

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE EAST CENTRAL ASSOCIATION OF REALTORS®



October 2015



Quick Facts

+ 37.5% **+ 188.4%** **+ 21.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Harrison County Market Overview

Key market metrics for the current month and year-to-date figures.



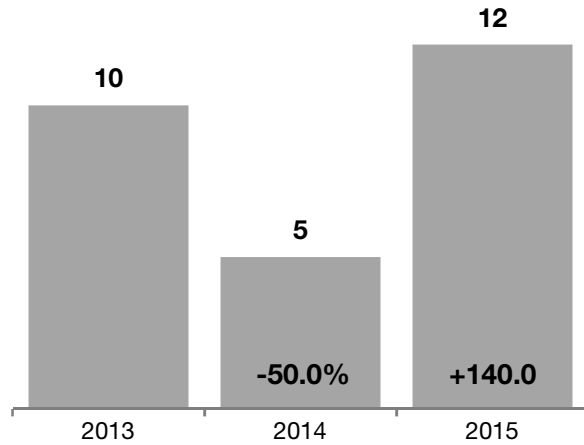
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		5	12	+ 140.0%	108	137	+ 26.9%
Pending Sales		8	9	+ 12.5%	58	70	+ 20.7%
Closed Sales		8	11	+ 37.5%	53	69	+ 30.2%
Days on Market Until Sale		125	125	0.0%	146	139	- 4.8%
Median Sales Price		\$53,750	\$155,000	+ 188.4%	\$67,700	\$65,000	- 4.0%
Average Sales Price		\$77,925	\$132,764	+ 70.4%	\$89,986	\$103,454	+ 15.0%
Percent of Original List Price Received		89.8%	83.2%	- 7.3%	91.5%	84.7%	- 7.4%
Housing Affordability Index		447	157	- 64.9%	355	374	+ 5.5%
Inventory of Homes for Sale		55	67	+ 21.8%	--	--	--
Months Supply of Homes for Sale		9.6	10.2	+ 6.3%	--	--	--

New Listings

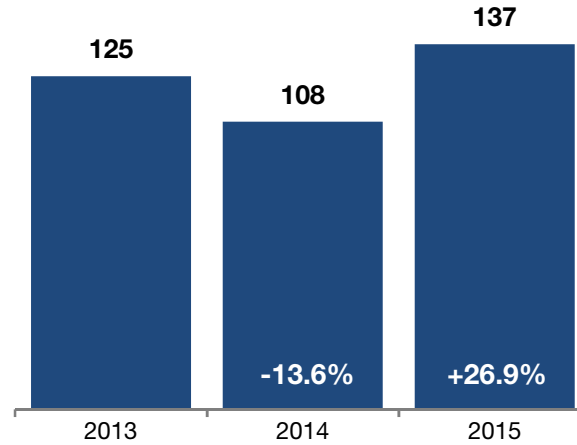
A count of the properties that have been newly listed on the market in a given month.



October

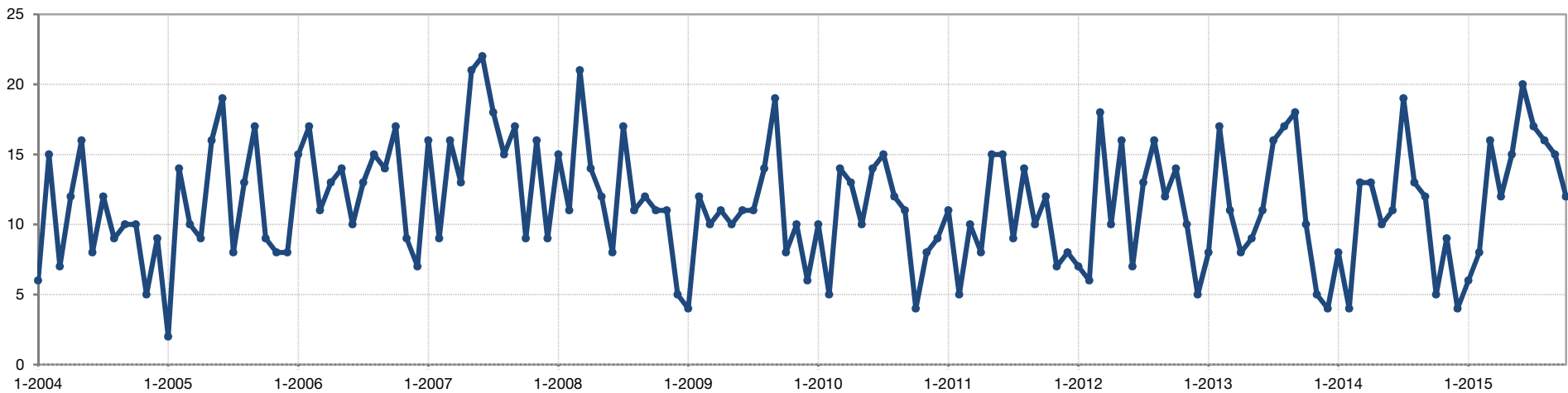


Year To Date



Month	Prior Year	Current Year	+ / -
November	5	9	+80.0%
December	4	4	0.0%
January	8	6	-25.0%
February	4	8	+100.0%
March	13	16	+23.1%
April	13	12	-7.7%
May	10	15	+50.0%
June	11	20	+81.8%
July	19	17	-10.5%
August	13	16	+23.1%
September	12	15	+25.0%
October	5	12	+140.0%
12-Month Avg	10	13	+28.2%

Historical New Listing Activity

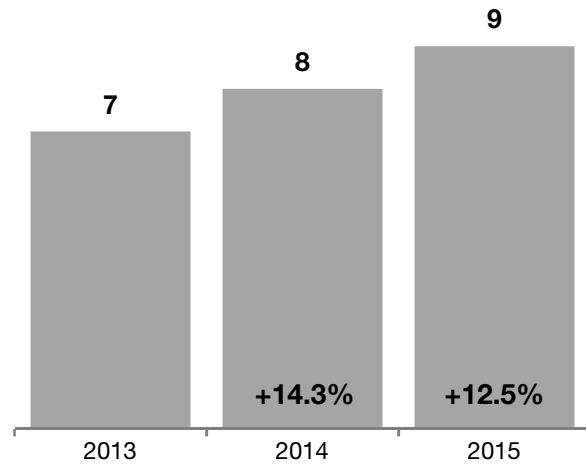


Pending Sales

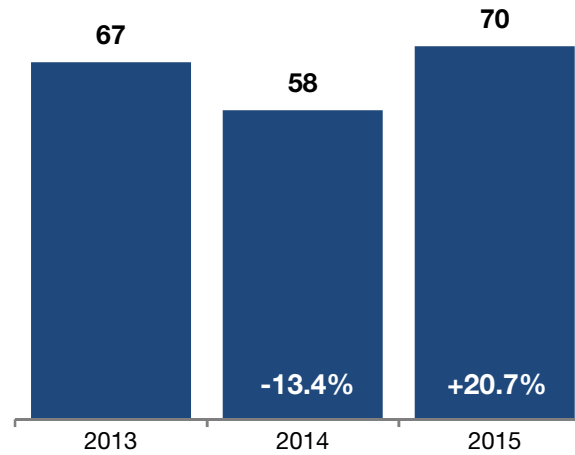
A count of the properties on which contracts have been accepted in a given month.



October

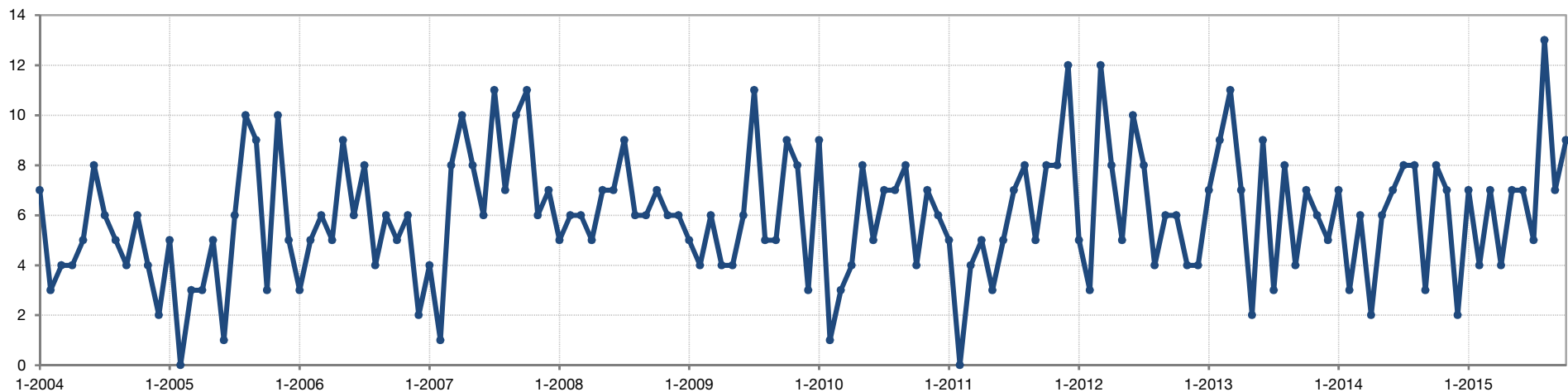


Year To Date



Month	Prior Year	Current Year	+ / -
November	6	7	+16.7%
December	5	2	-60.0%
January	7	7	0.0%
February	3	4	+33.3%
March	6	7	+16.7%
April	2	4	+100.0%
May	6	7	+16.7%
June	7	7	0.0%
July	8	5	-37.5%
August	8	13	+62.5%
September	3	7	+133.3%
October	8	9	+12.5%
12-Month Avg	6	7	+14.5%

Historical Pending Sales Activity

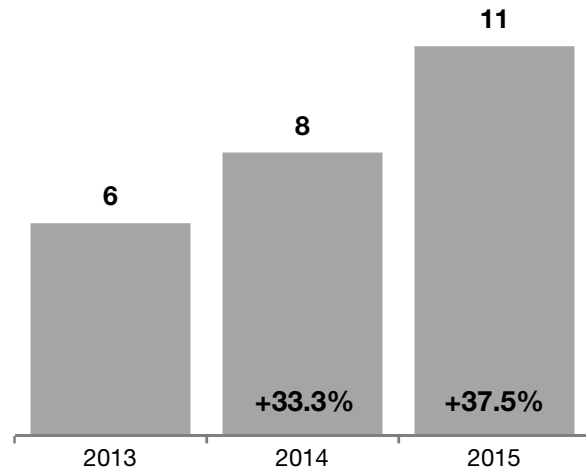


Closed Sales

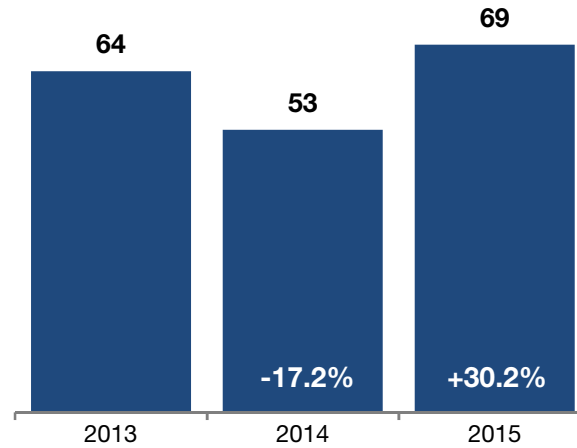
A count of the actual sales that have closed in a given month.



October

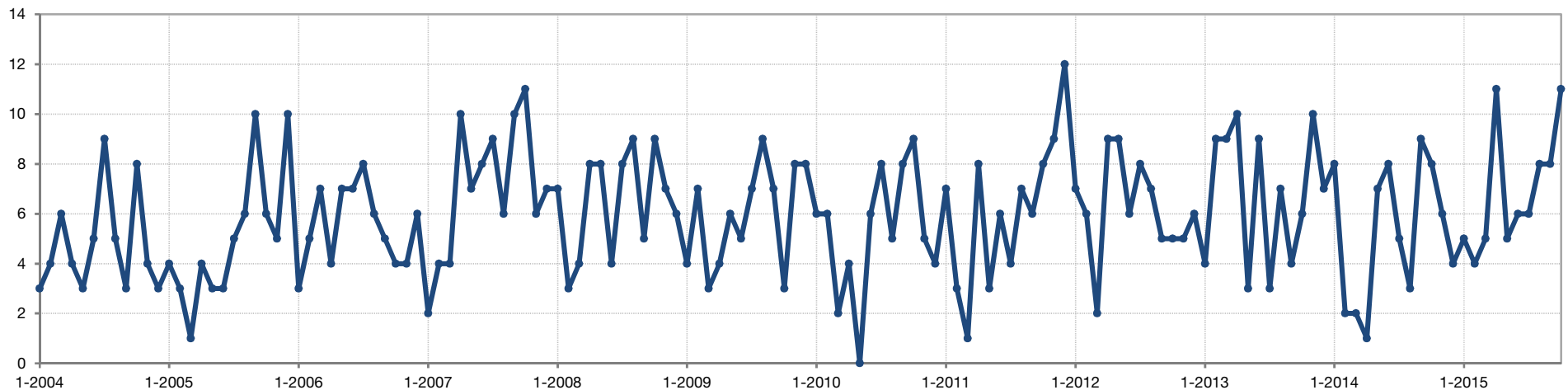


Year To Date



Month	Prior Year	Current Year	+ / -
November	10	6	-40.0%
December	7	4	-42.9%
January	8	5	-37.5%
February	2	4	+100.0%
March	2	5	+150.0%
April	1	11	+1,000.0%
May	7	5	-28.6%
June	8	6	-25.0%
July	5	6	+20.0%
August	3	8	+166.7%
September	9	8	-11.1%
October	8	11	+37.5%
12-Month Avg	6	7	+107.4%

Historical Closed Sales Activity

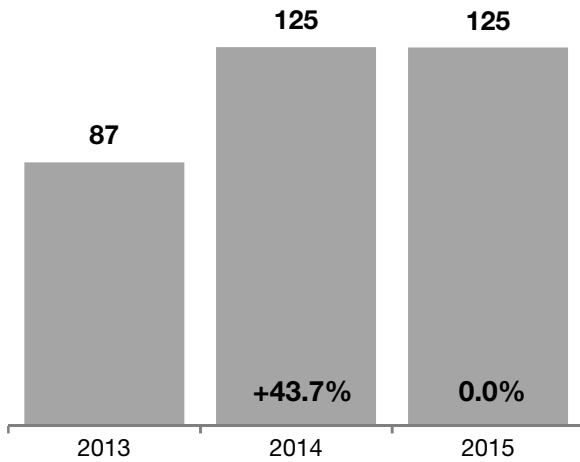


Days on Market Until Sale

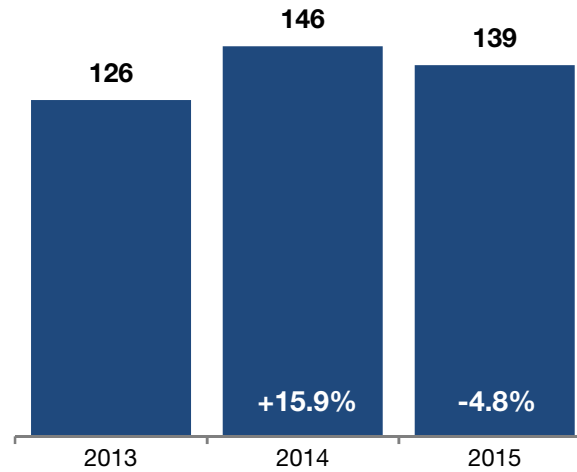
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

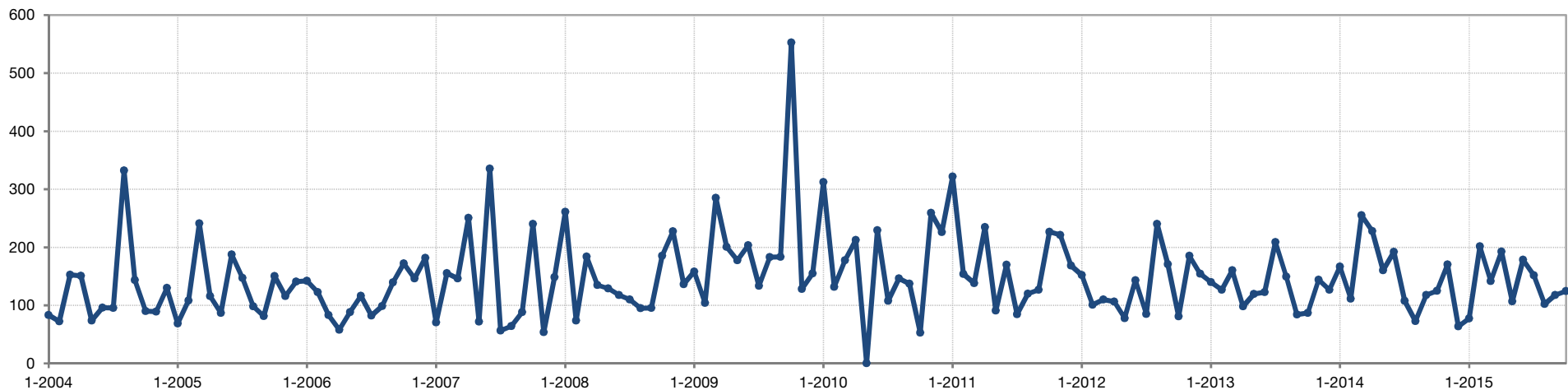


Year To Date



Month	Prior Year	Current Year	+ / -
November	144	171	+18.8%
December	127	64	-49.6%
January	167	77	-53.9%
February	112	202	+80.4%
March	255	142	-44.3%
April	228	192	-15.8%
May	160	107	-33.1%
June	192	179	-6.8%
July	108	152	+40.7%
August	73	102	+39.7%
September	118	118	0.0%
October	125	125	0.0%
12-Month Avg	144	138	-4.2%

Historical Days on Market Until Sale

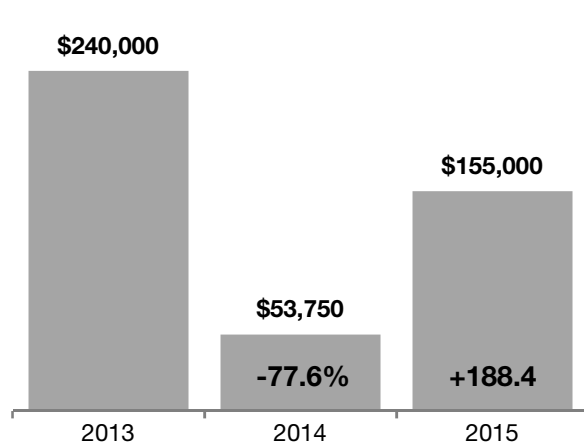


Median Sales Price

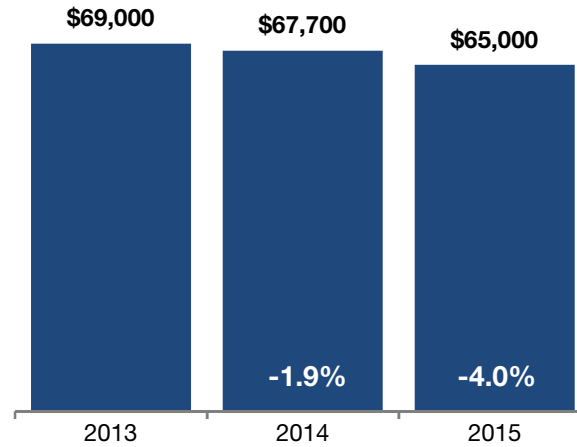
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

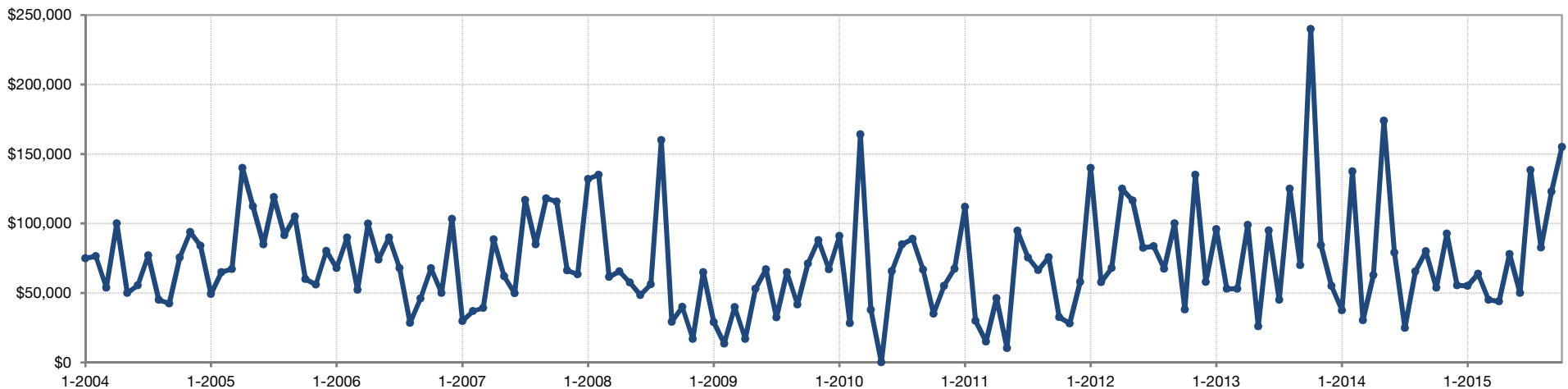


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$84,450	\$92,750	+9.8%
December	\$55,000	\$55,500	+0.9%
January	\$37,450	\$55,000	+46.9%
February	\$137,400	\$63,750	-53.6%
March	\$30,325	\$45,000	+48.4%
April	\$62,900	\$44,000	-30.0%
May	\$174,000	\$78,000	-55.2%
June	\$79,000	\$50,056	-36.6%
July	\$24,900	\$138,500	+456.2%
August	\$65,500	\$82,750	+26.3%
September	\$80,000	\$122,900	+53.6%
October	\$53,750	\$155,000	+188.4%
12-Month Med	\$69,900	\$70,000	+0.1%

Historical Median Sales Price

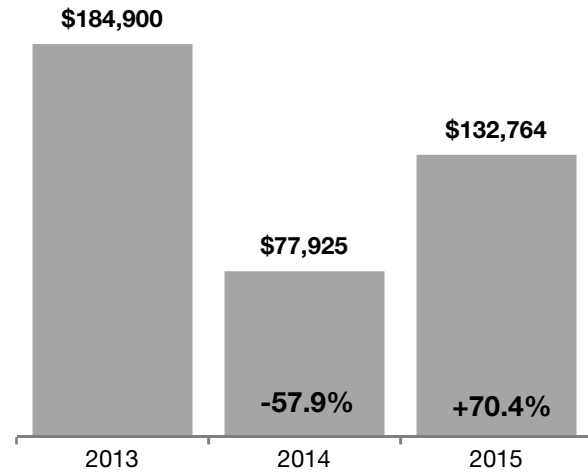


Average Sales Price

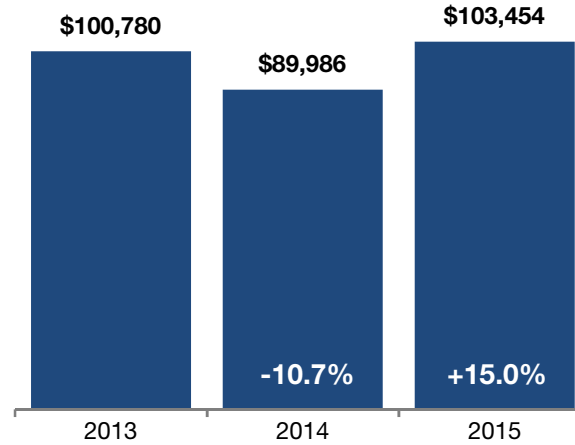
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

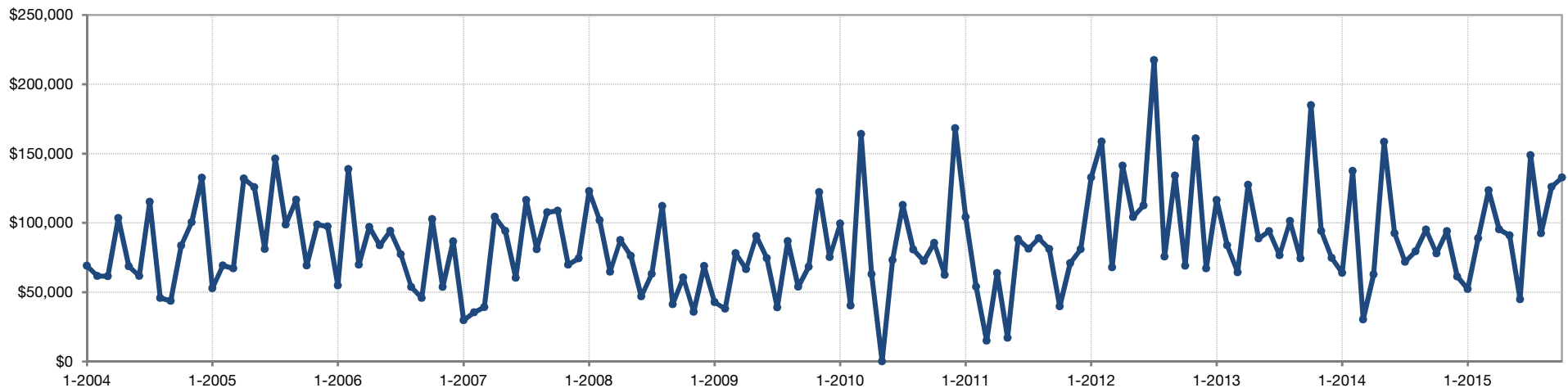


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$94,230	\$94,067	-0.2%
December	\$74,772	\$61,375	-17.9%
January	\$64,050	\$52,279	-18.4%
February	\$137,400	\$88,875	-35.3%
March	\$30,325	\$123,480	+307.2%
April	\$62,900	\$95,405	+51.7%
May	\$158,417	\$90,980	-42.6%
June	\$92,600	\$44,835	-51.6%
July	\$71,900	\$148,913	+107.1%
August	\$79,500	\$92,483	+16.3%
September	\$95,089	\$125,868	+32.4%
October	\$77,925	\$132,764	+70.4%
12-Month Avg	\$89,057	\$100,498	+12.8%

Historical Average Sales Price

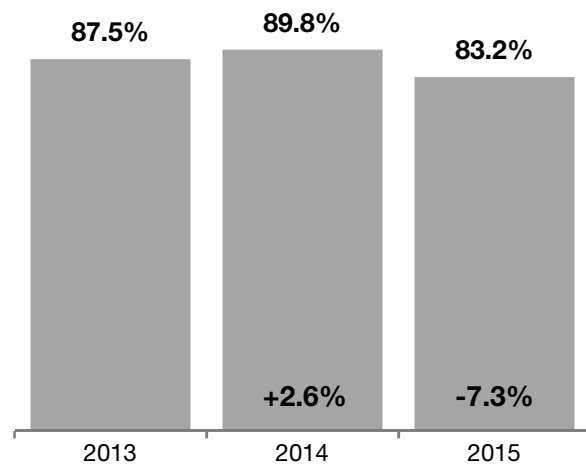


Percent of Original List Price Received

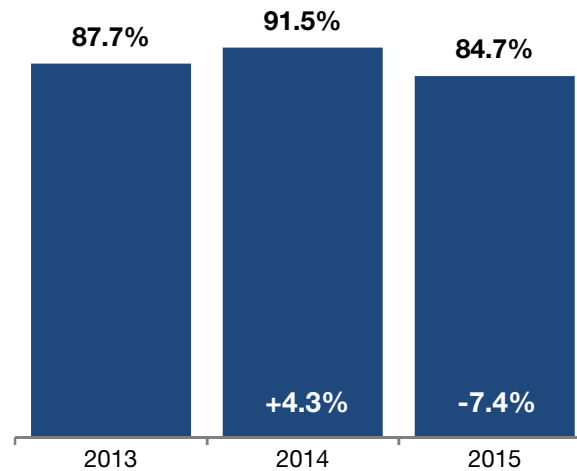
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

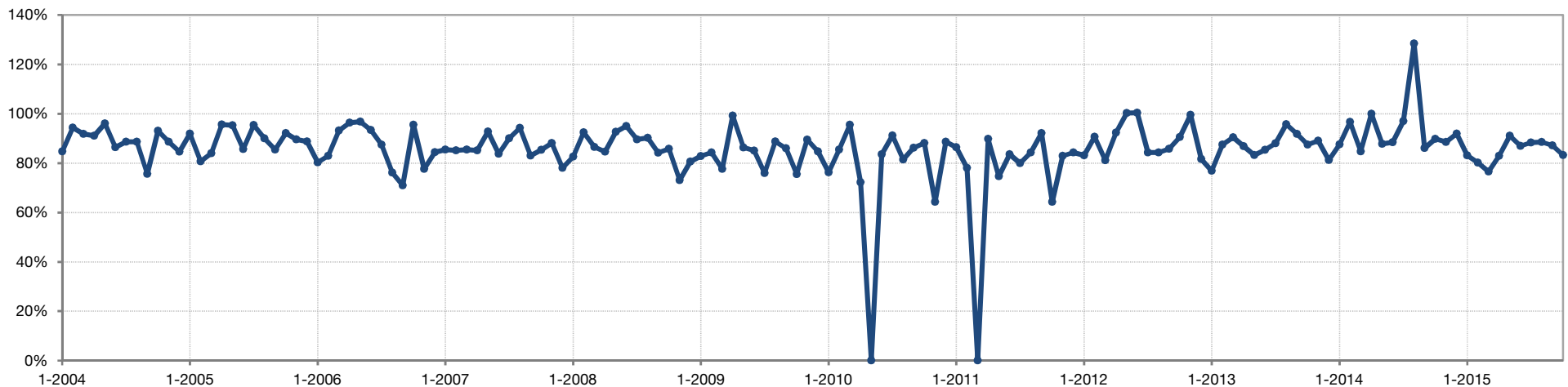


Year To Date



Month	Prior Year	Current Year	+ / -
November	89.0%	88.5%	-0.6%
December	81.3%	91.9%	+13.1%
January	87.5%	83.2%	-5.0%
February	96.7%	80.1%	-17.1%
March	84.7%	76.6%	-9.7%
April	100.0%	82.9%	-17.1%
May	87.8%	91.0%	+3.7%
June	88.4%	87.0%	-1.6%
July	97.0%	88.3%	-8.9%
August	128.4%	88.5%	-31.1%
September	86.1%	87.2%	+1.3%
October	89.8%	83.2%	-7.3%
12-Month Avg	90.0%	85.4%	-5.1%

Historical Percent of Original List Price Received

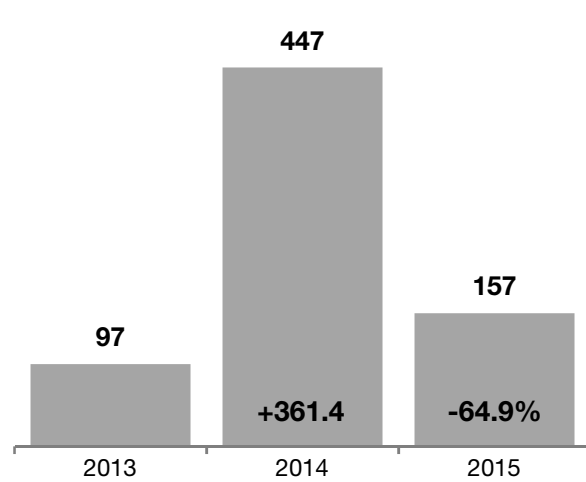


Housing Affordability Index

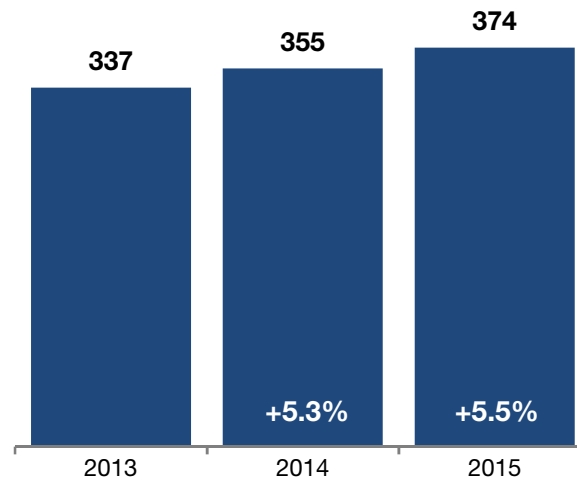
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

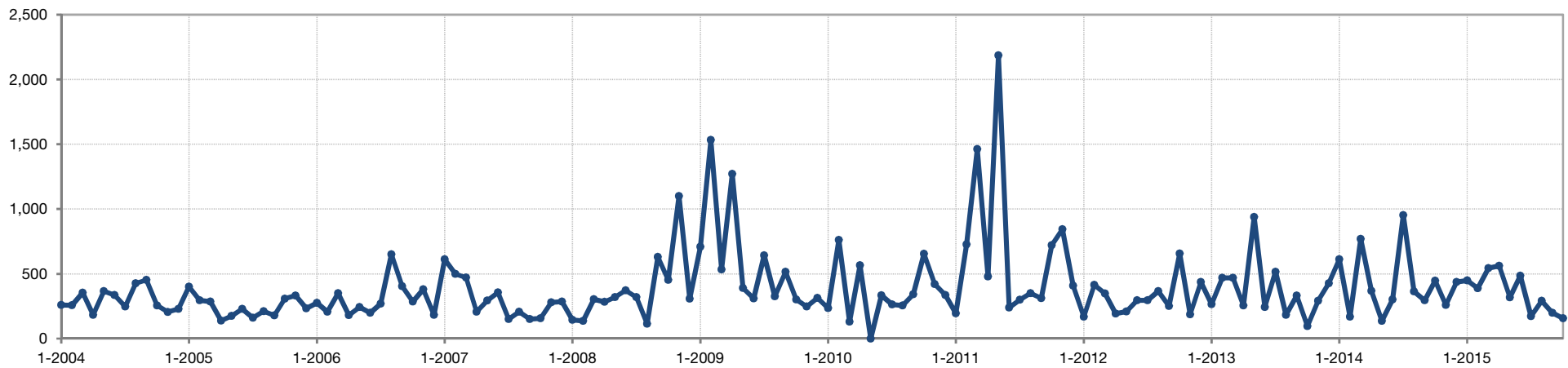


Year To Date



Month	Prior Year	Current Year	+ / -
November	291	259	-10.8%
December	427	437	+2.4%
January	612	449	-26.6%
February	169	388	+129.3%
March	768	542	-29.4%
April	368	561	+52.2%
May	137	317	+131.6%
June	301	485	+61.1%
July	953	173	-81.9%
August	364	291	-20.0%
September	295	198	-32.9%
October	447	157	-64.9%
12-Month Avg	428	355	+9.2%

Historical Housing Affordability Index

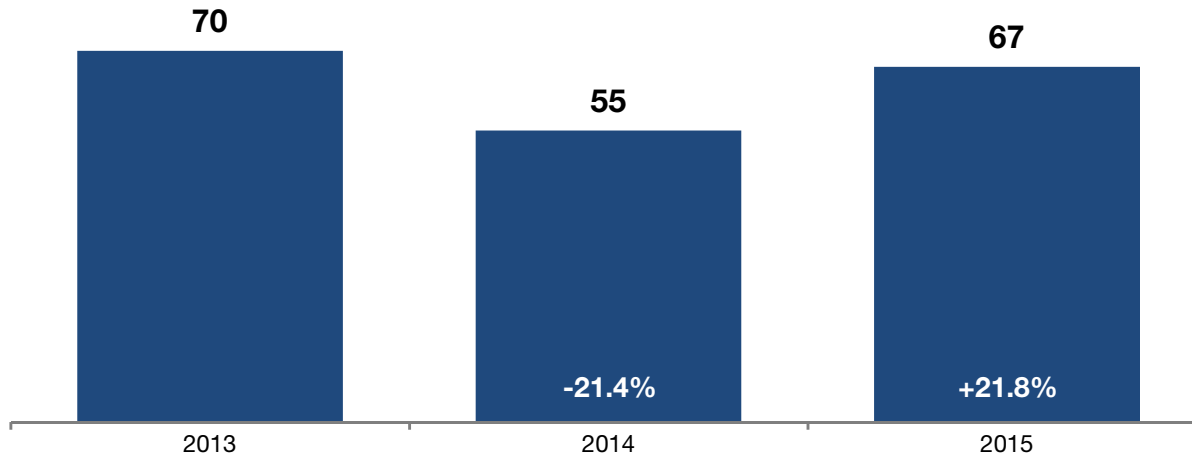


Inventory of Homes for Sale

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



October



Month	Prior Year	Current Year	+ / -
November	66	54	-18.2%
December	61	51	-16.4%
January	54	43	-20.4%
February	49	42	-14.3%
March	52	50	-3.8%
April	62	53	-14.5%
May	61	55	-9.8%
June	58	63	+8.6%
July	59	68	+15.3%
August	59	69	+16.9%
September	64	73	+14.1%
October	55	67	+21.8%
12-Month Avg	58	57	-1.7%

Historical Inventory of Homes for Sale

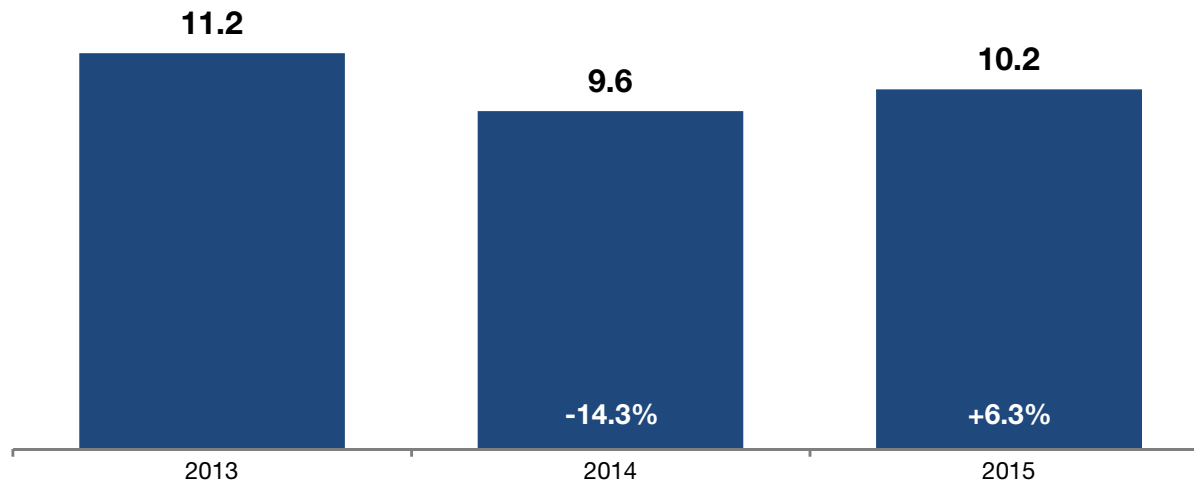


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
November	10.3	9.3	-9.7%
December	9.4	9.1	-3.2%
January	8.3	7.7	-7.2%
February	8.2	7.4	-9.8%
March	9.3	8.7	-6.5%
April	12.0	9.0	-25.0%
May	11.1	9.2	-17.1%
June	10.9	10.5	-3.7%
July	10.3	11.8	+14.6%
August	10.3	11.2	+8.7%
September	11.3	11.2	-0.9%
October	9.6	10.2	+6.3%
12-Month Avg	10.1	9.6	-5.0%

Historical Months Supply of Inventory

