

# 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



## November 2015

Residential real estate is experiencing its best year since the recession. Housing demand is healthy, and that is expected to continue until the end of the year. Home sales are actually set to have their best national showing since 2006. More of the same is anticipated in 2016, but inventory and affordability challenges coupled with mortgage rate increases will likely keep any sort of monster growth in check. This should be a good thing for keeping home prices from increasing too rapidly to maintain economic stability.

New Listings in the DeKalb region decreased 15.6 percent to 184. Listings Under Contract were up 14.9 percent to 139. Inventory levels fell 12.9 percent to 1,017 units.

Prices were a tad soft. The Median Sales Price decreased 2.7 percent to \$107,000. Market Times were up 0.6 percent to 125 days. Sellers were encouraged as Months Supply of Inventory was down 22.0 percent to 5.8 months.

Unemployment rates across the nation changed little last month, which bodes well for an increase in buying activity. The national jobless rate was 5.0 percent in October, which was 0.7 percent lower than the year prior. Although housing and employment data are quite positive at this juncture, it is still certainly possible for listings and sales to be down in year-over-year comparisons. Bad weather and the mix of housing available to buyers tend to have a greater effect on trends at the end of the year than during the midsummer months.

## Quick Facts

- 1.4%

- 2.7%

- 12.9%

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.



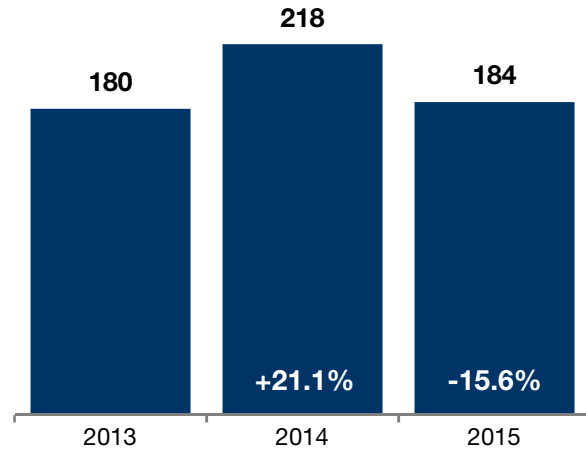
Key Metrics	Historical Sparklines	11-2014	11-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		218	<b>184</b>	- 15.6%	3,071	<b>3,176</b>	+ 3.4%
<b>Closed Sales</b>		145	<b>143</b>	- 1.4%	1,717	<b>1,905</b>	+ 10.9%
<b>Under Contract</b> (Contingent and Pending)		121	<b>139</b>	+ 14.9%	1,769	<b>1,977</b>	+ 11.8%
<b>Median Sales Price</b>		\$110,000	<b>\$107,000</b>	- 2.7%	\$105,000	<b>\$113,000</b>	+ 7.6%
<b>Average Sales Price</b>		\$119,700	<b>\$118,969</b>	- 0.6%	\$114,276	<b>\$123,593</b>	+ 8.2%
<b>Average List Price</b>		\$114,539	<b>\$139,256</b>	+ 21.6%	\$141,495	<b>\$149,374</b>	+ 5.6%
<b>Percent of Original List Price Received</b>		86.7%	<b>87.2%</b>	+ 0.5%	88.0%	<b>89.8%</b>	+ 2.1%
<b>Housing Affordability Index</b>		210	<b>222</b>	+ 5.7%	220	<b>210</b>	- 4.5%
<b>Market Time</b>		124	<b>125</b>	+ 0.6%	129	<b>125</b>	- 2.4%
<b>Months Supply of Homes for Sale</b>		7.5	<b>5.8</b>	- 22.0%	--	--	--
<b>Inventory of Homes for Sale</b>		1,167	<b>1,017</b>	- 12.9%	--	--	--

# New Listings

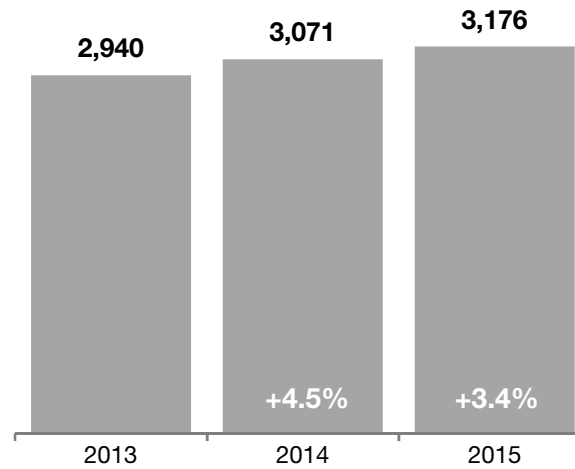
A count of the properties that have been newly listed on the market in a given month.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
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	285	+47.7%
September	224	253	+12.9%
October	522	261	-50.0%
November	218	184	-15.6%
12-Month Avg	268	279	+4.0%

## Historical New Listing Activity

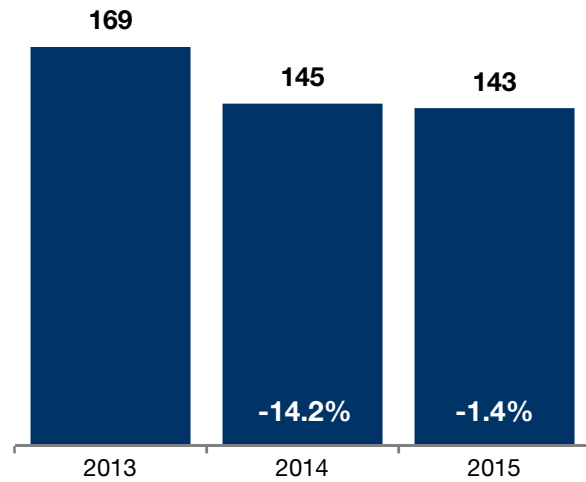


# Closed Sales

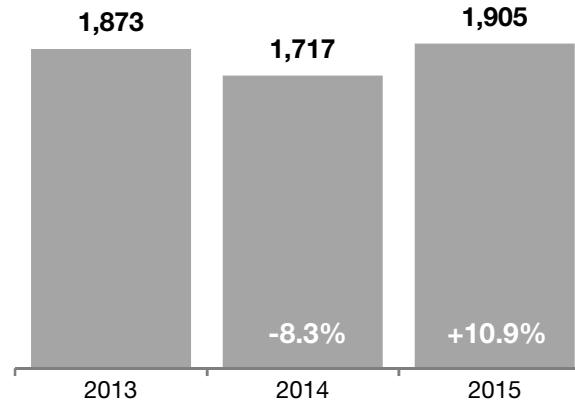
A count of the actual sales that have closed in a given month.



## November

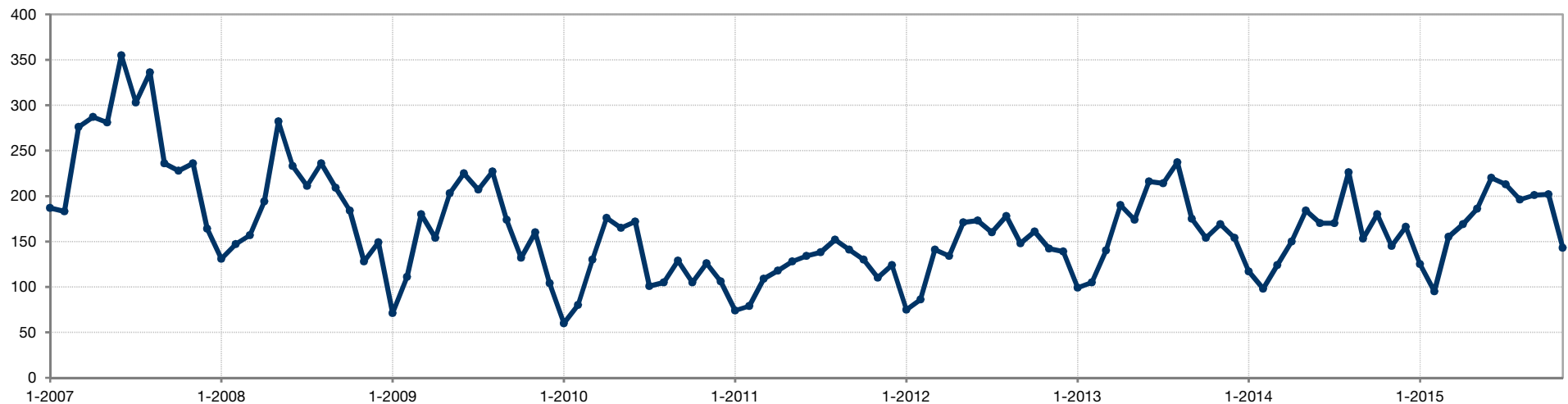


## Year To Date



Month	Prior Year	Current Year	+ / -
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	202	+12.2%
November	145	143	-1.4%
<b>12-Month Avg</b>	<b>156</b>	<b>173</b>	<b>+11.2%</b>

## Historical Closed Sales Activity

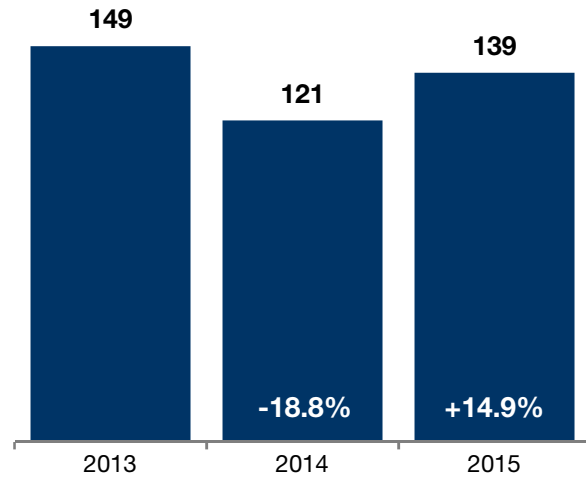


# Under Contract

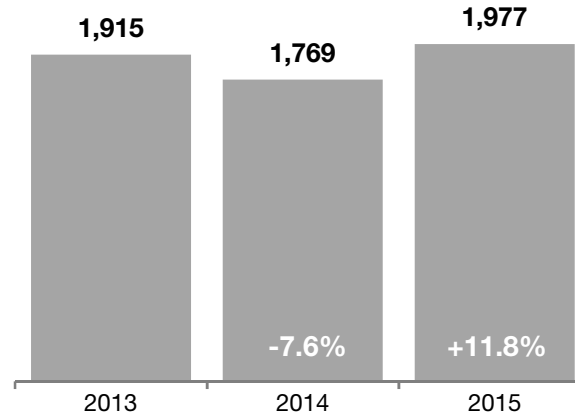
A count of the properties in either a contingent or pending status in a given month.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
December	107	119	+11.2%
January	117	139	+18.8%
February	118	146	+23.7%
March	178	189	+6.2%
April	184	210	+14.1%
May	187	209	+11.8%
June	182	205	+12.6%
July	179	194	+8.4%
August	152	209	+37.5%
September	160	178	+11.3%
October	191	159	-16.8%
November	121	139	+14.9%
<b>12-Month Avg</b>	<b>156</b>	<b>175</b>	<b>+11.7%</b>

## Historical Under Contract Activity

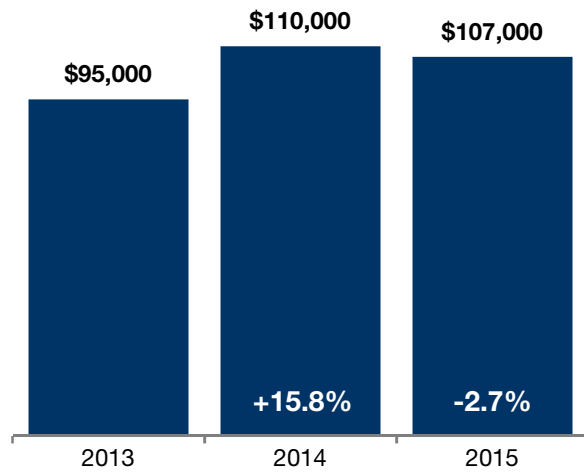


# Median Sales Price

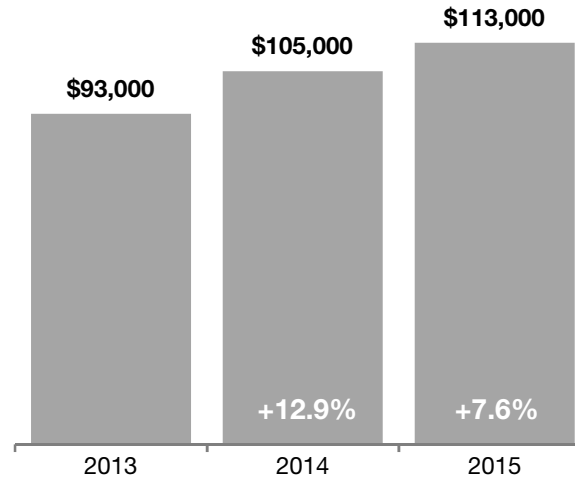
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$112,000	+11.5%
November	\$110,000	\$107,000	-2.7%
<b>12-Month Med</b>	<b>\$103,000</b>	<b>\$110,000</b>	<b>+6.8%</b>

## Historical Median Sales Price

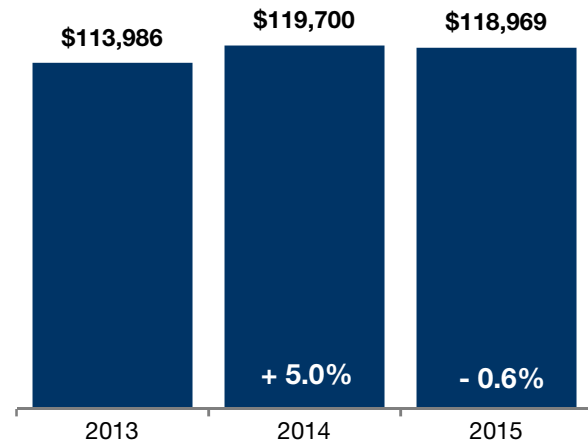


# Average Sales Price

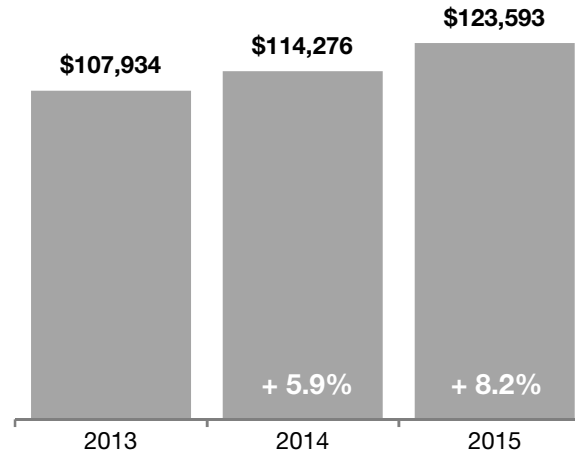
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
December	\$102,420	<b>\$107,463</b>	+4.9%
January	\$103,389	<b>\$112,611</b>	+8.9%
February	\$95,568	<b>\$112,782</b>	+18.0%
March	\$112,770	<b>\$107,853</b>	-4.4%
April	\$102,602	<b>\$117,423</b>	+14.4%
May	\$108,647	<b>\$121,091</b>	+11.5%
June	\$127,207	<b>\$123,989</b>	-2.5%
July	\$119,618	<b>\$134,319</b>	+12.3%
August	\$122,029	<b>\$136,333</b>	+11.7%
September	\$117,986	<b>\$130,911</b>	+11.0%
October	\$113,541	<b>\$126,944</b>	+11.8%
November	\$119,700	<b>\$118,969</b>	-0.6%
<b>12-Month Avg</b>	<b>\$113,300</b>	<b>\$122,300</b>	<b>+7.9%</b>

## Historical Average Sales Price

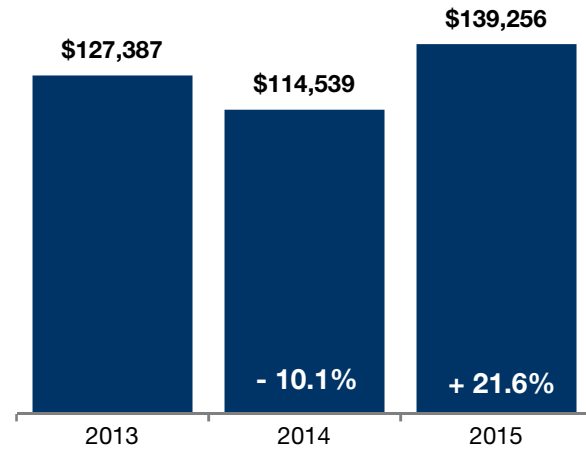


# Average List Price

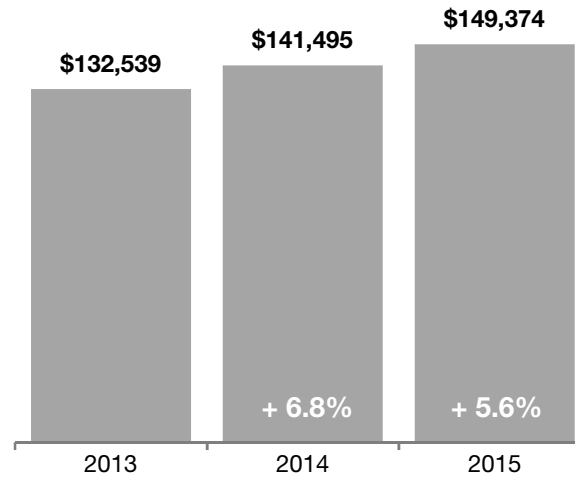
Average list price for all new listings in a given month.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
December	\$121,052	\$117,641	-2.8%
January	\$142,998	\$151,378	+5.9%
February	\$135,816	\$140,058	+3.1%
March	\$147,434	\$141,495	-4.0%
April	\$141,771	\$154,881	+9.2%
May	\$150,797	\$162,279	+7.6%
June	\$135,107	\$150,449	+11.4%
July	\$187,189	\$167,732	-10.4%
August	\$140,272	\$147,363	+5.1%
September	\$141,238	\$133,208	-5.7%
October	\$123,405	\$141,261	+14.5%
November	\$114,539	\$139,256	+21.6%
<b>12-Month Avg</b>	<b>\$140,553</b>	<b>\$147,740</b>	<b>+5.1%</b>

## Historical Average List Price



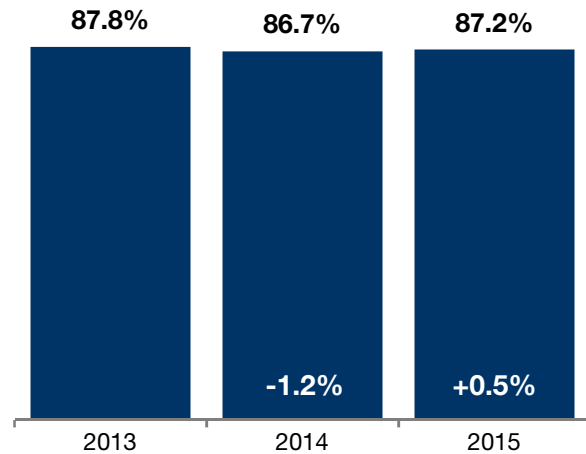


# Percent of Original List Price Received

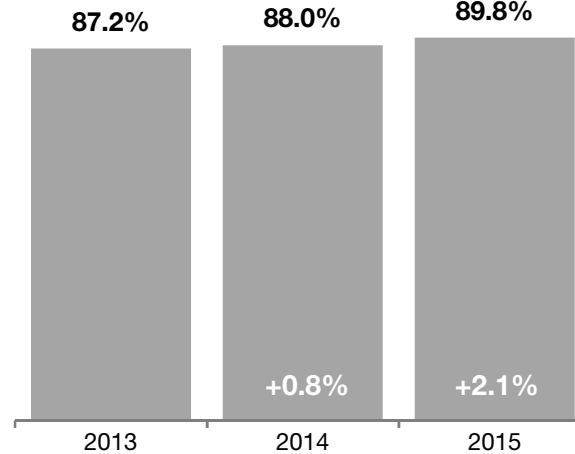
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	86.7%	87.2%	+0.5%
<b>12-Month Avg</b>	<b>88.0%</b>	<b>89.6%</b>	<b>+1.9%</b>

## Historical Percent of Original List Price Received

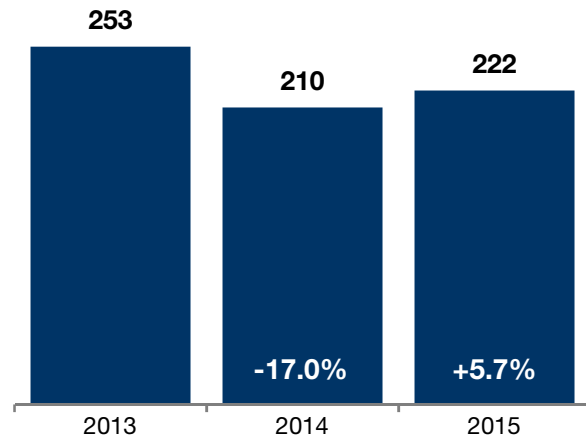


# Housing Affordability Index

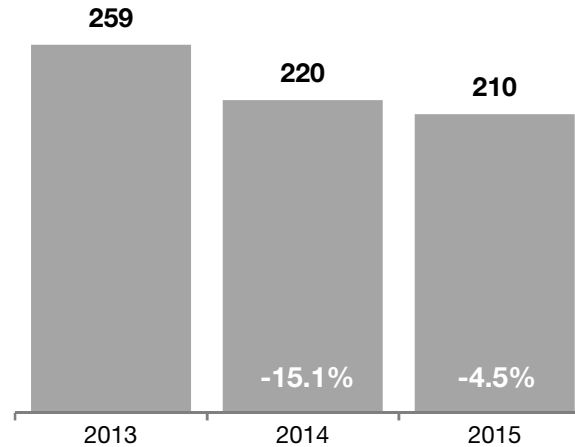
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
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	211	-5.8%
November	210	222	+5.7%
12-Month Avg	227	219	-2.7%

## Historical Housing Affordability Index

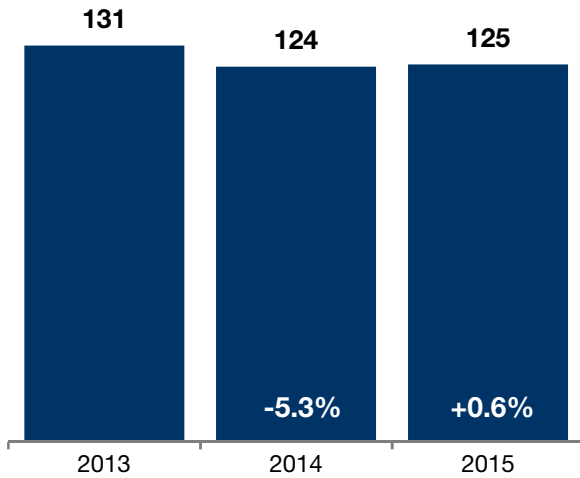


# Market Time

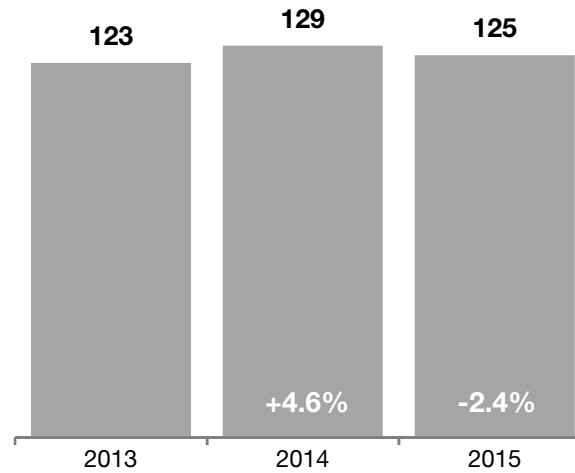
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	124	125	+0.6%
<b>12-Month Avg</b>	<b>129</b>	<b>129</b>	<b>-0.0%</b>

## Historical Market Times

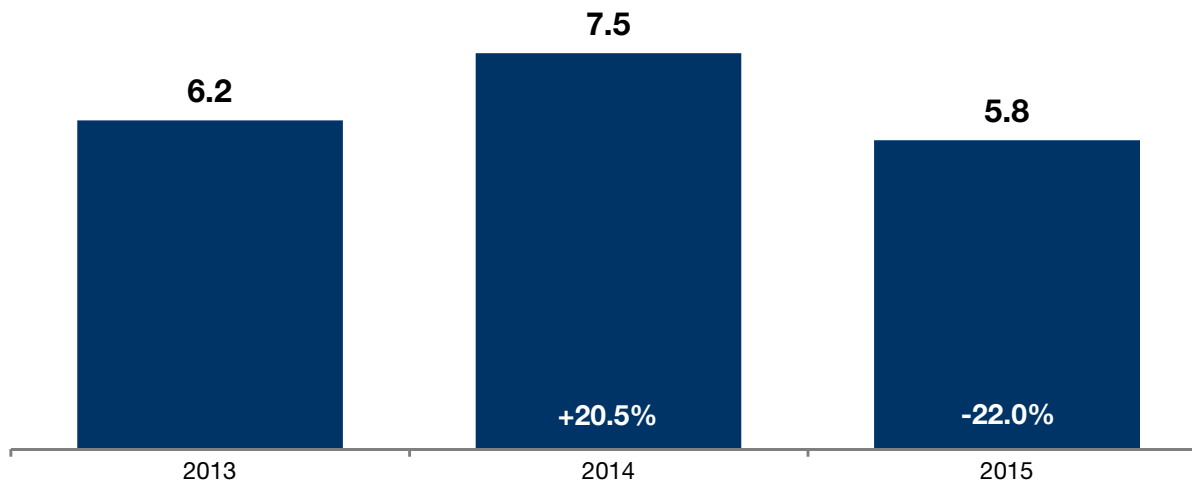


# Months Supply of Inventory

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.

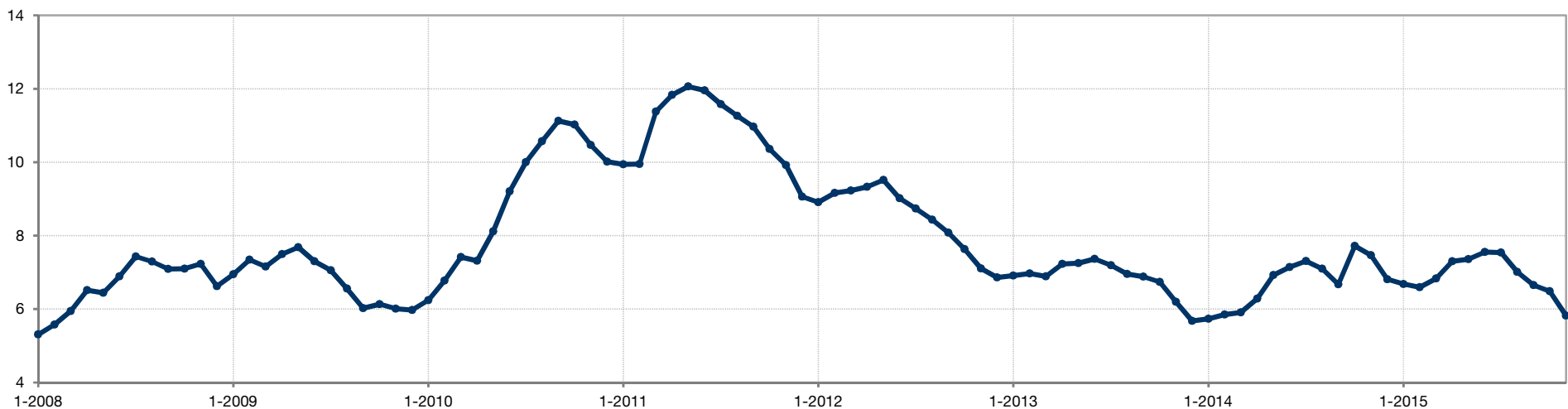


## November



Month	Prior Year	Current Year	+ / -
December	5.7	6.8	+19.9%
January	5.7	6.7	+16.5%
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	7.6	+5.7%
July	7.3	7.5	+3.2%
August	7.1	7.0	-1.2%
September	6.7	6.7	-0.3%
October	7.7	6.5	-16.0%
November	7.5	5.8	-22.0%
12-Month Avg	6.6	6.9	+3.6%

## Historical Months Supply of Inventory

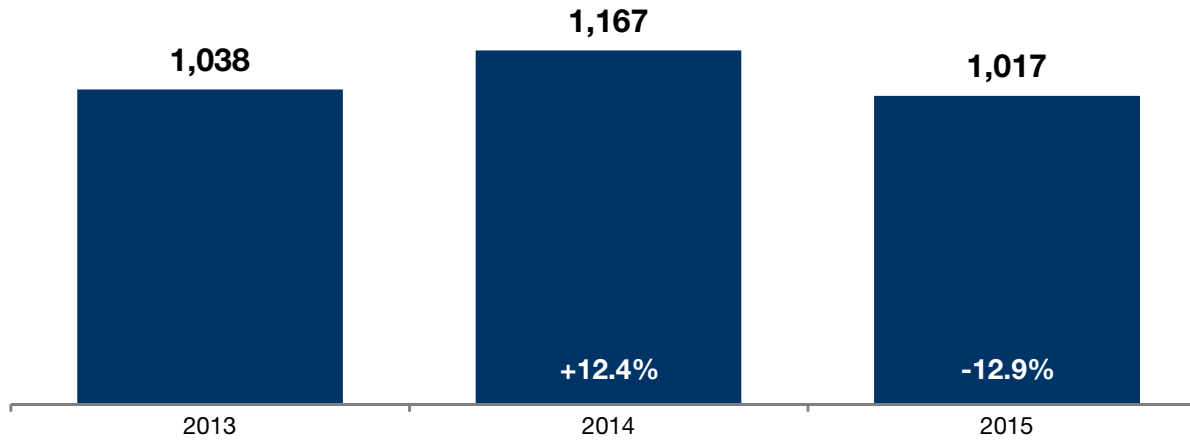


# Inventory of Homes for Sale

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



## November



Month	Prior Year	Current Year	+ / -
December	957	1,071	+11.9%
January	953	1,063	+11.5%
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	1,271	+10.7%
July	1,153	1,278	+10.8%
August	1,090	1,222	+12.1%
September	1,037	1,170	+12.8%
October	1,225	1,123	-8.3%
November	1,167	1,017	-12.9%
12-Month Avg	1,067	1,151	+8.4%

## Historical Inventory of Homes for Sale

