



Monthly Indicators

July 2014

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

Although low supply and tight credit standards are still hurdles to recovery, prices continue to rise in most local areas. Job growth has strengthened lately, but wage growth has not kept pace with the price gains we have seen. Buoyed by stable and continuously lower interest rates, affordability is still historically high yet below its all-time peak. Rising inventory levels will lead to more choices for qualified buyers, but as the summer reaches toward fall, the prospect of more homes coming on the market begins to wane.

New Listings in Southeast Minnesota increased 3.2 percent to 704. Pending Sales were up 12.0 percent to 531. Inventory levels shrank 2.5 percent to 2,653 units.

Prices were fairly stable. The Median Sales Price increased 0.5 percent to \$151,000. Days on Market was up 6.1 percent to 87 days. Absorption rates improved as Months Supply of Inventory was down 4.8 percent to 6.0 months.

The U.S. Department of Commerce reported that GDP grew at a 4.0 percent annual rate in the second quarter and that the first quarter was less bad than previously thought. Consumer spending in the first quarter rose 2.5 percent, which is encouragingly in tandem with savings rates. Increased consumer spending means more demand for goods and labor; increased savings rates means more resources for downpayments. With rates still low, rents still rising and private job growth accelerating, it's becoming more and more difficult to side with the housing perma-bears.

Activity Snapshot

- 5.0%

+ 0.5%

- 2.5%

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.



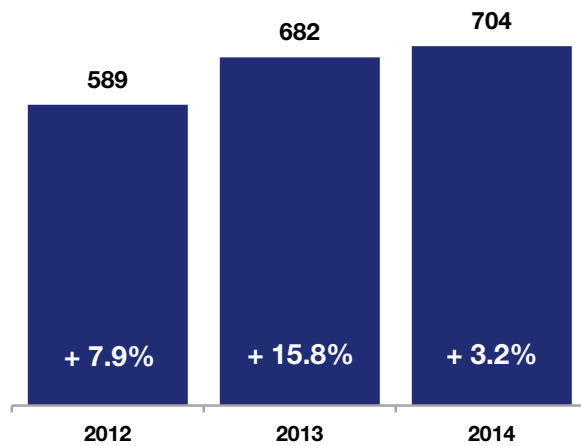
Key Metrics	Historical Sparkbars	7-2013	7-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		682	704	+ 3.2%	4,709	4,719	+ 0.2%
Pending Sales		474	531	+ 12.0%	3,307	3,350	+ 1.3%
Closed Sales		525	499	- 5.0%	3,065	2,954	- 3.6%
Days on Market		82	87	+ 6.1%	101	97	- 4.0%
Median Sales Price		\$150,200	\$151,000	+ 0.5%	\$142,000	\$144,305	+ 1.6%
Average Sales Price		\$168,175	\$175,958	+ 4.6%	\$159,712	\$163,710	+ 2.5%
Pct. of Orig. Price Received		94.7%	95.0%	+ 0.3%	93.5%	93.4%	- 0.1%
Affordability Index		237	260	+ 9.7%	251	272	+ 8.4%
Homes for Sale		2,720	2,653	- 2.5%	--	--	--
Months Supply		6.3	6.0	- 4.8%	--	--	--

New Listings

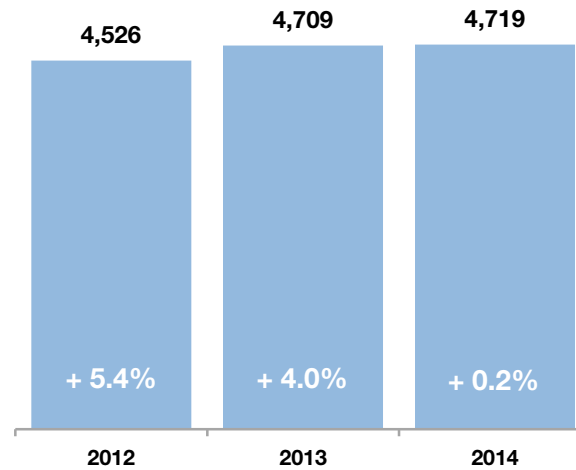
A count of the properties that have been newly listed on the market in a given month.



July

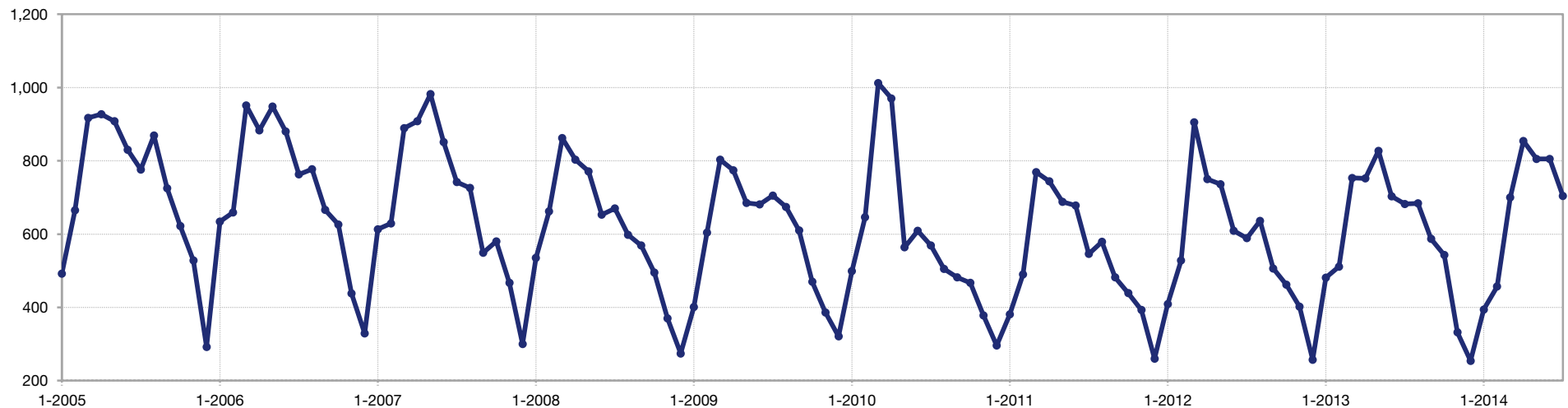


Year to Date



	New Listings	Prior Year	Percent Change
August 2013	684	636	+7.5%
September 2013	587	506	+16.0%
October 2013	543	462	+17.5%
November 2013	332	402	-17.4%
December 2013	254	257	-1.2%
January 2014	394	481	-18.1%
February 2014	457	511	-10.6%
March 2014	700	753	-7.0%
April 2014	854	752	+13.6%
May 2014	805	827	-2.7%
June 2014	805	703	+14.5%
July 2014	704	682	+3.2%
12-Month Avg	593	581	+2.1%

Historical New Listings by Month

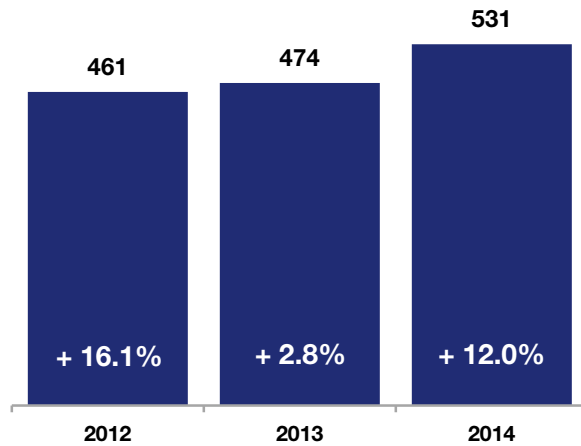


Pending Sales

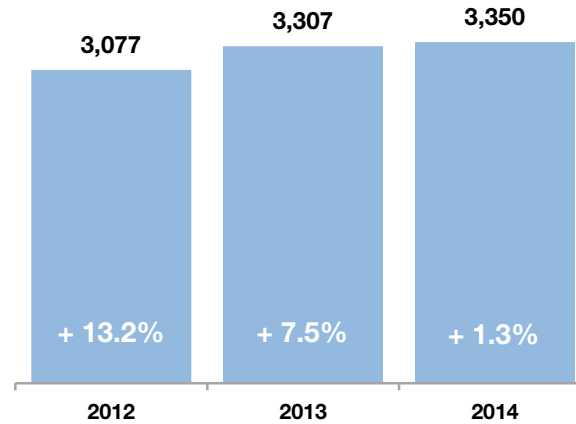
A count of the properties on which offers have been accepted in a given month.



July

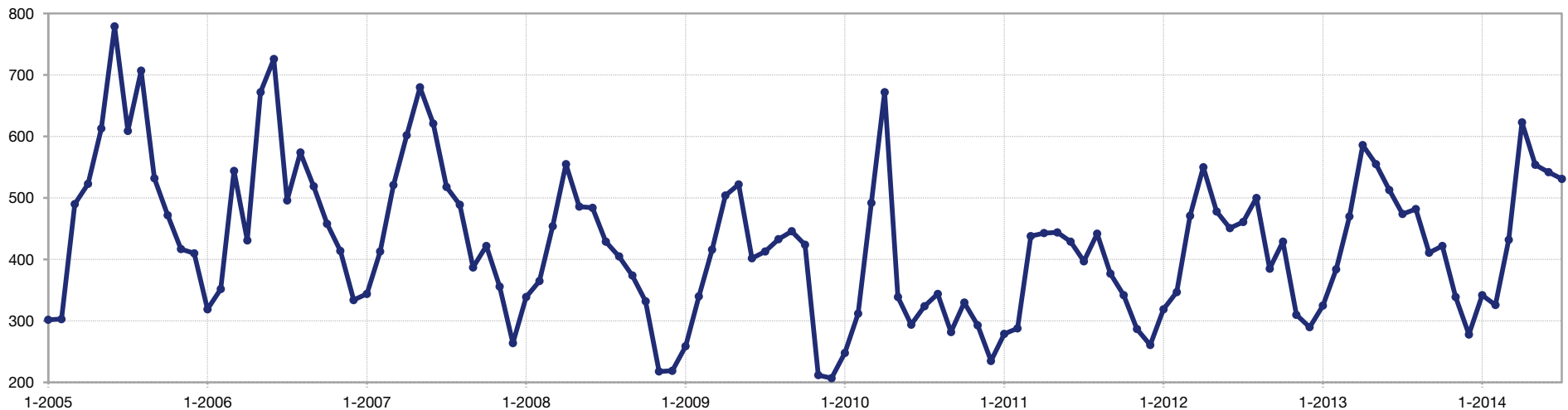


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2013	482	500	-3.6%
September 2013	411	385	+6.8%
October 2013	422	429	-1.6%
November 2013	339	310	+9.4%
December 2013	278	290	-4.1%
January 2014	342	325	+5.2%
February 2014	326	384	-15.1%
March 2014	432	470	-8.1%
April 2014	623	586	+6.3%
May 2014	554	555	-0.2%
June 2014	542	513	+5.7%
July 2014	531	474	+12.0%
12-Month Avg	440	435	+1.1%

Historical Pending Sales by Month

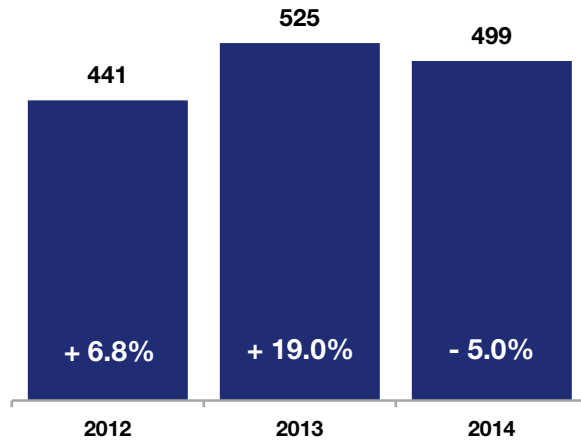


Closed Sales

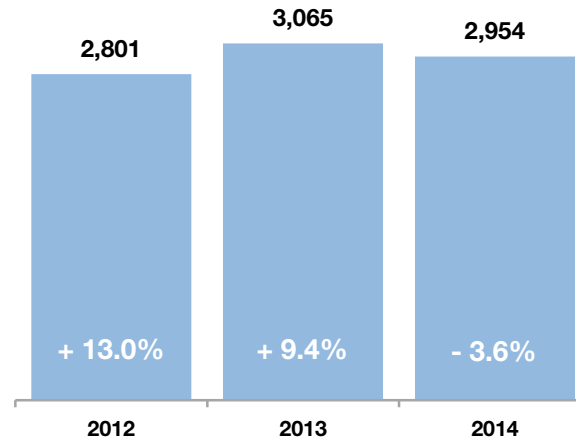
A count of the actual sales that closed in a given month.



July

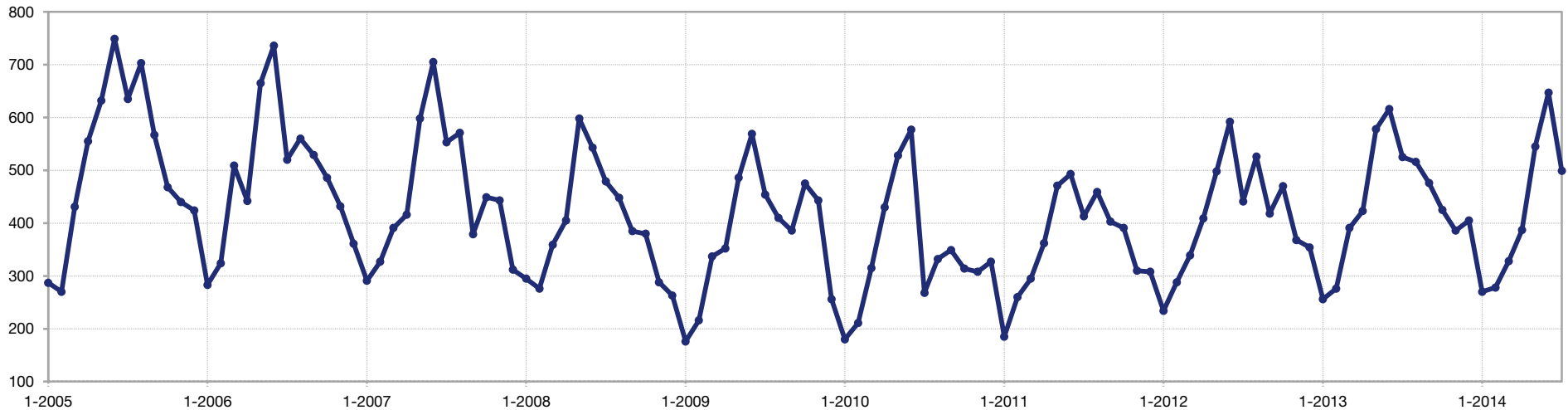


Year to Date



	Closed Sales	Prior Year	Percent Change
August 2013	516	526	-1.9%
September 2013	476	418	+13.9%
October 2013	425	470	-9.6%
November 2013	386	368	+4.9%
December 2013	405	354	+14.4%
January 2014	270	256	+5.5%
February 2014	278	276	+0.7%
March 2014	328	391	-16.1%
April 2014	387	423	-8.5%
May 2014	545	578	-5.7%
June 2014	647	616	+5.0%
July 2014	499	525	-5.0%
12-Month Avg	430	433	-0.7%

Historical Closed Sales by Month

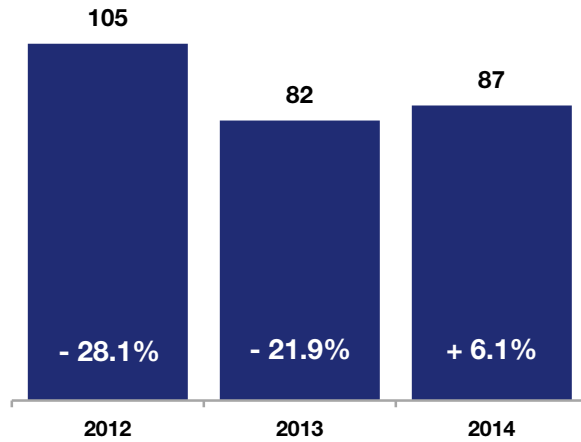


Days on Market Until Sale

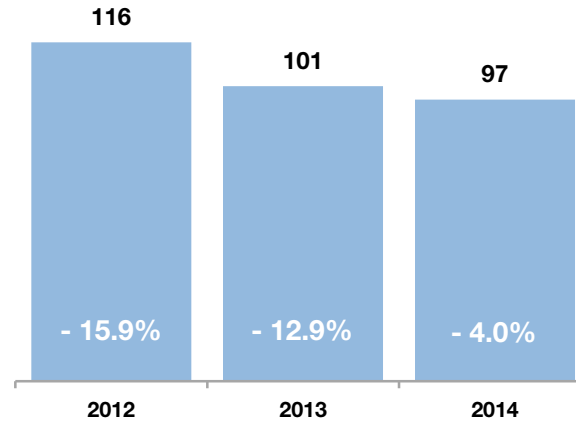
Average number of days between when a property is listed and when an offer is accepted in a given month.



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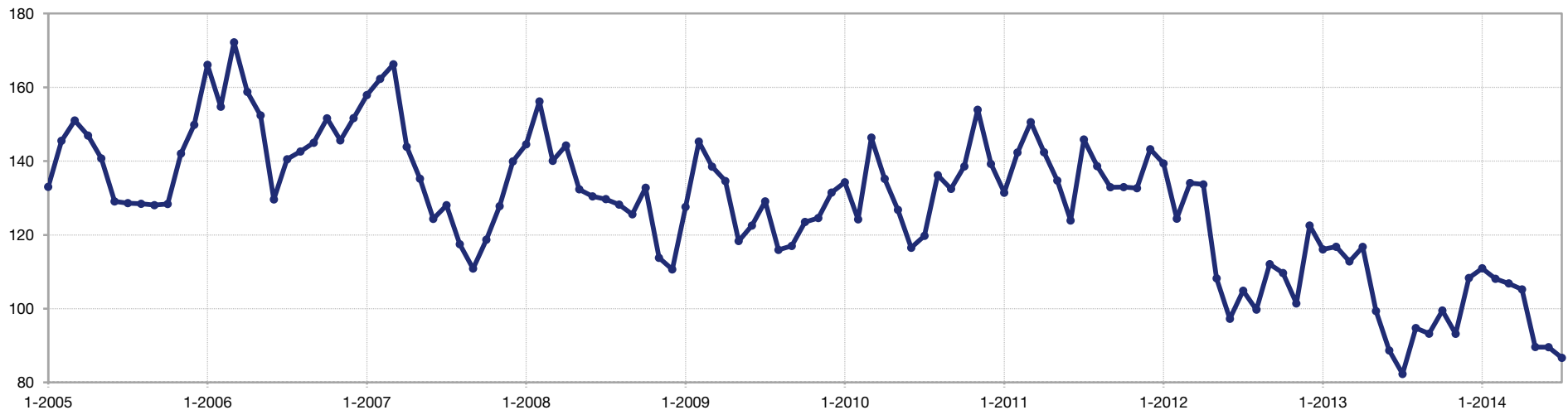


Year to Date



Month	Days on Market	Prior Year	Percent Change
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	108	123	-12.2%
January 2014	111	116	-4.3%
February 2014	108	117	-7.7%
March 2014	107	113	-5.3%
April 2014	105	117	-10.3%
May 2014	90	99	-9.1%
June 2014	90	89	+1.1%
July 2014	87	82	+6.1%
12-Month Avg	99	107	-7.5%

Historical Days on Market Until Sale by Month

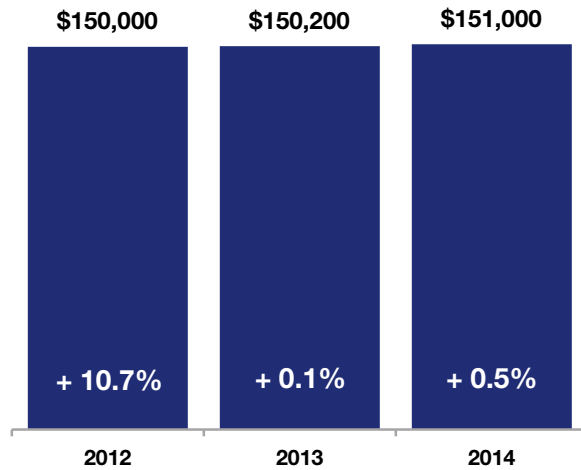


Median Sales Price

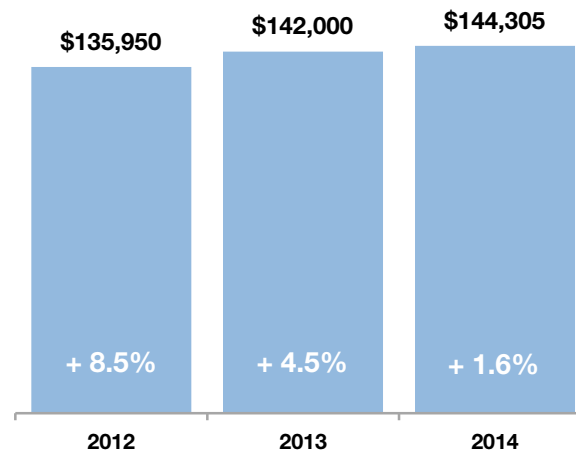
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July

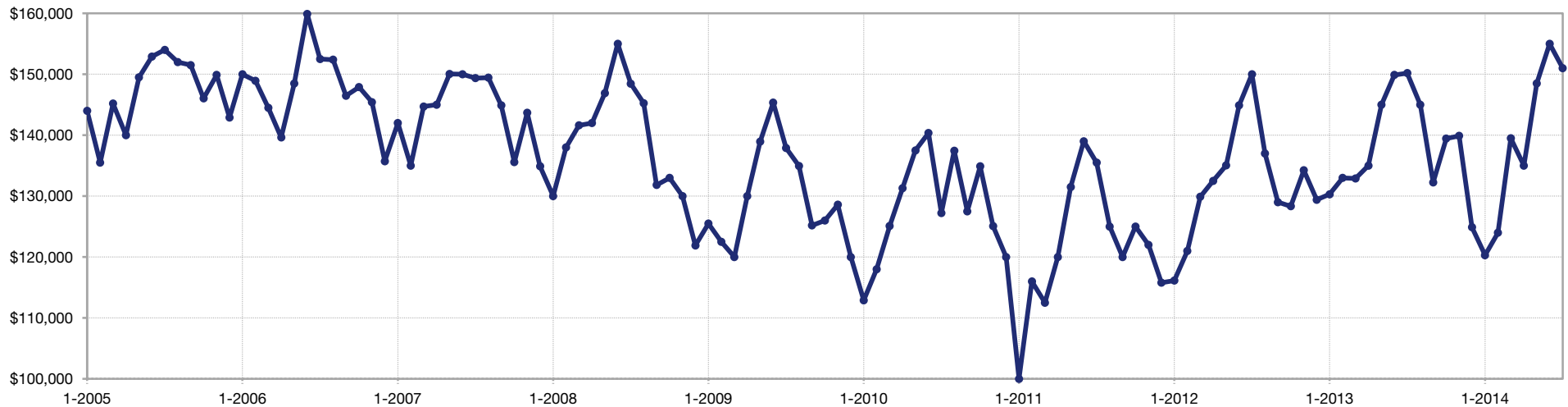


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$124,000	\$133,000	-6.8%
March 2014	\$139,500	\$132,900	+5.0%
April 2014	\$135,000	\$135,000	0.0%
May 2014	\$148,500	\$145,000	+2.4%
June 2014	\$155,000	\$149,900	+3.4%
July 2014	\$151,000	\$150,200	+0.5%
12-Month Avg	\$137,900	\$136,192	+1.3%

Historical Median Sales Price by Month

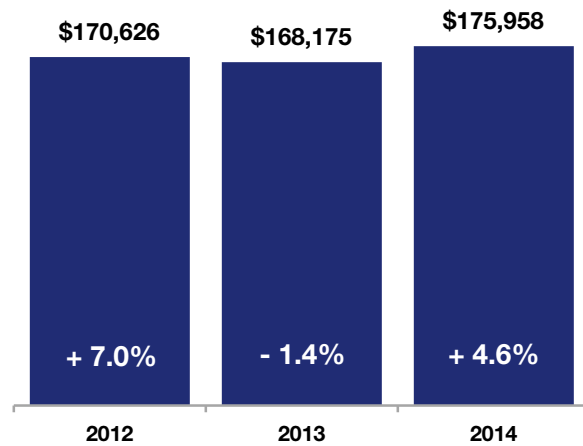


Average Sales Price

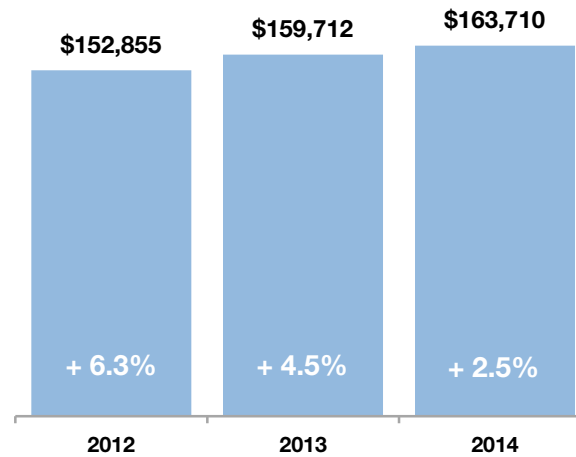
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

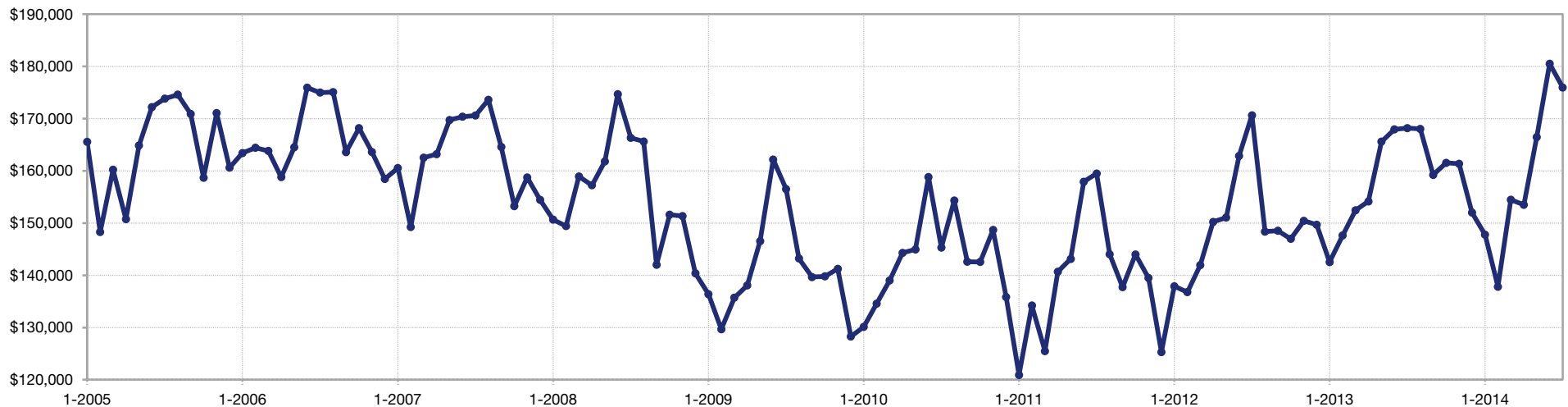


Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$161,355	\$150,428	+7.3%
December 2013	\$152,008	\$149,679	+1.6%
January 2014	\$147,782	\$142,527	+3.7%
February 2014	\$137,808	\$147,624	-6.6%
March 2014	\$154,463	\$152,445	+1.3%
April 2014	\$153,498	\$154,141	-0.4%
May 2014	\$166,458	\$165,597	+0.5%
June 2014	\$180,505	\$167,938	+7.5%
July 2014	\$175,958	\$168,175	+4.6%
12-Month Avg	\$159,884	\$153,536	+4.1%

Historical Average Sales Price by Month

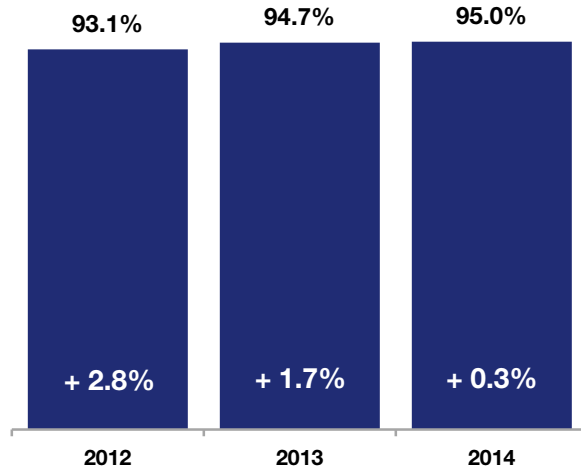


Percent of Original List Price Received

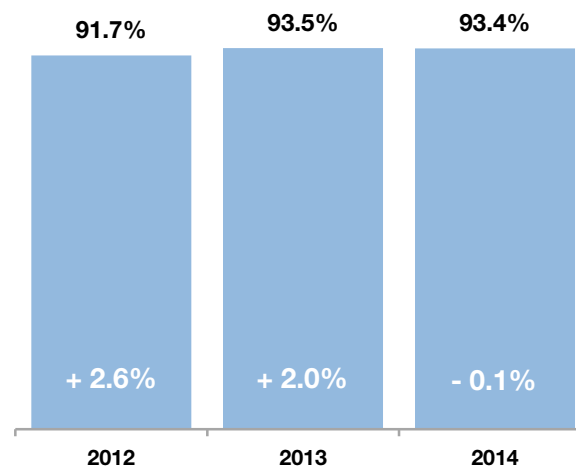
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	92.1%	91.1%	+1.1%
December 2013	91.2%	90.3%	+1.0%
January 2014	90.5%	91.8%	-1.4%
February 2014	90.7%	90.7%	0.0%
March 2014	92.8%	91.9%	+1.0%
April 2014	93.6%	93.1%	+0.5%
May 2014	93.7%	94.5%	-0.8%
June 2014	94.7%	94.9%	-0.2%
July 2014	95.0%	94.7%	+0.3%
12-Month Avg	92.8%	92.3%	+0.5%

Historical Percent of Original List Price Received by Month

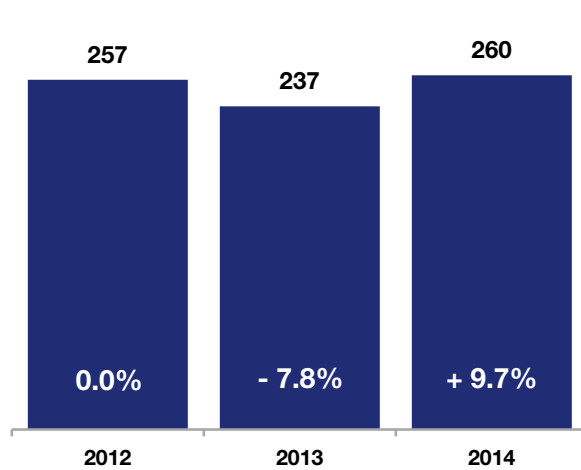


Housing Affordability Index

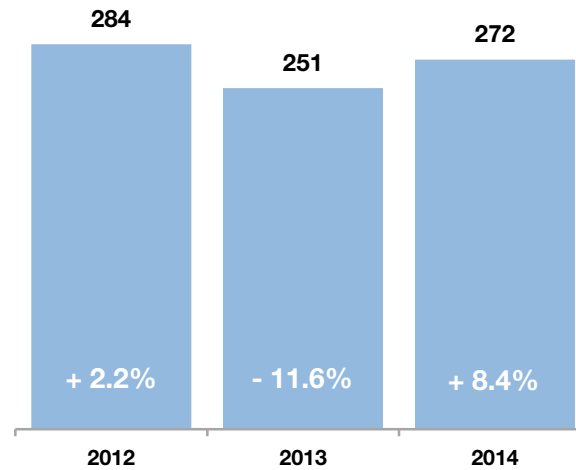
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



July



Year to Date



	Affordability Index	Prior Year	Percent Change
August 2013	243	280	-13.2%
September 2013	270	303	-10.9%
October 2013	257	303	-15.2%
November 2013	270	291	-7.2%
December 2013	289	304	-4.9%
January 2014	315	300	+5.0%
February 2014	310	288	+7.6%
March 2014	276	287	-3.8%
April 2014	284	288	-1.4%
May 2014	266	259	+2.7%
June 2014	254	236	+7.6%
July 2014	260	237	+9.7%
12-Month Avg	275	281	-2.1%

Historical Housing Affordability Index by Month

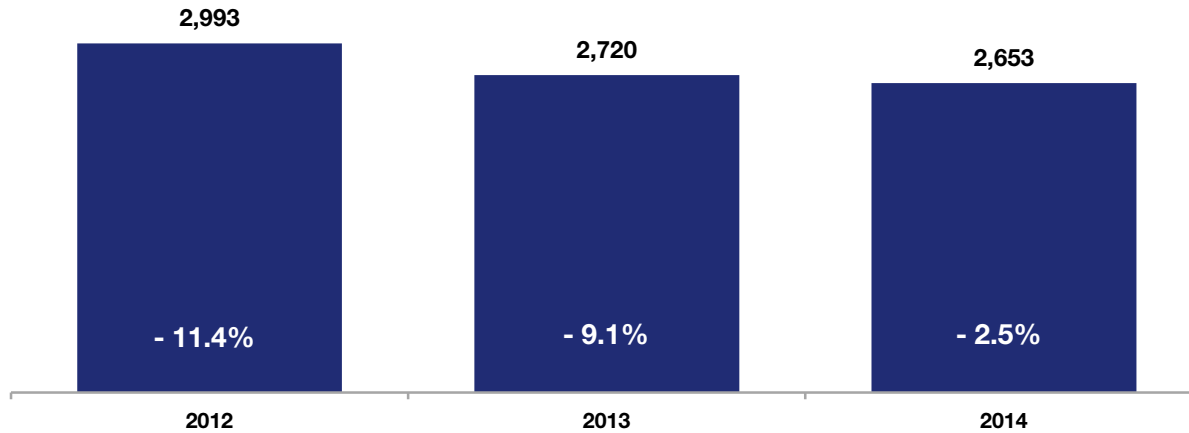


Inventory of Homes for Sale

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

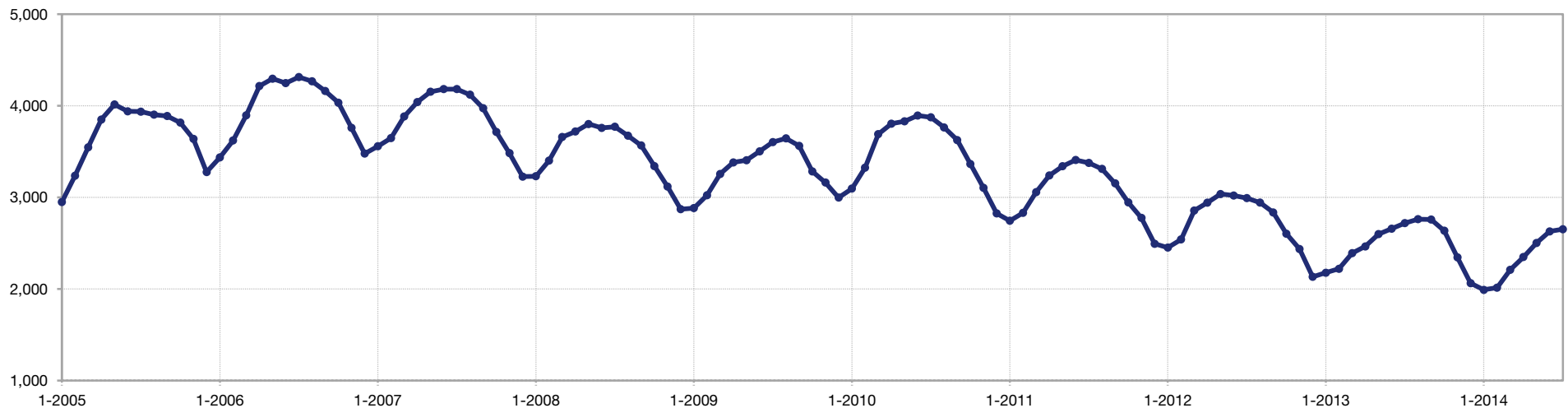


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	Homes for Sale	Prior Year	Percent Change
August 2013	2,763	2,944	-6.1%
September 2013	2,759	2,836	-2.7%
October 2013	2,637	2,604	+1.3%
November 2013	2,346	2,437	-3.7%
December 2013	2,064	2,134	-3.3%
January 2014	1,991	2,178	-8.6%
February 2014	2,015	2,221	-9.3%
March 2014	2,210	2,392	-7.6%
April 2014	2,350	2,465	-4.7%
May 2014	2,503	2,600	-3.7%
June 2014	2,629	2,659	-1.1%
July 2014	2,653	2,720	-2.5%
12-Month Avg	2,410	2,516	-4.2%

Historical Inventory of Homes for Sale by Month

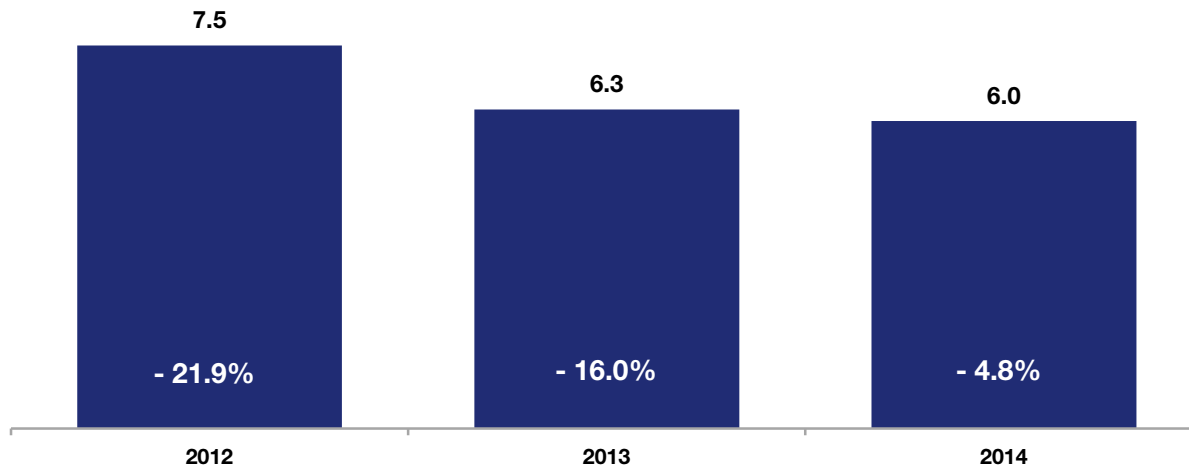


Months Supply of Inventory

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.

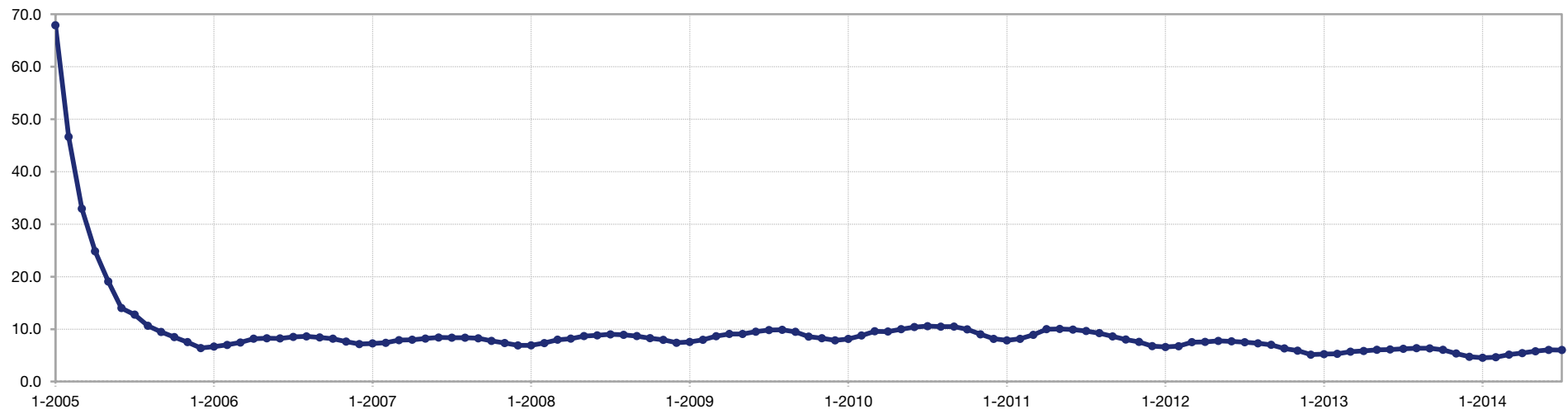


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Months Supply	Prior Year	Percent Change
August 2013	7.3	-12.3%
September 2013	7.0	-10.0%
October 2013	6.3	-3.2%
November 2013	5.9	-8.5%
December 2013	5.1	-7.8%
January 2014	5.2	-13.5%
February 2014	5.3	-11.3%
March 2014	5.7	-10.5%
April 2014	5.8	-6.9%
May 2014	6.1	-4.9%
June 2014	6.1	-1.6%
July 2014	6.3	-4.8%
12-Month Avg	6.0	-8.3%

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	+ / -	7-2013	7-2014	+ / -	7-2013	7-2014	+ / -
Albert Lea	241	241	0.0%	126	147	+16.7%	\$76,500	\$76,000	-0.7%	217	170	-21.7%	12.2	7.6	-37.7%
Austin	344	360	+4.7%	209	226	+8.1%	\$90,000	\$88,000	-2.2%	212	222	+4.7%	7.4	6.6	-10.8%
Blooming Prairie	29	33	+13.8%	18	18	0.0%	\$68,550	\$77,950	+13.7%	14	21	+50.0%	4.1	7.2	+75.6%
Byron	81	95	+17.3%	65	57	-12.3%	\$184,500	\$185,900	+0.8%	31	49	+58.1%	3.4	5.9	+73.5%
Caledonia	27	17	-37.0%	14	12	-14.3%	\$87,750	\$90,850	+3.5%	26	20	-23.1%	10.6	7.6	-28.3%
Chatfield	41	30	-26.8%	29	25	-13.8%	\$123,900	\$141,000	+13.8%	23	16	-30.4%	4.1	4.6	+12.2%
Dodge Center	36	47	+30.6%	27	24	-11.1%	\$106,000	\$127,000	+19.8%	24	28	+16.7%	6.3	8.0	+27.0%
Grand Meadow	9	20	+122.2%	12	8	-33.3%	\$84,000	\$119,500	+42.3%	10	14	+40.0%	4.5	4.4	-2.2%
Hayfield	30	29	-3.3%	12	26	+116.7%	\$113,000	\$102,700	-9.1%	27	12	-55.6%	9.7	3.6	-62.9%
Kasson	97	73	-24.7%	79	47	-40.5%	\$149,900	\$153,000	+2.1%	44	42	-4.5%	4.1	5.5	+34.1%
La Crescent	30	44	+46.7%	10	19	+90.0%	\$149,800	\$137,000	-8.5%	23	23	0.0%	15.3	6.2	-59.5%
Lake City	111	111	0.0%	55	43	-21.8%	\$160,000	\$150,000	-6.3%	92	104	+13.0%	11.2	14.9	+33.0%
Oronoco	36	34	-5.6%	28	20	-28.6%	\$309,500	\$256,500	-17.1%	18	22	+22.2%	4.7	5.8	+23.4%
Owatonna	300	310	+3.3%	171	191	+11.7%	\$135,200	\$131,000	-3.1%	169	153	-9.5%	6.1	5.1	-16.4%
Preston	15	22	+46.7%	12	14	+16.7%	\$53,900	\$96,500	+79.0%	10	16	+60.0%	4.2	6.6	+57.1%
Pine Island	54	50	-7.4%	37	33	-10.8%	\$163,900	\$161,700	-1.3%	30	21	-30.0%	5.9	3.9	-33.9%
Plainview	28	44	+57.1%	25	22	-12.0%	\$132,000	\$132,200	+0.2%	10	20	+100.0%	2.3	5.9	+156.5%
Rochester	1,693	1,648	-2.7%	1,249	1,180	-5.5%	\$167,500	\$170,900	+2.0%	636	627	-1.4%	3.7	3.7	0.0%
Spring Valley	34	47	+38.2%	17	25	+47.1%	\$99,000	\$74,000	-25.3%	29	32	+10.3%	7.4	8.0	+8.1%
St. Charles	42	45	+7.1%	23	24	+4.3%	\$130,350	\$133,750	+2.6%	39	28	-28.2%	12.3	6.7	-45.5%
Stewartville	92	63	-31.5%	55	48	-12.7%	\$157,500	\$154,325	-2.0%	43	17	-60.5%	5.2	2.1	-59.6%
Wabasha	65	69	+6.2%	31	32	+3.2%	\$145,500	\$159,900	+9.9%	58	62	+6.9%	11.8	13.3	+12.7%
Waseca	28	18	-35.7%	11	16	+45.5%	\$115,000	\$70,198	-39.0%	15	6	-60.0%	4.8	2.4	-50.0%
Winona	310	315	+1.6%	214	216	+0.9%	\$129,250	\$130,000	+0.6%	212	199	-6.1%	7.3	6.8	-6.8%
Zumbrota	55	59	+7.3%	32	23	-28.1%	\$156,000	\$164,900	+5.7%	42	53	+26.2%	9.2	13.3	+44.6%