

Monthly Indicators



August 2018

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

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

New Listings Southeast Minnesota were down 1.1 percent to 688. Pending Sales increased 2.4 percent to 565. Inventory shrank 4.0 percent to 1,490 units.

Prices moved higher as the Median Sales Price was up 8.1 percent to \$202,000. Days on Market decreased 7.5 percent to 49 days. Months Supply of Inventory was down 3.2 percent to 3.0 months.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

Activity Snapshot

+ 3.1% **+ 8.1%** **- 4.0%**

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	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.



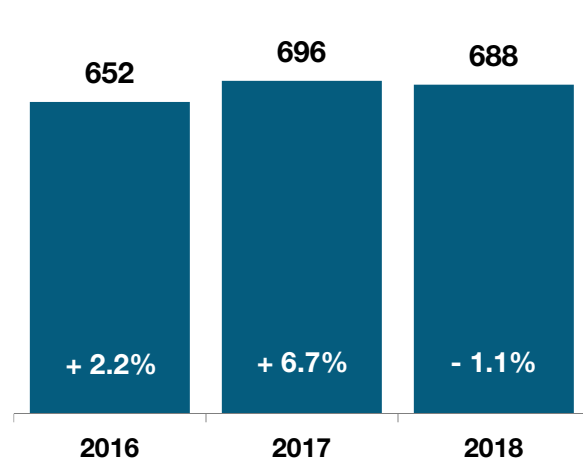
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		696	688	- 1.1%	5,210	5,073	- 2.6%
Pending Sales		552	565	+ 2.4%	4,396	4,225	- 3.9%
Closed Sales		587	605	+ 3.1%	4,086	3,931	- 3.8%
Days on Market		53	49	- 7.5%	65	61	- 6.2%
Median Sales Price		\$186,890	\$202,000	+ 8.1%	\$177,000	\$193,500	+ 9.3%
Avg. Sales Price		\$218,550	\$229,566	+ 5.0%	\$206,278	\$219,884	+ 6.6%
Pct. of Orig. Price Received		97.0%	97.8%	+ 0.8%	97.1%	97.4%	+ 0.3%
Affordability Index		213	185	- 13.1%	225	193	- 14.2%
Homes for Sale		1,552	1,490	- 4.0%	--	--	--
Months Supply		3.1	3.0	- 3.2%	--	--	--

New Listings

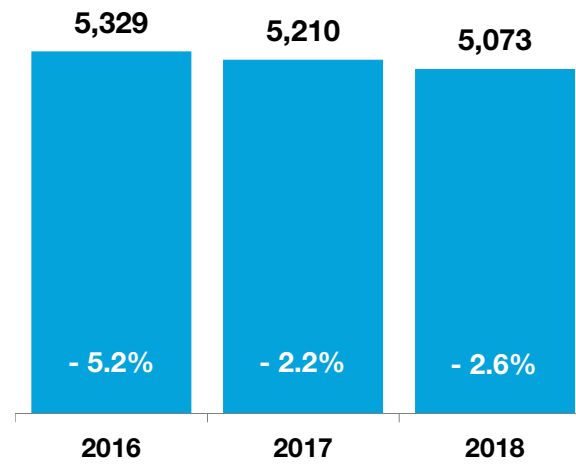
A count of the properties that have been newly listed on the market in a given month.



August

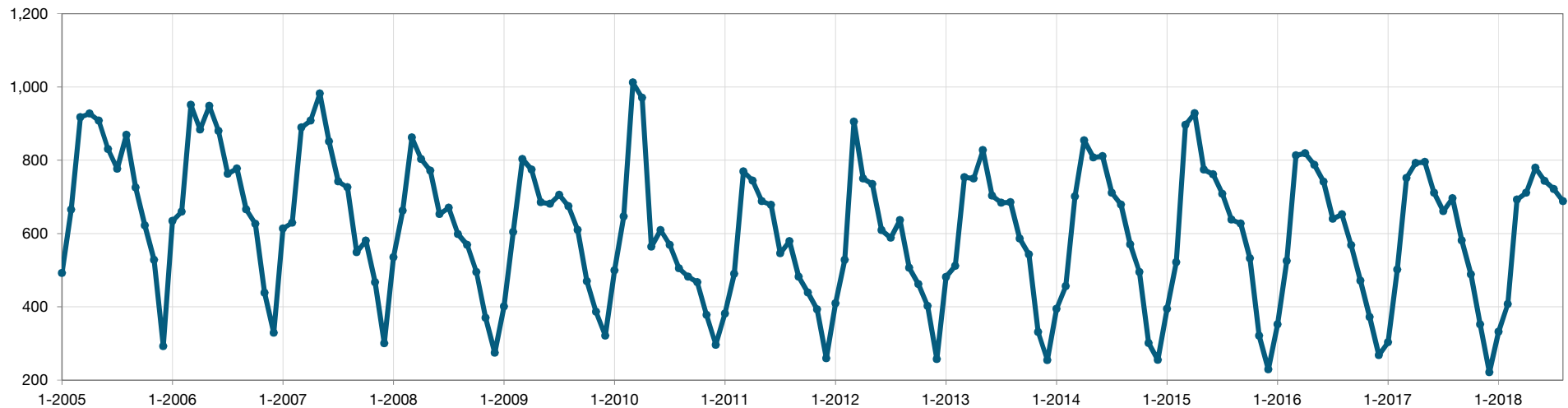


Year to Date



	New Listings	Prior Year	Percent Change
September 2017	581	568	+2.3%
October 2017	488	471	+3.6%
November 2017	352	372	-5.4%
December 2017	221	268	-17.5%
January 2018	332	303	+9.6%
February 2018	407	501	-18.8%
March 2018	692	751	-7.9%
April 2018	711	792	-10.2%
May 2018	779	795	-2.0%
June 2018	743	711	+4.5%
July 2018	721	661	+9.1%
August 2018	688	696	-1.1%
12-Month Avg	560	574	-2.4%

Historical New Listings by Month

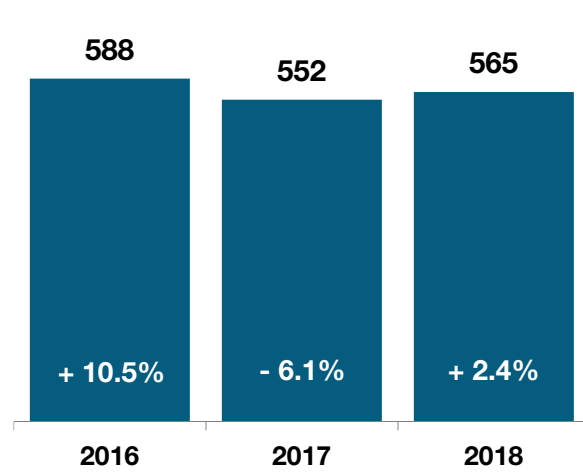


Pending Sales

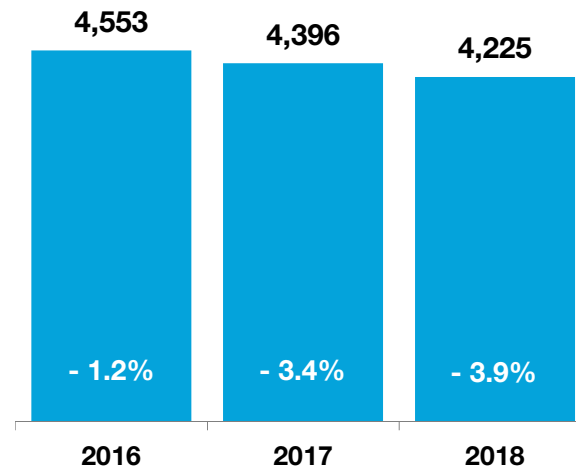
A count of the properties on which offers have been accepted in a given month.



August

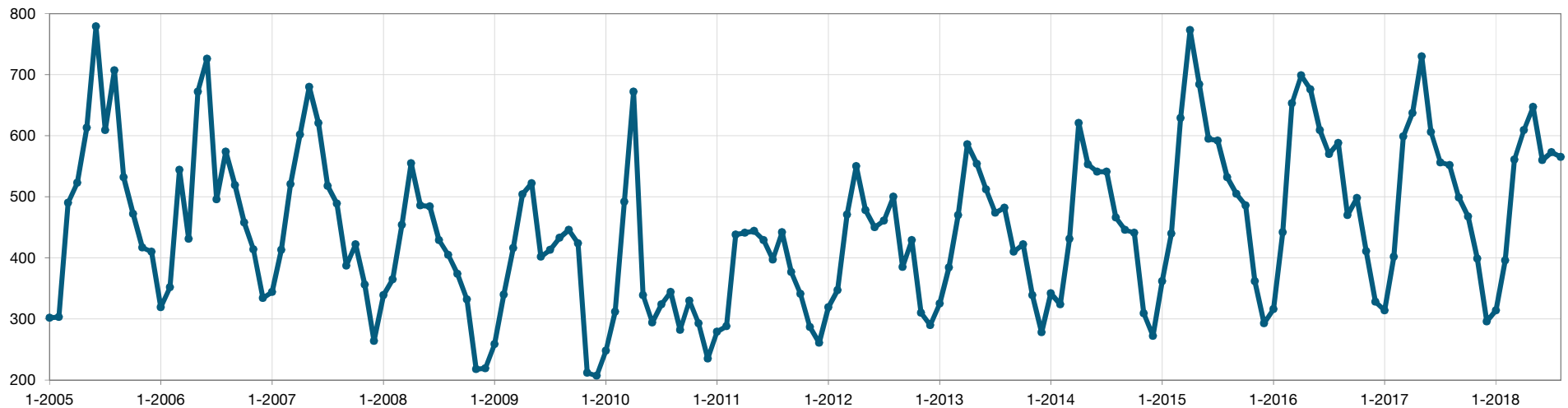


Year to Date



Pending Sales	Prior Year	Percent Change
September 2017	470	+6.2%
October 2017	498	-6.0%
November 2017	411	-2.9%
December 2017	328	-9.8%
January 2018	314	0.0%
February 2018	402	-1.5%
March 2018	599	-6.3%
April 2018	637	-4.4%
May 2018	730	-11.4%
June 2018	606	-7.6%
July 2018	556	+3.1%
August 2018	552	+2.4%
12-Month Avg	491	-3.5%

Historical Pending Sales by Month

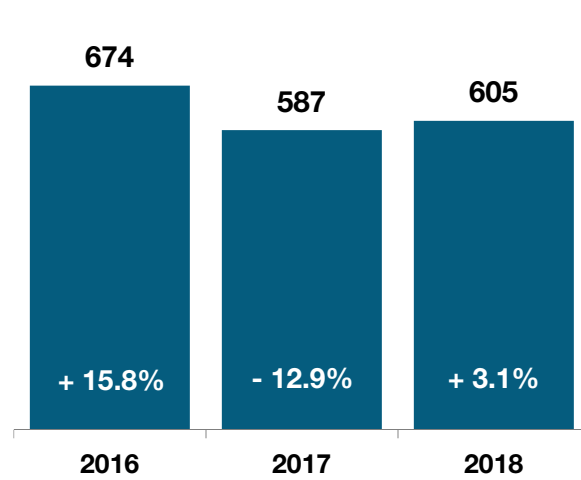


Closed Sales

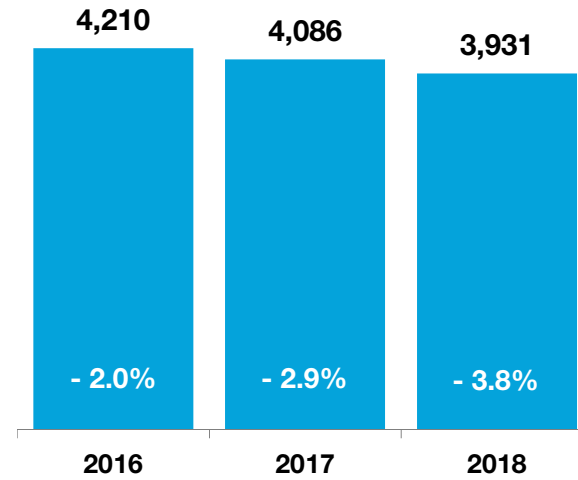
A count of the actual sales that closed in a given month.



August

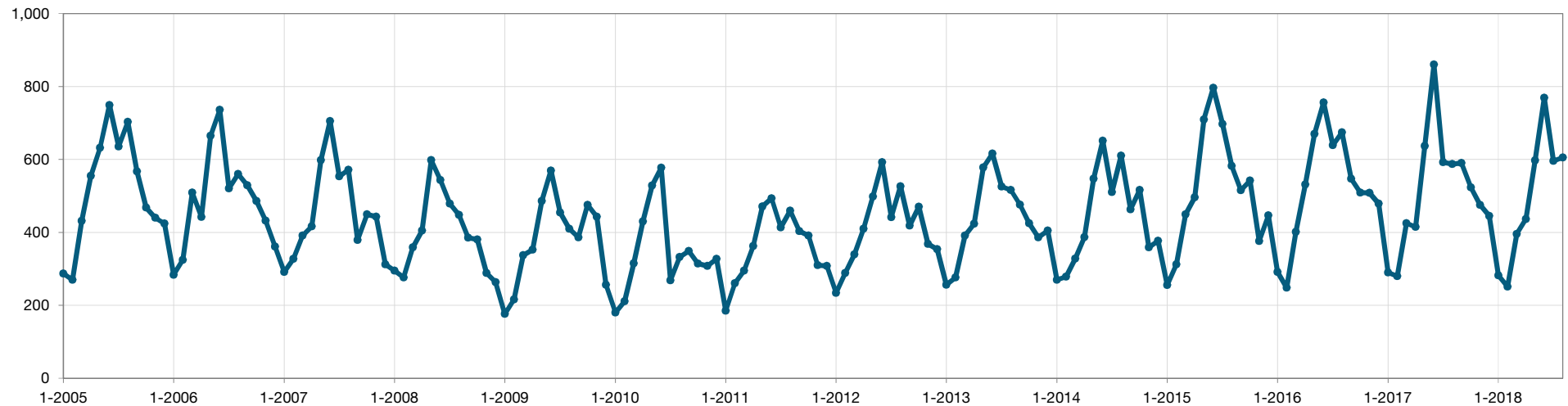


Year to Date



	Closed Sales	Prior Year	Percent Change
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	436	415	+5.1%
May 2018	597	637	-6.3%
June 2018	769	860	-10.6%
July 2018	596	592	+0.7%
August 2018	605	587	+3.1%
12-Month Avg	497	511	-2.7%

Historical Closed Sales by Month

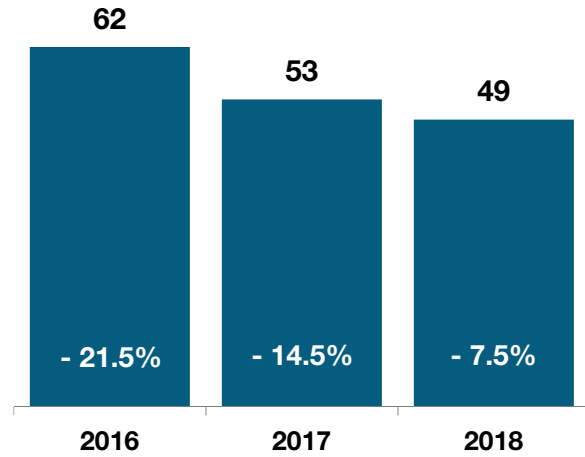


Days on Market Until Sale

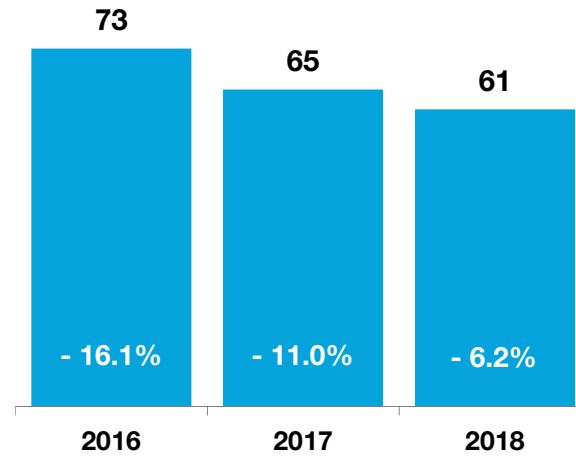
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year to Date



Days on Market	Prior Year	Percent Change	
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	66	60	+10.0%
June 2018	48	57	-15.8%
July 2018	56	51	+9.8%
August 2018	49	53	-7.5%
12-Month Avg	63	71	-11.3%

Historical Days on Market Until Sale by Month

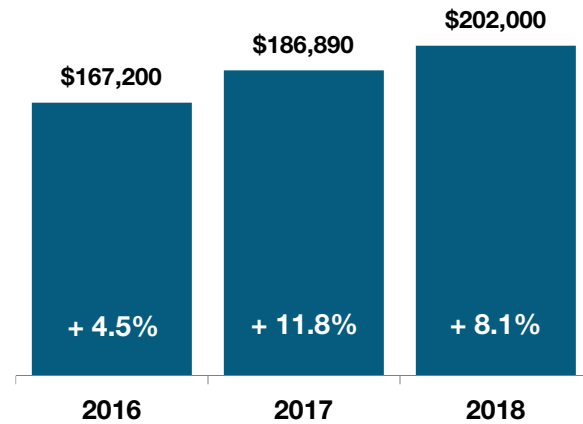


Median Sales Price

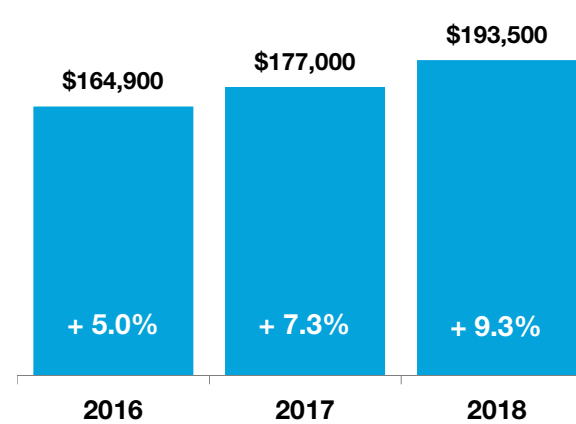
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$182,150	\$180,500	+0.9%
May 2018	\$194,000	\$178,000	+9.0%
June 2018	\$206,000	\$184,200	+11.8%
July 2018	\$192,150	\$176,950	+8.6%
August 2018	\$202,000	\$186,890	+8.1%
12-Month Avg	\$185,504	\$171,655	+8.1%

Historical Median Sales Price by Month

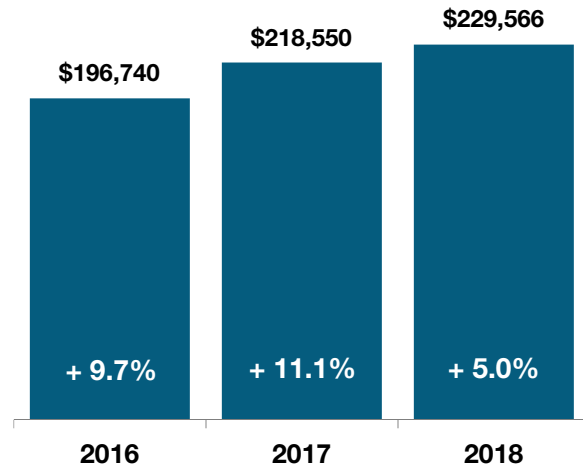


Average Sales Price

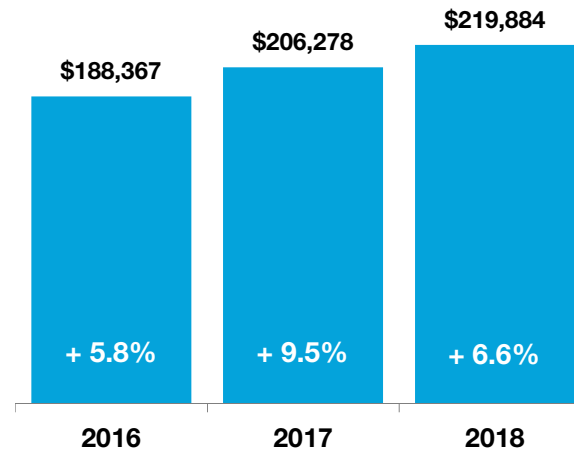
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$204,476	\$203,577	+0.4%
May 2018	\$226,478	\$206,503	+9.7%
June 2018	\$227,281	\$216,688	+4.9%
July 2018	\$225,711	\$204,122	+10.6%
August 2018	\$229,566	\$218,550	+5.0%
12-Month Avg	\$211,788	\$198,450	+6.7%

Historical Average Sales Price by Month

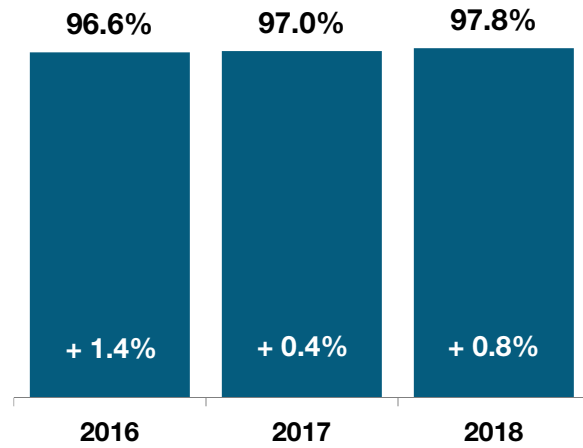


Percent of Original List Price Received

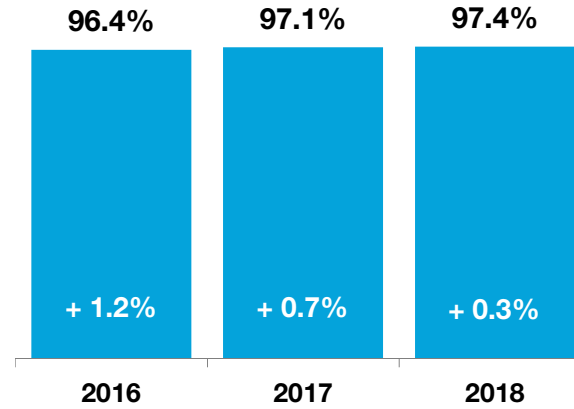
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August

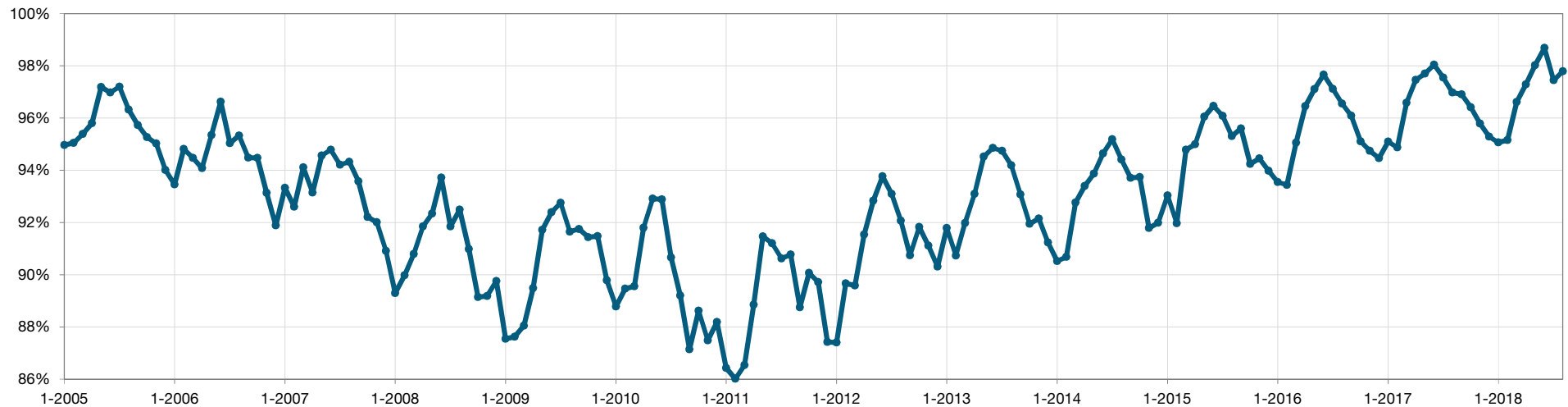


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
June 2018	98.7%	98.0%	+0.7%
July 2018	97.5%	97.5%	0.0%
August 2018	97.8%	97.0%	+0.8%
12-Month Avg	96.7%	96.2%	+0.5%

Historical Percent of Original List Price Received by Month

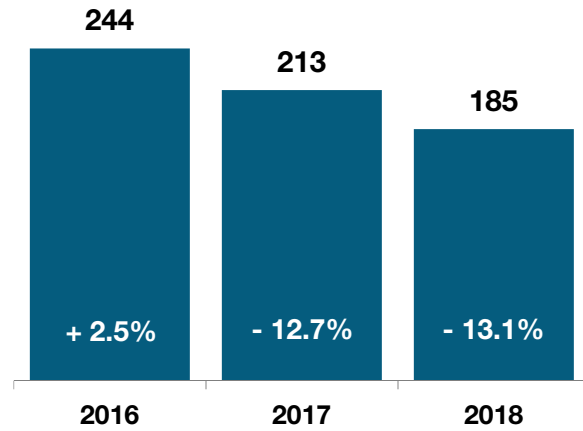


Housing Affordability Index

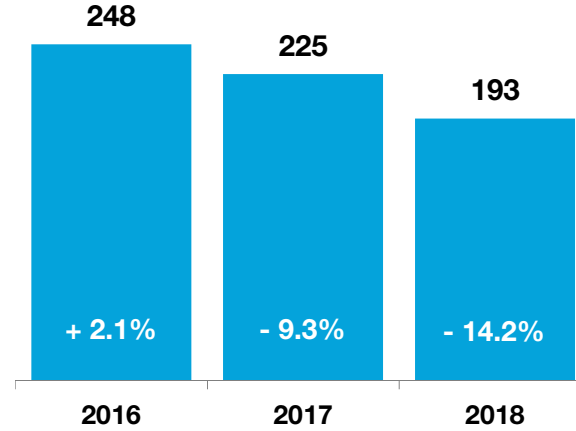
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August



Year to Date



	Affordability Index	Prior Year	Percent Change
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	203	217	-6.5%
May 2018	191	222	-14.0%
June 2018	181	214	-15.4%
July 2018	194	223	-13.0%
August 2018	185	213	-13.1%
12-Month Avg	206	229	-10.0%

Historical Housing Affordability Index by Month

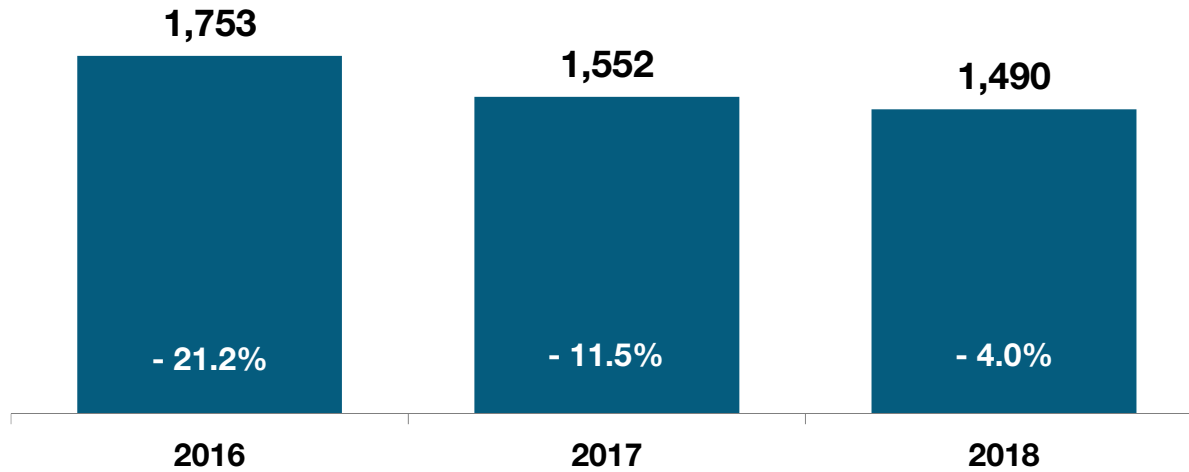


Inventory of Homes for Sale

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

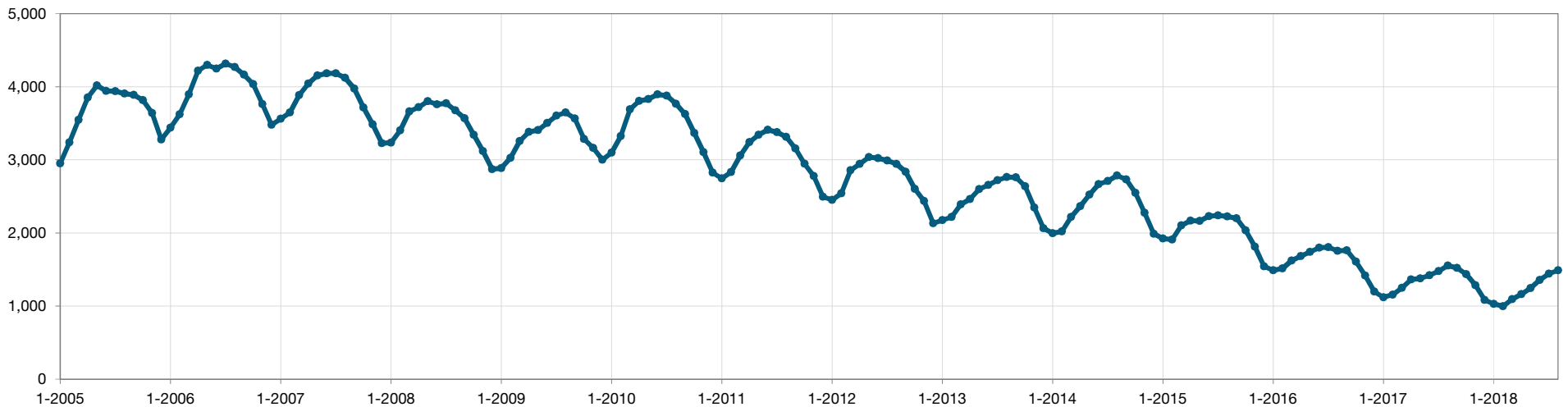


August



	Homes for Sale	Prior Year	Percent Change
September 2017	1,522	1,763	-13.7%
October 2017	1,434	1,608	-10.8%
November 2017	1,282	1,416	-9.5%
December 2017	1,083	1,197	-9.5%
January 2018	1,030	1,117	-7.8%
February 2018	997	1,156	-13.8%
March 2018	1,093	1,249	-12.5%
April 2018	1,161	1,363	-14.8%
May 2018	1,244	1,376	-9.6%
June 2018	1,355	1,421	-4.6%
July 2018	1,443	1,478	-2.4%
August 2018	1,490	1,552	-4.0%
12-Month Avg	1,261	1,391	-9.3%

Historical Inventory of Homes for Sale by Month

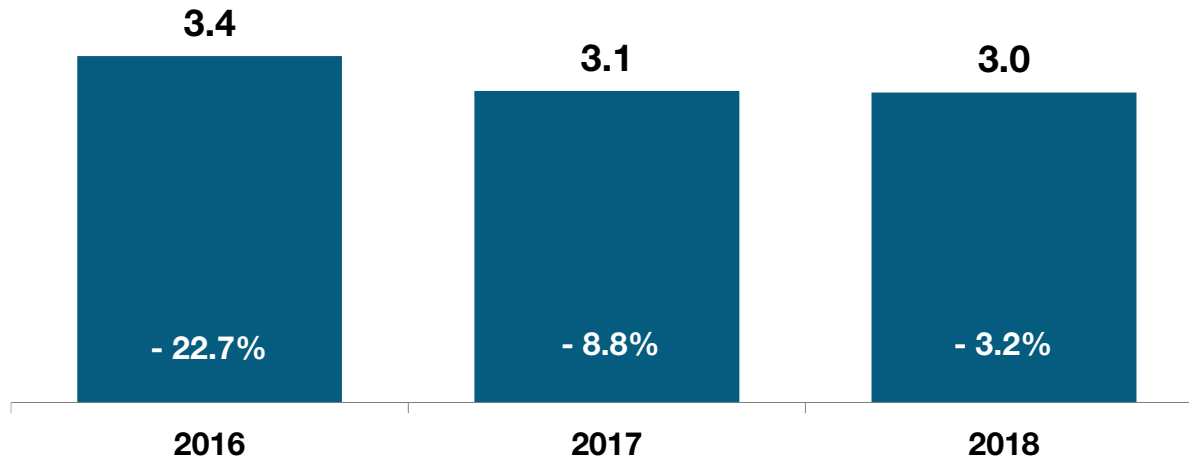


Months Supply of Inventory

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.

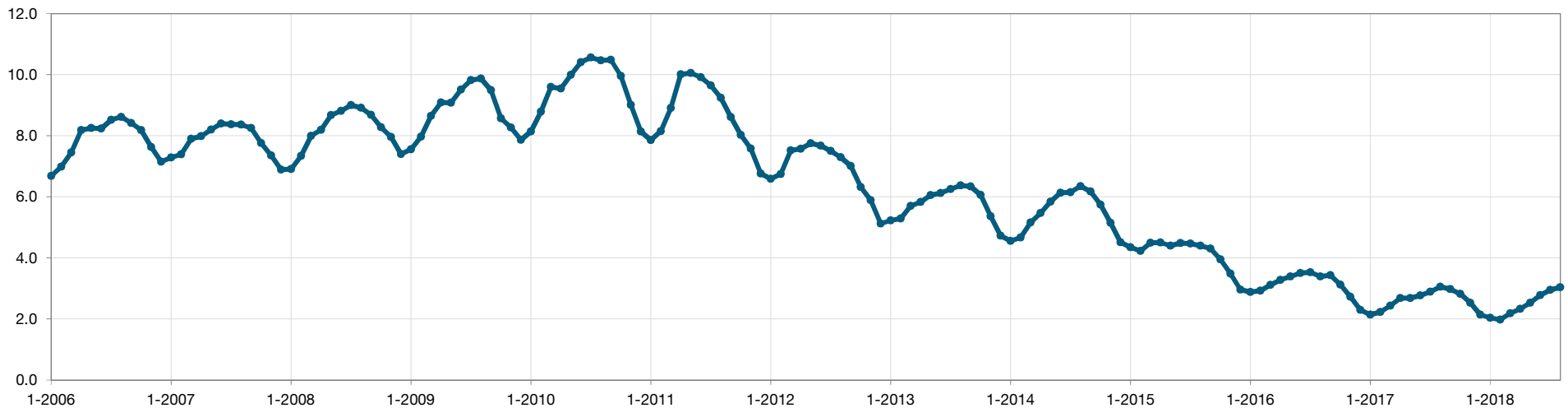


August



	Months Supply	Prior Year	Percent Change
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	2.5	2.7	-7.4%
June 2018	2.8	2.8	0.0%
July 2018	2.9	2.9	0.0%
August 2018	3.0	3.1	-3.2%
12-Month Avg	2.5	2.7	-7.4%

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	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
Albert Lea	288	229	-20.5%	220	177	-19.5%	\$92,200	\$110,000	+19.3%	110	60	-45.5%	4.0	2.4	-40.0%
Austin	340	364	+7.1%	275	275	0.0%	\$110,000	\$99,400	-9.6%	97	95	-2.1%	2.7	2.7	0.0%
Bloomington Prairie	28	31	+10.7%	15	24	+60.0%	\$112,900	\$121,500	+7.6%	7	13	+85.7%	2.4	4.2	+75.0%
Byron	123	127	+3.3%	85	89	+4.7%	\$274,000	\$263,000	-4.0%	42	54	+28.6%	3.7	5.0	+35.1%
Caledonia	32	23	-28.1%	17	14	-17.6%	\$109,000	\$133,500	+22.5%	18	15	-16.7%	7.7	6.5	-15.6%
Chatfield	40	38	-5.0%	33	29	-12.1%	\$160,000	\$174,997	+9.4%	11	15	+36.4%	2.4	3.9	+62.5%
Dodge Center	52	41	-21.2%	38	26	-31.6%	\$154,000	\$161,000	+4.5%	18	7	-61.1%	3.6	1.4	-61.1%
Grand Meadow	14	12	-14.3%	13	7	-46.2%	\$140,000	\$106,000	-24.3%	2	6	+200.0%	1.0	3.8	+280.0%
Hayfield	38	32	-15.8%	32	27	-15.6%	\$144,750	\$149,900	+3.6%	12	7	-41.7%	3.1	2.0	-35.5%
Kasson	112	109	-2.7%	94	87	-7.4%	\$199,450	\$207,000	+3.8%	22	22	0.0%	1.9	1.9	0.0%
La Crescent	33	43	+30.3%	25	37	+48.0%	\$270,000	\$279,900	+3.7%	20	13	-35.0%	6.7	2.7	-59.7%
Lake City	121	122	+0.8%	83	89	+7.2%	\$201,000	\$198,000	-1.5%	58	57	-1.7%	5.5	5.7	+3.6%
Oronoco	39	28	-28.2%	30	23	-23.3%	\$390,250	\$420,000	+7.6%	9	9	0.0%	2.4	3.0	+25.0%
Owatonna	307	280	-8.8%	257	240	-6.6%	\$158,900	\$172,500	+8.6%	79	64	-19.0%	2.4	2.2	-8.3%
Preston	21	28	+33.3%	12	17	+41.7%	\$112,500	\$131,500	+16.9%	7	13	+85.7%	3.3	6.2	+87.9%
Pine Island	77	52	-32.5%	55	48	-12.7%	\$209,000	\$247,450	+18.4%	18	12	-33.3%	2.5	2.0	-20.0%
Plainview	44	44	0.0%	33	31	-6.1%	\$150,000	\$179,900	+19.9%	10	9	-10.0%	2.0	2.0	0.0%
Rochester	1,932	1,927	-0.3%	1,619	1,566	-3.3%	\$220,000	\$235,925	+7.2%	406	449	+10.6%	2.1	2.4	+14.3%
Spring Valley	50	31	-38.0%	40	26	-35.0%	\$129,375	\$127,750	-1.3%	17	5	-70.6%	3.8	1.2	-68.4%
St. Charles	53	36	-32.1%	42	23	-45.2%	\$177,450	\$154,500	-12.9%	15	13	-13.3%	3.2	4.2	+31.3%
Stewartville	70	66	-5.7%	60	49	-18.3%	\$184,200	\$199,999	+8.6%	14	19	+35.7%	1.8	3.4	+88.9%
Wabasha	56	35	-37.5%	43	34	-20.9%	\$150,000	\$170,500	+13.7%	27	16	-40.7%	4.8	3.7	-22.9%
Waseca	56	54	-3.6%	38	41	+7.9%	\$146,500	\$135,000	-7.8%	18	25	+38.9%	3.7	4.7	+27.0%
Winona	311	341	+9.6%	244	245	+0.4%	\$139,450	\$142,000	+1.8%	109	135	+23.9%	3.5	4.3	+22.9%
Zumbrota	70	70	0.0%	53	48	-9.4%	\$192,600	\$215,000	+11.6%	16	25	+56.3%	2.3	4.1	+78.3%