

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



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## April 2017

The employment landscape and wages have both improved over the last few years, allowing for more people to participate in the home-buying process. When the economy is in good working order, as it is now, it creates opportunities in residential real estate, and right now is a potentially lucrative time to sell a home. Houses that show well and are priced correctly have been selling quickly, often at higher prices than asking.

New Listings in the Twin Cities region decreased 8.3 percent to 7,749. Pending Sales were down 8.5 percent to 5,862. Inventory levels fell 19.8 percent to 10,916 units.

Prices continued to gain traction. The Median Sales Price increased 6.3 percent to \$245,500. Days on Market was down 20.5 percent to 58 days. Sellers were encouraged as Months Supply of Homes for Sale was down 21.4 percent to 2.2 months.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

## Quick Facts

**- 10.3%**      **+ 6.3%**      **- 19.8%**

Change in  
**Closed Sales**      Change in  
**Median Sales Price**      Change in  
**Inventory**

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# Market Overview

Key market metrics for the current month and year-to-date.



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Key Metrics	Historical Sparklines (normalized)	4-2016	4-2017	+ / -	YTD 2016	YTD 2017	+ / -
<b>New Listings</b>		8,452	<b>7,749</b>	- 8.3%	26,412	<b>25,513</b>	- 3.4%
<b>Pending Sales</b>		6,406	<b>5,862</b>	- 8.5%	19,157	<b>18,829</b>	- 1.7%
<b>Closed Sales</b>		5,252	<b>4,709</b>	- 10.3%	14,808	<b>14,626</b>	- 1.2%
<b>Days on Market Until Sale</b>		73	<b>58</b>	- 20.5%	83	<b>71</b>	- 14.5%
<b>Median List Price</b>		\$250,000	<b>\$269,900</b>	+ 8.0%	\$259,900	<b>\$274,900</b>	+ 5.8%
<b>Median Sales Price</b>		\$231,000	<b>\$245,500</b>	+ 6.3%	\$221,000	<b>\$235,000</b>	+ 6.3%
<b>Price Per Square Foot</b>		\$132	<b>\$142</b>	+ 7.6%	\$128	<b>\$138</b>	+ 7.7%
<b>ShowingTime Housing Value Index</b>		\$199,839	<b>\$211,332</b>	+ 5.8%	--	--	--
<b>Pct. of Orig. List Price Received</b>		98.0%	<b>99.2%</b>	+ 1.2%	96.6%	<b>97.7%</b>	+ 1.1%
<b>Inventory of Homes for Sale</b>		13,618	<b>10,916</b>	- 19.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		2.8	<b>2.2</b>	- 21.4%	--	--	--

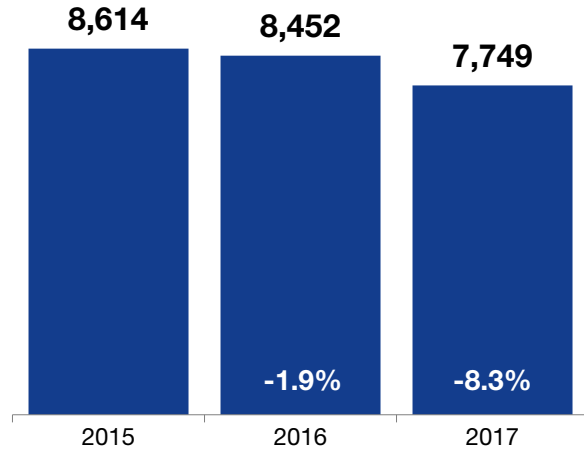
# New Listings

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

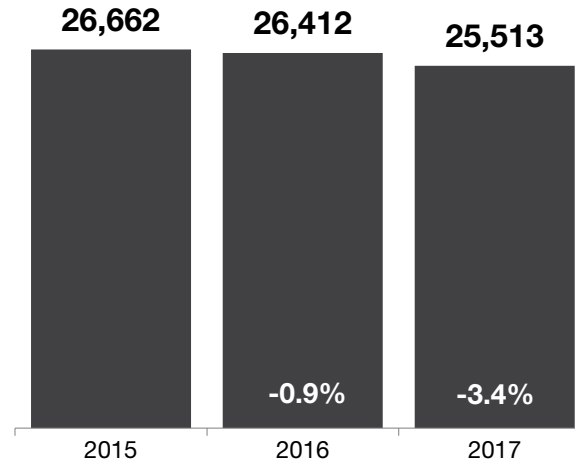


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## April



## Year To Date



Month	Prior Year	Current Year	+ / -
May	8,585	8,685	+1.2%
June	8,684	8,729	+0.5%
July	7,964	7,524	-5.5%
August	6,928	7,068	+2.0%
September	6,368	6,729	+5.7%
October	5,800	5,249	-9.5%
November	3,786	3,744	-1.1%
December	2,600	2,388	-8.2%
January	4,176	4,310	+3.2%
February	5,855	5,422	-7.4%
March	7,929	8,032	+1.3%
April	8,452	7,749	-8.3%
<b>12-Month Avg</b>	<b>6,427</b>	<b>6,302</b>	<b>-1.9%</b>

## Historical New Listing Activity



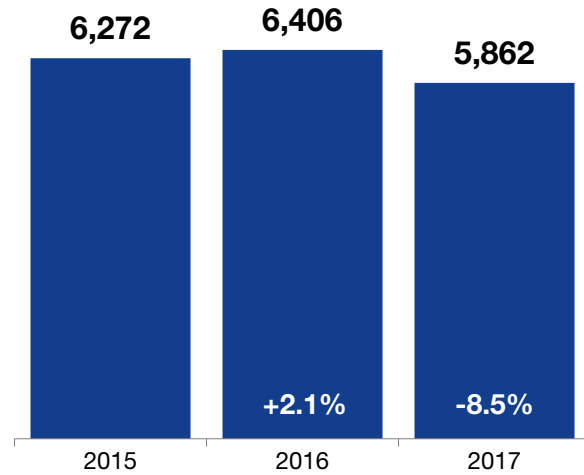
# Pending Sales

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

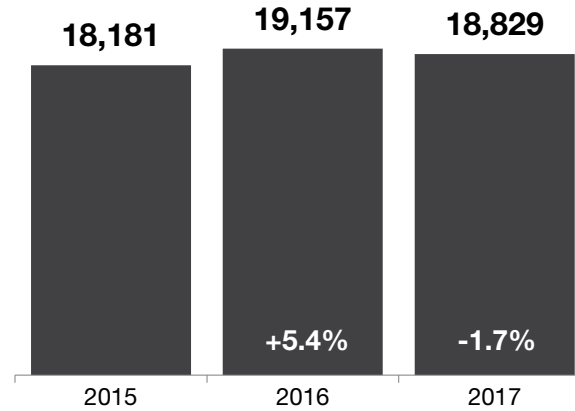


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## April



## Year To Date



Month	Prior Year	Current Year	+ / -
May	6,196	6,905	+11.4%
June	6,217	6,325	+1.7%
July	5,739	5,730	-0.2%
August	5,312	5,795	+9.1%
September	4,673	4,749	+1.6%
October	4,335	4,514	+4.1%
November	3,467	3,829	+10.4%
December	3,184	3,022	-5.1%
January	2,998	3,192	+6.5%
February	3,950	4,074	+3.1%
March	5,803	5,701	-1.8%
April	6,406	5,862	-8.5%
<b>12-Month Avg</b>	<b>4,857</b>	<b>4,975</b>	<b>+2.4%</b>

## Historical Pending Sales Activity



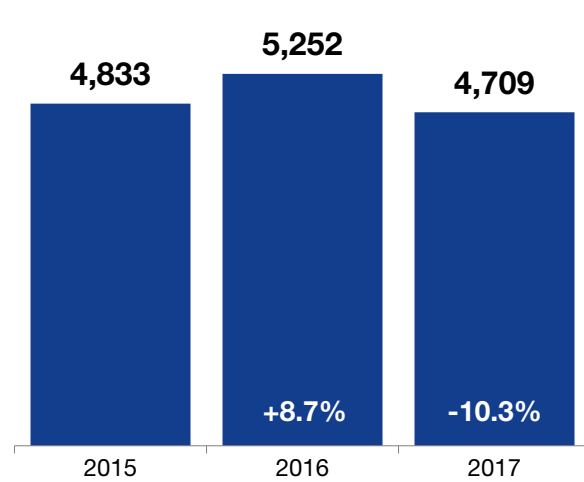
# Closed Sales

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

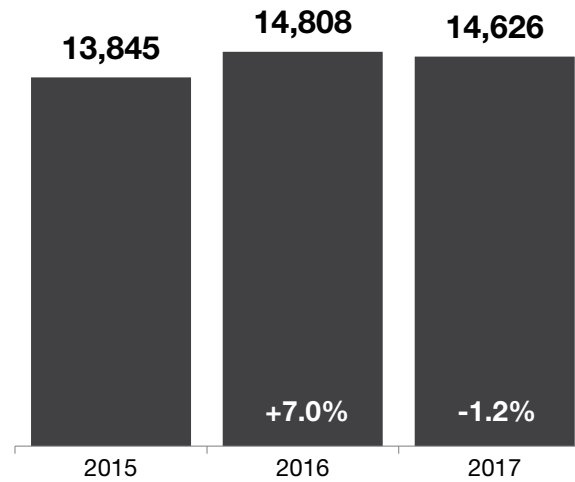


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## April

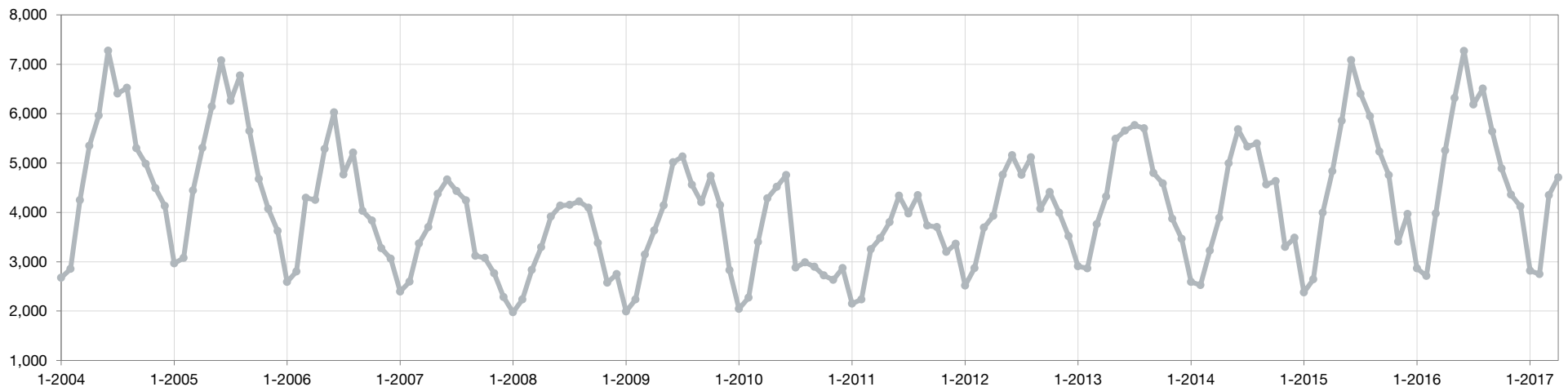


## Year To Date



Month	Prior Year	Current Year	+ / -
May	5,856	6,314	+7.8%
June	7,082	7,268	+2.6%
July	6,402	6,183	-3.4%
August	5,947	6,506	+9.4%
September	5,232	5,636	+7.7%
October	4,756	4,887	+2.8%
November	3,403	4,359	+28.1%
December	3,965	4,121	+3.9%
January	2,866	2,820	-1.6%
February	2,714	2,750	+1.3%
March	3,976	4,347	+9.3%
April	5,252	4,709	-10.3%
<b>12-Month Avg</b>	<b>4,788</b>	<b>4,992</b>	<b>+4.8%</b>

## Historical Closed Sales Activity



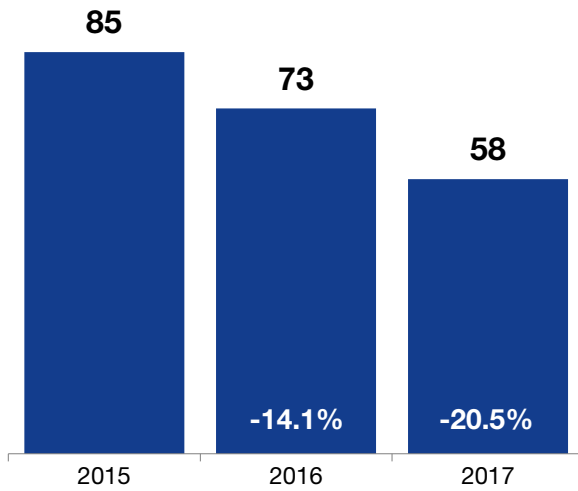
# Days on Market Until Sale

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

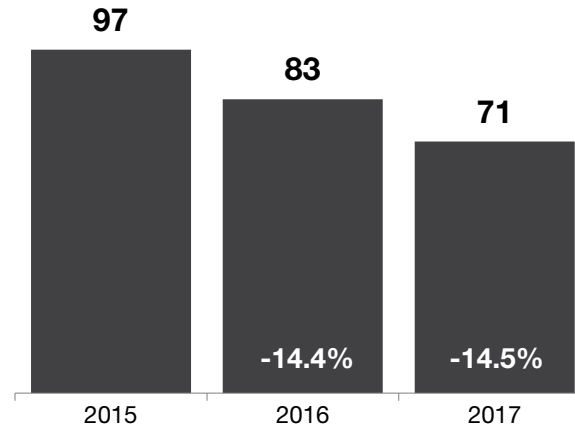


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## April



## Year To Date



Month	Prior Year	Current Year	+ / -
May	76	60	-21.1%
June	66	56	-15.2%
July	63	54	-14.3%
August	64	55	-14.1%
September	65	56	-13.8%
October	70	60	-14.3%
November	73	62	-15.1%
December	79	71	-10.1%
January	85	79	-7.1%
February	96	82	-14.6%
March	85	72	-15.3%
April	73	58	-20.5%
<b>12-Month Avg</b>	<b>72</b>	<b>61</b>	<b>-15.3%</b>

## Historical Days on Market Until Sale



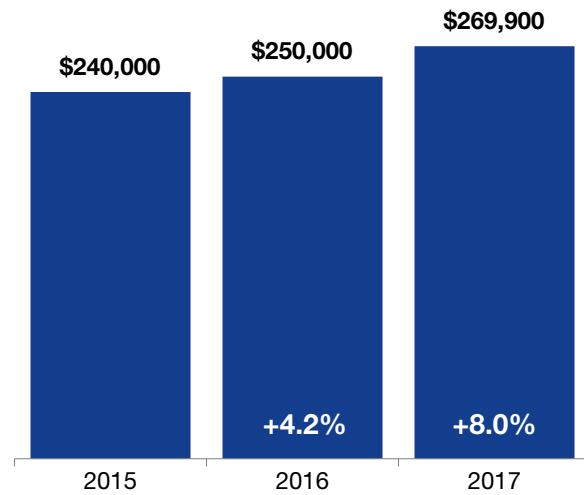
# Median Original List Price

Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.

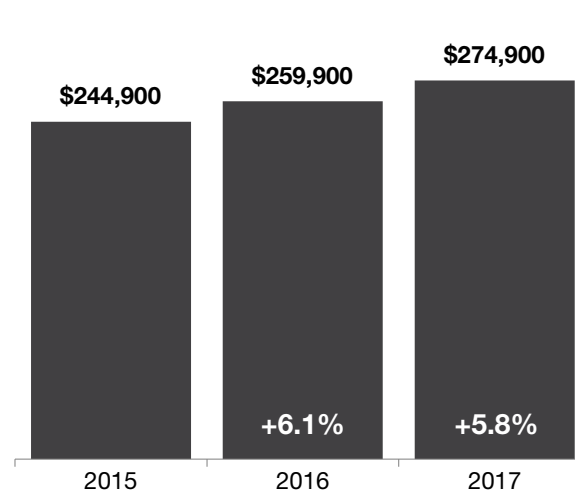


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## April



## Year To Date



Month	Prior Year	Current Year	+ / -
May	\$249,900	\$255,000	+2.0%
June	\$249,900	\$250,000	+0.0%
July	\$249,900	\$249,900	0.0%
August	\$239,900	\$249,900	+4.2%
September	\$245,000	\$259,900	+6.1%
October	\$240,000	\$249,000	+3.8%
November	\$230,000	\$249,000	+8.3%
December	\$229,900	\$250,000	+8.7%
January	\$259,900	\$275,000	+5.8%
February	\$267,000	\$279,900	+4.8%
March	\$259,900	\$274,900	+5.8%
April	\$250,000	\$269,900	+8.0%
<b>12-Month Med</b>	<b>\$249,900</b>	<b>\$259,900</b>	<b>+4.0%</b>

## Historical Median Original List Price



# Median Sales Price

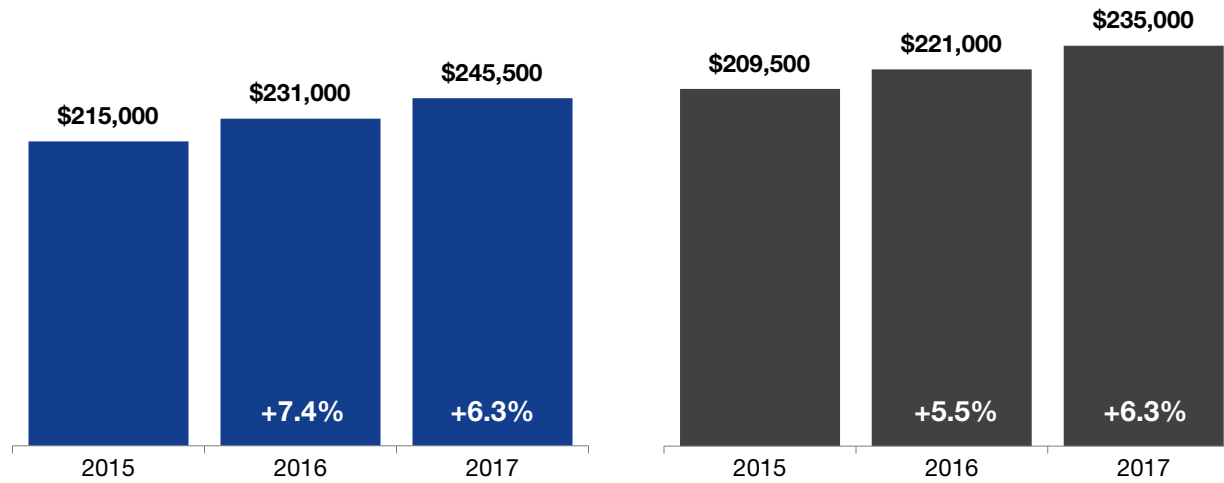
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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## April

## Year To Date



Month	Prior Year	Current Year	+ / -
May	\$224,000	<b>\$237,000</b>	+5.8%
June	\$229,900	<b>\$242,000</b>	+5.3%
July	\$225,000	<b>\$239,900</b>	+6.6%
August	\$224,900	<b>\$237,875</b>	+5.8%
September	\$222,000	<b>\$230,000</b>	+3.6%
October	\$215,950	<b>\$230,000</b>	+6.5%
November	\$219,340	<b>\$231,500</b>	+5.5%
December	\$219,500	<b>\$228,000</b>	+3.9%
January	\$215,000	<b>\$224,900</b>	+4.6%
February	\$207,280	<b>\$223,500</b>	+7.8%
March	\$222,000	<b>\$237,400</b>	+6.9%
April	\$231,000	<b>\$245,500</b>	+6.3%
<b>12-Month Med</b>	<b>\$223,000</b>	<b>\$235,000</b>	<b>+5.4%</b>

## Historical Median Sales Price





# Average Sales Price

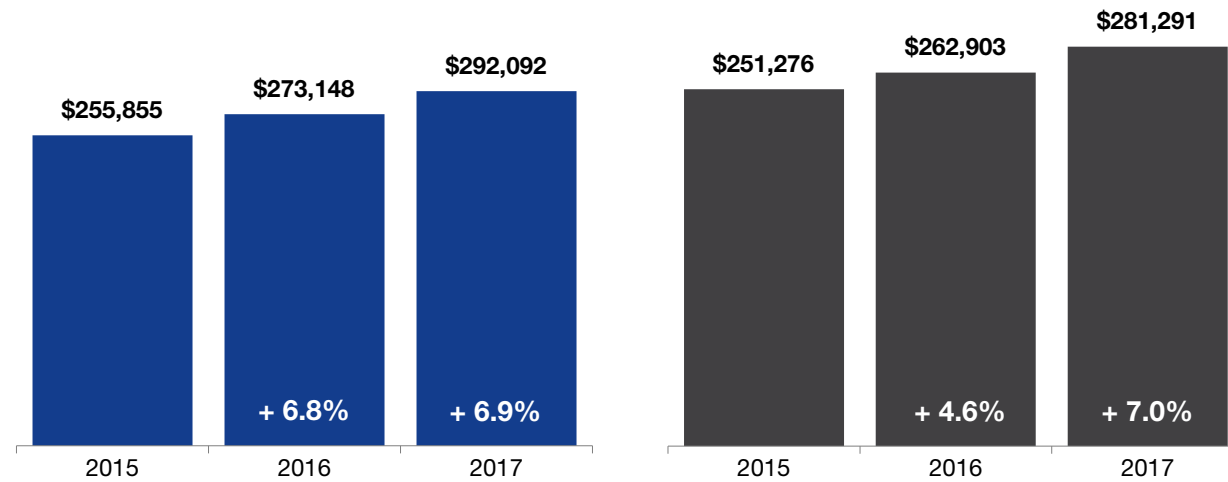
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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## April

## Year to Date



Month	Prior Year	Current Year	+ / -
May	\$261,765	<b>\$276,742</b>	+5.7%
June	\$273,722	<b>\$284,759</b>	+4.0%
July	\$269,429	<b>\$281,508</b>	+4.5%
August	\$268,471	<b>\$284,233</b>	+5.9%
September	\$266,187	<b>\$272,776</b>	+2.5%
October	\$260,926	<b>\$275,226</b>	+5.5%
November	\$268,063	<b>\$275,670</b>	+2.8%
December	\$264,770	<b>\$273,329</b>	+3.2%
January	\$261,711	<b>\$274,825</b>	+5.0%
February	\$250,936	<b>\$270,306</b>	+7.7%
March	\$258,351	<b>\$280,694</b>	+8.6%
April	\$273,148	<b>\$292,092</b>	+6.9%
<b>12-Month Avg</b>	<b>\$265,994</b>	<b>\$279,317</b>	<b>+5.0%</b>

## Historical Average Sales Price



# Price Per Square Foot

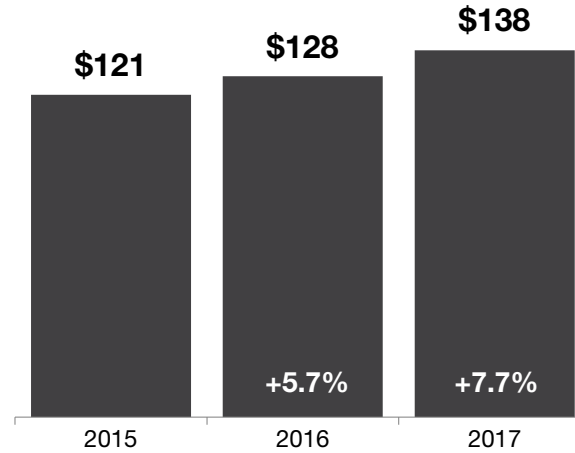
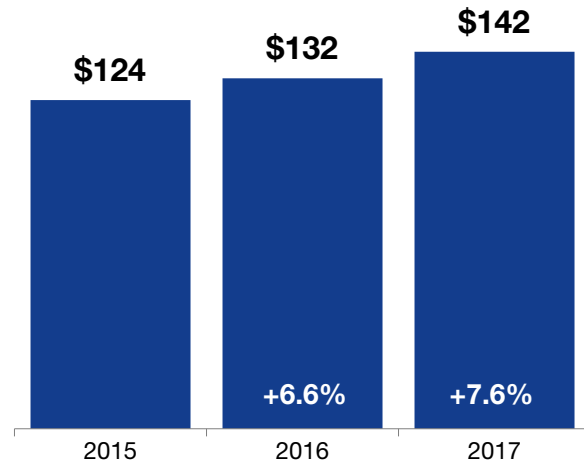
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



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## April

## Year to Date



Month	Prior Year	Current Year	+ / -
May	\$128	\$134	+4.8%
June	\$128	\$136	+5.9%
July	\$130	\$136	+4.6%
August	\$129	\$136	+5.7%
September	\$129	\$136	+5.3%
October	\$127	\$135	+6.7%
November	\$127	\$135	+5.8%
December	\$127	\$134	+5.6%
January	\$126	\$134	+6.6%
February	\$123	\$134	+9.0%
March	\$127	\$138	+8.1%
April	\$132	\$142	+7.6%
<b>12-Month Avg</b>	<b>\$128</b>	<b>\$136</b>	<b>+6.0%</b>

## Historical Price Per Square Foot



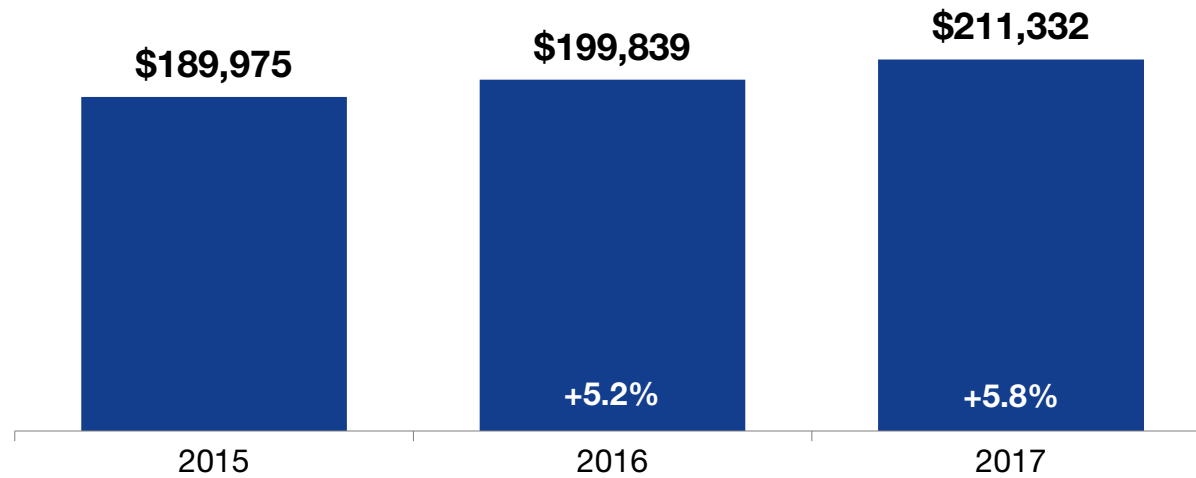
# ShowingTime Housing Value Index

The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.



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## April



Month	Prior Year	Current Year	+ / -
May	\$192,204	\$198,739	+3.4%
June	\$189,291	\$198,481	+4.9%
July	\$190,502	\$199,155	+4.5%
August	\$190,806	\$198,804	+4.2%
September	\$191,441	\$199,137	+4.0%
October	\$190,330	\$198,702	+4.4%
November	\$191,681	\$198,838	+3.7%
December	\$194,374	\$201,361	+3.6%
January	\$199,198	\$206,770	+3.8%
February	\$197,424	\$207,078	+4.9%
March	\$200,875	\$208,336	+3.7%
April	\$199,839	\$211,332	+5.8%
12-Month Avg	\$193,997	\$202,228	+4.2%

## Historical ShowingTime Housing Value Index



# Percent of Original List Price Received

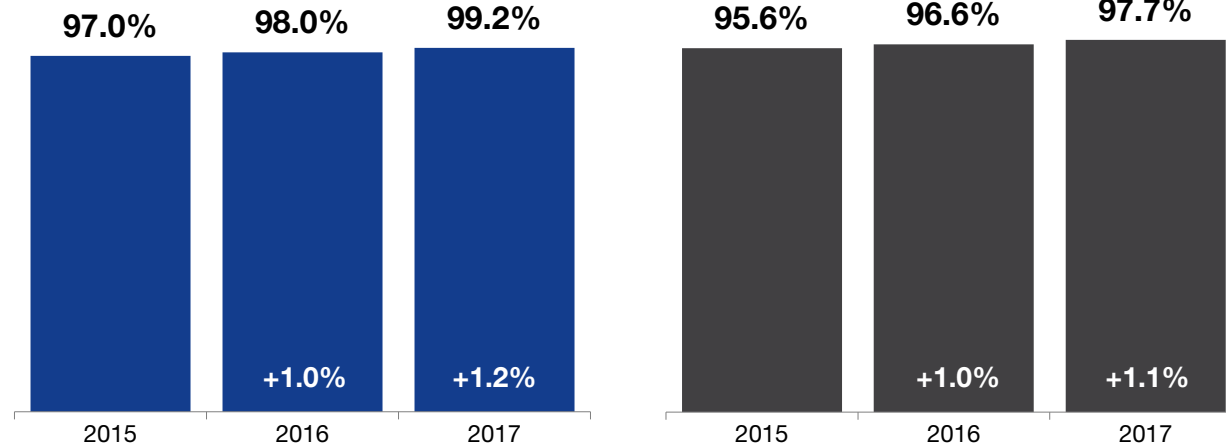
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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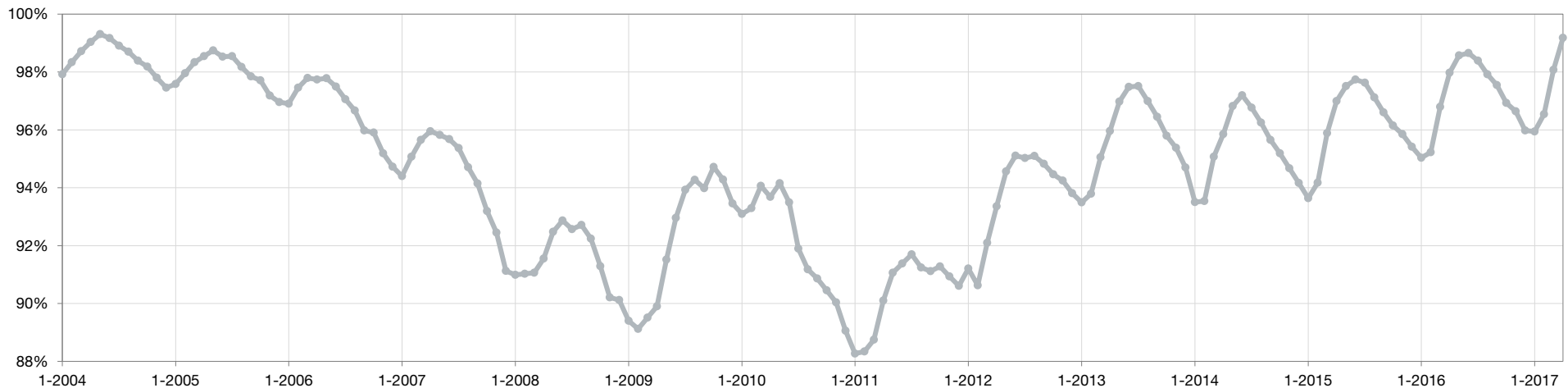
## April

## Year to Date



Month	Prior Year	Current Year	+ / -
May	97.5%	98.6%	+1.1%
June	97.7%	98.7%	+1.0%
July	97.6%	98.4%	+0.8%
August	97.1%	97.9%	+0.8%
September	96.6%	97.5%	+0.9%
October	96.1%	96.9%	+0.8%
November	95.9%	96.6%	+0.7%
December	95.4%	96.0%	+0.6%
January	95.0%	95.9%	+0.9%
February	95.2%	96.5%	+1.4%
March	96.8%	98.1%	+1.3%
April	98.0%	99.2%	+1.2%
<b>12-Month Avg</b>	<b>96.8%</b>	<b>97.7%</b>	<b>+0.9%</b>

## Historical Percent of Original List Price Received



# Housing Affordability Index

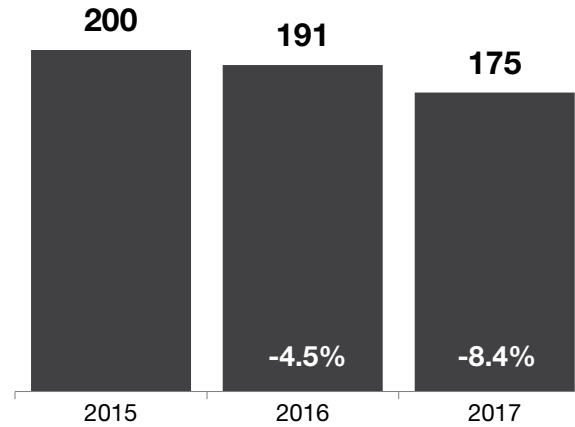
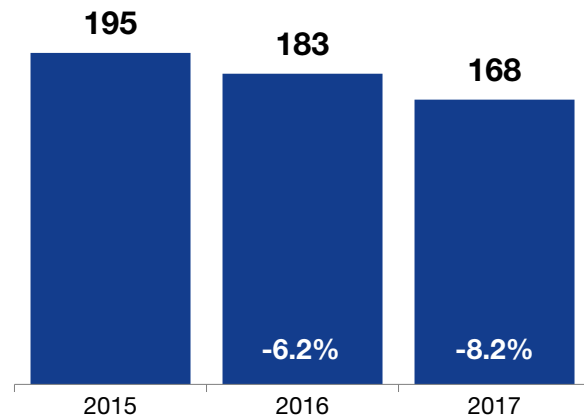
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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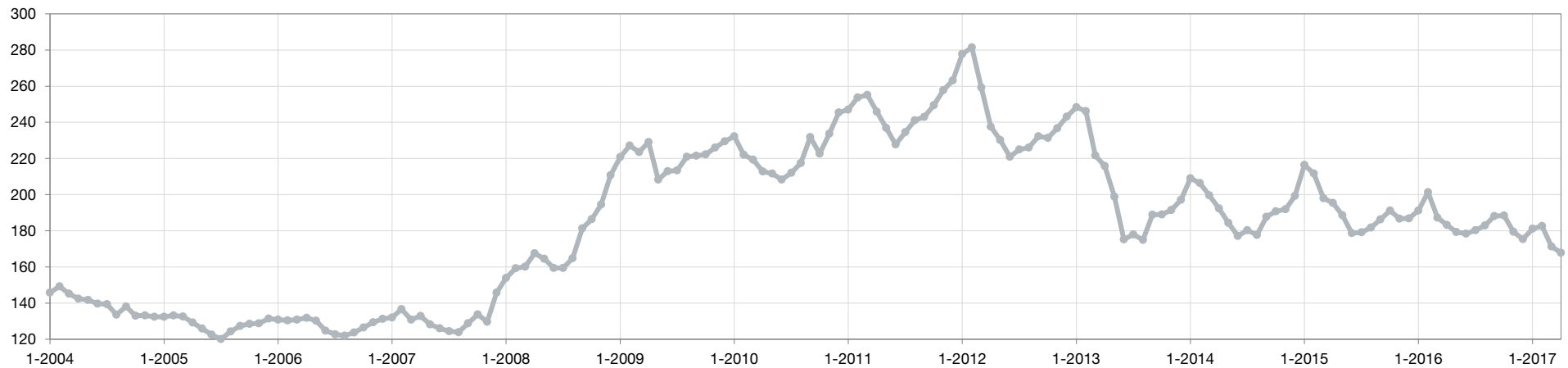
## April

## Year to Date



Month	Prior Year	Current Year	+ / -
May	189	179	-5.3%
June	179	178	-0.6%
July	179	180	+0.6%
August	182	183	+0.5%
September	186	188	+1.1%
October	191	188	-1.6%
November	187	179	-4.3%
December	187	175	-6.4%
January	191	181	-5.2%
February	201	183	-9.0%
March	187	171	-8.6%
April	183	168	-8.2%
<b>12-Month Avg</b>	<b>187</b>	<b>180</b>	<b>-3.7%</b>

## Historical Housing Affordability Index



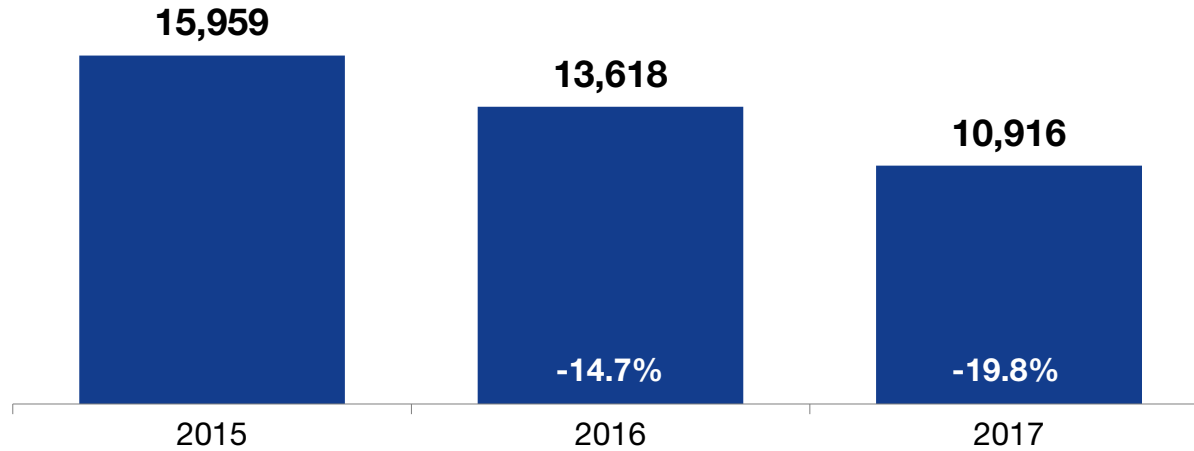
# Inventory of Homes for Sale

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



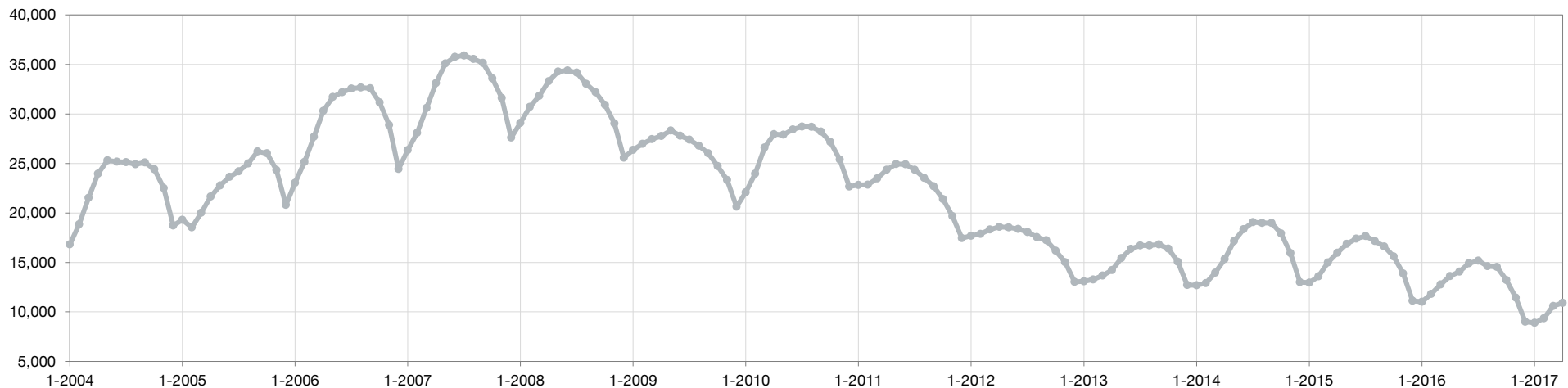
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Month	Prior Year	Current Year	+ / -
May	16,857	14,050	-16.7%
June	17,388	14,920	-14.2%
July	17,672	15,176	-14.1%
August	17,165	14,623	-14.8%
September	16,603	14,536	-12.4%
October	15,599	13,218	-15.3%
November	13,873	11,449	-17.5%
December	11,133	9,009	-19.1%
January	11,016	8,893	-19.3%
February	11,807	9,348	-20.8%
March	12,752	10,595	-16.9%
April	13,618	10,916	-19.8%
12-Month Avg	14,624	12,228	-16.7%

## Historical Inventory of Homes for Sale



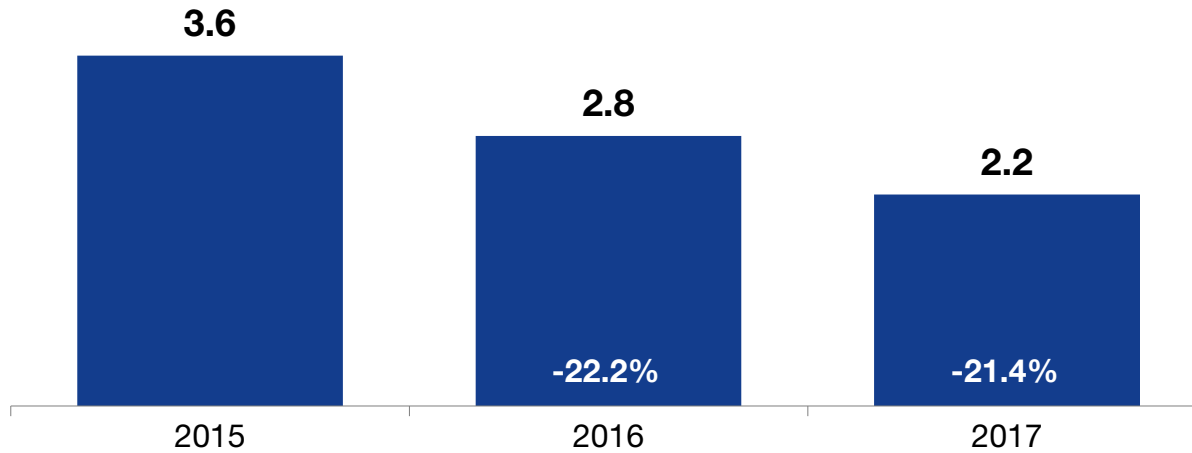
# Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales for the last 12 months.



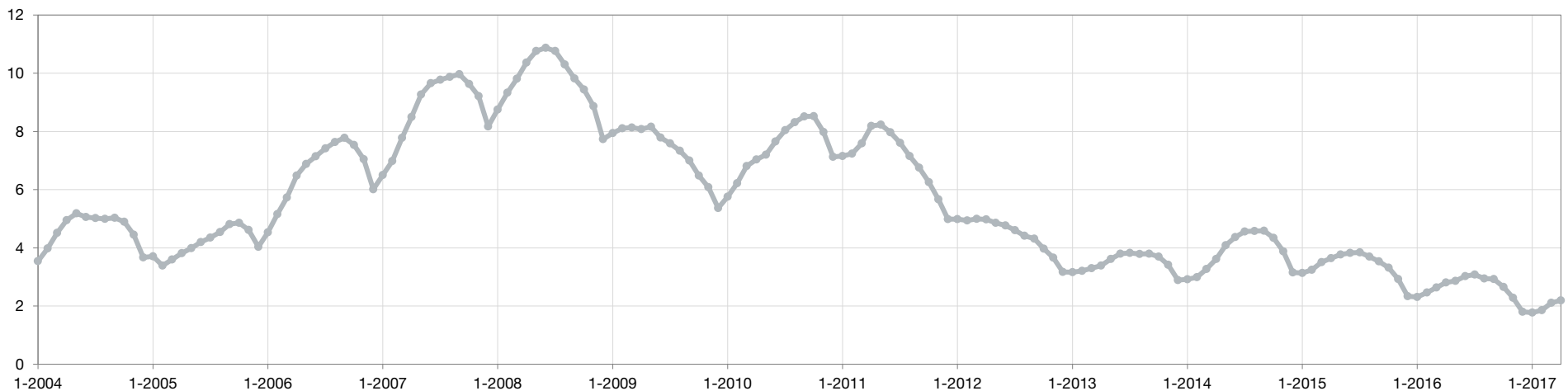
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Month	Prior Year	Current Year	+ / -
May	3.8	2.9	-23.7%
June	3.8	3.0	-21.1%
July	3.8	3.1	-18.4%
August	3.7	2.9	-21.6%
September	3.5	2.9	-17.1%
October	3.3	2.7	-18.2%
November	2.9	2.3	-20.7%
December	2.3	1.8	-21.7%
January	2.3	1.8	-21.7%
February	2.5	1.9	-24.0%
March	2.6	2.1	-19.2%
April	2.8	2.2	-21.4%
12-Month Avg	3.1	2.5	-19.4%

## Historical Months Supply of Inventory



# Mortgage Finance Utilization Rates

Home finance type utilization rates as a share of all closed sales, by month. Note: "Other" includes Adjustable Rate / Graduated Payment, Assumable, Contract for Deed (CFD), CFD w/ Assumable, DVA, Exchange / Trade, FHA Rehab 203k, Special Funding, Other and Unknown.



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## Historical Mortgage Finance Utilization Rates

