

Monthly Indicators

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



December 2015



Quick Facts

+ 50.0% **+ 37.4%** **+ 13.7%**

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.



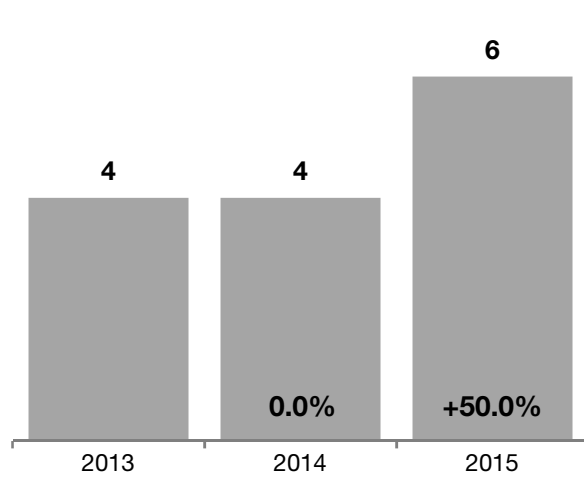
Key Metrics	Historical Sparklines	12-2014	12-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		4	6	+ 50.0%	121	148	+ 22.3%
Pending Sales		2	7	+ 250.0%	67	79	+ 17.9%
Closed Sales		4	6	+ 50.0%	63	79	+ 25.4%
Days on Market Until Sale		64	70	+ 9.4%	143	132	- 7.7%
Median Sales Price		\$55,500	\$76,250	+ 37.4%	\$70,700	\$70,000	- 1.0%
Average Sales Price		\$61,375	\$91,500	+ 49.1%	\$88,535	\$102,187	+ 15.4%
Percent of Original List Price Received		91.9%	89.5%	- 2.6%	91.3%	85.4%	- 6.5%
Housing Affordability Index		437	318	- 27.3%	343	346	+ 0.8%
Inventory of Homes for Sale		51	58	+ 13.7%	--	--	--
Months Supply of Homes for Sale		9.1	8.8	- 3.3%	--	--	--

New Listings

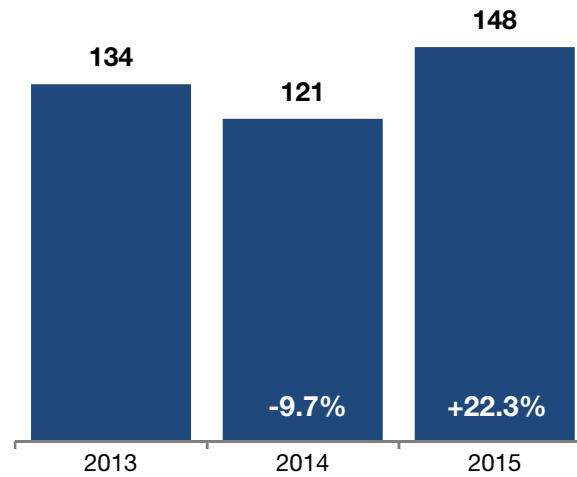
A count of the properties that have been newly listed on the market in a given month.



December

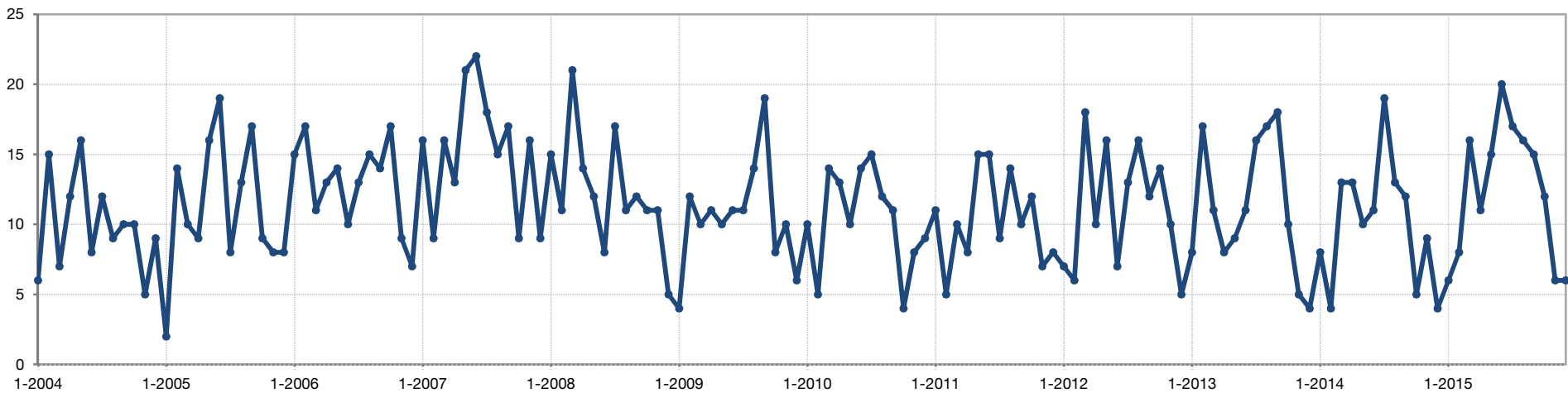


Year To Date



Month	Prior Year	Current Year	+ / -
January	8	6	-25.0%
February	4	8	+100.0%
March	13	16	+23.1%
April	13	11	-15.4%
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%
November	9	6	-33.3%
December	4	6	+50.0%
12-Month Avg	10	12	+22.3%

Historical New Listing Activity

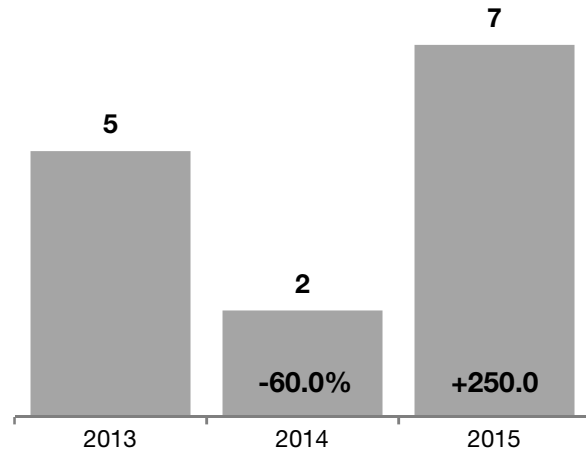


Pending Sales

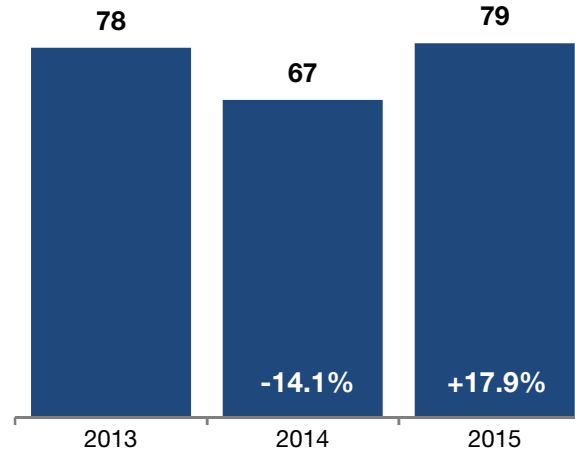
A count of the properties on which contracts have been accepted in a given month.



December

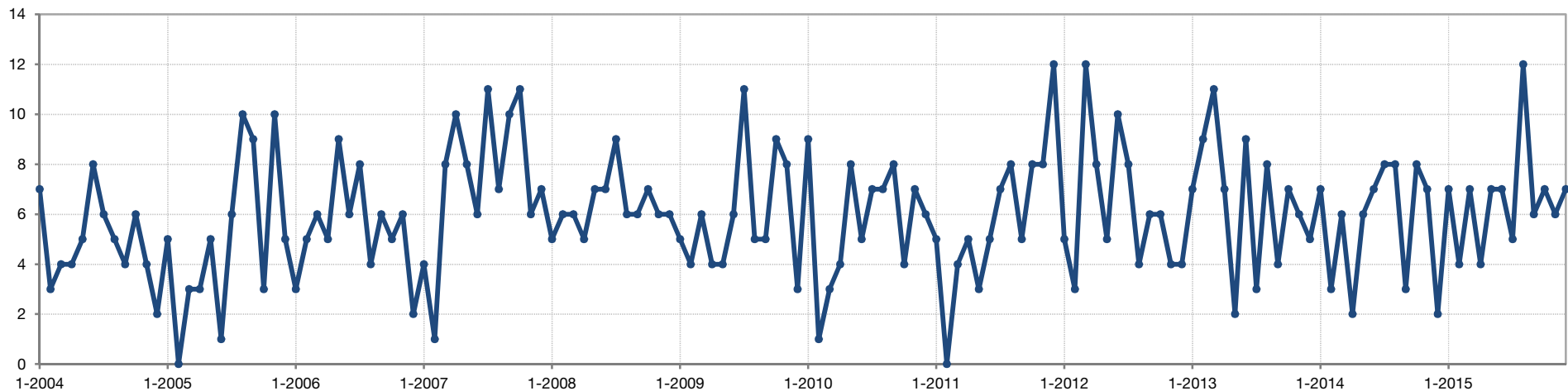


Year To Date



Month	Prior Year	Current Year	+ / -
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	12	+50.0%
September	3	6	+100.0%
October	8	7	-12.5%
November	7	6	-14.3%
December	2	7	+250.0%
12-Month Avg	6	7	+17.9%

Historical Pending Sales Activity

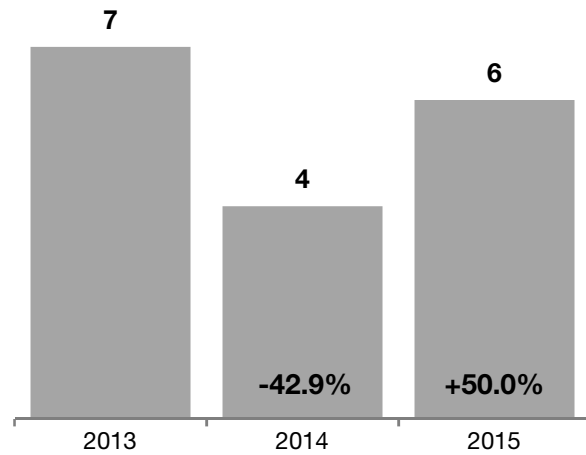


Closed Sales

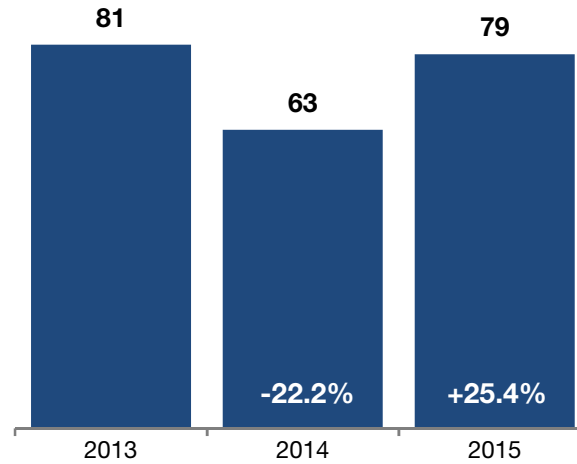
A count of the actual sales that have closed in a given month.



December

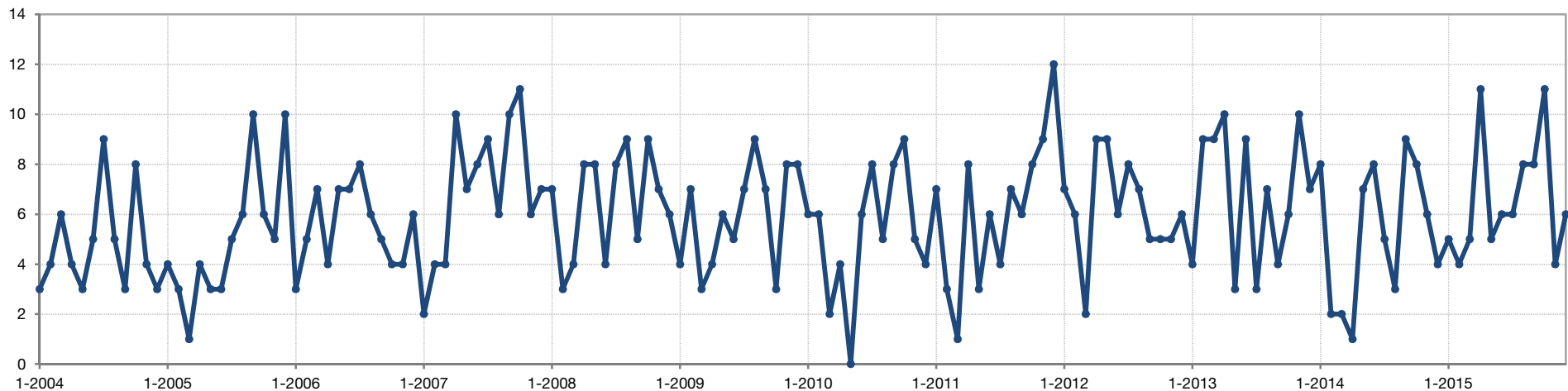


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	6	4	-33.3%
December	4	6	+50.0%
12-Month Avg	5	7	+115.7%

Historical Closed Sales Activity

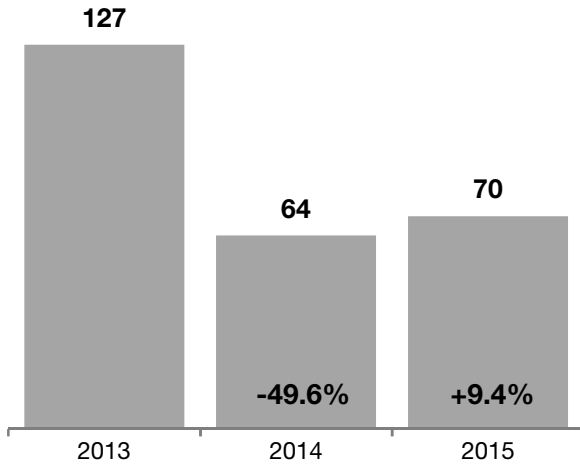


Days on Market Until Sale

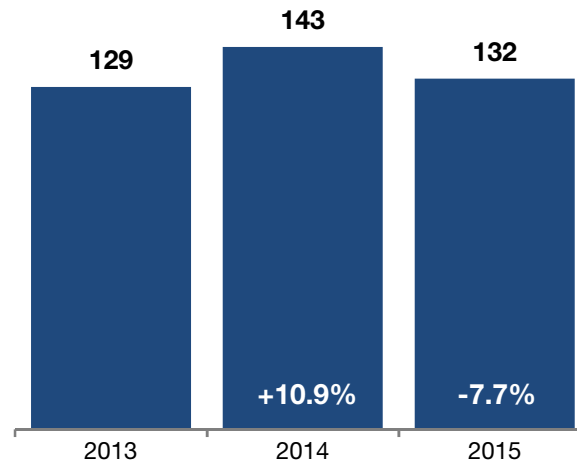
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

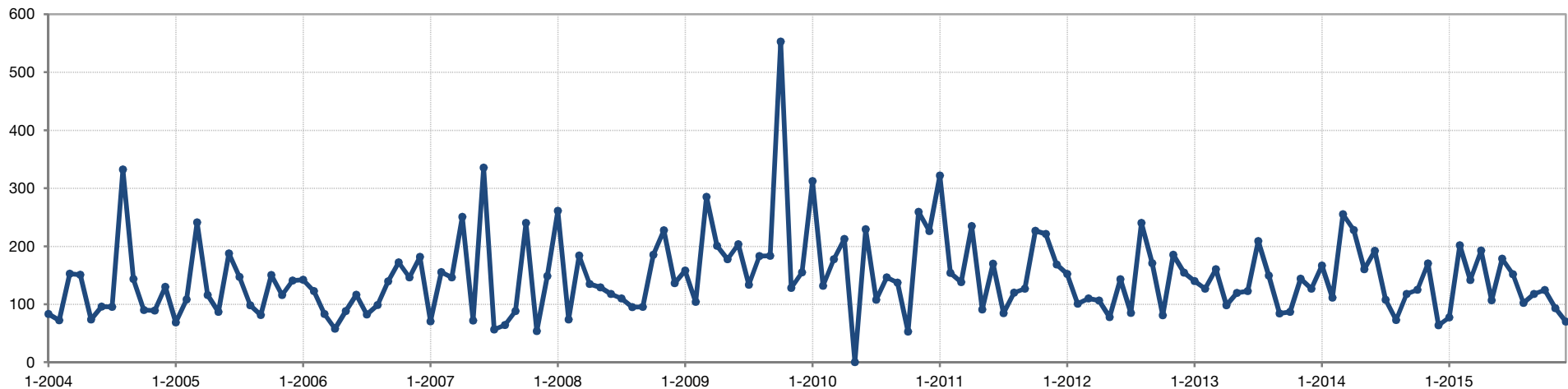


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	171	93	-45.6%
December	64	70	+9.4%
12-Month Avg	143	132	-7.7%

Historical Days on Market Until Sale

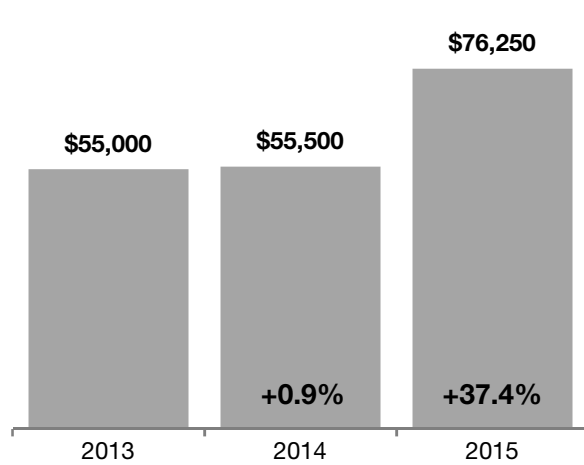


Median Sales Price

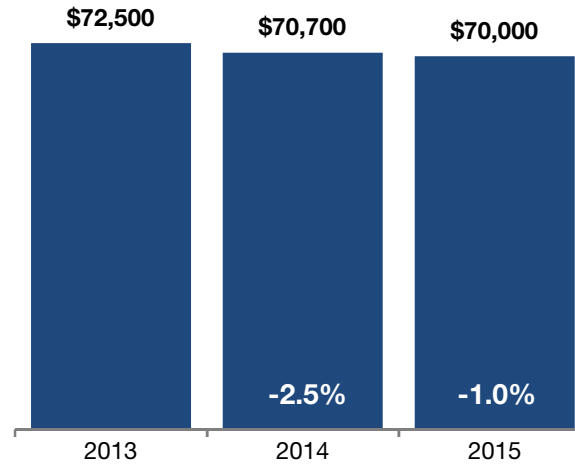
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

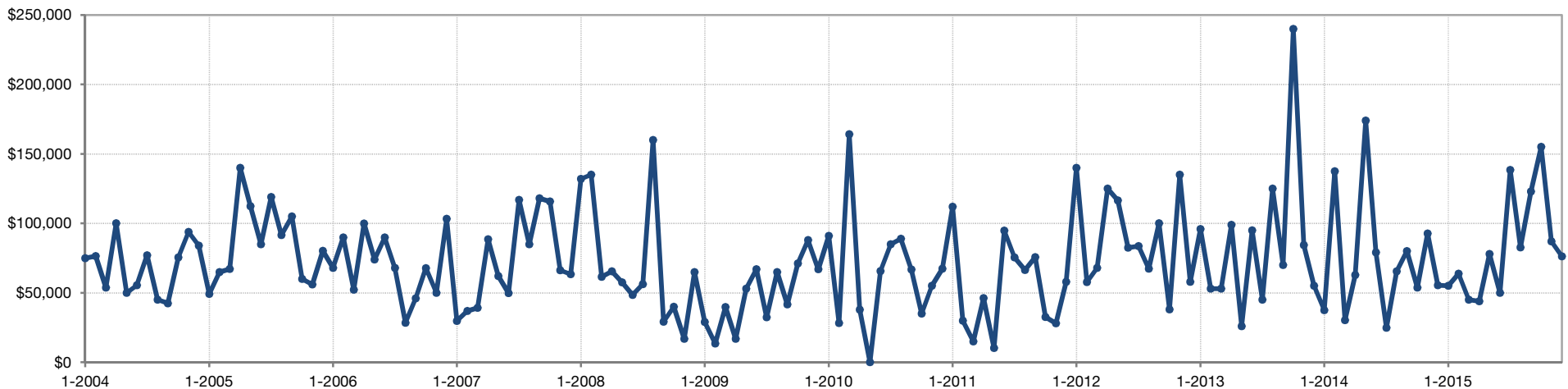


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$92,750	\$86,950	-6.3%
December	\$55,500	\$76,250	+37.4%
12-Month Med	\$70,700	\$70,000	-1.0%

Historical Median Sales Price

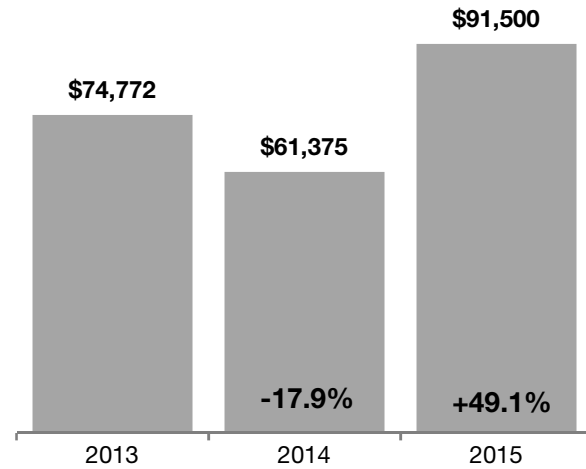


Average Sales Price

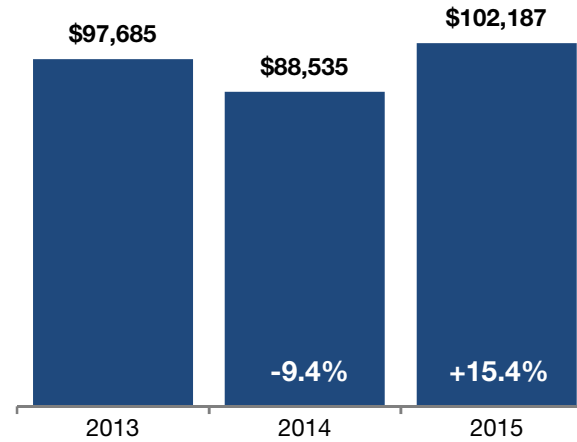
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

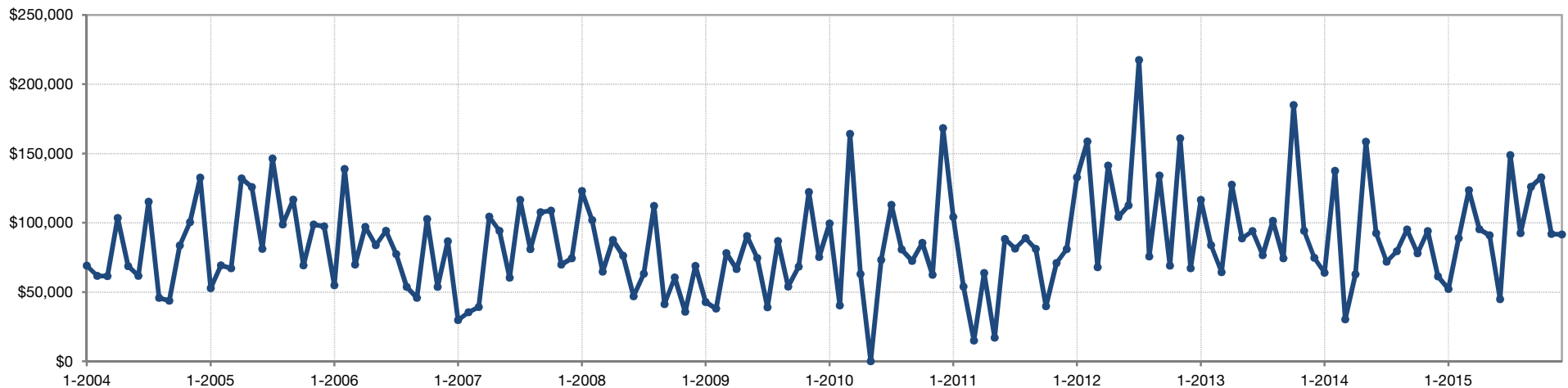


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$94,067	\$91,975	-2.2%
December	\$61,375	\$91,500	+49.1%
12-Month Avg	\$88,535	\$102,187	+15.4%

Historical Average Sales Price

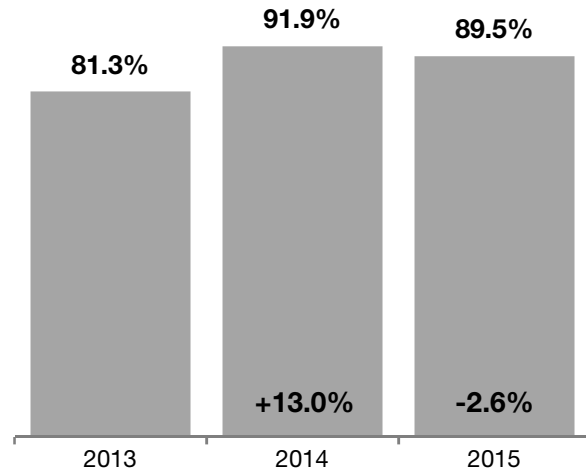


Percent of Original List Price Received

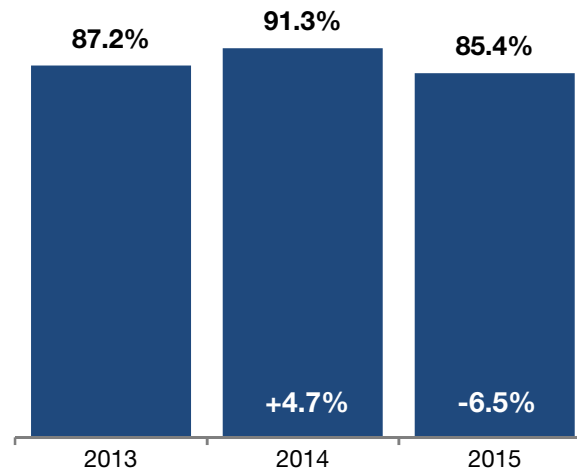
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

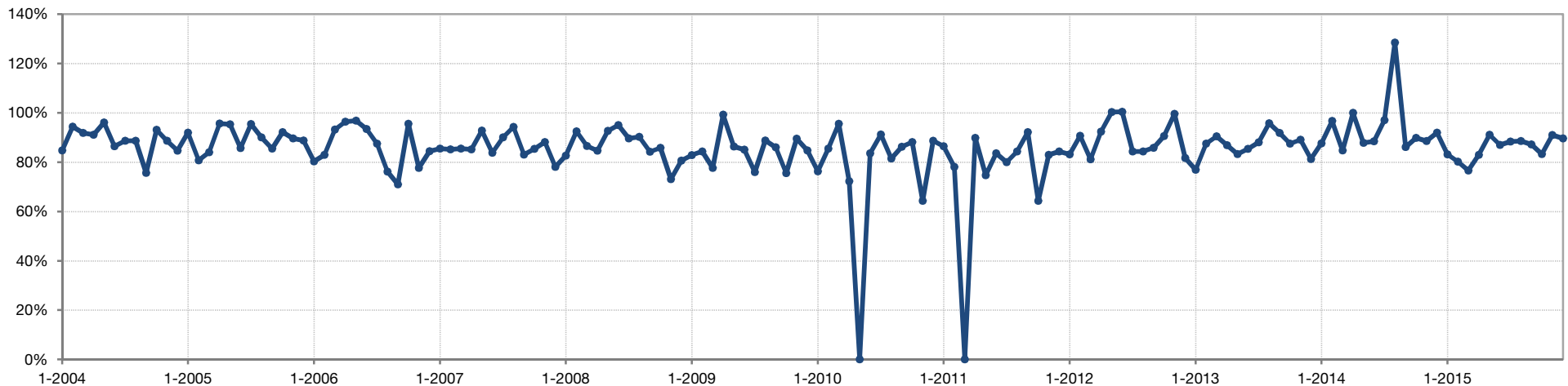


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	88.5%	91.0%	+2.8%
December	91.9%	89.5%	-2.6%
12-Month Avg	91.3%	85.4%	-6.4%

Historical Percent of Original List Price Received

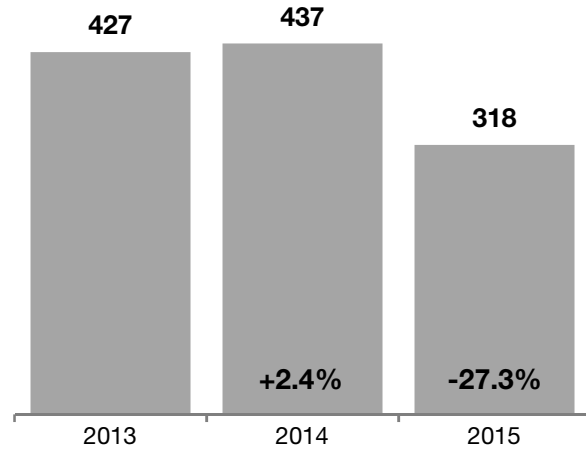


Housing Affordability Index

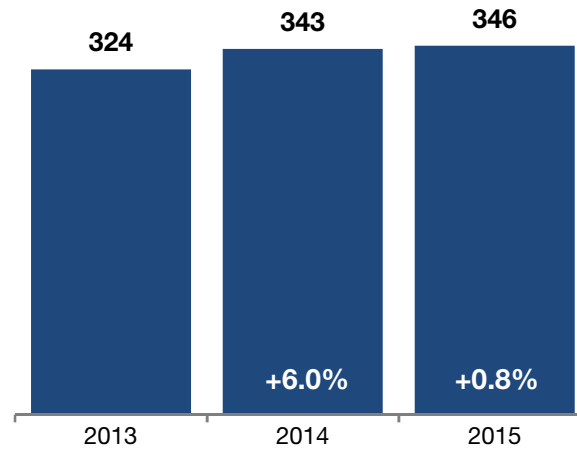
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



December

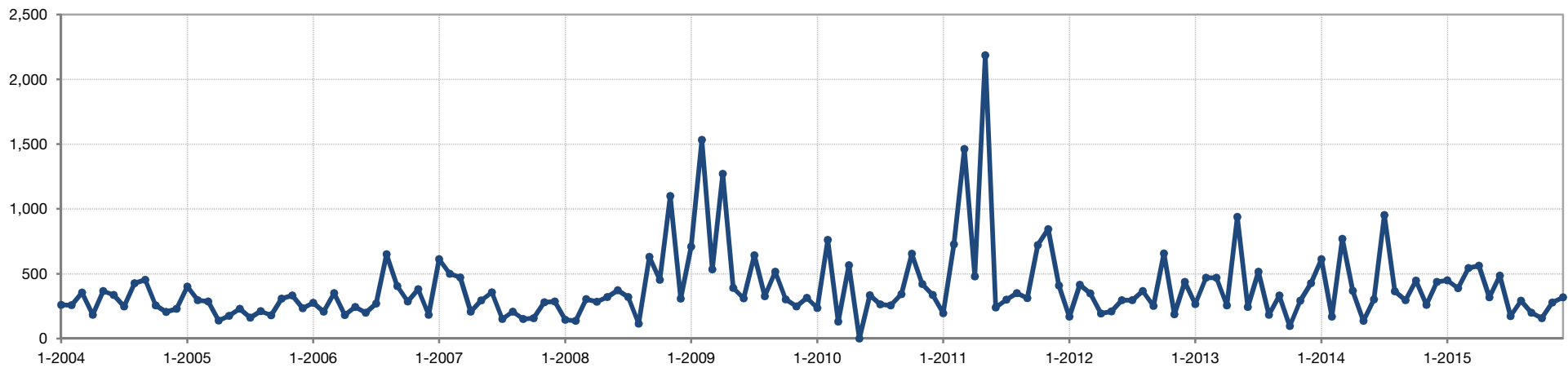


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	259	278	+7.1%
December	437	318	-27.3%
12-Month Avg	426	346	+8.2%

Historical Housing Affordability Index

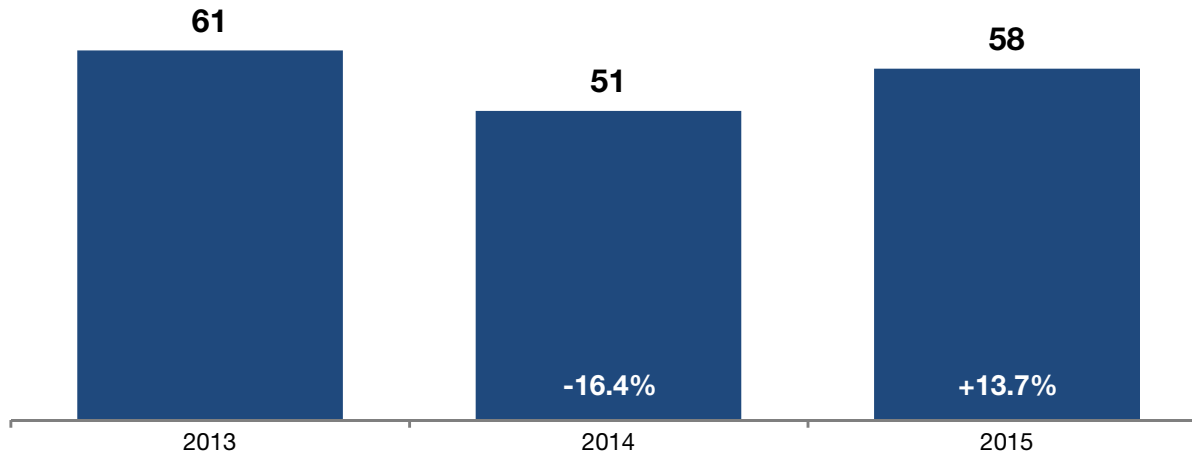


Inventory of Homes for Sale

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



December



Month	Prior Year	Current Year	+ / -
January	54	43	-20.4%
February	49	42	-14.3%
March	52	50	-3.8%
April	62	52	-16.1%
May	61	54	-11.5%
June	58	62	+6.9%
July	59	67	+13.6%
August	59	69	+16.9%
September	64	74	+15.6%
October	55	70	+27.3%
November	54	66	+22.2%
December	51	58	+13.7%
12-Month Avg	57	59	+4.2%

Historical Inventory of Homes for Sale

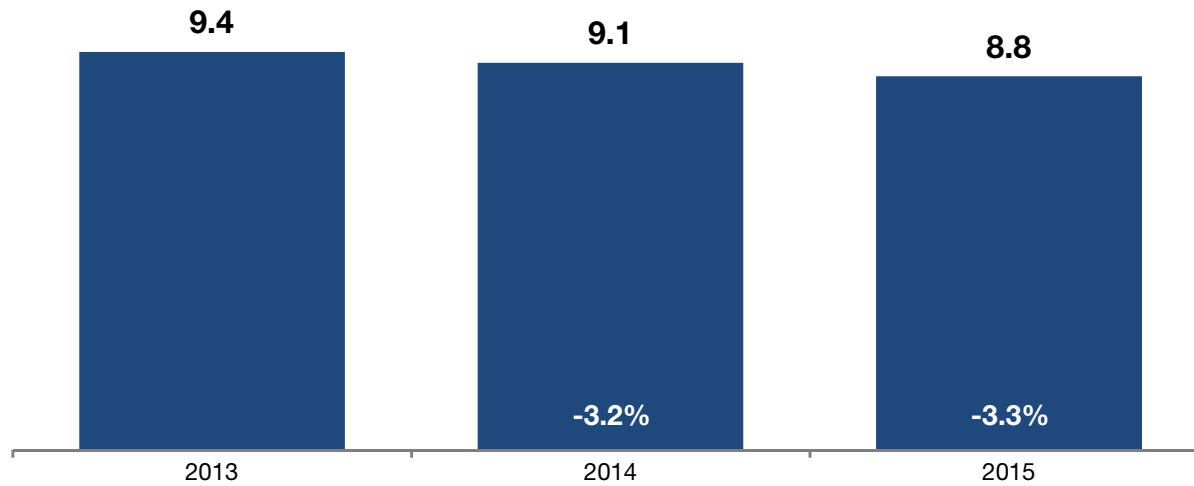


Months Supply of Inventory

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.



December



Month	Prior Year	Current Year	+ / -
January	8.3	7.7	-7.2%
February	8.2	7.4	-9.8%
March	9.3	8.7	-6.5%
April	12.0	8.8	-26.7%
May	11.1	9.0	-18.9%
June	10.9	10.3	-5.5%
July	10.3	11.7	+13.6%
August	10.3	11.3	+9.7%
September	11.3	11.7	+3.5%
October	9.6	11.2	+16.7%
November	9.3	10.7	+15.1%
December	9.1	8.8	-3.3%
12-Month Avg	10.0	9.8	-2.0%

Historical Months Supply of Inventory

