

Monthly Indicators

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



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August 2017

August tends to mark a calming of housing activity ahead of the school year. No, not everyone has kids, but there are enough parents who avoid uprooting children during the school year to create a natural market cool down compared to the peak months. The fiercest competition will be on updated, turnkey listings close to jobs and amenities. Of course, thousands of transactions continue throughout the cooler months, and there are plenty of deals to be had and made.

New Listings in the Twin Cities region increased 0.7 percent to 7,264. Pending Sales were down 2.6 percent to 5,740. Inventory levels fell 16.7 percent to 12,602 units.

Prices continued to gain traction. The Median Sales Price increased 6.8 percent to \$252,000. Days on Market was down 14.3 percent to 48 days. Sellers were encouraged as Months Supply of Homes for Sale was down 16.7 percent to 2.5 months.

The prevailing economic recovery winds are still blowing, but perhaps at a slowing pace. This will likely tie the Federal Reserve's hand on future rate hikes this year. Legislative activity—much less accomplishments—has been thin, so housing policy remains static. Wage growth, job growth and mortgage rates have all been favorable. Permit data continues to suggest increased building activity in the pipeline, but not necessarily in the areas or price points most attractive to today's buyers.

Quick Facts

- 1.4%

+ 6.8%

- 16.7%

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)	8-2016	8-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		7,214	7,264	+ 0.7%	59,480	58,329	- 1.9%
Pending Sales		5,894	5,740	- 2.6%	44,614	44,348	- 0.6%
Closed Sales		6,606	6,513	- 1.4%	41,731	41,823	+ 0.2%
Days on Market Until Sale		56	48	- 14.3%	67	57	- 14.9%
Median List Price		\$245,900	\$260,000	+ 5.7%	\$250,000	\$269,900	+ 8.0%
Median Sales Price		\$236,000	\$252,000	+ 6.8%	\$231,925	\$246,000	+ 6.1%
Price Per Square Foot		\$136	\$145	+ 7.0%	\$132	\$142	+ 7.5%
ShowingTime Housing Value Index		\$198,893	\$210,053	+ 5.6%	--	--	--
Pct. of Orig. List Price Received		97.9%	98.5%	+ 0.6%	97.7%	98.6%	+ 0.9%
Inventory of Homes for Sale		15,137	12,602	- 16.7%	--	--	--
Months Supply of Homes for Sale		3.0	2.5	- 16.7%	--	--	--

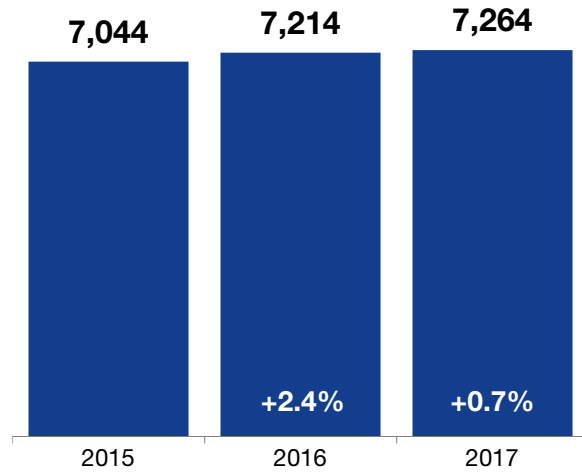
New Listings

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

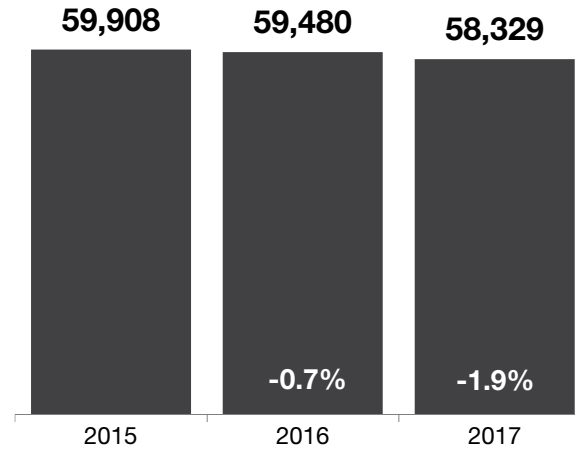


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August



Year To Date



Month	Prior Year	Current Year	+ / -
September	6,457	6,826	+5.7%
October	5,907	5,341	-9.6%
November	3,871	3,798	-1.9%
December	2,659	2,431	-8.6%
January	4,276	4,383	+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%
12-Month Avg	6,531	6,394	-2.1%

Historical New Listing Activity



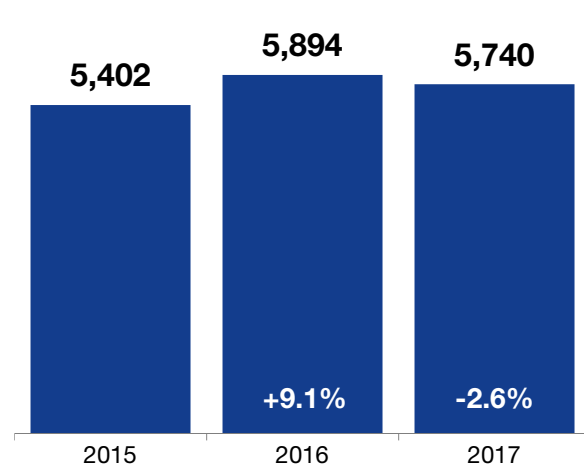
Pending Sales

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

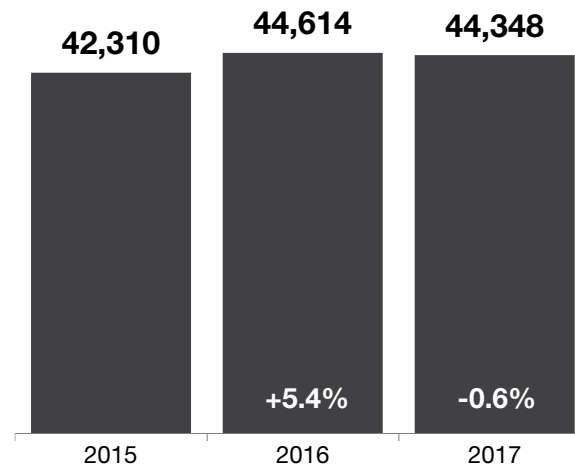


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August



Year To Date



Month	Prior Year	Current Year	+ / -
September	4,738	4,833	+2.0%
October	4,399	4,591	+4.4%
November	3,529	3,883	+10.0%
December	3,236	3,067	-5.2%
January	3,035	3,238	+6.7%
February	4,016	4,134	+2.9%
March	5,896	5,800	-1.6%
April	6,503	6,084	-6.4%
May	7,028	6,955	-1.0%
June	6,429	6,550	+1.9%
July	5,813	5,847	+0.6%
August	5,894	5,740	-2.6%
12-Month Avg	5,043	5,060	+0.3%

Historical Pending Sales Activity



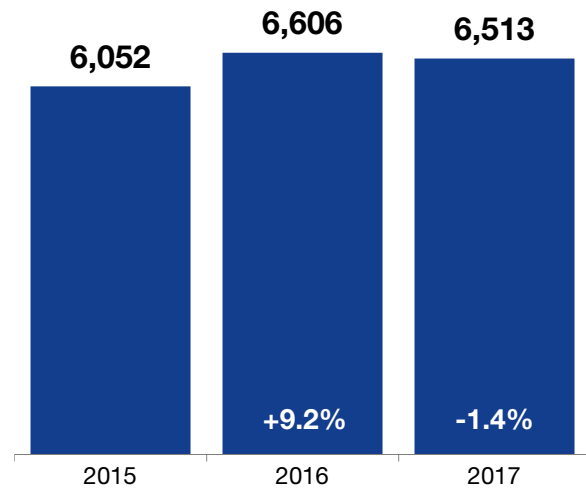
Closed Sales

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

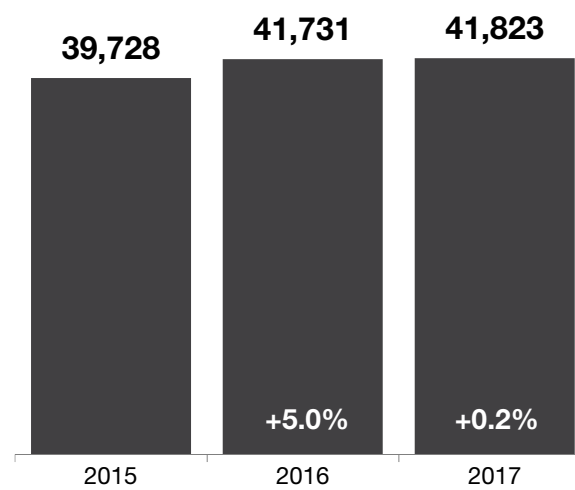


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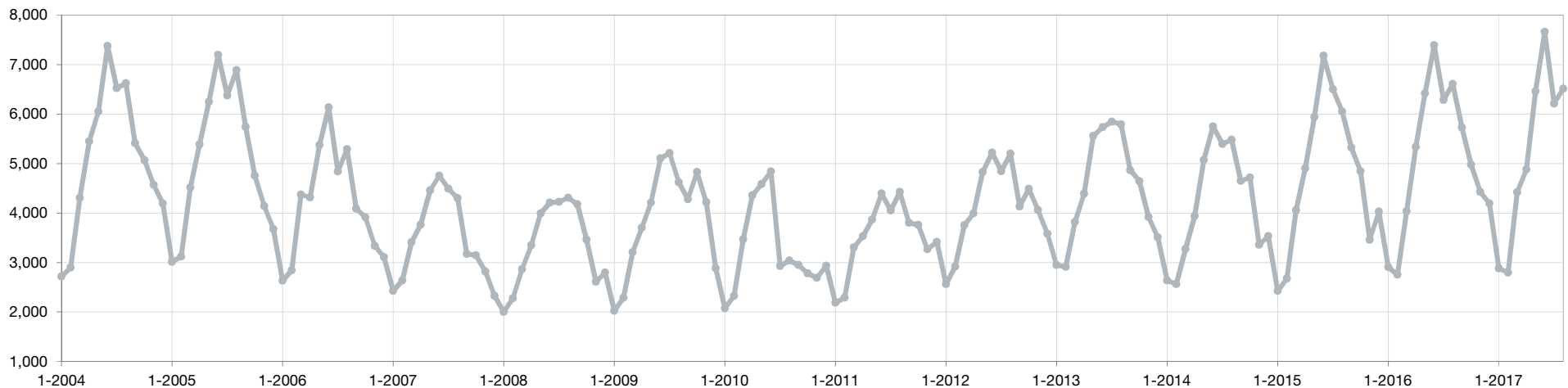


Year To Date



Month	Prior Year	Current Year	+ / -
September	5,321	5,729	+7.7%
October	4,846	4,978	+2.7%
November	3,459	4,427	+28.0%
December	4,031	4,191	+4.0%
January	2,907	2,879	-1.0%
February	2,754	2,799	+1.6%
March	4,035	4,423	+9.6%
April	5,334	4,883	-8.5%
May	6,418	6,460	+0.7%
June	7,392	7,658	+3.6%
July	6,285	6,208	-1.2%
August	6,606	6,513	-1.4%
12-Month Avg	4,949	5,096	+3.8%

Historical Closed Sales Activity



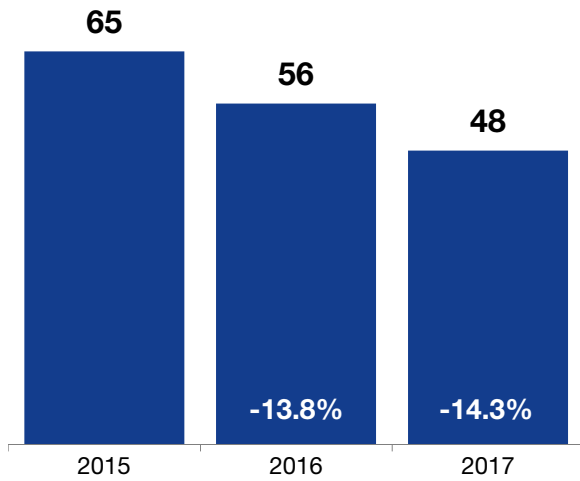
Days on Market Until Sale

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

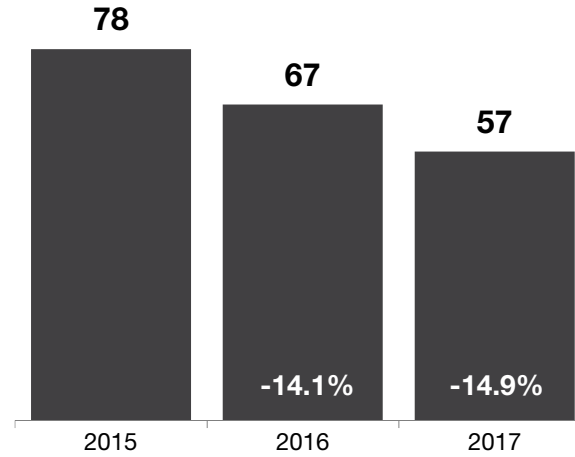


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Year To Date



Month	Prior Year	Current Year	+ / -
September	66	57	-13.6%
October	71	61	-14.1%
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%
12-Month Avg	68	59	-13.2%

Historical Days on Market Until Sale



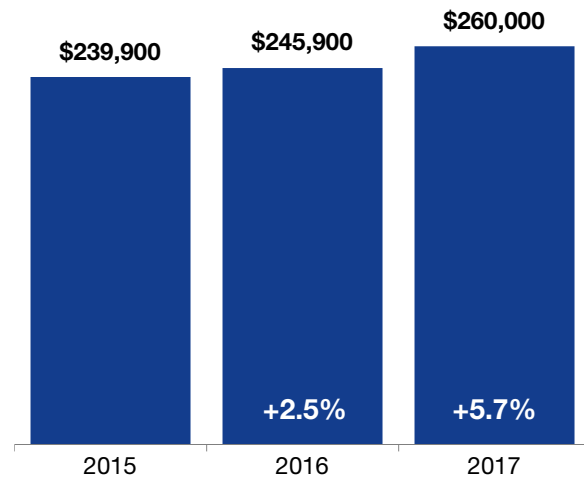
Median Original List Price

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

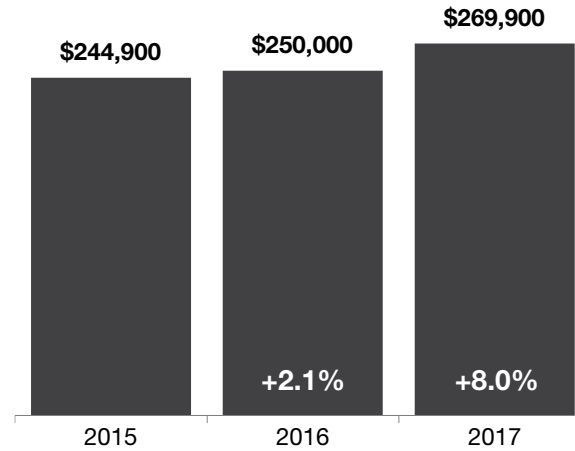


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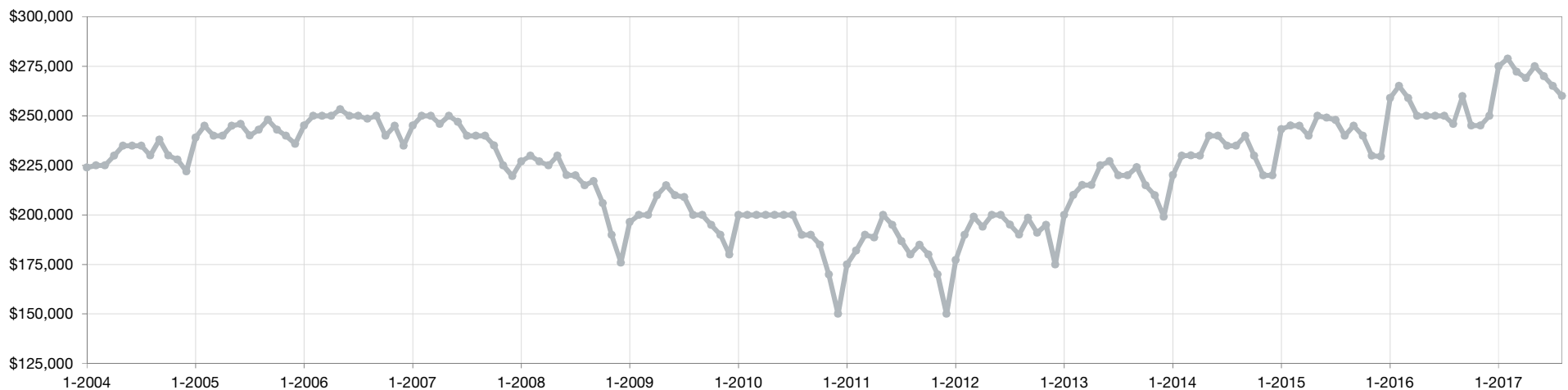


Year To Date



Month	Prior Year	Current Year	+ / -
September	\$244,900	\$259,900	+6.1%
October	\$239,900	\$245,000	+2.1%
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	\$272,200	+5.1%
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%
12-Month Med	\$249,900	\$265,000	+6.0%

Historical Median Original List Price



Median Sales Price

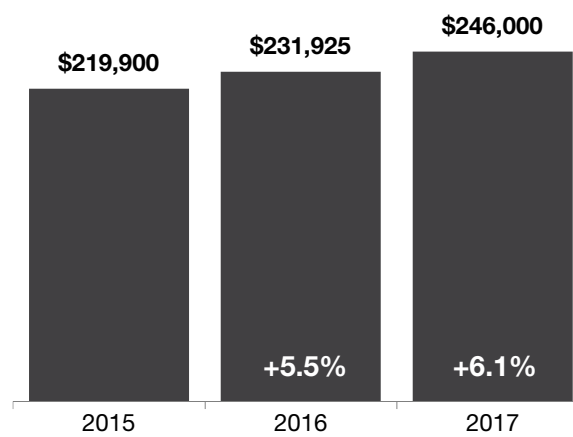
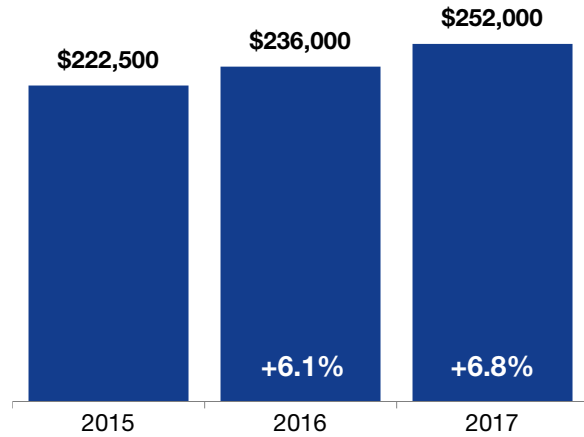
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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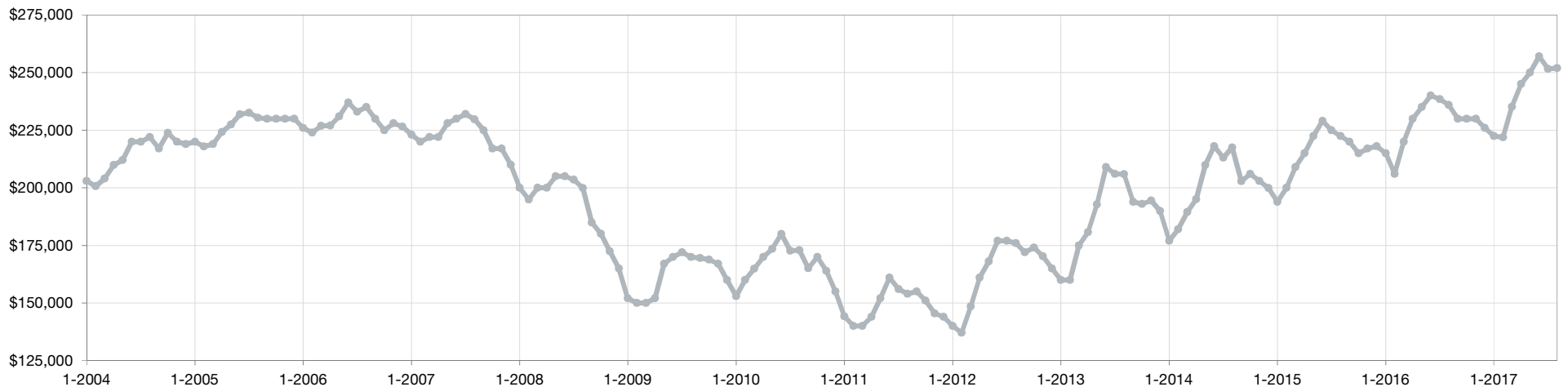
August

Year To Date



Month	Prior Year	Current Year	+ / -
September	\$220,000	\$230,000	+4.5%
October	\$215,000	\$230,000	+7.0%
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	\$235,109	+6.9%
April	\$230,000	\$245,000	+6.5%
May	\$235,000	\$250,000	+6.4%
June	\$240,041	\$257,000	+7.1%
July	\$238,400	\$251,650	+5.6%
August	\$236,000	\$252,000	+6.8%
12-Month Med	\$227,500	\$240,000	+5.5%

Historical Median Sales Price



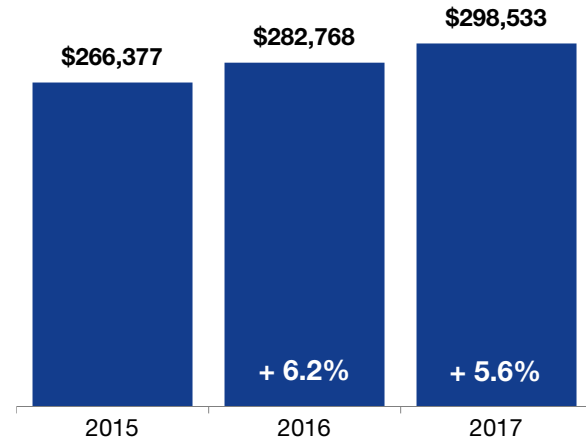
Average Sales Price

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

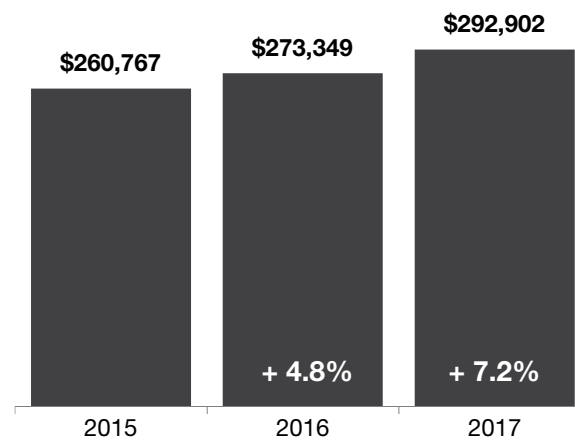


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Year to Date



Month	Prior Year	Current Year	+ / -
September	\$264,363	\$271,273	+2.6%
October	\$258,923	\$273,294	+5.6%
November	\$266,168	\$273,859	+2.9%
December	\$262,919	\$271,871	+3.4%
January	\$260,189	\$272,489	+4.7%
February	\$249,434	\$268,890	+7.8%
March	\$256,808	\$278,958	+8.6%
April	\$271,229	\$290,207	+7.0%
May	\$274,960	\$292,621	+6.4%
June	\$282,943	\$307,032	+8.5%
July	\$279,541	\$302,125	+8.1%
August	\$282,768	\$298,533	+5.6%
12-Month Avg	\$270,241	\$286,462	+6.0%

Historical Average Sales Price



Price Per Square Foot

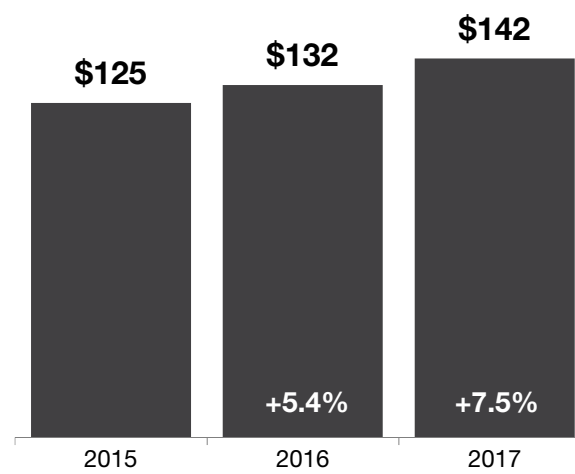
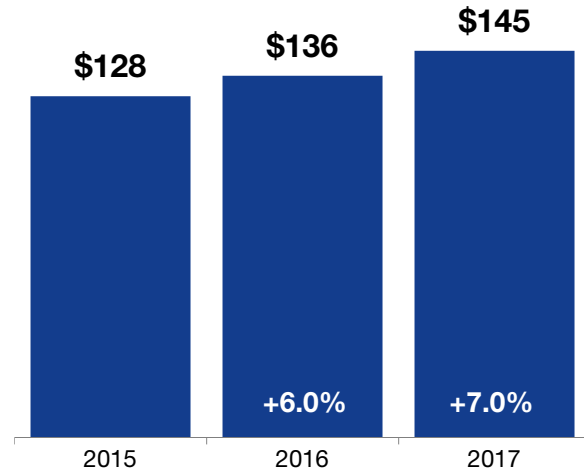
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



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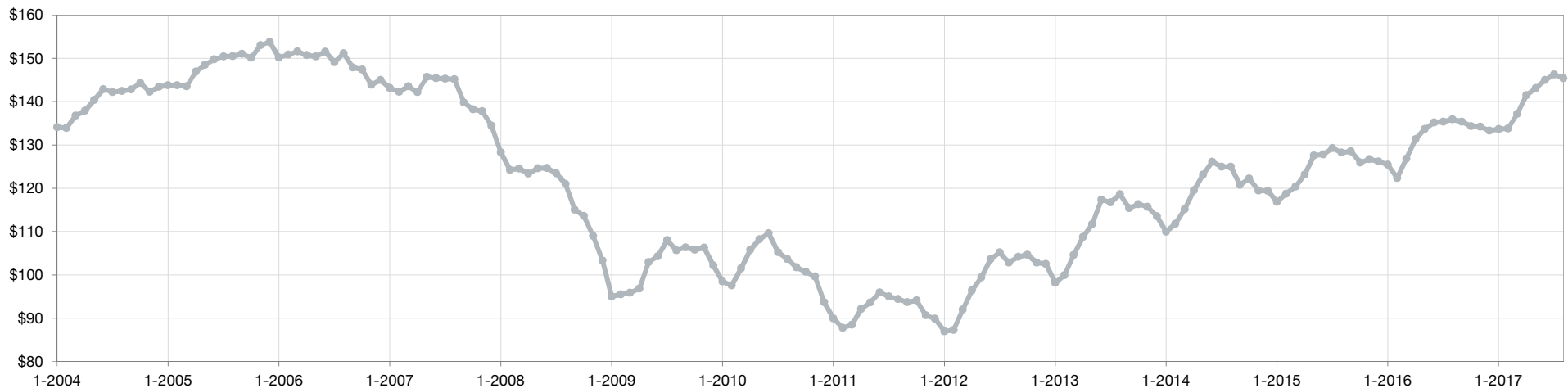
August

Year to Date



Month	Prior Year	Current Year	+ / -
September	\$129	\$135	+5.4%
October	\$126	\$134	+6.6%
November	\$127	\$134	+5.9%
December	\$126	\$133	+5.6%
January	\$125	\$134	+6.6%
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%
12-Month Avg	\$131	\$140	+6.9%

Historical Price Per Square Foot



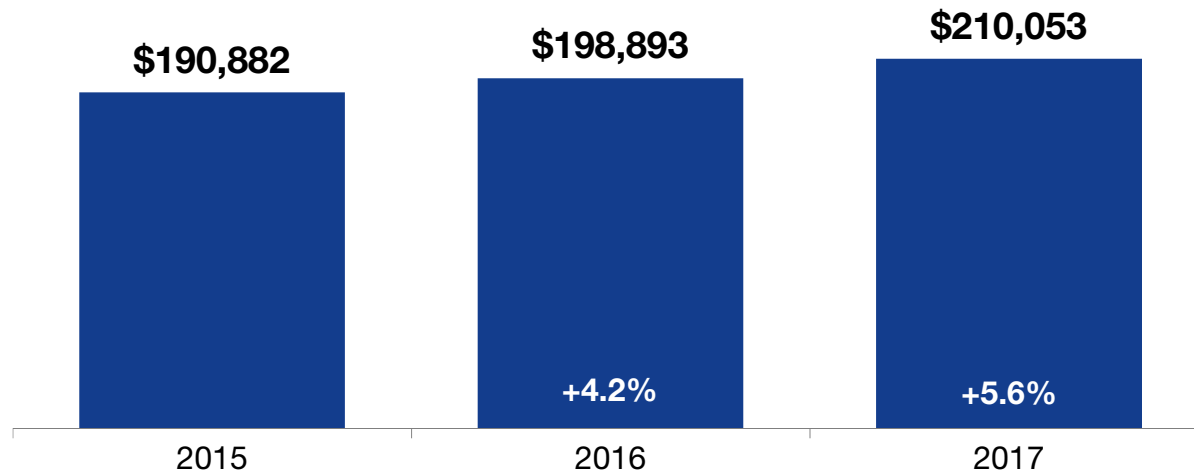
ShowingTime Housing Value Index

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	+ / -
September	\$191,521	\$199,226	+4.0%
October	\$190,421	\$198,774	+4.4%
November	\$191,789	\$198,898	+3.7%
December	\$194,495	\$201,450	+3.6%
January	\$199,336	\$206,914	+3.8%
February	\$197,579	\$207,188	+4.9%
March	\$201,001	\$208,474	+3.7%
April	\$199,934	\$211,458	+5.8%
May	\$198,820	\$210,055	+5.7%
June	\$198,534	\$209,126	+5.3%
July	\$199,218	\$211,007	+5.9%
August	\$198,893	\$210,053	+5.6%
12-Month Avg	\$196,795	\$206,052	+4.7%

Historical ShowingTime Housing Value Index



Percent of Original List Price Received

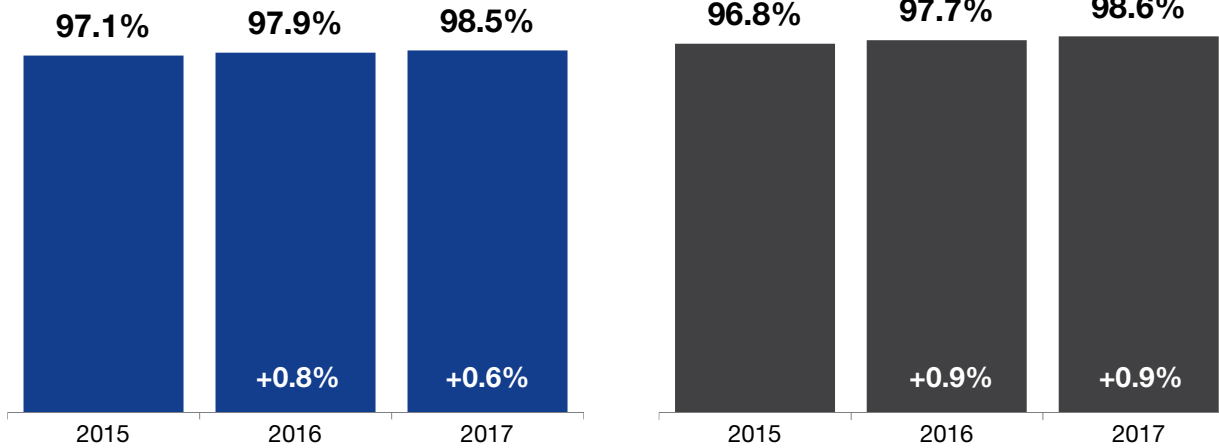
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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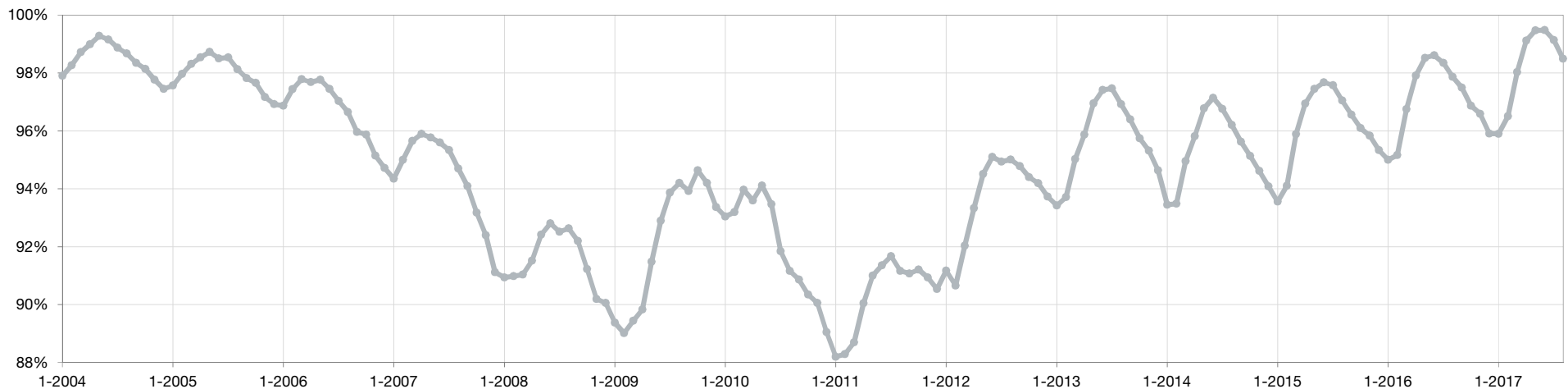
August

Year to Date



Month	Prior Year	Current Year	+ / -
September	96.6%	97.5%	+0.9%
October	96.1%	96.9%	+0.8%
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%
12-Month Avg	97.2%	98.0%	+0.8%

Historical Percent of Original List Price Received



Housing Affordability Index

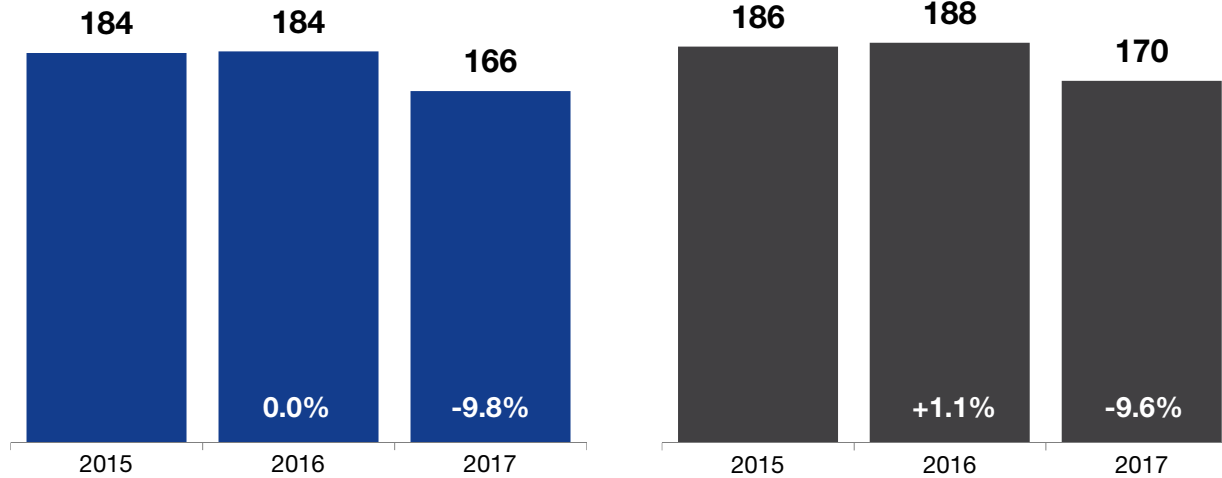
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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Year to Date



Month	Prior Year	Current Year	+ / -
September	188	188	0.0%
October	192	188	-2.1%
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%
12-Month Avg	187	175	-6.4%

Historical Housing Affordability Index



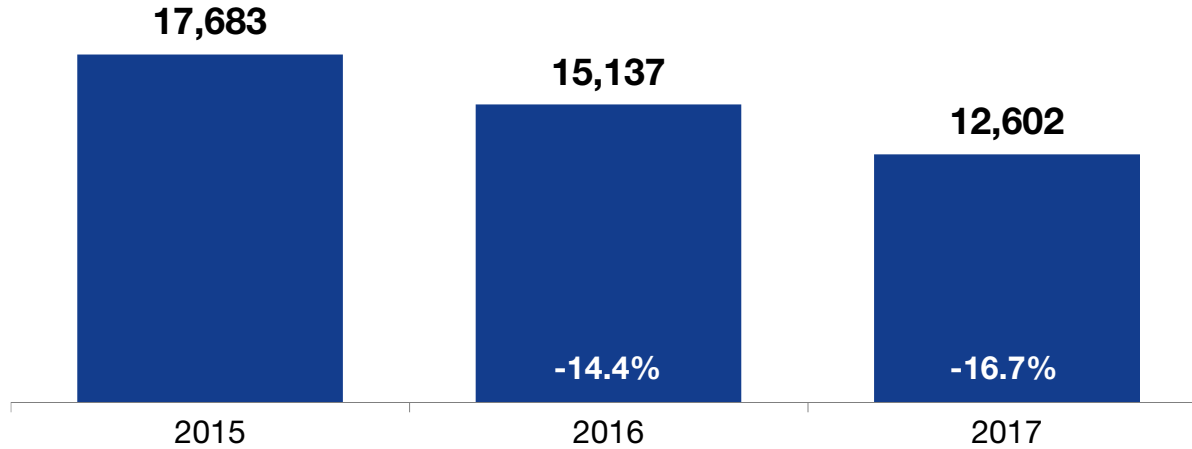
Inventory of Homes for Sale

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



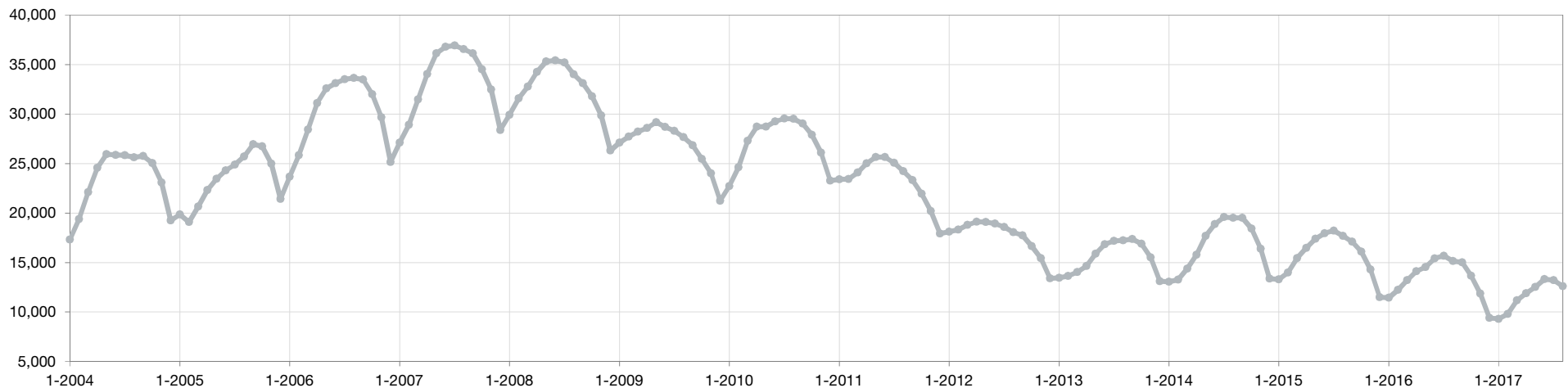
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Month	Prior Year	Current Year	+ / -
September	17,102	15,012	-12.2%
October	16,087	13,673	-15.0%
November	14,310	11,872	-17.0%
December	11,507	9,406	-18.3%
January	11,429	9,309	-18.5%
February	12,236	9,794	-20.0%
March	13,204	11,167	-15.4%
April	14,111	11,882	-15.8%
May	14,549	12,530	-13.9%
June	15,420	13,319	-13.6%
July	15,677	13,221	-15.7%
August	15,137	12,602	-16.7%
12-Month Avg	14,231	11,982	-16.0%

Historical Inventory of Homes for Sale



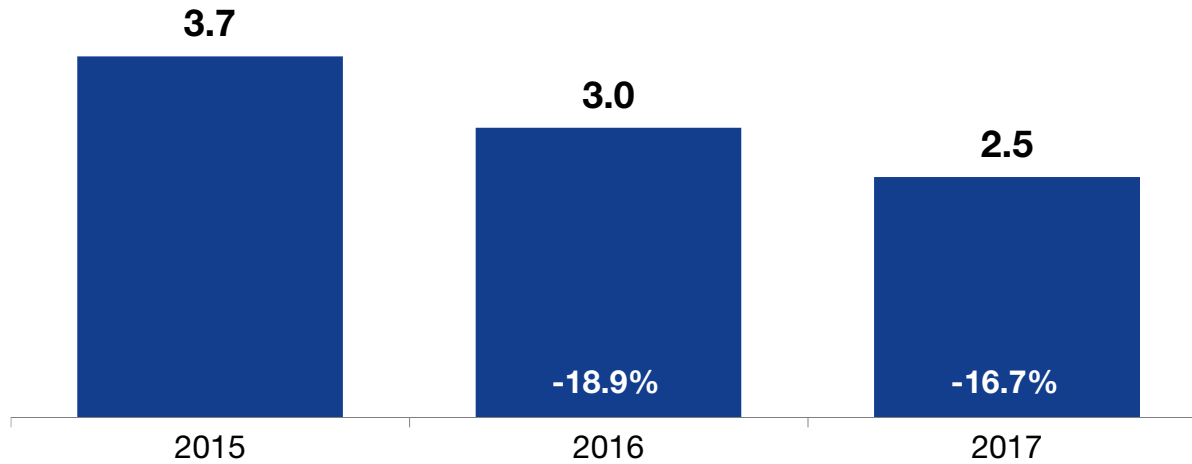
Months Supply of Homes for Sale

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.



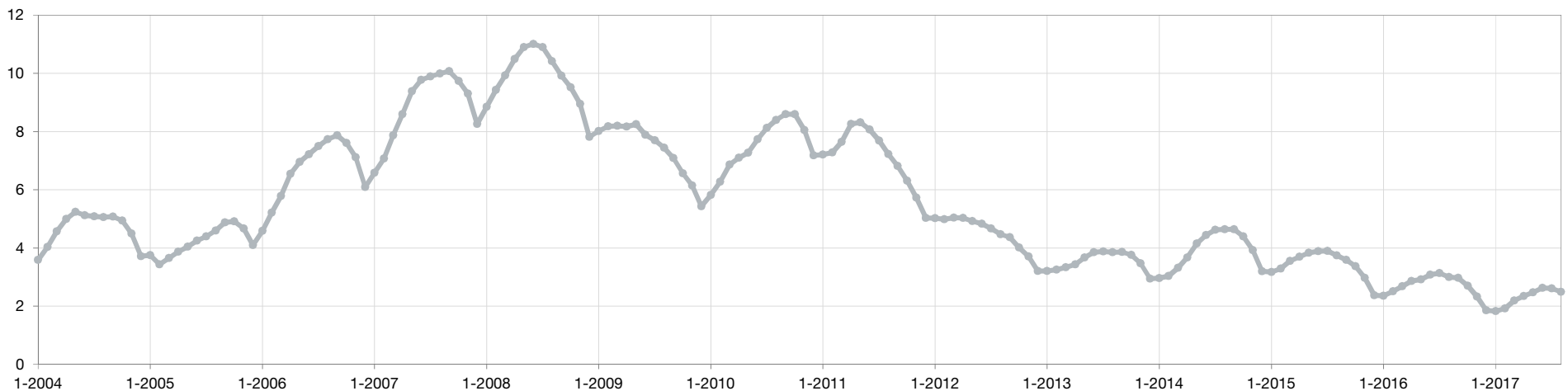
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Month	Prior Year	Current Year	+ / -
September	3.6	3.0	-16.7%
October	3.4	2.7	-20.6%
November	3.0	2.3	-23.3%
December	2.4	1.9	-20.8%
January	2.4	1.8	-25.0%
February	2.5	1.9	-24.0%
March	2.7	2.2	-18.5%
April	2.9	2.3	-20.7%
May	2.9	2.5	-13.8%
June	3.1	2.6	-16.1%
July	3.1	2.6	-16.1%
August	3.0	2.5	-16.7%
12-Month Avg	2.9	2.4	-17.2%

Historical Months Supply of Inventory



Mortgage Finance Utilization Rates



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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

