



Monthly Indicators

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



August 2019

As the summer draws to a close, multiple opposing factors and trends are competing to define the direction of the real estate market. After the Federal Reserve lowered its benchmark interest rate on July 31, 30-year mortgage rates continued to decline, approaching all-time lows last seen in 2016. Yet most experts agree these reductions are unlikely to bring sufficient relief, at least in the short term, for first-time home buyers. The lack of affordable inventory and the persistence of historically high housing prices continue to affect the housing market, leading to lower-than-expected existing home sales at the national level.

New Listings in the Milwaukee region decreased 3.8 percent to 2,296. Pending Sales were down 61.8 percent to 655. Inventory levels rose 15.6 percent to 4,853 units.

Prices continued to gain traction. The Median Sales Price increased 11.1 percent to \$250,000. Days on Market was down 15.2 percent to 28 days. Buyers felt empowered as Months Supply of Inventory was up 26.9 percent to 3.3 months.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

Quick Facts

+ 2.3%

+ 11.1%

+ 15.6%

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.



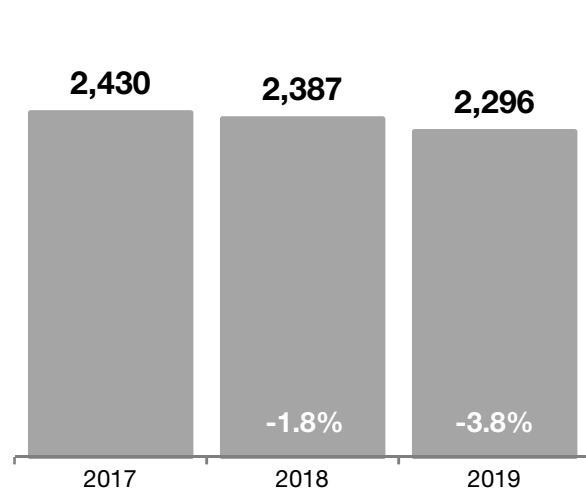
Key Metrics	Historical Sparklines	8-2018	8-2019	+ / -	YTD 2018	YTD 2019	+ / -
New Listings		2,387	2,296	- 3.8%	17,843	17,444	- 2.2%
Pending Sales		1,713	655	- 61.8%	14,215	12,616	- 11.2%
Closed Sales		1,991	2,036	+ 2.3%	13,415	13,018	- 3.0%
Days on Market Until Sale		33	28	- 15.2%	42	36	- 14.3%
Median Sales Price		\$225,000	\$250,000	+ 11.1%	\$215,000	\$234,270	+ 9.0%
Average Sales Price		\$262,671	\$284,462	+ 8.3%	\$255,643	\$271,027	+ 6.0%
Percent of Original List Price Received		97.6%	98.4%	+ 0.8%	97.4%	98.0%	+ 0.6%
Housing Affordability Index		134	132	- 1.6%	140	141	+ 0.3%
Inventory of Homes for Sale		4,198	4,853	+ 15.6%	--	--	--
Months Supply of Homes for Sale		2.6	3.3	+ 26.9%	--	--	--

New Listings

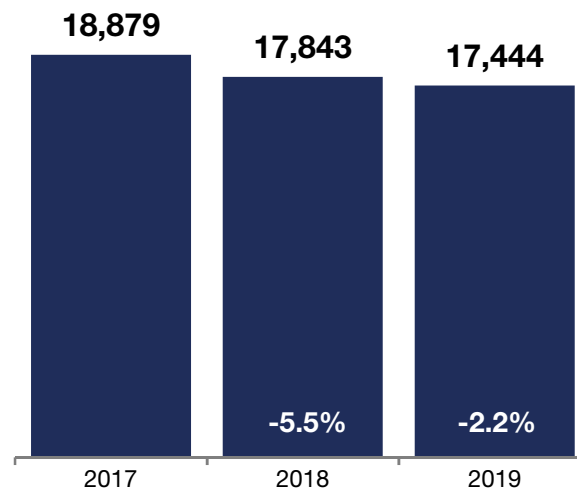
A count of the properties that have been newly listed on the market in a given month.



August

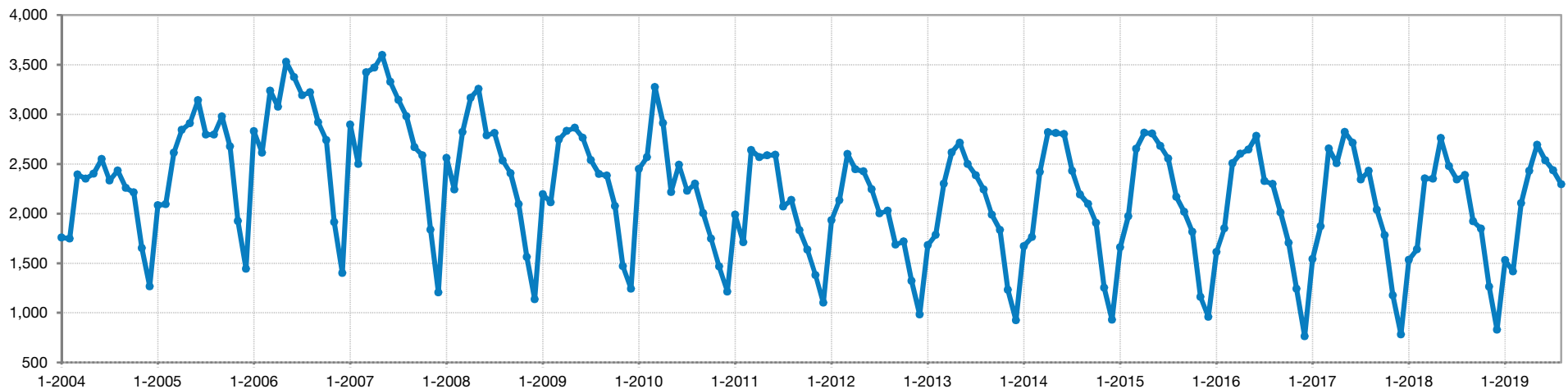


Year To Date



Month	Prior Year	Current Year	+ / -
September	2,038	1,922	-5.7%
October	1,783	1,849	+3.7%
November	1,177	1,264	+7.4%
December	781	830	+6.3%
January	1,532	1,530	-0.1%
February	1,639	1,418	-13.5%
March	2,353	2,106	-10.5%
April	2,351	2,430	+3.4%
May	2,761	2,693	-2.5%
June	2,478	2,535	+2.3%
July	2,342	2,436	+4.0%
August	2,387	2,296	-3.8%
12-Month Avg	1,969	1,942	-1.3%

Historical New Listing Activity

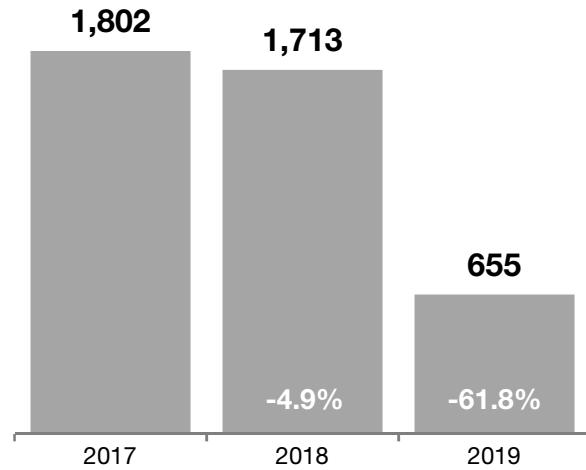


Pending Sales

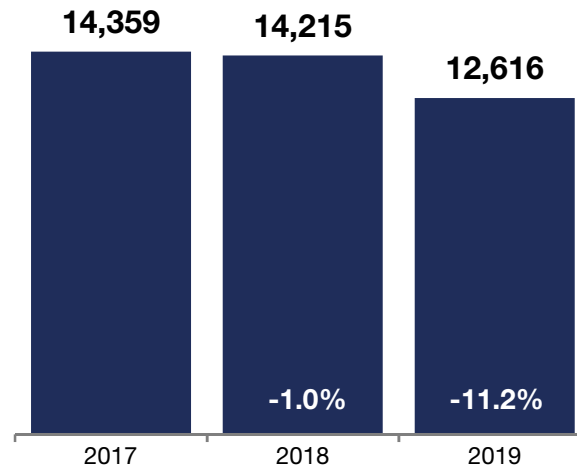
A count of the properties on which contracts have been accepted in a given month.



August

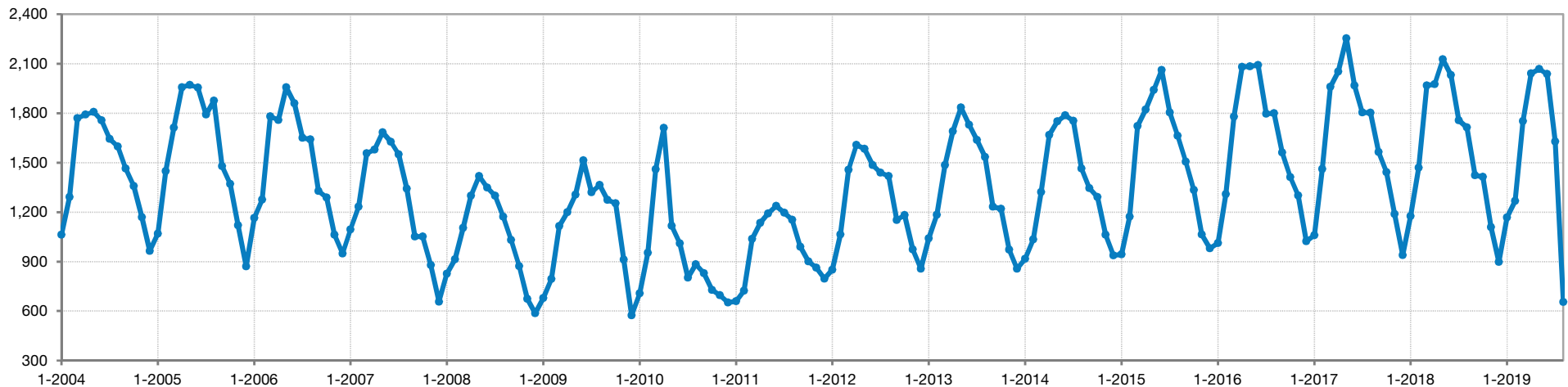


Year To Date



Month	Prior Year	Current Year	+ / -
September	1,564	1,423	-9.0%
October	1,442	1,414	-1.9%
November	1,188	1,109	-6.6%
December	939	897	-4.5%
January	1,176	1,168	-0.7%
February	1,469	1,267	-13.8%
March	1,968	1,751	-11.0%
April	1,975	2,041	+3.3%
May	2,127	2,068	-2.8%
June	2,031	2,038	+0.3%
July	1,756	1,628	-7.3%
August	1,713	655	-61.8%
12-Month Avg	1,612	1,455	-9.8%

Historical Pending Sales Activity

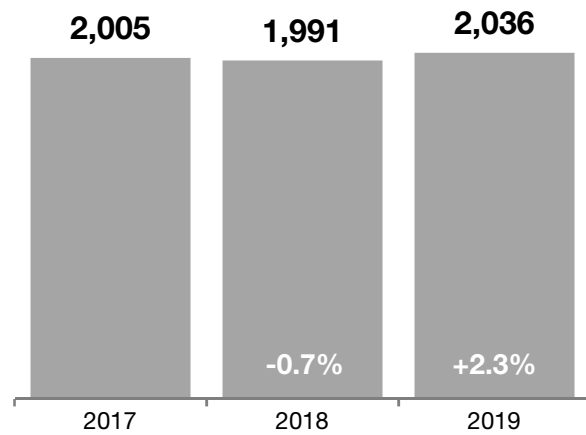


Closed Sales

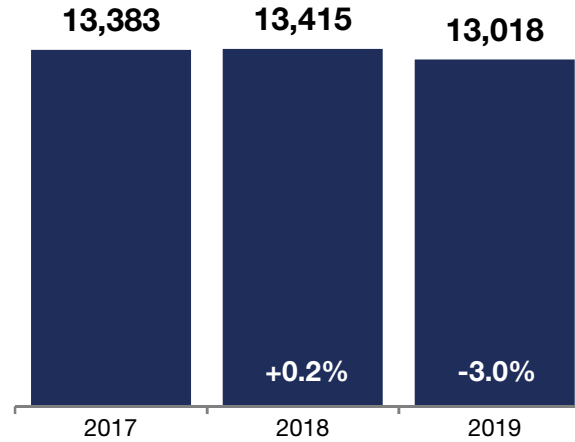
A count of the actual sales that have closed in a given month.



August

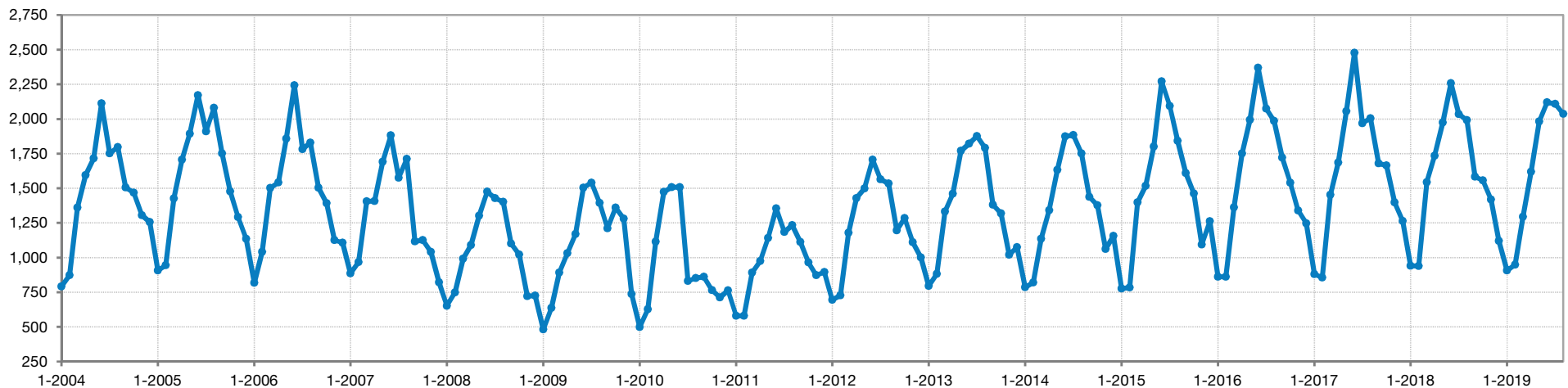


Year To Date



Month	Prior Year	Current Year	+ / -
September	1,679	1,584	-5.7%
October	1,665	1,556	-6.5%
November	1,398	1,419	+1.5%
December	1,264	1,120	-11.4%
January	941	906	-3.7%
February	938	949	+1.2%
March	1,543	1,294	-16.1%
April	1,734	1,620	-6.6%
May	1,975	1,983	+0.4%
June	2,258	2,121	-6.1%
July	2,035	2,109	+3.6%
August	1,991	2,036	+2.3%
12-Month Avg	1,618	1,558	-3.9%

Historical Closed Sales Activity

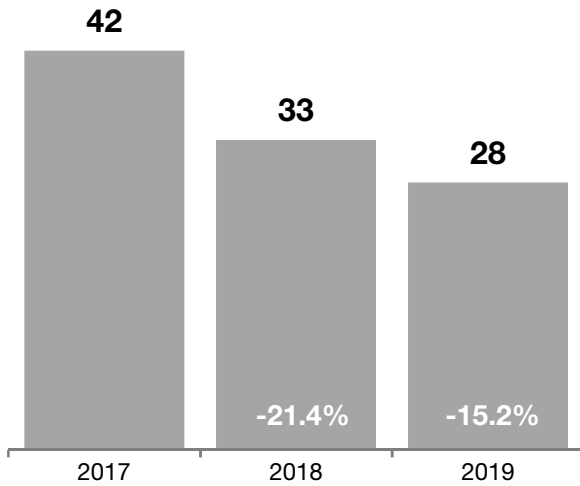


Days on Market Until Sale

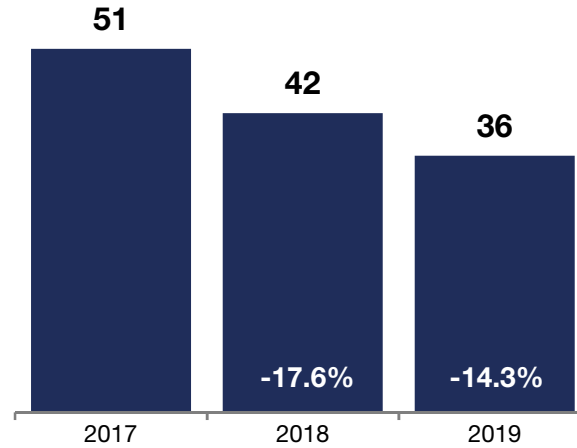
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

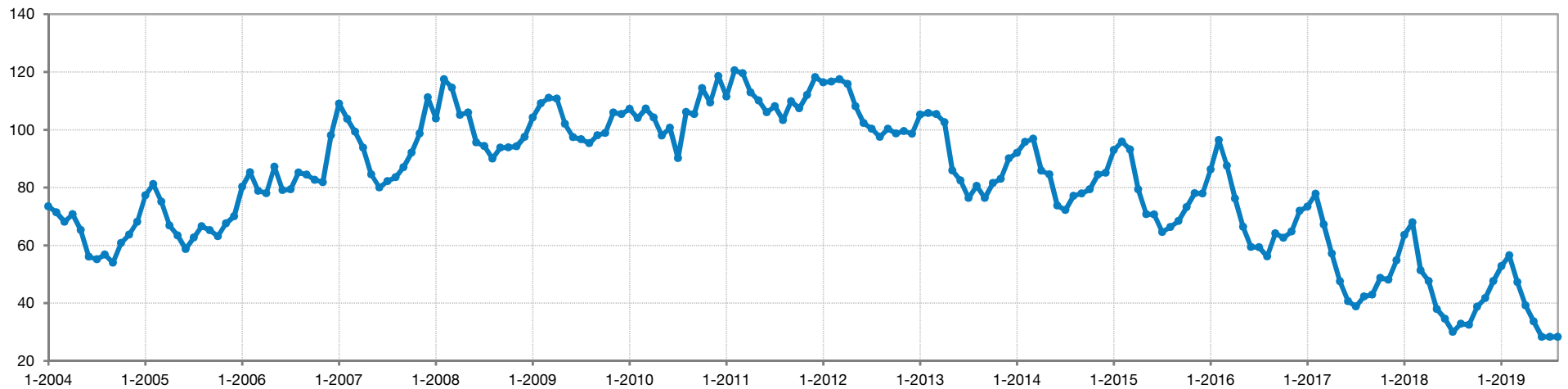


Year To Date



Month	Prior Year	Current Year	+ / -
September	43	32	-25.6%
October	49	39	-20.4%
November	48	42	-12.5%
December	55	48	-12.7%
January	64	53	-17.2%
February	68	56	-17.6%
March	51	47	-7.8%
April	48	39	-18.8%
May	38	34	-10.5%
June	35	28	-20.0%
July	30	28	-6.7%
August	33	28	-15.2%
12-Month Avg	44	37	-15.9%

Historical Days on Market Until Sale

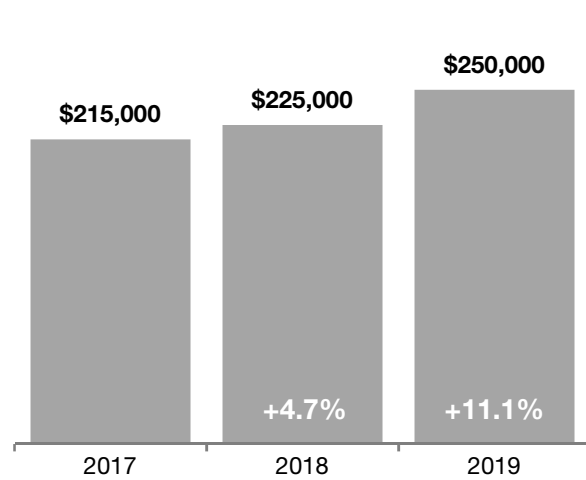


Median Sales Price

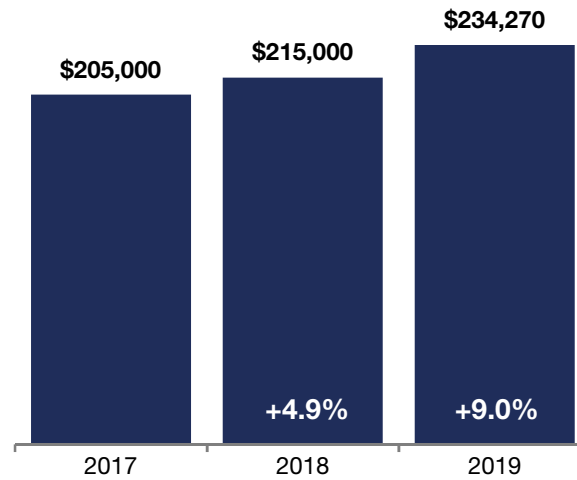
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August

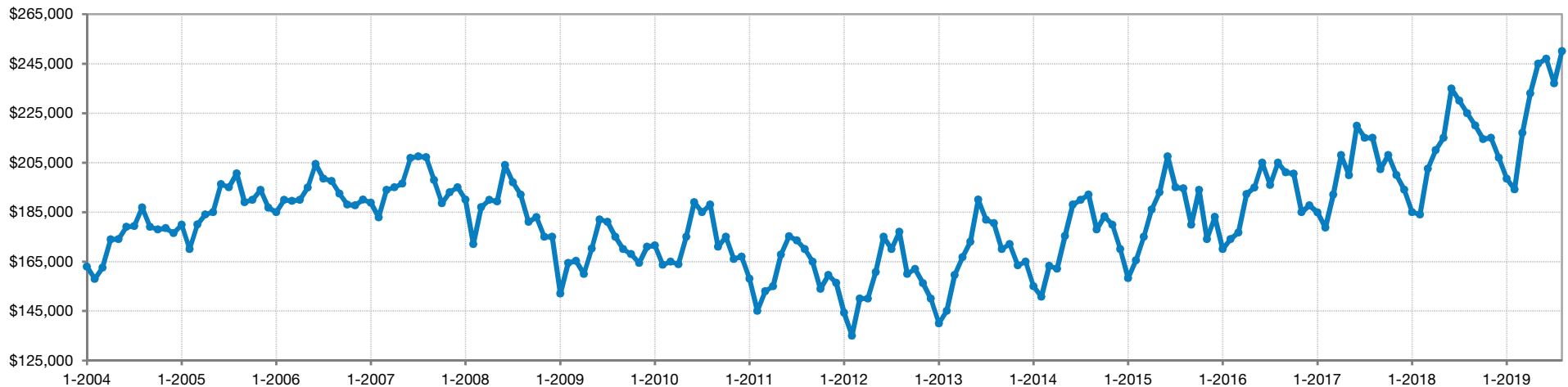


Year To Date



Month	Prior Year	Current Year	+ / -
September	\$202,325	\$220,000	+8.7%
October	\$208,000	\$214,500	+3.1%
November	\$200,000	\$215,000	+7.5%
December	\$194,100	\$206,950	+6.6%
January	\$185,000	\$198,500	+7.3%
February	\$184,000	\$194,200	+5.5%
March	\$202,500	\$217,000	+7.2%
April	\$210,000	\$233,000	+11.0%
May	\$215,000	\$245,000	+14.0%
June	\$234,925	\$247,000	+5.1%
July	\$230,000	\$237,000	+3.0%
August	\$225,000	\$250,000	+11.1%
12-Month Med	\$212,000	\$227,750	+7.4%

Historical Median Sales Price

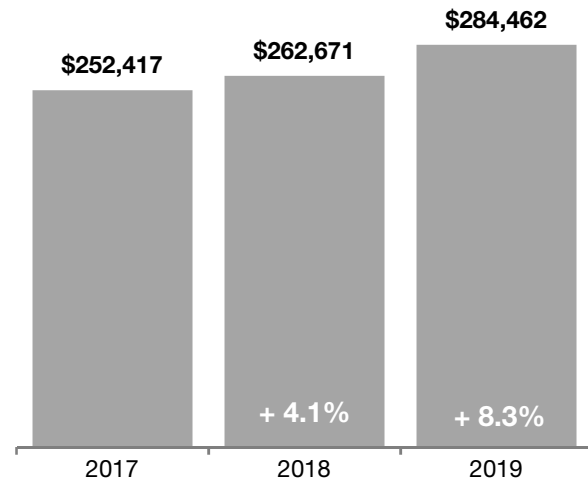


Average Sales Price

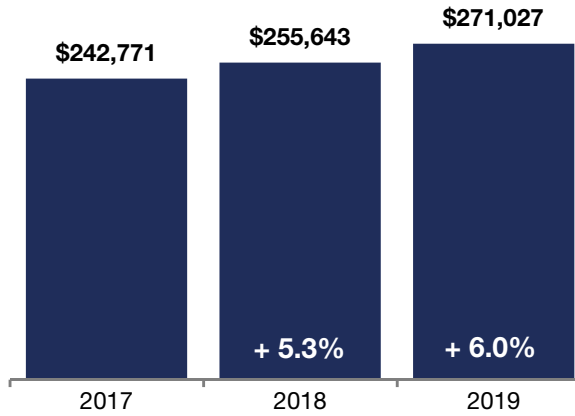
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

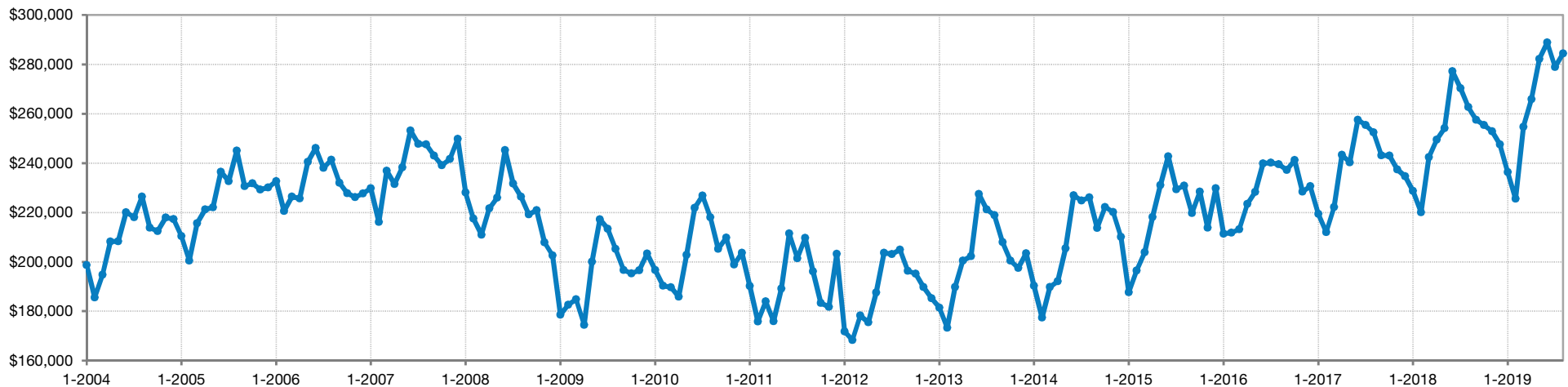


Year To Date



Month	Prior Year	Current Year	+ / -
September	\$243,103	\$257,519	+5.9%
October	\$243,027	\$255,380	+5.1%
November	\$237,439	\$252,922	+6.5%
December	\$234,613	\$247,587	+5.5%
January	\$228,783	\$236,356	+3.3%
February	\$220,022	\$225,569	+2.5%
March	\$242,351	\$254,665	+5.1%
April	\$249,503	\$265,908	+6.6%
May	\$254,124	\$282,186	+11.0%
June	\$277,214	\$288,854	+4.2%
July	\$270,341	\$278,862	+3.2%
August	\$262,671	\$284,462	+8.3%
12-Month Avg	\$250,801	\$265,801	+6.0%

Historical Average Sales Price



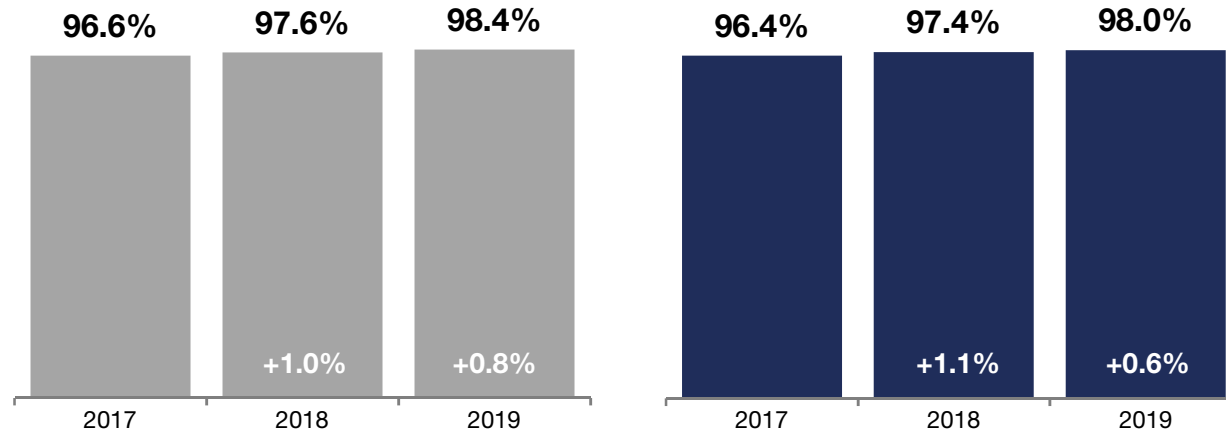
Percent of Original List Price Received

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.



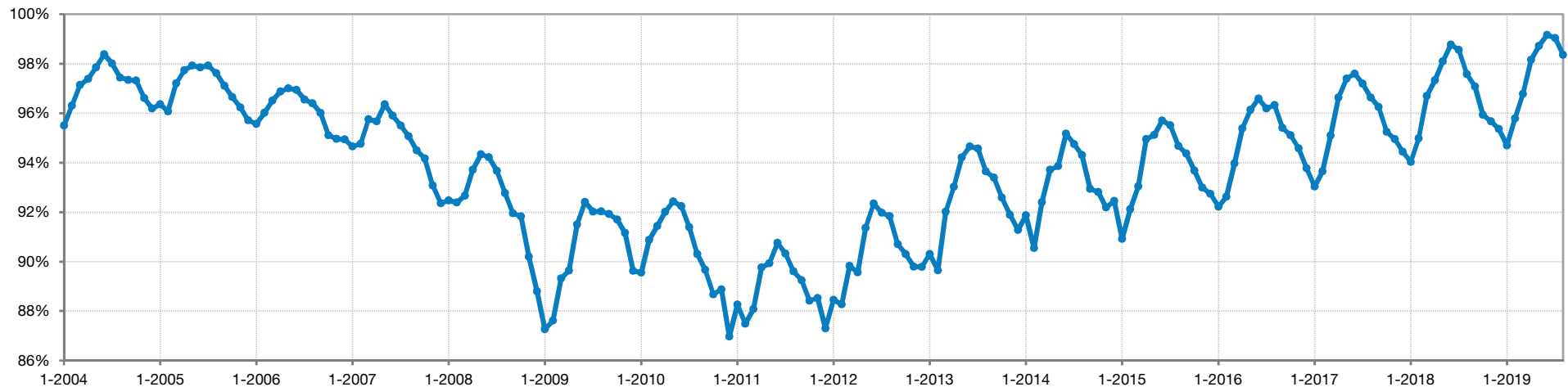
August

Year To Date



Month	Prior Year	Current Year	+ / -
September	96.3%	97.1%	+0.8%
October	95.2%	95.9%	+0.7%
November	95.0%	95.7%	+0.7%
December	94.4%	95.4%	+1.1%
January	94.0%	94.7%	+0.7%
February	95.0%	95.8%	+0.8%
March	96.7%	96.8%	+0.1%
April	97.3%	98.2%	+0.9%
May	98.1%	98.7%	+0.6%
June	98.8%	99.2%	+0.4%
July	98.6%	99.0%	+0.4%
August	97.6%	98.4%	+0.8%
12-Month Avg	96.8%	97.4%	+0.6%

Historical Percent of Original List Price Received

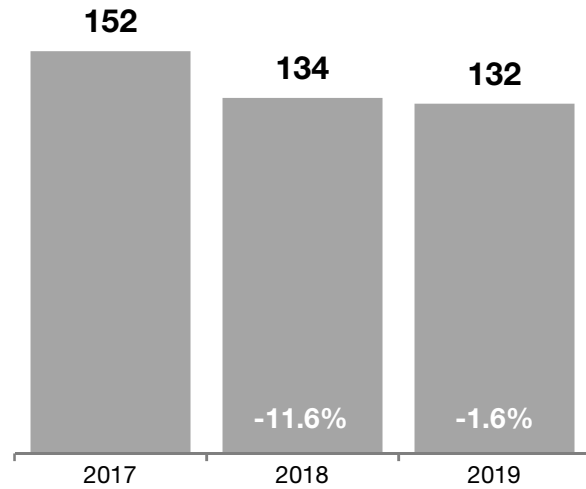


Housing Affordability Index

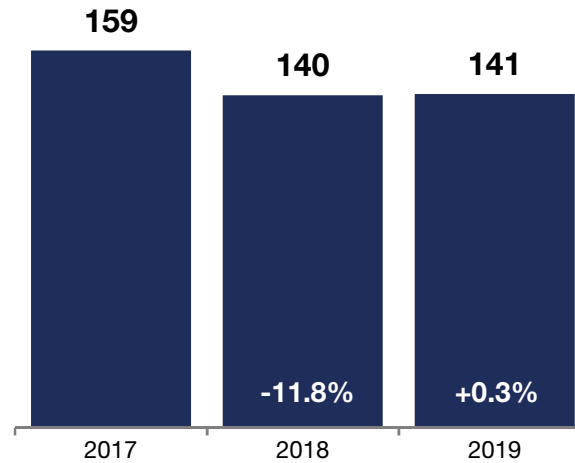
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



August

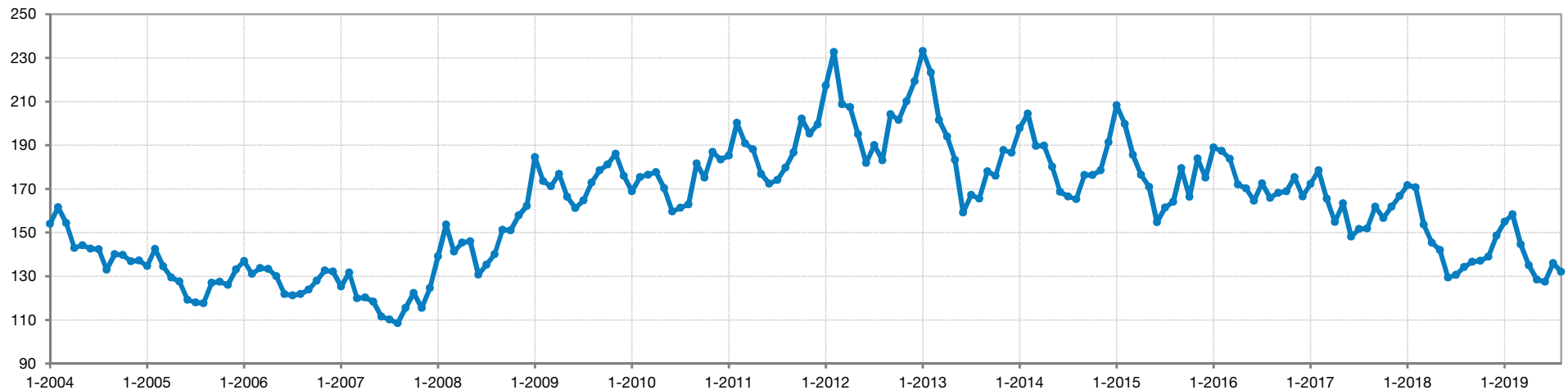


Year To Date



Month	Prior Year	Current Year	+ / -
September	162	137	-15.6%
October	157	137	-12.5%
November	162	139	-14.1%
December	167	149	-10.9%
January	172	155	-9.8%
February	171	158	-7.2%
March	154	145	-5.8%
April	145	135	-7.1%
May	142	128	-9.5%
June	129	127	-1.5%
July	131	136	+4.1%
August	134	132	-1.6%
12-Month Avg	152	140	-7.6%

Historical Housing Affordability Index

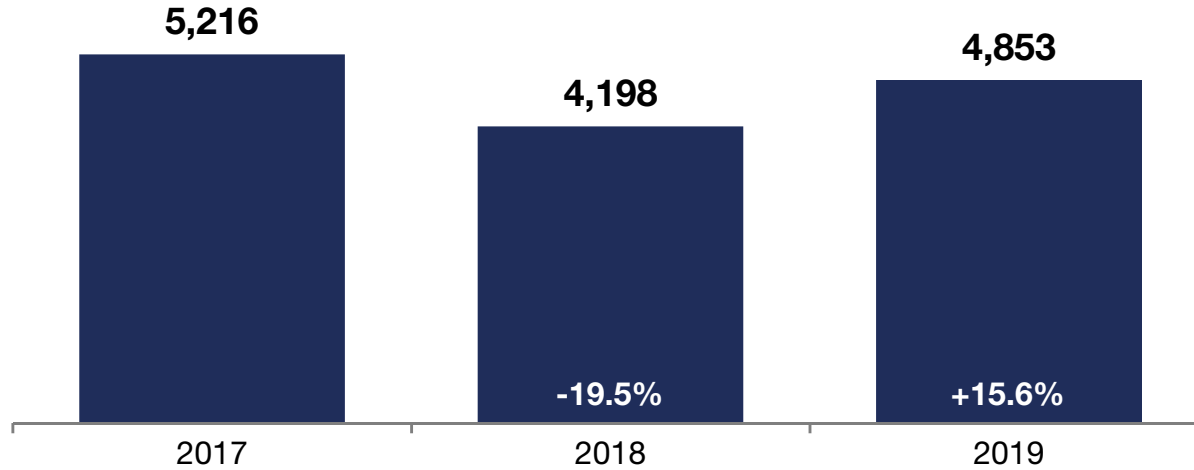


Inventory of Homes for Sale

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

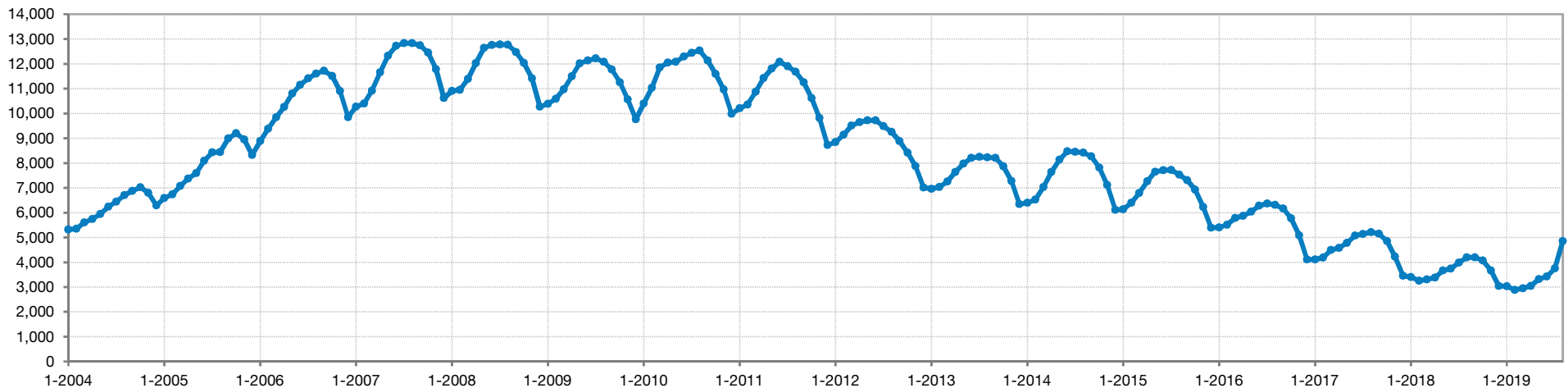


August



Month	Prior Year	Current Year	+ / -
September	5,144	4,199	-18.4%
October	4,850	4,074	-16.0%
November	4,223	3,662	-13.3%
December	3,458	3,041	-12.1%
January	3,404	3,027	-11.1%
February	3,249	2,888	-11.1%
March	3,306	2,952	-10.7%
April	3,382	3,045	-10.0%
May	3,666	3,320	-9.4%
June	3,741	3,421	-8.6%
July	3,981	3,755	-5.7%
August	4,198	4,853	+15.6%
12-Month Avg	3,884	3,520	-9.2%

Historical Inventory of Homes for Sale

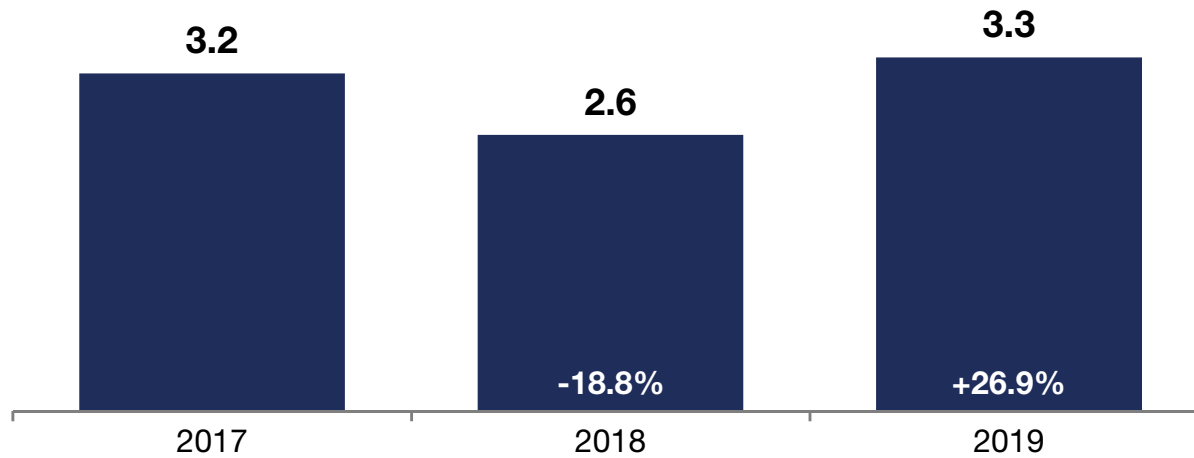


Months Supply of Inventory

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.



August



Month	Prior Year	Current Year	+ / -
September	3.1	2.6	-16.1%
October	3.0	2.5	-16.7%
November	2.6	2.3	-11.5%
December	2.1	1.9	-9.5%
January	2.1	1.9	-9.5%
February	2.0	1.8	-10.0%
March	2.0	1.9	-5.0%
April	2.1	2.0	-4.8%
May	2.3	2.1	-8.7%
June	2.3	2.2	-4.3%
July	2.5	2.4	-4.0%
August	2.6	3.3	+26.9%
12-Month Avg	2.4	2.3	-4.2%

Historical Months Supply of Inventory

