



Monthly Indicators

A RESEARCH TOOL PROVIDED BY METRO MLS
FOR ACTIVITY IN THE 4-COUNTY MILWAUKEE METROPOLITAN AREA



January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings in the Milwaukee region decreased 7.5 percent to 1,492. Pending Sales were down 45.7 percent to 548. Inventory levels fell 17.7 percent to 4,427 units.

Prices continued to gain traction. The Median Sales Price increased 10.6 percent to \$188,000. Days on Market was down 15.1 percent to 73 days. Sellers were encouraged as Months Supply of Inventory was down 19.4 percent to 2.9 months.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut on mortgage insurance premiums for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Quick Facts

0.0%

+ 10.6%

- 17.7%

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.



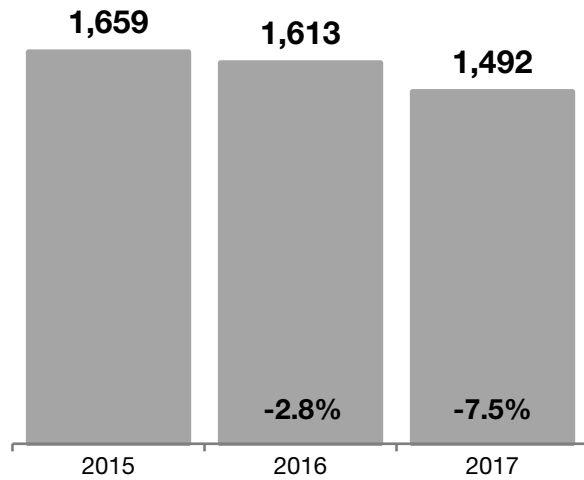
| Key Metrics | Historical Sparklines | 1-2016 | 1-2017 | + / - | YTD 2016 | YTD 2017 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 1,613 | 1,492 | - 7.5% | 1,613 | 1,492 | - 7.5% |
| Pending Sales | | 1,010 | 548 | - 45.7% | 1,010 | 548 | - 45.7% |
| Closed Sales | | 861 | 861 | 0.0% | 861 | 861 | 0.0% |
| Days on Market Until Sale | | 86 | 73 | - 15.1% | 86 | 73 | - 15.1% |
| Median Sales Price | | \$170,000 | \$188,000 | + 10.6% | \$170,000 | \$188,000 | + 10.6% |
| Average Sales Price | | \$211,647 | \$223,379 | + 5.5% | \$211,647 | \$223,379 | + 5.5% |
| Percent of Original List Price Received | | 92.2% | 93.3% | + 1.2% | 92.2% | 93.3% | + 1.2% |
| Housing Affordability Index | | 189 | 169 | - 10.3% | 189 | 169 | - 10.3% |
| Inventory of Homes for Sale | | 5,376 | 4,427 | - 17.7% | -- | -- | -- |
| Months Supply of Homes for Sale | | 3.6 | 2.9 | - 19.4% | -- | -- | -- |

New Listings

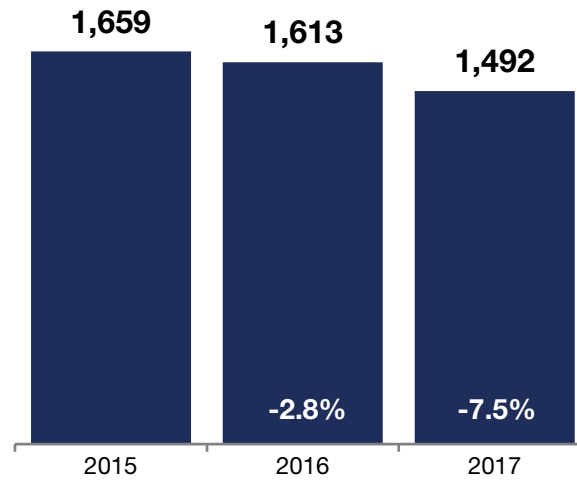
A count of the properties that have been newly listed on the market in a given month.



January

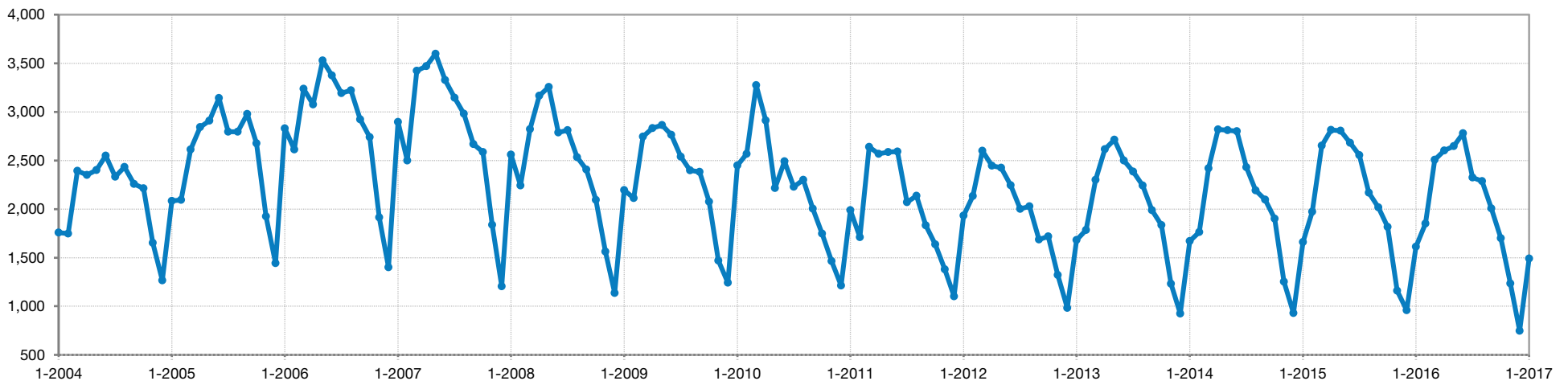


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 1,972 | 1,851 | -6.1% |
| March | 2,653 | 2,507 | -5.5% |
| April | 2,815 | 2,602 | -7.6% |
| May | 2,806 | 2,646 | -5.7% |
| June | 2,682 | 2,780 | +3.7% |
| July | 2,554 | 2,325 | -9.0% |
| August | 2,169 | 2,288 | +5.5% |
| September | 2,018 | 2,007 | -0.5% |
| October | 1,816 | 1,700 | -6.4% |
| November | 1,161 | 1,235 | +6.4% |
| December | 960 | 747 | -22.2% |
| January | 1,613 | 1,492 | -7.5% |
| 12-Month Avg | 2,102 | 2,015 | -4.1% |

Historical New Listing Activity

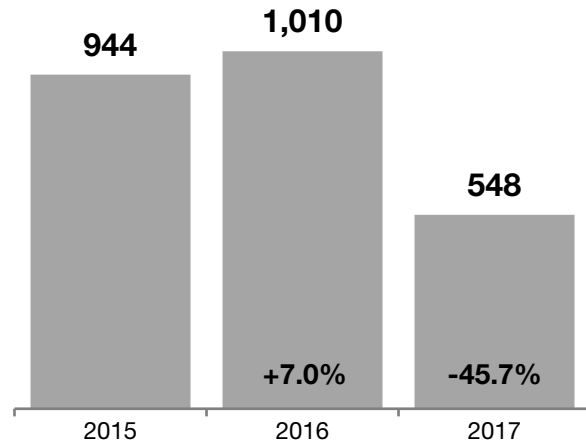


Pending Sales

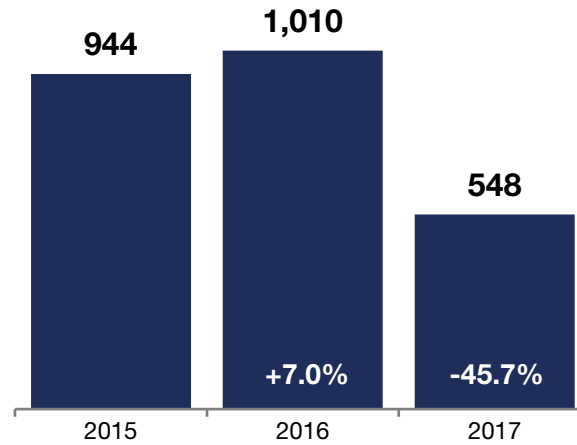
A count of the properties on which contracts have been accepted in a given month.



January

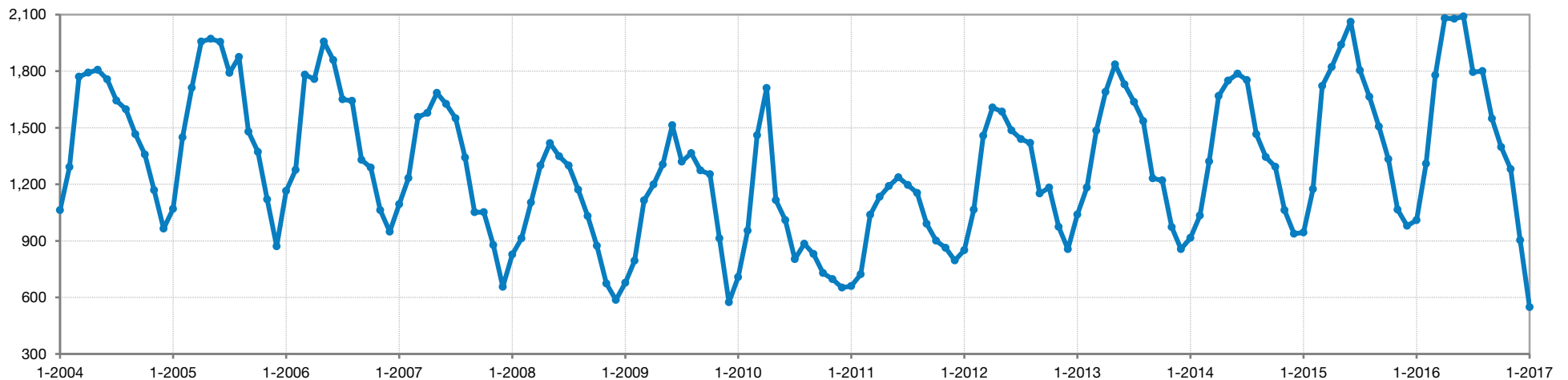


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 1,174 | 1,309 | +11.5% |
| March | 1,721 | 1,779 | +3.4% |
| April | 1,822 | 2,081 | +14.2% |
| May | 1,940 | 2,078 | +7.1% |
| June | 2,061 | 2,090 | +1.4% |
| July | 1,804 | 1,795 | -0.5% |
| August | 1,664 | 1,800 | +8.2% |
| September | 1,506 | 1,548 | +2.8% |
| October | 1,334 | 1,398 | +4.8% |
| November | 1,065 | 1,280 | +20.2% |
| December | 980 | 904 | -7.8% |
| January | 1,010 | 548 | -45.7% |
| 12-Month Avg | 1,507 | 1,551 | +2.9% |

Historical Pending Sales Activity

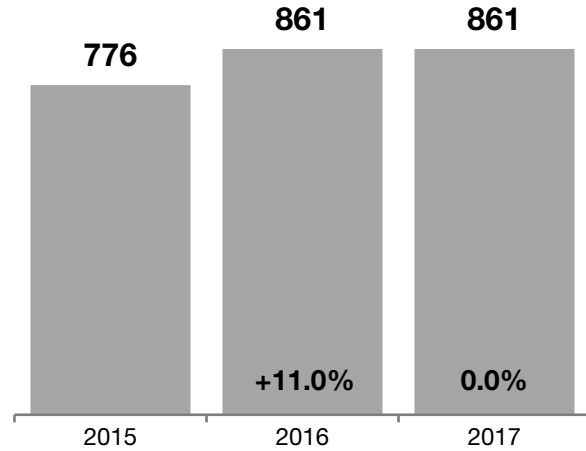


Closed Sales

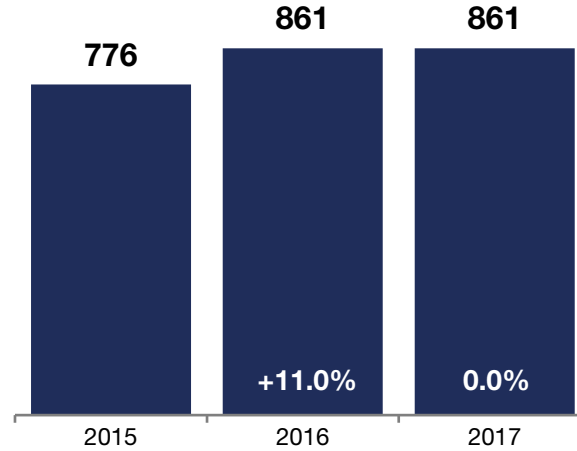
A count of the actual sales that have closed in a given month.



January

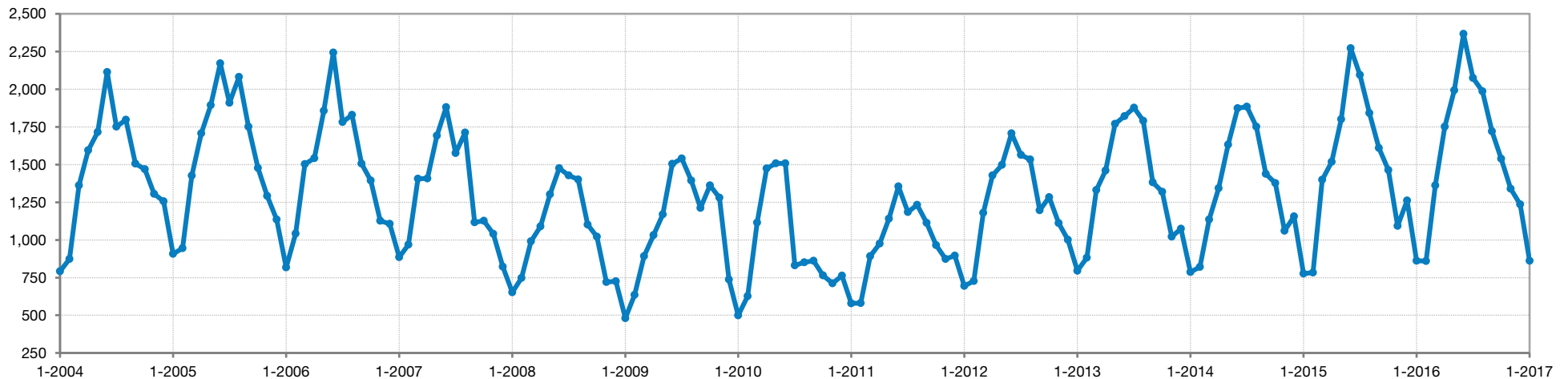


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 784 | 860 | +9.7% |
| March | 1,399 | 1,362 | -2.6% |
| April | 1,518 | 1,751 | +15.3% |
| May | 1,801 | 1,993 | +10.7% |
| June | 2,272 | 2,366 | +4.1% |
| July | 2,094 | 2,074 | -1.0% |
| August | 1,842 | 1,986 | +7.8% |
| September | 1,610 | 1,721 | +6.9% |
| October | 1,463 | 1,539 | +5.2% |
| November | 1,093 | 1,339 | +22.5% |
| December | 1,262 | 1,235 | -2.1% |
| January | 861 | 861 | 0.0% |
| 12-Month Avg | 1,500 | 1,591 | +6.4% |

Historical Closed Sales Activity

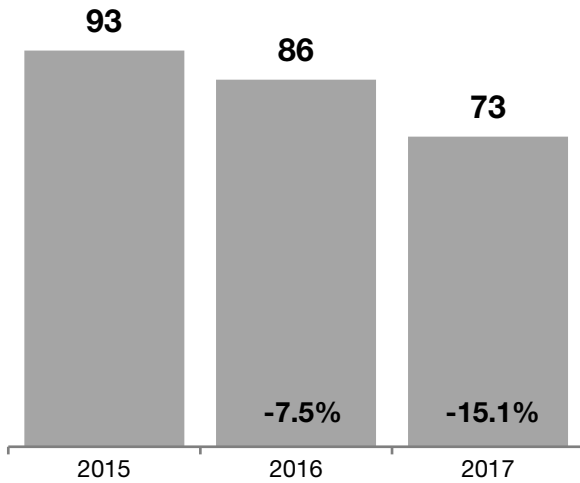


Days on Market Until Sale

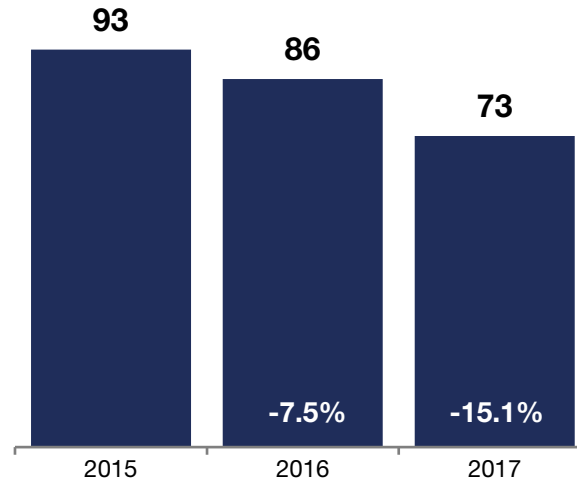
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

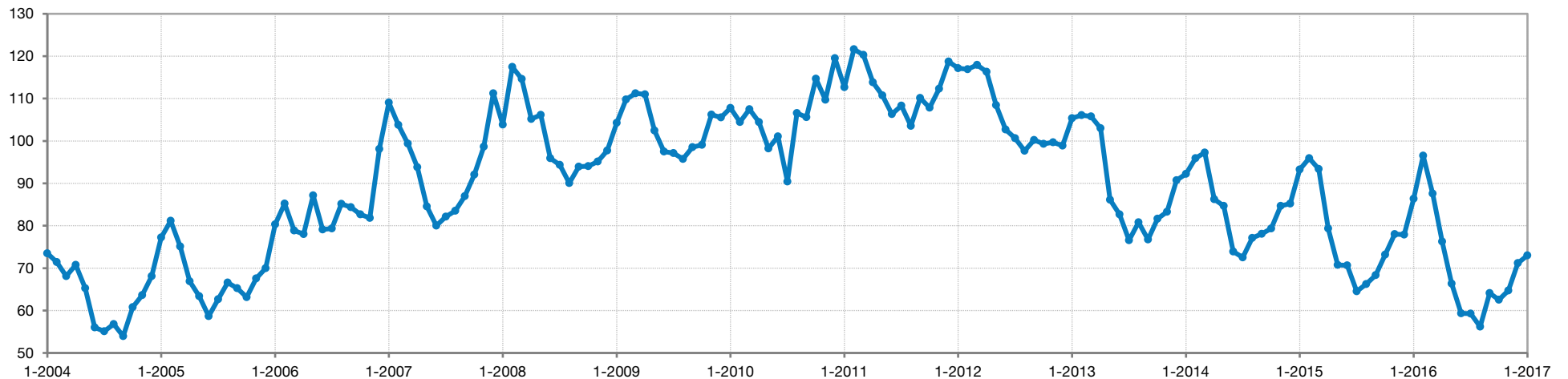


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February | 96 | 97 | +1.0% |
| March | 93 | 88 | -5.4% |
| April | 79 | 76 | -3.8% |
| May | 71 | 66 | -7.0% |
| June | 71 | 59 | -16.9% |
| July | 65 | 59 | -9.2% |
| August | 66 | 56 | -15.2% |
| September | 68 | 64 | -5.9% |
| October | 73 | 63 | -13.7% |
| November | 78 | 65 | -16.7% |
| December | 78 | 71 | -9.0% |
| January | 86 | 73 | -15.1% |
| 12-Month Avg | 75 | 67 | -10.7% |

Historical Days on Market Until Sale

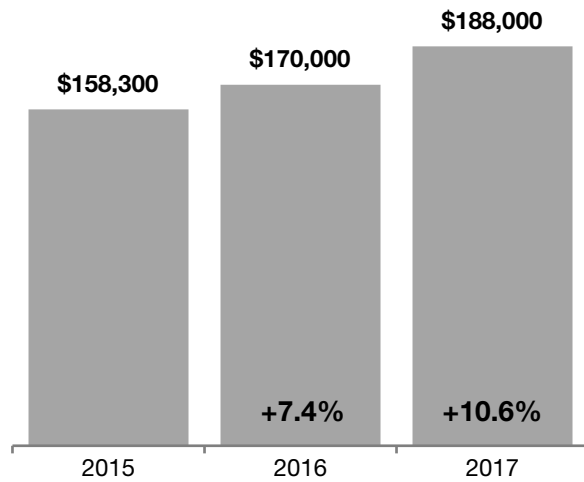


Median Sales Price

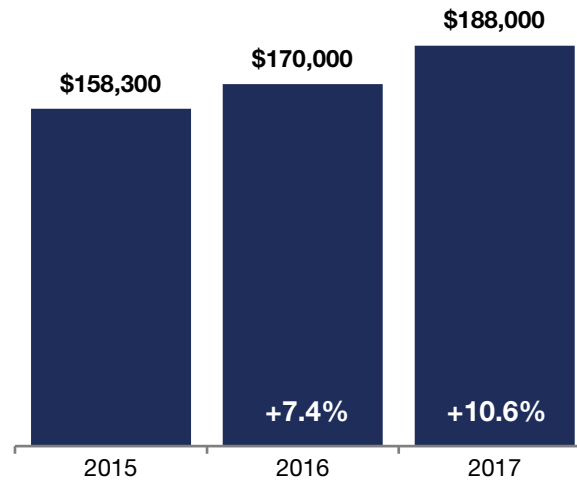
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

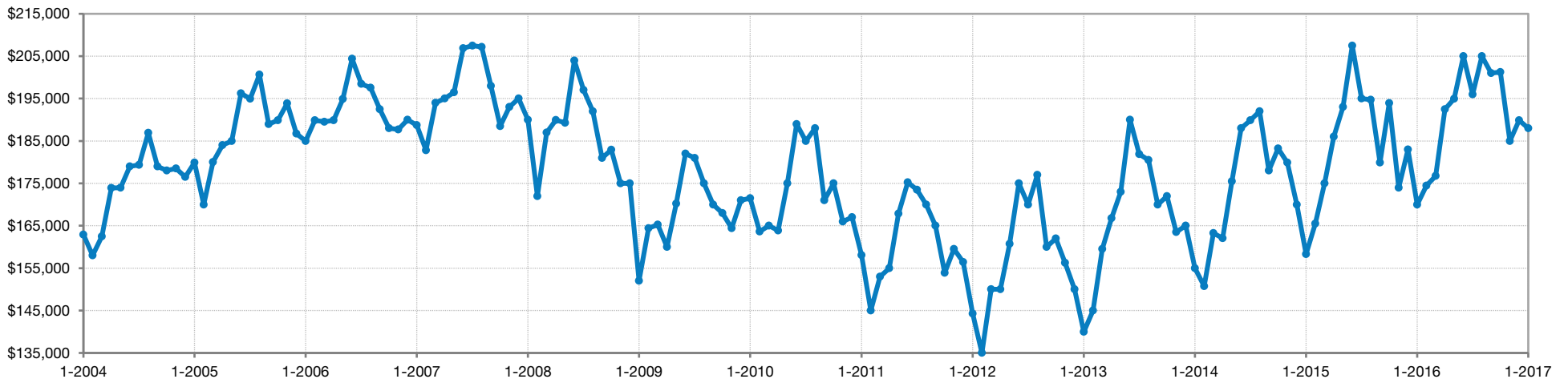


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| February | \$165,500 | \$174,450 | +5.4% |
| March | \$175,000 | \$176,750 | +1.0% |
| April | \$186,000 | \$192,500 | +3.5% |
| May | \$193,000 | \$194,950 | +1.0% |
| June | \$207,500 | \$205,000 | -1.2% |
| July | \$195,000 | \$196,000 | +0.5% |
| August | \$194,750 | \$205,000 | +5.3% |
| September | \$179,900 | \$201,000 | +11.7% |
| October | \$193,950 | \$201,250 | +3.8% |
| November | \$174,000 | \$185,000 | +6.3% |
| December | \$183,000 | \$189,900 | +3.8% |
| January | \$170,000 | \$188,000 | +10.6% |
| 12-Month Med | \$187,000 | \$194,950 | +4.3% |

Historical Median Sales Price

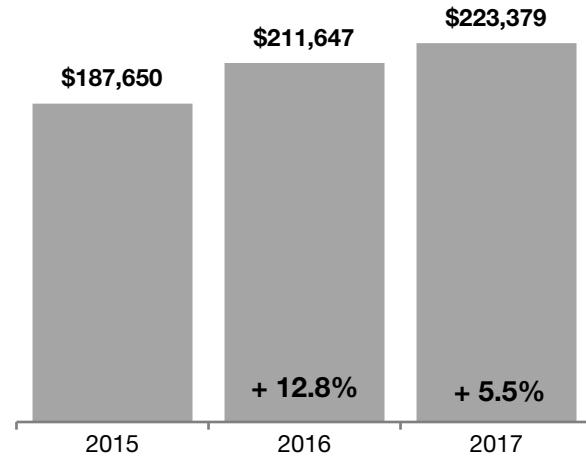


Average Sales Price

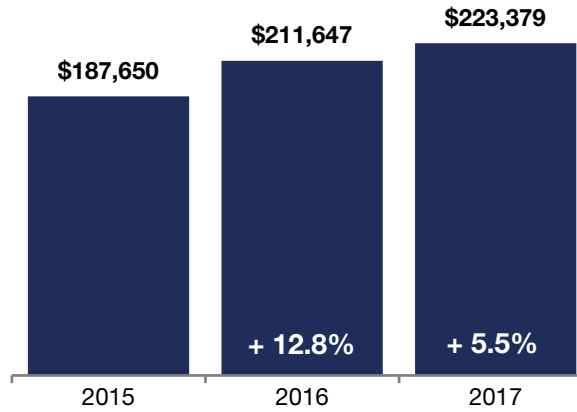
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

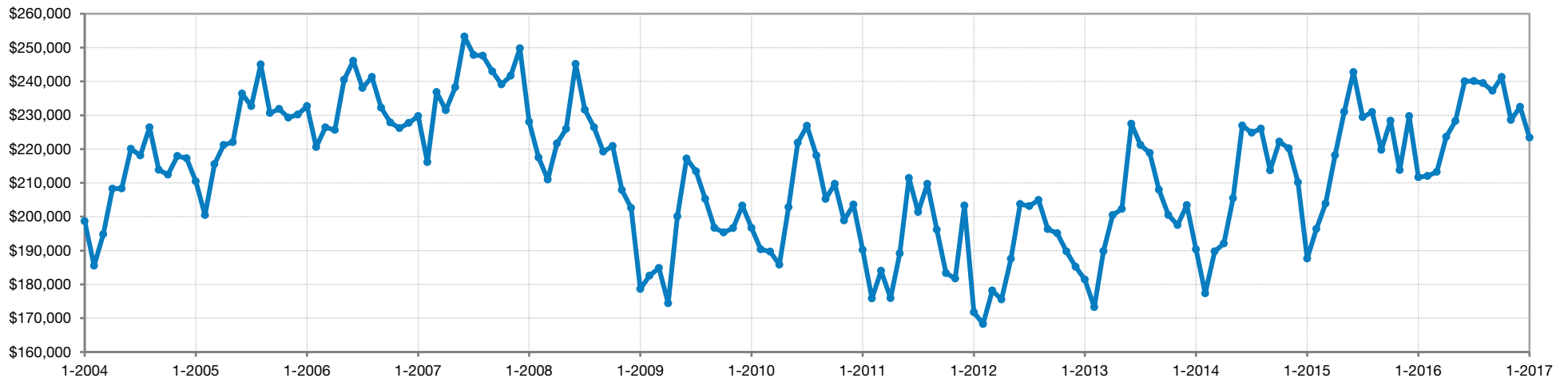


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| February | \$196,405 | \$212,036 | +8.0% |
| March | \$203,862 | \$213,223 | +4.6% |
| April | \$218,182 | \$223,586 | +2.5% |
| May | \$231,052 | \$228,292 | -1.2% |
| June | \$242,742 | \$240,043 | -1.1% |
| July | \$229,407 | \$240,097 | +4.7% |
| August | \$230,912 | \$239,483 | +3.7% |
| September | \$219,774 | \$237,245 | +7.9% |
| October | \$228,388 | \$241,298 | +5.7% |
| November | \$213,773 | \$228,636 | +7.0% |
| December | \$229,764 | \$232,491 | +1.2% |
| January | \$211,647 | \$223,379 | +5.5% |
| 12-Month Avg | \$224,329 | \$231,887 | +3.4% |

Historical Average Sales Price

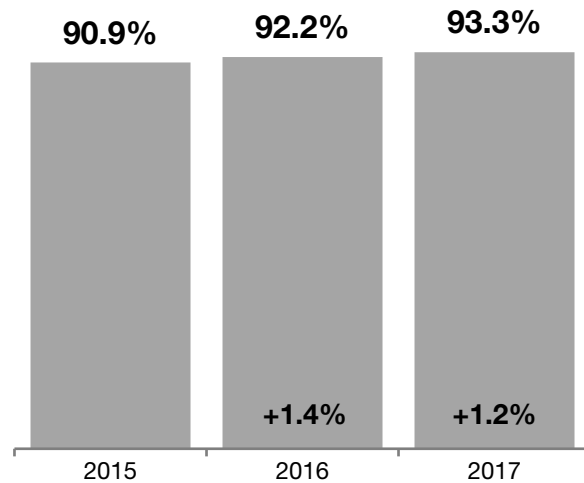


Percent of Original List Price Received

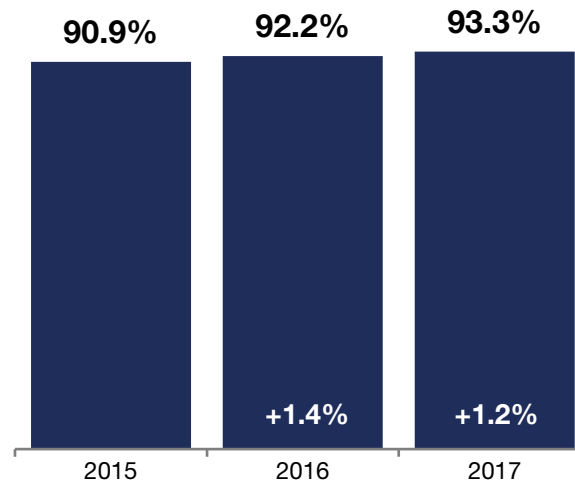
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

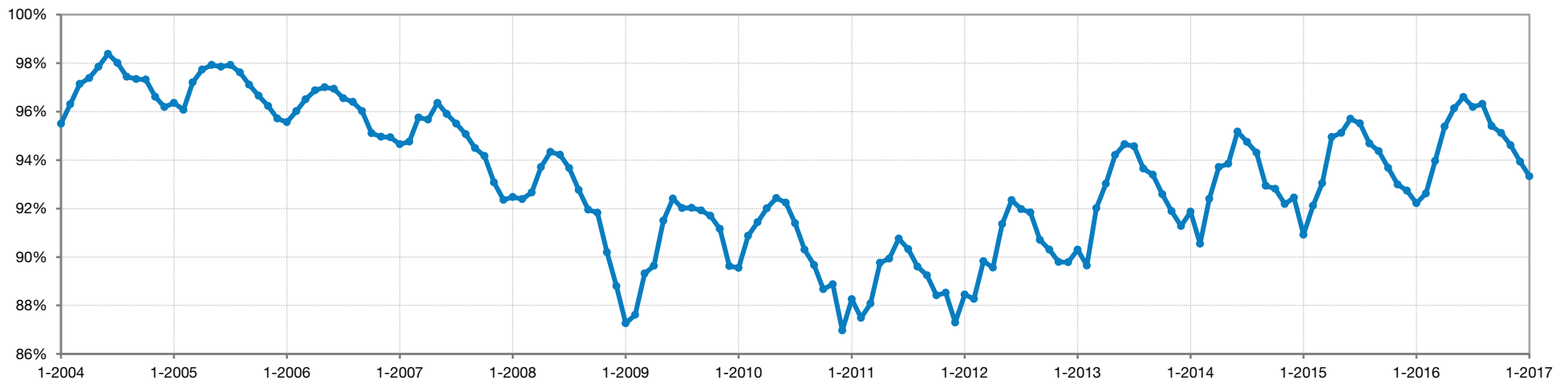


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February | 92.1% | 92.6% | +0.5% |
| March | 93.0% | 94.0% | +1.1% |
| April | 95.0% | 95.4% | +0.4% |
| May | 95.1% | 96.1% | +1.1% |
| June | 95.7% | 96.6% | +0.9% |
| July | 95.5% | 96.2% | +0.7% |
| August | 94.7% | 96.3% | +1.7% |
| September | 94.4% | 95.4% | +1.1% |
| October | 93.7% | 95.1% | +1.5% |
| November | 93.0% | 94.6% | +1.7% |
| December | 92.7% | 93.9% | +1.3% |
| January | 92.2% | 93.3% | +1.2% |
| 12-Month Avg | 94.3% | 95.3% | +1.1% |

Historical Percent of Original List Price Received



Housing Affordability Index

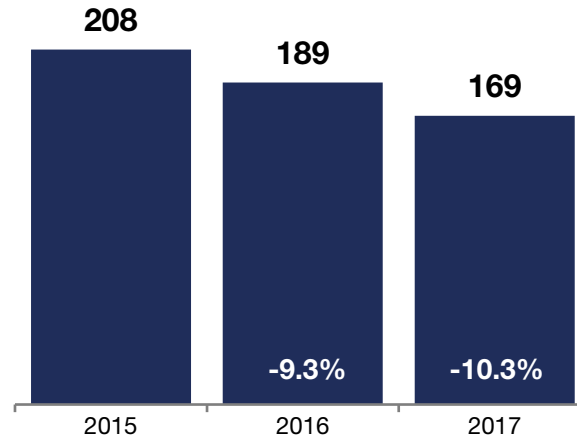
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

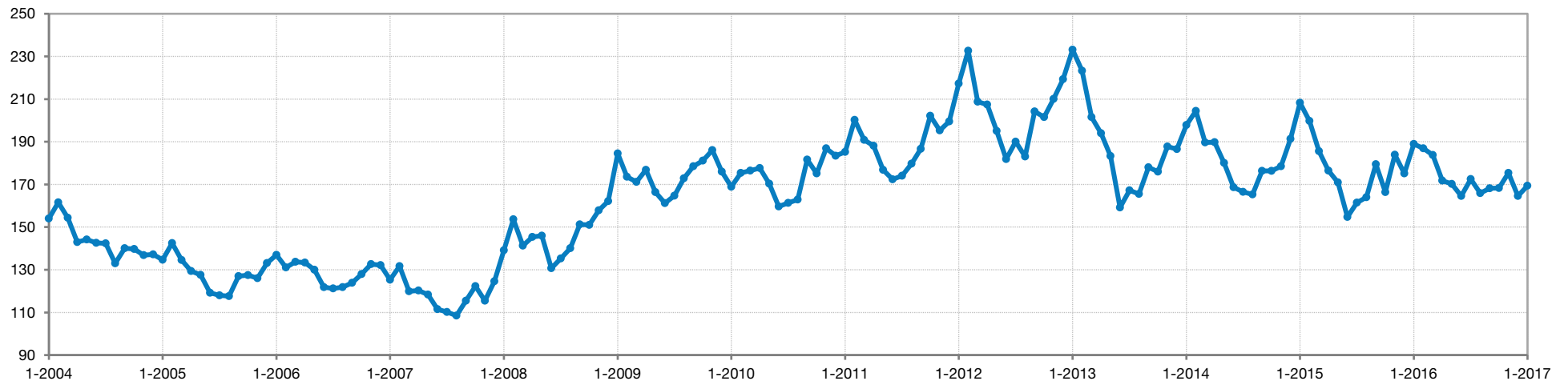


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February | 200 | 187 | -6.5% |
| March | 186 | 184 | -1.0% |
| April | 176 | 172 | -2.6% |
| May | 171 | 170 | -0.4% |
| June | 155 | 165 | +6.3% |
| July | 161 | 172 | +6.8% |
| August | 164 | 166 | +1.1% |
| September | 180 | 168 | -6.3% |
| October | 166 | 168 | +1.2% |
| November | 184 | 175 | -4.6% |
| December | 175 | 165 | -6.0% |
| January | 189 | 169 | -10.3% |
| 12-Month Avg | 176 | 172 | -1.9% |

Historical Housing Affordability Index

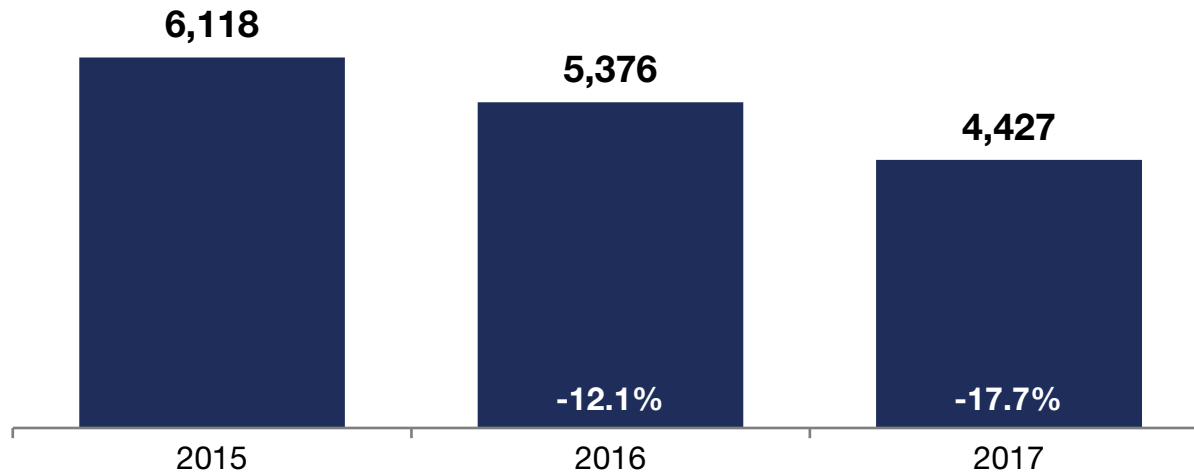


Inventory of Homes for Sale

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

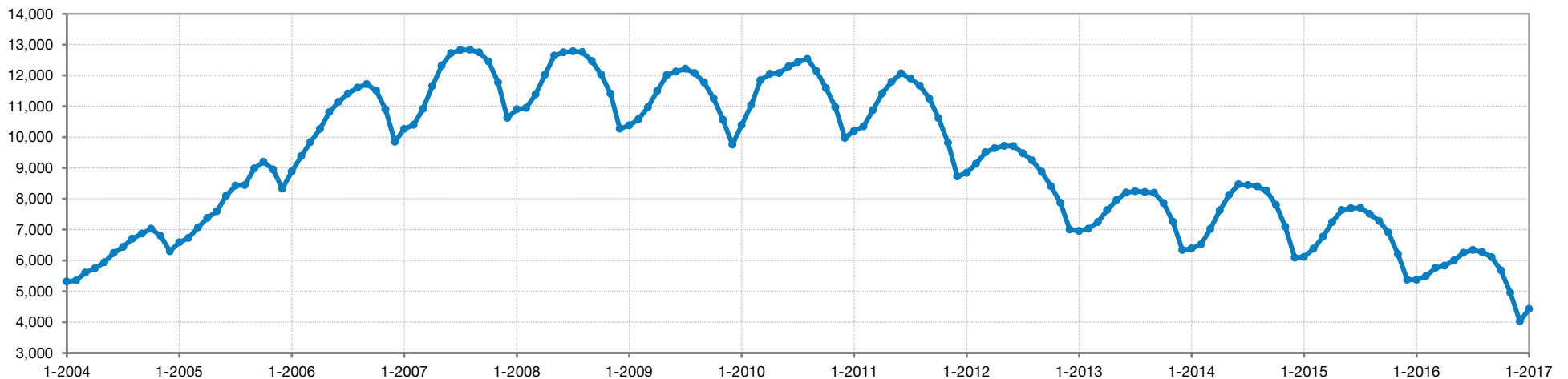


January



| Month | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| February | 6,383 | 5,487 | -14.0% |
| March | 6,767 | 5,759 | -14.9% |
| April | 7,246 | 5,834 | -19.5% |
| May | 7,632 | 6,007 | -21.3% |
| June | 7,694 | 6,251 | -18.8% |
| July | 7,701 | 6,337 | -17.7% |
| August | 7,507 | 6,269 | -16.5% |
| September | 7,282 | 6,103 | -16.2% |
| October | 6,904 | 5,684 | -17.7% |
| November | 6,205 | 4,953 | -20.2% |
| December | 5,370 | 4,026 | -25.0% |
| January | 5,376 | 4,427 | -17.7% |
| 12-Month Avg | 6,839 | 5,595 | -18.3% |

Historical Inventory of Homes for Sale

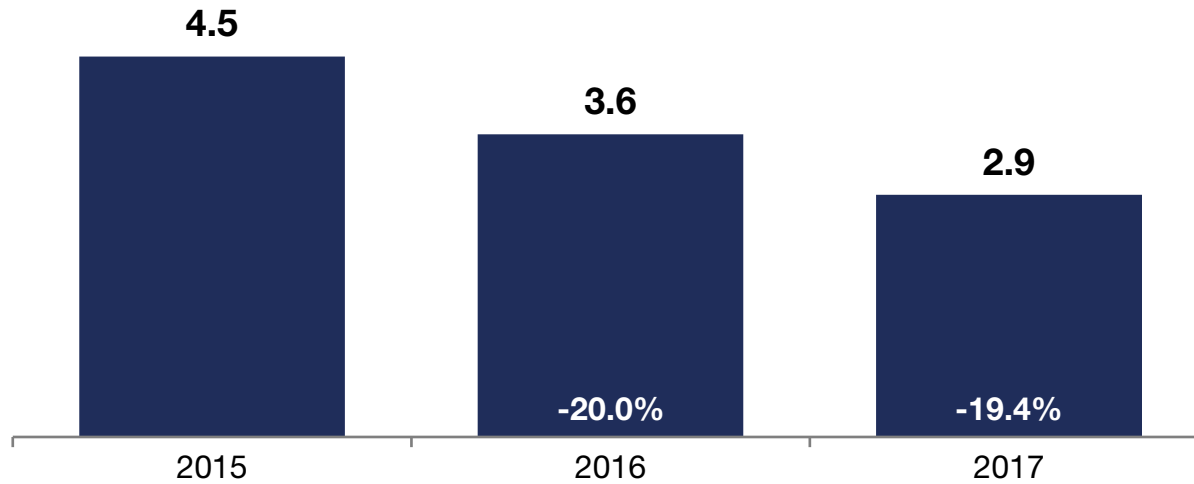


Months Supply of Inventory

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 | 4.6 | 3.6 | -21.7% |
| March | 4.8 | 3.8 | -20.8% |
| April | 5.1 | 3.8 | -25.5% |
| May | 5.3 | 3.9 | -26.4% |
| June | 5.3 | 4.0 | -24.5% |
| July | 5.3 | 4.1 | -22.6% |
| August | 5.1 | 4.0 | -21.6% |
| September | 4.9 | 3.9 | -20.4% |
| October | 4.6 | 3.6 | -21.7% |
| November | 4.1 | 3.1 | -24.4% |
| December | 3.6 | 2.5 | -30.6% |
| January | 3.6 | 2.9 | -19.4% |
| 12-Month Avg | 4.7 | 3.6 | -23.4% |

Historical Months Supply of Inventory

