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Year-to-Date Metro-East Home Sales on the Rise

(Belleville, Ill.) The REALTOR® Association of Southwestern Illinois (RASI) released its July 2015 housing statistics. St. Clair, Monroe, and Randolph Counties reported an increase in year-to-date home sales in July 2015 compared to July 2014. Additionally, Monroe and Randolph Counties also recorded a monthly increase in home sales in July 2015 compared to last July.

The year-to-date home sales in the Metro-East continued to see gains in July. St. Clair County recorded a 13.6 percent increase in year-to-date home sales. Monroe County followed suit and reported a 31.6 percent increase in year-to-date homes in July 2015, while REALTORS® in Randolph County reported a 10 percent increase in year-to-date home sales. This trend is in line with the statewide increase in year-to-date home sales. According to the Illinois Association of REALTORS® (IAR), statewide home sales mark six months of consecutive gains.

Compared to July 2014, REALTORS® in Randolph County recorded 25 percent increase in home sales in July 2015. Monroe County also recorded 32.5 percent increase in home sales in July of this year compared to July 2014. These Counties also saw a rise in home sales over the previous month (June 2015). REALTORS® in Monroe County sold 10.4 percent more homes in July 2015 over June 2015, while REALTORS® in Randolph County sold 15.4 percent more homes in July 2015.

“As we gear up for the fall season, we are excited to continue the positive trend in the Metro-East Housing market,” states Doug Payne, President of the REALTOR® Association of Southwestern Illinois. **“There are quite a few unique and helpful mortgage products that can help a buyer in today’s market. In fact, a new program from the Illinois Housing Development Authority (IHDA) was just announced. This new program is called New 1stHomeIllinois and is available in 10 Illinois Counties, including St. Clair County. 1stHomeIllinois includes \$7,500 in down payment and closing cost assistance and is available to first-time buyers, veterans, and those who haven’t owned a home in three years. As REALTORS®, we are here to help buyers and sellers navigate through these options and the local real estate market.”**

On another positive note, median home prices in the Metro-East are also on the rise. Compared to July 2014, St. Clair County reported a 3.9 percent increase in median home price for July 2015. IAR also stated that sellers saw this trend and are benefitting from it. According to IAR, Illinois home prices have risen annually for 35 consecutive months, and 52 Illinois Counties reported an increase in median home prices in July 2015. IAR reported that the statewide median home price increased 6.1 percent this July.

“REALTORS® can help guide the consumer through the buying and selling process. All real estate is local. National trends do not always reflect local market conditions. Your best course of action when thinking about buying or selling is to consult with a REALTOR®, a knowledgeable real estate professional, who knows the local market conditions. REALTORS® work through the real estate transaction process daily and understand how to position a home for sale, negotiate contract terms, manage inspections and ensure a smooth settlement,” stated Payne.

The housing statistics follow on the subsequent page:

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Residential Units July 2015							June	May	Apr.	Mar.	Feb.	Jan.
County	2015	2014	2013	2012	2011	2010	2015	2015	2015	2015	2015	2015
Monroe	53	40	38	34	31	30	48	50	39	26	23	32
St. Clair	274	280	256	219	172	176	322	285	240	244	151	144
Randolph	15	12	14	13	7	8	13	13	7	13	10	6
Clinton	22	29	17	14	39	16	30	23	25	31	11	23
Year-to-Date Residential Units (Jan 1-July 31, 2015)												
Monroe	271	206	208	195	170	213						
St. Clair	1666	1467	1525	1265	1197	1424						
Randolph	77	70	91	69	66	82						
Clinton	165	168	148	170	223	163						
Median Home Prices												
Monroe	\$ 205,000	\$ 208,250	\$ 177,500	\$ 168,500	\$ 158,000	\$ 172,308						
St. Clair	\$ 145,000	\$ 140,000	\$ 116,250	\$ 125,000	\$ 135,750	\$ 153,250						
Randolph	\$ 74,000	\$ 93,000	\$ 62,750	\$ 104,000	\$ 82,000	\$ 66,500						
Clinton	\$ 140,500	\$ 167,000	\$ 98,000	\$ 100,250	\$ 105,500	\$ 87,250						

Statistics are provided by the SIR/MLS, Inc. and the Illinois Association of REALTORS®.

Empowering REALTORS® to succeed through education, advocacy, services, and programs. The REALTOR® Association of Southwestern Illinois is a voluntary trade association located in Belleville whose 900 members are engaged in all facets of the real estate industry. The REALTOR® Association of Southwestern Illinois works to protect the rights of private property owners by recommending and promoting legislation that safeguards and advances the interest of real property ownership.

RASI primarily serves the Illinois Metro-East market area, including St. Clair, Monroe, Randolph and Clinton Counties, except for the easternmost townships of Irishtown, Clement, Lake, East Fork, Meridian and Brookside.

For more information on RASI and real estate careers, please visit www.618realtor.com or contact the office at (618) 277-1980. RASI is also available online at www.Facebook.com/myRASI.

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