

ALL AREAS & TYPES	TODAY	ST	LAST MTH	LAST QTR	LT	LAST YR	2 YRS AGO
	9/13/11		8/13/11	6/13/11		9/13/10	9/13/09
Active Listings	27,074	🟢	27,753	30,836	🟢	44,531	37,751
AWC Listings	7,828	🔴	7,846	7,953	🟢	6,320	5,867
Active Listings Excluding AWC	19,246	🟢	19,907	22,883	🟢	38,211	31,884
Pending Listings	11,942	🔴	11,952	13,718	🟢	10,009	12,777
Sales per Month	7,660	🔴	9,324	9,654	🟢	6,667	7,922
Sales per Year	98,920	🟢	97,927	93,966	🟢	91,772	83,046
Days on Market - Monthly Sales	98	🟡	98	105	🟢	104	97
Days on Market - Active Listings	149	🔴	148	153	🔴	141	157
Days Inventory	100	🟢	104	120	🟢	178	166
Months Supply	3.3	🔴	3.1	3.1	🟢	6.5	4.8
Active Listings \$/SF	\$135.73	🟢	\$133.30	\$134.16	🟢	\$129.65	\$165.46
Pending Listings \$/SF	\$78.17	🟢	\$78.00	\$80.41	🔴	\$85.57	\$89.60
Monthly Sales \$/SF	\$79.29	🔴	\$79.72	\$84.02	🔴	\$84.71	\$88.32
Annual Sales \$/SF	\$82.07	🔴	\$82.47	\$84.12	🔴	\$90.22	\$91.17
Appreciation - Monthly \$/SF	-6.4%	🟢	-9.2%	-9.2%	🔴	-4.1%	-25.2%
Appreciation - Annual \$/SF	-9.0%	🔴	-8.8%	-6.8%	🔴	-1.0%	-35.1%
Appreciation - Monthly Median \$	-7.6%	🟢	-13.5%	-15.4%	🔴	-5.0%	-30.4%
Appreciation - Annual Median \$	-12.6%	🔴	-12.2%	-10.1%	🔴	-2.4%	-38.8%
Appreciation - Long Term \$/SF	-1.5%	🟡	-1.5%	-1.3%	🔴	-0.7%	-0.7%
Average Sale Price % List	96.80%	🟢	96.52%	95.98%	🟢	95.50%	96.78%
Annual Growth in Sales per Month	20.9%	🔴	27.8%	6.2%	🟢	-13.3%	39.9%
Annual Growth in Pending Listings	19.3%	🟢	17.6%	11.9%	🟢	-21.7%	72.7%
Listing Success Rate	75.3%	🟢	74.9%	71.9%	🟢	57.3%	64.7%
Dollar Volume - Monthly Sales	\$1,168M	🔴	\$1,425M	\$1,563M	🟢	\$1,095M	\$1,355M
Dollar Volume - Annual Sales	\$15,641M	🟢	\$15,568M	\$15,276M	🔴	\$16,030M	\$14,644M
Average Price - Monthly Sales	\$152,533	🔴	\$152,867	\$161,860	🔴	\$164,257	\$170,988
Average Price - Annual Sales	\$158,118	🔴	\$158,973	\$162,573	🔴	\$174,677	\$176,342
Median Price - Monthly Sales	\$110,000	🟢	\$108,000	\$110,000	🔴	\$119,000	\$125,200
Median Price - Annual Sales	\$111,000	🔴	\$112,000	\$115,000	🔴	\$127,000	\$130,154
Average Sq. Ft. - Monthly Sales	1,924	🟢	1,918	1,927	🔴	1,939	1,936
Average Sq. Ft. - Annual Sales	1,927	🔴	1,928	1,933	🔴	1,936	1,934
Monthly Sales \$/SF as % Peak	41.6%	🔴	41.8%	44.1%	🔴	44.5%	46.4%
Annual Sales \$/SF as % Peak	44.5%	🔴	44.7%	45.6%	🔴	48.9%	49.4%
Monthly Median Price as % Peak	41.2%	🟢	40.4%	41.2%	🔴	44.6%	46.9%
Annual Median Price as % Peak	42.7%	🔴	43.1%	44.2%	🔴	48.8%	50.1%
Active List Price \$/SF Premium	71.2%	🔴	67.2%	59.7%	🔴	53.1%	87.3%
This Weeks Sales as % Avg	119.0%	🟢	112.0%	133.5%	🟢	99.0%	123.5%
Cromford Supply Index™	81.4	🟢	83.8	95.6	🟢	131.6	115.7
Cromford Demand Index™	128.0	🔴	128.7	130.7	🟢	112.6	140.5
Cromford Market Index™	157.3	🟢	153.5	136.7	🟢	85.5	121.4
Market Distress Index	51.7	🟢	53.0	54.4	🟢	57.7	48.8
Lender Owned % Active Listings	12.0%	🟢	13.2%	15.0%	🟢	18.7%	13.0%
Lender Owned % Pending Listings	35.3%	🟢	39.2%	42.6%	🟢	43.6%	45.6%
Lender Owned % Monthly Sales	41.2%	🟢	45.1%	44.8%	🟢	44.2%	53.2%
Pre-foreclosure % Active Listings	39.7%	🟢	39.8%	39.4%	🔴	39.0%	35.8%
Pre-foreclosure % Pending Listings	37.1%	🟢	34.9%	30.6%	🔴	31.9%	28.6%
Pre-foreclosure % Monthly Sales	25.6%	🔴	22.5%	20.8%	🟢	26.4%	16.9%
Contract Ratio	102.7	🟢	99.5	94.7	🟢	42.7	58.5

