

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



November 2018

The booming U.S. economy continues to prop up home sales and new listings in much of the nation, although housing affordability remains a concern. Historically, housing is still relatively affordable. Although Freddie Mac recently reported that the 30-year fixed rate is at its highest average in seven years, reaching 4.94 percent, average rates were 5.97 percent ten years ago, 6.78 percent 20 years ago and 10.39 percent 30 years ago. Nevertheless, affordability concerns are causing a slowdown in home price growth in some markets, while price reductions are becoming more common.

New Listings in the Twin Cities region increased 12.6 percent to 3,992. Pending Sales were down 5.2 percent to 3,862. Inventory levels rose 2.3 percent to 10,181 units.

Prices continued to gain traction. The Median Sales Price increased 8.2 percent to \$265,150. Days on Market was down 7.1 percent to 52 days. Buyers felt empowered as Months Supply of Homes for Sale was up 10.5 percent to 2.1 months.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

Quick Facts

- 0.9% **+ 8.2%** **+ 2.3%**

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.



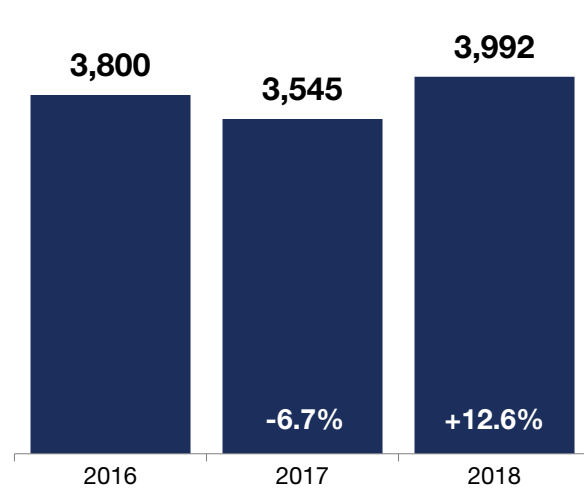
Key Metrics	Historical Sparklines (normalized)	11-2017	11-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		3,545	3,992	+ 12.6%	73,855	73,555	- 0.4%
Pending Sales		4,073	3,862	- 5.2%	58,255	56,048	- 3.8%
Closed Sales		4,671	4,629	- 0.9%	57,174	55,355	- 3.2%
Days on Market Until Sale		56	52	- 7.1%	56	48	- 14.3%
Median List Price		\$265,000	\$275,350	+ 3.9%	\$269,900	\$287,500	+ 6.5%
Median Sales Price		\$245,000	\$265,150	+ 8.2%	\$245,900	\$265,000	+ 7.8%
Price Per Square Foot		\$143	\$154	+ 7.8%	\$143	\$153	+ 7.2%
ShowingTime Housing Value Index		\$211,717	\$223,064	+ 5.4%	--	--	--
Pct. of Orig. List Price Received		97.4%	97.3%	- 0.1%	98.4%	99.0%	+ 0.6%
Inventory of Homes for Sale		9,948	10,181	+ 2.3%	--	--	--
Months Supply of Homes for Sale		1.9	2.1	+ 10.5%	--	--	--

New Listings

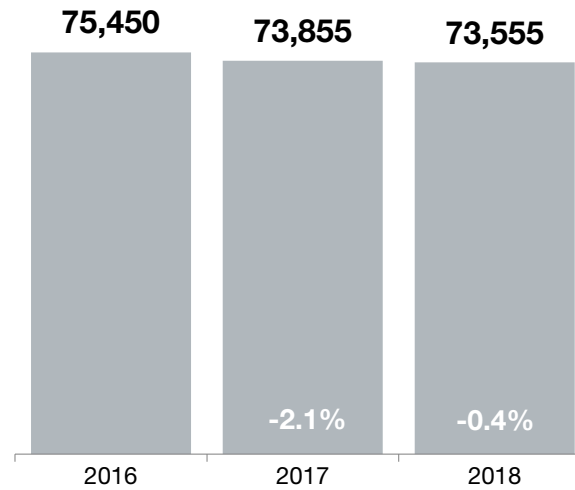
A count of the properties that have been newly listed on the market in a given month.



November

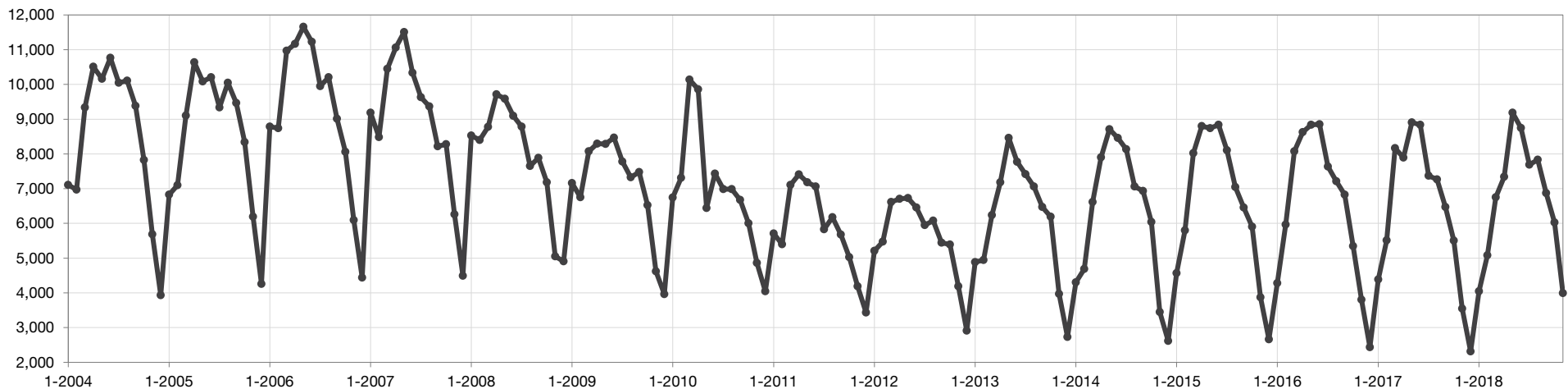


Year To Date



	New Listings	Prior Year	Percent Change
December 2017	2,311	2,432	-5.0%
January 2018	4,044	4,382	-7.7%
February 2018	5,080	5,514	-7.9%
March 2018	6,753	8,165	-17.3%
April 2018	7,344	7,891	-6.9%
May 2018	9,182	8,908	+3.1%
June 2018	8,746	8,838	-1.0%
July 2018	7,688	7,370	+4.3%
August 2018	7,832	7,263	+7.8%
September 2018	6,871	6,475	+6.1%
October 2018	6,023	5,504	+9.4%
November 2018	3,992	3,545	+12.6%
12-Month Avg	6,322	6,357	-0.6%

Historical New Listing Activity

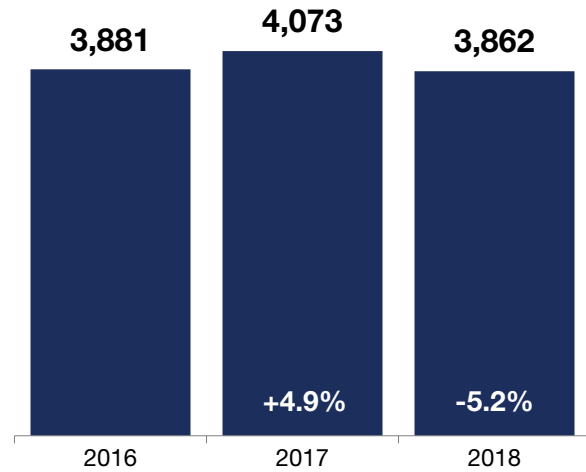


Pending Sales

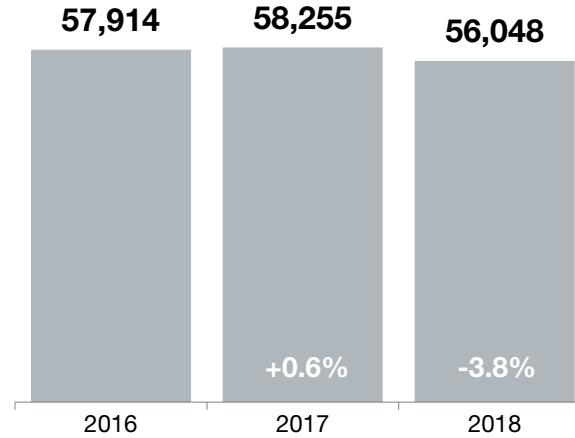
A count of the properties on which contracts have been accepted in a given month.



November

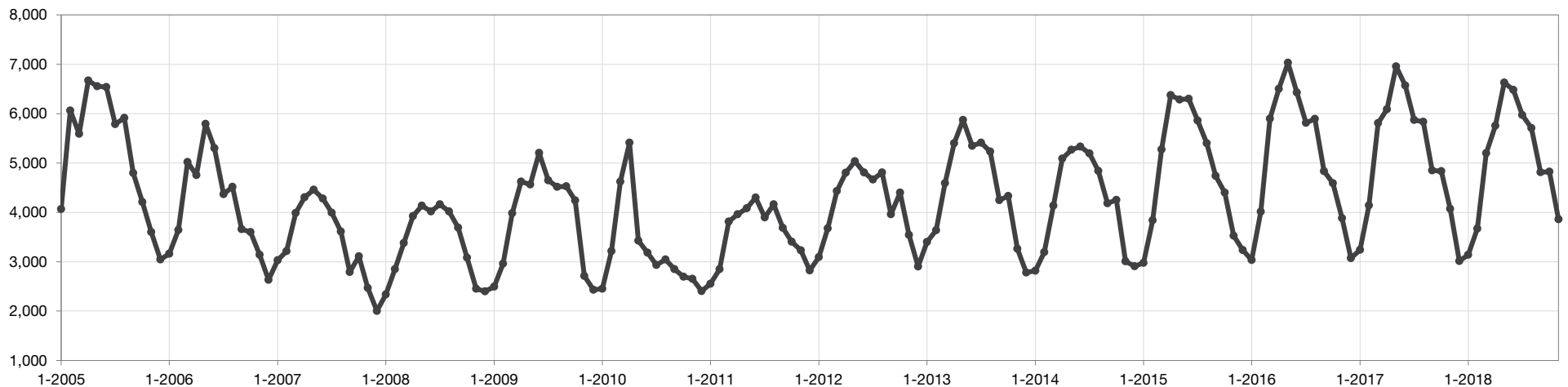


Year To Date



	Pending Sales	Prior Year	Percent Change
December 2017	3,016	3,070	-1.8%
January 2018	3,138	3,240	-3.1%
February 2018	3,672	4,138	-11.3%
March 2018	5,200	5,808	-10.5%
April 2018	5,755	6,087	-5.5%
May 2018	6,627	6,955	-4.7%
June 2018	6,482	6,567	-1.3%
July 2018	5,969	5,869	+1.7%
August 2018	5,708	5,834	-2.2%
September 2018	4,812	4,850	-0.8%
October 2018	4,823	4,834	-0.2%
November 2018	3,862	4,073	-5.2%
12-Month Avg	4,922	5,110	-3.7%

Historical Pending Sales Activity

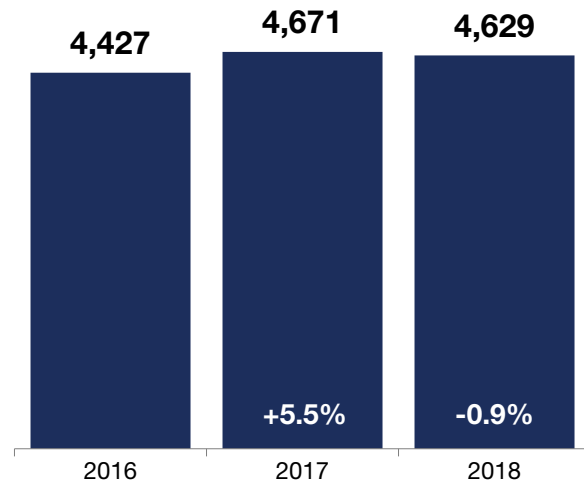


Closed Sales

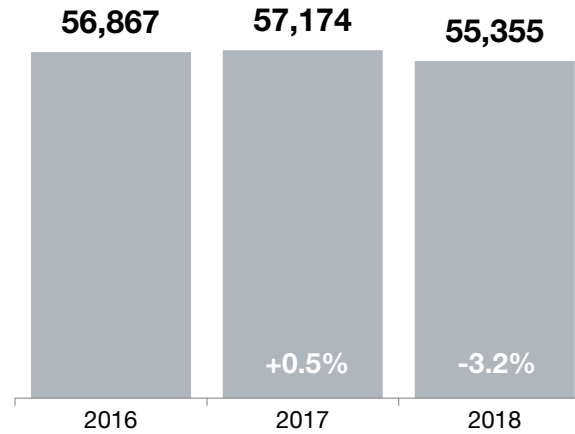
A count of the actual sales that have closed in a given month.



November

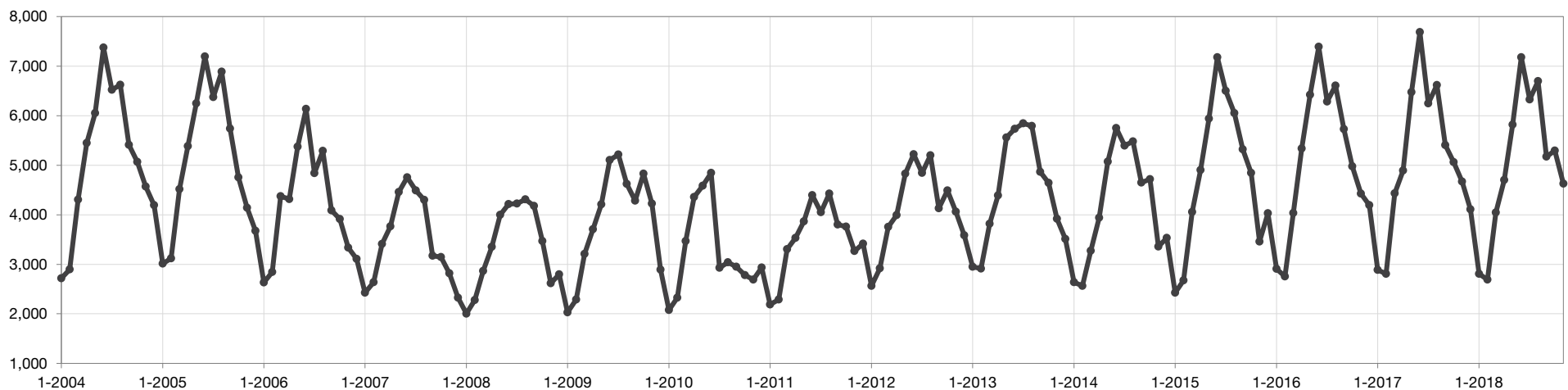


Year To Date



	Closed Sales	Prior Year	Percent Change
December 2017	4,109	4,191	-2.0%
January 2018	2,806	2,885	-2.7%
February 2018	2,689	2,805	-4.1%
March 2018	4,044	4,433	-8.8%
April 2018	4,701	4,891	-3.9%
May 2018	5,818	6,473	-10.1%
June 2018	7,179	7,687	-6.6%
July 2018	6,326	6,246	+1.3%
August 2018	6,694	6,617	+1.2%
September 2018	5,173	5,403	-4.3%
October 2018	5,296	5,063	+4.6%
November 2018	4,629	4,671	-0.9%
12-Month Avg	4,955	5,114	-3.0%

Historical Closed Sales Activity

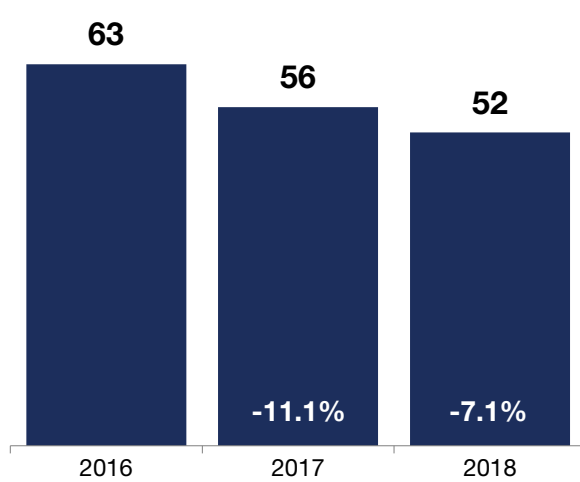


Days on Market Until Sale

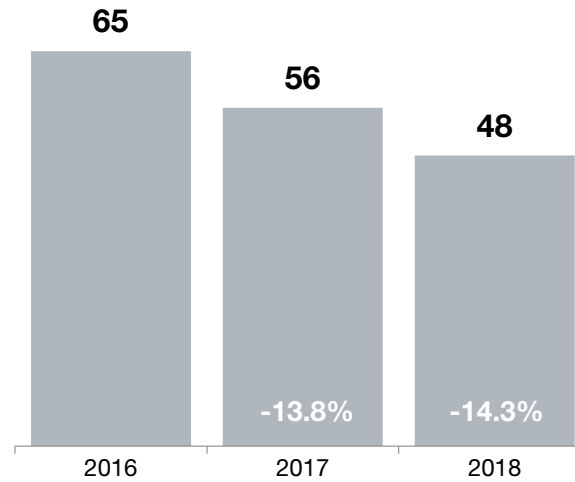
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



November

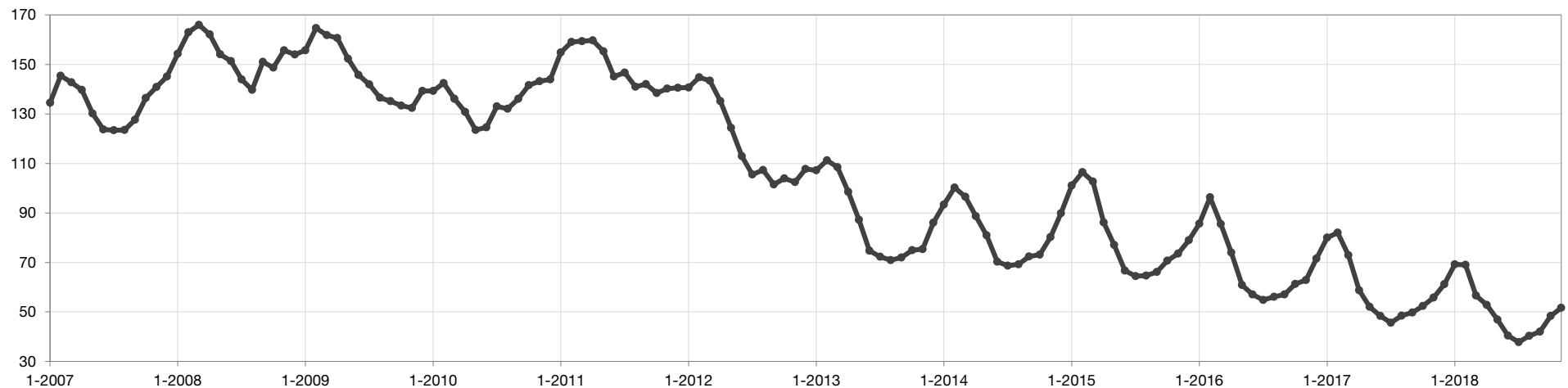


Year To Date



Days on Market		Prior Year	Percent Change
December 2017	61	72	-15.3%
January 2018	69	80	-13.8%
February 2018	69	82	-15.9%
March 2018	57	73	-21.9%
April 2018	53	59	-10.2%
May 2018	47	52	-9.6%
June 2018	40	48	-16.7%
July 2018	38	46	-17.4%
August 2018	40	48	-16.7%
September 2018	42	50	-16.0%
October 2018	48	52	-7.7%
November 2018	52	56	-7.1%
12-Month Avg	49	57	-14.0%

Historical Days on Market Until Sale

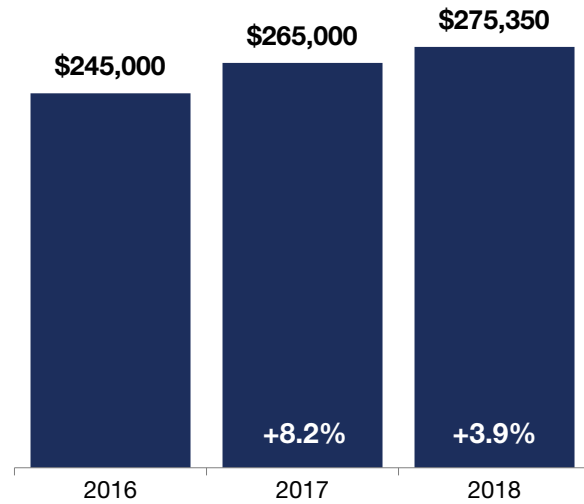


Median Original List Price

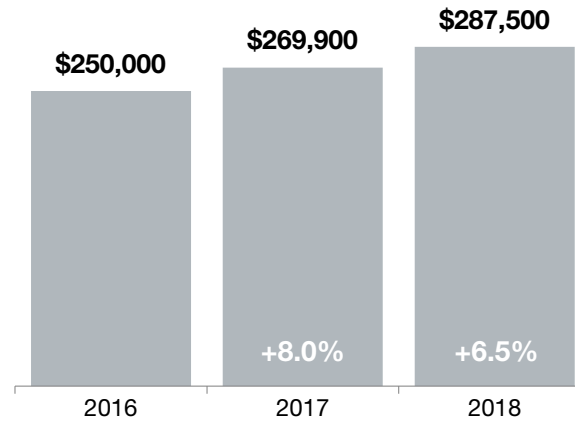
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



November

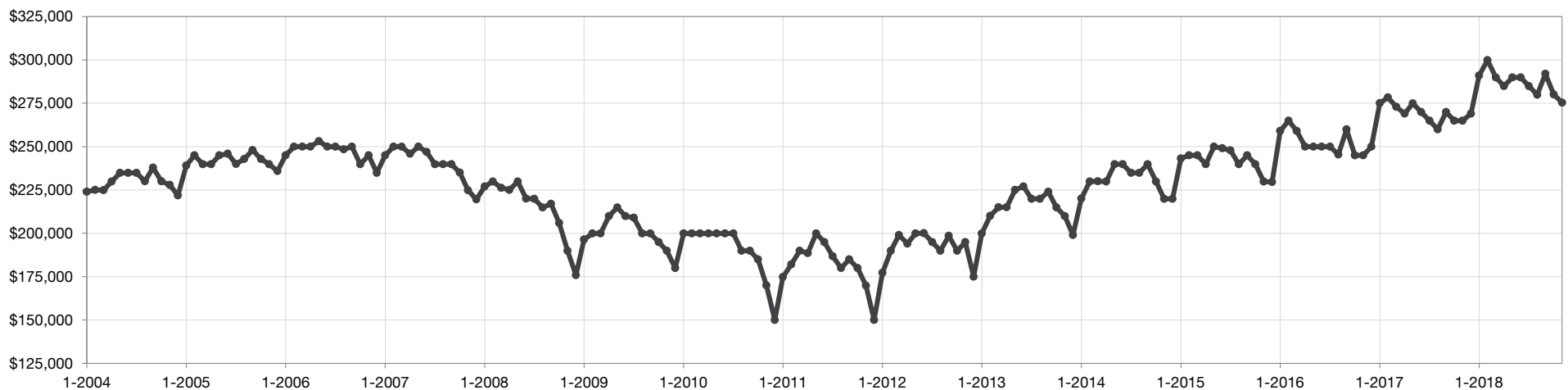


Year To Date



	Median Original List Price	Prior Year	Percent Change
December 2017	\$269,000	\$249,900	+7.6%
January 2018	\$290,955	\$275,000	+5.8%
February 2018	\$299,900	\$278,368	+7.7%
March 2018	\$289,900	\$272,900	+6.2%
April 2018	\$284,900	\$269,000	+5.9%
May 2018	\$289,900	\$274,900	+5.5%
June 2018	\$289,900	\$269,900	+7.4%
July 2018	\$284,900	\$265,000	+7.5%
August 2018	\$279,900	\$260,000	+7.7%
September 2018	\$292,000	\$269,900	+8.2%
October 2018	\$280,000	\$265,000	+5.7%
November 2018	\$275,350	\$265,000	+3.9%
12-Month Med	\$285,000	\$269,900	+5.6%

Historical Median Original List Price

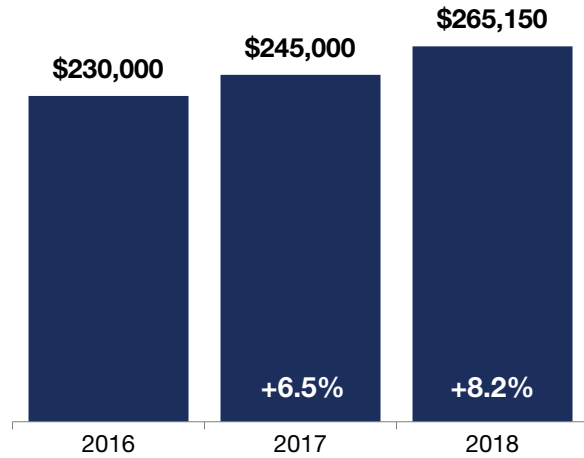


Median Sales Price

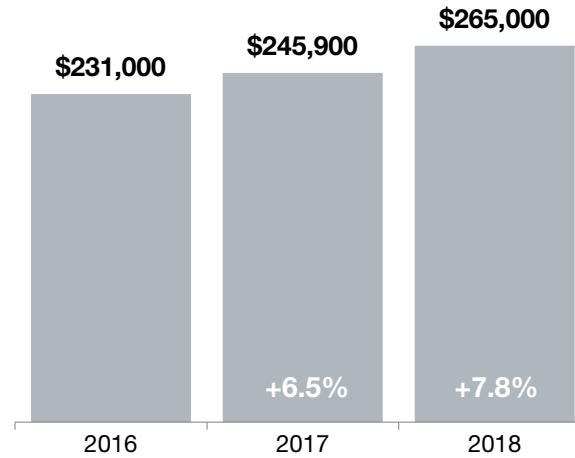
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

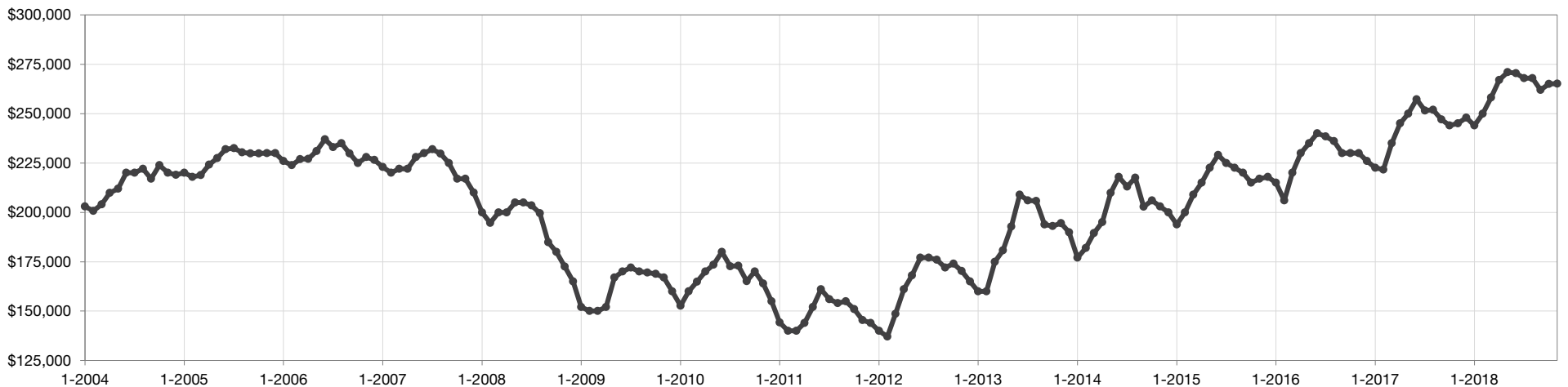


Year To Date



	Median Sales Price	Prior Year	Percent Change
December 2017	\$248,000	\$226,000	+9.7%
January 2018	\$244,000	\$222,500	+9.7%
February 2018	\$250,000	\$221,650	+12.8%
March 2018	\$258,100	\$235,000	+9.8%
April 2018	\$267,000	\$245,000	+9.0%
May 2018	\$271,000	\$250,000	+8.4%
June 2018	\$270,500	\$257,250	+5.2%
July 2018	\$268,000	\$251,500	+6.6%
August 2018	\$268,000	\$252,000	+6.3%
September 2018	\$262,000	\$247,000	+6.1%
October 2018	\$265,000	\$244,000	+8.6%
November 2018	\$265,150	\$245,000	+8.2%
12-Month Med	\$264,100	\$245,000	+7.8%

Historical Median Sales Price



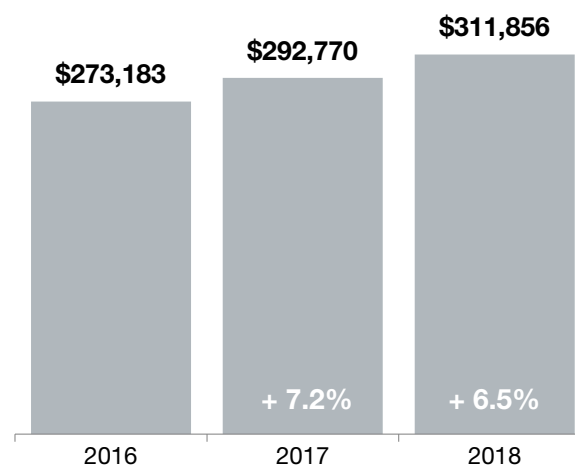
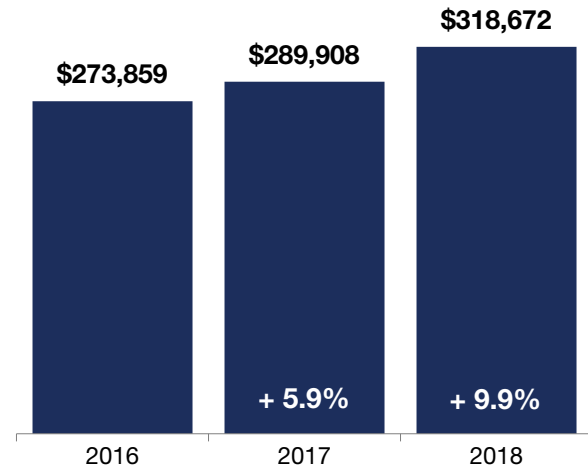
Average Sales Price

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



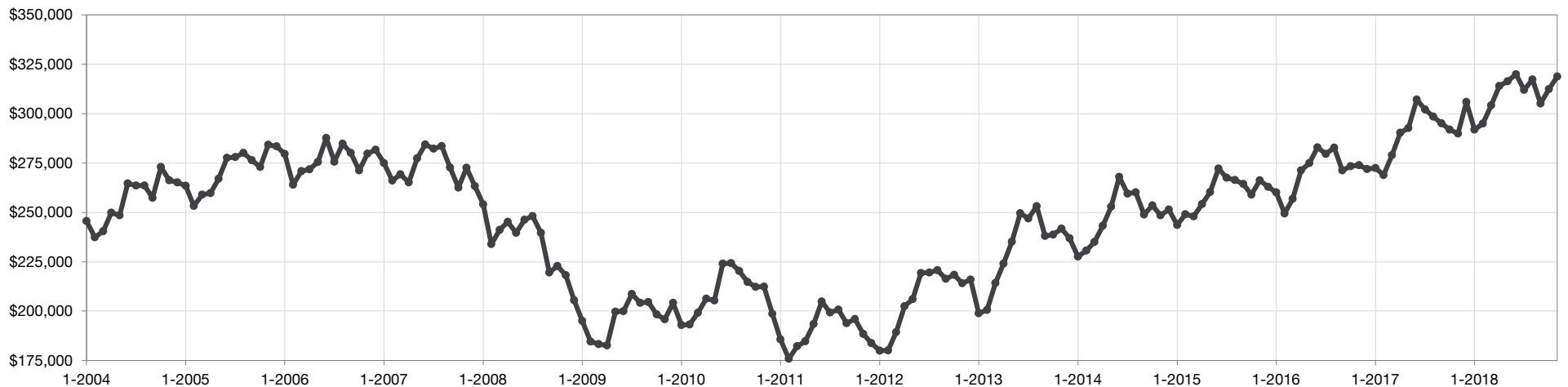
November

Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2017	\$305,959	\$271,951	+12.5%
January 2018	\$291,935	\$272,407	+7.2%
February 2018	\$294,956	\$268,828	+9.7%
March 2018	\$304,239	\$278,980	+9.1%
April 2018	\$313,969	\$290,228	+8.2%
May 2018	\$316,410	\$292,629	+8.1%
June 2018	\$319,988	\$307,033	+4.2%
July 2018	\$312,017	\$302,088	+3.3%
August 2018	\$317,250	\$298,558	+6.3%
September 2018	\$305,166	\$294,991	+3.4%
October 2018	\$312,420	\$291,867	+7.0%
November 2018	\$318,672	\$289,908	+9.9%
12-Month Avg	\$311,449	\$291,346	+6.9%

Historical Average Sales Price



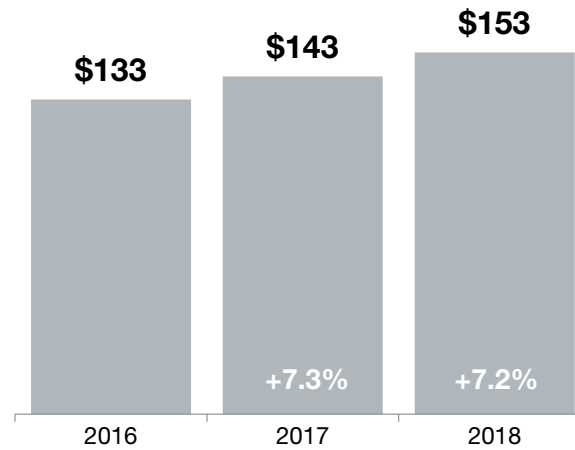
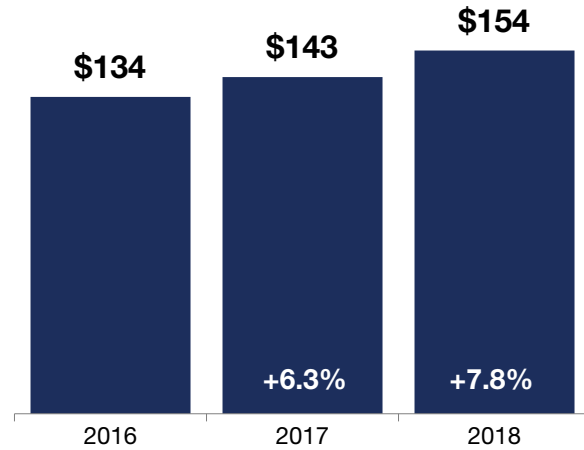
Price Per Square Foot

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



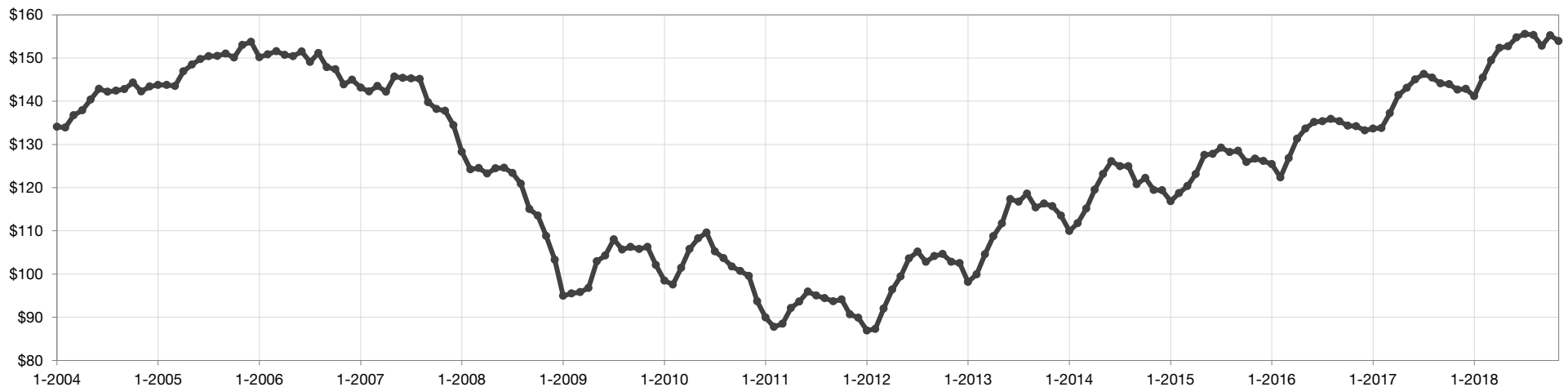
November

Year to Date



	Price Per Square Foot	Prior Year	Percent Change
December 2017	\$143	\$133	+7.2%
January 2018	\$141	\$134	+5.6%
February 2018	\$145	\$134	+8.7%
March 2018	\$149	\$137	+8.9%
April 2018	\$152	\$141	+7.8%
May 2018	\$153	\$143	+6.7%
June 2018	\$155	\$145	+6.8%
July 2018	\$156	\$146	+6.4%
August 2018	\$155	\$145	+6.7%
September 2018	\$153	\$144	+6.0%
October 2018	\$155	\$144	+7.8%
November 2018	\$154	\$143	+7.8%
12-Month Avg	\$152	\$142	+7.1%

Historical Price Per Square Foot

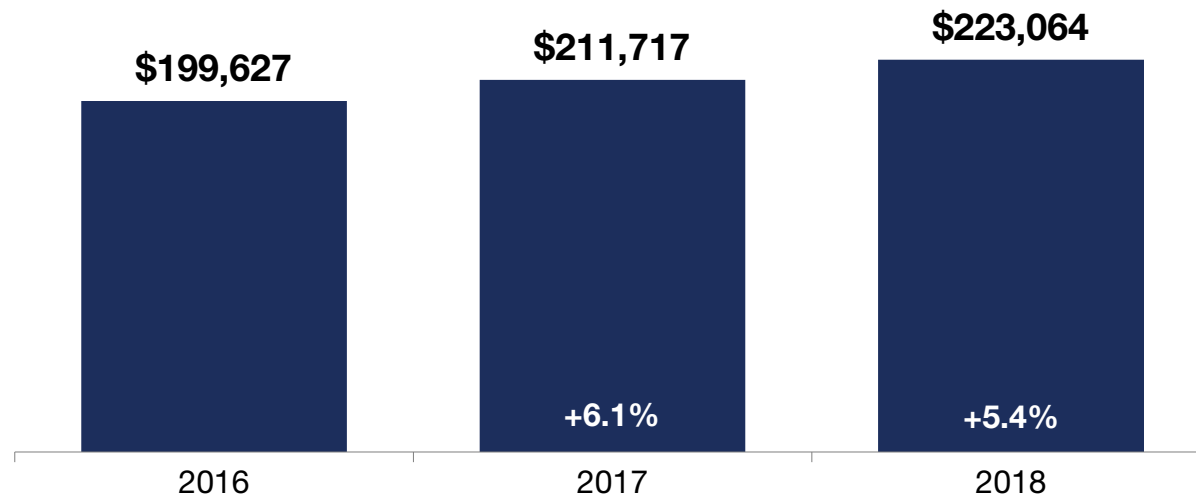


ShowingTime Housing Value Index



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.

November



	Housing Value Index	Prior Year	Percent Change
December 2017	\$213,035	\$202,098	+5.4%
January 2018	\$217,915	\$206,741	+5.4%
February 2018	\$223,940	\$207,906	+7.7%
March 2018	\$227,055	\$209,621	+8.3%
April 2018	\$225,762	\$212,224	+6.4%
May 2018	\$223,336	\$211,188	+5.8%
June 2018	\$224,086	\$210,517	+6.4%
July 2018	\$224,895	\$212,260	+6.0%
August 2018	\$223,600	\$211,652	+5.6%
September 2018	\$222,504	\$211,317	+5.3%
October 2018	\$225,864	\$210,380	+7.4%
November 2018	\$223,064	\$211,717	+5.4%
12-Month Avg	\$222,921	\$209,802	+6.3%

Historical ShowingTime Housing Value Index



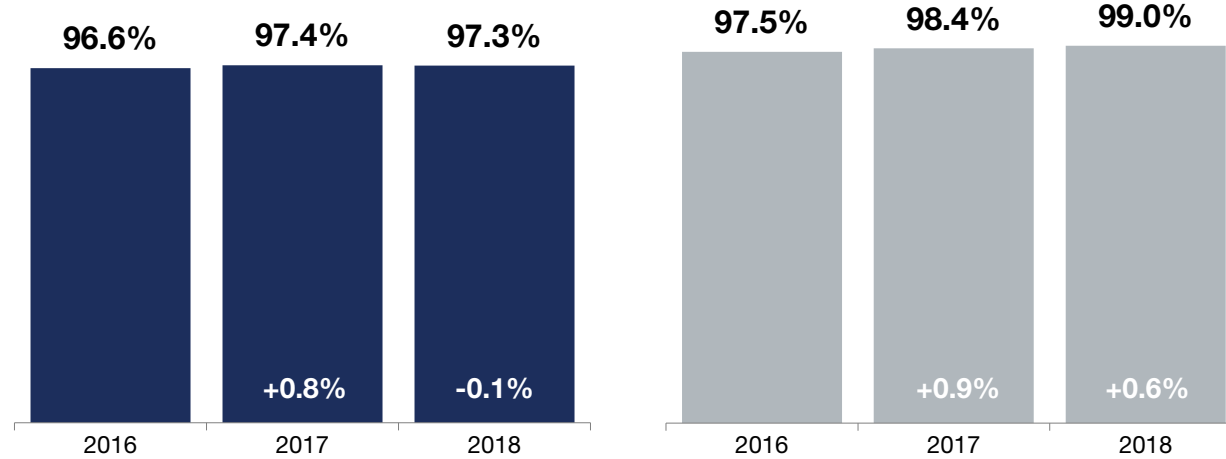
Percent of Original List Price Received



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.

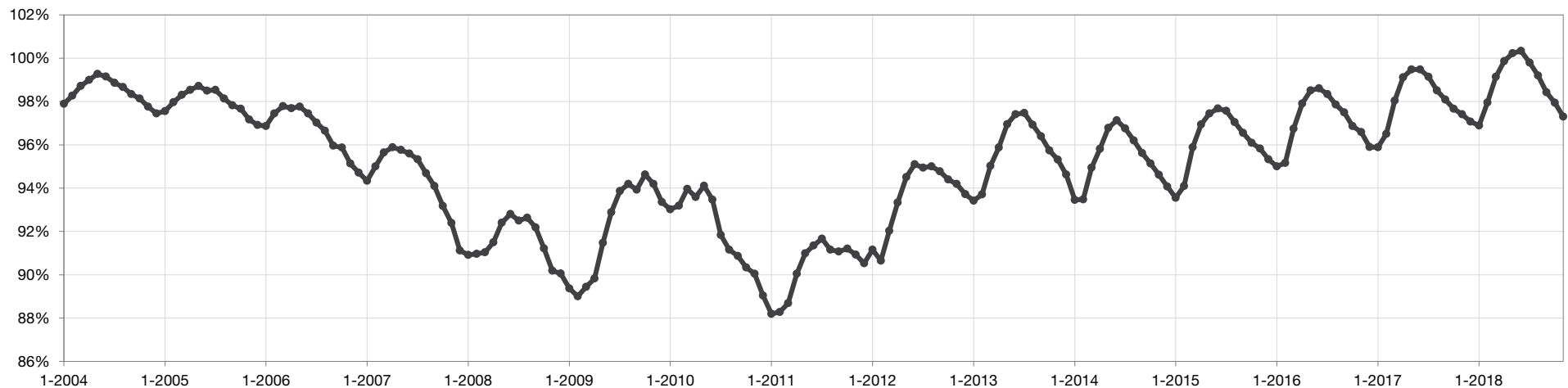
November

Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
December 2017	97.1%	95.9%	+1.3%
January 2018	96.9%	95.9%	+1.0%
February 2018	98.0%	96.5%	+1.6%
March 2018	99.1%	98.0%	+1.1%
April 2018	99.9%	99.1%	+0.8%
May 2018	100.2%	99.5%	+0.7%
June 2018	100.3%	99.5%	+0.8%
July 2018	99.8%	99.1%	+0.7%
August 2018	99.2%	98.5%	+0.7%
September 2018	98.4%	98.1%	+0.3%
October 2018	97.9%	97.7%	+0.2%
November 2018	97.3%	97.4%	-0.1%
12-Month Avg	98.9%	98.2%	+0.7%

Historical Percent of Original List Price Received



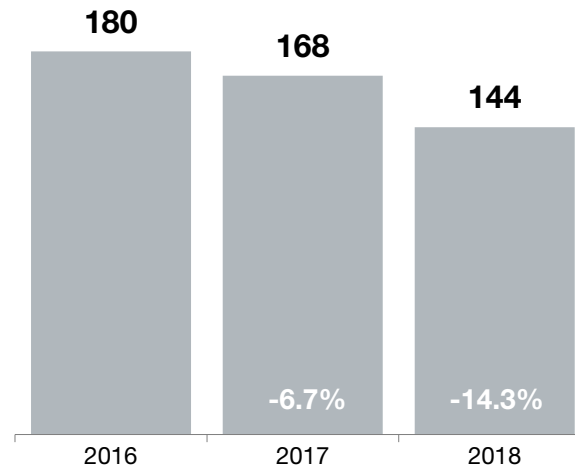
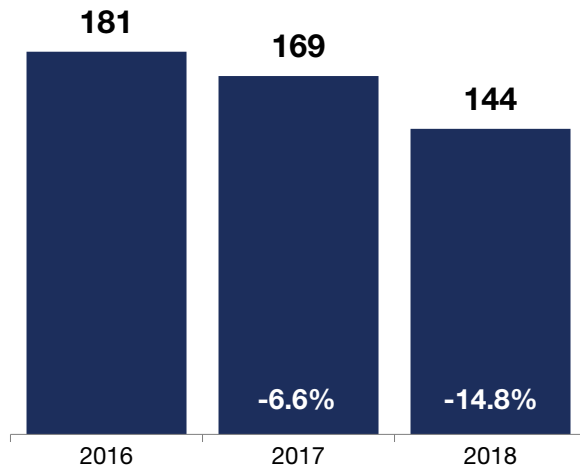
Housing Affordability Index



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.

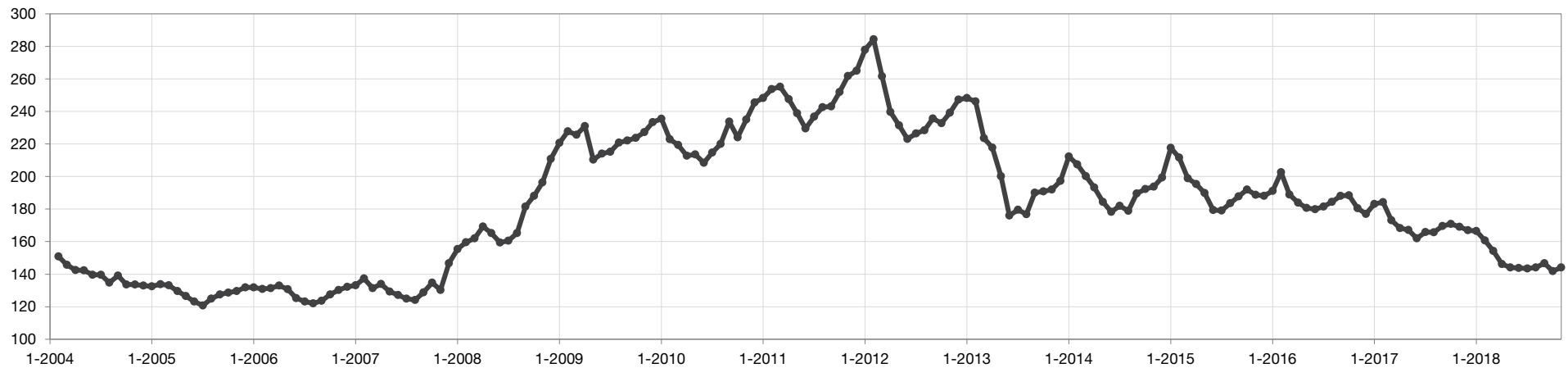
November

Year to Date



	Housing Affordability Index	Prior Year	Percent Change
December 2017	167	177	-5.6%
January 2018	167	183	-8.7%
February 2018	161	184	-12.5%
March 2018	154	173	-11.0%
April 2018	146	168	-13.1%
May 2018	144	167	-13.8%
June 2018	144	162	-11.1%
July 2018	143	166	-13.9%
August 2018	144	166	-13.3%
September 2018	147	170	-13.5%
October 2018	142	171	-17.0%
November 2018	144	169	-14.8%
12-Month Avg	150	171	-12.3%

Historical Housing Affordability Index

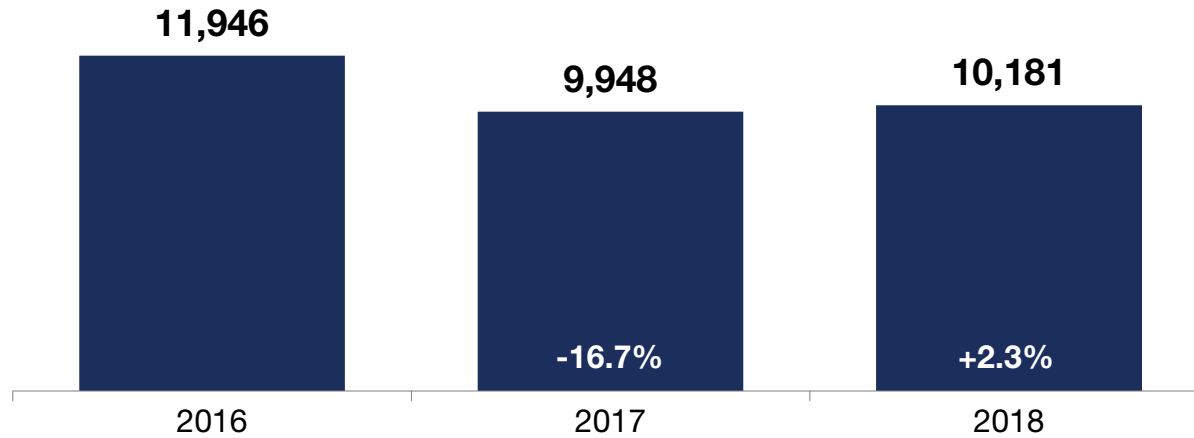


Inventory of Homes for Sale

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

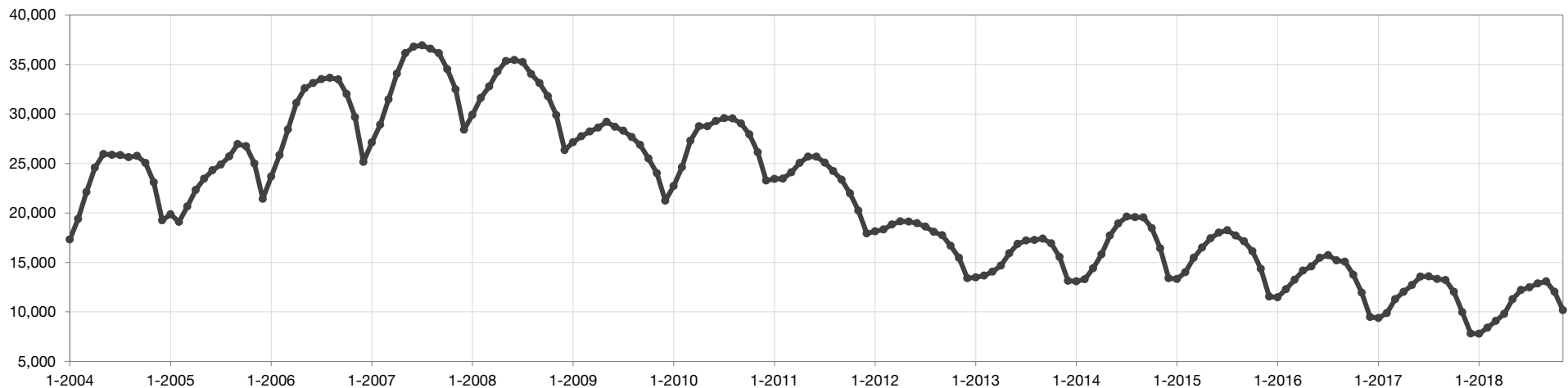


November



Homes for Sale		Prior Year	Percent Change
December 2017	7,820	9,483	-17.5%
January 2018	7,789	9,389	-17.0%
February 2018	8,398	9,886	-15.1%
March 2018	9,099	11,273	-19.3%
April 2018	9,808	12,017	-18.4%
May 2018	11,276	12,707	-11.3%
June 2018	12,211	13,568	-10.0%
July 2018	12,485	13,589	-8.1%
August 2018	12,874	13,332	-3.4%
September 2018	13,089	13,204	-0.9%
October 2018	12,029	12,031	-0.0%
November 2018	10,181	9,948	+2.3%
12-Month Avg	10,588	11,702	-9.9%

Historical Inventory of Homes for Sale

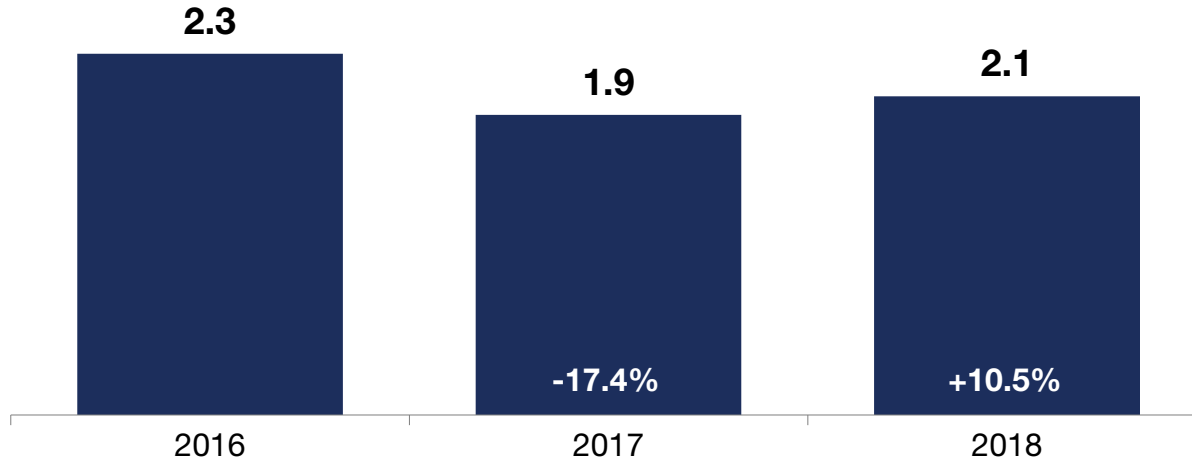


Months Supply of Homes for Sale

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.

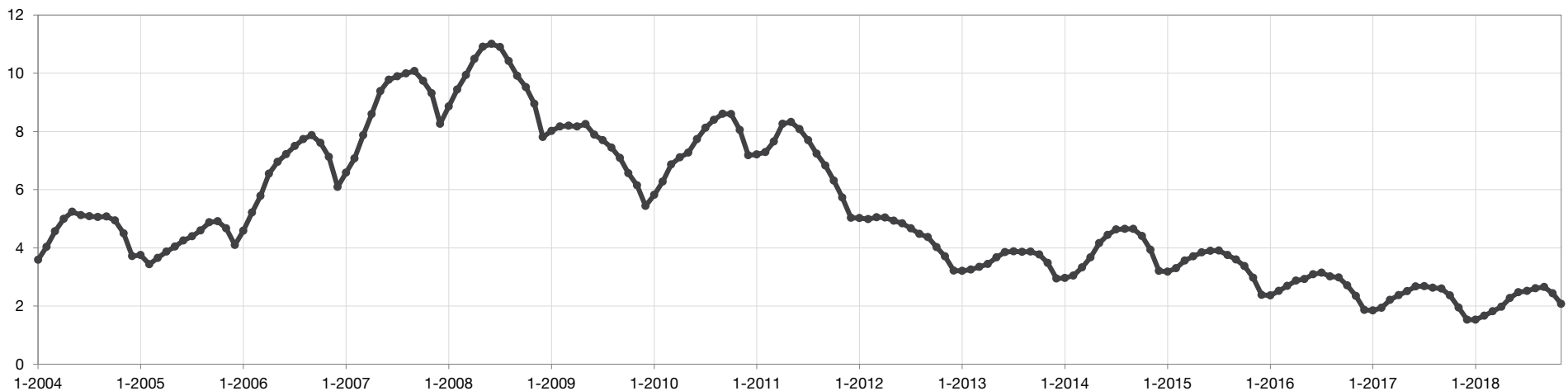


November



Months Supply		Prior Year	Percent Change
December 2017	1.5	1.9	-21.1%
January 2018	1.5	1.8	-16.7%
February 2018	1.7	1.9	-10.5%
March 2018	1.8	2.2	-18.2%
April 2018	2.0	2.4	-16.7%
May 2018	2.3	2.5	-8.0%
June 2018	2.5	2.7	-7.4%
July 2018	2.5	2.7	-7.4%
August 2018	2.6	2.6	0.0%
September 2018	2.6	2.6	0.0%
October 2018	2.4	2.4	0.0%
November 2018	2.1	1.9	+10.5%
12-Month Avg	2.1	2.3	-8.7%

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

