

# Monthly Indicators

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



April 2016



## Quick Facts

**- 54.5%**      **+ 70.5%**      **+ 13.5%**

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.



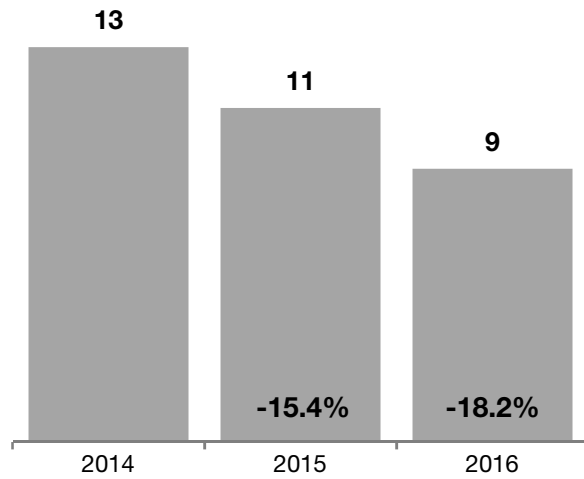
Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		11	<b>9</b>	- 18.2%	41	<b>47</b>	+ 14.6%
<b>Pending Sales</b>		4	<b>8</b>	+ 100.0%	22	<b>31</b>	+ 40.9%
<b>Closed Sales</b>		11	<b>5</b>	- 54.5%	25	<b>23</b>	- 8.0%
<b>Days on Market Until Sale</b>		192	<b>219</b>	+ 14.1%	159	<b>196</b>	+ 23.3%
<b>Median Sales Price</b>		\$44,000	<b>\$75,000</b>	+ 70.5%	\$52,750	<b>\$65,000</b>	+ 23.2%
<b>Average Sales Price</b>		\$95,405	<b>\$101,200</b>	+ 6.1%	\$91,181	<b>\$75,782</b>	- 16.9%
<b>Percent of Original List Price Received</b>		82.9%	<b>92.2%</b>	+ 11.2%	80.9%	<b>89.7%</b>	+ 10.9%
<b>Housing Affordability Index</b>		561	<b>335</b>	- 40.2%	468	<b>386</b>	- 17.3%
<b>Inventory of Homes for Sale</b>		52	<b>59</b>	+ 13.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		8.8	<b>8.0</b>	- 9.1%	--	--	--

# New Listings

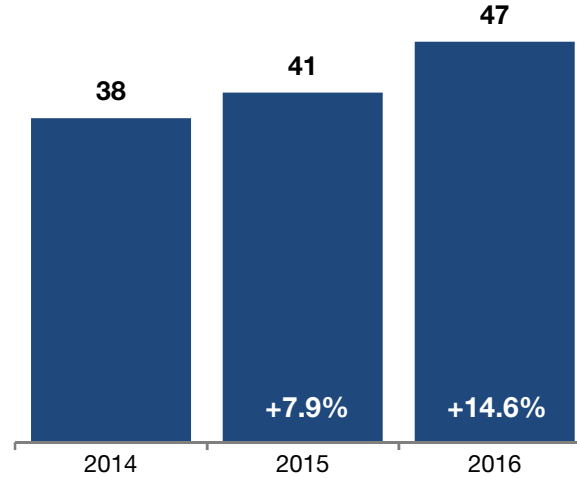
A count of the properties that have been newly listed on the market in a given month.



## April

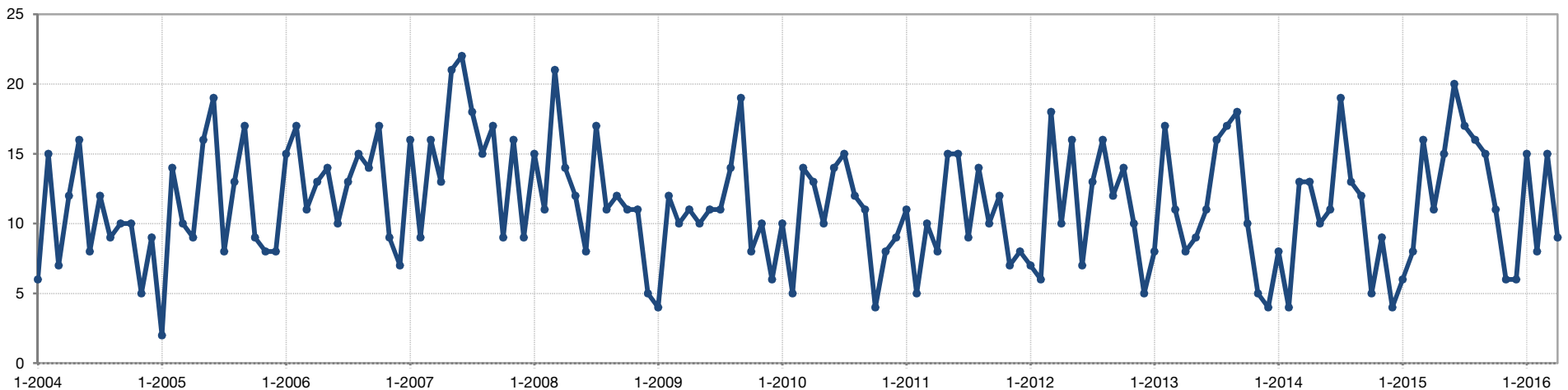


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	11	9	-18.2%
<b>12-Month Avg</b>	<b>10</b>	<b>13</b>	<b>+23.4%</b>

## Historical New Listing Activity

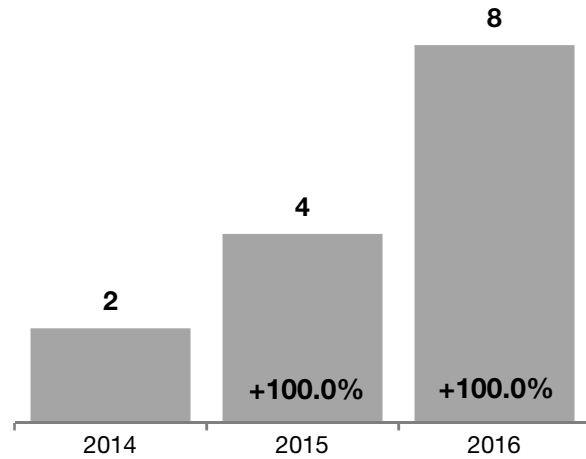


# Pending Sales

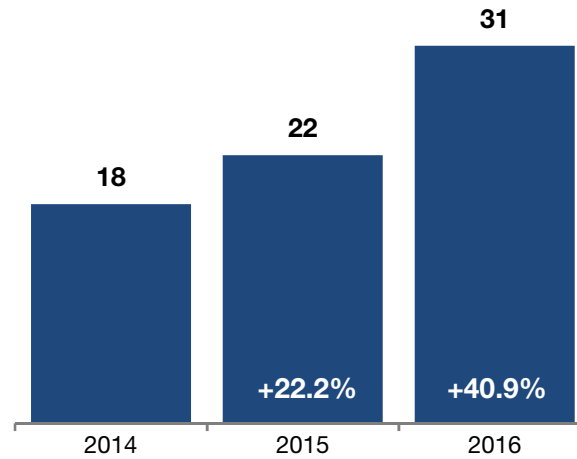
A count of the properties on which contracts have been accepted in a given month.



## April



## Year To Date



Month	Prior Year	Current Year	+ / -
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	3	-25.0%
March	7	10	+42.9%
April	4	8	+100.0%
<b>12-Month Avg</b>	<b>6</b>	<b>7</b>	<b>+23.9%</b>

## Historical Pending Sales Activity

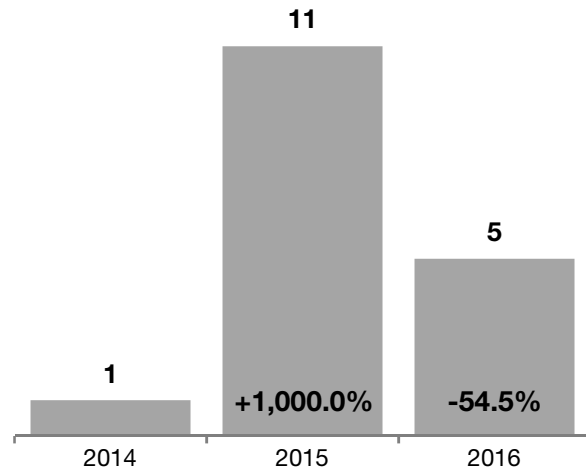


# Closed Sales

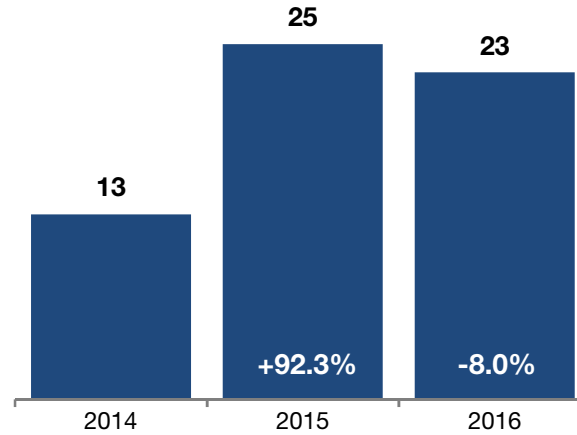
A count of the actual sales that have closed in a given month.



## April

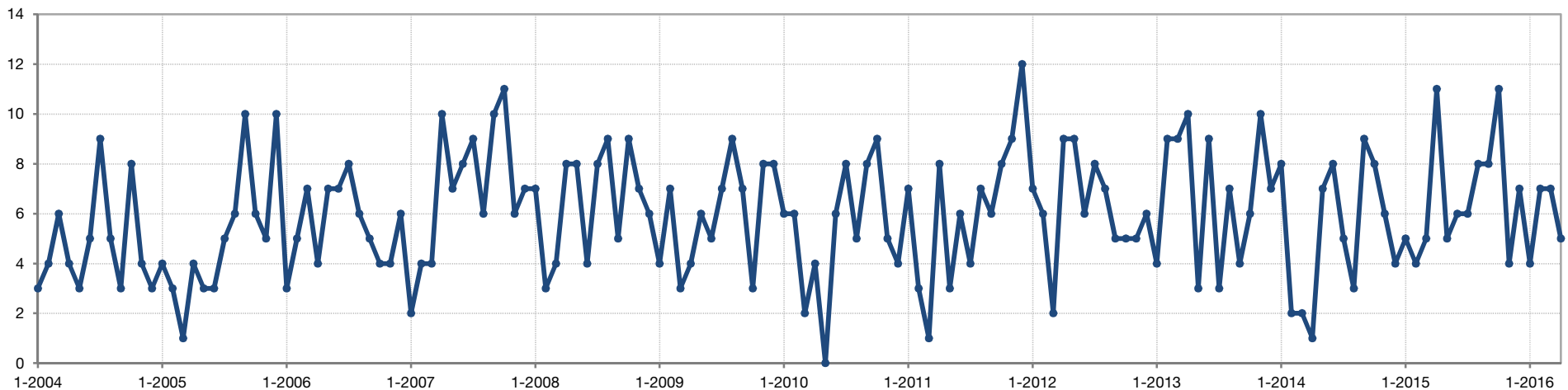


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	11	5	-54.5%
<b>12-Month Avg</b>	<b>6</b>	<b>7</b>	<b>+20.1%</b>

## Historical Closed Sales Activity

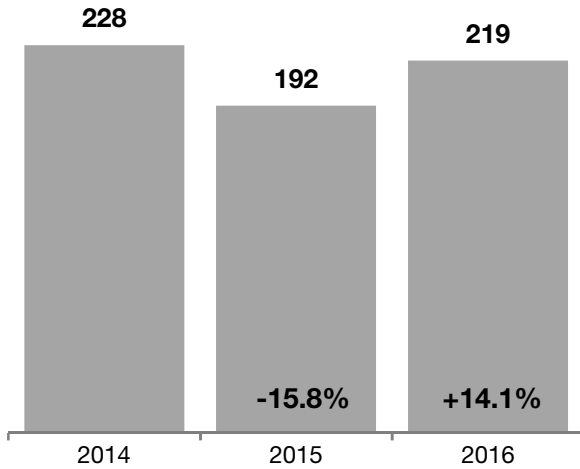


# Days on Market Until Sale

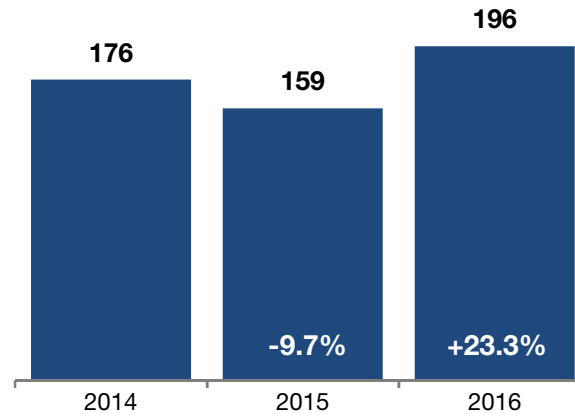
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

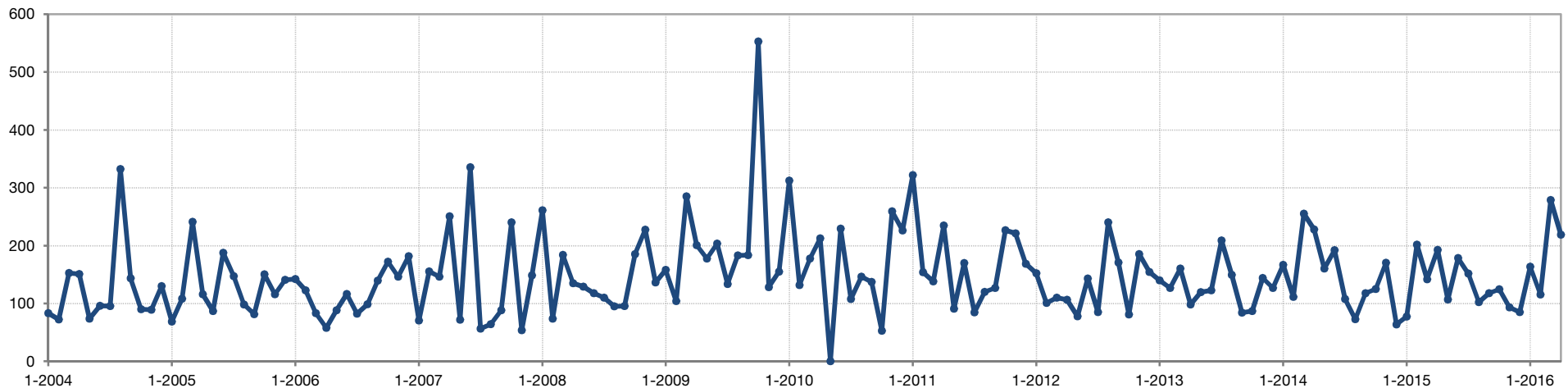


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	192	219	+14.1%
<b>12-Month Avg</b>	<b>143</b>	<b>143</b>	<b>0.0%</b>

## Historical Days on Market Until Sale

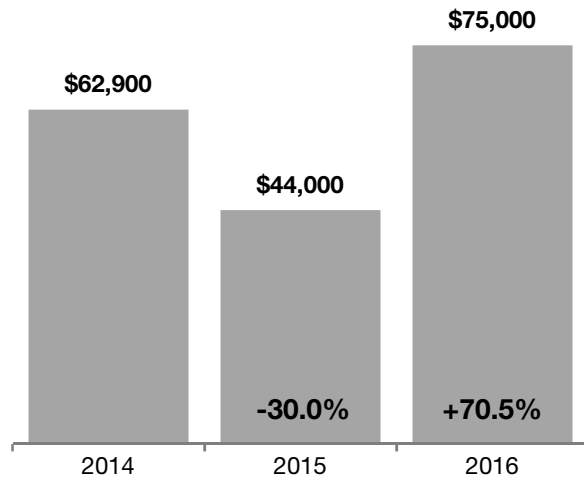


# Median Sales Price

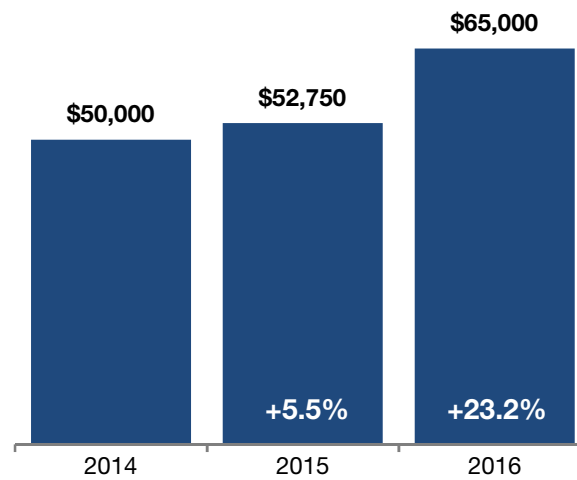
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

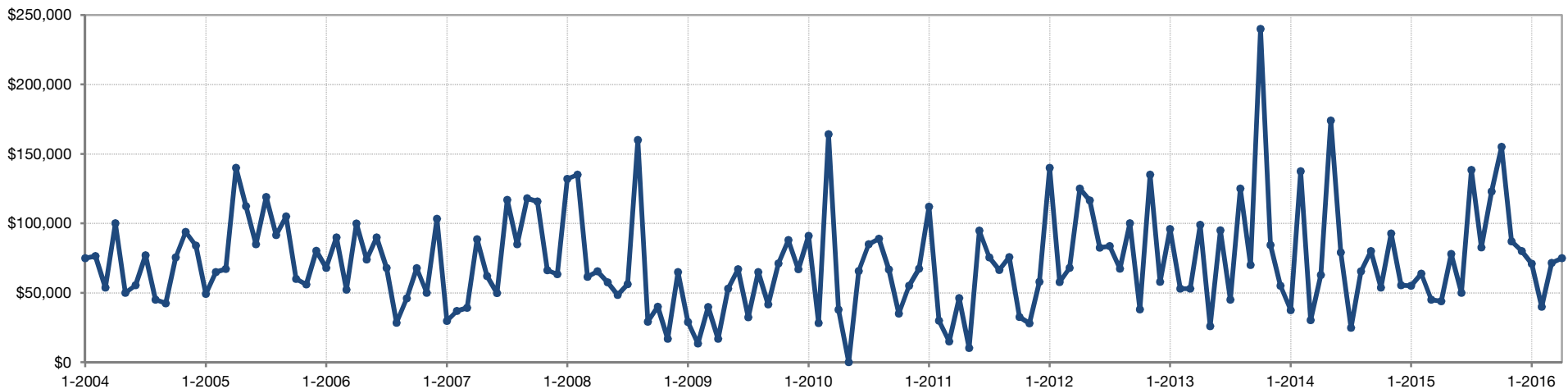


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$44,000	\$75,000	+70.5%
<b>12-Month Med</b>	<b>\$65,500</b>	<b>\$77,900</b>	<b>+18.9%</b>

## Historical Median Sales Price

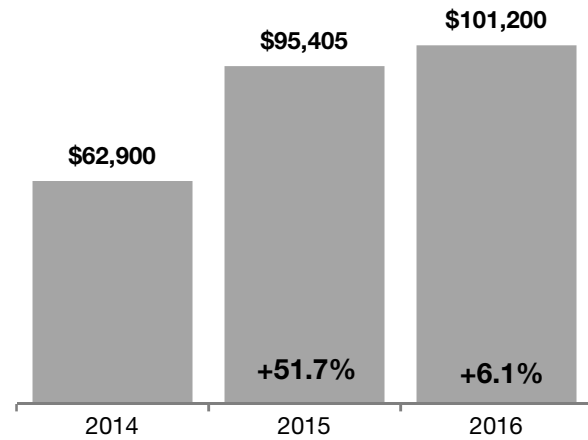


# Average Sales Price

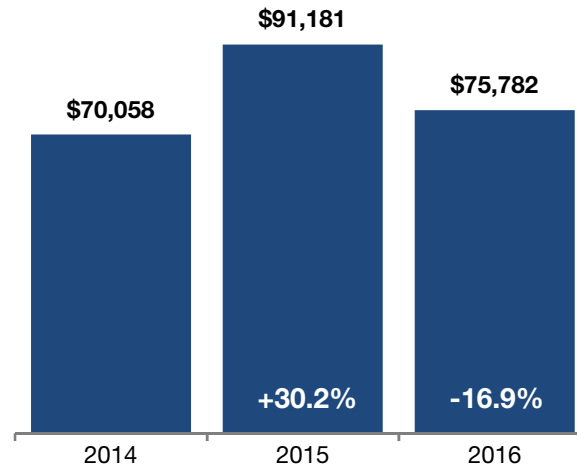
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

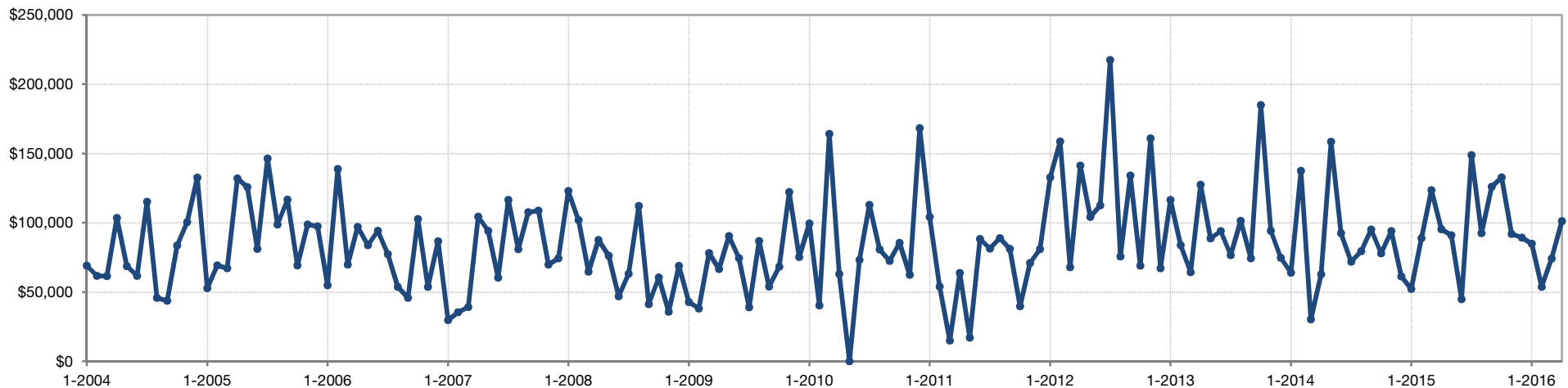


## Year To Date



Month	Prior Year	Current Year	+ / -
May	\$158,417	<b>\$90,980</b>	-42.6%
June	\$92,600	<b>\$44,835</b>	-51.6%
July	\$71,900	<b>\$148,913</b>	+107.1%
August	\$79,500	<b>\$92,483</b>	+16.3%
September	\$95,089	<b>\$125,868</b>	+32.4%
October	\$77,925	<b>\$132,764</b>	+70.4%
November	\$94,067	<b>\$91,975</b>	-2.2%
December	\$61,375	<b>\$89,200</b>	+45.3%
January	\$52,279	<b>\$84,975</b>	+62.5%
February	\$88,875	<b>\$53,699</b>	-39.6%
March	\$123,480	<b>\$74,233</b>	-39.9%
April	\$95,405	<b>\$101,200</b>	+6.1%
<b>12-Month Avg</b>	<b>\$92,695</b>	<b>\$97,544</b>	<b>+5.2%</b>

## Historical Average Sales Price



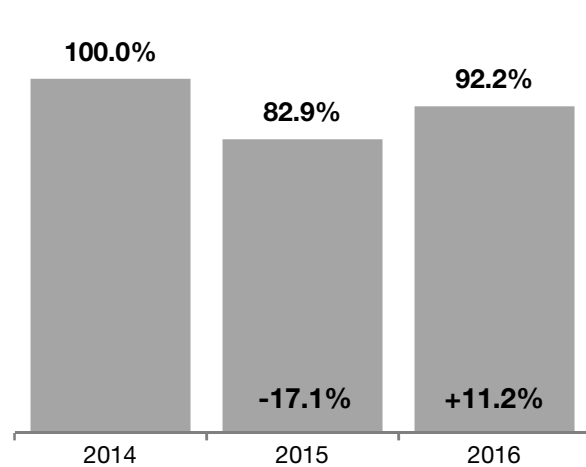


# Percent of Original List Price Received

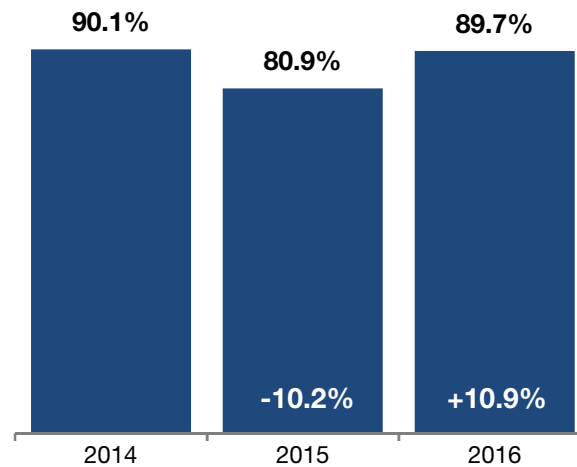
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

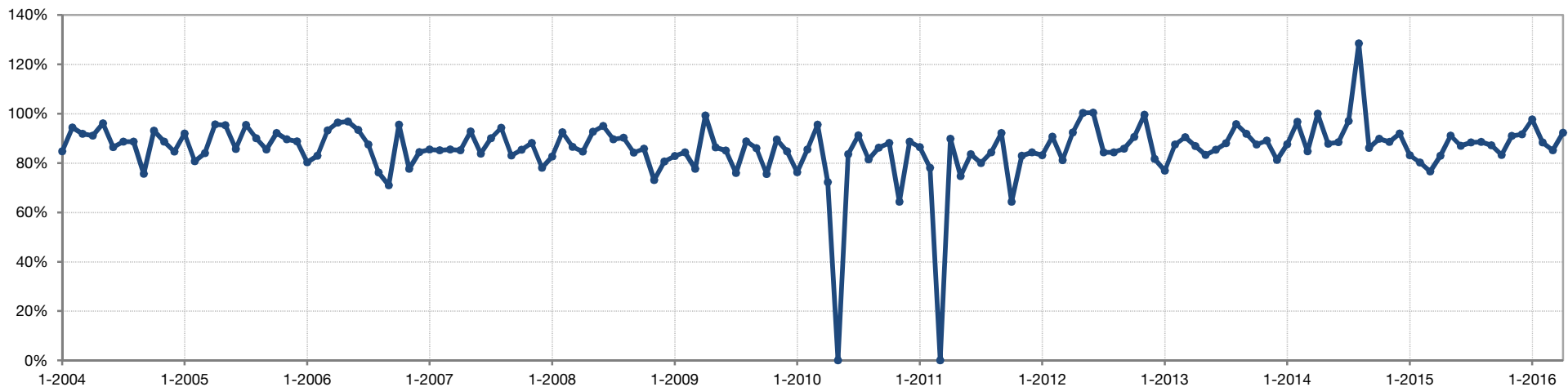


## Year To Date



Month	Prior Year	Current Year	+ / -
May	87.8%	<b>91.0%</b>	+3.7%
June	88.4%	<b>87.0%</b>	-1.6%
July	97.0%	<b>88.3%</b>	-8.9%
August	128.4%	<b>88.5%</b>	-31.1%
September	86.1%	<b>87.2%</b>	+1.3%
October	89.8%	<b>83.2%</b>	-7.3%
November	88.5%	<b>91.0%</b>	+2.8%
December	91.9%	<b>91.6%</b>	-0.3%
January	83.2%	<b>97.6%</b>	+17.3%
February	80.1%	<b>88.3%</b>	+10.2%
March	76.6%	<b>85.2%</b>	+11.2%
April	82.9%	<b>92.2%</b>	+11.2%
<b>12-Month Avg</b>	<b>88.1%</b>	<b>88.4%</b>	<b>+0.3%</b>

## Historical Percent of Original List Price Received

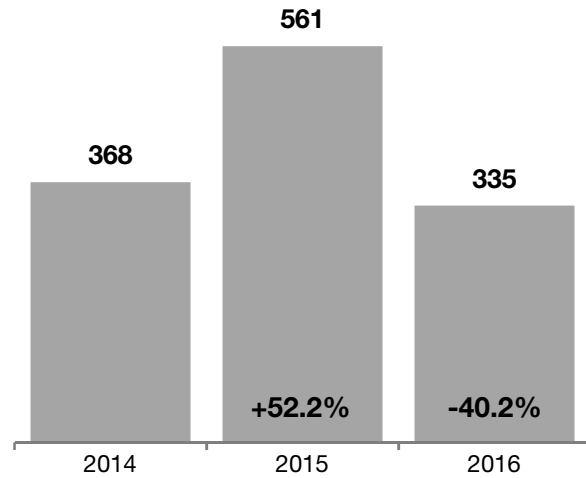


# Housing Affordability Index

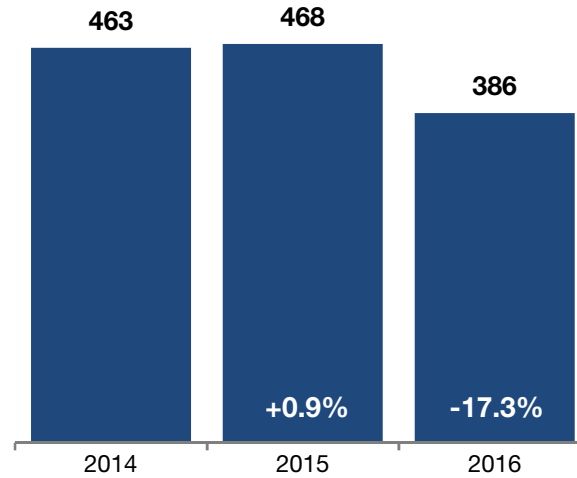
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## April

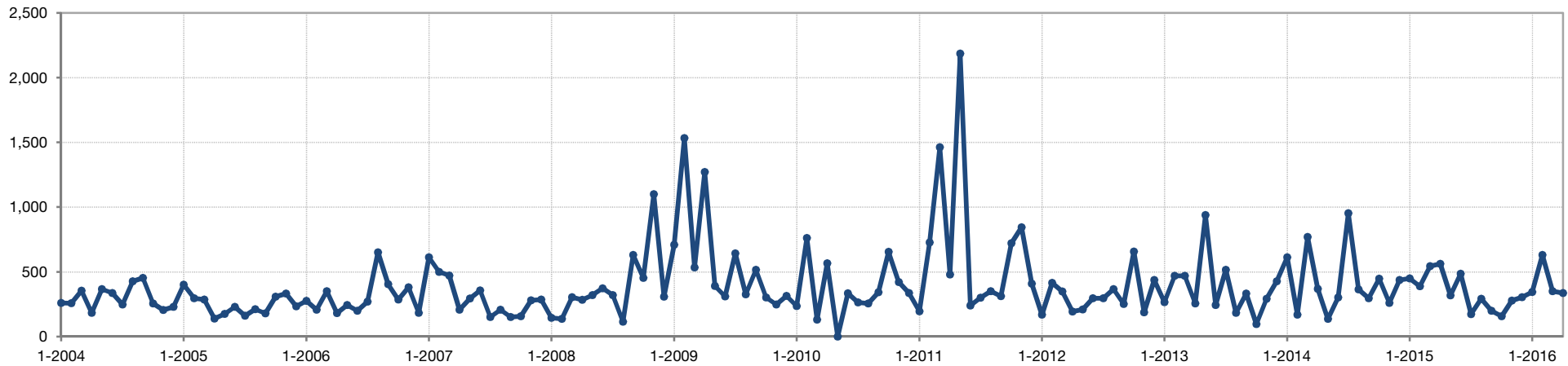


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	561	335	-40.2%
<b>12-Month Avg</b>	<b>428</b>	<b>322</b>	<b>-5.6%</b>

## Historical Housing Affordability Index

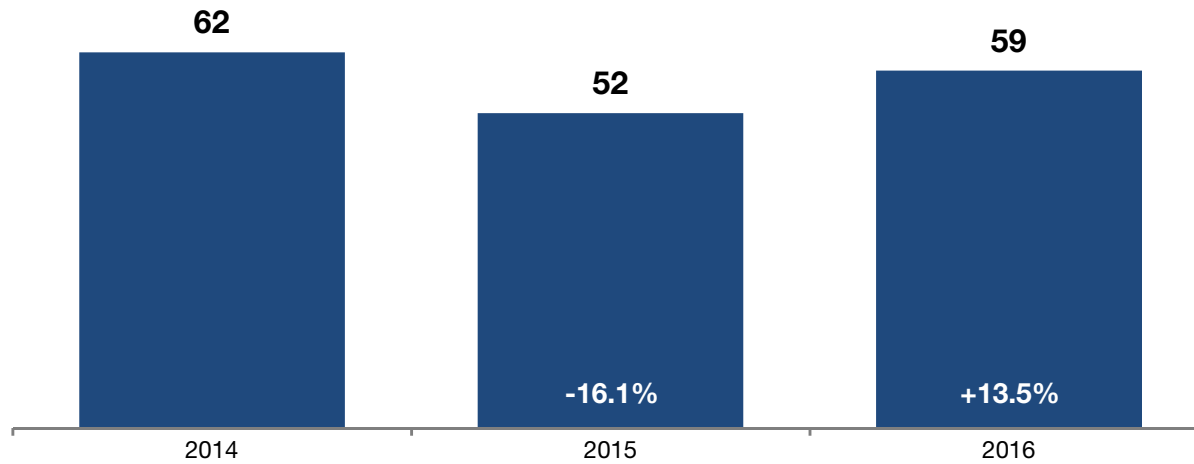


# Inventory of Homes for Sale

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



## April



Month	Prior Year	Current Year	+ / -
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	59	+40.5%
March	50	59	+18.0%
April	52	59	+13.5%
<b>12-Month Avg</b>	<b>54</b>	<b>63</b>	<b>+17.0%</b>

## Historical Inventory of Homes for Sale

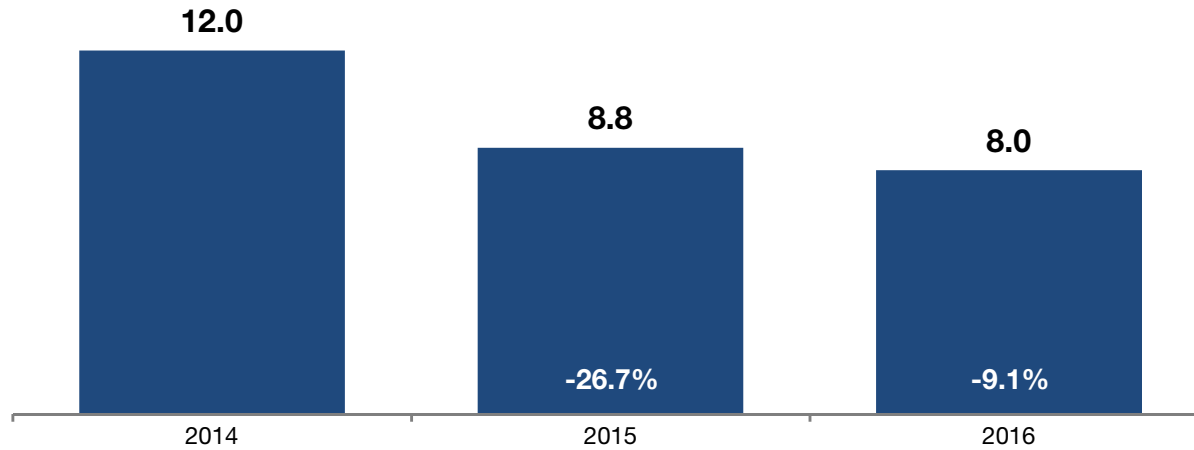


# Months Supply of Inventory

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.



## April



Month	Prior Year	Current Year	+ / -
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	8.7	+17.6%
March	8.7	8.4	-3.4%
April	8.8	8.0	-9.1%
<b>12-Month Avg</b>	<b>9.5</b>	<b>9.8</b>	<b>+3.2%</b>

## Historical Months Supply of Inventory

