

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



January 2015

It's already evident that 2015 will be marked by talk of changing mortgage rates and regulations. Rates should stay low, but consumers and finance experts alike believe that we're at or near rate bottoms. Early indications point to more sales, more listings, more new construction and more excitement. It's not expected to be the overblown land grab of the early 2000s, but it should feel like a healthy market, which, in and of itself, may feel like an odd sensation to real estate practitioners accustomed to the boom and bust of the 21st century.

New Listings in the DeKalb region increased 20.2 percent to 238. Listings Under Contract were up 29.1 percent to 151. Inventory levels rose 6.6 percent to 1,016 units.

Prices continued to gain traction. The Median Sales Price increased 16.9 percent to \$105,250. Market Times were up 8.9 percent to 128 days. Buyers felt empowered as Months Supply of Inventory was up 9.5 percent to 6.3 months.

The 3 percent downpayment programs from Fannie Mae and Freddie Mac should help potential new homeowners, but in a recent member survey by the Independent Community Bankers of America, three-fourths of respondents stated that regulatory burdens are hurting their ability to loan money. The wider economy shows slight wage increases and gas prices near five-year lows but rising along with extended daylight and buyer demand. These various economic pushes and pulls can turn stagnant markets into exciting ones. It's all in how you look at it.

Quick Facts

+ 6.0%

Change in
Closed Sales

+ 16.9%

Change in
Median Sales Price

+ 6.6%

Change in
Inventory

Market Overview	2
New Listings	3
Closed Sales	4
Under Contract	5
Median Sales Price	6
Average Sales Price	7
Average List Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Market Time	11
Months Supply of Inventory	12
Inventory of Homes for Sale	13

Market Overview

Key market metrics for the current month and year-to-date figures.



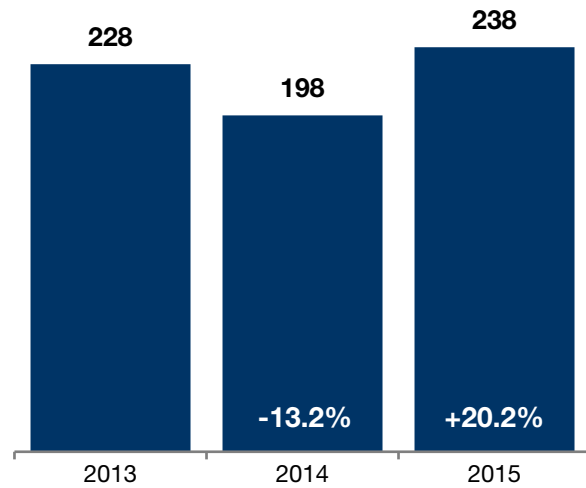
Key Metrics	Historical Sparklines	1-2014	1-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		198	238	+ 20.2%	198	238	+ 20.2%
Closed Sales		117	124	+ 6.0%	117	124	+ 6.0%
Under Contract (Contingent and Pending)		117	151	+ 29.1%	117	151	+ 29.1%
Median Sales Price		\$90,000	\$105,250	+ 16.9%	\$90,000	\$105,250	+ 16.9%
Average Sales Price		\$103,389	\$112,551	+ 8.9%	\$103,389	\$112,551	+ 8.9%
Average List Price		\$142,998	\$155,455	+ 8.7%	\$142,998	\$155,455	+ 8.7%
Percent of Original List Price Received		85.5%	88.6%	+ 3.6%	85.5%	88.6%	+ 3.6%
Housing Affordability Index		247	224	- 9.3%	247	224	- 9.3%
Market Time		117	128	+ 8.9%	117	128	+ 8.9%
Months Supply of Homes for Sale		5.7	6.3	+ 9.5%	--	--	--
Inventory of Homes for Sale		953	1,016	+ 6.6%	--	--	--

New Listings

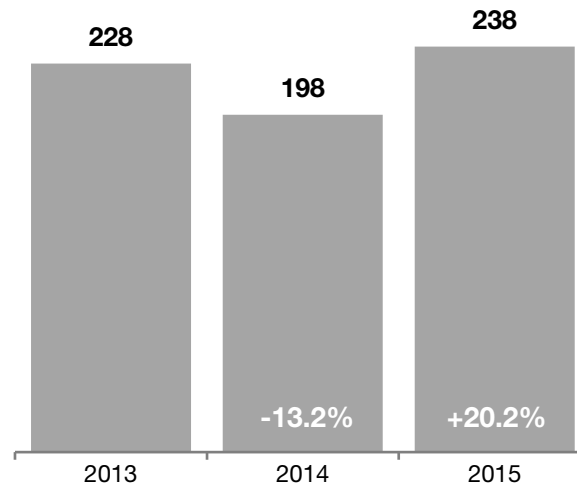
A count of the properties that have been newly listed on the market in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	221	181	-18.1%
March	272	252	-7.4%
April	315	344	+9.2%
May	336	351	+4.5%
June	318	296	-6.9%
July	311	290	-6.8%
August	279	192	-31.2%
September	225	223	-0.9%
October	255	521	+104.3%
November	180	218	+21.1%
December	148	173	+16.9%
January	198	238	+20.2%
12-Month Avg	255	273	+7.2%

Historical New Listing Activity

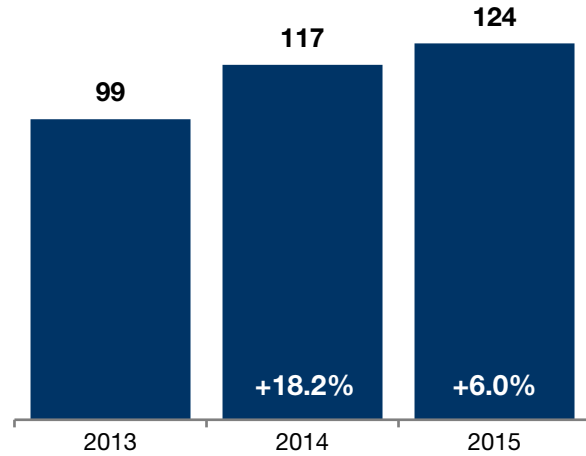


Closed Sales

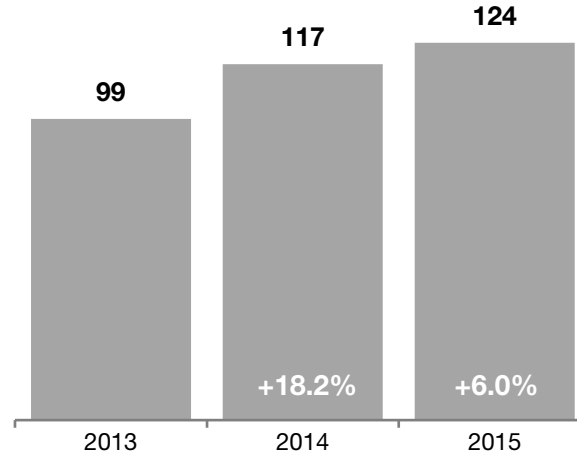
A count of the actual sales that have closed in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	105	98	-6.7%
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	124	+6.0%
12-Month Avg	170	157	-6.4%

Historical Closed Sales Activity

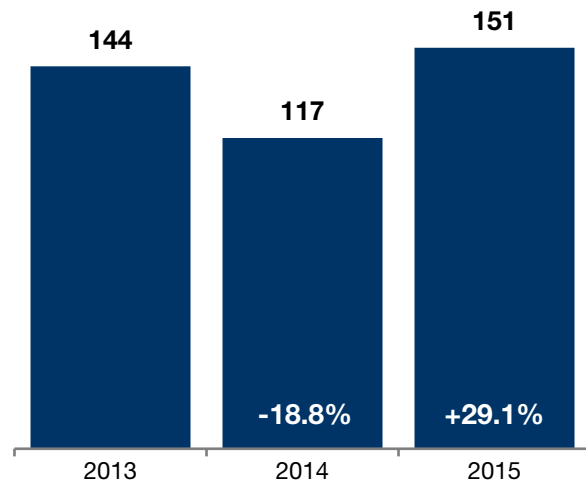


Under Contract

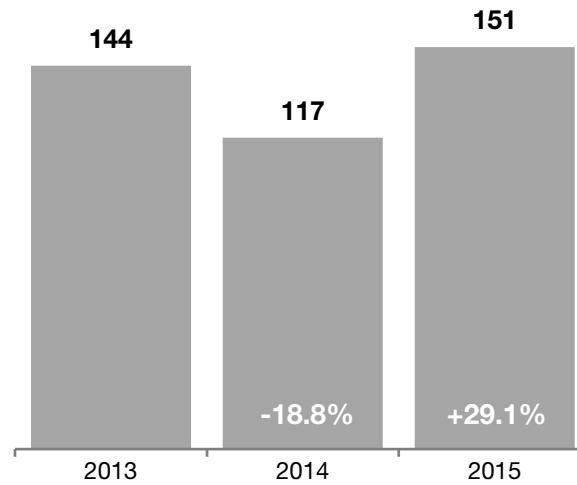
A count of the properties in either a contingent or pending status in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	142	119	-16.2%
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	154	-24.1%
September	138	161	+16.7%
October	152	196	+28.9%
November	149	125	-16.1%
December	107	127	+18.7%
January	117	151	+29.1%
12-Month Avg	166	162	-2.6%

Historical Under Contract Activity

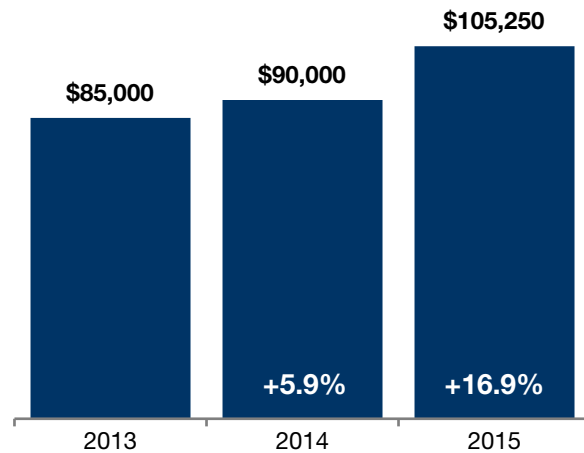


Median Sales Price

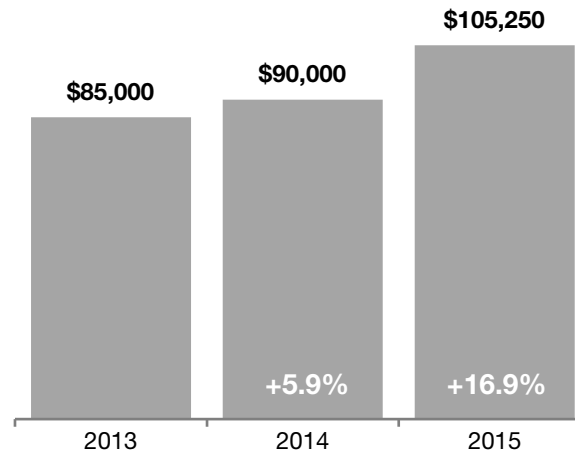
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	\$78,900	\$84,000	+6.5%
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	\$105,250	+16.9%
12-Month Med	\$92,500	\$104,500	+13.0%

Historical Median Sales Price

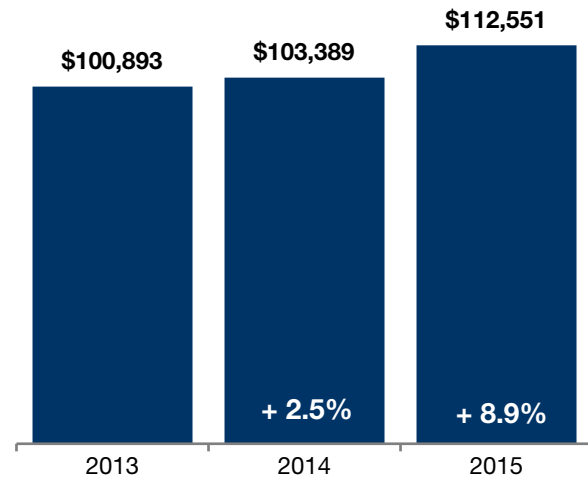


Average Sales Price

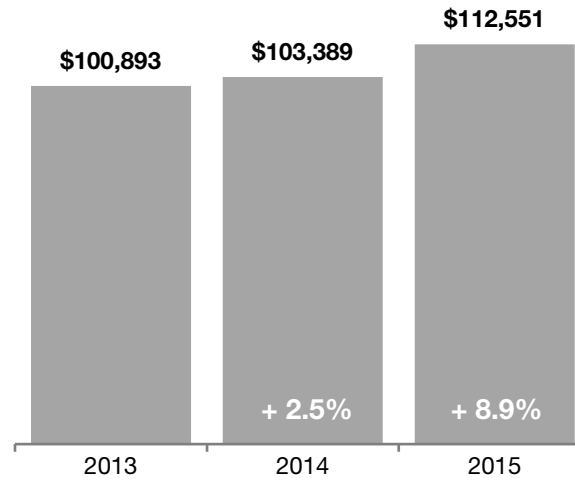
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	\$93,950	\$95,568	+1.7%
March	\$98,096	\$112,770	+15.0%
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	\$107,277	+4.7%
January	\$103,389	\$112,551	+8.9%
12-Month Avg	\$107,599	\$114,226	+6.2%

Historical Average Sales Price

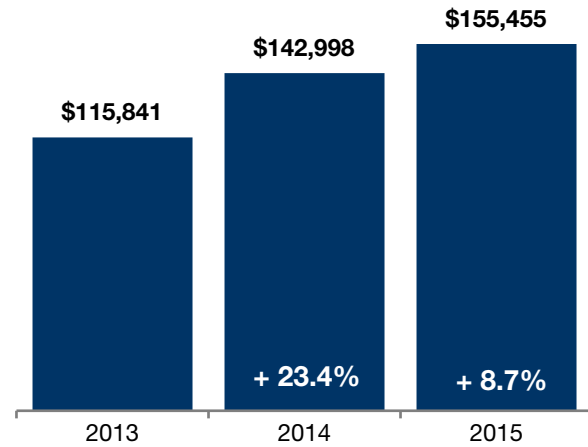


Average List Price

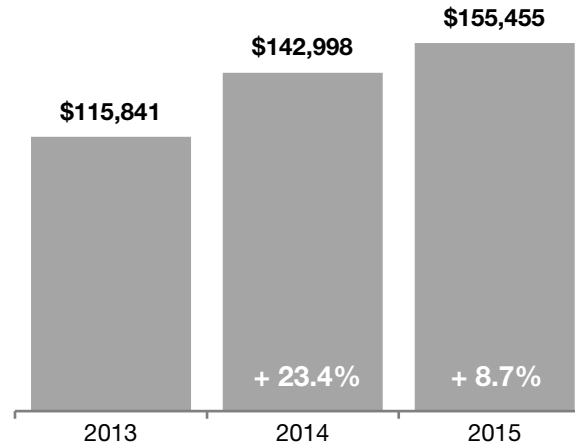
Average list price for all new listings in a given month.



January

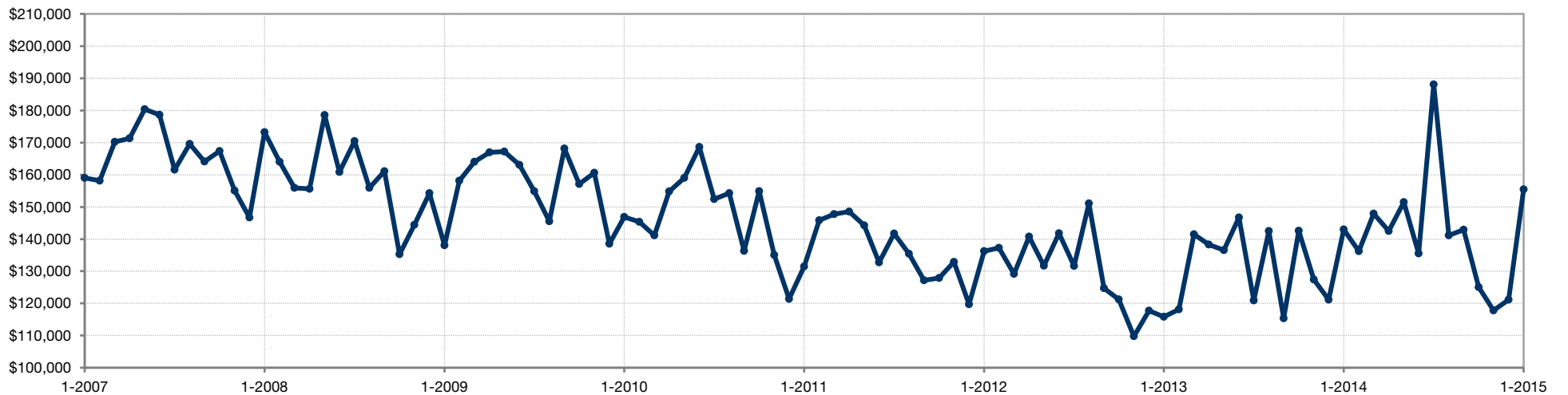


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$118,160	\$136,244	+15.3%
March	\$141,460	\$147,871	+4.5%
April	\$138,307	\$142,470	+3.0%
May	\$136,524	\$151,499	+11.0%
June	\$146,724	\$135,529	-7.6%
July	\$120,871	\$188,087	+55.6%
August	\$142,498	\$141,170	-0.9%
September	\$115,369	\$142,887	+23.9%
October	\$142,618	\$125,075	-12.3%
November	\$127,434	\$117,823	-7.5%
December	\$121,187	\$121,142	-0.0%
January	\$142,998	\$155,455	+8.7%
12-Month Avg	\$133,934	\$142,296	+6.2%

Historical Average List Price



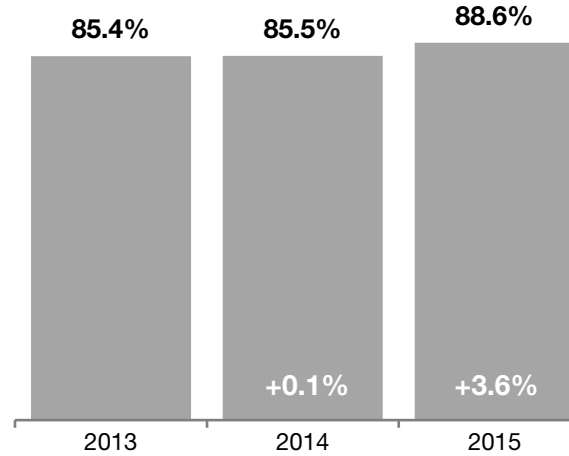
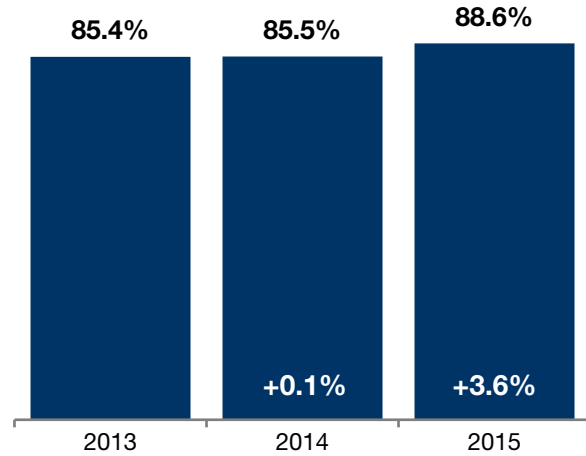
Percent of Original List Price Received

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.



January

Year To Date



Month	Prior Year	Current Year	+ / -
February	83.7%	83.7%	-0.0%
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%	+3.6%
12-Month Avg	87.3%	88.1%	+1.0%

Historical Percent of Original List Price Received

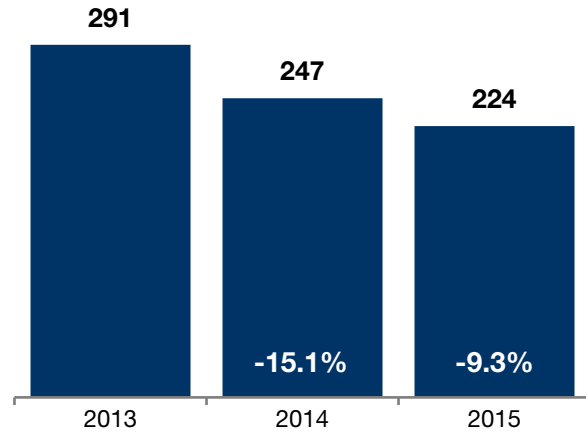


Housing Affordability Index

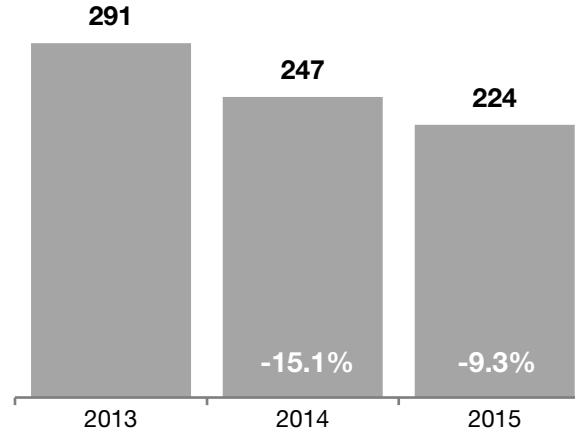
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January



Year To Date



Month	Prior Year	Current Year	+ / -
February	308	261	-15.3%
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	224	-9.3%
12-Month Avg	255	224	-12.2%

Historical Housing Affordability Index

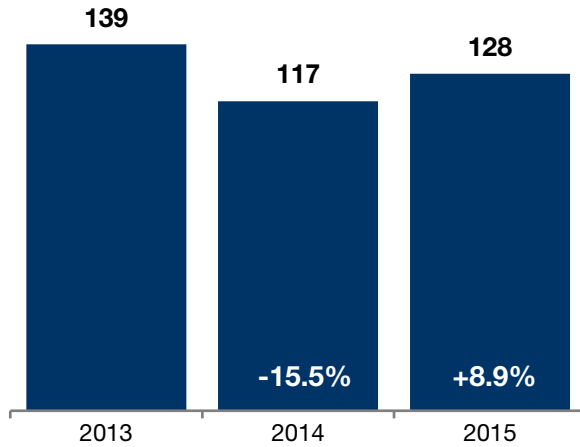


Market Time

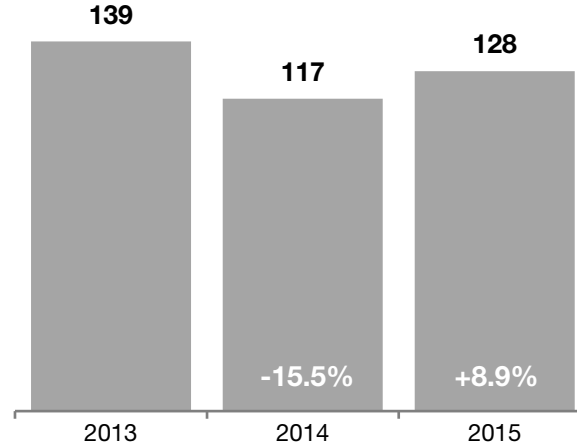
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

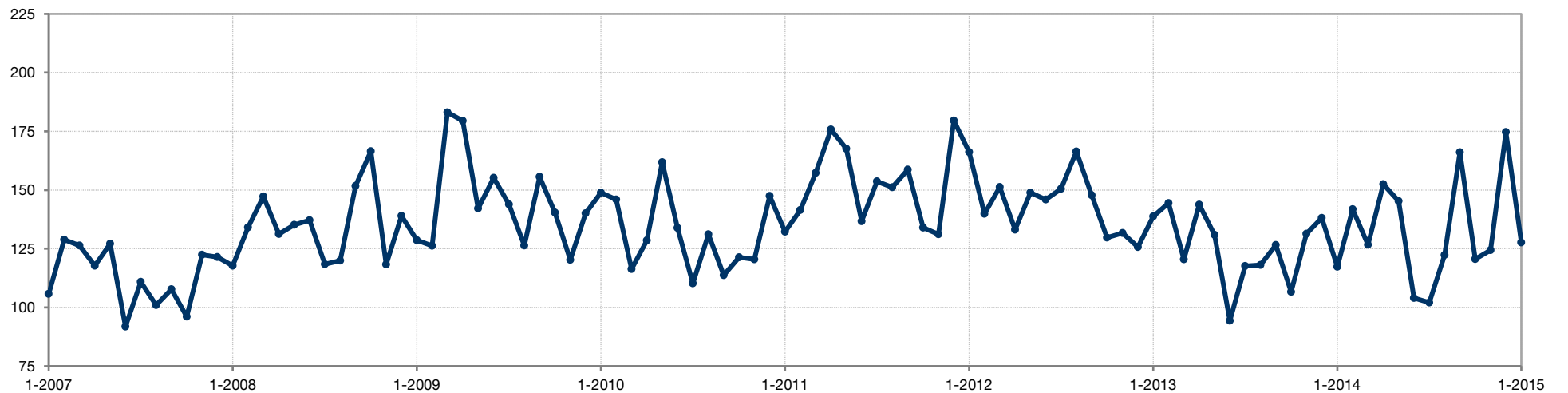


Year To Date



Month	Prior Year	Current Year	+ / -
February	144	142	-1.9%
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	128	+8.9%
12-Month Avg	123	133	+8.4%

Historical Market Times

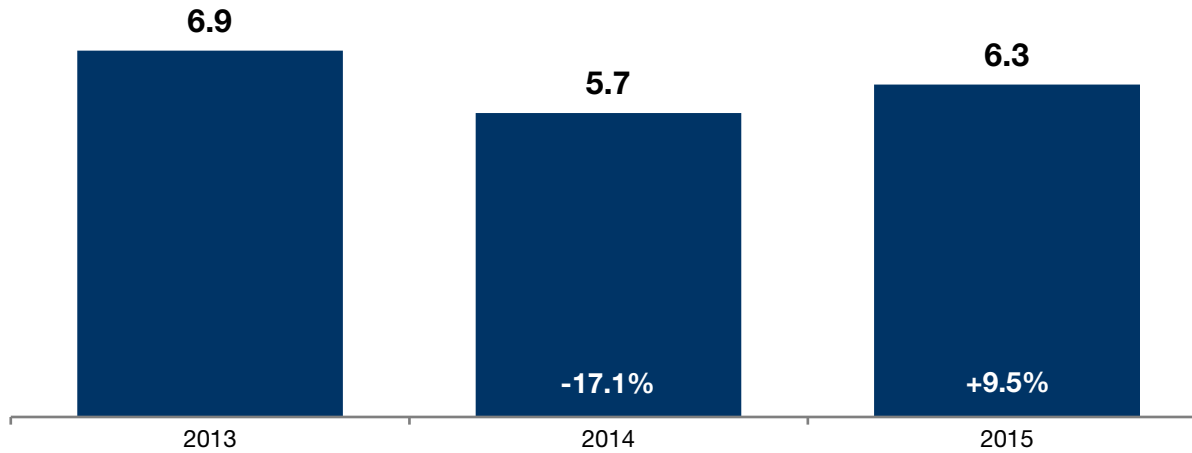


Months Supply of Inventory

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.

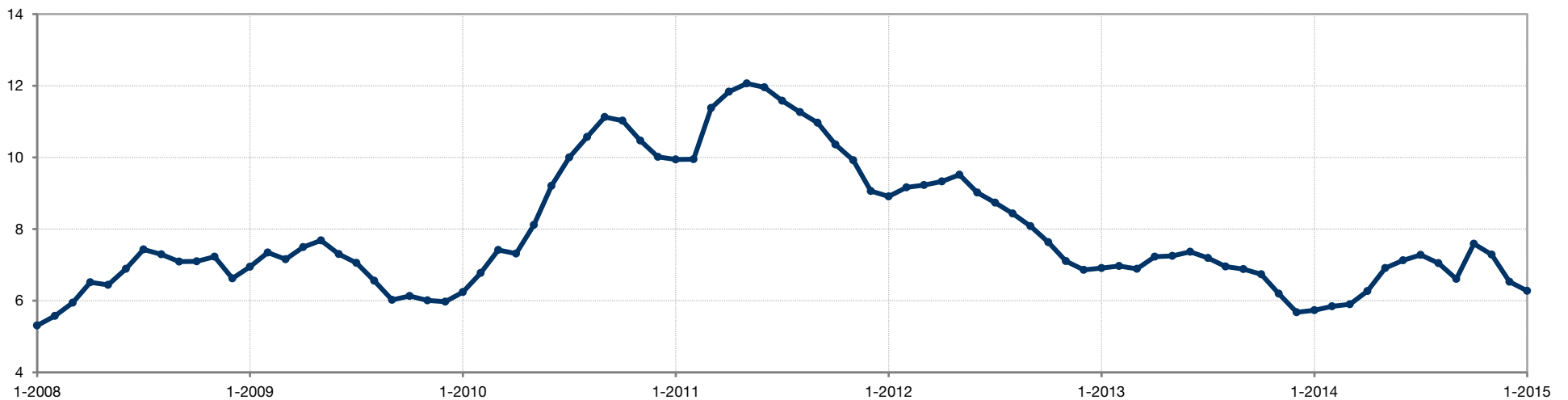


January



Month	Prior Year	Current Year	+ / -
February	7.0	5.8	-16.2%
March	6.9	5.9	-14.3%
April	7.2	6.3	-13.3%
May	7.2	6.9	-4.7%
June	7.4	7.1	-3.2%
July	7.2	7.3	+1.2%
August	7.0	7.0	+1.3%
September	6.9	6.6	-4.0%
October	6.7	7.6	+12.7%
November	6.2	7.3	+17.6%
December	5.7	6.5	+15.0%
January	5.7	6.3	+9.5%
12-Month Avg	6.8	6.7	-0.5%

Historical Months Supply of Inventory

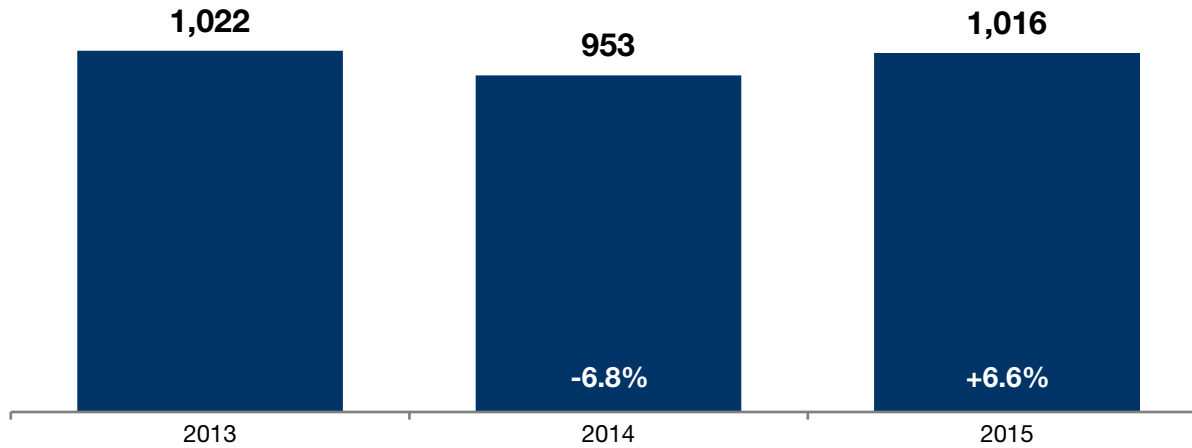


Inventory of Homes for Sale

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



January



Month	Prior Year	Current Year	+ / -
February	1,045	960	-8.1%
March	1,043	967	-7.3%
April	1,101	1,029	-6.5%
May	1,134	1,118	-1.4%
June	1,167	1,146	-1.8%
July	1,167	1,150	-1.5%
August	1,155	1,084	-6.1%
September	1,144	1,029	-10.1%
October	1,121	1,210	+7.9%
November	1,038	1,147	+10.5%
December	957	1,039	+8.6%
January	953	1,016	+6.6%
12-Month Avg	1,085	1,075	-0.8%

Historical Inventory of Homes for Sale

