

Weekly Market Activity Report

A RESEARCH TOOL REFLECTING RESIDENTIAL REAL ESTATE ACTIVITY WITHIN THE 77 OFFICIALLY DEFINED CHICAGO COMMUNITY AREAS PROVIDED BY THE CHICAGO ASSOCIATION OF REALTORS®



For Week Ending January 16, 2016

Data current as of January 25, 2016

A pattern is emerging that shows a fresh willingness by sellers to put homes on the market and buyers to enter the market. New listings are on the rise, if not in year-over-year comparison, then certainly in week-over-week views, as we bounce well past the new year. Inventory is seemingly unfazed by the new 2016 calendar on the wall, as the trend line has remained roughly the same for the first weeks in January as the last weeks in December. If sales activity builds on what's happening now and reaches a slow boil, it would be surprising if more inventory mix wasn't added to the water soon.

SINGLE-FAMILY DETACHED

For the week ending January 16:

- New Listings increased 18.1% to 372
- Under Contract Sales increased 14.3% to 184
- Inventory decreased 14.2% to 3,530

For the month of December:

- Median Sales Price increased 6.7% to \$192,000
- Market Time decreased 5.1% to 93
- Pct of List Price Rec'd increased 0.4% to 93.5%
- Months Supply decreased 22.0% to 3.9

SINGLE-FAMILY ATTACHED

For the week ending January 16:

- New Listings increased 12.0% to 521
- Under Contract Sales decreased 22.3% to 205
- Inventory decreased 18.6% to 3,836

For the month of December:

- Median Sales Price increased 4.7% to \$288,000
- Market Time increased 1.1% to 94
- Pct of List Price Rec'd decreased 0.1% to 94.3%
- Months Supply decreased 25.0% to 2.7

Quick Facts

| | + 18.1% | + 12.0% | + 14.3% | - 22.3% | - 14.2% | - 18.6% |
|---|----------|----------|----------|----------|----------|----------|
| | Detached | Attached | Detached | Attached | Detached | Attached |
| Year-Over-Year Change New Listings | | | | | | |
| Year-Over-Year Change Under Contract | | | | | | |
| Year-Over-Year Change Homes for Sale | | | | | | |

Metrics by Week

| | |
|--|---|
| New Listings | 2 |
| Under Contract (contingent or pending) | 3 |
| Inventory of Homes for Sale | 4 |

Metrics by Month

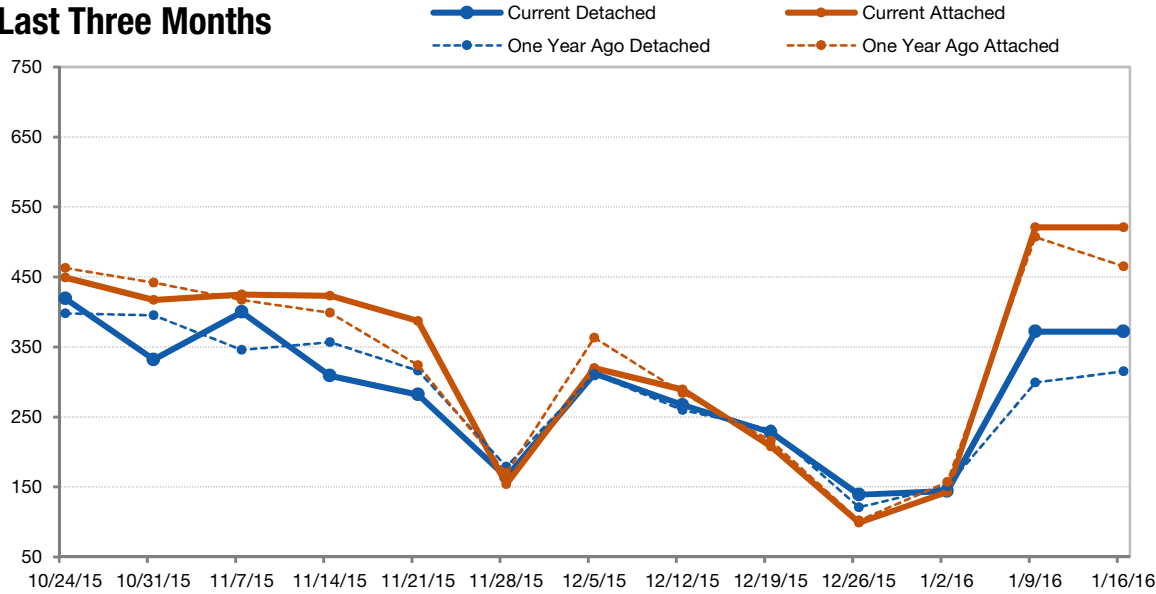
| | |
|---|---|
| Market Time | 5 |
| Median Sales Price | 6 |
| Percent of Original List Price Received | 7 |
| Housing Affordability Index | 8 |
| Months Supply of Inventory | 9 |

New Listings

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

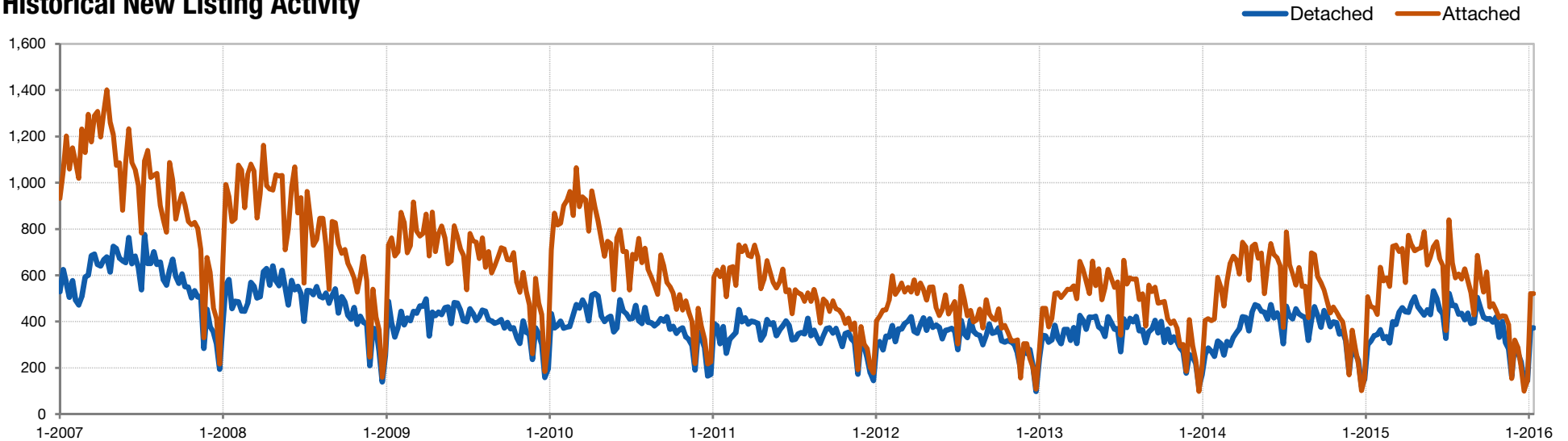


Last Three Months



| Data for the Week Ending... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------------------|------------------------|-----------------------|------------------------|-----------------------|
| 10/24/2015 | 419 | + 5.3% | 449 | - 3.0% |
| 10/31/2015 | 332 | - 15.9% | 417 | - 5.7% |
| 11/7/2015 | 400 | + 15.6% | 425 | + 1.9% |
| 11/14/2015 | 309 | - 13.4% | 423 | + 6.0% |
| 11/21/2015 | 282 | - 10.8% | 387 | + 19.4% |
| 11/28/2015 | 164 | - 8.4% | 154 | - 9.4% |
| 12/5/2015 | 312 | + 0.3% | 320 | - 11.8% |
| 12/12/2015 | 267 | + 2.7% | 289 | + 1.8% |
| 12/19/2015 | 228 | - 1.7% | 208 | - 3.7% |
| 12/26/2015 | 139 | + 14.9% | 99 | - 2.9% |
| 1/2/2016 | 144 | - 4.6% | 143 | - 8.9% |
| 1/9/2016 | 372 | + 24.4% | 521 | + 2.8% |
| 1/16/2016 | 372 | + 18.1% | 521 | + 12.0% |
| 3-Month Avg. | 288 | + 1.6% | 335 | + 1.1% |

Historical New Listing Activity

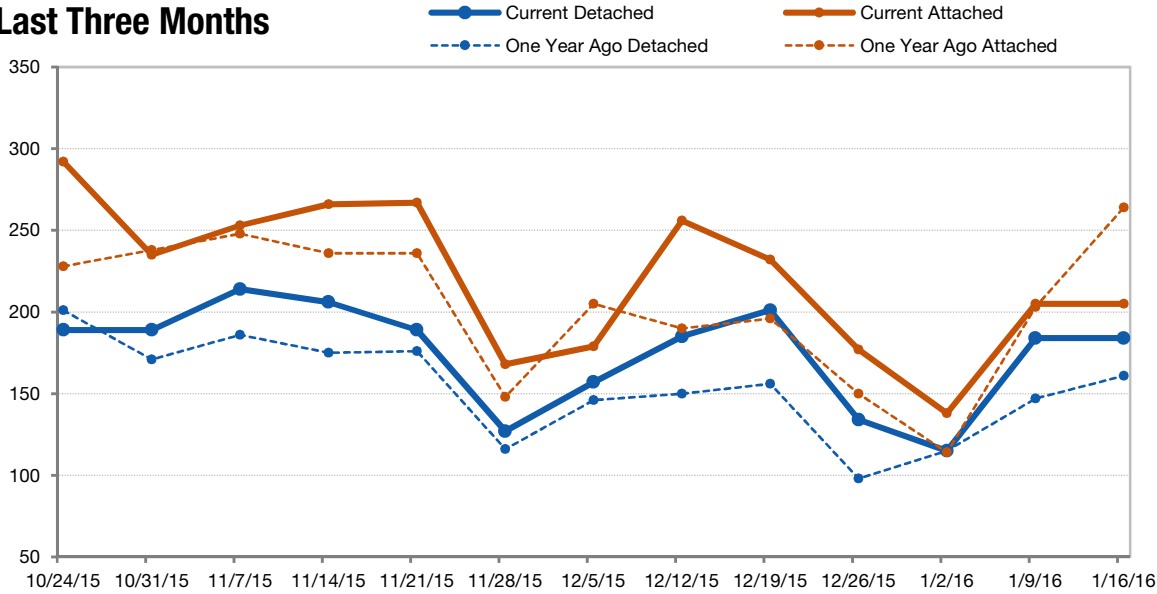


Under Contract

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

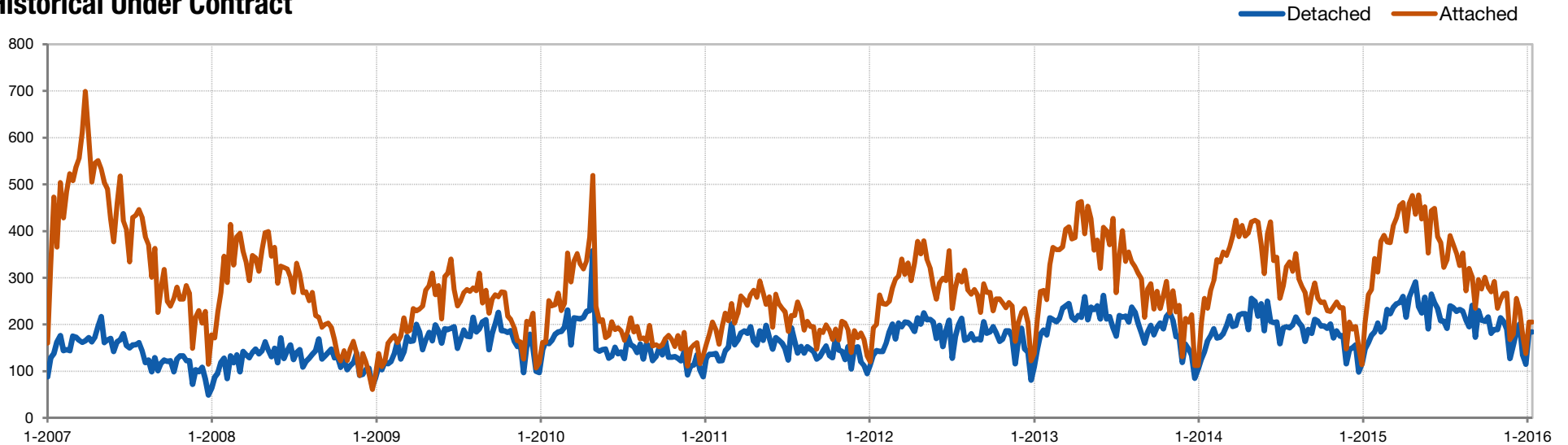


Last Three Months



| Data for the Week Ending... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------------------|------------------------|-----------------------|------------------------|-----------------------|
| 10/24/2015 | 189 | - 6.0% | 292 | + 28.1% |
| 10/31/2015 | 189 | + 10.5% | 235 | - 1.3% |
| 11/7/2015 | 214 | + 15.1% | 253 | + 2.0% |
| 11/14/2015 | 206 | + 17.7% | 266 | + 12.7% |
| 11/21/2015 | 189 | + 7.4% | 267 | + 13.1% |
| 11/28/2015 | 127 | + 9.5% | 168 | + 13.5% |
| 12/5/2015 | 157 | + 7.5% | 179 | - 12.7% |
| 12/12/2015 | 185 | + 23.3% | 256 | + 34.7% |
| 12/19/2015 | 201 | + 28.8% | 232 | + 18.4% |
| 12/26/2015 | 134 | + 36.7% | 177 | + 18.0% |
| 1/2/2016 | 115 | 0.0% | 138 | + 21.1% |
| 1/9/2016 | 184 | + 25.2% | 205 | + 1.0% |
| 1/16/2016 | 184 | + 14.3% | 205 | - 22.3% |
| 3-Month Avg. | 175 | + 13.8% | 221 | + 8.2% |

Historical Under Contract

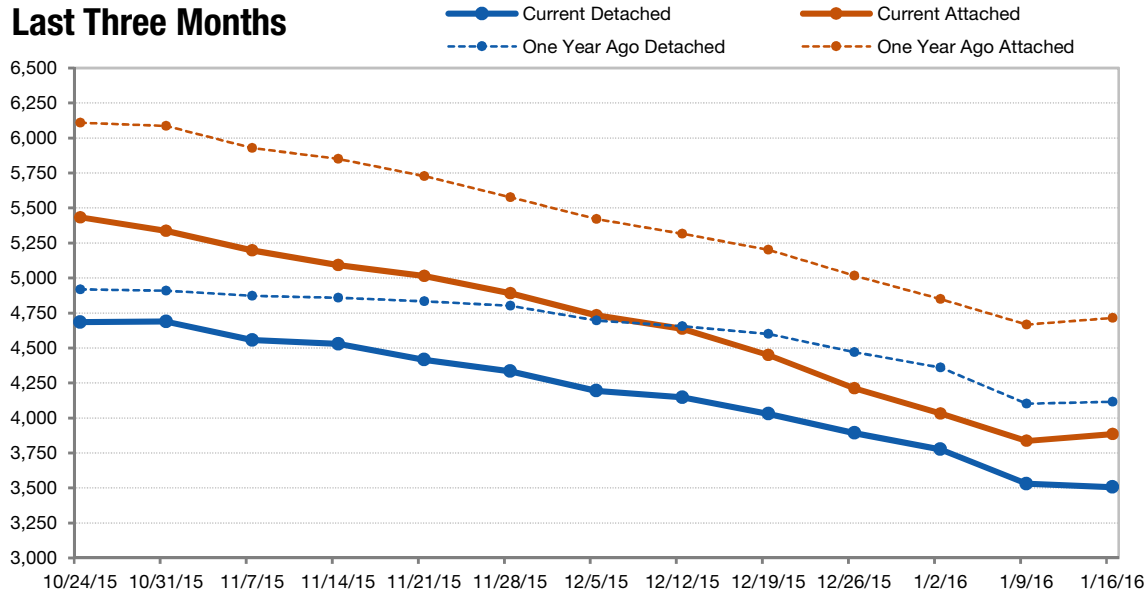


Inventory of Homes for Sale

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

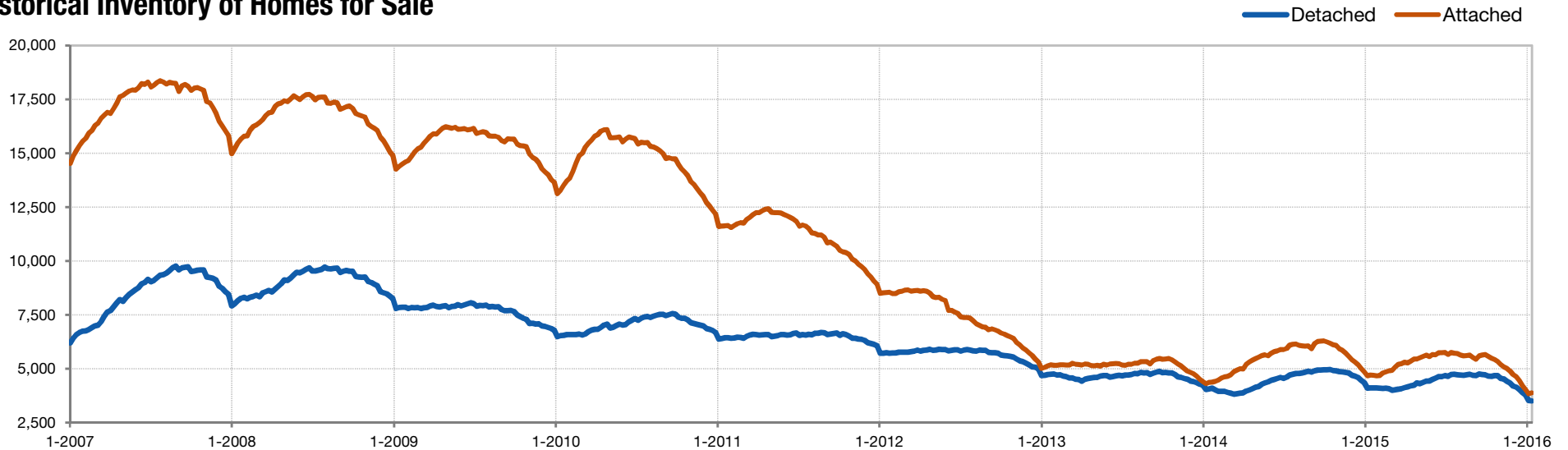


Last Three Months



| Data for the Week Ending... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|-----------------------------|------------------------|-----------------------|------------------------|-----------------------|
| 10/24/2015 | 4,684 | - 4.8% | 5,433 | - 11.1% |
| 10/31/2015 | 4,689 | - 4.5% | 5,337 | - 12.3% |
| 11/7/2015 | 4,556 | - 6.5% | 5,196 | - 12.3% |
| 11/14/2015 | 4,529 | - 6.8% | 5,092 | - 13.0% |
| 11/21/2015 | 4,416 | - 8.6% | 5,014 | - 12.5% |
| 11/28/2015 | 4,333 | - 9.7% | 4,891 | - 12.3% |
| 12/5/2015 | 4,194 | - 10.7% | 4,734 | - 12.7% |
| 12/12/2015 | 4,147 | - 10.9% | 4,637 | - 12.8% |
| 12/19/2015 | 4,029 | - 12.4% | 4,450 | - 14.4% |
| 12/26/2015 | 3,892 | - 12.9% | 4,212 | - 16.0% |
| 1/2/2016 | 3,776 | - 13.4% | 4,032 | - 16.9% |
| 1/9/2016 | 3,530 | - 13.9% | 3,836 | - 17.8% |
| 1/16/2016 | 3,530 | - 14.2% | 3,836 | - 18.6% |
| 3-Month Avg. | 4,177 | - 9.8% | 4,669 | - 13.9% |

Historical Inventory of Homes for Sale

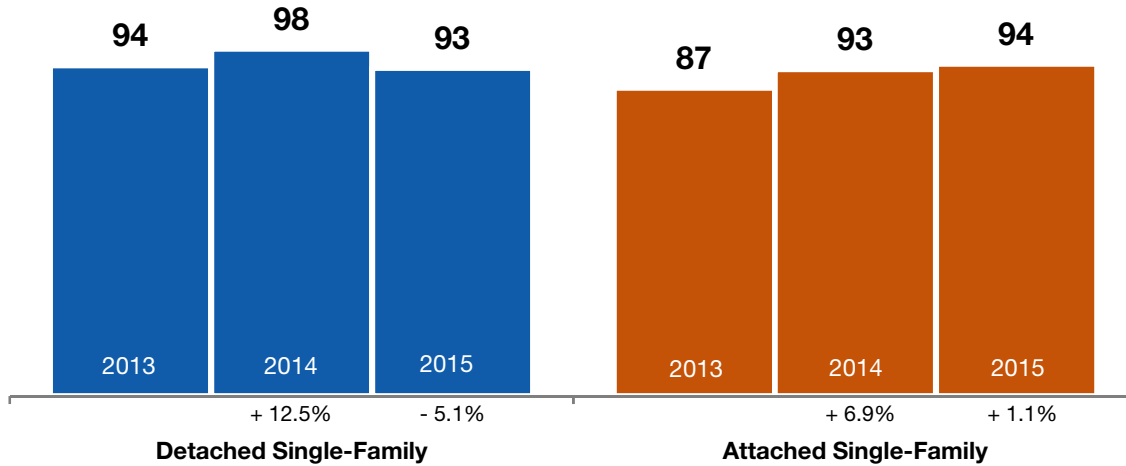


Market Time

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

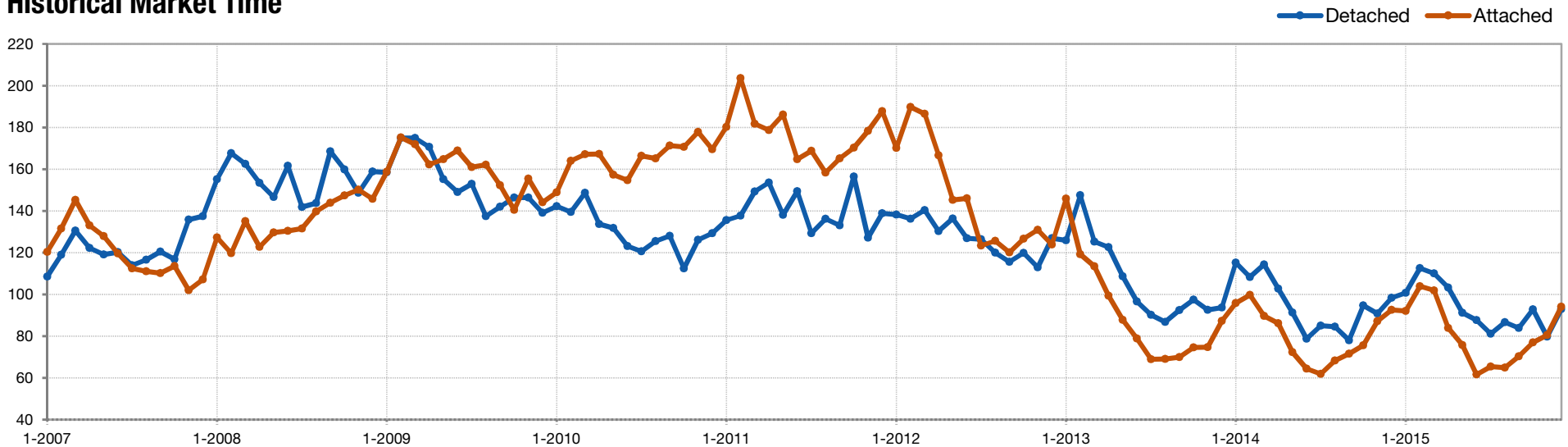


December



| Data for the month of... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jan-2015 | 101 | -12.2% | 92 | -4.2% |
| Feb-2015 | 113 | +4.6% | 104 | +4.0% |
| Mar-2015 | 110 | -3.5% | 102 | +13.3% |
| Apr-2015 | 103 | 0.0% | 84 | -2.3% |
| May-2015 | 91 | 0.0% | 76 | +5.6% |
| Jun-2015 | 88 | +11.4% | 62 | -3.1% |
| Jul-2015 | 81 | -4.7% | 65 | +4.8% |
| Aug-2015 | 87 | +2.4% | 65 | -4.4% |
| Sep-2015 | 84 | +7.7% | 70 | -2.8% |
| Oct-2015 | 93 | -2.1% | 77 | +1.3% |
| Nov-2015 | 80 | -12.1% | 81 | -6.9% |
| Dec-2015 | 93 | -5.1% | 94 | +1.1% |
| Average | 92 | -1.2% | 78 | +0.5% |

Historical Market Time

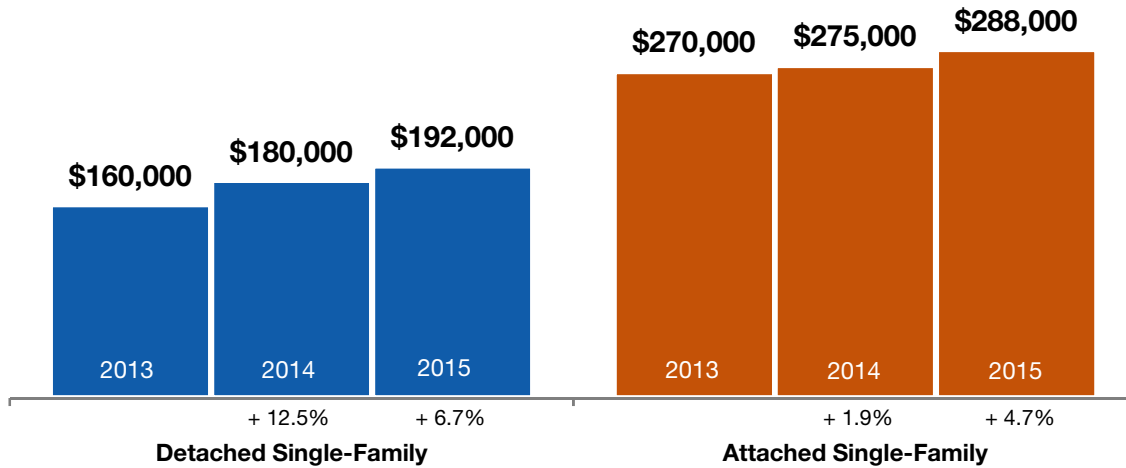


Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

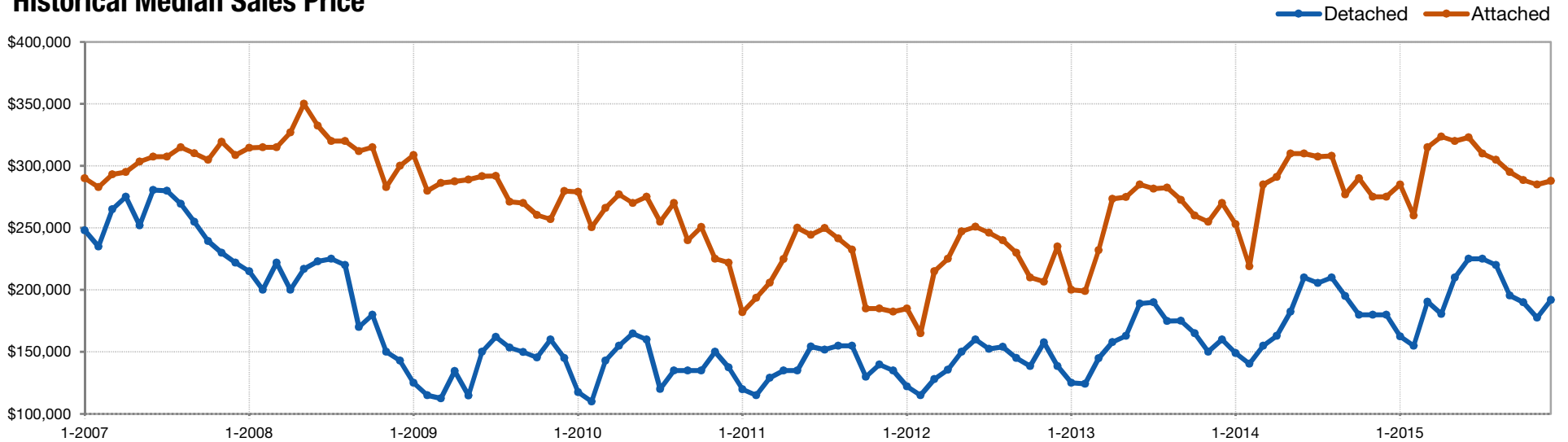


December



| Data for the month of... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jan-2015 | \$162,500 | + 9.1% | \$285,000 | + 12.6% |
| Feb-2015 | \$155,000 | + 10.3% | \$260,000 | + 18.7% |
| Mar-2015 | \$190,500 | + 22.9% | \$315,000 | + 10.5% |
| Apr-2015 | \$180,500 | + 10.7% | \$323,530 | + 11.2% |
| May-2015 | \$210,000 | + 15.1% | \$320,000 | + 3.2% |
| Jun-2015 | \$225,000 | + 7.1% | \$323,000 | + 4.2% |
| Jul-2015 | \$225,000 | + 9.5% | \$310,000 | + 0.8% |
| Aug-2015 | \$220,000 | + 4.8% | \$305,000 | - 1.0% |
| Sep-2015 | \$195,500 | + 0.3% | \$295,000 | + 6.5% |
| Oct-2015 | \$190,000 | + 5.6% | \$288,500 | - 0.5% |
| Nov-2015 | \$177,700 | - 1.3% | \$285,000 | + 3.6% |
| Dec-2015 | \$192,000 | + 6.7% | \$288,000 | + 4.7% |
| Median | \$195,500 | + 8.6% | \$305,000 | + 5.2% |

Historical Median Sales Price

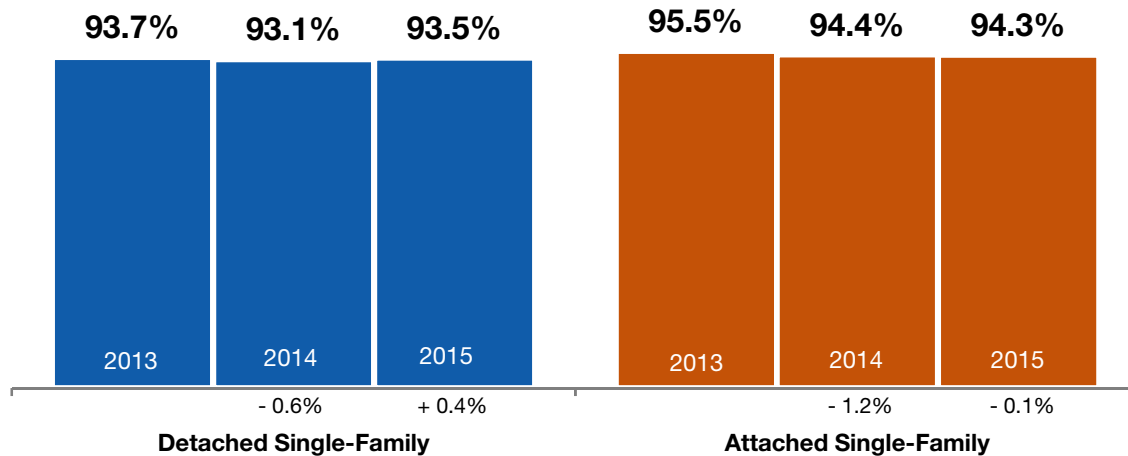


Percent of Original List Price Received

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.

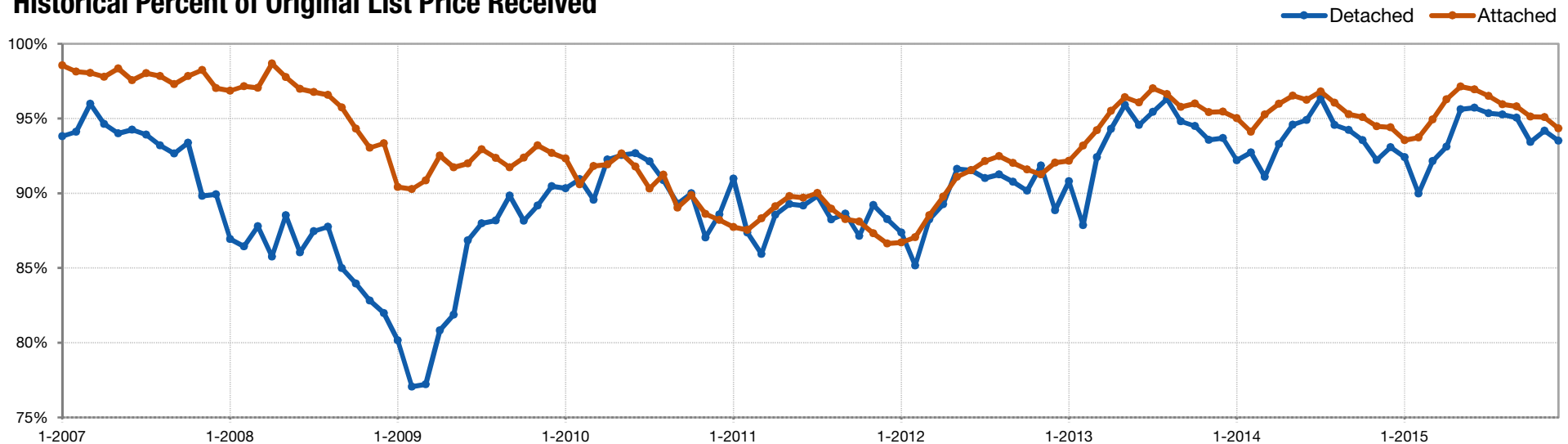


December



| Data for the month of... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jan-2015 | 92.4% | + 0.2% | 93.6% | - 1.5% |
| Feb-2015 | 90.0% | - 2.9% | 93.7% | - 0.4% |
| Mar-2015 | 92.1% | + 1.1% | 94.9% | - 0.4% |
| Apr-2015 | 93.1% | - 0.2% | 96.3% | + 0.3% |
| May-2015 | 95.6% | + 1.1% | 97.1% | + 0.6% |
| Jun-2015 | 95.7% | + 0.8% | 96.9% | + 0.6% |
| Jul-2015 | 95.4% | - 1.0% | 96.5% | - 0.3% |
| Aug-2015 | 95.3% | + 0.7% | 95.9% | - 0.2% |
| Sep-2015 | 95.1% | + 1.0% | 95.8% | + 0.5% |
| Oct-2015 | 93.4% | - 0.1% | 95.1% | 0.0% |
| Nov-2015 | 94.2% | + 2.2% | 95.1% | + 0.6% |
| Dec-2015 | 93.5% | + 0.4% | 94.3% | - 0.1% |
| Average | 94.1% | + 0.4% | 95.8% | + 0.1% |

Historical Percent of Original List Price Received

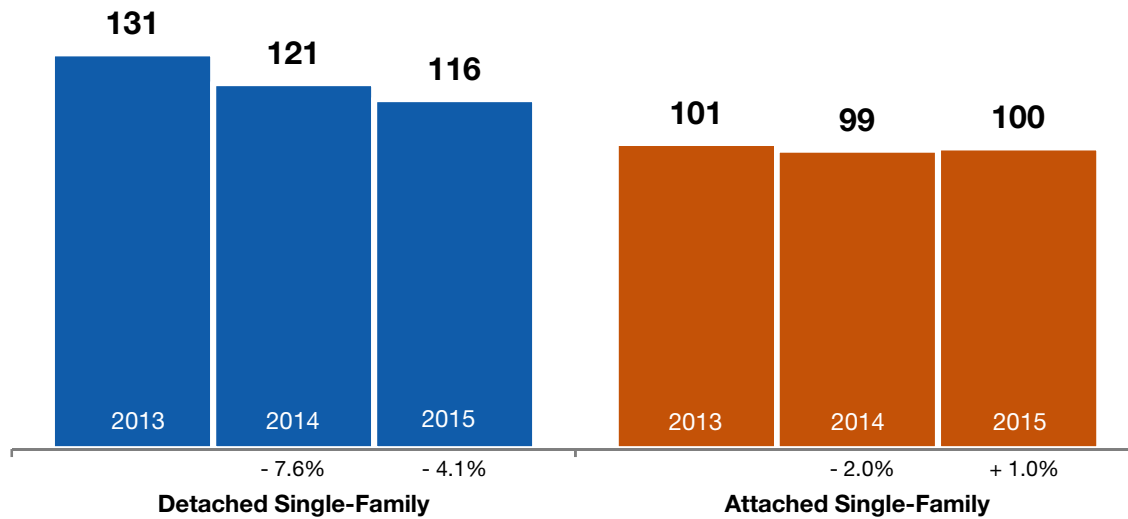


Housing Affordability Index

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.

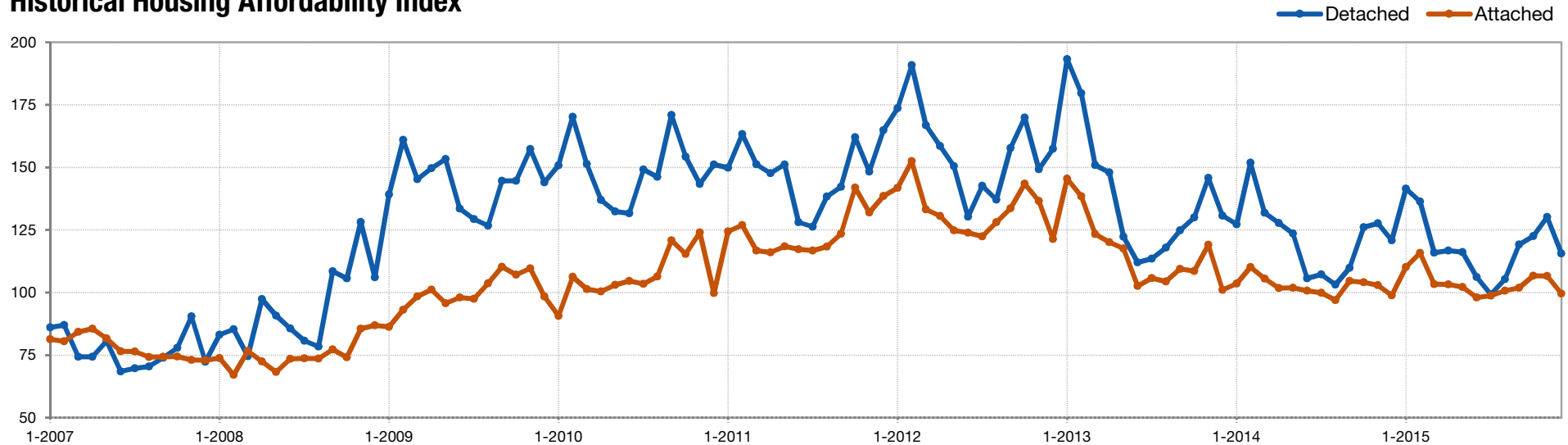


December



| Data for the month of... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jan-2015 | 142 | + 11.8% | 110 | + 5.8% |
| Feb-2015 | 136 | - 10.5% | 116 | + 5.5% |
| Mar-2015 | 116 | - 12.1% | 103 | - 2.8% |
| Apr-2015 | 117 | - 8.6% | 103 | + 1.0% |
| May-2015 | 116 | - 6.5% | 102 | 0.0% |
| Jun-2015 | 106 | 0.0% | 98 | - 3.0% |
| Jul-2015 | 99 | - 7.5% | 99 | - 1.0% |
| Aug-2015 | 105 | + 1.9% | 101 | + 4.1% |
| Sep-2015 | 119 | + 8.2% | 102 | - 2.9% |
| Oct-2015 | 123 | - 2.4% | 107 | + 2.9% |
| Nov-2015 | 130 | + 1.6% | 107 | + 3.9% |
| Dec-2015 | 116 | - 4.1% | 100 | + 1.0% |
| Average | 119 | - 2.3% | 104 | + 1.2% |

Historical Housing Affordability Index

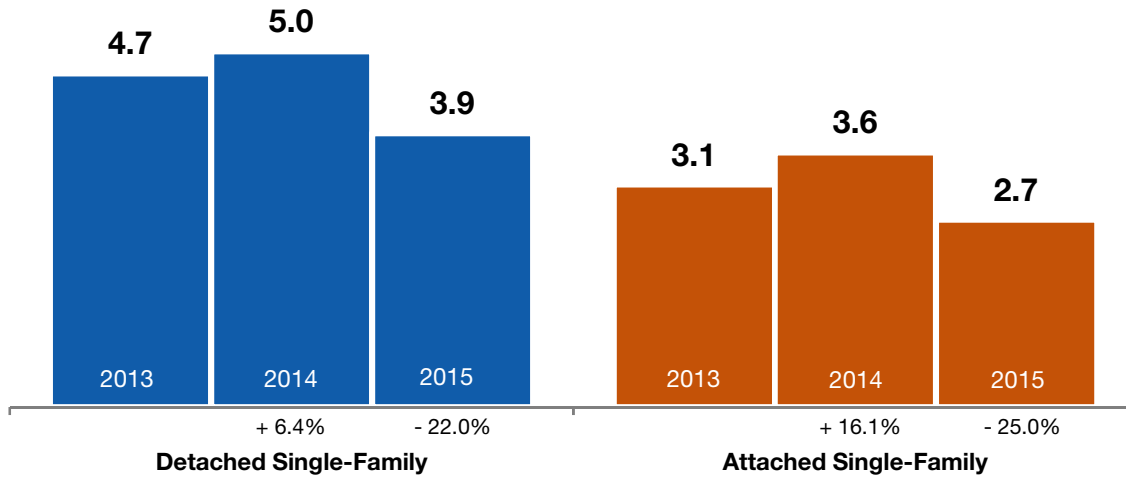


Months Supply of Inventory

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.



December



| Data for the month of... | Single-Family Detached | Year-Over-Year Change | Single-Family Attached | Year-Over-Year Change |
|--------------------------|------------------------|-----------------------|------------------------|-----------------------|
| Jan-2015 | 5.0 | + 8.7% | 3.6 | + 9.1% |
| Feb-2015 | 4.8 | + 4.3% | 3.7 | + 5.7% |
| Mar-2015 | 4.8 | + 4.3% | 4.0 | + 8.1% |
| Apr-2015 | 5.0 | 0.0% | 4.1 | 0.0% |
| May-2015 | 5.2 | - 1.9% | 4.2 | - 2.3% |
| Jun-2015 | 5.3 | - 3.6% | 4.1 | - 6.8% |
| Jul-2015 | 5.3 | - 8.6% | 4.1 | - 12.8% |
| Aug-2015 | 5.3 | - 11.7% | 3.9 | - 15.2% |
| Sep-2015 | 5.2 | - 13.3% | 4.0 | - 16.7% |
| Oct-2015 | 5.1 | - 15.0% | 3.7 | - 19.6% |
| Nov-2015 | 4.6 | - 20.7% | 3.3 | - 21.4% |
| Dec-2015 | 3.9 | - 22.0% | 2.7 | - 25.0% |
| Average | 5.0 | - 7.1% | 3.8 | - 9.2% |

Historical Months Supply of Inventory

