

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

New Listings in the Twin Cities region decreased 1.8 percent to 4,330. Pending Sales were up 1.2 percent to 3,302. Inventory levels fell 14.9 percent to 7,595 units.

Prices continued to gain traction. The Median Sales Price increased 4.2 percent to \$270,000. Days on Market was up 1.5 percent to 66 days. Sellers were encouraged as Months Supply of Homes for Sale was down 16.7 percent to 1.5 months.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Quick Facts

+ 5.4% **+ 4.2%** **- 14.9%**

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.



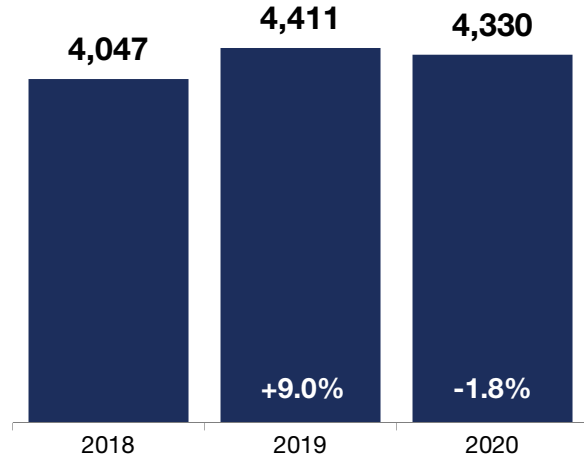
Key Metrics	Historical Sparklines (normalized)	1-2019	1-2020	+ / -	YTD 2019	YTD 2020	+ / -
New Listings		4,411	4,330	- 1.8%	4,411	4,330	- 1.8%
Pending Sales		3,264	3,302	+ 1.2%	3,264	3,302	+ 1.2%
Closed Sales		2,724	2,870	+ 5.4%	2,724	2,870	+ 5.4%
Days on Market Until Sale		65	66	+ 1.5%	65	66	+ 1.5%
Median List Price		\$309,900	\$314,990	+ 1.6%	\$309,900	\$314,990	+ 1.6%
Median Sales Price		\$259,000	\$270,000	+ 4.2%	\$259,000	\$270,000	+ 4.2%
Price Per Square Foot		\$154	\$159	+ 3.1%	\$154	\$159	+ 3.1%
ShowingTime Housing Value Index		\$233,277	\$239,558	+ 2.7%	--	--	--
Pct. of Orig. List Price Received		97.1%	97.0%	- 0.1%	97.1%	97.0%	- 0.1%
Inventory of Homes for Sale		8,924	7,595	- 14.9%	--	--	--
Months Supply of Homes for Sale		1.8	1.5	- 16.7%	--	--	--

New Listings

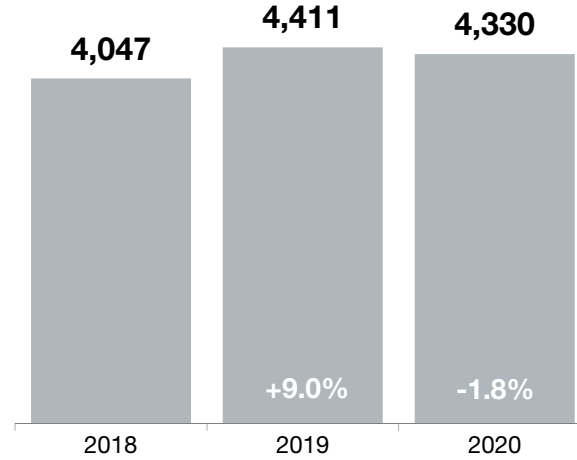
A count of the properties that have been newly listed on the market in a given month.



January

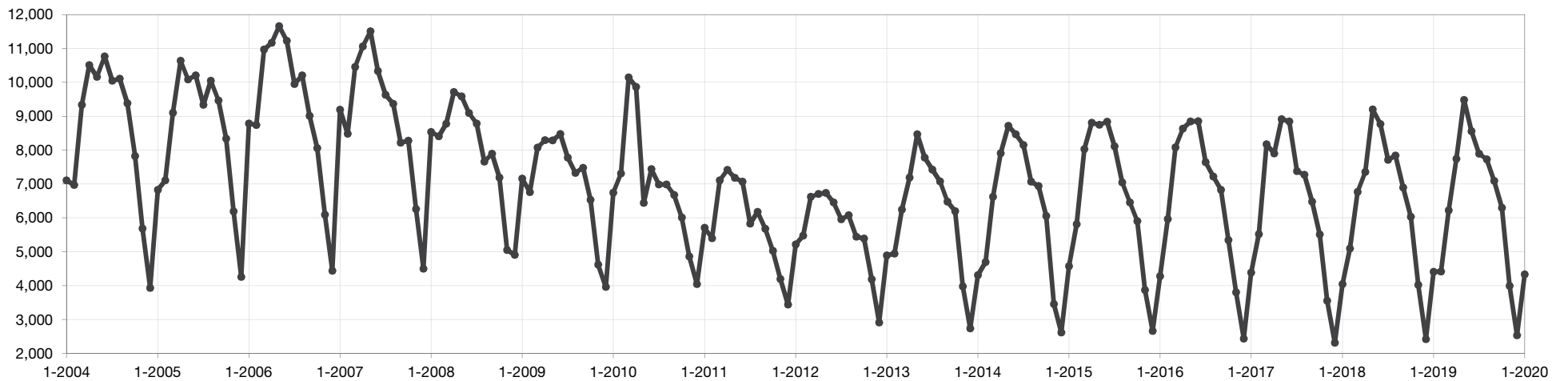


Year To Date



	New Listings	Prior Year	Percent Change
February 2019	4,414	5,093	-13.3%
March 2019	6,223	6,769	-8.1%
April 2019	7,741	7,355	+5.2%
May 2019	9,481	9,198	+3.1%
June 2019	8,558	8,769	-2.4%
July 2019	7,893	7,714	+2.3%
August 2019	7,730	7,839	-1.4%
September 2019	7,092	6,893	+2.9%
October 2019	6,295	6,035	+4.3%
November 2019	3,992	4,020	-0.7%
December 2019	2,531	2,423	+4.5%
January 2020	4,330	4,411	-1.8%
12-Month Avg	6,357	6,377	-0.3%

Historical New Listing Activity

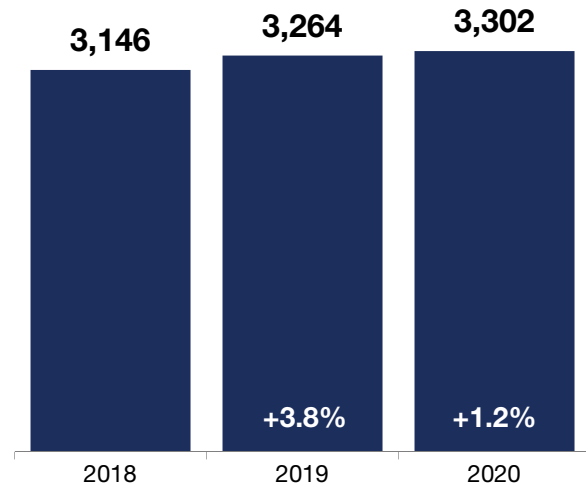


Pending Sales

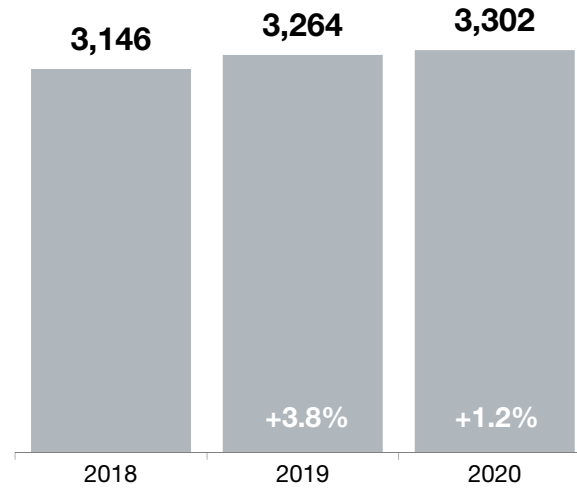
A count of the properties on which contracts have been accepted in a given month.



January

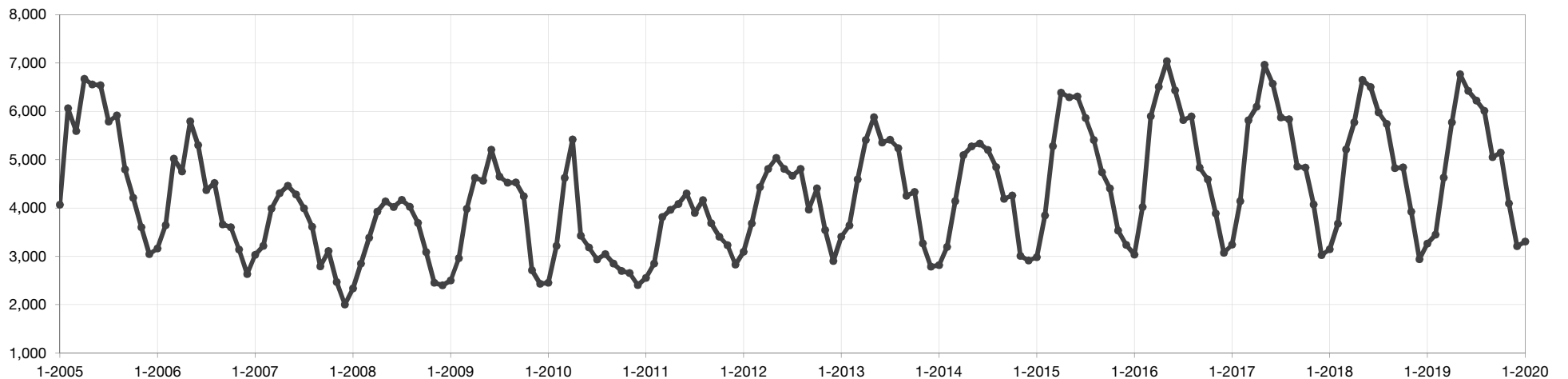


Year To Date



	Pending Sales	Prior Year	Percent Change
February 2019	3,445	3,673	-6.2%
March 2019	4,627	5,211	-11.2%
April 2019	5,770	5,769	+0.0%
May 2019	6,765	6,650	+1.7%
June 2019	6,419	6,500	-1.2%
July 2019	6,221	5,977	+4.1%
August 2019	6,007	5,737	+4.7%
September 2019	5,052	4,824	+4.7%
October 2019	5,146	4,839	+6.3%
November 2019	4,095	3,923	+4.4%
December 2019	3,209	2,938	+9.2%
January 2020	3,302	3,264	+1.2%
12-Month Avg	5,005	4,942	+1.3%

Historical Pending Sales Activity



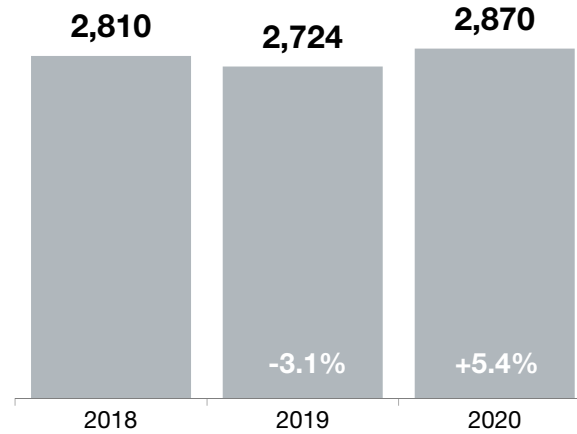
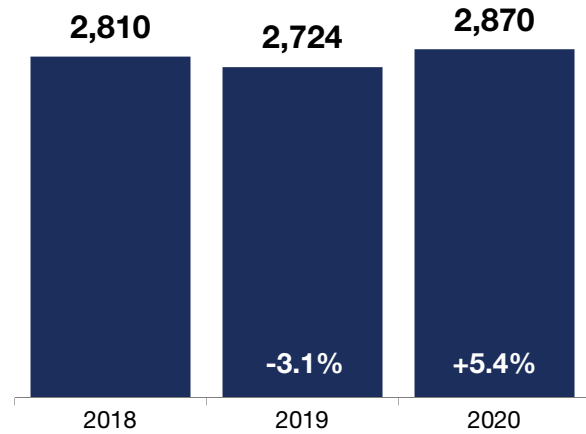
Closed Sales

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



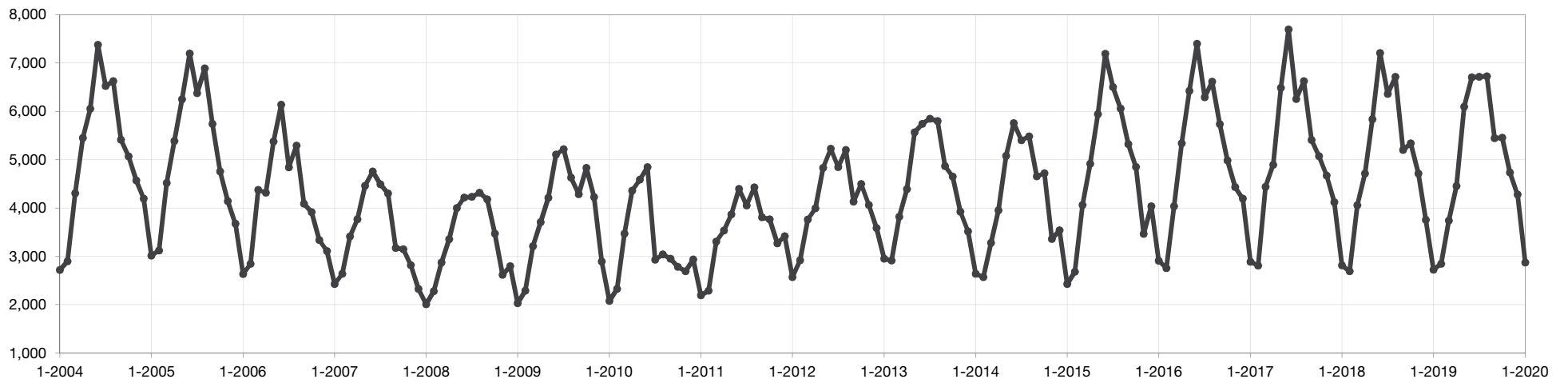
January

Year To Date



	Closed Sales	Prior Year	Percent Change
February 2019	2,844	2,693	+5.6%
March 2019	3,736	4,055	-7.9%
April 2019	4,453	4,712	-5.5%
May 2019	6,091	5,835	+4.4%
June 2019	6,701	7,203	-7.0%
July 2019	6,711	6,356	+5.6%
August 2019	6,724	6,713	+0.2%
September 2019	5,440	5,198	+4.7%
October 2019	5,455	5,337	+2.2%
November 2019	4,735	4,710	+0.5%
December 2019	4,276	3,756	+13.8%
January 2020	2,870	2,724	+5.4%
12-Month Avg	5,003	4,941	+1.8%

Historical Closed Sales Activity



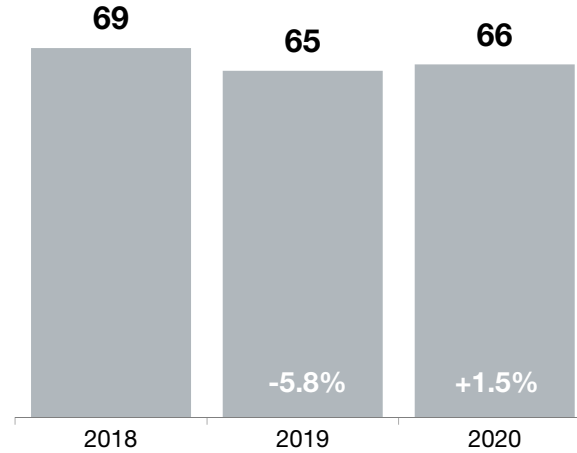
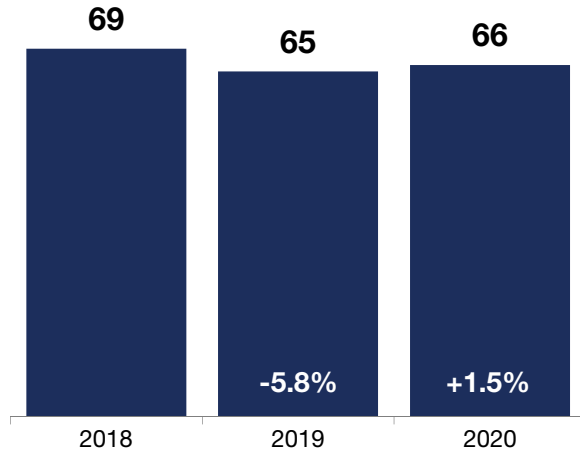
Days on Market Until Sale

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



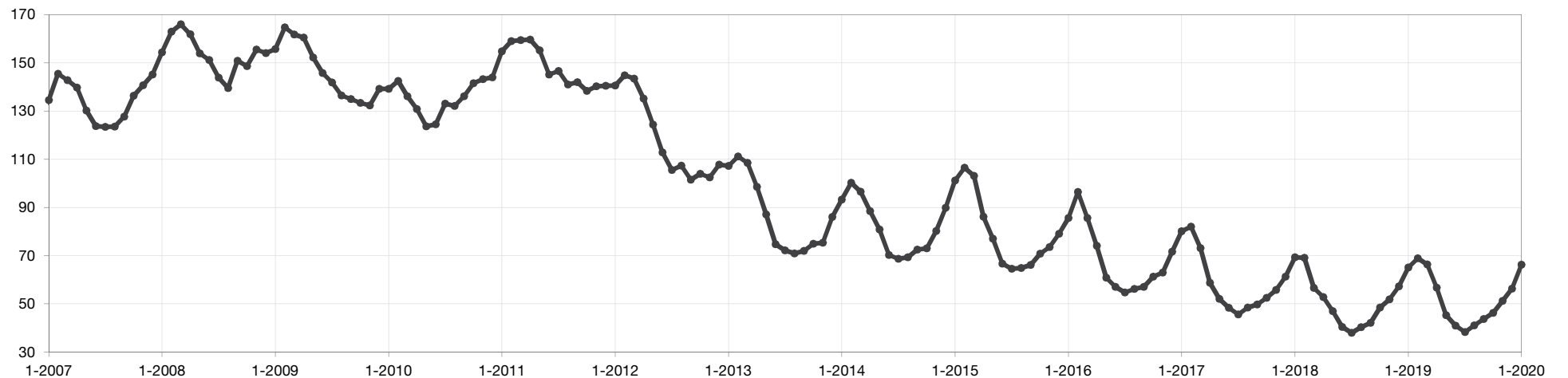
January

Year To Date



Days on Market		Prior Year	Percent Change
February 2019	69	69	0.0%
March 2019	66	57	+15.8%
April 2019	57	53	+7.5%
May 2019	45	47	-4.3%
June 2019	41	40	+2.5%
July 2019	38	38	0.0%
August 2019	41	40	+2.5%
September 2019	44	42	+4.8%
October 2019	46	48	-4.2%
November 2019	51	52	-1.9%
December 2019	56	57	-1.8%
January 2020	66	65	+1.5%
12-Month Avg	49	48	+2.1%

Historical Days on Market Until Sale

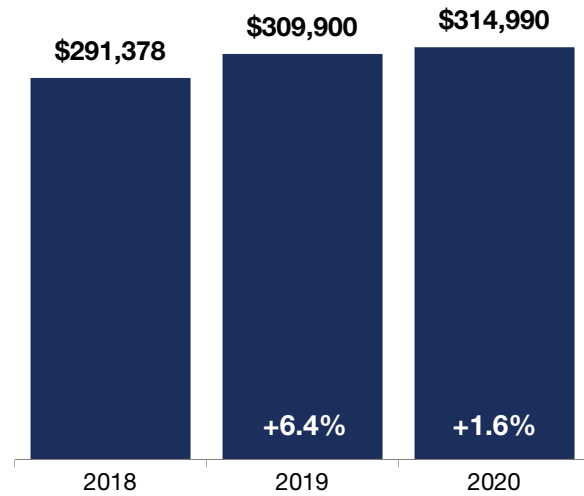


Median Original List Price

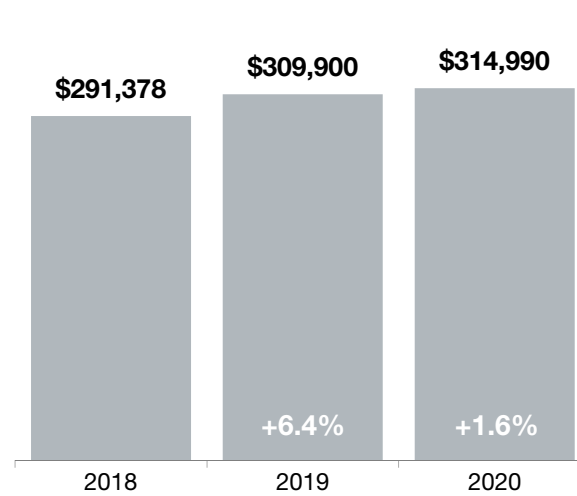
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



January



Year To Date



	Median Original List Price	Prior Year	Percent Change
February 2019	\$314,000	\$299,900	+4.7%
March 2019	\$317,758	\$289,900	+9.6%
April 2019	\$300,000	\$284,700	+5.4%
May 2019	\$309,000	\$289,900	+6.6%
June 2019	\$299,900	\$289,900	+3.4%
July 2019	\$299,000	\$284,900	+4.9%
August 2019	\$297,000	\$279,900	+6.1%
September 2019	\$299,900	\$290,000	+3.4%
October 2019	\$299,000	\$280,000	+6.8%
November 2019	\$299,900	\$275,000	+9.1%
December 2019	\$299,900	\$287,900	+4.2%
January 2020	\$314,990	\$309,900	+1.6%
12-Month Med	\$299,900	\$289,000	+3.8%

Historical Median Original List Price

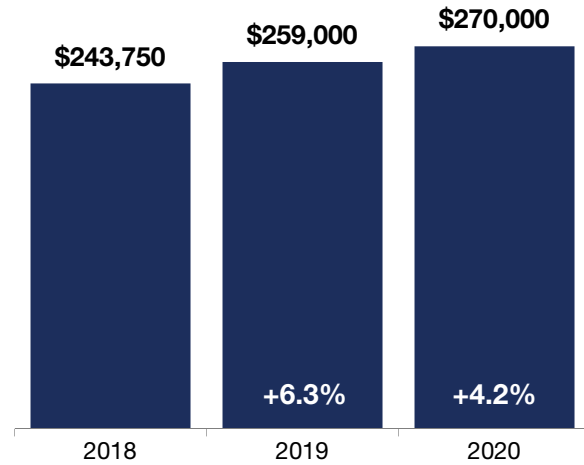


Median Sales Price

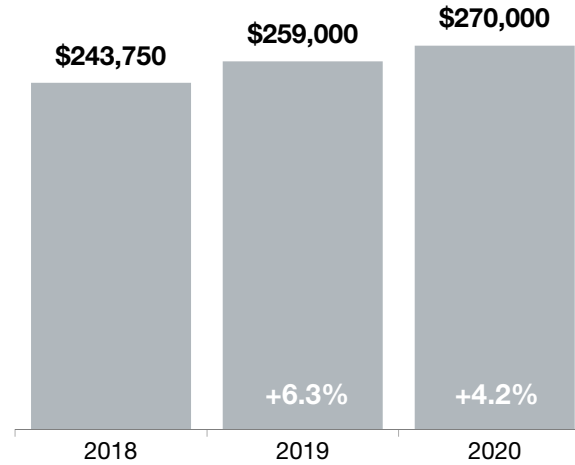
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



	Median Sales Price	Prior Year	Percent Change
February 2019	\$265,187	\$250,000	+6.1%
March 2019	\$275,000	\$258,000	+6.6%
April 2019	\$280,000	\$266,500	+5.1%
May 2019	\$285,000	\$270,315	+5.4%
June 2019	\$290,000	\$270,000	+7.4%
July 2019	\$283,000	\$267,500	+5.8%
August 2019	\$286,800	\$268,000	+7.0%
September 2019	\$279,000	\$261,000	+6.9%
October 2019	\$280,000	\$265,000	+5.7%
November 2019	\$280,000	\$265,000	+5.7%
December 2019	\$278,200	\$257,900	+7.9%
January 2020	\$270,000	\$259,000	+4.2%
12-Month Med	\$280,000	\$265,000	+5.7%

Historical Median Sales Price



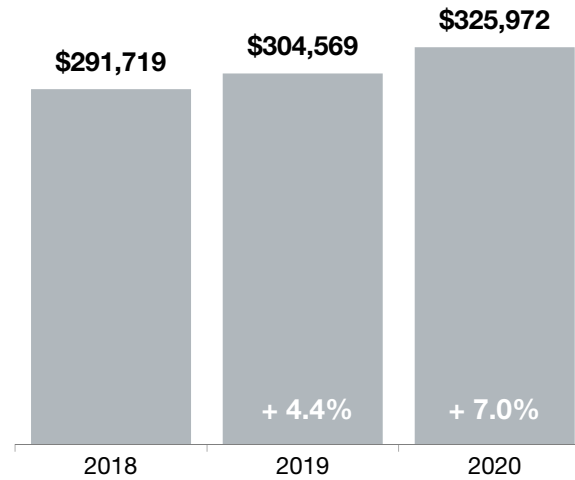
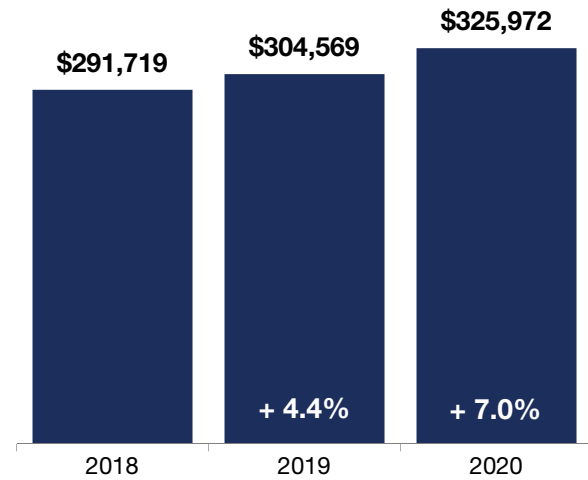
Average Sales Price

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



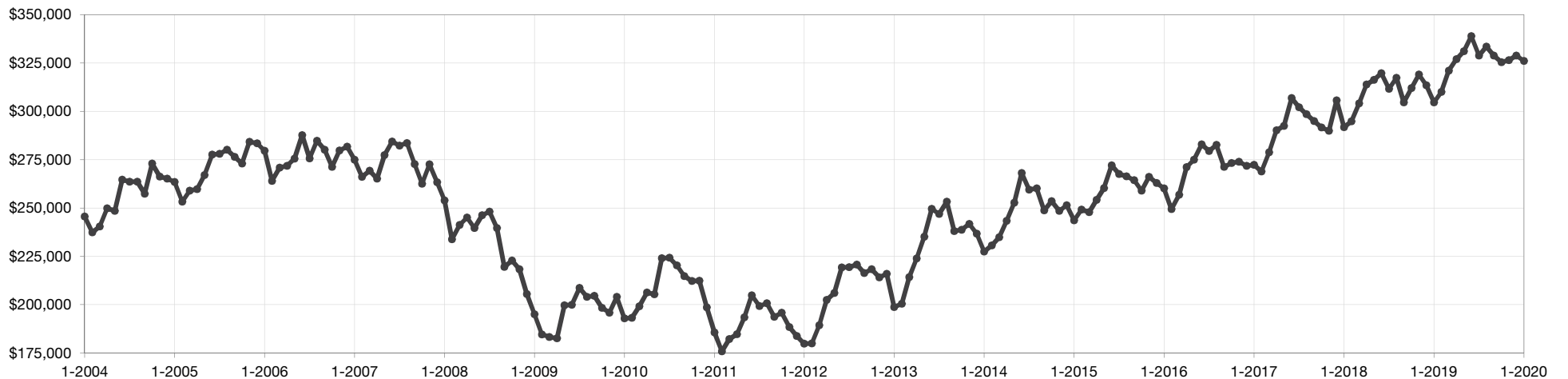
January

Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2019	\$310,069	\$294,781	+5.2%
March 2019	\$320,998	\$304,009	+5.6%
April 2019	\$326,912	\$313,790	+4.2%
May 2019	\$331,058	\$316,223	+4.7%
June 2019	\$338,811	\$319,657	+6.0%
July 2019	\$328,785	\$311,532	+5.5%
August 2019	\$333,369	\$317,244	+5.1%
September 2019	\$328,783	\$304,526	+8.0%
October 2019	\$325,327	\$311,989	+4.3%
November 2019	\$326,474	\$319,060	+2.3%
December 2019	\$328,750	\$313,494	+4.9%
January 2020	\$325,972	\$304,569	+7.0%
12-Month Avg	\$328,506	\$312,359	+5.2%

Historical Average Sales Price

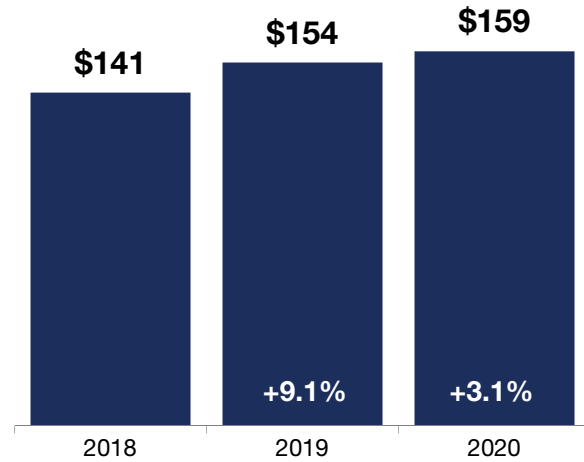


Price Per Square Foot

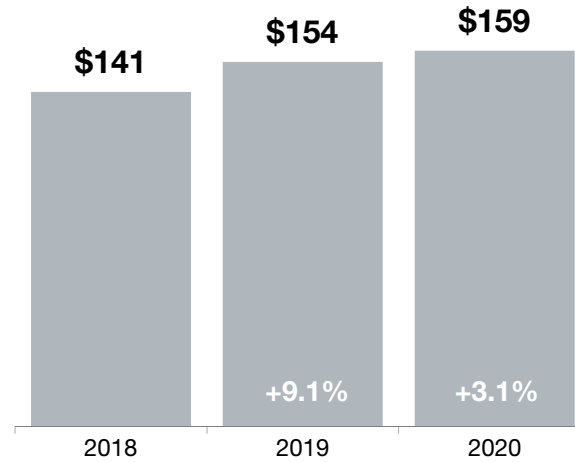
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



January

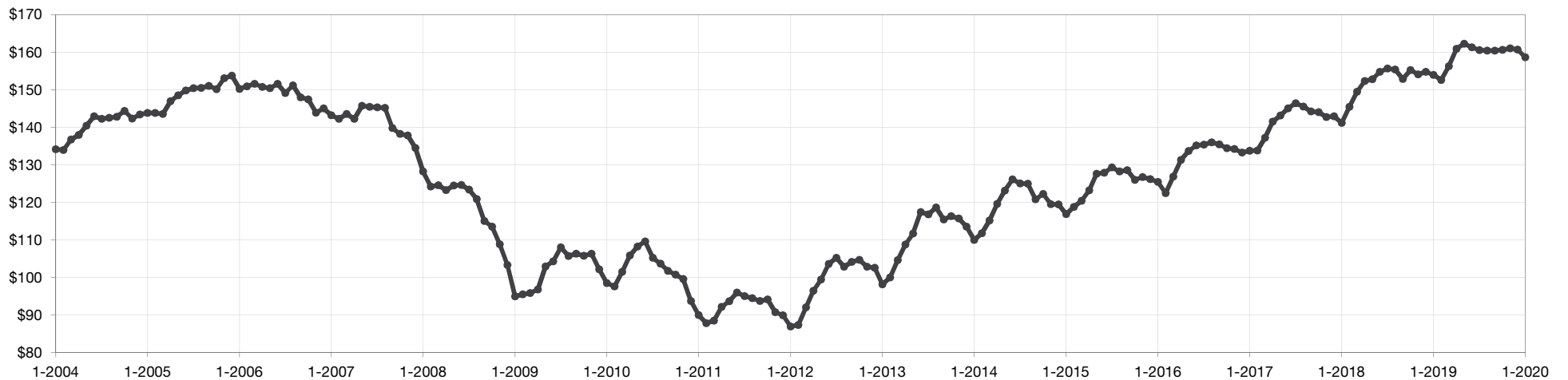


Year to Date



Price Per Square Foot	Prior Year	Percent Change
February 2019	\$153	\$145 +5.0%
March 2019	\$156	\$149 +4.5%
April 2019	\$161	\$152 +5.6%
May 2019	\$162	\$153 +6.2%
June 2019	\$161	\$155 +4.3%
July 2019	\$161	\$156 +3.1%
August 2019	\$160	\$155 +3.2%
September 2019	\$160	\$153 +5.0%
October 2019	\$161	\$155 +3.5%
November 2019	\$161	\$154 +4.5%
December 2019	\$161	\$155 +3.9%
January 2020	\$159	\$154 +3.1%
12-Month Avg	\$160	\$154 +4.3%

Historical Price Per Square Foot

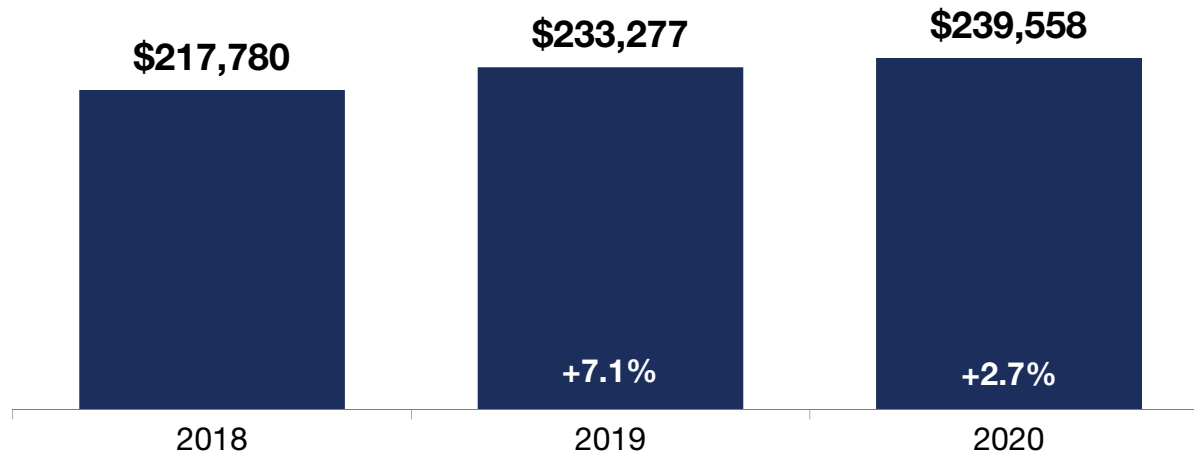


ShowingTime Housing Value Index



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.

January



	Housing Value Index	Prior Year	Percent Change
February 2019	\$232,987	\$223,650	+4.2%
March 2019	\$235,337	\$226,741	+3.8%
April 2019	\$235,366	\$225,389	+4.4%
May 2019	\$234,824	\$222,990	+5.3%
June 2019	\$233,275	\$223,834	+4.2%
July 2019	\$231,997	\$224,640	+3.3%
August 2019	\$232,348	\$223,378	+4.0%
September 2019	\$233,100	\$222,274	+4.9%
October 2019	\$233,063	\$225,646	+3.3%
November 2019	\$233,096	\$222,949	+4.6%
December 2019	\$238,839	\$227,523	+5.0%
January 2020	\$239,558	\$233,277	+2.7%
12-Month Avg	\$234,482	\$225,191	+4.1%

Historical ShowingTime Housing Value Index



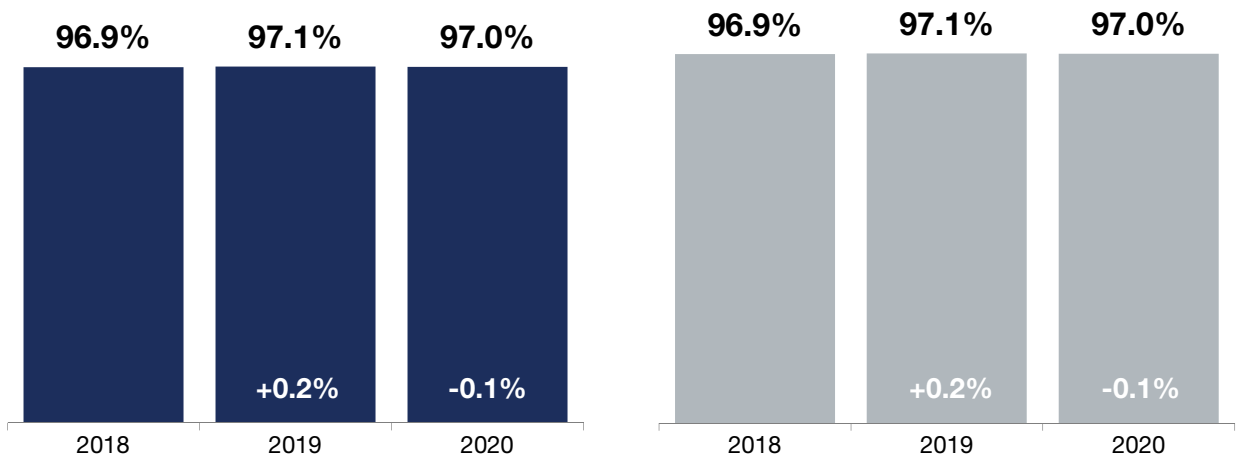
Percent of Original List Price Received



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.

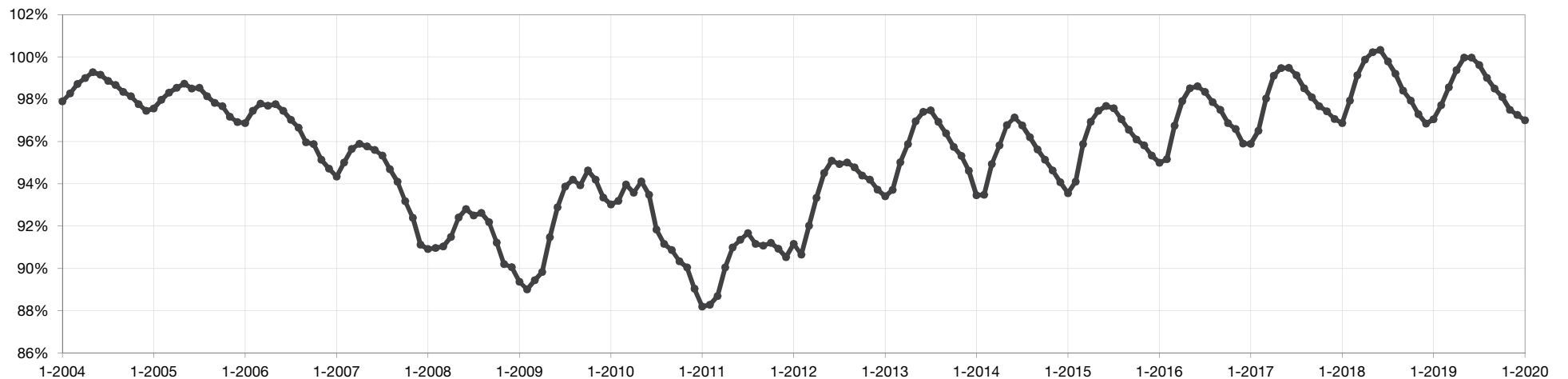
January

Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
February 2019	97.7%	97.9%	-0.2%
March 2019	98.6%	99.1%	-0.5%
April 2019	99.4%	99.9%	-0.5%
May 2019	100.0%	100.2%	-0.2%
June 2019	100.0%	100.3%	-0.3%
July 2019	99.6%	99.8%	-0.2%
August 2019	99.0%	99.2%	-0.2%
September 2019	98.5%	98.4%	+0.1%
October 2019	98.1%	97.9%	+0.2%
November 2019	97.5%	97.3%	+0.2%
December 2019	97.3%	96.8%	+0.5%
January 2020	97.0%	97.1%	-0.1%
12-Month Avg	98.7%	98.9%	-0.2%

Historical Percent of Original List Price Received



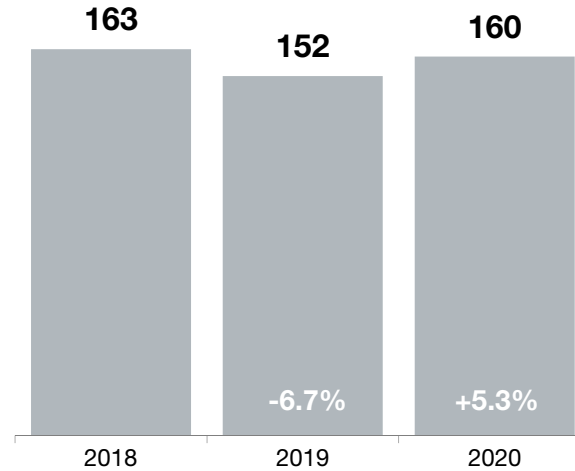
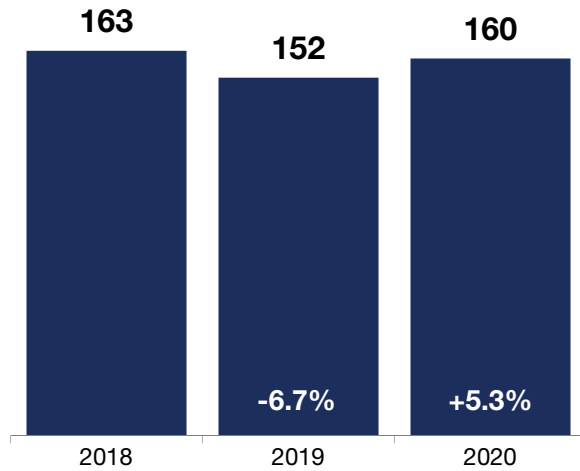
Housing Affordability Index



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.

January

Year to Date



	Housing Affordability Index	Prior Year	Percent Change
February 2019	148	159	-6.9%
March 2019	146	153	-4.6%
April 2019	144	146	-1.4%
May 2019	141	144	-2.1%
June 2019	139	145	-4.1%
July 2019	146	147	-0.7%
August 2019	147	144	+2.1%
September 2019	148	144	+2.8%
October 2019	147	142	+3.5%
November 2019	151	144	+4.9%
December 2019	152	153	-0.7%
January 2020	160	152	+5.3%
12-Month Avg	147	148	-0.7%

Historical Housing Affordability Index

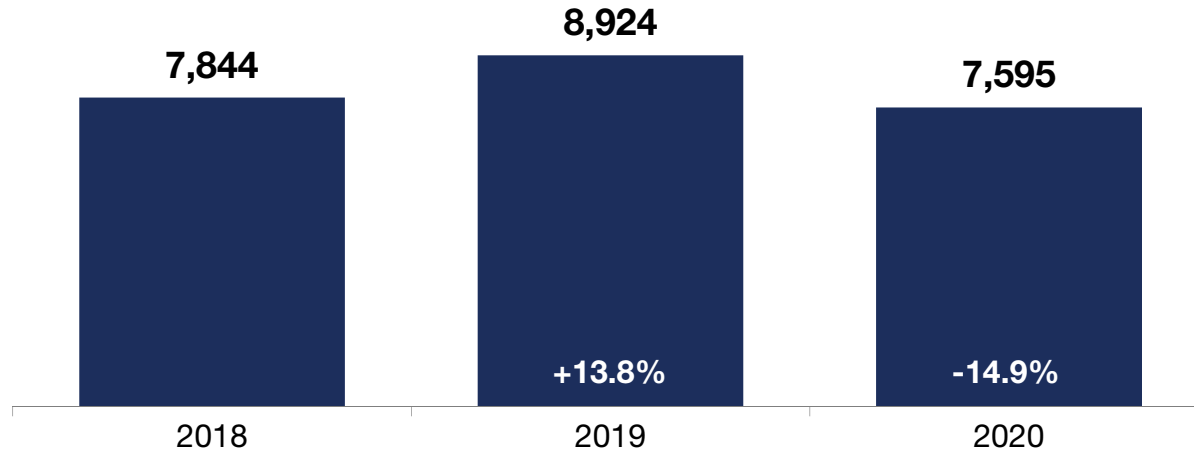


Inventory of Homes for Sale

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

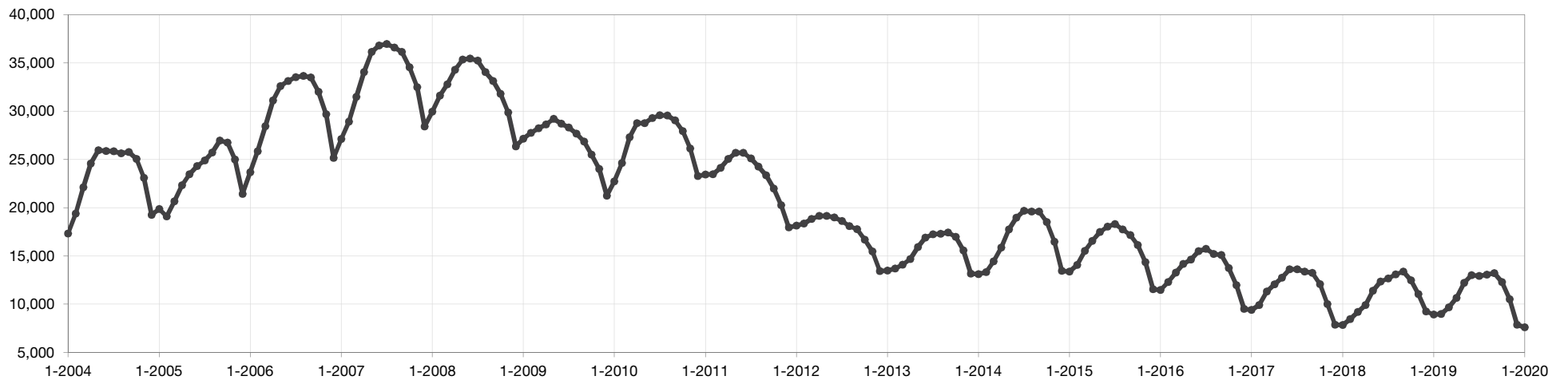


January



Homes for Sale		Prior Year	Percent Change
February 2019	8,994	8,465	+6.2%
March 2019	9,671	9,181	+5.3%
April 2019	10,656	9,899	+7.6%
May 2019	12,206	11,382	+7.2%
June 2019	13,008	12,352	+5.3%
July 2019	12,931	12,664	+2.1%
August 2019	13,044	13,089	-0.3%
September 2019	13,206	13,368	-1.2%
October 2019	12,300	12,465	-1.3%
November 2019	10,511	11,038	-4.8%
December 2019	7,868	9,249	-14.9%
January 2020	7,595	8,924	-14.9%
12-Month Avg	10,999	11,006	-0.3%

Historical Inventory of Homes for Sale

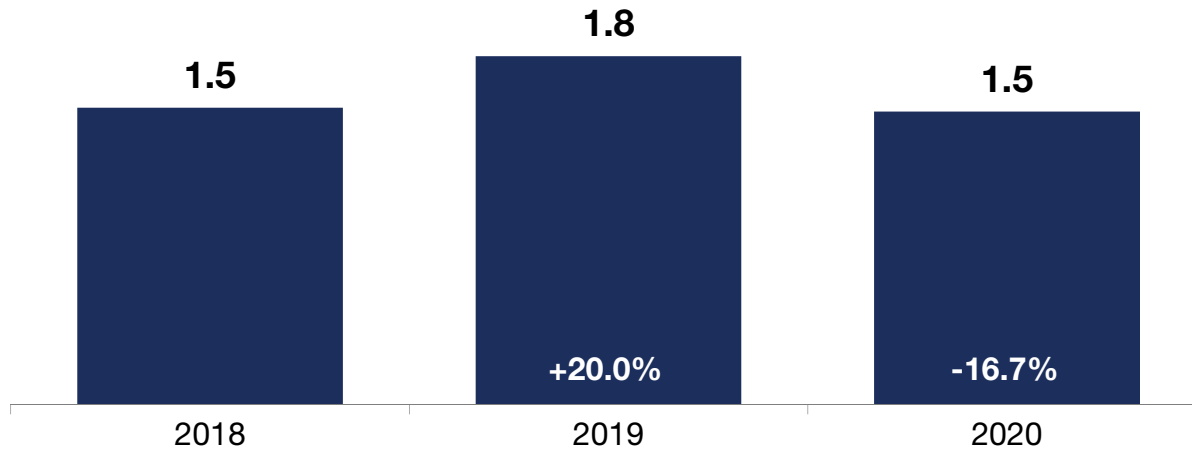


Months Supply of Homes for Sale

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.

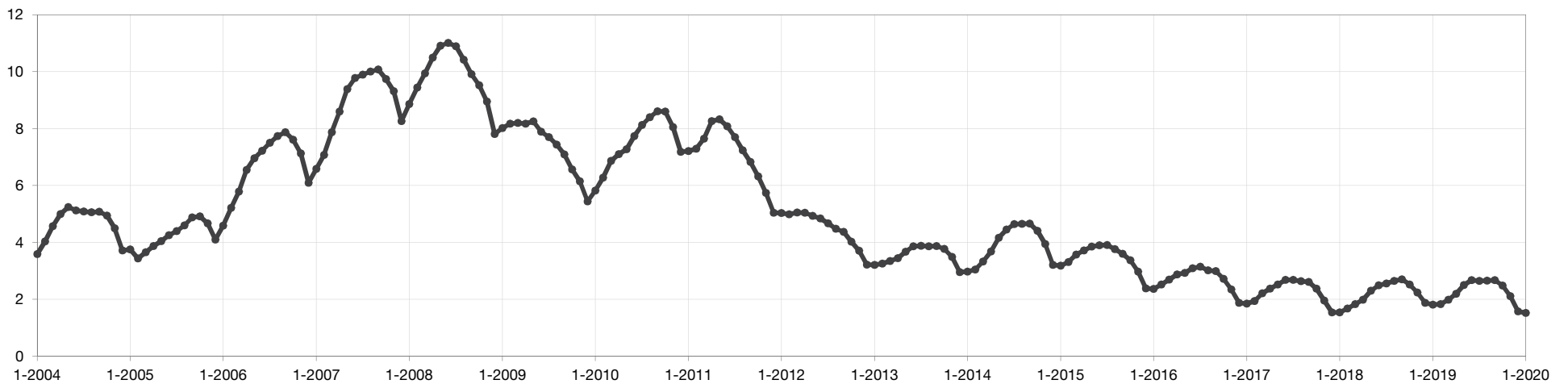


January



Months Supply		Prior Year	Percent Change
February 2019	1.8	1.7	+5.9%
March 2019	2.0	1.8	+11.1%
April 2019	2.2	2.0	+10.0%
May 2019	2.5	2.3	+8.7%
June 2019	2.7	2.5	+8.0%
July 2019	2.6	2.6	0.0%
August 2019	2.7	2.6	+3.8%
September 2019	2.7	2.7	0.0%
October 2019	2.5	2.5	0.0%
November 2019	2.1	2.2	-4.5%
December 2019	1.6	1.9	-15.8%
January 2020	1.5	1.8	-16.7%
12-Month Avg	2.2	2.2	0.0%

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.

Historical Mortgage Finance Utilization Rates

— Cash — Conventional — FHA Distressed Sales Rate Other

