

Monthly Indicators

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



May 2016



Quick Facts

+ 20.0% **+ 92.3%** **- 3.7%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

| | |
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| Housing Affordability Index | 10 |
| Inventory of Homes for Sale | 11 |
| Months Supply of Inventory | 12 |

Harrison County Market Overview

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



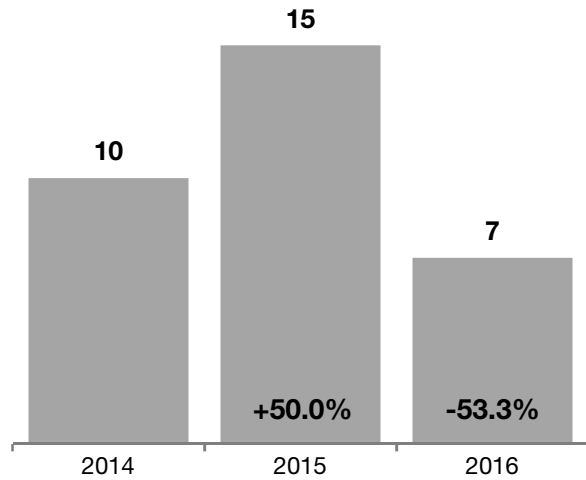
| Key Metrics | Historical Sparklines | 5-2015 | 5-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|--|-----------------------|----------|------------------|---------|----------|-----------------|---------|
| New Listings | | 15 | 7 | - 53.3% | 56 | 54 | - 3.6% |
| Pending Sales | | 7 | 12 | + 71.4% | 29 | 40 | + 37.9% |
| Closed Sales | | 5 | 6 | + 20.0% | 30 | 29 | - 3.3% |
| Days on Market Until Sale | | 107 | 129 | + 20.6% | 150 | 182 | + 21.3% |
| Median Sales Price | | \$78,000 | \$150,000 | + 92.3% | \$55,000 | \$76,500 | + 39.1% |
| Average Sales Price | | \$90,980 | \$148,400 | + 63.1% | \$91,146 | \$91,343 | + 0.2% |
| Percent of Original List Price Received | | 91.0% | 91.2% | + 0.2% | 82.9% | 90.1% | + 8.7% |
| Housing Affordability Index | | 317 | 168 | - 47.1% | 450 | 329 | - 26.9% |
| Inventory of Homes for Sale | | 54 | 52 | - 3.7% | -- | -- | -- |
| Months Supply of Homes for Sale | | 9.0 | 6.9 | - 23.3% | -- | -- | -- |

New Listings

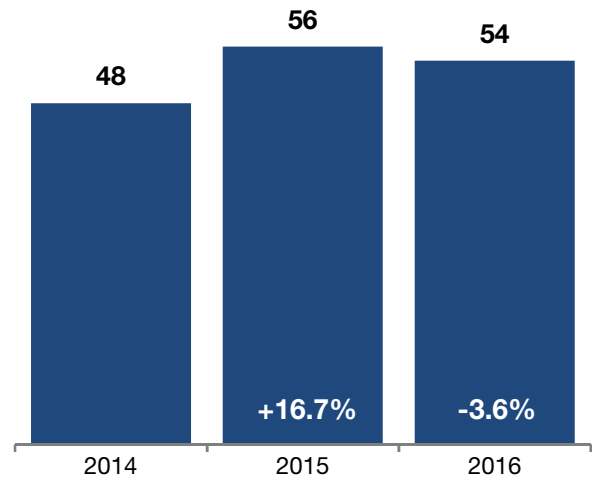
A count of the properties that have been newly listed on the market in a given month.



May

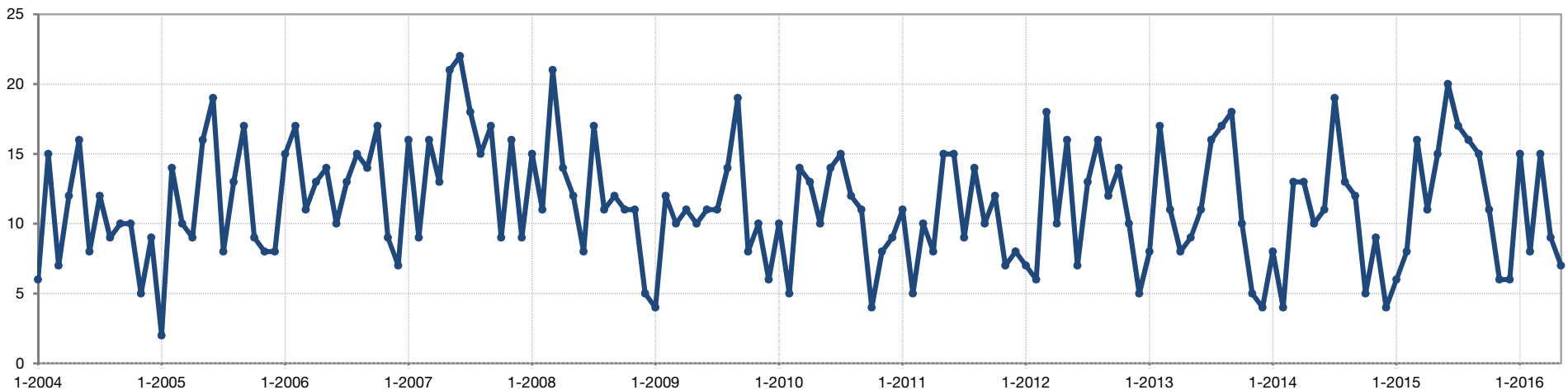


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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% |
| May | 15 | 7 | -53.3% |
| 12-Month Avg | 11 | 12 | +12.4% |

Historical New Listing Activity

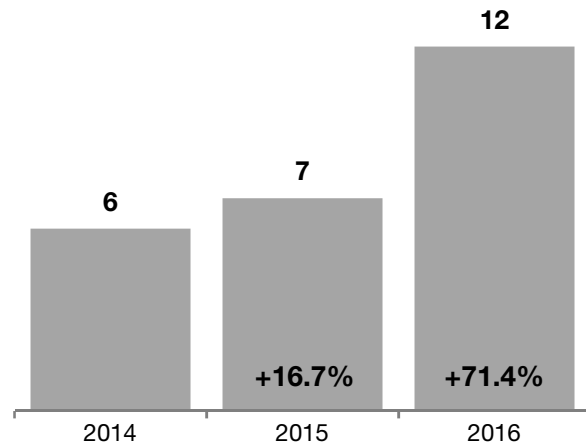


Pending Sales

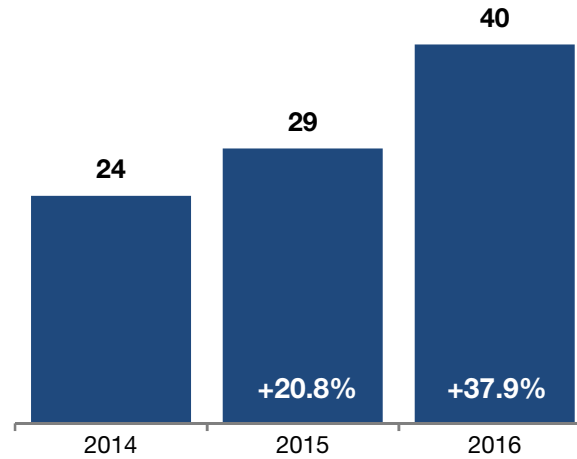
A count of the properties on which contracts have been accepted in a given month.



May

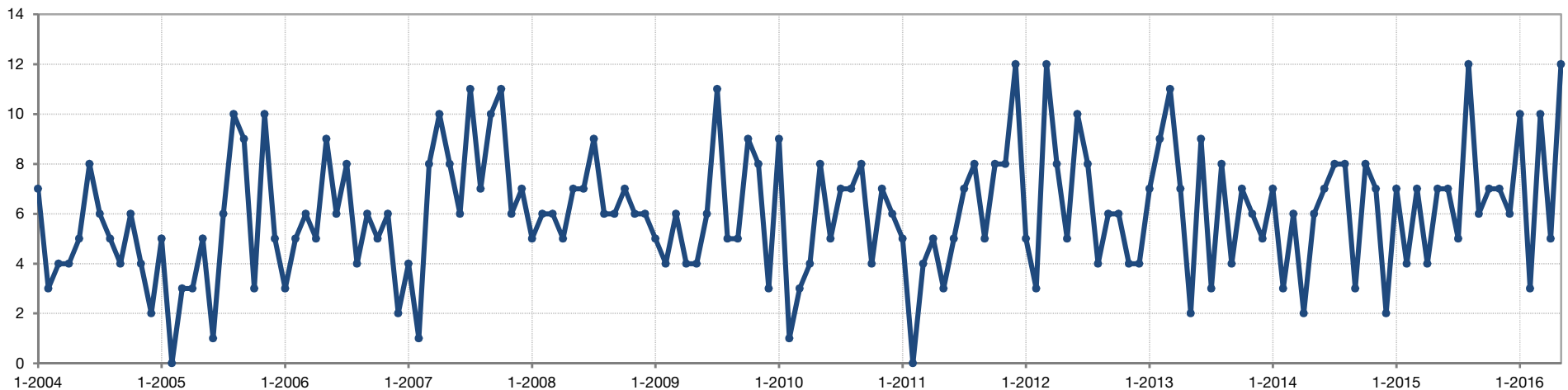


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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 | 5 | +25.0% |
| May | 7 | 12 | +71.4% |
| 12-Month Avg | 6 | 8 | +25.0% |

Historical Pending Sales Activity

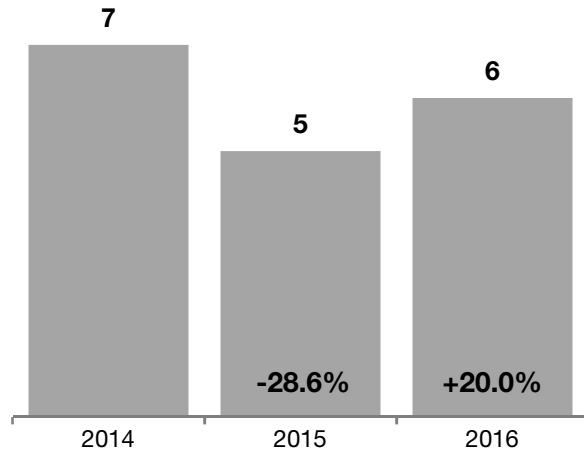


Closed Sales

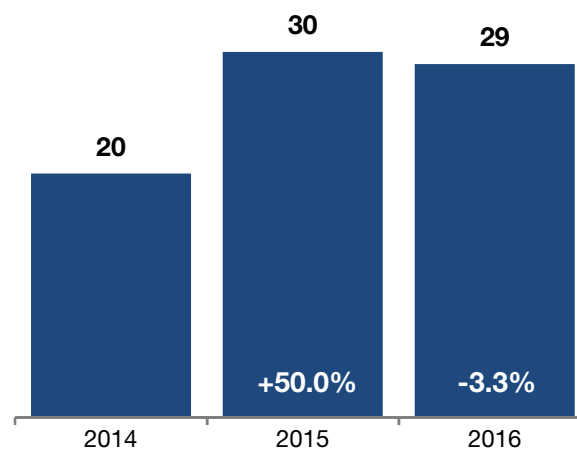
A count of the actual sales that have closed in a given month.



May

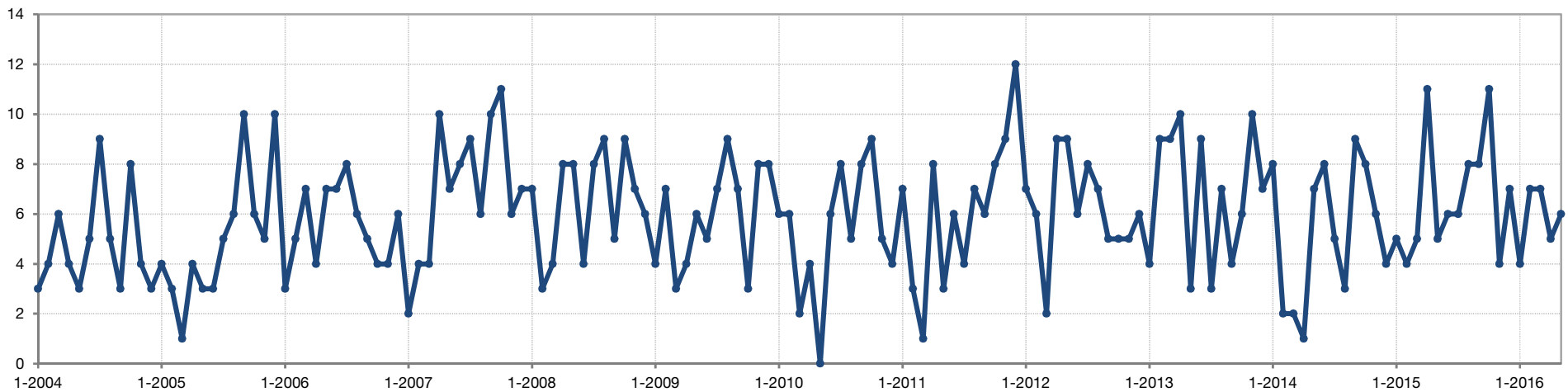


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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% |
| May | 5 | 6 | +20.0% |
| 12-Month Avg | 6 | 7 | +24.2% |

Historical Closed Sales Activity

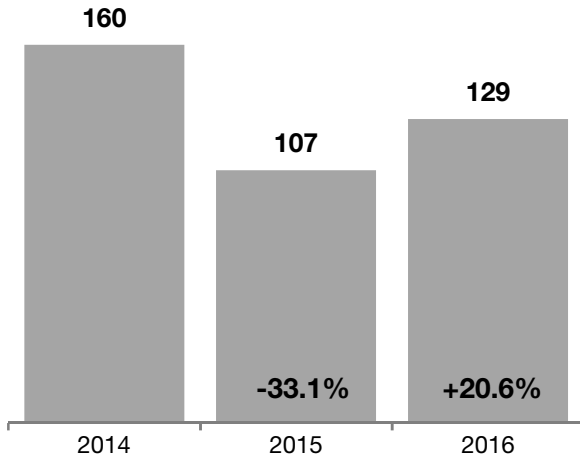


Days on Market Until Sale

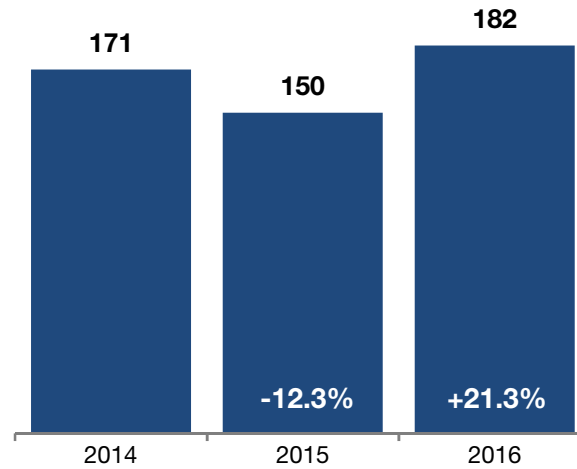
Average number of days between when a property is listed and when an offer is accepted in a given month.



May

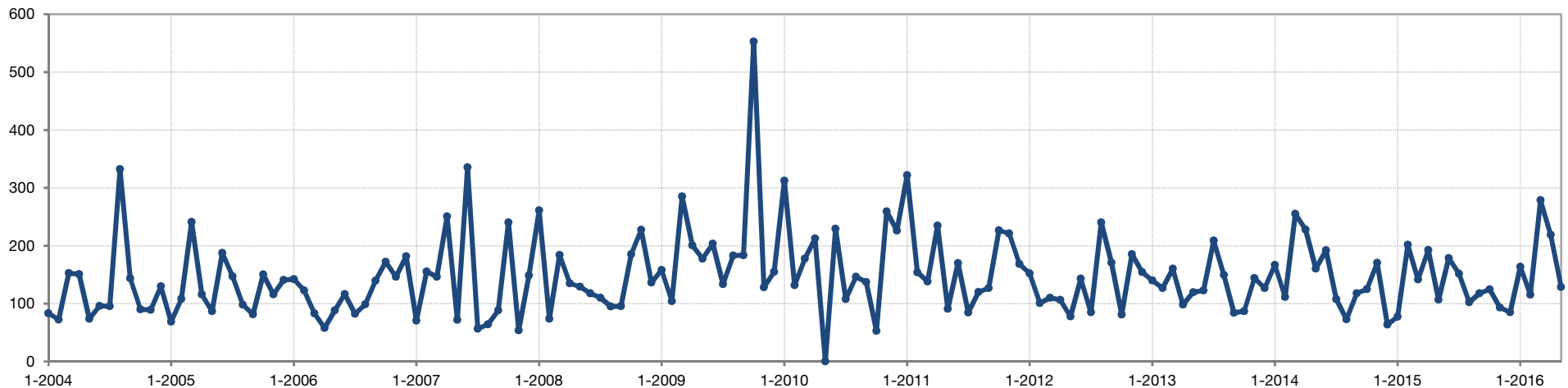


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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% |
| May | 107 | 129 | +20.6% |
| 12-Month Avg | 139 | 144 | +3.6% |

Historical Days on Market Until Sale

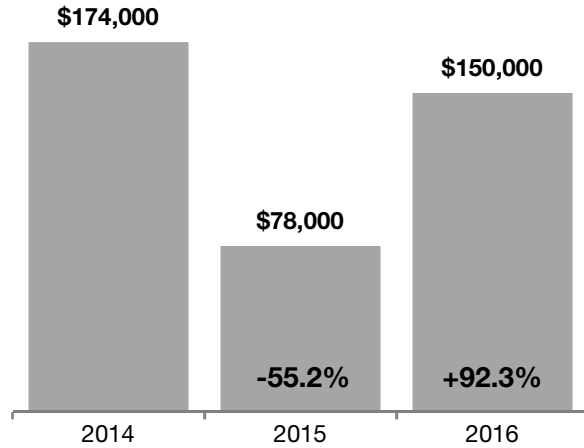


Median Sales Price

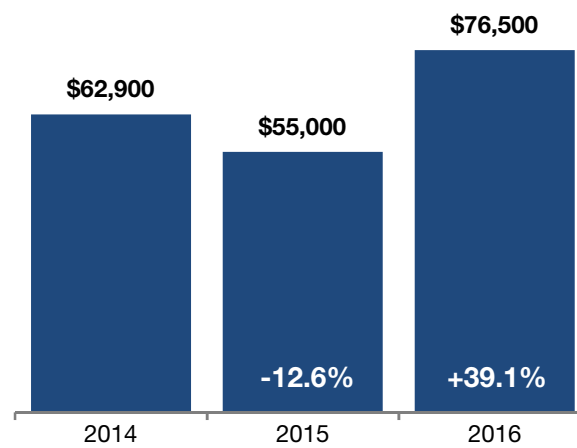
Median price point for all closed sales, not accounting for seller concessions, in a given month.



May

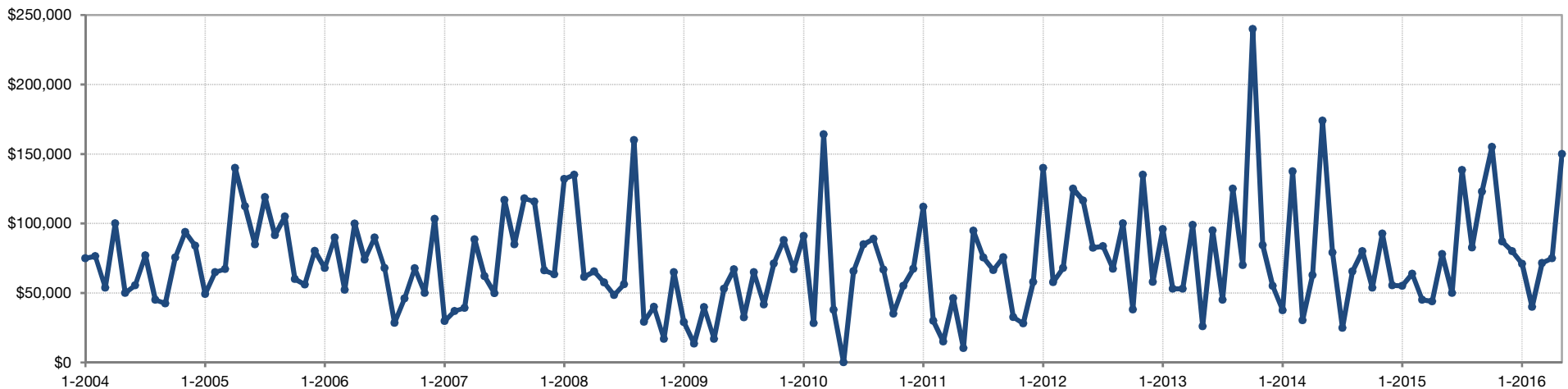


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|------------------|---------------|
| 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% |
| May | \$78,000 | \$150,000 | +92.3% |
| 12-Month Med | \$63,750 | \$79,900 | +25.3% |

Historical Median Sales Price

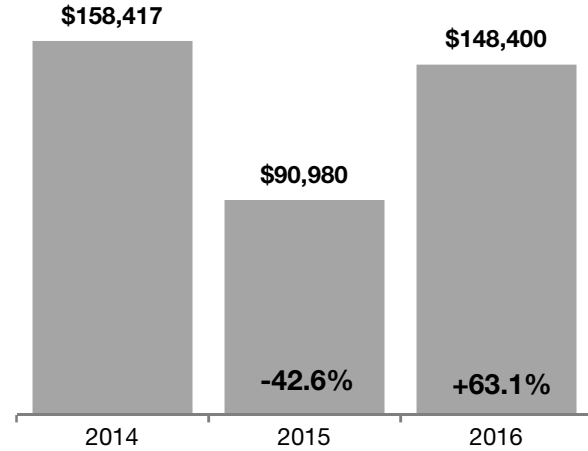


Average Sales Price

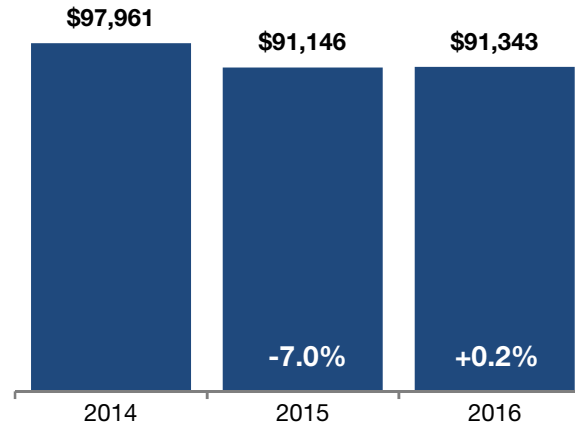
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May

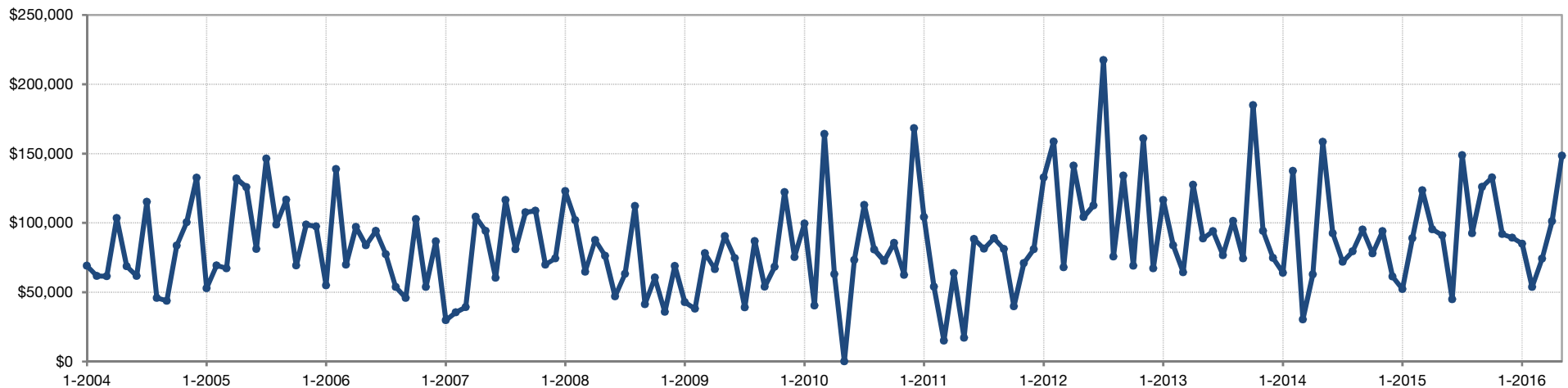


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|------------------|---------------|
| 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% |
| April | \$95,405 | \$101,200 | +6.1% |
| May | \$90,980 | \$148,400 | +63.1% |
| 12-Month Avg | \$87,099 | \$102,111 | +17.2% |

Historical Average Sales Price

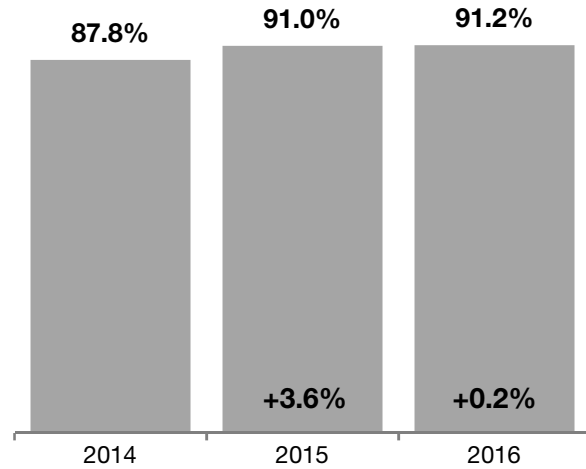


Percent of Original List Price Received

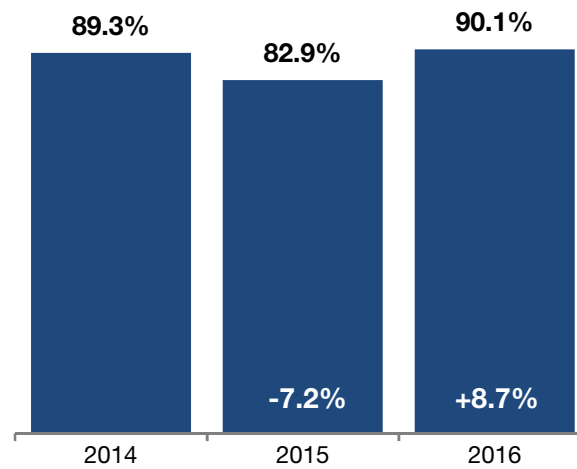
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



May

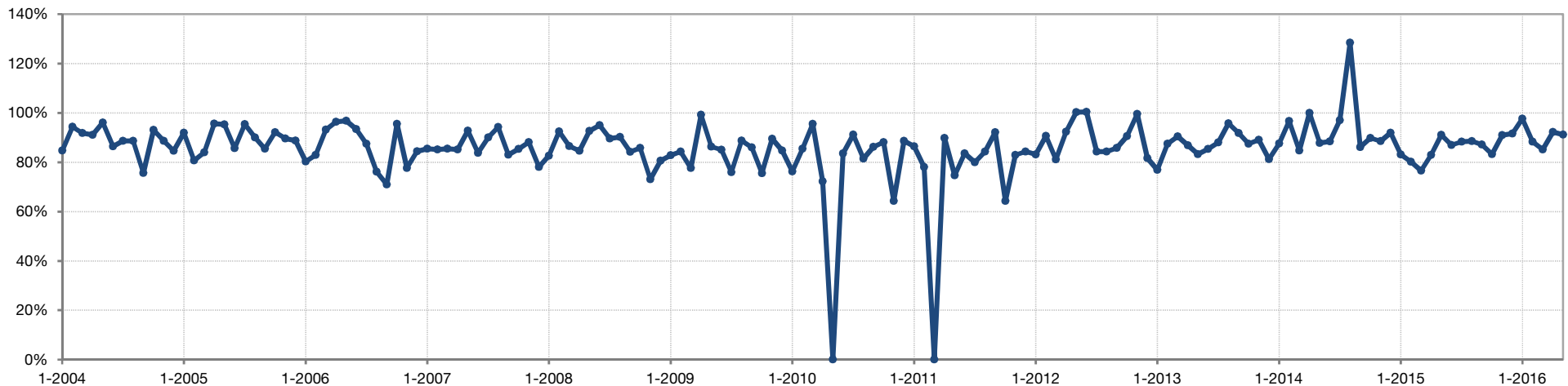


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| 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% |
| April | 82.9% | 92.2% | +11.2% |
| May | 91.0% | 91.2% | +0.2% |
| 12-Month Avg | 88.3% | 88.4% | +0.1% |

Historical Percent of Original List Price Received

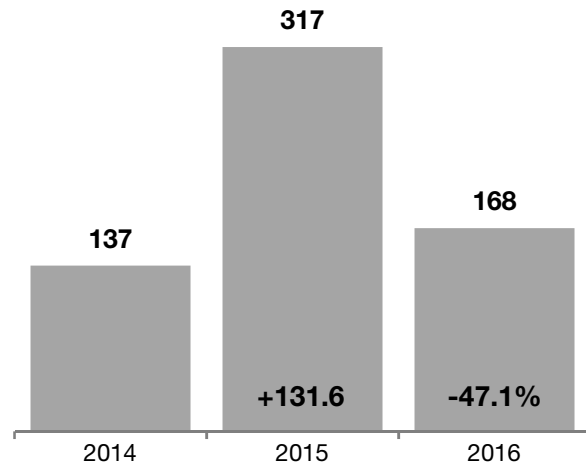


Housing Affordability Index

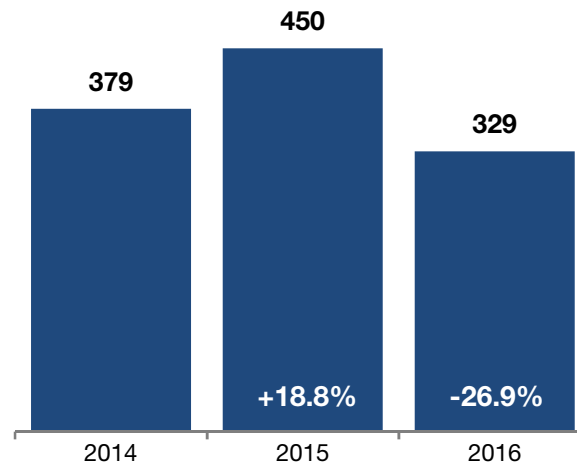
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



May

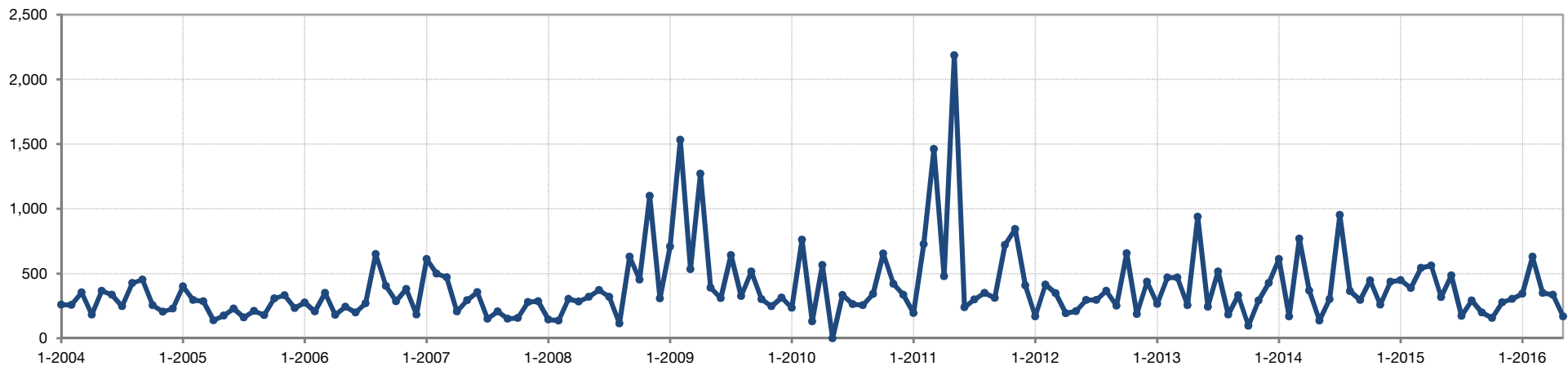


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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% |
| May | 317 | 168 | -47.1% |
| 12-Month Avg | 443 | 309 | -20.5% |

Historical Housing Affordability Index

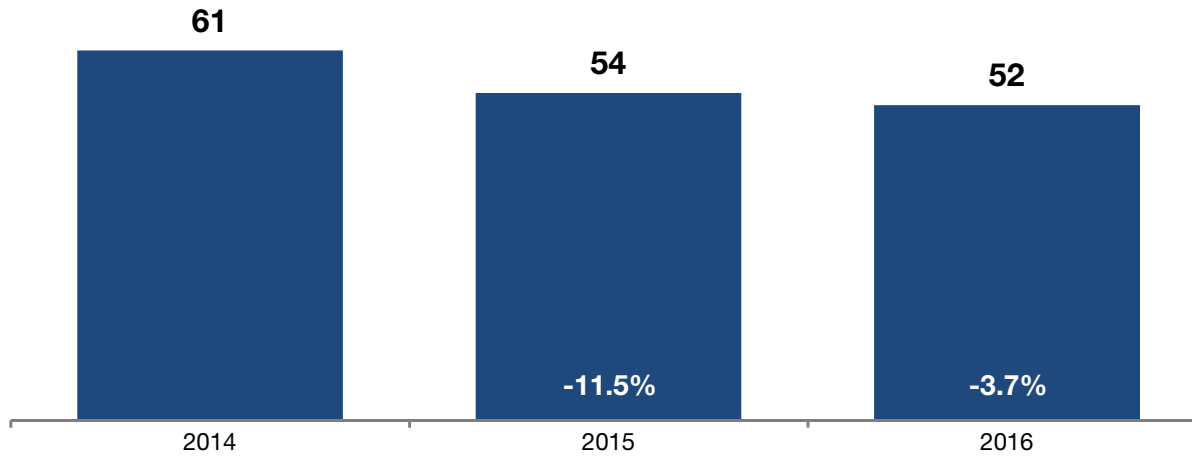


Inventory of Homes for Sale

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

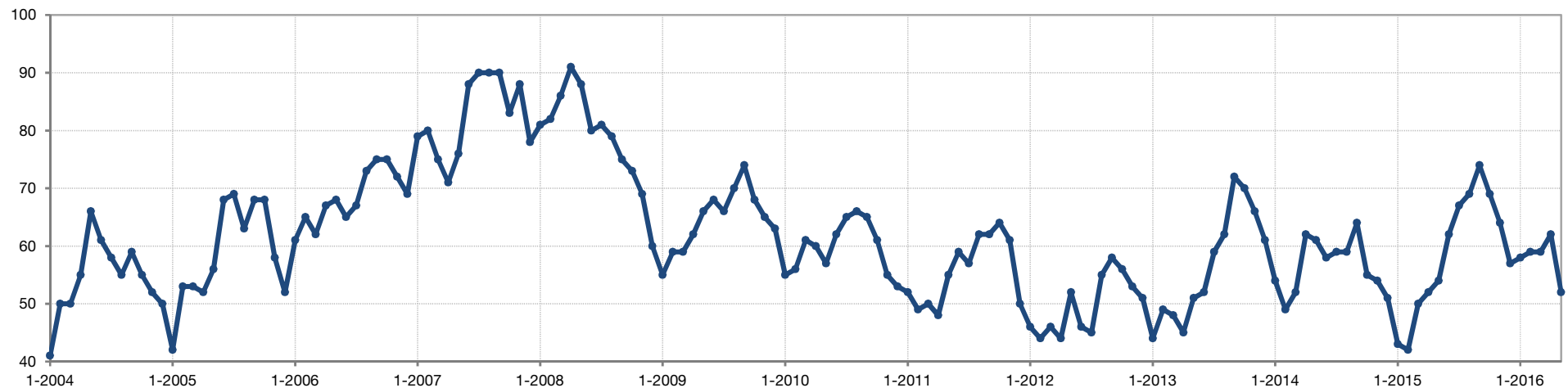


May



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| 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 | 62 | +19.2% |
| May | 54 | 52 | -3.7% |
| 12-Month Avg | 53 | 63 | +18.1% |

Historical Inventory of Homes for Sale

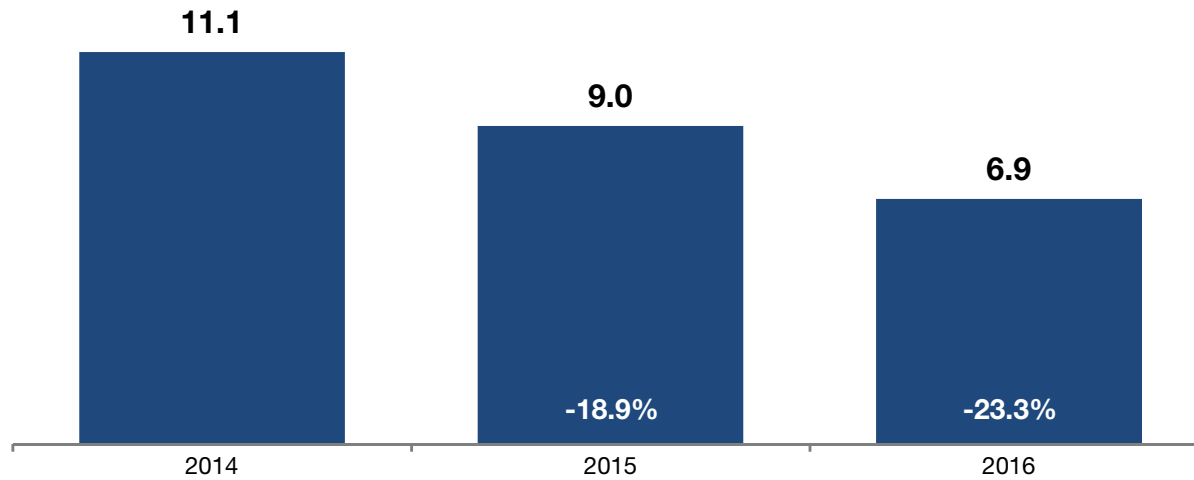


Months Supply of Inventory

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.



May



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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 | 8.8 | 0.0% |
| May | 9.0 | 6.9 | -23.3% |
| 12-Month Avg | 9.4 | 9.7 | +3.2% |

Historical Months Supply of Inventory

