



Monthly Indicators

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



November 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings in the Milwaukee region decreased 0.7 percent to 1,232. Pending Sales were down 55.4 percent to 511. Inventory levels fell 9.9 percent to 3,037 units.

Prices continued to gain traction. The Median Sales Price increased 8.7 percent to \$250,000. Days on Market was down 26.5 percent to 25 days. Sellers were encouraged as Months Supply of Inventory was down 9.5 percent to 1.9 months.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Quick Facts

+ 22.0%

+ 8.7%

- 9.9%

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.



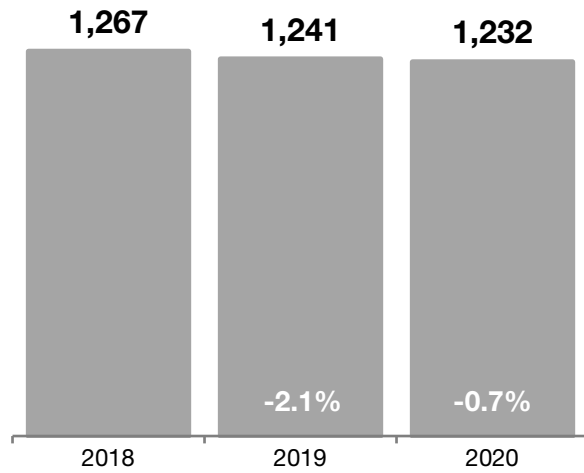
Key Metrics	Historical Sparklines	11-2019	11-2020	+ / -	YTD 2019	YTD 2020	+ / -
New Listings		1,241	1,232	- 0.7%	22,889	22,134	- 3.3%
Pending Sales		1,147	511	- 55.4%	18,247	18,233	- 0.1%
Closed Sales		1,407	1,717	+ 22.0%	17,828	18,635	+ 4.5%
Days on Market Until Sale		34	25	- 26.5%	35	31	- 11.4%
Median Sales Price		\$230,000	\$250,000	+ 8.7%	\$234,900	\$252,500	+ 7.5%
Average Sales Price		\$270,717	\$301,104	+ 11.2%	\$271,572	\$299,029	+ 10.1%
Percent of Original List Price Received		96.3%	98.9%	+ 2.7%	97.8%	98.9%	+ 1.2%
Housing Affordability Index		143	146	+ 1.6%	140	144	+ 2.7%
Inventory of Homes for Sale		3,372	3,037	- 9.9%	--	--	--
Months Supply of Homes for Sale		2.1	1.9	- 9.5%	--	--	--

New Listings

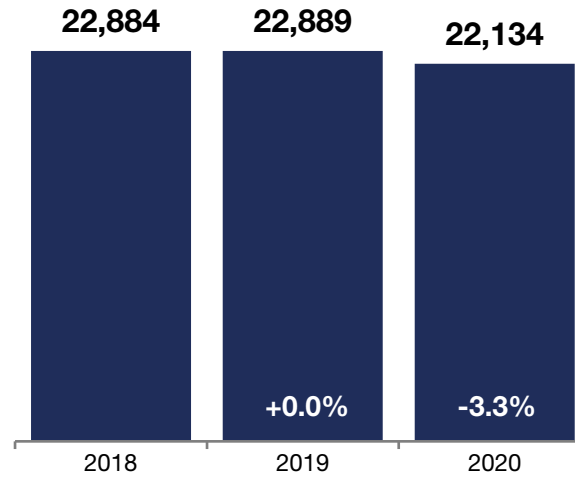
A count of the properties that have been newly listed on the market in a given month.



November

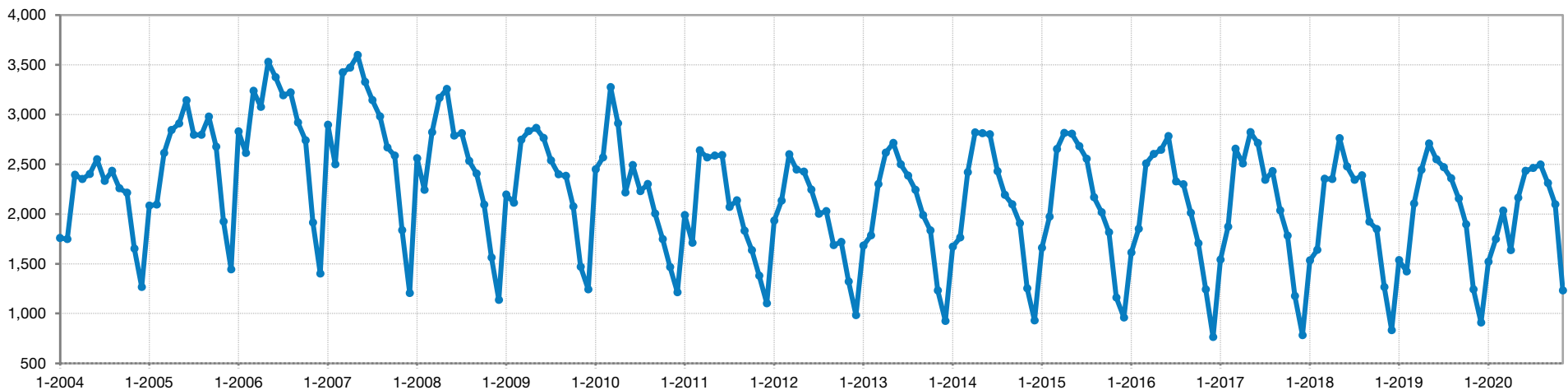


Year To Date



Month	Prior Year	Current Year	+ / -
December	831	908	+9.3%
January	1,536	1,521	-1.0%
February	1,423	1,748	+22.8%
March	2,106	2,034	-3.4%
April	2,444	1,637	-33.0%
May	2,708	2,162	-20.2%
June	2,550	2,434	-4.5%
July	2,471	2,462	-0.4%
August	2,360	2,497	+5.8%
September	2,155	2,311	+7.2%
October	1,895	2,096	+10.6%
November	1,241	1,232	-0.7%
12-Month Avg	1,977	1,920	-2.9%

Historical New Listing Activity

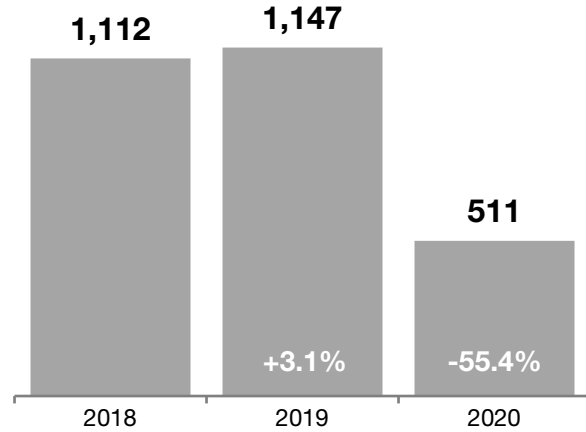


Pending Sales

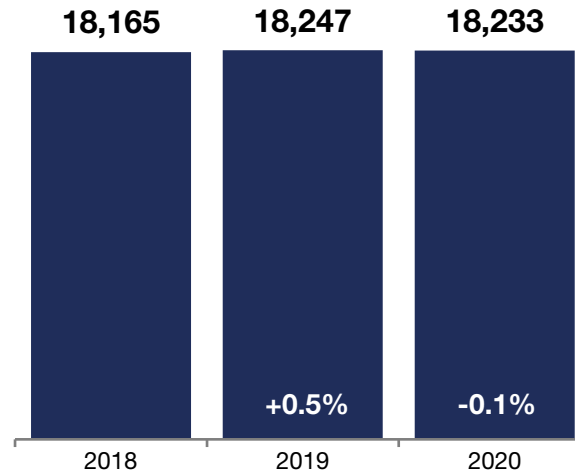
A count of the properties on which contracts have been accepted in a given month.



November

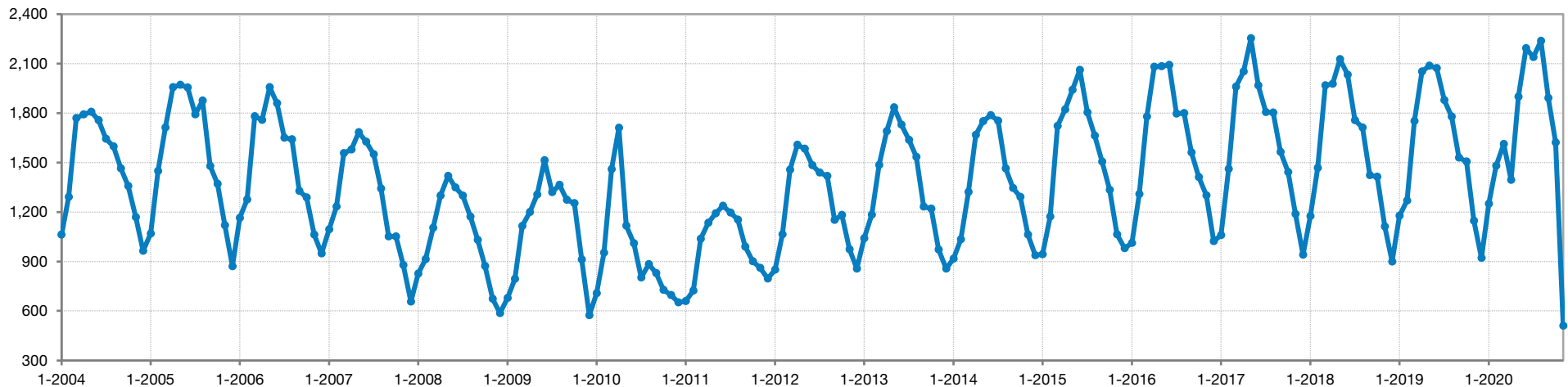


Year To Date



Month	Prior Year	Current Year	+ / -
December	899	921	+2.4%
January	1,177	1,250	+6.2%
February	1,269	1,481	+16.7%
March	1,751	1,612	-7.9%
April	2,052	1,395	-32.0%
May	2,087	1,900	-9.0%
June	2,073	2,193	+5.8%
July	1,879	2,139	+13.8%
August	1,778	2,238	+25.9%
September	1,529	1,892	+23.7%
October	1,505	1,622	+7.8%
November	1,147	511	-55.4%
12-Month Avg	1,596	1,596	+0.0%

Historical Pending Sales Activity

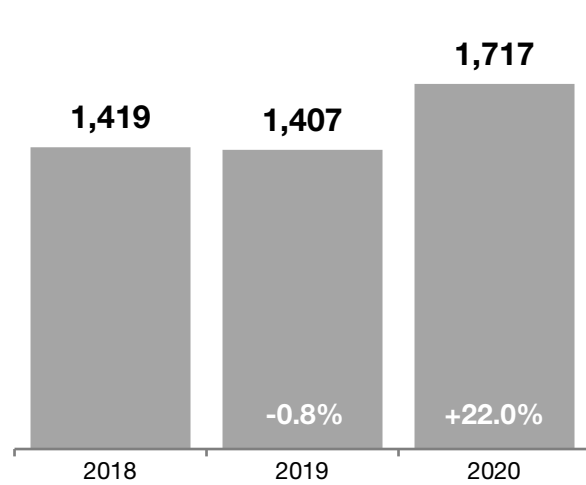


Closed Sales

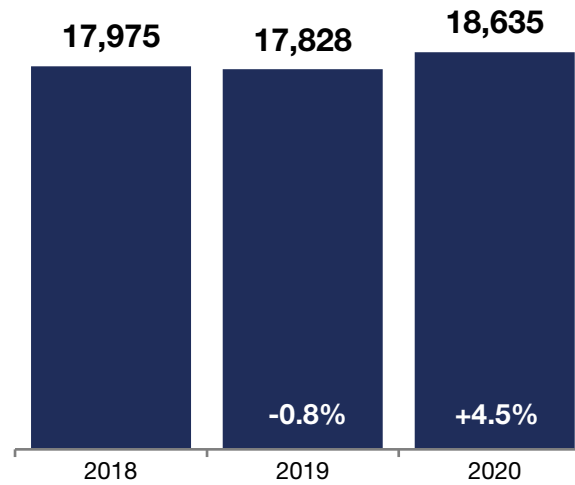
A count of the actual sales that have closed in a given month.



November

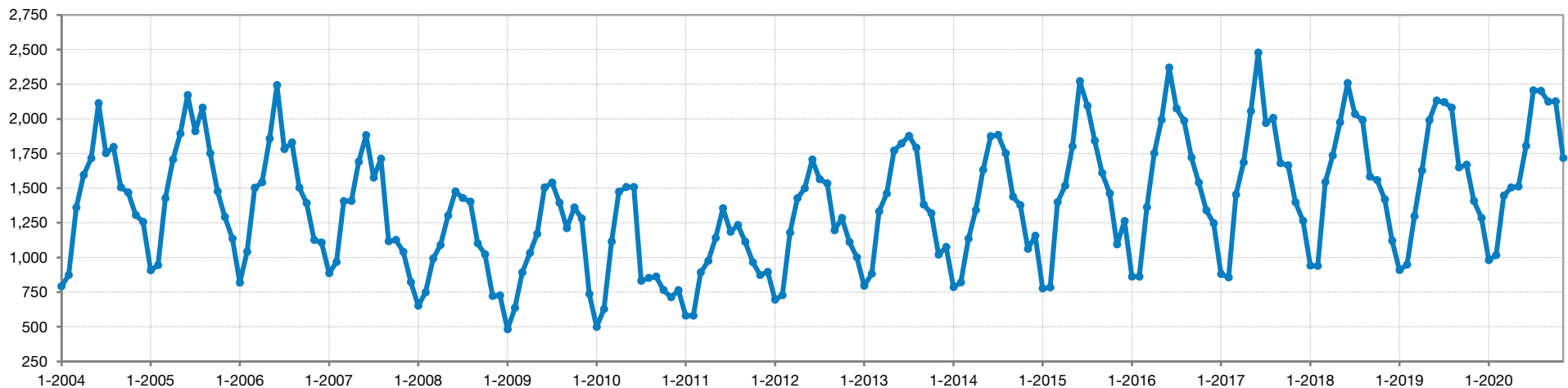


Year To Date



Month	Prior Year	Current Year	+ / -
December	1,121	1,285	+14.6%
January	909	980	+7.8%
February	949	1,016	+7.1%
March	1,297	1,446	+11.5%
April	1,627	1,504	-7.6%
May	1,990	1,512	-24.0%
June	2,131	1,805	-15.3%
July	2,120	2,205	+4.0%
August	2,080	2,202	+5.9%
September	1,650	2,123	+28.7%
October	1,668	2,125	+27.4%
November	1,407	1,717	+22.0%
12-Month Avg	1,579	1,660	+6.8%

Historical Closed Sales Activity

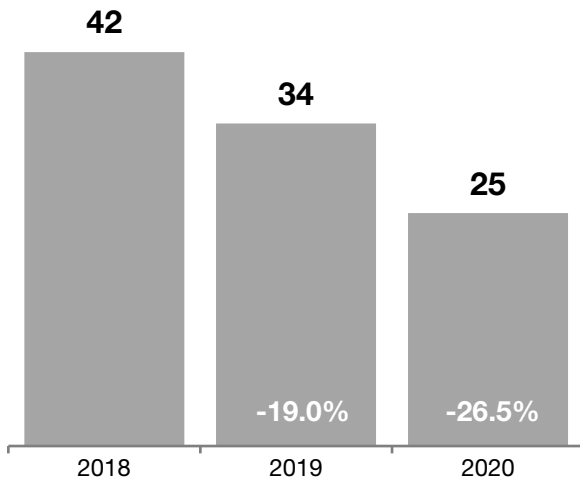


Days on Market Until Sale

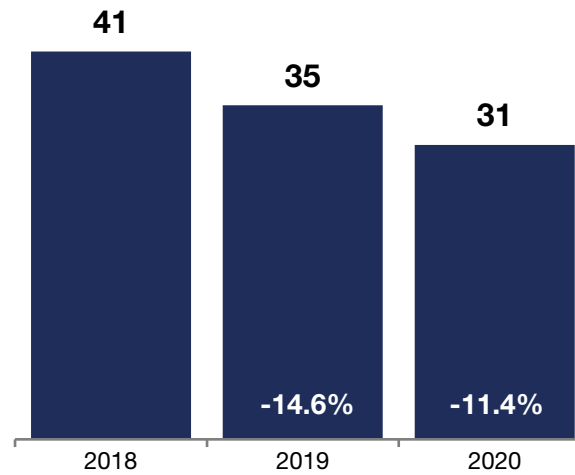
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December	48	42	-12.5%
January	53	44	-17.0%
February	56	50	-10.7%
March	47	42	-10.6%
April	39	36	-7.7%
May	34	29	-14.7%
June	28	33	+17.9%
July	28	27	-3.6%
August	28	28	0.0%
September	29	24	-17.2%
October	35	25	-28.6%
November	34	25	-26.5%
12-Month Avg	36	32	-11.1%

Historical Days on Market Until Sale

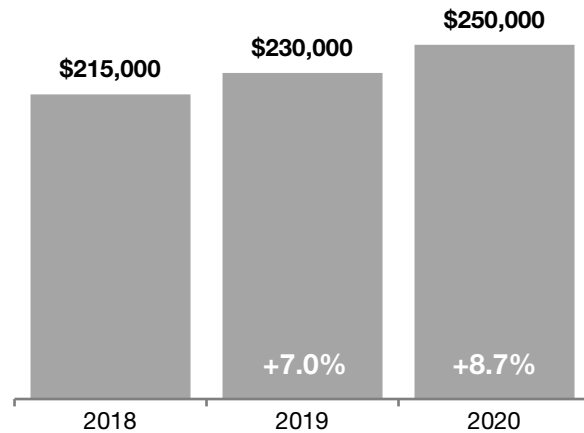


Median Sales Price

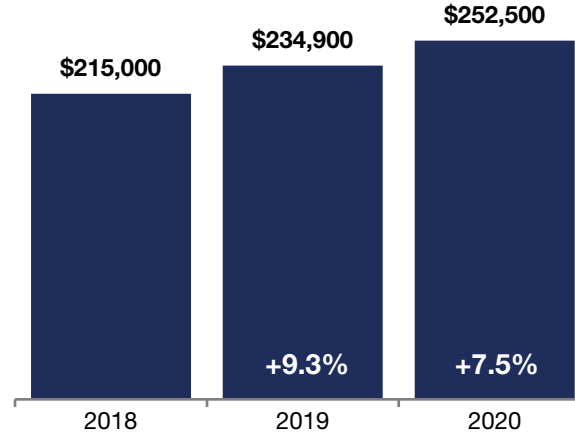
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December	\$207,000	\$229,900	+11.1%
January	\$199,950	\$220,150	+10.1%
February	\$194,200	\$218,000	+12.3%
March	\$216,750	\$243,237	+12.2%
April	\$233,000	\$250,000	+7.3%
May	\$245,000	\$250,000	+2.0%
June	\$246,750	\$260,000	+5.4%
July	\$236,900	\$266,050	+12.3%
August	\$250,000	\$282,000	+12.8%
September	\$240,000	\$250,000	+4.2%
October	\$231,500	\$256,500	+10.8%
November	\$230,000	\$250,000	+8.7%
12-Month Med	\$232,000	\$250,000	+7.8%

Historical Median Sales Price

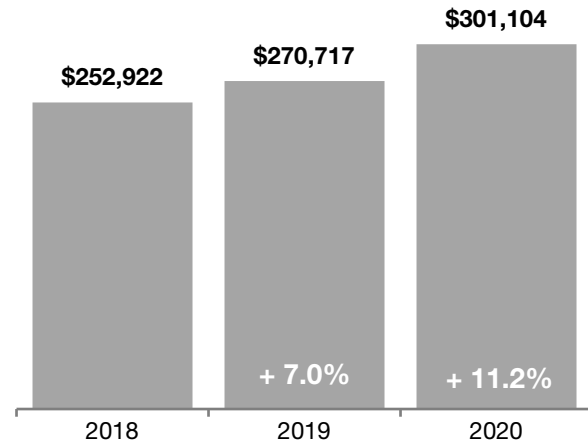


Average Sales Price

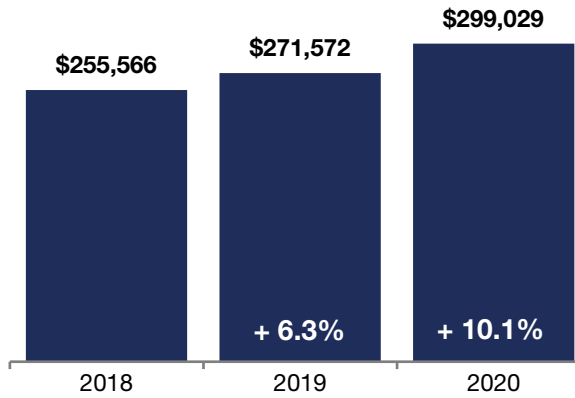
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

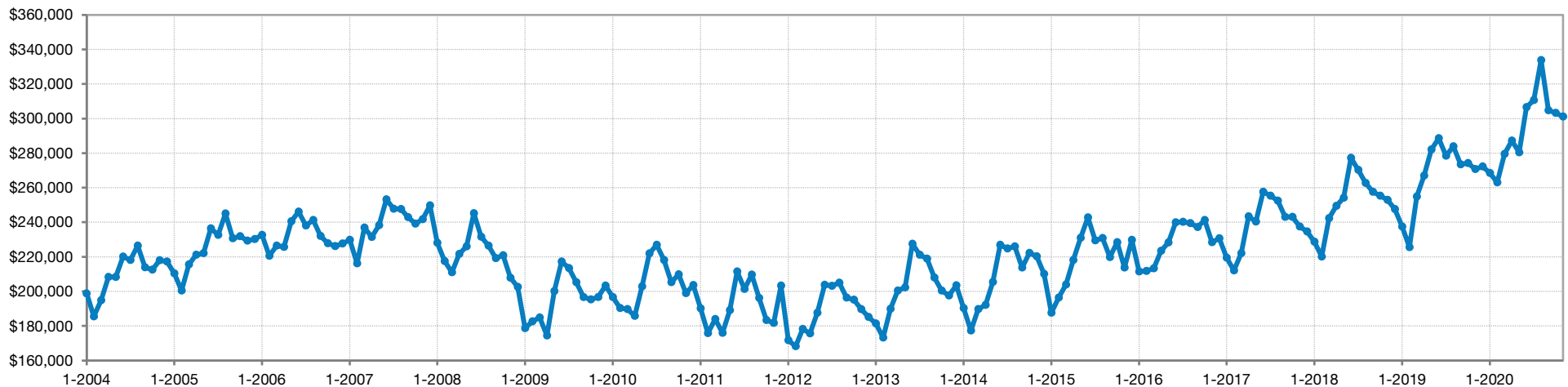


Year To Date



Month	Prior Year	Current Year	+ / -
December	\$247,621	\$272,332	+10.0%
January	\$237,516	\$268,551	+13.1%
February	\$225,569	\$263,077	+16.6%
March	\$254,869	\$279,454	+9.6%
April	\$266,922	\$287,251	+7.6%
May	\$282,115	\$280,458	-0.6%
June	\$288,562	\$306,533	+6.2%
July	\$278,501	\$310,623	+11.5%
August	\$283,847	\$333,821	+17.6%
September	\$273,468	\$304,817	+11.5%
October	\$274,163	\$303,253	+10.6%
November	\$270,717	\$301,104	+11.2%
12-Month Avg	\$270,156	\$297,308	+10.1%

Historical Average Sales Price



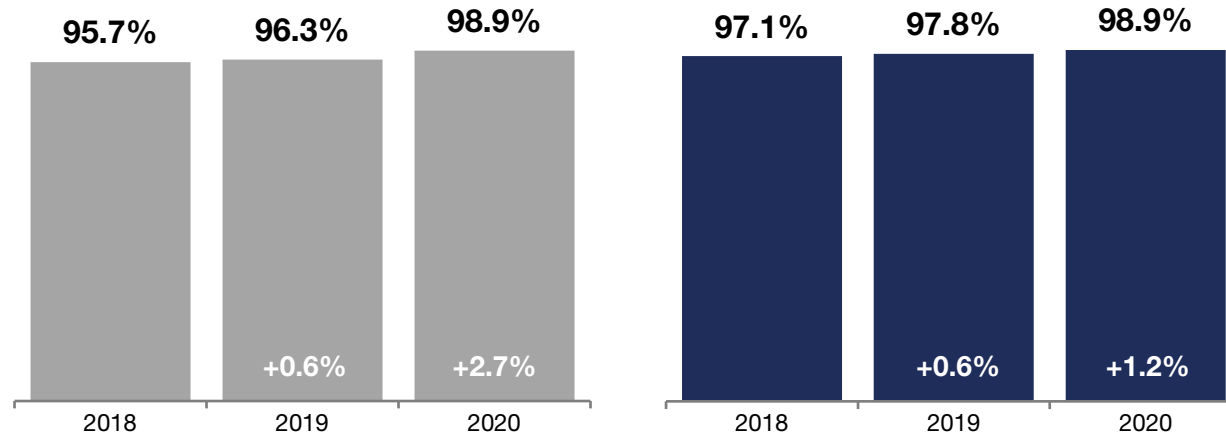
Percent of Original List Price Received

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.



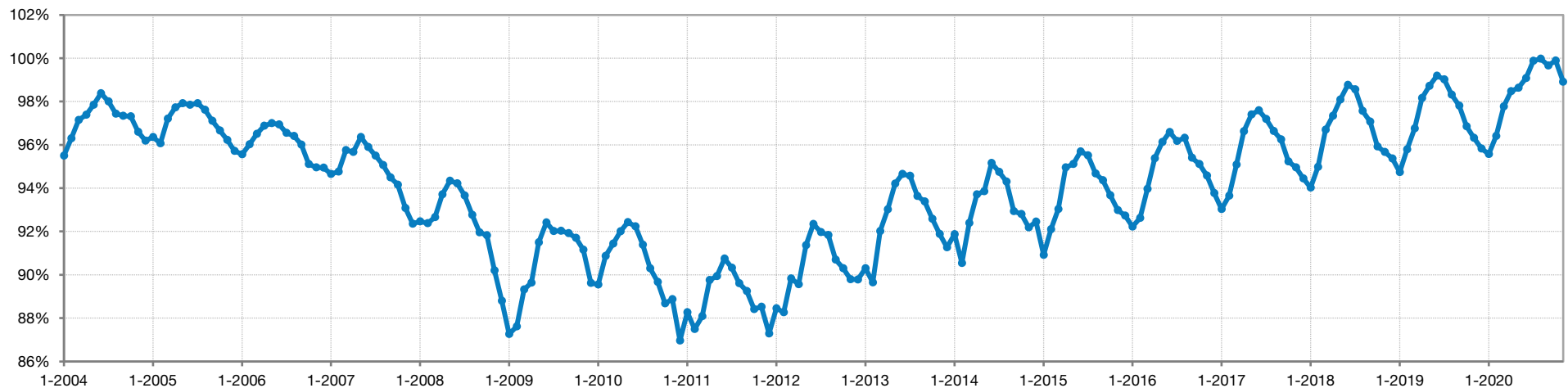
November

Year To Date



Month	Prior Year	Current Year	+ / -
December	95.4%	95.8%	+0.4%
January	94.7%	95.6%	+1.0%
February	95.8%	96.4%	+0.6%
March	96.8%	97.8%	+1.0%
April	98.2%	98.5%	+0.3%
May	98.7%	98.6%	-0.1%
June	99.2%	99.1%	-0.1%
July	99.0%	99.9%	+0.9%
August	98.3%	100.0%	+1.7%
September	97.8%	99.7%	+1.9%
October	96.9%	99.9%	+3.1%
November	96.3%	98.9%	+2.7%
12-Month Avg	97.6%	98.7%	+1.1%

Historical Percent of Original List Price Received

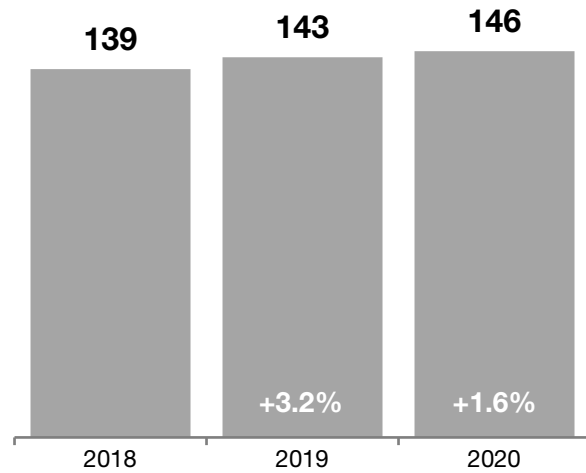


Housing Affordability Index

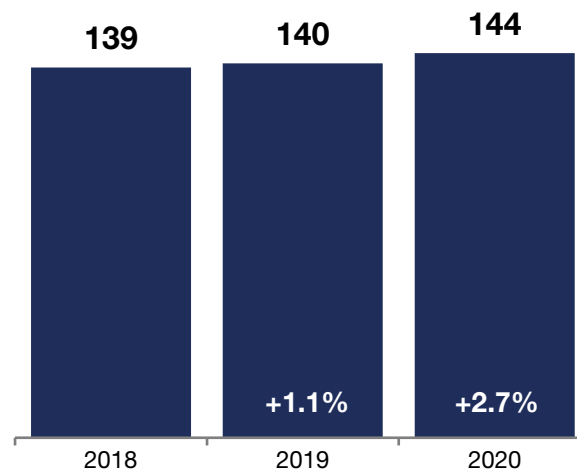
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



November



Year To Date



Month	Prior Year	Current Year	+ / -
December	149	144	-3.4%
January	154	153	-0.2%
February	158	155	-2.1%
March	145	139	-4.1%
April	135	135	+0.1%
May	128	136	+6.2%
June	128	133	+4.4%
July	136	133	-1.9%
August	132	126	-4.6%
September	134	144	+6.9%
October	139	140	+0.4%
November	143	146	+1.6%
12-Month Avg	140	140	+0.3%

Historical Housing Affordability Index

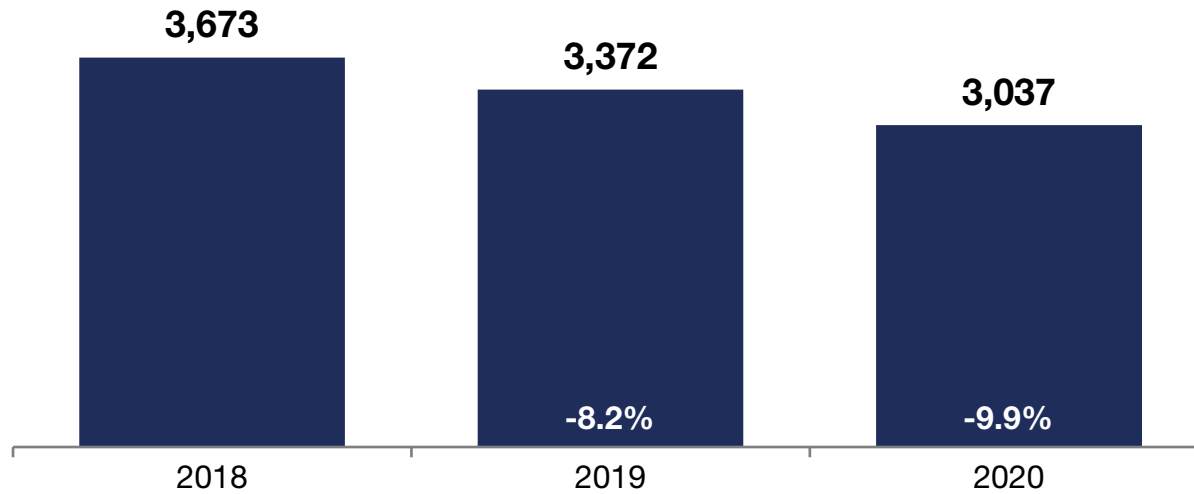


Inventory of Homes for Sale

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

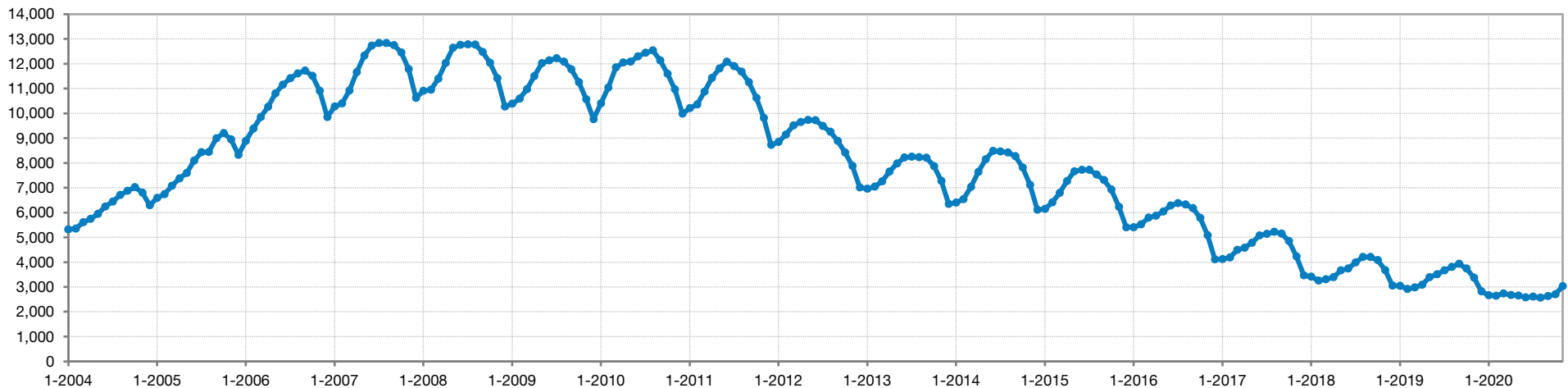


November



Month	Prior Year	Current Year	+ / -
December	3,056	2,816	-7.9%
January	3,044	2,664	-12.5%
February	2,911	2,641	-9.3%
March	2,979	2,740	-8.0%
April	3,088	2,672	-13.5%
May	3,390	2,652	-21.8%
June	3,510	2,576	-26.6%
July	3,664	2,610	-28.8%
August	3,803	2,561	-32.7%
September	3,936	2,629	-33.2%
October	3,738	2,705	-27.6%
November	3,372	3,037	-9.9%
12-Month Avg	3,374	2,692	-19.3%

Historical Inventory of Homes for Sale

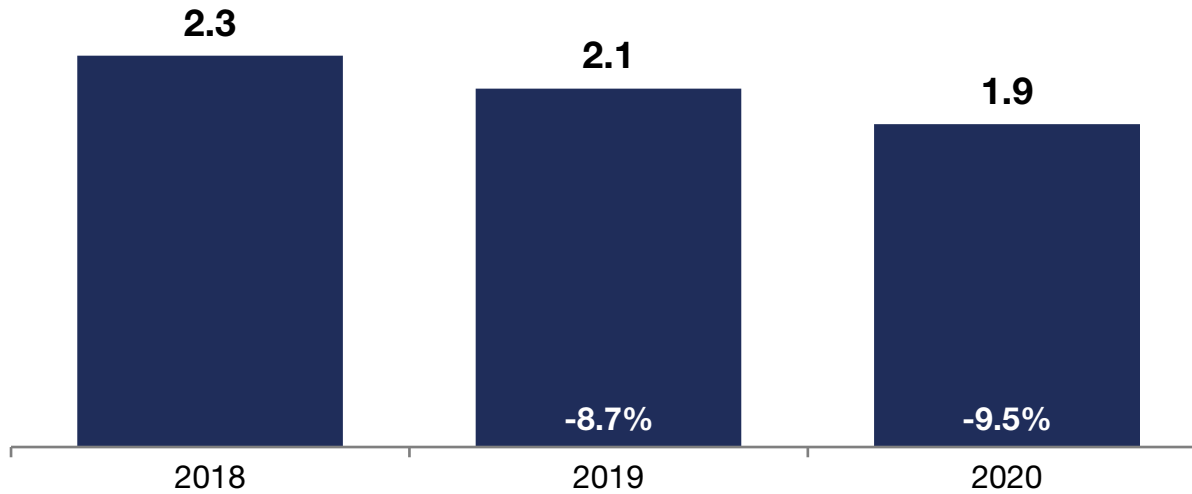


Months Supply of Inventory

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.



November



Month	Prior Year	Current Year	+ / -
December	1.9	1.8	-5.3%
January	1.9	1.7	-10.5%
February	1.9	1.6	-15.8%
March	1.9	1.7	-10.5%
April	2.0	1.7	-15.0%
May	2.2	1.7	-22.7%
June	2.2	1.7	-22.7%
July	2.3	1.7	-26.1%
August	2.4	1.6	-33.3%
September	2.5	1.6	-36.0%
October	2.3	1.6	-30.4%
November	2.1	1.9	-9.5%
12-Month Avg	2.1	1.7	-19.0%

Historical Months Supply of Inventory

