

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



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January 2018

Last year, U.S. consumers seemed to be operating with a renewed but cautious optimism. The stock market was strong, wages were edging upwards and home buying activity was extremely competitive. Not much has changed in 2018 in terms of those measures, yet there is a sort of seasoned prudence mixed into the high emotions that go with a major expense like a home purchase. We are now several years deep into a period of rising prices and low inventory. Those in the market to buy a home have caught on. As sellers attempt to take advantage of rising prices, expect buyers to be more selective.

New Listings in the Twin Cities region decreased 7.8 percent to 4,041. Pending Sales were down 4.2 percent to 3,104. Inventory levels fell 26.3 percent to 6,875 units.

Prices continued to gain traction. The Median Sales Price increased 9.6 percent to \$243,750. Days on Market was down 13.8 percent to 69 days. Sellers were encouraged as Months Supply of Homes for Sale was down 27.8 percent to 1.3 months.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Quick Facts

- 4.4% **+ 9.6%** **- 26.3%**

Change in
Closed Sales Change in
Median Sales Price Change in
Inventory

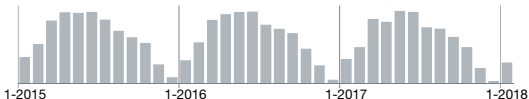
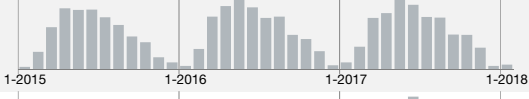
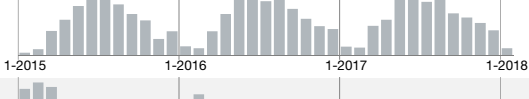
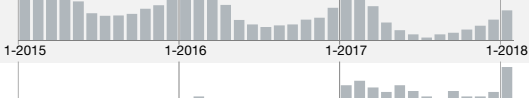
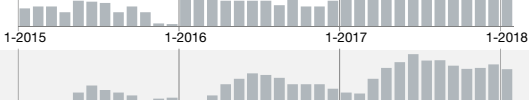

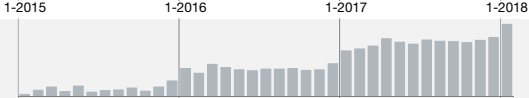
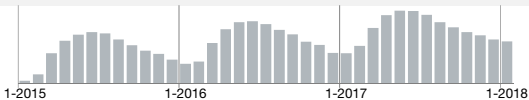
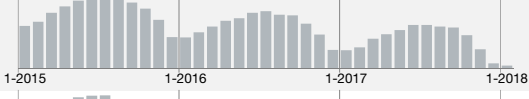


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Market Overview

Key market metrics for the current month and year-to-date.



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Key Metrics	Historical Sparklines (normalized)	1-2017	1-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		4,382	4,041	- 7.8%	4,382	4,041	- 7.8%
Pending Sales		3,239	3,104	- 4.2%	3,239	3,104	- 4.2%
Closed Sales		2,884	2,758	- 4.4%	2,884	2,758	- 4.4%
Days on Market Until Sale		80	69	- 13.8%	80	69	- 13.8%
Median List Price		\$275,000	\$290,785	+ 5.7%	\$275,000	\$290,785	+ 5.7%
Median Sales Price		\$222,500	\$243,750	+ 9.6%	\$222,500	\$243,750	+ 9.6%
Price Per Square Foot		\$134	\$141	+ 5.5%	\$134	\$141	+ 5.5%
ShowingTime Housing Value Index		\$206,073	\$216,850	+ 5.2%	--	--	--
Pct. of Orig. List Price Received		95.9%	96.9%	+ 1.0%	95.9%	96.9%	+ 1.0%
Inventory of Homes for Sale		9,332	6,875	- 26.3%	--	--	--
Months Supply of Homes for Sale		1.8	1.3	- 27.8%	--	--	--

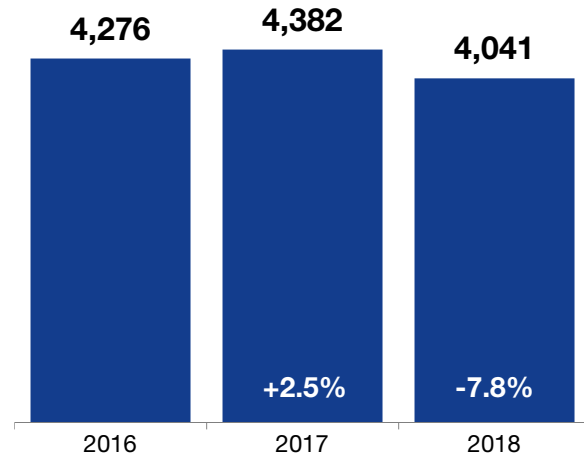
New Listings

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

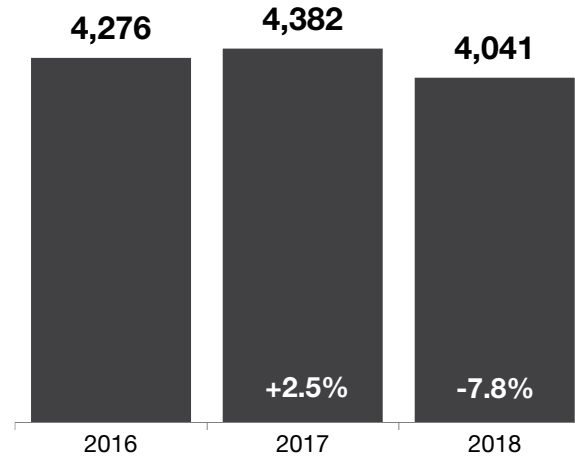


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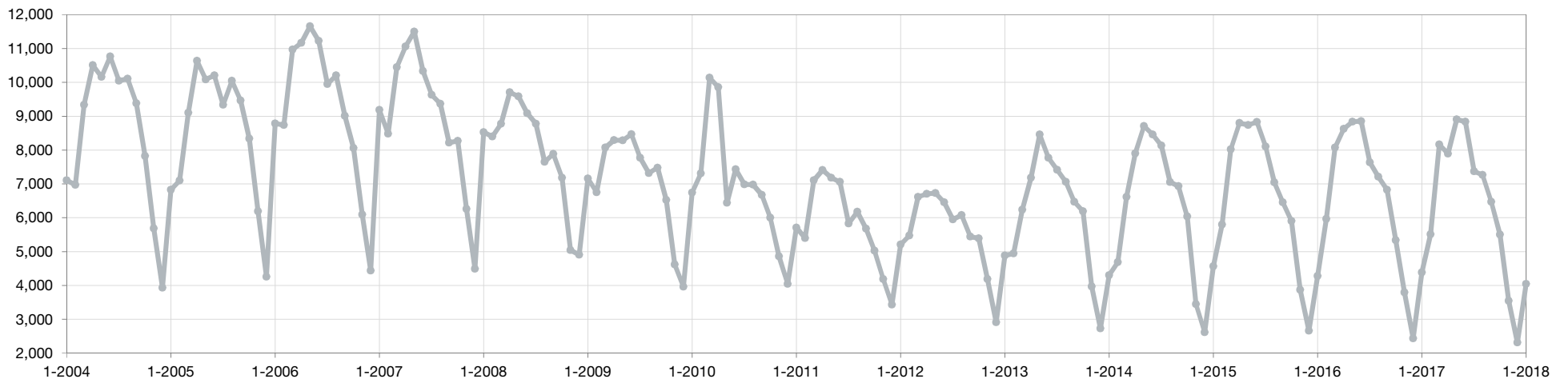


Year To Date



Month	Prior Year	Current Year	+ / -
February	5,962	5,513	-7.5%
March	8,077	8,165	+1.1%
April	8,625	7,890	-8.5%
May	8,840	8,907	+0.8%
June	8,854	8,837	-0.2%
July	7,632	7,370	-3.4%
August	7,214	7,264	+0.7%
September	6,826	6,474	-5.2%
October	5,341	5,502	+3.0%
November	3,798	3,544	-6.7%
December	2,431	2,311	-4.9%
January	4,382	4,041	-7.8%
12-Month Avg	6,499	6,318	-2.8%

Historical New Listing Activity



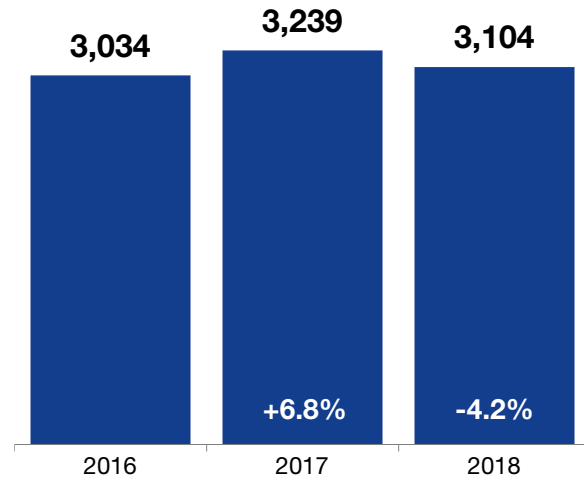
Pending Sales

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

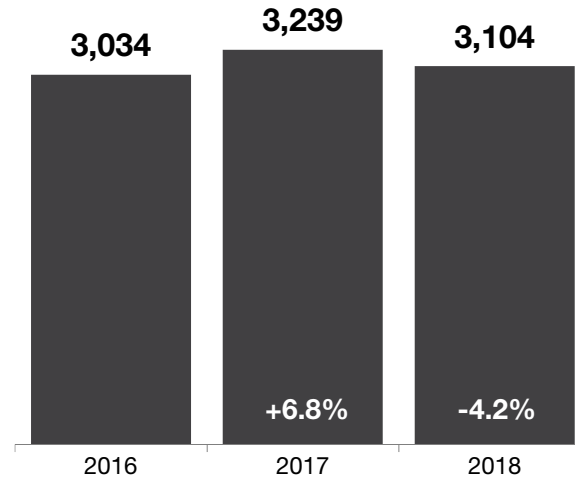


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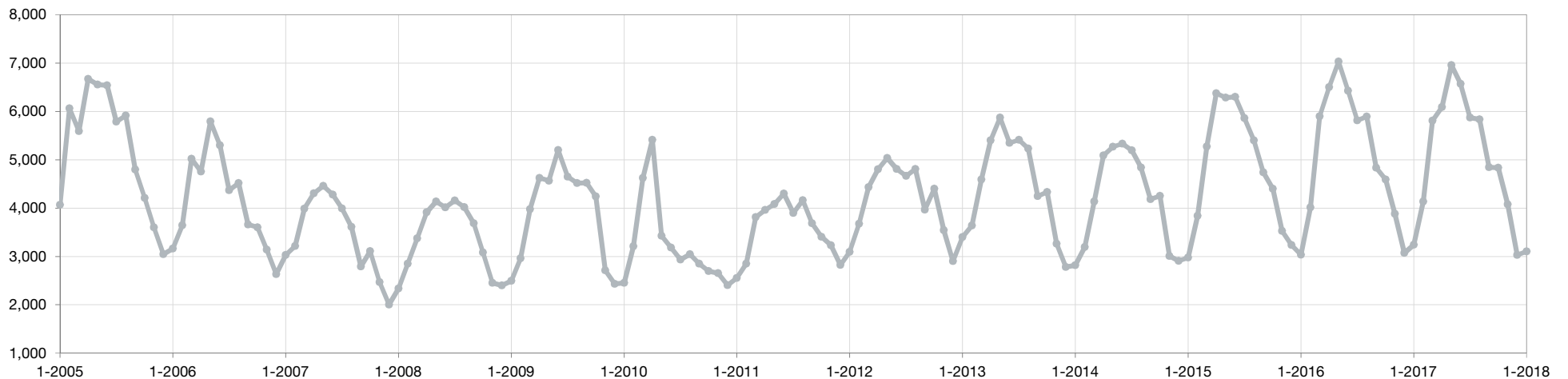


Year To Date



Month	Prior Year	Current Year	+ / -
February	4,016	4,137	+3.0%
March	5,895	5,809	-1.5%
April	6,503	6,088	-6.4%
May	7,029	6,954	-1.1%
June	6,429	6,568	+2.2%
July	5,813	5,872	+1.0%
August	5,893	5,835	-1.0%
September	4,833	4,847	+0.3%
October	4,590	4,835	+5.3%
November	3,883	4,079	+5.0%
December	3,069	3,027	-1.4%
January	3,239	3,104	-4.2%
12-Month Avg	5,099	5,096	-0.1%

Historical Pending Sales Activity



Closed Sales

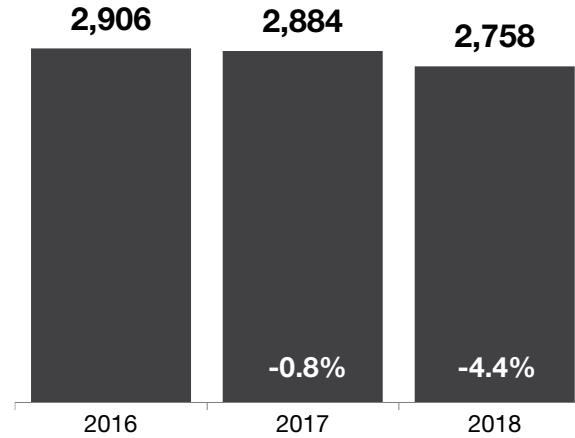
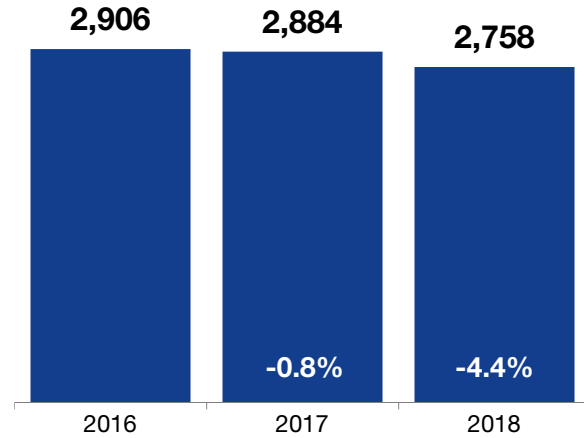
A count of the actual sales that have closed in a given month.



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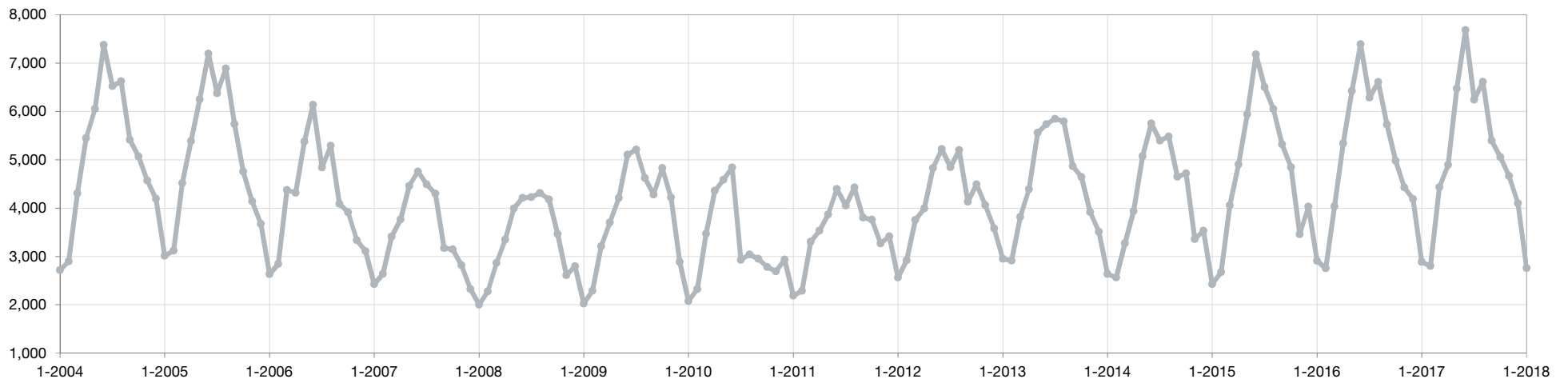
January

Year To Date



Month	Prior Year	Current Year	+ / -
February	2,754	2,803	+1.8%
March	4,035	4,432	+9.8%
April	5,334	4,891	-8.3%
May	6,419	6,469	+0.8%
June	7,392	7,683	+3.9%
July	6,285	6,240	-0.7%
August	6,607	6,614	+0.1%
September	5,729	5,393	-5.9%
October	4,978	5,057	+1.6%
November	4,427	4,664	+5.4%
December	4,190	4,097	-2.2%
January	2,884	2,758	-4.4%
12-Month Avg	5,086	5,092	+0.2%

Historical Closed Sales Activity



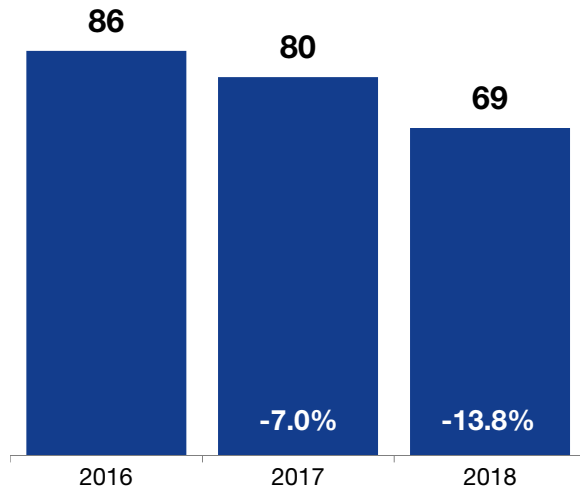
Days on Market Until Sale

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

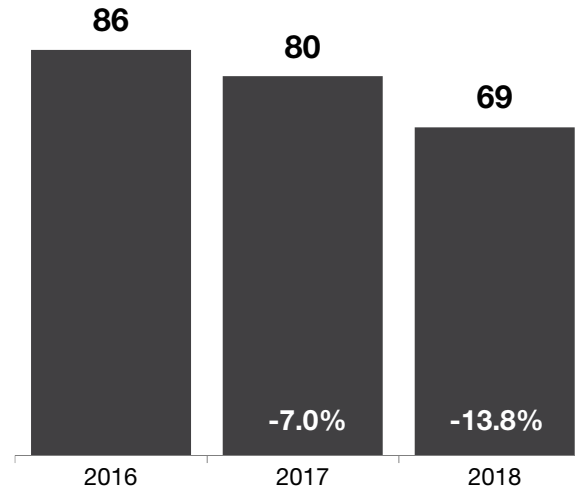


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Year To Date



Month	Prior Year	Current Year	+ / -
February	96	82	-14.6%
March	86	73	-15.1%
April	74	59	-20.3%
May	61	52	-14.8%
June	57	48	-15.8%
July	55	46	-16.4%
August	56	48	-14.3%
September	57	50	-12.3%
October	61	52	-14.8%
November	63	56	-11.1%
December	72	61	-15.3%
January	80	69	-13.8%
12-Month Avg	65	55	-15.4%

Historical Days on Market Until Sale



Median Original List Price

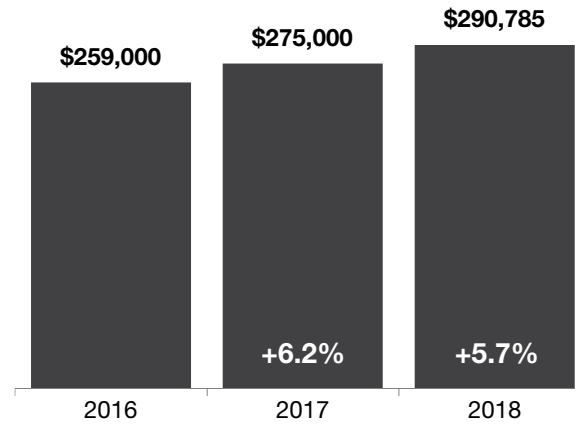
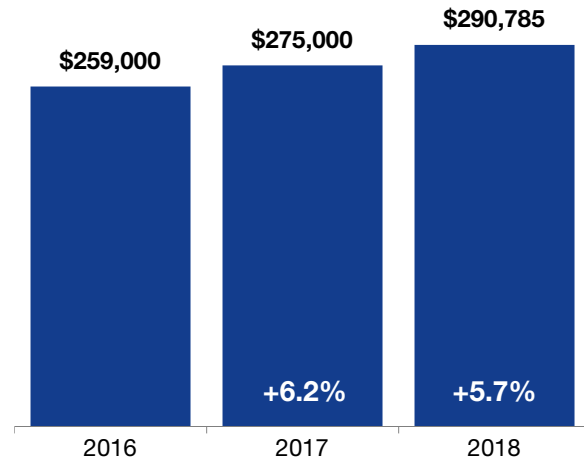
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



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Year To Date



Month	Prior Year	Current Year	+ / -
February	\$264,990	\$278,836	+5.2%
March	\$259,000	\$272,900	+5.4%
April	\$249,900	\$269,000	+7.6%
May	\$250,000	\$274,900	+10.0%
June	\$250,000	\$269,900	+8.0%
July	\$249,900	\$265,000	+6.0%
August	\$245,900	\$260,000	+5.7%
September	\$259,900	\$269,900	+3.8%
October	\$245,000	\$265,000	+8.2%
November	\$245,000	\$265,000	+8.2%
December	\$249,900	\$269,000	+7.6%
January	\$275,000	\$290,785	+5.7%
12-Month Med	\$250,000	\$269,900	+8.0%

Historical Median Original List Price



Median Sales Price

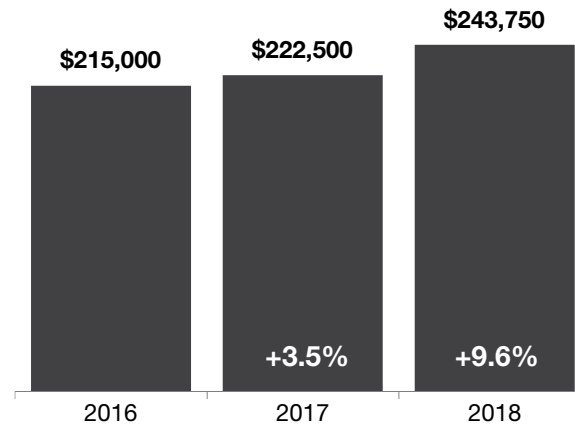
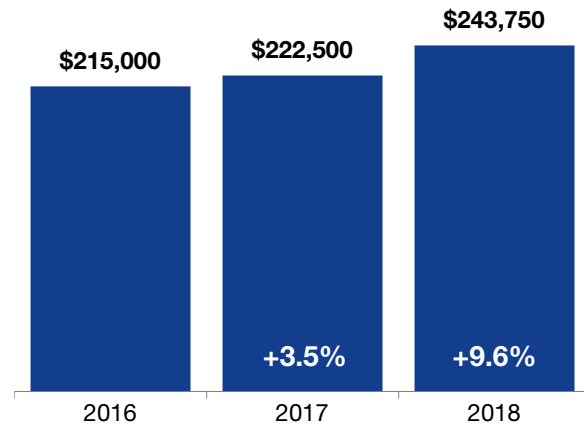
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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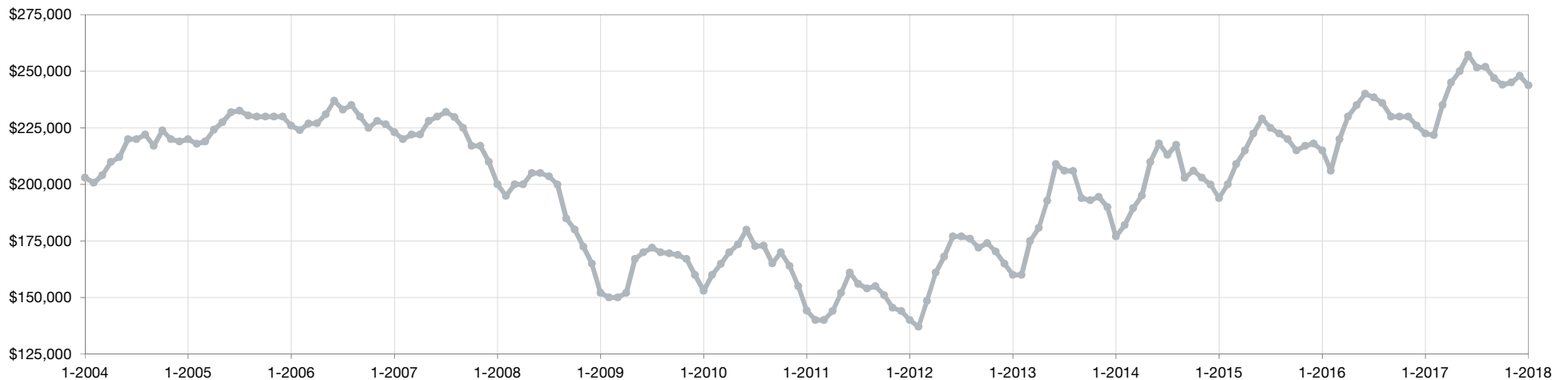
January

Year To Date



Month	Prior Year	Current Year	+ / -
February	\$206,000	\$221,800	+7.7%
March	\$220,000	\$235,000	+6.8%
April	\$230,000	\$245,000	+6.5%
May	\$235,000	\$250,000	+6.4%
June	\$240,041	\$257,250	+7.2%
July	\$238,400	\$251,550	+5.5%
August	\$236,000	\$251,950	+6.8%
September	\$230,000	\$246,900	+7.3%
October	\$230,000	\$244,000	+6.1%
November	\$230,000	\$245,000	+6.5%
December	\$226,000	\$248,000	+9.7%
January	\$222,500	\$243,750	+9.6%
12-Month Med	\$231,000	\$247,000	+6.9%

Historical Median Sales Price



Average Sales Price

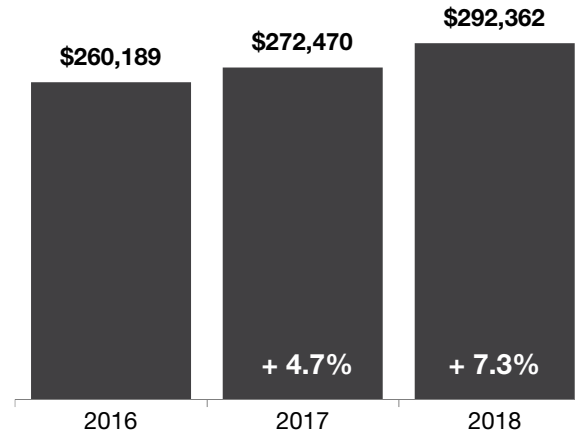
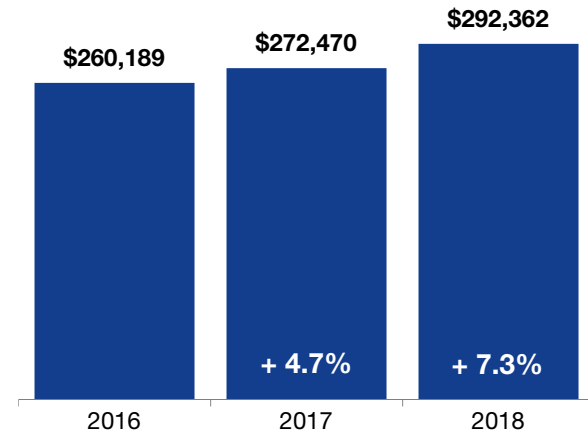
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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January

Year to Date



Month	Prior Year	Current Year	+ / -
February	\$249,434	\$268,868	+7.8%
March	\$256,808	\$278,981	+8.6%
April	\$271,229	\$290,215	+7.0%
May	\$274,960	\$292,625	+6.4%
June	\$282,943	\$307,049	+8.5%
July	\$279,541	\$302,079	+8.1%
August	\$282,797	\$298,455	+5.5%
September	\$271,273	\$294,997	+8.7%
October	\$273,294	\$291,844	+6.8%
November	\$273,859	\$289,671	+5.8%
December	\$271,868	\$305,829	+12.5%
January	\$272,470	\$292,362	+7.3%
12-Month Avg	\$273,674	\$294,560	+7.6%

Historical Average Sales Price



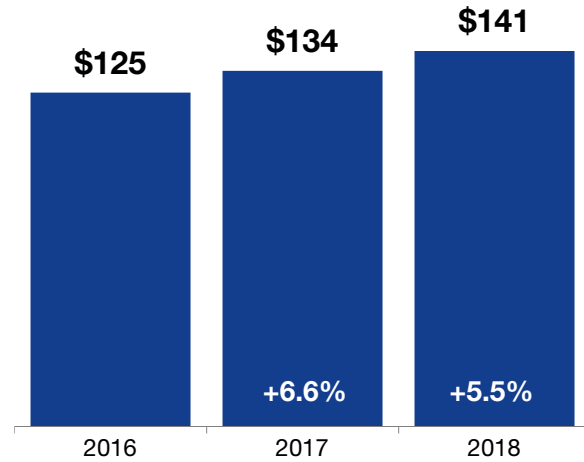
Price Per Square Foot

The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.

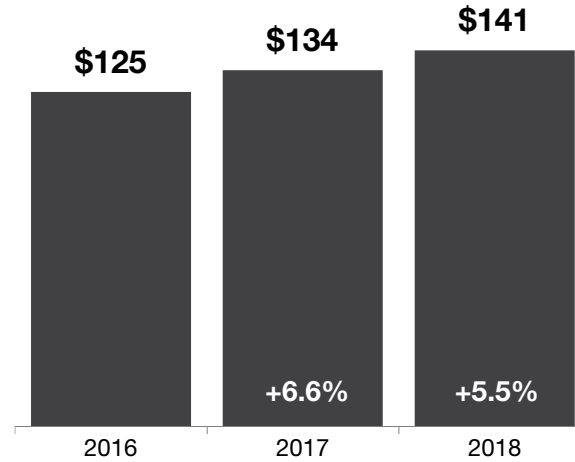


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Year to Date



Month	Prior Year	Current Year	+ / -
February	\$122	\$134	+9.3%
March	\$127	\$137	+8.2%
April	\$131	\$141	+7.7%
May	\$134	\$143	+7.0%
June	\$135	\$145	+7.2%
July	\$135	\$146	+8.1%
August	\$136	\$145	+7.0%
September	\$135	\$144	+6.5%
October	\$134	\$144	+7.1%
November	\$134	\$143	+6.3%
December	\$133	\$143	+7.1%
January	\$134	\$141	+5.5%
12-Month Avg	\$133	\$143	+7.3%

Historical Price Per Square Foot



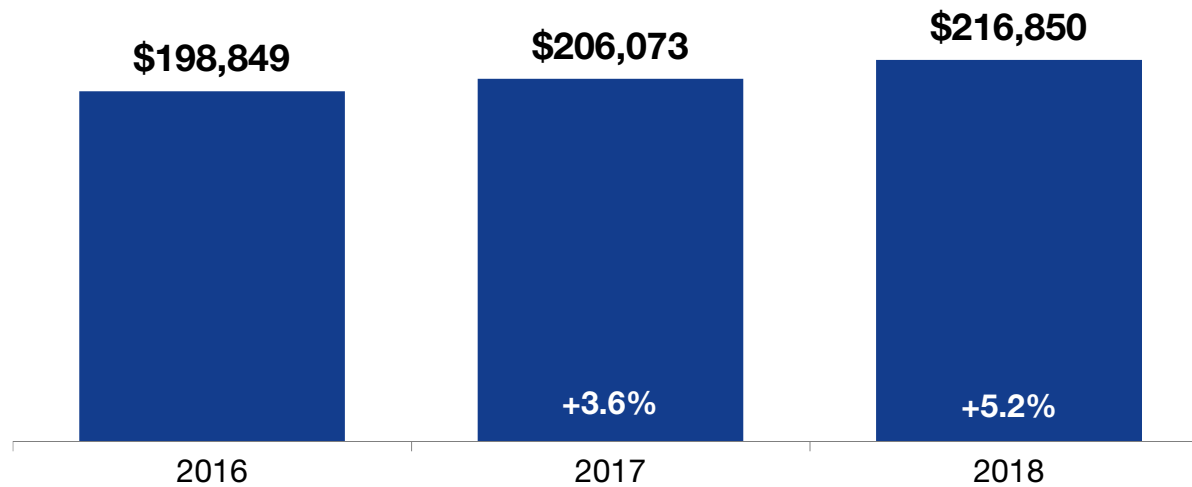
ShowingTime Housing Value Index

The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.



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Month	Prior Year	Current Year	+ / -
February	\$196,905	\$206,887	+5.1%
March	\$200,563	\$208,071	+3.7%
April	\$199,251	\$211,001	+5.9%
May	\$198,417	\$209,568	+5.6%
June	\$197,979	\$208,751	+5.4%
July	\$198,600	\$210,479	+6.0%
August	\$198,604	\$209,928	+5.7%
September	\$198,857	\$209,889	+5.5%
October	\$198,142	\$209,437	+5.7%
November	\$198,380	\$210,355	+6.0%
December	\$200,838	\$211,544	+5.3%
January	\$206,073	\$216,850	+5.2%
12-Month Avg	\$199,384	\$210,230	+5.4%

Historical ShowingTime Housing Value Index



Percent of Original List Price Received

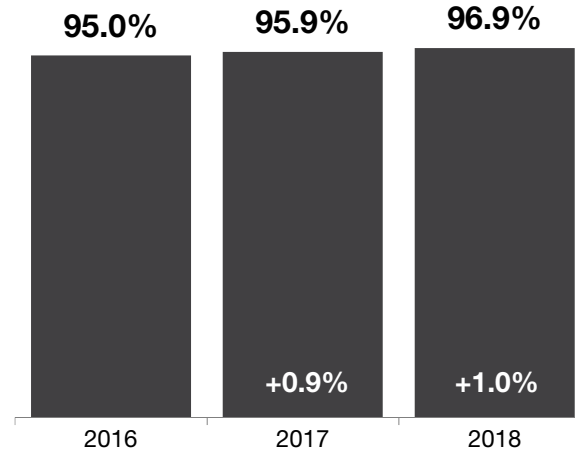
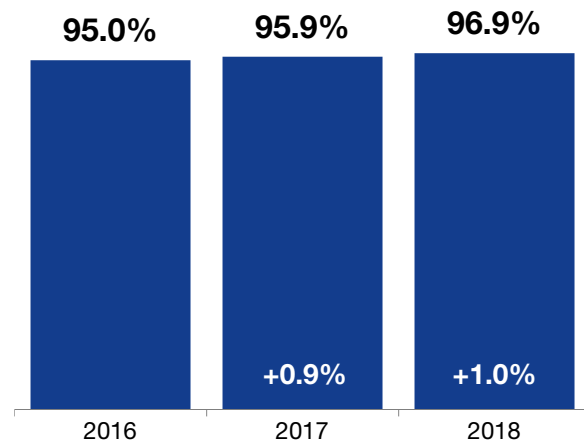
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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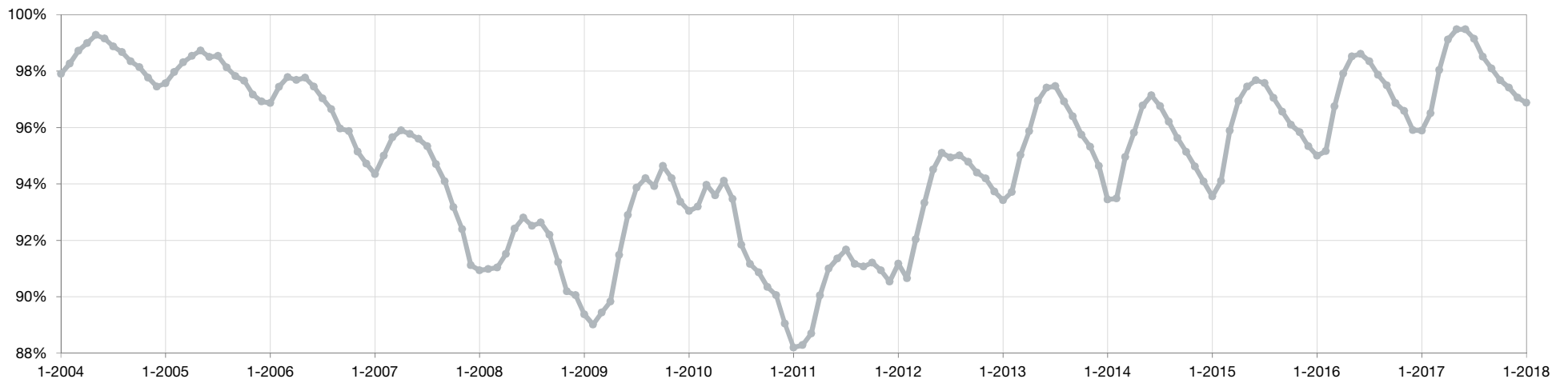
January

Year to Date



Month	Prior Year	Current Year	+ / -
February	95.2%	96.5%	+1.4%
March	96.8%	98.0%	+1.2%
April	97.9%	99.1%	+1.2%
May	98.5%	99.5%	+1.0%
June	98.6%	99.5%	+0.9%
July	98.3%	99.1%	+0.8%
August	97.9%	98.5%	+0.6%
September	97.5%	98.1%	+0.6%
October	96.9%	97.7%	+0.8%
November	96.6%	97.4%	+0.8%
December	95.9%	97.1%	+1.3%
January	95.9%	96.9%	+1.0%
12-Month Avg	97.4%	98.4%	+1.0%

Historical Percent of Original List Price Received



Housing Affordability Index

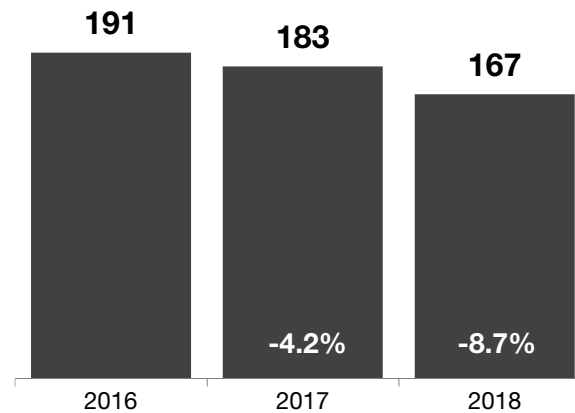
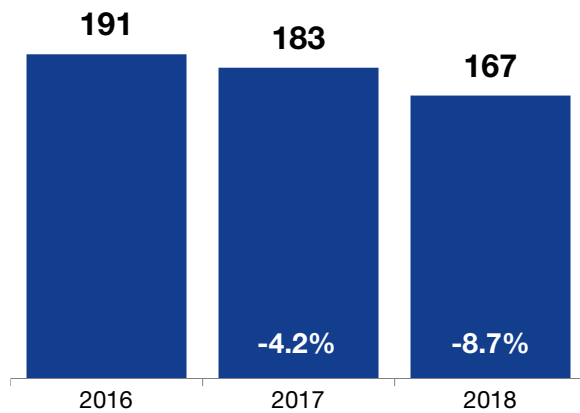
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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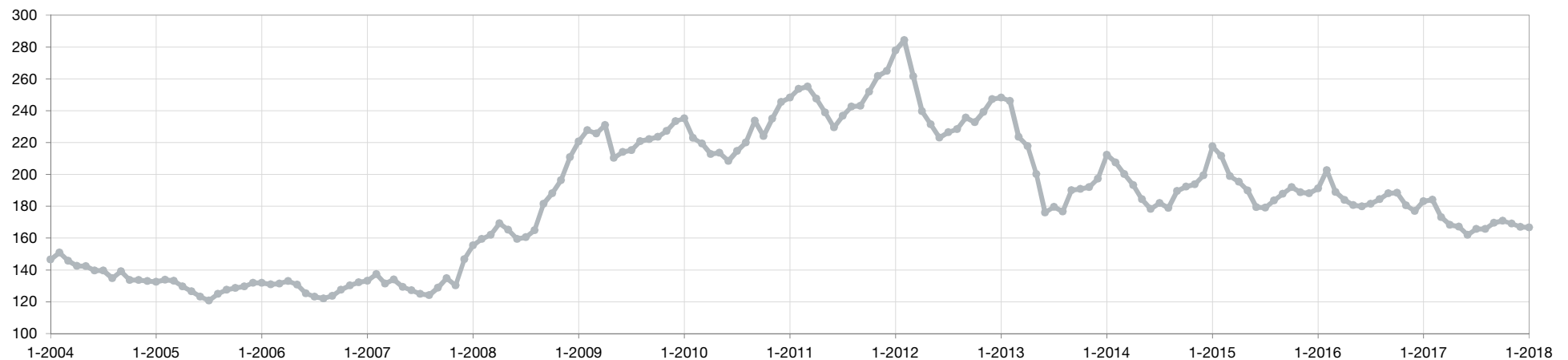
January

Year to Date



Month	Prior Year	Current Year	+ / -
February	203	184	-9.4%
March	189	173	-8.5%
April	184	168	-8.7%
May	181	167	-7.7%
June	180	162	-10.0%
July	181	166	-8.3%
August	184	166	-9.8%
September	188	170	-9.6%
October	188	171	-9.0%
November	181	169	-6.6%
December	177	167	-5.6%
January	183	167	-8.7%
12-Month Avg	185	169	-8.6%

Historical Housing Affordability Index



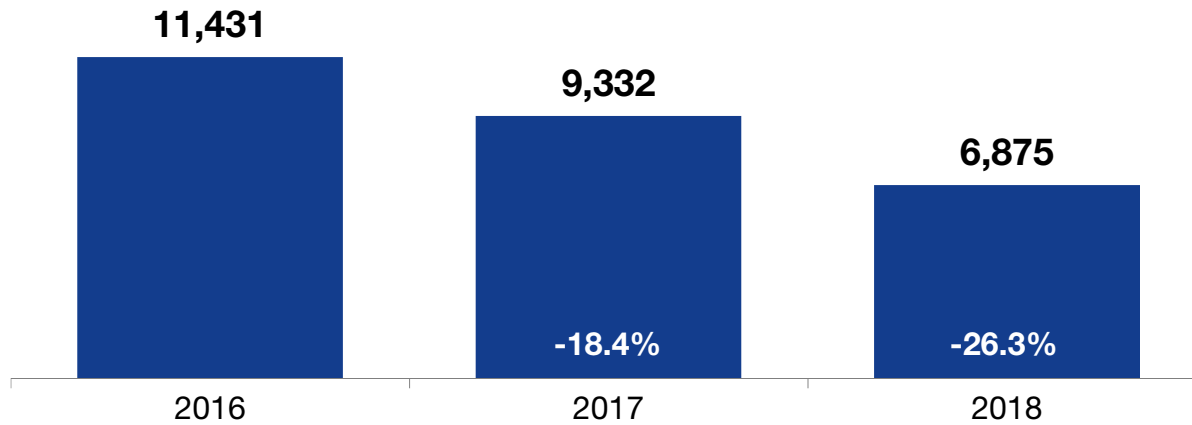
Inventory of Homes for Sale

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



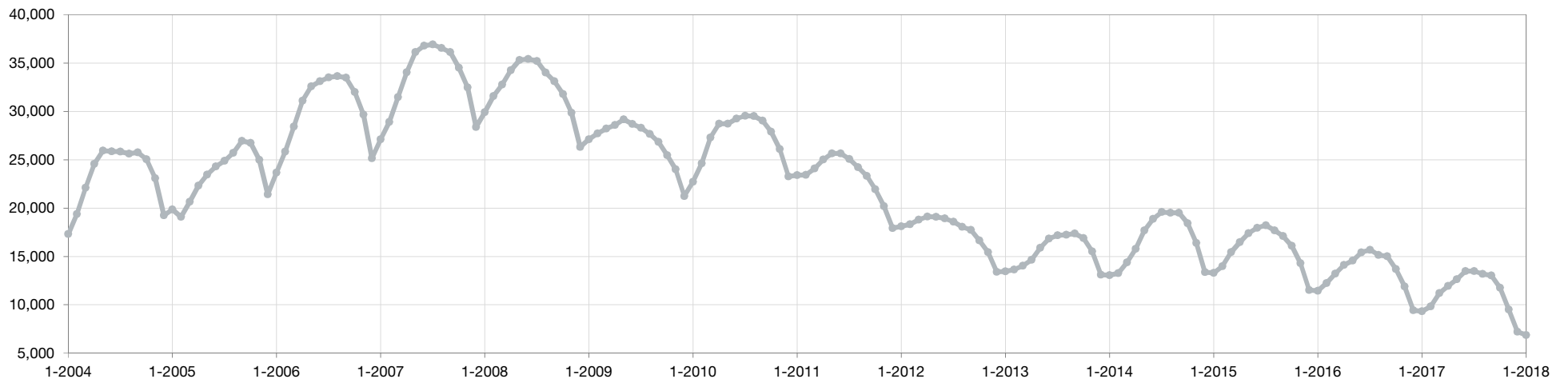
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Month	Prior Year	Current Year	+ / -
February	12,238	9,828	-19.7%
March	13,207	11,211	-15.1%
April	14,115	11,945	-15.4%
May	14,553	12,624	-13.3%
June	15,424	13,475	-12.6%
July	15,682	13,476	-14.1%
August	15,144	13,198	-12.8%
September	15,022	13,038	-13.2%
October	13,686	11,772	-14.0%
November	11,889	9,515	-20.0%
December	9,425	7,215	-23.4%
January	9,332	6,875	-26.3%
12-Month Avg	13,310	11,181	-16.7%

Historical Inventory of Homes for Sale



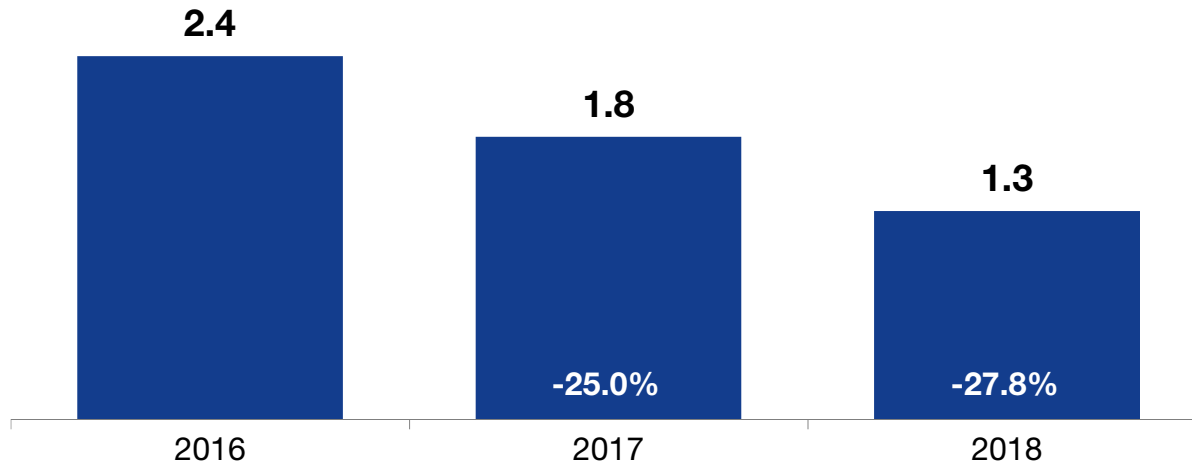
Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales for the last 12 months.



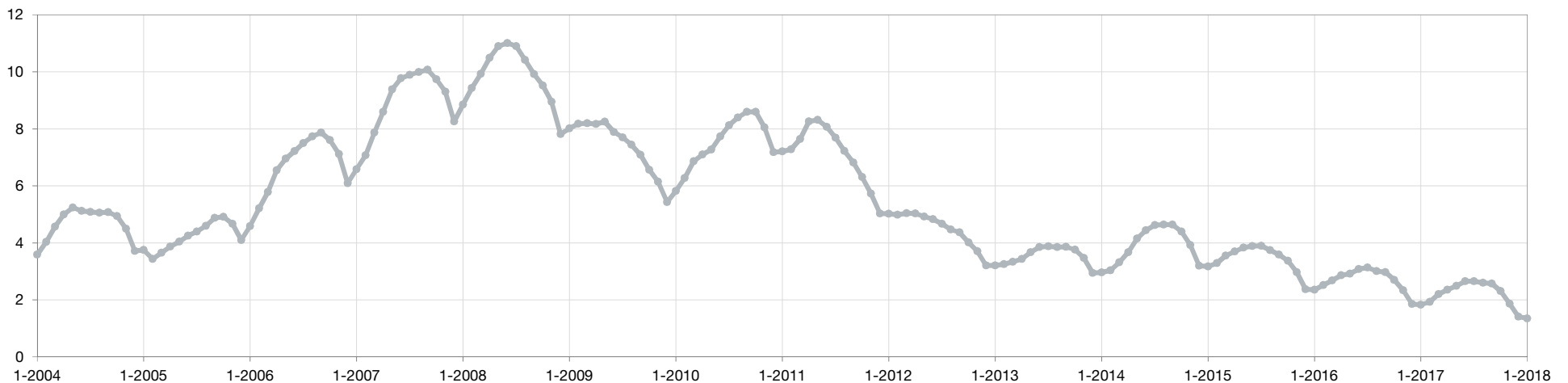
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Month	Prior Year	Current Year	+ / -
February	2.5	1.9	-24.0%
March	2.7	2.2	-18.5%
April	2.9	2.4	-17.2%
May	2.9	2.5	-13.8%
June	3.1	2.7	-12.9%
July	3.1	2.7	-12.9%
August	3.0	2.6	-13.3%
September	3.0	2.6	-13.3%
October	2.7	2.3	-14.8%
November	2.3	1.9	-17.4%
December	1.9	1.4	-26.3%
January	1.8	1.3	-27.8%
12-Month Avg	2.7	2.2	-18.5%

Historical Months Supply of Inventory



Mortgage Finance Utilization Rates

Home finance type utilization rates as a share of all closed sales, by month. Note: "Other" includes Adjustable Rate / Graduated Payment, Assumable, Contract for Deed (CFD), CFD w/ Assumable, DVA, Exchange / Trade, FHA Rehab 203k, Special Funding, Other and Unknown.



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Historical Mortgage Finance Utilization Rates

