

Monthly Indicators

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



September 2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

New Listings in McHenry County decreased 1.3 percent to 706. Listings Under Contract were up 2.0 percent to 465. Inventory levels fell 2.0 percent to 1,882 units.

Prices continued to gain traction. The Median Sales Price increased 5.4 percent to \$212,500. Market Times were down 14.1 percent to 60 days. Sellers were encouraged as Months Supply of Inventory was down 3.5 percent to 3.8 months.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

Quick Facts

- 0.4%

+ 5.4%

- 2.0%

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.



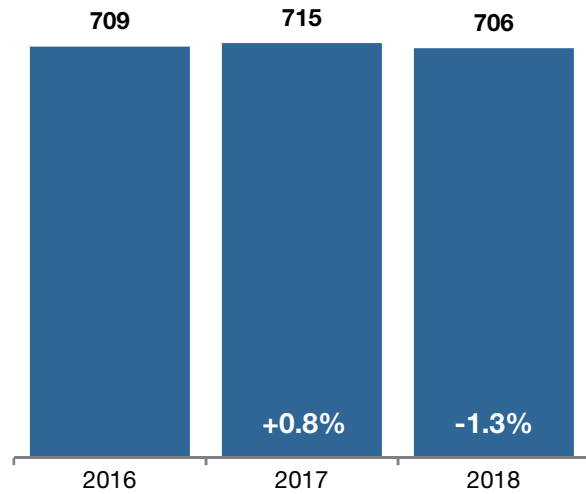
Key Metrics	Historical Sparklines	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		715	706	- 1.3%	7,355	7,805	+ 6.1%
Closed Sales		500	498	- 0.4%	4,709	4,625	- 1.8%
Under Contract (Contingent and Pending)		456	465	+ 2.0%	4,923	4,974	+ 1.0%
Median Sales Price		\$201,625	\$212,500	+ 5.4%	\$205,000	\$220,000	+ 7.3%
Average Sales Price		\$211,350	\$225,079	+ 6.5%	\$218,875	\$231,311	+ 5.7%
Average List Price		\$253,805	\$265,684	+ 4.7%	\$258,987	\$269,188	+ 3.9%
Percent of Original List Price Received		95.2%	95.3%	+ 0.1%	95.3%	96.1%	+ 0.9%
Housing Affordability Index		139	125	- 10.1%	137	120	- 12.4%
Market Time		69	60	- 14.1%	82	74	- 9.8%
Months Supply of Homes for Sale		3.9	3.8	- 3.5%	--	--	--
Inventory of Homes for Sale		1,920	1,882	- 2.0%	--	--	--

New Listings

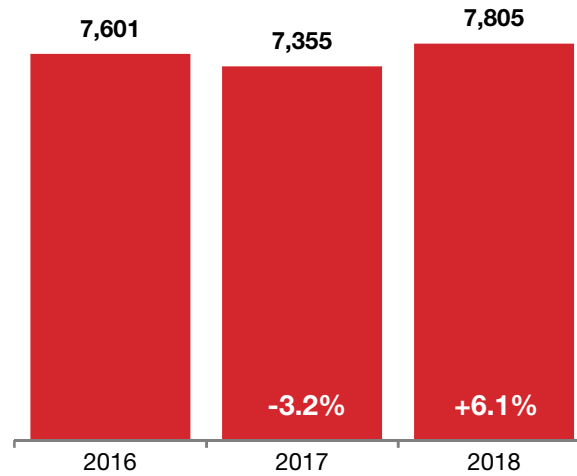
A count of the properties that have been newly listed on the market in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	559	615	+10.0%
November	401	425	+6.0%
December	280	275	-1.8%
January	553	563	+1.8%
February	735	634	-13.7%
March	923	903	-2.2%
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	885	+15.4%
September	715	706	-1.3%
12-Month Avg	716	760	+6.1%

Historical New Listing Activity

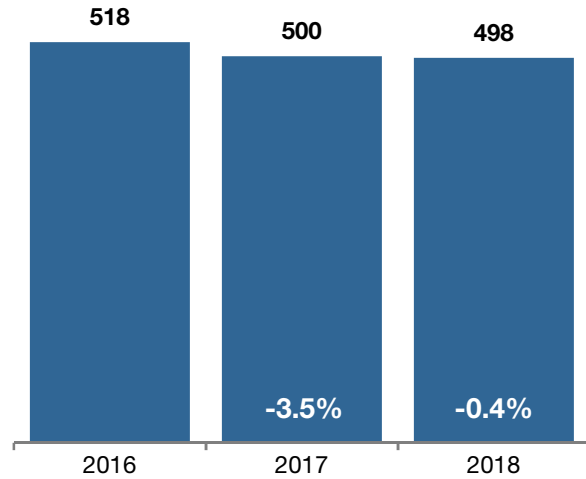


Closed Sales

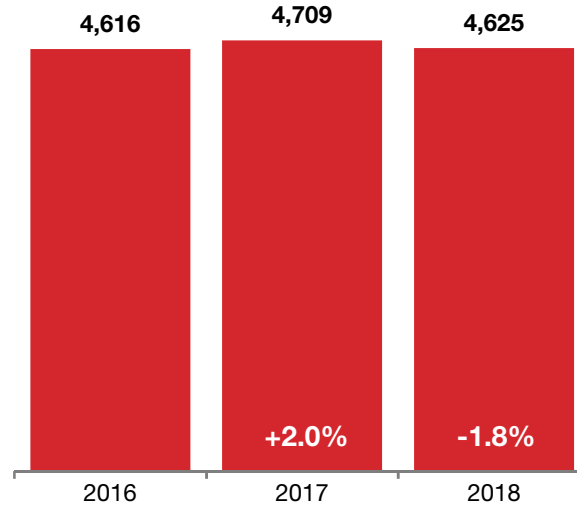
A count of the actual sales that have closed in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	478	469	-1.9%
November	397	420	+5.8%
December	395	413	+4.6%
January	282	238	-15.6%
February	306	289	-5.6%
March	498	473	-5.0%
April	523	556	+6.3%
May	654	649	-0.8%
June	755	678	-10.2%
July	573	634	+10.6%
August	618	610	-1.3%
September	500	498	-0.4%
12-Month Avg	498	494	-1.1%

Historical Closed Sales Activity

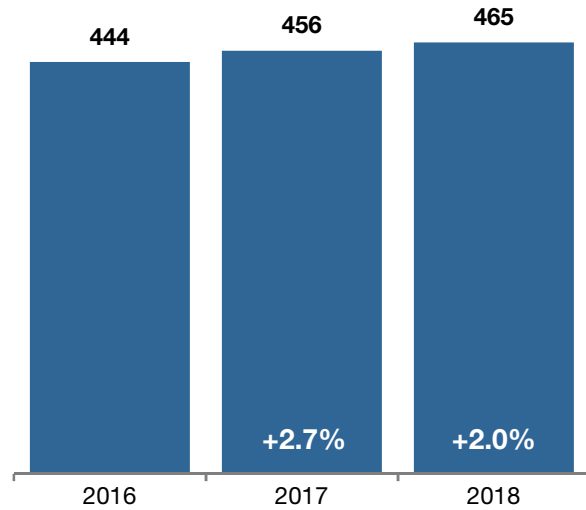


Under Contract

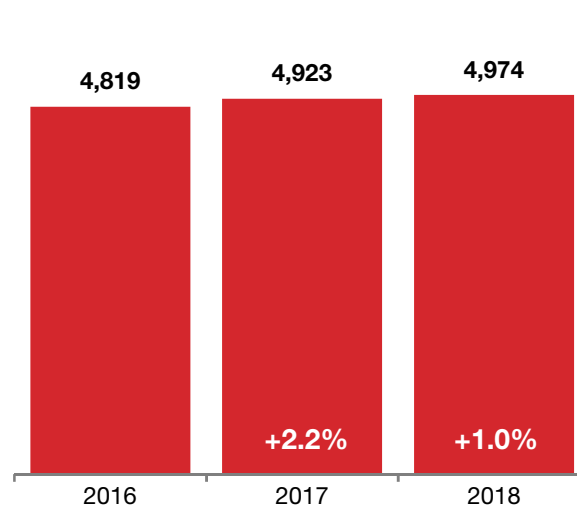
A count of the properties in either a contingent or pending status in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	399	418	+4.8%
November	322	356	+10.6%
December	275	263	-4.4%
January	379	396	+4.5%
February	528	425	-19.5%
March	629	640	+1.7%
April	626	657	+5.0%
May	694	655	-5.6%
June	585	585	0.0%
July	505	604	+19.6%
August	521	547	+5.0%
September	456	465	+2.0%
12-Month Avg	493	501	+1.6%

Historical Under Contract Activity

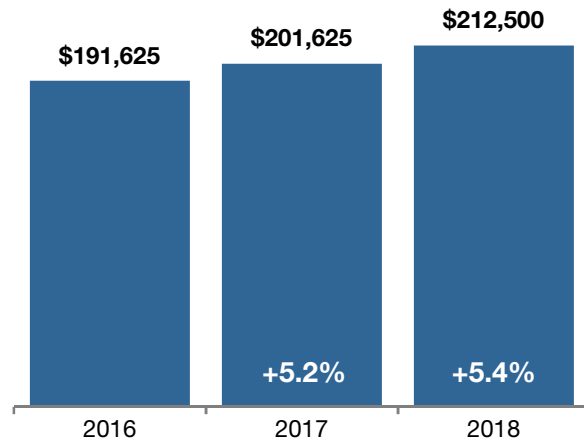


Median Sales Price

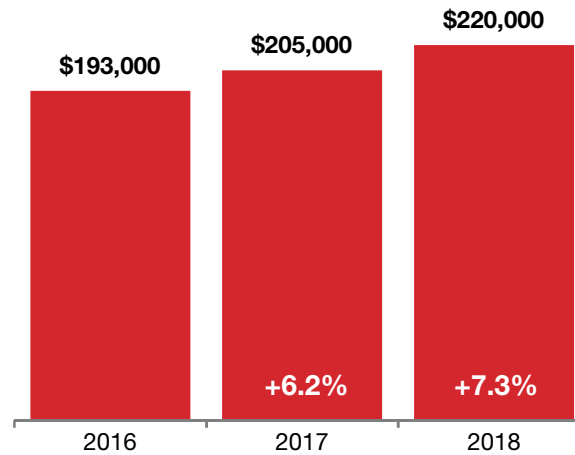
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

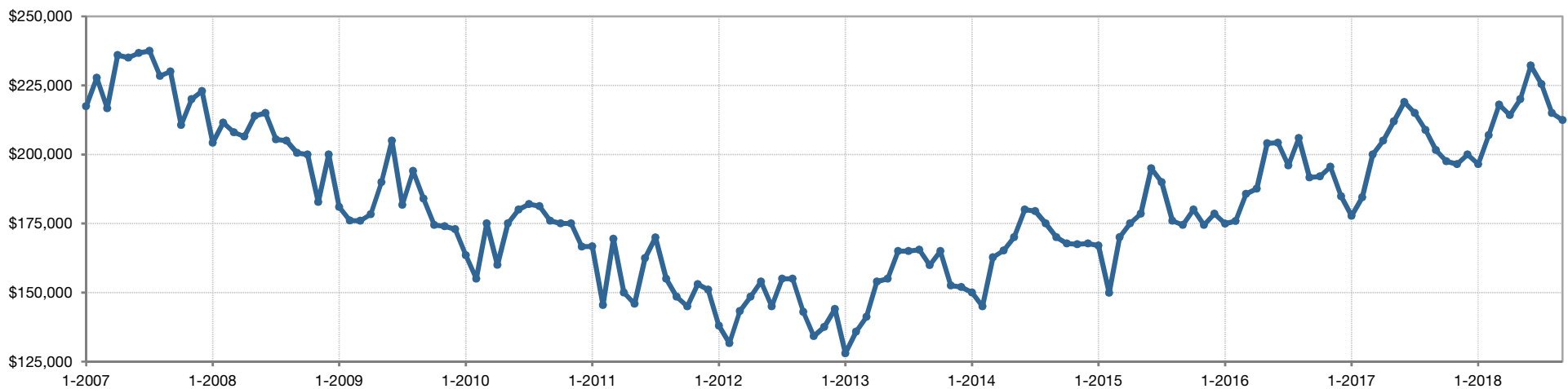


Year To Date



Month	Prior Year	Current Year	+ / -
October	\$192,000	\$197,500	+2.9%
November	\$195,500	\$196,500	+0.5%
December	\$184,900	\$200,000	+8.2%
January	\$177,800	\$196,450	+10.5%
February	\$184,500	\$207,000	+12.2%
March	\$200,000	\$218,000	+9.0%
April	\$205,000	\$214,250	+4.5%
May	\$212,000	\$220,000	+3.8%
June	\$219,000	\$232,250	+6.1%
July	\$215,000	\$225,500	+4.9%
August	\$208,900	\$215,000	+2.9%
September	\$201,625	\$212,500	+5.4%
12-Month Med	\$204,000	\$215,000	+5.4%

Historical Median Sales Price

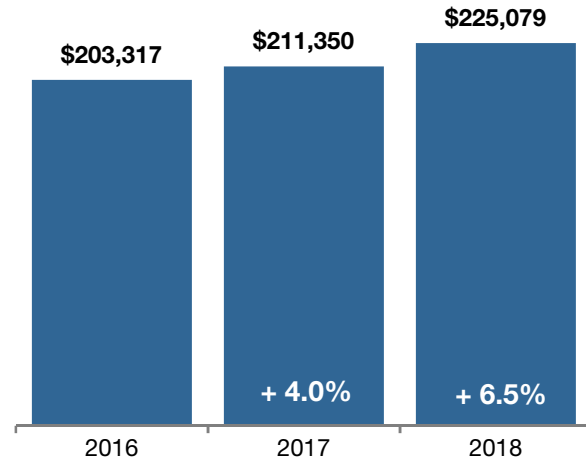


Average Sales Price

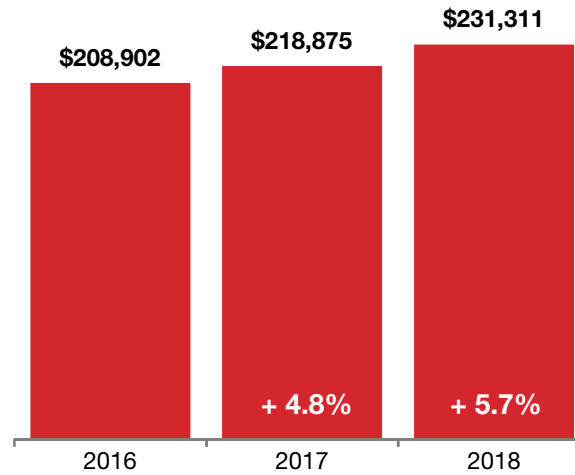
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	\$211,626	\$216,860	+2.5%
November	\$207,002	\$210,989	+1.9%
December	\$211,992	\$222,952	+5.2%
January	\$198,828	\$213,618	+7.4%
February	\$196,359	\$214,982	+9.5%
March	\$210,024	\$228,962	+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	\$240,150	+4.5%
August	\$226,586	\$231,123	+2.0%
September	\$211,350	\$225,079	+6.5%
12-Month Avg	\$217,052	\$228,145	+5.1%

Historical Average Sales Price

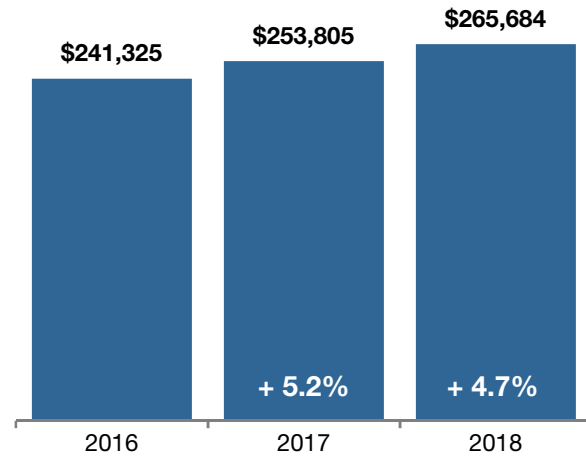


Average List Price

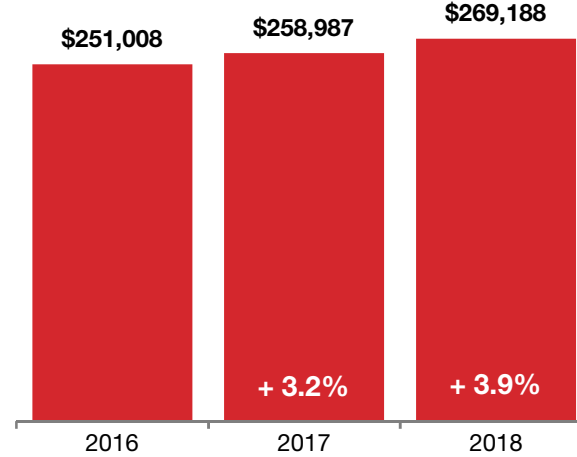
Average list price for all new listings in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	\$268,402	\$251,111	-6.4%
November	\$223,509	\$244,993	+9.6%
December	\$227,479	\$231,140	+1.6%
January	\$243,418	\$264,622	+8.7%
February	\$256,460	\$276,438	+7.8%
March	\$265,048	\$265,779	+0.3%
April	\$255,242	\$273,725	+7.2%
May	\$267,835	\$273,300	+2.0%
June	\$271,286	\$261,544	-3.6%
July	\$259,624	\$279,212	+7.5%
August	\$246,457	\$260,679	+5.8%
September	\$253,805	\$265,684	+4.7%
12-Month Avg	\$256,928	\$265,718	+3.4%

Historical Average List Price



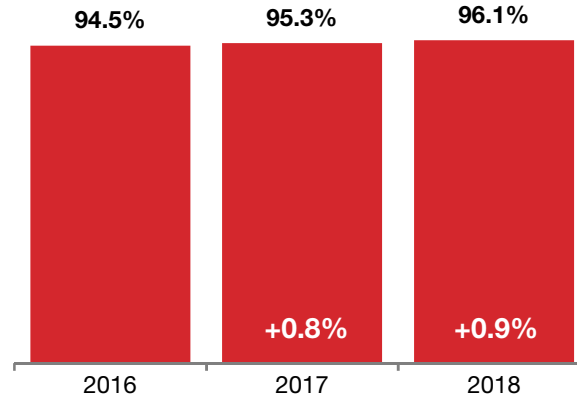
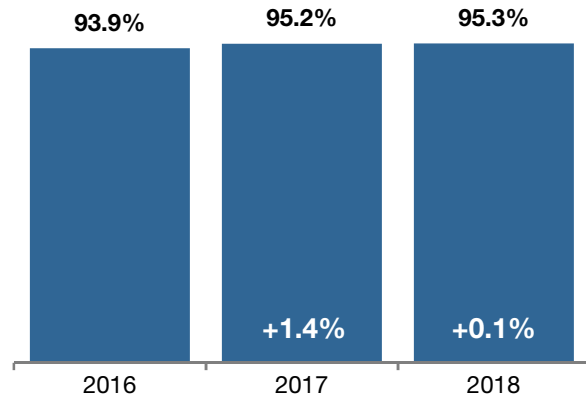
Percent of Original List Price Received



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.

September

Year To Date



Month	Prior Year	Current Year	+ / -
October	93.5%	94.4%	+1.0%
November	92.9%	94.3%	+1.6%
December	92.5%	94.2%	+1.8%
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%	+0.1%
12-Month Avg	94.8%	95.7%	+1.0%

Historical Percent of Original List Price Received

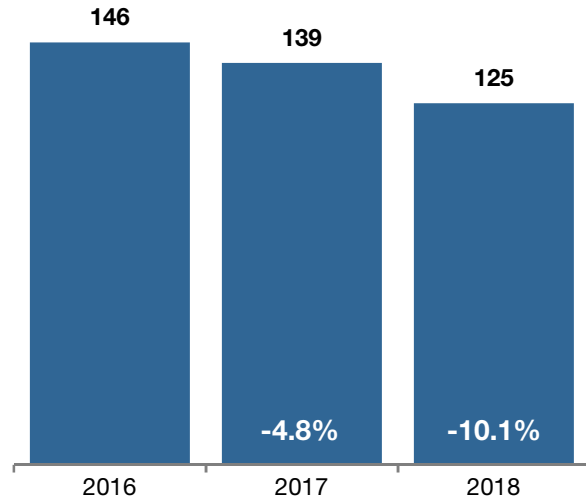


Housing Affordability Index

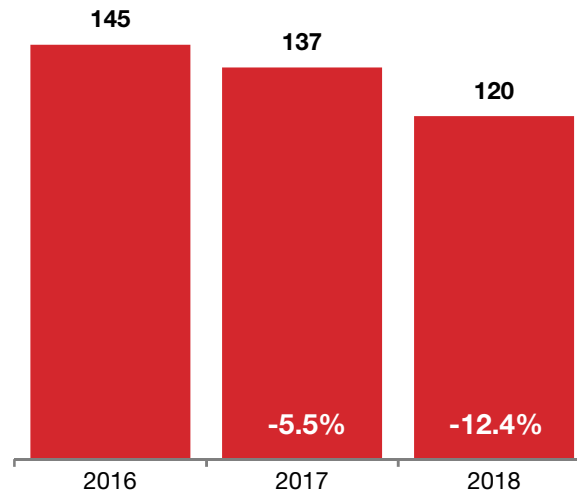


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

September



Year To Date



Month	Prior Year	Current Year	+ / -
October	146	141	-3.4%
November	139	141	+1.4%
December	143	139	-2.8%
January	154	139	-9.7%
February	149	131	-12.1%
March	137	124	-9.5%
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%
12-Month Avg	139	128	-7.6%

Historical Housing Affordability Index

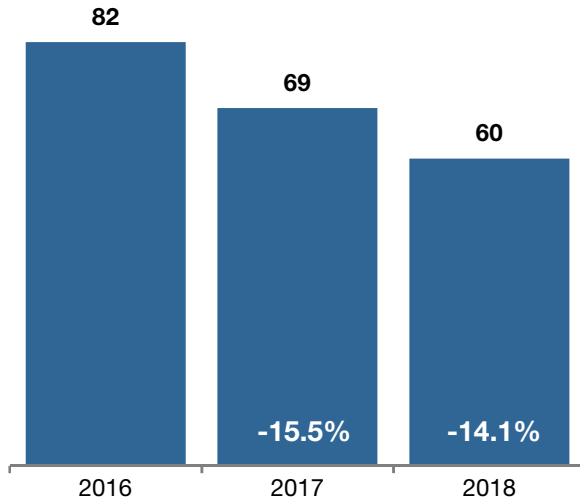


Market Time

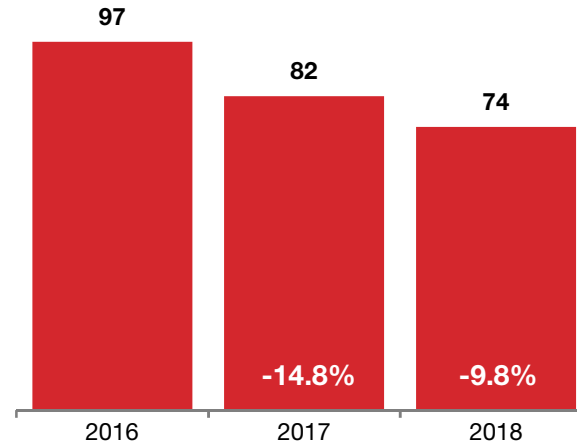
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October	87	79	-9.7%
November	109	88	-19.1%
December	108	90	-16.7%
January	115	104	-9.6%
February	120	116	-3.2%
March	105	94	-10.2%
April	95	83	-12.2%
May	85	80	-5.6%
June	75	54	-28.8%
July	57	63	+9.9%
August	61	61	+0.2%
September	69	60	-14.1%
12-Month Avg	86	77	-11.0%

Historical Market Times

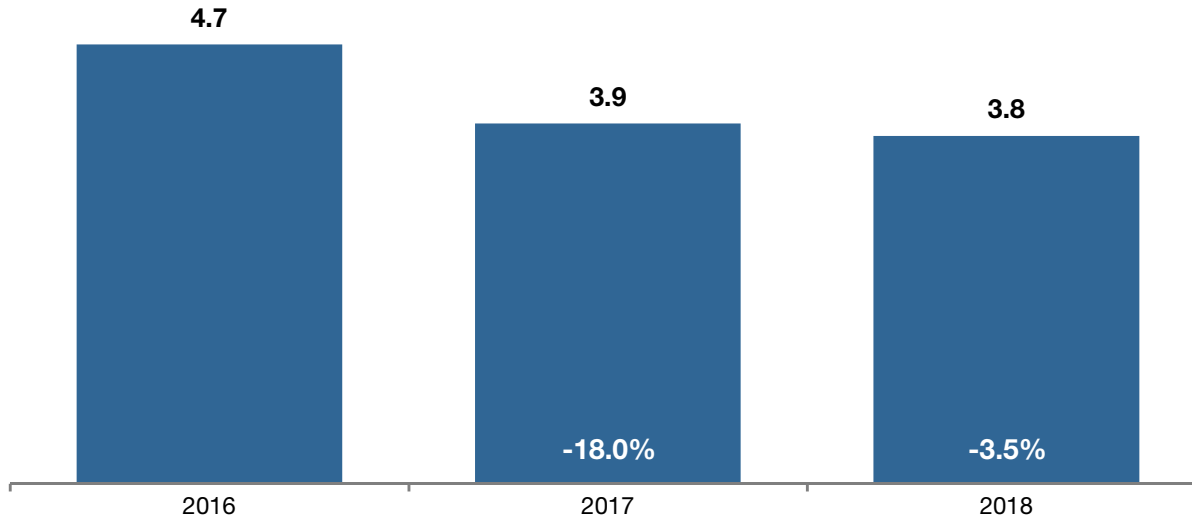


Months Supply of Inventory

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.



September



Month	Prior Year	Current Year	+ / -
October	4.5	3.6	-19.6%
November	4.0	3.2	-20.4%
December	3.6	2.8	-22.1%
January	3.4	2.6	-22.8%
February	3.4	2.8	-18.9%
March	3.6	2.9	-20.1%
April	3.8	3.2	-15.8%
May	3.8	3.5	-7.4%
June	4.0	3.8	-4.1%
July	4.1	3.9	-4.7%
August	4.0	3.9	-2.6%
September	3.9	3.8	-3.5%
12-Month Avg	3.8	3.3	-13.3%

Historical Months Supply of Inventory

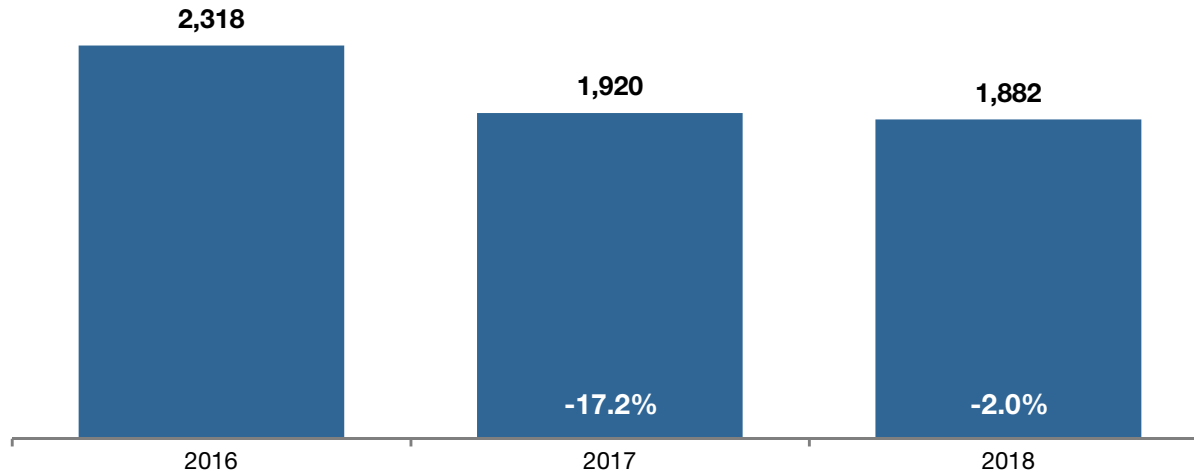


Inventory of Homes for Sale

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



September



Month	Prior Year	Current Year	+ / -
October	2,184	1,783	-18.4%
November	1,949	1,596	-18.1%
December	1,732	1,382	-20.2%
January	1,661	1,309	-21.2%
February	1,681	1,351	-19.6%
March	1,797	1,427	-20.6%
April	1,844	1,558	-15.5%
May	1,881	1,716	-8.8%
June	1,986	1,884	-5.1%
July	2,026	1,955	-3.5%
August	1,971	1,951	-1.0%
September	1,920	1,882	-2.0%
12-Month Avg	1,886	1,650	-12.8%

Historical Inventory of Homes for Sale

