

# Monthly Indicators

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



## February 2016



## Quick Facts

**+ 3.7%**      **+ 60.2%**      **+ 16.5%**

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.



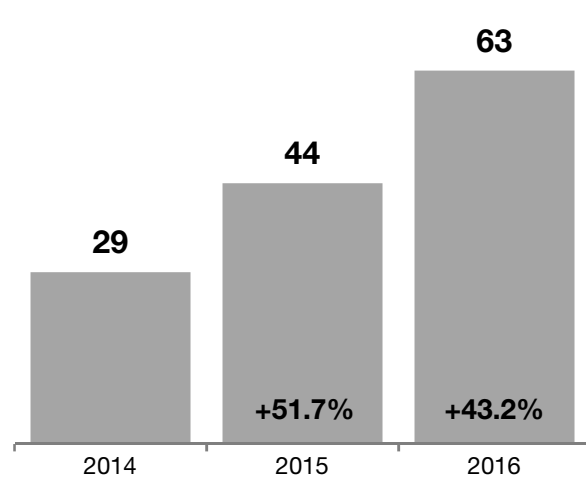
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		44	<b>63</b>	+ 43.2%	109	<b>151</b>	+ 38.5%
<b>Pending Sales</b>		45	<b>51</b>	+ 13.3%	75	<b>86</b>	+ 14.7%
<b>Closed Sales</b>		27	<b>28</b>	+ 3.7%	61	<b>55</b>	- 9.8%
<b>Days on Market Until Sale</b>		162	<b>141</b>	- 13.0%	165	<b>137</b>	- 17.0%
<b>Median Sales Price</b>		\$51,500	<b>\$82,500</b>	+ 60.2%	\$54,800	<b>\$84,250</b>	+ 53.7%
<b>Average Sales Price</b>		\$61,502	<b>\$99,522</b>	+ 61.8%	\$64,121	<b>\$94,271</b>	+ 47.0%
<b>Percent of Original List Price Received</b>		91.2%	<b>89.2%</b>	- 2.2%	88.5%	<b>88.8%</b>	+ 0.3%
<b>Housing Affordability Index</b>		451	<b>291</b>	- 35.3%	423	<b>285</b>	- 32.6%
<b>Inventory of Homes for Sale</b>		243	<b>283</b>	+ 16.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.3	<b>7.3</b>	+ 15.9%	--	--	--

# New Listings

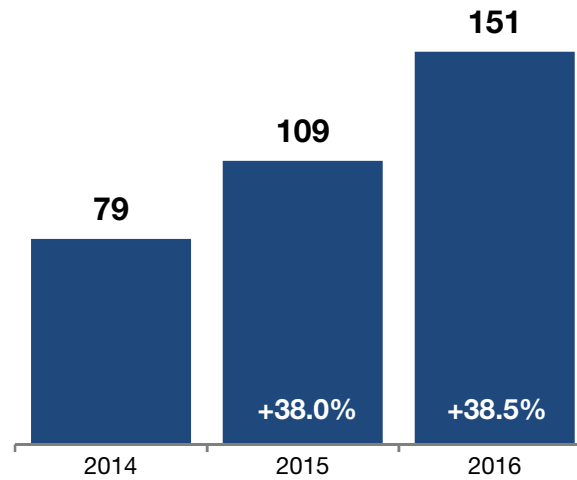
A count of the properties that have been newly listed on the market in a given month.



## February

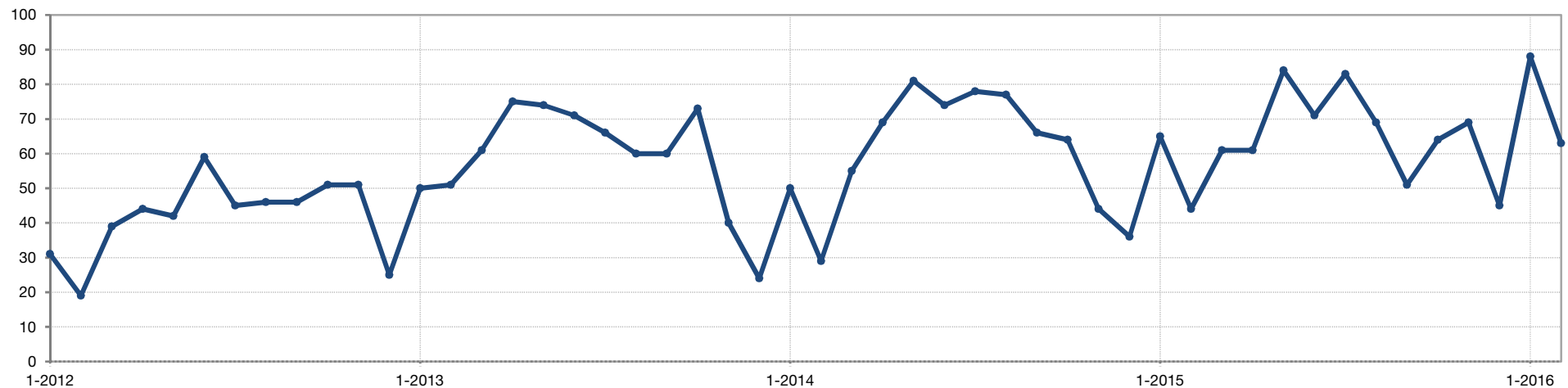


## Year To Date



Month	Prior Year	Current Year	+ / -
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	88	+35.4%
<b>February 2016</b>	<b>44</b>	<b>63</b>	<b>+43.2%</b>
12-Month Avg	63	67	+7.4%

## Historical New Listing Activity

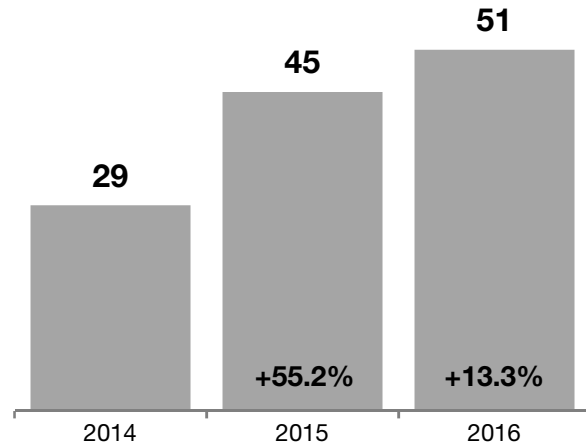


# Pending Sales

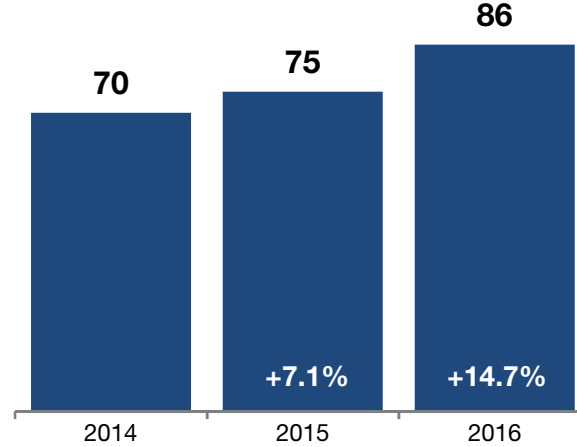
A count of the properties on which contracts have been accepted in a given month.



## February

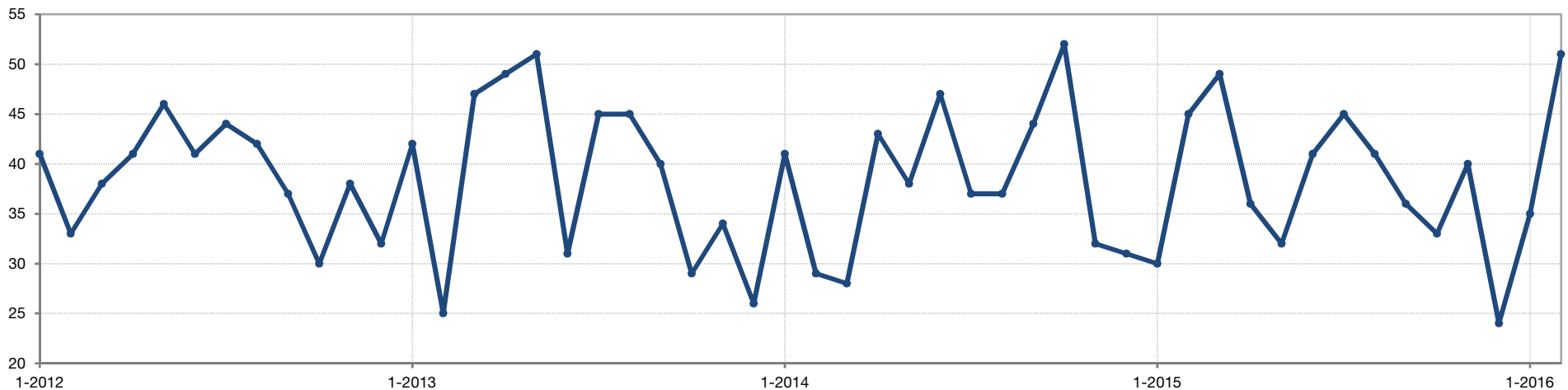


## Year To Date



Month	Prior Year	Current Year	+ / -
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	40	+25.0%
December 2015	31	24	-22.6%
January 2016	30	35	+16.7%
<b>February 2016</b>	<b>45</b>	<b>51</b>	<b>+13.3%</b>
12-Month Avg	39	39	-0.2%

## Historical Pending Sales Activity

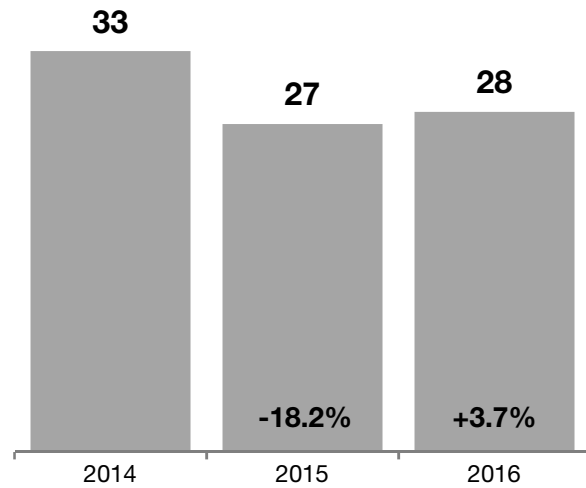


# Closed Sales

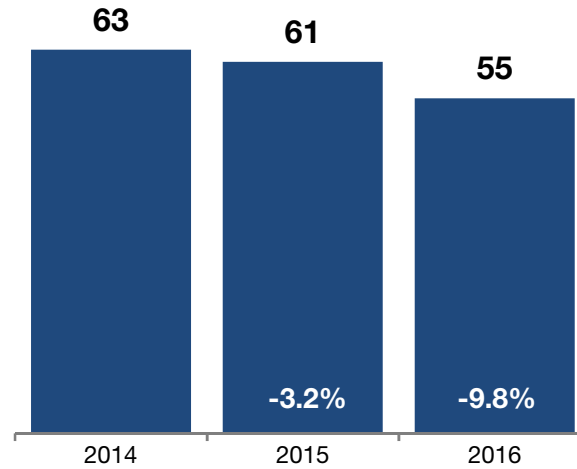
A count of the actual sales that have closed in a given month.



## February

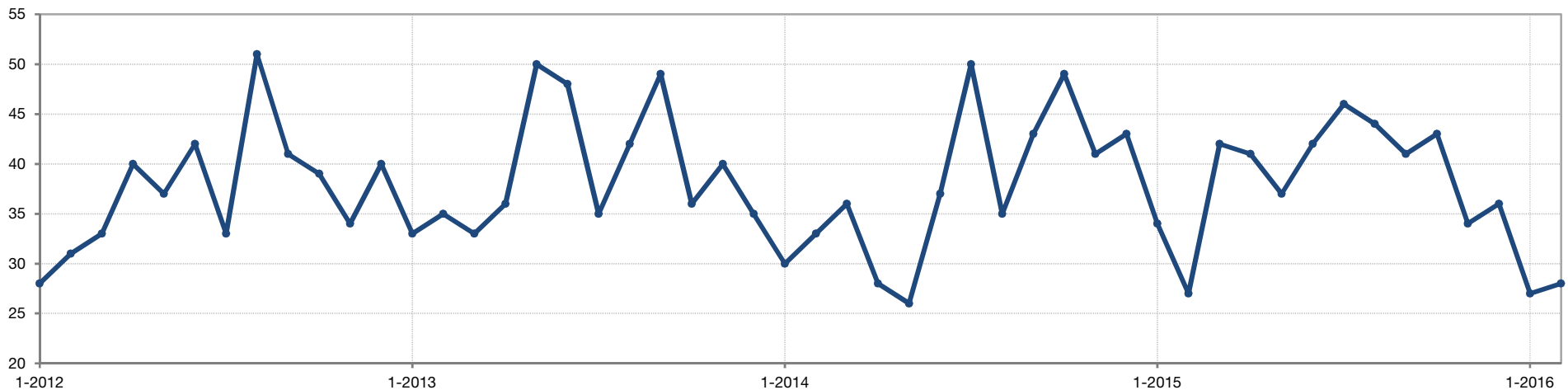


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>February 2016</b>	<b>27</b>	<b>28</b>	<b>+3.7%</b>
12-Month Avg	37	38	+5.8%

## Historical Closed Sales Activity

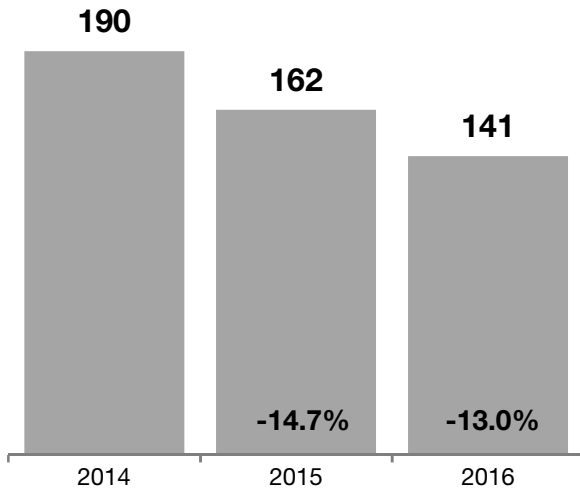


# Days on Market Until Sale

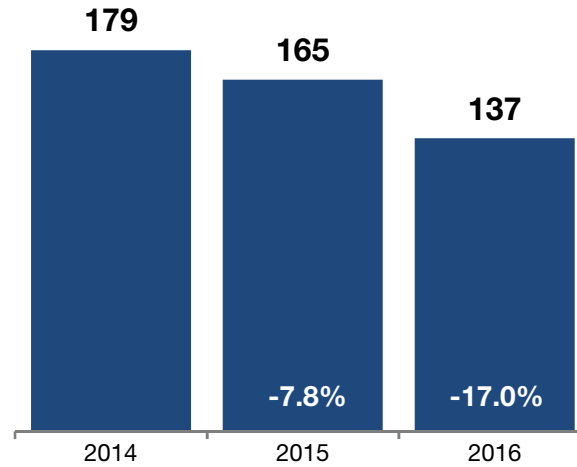
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February

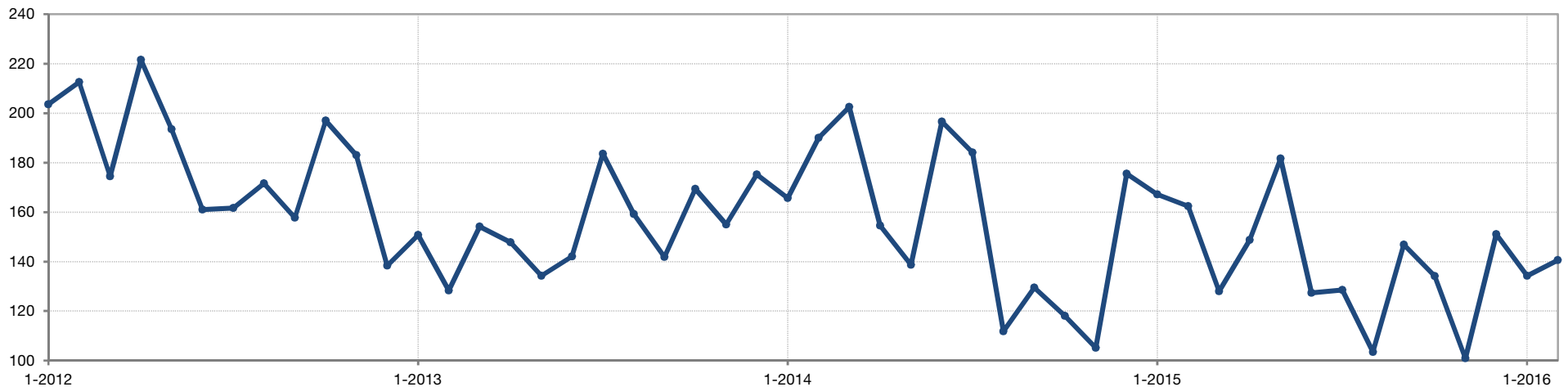


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>February 2016</b>	<b>162</b>	<b>141</b>	<b>-13.0%</b>
12-Month Avg	153	135	-11.8%

## Historical Days on Market Until Sale

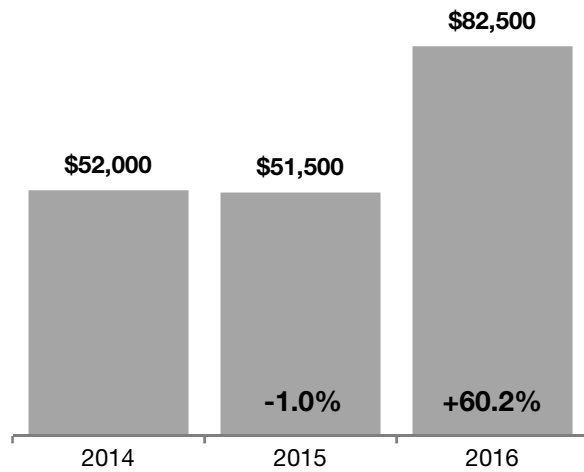


# Median Sales Price

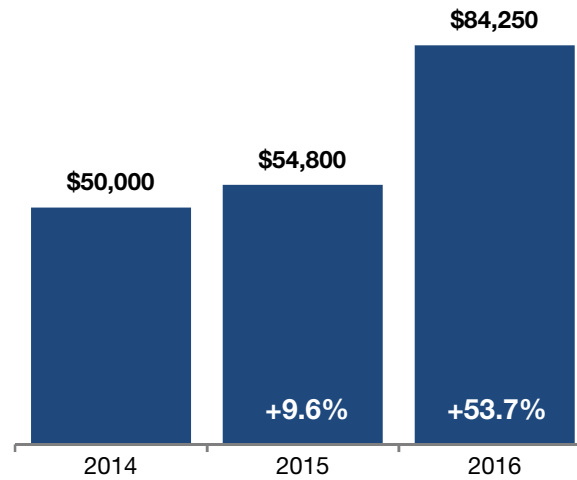
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## February

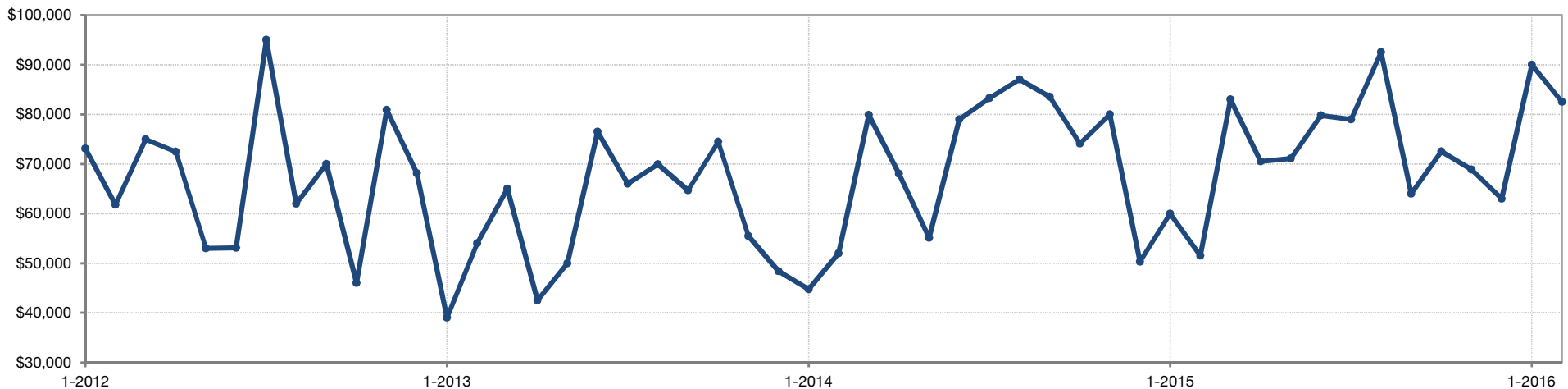


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>February 2016</b>	<b>\$51,500</b>	<b>\$82,500</b>	<b>+60.2%</b>
12-Month Med	\$74,000	\$78,000	+5.4%

## Historical Median Sales Price

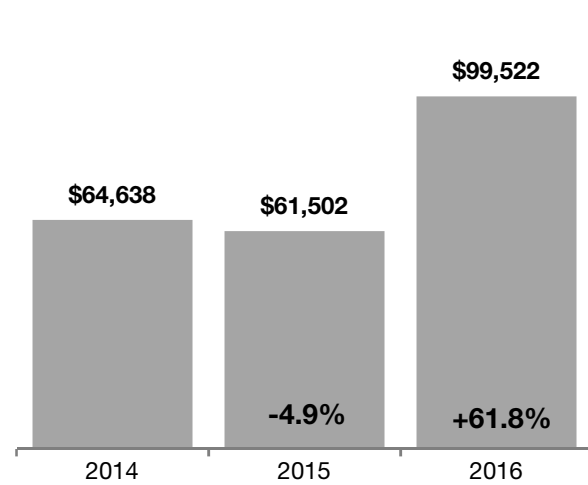


# Average Sales Price

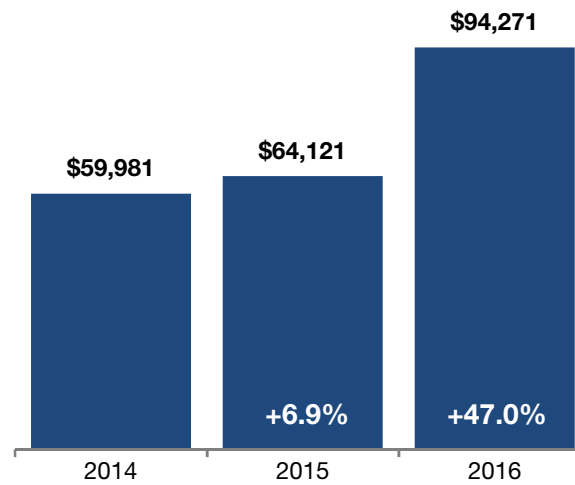
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

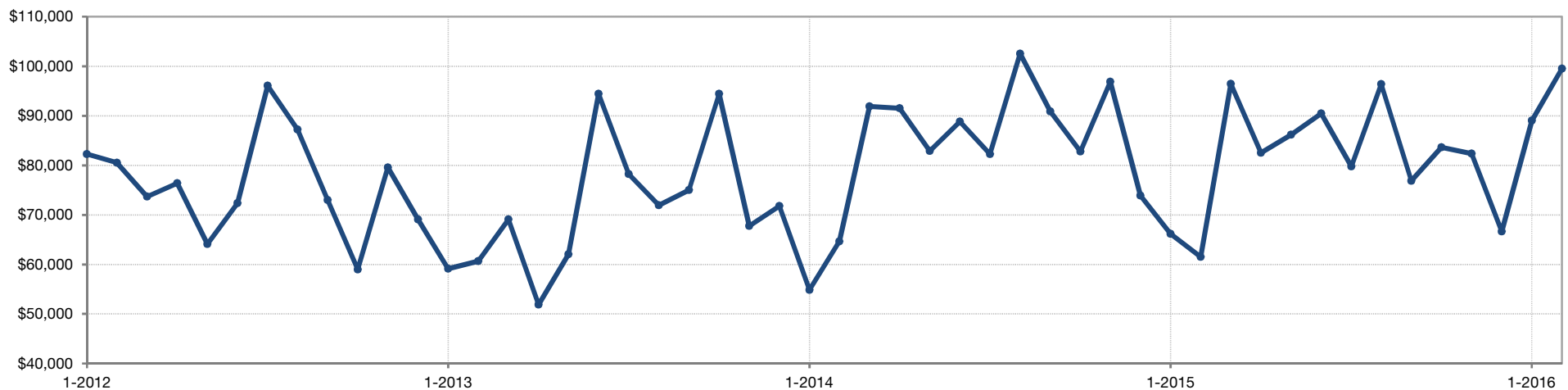


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>February 2016</b>	<b>\$61,502</b>	<b>\$99,522</b>	<b>+61.8%</b>
12-Month Avg	\$84,696	\$85,832	+1.3%

## Historical Average Sales Price



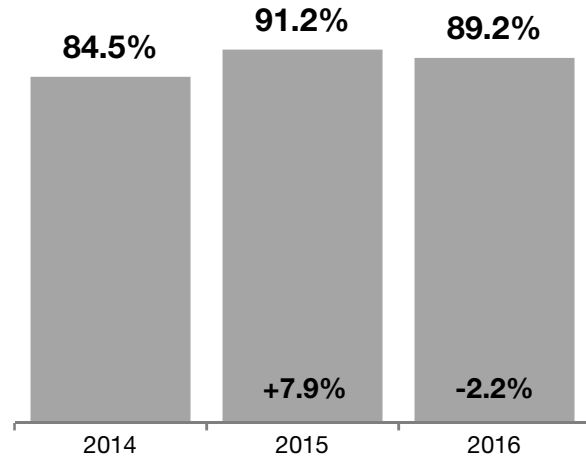


# Percent of Original List Price Received

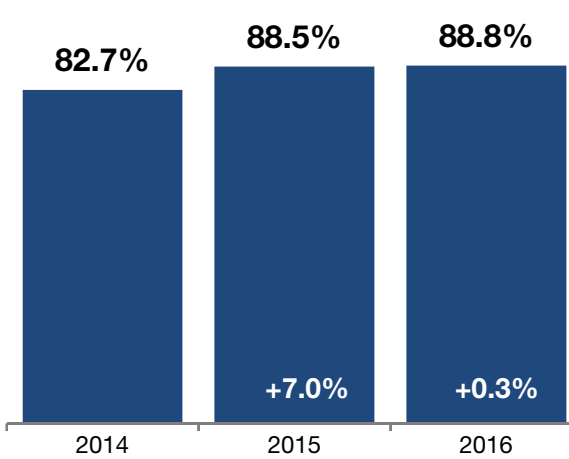
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February

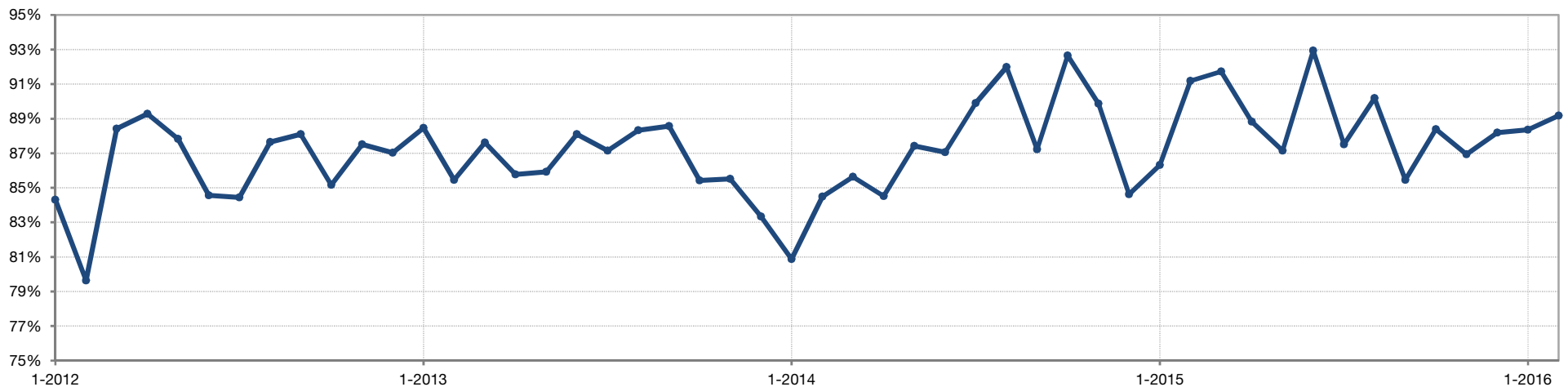


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>February 2016</b>	<b>91.2%</b>	<b>89.2%</b>	<b>-2.2%</b>
12-Month Avg	88.4%	88.8%	+0.5%

## Historical Percent of Original List Price Received

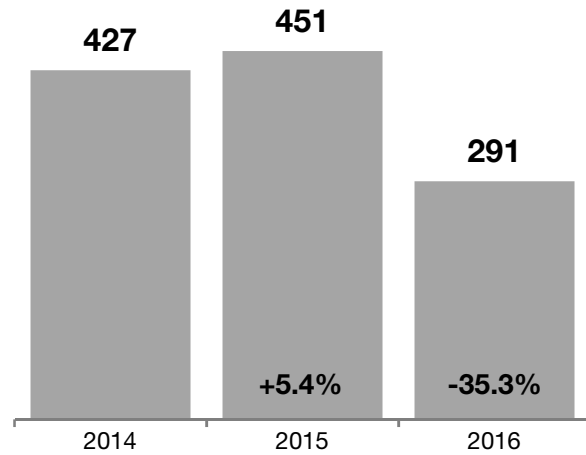


# Housing Affordability Index

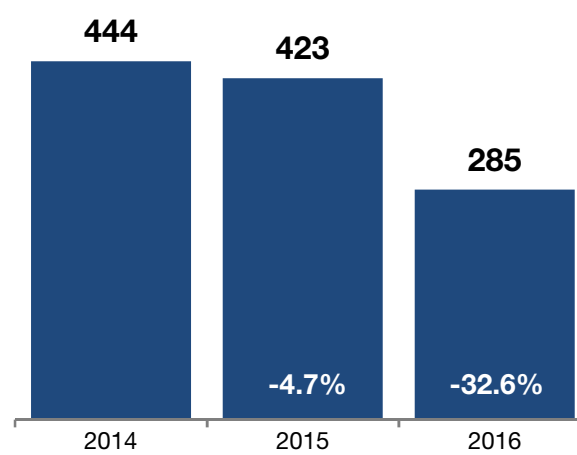
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## February

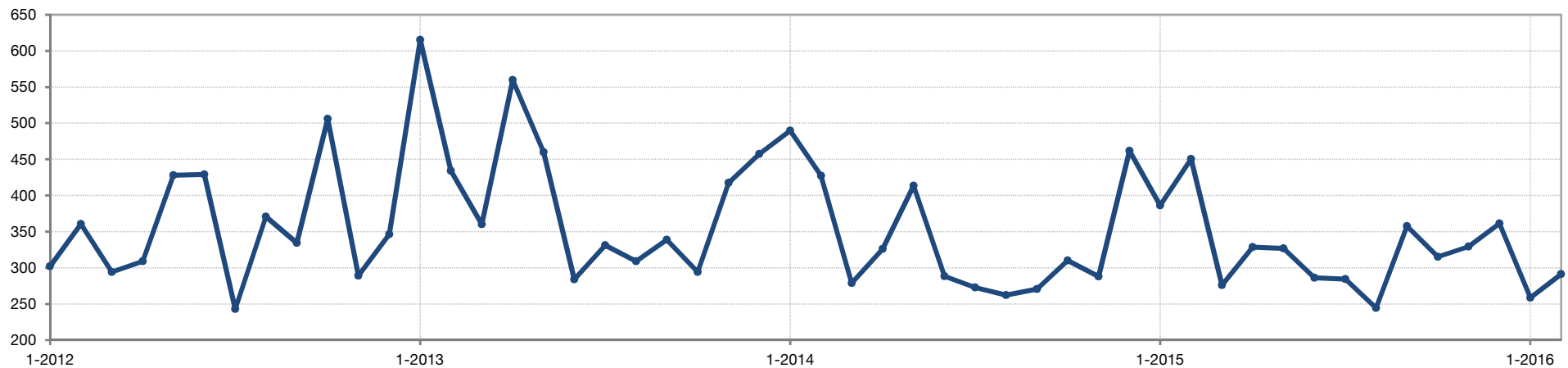


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>February 2016</b>	<b>451</b>	<b>291</b>	<b>-35.3%</b>
12-Month Avg	334	305	-5.6%

## Historical Housing Affordability Index

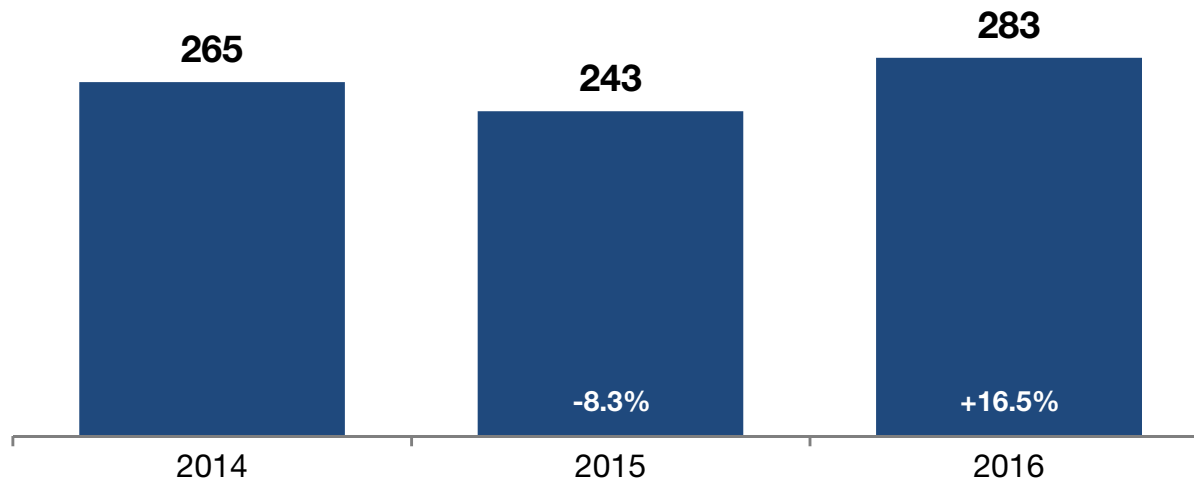


# Inventory of Homes for Sale

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

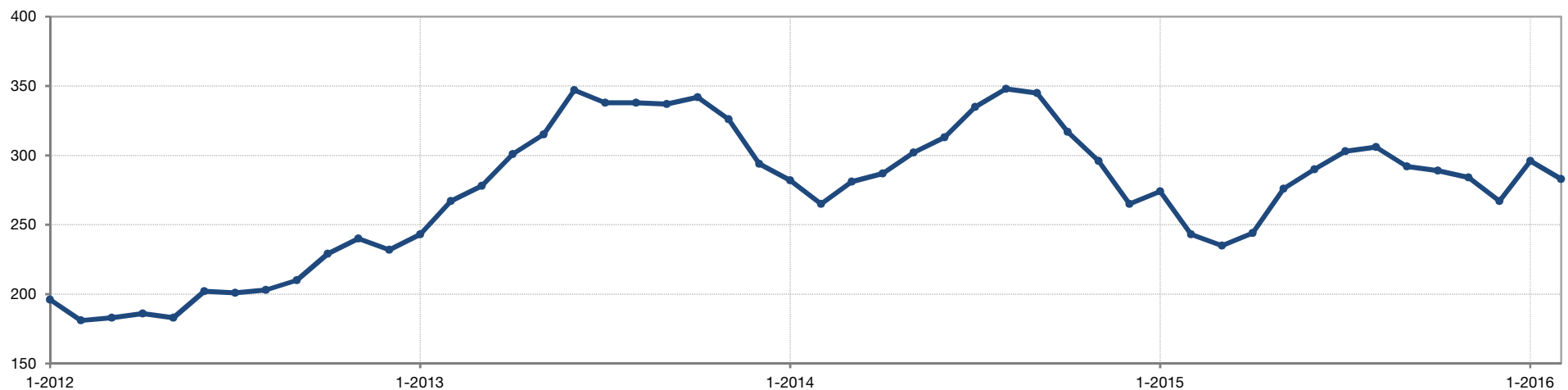


## February



Month	Prior Year	Current Year	+ / -
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	267	+0.8%
January 2016	274	296	+8.0%
<b>February 2016</b>	<b>243</b>	<b>283</b>	<b>+16.5%</b>
12-Month Avg	301	280	-6.0%

## Historical Inventory of Homes for Sale

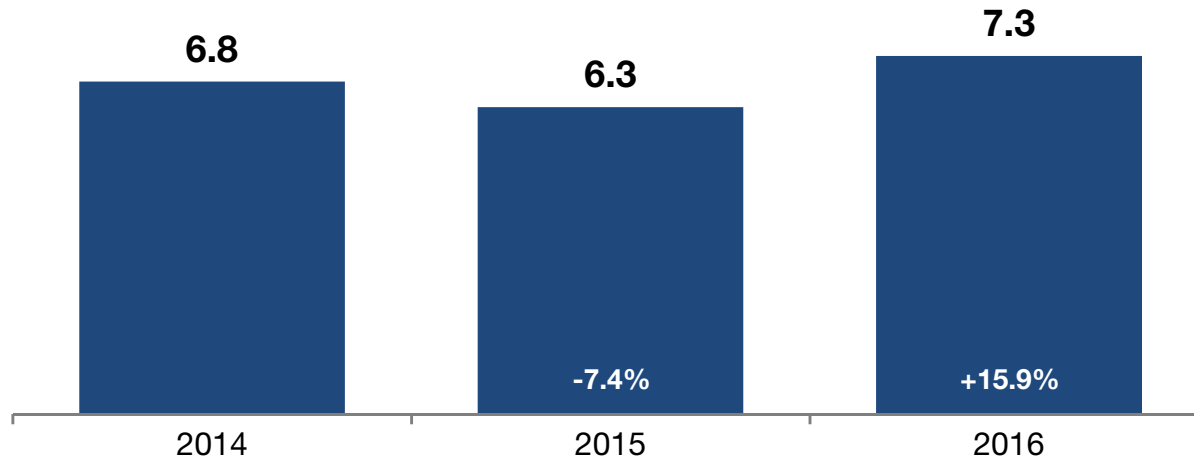


# Months Supply of Inventory

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.



## February



Month	Prior Year	Current Year	+ / -
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	7.4	-5.1%
December 2015	6.9	7.1	+2.9%
January 2016	7.3	7.8	+6.8%
<b>February 2016</b>	<b>6.3</b>	<b>7.3</b>	<b>+15.9%</b>
12-Month Avg	8.1	7.2	-11.1%

## Historical Months Supply of Inventory

