

Monthly Indicators

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



January 2016



Quick Facts

- 20.0% **+ 29.0%** **+ 32.6%**

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.



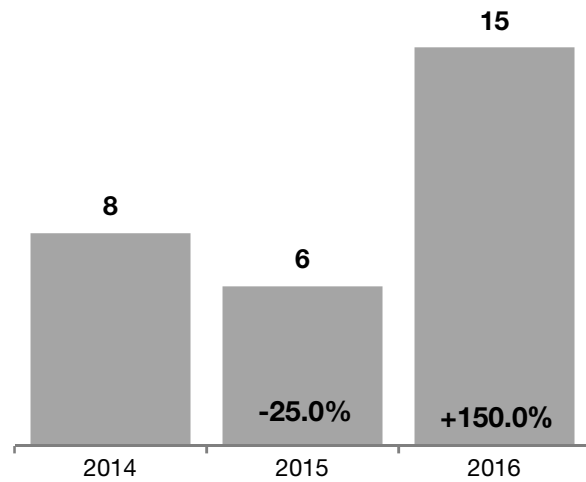
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		6	15	+ 150.0%	6	15	+ 150.0%
Pending Sales		7	12	+ 71.4%	7	12	+ 71.4%
Closed Sales		5	4	- 20.0%	5	4	- 20.0%
Days on Market Until Sale		77	164	+ 113.0%	77	164	+ 113.0%
Median Sales Price		\$55,000	\$70,950	+ 29.0%	\$55,000	\$70,950	+ 29.0%
Average Sales Price		\$52,279	\$84,975	+ 62.5%	\$52,279	\$84,975	+ 62.5%
Percent of Original List Price Received		83.2%	97.6%	+ 17.3%	83.2%	97.6%	+ 17.3%
Housing Affordability Index		449	344	- 23.4%	449	344	- 23.4%
Inventory of Homes for Sale		43	57	+ 32.6%	--	--	--
Months Supply of Homes for Sale		7.7	8.1	+ 5.2%	--	--	--

New Listings

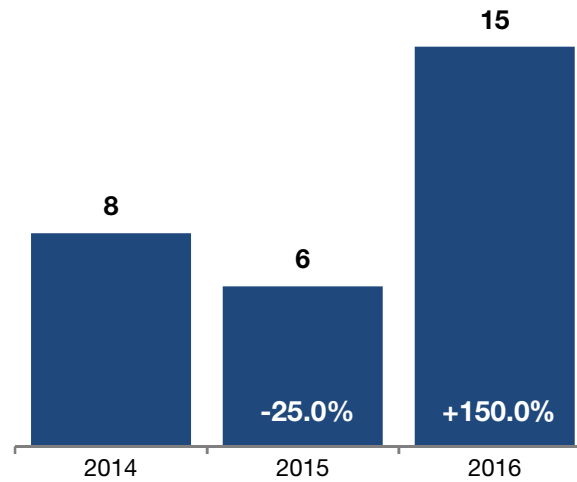
A count of the properties that have been newly listed on the market in a given month.



January

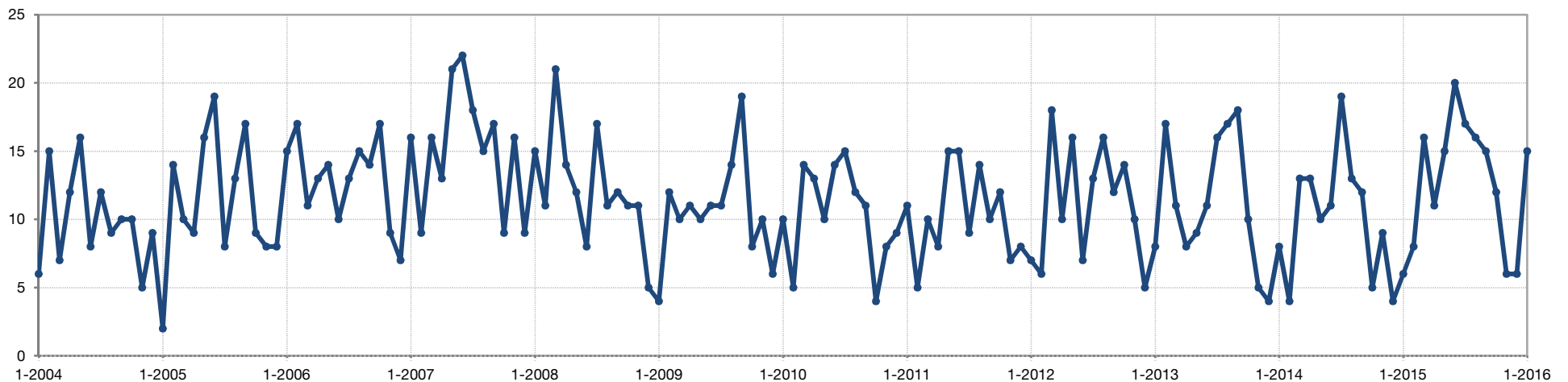


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	6	15	+150.0%
12-Month Avg	10	13	+31.9%

Historical New Listing Activity

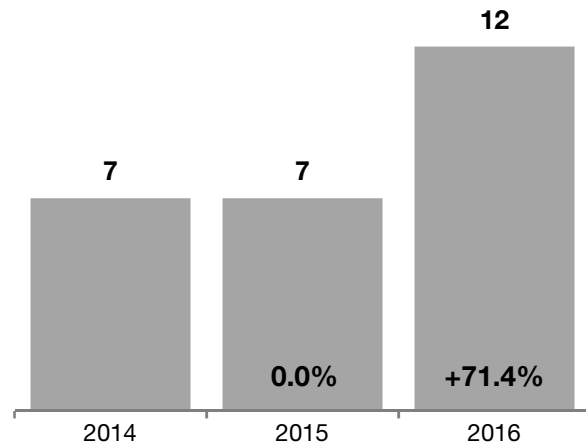


Pending Sales

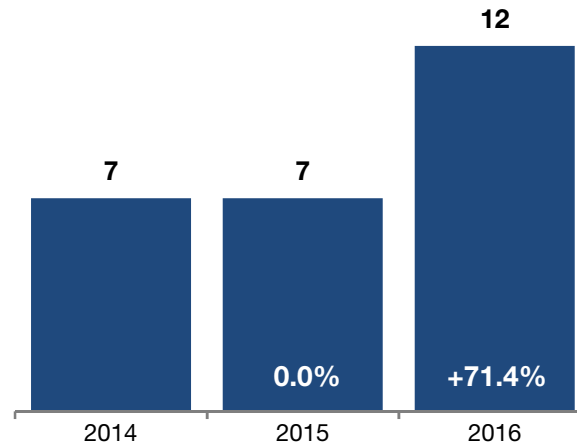
A count of the properties on which contracts have been accepted in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	7	12	+71.4%
12-Month Avg	6	7	+25.4%

Historical Pending Sales Activity

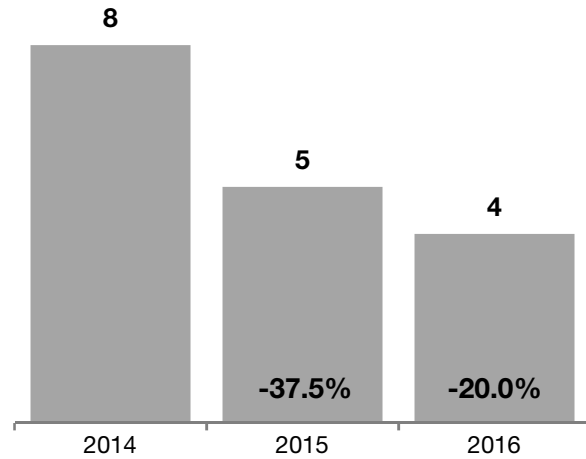


Closed Sales

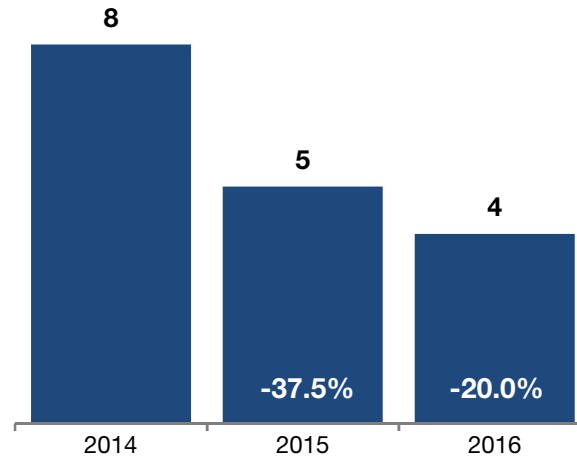
A count of the actual sales that have closed in a given month.



January

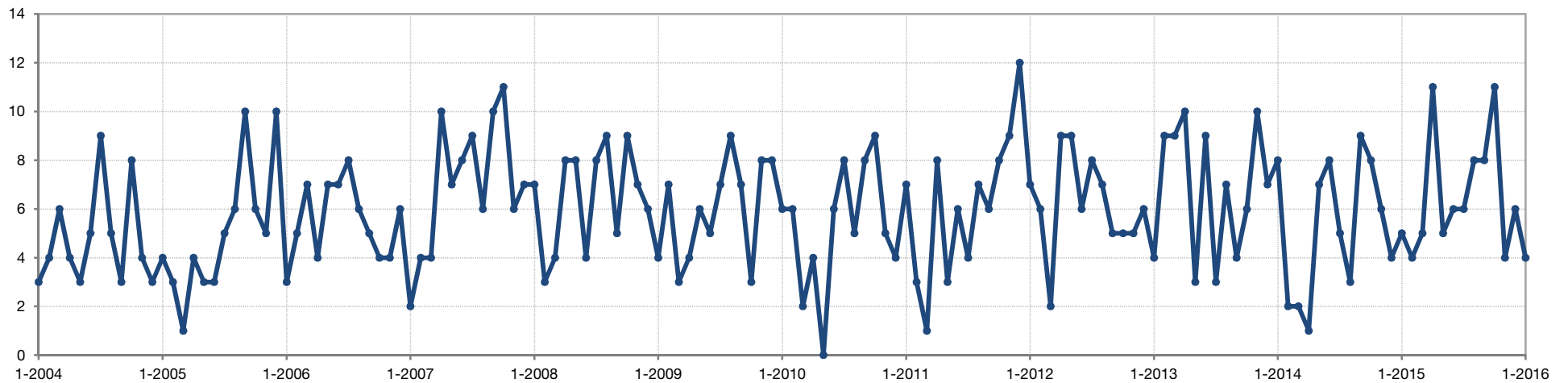


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	5	4	-20.0%
12-Month Avg	5	7	+117.2%

Historical Closed Sales Activity

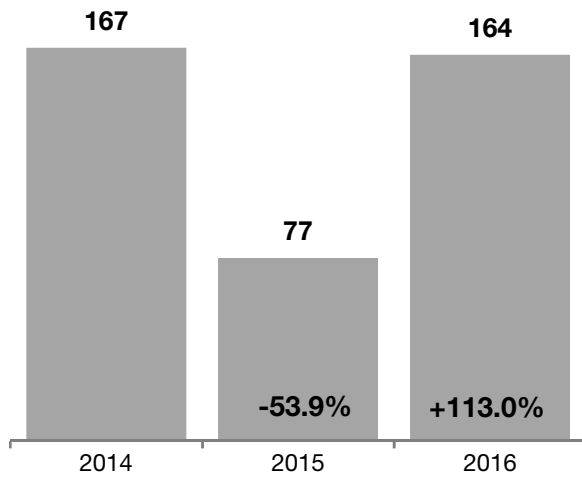


Days on Market Until Sale

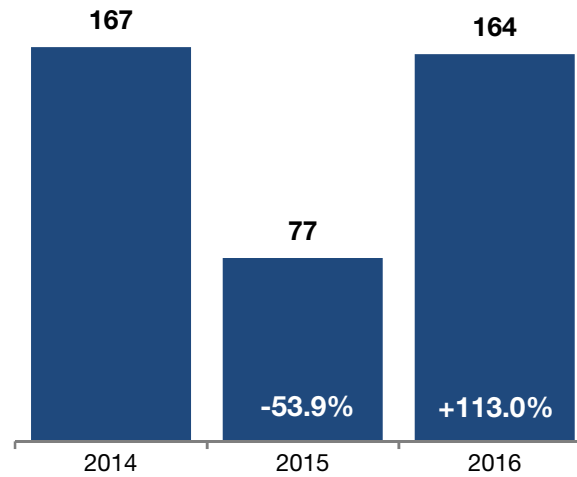
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

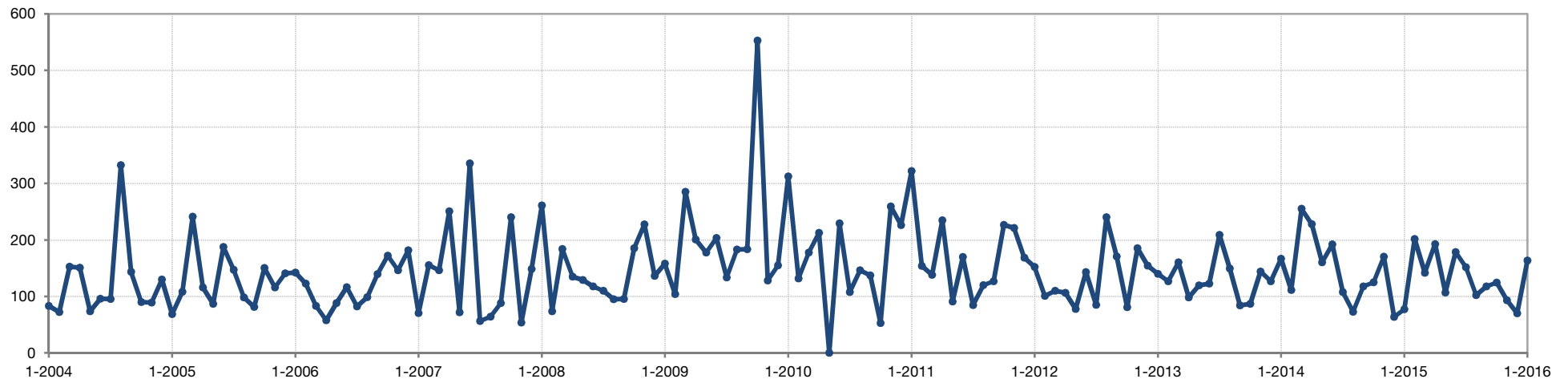


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	77	164	+113.0%
12-Month Avg	135	137	+1.5%

Historical Days on Market Until Sale

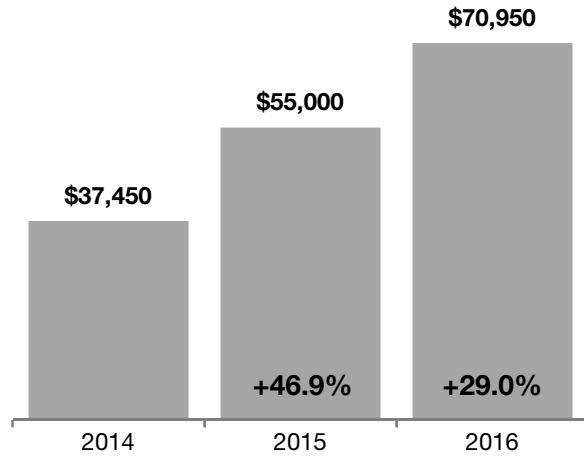


Median Sales Price

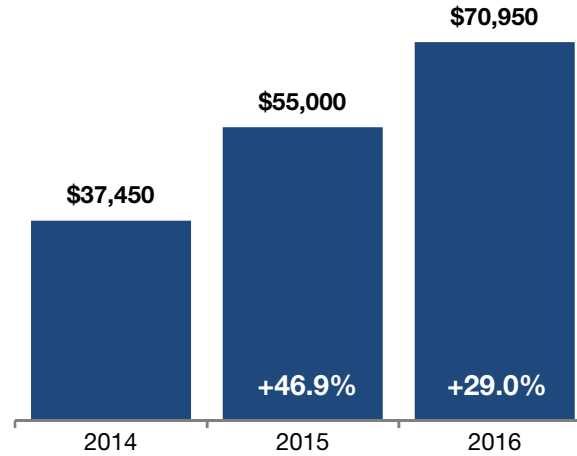
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

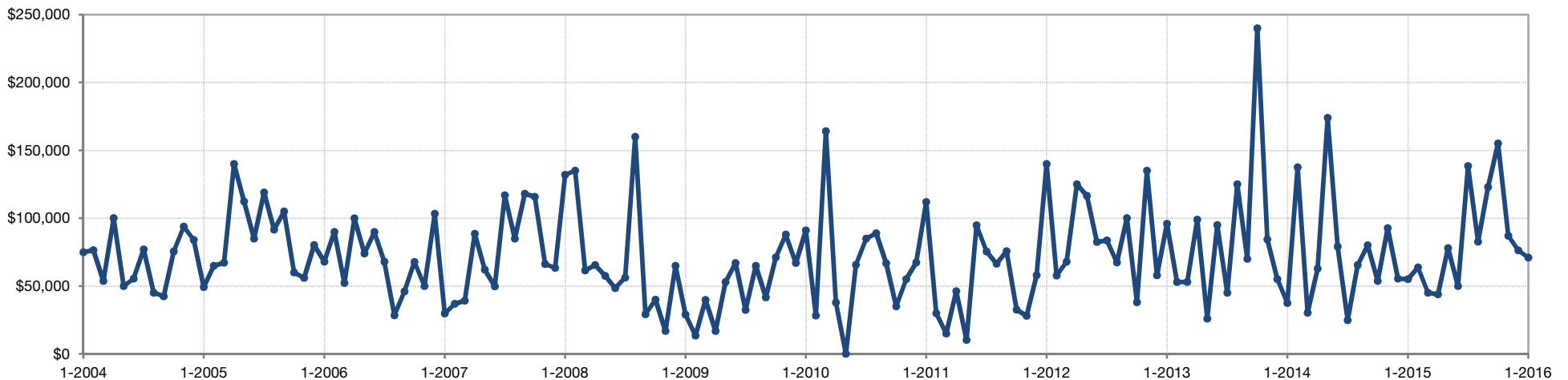


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	\$55,000	\$70,950	+29.0%
12-Month Med	\$69,900	\$77,900	+11.4%

Historical Median Sales Price

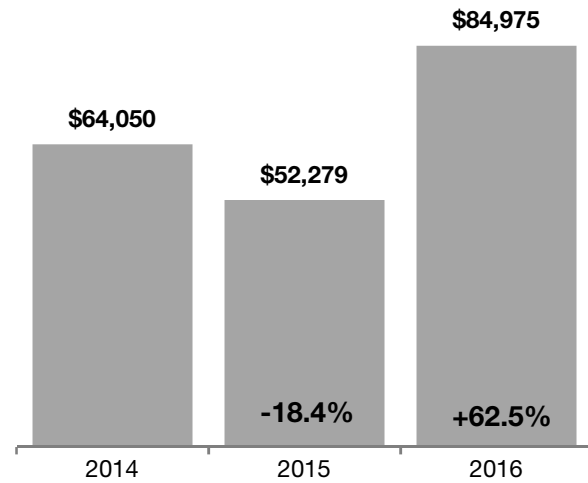


Average Sales Price

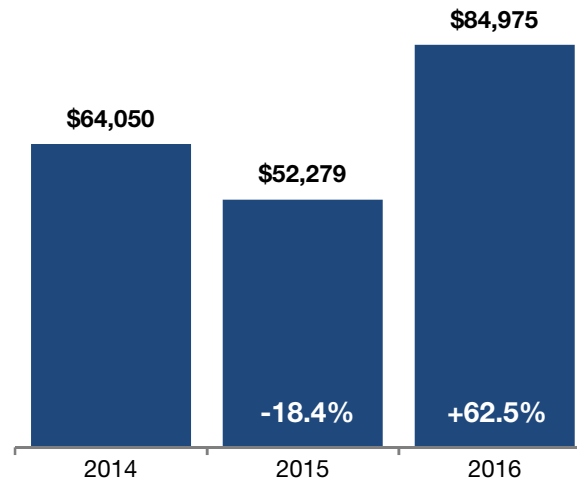
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

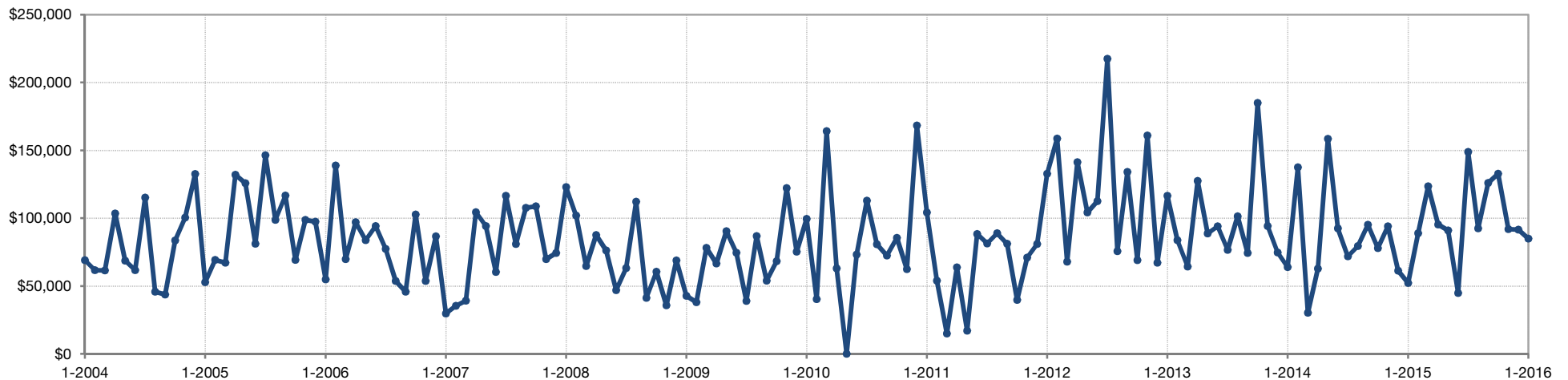


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	\$52,279	\$84,975	+62.5%
12-Month Avg	\$88,782	\$104,663	+17.9%

Historical Average Sales Price



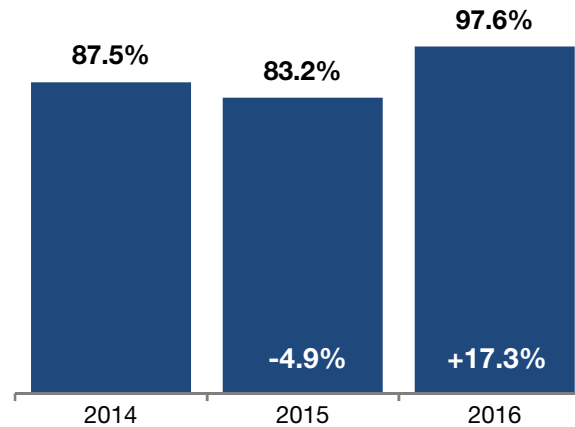
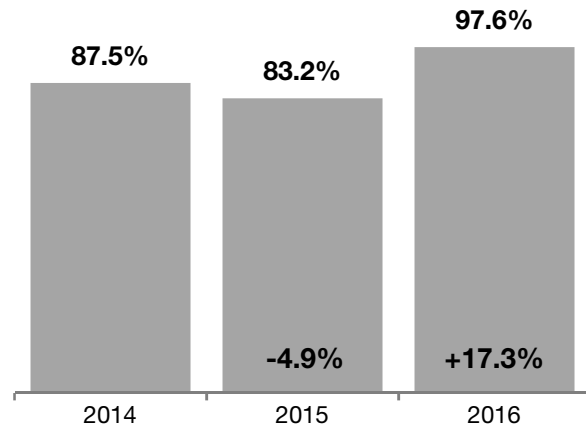
Percent of Original List Price Received

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.



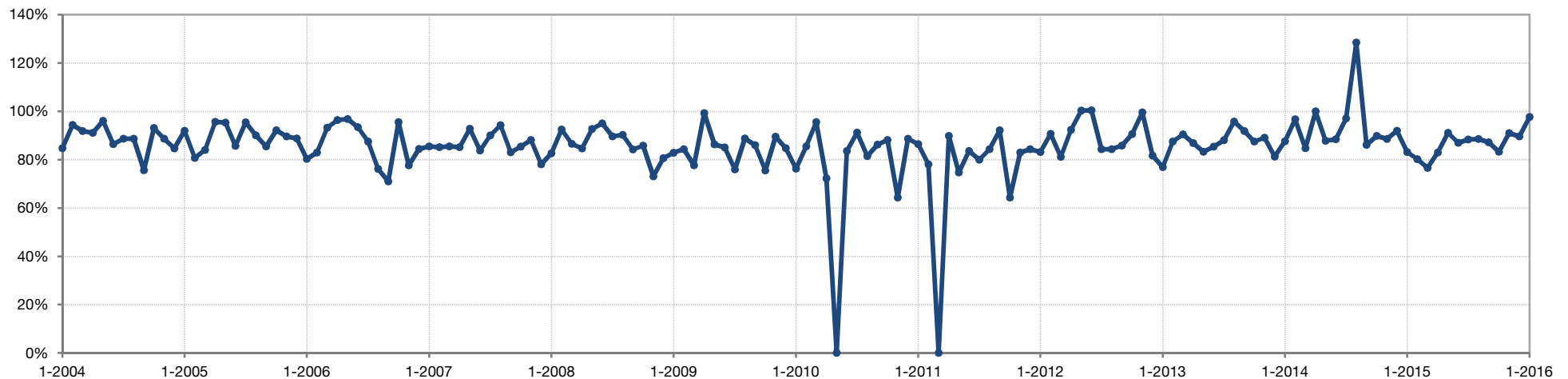
January

Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	83.2%	97.6%	+17.3%
12-Month Avg	91.0%	86.1%	-5.3%

Historical Percent of Original List Price Received

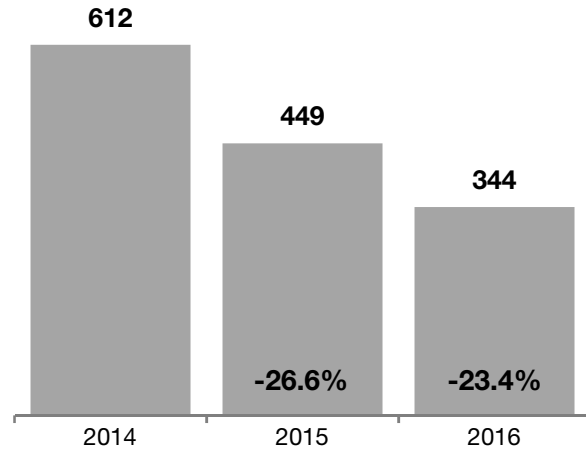


Housing Affordability Index

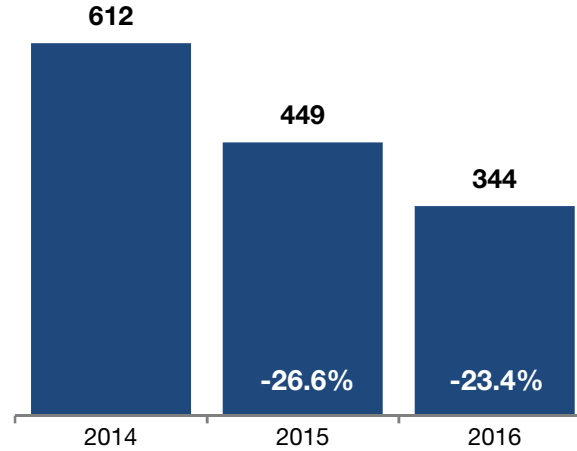
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

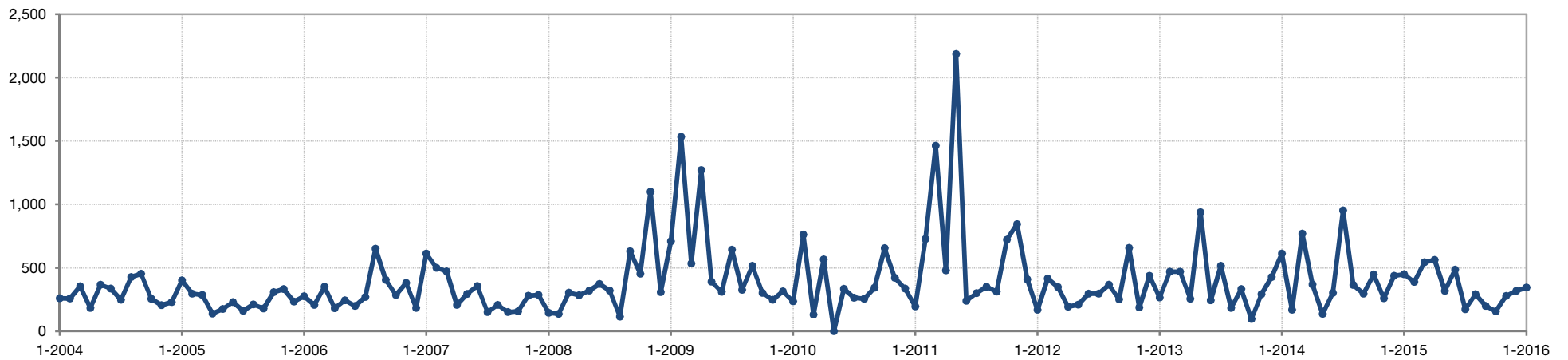


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January	449	344	-23.4%
12-Month Avg	412	338	+8.5%

Historical Housing Affordability Index

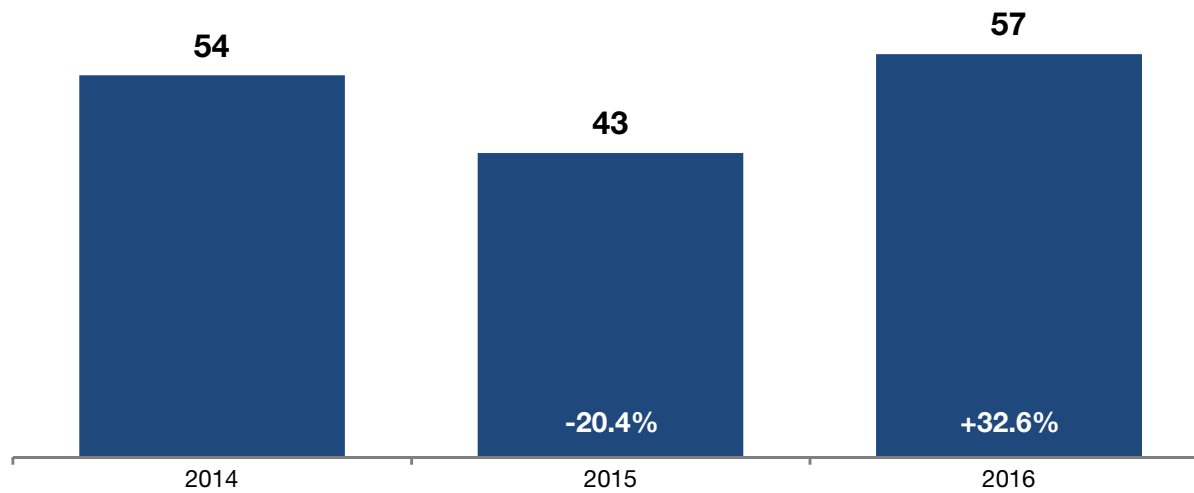


Inventory of Homes for Sale

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

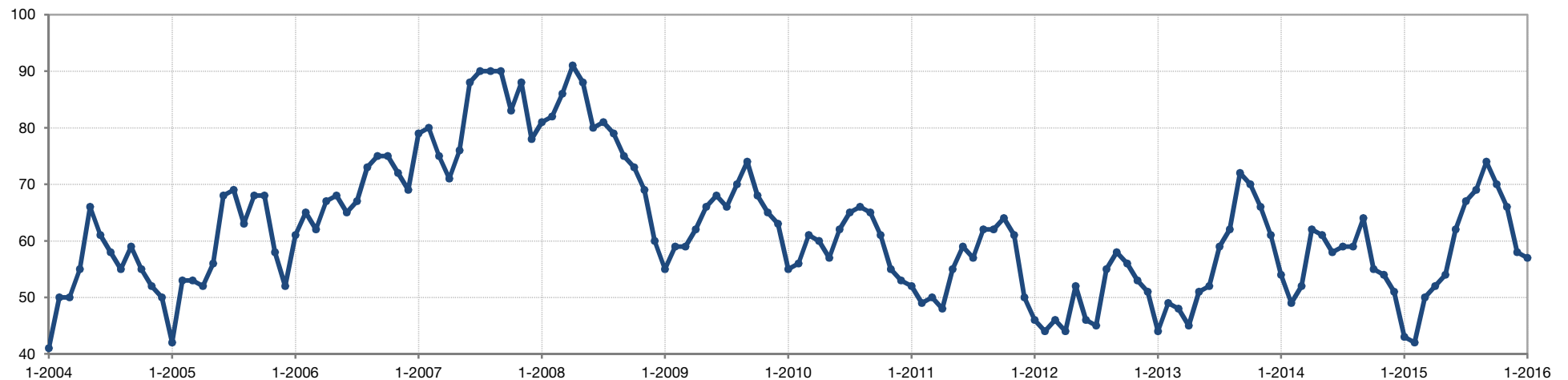


January



Month	Prior Year	Current Year	+ / -
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%
January	43	57	+32.6%
12-Month Avg	56	60	+8.6%

Historical Inventory of Homes for Sale

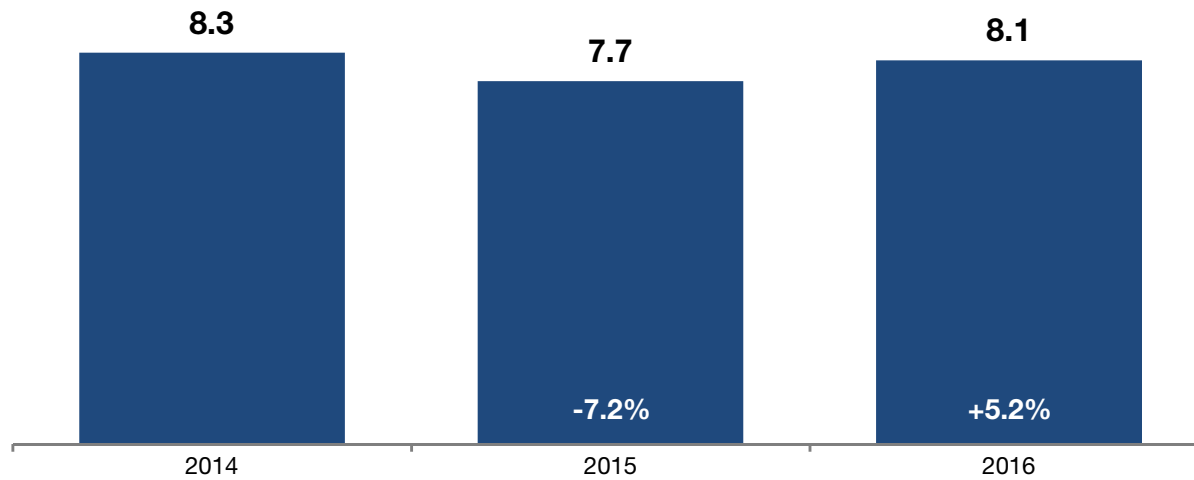


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
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%
January	7.7	8.1	+5.2%
12-Month Avg	9.9	9.8	-1.0%

Historical Months Supply of Inventory

