

Beth Jaworski - Shorewest Realtors

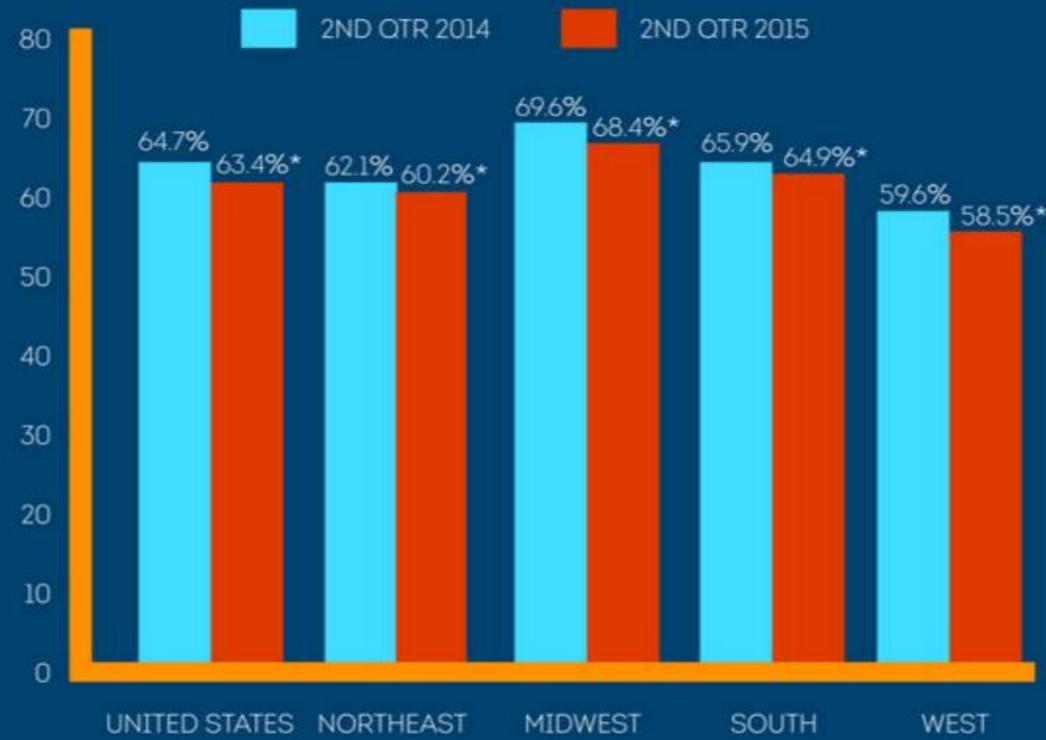
- Residential Realtor since 1992
- Sold 143 Homes since 01/01/14
- ABR, CHMS, CNE, CRS, GREEN, GRI
- 2008 Chairwoman of the Greater Milwaukee Association of Realtors
- Five Star Recipient 7 years in a row (2008-2014)
- Current Chair of the WRA Education Committee



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HOMEOWNERSHIP RATES BY REGION



*DENOTES A STATISTICALLY SIGNIFICANT CHANGE FROM THE RATE LAST YEAR



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MLS Stats as of 10/31/15

- × Prices continued to gain traction as sales increased 9 out of 10 months this year.
- × Home sales were up in the 4-county Metropolitan Milwaukee market 4.6% in October. 1,555 homes sold vs 1,487 the same month in 2014. Comparing to 2013, sales were up 8.4% (1,434 in '13).
- × October was the 5th month this year that new listings decreased, declining 2.7% overall for the 4-county area.
- × Waukesha County was the only county to stay out of negative territory, adding 6 more listings than in October 2014.
- × Months Supply of Inventory down to 6.4 months - was 7.9 months for October 2014
- × Subtracting the 1,475 Active w/Offer listings brings effective inventory level to 4.2 months - was 5.5 in October 2014



What Agents Are Seeing

- Lack of inventory leading to multiple offers & rising prices
- Shorter days on market
- Staged and updated homes selling most quickly
- Homes that are not properly prepped for market and/or are overpriced still sit
- More cash offers
- Less FHA financing
- Larger down payments
- Buyers asking for multiple repairs after home inspection
- Urgency to buy or sell before rates increase

All Signs Point to a Very Busy 2016

