

# Monthly Indicators



## January 2013

The idea of doing data analysis is about as exciting to some as renewing a driver's license. Sometimes watching monthly figures can feel like watching grass grow. Try to ignore the confusion of high school statistics class – those regressions and cotangents can't hurt you anymore. The number crunching is done for you, so let the trend be your friend. And for the first time since 2006, the numbers are largely positive. Let's look at the cheat sheet.

New Listings were down 15.8 percent for detached homes and 15.6 percent for attached properties. Pending Sales increased 24.4 percent for single-family homes and 16.3 percent for townhouse-condo properties.

The Median Sales Price was up 17.8 percent to \$430,000 for detached homes and 22.3 percent to \$269,000 for attached properties. Months Supply of Inventory decreased 68.5 percent for single-family units and 73.7 percent for townhouse-condo units.

It's important to watch the economy, since job growth directly fuels home purchases and since the housing industry generates jobs. The economy has added about 6.1 million jobs over the past 35 months, a sluggish but encouraging trend. Interest rates are slowly moving higher in some regions, though the affordability picture remains extremely attractive.

## Monthly Snapshot

**+ 13.9%**    **+ 18.5%**    **- 63.7%**

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

Residential activity in all PWR areas of Los Angeles and Orange Counties, comprised of single-family properties and townhome-condominiums combined. Percent changes are calculated using rounded figures.

Single Family Activity Overview	2
Townhouse-Condo Activity Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of Original List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties	14

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

# Single Family Activity Overview

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



Key Metrics	Historical Sparkbars	1-2012	1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		3,656	<b>3,080</b>	- 15.8%	3,656	<b>3,080</b>	- 15.8%
<b>Pending Sales</b>		2,239	<b>2,786</b>	+ 24.4%	2,239	<b>2,786</b>	+ 24.4%
<b>Closed Sales</b>		1,846	<b>2,173</b>	+ 17.7%	1,846	<b>2,173</b>	+ 17.7%
<b>Days on Market</b>		95	<b>71</b>	- 25.3%	95	<b>71</b>	- 25.3%
<b>Median Sales Price</b>		\$365,000	<b>\$430,000</b>	+ 17.8%	\$365,000	<b>\$430,000</b>	+ 17.8%
<b>Average Sales Price</b>		\$475,989	<b>\$544,871</b>	+ 14.5%	\$475,989	<b>\$544,871</b>	+ 14.5%
<b>Pct. of Orig. Price Received</b>		94.2%	<b>98.0%</b>	+ 4.0%	94.2%	<b>98.0%</b>	+ 4.0%
<b>Affordability Index</b>		94	<b>88</b>	- 6.4%	94	<b>88</b>	- 6.4%
<b>Homes for Sale</b>		12,512	<b>4,805</b>	- 61.6%	--	--	--
<b>Months Supply</b>		5.4	<b>1.7</b>	- 68.5%	--	--	--

# Townhouse-Condo Activity Overview



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

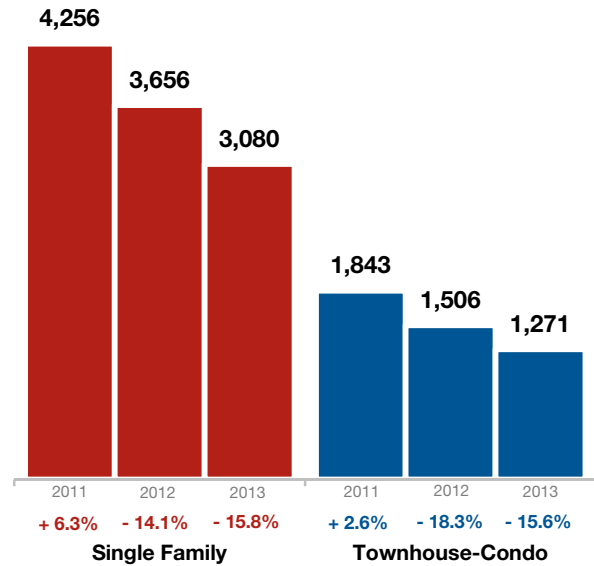
Key Metrics	Historical Sparkbars	1-2012	1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		1,506	<b>1,271</b>	- 15.6%	1,506	<b>1,271</b>	- 15.6%
<b>Pending Sales</b>		1,001	<b>1,164</b>	+ 16.3%	1,001	<b>1,164</b>	+ 16.3%
<b>Closed Sales</b>		829	<b>875</b>	+ 5.5%	829	<b>875</b>	+ 5.5%
<b>Days on Market</b>		114	<b>75</b>	- 34.2%	114	<b>75</b>	- 34.2%
<b>Median Sales Price</b>		\$220,000	<b>\$269,000</b>	+ 22.3%	\$220,000	<b>\$269,000</b>	+ 22.3%
<b>Average Sales Price</b>		\$255,443	<b>\$302,798</b>	+ 18.5%	\$255,443	<b>\$302,798</b>	+ 18.5%
<b>Pct. of Orig. Price Received</b>		92.0%	<b>99.1%</b>	+ 7.7%	92.0%	<b>99.1%</b>	+ 7.7%
<b>Affordability Index</b>		147	<b>133</b>	- 9.5%	147	<b>133</b>	- 9.5%
<b>Homes for Sale</b>		5,538	<b>1,752</b>	- 68.4%	--	--	--
<b>Months Supply</b>		5.7	<b>1.5</b>	- 73.7%	--	--	--

# New Listings

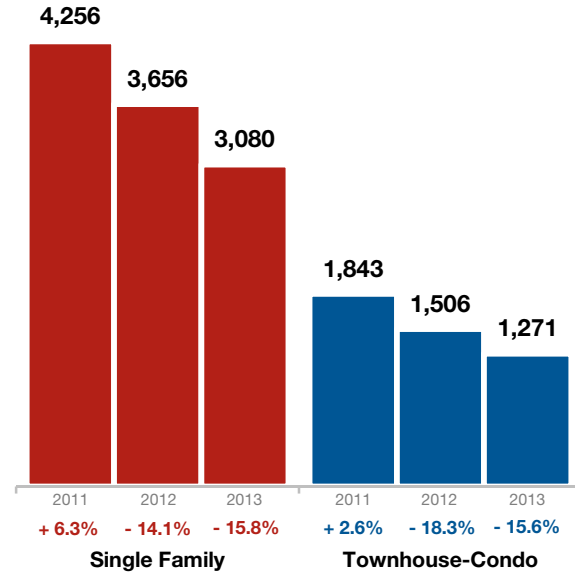
A count of the properties that have been newly listed on the market in a given month.



## January

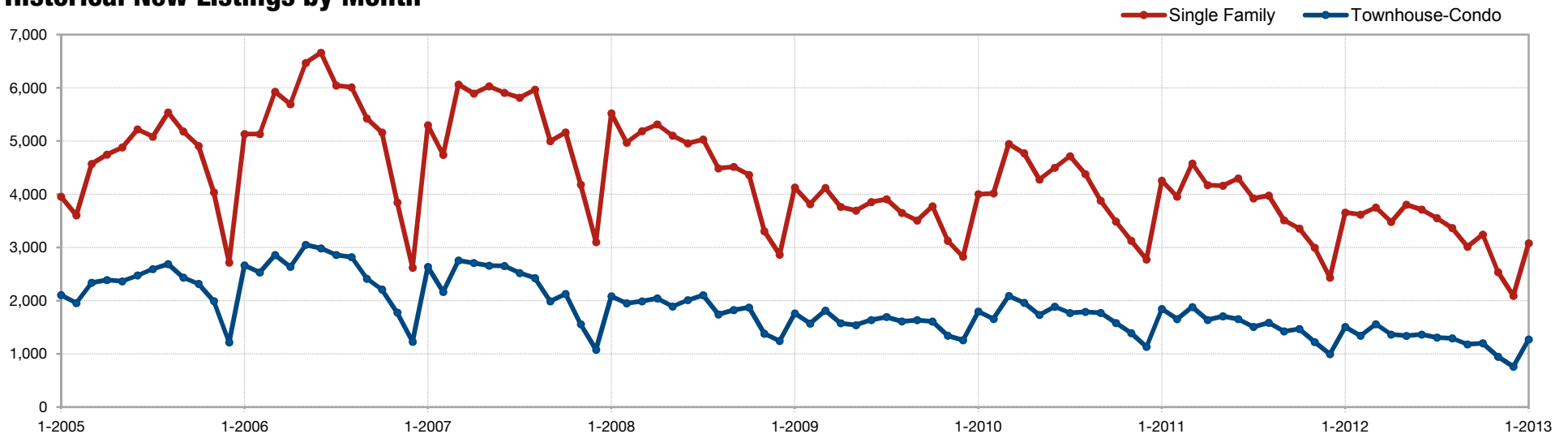


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	3,617	-8.5%	1,342	-18.9%
Mar-2012	3,750	-18.1%	1,558	-17.1%
Apr-2012	3,480	-16.6%	1,363	-16.7%
May-2012	3,804	-8.6%	1,339	-21.6%
Jun-2012	3,713	-13.6%	1,363	-17.6%
Jul-2012	3,551	-9.5%	1,308	-13.3%
Aug-2012	3,366	-15.3%	1,292	-18.5%
Sep-2012	3,014	-14.1%	1,178	-17.3%
Oct-2012	3,242	-3.4%	1,201	-18.2%
Nov-2012	2,536	-15.4%	947	-22.5%
Dec-2012	2,090	-14.1%	761	-23.6%
<b>Jan-2013</b>	<b>3,080</b>	<b>-15.8%</b>	<b>1,271</b>	<b>-15.6%</b>
12-Month Avg	3,751	-12.8%	1,520	-18.2%

## Historical New Listings by Month

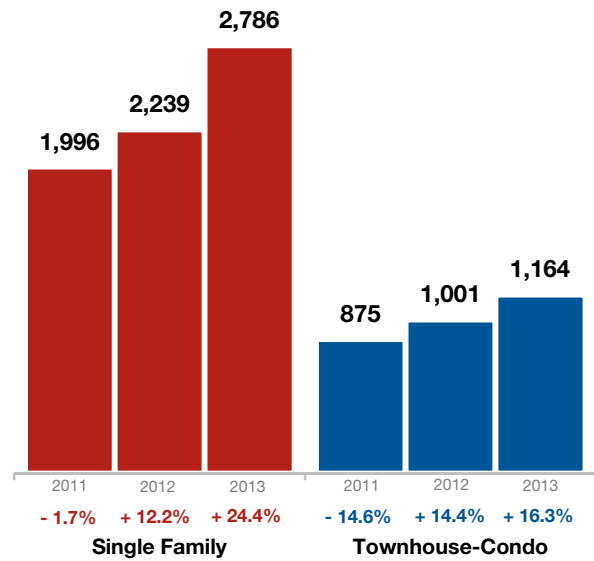


# Pending Sales

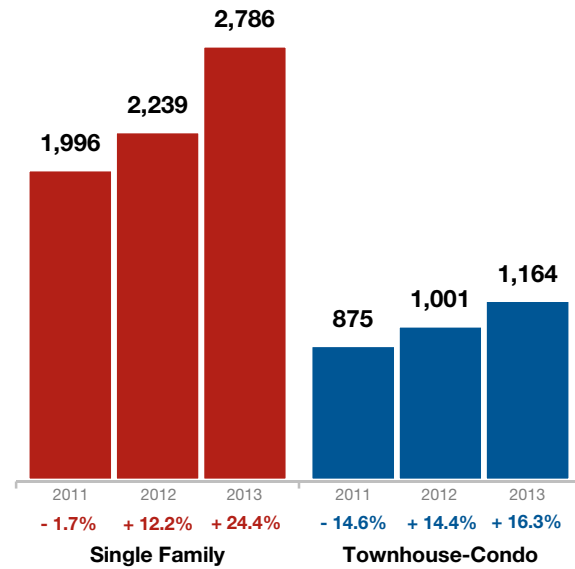
A count of the properties on which offers have been accepted in a given month.



## January

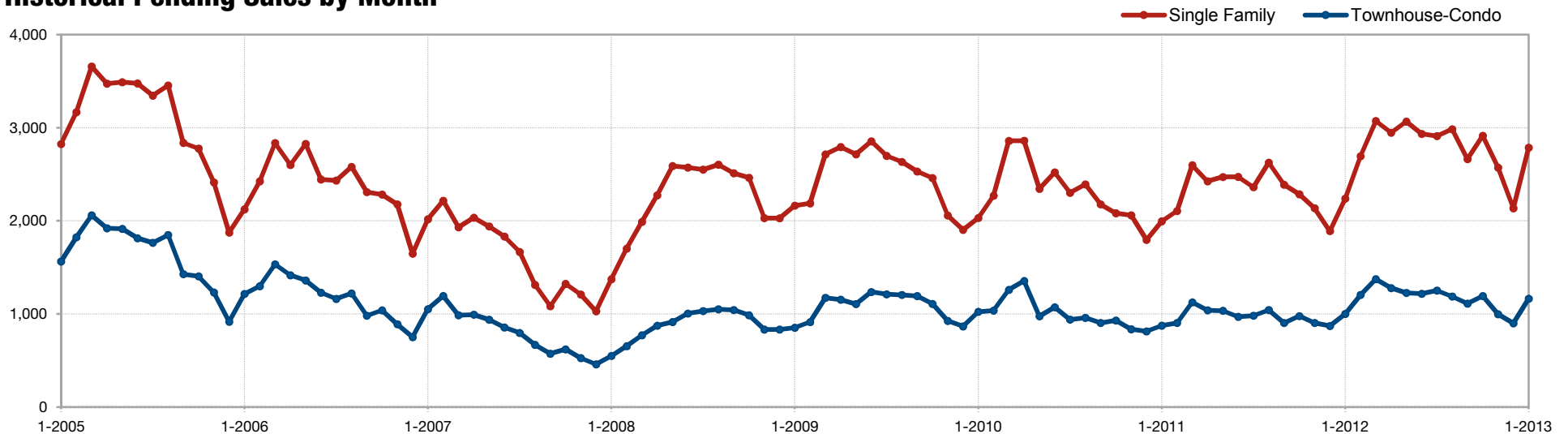


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	2,694	+27.9%	1,205	+33.3%
Mar-2012	3,073	+18.3%	1,374	+22.1%
Apr-2012	2,947	+21.5%	1,278	+22.9%
May-2012	3,066	+24.1%	1,227	+18.6%
Jun-2012	2,934	+18.7%	1,217	+25.5%
Jul-2012	2,911	+23.2%	1,252	+27.5%
Aug-2012	2,984	+13.7%	1,188	+13.9%
Sep-2012	2,663	+11.5%	1,111	+22.9%
Oct-2012	2,914	+27.5%	1,193	+22.1%
Nov-2012	2,572	+20.4%	997	+10.3%
Dec-2012	2,135	+12.9%	900	+3.3%
<b>Jan-2013</b>	<b>2,786</b>	<b>+24.4%</b>	<b>1,164</b>	<b>+16.3%</b>
12-Month Avg	2,333	+20.3%	980	+20.0%

## Historical Pending Sales by Month

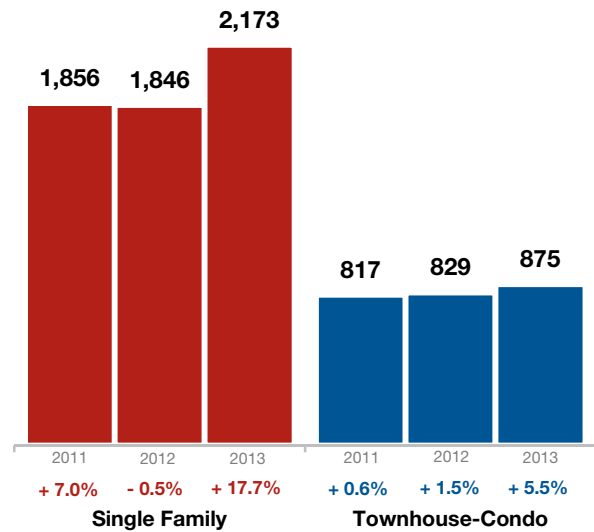


# Closed Sales

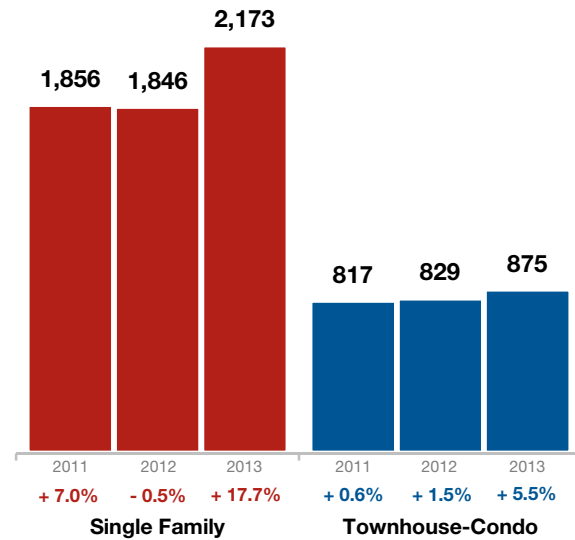
A count of the actual sales that closed in a given month.



## January

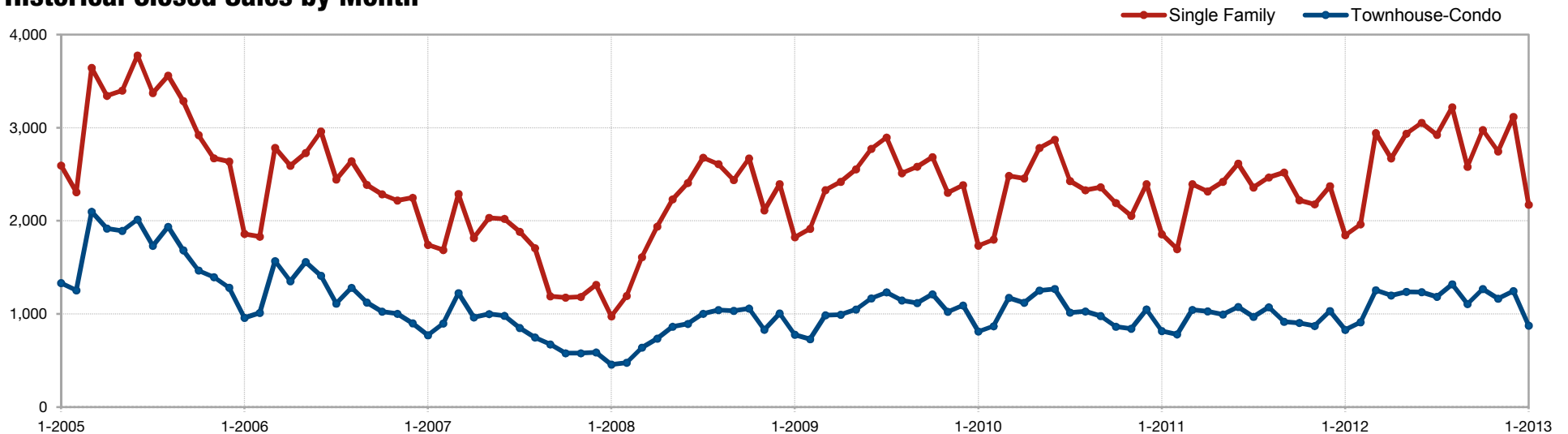


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	1,963	+15.7%	911	+16.6%
Mar-2012	2,943	+22.9%	1,255	+20.2%
Apr-2012	2,671	+15.3%	1,199	+16.6%
May-2012	2,936	+21.3%	1,238	+24.5%
Jun-2012	3,053	+16.7%	1,235	+14.9%
Jul-2012	2,924	+24.0%	1,185	+22.3%
Aug-2012	3,220	+30.6%	1,319	+23.0%
Sep-2012	2,580	+2.4%	1,107	+20.9%
Oct-2012	2,976	+34.0%	1,268	+40.3%
Nov-2012	2,746	+26.1%	1,164	+33.6%
Dec-2012	3,117	+31.4%	1,246	+20.7%
<b>Jan-2013</b>	<b>2,173</b>	<b>+17.7%</b>	<b>875</b>	<b>+5.5%</b>
12-Month Avg	2,284	+21.5%	960	+21.6%

## Historical Closed Sales by Month

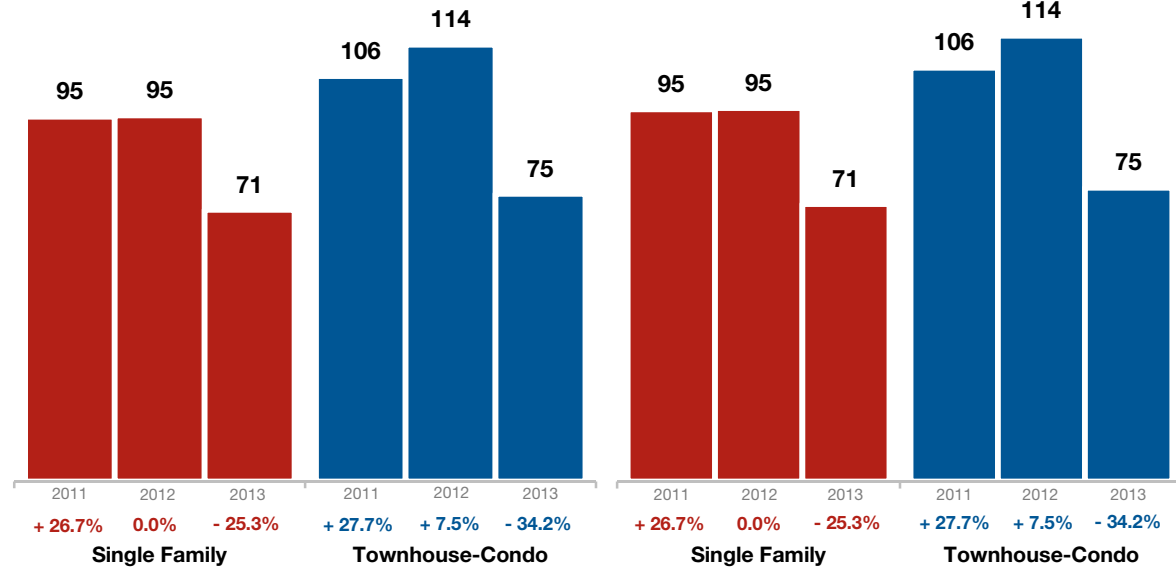


# Days on Market Until Sale

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



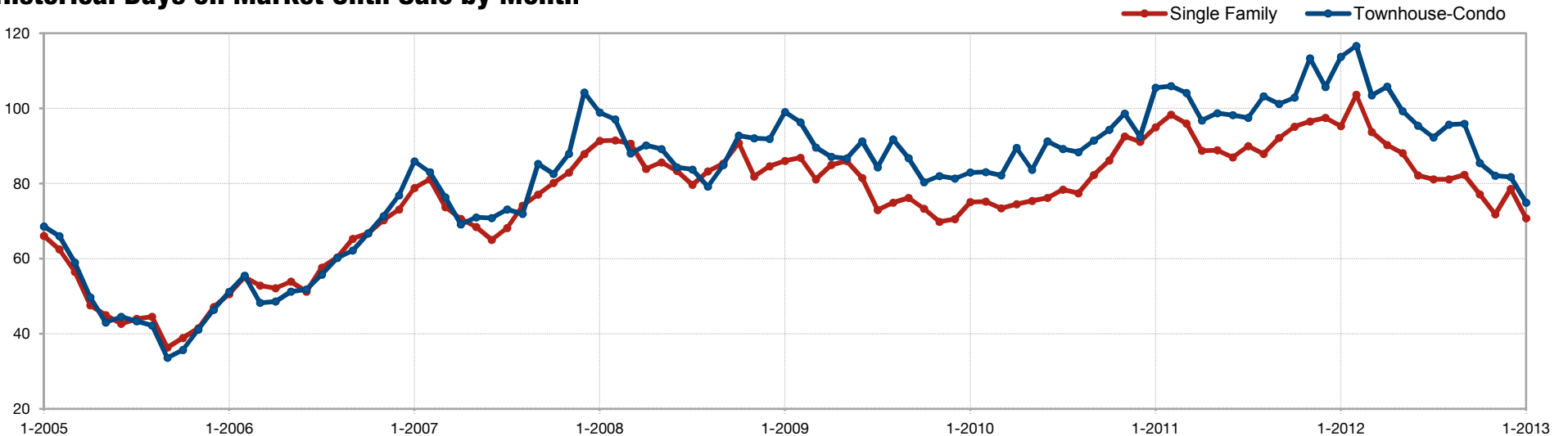
## January



## Year to Date

Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	104	+6.1%	117	+10.4%
Mar-2012	94	-2.1%	103	-1.0%
Apr-2012	90	+1.1%	106	+9.3%
May-2012	88	-1.1%	99	0.0%
Jun-2012	82	-5.7%	95	-3.1%
Jul-2012	81	-10.0%	92	-5.2%
Aug-2012	81	-8.0%	96	-6.8%
Sep-2012	82	-10.9%	96	-5.0%
Oct-2012	77	-18.9%	85	-17.5%
Nov-2012	72	-25.0%	82	-27.4%
Dec-2012	79	-18.6%	82	-22.6%
<b>Jan-2013</b>	<b>71</b>	<b>-25.3%</b>	<b>75</b>	<b>-34.2%</b>
12-Month Avg	92	-10.2%	103	-8.8%

## Historical Days on Market Until Sale by Month



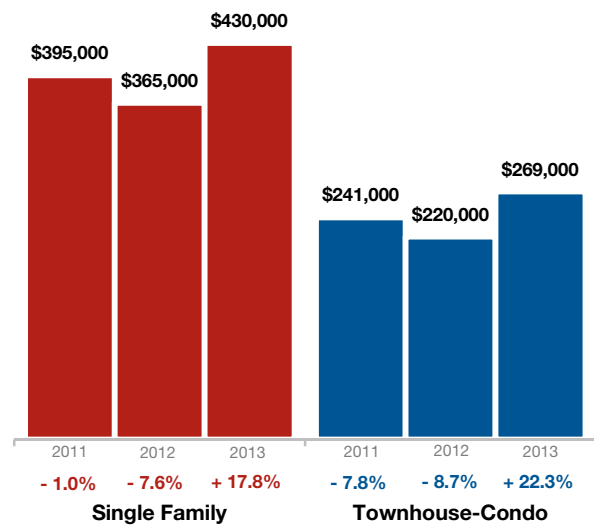
\* Days on Market for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

# Median Sales Price

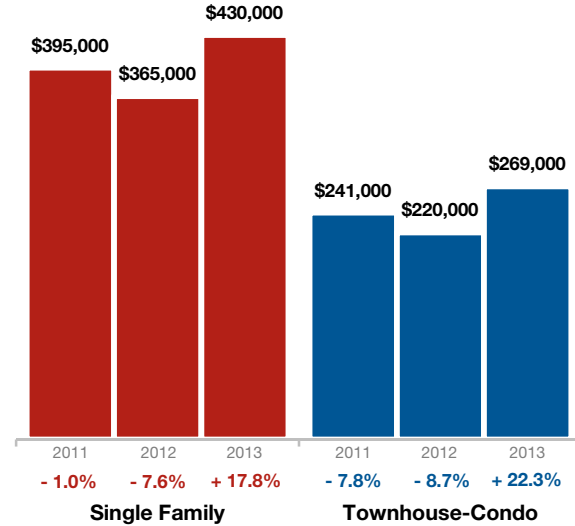
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



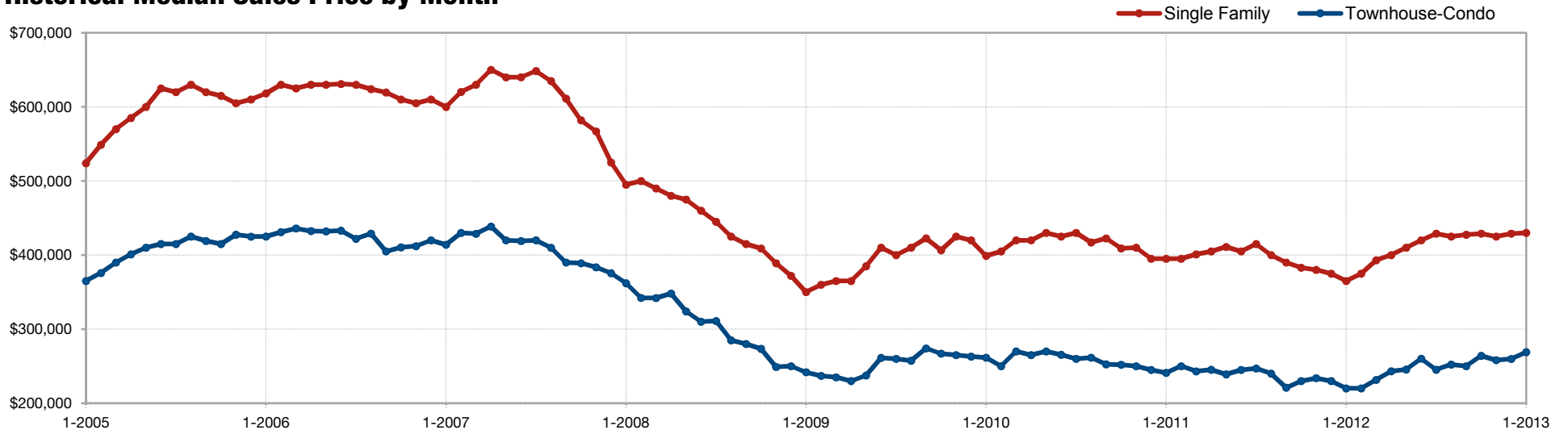
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	\$375,000	-5.1%	\$220,000	-12.0%
Mar-2012	\$393,000	-2.0%	\$231,500	-4.7%
Apr-2012	\$400,000	-1.2%	\$243,250	-0.8%
May-2012	\$410,000	-0.2%	\$245,500	+2.7%
Jun-2012	\$420,000	+3.7%	\$260,100	+6.2%
Jul-2012	\$429,000	+3.4%	\$245,250	-0.7%
Aug-2012	\$425,000	+6.3%	\$252,200	+5.1%
Sep-2012	\$427,500	+9.6%	\$250,000	+13.1%
Oct-2012	\$429,000	+12.0%	\$264,000	+14.8%
Nov-2012	\$425,000	+11.8%	\$258,250	+10.4%
Dec-2012	\$429,000	+14.4%	\$259,800	+13.0%
<b>Jan-2013</b>	<b>\$430,000</b>	<b>+17.8%</b>	<b>\$269,000</b>	<b>+22.3%</b>
12-Month Avg	\$395,000	+5.6%	\$236,500	+5.7%

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

## Historical Median Sales Price by Month



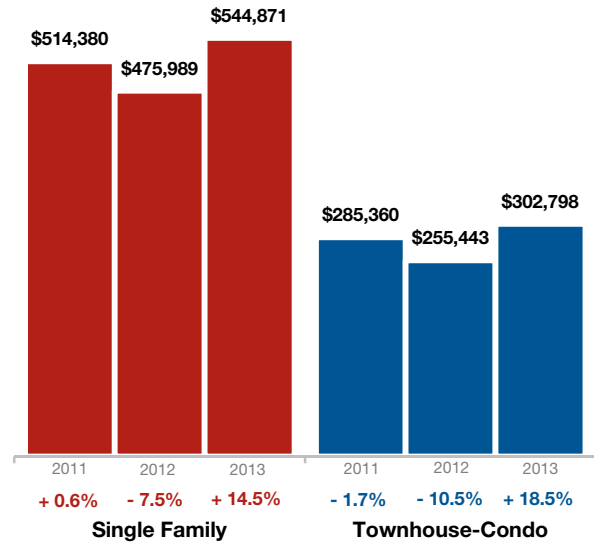


# Average Sales Price

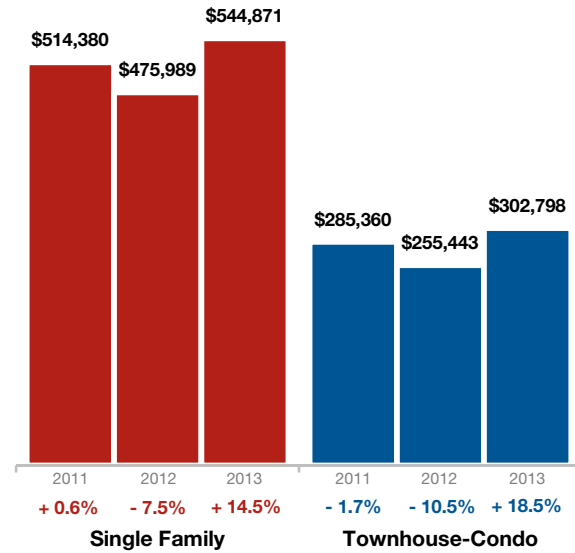
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



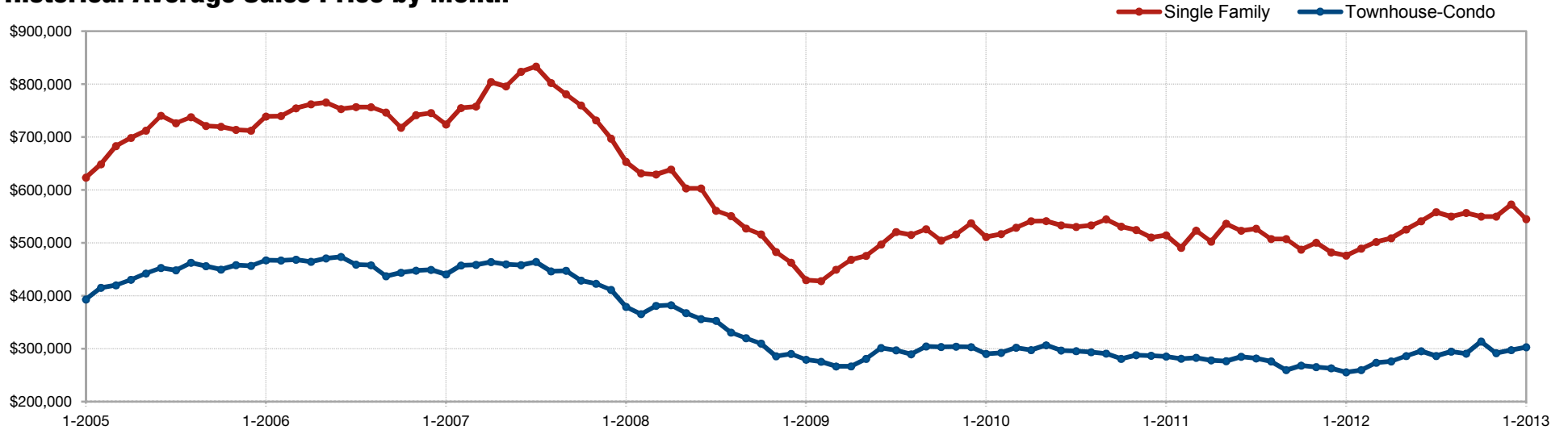
## Year to Date



Average Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	\$489,233	-0.3%	\$259,673	-7.6%
Mar-2012	\$501,763	-4.1%	\$273,473	-3.3%
Apr-2012	\$508,794	+1.3%	\$276,062	-0.7%
May-2012	\$525,167	-2.1%	\$286,113	+3.5%
Jun-2012	\$541,041	+3.4%	\$295,339	+3.7%
Jul-2012	\$558,199	+6.0%	\$286,349	+1.7%
Aug-2012	\$549,865	+8.4%	\$294,589	+6.7%
Sep-2012	\$556,694	+9.7%	\$290,781	+12.0%
Oct-2012	\$549,815	+12.8%	\$313,542	+17.0%
Nov-2012	\$549,809	+9.9%	\$291,638	+9.9%
Dec-2012	\$572,591	+18.8%	\$297,341	+13.0%
<b>Jan-2013</b>	<b>\$544,871</b>	<b>+14.5%</b>	<b>\$302,798</b>	<b>+18.5%</b>
12-Month Avg	\$506,522	+6.4%	\$273,155	+5.9%

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

## Historical Average Sales Price by Month



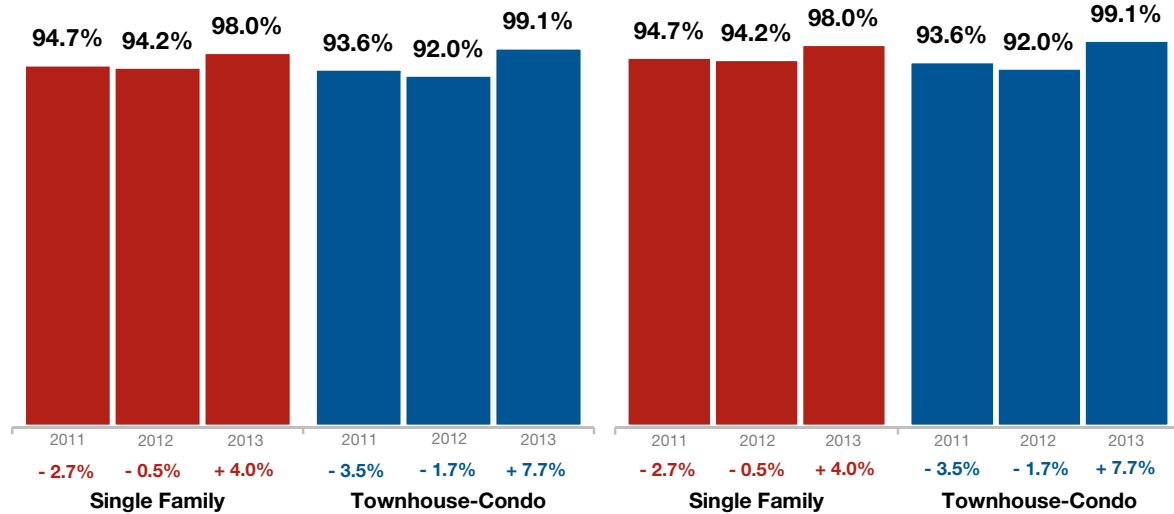
# Percent of Original List Price Received



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.

## January

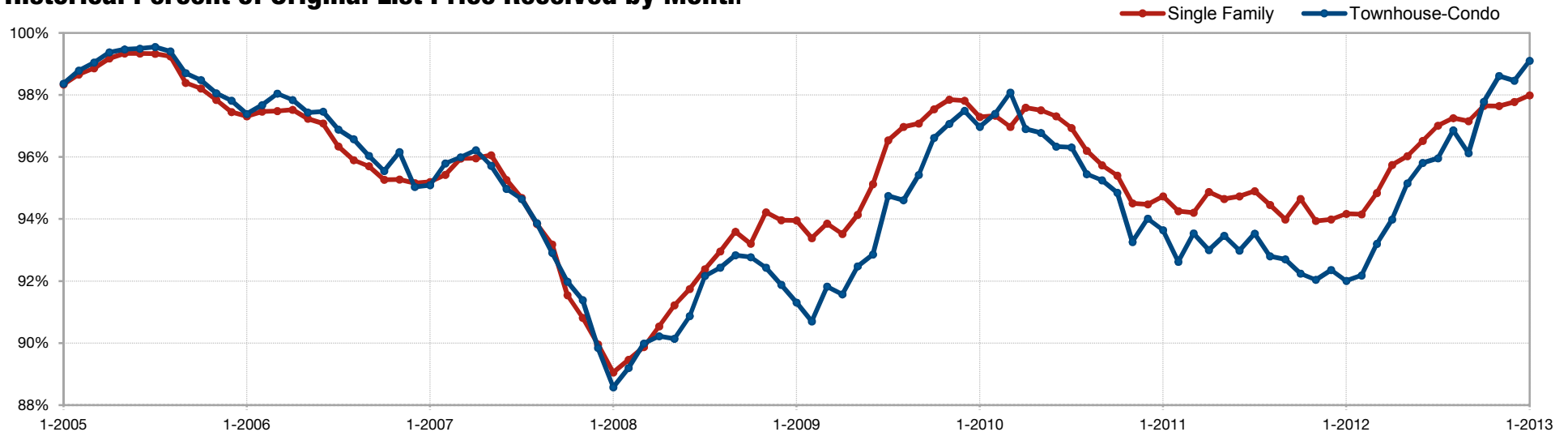
## Year to Date



Pct. of Orig. Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	94.2%	-0.1%	92.2%	-0.4%
Mar-2012	94.8%	+0.6%	93.2%	-0.3%
Apr-2012	95.7%	+0.8%	94.0%	+1.1%
May-2012	96.0%	+1.5%	95.2%	+1.8%
Jun-2012	96.5%	+1.9%	95.8%	+3.0%
Jul-2012	97.0%	+2.2%	96.0%	+2.7%
Aug-2012	97.3%	+3.0%	96.9%	+4.4%
Sep-2012	97.2%	+3.4%	96.1%	+3.7%
Oct-2012	97.7%	+3.3%	97.8%	+6.1%
Nov-2012	97.6%	+3.9%	98.6%	+7.2%
Dec-2012	97.8%	+4.0%	98.5%	+6.6%
<b>Jan-2013</b>	<b>98.0%</b>	<b>+4.0%</b>	<b>99.1%</b>	<b>+7.7%</b>
12-Month Avg	94.4%	+2.4%	92.8%	+3.6%

\* Pct. of Orig. Price Received for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



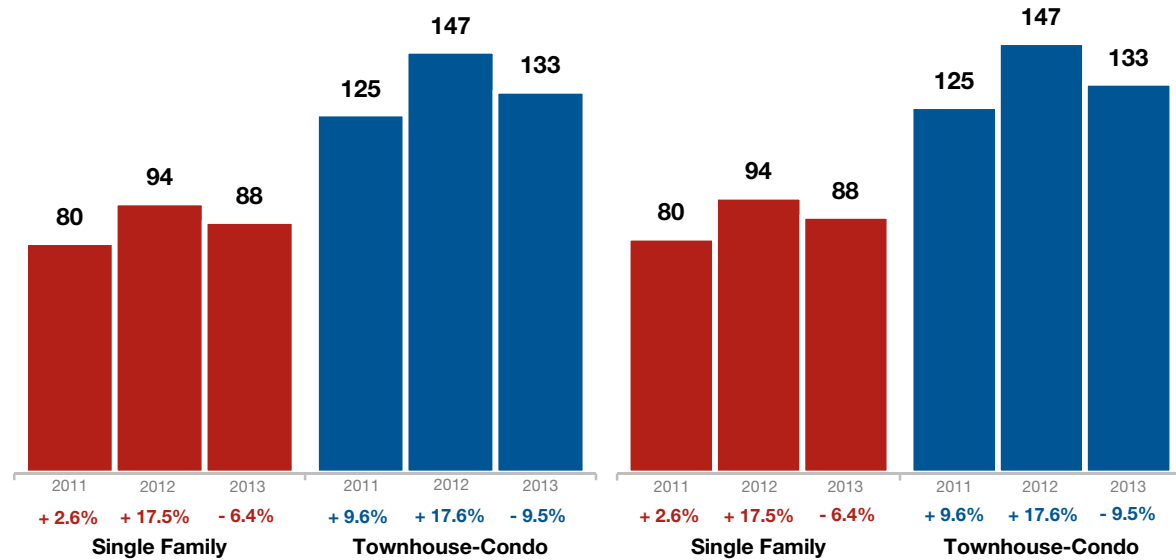
# Housing Affordability Index



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.

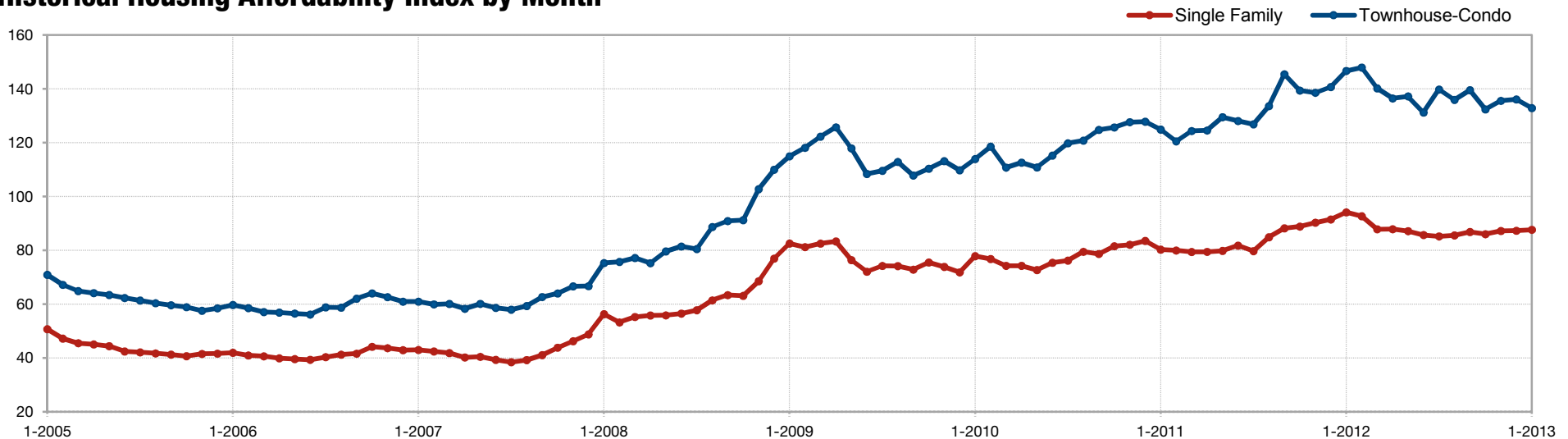
## January

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	93	+16.3%	148	+22.3%
Mar-2012	88	+11.4%	140	+12.9%
Apr-2012	88	+11.4%	136	+8.8%
May-2012	87	+8.7%	137	+6.2%
Jun-2012	86	+4.9%	131	+2.3%
Jul-2012	85	+6.3%	140	+10.2%
Aug-2012	86	+1.2%	136	+1.5%
Sep-2012	87	-1.1%	140	-3.4%
Oct-2012	86	-3.4%	132	-5.0%
Nov-2012	87	-3.3%	136	-2.2%
Dec-2012	87	-4.4%	136	-3.5%
<b>Jan-2013</b>	<b>88</b>	<b>-6.4%</b>	<b>133</b>	<b>-9.5%</b>
12-Month Avg	87	+3.8%	137	-0.1%

## Historical Housing Affordability Index by Month

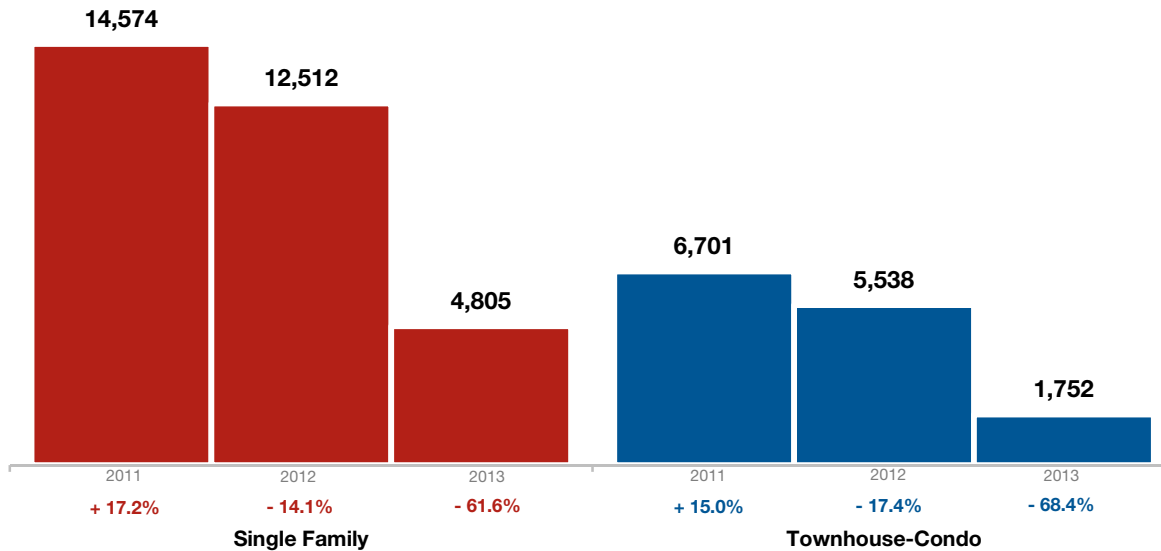


# Inventory of Homes for Sale

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



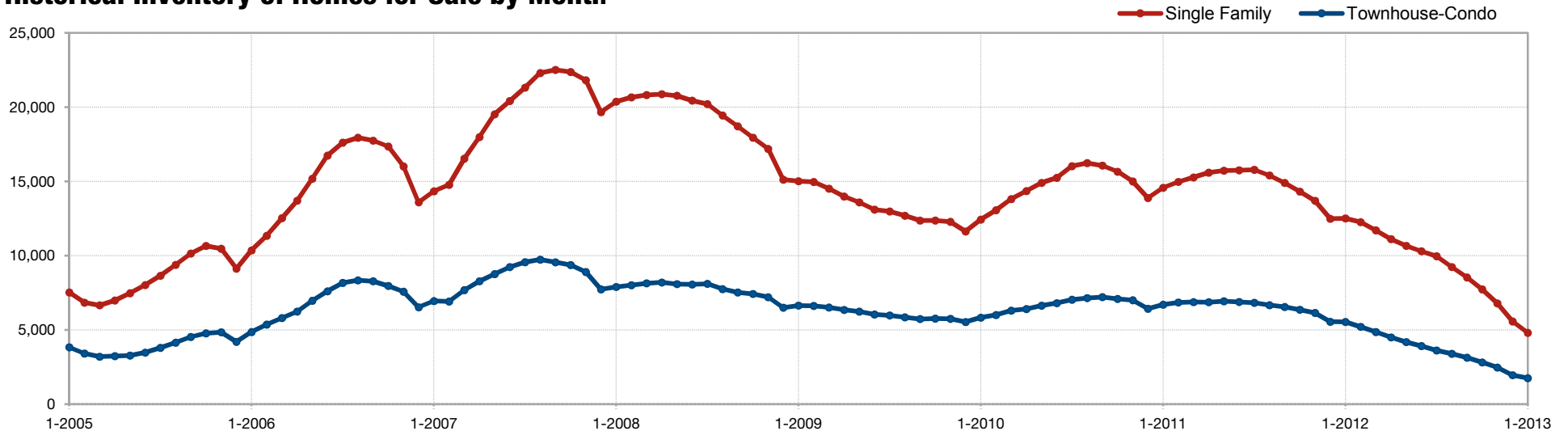
## January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	12,258	-18.1%	5,214	-23.9%
Mar-2012	11,710	-23.3%	4,862	-29.3%
Apr-2012	11,118	-28.7%	4,499	-34.5%
May-2012	10,665	-32.2%	4,186	-39.6%
Jun-2012	10,301	-34.6%	3,916	-43.1%
Jul-2012	9,966	-36.9%	3,617	-47.0%
Aug-2012	9,239	-40.0%	3,395	-49.1%
Sep-2012	8,535	-42.7%	3,134	-52.1%
Oct-2012	7,736	-46.0%	2,814	-55.8%
Nov-2012	6,787	-50.5%	2,466	-59.9%
Dec-2012	5,573	-55.4%	1,955	-64.8%
<b>Jan-2013</b>	<b>4,805</b>	<b>-61.6%</b>	<b>1,752</b>	<b>-68.4%</b>
12-Month Avg	14,701	-38.4%	6,504	-46.4%

\* Homes for Sale for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

## Historical Inventory of Homes for Sale by Month

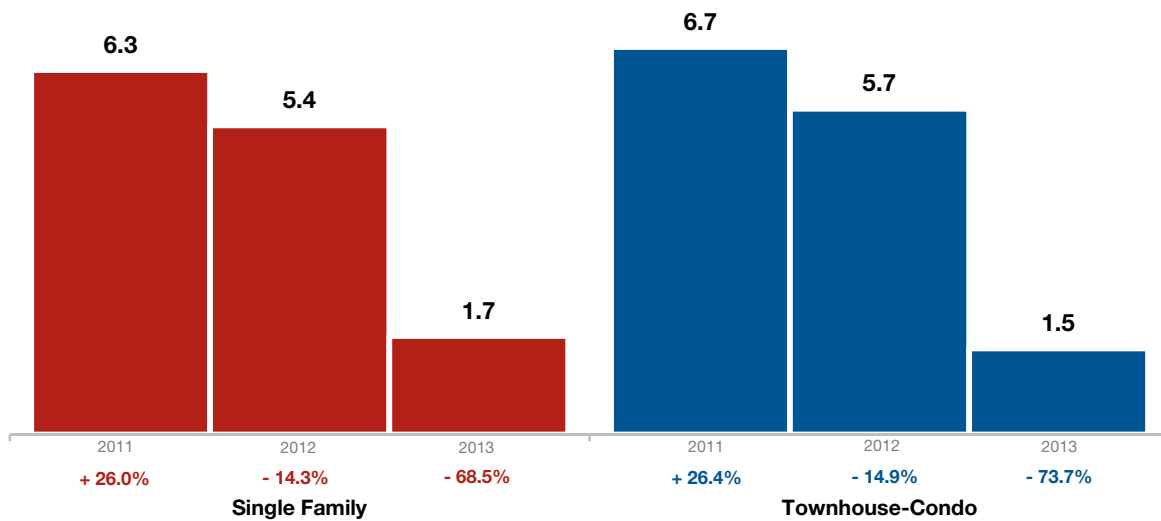


# Months Supply of Inventory

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.



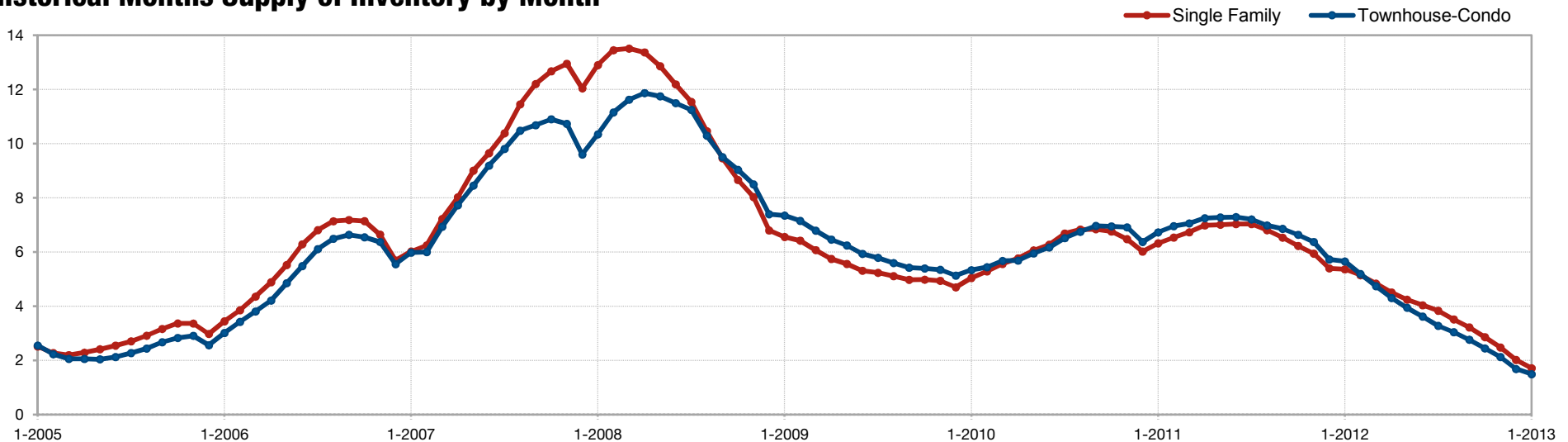
## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2012	5.1	-21.5%	5.2	-25.7%
Mar-2012	4.8	-28.4%	4.7	-33.8%
Apr-2012	4.5	-35.7%	4.3	-40.3%
May-2012	4.2	-40.0%	3.9	-46.6%
Jun-2012	4.0	-42.9%	3.6	-50.7%
Jul-2012	3.8	-45.7%	3.3	-54.2%
Aug-2012	3.5	-48.5%	3.0	-57.1%
Sep-2012	3.2	-50.8%	2.8	-59.4%
Oct-2012	2.9	-53.2%	2.4	-63.6%
Nov-2012	2.5	-57.6%	2.1	-67.2%
Dec-2012	2.0	-63.0%	1.7	-70.2%
<b>Jan-2013</b>	<b>1.7</b>	<b>-68.5%</b>	<b>1.5</b>	<b>-73.7%</b>
12-Month Avg	6.5	-45.3%	6.8	-52.5%

\* Months Supply for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties

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



Key Metrics	Historical Sparkbars	1-2012	1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		5,162	<b>4,351</b>	- 15.7%	5,162	<b>4,351</b>	- 15.7%
<b>Pending Sales</b>		3,240	<b>3,950</b>	+ 21.9%	3,240	<b>3,950</b>	+ 21.9%
<b>Closed Sales</b>		2,675	<b>3,048</b>	+ 13.9%	2,675	<b>3,048</b>	+ 13.9%
<b>Days on Market</b>		101	<b>72</b>	- 28.7%	101	<b>72</b>	- 28.7%
<b>Median Sales Price</b>		\$325,000	<b>\$385,000</b>	+ 18.5%	\$325,000	<b>\$385,000</b>	+ 18.5%
<b>Average Sales Price</b>		\$407,614	<b>\$475,355</b>	+ 16.6%	\$407,614	<b>\$475,355</b>	+ 16.6%
<b>Pct. of Orig. Price Received</b>		93.5%	<b>98.3%</b>	+ 5.1%	93.5%	<b>98.3%</b>	+ 5.1%
<b>Affordability Index</b>		104	<b>97</b>	- 7.3%	104	<b>97</b>	- 7.3%
<b>Homes for Sale</b>		18,053	<b>6,557</b>	- 63.7%	--	--	--
<b>Months Supply</b>		5.4	<b>1.6</b>	- 70.4%	--	--	--