

# Jefferson County Housing Update - Resale Only

KEY MARKET INDICATORS JUNE 2022 (May Recap)

**John L. Scott**  
REAL ESTATE

## STRENGTH REMAINS THROUGH INTENSITY ADJUSTMENT

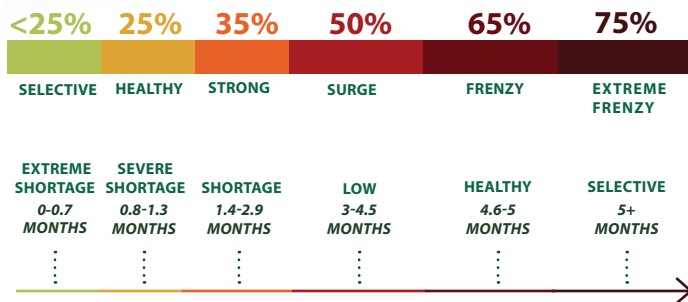


**J. Lennox Scott**  
Chairman and CEO

There is continued strong sales activity in the Jefferson County real estate market as the intensity adjustment continues this spring. Locally, unsold inventory is ticking upward as more new listings hit the market. This gives buyers an increased selection of desirable properties to choose from as they hunt for their new home.

Though there is still a steady backlog of buyers in the market, the increase in inventory means each home will receive fewer offers and may not go pending the first weekend. Seasonal home price flattening is also in play, which means premium pricing is off for most properties.

Price Range	May New Resale Listing	May Resale Pending	June 1st Active Resale Listing	Months Supply (Pending)	Months Resale Supply	(April Listed) % Pending 1st 30 Days	Sales Activity Intensity™
0 - 250K	1	3	5	1.7	Shortage	50.0%	Surge
250K - 350K	6	4	4	1.0	Severe Shortage	60.0%	Surge
350K - 500K	14	11	13	1.2	Severe Shortage	73.7%	Frenzy
500K - 750K	28	14	26	1.9	Shortage	66.7%	Frenzy
750K - 1M	21	18	18	1.0	Severe Shortage	82.4%	Extreme Frenzy
1M+	9	5	9	1.8	Shortage	40.0%	Strong
<b>Total Activity</b>	<b>79</b>	<b>55</b>	<b>75</b>	<b>1.4</b>	<b>Shortage</b>	<b>69.0%</b>	<b>Frenzy</b>



## CURRENT INTEREST RATES



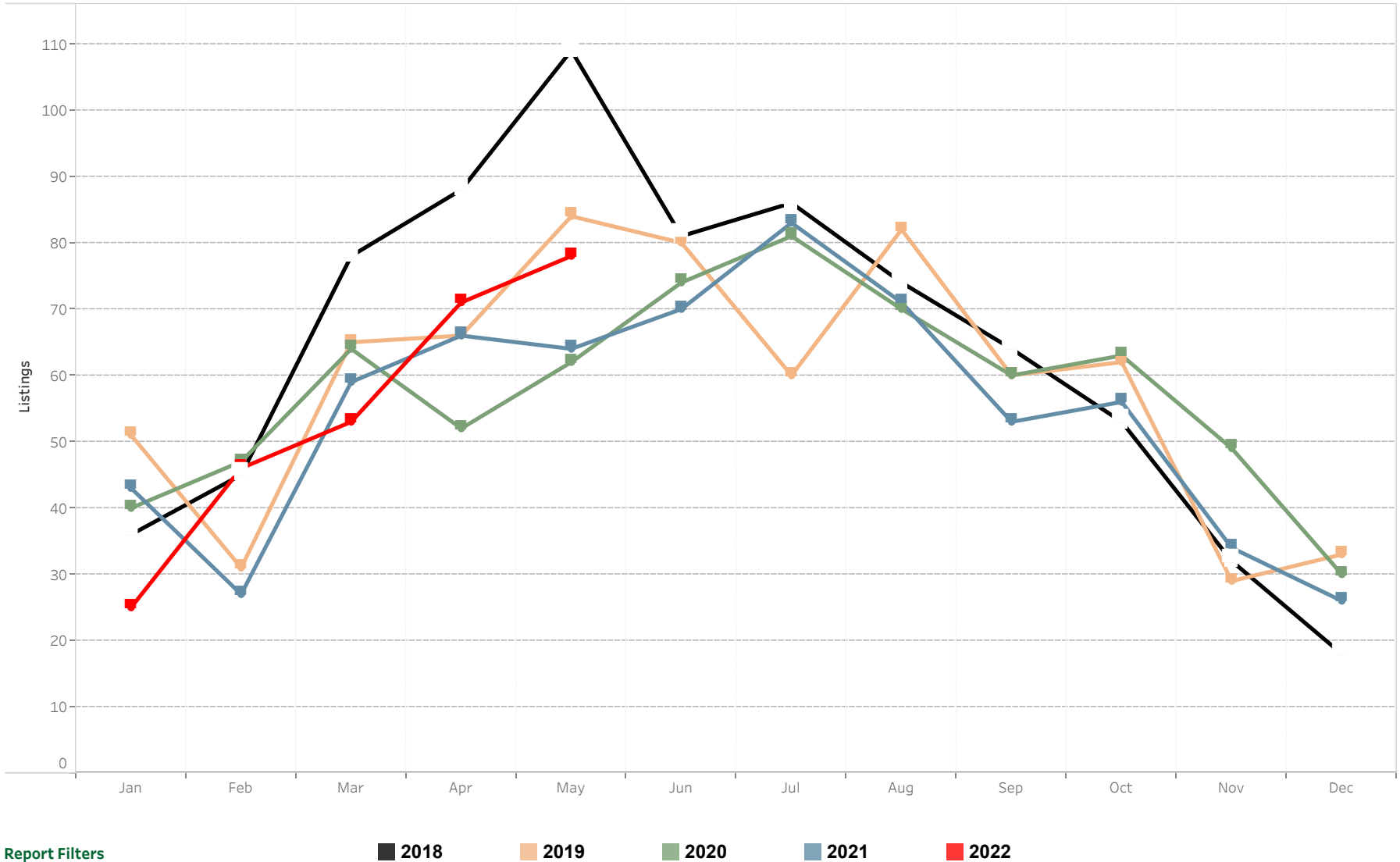
June 1, 2022 Sources: Priority Home Lending and Mortgage News Daily

## ▶ ABOUT ADJUSTABLE-RATE MORTGAGES

As interest rates rise and homebuyers are looking to afford their home of choice, some are choosing an Adjustable-Rate Mortgage (ARM). This type of a home loan carries a lower interest rate initially which helps keep payments lower and then adjusts to the prevailing rate at predetermined intervals. Chat with your trusted mortgage partner to determine if an ARM is a fit for you.

# New Resale Listings Chart - Jefferson County

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



**Report Filters**

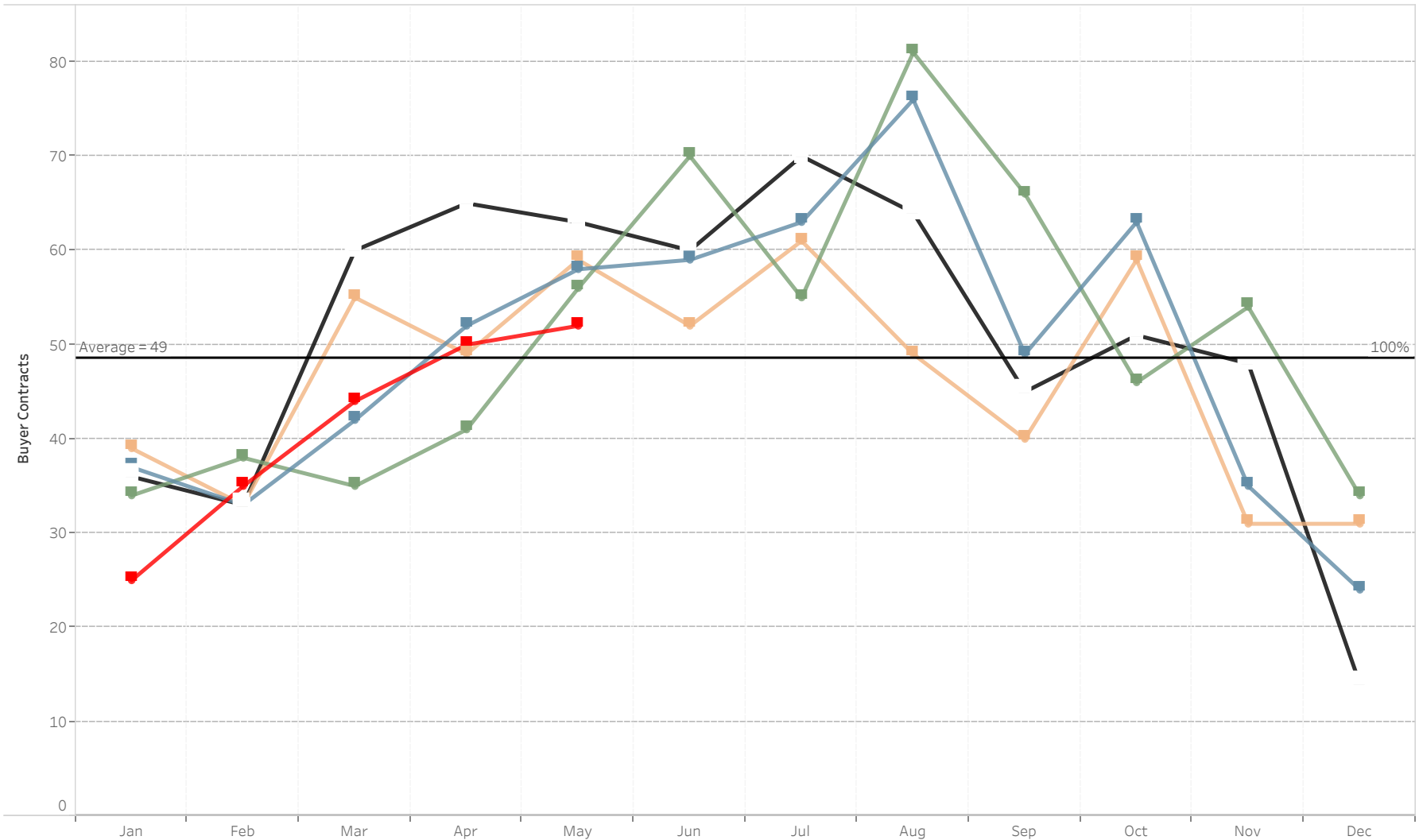
Region  
Jefferson County

■ 2018   
 ■ 2019   
 ■ 2020   
 ■ 2021   
 ■ 2022

Property Type  
Resale Only

# Total Buyer Contracts for Jefferson County

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



**Report Filters**

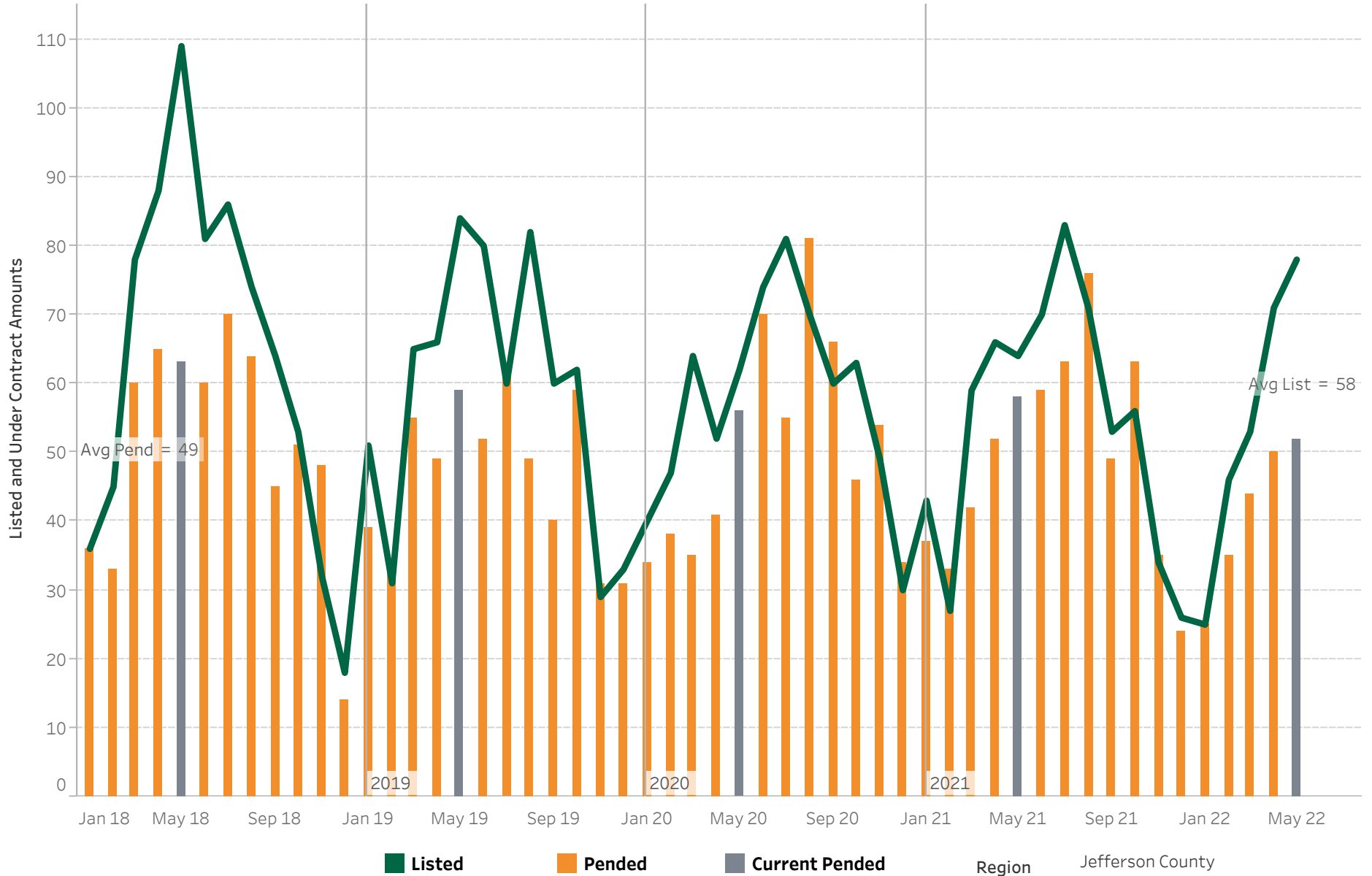
Region  
Jefferson County

2018
  2019
  2020
  2021
  2022

Property Type  
Resale Only

# Resale List and Under Contract for Jefferson County

Report Date: June 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: Jun. 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
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%	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	69.0%	4	2	6	3.0	50.0%	5	5	3	0.6	60.0%	19	14	10	0.7	73.7%	21	15	9	0.6	66.7%	17	14	14	1.0	82.4%	5	5	6	1.2	40.0%
May 22	79	55	75	1.4		1	3	5	1.7		6	4	4	1.0		14	11	13	1.2		28	14	26	1.9		21	18	18	1.0		9	5	9	1.8	

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

6.67% Shortage Inventory

22.67% Severe Shortage Inventory

34.67% Shortage Inventory

24% Severe Shortage Inventory

12% Shortage Inventory

**Percent of New Listings Pended by Month (Resale Only)**  
**Sales Activity Intensity™**

**April-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%	12.73%
	November	82.35%	8.82%	5.88%		2.94%		
	December	70.37%	14.81%	7.41%		3.70%		
2022	January	87.50%						
	February	78.26%	6.52%					
	March	78.85%	7.69%					
	April	76.06%						

Source: NWMLS

John L Scott Real Estate

**Percent of New Listings Pended by Month (Resale Only)**

**Sales Activity Intensity**

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

**April-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%		25.00%		
2022	January	100.00%						
	February	66.67%						
	March	25.00%						
	April	40.00%						

Source: NWMLS

John L Scott Real Estate

**Percent of New Listings Pended by Month (Resale Only)**

**Sales Activity Intensity™**

**April-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%						40.00%
	November	50.00%				50.00%		
	December	100.00%						
2022	January	50.00%						
	February	33.33%	33.33%					
	March	100.00%						
	April	75.00%						

Source: NWMLS

John L Scott Real Estate



**Percent of New Listings Pended by Month (Resale Only)**

**Sales Activity Intensity™**

**April-2022**

**Price Range: \$500,000 - \$749,999**

**Internal Use Only**

**Jefferson County**

		0 - 30	30 - 60	60 - 90	90 - 120	120 - 150	150 - 180	Not Sold/Expired/ Cancelled/180+	
2020	January	33.33%	50.00%					16.67%	
	February	37.50%		25.00%	12.50%			25.00%	
	March	30.77%	15.38%	7.69%		23.08%		23.08%	
	April	46.15%		7.69%	15.38%	7.69%		23.08%	
	May	68.75%	6.25%	18.75%				6.25%	
	June	68.00%	20.00%	4.00%				8.00%	
	July	57.14%	19.05%	4.76%			4.76%	4.76%	9.52%
	August	92.31%	7.69%						
	September	75.00%	5.00%			5.00%			15.00%
	October	58.82%	11.76%	5.88%		5.88%		5.88%	11.76%
	November	50.00%	16.67%	16.67%					16.67%
	December	66.67%	33.33%						
2021	January	66.67%		20.00%	6.67%			6.67%	
	February	85.71%						14.29%	
	March	68.75%	18.75%	6.25%				6.25%	
	April	75.00%	6.25%			6.25%		12.50%	
	May	95.00%	5.00%						
	June	73.68%	15.79%		5.26%			5.26%	
	July	81.82%	15.15%	3.03%					
	August	95.00%		5.00%					
	September	73.68%	15.79%				5.26%	5.26%	
	October	80.95%	4.76%				4.76%	4.76%	
	November	90.00%		10.00%					
	December	90.91%	9.09%						
2022	January	83.33%							
	February	88.89%							
	March	84.62%							
	April	72.73%							

Source: NWMLS

John L Scott Real Estate

**Percent of New Listings Pended by Month (Resale Only)**

**Sales Activity Intensity™**

**April-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%						37.50%
	November	100.00%						
	December	50.00%	25.00%					
2022	January	100.00%						
	February	75.00%	12.50%					
	March	80.00%	10.00%					
	April	88.24%						

Source: NWMLS

John L Scott Real Estate

**Percent of New Listings Pended by Month (Resale Only)**  
**Sales Activity Intensity™**

**April-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%				50.00%
	November	100.00%						
	December	100.00%						
2022	January							
	February	66.67%						
	March	100.00%						
	April	50.00%						

Source: NWMLS

John L Scott Real Estate

# 6 Phases to Yearly Housing Cycle

