

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
FOR MEMBERS OF THE HEARTLAND REALTOR® ORGANIZATION
RESIDENTIAL REAL ESTATE ACTIVITY ONLY



December 2018

Home prices were consistently up again in most markets in 2018 but at reduced levels compared to recent years. High demand for few homes for sale fueled price increases, but evidence is mounting that inventory will finally improve in 2019. This may apply some downward pressure on prices for beleaguered home buyers. A fourth interest rate hike by the Federal Reserve in 2018 spooked the stock market to close out the year. The Fed has indicated that the number of rate increases in 2019 will be halved, which may be of little comfort to an already compressed consumer.

New Listings in McHenry County increased 3.3 percent to 284. Listings Under Contract were down 0.4 percent to 262. Inventory levels fell 5.8 percent to 1,304 units.

Prices continued to gain traction. The Median Sales Price increased 6.0 percent to \$212,000. Market Times were down 8.1 percent to 82 days. Sellers were encouraged as Months Supply of Inventory was down 6.7 percent to 2.6 months.

Unemployment rates remained remarkably low again in 2018, and wages continued to improve for many U.S. households. It is generally good for all parties involved in real estate transactions when wages grow, but the percentage of increase, on average, has not kept pace with home price increases. This created an affordability crux in the second half of 2018. Housing affordability will remain an important storyline in 2019.

Quick Facts

- 8.7%

+ 6.0%

- 5.8%

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.



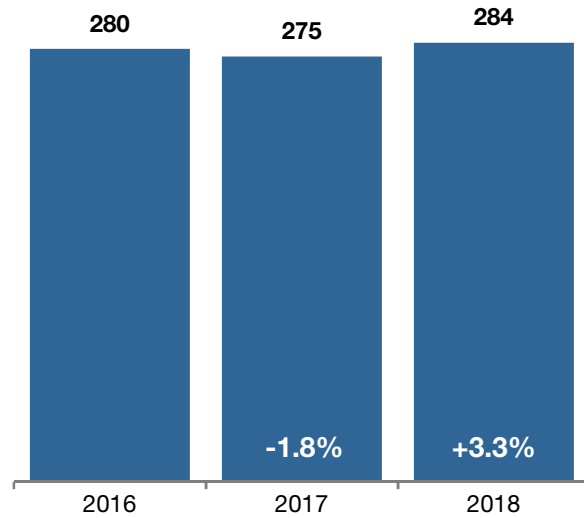
Key Metrics	Historical Sparklines	12-2017	12-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		275	284	+ 3.3%	8,670	9,221	+ 6.4%
Closed Sales		413	377	- 8.7%	6,011	6,003	- 0.1%
Under Contract (Contingent and Pending)		263	262	- 0.4%	5,958	6,014	+ 0.9%
Median Sales Price		\$200,000	\$212,000	+ 6.0%	\$205,000	\$218,900	+ 6.8%
Average Sales Price		\$222,952	\$230,036	+ 3.2%	\$218,447	\$231,671	+ 6.1%
Average List Price		\$231,102	\$238,869	+ 3.4%	\$256,861	\$265,905	+ 3.5%
Percent of Original List Price Received		94.2%	94.1%	- 0.1%	95.1%	95.8%	+ 0.8%
Housing Affordability Index		139	125	- 10.1%	136	121	- 11.0%
Market Time		90	82	- 8.1%	83	74	- 10.4%
Months Supply of Homes for Sale		2.8	2.6	- 6.7%	--	--	--
Inventory of Homes for Sale		1,384	1,304	- 5.8%	--	--	--

New Listings

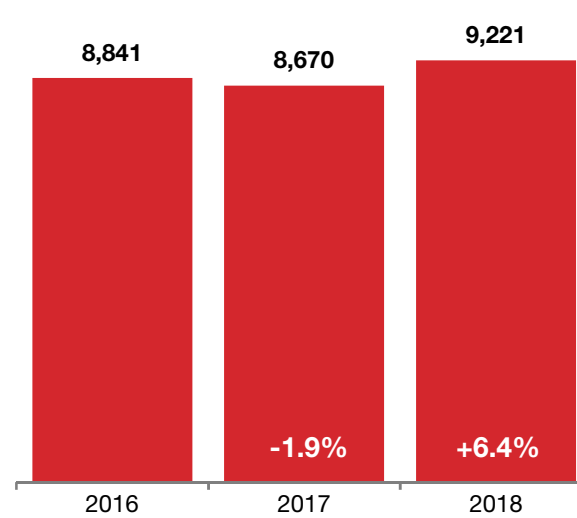
A count of the properties that have been newly listed on the market in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	553	563	+1.8%
February	735	634	-13.7%
March	923	904	-2.1%
April	862	992	+15.1%
May	1,006	1,082	+7.6%
June	971	1,039	+7.0%
July	823	1,001	+21.6%
August	767	887	+15.6%
September	715	705	-1.4%
October	615	642	+4.4%
November	425	488	+14.8%
December	275	284	+3.3%
12-Month Avg	723	768	+6.4%

Historical New Listing Activity

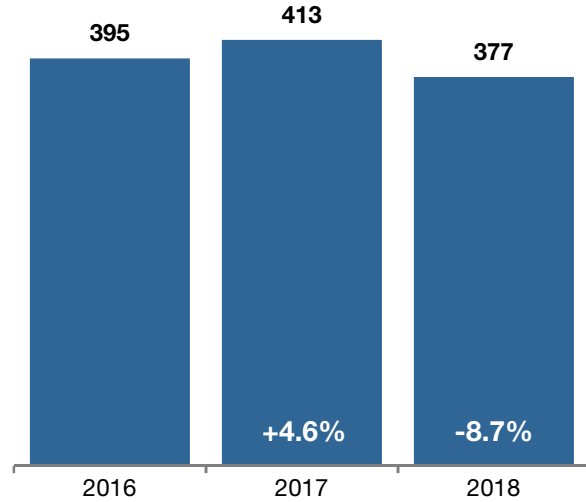


Closed Sales

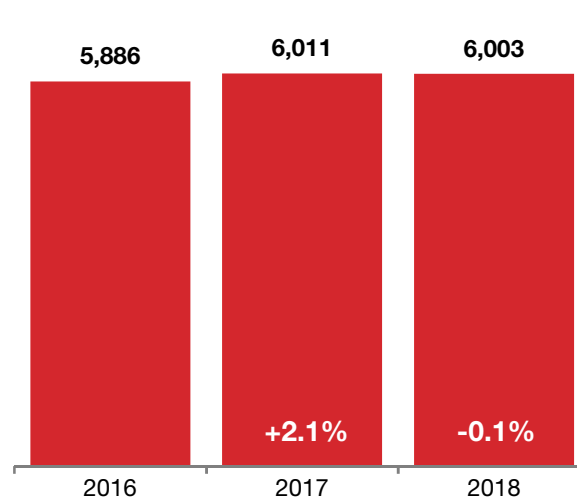
A count of the actual sales that have closed in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	282	238	-15.6%
February	306	289	-5.6%
March	498	474	-4.8%
April	523	556	+6.3%
May	654	649	-0.8%
June	755	678	-10.2%
July	573	635	+10.8%
August	618	610	-1.3%
September	500	504	+0.8%
October	469	516	+10.0%
November	420	477	+13.6%
December	413	377	-8.7%
12-Month Avg	501	500	-0.5%

Historical Closed Sales Activity

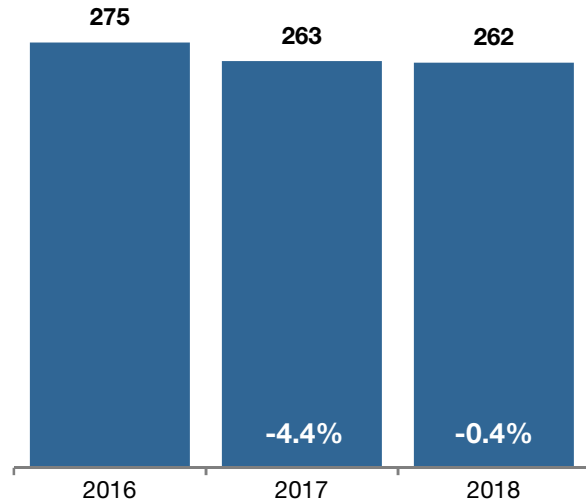


Under Contract

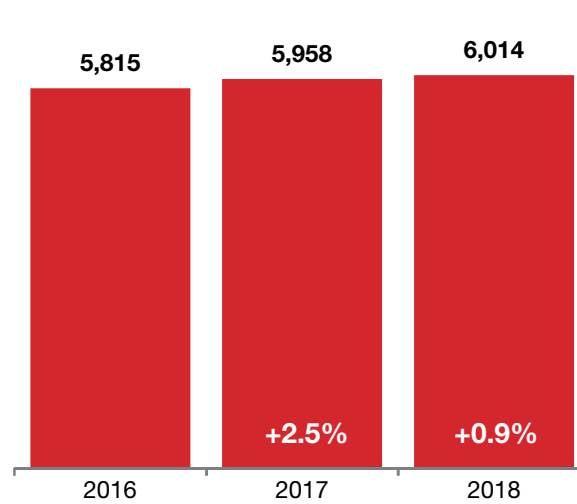
A count of the properties in either a contingent or pending status in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	379	397	+4.7%
February	528	426	-19.3%
March	629	639	+1.6%
April	626	659	+5.3%
May	694	651	-6.2%
June	585	583	-0.3%
July	505	599	+18.6%
August	520	536	+3.1%
September	456	453	-0.7%
October	418	445	+6.5%
November	355	364	+2.5%
December	263	262	-0.4%
12-Month Avg	497	501	+0.9%

Historical Under Contract Activity

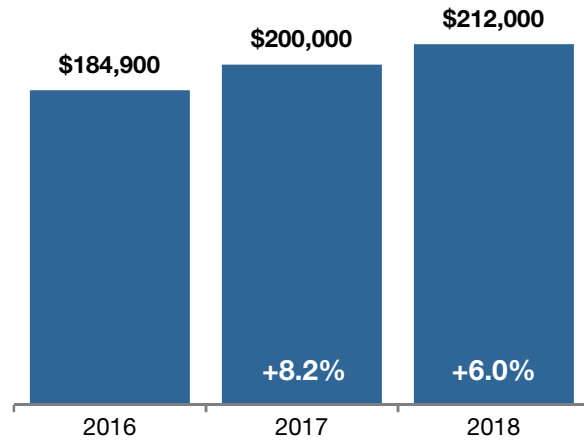


Median Sales Price

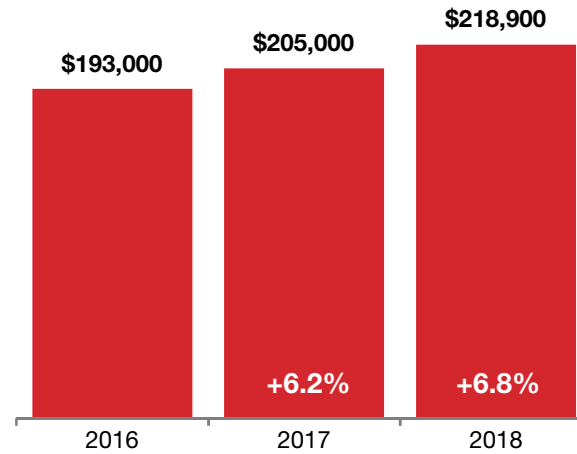
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

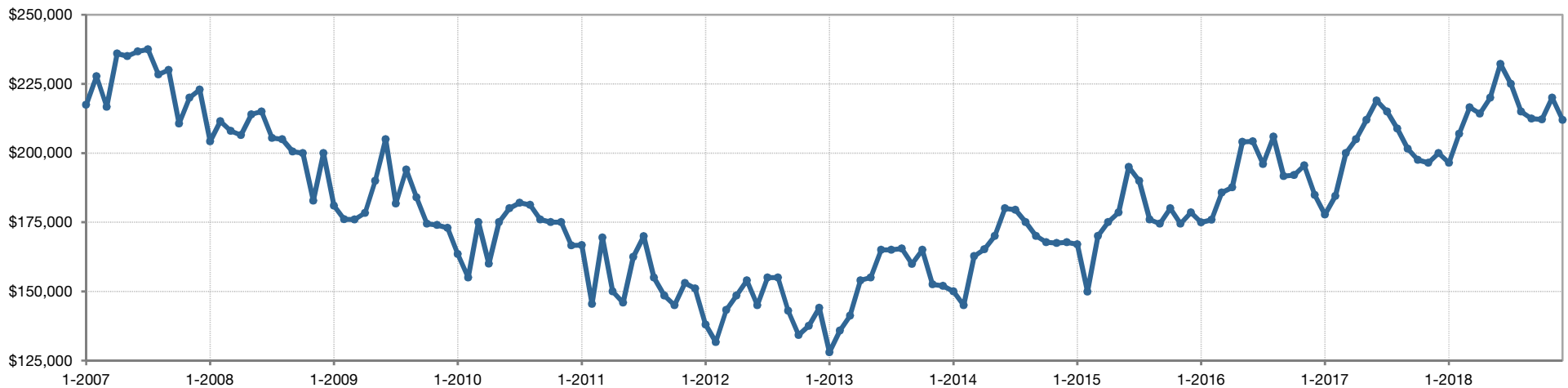


Year To Date



Month	Prior Year	Current Year	+ / -
January	\$177,800	\$196,450	+10.5%
February	\$184,500	\$207,000	+12.2%
March	\$200,000	\$216,500	+8.3%
April	\$205,000	\$214,250	+4.5%
May	\$212,000	\$220,000	+3.8%
June	\$219,000	\$232,250	+6.1%
July	\$215,000	\$225,000	+4.7%
August	\$208,900	\$215,000	+2.9%
September	\$201,625	\$212,500	+5.4%
October	\$197,500	\$212,165	+7.4%
November	\$196,500	\$220,000	+12.0%
December	\$200,000	\$212,000	+6.0%
12-Month Med	\$205,000	\$218,900	+6.8%

Historical Median Sales Price

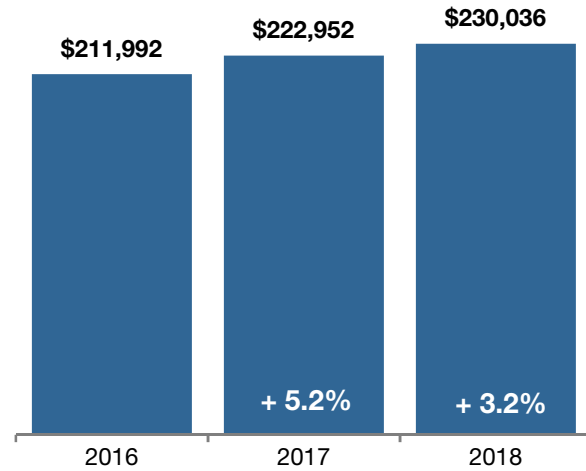


Average Sales Price

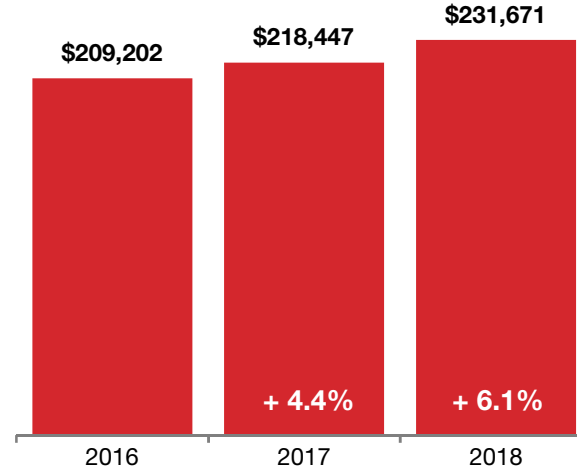
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	\$198,828	\$213,618	+7.4%
February	\$196,359	\$214,982	+9.5%
March	\$210,024	\$228,890	+9.0%
April	\$216,397	\$228,301	+5.5%
May	\$224,464	\$232,362	+3.5%
June	\$228,501	\$244,061	+6.8%
July	\$229,913	\$239,992	+4.4%
August	\$226,586	\$231,123	+2.0%
September	\$211,350	\$224,615	+6.3%
October	\$216,860	\$232,078	+7.0%
November	\$210,989	\$236,862	+12.3%
December	\$222,952	\$230,036	+3.2%
12-Month Avg	\$218,447	\$231,671	+6.1%

Historical Average Sales Price

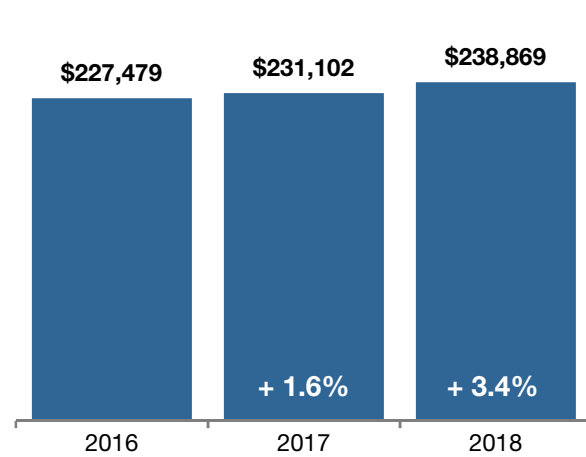


Average List Price

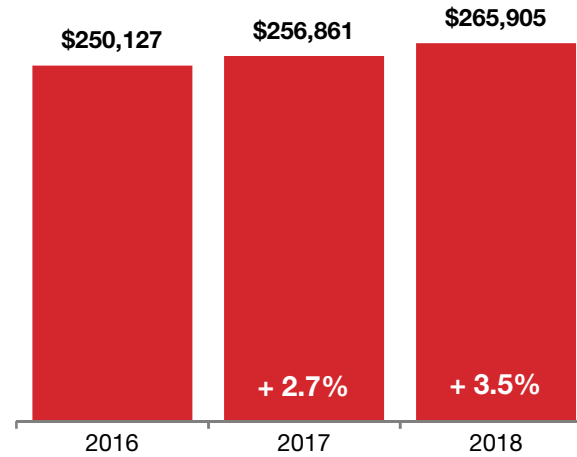
Average list price for all new listings in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	\$243,418	\$264,536	+8.7%
February	\$256,460	\$276,303	+7.7%
March	\$265,048	\$265,634	+0.2%
April	\$255,242	\$273,743	+7.2%
May	\$267,801	\$273,079	+2.0%
June	\$271,286	\$260,922	-3.8%
July	\$259,624	\$278,502	+7.3%
August	\$246,460	\$259,489	+5.3%
September	\$253,756	\$262,752	+3.5%
October	\$251,085	\$253,439	+0.9%
November	\$244,993	\$255,731	+4.4%
December	\$231,102	\$238,869	+3.4%
12-Month Avg	\$256,861	\$265,905	+3.5%

Historical Average List Price

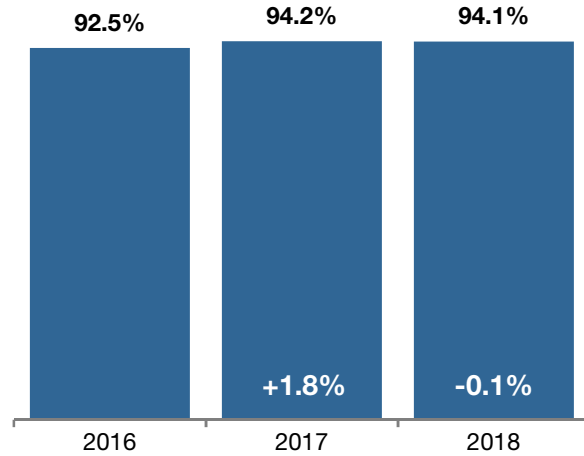


Percent of Original List Price Received

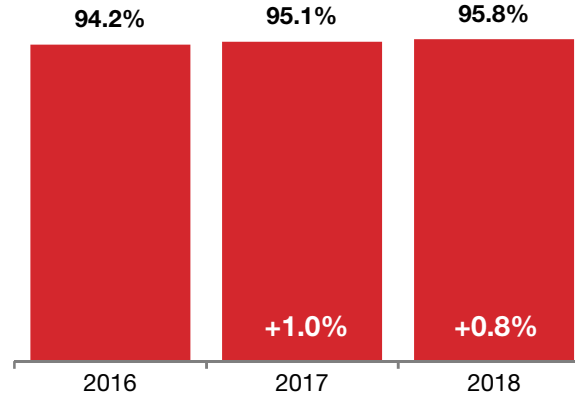


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December



Year To Date



Month	Prior Year	Current Year	+ / -
January	91.6%	93.7%	+2.3%
February	93.4%	94.7%	+1.4%
March	94.6%	95.4%	+0.8%
April	95.2%	96.7%	+1.6%
May	95.5%	97.0%	+1.5%
June	96.3%	97.2%	+1.0%
July	96.4%	96.7%	+0.4%
August	96.2%	96.0%	-0.2%
September	95.2%	95.3%	+0.0%
October	94.4%	94.9%	+0.5%
November	94.3%	95.0%	+0.7%
December	94.2%	94.1%	-0.1%
12-Month Avg	95.1%	95.8%	+0.8%

Historical Percent of Original List Price Received

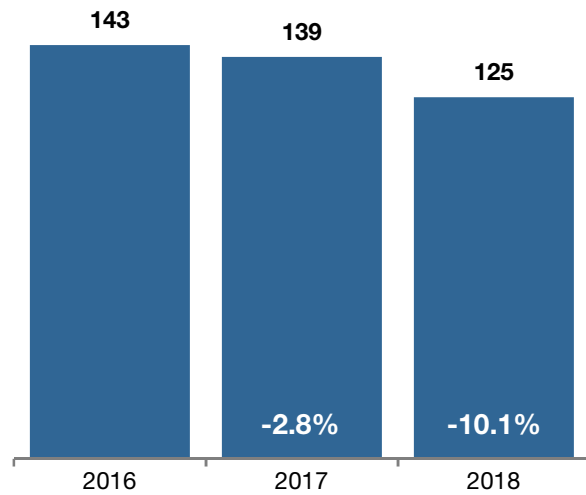


Housing Affordability Index

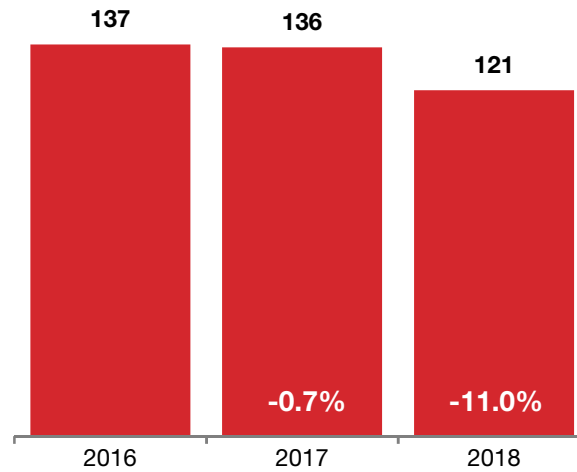


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

December



Year To Date



Month	Prior Year	Current Year	+ / -
January	154	139	-9.7%
February	149	131	-12.1%
March	137	125	-8.8%
April	136	124	-8.8%
May	132	121	-8.3%
June	127	114	-10.2%
July	130	118	-9.2%
August	134	123	-8.2%
September	139	125	-10.1%
October	141	125	-11.3%
November	141	120	-14.9%
December	139	125	-10.1%
12-Month Avg	138	124	-10.1%

Historical Housing Affordability Index

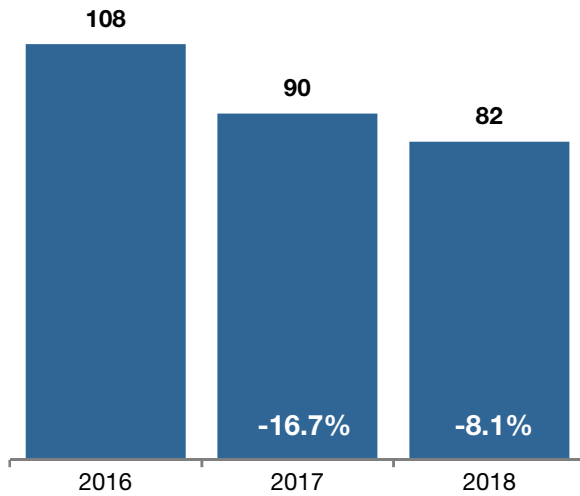


Market Time

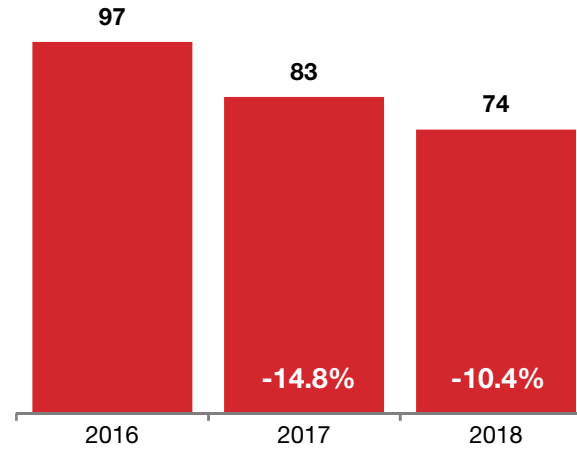
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year To Date



Month	Prior Year	Current Year	+ / -
January	115	104	-9.6%
February	120	116	-3.2%
March	105	94	-10.3%
April	95	83	-12.2%
May	85	80	-5.6%
June	75	54	-28.8%
July	57	62	+9.7%
August	61	61	+0.2%
September	69	59	-14.5%
October	79	72	-8.8%
November	88	72	-18.6%
December	90	82	-8.1%
12-Month Avg	83	74	-10.4%

Historical Market Times

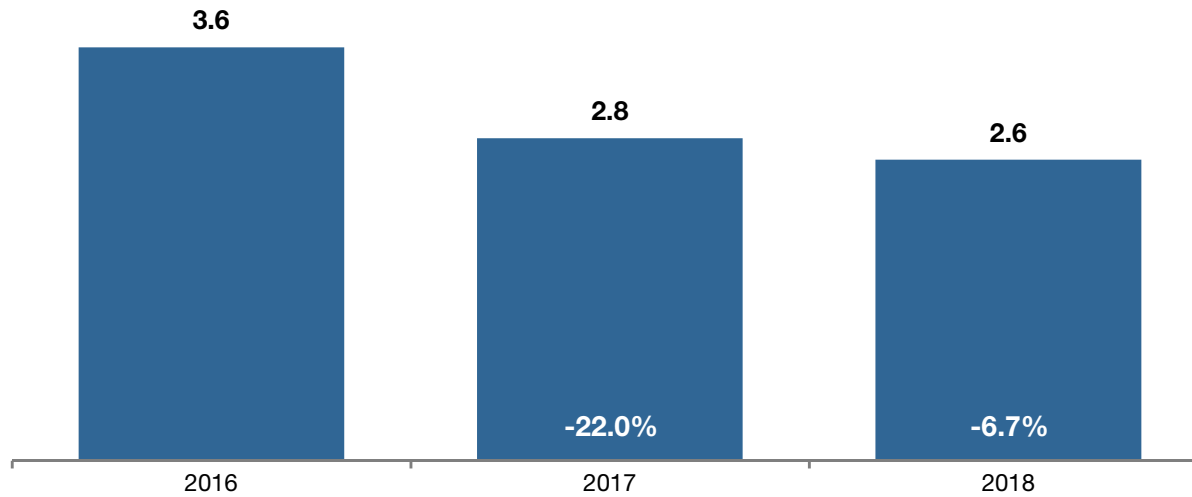


Months Supply of Inventory

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.

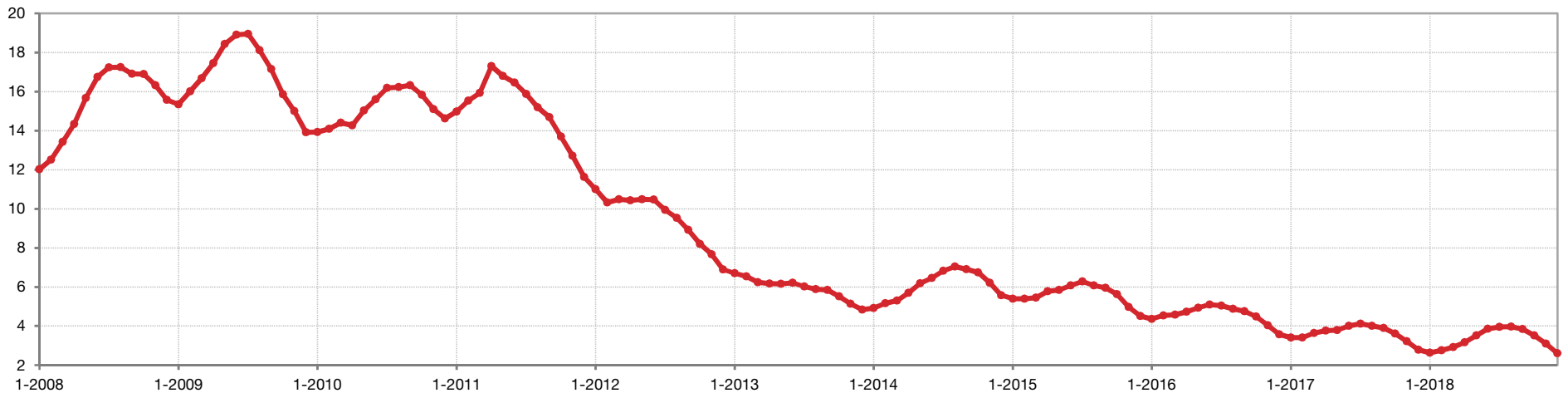


December



Month	Prior Year	Current Year	+ / -
January	3.4	2.6	-22.7%
February	3.4	2.8	-18.9%
March	3.6	2.9	-19.9%
April	3.8	3.2	-15.8%
May	3.8	3.5	-7.1%
June	4.0	3.9	-3.7%
July	4.1	4.0	-4.0%
August	4.0	4.0	-1.1%
September	3.9	3.8	-1.2%
October	3.6	3.5	-2.5%
November	3.2	3.1	-3.5%
December	2.8	2.6	-6.7%
12-Month Avg	3.6	3.3	-8.7%

Historical Months Supply of Inventory

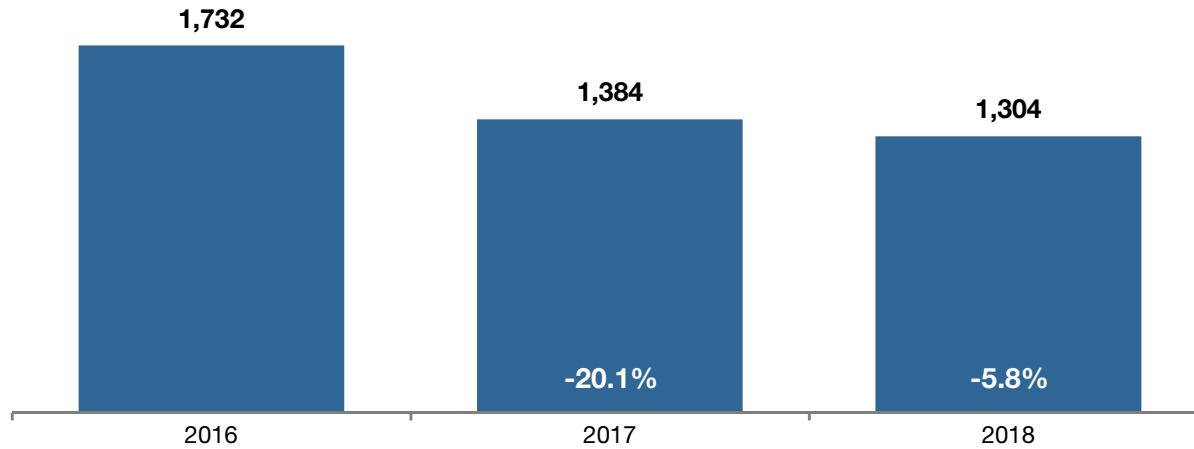


Inventory of Homes for Sale

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



December



Month	Prior Year	Current Year	+ / -
January	1,661	1,310	-21.1%
February	1,681	1,351	-19.6%
March	1,797	1,430	-20.4%
April	1,844	1,559	-15.5%
May	1,881	1,720	-8.6%
June	1,986	1,890	-4.8%
July	2,026	1,966	-3.0%
August	1,972	1,975	+0.2%
September	1,921	1,917	-0.2%
October	1,784	1,759	-1.4%
November	1,598	1,554	-2.8%
December	1,384	1,304	-5.8%
12-Month Avg	1,795	1,645	-8.6%

Historical Inventory of Homes for Sale

