‘MISSOURI HOME MATTERS” October 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 SEPTEMBER, I WILL ALSO REVIEW MARKET RESULTS FOR THE THIRD QUARTER OF 2016. LET’S DIG RIGHT INTO THE DATA.   
  
OVERALL, THE RESULTS INDICATE A HEALTHY REAL ESTATE MARKET THROUGHOUT MISSOURI. WE SAW INCREASES IN BOTH THE NUMBER OF HOMES SOLD AND SALES PRICES LAST MONTH. IN ADDTION TO THESE INCREASES, HOMES CONITNUED TO SELL AT A FASTER PACE.

LET’S BEGIN BY REVIEWING THE MONTH OF SEPTEMBER.   
  
OVER 7,000 HOMES SOLD IN MISSOURI DURING THE MONTH OF SEPTEMBER.

THE TOTAL SALES VOLUME WAS OVER $1.3 BILLION DOLLARS, WHICH IS A 19% INCREASE OVER SEPTEMBER OF LAST YEAR.

HOMES SOLD AT A FASTER PACE IN SEPTEMBER, STAYING ON THE MARKET FOR 3 DAYS LESS WHEN COMPARED TO THE SAME MONTH IN 2015.

AND, THE MEDIAN SALES PRICE CONTINUES TO GROW AND WAS UP 8% IN SEPTEMBER TO APPROXIMATLY $154,900 DOLLARS.   
  
NOW, LET’S REVIEW THE THIRD QUARTER RESULTS FOR 2016, WHICH IS THE COMBINED THREE MONTH PERIOD OF JULY, AUGUST AND SEPTEMBER.

OVERALL, OVER $4.2 BILLION DOLLARS IN HOME SALES WERE GENERATED DURING THE THIRD QUARTER. THIS SALES VOLUME WAS OVER 10% HIGHER THAN THE SAME PERIOD IN 2015.

OVER 22,500 HOMES SOLD DURING THE THIRD QUARTER OF 2016. THAT IS UP 5% FROM THE THIRD QUARTER OF LAST YEAR.

HOMES SOLD AT A QUICKER PACE DURING THE THIRD QUARTER TOO, STAYING ON THE MARKET 7 DAYS LESS THAN THE SAME PERIOD IN 2015.

AND, THE MEDIAN SALES PRICE FOR THE THIRD QUARTER INCREASED BY 6% OVER THE THIRD QUARTER IN 2015, COMING IN AT $157,500 DOLLARS.

I JUST WANTED TO QUICKLY MENTION INTEREST RATES, WHICH SLIGHTLY INCREASED IN SEPTEMBER, BUT 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 3.46 PERCENT IN SEPTEMBER. BY COMPARISON, THAT IS STILL SIGNIFICANTLY LOWER THAN THE SAME MONTH IN 2015 WHEN THE INTEREST RATE WAS 3.89 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 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.