



Monthly Indicators

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



June 2015

The curtain closes and the first half of 2015 is a finished act. Monthly market analysis helps nudge the real estate story forward for a final bow. The orchestra (consumers) and conductor (the REALTOR®) are thanked. Metropolitan operas, er, markets across the country continue to improve and further perform at peaks not seen in years. Bad memories from that one lousy show known as the Great Recession are pushed even further into the past.

New Listings in the Milwaukee region decreased 5.1 percent to 2,657. Pending Sales were down 21.9 percent to 1,396. Inventory levels fell 2.7 percent to 8,210 units.

Prices continued to gain traction. The Median Sales Price increased 11.2 percent to \$209,000. Days on Market was down 6.0 percent to 70 days. Sellers were encouraged as Months Supply of Inventory was down 6.3 percent to 6.0 months.

Having six months of 2015 data in the books is great, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low into the summer months, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

Quick Facts

+ 16.9% **+ 11.2%** **- 2.7%**

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.



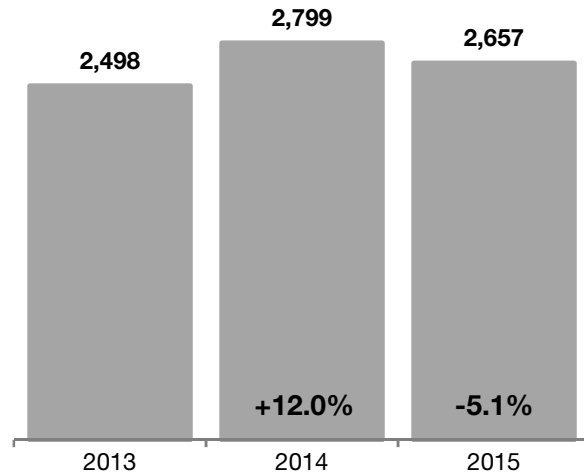
Key Metrics	Historical Sparklines	6-2014	6-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		2,799	2,657	- 5.1%	14,280	14,498	+ 1.5%
Pending Sales		1,788	1,396	- 21.9%	8,481	8,692	+ 2.5%
Closed Sales		1,874	2,191	+ 16.9%	7,589	8,421	+ 11.0%
Days on Market Until Sale		74	70	- 6.0%	87	80	- 7.2%
Median Sales Price		\$188,000	\$209,000	+ 11.2%	\$170,000	\$185,000	+ 8.8%
Average Sales Price		\$226,930	\$242,965	+ 7.1%	\$201,442	\$220,327	+ 9.4%
Percent of Original List Price Received		95.2%	95.8%	+ 0.6%	93.4%	94.3%	+ 0.9%
Housing Affordability Index		169	154	- 8.9%	187	174	- 7.0%
Inventory of Homes for Sale		8,437	8,210	- 2.7%	--	--	--
Months Supply of Homes for Sale		6.4	6.0	- 6.3%	--	--	--

New Listings

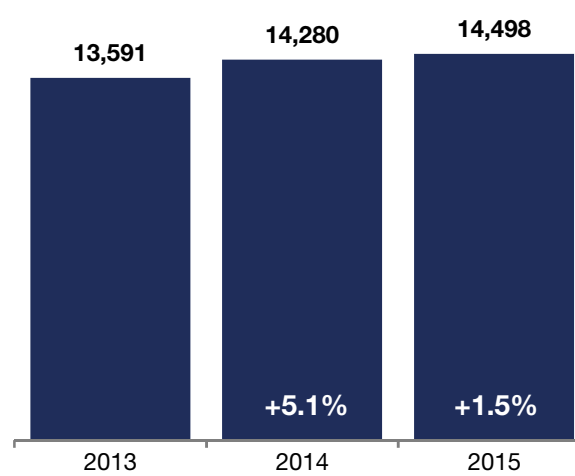
A count of the properties that have been newly listed on the market in a given month.



June

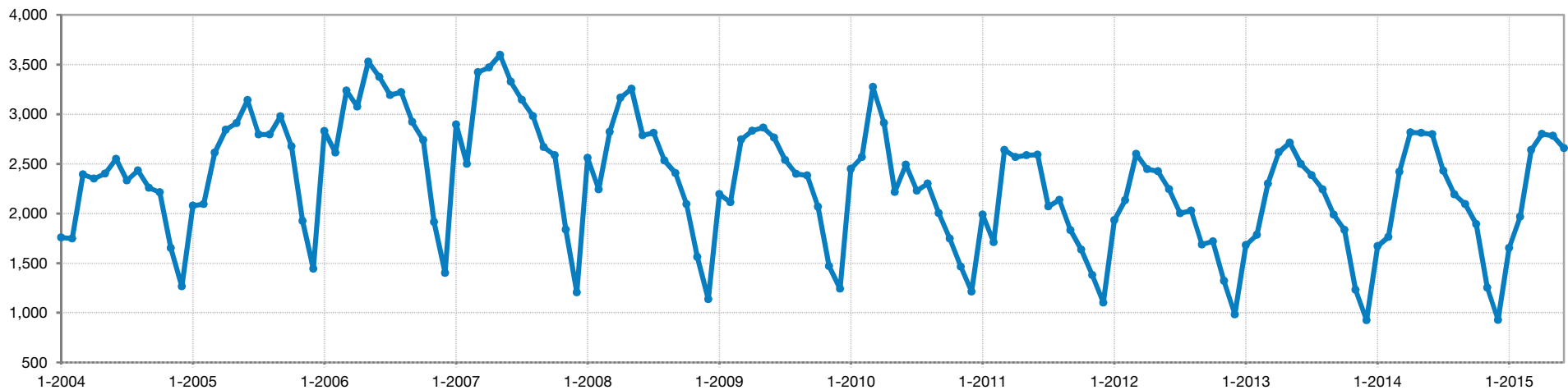


Year To Date



Month	Prior Year	Current Year	+ / -
July	2,384	2,430	+1.9%
August	2,242	2,192	-2.2%
September	1,987	2,095	+5.4%
October	1,836	1,894	+3.2%
November	1,231	1,253	+1.8%
December	924	928	+0.4%
January	1,671	1,652	-1.1%
February	1,763	1,966	+11.5%
March	2,419	2,640	+9.1%
April	2,817	2,801	-0.6%
May	2,811	2,782	-1.0%
June	2,799	2,657	-5.1%
12-Month Avg	2,074	2,108	+1.6%

Historical New Listing Activity

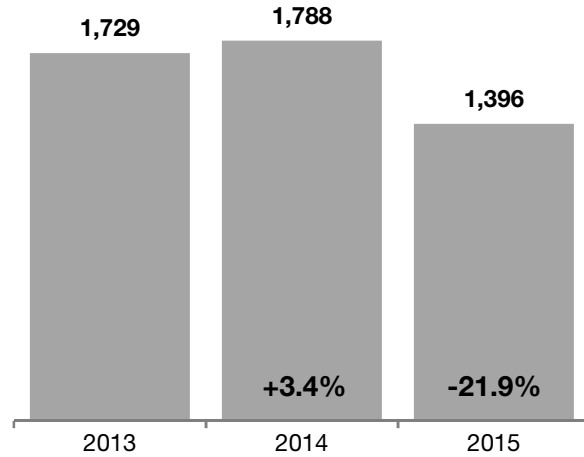


Pending Sales

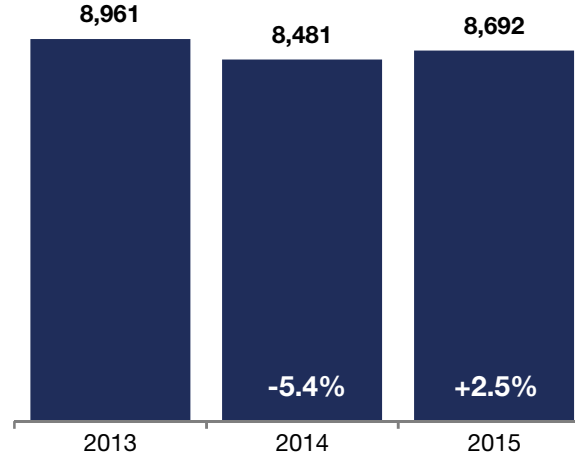
A count of the properties on which contracts have been accepted in a given month.



June

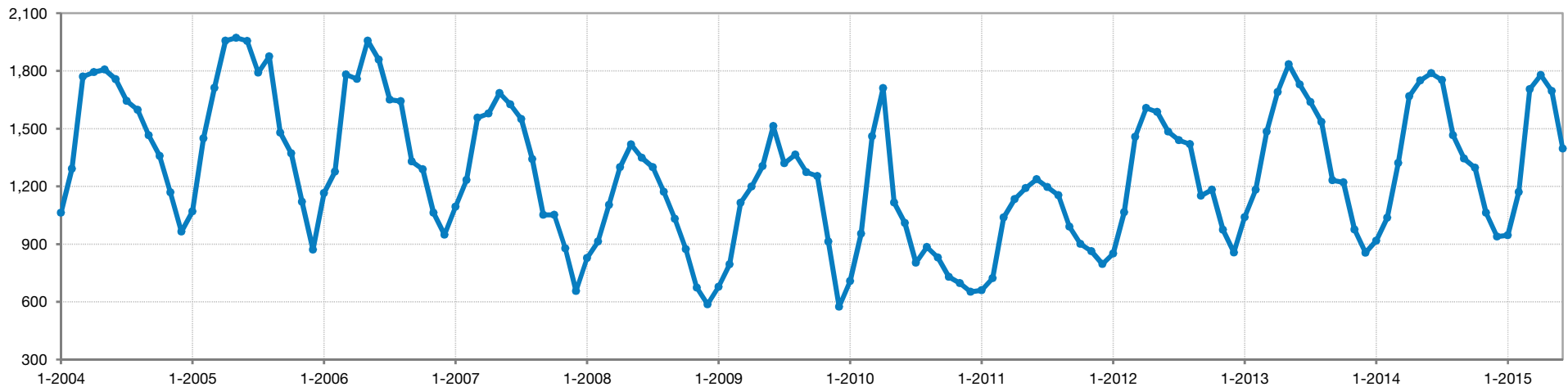


Year To Date



Month	Prior Year	Current Year	+ / -
July	1,638	1,752	+7.0%
August	1,535	1,466	-4.5%
September	1,232	1,345	+9.2%
October	1,220	1,297	+6.3%
November	975	1,063	+9.0%
December	855	939	+9.8%
January	917	946	+3.2%
February	1,037	1,170	+12.8%
March	1,321	1,705	+29.1%
April	1,668	1,779	+6.7%
May	1,750	1,696	-3.1%
June	1,788	1,396	-21.9%
12-Month Avg	1,328	1,380	+3.9%

Historical Pending Sales Activity

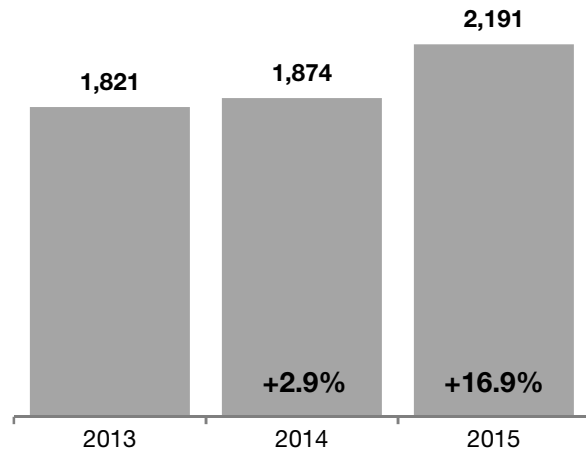


Closed Sales

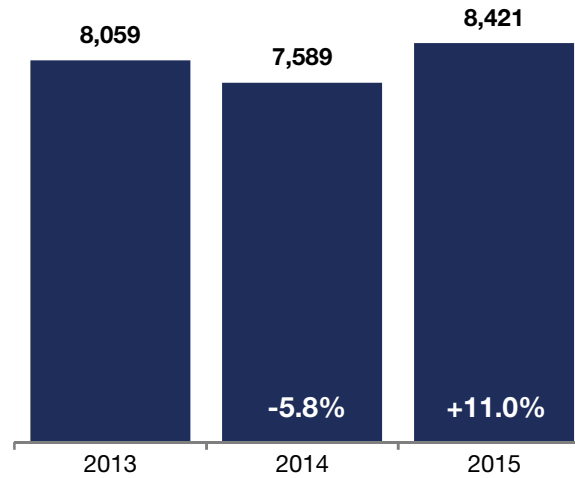
A count of the actual sales that have closed in a given month.



June

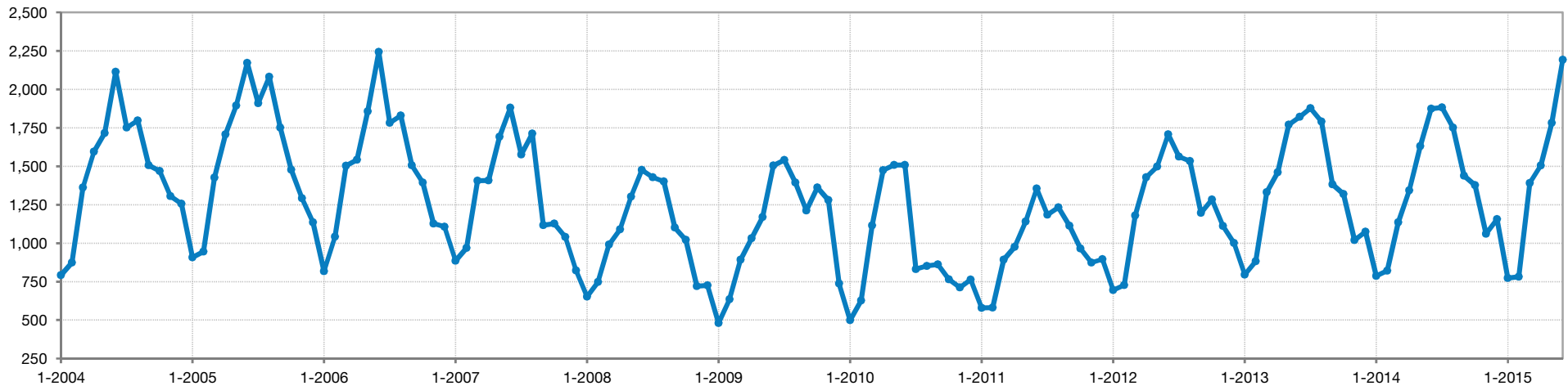


Year To Date



Month	Prior Year	Current Year	+ / -
July	1,877	1,882	+0.3%
August	1,791	1,751	-2.2%
September	1,382	1,438	+4.1%
October	1,319	1,377	+4.4%
November	1,020	1,061	+4.0%
December	1,074	1,155	+7.5%
January	786	773	-1.7%
February	820	781	-4.8%
March	1,136	1,390	+22.4%
April	1,342	1,504	+12.1%
May	1,631	1,782	+9.3%
June	1,874	2,191	+16.9%
12-Month Avg	1,338	1,424	+6.0%

Historical Closed Sales Activity

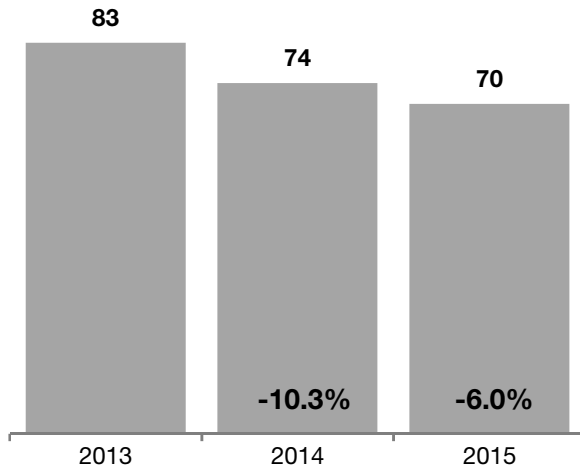


Days on Market Until Sale

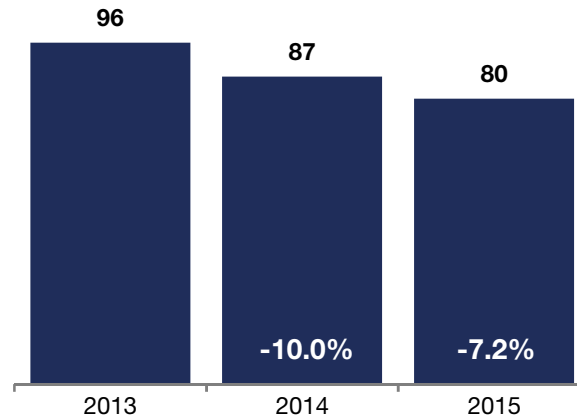
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

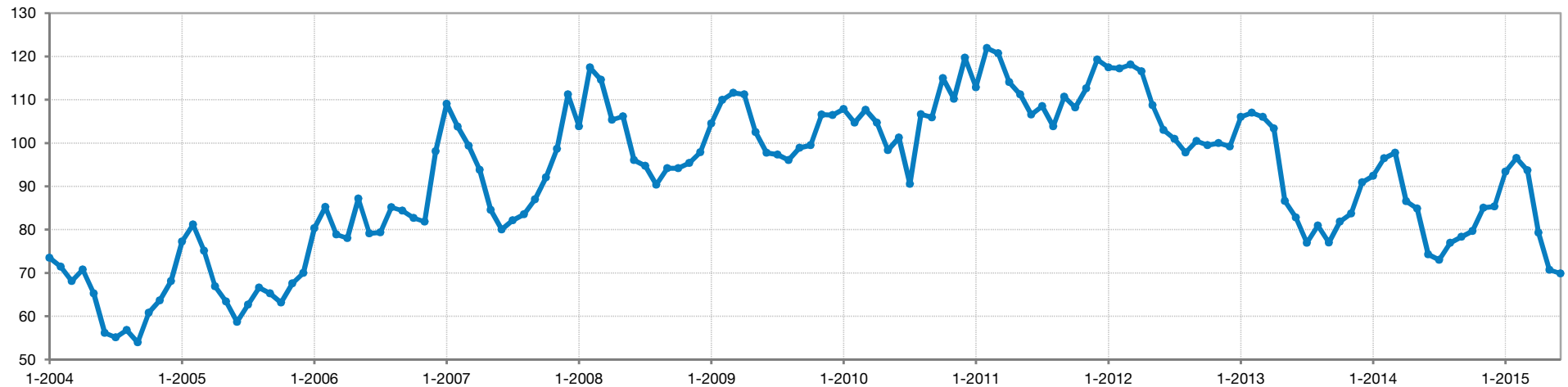


Year To Date



Month	Prior Year	Current Year	+ / -
July	77	73	-5.1%
August	81	77	-5.0%
September	77	78	+1.7%
October	82	80	-2.7%
November	84	85	+1.6%
December	91	85	-6.1%
January	92	93	+1.0%
February	96	97	+0.0%
March	98	94	-4.2%
April	87	79	-8.4%
May	85	71	-16.7%
June	74	70	-6.0%
12-Month Avg	84	80	-4.9%

Historical Days on Market Until Sale



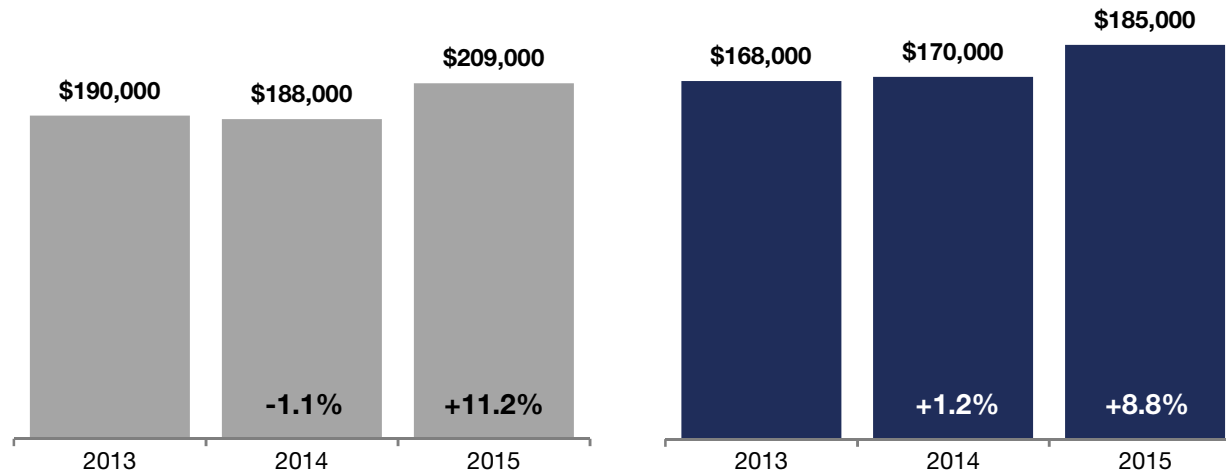
Median Sales Price

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



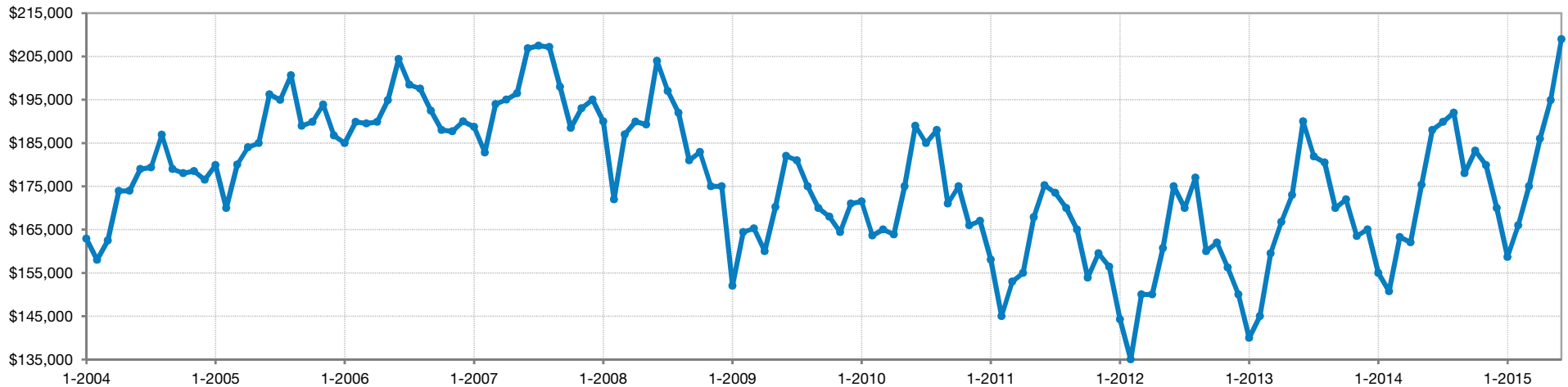
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	\$181,900	\$189,900	+4.4%
August	\$180,500	\$192,000	+6.4%
September	\$170,000	\$178,000	+4.7%
October	\$172,000	\$183,250	+6.5%
November	\$163,500	\$179,900	+10.0%
December	\$165,000	\$170,000	+3.0%
January	\$155,000	\$158,650	+2.4%
February	\$150,750	\$166,000	+10.1%
March	\$163,250	\$175,000	+7.2%
April	\$162,050	\$186,000	+14.8%
May	\$175,375	\$194,900	+11.1%
June	\$188,000	\$209,000	+11.2%
12-Month Med	\$172,000	\$185,000	+7.6%

Historical Median Sales Price



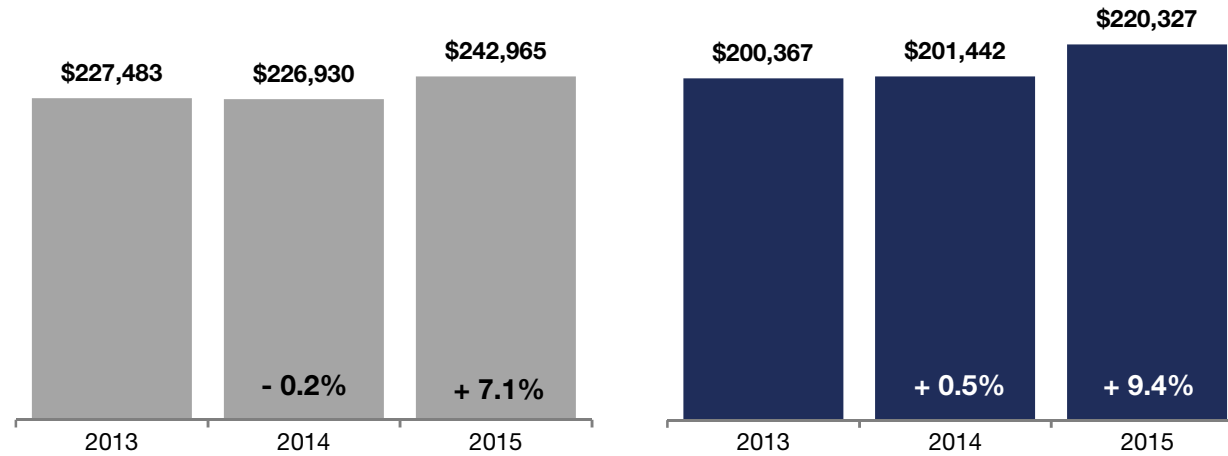
Average Sales Price

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



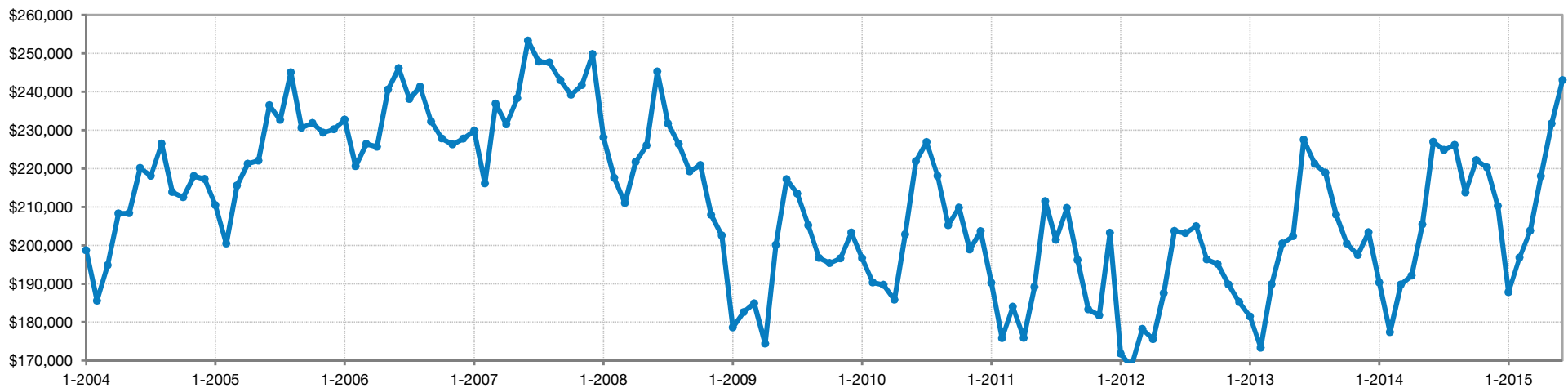
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	\$221,213	\$224,786	+1.6%
August	\$218,853	\$226,064	+3.3%
September	\$207,959	\$213,717	+2.8%
October	\$200,459	\$222,178	+10.8%
November	\$197,428	\$220,216	+11.5%
December	\$203,395	\$210,251	+3.4%
January	\$190,318	\$187,808	-1.3%
February	\$177,371	\$196,790	+10.9%
March	\$189,744	\$203,794	+7.4%
April	\$192,106	\$217,984	+13.5%
May	\$205,396	\$231,665	+12.8%
June	\$226,930	\$242,965	+7.1%
12-Month Avg	\$206,061	\$220,312	+6.9%

Historical Average Sales Price



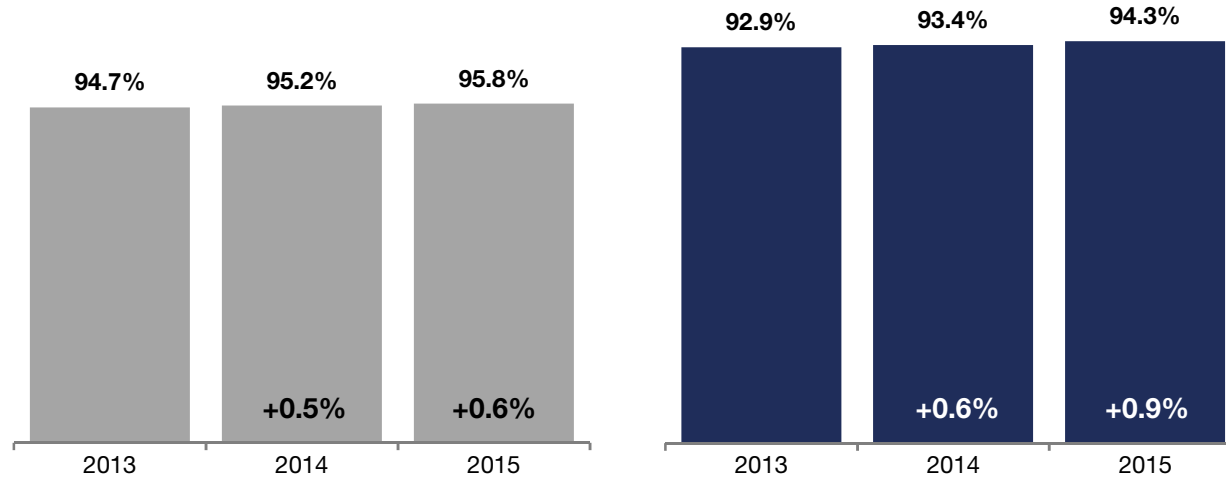
Percent of Original List Price Received

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.



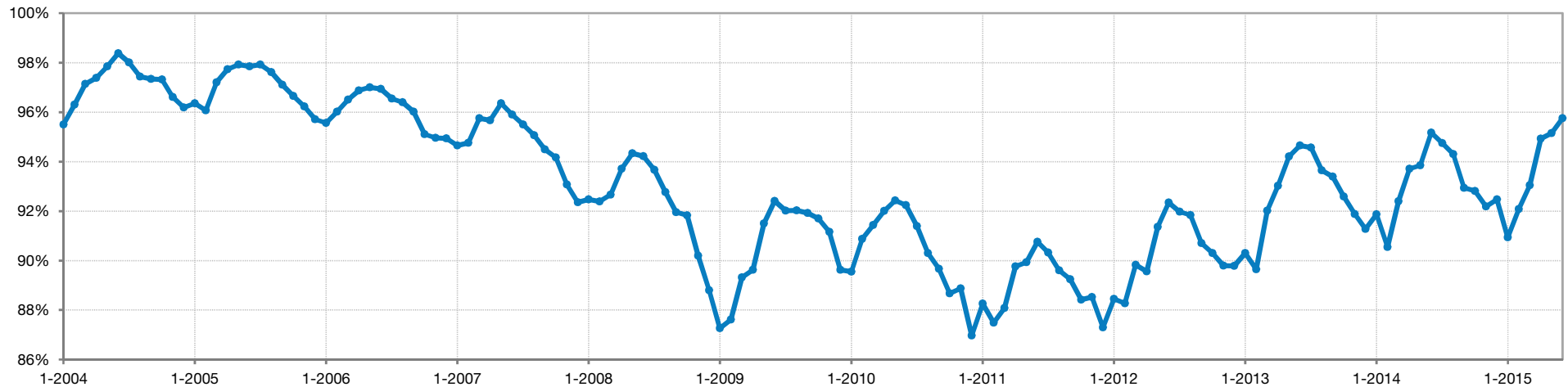
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	94.6%	94.7%	+0.2%
August	93.6%	94.3%	+0.7%
September	93.4%	92.9%	-0.5%
October	92.6%	92.8%	+0.2%
November	91.9%	92.2%	+0.3%
December	91.3%	92.5%	+1.3%
January	91.9%	90.9%	-1.0%
February	90.5%	92.1%	+1.7%
March	92.4%	93.0%	+0.7%
April	93.7%	94.9%	+1.3%
May	93.8%	95.1%	+1.4%
June	95.2%	95.8%	+0.6%
12-Month Avg	93.2%	93.8%	+0.6%

Historical Percent of Original List Price Received

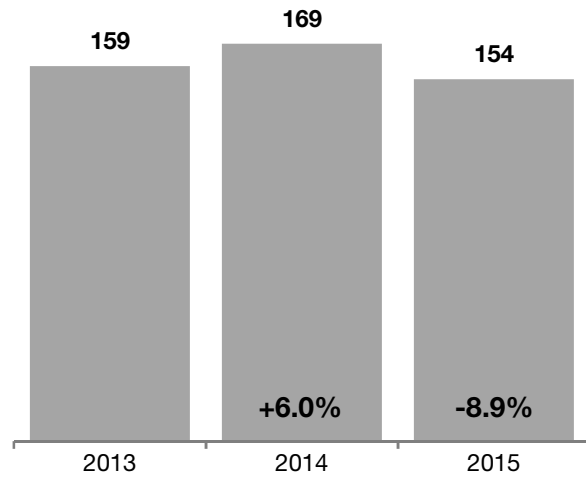


Housing Affordability Index

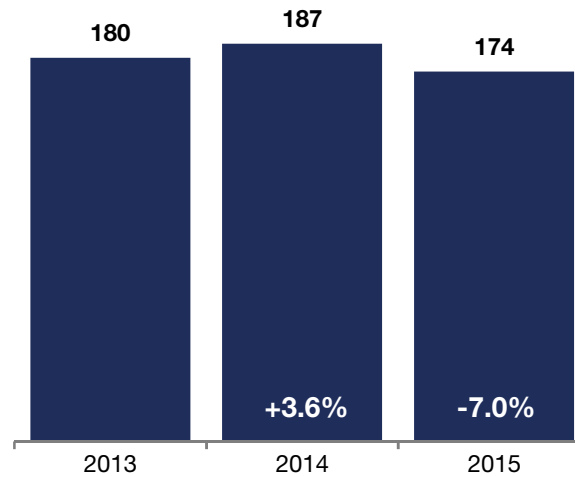
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

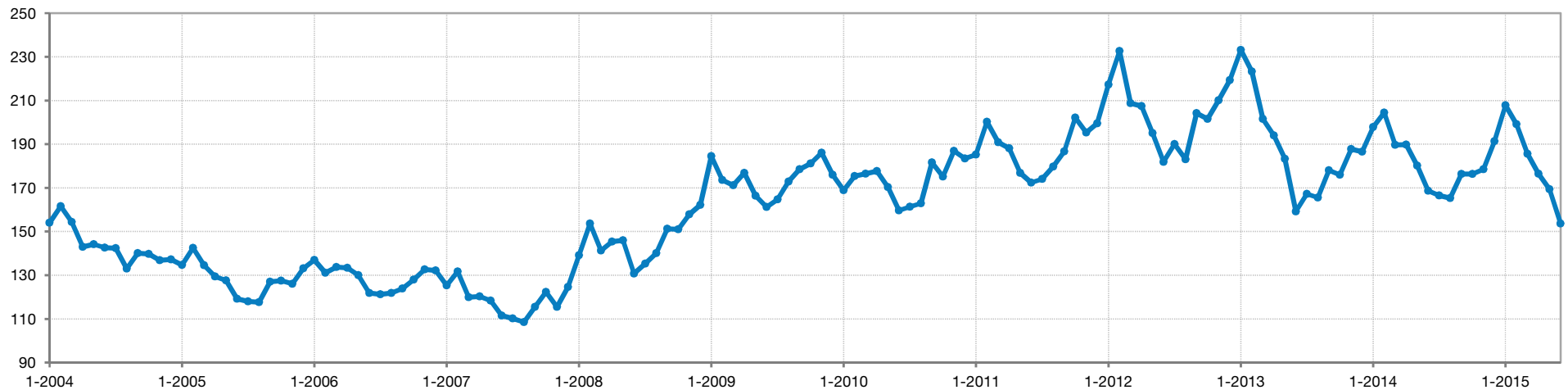


Year To Date



Month	Prior Year	Current Year	+ / -
July	167	167	-0.4%
August	166	165	-0.1%
September	178	176	-1.0%
October	176	176	+0.2%
November	188	178	-4.9%
December	187	191	+2.6%
January	198	208	+5.0%
February	204	199	-2.6%
March	190	186	-2.1%
April	190	176	-7.0%
May	180	169	-6.0%
June	169	154	-8.9%
12-Month Avg	183	179	-2.1%

Historical Housing Affordability Index

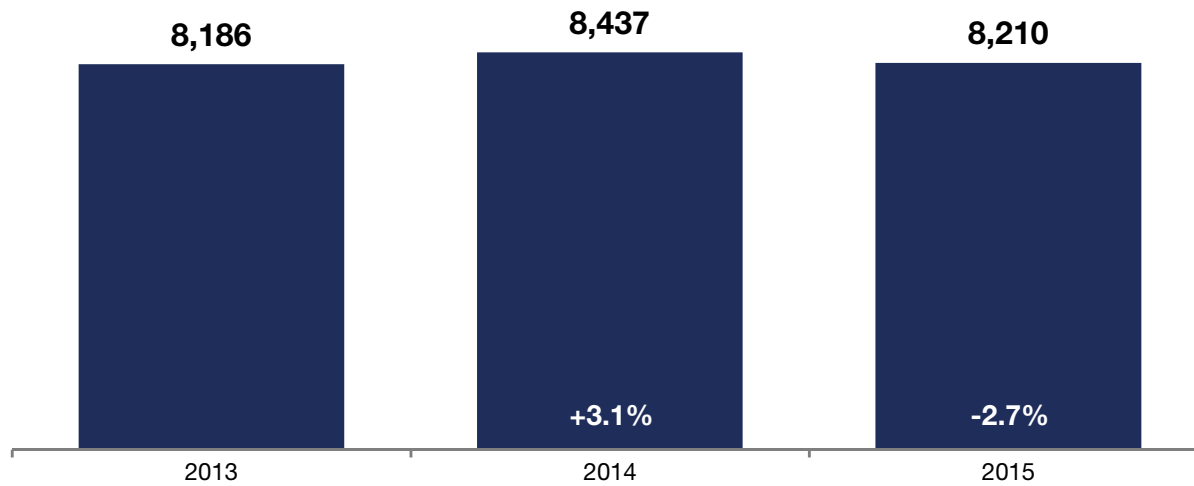


Inventory of Homes for Sale

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

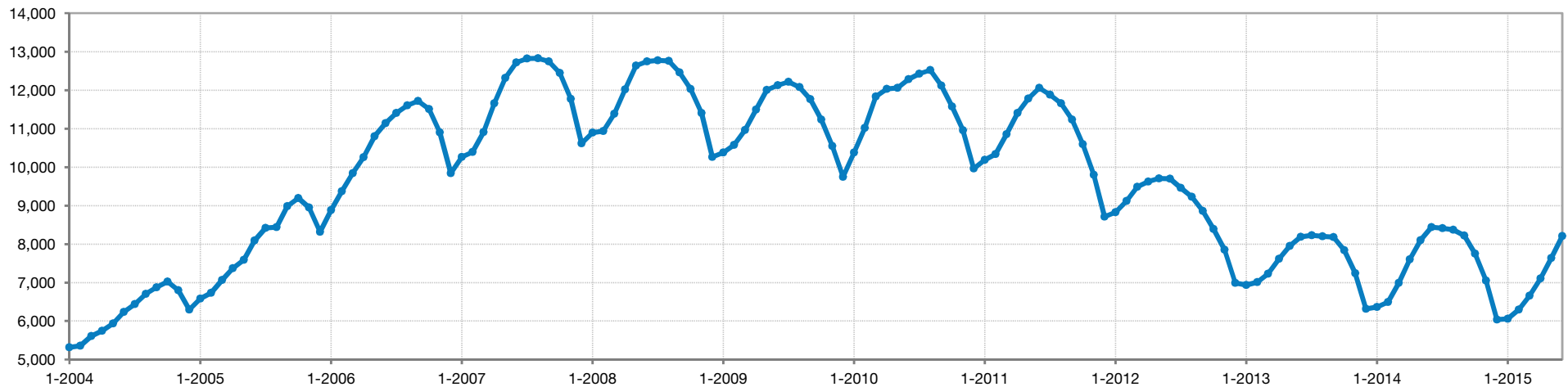


June



Month	Prior Year	Current Year	+ / -
July	8,225	8,413	+2.3%
August	8,198	8,371	+2.1%
September	8,179	8,224	+0.6%
October	7,842	7,753	-1.1%
November	7,243	7,049	-2.7%
December	6,314	6,038	-4.4%
January	6,365	6,055	-4.9%
February	6,492	6,299	-3.0%
March	6,993	6,658	-4.8%
April	7,600	7,107	-6.5%
May	8,100	7,637	-5.7%
June	8,437	8,210	-2.7%
12-Month Avg	7,499	7,318	-2.6%

Historical Inventory of Homes for Sale

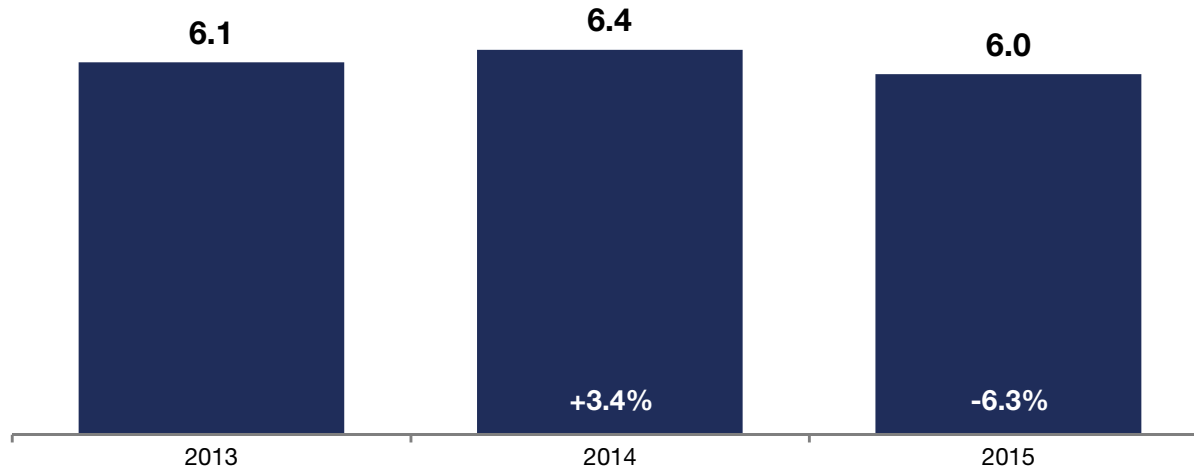


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
July	6.1	6.3	+3.1%
August	6.0	6.3	+4.1%
September	6.0	6.1	+2.3%
October	5.7	5.8	+0.4%
November	5.3	5.2	-1.7%
December	4.6	4.4	-3.9%
January	4.7	4.4	-5.3%
February	4.8	4.6	-5.1%
March	5.3	4.7	-9.9%
April	5.7	5.0	-12.2%
May	6.1	5.4	-11.7%
June	6.4	6.0	-6.3%
12-Month Avg	5.6	5.4	-3.7%

Historical Months Supply of Inventory

