

# Jefferson County Housing Update - Resale Only

Key Market Indicators – October Recap 2020



## The Real Estate Market Intensity Is Extreme



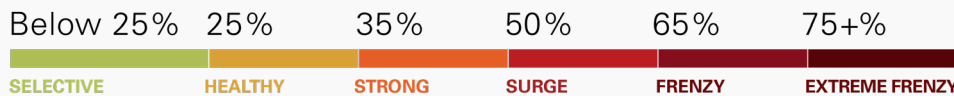
J. Lennox Scott  
Chairman and CEO

Real estate market activity in Jefferson County continues to rise, even as temperatures fall. It's like the whole market is watching for each new listing! We are virtually sold out of homes priced up to \$750,000 locally. Inventory levels range from extreme shortage to shortage in this range, which comprises 88 percent of local sales activity.

Overall sales activity intensity for new listings coming on the market in Oct. 2020 increased significantly compared to Oct. 2019 in Jefferson County.

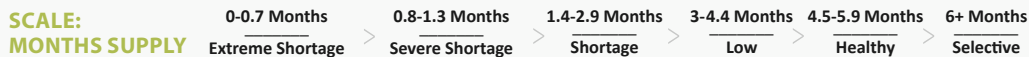
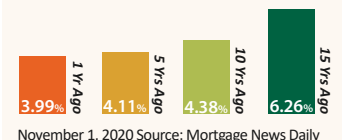
Price Range	October New Resale Listing	October Resale Pending	November 1st Active Resale Listing	Months Supply (Pending)	Months Resale Supply	% Pending 1st 30 Days (Sept. List)	Sales Activity Intensity
0 - 250K	12	13	9	0.7	Extreme Shortage	N/A	Selective
250K - 350K	3	5	7	1.4	Shortage	77.8%	Extreme Frenzy
350K - 500K	17	20	14	0.7	Extreme Shortage	47.6%	Strong
500K - 750K	15	13	18	1.4	Shortage	72.2%	Frenzy
750K - 1M	6	4	10	2.5	Shortage	71.4%	Frenzy
1M+	8	3	15	5.0	Healthy	100.0%	Extreme Frenzy
<b>Total Activity</b>	<b>61</b>	<b>58</b>	<b>73</b>	<b>1.3</b>	<b>Severe Shortage</b>	<b>63.8%</b>	<b>Surge</b>

### SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



### UNBELIEVABLE INTEREST RATES

3.00%



### ► WHAT IS THE BEST TIME TO SELL YOUR HOME?

When pondering the question “when is the best time of the year to sell my home?” the answer is actually quite simple. The best time to sell your home is whenever it’s right for your individual circumstances! Many areas are nearly virtually sold out, raising the sales activity intensity to extreme frenzy for each new listing. As we progress through fall and winter, unsold inventory levels will drop even further.

These conditions, along with strong buyer demand due to historically low interest rates, have created a multiple-offer, quick-response market as buyers quickly snap up homes once they go on the market. If selling makes sense for you, connect with your trusted broker associate to explore further.