



Monthly Indicators

June 2013

As potentially the brightest sun in the current economic recovery, housing activity has followed the mercury higher this summer. Interest rates and new construction activity have been in the spotlight lately, fueled by concerns over tapering Federal Reserve activity and ongoing inventory constraints. Watch for indications that more homes are selling in less time and at higher price points. Also watch for sellers returning to an inviting marketplace, which will help replenish neighborhoods with new listings.

New Listings were up 26.3 percent to 125. Pending Sales decreased 9.2 percent to 59. Inventory shrank 0.8 percent to 660 units.

Prices moved higher as the Median Sales Price was up 2.4 percent to \$87,000. Days on Market decreased 22.3 percent to 160 days. Months Supply of Inventory was up 3.6 percent to 14.3 months, indicating that supply increased relative to demand.

The economy – which generates the jobs that fuel housing demand – continued to improve at a moderate pace during the second quarter of 2013. Budget sequesters and sluggish export growth have taken a back seat to housing recovery and stronger consumer spending. Interest rates could flirt with 4.0 or 4.25 percent again but the days of 3.3 percent interest are likely behind us.

Activity Snapshot

- 3.8% **+ 2.4%** **- 0.8%**

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.



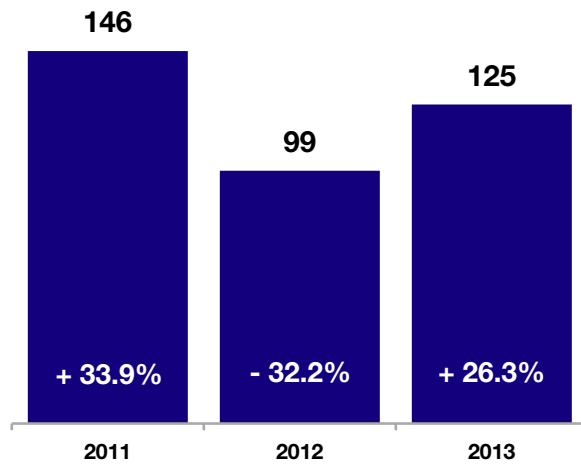
Key Metrics	Historical Sparkbars	6-2012	6-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		99	125	+ 26.3%	601	608	+ 1.2%
Pending Sales		65	59	- 9.2%	302	294	- 2.6%
Closed Sales		53	51	- 3.8%	234	226	- 3.4%
Days on Market		206	160	- 22.3%	211	180	- 14.7%
Median Sales Price		\$85,000	\$87,000	+ 2.4%	\$76,600	\$75,000	- 2.1%
Average Sales Price		\$99,552	\$106,066	+ 6.5%	\$91,112	\$88,440	- 2.9%
Pct. of List Price Received		90.6%	92.5%	+ 2.1%	90.4%	90.9%	+ 0.6%
Affordability Index		237	222	- 6.3%	254	245	- 3.5%
Homes for Sale		665	660	- 0.8%	--	--	--
Months Supply		13.8	14.3	+ 3.6%	--	--	--

New Listings

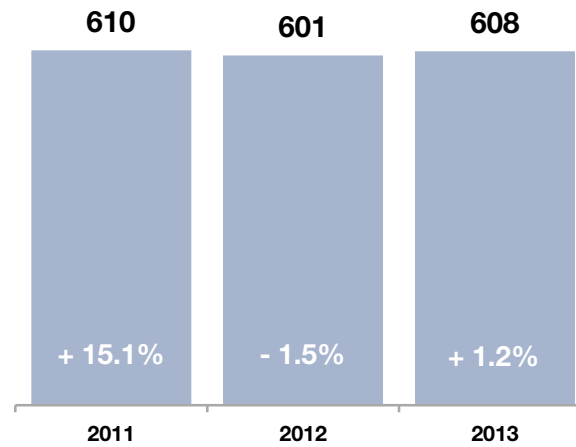
A count of the properties that have been newly listed on the market in a given month.



June



Year to Date



	New Listings	Prior Year	Percent Change
July 2012	118	135	-12.6%
August 2012	92	115	-20.0%
September 2012	77	107	-28.0%
October 2012	71	70	+1.4%
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	125	-29.6%
April 2013	113	111	+1.8%
May 2013	131	117	+12.0%
June 2013	125	99	+26.3%
12-Month Avg	89	94	-5.3%

Historical New Listings by Month

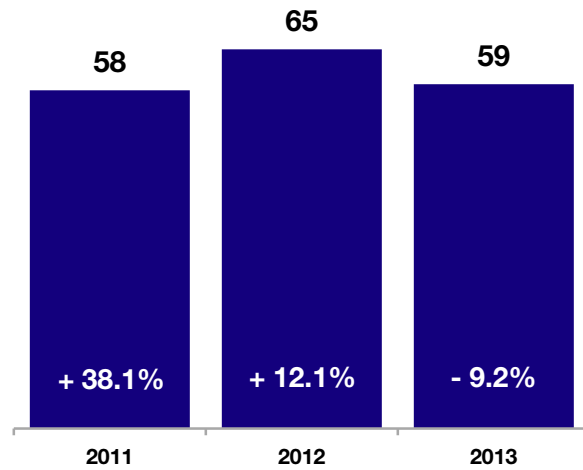


Pending Sales

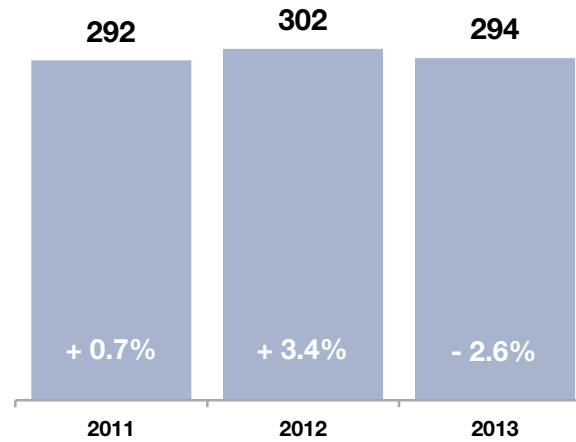
A count of the properties on which offers have been accepted in a given month.



June

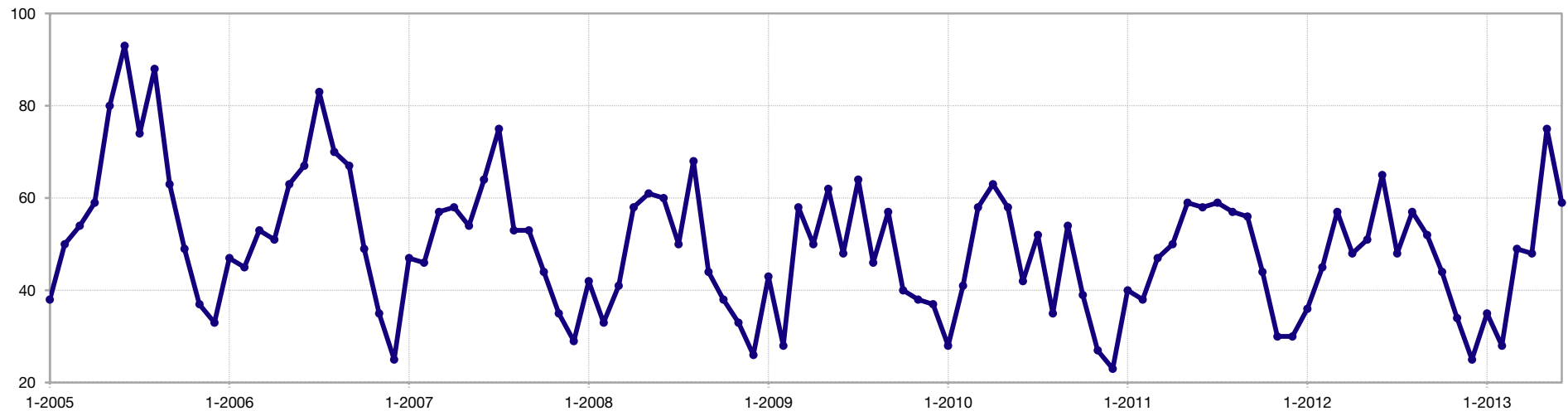


Year to Date



Pending Sales		Prior Year	Percent Change
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	49	57	-14.0%
April 2013	48	48	0.0%
May 2013	75	51	+47.1%
June 2013	59	65	-9.2%
12-Month Avg	46	48	-4.2%

Historical Pending Sales by Month

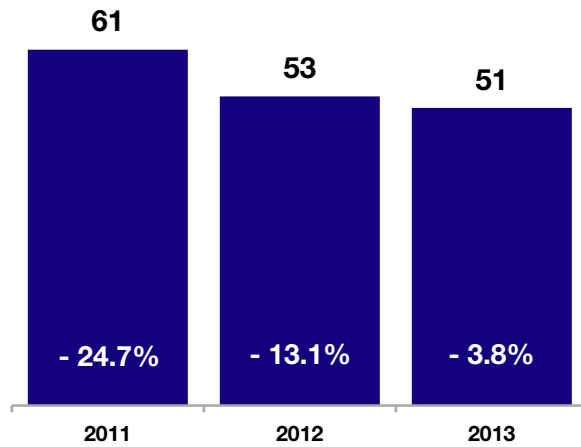


Closed Sales

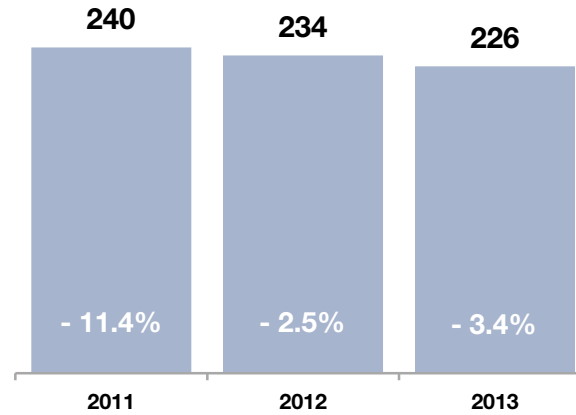
A count of the actual sales that closed in a given month.



June



Year to Date



Closed Sales	Prior Year	Percent Change
July 2012	53	-1.9%
August 2012	66	-2.9%
September 2012	45	-23.7%
October 2012	57	+11.8%
November 2012	53	+29.3%
December 2012	47	-4.1%
January 2013	42	+82.6%
February 2013	26	-27.8%
March 2013	32	-5.9%
April 2013	26	-21.2%
May 2013	49	-10.9%
June 2013	51	-3.8%
12-Month Avg	46	0.0%

Historical Closed Sales by Month

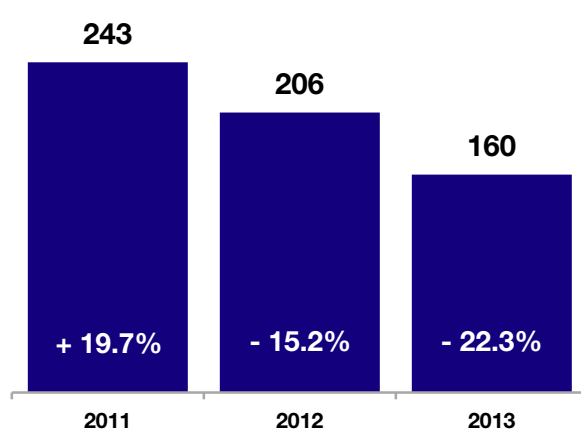


Days on Market Until Sale

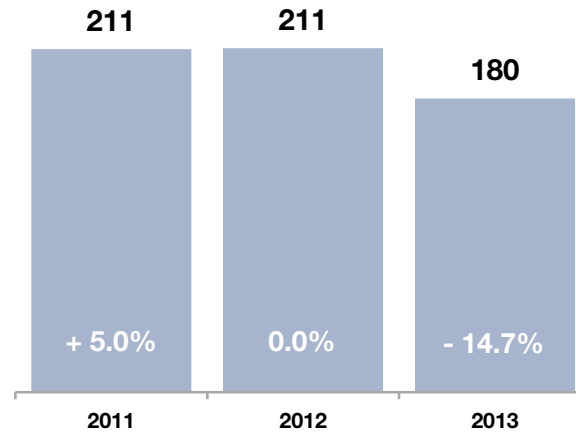
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



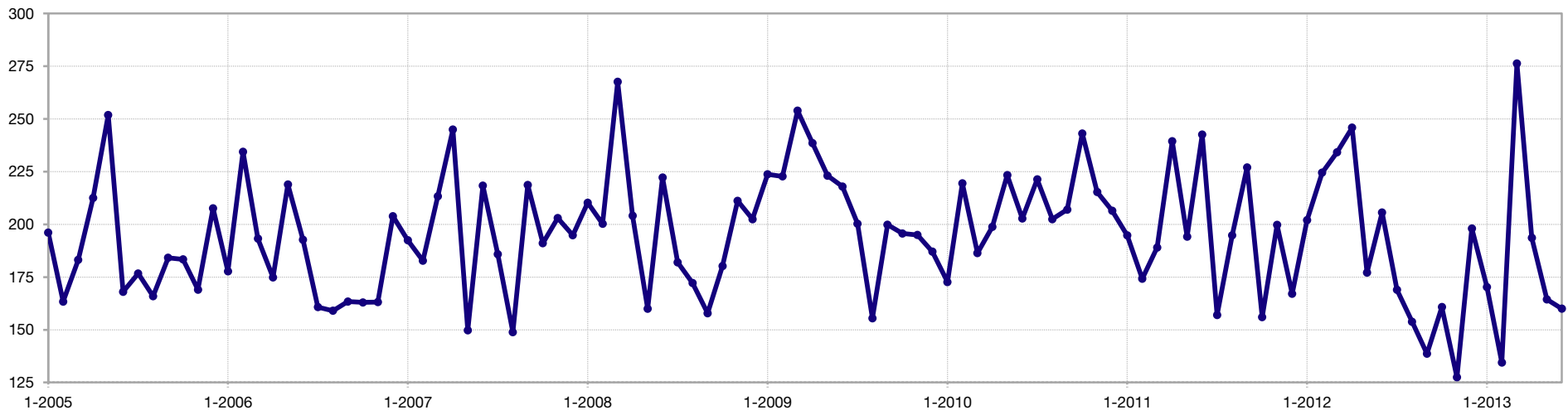
Year to Date



Days on Market	Prior Year	Percent Change
July 2012	157	+7.6%
August 2012	195	-21.0%
September 2012	227	-38.8%
October 2012	156	+3.2%
November 2012	200	-36.5%
December 2012	167	+18.6%
January 2013	202	-15.8%
February 2013	225	-40.4%
March 2013	234	+17.9%
April 2013	246	-21.1%
May 2013	177	-7.3%
June 2013	206	-22.3%
12-Month Avg*	167	-14.8%

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

Historical Days on Market Until Sale by Month

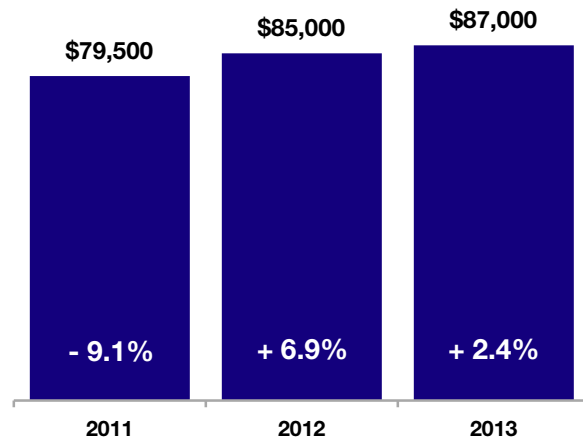


Median Sales Price

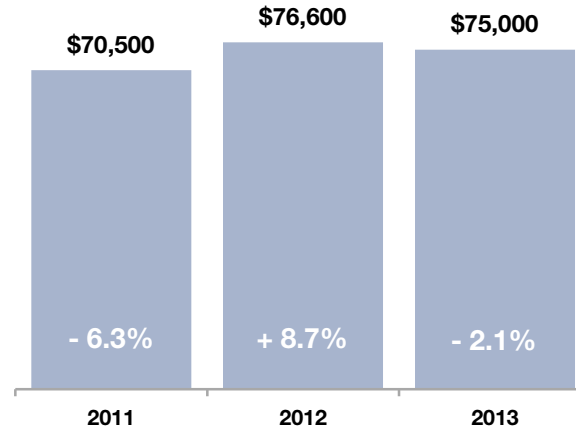
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



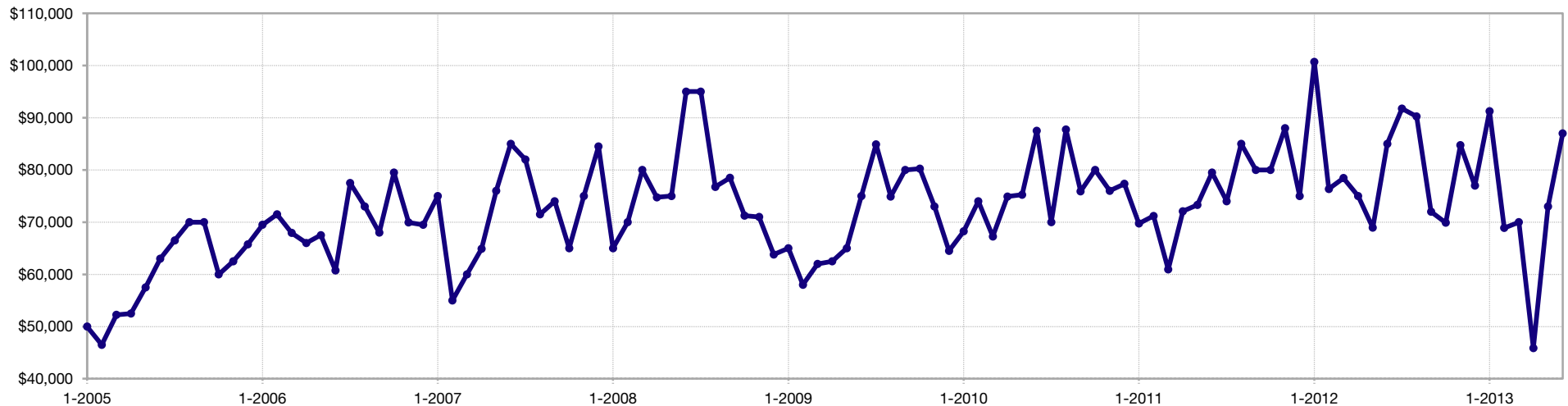
Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
April 2013	\$45,875	\$75,000	-38.8%
May 2013	\$73,000	\$68,950	+5.9%
June 2013	\$87,000	\$85,000	+2.4%
12-Month Med*	\$79,840	\$78,000	+2.4%

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

Historical Median Sales Price by Month

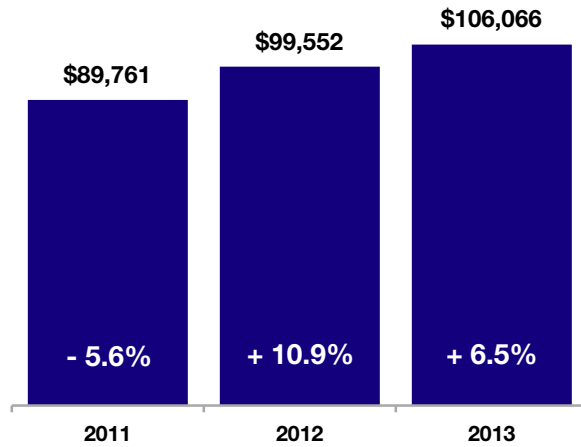


Average Sales Price

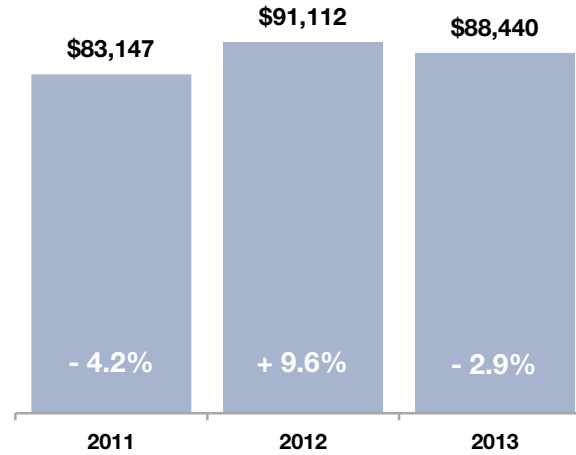
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



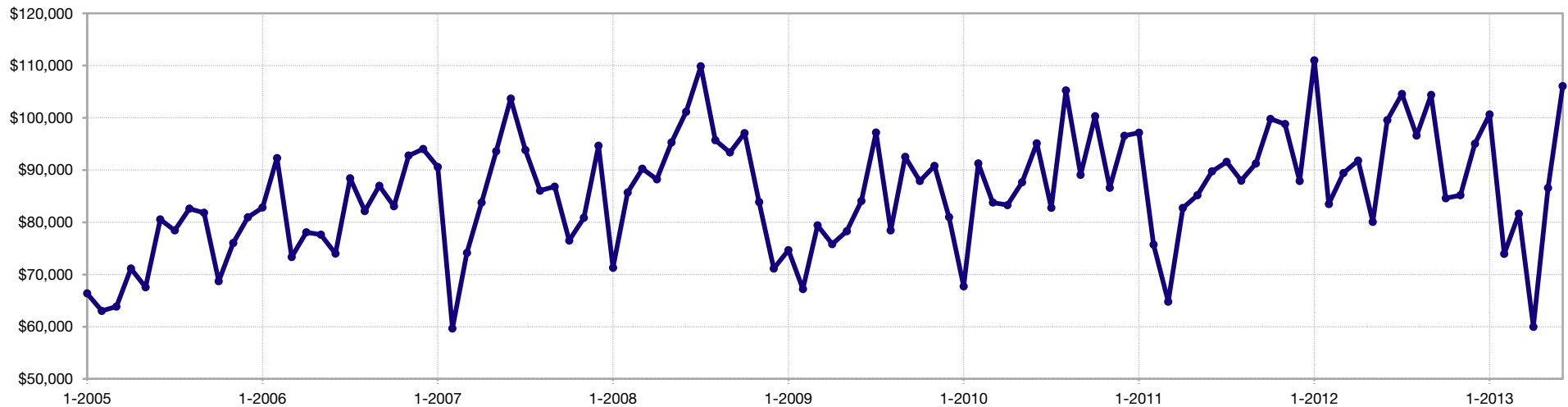
Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
April 2013	\$59,974	\$91,806	-34.7%
May 2013	\$86,579	\$80,081	+8.1%
June 2013	\$106,066	\$99,552	+6.5%
12-Month Avg*	\$92,144	\$91,866	+0.3%

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

Historical Average Sales Price by Month

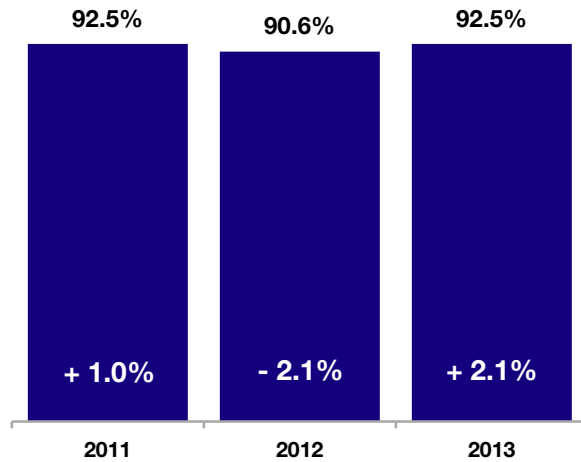


Percent of List Price Received

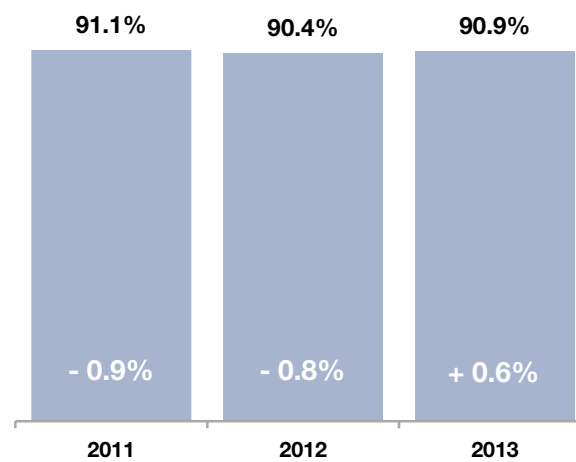


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June



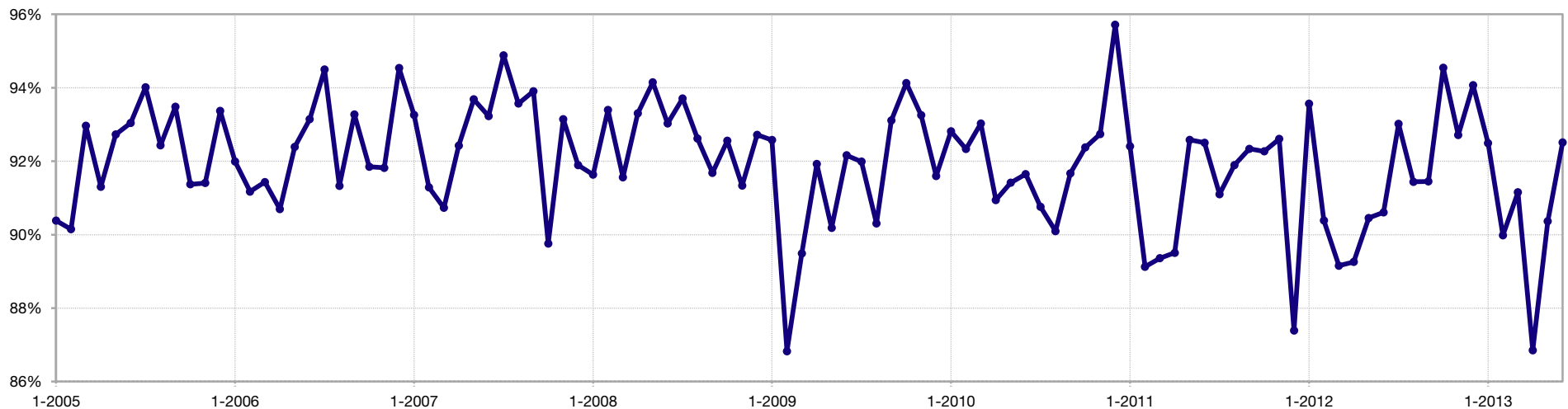
Year to Date



	Pct. of List Price Received	Prior Year	Percent Change
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%
April 2013	86.9%	89.3%	-2.7%
May 2013	90.4%	90.5%	-0.1%
June 2013	92.5%	90.6%	+2.1%
12-Month Avg*	92.0%	90.9%	+1.2%

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

Historical Percent of List Price Received by Month

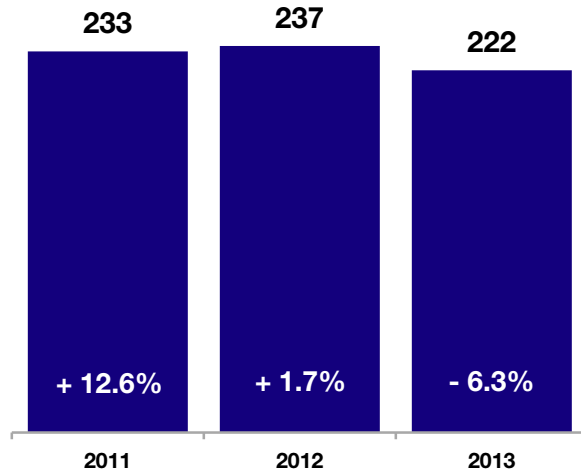


Housing Affordability Index

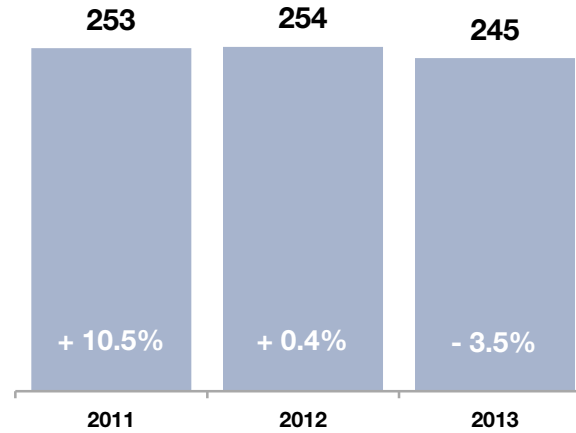


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2013	350	253	+38.3%
May 2013	261	270	-3.3%
June 2013	222	237	-6.3%
12-Month Avg	259	240	+8.0%

Historical Housing Affordability Index by Month

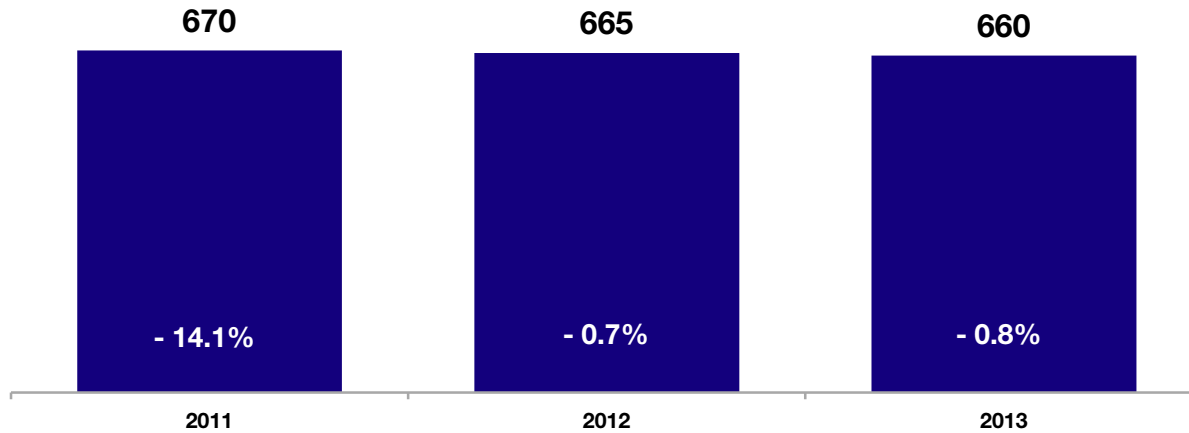


Inventory of Homes for Sale

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

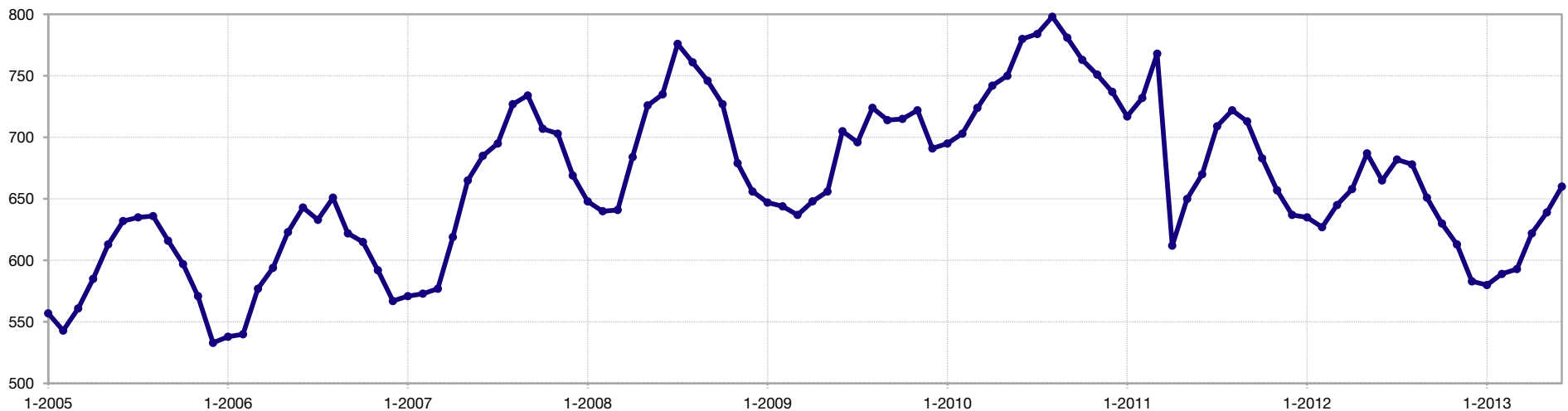


June



Homes for Sale		Prior Year	Percent Change
July 2012	682	709	-3.8%
August 2012	678	722	-6.1%
September 2012	651	713	-8.7%
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	589	627	-6.1%
March 2013	593	645	-8.1%
April 2013	622	658	-5.5%
May 2013	639	687	-7.0%
June 2013	660	665	-0.8%
12-Month Avg	627	670	-6.4%

Historical Inventory of Homes for Sale by Month

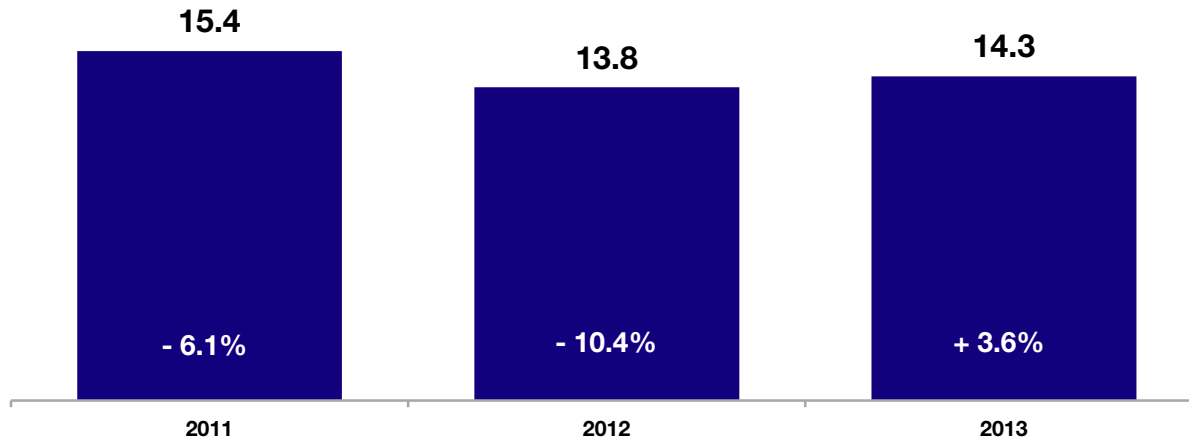


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	13.3	13.3	0.0%
April 2013	13.9	13.6	+2.2%
May 2013	13.7	14.4	-4.9%
June 2013	14.3	13.8	+3.6%
12-Month Avg	13.5	14.3	-5.6%

Historical Months Supply of Inventory by Month

