

# Monthly Indicators

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



June 2016



## Quick Facts

**- 16.7%**      **+ 190.7%**      **- 1.6%**

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.



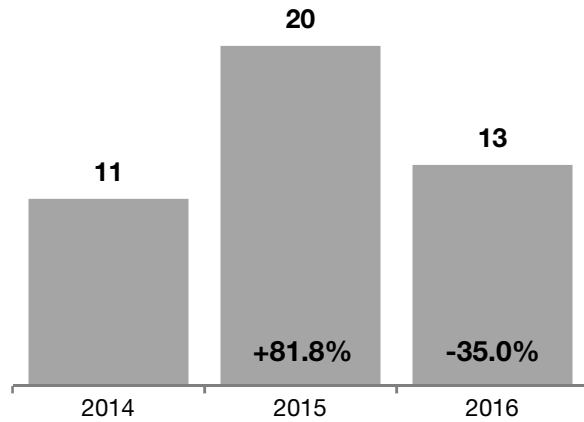
Key Metrics	Historical Sparklines	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		20	<b>13</b>	- 35.0%	76	<b>67</b>	- 11.8%
<b>Pending Sales</b>		7	<b>8</b>	+ 14.3%	36	<b>41</b>	+ 13.9%
<b>Closed Sales</b>		6	<b>5</b>	- 16.7%	36	<b>35</b>	- 2.8%
<b>Days on Market Until Sale</b>		179	<b>158</b>	- 11.7%	155	<b>181</b>	+ 16.8%
<b>Median Sales Price</b>		\$50,056	<b>\$145,500</b>	+ 190.7%	\$53,000	<b>\$80,900</b>	+ 52.6%
<b>Average Sales Price</b>		\$44,835	<b>\$154,116</b>	+ 243.7%	\$83,207	<b>\$102,711</b>	+ 23.4%
<b>Percent of Original List Price Received</b>		87.0%	<b>102.3%</b>	+ 17.6%	83.3%	<b>91.4%</b>	+ 9.7%
<b>Housing Affordability Index</b>		485	<b>176</b>	- 63.8%	458	<b>316</b>	- 31.1%
<b>Inventory of Homes for Sale</b>		62	<b>61</b>	- 1.6%	--	--	--
<b>Months Supply of Homes for Sale</b>		10.3	<b>8.7</b>	- 15.5%	--	--	--

# New Listings

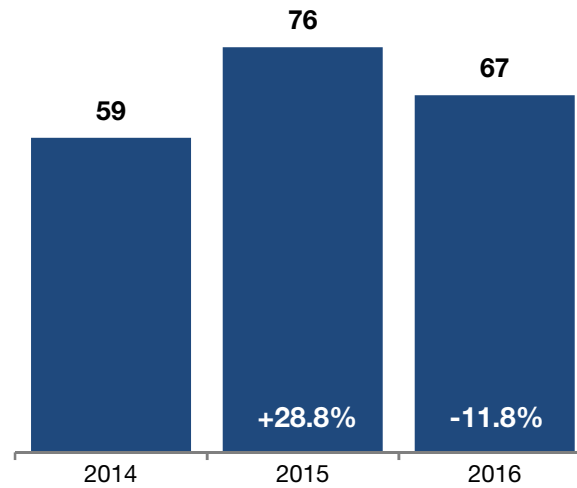
A count of the properties that have been newly listed on the market in a given month.



## June

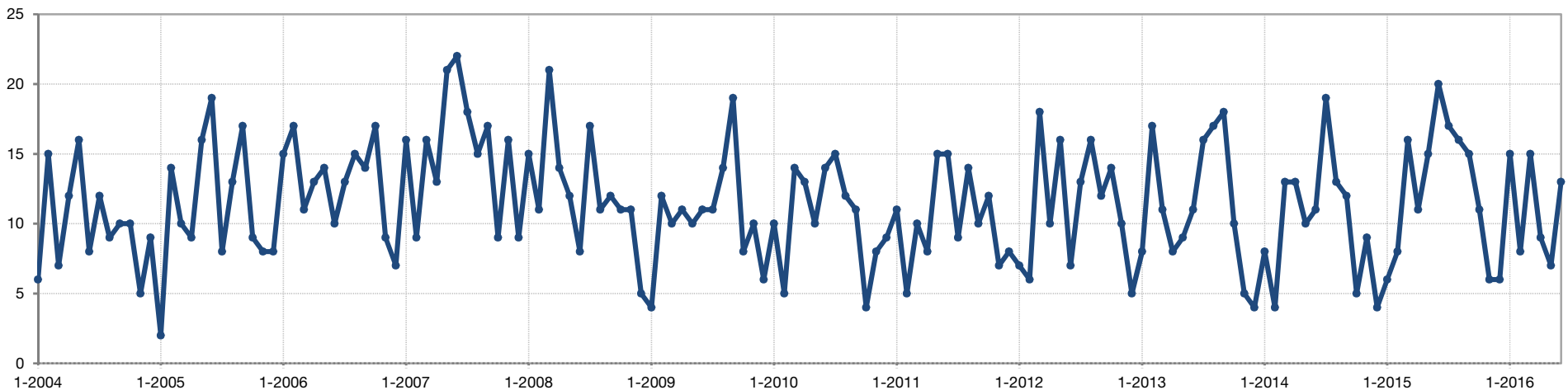


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	20	13	-35.0%
<b>12-Month Avg</b>	<b>12</b>	<b>12</b>	<b>0.0%</b>

## Historical New Listing Activity

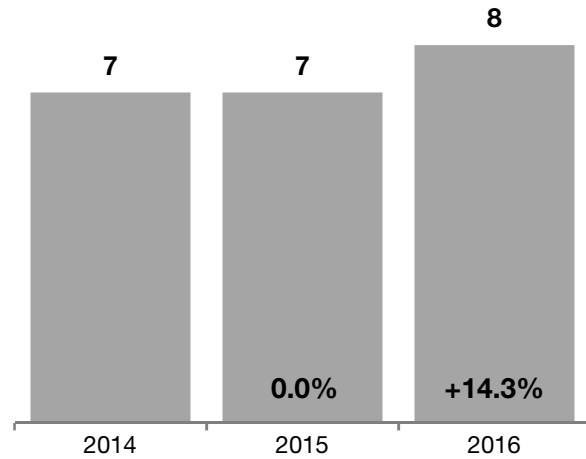


# Pending Sales

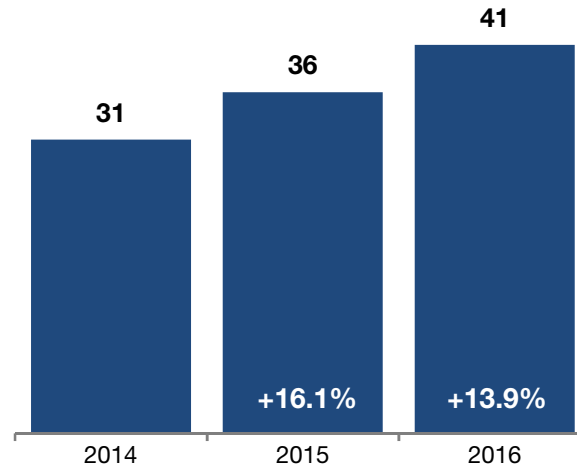
A count of the properties on which contracts have been accepted in a given month.



## June

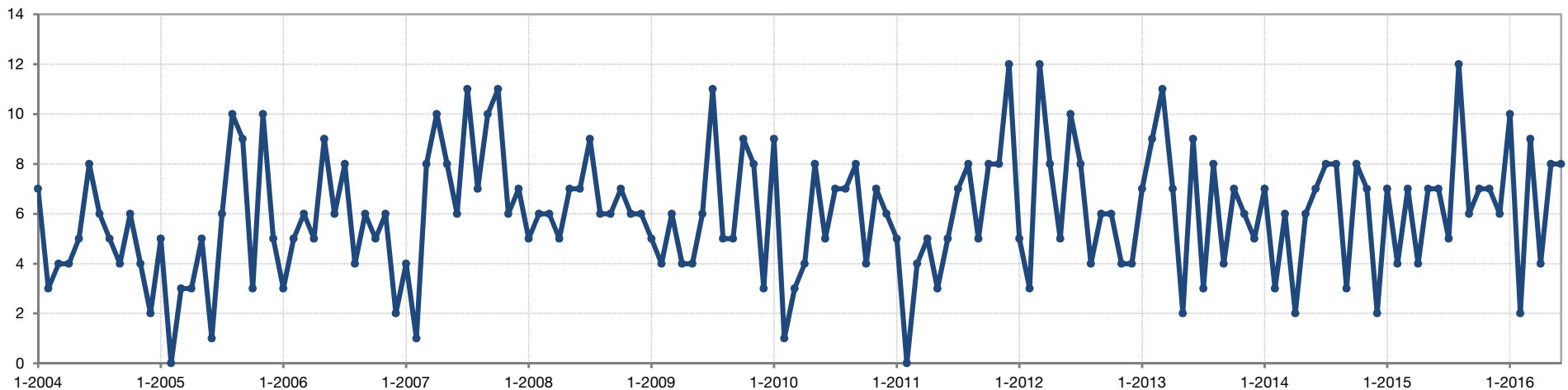


## Year To Date



Month	Prior Year	Current Year	+ / -
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	2	-50.0%
March	7	9	+28.6%
April	4	4	0.0%
May	7	8	+14.3%
June	7	8	+14.3%
<b>12-Month Avg</b>	<b>6</b>	<b>7</b>	<b>+16.7%</b>

## Historical Pending Sales Activity

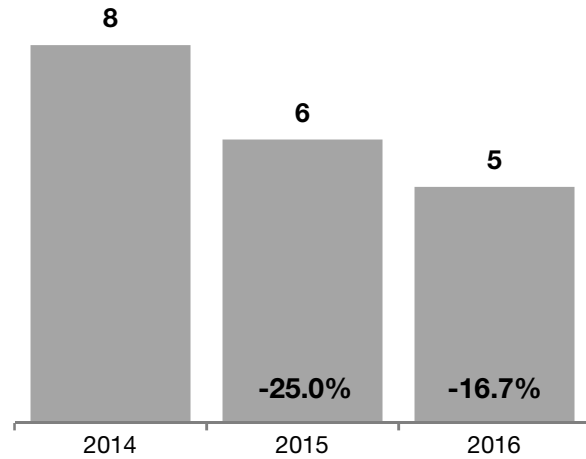


# Closed Sales

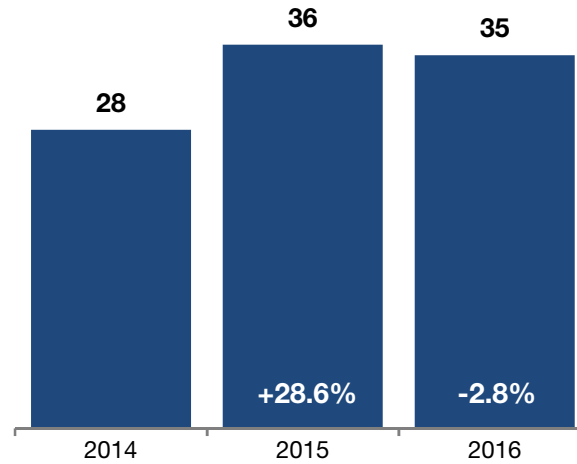
A count of the actual sales that have closed in a given month.



## June

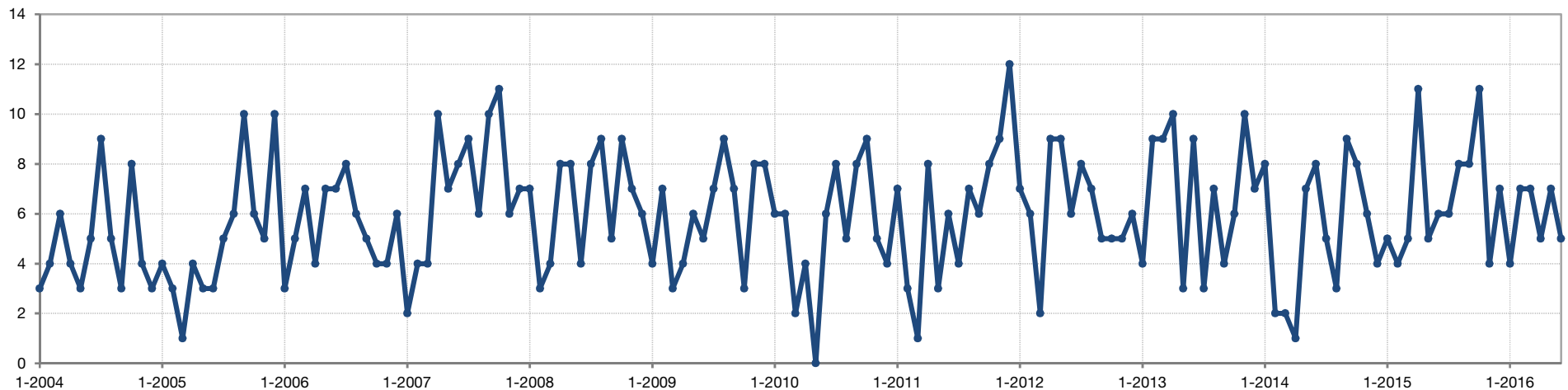


## Year To Date



Month	Prior Year	Current Year	+ / -
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	7	+40.0%
June	6	5	-16.7%
<b>12-Month Avg</b>	<b>6</b>	<b>7</b>	<b>+26.5%</b>

## Historical Closed Sales Activity

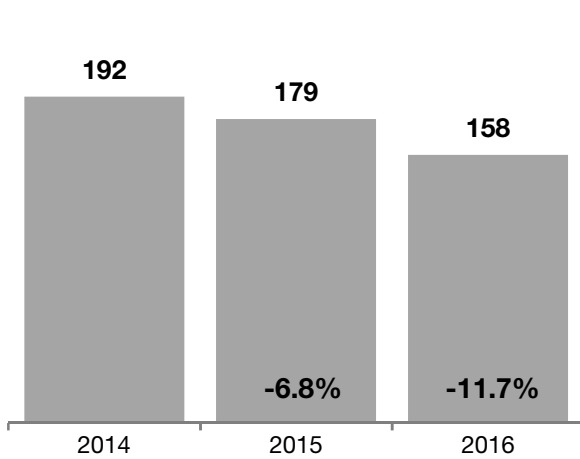


# Days on Market Until Sale

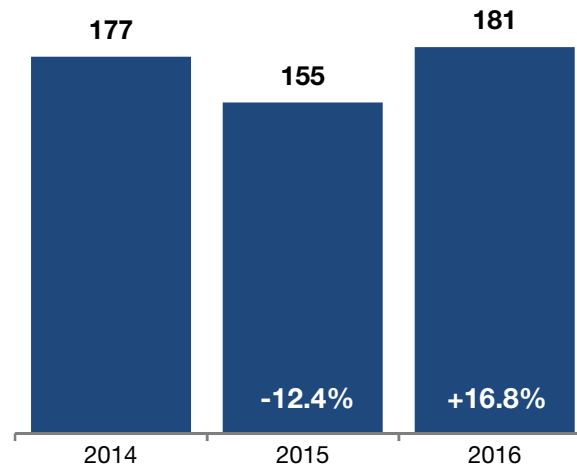
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June

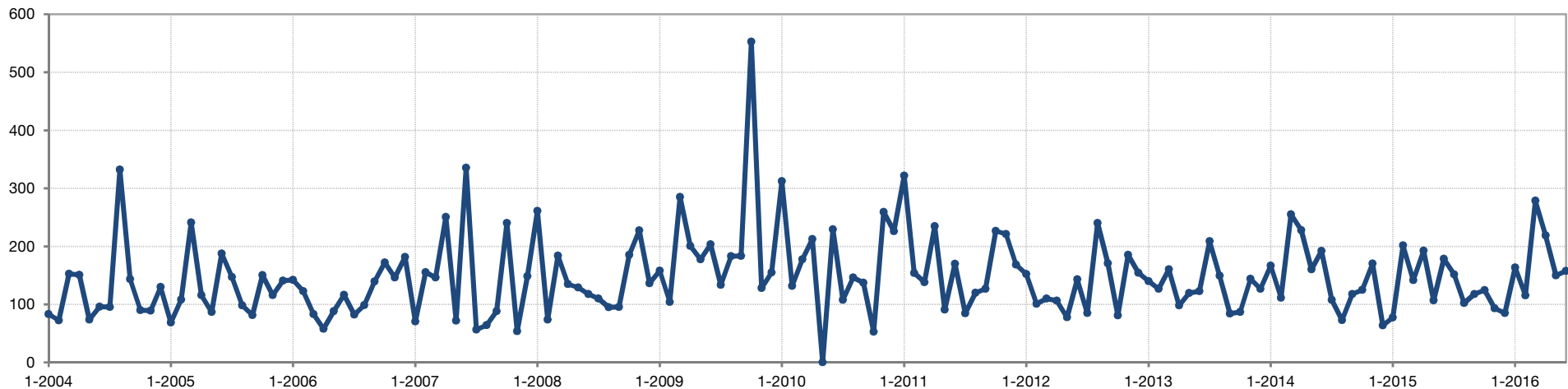


## Year To Date



Month	Prior Year	Current Year	+ / -
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	150	+40.2%
June	179	158	-11.7%
<b>12-Month Avg</b>	<b>136</b>	<b>144</b>	<b>+5.9%</b>

## Historical Days on Market Until Sale

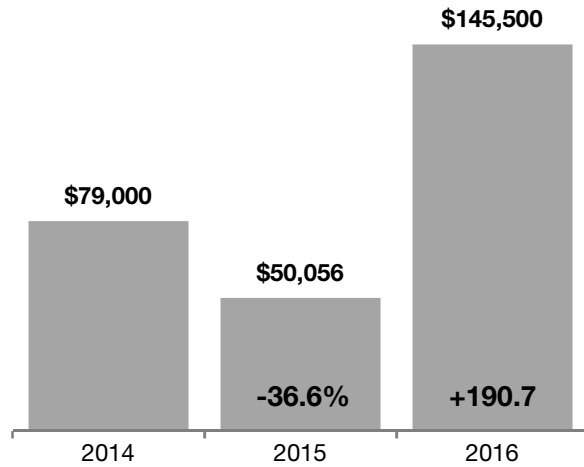


# Median Sales Price

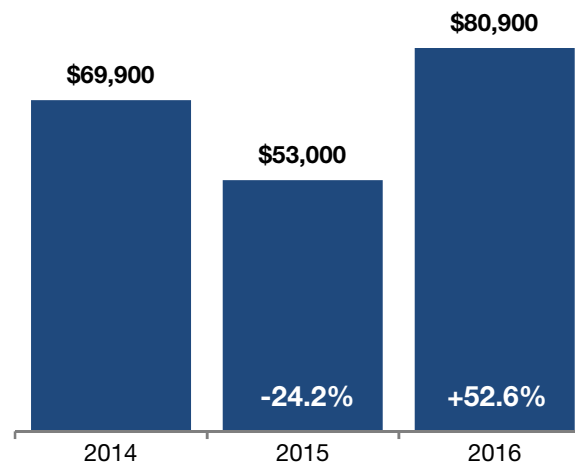
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## June

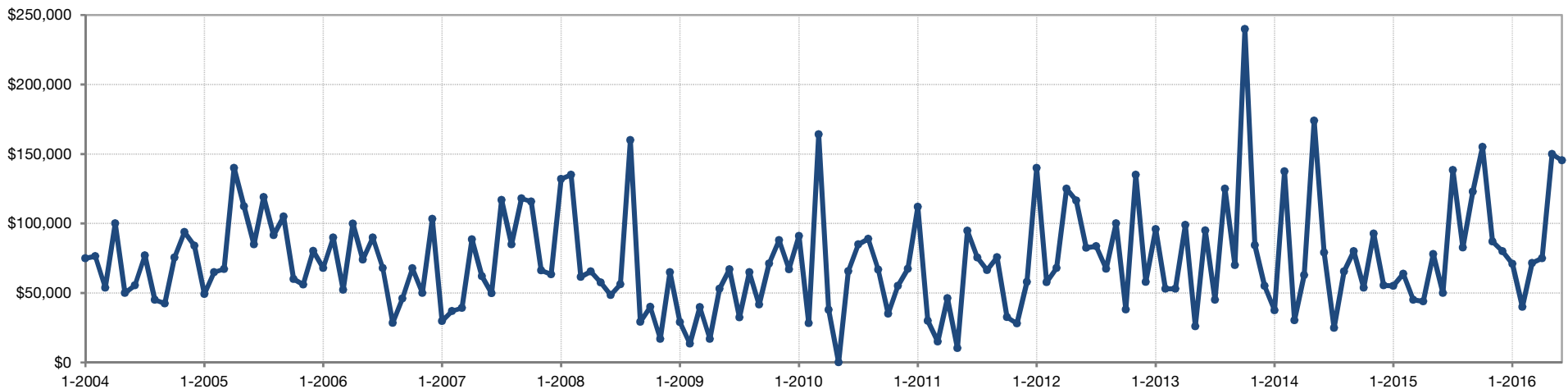


## Year To Date



Month	Prior Year	Current Year	+ / -
July	\$24,900	<b>\$138,500</b>	+456.2%
August	\$65,500	<b>\$82,750</b>	+26.3%
September	\$80,000	<b>\$122,900</b>	+53.6%
October	\$53,750	<b>\$155,000</b>	+188.4%
November	\$92,750	<b>\$86,950</b>	-6.3%
December	\$55,500	<b>\$80,000</b>	+44.1%
January	\$55,000	<b>\$70,950</b>	+29.0%
February	\$63,750	<b>\$40,000</b>	-37.3%
March	\$45,000	<b>\$71,500</b>	+58.9%
April	\$44,000	<b>\$75,000</b>	+70.5%
May	\$78,000	<b>\$150,000</b>	+92.3%
June	\$50,056	<b>\$145,500</b>	+190.7%
<b>12-Month Med</b>	<b>\$60,100</b>	<b>\$87,050</b>	<b>+44.8%</b>

## Historical Median Sales Price

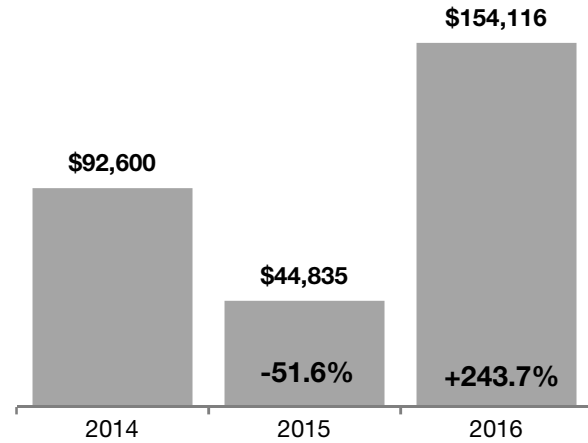


# Average Sales Price

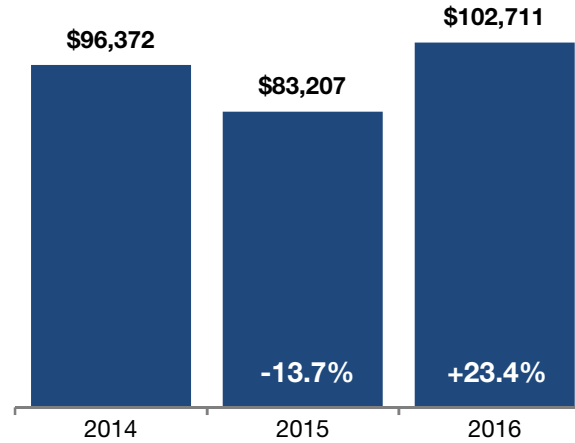
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June

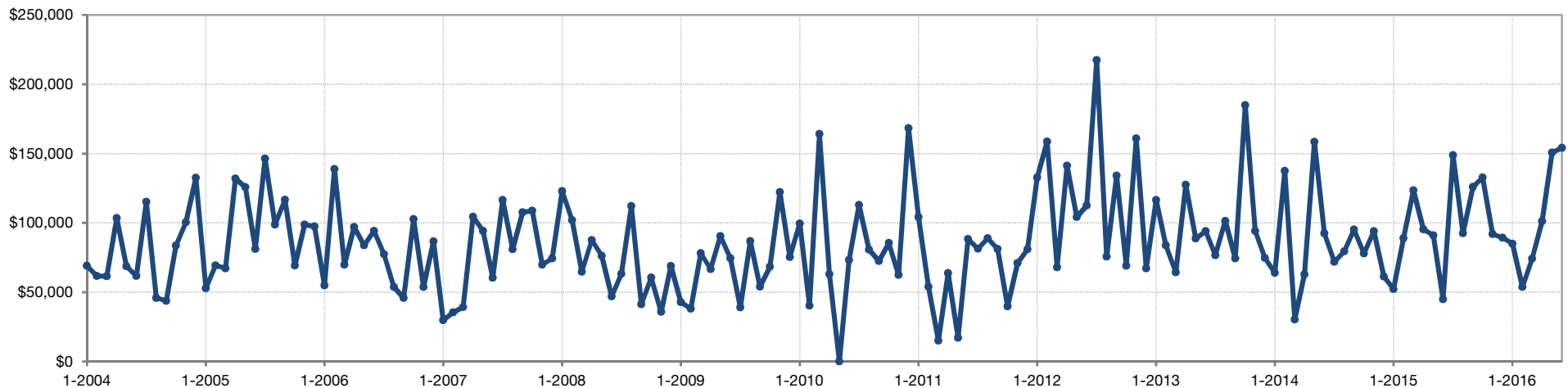


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
May	\$90,980	<b>\$150,629</b>	+65.6%
June	\$44,835	<b>\$154,116</b>	+243.7%
<b>12-Month Avg</b>	<b>\$82,848</b>	<b>\$111,105</b>	<b>+34.1%</b>

## Historical Average Sales Price





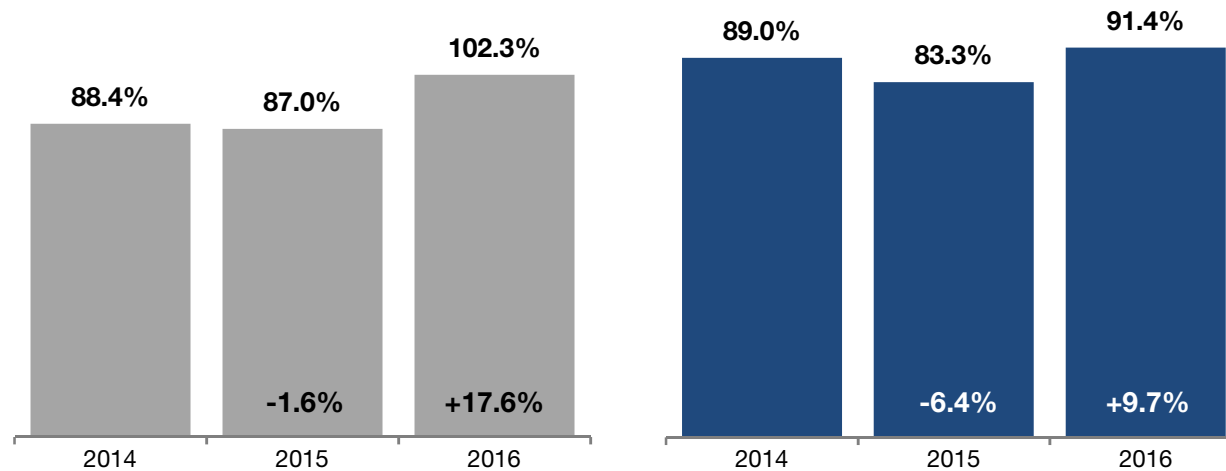
# Percent of Original List Price Received

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.



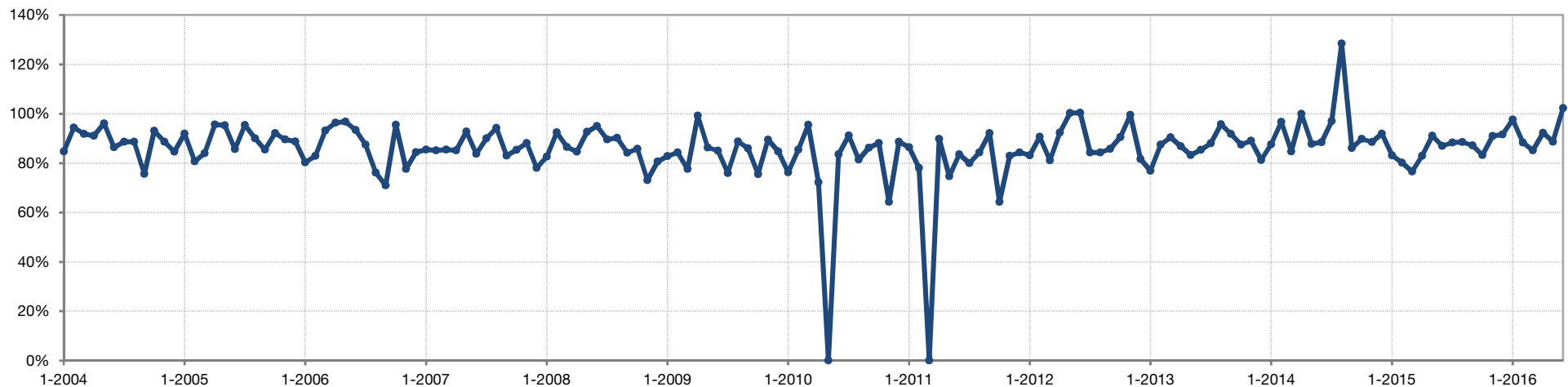
## June

## Year To Date



Month	Prior Year	Current Year	+ / -
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%	88.6%	-2.7%
June	87.0%	102.3%	+17.6%
<b>12-Month Avg</b>	<b>88.3%</b>	<b>89.2%</b>	<b>+1.1%</b>

## Historical Percent of Original List Price Received

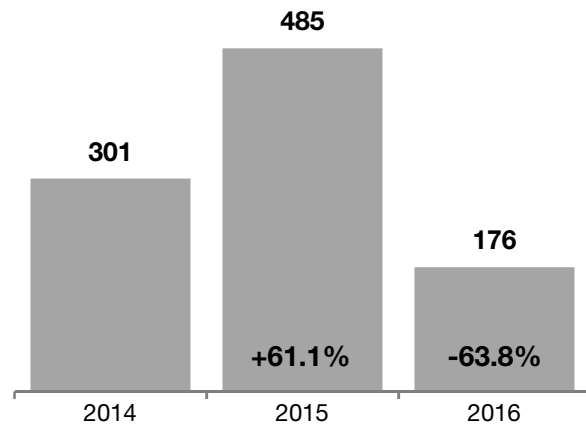


# Housing Affordability Index

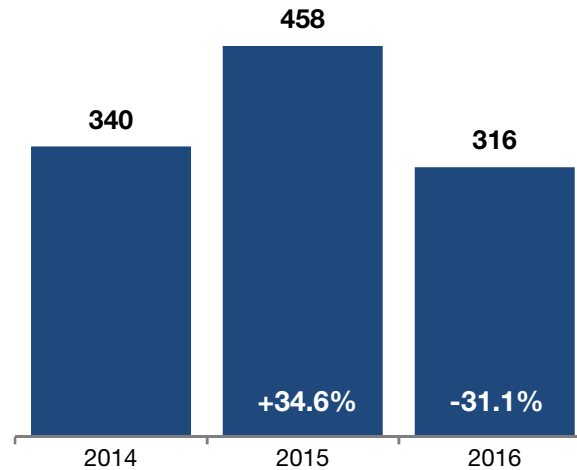
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## June

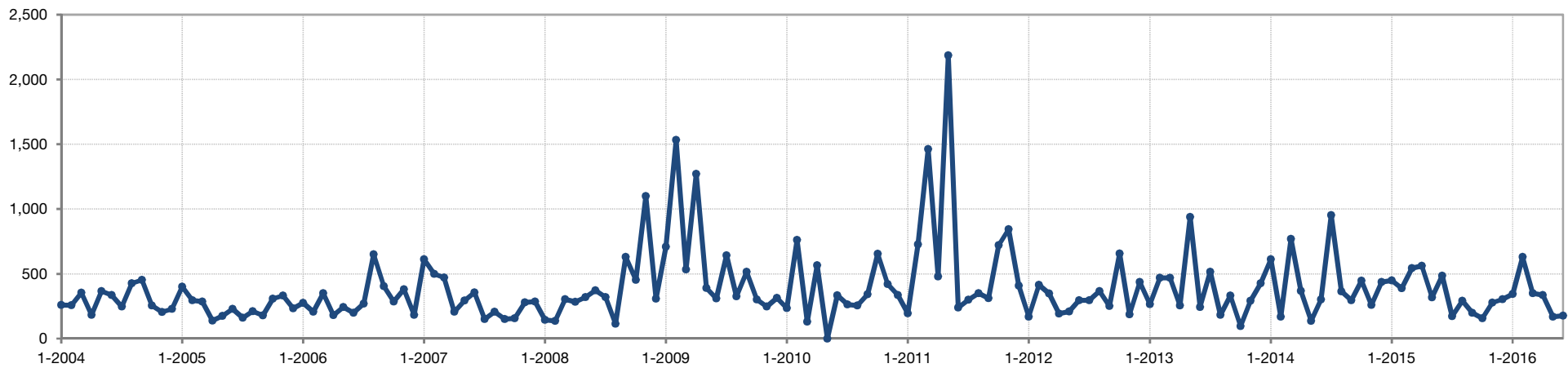


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
June	485	176	-63.8%
<b>12-Month Avg</b>	<b>458</b>	<b>284</b>	<b>-30.9%</b>

## Historical Housing Affordability Index

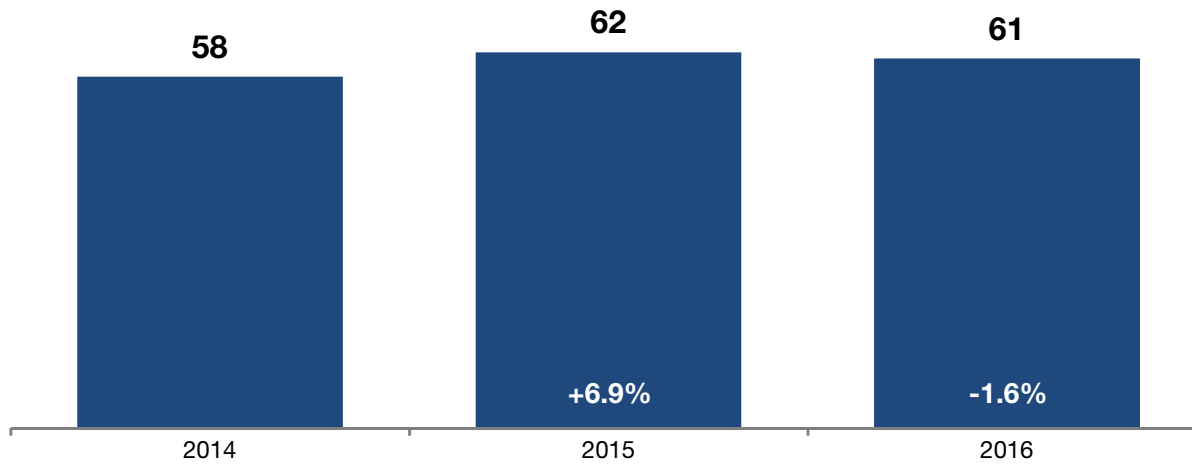


# Inventory of Homes for Sale

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

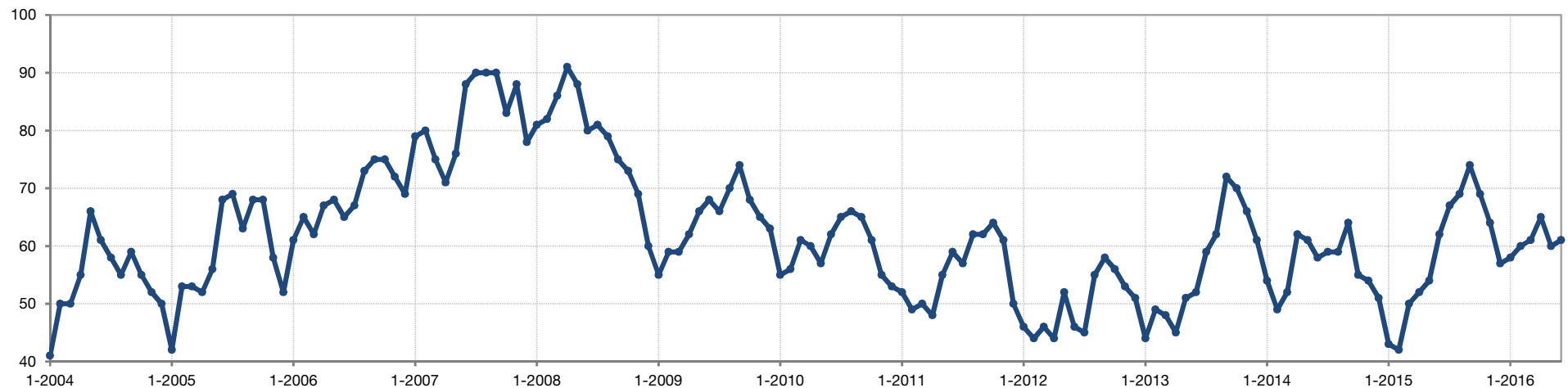


## June



Month	Prior Year	Current Year	+ / -
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	60	+42.9%
March	50	61	+22.0%
April	52	65	+25.0%
May	54	60	+11.1%
June	62	61	-1.6%
<b>12-Month Avg</b>	<b>54</b>	<b>64</b>	<b>+19.7%</b>

## Historical Inventory of Homes for Sale

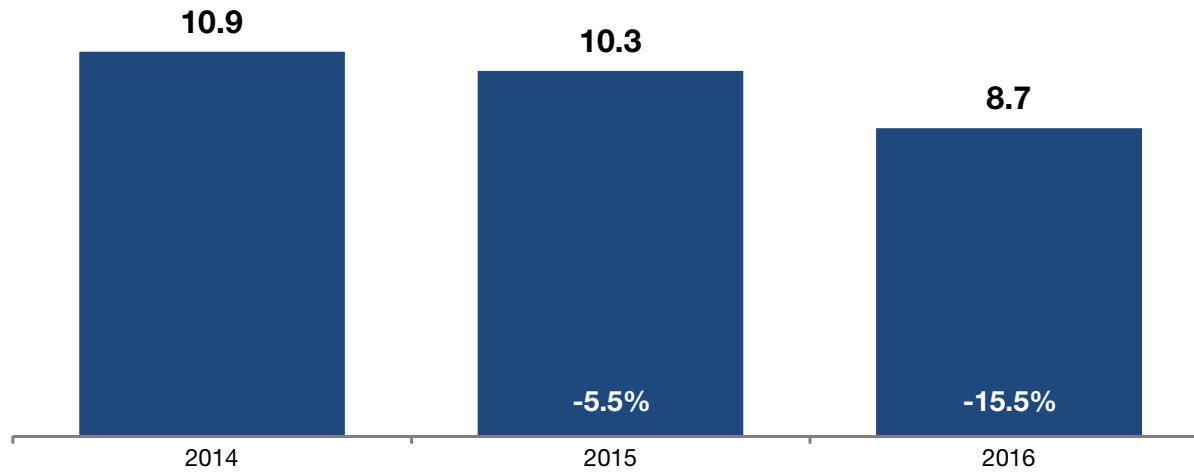


# Months Supply of Inventory

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.



## June



Month	Prior Year	Current Year	+ / -
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	9.0	+21.6%
March	8.7	8.9	+2.3%
April	8.8	9.5	+8.0%
May	9.0	8.7	-3.3%
June	10.3	8.7	-15.5%
<b>12-Month Avg</b>	<b>9.3</b>	<b>9.8</b>	<b>+5.4%</b>

## Historical Months Supply of Inventory

