

Monthly Indicators



May 2018

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

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

New Listings in Southeast Minnesota decreased 4.9 percent to 756. Pending Sales were down 9.7 percent to 659. Inventory levels shrank 14.5 percent to 1,178 units.

Prices continued to gain traction. The Median Sales Price increased 9.6 percent to \$195,000. Days on Market was up 11.7 percent to 67 days. Sellers were encouraged as Months Supply of Inventory was down 11.1 percent to 2.4 months.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Activity Snapshot

- 8.9%

+ 9.6%

- 14.5%

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.



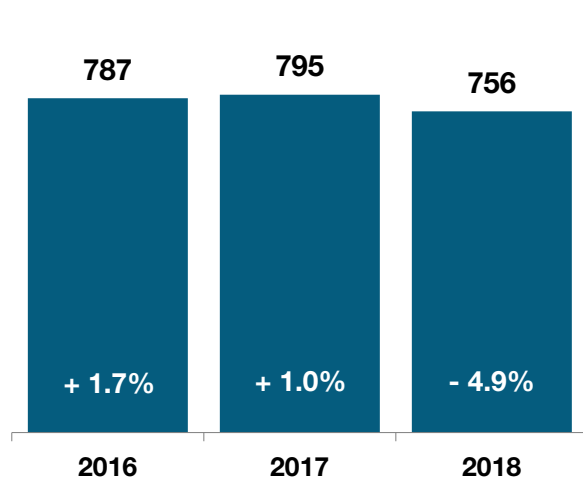
Key Metrics	Historical Sparkbars	5-2017	5-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		795	756	- 4.9%	3,143	2,882	- 8.3%
Pending Sales		730	659	- 9.7%	2,682	2,542	- 5.2%
Closed Sales		637	580	- 8.9%	2,047	1,945	- 5.0%
Days on Market		60	67	+ 11.7%	75	71	- 5.3%
Median Sales Price		\$178,000	\$195,000	+ 9.6%	\$172,000	\$185,000	+ 7.6%
Avg. Sales Price		\$206,503	\$228,213	+ 10.5%	\$199,001	\$212,436	+ 6.8%
Pct. of Orig. Price Received		97.7%	98.0%	+ 0.3%	96.7%	96.8%	+ 0.1%
Affordability Index		222	190	- 14.4%	229	200	- 12.7%
Homes for Sale		1,377	1,178	- 14.5%	--	--	--
Months Supply		2.7	2.4	- 11.1%	--	--	--

New Listings

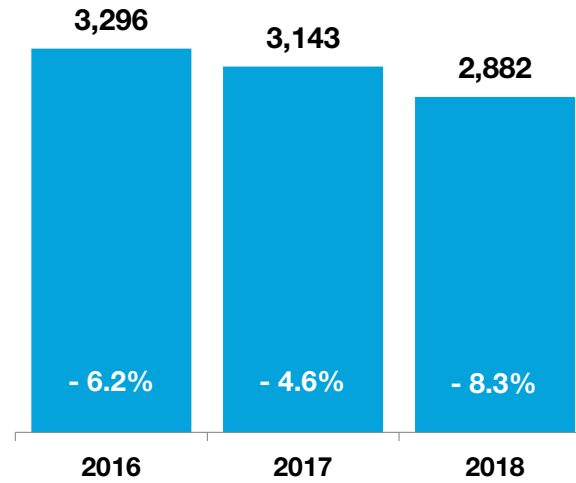
A count of the properties that have been newly listed on the market in a given month.



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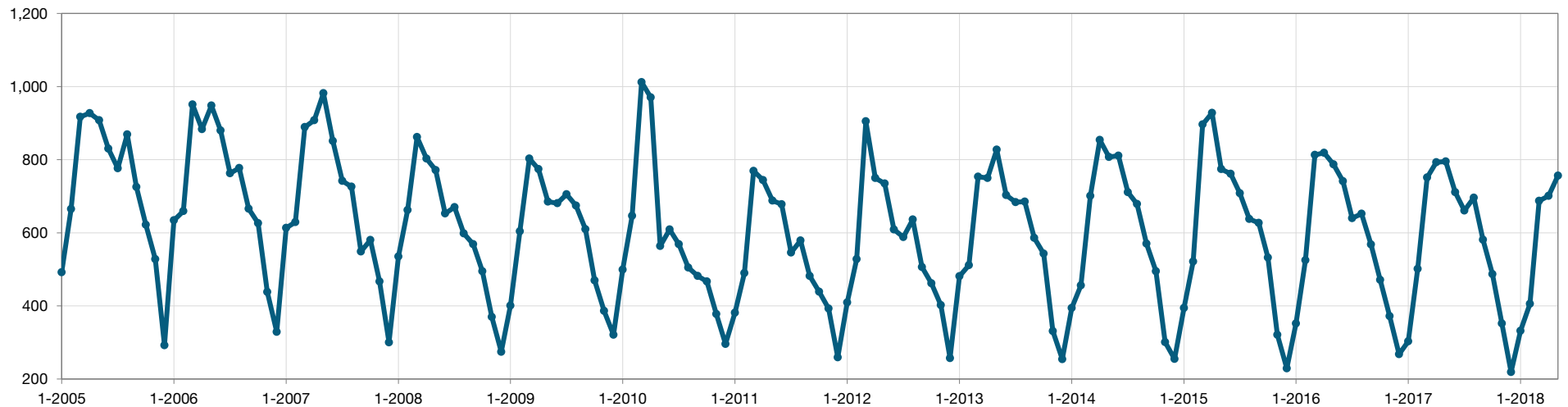


Year to Date



	New Listings	Prior Year	Percent Change
June 2017	711	741	-4.0%
July 2017	661	640	+3.3%
August 2017	696	652	+6.7%
September 2017	581	568	+2.3%
October 2017	487	471	+3.4%
November 2017	352	372	-5.4%
December 2017	219	268	-18.3%
January 2018	332	303	+9.6%
February 2018	406	501	-19.0%
March 2018	687	751	-8.5%
April 2018	701	793	-11.6%
May 2018	756	795	-4.9%
12-Month Avg	549	571	-3.9%

Historical New Listings by Month

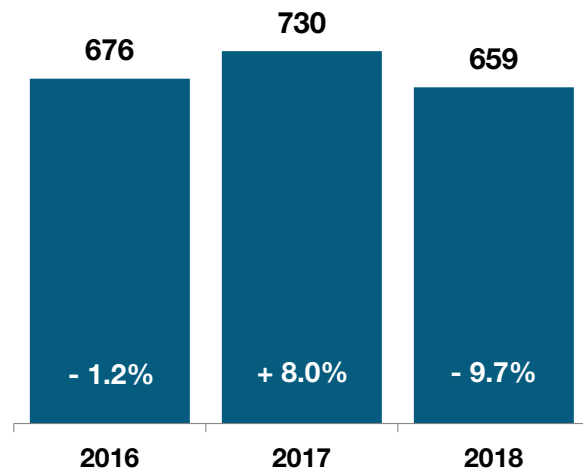


Pending Sales

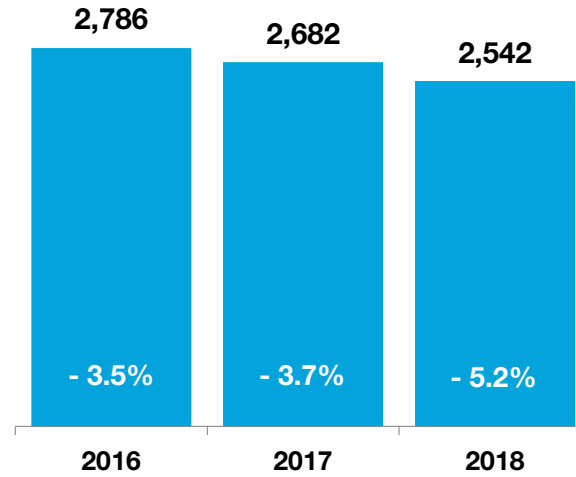
A count of the properties on which offers have been accepted in a given month.



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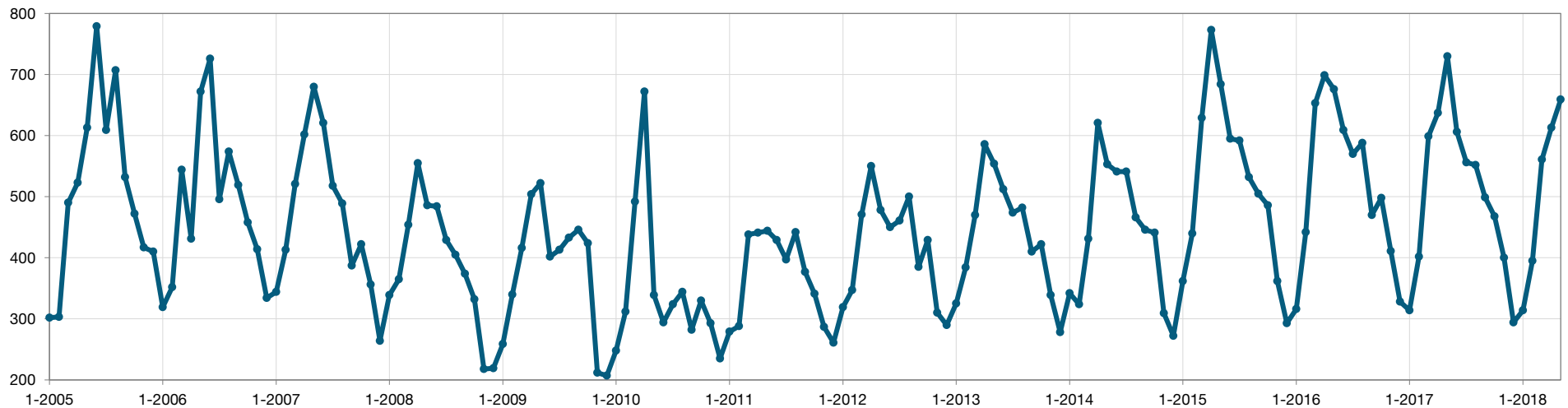


Year to Date



	Pending Sales	Prior Year	Percent Change
June 2017	606	609	-0.5%
July 2017	556	570	-2.5%
August 2017	552	588	-6.1%
September 2017	499	470	+6.2%
October 2017	468	498	-6.0%
November 2017	400	411	-2.7%
December 2017	294	328	-10.4%
January 2018	314	314	0.0%
February 2018	395	402	-1.7%
March 2018	561	599	-6.3%
April 2018	613	637	-3.8%
May 2018	659	730	-9.7%
12-Month Avg	493	513	-3.9%

Historical Pending Sales by Month

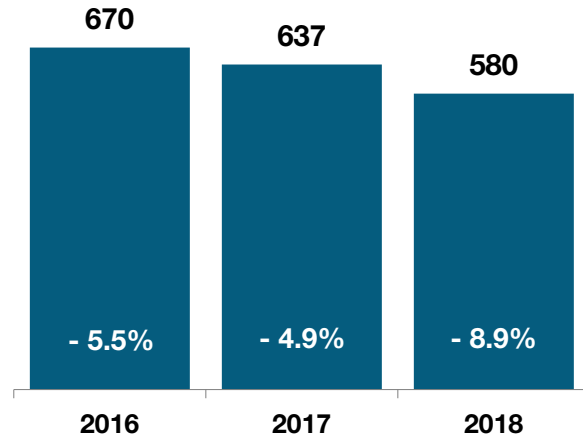


Closed Sales

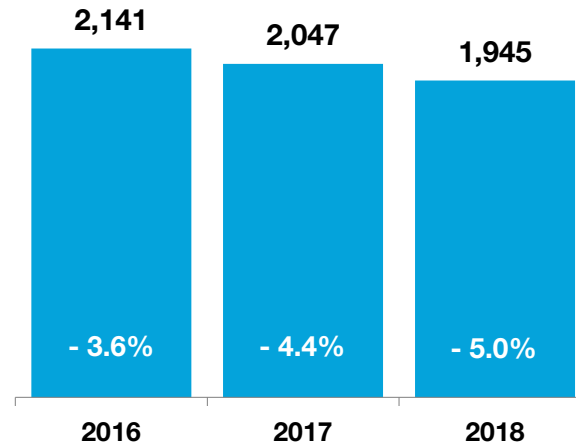
A count of the actual sales that closed in a given month.



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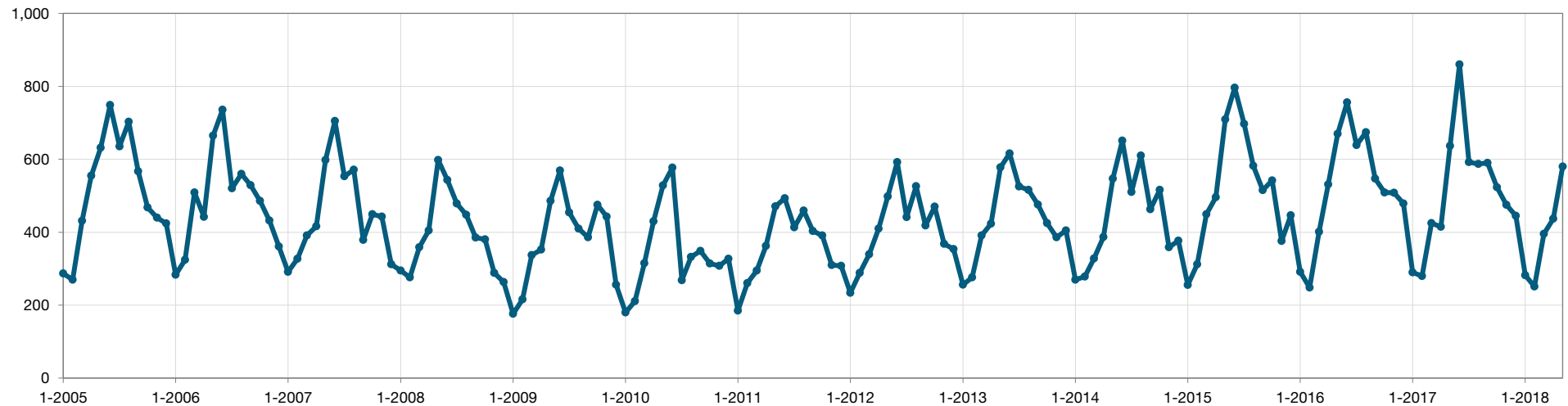


Year to Date



	Closed Sales	Prior Year	Percent Change
June 2017	860	756	+13.8%
July 2017	592	639	-7.4%
August 2017	587	674	-12.9%
September 2017	590	547	+7.9%
October 2017	523	509	+2.8%
November 2017	475	508	-6.5%
December 2017	445	479	-7.1%
January 2018	282	290	-2.8%
February 2018	251	280	-10.4%
March 2018	395	425	-7.1%
April 2018	437	415	+5.3%
May 2018	580	637	-8.9%
12-Month Avg	501	513	-2.3%

Historical Closed Sales by Month

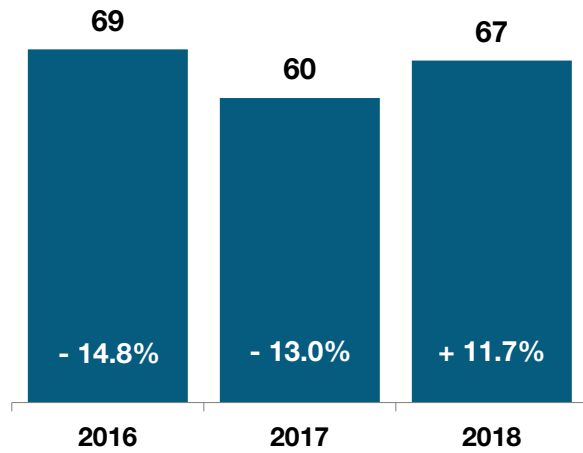


Days on Market Until Sale

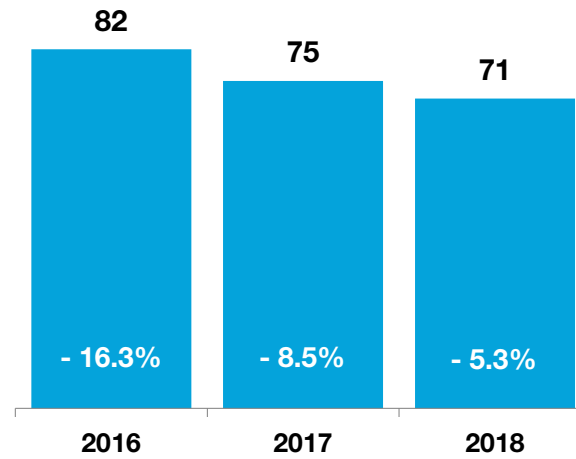
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



Year to Date



Days on Market	Prior Year	Percent Change	
June 2017	57	63	-9.5%
July 2017	51	65	-21.5%
August 2017	53	62	-14.5%
September 2017	55	69	-20.3%
October 2017	57	73	-21.9%
November 2017	61	84	-27.4%
December 2017	68	80	-15.0%
January 2018	71	84	-15.5%
February 2018	87	84	+3.6%
March 2018	73	85	-14.1%
April 2018	66	76	-13.2%
May 2018	67	60	+11.7%
12-Month Avg	64	74	-13.5%

Historical Days on Market Until Sale by Month

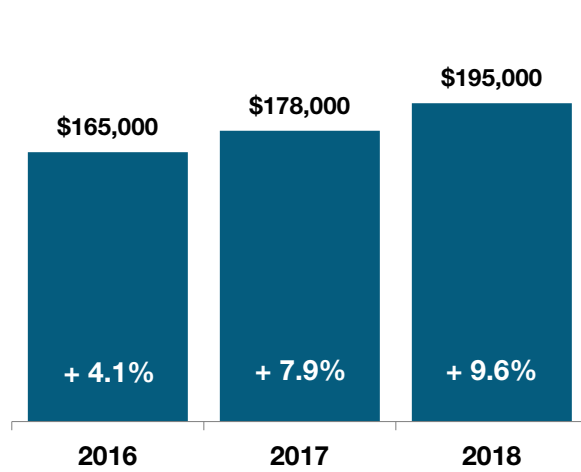


Median Sales Price

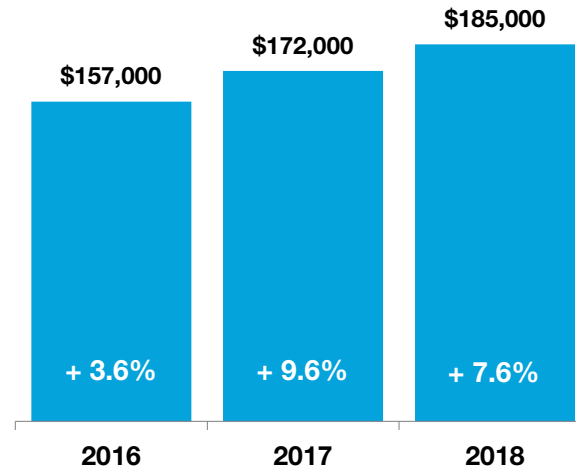
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
June 2017	\$184,200	\$178,000	+3.5%
July 2017	\$176,950	\$172,250	+2.7%
August 2017	\$186,890	\$167,200	+11.8%
September 2017	\$180,000	\$169,000	+6.5%
October 2017	\$174,000	\$159,950	+8.8%
November 2017	\$174,125	\$172,000	+1.2%
December 2017	\$174,000	\$160,950	+8.1%
January 2018	\$175,000	\$164,900	+6.1%
February 2018	\$186,125	\$160,575	+15.9%
March 2018	\$186,500	\$165,950	+12.4%
April 2018	\$181,550	\$180,500	+0.6%
May 2018	\$195,000	\$178,000	+9.6%
12-Month Avg	\$181,195	\$169,106	+7.1%

Historical Median Sales Price by Month

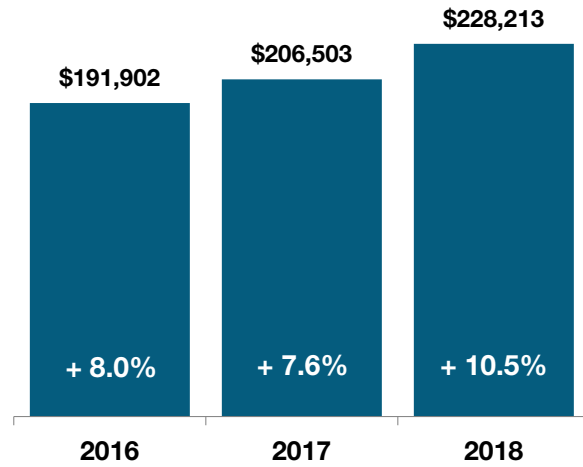


Average Sales Price

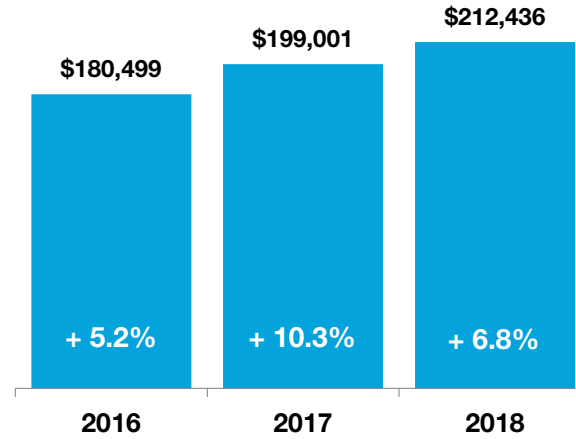
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
June 2017	\$216,688	\$200,574	+8.0%
July 2017	\$204,122	\$191,434	+6.6%
August 2017	\$218,550	\$196,740	+11.1%
September 2017	\$201,168	\$192,569	+4.5%
October 2017	\$201,218	\$182,341	+10.4%
November 2017	\$202,129	\$195,851	+3.2%
December 2017	\$204,667	\$188,260	+8.7%
January 2018	\$201,889	\$186,558	+8.2%
February 2018	\$206,812	\$186,053	+11.2%
March 2018	\$210,059	\$200,324	+4.9%
April 2018	\$203,685	\$203,577	+0.1%
May 2018	\$228,213	\$206,503	+10.5%
12-Month Avg	\$208,267	\$194,232	+7.2%

Historical Average Sales Price by Month

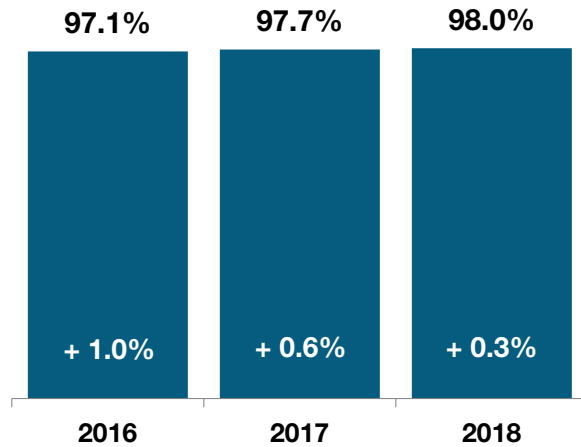


Percent of Original List Price Received

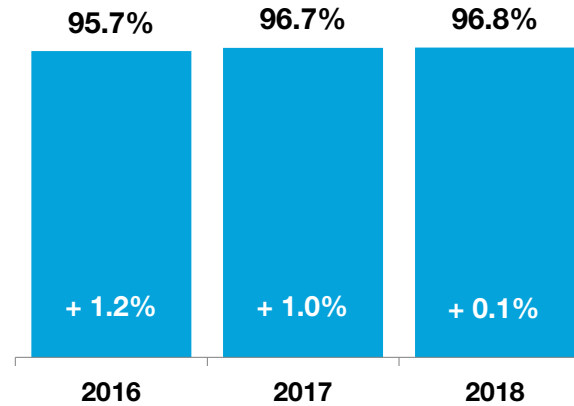
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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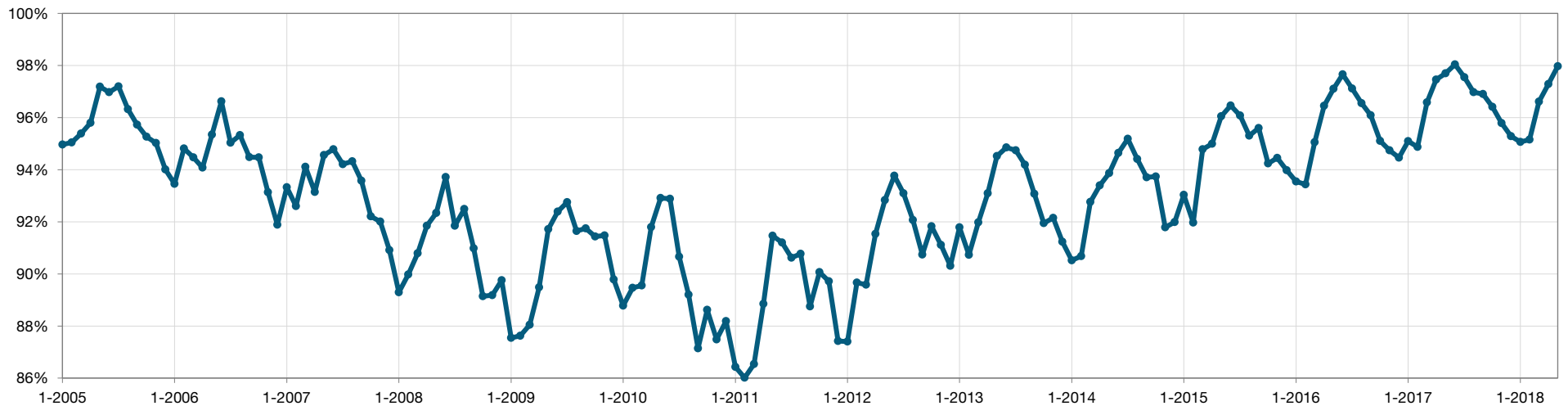


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
June 2017	98.0%	97.7%	+0.3%
July 2017	97.5%	97.1%	+0.4%
August 2017	97.0%	96.6%	+0.4%
September 2017	96.9%	96.1%	+0.8%
October 2017	96.4%	95.1%	+1.4%
November 2017	95.8%	94.7%	+1.2%
December 2017	95.3%	94.5%	+0.8%
January 2018	95.1%	95.1%	0.0%
February 2018	95.2%	94.9%	+0.3%
March 2018	96.6%	96.6%	0.0%
April 2018	97.3%	97.5%	-0.2%
May 2018	98.0%	97.7%	+0.3%
12-Month Avg	96.6%	96.1%	+0.5%

Historical Percent of Original List Price Received by Month

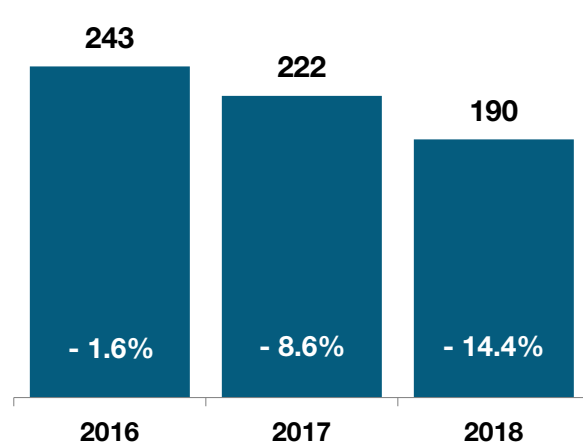


Housing Affordability Index

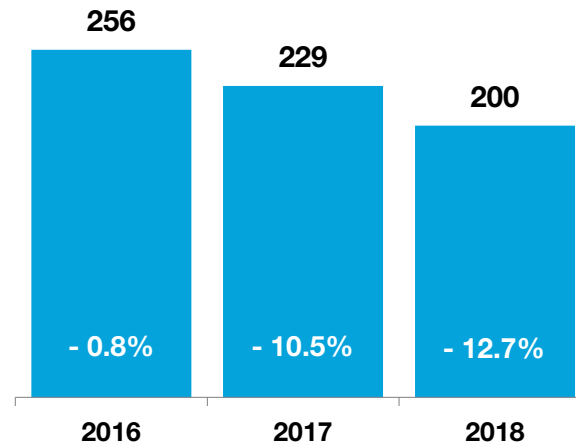
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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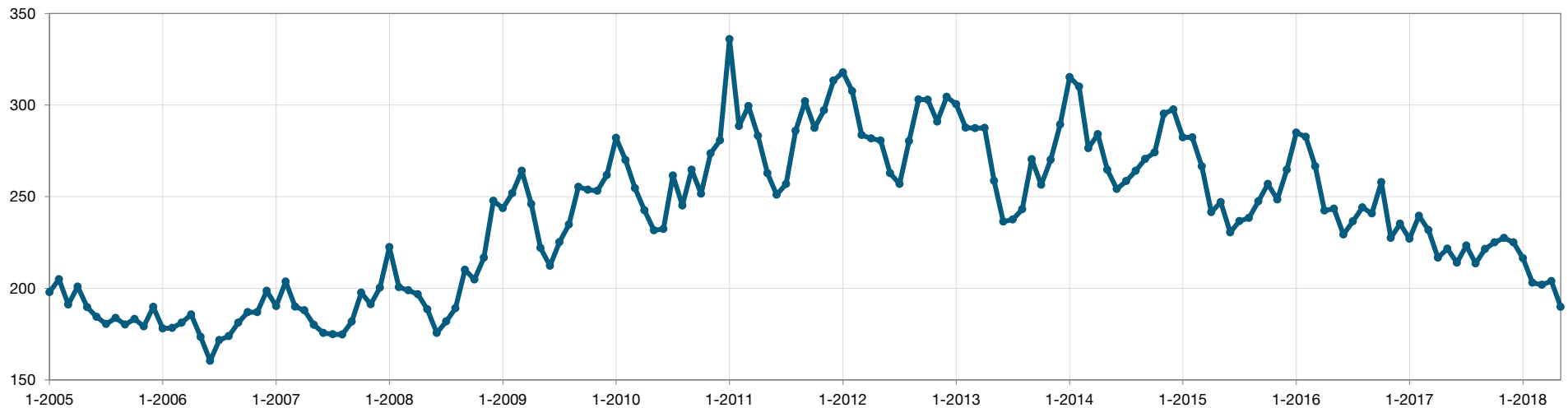


Year to Date



	Affordability Index	Prior Year	Percent Change
June 2017	214	229	-6.6%
July 2017	223	237	-5.9%
August 2017	213	244	-12.7%
September 2017	221	241	-8.3%
October 2017	225	258	-12.8%
November 2017	227	227	0.0%
December 2017	225	235	-4.3%
January 2018	216	227	-4.8%
February 2018	203	240	-15.4%
March 2018	202	232	-12.9%
April 2018	204	217	-6.0%
May 2018	190	222	-14.4%
12-Month Avg	214	234	-8.5%

Historical Housing Affordability Index by Month

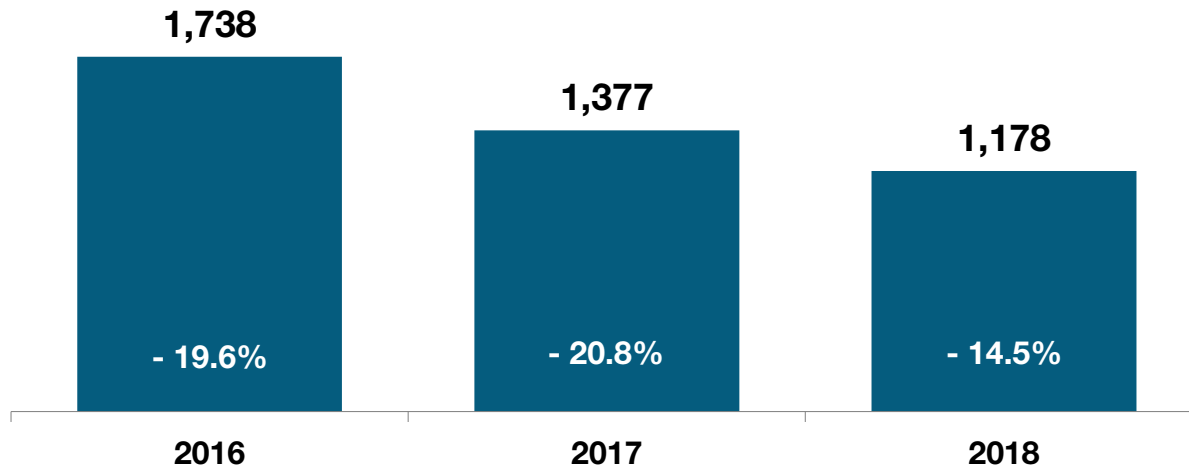


Inventory of Homes for Sale

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

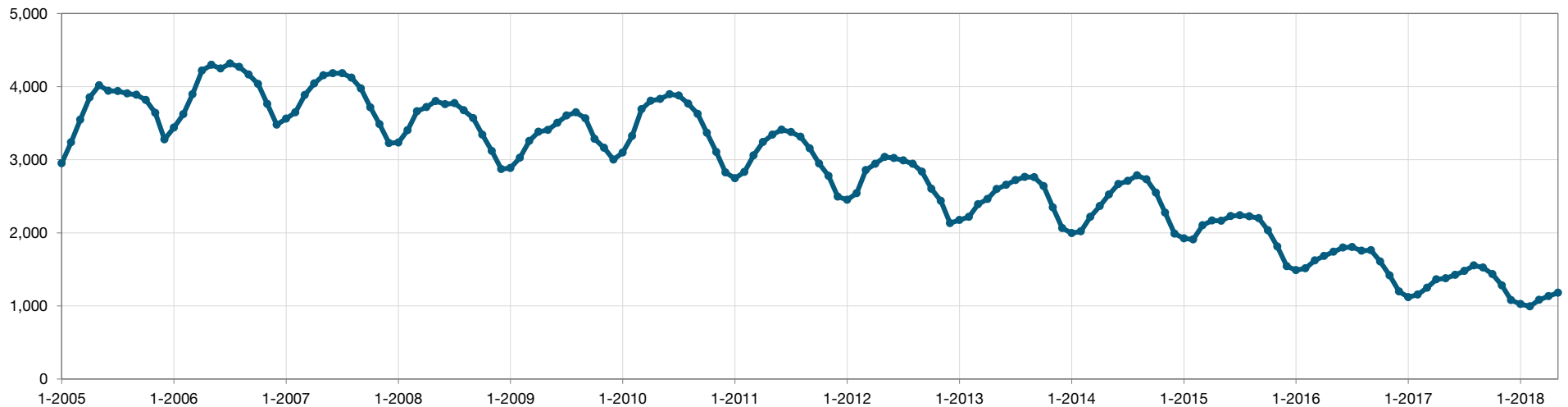


May



Homes for Sale	Prior Year	Percent Change
June 2017	1,422	1,798 -20.9%
July 2017	1,479	1,806 -18.1%
August 2017	1,553	1,753 -11.4%
September 2017	1,523	1,763 -13.6%
October 2017	1,434	1,608 -10.8%
November 2017	1,279	1,416 -9.7%
December 2017	1,079	1,197 -9.9%
January 2018	1,026	1,117 -8.1%
February 2018	993	1,156 -14.1%
March 2018	1,083	1,249 -13.3%
April 2018	1,133	1,364 -16.9%
May 2018	1,178	1,377 -14.5%
12-Month Avg	1,265	1,467 -13.8%

Historical Inventory of Homes for Sale by Month

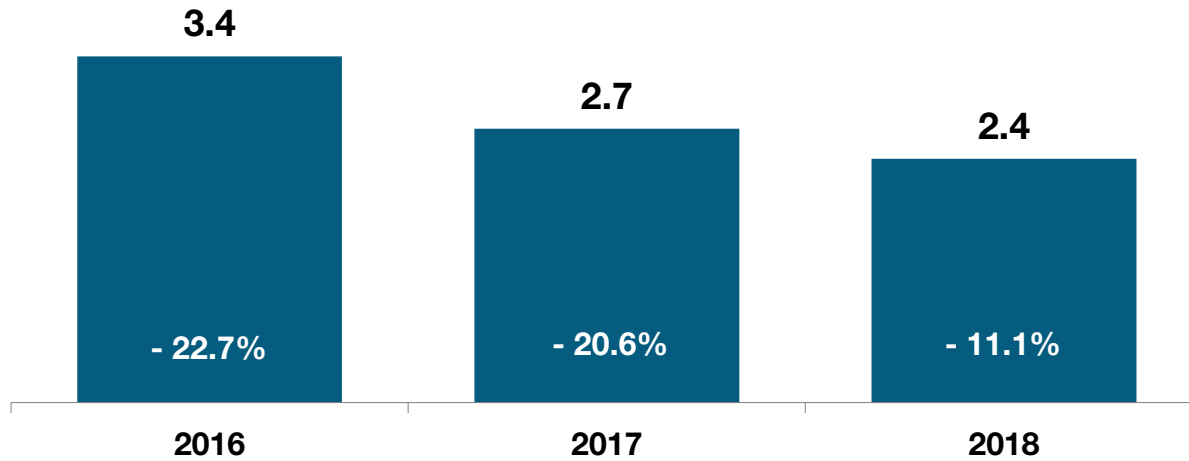


Months Supply of Inventory

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.

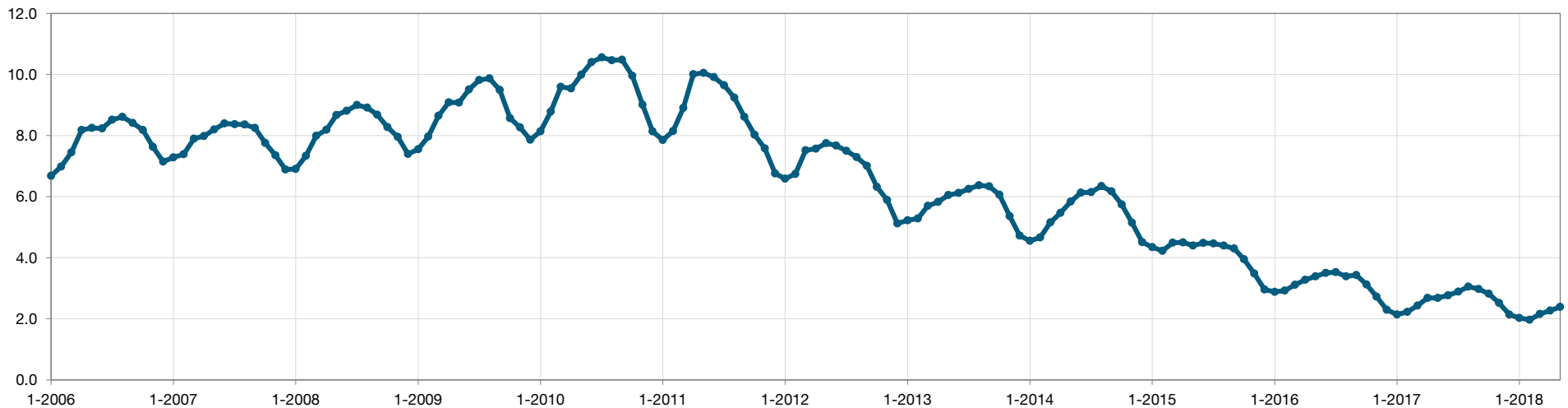


May



Months Supply		Prior Year	Percent Change
June 2017	2.8	3.5	-20.0%
July 2017	2.9	3.5	-17.1%
August 2017	3.1	3.4	-8.8%
September 2017	3.0	3.4	-11.8%
October 2017	2.8	3.1	-9.7%
November 2017	2.5	2.7	-7.4%
December 2017	2.1	2.3	-8.7%
January 2018	2.0	2.1	-4.8%
February 2018	2.0	2.2	-9.1%
March 2018	2.2	2.4	-8.3%
April 2018	2.3	2.7	-14.8%
May 2018	2.4	2.7	-11.1%
12-Month Avg	2.5	2.8	-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 2017	YTD 2018	+ / -	YTD 2017	YTD 2018	+ / -	YTD 2017	YTD 2018	+ / -	5-2017	5-2018	+ / -	5-2017	5-2018	+ / -
Albert Lea	178	127	-28.7%	106	84	-20.8%	\$84,950	\$90,975	+7.1%	110	65	-40.9%	3.9	2.6	-33.3%
Austin	204	223	+9.3%	135	118	-12.6%	\$105,000	\$96,750	-7.9%	98	76	-22.4%	2.7	2.1	-22.2%
Blooming Prairie	17	12	-29.4%	9	9	0.0%	\$84,000	\$99,000	+17.9%	7	7	0.0%	2.2	2.3	+4.5%
Byron	62	86	+38.7%	45	48	+6.7%	\$294,400	\$248,500	-15.6%	18	48	+166.7%	1.6	4.2	+162.5%
Caledonia	17	13	-23.5%	10	8	-20.0%	\$124,250	\$156,000	+25.6%	16	11	-31.3%	5.6	4.5	-19.6%
Chatfield	27	17	-37.0%	21	11	-47.6%	\$154,900	\$177,500	+14.6%	6	8	+33.3%	1.1	2.4	+118.2%
Dodge Center	30	19	-36.7%	22	13	-40.9%	\$167,450	\$172,000	+2.7%	16	5	-68.8%	3.8	1.0	-73.7%
Grand Meadow	7	4	-42.9%	4	3	-25.0%	\$218,507	\$106,000	-51.5%	4	0	-100.0%	2.1	0.0	-100.0%
Hayfield	20	16	-20.0%	20	13	-35.0%	\$134,000	\$137,000	+2.2%	8	6	-25.0%	2.0	1.7	-15.0%
Kasson	74	61	-17.6%	49	40	-18.4%	\$194,900	\$205,375	+5.4%	29	21	-27.6%	2.7	1.8	-33.3%
La Crescent	15	21	+40.0%	14	16	+14.3%	\$180,450	\$280,000	+55.2%	15	11	-26.7%	5.0	2.7	-46.0%
Lake City	77	74	-3.9%	43	42	-2.3%	\$208,000	\$193,500	-7.0%	56	58	+3.6%	5.2	6.2	+19.2%
Oronoco	27	15	-44.4%	14	10	-28.6%	\$395,100	\$302,000	-23.6%	7	8	+14.3%	1.8	2.7	+50.0%
Owatonna	180	146	-18.9%	129	112	-13.2%	\$150,000	\$178,450	+19.0%	77	56	-27.3%	2.3	2.0	-13.0%
Preston	13	19	+46.2%	6	10	+66.7%	\$122,500	\$127,750	+4.3%	7	14	+100.0%	3.2	6.7	+109.4%
Pine Island	41	24	-41.5%	27	27	0.0%	\$216,900	\$241,000	+11.1%	9	9	0.0%	1.3	1.4	+7.7%
Plainview	24	22	-8.3%	13	14	+7.7%	\$161,800	\$175,000	+8.2%	6	8	+33.3%	1.1	1.9	+72.7%
Rochester	1,219	1,190	-2.4%	807	769	-4.7%	\$216,000	\$227,000	+5.1%	347	370	+6.6%	1.8	2.0	+11.1%
Spring Valley	26	17	-34.6%	19	15	-21.1%	\$137,620	\$115,000	-16.4%	8	5	-37.5%	1.5	1.3	-13.3%
St. Charles	33	21	-36.4%	15	12	-20.0%	\$213,500	\$152,200	-28.7%	17	15	-11.8%	3.6	3.8	+5.6%
Stewartville	41	33	-19.5%	31	21	-32.3%	\$184,900	\$166,000	-10.2%	14	8	-42.9%	1.8	1.2	-33.3%
Wabasha	35	19	-45.7%	23	22	-4.3%	\$116,000	\$142,950	+23.2%	32	15	-53.1%	6.5	2.9	-55.4%
Waseca	30	24	-20.0%	18	21	+16.7%	\$143,000	\$125,000	-12.6%	17	11	-35.3%	3.5	2.0	-42.9%
Winona	183	168	-8.2%	131	133	+1.5%	\$134,000	\$140,000	+4.5%	90	76	-15.6%	2.9	2.4	-17.2%
Zumbrota	43	42	-2.3%	21	25	+19.0%	\$186,000	\$217,000	+16.7%	20	19	-5.0%	3.6	2.7	-25.0%