

Monthly Indicators

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



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June 2017

There has been a general slowdown in sales across the country, and this cannot be blamed on negative economic news. Unemployment remains low and wage growth, though nothing to overly celebrate, has held steady or increased for several years in a row. There is strong demand for home buying, emphasized by higher prices and multiple offers on homes for sale in many submarkets. As has been the case for month after month – and now year after year – low inventory is the primary culprit for any sales malaise rather than lack of offers.

New Listings in the Twin Cities region decreased 0.5 percent to 8,683. Pending Sales were up 0.2 percent to 6,340. Inventory levels fell 16.5 percent to 12,464 units.

Prices continued to gain traction. The Median Sales Price increased 7.0 percent to \$259,000. Days on Market was down 16.1 percent to 47 days. Sellers were encouraged as Months Supply of Homes for Sale was down 16.7 percent to 2.5 months.

With job creation increasing and mortgage rates remaining low, the pull toward homeownership is expected to continue. Yet housing starts have been drifting lower, and some are beginning to worry that a more serious housing shortage could be in the cards if new construction and building permit applications continue to come in lower in year-over-year comparisons while demand remains high. Homebuilder confidence suggests otherwise, so predictions of a gloomy future should be curbed for the time being.

Quick Facts

+ 2.2%

Change in
Closed Sales

+ 7.0%

Change in
Median Sales Price

- 16.5%

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)	6-2016	6-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		8,729	8,683	- 0.5%	43,826	42,948	- 2.0%
Pending Sales		6,325	6,340	+ 0.2%	32,387	32,109	- 0.9%
Closed Sales		7,269	7,430	+ 2.2%	28,393	28,485	+ 0.3%
Days on Market Until Sale		56	47	- 16.1%	71	60	- 15.5%
Median List Price		\$250,000	\$269,900	+ 8.0%	\$258,000	\$274,900	+ 6.6%
Median Sales Price		\$242,000	\$259,000	+ 7.0%	\$230,000	\$245,000	+ 6.5%
Price Per Square Foot		\$136	\$146	+ 7.1%	\$131	\$141	+ 7.4%
ShowingTime Housing Value Index		\$198,499	\$209,065	+ 5.3%	--	--	--
Pct. of Orig. List Price Received		98.7%	99.5%	+ 0.8%	97.6%	98.6%	+ 1.0%
Inventory of Homes for Sale		14,928	12,464	- 16.5%	--	--	--
Months Supply of Homes for Sale		3.0	2.5	- 16.7%	--	--	--

New Listings

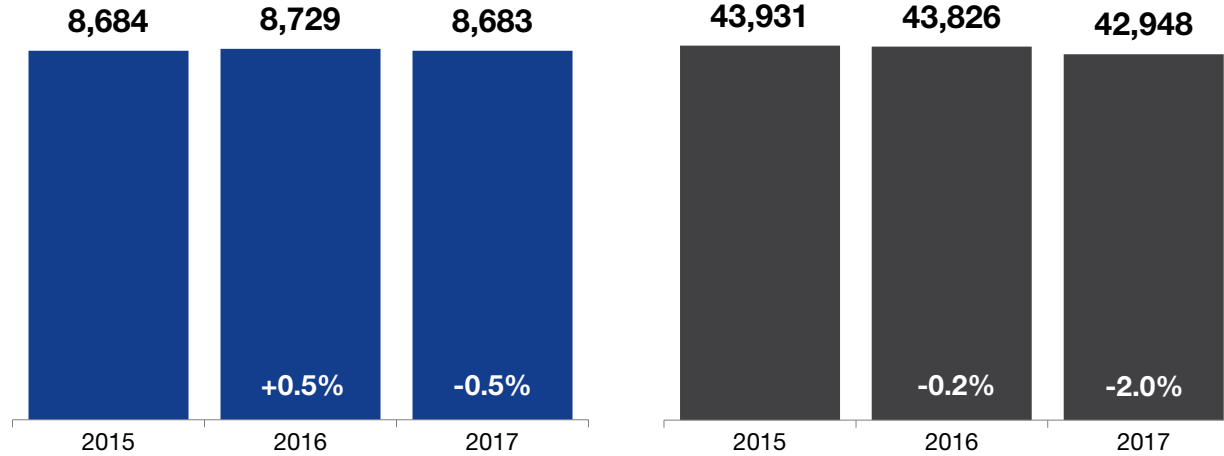
A count of the properties that have been newly listed on the market in a given month.



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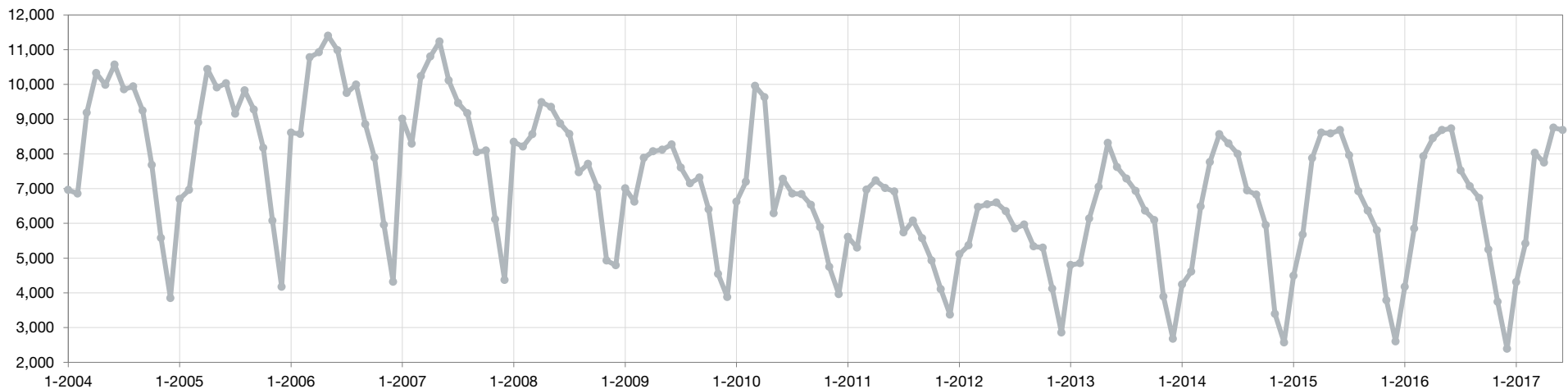
June

Year To Date



Month	Prior Year	Current Year	+ / -
July	7,964	7,524	-5.5%
August	6,928	7,068	+2.0%
September	6,368	6,729	+5.7%
October	5,800	5,249	-9.5%
November	3,786	3,744	-1.1%
December	2,600	2,388	-8.2%
January	4,176	4,310	+3.2%
February	5,855	5,422	-7.4%
March	7,929	8,030	+1.3%
April	8,452	7,752	-8.3%
May	8,685	8,751	+0.8%
June	8,729	8,683	-0.5%
12-Month Avg	6,439	6,304	-2.1%

Historical New Listing Activity



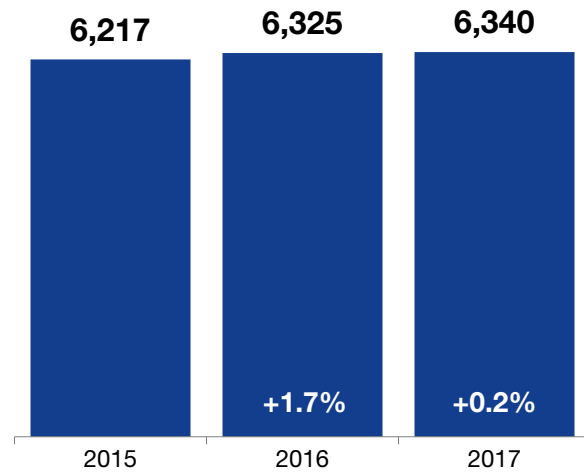
Pending Sales

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

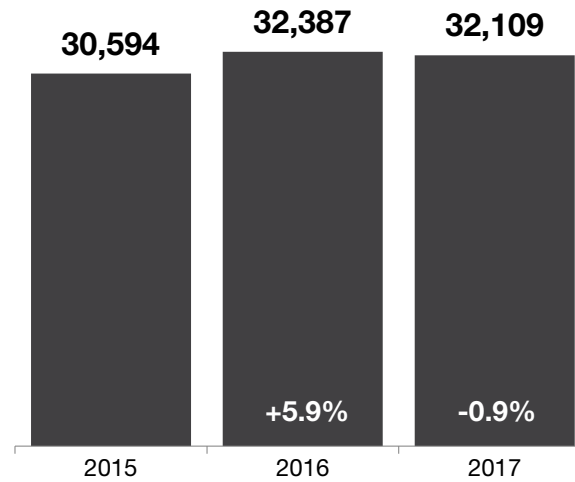


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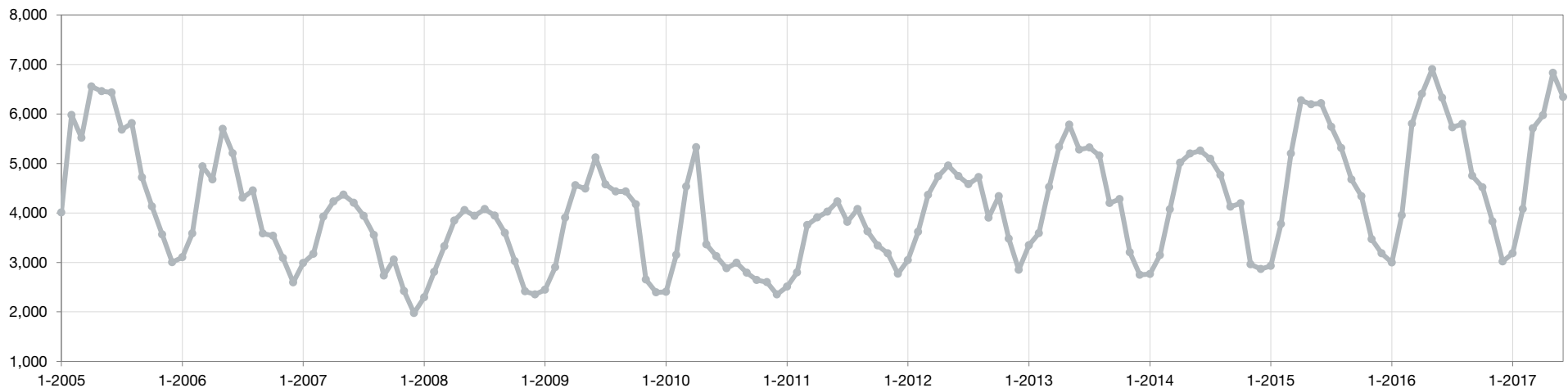


Year To Date



Month	Prior Year	Current Year	+ / -
July	5,739	5,728	-0.2%
August	5,312	5,796	+9.1%
September	4,673	4,750	+1.6%
October	4,335	4,514	+4.1%
November	3,467	3,826	+10.4%
December	3,184	3,019	-5.2%
January	2,998	3,184	+6.2%
February	3,950	4,078	+3.2%
March	5,802	5,709	-1.6%
April	6,407	5,971	-6.8%
May	6,905	6,827	-1.1%
June	6,325	6,340	+0.2%
12-Month Avg	4,925	4,979	+1.1%

Historical Pending Sales Activity



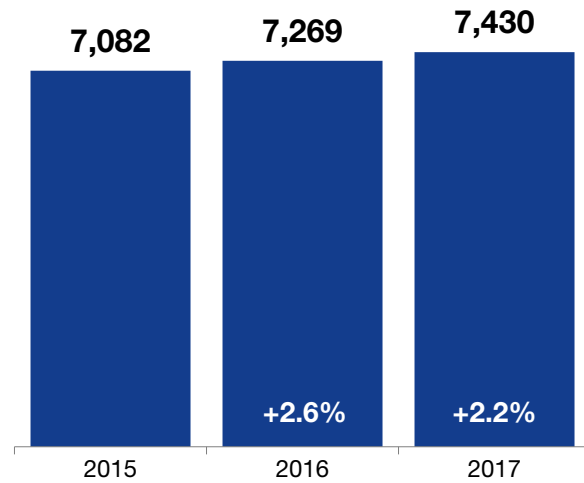
Closed Sales

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

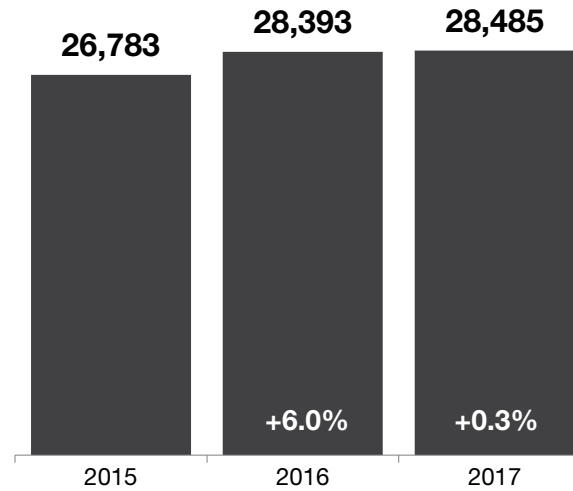


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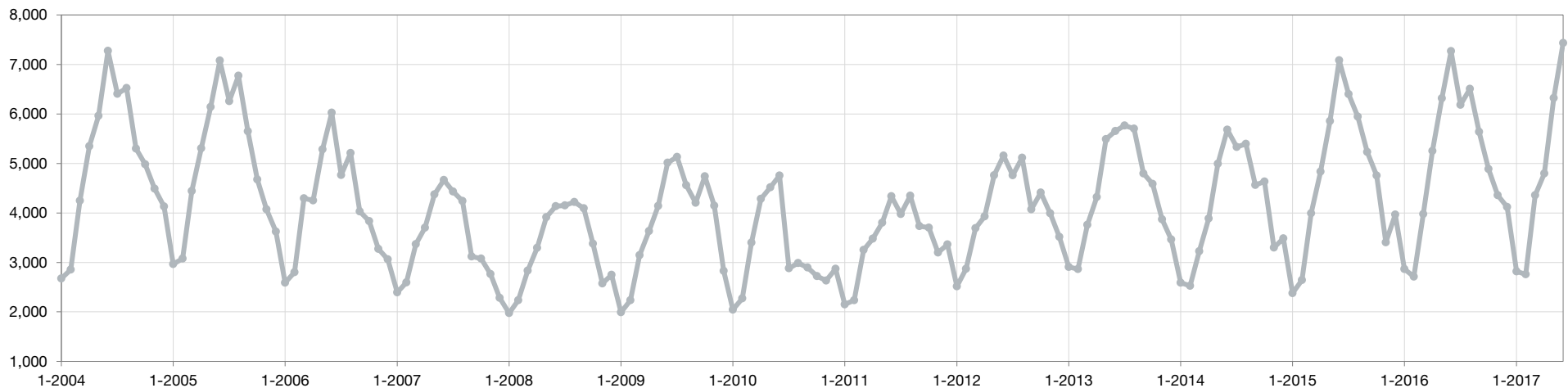


Year To Date



Month	Prior Year	Current Year	+ / -
July	6,402	6,182	-3.4%
August	5,947	6,506	+9.4%
September	5,232	5,639	+7.8%
October	4,756	4,887	+2.8%
November	3,403	4,360	+28.1%
December	3,965	4,121	+3.9%
January	2,866	2,820	-1.6%
February	2,714	2,759	+1.7%
March	3,977	4,356	+9.5%
April	5,253	4,798	-8.7%
May	6,314	6,322	+0.1%
June	7,269	7,430	+2.2%
12-Month Avg	4,842	5,015	+4.3%

Historical Closed Sales Activity



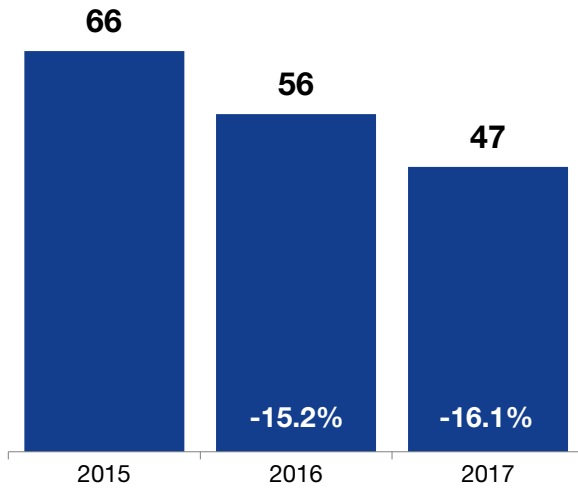
Days on Market Until Sale

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

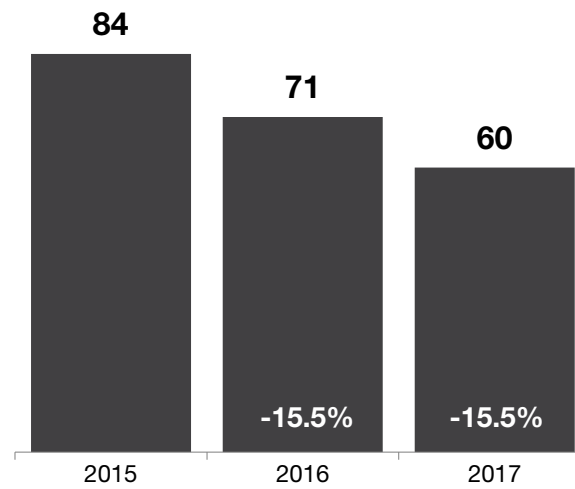


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Year To Date



Month	Prior Year	Current Year	+ / -
July	64	54	-15.6%
August	64	55	-14.1%
September	65	56	-13.8%
October	70	60	-14.3%
November	73	62	-15.1%
December	79	71	-10.1%
January	85	79	-7.1%
February	96	82	-14.6%
March	85	72	-15.3%
April	73	58	-20.5%
May	60	51	-15.0%
June	56	47	-16.1%
12-Month Avg	69	59	-14.5%

Historical Days on Market Until Sale



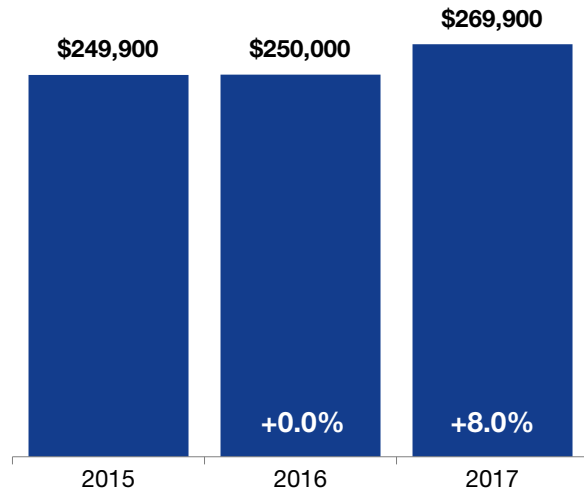
Median Original List Price

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

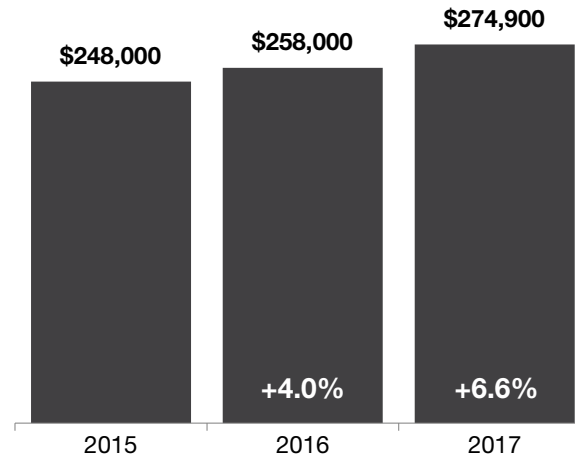


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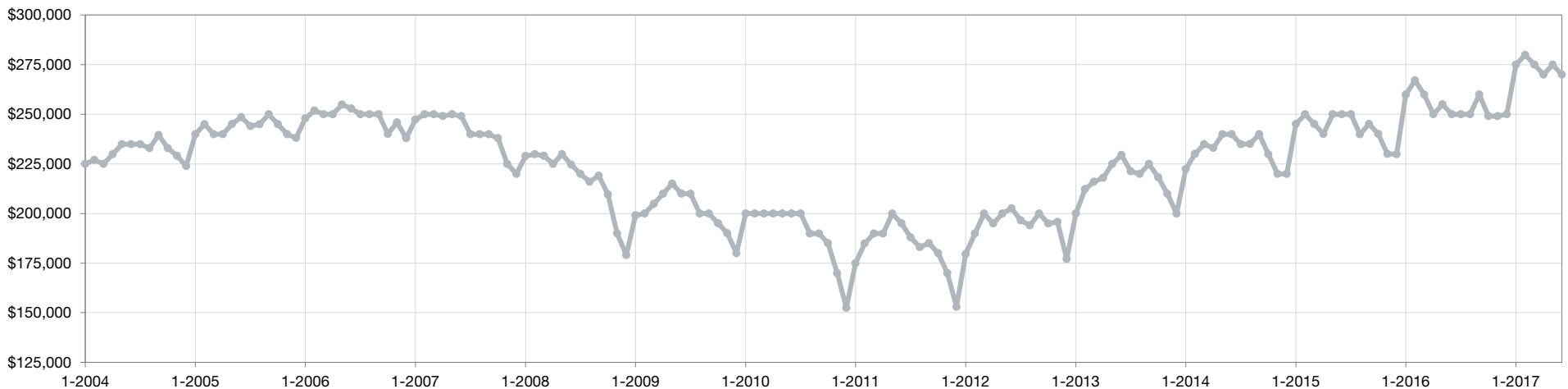


Year To Date



Month	Prior Year	Current Year	+ / -
July	\$249,900	\$249,900	0.0%
August	\$239,900	\$249,900	+4.2%
September	\$245,000	\$259,900	+6.1%
October	\$240,000	\$249,000	+3.8%
November	\$230,000	\$249,000	+8.3%
December	\$229,900	\$250,000	+8.7%
January	\$259,900	\$275,000	+5.8%
February	\$267,000	\$279,900	+4.8%
March	\$259,900	\$274,900	+5.8%
April	\$250,000	\$269,900	+8.0%
May	\$255,000	\$274,900	+7.8%
June	\$250,000	\$269,900	+8.0%
12-Month Med	\$249,900	\$264,900	+6.0%

Historical Median Original List Price



Median Sales Price

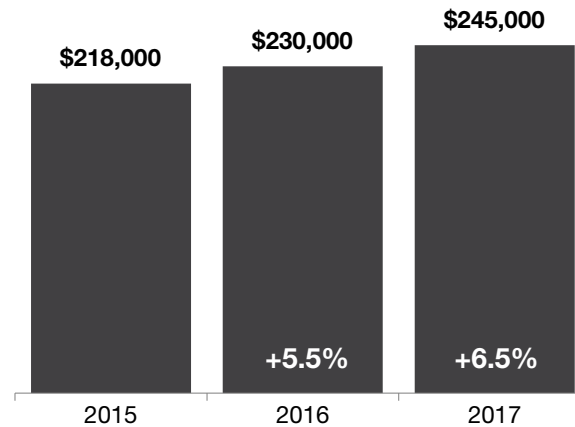
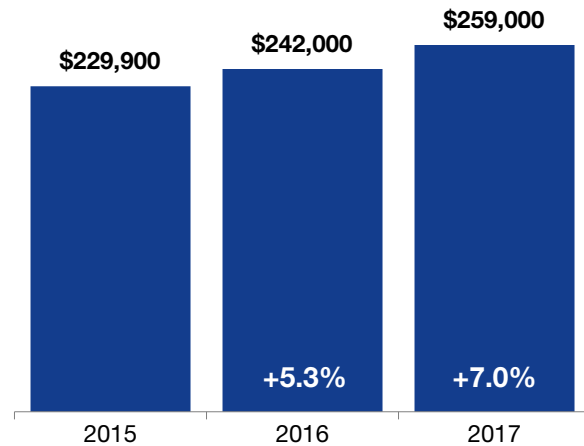
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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Year To Date



Month	Prior Year	Current Year	+ / -
July	\$225,000	\$239,900	+6.6%
August	\$224,900	\$237,875	+5.8%
September	\$222,000	\$230,000	+3.6%
October	\$215,950	\$230,000	+6.5%
November	\$219,340	\$231,625	+5.6%
December	\$219,500	\$228,000	+3.9%
January	\$215,000	\$224,900	+4.6%
February	\$207,280	\$223,700	+7.9%
March	\$222,000	\$237,400	+6.9%
April	\$231,000	\$245,500	+6.3%
May	\$237,000	\$250,000	+5.5%
June	\$242,000	\$259,000	+7.0%
12-Month Med	\$225,000	\$239,855	+6.6%

Historical Median Sales Price



Average Sales Price

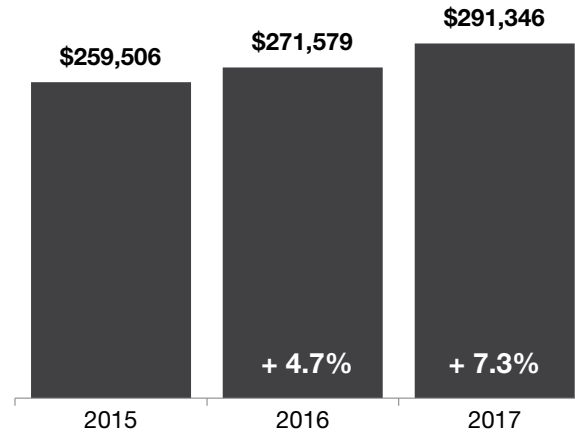
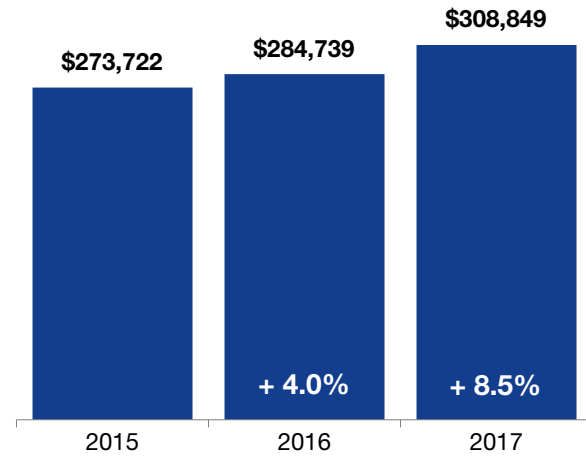
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



Month	Prior Year	Current Year	+ / -
July	\$269,429	\$281,508	+4.5%
August	\$268,471	\$284,233	+5.9%
September	\$266,187	\$272,779	+2.5%
October	\$260,926	\$275,226	+5.5%
November	\$268,063	\$275,700	+2.8%
December	\$264,770	\$273,339	+3.2%
January	\$261,711	\$274,858	+5.0%
February	\$250,936	\$270,270	+7.7%
March	\$258,494	\$280,734	+8.6%
April	\$273,148	\$292,068	+6.9%
May	\$276,742	\$293,993	+6.2%
June	\$284,739	\$308,849	+8.5%
12-Month Avg	\$268,997	\$284,158	+5.6%

Historical Average Sales Price



Price Per Square Foot

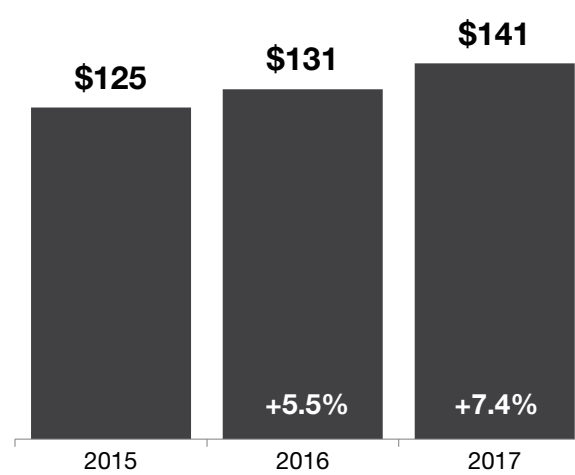
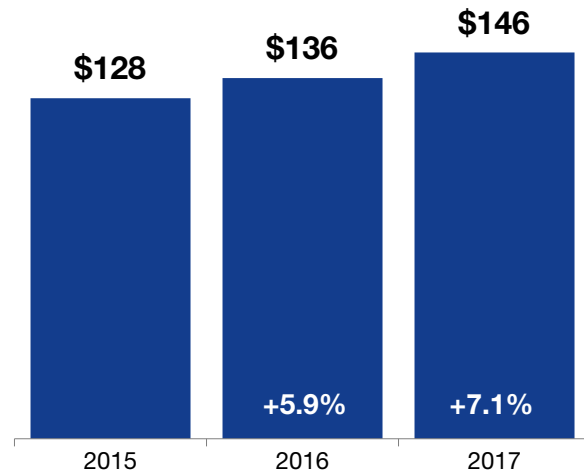
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



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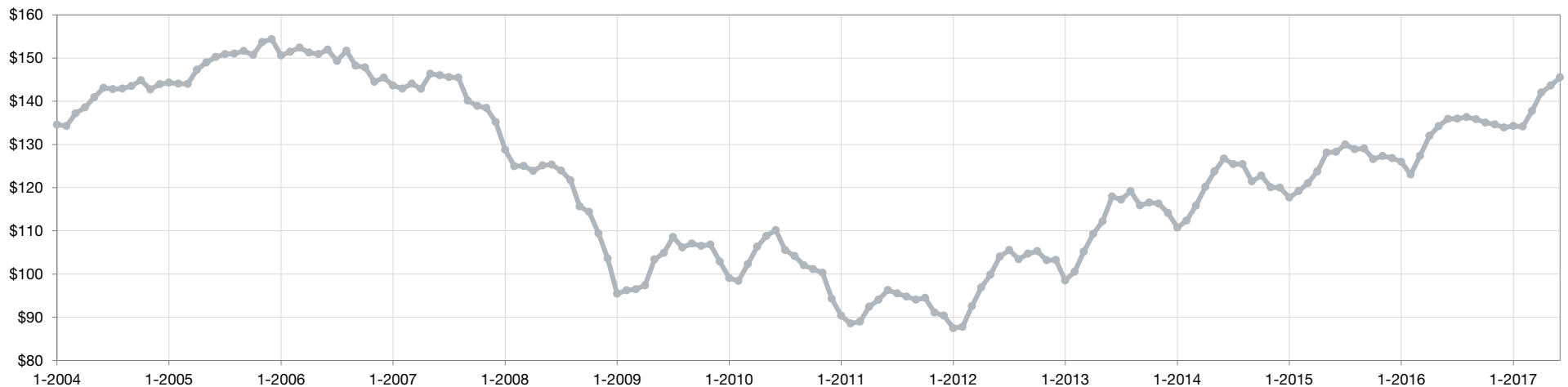
June

Year to Date



Month	Prior Year	Current Year	+ / -
July	\$130	\$136	+4.6%
August	\$129	\$136	+5.7%
September	\$129	\$136	+5.3%
October	\$127	\$135	+6.7%
November	\$127	\$135	+5.8%
December	\$127	\$134	+5.6%
January	\$126	\$134	+6.6%
February	\$123	\$134	+9.0%
March	\$127	\$138	+8.1%
April	\$132	\$142	+7.6%
May	\$134	\$144	+7.1%
June	\$136	\$146	+7.1%
12-Month Avg	\$130	\$138	+6.4%

Historical Price Per Square Foot



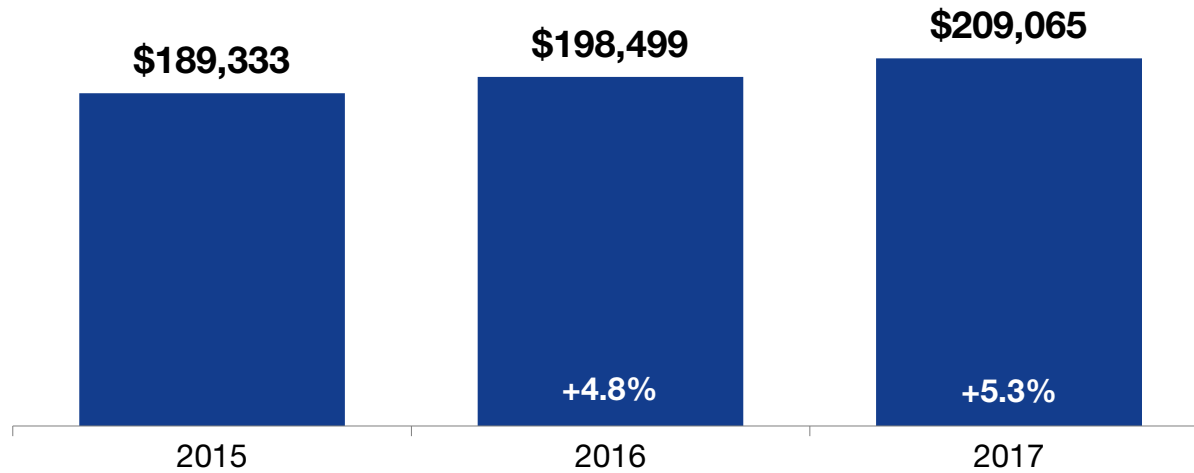
ShowingTime Housing Value Index

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.



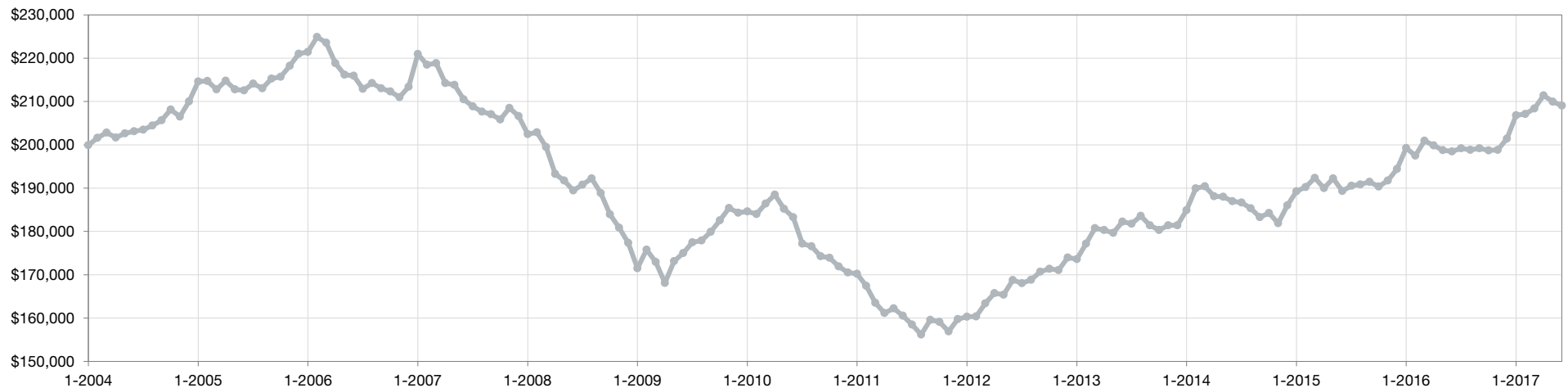
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Month	Prior Year	Current Year	+ / -
July	\$190,538	\$199,188	+4.5%
August	\$190,844	\$198,842	+4.2%
September	\$191,481	\$199,192	+4.0%
October	\$190,375	\$198,736	+4.4%
November	\$191,736	\$198,858	+3.7%
December	\$194,436	\$201,413	+3.6%
January	\$199,268	\$206,801	+3.8%
February	\$197,501	\$207,100	+4.9%
March	\$200,936	\$208,405	+3.7%
April	\$199,886	\$211,410	+5.8%
May	\$198,779	\$209,986	+5.6%
June	\$198,499	\$209,065	+5.3%
12-Month Avg	\$195,357	\$204,083	+4.5%

Historical ShowingTime Housing Value Index



Percent of Original List Price Received

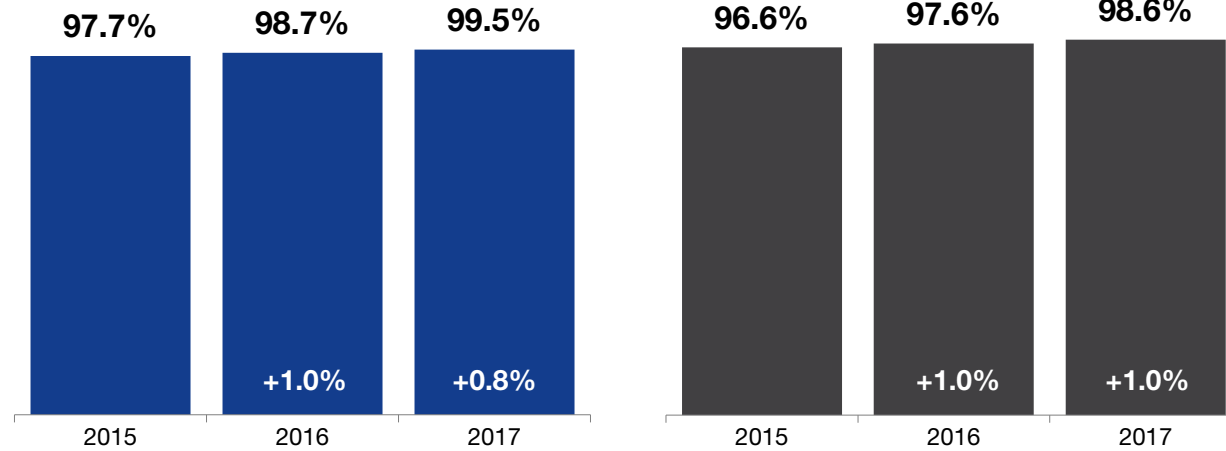
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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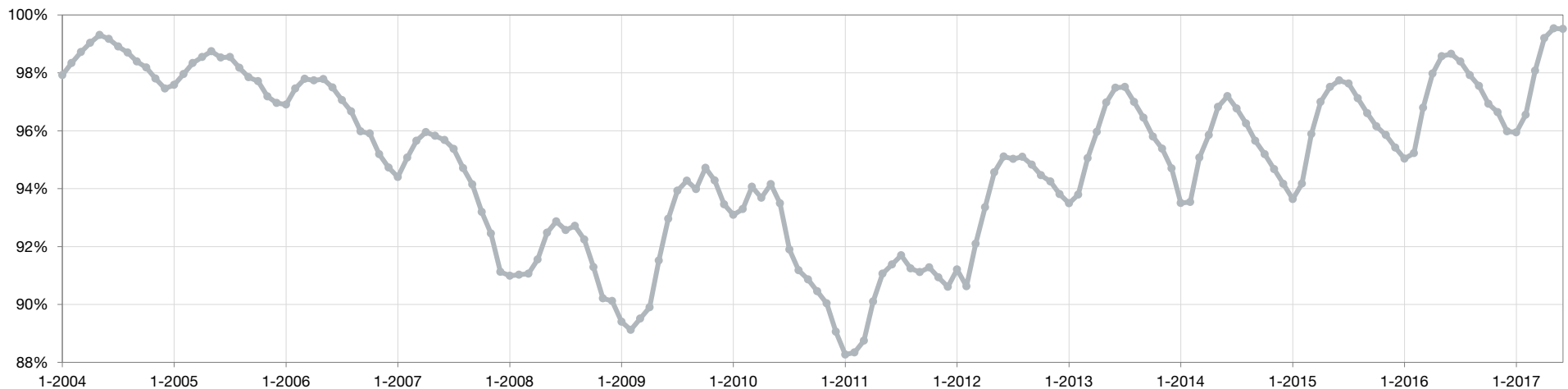
June

Year to Date



Month	Prior Year	Current Year	+ / -
July	97.6%	98.4%	+0.8%
August	97.1%	97.9%	+0.8%
September	96.6%	97.5%	+0.9%
October	96.1%	96.9%	+0.8%
November	95.9%	96.6%	+0.7%
December	95.4%	96.0%	+0.6%
January	95.0%	95.9%	+0.9%
February	95.2%	96.6%	+1.5%
March	96.8%	98.1%	+1.3%
April	98.0%	99.2%	+1.2%
May	98.6%	99.5%	+0.9%
June	98.7%	99.5%	+0.8%
12-Month Avg	97.1%	98.0%	+0.9%

Historical Percent of Original List Price Received



Housing Affordability Index

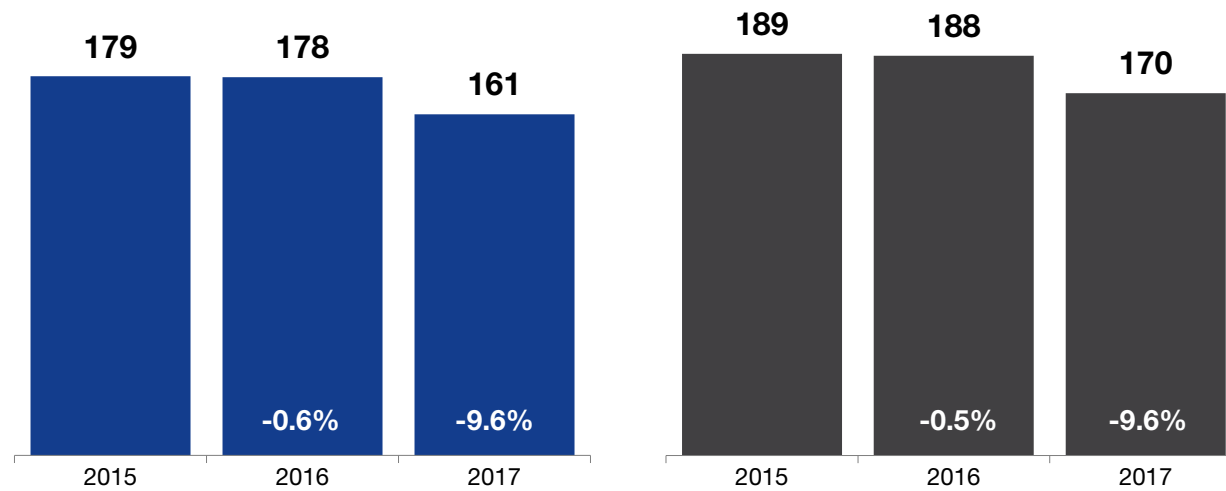
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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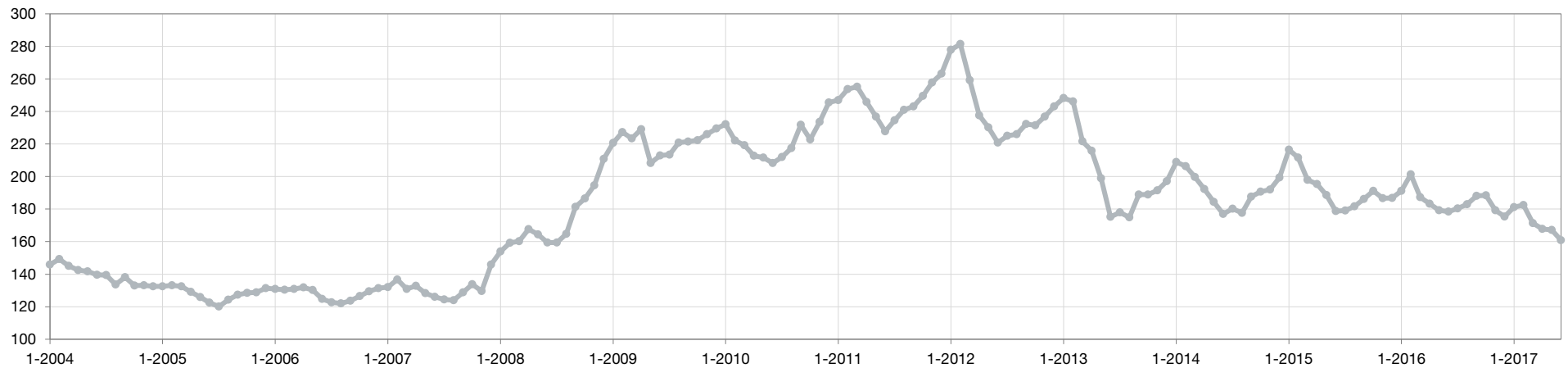
June

Year to Date



Month	Prior Year	Current Year	+ / -
July	179	180	+0.6%
August	182	183	+0.5%
September	186	188	+1.1%
October	191	188	-1.6%
November	187	179	-4.3%
December	187	175	-6.4%
January	191	181	-5.2%
February	201	183	-9.0%
March	187	171	-8.6%
April	183	168	-8.2%
May	179	167	-6.7%
June	178	161	-9.6%
12-Month Avg	186	177	-4.8%

Historical Housing Affordability Index



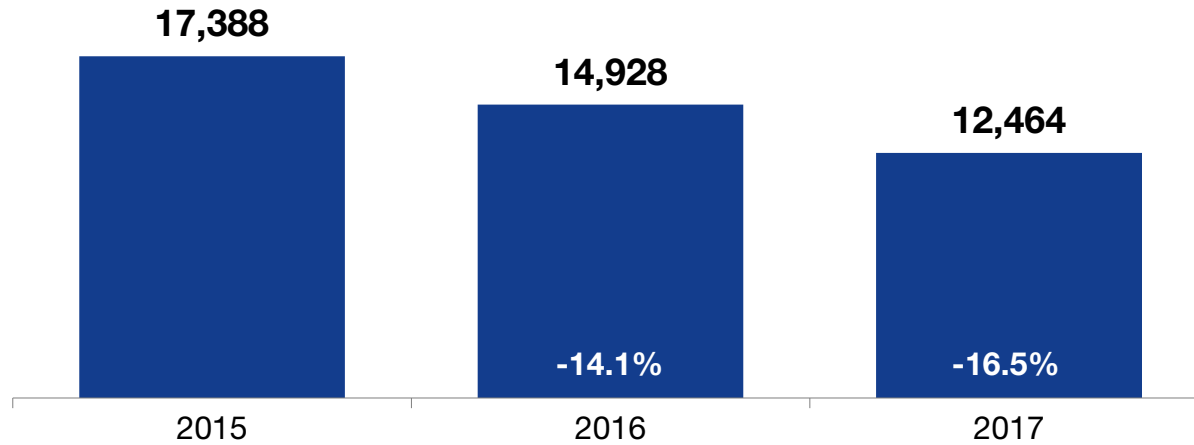
Inventory of Homes for Sale

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



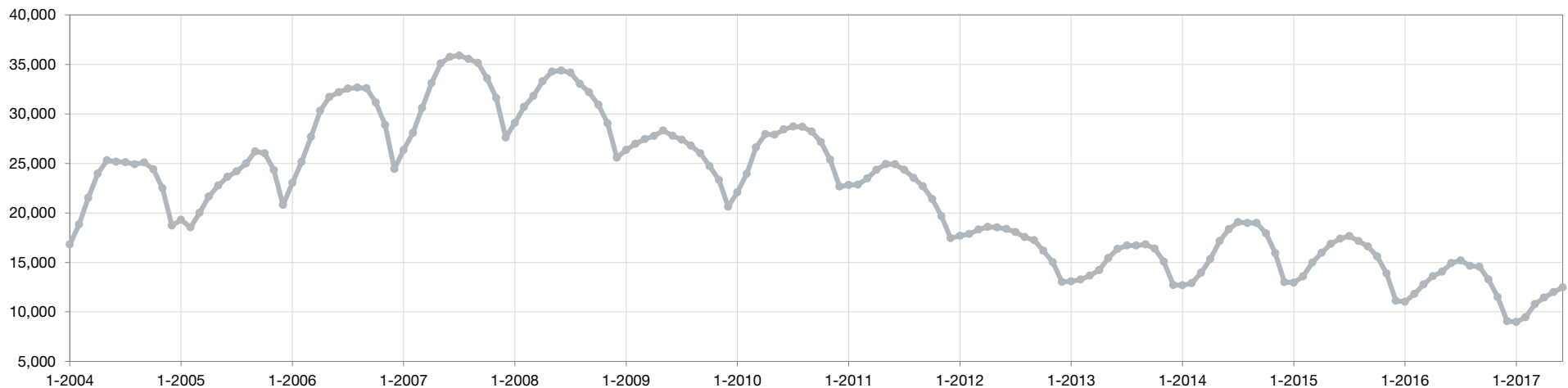
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Month	Prior Year	Current Year	+ / -
July	17,672	15,188	-14.1%
August	17,165	14,642	-14.7%
September	16,603	14,563	-12.3%
October	15,599	13,255	-15.0%
November	13,873	11,494	-17.1%
December	11,133	9,067	-18.6%
January	11,016	8,976	-18.5%
February	11,808	9,452	-20.0%
March	12,754	10,775	-15.5%
April	13,620	11,442	-16.0%
May	14,054	11,989	-14.7%
June	14,928	12,464	-16.5%
12-Month Avg	14,185	11,942	-16.1%

Historical Inventory of Homes for Sale



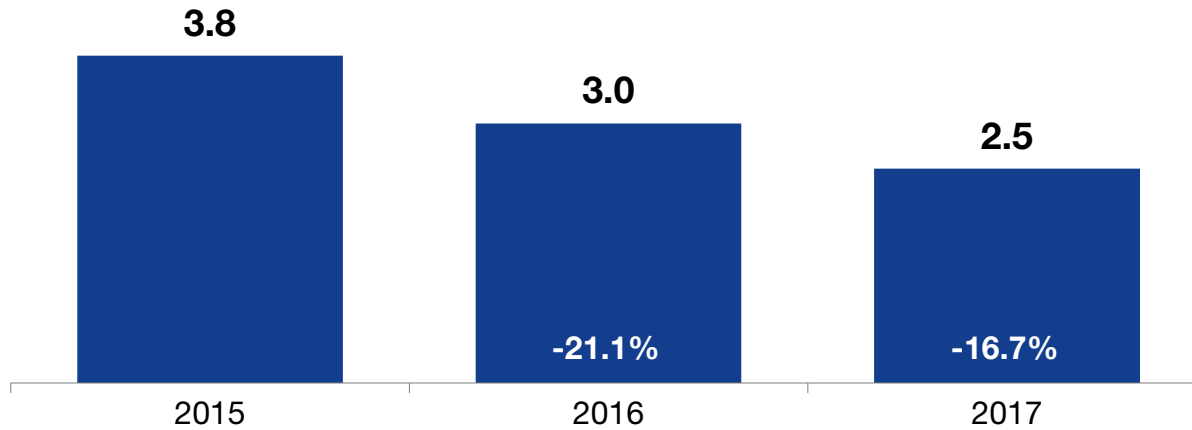
Months Supply of Homes for Sale

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.



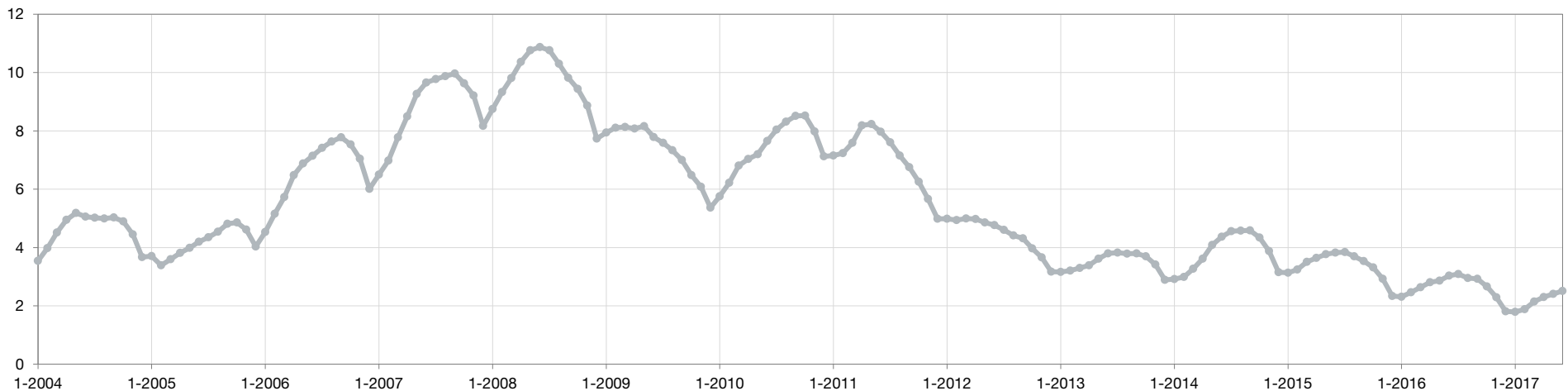
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Month	Prior Year	Current Year	+ / -
July	3.8	3.1	-18.4%
August	3.7	2.9	-21.6%
September	3.5	2.9	-17.1%
October	3.3	2.7	-18.2%
November	2.9	2.3	-20.7%
December	2.3	1.8	-21.7%
January	2.3	1.8	-21.7%
February	2.5	1.9	-24.0%
March	2.6	2.1	-19.2%
April	2.8	2.3	-17.9%
May	2.9	2.4	-17.2%
June	3.0	2.5	-16.7%
12-Month Avg	3.0	2.4	-20.0%

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

