



## WHAT IS REAL ESTATE GOING TO DO?

Insider's Analysis for  
January 2008 – February 2015

I have put together this chart that shows the amount of sales versus the amount of listings. The percentage of monthly sales against the total inventory of listings on the market is the best way I know of to track trends. It is important to note that one month's percentage does not indicate price changes, however, if over many months a trend develops prices may change. Above 23% indicates a Seller's market, below 23% indicates a stable or Buyer's market. When the sold percentage is over 23%, I have displayed it in red. Traditionally, December, January and February are the lowest percentages.

	<b>December 17%</b>			<b>January 12%</b>			<b>February 17%</b>		
	2015	2014	2013	2012	2011	2010	2009	2008	
January % Avg. Price	12% \$659,522	10% \$606,431	8% \$549,836	10% \$568,891	11% \$565,884	13% \$548,256	5% \$497,985	13% \$524,293	
February % Avg. Price	17% \$680,514	13% \$644,574	10% \$587,492	14% \$610,645	15% \$598,609	14% \$531,987	7% \$492,521	16% \$544,495	
March % Avg. Price		14% \$624,499	12% \$619,813	15% \$601,477	20% \$636,330	16% \$554,856	10% \$500,032	14% \$550,259	
April % Avg. Price		16% \$626,038	14% \$608,609	14% \$589,150	16% \$641,070	17% \$559,511	13% \$494,593	16% \$547,590	
May % Avg. Price		17% \$654,624	13% \$634,107	15% \$606,950	16% \$630,870	13% \$565,396	15% \$502,336	14% \$549,612	
June % Avg. Price		17% \$636,356	13% \$605,031	14% \$608,712	16% \$594,030	16% \$564,390	21% \$505,976	13% \$561,711	
July % Avg. Price		17% \$630,998	14% \$617,085	13% \$602,932	13% \$617,129	10% \$566,597	22% \$515,818	10% \$530,455	
August % Avg. Price		14% \$659,856	12% \$618,884	10% \$623,897	13% \$599,408	10% \$558,103	20% \$536,771	8% \$541,795	
September % Avg. Price		15% \$630,563	11% \$620,316	8% \$619,124	12% \$594,476	10% \$559,378	18% \$536,909	8% \$522,816	
October % Avg. Price		16% \$671,078	14% \$624,912	10% \$582,317	11% \$605,027	11% \$575,310	19% \$532,939	7% \$513,892	
November % Avg. Price		14% \$653,426	11% \$658,639	10% \$552,456	12% \$596,158	12% \$565,888	18% \$545,488	4% \$511,698	
December % Avg. Price		17% \$667,471	12% \$613,921	9% \$576,709	12% \$594,402	11% \$559,954	19% \$549,885	5% \$493,098	

I print this chart the first week of every month - it really is the best guide to the market.  
Call me if you would like an update.