

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



March 2015

All expectations in 2015 are for a healthy and energetic selling season. National stories have been highlighting an increase in new construction sales and pending sales, but national stories are not always readily applied to the local scene. All the same, if ever there was a year to list or purchase a home, wider economic factors seem to indicate that this is the one.

New Listings in the DeKalb region increased 19.4 percent to 301. Listings Under Contract were up 16.3 percent to 207. Inventory levels rose 11.0 percent to 1,074 units.

Prices were a tad soft. The Median Sales Price decreased 8.7 percent to \$95,000. Market Times were up 13.9 percent to 144 days. Buyers felt empowered as Months Supply of Inventory was up 10.1 percent to 6.5 months.

On average, more people are employed and making more money than they were at this time last year. The jobs picture, as a whole, looks promising. Employment drives home-buying activity, so it is ever critical to watch labor statistics as a key indicator for the residential real estate market. Coupled with the mostly positive jobs picture, it is widely expected that mortgage rates will remain as they are for at least the first two quarters of the year.

Quick Facts

+ 23.4% **- 8.7%** **+ 11.0%**

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.



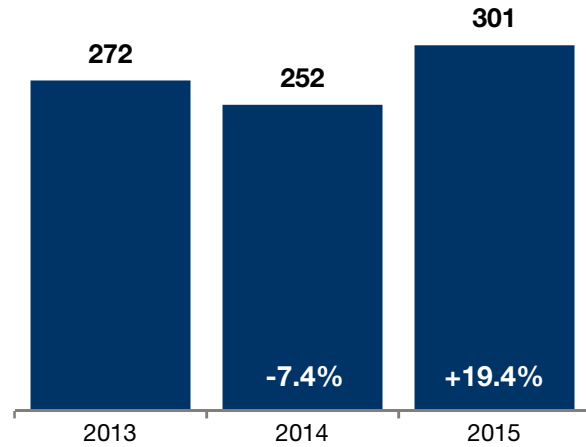
Key Metrics	Historical Sparklines	3-2014	3-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		252	301	+ 19.4%	631	774	+ 22.7%
Closed Sales		124	153	+ 23.4%	339	373	+ 10.0%
Under Contract (Contingent and Pending)		178	207	+ 16.3%	413	496	+ 20.1%
Median Sales Price		\$104,000	\$95,000	- 8.7%	\$89,900	\$99,500	+ 10.7%
Average Sales Price		\$112,770	\$107,769	- 4.4%	\$104,560	\$110,669	+ 5.8%
Average List Price		\$147,831	\$146,171	- 1.1%	\$142,943	\$148,244	+ 3.7%
Percent of Original List Price Received		87.5%	88.1%	+ 0.7%	85.7%	87.9%	+ 2.6%
Housing Affordability Index		217	250	+ 15.2%	251	239	- 4.8%
Market Time		127	144	+ 13.9%	128	138	+ 7.7%
Months Supply of Homes for Sale		5.9	6.5	+ 10.1%	--	--	--
Inventory of Homes for Sale		968	1,074	+ 11.0%	--	--	--

New Listings

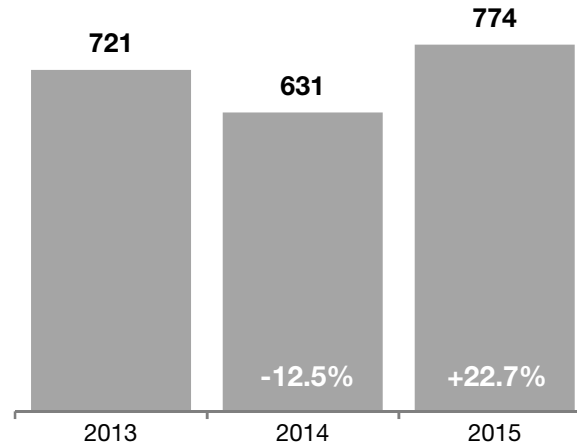
A count of the properties that have been newly listed on the market in a given month.



March



Year To Date



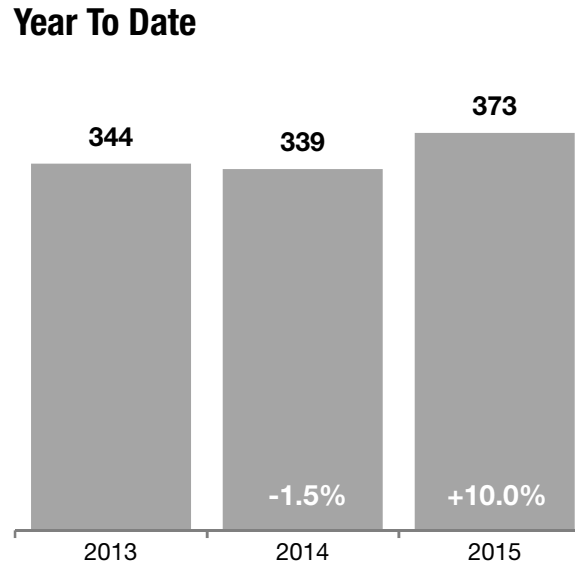
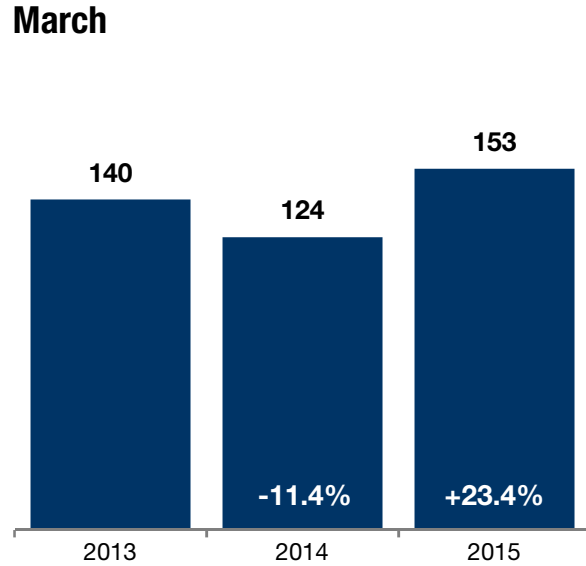
Month	Prior Year	Current Year	+ / -
April	315	344	+9.2%
May	336	352	+4.8%
June	318	296	-6.9%
July	311	291	-6.4%
August	279	193	-30.8%
September	225	224	-0.4%
October	255	521	+104.3%
November	180	217	+20.6%
December	148	173	+16.9%
January	198	240	+21.2%
February	181	233	+28.7%
March	252	301	+19.4%
12-Month Avg	250	282	+12.9%

Historical New Listing Activity



Closed Sales

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



Month	Prior Year	Current Year	+ / -
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	166	+7.8%
January	117	125	+6.8%
February	98	95	-3.1%
March	124	153	+23.4%
12-Month Avg	169	160	-3.1%

Historical Closed Sales Activity

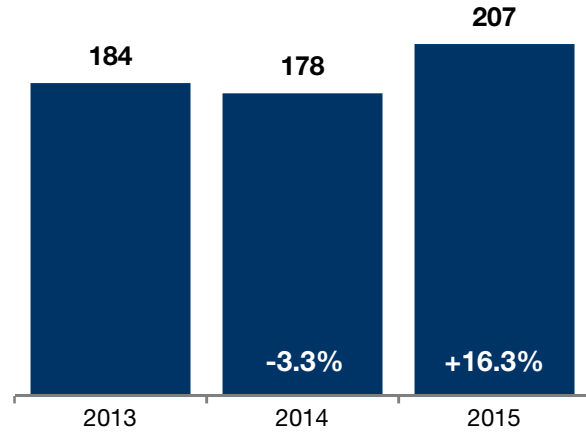


Under Contract

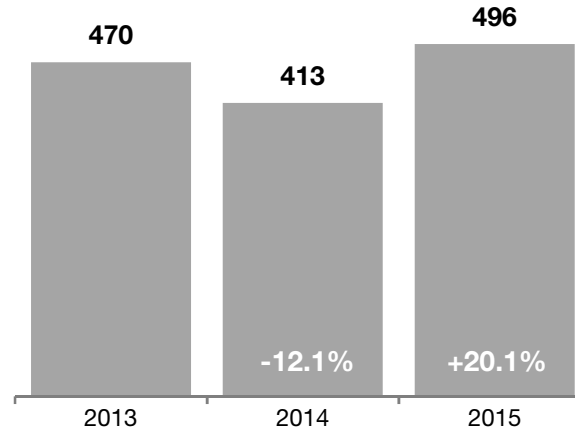
A count of the properties in either a contingent or pending status in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	124	+15.9%
January	117	142	+21.4%
February	118	147	+24.6%
March	178	207	+16.3%
12-Month Avg	164	165	+0.8%

Historical Under Contract Activity

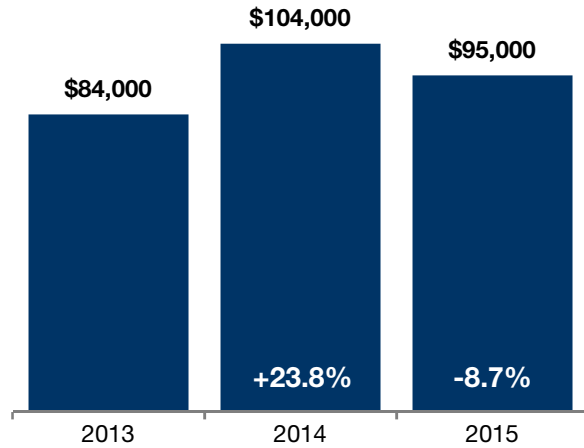


Median Sales Price

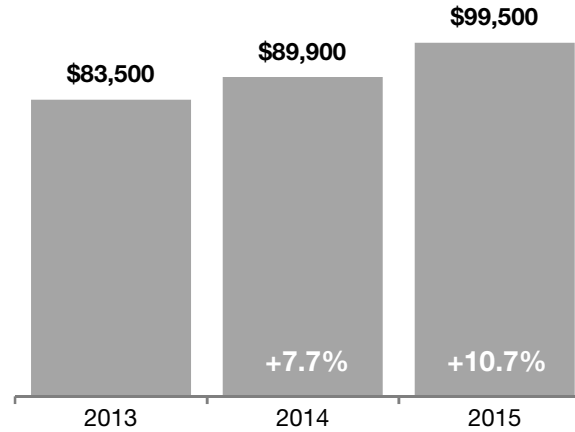
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$90,500	+6.5%
January	\$90,000	\$105,500	+17.2%
February	\$84,000	\$90,000	+7.1%
March	\$104,000	\$95,000	-8.7%
12-Month Med	\$94,000	\$105,000	+11.7%

Historical Median Sales Price

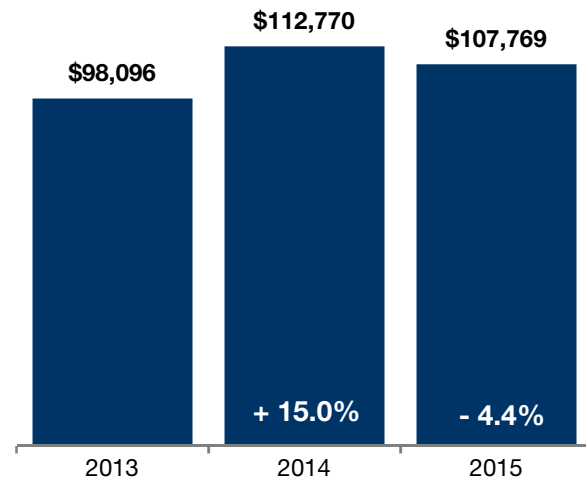


Average Sales Price

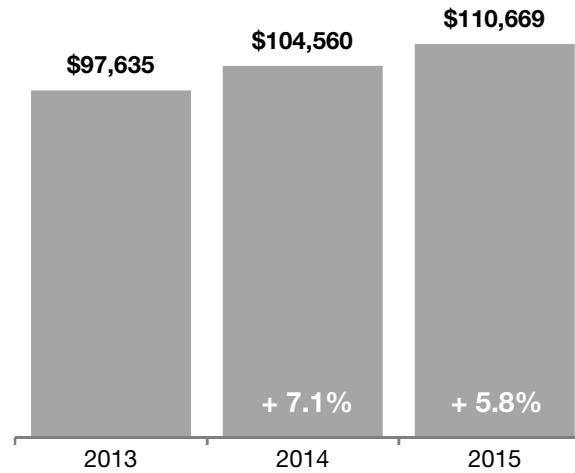
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$94,160	\$102,602	+9.0%
May	\$112,533	\$108,647	-3.5%
June	\$111,745	\$127,207	+13.8%
July	\$115,563	\$119,618	+3.5%
August	\$108,139	\$122,029	+12.8%
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	\$107,769	-4.4%
12-Month Avg	\$108,701	\$114,702	+5.5%

Historical Average Sales Price

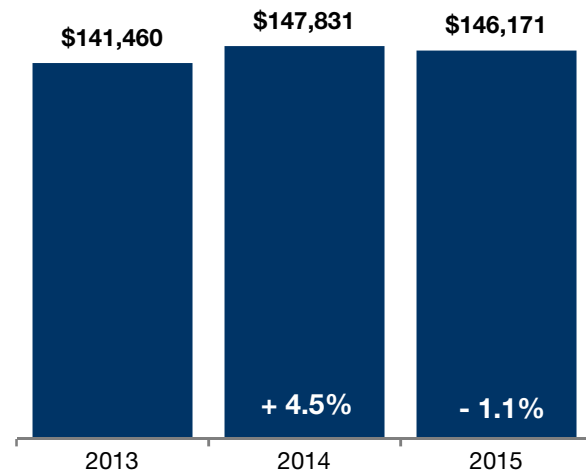


Average List Price

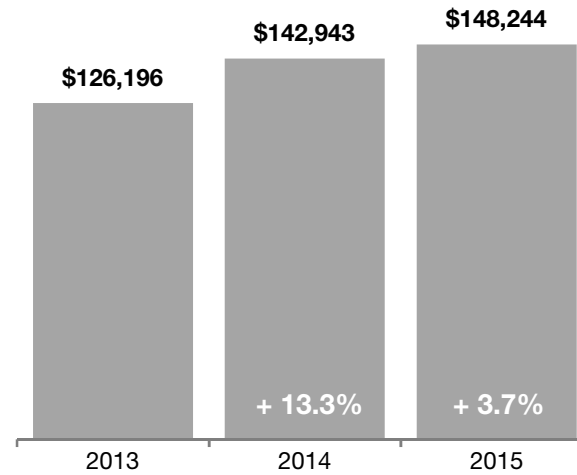
Average list price for all new listings in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
April	\$138,307	\$142,166	+2.8%
May	\$136,524	\$151,075	+10.7%
June	\$146,692	\$135,408	-7.7%
July	\$120,839	\$187,576	+55.2%
August	\$142,498	\$140,682	-1.3%
September	\$115,369	\$141,863	+23.0%
October	\$142,618	\$124,443	-12.7%
November	\$127,403	\$116,688	-8.4%
December	\$121,052	\$119,773	-1.1%
January	\$142,998	\$154,231	+7.9%
February	\$136,078	\$144,754	+6.4%
March	\$147,831	\$146,171	-1.1%
12-Month Avg	\$135,703	\$142,199	+4.8%

Historical Average List Price

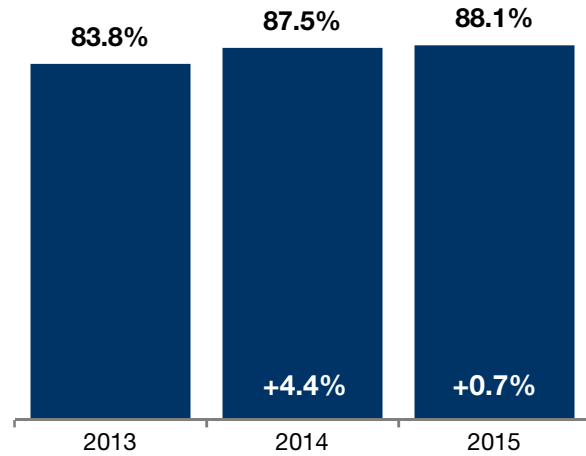


Percent of Original List Price Received

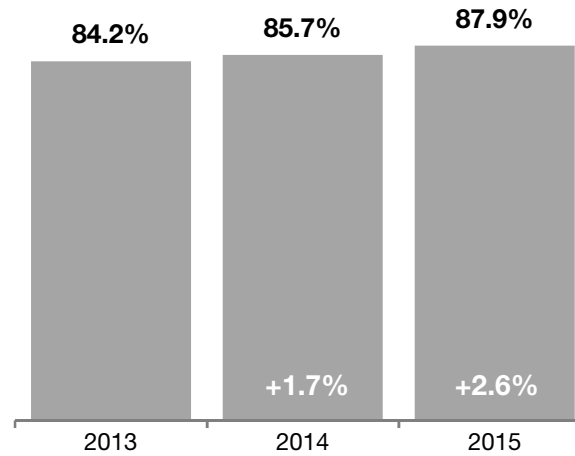
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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%	-0.6%
January	85.5%	88.6%	+3.7%
February	83.7%	86.7%	+3.5%
March	87.5%	88.1%	+0.7%
12-Month Avg	87.5%	88.3%	+0.9%

Historical Percent of Original List Price Received

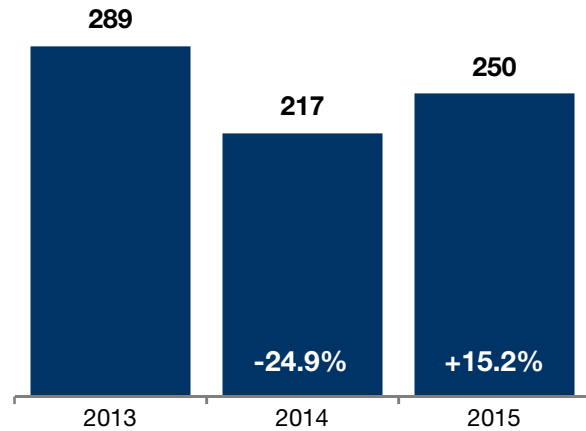


Housing Affordability Index

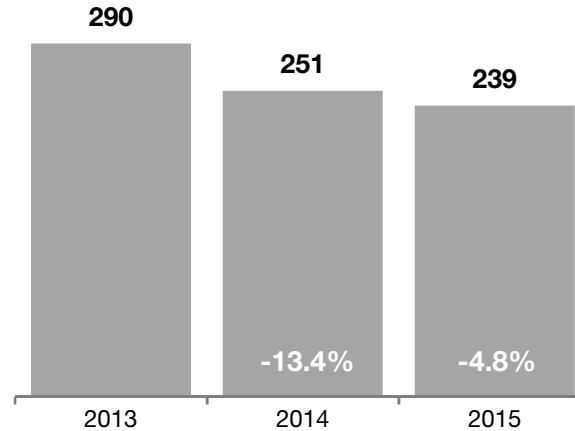
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	257	-5.9%
January	247	224	-9.3%
February	261	263	+0.8%
March	217	250	+15.2%
12-Month Avg	245	226	-7.5%

Historical Housing Affordability Index

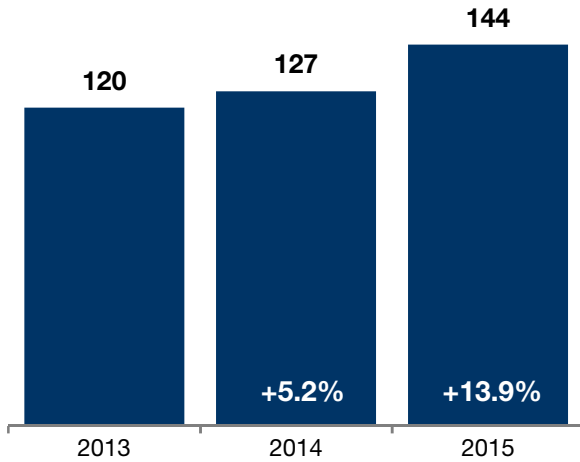


Market Time

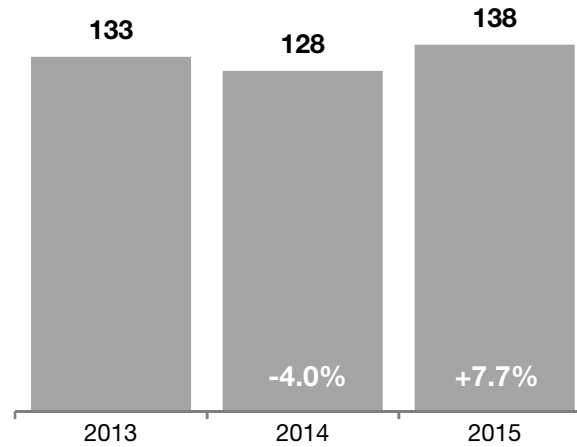
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	174	+25.9%
January	117	127	+8.2%
February	142	141	-0.4%
March	127	144	+13.9%
12-Month Avg	123	134	+9.1%

Historical Market Times

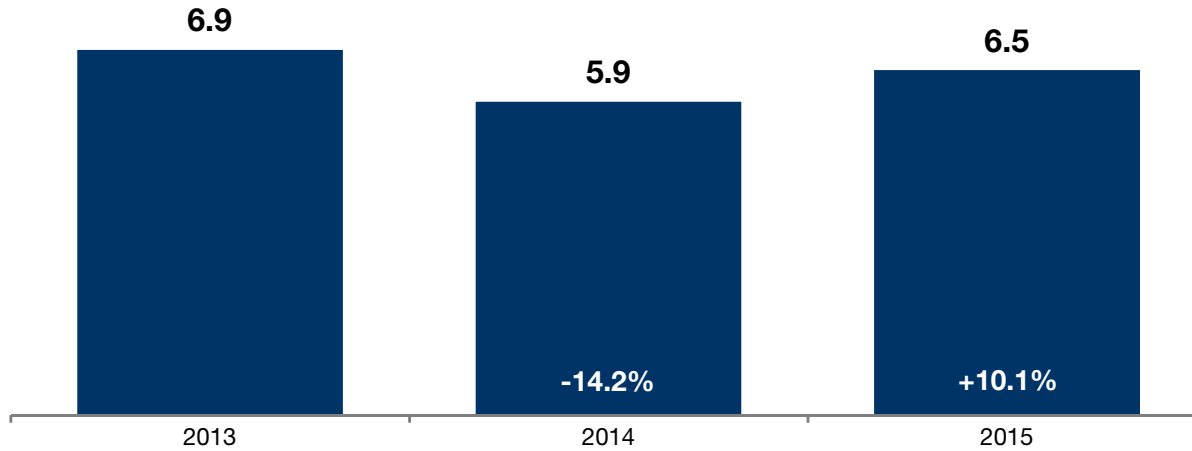


Months Supply of Inventory

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.

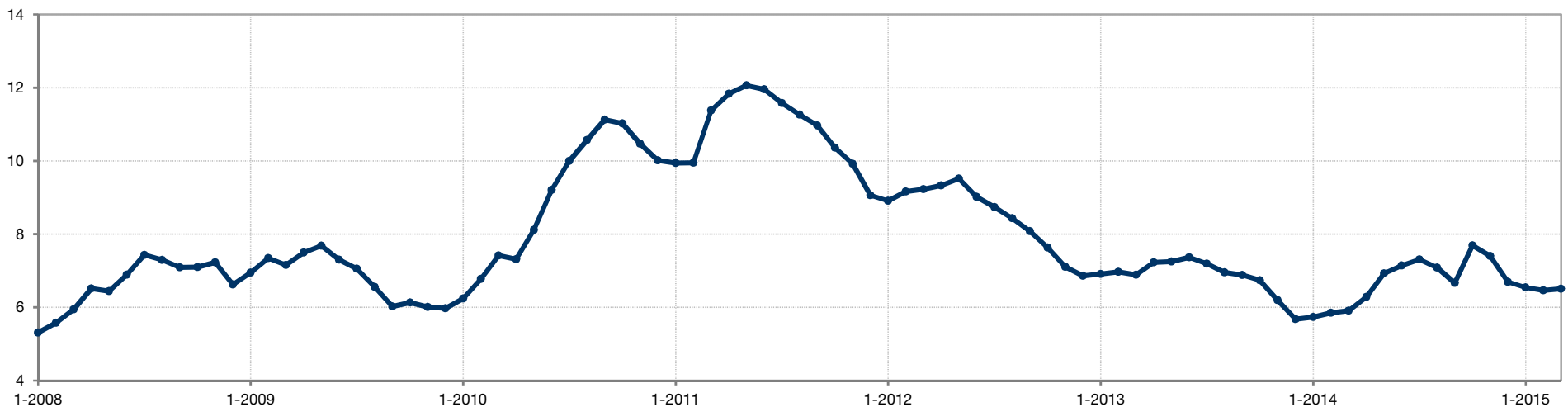


March



Month	Prior Year	Current Year	+ / -
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	+17.9%
January	5.7	6.5	+14.2%
February	5.9	6.5	+10.4%
March	5.9	6.5	+10.1%
12-Month Avg	6.6	6.9	+4.7%

Historical Months Supply of Inventory

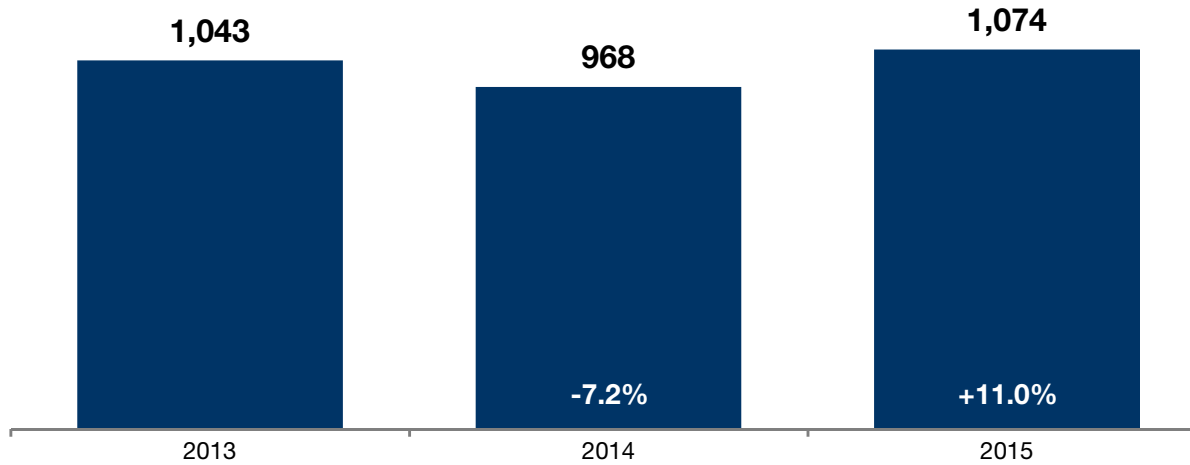


Inventory of Homes for Sale

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



March



Month	Prior Year	Current Year	+ / -
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	1,059	+10.7%
January	953	1,049	+10.1%
February	961	1,051	+9.4%
March	968	1,074	+11.0%
12-Month Avg	1,072	1,099	+3.0%

Historical Inventory of Homes for Sale

