

# Monthly Indicators

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



## September 2015



## Quick Facts

**- 9.3%**      **- 23.4%**      **- 21.2%**

Change in Closed Sales      Change in Median Sales Price      Change in Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

# Jefferson County Market Overview

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



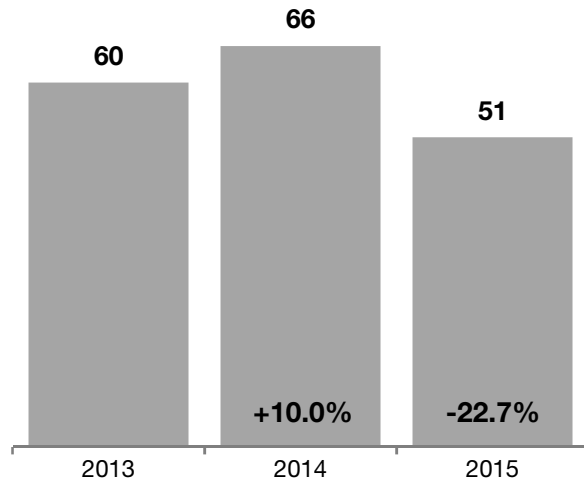
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		66	<b>51</b>	- 22.7%	579	<b>581</b>	+ 0.3%
<b>Pending Sales</b>		43	<b>41</b>	- 4.7%	343	<b>367</b>	+ 7.0%
<b>Closed Sales</b>		43	<b>39</b>	- 9.3%	317	<b>352</b>	+ 11.0%
<b>Days on Market Until Sale</b>		129	<b>146</b>	+ 13.2%	165	<b>141</b>	- 14.5%
<b>Median Sales Price</b>		\$83,500	<b>\$64,000</b>	- 23.4%	\$72,250	<b>\$76,000</b>	+ 5.2%
<b>Average Sales Price</b>		\$90,905	<b>\$75,561</b>	- 16.9%	\$83,878	<b>\$83,000</b>	- 1.0%
<b>Percent of Original List Price Received</b>		87.2%	<b>85.5%</b>	- 1.9%	86.8%	<b>89.1%</b>	+ 2.6%
<b>Housing Affordability Index</b>		271	<b>357</b>	+ 32.1%	313	<b>301</b>	- 3.8%
<b>Inventory of Homes for Sale</b>		345	<b>272</b>	- 21.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		9.6	<b>6.8</b>	- 29.2%	--	--	--

# New Listings

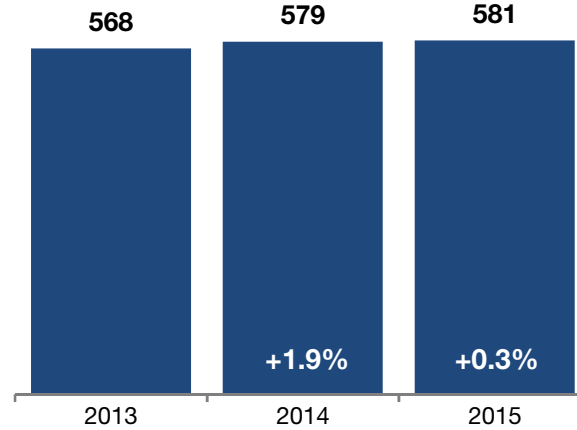
A count of the properties that have been newly listed on the market in a given month.



## September

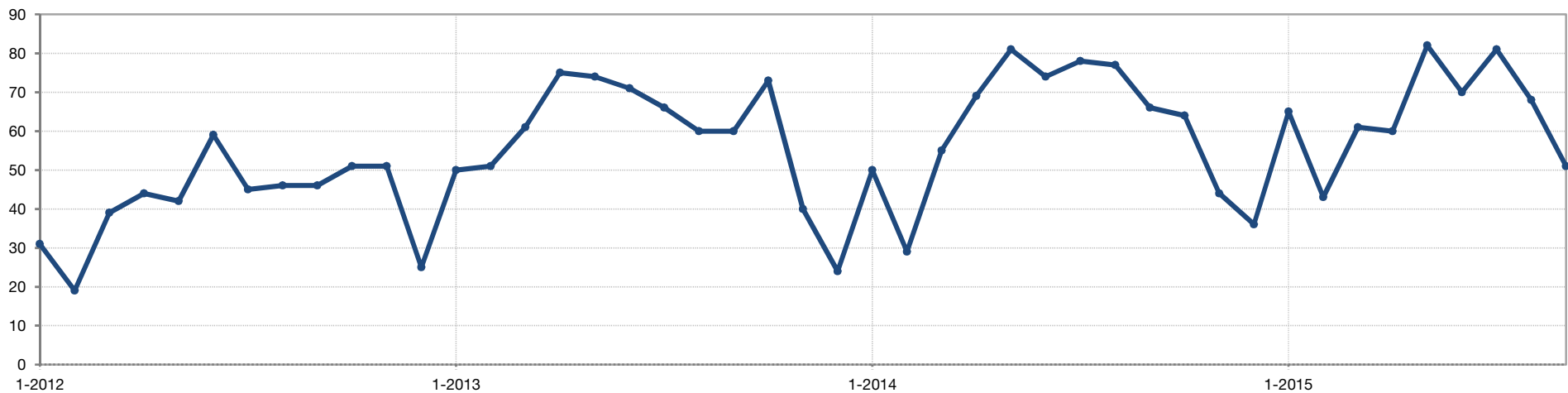


## Year To Date



Month	Prior Year	Current Year	+ / -
October	73	64	-12.3%
November	40	44	+10.0%
December	24	36	+50.0%
January	50	65	+30.0%
February	29	43	+48.3%
March	55	61	+10.9%
April	69	60	-13.0%
May	81	82	+1.2%
June	74	70	-5.4%
July	78	81	+3.8%
August	77	68	-11.7%
September	66	51	-22.7%
<b>12-Month Avg</b>	<b>60</b>	<b>60</b>	<b>+1.3%</b>

## Historical New Listing Activity

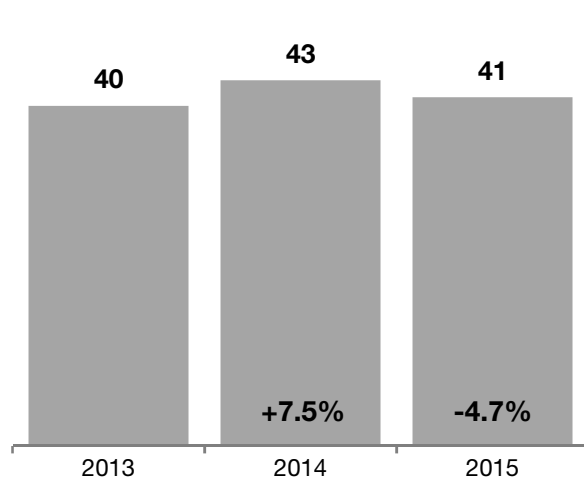


# Pending Sales

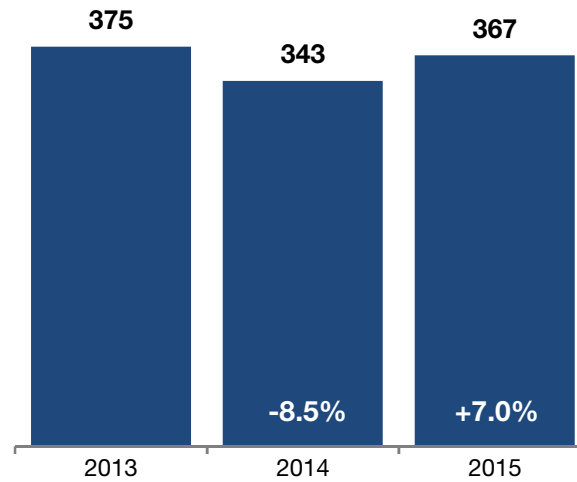
A count of the properties on which contracts have been accepted in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
October	29	52	+79.3%
November	34	33	-2.9%
December	26	31	+19.2%
January	41	30	-26.8%
February	29	45	+55.2%
March	28	49	+75.0%
April	43	36	-16.3%
May	38	33	-13.2%
June	47	43	-8.5%
July	37	47	+27.0%
August	37	43	+16.2%
September	43	41	-4.7%
<b>12-Month Avg</b>	<b>36</b>	<b>40</b>	<b>+11.8%</b>

## Historical Pending Sales Activity

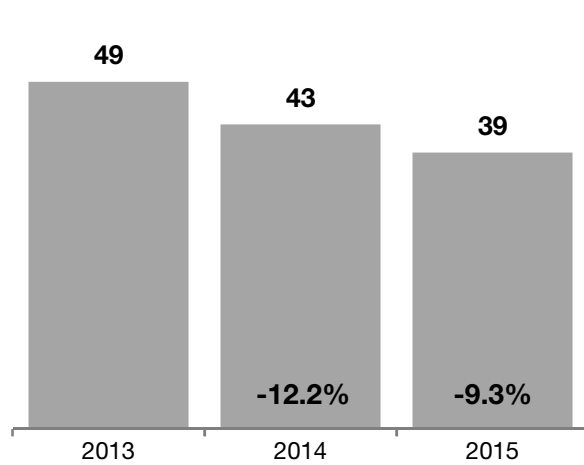


# Closed Sales

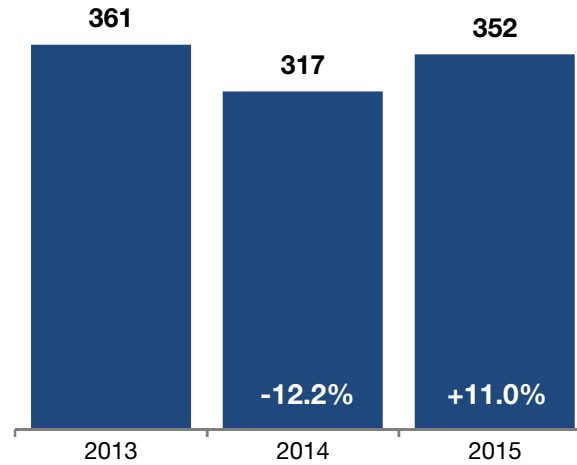
A count of the actual sales that have closed in a given month.



## September

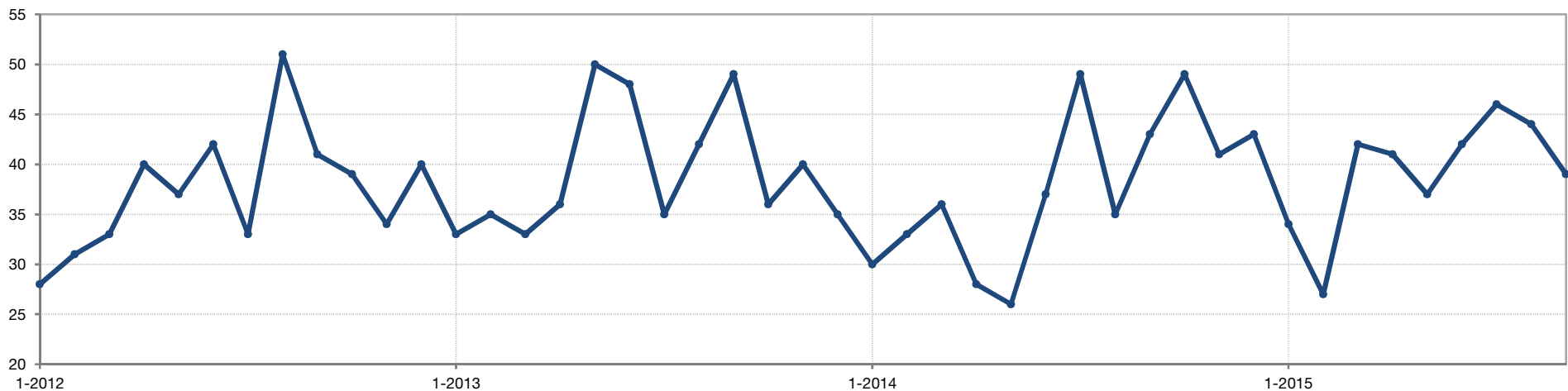


## Year To Date



Month	Prior Year	Current Year	+ / -
October	36	49	+36.1%
November	40	41	+2.5%
December	35	43	+22.9%
January	30	34	+13.3%
February	33	27	-18.2%
March	36	42	+16.7%
April	28	41	+46.4%
May	26	37	+42.3%
June	37	42	+13.5%
July	49	46	-6.1%
August	35	44	+25.7%
September	43	39	-9.3%
<b>12-Month Avg</b>	<b>36</b>	<b>40</b>	<b>+15.5%</b>

## Historical Closed Sales Activity

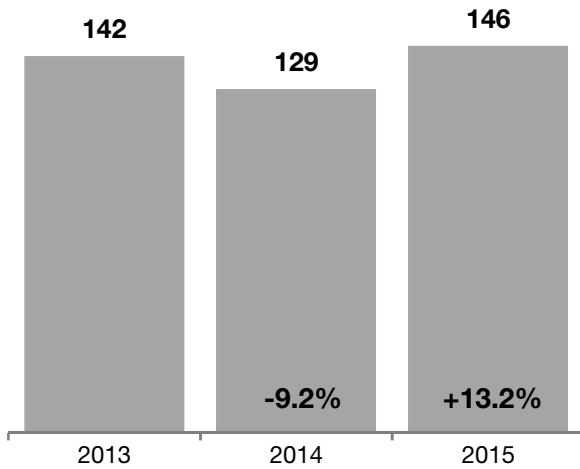


# Days on Market Until Sale

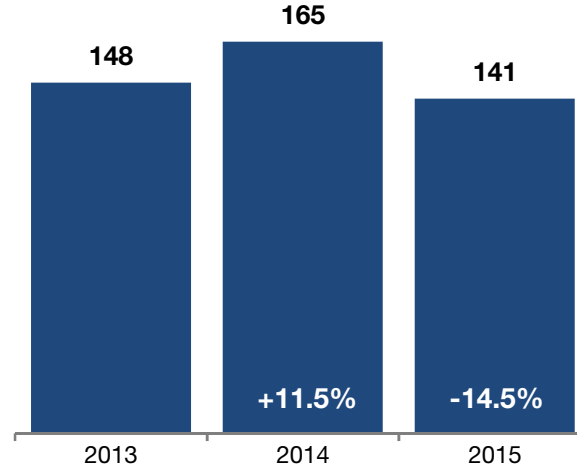
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

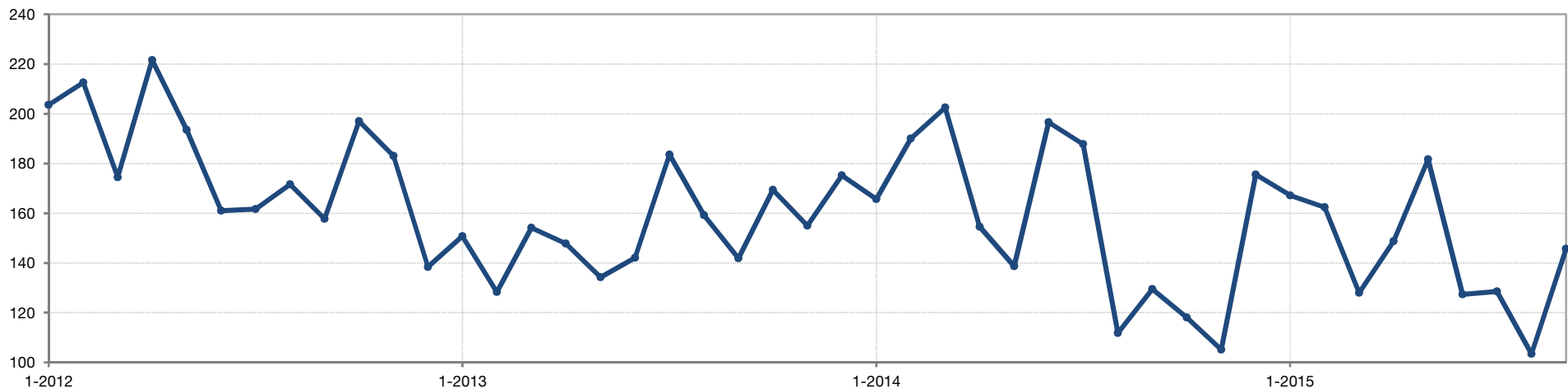


## Year To Date



Month	Prior Year	Current Year	+ / -
October	169	118	-30.2%
November	155	105	-32.3%
December	175	176	+0.6%
January	166	167	+0.6%
February	190	162	-14.7%
March	202	128	-36.6%
April	155	149	-3.9%
May	139	182	+30.9%
June	197	127	-35.5%
July	188	129	-31.4%
August	112	103	-8.0%
September	129	146	+13.2%
<b>12-Month Avg</b>	<b>166</b>	<b>139</b>	<b>-16.3%</b>

## Historical Days on Market Until Sale

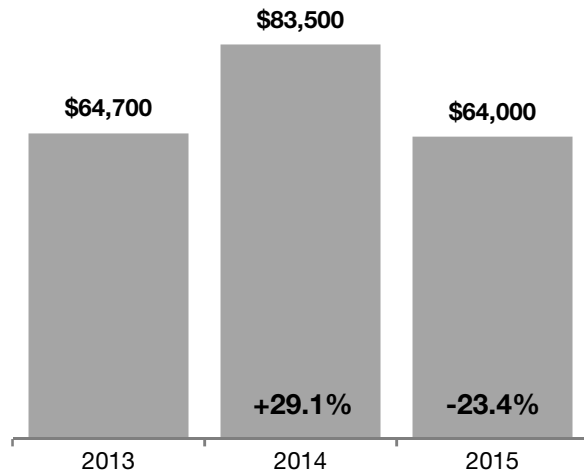


# Median Sales Price

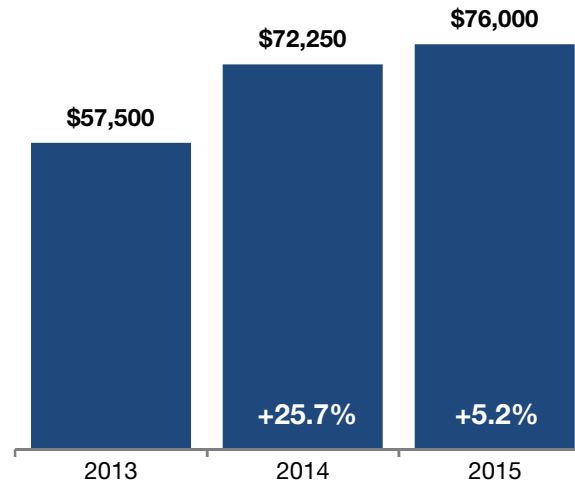
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

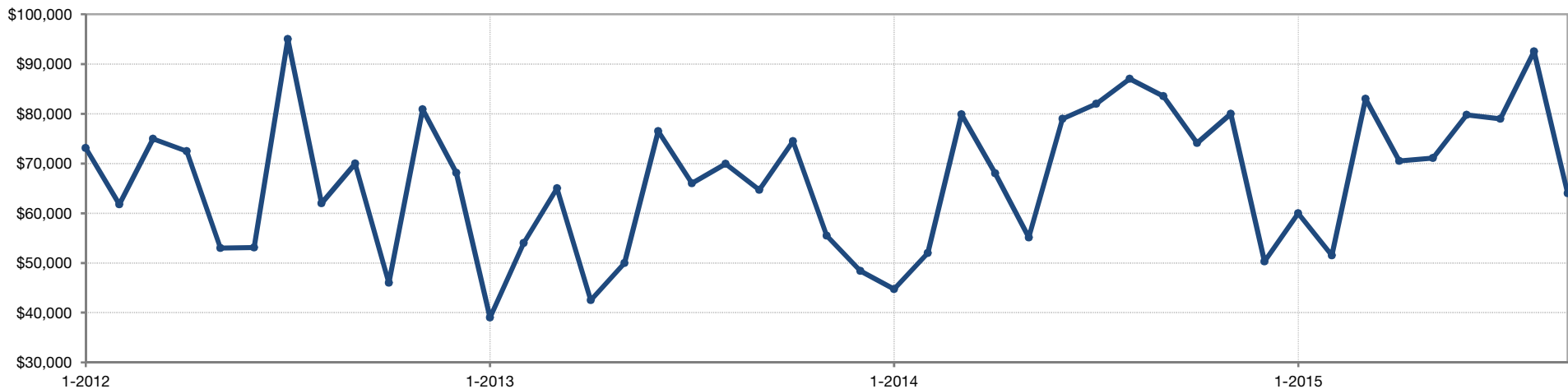


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$74,500	\$74,100	-0.5%
November	\$55,500	\$80,000	+44.1%
December	\$48,410	\$50,280	+3.9%
January	\$44,750	\$60,000	+34.1%
February	\$52,000	\$51,500	-1.0%
March	\$79,850	\$83,000	+3.9%
April	\$68,000	\$70,500	+3.7%
May	\$55,101	\$71,100	+29.0%
June	\$79,000	\$79,750	+0.9%
July	\$82,000	\$79,000	-3.7%
August	\$87,000	\$92,500	+6.3%
September	\$83,500	\$64,000	-23.4%
<b>12-Month Med</b>	<b>\$68,000</b>	<b>\$75,000</b>	<b>+10.3%</b>

## Historical Median Sales Price

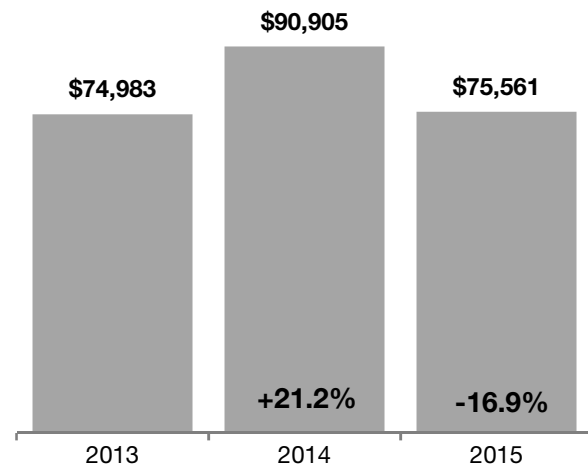


# Average Sales Price

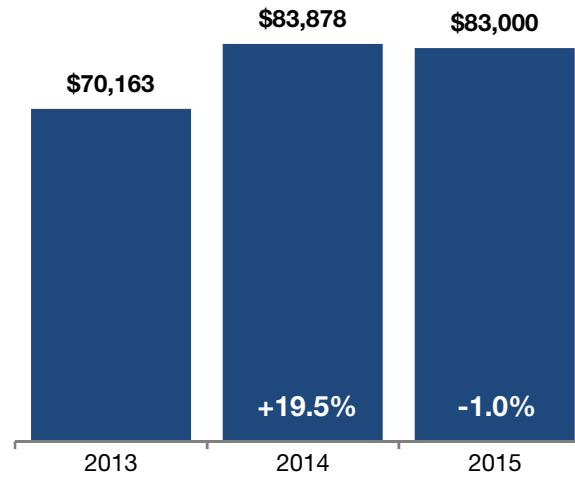
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

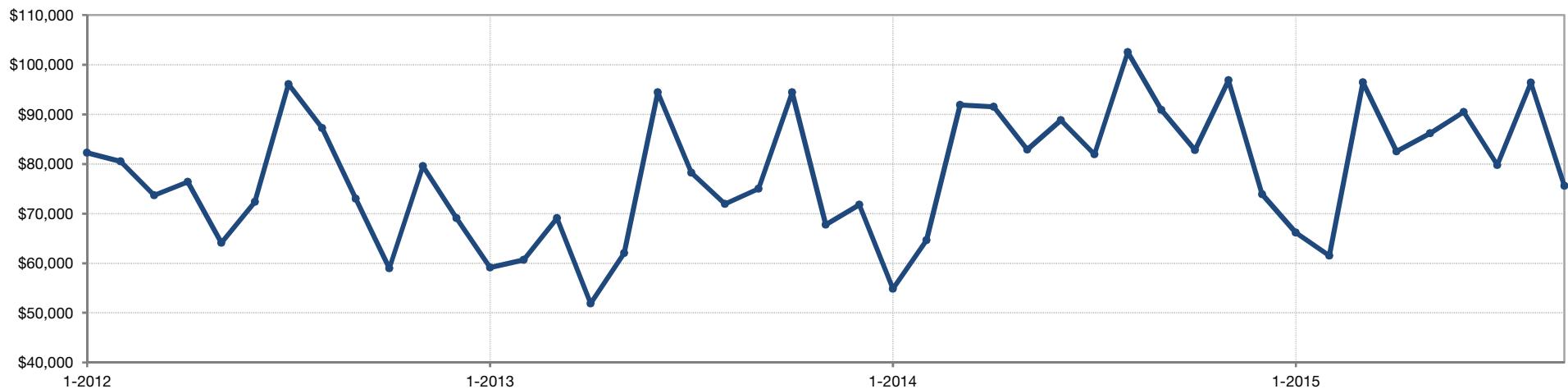


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$94,422	\$82,768	-12.3%
November	\$67,773	\$96,839	+42.9%
December	\$71,797	\$73,873	+2.9%
January	\$54,859	\$66,185	+20.6%
February	\$64,638	\$61,502	-4.9%
March	\$91,880	\$96,454	+5.0%
April	\$91,500	\$82,540	-9.8%
May	\$82,872	\$86,160	+4.0%
June	\$88,829	\$90,471	+1.8%
July	\$81,939	\$79,774	-2.6%
August	\$102,531	\$96,395	-6.0%
September	\$90,905	\$75,561	-16.9%
<b>12-Month Avg</b>	<b>\$82,261</b>	<b>\$83,251</b>	<b>+1.2%</b>

## Historical Average Sales Price



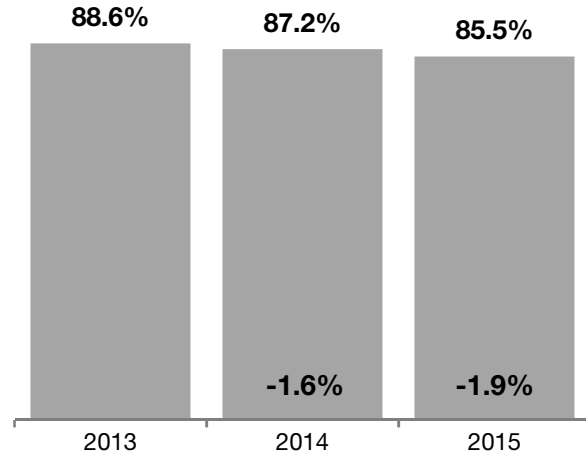


# Percent of Original List Price Received

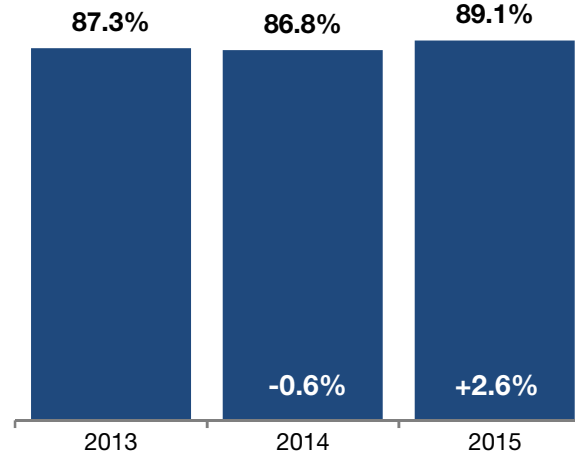
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

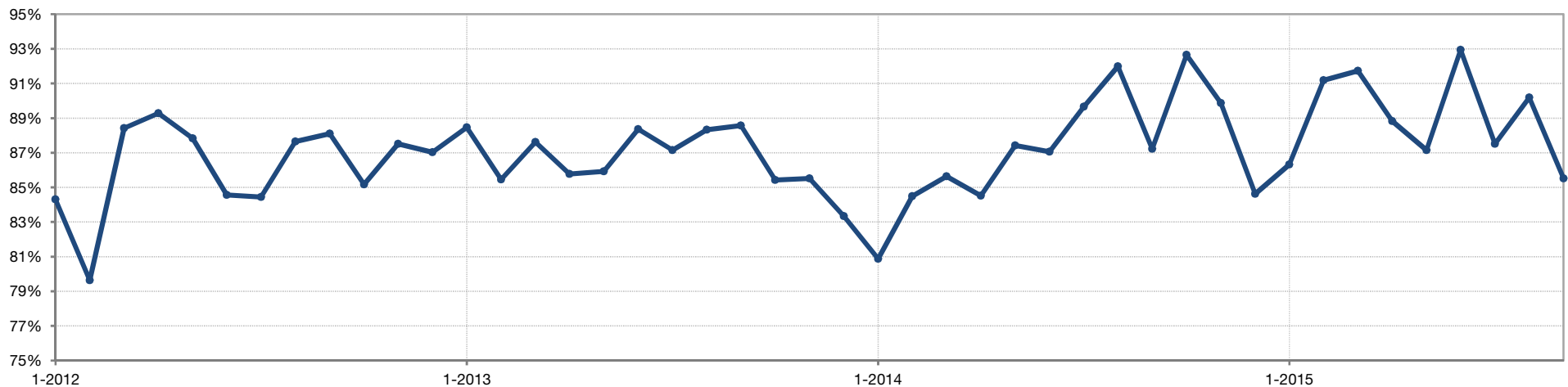


## Year To Date



Month	Prior Year	Current Year	+ / -
October	85.4%	<b>92.7%</b>	+8.5%
November	85.5%	<b>89.9%</b>	+5.1%
December	83.3%	<b>84.6%</b>	+1.6%
January	80.9%	<b>86.3%</b>	+6.7%
February	84.5%	<b>91.2%</b>	+7.9%
March	85.6%	<b>91.7%</b>	+7.1%
April	84.5%	<b>88.8%</b>	+5.1%
May	87.4%	<b>87.2%</b>	-0.2%
June	87.1%	<b>92.9%</b>	+6.7%
July	89.7%	<b>87.5%</b>	-2.5%
August	92.0%	<b>90.2%</b>	-2.0%
September	87.2%	<b>85.5%</b>	-1.9%
<b>12-Month Avg</b>	<b>86.4%</b>	<b>89.2%</b>	<b>+3.2%</b>

## Historical Percent of Original List Price Received

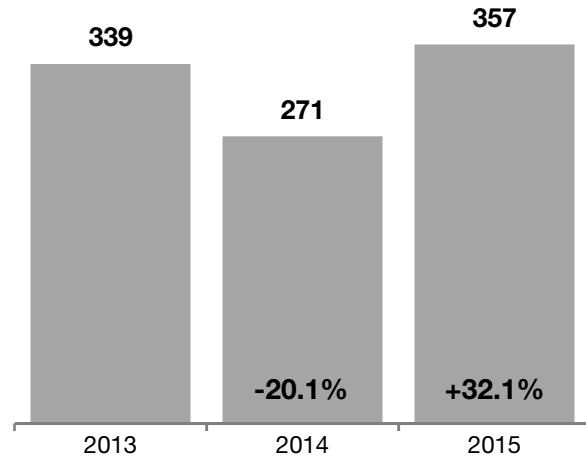


# Housing Affordability Index

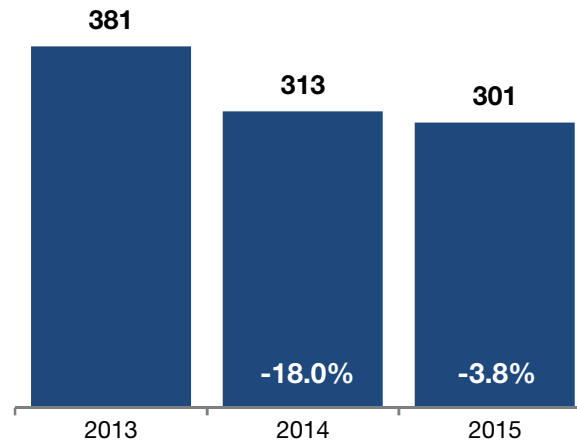
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## September

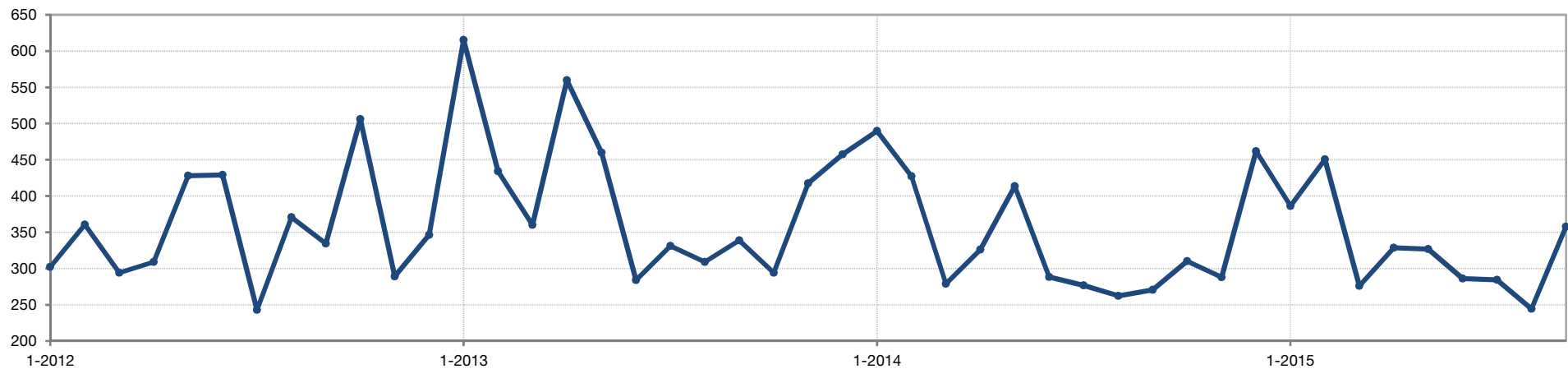


## Year To Date



Month	Prior Year	Current Year	+ / -
October	294	310	+5.4%
November	417	288	-31.0%
December	457	462	+1.0%
January	490	386	-21.1%
February	427	451	+5.4%
March	279	276	-1.1%
April	326	329	+0.8%
May	414	327	-21.0%
June	288	286	-0.7%
July	277	284	+2.6%
August	262	245	-6.7%
September	271	357	+32.1%
12-Month Avg	350	333	-2.9%

## Historical Housing Affordability Index

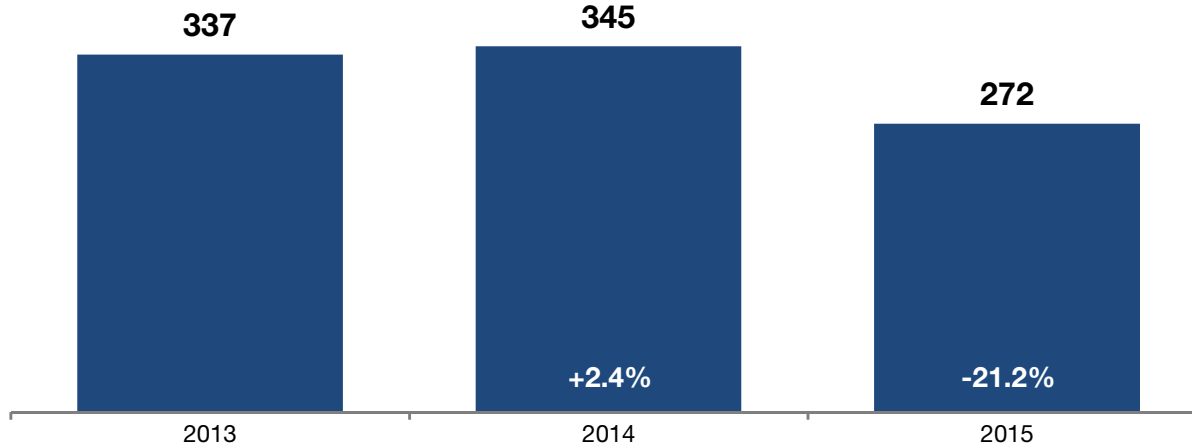


# Inventory of Homes for Sale

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

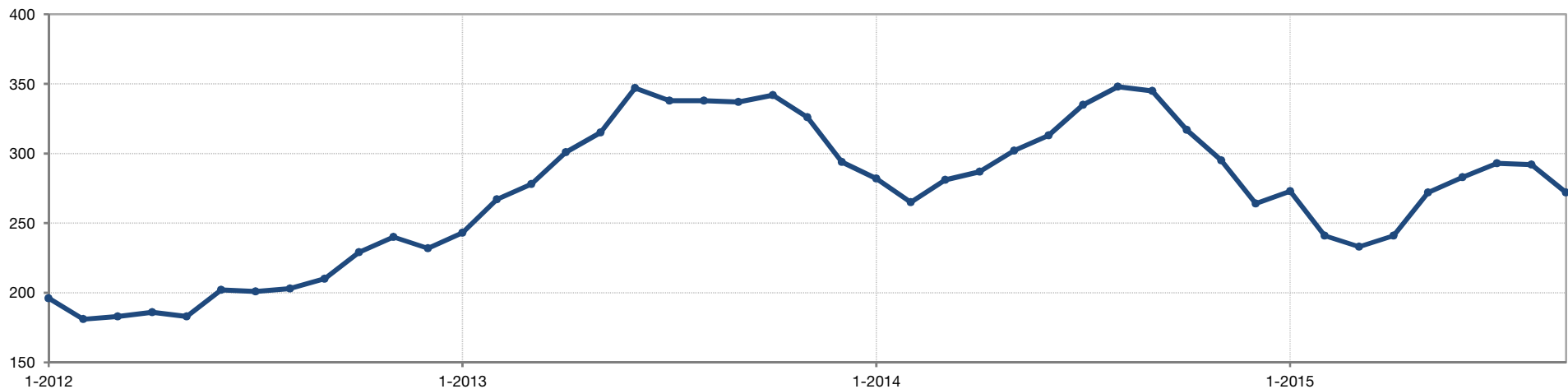


## September



Month	Prior Year	Current Year	+ / -
October	342	317	-7.3%
November	326	295	-9.5%
December	294	264	-10.2%
January	282	273	-3.2%
February	265	241	-9.1%
March	281	233	-17.1%
April	287	241	-16.0%
May	302	272	-9.9%
June	313	283	-9.6%
July	335	293	-12.5%
August	348	292	-16.1%
September	345	272	-21.2%
12-Month Avg	310	273	-11.8%

## Historical Inventory of Homes for Sale

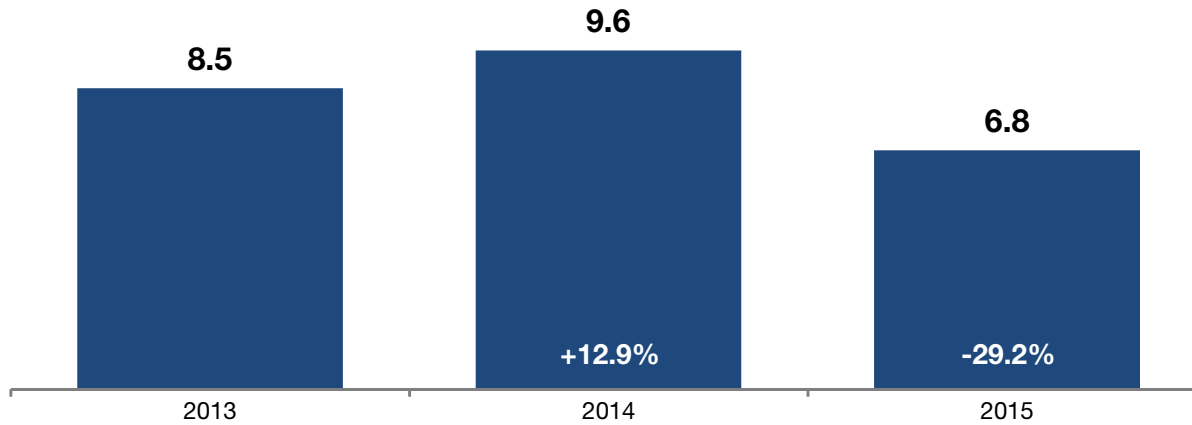


# Months Supply of Inventory

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.



## September



Month	Prior Year	Current Year	+ / -
October	8.7	8.4	-3.4%
November	8.3	7.8	-6.0%
December	7.6	6.9	-9.2%
January	7.3	7.3	0.0%
February	6.8	6.2	-8.8%
March	7.5	5.8	-22.7%
April	7.8	6.1	-21.8%
May	8.4	6.9	-17.9%
June	8.4	7.2	-14.3%
July	9.2	7.3	-20.7%
August	9.7	7.2	-25.8%
September	9.6	6.8	-29.2%
12-Month Avg	8.3	7.0	-15.7%

## Historical Months Supply of Inventory

