

Monthly Indicators

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



January 2016



Quick Facts

- 20.6% **+ 50.0%** **+ 3.3%**

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.



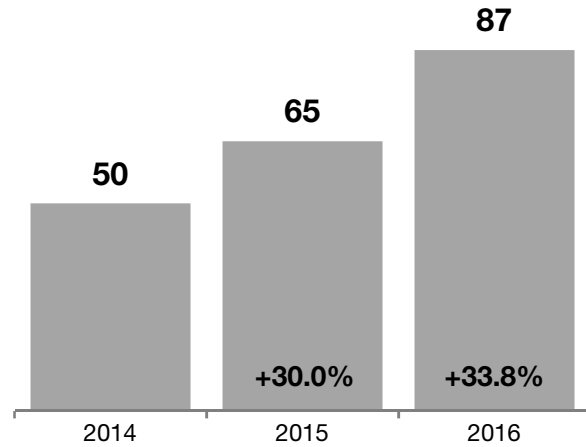
Key Metrics	Historical Sparklines	1-2015	1-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		65	87	+ 33.8%	65	87	+ 33.8%
Pending Sales		30	40	+ 33.3%	30	40	+ 33.3%
Closed Sales		34	27	- 20.6%	34	27	- 20.6%
Days on Market Until Sale		167	134	- 19.8%	167	134	- 19.8%
Median Sales Price		\$60,000	\$90,000	+ 50.0%	\$60,000	\$90,000	+ 50.0%
Average Sales Price		\$66,185	\$89,020	+ 34.5%	\$66,185	\$89,020	+ 34.5%
Percent of Original List Price Received		86.3%	88.4%	+ 2.4%	86.3%	88.4%	+ 2.4%
Housing Affordability Index		386	258	- 33.1%	386	258	- 33.1%
Inventory of Homes for Sale		274	283	+ 3.3%	--	--	--
Months Supply of Homes for Sale		7.3	7.4	+ 1.4%	--	--	--

New Listings

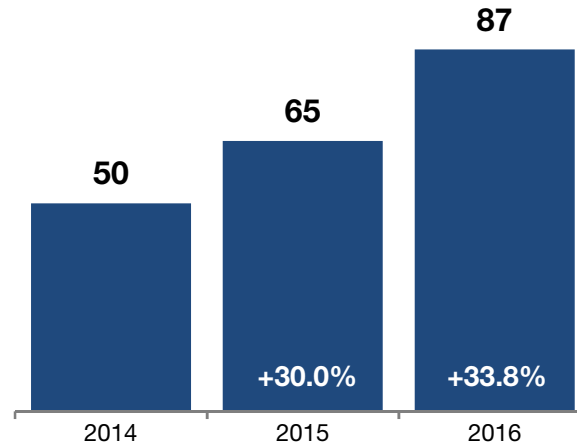
A count of the properties that have been newly listed on the market in a given month.



January

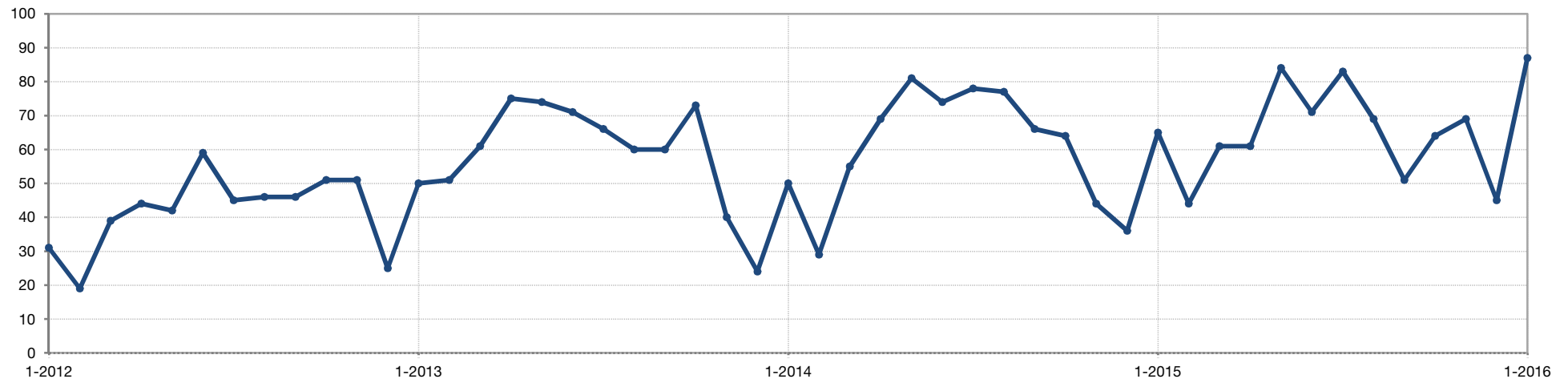


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	29	44	+51.7%
March 2015	55	61	+10.9%
April 2015	69	61	-11.6%
May 2015	81	84	+3.7%
June 2015	74	71	-4.1%
July 2015	78	83	+6.4%
August 2015	77	69	-10.4%
September 2015	66	51	-22.7%
October 2015	64	64	0.0%
November 2015	44	69	+56.8%
December 2015	36	45	+25.0%
January 2016	65	87	+33.8%
12-Month Avg	62	66	+6.9%

Historical New Listing Activity

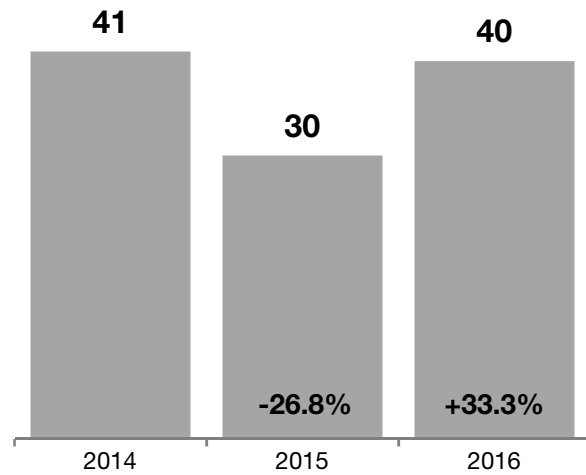


Pending Sales

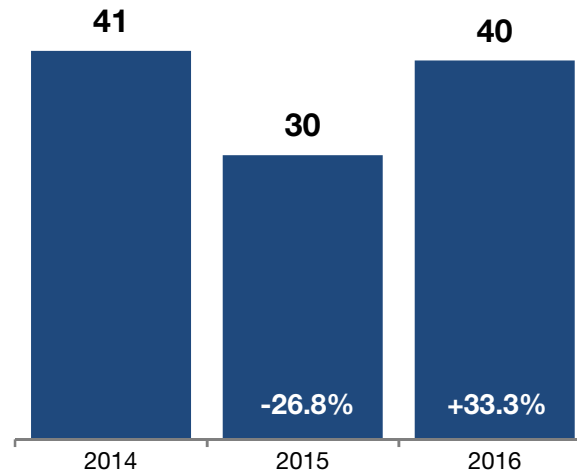
A count of the properties on which contracts have been accepted in a given month.



January

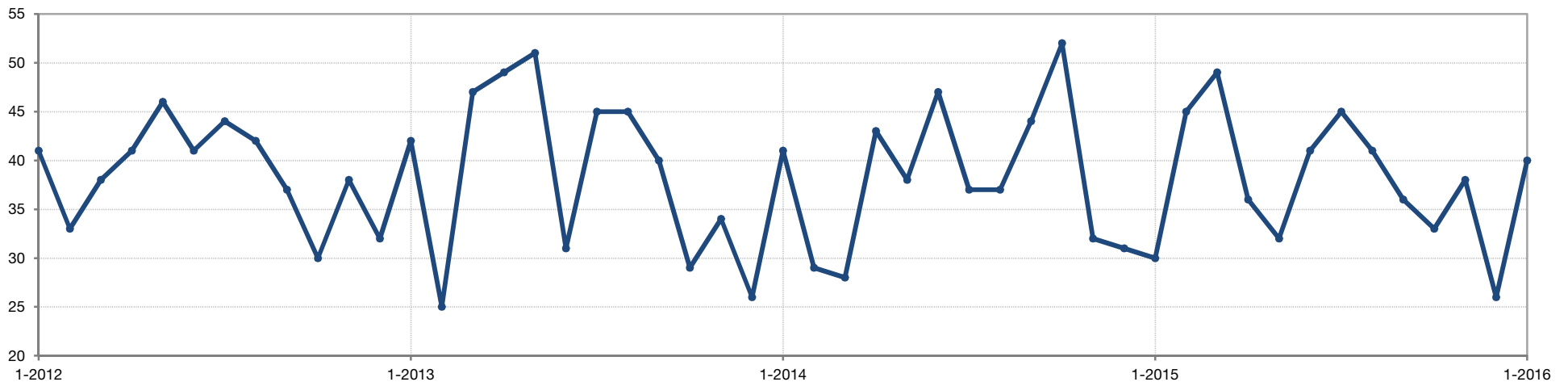


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	29	45	+55.2%
March 2015	28	49	+75.0%
April 2015	43	36	-16.3%
May 2015	38	32	-15.8%
June 2015	47	41	-12.8%
July 2015	37	45	+21.6%
August 2015	37	41	+10.8%
September 2015	44	36	-18.2%
October 2015	52	33	-36.5%
November 2015	32	38	+18.8%
December 2015	31	26	-16.1%
January 2016	30	40	+33.3%
12-Month Avg	37	39	+3.1%

Historical Pending Sales Activity

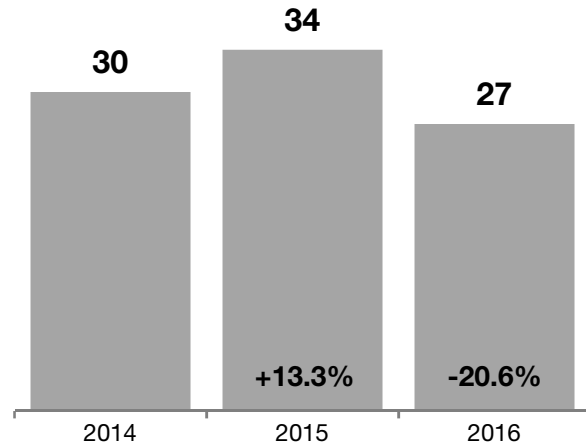


Closed Sales

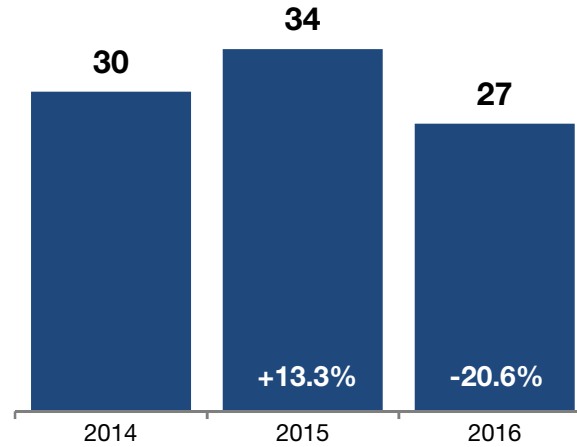
A count of the actual sales that have closed in a given month.



January

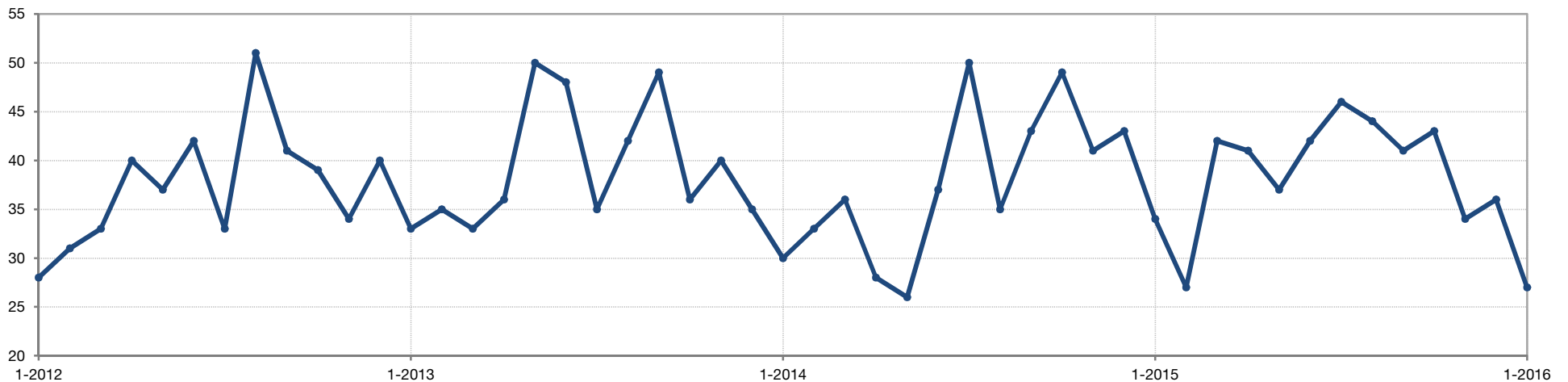


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	33	27	-18.2%
March 2015	36	42	+16.7%
April 2015	28	41	+46.4%
May 2015	26	37	+42.3%
June 2015	37	42	+13.5%
July 2015	50	46	-8.0%
August 2015	35	44	+25.7%
September 2015	43	41	-4.7%
October 2015	49	43	-12.2%
November 2015	41	34	-17.1%
December 2015	43	36	-16.3%
January 2016	34	27	-20.6%
12-Month Avg	38	38	+4.0%

Historical Closed Sales Activity

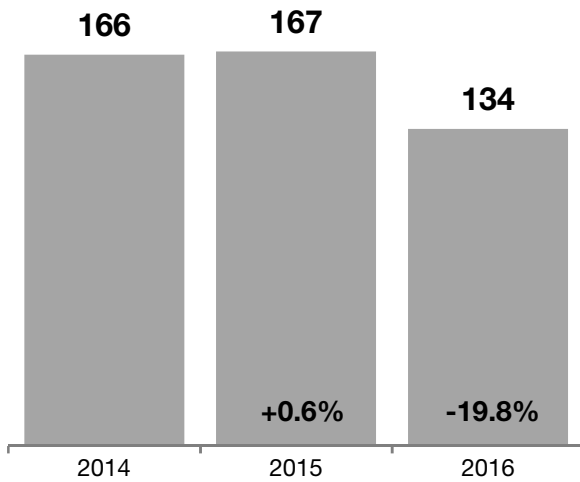


Days on Market Until Sale

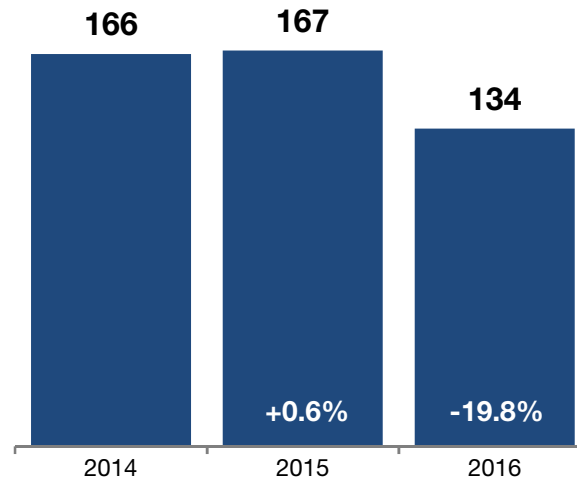
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

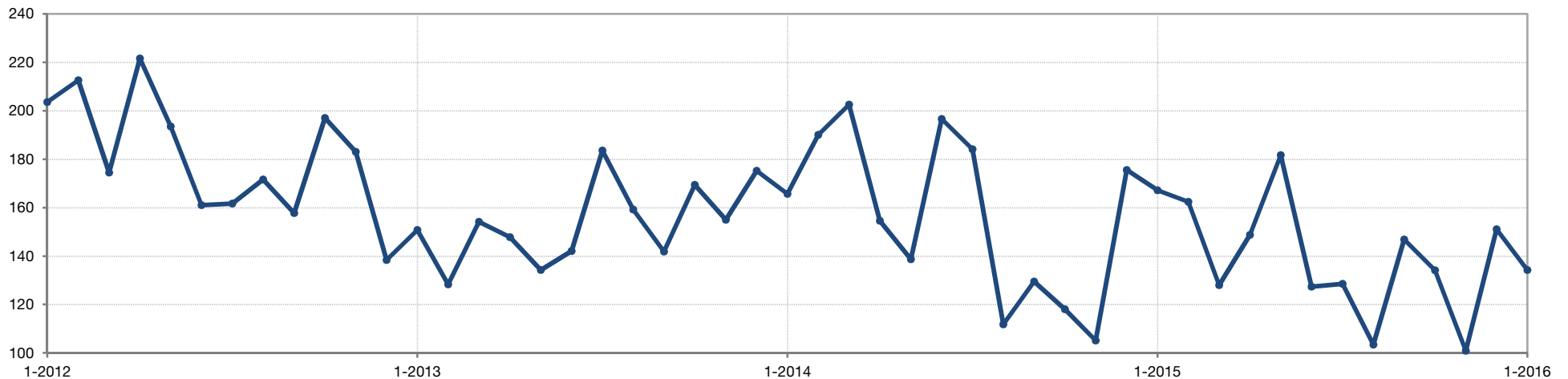


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	190	162	-14.7%
March 2015	202	128	-36.6%
April 2015	155	149	-3.9%
May 2015	139	182	+30.9%
June 2015	197	127	-35.5%
July 2015	184	129	-29.9%
August 2015	112	103	-8.0%
September 2015	129	147	+14.0%
October 2015	118	134	+13.6%
November 2015	105	101	-3.8%
December 2015	176	151	-14.2%
January 2016	167	134	-19.8%
12-Month Avg	155	136	-12.3%

Historical Days on Market Until Sale

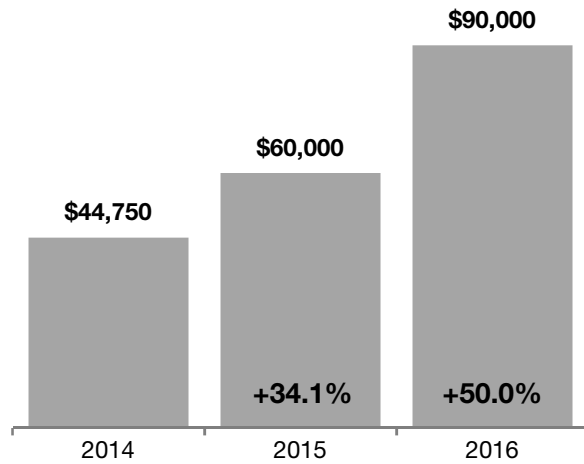


Median Sales Price

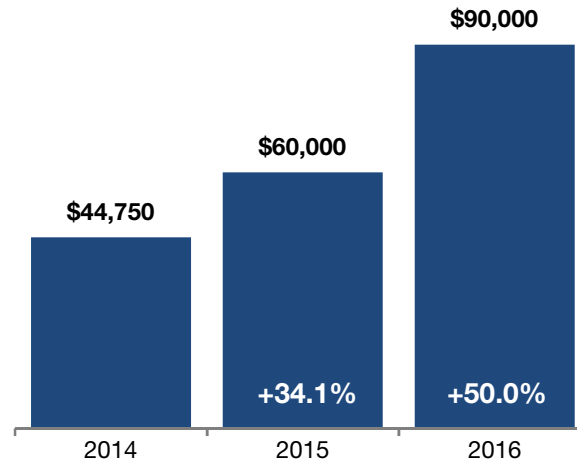
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

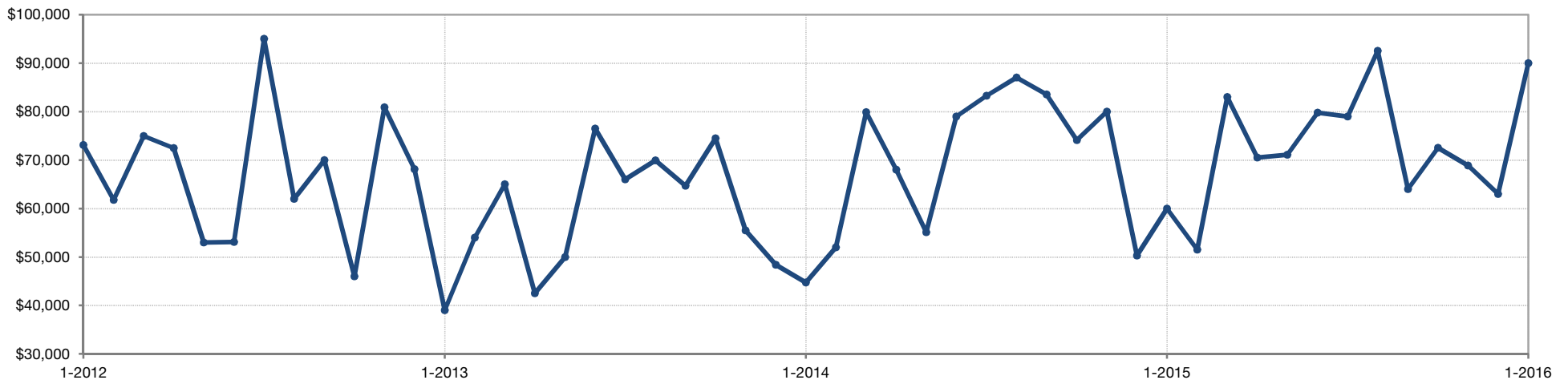


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	\$52,000	\$51,500	-1.0%
March 2015	\$79,850	\$83,000	+3.9%
April 2015	\$68,000	\$70,500	+3.7%
May 2015	\$55,101	\$71,100	+29.0%
June 2015	\$79,000	\$79,750	+0.9%
July 2015	\$83,250	\$79,000	-5.1%
August 2015	\$87,000	\$92,500	+6.3%
September 2015	\$83,500	\$64,000	-23.4%
October 2015	\$74,100	\$72,500	-2.2%
November 2015	\$80,000	\$68,875	-13.9%
December 2015	\$50,280	\$63,000	+25.3%
January 2016	\$60,000	\$90,000	+50.0%
12-Month Med	\$74,500	\$75,000	+0.7%

Historical Median Sales Price

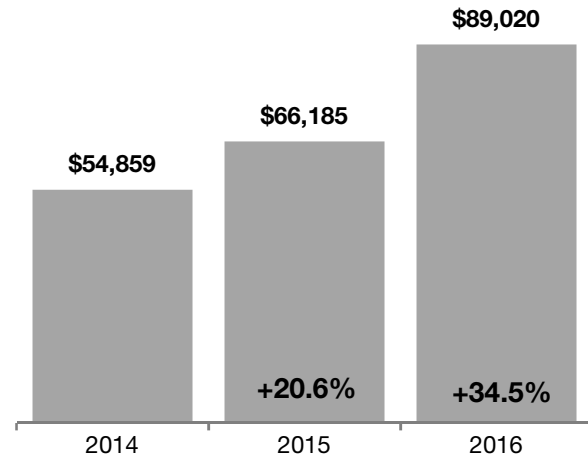


Average Sales Price

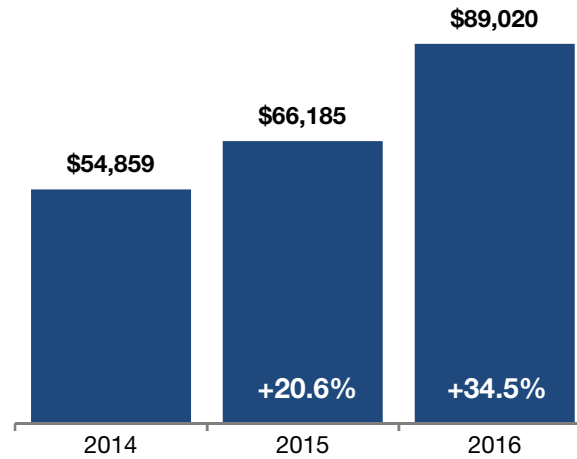
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

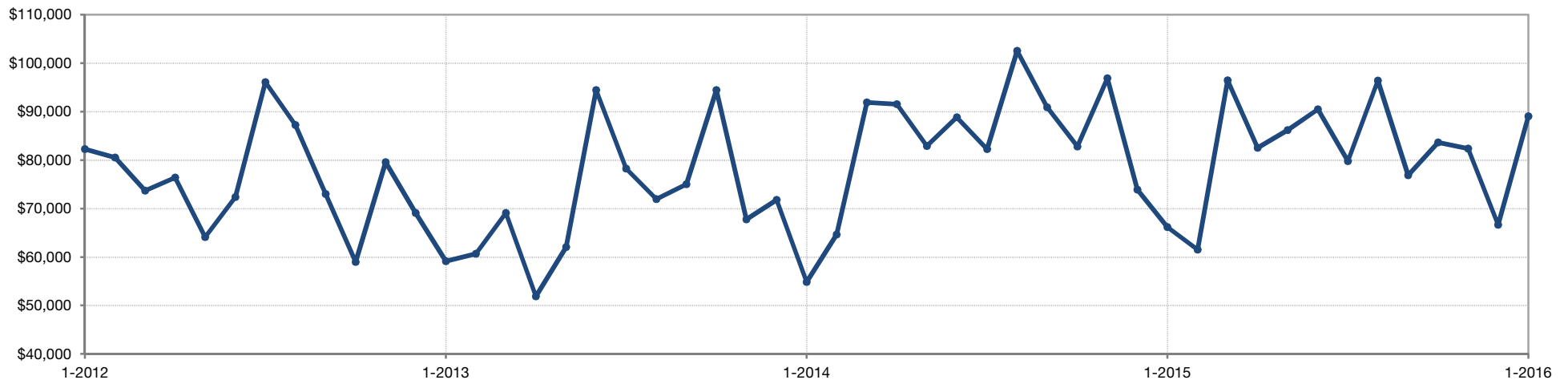


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	\$64,638	\$61,502	-4.9%
March 2015	\$91,880	\$96,454	+5.0%
April 2015	\$91,500	\$82,540	-9.8%
May 2015	\$82,872	\$86,160	+4.0%
June 2015	\$88,829	\$90,471	+1.8%
July 2015	\$82,260	\$79,774	-3.0%
August 2015	\$102,531	\$96,395	-6.0%
September 2015	\$90,905	\$76,845	-15.5%
October 2015	\$82,768	\$83,646	+1.1%
November 2015	\$96,839	\$82,364	-14.9%
December 2015	\$73,873	\$66,663	-9.8%
January 2016	\$66,185	\$89,020	+34.5%
12-Month Avg	\$84,564	\$83,538	-1.2%

Historical Average Sales Price

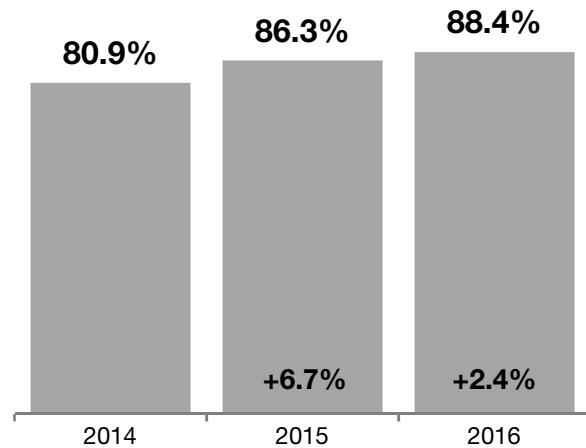


Percent of Original List Price Received

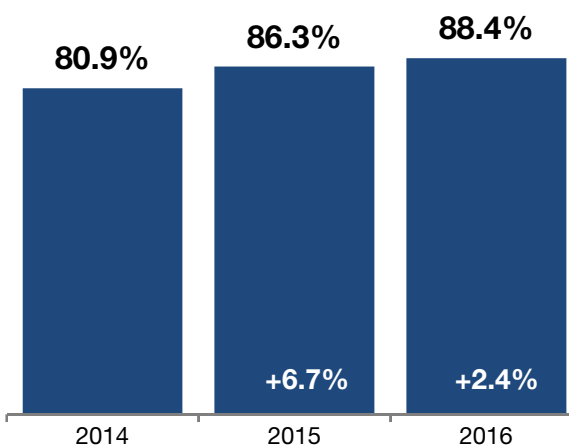
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

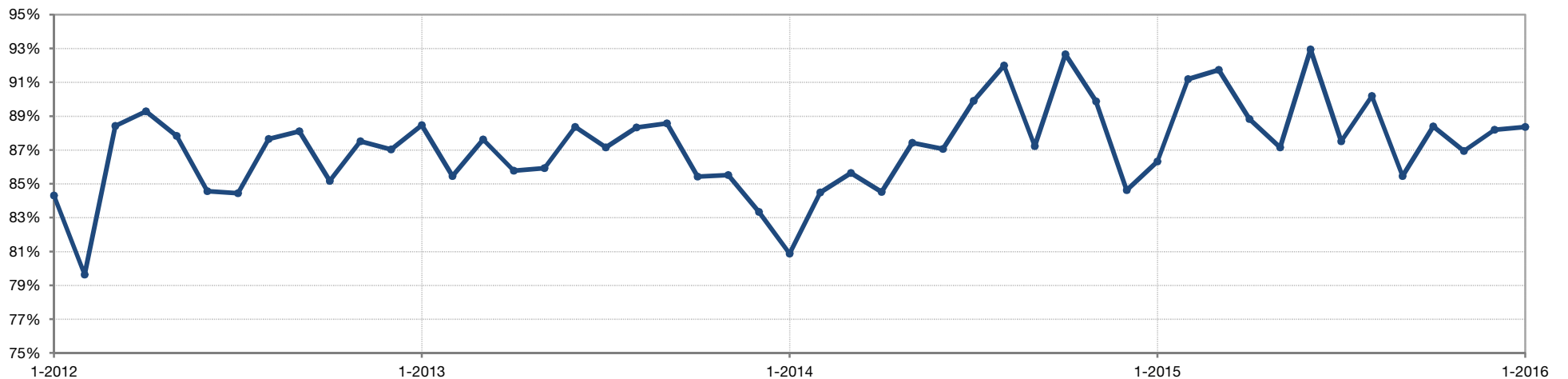


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	84.5%	91.2%	+7.9%
March 2015	85.6%	91.7%	+7.1%
April 2015	84.5%	88.8%	+5.1%
May 2015	87.4%	87.2%	-0.2%
June 2015	87.1%	92.9%	+6.7%
July 2015	89.9%	87.5%	-2.7%
August 2015	92.0%	90.2%	-2.0%
September 2015	87.2%	85.5%	-1.9%
October 2015	92.7%	88.4%	-4.6%
November 2015	89.9%	86.9%	-3.3%
December 2015	84.6%	88.2%	+4.3%
January 2016	86.3%	88.4%	+2.4%
12-Month Avg	87.9%	88.9%	+1.1%

Historical Percent of Original List Price Received

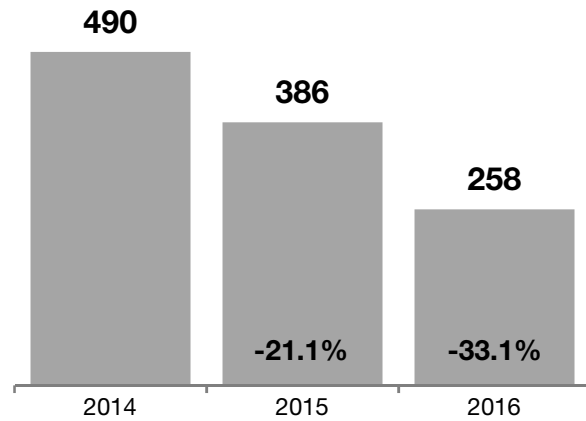


Housing Affordability Index

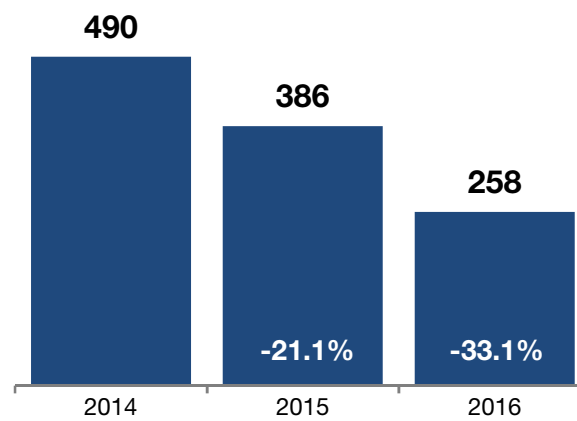
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

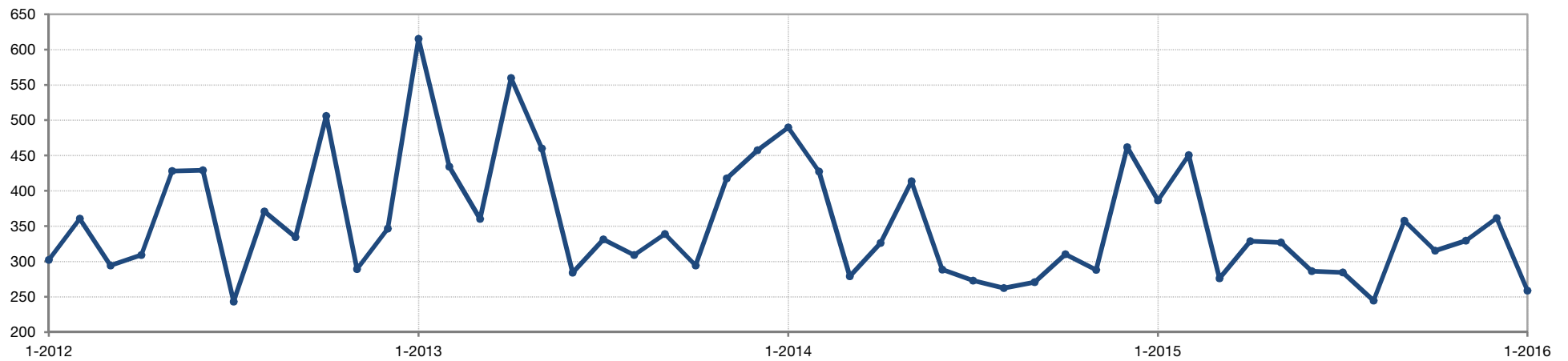


Year To Date



Month	Prior Year	Current Year	+ / -
February 2015	427	451	+5.4%
March 2015	279	276	-1.1%
April 2015	326	329	+0.8%
May 2015	414	327	-21.0%
June 2015	288	286	-0.7%
July 2015	273	284	+4.2%
August 2015	262	245	-6.7%
September 2015	271	357	+32.1%
October 2015	310	315	+1.6%
November 2015	288	329	+14.4%
December 2015	462	361	-21.8%
January 2016	386	258	-33.1%
12-Month Avg	332	318	-2.2%

Historical Housing Affordability Index

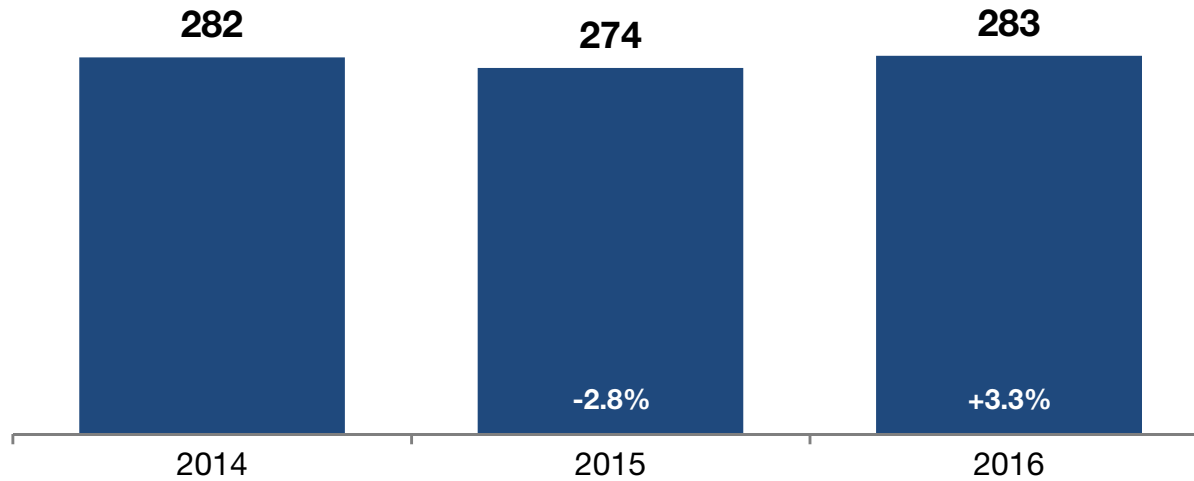


Inventory of Homes for Sale

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

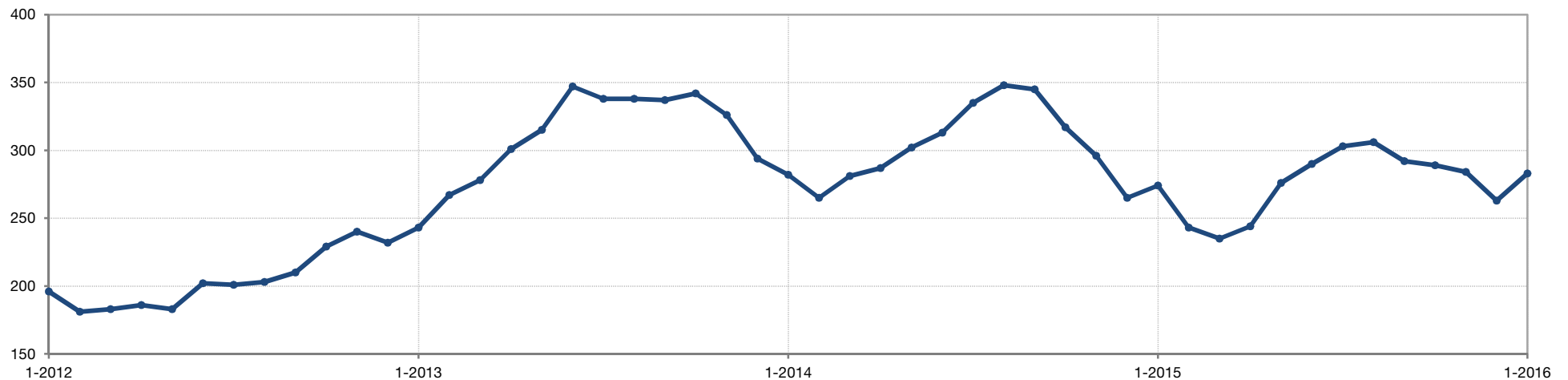


January



Month	Prior Year	Current Year	+ / -
February 2015	265	243	-8.3%
March 2015	281	235	-16.4%
April 2015	287	244	-15.0%
May 2015	302	276	-8.6%
June 2015	313	290	-7.3%
July 2015	335	303	-9.6%
August 2015	348	306	-12.1%
September 2015	345	292	-15.4%
October 2015	317	289	-8.8%
November 2015	296	284	-4.1%
December 2015	265	263	-0.8%
January 2016	274	283	+3.3%
12-Month Avg	302	276	-8.6%

Historical Inventory of Homes for Sale

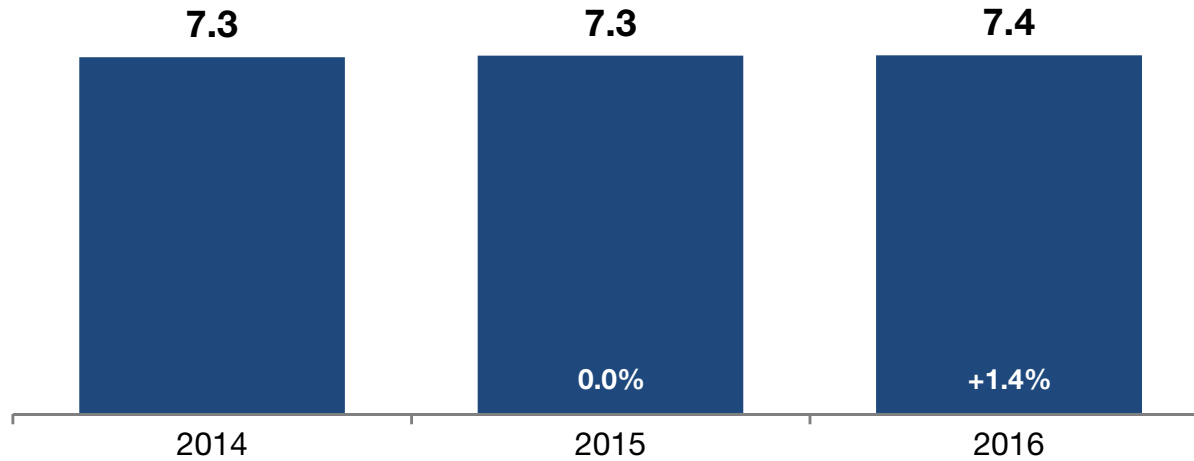


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February 2015	6.8	6.3	-7.4%
March 2015	7.5	5.8	-22.7%
April 2015	7.8	6.1	-21.8%
May 2015	8.4	7.0	-16.7%
June 2015	8.4	7.5	-10.7%
July 2015	9.2	7.7	-16.3%
August 2015	9.7	7.7	-20.6%
September 2015	9.6	7.5	-21.9%
October 2015	8.3	7.7	-7.2%
November 2015	7.8	7.5	-3.8%
December 2015	6.9	7.0	+1.4%
January 2016	7.3	7.4	+1.4%
12-Month Avg	8.2	7.1	-13.4%

Historical Months Supply of Inventory

