

## Inventory Analysis - prepared for Wes Estes

From Mar 01, 2009 To Feb 28, 2010

For Area Delimited By Entire CVR MLS



On average in our MLS there are 13,112 homes for sale every month with an average of 1,139 sells per month. This creates a 12.12 month inventory supply.

INVENTORY METRICS	
Active Listings*	13,112
AVG Sales/Month	1,139
Inventory Supply	12.12
AVG DOM	79
Sold vs. Listed %	37.69%
AVG \$ Growth	-28,453

The average days on market for the sold properties is 79. The next number is one which every home owner should keep their eye on. ONLY 37.69% of ALL the homes listed are selling. Average dollar growth the last 12 months negative \$28,453.00

AVG Price	224,090	252,543		-11.3
AVG A/S%	96.17%	96.34%		-0.2

Home values have declined by 11.3% and homes are selling at 96% of the LP/SP

### Is the market balancing out?

In Feb 2010 there were 673 closing; 2,802 new listings, 1,008 expired listings and 995 pendings.

Answer: Not Yet

2010 Feb	METRICS
CLOSED	673
LISTED	2,802
EXPIRED	1,008
PENDING	995
AVG LIST	\$224,827
AVG CLOSED	\$215,054

MARKET DYNAMICS				%
Price Range	Mar 08 - Feb 09	Mar 09 - Feb 10		Growth
1 - 25,000	158	240	51.89%	
25,001 - 50,000	360	574	59.44%	
50,001 - 75,000	416	481	15.62%	
75,001 - 100,000	470	539	14.68%	
100,001 - 125,000	593	749	26.30%	
125,001 - 150,000	1,117	1,264	13.16%	
150,001 - 175,000	1,445	1,575	8.99%	
175,001 - 200,000	1,536	1,538	0.13%	
200,001 - 225,000	1,223	1,164	-4.82%	
225,001 - 250,000	1,212	1,012	-16.50%	
250,001 - 275,000	970	768	-20.82%	
275,001 - 300,000	751	601	-19.97%	
300,001 - 325,000	520	407	-21.73%	
325,001 - 350,000	468	401	-14.31%	
350,001 - 375,000	388	274	-29.38%	
375,001 - 400,000	324	273	-15.74%	
400,001 - 425,000	217	185	-14.74%	

## Market Dynamics

The Government tax incentive program is working for 1<sup>st</sup> time home buyers. Huge increases in home purchases in the under \$200K range. This program will end April 29, 2010

