



A free research tool from **Greater Capital Association of REALTORS®**

Monthly Indicators

January 2010

Home sales in the Capital Region in January were once again up compared to a year ago, at 543 purchase agreements signed—an increase of 20.4 percent. That's the sixth consecutive month where the change compared to a year ago has been positive.

The increase in sales has led to stabilizing home prices. January's median sales price of \$172,600 was 1.7 percent lower than a year ago. That's still a decline, but coming off 2 years of dropping prices, a smaller decline is welcome news.

The Months Supply of Inventory in the region has dropped in the last year to 9.9, down 8.8 percent from the mark of 10.9 seen a year ago. The number is still too high, though, which means sellers still face challenging conditions that require smart pricing and marketing.

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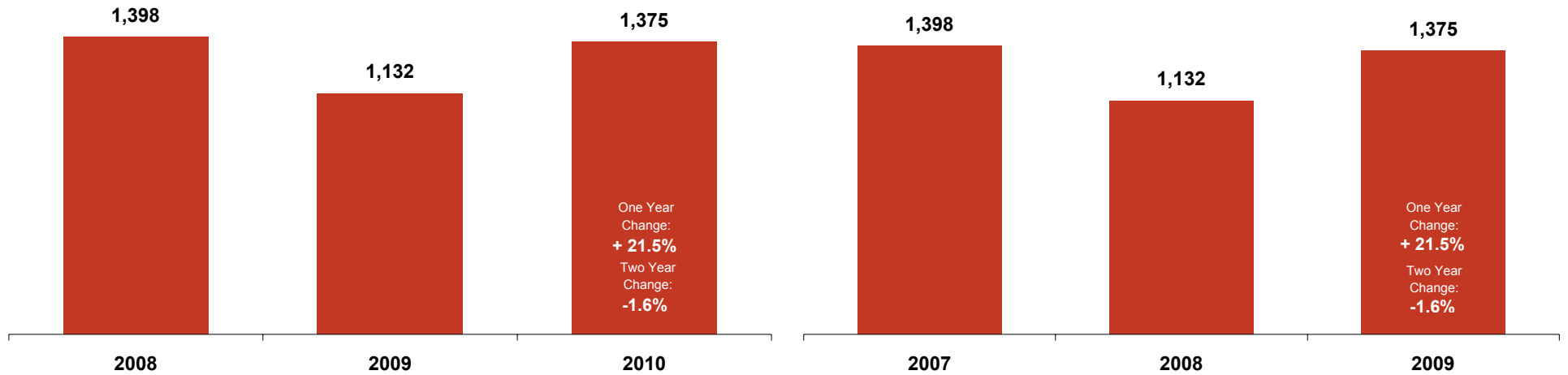
New Listings

A Monthly Indicator from the Greater Capital Association of REALTORS®

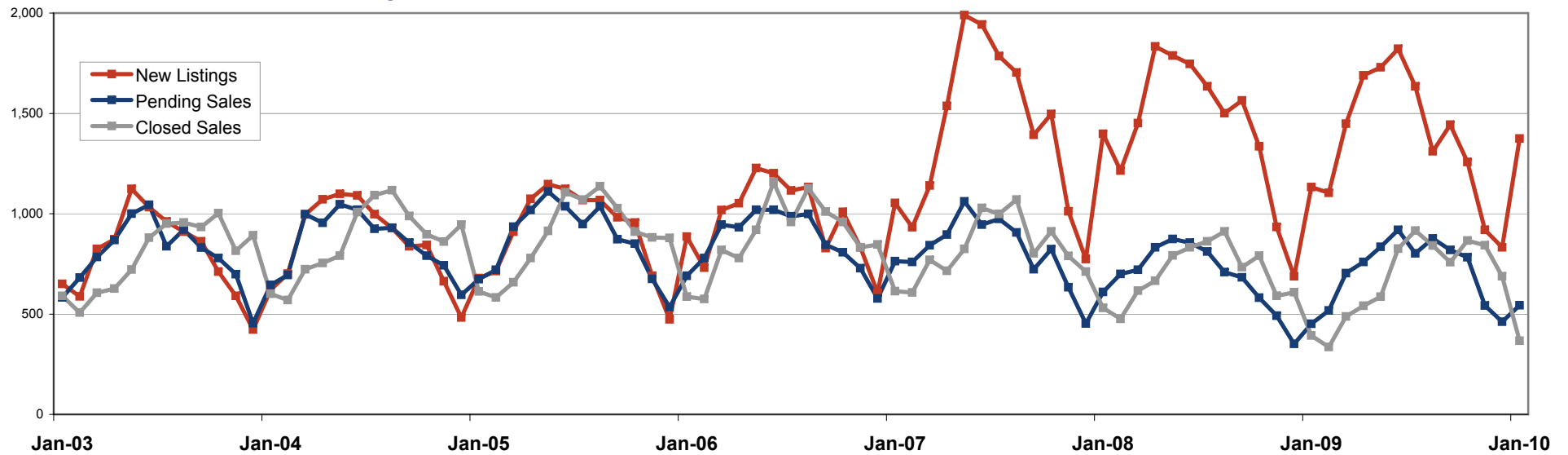


January

Year to Date



Historical Market Activity



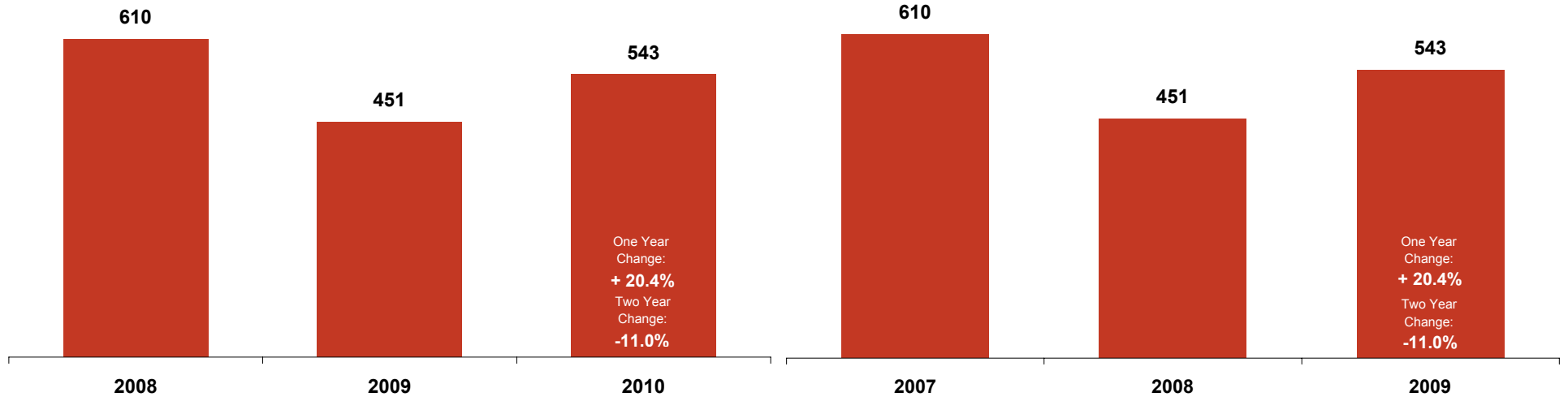
Pending Sales

A Monthly Indicator from the Greater Capital Association of REALTORS®

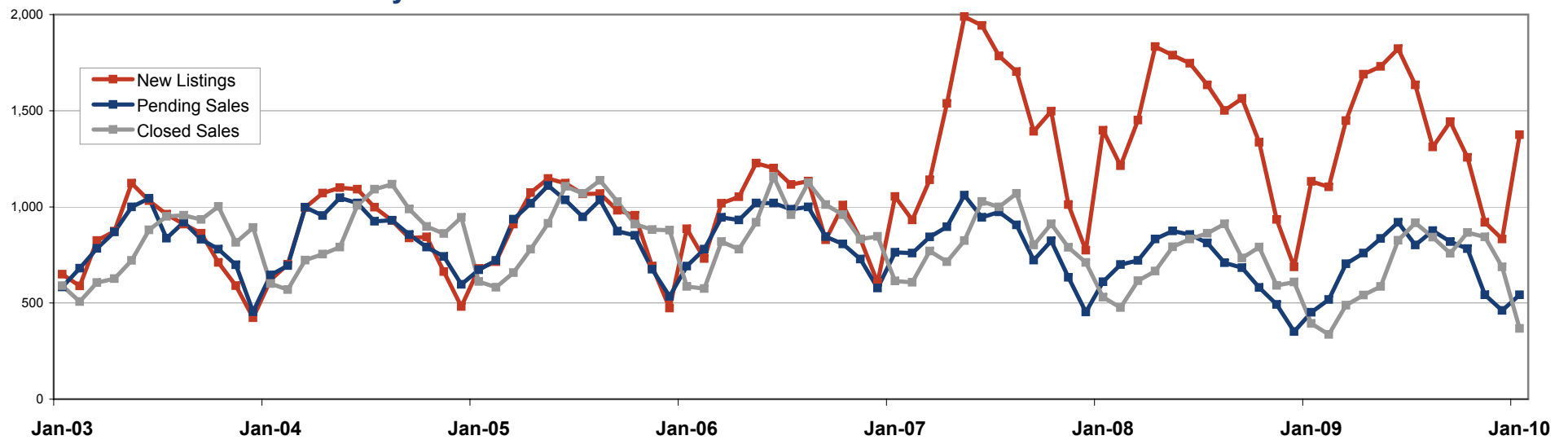


January

Year to Date



Historical Market Activity



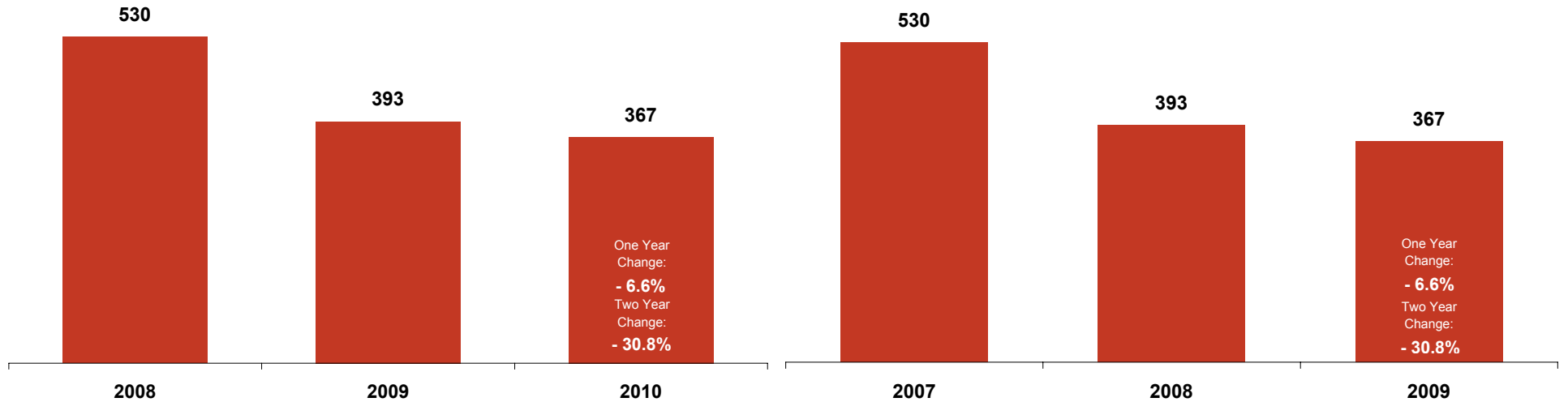
Closed Sales

A Monthly Indicator from the Greater Capital Association of REALTORS®

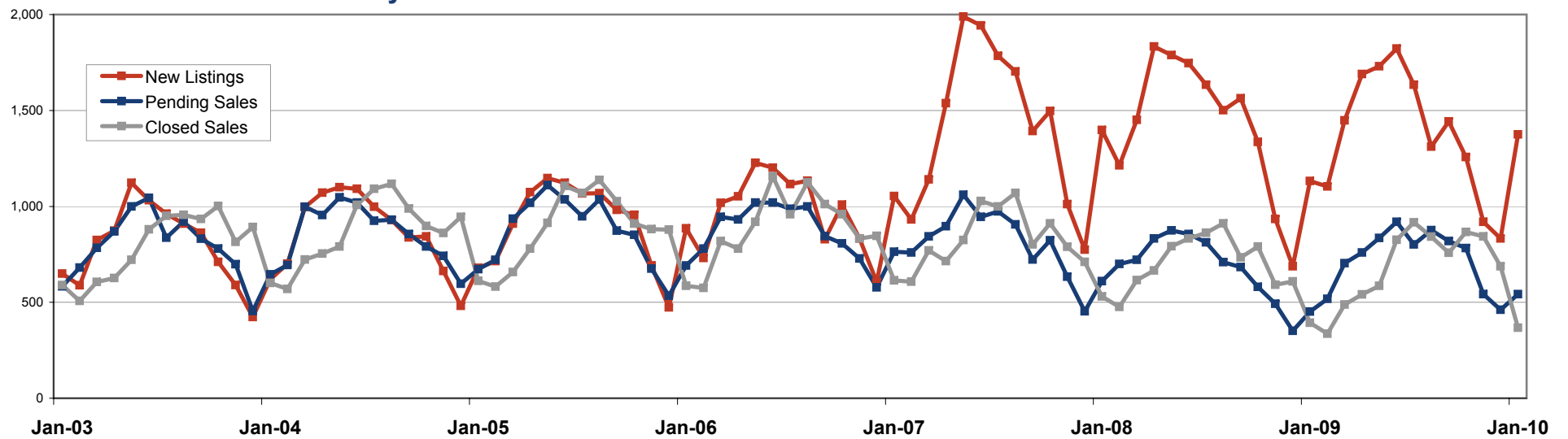


January

Year to Date



Historical Market Activity



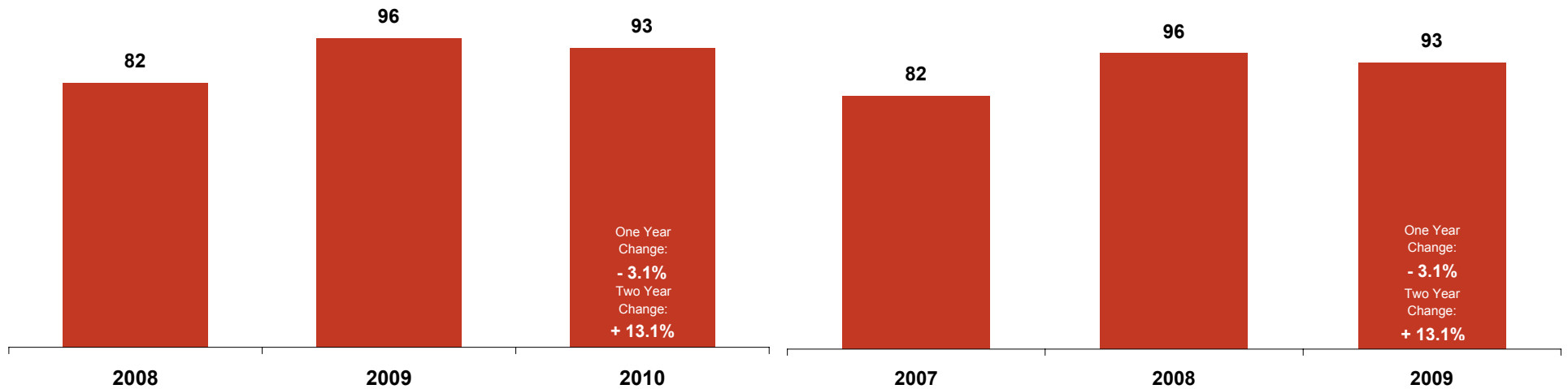
Days on Market Until Sale

A Monthly Indicator from the Greater Capital Association of REALTORS®

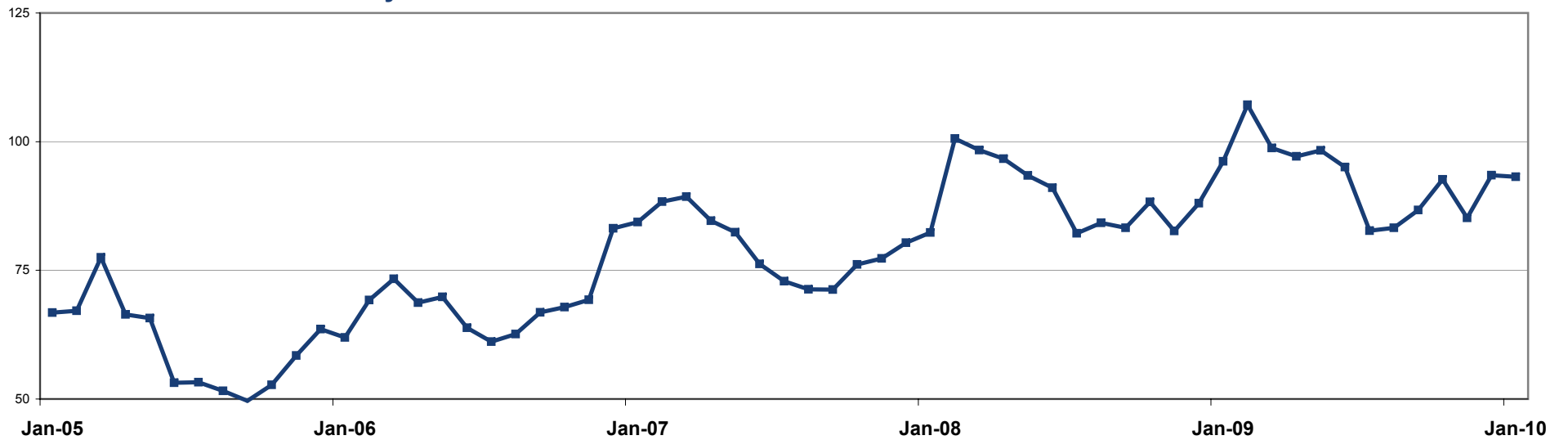


January

Year to Date



Historical Market Activity



Median Sales Price

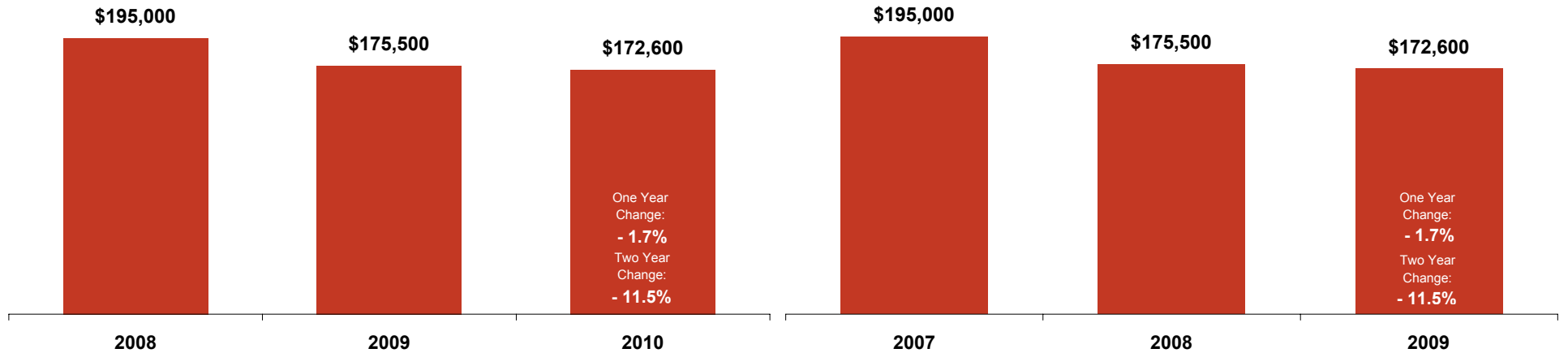
A Monthly Indicator from the Greater Capital Association of REALTORS®



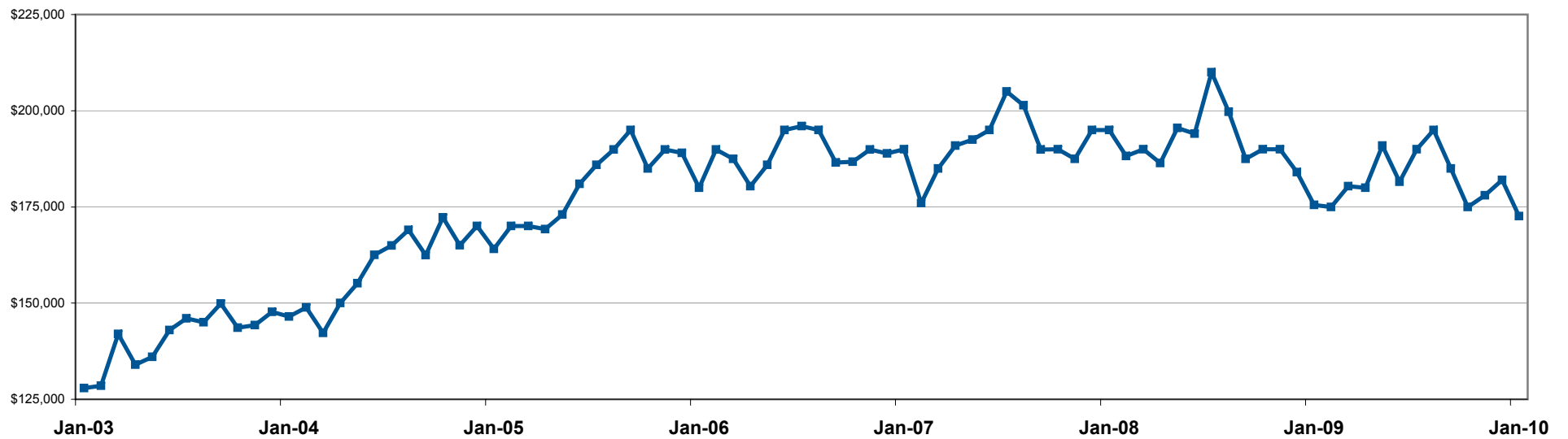
January

Year to Date

Figures do not take into account seller concessions.



Historical Median Prices



Average Sales Price

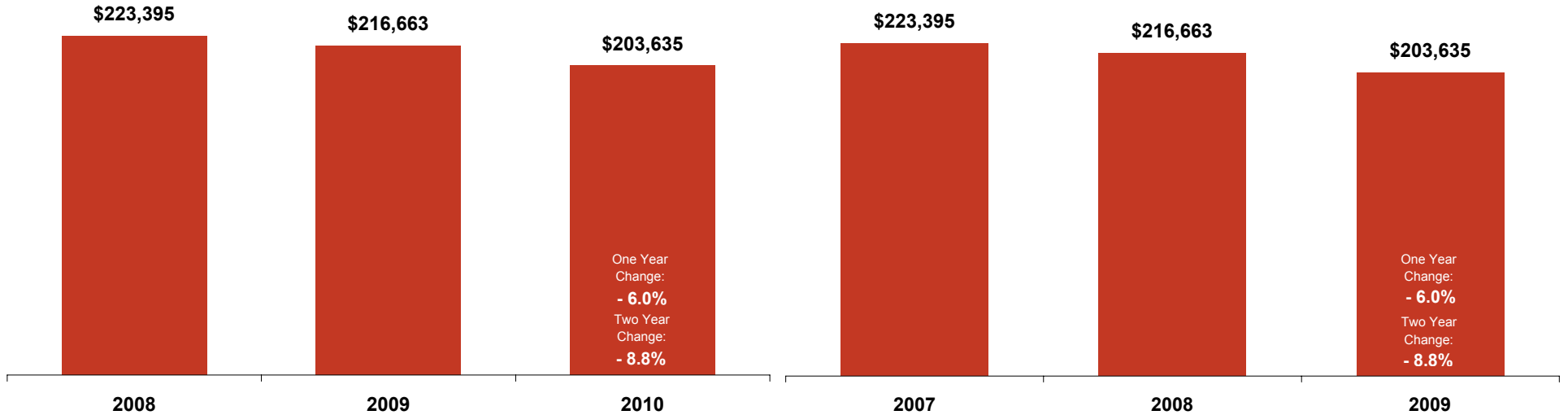
A Monthly Indicator from the Greater Capital Association of REALTORS®



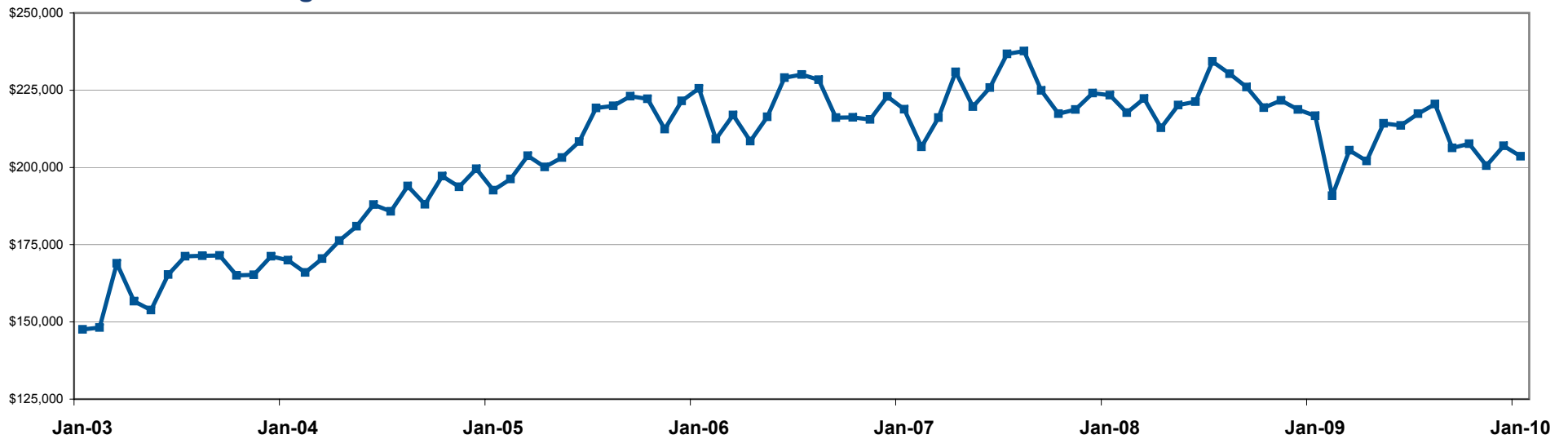
January

Year to Date

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Historical Average Prices

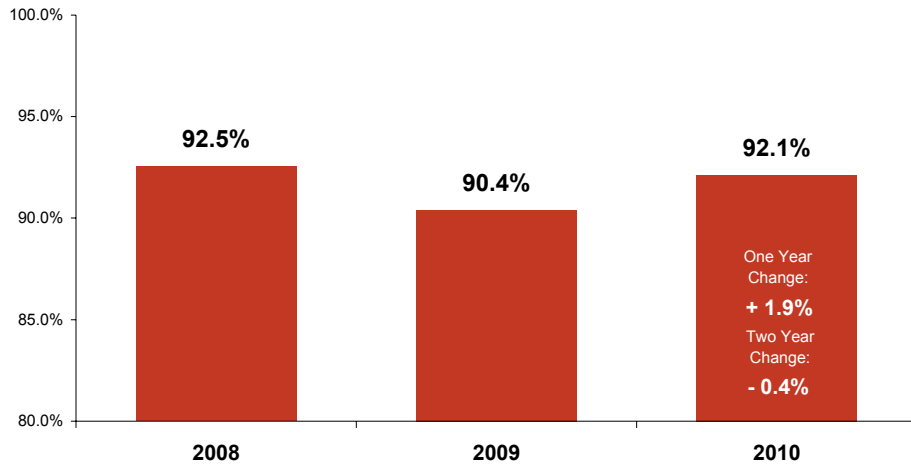


Percent of Original List Price Received at Sale

A Monthly Indicator from the **Greater Capital Association of REALTORS®**

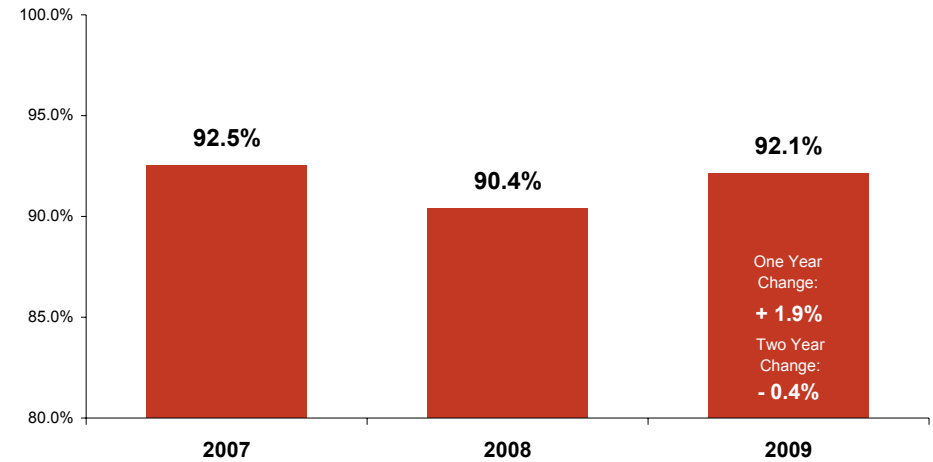


January

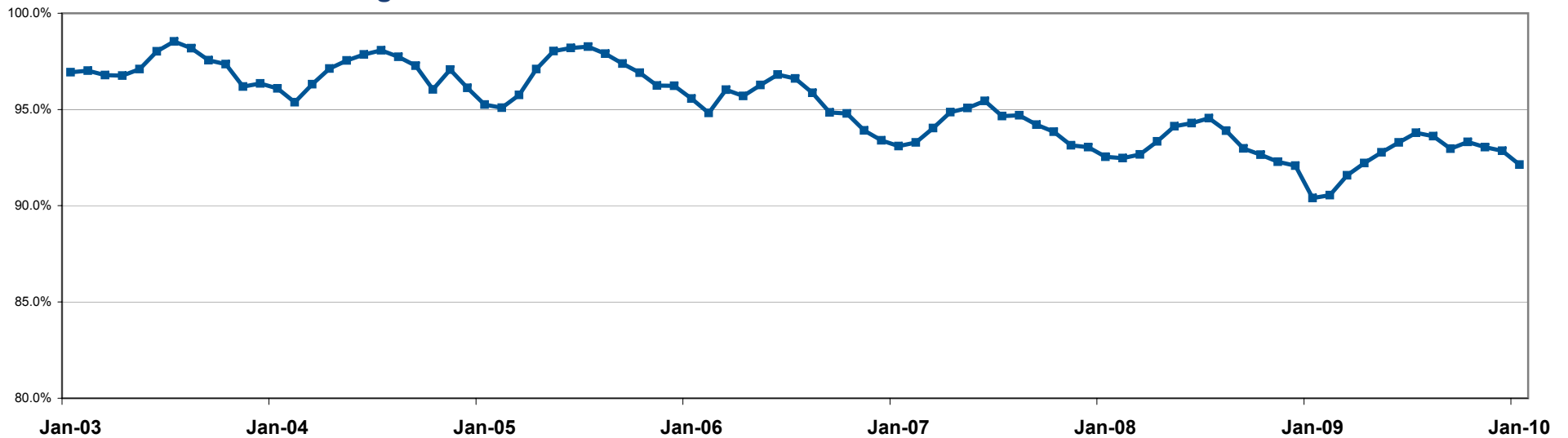


Year to Date

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

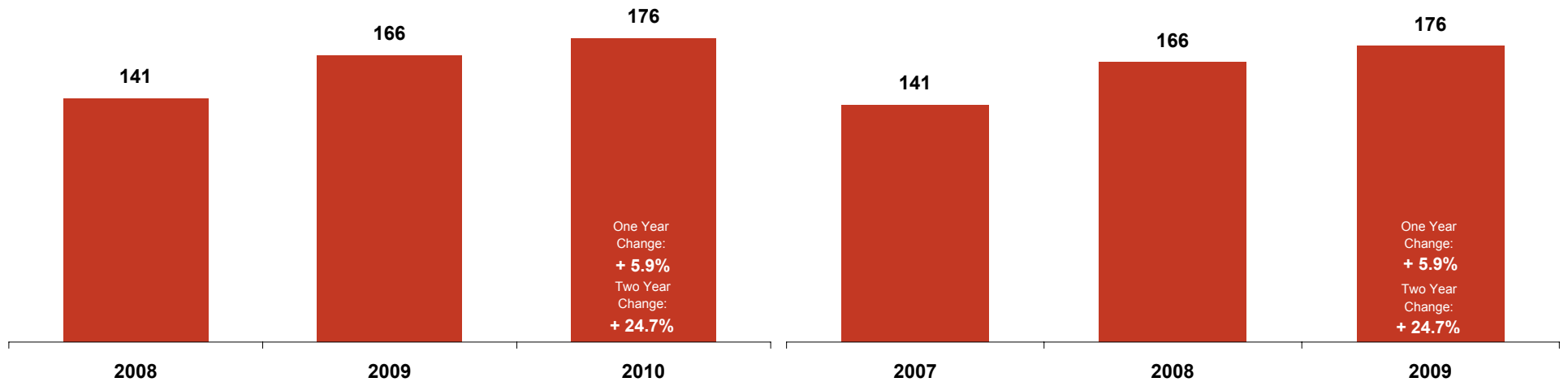
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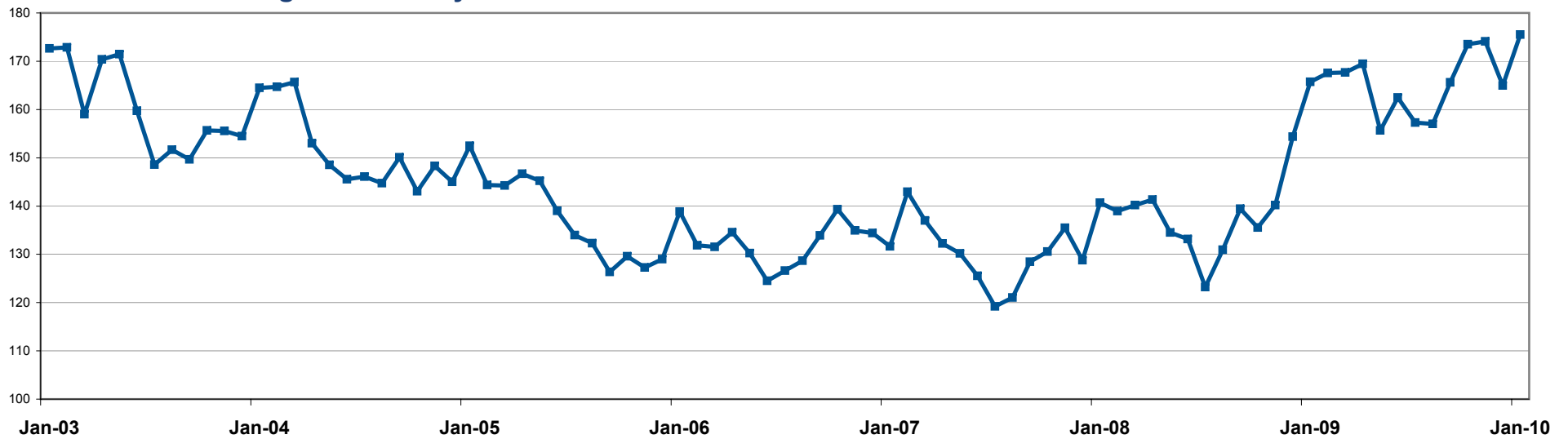
January

Year to Date

The HAI formula measures housing affordability for the Greater Capital Regional Housing Market. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using a 20% down, 30-year fixed rate mortgage



Historical Housing Affordability Index

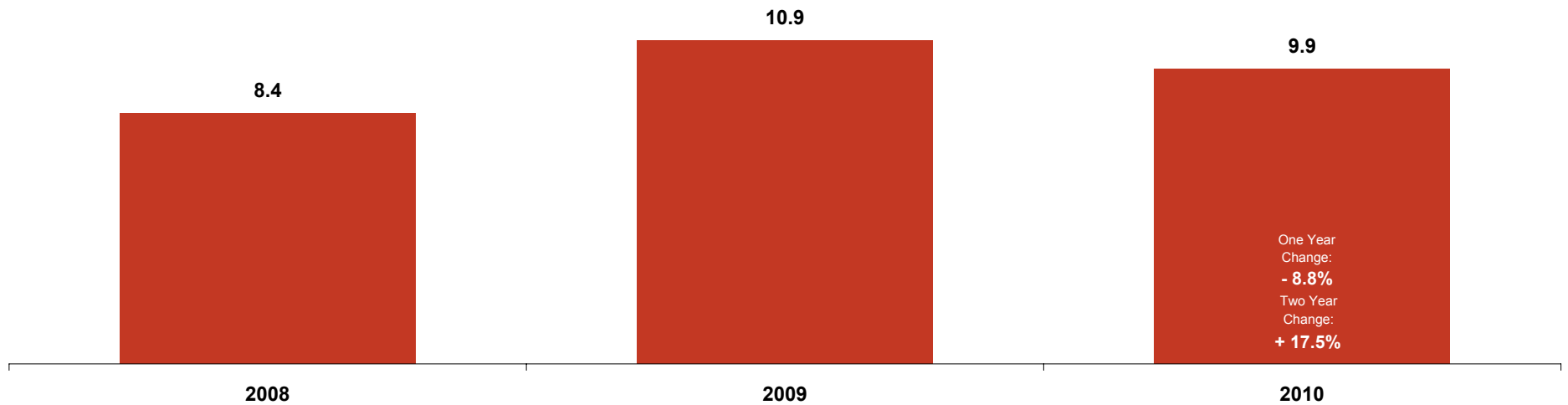


Months Supply of Inventory

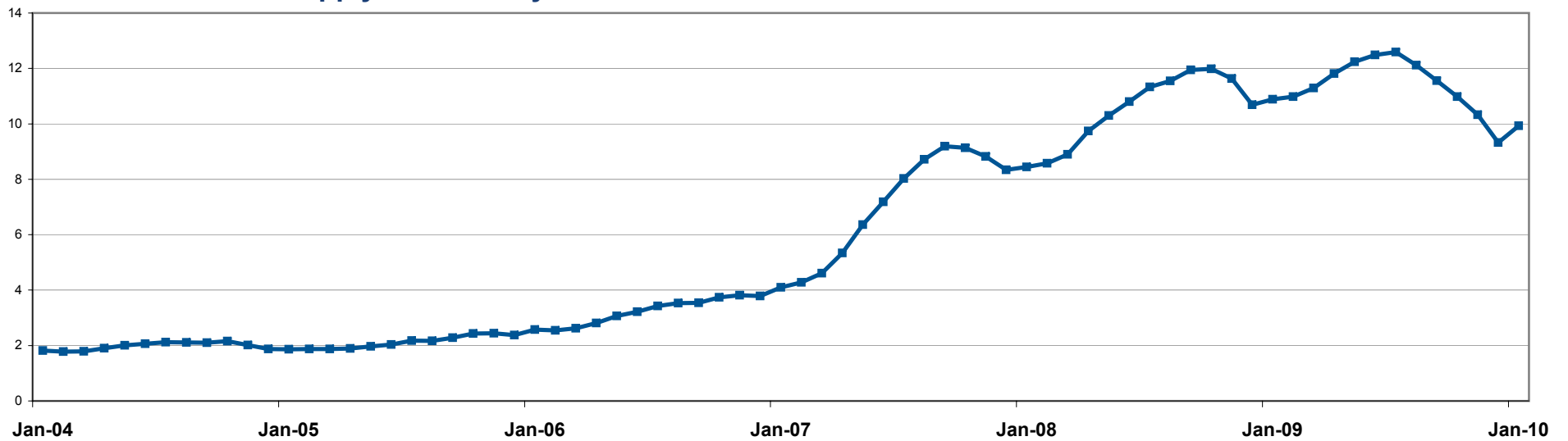
A Monthly Indicator from the Greater Capital Association of REALTORS®



January



Historical Months Supply of Inventory



Market Overview

A Monthly Indicator from the Greater Capital Association of REALTORS®



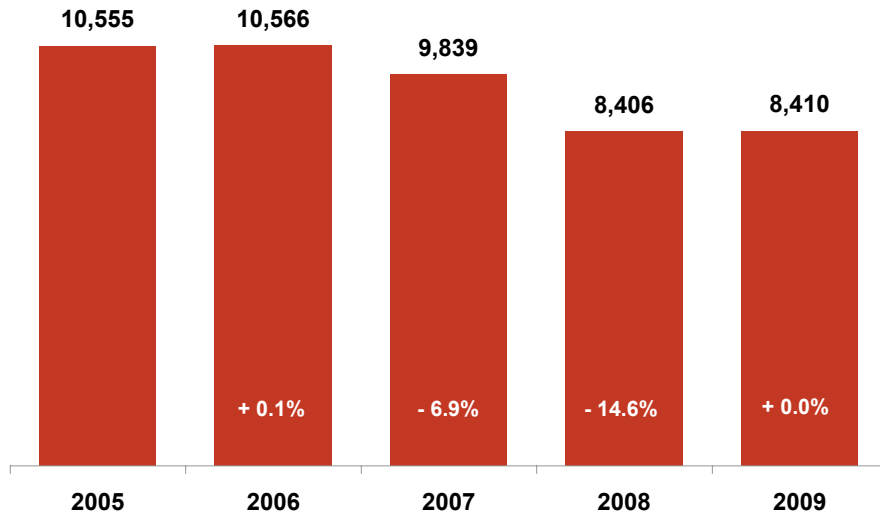
January 2010		2009	2008	Percent Change	5-Year Average	2009 Year-to-Date	2008 Year-to-Date	Percent Change	5-Year Year-to-Date Average
		New Listings	Nov	919	934	- 1.6%	878	15,489	15,001
	Dec	832	688	+ 20.9%	675	16,321	15,689	+ 4.0%	14,259
	Jan	1,375	1,132	+ 21.5%	1,169	1,375	1,132	+ 21.5%	1,169
Pending Sales	Nov	542	492	+ 10.2%	614	8,008	7,869	+ 1.8%	8,966
	Dec	461	351	+ 31.3%	475	8,469	8,220	+ 3.0%	9,442
	Jan	543	451	+ 20.4%	612	543	451	+ 20.4%	612
Closed Sales	Nov	843	591	+ 42.6%	787	7,395	7,801	- 5.2%	8,745
	Dec	688	609	+ 13.0%	747	8,083	8,410	- 3.9%	9,491
	Jan	367	393	- 6.6%	498	367	393	- 6.6%	498
Days on Market Until Sale	Nov	85	83	+ 3.0%	75	91	89	+ 2.6%	77
	Dec	93	88	+ 6.2%	82	91	89	+ 2.8%	77
	Jan	93	96	- 3.1%	84	93	96	- 3.1%	84
Median Sales Price	Nov	\$178,000	\$190,000	- 6.3%	\$187,060	\$184,140	\$193,000	- 4.6%	\$187,908
	Dec	\$182,000	\$184,000	- 1.1%	\$187,781	\$184,000	\$192,118	- 4.2%	\$187,804
	Jan	\$172,600	\$175,500	- 1.7%	\$182,620	\$172,600	\$175,500	- 1.7%	\$182,620
Average Sales Price	Nov	\$200,584	\$221,692	- 9.5%	\$213,791	\$209,726	\$223,205	- 6.0%	\$217,616
	Dec	\$206,973	\$218,733	- 5.4%	\$218,852	\$209,491	\$222,881	- 6.0%	\$217,726
	Jan	\$203,635	\$216,663	- 6.0%	\$217,610	\$203,635	\$216,663	- 6.0%	\$217,610
Total Active Listings Available At Month End	Nov	7,289	7,967	- 8.5%	--	--	--	--	--
	Dec	6,651	7,179	- 7.4%	--	--	--	--	--
	Jan	6,753	7,148	- 5.5%	--	--	--	--	--
Percent of Original List Price	Nov	93.0%	92.3%	+ 0.8%	93.7%	93.7%	93.4%	+ 0.4%	92.8%
	Dec	92.9%	92.1%	+ 0.8%	93.5%	93.5%	93.3%	+ 0.3%	92.8%
	Jan	92.1%	90.4%	+ 1.9%	92.7%	92.7%	90.4%	+ 2.6%	92.1%
Housing Affordability Index	Nov	174	140	+ 24.2%	142	165	135	+ 21.7%	--
	Dec	165	154	+ 6.9%	142	165	137	+ 20.5%	--
	Jan	176	166	+ 5.9%	150	176	166	+ 5.9%	--
Months Supply of Inventory	Nov	10.3	11.6	- 11.2%	--	--	--	--	--
	Dec	9.3	10.7	- 12.8%	--	--	--	--	--
	Jan	9.9	10.9	- 8.8%	--	--	--	--	--

Annual Review

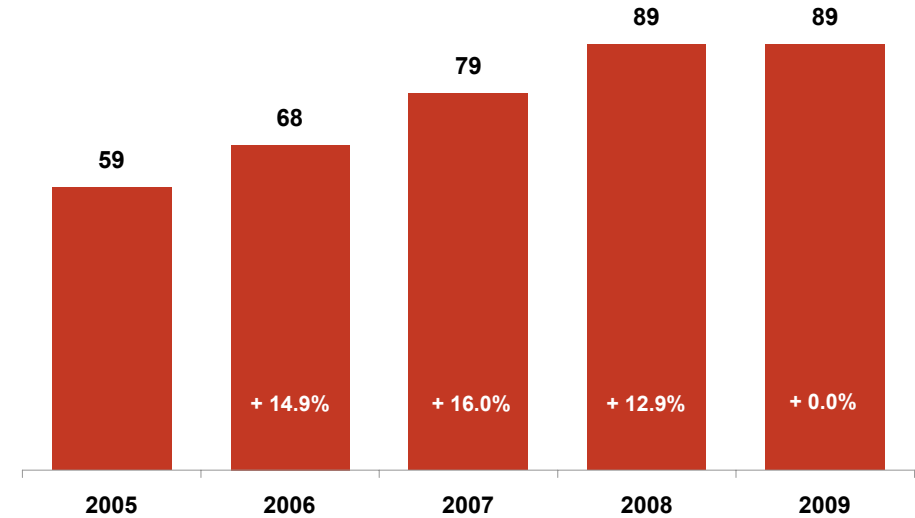
Provided by the Greater Capital Association of REALTORS®



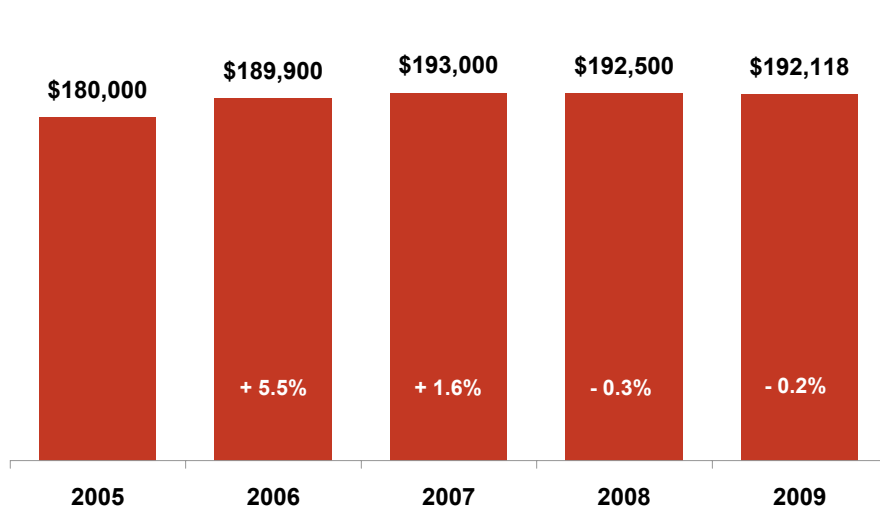
Closed Sales



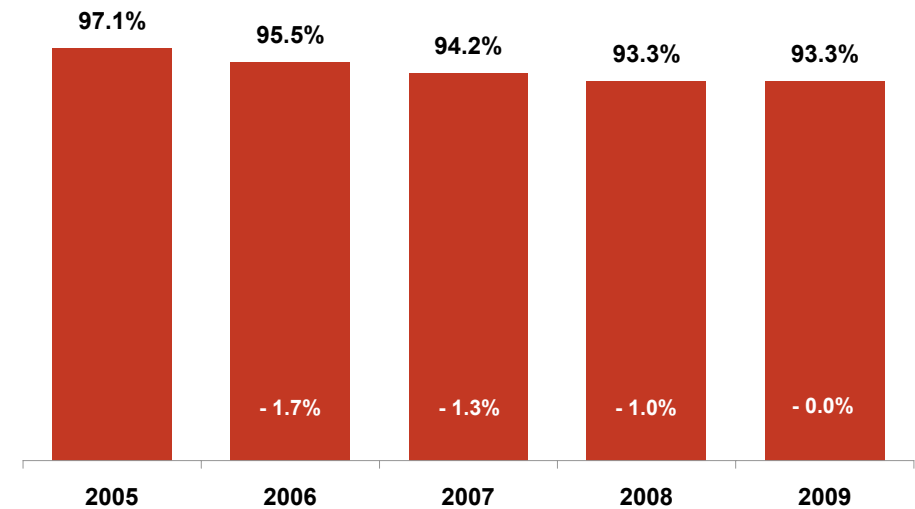
Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale



Explanation of Methodology

From the **Greater Capital Association of REALTORS®**



New Listings	A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.
Pending Sales	A count of the properties that have offers accepted on them in a given month, regardless of whether or not the sale closes.
Closed Sales	A count of the properties have had a closed sales in a given month.
Days on Market Until Sale	The average number of days between when a property is first listed and when it is closed, sold properties only.
Median Sales Price	The median sales price for all closed sales in a given month, sold properties only.
Average Sales Price	The average sales price for all closed sales in a given month, sold properties only.
Total Active Listings Available At Month End	The number of properties available for sale in active status at the end of the month.
Percent of Original List Price Received At Sale	The average percentage found when dividing a property's sales price by the original list price, sold properties only.
Housing Affordability Index	Measures affordability in the Greater Capital region. An index of 120 would mean that the median family income in the region is 120% of what's necessary to qualify for the median priced home.
Months Supply of Inventory	Compares the number of active listings available to the average monthly pending sales for the last twelve months.