

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



## August 2023

Higher mortgage rates, along with elevated sales prices and a lack of housing inventory, have continued to impact market activity during the summer homebuying season. The average 30-year fixed-rate mortgage has remained above 6.5% since May, recently hitting a two-decade high in August, according to Freddie Mac. As a result, existing-home sales have continued to slow nationwide, dropping 2.2% month-over-month as of last measure, with sales down 16.6% compared to the same time last year, according to the National Association of REALTORS® (NAR).

New Listings in the Twin Cities region decreased 2.8 percent to 6,077. Pending Sales were down 10.5 percent to 4,468. Inventory levels fell 11.8 percent to 8,111 units.

Prices continued to gain traction. The Median Sales Price increased 2.7 percent to \$380,000. Days on Market was up 18.5 percent to 32 days. Buyers felt empowered as Months Supply of Homes for Sale was up 15.8 percent to 2.2 months.

Falling home sales have done little to cool home prices, however, which have continued to sit at record high levels nationally thanks to a limited supply of homes for sale. According to NAR, there were 1.11 million homes for sale heading into August, 14.6% fewer homes than the same period last year, for a 3.3 months' supply at the current sales pace. The shortage of homes for sale has boosted competition for available properties and is driving sales prices higher, with NAR reporting a national median existing-home price of \$406,700, a 1.9% increase from a year earlier.

## Quick Facts

**- 11.6%**      **+ 2.7%**      **- 11.8%**

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.



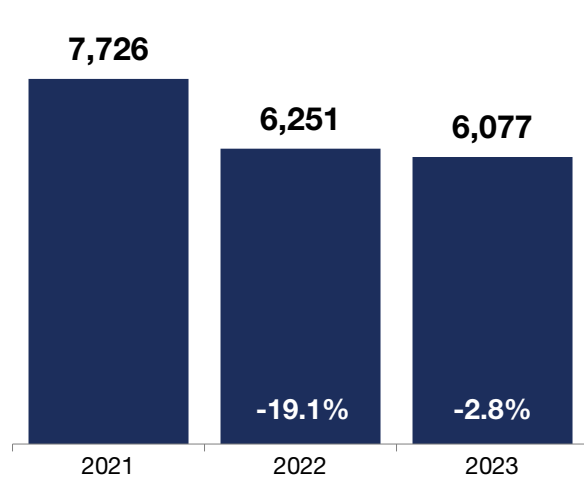
Key Metrics	Historical Sparklines (normalized)	8-2022	8-2023	+ / -	YTD 2022	YTD 2023	+ / -
<b>New Listings</b>		6,251	<b>6,077</b>	- 2.8%	51,144	<b>42,587</b>	- 16.7%
<b>Pending Sales</b>		4,991	<b>4,468</b>	- 10.5%	39,431	<b>32,016</b>	- 18.8%
<b>Closed Sales</b>		5,634	<b>4,983</b>	- 11.6%	38,076	<b>29,962</b>	- 21.3%
<b>Days on Market Until Sale</b>		27	<b>32</b>	+ 18.5%	28	<b>41</b>	+ 46.4%
<b>Median List Price</b>		\$375,000	<b>\$389,900</b>	+ 4.0%	\$379,900	<b>\$399,900</b>	+ 5.3%
<b>Median Sales Price</b>		\$369,900	<b>\$380,000</b>	+ 2.7%	\$365,000	<b>\$370,000</b>	+ 1.4%
<b>Price Per Square Foot</b>		\$202	<b>\$210</b>	+ 4.1%	\$205	<b>\$207</b>	+ 1.1%
<b>ShowingTime Housing Value Index</b>		\$261,809	<b>\$266,297</b>	+ 1.7%	--	--	--
<b>Pct. of Orig. List Price Received</b>		99.9%	<b>100.0%</b>	+ 0.1%	102.2%	<b>99.8%</b>	- 2.3%
<b>Inventory of Homes for Sale</b>		9,195	<b>8,111</b>	- 11.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		1.9	<b>2.2</b>	+ 15.8%	--	--	--

# New Listings

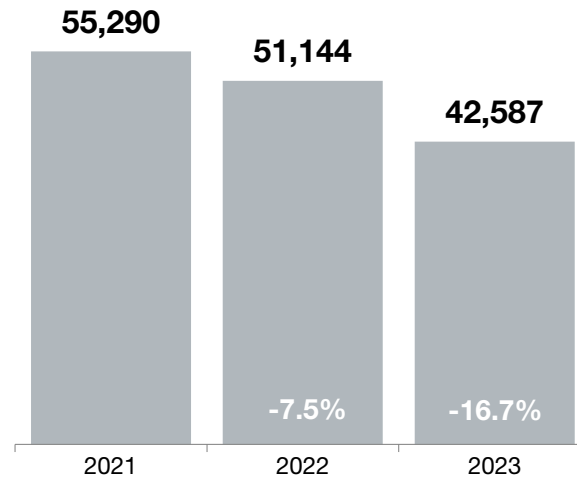
A count of the properties that have been newly listed on the market in a given month.



## August

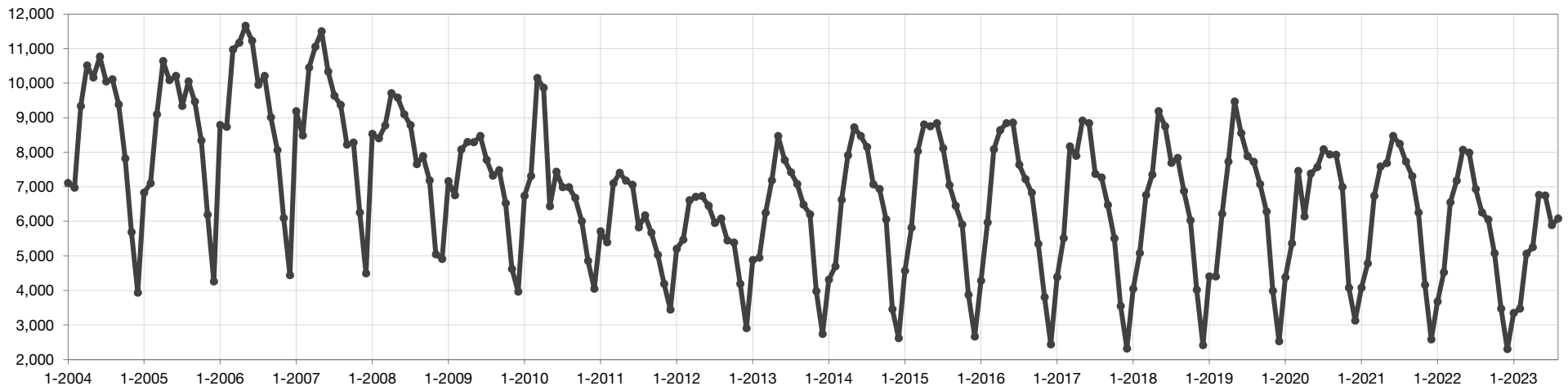


## Year To Date



	New Listings	Prior Year	Percent Change
September 2022	6,051	7,304	-17.2%
October 2022	5,071	6,249	-18.9%
November 2022	3,473	4,160	-16.5%
December 2022	2,300	2,578	-10.8%
January 2023	3,338	3,675	-9.2%
February 2023	3,468	4,520	-23.3%
March 2023	5,058	6,546	-22.7%
April 2023	5,250	7,171	-26.8%
May 2023	6,760	8,068	-16.2%
June 2023	6,746	7,981	-15.5%
July 2023	5,890	6,932	-15.0%
<b>August 2023</b>	<b>6,077</b>	<b>6,251</b>	<b>-2.8%</b>
12-Month Avg	4,957	5,953	-16.7%

## Historical New Listing Activity

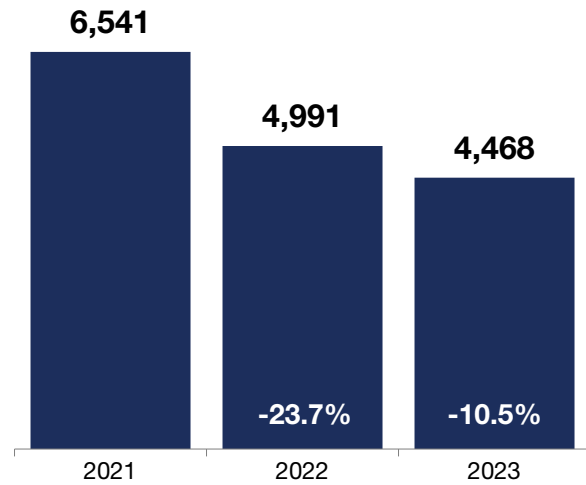


# Pending Sales

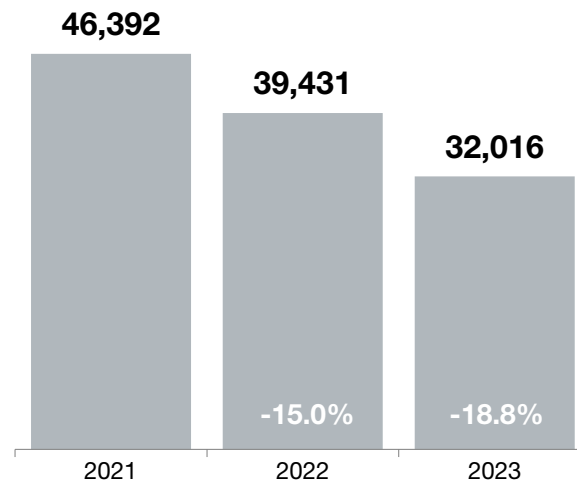
A count of the properties on which contracts have been accepted in a given month.



## August

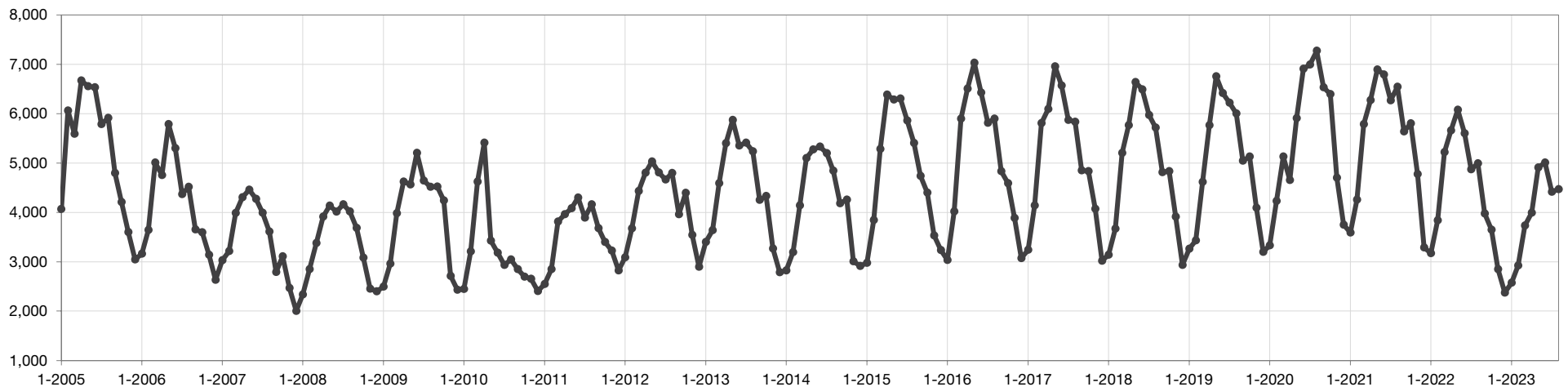


## Year To Date



	Pending Sales	Prior Year	Percent Change
September 2022	3,974	5,640	-29.5%
October 2022	3,647	5,800	-37.1%
November 2022	2,849	4,776	-40.3%
December 2022	2,371	3,286	-27.8%
January 2023	2,574	3,172	-18.9%
February 2023	2,921	3,841	-24.0%
March 2023	3,733	5,222	-28.5%
April 2023	3,991	5,657	-29.5%
May 2023	4,906	6,075	-19.2%
June 2023	5,009	5,601	-10.6%
July 2023	4,414	4,872	-9.4%
<b>August 2023</b>	<b>4,468</b>	<b>4,991</b>	<b>-10.5%</b>
12-Month Avg	3,738	4,911	-23.9%

## Historical Pending Sales Activity



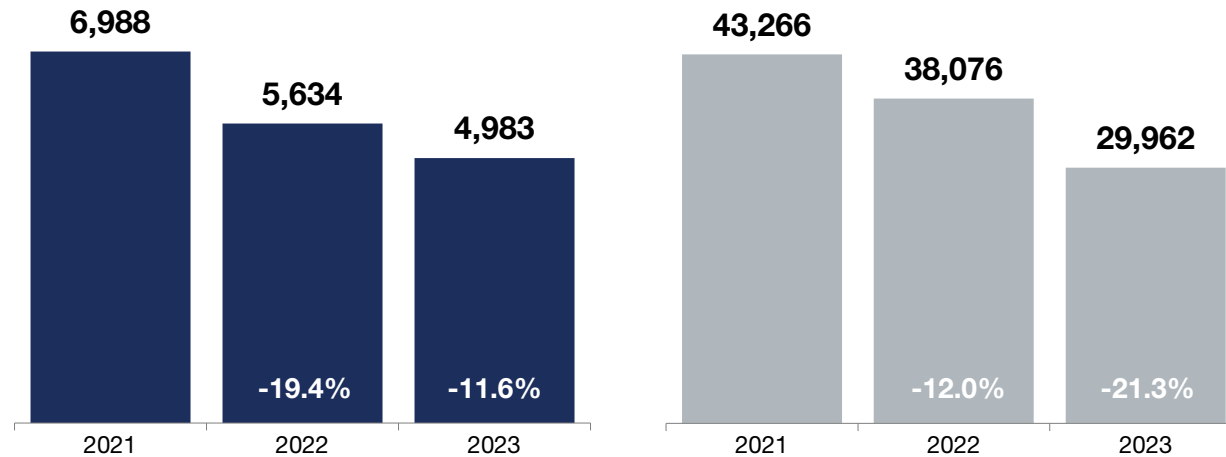
# Closed Sales

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



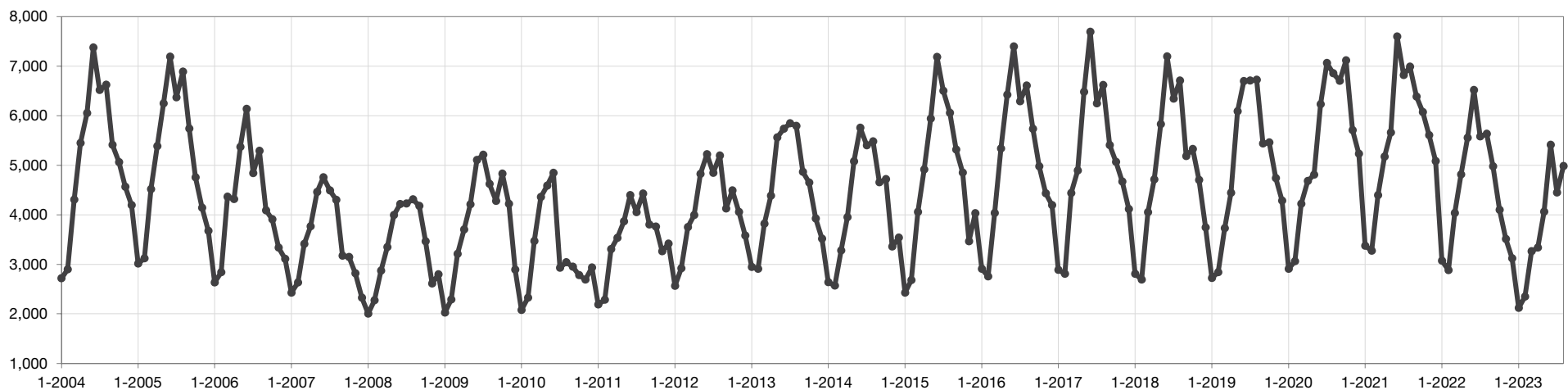
## August

## Year To Date



Closed Sales		Prior Year	Percent Change
September 2022	4,979	6,383	-22.0%
October 2022	4,100	6,072	-32.5%
November 2022	3,510	5,605	-37.4%
December 2022	3,121	5,082	-38.6%
January 2023	2,117	3,072	-31.1%
February 2023	2,344	2,879	-18.6%
March 2023	3,261	4,033	-19.1%
April 2023	3,336	4,811	-30.7%
May 2023	4,061	5,553	-26.9%
June 2023	5,411	6,516	-17.0%
July 2023	4,449	5,578	-20.2%
<b>August 2023</b>	<b>4,983</b>	<b>5,634</b>	<b>-11.6%</b>
12-Month Avg	3,806	5,102	-25.5%

## Historical Closed Sales Activity

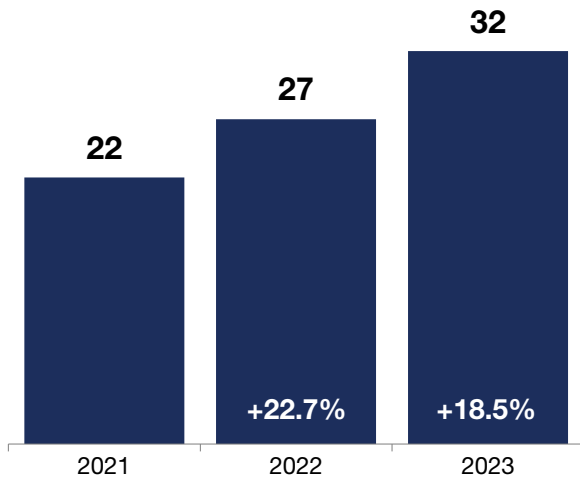


# Days on Market Until Sale

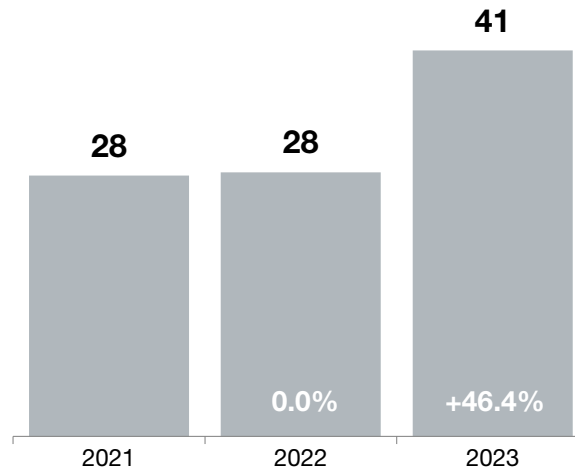
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## August

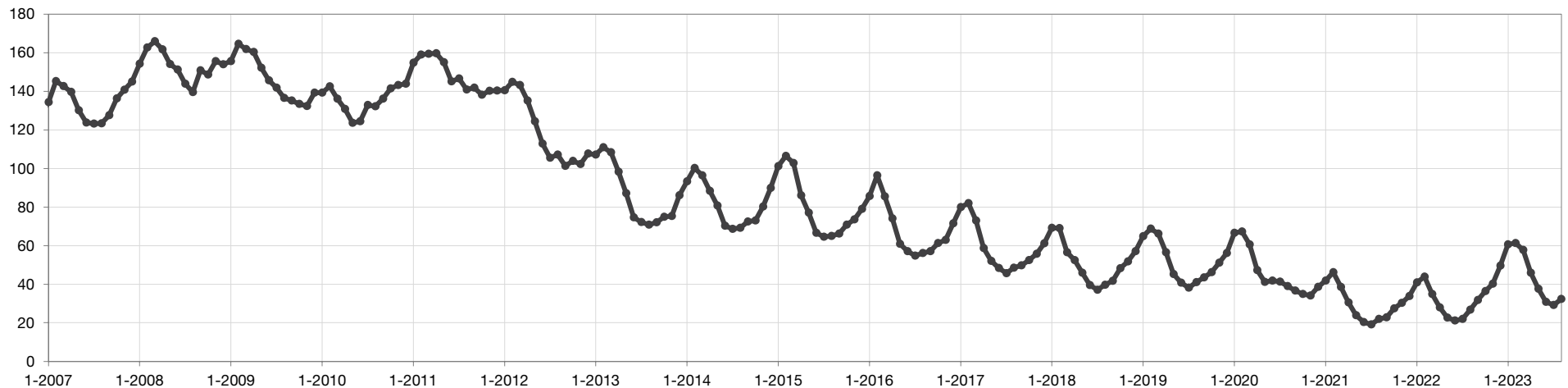


## Year To Date



Days on Market		Prior Year	Percent Change
September 2022	32	23	+39.1%
October 2022	36	27	+33.3%
November 2022	40	30	+33.3%
December 2022	50	34	+47.1%
January 2023	61	41	+48.8%
February 2023	61	44	+38.6%
March 2023	58	35	+65.7%
April 2023	46	28	+64.3%
May 2023	38	23	+65.2%
June 2023	31	21	+47.6%
July 2023	29	22	+31.8%
<b>August 2023</b>	<b>32</b>	<b>27</b>	<b>+18.5%</b>
12-Month Avg	40	28	+42.9%

## Historical Days on Market Until Sale

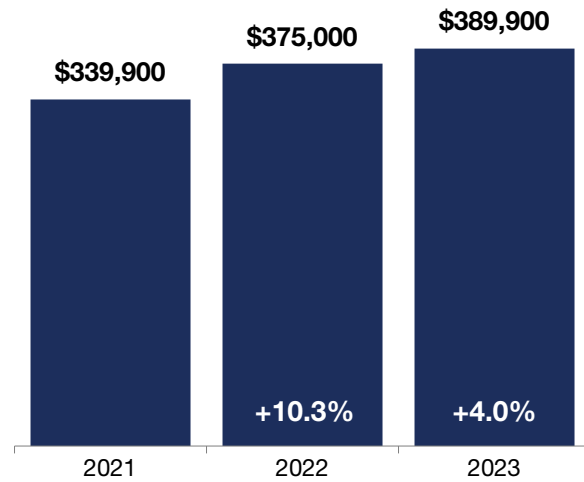


# Median Original List Price

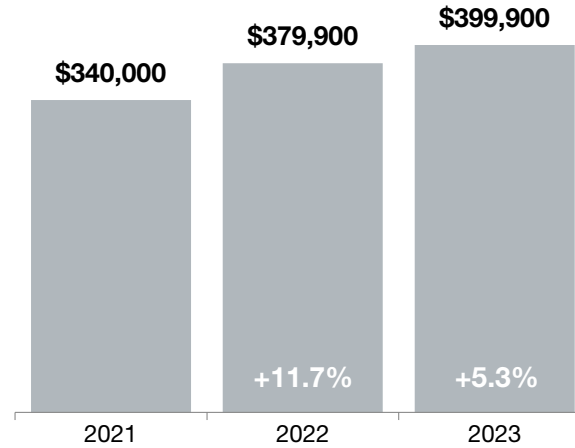
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## August



## Year To Date



	Median Original List Price	Prior Year	Percent Change
September 2022	\$375,000	\$345,000	+8.7%
October 2022	\$374,900	\$339,900	+10.3%
November 2022	\$375,000	\$325,000	+15.4%
December 2022	\$385,000	\$350,000	+10.0%
January 2023	\$396,253	\$360,000	+10.1%
February 2023	\$394,990	\$375,000	+5.3%
March 2023	\$395,000	\$375,000	+5.3%
April 2023	\$399,000	\$380,000	+5.0%
May 2023	\$400,000	\$389,900	+2.6%
June 2023	\$399,900	\$389,000	+2.8%
July 2023	\$399,900	\$385,000	+3.9%
<b>August 2023</b>	<b>\$389,900</b>	<b>\$375,000</b>	<b>+4.0%</b>
12-Month Med	\$391,890	\$369,900	+5.9%

## Historical Median Original List Price



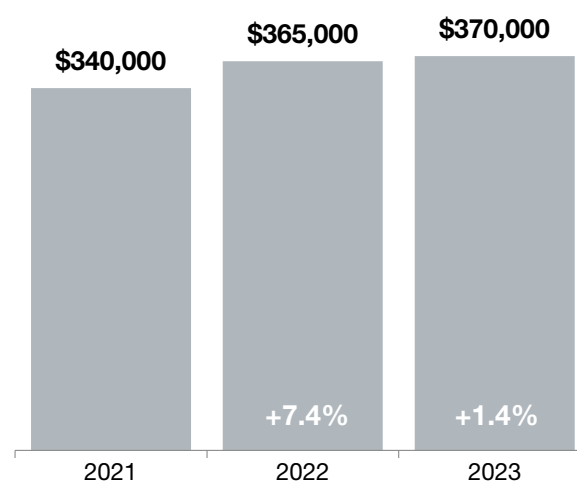
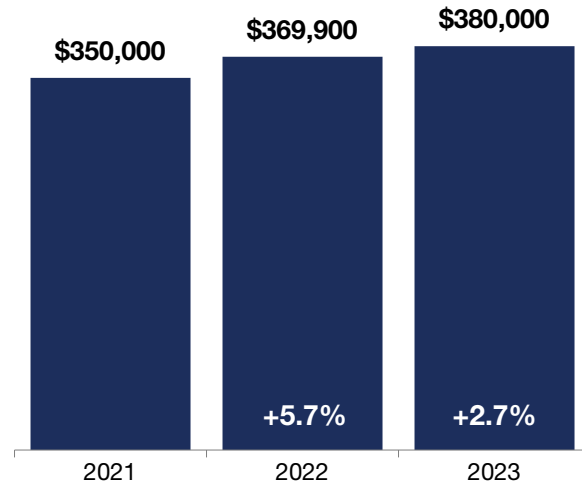
# Median Sales Price

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



## August

## Year To Date



	Median Sales Price	Prior Year	Percent Change
September 2022	\$362,100	\$340,700	+6.3%
October 2022	\$356,004	\$340,000	+4.7%
November 2022	\$354,900	\$339,900	+4.4%
December 2022	\$349,000	\$331,500	+5.3%
January 2023	\$342,000	\$332,950	+2.7%
February 2023	\$342,000	\$340,000	+0.6%
March 2023	\$355,000	\$354,900	+0.0%
April 2023	\$369,900	\$370,000	-0.0%
May 2023	\$370,000	\$375,000	-1.3%
June 2023	\$382,025	\$380,000	+0.5%
July 2023	\$375,000	\$375,000	0.0%
<b>August 2023</b>	<b>\$380,000</b>	<b>\$369,900</b>	<b>+2.7%</b>
12-Month Med	\$365,000	\$355,000	+2.8%

## Historical Median Sales Price





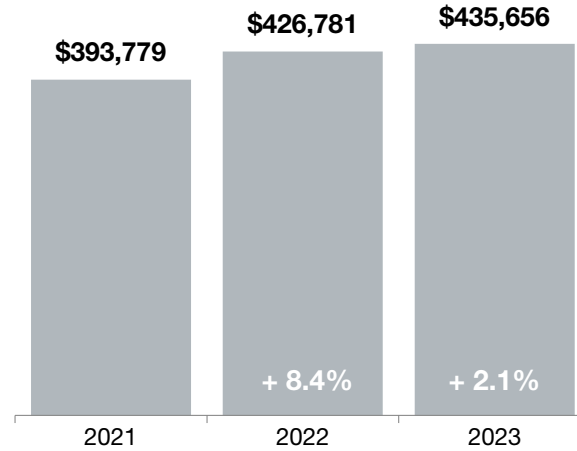
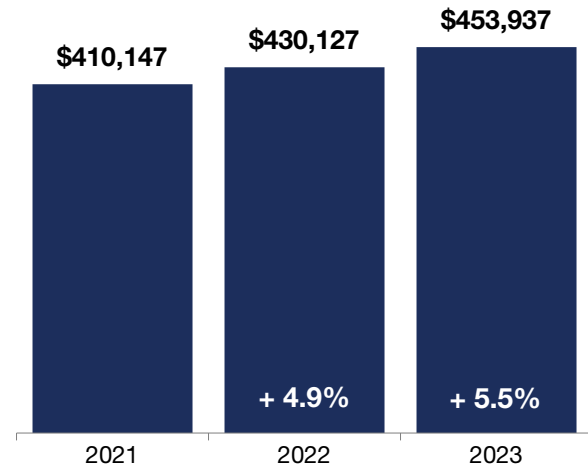
# Average Sales Price

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



## August

## Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2022	\$424,794	\$392,858	+8.1%
October 2022	\$420,563	\$395,467	+6.3%
November 2022	\$419,623	\$392,123	+7.0%
December 2022	\$412,673	\$389,527	+5.9%
January 2023	\$411,411	\$386,004	+6.6%
February 2023	\$400,076	\$397,223	+0.7%
March 2023	\$418,152	\$411,242	+1.7%
April 2023	\$428,377	\$430,811	-0.6%
May 2023	\$432,786	\$435,858	-0.7%
June 2023	\$447,564	\$448,305	-0.2%
July 2023	\$451,880	\$434,506	+4.0%
<b>August 2023</b>	<b>\$453,937</b>	<b>\$430,127</b>	<b>+5.5%</b>
12-Month Avg	\$430,315	\$413,869	+4.0%

## Historical Average Sales Price



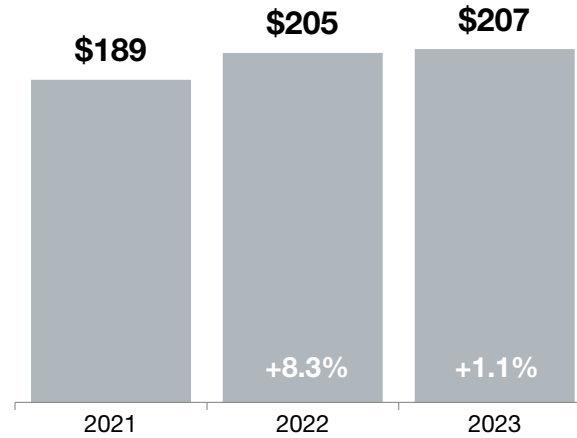
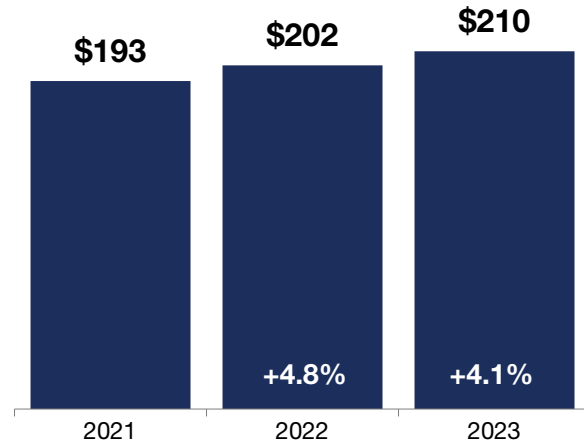
# Price Per Square Foot

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



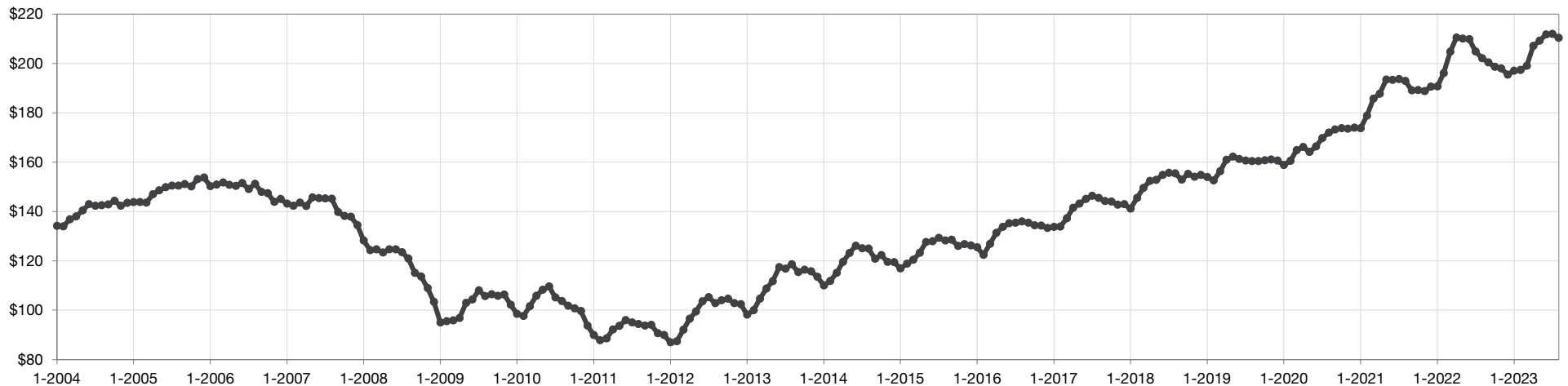
## August

## Year to Date



	Price Per Square Foot	Prior Year	Percent Change
September 2022	\$200	\$189	+6.0%
October 2022	\$199	\$189	+5.0%
November 2022	\$198	\$189	+4.9%
December 2022	\$195	\$191	+2.5%
January 2023	\$197	\$191	+3.3%
February 2023	\$197	\$196	+0.7%
March 2023	\$199	\$205	-2.8%
April 2023	\$207	\$210	-1.6%
May 2023	\$209	\$210	-0.4%
June 2023	\$212	\$210	+0.9%
July 2023	\$212	\$205	+3.5%
<b>August 2023</b>	<b>\$210</b>	<b>\$202</b>	<b>+4.1%</b>
12-Month Avg	\$204	\$199	+2.6%

## Historical Price Per Square Foot

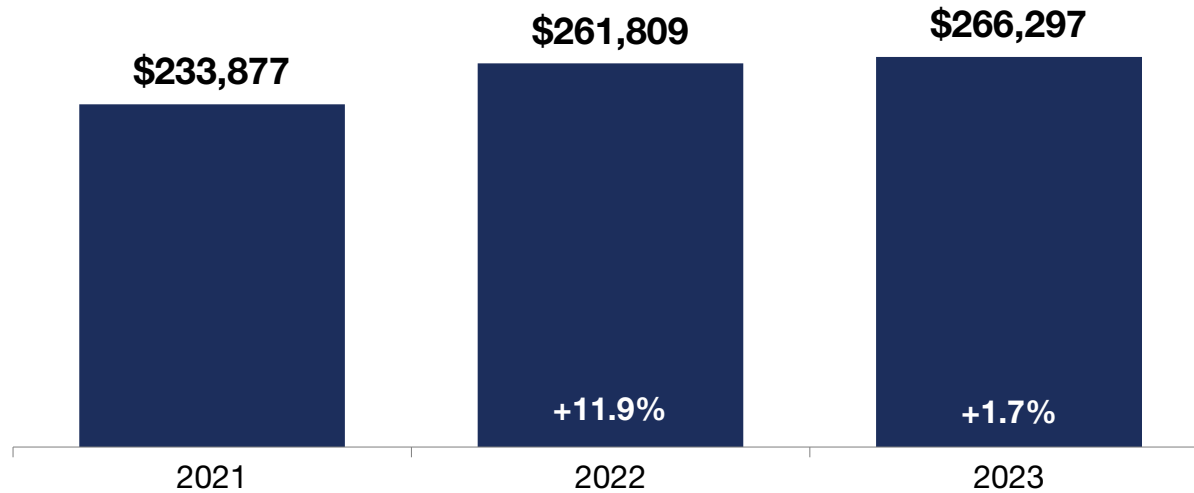


# ShowingTime Housing Value Index



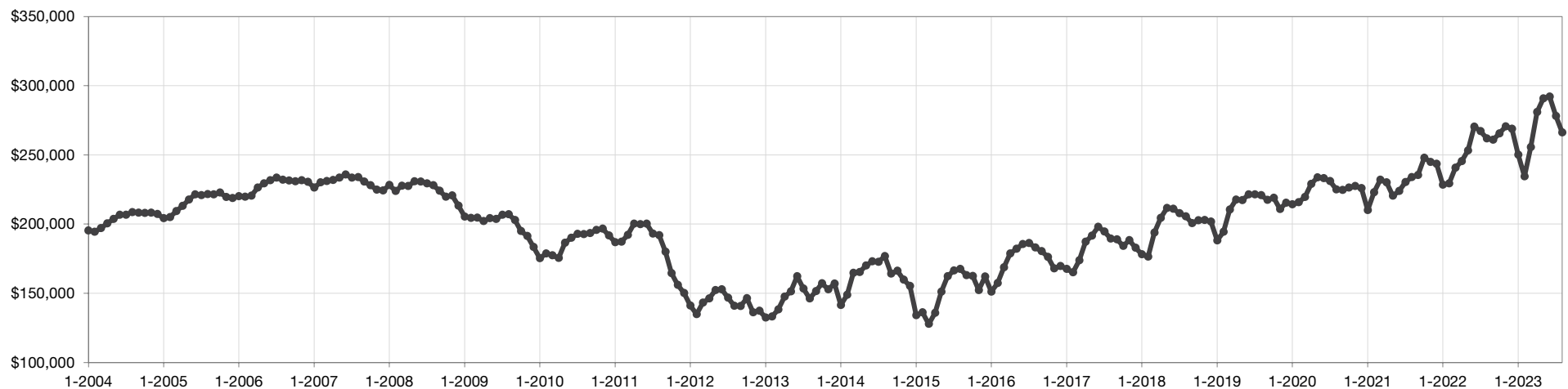
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

## August



	Housing Value Index	Prior Year	Percent Change
September 2022	\$260,987	\$235,383	+10.9%
October 2022	\$265,461	\$247,830	+7.1%
November 2022	\$270,651	\$244,941	+10.5%
December 2022	\$268,824	\$243,567	+10.4%
January 2023	\$250,093	\$228,378	+9.5%
February 2023	\$234,422	\$229,381	+2.2%
March 2023	\$255,685	\$240,682	+6.2%
April 2023	\$281,053	\$245,518	+14.5%
May 2023	\$290,725	\$253,230	+14.8%
June 2023	\$292,136	\$270,365	+8.1%
July 2023	\$278,073	\$267,096	+4.1%
<b>August 2023</b>	<b>\$266,297</b>	<b>\$261,809</b>	<b>+1.7%</b>
12-Month Avg	\$267,867	\$247,348	+8.3%

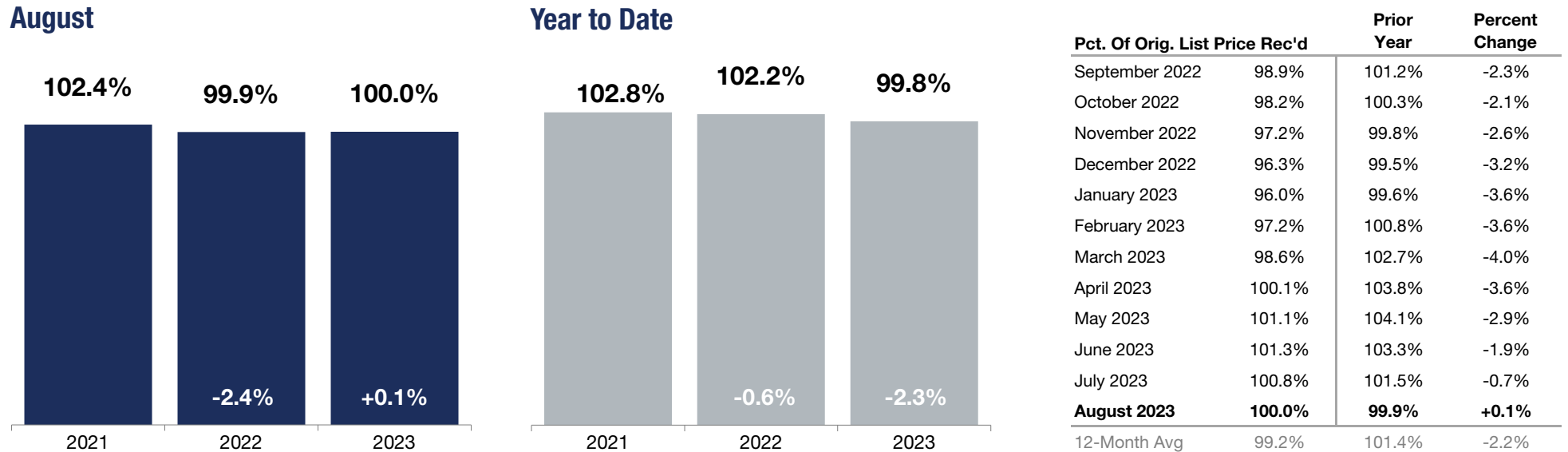
## Historical ShowingTime Housing Value Index



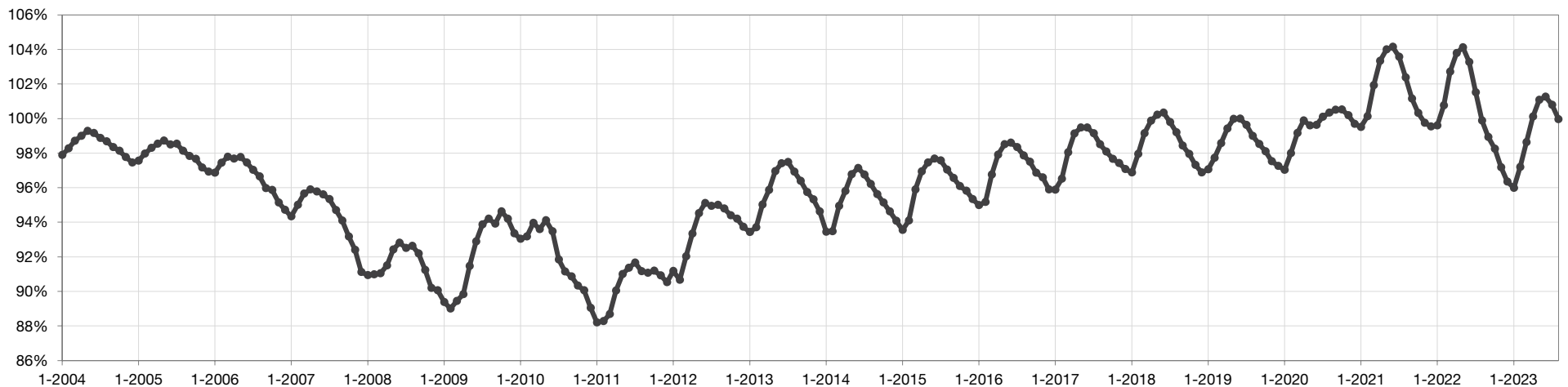
# Percent of Original List Price Received



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.



## Historical Percent of Original List Price Received



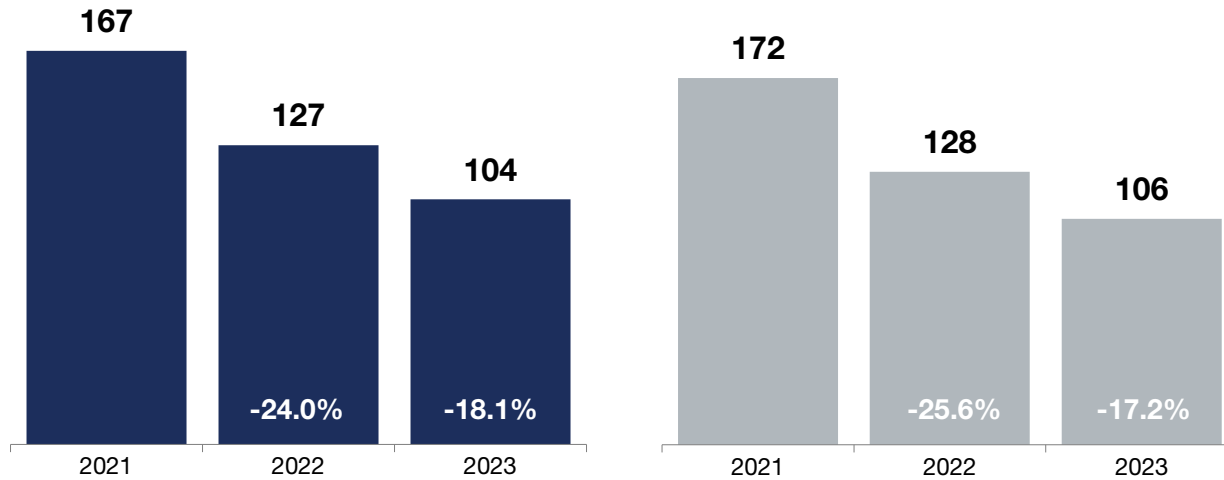
# Housing Affordability Index



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.

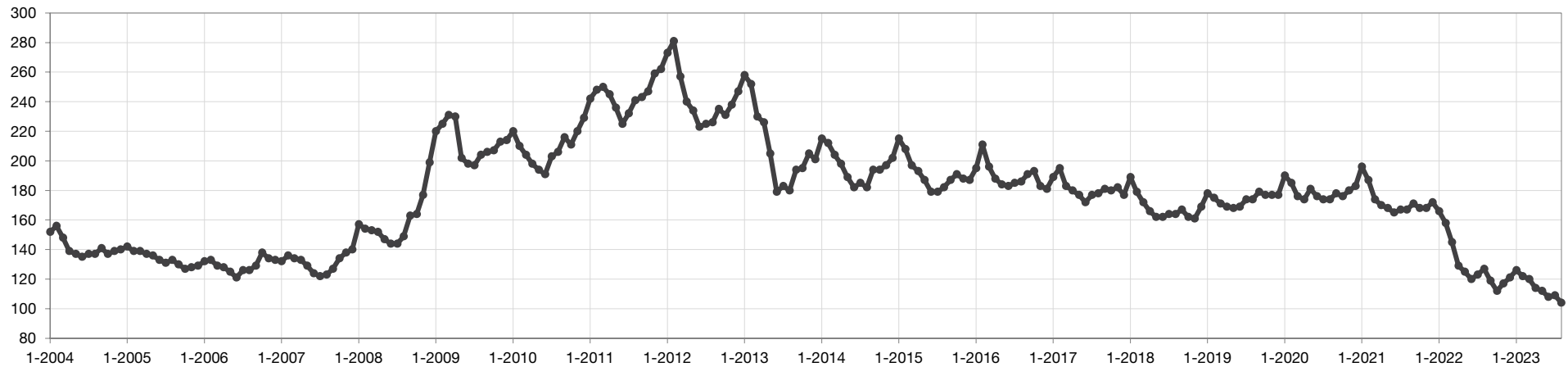
## August

## Year to Date



	Housing Affordability Index	Prior Year	Percent Change
September 2022	119	171	-30.4%
October 2022	112	168	-33.3%
November 2022	117	168	-30.4%
December 2022	121	172	-29.7%
January 2023	126	166	-24.1%
February 2023	122	158	-22.8%
March 2023	120	145	-17.2%
April 2023	114	129	-11.6%
May 2023	112	125	-10.4%
June 2023	108	120	-10.0%
July 2023	109	123	-11.4%
<b>August 2023</b>	<b>104</b>	<b>127</b>	<b>-18.1%</b>
12-Month Avg	115	148	-22.3%

## Historical Housing Affordability Index

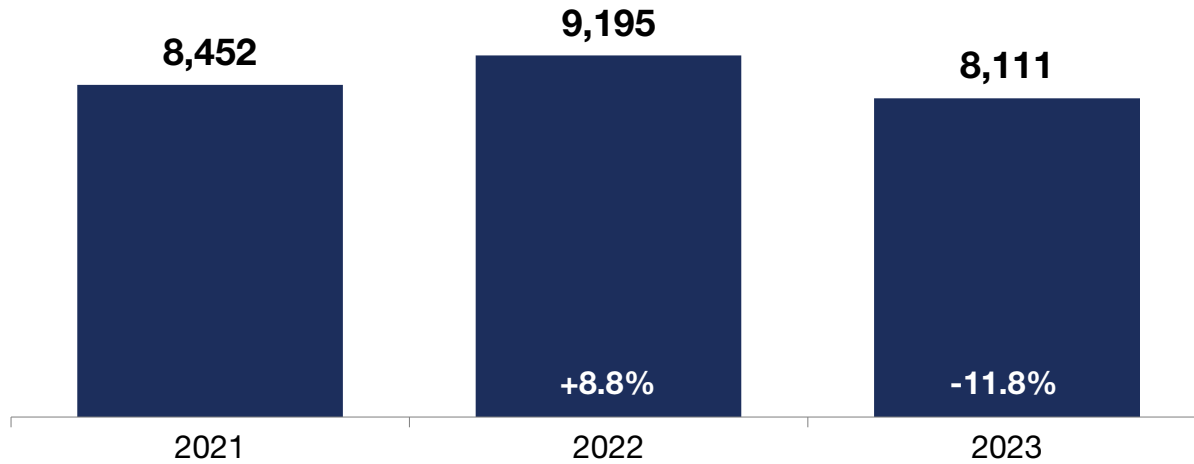


# Inventory of Homes for Sale

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

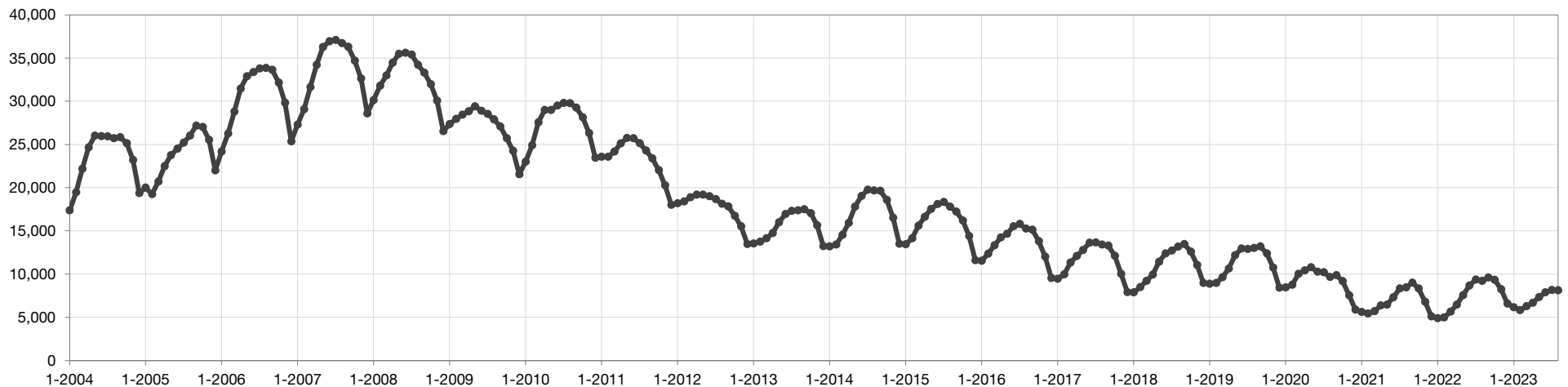


## August



Homes for Sale		Prior Year	Percent Change
September 2022	9,599	9,007	+6.6%
October 2022	9,342	8,338	+12.0%
November 2022	8,231	6,786	+21.3%
December 2022	6,571	5,093	+29.0%
January 2023	6,150	4,882	+26.0%
February 2023	5,833	4,975	+17.2%
March 2023	6,285	5,648	+11.3%
April 2023	6,674	6,443	+3.6%
May 2023	7,318	7,541	-3.0%
June 2023	7,870	8,656	-9.1%
July 2023	8,157	9,347	-12.7%
<b>August 2023</b>	<b>8,111</b>	<b>9,195</b>	<b>-11.8%</b>
12-Month Avg	7,512	7,159	+7.5%

## Historical Inventory of Homes for Sale

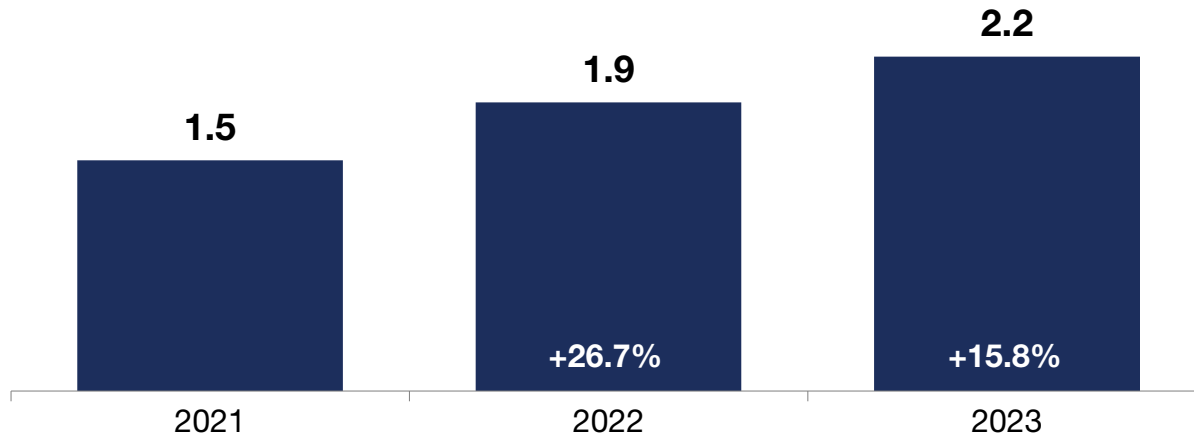


# Months Supply of Homes for Sale

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.

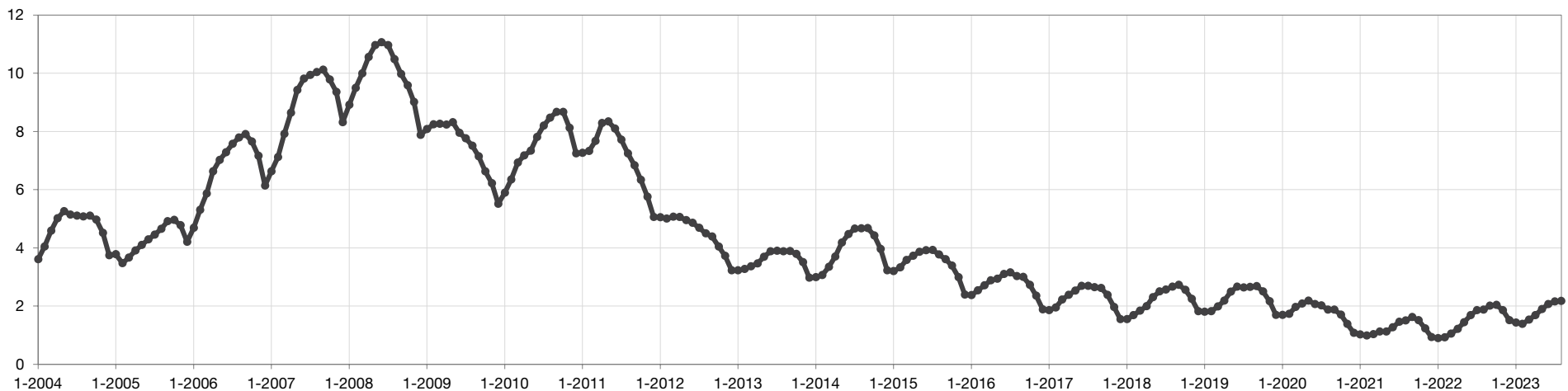


## August



Months Supply		Prior Year	Percent Change
September 2022	2.0	1.6	+25.0%
October 2022	2.0	1.5	+33.3%
November 2022	1.9	1.2	+58.3%
December 2022	1.5	0.9	+66.7%
January 2023	1.4	0.9	+55.6%
February 2023	1.4	0.9	+55.6%
March 2023	1.5	1.1	+36.4%
April 2023	1.7	1.2	+41.7%
May 2023	1.9	1.4	+35.7%
June 2023	2.1	1.7	+23.5%
July 2023	2.2	1.9	+15.8%
<b>August 2023</b>	<b>2.2</b>	<b>1.9</b>	<b>+15.8%</b>
12-Month Avg	1.8	1.3	+38.5%

## 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, Special Funding, Other, Unknown, Rural Development, Conventional Rehab, USDA, Federal Land Bank, Lease Purchase, and MHFA/WHEDA.

## Historical Mortgage Finance Utilization Rates

— Cash    — Conventional    — FHA    ..... Distressed Sales Rate    ..... Other

