

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 2016

The primary story, both nationally and in local submarkets, is a dwindling months' supply of inventory. The cure, of course, is more inventory. But new construction has been lagging during this opportune moment, and sellers of existing homes are not yet hitting the market in droves. The heart of the selling season has yet to begin, so we're still optimistically watching for an increase in activity in the coming months.

New Listings in the DeKalb region decreased 3.0 percent to 226. Listings Under Contract were up 12.4 percent to 163. Inventory levels fell 19.5 percent to 858 units.

Prices continued to gain traction. The Median Sales Price increased 16.6 percent to \$104,900. Market Times were down 7.2 percent to 131 days. Sellers were encouraged as Months Supply of Inventory was down 25.0 percent to 5.0 months.

National housing starts were up by 10.8 percent at the end of 2015 when compared to 2014, and the unemployment rate is holding low and steady at or near 4.9 percent. Meanwhile, mortgage rates continue to astound below 4.0 percent and we have witnessed an unprecedented 70 consecutive months of private-sector job growth. As consumers navigate their options, competition for the best available properties should be profound, especially if the market remains hobbled by a lack of supply.

Quick Facts

+ 8.4% **+ 16.6%** **- 19.5%**

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.



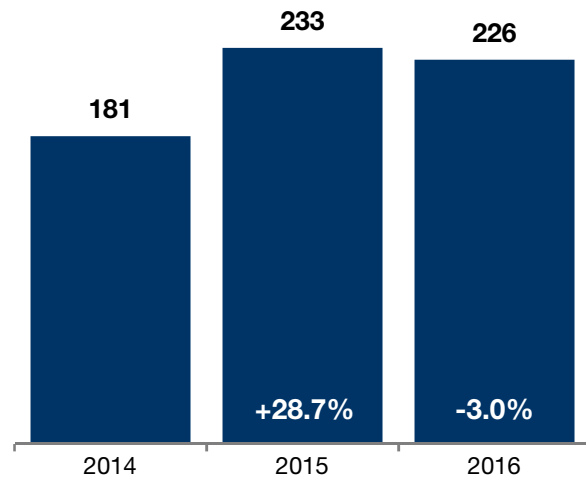
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		233	226	- 3.0%	473	427	- 9.7%
Closed Sales		95	103	+ 8.4%	220	198	- 10.0%
Under Contract (Contingent and Pending)		145	163	+ 12.4%	284	275	- 3.2%
Median Sales Price		\$90,000	\$104,900	+ 16.6%	\$100,000	\$121,000	+ 21.0%
Average Sales Price		\$112,782	\$108,152	- 4.1%	\$112,685	\$123,345	+ 9.5%
Average List Price		\$140,024	\$143,255	+ 2.3%	\$145,670	\$143,043	- 1.8%
Percent of Original List Price Received		86.7%	84.2%	- 2.8%	87.8%	86.3%	- 1.7%
Housing Affordability Index		263	223	- 15.2%	237	193	- 18.6%
Market Time		141	131	- 7.2%	133	136	+ 2.5%
Months Supply of Homes for Sale		6.6	5.0	- 25.0%	--	--	--
Inventory of Homes for Sale		1,066	858	- 19.5%	--	--	--

New Listings

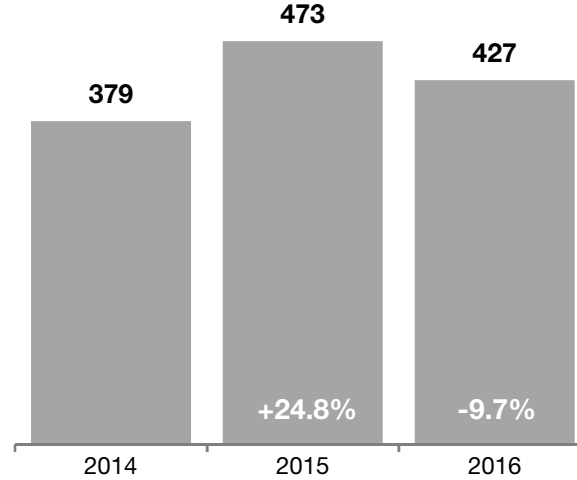
A count of the properties that have been newly listed on the market in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	252	302	+19.8%
April	344	405	+17.7%
May	352	333	-5.4%
June	296	364	+23.0%
July	291	318	+9.3%
August	193	285	+47.7%
September	224	254	+13.4%
October	522	261	-50.0%
November	218	184	-15.6%
December	173	146	-15.6%
January	240	201	-16.3%
February	233	226	-3.0%
12-Month Avg	278	273	-1.8%

Historical New Listing Activity

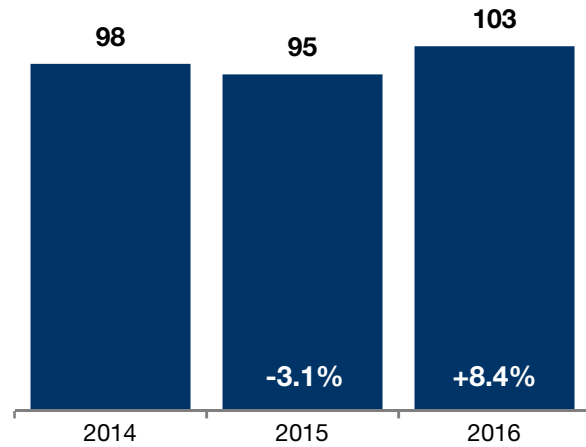


Closed Sales

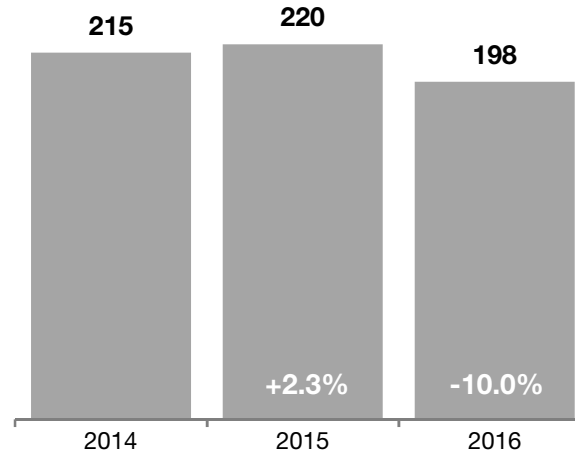
A count of the actual sales that have closed in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	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	144	-0.7%
December	166	150	-9.6%
January	125	95	-24.0%
February	95	103	+8.4%
12-Month Avg	157	170	+8.2%

Historical Closed Sales Activity

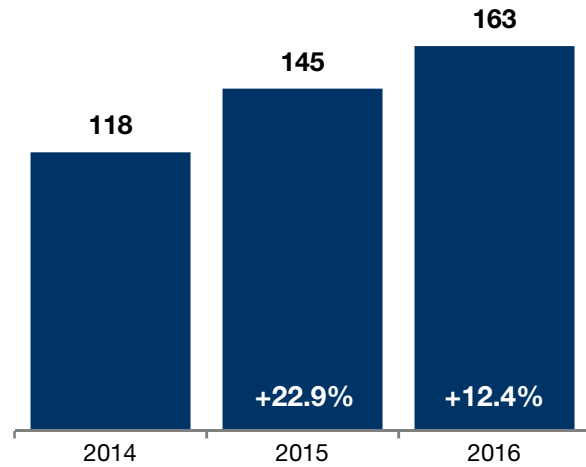


Under Contract

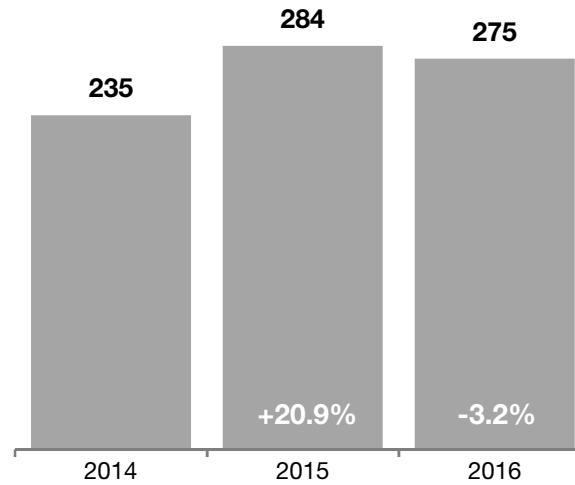
A count of the properties in either a contingent or pending status in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	178	188	+5.6%
April	184	210	+14.1%
May	187	210	+12.3%
June	182	206	+13.2%
July	179	192	+7.3%
August	152	210	+38.2%
September	160	181	+13.1%
October	191	159	-16.8%
November	121	135	+11.6%
December	119	112	-5.9%
January	139	112	-19.4%
February	145	163	+12.4%
12-Month Avg	161	173	+7.3%

Historical Under Contract Activity

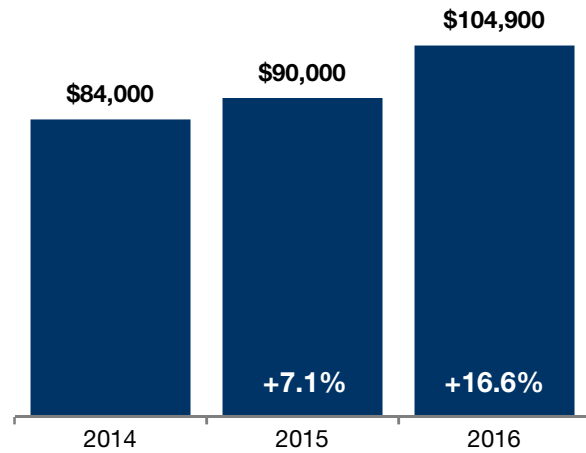


Median Sales Price

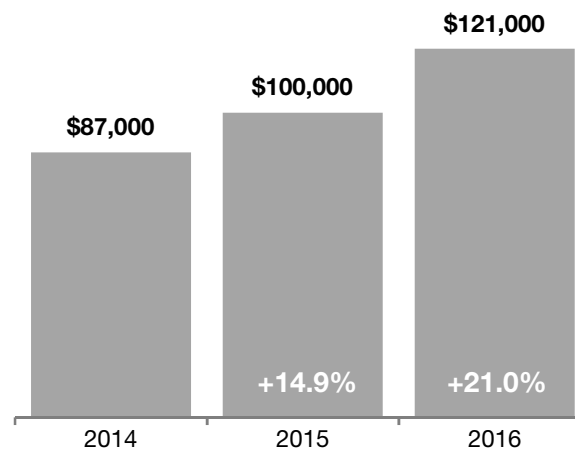
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$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%
December	\$90,500	\$107,500	+18.8%
January	\$105,500	\$130,000	+23.2%
February	\$90,000	\$104,900	+16.6%
12-Month Med	\$105,000	\$115,000	+9.5%

Historical Median Sales Price

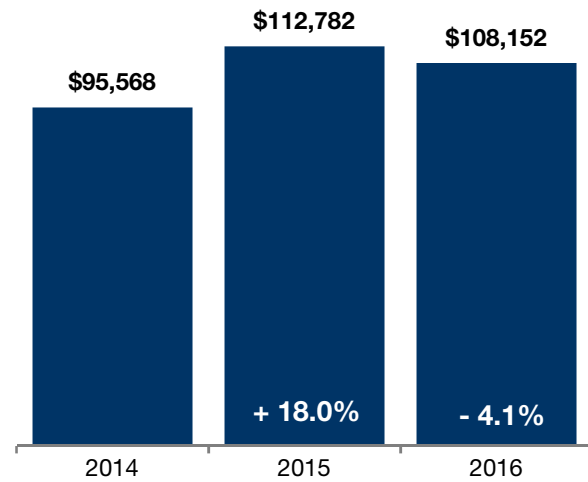


Average Sales Price

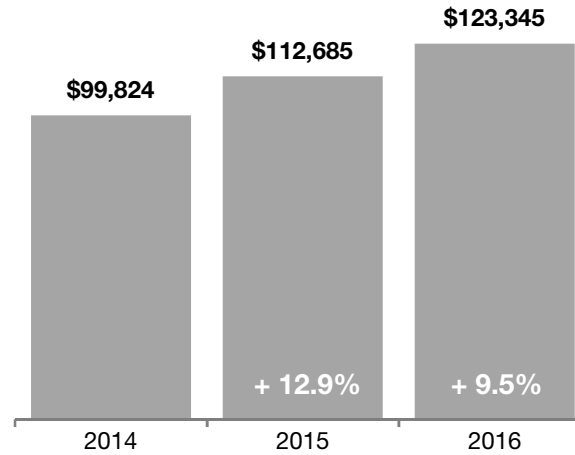
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$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	\$126,944	+11.8%
November	\$119,700	\$118,983	-0.6%
December	\$107,463	\$119,182	+10.9%
January	\$112,611	\$139,818	+24.2%
February	\$112,782	\$108,152	-4.1%
12-Month Avg	\$115,137	\$124,423	+8.1%

Historical Average Sales Price

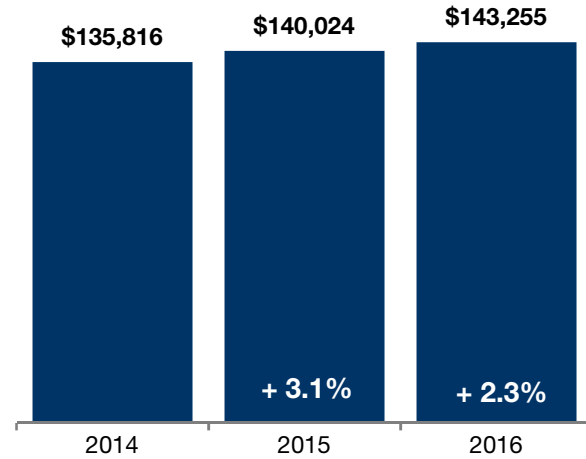


Average List Price

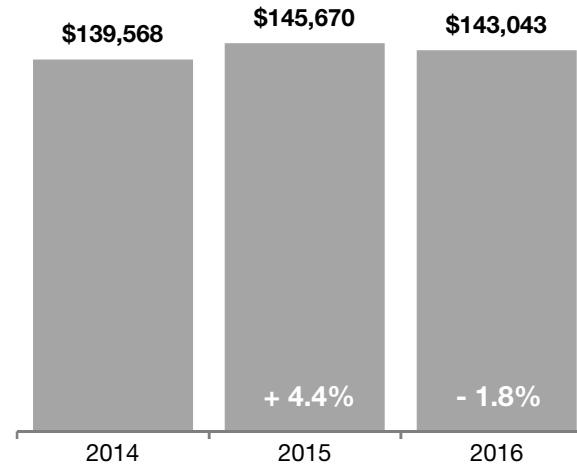
Average list price for all new listings in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	\$147,434	\$141,421	-4.1%
April	\$141,771	\$154,957	+9.3%
May	\$150,797	\$162,135	+7.5%
June	\$135,090	\$150,245	+11.2%
July	\$187,180	\$167,340	-10.6%
August	\$140,272	\$146,334	+4.3%
September	\$141,233	\$131,975	-6.6%
October	\$123,319	\$139,771	+13.3%
November	\$114,507	\$137,179	+19.8%
December	\$117,585	\$124,332	+5.7%
January	\$151,151	\$142,803	-5.5%
February	\$140,024	\$143,255	+2.3%
12-Month Avg	\$141,054	\$147,463	+4.5%

Historical Average List Price

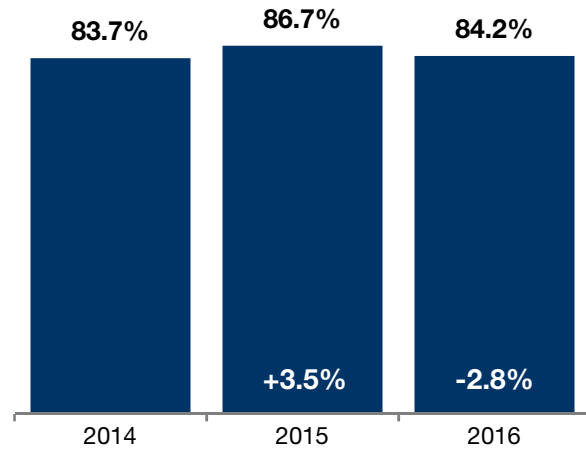


Percent of Original List Price Received

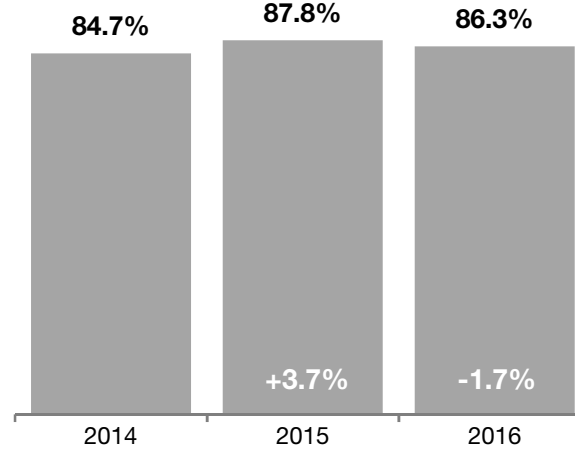
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	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%	87.3%	+0.7%
December	87.5%	88.7%	+1.4%
January	88.6%	88.6%	-0.0%
February	86.7%	84.2%	-2.8%
12-Month Avg	88.3%	89.6%	+1.5%

Historical Percent of Original List Price Received

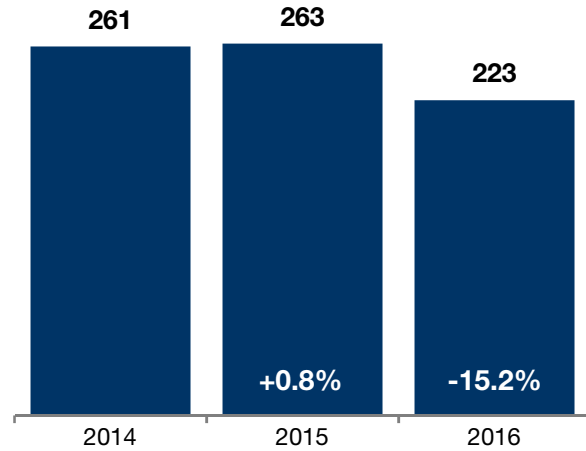


Housing Affordability Index

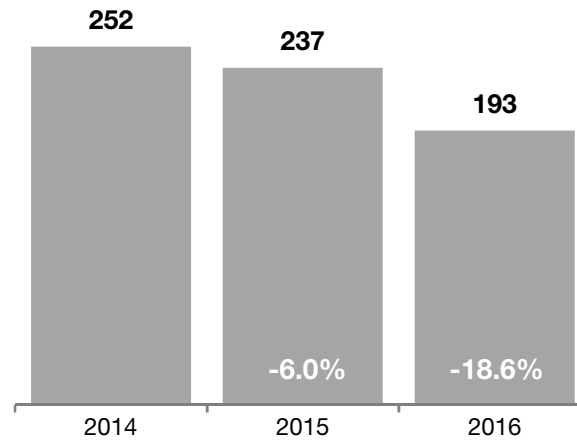
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	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%
December	257	219	-14.8%
January	224	180	-19.6%
February	263	223	-15.2%
12-Month Avg	224	209	-5.7%

Historical Housing Affordability Index

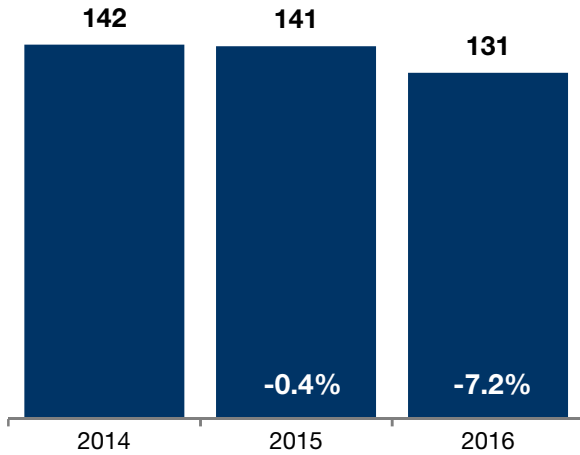


Market Time

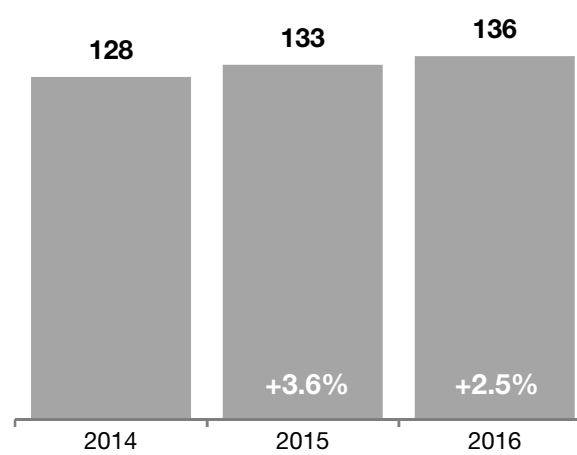
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	124	-0.1%
December	174	131	-24.6%
January	127	142	+12.0%
February	141	131	-7.2%
12-Month Avg	133	126	-5.3%

Historical Market Times

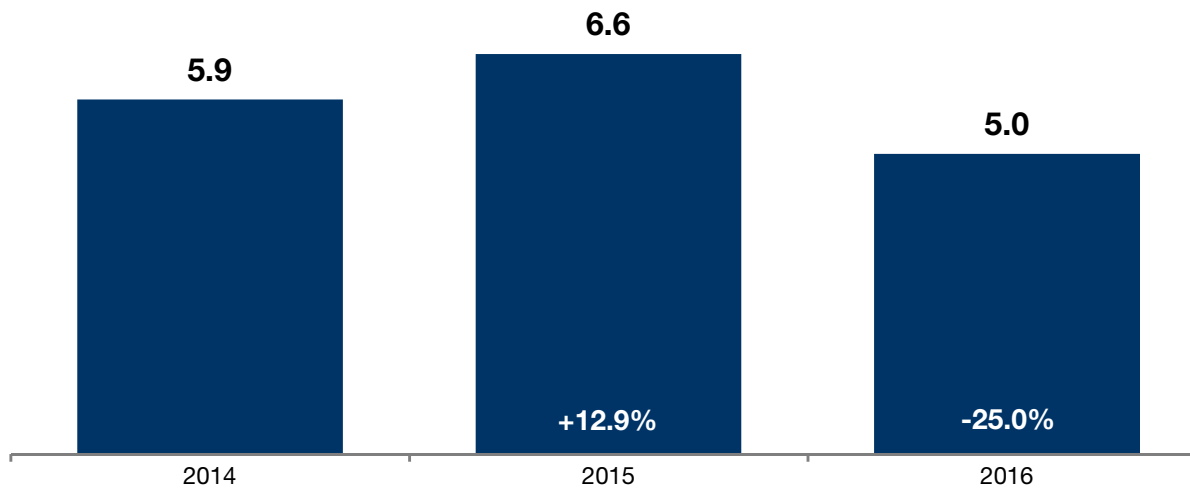


Months Supply of Inventory

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	5.9	6.9	+16.0%
April	6.3	7.3	+16.7%
May	6.9	7.4	+6.5%
June	7.1	7.6	+5.8%
July	7.3	7.6	+3.6%
August	7.1	7.0	-0.9%
September	6.7	6.7	-0.3%
October	7.7	6.5	-15.9%
November	7.5	5.9	-21.2%
December	6.8	5.1	-24.4%
January	6.7	5.1	-23.0%
February	6.6	5.0	-25.0%
12-Month Avg	6.9	6.5	-5.6%

Historical Months Supply of Inventory

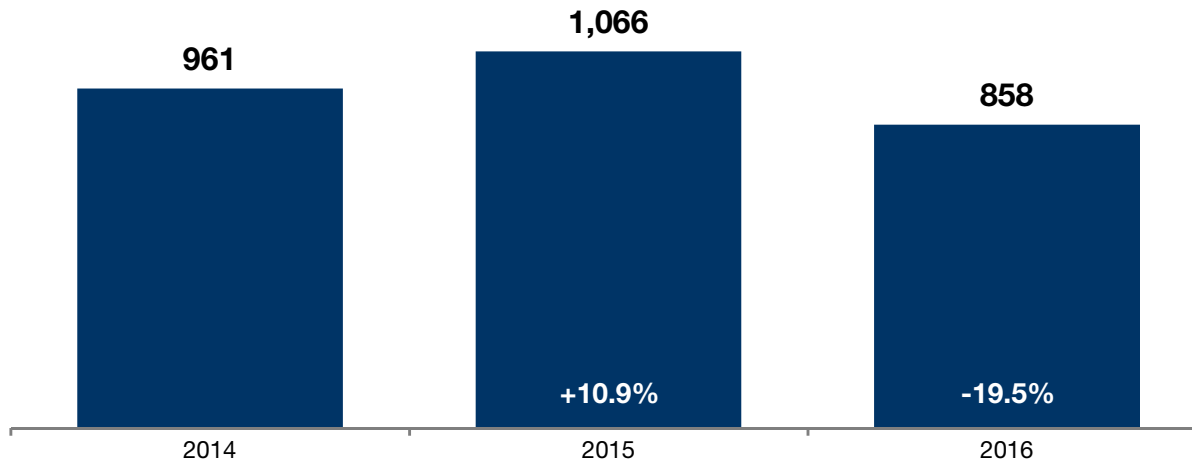


Inventory of Homes for Sale

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



February



Month	Prior Year	Current Year	+ / -
March	968	1,113	+15.0%
April	1,030	1,205	+17.0%
May	1,120	1,227	+9.6%
June	1,148	1,273	+10.9%
July	1,153	1,282	+11.2%
August	1,090	1,225	+12.4%
September	1,037	1,171	+12.9%
October	1,225	1,125	-8.2%
November	1,167	1,026	-12.1%
December	1,071	895	-16.4%
January	1,063	883	-16.9%
February	1,066	858	-19.5%
12-Month Avg	1,095	1,107	+1.3%

Historical Inventory of Homes for Sale

