

# Monthly Indicators

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



April 2016



## Quick Facts

+ 2.4%

+ 4.5%

+ 17.2%

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.



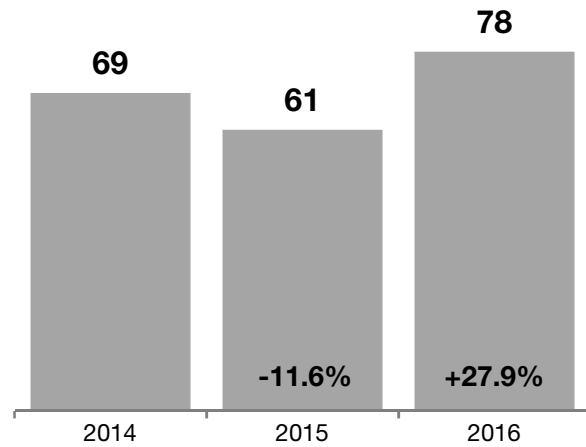
Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		61	<b>78</b>	+ 27.9%	231	<b>319</b>	+ 38.1%
<b>Pending Sales</b>		36	<b>59</b>	+ 63.9%	160	<b>194</b>	+ 21.3%
<b>Closed Sales</b>		41	<b>42</b>	+ 2.4%	144	<b>152</b>	+ 5.6%
<b>Days on Market Until Sale</b>		149	<b>121</b>	- 18.8%	150	<b>124</b>	- 17.3%
<b>Median Sales Price</b>		\$70,500	<b>\$73,700</b>	+ 4.5%	\$69,000	<b>\$74,000</b>	+ 7.2%
<b>Average Sales Price</b>		\$82,540	<b>\$105,401</b>	+ 27.7%	\$78,853	<b>\$94,026</b>	+ 19.2%
<b>Percent of Original List Price Received</b>		88.8%	<b>91.7%</b>	+ 3.3%	89.6%	<b>91.7%</b>	+ 2.3%
<b>Housing Affordability Index</b>		329	<b>325</b>	- 1.1%	336	<b>324</b>	- 3.6%
<b>Inventory of Homes for Sale</b>		244	<b>286</b>	+ 17.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.1	<b>7.0</b>	+ 14.8%	--	--	--

# New Listings

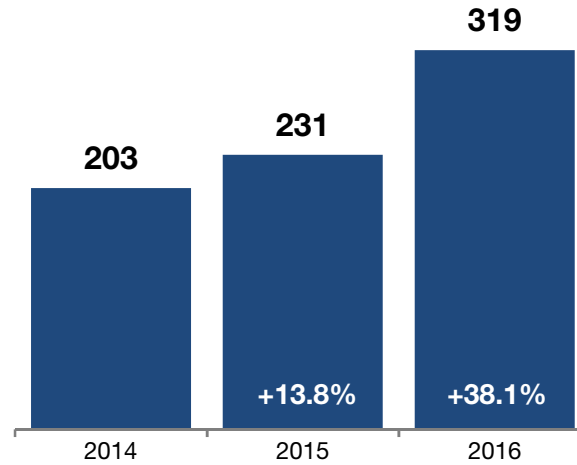
A count of the properties that have been newly listed on the market in a given month.



## April

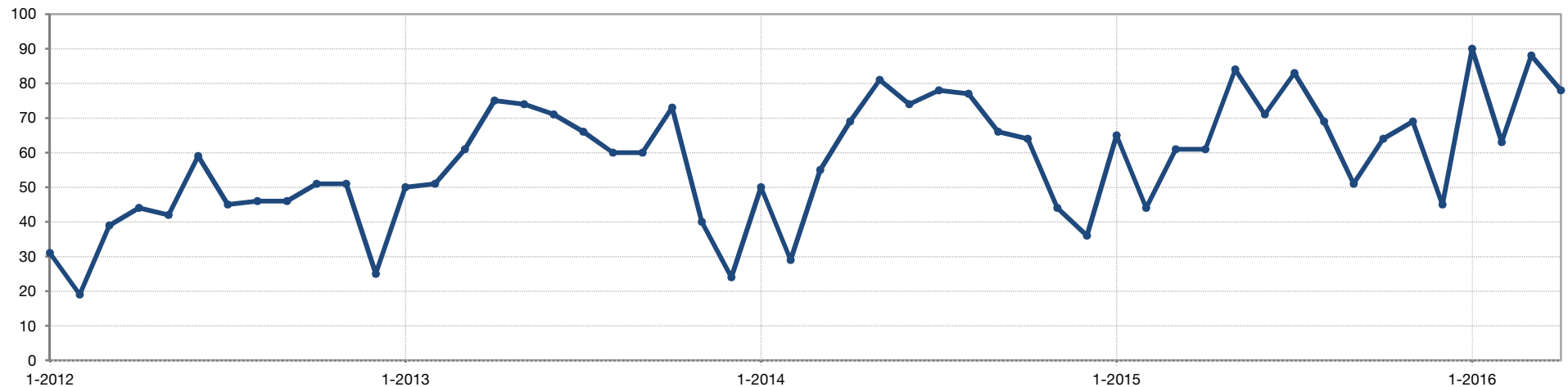


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>61</b>	<b>78</b>	<b>+27.9%</b>
12-Month Avg	63	71	+13.8%

## Historical New Listing Activity

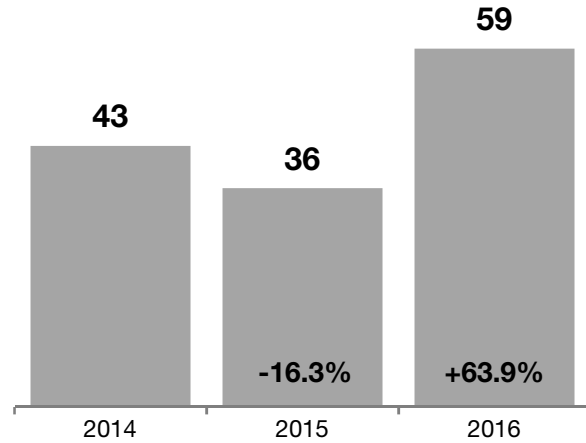


# Pending Sales

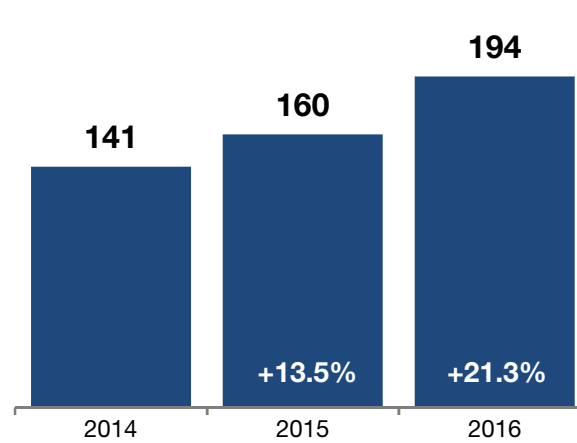
A count of the properties on which contracts have been accepted in a given month.



## April

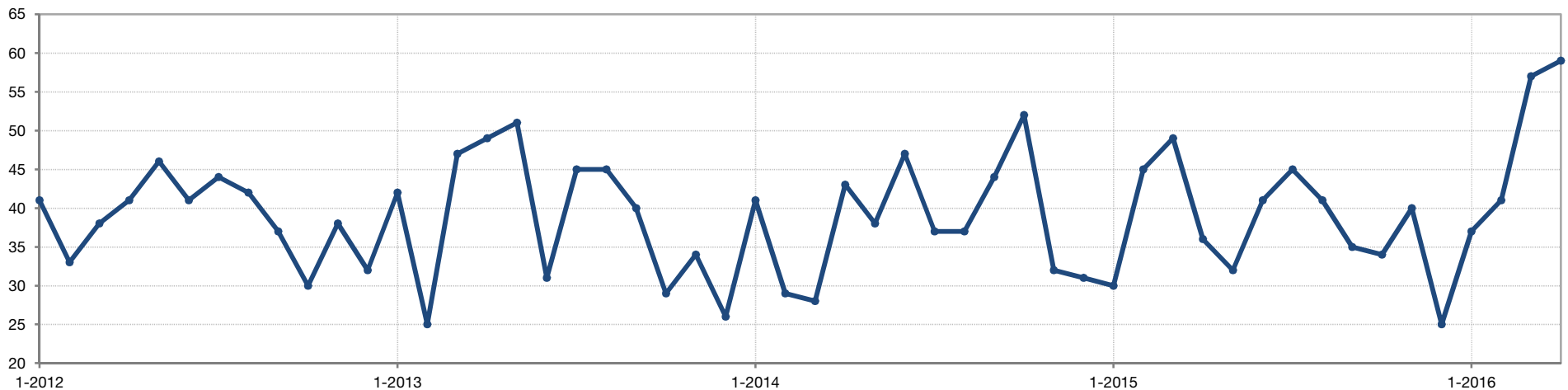


## Year To Date



Month	Prior Year	Current Year	+ / -
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	35	-20.5%
October 2015	52	34	-34.6%
November 2015	32	40	+25.0%
December 2015	31	25	-19.4%
January 2016	30	37	+23.3%
February 2016	45	41	-8.9%
March 2016	49	57	+16.3%
<b>April 2016</b>	<b>36</b>	<b>59</b>	<b>+63.9%</b>
12-Month Avg	40	41	+1.9%

## Historical Pending Sales Activity

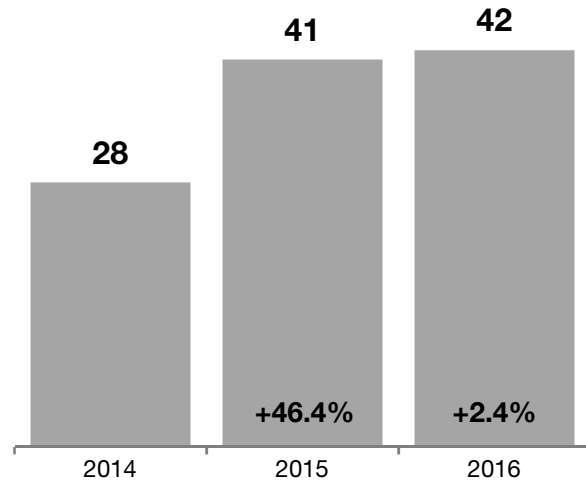


# Closed Sales

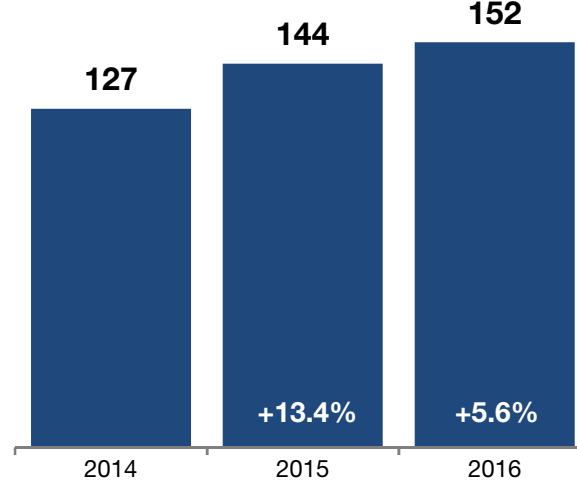
A count of the actual sales that have closed in a given month.



## April

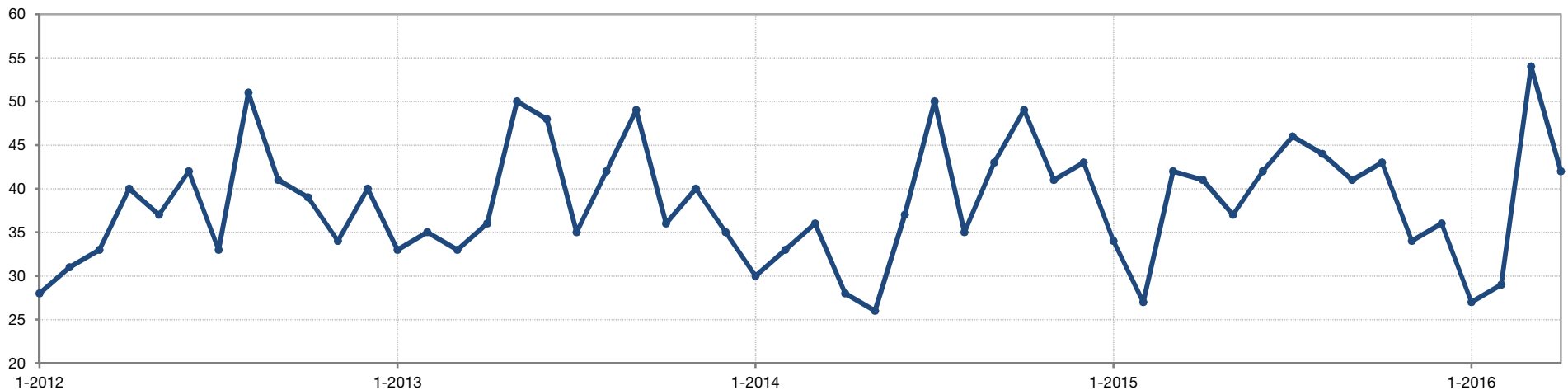


## Year To Date



Month	Prior Year	Current Year	+ / -
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	54	+28.6%
<b>April 2016</b>	<b>41</b>	<b>42</b>	<b>+2.4%</b>
12-Month Avg	39	40	+3.4%

## Historical Closed Sales Activity

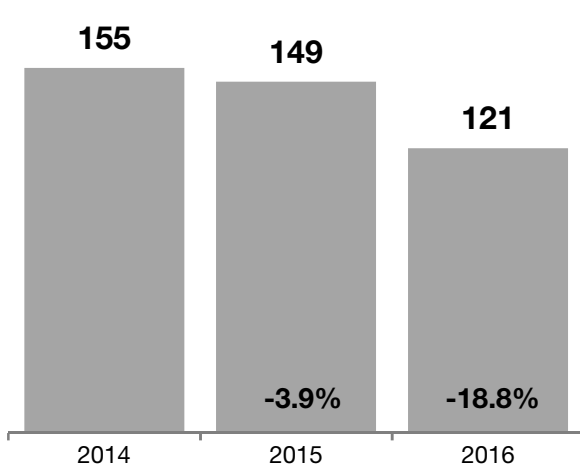


# Days on Market Until Sale

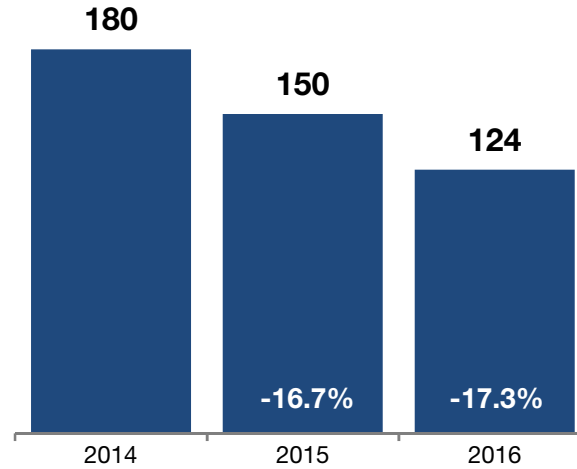
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



## Year To Date



Month	Prior Year	Current Year	+ / -
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	113	-11.7%
<b>April 2016</b>	<b>149</b>	<b>121</b>	<b>-18.8%</b>
12-Month Avg	147	130	-11.6%

## Historical Days on Market Until Sale

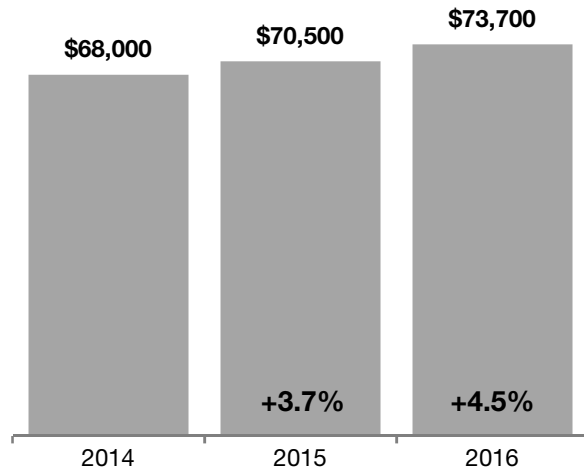


# Median Sales Price

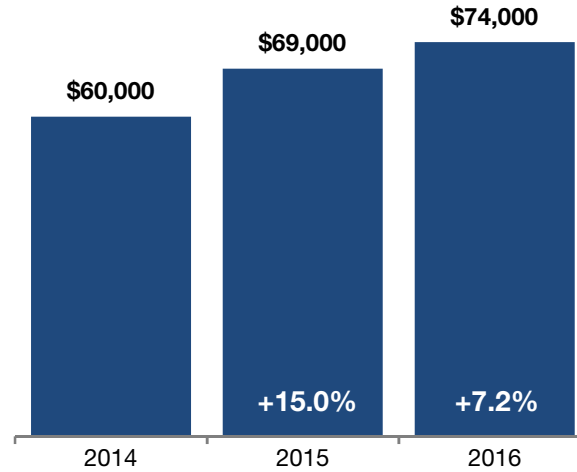
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

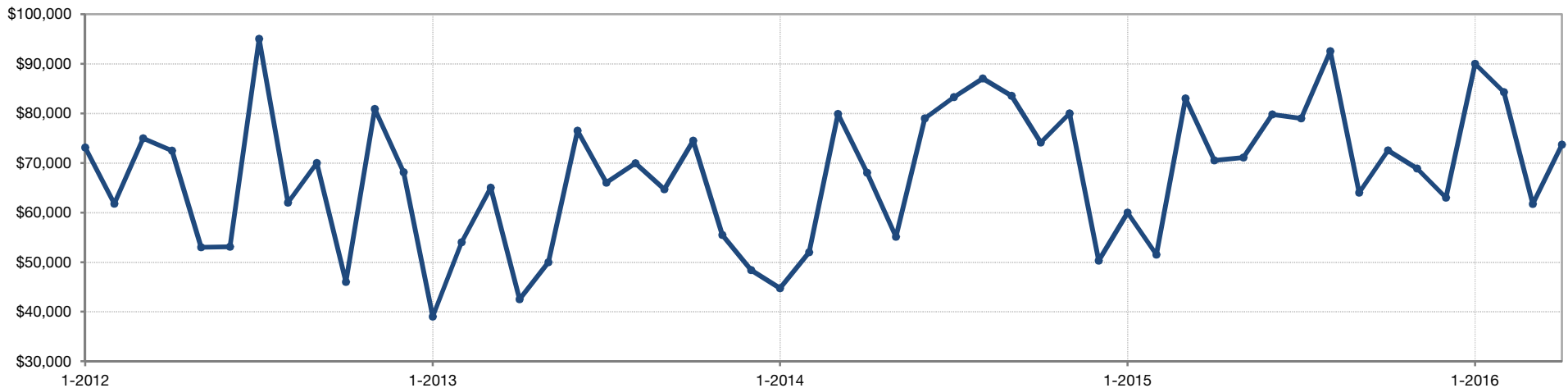


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>\$70,500</b>	<b>\$73,700</b>	<b>+4.5%</b>
12-Month Med	\$75,000	\$75,000	0.0%

## Historical Median Sales Price

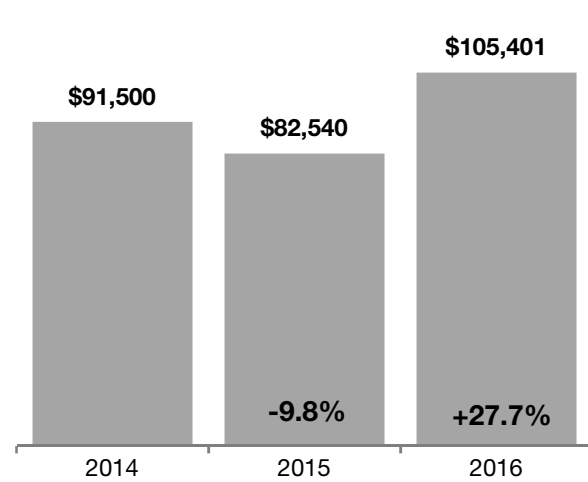


# Average Sales Price

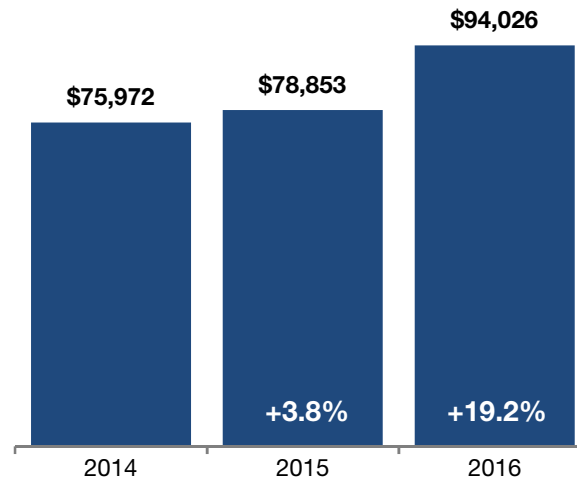
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

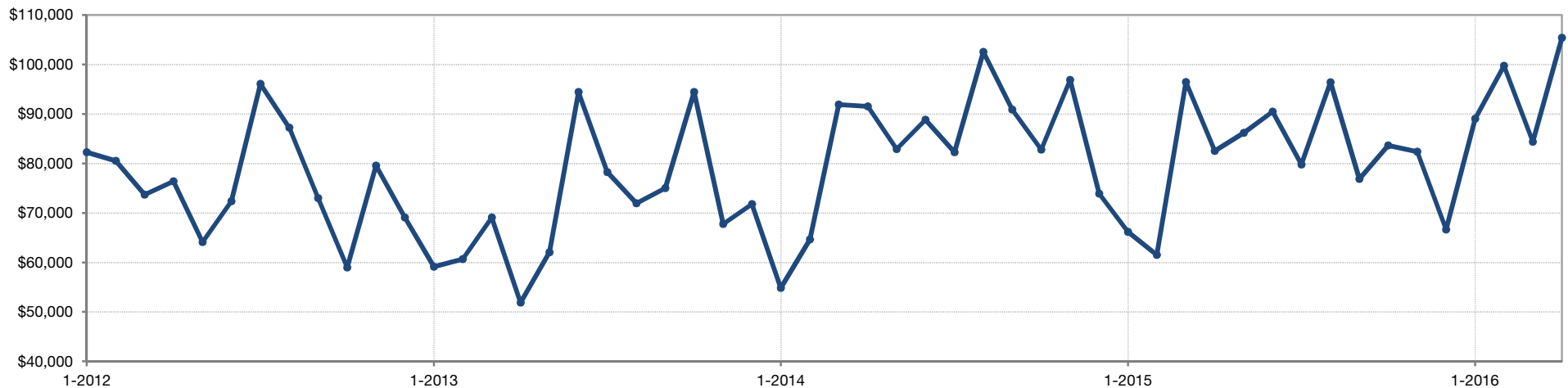


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$84,373	-12.5%
<b>April 2016</b>	<b>\$82,540</b>	<b>\$105,401</b>	<b>+27.7%</b>
12-Month Avg	\$84,579	\$86,853	+2.7%

## Historical Average Sales Price





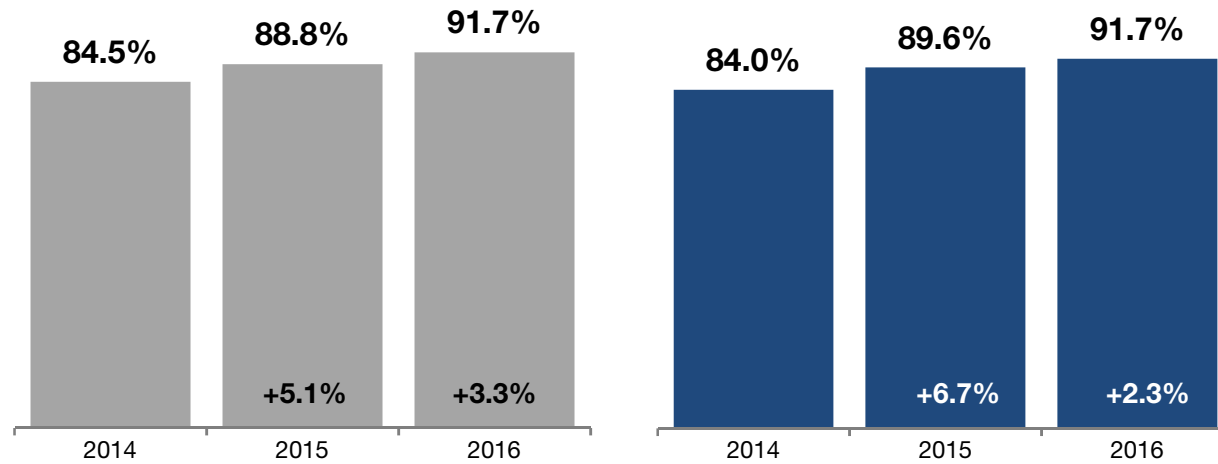
# Percent of Original List Price Received

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.



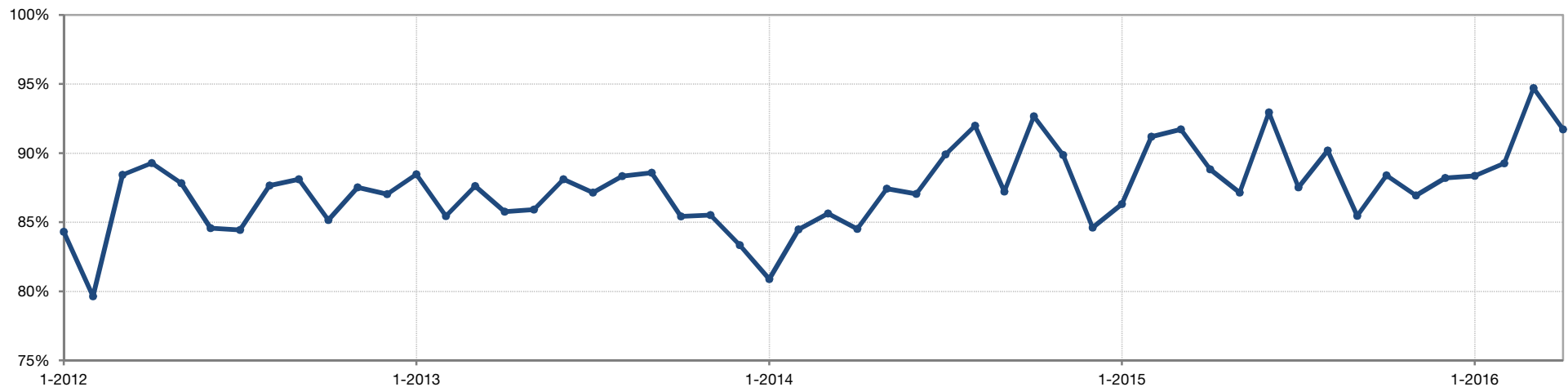
## April

## Year To Date



Month	Prior Year	Current Year	+ / -
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%	94.7%	+3.3%
<b>April 2016</b>	<b>88.8%</b>	<b>91.7%</b>	<b>+3.3%</b>
12-Month Avg	89.2%	89.5%	+0.3%

## Historical Percent of Original List Price Received

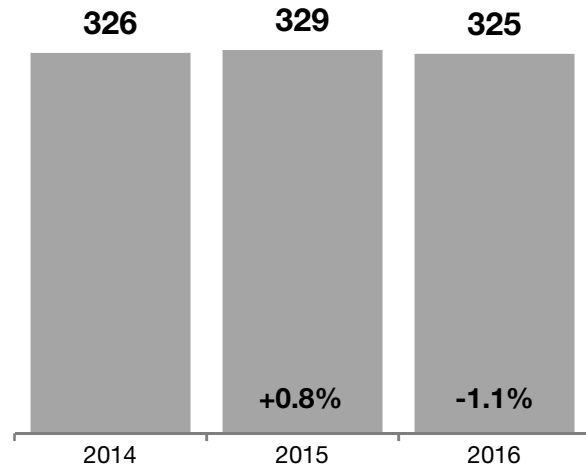


# Housing Affordability Index

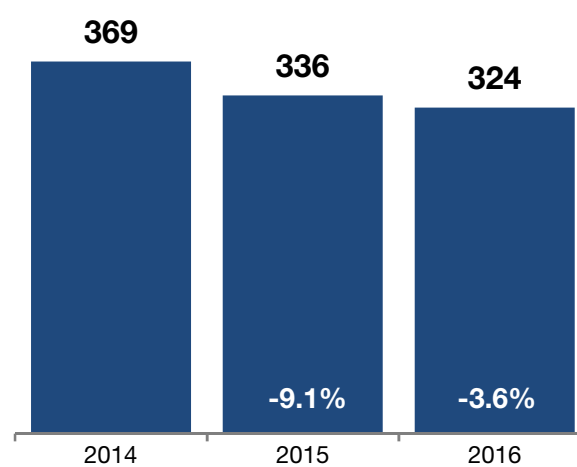
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## April

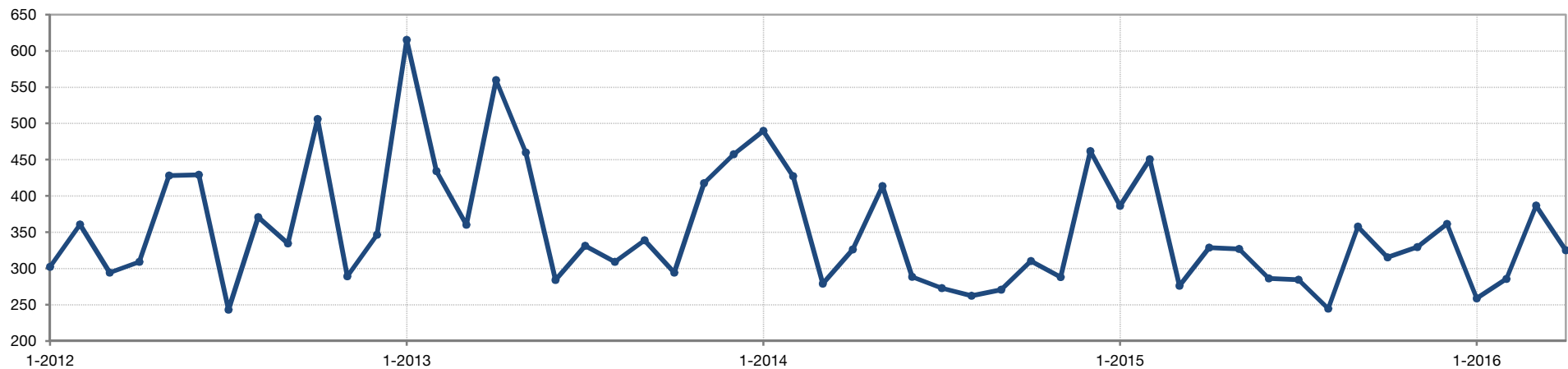


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>329</b>	<b>325</b>	<b>-1.1%</b>
12-Month Avg	334	313	-2.4%

## Historical Housing Affordability Index

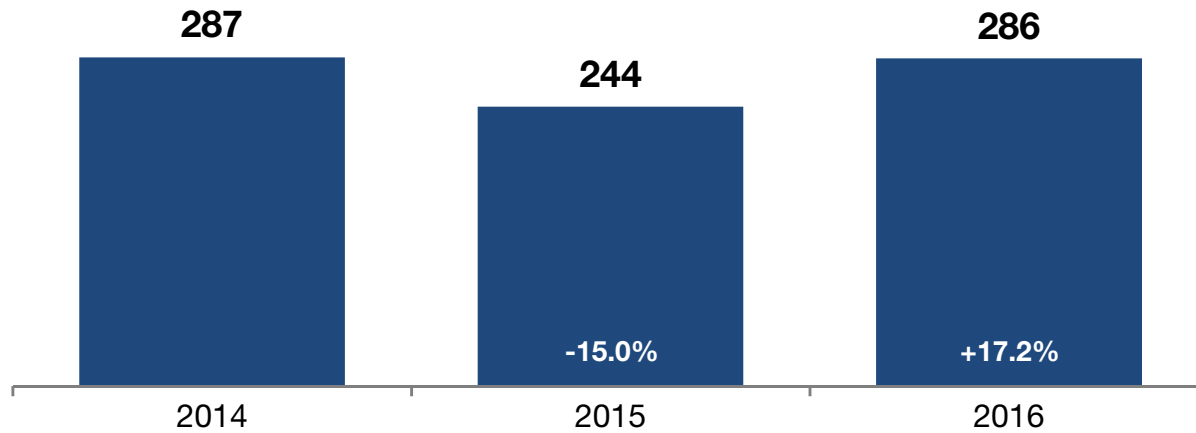


# Inventory of Homes for Sale

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

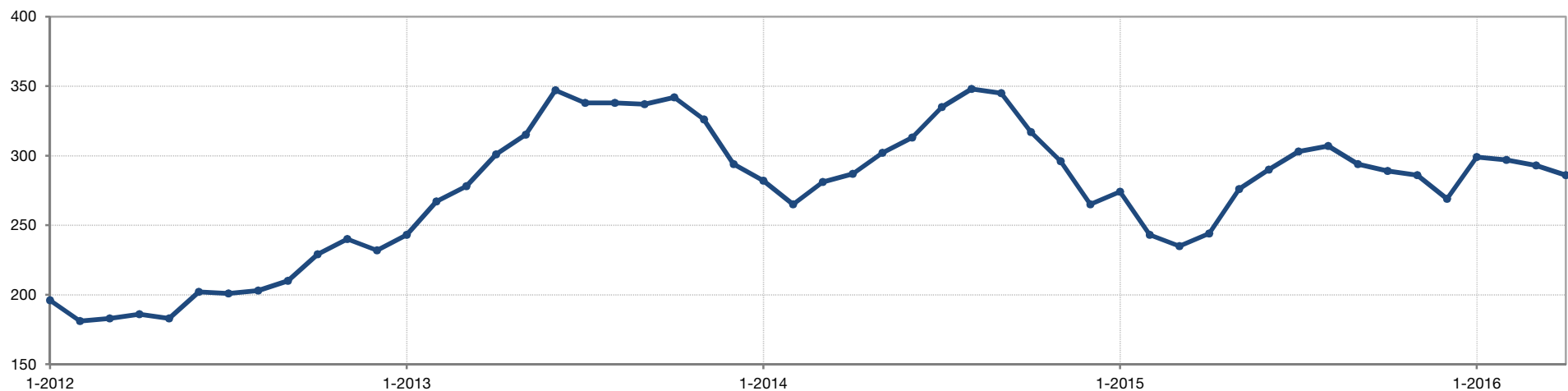


## April



Month	Prior Year	Current Year	+ / -
May 2015	302	276	-8.6%
June 2015	313	290	-7.3%
July 2015	335	303	-9.6%
August 2015	348	307	-11.8%
September 2015	345	294	-14.8%
October 2015	317	289	-8.8%
November 2015	296	286	-3.4%
December 2015	265	269	+1.5%
January 2016	274	299	+9.1%
February 2016	243	297	+22.2%
March 2016	235	293	+24.7%
<b>April 2016</b>	<b>244</b>	<b>286</b>	<b>+17.2%</b>
12-Month Avg	293	291	+0.9%

## Historical Inventory of Homes for Sale

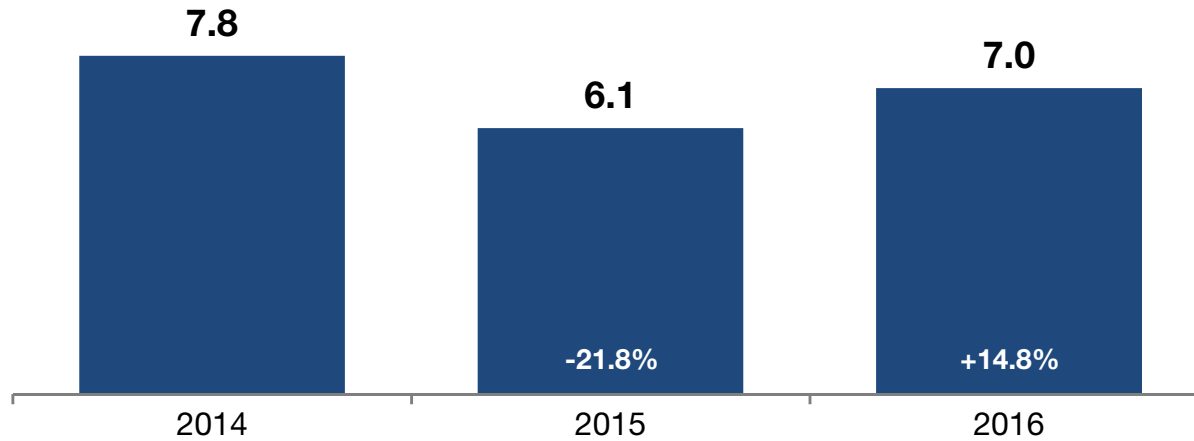


# Months Supply of Inventory

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.



## April



Month	Prior Year	Current Year	+ / -
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	7.1	+2.9%
January 2016	7.3	7.8	+6.8%
February 2016	6.3	7.8	+23.8%
March 2016	5.8	7.6	+31.0%
<b>April 2016</b>	<b>6.1</b>	<b>7.0</b>	<b>+14.8%</b>
12-Month Avg	7.8	7.5	-3.8%

## Historical Months Supply of Inventory

