

Monthly Indicators

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



May 2016



Quick Facts

- 5.4%

+ 5.1%

+ 4.7%

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.



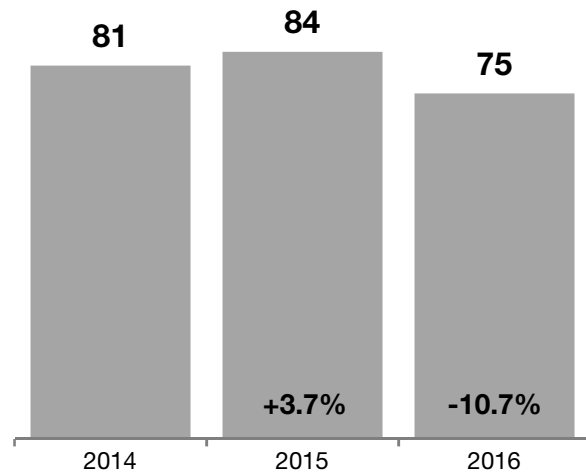
Key Metrics	Historical Sparklines	5-2015	5-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		84	75	- 10.7%	315	394	+ 25.1%
Pending Sales		32	54	+ 68.8%	192	239	+ 24.5%
Closed Sales		37	35	- 5.4%	181	189	+ 4.4%
Days on Market Until Sale		182	140	- 23.1%	156	127	- 18.6%
Median Sales Price		\$71,100	\$74,750	+ 5.1%	\$70,000	\$74,000	+ 5.7%
Average Sales Price		\$86,160	\$85,942	- 0.3%	\$80,314	\$92,553	+ 15.2%
Percent of Original List Price Received		87.2%	89.1%	+ 2.2%	89.1%	91.1%	+ 2.2%
Housing Affordability Index		327	321	- 1.8%	332	324	- 2.4%
Inventory of Homes for Sale		276	289	+ 4.7%	--	--	--
Months Supply of Homes for Sale		7.0	6.9	- 1.4%	--	--	--

New Listings

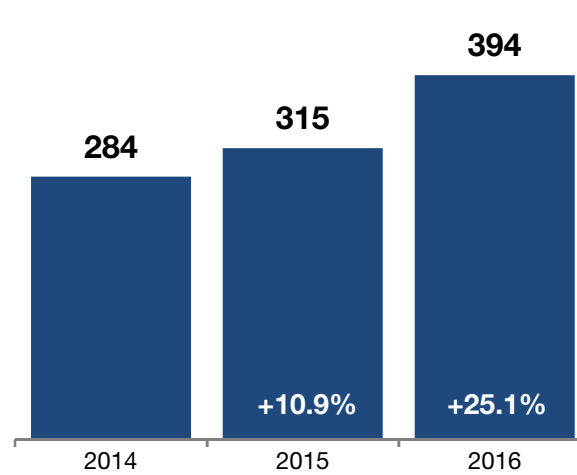
A count of the properties that have been newly listed on the market in a given month.



May

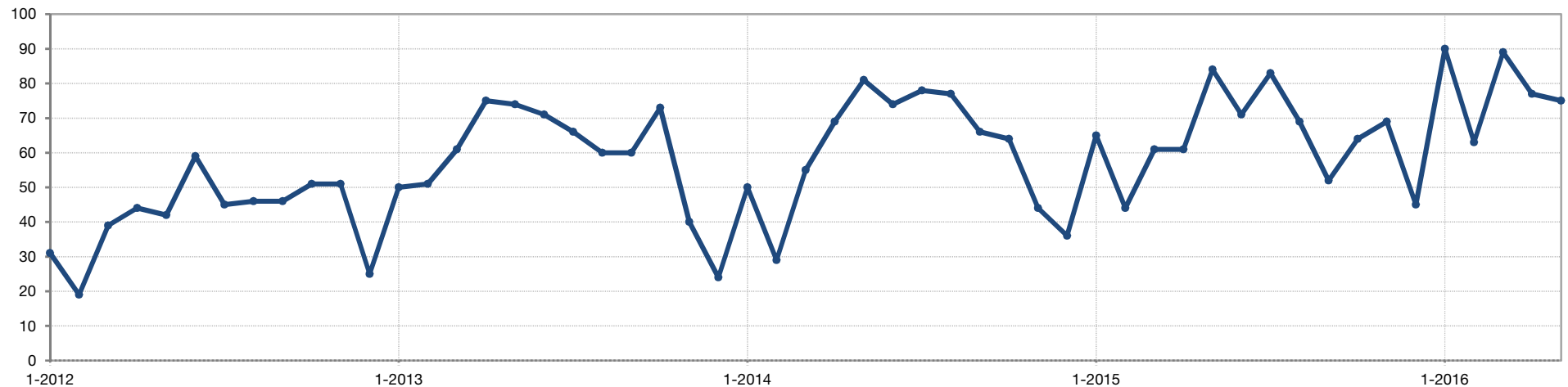


Year To Date



Month	Prior Year	Current Year	+ / -
June 2015	74	71	-4.1%
July 2015	78	83	+6.4%
August 2015	77	69	-10.4%
September 2015	66	52	-21.2%
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	89	+45.9%
April 2016	61	77	+26.2%
May 2016	84	75	-10.7%
12-Month Avg	63	71	+12.3%

Historical New Listing Activity

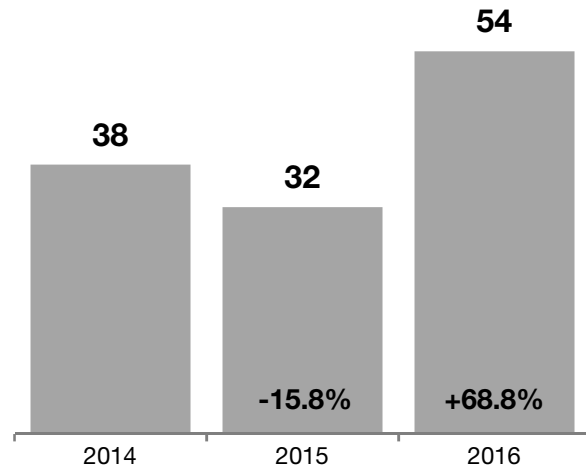


Pending Sales

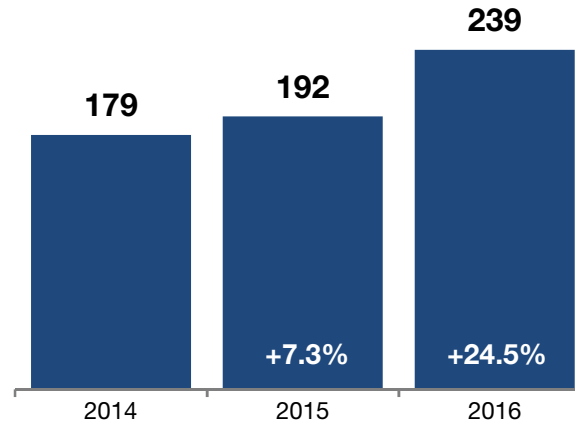
A count of the properties on which contracts have been accepted in a given month.



May

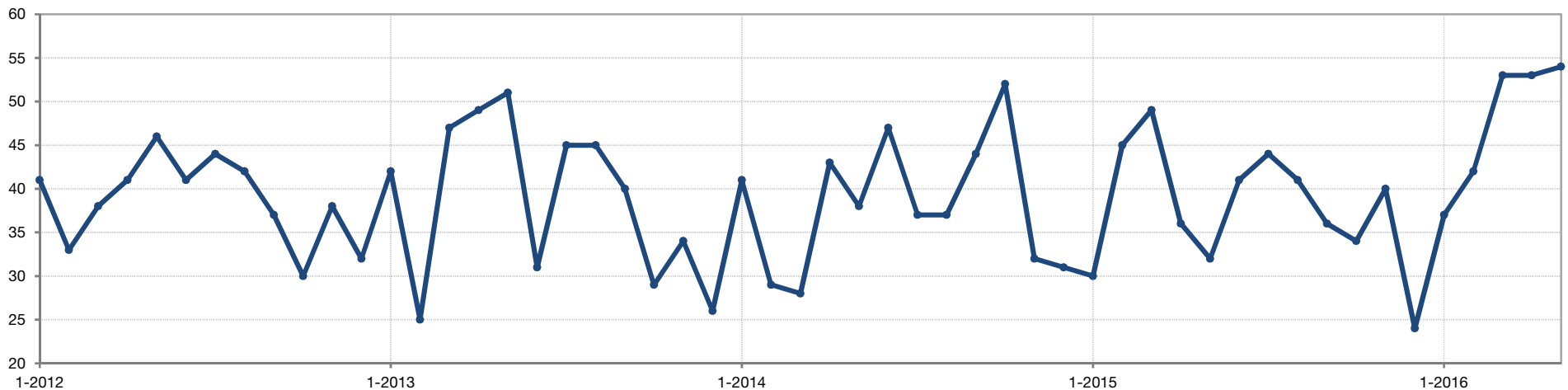


Year To Date



Month	Prior Year	Current Year	+ / -
June 2015	47	41	-12.8%
July 2015	37	44	+18.9%
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	24	-22.6%
January 2016	30	37	+23.3%
February 2016	45	42	-6.7%
March 2016	49	53	+8.2%
April 2016	36	53	+47.2%
May 2016	32	54	+68.8%
12-Month Avg	39	42	+5.7%

Historical Pending Sales Activity

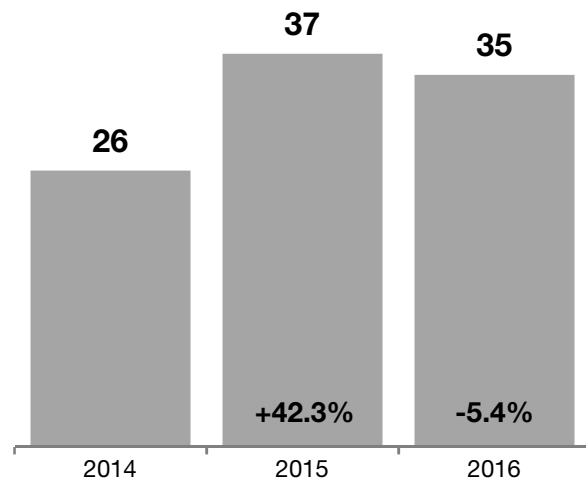


Closed Sales

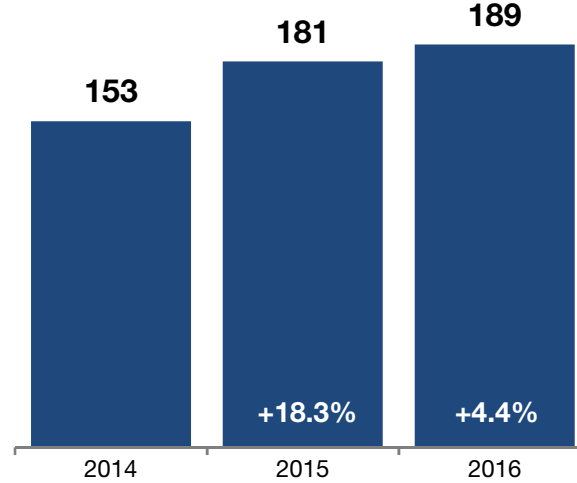
A count of the actual sales that have closed in a given month.



May

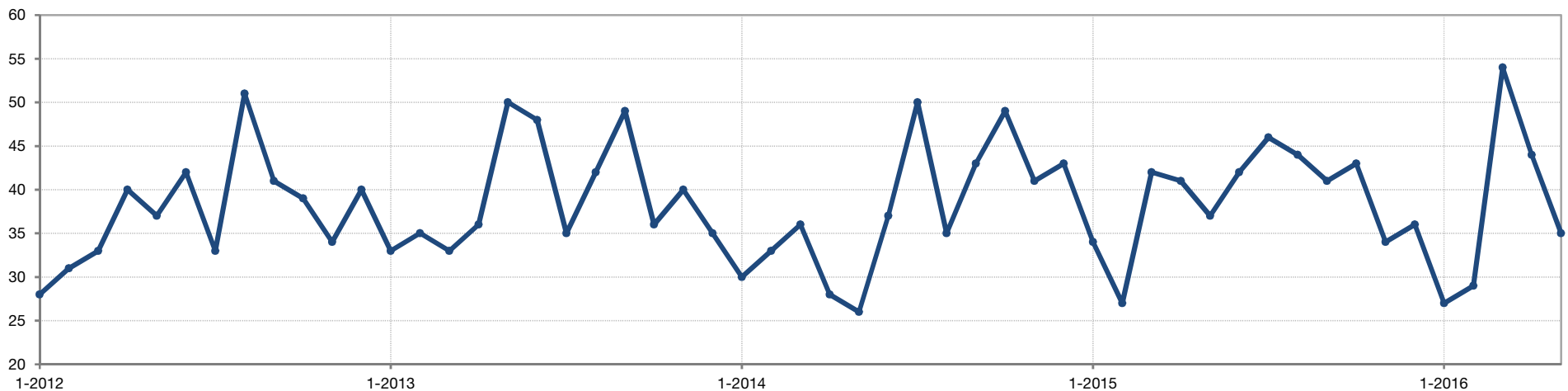


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	41	44	+7.3%
May 2016	37	35	-5.4%
12-Month Avg	40	40	-0.1%

Historical Closed Sales Activity

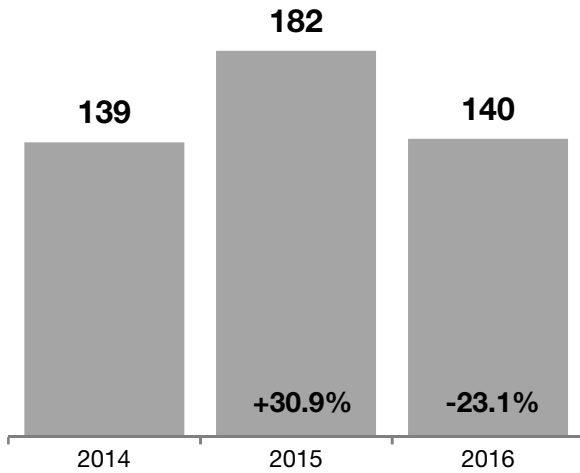


Days on Market Until Sale

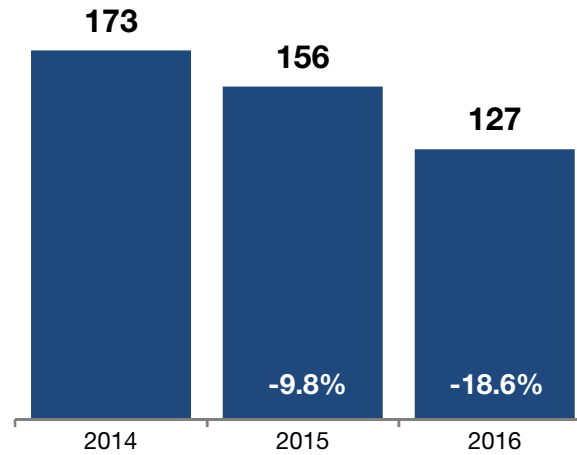
Average number of days between when a property is listed and when an offer is accepted in a given month.



May

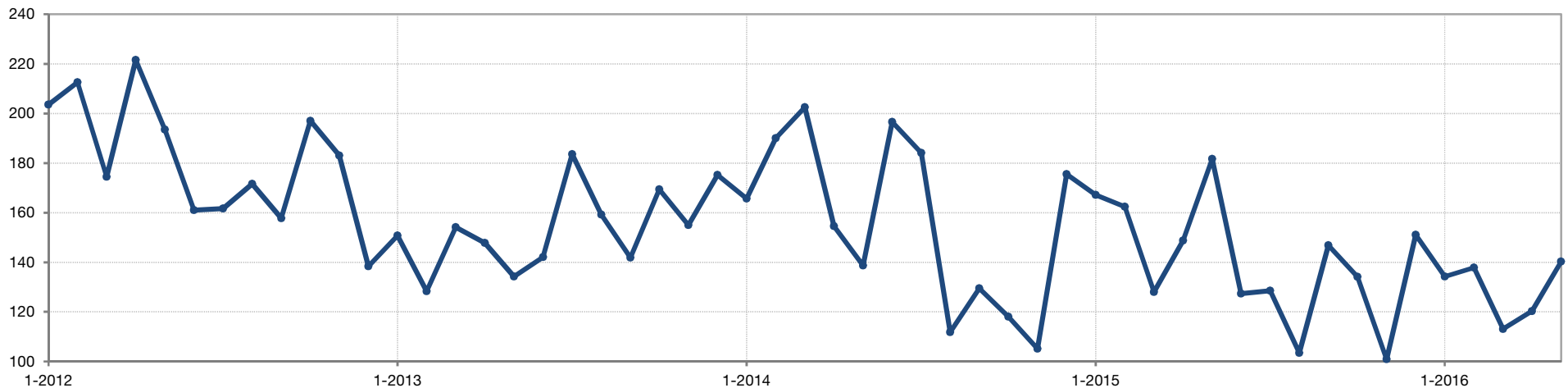


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	149	120	-19.5%
May 2016	182	140	-23.1%
12-Month Avg	150	127	-15.3%

Historical Days on Market Until Sale

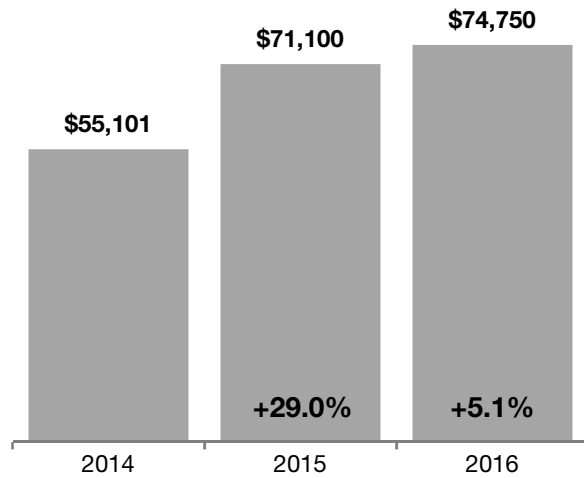


Median Sales Price

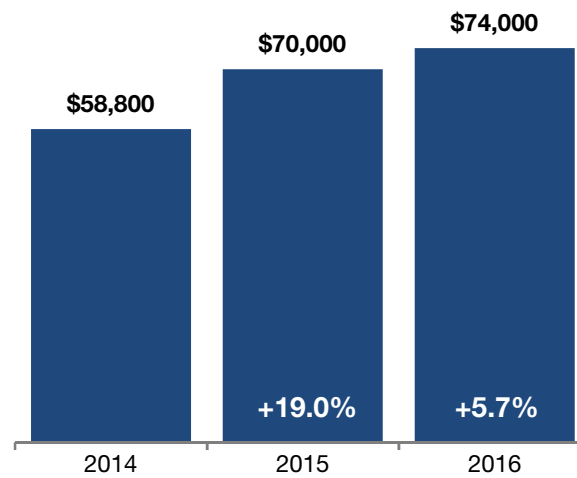
Median price point for all closed sales, not accounting for seller concessions, in a given month.



May

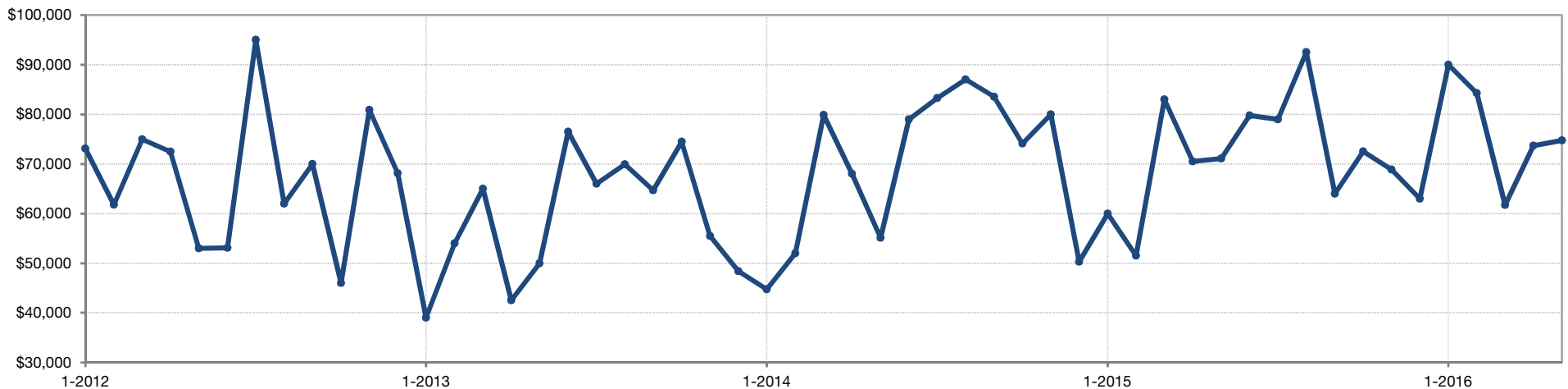


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	\$70,500	\$73,700	+4.5%
May 2016	\$71,100	\$74,750	+5.1%
12-Month Med	\$75,000	\$75,000	0.0%

Historical Median Sales Price

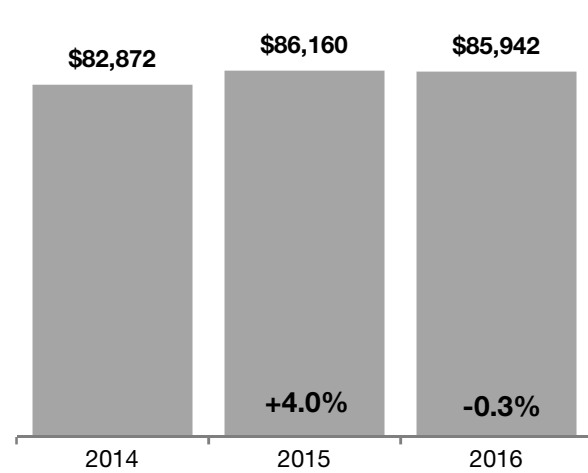


Average Sales Price

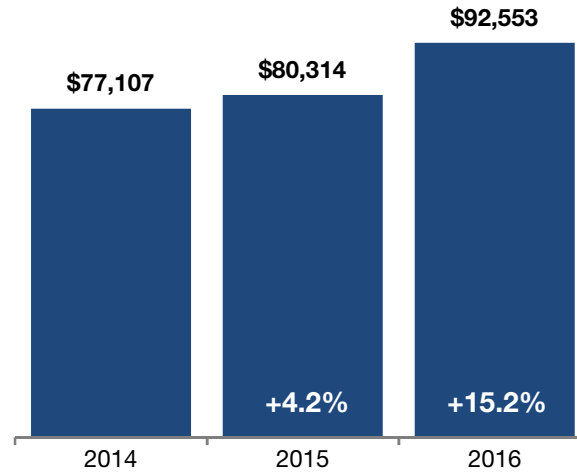
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May

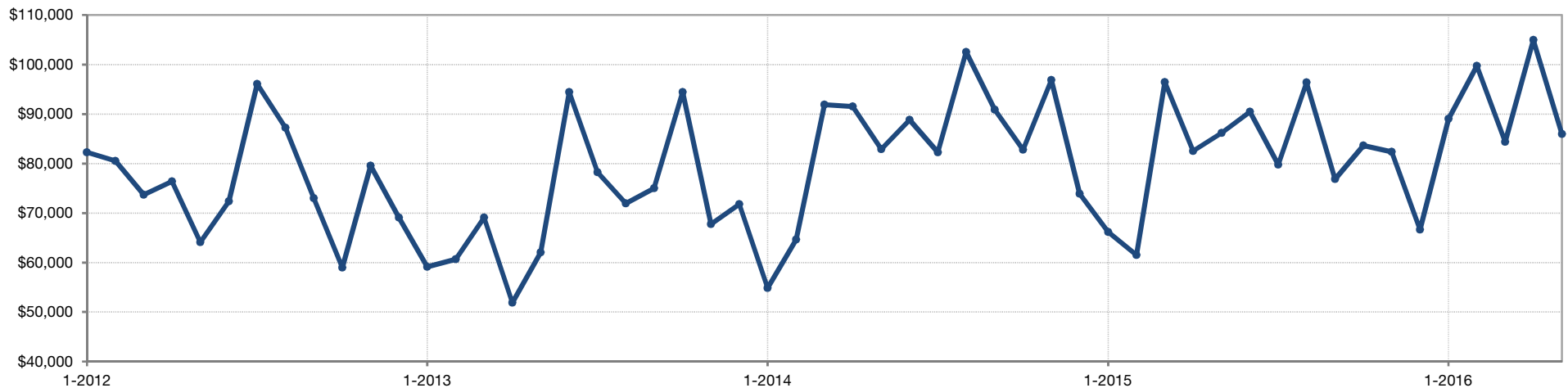


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	\$82,540	\$104,939	+27.1%
May 2016	\$86,160	\$85,942	-0.3%
12-Month Avg	\$84,789	\$86,875	+2.5%

Historical Average Sales Price



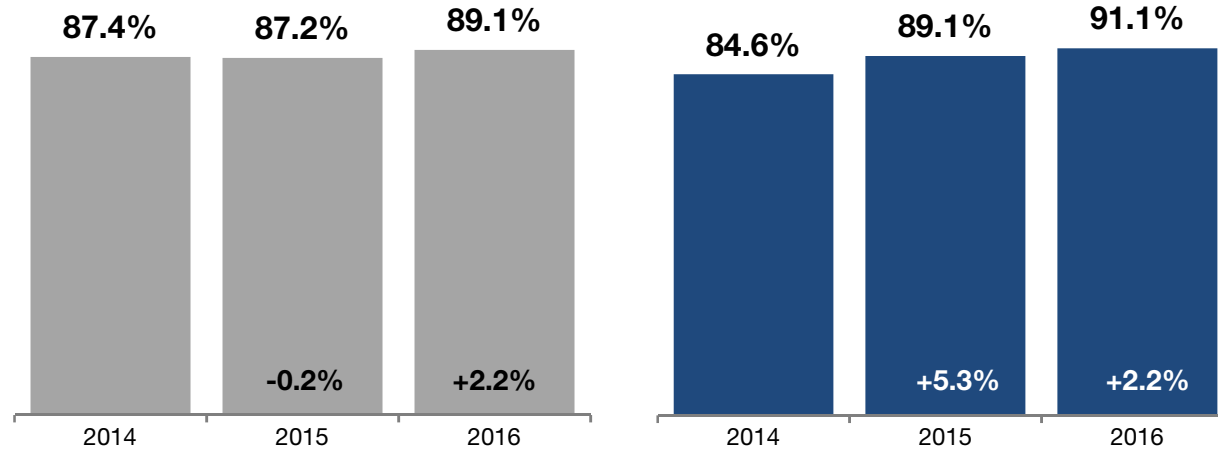
Percent of Original List Price Received

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.



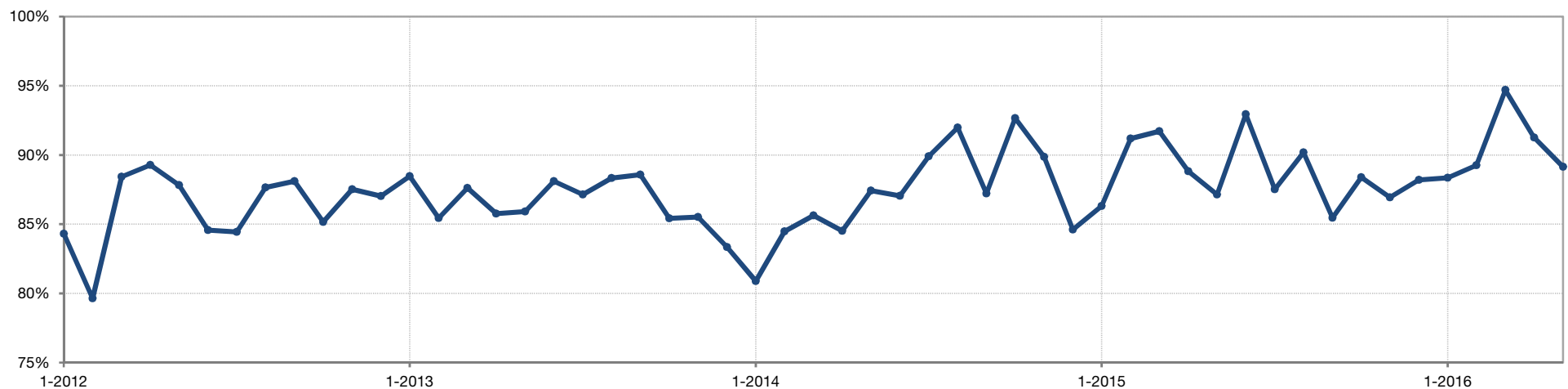
May

Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	88.8%	91.3%	+2.8%
May 2016	87.2%	89.1%	+2.2%
12-Month Avg	89.1%	89.6%	+0.6%

Historical Percent of Original List Price Received

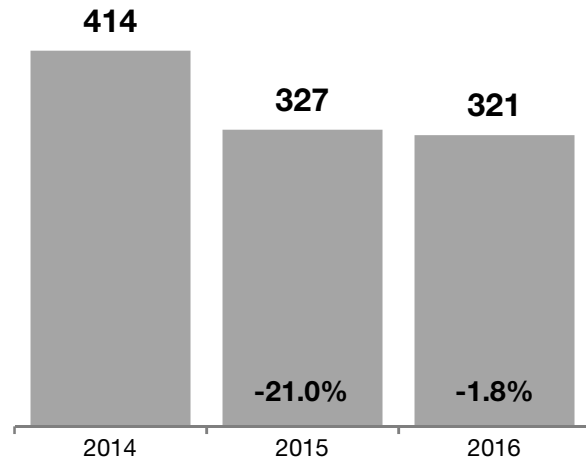


Housing Affordability Index

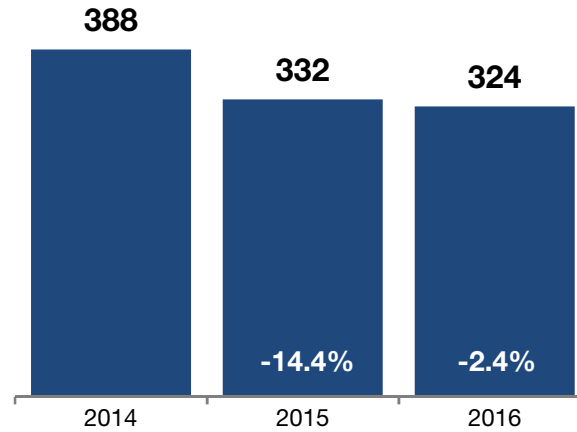
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



May

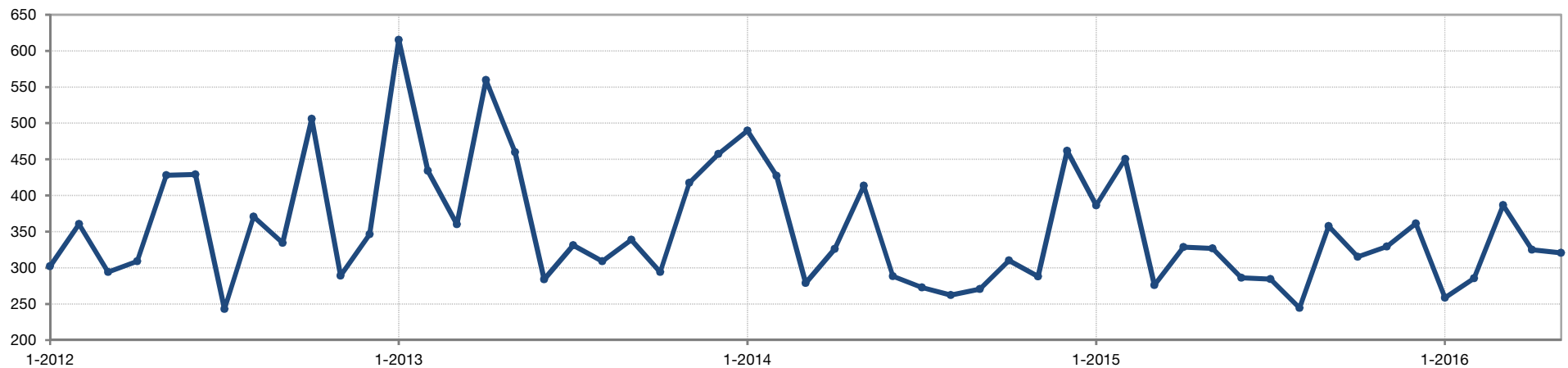


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	329	325	-1.1%
May 2016	327	321	-1.8%
12-Month Avg	327	313	-0.8%

Historical Housing Affordability Index

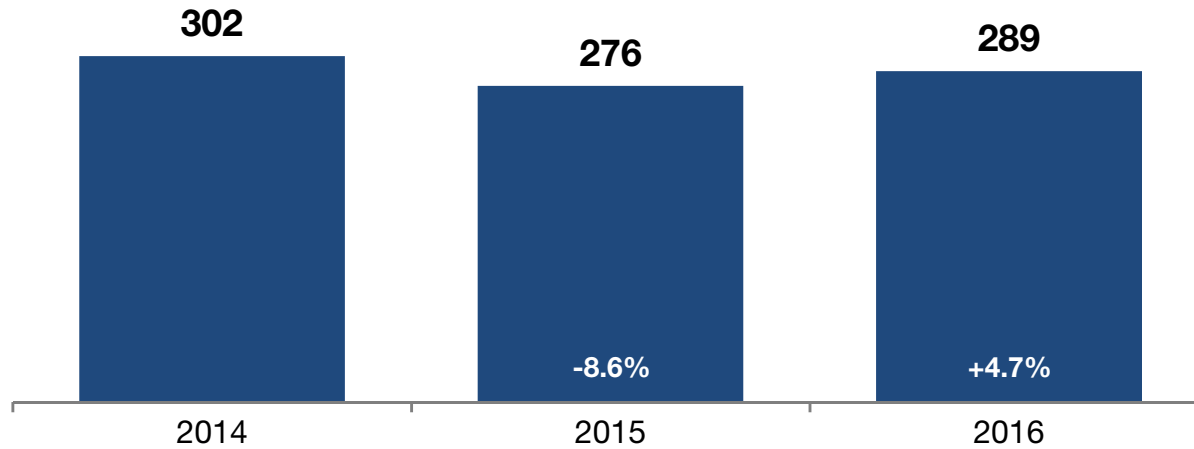


Inventory of Homes for Sale

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

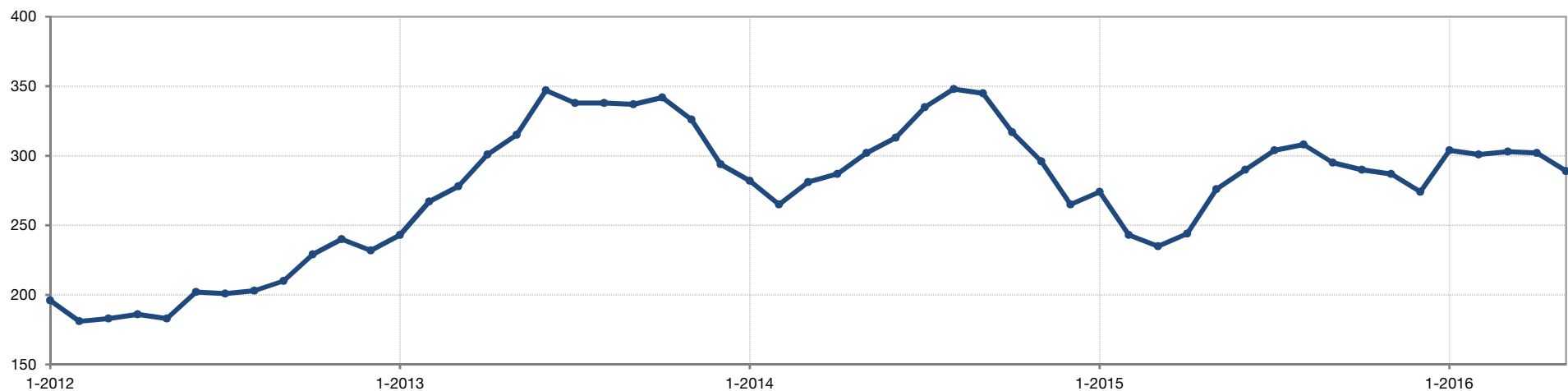


May



Month	Prior Year	Current Year	+ / -
June 2015	313	290	-7.3%
July 2015	335	304	-9.3%
August 2015	348	308	-11.5%
September 2015	345	295	-14.5%
October 2015	317	290	-8.5%
November 2015	296	287	-3.0%
December 2015	265	274	+3.4%
January 2016	274	304	+10.9%
February 2016	243	301	+23.9%
March 2016	235	303	+28.9%
April 2016	244	302	+23.8%
May 2016	276	289	+4.7%
12-Month Avg	291	296	+3.5%

Historical Inventory of Homes for Sale

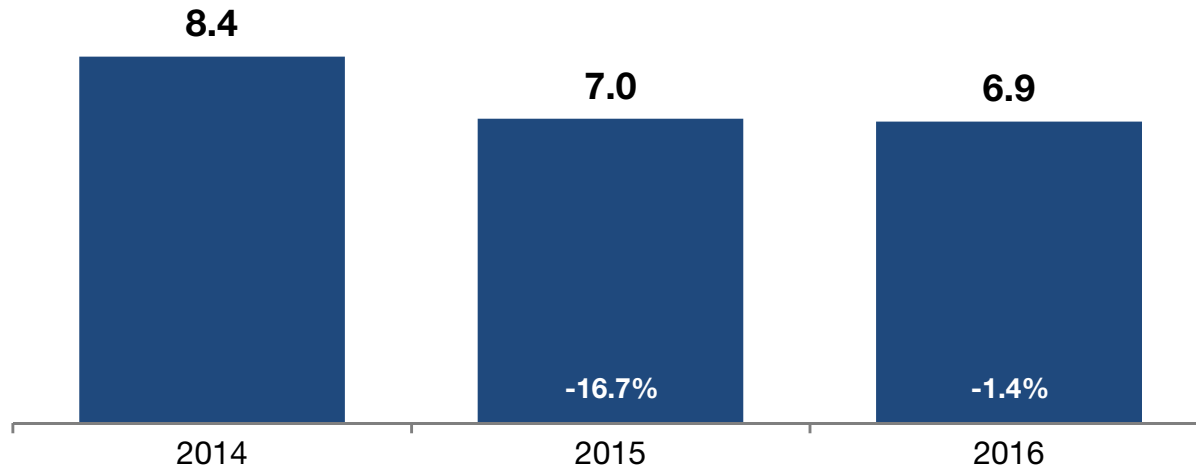


Months Supply of Inventory

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.



May



Month	Prior Year	Current Year	+ / -
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	7.3	+5.8%
January 2016	7.3	7.9	+8.2%
February 2016	6.3	7.9	+25.4%
March 2016	5.8	7.9	+36.2%
April 2016	6.1	7.6	+24.6%
May 2016	7.0	6.9	-1.4%
12-Month Avg	7.7	7.6	-1.3%

Historical Months Supply of Inventory

