‘MISSOURI HOME MATTERS” March 2017 Stats Video Shoot:

 HELLO, MY NAME IS JOHN SEBREE, AND I AM THE CEO OF MISSOURI REALTORS. THANK YOU FOR JOINING US TODAY FOR THIS EDITION OF “MISSOURI HOME MATTERS”.

 IN ADDITION TO REVIEWING STATISTICS FOR THE MONTH OF MARCH, I WILL ALSO REVIEW MARKET RESULTS FOR THE FIRST QUARTER OF 2017. LET’S DIG INTO THE DATA.

OVERALL, THE RESULTS SHOW STRONG GROWTH THROUGHOUT THE STATE, INDICATING A HEALTHY SPRING REAL ESTATE MARKET IN MISSOURI. WE SAW INCREASES IN BOTH THE NUMBER OF HOMES SOLD AND SALES PRICES LAST MONTH.

 LET’S BEGIN BY REVIEWING STATISTICS FOR THE MONTH OF MARCH.

OVER 6,900 HOMES SOLD IN MISSOURI DURING THE MONTH OF MARCH.

THE TOTAL SALES VOLUME WAS OVER $1.2 BILLION DOLLARS, WHICH IS A 16 PERCENT INCREASE OVER MARCH OF 2016.

HOMES SOLD AT A MUCH FASTER PACE IN MARCH, STAYING ON THE MARKET 14 DAYS LESS WHEN COMPARED TO MARCH OF 2016.

THE MEDIAN SALES PRICE CONTINUES TO GROW AND WAS APPROXIMATLY $150,500 DOLLARS. THAT’S A 7.5 PERCENT INCREASE OVER 2016.

NOW, LETS REVIEWRESULTS FOR THE ENTIRE FIRST QUARTER OF 2017.

OVERALL, $2.7 BILLION DOLLARS IN HOME SALES WERE GENERATED FROM JANUARY THRU MARCH. THIS SALES VOLUME WAS NEARLY 14 PERCENT HIGHER THAN THE SAME PERIOD IN 2016.

OVER 15,800 HOMES SOLD DURING THE FIRST QUARTER OF 2017, UP NEARLY 7 PERCENT FROM THE FIRST QUARTER OF 2016.

HOMES SOLD FASTER DURING THE FIRST QUARTER, STAYING ON THE MARKET 12 DAYS LESS THAN THE SAME THREE MONTH PERIOD IN 2016.

THE MEDIAN SALES PRICE FOR THE FIRST QUARTER INCREASED BY 7.7 PERCENT OVER THE FIRST QUARTER IN 2016, COMING IN AT $147,500 DOLLARS.

 LETS NOW REVIEW INTEREST RATES. INTEREST RATES SLIGHTLY INCREASED IN MARCH FROM THE PREVIOUS MONTH. ACCORDING TO FREDDIE MAC, THE [NATIONAL AVERAGE COMMITMENT RATE](http://www.freddiemac.com/pmms/pmms30.htm) FOR A 30-YEAR, CONVENTIONAL, FIXED-RATE MORTGAGE WAS 4.2 PERCENT IN MARCH OF 2017. BY COMPARISON, THE INTEREST RATE IN MARCH OF 2016 WAS 3.69.

THIS CONCLUDES THIS EDITION OF “MISSOURI HOME MATTERS”. PLEASE VISIT MISSOURIREALTOR.ORG, TO REVIEW A FULL REPORT OF THE DATA I PRESENTED TODAY, AS WELL AS ADDITIONAL RESOURCES AND INFORMATION. AS ALWAYS, REMEMBER THAT REAL ESTATE IS LOCAL AND LOCAL REALTORS ARE THE KEY TO ACCURATE MARKET INFORMATION.

I AM YOUR HOST, JOHN SEBREE. THANK YOU FOR WATCHING AND I’LL SEE YOU ON THE NEXT “MISSOURI HOME MATTERS”.

**GRAPHIC SCREEN WITH THE FOLLOWING TEXT:**

“MISSOURI HOME MATTERS” PROVIDES A SUMMARY OF IMPORTANT STATEWIDE REAL ESTATE STATISTICAL DATA FOR BOTH MEMBERS AND THE PUBLIC. MISSOURI REALTORS CAN DOWNLOAD A MORE COMPLETE VERSION OF OUR STATS REPORT BY GOING TO MISSOURIREALTOR.ORG.

IT IS IMPORTANT TO UNDERSTAND THAT THE INFORMATION IN THIS MARKET SUMMARY REPORT REFLECTS MISSOURI STATEWIDE AVERAGES. REAL ESTATE IS LOCAL AND THE HOME SALES STATISTICS FOR YOUR AREA MAY VARY SIGNIFICANTLY FROM WHAT’S DESCRIBED IN THIS REPORT. THE ONLY WAY TO TRULY UNDERSTAND YOUR MARKET IS TO CONTACT A LOCAL REALTOR.