

Monthly Indicators



December 2015

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

In 2015, national residential real estate, by and large, had a good year. Supply and demand were healthy in an environment rife with low interest rates and improved employment. The Federal Reserve finally increased short-term rates in December, and more increases are expected in 2016. Housing markets have shown a willingness to accept this. Save for a few expensive outliers where low inventory and high prices have become the norm, a balanced market is anticipated for much of the country for the foreseeable future. Improved inventory and affordability remain key factors for continued optimism.

New Listings in Southeast Minnesota decreased 12.6 percent to 222. Pending Sales were up 7.7 percent to 293. Inventory levels shrank 27.0 percent to 1,449 units.

Prices continued to gain traction. The Median Sales Price increased 7.4 percent to \$145,000. Days on Market was down 18.1 percent to 86 days. Sellers were encouraged as Months Supply of Inventory was down 37.8 percent to 2.8 months.

Gross Domestic Product increased at an annual rate near 2.0 percent to close 2015, and that rate is expected to increase next year. Residential real estate is considered a healthy piece of the national economy. Contributing factors from within the industry include better lending standards and foreclosures falling back to more traditional levels. Declining unemployment, higher wages and low fuel prices have also conspired to improve personal budgets.

Activity Snapshot

+ 15.4% **+ 7.4%** **- 27.0%**

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

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



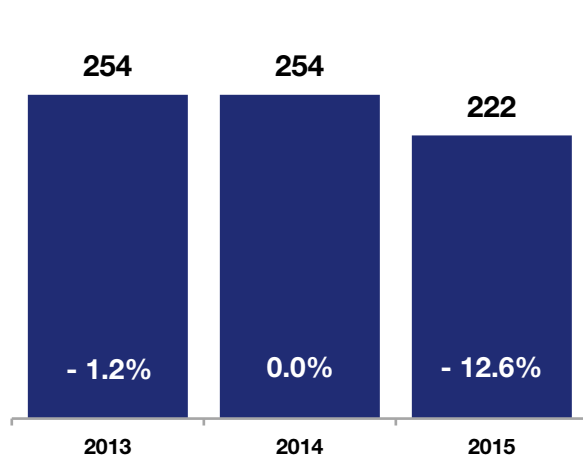
Key Metrics	Historical Sparkbars	12-2014	12-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		254	222	- 12.6%	7,033	7,307	+ 3.9%
Pending Sales		272	293	+ 7.7%	5,288	6,264	+ 18.5%
Closed Sales		377	435	+ 15.4%	5,296	6,154	+ 16.2%
Days on Market		105	86	- 18.1%	95	85	- 10.5%
Median Sales Price		\$135,000	\$145,000	+ 7.4%	\$144,000	\$155,000	+ 7.6%
Avg. Sales Price		\$156,947	\$174,929	+ 11.5%	\$164,446	\$177,163	+ 7.7%
Pct. of Orig. Price Received		92.0%	94.0%	+ 2.2%	93.4%	95.1%	+ 1.8%
Affordability Index		298	265	- 11.1%	279	247	- 11.5%
Homes for Sale		1,985	1,449	- 27.0%	--	--	--
Months Supply		4.5	2.8	- 37.8%	--	--	--

New Listings

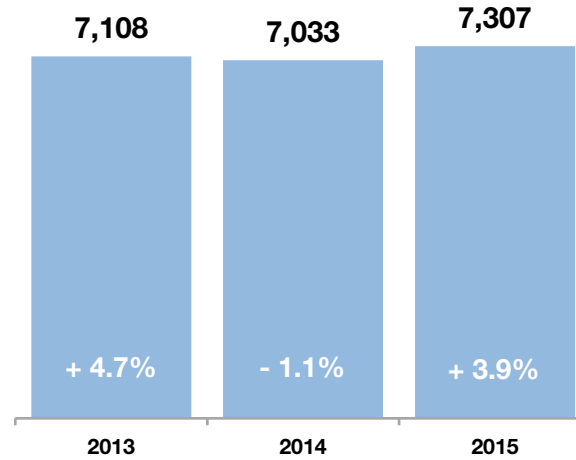
A count of the properties that have been newly listed on the market in a given month.



December



Year to Date



	New Listings	Prior Year	Percent Change
January 2015	394	394	0.0%
February 2015	521	456	+14.3%
March 2015	895	701	+27.7%
April 2015	928	854	+8.7%
May 2015	772	807	-4.3%
June 2015	761	811	-6.2%
July 2015	706	711	-0.7%
August 2015	634	679	-6.6%
September 2015	625	570	+9.6%
October 2015	530	495	+7.1%
November 2015	319	301	+6.0%
December 2015	222	254	-12.6%
12-Month Avg	609	586	+3.9%

Historical New Listings by Month

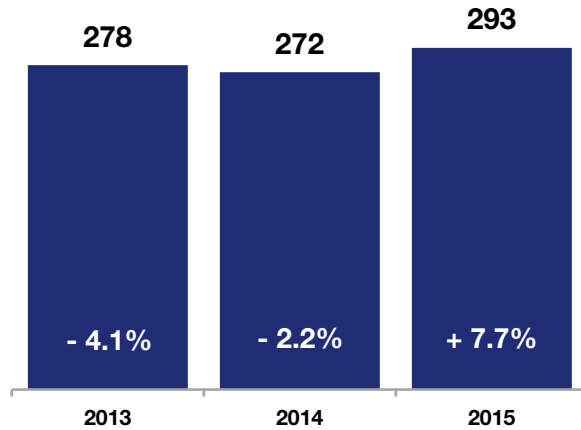


Pending Sales

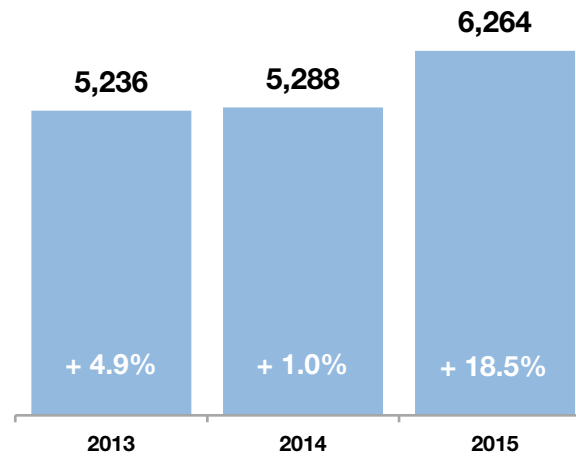
A count of the properties on which offers have been accepted in a given month.



December

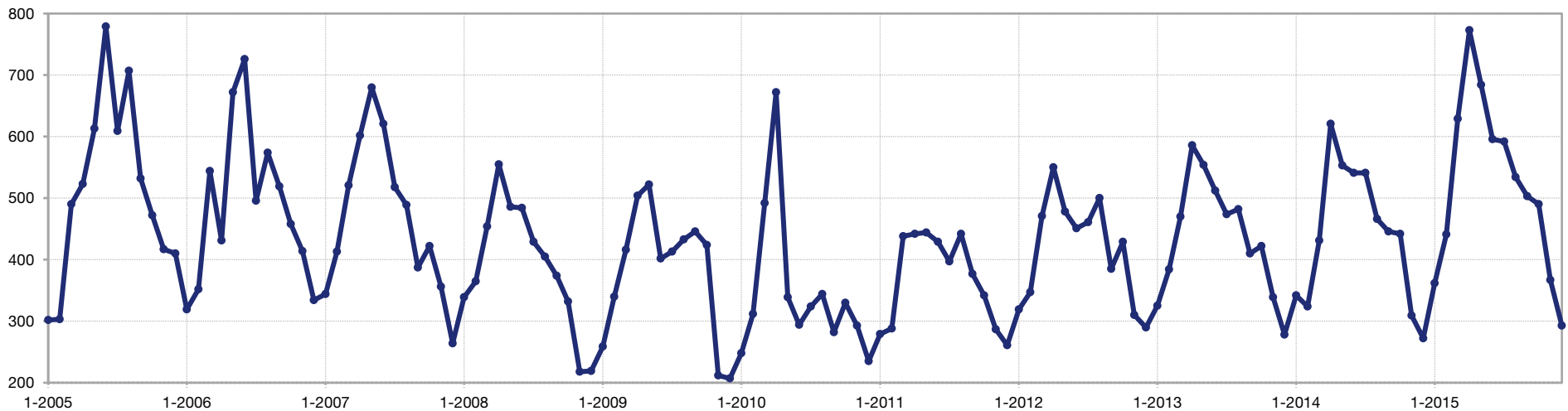


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2015	362	342	+5.8%
February 2015	441	324	+36.1%
March 2015	629	431	+45.9%
April 2015	773	621	+24.5%
May 2015	684	553	+23.7%
June 2015	596	541	+10.2%
July 2015	592	541	+9.4%
August 2015	534	466	+14.6%
September 2015	503	446	+12.8%
October 2015	490	442	+10.9%
November 2015	367	309	+18.8%
December 2015	293	272	+7.7%
12-Month Avg	522	441	+18.4%

Historical Pending Sales by Month

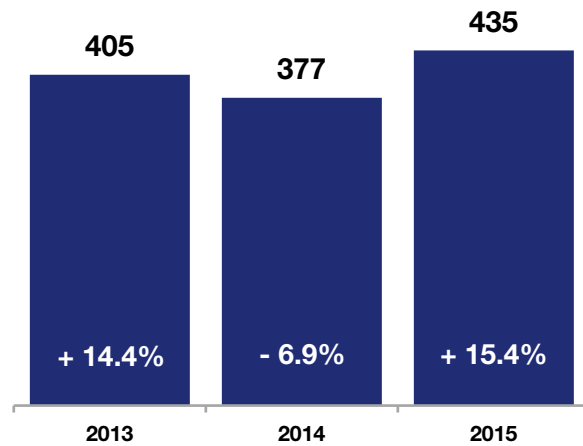


Closed Sales

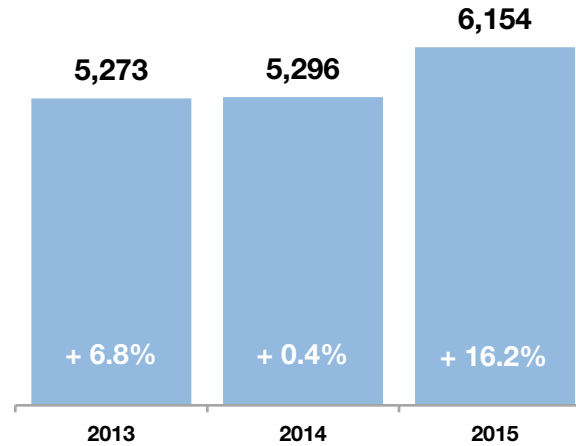
A count of the actual sales that closed in a given month.



December



Year to Date



	Closed Sales	Prior Year	Percent Change
January 2015	255	270	-5.6%
February 2015	312	278	+12.2%
March 2015	449	328	+36.9%
April 2015	496	387	+28.2%
May 2015	709	547	+29.6%
June 2015	796	651	+22.3%
July 2015	697	510	+36.7%
August 2015	582	610	-4.6%
September 2015	513	463	+10.8%
October 2015	541	516	+4.8%
November 2015	369	359	+2.8%
December 2015	435	377	+15.4%
12-Month Avg	513	441	+16.3%

Historical Closed Sales by Month

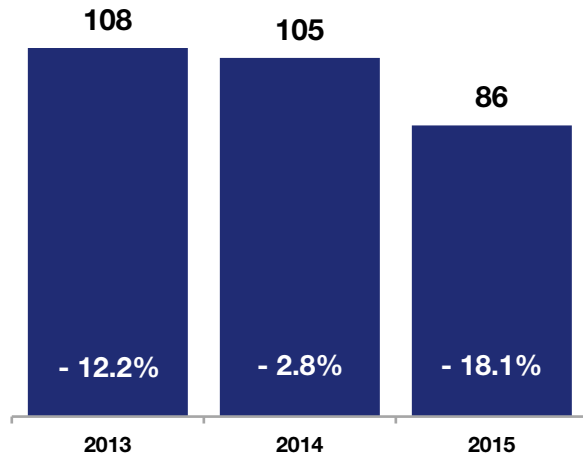


Days on Market Until Sale

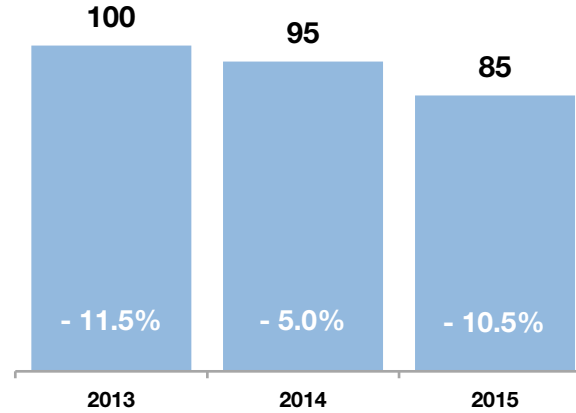
Average number of days between when a property is listed and when an offer is accepted in a given month.



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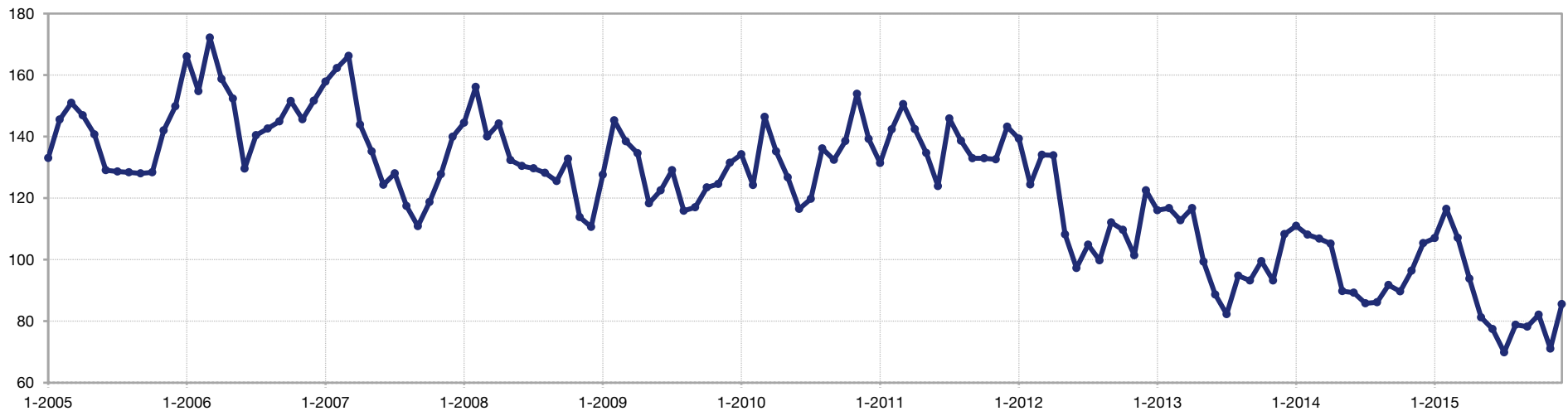


Year to Date



Days on Market	Prior Year	Percent Change
January 2015	111	-3.6%
February 2015	108	+8.3%
March 2015	107	0.0%
April 2015	105	-10.5%
May 2015	90	-10.0%
June 2015	89	-13.5%
July 2015	86	-18.6%
August 2015	86	-8.1%
September 2015	92	-15.2%
October 2015	90	-8.9%
November 2015	96	-26.0%
December 2015	105	-18.1%
12-Month Avg	87	-10.3%

Historical Days on Market Until Sale by Month

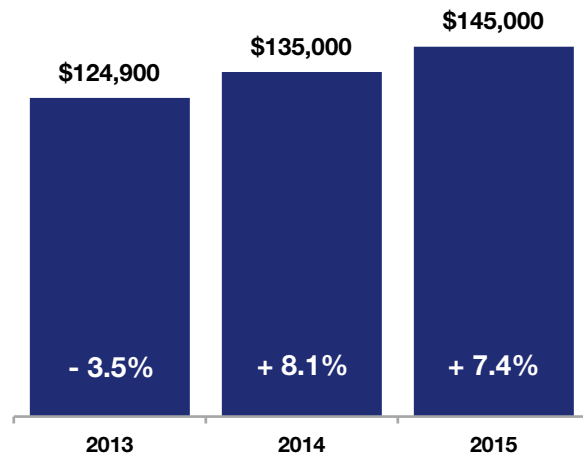


Median Sales Price

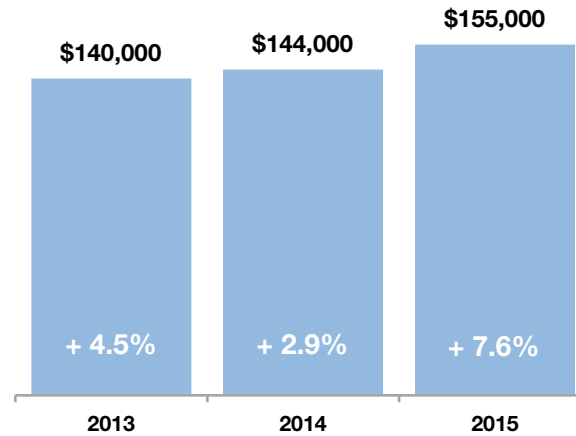
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2015	\$138,457	\$120,300	+15.1%
February 2015	\$138,550	\$124,000	+11.7%
March 2015	\$145,000	\$139,500	+3.9%
April 2015	\$161,700	\$135,000	+19.8%
May 2015	\$158,500	\$149,000	+6.4%
June 2015	\$166,900	\$155,000	+7.7%
July 2015	\$159,900	\$152,000	+5.2%
August 2015	\$160,000	\$149,400	+7.1%
September 2015	\$155,000	\$144,500	+7.3%
October 2015	\$150,000	\$145,000	+3.4%
November 2015	\$153,900	\$134,900	+14.1%
December 2015	\$145,000	\$135,000	+7.4%
12-Month Avg	\$152,742	\$140,300	+8.9%

Historical Median Sales Price by Month

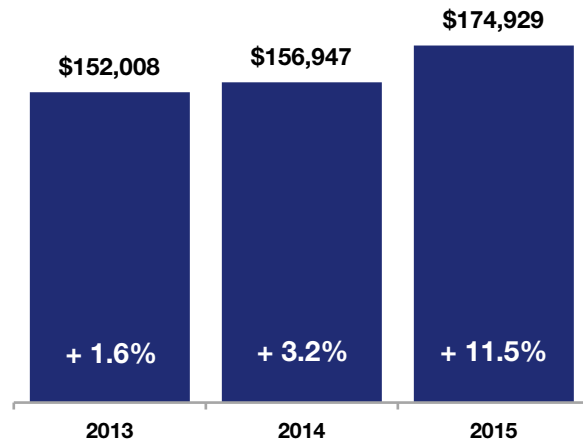


Average Sales Price

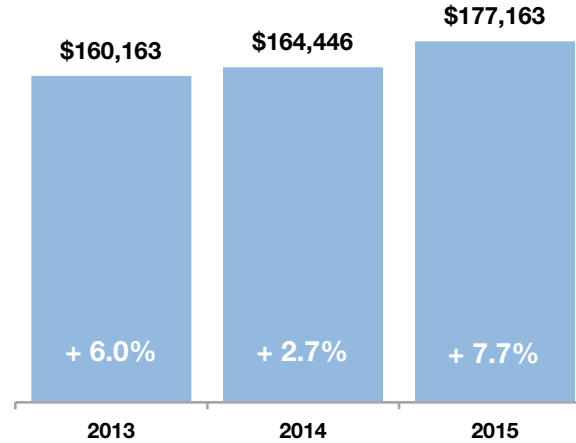
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

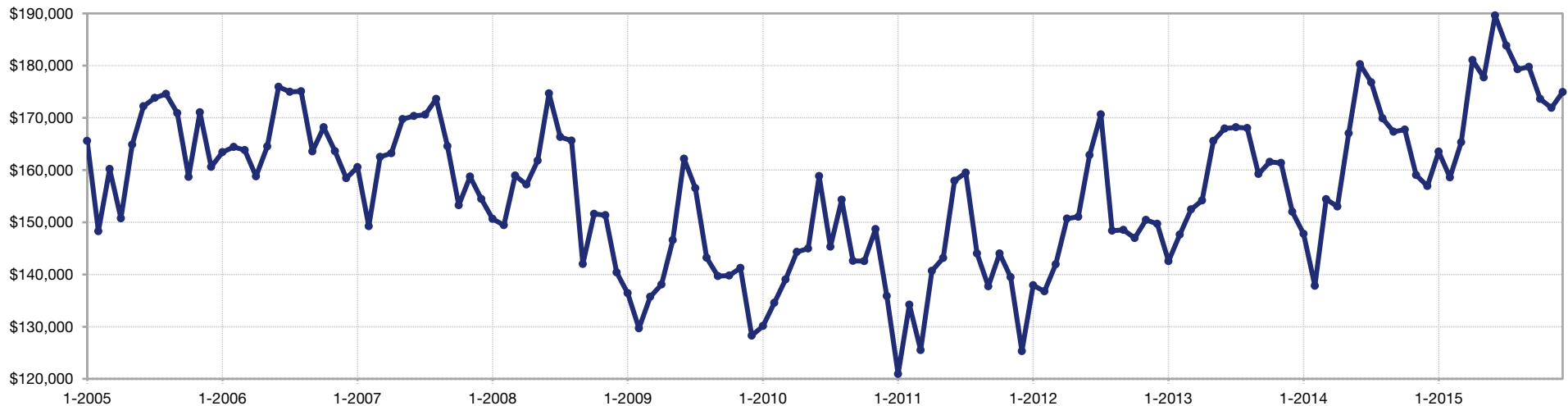


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2015	\$163,491	\$147,782	+10.6%
February 2015	\$158,585	\$137,808	+15.1%
March 2015	\$165,322	\$154,408	+7.1%
April 2015	\$181,055	\$153,022	+18.3%
May 2015	\$177,722	\$167,040	+6.4%
June 2015	\$189,584	\$180,274	+5.2%
July 2015	\$183,817	\$176,793	+4.0%
August 2015	\$179,301	\$169,885	+5.5%
September 2015	\$179,740	\$167,308	+7.4%
October 2015	\$173,626	\$167,757	+3.5%
November 2015	\$171,903	\$159,014	+8.1%
December 2015	\$174,929	\$156,947	+11.5%
12-Month Avg	\$174,923	\$161,503	+8.3%

Historical Average Sales Price by Month

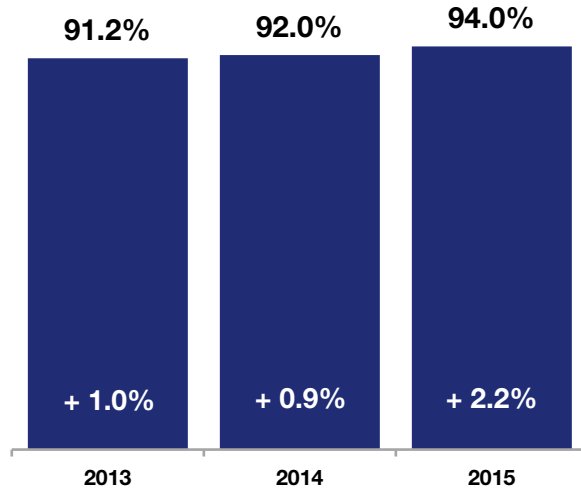


Percent of Original List Price Received

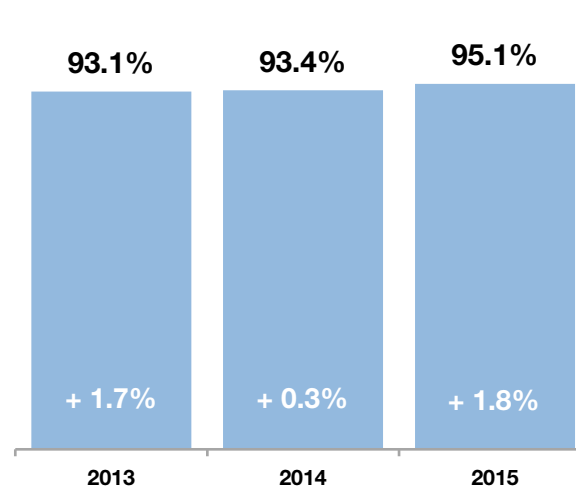
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2015	93.0%	90.5%	+2.8%
February 2015	92.0%	90.7%	+1.4%
March 2015	94.8%	92.8%	+2.2%
April 2015	95.0%	93.4%	+1.7%
May 2015	96.1%	93.9%	+2.3%
June 2015	96.5%	94.6%	+2.0%
July 2015	96.1%	95.2%	+0.9%
August 2015	95.3%	94.4%	+1.0%
September 2015	95.6%	93.7%	+2.0%
October 2015	94.3%	93.7%	+0.6%
November 2015	94.5%	91.9%	+2.8%
December 2015	94.0%	92.0%	+2.2%
12-Month Avg	94.8%	93.1%	+1.8%

Historical Percent of Original List Price Received by Month

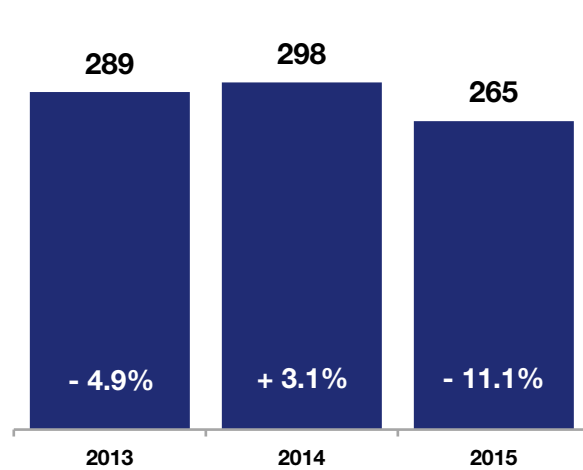


Housing Affordability Index

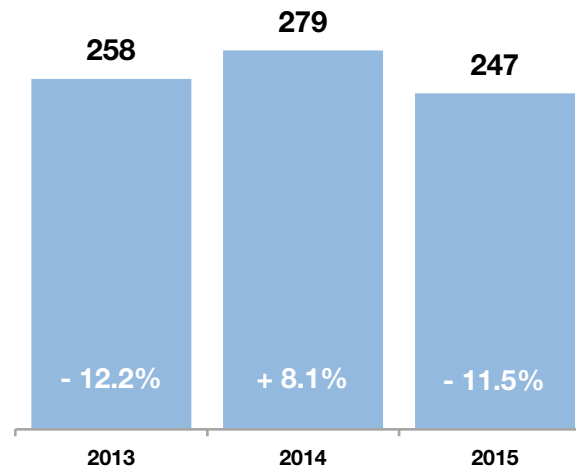
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December



Year to Date



	Affordability Index	Prior Year	Percent Change
January 2015	282	315	-10.5%
February 2015	282	310	-9.0%
March 2015	267	276	-3.3%
April 2015	241	284	-15.1%
May 2015	247	265	-6.8%
June 2015	230	254	-9.4%
July 2015	237	258	-8.1%
August 2015	238	264	-9.8%
September 2015	249	271	-8.1%
October 2015	257	274	-6.2%
November 2015	249	295	-15.6%
December 2015	265	298	-11.1%
12-Month Avg	254	280	-9.3%

Historical Housing Affordability Index by Month

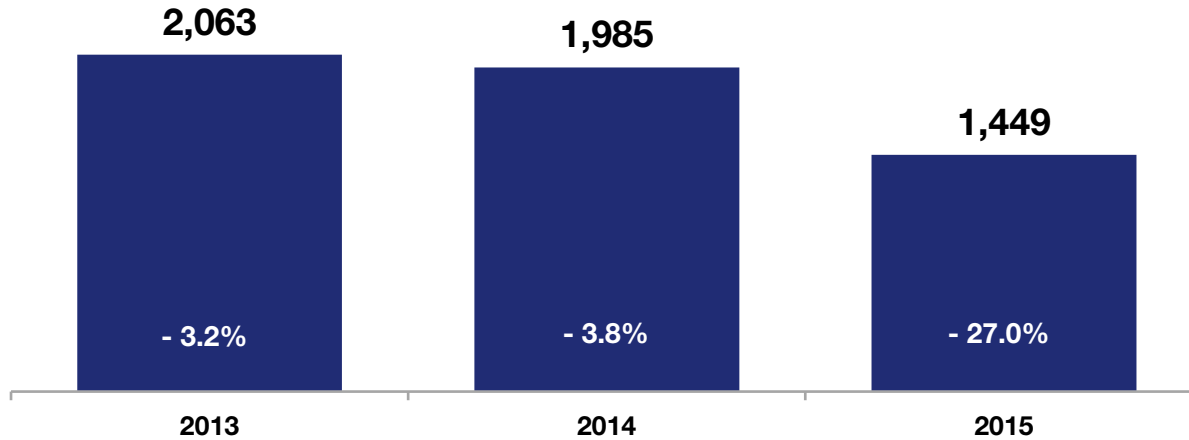


Inventory of Homes for Sale

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

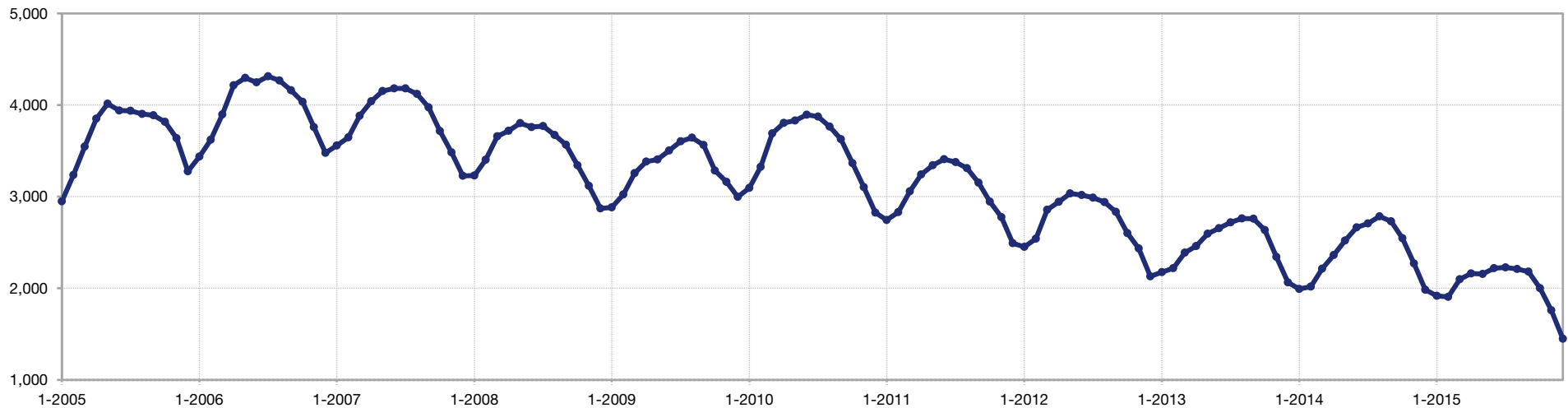


December



	Homes for Sale	Prior Year	Percent Change
January 2015	1,919	1,992	-3.7%
February 2015	1,906	2,018	-5.6%
March 2015	2,099	2,215	-5.2%
April 2015	2,161	2,363	-8.5%
May 2015	2,156	2,522	-14.5%
June 2015	2,219	2,665	-16.7%
July 2015	2,228	2,707	-17.7%
August 2015	2,210	2,785	-20.6%
September 2015	2,181	2,730	-20.1%
October 2015	2,002	2,546	-21.4%
November 2015	1,760	2,271	-22.5%
December 2015	1,449	1,985	-27.0%
12-Month Avg	2,024	2,400	-15.7%

Historical Inventory of Homes for Sale by Month

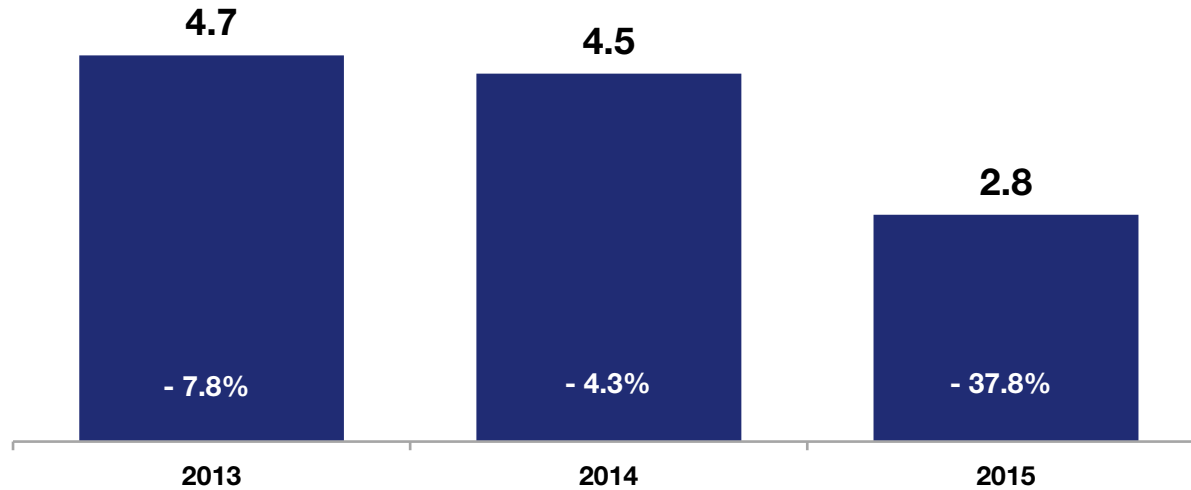


Months Supply of Inventory

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.

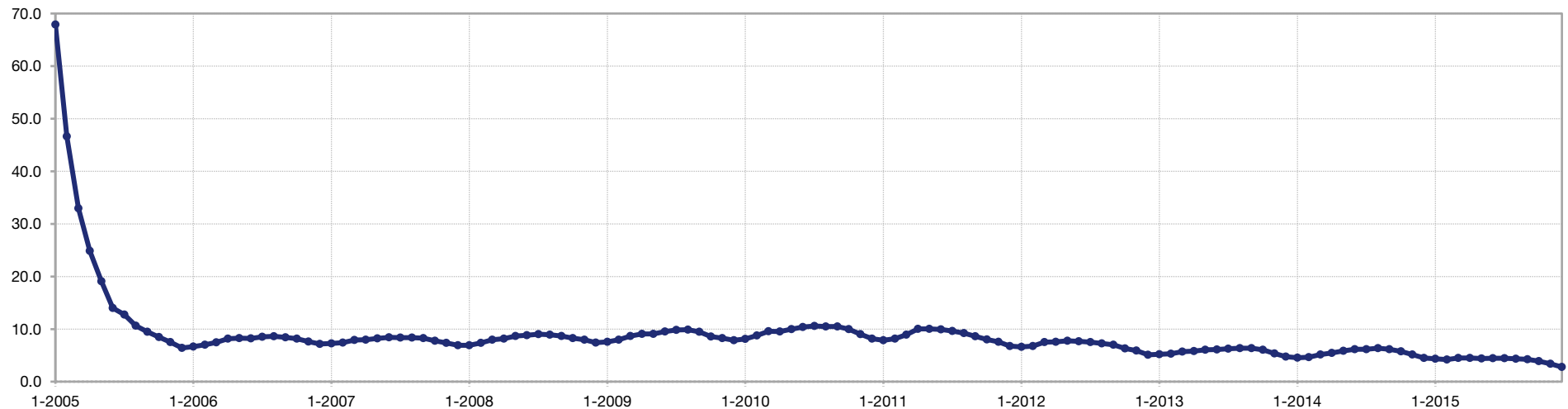


December



Months Supply		Prior Year	Percent Change
January 2015	4.3	4.6	-6.5%
February 2015	4.2	4.7	-10.6%
March 2015	4.5	5.2	-13.5%
April 2015	4.5	5.5	-18.2%
May 2015	4.4	5.8	-24.1%
June 2015	4.5	6.1	-26.2%
July 2015	4.4	6.1	-27.9%
August 2015	4.4	6.3	-30.2%
September 2015	4.3	6.2	-30.6%
October 2015	3.9	5.7	-31.6%
November 2015	3.4	5.1	-33.3%
December 2015	2.8	4.5	-37.8%
12-Month Avg	4.1	5.5	-25.5%

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 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	12-2014	12-2015	+ / -	12-2014	12-2015	+ / -
Albert Lea	368	372	+1.1%	270	263	-2.6%	\$80,350	\$81,500	+1.4%	129	131	+1.6%	5.7	6.0	+5.3%
Austin	568	553	-2.6%	421	462	+9.7%	\$89,950	\$92,000	+2.3%	171	103	-39.8%	4.9	2.6	-46.9%
Blooming Prairie	54	49	-9.3%	32	41	+28.1%	\$97,150	\$110,000	+13.2%	19	13	-31.6%	7.0	3.4	-51.4%
Byron	142	149	+4.9%	105	131	+24.8%	\$186,375	\$191,000	+2.5%	38	25	-34.2%	4.3	2.2	-48.8%
Caledonia	28	47	+67.9%	21	30	+42.9%	\$85,000	\$128,950	+51.7%	8	21	+162.5%	3.0	8.6	+186.7%
Chatfield	47	69	+46.8%	43	43	0.0%	\$139,900	\$139,900	0.0%	8	14	+75.0%	2.3	3.6	+56.5%
Dodge Center	68	77	+13.2%	47	66	+40.4%	\$129,780	\$133,900	+3.2%	18	11	-38.9%	4.2	2.0	-52.4%
Grand Meadow	34	25	-26.5%	20	25	+25.0%	\$92,500	\$104,000	+12.4%	14	9	-35.7%	5.1	3.5	-31.4%
Hayfield	40	44	+10.0%	36	34	-5.6%	\$111,250	\$107,450	-3.4%	9	13	+44.4%	3.0	4.6	+53.3%
Kasson	122	145	+18.9%	89	133	+49.4%	\$144,000	\$169,900	+18.0%	35	22	-37.1%	4.4	1.9	-56.8%
La Crescent	58	58	0.0%	38	29	-23.7%	\$156,750	\$181,000	+15.5%	12	20	+66.7%	3.7	6.7	+81.1%
Lake City	147	151	+2.7%	90	90	0.0%	\$155,000	\$175,600	+13.3%	53	63	+18.9%	6.9	7.7	+11.6%
Oronoco	47	66	+40.4%	32	49	+53.1%	\$301,000	\$316,632	+5.2%	16	13	-18.8%	5.3	3.1	-41.5%
Owatonna	470	473	+0.6%	359	399	+11.1%	\$135,000	\$147,900	+9.6%	132	90	-31.8%	4.5	2.6	-42.2%
Preston	31	30	-3.2%	21	26	+23.8%	\$95,000	\$89,000	-6.3%	8	9	+12.5%	2.9	3.9	+34.5%
Pine Island	84	92	+9.5%	67	89	+32.8%	\$163,250	\$193,000	+18.2%	23	13	-43.5%	4.0	1.8	-55.0%
Plainview	68	61	-10.3%	47	57	+21.3%	\$137,000	\$136,500	-0.4%	15	6	-60.0%	3.5	1.2	-65.7%
Rochester	2,388	2,606	+9.1%	1,995	2,479	+24.3%	\$169,900	\$181,500	+6.8%	489	289	-40.9%	2.9	1.4	-51.7%
Spring Valley	72	46	-36.1%	49	46	-6.1%	\$103,500	\$104,000	+0.5%	22	16	-27.3%	4.9	4.1	-16.3%
St. Charles	62	76	+22.6%	43	63	+46.5%	\$127,000	\$154,000	+21.3%	21	20	-4.8%	5.9	3.7	-37.3%
Stewartville	103	107	+3.9%	87	99	+13.8%	\$159,900	\$159,900	0.0%	23	10	-56.5%	3.3	1.2	-63.6%
Wabasha	93	70	-24.7%	57	53	-7.0%	\$147,800	\$158,000	+6.9%	47	27	-42.6%	11.5	5.9	-48.7%
Waseca	28	33	+17.9%	24	29	+20.8%	\$81,275	\$88,000	+8.3%	10	6	-40.0%	3.8	2.3	-39.5%
Winona	464	500	+7.8%	371	397	+7.0%	\$130,000	\$136,935	+5.3%	137	112	-18.2%	4.5	3.3	-26.7%
Zumbrota	91	114	+25.3%	62	77	+24.2%	\$153,775	\$170,000	+10.6%	21	32	+52.4%	3.7	5.1	+37.8%