

## Housing Supply Outlook

# September 2010

### Contents

#### Property Type Analysis

Inventory	2
Months Supply	2
Home Sales	3
Percent of Original List Price Received	3
Median Sales Price	4
Days on Market Until Sale	4

#### Price Range Analysis

Inventory	5
Months Supply	6
Home Sales	7
Percent of Original List Price Received	8
Days on Market Until Sale	9

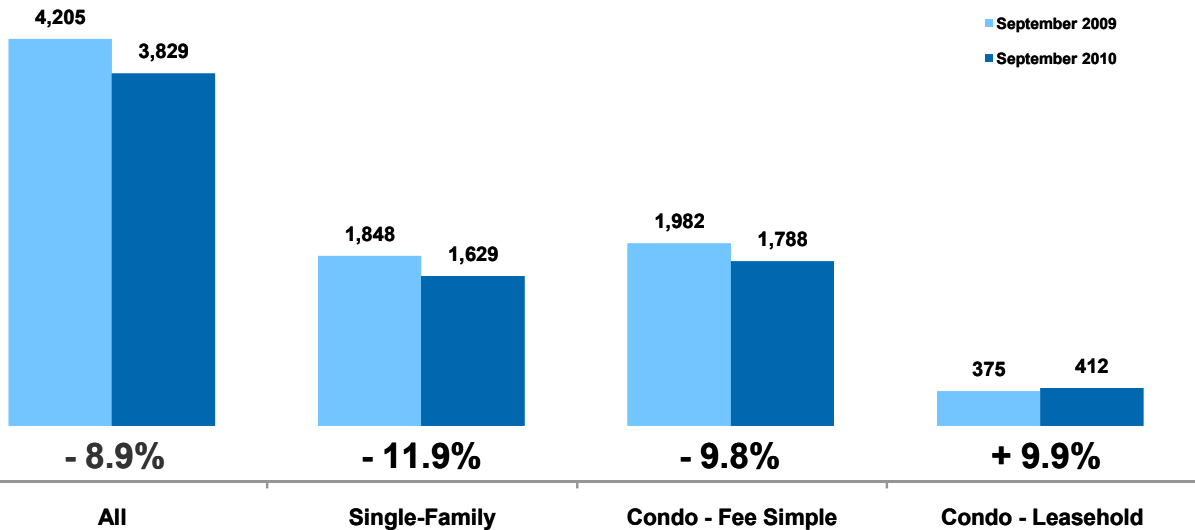
# Housing Supply Outlook

## September 2010



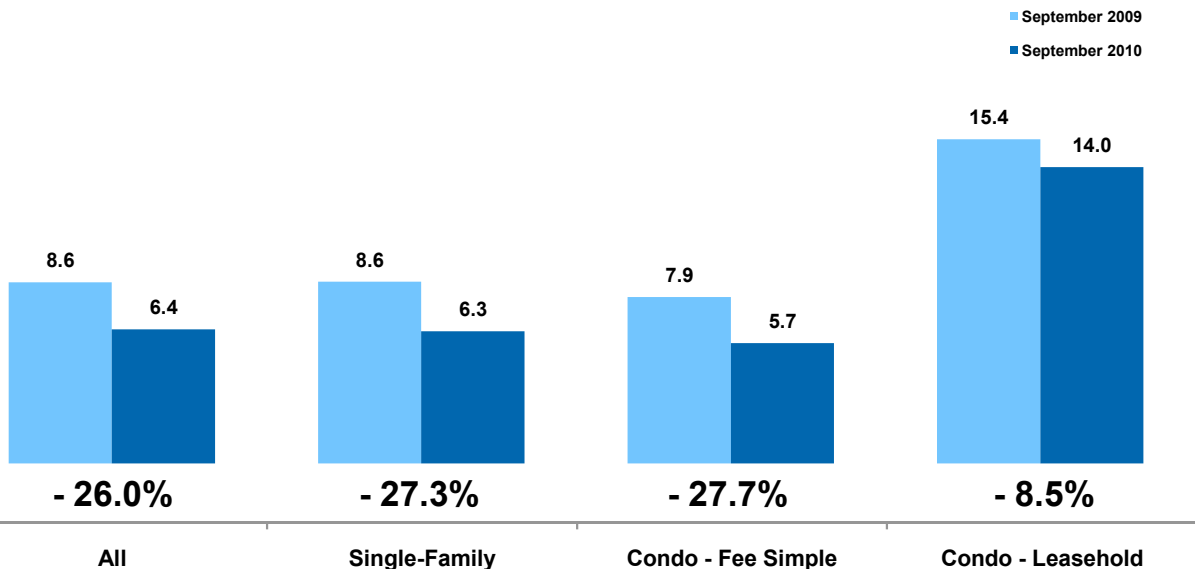
### Inventory of Homes for Sale

	9-2009	9-2010	Change
<b>All</b>	<b>4,205</b>	<b>3,829</b>	<b>- 8.9%</b>
Previously Owned	3,994	3,704	- 7.3%
New Construction	211	125	- 40.8%
<b>Single-Family</b>	<b>1,848</b>	<b>1,629</b>	<b>- 11.9%</b>
Previously Owned	1,723	1,573	- 8.7%
New Construction	125	56	- 55.2%
<b>Condo - Fee Simple</b>	<b>1,982</b>	<b>1,788</b>	<b>- 9.8%</b>
Previously Owned	1,897	1,720	- 9.3%
New Construction	85	68	- 20.0%
<b>Condo - Leasehold</b>	<b>375</b>	<b>412</b>	<b>+ 9.9%</b>
Previously Owned	374	411	+ 9.9%
New Construction	1	1	- 0.0%



### Months Supply of Inventory

	9-2009	9-2010	Change
<b>All</b>	<b>8.6</b>	<b>6.4</b>	<b>- 26.0%</b>
Previously Owned	8.4	6.3	- 25.5%
New Construction	12.5	9.4	- 24.7%
<b>Single-Family</b>	<b>8.6</b>	<b>6.3</b>	<b>- 27.3%</b>
Previously Owned	8.3	6.2	- 25.0%
New Construction	16.3	6.8	- 58.4%
<b>Condo - Fee Simple</b>	<b>7.9</b>	<b>5.7</b>	<b>- 27.7%</b>
Previously Owned	7.8	5.6	- 28.8%
New Construction	9.3	13.6	+ 46.7%
<b>Condo - Leasehold</b>	<b>15.4</b>	<b>14.0</b>	<b>- 8.5%</b>
Previously Owned	15.3	14.0	- 8.5%
New Construction	0.0	0.0	NA



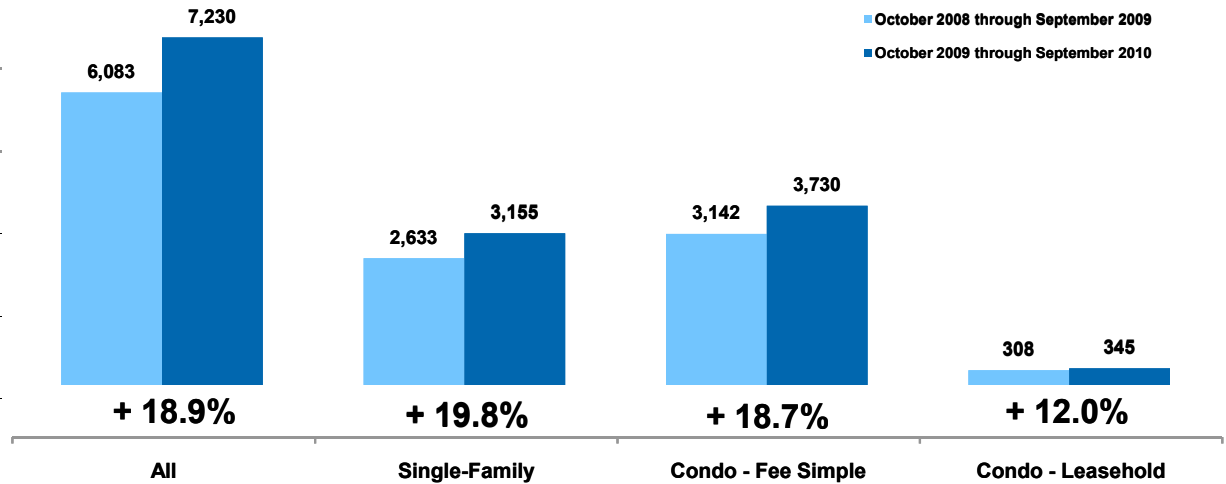
# Housing Supply Outlook

September 2010



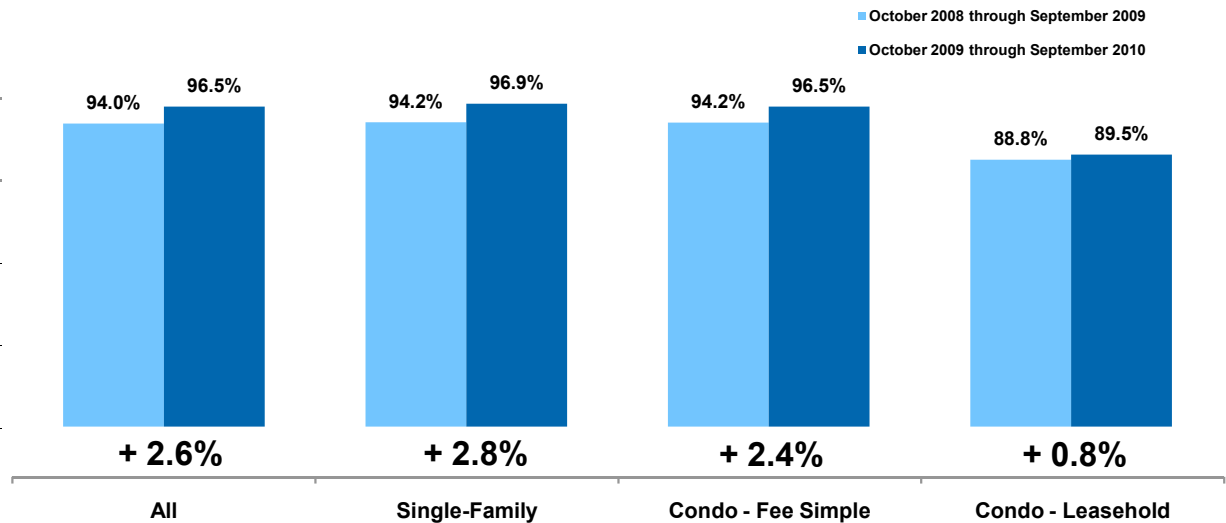
## Pending Home Sales Last Twelve Months

	10-2008 through 9-2009	10-2009 through 9-2010	Change
<b>All</b>	<b>6,083</b>	<b>7,230</b>	<b>+ 18.9%</b>
Previously Owned	5,887	7,079	+ 20.2%
New Construction	196	151	- 23.0%
<b>Single-Family</b>	<b>2,633</b>	<b>3,155</b>	<b>+ 19.8%</b>
Previously Owned	2,542	3,064	+ 20.5%
New Construction	91	91	- 0.0%
<b>Condo - Fee Simple</b>	<b>3,142</b>	<b>3,730</b>	<b>+ 18.7%</b>
Previously Owned	3,037	3,670	+ 20.8%
New Construction	105	60	- 42.9%
<b>Condo - Leasehold</b>	<b>308</b>	<b>345</b>	<b>+ 12.0%</b>
Previously Owned	308	345	+ 12.0%
New Construction	0	0	NA



## Percent Of Original List Price Received Last Twelve Months

	10-2008 through 9-2009	10-2009 through 9-2010	Change
<b>All</b>	<b>94.0%</b>	<b>96.5%</b>	<b>+ 2.6%</b>
Previously Owned	94.0%	96.5%	+ 2.6%
New Construction	94.3%	97.2%	+ 3.1%
<b>Single-Family</b>	<b>94.2%</b>	<b>96.9%</b>	<b>+ 2.8%</b>
Previously Owned	94.2%	96.9%	+ 2.9%
New Construction	95.0%	97.3%	+ 2.4%
<b>Condo - Fee Simple</b>	<b>94.2%</b>	<b>96.5%</b>	<b>+ 2.4%</b>
Previously Owned	94.2%	96.5%	+ 2.4%
New Construction	93.6%	96.9%	+ 3.6%
<b>Condo - Leasehold</b>	<b>88.8%</b>	<b>89.5%</b>	<b>+ 0.8%</b>
Previously Owned	88.8%	89.5%	+ 0.8%
New Construction	0.0%	0.0%	NA



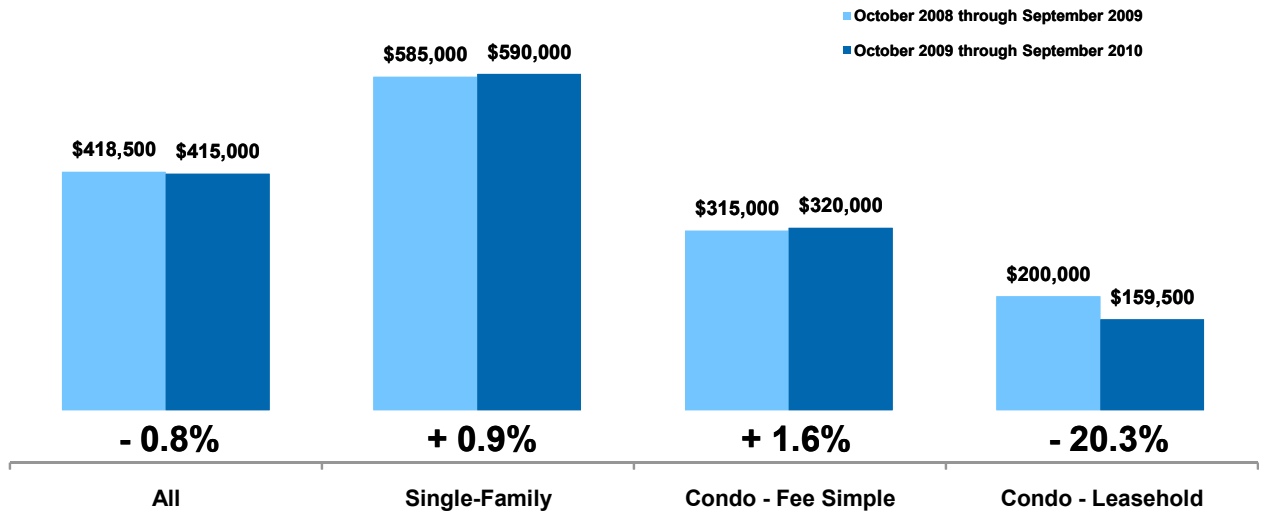
# Housing Supply Outlook

September 2010



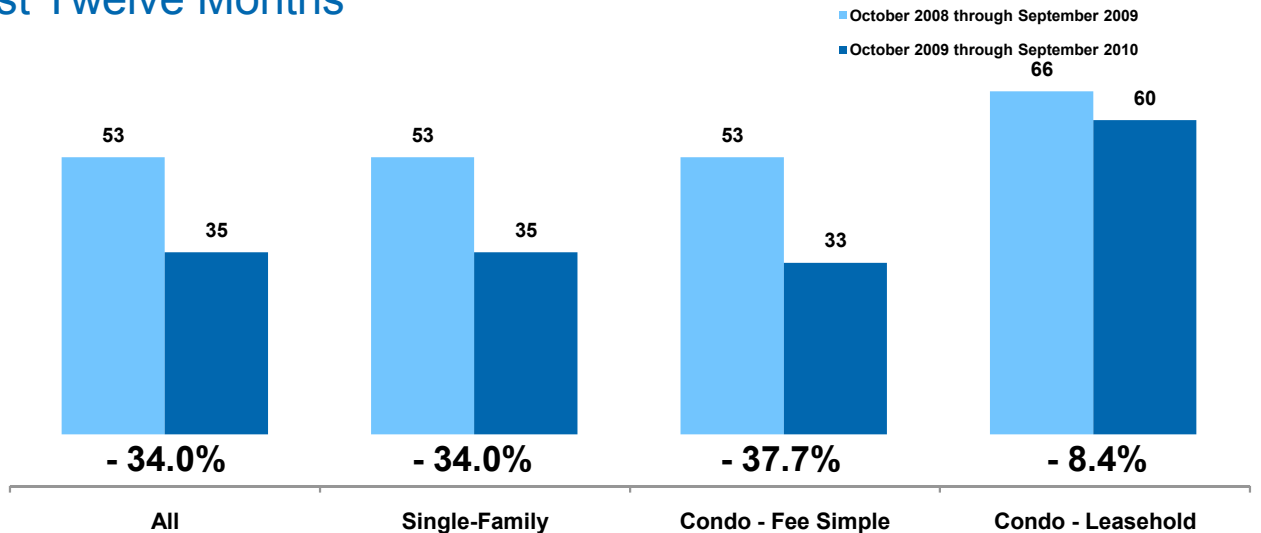
## Median Sales Price Last Twelve Months

	10-2008 through 9-2009	10-2009 through 9-2010	Change
<b>All</b>	<b>\$418,500</b>	<b>\$415,000</b>	<b>- 0.8%</b>
Previously Owned	\$413,224	\$410,000	- 0.8%
New Construction	\$586,500	\$668,087	+ 13.9%
<b>Single-Family</b>	<b>\$585,000</b>	<b>\$590,000</b>	<b>+ 0.9%</b>
Previously Owned	\$580,000	\$589,000	+ 1.6%
New Construction	\$679,000	\$684,000	+ 0.7%
<b>Condo - Fee Simple</b>	<b>\$315,000</b>	<b>\$320,000</b>	<b>+ 1.6%</b>
Previously Owned	\$310,000	\$319,000	+ 2.9%
New Construction	\$500,000	\$585,000	+ 17.0%
<b>Condo - Leasehold</b>	<b>\$200,000</b>	<b>\$159,500</b>	<b>- 20.3%</b>
Previously Owned	\$200,000	\$159,500	- 20.3%
New Construction	\$0	\$0	NA



## Days on Market Until Sale Last Twelve Months

	10-2008 through 9-2009	10-2009 through 9-2010	Change
<b>All</b>	<b>53</b>	<b>35</b>	<b>- 34.0%</b>
Previously Owned	53	35	- 34.0%
New Construction	60	50	- 17.5%
<b>Single-Family</b>	<b>53</b>	<b>35</b>	<b>- 34.0%</b>
Previously Owned	52	34	- 34.6%
New Construction	72	68	- 5.6%
<b>Condo - Fee Simple</b>	<b>53</b>	<b>33</b>	<b>- 37.7%</b>
Previously Owned	53	33	- 37.7%
New Construction	43	46	+ 7.0%
<b>Condo - Leasehold</b>	<b>66</b>	<b>60</b>	<b>- 8.4%</b>
Previously Owned	66	60	- 8.4%
New Construction	0	0	NA



# Housing Supply Outlook

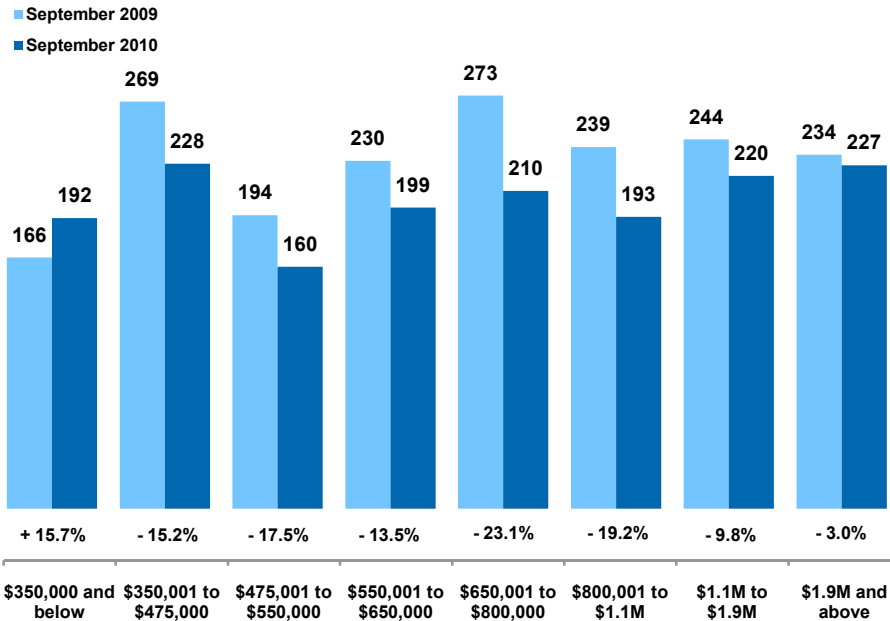
September 2010

## Inventory of Homes for Sale



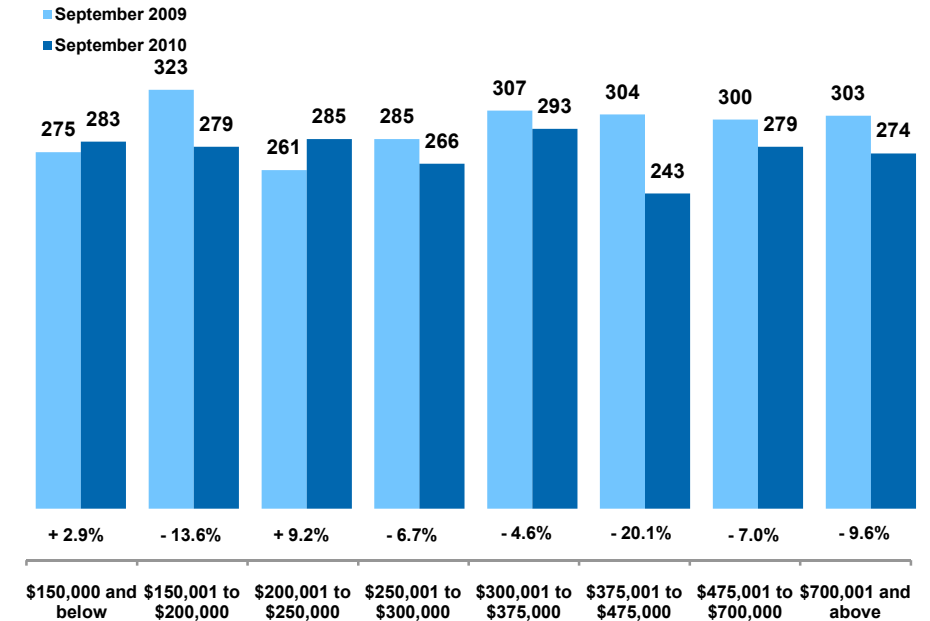
### Single-Family

Price Range	9-2009	9-2010	Change
\$350,000 and below	166	192	+ 15.7%
\$350,001 to \$475,000	269	228	- 15.2%
\$475,001 to \$550,000	194	160	- 17.5%
\$550,001 to \$650,000	230	199	- 13.5%
\$650,001 to \$800,000	273	210	- 23.1%
\$800,001 to \$1.1M	239	193	- 19.2%
\$1.1M to \$1.9M	244	220	- 9.8%
\$1.9M and above	234	227	- 3.0%
<b>All Price Ranges</b>	<b>1,849</b>	<b>1,629</b>	<b>- 11.9%</b>



### Condo

Price Range	9-2009	9-2010	Change
\$150,000 and below	275	283	+ 2.9%
\$150,001 to \$200,000	323	279	- 13.6%
\$200,001 to \$250,000	261	285	+ 9.2%
\$250,001 to \$300,000	285	266	- 6.7%
\$300,001 to \$375,000	307	293	- 4.6%
\$375,001 to \$475,000	304	243	- 20.1%
\$475,001 to \$700,000	300	279	- 7.0%
\$700,001 and above	303	274	- 9.6%
<b>All Price Ranges</b>	<b>2,358</b>	<b>2,202</b>	<b>- 6.6%</b>



# Housing Supply Outlook

September 2010

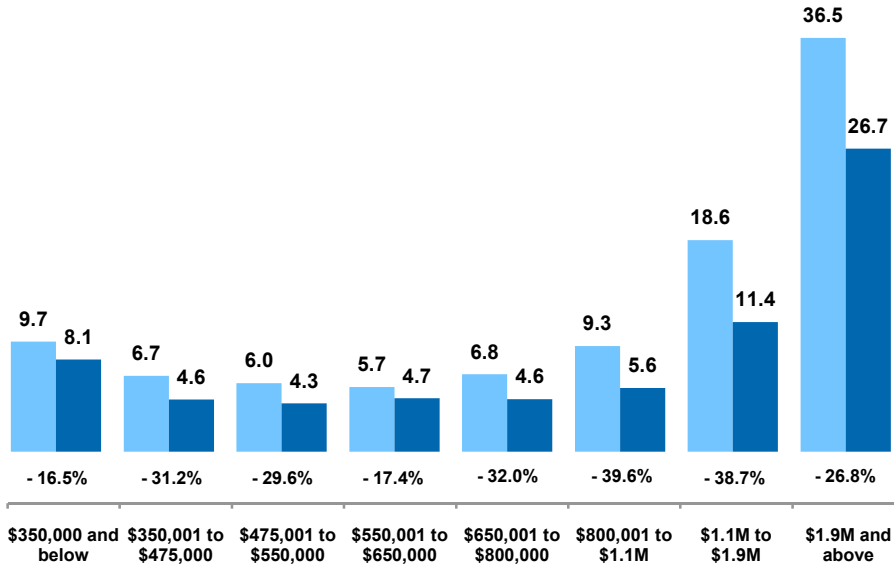
## Months Supply of Inventory



### Single-Family

Price Range	9-2009	9-2010	Change
\$350,000 and below	9.7	8.1	- 16.5%
\$350,001 to \$475,000	6.7	4.6	- 31.2%
\$475,001 to \$550,000	6.0	4.3	- 29.6%
\$550,001 to \$650,000	5.7	4.7	- 17.4%
\$650,001 to \$800,000	6.8	4.6	- 32.0%
\$800,001 to \$1.1M	9.3	5.6	- 39.6%
\$1.1M to \$1.9M	18.6	11.4	- 38.7%
\$1.9M and above	36.5	26.7	- 26.8%
All Price Ranges	8.6	6.3	- 27.3%

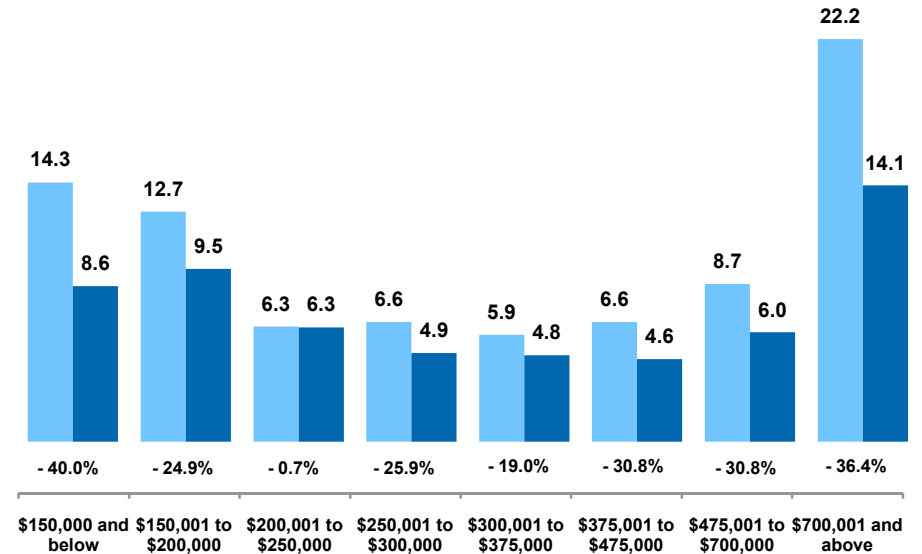
■ September 2009  
■ September 2010



### Condo

Price Range	9-2009	9-2010	Change
\$150,000 and below	14.3	8.6	- 40.0%
\$150,001 to \$200,000	12.7	9.5	- 24.9%
\$200,001 to \$250,000	6.3	6.3	- 0.7%
\$250,001 to \$300,000	6.6	4.9	- 25.9%
\$300,001 to \$375,000	5.9	4.8	- 19.0%
\$375,001 to \$475,000	6.6	4.6	- 30.8%
\$475,001 to \$700,000	8.7	6.0	- 30.8%
\$700,001 and above	22.2	14.1	- 36.4%
All Price Ranges	8.6	6.4	- 24.9%

■ September 2009  
■ September 2010



# Housing Supply Outlook

September 2010

## Pending Sales Last 12 Months

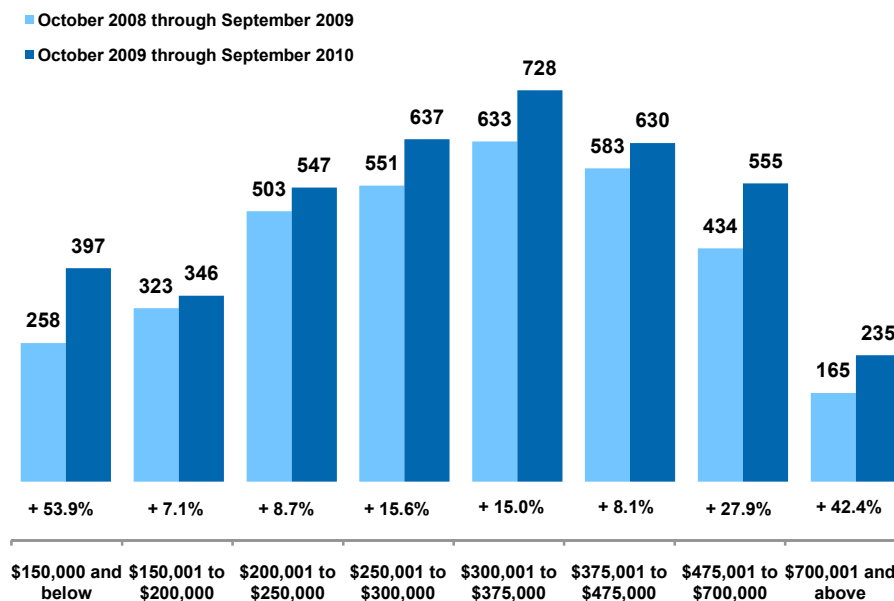
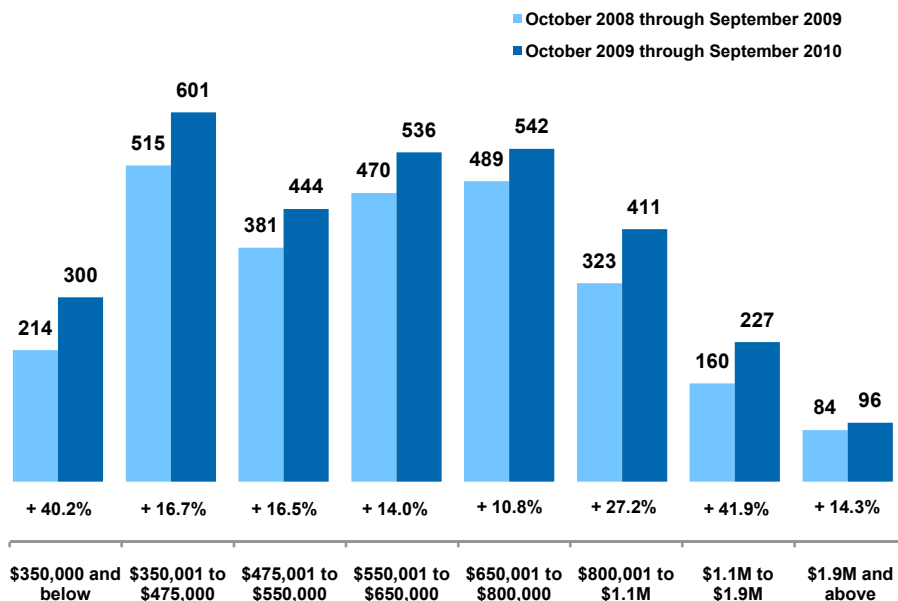


### Single-Family

Price Range	10-2008 through 9-2009	10-2009 through 9-2010	Change
\$350,000 and below	214	300	+ 40.2%
\$350,001 to \$475,000	515	601	+ 16.7%
\$475,001 to \$550,000	381	444	+ 16.5%
\$550,001 to \$650,000	470	536	+ 14.0%
\$650,001 to \$800,000	489	542	+ 10.8%
\$800,001 to \$1.1M	323	411	+ 27.2%
\$1.1M to \$1.9M	160	227	+ 41.9%
\$1.9M and above	84	96	+ 14.3%
<b>All Price Ranges</b>	<b>2,636</b>	<b>3,157</b>	<b>+ 19.8%</b>

### Condo

Price Range	10-2008 through 9-2009	10-2009 through 9-2010	Change
\$150,000 and below	258	397	+ 53.9%
\$150,001 to \$200,000	323	346	+ 7.1%
\$200,001 to \$250,000	503	547	+ 8.7%
\$250,001 to \$300,000	551	637	+ 15.6%
\$300,001 to \$375,000	633	728	+ 15.0%
\$375,001 to \$475,000	583	630	+ 8.1%
\$475,001 to \$700,000	434	555	+ 27.9%
\$700,001 and above	165	235	+ 42.4%
<b>All Price Ranges</b>	<b>3,450</b>	<b>4,075</b>	<b>+ 18.1%</b>



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September 2010



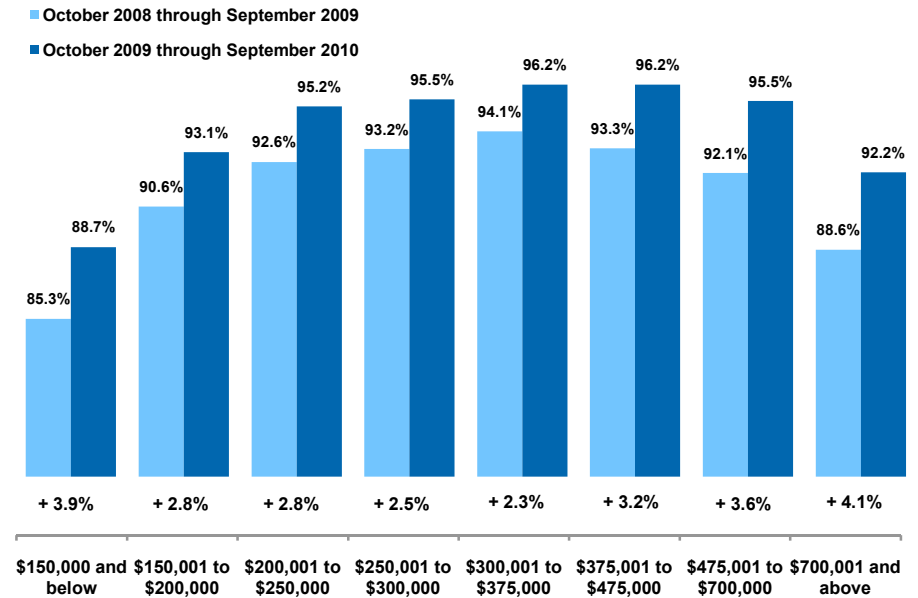
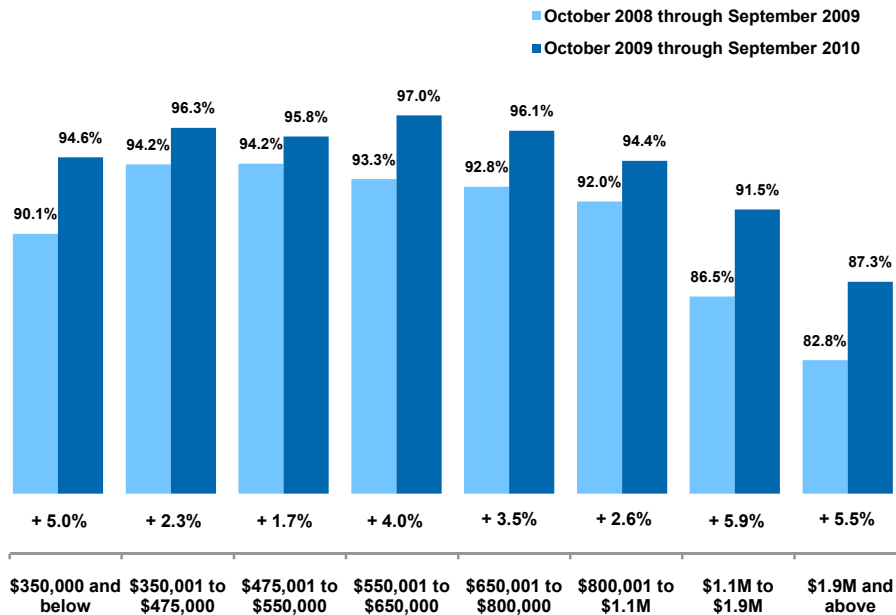
## Percent of Original List Price Received Last 12 Months

### Single-Family

Price Range	10-2008 through 9-2009	10-2009 through 9-2010	Change
\$350,000 and below	90.1%	94.6%	+ 5.0%
\$350,001 to \$475,000	94.2%	96.3%	+ 2.3%
\$475,001 to \$550,000	94.2%	95.8%	+ 1.7%
\$550,001 to \$650,000	93.3%	97.0%	+ 4.0%
\$650,001 to \$800,000	92.8%	96.1%	+ 3.5%
\$800,001 to \$1.1M	92.0%	94.4%	+ 2.6%
\$1.1M to \$1.9M	86.5%	91.5%	+ 5.9%
\$1.9M and above	82.8%	87.3%	+ 5.5%
<b>All Price Ranges</b>	<b>92.4%</b>	<b>95.3%</b>	<b>+ 3.1%</b>

### Condo

Price Range	10-2008 through 9-2009	10-2009 through 9-2010	Change
\$150,000 and below	85.3%	88.7%	+ 3.9%
\$150,001 to \$200,000	90.6%	93.1%	+ 2.8%
\$200,001 to \$250,000	92.6%	95.2%	+ 2.8%
\$250,001 to \$300,000	93.2%	95.5%	+ 2.5%
\$300,001 to \$375,000	94.1%	96.2%	+ 2.3%
\$375,001 to \$475,000	93.3%	96.2%	+ 3.2%
\$475,001 to \$700,000	92.1%	95.5%	+ 3.6%
\$700,001 and above	88.6%	92.2%	+ 4.1%
<b>All Price Ranges</b>	<b>92.2%</b>	<b>94.7%</b>	<b>+ 2.7%</b>



# Housing Supply Outlook

September 2010

## Days on Market Until Sale Last 12 Months



### Single-Family

Price Range	10-2008 through 9-2009	10-2009 through 9-2010	Change
\$350,000 and below	89	77	- 13.7%
\$350,001 to \$475,000	77	68	- 12.1%
\$475,001 to \$550,000	76	66	- 12.7%
\$550,001 to \$650,000	77	51	- 33.9%
\$650,001 to \$800,000	76	64	- 16.4%
\$800,001 to \$1.1M	77	66	- 13.3%
\$1.1M to \$1.9M	99	92	- 7.5%
\$1.9M and above	122	100	- 18.1%
<b>All Price Ranges</b>	<b>80</b>	<b>67</b>	<b>- 16.0%</b>

### Condo

Price Range	10-2008 through 9-2009	10-2009 through 9-2010	Change
\$150,000 and below	95	89	- 6.1%
\$150,001 to \$200,000	78	77	- 2.2%
\$200,001 to \$250,000	77	62	- 19.6%
\$250,001 to \$300,000	72	58	- 19.5%
\$300,001 to \$375,000	66	54	- 18.5%
\$375,001 to \$475,000	77	59	- 23.4%
\$475,001 to \$700,000	85	65	- 23.8%
\$700,001 and above	104	82	- 21.6%
<b>All Price Ranges</b>	<b>78</b>	<b>65</b>	<b>- 16.9%</b>

■ October 2008 through September 2009  
■ October 2009 through September 2010

■ October 2008 through September 2009  
■ October 2009 through September 2010

