

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE HONOLULU BOARD OF REALTORS®



## October 2011

### Quick Facts

**- 3.5%**      **- 9.0%**      **+ 0.6%**

Change in  
Closed Sales  
All Properties

Change in  
Closed Sales  
Single-Family Only

Change in  
Closed Sales  
Condo Only

- Single-Family Market Overview **2**
- Condo Market Overview **3**
- Closed Sales **4**
- Median Sales Price **5**
- Average Sales Price **6**
- New Listings **7**
- Pending Sales **8**
- Days On Market Until Sale **9**
- Percent of List Price Received **10**
- Housing Affordability Index **11**
- Inventory of Homes for Sale **12**
- Months Supply of Inventory **13**

[Click on desired metric to jump to that page.](#)

# Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



Historical Sparklines		10-2010	10-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>New Listings</b>		403	355	- 11.9%	4,640	4,255	- 8.3%
<b>Pending Sales</b>		281	286	+ 1.8%	2,671	2,622	- 1.8%
<b>Closed Sales</b>		245	223	- 9.0%	2,497	2,429	- 2.7%
<b>Days on Market Until Sale</b>		35	45	+ 28.6%	33	36	+ 9.1%
<b>Median Sales Price</b>		\$592,500	\$579,000	- 2.3%	\$596,500	\$570,000	- 4.4%
<b>Average Sales Price</b>		\$671,512	\$729,970	+ 8.7%	\$713,750	\$704,488	- 1.3%
<b>Percent of Original List Price Received</b>		94.4%	94.8%	+ 0.5%	95.4%	95.1%	- 0.3%
<b>Housing Affordability Index</b>		67	72	+ 8.0%	66	73	+ 10.2%
<b>Inventory of Homes for Sale</b>		1,722	1,419	- 17.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.7	5.6	- 16.8%	--	--	--

# Condo Market Overview



Key market metrics for the current month and year-to-date figures for **Townhouse-Condo Properties Only**.

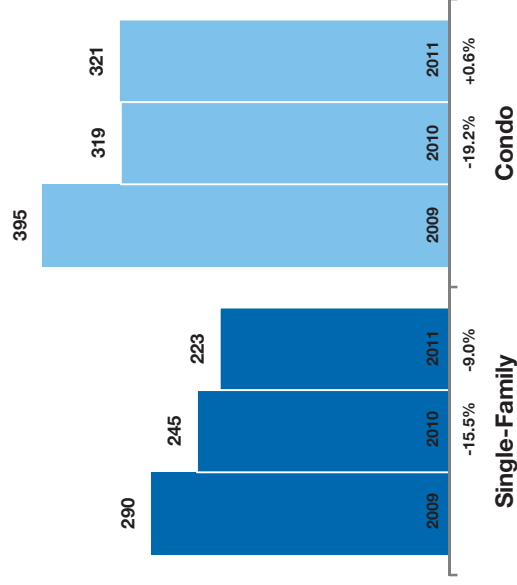
Historical Sparklines		10-2010	10-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>New Listings</b>		513	529	+ 3.1%	6,063	5,706	- 5.9%
<b>Pending Sales</b>		305	368	+ 20.7%	3,422	3,591	+ 4.9%
<b>Closed Sales</b>		319	321	+ 0.6%	3,308	3,356	+ 1.5%
<b>Days on Market Until Sale</b>		32	38	+ 18.8%	32	40	+ 25.0%
<b>Median Sales Price</b>		\$300,000	\$305,000	+ 1.7%	\$305,000	\$302,790	- 0.7%
<b>Average Sales Price</b>		\$350,742	\$376,651	+ 7.4%	\$355,254	\$359,493	+ 1.2%
<b>Percent of Original List Price Received</b>		94.8%	94.9%	+ 0.1%	95.0%	94.7%	- 0.3%
<b>Housing Affordability Index</b>		124	130	+ 4.0%	123	130	+ 6.1%
<b>Inventory of Homes for Sale</b>		2,283	1,821	- 20.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.8	5.3	- 21.1%	--	--	--

# Closed Sales

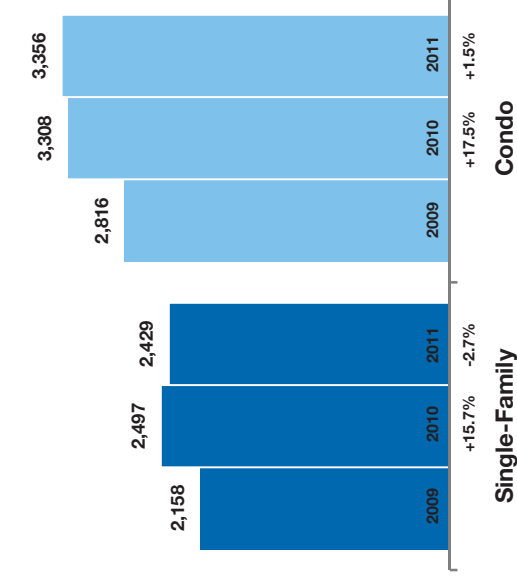
A count of the actual sales that have closed in a given month.



## October

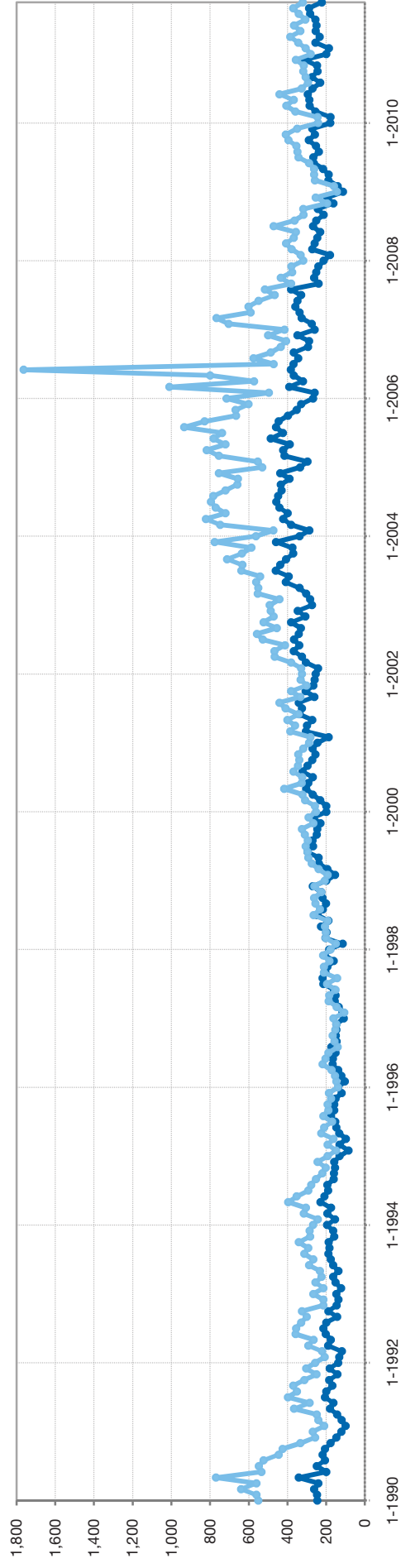


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	248	- 3.9%	316	- 22.5%
12-2010	312	+ 14.7%	357	+ 2.0%
1-2011	200	+ 11.7%	280	+ 15.7%
2-2011	186	+ 5.1%	306	+ 25.4%
3-2011	255	0.0%	345	- 4.2%
4-2011	233	- 18.2%	386	- 4.9%
5-2011	254	- 11.5%	333	- 9.5%
6-2011	250	- 15.3%	366	- 17.2%
7-2011	256	- 5.2%	307	- 6.1%
8-2011	283	+ 22.5%	342	+ 16.3%
9-2011	289	+ 5.9%	370	+ 20.9%
10-2011	223	- 9.0%	321	+ 0.6%
<b>Total</b>	<b>2,989</b>	<b>- 1.3%</b>	<b>4,029</b>	<b>- 0.9%</b>

## Historical Closed Sales Activity

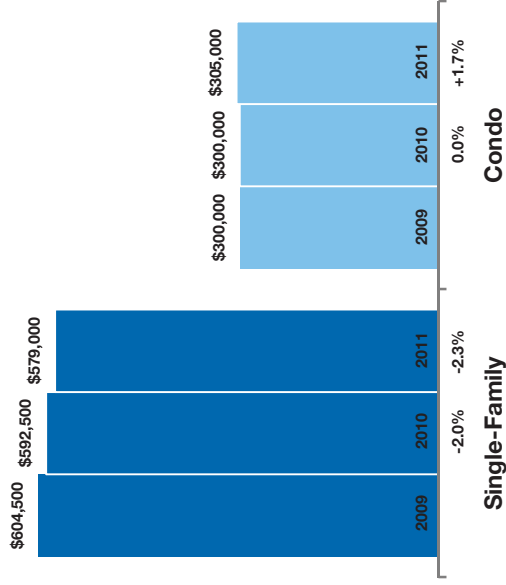


# Median Sales Price

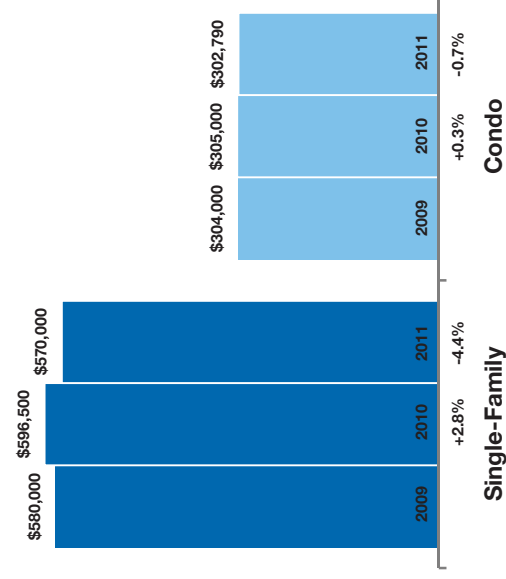
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

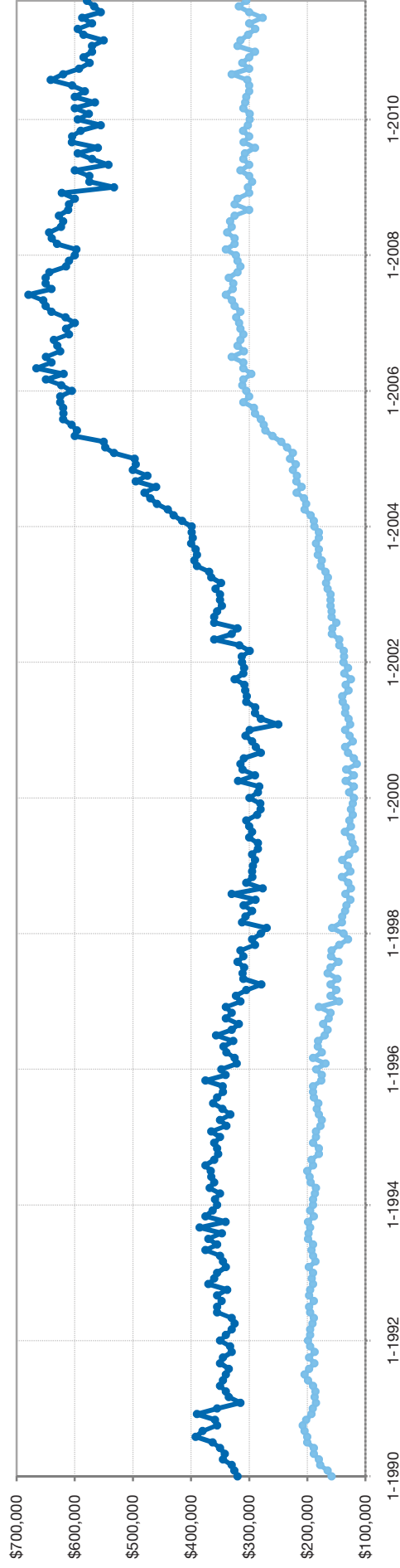


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	\$574,500	-2.6%	\$312,000	+0.5%
12-2010	\$585,000	+5.4%	\$300,000	-0.8%
1-2011	\$570,000	-4.2%	\$290,000	-3.0%
2-2011	\$570,000	-1.0%	\$320,000	+7.0%
3-2011	\$550,000	-8.3%	\$315,000	+1.6%
4-2011	\$585,000	+3.5%	\$302,000	-1.6%
5-2011	\$595,000	-0.8%	\$289,500	-5.1%
6-2011	\$570,000	-2.1%	\$300,000	0.0%
7-2011	\$587,250	-2.9%	\$277,000	-7.7%
8-2011	\$555,000	-13.5%	\$300,000	-1.0%
9-2011	\$566,500	-8.6%	\$318,000	-3.6%
10-2011	\$579,000	-2.3%	\$305,000	+1.7%
<b>Median</b>	<b>\$574,250</b>	<b>-2.7%</b>	<b>\$304,000</b>	<b>-0.3%</b>

## Historical Median Sales Price

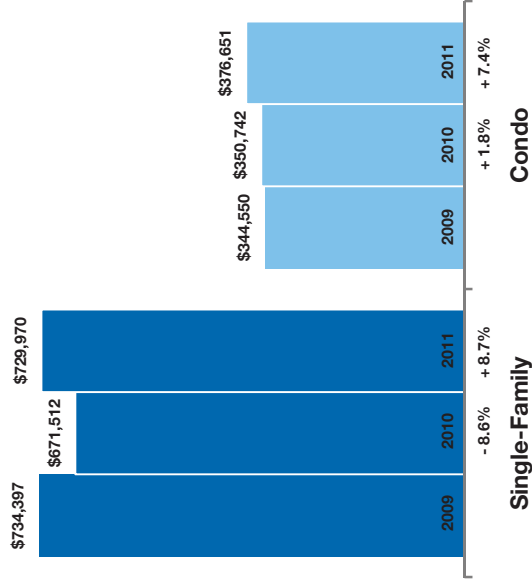


# Average Sales Price

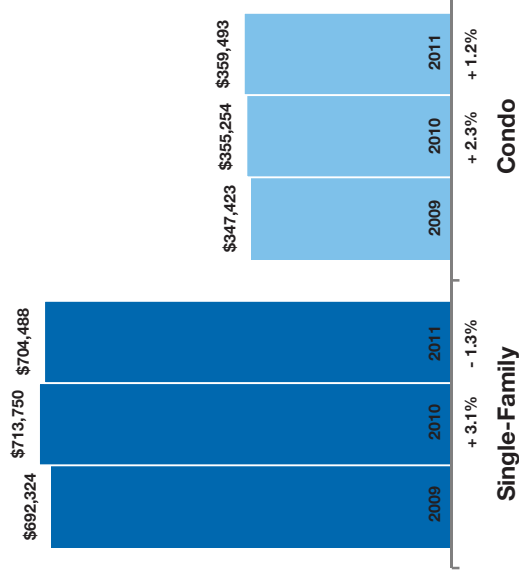
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

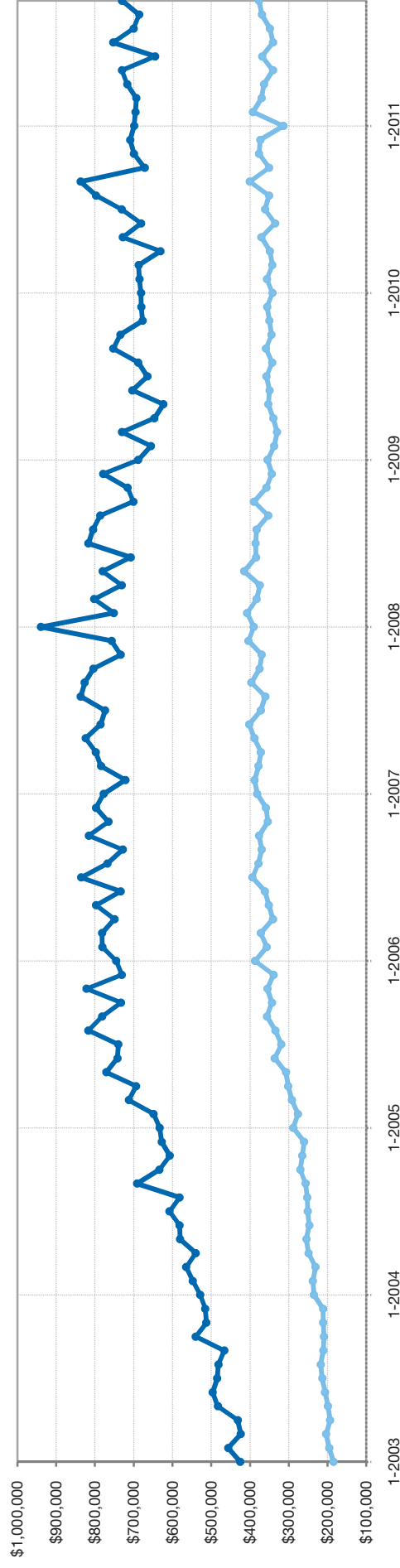


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	\$699,299	+3.3%	\$376,686	+7.6%
12-2010	\$708,973	+4.2%	\$373,694	+5.0%
1-2011	\$699,019	+2.6%	\$314,216	-8.2%
2-2011	\$695,600	+1.5%	\$392,424	+10.1%
3-2011	\$692,976	+0.8%	\$370,284	+8.1%
4-2011	\$716,664	+13.6%	\$364,090	+4.5%
5-2011	\$730,157	+0.3%	\$340,877	-8.0%
6-2011	\$644,582	-5.3%	\$368,659	+10.0%
7-2011	\$752,898	+3.0%	\$340,631	-5.7%
8-2011	\$700,278	-12.1%	\$348,604	-0.7%
9-2011	\$685,907	-18.1%	\$369,487	-7.7%
10-2011	\$729,970	+8.7%	\$376,651	+7.4%
<b>Average</b>	<b>\$704,537</b>	<b>-0.4%</b>	<b>\$362,065</b>	<b>+2.0%</b>

## Historical Average Sales Price

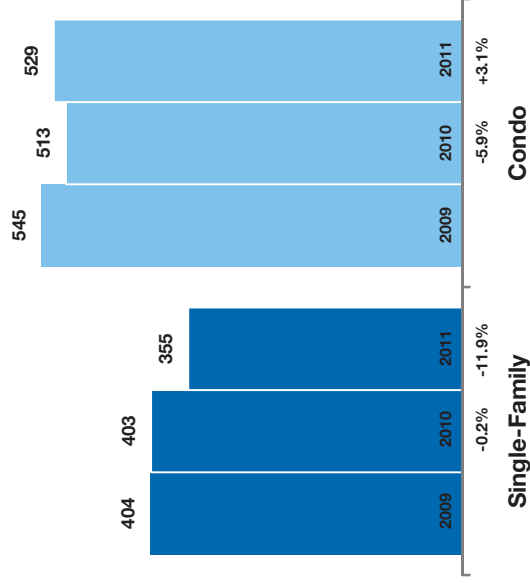


# New Listings

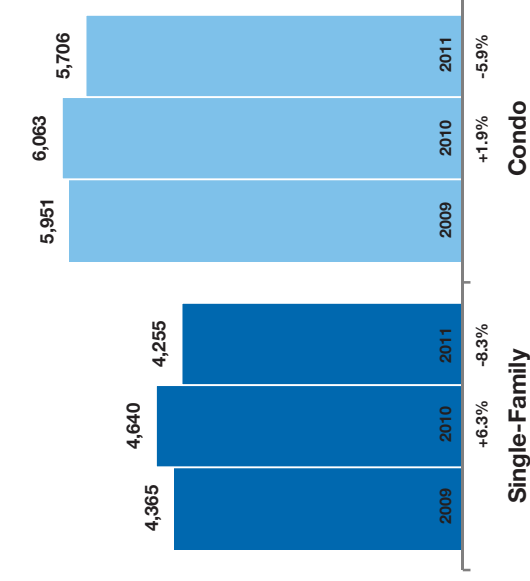
A count of the properties that have been newly listed on the market in a given month.



## October

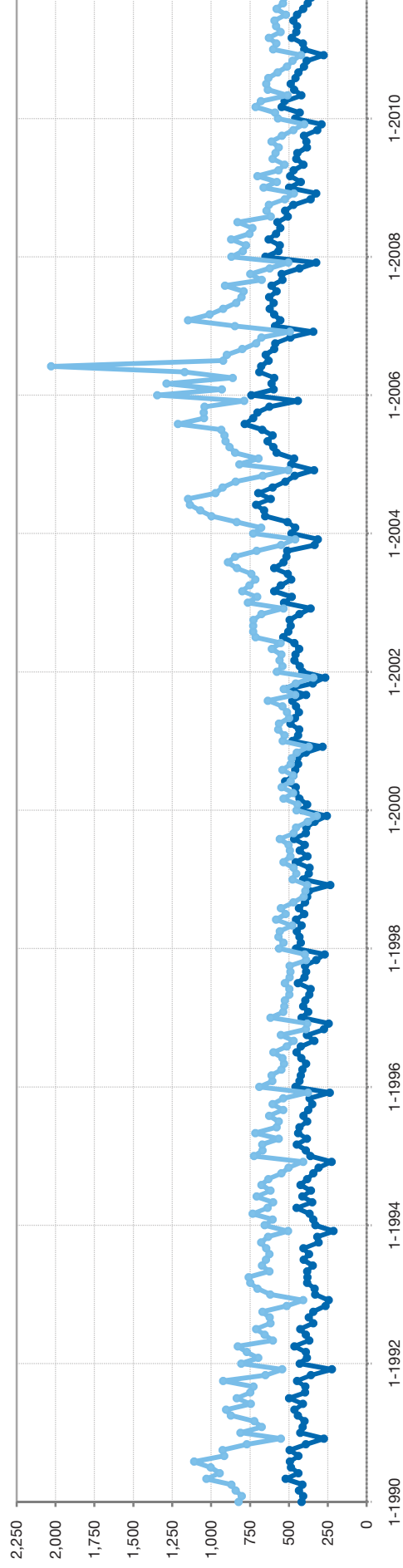


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	386	+21.8%	476	+0.8%
12-2010	276	-5.2%	422	+5.0%
1-2011	401	-12.8%	601	+5.4%
2-2011	410	-4.9%	581	-1.4%
3-2011	481	-12.1%	628	-12.2%
4-2011	452	-14.4%	554	-18.5%
5-2011	448	+6.7%	583	+14.5%
6-2011	472	+1.3%	592	-6.9%
7-2011	448	-8.2%	519	-19.7%
8-2011	409	-10.7%	580	-8.4%
9-2011	379	-13.7%	539	-5.8%
10-2011	355	-11.9%	529	+3.1%
<b>Average</b>	<b>4,917</b>	<b>-6.3%</b>	<b>6,604</b>	<b>-4.8%</b>

## Historical New Listing Activity

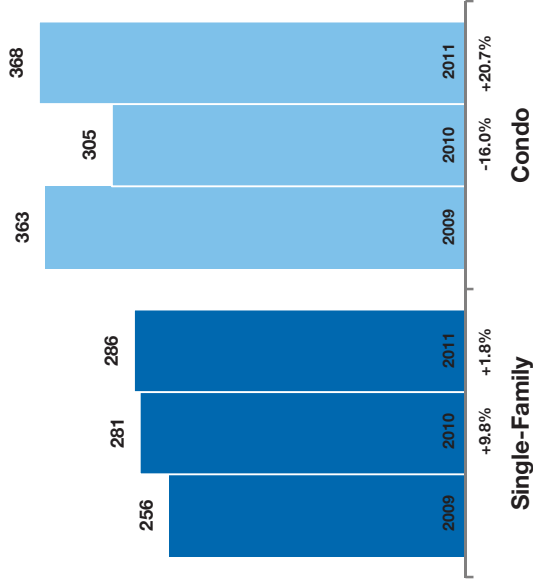


# Pending Sales

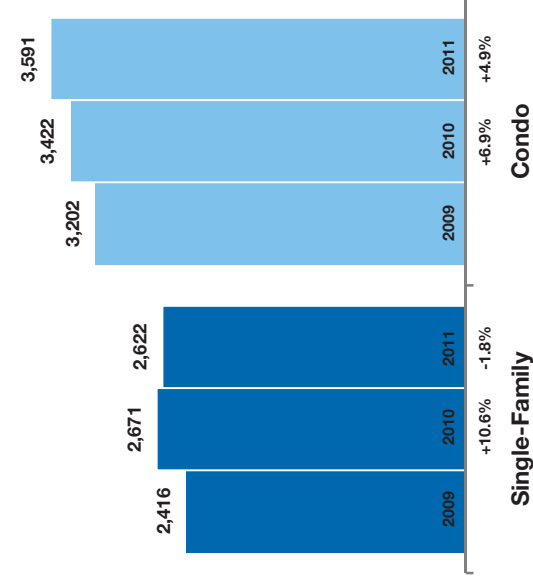
A count of the properties on which contracts have been accepted in a given month.



## October

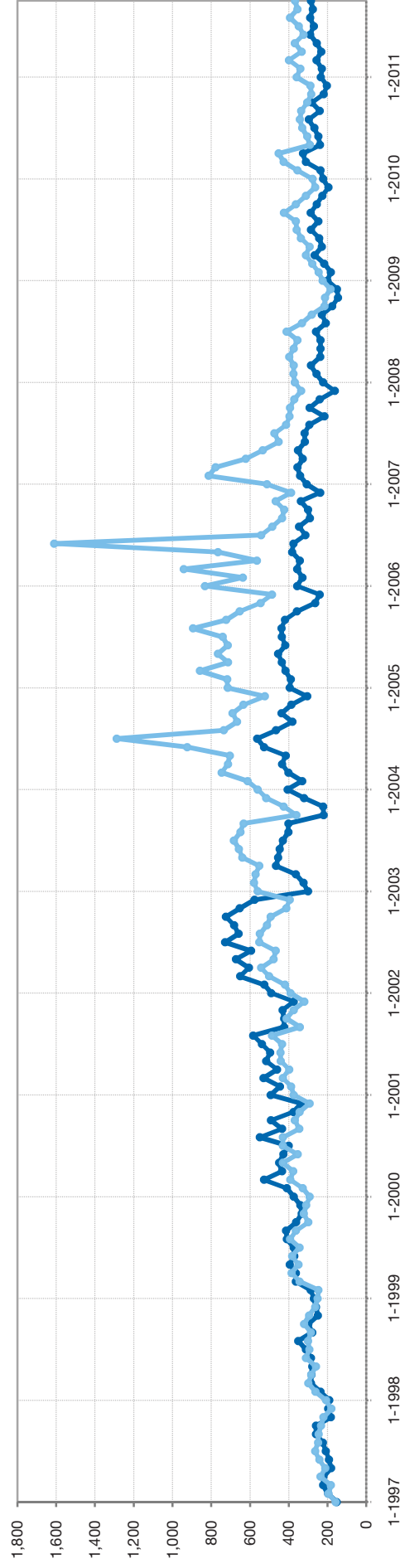


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	220	-3.1%	284	-9.0%
12-2010	203	+4.1%	288	+9.1%
1-2011	235	+5.4%	360	+29.5%
2-2011	229	-3.0%	340	-4.2%
3-2011	257	-17.6%	399	-6.3%
4-2011	232	-29.1%	334	-26.1%
5-2011	256	+7.1%	369	+26.8%
6-2011	290	+16.9%	324	+6.2%
7-2011	271	+1.1%	348	+5.1%
8-2011	290	-2.4%	394	+14.9%
9-2011	276	+15.0%	355	+5.7%
10-2011	286	+1.8%	368	+20.7%
<b>Average</b>	<b>3,045</b>	<b>-1.6%</b>	<b>4,163</b>	<b>+4.1%</b>

## Historical Pending Sales Activity

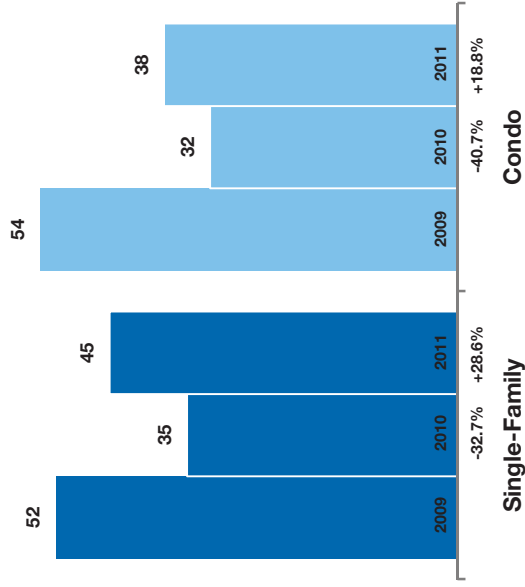


# Days on Market Until Sale

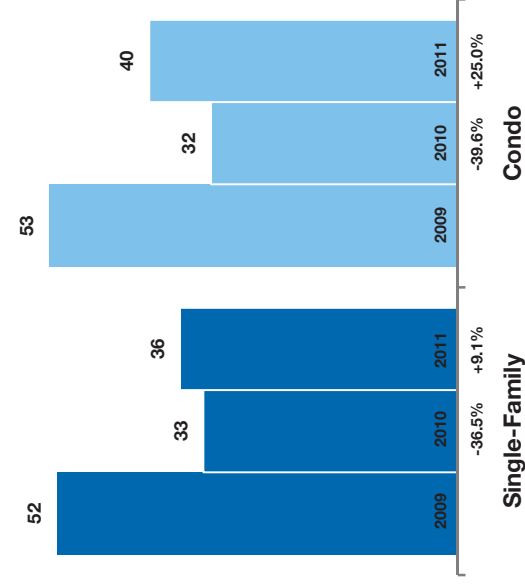
Average number of days between when a property is first listed and when an offer is accepted in a given month.



## October

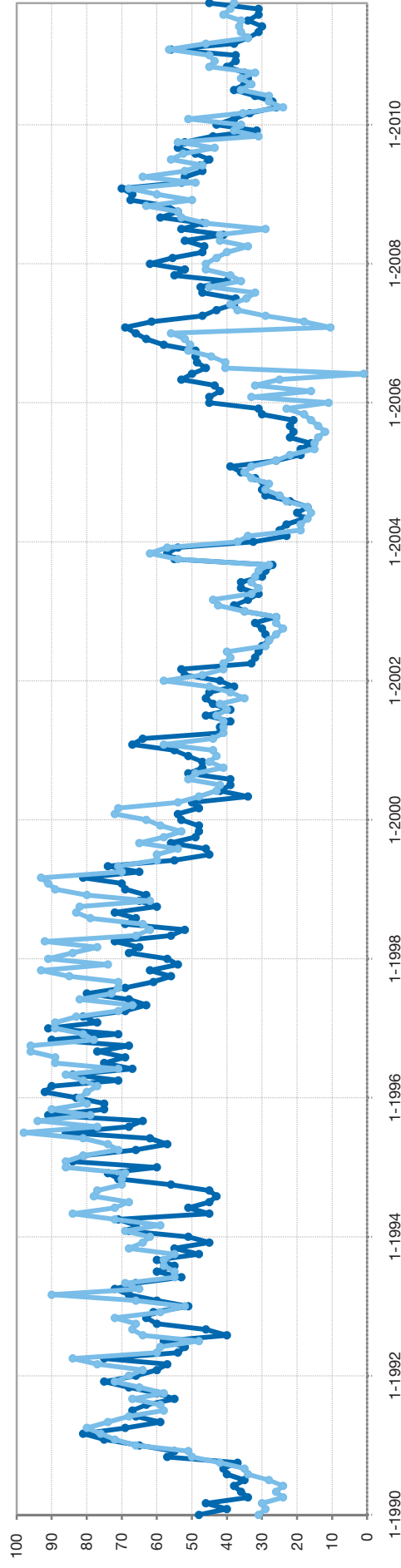


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	40	-9.1%	45	+45.2%
12-2010	38	+19.0%	44	+14.5%
1-2011	38	-12.8%	45	+25.0%
2-2011	56	+47.4%	57	+10.8%
3-2011	38	+13.4%	46	+29.6%
4-2011	34	+30.8%	34	+41.7%
5-2011	31	+14.8%	36	+28.6%
6-2011	30	-6.3%	37	+30.4%
7-2011	34	-10.5%	36	0.0%
8-2011	31	-11.4%	41	+24.2%
9-2011	31	-8.8%	39	+8.3%
10-2011	45	+28.6%	38	+18.8%
<b>Average</b>	<b>36</b>	<b>+5.9%</b>	<b>41</b>	<b>+28.1%</b>

## Historical Days on Market Until Sale

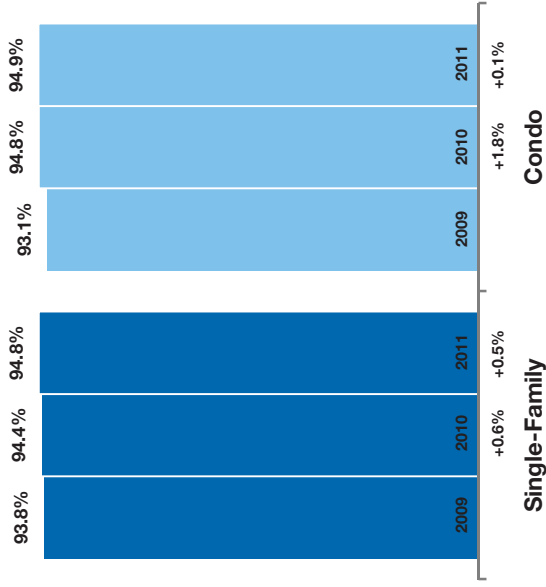


# Percent of Original List Price Received

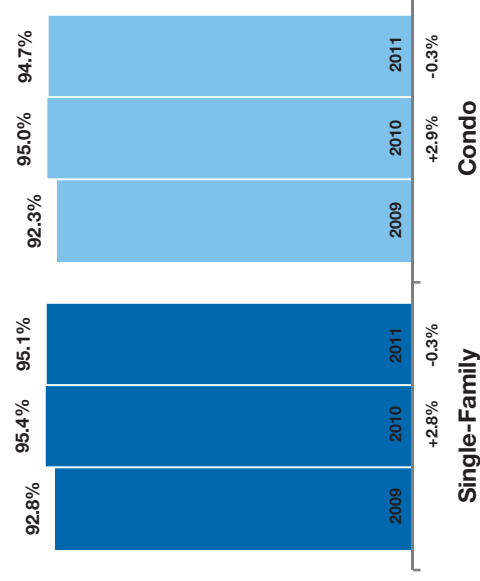
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October

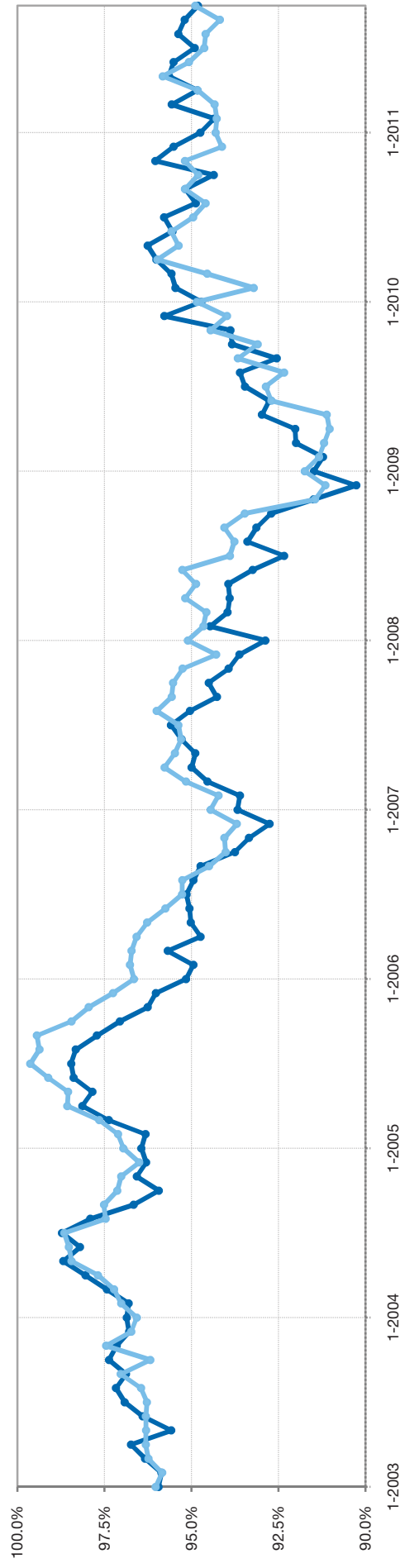


## Year to Date



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	96.0%	+2.3%	95.2%	+0.8%
12-2010	95.5%	-0.3%	94.1%	+0.2%
1-2011	94.7%	+0.0%	94.3%	-0.6%
2-2011	94.4%	-1.2%	94.3%	+1.1%
3-2011	95.6%	-0.0%	94.3%	-0.2%
4-2011	94.8%	-1.2%	94.8%	-1.2%
5-2011	95.6%	-0.6%	95.8%	+0.5%
6-2011	95.5%	-0.0%	95.1%	-0.5%
7-2011	94.9%	-0.9%	94.6%	-0.3%
8-2011	95.4%	+0.5%	94.6%	+0.0%
9-2011	95.2%	+0.0%	94.2%	-1.1%
10-2011	94.8%	+0.5%	94.9%	+0.1%
<b>Average</b>	<b>95.2%</b>	<b>-0.1%</b>	<b>94.7%</b>	<b>-0.2%</b>

## Historical Percent of Original List Price Received

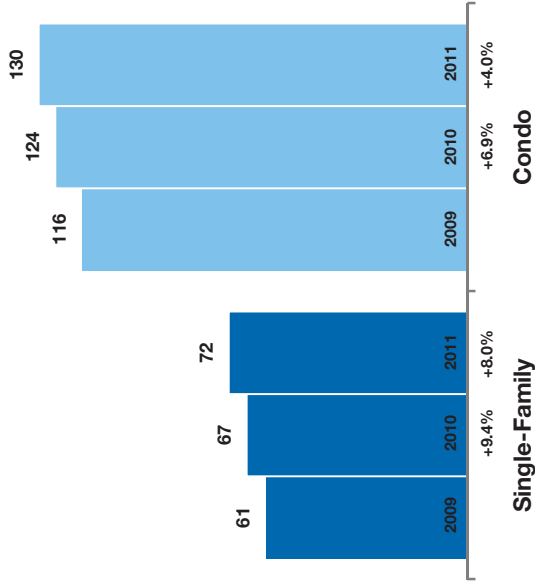


# Housing Affordability Index

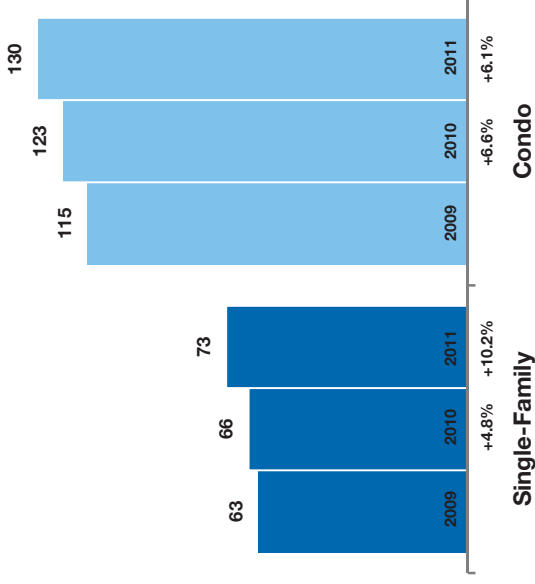


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## October

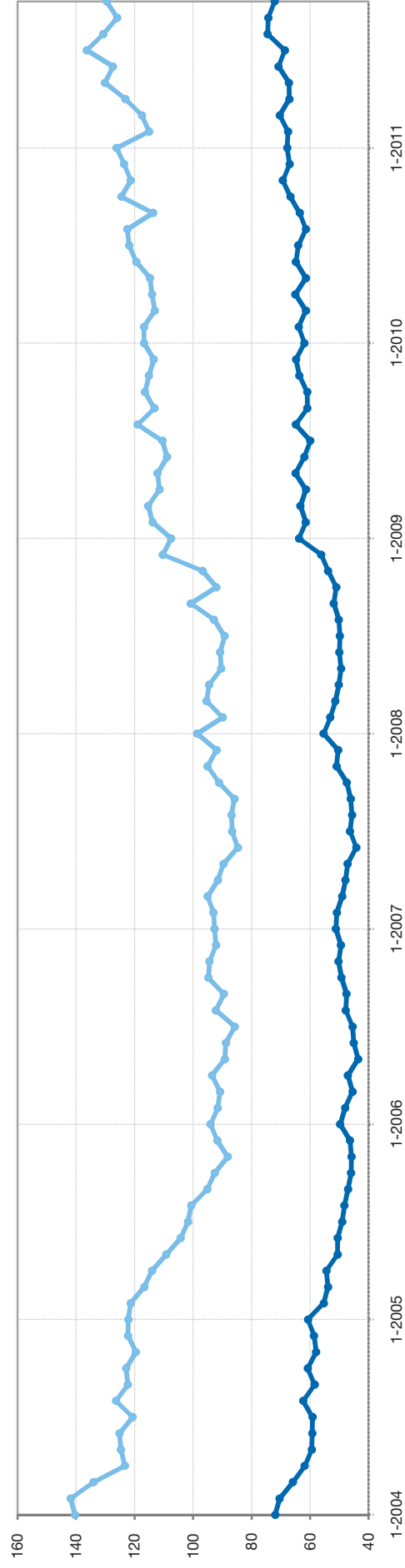


## Year to Date



	Single-Family	Year Change	Condo	Year Change
11-2010	67	+ 8.9%	124	+ 5.4%
12-2010	66	+ 3.3%	122	+ 8.9%
1-2011	68	+ 9.6%	126	+ 8.0%
2-2011	68	+ 5.7%	119	- 1.5%
3-2011	69	+ 14.5%	119	+ 3.9%
4-2011	69	+ 3.2%	121	+ 8.0%
5-2011	69	+ 9.4%	125	+ 13.4%
6-2011	70	+ 9.1%	127	+ 6.7%
7-2011	70	+ 7.2%	128	+ 11.8%
8-2011	73	+ 21.3%	131	+ 6.7%
9-2011	74	+ 16.9%	131	+ 10.8%
10-2011	73	+ 8.0%	130	+ 4.0%
<b>Average</b>	<b>70</b>		<b>125</b>	

## Historical Housing Affordability Index

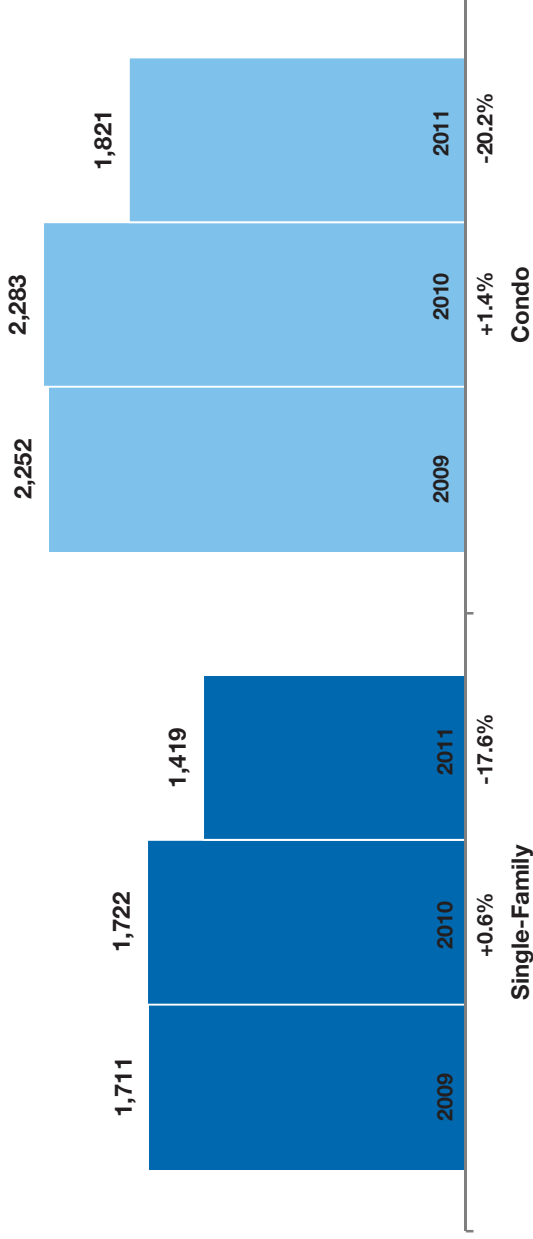


# Inventory of Homes for Sale

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

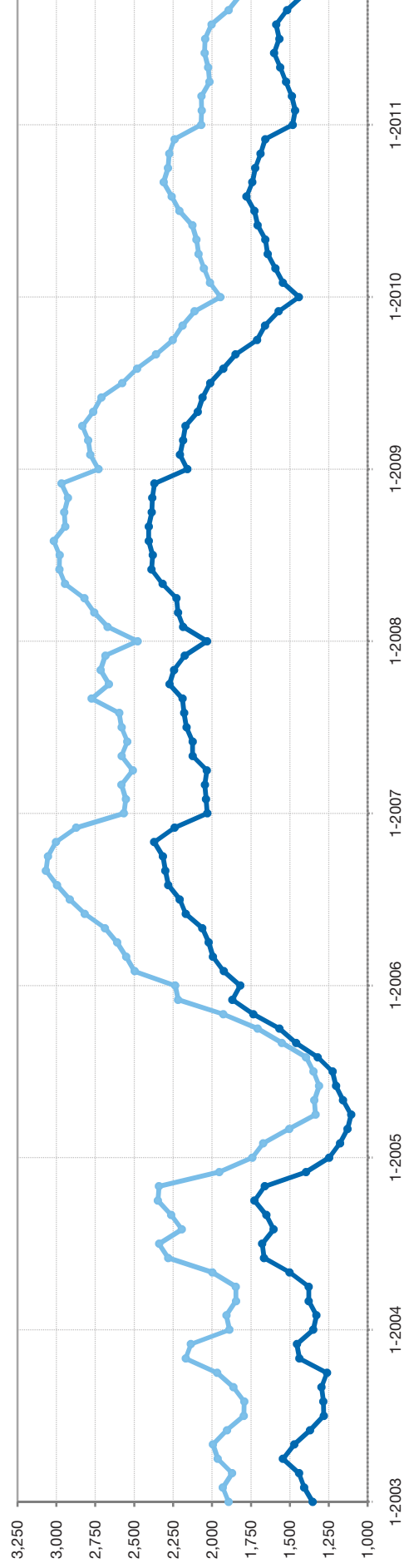


## October



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	1,688	+ 1.7%	2,275	+ 3.9%
12-2010	1,658	+ 5.5%	2,241	+ 6.1%
1-2011	1,482	+ 2.8%	2,070	+ 6.4%
2-2011	1,466	- 5.1%	2,067	+ 2.6%
3-2011	1,487	- 6.7%	2,068	+ 0.8%
4-2011	1,525	- 7.2%	2,016	- 3.4%
5-2011	1,562	- 5.7%	2,025	- 3.6%
6-2011	1,601	- 6.2%	2,048	- 3.7%
7-2011	1,568	- 9.2%	2,044	- 7.5%
8-2011	1,588	- 10.7%	2,003	- 11.3%
9-2011	1,518	- 12.8%	1,894	- 18.0%
10-2011	1,419	- 17.6%	1,821	- 20.2%
<b>Average</b>	<b>1,547</b>	<b>- 6.2%</b>	<b>2,048</b>	<b>- 4.3%</b>

## Historical Inventory of Homes for Sale

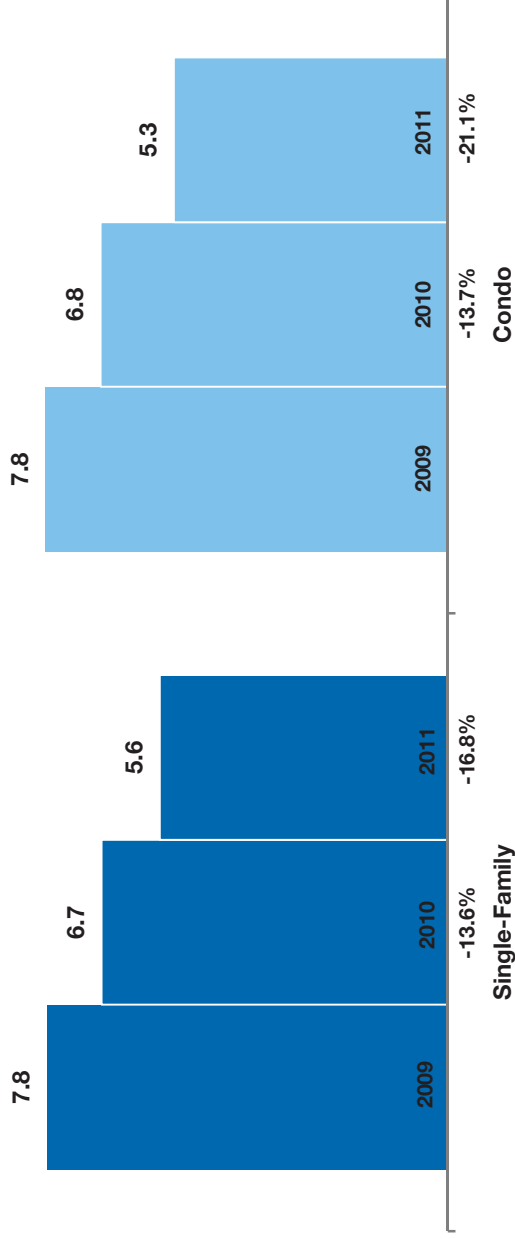


# Months Supply of Inventory

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.

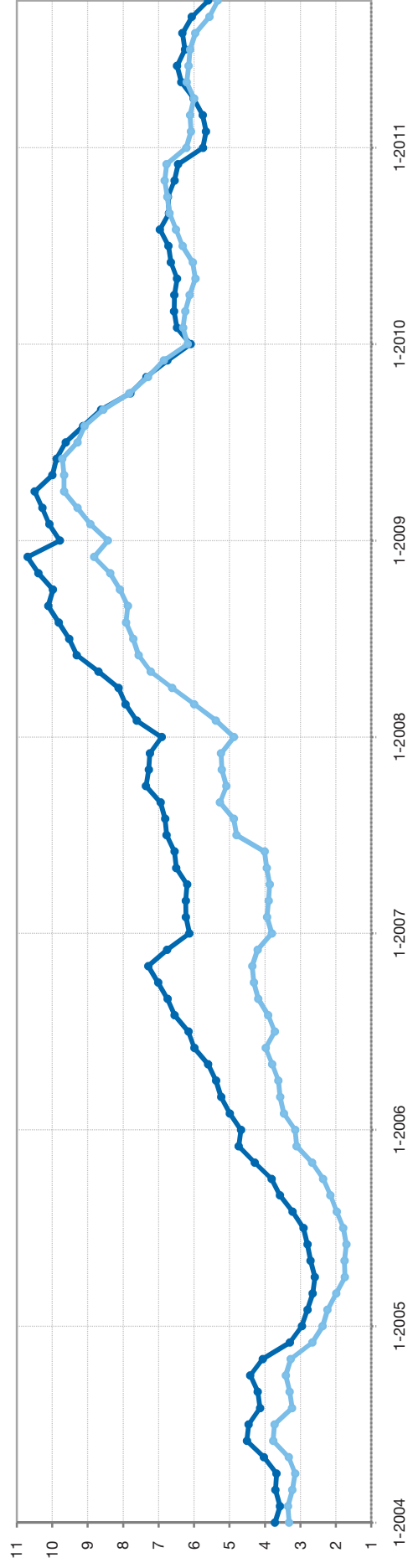


## October



	Single-Family	Year-Over-Year Change	Condo	Year-Over-Year Change
11-2010	6.5	- 10.8%	6.8	- 6.5%
12-2010	6.4	- 4.5%	6.8	- 1.1%
1-2011	5.7	- 5.7%	6.2	+ 0.6%
2-2011	5.7	- 12.6%	6.1	- 3.5%
3-2011	5.8	- 12.3%	6.1	- 2.2%
4-2011	6.0	- 8.3%	6.0	- 2.1%
5-2011	6.4	- 1.9%	6.2	+ 4.1%
6-2011	6.5	- 2.6%	6.2	+ 1.9%
7-2011	6.3	- 6.9%	6.1	- 3.3%
8-2011	6.3	- 9.1%	6.0	- 8.4%
9-2011	6.1	- 9.6%	5.6	- 16.8%
10-2011	5.6	- 16.8%	5.3	- 21.1%
<b>Average</b>	<b>6.1</b>	<b>- 8.5%</b>	<b>6.1</b>	<b>- 5.1%</b>

## Historical Months Supply of Inventory



# Housing Supply Overview



## October 2011

A RESEARCH TOOL PROVIDED BY THE  
**HONOLULU BOARD OF REALTORS®**

## Quick Facts

**5.6**      **5.3**      **5.3**      **6.5**

Months Supply      Months Supply      Months Supply      Months Supply  
**Single-Family**      **Condo**      **Previously Owned**      **New Construction**

Pending Sales      **2**  
Days on Market Until Sale      **4**  
Percent of Original List Price Received      **6**  
Inventory of Homes for Sale      **8**  
Months Supply of Inventory      **10**

[Click on desired metric to jump to that page.](#)



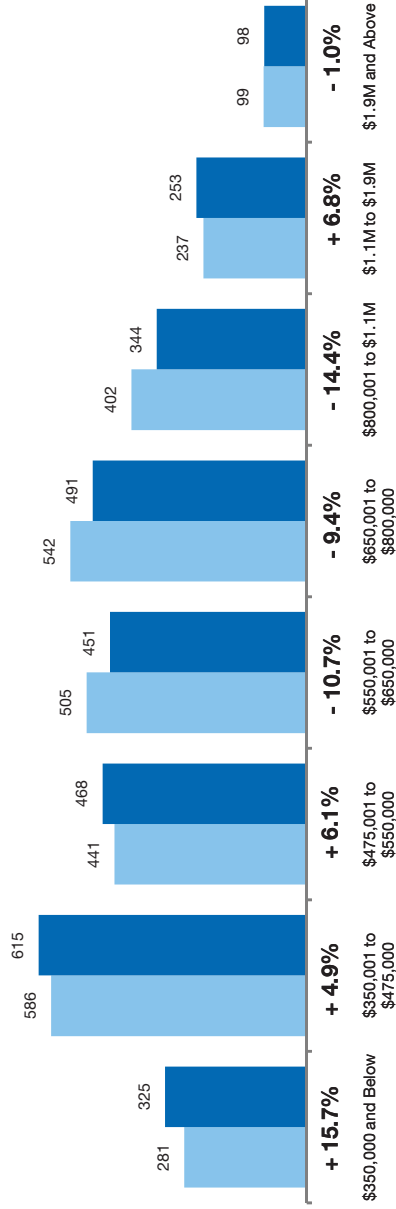
# Pending Sales Single-Family Homes Only

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



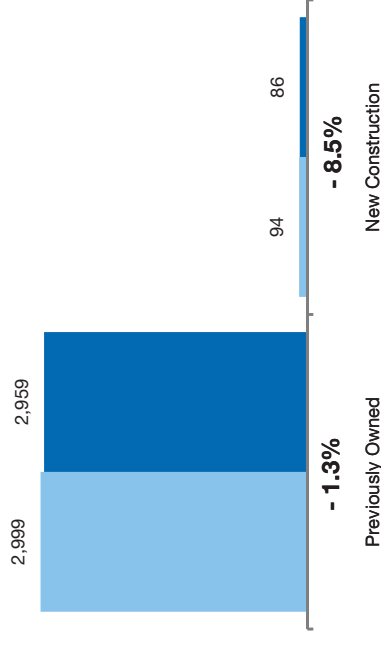
## By Price Range

■ 10-2010 ■ 10-2011



## By Construction Status

■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	281	325	+ 15.7%
\$350,001 to \$475,000	586	615	+ 4.9%
\$475,001 to \$550,000	441	468	+ 6.1%
\$550,001 to \$650,000	505	451	- 10.7%
\$650,001 to \$800,000	542	491	- 9.4%
\$800,001 to \$1.1M	402	344	- 14.4%
\$1.1M to \$1.9M	237	253	+ 6.8%
\$1.9M and Above	99	98	- 1.0%
<b>All Single-Family Homes</b>	<b>3,093</b>	<b>3,045</b>	<b>- 1.6%</b>

## Previously Owned

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	279	322	+ 15.4%
\$350,001 to \$475,000	561	581	+ 3.6%
\$475,001 to \$550,000	430	455	+ 5.8%
\$550,001 to \$650,000	493	439	- 11.0%
\$650,001 to \$800,000	521	480	- 7.9%
\$800,001 to \$1.1M	390	336	- 13.8%
\$1.1M to \$1.9M	231	250	+ 8.2%
\$1.9M and Above	94	96	+ 2.1%
<b>All Previously Owned</b>	<b>2,999</b>	<b>2,959</b>	<b>- 1.3%</b>

## New Construction

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	2	3	+ 50.0%
\$350,001 to \$475,000	25	34	+ 36.0%
\$475,001 to \$550,000	11	13	+ 18.2%
\$550,001 to \$650,000	12	12	0.0%
\$650,001 to \$800,000	21	11	- 47.6%
\$800,001 to \$1.1M	12	8	- 33.3%
\$1.1M to \$1.9M	6	3	- 50.0%
\$1.9M and Above	5	2	- 60.0%
<b>All New Construction</b>	<b>94</b>	<b>86</b>	<b>- 8.5%</b>

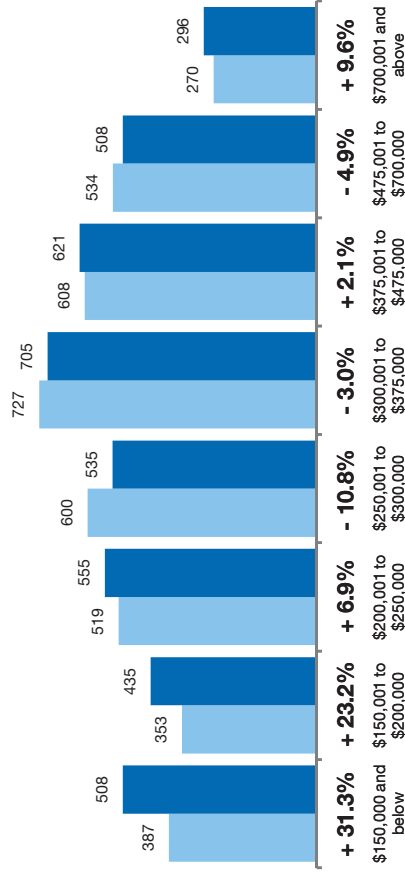
# Pending Sales Condo Properties Only

A count of properties on which offers have been accepted. Based on a rolling 12-month total.



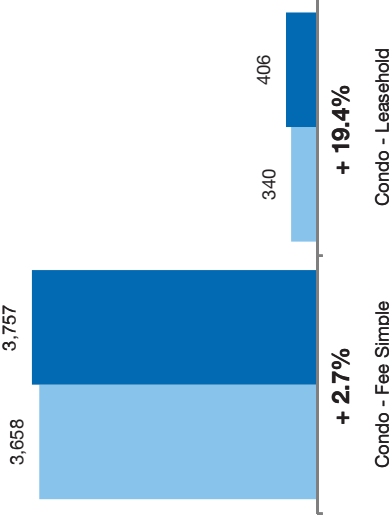
## By Price Range

■ 10-2010 ■ 10-2011



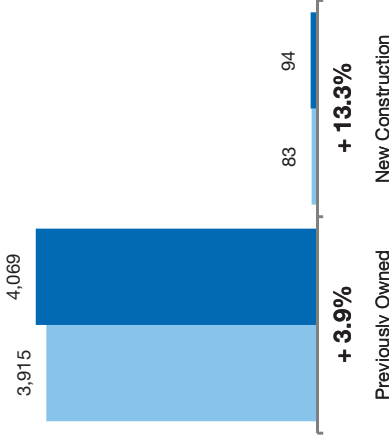
## By Condo Type

■ 10-2010 ■ 10-2011



## By Construction Status

■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$150,000 and below	387	508	+ 31.3%
\$150,001 to \$200,000	353	435	+ 23.2%
\$200,001 to \$250,000	519	555	+ 6.9%
\$250,001 to \$300,000	600	535	- 10.8%
\$300,001 to \$375,000	727	705	- 3.0%
\$375,001 to \$475,000	608	621	+ 2.1%
\$475,001 to \$700,000	534	508	- 4.9%
\$700,001 and above	270	296	+ 9.6%
<b>All Price Ranges</b>	<b>3,998</b>	<b>4,163</b>	<b>+ 4.1%</b>

## Previously Owned

By Price Range	10-2010	10-2011	Change
\$150,000 and below	386	508	+ 31.6%
\$150,001 to \$200,000	351	435	+ 23.9%
\$200,001 to \$250,000	519	547	+ 5.4%
\$250,001 to \$300,000	600	530	- 11.7%
\$300,001 to \$375,000	727	694	- 4.5%
\$375,001 to \$475,000	597	598	+ 0.2%
\$475,001 to \$700,000	517	495	- 4.3%
\$700,001 and above	218	262	+ 20.2%
<b>All Properties</b>	<b>3,915</b>	<b>4,069</b>	<b>+ 3.9%</b>

## New Construction

By Price Range	10-2010	10-2011	Change
\$150,000 and below	1	0	- 100.0%
\$150,001 to \$200,000	2	0	- 100.0%
\$200,001 to \$250,000	0	8	0.0%
\$250,001 to \$300,000	0	5	0.0%
\$300,001 to \$375,000	0	11	0.0%
\$375,001 to \$475,000	11	23	+ 109.1%
\$475,001 to \$700,000	17	13	- 23.5%
\$700,001 and above	52	34	- 34.6%
<b>All Properties</b>	<b>83</b>	<b>94</b>	<b>+ 13.3%</b>

## By Condo Type

By Price Range	10-2010	10-2011	Change
Condo - Fee Simple	3,658	3,757	+ 2.7%
Condo - Leasehold	340	406	+ 19.4%
<b>All Condo Types</b>	<b>3,998</b>	<b>4,163</b>	<b>+ 4.1%</b>

By Price Range	10-2010	10-2011	Change
Condo - Fee Simple	3,575	3,663	+ 2.5%
Condo - Leasehold	340	406	+ 19.4%
<b>All Condo Types</b>	<b>3,915</b>	<b>4,069</b>	<b>+ 3.9%</b>

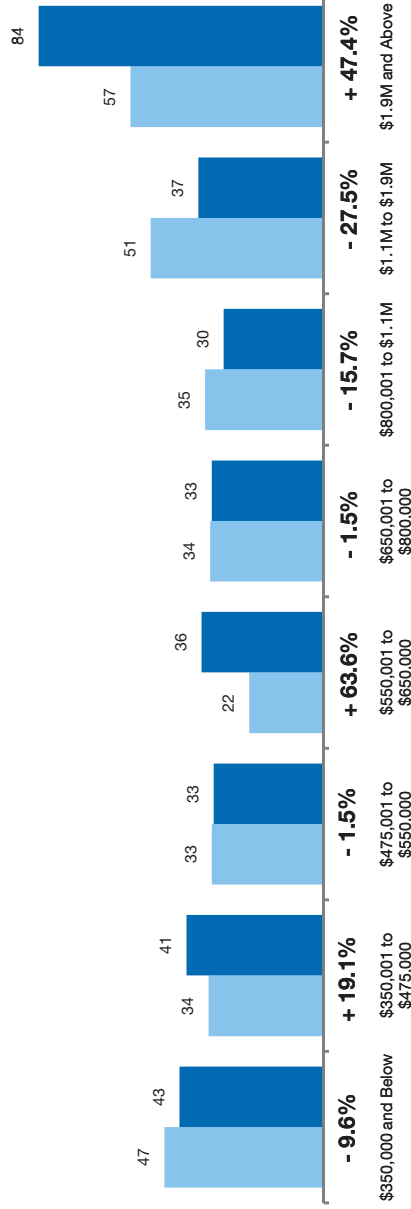
# Days on Market Until Sale Single-Family Homes Only



Median number of days between when a property is first listed and when an offer is accepted.  
Based on a rolling 12-month median.

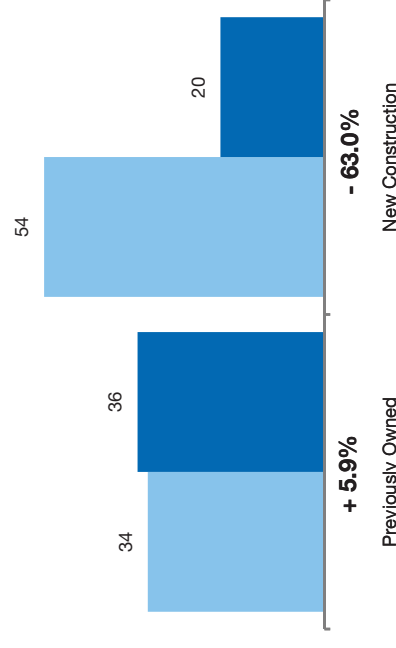
## By Price Range

■ 10-2010 ■ 10-2011



## By Construction Status

■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	47	43	-9.6%
\$350,001 to \$475,000	34	41	+19.1%
\$475,001 to \$550,000	33	33	-1.5%
\$550,001 to \$650,000	22	36	+63.6%
\$650,001 to \$800,000	34	33	-1.5%
\$800,001 to \$1.1M	35	30	-15.7%
\$1.1M to \$1.9M	51	37	-27.5%
\$1.9M and Above	57	84	+47.4%
<b>All Single-Family Homes</b>	<b>34</b>	<b>36</b>	<b>+5.9%</b>

## Previously Owned

	10-2010	10-2011	Change
	47	40	-14.9%
	34	41	+20.6%
	33	34	+3.0%
	22	35	+59.1%
	29	32	+8.6%
	35	30	-13.0%
	48	37	-22.9%
	57	87	+51.8%
	<b>34</b>	<b>36</b>	<b>+5.9%</b>

## New Construction

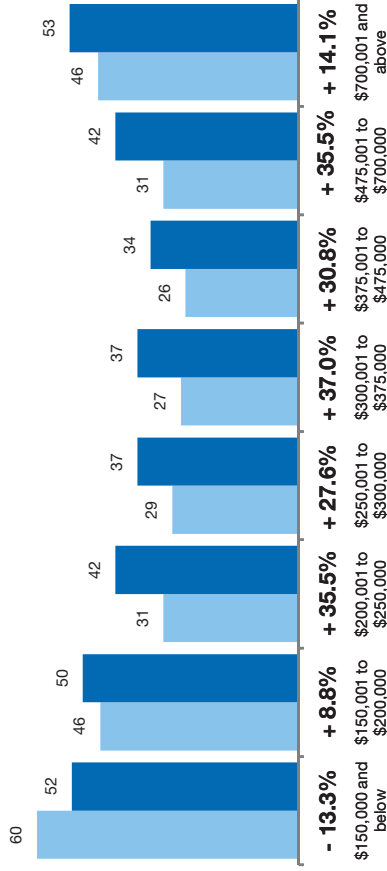
	10-2010	10-2011	Change
	27	146	+440.7%
	11	1	-90.9%
	7	1	-85.7%
	25	85	+240.0%
	127	93	-26.8%
	84	11	-86.9%
	202	73	-63.9%
	104	82	-21.2%
	<b>54</b>	<b>20</b>	<b>-63.0%</b>

# Days on Market Until Sale Condo Properties Only

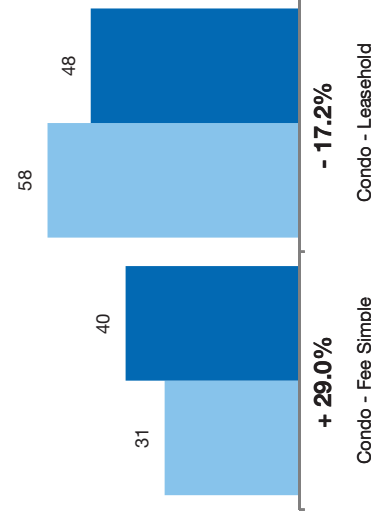


Median number of days between when a property is first listed and when an offer is accepted.  
Based on a rolling 12-month median.

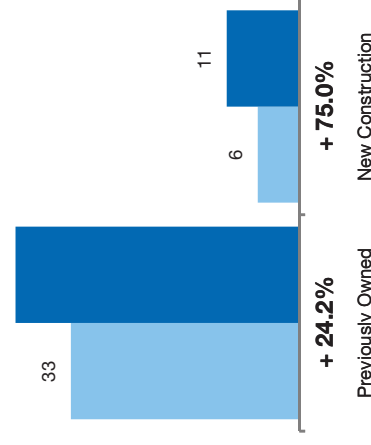
**By Price Range**  
■ 10-2010 ■ 10-2011



**By Condo Type**  
■ 10-2010 ■ 10-2011



**By Construction Status**  
■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$150,000 and below	60	52	-13.3%
\$150,001 to \$200,000	46	50	+8.8%
\$200,001 to \$250,000	31	42	+35.5%
\$250,001 to \$300,000	29	37	+27.6%
\$300,001 to \$375,000	27	37	+37.0%
\$375,001 to \$475,000	26	34	+30.8%
\$475,001 to \$700,000	31	42	+35.5%
\$700,001 and above	46	53	+14.1%
<b>All Condos</b>	<b>32</b>	<b>41</b>	<b>+28.1%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	60	52	-13.3%
Condo - Leasehold	45	50	+10.0%
Fee Simple	31	43	+37.1%
Leasehold	29	37	+27.6%
Previously Owned	27	37	+37.0%
New Construction	16	34	+28.8%
Previously Owned	11	42	+35.5%
New Construction	0	61	+15.1%
<b>All Properties</b>	<b>33</b>	<b>41</b>	<b>+24.2%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	51	0	-100.0%
New Construction	232	0	-100.0%
Previously Owned	0	33	0.0%
New Construction	0	0	0.0%
Previously Owned	0	188	0.0%
New Construction	16	78	+387.5%
Previously Owned	11	0	-100.0%
New Construction	0	2	0.0%
<b>All Properties</b>	<b>6</b>	<b>11</b>	<b>+75.0%</b>

## By Condo Type

	10-2010	10-2011	Change
Condo - Fee Simple	31	40	+29.0%
Condo - Leasehold	58	48	-17.2%
<b>All Condos</b>	<b>32</b>	<b>41</b>	<b>+28.1%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	31	40	+29.0%
Condo - Leasehold	58	48	-17.2%
<b>All Properties</b>	<b>33</b>	<b>41</b>	<b>+24.2%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	60	6	-90.0%
New Construction	0	0	0.0%
Previously Owned	0	11	+75.0%
New Construction	0	0	0.0%
Previously Owned	0	188	0.0%
New Construction	16	78	+387.5%
Previously Owned	11	0	-100.0%
New Construction	0	2	0.0%
<b>All Properties</b>	<b>6</b>	<b>11</b>	<b>+75.0%</b>

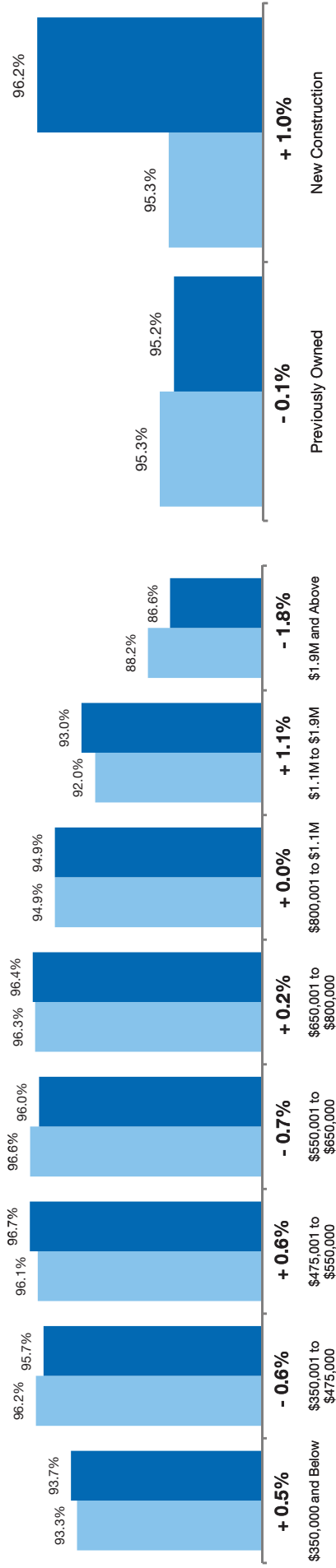
# Pct. Of Orig. Price Received Single-Family Homes Only



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

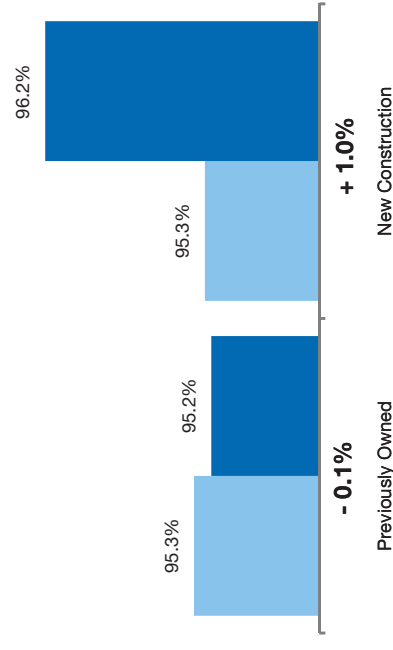
## By Price Range

■ 10-2010 ■ 10-2011



## By Construction Status

■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	93.3%	93.7%	+ 0.5%
\$350,001 to \$475,000	96.2%	95.7%	- 0.6%
\$475,001 to \$550,000	96.1%	96.7%	+ 0.6%
\$550,001 to \$650,000	96.6%	96.0%	- 0.7%
\$650,001 to \$800,000	96.3%	96.4%	+ 0.2%
\$800,001 to \$1.1M	94.9%	94.9%	+ 0.0%
\$1.1M to \$1.9M	92.0%	93.0%	+ 1.1%
\$1.9M and Above	88.2%	86.6%	- 1.8%
<b>All Single-Family Homes</b>	<b>95.3%</b>	<b>95.2%</b>	<b>- 0.1%</b>

## Previously Owned

	10-2010	10-2011	Change
	93.2%	93.8%	+ 0.6%
	96.2%	95.6%	- 0.6%
	96.0%	96.6%	+ 0.6%
	96.6%	96.0%	- 0.7%
	96.2%	96.4%	+ 0.2%
	94.8%	94.8%	- 0.1%
	92.4%	93.0%	+ 0.6%
	88.4%	86.6%	- 2.0%
	<b>95.3%</b>	<b>95.2%</b>	<b>- 0.1%</b>

## New Construction

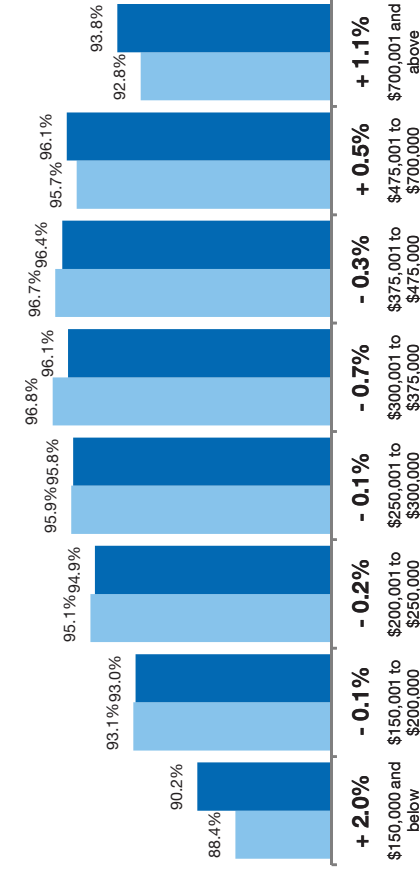
	10-2010	10-2011	Change
	97.1%	88.6%	- 8.7%
	99.0%	97.3%	- 1.8%
	101.2%	99.8%	- 1.4%
	98.0%	97.1%	- 1.0%
	96.7%	97.6%	+ 0.9%
	95.7%	97.5%	+ 1.8%
	79.9%	93.2%	+ 16.7%
	85.4%	86.5%	+ 1.3%
	<b>95.3%</b>	<b>96.2%</b>	<b>+ 1.0%</b>

# Pct. Of Orig. Price Received Condo Properties Only

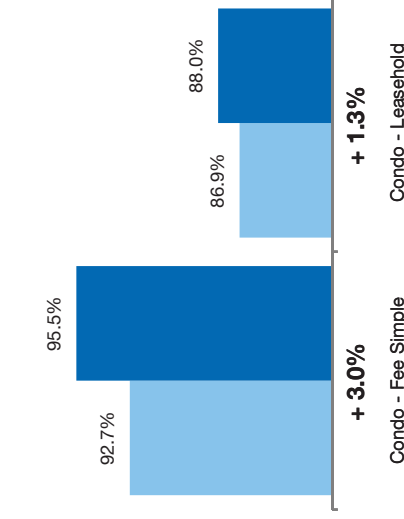


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

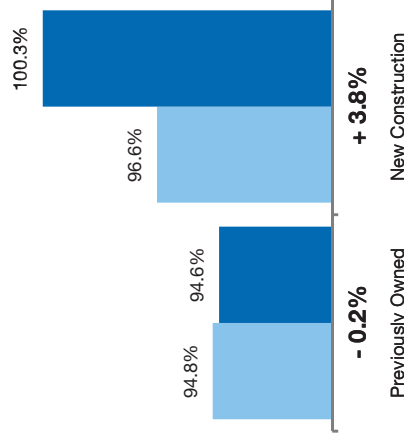
**By Price Range**  
 ■ 10-2010 ■ 10-2011



**By Condo Type**  
 ■ 10-2010 ■ 10-2011



**By Construction Status**  
 ■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$150,000 and below	88.4%	90.2%	+ 2.0%
\$150,001 to \$200,000	93.1%	93.0%	- 0.1%
\$200,001 to \$250,000	95.1%	94.9%	- 0.2%
\$250,001 to \$300,000	95.9%	95.8%	- 0.1%
\$300,001 to \$375,000	96.8%	96.1%	- 0.7%
\$375,001 to \$475,000	96.7%	96.4%	- 0.3%
\$475,001 to \$700,000	95.7%	96.1%	+ 0.5%
\$700,001 and above	92.8%	93.8%	+ 1.1%
<b>All Condos</b>	<b>94.9%</b>	<b>94.7%</b>	<b>- 0.2%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	92.7%	95.5%	+ 2.0%
Condo - Leasehold	86.9%	88.0%	+ 1.3%
<b>All Condos</b>	<b>94.8%</b>	<b>94.6%</b>	<b>- 0.2%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	94.8%	94.6%	- 0.2%
New Construction	96.6%	100.3%	+ 3.8%
<b>All Properties</b>	<b>94.9%</b>	<b>94.7%</b>	<b>- 0.2%</b>

## By Condo Type

	10-2010	10-2011	Change
Condo - Fee Simple	92.7%	95.5%	+ 3.0%
Condo - Leasehold	86.9%	88.0%	+ 1.3%
<b>All Condos</b>	<b>94.9%</b>	<b>94.7%</b>	<b>- 0.2%</b>

## Previously Owned

	10-2010	10-2011	Change
Previously Owned	94.8%	94.6%	- 0.2%
New Construction	96.6%	100.3%	+ 3.8%
<b>All Properties</b>	<b>94.9%</b>	<b>94.7%</b>	<b>- 0.2%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	94.8%	94.6%	- 0.2%
New Construction	96.6%	100.3%	+ 3.8%
<b>All Properties</b>	<b>94.9%</b>	<b>94.7%</b>	<b>- 0.2%</b>

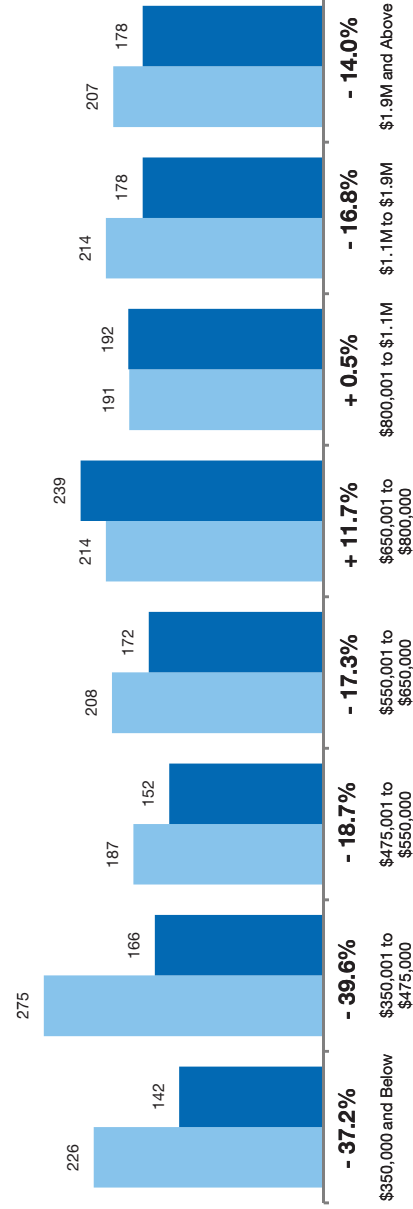
# Inventory of Homes for Sale Single-Family Homes Only



The number of properties available for sale in active status at the end of the most recent month. **Based on one month of activity.**

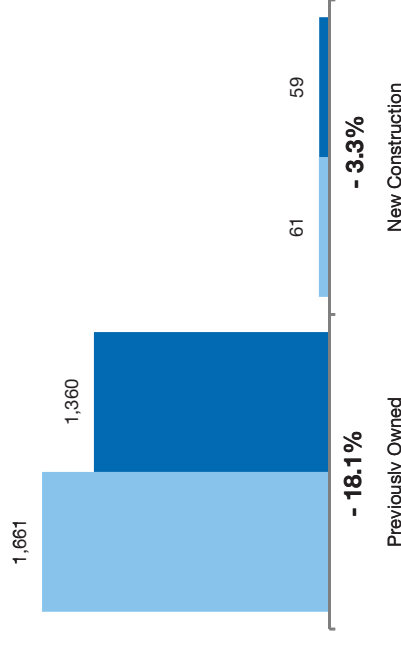
## By Price Range

■ 10-2010 ■ 10-2011



## By Construction Status

■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	226	142	-37.2%
\$350,001 to \$475,000	275	166	-39.6%
\$475,001 to \$550,000	187	152	-18.7%
\$550,001 to \$650,000	208	172	-17.3%
\$650,001 to \$800,000	214	192	-10.3%
\$800,001 to \$1.1M	191	178	-6.8%
\$1.1M to \$1.9M	214	178	-16.8%
\$1.9M and Above	207	178	-14.0%
<b>All Single-Family Homes</b>	<b>1,722</b>	<b>1,419</b>	<b>-17.6%</b>

## Previously Owned

	10-2010	10-2011	Change
Previously Owned	222	136	-38.7%
New Construction	266	158	-40.6%
	185	148	-20.0%
	201	171	-14.9%
	204	230	+12.7%
	183	181	-1.1%
	202	166	-17.8%
	198	170	-14.1%
<b>All Previously Owned</b>	<b>1,661</b>	<b>1,360</b>	<b>-18.1%</b>

## New Construction

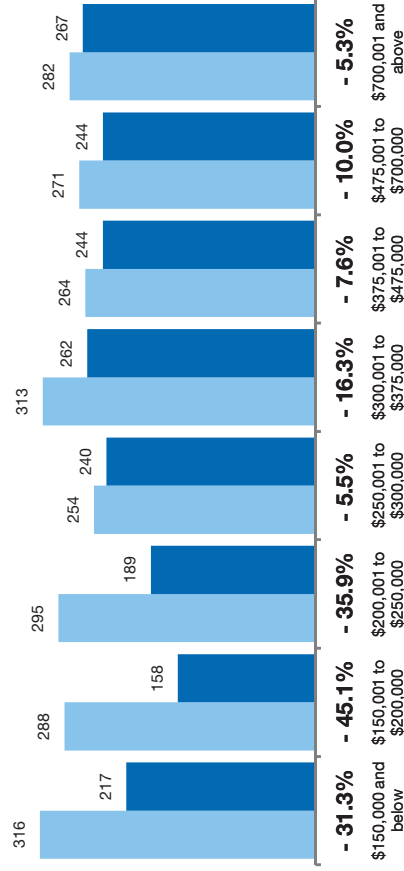
	10-2010	10-2011	Change
New Construction	4	6	+50.0%
	9	8	-11.1%
	2	4	+100.0%
	7	1	-85.7%
	10	9	-10.0%
	8	11	+37.5%
	12	12	0.0%
	9	8	-11.1%
<b>All New Construction</b>	<b>61</b>	<b>59</b>	<b>-3.3%</b>

# Inventory of Homes for Sale Condo Properties Only

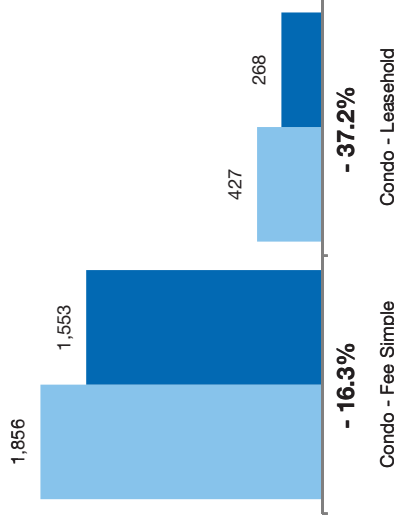
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



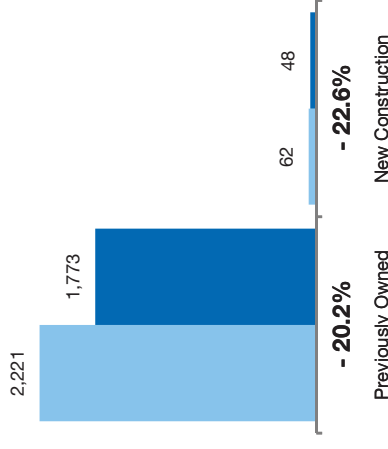
**By Price Range**  
■ 10-2010 ■ 10-2011



**By Condo Type**  
■ 10-2010 ■ 10-2011



**By Construction Status**  
■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$150,000 and below	316	217	-31.3%
\$150,001 to \$200,000	288	158	-45.1%
\$200,001 to \$250,000	295	189	-35.9%
\$250,001 to \$300,000	254	240	-5.5%
\$300,001 to \$375,000	313	262	-16.3%
\$375,001 to \$475,000	264	244	-7.6%
\$475,001 to \$700,000	271	244	-10.0%
\$700,001 and above	282	267	-5.3%
<b>All Price Ranges</b>	<b>2,283</b>	<b>1,821</b>	<b>-20.2%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	1,856	1,553	-16.3%
Condo - Leasehold	427	268	-37.2%
<b>All Previously Owned</b>	<b>2,283</b>	<b>1,821</b>	<b>-20.2%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	2,221	1,773	-20.2%
New Construction	62	48	+22.6%
<b>All Properties</b>	<b>2,283</b>	<b>1,821</b>	<b>-20.2%</b>

## By Condo Type

	10-2010	10-2011	Change
Condo - Fee Simple	1,856	1,553	-16.3%
Condo - Leasehold	427	268	-37.2%
<b>All Condo Types</b>	<b>2,283</b>	<b>1,821</b>	<b>-20.2%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	1,795	1,508	-16.0%
Condo - Leasehold	426	265	-37.8%
<b>All Previously Owned</b>	<b>2,221</b>	<b>1,773</b>	<b>-20.2%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	2,221	1,773	-20.2%
New Construction	62	48	+22.6%
<b>All Properties</b>	<b>2,283</b>	<b>1,821</b>	<b>-20.2%</b>

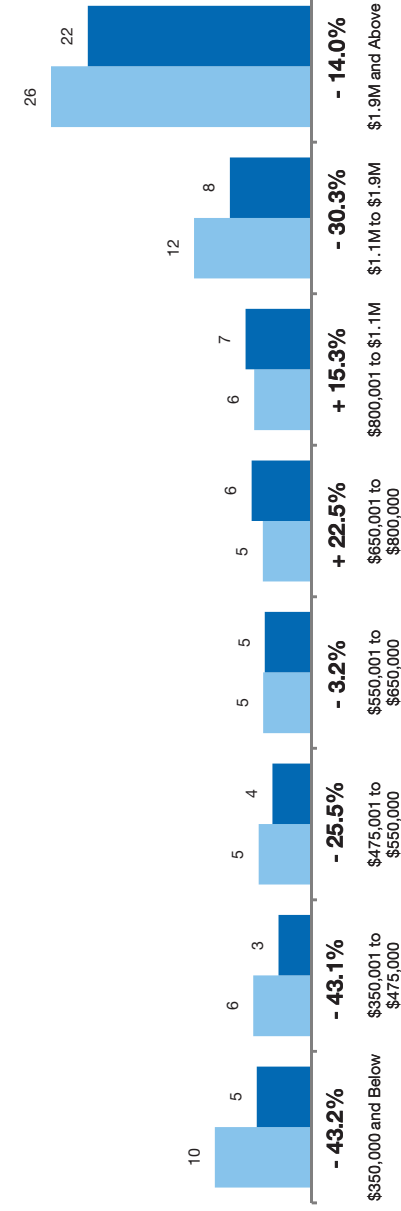
# Months Supply of Inventory Single-Family Homes Only



The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

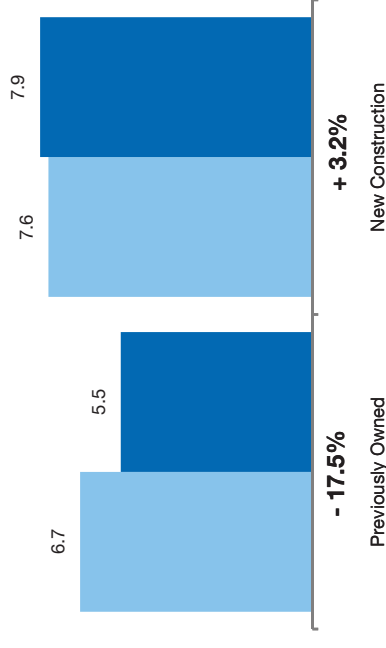
## By Price Range

■ 10-2010 ■ 10-2011



## By Construction Status

■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	9.5	5.4	-43.2%
\$350,001 to \$475,000	5.7	3.3	-43.1%
\$475,001 to \$550,000	5.2	3.9	-25.5%
\$550,001 to \$650,000	4.8	4.6	-3.2%
\$650,001 to \$800,000	4.8	5.9	+22.5%
\$800,001 to \$1.1M	5.7	6.5	+15.3%
\$1.1M to \$1.9M	11.6	8.1	-30.3%
\$1.9M and Above	25.6	22.0	-14.0%

## Previously Owned

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	9.4	5.2	-44.6%
\$350,001 to \$475,000	5.8	3.3	-43.1%
\$475,001 to \$550,000	5.3	3.9	-26.3%
\$550,001 to \$650,000	4.7	4.7	-0.0%
\$650,001 to \$800,000	4.8	5.8	+21.8%
\$800,001 to \$1.1M	5.6	6.3	+12.4%
\$1.1M to \$1.9M	11.2	7.6	-32.3%
\$1.9M and Above	26.1	21.7	-16.9%

## New Construction

By Price Range	10-2010	10-2011	Change
\$350,000 and Below	4.0	6.0	+50.0%
\$350,001 to \$475,000	3.1	2.6	-17.3%
\$475,001 to \$550,000	1.4	2.5	+75.8%
\$550,001 to \$650,000	4.3	0.6	-85.7%
\$650,001 to \$800,000	4.8	6.8	+41.8%
\$800,001 to \$1.1M	5.1	7.3	+42.6%
\$1.1M to \$1.9M	10.0	12.0	+20.0%
\$1.9M and Above	7.5	8.0	+6.7%

## All Single-Family Homes

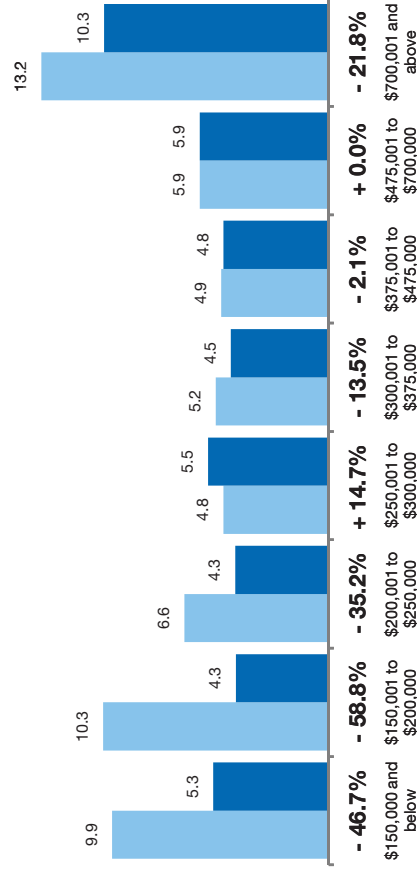
By Price Range	10-2010	10-2011	Change
\$350,000 and Below	6.7	5.6	-16.8%
\$350,001 to \$475,000	6.7	5.5	-17.5%
\$475,001 to \$550,000	6.7	5.5	-17.5%
\$550,001 to \$650,000	6.7	5.5	-17.5%
\$650,001 to \$800,000	6.7	5.5	-17.5%
\$800,001 to \$1.1M	6.7	5.5	-17.5%
\$1.1M to \$1.9M	6.7	5.5	-17.5%
\$1.9M and Above	6.7	5.5	-17.5%

# Months Supply of Inventory Condo Properties Only

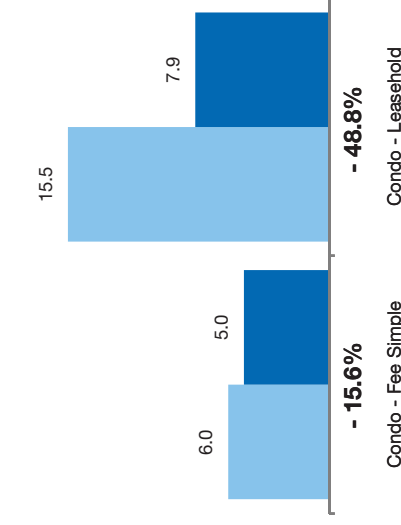


The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

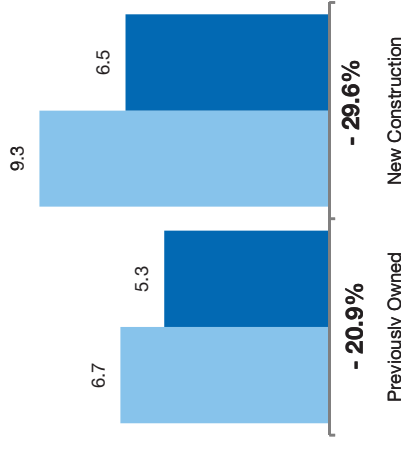
**By Price Range**  
 ■ 10-2010 ■ 10-2011



**By Condo Type**  
 ■ 10-2010 ■ 10-2011



**By Construction Status**  
 ■ 10-2010 ■ 10-2011



## All Properties

By Price Range	10-2010	10-2011	Change
\$150,000 and below	9.9	5.3	-46.7%
\$150,001 to \$200,000	10.3	4.3	-58.8%
\$200,001 to \$250,000	6.6	4.3	-35.2%
\$250,001 to \$300,000	4.8	5.5	+14.7%
\$300,001 to \$375,000	5.2	4.5	-13.5%
\$375,001 to \$475,000	4.9	4.8	-2.1%
\$475,001 to \$700,000	5.9	5.9	+0.0%
\$700,001 and above	13.2	10.3	-21.8%
<b>All Price Ranges</b>	<b>6.8</b>	<b>5.3</b>	<b>-21.1%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	6.0	5.0	-15.6%
Condo - Leasehold	15.5	7.9	-48.8%
<b>All Previously Owned</b>	<b>6.7</b>	<b>5.3</b>	<b>-20.9%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	6.7	5.3	-20.9%
New Construction	9.3	6.5	-29.6%

## By Condo Type

	10-2010	10-2011	Change
Condo - Fee Simple	6.0	5.0	-15.6%
Condo - Leasehold	15.5	7.9	-48.8%
<b>All Condo Types</b>	<b>6.8</b>	<b>5.3</b>	<b>-21.1%</b>

## Previously Owned

	10-2010	10-2011	Change
Condo - Fee Simple	6.0	5.0	-15.1%
Condo - Leasehold	15.4	7.8	-49.3%
<b>All Previously Owned</b>	<b>6.7</b>	<b>5.3</b>	<b>-20.9%</b>

## New Construction

	10-2010	10-2011	Change
Previously Owned	6.7	5.3	-20.9%
New Construction	9.3	6.5	-29.6%