

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



April 2015

As we turn the page to the second quarter of 2015, a proliferation of new listings is expected in most markets across the U.S. Spring is traditionally the commonplace time of the year that we see some of the most desirable gems polished for eager buyers. Though some Google searches and Twitter posts will blatantly offer pessimism about the state of the housing market, on-the-street evidence does not support bad tidings.

New Listings in the DeKalb region increased 17.4 percent to 404. Listings Under Contract were up 21.2 percent to 223. Inventory levels rose 13.4 percent to 1,168 units.

Prices continued to gain traction. The Median Sales Price increased 27.5 percent to \$109,450. Market Times were down 9.7 percent to 138 days. Buyers felt empowered as Months Supply of Inventory was up 11.1 percent to 7.0 months.

The national homeownership percentage is the lowest since 1993, when Jurassic Park was the highest-grossing movie. Rental prices continue to astonish with accelerated price growth, which may cause some to think twice before locking in a 12-month lease. Lending practices and mortgage rates will also have a decided effect on the number of buyers who will become homeowners this year. With the release of Jurassic World this month, we are reminded of cyclical conversations in both real estate and moviemaking.

Quick Facts

+ 12.0% **+ 27.5%** **+ 13.4%**

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.



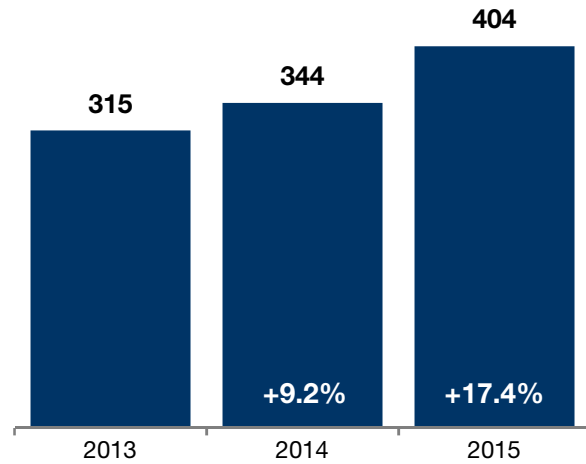
Key Metrics	Historical Sparklines	4-2014	4-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		344	404	+ 17.4%	975	1,178	+ 20.8%
Closed Sales		150	168	+ 12.0%	489	543	+ 11.0%
Under Contract (Contingent and Pending)		184	223	+ 21.2%	597	709	+ 18.8%
Median Sales Price		\$85,825	\$109,450	+ 27.5%	\$89,900	\$102,100	+ 13.6%
Average Sales Price		\$102,602	\$117,880	+ 14.9%	\$103,959	\$112,913	+ 8.6%
Average List Price		\$142,119	\$161,095	+ 13.4%	\$142,542	\$151,683	+ 6.4%
Percent of Original List Price Received		86.1%	89.6%	+ 4.1%	85.8%	88.4%	+ 3.0%
Housing Affordability Index		261	216	- 17.2%	249	231	- 7.2%
Market Time		153	138	- 9.7%	135	138	+ 1.7%
Months Supply of Homes for Sale		6.3	7.0	+ 11.1%	--	--	--
Inventory of Homes for Sale		1,030	1,168	+ 13.4%	--	--	--

New Listings

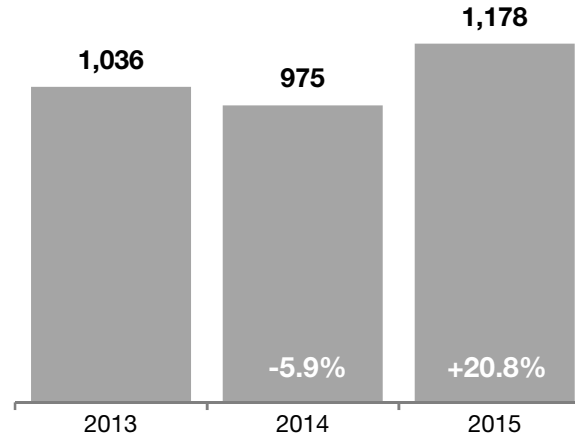
A count of the properties that have been newly listed on the market in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	522	+104.7%
November	180	218	+21.1%
December	148	173	+16.9%
January	198	240	+21.2%
February	181	233	+28.7%
March	252	301	+19.4%
April	344	404	+17.4%
12-Month Avg	252	287	+13.9%

Historical New Listing Activity

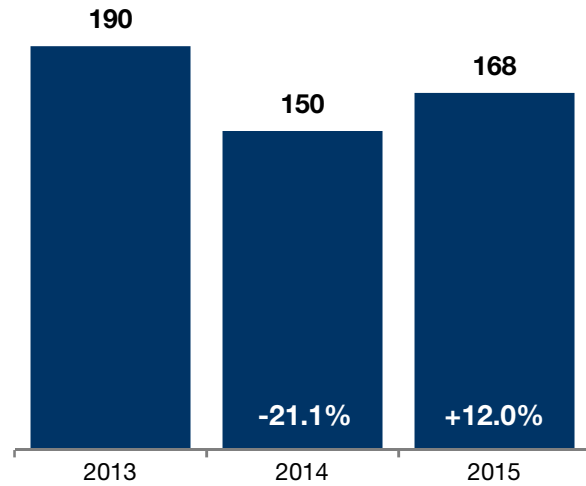


Closed Sales

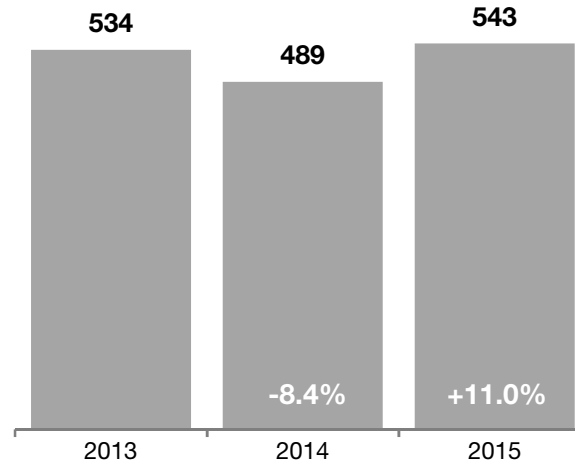
A count of the actual sales that have closed in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	155	+25.0%
April	150	168	+12.0%
12-Month Avg	165	161	-0.2%

Historical Closed Sales Activity

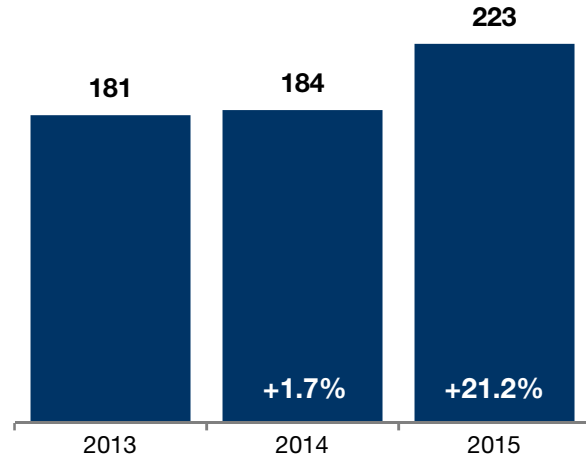


Under Contract

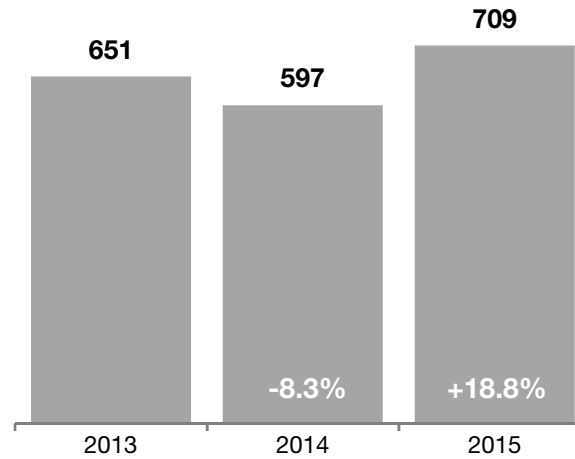
A count of the properties in either a contingent or pending status in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	191	+25.7%
November	149	123	-17.4%
December	107	124	+15.9%
January	117	141	+20.5%
February	118	148	+25.4%
March	178	197	+10.7%
April	184	223	+21.2%
12-Month Avg	164	167	+2.0%

Historical Under Contract Activity

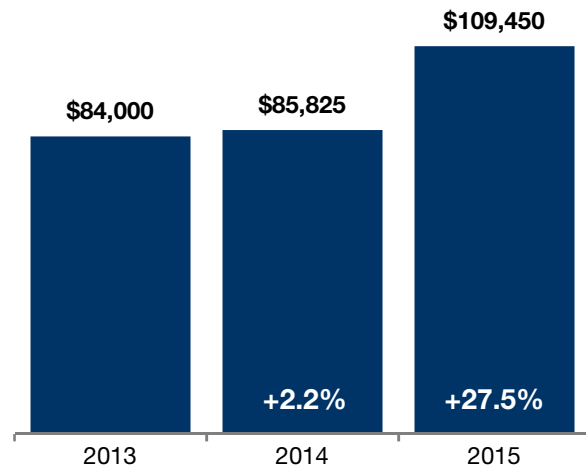


Median Sales Price

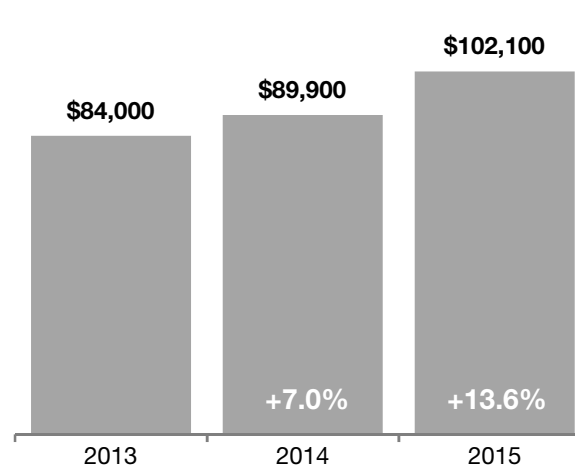
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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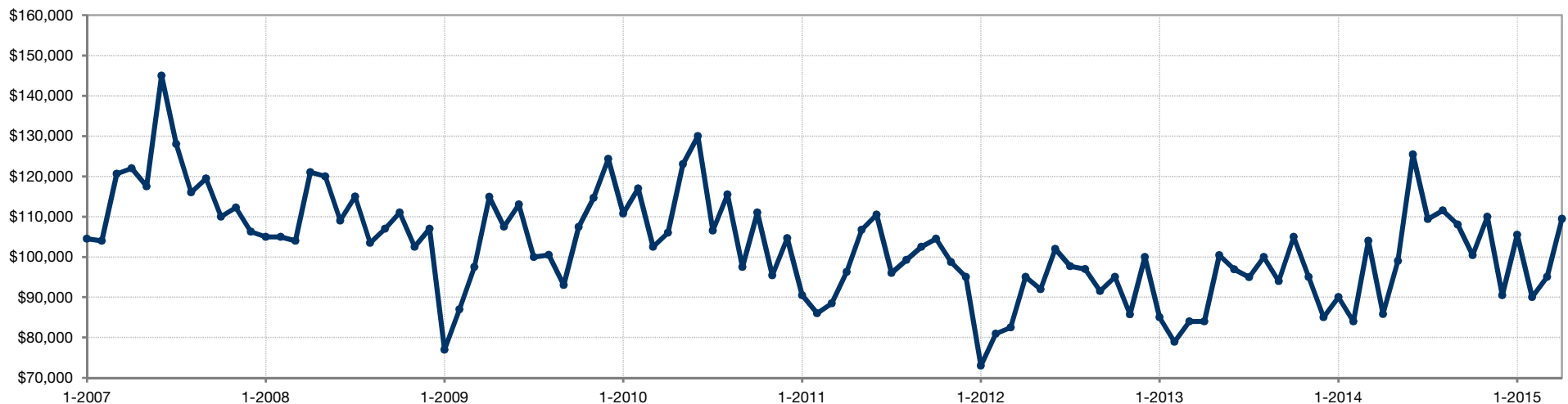


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	\$85,825	\$109,450	+27.5%
12-Month Med	\$95,000	\$105,000	+10.5%

Historical Median Sales Price

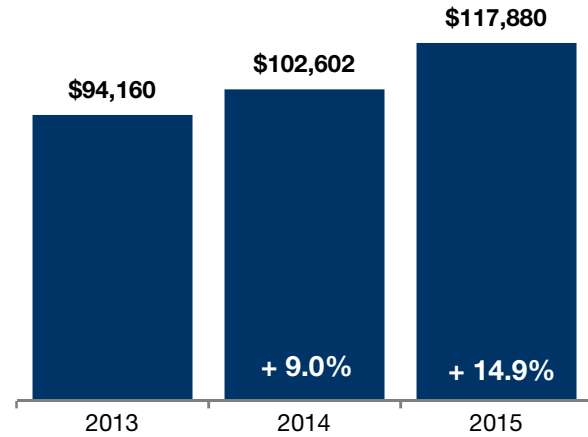


Average Sales Price

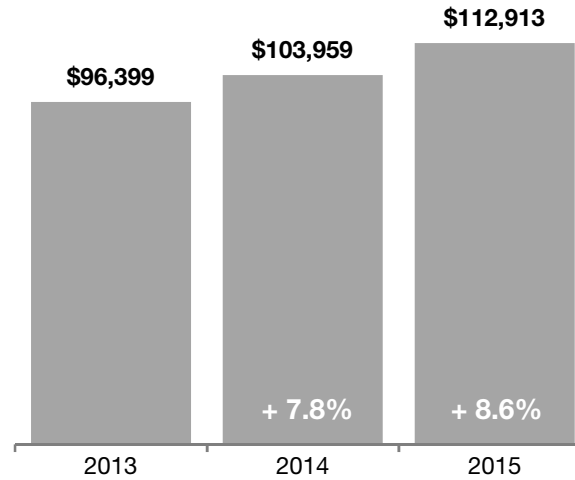
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$107,853	-4.4%
April	\$102,602	\$117,880	+14.9%
12-Month Avg	\$109,635	\$115,914	+5.7%

Historical Average Sales Price

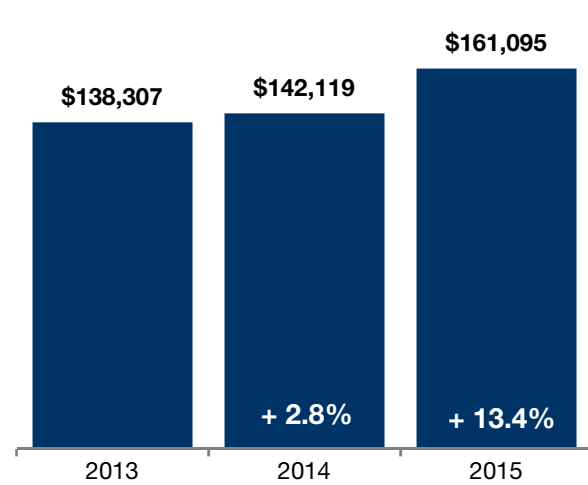


Average List Price

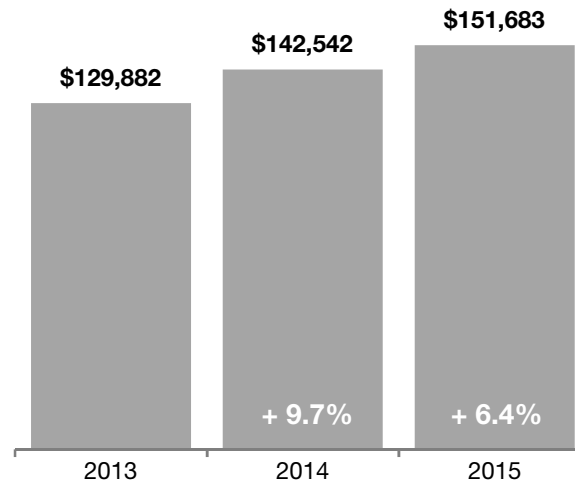
Average list price for all new listings in a given month.



April

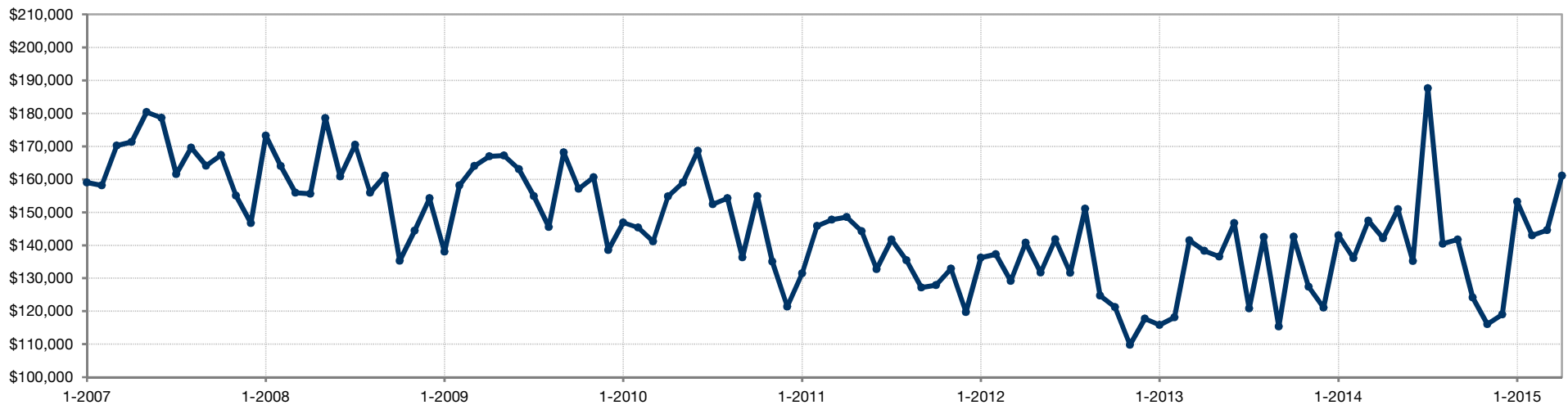


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$136,524	\$150,927	+10.6%
June	\$146,677	\$135,191	-7.8%
July	\$120,839	\$187,558	+55.2%
August	\$142,498	\$140,435	-1.4%
September	\$115,369	\$141,715	+22.8%
October	\$142,595	\$124,190	-12.9%
November	\$127,403	\$116,081	-8.9%
December	\$121,052	\$118,995	-1.7%
January	\$142,998	\$153,213	+7.1%
February	\$136,034	\$142,985	+5.1%
March	\$147,434	\$144,565	-1.9%
April	\$142,119	\$161,095	+13.4%
12-Month Avg	\$136,121	\$143,917	+5.7%

Historical Average List Price



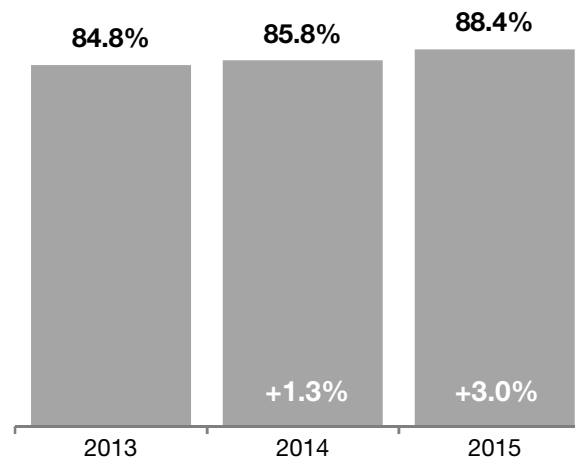
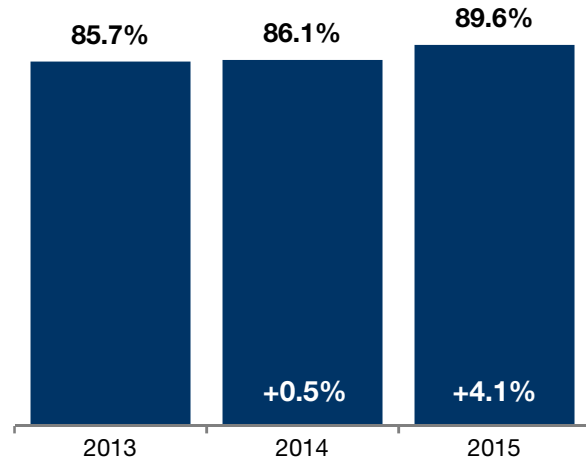
Percent of Original List Price Received

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.



April

Year To Date



Month	Prior Year	Current Year	+ / -
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%	87.9%	+0.5%
April	86.1%	89.6%	+4.1%
12-Month Avg	87.6%	88.6%	+1.1%

Historical Percent of Original List Price Received



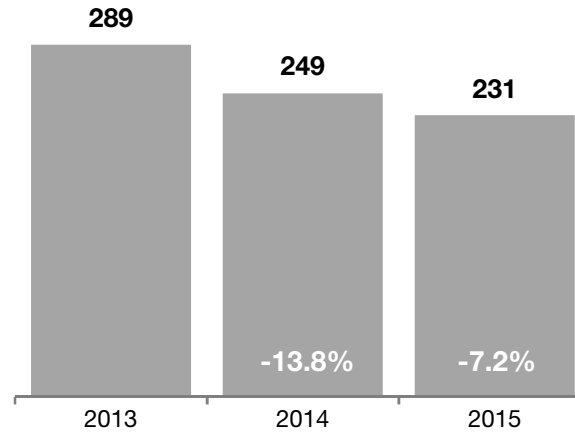
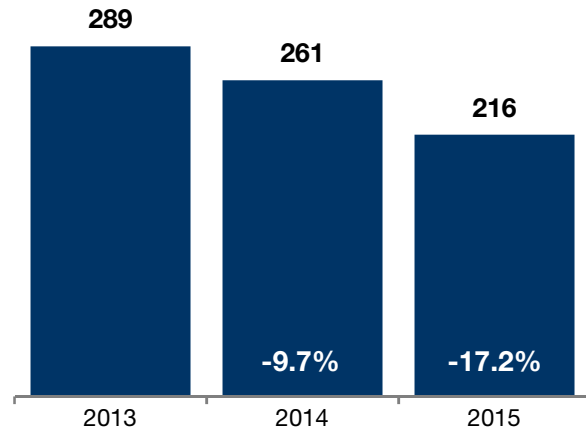
Housing Affordability Index

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.**



April

Year To Date



Month	Prior Year	Current Year	+ / -
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%
April	261	216	-17.2%
12-Month Avg	243	223	-8.1%

Historical Housing Affordability Index

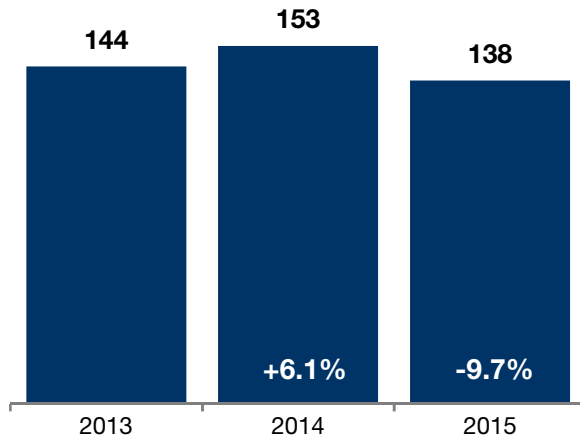


Market Time

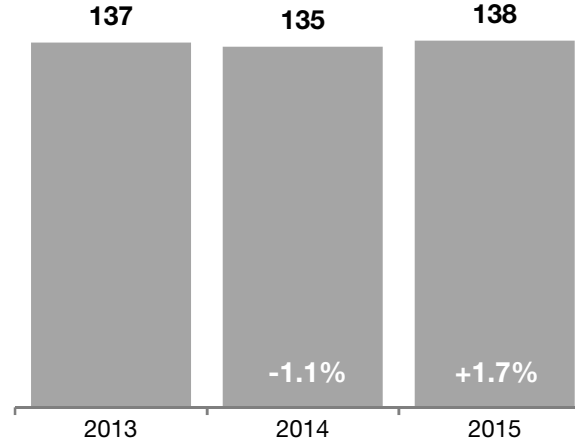
Average number of days between when a property is listed and when an offer is accepted in a given month.



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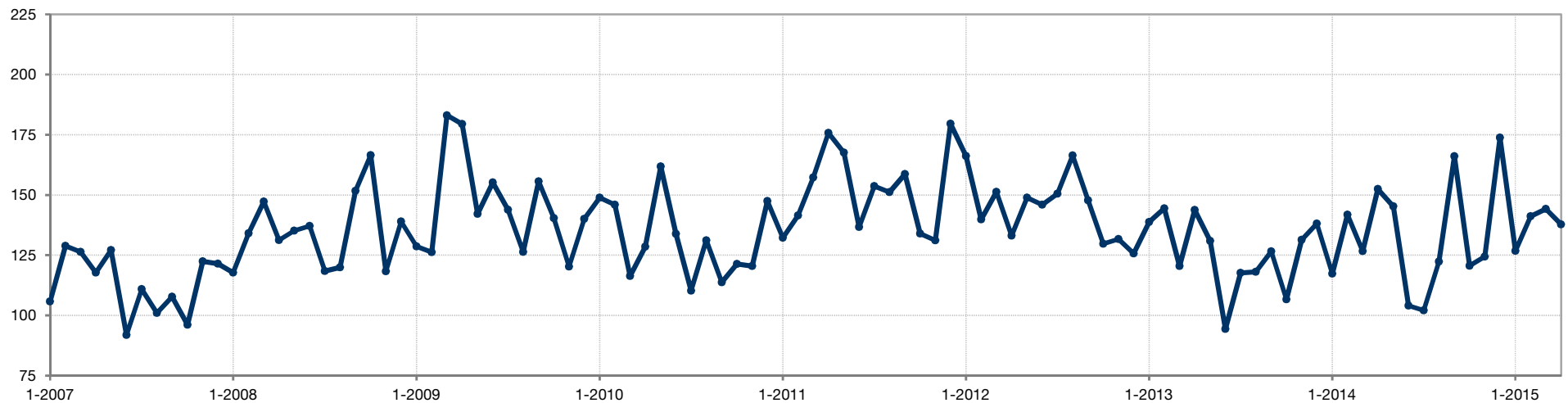


Year To Date



Month	Prior Year	Current Year	+ / -
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	+13.8%
April	153	138	-9.7%
12-Month Avg	123	133	+8.0%

Historical Market Times

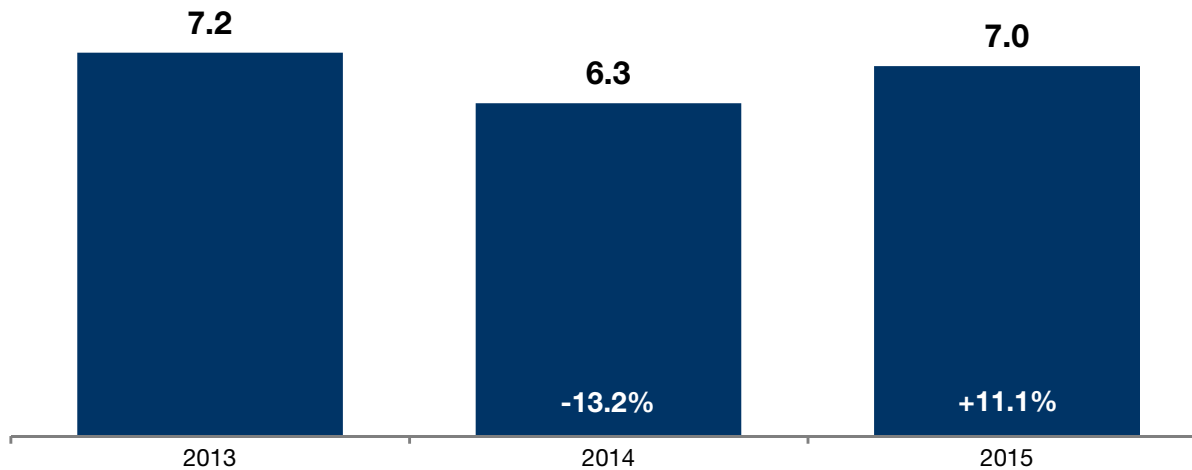


Months Supply of Inventory

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.



April



Month	Prior Year	Current Year	+ / -
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	+14.5%
November	6.2	7.4	+20.0%
December	5.7	6.7	+18.5%
January	5.7	6.6	+14.9%
February	5.9	6.5	+11.0%
March	5.9	6.6	+12.5%
April	6.3	7.0	+11.1%
12-Month Avg	6.5	7.0	+7.3%

Historical Months Supply of Inventory

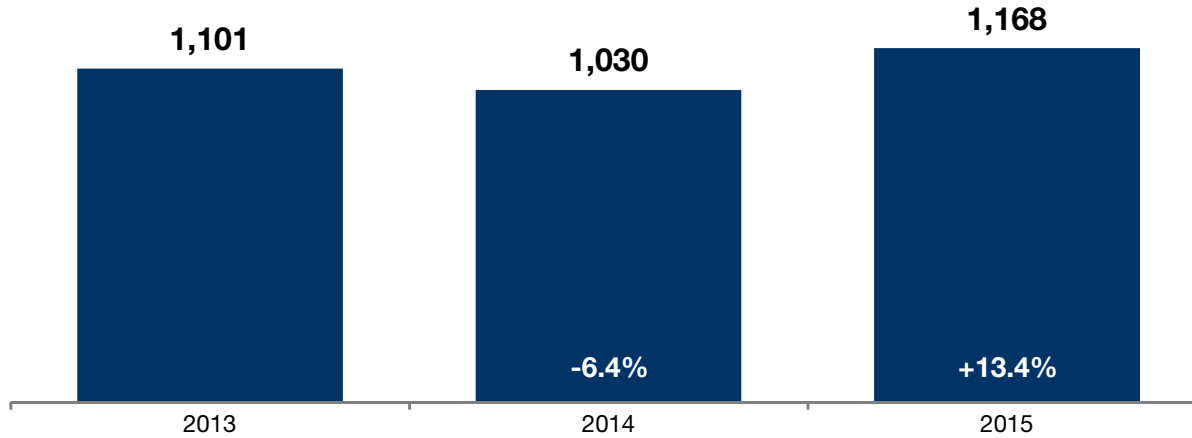


Inventory of Homes for Sale

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



April



Month	Prior Year	Current Year	+ / -
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	1,224	+9.2%
November	1,038	1,164	+12.1%
December	957	1,063	+11.1%
January	953	1,054	+10.6%
February	961	1,055	+9.8%
March	968	1,091	+12.7%
April	1,030	1,168	+13.4%
12-Month Avg	1,066	1,114	+5.0%

Historical Inventory of Homes for Sale

