‘MISSOURI HOME MATTERS” Video Shoot 7/20/2016:

HELLO, MY NAME IS TEAH HOPPER, AND I AM THE VICE PRESIDENT OF MARKETING AND COMMUNICATIONS FOR MISSOURI REALTORS. THANK YOU FOR JOINING US TODAY FOR THIS EDITION OF “MISSOURI HOME MATTERS”.

IN ADDITION TO REVIEWING STATISTICS FOR THE MONTH OF JUNE, I WILL ALSO REVIEW MARKET RESULTS FOR THE SECOND QUARTER OF 2016. LET’S TAKE A LOOK AT THE NUMBERS.   
  
JUNE WAS AN EXCEPTIONAL MONTH FOR THE REAL ESTATE MARKET IN MISSOURI. WE SAW INCREASES IN BOTH THE NUMBER OF HOMES SOLD AND SALES PRICES LAST MONTH. IN ADDITION TO THESE INCREASES, HOMES CONTINUED TO SELL AT A FASTER PACE LAST MONTH.

OVER 8,600 HOMES SOLD IN MISSOURI DURING THE MONTH OF JUNE.

THE TOTAL SALES VOLUME WAS OVER $1.7 BILLION DOLLARS, WHICH IS NEARLY A 12% INCREASE OVER JUNE OF LAST YEAR.

HOMES SOLD AT A MUCH FASTER PACE IN JUNE, STAYING ON THE MARKET FOR 9 DAYS LESS WHEN COMPARED TO THE SAME MONTH IN 2015.

THE MEDIAN SALES PRICE CONTINUES TO GROW AND WAS UP NEARLY 7% IN JUNE TO APPROXIMATELY $164,000 DOLLARS.   
  
AND NOW, LET’S REVIEW THE SECOND QUARTER RESULTS FOR 2016, WHICH IS THE COMBINED THREE MONTH PERIOD OF APRIL, MAY AND JUNE.

OVERALL, OVER $4.4 BILLION DOLLARS IN HOME SALES WERE GENERATED DURING THE SECOND QUARTER. THIS SALES VOLUME WAS 15% HIGHER THAN THE SAME PERIOD IN 2015.

OVER 23,700 HOMES SOLD DURING THE SECOND QUARTER OF 2016. THAT IS UP 9% FROM THE SECOND QUARTER OF LAST YEAR.

HOMES SOLD AT A QUICKER PACE DURING THE SECOND QUARTER, STAYING ON THE MARKET 8 DAYS LESS THAN THE SAME PERIOD IN 2015.

THE MEDIAN SALES PRICE FOR THE SECOND QUARTER INCREASED BY 5% OVER THE SECOND QUARTER IN 2015, COMING IN AT $158,000 DOLLARS.

AND FINALLY, MORE GOOD NEWS, INTEREST RATES SLIGHTLY DECREASED IN JUNE AND CONTINUE TO REMAIN HISTORICALLY LOW. ACCORDING TO FREDDIE MAC, THE [NATIONAL AVERAGE COMMITMENT RATE](http://www.freddiemac.com/pmms/pmms30.htm) FOR A 30-YEAR, CONVENTIONAL, FIXED-RATE MORTGAGE CAME IN AT 3.57 PERCENT IN JUNE. BY COMPARISON, THAT IS SIGNIFICANTLY LOWER THAN THE SAME MONTH IN 2015 WHEN THE INTEREST RATE WAS 3.98 PERCENT.

THAT CONCLUDES THIS EDITION OF “MISSOURI HOME MATTERS”. PLEASE VISIT MISSOURIREALTOR.ORG, TO REVIEW A FULL REPORT OF THE DATA 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.

THANK YOU FOR WATCHING AND 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.