

ALL OF TRI-COUNTY AREA



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Sunday, October 15

2017

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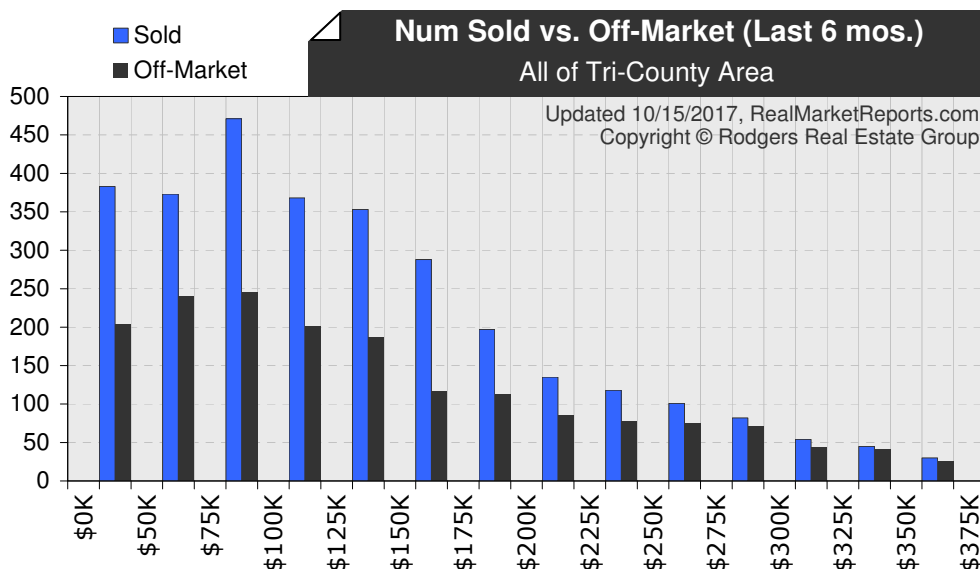
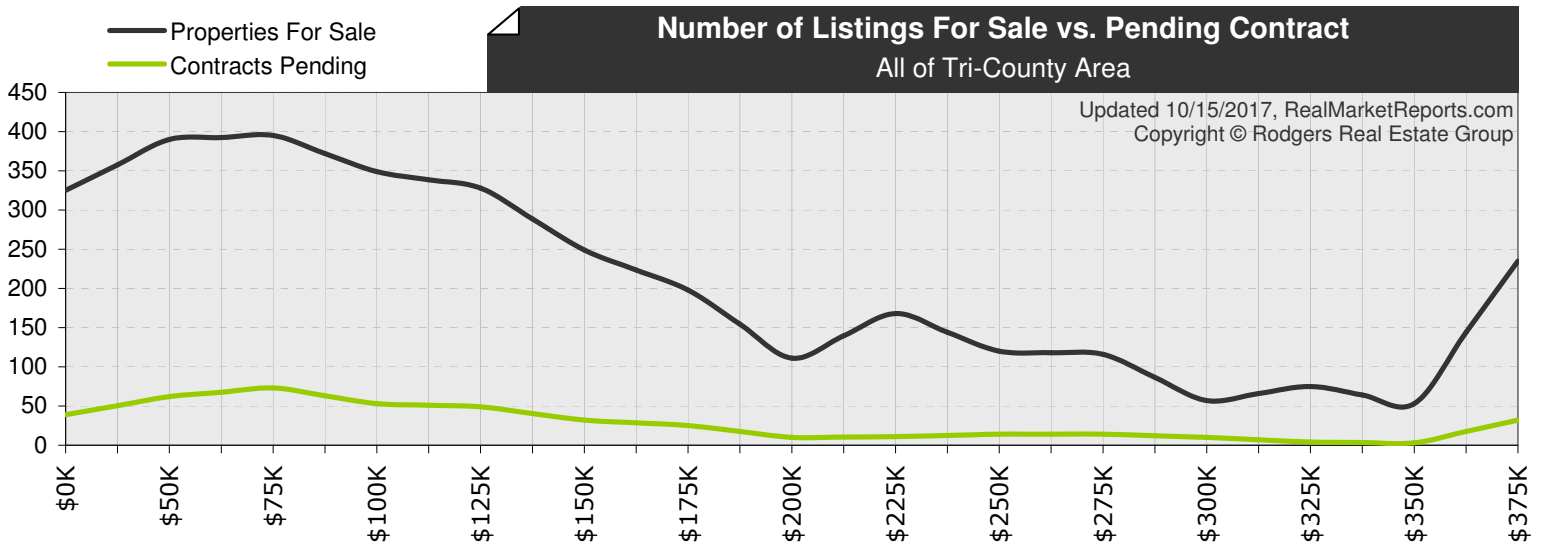
Let's take a look at the real estate market. Currently there are 431 sales pending in the market overall, leaving 3169 listings still for sale. The resulting pending ratio is 12.0% (431 divided by 3,600). So you might be asking yourself, that's great... but what exactly does it mean? I'm glad you asked!

The pending ratio indicates the supply & demand of the market. Specifically, a high ratio means that listings are in demand and quickly going to contract. Alternatively, a low ratio means there are not enough qualified buyers for the existing supply.

"Current inventory is described as somewhat slow."

Taking a closer look, we notice that the \$75K - \$100K price range has a relatively large number of contracts pending sale.

We also notice that the \$75K - \$100K price range has a relatively large inventory of properties for sale at 395 listings. The median list price (or asking price) for all properties in this market is \$135,000.



A total of 3119 contracts have closed in the last 6 months with a median sold price of \$122,000. Breaking it down, we notice that the \$75K - \$100K price range contains the highest number of sold listings.

Alternatively, a total of 1856 listings have failed to sell in that same period of time. Listings may fail to sell for many reasons such as being priced too high, having been inadequately marketed, the property was in poor condition, or perhaps the owner had second thoughts about selling at this particular time. The \$75K - \$100K price range has the highest number of off-market listings at 245 properties.

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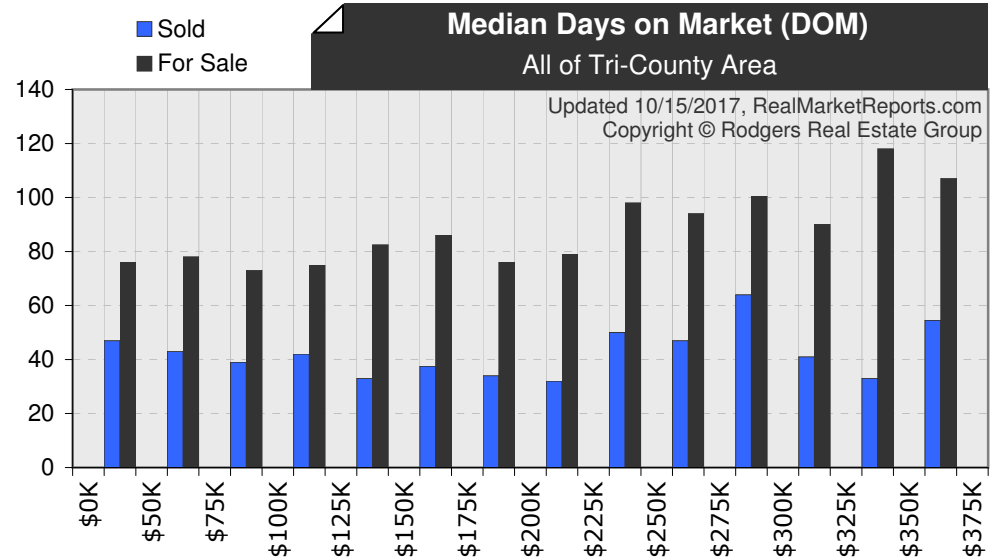
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Looking at the chart to the right, you might be wondering why average days on market (DOM) is important. This is a useful measurement because it can help us to determine whether we are in a buyer's market (indicated by high DOM), or a seller's market (indicated by low DOM). Active listings (properties for sale) have been on the market for a median time of 86 days.

Analysis of sold properties for the last six months reveals a median sold price of \$122,000 and 40 days on market. Notice that properties in the \$125K - \$150K price range have sold quickest over the last six months.

The recent history of sales can be seen in the two charts below. The median sold price for the last 30 days was \$118,000 with a DOM of 52 days.

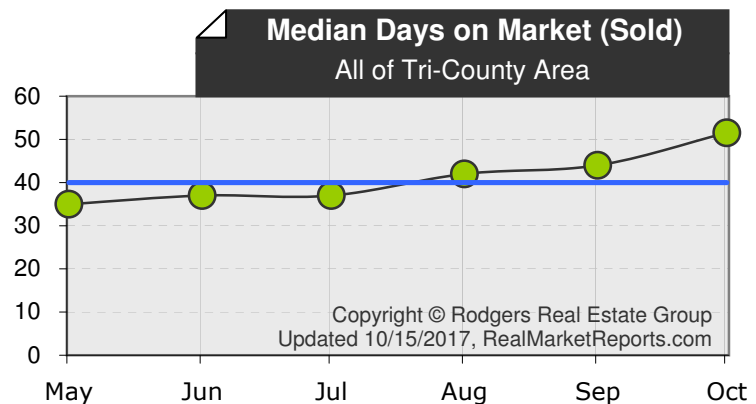
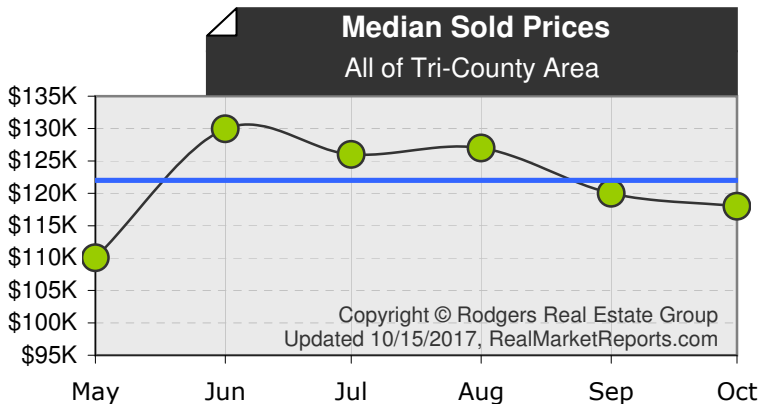
Since the recent DOM is greater than the median DOM for the last 6 months, it is a negative indicator for demand. It is always important to realize that real estate markets can fluctuate due to many factors, including shifting interest rates, the economy, or seasonal changes.



"The median list-to-sales ratio for this area is 96.1%."

Ratios are simple ways to express the difference between two values such as list price and sold price. In our case, we typically use the list-to-sale ratio to determine the percentage of the final list price that the buyer ultimately paid. It is a very common method to help buyers decide how much to offer on a property.

Analysis of the absorption rate indicates an inventory of 6.1 months based on the last 6 months of sales. This estimate is often used to determine how long it would take to sell off the current inventory of properties if all conditions remained the same. It is significant to mention that this estimate does not take into consideration any additional properties that will come onto the market in the future.



REAL ESTATE MARKET REPORT ALL OF TRI-COUNTY AREA

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MARKET SUMMARY TABLE				431 PENDING ^[2]				1856 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)			
A = Average Value M = Median Value N/A = Not Available				3169 ACTIVE ^[1]				3119 SOLD/CLOSED (last 6 months) ^[4]							
Price Range		Num #	Days on Market	Current List Price	Num #	Pend Ratio	Num #	Num #	Days on Market	Original List Price	Final List Price	Sold/Closed Price	List-Sale Ratio	Est. Mos.	
Low	High														
\$0	\$49,999	325	A 129 M 76	\$ 34,904 \$ 37,800	39	11%	203	383	A 95 M 47	\$ 38,695 \$ 38,900	\$ 33,703 \$ 32,500	\$ 28,768 \$ 28,500	85% 88%	5.1	
\$50,000	\$74,999	390	A 124 M 78	\$ 64,250 \$ 64,900	62	14%	240	373	A 89 M 43	\$ 72,244 \$ 69,900	\$ 67,864 \$ 68,200	\$ 63,393 \$ 64,900	93% 95%	6.3	
\$75,000	\$99,999	395	A 123 M 73	\$ 88,144 \$ 88,500	73	16%	245	471	A 75 M 39	\$ 94,403 \$ 92,500	\$ 90,206 \$ 89,900	\$ 85,886 \$ 85,000	95% 95%	5	
\$100,000	\$124,999	349	A 104 M 75	\$ 114,679 \$ 114,900	53	13%	201	368	A 80 M 42	\$ 122,005 \$ 119,900	\$ 117,243 \$ 116,700	\$ 112,052 \$ 112,000	96% 96%	5.7	
\$125,000	\$149,999	328	A 125 M 83	\$ 138,594 \$ 139,900	49	13%	187	353	A 60 M 33	\$ 144,762 \$ 144,900	\$ 140,998 \$ 139,900	\$ 136,455 \$ 135,000	97% 96%	5.6	
\$150,000	\$174,999	249	A 107 M 86	\$ 163,763 \$ 164,500	32	11%	117	288	A 76 M 38	\$ 173,333 \$ 169,900	\$ 167,290 \$ 169,000	\$ 161,605 \$ 161,750	97% 96%	5.2	
\$175,000	\$199,999	198	A 115 M 76	\$ 189,332 \$ 189,900	25	11%	112	197	A 74 M 34	\$ 199,392 \$ 195,000	\$ 193,314 \$ 192,500	\$ 186,065 \$ 185,000	96% 96%	6	
\$200,000	\$224,999	111	A 108 M 79	\$ 214,876 \$ 216,000	10	8%	85	135	A 68 M 32	\$ 226,685 \$ 224,900	\$ 220,159 \$ 219,900	\$ 211,862 \$ 211,000	96% 96%	4.9	
\$225,000	\$249,999	168	A 132 M 98	\$ 239,728 \$ 239,900	11	6%	77	118	A 93 M 50	\$ 252,457 \$ 249,500	\$ 242,443 \$ 239,900	\$ 234,956 \$ 235,000	97% 98%	8.5	
\$250,000	\$274,999	120	A 124 M 94	\$ 263,723 \$ 264,500	14	10%	75	101	A 90 M 47	\$ 279,474 \$ 275,000	\$ 269,779 \$ 269,900	\$ 260,901 \$ 260,000	97% 96%	7.1	
\$275,000	\$299,999	116	A 150 M 101	\$ 290,096 \$ 289,900	14	11%	71	82	A 110 M 64	\$ 304,697 \$ 299,900	\$ 296,320 \$ 294,900	\$ 284,745 \$ 283,375	96% 96%	8.5	
\$300,000	\$324,999	57	A 124 M 90	\$ 317,362 \$ 319,000	10	15%	43	54	A 71 M 41	\$ 335,219 \$ 329,900	\$ 323,083 \$ 319,950	\$ 310,181 \$ 309,900	96% 97%	6.3	
\$325,000	\$349,999	75	A 159 M 118	\$ 338,572 \$ 339,500	4	5%	41	45	A 87 M 33	\$ 364,488 \$ 354,900	\$ 349,979 \$ 349,900	\$ 335,946 \$ 337,500	96% 96%	10	
\$350,000	\$374,999	53	A 143 M 107	\$ 364,400 \$ 364,900	3	5%	25	30	A 84 M 55	\$ 396,563 \$ 389,900	\$ 378,780 \$ 379,900	\$ 362,310 \$ 362,250	96% 95%	10.6	
\$375,000	+	235	A 216 M 141	\$ 554,347 \$ 489,000	32	12%	134	121	A 108 M 64	\$ 562,045 \$ 498,500	\$ 529,964 \$ 450,000	\$ 3,592,567 \$ 435,000	678% 97%	11.7	
Market Totals		3,169			431	12%	1,856	3119						6.1	
Market Averages			129	\$ 175,909					81	\$ 160,129	\$ 153,398	\$ 266,489	174%		
Market Medians			86	\$ 135,000					40	\$ 129,900	\$ 127,000	\$ 122,000	96%		

Date Range (Off-Market & Sold) = 04/16/2017 to 10/15/2017
Data believed to be accurate but not guaranteed.

Favors Sellers Favors Buyers

Status = [1] Active, Pending - Still Show, Auction, Back On Market; [2] Pending; [3] Expired, Withdrawn; [4] Sold, Auction-sold
Class = Residential

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1. PROPERTIES FOR SALE (ACTIVE)

- Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- Days on Market (DOM):** The marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- Current List Price:** The price that a property seller is currently asking.

2. CONTRACTS PENDING

- Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- Pending Ratio:** Sometimes called a "list-to-pending ratio". This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen

(A+P) represents the entire pool from which they have chosen

3. OFF-MARKET

- Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to re-offer their property for sale.

4. PROPERTIES SOLD (CLOSED CONTRACT)

- Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- Days on Market (DOM):** The marketing time it has taken properties to sell in the last 6 months.
- Original List Price:** The price at which a sold property was originally marketed.
- Final List Price:** The price at which a sold property was marketed just prior to selling.
- Sold/Closed Price:** The price for which a property sold.
- List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Sold Price}}{\text{Final List Price}}$$

5. ABSORPTION RATE / MONTHS OF INVENTORY

- Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.