



Monthly Indicators

January 2015

Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

It's already evident that 2015 will be marked by talk of changing mortgage rates and regulations. Rates should stay low, but consumers and finance experts alike believe that we're at or near rate bottoms. Early indications point to more sales, more listings, more new construction and more excitement. It's not expected to be the overblown land grab of the early 2000s, but it should feel like a healthy market, which, in and of itself, may feel like an odd sensation to real estate practitioners accustomed to the boom and bust of the 21st century.

New Listings in Southeast Minnesota decreased 2.3 percent to 385. Pending Sales were up 7.0 percent to 366. Inventory levels shrank 7.7 percent to 1,838 units.

Prices continued to gain traction. The Median Sales Price increased 16.4 percent to \$140,000. Days on Market was down 1.8 percent to 109 days. Sellers were encouraged as Months Supply of Inventory was down 8.7 percent to 4.2 months.

The 3 percent downpayment programs from Fannie Mae and Freddie Mac should help potential new homeowners, but in a recent member survey by the Independent Community Bankers of America, three-fourths of respondents stated that regulatory burdens are hurting their ability to loan money. The wider economy shows slight wage increases and gas prices near five-year lows but rising along with extended daylight and buyer demand. These various economic pushes and pulls can turn stagnant markets into exciting ones. It's all in how you look at it.

Activity Snapshot

- 9.3% **+ 16.4%** **- 7.7%**

One-Year Change in Closed Sales One-Year Change in Median Sales Price One-Year Change in Homes for Sale

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13



Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



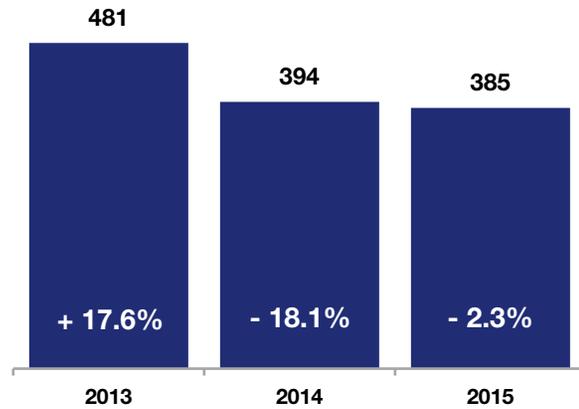
Key Metrics	Historical Sparkbars	1-2014	1-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		394	385	- 2.3%	394	385	- 2.3%
Pending Sales		342	366	+ 7.0%	342	366	+ 7.0%
Closed Sales		270	245	- 9.3%	270	245	- 9.3%
Days on Market		111	109	- 1.8%	111	109	- 1.8%
Median Sales Price		\$120,300	\$140,000	+ 16.4%	\$120,300	\$140,000	+ 16.4%
Avg. Sales Price		\$147,782	\$165,064	+ 11.7%	\$147,782	\$165,064	+ 11.7%
Pct. of Orig. Price Received		90.5%	93.1%	+ 2.9%	90.5%	93.1%	+ 2.9%
Affordability Index		315	292	- 7.3%	315	292	- 7.3%
Homes for Sale		1,992	1,838	- 7.7%	--	--	--
Months Supply		4.6	4.2	- 8.7%	--	--	--

New Listings

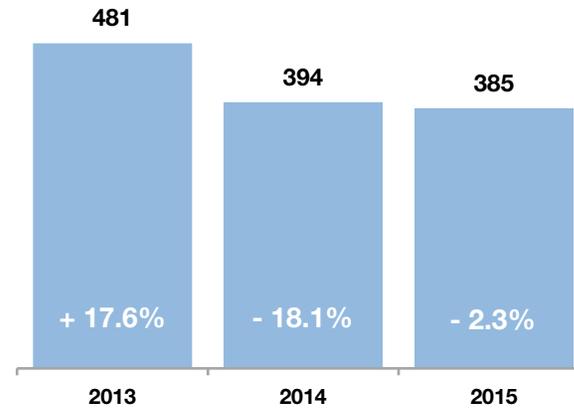
A count of the properties that have been newly listed on the market in a given month.



January

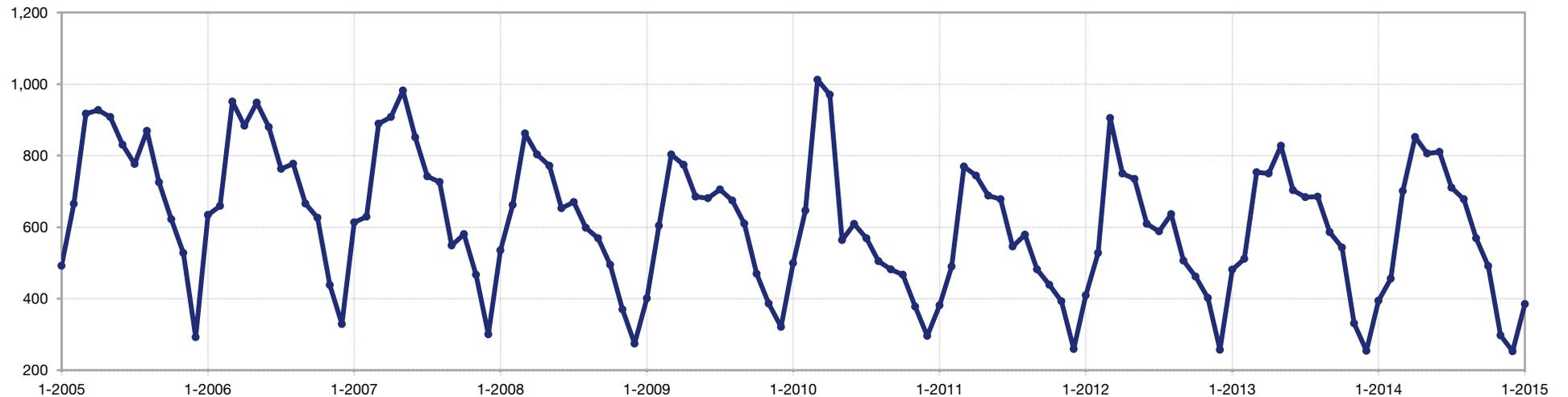


Year to Date



	New Listings	Prior Year	Percent Change
February 2014	456	511	-10.8%
March 2014	701	753	-6.9%
April 2014	852	750	+13.6%
May 2014	806	827	-2.5%
June 2014	810	703	+15.2%
July 2014	710	684	+3.8%
August 2014	678	685	-1.0%
September 2014	569	586	-2.9%
October 2014	491	543	-9.6%
November 2014	297	331	-10.3%
December 2014	253	254	-0.4%
January 2015	385	394	-2.3%
12-Month Avg	584	585	-0.2%

Historical New Listings by Month

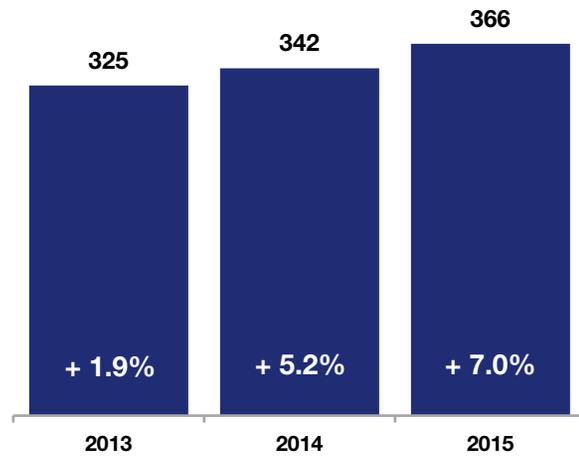


Pending Sales

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



January

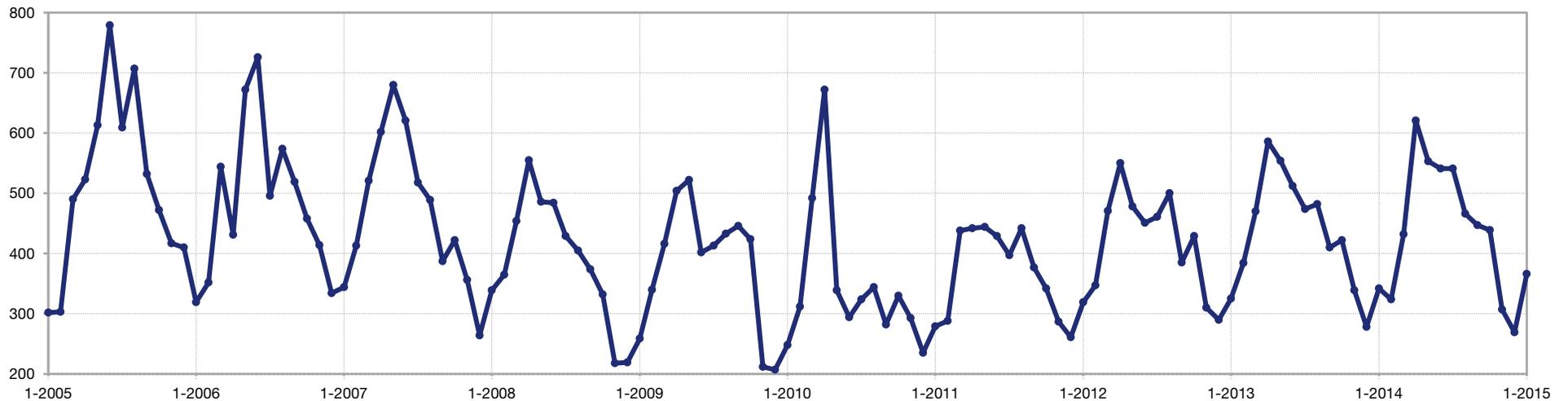


Year to Date



	Pending Sales	Prior Year	Percent Change
February 2014	324	384	-15.6%
March 2014	432	470	-8.1%
April 2014	621	586	+6.0%
May 2014	553	554	-0.2%
June 2014	541	512	+5.7%
July 2014	541	474	+14.1%
August 2014	466	482	-3.3%
September 2014	447	410	+9.0%
October 2014	439	422	+4.0%
November 2014	307	339	-9.4%
December 2014	269	278	-3.2%
January 2015	366	342	+7.0%
12-Month Avg	442	438	+0.9%

Historical Pending Sales by Month

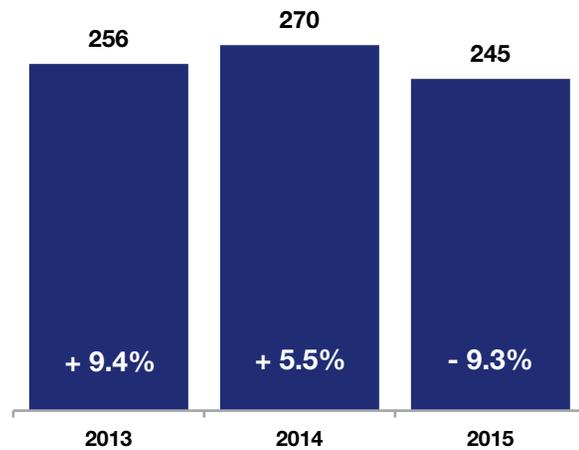


Closed Sales

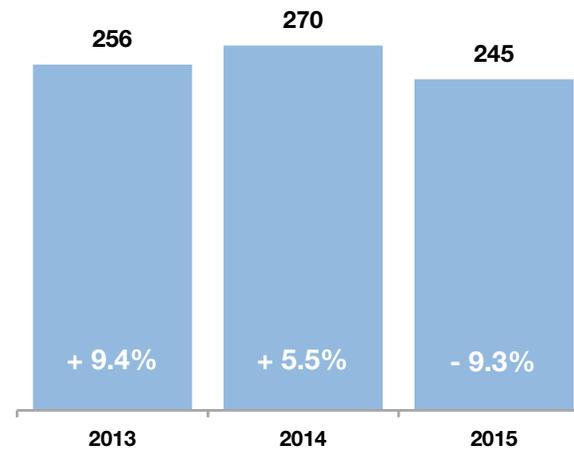
A count of the actual sales that closed in a given month.



January

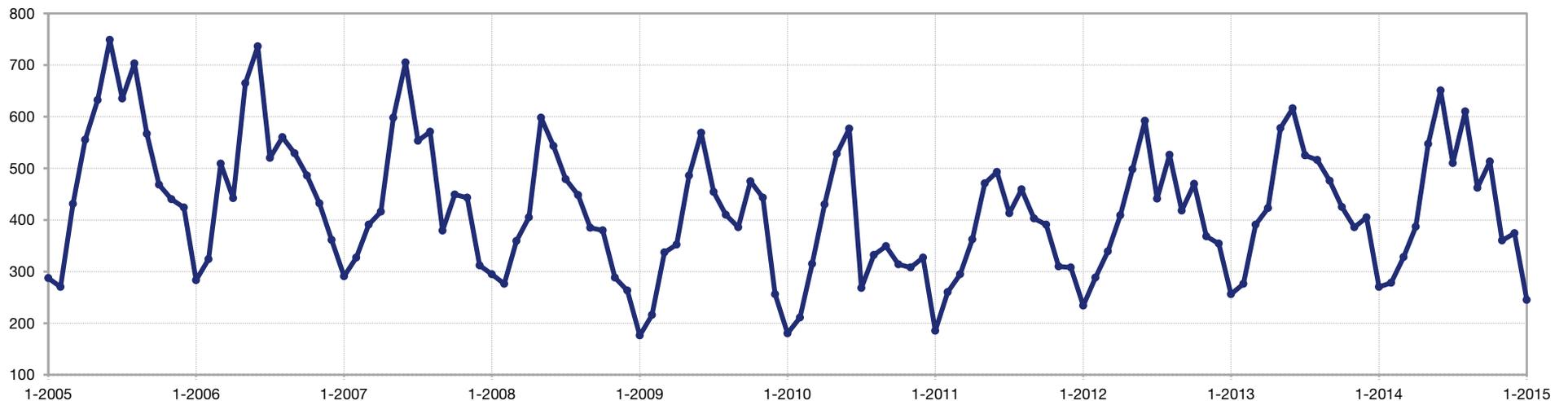


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2014	278	276	+0.7%
March 2014	328	391	-16.1%
April 2014	387	423	-8.5%
May 2014	547	578	-5.4%
June 2014	651	616	+5.7%
July 2014	510	525	-2.9%
August 2014	610	516	+18.2%
September 2014	462	476	-2.9%
October 2014	513	425	+20.7%
November 2014	360	386	-6.7%
December 2014	374	405	-7.7%
January 2015	245	270	-9.3%
12-Month Avg	439	441	-0.5%

Historical Closed Sales by Month

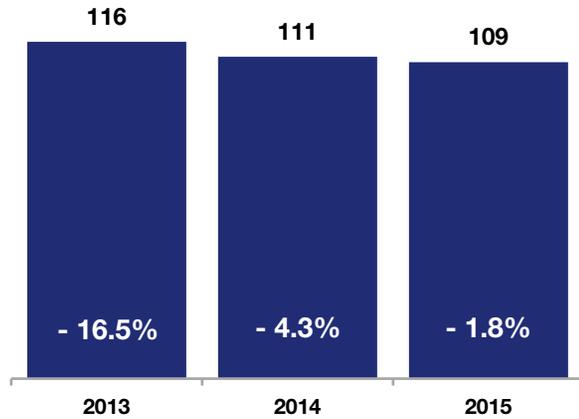


Days on Market Until Sale

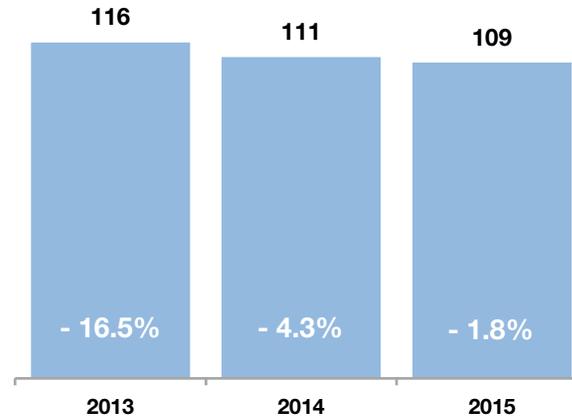
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

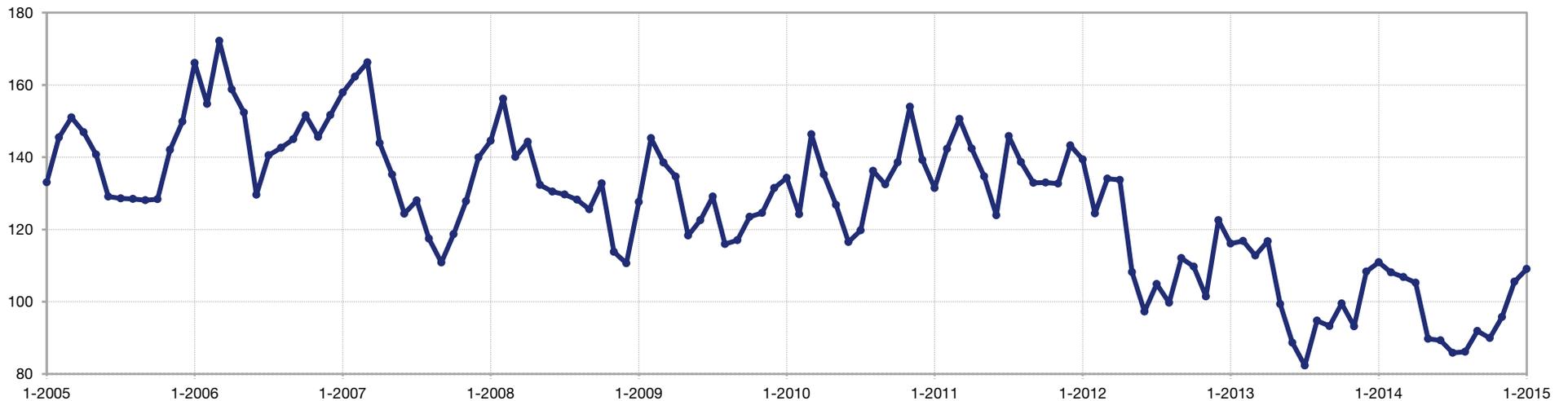


Year to Date



Days on Market	Prior Year	Percent Change	
February 2014	108	117	-7.7%
March 2014	107	113	-5.3%
April 2014	105	117	-10.3%
May 2014	90	99	-9.1%
June 2014	89	89	0.0%
July 2014	86	82	+4.9%
August 2014	86	95	-9.5%
September 2014	92	93	-1.1%
October 2014	90	100	-10.0%
November 2014	96	93	+3.2%
December 2014	106	108	-1.9%
January 2015	109	111	-1.8%
12-Month Avg	97	101	-4.0%

Historical Days on Market Until Sale by Month

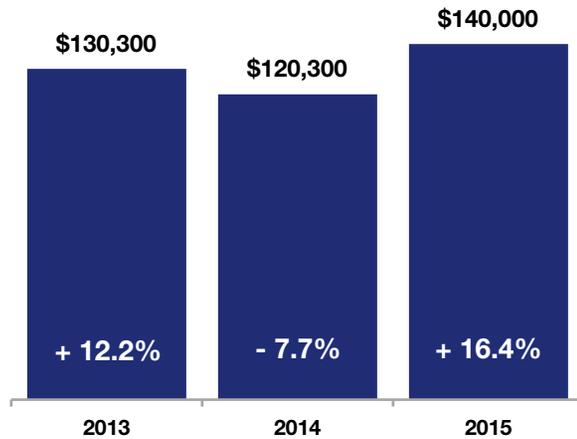


Median Sales Price

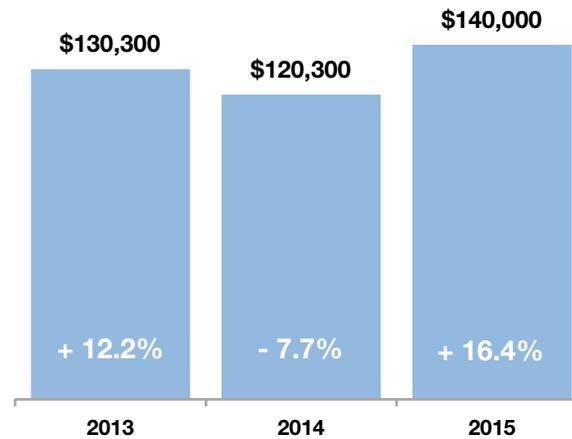
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

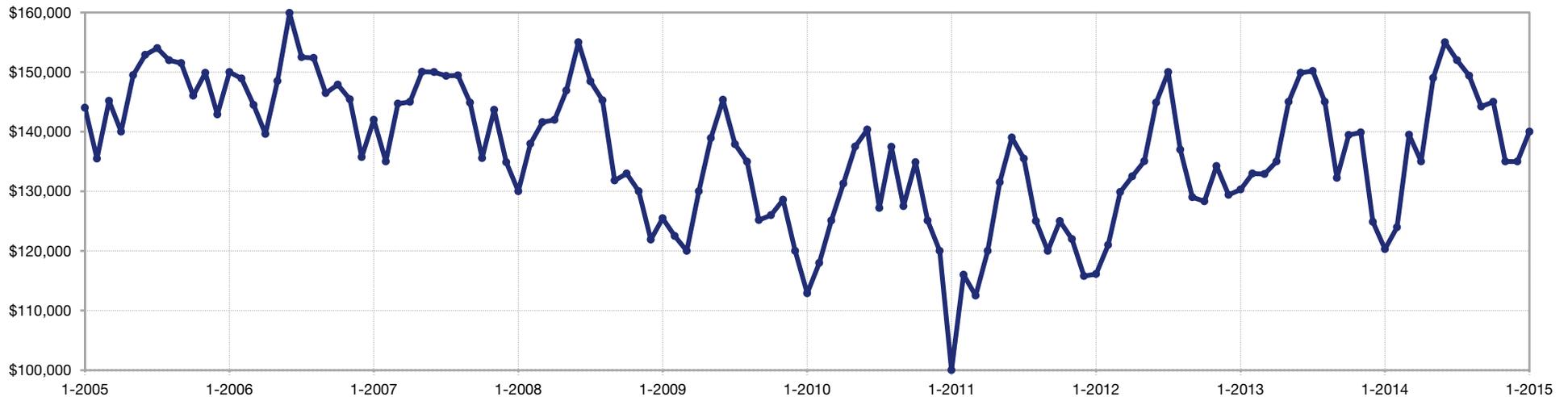


Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2014	\$124,000	\$133,000	-6.8%
March 2014	\$139,500	\$132,900	+5.0%
April 2014	\$135,000	\$135,000	0.0%
May 2014	\$149,000	\$145,000	+2.8%
June 2014	\$155,000	\$149,900	+3.4%
July 2014	\$152,000	\$150,200	+1.2%
August 2014	\$149,400	\$145,000	+3.0%
September 2014	\$144,250	\$132,250	+9.1%
October 2014	\$145,000	\$139,450	+4.0%
November 2014	\$135,000	\$139,900	-3.5%
December 2014	\$135,000	\$124,900	+8.1%
January 2015	\$140,000	\$120,300	+16.4%
12-Month Avg	\$141,929	\$137,317	+3.4%

Historical Median Sales Price by Month

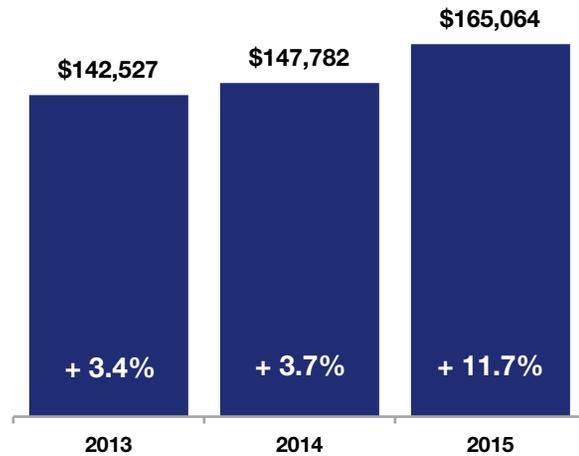


Average Sales Price

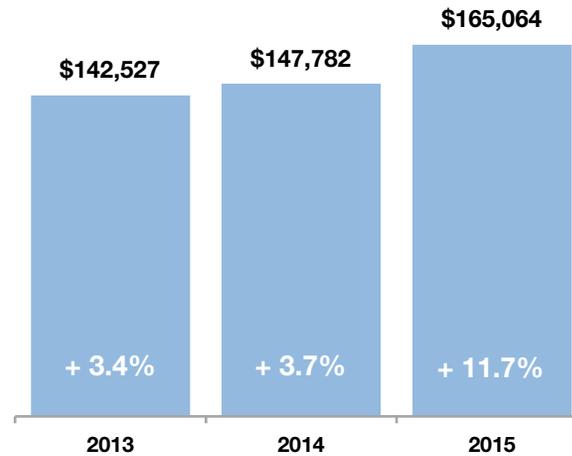
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

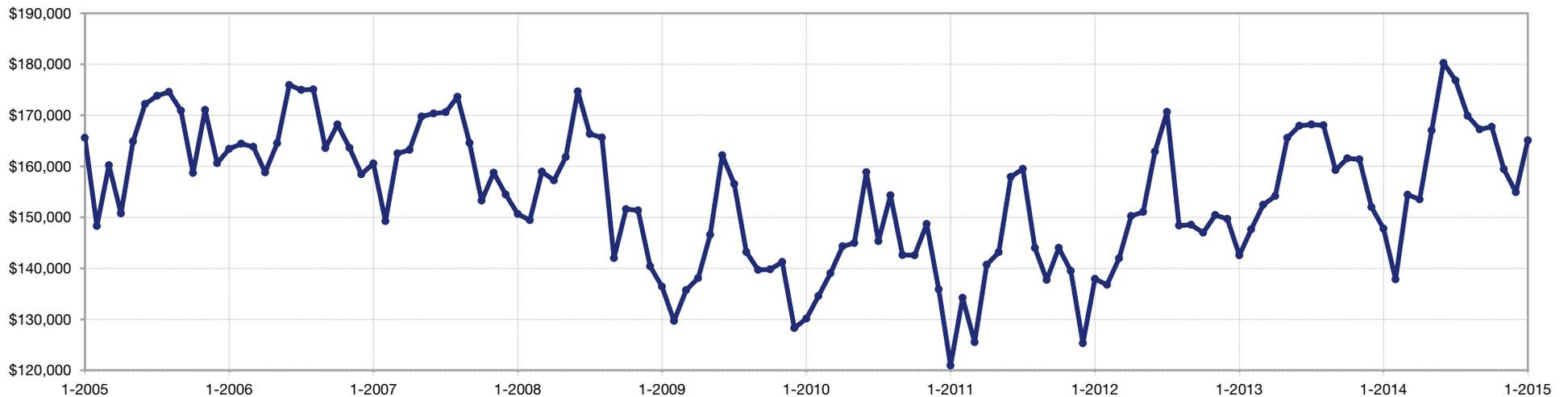


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2014	\$137,808	\$147,624	-6.6%
March 2014	\$154,408	\$152,445	+1.3%
April 2014	\$153,498	\$154,141	-0.4%
May 2014	\$167,040	\$165,597	+0.9%
June 2014	\$180,274	\$167,938	+7.3%
July 2014	\$176,816	\$168,175	+5.1%
August 2014	\$169,885	\$168,026	+1.1%
September 2014	\$167,223	\$159,220	+5.0%
October 2014	\$167,711	\$161,528	+3.8%
November 2014	\$159,421	\$161,355	-1.2%
December 2014	\$154,932	\$152,008	+1.9%
January 2015	\$165,064	\$147,782	+11.7%
12-Month Avg	\$162,840	\$158,820	+2.5%

Historical Average Sales Price by Month

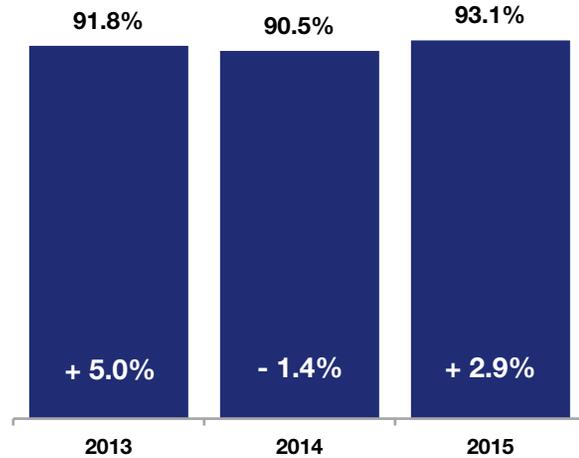


Percent of Original List Price Received

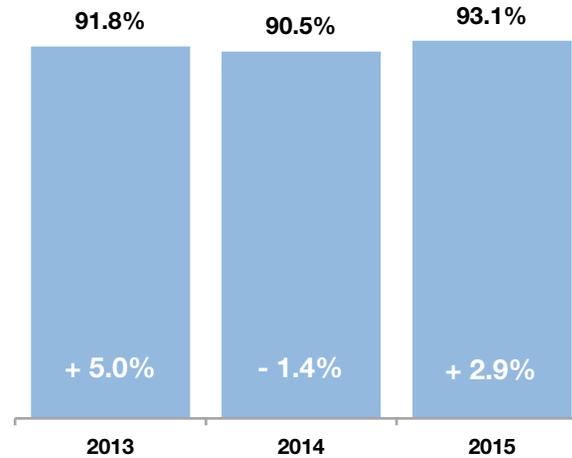
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

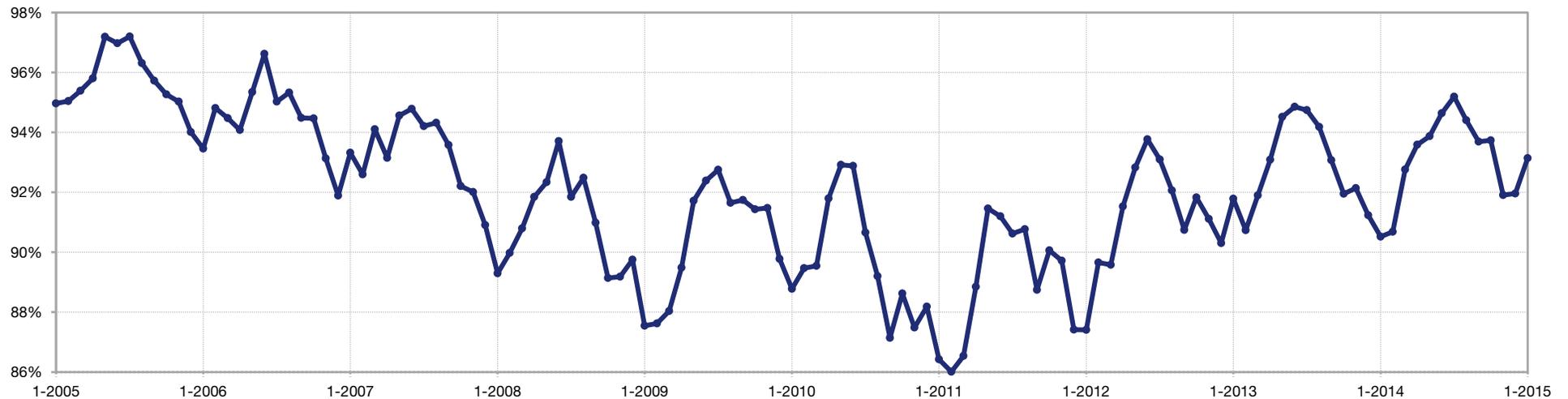


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2014	90.7%	90.7%	0.0%
March 2014	92.8%	91.9%	+1.0%
April 2014	93.6%	93.1%	+0.5%
May 2014	93.9%	94.5%	-0.6%
June 2014	94.6%	94.9%	-0.3%
July 2014	95.2%	94.7%	+0.5%
August 2014	94.4%	94.2%	+0.2%
September 2014	93.7%	93.1%	+0.6%
October 2014	93.7%	91.9%	+2.0%
November 2014	91.9%	92.1%	-0.2%
December 2014	92.0%	91.2%	+0.9%
January 2015	93.1%	90.5%	+2.9%
12-Month Avg	93.3%	92.7%	+0.6%

Historical Percent of Original List Price Received by Month

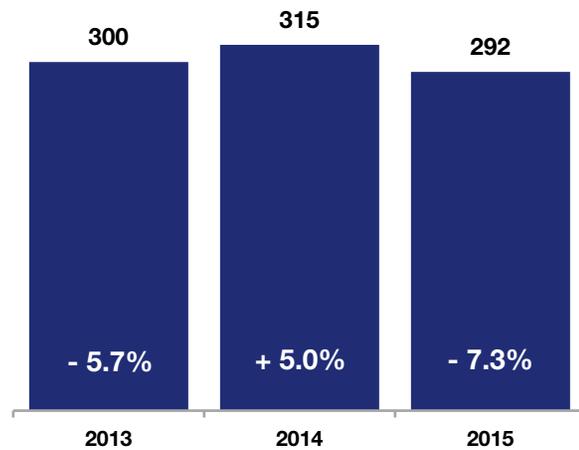


Housing Affordability Index

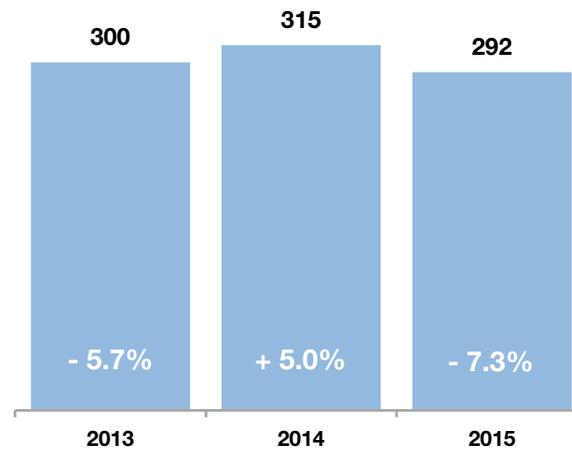
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

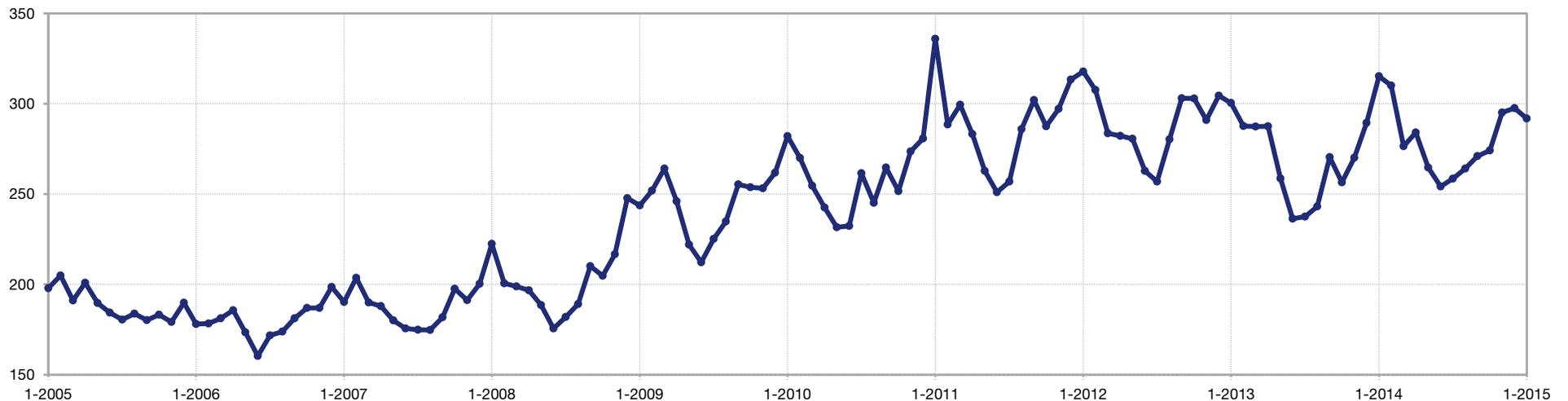


Year to Date



Affordability Index	Prior Year	Percent Change
February 2014	288	+7.6%
March 2014	287	-3.8%
April 2014	288	-1.4%
May 2014	259	+2.3%
June 2014	236	+7.6%
July 2014	237	+8.9%
August 2014	243	+8.6%
September 2014	270	+0.4%
October 2014	257	+6.6%
November 2014	270	+9.3%
December 2014	289	+3.1%
January 2015	315	-7.3%
12-Month Avg	278	+3.0%

Historical Housing Affordability Index by Month

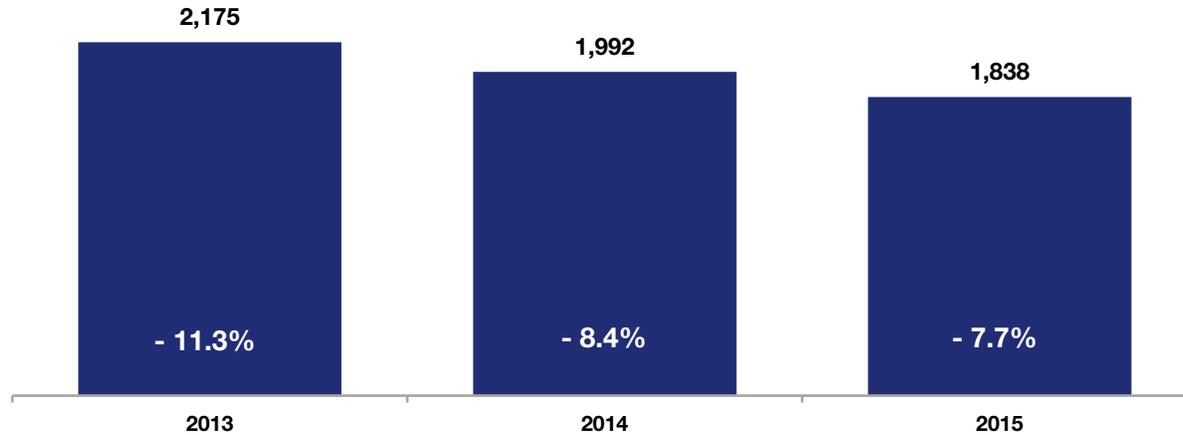


Inventory of Homes for Sale

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

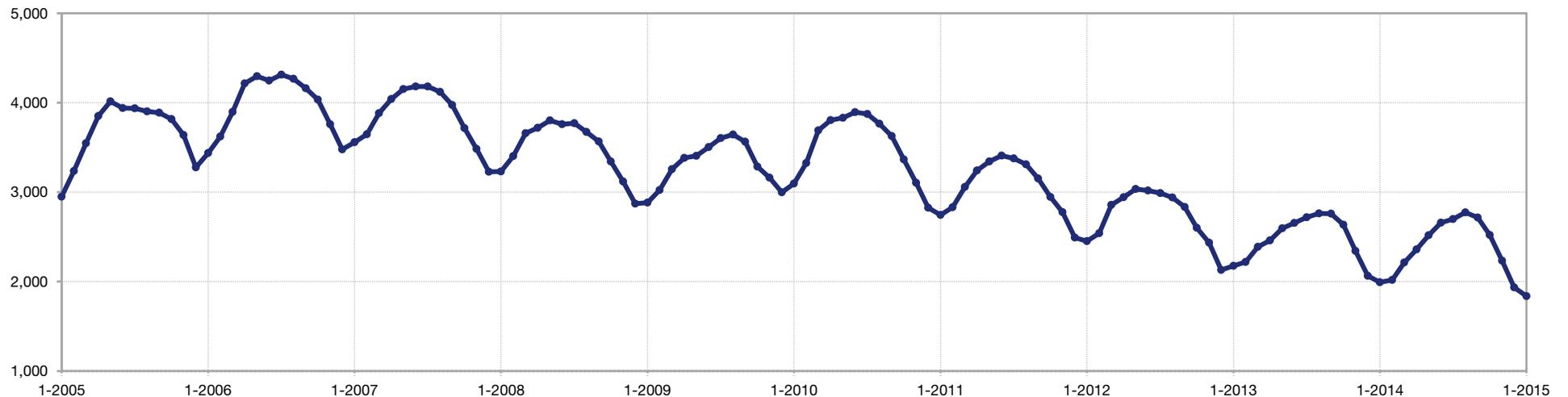


January



	Homes for Sale	Prior Year	Percent Change
February 2014	2,018	2,218	-9.0%
March 2014	2,214	2,389	-7.3%
April 2014	2,359	2,460	-4.1%
May 2014	2,517	2,596	-3.0%
June 2014	2,659	2,656	+0.1%
July 2014	2,700	2,719	-0.7%
August 2014	2,774	2,763	+0.4%
September 2014	2,717	2,759	-1.5%
October 2014	2,522	2,636	-4.3%
November 2014	2,234	2,344	-4.7%
December 2014	1,936	2,063	-6.2%
January 2015	1,838	1,992	-7.7%
12-Month Avg	2,374	2,466	-3.7%

Historical Inventory of Homes for Sale by Month

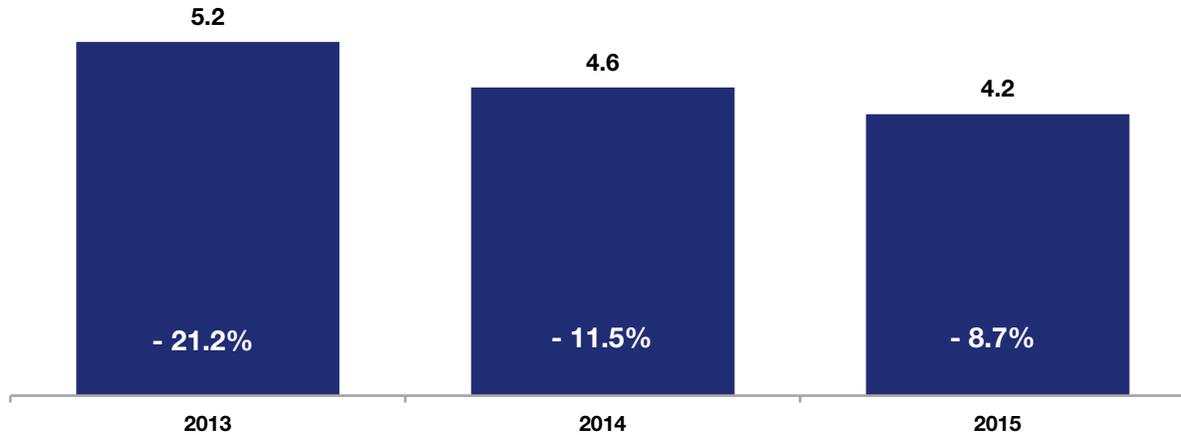


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

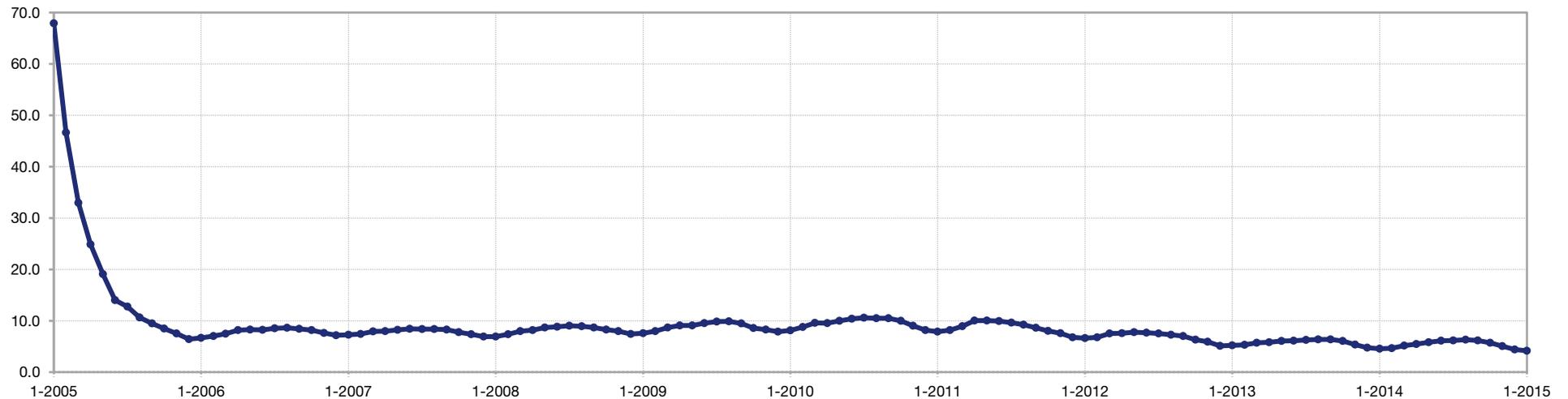


January



Months Supply		Prior Year	Percent Change
February 2014	4.7	5.3	-11.3%
March 2014	5.2	5.7	-8.8%
April 2014	5.5	5.8	-5.2%
May 2014	5.8	6.1	-4.9%
June 2014	6.1	6.1	0.0%
July 2014	6.1	6.3	-3.2%
August 2014	6.3	6.4	-1.6%
September 2014	6.1	6.3	-3.2%
October 2014	5.7	6.1	-6.6%
November 2014	5.1	5.4	-5.6%
December 2014	4.4	4.7	-6.4%
January 2015	4.2	4.6	-8.7%
12-Month Avg	5.4	5.7	-5.3%

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.
Homes for Sale and Months Supply are based on monthly figures.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	YTD 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	1-2014	1-2015	+ / -	1-2014	1-2015	+ / -
Albert Lea	14	27	+92.9%	16	12	-25.0%	\$66,379	\$64,350	-3.1%	140	140	0.0%	7.0	6.4	-8.6%
Austin	32	35	+9.4%	22	21	-4.5%	\$90,624	\$74,900	-17.4%	204	151	-26.0%	6.7	4.1	-38.8%
Blooming Prairie	4	1	-75.0%	3	0	-100.0%	\$68,000	\$0	-100.0%	15	17	+13.3%	5.0	6.2	+24.0%
Byron	8	10	+25.0%	2	5	+150.0%	\$765,000	\$168,500	-78.0%	38	37	-2.6%	4.7	4.1	-12.8%
Caledonia	2	2	0.0%	2	4	+100.0%	\$87,350	\$98,500	+12.8%	19	9	-52.6%	6.6	3.8	-42.4%
Chatfield	4	7	+75.0%	2	2	0.0%	\$129,700	\$167,450	+29.1%	18	10	-44.4%	4.1	2.8	-31.7%
Dodge Center	7	6	-14.3%	4	0	-100.0%	\$47,500	\$0	-100.0%	19	19	0.0%	5.6	4.4	-21.4%
Grand Meadow	1	0	-100.0%	1	0	-100.0%	\$44,000	\$0	-100.0%	10	14	+40.0%	5.0	4.9	-2.0%
Hayfield	8	4	-50.0%	0	1	--	\$0	\$87,900	--	21	8	-61.9%	8.6	2.6	-69.8%
Kasson	9	6	-33.3%	7	7	0.0%	\$153,000	\$165,231	+8.0%	33	32	-3.0%	3.3	4.1	+24.2%
La Crescent	1	3	+200.0%	1	1	0.0%	\$163,500	\$600,000	+267.0%	8	14	+75.0%	3.3	4.8	+45.5%
Lake City	7	5	-28.6%	4	4	0.0%	\$80,100	\$171,000	+113.5%	61	49	-19.7%	8.7	6.6	-24.1%
Oronoco	1	2	+100.0%	1	0	-100.0%	\$163,000	\$0	-100.0%	16	13	-18.8%	3.6	4.0	+11.1%
Owatonna	24	21	-12.5%	26	11	-57.7%	\$71,500	\$143,000	+100.0%	111	115	+3.6%	3.9	4.0	+2.6%
Preston	3	1	-66.7%	2	3	+50.0%	\$79,000	\$165,000	+108.9%	10	8	-20.0%	4.8	3.0	-37.5%
Pine Island	5	5	0.0%	2	4	+100.0%	\$234,875	\$122,000	-48.1%	26	17	-34.6%	5.9	2.8	-52.5%
Plainview	5	4	-20.0%	1	3	+200.0%	\$127,500	\$85,690	-32.8%	13	13	0.0%	4.1	3.0	-26.8%
Rochester	124	146	+17.7%	92	97	+5.4%	\$151,750	\$160,000	+5.4%	440	464	+5.5%	2.6	2.8	+7.7%
Spring Valley	4	2	-50.0%	3	5	+66.7%	\$160,000	\$104,000	-35.0%	25	19	-24.0%	7.3	4.1	-43.8%
St. Charles	2	2	0.0%	3	0	-100.0%	\$80,000	\$0	-100.0%	18	21	+16.7%	5.0	6.1	+22.0%
Stewartville	8	3	-62.5%	4	3	-25.0%	\$189,650	\$138,250	-27.1%	19	18	-5.3%	2.3	2.5	+8.7%
Wabasha	6	1	-83.3%	4	1	-75.0%	\$130,850	\$265,000	+102.5%	47	40	-14.9%	9.6	9.8	+2.1%
Waseca	2	3	+50.0%	2	1	-50.0%	\$106,275	\$124,500	+17.1%	10	9	-10.0%	3.4	4.1	+20.6%
Winona	23	20	-13.0%	17	13	-23.5%	\$82,000	\$150,000	+82.9%	158	119	-24.7%	5.4	3.8	-29.6%
Zumbrota	3	9	+200.0%	1	5	+400.0%	\$92,100	\$125,000	+35.7%	29	24	-17.2%	7.1	4.1	-42.3%