

REALTOR NEWS

Peoria Area Association of Realtors® news and information

Contact: Chris Shay, 309 840-3702 or 309 740-9718

Slow Start to 2013 With Greater Peoria Area Home Inventories Down 25 Percent and First Quarter Sales Down 2 Percent, but Pending Sales Stay Strong.

SUMMARY: The Peoria Area Association of Realtors® 2013 first quarter housing market overview shows inventories of homes for sale down 25 percent, with closed sales down 2 percent for the first quarter. But Realtors report lots of activity and multiple offers in some areas and price ranges, due to the tight inventory. For the first quarter of 2013, pending sales were down 2.3 percent compared with the first quarter of 2012. Months-of-supply was down 32.9 percent to 4.9 months, indicating that demand increased relative to supply. (This is 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; a 5-6 month supply is considered balanced) The PAAR expects a positive second quarter, with the spring weather bringing out sellers, increasing the inventory of properties and giving buyers more to select from to purchase.

Peoria, Ill. – April 23, 2013 – According to the Peoria Area Association of Realtors® (PAAR) first quarter 2013 report, homes sales (single family and condominiums) totaled 911, down 2 percent from 932 homes sales in the first quarter of 2012. The median sales price for homes in the Peoria area was down 10 percent to \$102,000 compared to \$113,375, but about the same as the \$102,500 from the first quarter of 2011. For the first quarter of 2013, pending sales were down 2.3 percent and closed sales down 2 percent, compared with the first quarter of 2012. Months-of-supply was down 32.9 percent to 4.9 months, indicating that demand increased relative to supply. The percentage of asking price remained about even, at 89%, up just .4 percent from 2012.

“In 2012, the first quarter was unseasonably warm, that combined with the pent-up demand of buyers waiting for an opportunity to buy, jump-started the 2012 real estate

season with record activity. The first quarter of 2013's cold weather and tightened inventory levels combined to put a little damper on first quarter activity, making 2013 numbers compare slightly lower to 2012. It was a great first quarter, you'd have to go back to 2008 to see significantly higher sales numbers for this time of year and honestly the last few months had as much to do with *you can't sell what you don't have,*" said John Purple, president of the Peoria Area Association of Realtors®.

Realtors® report lots of market activity and multiple offers in some areas and price ranges, due to a reduced inventory of properties for sale. "If the first quarter numbers are any indication, and the inventory increases as it typically does this time of year, it should prove to be a winning combination." said Purple. "The mortgage interest rates remain very appealing, and that combined with rising rents and a lack of rental inventory continues to support a housing recovery."

"Months' Supply of Inventory is down 32.9 percent to 4.9 months, and in some areas and price ranges may be showing signs of a seller's advantage or 'seller's market," said Purple. "Home owners, who have been holding back from selling, should know there is increased buyer activity in the market due to pent up demand as buyers waited for the market to stabilize and now don't want to miss the historically low interest rates" Sellers are always advised to prepare the house for move-in-ready condition, and price it correctly based on the most recent statistics for the best offers from qualified buyers. In this market it's easy to over price, but you'd also be surprised how many sellers actually underprice their property, without the advantages of data and expertise from a professional."

HOME BUYER'S SEMINAR ANNOUNCED

The Peoria Area Association of Realtors® (PAAR) is offering two opportunities for the public to attend a free Home Buyer's seminar:

- **Thursday April 25, 6:00PM-8:00PM and**
- **Saturday April 27th 10:00AM-noon,**

Seminars will be held at the PAAR offices, 7307 N. Willowlake Ct., Peoria, IL 61615.

Prospective home buyers interested in attending should call 309 688-8591.

The seminars will help prepare potential home buyers. Topics covered at the seminar will include obtaining a mortgage, down payment assistance programs, using a Realtor®, why get a home inspection, understanding a credit report and attendees will have the opportunity to receive a free, confidential credit report. This program is being offered because many buyers are under the impression they won't qualify for financing or are hesitant about the entire process, and may be missing a perfect time to buy because of the still historically-low interest rates.

PEORIA AREA ASSOCIATION OF REALTORS®

1ST QUARTER HOME SALES, AVERAGE & MEDIAN SALES PRICES

<u>YEAR</u>	<u>HOME SALES</u>	<u>AVE. SALE PRICE</u>	<u>MEDIAN</u>	<u>2012 4TH QTR # SALES</u>
2013	911	\$124,645	\$102,000	1,151
2012	932	\$138,627	\$113,375	
2011	735	\$127,286	\$101,950	
2010	866	\$126,074	\$ 99,950	
2009	726	\$125,225	\$102,000	
2008	1,013	\$135,340	\$114,000	
2007	1,178	\$130,343		
2006	1,186	\$128,092		
2005	1,101	\$118,303		
2004	1,059	\$106,924		
2003	1,003	\$102,727		
2002	923	\$100,092		
2001	836	\$102,687		
2000	937	\$100,196		

INVENTORY NUMBERS

1ST QUARTER BY MONTH

	<u>2013</u>	<u>2012</u>	<u>2011</u>
JANUARY	2,036	2,367	2,878
FEBRUARY	2,012	2,406	2,800
MARCH	2,019	2,540	2,772

###

For more information, please contact: Chris Shay, 309 840-3702 or 309 740-9718
cshay@dba-designteam.co