

# Weekly Market Activity Report

A RESEARCH TOOL PROVIDED BY THE HOUSTON ASSOCIATION OF REALTORS®



## For Week Ending January 22, 2012

Data current as of January 30, 2012

As the first month of the year trots onward, so do home buyers. They posted increased activity levels compared to the same week in 2011. Seller activity slowed compared to last year, however. Inventory declines effectively positioned many local markets into a more balanced state – particularly toward the end of last year. Increased seller activity in the coming months could slow or even reverse that trend. Don't fret. Not only is an increase in new listings perfectly normal for this time of year, but improved absorption rates and seller concessions could begin to stew into seller confidence.

In the Houston region, for the week ending January 22:

- New Listings decreased 9.8% to 1,960
- Pending Sales increased 17.7% to 1,264
- Closed Sales increased 4.0% to 696

For the month of December:

- Median Sales Price increased 1.9% to \$159,000
- Days on Market decreased 3.2% to 84
- Percent of Original List Price Received increased 1.1% to 91.8%

## Quick Facts

<b>- 9.8%</b>	<b>+ 17.7%</b>	<b>+ 1.9%</b>
Change in New Listings	Change in Pending Sales	Change in Median Sales Price

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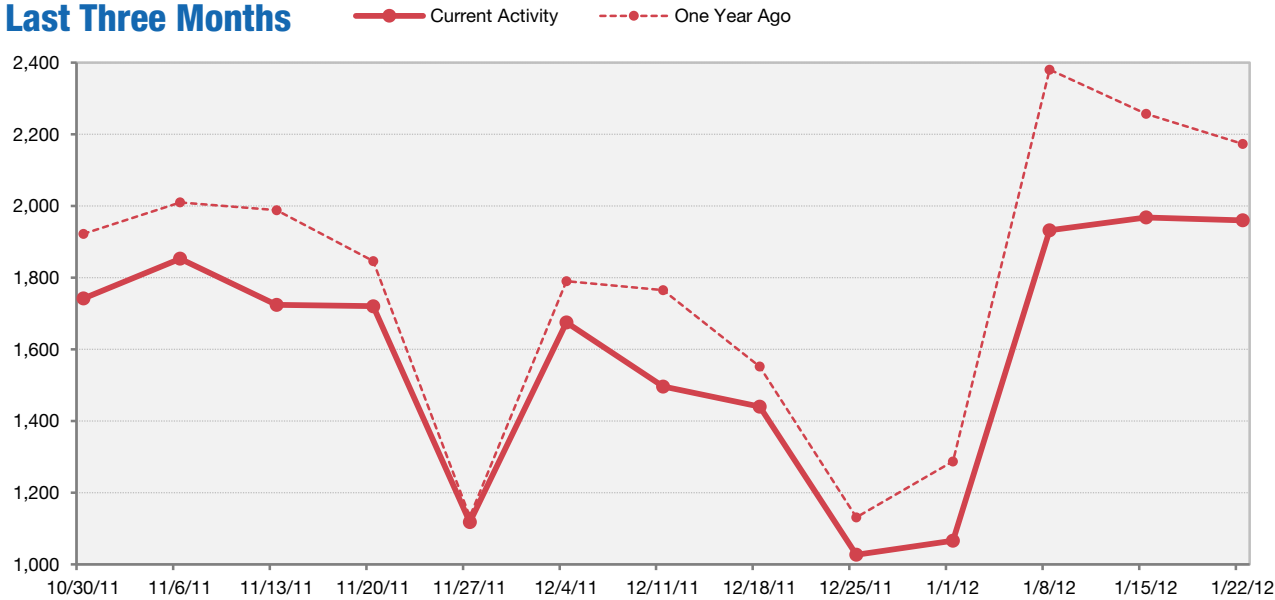
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# New Listings

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



## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/30/2011	1,742	1,922	- 9.4%
11/6/2011	1,853	2,010	- 7.8%
11/13/2011	1,724	1,988	- 13.3%
11/20/2011	1,720	1,846	- 6.8%
11/27/2011	1,118	1,133	- 1.3%
12/4/2011	1,675	1,790	- 6.4%
12/11/2011	1,496	1,765	- 15.2%
12/18/2011	1,440	1,552	- 7.2%
12/25/2011	1,027	1,131	- 9.2%
1/1/2012	1,066	1,287	- 17.2%
1/8/2012	1,932	2,380	- 18.8%
1/15/2012	1,968	2,257	- 12.8%
1/22/2012	1,960	2,173	- 9.8%
<b>3-Month Total</b>	<b>20,721</b>	<b>23,234</b>	<b>- 10.8%</b>

## Historical New Listing Activity

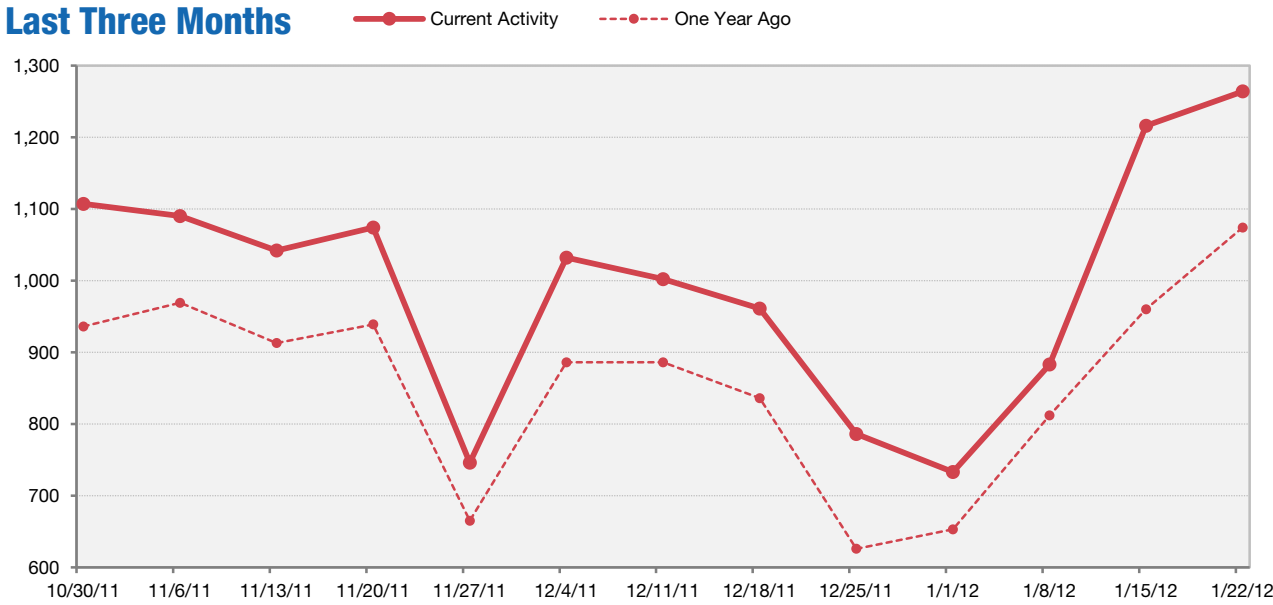


# Pending Sales

A count of the properties that have offers accepted on them in a given week.



## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/30/2011	1,107	936	+ 18.3%
11/6/2011	1,090	969	+ 12.5%
11/13/2011	1,042	913	+ 14.1%
11/20/2011	1,074	939	+ 14.4%
11/27/2011	746	665	+ 12.2%
12/4/2011	1,032	886	+ 16.5%
12/11/2011	1,002	886	+ 13.1%
12/18/2011	961	836	+ 15.0%
12/25/2011	786	626	+ 25.6%
1/1/2012	733	653	+ 12.3%
1/8/2012	883	812	+ 8.7%
1/15/2012	1,216	960	+ 26.7%
1/22/2012	1,264	1,074	+ 17.7%
<b>3-Month Total</b>	<b>12,936</b>	<b>11,155</b>	<b>+ 16.0%</b>

## Historical Pending Sales Activity

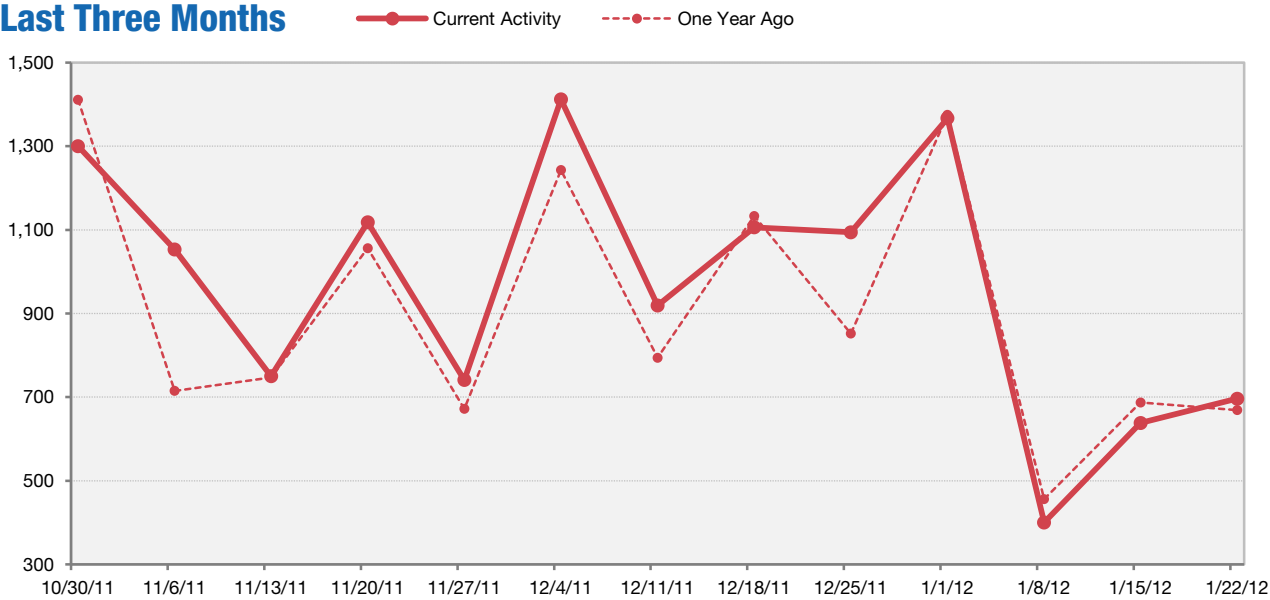


# Closed Sales

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

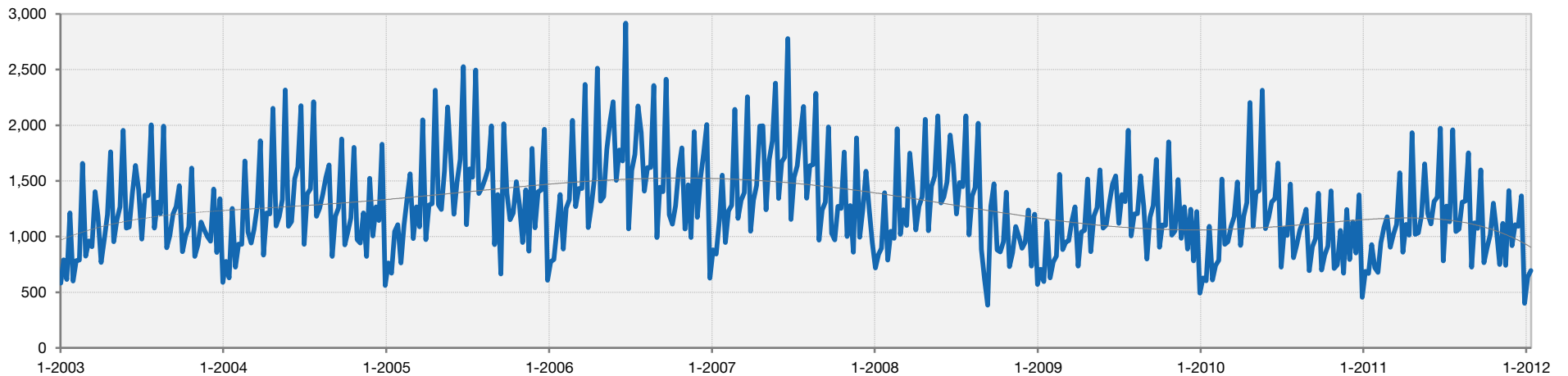


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/30/2011	1,300	1,411	- 7.9%
11/6/2011	1,053	715	+ 47.3%
11/13/2011	750	747	+ 0.4%
11/20/2011	1,118	1,056	+ 5.9%
11/27/2011	741	672	+ 10.3%
12/4/2011	1,412	1,243	+ 13.6%
12/11/2011	919	794	+ 15.7%
12/18/2011	1,106	1,133	- 2.4%
12/25/2011	1,094	852	+ 28.4%
1/1/2012	1,367	1,375	- 0.6%
1/8/2012	400	456	- 12.3%
1/15/2012	638	687	- 7.1%
1/22/2012	696	669	+ 4.0%
<b>3-Month Avg</b>	<b>969</b>	<b>908</b>	<b>+ 6.6%</b>

## Historical Closed Sales

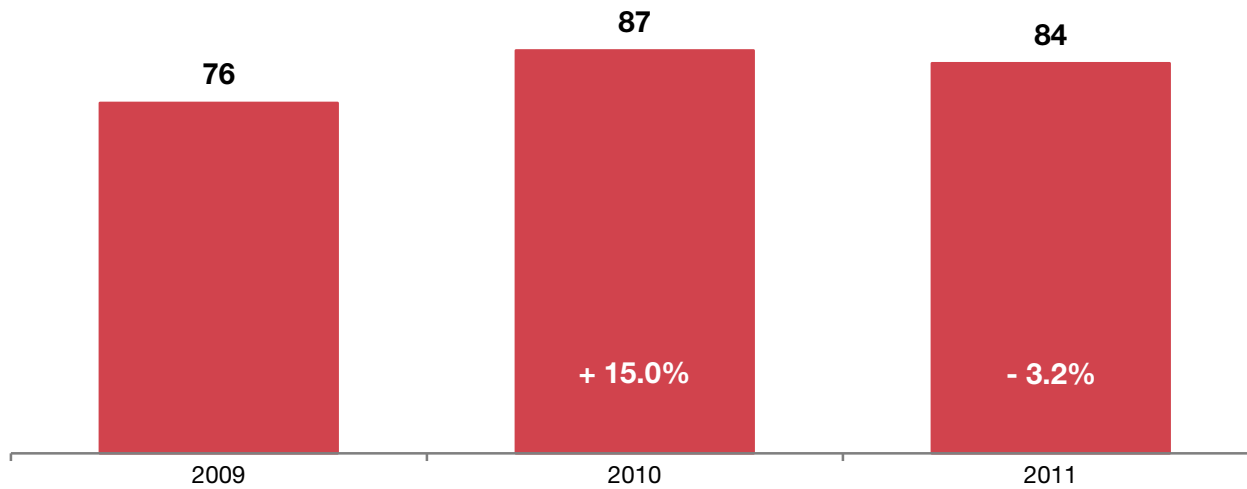


# Days on Market Until Sale

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

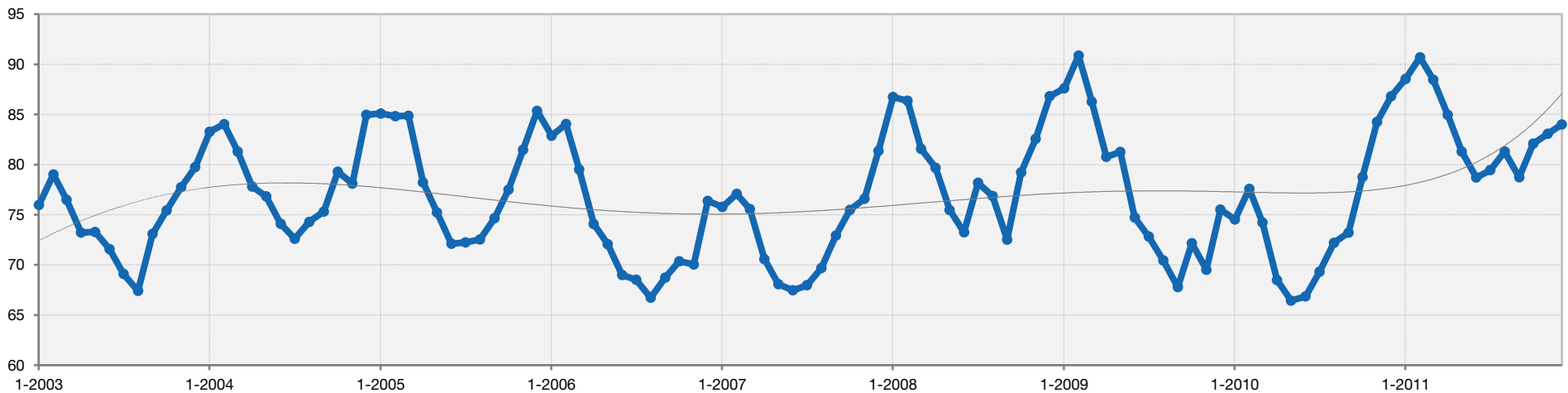


## December



Month	Current Activity	One Year Previous	+ / -
January	89	75	+ 18.8%
February	91	78	+ 16.9%
March	88	74	+ 19.2%
April	85	68	+ 24.1%
May	81	66	+ 22.4%
June	79	67	+ 17.7%
July	79	69	+ 14.6%
August	81	72	+ 12.6%
September	79	73	+ 7.5%
October	82	79	+ 4.2%
November	83	84	- 1.4%
December	84	87	- 3.2%
12-Month Avg	83	74	+ 12.7%

## Historical Days on Market Until Sale

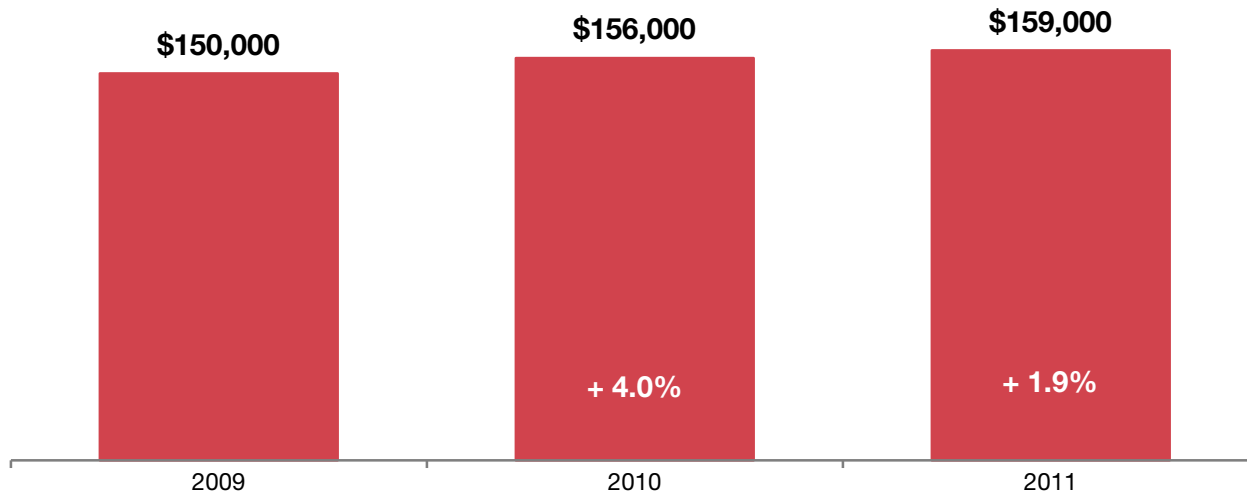


# Median Sales Price

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

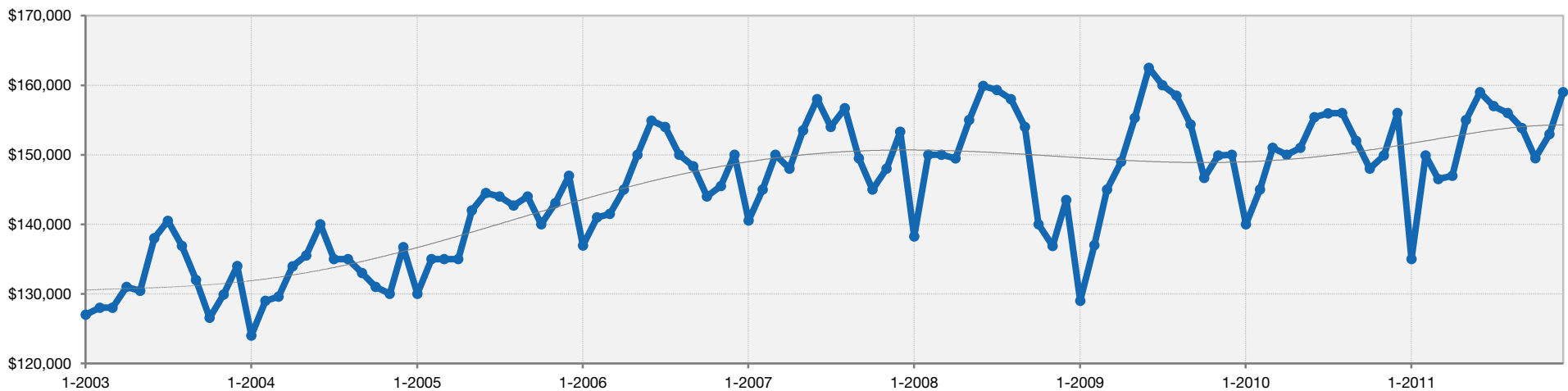


## December



Month	Current Activity	One Year Previous	+ / -
January	\$135,000	\$140,000	- 3.6%
February	\$149,900	\$145,000	+ 3.4%
March	\$146,500	\$151,000	- 3.0%
April	\$146,975	\$150,000	- 2.0%
May	\$155,000	\$151,000	+ 2.6%
June	\$159,000	\$155,400	+ 2.3%
July	\$157,000	\$155,950	+ 0.7%
August	\$156,000	\$156,000	0.0%
September	\$153,851	\$152,000	+ 1.2%
October	\$149,500	\$148,000	+ 1.0%
November	\$152,964	\$149,900	+ 2.0%
December	\$159,000	\$156,000	+ 1.9%
12-Month Med	\$152,500	\$151,000	+ 1.0%

## Historical Median Sales Price

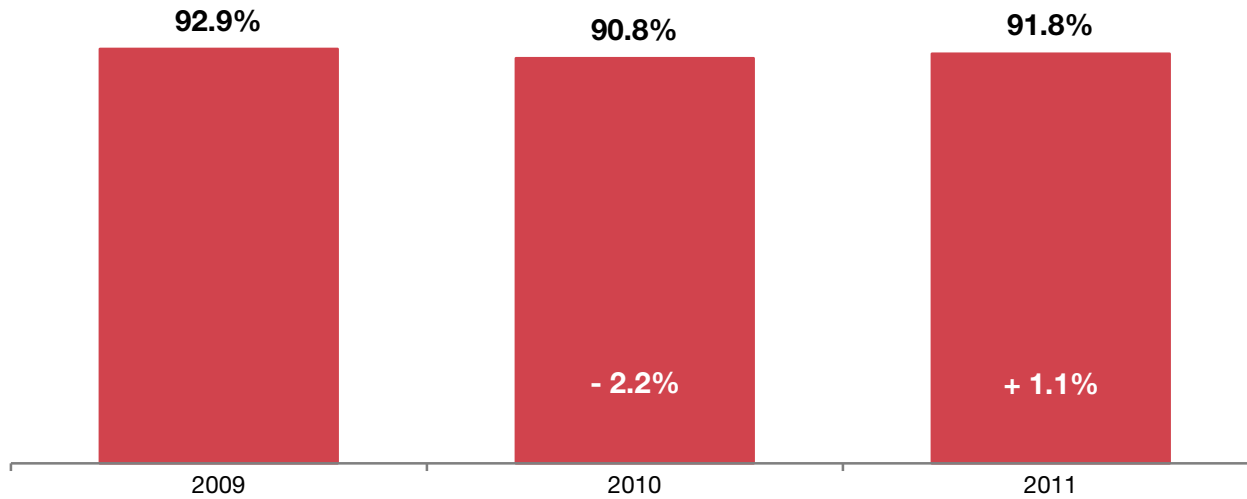


# Percent of Original List Price Received

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.

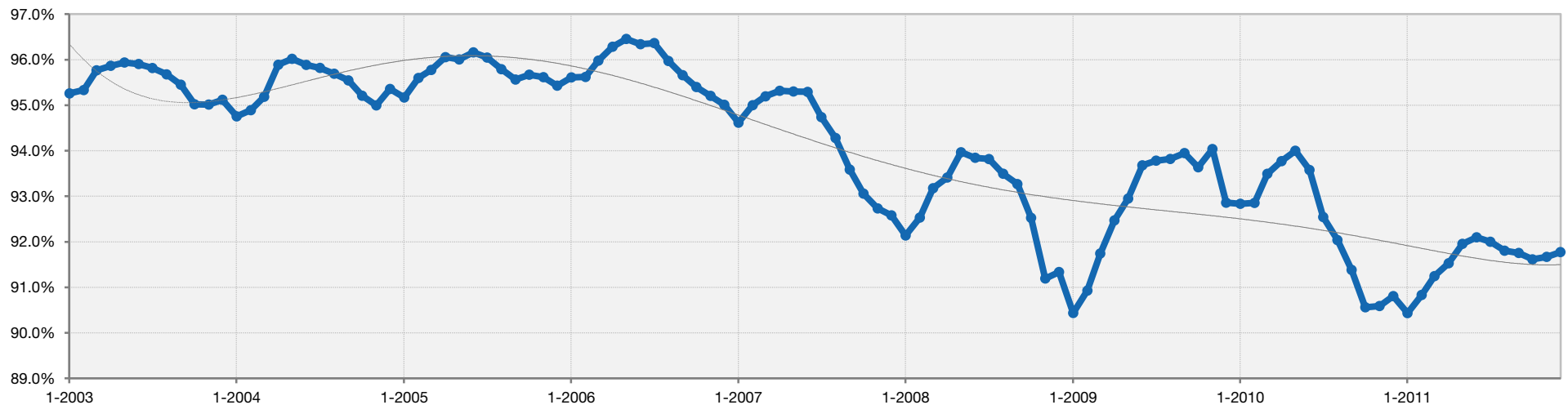


## December



Month	Current Activity	One Year Previous	+ / -
January	90.4%	92.8%	- 2.6%
February	90.8%	92.9%	- 2.2%
March	91.2%	93.5%	- 2.4%
April	91.5%	93.8%	- 2.4%
May	92.0%	94.0%	- 2.2%
June	92.1%	93.6%	- 1.6%
July	92.0%	92.5%	- 0.6%
August	91.8%	92.0%	- 0.3%
September	91.8%	91.4%	+ 0.4%
October	91.6%	90.6%	+ 1.2%
November	91.7%	90.6%	+ 1.2%
December	91.8%	90.8%	+ 1.1%
12-Month Avg	93.6%	94.4%	- 0.8%

## Historical Percent of Original List Price Received

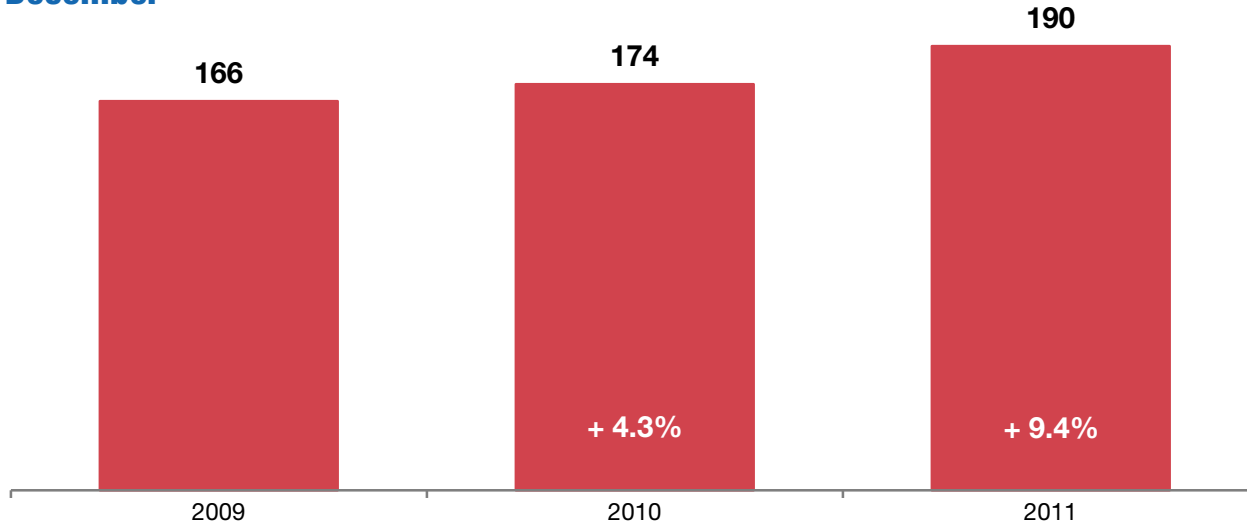


# Housing Affordability Index

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.



## December



Month	Current Activity	One Year Previous	+ / -
January	200	179	+ 11.9%
February	184	174	+ 5.5%
March	188	168	+ 11.7%
April	189	169	+ 11.8%
May	185	168	+ 9.5%
June	183	169	+ 8.3%
July	184	171	+ 7.3%
August	190	174	+ 9.4%
September	195	178	+ 9.7%
October	197	182	+ 8.3%
November	196	182	+ 7.5%
December	190	174	+ 9.4%
<b>12-Month Avg</b>	<b>189</b>	<b>174</b>	<b>+ 8.9%</b>

## Historical Housing Affordability Index

