



Monthly Indicators

February 2014

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

It's tempting to confuse market normalization with a possible slowdown. But those equipped with high-quality MLS data know better. As mortgage delinquencies fade, banks are listing bargain-priced product less often. That means investor activity – which accounts for a substantial market share – is moderating. That's not to say that rates and prices aren't still attractive to owner-occupant buyers. They most certainly are. Some short-term volatility is expected as part of a normal market readjustment.

New Listings in Southeast Minnesota decreased 10.2 percent to 459. Pending Sales were down 14.8 percent to 327. Inventory levels shrank 10.9 percent to 1,978 units.

Prices were still a bit soft. The Median Sales Price decreased 7.6 percent to \$122,900. Days on Market was down 6.0 percent to 110 days. Absorption rates improved as Months Supply of Inventory was down 13.2 percent to 4.6 months.

The economy has more or less shuffled along, despite some climate-induced surprises to job growth and new construction. There is no denying the fact that we've now seen 47 straight months of private job growth, creating 8.5 million new payrolls. There's still work to be done. Thankfully, with such low inventory levels, many builders are bullish on new construction. The spring market is budding, and it should be an interesting one.

Activity Snapshot

- 2.2% **- 7.6%** **- 10.9%**

One-Year Change in Closed Sales One-Year Change in Median Sales Price One-Year Change in Homes for Sale

[Click on desired metric to jump to that page.](#)

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13



Activity Overview

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



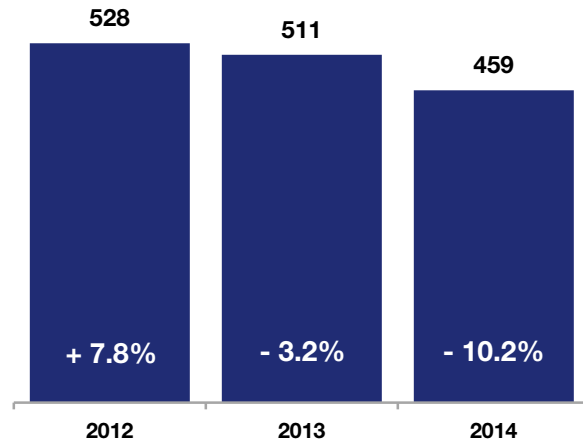
Key Metrics	Historical Sparkbars	2-2013	2-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		511	459	- 10.2%	992	851	- 14.2%
Pending Sales		384	327	- 14.8%	709	667	- 5.9%
Closed Sales		276	270	- 2.2%	532	540	+ 1.5%
Days on Market		117	110	- 6.0%	116	110	- 5.2%
Median Sales Price		\$133,000	\$122,900	- 7.6%	\$131,800	\$121,250	- 8.0%
Average Sales Price		\$147,624	\$137,832	- 6.6%	\$145,176	\$143,140	- 1.4%
Pct. of Orig. Price Received		90.7%	90.6%	- 0.1%	91.2%	90.6%	- 0.7%
Affordability Index		265	284	+ 7.2%	266	287	+ 7.9%
Homes for Sale		2,219	1,978	- 10.9%	--	--	--
Months Supply		5.3	4.6	- 13.2%	--	--	--

New Listings

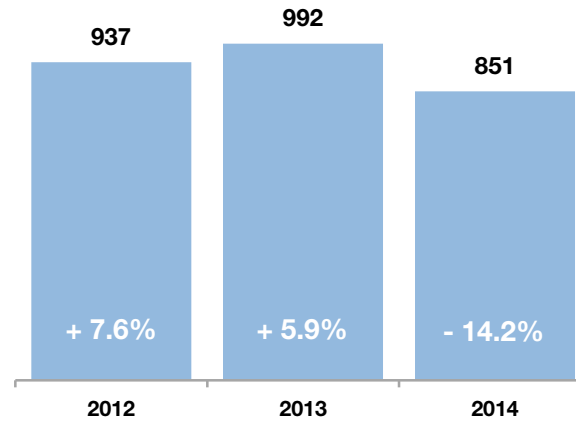
A count of the properties that have been newly listed on the market in a given month.



February

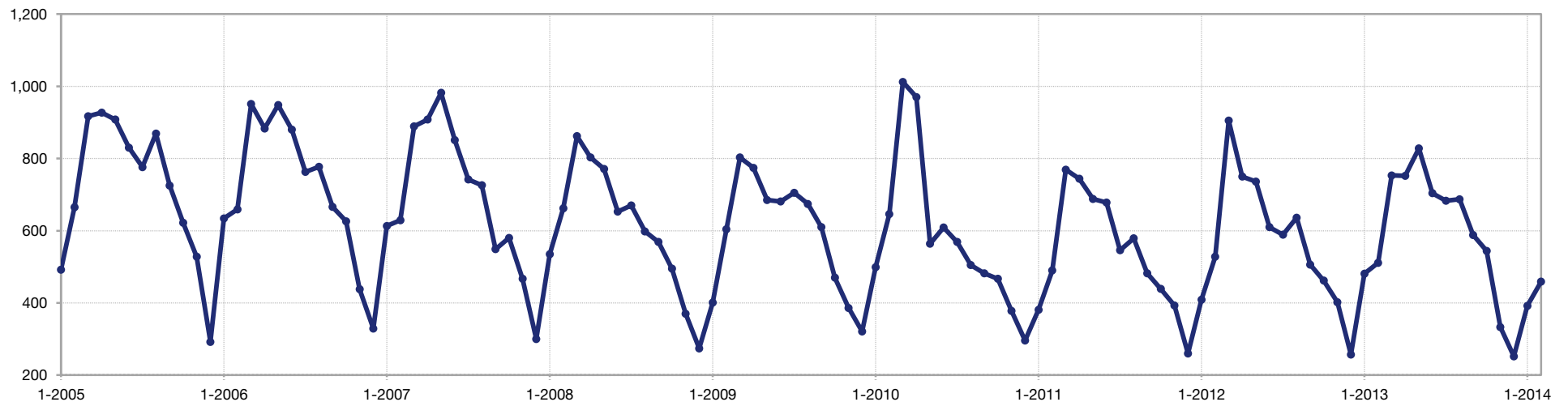


Year to Date



	New Listings	Prior Year	Percent Change
March 2013	753	905	-16.8%
April 2013	752	750	+0.3%
May 2013	828	736	+12.5%
June 2013	704	610	+15.4%
July 2013	683	589	+16.0%
August 2013	687	636	+8.0%
September 2013	588	506	+16.2%
October 2013	544	462	+17.7%
November 2013	333	402	-17.2%
December 2013	252	257	-1.9%
January 2014	392	481	-18.5%
February 2014	459	511	-10.2%
12-Month Avg	581	570	+1.9%

Historical New Listings by Month

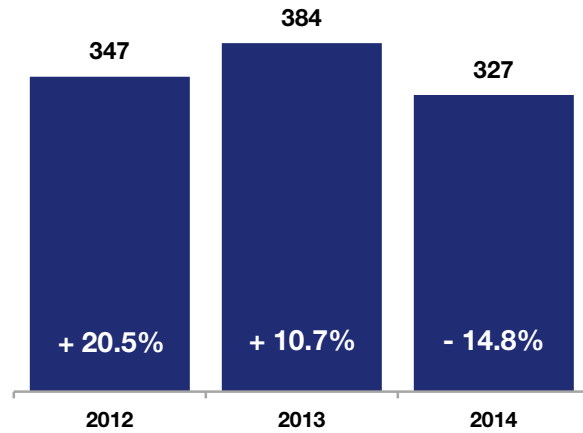


Pending Sales

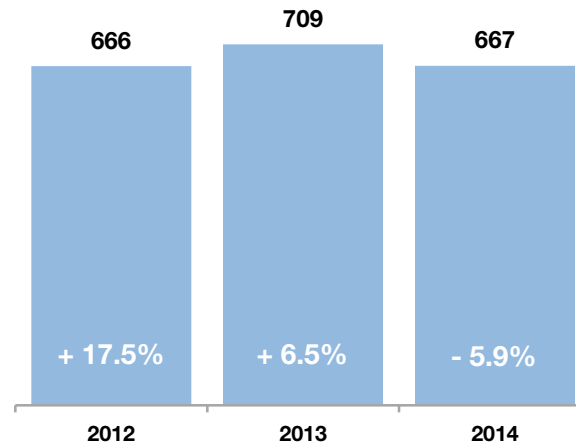
A count of the properties on which offers have been accepted in a given month.



February

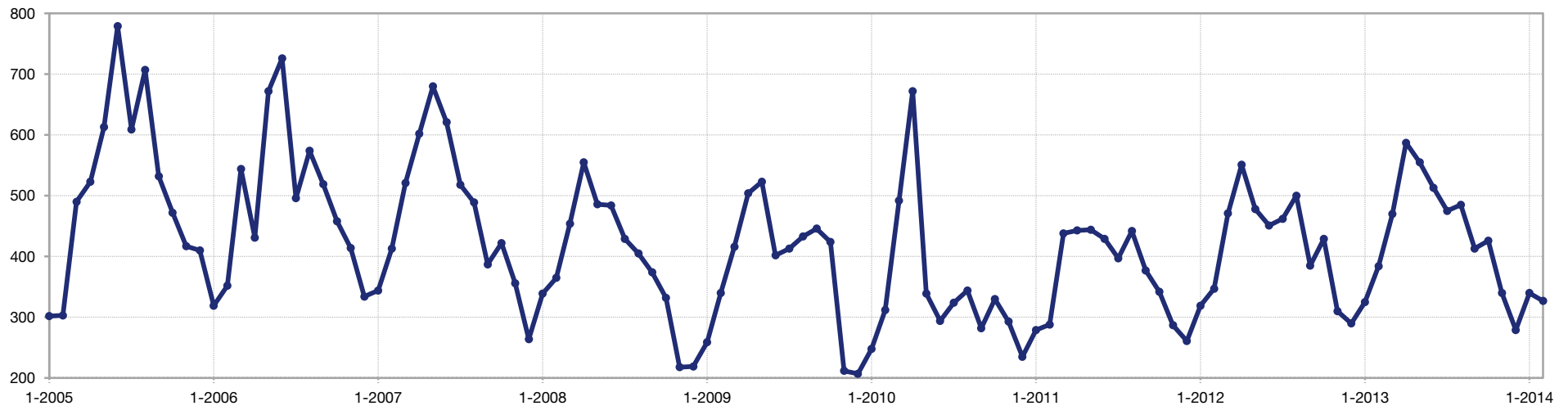


Year to Date



	Pending Sales	Prior Year	Percent Change
March 2013	470	471	-0.2%
April 2013	587	551	+6.5%
May 2013	555	478	+16.1%
June 2013	513	451	+13.7%
July 2013	475	462	+2.8%
August 2013	485	500	-3.0%
September 2013	413	385	+7.3%
October 2013	426	429	-0.7%
November 2013	340	310	+9.7%
December 2013	279	290	-3.8%
January 2014	340	325	+4.6%
February 2014	327	384	-14.8%
12-Month Avg	434	420	+3.3%

Historical Pending Sales by Month

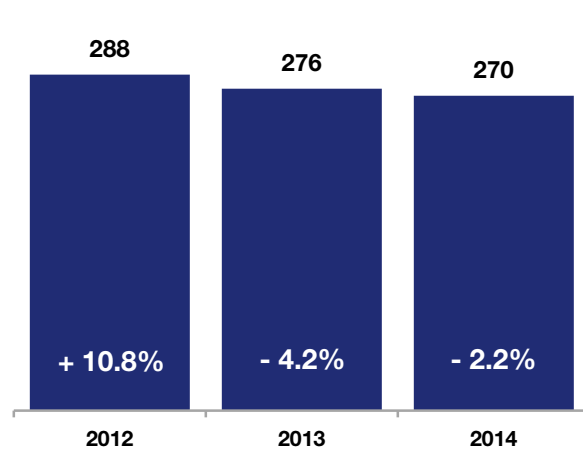


Closed Sales

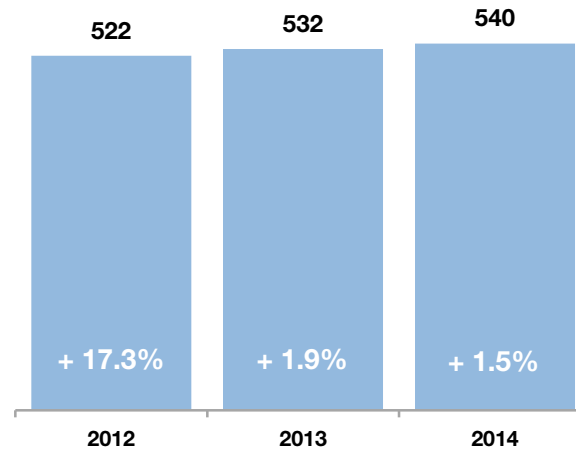
A count of the actual sales that closed in a given month.



February



Year to Date



Closed Sales	Prior Year	Percent Change
March 2013	391	339 +15.3%
April 2013	423	409 +3.4%
May 2013	577	498 +15.9%
June 2013	616	592 +4.1%
July 2013	525	441 +19.0%
August 2013	516	526 -1.9%
September 2013	476	418 +13.9%
October 2013	425	470 -9.6%
November 2013	384	368 +4.3%
December 2013	404	354 +14.1%
January 2014	270	256 +5.5%
February 2014	270	276 -2.2%
12-Month Avg	440	412 +6.8%

Historical Closed Sales by Month

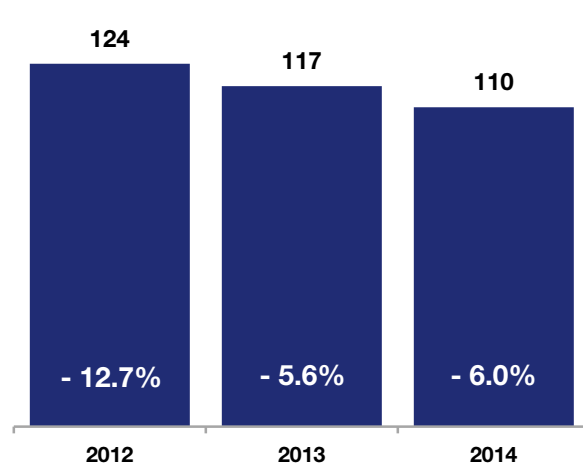


Days on Market Until Sale

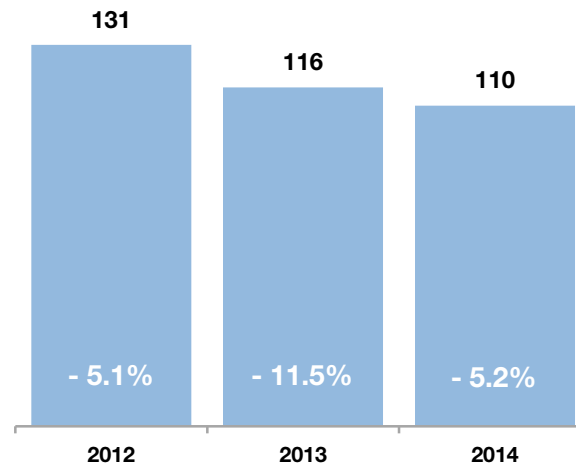
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year to Date



Days on Market		Prior Year	Percent Change
March 2013	113	134	-15.7%
April 2013	117	134	-12.7%
May 2013	99	108	-8.3%
June 2013	89	97	-8.2%
July 2013	82	105	-21.9%
August 2013	95	100	-5.0%
September 2013	93	112	-17.0%
October 2013	100	110	-9.1%
November 2013	93	101	-7.9%
December 2013	109	123	-11.4%
January 2014	111	116	-4.3%
February 2014	110	117	-6.0%
12-Month Avg	101	113	-10.6%

Historical Days on Market Until Sale by Month

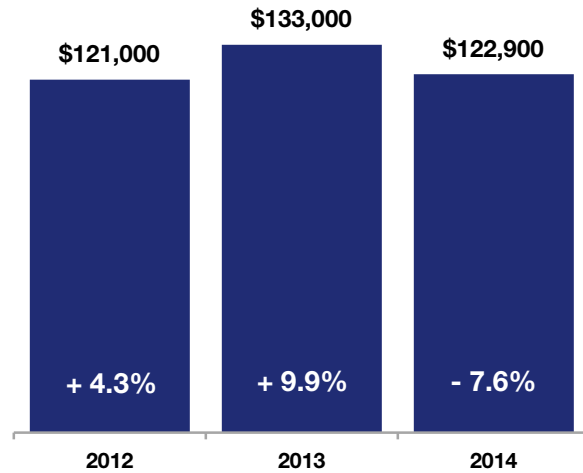


Median Sales Price

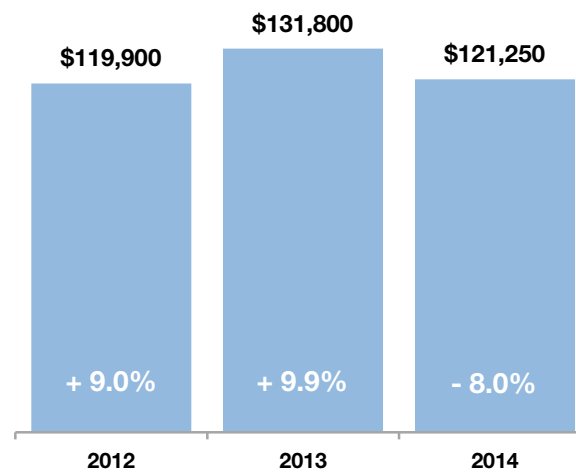
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February

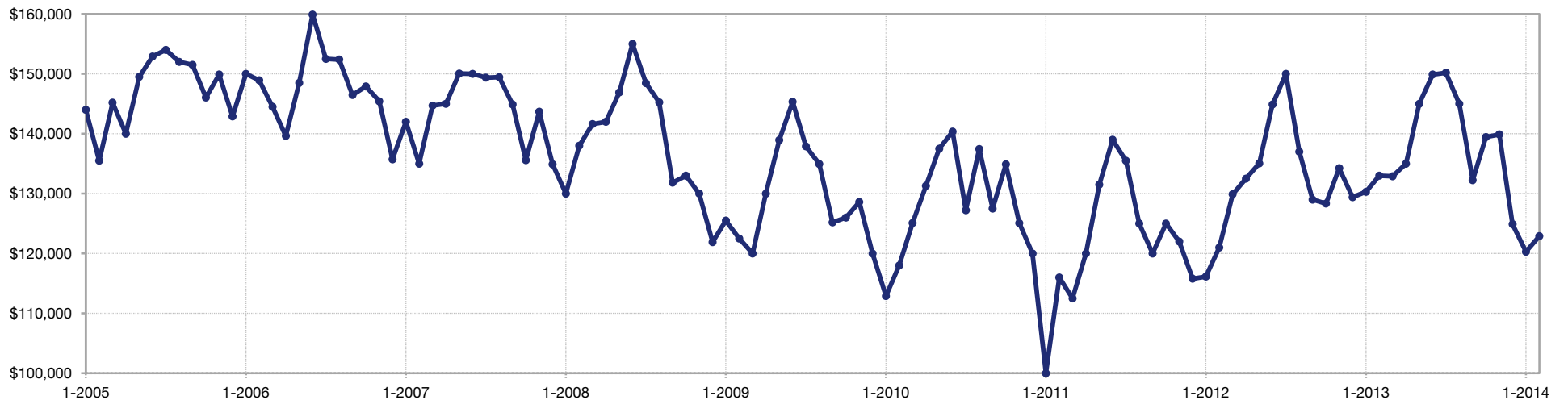


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
March 2013	\$132,900	\$129,900	+2.3%
April 2013	\$135,000	\$132,500	+1.9%
May 2013	\$145,000	\$135,050	+7.4%
June 2013	\$149,900	\$144,900	+3.5%
July 2013	\$150,200	\$150,000	+0.1%
August 2013	\$145,000	\$137,000	+5.8%
September 2013	\$132,250	\$129,000	+2.5%
October 2013	\$139,450	\$128,350	+8.6%
November 2013	\$139,900	\$134,250	+4.2%
December 2013	\$124,900	\$129,400	-3.5%
January 2014	\$120,300	\$130,300	-7.7%
February 2014	\$122,900	\$133,000	-7.6%
12-Month Avg	\$136,475	\$134,471	+1.5%

Historical Median Sales Price by Month

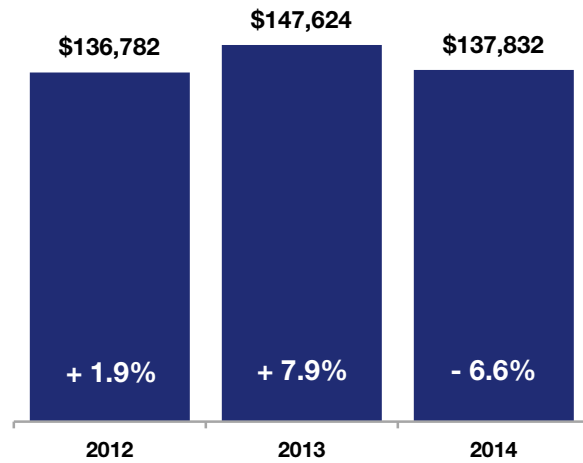


Average Sales Price

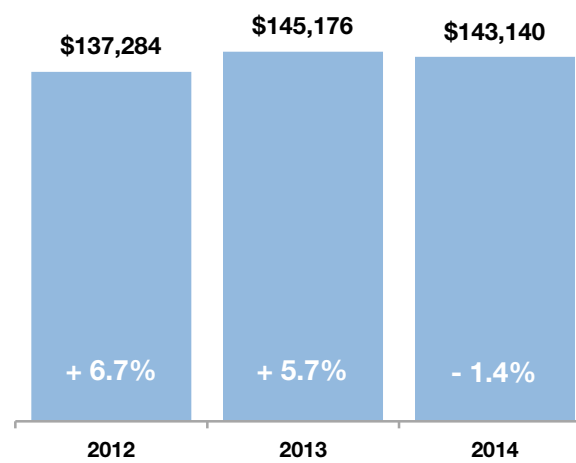
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

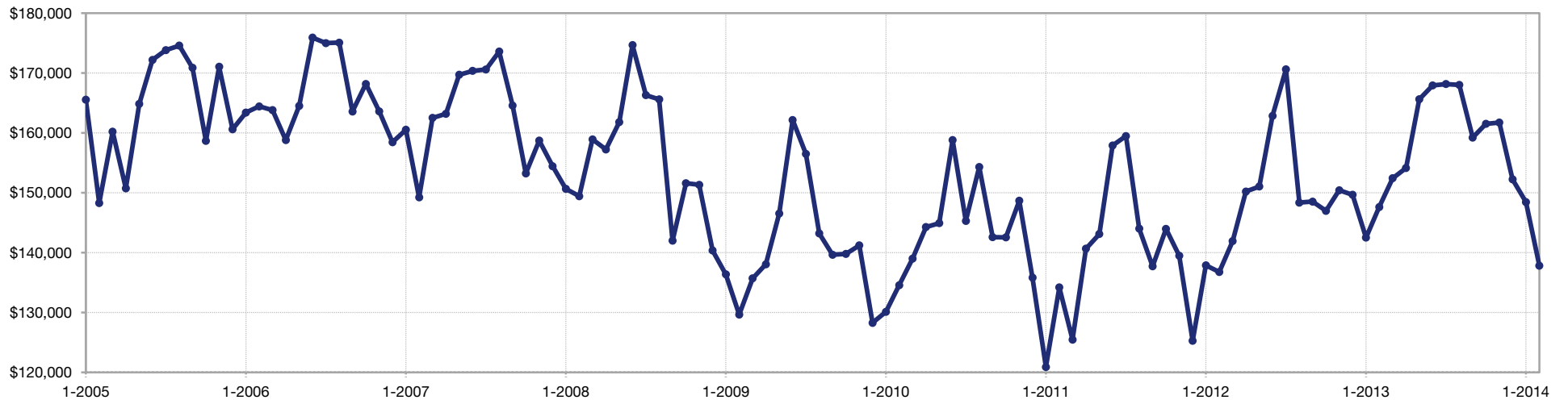


Year to Date



	Average Sales Price	Prior Year	Percent Change
March 2013	\$152,445	\$141,942	+7.4%
April 2013	\$154,141	\$150,213	+2.6%
May 2013	\$165,633	\$151,064	+9.6%
June 2013	\$167,938	\$162,850	+3.1%
July 2013	\$168,175	\$170,626	-1.4%
August 2013	\$168,026	\$148,358	+13.3%
September 2013	\$159,220	\$148,530	+7.2%
October 2013	\$161,528	\$146,988	+9.9%
November 2013	\$161,740	\$150,428	+7.5%
December 2013	\$152,253	\$149,679	+1.7%
January 2014	\$148,449	\$142,527	+4.2%
February 2014	\$137,832	\$147,624	-6.6%
12-Month Avg	\$158,115	\$150,903	+4.8%

Historical Average Sales Price by Month

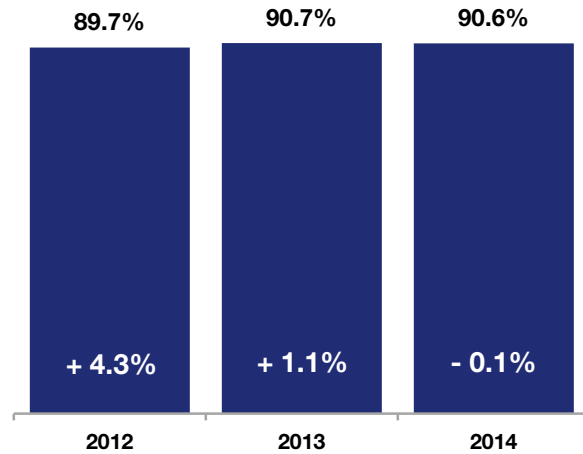


Percent of Original List Price Received

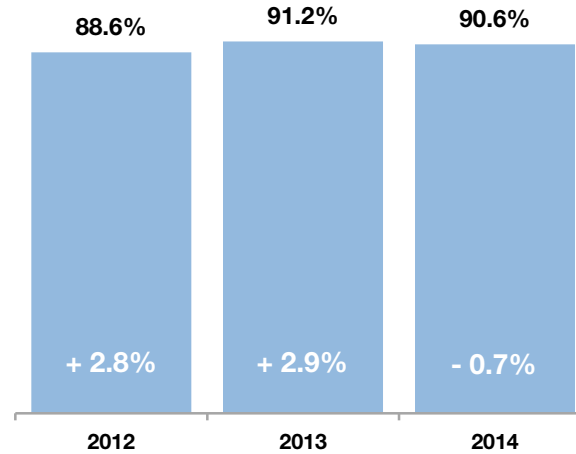
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2013	91.9%	89.6%	+2.6%
April 2013	93.1%	91.5%	+1.7%
May 2013	94.5%	92.8%	+1.8%
June 2013	94.9%	93.8%	+1.2%
July 2013	94.7%	93.1%	+1.7%
August 2013	94.2%	92.1%	+2.3%
September 2013	93.1%	90.7%	+2.6%
October 2013	91.9%	91.8%	+0.1%
November 2013	92.2%	91.1%	+1.2%
December 2013	91.2%	90.3%	+1.0%
January 2014	90.6%	91.8%	-1.3%
February 2014	90.6%	90.7%	-0.1%
12-Month Avg	92.7%	91.6%	+1.2%

Historical Percent of Original List Price Received by Month

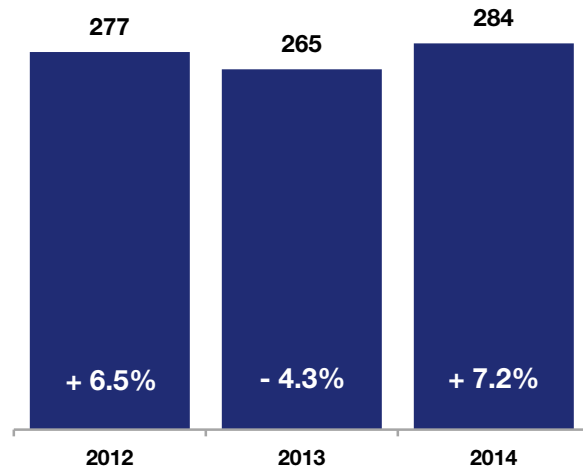


Housing Affordability Index

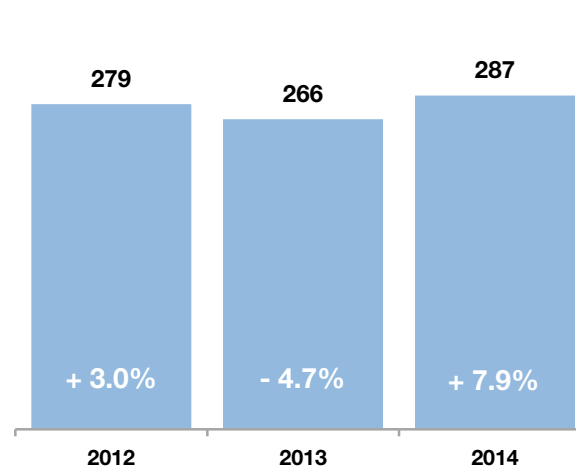
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February



Year to Date



	Affordability Index	Prior Year	Percent Change
March 2013	264	260	+1.5%
April 2013	265	260	+1.9%
May 2013	243	259	-6.2%
June 2013	224	247	-9.3%
July 2013	225	243	-7.4%
August 2013	229	260	-11.9%
September 2013	250	276	-9.4%
October 2013	240	276	-13.0%
November 2013	252	268	-6.0%
December 2013	263	278	-5.4%
January 2014	285	274	+4.0%
February 2014	284	265	+7.2%
12-Month Avg	252	264	-4.5%

Historical Housing Affordability Index by Month

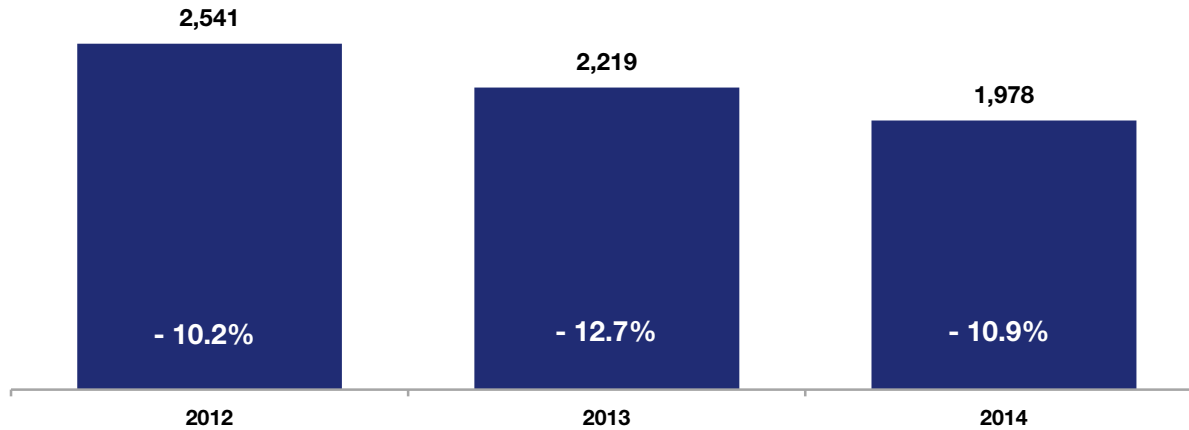


Inventory of Homes for Sale

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

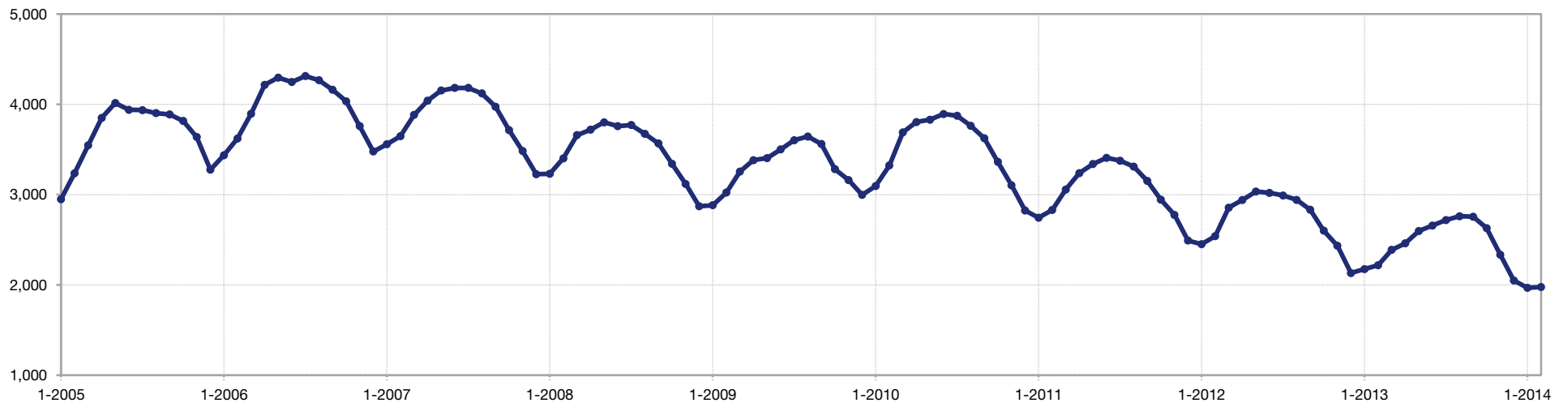


February



	Homes for Sale	Prior Year	Percent Change
March 2013	2,390	2,856	-16.3%
April 2013	2,462	2,941	-16.3%
May 2013	2,598	3,035	-14.4%
June 2013	2,658	3,020	-12.0%
July 2013	2,719	2,991	-9.1%
August 2013	2,761	2,942	-6.2%
September 2013	2,756	2,834	-2.8%
October 2013	2,629	2,602	+1.0%
November 2013	2,335	2,435	-4.1%
December 2013	2,050	2,132	-3.8%
January 2014	1,969	2,176	-9.5%
February 2014	1,978	2,219	-10.9%
12-Month Avg	2,442	2,682	-8.9%

Historical Inventory of Homes for Sale by Month

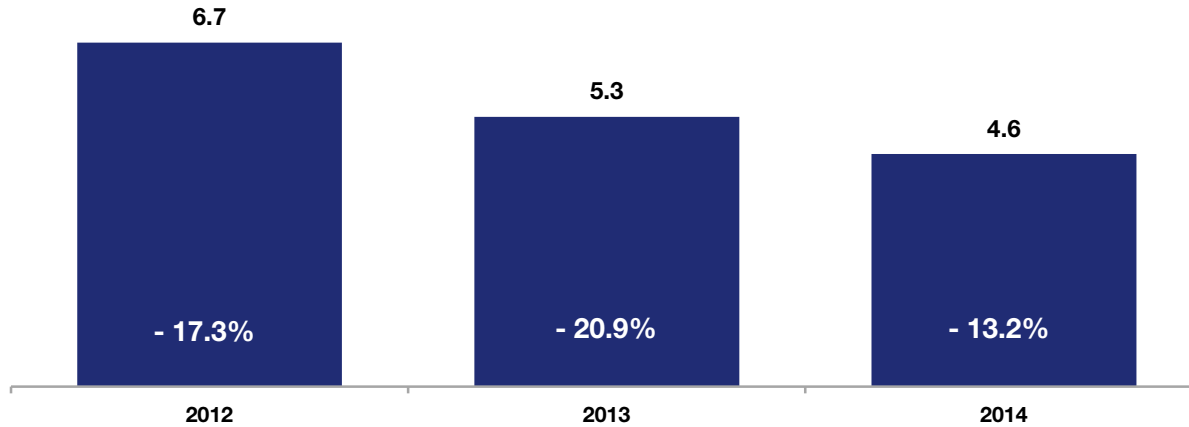


Months Supply of Inventory

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.

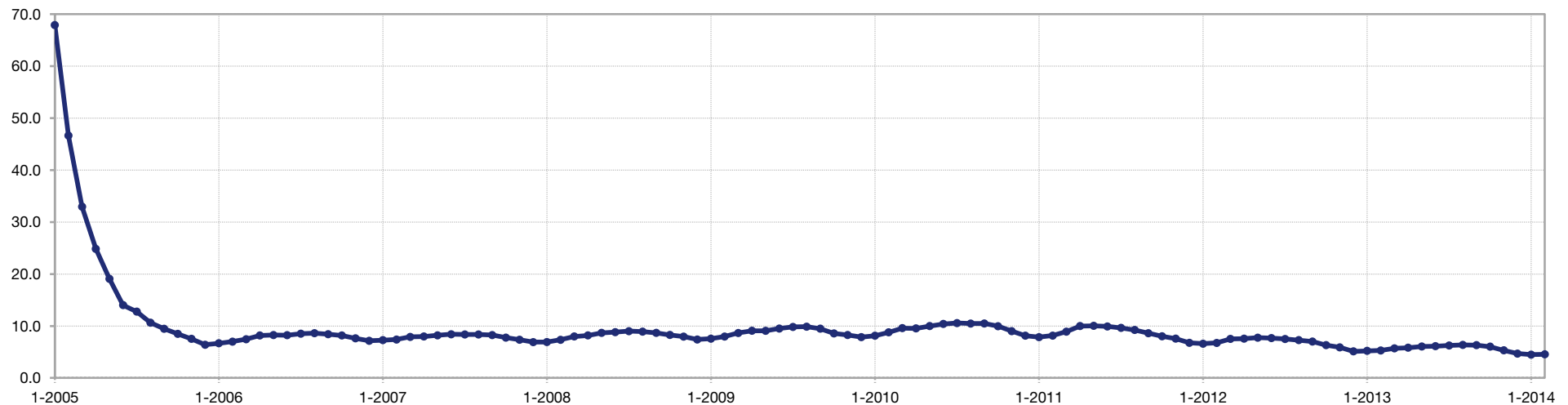


February



Months Supply		Prior Year	Percent Change
March 2013	5.7	7.5	-24.0%
April 2013	5.8	7.6	-23.7%
May 2013	6.1	7.7	-20.8%
June 2013	6.1	7.7	-20.8%
July 2013	6.2	7.5	-17.3%
August 2013	6.4	7.3	-12.3%
September 2013	6.3	7.0	-10.0%
October 2013	6.0	6.3	-4.8%
November 2013	5.3	5.9	-10.2%
December 2013	4.7	5.1	-7.8%
January 2014	4.5	5.2	-13.5%
February 2014	4.6	5.3	-13.2%
12-Month Avg	5.6	6.7	-16.4%

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 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	2-2013	2-2014	+ / -	2-2013	2-2014	+ / -
Albert Lea	51	35	-31.4%	22	33	+50.0%	\$43,000	\$59,900	+39.3%	161	132	-18.0%	9.6	6.9	-28.1%
Austin	60	57	-5.0%	39	38	-2.6%	\$63,000	\$70,000	+11.1%	169	196	+16.0%	5.8	6.4	+10.3%
Blooming Prairie	5	8	+60.0%	2	5	+150.0%	\$122,800	\$68,000	-44.6%	11	14	+27.3%	2.9	4.5	+55.2%
Byron	15	17	+13.3%	17	7	-58.8%	\$187,000	\$245,000	+31.0%	31	38	+22.6%	3.3	4.8	+45.5%
Caledonia	7	4	-42.9%	2	3	+50.0%	\$186,500	\$82,000	-56.0%	24	20	-16.7%	12.6	7.2	-42.9%
Chatfield	8	5	-37.5%	4	7	+75.0%	\$97,632	\$130,000	+33.2%	25	13	-48.0%	5.2	2.9	-44.2%
Dodge Center	6	13	+116.7%	6	5	-16.7%	\$113,393	\$60,000	-47.1%	16	22	+37.5%	3.8	7.1	+86.8%
Grand Meadow	1	3	+200.0%	2	2	0.0%	\$69,675	\$75,000	+7.6%	13	10	-23.1%	5.7	5.0	-12.3%
Hayfield	2	10	+400.0%	2	3	+50.0%	\$181,500	\$95,000	-47.7%	14	15	+7.1%	4.5	5.2	+15.6%
Kasson	23	15	-34.8%	18	10	-44.4%	\$143,000	\$145,750	+1.9%	45	29	-35.6%	5.5	2.9	-47.3%
La Crescent	3	7	+133.3%	3	5	+66.7%	\$141,600	\$127,500	-10.0%	10	12	+20.0%	6.3	4.9	-22.2%
Lake City	12	13	+8.3%	14	10	-28.6%	\$171,450	\$141,000	-17.8%	50	60	+20.0%	5.8	8.4	+44.8%
Oronoco	6	5	-16.7%	2	2	0.0%	\$316,500	\$163,950	-48.2%	19	12	-36.8%	7.0	2.5	-64.3%
Owatonna	64	52	-18.8%	34	41	+20.6%	\$125,500	\$110,000	-12.4%	122	109	-10.7%	4.6	3.9	-15.2%
Preston	2	3	+50.0%	1	4	+300.0%	\$21,250	\$99,750	+369.4%	7	8	+14.3%	2.7	4.2	+55.6%
Pine Island	15	9	-40.0%	11	6	-45.5%	\$129,000	\$188,950	+46.5%	21	20	-4.8%	4.2	4.5	+7.1%
Plainview	8	9	+12.5%	4	5	+25.0%	\$138,500	\$127,500	-7.9%	19	15	-21.1%	4.7	4.5	-4.3%
Rochester	380	310	-18.4%	198	179	-9.6%	\$152,500	\$146,000	-4.3%	565	473	-16.3%	3.4	2.8	-17.6%
Spring Valley	7	5	-28.6%	3	4	+33.3%	\$102,500	\$120,000	+17.1%	23	20	-13.0%	4.5	5.7	+26.7%
St. Charles	10	4	-60.0%	8	5	-37.5%	\$156,500	\$108,000	-31.0%	33	19	-42.4%	9.2	5.4	-41.3%
Stewartville	22	16	-27.3%	7	8	+14.3%	\$182,500	\$187,800	+2.9%	33	22	-33.3%	4.3	2.6	-39.5%
Wabasha	19	13	-31.6%	6	7	+16.7%	\$113,500	\$134,000	+18.1%	54	43	-20.4%	11.8	8.9	-24.6%
Waseca	8	4	-50.0%	0	7	--	\$0	\$70,395	--	21	10	-52.4%	9.1	3.5	-61.5%
Winona	68	71	+4.4%	27	39	+44.4%	\$114,300	\$105,000	-8.1%	190	164	-13.7%	6.9	5.7	-17.4%
Zumbrota	6	9	+50.0%	5	4	-20.0%	\$149,900	\$159,600	+6.5%	29	33	+13.8%	6.6	7.9	+19.7%