

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



July 2023

Affordability constraints have continued to limit homebuying activity this summer, with existing-home sales falling 3.3% month-over-month nationwide as of last measure, according to the National Association of REALTORS® (NAR). Mortgage rates have approached 7% in recent months, leading many prospective buyers to put their home purchase plans temporarily on hold. But higher rates have also kept many existing homeowners from listing their homes for fear of giving up the low-rate mortgages they locked in a few years ago, when rates were significantly lower.

New Listings in the Twin Cities region decreased 16.0 percent to 5,823. Pending Sales were down 9.5 percent to 4,408. Inventory levels fell 16.1 percent to 7,842 units.

Prices were even with last year. The Median Sales Price held steady at \$375,000. Days on Market was up 31.8 percent to 29 days. Buyers felt empowered as Months Supply of Homes for Sale was up 10.5 percent to 2.1 months.

Despite a drop in existing-home sales, home prices have remained near record highs, with a national median sales price of \$410,200 as of last measure, 0.9% below the all-time high of \$413,800 recorded in June 2022, according to NAR. With only 3.1 months' supply heading into July, the lack of inventory has boosted competition among buyers and put upward pressure on sales prices, especially in more affordable markets, where competition for homes remains particularly strong.

Quick Facts

- 21.4% **0.0%** **- 16.1%**

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.



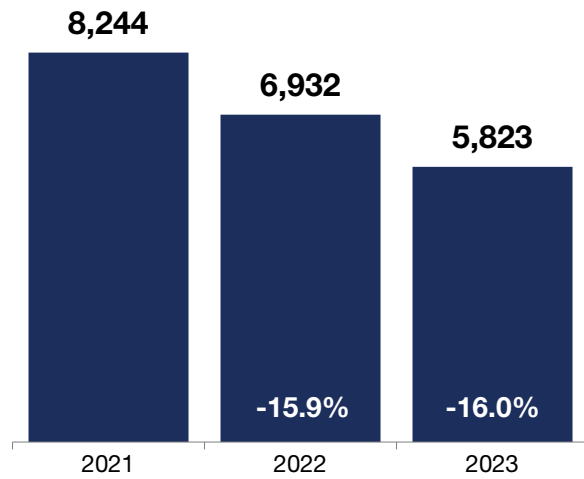
| Key Metrics | Historical Sparklines (normalized) | 7-2022 | 7-2023 | + / - | YTD 2022 | YTD 2023 | + / - |
|--|------------------------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 6,932 | 5,823 | - 16.0% | 44,893 | 36,435 | - 18.8% |
| Pending Sales | | 4,872 | 4,408 | - 9.5% | 34,440 | 27,558 | - 20.0% |
| Closed Sales | | 5,578 | 4,387 | - 21.4% | 32,442 | 24,911 | - 23.2% |
| Days on Market Until Sale | | 22 | 29 | + 31.8% | 28 | 42 | + 50.0% |
| Median List Price | | \$385,000 | \$399,900 | + 3.9% | \$380,000 | \$399,900 | + 5.2% |
| Median Sales Price | | \$375,000 | \$375,000 | 0.0% | \$365,000 | \$366,000 | + 0.3% |
| Price Per Square Foot | | \$205 | \$212 | + 3.5% | \$205 | \$206 | + 0.5% |
| ShowingTime Housing Value Index | | \$267,570 | \$278,568 | + 4.1% | -- | -- | -- |
| Pct. of Orig. List Price Received | | 101.5% | 100.8% | - 0.7% | 102.6% | 99.8% | - 2.7% |
| Inventory of Homes for Sale | | 9,347 | 7,842 | - 16.1% | -- | -- | -- |
| Months Supply of Homes for Sale | | 1.9 | 2.1 | + 10.5% | -- | -- | -- |

New Listings

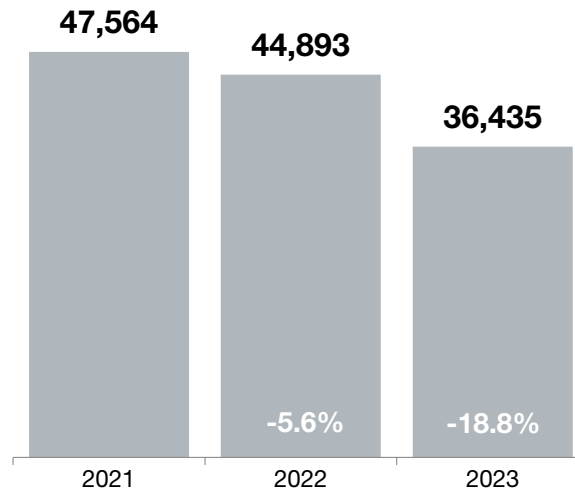
A count of the properties that have been newly listed on the market in a given month.



July

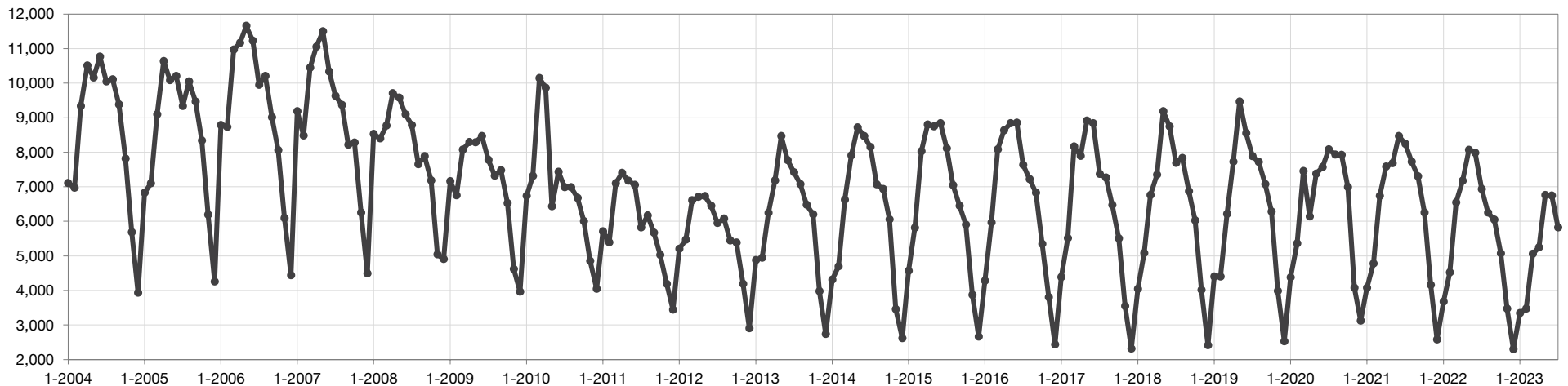


Year To Date



| | New Listings | Prior Year | Percent Change |
|------------------|--------------|--------------|----------------|
| August 2022 | 6,251 | 7,726 | -19.1% |
| 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 | 5,057 | 6,546 | -22.7% |
| April 2023 | 5,249 | 7,171 | -26.8% |
| May 2023 | 6,757 | 8,068 | -16.2% |
| June 2023 | 6,743 | 7,981 | -15.5% |
| July 2023 | 5,823 | 6,932 | -16.0% |
| 12-Month Avg | 4,965 | 6,076 | -18.3% |

Historical New Listing Activity



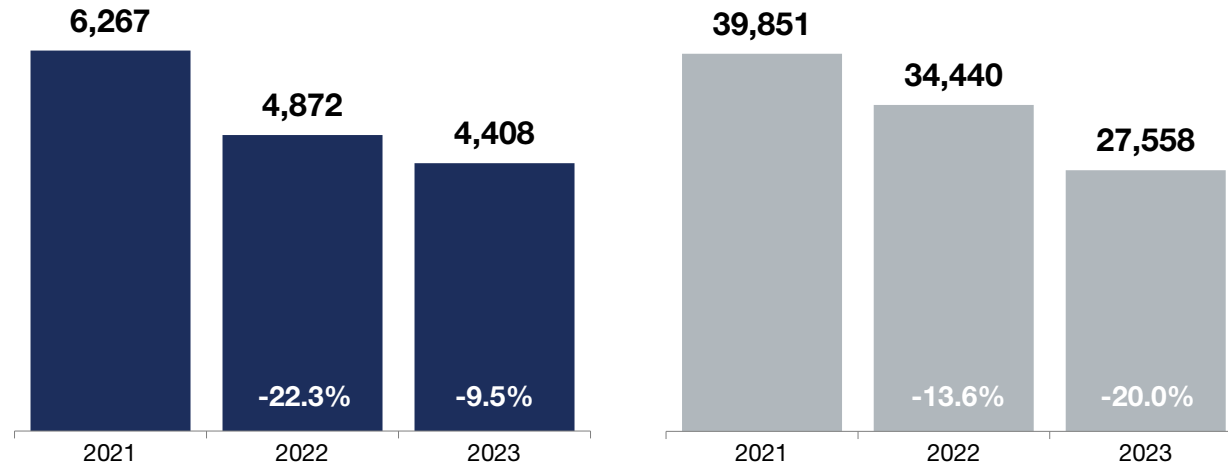
Pending Sales

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



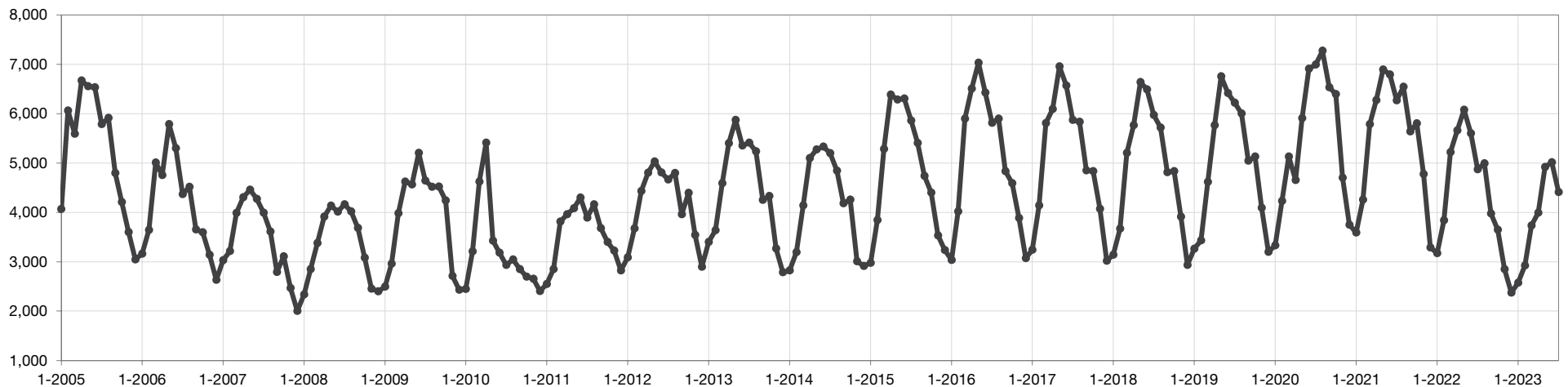
July

Year To Date



| | Pending Sales | Prior Year | Percent Change |
|------------------|---------------|--------------|----------------|
| August 2022 | 4,991 | 6,541 | -23.7% |
| 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 | 2,575 | 3,172 | -18.8% |
| February 2023 | 2,922 | 3,841 | -23.9% |
| March 2023 | 3,734 | 5,222 | -28.5% |
| April 2023 | 3,991 | 5,657 | -29.5% |
| May 2023 | 4,916 | 6,075 | -19.1% |
| June 2023 | 5,012 | 5,601 | -10.5% |
| July 2023 | 4,408 | 4,872 | -9.5% |
| 12-Month Avg | 3,783 | 5,040 | -25.0% |

Historical Pending Sales Activity



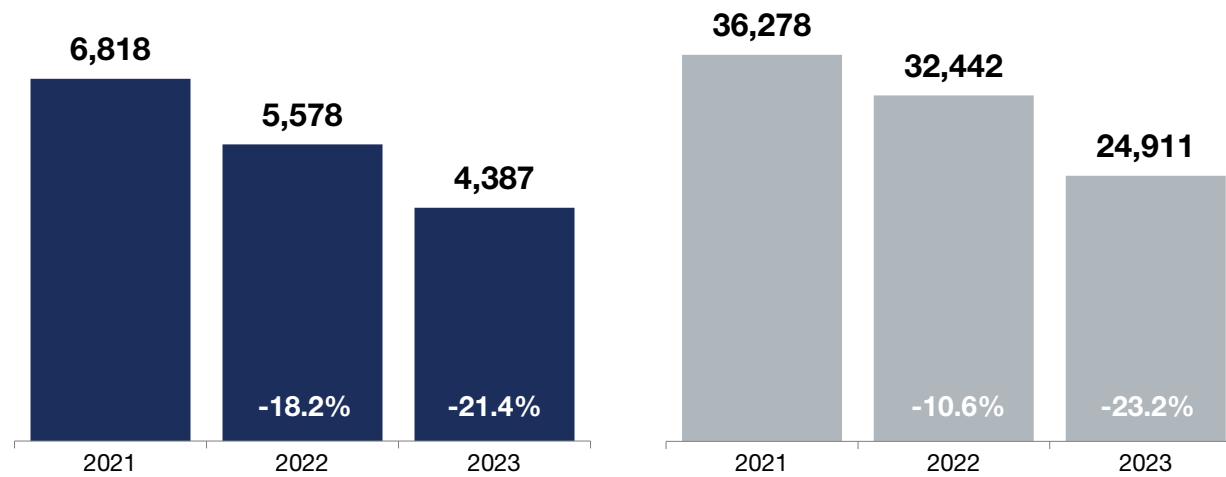
Closed Sales

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



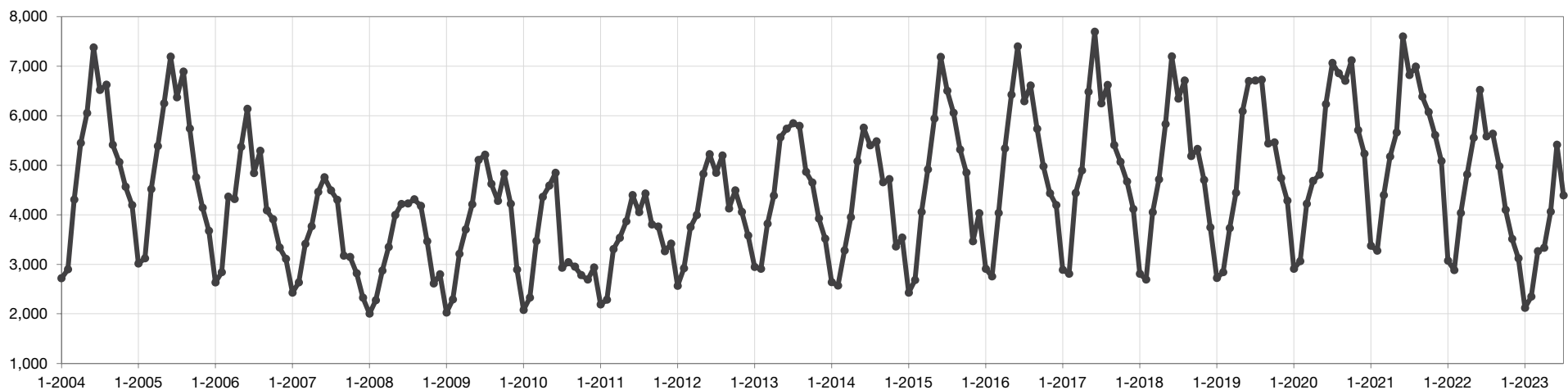
July

Year To Date



| Closed Sales | | Prior Year | Percent Change |
|------------------|--------------|--------------|----------------|
| August 2022 | 5,634 | 6,988 | -19.4% |
| 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 | 3,333 | 4,811 | -30.7% |
| May 2023 | 4,061 | 5,553 | -26.9% |
| June 2023 | 5,408 | 6,516 | -17.0% |
| July 2023 | 4,387 | 5,578 | -21.4% |
| 12-Month Avg | 3,855 | 5,214 | -26.2% |

Historical Closed Sales Activity

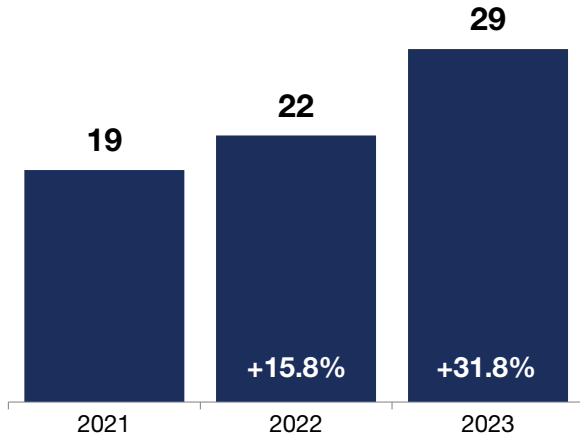


Days on Market Until Sale

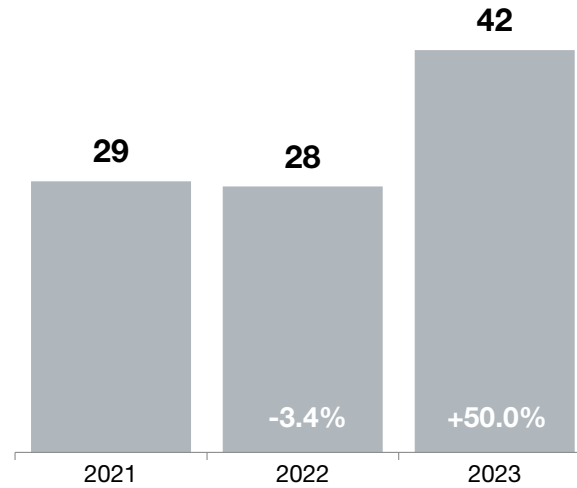
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



July

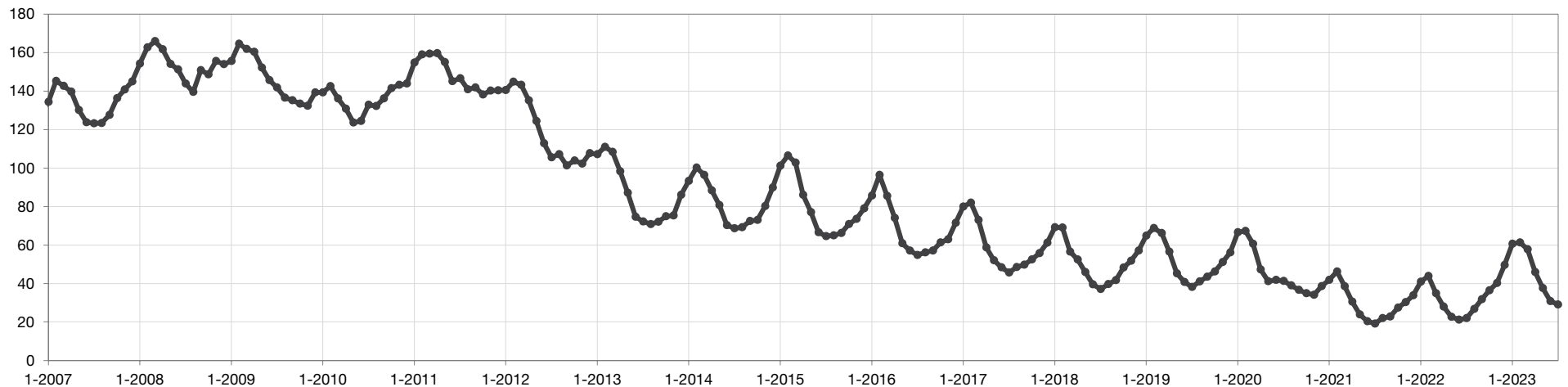


Year To Date



| Days on Market | | Prior Year | Percent Change |
|------------------|-----------|------------|----------------|
| August 2022 | 27 | 22 | +22.7% |
| 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% |
| 12-Month Avg | 39 | 27 | +44.4% |

Historical Days on Market Until Sale

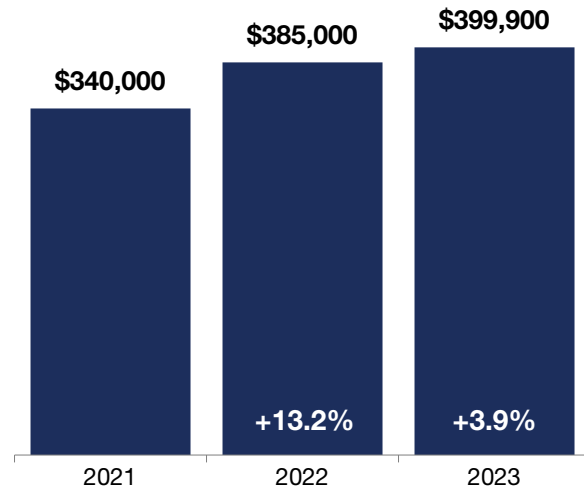


Median Original List Price

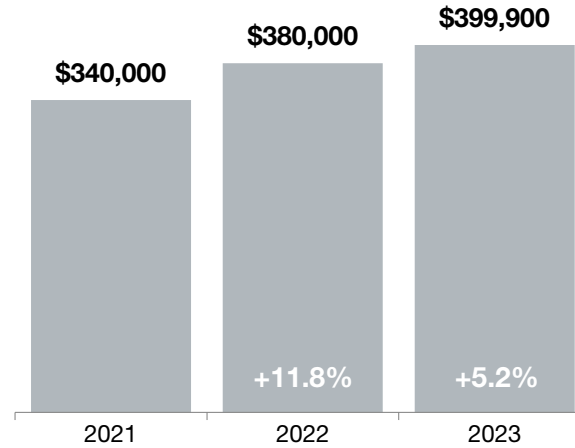
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



July



Year To Date



| | Median Original List Price | Prior Year | Percent Change |
|------------------|----------------------------|------------------|----------------|
| August 2022 | \$375,000 | \$339,900 | +10.3% |
| 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 | \$394,995 | \$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% |
| 12-Month Med | \$390,000 | \$365,000 | +6.8% |

Historical Median Original List Price

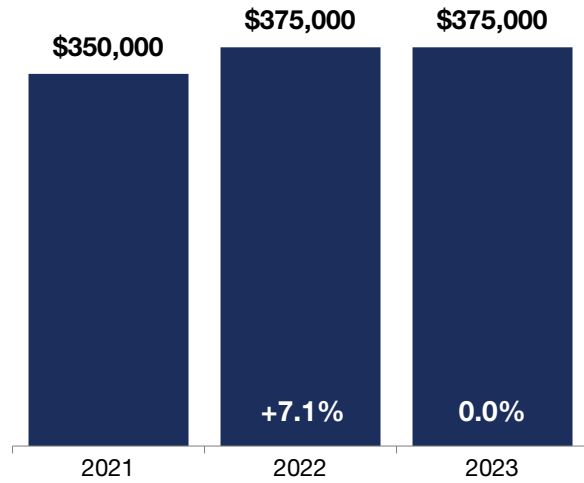


Median Sales Price

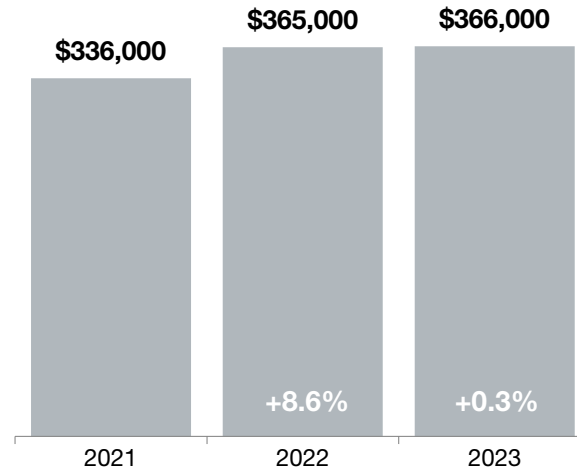
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July



Year To Date



| | Median Sales Price | Prior Year | Percent Change |
|------------------|--------------------|------------------|----------------|
| August 2022 | \$369,900 | \$350,000 | +5.7% |
| 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 | \$382,000 | \$380,000 | +0.5% |
| July 2023 | \$375,000 | \$375,000 | 0.0% |
| 12-Month Med | \$364,800 | \$352,267 | +3.6% |

Historical Median Sales Price



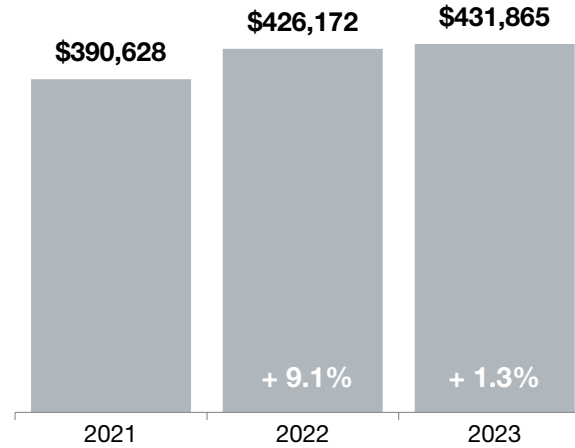
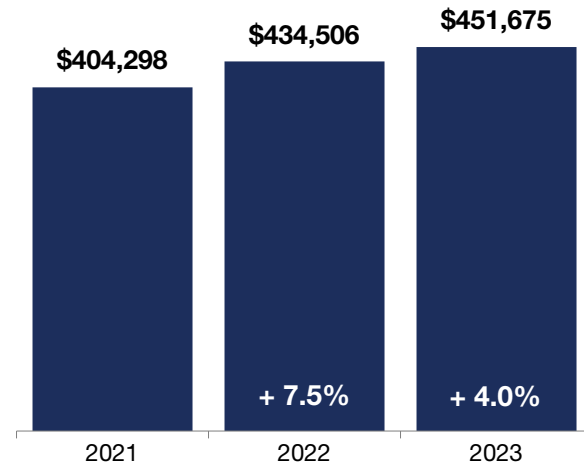
Average Sales Price

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



July

Year to Date



| | Average Sales Price | Prior Year | Percent Change |
|------------------|---------------------|------------------|----------------|
| August 2022 | \$430,127 | \$410,147 | +4.9% |
| 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 | \$428,328 | \$430,811 | -0.6% |
| May 2023 | \$432,803 | \$435,719 | -0.7% |
| June 2023 | \$447,321 | \$448,305 | -0.2% |
| July 2023 | \$451,675 | \$434,506 | +4.0% |
| 12-Month Avg | \$427,666 | \$411,968 | +3.8% |

Historical Average Sales Price



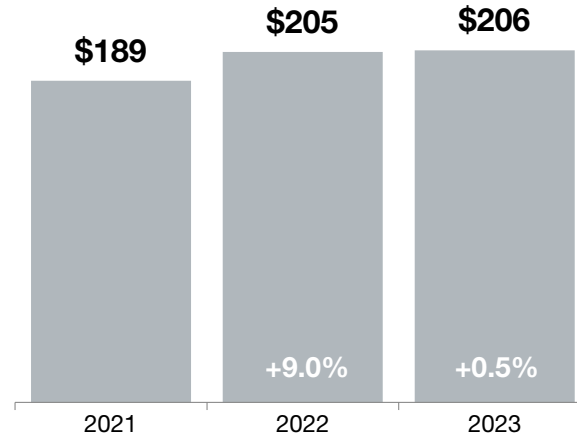
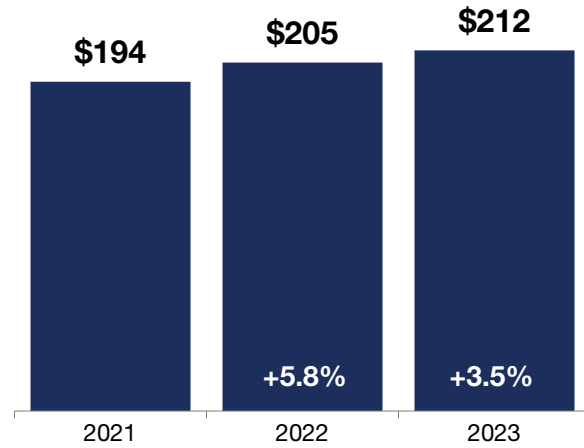
Price Per Square Foot

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



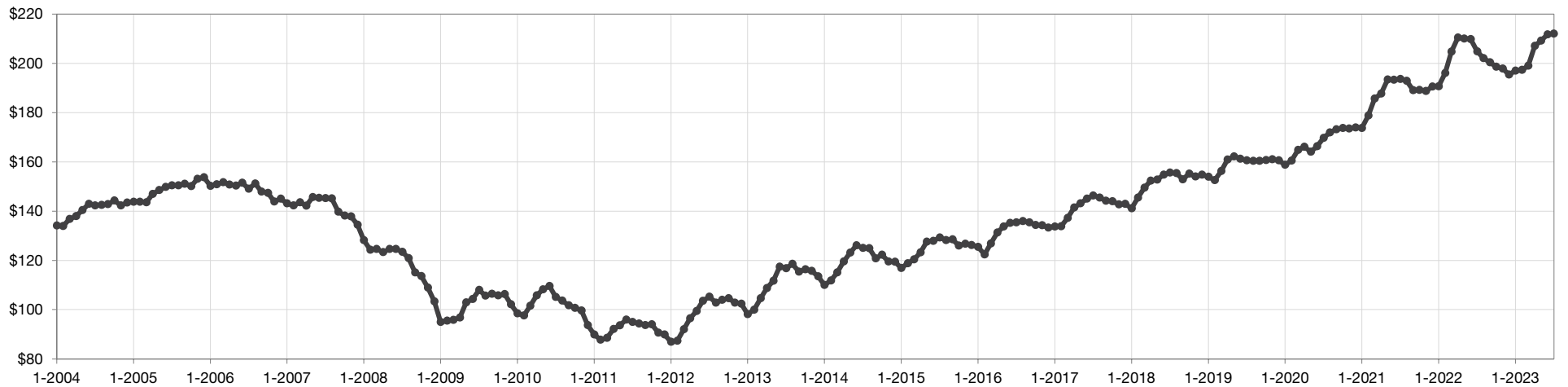
July

Year to Date



| | Price Per Square Foot | Prior Year | Percent Change |
|------------------|-----------------------|--------------|----------------|
| August 2022 | \$202 | \$193 | +4.8% |
| 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 | -2.7% |
| April 2023 | \$207 | \$210 | -1.6% |
| May 2023 | \$209 | \$210 | -0.4% |
| June 2023 | \$212 | \$210 | +0.9% |
| July 2023 | \$212 | \$205 | +3.5% |
| 12-Month Avg | \$203 | \$198 | +2.6% |

Historical Price Per Square Foot

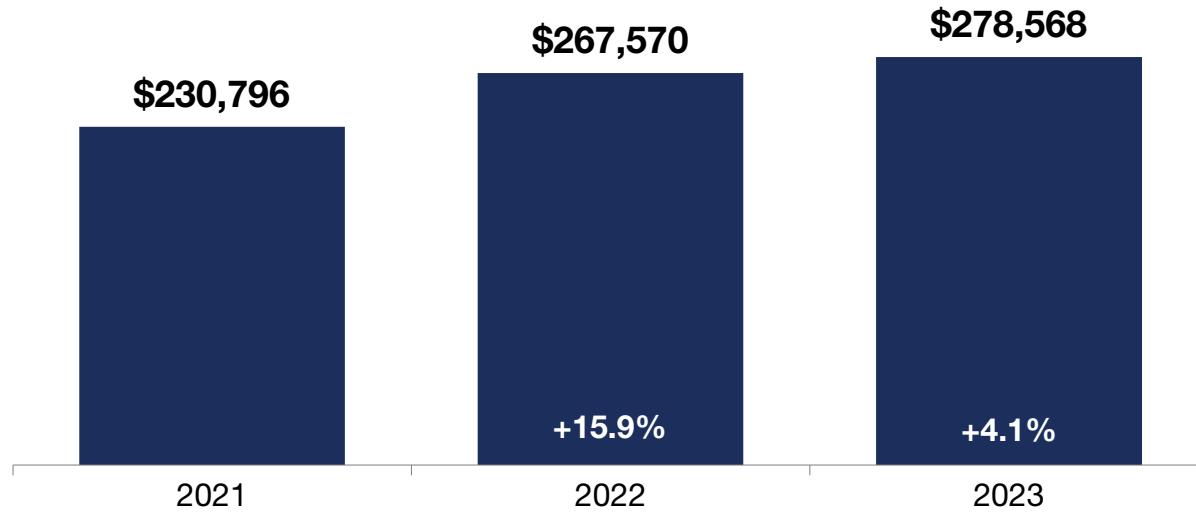


ShowingTime Housing Value Index



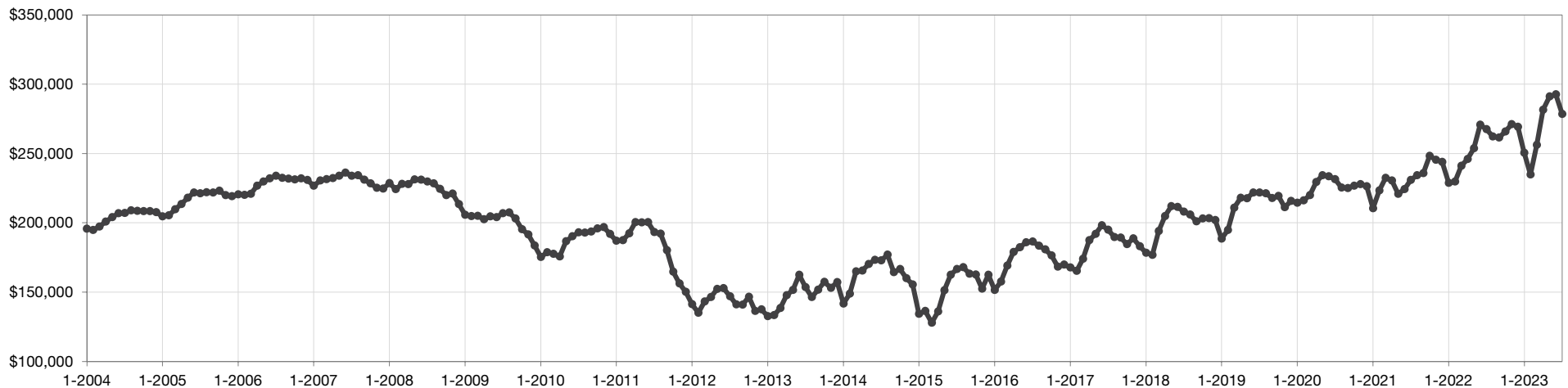
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

July



| | Housing Value Index | Prior Year | Percent Change |
|------------------|---------------------|------------------|----------------|
| August 2022 | \$262,274 | \$234,291 | +11.9% |
| September 2022 | \$261,447 | \$235,799 | +10.9% |
| October 2022 | \$265,929 | \$248,274 | +7.1% |
| November 2022 | \$271,130 | \$245,376 | +10.5% |
| December 2022 | \$269,296 | \$243,995 | +10.4% |
| January 2023 | \$250,525 | \$228,773 | +9.5% |
| February 2023 | \$234,823 | \$229,774 | +2.2% |
| March 2023 | \$256,121 | \$241,095 | +6.2% |
| April 2023 | \$281,537 | \$245,943 | +14.5% |
| May 2023 | \$291,230 | \$253,672 | +14.8% |
| June 2023 | \$292,655 | \$270,844 | +8.1% |
| July 2023 | \$278,568 | \$267,570 | +4.1% |
| 12-Month Avg | \$267,961 | \$245,451 | +9.2% |

Historical ShowingTime Housing Value Index



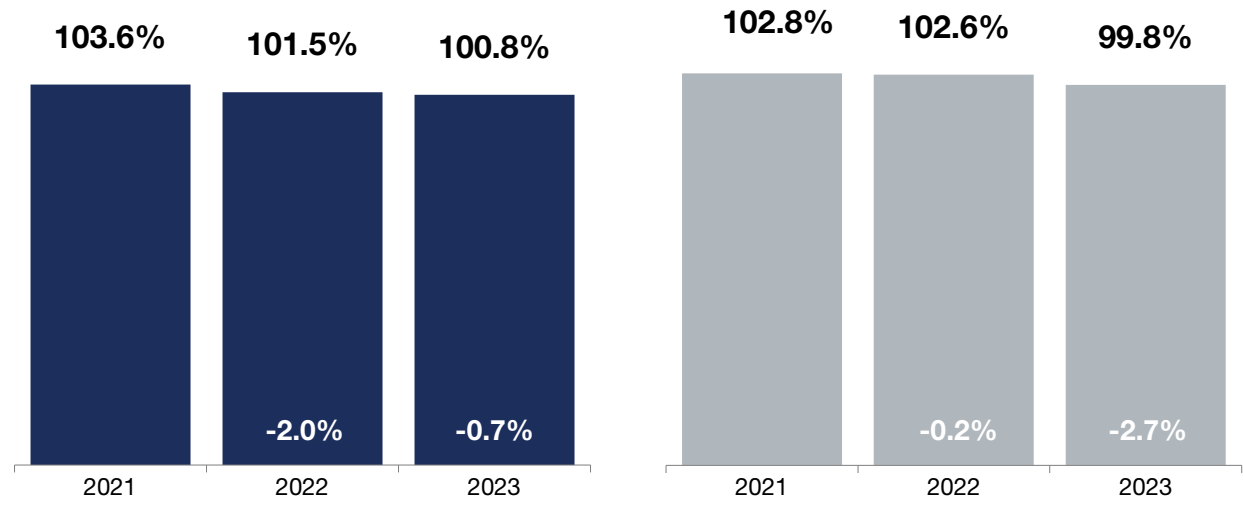
Percent of Original List Price Received



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.

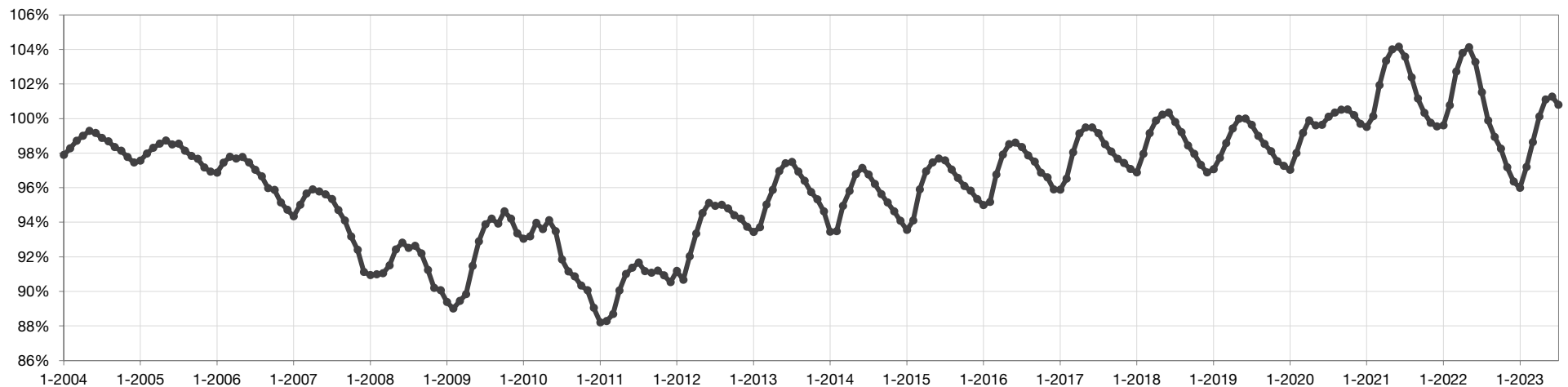
July

Year to Date



| | Pct. Of Orig. List Price Rec'd | Prior Year | Percent Change |
|------------------|--------------------------------|---------------|----------------|
| August 2022 | 99.9% | 102.4% | -2.4% |
| September 2022 | 98.9% | 101.2% | -2.3% |
| October 2022 | 98.2% | 100.3% | -2.1% |
| November 2022 | 97.2% | 99.8% | -2.6% |
| December 2022 | 96.3% | 99.5% | -3.2% |
| January 2023 | 96.0% | 99.6% | -3.6% |
| February 2023 | 97.2% | 100.8% | -3.6% |
| March 2023 | 98.6% | 102.7% | -4.0% |
| April 2023 | 100.1% | 103.8% | -3.6% |
| May 2023 | 101.1% | 104.1% | -2.9% |
| June 2023 | 101.3% | 103.3% | -1.9% |
| July 2023 | 100.8% | 101.5% | -0.7% |
| 12-Month Avg | 99.2% | 101.7% | -2.5% |

Historical Percent of Original List Price Received



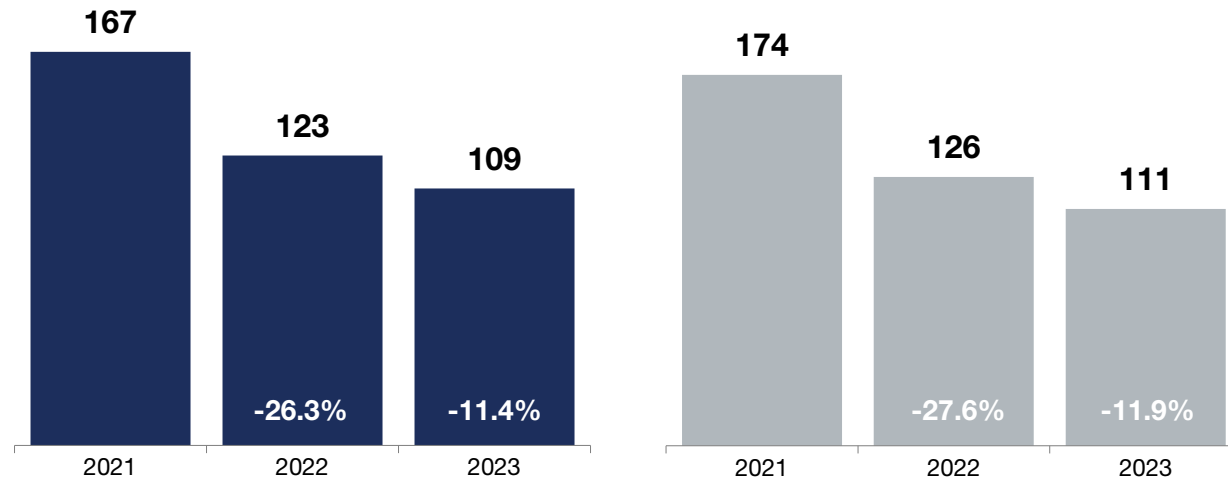
Housing Affordability Index



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.

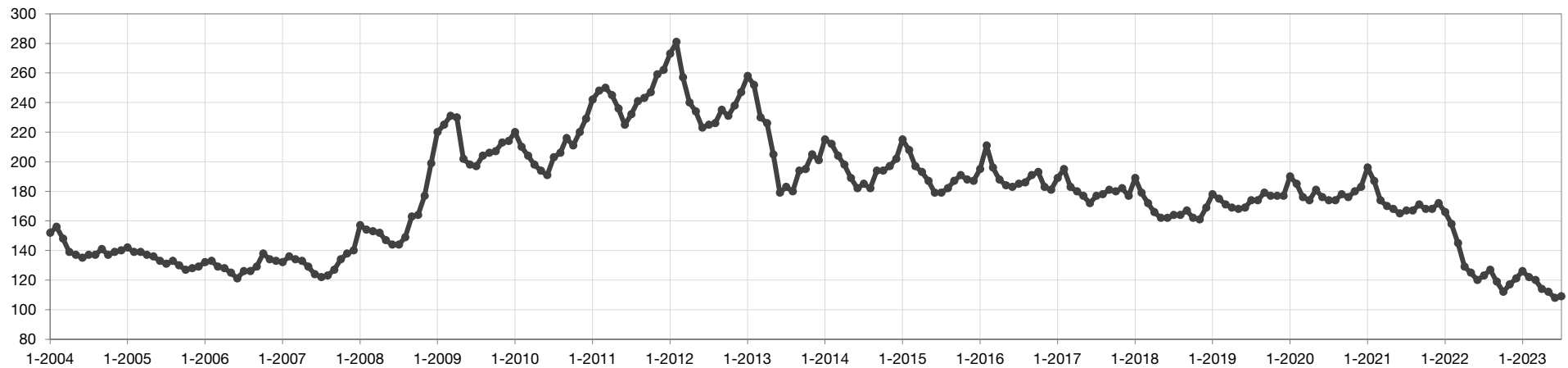
July

Year to Date



| | Housing Affordability Index | Prior Year | Percent Change |
|------------------|-----------------------------|------------|----------------|
| August 2022 | 127 | 167 | -24.0% |
| 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% |
| 12-Month Avg | 117 | 151 | -22.5% |

Historical Housing Affordability Index

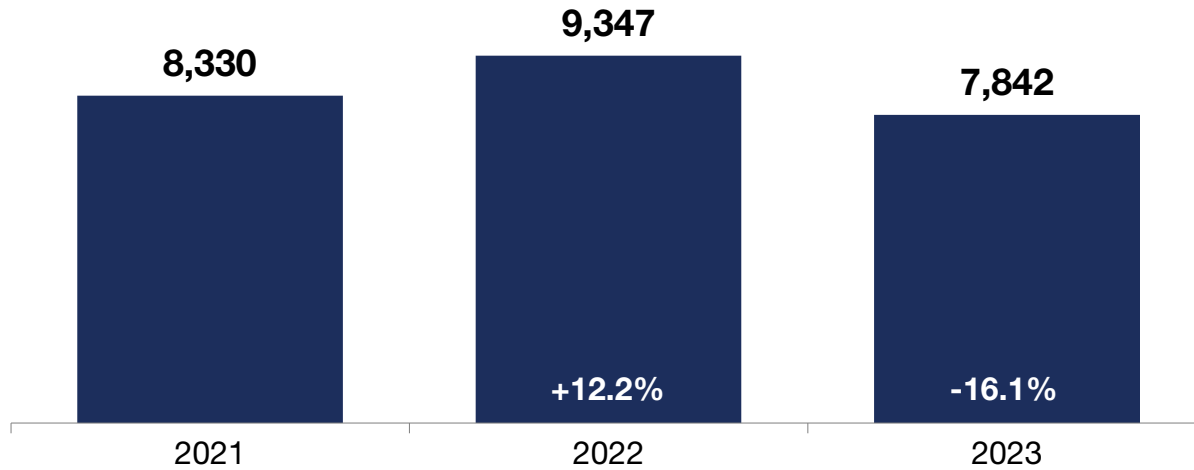


Inventory of Homes for Sale

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

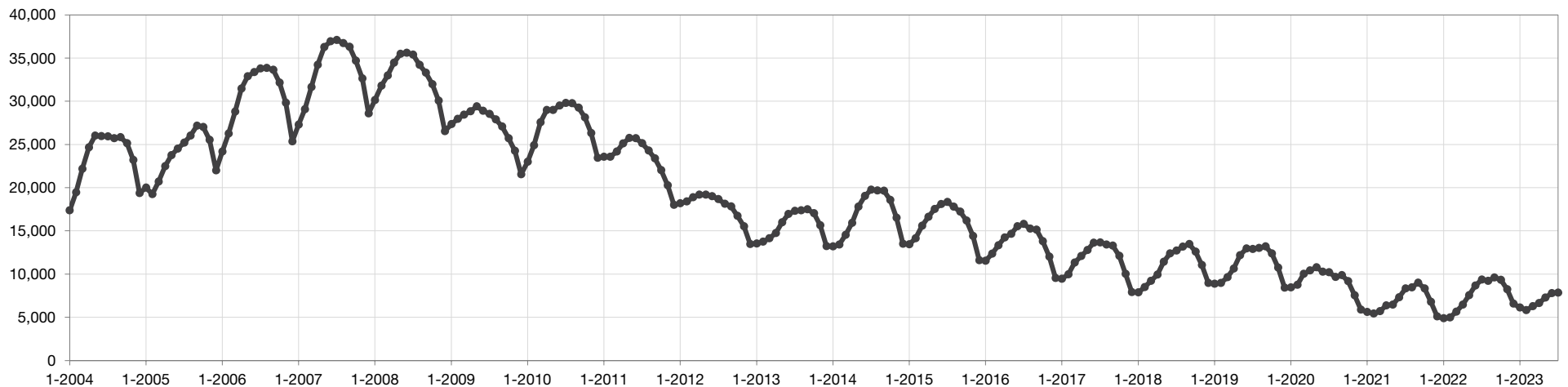


July



| Homes for Sale | | Prior Year | Percent Change |
|------------------|--------------|--------------|----------------|
| August 2022 | 9,193 | 8,452 | +8.8% |
| September 2022 | 9,596 | 9,007 | +6.5% |
| October 2022 | 9,337 | 8,338 | +12.0% |
| November 2022 | 8,224 | 6,786 | +21.2% |
| December 2022 | 6,562 | 5,093 | +28.8% |
| January 2023 | 6,137 | 4,882 | +25.7% |
| February 2023 | 5,817 | 4,975 | +16.9% |
| March 2023 | 6,263 | 5,648 | +10.9% |
| April 2023 | 6,645 | 6,443 | +3.1% |
| May 2023 | 7,266 | 7,541 | -3.6% |
| June 2023 | 7,782 | 8,656 | -10.1% |
| July 2023 | 7,842 | 9,347 | -16.1% |
| 12-Month Avg | 7,555 | 7,097 | +8.7% |

Historical Inventory of Homes for Sale

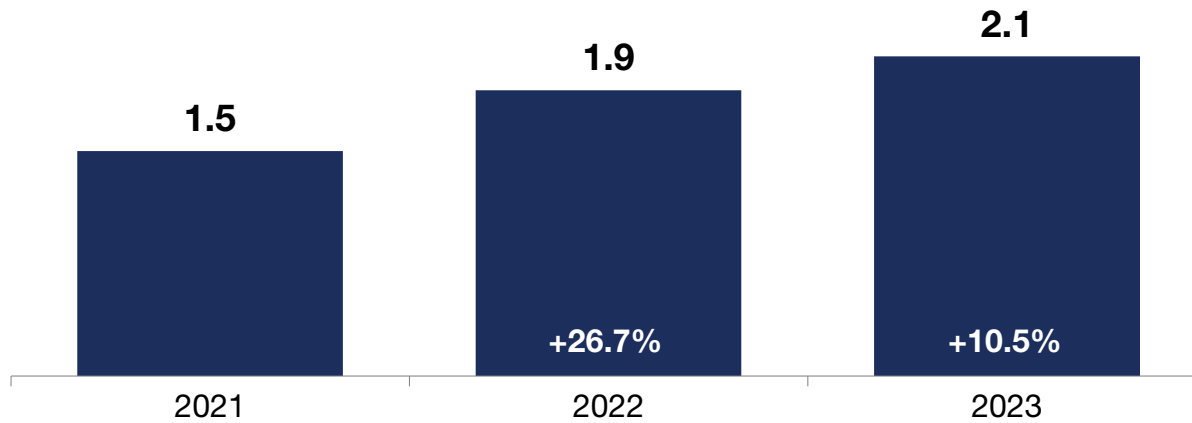


Months Supply of Homes for Sale

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.

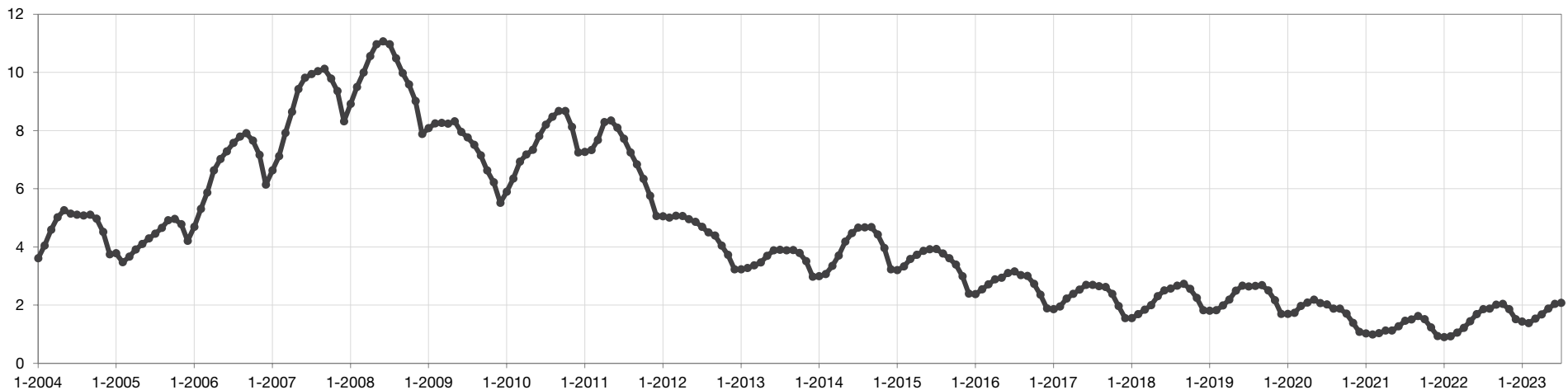


July



| Months Supply | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| August 2022 | 1.9 | 1.5 | +26.7% |
| 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 | 2.0 | 1.7 | +17.6% |
| July 2023 | 2.1 | 1.9 | +10.5% |
| 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

