

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



October 2015

Transitory periods in the market are common this time of year, and after a persistent period of steady year-over-year climbs in sales metrics, recent low national numbers have not fulfilled what many predicted. But on a positive note, jobless claims have also been at low levels, coming in as the lowest number since 1973. As always, every market and situation is unique, so some numbers seen in national trends may not always line up with local markets.

New Listings in the DeKalb region decreased 49.6 percent to 263. Listings Under Contract were down 14.7 percent to 163. Inventory levels fell 9.3 percent to 1,111 units.

Prices continued to gain traction. The Median Sales Price increased 9.5 percent to \$110,000. Market Times were down 5.4 percent to 114 days. Sellers were encouraged as Months Supply of Inventory was down 17.3 percent to 6.4 months.

Interest rates are an area to pay attention to as rate hikes are widely expected before the year ends. The Federal Reserve Bank has skipped two opportunities to raise rates this fall, but the final meeting in December will likely include a minor rate hike. Although we are headed into a slower time of year, as housing activity goes, there are still many nuggets of optimism to mine from monthly figures.

Quick Facts

+ 11.7% **+ 9.5%** **- 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.



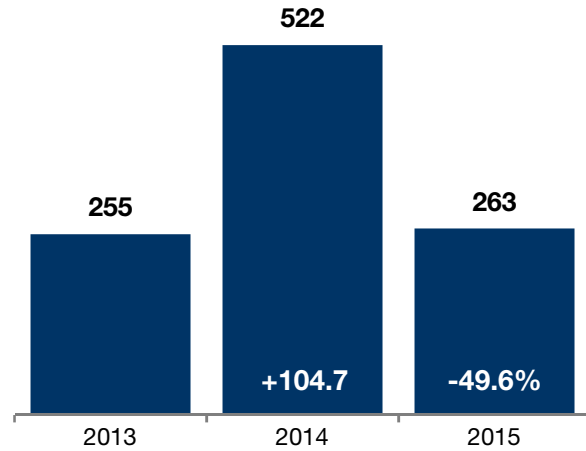
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		522	263	- 49.6%	2,853	2,992	+ 4.9%
Closed Sales		180	201	+ 11.7%	1,572	1,761	+ 12.0%
Under Contract (Contingent and Pending)		191	163	- 14.7%	1,648	1,846	+ 12.0%
Median Sales Price		\$100,450	\$110,000	+ 9.5%	\$104,250	\$113,250	+ 8.6%
Average Sales Price		\$113,541	\$126,735	+ 11.6%	\$113,776	\$123,943	+ 8.9%
Average List Price		\$123,443	\$142,659	+ 15.6%	\$143,555	\$150,261	+ 4.7%
Percent of Original List Price Received		89.0%	91.0%	+ 2.2%	88.1%	90.0%	+ 2.2%
Housing Affordability Index		224	215	- 4.0%	216	209	- 3.2%
Market Time		121	114	- 5.4%	129	126	- 2.7%
Months Supply of Homes for Sale		7.7	6.4	- 17.3%	--	--	--
Inventory of Homes for Sale		1,225	1,111	- 9.3%	--	--	--

New Listings

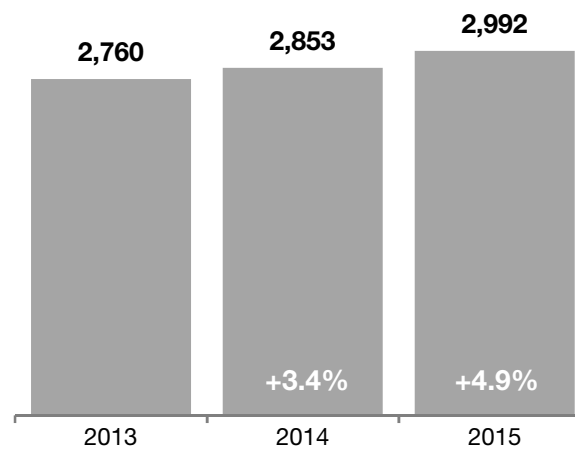
A count of the properties that have been newly listed on the market in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	180	218	+21.1%
December	148	173	+16.9%
January	198	240	+21.2%
February	181	233	+28.7%
March	252	301	+19.4%
April	344	405	+17.7%
May	352	333	-5.4%
June	296	363	+22.6%
July	291	318	+9.3%
August	193	284	+47.2%
September	224	252	+12.5%
October	522	263	-49.6%
12-Month Avg	265	282	+6.4%

Historical New Listing Activity

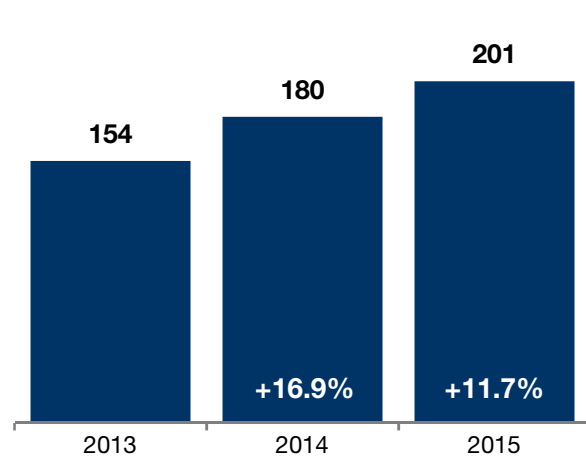


Closed Sales

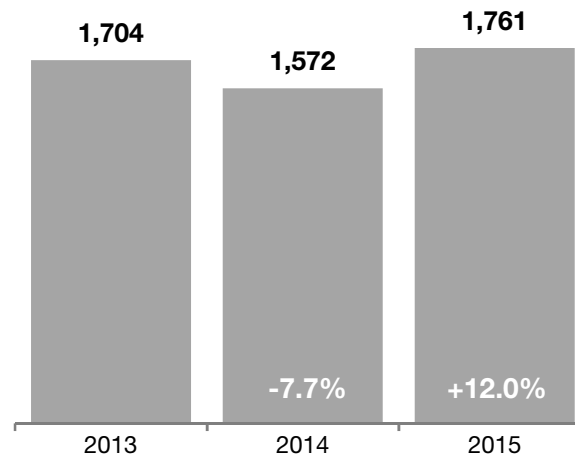
A count of the actual sales that have closed in a given month.



October

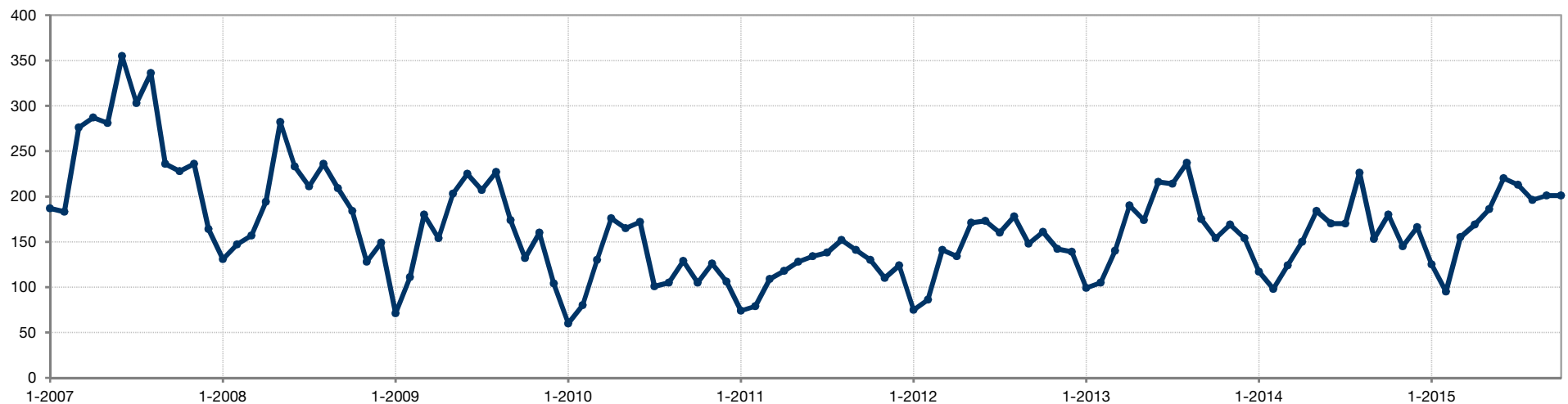


Year To Date



Month	Prior Year	Current Year	+ / -
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	196	-13.3%
September	153	201	+31.4%
October	180	201	+11.7%
12-Month Avg	158	173	+10.0%

Historical Closed Sales Activity

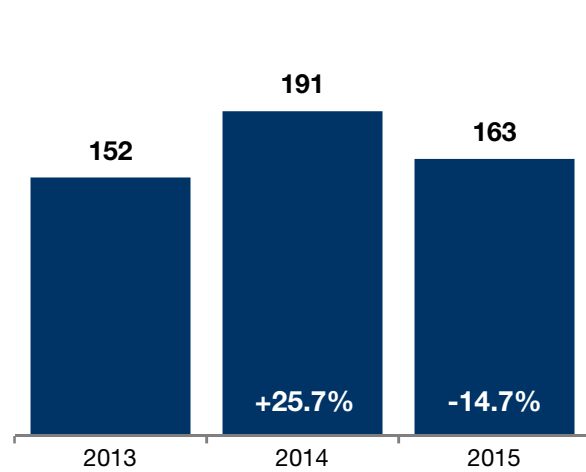


Under Contract

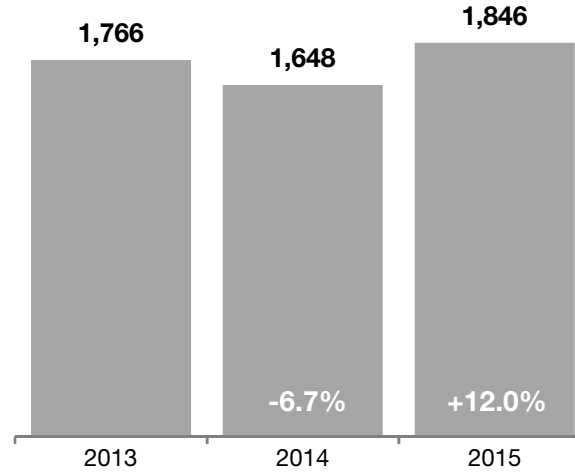
A count of the properties in either a contingent or pending status in a given month.



October

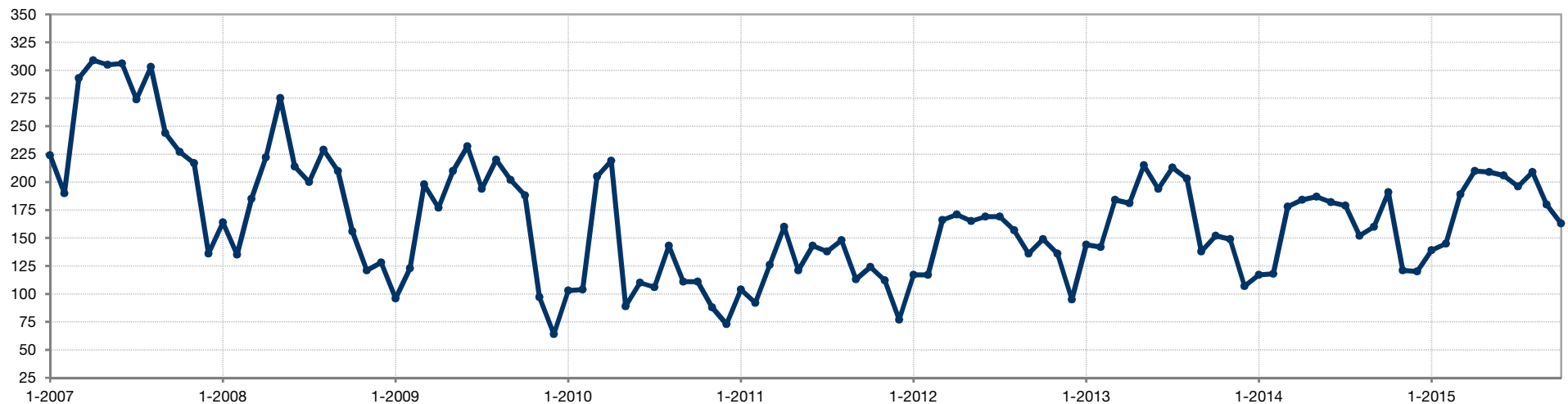


Year To Date



Month	Prior Year	Current Year	+ / -
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	210	+14.1%
May	187	209	+11.8%
June	182	206	+13.2%
July	179	196	+9.5%
August	152	209	+37.5%
September	160	180	+12.5%
October	191	163	-14.7%
12-Month Avg	159	174	+9.6%

Historical Under Contract Activity

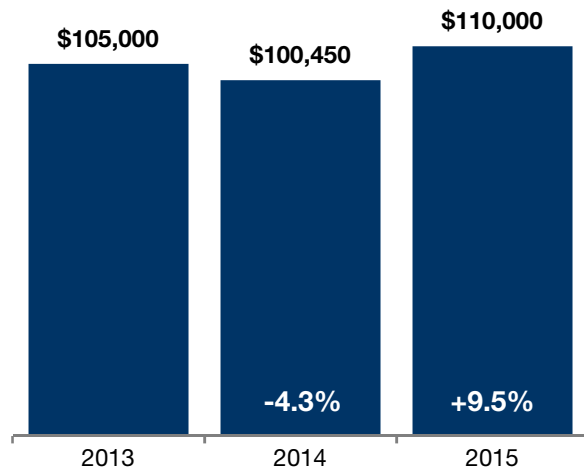


Median Sales Price

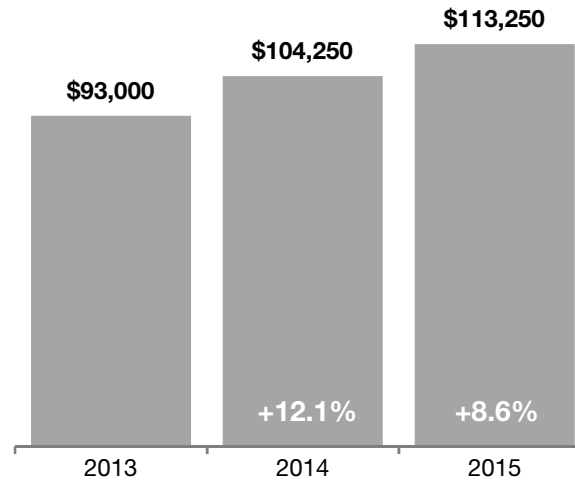
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	\$100,450	\$110,000	+9.5%
12-Month Med	\$101,000	\$110,500	+9.4%

Historical Median Sales Price

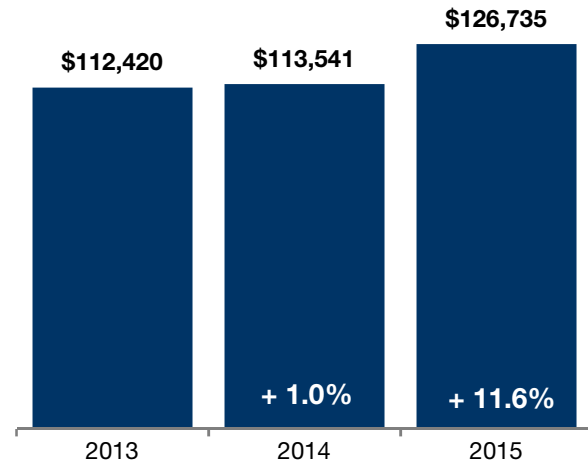


Average Sales Price

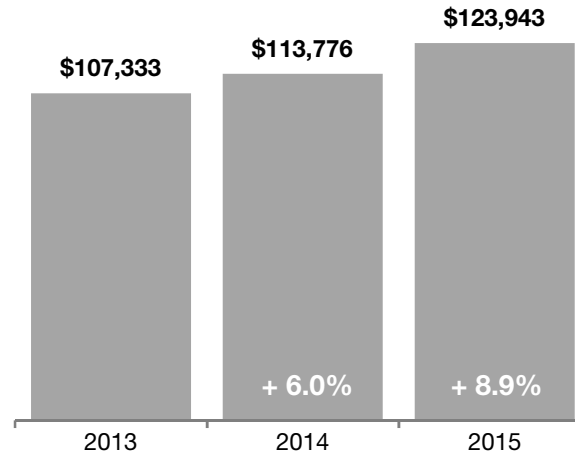
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$136,333	+11.7%
September	\$117,986	\$130,911	+11.0%
October	\$113,541	\$126,735	+11.6%
12-Month Avg	\$112,872	\$122,325	+8.4%

Historical Average Sales Price

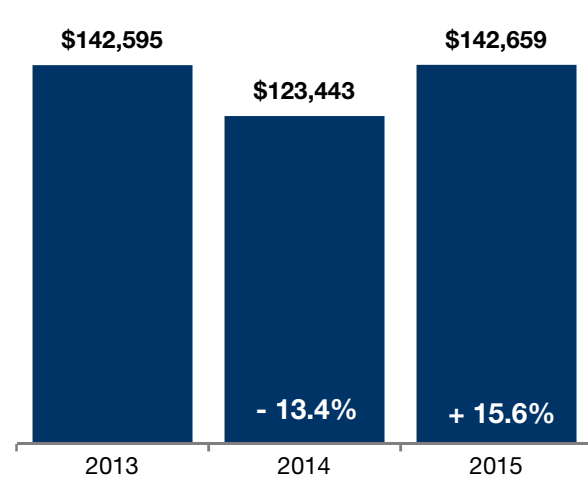


Average List Price

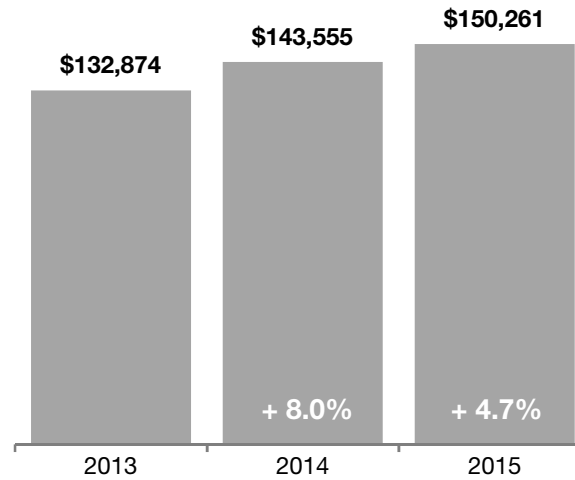
Average list price for all new listings in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November	\$127,387	\$114,539	-10.1%
December	\$121,052	\$117,798	-2.7%
January	\$142,998	\$151,378	+5.9%
February	\$135,816	\$140,166	+3.2%
March	\$147,434	\$141,553	-4.0%
April	\$141,771	\$154,930	+9.3%
May	\$150,797	\$162,285	+7.6%
June	\$135,107	\$150,593	+11.5%
July	\$187,216	\$167,764	-10.4%
August	\$140,197	\$147,704	+5.4%
September	\$141,238	\$133,982	-5.1%
October	\$123,443	\$142,659	+15.6%
12-Month Avg	\$141,593	\$146,309	+3.3%

Historical Average List Price



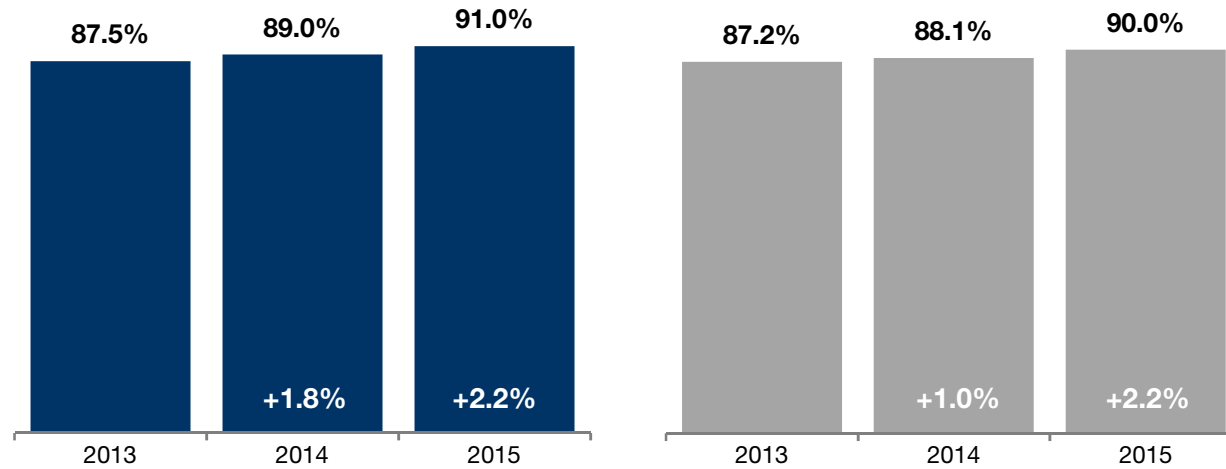
Percent of Original List Price Received

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.



October

Year To Date



Month	Prior Year	Current Year	+ / -
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%	90.9%	+1.7%
September	86.7%	90.5%	+4.4%
October	89.0%	91.0%	+2.2%
12-Month Avg	88.0%	89.6%	+1.7%

Historical Percent of Original List Price Received

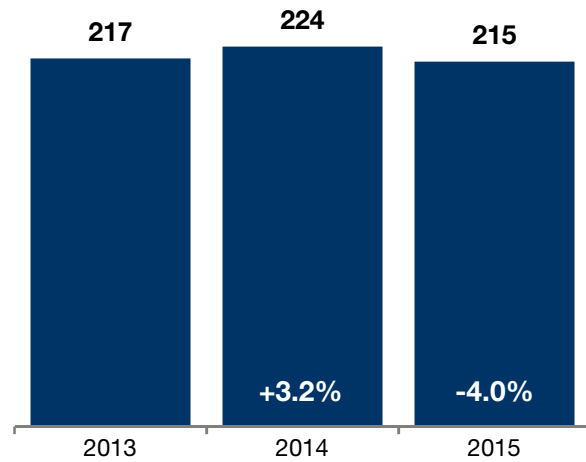


Housing Affordability Index

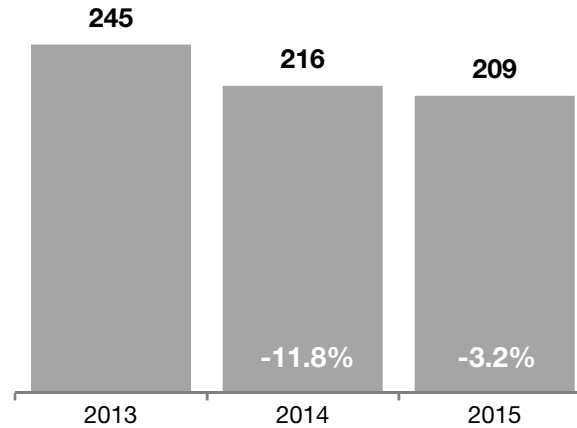
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October



Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	224	215	-4.0%
12-Month Avg	230	218	-4.5%

Historical Housing Affordability Index

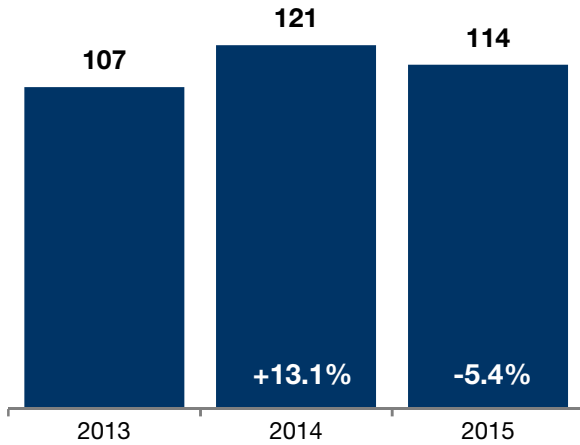


Market Time

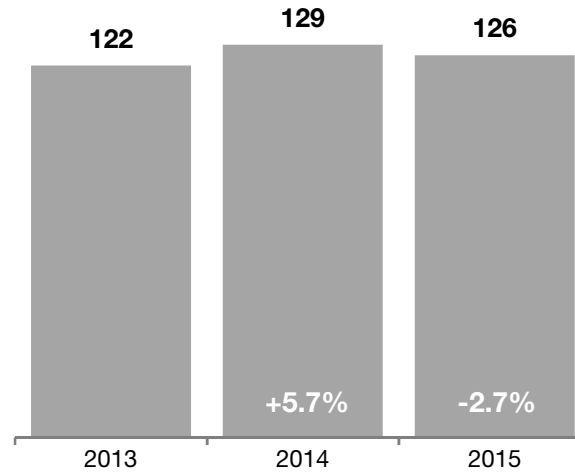
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
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	+0.5%
September	166	118	-29.2%
October	121	114	-5.4%
12-Month Avg	130	129	-0.5%

Historical Market Times

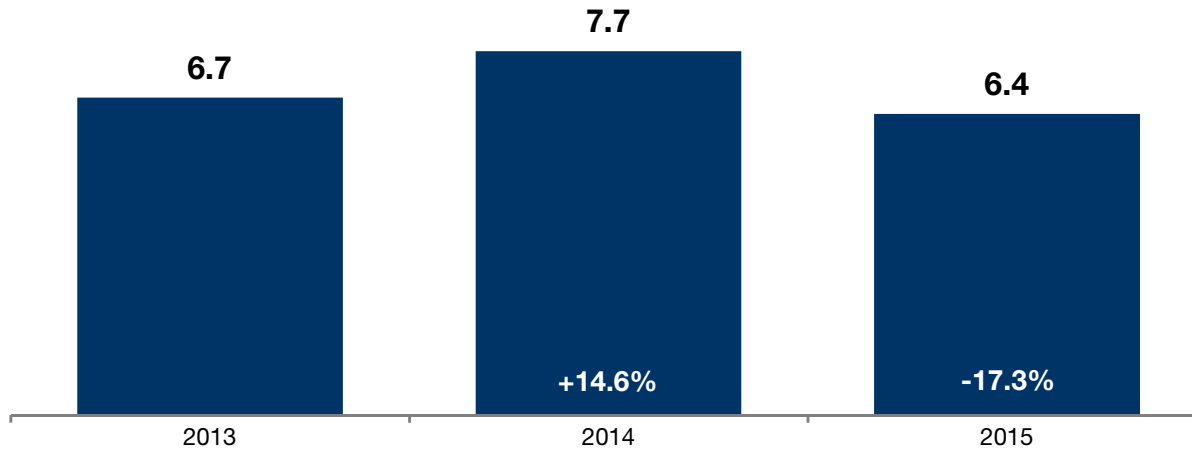


Months Supply of Inventory

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.



October



Month	Prior Year	Current Year	+ / -
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	+15.6%
April	6.3	7.3	+16.3%
May	6.9	7.4	+6.3%
June	7.1	7.5	+5.5%
July	7.3	7.5	+2.7%
August	7.1	7.0	-1.8%
September	6.7	6.6	-1.2%
October	7.7	6.4	-17.3%
12-Month Avg	6.5	7.0	+7.0%

Historical Months Supply of Inventory

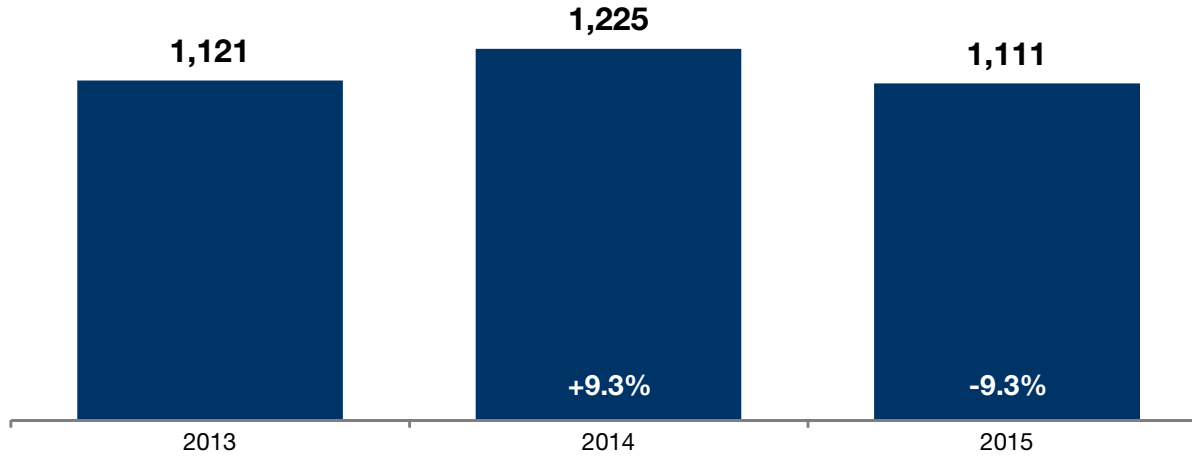


Inventory of Homes for Sale

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



October



Month	Prior Year	Current Year	+ / -
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	1,110	+14.7%
April	1,030	1,202	+16.7%
May	1,120	1,225	+9.4%
June	1,148	1,269	+10.5%
July	1,153	1,274	+10.5%
August	1,090	1,217	+11.7%
September	1,037	1,162	+12.1%
October	1,225	1,111	-9.3%
12-Month Avg	1,057	1,161	+10.2%

Historical Inventory of Homes for Sale

