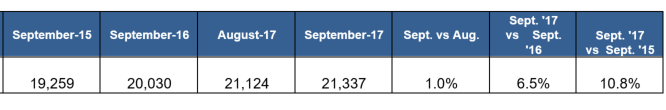
‘MISSOURI HOME MATTERS” October 10/23/17 Shoot:

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”.

TODAY WE ARE GOING TO STRAY FROM OUR NORMAL REVIEW OF THE STATISTICS AND PROVIDE SOME INTERESTING NUMBERS FOR HOT MARKETS THORUGHOUT THE STATE.



Before I jump into the existing home sales numbers, I wanted to mention our Association membership counts. Our membership is up 6.5% year over year. We now have 21,337 Realtors in the State of Missouri. That’s 10.8% higher than our membership count in September 2015.

Now back to the home sales numbers.

I’d first like to highlight “List prices by county.” This graphic shows price growth year-over-year in the top 10 fastest growing counties. You’ll see Daviess County is ranked number 1 with a 78$ increase in list prices year over year. Other counties in this list have price growth increases of 33% to 41% from September of last year to September of this year. Those include McDonald, St Clair, Pettis, Scott, Newton, Madison, Dade, Andrew and Wayne County.

Inventory is down year over year in most of the largest counties in Missouri. This graphic shows single family and condo active listings. Inventory is down 30% in Green County year over year, 11% in Jackson County, 9% in St Louis County, 7% in Clay County, 4% in St Louis City and down 1% in St Charles County.

Next is a really fun report that you can find at Research.Realtor.com. It is called the “Market Hotness Index.” This graphic shows the top 300 metro areas in the United States. In August, Kansas City was ranked #35 out of 300 and is listed as HOT. Half of the zip codes in Kansas City have experienced 10% price growth year over year. On the hotness index, St Louis is listed as #82 out of 300 metro areas. That market is considered “slightly hot.” Half of the zip codes in the St Louis Metro area have experienced a 5% or more price growth year over year. Other Metro areas such as Springfield, Joplin, Jefferson City and Columbia are in the monthly rankings. The next slide, though, is for the Second Quarter of 2017 and it lists every market in Missouri. Ending the second quarter, you’ll see Clay County, Missouri is VERY HOT, St Charles, St Louis, and Platte Counties are also HOT for the second quarter. It continues with markets that are slightly hot and so on. All in all, Missouri is well represented on this list of hottest markets in the United States.

I ALSO WANTED TO MENTION INTEREST RATES WHICH SLIGHTLY DECREASED IN SEPTEMBER FROM AUGUST. According to Freddie Mac, the [average commitment rate](http://www.freddiemac.com/pmms/pmms30.htm) for a 30-year, conventional, fixed-rate mortgage dipped to 3.81 percent in September from 3.88 percent in August and is the lowest since November 2016.

THIS CONCLUDES THIS UNIQUE 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 WILL SEE YOU ON THE NEXT “MISSOURI HOME MATTERS”.