

Monthly Indicators

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



June 2016



Quick Facts

+ 7.1% **+ 18.6%** **+ 5.8%**

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.



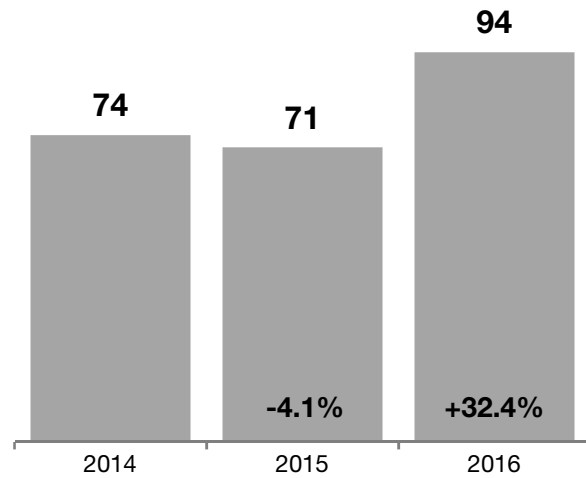
Key Metrics	Historical Sparklines	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		71	94	+ 32.4%	386	488	+ 26.4%
Pending Sales		41	57	+ 39.0%	232	278	+ 19.8%
Closed Sales		42	45	+ 7.1%	223	238	+ 6.7%
Days on Market Until Sale		127	127	0.0%	151	126	- 16.6%
Median Sales Price		\$79,750	\$94,600	+ 18.6%	\$72,000	\$76,000	+ 5.6%
Average Sales Price		\$90,471	\$97,776	+ 8.1%	\$82,204	\$94,255	+ 14.7%
Percent of Original List Price Received		92.9%	92.1%	- 0.9%	89.9%	91.3%	+ 1.6%
Housing Affordability Index		286	258	- 10.0%	317	321	+ 1.2%
Inventory of Homes for Sale		291	308	+ 5.8%	--	--	--
Months Supply of Homes for Sale		7.5	7.5	0.0%	--	--	--

New Listings

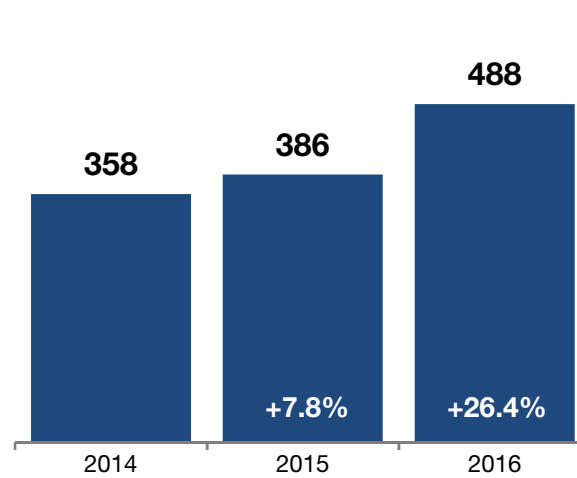
A count of the properties that have been newly listed on the market in a given month.



June

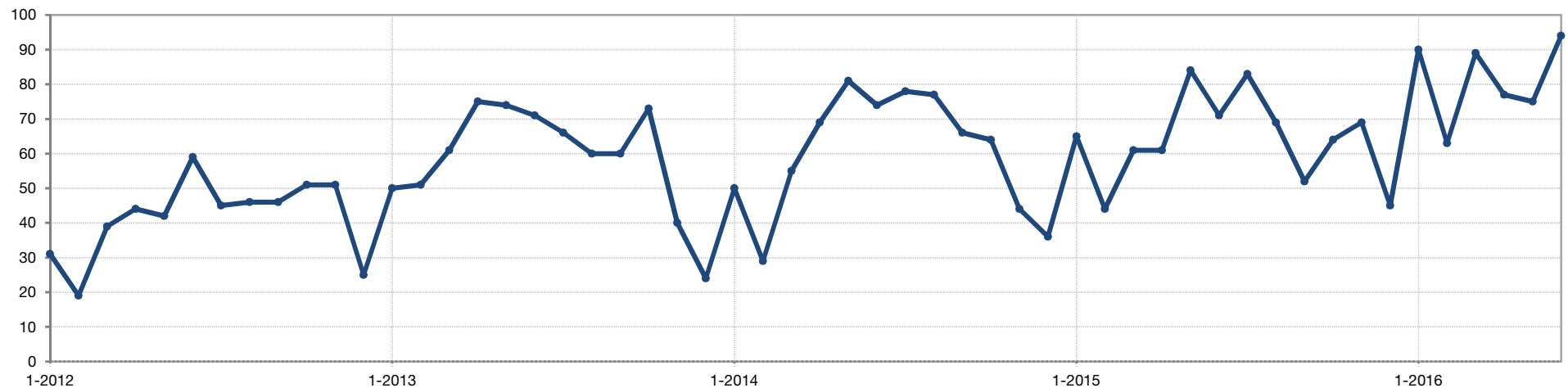


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June 2016	71	94	+32.4%
12-Month Avg	63	73	+15.8%

Historical New Listing Activity

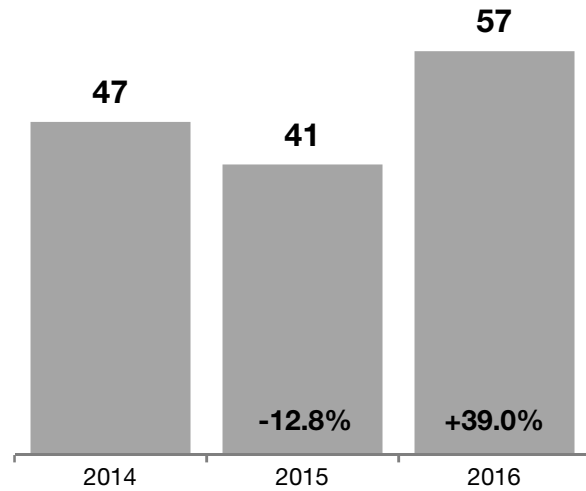


Pending Sales

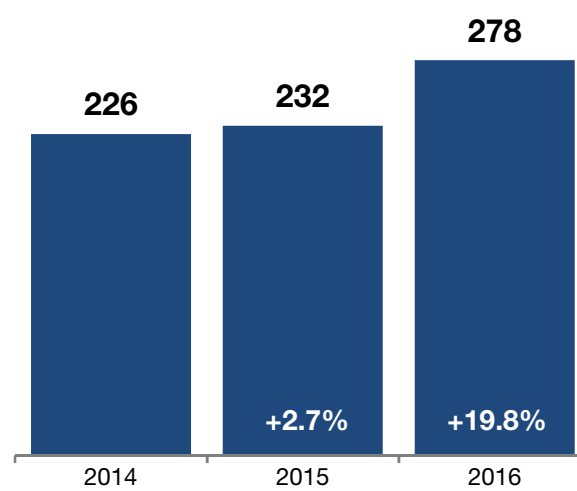
A count of the properties on which contracts have been accepted in a given month.



June

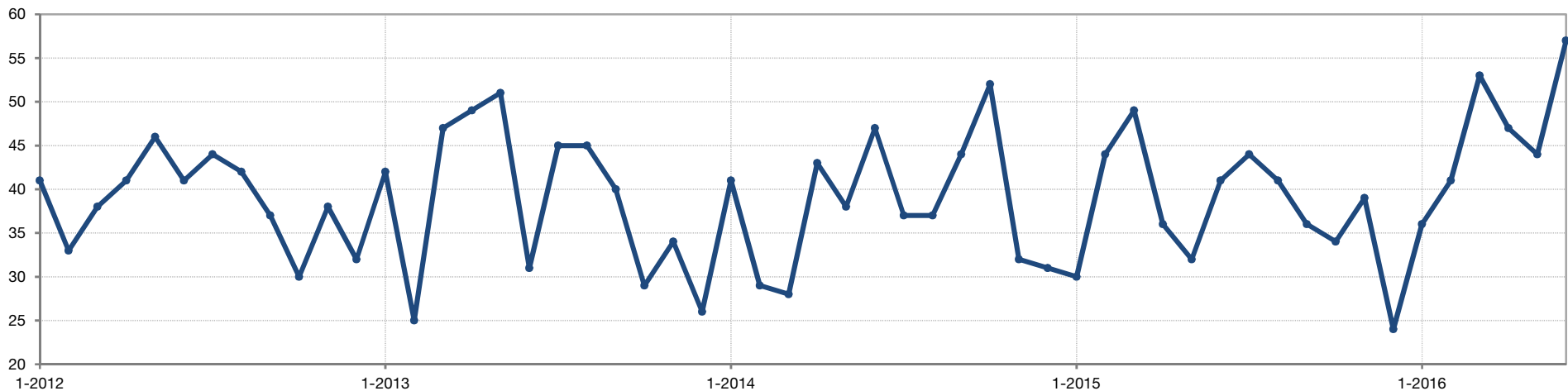


Year To Date



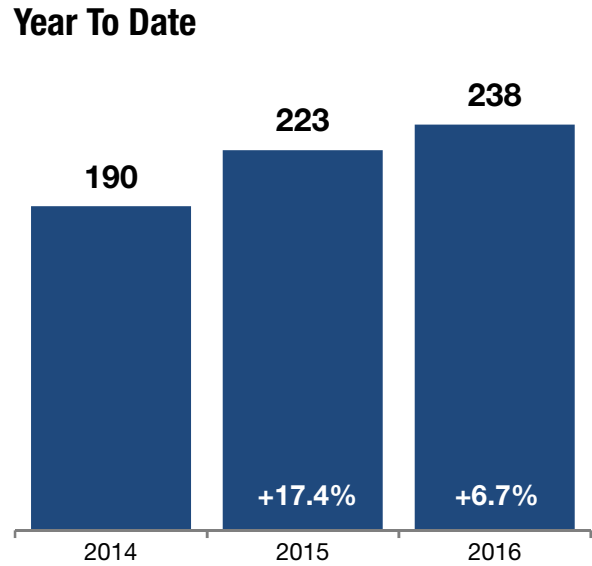
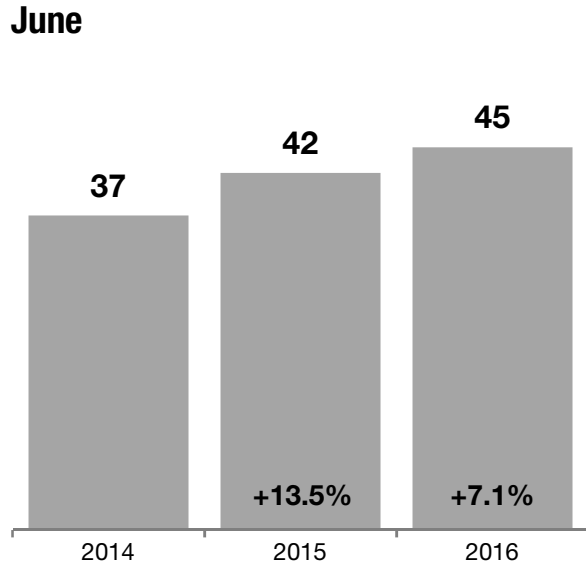
Month	Prior Year	Current Year	+ / -
July 2015	37	44	+18.9%
August 2015	37	41	+10.8%
September 2015	44	36	-18.2%
October 2015	52	34	-34.6%
November 2015	32	39	+21.9%
December 2015	31	24	-22.6%
January 2016	30	36	+20.0%
February 2016	44	41	-6.8%
March 2016	49	53	+8.2%
April 2016	36	47	+30.6%
May 2016	32	44	+37.5%
June 2016	41	57	+39.0%
12-Month Avg	39	41	+6.7%

Historical Pending Sales Activity



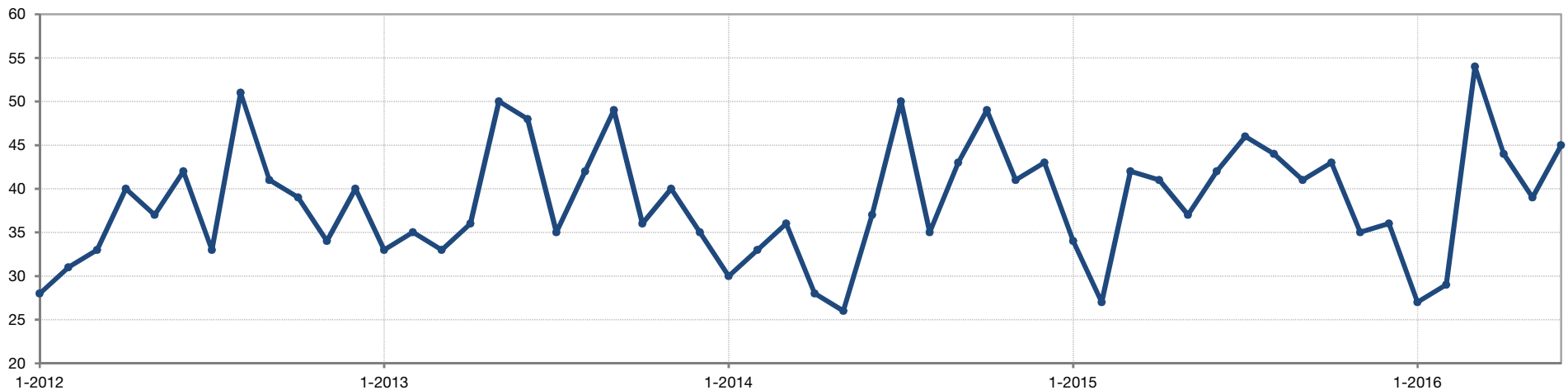
Closed Sales

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



Month	Prior Year	Current Year	+ / -
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	35	-14.6%
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	39	+5.4%
June 2016	42	45	+7.1%
12-Month Avg	40	40	+0.4%

Historical Closed Sales Activity

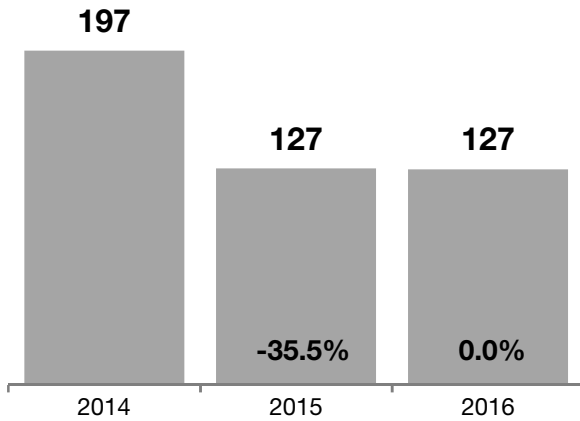


Days on Market Until Sale

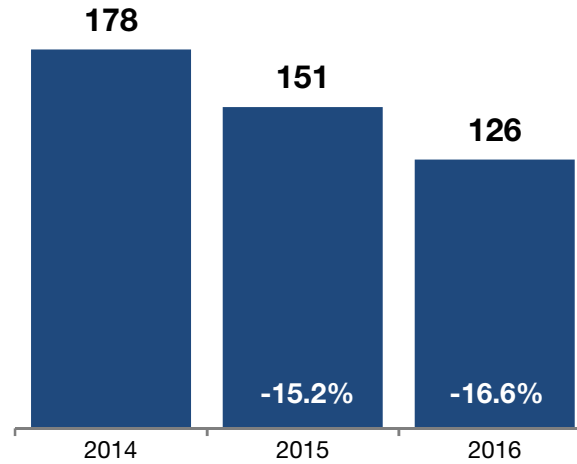
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

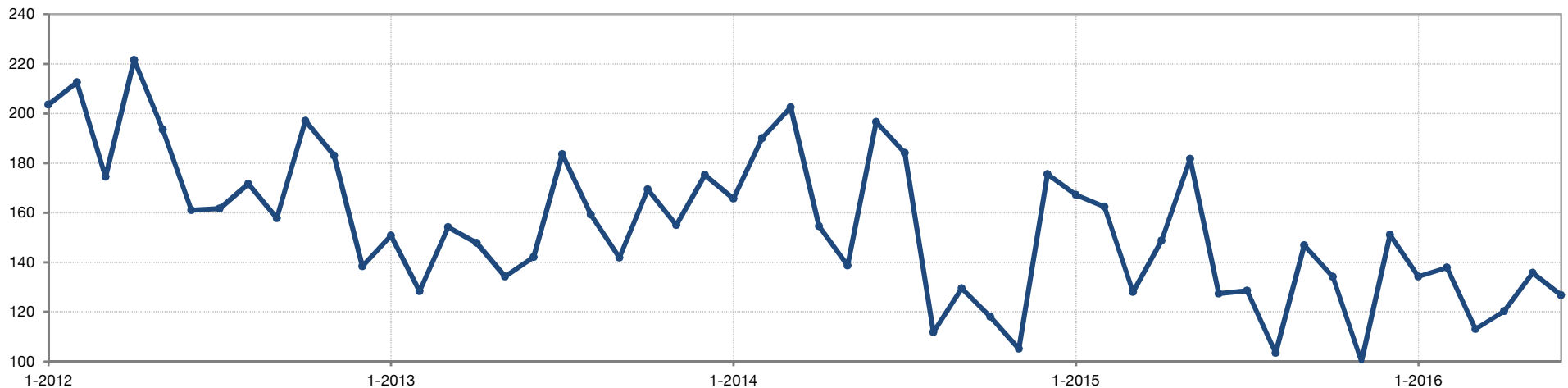


Year To Date



Month	Prior Year	Current Year	+ / -
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	100	-4.8%
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	136	-25.3%
June 2016	127	127	0.0%
12-Month Avg	144	127	-11.8%

Historical Days on Market Until Sale

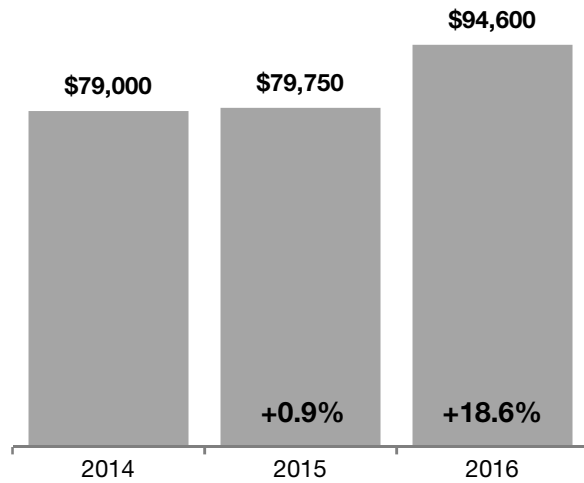


Median Sales Price

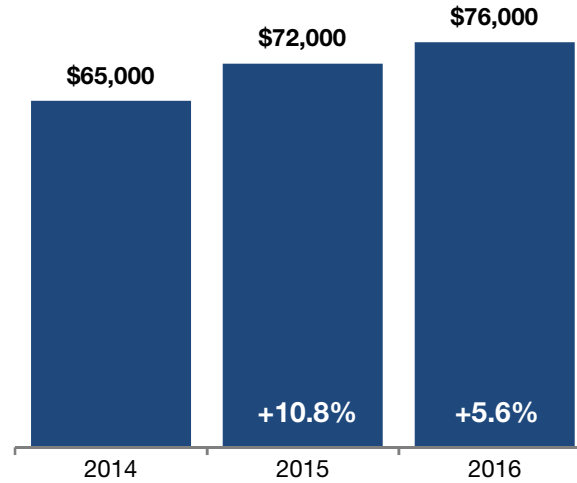
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

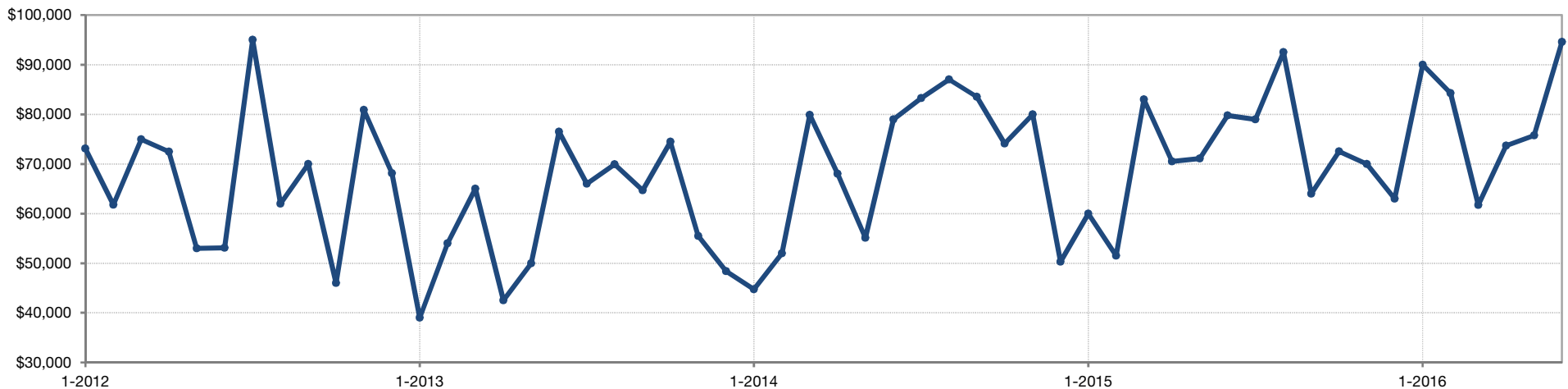


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$70,000	-12.5%
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	\$75,750	+6.5%
June 2016	\$79,750	\$94,600	+18.6%
12-Month Med	\$75,000	\$76,000	+1.3%

Historical Median Sales Price

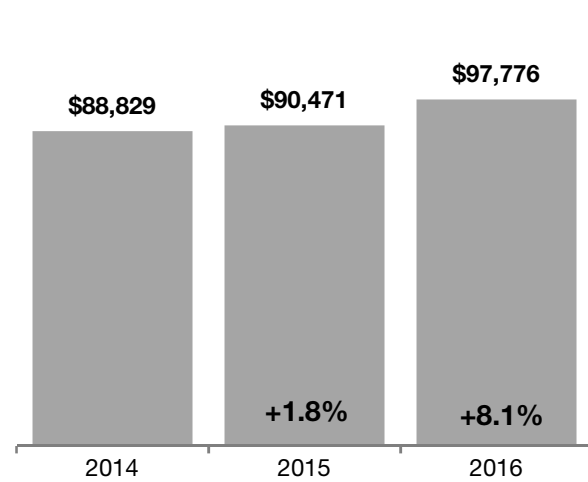


Average Sales Price

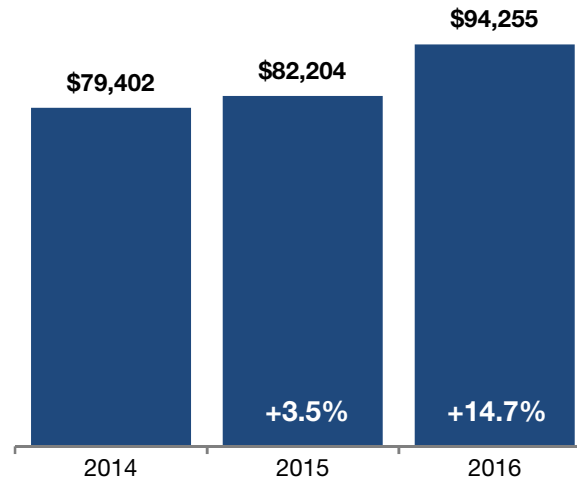
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$81,990	-15.3%
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	\$91,024	+5.6%
June 2016	\$90,471	\$97,776	+8.1%
12-Month Avg	\$84,955	\$87,975	+3.6%

Historical Average Sales Price

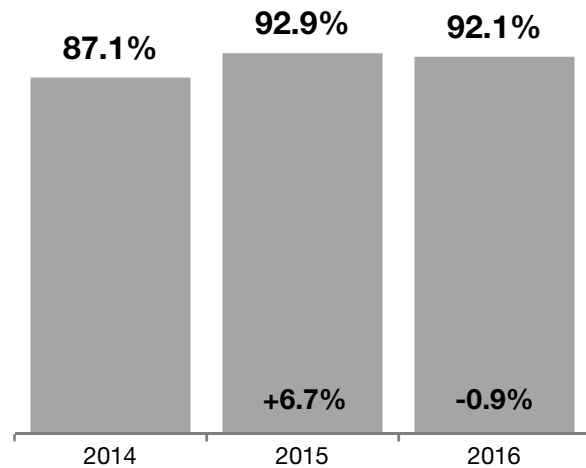


Percent of Original List Price Received

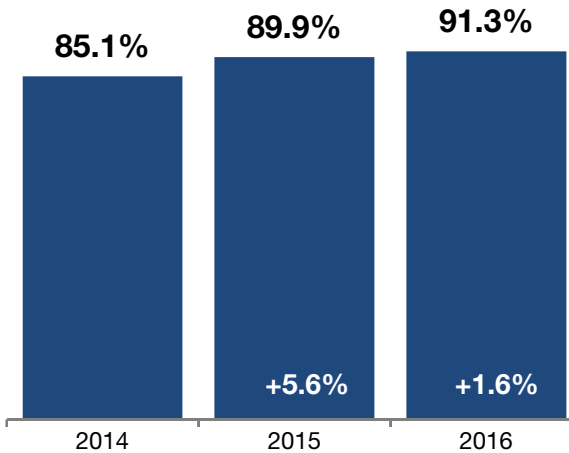
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

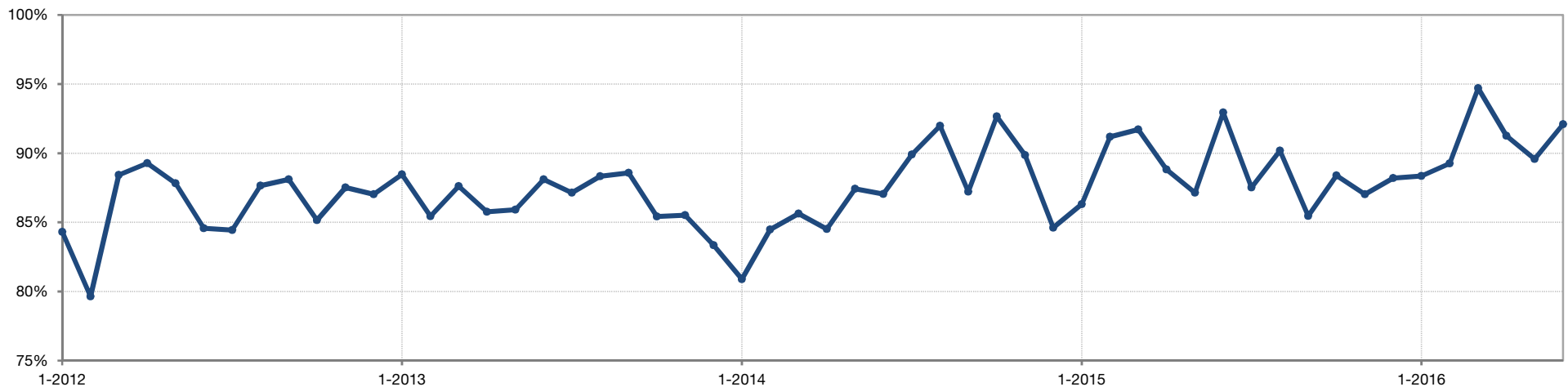


Year To Date



Month	Prior Year	Current Year	+ / -
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%	87.0%	-3.2%
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%	89.6%	+2.8%
June 2016	92.9%	92.1%	-0.9%
12-Month Avg	89.6%	89.6%	0.0%

Historical Percent of Original List Price Received

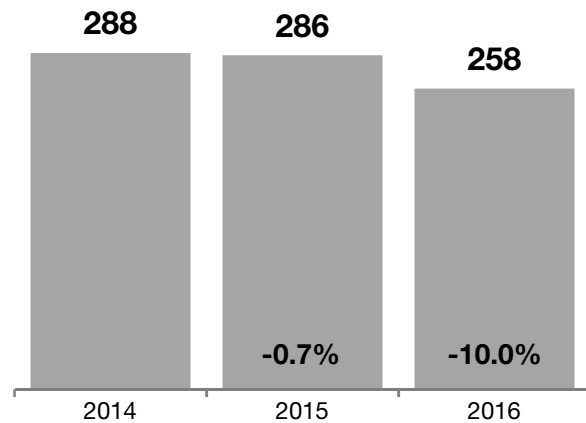


Housing Affordability Index

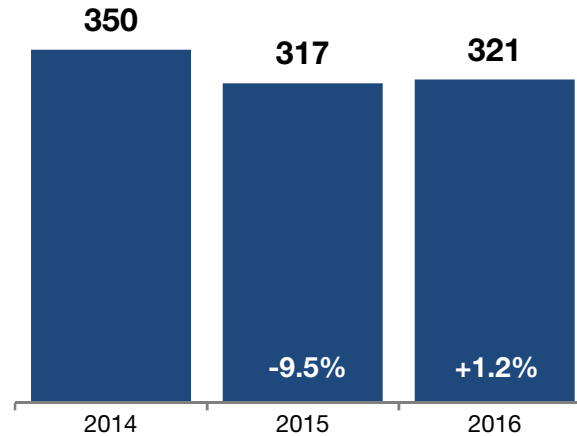
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

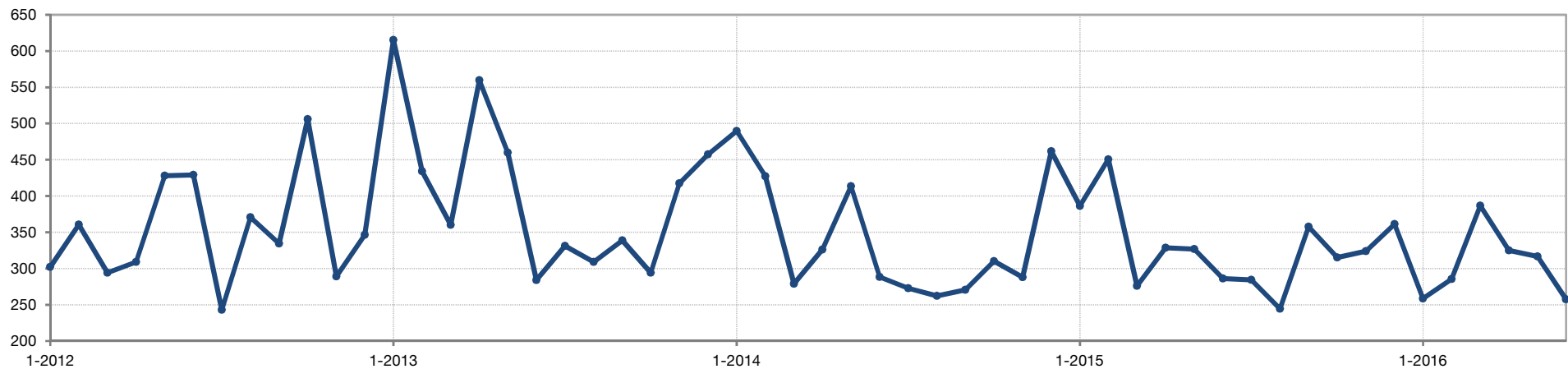


Year To Date



Month	Prior Year	Current Year	+ / -
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	324	+12.6%
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	317	-3.1%
June 2016	286	258	-10.0%
12-Month Avg	327	310	-1.8%

Historical Housing Affordability Index

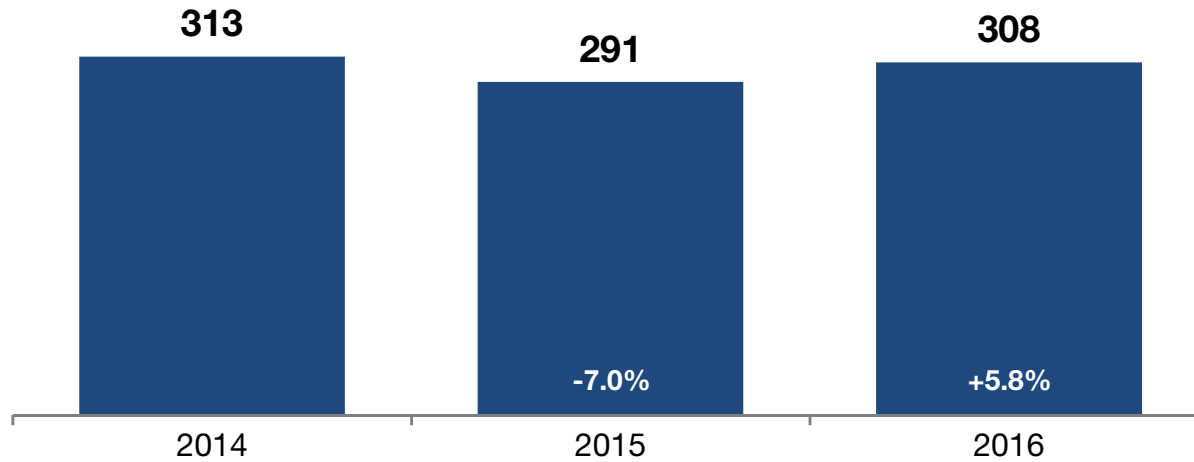


Inventory of Homes for Sale

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

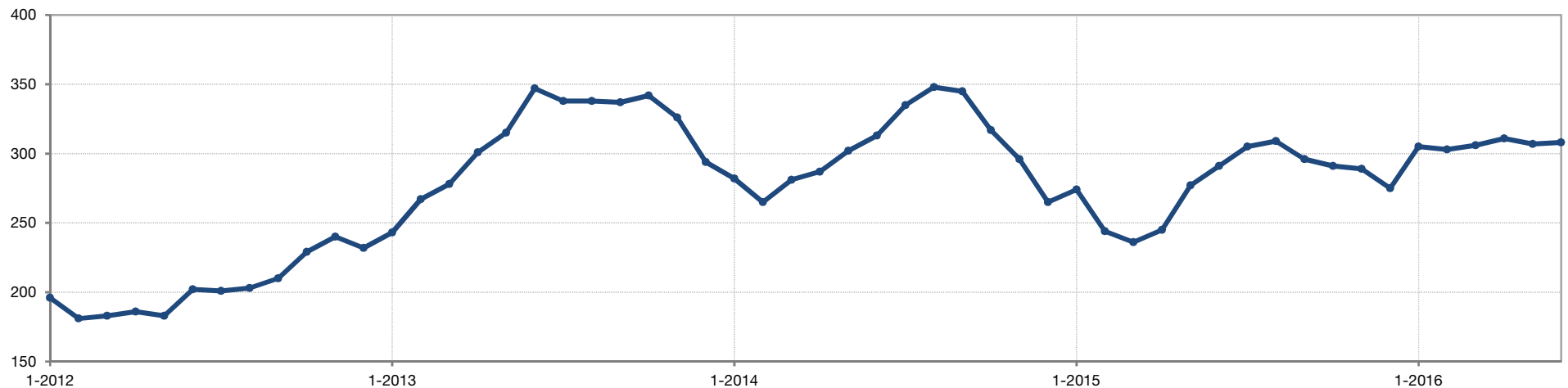


June



Month	Prior Year	Current Year	+ / -
July 2015	335	305	-9.0%
August 2015	348	309	-11.2%
September 2015	345	296	-14.2%
October 2015	317	291	-8.2%
November 2015	296	289	-2.4%
December 2015	265	275	+3.8%
January 2016	274	305	+11.3%
February 2016	244	303	+24.2%
March 2016	236	306	+29.7%
April 2016	245	311	+26.9%
May 2016	277	307	+10.8%
June 2016	291	308	+5.8%
12-Month Avg	289	300	+5.6%

Historical Inventory of Homes for Sale

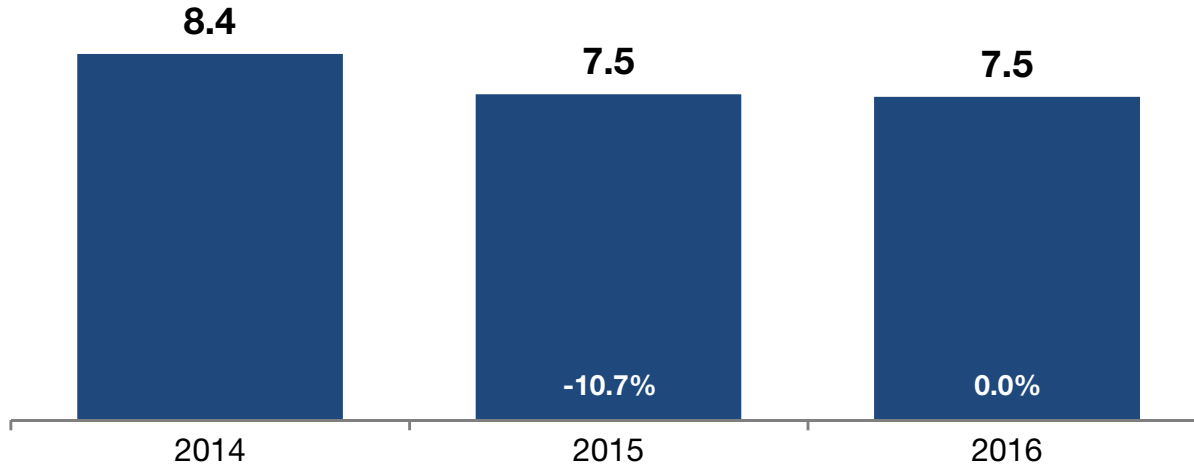


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
July 2015	9.2	7.8	-15.2%
August 2015	9.7	7.8	-19.6%
September 2015	9.6	7.6	-20.8%
October 2015	8.3	7.8	-6.0%
November 2015	7.8	7.6	-2.6%
December 2015	6.9	7.3	+5.8%
January 2016	7.3	8.0	+9.6%
February 2016	6.3	8.0	+27.0%
March 2016	5.9	8.0	+35.6%
April 2016	6.2	8.0	+29.0%
May 2016	7.1	7.7	+8.5%
June 2016	7.5	7.5	0.0%
12-Month Avg	7.7	7.8	+1.3%

Historical Months Supply of Inventory

