

Monthly Indicators

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



March 2016



Quick Facts

+ 40.0% **+ 58.9%** **+ 12.0%**

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.



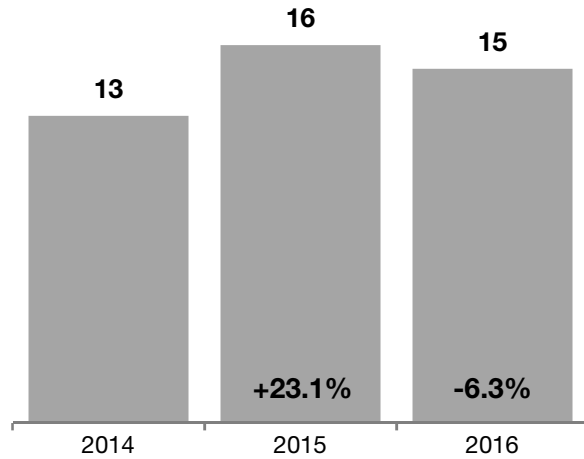
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		16	15	- 6.3%	30	38	+ 26.7%
Pending Sales		7	11	+ 57.1%	18	26	+ 44.4%
Closed Sales		5	7	+ 40.0%	14	18	+ 28.6%
Days on Market Until Sale		142	279	+ 96.5%	136	190	+ 39.7%
Median Sales Price		\$45,000	\$71,500	+ 58.9%	\$54,000	\$62,000	+ 14.8%
Average Sales Price		\$123,480	\$74,233	- 39.9%	\$88,164	\$68,306	- 22.5%
Percent of Original List Price Received		76.6%	85.2%	+ 11.2%	79.9%	88.9%	+ 11.3%
Housing Affordability Index		542	350	- 35.5%	452	404	- 10.7%
Inventory of Homes for Sale		50	56	+ 12.0%	--	--	--
Months Supply of Homes for Sale		8.7	7.7	- 11.5%	--	--	--

New Listings

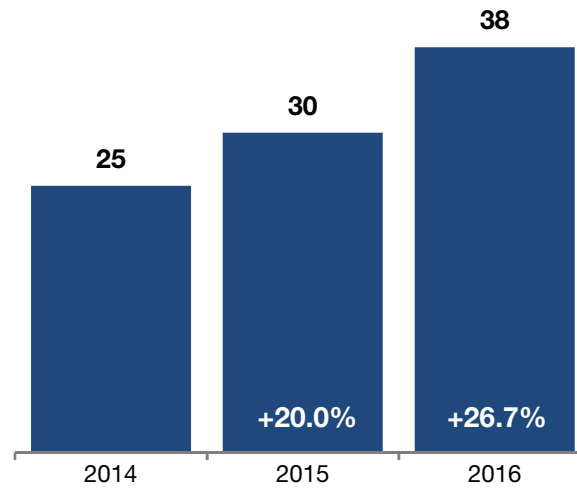
A count of the properties that have been newly listed on the market in a given month.



March

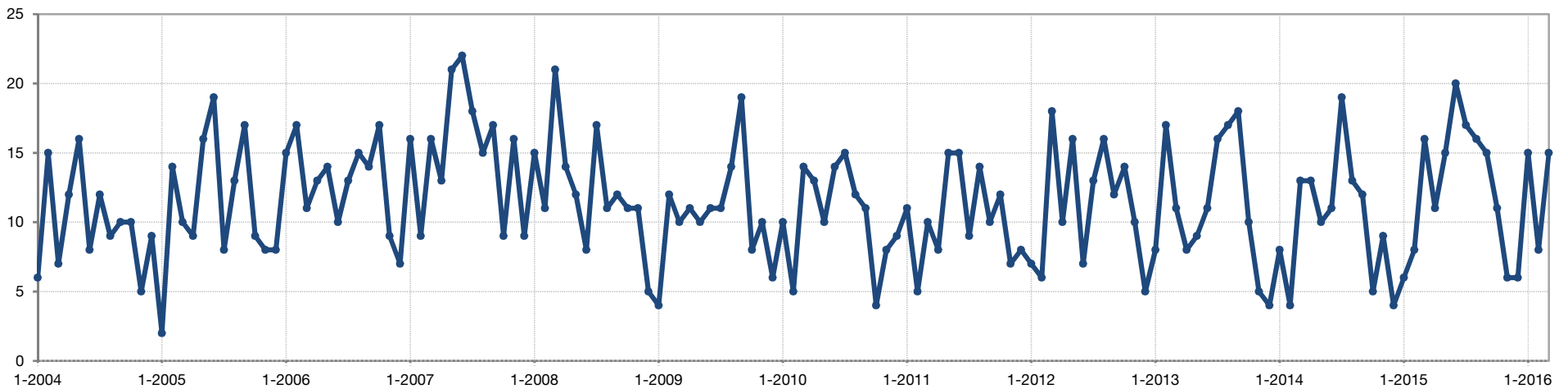


Year To Date



Month	Prior Year	Current Year	+ / -
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	11	+120.0%
November	9	6	-33.3%
December	4	6	+50.0%
January	6	15	+150.0%
February	8	8	0.0%
March	16	15	-6.3%
12-Month Avg	11	13	+23.0%

Historical New Listing Activity

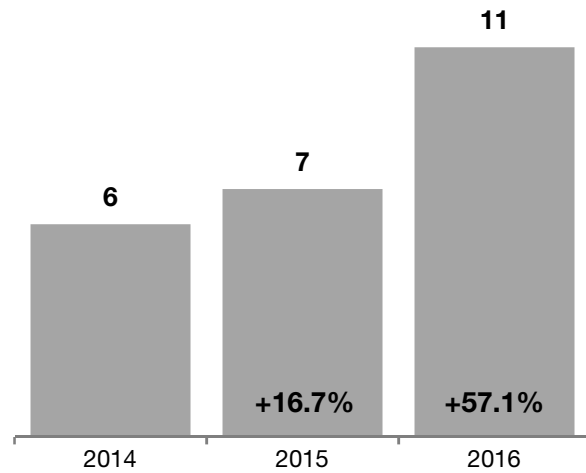


Pending Sales

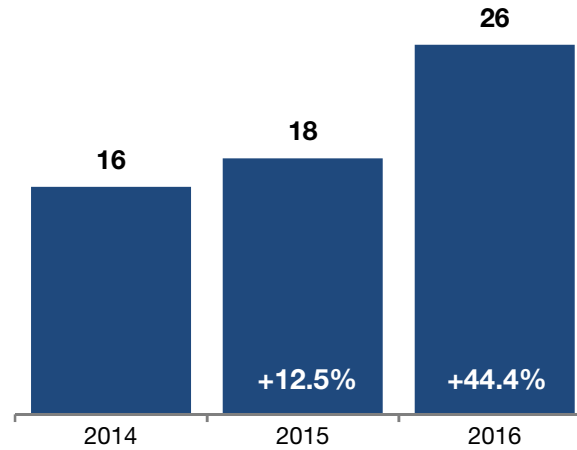
A count of the properties on which contracts have been accepted in a given month.



March

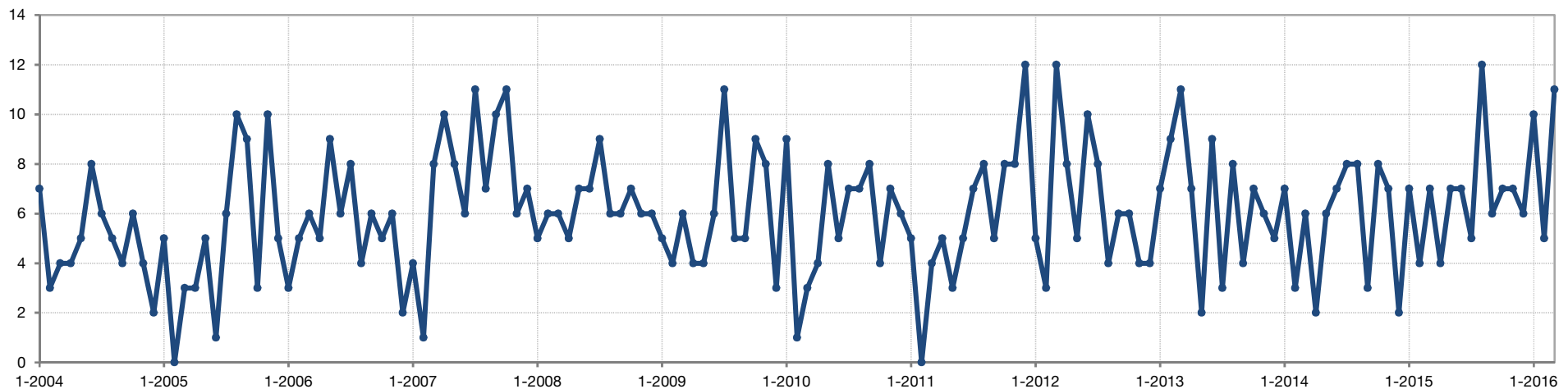


Year To Date



Month	Prior Year	Current Year	+ / -
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	7	0.0%
December	2	6	+200.0%
January	7	10	+42.9%
February	4	5	+25.0%
March	7	11	+57.1%
12-Month Avg	6	7	+26.1%

Historical Pending Sales Activity

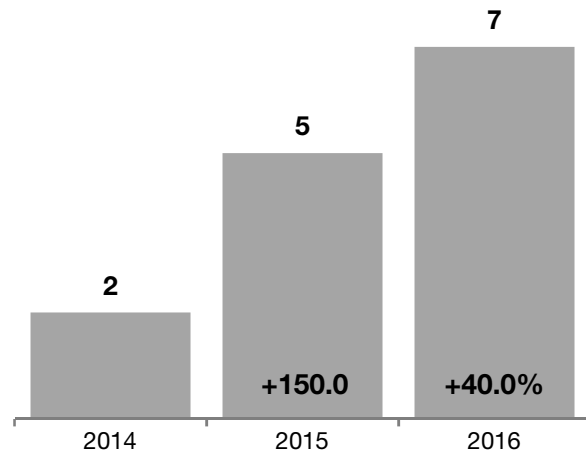


Closed Sales

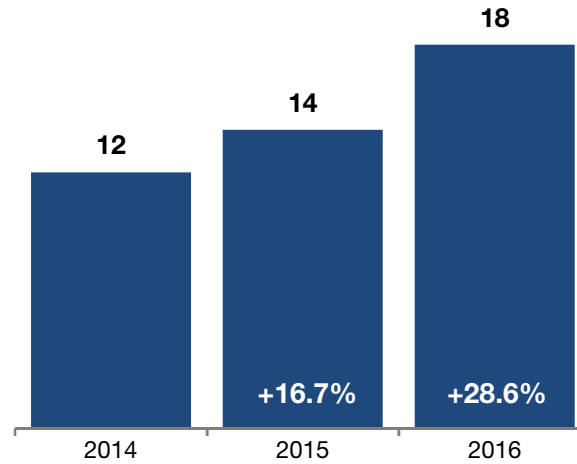
A count of the actual sales that have closed in a given month.



March

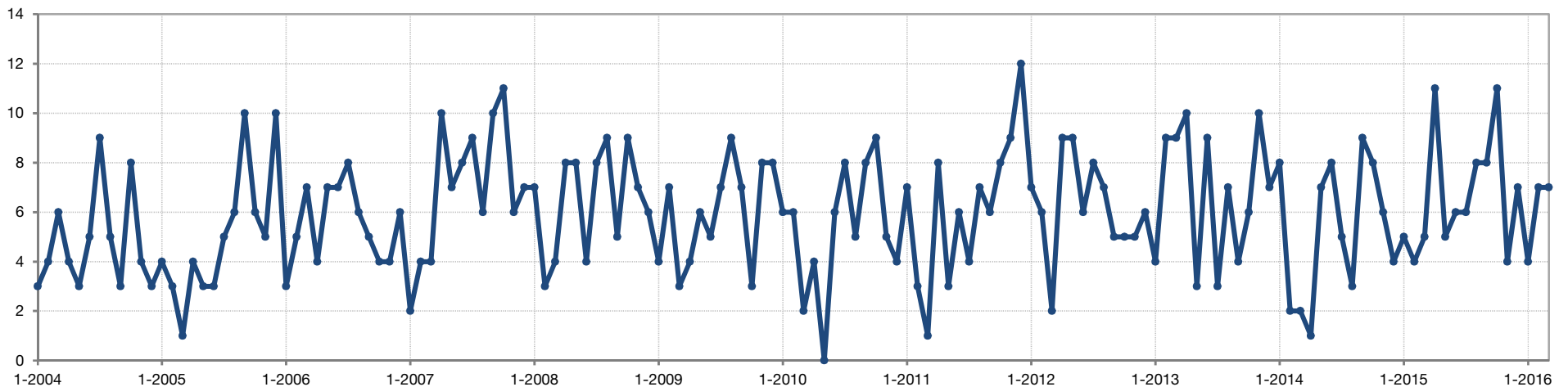


Year To Date



Month	Prior Year	Current Year	+ / -
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	7	+75.0%
January	5	4	-20.0%
February	4	7	+75.0%
March	5	7	+40.0%
12-Month Avg	5	7	+108.0%

Historical Closed Sales Activity

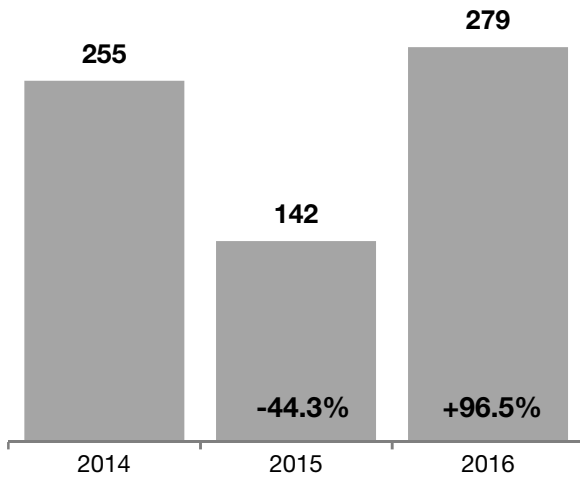


Days on Market Until Sale

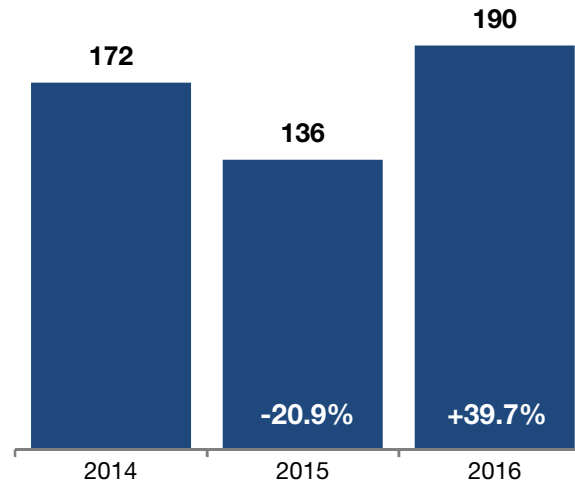
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

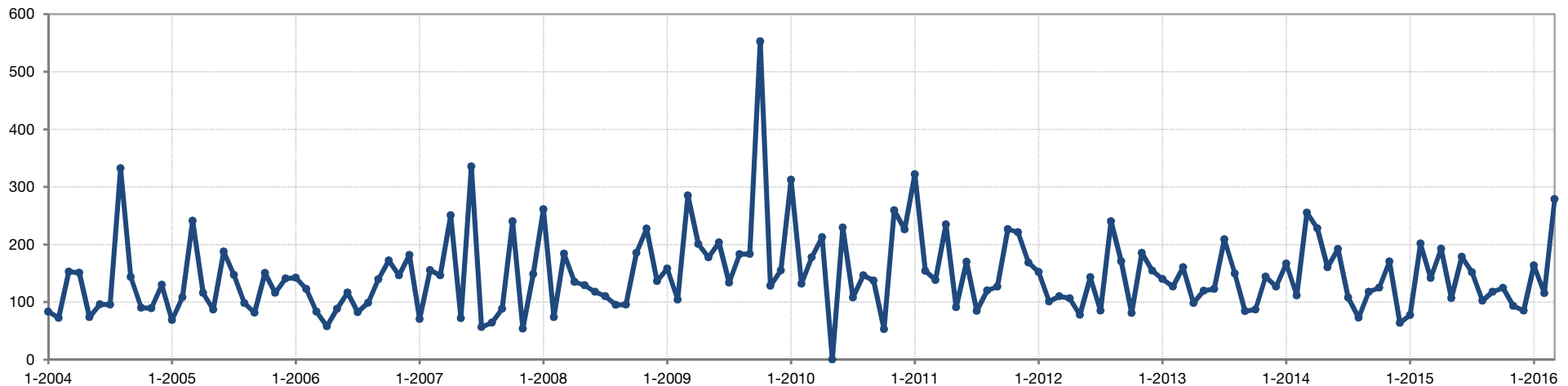


Year To Date



Month	Prior Year	Current Year	+ / -
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	85	+32.8%
January	77	164	+113.0%
February	202	115	-43.1%
March	142	279	+96.5%
12-Month Avg	137	144	+5.1%

Historical Days on Market Until Sale

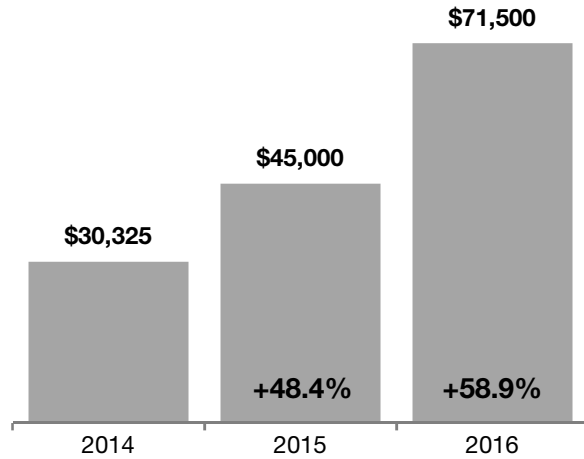


Median Sales Price

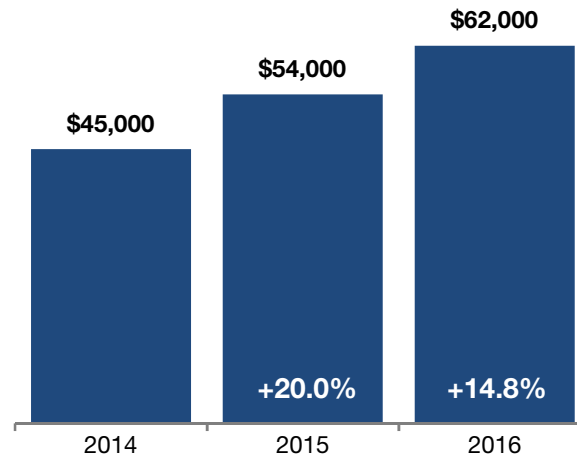
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

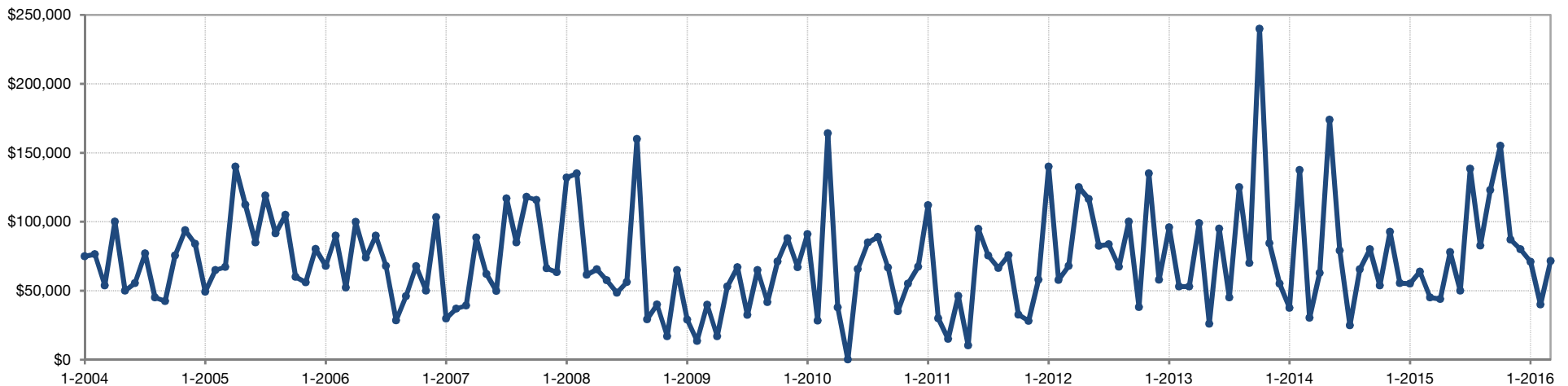


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$80,000	+44.1%
January	\$55,000	\$70,950	+29.0%
February	\$63,750	\$40,000	-37.3%
March	\$45,000	\$71,500	+58.9%
12-Month Med	\$68,500	\$77,800	+13.6%

Historical Median Sales Price

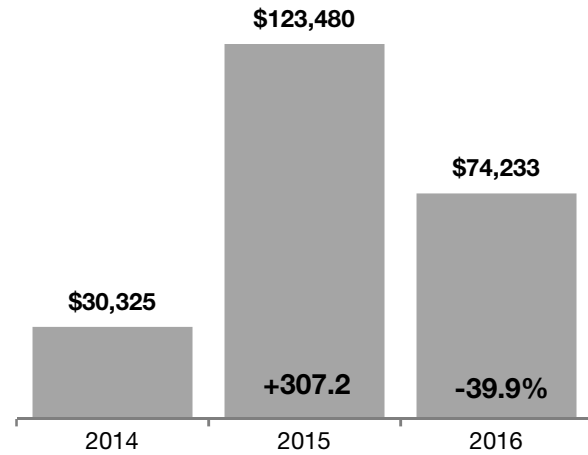


Average Sales Price

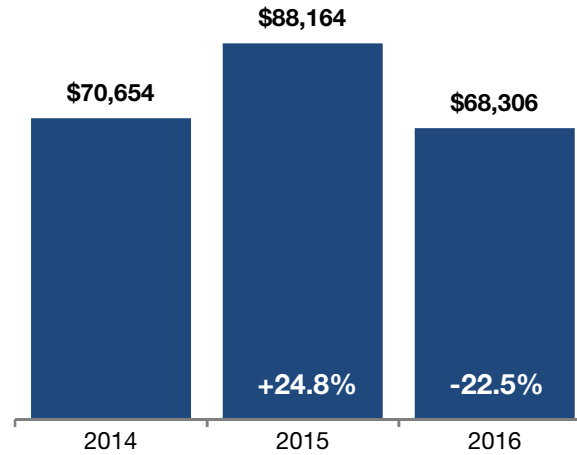
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

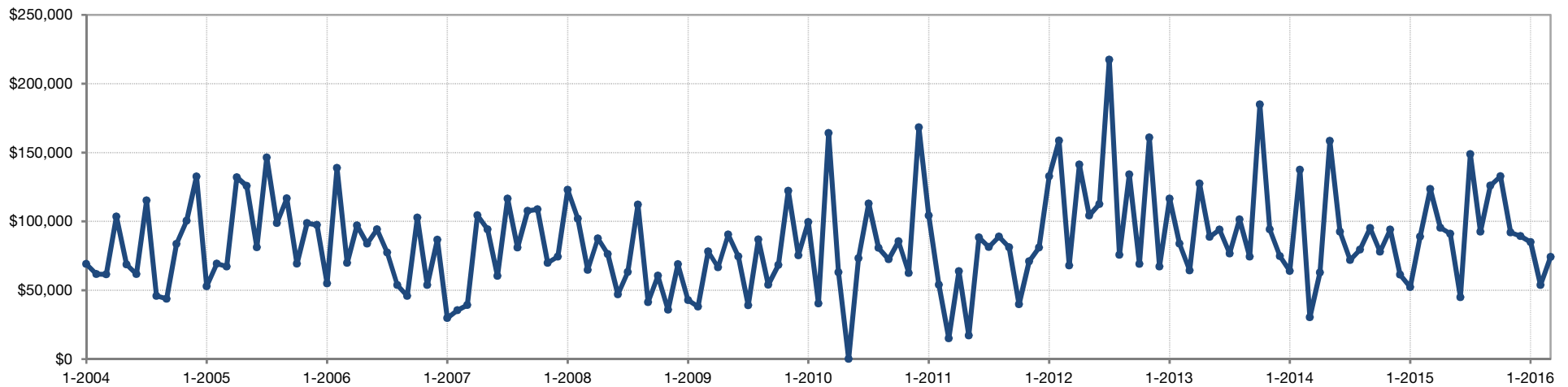


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$89,200	+45.3%
January	\$52,279	\$84,975	+62.5%
February	\$88,875	\$53,699	-39.6%
March	\$123,480	\$74,233	-39.9%
12-Month Avg	\$91,806	\$97,036	+5.7%

Historical Average Sales Price

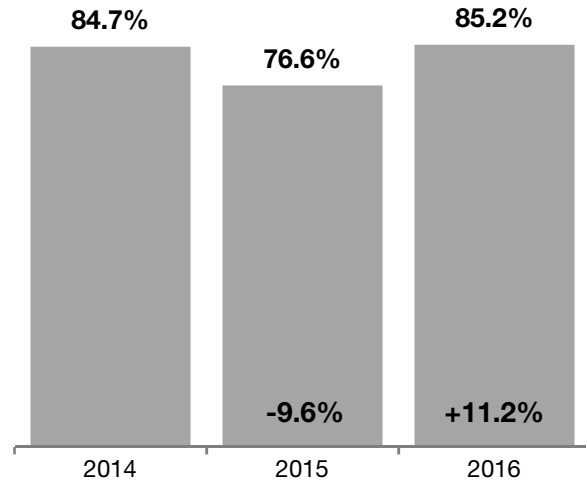


Percent of Original List Price Received

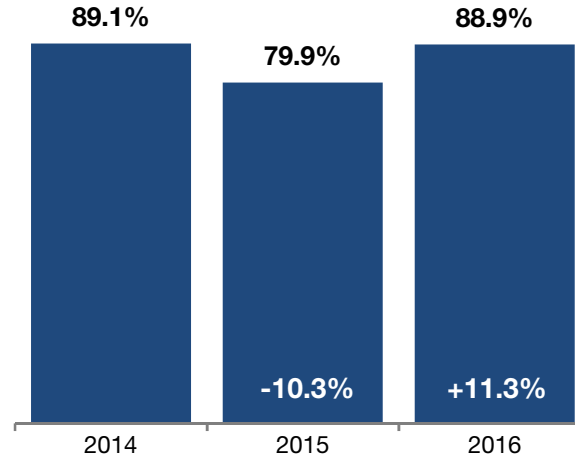
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

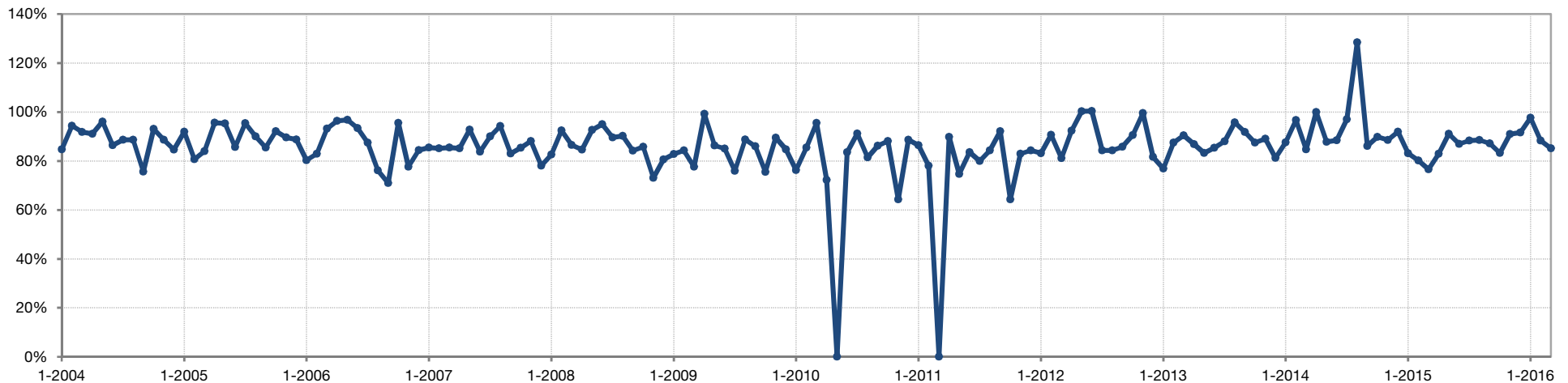


Year To Date



Month	Prior Year	Current Year	+ / -
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%	91.6%	-0.3%
January	83.2%	97.6%	+17.3%
February	80.1%	88.3%	+10.2%
March	76.6%	85.2%	+11.2%
12-Month Avg	88.9%	87.5%	-1.6%

Historical Percent of Original List Price Received

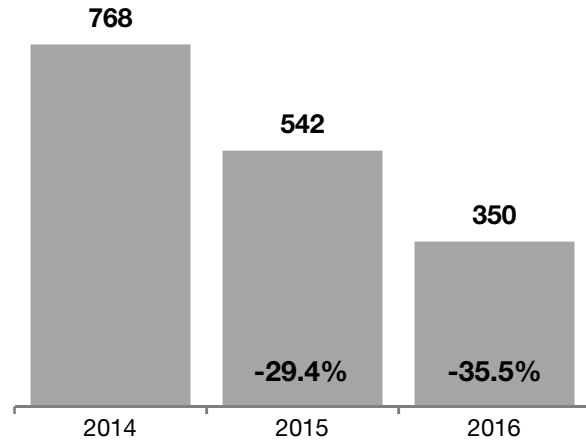


Housing Affordability Index

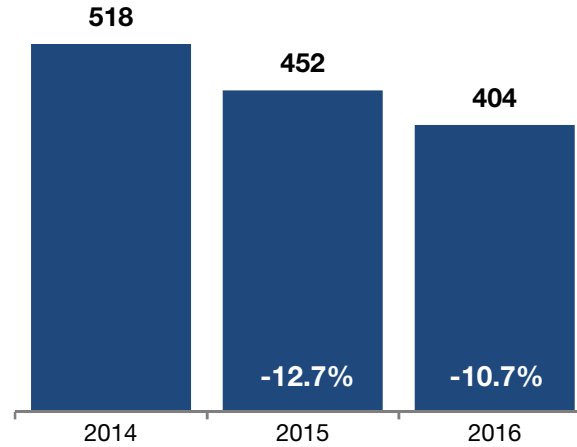
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March

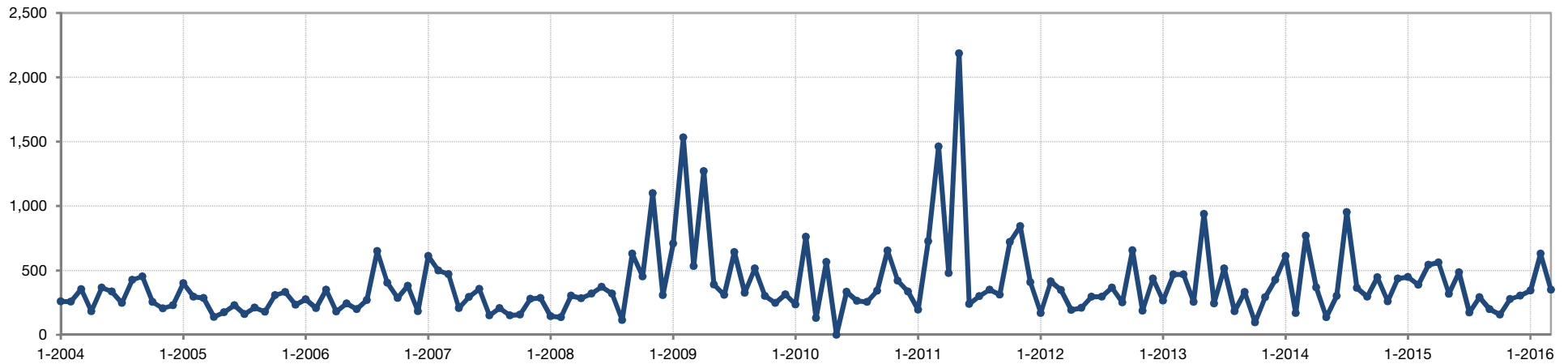


Year To Date



Month	Prior Year	Current Year	+ / -
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	303	-30.8%
January	449	344	-23.4%
February	388	630	+62.6%
March	542	350	-35.5%
12-Month Avg	412	341	+2.1%

Historical Housing Affordability Index

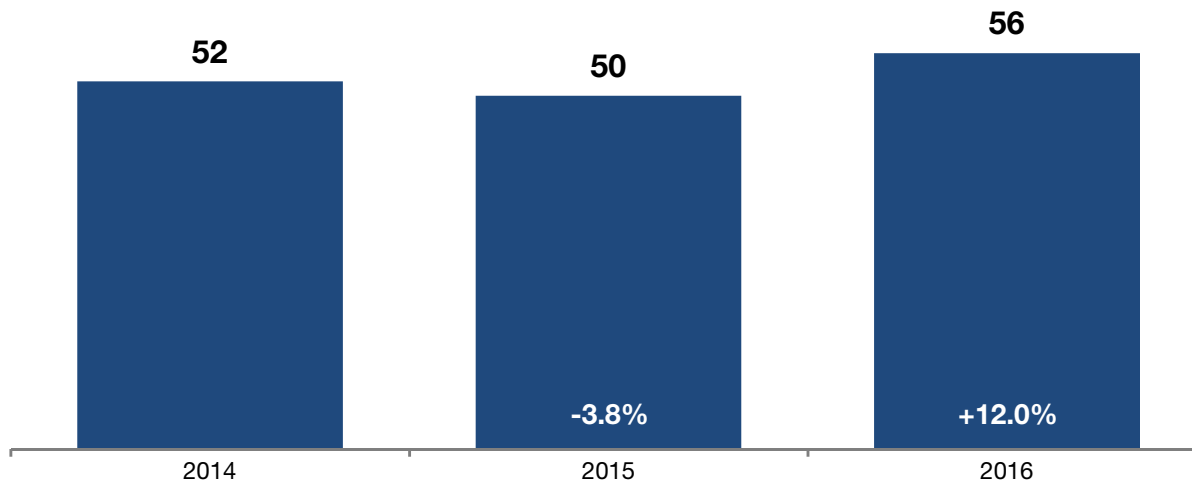


Inventory of Homes for Sale

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

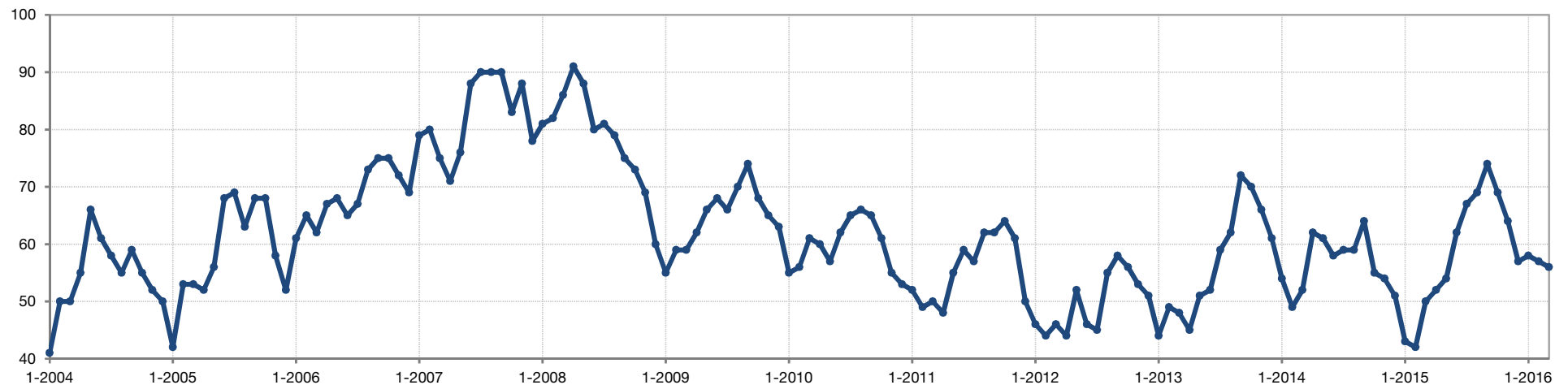


March



Month	Prior Year	Current Year	+ / -
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	69	+25.5%
November	54	64	+18.5%
December	51	57	+11.8%
January	43	58	+34.9%
February	42	57	+35.7%
March	50	56	+12.0%
12-Month Avg	55	62	+13.6%

Historical Inventory of Homes for Sale

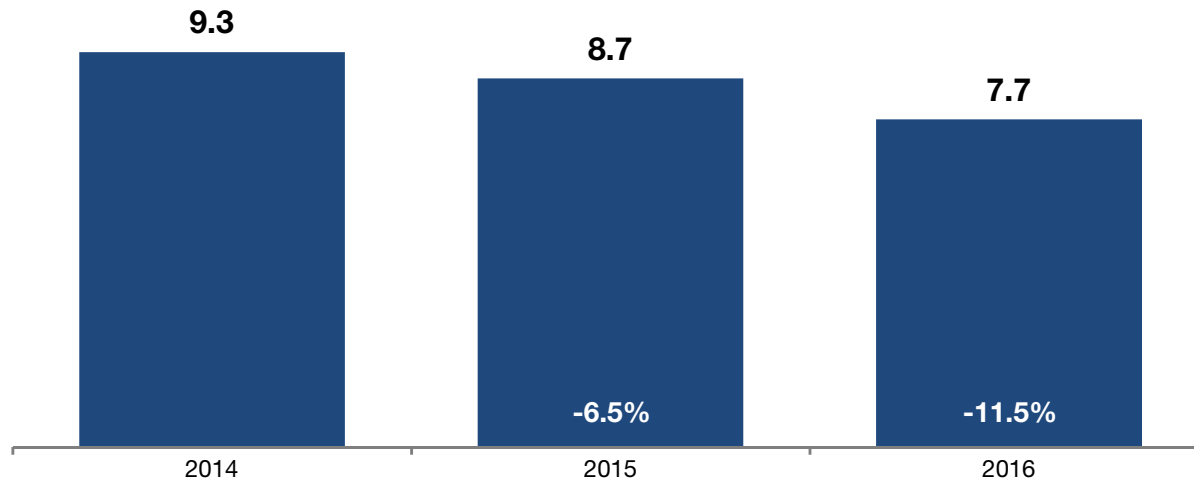


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
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	11.0	+14.6%
November	9.3	10.2	+9.7%
December	9.1	8.7	-4.4%
January	7.7	8.5	+10.4%
February	7.4	8.2	+10.8%
March	8.7	7.7	-11.5%
12-Month Avg	9.8	9.8	0.0%

Historical Months Supply of Inventory

