‘MISSOURI HOME MATTERS” 1/24/17 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”.

IN ADDITION TO REVIEWING STATISTICS FOR THE MONTH OF DECEMBER, I WILL ALSO TOUCH ON THE MARKET RESULTS FOR THE FOURTH QUARTER AS WELL AS THE YEARLY NUMBERS FOR 2016. SO, WHAT I AM GOING TO REVIEW IS THE ONE MONTH OF DECEMBER, THE THREE MONTHS OF THE QUARTER AND THEN THE ENTIRE YEAR AS A WHOLE. WE HAVE A LOT TO COVER, SO LET’S GO AHEAD AND DIG INTO THE DATA.   
  
OVERALL, THE RESULTS SHOW STRONG GROWTH THROUGHOUT THE STATE, INDICATING A HEALTHY REAL ESTATE MARKET IN MISSOURI. HOMES ARE SELLING FASTER AND SALES PRICES ARE INCREASING.

LET’S BEGIN BY REVIEWING THE MONTH OF DECEMBER.   
  
OVER 6,100 HOMES SOLD IN MISSOURI DURING DECEMBER.

THE TOTAL SALES VOLUME WAS OVER $1.5 MILLION DOLLARS, WHICH IS NEARLY A 7% INCREASE OVER DECEMBER OF 2015.

HOMES SOLD AT A FASTER PACE IN DECEMBER, STAYING ON THE MARKET FOR AN AVERAGE OF 112 DAYS. THAT’S 8 DAYS LESS WHEN COMPARED TO DECEMBER OF 2015.

THE MEDIAN SALES PRICE CONTINUES TO GROW AND WAS APPROXIMATLY $149,000 DOLLARS. THAT’S A 5% INCREASE OVER 2015.  
  
NOW, LET’S SWITCH GEARS AND REVIEW THE FOURTH QUARTER RESULTS FOR 2016.

OVERALL, $3.3 BILLION DOLLARS IN HOME SALES WERE GENERATED DURING THE FOURTH QUARTER. THIS SALES VOLUME WAS 19% HIGHER THAN THE SAME PERIOD IN 2015.

OVER 18,000 HOMES SOLD DURING THE FOURTH QUARTER OF 2016, UP 14% FROM THE FOURTH QUARTER OF 2015.

HOMES SOLD MORE QUICKLY DURING THE FOURTH QUARTER, STAYING ON THE MARKET 7 DAYS LESS THAN THE SAME PERIOD IN 2015.

THE MEDIAN SALES PRICE FOR THE FOURTH QUARTER INCREASED BY NEARLY 6% OVER THE FOURTH QUARTER OF THE PREVIOUS YEAR, COMING IN AT $150,000 DOLLARS.

FINALLY, LET’S REVIEW THE OVERALL STATISTICS FOR THE YEAR 2016.  
  
IN 2016, OVER 80,000 RESIDENTIAL PROPERTIES SOLD IN MISSOURI. THAT’S A HEALTHY 10% INCREASE OVER 2015, AND A 21% INCREASE OVER 2014.   
  
THE MEDIAN SALES PRICE FOR 2016 CAME IN AT $152,000.   
  
OVERALL, OVER $14.6 BILLION DOLLARS IN HOME SALES WERE GENERATED IN MISSOURI DURING 2016. THESE FINAL 2016 NUMBERS SHOW THE CONTINUED RECOVERY OF THE REAL ESTATE MARKET IN MISSOURI. THIS IS GREAT NEWS FOR OUR INDUSTRY!

I WANT TO BRIEFLY REVIEW INTEREST RATES, WHICH SLIGHTLY INCREASED IN 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 INCREASED TO 4.20 PERCENT IN DECEMBER. BY COMPARISON, THE INTEREST RATE IN DECEMBER OF 2015 WAS 3.96. THE ANNUAL AVERAGE FOR 2016 CAME IN AT 3.65 PERCENT.

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 WILL 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.