



For Immediate Release

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St. Louis housing market: where thankfully houses can still become homes and the American dream remains within reach

Affordability and quality of life continue to hit home for St. Louis buyers

St. Louis – November 22, 2017 – If you're looking for reasons to be thankful this holiday season, one of the best ones might be right at your doorstep – as St. Louis remains a city where most buyers – including millennials – can still afford to buy a house, live their lives and make a comfortable home for themselves and their family.

In other words, the American dream of homeownership is alive and well in St. Louis – certainly an ideal worthy of giving thanks.

“Our excellent housing affordability quotient in St. Louis,” explains St. Louis REALTORS® President Barry Upchurch, “is such an over-arching element in buyers being able to realize the American dream of homeownership. It is the major reason our market has remained healthy as the national economy constantly shifts and adjusts. In St. Louis, we are indeed fortunate and are most thankful we are able to provide housing opportunities for buyers at all levels, especially when you take a look at so many markets across the country where first-time buyers are being priced out of the possibility of owning a home – often for years.”

Upchurch adds: “When you look at other cities across the nation, like Austin where the median sales price is \$360,000 or Chicago with a median price of \$255,000, millennials are stuck on the

outside looking in. They want to buy a home but the affordability quotient has priced them out of the market, so their choices are to keep renting, move even further away from their jobs to afford a house, or pick up and move to another city where they can afford to live, work and have a lifestyle they can enjoy.”

With the October median sales price in St. Louis sitting at \$171,000 according to St. Louis REALTORS® Housing Report data covering MLS sales for St. Louis city and county combined, Upchurch concludes: “We have the affordability factor – and we’ve had it for some time now. Our housing affordability, lifestyle and job opportunities are integral pieces in creating the “it” factor that brings people to St. Louis. And the great news is once they get here, many choose to stay – something for which we are all most grateful.”

Taking a deeper look into the St. Louis housing market, MARIS (Mid America Regional Information Systems) Multiple Listing Service statistical data reflect for the month of October year-over-year sales were up 6 percent, with total home sales in October 2017 of 1,558 compared to 1,475 in 2016. While the median sales price increased 7 percent from \$160,000 in October 2016 to \$171,000 this year, and days on market dropped dramatically from 156 in October 2016 to 98 days in October 2017.

At the same time, October data reflect the continuing trend of a tightening market as active listings were down 3 percent to 6,855 compared to 7,101 for the same month last year, and housing inventory for St. Louis city and county combined stands at a 4.4-month supply, compared to a 4.8-month supply in October 2016. Economists cite a 6.5 months’ supply as the ideal balance between supply and demand.

What do the October St. Louis Housing Report numbers say about the St. Louis market as a whole?

St. Louis REALTORS® CEO John Gormley explains: “We are – and have been for some time – experiencing a tighter inventory in St. Louis, just like most cities across the country. The key difference for us is our housing affordability in all market segments. Even though it remains a seller’s market, we have a broad range of houses from which buyers can choose, and first-time buyers have opportunities to buy houses in St. Louis that just aren’t there for them right now in a number of other markets.

Gormley adds: “In addition, a significant factor fueling opportunities for buyers – particularly in affordable markets like St. Louis – are low mortgage interest rates. Early this year, economists were predicting interest rates would increase dramatically – something which has not happened. In fact, recently mortgage interest rates dropped to 3.9 percent for a 30-year, fixed rate loan and to 3.24 for a 15-year loan – and that is definitely good news for all buyers.”

Gormley concludes that there is much to be thankful for in St. Louis this year: “We do have the ‘it’ factor in St. Louis supported by our housing affordability, our exceptional job opportunities and quality of life. Our excellent housing affordability is certainly helping us sustain a balance in our market and, in turn, is creating great opportunities for buyers to purchase houses in St. Louis, make their homes here and live their lives. Bottom line: The American dream of homeownership remains a reality – one that is well within reach in St. Louis – and that is certainly something for which we can all be most thankful.”

About the St. Louis REALTORS® Housing Report

St. Louis REALTORS® releases a new Housing Report around the middle of each month analyzing MLS sales data from the previous month with year-over-year comparisons. Data used in these reports are courtesy of MARIS (Mid America Regional Information Systems) Multiple Listing Service.

About the St. Louis REALTORS®

With more than 8,000 members, St. Louis REALTORS® is the largest local REALTOR® organization in Missouri and the voice for real estate in greater St. Louis. The association helps members navigate a changing market, engage in the community, protect private-property rights, convert information to knowledge and provide superior tools.

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