

# Monthly Indicators

## April 2013

The S&P/Case-Shiller Home Price Index recently showed that home prices in 20 major metropolitan areas had increased at the strongest pace since the bubble years. At long last, major national indices are telling the story that local MLS data users have known for months or even years. Yes, the housing market is recovering. The recovery varies by geography and market segment, but things are certainly better than they have been and are showing no signs of letting up.

New Listings were up 0.9 percent to 112. Pending Sales increased 8.3 percent to 52. Inventory shrank 6.7 percent to 613 units, the eleventh consecutive month of year-over-year declines.

Prices were still a bit soft as the Median Sales Price was down 37.7 percent to \$46,750. Days on Market decreased 21.1 percent to 194 days. Months Supply of Inventory remained flat at 13.6, indicating a stabilizing supply-demand balance.

The prickliest thorns in our collective side are still lack of inventory and subdued listing activity. In some neighborhoods, consumers have 50 or 60 percent fewer options from which to choose than they did a few years ago. That's causing bidding wars in popular areas. Despite the competitive landscape for buyers, housing remains one of the brightest lights in an otherwise subdued economic recovery.

## Activity Snapshot

**- 24.2%**    **- 37.7%**    **- 6.7%**

One-Year Change in **Closed Sales**    One-Year Change in **Median Sales Price**    One-Year Change in **Homes for Sale**

Residential activity in St. Lawrence County, comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



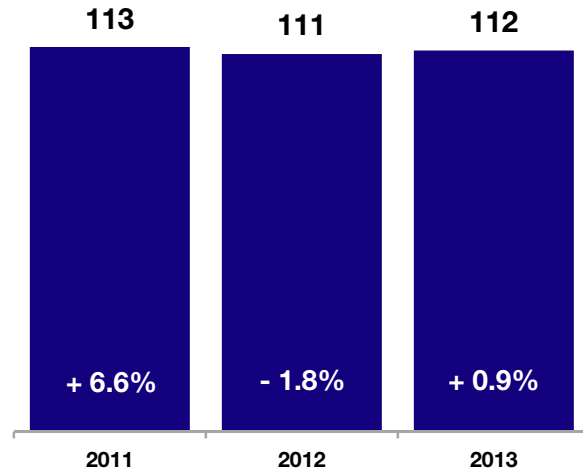
Key Metrics	Historical Sparkbars	4-2012	4-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		111	<b>112</b>	+ 0.9%	384	<b>351</b>	- 8.6%
<b>Pending Sales</b>		48	<b>52</b>	+ 8.3%	186	<b>166</b>	- 10.8%
<b>Closed Sales</b>		33	<b>25</b>	- 24.2%	126	<b>125</b>	- 0.8%
<b>Days on Market</b>		246	<b>194</b>	- 21.1%	229	<b>195</b>	- 14.8%
<b>Median Sales Price</b>		\$75,000	<b>\$46,750</b>	- 37.7%	\$76,599	<b>\$71,040</b>	- 7.3%
<b>Average Sales Price</b>		\$91,806	<b>\$60,573</b>	- 34.0%	\$92,289	<b>\$82,277</b>	- 10.8%
<b>Pct. of List Price Received</b>		89.3%	<b>86.7%</b>	- 2.9%	90.3%	<b>90.5%</b>	+ 0.2%
<b>Affordability Index</b>		253	<b>347</b>	+ 37.2%	250	<b>272</b>	+ 8.8%
<b>Homes for Sale</b>		657	<b>613</b>	- 6.7%	--	<b>--</b>	--
<b>Months Supply</b>		13.6	<b>13.6</b>	0.0%	--	<b>--</b>	--

# New Listings

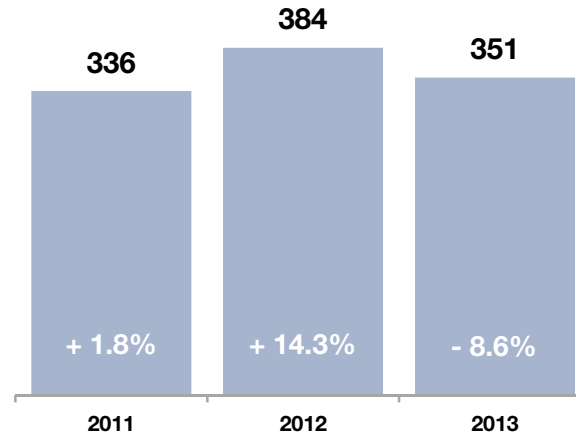
A count of the properties that have been newly listed on the market in a given month.



## April

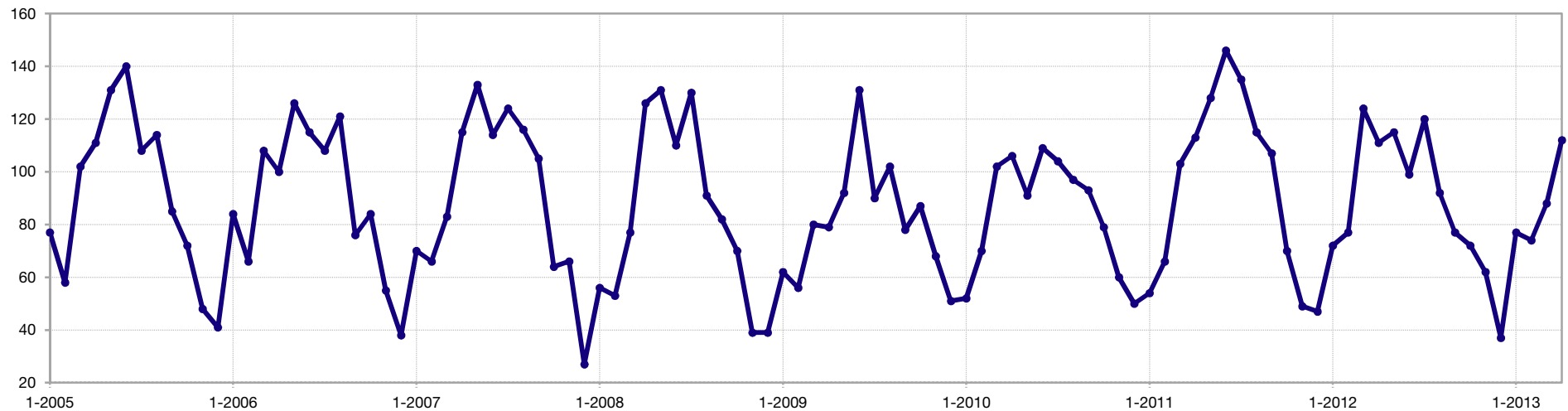


## Year to Date



	New Listings	Prior Year	Percent Change
May 2012	115	128	-10.2%
June 2012	99	146	-32.2%
July 2012	120	135	-11.1%
August 2012	92	115	-20.0%
September 2012	77	107	-28.0%
October 2012	72	70	+2.9%
November 2012	62	49	+26.5%
December 2012	37	47	-21.3%
January 2013	77	72	+6.9%
February 2013	74	77	-3.9%
March 2013	88	124	-29.0%
<b>April 2013</b>	<b>112</b>	<b>111</b>	<b>+0.9%</b>
12-Month Avg	85	98	-13.3%

## Historical New Listings by Month

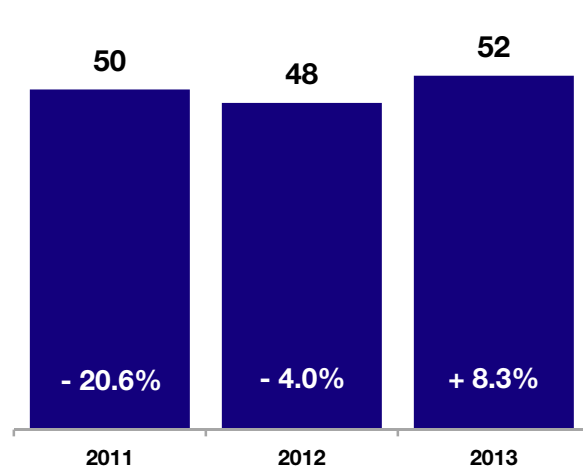


# Pending Sales

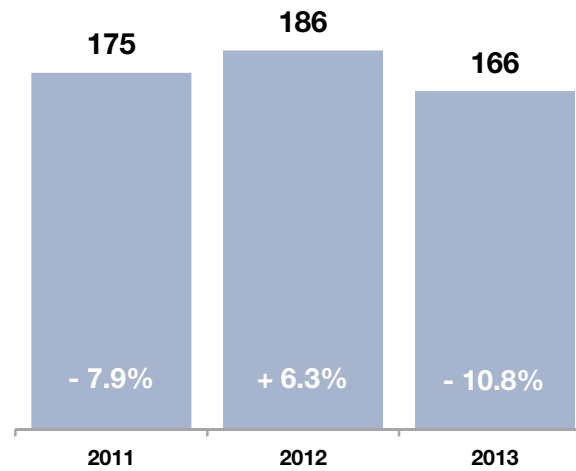
A count of the properties on which offers have been accepted in a given month.



## April

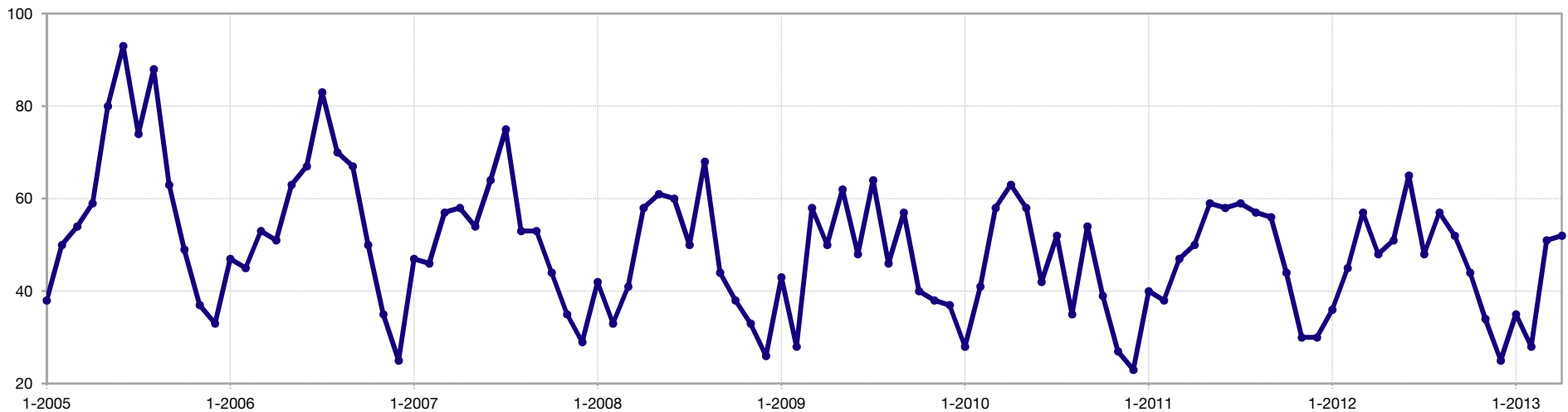


## Year to Date



Pending Sales		Prior Year	Percent Change
May 2012	51	59	-13.6%
June 2012	65	58	+12.1%
July 2012	48	59	-18.6%
August 2012	57	57	0.0%
September 2012	52	56	-7.1%
October 2012	44	44	0.0%
November 2012	34	30	+13.3%
December 2012	25	30	-16.7%
January 2013	35	36	-2.8%
February 2013	28	45	-37.8%
March 2013	51	57	-10.5%
<b>April 2013</b>	<b>52</b>	<b>48</b>	<b>+8.3%</b>
12-Month Avg	45	48	-6.3%

## Historical Pending Sales by Month

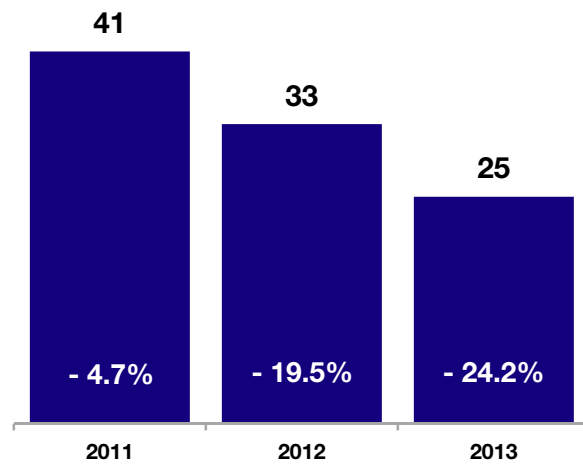


# Closed Sales

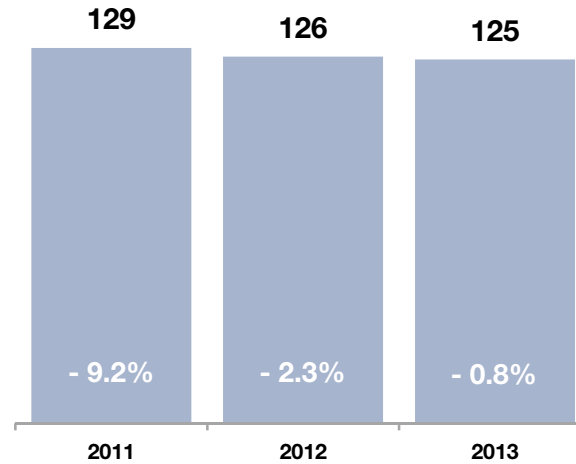
A count of the actual sales that closed in a given month.



## April

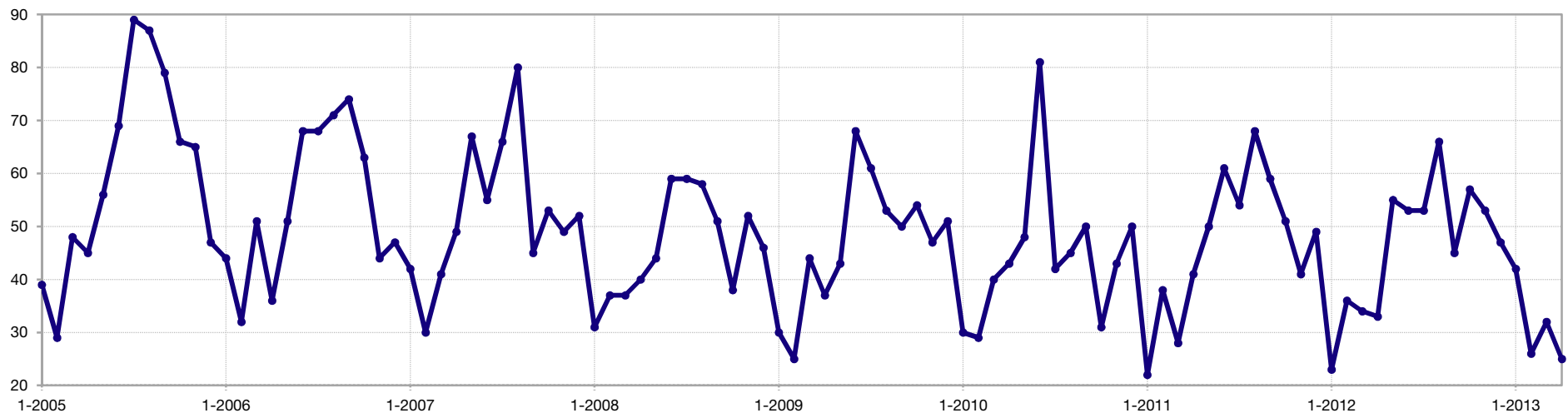


## Year to Date



Closed Sales		Prior Year	Percent Change
May 2012	55	50	+10.0%
June 2012	53	61	-13.1%
July 2012	53	54	-1.9%
August 2012	66	68	-2.9%
September 2012	45	59	-23.7%
October 2012	57	51	+11.8%
November 2012	53	41	+29.3%
December 2012	47	49	-4.1%
January 2013	42	23	+82.6%
February 2013	26	36	-27.8%
March 2013	32	34	-5.9%
<b>April 2013</b>	<b>25</b>	<b>33</b>	<b>-24.2%</b>
12-Month Avg	46	47	-2.1%

## Historical Closed Sales by Month

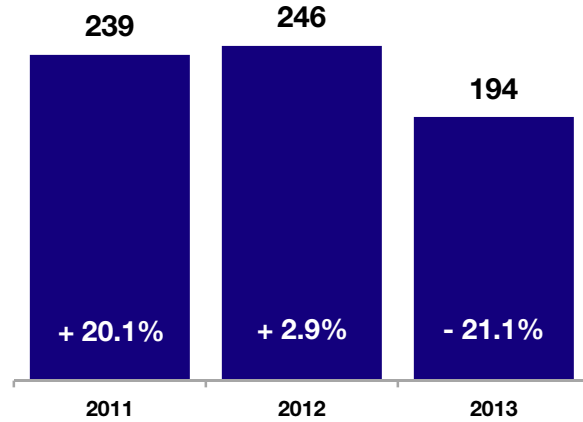


# Days on Market Until Sale

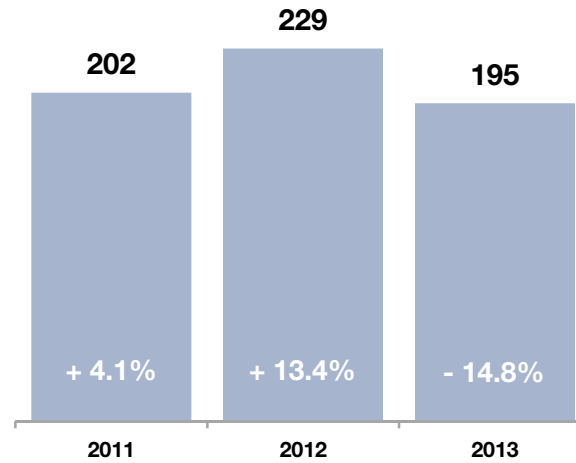
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



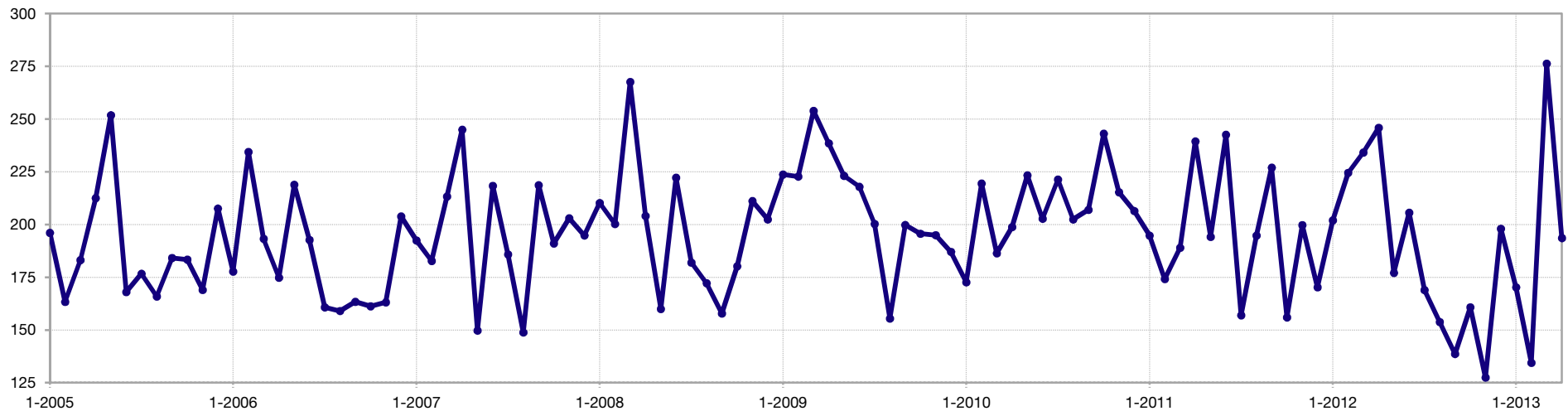
## Year to Date



Days on Market	Prior Year	Percent Change	
May 2012	177	194	-8.8%
June 2012	206	243	-15.2%
July 2012	169	157	+7.6%
August 2012	154	195	-21.0%
September 2012	139	227	-38.8%
October 2012	161	156	+3.2%
November 2012	127	200	-36.5%
December 2012	198	170	+16.5%
January 2013	170	202	-15.8%
February 2013	134	225	-40.4%
March 2013	276	234	+17.9%
<b>April 2013</b>	<b>194</b>	<b>246</b>	<b>-21.1%</b>
12-Month Avg*	172	202	-14.9%

\* Average Days on Market of all properties from May 2012 through April 2013. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

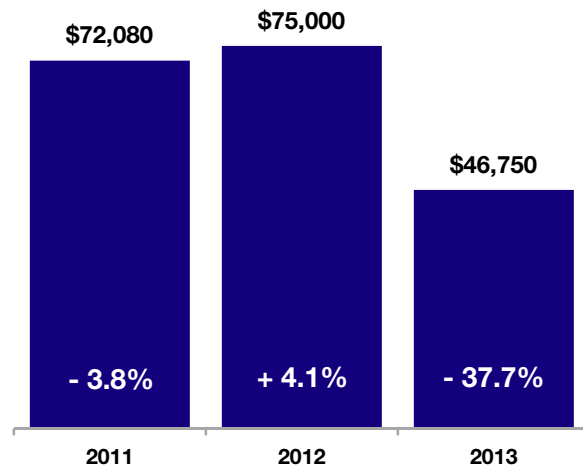


# Median Sales Price

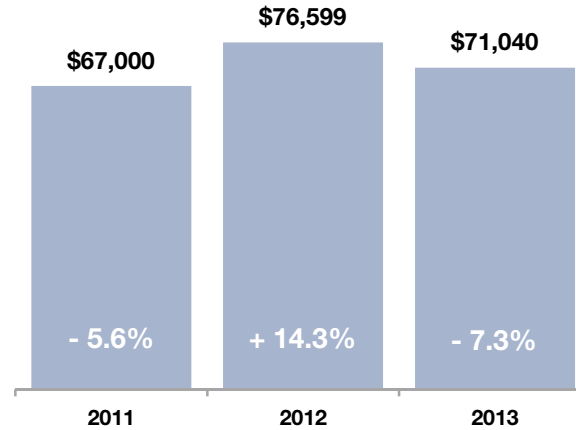
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



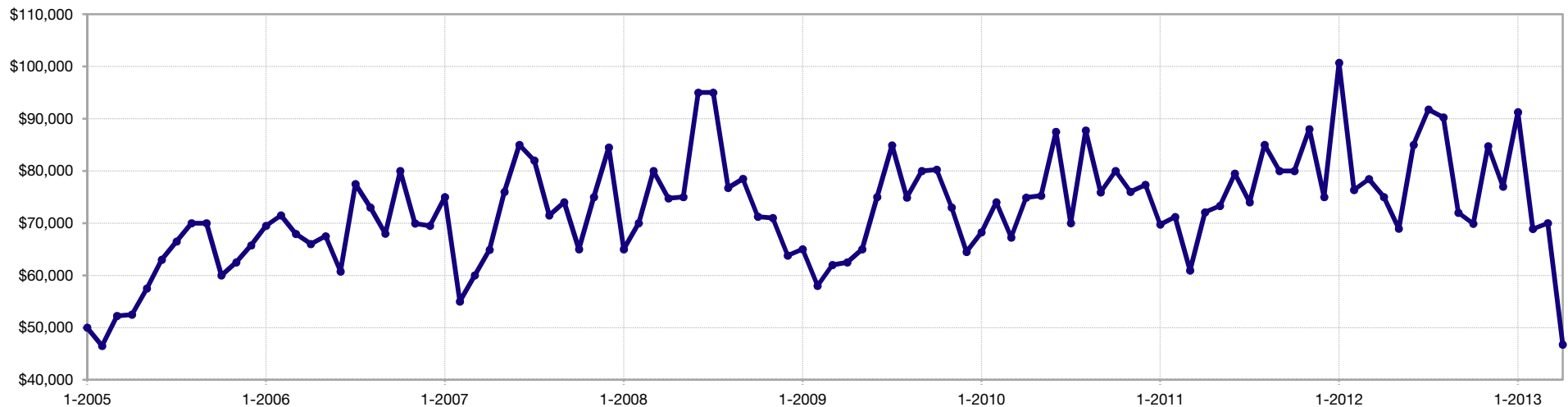
## Year to Date



Median Sales Price	Prior Year	Percent Change
May 2012	\$68,950	\$73,300 -5.9%
June 2012	\$85,000	\$79,500 +6.9%
July 2012	\$91,751	\$74,000 +24.0%
August 2012	\$90,250	\$85,000 +6.2%
September 2012	\$72,000	\$80,000 -10.0%
October 2012	\$69,900	\$80,000 -12.6%
November 2012	\$84,750	\$88,000 -3.7%
December 2012	\$77,000	\$75,000 +2.7%
January 2013	\$91,250	\$100,700 -9.4%
February 2013	\$68,900	\$76,349 -9.8%
March 2013	\$70,000	\$78,457 -10.8%
<b>April 2013</b>	<b>\$46,750</b>	<b>\$75,000 -37.7%</b>
12-Month Med*	\$79,840	\$78,000 +2.4%

\* Median Sales Price of all properties from May 2012 through April 2013. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

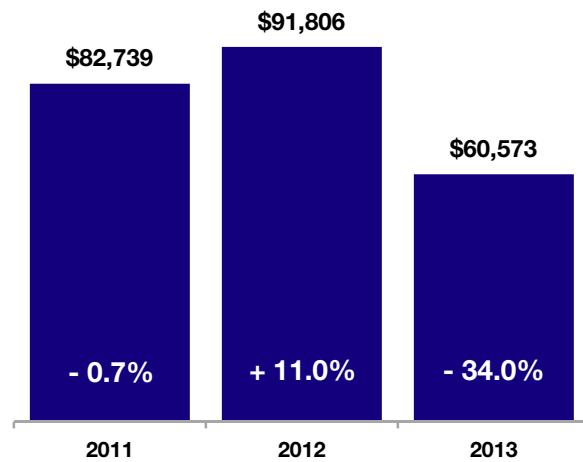


# Average Sales Price

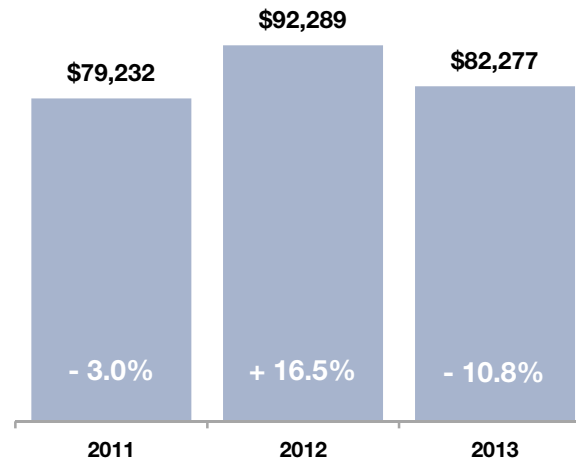
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



	Average Sales Price	Prior Year	Percent Change
May 2012	\$80,081	\$85,180	-6.0%
June 2012	\$99,552	\$89,761	+10.9%
July 2012	\$104,562	\$91,567	+14.2%
August 2012	\$96,596	\$87,958	+9.8%
September 2012	\$104,384	\$91,245	+14.4%
October 2012	\$84,595	\$99,775	-15.2%
November 2012	\$85,179	\$98,814	-13.8%
December 2012	\$95,029	\$87,902	+8.1%
January 2013	\$100,646	\$110,999	-9.3%
February 2013	\$73,951	\$83,489	-11.4%
March 2013	\$81,631	\$89,418	-8.7%
<b>April 2013</b>	<b>\$60,573</b>	<b>\$91,806</b>	<b>-34.0%</b>
12-Month Avg*	\$90,965	\$91,447	-0.5%

\* Average Sales Price of all properties from May 2012 through April 2013. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



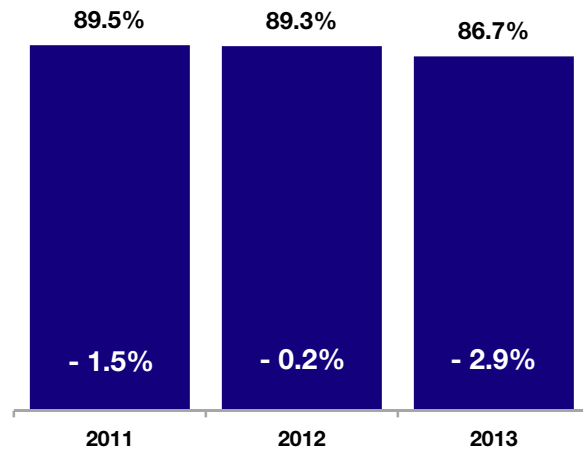


# Percent of List Price Received

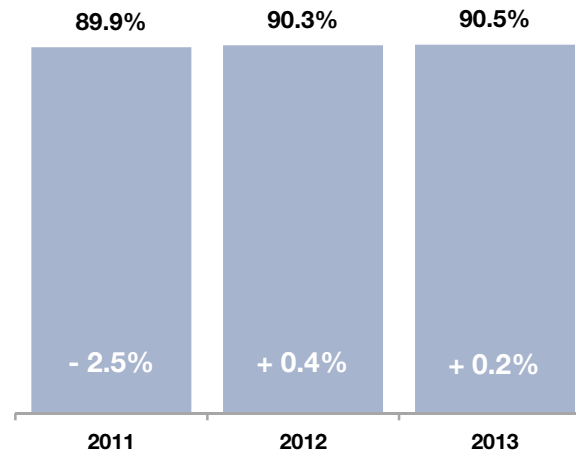


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## April



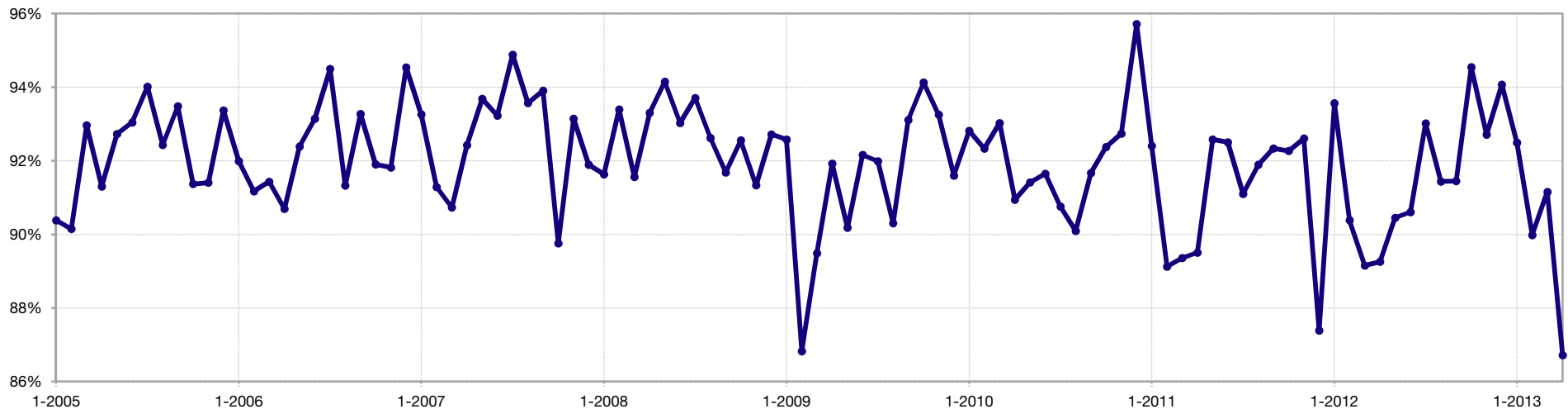
## Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
May 2012	90.5%	92.6%	-2.3%
June 2012	90.6%	92.5%	-2.1%
July 2012	93.0%	91.1%	+2.1%
August 2012	91.4%	91.9%	-0.5%
September 2012	91.4%	92.3%	-1.0%
October 2012	94.5%	92.3%	+2.4%
November 2012	92.7%	92.6%	+0.1%
December 2012	94.1%	87.4%	+7.7%
January 2013	92.5%	93.6%	-1.2%
February 2013	90.0%	90.4%	-0.4%
March 2013	91.2%	89.2%	+2.2%
<b>April 2013</b>	<b>86.7%</b>	<b>89.3%</b>	<b>-2.9%</b>
12-Month Avg*	91.9%	91.3%	+0.7%

\* Average Pct. of List Price Received for all properties from May 2012 through April 2013. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

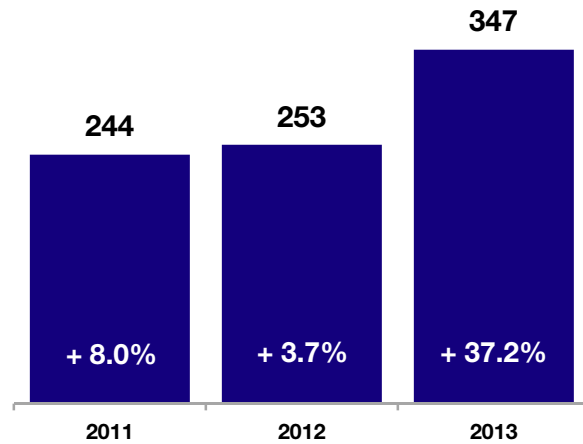


# Housing Affordability Index

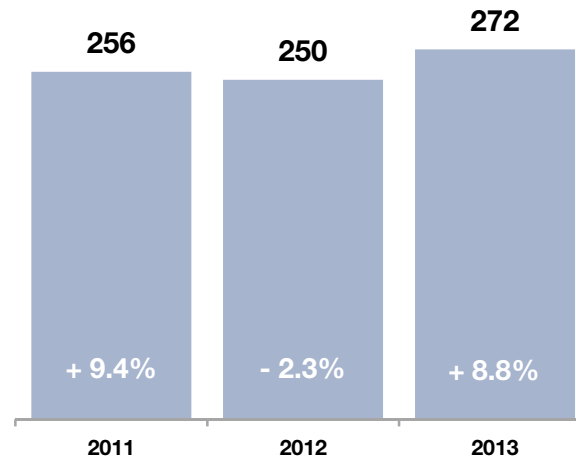
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

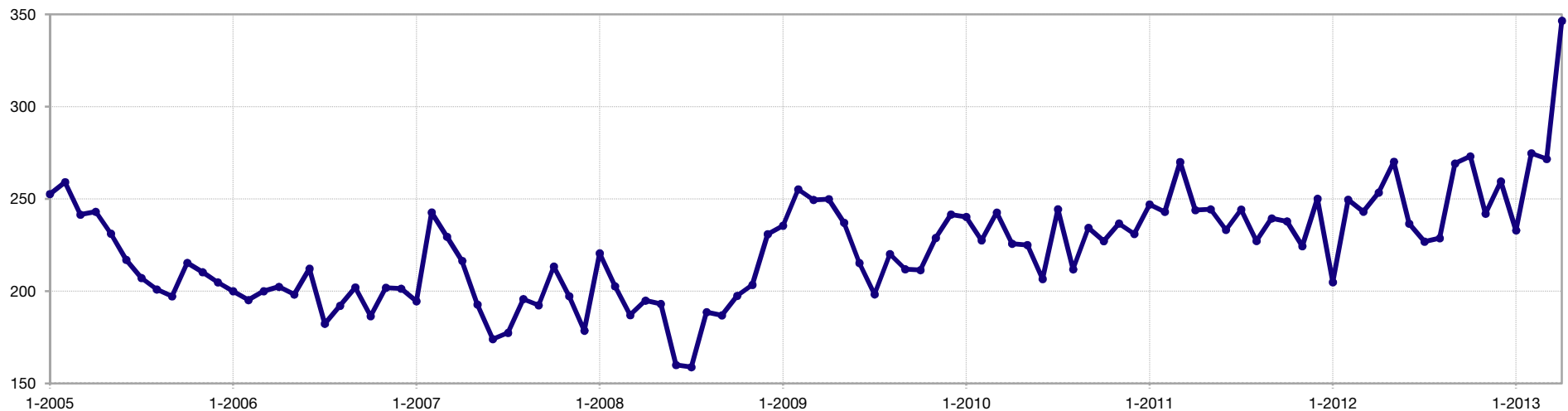


## Year to Date



	Affordability Index	Prior Year	Percent Change
May 2012	270	244	+10.7%
June 2012	237	233	+1.7%
July 2012	227	244	-7.0%
August 2012	229	227	+0.9%
September 2012	269	239	+12.6%
October 2012	273	238	+14.7%
November 2012	242	224	+8.0%
December 2012	260	250	+4.0%
January 2013	233	205	+13.7%
February 2013	275	250	+10.0%
March 2013	272	243	+11.9%
<b>April 2013</b>	<b>347</b>	<b>253</b>	<b>+37.2%</b>
12-Month Avg	261	238	+9.8%

## Historical Housing Affordability Index by Month

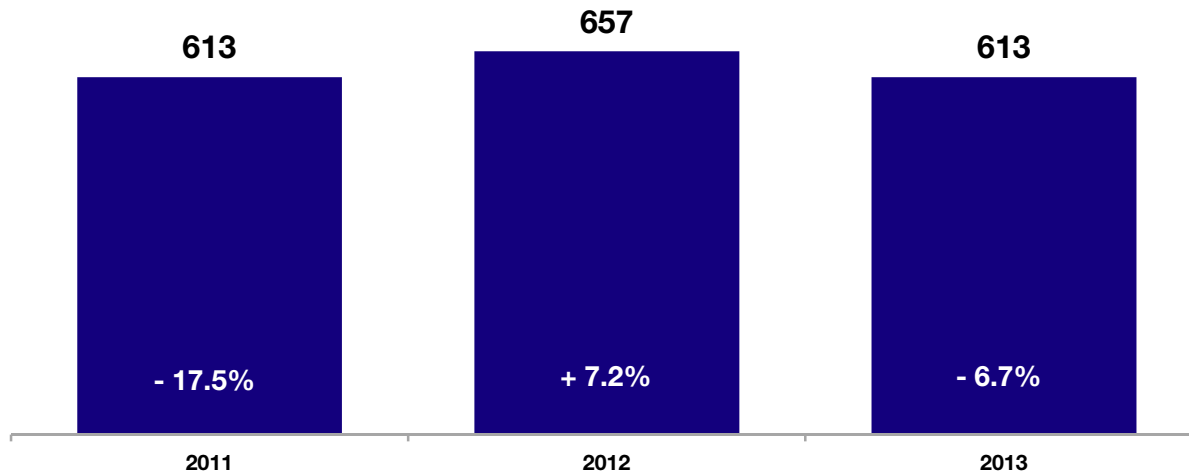


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

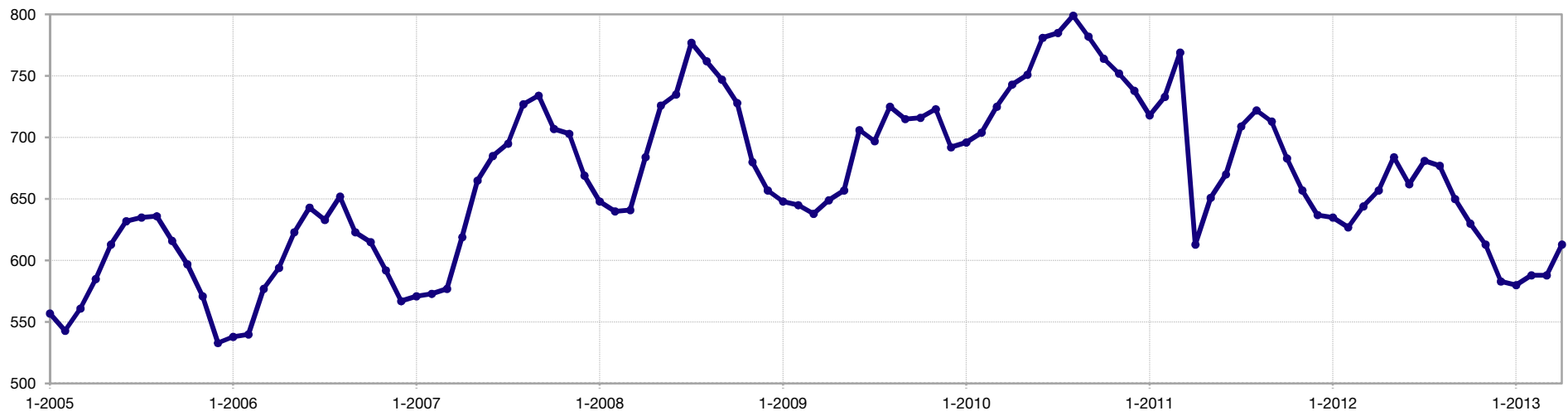


## April



Homes for Sale		Prior Year	Percent Change
May 2012	684	651	+5.1%
June 2012	662	670	-1.2%
July 2012	681	709	-3.9%
August 2012	677	722	-6.2%
September 2012	650	713	-8.8%
October 2012	630	683	-7.8%
November 2012	613	657	-6.7%
December 2012	583	637	-8.5%
January 2013	580	635	-8.7%
February 2013	588	627	-6.2%
March 2013	588	644	-8.7%
<b>April 2013</b>	<b>613</b>	<b>657</b>	<b>-6.7%</b>
12-Month Avg	629	667	-5.7%

## Historical Inventory of Homes for Sale by Month

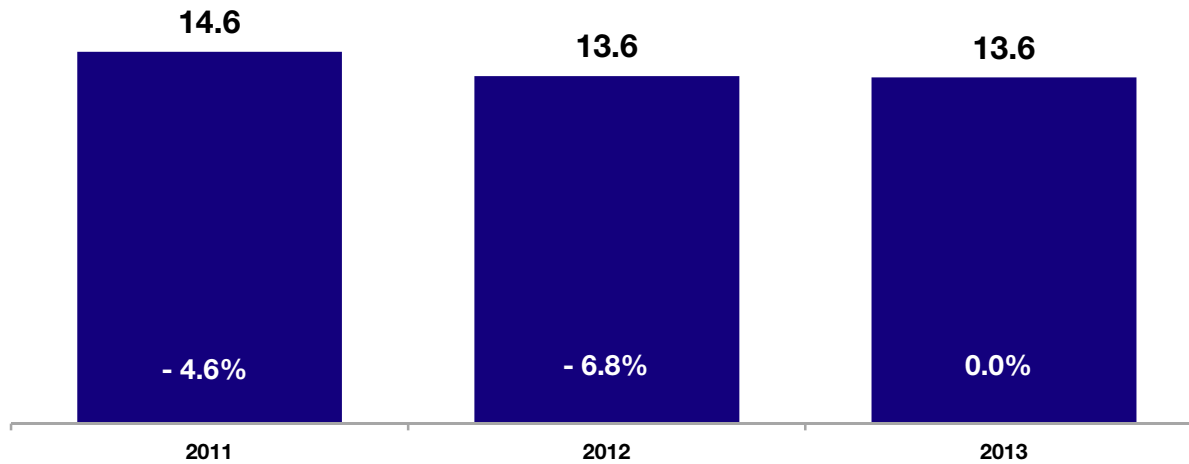


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## April



Months Supply	Prior Year	Percent Change	
May 2012	14.4	15.4	-6.5%
June 2012	13.7	15.4	-11.0%
July 2012	14.4	16.1	-10.6%
August 2012	14.3	15.7	-8.9%
September 2012	13.9	15.5	-10.3%
October 2012	13.4	14.7	-8.8%
November 2012	13.0	14.1	-7.8%
December 2012	12.4	13.5	-8.1%
January 2013	12.4	13.5	-8.1%
February 2013	13.0	13.2	-1.5%
March 2013	13.1	13.3	-1.5%
<b>April 2013</b>	<b>13.6</b>	<b>13.6</b>	<b>0.0%</b>
12-Month Avg	13.5	14.5	-6.9%

## Historical Months Supply of Inventory by Month

