

Monthly Indicators



June 2015

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

The curtain closes and the first half of 2015 is a finished act. Monthly market analysis helps nudge the real estate story forward for a final bow. The orchestra (consumers) and conductor (the REALTOR®) are thanked. Metropolitan operas, er, markets across the country continue to improve and further perform at peaks not seen in years. Bad memories from that one lousy show known as the Great Recession are pushed even further into the past.

New Listings in Southeast Minnesota decreased 6.9 percent to 755. Pending Sales were up 8.9 percent to 589. Inventory levels shrank 19.0 percent to 2,158 units.

Prices continued to gain traction. The Median Sales Price increased 7.7 percent to \$167,000. Days on Market was down 13.5 percent to 77 days. Sellers were encouraged as Months Supply of Inventory was down 29.5 percent to 4.3 months.

Having six months of 2015 data in the books is great, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low into the summer months, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

Activity Snapshot

+ 18.7% **+ 7.7%** **- 19.0%**

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

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Activity Overview

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



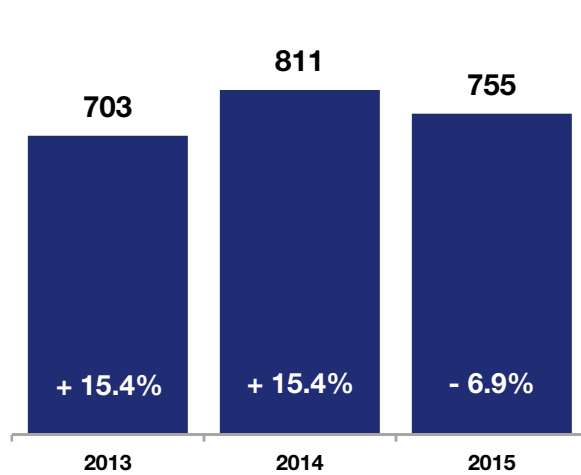
| Key Metrics | Historical Sparkbars | 6-2014 | 6-2015 | Percent Change | YTD 2014 | YTD 2015 | Percent Change |
|-------------------------------------|----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | 811 | 755 | - 6.9% | 4,023 | 4,257 | + 5.8% |
| Pending Sales | | 541 | 589 | + 8.9% | 2,812 | 3,483 | + 23.9% |
| Closed Sales | | 651 | 773 | + 18.7% | 2,461 | 2,993 | + 21.6% |
| Days on Market | | 89 | 77 | - 13.5% | 99 | 92 | - 7.1% |
| Median Sales Price | | \$155,000 | \$167,000 | + 7.7% | \$142,000 | \$155,000 | + 9.2% |
| Avg. Sales Price | | \$180,274 | \$189,688 | + 5.2% | \$161,239 | \$176,188 | + 9.3% |
| Pct. of Orig. Price Received | | 94.6% | 96.4% | + 1.9% | 93.1% | 95.1% | + 2.1% |
| Affordability Index | | 254 | 230 | - 9.4% | 277 | 248 | - 10.5% |
| Homes for Sale | | 2,665 | 2,158 | - 19.0% | -- | -- | -- |
| Months Supply | | 6.1 | 4.3 | - 29.5% | -- | -- | -- |

New Listings

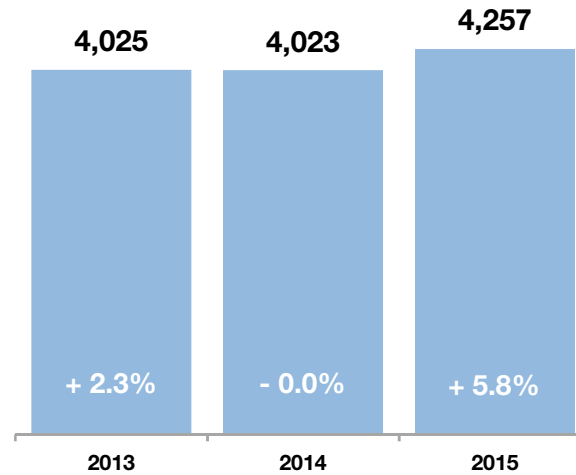
A count of the properties that have been newly listed on the market in a given month.



June



Year to Date



| | New Listings | Prior Year | Percent Change |
|------------------|--------------|------------|----------------|
| July 2014 | 711 | 684 | +3.9% |
| August 2014 | 679 | 685 | -0.9% |
| September 2014 | 570 | 586 | -2.7% |
| October 2014 | 494 | 543 | -9.0% |
| November 2014 | 299 | 331 | -9.7% |
| December 2014 | 254 | 254 | 0.0% |
| January 2015 | 392 | 394 | -0.5% |
| February 2015 | 521 | 456 | +14.3% |
| March 2015 | 894 | 701 | +27.5% |
| April 2015 | 927 | 854 | +8.5% |
| May 2015 | 768 | 807 | -4.8% |
| June 2015 | 755 | 811 | -6.9% |
| 12-Month Avg | 605 | 592 | +2.2% |

Historical New Listings by Month

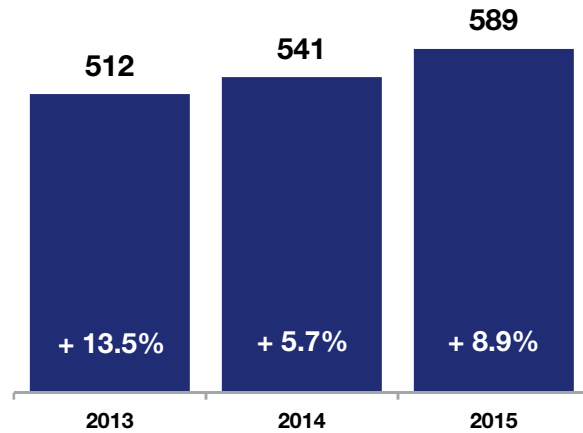


Pending Sales

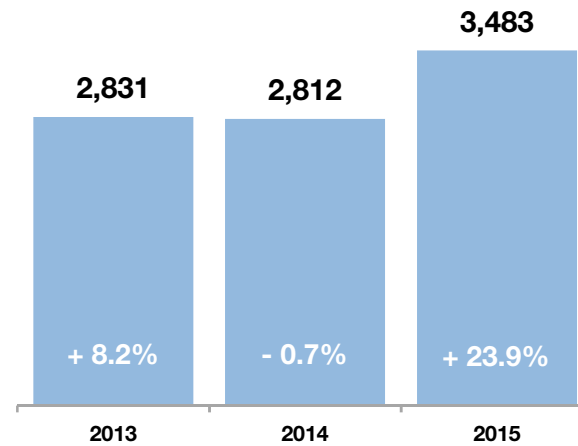
A count of the properties on which offers have been accepted in a given month.



June

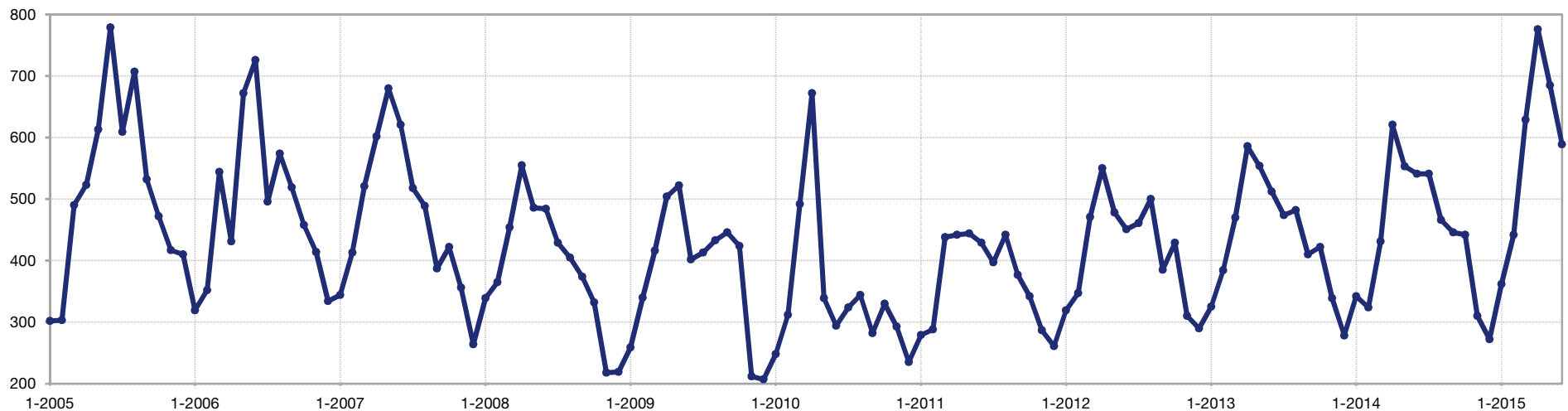


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|------------------|---------------|------------|----------------|
| July 2014 | 541 | 474 | +14.1% |
| August 2014 | 466 | 482 | -3.3% |
| September 2014 | 446 | 410 | +8.8% |
| October 2014 | 442 | 422 | +4.7% |
| November 2014 | 310 | 339 | -8.6% |
| December 2014 | 272 | 278 | -2.2% |
| January 2015 | 362 | 342 | +5.8% |
| February 2015 | 442 | 324 | +36.4% |
| March 2015 | 629 | 431 | +45.9% |
| April 2015 | 776 | 621 | +25.0% |
| May 2015 | 685 | 553 | +23.9% |
| June 2015 | 589 | 541 | +8.9% |
| 12-Month Avg | 497 | 435 | +14.3% |

Historical Pending Sales by Month

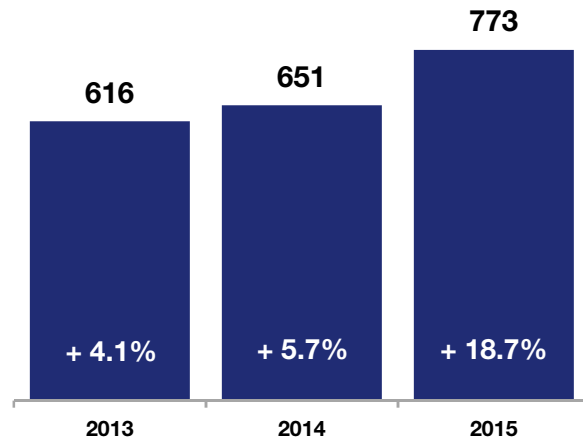


Closed Sales

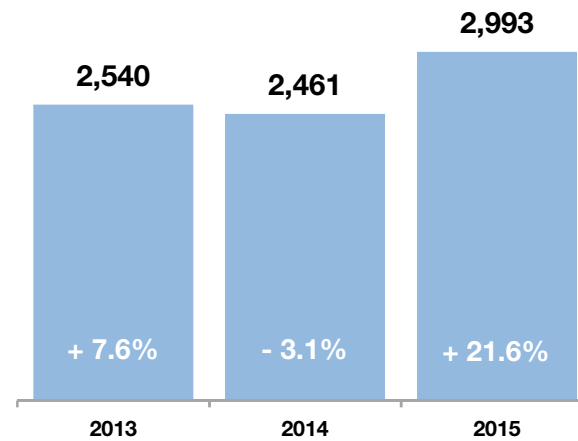
A count of the actual sales that closed in a given month.



June



Year to Date



| Closed Sales | Prior Year | Percent Change | |
|------------------|------------|----------------|---------------|
| July 2014 | 510 | 525 | -2.9% |
| August 2014 | 610 | 516 | +18.2% |
| September 2014 | 463 | 476 | -2.7% |
| October 2014 | 516 | 425 | +21.4% |
| November 2014 | 359 | 386 | -7.0% |
| December 2014 | 377 | 405 | -6.9% |
| January 2015 | 255 | 270 | -5.6% |
| February 2015 | 311 | 278 | +11.9% |
| March 2015 | 449 | 328 | +36.9% |
| April 2015 | 496 | 387 | +28.2% |
| May 2015 | 709 | 547 | +29.6% |
| June 2015 | 773 | 651 | +18.7% |
| 12-Month Avg | 486 | 433 | +12.2% |

Historical Closed Sales by Month

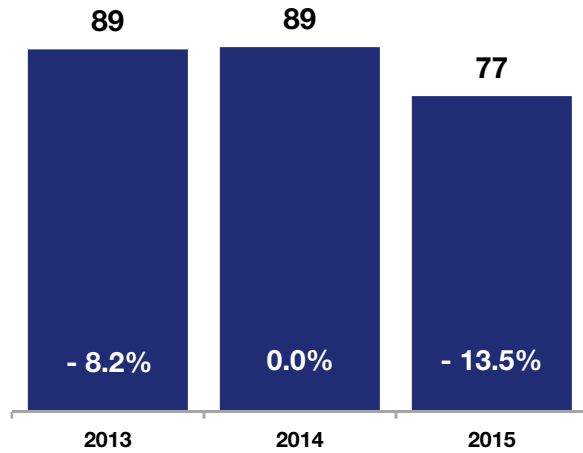


Days on Market Until Sale

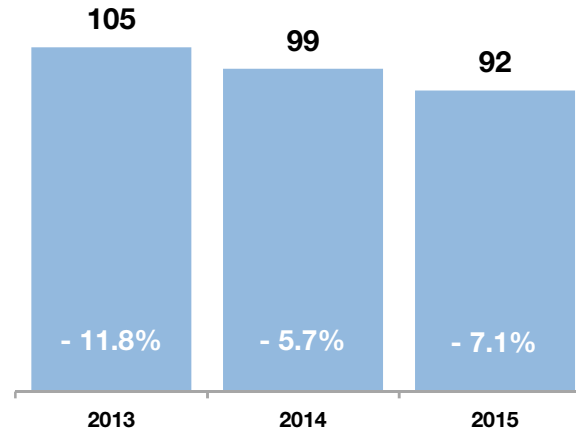
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

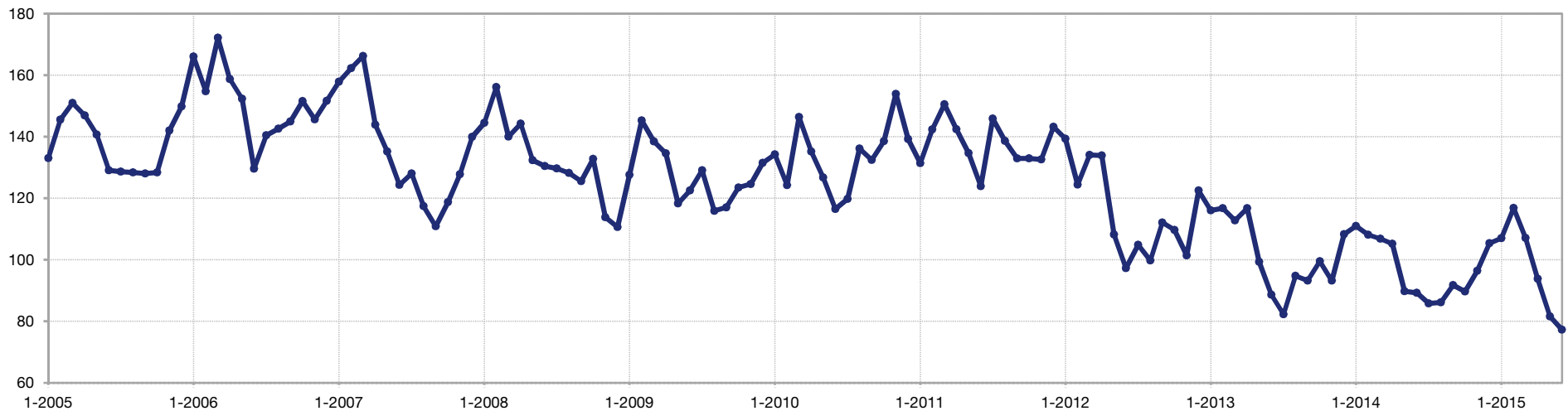


Year to Date



| Days on Market | | Prior Year | Percent Change |
|------------------|-----------|------------|----------------|
| 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 | 105 | 108 | -2.8% |
| January 2015 | 107 | 111 | -3.6% |
| February 2015 | 117 | 108 | +8.3% |
| March 2015 | 107 | 107 | 0.0% |
| April 2015 | 94 | 105 | -10.5% |
| May 2015 | 82 | 90 | -8.9% |
| June 2015 | 77 | 89 | -13.5% |
| 12-Month Avg | 95 | 98 | -3.1% |

Historical Days on Market Until Sale by Month

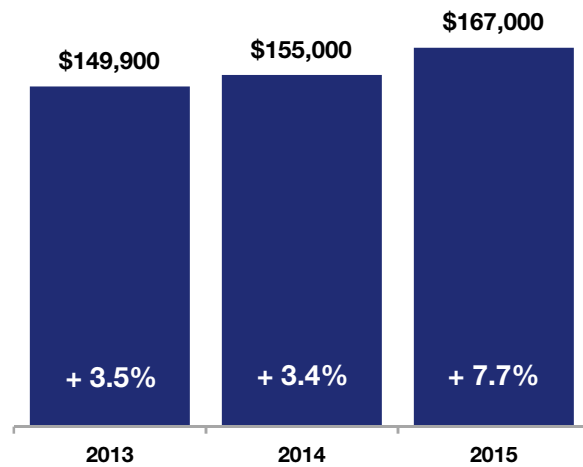


Median Sales Price

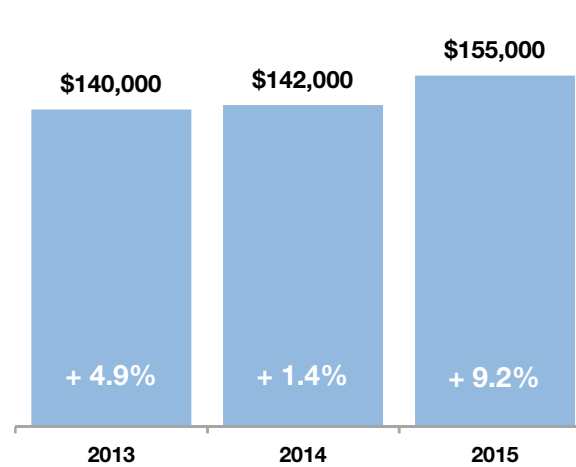
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



| Month | Median Sales Price | Prior Year | Percent Change |
|------------------|--------------------|------------------|----------------|
| July 2014 | \$152,000 | \$150,200 | +1.2% |
| August 2014 | \$149,400 | \$145,000 | +3.0% |
| September 2014 | \$144,500 | \$132,250 | +9.3% |
| October 2014 | \$145,000 | \$139,450 | +4.0% |
| November 2014 | \$134,900 | \$139,900 | -3.6% |
| December 2014 | \$135,000 | \$124,900 | +8.1% |
| January 2015 | \$138,457 | \$120,300 | +15.1% |
| February 2015 | \$138,500 | \$124,000 | +11.7% |
| March 2015 | \$145,000 | \$139,500 | +3.9% |
| April 2015 | \$161,500 | \$135,000 | +19.6% |
| May 2015 | \$158,500 | \$149,000 | +6.4% |
| June 2015 | \$167,000 | \$155,000 | +7.7% |
| 12-Month Avg | \$147,480 | \$137,875 | +7.0% |

Historical Median Sales Price by Month

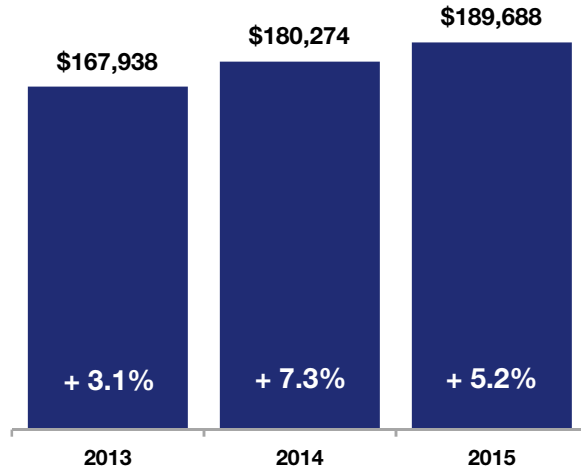


Average Sales Price

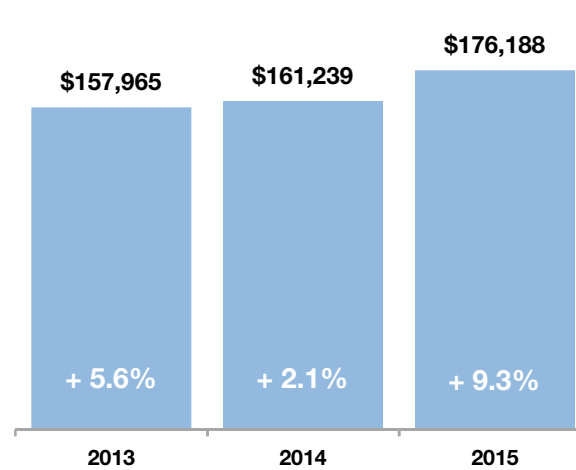
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|------------------|------------------|------------------|----------------|
| July 2014 | \$176,793 | \$168,175 | +5.1% |
| August 2014 | \$169,885 | \$168,026 | +1.1% |
| September 2014 | \$167,308 | \$159,220 | +5.1% |
| October 2014 | \$167,757 | \$161,528 | +3.9% |
| November 2014 | \$159,014 | \$161,355 | -1.5% |
| December 2014 | \$156,947 | \$152,008 | +3.2% |
| January 2015 | \$163,491 | \$147,782 | +10.6% |
| February 2015 | \$158,400 | \$137,808 | +14.9% |
| March 2015 | \$165,322 | \$154,408 | +7.1% |
| April 2015 | \$180,594 | \$153,022 | +18.0% |
| May 2015 | \$177,614 | \$167,040 | +6.3% |
| June 2015 | \$189,688 | \$180,274 | +5.2% |
| 12-Month Avg | \$169,401 | \$159,220 | +6.4% |

Historical Average Sales Price by Month

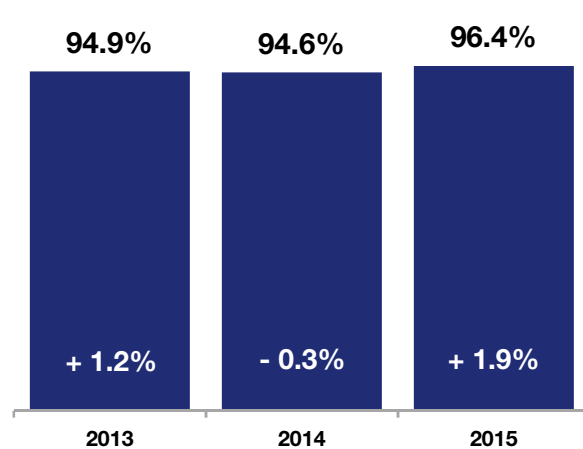


Percent of Original List Price Received

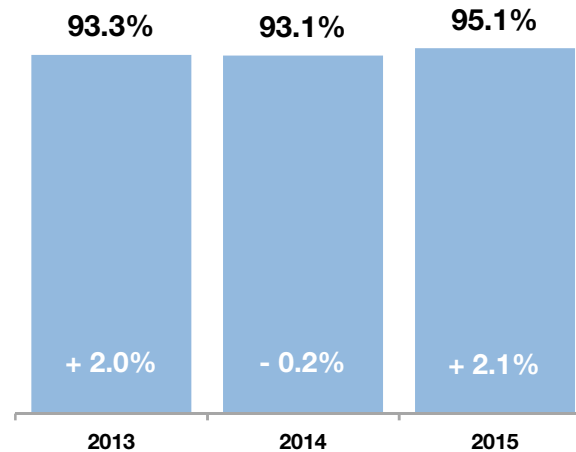
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

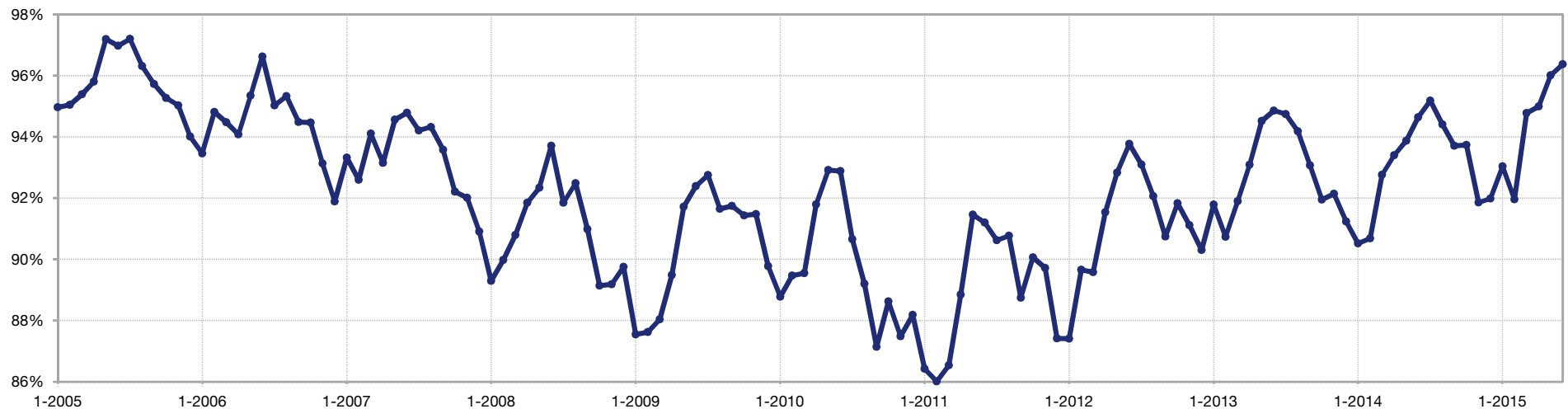


Year to Date



| | Pct. of Orig. Price Received | Prior Year | Percent Change |
|------------------|------------------------------|--------------|----------------|
| 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 | 93.0% | 90.5% | +2.8% |
| February 2015 | 92.0% | 90.7% | +1.4% |
| March 2015 | 94.8% | 92.8% | +2.2% |
| April 2015 | 95.0% | 93.4% | +1.7% |
| May 2015 | 96.0% | 93.9% | +2.2% |
| June 2015 | 96.4% | 94.6% | +1.9% |
| 12-Month Avg | 94.0% | 92.8% | +1.3% |

Historical Percent of Original List Price Received by Month

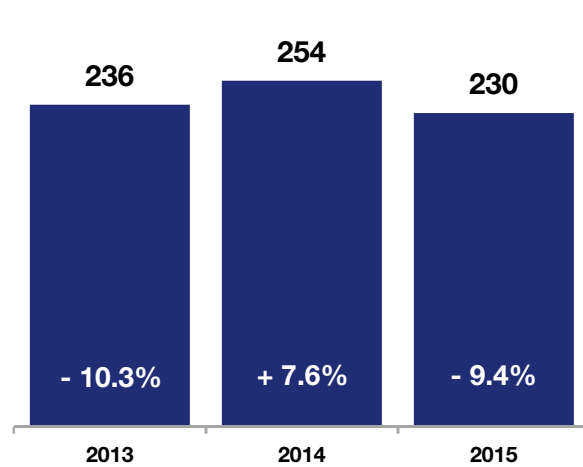


Housing Affordability Index

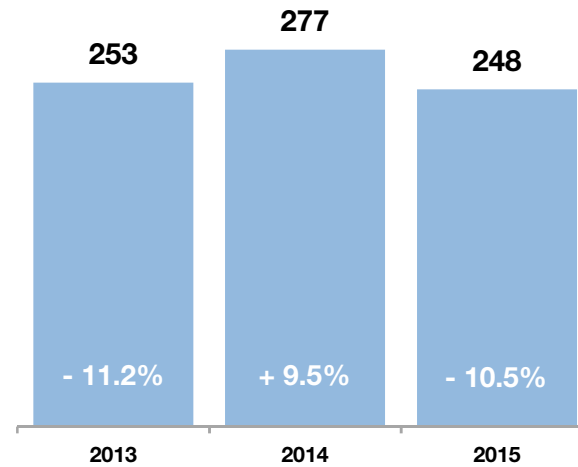
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June



Year to Date



| | Affordability Index | Prior Year | Percent Change |
|------------------|---------------------|------------|----------------|
| July 2014 | 258 | 237 | +8.9% |
| August 2014 | 264 | 243 | +8.6% |
| September 2014 | 271 | 270 | +0.4% |
| October 2014 | 274 | 257 | +6.6% |
| November 2014 | 295 | 270 | +9.3% |
| December 2014 | 298 | 289 | +3.1% |
| January 2015 | 282 | 315 | -10.5% |
| February 2015 | 282 | 310 | -9.0% |
| March 2015 | 267 | 276 | -3.3% |
| April 2015 | 242 | 284 | -14.8% |
| May 2015 | 247 | 265 | -6.8% |
| June 2015 | 230 | 254 | -9.4% |
| 12-Month Avg | 268 | 273 | -1.8% |

Historical Housing Affordability Index by Month

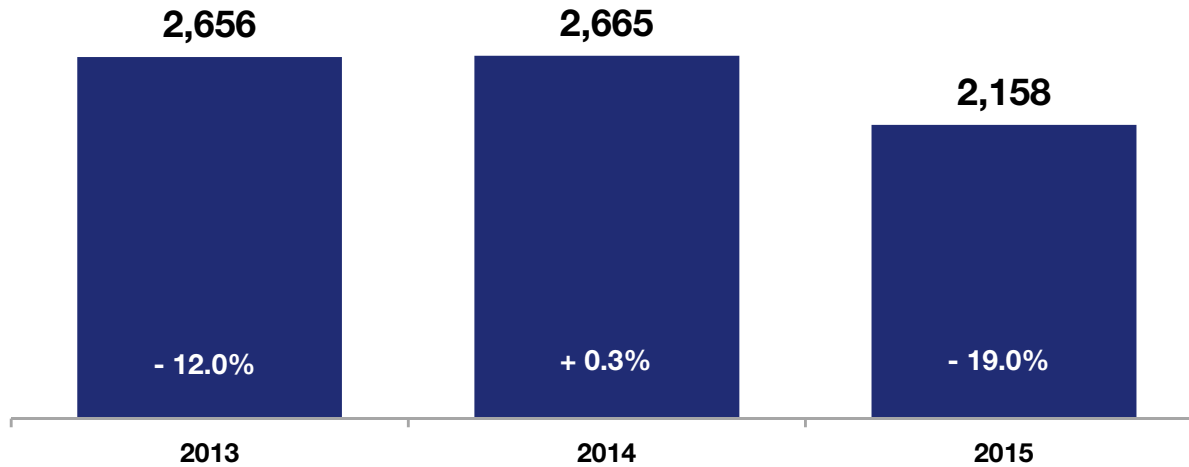


Inventory of Homes for Sale

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

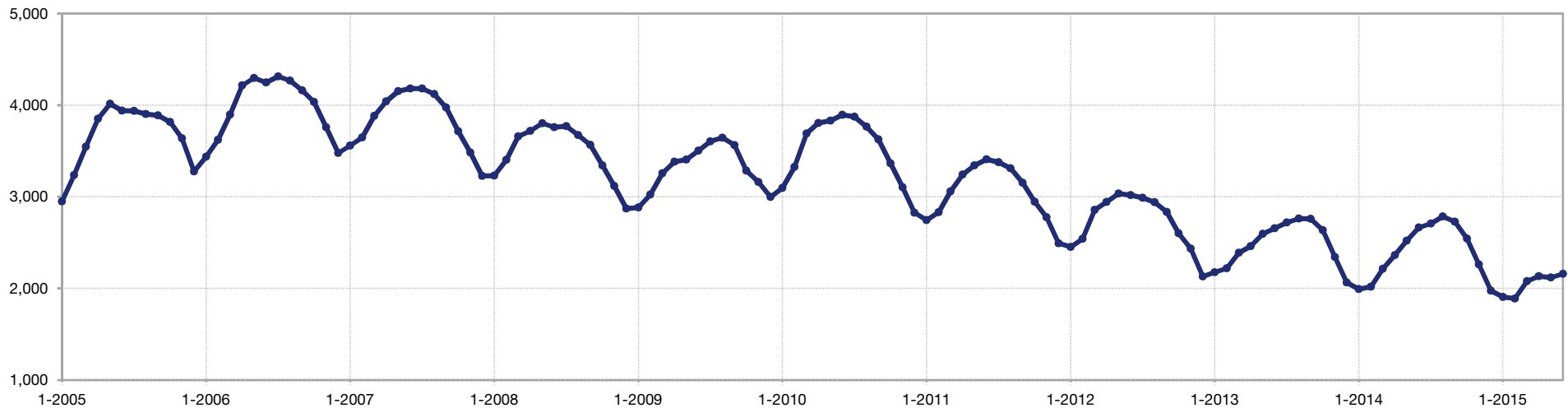


June



| Homes for Sale | | Prior Year | Percent Change |
|------------------|--------------|--------------|----------------|
| July 2014 | 2,707 | 2,719 | -0.4% |
| August 2014 | 2,784 | 2,763 | +0.8% |
| September 2014 | 2,729 | 2,759 | -1.1% |
| October 2014 | 2,543 | 2,636 | -3.5% |
| November 2014 | 2,262 | 2,344 | -3.5% |
| December 2014 | 1,974 | 2,063 | -4.3% |
| January 2015 | 1,906 | 1,992 | -4.3% |
| February 2015 | 1,890 | 2,018 | -6.3% |
| March 2015 | 2,080 | 2,215 | -6.1% |
| April 2015 | 2,134 | 2,363 | -9.7% |
| May 2015 | 2,119 | 2,522 | -16.0% |
| June 2015 | 2,158 | 2,665 | -19.0% |
| 12-Month Avg | 2,274 | 2,422 | -6.1% |

Historical Inventory of Homes for Sale by Month

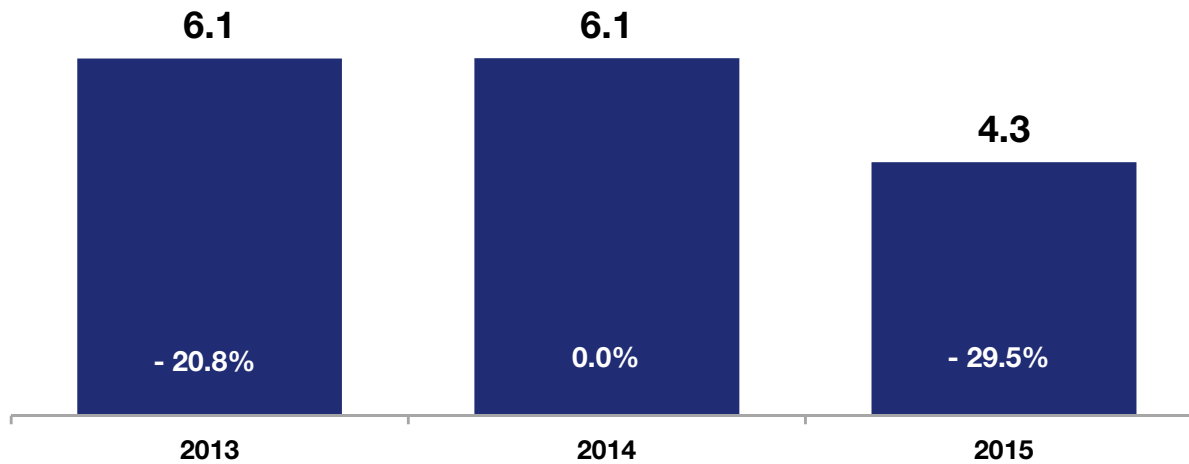


Months Supply of Inventory

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.

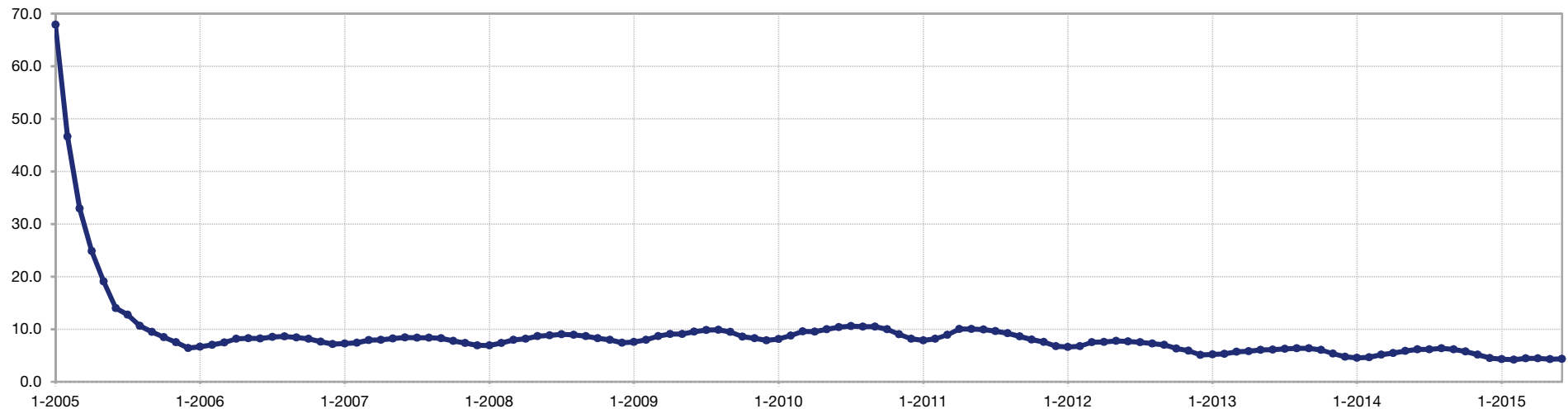


June



| Months Supply | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| July 2014 | 6.1 | 6.3 | -3.2% |
| August 2014 | 6.3 | 6.4 | -1.6% |
| September 2014 | 6.2 | 6.3 | -1.6% |
| October 2014 | 5.7 | 6.1 | -6.6% |
| November 2014 | 5.1 | 5.4 | -5.6% |
| December 2014 | 4.5 | 4.7 | -4.3% |
| January 2015 | 4.3 | 4.6 | -6.5% |
| February 2015 | 4.2 | 4.7 | -10.6% |
| March 2015 | 4.4 | 5.2 | -15.4% |
| April 2015 | 4.4 | 5.5 | -20.0% |
| May 2015 | 4.3 | 5.8 | -25.9% |
| June 2015 | 4.3 | 6.1 | -29.5% |
| 12-Month Avg | 5.0 | 5.6 | -10.7% |

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 | + / - | 6-2014 | 6-2015 | + / - | 6-2014 | 6-2015 | + / - |
| Albert Lea | 202 | 217 | +7.4% | 114 | 115 | +0.9% | \$74,000 | \$79,000 | +6.8% | 167 | 170 | +1.8% | 8.0 | 7.6 | -5.0% |
| Austin | 299 | 317 | +6.0% | 191 | 215 | +12.6% | \$87,000 | \$88,575 | +1.8% | 219 | 184 | -16.0% | 6.6 | 5.0 | -24.2% |
| Blooming Prairie | 29 | 30 | +3.4% | 17 | 22 | +29.4% | \$77,900 | \$106,500 | +36.7% | 21 | 25 | +19.0% | 7.2 | 8.1 | +12.5% |
| Byron | 82 | 82 | 0.0% | 43 | 62 | +44.2% | \$190,000 | \$207,000 | +8.9% | 51 | 36 | -29.4% | 6.2 | 3.5 | -43.5% |
| Caledonia | 13 | 24 | +84.6% | 11 | 14 | +27.3% | \$82,000 | \$129,500 | +57.9% | 18 | 25 | +38.9% | 7.0 | 9.8 | +40.0% |
| Chatfield | 28 | 38 | +35.7% | 18 | 25 | +38.9% | \$141,375 | \$139,000 | -1.7% | 17 | 13 | -23.5% | 4.4 | 3.3 | -25.0% |
| Dodge Center | 40 | 51 | +27.5% | 22 | 33 | +50.0% | \$127,000 | \$125,000 | -1.6% | 29 | 20 | -31.0% | 9.2 | 3.4 | -63.0% |
| Grand Meadow | 18 | 13 | -27.8% | 6 | 12 | +100.0% | \$100,500 | \$115,860 | +15.3% | 15 | 7 | -53.3% | 5.0 | 2.5 | -50.0% |
| Hayfield | 24 | 26 | +8.3% | 22 | 12 | -45.5% | \$102,700 | \$114,151 | +11.1% | 8 | 18 | +125.0% | 2.4 | 9.0 | +275.0% |
| Kasson | 58 | 70 | +20.7% | 44 | 62 | +40.9% | \$151,500 | \$168,250 | +11.1% | 36 | 24 | -33.3% | 4.4 | 2.4 | -45.5% |
| La Crescent | 37 | 22 | -40.5% | 16 | 15 | -6.3% | \$133,450 | \$165,000 | +23.6% | 24 | 14 | -41.7% | 7.3 | 4.9 | -32.9% |
| Lake City | 97 | 88 | -9.3% | 37 | 35 | -5.4% | \$150,000 | \$167,000 | +11.3% | 108 | 88 | -18.5% | 17.1 | 10.7 | -37.4% |
| Oronoco | 31 | 38 | +22.6% | 17 | 23 | +35.3% | \$188,500 | \$284,000 | +50.7% | 23 | 20 | -13.0% | 5.9 | 5.8 | -1.7% |
| Owatonna | 269 | 252 | -6.3% | 153 | 179 | +17.0% | \$131,000 | \$144,900 | +10.6% | 165 | 119 | -27.9% | 5.6 | 3.7 | -33.9% |
| Preston | 19 | 19 | 0.0% | 14 | 15 | +7.1% | \$96,500 | \$100,000 | +3.6% | 13 | 13 | 0.0% | 5.2 | 5.2 | 0.0% |
| Pine Island | 46 | 52 | +13.0% | 25 | 45 | +80.0% | \$161,700 | \$185,000 | +14.4% | 24 | 17 | -29.2% | 4.4 | 2.5 | -43.2% |
| Plainview | 40 | 37 | -7.5% | 15 | 25 | +66.7% | \$125,000 | \$135,000 | +8.0% | 26 | 15 | -42.3% | 8.4 | 3.1 | -63.1% |
| Rochester | 1,416 | 1,603 | +13.2% | 1,001 | 1,323 | +32.2% | \$168,000 | \$180,000 | +7.1% | 630 | 439 | -30.3% | 3.7 | 2.2 | -40.5% |
| Spring Valley | 38 | 20 | -47.4% | 21 | 24 | +14.3% | \$73,000 | \$101,500 | +39.0% | 30 | 18 | -40.0% | 7.5 | 3.9 | -48.0% |
| St. Charles | 35 | 51 | +45.7% | 17 | 21 | +23.5% | \$143,900 | \$139,000 | -3.4% | 24 | 32 | +33.3% | 6.1 | 6.8 | +11.5% |
| Stewartville | 53 | 57 | +7.5% | 41 | 37 | -9.8% | \$159,900 | \$157,000 | -1.8% | 23 | 30 | +30.4% | 3.0 | 4.3 | +43.3% |
| Wabasha | 59 | 42 | -28.8% | 30 | 20 | -33.3% | \$159,900 | \$162,450 | +1.6% | 64 | 49 | -23.4% | 13.7 | 11.3 | -17.5% |
| Waseca | 15 | 21 | +40.0% | 15 | 11 | -26.7% | \$70,395 | \$68,775 | -2.3% | 9 | 11 | +22.2% | 3.6 | 3.7 | +2.8% |
| Winona | 262 | 280 | +6.9% | 171 | 175 | +2.3% | \$126,500 | \$138,700 | +9.6% | 196 | 174 | -11.2% | 6.8 | 5.6 | -17.6% |
| Zumbrota | 48 | 74 | +54.2% | 19 | 39 | +105.3% | \$164,900 | \$163,900 | -0.6% | 51 | 38 | -25.5% | 12.5 | 5.0 | -60.0% |