

# Monthly Indicators



## February 2018

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

## Activity Snapshot

**- 5.7%**    **+ 13.3%**    **- 8.5%**

One-Year Change in  
Closed Sales

One-Year Change in  
Median Sales Price

One-Year Change in  
New Listings

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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	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		7,812	<b>7,146</b>	- 8.5%	13,789	<b>12,866</b>	- 6.7%
<b>Pending Sales</b>		5,751	<b>5,067</b>	- 11.9%	10,229	<b>9,524</b>	- 6.9%
<b>Closed Sales</b>		3,877	<b>3,656</b>	- 5.7%	7,984	<b>7,649</b>	- 4.2%
<b>Days on Market</b>		73	<b>68</b>	- 6.8%	73	<b>68</b>	- 6.8%
<b>Median Sales Price</b>		\$198,450	<b>\$224,900</b>	+ 13.3%	\$199,419	<b>\$221,500</b>	+ 11.1%
<b>Avg. Sales Price</b>		\$237,572	<b>\$260,540</b>	+ 9.7%	\$239,331	<b>\$258,777</b>	+ 8.1%
<b>Pct. of Orig. Price Received</b>		95.4%	<b>96.4%</b>	+ 1.0%	95.1%	<b>96.0%</b>	+ 0.9%
<b>Affordability Index</b>		203	<b>177</b>	- 12.8%	202	<b>179</b>	- 11.4%
<b>Homes for Sale*</b>		18,401	<b>14,949</b>	- 18.8%	--	--	--
<b>Months Supply*</b>		2.5	<b>2.1</b>	- 16.0%	--	--	--

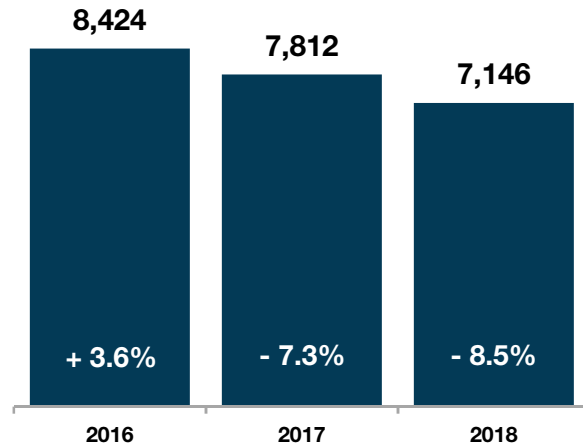
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

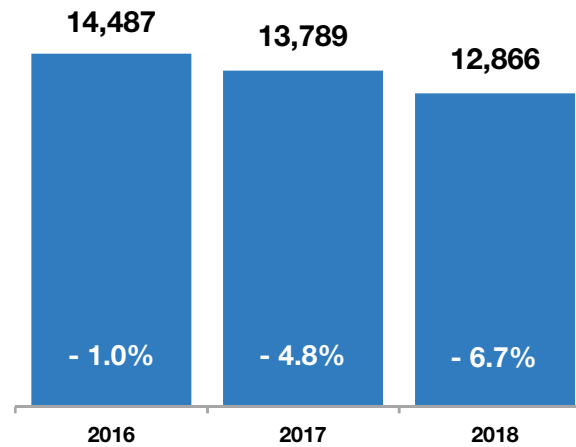
A count of the properties that have been newly listed on the market in a given month.



## February

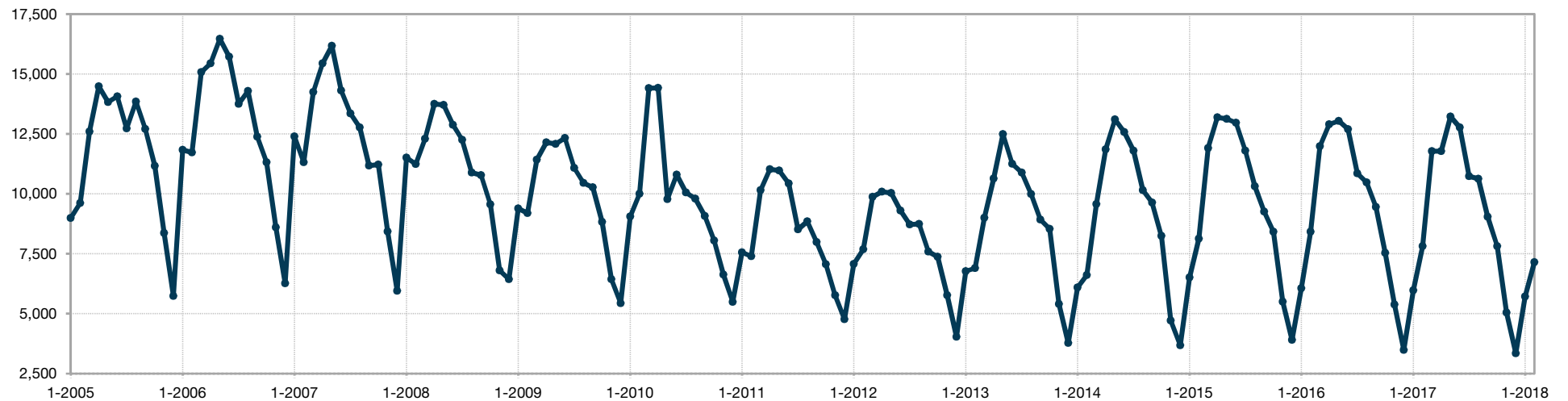


## Year to Date



	New Listings	Prior Year	Percent Change
March 2017	11,776	11,985	-1.7%
April 2017	11,785	12,902	-8.7%
May 2017	13,223	13,038	+1.4%
June 2017	12,769	12,700	+0.5%
July 2017	10,733	10,853	-1.1%
August 2017	10,627	10,479	+1.4%
September 2017	9,047	9,449	-4.3%
October 2017	7,815	7,538	+3.7%
November 2017	5,045	5,376	-6.2%
December 2017	3,350	3,485	-3.9%
January 2018	5,720	5,977	-4.3%
<b>February 2018</b>	<b>7,146</b>	<b>7,812</b>	<b>-8.5%</b>
12-Month Avg	9,086	9,300	-2.3%

## Historical New Listings by Month

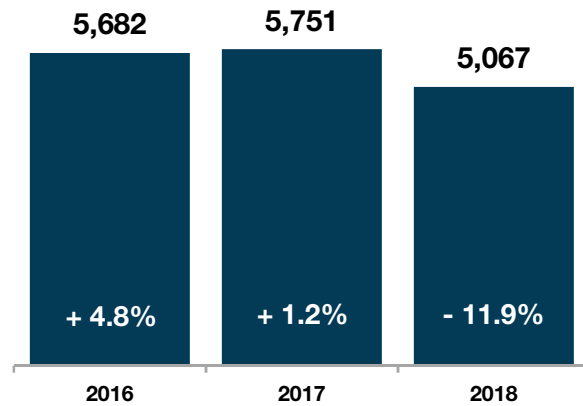


# Pending Sales

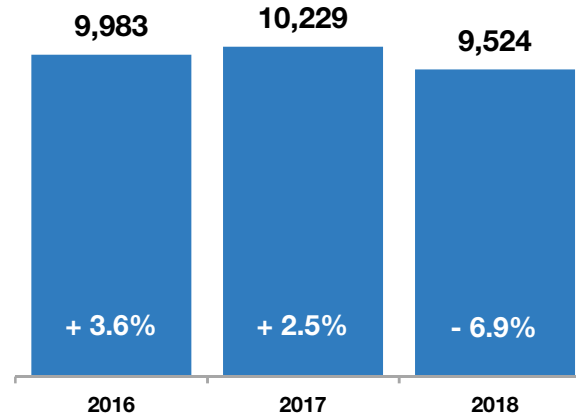
A count of the properties on which offers have been accepted in a given month.



## February

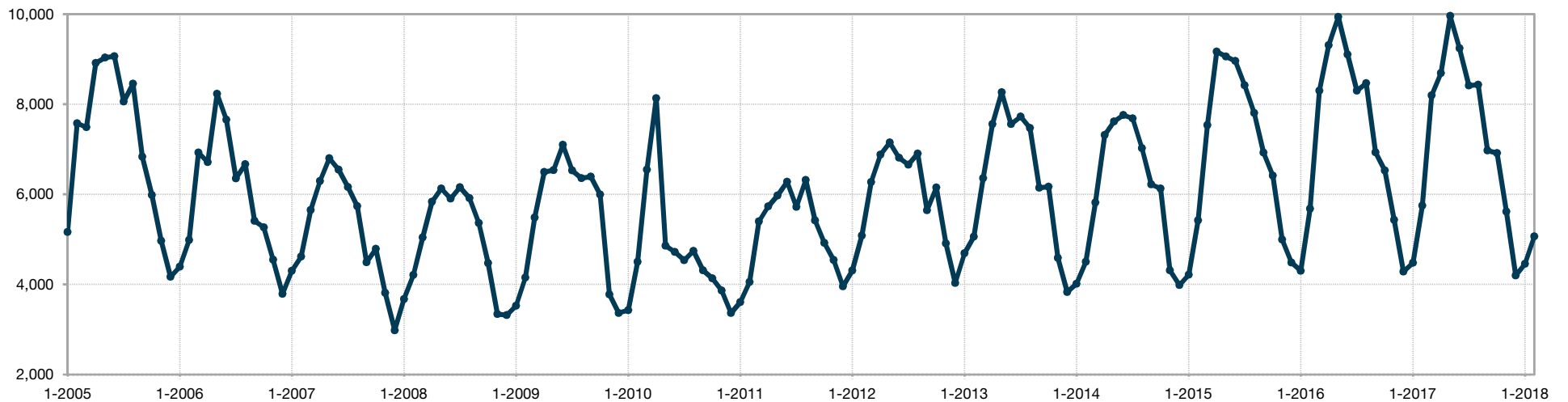


## Year to Date



Pending Sales	Prior Year	Percent Change
March 2017	8,197	8,299 -1.2%
April 2017	8,689	9,310 -6.7%
May 2017	9,960	9,936 +0.2%
June 2017	9,245	9,105 +1.5%
July 2017	8,416	8,302 +1.4%
August 2017	8,434	8,464 -0.4%
September 2017	6,970	6,933 +0.5%
October 2017	6,917	6,530 +5.9%
November 2017	5,617	5,430 +3.4%
December 2017	4,198	4,281 -1.9%
January 2018	4,457	4,478 -0.5%
<b>February 2018</b>	<b>5,067</b>	<b>5,751 -11.9%</b>
12-Month Avg	7,181	7,235 -0.7%

## Historical Pending Sales by Month

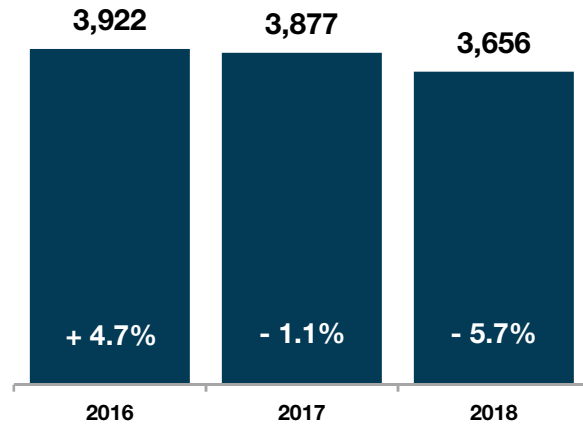


# Closed Sales

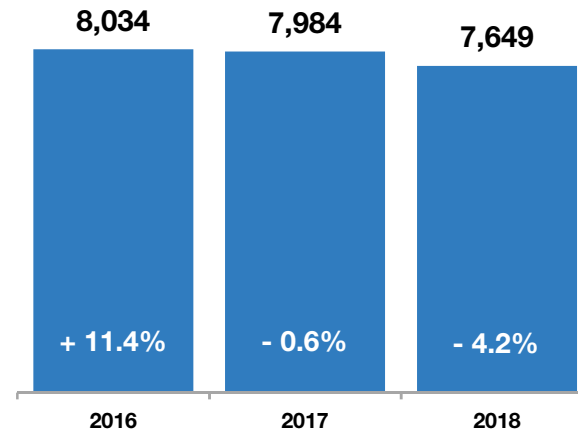
A count of the actual sales that closed in a given month.



## February

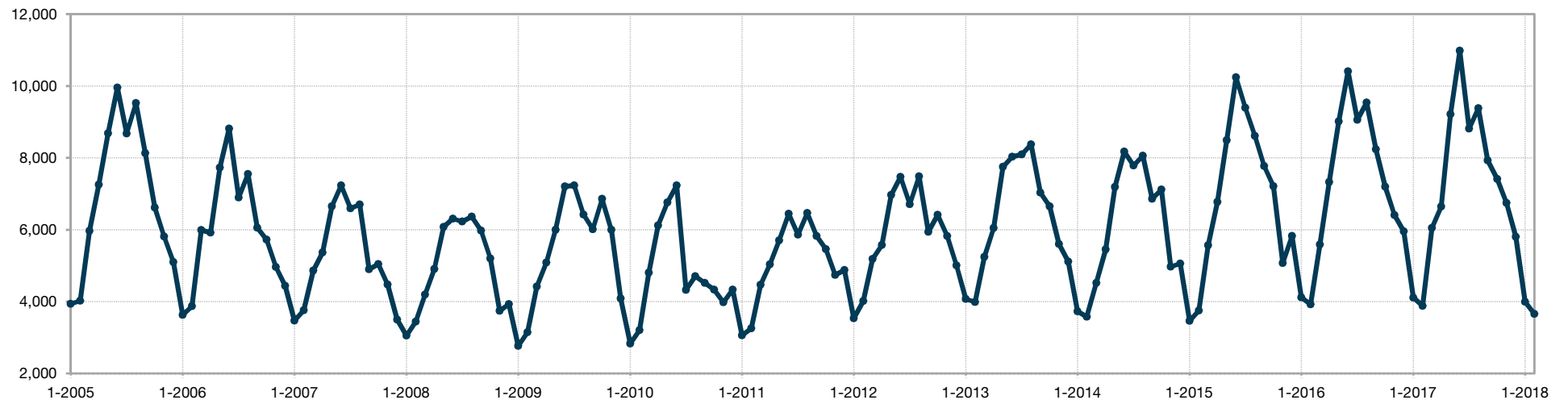


## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2017	6,047	5,588	+8.2%
April 2017	6,640	7,327	-9.4%
May 2017	9,214	9,014	+2.2%
June 2017	10,978	10,407	+5.5%
July 2017	8,814	9,059	-2.7%
August 2017	9,378	9,536	-1.7%
September 2017	7,930	8,234	-3.7%
October 2017	7,410	7,199	+2.9%
November 2017	6,746	6,406	+5.3%
December 2017	5,803	5,954	-2.5%
January 2018	3,993	4,107	-2.8%
<b>February 2018</b>	<b>3,656</b>	<b>3,877</b>	<b>-5.7%</b>
12-Month Avg	7,217	7,226	-0.1%

## Historical Closed Sales by Month

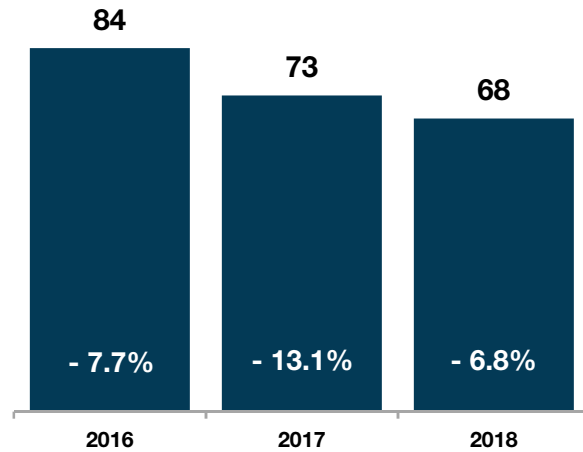


# Days on Market Until Sale

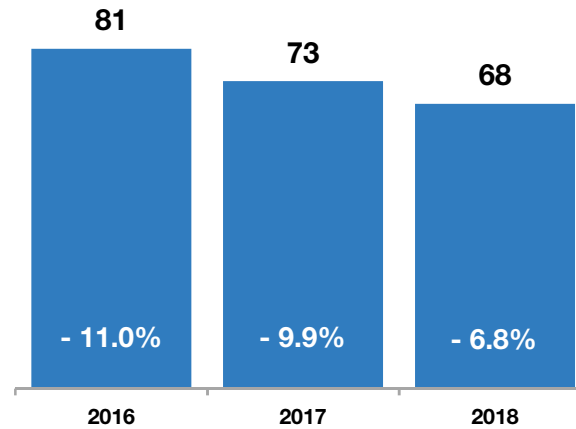
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



## Year to Date



Days on Market		Prior Year	Percent Change
March 2017	66	76	-13.2%
April 2017	57	66	-13.6%
May 2017	50	58	-13.8%
June 2017	46	54	-14.8%
July 2017	46	55	-16.4%
August 2017	49	55	-10.9%
September 2017	53	59	-10.2%
October 2017	54	62	-12.9%
November 2017	58	64	-9.4%
December 2017	62	68	-8.8%
January 2018	68	73	-6.8%
<b>February 2018</b>	<b>68</b>	<b>73</b>	<b>-6.8%</b>
12-Month Avg	56	64	-12.5%

## Historical Days on Market Until Sale by Month

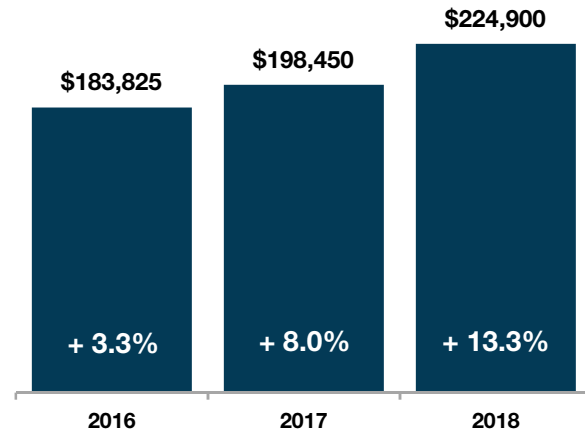


# Median Sales Price

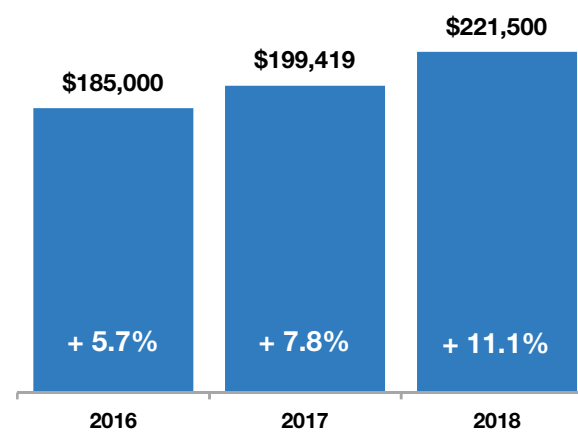
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



## Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2017	\$214,000	\$196,000	+9.2%
April 2017	\$222,500	\$209,000	+6.5%
May 2017	\$225,218	\$214,878	+4.8%
June 2017	\$233,000	\$218,500	+6.6%
July 2017	\$230,000	\$215,500	+6.7%
August 2017	\$230,000	\$215,000	+7.0%
September 2017	\$224,900	\$209,999	+7.1%
October 2017	\$220,000	\$205,950	+6.8%
November 2017	\$221,400	\$205,450	+7.8%
December 2017	\$221,500	\$205,000	+8.0%
January 2018	\$219,900	\$199,900	+10.0%
<b>February 2018</b>	<b>\$224,900</b>	<b>\$198,450</b>	<b>+13.3%</b>
12-Month Avg	\$223,943	\$207,802	+7.8%

## Historical Median Sales Price by Month

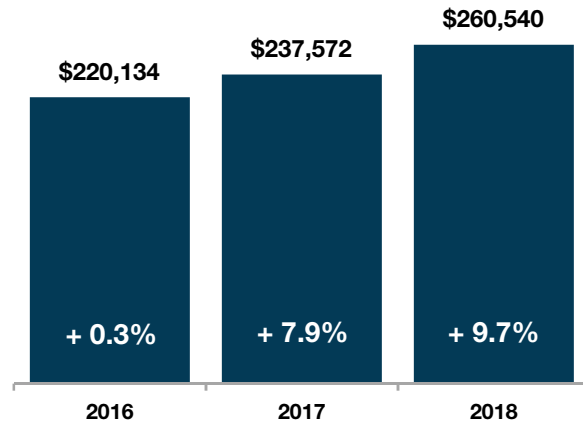


# Average Sales Price

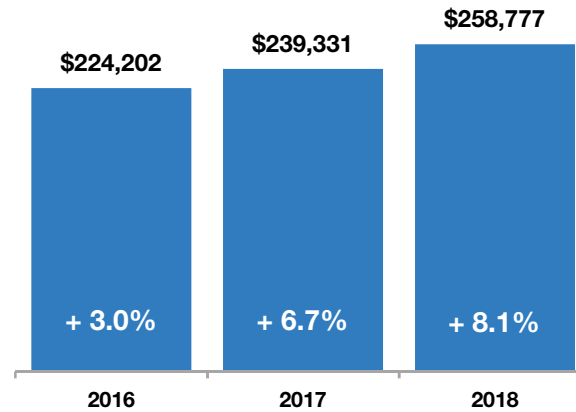
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

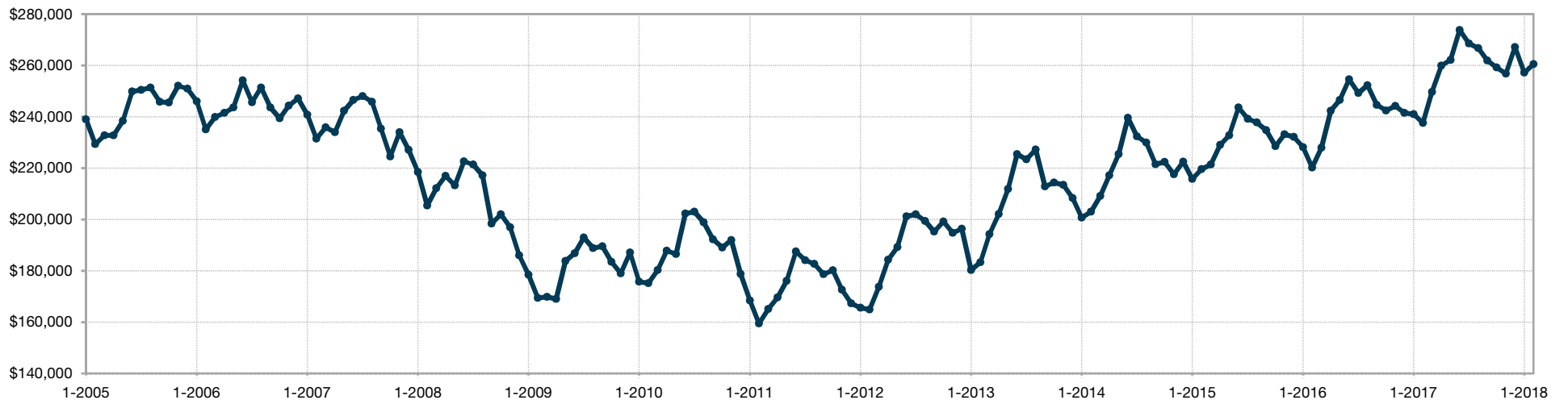


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2017	\$249,678	\$227,946	+9.5%
April 2017	\$259,952	\$242,331	+7.3%
May 2017	\$262,110	\$246,499	+6.3%
June 2017	\$273,782	\$254,528	+7.6%
July 2017	\$268,516	\$249,254	+7.7%
August 2017	\$266,721	\$252,221	+5.7%
September 2017	\$261,922	\$244,641	+7.1%
October 2017	\$259,181	\$242,435	+6.9%
November 2017	\$256,761	\$244,207	+5.1%
December 2017	\$267,101	\$241,480	+10.6%
January 2018	\$257,158	\$240,983	+6.7%
<b>February 2018</b>	<b>\$260,540</b>	<b>\$237,572</b>	<b>+9.7%</b>
12-Month Avg	\$261,952	\$243,675	+7.5%

## Historical Average Sales Price by Month



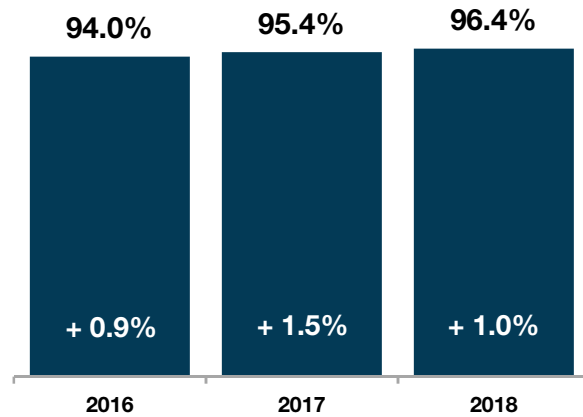


# Percent of Original List Price Received

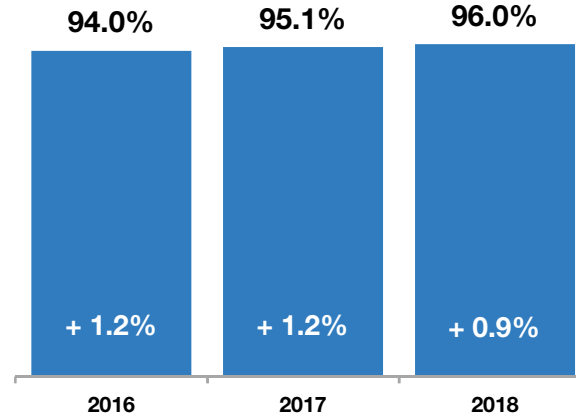
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February

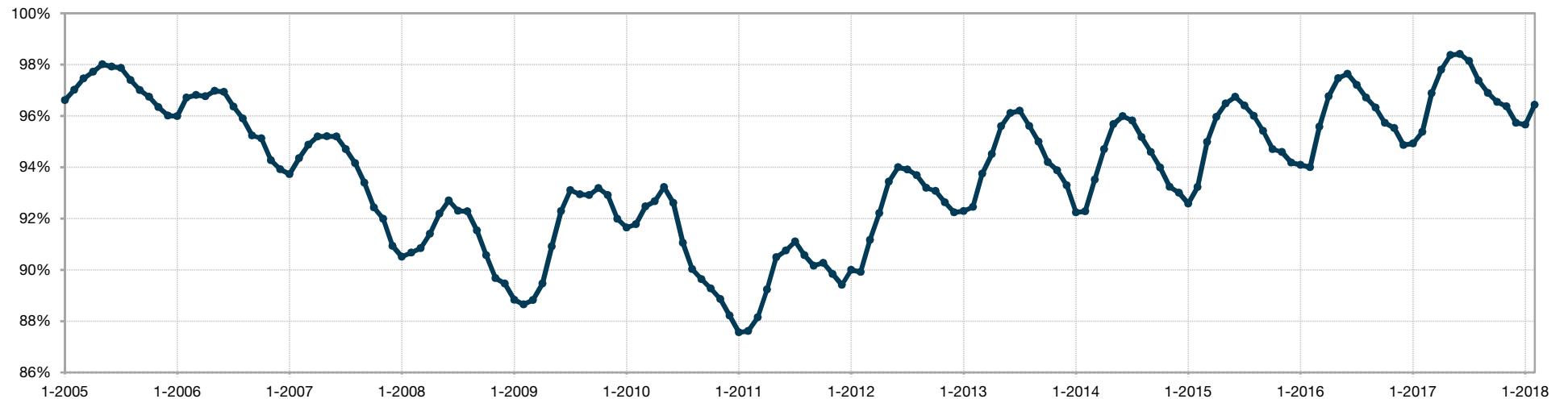


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2017	96.9%	95.6%	+1.4%
April 2017	97.8%	96.8%	+1.0%
May 2017	98.4%	97.5%	+0.9%
June 2017	98.4%	97.6%	+0.8%
July 2017	98.1%	97.2%	+0.9%
August 2017	97.4%	96.7%	+0.7%
September 2017	96.9%	96.3%	+0.6%
October 2017	96.5%	95.7%	+0.8%
November 2017	96.4%	95.5%	+0.9%
December 2017	95.7%	94.9%	+0.8%
January 2018	95.7%	94.9%	+0.8%
<b>February 2018</b>	<b>96.4%</b>	<b>95.4%</b>	<b>+1.0%</b>
12-Month Avg	97.1%	96.2%	+0.9%

## Historical Percent of Original List Price Received by Month

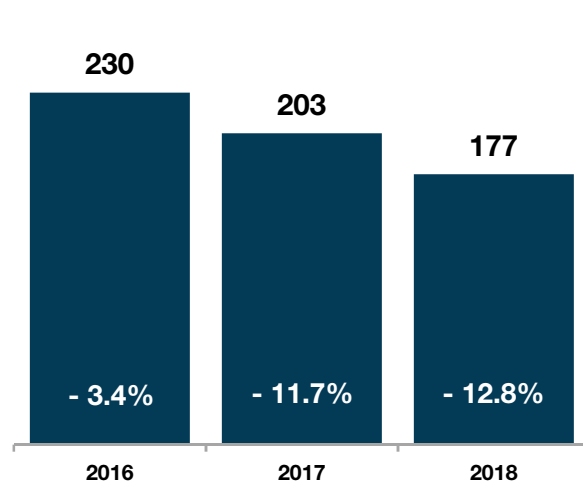


# Housing Affordability Index

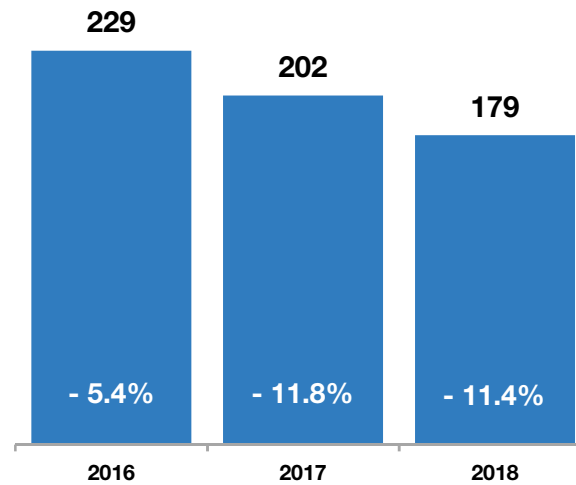
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February



## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2017	188	214	-12.1%
April 2017	185	202	-8.4%
May 2017	184	196	-6.1%
June 2017	178	196	-9.2%
July 2017	180	198	-9.1%
August 2017	182	199	-8.5%
September 2017	186	203	-8.4%
October 2017	187	210	-11.0%
November 2017	188	200	-6.0%
December 2017	186	194	-4.1%
January 2018	181	197	-8.1%
<b>February 2018</b>	<b>177</b>	<b>203</b>	<b>-12.8%</b>
12-Month Avg	183	201	-9.0%

## Historical Housing Affordability Index by Month

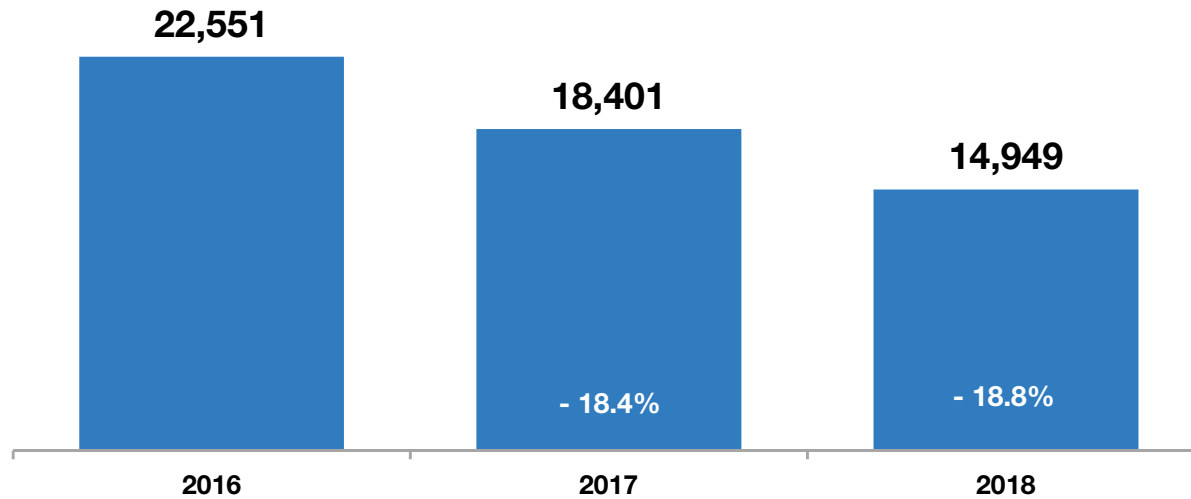


# Inventory of Homes for Sale

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

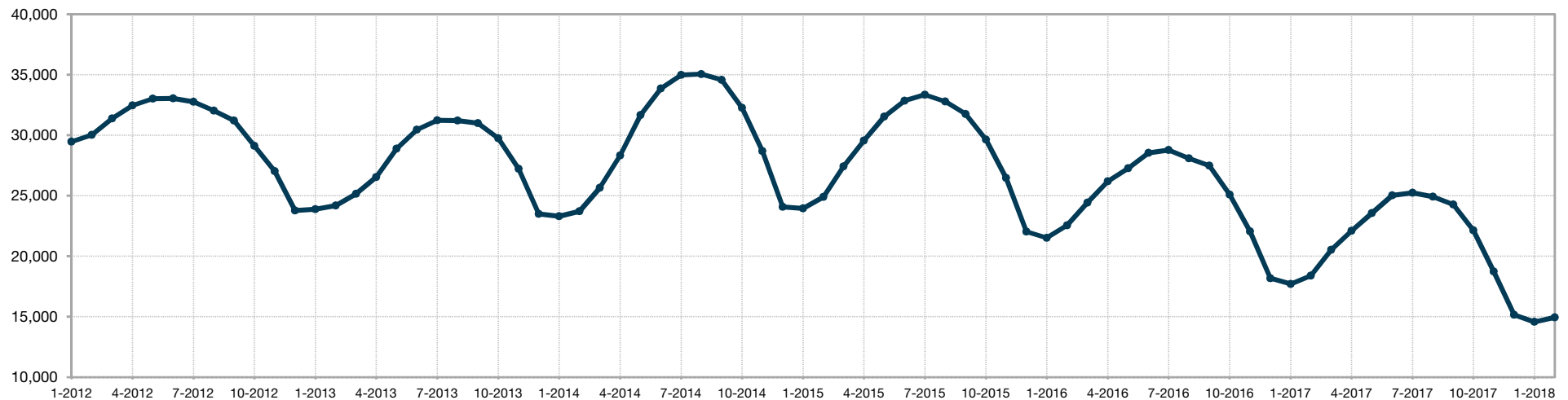


## February



Homes for Sale		Prior Year	Percent Change
March 2017	20,517	24,422	-16.0%
April 2017	22,092	26,192	-15.7%
May 2017	23,553	27,271	-13.6%
June 2017	25,024	28,550	-12.4%
July 2017	25,242	28,781	-12.3%
August 2017	24,922	28,097	-11.3%
September 2017	24,266	27,490	-11.7%
October 2017	22,137	25,098	-11.8%
November 2017	18,745	22,055	-15.0%
December 2017	15,152	18,165	-16.6%
January 2018	14,572	17,705	-17.7%
<b>February 2018</b>	<b>14,949</b>	<b>18,401</b>	<b>-18.8%</b>

## Historical Inventory of Homes for Sale by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

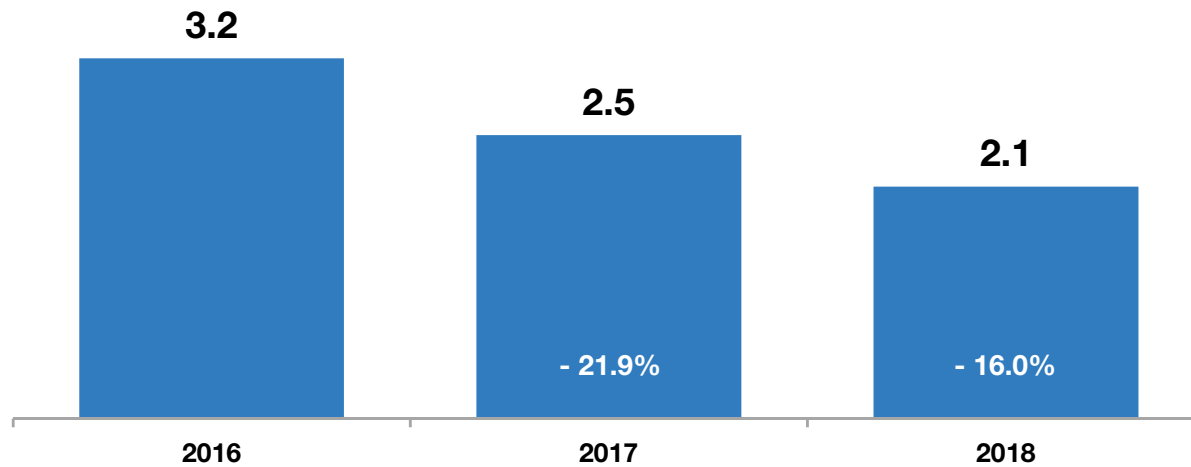
Current as of March 7, 2018. All data from the multiple listing services in the state of Minnesota. Report © 2018 ShowingTime. | 11

# 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.

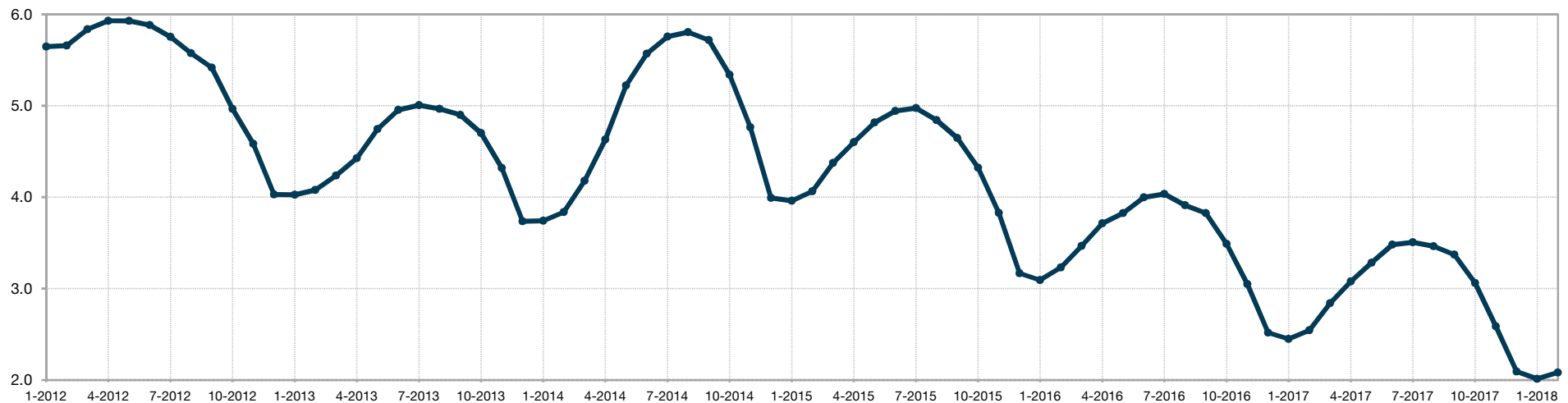


## February



Months Supply		Prior Year	Percent Change
March 2017	2.8	3.5	-20.0%
April 2017	3.1	3.7	-16.2%
May 2017	3.3	3.8	-13.2%
June 2017	3.5	4.0	-12.5%
July 2017	3.5	4.0	-12.5%
August 2017	3.5	3.9	-10.3%
September 2017	3.4	3.8	-10.5%
October 2017	3.1	3.5	-11.4%
November 2017	2.6	3.0	-13.3%
December 2017	2.1	2.5	-16.0%
January 2018	2.0	2.4	-16.7%
<b>February 2018</b>	<b>2.1</b>	<b>2.5</b>	<b>-16.0%</b>

## Historical Months Supply of Inventory by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.

Current as of March 7, 2018. All data from the multiple listing services in the state of Minnesota. Report © 2018 ShowingTime. | 12