

Monthly Indicators



February 2023

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

In its continued effort to curb inflation, the Federal Reserve raised its benchmark interest rate in February by a quarter-percentage point to 4.50% - 4.75%, its 8th rate hike since March of last year, when the interest rate was nearly zero. Mortgage interest rates have dipped slightly from their peak last fall, leading pending sales to increase 8.1% month-to-month as of last measure, but affordability constraints continue to limit homebuyer activity overall, with existing-home sales declining for the twelfth consecutive month, according to the National Association of Realtors® (NAR).

New Listings Southeast Minnesota were down 26.7 percent to 300. Pending Sales decreased 24.4 percent to 303. Inventory grew 23.1 percent to 592 units.

Prices moved lower as the Median Sales Price was down 5.0 percent to \$242,163. Days on Market increased 16.3 percent to 57 days. Months Supply of Inventory was up 44.4 percent to 1.3 months.

With buyer demand down from peak levels, home price growth has continued to slow nationwide, although prices remain up from a year ago. Sellers have been increasingly cutting prices and offering sales incentives in an attempt to attract buyers, who have continued to struggle with affordability challenges this winter. The slight decline in mortgage rates earlier this year convinced some buyers to come off the sidelines, but with rates ticking up again in recent weeks, buyers are once again pulling back, causing sales activity to remain down heading into spring.

Activity Snapshot

- 29.8% **- 5.0%** **+ 23.1%**

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.



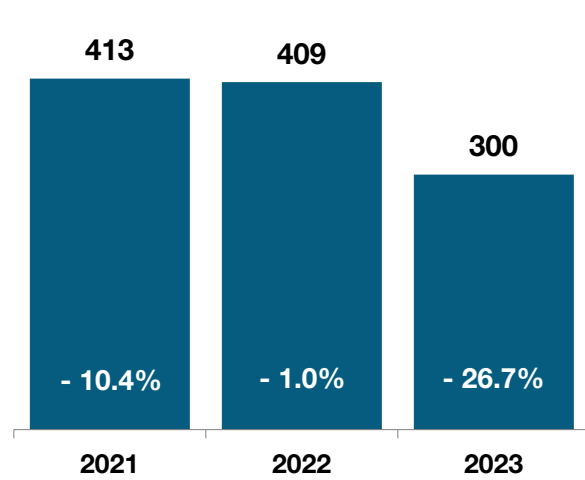
Key Metrics	Historical Sparkbars	2-2022	2-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		409	300	- 26.7%	744	609	- 18.1%
Pending Sales		401	303	- 24.4%	780	604	- 22.6%
Closed Sales		319	224	- 29.8%	666	460	- 30.9%
Days on Market		49	57	+ 16.3%	48	52	+ 8.3%
Median Sales Price		\$255,000	\$242,163	- 5.0%	\$245,500	\$240,000	- 2.2%
Avg. Sales Price		\$300,294	\$272,682	- 9.2%	\$287,259	\$279,561	- 2.7%
Pct. of Orig. Price Received		98.2%	96.0%	- 2.2%	97.8%	96.0%	- 1.8%
Affordability Index		155	129	- 16.8%	161	131	- 18.6%
Homes for Sale		481	592	+ 23.1%	--	--	--
Months Supply		0.9	1.3	+ 44.4%	--	--	--

New Listings

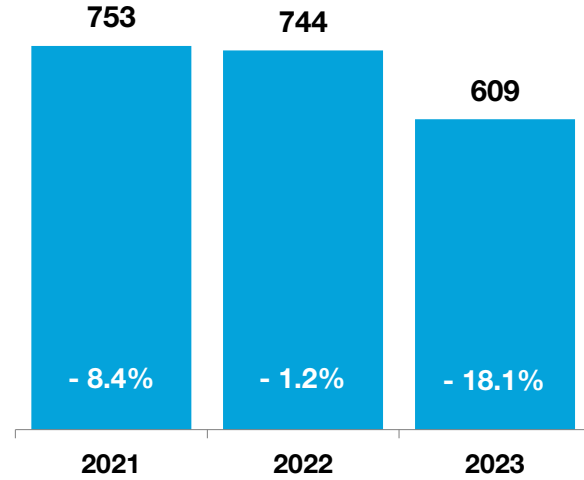
A count of the properties that have been newly listed on the market in a given month.



February

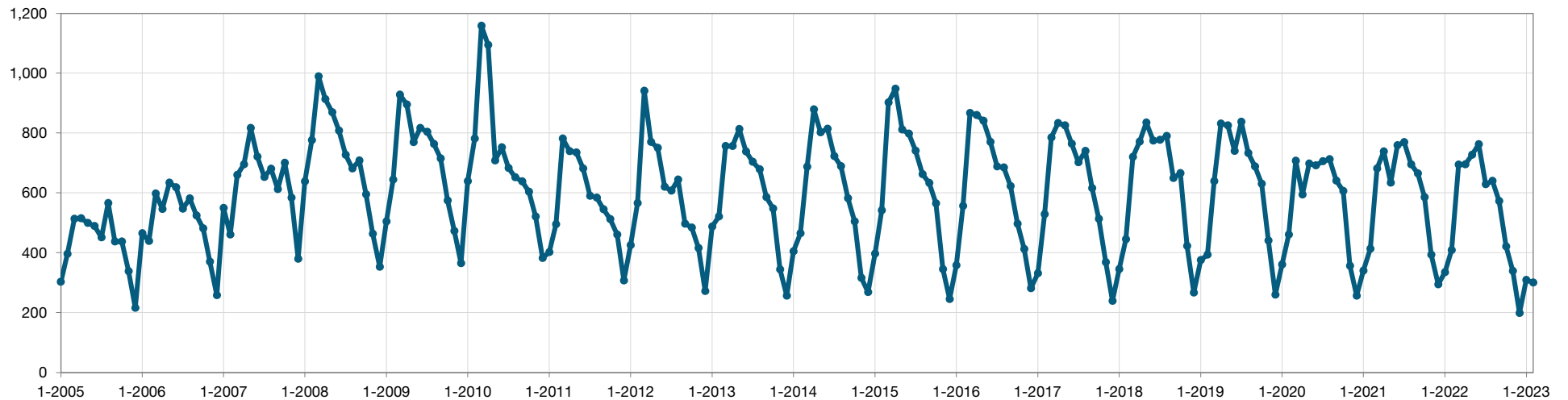


Year to Date



	New Listings	Prior Year	Percent Change
March 2022	694	681	+1.9%
April 2022	695	738	-5.8%
May 2022	727	634	+14.7%
June 2022	762	759	+0.4%
July 2022	629	769	-18.2%
August 2022	640	695	-7.9%
September 2022	573	665	-13.8%
October 2022	421	586	-28.2%
November 2022	339	393	-13.7%
December 2022	199	294	-32.3%
January 2023	309	335	-7.8%
February 2023	300	409	-26.7%
12-Month Avg	524	580	-9.7%

Historical New Listings by Month

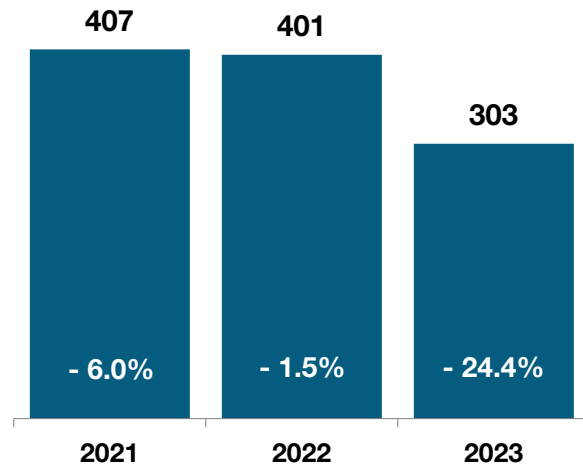


Pending Sales

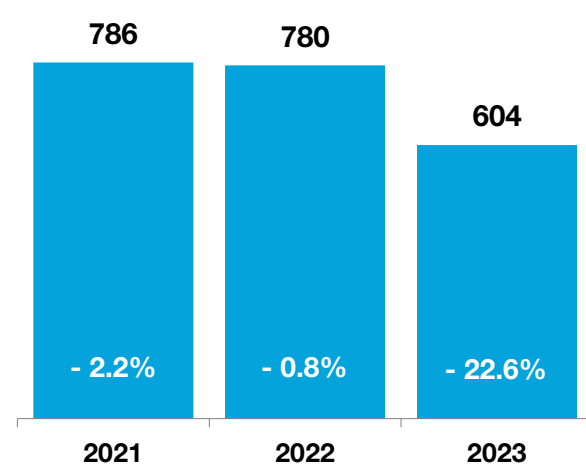
A count of the properties on which offers have been accepted in a given month.



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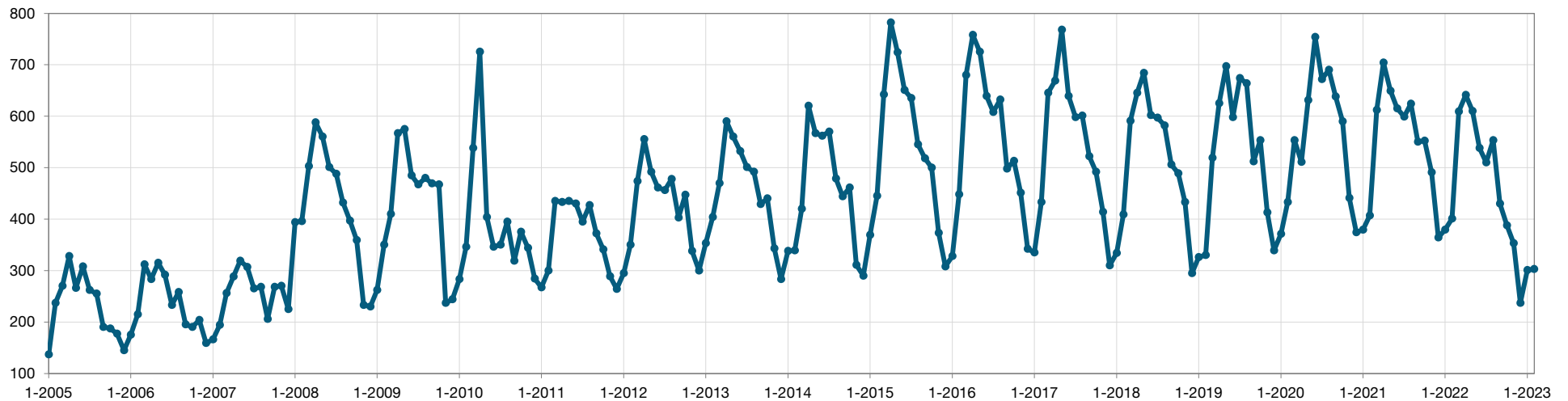


Year to Date



	Pending Sales	Prior Year	Percent Change
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	237	364	-34.9%
January 2023	301	379	-20.6%
February 2023	303	401	-24.4%
12-Month Avg	456	545	-16.3%

Historical Pending Sales by Month

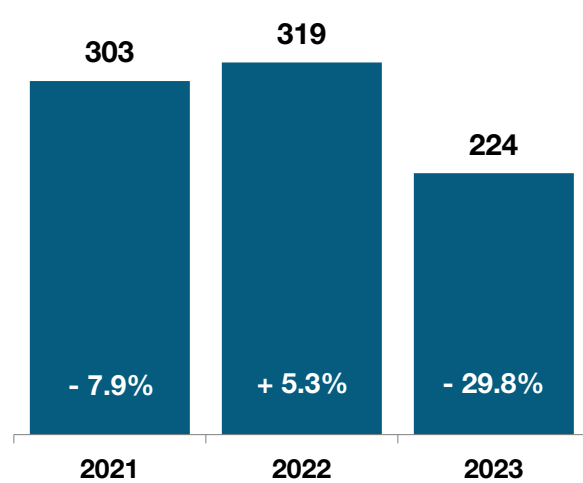


Closed Sales

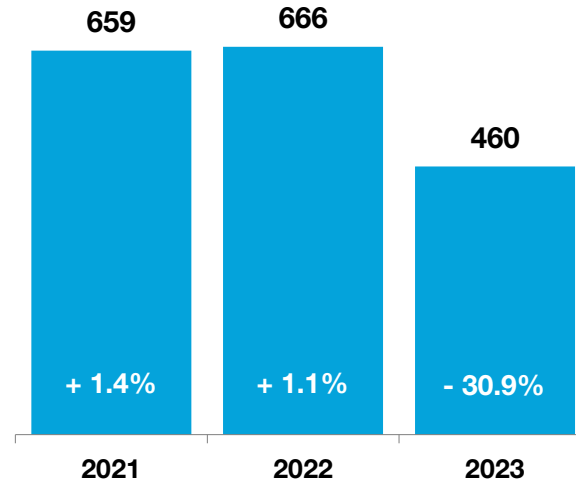
A count of the actual sales that closed in a given month.



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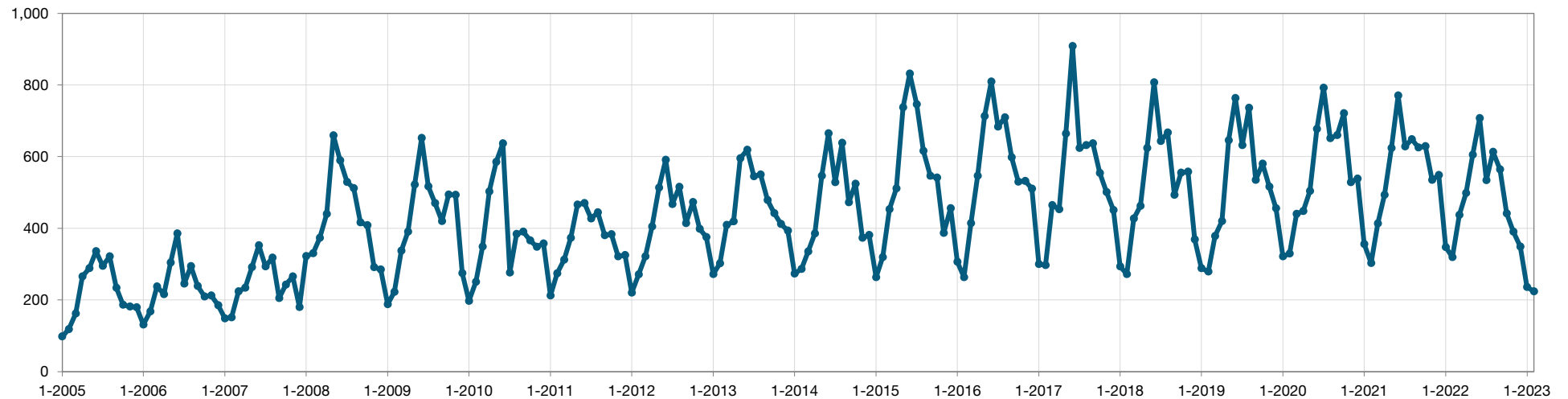


Year to Date



Closed Sales	Prior Year	Percent Change
March 2022	437	413 +5.8%
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	441	629 -29.9%
November 2022	390	535 -27.1%
December 2022	349	548 -36.3%
January 2023	236	347 -32.0%
February 2023	224	319 -29.8%
12-Month Avg	467	548 -14.8%

Historical Closed Sales by Month

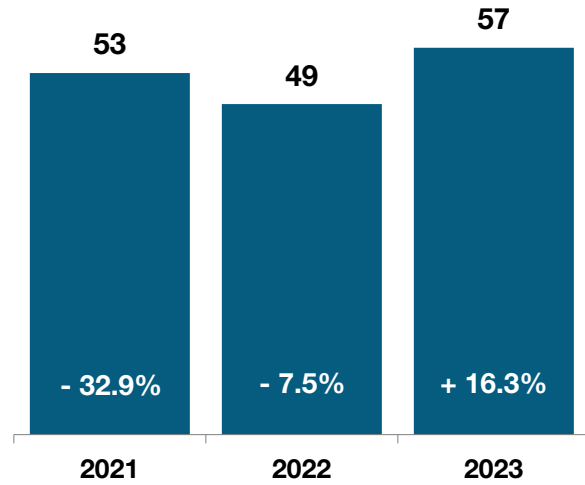


Days on Market Until Sale

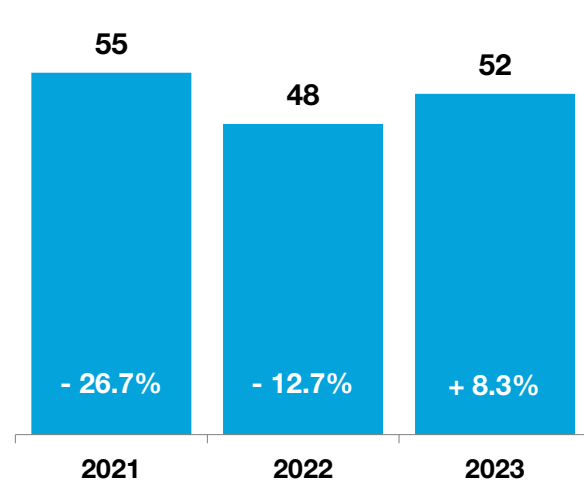
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year to Date



Days on Market	Prior Year	Percent Change	
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%
January 2023	48	47	+2.1%
February 2023	57	49	+16.3%
12-Month Avg	36	33	+9.1%

Historical Days on Market Until Sale by Month

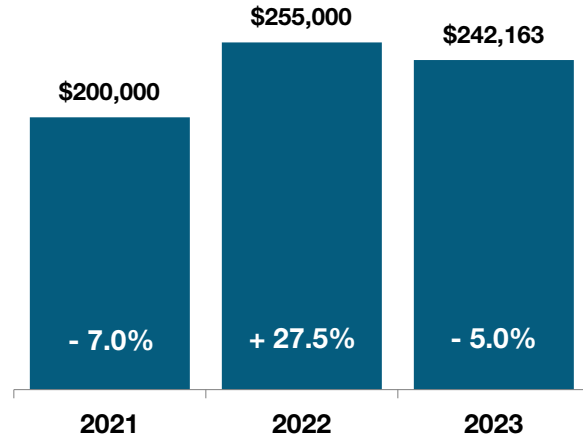


Median Sales Price

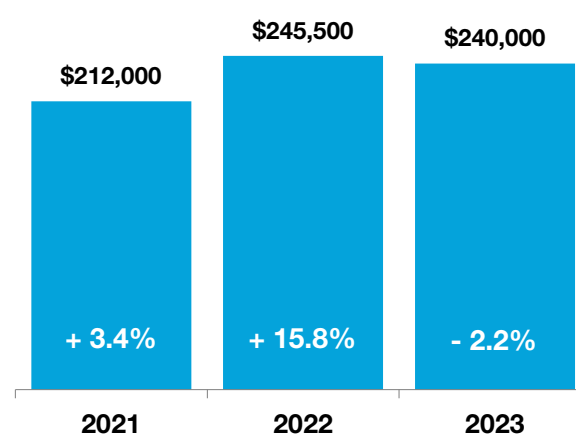
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February

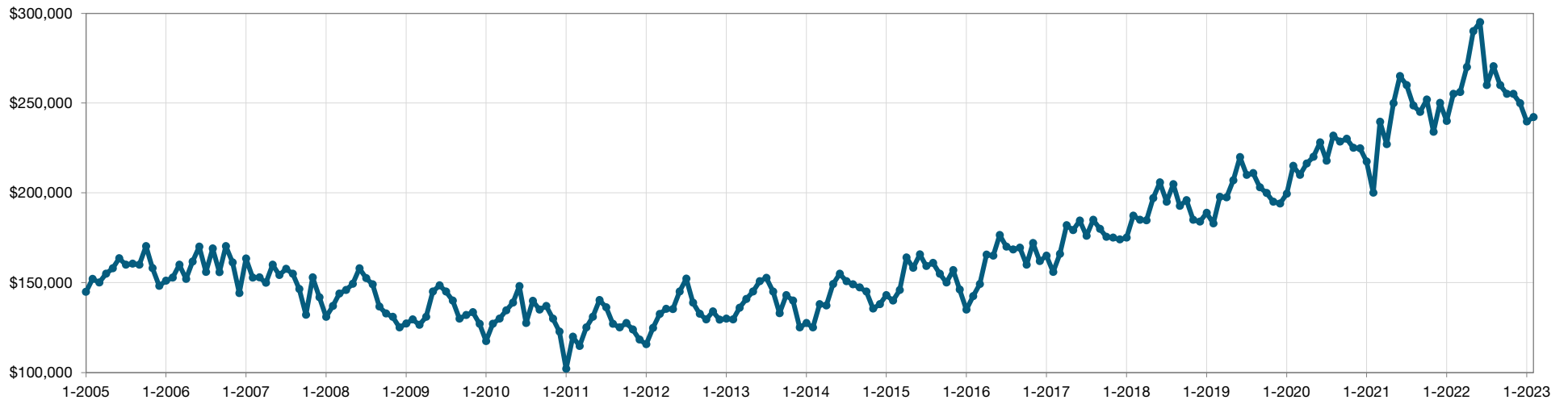


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$234,000	+9.0%
December 2022	\$249,900	\$250,000	-0.0%
January 2023	\$239,750	\$240,000	-0.1%
February 2023	\$242,163	\$255,000	-5.0%
12-Month Avg	\$261,926	\$247,161	+6.0%

Historical Median Sales Price by Month

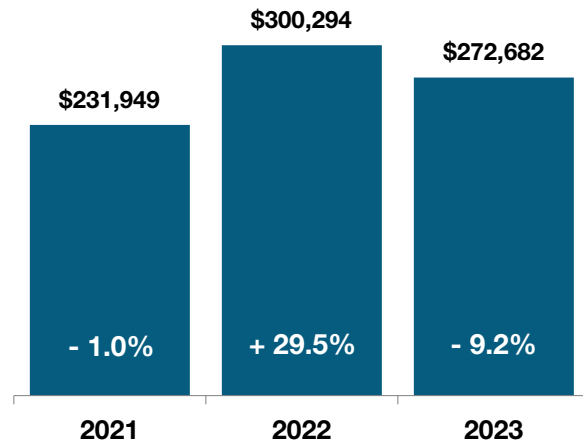


Average Sales Price

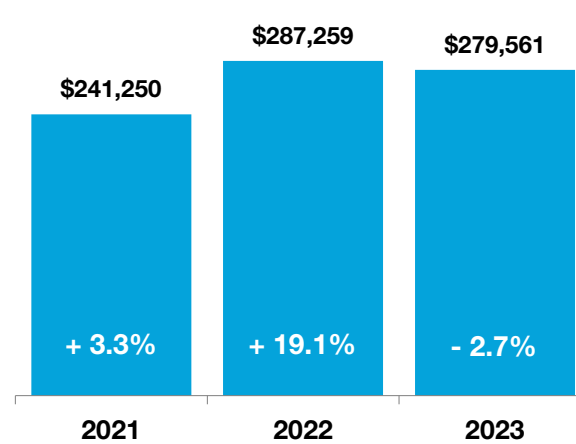
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2022	\$286,493	\$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	\$312,979	\$284,723	+9.9%
November 2022	\$291,336	\$271,648	+7.2%
December 2022	\$289,158	\$282,178	+2.5%
January 2023	\$286,090	\$275,357	+3.9%
February 2023	\$272,682	\$300,294	-9.2%
12-Month Avg	\$299,882	\$280,851	+6.8%

Historical Average Sales Price by Month

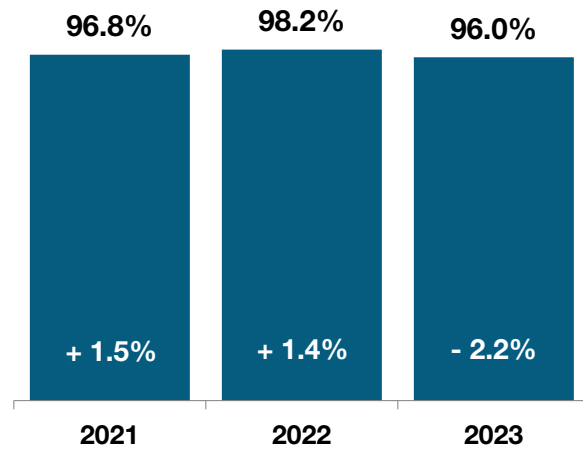


Percent of Original List Price Received

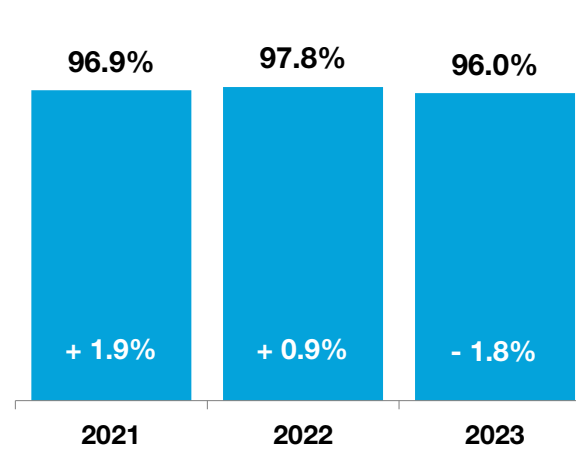
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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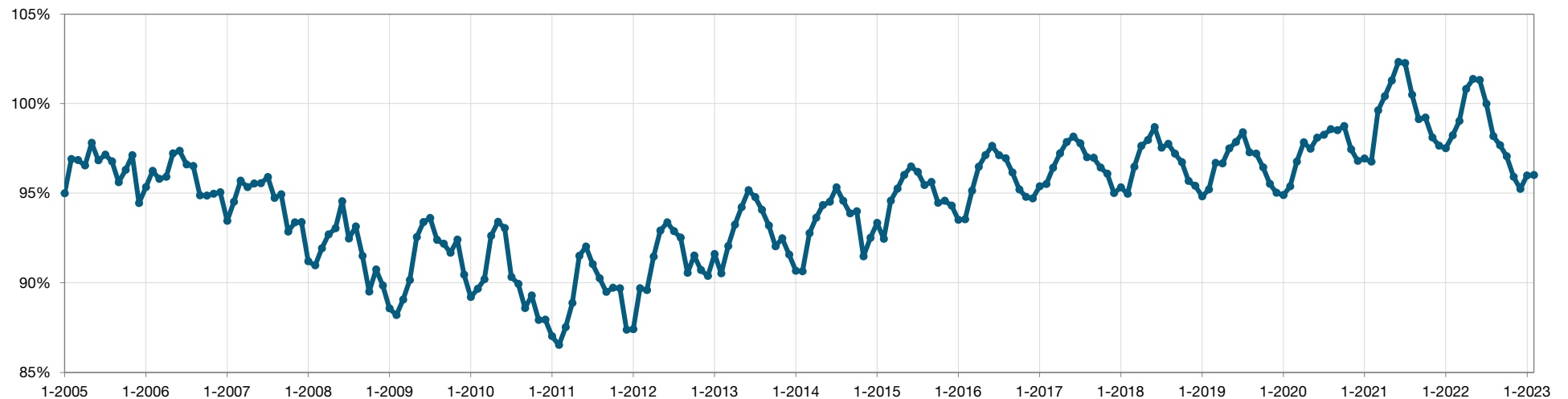


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
January 2023	96.0%	97.5%	-1.5%
February 2023	96.0%	98.2%	-2.2%
12-Month Avg	98.2%	99.7%	-1.5%

Historical Percent of Original List Price Received by Month

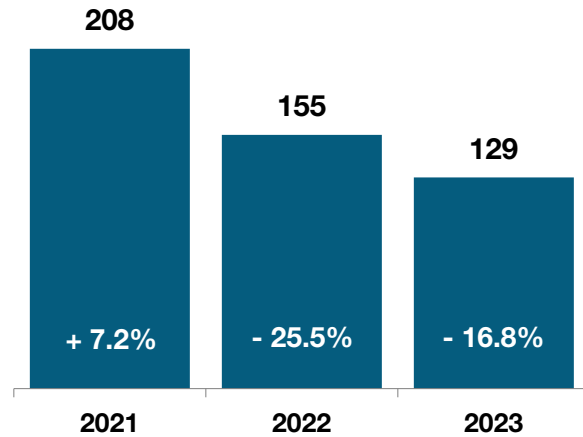


Housing Affordability Index

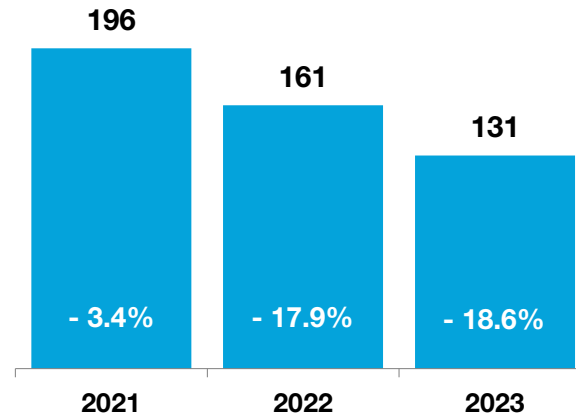
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

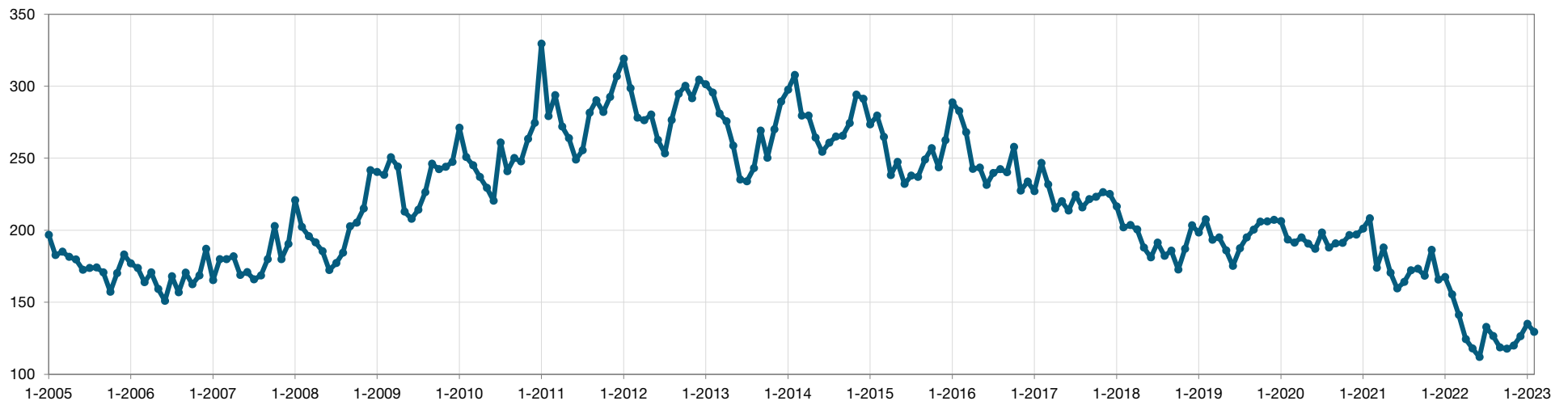


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2023	135	167	-19.2%
February 2023	129	155	-16.8%
12-Month Avg	125	170	-26.5%

Historical Housing Affordability Index by Month

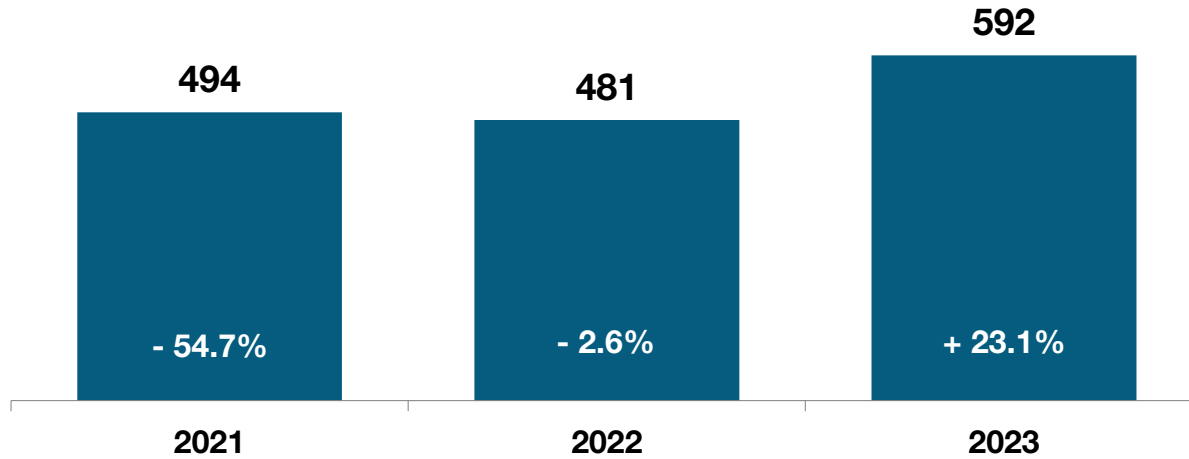


Inventory of Homes for Sale

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



February



Homes for Sale	Prior Year	Percent Change
March 2022	539	536 +0.6%
April 2022	561	552 +1.6%
May 2022	644	512 +25.8%
June 2022	806	631 +27.7%
July 2022	871	769 +13.3%
August 2022	911	804 +13.3%
September 2022	989	872 +13.4%
October 2022	942	865 +8.9%
November 2022	827	701 +18.0%
December 2022	686	578 +18.7%
January 2023	635	503 +26.2%
February 2023	592	481 +23.1%
12-Month Avg	750	650 +15.4%

Historical Inventory of Homes for Sale by Month

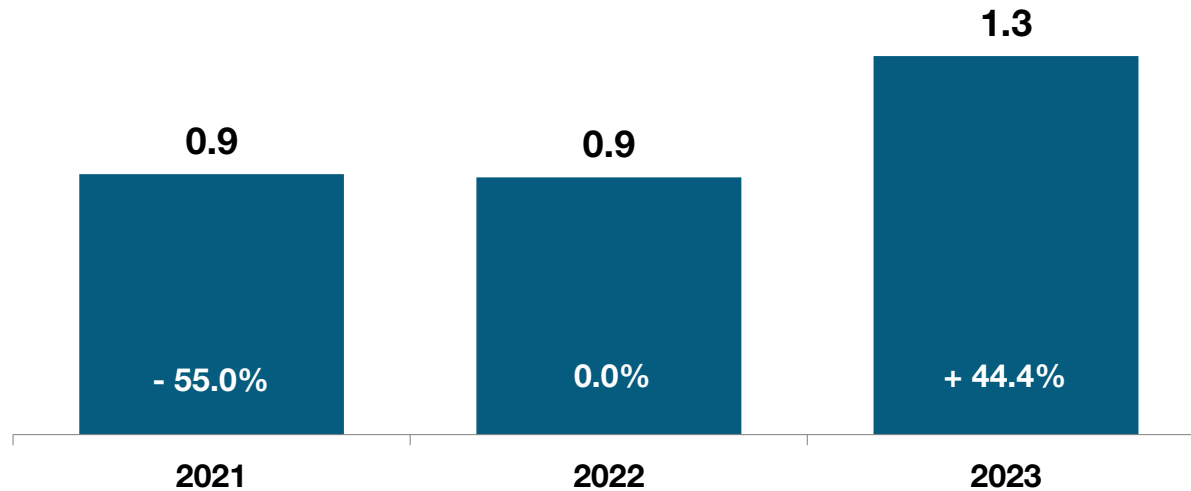


Months Supply of Inventory

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.

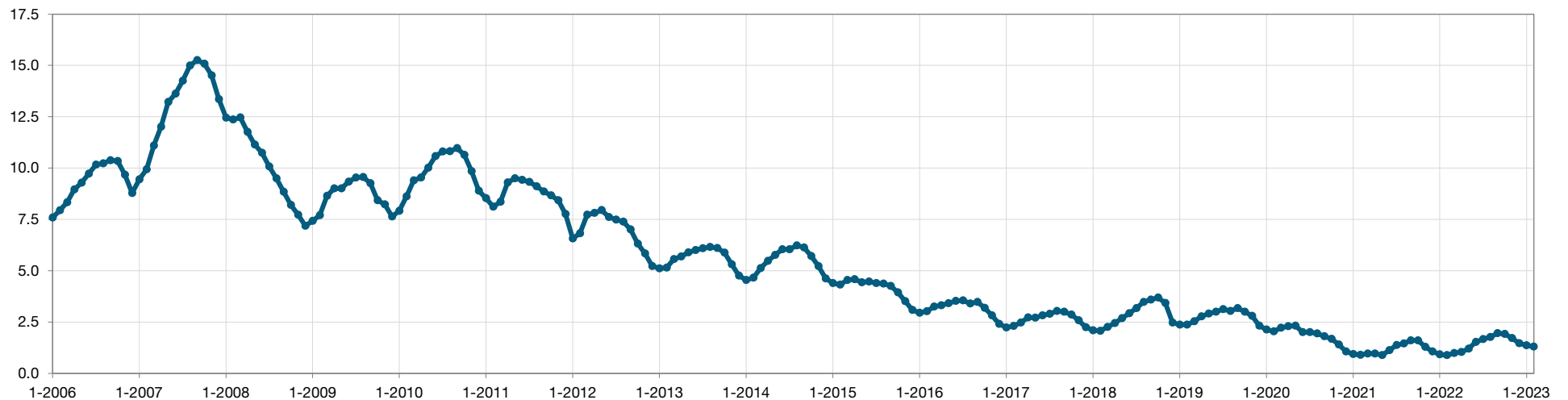


February



Months Supply		Prior Year	Percent Change
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	2.0	1.6	+25.0%
October 2022	1.9	1.6	+18.8%
November 2022	1.7	1.3	+30.8%
December 2022	1.5	1.1	+36.4%
January 2023	1.4	0.9	+55.6%
February 2023	1.3	0.9	+44.4%
12-Month Avg	1.5	1.2	+25.0%

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 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	2-2022	2-2023	+ / -	2-2022	2-2023	+ / -
Albert Lea	37	18	-51.4%	35	26	-25.7%	\$110,000	\$147,450	+34.0%	30	33	+10.0%	1.3	1.7	+30.8%
Austin	51	43	-15.7%	46	26	-43.5%	\$139,000	\$152,500	+9.7%	35	48	+37.1%	1.0	1.5	+50.0%
Bloomington	3	3	0.0%	5	4	-20.0%	\$186,000	\$191,000	+2.7%	3	4	+33.3%	0.9	1.2	+33.3%
Byron	24	18	-25.0%	16	15	-6.3%	\$357,500	\$325,000	-9.1%	16	23	+43.8%	1.1	1.9	+72.7%
Caledonia	8	2	-75.0%	6	1	-83.3%	\$196,000	\$190,000	-3.1%	9	4	-55.6%	2.2	1.2	-45.5%
Chatfield	5	3	-40.0%	5	5	0.0%	\$301,400	\$265,000	-12.1%	4	5	+25.0%	0.8	1.3	+62.5%
Dodge Center	8	4	-50.0%	4	5	+25.0%	\$215,000	\$217,000	+0.9%	5	3	-40.0%	1.0	0.6	-40.0%
Grand Meadow	2	2	0.0%	2	4	+100.0%	\$187,400	\$168,450	-10.1%	0	3	--	0.0	1.3	--
Hayfield	3	5	+66.7%	1	7	+600.0%	\$301,400	\$204,900	-32.0%	2	5	+150.0%	0.8	1.6	+100.0%
Kasson	19	13	-31.6%	13	8	-38.5%	\$345,000	\$282,500	-18.1%	12	24	+100.0%	1.0	2.4	+140.0%
La Crescent	11	2	-81.8%	5	5	0.0%	\$230,000	\$359,702	+56.4%	10	3	-70.0%	1.6	0.5	-68.8%
Lake City	14	9	-35.7%	14	4	-71.4%	\$239,238	\$239,450	+0.1%	7	11	+57.1%	0.7	1.5	+114.3%
Oronoco	2	1	-50.0%	7	3	-57.1%	\$550,000	\$384,900	-30.0%	2	1	-50.0%	0.9	0.5	-44.4%
Owatonna	35	19	-45.7%	50	22	-56.0%	\$212,500	\$292,500	+37.6%	19	20	+5.3%	0.5	0.7	+40.0%
Preston	2	5	+150.0%	4	2	-50.0%	\$91,500	\$147,450	+61.1%	2	3	+50.0%	0.7	1.6	+128.6%
Pine Island	7	11	+57.1%	7	3	-57.1%	\$315,000	\$300,000	-4.8%	10	12	+20.0%	1.5	2.1	+40.0%
Plainview	6	5	-16.7%	7	3	-57.1%	\$245,000	\$214,900	-12.3%	2	6	+200.0%	0.7	2.1	+200.0%
Rochester	271	237	-12.5%	214	154	-28.0%	\$315,250	\$291,950	-7.4%	147	173	+17.7%	0.8	1.1	+37.5%
Spring Valley	9	6	-33.3%	7	3	-57.1%	\$120,000	\$225,000	+87.5%	7	5	-28.6%	0.9	1.0	+11.1%
Saint Charles	8	3	-62.5%	8	2	-75.0%	\$239,700	\$237,500	-0.9%	4	5	+25.0%	0.8	1.2	+50.0%
Stewartville	11	7	-36.4%	7	10	+42.9%	\$227,000	\$246,000	+8.4%	4	4	0.0%	0.5	0.5	0.0%
Wabasha	5	5	0.0%	4	3	-25.0%	\$265,000	\$240,000	-9.4%	4	6	+50.0%	0.9	1.9	+111.1%
Waseca	13	16	+23.1%	18	17	-5.6%	\$175,000	\$183,000	+4.6%	5	10	+100.0%	0.4	0.9	+125.0%
Winona	47	33	-29.8%	39	19	-51.3%	\$167,000	\$170,000	+1.8%	26	26	0.0%	0.8	1.0	+25.0%
Zumbrota	12	7	-41.7%	10	5	-50.0%	\$322,200	\$210,000	-34.8%	2	14	+600.0%	0.3	2.2	+633.3%