



Monthly Indicators

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



February 2018

The three most prominent national market trends for residential real estate are the ongoing lack of abundant inventory, the steadily upward movement of home prices and year-over-year declines in home sales. Sales declines are a natural result of there being fewer homes for sale, but higher prices often indicate higher demand leading to competitive bidding. Markets are poised for increased supply, so there is hope that more sellers will take advantage of what appears to be a ready and willing buyer base.

New Listings in the Milwaukee region decreased 15.7 percent to 1,577. Pending Sales were down 55.8 percent to 646. Inventory levels fell 5.0 percent to 3,960 units.

Prices continued to gain traction. The Median Sales Price increased 4.6 percent to \$187,000. Days on Market was down 11.5 percent to 69 days. Absorption rates were even with last year as Months Supply of Inventory remained flat at 2.6 months.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

Quick Facts

+ 6.9%

+ 4.6%

- 5.0%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



Market Overview

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



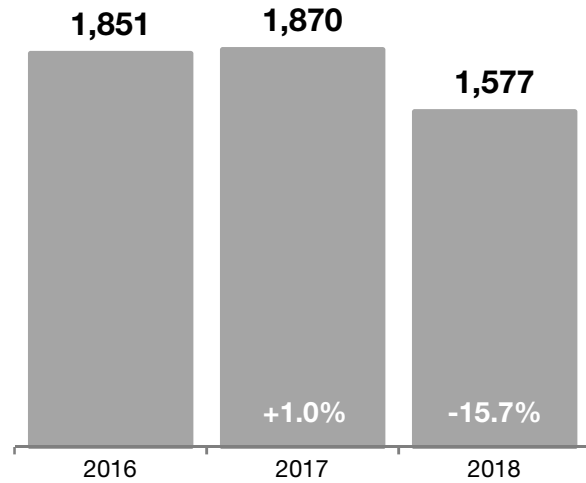
Key Metrics	Historical Sparklines	2-2017	2-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		1,870	1,577	- 15.7%	3,410	3,059	- 10.3%
Pending Sales		1,461	646	- 55.8%	2,521	1,601	- 36.5%
Closed Sales		856	915	+ 6.9%	1,736	1,850	+ 6.6%
Days on Market Until Sale		78	69	- 11.5%	76	66	- 13.2%
Median Sales Price		\$178,700	\$187,000	+ 4.6%	\$182,000	\$185,000	+ 1.6%
Average Sales Price		\$212,010	\$223,343	+ 5.3%	\$215,774	\$226,220	+ 4.8%
Percent of Original List Price Received		93.6%	95.0%	+ 1.5%	93.3%	94.5%	+ 1.2%
Housing Affordability Index		179	170	- 4.9%	175	172	- 2.1%
Inventory of Homes for Sale		4,167	3,960	- 5.0%	--	--	--
Months Supply of Homes for Sale		2.6	2.6	0.0%	--	--	--

New Listings

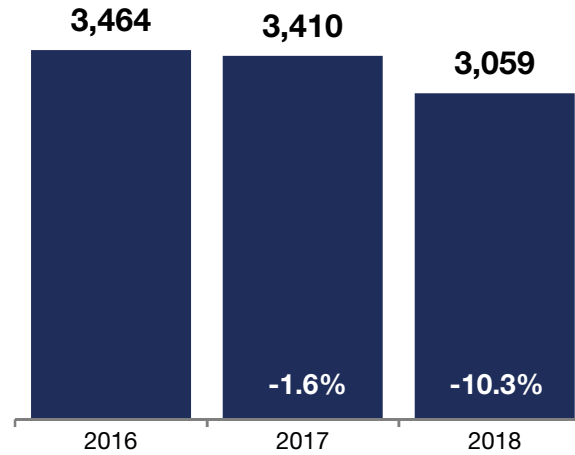
A count of the properties that have been newly listed on the market in a given month.



February

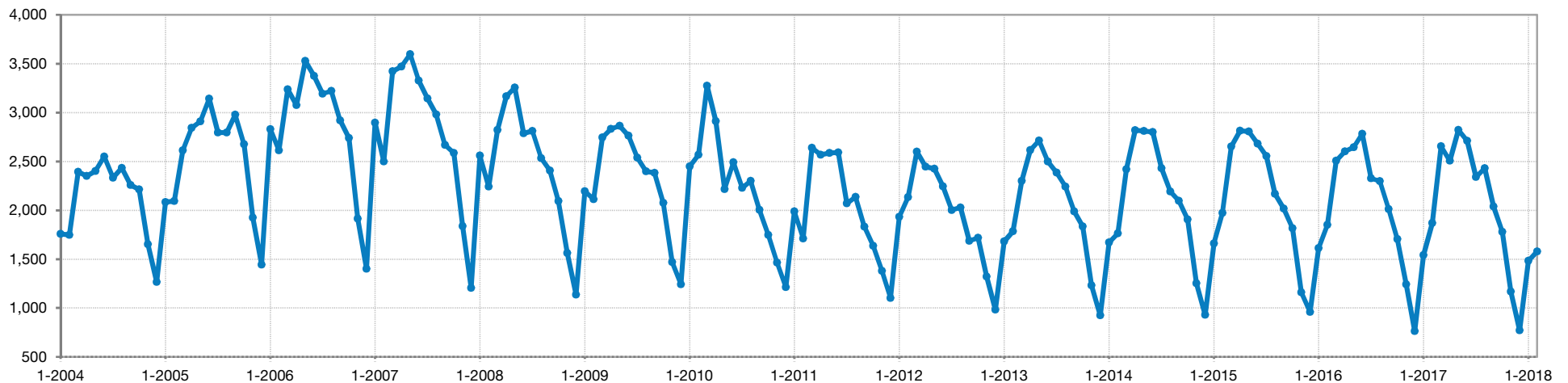


Year To Date



Month	Prior Year	Current Year	+ / -
March	2,507	2,656	+5.9%
April	2,602	2,507	-3.7%
May	2,645	2,823	+6.7%
June	2,781	2,711	-2.5%
July	2,327	2,341	+0.6%
August	2,297	2,430	+5.8%
September	2,011	2,038	+1.3%
October	1,706	1,778	+4.2%
November	1,241	1,169	-5.8%
December	762	770	+1.0%
January	1,540	1,482	-3.8%
February	1,870	1,577	-15.7%
12-Month Avg	2,024	2,024	-0.0%

Historical New Listing Activity

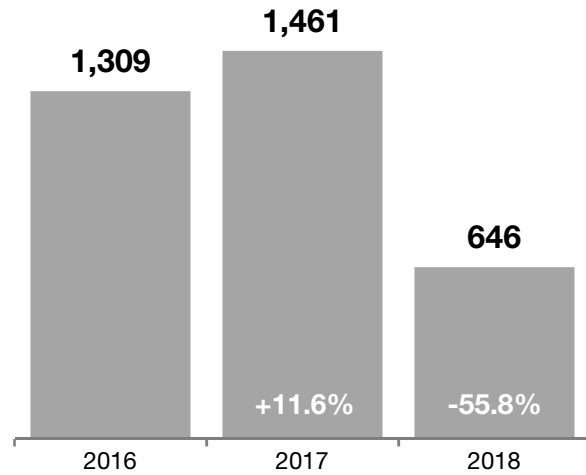


Pending Sales

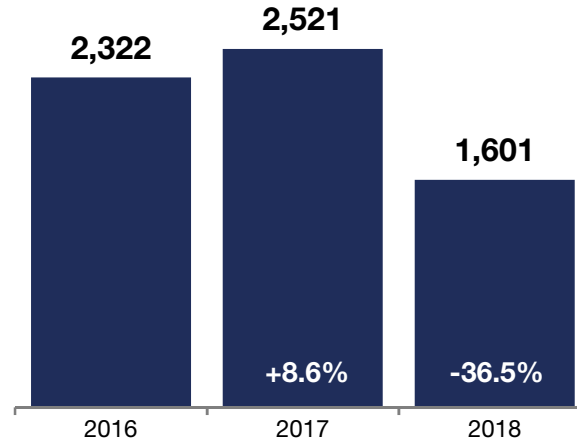
A count of the properties on which contracts have been accepted in a given month.



February

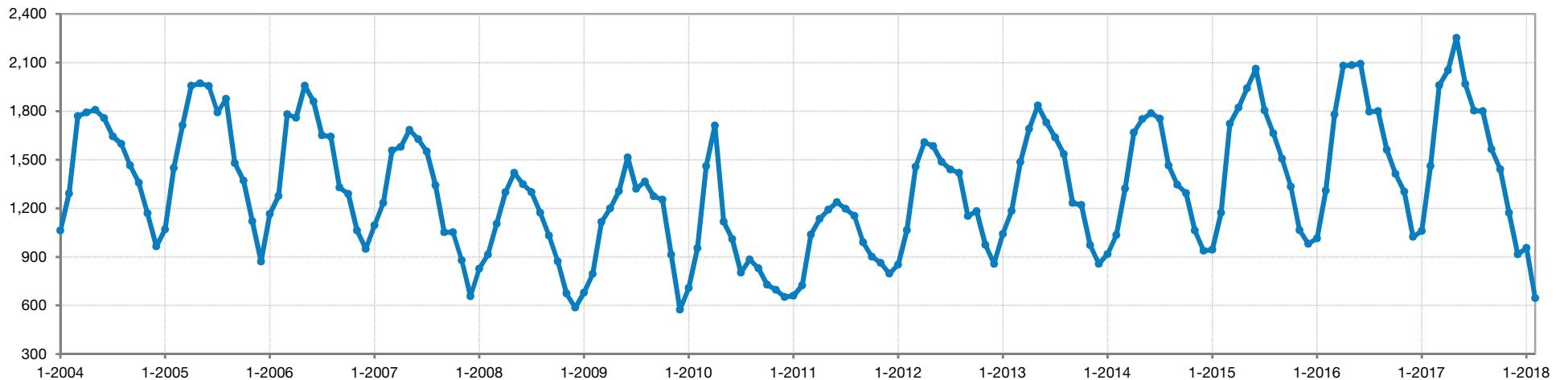


Year To Date



Month	Prior Year	Current Year	+ / -
March	1,779	1,959	+10.1%
April	2,081	2,052	-1.4%
May	2,083	2,252	+8.1%
June	2,091	1,968	-5.9%
July	1,796	1,802	+0.3%
August	1,800	1,800	0.0%
September	1,561	1,565	+0.3%
October	1,412	1,440	+2.0%
November	1,302	1,172	-10.0%
December	1,023	915	-10.6%
January	1,060	955	-9.9%
February	1,461	646	-55.8%
12-Month Avg	1,621	1,544	-4.7%

Historical Pending Sales Activity

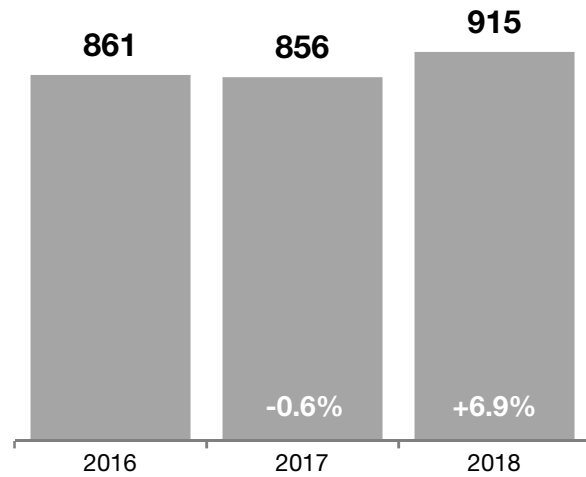


Closed Sales

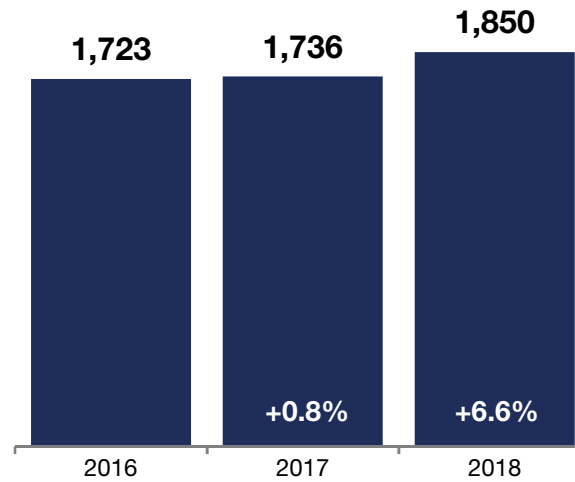
A count of the actual sales that have closed in a given month.



February

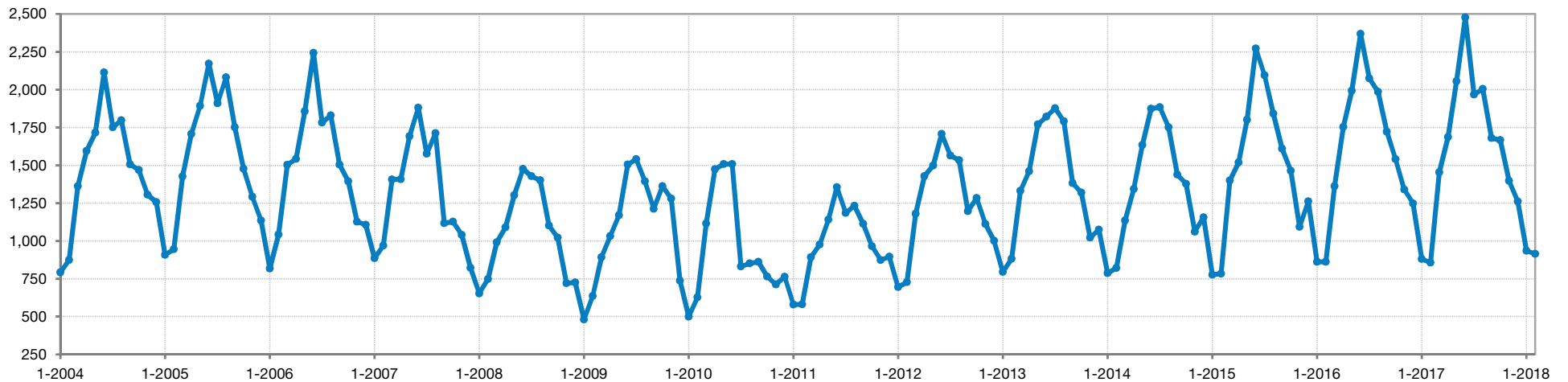


Year To Date



Month	Prior Year	Current Year	+ / -
March	1,362	1,453	+6.7%
April	1,752	1,686	-3.8%
May	1,993	2,056	+3.2%
June	2,369	2,478	+4.6%
July	2,075	1,967	-5.2%
August	1,986	2,005	+1.0%
September	1,722	1,679	-2.5%
October	1,540	1,666	+8.2%
November	1,340	1,397	+4.3%
December	1,247	1,262	+1.2%
January	880	935	+6.3%
February	856	915	+6.9%
12-Month Avg	1,594	1,625	+2.6%

Historical Closed Sales Activity

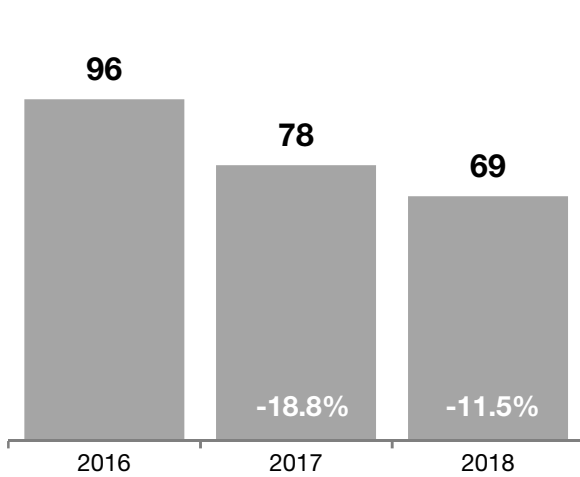


Days on Market Until Sale

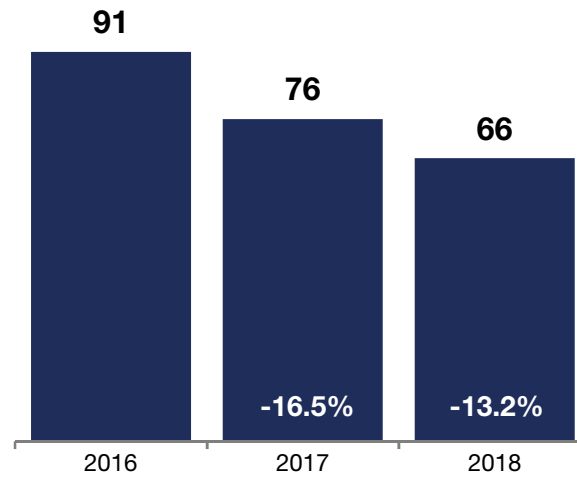
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

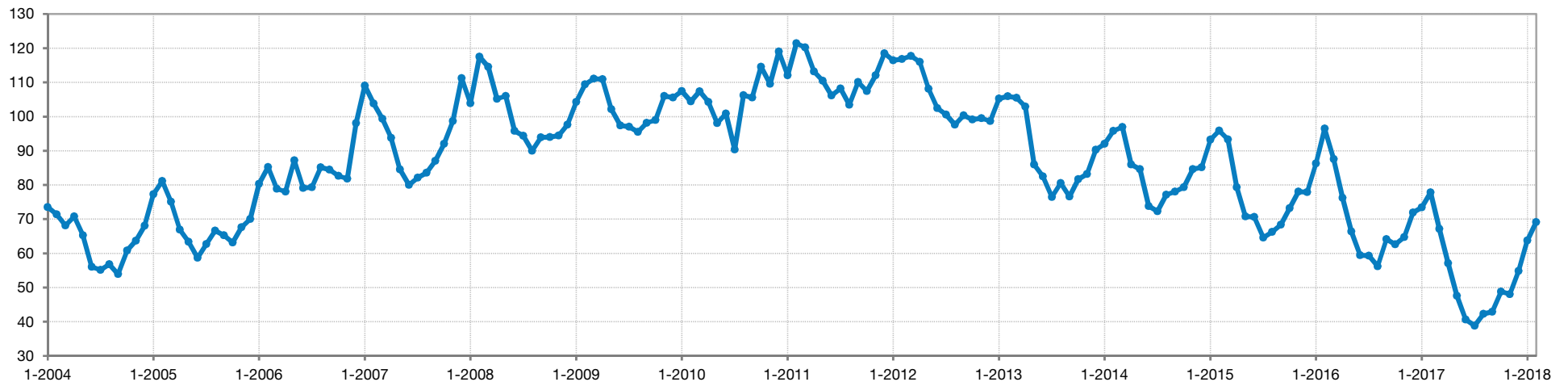


Year To Date



Month	Prior Year	Current Year	+ / -
March	88	67	-23.9%
April	76	57	-25.0%
May	66	48	-27.3%
June	59	41	-30.5%
July	59	39	-33.9%
August	56	42	-25.0%
September	64	43	-32.8%
October	63	49	-22.2%
November	65	48	-26.2%
December	72	55	-23.6%
January	73	64	-12.3%
February	78	69	-11.5%
12-Month Avg	67	50	-25.4%

Historical Days on Market Until Sale

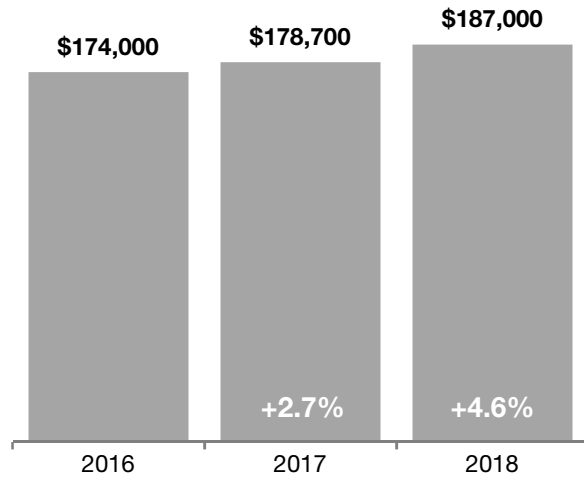


Median Sales Price

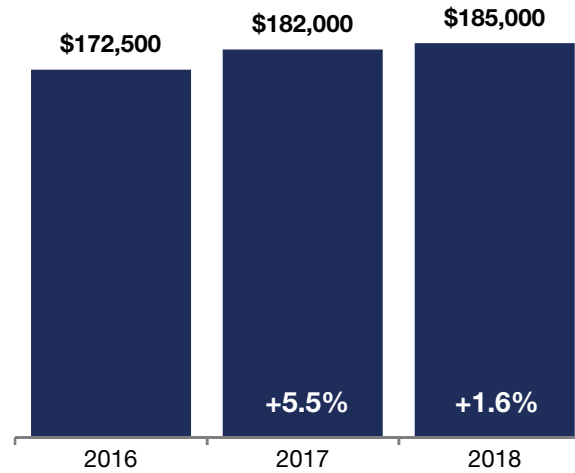
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

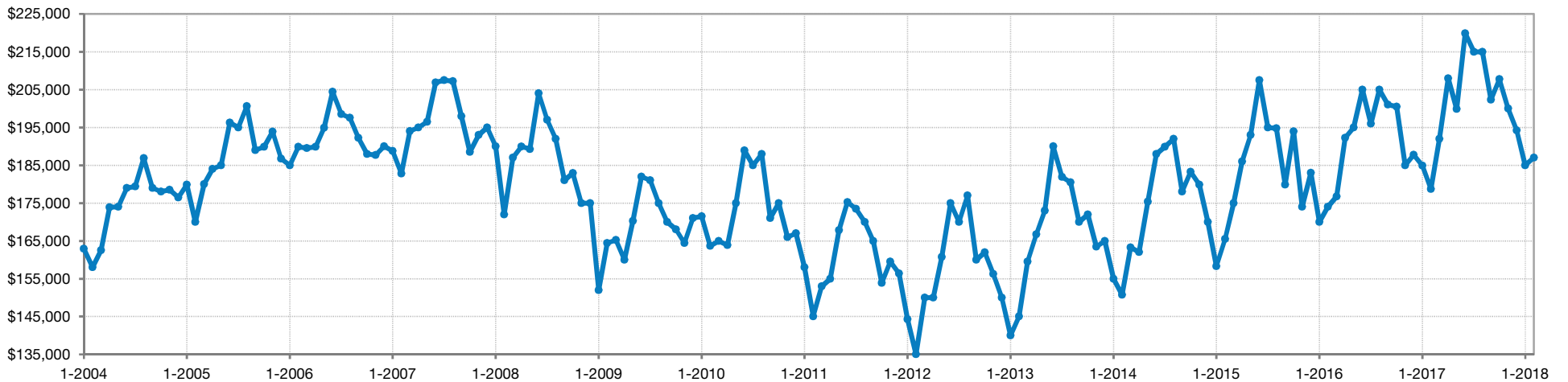


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$176,750	\$192,000	+8.6%
April	\$192,250	\$208,000	+8.2%
May	\$194,950	\$199,900	+2.5%
June	\$205,000	\$219,900	+7.3%
July	\$196,000	\$215,000	+9.7%
August	\$205,000	\$215,000	+4.9%
September	\$201,000	\$202,325	+0.7%
October	\$200,500	\$207,750	+3.6%
November	\$185,000	\$200,000	+8.1%
December	\$187,750	\$194,200	+3.4%
January	\$184,900	\$185,000	+0.1%
February	\$178,700	\$187,000	+4.6%
12-Month Med	\$195,000	\$205,000	+5.1%

Historical Median Sales Price

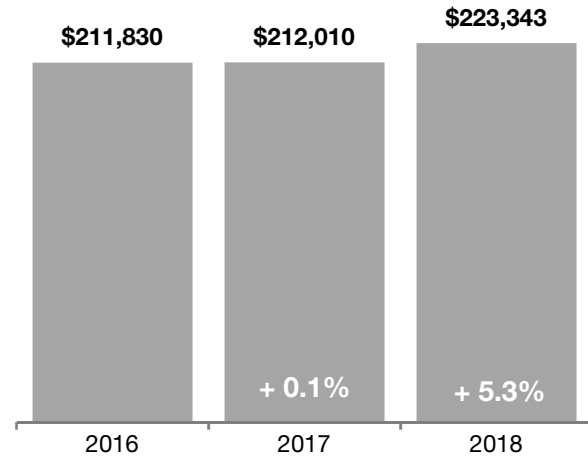


Average Sales Price

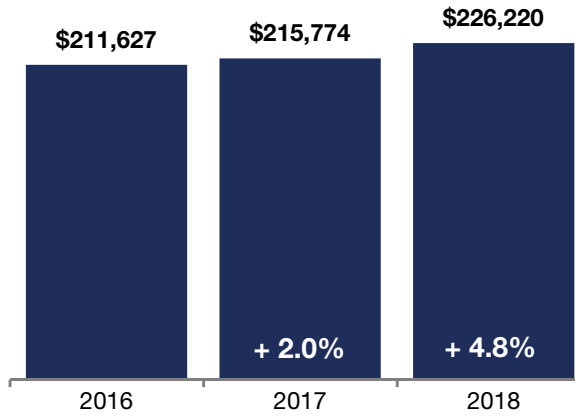
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

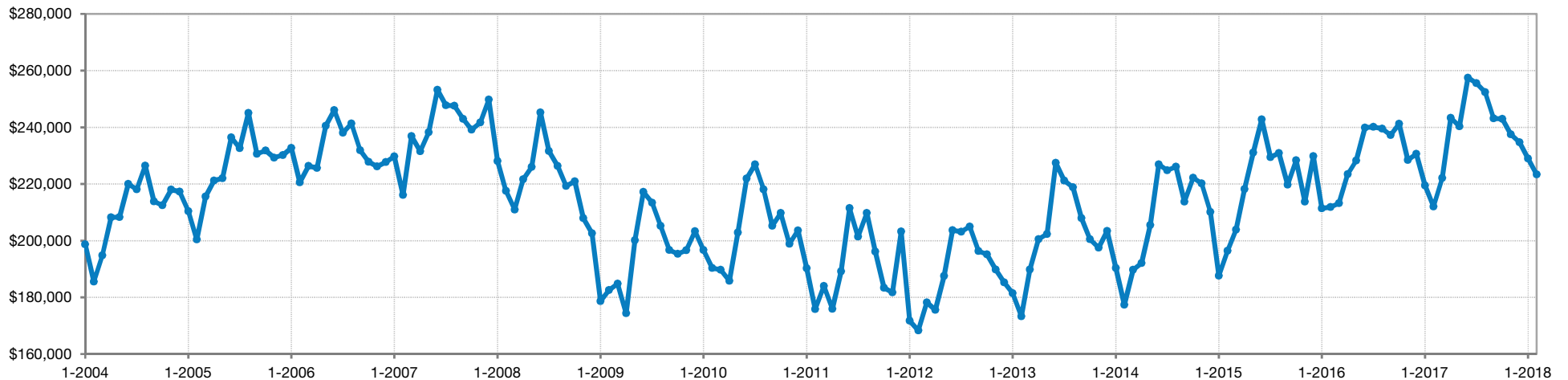


Year To Date



Month	Prior Year	Current Year	+ / -
March	\$213,223	\$222,130	+4.2%
April	\$223,495	\$243,352	+8.9%
May	\$228,292	\$240,288	+5.3%
June	\$239,901	\$257,519	+7.3%
July	\$240,131	\$255,563	+6.4%
August	\$239,483	\$252,417	+5.4%
September	\$237,253	\$243,103	+2.5%
October	\$241,216	\$242,956	+0.7%
November	\$228,451	\$237,555	+4.0%
December	\$230,613	\$234,690	+1.8%
January	\$219,431	\$229,021	+4.4%
February	\$212,010	\$223,343	+5.3%
12-Month Avg	\$231,539	\$242,772	+4.9%

Historical Average Sales Price

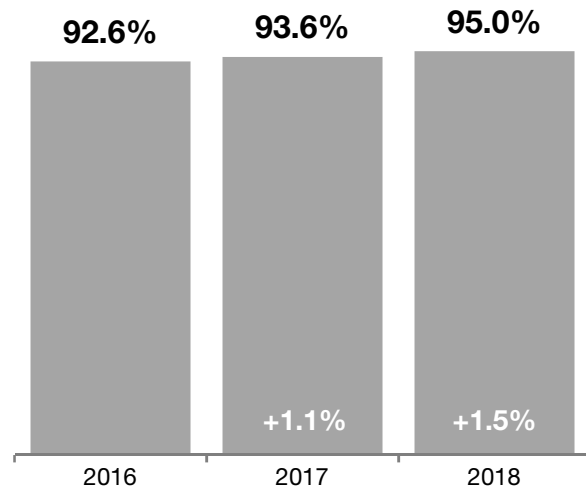


Percent of Original List Price Received

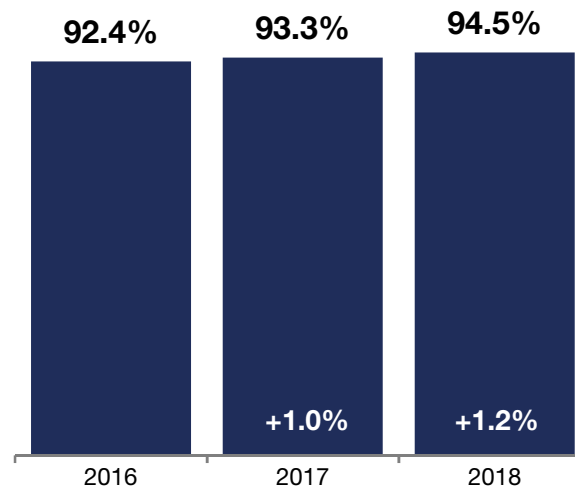
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

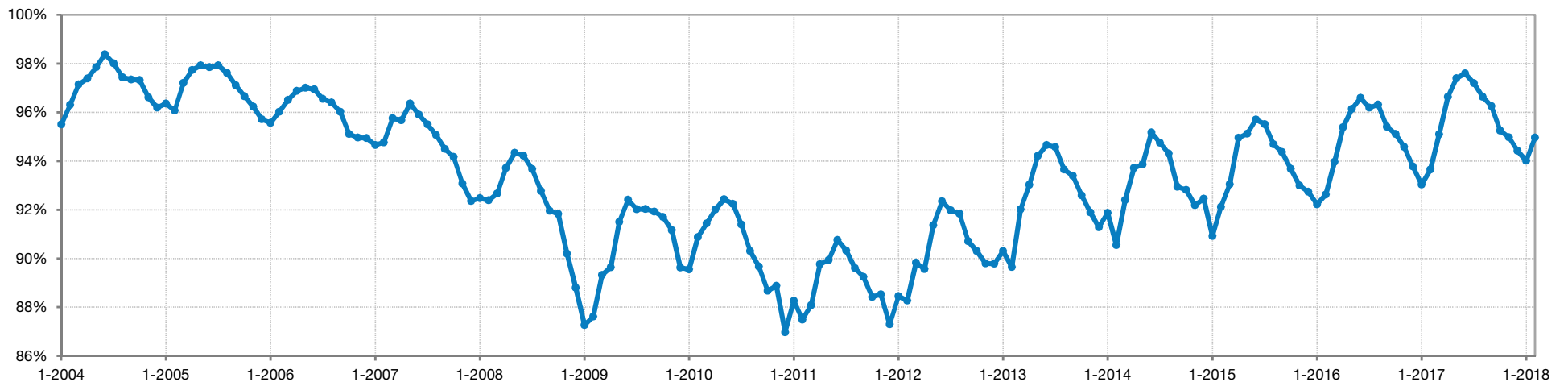


Year To Date



Month	Prior Year	Current Year	+ / -
March	94.0%	95.1%	+1.2%
April	95.4%	96.6%	+1.3%
May	96.1%	97.4%	+1.4%
June	96.6%	97.6%	+1.0%
July	96.2%	97.2%	+1.0%
August	96.3%	96.6%	+0.3%
September	95.4%	96.3%	+0.9%
October	95.1%	95.2%	+0.1%
November	94.6%	95.0%	+0.4%
December	93.8%	94.4%	+0.6%
January	93.0%	94.0%	+1.1%
February	93.6%	95.0%	+1.5%
12-Month Avg	95.3%	96.2%	+0.9%

Historical Percent of Original List Price Received

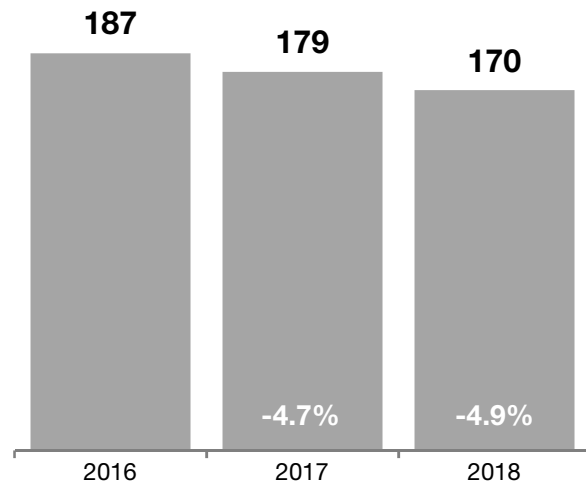


Housing Affordability Index

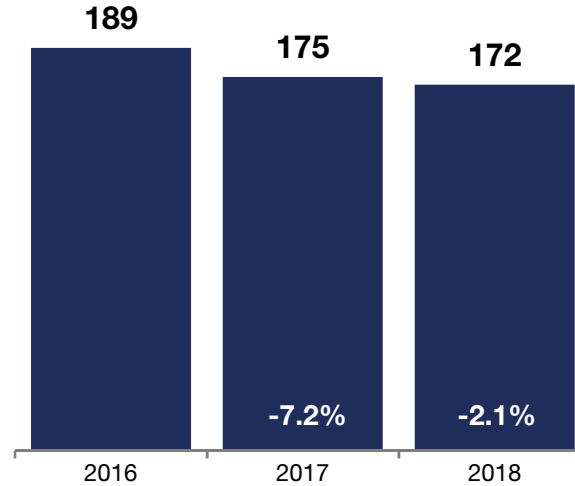
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



February



Year To Date



Month	Prior Year	Current Year	+ / -
March	184	166	-9.9%
April	172	155	-10.0%
May	170	163	-4.0%
June	165	148	-10.0%
July	172	152	-12.1%
August	166	152	-8.5%
September	168	162	-3.8%
October	169	157	-7.1%
November	175	162	-7.7%
December	166	167	+0.1%
January	172	172	-0.3%
February	179	170	-4.9%
12-Month Avg	172	160	-6.5%

Historical Housing Affordability Index

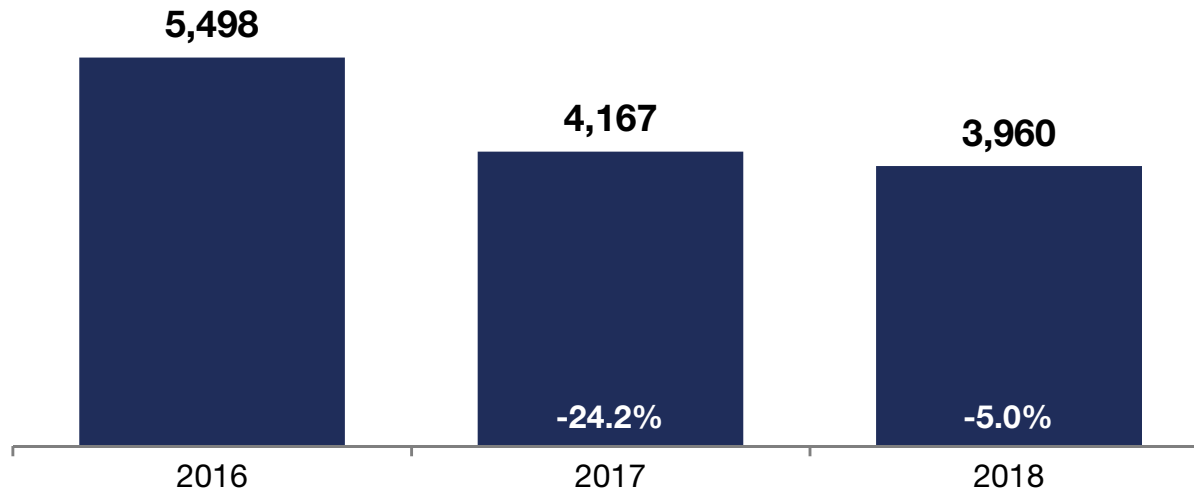


Inventory of Homes for Sale

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

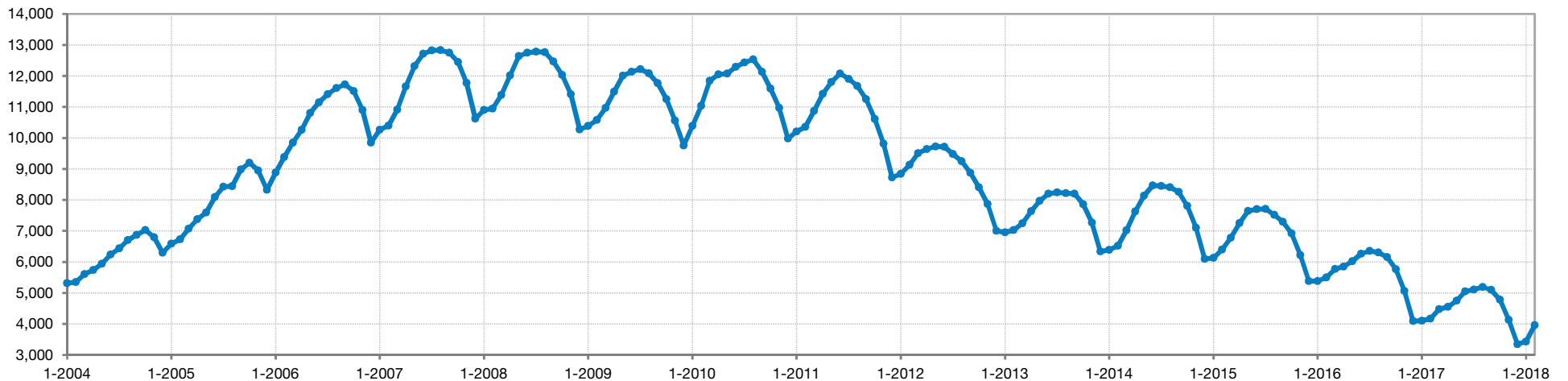


February



Month	Prior Year	Current Year	+ / -
March	5,773	4,472	-22.5%
April	5,851	4,552	-22.2%
May	6,021	4,749	-21.1%
June	6,267	5,048	-19.5%
July	6,356	5,107	-19.7%
August	6,304	5,187	-17.7%
September	6,153	5,102	-17.1%
October	5,762	4,785	-17.0%
November	5,066	4,132	-18.4%
December	4,095	3,348	-18.2%
January	4,098	3,426	-16.4%
February	4,167	3,960	-5.0%
12-Month Avg	5,493	4,489	-17.9%

Historical Inventory of Homes for Sale

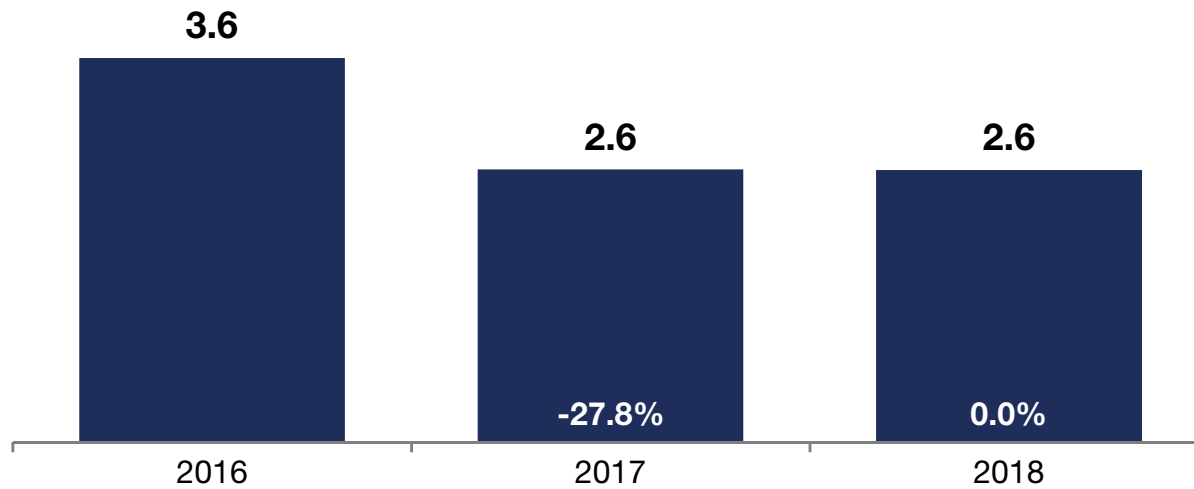


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
March	3.8	2.7	-28.9%
April	3.8	2.8	-26.3%
May	3.9	2.9	-25.6%
June	4.0	3.1	-22.5%
July	4.1	3.1	-24.4%
August	4.0	3.2	-20.0%
September	3.9	3.1	-20.5%
October	3.6	2.9	-19.4%
November	3.2	2.5	-21.9%
December	2.6	2.1	-19.2%
January	2.5	2.1	-16.0%
February	2.6	2.6	0.0%
12-Month Avg	3.5	2.8	-20.0%

Historical Months Supply of Inventory

