‘MISSOURI HOME MATTERS” 2/22/17 Shoot:

HELLO, MY NAME IS RYAN GATTERMEIR, AND I AM THE 2017 PRESIDENT OF MISSOURI REALTORS. THANK YOU FOR JOINING US TODAY FOR THIS EDITION OF “MISSOURI HOME MATTERS”.

TODAY WE WILL REVIEW STATISTICS FOR THE MONTH OF JANUARY. OVERALL, WE EXPERIENCED A HEALTHY INCREASE IN HOME SALES ***AND*** HOMES SOLD AT A FASTER PACE LAST MONTH.

SO, LET’S LOOK AT THE RESULTS. OVER 4,300 HOMES SOLD IN MISSOURI DURING JANUARY.

THE TOTAL SALES VOLUME WAS OVER $764 MILLION DOLLARS, WHICH IS A 14% INCREASE OVER JANUARY OF 2016.

HOMES CONTINUE TO SELL AT A FASTER PACE, STAYING ON THE MARKET FOR AN AVERAGE OF 119 DAYS. THAT’S 9 DAYS LESS WHEN COMPARED TO JANUARY OF 2016.

THE MEDIAN SALES PRICE CONTINUES TO GROW AND WAS APPROXIMATLY $145,000. THAT’S A 7.5% INCREASE OVER 2016.

I JUST QUICKLY WANTED TO MENTION INTEREST RATES WHICH SLIGHTLY DECREASED IN JANUARY, FROM DECEMBER. ACCORDING TO FREDDIE MAC, THE [NATIONAL AVERAGE COMMITMENT RATE](http://www.freddiemac.com/pmms/pmms30.htm) FOR A 30-YEAR, CONVENTIONAL, FIXED-RATE MORTGAGE DECREASED TO 4.15 PERCENT IN JANUARY. BY COMPARISON, THE INTEREST RATE IN JANUARY OF LAST YEAR WAS 3.87.

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, RYAN GATTERMEIR. THANK YOU FOR WATCHING THIS EDITION OF “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.