

Monthly Indicators

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



November 2015



Quick Facts

- 22.0% **- 19.8%** **- 10.1%**

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.



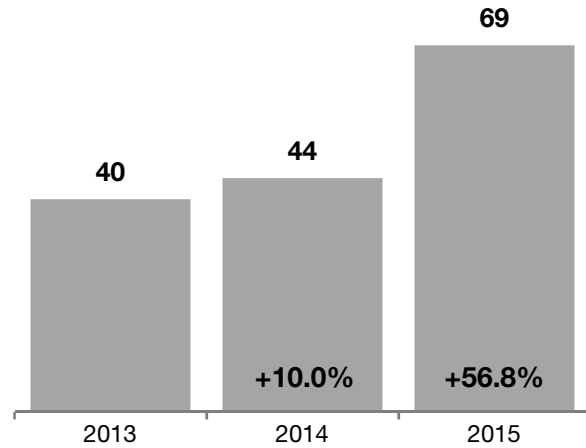
Key Metrics	Historical Sparklines	11-2014	11-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		44	69	+ 56.8%	687	721	+ 4.9%
Pending Sales		32	43	+ 34.4%	428	436	+ 1.9%
Closed Sales		41	32	- 22.0%	408	428	+ 4.9%
Days on Market Until Sale		105	105	0.0%	153	138	- 9.8%
Median Sales Price		\$80,000	\$64,125	- 19.8%	\$74,000	\$75,000	+ 1.4%
Average Sales Price		\$96,839	\$75,122	- 22.4%	\$84,973	\$82,337	- 3.1%
Percent of Original List Price Received		89.9%	86.9%	- 3.3%	87.9%	88.9%	+ 1.1%
Housing Affordability Index		288	354	+ 22.9%	311	302	- 2.8%
Inventory of Homes for Sale		296	266	- 10.1%	--	--	--
Months Supply of Homes for Sale		7.8	6.8	- 12.8%	--	--	--

New Listings

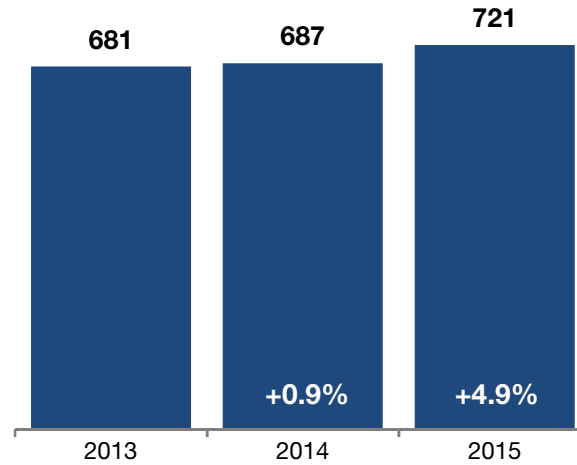
A count of the properties that have been newly listed on the market in a given month.



November

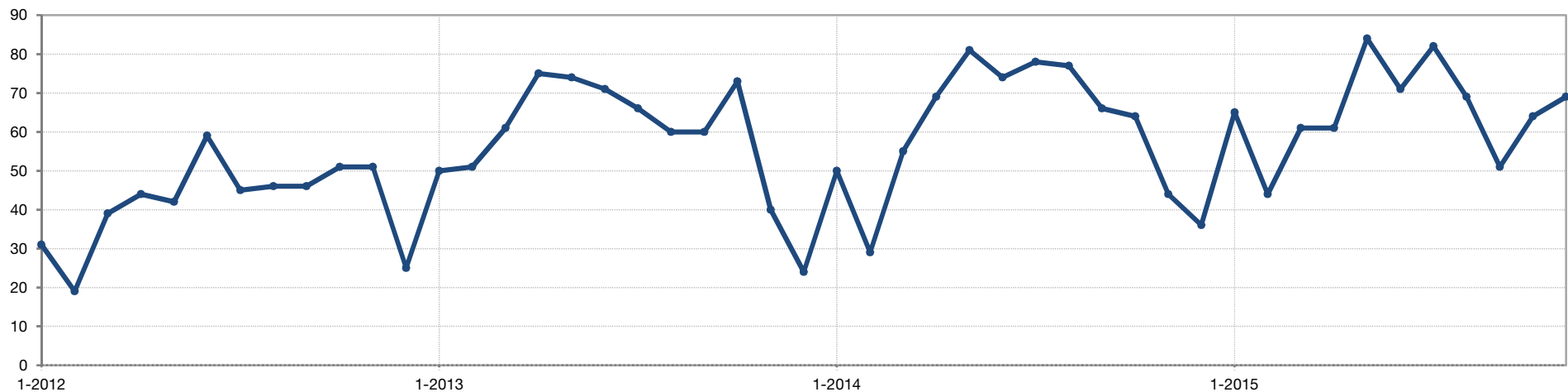


Year To Date



Month	Prior Year	Current Year	+ / -
December	24	36	+50.0%
January	50	65	+30.0%
February	29	44	+51.7%
March	55	61	+10.9%
April	69	61	-11.6%
May	81	84	+3.7%
June	74	71	-4.1%
July	78	82	+5.1%
August	77	69	-10.4%
September	66	51	-22.7%
October	64	64	0.0%
November	44	69	+56.8%
12-Month Avg	59	63	+6.5%

Historical New Listing Activity

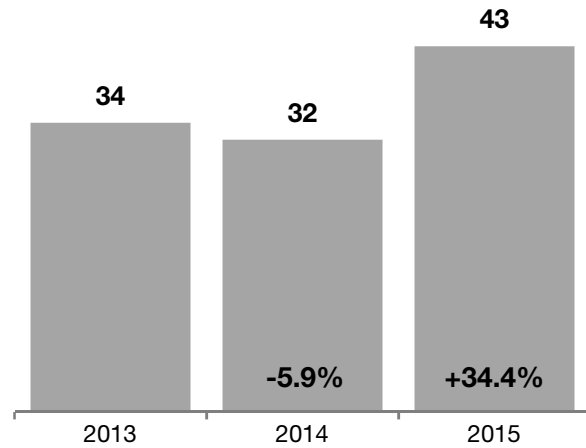


Pending Sales

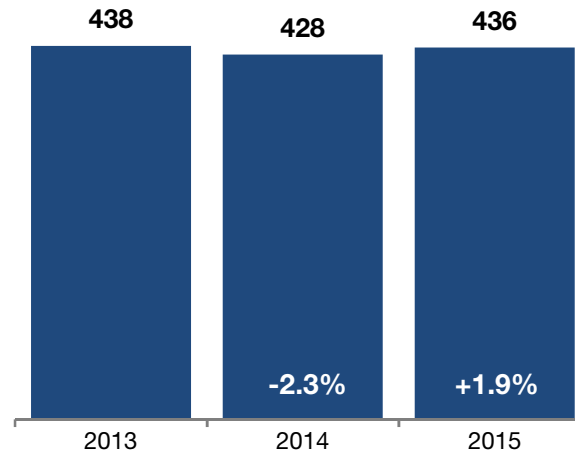
A count of the properties on which contracts have been accepted in a given month.



November

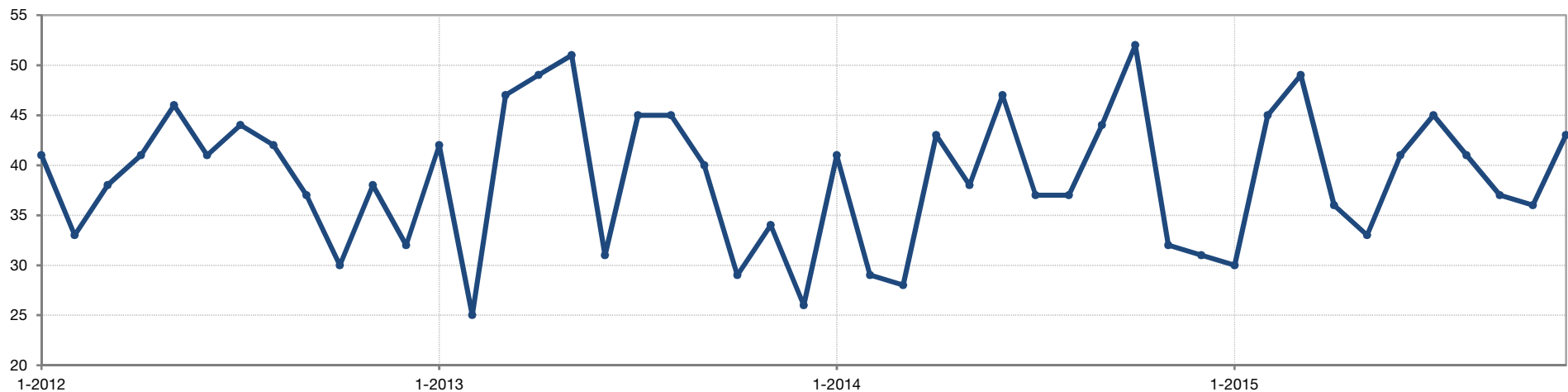


Year To Date



Month	Prior Year	Current Year	+ / -
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	41	+10.8%
September	44	37	-15.9%
October	52	36	-30.8%
November	32	43	+34.4%
12-Month Avg	38	39	+2.9%

Historical Pending Sales Activity

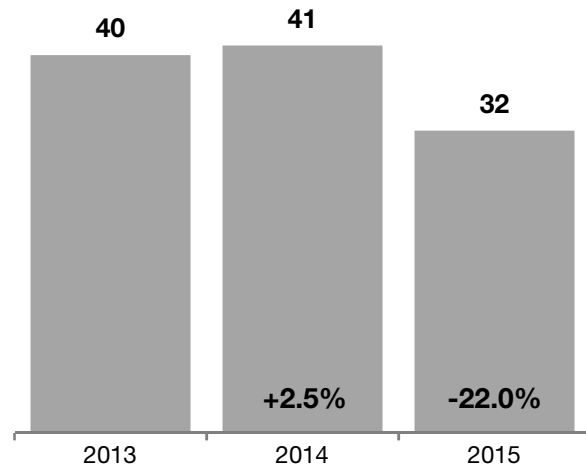


Closed Sales

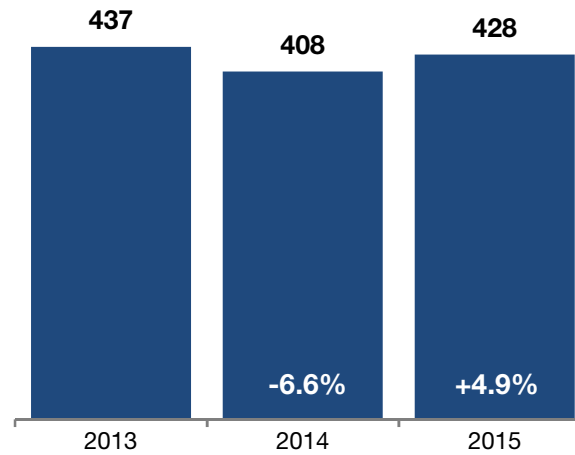
A count of the actual sales that have closed in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	41	32	-22.0%
12-Month Avg	37	39	+9.5%

Historical Closed Sales Activity

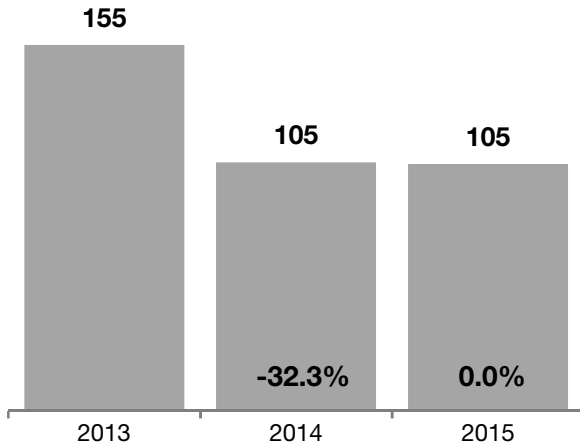


Days on Market Until Sale

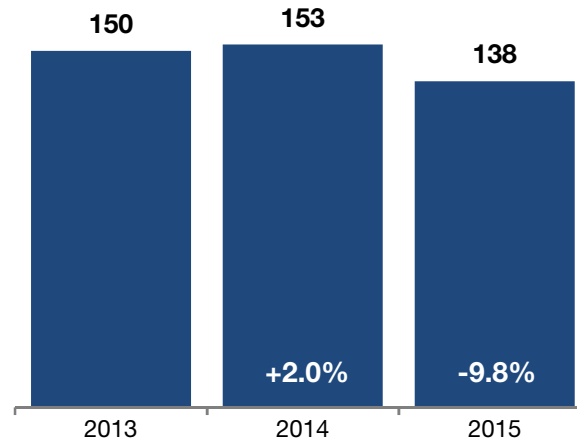
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

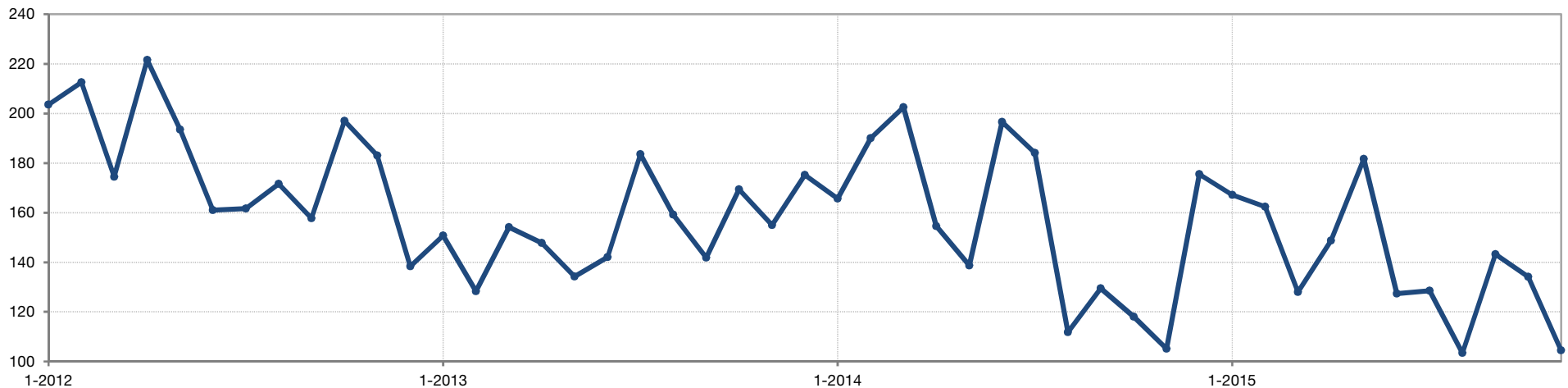


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	105	105	0.0%
12-Month Avg	155	141	-9.0%

Historical Days on Market Until Sale

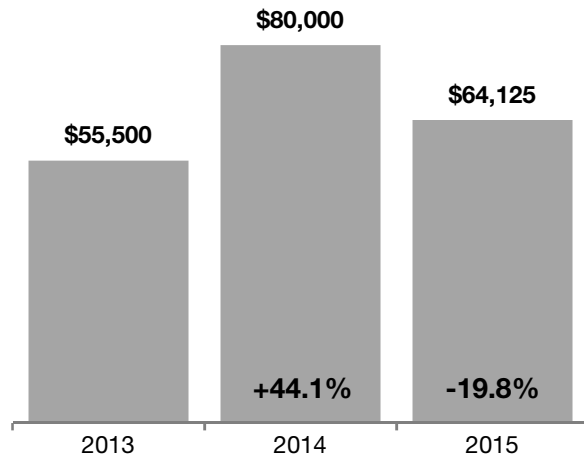


Median Sales Price

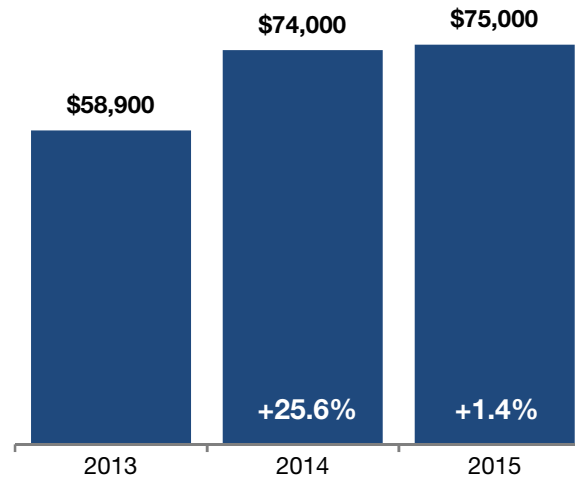
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

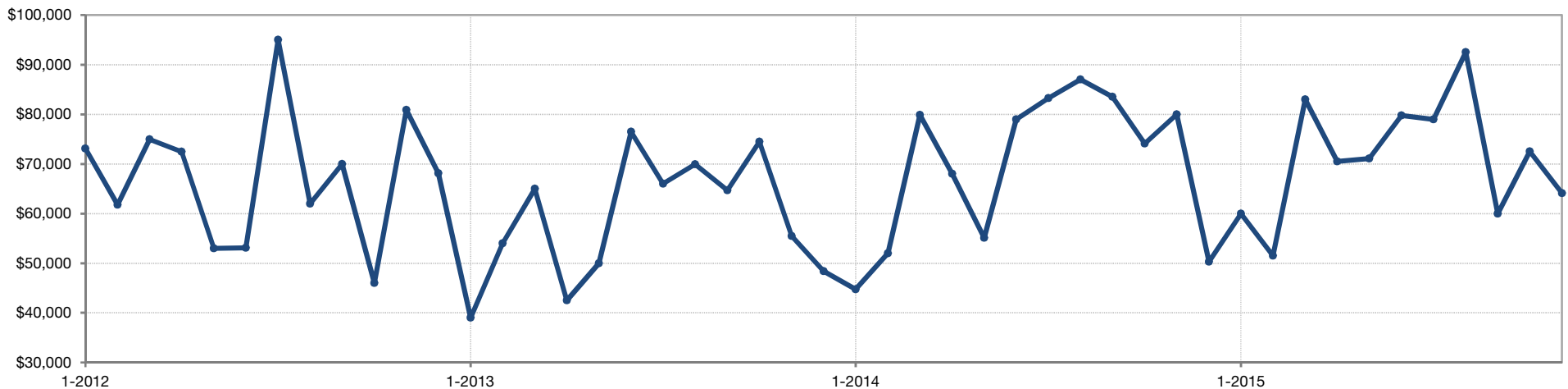


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$80,000	\$64,125	-19.8%
12-Month Med	\$72,000	\$74,000	+2.8%

Historical Median Sales Price

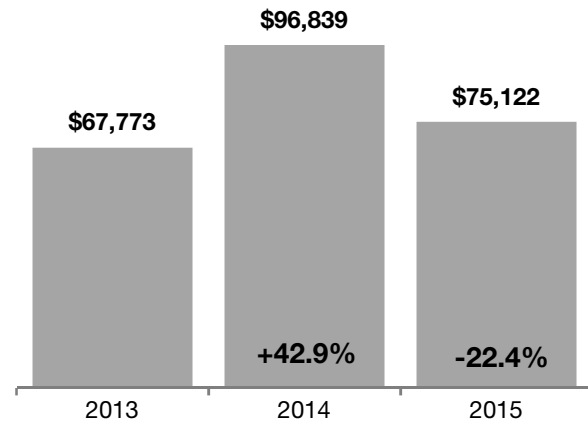


Average Sales Price

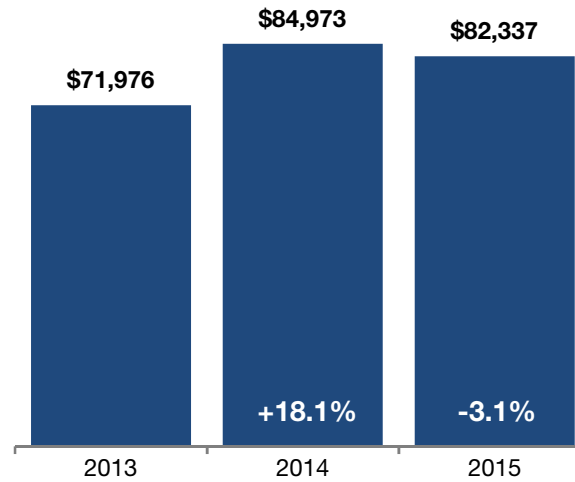
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

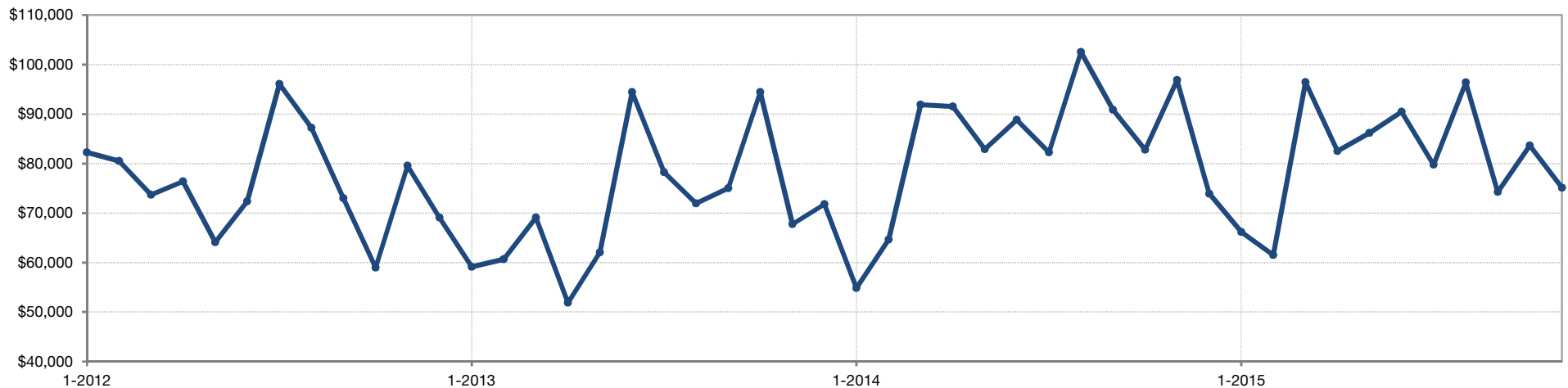


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$96,839	\$75,122	-22.4%
12-Month Avg	\$83,916	\$81,547	-2.8%

Historical Average Sales Price

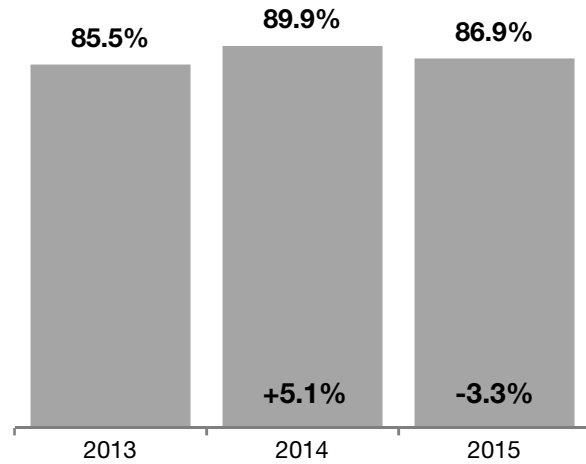


Percent of Original List Price Received

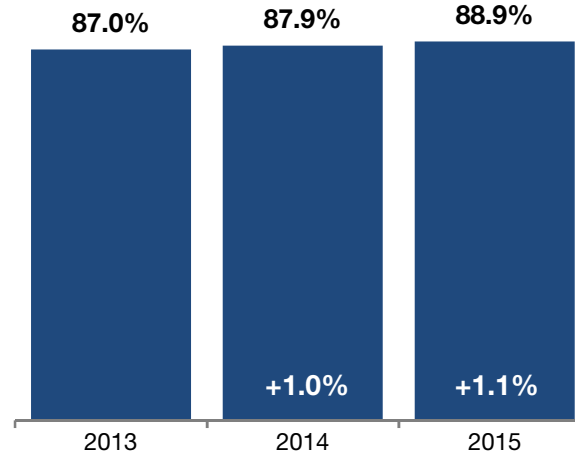
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November

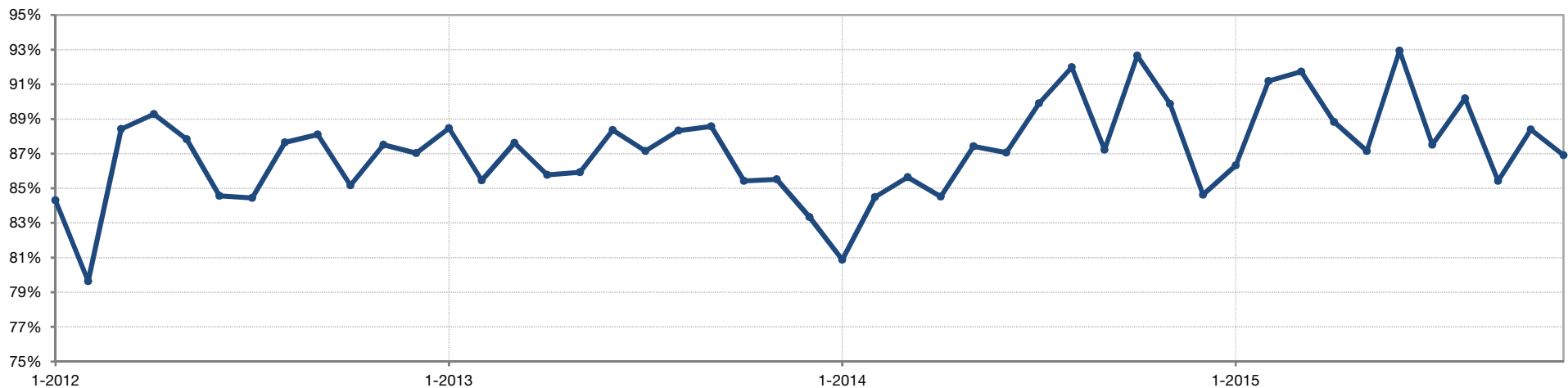


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	89.9%	86.9%	-3.3%
12-Month Avg	87.6%	88.5%	+1.0%

Historical Percent of Original List Price Received

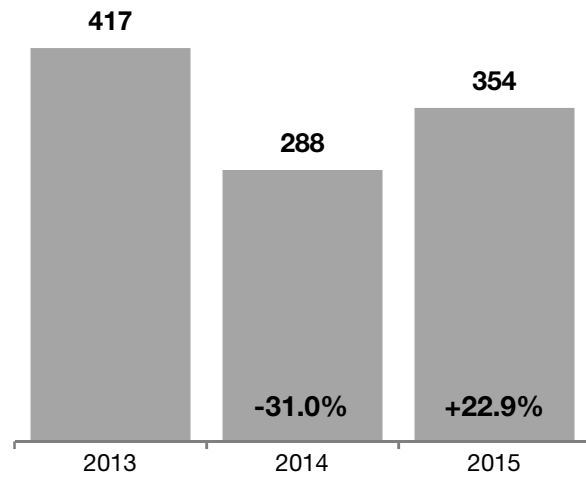


Housing Affordability Index

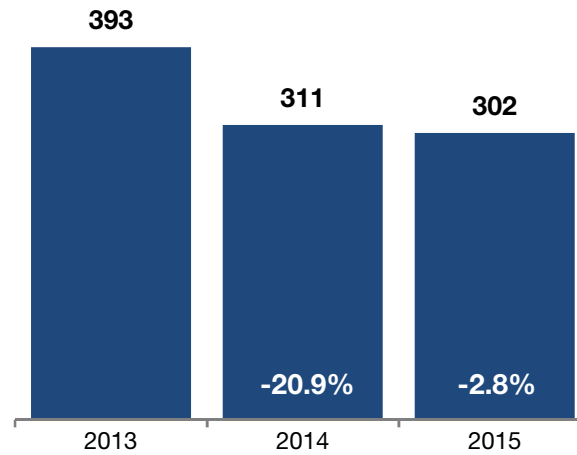
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



November

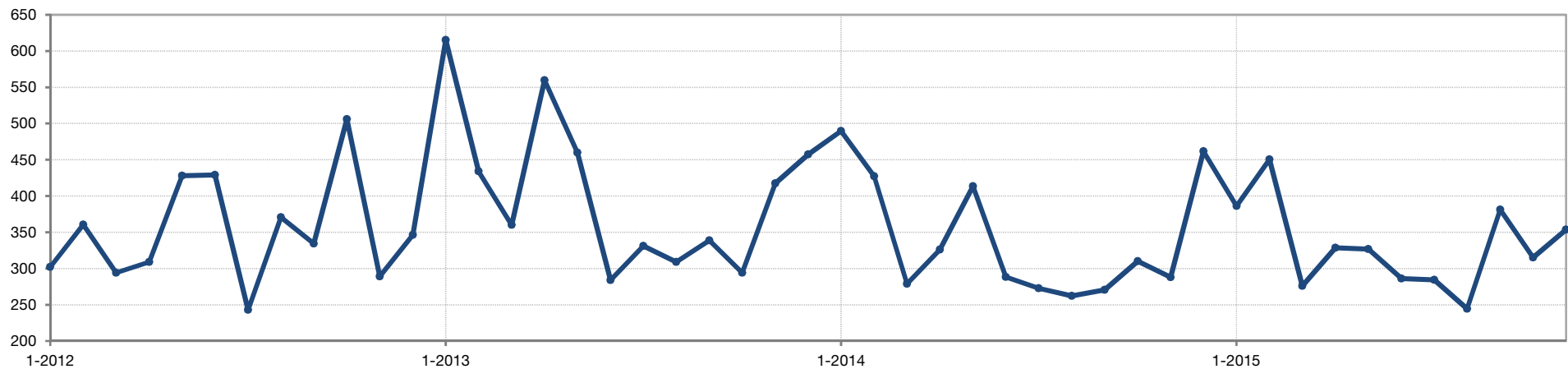


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	288	354	+22.9%
12-Month Avg	340	341	+2.2%

Historical Housing Affordability Index

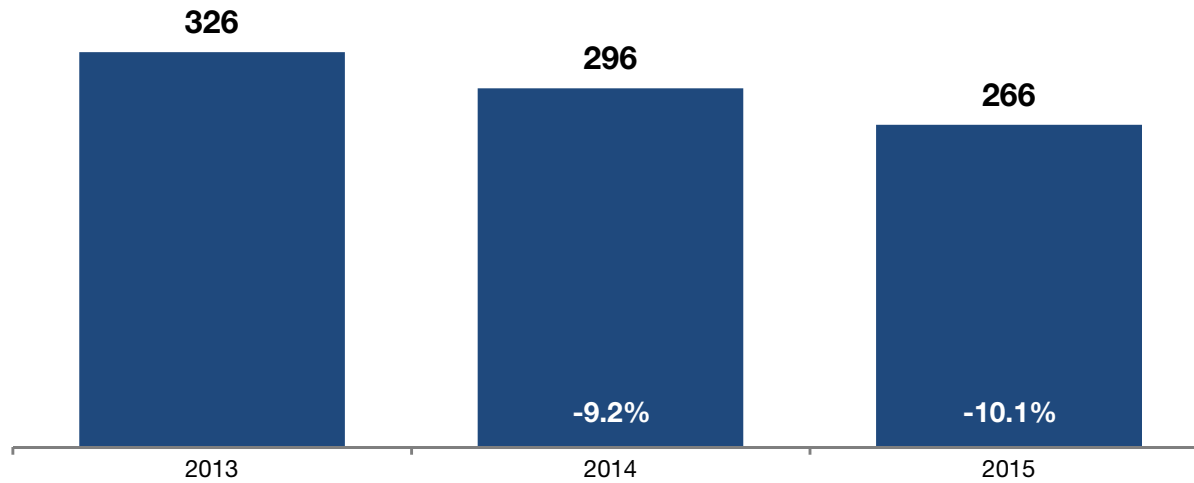


Inventory of Homes for Sale

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

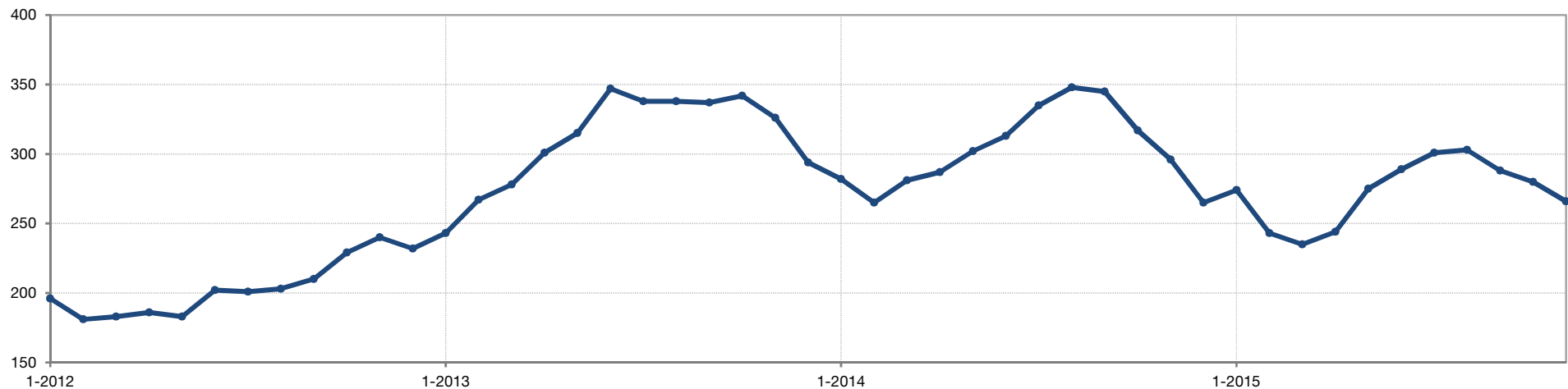


November



Month	Prior Year	Current Year	+ / -
December	294	265	-9.9%
January	282	274	-2.8%
February	265	243	-8.3%
March	281	235	-16.4%
April	287	244	-15.0%
May	302	275	-8.9%
June	313	289	-7.7%
July	335	301	-10.1%
August	348	303	-12.9%
September	345	288	-16.5%
October	317	280	-11.7%
November	296	266	-10.1%
12-Month Avg	305	272	-10.9%

Historical Inventory of Homes for Sale

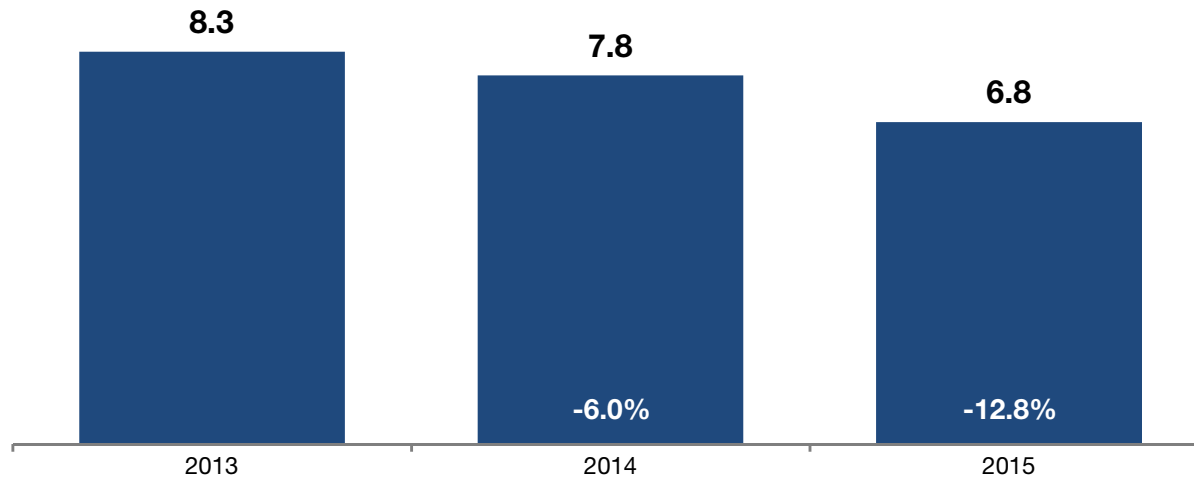


Months Supply of Inventory

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.



November



Month	Prior Year	Current Year	+ / -
December	7.6	6.9	-9.2%
January	7.3	7.3	0.0%
February	6.8	6.3	-7.4%
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	7.6	-17.4%
August	9.7	7.6	-21.6%
September	9.6	7.3	-24.0%
October	8.3	7.4	-10.8%
November	7.8	6.8	-12.8%
12-Month Avg	8.2	7.0	-14.6%

Historical Months Supply of Inventory

