

Saint Louis County - Key Metrics and Data

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
New Listings 2004	1500	1429	2100	2270	2066	2189	2105	1996	1859	1792	1326	1020	21652
New Listings 2005	1544	1597	2098	2332	2282	2411	2173	2064	2055	1848	1506	954	22864
New Listings 2006	1854	1863	2457	2483	2537	2590	2031	2216	2023	1900	1360	987	24301
New Listings 2007	1975	1849	2586	2626	2571	2458	2205	1993	1867	1908	1424	928	24390
New Listings 2008	1900	1709	1951	2224	2088	1941	1935	1718	1628	1547	1176		19817
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Pendings 2004	972	1109	1434	1300	1856	1551	1394	1393	1196	1142	1061	891	15299
Pendings 2005	921	1129	1397	1458	1542	1534	1357	1457	1148	1079	1112	847	14981
Pendings 2006	897	1132	1409	1376	1547	1477	1263	1330	1028	1018	926	784	14187
Pendings 2007	914	1109	1235	1341	1401	1324	1167	1054	889	898	925	677	12934
Pendings 2008	810	867	985	1124	1148	1125	1135	992	879	886	687		10638
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
List/Pend Ratio % 2004	64.8%	77.6%	68.3%	57.3%	89.8%	70.9%	66.2%	69.8%	64.3%	63.7%	80.0%	87.4%	70.7%
List/Pend Ratio % 2005	59.7%	70.7%	66.6%	62.5%	67.6%	63.6%	62.4%	70.6%	55.9%	58.4%	73.8%	88.8%	65.5%
List/Pend Ratio % 2006	48.4%	60.8%	57.3%	55.4%	61.0%	57.0%	62.2%	60.0%	50.8%	53.6%	68.1%	79.4%	58.4%
List/Pend Ratio % 2007	46.3%	60.0%	47.8%	51.1%	54.5%	53.9%	52.9%	52.9%	47.6%	47.1%	65.0%	73.0%	53.0%
List/Pend Ratio % 2008	42.6%	50.7%	50.5%	50.5%	55.0%	58.0%	58.7%	57.7%	54.0%	57.3%	58.4%		53.7%
Cottrell Pend Index	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Year/Year 05/04	92	91	98	109	75	90	94	101	87	92	92	102	2005
Year/Year 06/05	81	86	86	89	90	90	100	85	91	92	92	89	2006
Year/Year 07/06	96	99	83	92	89	94	85	88	94	88	95	92	2007
Year/Year 08/07	92	85	106	99	101	108	111	109	113	122	90	0	2008
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Pendings 06/05	-2.6%	0.3%	0.9%	-5.6%	0.3%	-3.7%	-6.9%	-8.7%	-10.5%	-5.7%	-16.7%	-7.4%	-5.3%
Pendings 07/06	1.9%	-2.0%	-12.3%	-2.5%	-9.4%	-10.4%	-7.6%	-20.8%	-13.5%	-11.8%	-0.1%	-13.6%	-8.8%
Pendings 08/07	-11.4%	-21.8%	-20.2%	-16.2%	-18.1%	-15.0%	-2.7%	-5.9%	-1.1%	-1.3%	-25.7%		-17.8%
Multi Year Trend 08/05	-12.1%	-23.2%	-29.5%	-22.9%	-25.6%	-26.7%	-16.4%	-31.9%	-23.4%	-17.9%	-38.2%		-29.0%
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
New Listings 06/05	20.1%	16.7%	17.1%	6.5%	11.2%	7.4%	-6.5%	7.4%	-1.6%	2.8%	-9.7%	3.5%	6.3%
New Listings 07/06	6.5%	-0.8%	5.3%	5.8%	1.3%	-5.1%	8.6%	-10.1%	-7.7%	0.4%	4.7%	-6.0%	0.4%
New Listings 08/07	-3.8%	-7.6%	-24.6%	-15.3%	-18.8%	-21.0%	-12.2%	-13.8%	-12.8%	-18.9%	-17.4%		-18.7%
Multi Year Trend 08/05	23.1%	7.0%	-7.0%	-4.6%	-8.5%	-19.5%	-11.0%	-16.8%	-20.8%	-16.3%	-21.9%		-13.3%

All Information obtained from MARIS (MLS) and deemed to be reliable but not guaranteed