

Monthly Indicators

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



April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings in McHenry County increased 14.3 percent to 985. Listings Under Contract were up 10.4 percent to 693. Inventory levels fell 19.9 percent to 1,474 units.

Prices continued to gain traction. The Median Sales Price increased 4.5 percent to \$214,250. Market Times were down 11.8 percent to 84 days. Sellers were encouraged as Months Supply of Inventory was down 21.1 percent to 3.0 months.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Quick Facts

+ 5.5%

Change in
Closed Sales

+ 4.5%

Change in
Median Sales Price

- 19.9%

Change in
Inventory

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Market Overview

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



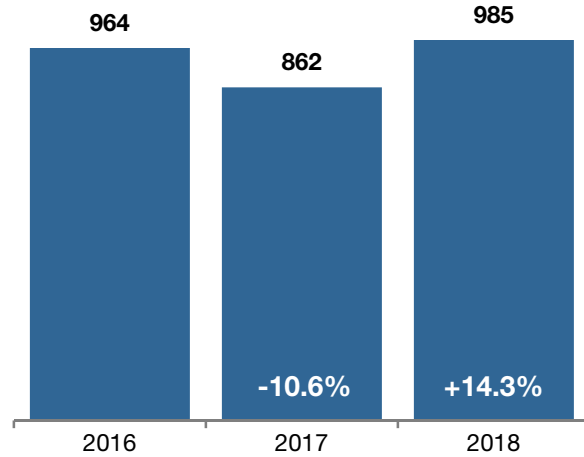
Key Metrics	Historical Sparklines	4-2017	4-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		862	985	+ 14.3%	3,073	3,083	+ 0.3%
Closed Sales		523	552	+ 5.5%	1,609	1,548	- 3.8%
Under Contract (Contingent and Pending)		628	693	+ 10.4%	2,165	2,172	+ 0.3%
Median Sales Price		\$205,000	\$214,250	+ 4.5%	\$195,000	\$212,000	+ 8.7%
Average Sales Price		\$216,397	\$228,502	+ 5.6%	\$207,535	\$223,861	+ 7.9%
Average List Price		\$255,242	\$278,780	+ 9.2%	\$256,394	\$273,198	+ 6.6%
Percent of Original List Price Received		95.2%	96.6%	+ 1.5%	94.1%	95.5%	+ 1.5%
Housing Affordability Index		136	128	- 5.9%	143	129	- 9.8%
Market Time		95	84	- 11.8%	106	96	- 9.6%
Months Supply of Homes for Sale		3.7	3.0	- 21.1%	--	--	--
Inventory of Homes for Sale		1,841	1,474	- 19.9%	--	--	--

New Listings

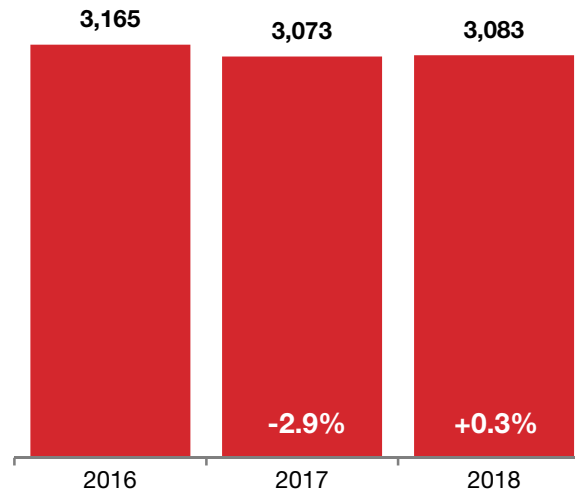
A count of the properties that have been newly listed on the market in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	1,026	1,006	-1.9%
June	1,039	971	-6.5%
July	842	823	-2.3%
August	820	767	-6.5%
September	709	713	+0.6%
October	559	615	+10.0%
November	401	424	+5.7%
December	280	273	-2.5%
January	553	562	+1.6%
February	735	633	-13.9%
March	923	903	-2.2%
April	862	985	+14.3%
12-Month Avg	729	723	-0.8%

Historical New Listing Activity

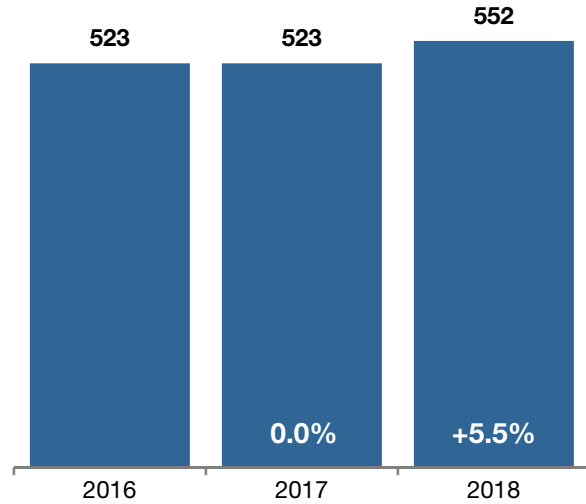


Closed Sales

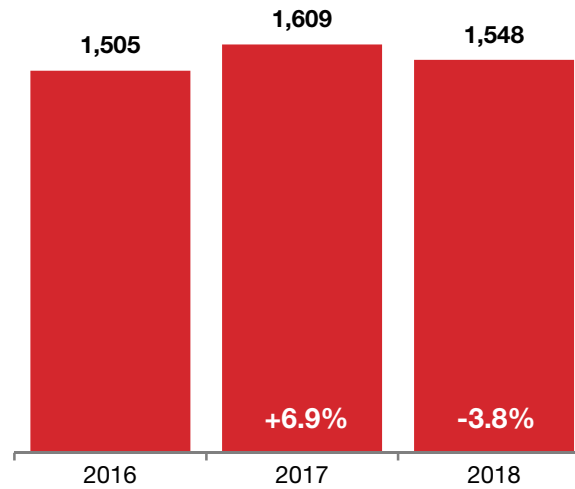
A count of the actual sales that have closed in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	597	654	+9.5%
June	722	755	+4.6%
July	649	573	-11.7%
August	625	618	-1.1%
September	518	500	-3.5%
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	469	-5.8%
April	523	552	+5.5%
12-Month Avg	499	496	-1.3%

Historical Closed Sales Activity

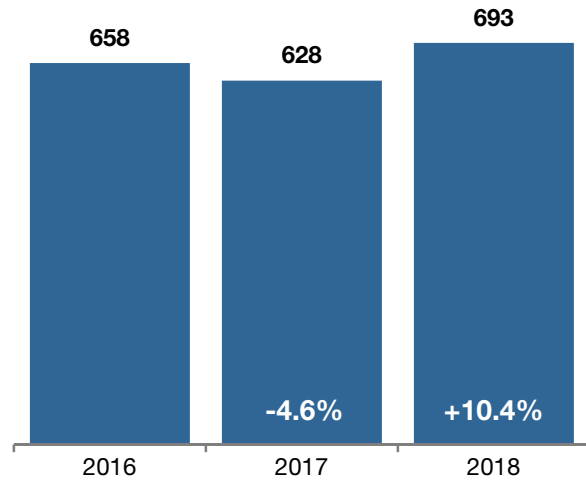


Under Contract

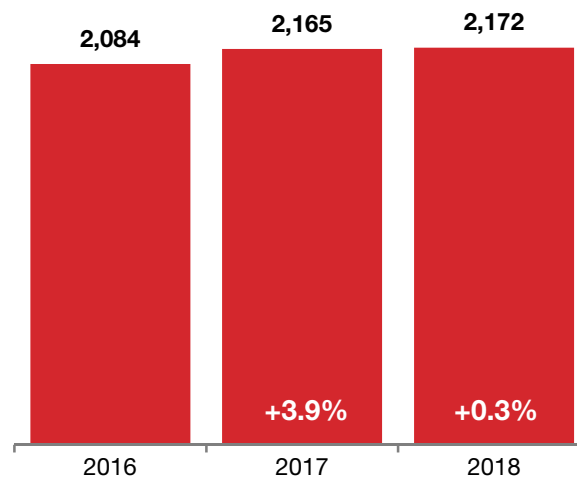
A count of the properties in either a contingent or pending status in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	619	694	+12.1%
June	611	586	-4.1%
July	546	505	-7.5%
August	515	522	+1.4%
September	444	459	+3.4%
October	399	419	+5.0%
November	322	358	+11.2%
December	275	265	-3.6%
January	379	401	+5.8%
February	529	428	-19.1%
March	629	650	+3.3%
April	628	693	+10.4%
12-Month Avg	491	498	+1.4%

Historical Under Contract Activity

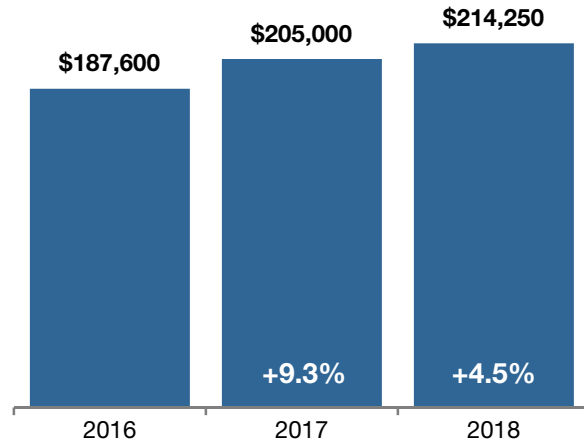


Median Sales Price

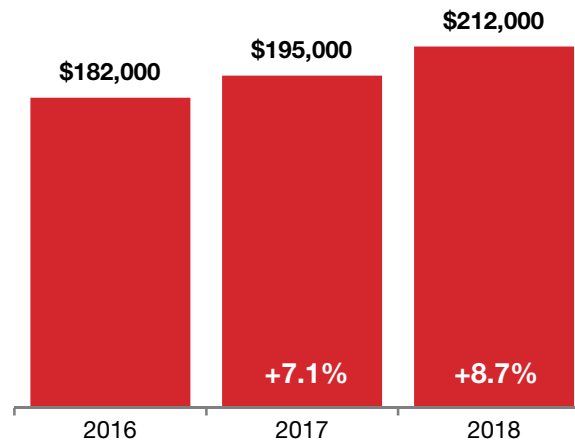
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	\$204,000	\$212,000	+3.9%
June	\$204,200	\$219,000	+7.2%
July	\$196,000	\$215,000	+9.7%
August	\$205,900	\$208,900	+1.5%
September	\$191,625	\$201,625	+5.2%
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%
12-Month Med	\$197,450	\$210,000	+6.4%

Historical Median Sales Price

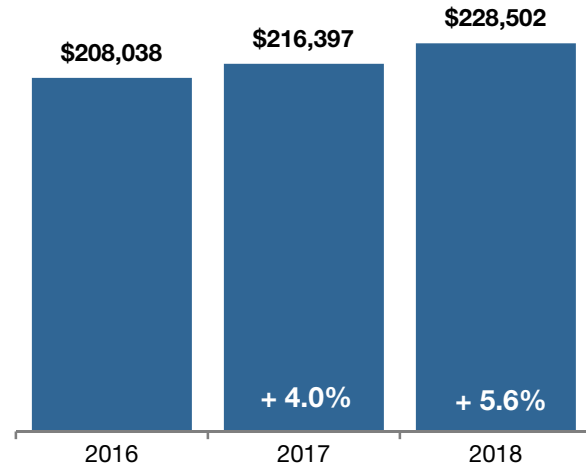


Average Sales Price

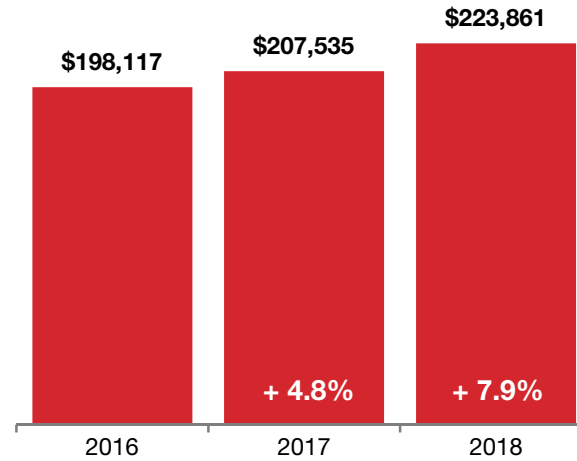
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

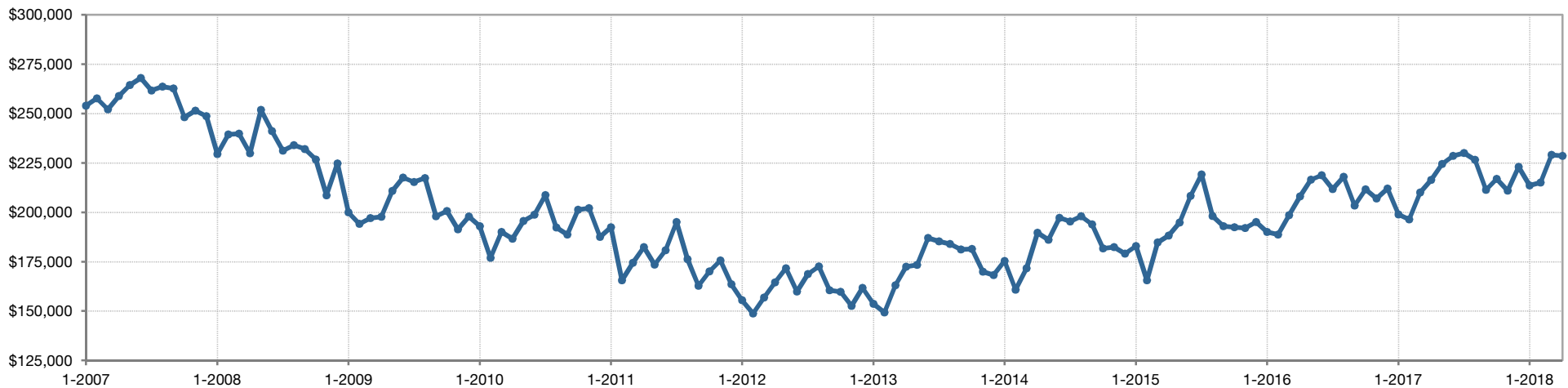


Year To Date



Month	Prior Year	Current Year	+ / -
May	\$216,482	\$224,464	+3.7%
June	\$218,745	\$228,501	+4.5%
July	\$211,689	\$229,913	+8.6%
August	\$217,975	\$226,586	+4.0%
September	\$203,317	\$211,350	+4.0%
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	\$229,068	+9.1%
April	\$216,397	\$228,502	+5.6%
12-Month Avg	\$211,537	\$222,807	+5.3%

Historical Average Sales Price

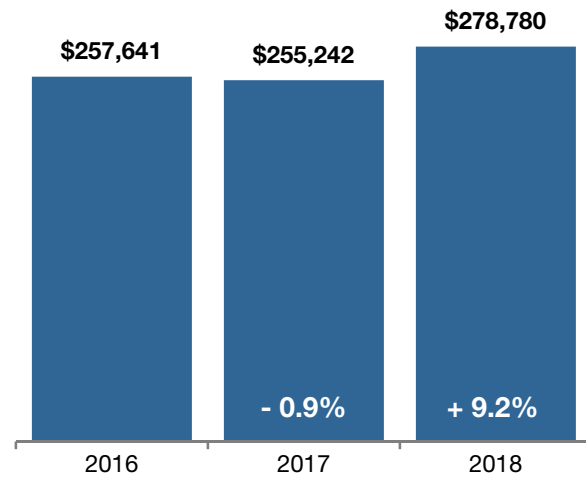


Average List Price

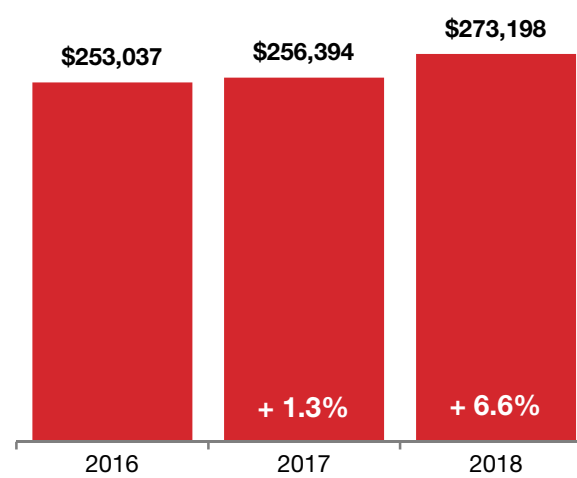
Average list price for all new listings in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	\$250,106	\$268,055	+7.2%
June	\$262,264	\$271,335	+3.5%
July	\$243,108	\$259,780	+6.9%
August	\$246,577	\$246,688	+0.0%
September	\$241,325	\$253,864	+5.2%
October	\$268,420	\$251,678	-6.2%
November	\$223,509	\$245,760	+10.0%
December	\$227,479	\$232,676	+2.3%
January	\$243,418	\$266,105	+9.3%
February	\$256,514	\$277,890	+8.3%
March	\$265,129	\$268,210	+1.2%
April	\$255,242	\$278,780	+9.2%
12-Month Avg	\$251,277	\$263,060	+4.7%

Historical Average List Price



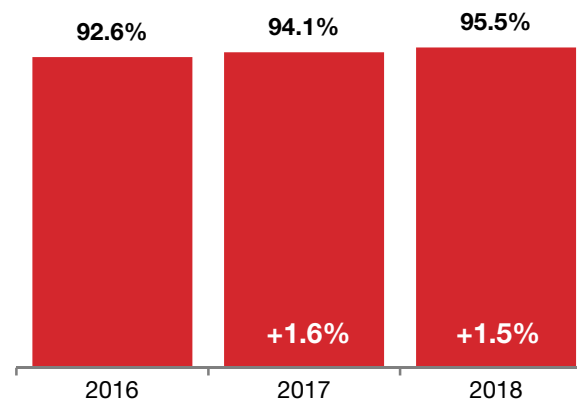
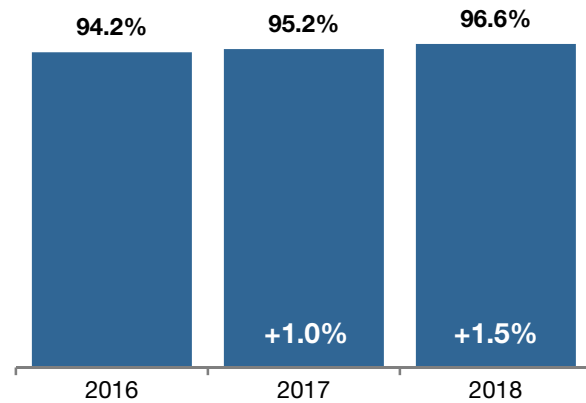
Percent of Original List Price Received



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	95.9%	95.5%	-0.4%
June	95.5%	96.3%	+0.8%
July	96.7%	96.4%	-0.3%
August	94.9%	96.2%	+1.4%
September	93.9%	95.2%	+1.4%
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%	96.6%	+1.5%
12-Month Avg	94.5%	95.5%	+1.0%

Historical Percent of Original List Price Received

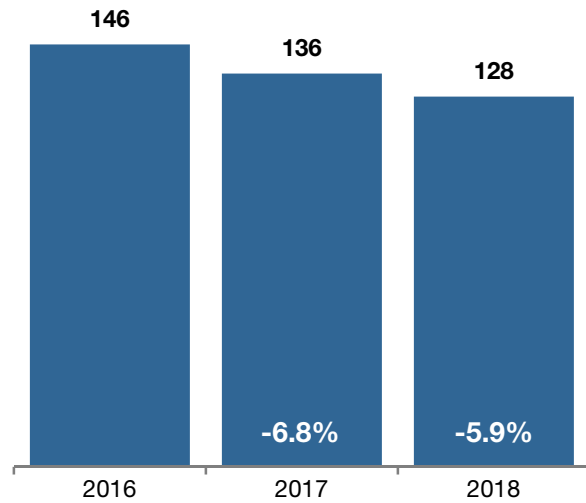


Housing Affordability Index

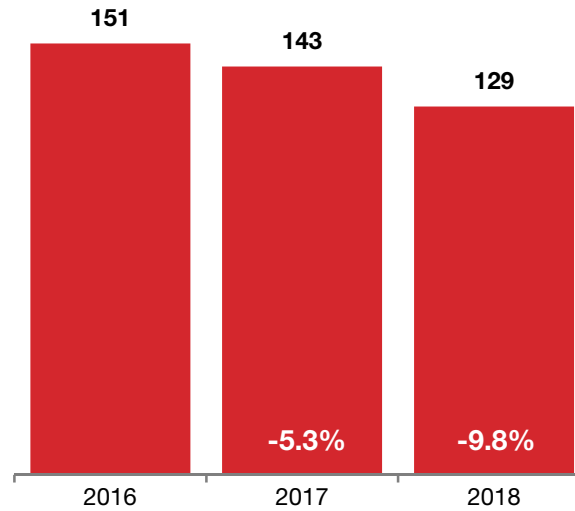


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

April



Year To Date



Month	Prior Year	Current Year	+ / -
May	135	132	-2.2%
June	135	127	-5.9%
July	141	130	-7.8%
August	134	134	0.0%
September	146	139	-4.8%
October	146	141	-3.4%
November	139	141	+1.4%
December	143	139	-2.8%
January	154	139	-9.7%
February	149	132	-11.4%
March	137	126	-8.0%
April	136	128	-5.9%
12-Month Avg	141	134	-5.0%

Historical Housing Affordability Index

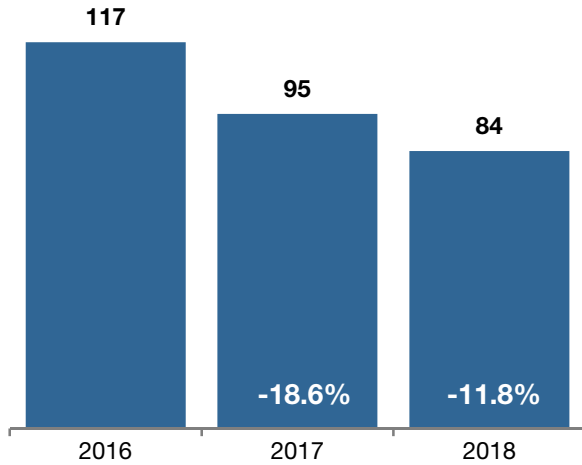


Market Time

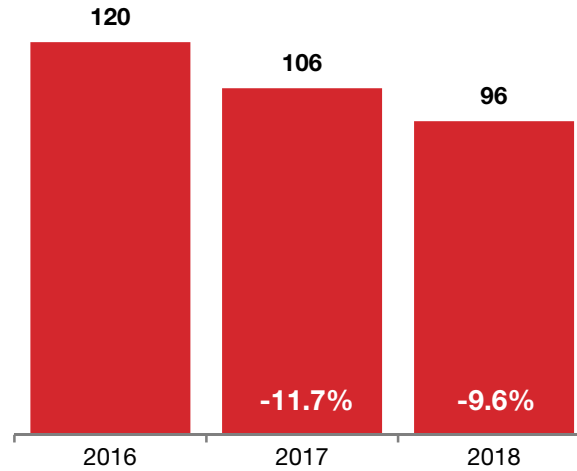
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May	101	85	-16.2%
June	94	75	-20.1%
July	71	57	-20.0%
August	77	61	-20.8%
September	82	69	-15.5%
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	-10.1%
April	95	84	-11.8%
12-Month Avg	94	80	-14.8%

Historical Market Times

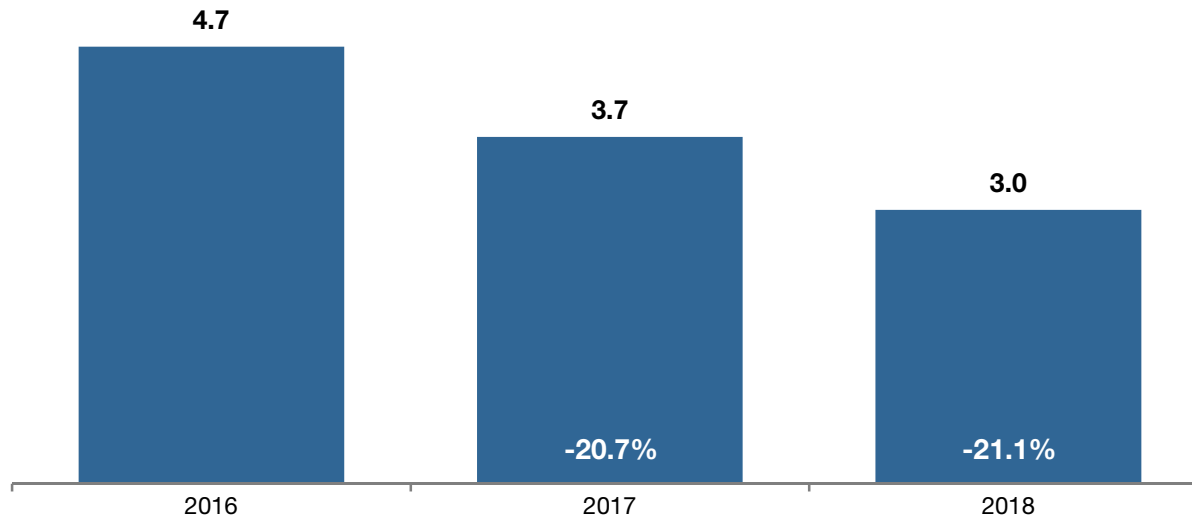


Months Supply of Inventory

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.

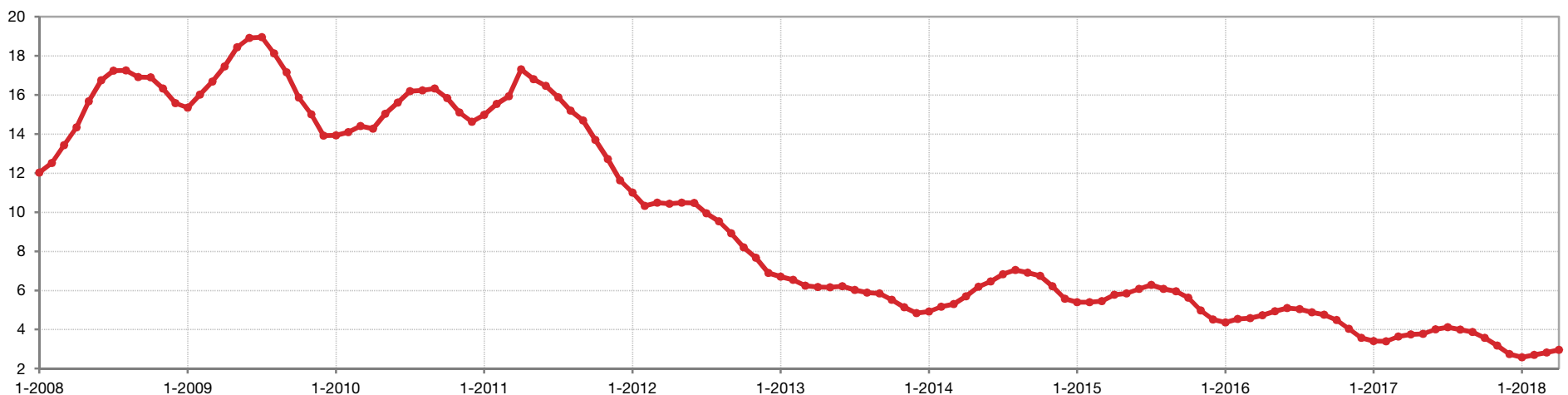


April



Month	Prior Year	Current Year	+ / -
May	4.9	3.8	-23.4%
June	5.1	4.0	-21.5%
July	5.0	4.1	-18.4%
August	4.9	4.0	-18.2%
September	4.7	3.9	-18.6%
October	4.5	3.6	-20.3%
November	4.0	3.2	-21.2%
December	3.6	2.7	-23.3%
January	3.4	2.6	-24.3%
February	3.4	2.7	-20.7%
March	3.6	2.8	-22.5%
April	3.7	3.0	-21.1%
12-Month Avg	4.2	3.4	-21.0%

Historical Months Supply of Inventory

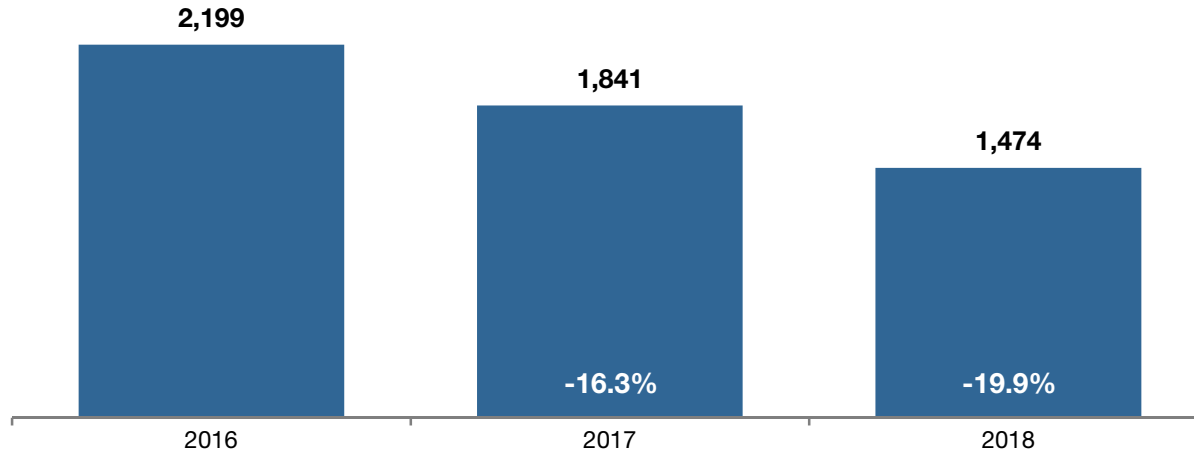


Inventory of Homes for Sale

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



April



Month	Prior Year	Current Year	+ / -
May	2,312	1,878	-18.8%
June	2,433	1,982	-18.5%
July	2,424	2,022	-16.6%
August	2,373	1,966	-17.2%
September	2,318	1,910	-17.6%
October	2,184	1,772	-18.9%
November	1,949	1,583	-18.8%
December	1,732	1,365	-21.2%
January	1,661	1,286	-22.6%
February	1,680	1,324	-21.2%
March	1,796	1,389	-22.7%
April	1,841	1,474	-19.9%
12-Month Avg	2,059	1,663	-19.5%

Historical Inventory of Homes for Sale

