

Monthly Indicators



December 2022

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

2022 was a turbulent year for the US housing market, as inflation, soaring interest rates, and elevated sales prices combined to cause a slowdown nationwide. Affordability challenges continue to limit market activity, with pending home sales and existing-home sales down month-over-month and falling 37.8% and 35.4% year-over-year, respectively, according to the National Association of REALTORS® (NAR). Higher mortgage rates are also impacting prospective sellers, many of whom have locked in historically low rates and have chosen to wait until market conditions improve before selling their home.

New Listings Southeast Minnesota were down 33.3 percent to 196. Pending Sales decreased 32.4 percent to 246. Inventory grew 13.7 percent to 657 units.

Prices were stable as the Median Sales Price remained flat at \$249,900. Days on Market increased 22.2 percent to 44 days. Months Supply of Inventory was up 27.3 percent to 1.4 months.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Activity Snapshot

- 36.7% **- 0.0%** **+ 13.7%**

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.



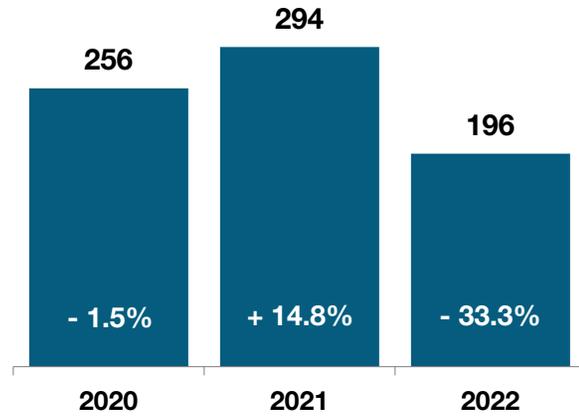
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		294	196	- 33.3%	6,967	6,419	- 7.9%
Pending Sales		364	246	- 32.4%	6,546	5,658	- 13.6%
Closed Sales		548	347	- 36.7%	6,573	5,799	- 11.8%
Days on Market		36	44	+ 22.2%	32	34	+ 6.3%
Median Sales Price		\$250,000	\$249,900	- 0.0%	\$245,000	\$265,000	+ 8.2%
Avg. Sales Price		\$282,178	\$289,461	+ 2.6%	\$276,862	\$304,050	+ 9.8%
Pct. of Orig. Price Received		97.6%	95.2%	- 2.5%	99.8%	98.8%	- 1.0%
Affordability Index		166	126	- 24.1%	169	119	- 29.6%
Homes for Sale		578	657	+ 13.7%	--	--	--
Months Supply		1.1	1.4	+ 27.3%	--	--	--

New Listings

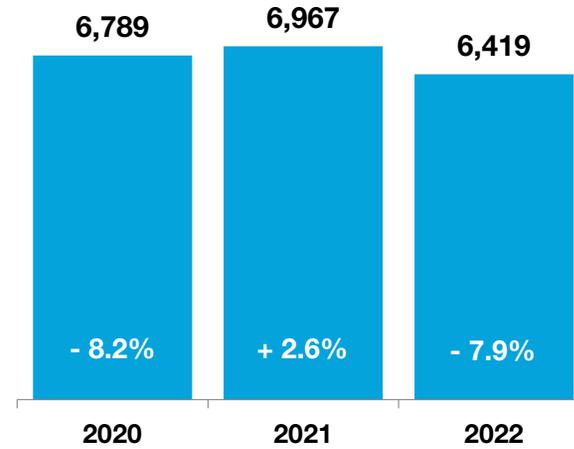
A count of the properties that have been newly listed on the market in a given month.



December

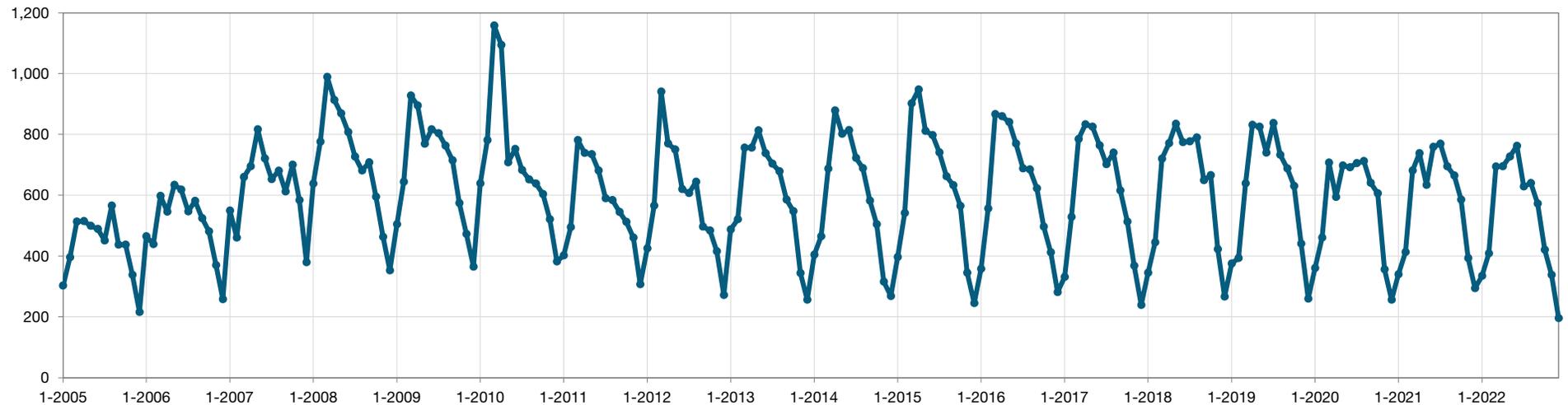


Year to Date



New Listings	Prior Year	Percent Change
January 2022	340	-1.5%
February 2022	413	-1.0%
March 2022	681	+1.9%
April 2022	738	-5.8%
May 2022	634	+14.7%
June 2022	759	+0.4%
July 2022	769	-18.2%
August 2022	695	-7.9%
September 2022	665	-13.8%
October 2022	586	-28.2%
November 2022	393	-14.0%
December 2022	294	-33.3%
12-Month Avg	535	-7.9%

Historical New Listings by Month

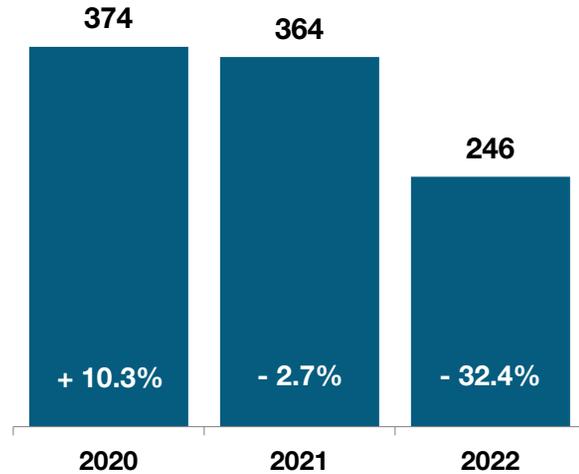


Pending Sales

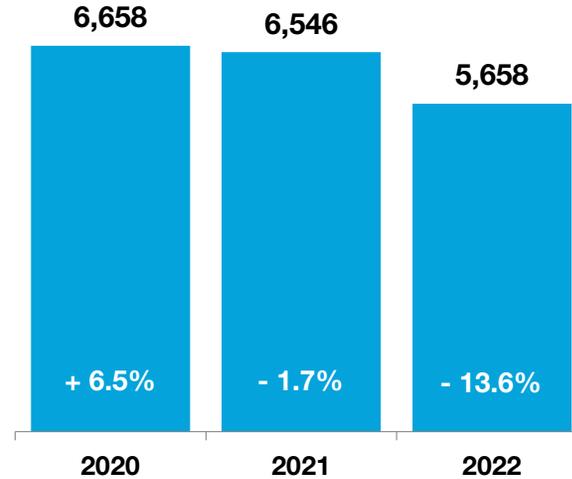
A count of the properties on which offers have been accepted in a given month.



December

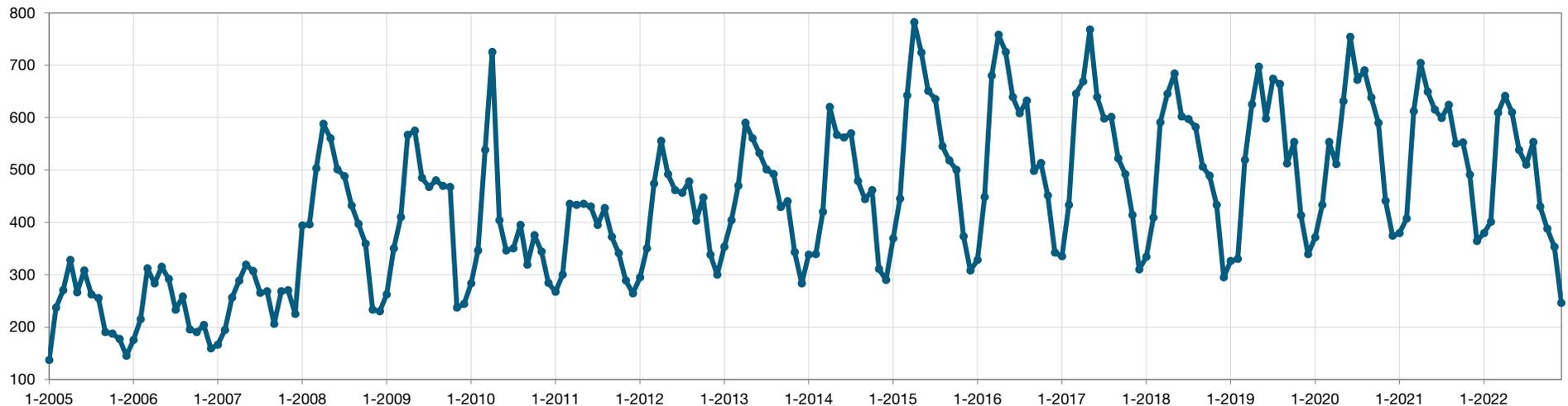


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2022	379	379	0.0%
February 2022	401	407	-1.5%
March 2022	609	612	-0.5%
April 2022	641	704	-8.9%
May 2022	610	649	-6.0%
June 2022	538	615	-12.5%
July 2022	510	599	-14.9%
August 2022	553	624	-11.4%
September 2022	430	550	-21.8%
October 2022	388	552	-29.7%
November 2022	353	491	-28.1%
December 2022	246	364	-32.4%
12-Month Avg	472	546	-13.6%

Historical Pending Sales by Month

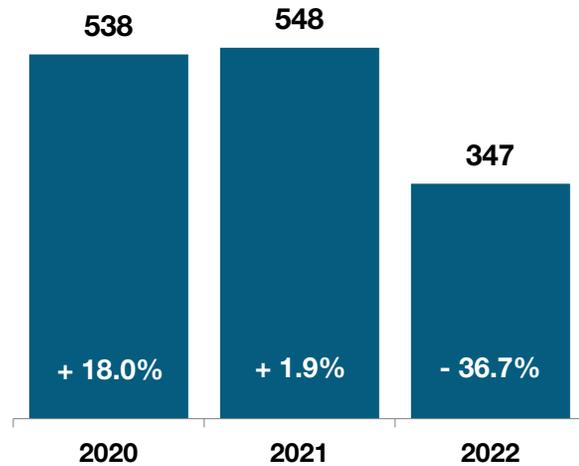


Closed Sales

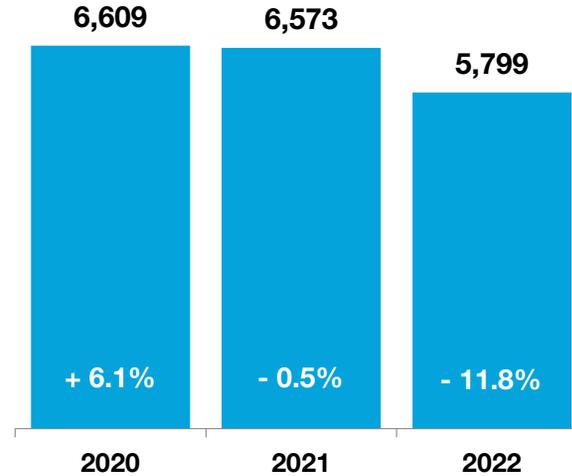
A count of the actual sales that closed in a given month.



December

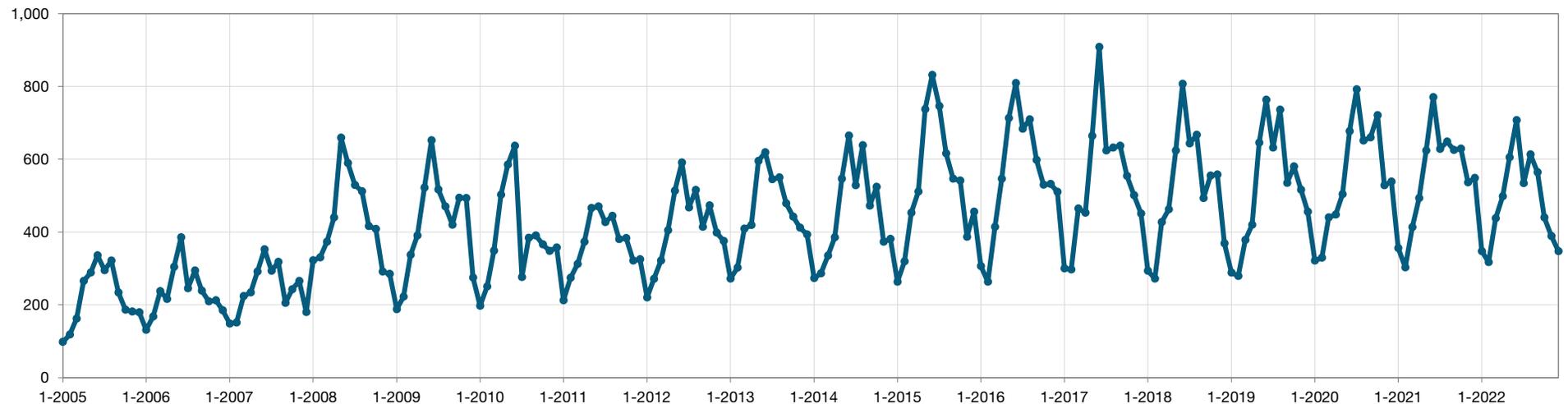


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2022	347	356	-2.5%
February 2022	317	303	+4.6%
March 2022	438	413	+6.1%
April 2022	498	493	+1.0%
May 2022	605	624	-3.0%
June 2022	707	770	-8.2%
July 2022	534	628	-15.0%
August 2022	613	648	-5.4%
September 2022	564	625	-9.8%
October 2022	440	629	-30.0%
November 2022	389	536	-27.4%
December 2022	347	548	-36.7%
12-Month Avg	483	548	-11.9%

Historical Closed Sales by Month

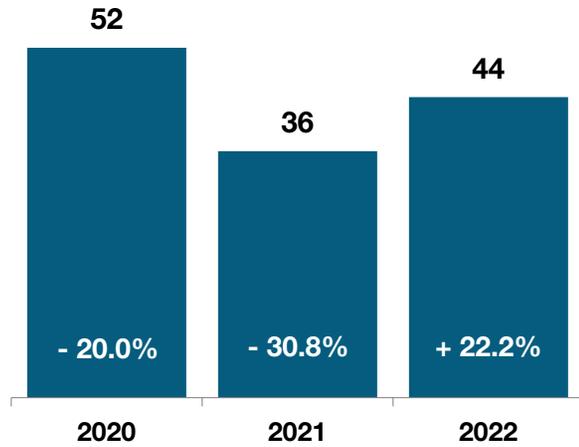


Days on Market Until Sale

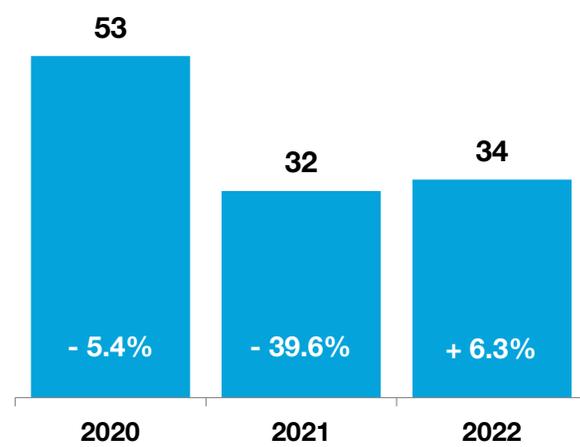
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

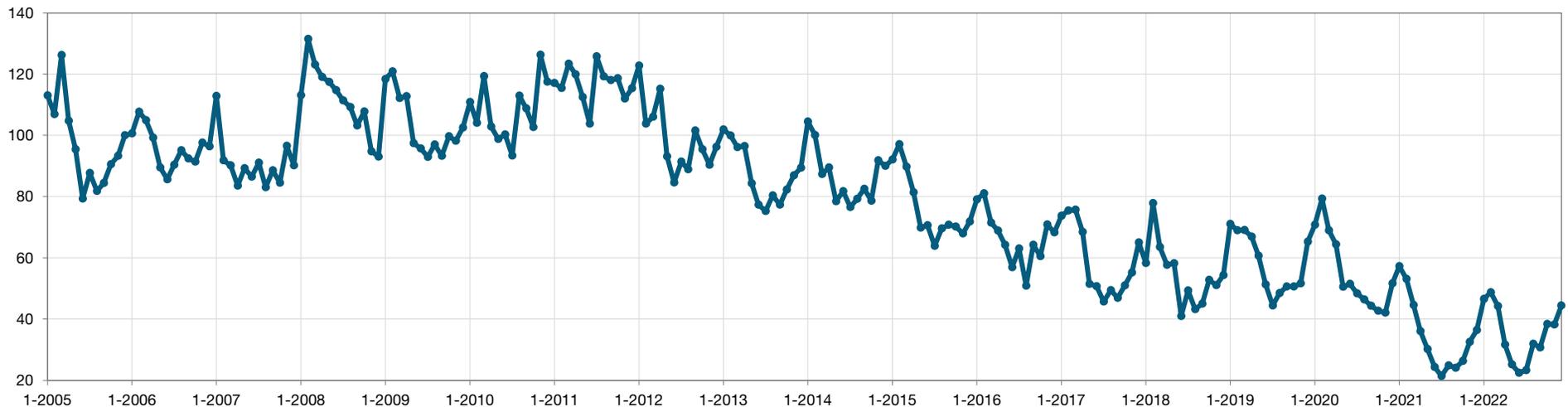


Year to Date



Days on Market	Prior Year	Percent Change	
January 2022	47	57	-17.5%
February 2022	49	53	-7.5%
March 2022	44	45	-2.2%
April 2022	32	36	-11.1%
May 2022	25	30	-16.7%
June 2022	22	24	-8.3%
July 2022	23	21	+9.5%
August 2022	32	25	+28.0%
September 2022	31	24	+29.2%
October 2022	38	26	+46.2%
November 2022	38	33	+15.2%
December 2022	44	36	+22.2%
12-Month Avg	35	34	+2.9%

Historical Days on Market Until Sale by Month

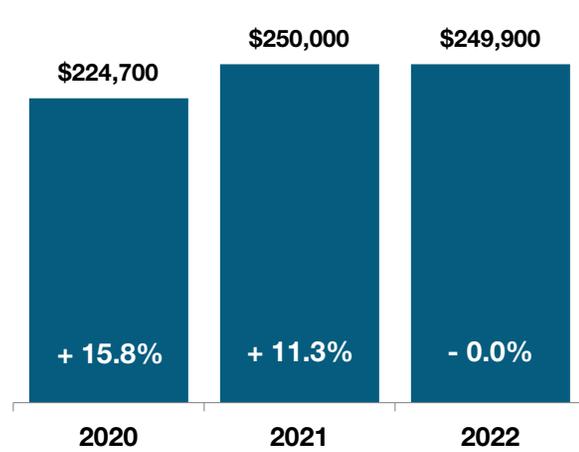


Median Sales Price

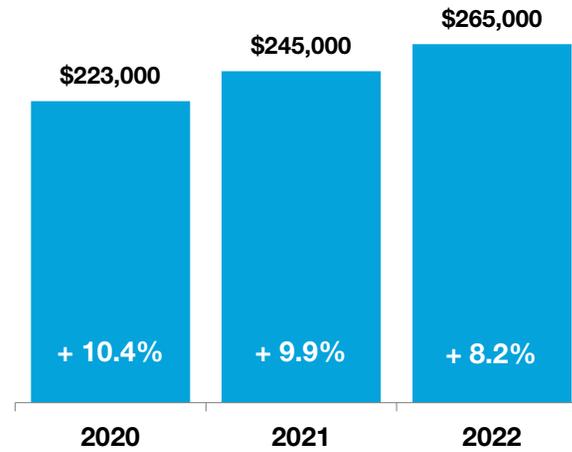
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2022	\$240,000	\$217,450	+10.4%
February 2022	\$252,500	\$200,000	+26.3%
March 2022	\$256,000	\$239,512	+6.9%
April 2022	\$270,000	\$227,000	+18.9%
May 2022	\$289,900	\$249,950	+16.0%
June 2022	\$295,000	\$265,000	+11.3%
July 2022	\$260,000	\$260,000	0.0%
August 2022	\$270,500	\$248,525	+8.8%
September 2022	\$259,900	\$245,000	+6.1%
October 2022	\$255,000	\$251,950	+1.2%
November 2022	\$255,000	\$234,450	+8.8%
December 2022	\$249,900	\$250,000	-0.0%
12-Month Avg	\$262,808	\$240,736	+9.2%

Historical Median Sales Price by Month

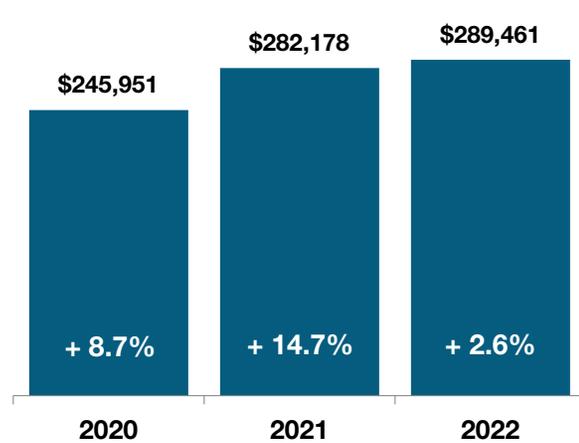


Average Sales Price

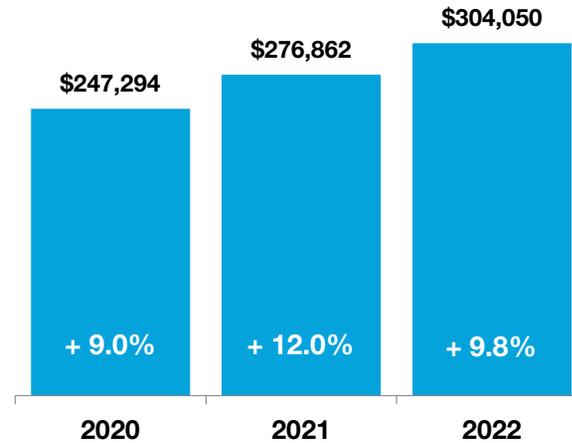
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2022	\$275,357	\$249,248	+10.5%
February 2022	\$300,444	\$231,949	+29.5%
March 2022	\$286,326	\$263,965	+8.5%
April 2022	\$311,379	\$259,685	+19.9%
May 2022	\$323,291	\$290,018	+11.5%
June 2022	\$331,469	\$289,685	+14.4%
July 2022	\$295,647	\$290,195	+1.9%
August 2022	\$308,911	\$276,637	+11.7%
September 2022	\$289,148	\$285,824	+1.2%
October 2022	\$313,349	\$284,723	+10.1%
November 2022	\$291,380	\$271,775	+7.2%
December 2022	\$289,461	\$282,178	+2.6%
12-Month Avg	\$301,347	\$272,990	+10.4%

Historical Average Sales Price by Month

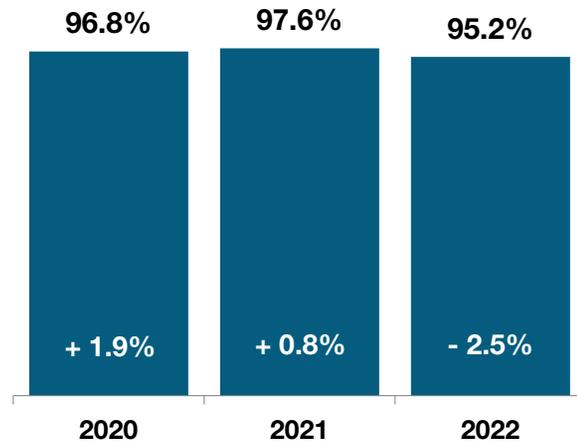


Percent of Original List Price Received

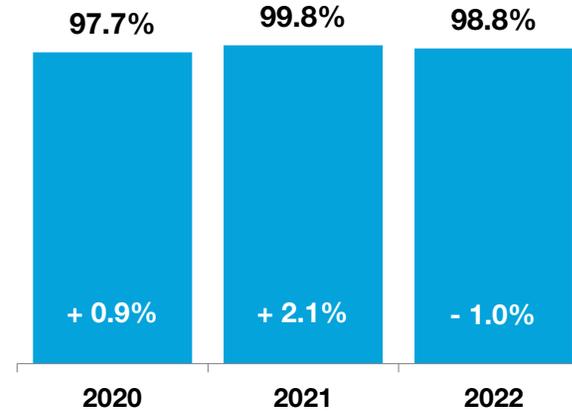
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

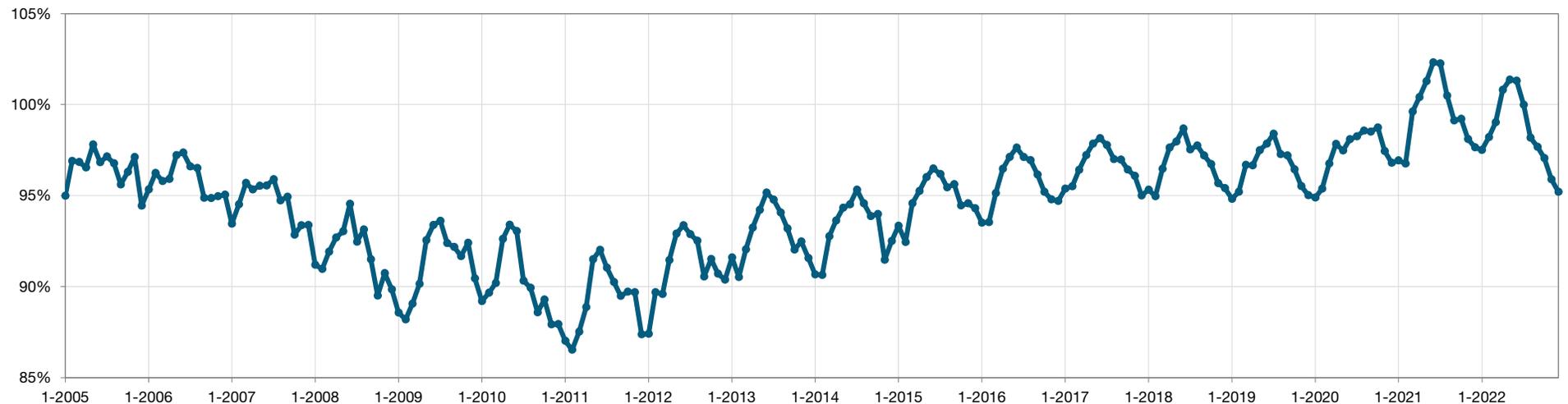


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2022	97.5%	96.9%	+0.6%
February 2022	98.2%	96.8%	+1.4%
March 2022	99.0%	99.6%	-0.6%
April 2022	100.8%	100.4%	+0.4%
May 2022	101.4%	101.3%	+0.1%
June 2022	101.3%	102.3%	-1.0%
July 2022	100.0%	102.3%	-2.2%
August 2022	98.2%	100.5%	-2.3%
September 2022	97.7%	99.1%	-1.4%
October 2022	97.1%	99.2%	-2.1%
November 2022	95.9%	98.1%	-2.2%
December 2022	95.2%	97.6%	-2.5%
12-Month Avg	98.5%	99.5%	-1.0%

Historical Percent of Original List Price Received by Month

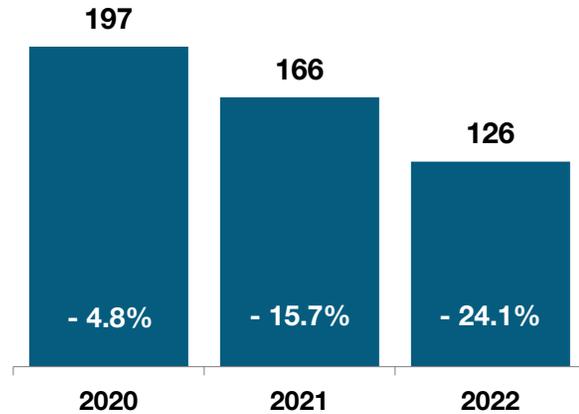


Housing Affordability Index

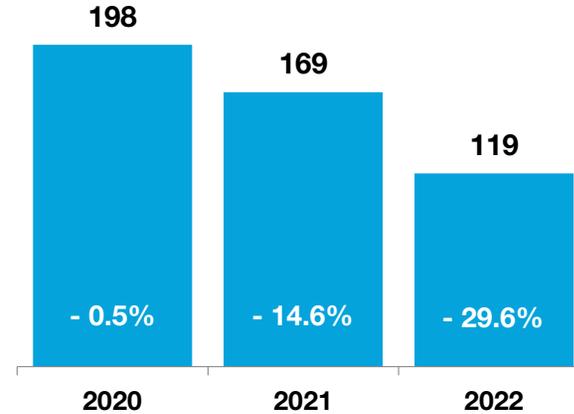
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

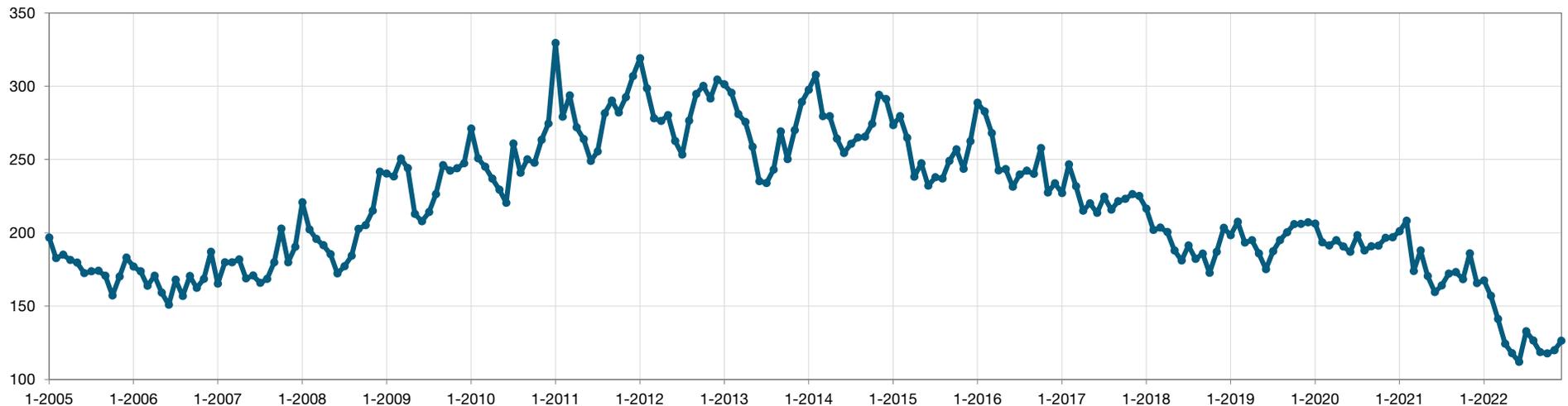


Year to Date



Affordability Index		Prior Year	Percent Change
January 2022	167	201	-16.9%
February 2022	157	208	-24.5%
March 2022	141	174	-19.0%
April 2022	124	188	-34.0%
May 2022	118	171	-31.0%
June 2022	112	160	-30.0%
July 2022	133	164	-18.9%
August 2022	126	172	-26.7%
September 2022	118	173	-31.8%
October 2022	118	168	-29.8%
November 2022	120	186	-35.5%
December 2022	126	166	-24.1%
12-Month Avg	130	177	-26.6%

Historical Housing Affordability Index by Month

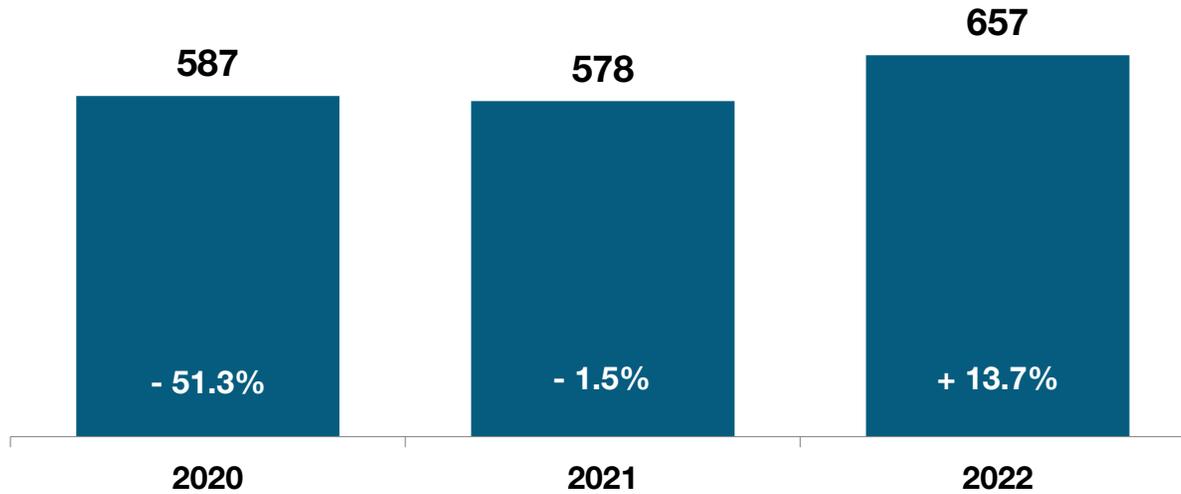


Inventory of Homes for Sale

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



December



Homes for Sale		Prior Year	Percent Change
January 2022	503	519	-3.1%
February 2022	481	494	-2.6%
March 2022	539	536	+0.6%
April 2022	561	552	+1.6%
May 2022	644	512	+25.8%
June 2022	805	631	+27.6%
July 2022	869	769	+13.0%
August 2022	909	804	+13.1%
September 2022	984	872	+12.8%
October 2022	934	865	+8.0%
November 2022	816	701	+16.4%
December 2022	657	578	+13.7%
12-Month Avg	725	653	+11.0%

Historical Inventory of Homes for Sale by Month

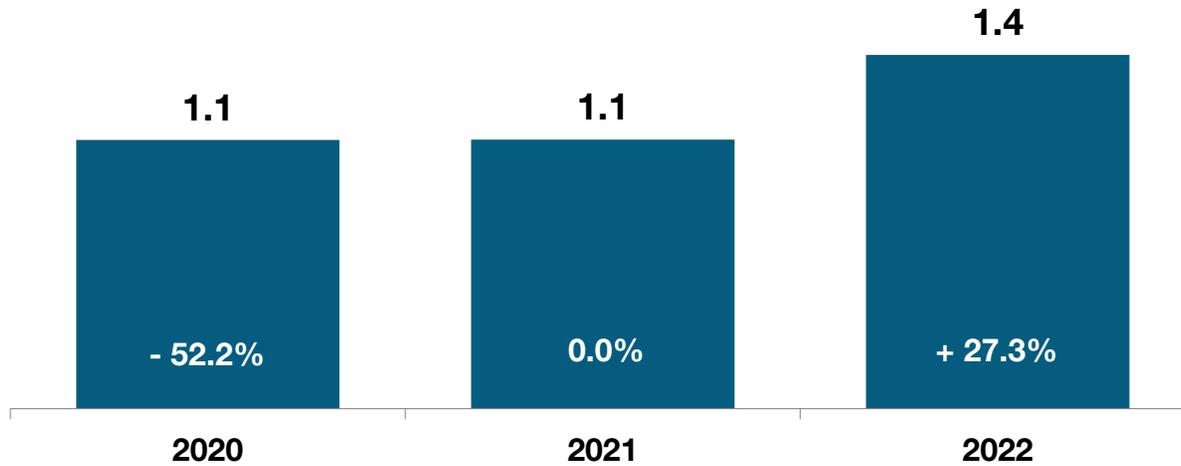


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
January 2022	0.9	0.9	0.0%
February 2022	0.9	0.9	0.0%
March 2022	1.0	1.0	0.0%
April 2022	1.0	1.0	0.0%
May 2022	1.2	0.9	+33.3%
June 2022	1.5	1.1	+36.4%
July 2022	1.7	1.4	+21.4%
August 2022	1.8	1.5	+20.0%
September 2022	1.9	1.6	+18.8%
October 2022	1.9	1.6	+18.8%
November 2022	1.7	1.3	+30.8%
December 2022	1.4	1.1	+27.3%
12-Month Avg	1.4	1.2	+16.7%

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 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	12-2021	12-2022	+ / -	12-2021	12-2022	+ / -
Albert Lea	317	293	-7.6%	282	259	-8.2%	\$140,000	\$146,000	+4.3%	44	42	-4.5%	1.9	2.0	+5.3%
Austin	475	441	-7.2%	439	410	-6.6%	\$150,000	\$163,750	+9.2%	34	46	+35.3%	0.9	1.4	+55.6%
Bloomington	40	41	+2.5%	33	32	-3.0%	\$195,000	\$175,000	-10.3%	3	4	+33.3%	0.9	1.3	+44.4%
Byron	174	194	+11.5%	152	151	-0.7%	\$335,000	\$382,000	+14.0%	19	29	+52.6%	1.5	2.4	+60.0%
Caledonia	49	34	-30.6%	41	43	+4.9%	\$175,500	\$175,000	-0.3%	15	1	-93.3%	4.1	0.3	-92.7%
Chatfield	58	51	-12.1%	57	43	-24.6%	\$231,750	\$290,000	+25.1%	6	8	+33.3%	1.3	2.1	+61.5%
Dodge Center	66	60	-9.1%	62	51	-17.7%	\$215,500	\$215,000	-0.2%	3	4	+33.3%	0.6	0.8	+33.3%
Grand Meadow	32	21	-34.4%	31	15	-51.6%	\$180,000	\$198,000	+10.0%	0.0	4	--	0.0	2.1	--
Hayfield	31	38	+22.6%	29	26	-10.3%	\$235,000	\$243,650	+3.7%	2	6	+200.0%	0.9	2.0	+122.2%
Kasson	154	148	-3.9%	148	131	-11.5%	\$277,950	\$300,000	+7.9%	12	23	+91.7%	1.0	2.2	+120.0%
La Crescent	81	70	-13.6%	72	67	-6.9%	\$284,000	\$339,500	+19.5%	10	6	-40.0%	1.7	1.0	-41.2%
Lake City	132	118	-10.6%	118	109	-7.6%	\$248,000	\$275,000	+10.9%	11	10	-9.1%	1.1	1.2	+9.1%
Oronoco	32	31	-3.1%	21	25	+19.0%	\$440,000	\$503,750	+14.5%	5	3	-40.0%	2.1	1.4	-33.3%
Owatonna	455	376	-17.4%	434	384	-11.5%	\$228,000	\$254,700	+11.7%	37	18	-51.4%	1.0	0.6	-40.0%
Preston	31	22	-29.0%	28	20	-28.6%	\$170,000	\$187,000	+10.0%	3	4	+33.3%	1.1	2.6	+136.4%
Pine Island	96	87	-9.4%	82	69	-15.9%	\$297,900	\$319,000	+7.1%	12	14	+16.7%	1.8	2.5	+38.9%
Plainview	36	43	+19.4%	33	39	+18.2%	\$214,900	\$239,000	+11.2%	2	4	+100.0%	0.6	1.3	+116.7%
Rochester	2,537	2,159	-14.9%	2,399	1,959	-18.3%	\$290,000	\$319,450	+10.2%	162	178	+9.9%	0.8	1.1	+37.5%
Spring Valley	102	70	-31.4%	95	69	-27.4%	\$182,500	\$193,500	+6.0%	9	6	-33.3%	1.1	1.1	0.0%
Saint Charles	55	61	+10.9%	51	58	+13.7%	\$231,500	\$247,500	+6.9%	5	7	+40.0%	1.0	1.6	+60.0%
Stewartville	100	114	+14.0%	100	95	-5.0%	\$248,500	\$290,000	+16.7%	11	11	0.0%	1.4	1.3	-7.1%
Wabasha	57	43	-24.6%	63	37	-41.3%	\$239,900	\$250,000	+4.2%	4	4	0.0%	0.8	1.2	+50.0%
Waseca	153	142	-7.2%	158	134	-15.2%	\$202,750	\$205,500	+1.4%	10	10	0.0%	0.8	0.9	+12.5%
Winona	386	347	-10.1%	373	347	-7.0%	\$173,165	\$188,000	+8.6%	26	23	-11.5%	0.8	0.8	0.0%
Zumbrota	92	108	+17.4%	93	86	-7.5%	\$272,000	\$300,000	+10.3%	5	17	+240.0%	0.7	2.5	+257.1%