

Monthly Indicators

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



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October 2017

The national unemployment rate registered in at 4.1 percent for October 2017, which means that joblessness has not been this low in the U.S. since December 2000. Another positive, mortgage rates have held steady at or near 3.9 percent. Since 1970, the average rate has been around 8.0 percent. These factors help to keep the pool of potential buyers full, even during the so-called off-season of home sales

New Listings in the Twin Cities region increased 3.1 percent to 5,506. Pending Sales were up 3.9 percent to 4,768. Inventory levels fell 18.0 percent to 11,221 units.

Prices continued to gain traction. The Median Sales Price increased 6.1 percent to \$244,000. Days on Market was down 14.8 percent to 52 days. Sellers were encouraged as Months Supply of Homes for Sale was down 18.5 percent to 2.2 months.

Although inventory levels are low, there has largely been enough listing and building activity, or at least conversation about future activity, to maintain a positive attitude about the prospects of buying or selling a home. Low affordability has become a recent topic of conversation and is worth watching. Congressional debate over eliminating the mortgage interest deduction (MID) and/or state and local tax deduction (SALT), which have both become key tax breaks contributing to homeownership, should also be watched closely, as any changes to these deductions could have wide ramifications for the housing industry.

Quick Facts

+ 0.3% **+ 6.1%** **- 18.0%**

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)	10-2016	10-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		5,341	5,506	+ 3.1%	71,647	70,308	- 1.9%
Pending Sales		4,591	4,768	+ 3.9%	54,037	54,103	+ 0.1%
Closed Sales		4,978	4,994	+ 0.3%	52,438	52,348	- 0.2%
Days on Market Until Sale		61	52	- 14.8%	65	56	- 13.8%
Median List Price		\$245,000	\$265,000	+ 8.2%	\$250,000	\$269,900	+ 8.0%
Median Sales Price		\$230,000	\$244,000	+ 6.1%	\$231,000	\$246,000	+ 6.5%
Price Per Square Foot		\$134	\$144	+ 7.1%	\$133	\$143	+ 7.4%
ShowingTime Housing Value Index		\$209,299	\$221,209	+ 5.7%	--	--	--
Pct. of Orig. List Price Received		96.9%	97.7%	+ 0.8%	97.6%	98.5%	+ 0.9%
Inventory of Homes for Sale		13,681	11,221	- 18.0%	--	--	--
Months Supply of Homes for Sale		2.7	2.2	- 18.5%	--	--	--

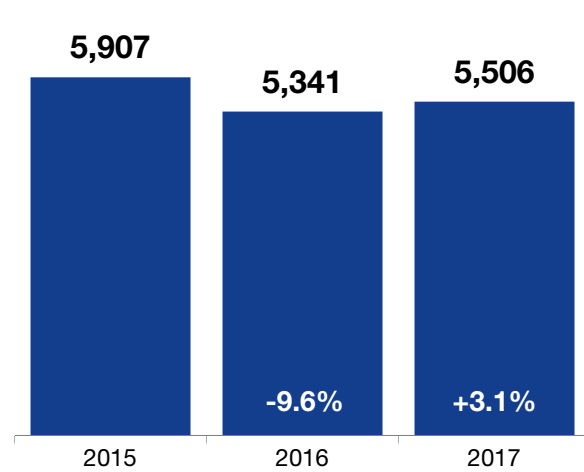
New Listings

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

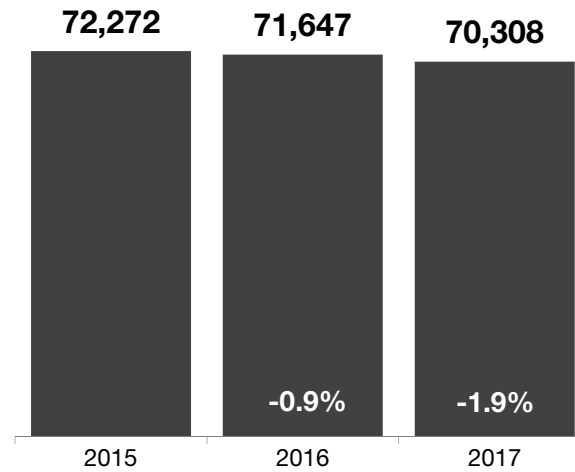


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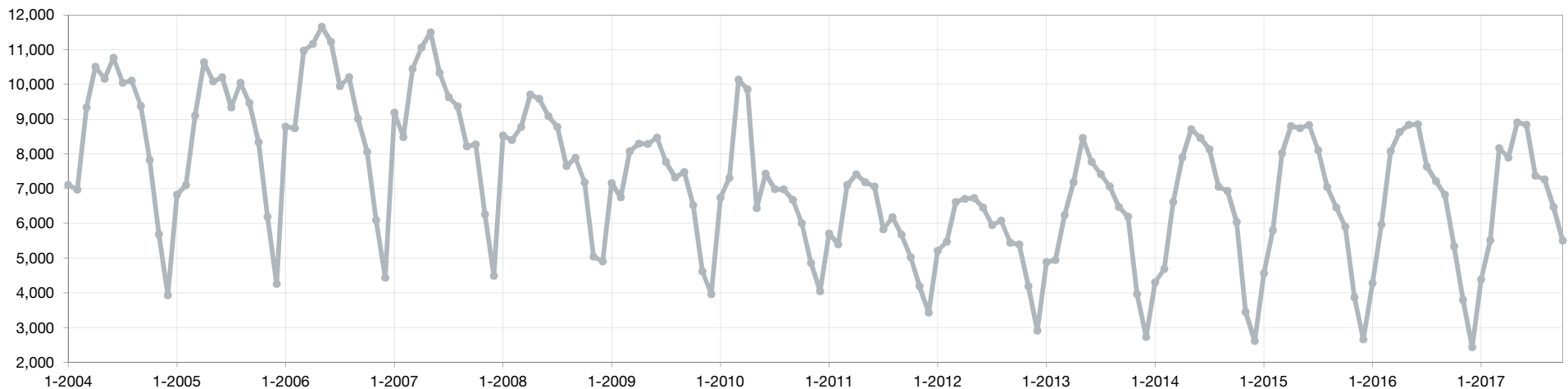


Year To Date



Month	Prior Year	Current Year	+ / -
November	3,871	3,798	-1.9%
December	2,659	2,431	-8.6%
January	4,276	4,382	+2.5%
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	5,506	+3.1%
12-Month Avg	6,515	6,378	-2.1%

Historical New Listing Activity



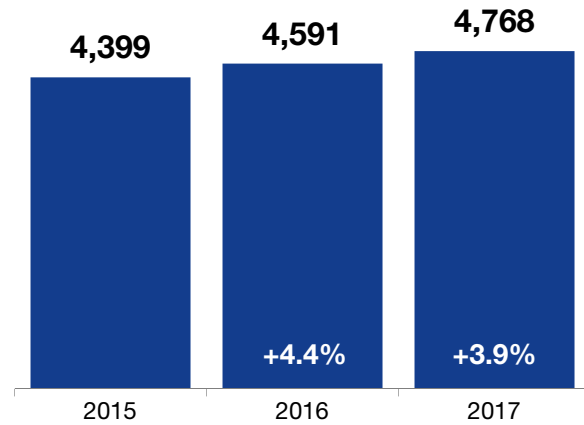
Pending Sales

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

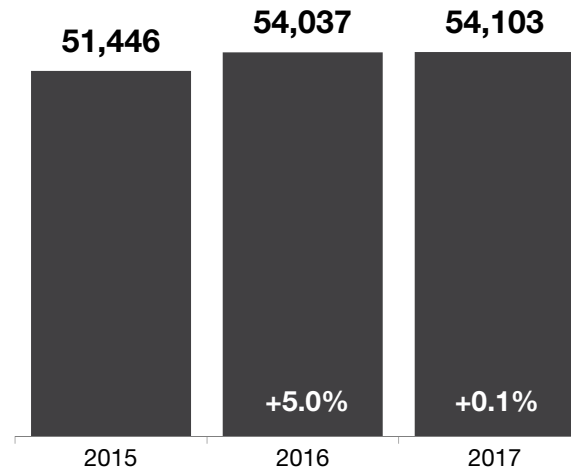


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Year To Date



Month	Prior Year	Current Year	+ / -
November	3,529	3,884	+10.1%
December	3,236	3,068	-5.2%
January	3,034	3,239	+6.8%
February	4,016	4,135	+3.0%
March	5,896	5,806	-1.5%
April	6,503	6,091	-6.3%
May	7,029	6,955	-1.1%
June	6,429	6,564	+2.1%
July	5,813	5,860	+0.8%
August	5,893	5,839	-0.9%
September	4,833	4,846	+0.3%
October	4,591	4,768	+3.9%
12-Month Avg	5,067	5,088	+0.4%

Historical Pending Sales Activity



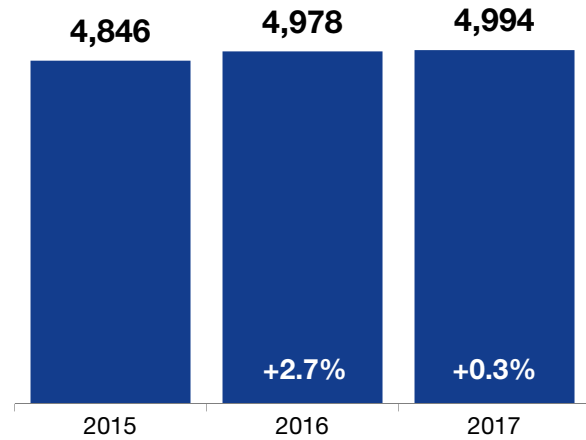
Closed Sales

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

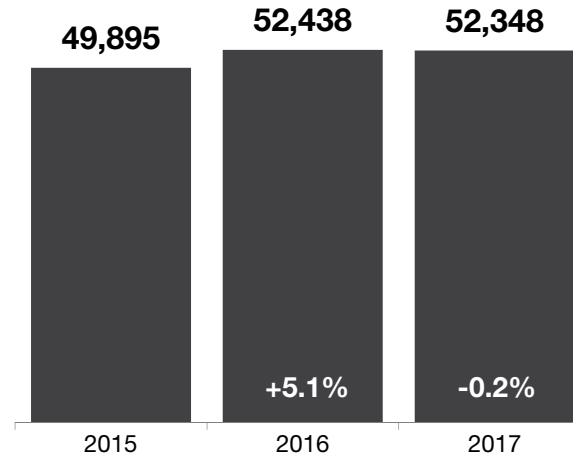


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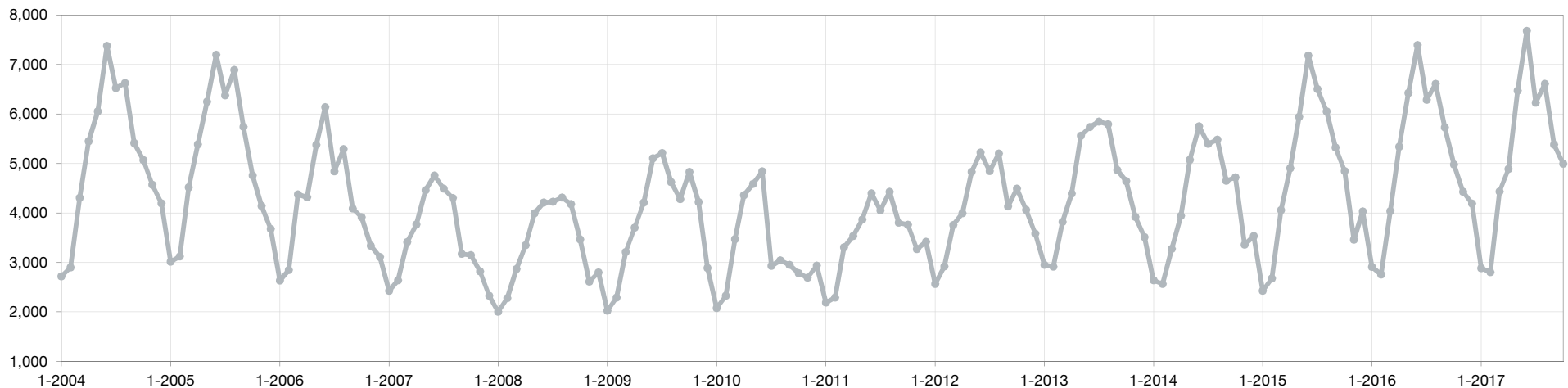


Year To Date



Month	Prior Year	Current Year	+ / -
November	3,459	4,427	+28.0%
December	4,031	4,190	+3.9%
January	2,906	2,882	-0.8%
February	2,754	2,801	+1.7%
March	4,035	4,430	+9.8%
April	5,334	4,889	-8.3%
May	6,419	6,467	+0.7%
June	7,392	7,676	+3.8%
July	6,285	6,224	-1.0%
August	6,606	6,605	-0.0%
September	5,729	5,380	-6.1%
October	4,978	4,994	+0.3%
12-Month Avg	4,994	5,080	+2.7%

Historical Closed Sales Activity



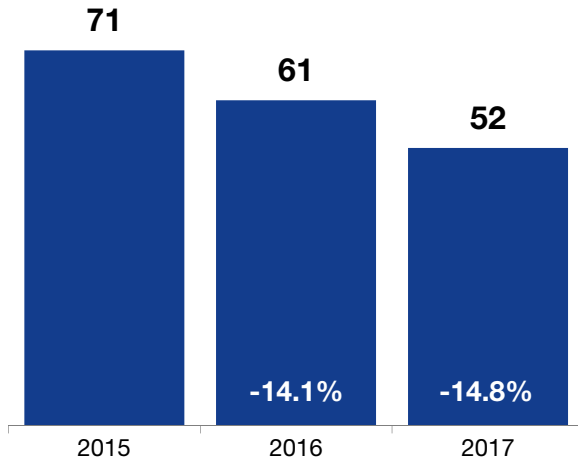
Days on Market Until Sale

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

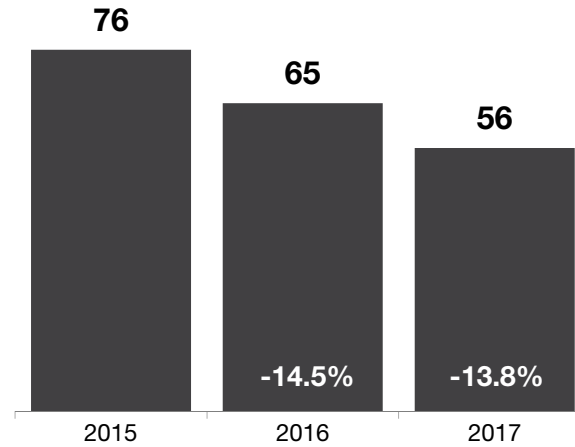


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Year To Date



Month	Prior Year	Current Year	+ / -
November	74	63	-14.9%
December	79	72	-8.9%
January	86	80	-7.0%
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%
12-Month Avg	66	57	-13.6%

Historical Days on Market Until Sale



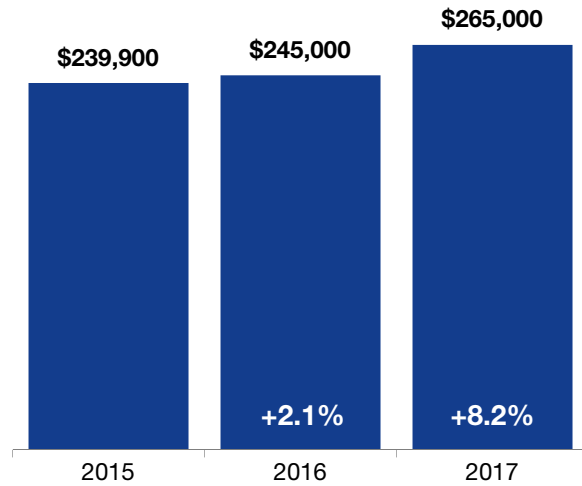
Median Original List Price

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

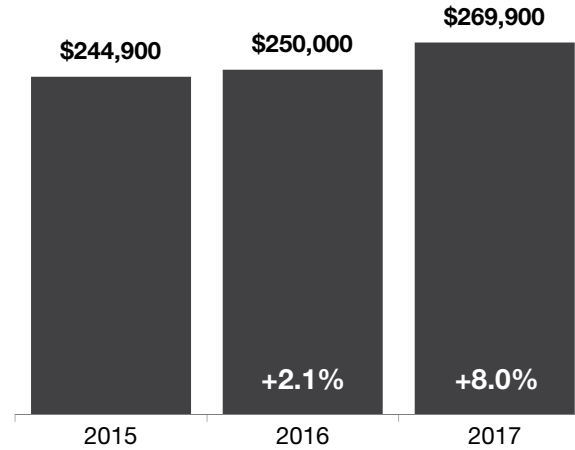


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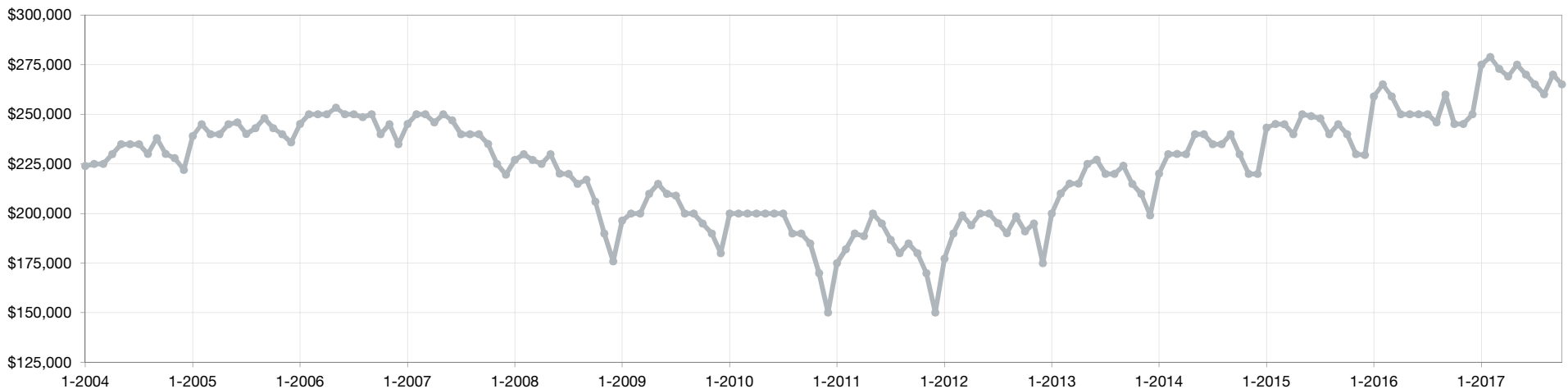


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$229,900	\$245,000	+6.6%
December	\$229,500	\$249,900	+8.9%
January	\$259,000	\$275,000	+6.2%
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%
12-Month Med	\$249,900	\$269,000	+7.6%

Historical Median Original List Price



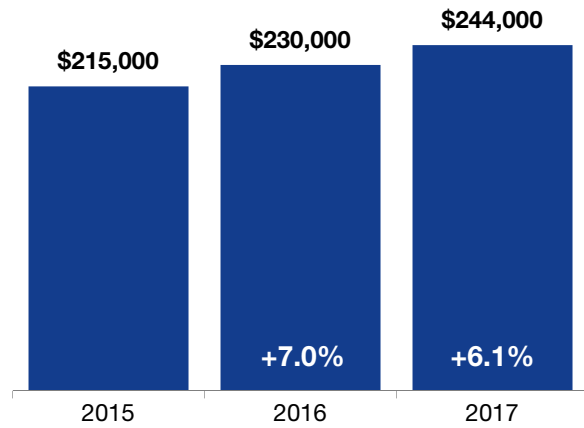
Median Sales Price

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

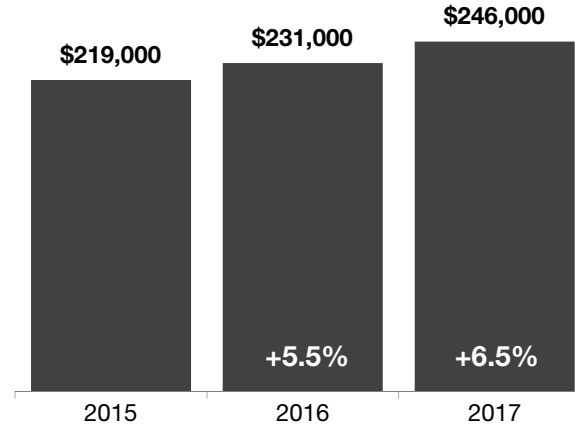


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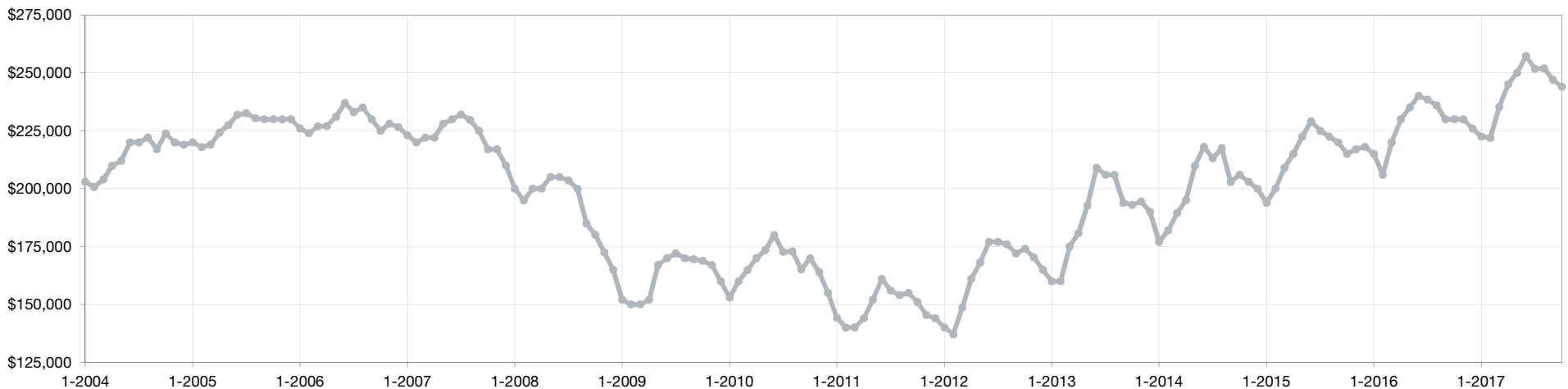


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$217,000	\$230,000	+6.0%
December	\$218,000	\$226,000	+3.7%
January	\$215,000	\$222,500	+3.5%
February	\$206,000	\$221,900	+7.7%
March	\$220,000	\$235,217	+6.9%
April	\$230,000	\$245,000	+6.5%
May	\$235,000	\$250,000	+6.4%
June	\$240,041	\$257,250	+7.2%
July	\$238,400	\$251,750	+5.6%
August	\$236,000	\$251,950	+6.8%
September	\$230,000	\$247,000	+7.4%
October	\$230,000	\$244,000	+6.1%
12-Month Med	\$230,000	\$244,500	+6.3%

Historical Median Sales Price



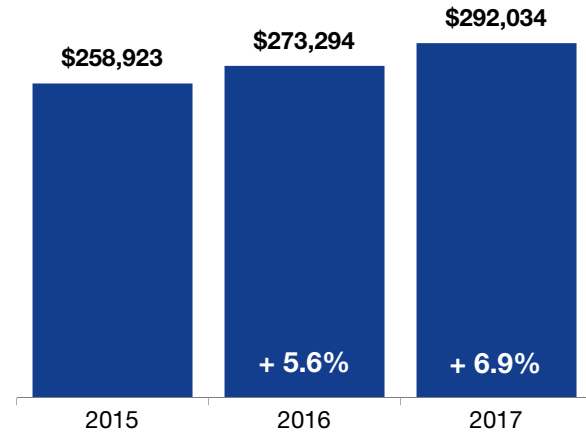
Average Sales Price

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

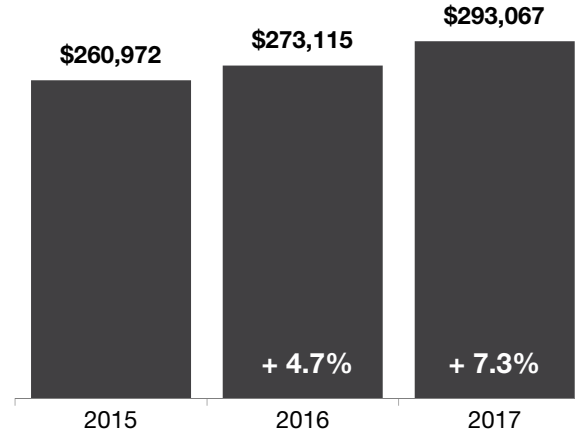


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Year to Date



Month	Prior Year	Current Year	+ / -
November	\$266,168	\$273,859	+2.9%
December	\$262,919	\$271,868	+3.4%
January	\$260,189	\$272,434	+4.7%
February	\$249,434	\$268,890	+7.8%
March	\$256,808	\$278,983	+8.6%
April	\$271,229	\$290,213	+7.0%
May	\$274,960	\$292,631	+6.4%
June	\$282,943	\$307,068	+8.5%
July	\$279,541	\$302,217	+8.1%
August	\$282,759	\$298,464	+5.6%
September	\$271,273	\$295,129	+8.8%
October	\$273,294	\$292,034	+6.9%
12-Month Avg	\$272,027	\$290,215	+6.7%

Historical Average Sales Price



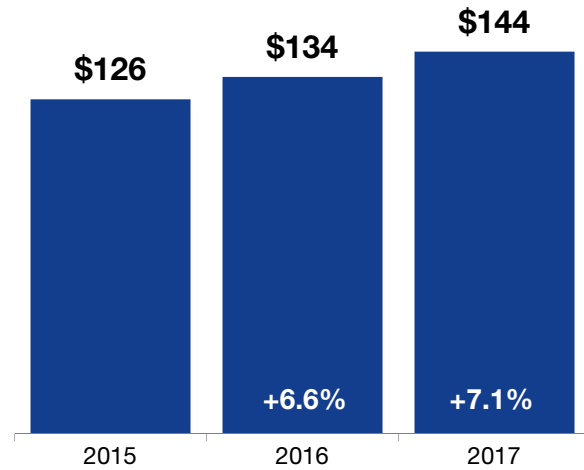
Price Per Square Foot

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

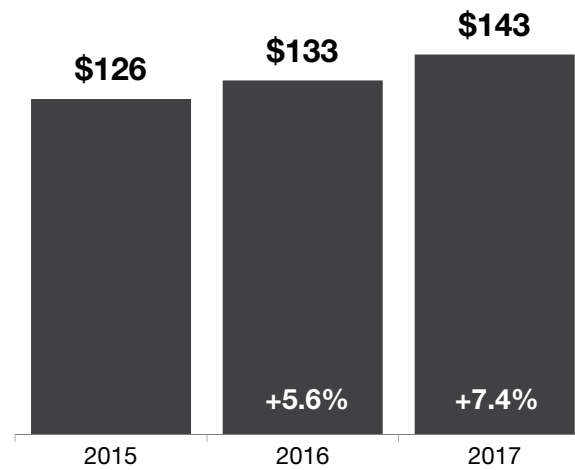


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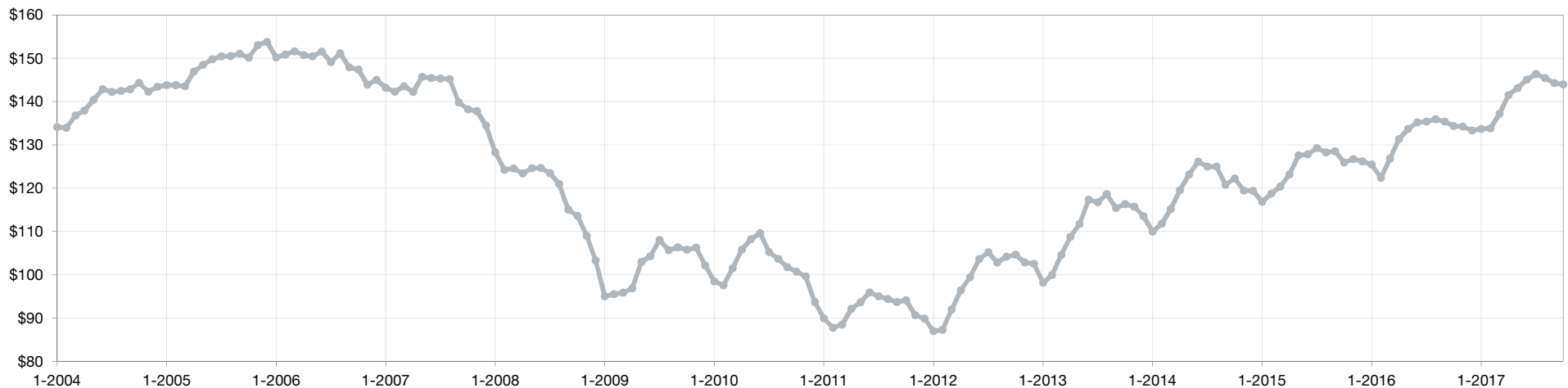


Year to Date



Month	Prior Year	Current Year	+ / -
November	\$127	\$134	+5.9%
December	\$126	\$133	+5.6%
January	\$125	\$134	+6.5%
February	\$122	\$134	+9.3%
March	\$127	\$137	+8.2%
April	\$131	\$141	+7.8%
May	\$134	\$143	+7.0%
June	\$135	\$145	+7.2%
July	\$135	\$146	+8.1%
August	\$136	\$145	+7.0%
September	\$135	\$144	+6.6%
October	\$134	\$144	+7.1%
12-Month Avg	\$132	\$141	+7.0%

Historical Price Per Square Foot



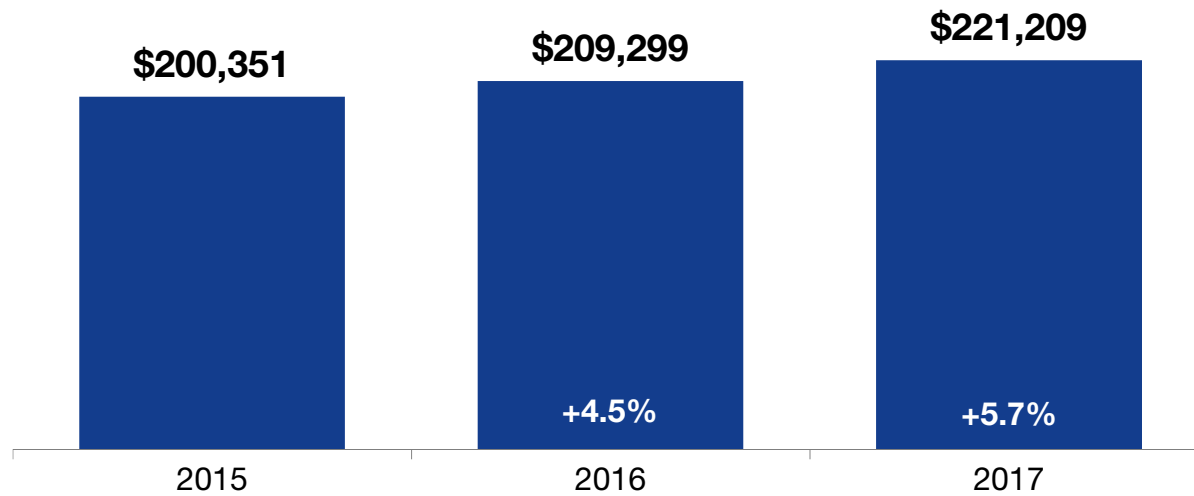
ShowingTime Housing Value Index

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.



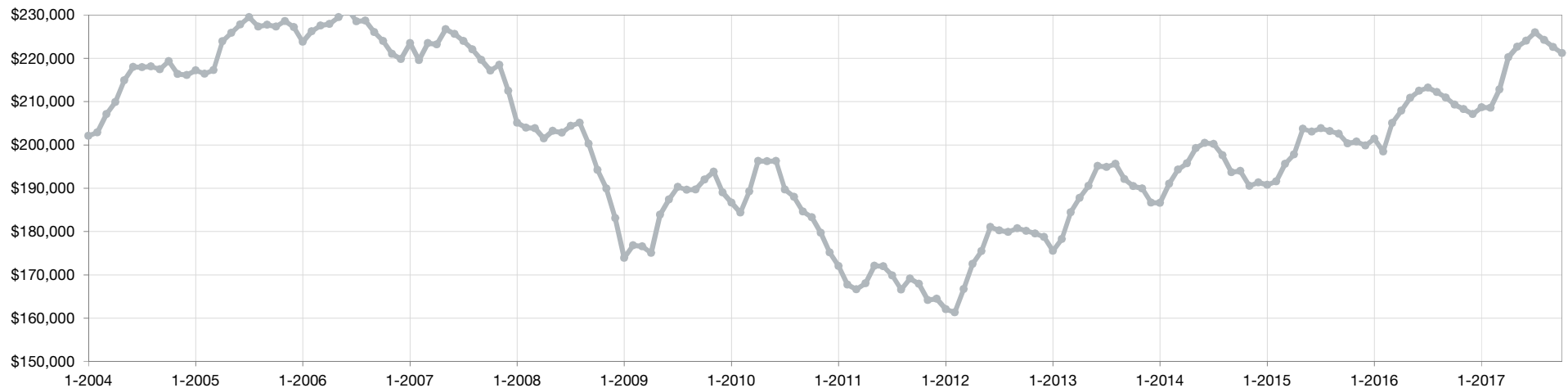
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Month	Prior Year	Current Year	+ / -
November	\$200,797	\$208,283	+3.7%
December	\$199,850	\$207,096	+3.6%
January	\$201,429	\$208,687	+3.6%
February	\$198,494	\$208,566	+5.1%
March	\$205,093	\$212,786	+3.8%
April	\$207,936	\$220,219	+5.9%
May	\$210,849	\$222,690	+5.6%
June	\$212,497	\$224,057	+5.4%
July	\$213,229	\$226,018	+6.0%
August	\$212,174	\$224,255	+5.7%
September	\$210,950	\$222,615	+5.5%
October	\$209,299	\$221,209	+5.7%
12-Month Avg	\$206,883	\$217,207	+5.0%

Historical ShowingTime Housing Value Index



Percent of Original List Price Received

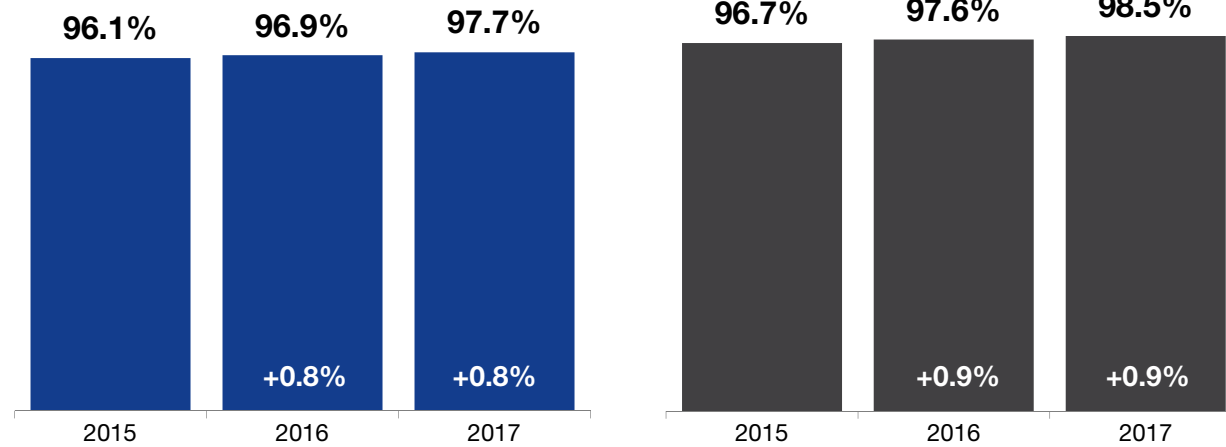
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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Year to Date



Month	Prior Year	Current Year	+ / -
November	95.8%	96.6%	+0.8%
December	95.3%	95.9%	+0.6%
January	95.0%	95.9%	+0.9%
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%
12-Month Avg	97.3%	98.2%	+0.9%

Historical Percent of Original List Price Received



Housing Affordability Index

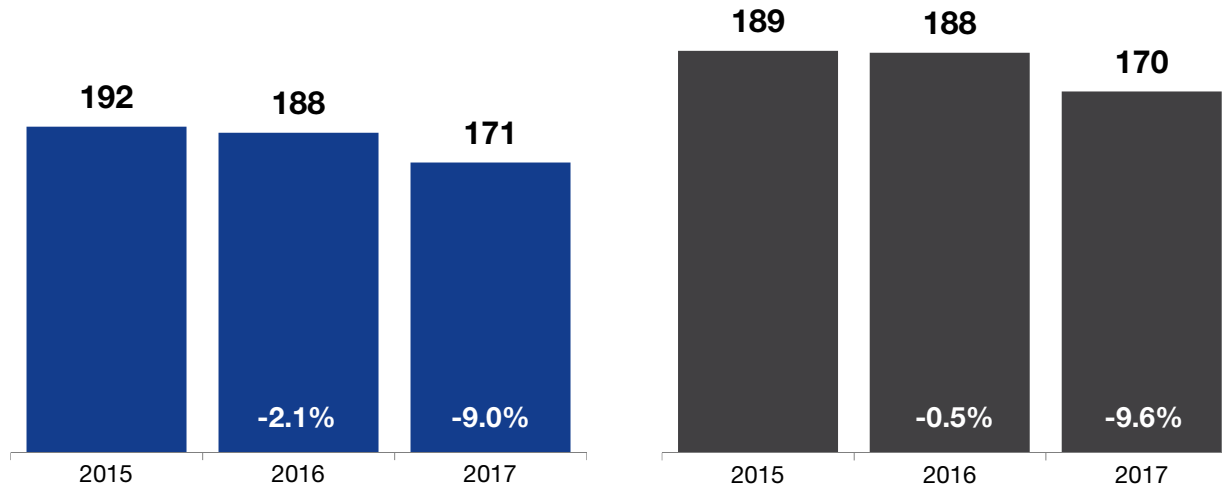
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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Year to Date



Month	Prior Year	Current Year	+ / -
November	189	181	-4.2%
December	188	177	-5.9%
January	191	183	-4.2%
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%
12-Month Avg	187	172	-8.0%

Historical Housing Affordability Index



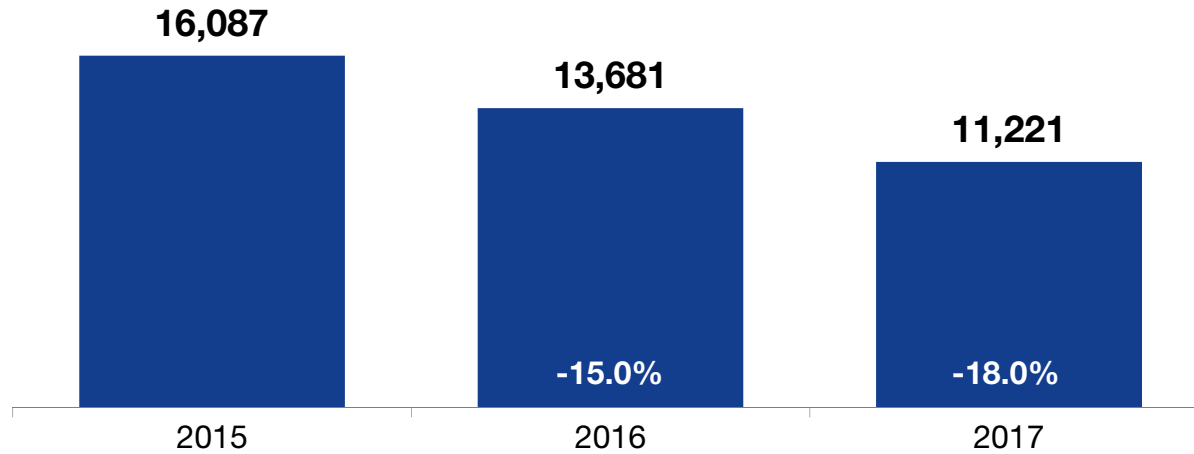
Inventory of Homes for Sale

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



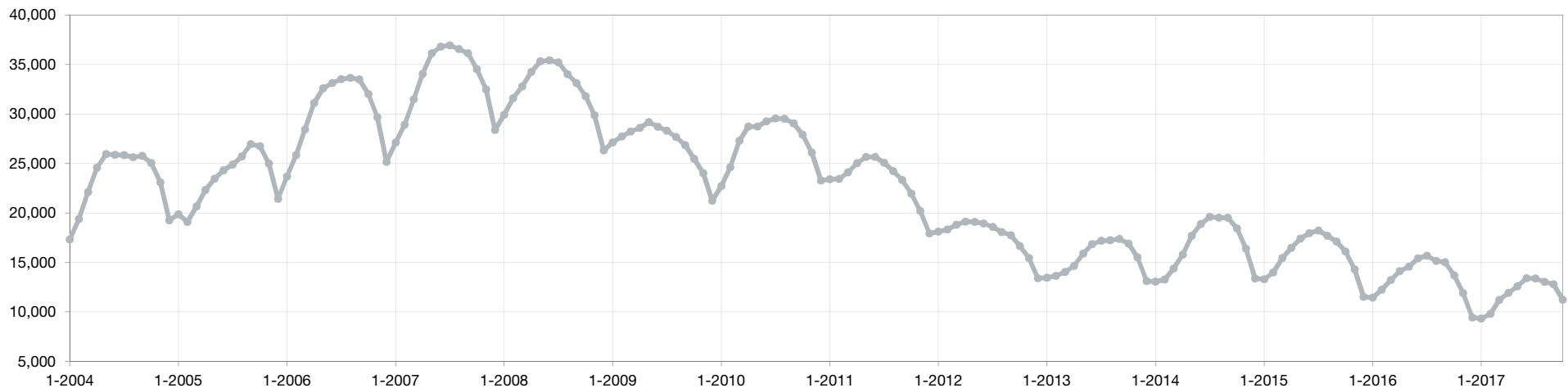
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Month	Prior Year	Current Year	+ / -
November	14,310	11,882	-17.0%
December	11,508	9,419	-18.2%
January	11,430	9,324	-18.4%
February	12,237	9,814	-19.8%
March	13,205	11,193	-15.2%
April	14,113	11,916	-15.6%
May	14,551	12,588	-13.5%
June	15,422	13,411	-13.0%
July	15,680	13,382	-14.7%
August	15,142	13,038	-13.9%
September	15,018	12,781	-14.9%
October	13,681	11,221	-18.0%
12-Month Avg	13,858	11,664	-16.0%

Historical Inventory of Homes for Sale



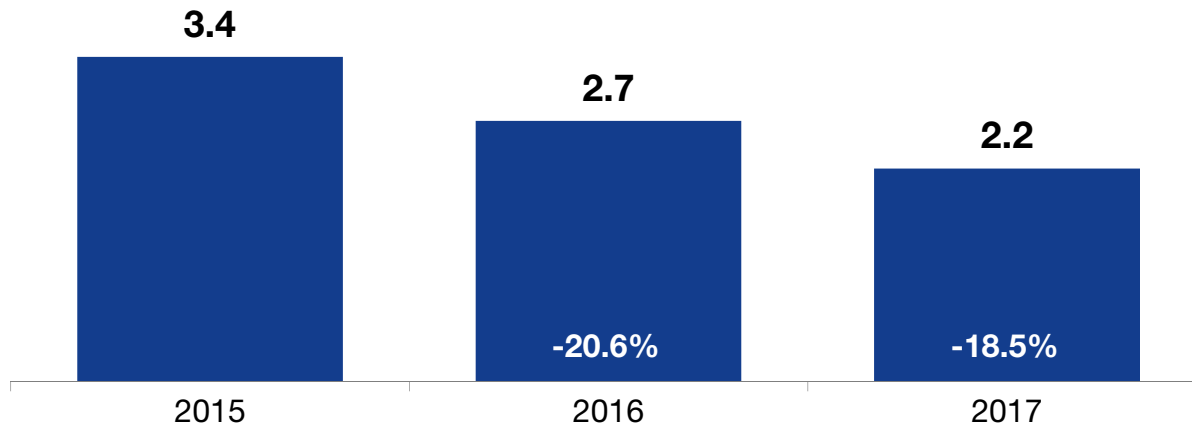
Months Supply of Homes for Sale

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.



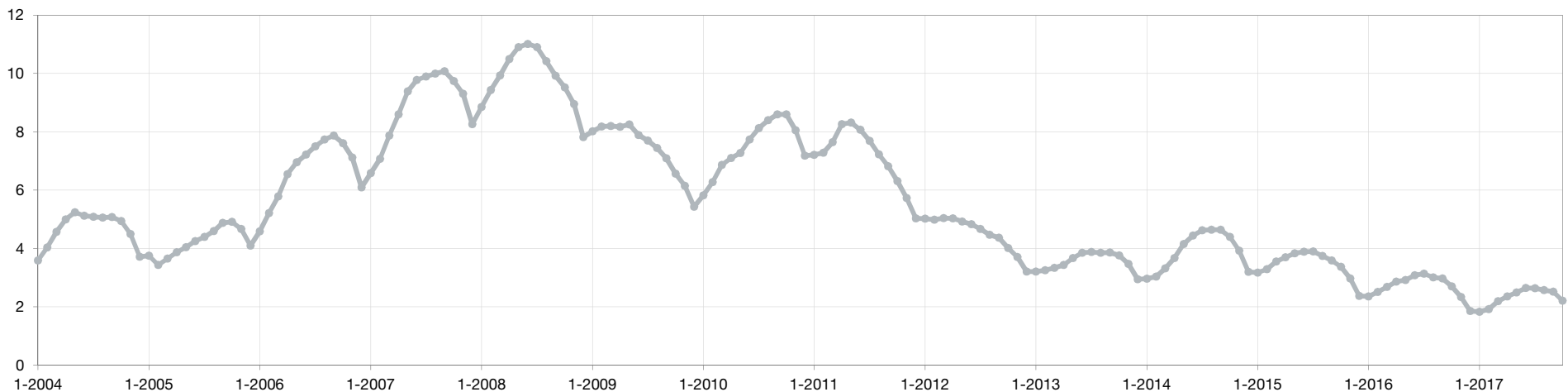
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Month	Prior Year	Current Year	+ / -
November	3.0	2.3	-23.3%
December	2.4	1.9	-20.8%
January	2.4	1.8	-25.0%
February	2.5	1.9	-24.0%
March	2.7	2.2	-18.5%
April	2.9	2.4	-17.2%
May	2.9	2.5	-13.8%
June	3.1	2.6	-16.1%
July	3.1	2.6	-16.1%
August	3.0	2.6	-13.3%
September	3.0	2.5	-16.7%
October	2.7	2.2	-18.5%
12-Month Avg	2.8	2.3	-17.9%

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

