

# 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



## February 2015

There has been talk of abundant cold and snow this winter (unless you happen to live in California!). When weather patterns turn bad, like wicked bad, real estate industry pundits tend to go gloom, assuming that Americans hungry for homeownership are bothered by a little frozen precipitation. The nation will unfreeze, inventory is expected to rise and home sales are widely expected to increase. These are good times, indeed, and many of us now have an enchanting shared experience that we can walk uphill to school both ways.

New Listings in the DeKalb region increased 28.2 percent to 232. Listings Under Contract were up 34.7 percent to 159. Inventory levels rose 7.2 percent to 1,030 units.

Prices continued to gain traction. The Median Sales Price increased 7.1 percent to \$90,000. Market Times were down 0.4 percent to 141 days. Buyers felt empowered as Months Supply of Inventory was up 7.5 percent to 6.3 months.

In national financial news, rumors that Fannie Mae and Freddie Mac could one day be a thing of the past have people wondering about the future of the 30-year fixed-rate mortgage. But let's not sound the alarm just yet. A drastic change to lending's gold standard is certainly not on the immediate horizon. Meanwhile, Federal Reserve Chair Janet Yellen seems to have no immediate interest in raising interest rates for the first time since 2006. The economy remains stable, which should keep housing rolling through the short-named months.

## Quick Facts

**- 3.1%**

**+ 7.1%**

**+ 7.2%**

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.



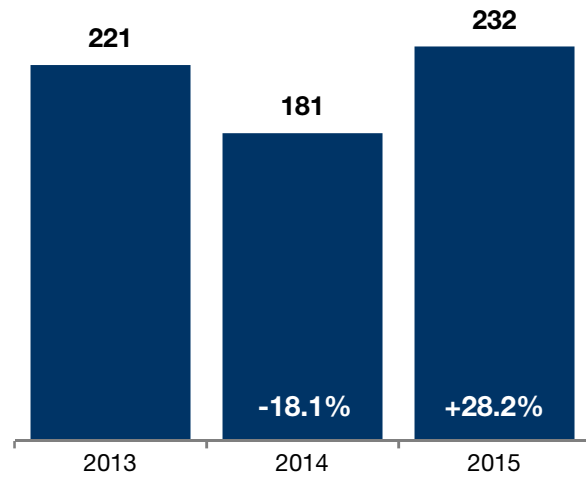
Key Metrics	Historical Sparklines	2-2014	2-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		181	<b>232</b>	+ 28.2%	379	<b>471</b>	+ 24.3%
<b>Closed Sales</b>		98	<b>95</b>	- 3.1%	215	<b>220</b>	+ 2.3%
<b>Under Contract</b> (Contingent and Pending)		118	<b>159</b>	+ 34.7%	235	<b>301</b>	+ 28.1%
<b>Median Sales Price</b>		\$84,000	<b>\$90,000</b>	+ 7.1%	\$87,000	<b>\$100,000</b>	+ 14.9%
<b>Average Sales Price</b>		\$95,568	<b>\$112,782</b>	+ 18.0%	\$99,824	<b>\$112,685</b>	+ 12.9%
<b>Average List Price</b>		\$136,244	<b>\$146,484</b>	+ 7.5%	\$139,772	<b>\$151,433</b>	+ 8.3%
<b>Percent of Original List Price Received</b>		83.7%	<b>86.7%</b>	+ 3.5%	84.7%	<b>87.8%</b>	+ 3.7%
<b>Housing Affordability Index</b>		261	<b>262</b>	+ 0.4%	252	<b>236</b>	- 6.3%
<b>Market Time</b>		142	<b>141</b>	- 0.4%	128	<b>133</b>	+ 3.6%
<b>Months Supply of Homes for Sale</b>		5.9	<b>6.3</b>	+ 7.5%	--	--	--
<b>Inventory of Homes for Sale</b>		961	<b>1,030</b>	+ 7.2%	--	--	--

# New Listings

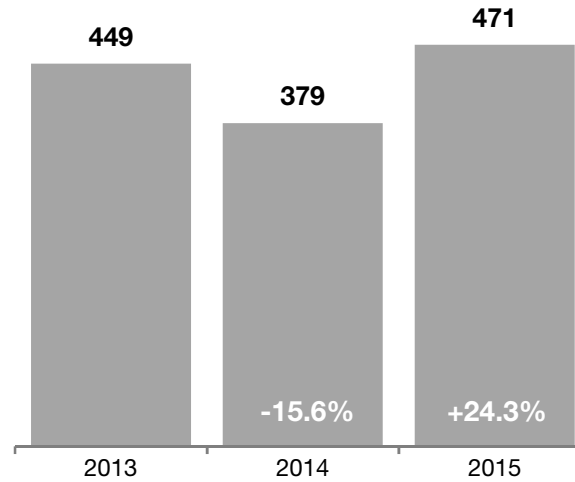
A count of the properties that have been newly listed on the market in a given month.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	272	252	-7.4%
April	315	344	+9.2%
May	336	352	+4.8%
June	318	296	-6.9%
July	311	291	-6.4%
August	279	193	-30.8%
September	225	224	-0.4%
October	255	521	+104.3%
November	180	217	+20.6%
December	148	172	+16.2%
January	198	239	+20.7%
February	181	232	+28.2%
<b>12-Month Avg</b>	<b>252</b>	<b>278</b>	<b>+10.4%</b>

## Historical New Listing Activity

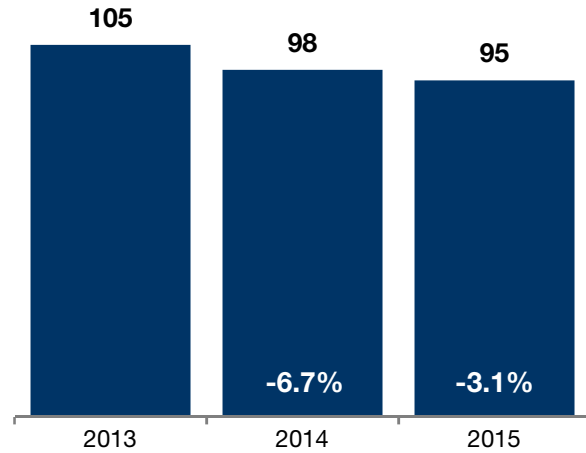


# Closed Sales

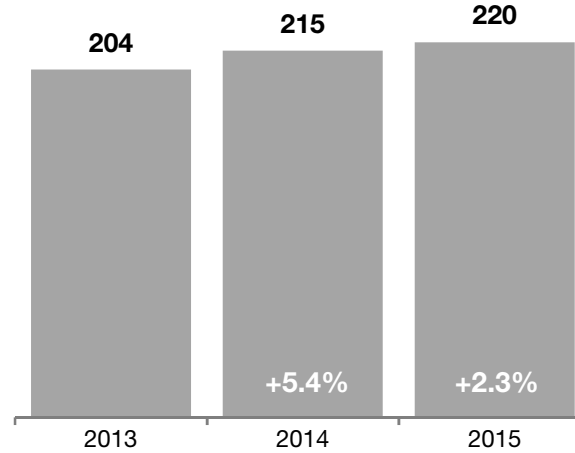
A count of the actual sales that have closed in a given month.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	140	124	-11.4%
April	190	150	-21.1%
May	174	184	+5.7%
June	216	170	-21.3%
July	214	170	-20.6%
August	237	226	-4.6%
September	175	153	-12.6%
October	154	180	+16.9%
November	169	145	-14.2%
December	154	165	+7.1%
January	117	125	+6.8%
February	98	95	-3.1%
<b>12-Month Avg</b>	<b>170</b>	<b>157</b>	<b>-6.0%</b>

## Historical Closed Sales Activity

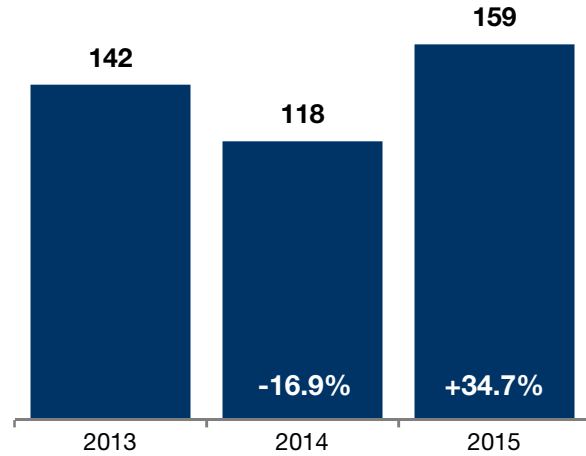


# Under Contract

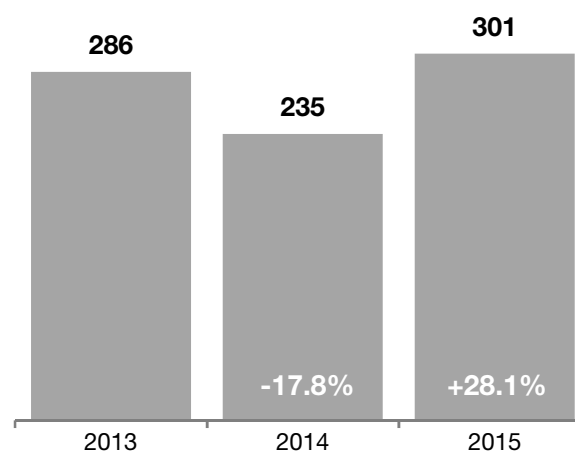
A count of the properties in either a contingent or pending status in a given month.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	184	178	-3.3%
April	181	184	+1.7%
May	215	187	-13.0%
June	194	182	-6.2%
July	213	179	-16.0%
August	203	153	-24.6%
September	138	160	+15.9%
October	152	192	+26.3%
November	149	124	-16.8%
December	107	125	+16.8%
January	117	142	+21.4%
February	118	159	+34.7%
<b>12-Month Avg</b>	<b>164</b>	<b>164</b>	<b>-0.3%</b>

## Historical Under Contract Activity

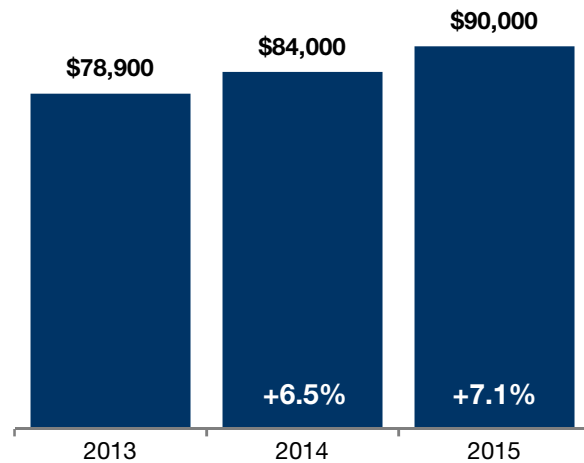


# Median Sales Price

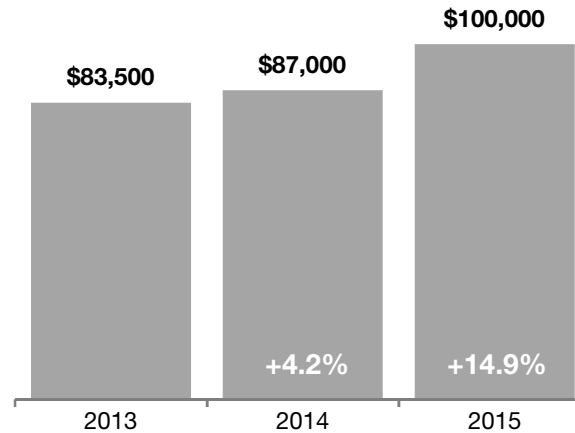
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	\$84,000	\$104,000	+23.8%
April	\$84,000	\$85,825	+2.2%
May	\$100,450	\$99,000	-1.4%
June	\$96,900	\$125,425	+29.4%
July	\$94,950	\$109,366	+15.2%
August	\$100,000	\$111,500	+11.5%
September	\$94,000	\$108,000	+14.9%
October	\$105,000	\$100,450	-4.3%
November	\$95,000	\$110,000	+15.8%
December	\$85,000	\$90,000	+5.9%
January	\$90,000	\$105,500	+17.2%
February	\$84,000	\$90,000	+7.1%
<b>12-Month Med</b>	<b>\$92,025</b>	<b>\$105,000</b>	<b>+14.1%</b>

## Historical Median Sales Price

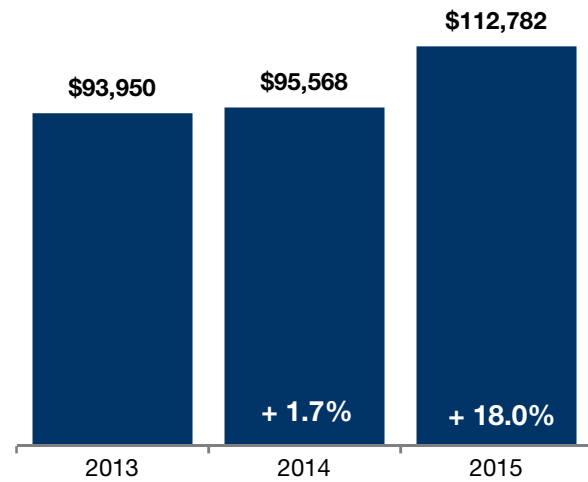


# Average Sales Price

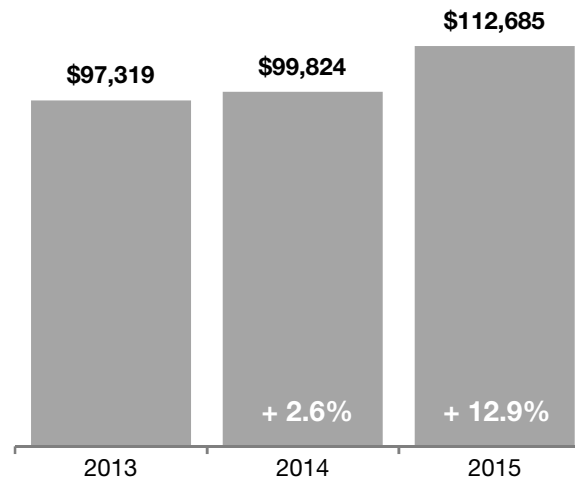
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	\$98,096	<b>\$112,770</b>	+15.0%
April	\$94,160	<b>\$102,602</b>	+9.0%
May	\$112,533	<b>\$108,647</b>	-3.5%
June	\$111,745	<b>\$127,207</b>	+13.8%
July	\$115,563	<b>\$119,618</b>	+3.5%
August	\$108,139	<b>\$122,029</b>	+12.8%
September	\$114,503	<b>\$117,986</b>	+3.0%
October	\$112,420	<b>\$113,541</b>	+1.0%
November	\$113,986	<b>\$119,700</b>	+5.0%
December	\$102,420	<b>\$107,277</b>	+4.7%
January	\$103,389	<b>\$112,611</b>	+8.9%
February	\$95,568	<b>\$112,782</b>	+18.0%
<b>12-Month Avg</b>	<b>\$107,724</b>	<b>\$115,125</b>	<b>+6.9%</b>

## Historical Average Sales Price

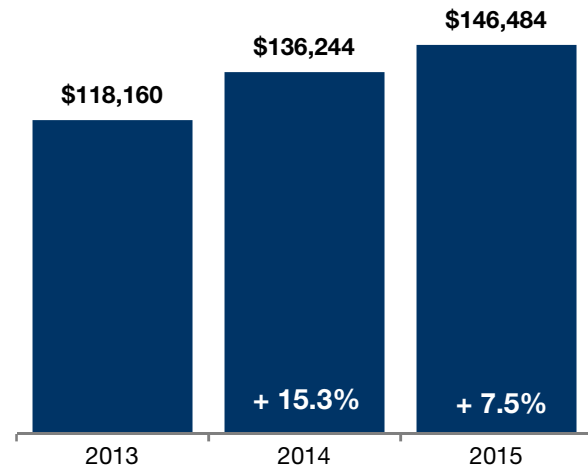


# Average List Price

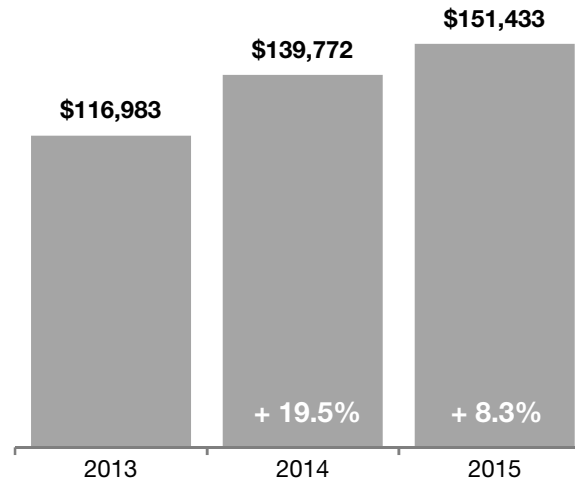
Average list price for all new listings in a given month.



## February

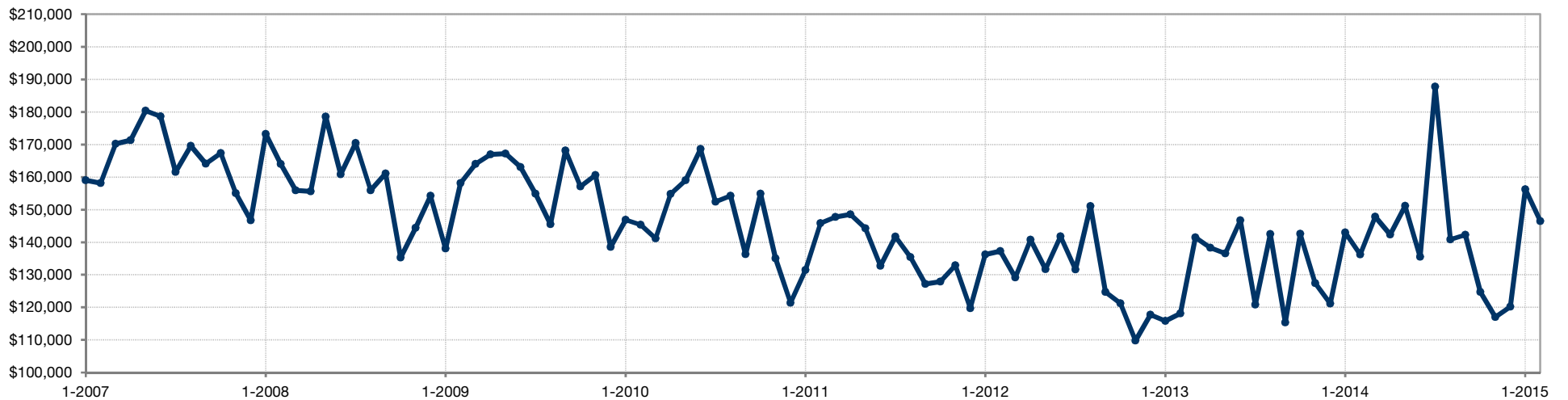


## Year To Date



Month	Prior Year	Current Year	+ / -
March	\$141,460	\$147,831	+4.5%
April	\$138,307	\$142,330	+2.9%
May	\$136,524	\$151,143	+10.7%
June	\$146,724	\$135,484	-7.7%
July	\$120,839	\$187,736	+55.4%
August	\$142,498	\$140,822	-1.2%
September	\$115,369	\$142,273	+23.3%
October	\$142,618	\$124,698	-12.6%
November	\$127,434	\$117,014	-8.2%
December	\$121,187	\$120,159	-0.8%
January	\$142,998	\$156,237	+9.3%
February	\$136,244	\$146,484	+7.5%
<b>12-Month Avg</b>	<b>\$135,228</b>	<b>\$142,695</b>	<b>+5.5%</b>

## Historical Average List Price



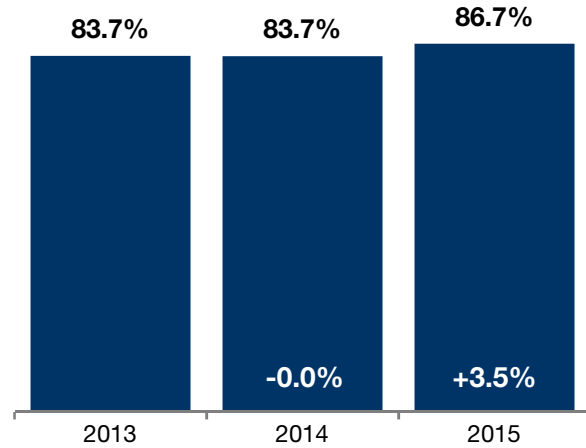


# Percent of Original List Price Received

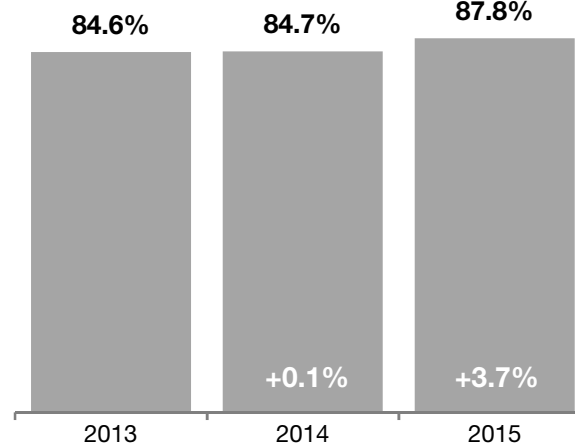
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	83.8%	87.5%	+4.4%
April	85.7%	86.1%	+0.5%
May	87.0%	88.7%	+1.9%
June	91.3%	90.1%	-1.3%
July	88.2%	90.3%	+2.4%
August	87.9%	89.3%	+1.6%
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%	-0.5%
January	85.5%	88.6%	+3.7%
February	83.7%	86.7%	+3.5%
<b>12-Month Avg</b>	<b>87.3%</b>	<b>88.3%</b>	<b>+1.1%</b>

## Historical Percent of Original List Price Received

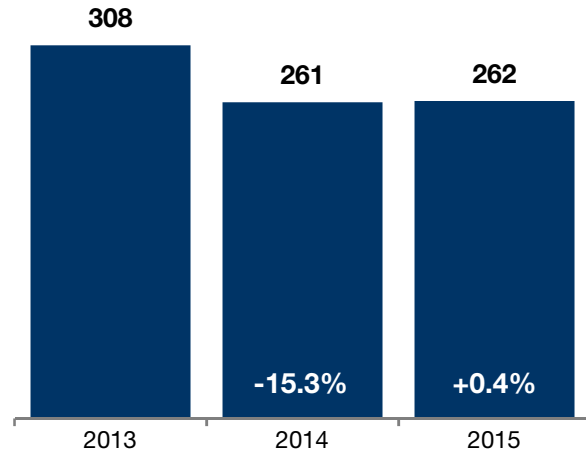


# Housing Affordability Index

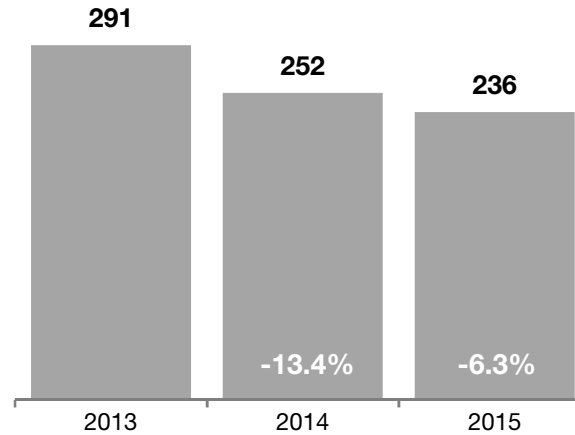
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March	289	217	-24.9%
April	289	261	-9.7%
May	238	231	-2.9%
June	236	178	-24.6%
July	240	209	-12.9%
August	228	199	-12.7%
September	245	210	-14.3%
October	217	224	+3.2%
November	253	210	-17.0%
December	273	258	-5.5%
January	247	223	-9.7%
February	261	262	+0.4%
<b>12-Month Avg</b>	<b>251</b>	<b>224</b>	<b>-10.9%</b>

## Historical Housing Affordability Index

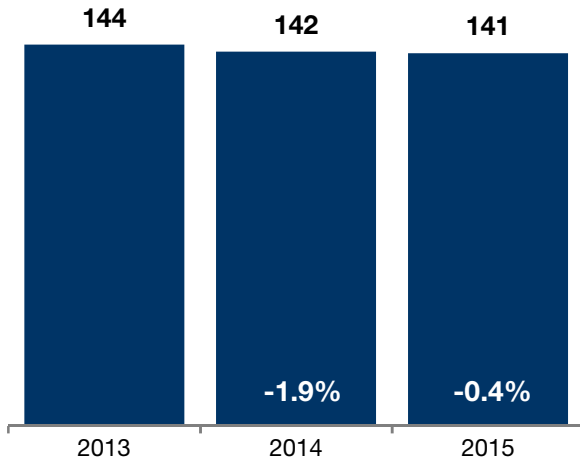


# Market Time

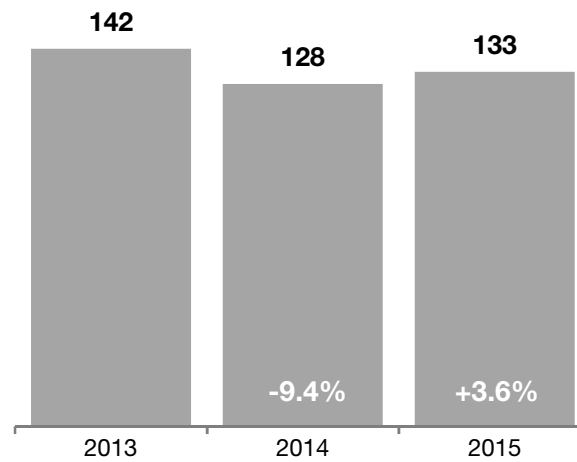
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February

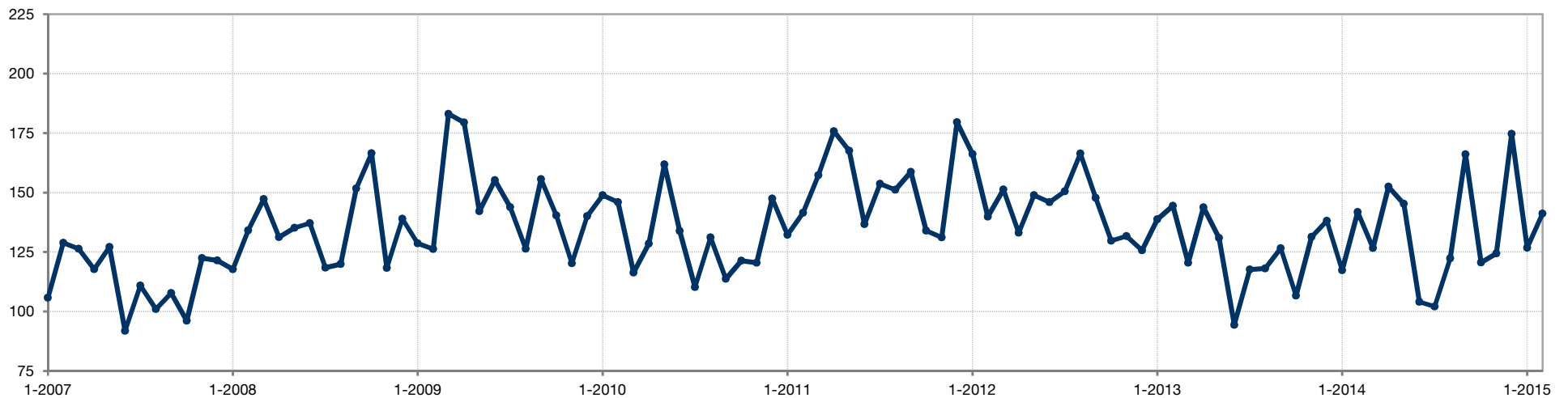


## Year To Date



Month	Prior Year	Current Year	+ / -
March	120	127	+5.2%
April	144	153	+6.1%
May	131	145	+11.0%
June	94	104	+10.3%
July	118	102	-13.3%
August	118	122	+3.6%
September	127	166	+31.3%
October	107	121	+13.1%
November	131	124	-5.3%
December	138	175	+26.5%
January	117	127	+8.2%
February	142	141	-0.4%
<b>12-Month Avg</b>	<b>123</b>	<b>133</b>	<b>+8.5%</b>

## Historical Market Times

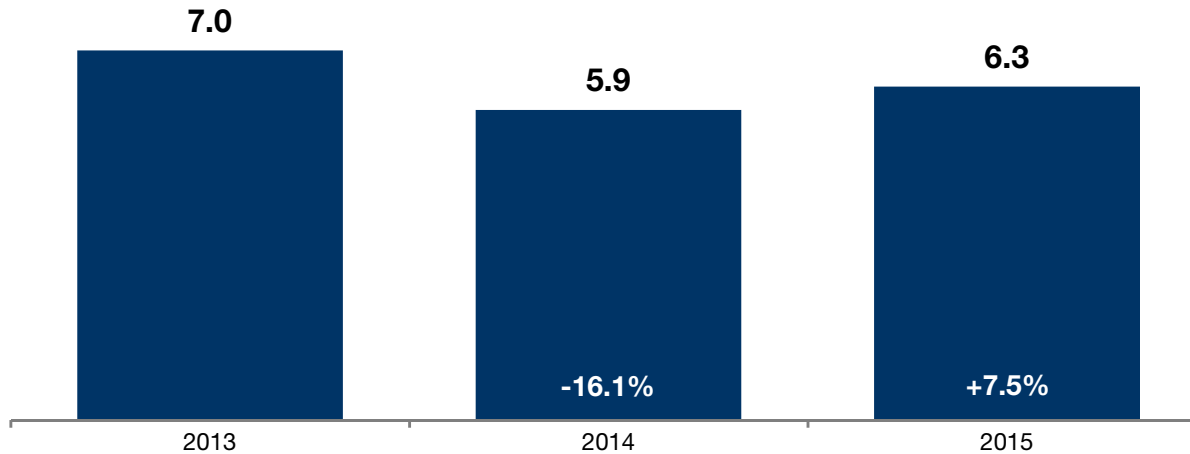


# Months Supply of Inventory

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.

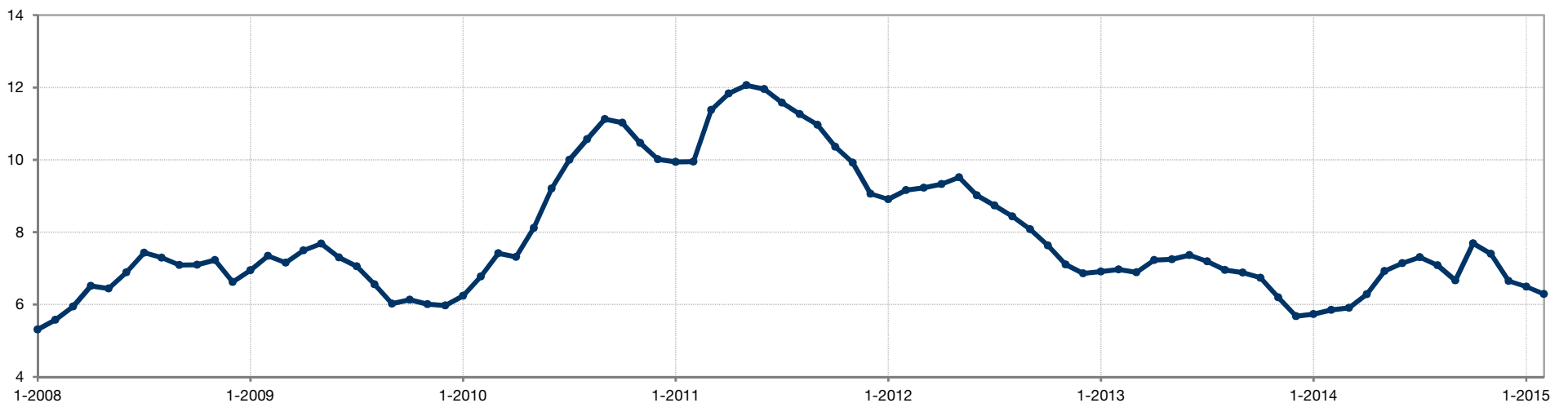


## February



Month	Prior Year	Current Year	+ / -
March	6.9	5.9	-14.2%
April	7.2	6.3	-13.2%
May	7.2	6.9	-4.4%
June	7.4	7.1	-3.0%
July	7.2	7.3	+1.5%
August	7.0	7.1	+1.9%
September	6.9	6.7	-3.2%
October	6.7	7.7	+14.2%
November	6.2	7.4	+19.4%
December	5.7	6.7	+17.2%
January	5.7	6.5	+13.3%
February	5.9	6.3	+7.5%
<b>12-Month Avg</b>	<b>6.7</b>	<b>6.8</b>	<b>+2.4%</b>

## Historical Months Supply of Inventory

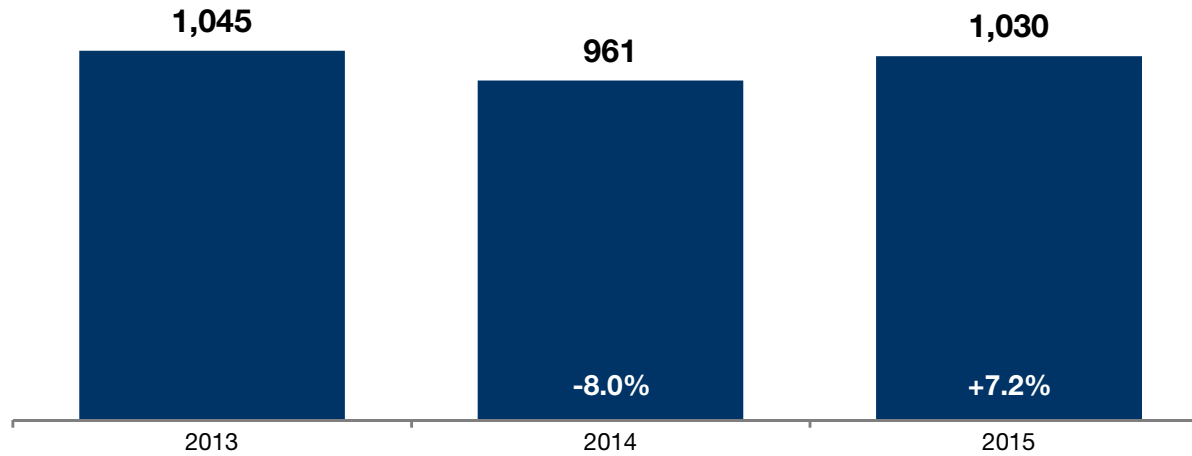


# Inventory of Homes for Sale

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



## February



Month	Prior Year	Current Year	+ / -
March	1,043	968	-7.2%
April	1,101	1,030	-6.4%
May	1,134	1,120	-1.2%
June	1,167	1,148	-1.6%
July	1,167	1,153	-1.2%
August	1,155	1,089	-5.7%
September	1,144	1,036	-9.4%
October	1,121	1,222	+9.0%
November	1,038	1,160	+11.8%
December	957	1,053	+10.0%
January	953	1,041	+9.2%
February	961	1,030	+7.2%
<b>12-Month Avg</b>	<b>1,078</b>	<b>1,088</b>	<b>+1.2%</b>

## Historical Inventory of Homes for Sale

