

Monthly Indicators



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January 2013

The idea of doing data analysis is about as exciting to some as renewing a driver's license. Sometimes watching monthly figures can feel like watching grass grow. Try to ignore the confusion of high school statistics class – those regressions and cotangents can't hurt you anymore. The number crunching is done for you, so let the trend be your friend. And for the first time since 2006, the numbers nationwide are largely positive.

New Listings in Greater Baton Rouge increased 15.7 percent to 1,177. Pending Sales were up 10.3 percent to 632. Inventory levels shrank 10.1 percent to 4,068 units.

Prices rallied higher. The Median Sales Price increased 3.8 percent to \$162,000. Days on Market was up 2.0 percent to 100 days. Absorption rates improved as Months Supply of Inventory was down 23.5 percent to 6.2 months.

It's important to watch the economy, since job growth directly fuels home purchases and since the housing industry generates jobs. The economy has added about 6.1 million jobs over the past 35 months, a sluggish but encouraging trend. Interest rates are slowly moving higher in some regions, though the affordability picture remains extremely attractive.

Activity Snapshot

+ 10.0% **+ 3.8%** **- 10.1%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
Homes for Sale

A research tool provided by the Greater Baton Rouge Association of REALTORS®. Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	1-2012	1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		1,017	1,177	+ 15.7%	1,017	1,177	+ 15.7%
Pending Sales		573	632	+ 10.3%	573	632	+ 10.3%
Closed Sales		428	471	+ 10.0%	428	471	+ 10.0%
Days on Market		98	100	+ 2.0%	98	100	+ 2.0%
Median Sales Price		\$156,000	\$162,000	+ 3.8%	\$156,000	\$162,000	+ 3.8%
Average Sales Price		\$176,105	\$175,198	- 0.5%	\$176,105	\$175,198	- 0.5%
Pct. of List Price Received		96.9%	96.4%	- 0.5%	96.9%	96.4%	- 0.5%
Affordability Index		159	165	+ 3.8%	159	165	+ 3.8%
Homes for Sale		4,525	4,068	- 10.1%	--	--	--
Months Supply		8.1	6.2	- 23.5%	--	--	--

New Listings

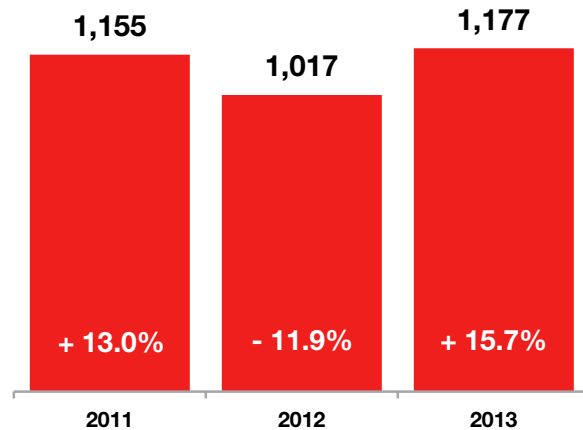
A count of the properties that have been newly listed on the market in a given month.



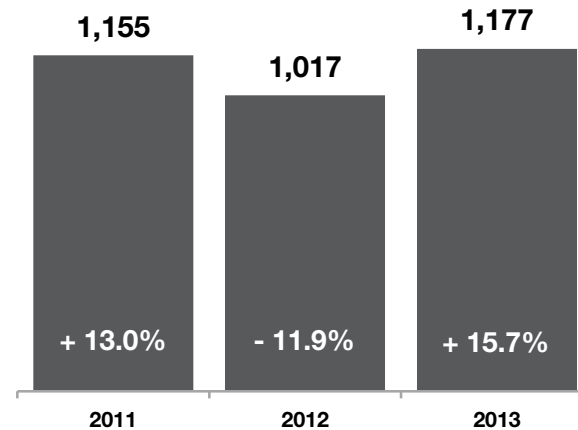
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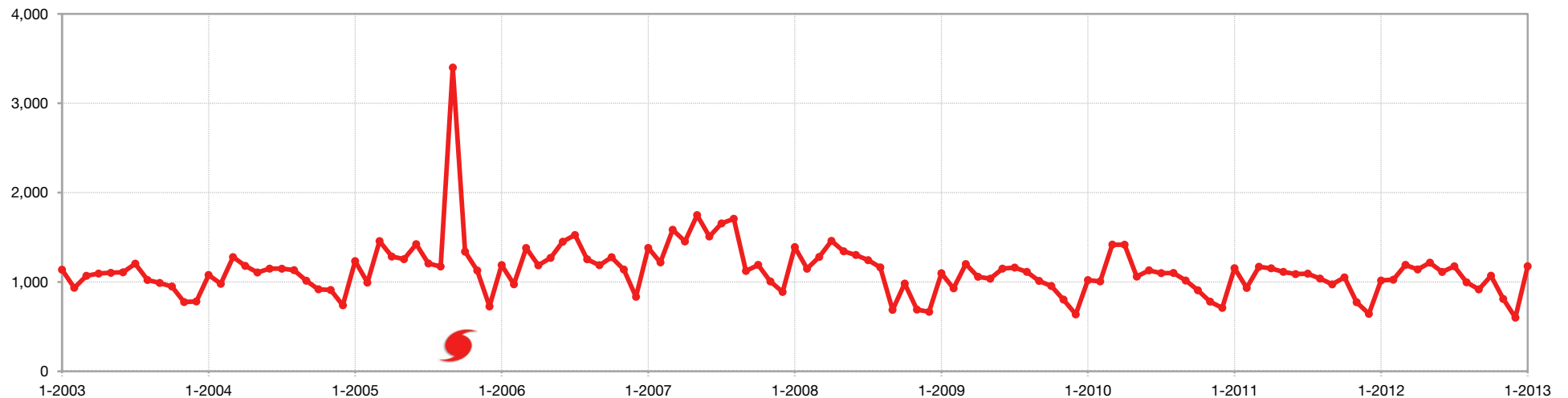


Year to Date



New Listings		Prior Year	Percent Change
February 2012	1,026	934	+9.9%
March 2012	1,192	1,171	+1.8%
April 2012	1,141	1,154	-1.1%
May 2012	1,217	1,114	+9.2%
June 2012	1,113	1,089	+2.2%
July 2012	1,176	1,094	+7.5%
August 2012	997	1,039	-4.0%
September 2012	918	974	-5.7%
October 2012	1,071	1,052	+1.8%
November 2012	811	774	+4.8%
December 2012	602	644	-6.5%
January 2013	1,177	1,017	+15.7%
12-Month Avg	1,037	1,005	+3.2%

Historical New Listings by Month



Pending Sales

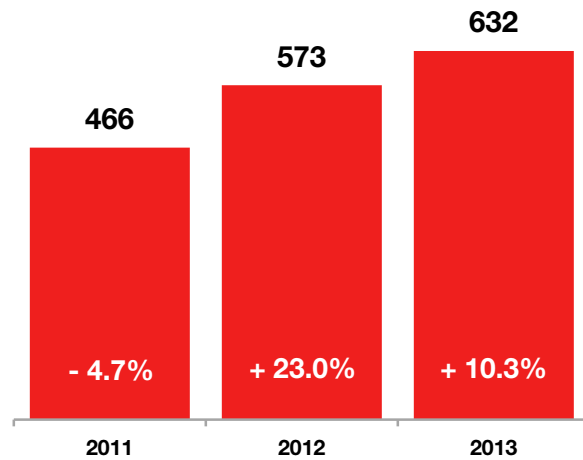
A count of the properties on which offers have been accepted in a given month.



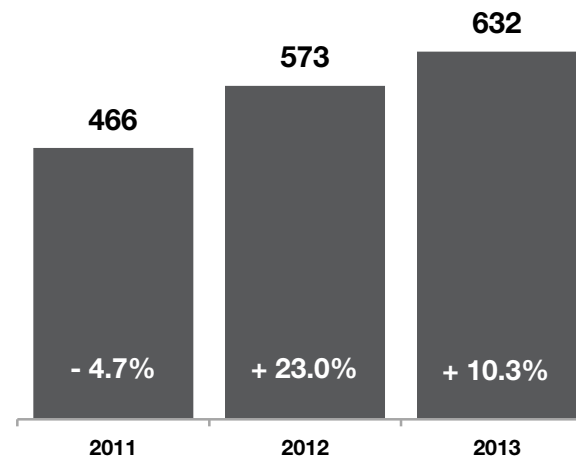
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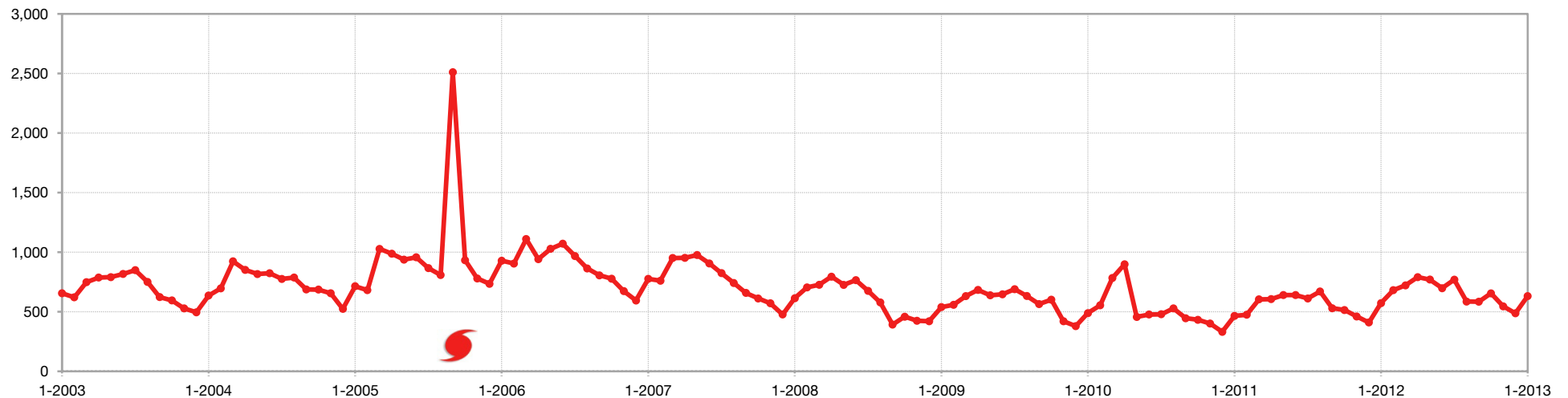


Year to Date



Pending Sales		Prior Year	Percent Change
February 2012	682	476	+43.3%
March 2012	722	605	+19.3%
April 2012	791	607	+30.3%
May 2012	771	641	+20.3%
June 2012	698	641	+8.9%
July 2012	770	612	+25.8%
August 2012	586	671	-12.7%
September 2012	585	530	+10.4%
October 2012	655	515	+27.2%
November 2012	546	461	+18.4%
December 2012	488	411	+18.7%
January 2013	632	573	+10.3%
12-Month Avg	661	562	+17.6%

Historical Pending Sales by Month



Closed Sales

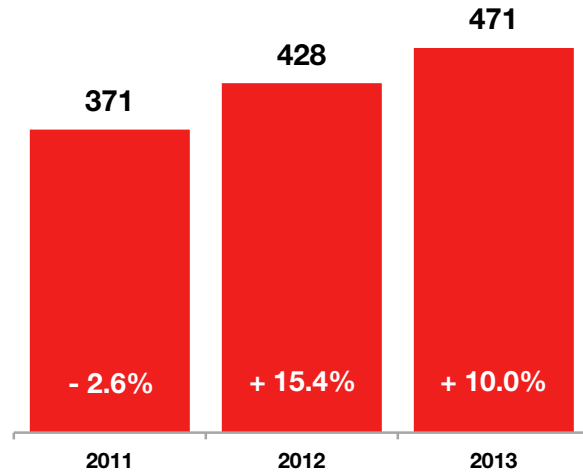
A count of the actual sales that closed in a given month.



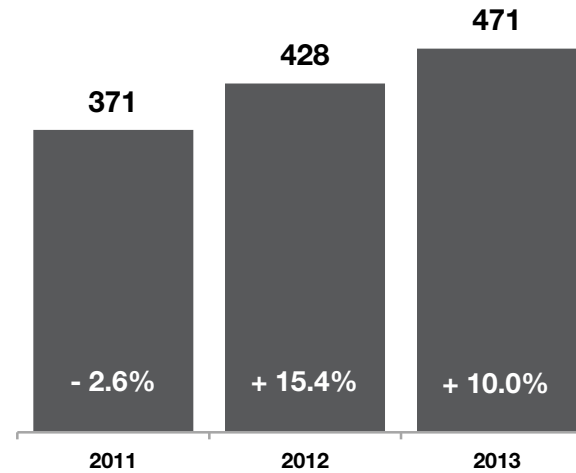
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Year to Date



Closed Sales		Prior Year	Percent Change
February 2012	506	417	+21.3%
March 2012	648	560	+15.7%
April 2012	611	503	+21.5%
May 2012	737	584	+26.2%
June 2012	772	677	+14.0%
July 2012	721	619	+16.5%
August 2012	617	703	-12.2%
September 2012	698	614	+13.7%
October 2012	650	518	+25.5%
November 2012	557	481	+15.8%
December 2012	537	478	+12.3%
January 2013	471	428	+10.0%
12-Month Avg	627	549	+14.2%

Historical Closed Sales by Month



Days on Market Until Sale

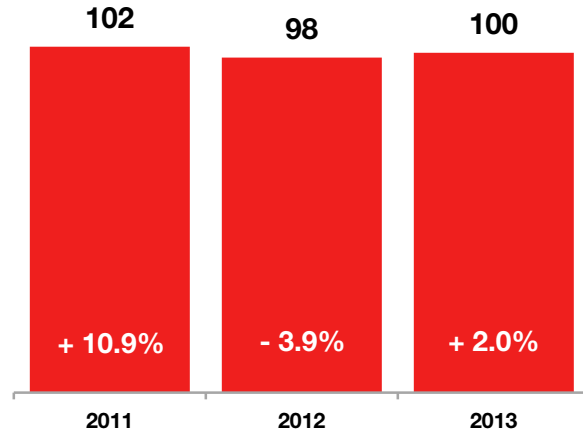
Average number of days between when a property is listed and when an offer is accepted in a given month.



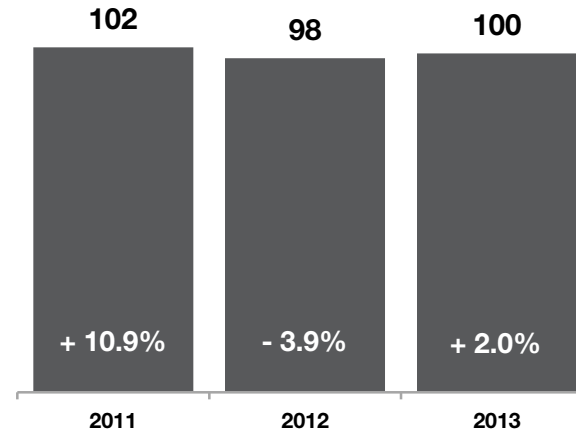
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Year to Date



Days on Market		Prior Year	Percent Change
February 2012	114	106	+7.5%
March 2012	103	104	-1.0%
April 2012	101	112	-9.8%
May 2012	99	111	-10.8%
June 2012	91	101	-9.9%
July 2012	88	93	-5.4%
August 2012	104	100	+4.0%
September 2012	102	93	+9.7%
October 2012	95	102	-6.9%
November 2012	90	104	-13.5%
December 2012	85	97	-12.4%
January 2013	100	98	+2.0%
12-Month Avg*	97	102	-4.9%

* Average Days on Market of all properties from February 2012 through January 2013. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

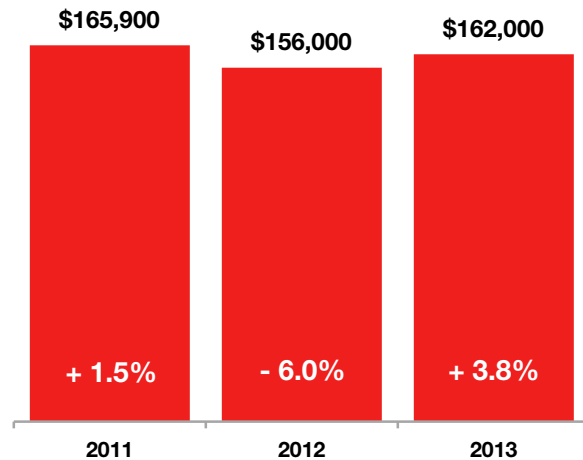
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



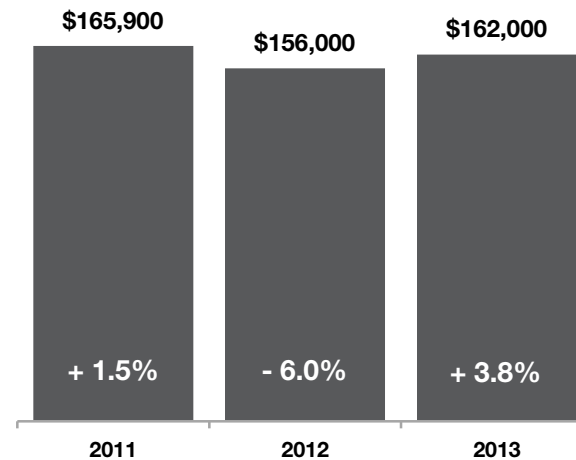
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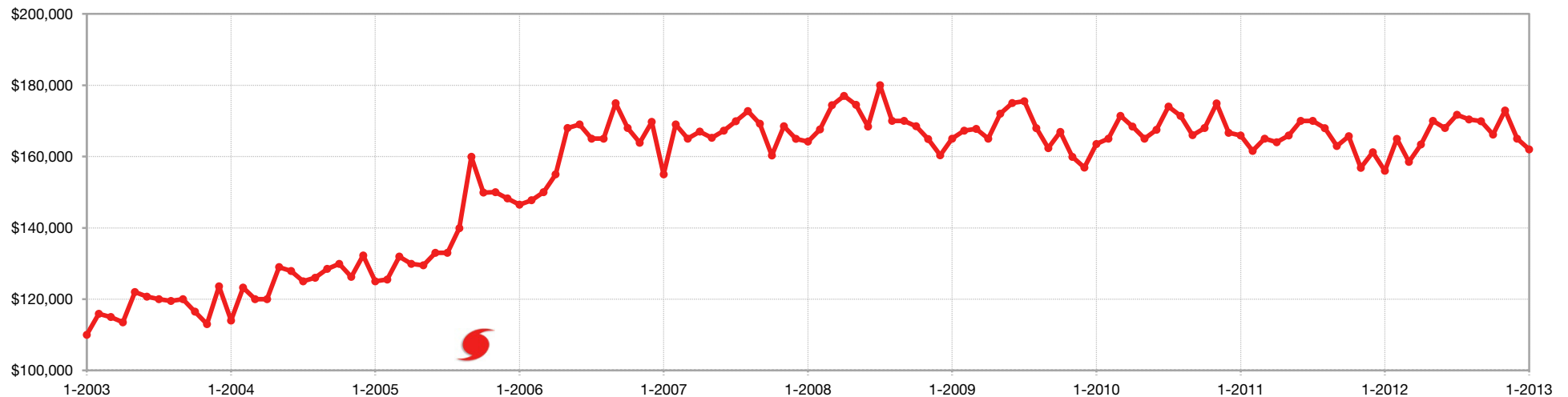
Year to Date



Median Sales Price		Prior Year	Percent Change
February 2012	\$164,950	\$161,575	+2.1%
March 2012	\$158,500	\$165,000	-3.9%
April 2012	\$163,385	\$164,000	-0.4%
May 2012	\$170,000	\$165,900	+2.5%
June 2012	\$168,000	\$170,000	-1.2%
July 2012	\$171,707	\$170,000	+1.0%
August 2012	\$170,400	\$167,950	+1.5%
September 2012	\$169,900	\$162,950	+4.3%
October 2012	\$166,150	\$165,700	+0.3%
November 2012	\$172,900	\$156,825	+10.3%
December 2012	\$165,000	\$161,200	+2.4%
January 2013	\$162,000	\$156,000	+3.8%
12-Month Med*	\$167,725	\$165,000	+1.7%

* Median Sales Price of all properties from February 2012 through January 2013.
This is not the average of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

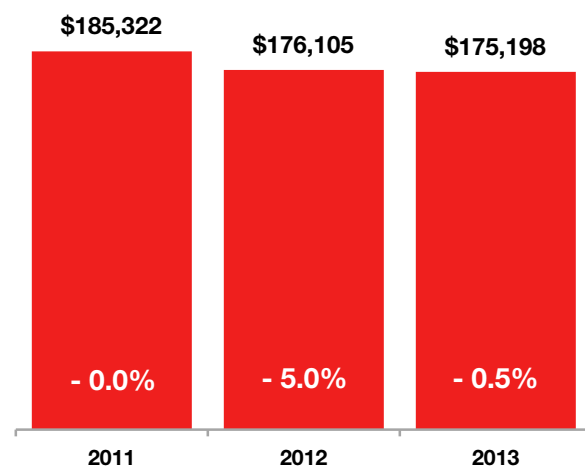
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



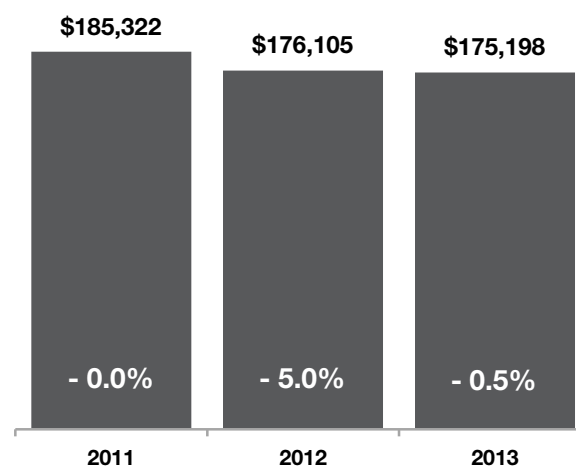
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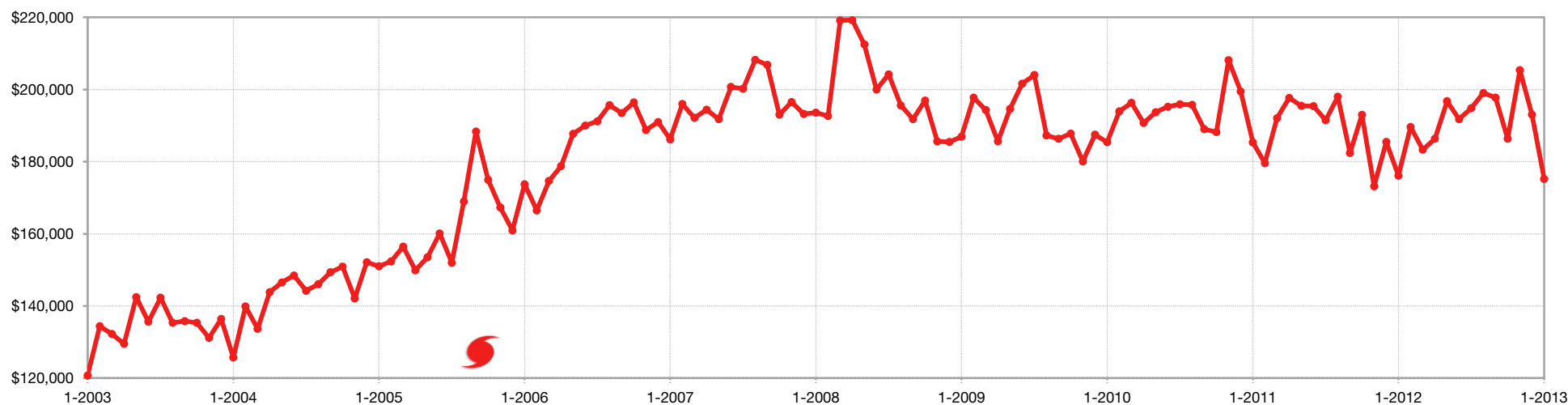
Year to Date



Average Sales Price	Prior Year	Percent Change
February 2012	\$189,601	\$179,568 +5.6%
March 2012	\$183,328	\$192,055 -4.5%
April 2012	\$186,352	\$197,663 -5.7%
May 2012	\$196,757	\$195,476 +0.7%
June 2012	\$191,762	\$195,373 -1.8%
July 2012	\$194,814	\$191,493 +1.7%
August 2012	\$199,011	\$197,994 +0.5%
September 2012	\$197,727	\$182,393 +8.4%
October 2012	\$186,355	\$192,974 -3.4%
November 2012	\$205,357	\$173,168 +18.6%
December 2012	\$193,029	\$185,468 +4.1%
January 2013	\$175,198	\$176,105 -0.5%
12-Month Avg*	\$191,972	\$189,191 +1.5%

* Average Sales Price of all properties from February 2012 through January 2013.
This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

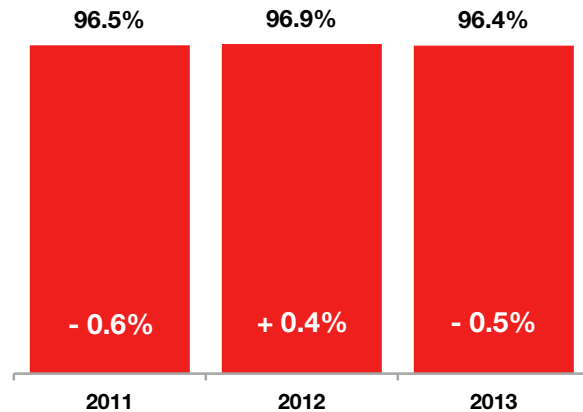
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



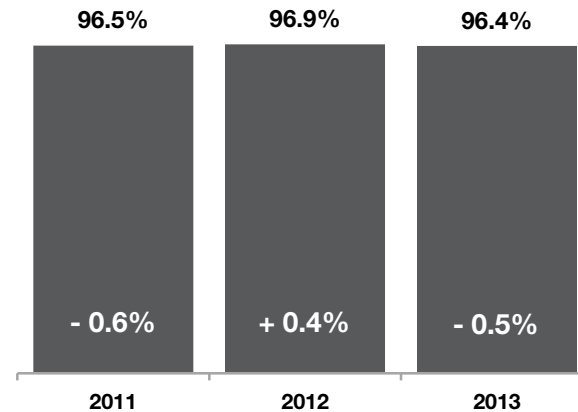
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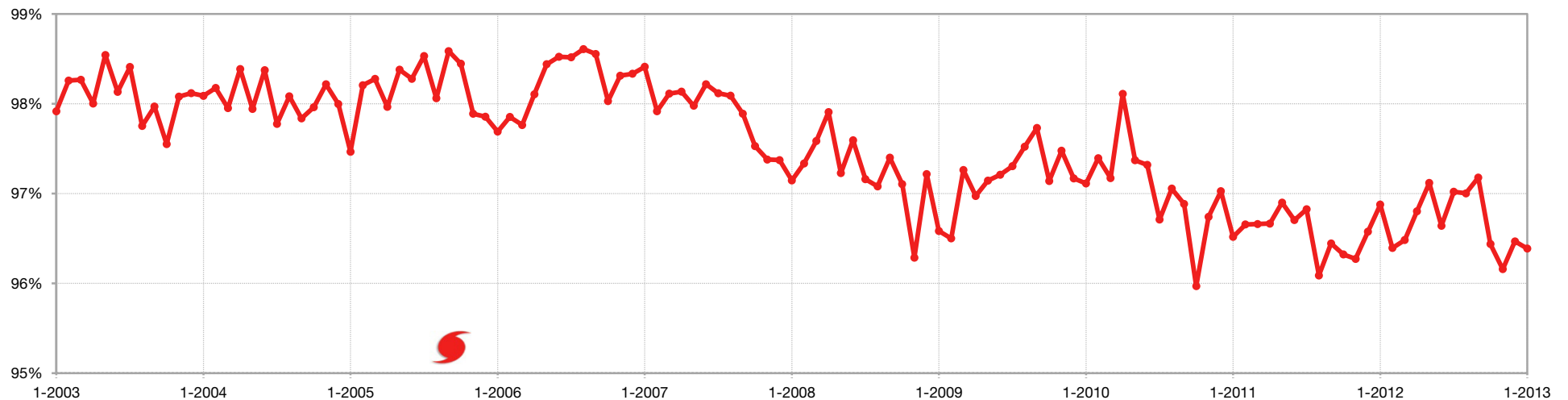
Year to Date



Pct. of List Price Received		Prior Year	Percent Change
February 2012	96.4%	96.7%	-0.3%
March 2012	96.5%	96.7%	-0.2%
April 2012	96.8%	96.7%	+0.1%
May 2012	97.1%	96.9%	+0.2%
June 2012	96.6%	96.7%	-0.1%
July 2012	97.0%	96.8%	+0.2%
August 2012	97.0%	96.1%	+0.9%
September 2012	97.2%	96.4%	+0.8%
October 2012	96.4%	96.3%	+0.1%
November 2012	96.2%	96.3%	-0.1%
December 2012	96.5%	96.6%	-0.1%
January 2013	96.4%	96.9%	-0.5%
12-Month Avg*	96.7%	96.6%	+0.1%

* Average Pct. of List Price Received for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



Housing Affordability Index

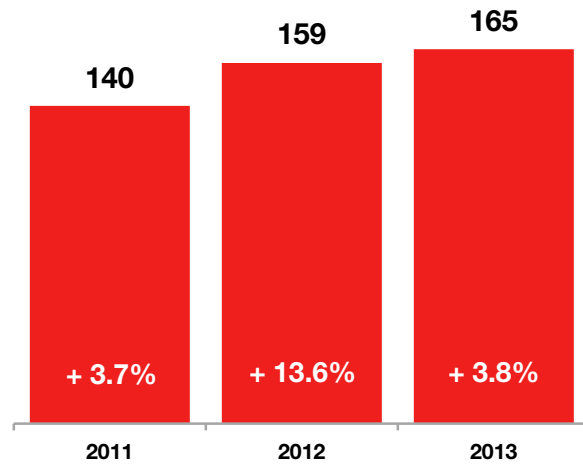
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



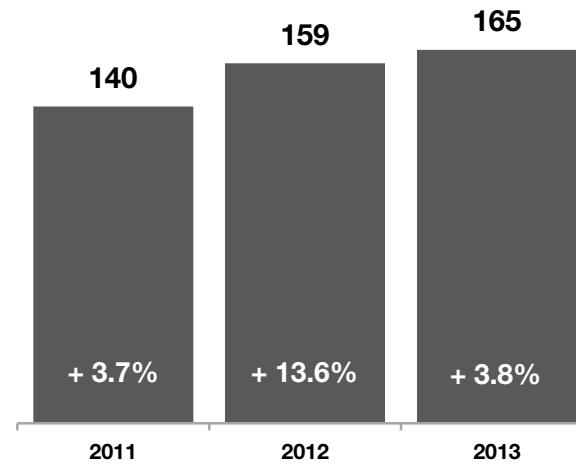
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Year to Date



Affordability Index		Prior Year	Percent Change
February 2012	153	142	+7.7%
March 2012	156	141	+10.6%
April 2012	155	143	+8.4%
May 2012	152	143	+6.3%
June 2012	154	142	+8.5%
July 2012	153	142	+7.7%
August 2012	153	147	+4.1%
September 2012	157	152	+3.3%
October 2012	158	149	+6.0%
November 2012	154	157	-1.9%
December 2012	161	154	+4.5%
January 2013	165	159	+3.8%
12-Month Avg	156	156	0.0%

Historical Housing Affordability Index by Month



Inventory of Homes for Sale

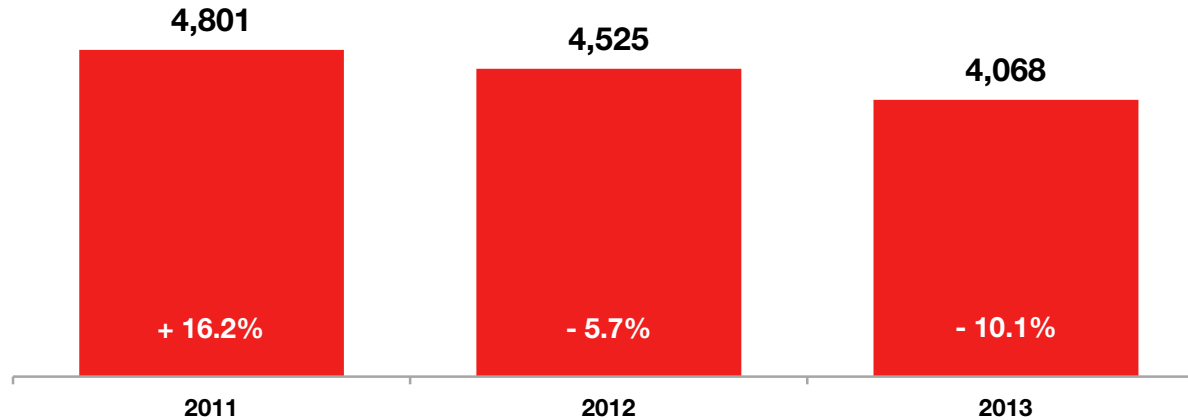
The number of properties available for sale in active status at the end of a given month.



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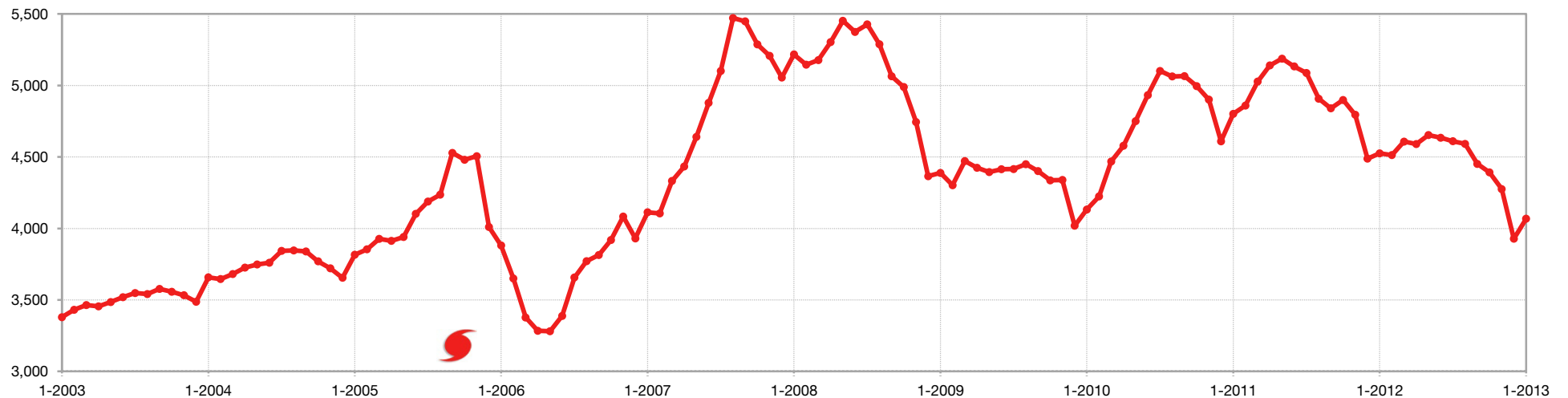
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Homes for Sale		Prior Year	Percent Change
February 2012	4,513	4,859	-7.1%
March 2012	4,607	5,027	-8.4%
April 2012	4,590	5,140	-10.7%
May 2012	4,653	5,187	-10.3%
June 2012	4,634	5,133	-9.7%
July 2012	4,610	5,087	-9.4%
August 2012	4,591	4,907	-6.4%
September 2012	4,451	4,840	-8.0%
October 2012	4,392	4,898	-10.3%
November 2012	4,275	4,795	-10.8%
December 2012	3,928	4,488	-12.5%
January 2013	4,068	4,525	-10.1%
12-Month Avg*	4,443	4,907	-9.5%

* Homes for Sale for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

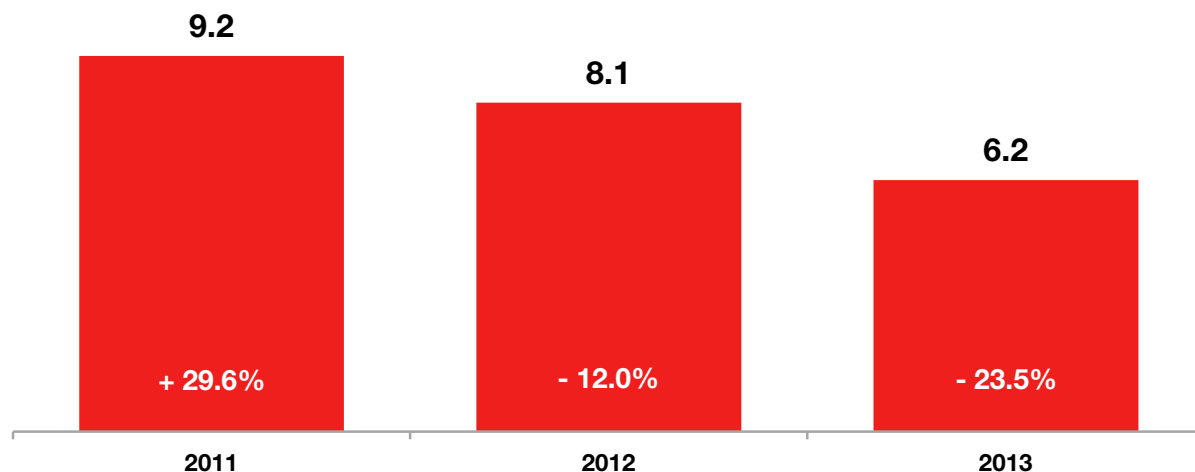
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



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Months Supply		Prior Year	Percent Change
February 2012	7.8	9.4	-17.0%
March 2012	7.8	10.0	-22.0%
April 2012	7.6	10.8	-29.6%
May 2012	7.6	10.6	-28.3%
June 2012	7.5	10.2	-26.5%
July 2012	7.3	9.9	-26.3%
August 2012	7.3	9.3	-21.5%
September 2012	7.1	9.1	-22.0%
October 2012	6.8	9.0	-24.4%
November 2012	6.6	8.8	-25.0%
December 2012	6.0	8.1	-25.9%
January 2013	6.2	8.1	-23.5%
12-Month Avg*	7.1	9.4	-24.5%

* Months Supply for all properties from February 2012 through January 2013. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

