

Monthly Indicators

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



October 2015



Quick Facts

- 12.2% **- 2.2%** **- 16.1%**

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

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Jefferson County Market Overview

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



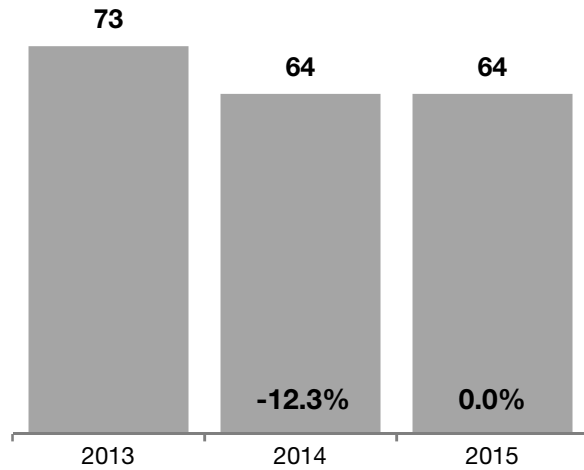
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		64	64	0.0%	643	648	+ 0.8%
Pending Sales		52	42	- 19.2%	395	403	+ 2.0%
Closed Sales		49	43	- 12.2%	367	396	+ 7.9%
Days on Market Until Sale		118	134	+ 13.6%	159	140	- 11.9%
Median Sales Price		\$74,100	\$72,500	- 2.2%	\$72,750	\$75,000	+ 3.1%
Average Sales Price		\$82,768	\$83,646	+ 1.1%	\$83,767	\$82,910	- 1.0%
Percent of Original List Price Received		92.7%	88.4%	- 4.6%	87.7%	89.0%	+ 1.5%
Housing Affordability Index		310	315	+ 1.6%	316	305	- 3.5%
Inventory of Homes for Sale		317	266	- 16.1%	--	--	--
Months Supply of Homes for Sale		8.4	6.8	- 19.0%	--	--	--

New Listings

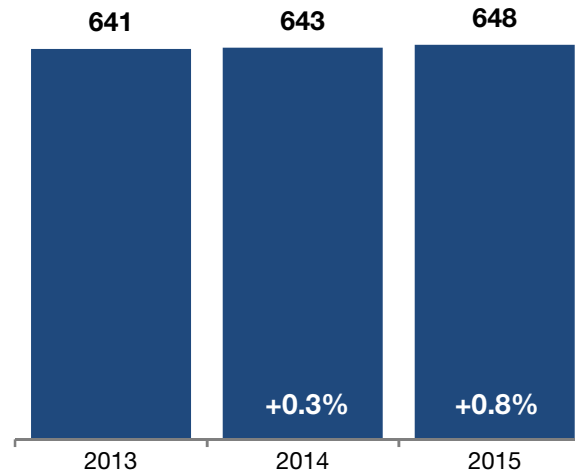
A count of the properties that have been newly listed on the market in a given month.



October

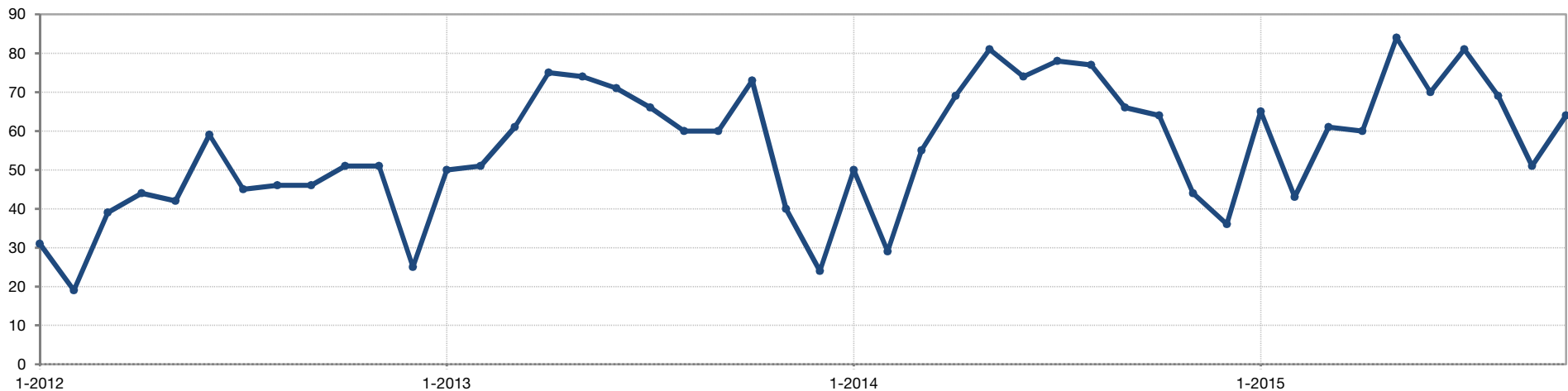


Year To Date



Month	Prior Year	Current Year	+ / -
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	84	+3.7%
June	74	70	-5.4%
July	78	81	+3.8%
August	77	69	-10.4%
September	66	51	-22.7%
October	64	64	0.0%
12-Month Avg	59	61	+3.0%

Historical New Listing Activity

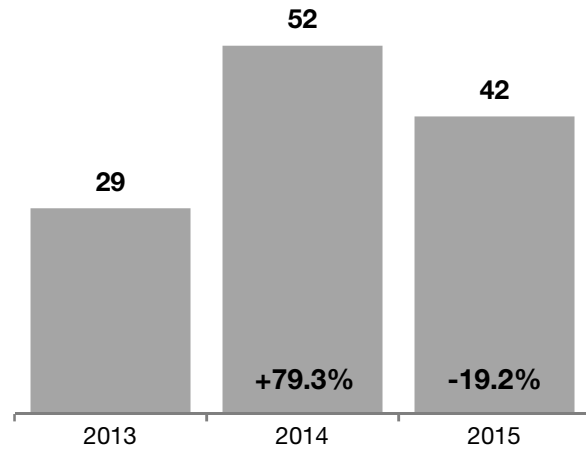


Pending Sales

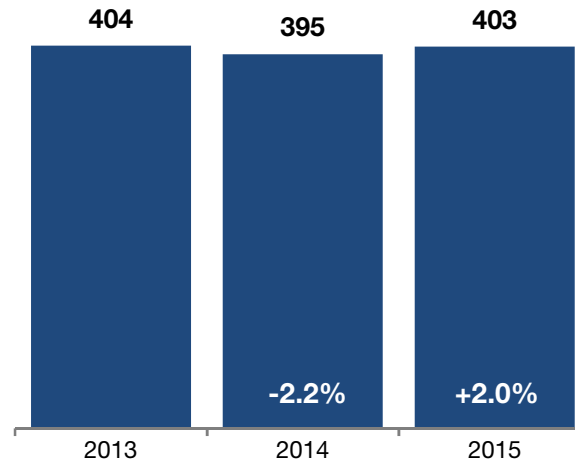
A count of the properties on which contracts have been accepted in a given month.



October

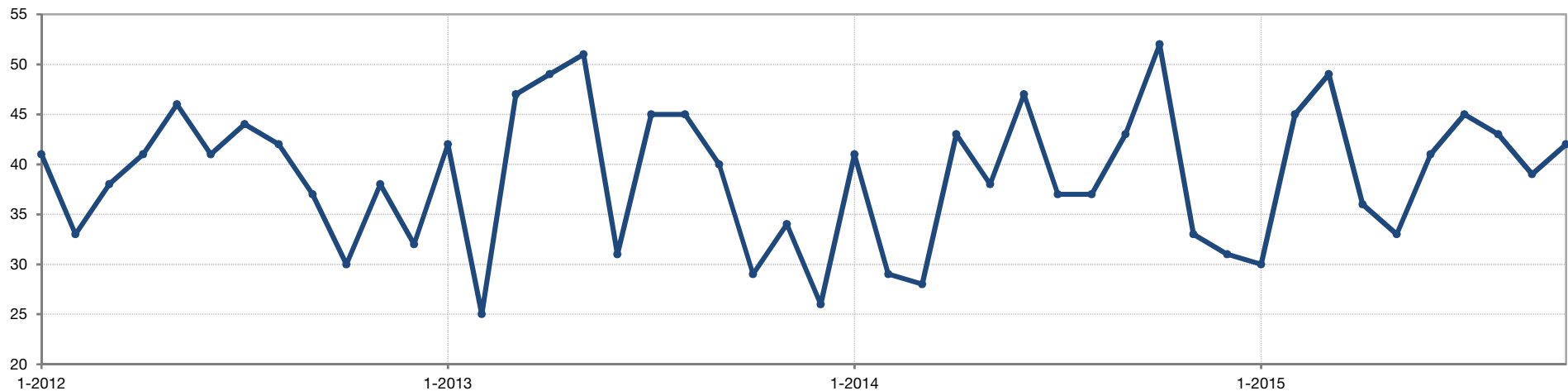


Year To Date



Month	Prior Year	Current Year	+ / -
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	41	-12.8%
July	37	45	+21.6%
August	37	43	+16.2%
September	43	39	-9.3%
October	52	42	-19.2%
12-Month Avg	38	39	+2.6%

Historical Pending Sales Activity

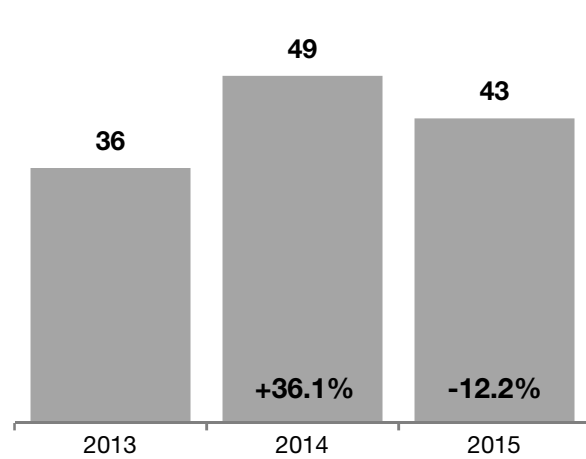


Closed Sales

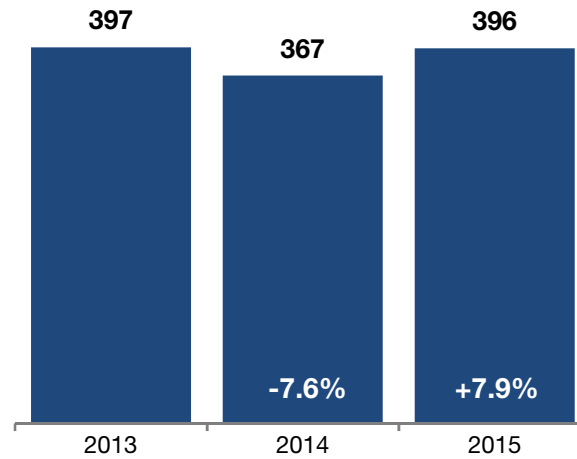
A count of the actual sales that have closed in a given month.



October

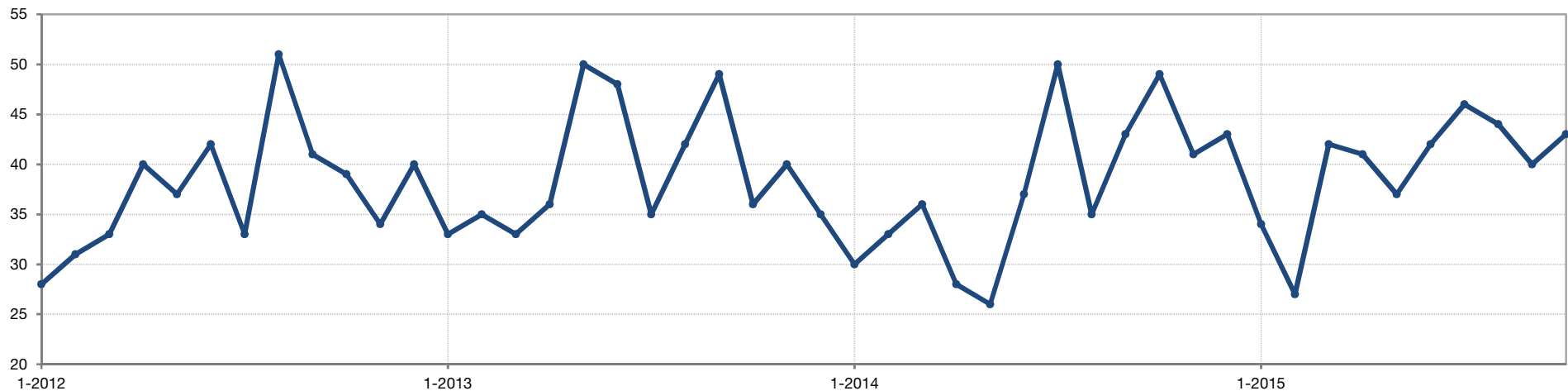


Year To Date



Month	Prior Year	Current Year	+ / -
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	50	46	-8.0%
August	35	44	+25.7%
September	43	40	-7.0%
October	49	43	-12.2%
12-Month Avg	37	40	+11.5%

Historical Closed Sales Activity

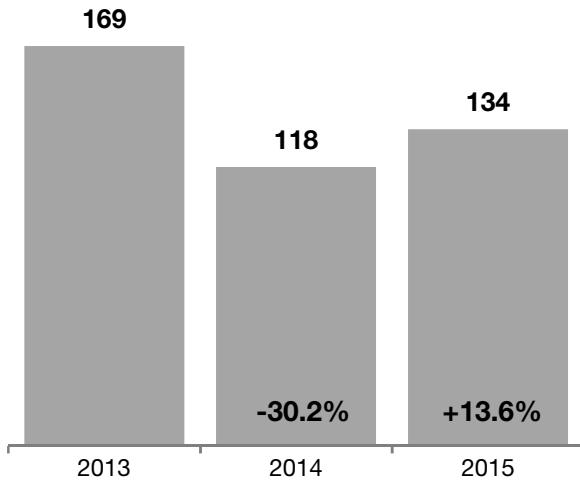


Days on Market Until Sale

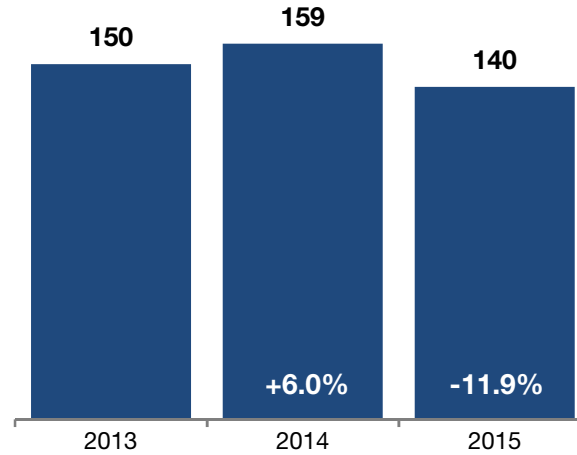
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

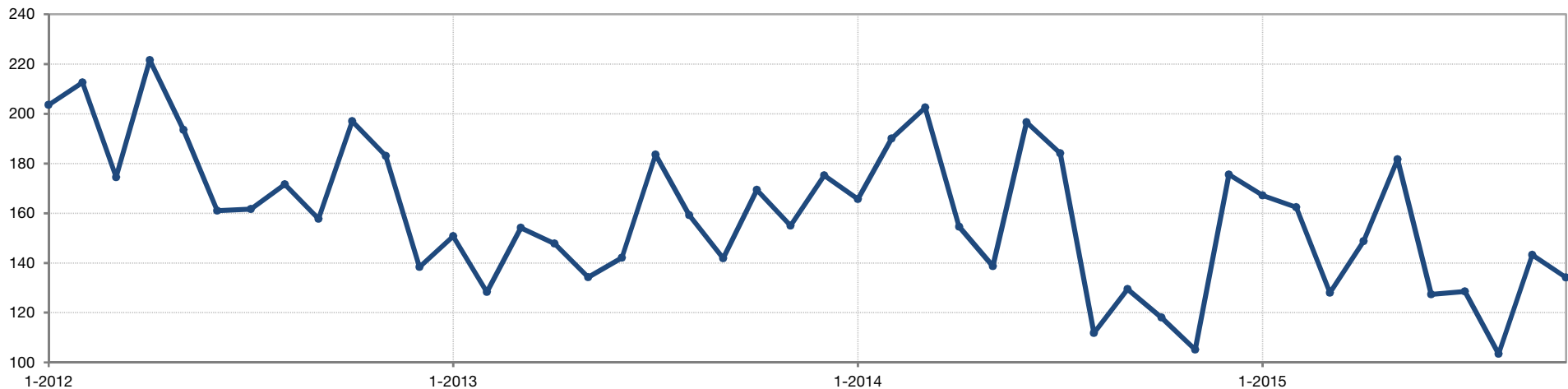


Year To Date



Month	Prior Year	Current Year	+ / -
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	184	129	-29.9%
August	112	103	-8.0%
September	129	143	+10.9%
October	118	134	+13.6%
12-Month Avg	160	140	-12.5%

Historical Days on Market Until Sale

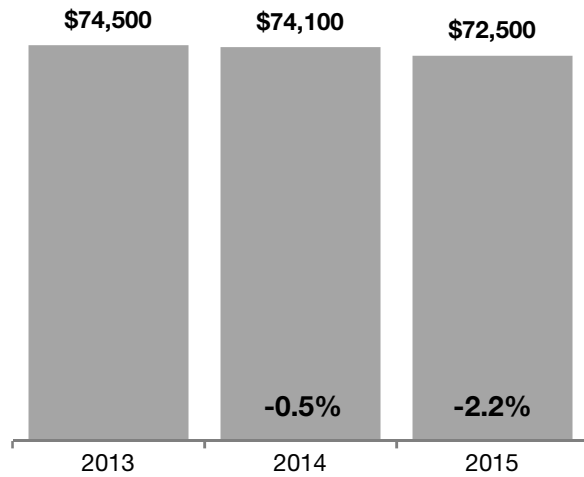


Median Sales Price

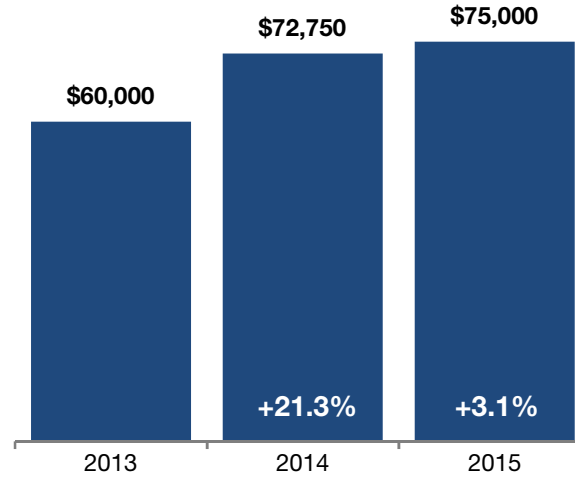
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

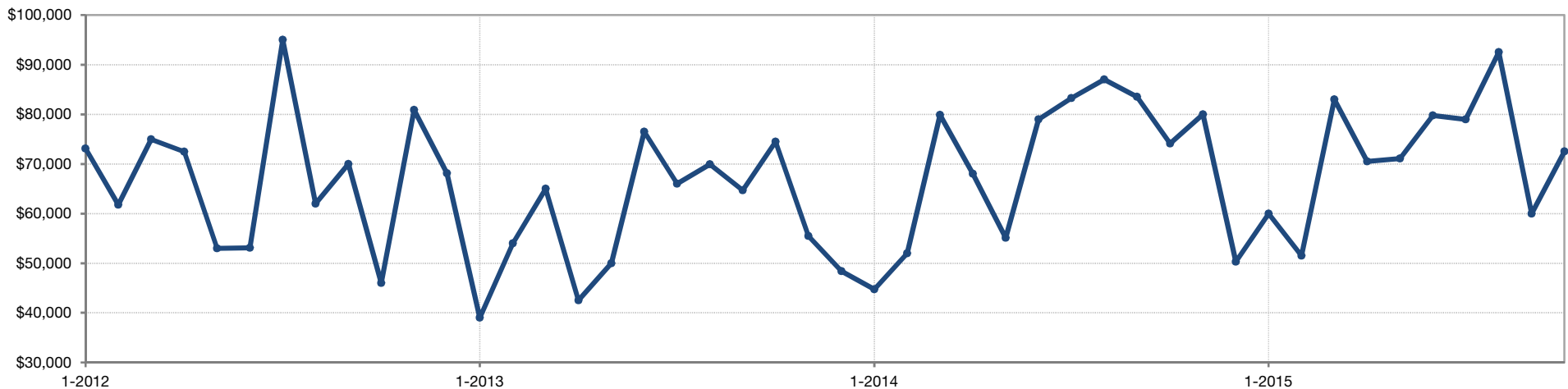


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$83,250	\$79,000	-5.1%
August	\$87,000	\$92,500	+6.3%
September	\$83,500	\$60,000	-28.1%
October	\$74,100	\$72,500	-2.2%
12-Month Med	\$68,000	\$75,000	+10.3%

Historical Median Sales Price

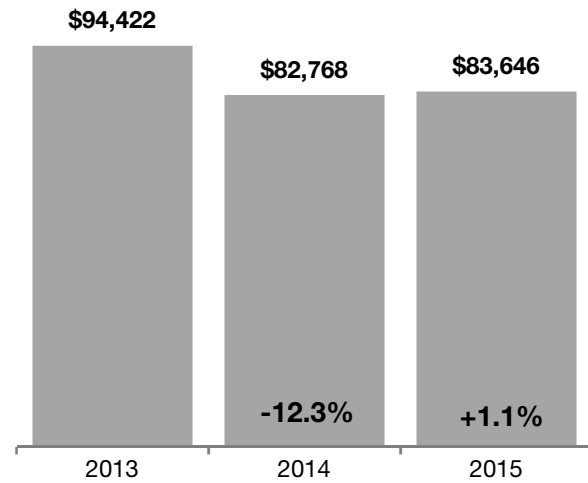


Average Sales Price

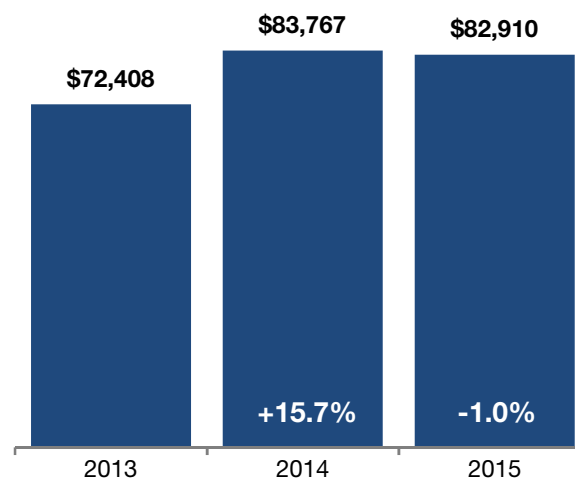
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

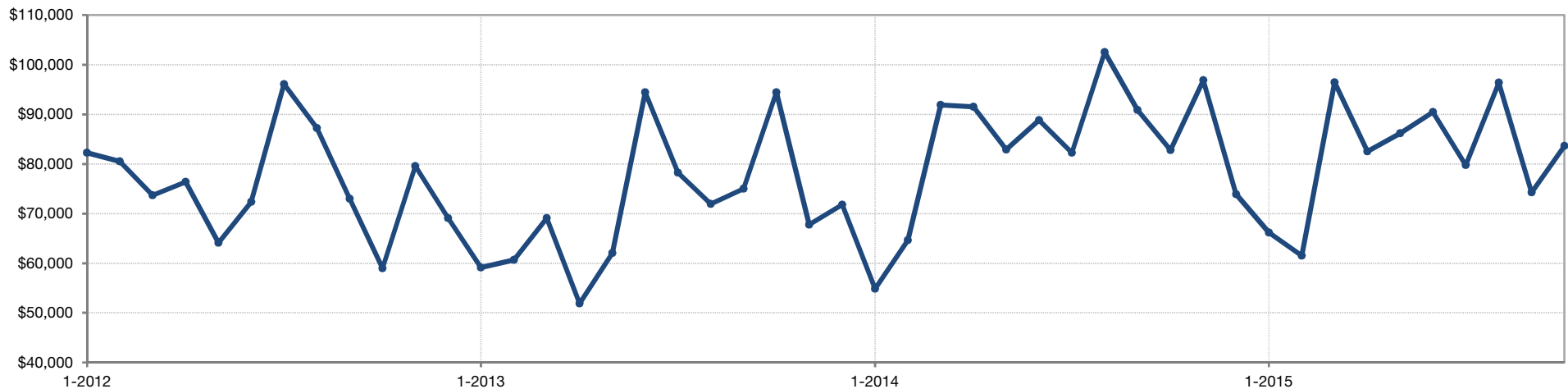


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$82,260	\$79,774	-3.0%
August	\$102,531	\$96,395	-6.0%
September	\$90,905	\$74,251	-18.3%
October	\$82,768	\$83,646	+1.1%
12-Month Avg	\$81,356	\$83,207	+2.3%

Historical Average Sales Price

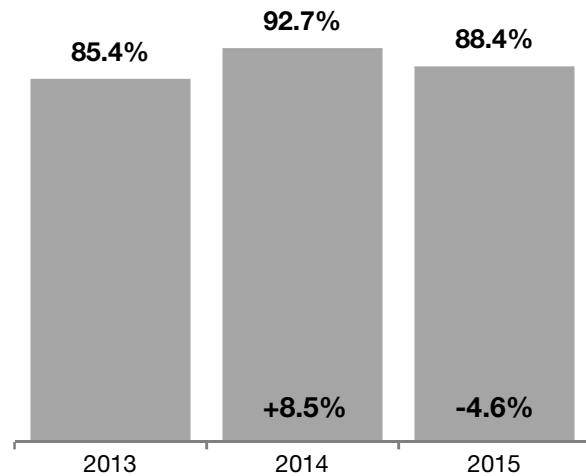


Percent of Original List Price Received

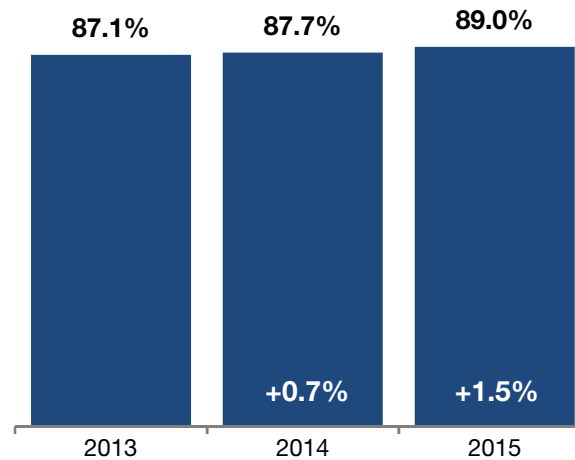
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

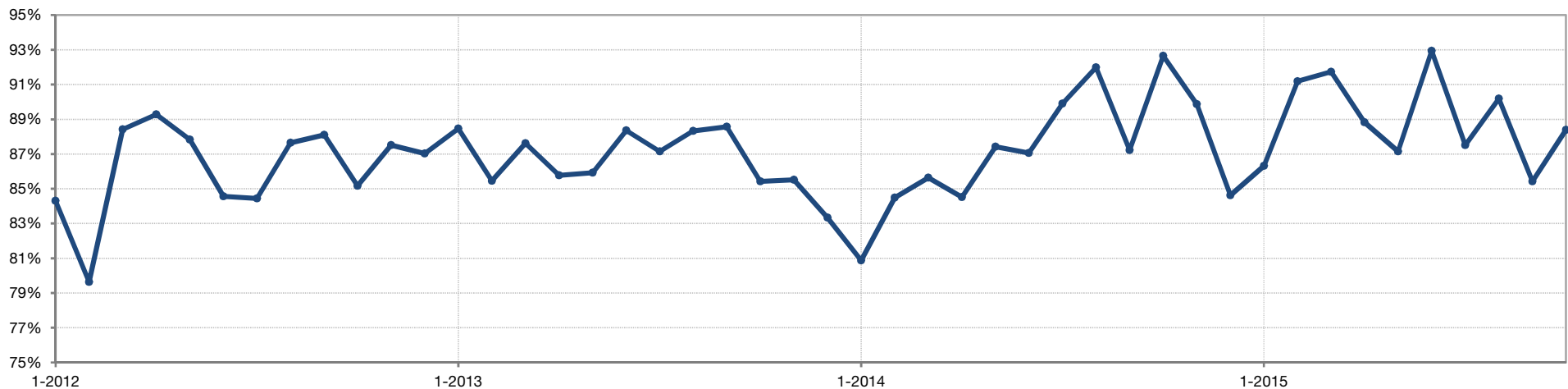


Year To Date



Month	Prior Year	Current Year	+ / -
November	85.5%	89.9%	+5.1%
December	83.3%	84.6%	+1.6%
January	80.9%	86.3%	+6.7%
February	84.5%	91.2%	+7.9%
March	85.6%	91.7%	+7.1%
April	84.5%	88.8%	+5.1%
May	87.4%	87.2%	-0.2%
June	87.1%	92.9%	+6.7%
July	89.9%	87.5%	-2.7%
August	92.0%	90.2%	-2.0%
September	87.2%	85.4%	-2.1%
October	92.7%	88.4%	-4.6%
12-Month Avg	87.2%	88.7%	+1.7%

Historical Percent of Original List Price Received

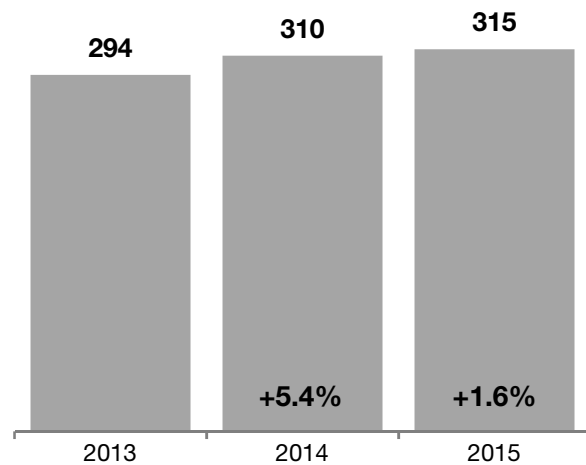


Housing Affordability Index

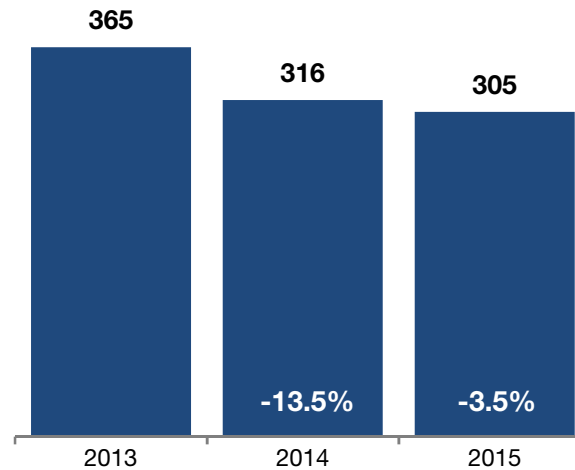
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

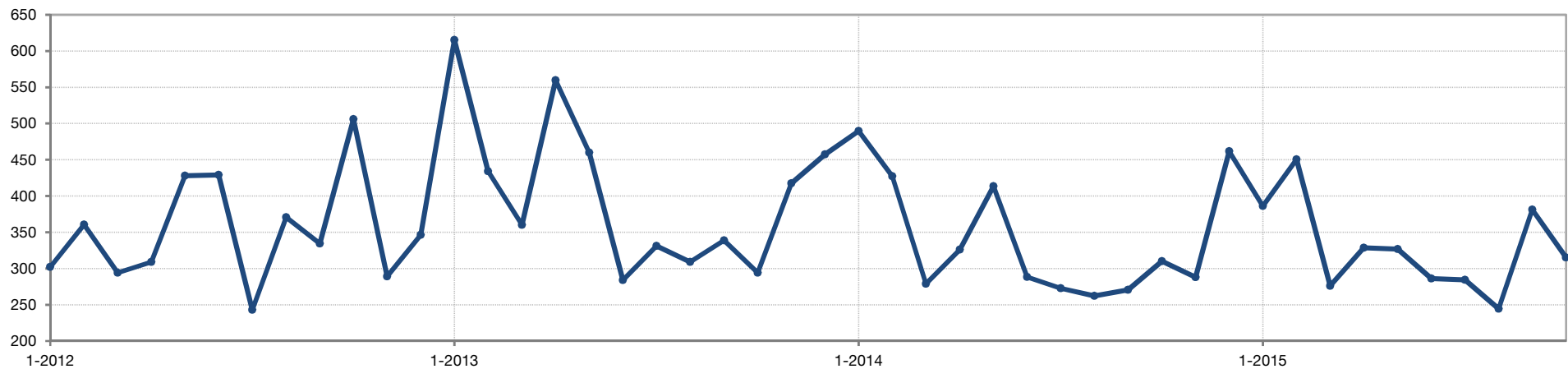


Year To Date



Month	Prior Year	Current Year	+ / -
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	273	284	+4.2%
August	262	245	-6.7%
September	271	381	+40.9%
October	310	315	+1.6%
12-Month Avg	351	336	-2.3%

Historical Housing Affordability Index

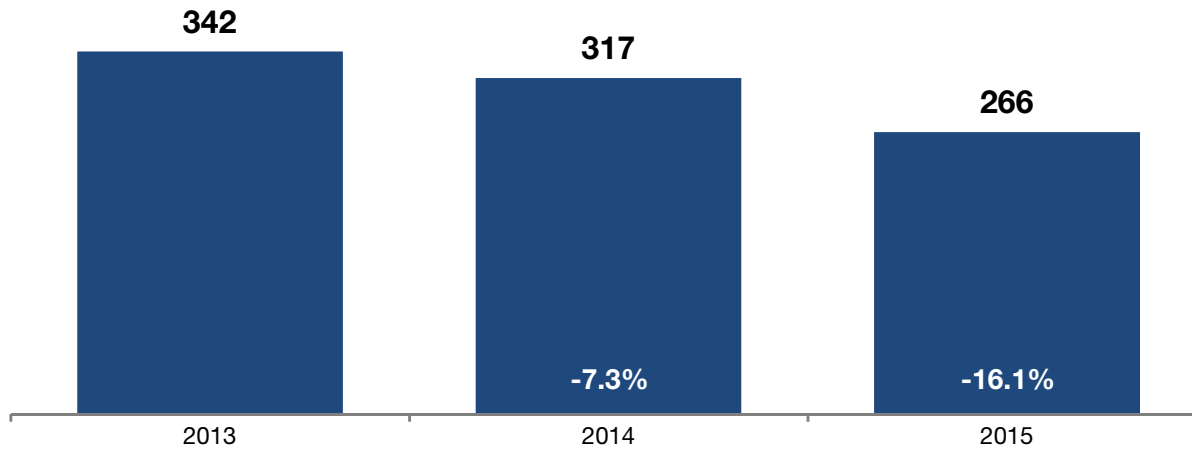


Inventory of Homes for Sale

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

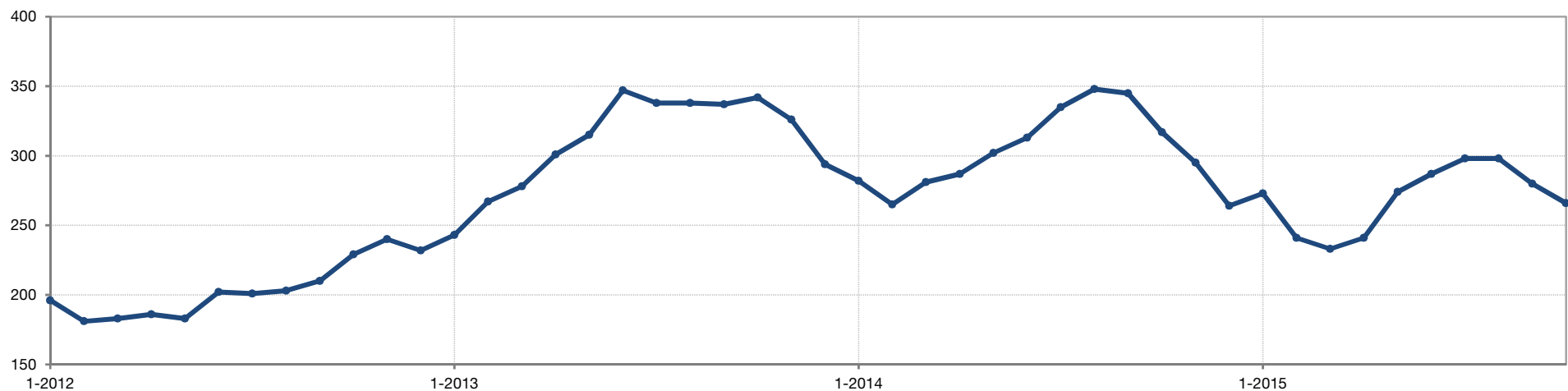


October



Month	Prior Year	Current Year	+ / -
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	274	-9.3%
June	313	287	-8.3%
July	335	298	-11.0%
August	348	298	-14.4%
September	345	280	-18.8%
October	317	266	-16.1%
12-Month Avg	308	271	-11.9%

Historical Inventory of Homes for Sale

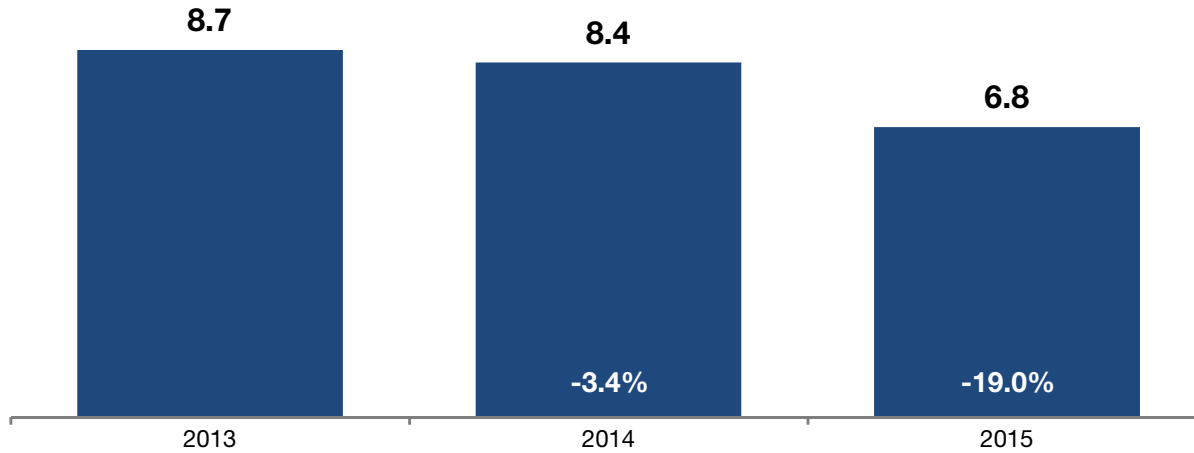


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
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	7.0	-16.7%
June	8.4	7.4	-11.9%
July	9.2	7.5	-18.5%
August	9.7	7.4	-23.7%
September	9.6	7.0	-27.1%
October	8.4	6.8	-19.0%
12-Month Avg	8.3	6.9	-16.9%

Historical Months Supply of Inventory

