

Monthly Indicators

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



March 2016



Quick Facts

+ 23.8% **- 25.7%** **+ 21.3%**

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.



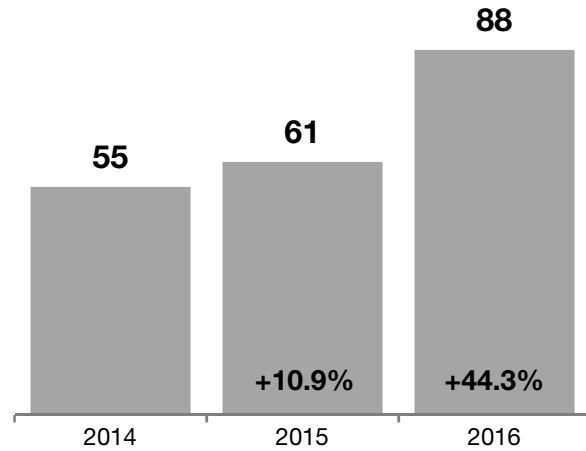
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		61	88	+ 44.3%	170	241	+ 41.8%
Pending Sales		49	62	+ 26.5%	124	139	+ 12.1%
Closed Sales		42	52	+ 23.8%	103	108	+ 4.9%
Days on Market Until Sale		128	114	- 10.9%	150	126	- 16.0%
Median Sales Price		\$83,000	\$61,700	- 25.7%	\$69,000	\$75,000	+ 8.7%
Average Sales Price		\$96,454	\$85,353	- 11.5%	\$77,378	\$90,127	+ 16.5%
Percent of Original List Price Received		91.7%	94.9%	+ 3.5%	89.9%	91.7%	+ 2.0%
Housing Affordability Index		276	387	+ 40.0%	332	318	- 4.2%
Inventory of Homes for Sale		235	285	+ 21.3%	--	--	--
Months Supply of Homes for Sale		5.8	7.3	+ 25.9%	--	--	--

New Listings

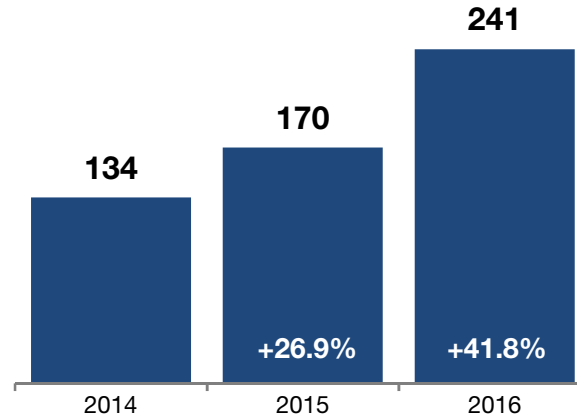
A count of the properties that have been newly listed on the market in a given month.



March

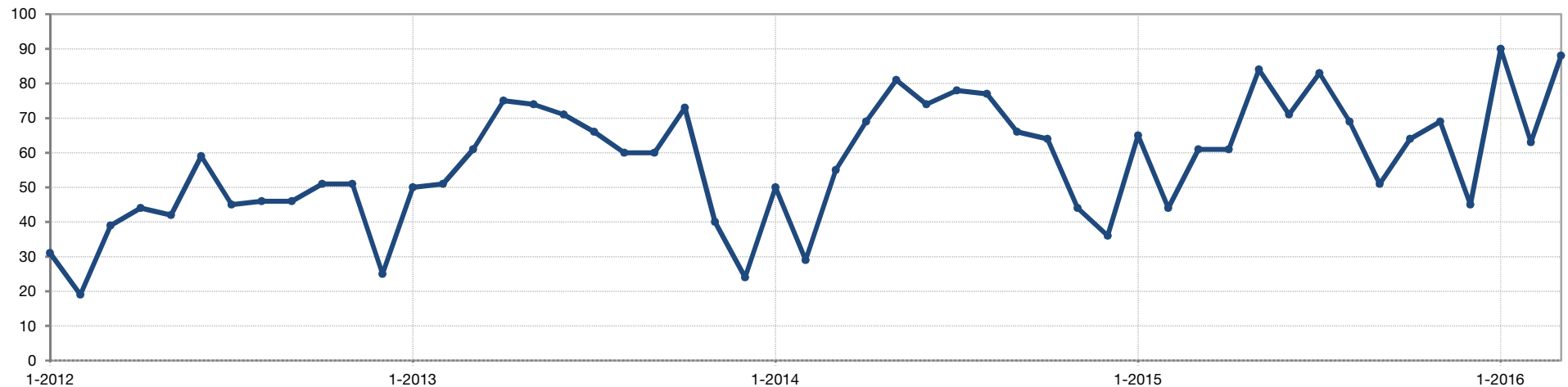


Year To Date



Month	Prior Year	Current Year	+ / -
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	90	+38.5%
February 2016	44	63	+43.2%
March 2016	61	88	+44.3%
12-Month Avg	63	70	+10.4%

Historical New Listing Activity

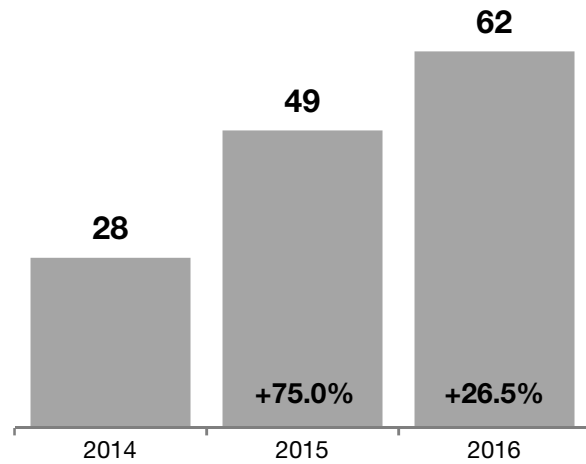


Pending Sales

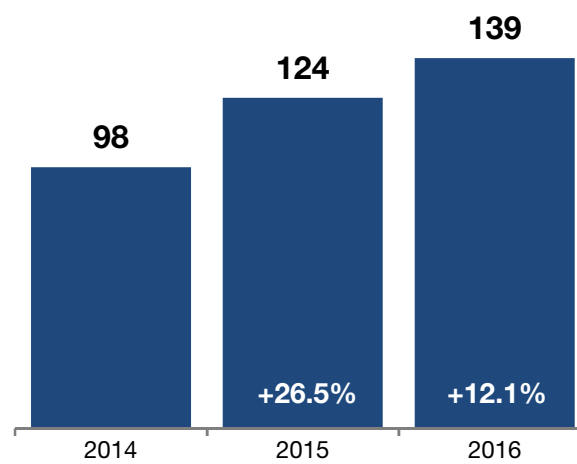
A count of the properties on which contracts have been accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	34	-34.6%
November 2015	32	40	+25.0%
December 2015	31	25	-19.4%
January 2016	30	36	+20.0%
February 2016	45	41	-8.9%
March 2016	49	62	+26.5%
12-Month Avg	40	39	-3.3%

Historical Pending Sales Activity

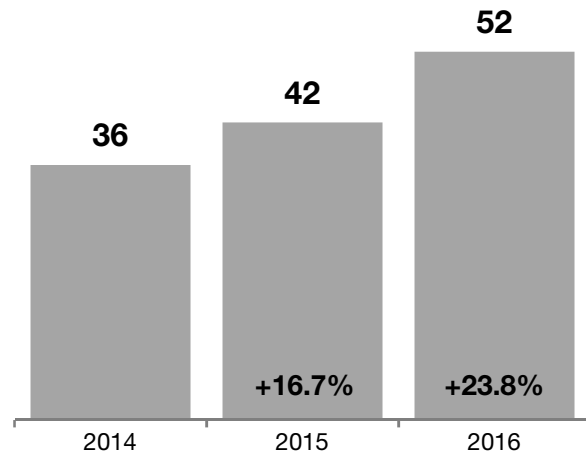


Closed Sales

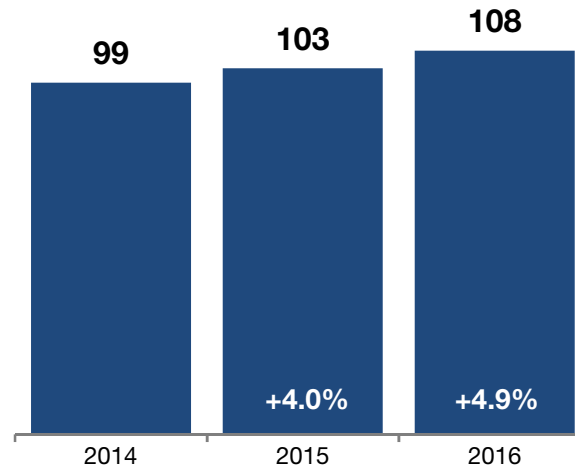
A count of the actual sales that have closed in a given month.



March

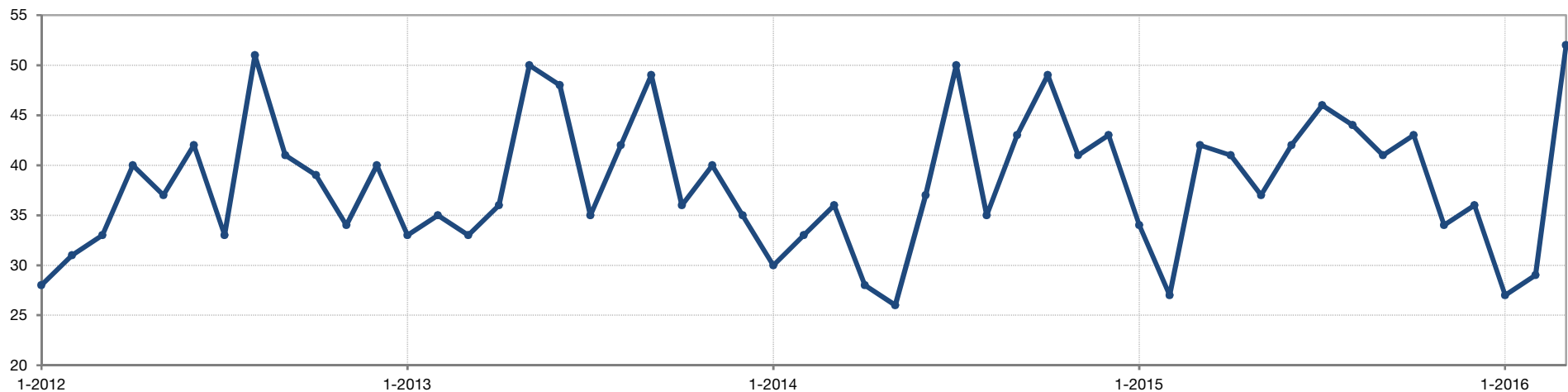


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	27	29	+7.4%
March 2016	42	52	+23.8%
12-Month Avg	38	39	+6.7%

Historical Closed Sales Activity

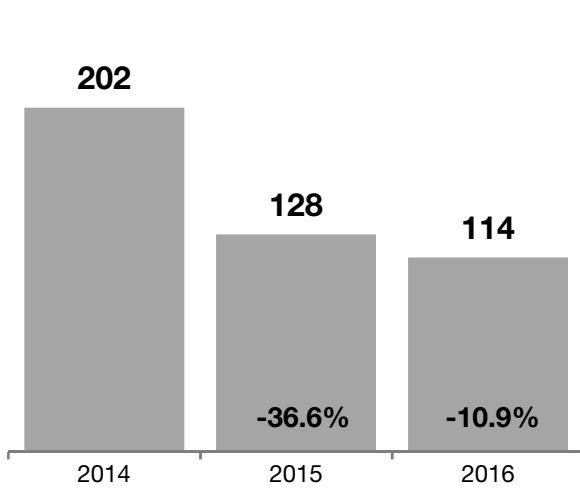


Days on Market Until Sale

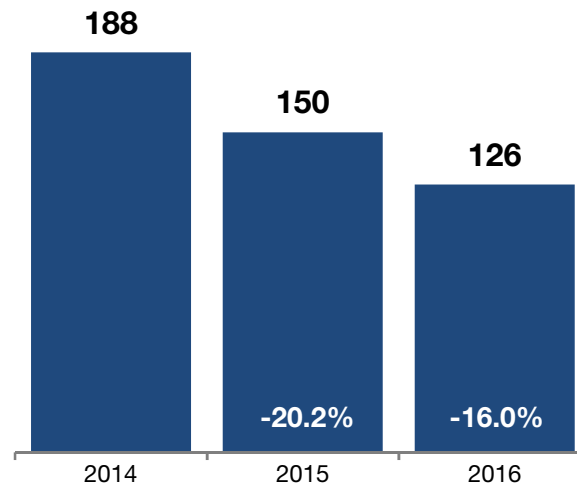
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

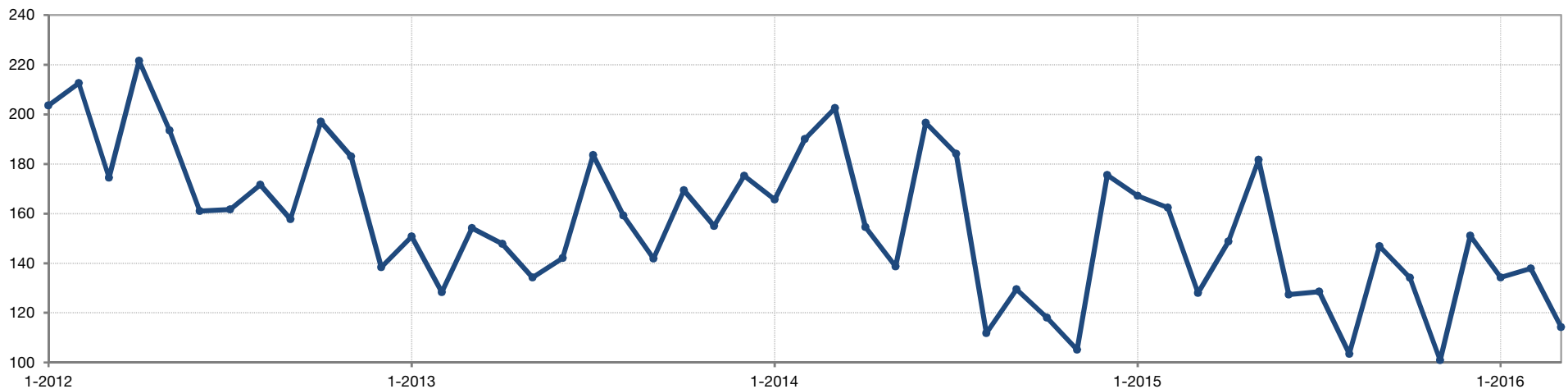


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	162	138	-14.8%
March 2016	128	114	-10.9%
12-Month Avg	147	133	-9.5%

Historical Days on Market Until Sale

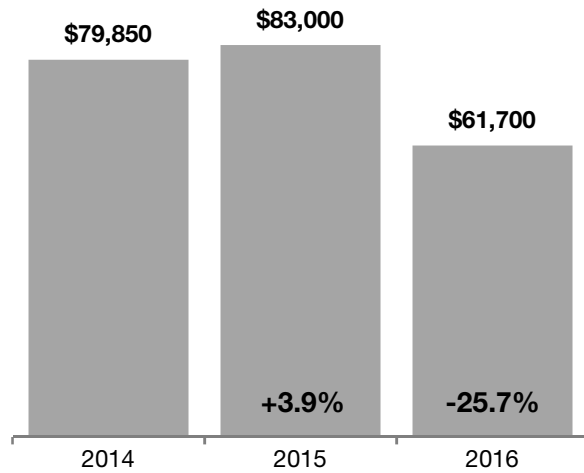


Median Sales Price

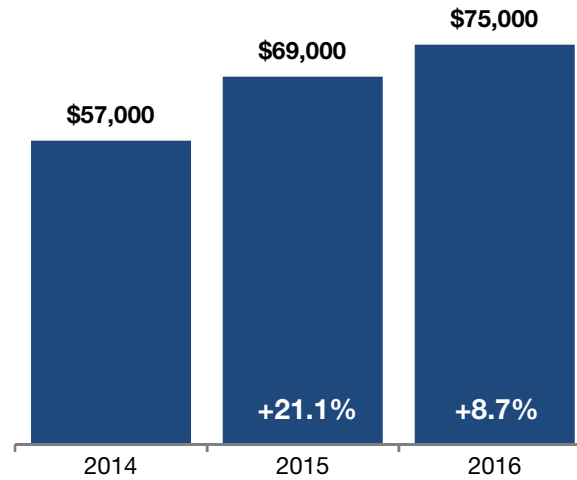
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

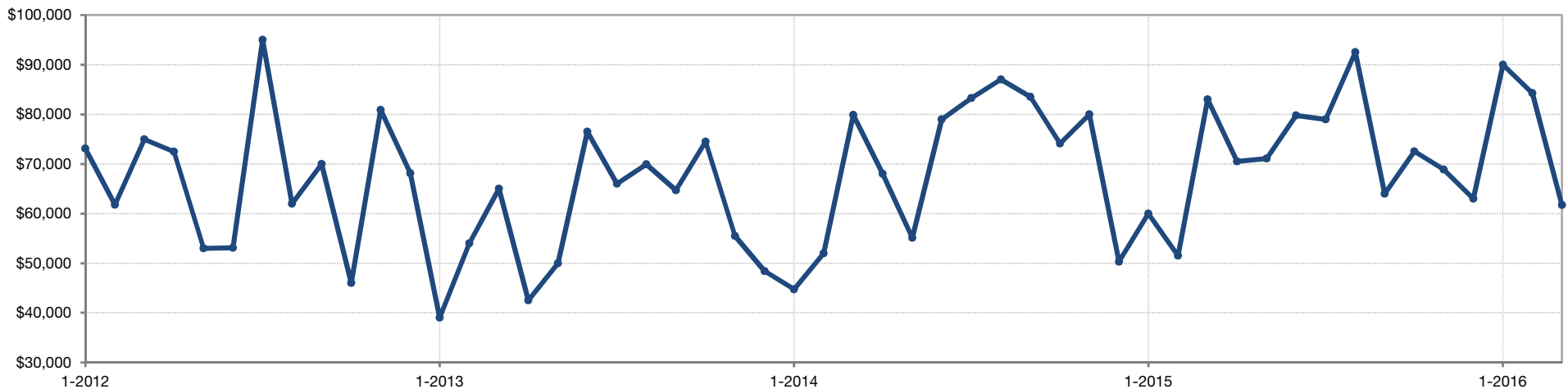


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	\$51,500	\$84,250	+63.6%
March 2016	\$83,000	\$61,700	-25.7%
12-Month Med	\$74,900	\$75,500	+0.8%

Historical Median Sales Price

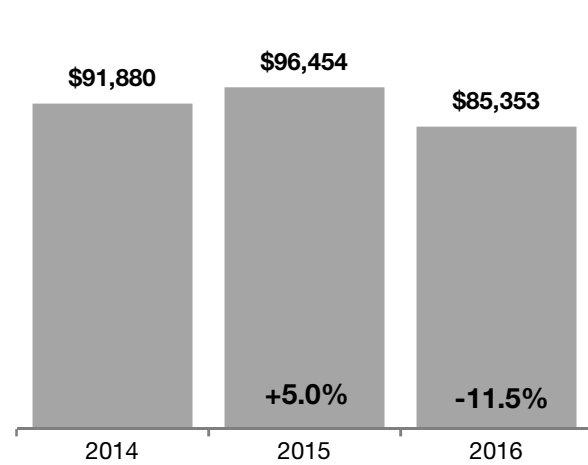


Average Sales Price

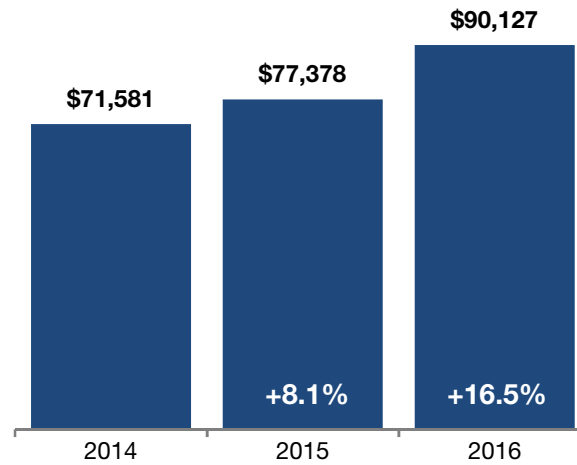
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

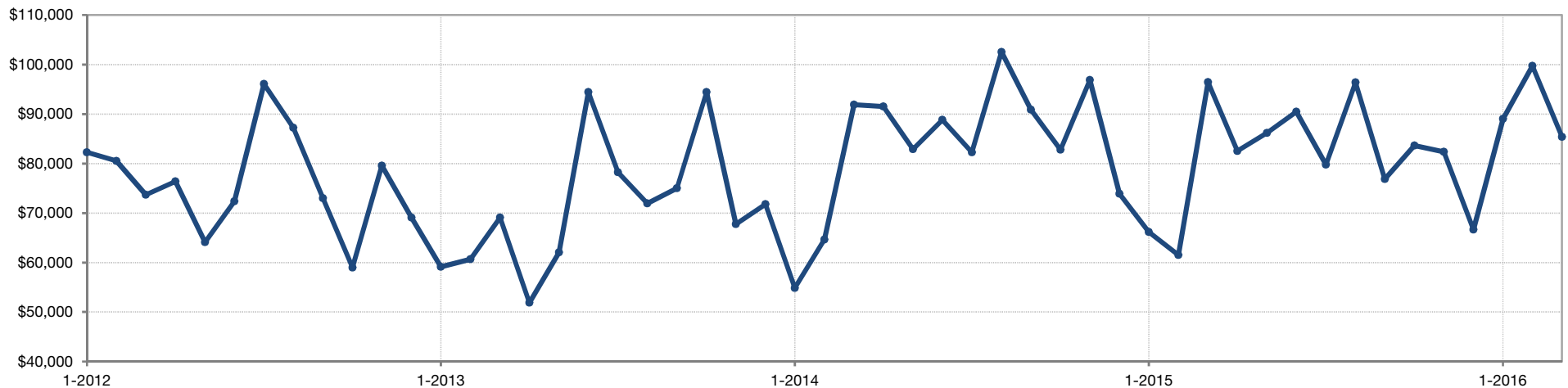


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	\$61,502	\$99,718	+62.1%
March 2016	\$96,454	\$85,353	-11.5%
12-Month Avg	\$85,199	\$84,849	-0.4%

Historical Average Sales Price

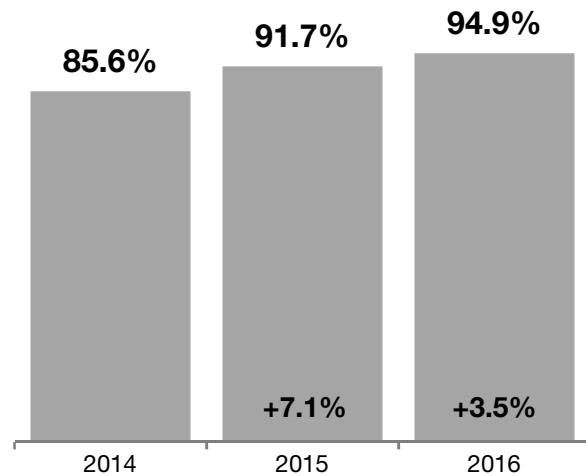


Percent of Original List Price Received

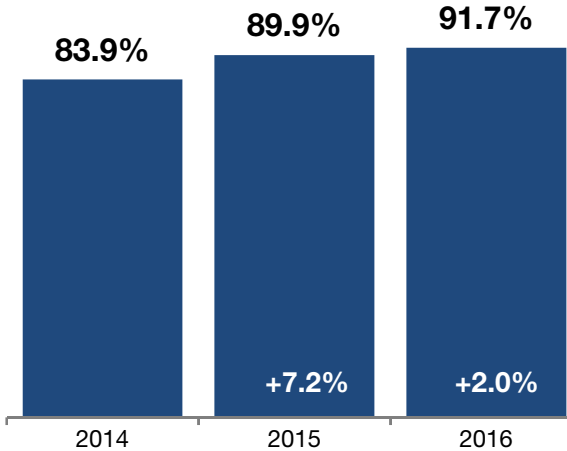
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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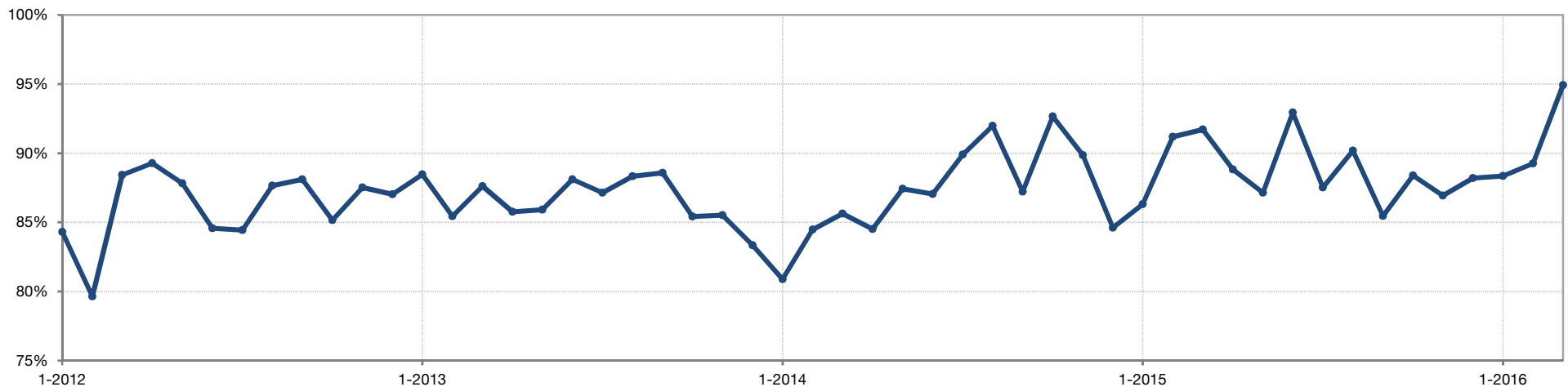


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	91.2%	89.3%	-2.1%
March 2016	91.7%	94.9%	+3.5%
12-Month Avg	88.9%	89.2%	+0.3%

Historical Percent of Original List Price Received

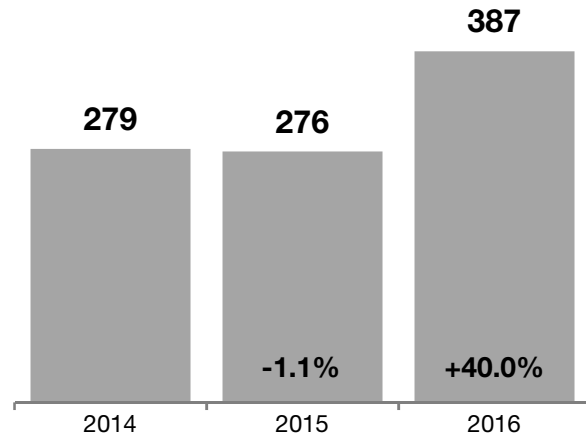


Housing Affordability Index

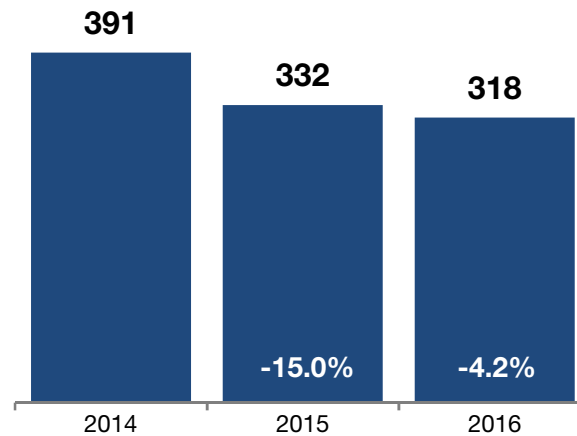
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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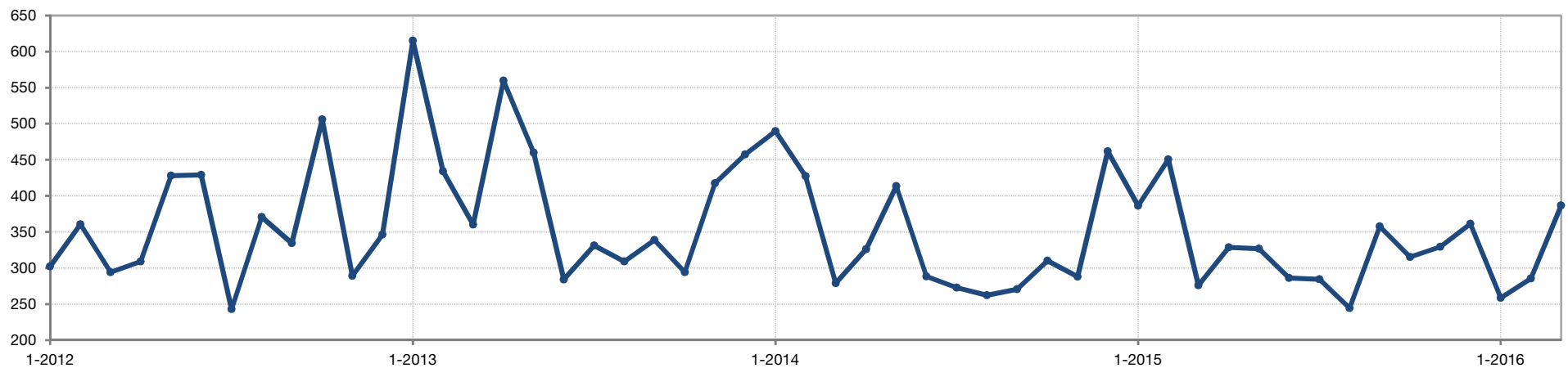


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	451	285	-36.7%
March 2016	276	387	+40.0%
12-Month Avg	334	314	-2.2%

Historical Housing Affordability Index

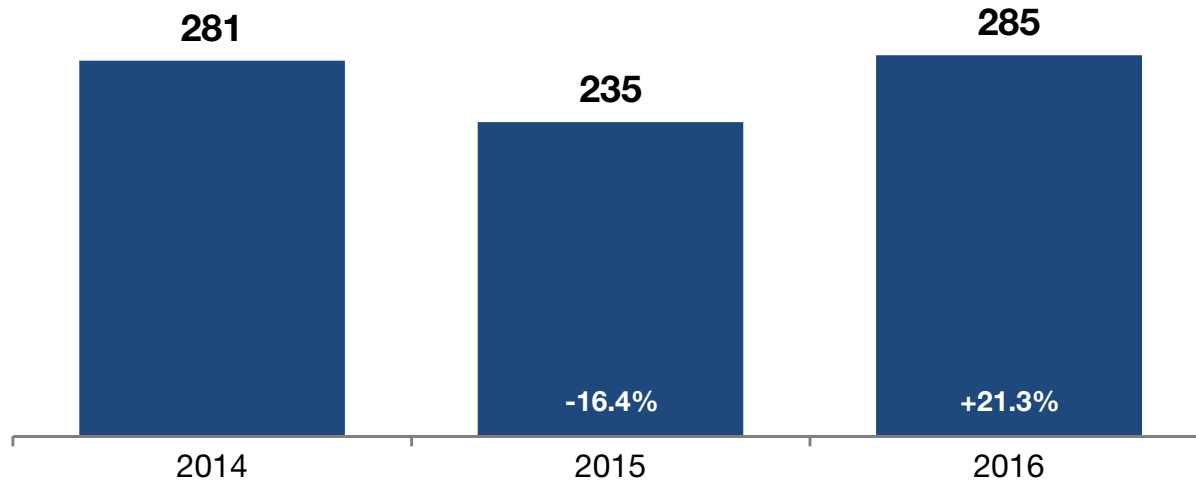


Inventory of Homes for Sale

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

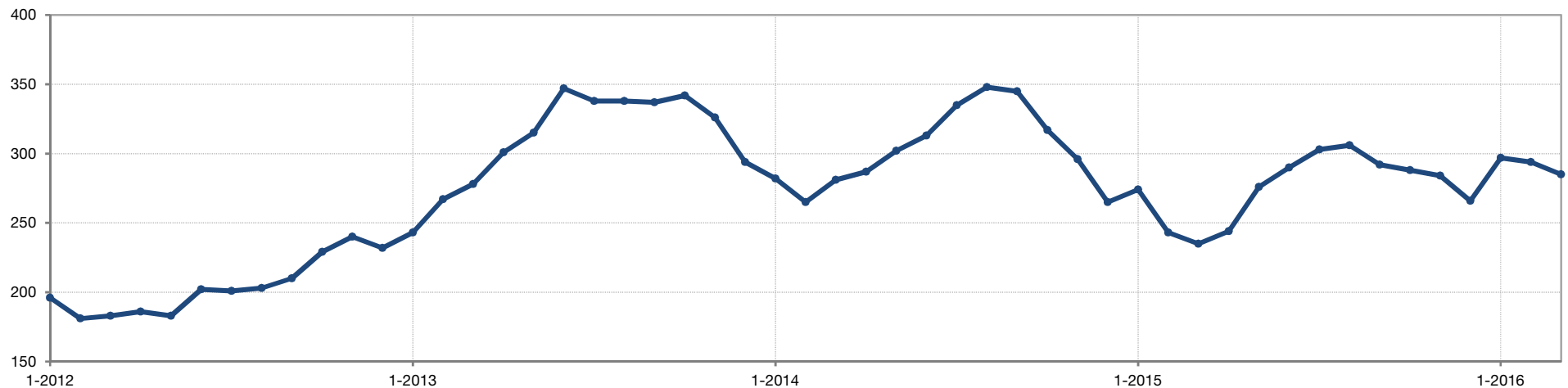


March



Month	Prior Year	Current Year	+ / -
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	288	-9.1%
November 2015	296	284	-4.1%
December 2015	265	266	+0.4%
January 2016	274	297	+8.4%
February 2016	243	294	+21.0%
March 2016	235	285	+21.3%
12-Month Avg	297	285	-2.5%

Historical Inventory of Homes for Sale

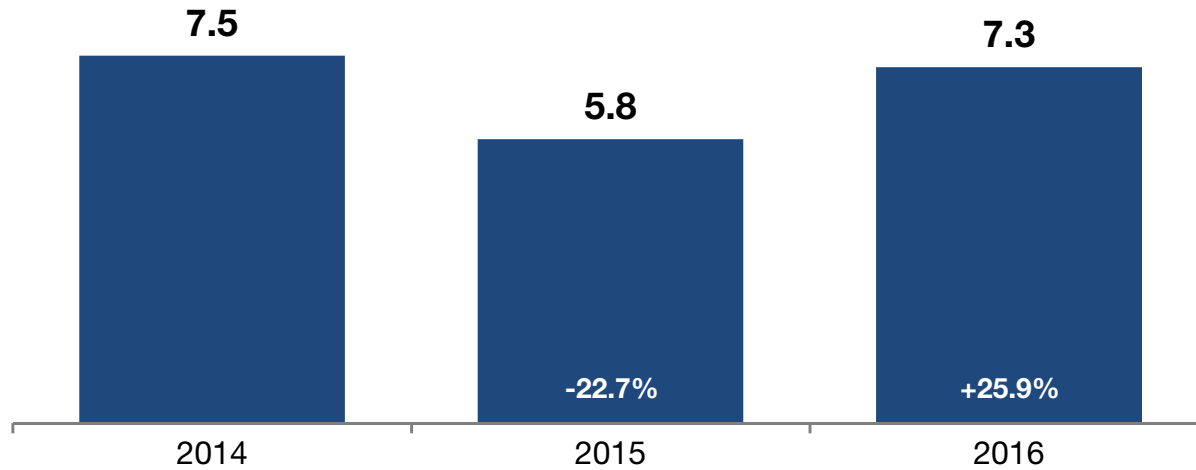


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
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	7.6	-8.4%
November 2015	7.8	7.4	-5.1%
December 2015	6.9	7.0	+1.4%
January 2016	7.3	7.7	+5.5%
February 2016	6.3	7.7	+22.2%
March 2016	5.8	7.3	+25.9%
12-Month Avg	8.0	7.4	-7.5%

Historical Months Supply of Inventory

