

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
FOR MEMBERS OF THE **HOMETOWN ASSOCIATION OF REALTORS®**  
RESIDENTIAL REAL ESTATE ACTIVITY ONLY



## August 2015

Home prices were up during summer across the nation in year-over-year comparisons. With the economy on full mend, Federal Reserve Chair Janet Yellen has predicted a fine-tuning of monetary policy before the year ends. In tandem with the improved economy, the unemployment rate for July 2015 remained at 5.3 percent for the second month in a row. It is widely believed that interest rates will go up before the year is over. Generally, this does not happen without careful consideration for the impact such a move will have on residential real estate.

New Listings in the DeKalb region increased 47.7 percent to 285. Listings Under Contract were up 47.4 percent to 224. Inventory levels rose 9.3 percent to 1,191 units.

Prices continued to gain traction. The Median Sales Price increased 12.1 percent to \$125,000. Market Times were up 1.1 percent to 124 days. Sellers were encouraged as Months Supply of Inventory was down 4.9 percent to 6.8 months.

Statistics released by the U.S. Census Bureau and the Department of Housing and Urban Development indicate that privately-owned housing starts in July 2015 rose 10.1 percent compared to last year to the highest level the market has seen since October 2007. This bodes well for the eventual landing of a flock of potential buyers currently holding in a rental pattern. As ideal summer weather diverges toward autumn, we will begin to see some seasonal relaxation, but the market should still look positive when compared to last year.

## Quick Facts

**- 14.2%**      **+ 12.1%**      **+ 9.3%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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# Market Overview

Key market metrics for the current month and year-to-date figures.



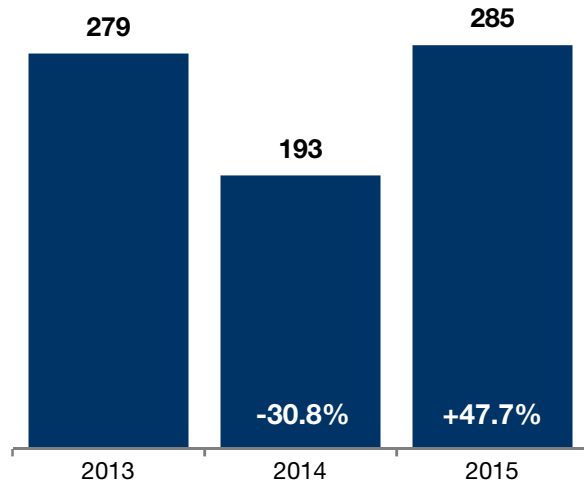
Key Metrics	Historical Sparklines	8-2014	8-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		193	<b>285</b>	+ 47.7%	2,107	<b>2,476</b>	+ 17.5%
<b>Closed Sales</b>		226	<b>194</b>	- 14.2%	1,239	<b>1,355</b>	+ 9.4%
<b>Under Contract</b> (Contingent and Pending)		152	<b>224</b>	+ 47.4%	1,297	<b>1,525</b>	+ 17.6%
<b>Median Sales Price</b>		\$111,500	<b>\$125,000</b>	+ 12.1%	\$104,000	<b>\$112,500</b>	+ 8.2%
<b>Average Sales Price</b>		\$122,029	<b>\$136,337</b>	+ 11.7%	\$113,290	<b>\$122,507</b>	+ 8.1%
<b>Average List Price</b>		\$140,244	<b>\$150,993</b>	+ 7.7%	\$148,811	<b>\$153,988</b>	+ 3.5%
<b>Percent of Original List Price Received</b>		89.3%	<b>90.8%</b>	+ 1.7%	88.1%	<b>89.8%</b>	+ 1.9%
<b>Housing Affordability Index</b>		199	<b>188</b>	- 5.5%	214	<b>209</b>	- 2.3%
<b>Market Time</b>		122	<b>124</b>	+ 1.1%	126	<b>128</b>	+ 2.2%
<b>Months Supply of Homes for Sale</b>		7.1	<b>6.8</b>	- 4.9%	--	--	--
<b>Inventory of Homes for Sale</b>		1,090	<b>1,191</b>	+ 9.3%	--	--	--

# New Listings

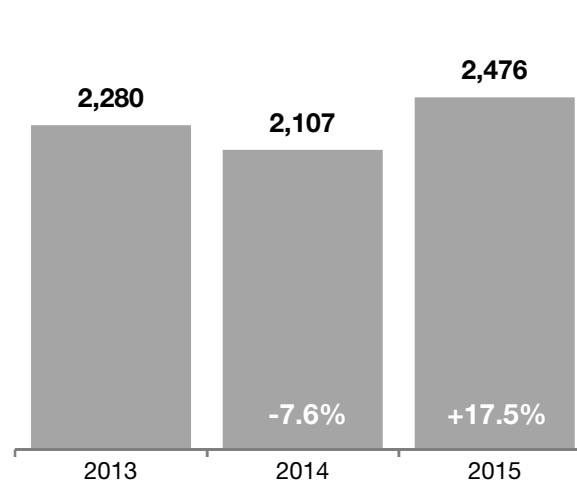
A count of the properties that have been newly listed on the market in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	225	224	-0.4%
October	255	522	+104.7%
November	180	218	+21.1%
December	148	173	+16.9%
January	198	240	+21.2%
February	181	233	+28.7%
March	252	300	+19.0%
April	344	405	+17.7%
May	352	333	-5.4%
June	296	363	+22.6%
July	291	317	+8.9%
August	193	285	+47.7%
<b>12-Month Avg</b>	<b>243</b>	<b>301</b>	<b>+23.9%</b>

## Historical New Listing Activity

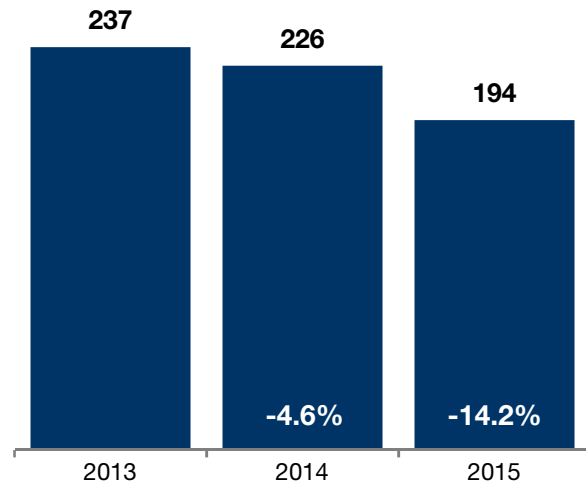


# Closed Sales

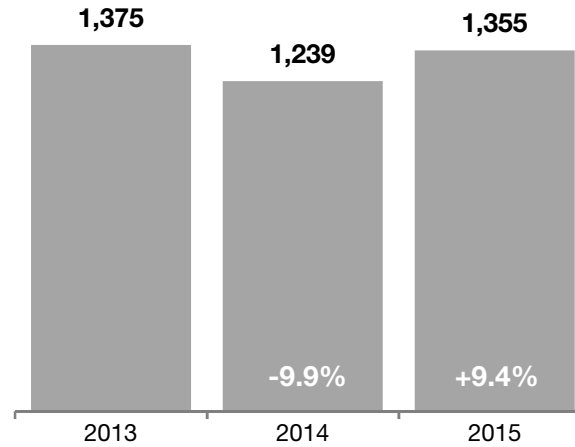
A count of the actual sales that have closed in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	175	153	-12.6%
October	154	180	+16.9%
November	169	145	-14.2%
December	154	166	+7.8%
January	117	125	+6.8%
February	98	95	-3.1%
March	124	155	+25.0%
April	150	168	+12.0%
May	184	186	+1.1%
June	170	220	+29.4%
July	170	212	+24.7%
August	226	194	-14.2%
<b>12-Month Avg</b>	<b>158</b>	<b>167</b>	<b>+6.6%</b>

## Historical Closed Sales Activity

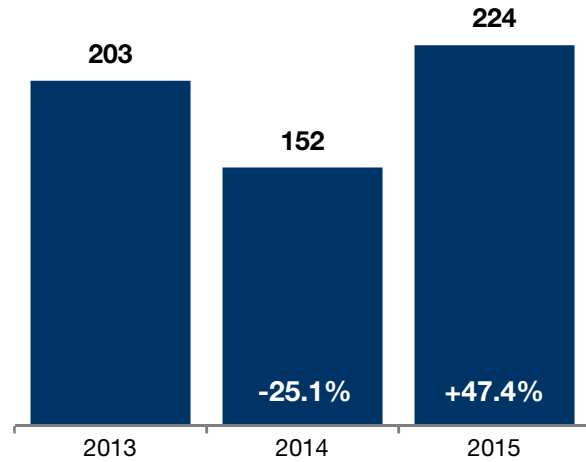


# Under Contract

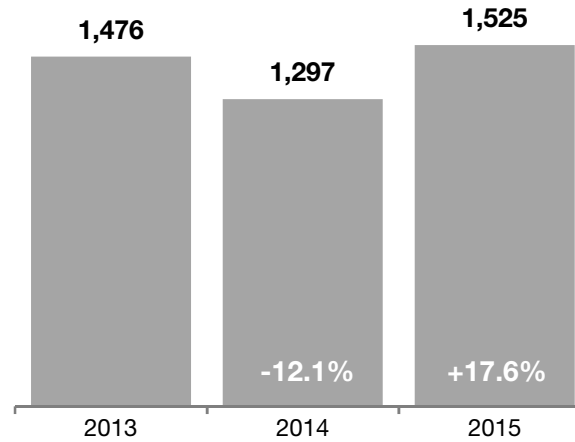
A count of the properties in either a contingent or pending status in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	138	160	+15.9%
October	152	191	+25.7%
November	149	121	-18.8%
December	107	120	+12.1%
January	117	138	+17.9%
February	118	145	+22.9%
March	178	189	+6.2%
April	184	211	+14.7%
May	187	210	+12.3%
June	182	208	+14.3%
July	179	200	+11.7%
August	152	224	+47.4%
<b>12-Month Avg</b>	<b>154</b>	<b>176</b>	<b>+14.9%</b>

## Historical Under Contract Activity

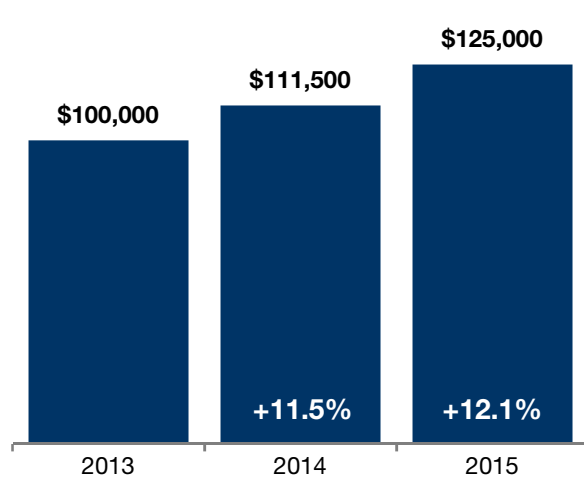


# Median Sales Price

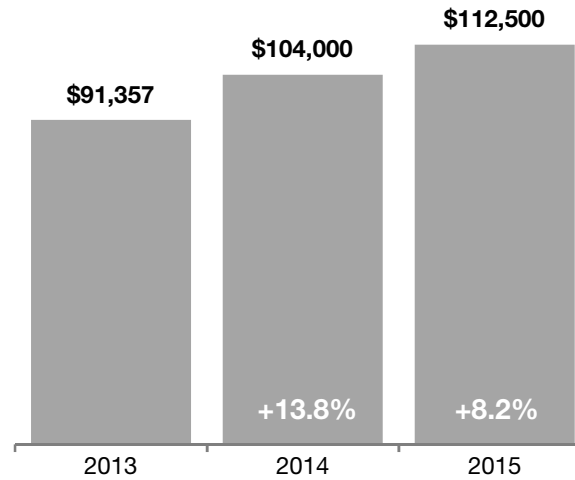
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$94,000	\$108,000	+14.9%
October	\$105,000	\$100,450	-4.3%
November	\$95,000	\$110,000	+15.8%
December	\$85,000	\$90,500	+6.5%
January	\$90,000	\$105,500	+17.2%
February	\$84,000	\$90,000	+7.1%
March	\$104,000	\$95,000	-8.7%
April	\$85,825	\$109,450	+27.5%
May	\$99,000	\$115,000	+16.2%
June	\$125,425	\$115,250	-8.1%
July	\$109,366	\$121,450	+11.0%
August	\$111,500	\$125,000	+12.1%
<b>12-Month Med</b>	<b>\$100,000</b>	<b>\$109,900</b>	<b>+9.9%</b>

## Historical Median Sales Price

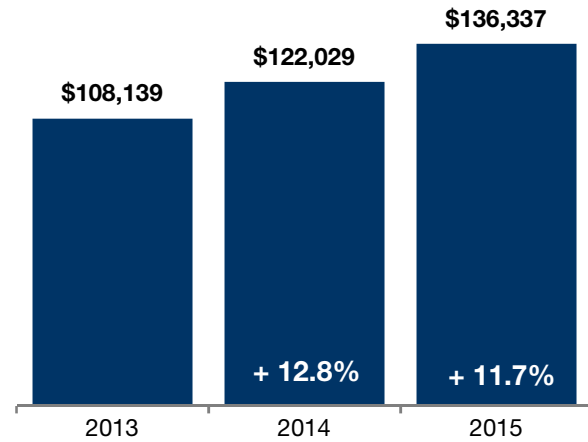


# Average Sales Price

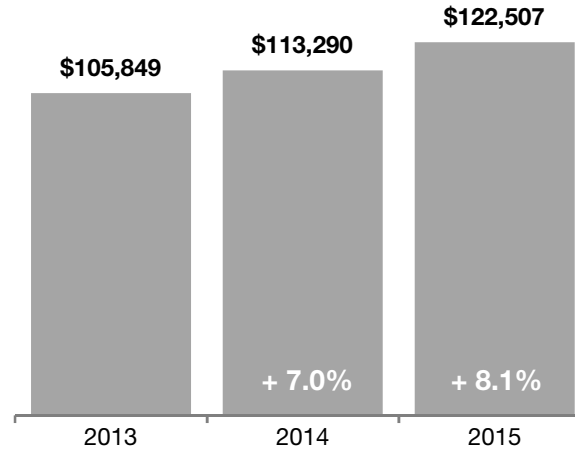
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$114,503	\$117,986	+3.0%
October	\$112,420	\$113,541	+1.0%
November	\$113,986	\$119,700	+5.0%
December	\$102,420	\$107,463	+4.9%
January	\$103,389	\$112,611	+8.9%
February	\$95,568	\$112,782	+18.0%
March	\$112,770	\$107,853	-4.4%
April	\$102,602	\$117,880	+14.9%
May	\$108,647	\$121,091	+11.5%
June	\$127,207	\$123,989	-2.5%
July	\$119,618	\$134,127	+12.1%
August	\$122,029	\$136,337	+11.7%
<b>12-Month Avg</b>	<b>\$112,508</b>	<b>\$119,900</b>	<b>+6.6%</b>

## Historical Average Sales Price

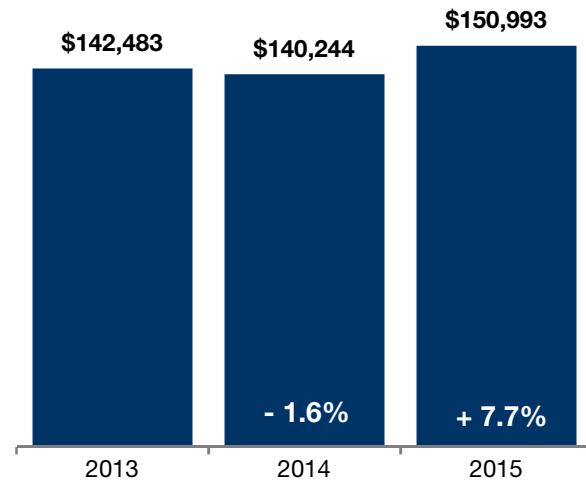


# Average List Price

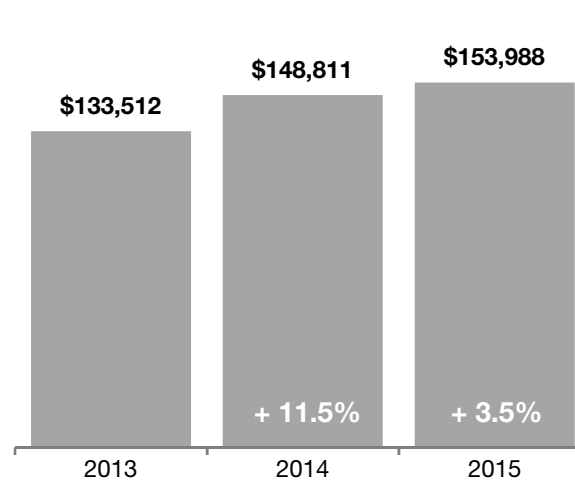
Average list price for all new listings in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	\$115,369	\$141,238	+22.4%
October	\$142,595	\$123,490	-13.4%
November	\$127,387	\$114,749	-9.9%
December	\$121,052	\$117,961	-2.6%
January	\$142,998	\$151,485	+5.9%
February	\$135,871	\$140,538	+3.4%
March	\$147,434	\$142,126	-3.6%
April	\$141,880	\$155,459	+9.6%
May	\$150,800	\$162,932	+8.0%
June	\$135,107	\$152,456	+12.8%
July	\$187,312	\$170,220	-9.1%
August	\$140,244	\$150,993	+7.7%
<b>12-Month Avg</b>	<b>\$142,962</b>	<b>\$144,715</b>	<b>+1.2%</b>

## Historical Average List Price



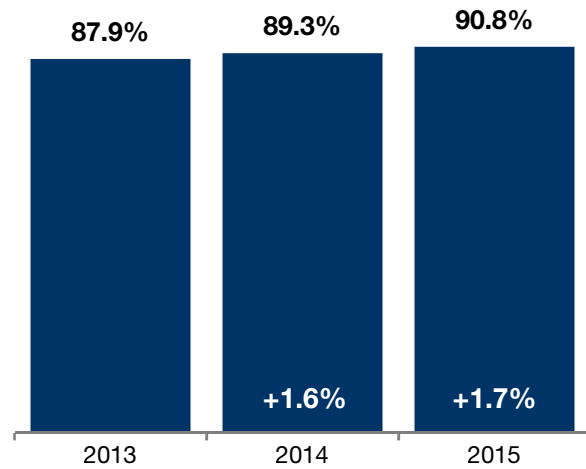


# Percent of Original List Price Received

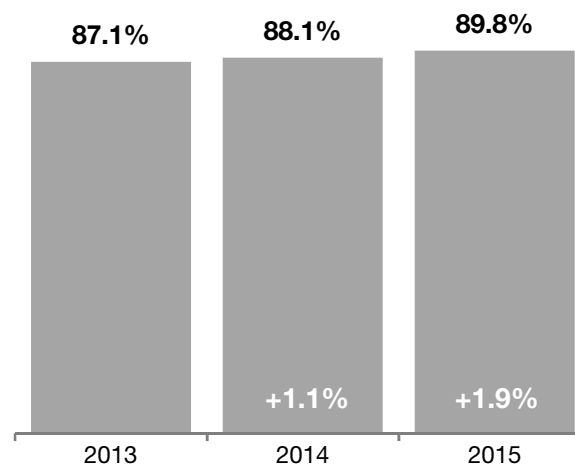
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	87.0%	86.7%	-0.4%
October	87.5%	89.0%	+1.8%
November	87.8%	86.7%	-1.2%
December	88.0%	87.5%	-0.6%
January	85.5%	88.6%	+3.7%
February	83.7%	86.7%	+3.5%
March	87.5%	87.9%	+0.5%
April	86.1%	89.6%	+4.1%
May	88.7%	90.4%	+1.9%
June	90.1%	90.1%	-0.1%
July	90.3%	91.5%	+1.3%
August	89.3%	90.8%	+1.7%
<b>12-Month Avg</b>	<b>87.9%</b>	<b>89.1%</b>	<b>+1.3%</b>

## Historical Percent of Original List Price Received

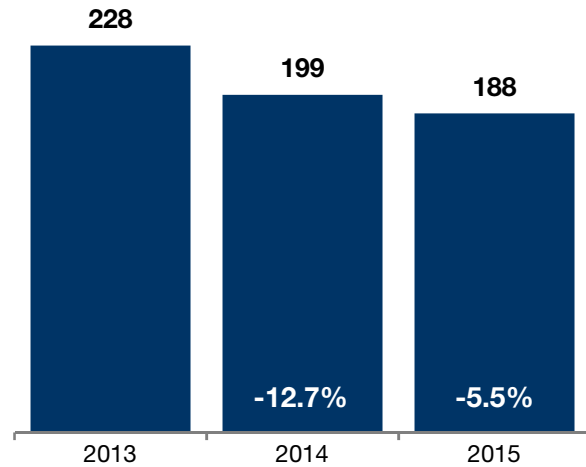


# Housing Affordability Index

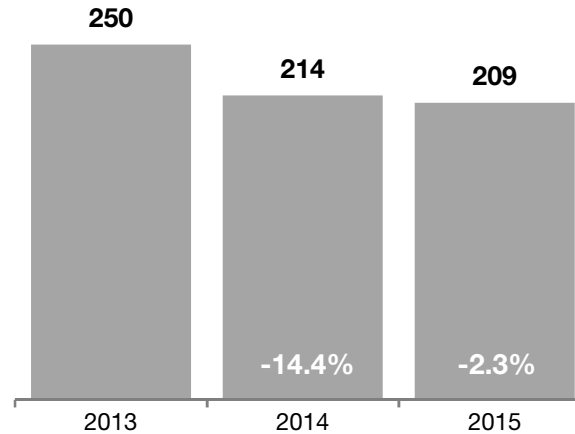
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	245	210	-14.3%
October	217	224	+3.2%
November	253	210	-17.0%
December	273	257	-5.9%
January	247	224	-9.3%
February	261	263	+0.8%
March	217	250	+15.2%
April	261	216	-17.2%
May	231	206	-10.8%
June	178	206	+15.7%
July	209	193	-7.7%
August	199	188	-5.5%
12-Month Avg	233	221	-4.4%

## Historical Housing Affordability Index

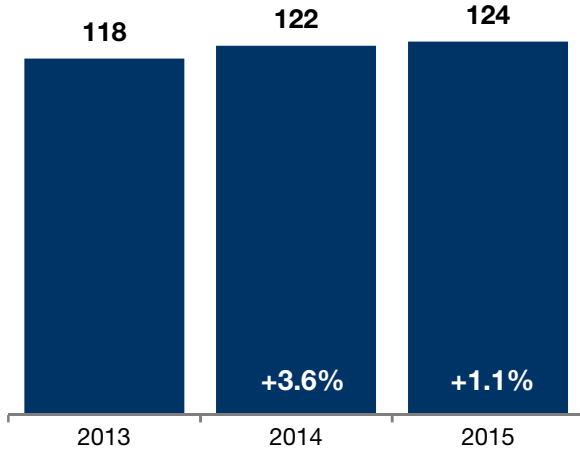


# Market Time

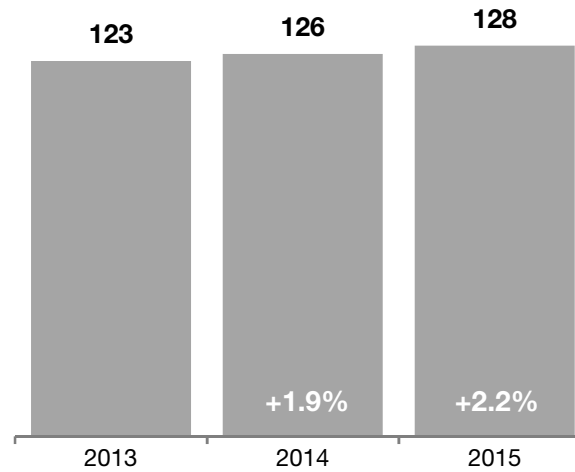
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September	127	166	+31.3%
October	107	121	+13.1%
November	131	124	-5.3%
December	138	174	+25.9%
January	117	127	+8.2%
February	142	141	-0.4%
March	127	144	+13.8%
April	153	138	-9.7%
May	145	136	-6.4%
June	104	124	+19.2%
July	102	106	+4.3%
August	122	124	+1.1%
<b>12-Month Avg</b>	<b>126</b>	<b>134</b>	<b>+6.6%</b>

## Historical Market Times

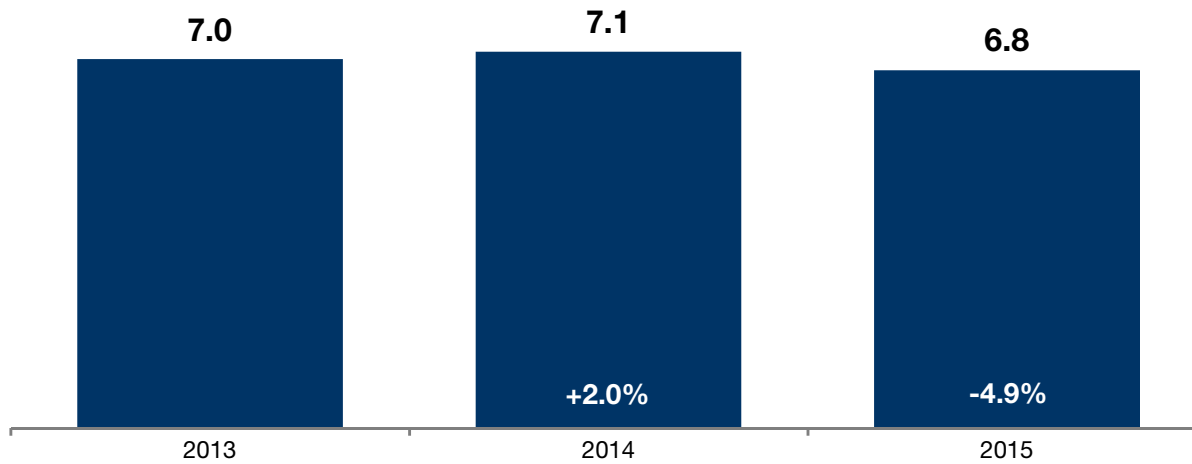


# Months Supply of Inventory

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.



## August



Month	Prior Year	Current Year	+ / -
September	6.9	6.7	-3.1%
October	6.7	7.7	+14.6%
November	6.2	7.5	+20.5%
December	5.7	6.8	+19.7%
January	5.7	6.7	+16.5%
February	5.9	6.6	+12.9%
March	5.9	6.8	+15.7%
April	6.3	7.3	+16.3%
May	6.9	7.4	+6.1%
June	7.1	7.5	+5.0%
July	7.3	7.4	+1.6%
August	7.1	6.8	-4.9%
<b>12-Month Avg</b>	<b>6.5</b>	<b>7.1</b>	<b>+9.5%</b>

## Historical Months Supply of Inventory

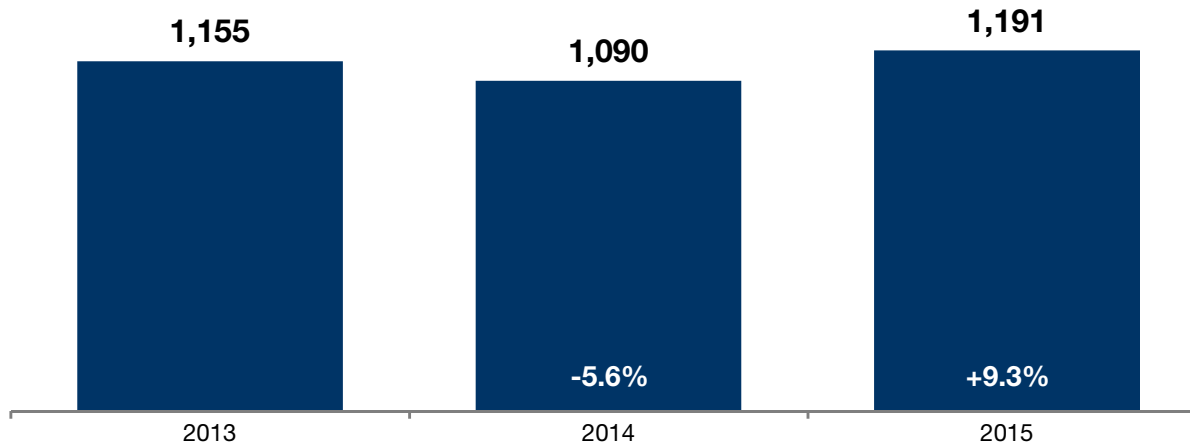


# Inventory of Homes for Sale

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



## August



Month	Prior Year	Current Year	+ / -
September	1,144	1,037	-9.4%
October	1,121	1,225	+9.3%
November	1,038	1,167	+12.4%
December	957	1,070	+11.8%
January	953	1,063	+11.5%
February	961	1,066	+10.9%
March	968	1,110	+14.7%
April	1,030	1,202	+16.7%
May	1,120	1,224	+9.3%
June	1,148	1,266	+10.3%
July	1,153	1,265	+9.7%
August	1,090	1,191	+9.3%
12-Month Avg	1,057	1,157	+9.7%

## Historical Inventory of Homes for Sale

