

Jefferson County Housing Update - Resale Only

KEY MARKET INDICATORS MAY 2022 (April Recap)

John L. Scott
REAL ESTATE

HOUSING MARKET HEADING TOWARD NORMALCY

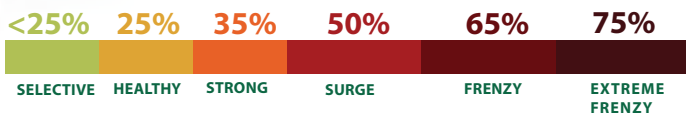


J. Lennox Scott
Chairman and CEO

In April, the Jefferson County housing market shifted down one level of hotness from March as we move toward the strong market we saw pre-pandemic. This intensity adjustment means multiple-offer situations will be less intense compared to the last two years. Additionally, premium pricing, which is the amount a home sells for above list price, will be trending lower.

Looking ahead, although we anticipate the number of unsold homes on the market will increase on a seasonal basis, there will still be elevated buyer focus on each new listing. Despite higher interest rates, there is still a significant backlog of buyers looking to purchase a home, underscoring the strength of the market.

Price Range	April New Resale Listing	April Resale Pending	May 1st Active Resale Listing	Months Supply (Pending)	Months Resale Supply	(March Listed) % Pending 1st 30 Days	Sales Activity Intensity™
0 - 250K	4	2	6	3.0	Low	25.0%	Healthy
250K - 350K	5	5	3	0.6	Extreme Shortage	100.0%	Extreme Frenzy
350K - 500K	19	14	10	0.7	Extreme Shortage	60.0%	Surge
500K - 750K	21	15	9	0.6	Extreme Shortage	75.0%	Extreme Frenzy
750K - 1M	17	14	14	1.0	Severe Shortage	75.0%	Extreme Frenzy
1M+	5	5	6	1.2	Severe Shortage	100.0%	Extreme Frenzy
Total Activity	71	55	48	0.9	Severe Shortage	71.7%	Frenzy



CURRENT INTEREST RATE

5.55%

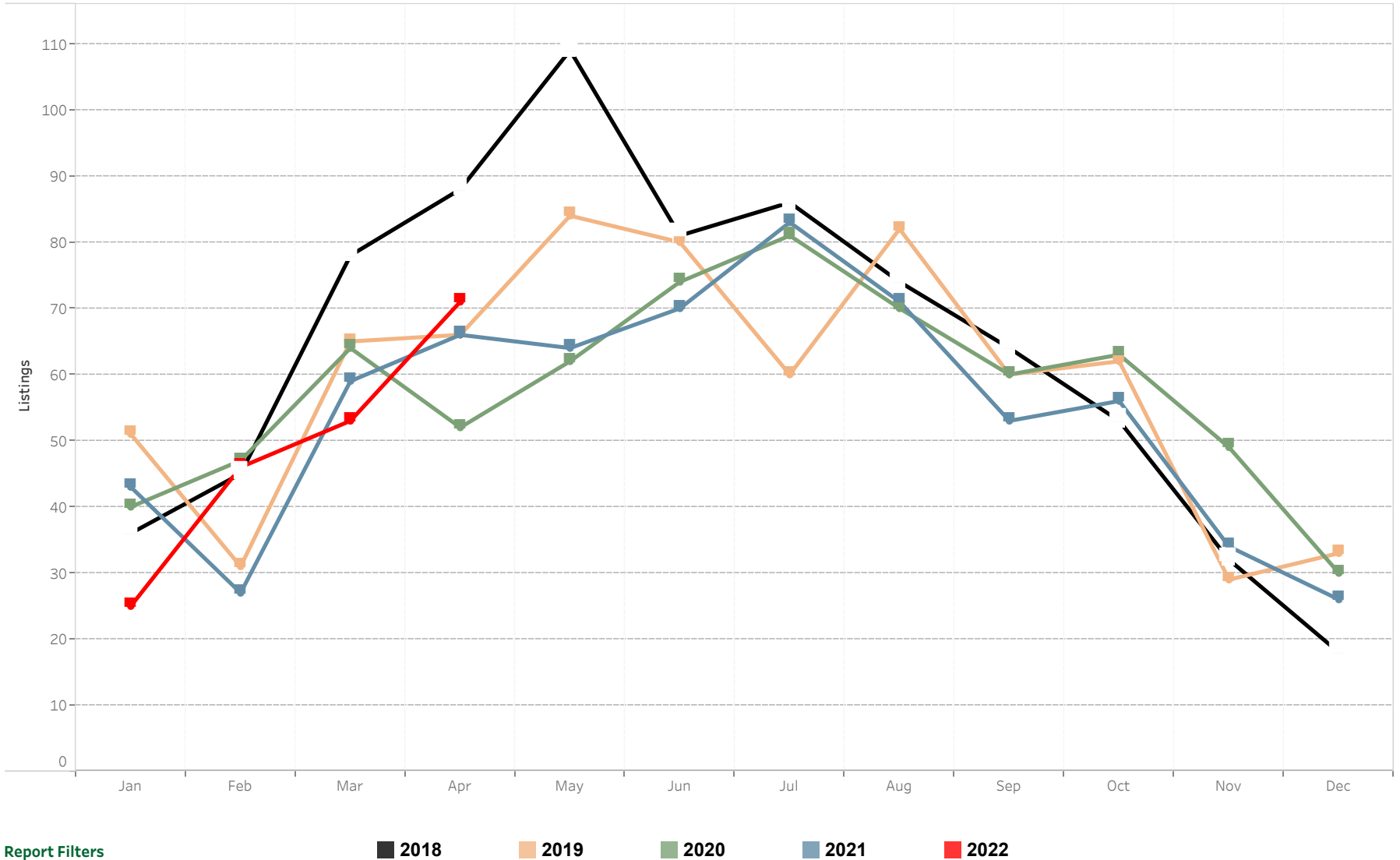


► MORTGAGE INTEREST RATE OUTLOOK

Mortgage interest rates are a hot topic after bumping up over the last few months. National Association of REALTORS® national economist Lawrence Yun predicts the 30-year fixed-rate mortgage will average 5.5% by the end of 2022. Today's home mortgage interest rates have already baked in the projected Fed Funds rate increases from the U.S. Federal Reserve for the remainder of 2022.

New Resale Listings Chart - Jefferson County

Report Date: May 1, 2022 | Residential and Condo | Resale Only



Report Filters

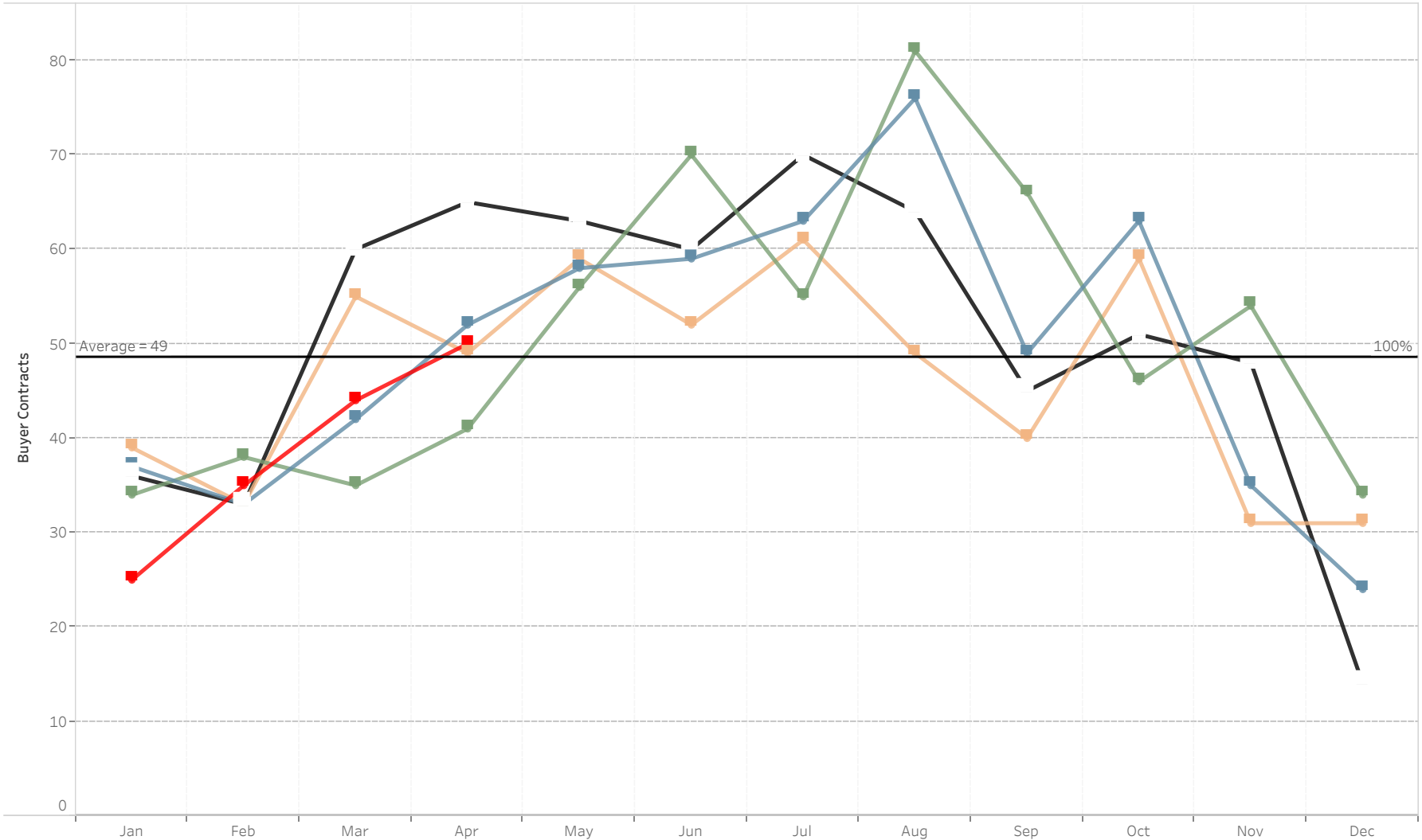
Region
Jefferson County

■ 2018
 ■ 2019
 ■ 2020
 ■ 2021
 ■ 2022

Property Type
Resale Only

Total Buyer Contracts for Jefferson County

Report Date: May 1, 2022 | Residential and Condo | Resale Only | Pended Transactions (Not Transaction Sides)



Report Filters

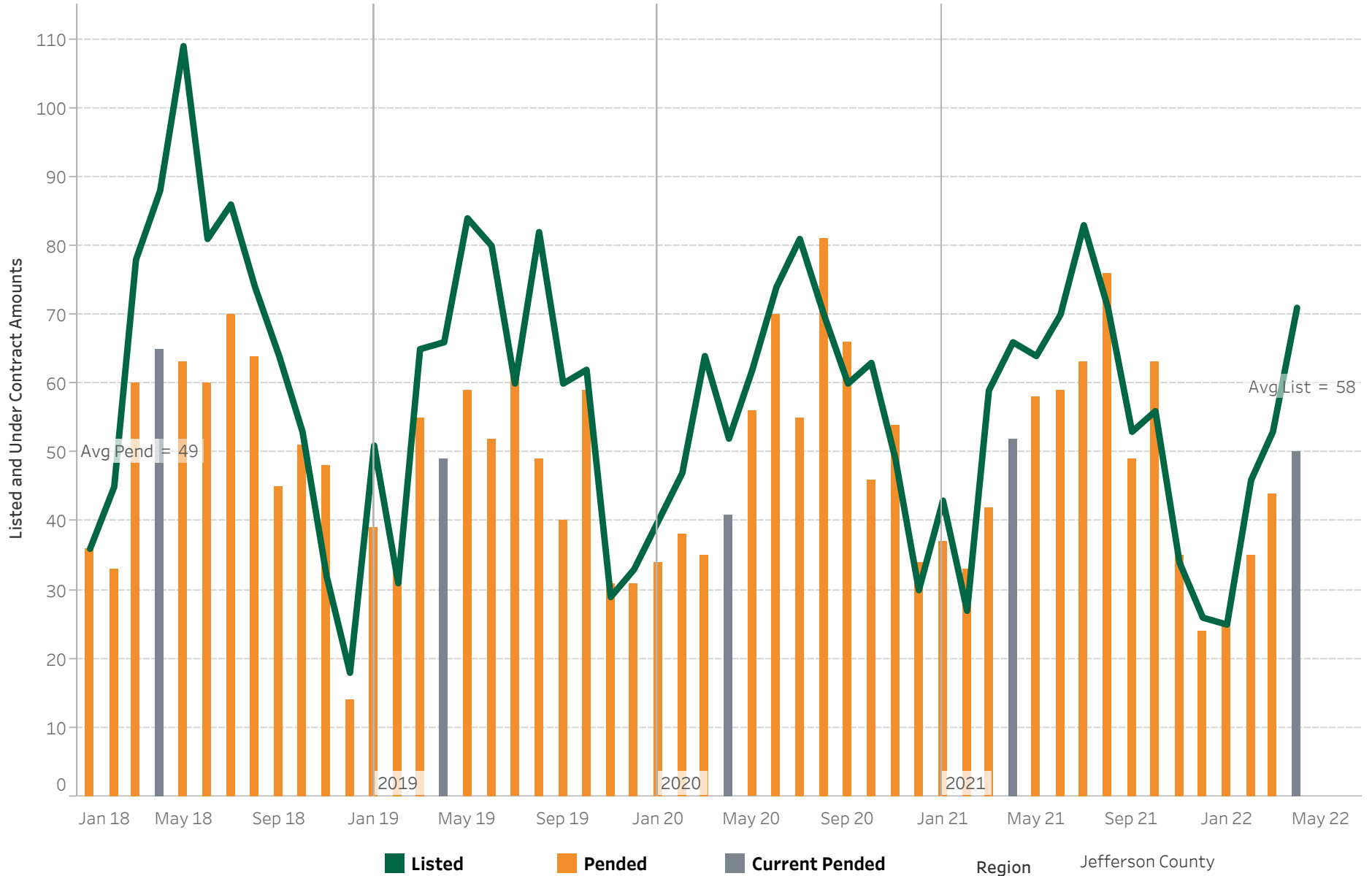
Region
Jefferson County

2018
 2019
 2020
 2021
 2022

Property Type
Resale Only

Resale List and Under Contract for Jefferson County

Report Date: May 1, 2022 | Residential and Condo | Resale Only | Listed & Under Contract



JEFFERSON COUNTY
Market Snap Shot
 Active Listing to Pending Sales Months of Inventory
 RESALE ONLY (SFH&CND Combined)
 Published: May. 1 2022

	All Prices Combined					0 - \$249,999					\$250,000 - \$349,999					\$350,000 - \$499,999					\$500,000 - \$749,999					\$750,000 - \$999,999					\$1,000,000 and Above									
	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days	New Resale Listings	New Resale Pending	Active Listings End/Mo	Months Supply (Pend)	% New Listing Pending 1st 30 Days					
Apr 19	67	49	105	2.1	50.7%	17	13	26	2.0	58.8%	12	11	10	0.9	50.0%	17	16	32	2.0	58.8%	14	5	20	4.0	28.6%	4	4	8	2.0	75.0%	3	0	9	Max*	33.3%					
May 19	85	64	125	2.0	37.6%	21	15	30	2.0	33.3%	11	10	9	0.9	63.6%	22	25	31	1.2	50.0%	19	10	27	2.7	36.8%	5	3	12	4.0	0.0%	7	1	16	16.0	0.0%					
Jun 19	79	62	140	2.3	54.4%	8	9	30	3.3	12.5%	19	17	16	0.9	73.7%	23	19	32	1.7	60.9%	20	13	31	2.4	40.0%	5	2	13	6.5	80.0%	4	2	18	9.0	50.0%					
Jul 19	62	73	127	1.7	53.2%	6	9	27	3.0	66.7%	13	19	11	0.6	53.8%	22	29	28	1.0	72.7%	14	9	34	3.8	35.7%	6	5	11	2.2	0.0%	1	2	16	8.0	100.0%					
Aug 19	85	60	152	2.5	34.1%	5	7	26	3.7	20.0%	19	14	18	1.3	47.4%	35	23	43	1.9	31.4%	22	13	37	2.8	31.8%	1	0	12	Max*	100.0%	3	3	16	5.3	0.0%					
Sep 19	59	48	155	3.2	40.7%	15	9	30	3.3	46.7%	11	9	19	2.1	54.5%	14	12	38	3.2	35.7%	14	11	43	3.9	35.7%	4	3	12	4.0	25.0%	1	4	13	3.3	0.0%					
Oct 19	62	66	145	2.2	51.6%	8	11	28	2.5	37.5%	9	15	14	0.9	77.8%	24	22	43	2.0	54.2%	14	14	35	2.5	57.1%	4	1	13	13.0	0.0%	3	3	12	4.0	33.3%					
Nov 19	28	35	121	3.5	35.7%	3	4	25	6.3	33.3%	7	7	14	2.0	42.9%	6	13	35	2.7	16.7%	7	8	27	3.4	71.4%	4	3	12	4.0	0.0%	1	0	8	Max*	0.0%					
Dec 19	32	38	105	2.8	40.6%	11	11	26	2.4	45.5%	6	7	12	1.7	50.0%	8	14	23	1.6	50.0%	6	3	26	8.7	16.7%	0	1	10	10.0	0.0%	1	2	8	4.0	0.0%					
Jan 20	40	44	92	2.1	37.5%	6	7	23	3.3	33.3%	9	9	11	1.2	55.6%	17	14	24	1.7	41.2%	6	13	17	1.3	16.7%	0	0	9	Max*	0.0%	2	1	8	8.0	0.0%					
Feb 20	45	42	92	2.2	57.8%	7	6	24	4.0	71.4%	7	9	9	1.0	57.1%	18	17	23	1.4	72.2%	8	6	19	3.2	37.5%	2	3	8	2.7	0.0%	3	1	9	9.0	33.3%					
Mar 20	64	39	113	2.9	40.6%	7	10	22	2.2	42.9%	11	7	15	2.1	54.5%	24	14	32	2.3	45.8%	13	6	22	3.7	23.1%	6	1	12	12.0	33.3%	3	1	10	10.0	33.3%					
Apr 20	48	50	105	2.1	45.8%	4	10	18	1.8	50.0%	10	8	17	2.1	50.0%	16	20	23	1.2	31.3%	11	7	25	3.6	54.5%	6	4	14	3.5	50.0%	1	1	8	8.0	100.0%					
May 20	61	60	110	1.8	65.6%	8	7	19	2.7	75.0%	9	11	16	1.5	88.9%	20	19	28	1.5	60.0%	16	18	22	1.2	68.8%	3	3	12	4.0	33.3%	5	2	13	6.5	40.0%					
Jun 20	72	78	102	1.3	58.3%	5	9	13	1.4	20.0%	10	14	12	0.9	90.0%	24	34	23	0.7	66.7%	24	16	29	1.8	54.2%	4	3	11	3.7	50.0%	5	2	14	7.0	20.0%					
Jul 20	78	68	111	1.6	65.4%	7	3	17	5.7	71.4%	15	12	16	1.3	73.3%	24	20	26	1.3	70.8%	22	28	26	0.9	45.5%	5	4	11	2.8	100.0%	5	1	15	15.0	60.0%					
Aug 20	67	93	89	1.0	79.1%	8	15	12	0.8	37.5%	14	17	14	0.8	78.6%	26	32	22	0.7	92.3%	12	16	22	1.4	91.7%	5	10	6	0.6	60.0%	2	3	13	4.3	50.0%					
Sep 20	58	73	80	1.1	63.8%	1	2	13	6.5	0.0%	9	14	14	1.0	77.8%	21	27	15	0.6	47.6%	18	21	18	0.9	72.2%	7	4	10	2.5	71.4%	2	5	10	2.0	100.0%					
Oct 20	61	58	73	1.3	60.7%	12	13	9	0.7	58.3%	3	5	7	1.4	66.7%	17	20	14	0.7	76.5%	15	13	18	1.4	66.7%	6	4	10	2.5	16.7%	8	3	15	5.0	50.0%					
Nov 20	49	59	65	1.1	63.3%	5	5	14	2.8	40.0%	12	12	7	0.6	66.7%	16	22	7	0.3	87.5%	12	12	16	1.3	41.7%	4	5	9	1.8	50.0%	0	3	12	4.0	0.0%					
Dec 20	30	40	50	1.3	56.7%	2	5	11	2.2	0.0%	13	11	9	0.8	69.2%	8	11	2	0.2	62.5%	3	8	10	1.3	33.3%	2	3	6	2.0	100.0%	2	2	12	6.0	0.0%					
Jan 21	42	42	46	1.1	69.0%	4	5	8	1.6	25.0%	6	11	5	0.5	100.0%	15	12	6	0.5	73.3%	13	9	11	1.2	76.9%	2	5	4	0.8	50.0%	2	0	12	Max*	0.0%					
Feb 21	26	34	37	1.1	80.8%	2	4	5	1.3	100.0%	5	6	4	0.7	60.0%	11	12	4	0.3	81.8%	11	12	4	0.3	81.8%	6	9	10	1.1	100.0%	1	0	4	Max*	100.0%	1	3	10	3.3	0.0%
Mar 21	58	49	43	0.9	75.9%	5	6	5	0.8	60.0%	13	8	6	0.8	92.3%	17	16	5	0.3	82.4%	16	15	11	0.7	56.3%	5	3	6	2.0	80.0%	2	1	10	10.0	100.0%					
Apr 21	64	58	50	0.9	70.3%	8	4	11	2.8	50.0%	1	5	2	0.4	100.0%	19	19	5	0.3	73.7%	16	13	15	1.2	75.0%	10	10	5	0.5	80.0%	10	7	12	1.7	60.0%					
May 21	64	62	49	0.8	85.9%	6	9	7	0.8	83.3%	5	2	5	2.5	100.0%	23	19	8	0.4	91.3%	21	20	16	0.8	85.7%	7	7	5	0.7	71.4%	2	5	8	1.6	50.0%					
Jun 21	70	61	58	1.0	68.6%	5	5	7	1.4	60.0%	10	8	8	1.0	60.0%	17	15	10	0.7	94.1%	19	21	13	0.6	68.4%	10	5	10	2.0	40.0%	9	7	10	1.4	66.7%					
Jul 21	83	70	70	1.0	66.3%	6	6	8	1.3	66.7%	3	5	6	1.2	66.7%	16	14	12	0.9	62.5%	34	29	18	0.6	70.6%	14	10	13	1.3	78.6%	10	6	13	2.2	40.0%					
Aug 21	71	79	62	0.8	66.2%	6	9	5	0.6	83.3%	9	6	9	1.5	33.3%	23	24	14	0.6	69.6%	20	23	13	0.6	90.0%	10	12	11	0.9	40.0%	3	5	10	2.0	33.3%					
Sep 21	53	50	58	1.2	79.2%	2	4	4	1.0	50.0%	6	5	10	2.0	83.3%	16	18	11	0.6	87.5%	17	16	13	0.8	76.5%	7	5	10	2.0	85.7%	5	2	10	5.0	60.0%					
Oct 21	56	68	41	0.6	69.6%	1	3	3	1.0	100.0%	6	8	5	0.6	50.0%	15	19	6	0.3	80.0%	21	25	12	0.5	76.2%	7	8	6	0.8	71.4%	6	5	9	1.8	33.3%					
Nov 21	34	36	36	1.0	79.4%	0	1	3	3.0	0.0%	1	2	1	0.5	100.0%	16	12	12	1.0	62.5%	10	15	5	0.3	90.0%	4	5	4	0.8	100.0%	3	1	11	11.0	100.0%					
Dec 21	26	27	30	1.1	61.5%	4	1	5	5.0	0.0%	1	1	1	1.0	100.0%	5	10	5	0.5	80.0%	11	9	7	0.8	90.9%	4	3	4	1.3	25.0%	1	3	8	2.7	0.0%					
Jan 22	25	28	31	1.1	76.0%	4	5	4	0.8	25.0%	1	0	2	Max*	100.0%	9	10	8	0.8	88.9%	6*	7	4	0.6	83.3%	4	4	6	1.5	100.0%	1	2	7	3.5	0.0%					
Feb 22	46	39	37	0.9	69.6%	6	5	3	0.6	50.0%	3	3	4	1.3	33.3%	11	13	6	0.5	81.8%	8	8	6	0.8	100.0%	8	7	6	0.9	75.0%	10	3	12	4.0	50.0%					
Mar 22	53	49	37	0.8	71.7%	4	3	4	1.3	25.0%	3	3	4	1.3	100.0%	15	14	7	0.5	60.0%	12	14	3	0.2	75.0%	12	7	11	1.6	75.0%	7	8	8	1.0	100.0%					
Apr 22	71	55	48	0.9		4	2	6	3.0		5	5	3	0.6		19	14	10	0.7		21	15	9	0.6		17	14	14	1.0		5	5	6	1.2						

Months Supply	Inventory
0 - 0.7	Extreme Shortage
0.8 - 1.3	Severe Shortage
1.4 - 2.9	Shortage
3 - 4.5	Low
4.6 - 5	Healthy
5+	Selective

12.5% Low Inventory

45.83% Extreme Shortage Inventory

41.67% Severe Shortage Inventory

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity™

March-2022

Price Range: All Prices Combined

Internal Use Only

Jefferson County

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2020	January	47.50%	15.00%	2.50%	7.50%	2.50%		25.00%
	February	53.19%	8.51%	12.77%	2.13%	2.13%	2.13%	19.15%
	March	42.19%	7.81%	12.50%	4.69%	10.94%	3.13%	18.75%
	April	51.92%	7.69%	7.69%	5.77%	5.77%		21.15%
	May	66.13%	14.52%	8.06%	3.23%		1.61%	6.45%
	June	62.16%	9.46%	4.05%	4.05%		2.70%	17.57%
	July	66.67%	11.11%	7.41%	6.17%	1.23%	1.23%	6.17%
	August	82.86%	5.71%	1.43%	4.29%	1.43%		4.29%
	September	70.00%	6.67%	6.67%	1.67%			15.00%
	October	63.49%	9.52%	6.35%	3.17%	3.17%	1.59%	12.70%
	November	63.27%	18.37%	8.16%	2.04%			8.16%
	December	66.67%	13.33%					20.00%
2021	January	72.09%	2.33%	6.98%	6.98%			11.63%
	February	81.48%		7.41%	3.70%			7.41%
	March	82.76%	6.90%	5.17%				5.17%
	April	78.79%	3.03%	4.55%	1.52%	1.52%		10.61%
	May	87.69%	3.08%		1.54%	3.08%	1.54%	3.08%
	June	68.57%	17.14%	2.86%	4.29%	1.43%		5.71%
	July	74.70%	14.46%	6.02%	1.20%	1.20%		2.41%
	August	71.01%	10.14%	4.35%				14.49%
	September	77.78%	5.56%			5.56%	1.85%	9.26%
	October	78.18%	3.64%	1.82%		1.82%	1.82%	
	November	82.35%	8.82%	5.88%		2.94%		
	December	70.37%	14.81%	7.41%				
2022	January	87.50%						
	February	78.26%	6.52%					
	March	81.13%						

Source: NWMLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity

Price Range: \$0 - \$249,999

March-2022

Internal Use Only

Jefferson County

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2020	January	33.33%				16.67%		50.00%
	February	50.00%	12.50%	25.00%			12.50%	
	March	42.86%		14.29%		14.29%	14.29%	14.29%
	April	50.00%						50.00%
	May	75.00%		25.00%				
	June	33.33%						66.67%
	July	37.50%	25.00%	12.50%	12.50%			12.50%
	August	44.44%	22.22%	11.11%		11.11%		11.11%
	September							100.00%
	October	41.67%	16.67%	8.33%		8.33%		25.00%
	November	33.33%	50.00%		16.67%			
	December	50.00%	50.00%					
2021	January	25.00%			25.00%			50.00%
	February	100.00%						
	March	66.67%		16.67%				16.67%
	April	55.56%		22.22%				22.22%
	May	71.43%					14.29%	14.29%
	June	50.00%	16.67%	16.67%	16.67%			
	July	83.33%		16.67%				
	August	83.33%						16.67%
	September	33.33%						66.67%
	October	100.00%						
	November							
	December	25.00%	25.00%	25.00%				
2022	January	100.00%						
	February	66.67%						
	March	25.00%						

Source: NWMLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity™

March-2022

Price Range: \$250,000 - \$349,999

Internal Use Only

Jefferson County

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2020	January	44.44%	22.22%		11.11%			22.22%
	February	66.67%						33.33%
	March	50.00%	8.33%	8.33%	8.33%			25.00%
	April	50.00%	10.00%	10.00%	10.00%	10.00%		10.00%
	May	80.00%	10.00%					10.00%
	June	54.55%			9.09%		9.09%	27.27%
	July	64.71%	5.88%	11.76%	11.76%			5.88%
	August	78.57%	7.14%					14.29%
	September	77.78%						22.22%
	October	66.67%		33.33%				
	November	50.00%	25.00%	8.33%				16.67%
	December	69.23%	7.69%					23.08%
2021	January	100.00%						
	February	60.00%		20.00%				20.00%
	March	91.67%						8.33%
	April	100.00%						
	May	66.67%				16.67%		16.67%
	June	55.56%	22.22%	11.11%				11.11%
	July	66.67%		33.33%				
	August	33.33%	11.11%					55.56%
	September	100.00%						
	October	60.00%						
	November	50.00%				50.00%		
	December	100.00%						
2022	January	50.00%						
	February	33.33%	33.33%					
	March	100.00%						

Source: NWMLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity™

March-2022

Price Range: \$750,000 - \$999,999

Internal Use Only

Jefferson County

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2020	January							
	February		100.00%					
	March	40.00%		20.00%				40.00%
	April	60.00%						40.00%
	May	33.33%	66.67%					
	June	40.00%	20.00%		20.00%			20.00%
	July	83.33%			16.67%			
	August	60.00%			40.00%			
	September	71.43%						28.57%
	October	33.33%		16.67%	16.67%			33.33%
	November	66.67%						33.33%
	December	100.00%						
2021	January	100.00%						
	February	100.00%						
	March	80.00%		20.00%				
	April	81.82%		9.09%				9.09%
	May	85.71%				14.29%		
	June	40.00%	40.00%		10.00%			10.00%
	July	85.71%				7.14%		7.14%
	August	55.56%	22.22%	11.11%				11.11%
	September	100.00%						
	October	62.50%						
	November	100.00%						
	December	50.00%		25.00%				
2022	January	100.00%						
	February	75.00%	12.50%					
	March	83.33%						

Source: NWMLS

John L Scott Real Estate

Percent of New Listings Pended by Month (Resale Only)

Sales Activity Intensity™

March-2022

Price Range: Above \$1,000,000

Internal Use Only

Jefferson County

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+
2020	January							100.00%
	February	25.00%						75.00%
	March	33.33%				33.33%		33.33%
	April	100.00%						
	May	50.00%						50.00%
	June	25.00%						75.00%
	July	75.00%						25.00%
	August	50.00%						50.00%
	September	100.00%						
	October	50.00%	25.00%				12.50%	12.50%
	November							
	December							100.00%
2021	January		50.00%		50.00%			
	February			100.00%				
	March	100.00%						
	April	88.89%						11.11%
	May				100.00%			
	June	62.50%	12.50%					25.00%
	July	60.00%	20.00%		10.00%			10.00%
	August	33.33%		33.33%				33.33%
	September	60.00%					20.00%	20.00%
	October	33.33%		16.67%				
	November	100.00%						
	December	100.00%						
2022	January							
	February	66.67%						
	March	100.00%						

Source: NWMLS

John L Scott Real Estate

6 Phases to Yearly Housing Cycle

