

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



September 2015

The third quarter of 2015 has ticked its last tock with the hands pointing firmly upon a reliable clock of a market. Although noon and 6:30 fluctuations are present even within the same states and cities, the overall tempo of real estate potential is experiencing a healthy number of good omens. The job market has shown continual improvement, jobless rates are down, real average hourly and weekly earnings have been up and there has been good news in new household formation.

New Listings in the DeKalb region increased 12.9 percent to 253. Listings Under Contract were up 15.6 percent to 185. Inventory levels rose 10.2 percent to 1,143 units.

Prices continued to gain traction. The Median Sales Price increased 12.5 percent to \$121,500. Market Times were down 29.2 percent to 118 days. Sellers were encouraged as Months Supply of Inventory was down 3.6 percent to 6.4 months.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

Quick Facts

+ 31.4% **+ 12.5%** **+ 10.2%**

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.



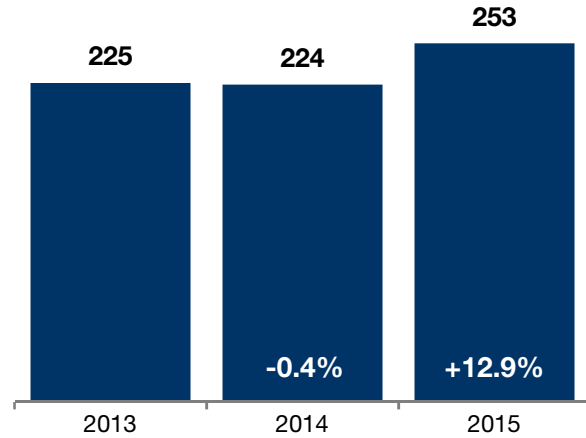
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		224	253	+ 12.9%	2,331	2,728	+ 17.0%
Closed Sales		153	201	+ 31.4%	1,392	1,559	+ 12.0%
Under Contract (Contingent and Pending)		160	185	+ 15.6%	1,457	1,700	+ 16.7%
Median Sales Price		\$108,000	\$121,500	+ 12.5%	\$105,000	\$113,250	+ 7.9%
Average Sales Price		\$117,986	\$130,911	+ 11.0%	\$113,806	\$123,535	+ 8.5%
Average List Price		\$141,238	\$135,473	- 4.1%	\$148,070	\$151,623	+ 2.4%
Percent of Original List Price Received		86.7%	90.5%	+ 4.4%	87.9%	89.9%	+ 2.2%
Housing Affordability Index		210	193	- 8.1%	216	207	- 4.2%
Market Time		166	118	- 29.2%	130	127	- 2.3%
Months Supply of Homes for Sale		6.7	6.4	- 3.6%	--	--	--
Inventory of Homes for Sale		1,037	1,143	+ 10.2%	--	--	--

New Listings

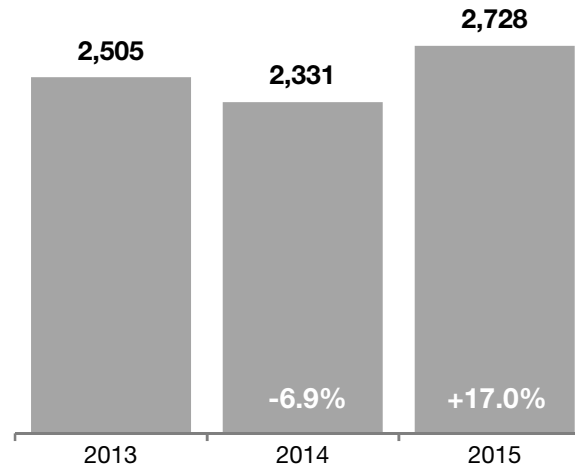
A count of the properties that have been newly listed on the market in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	361	+22.0%
July	291	318	+9.3%
August	193	285	+47.7%
September	224	253	+12.9%
12-Month Avg	243	303	+24.9%

Historical New Listing Activity

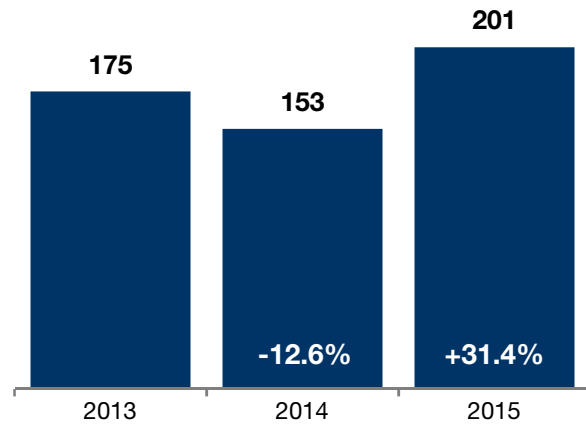


Closed Sales

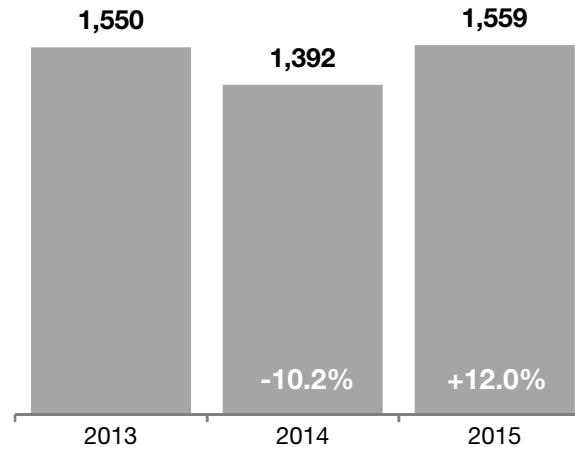
A count of the actual sales that have closed in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	169	+12.7%
May	184	186	+1.1%
June	170	220	+29.4%
July	170	213	+25.3%
August	226	195	-13.7%
September	153	201	+31.4%
12-Month Avg	156	171	+10.4%

Historical Closed Sales Activity

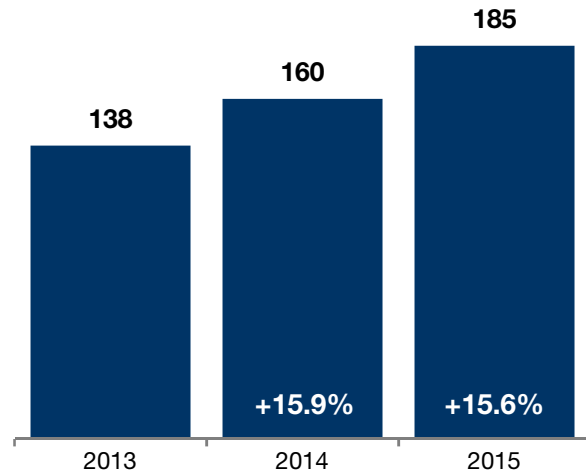


Under Contract

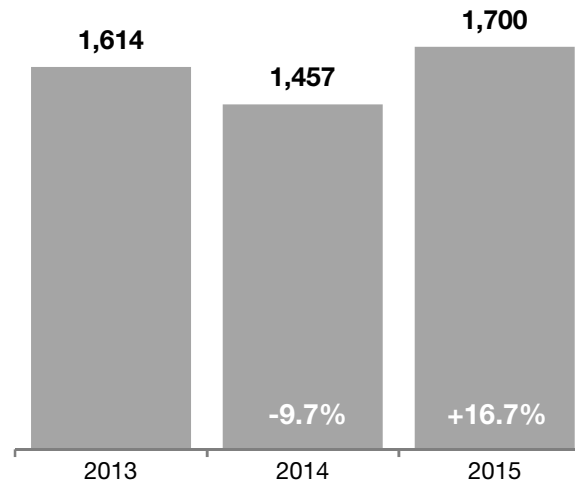
A count of the properties in either a contingent or pending status in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	152	191	+25.7%
November	149	121	-18.8%
December	107	120	+12.1%
January	117	139	+18.8%
February	118	145	+22.9%
March	178	189	+6.2%
April	184	211	+14.7%
May	187	211	+12.8%
June	182	206	+13.2%
July	179	199	+11.2%
August	152	215	+41.4%
September	160	185	+15.6%
12-Month Avg	155	178	+14.3%

Historical Under Contract Activity

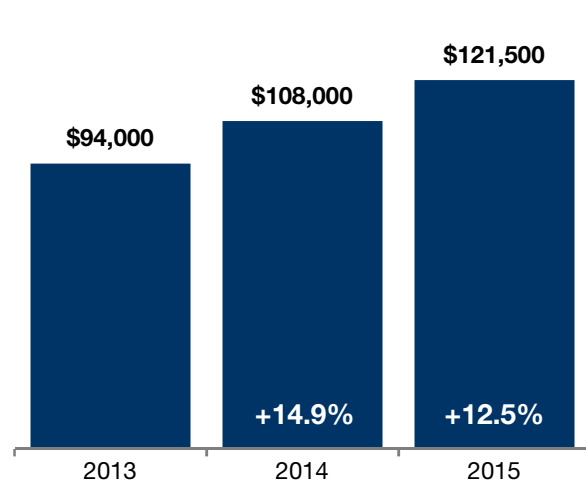


Median Sales Price

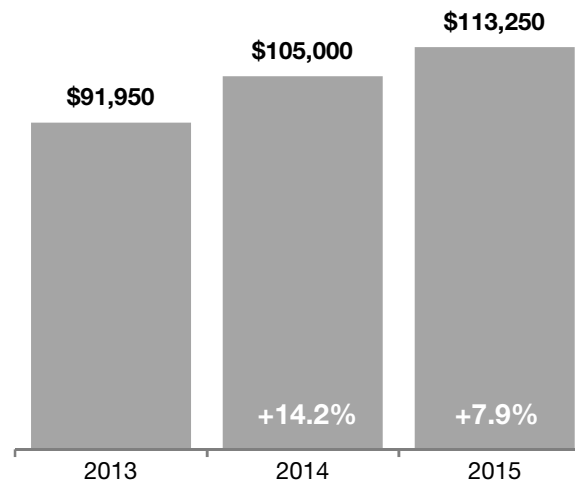
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$109,000	+27.0%
May	\$99,000	\$115,000	+16.2%
June	\$125,425	\$115,250	-8.1%
July	\$109,366	\$122,000	+11.6%
August	\$111,500	\$125,000	+12.1%
September	\$108,000	\$121,500	+12.5%
12-Month Med	\$102,350	\$110,000	+7.5%

Historical Median Sales Price

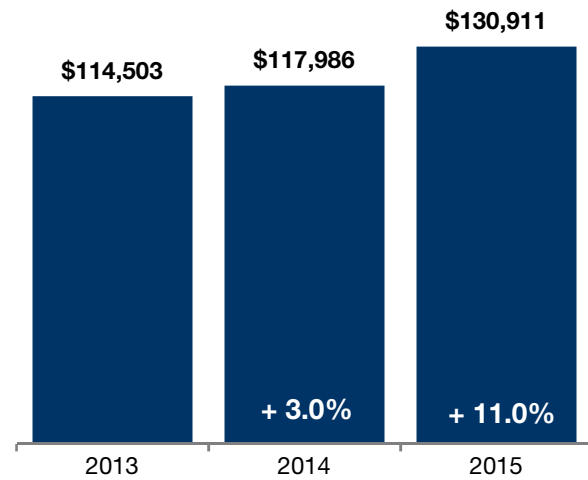


Average Sales Price

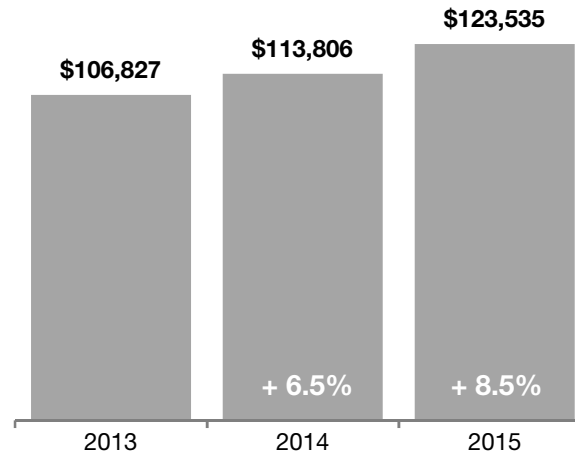
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$117,423	+14.4%
May	\$108,647	\$121,091	+11.5%
June	\$127,207	\$123,989	-2.5%
July	\$119,618	\$134,319	+12.3%
August	\$122,029	\$136,017	+11.5%
September	\$117,986	\$130,911	+11.0%
12-Month Avg	\$112,770	\$121,084	+7.4%

Historical Average Sales Price

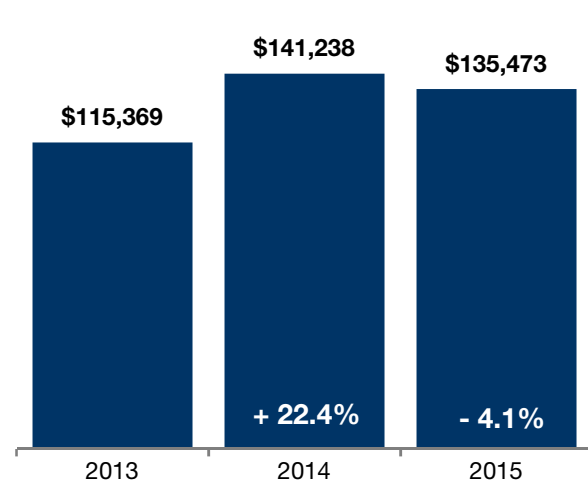


Average List Price

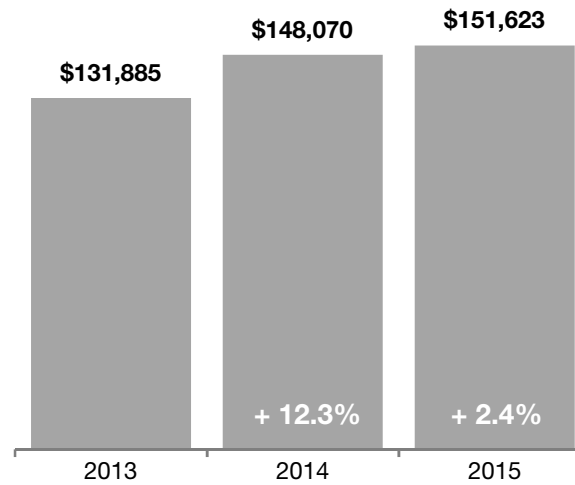
Average list price for all new listings in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	\$142,595	\$123,481	-13.4%
November	\$127,387	\$114,562	-10.1%
December	\$121,052	\$117,903	-2.6%
January	\$142,998	\$151,444	+5.9%
February	\$135,871	\$140,273	+3.2%
March	\$147,434	\$142,037	-3.7%
April	\$141,809	\$155,260	+9.5%
May	\$150,797	\$162,584	+7.8%
June	\$135,107	\$151,373	+12.0%
July	\$187,286	\$168,570	-10.0%
August	\$140,197	\$149,063	+6.3%
September	\$141,238	\$135,473	-4.1%
12-Month Avg	\$144,942	\$143,783	-0.8%

Historical Average List Price

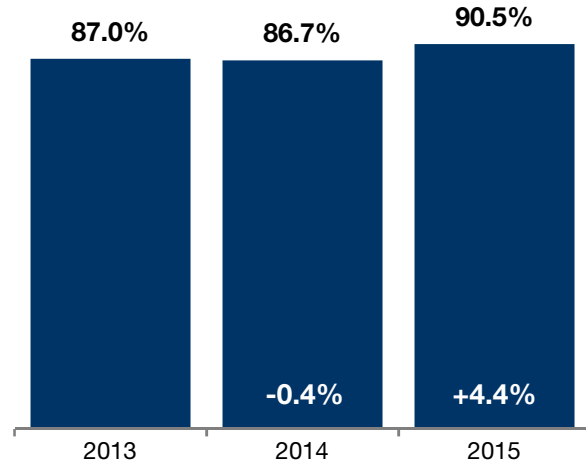


Percent of Original List Price Received

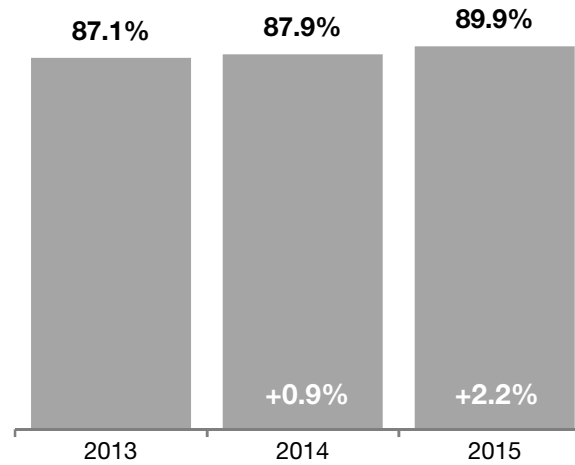
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	86.7%	90.5%	+4.4%
12-Month Avg	87.9%	89.4%	+1.7%

Historical Percent of Original List Price Received

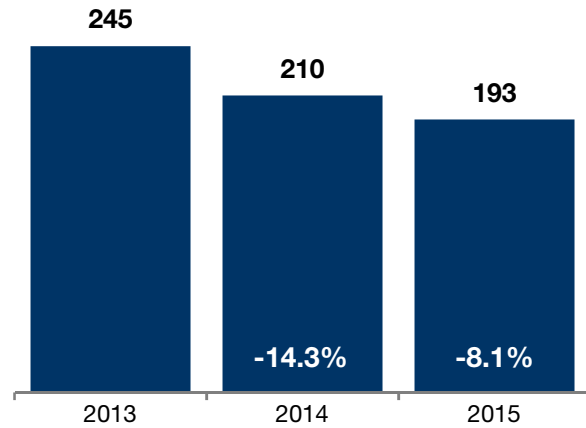


Housing Affordability Index

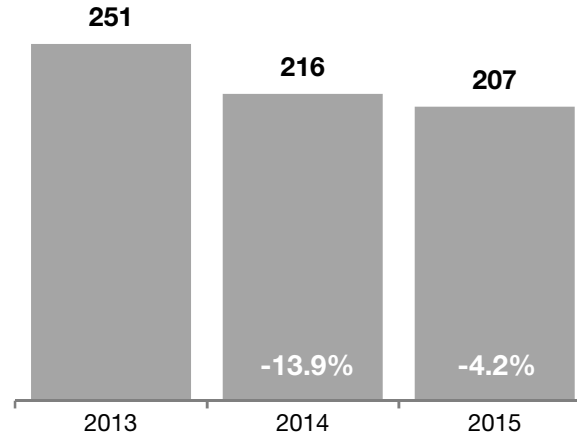
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	217	-16.9%
May	231	206	-10.8%
June	178	206	+15.7%
July	209	192	-8.1%
August	199	188	-5.5%
September	210	193	-8.1%
12-Month Avg	230	219	-3.9%

Historical Housing Affordability Index

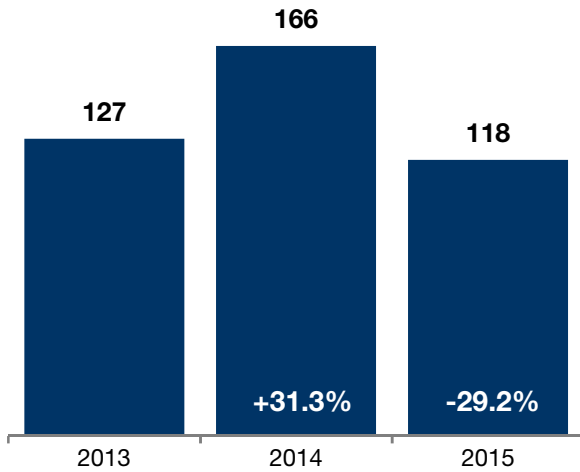


Market Time

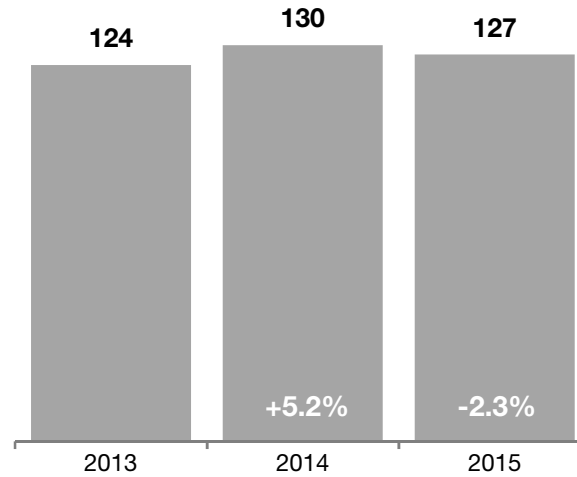
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
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	139	-8.9%
May	145	136	-6.4%
June	104	124	+19.2%
July	102	106	+4.3%
August	122	123	+0.8%
September	166	118	-29.2%
12-Month Avg	129	130	+0.9%

Historical Market Times

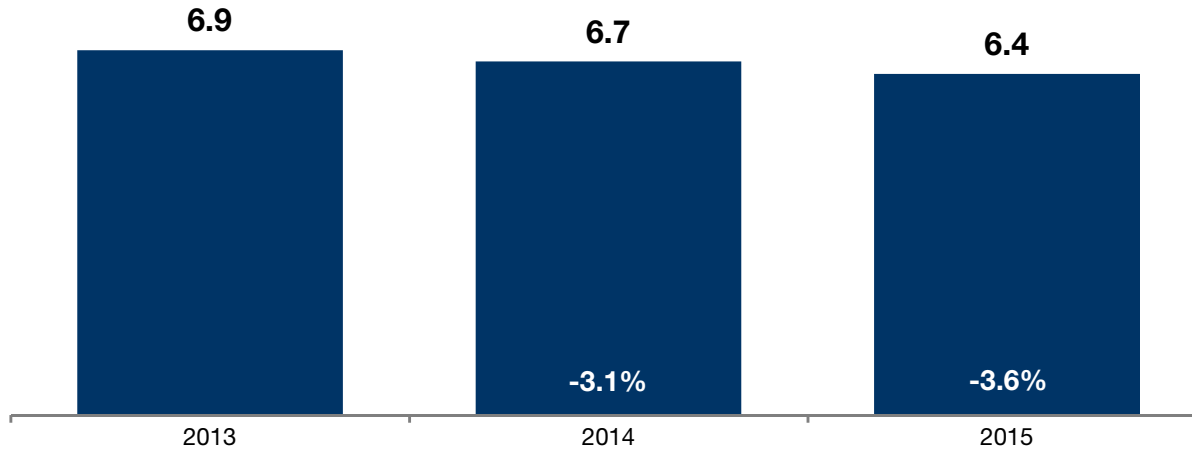


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
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	+16.3%
February	5.9	6.6	+12.7%
March	5.9	6.8	+15.5%
April	6.3	7.3	+16.1%
May	6.9	7.3	+5.8%
June	7.1	7.5	+4.9%
July	7.3	7.4	+1.7%
August	7.1	6.9	-3.4%
September	6.7	6.4	-3.6%
12-Month Avg	6.5	7.1	+9.5%

Historical Months Supply of Inventory

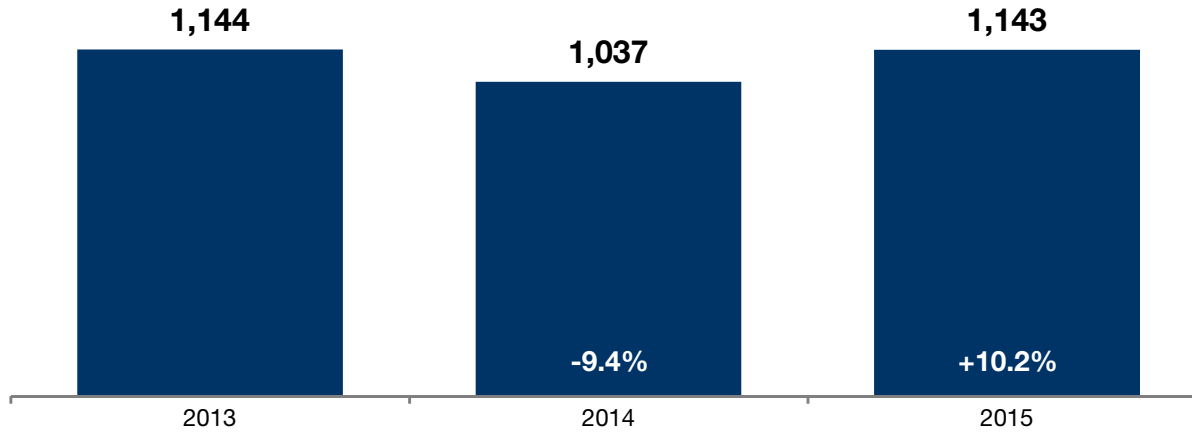


Inventory of Homes for Sale

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



September



Month	Prior Year	Current Year	+ / -
October	1,121	1,225	+9.3%
November	1,038	1,167	+12.4%
December	957	1,070	+11.8%
January	953	1,062	+11.4%
February	961	1,065	+10.8%
March	968	1,109	+14.6%
April	1,030	1,201	+16.6%
May	1,120	1,222	+9.1%
June	1,148	1,264	+10.1%
July	1,153	1,266	+9.8%
August	1,090	1,204	+10.5%
September	1,037	1,143	+10.2%
12-Month Avg	1,048	1,167	+11.4%

Historical Inventory of Homes for Sale

