2008	112	111	+ 0.7%
1-2009	125	121	+ 3.1%
2-2009	124	126	- 1.7%
3-2009	120	121	- 1.2%
4-2009	110	121	- 8.7%
5-2009	108	112	- 3.6%
6-2009	101	106	- 5.0%
7-2009	95	107	- 11.0%
8-2009	93	109	- 14.7%
9-2009	92	112	- 18.0%
10-2009	91	115	- 21.0%
11-2009	86	111	- 22.8%
12-Month Avg:	105	114	- 8.5%

Compared to Last Year: **Down (-)**

Compared to 2003: **Up (+)**

Historical Days on Market Until Sale

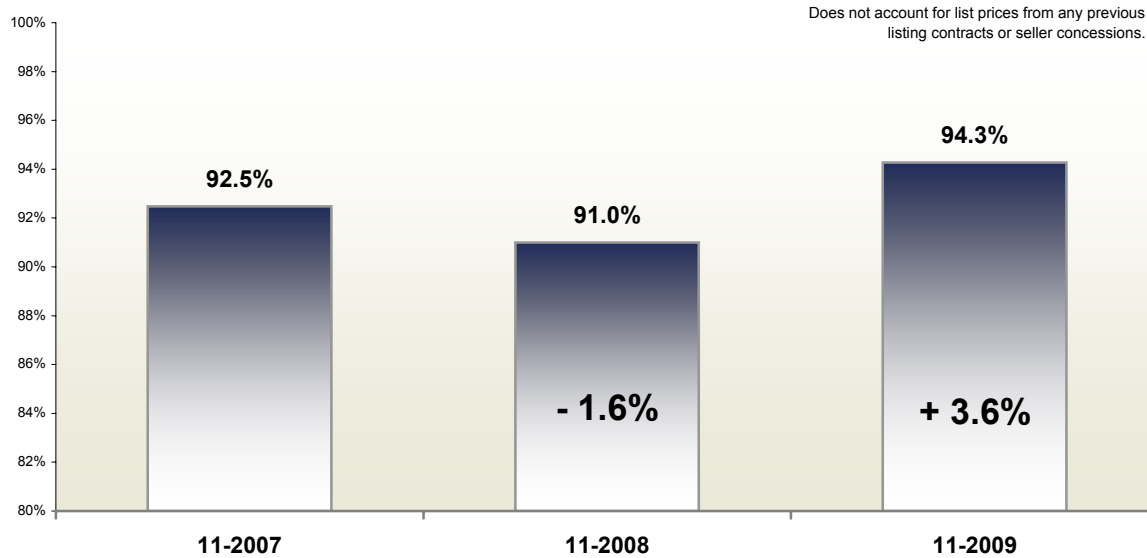


Percent of Original List Price Received at Sale

Weekly Market Activity Report



November 2009 — 94.3%

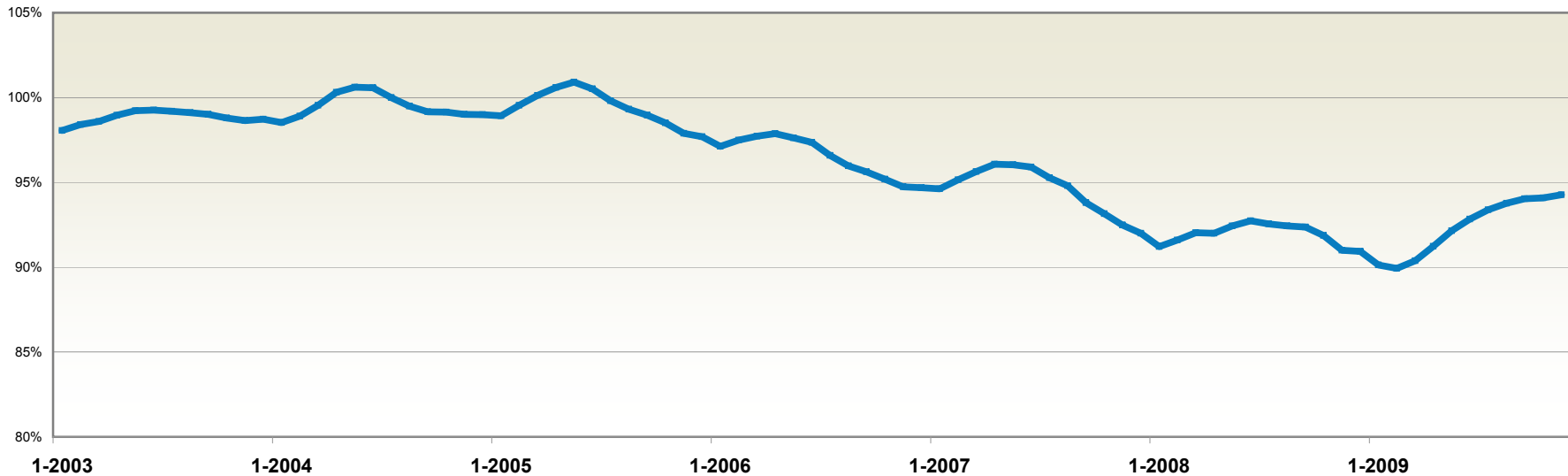


Month	Current Year	One Year Previous	One Year Change
12-2008	90.9%	92.0%	- 1.2%
1-2009	90.1%	91.2%	- 1.2%
2-2009	89.9%	91.6%	- 1.8%
3-2009	90.4%	92.0%	- 1.8%
4-2009	91.2%	92.0%	- 0.8%
5-2009	92.1%	92.4%	- 0.3%
6-2009	92.8%	92.7%	+ 0.1%
7-2009	93.4%	92.5%	+ 0.9%
8-2009	93.8%	92.4%	+ 1.4%
9-2009	94.0%	92.4%	+ 1.8%
10-2009	94.1%	91.9%	+ 2.4%
11-2009	94.3%	91.0%	+ 3.6%
12-Month Avg:	92.3%	92.0%	+ 0.3%

Compared to Last Year: **Up (+)**

Compared to 2003: **Down (-)**

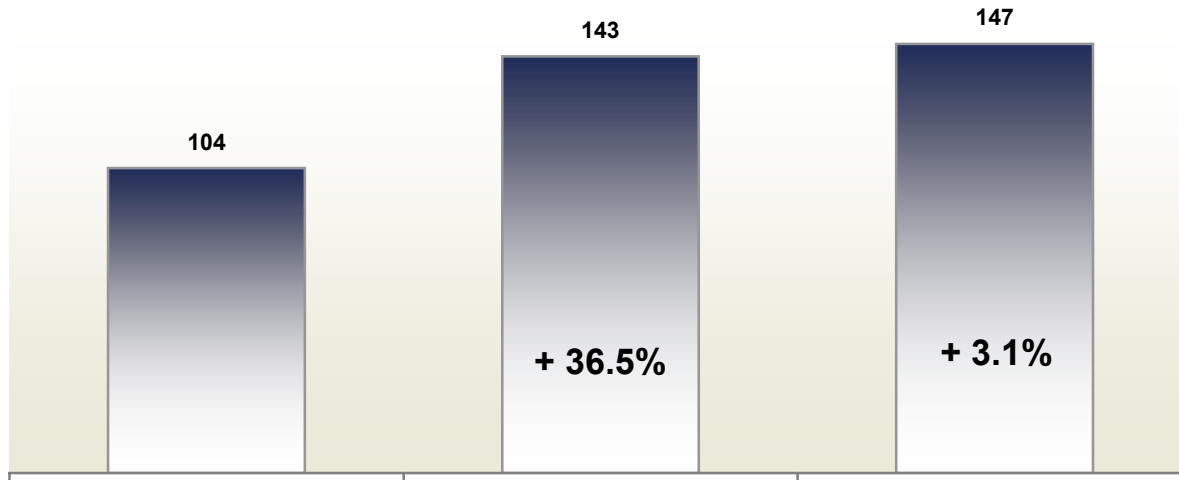
Historical Percent of Original List Price Received at Sale



Housing Affordability Index

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Weekly Market Activity Report 



Month	Current Year	One Year Previous	One Year Change
12-2008	146	109	+ 34.2%
1-2009	152	125	+ 21.7%
2-2009	156	119	+ 31.1%
3-2009	147	122	+ 20.6%
4-2009	147	121	+ 21.9%
5-2009	136	116	+ 17.2%
6-2009	131	113	+ 15.9%
7-2009	131	115	+ 13.5%
8-2009	134	121	+ 11.0%
9-2009	141	132	+ 7.0%
10-2009	144	128	+ 12.8%
11-2009	147	143	+ 3.1%
12-Month Avg:	143	122	+ 17.1%

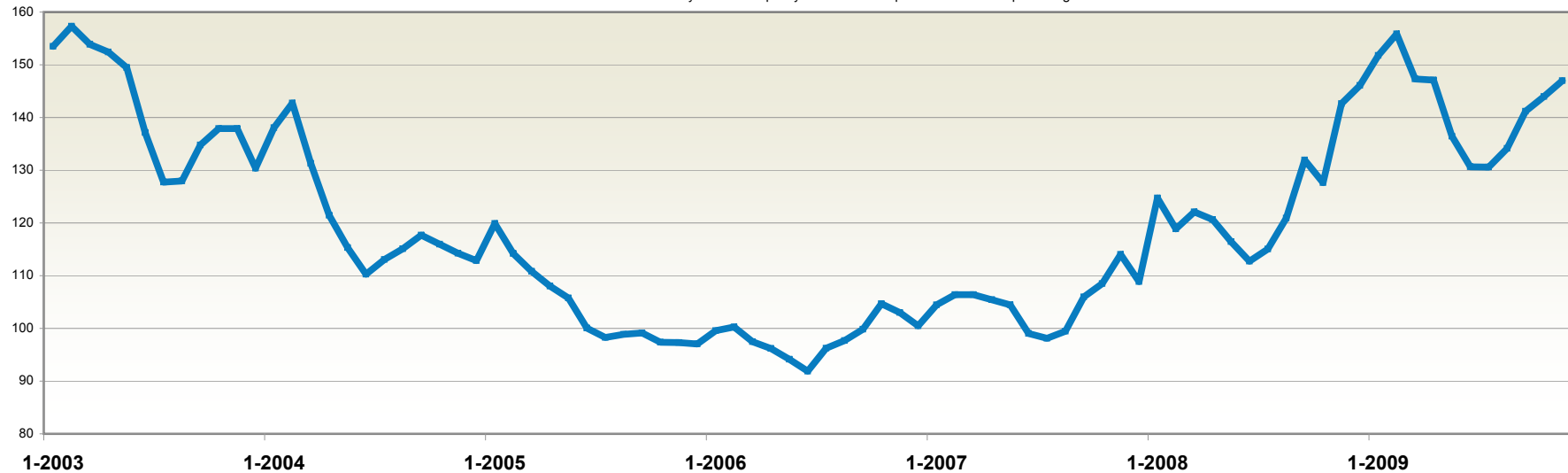
The Housing Affordability Index measures housing affordability for the MRIS service region. The higher the number, the more affordable our housing is.

An HAI of 120 would mean that the median household income was 120% of the necessary income to qualify for the median priced home under prevailing interest rates.

Compared to Last Year: **Up (+)**

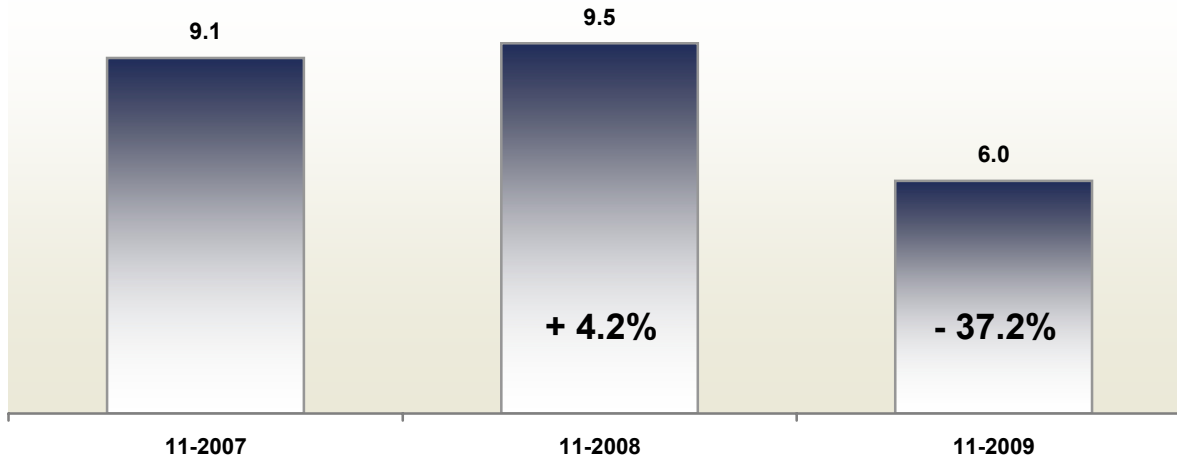
Compared to 2003: **Up (+)**

Historical Housing Affordability Index



Months Supply of Inventory

November 2009 — 6.0 Months



Month	Current Year	One Year Previous	One Year Change
12-2008	9.0	9.1	- 1.1%
1-2009	8.2	8.6	- 4.4%
2-2009	8.1	9.0	- 9.2%
3-2009	8.0	9.5	- 15.1%
4-2009	8.0	10.0	- 19.5%
5-2009	7.9	10.5	- 24.3%
6-2009	7.7	10.7	- 27.9%
7-2009	7.4	10.6	- 29.9%
8-2009	7.2	10.5	- 31.1%
9-2009	6.8	10.0	- 31.7%
10-2009	6.4	9.8	- 34.3%
11-2009	6.0	9.5	- 37.2%
12-Month Avg:	7.6	9.8	- 22.7%

Compared to Last Year: **Down (-)**

Compared to 2003: **Up (+)**

Historical Months Supply of Inventory

