



Monthly Indicators

August 2014

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

Most local markets continue to recover from a soft patch earlier this year. The macro trend is still positive; the micro trend involves more moderate pinching up and down the month-to-month timeline. This is not uncommon in a balanced market, but it's been so long since we've seen one that we're watching it with perhaps too much trepidation. Metrics to watch include inventory and prices, but also days on market, months' supply and percent of list price received at sale. Declines in pending and closed sales activity may reflect strong decreases at lower price points and may not indicate softening demand.

New Listings in Southeast Minnesota decreased 1.5 percent to 674. Pending Sales were down 3.7 percent to 464. Inventory levels shrank 1.4 percent to 2,722 units.

Prices continued to gain traction. The Median Sales Price increased 3.4 percent to \$149,900. Days on Market was down 9.5 percent to 86 days. Sellers were encouraged as Months Supply of Inventory was down 3.1 percent to 6.2 months.

Sustained job growth, lower mortgage rates and a slow rise in the number of homes for sale appear to have unleashed at least some pent-up demand. Since housing demand relies heavily on an economy churning out good jobs, it's encouraging to see second quarter GDP growth revised upwards to a 4.2 percent annualized rate and stronger-than-expected job growth in recent months. Further improvements are still needed by way of wage growth and consumer confidence but recovery continues.

Activity Snapshot

+ 14.1% **+ 3.4%** **- 1.4%**

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.



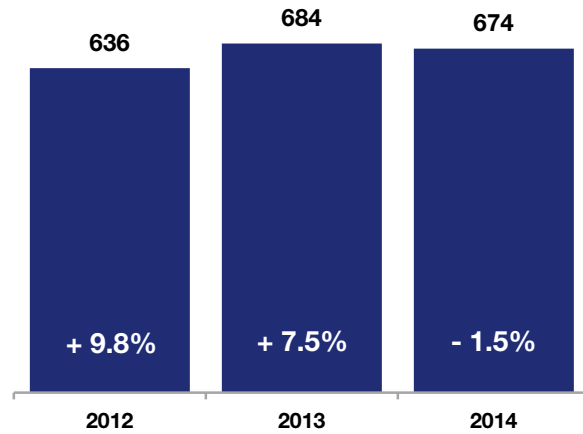
Key Metrics	Historical Sparkbars	8-2013	8-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		684	674	- 1.5%	5,392	5,395	+ 0.1%
Pending Sales		482	464	- 3.7%	3,787	3,821	+ 0.9%
Closed Sales		516	589	+ 14.1%	3,581	3,557	- 0.7%
Days on Market		95	86	- 9.5%	100	95	- 5.0%
Median Sales Price		\$145,000	\$149,900	+ 3.4%	\$142,500	\$145,000	+ 1.8%
Avg. Sales Price		\$168,026	\$169,962	+ 1.2%	\$160,912	\$164,891	+ 2.5%
Pct. of Orig. Price Received		94.2%	94.6%	+ 0.4%	93.6%	93.7%	+ 0.1%
Affordability Index		243	263	+ 8.2%	247	272	+ 10.1%
Homes for Sale		2,761	2,722	- 1.4%	--	--	--
Months Supply		6.4	6.2	- 3.1%	--	--	--

New Listings

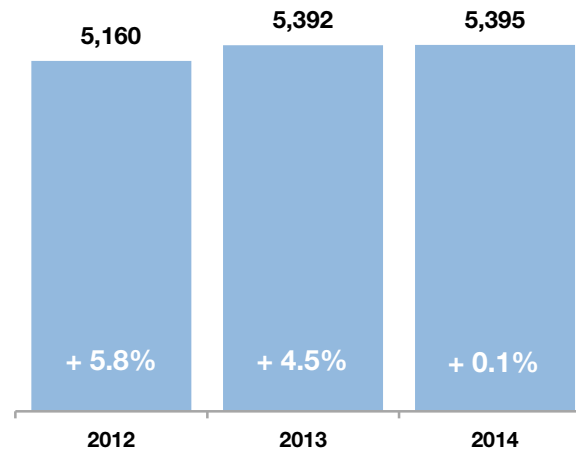
A count of the properties that have been newly listed on the market in a given month.



August



Year to Date



	New Listings	Prior Year	Percent Change
September 2013	586	506	+15.8%
October 2013	543	462	+17.5%
November 2013	331	402	-17.7%
December 2013	254	257	-1.2%
January 2014	393	481	-18.3%
February 2014	456	511	-10.8%
March 2014	700	753	-7.0%
April 2014	853	750	+13.7%
May 2014	805	827	-2.7%
June 2014	807	703	+14.8%
July 2014	707	683	+3.5%
August 2014	674	684	-1.5%
12-Month Avg	592	585	+1.2%

Historical New Listings by Month

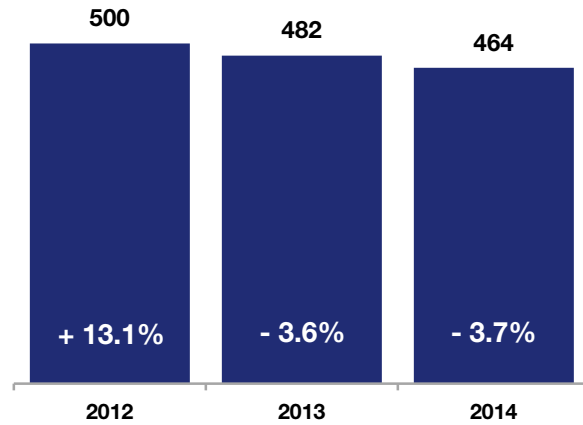


Pending Sales

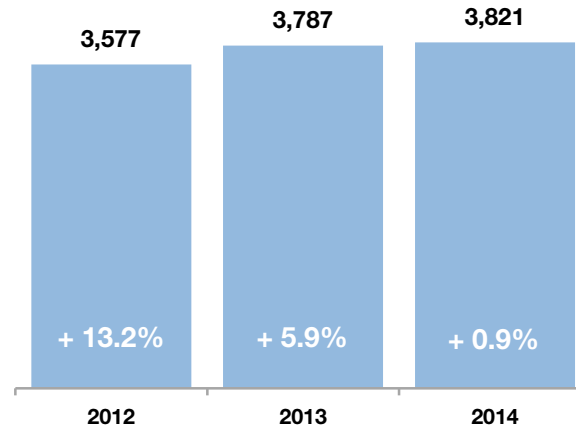
A count of the properties on which offers have been accepted in a given month.



August



Year to Date



	Pending Sales	Prior Year	Percent Change
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	325	384	-15.4%
March 2014	432	470	-8.1%
April 2014	623	586	+6.3%
May 2014	553	554	-0.2%
June 2014	540	512	+5.5%
July 2014	542	474	+14.3%
August 2014	464	482	-3.7%
12-Month Avg	439	433	+1.4%

Historical Pending Sales by Month

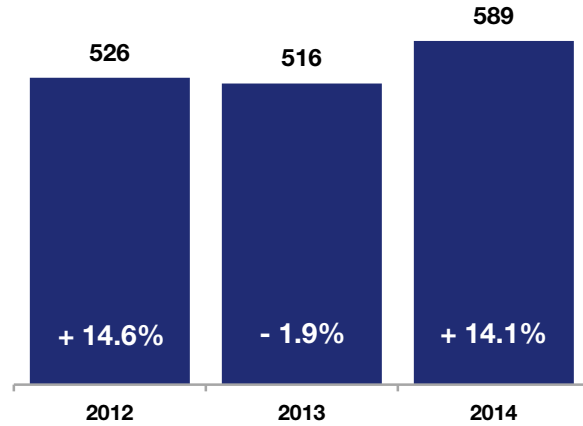


Closed Sales

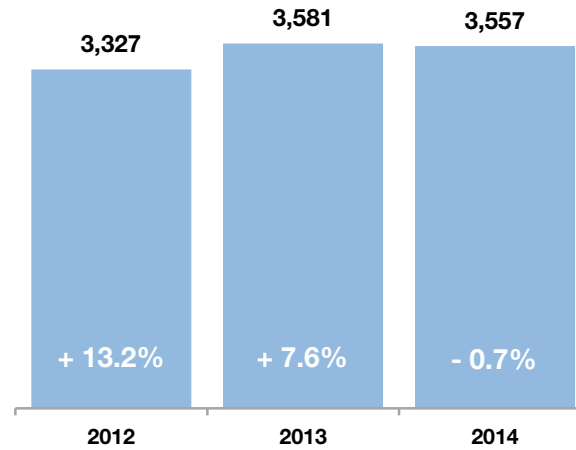
A count of the actual sales that closed in a given month.



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Year to Date



	Closed Sales	Prior Year	Percent Change
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	546	578	-5.5%
June 2014	649	616	+5.4%
July 2014	510	525	-2.9%
August 2014	589	516	+14.1%
12-Month Avg	437	433	+0.9%

Historical Closed Sales by Month

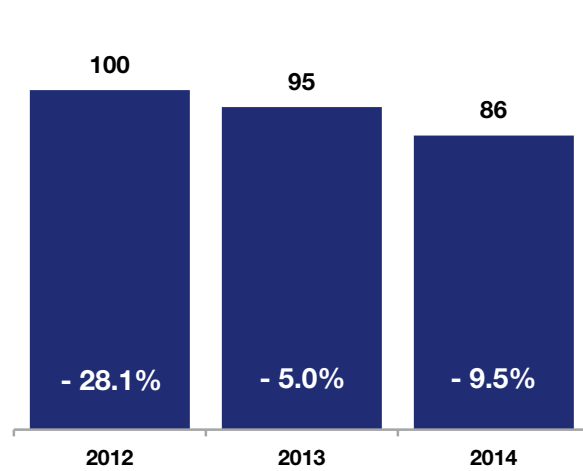


Days on Market Until Sale

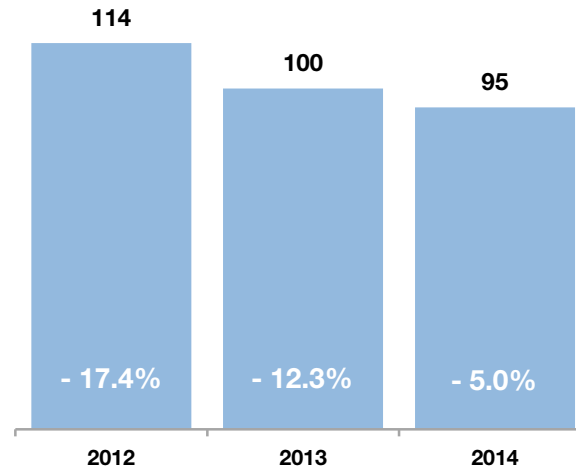
Average number of days between when a property is listed and when an offer is accepted in a given month.



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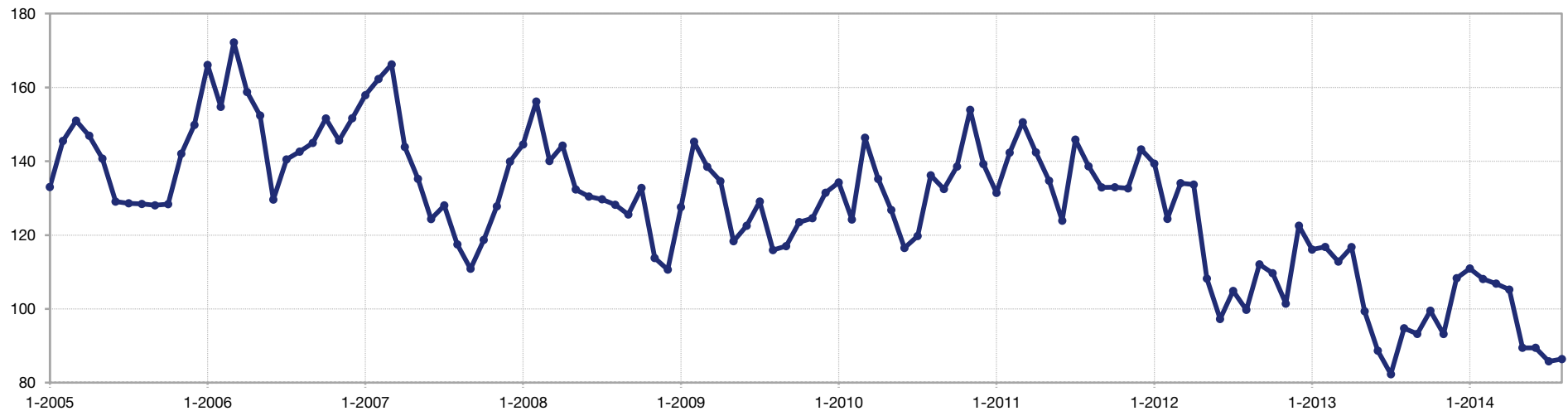


Year to Date



Days on Market		Prior Year	Percent Change
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	89	99	-10.1%
June 2014	89	89	0.0%
July 2014	86	82	+4.9%
August 2014	86	95	-9.5%
12-Month Avg	98	106	-7.5%

Historical Days on Market Until Sale by Month

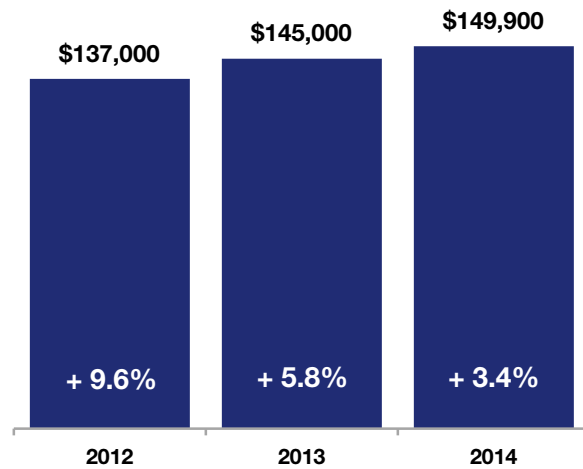


Median Sales Price

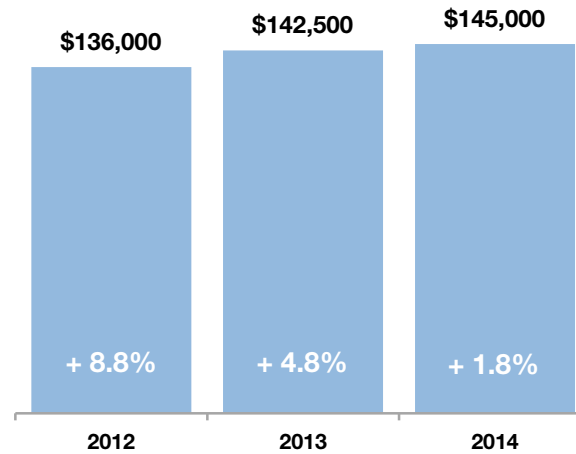
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

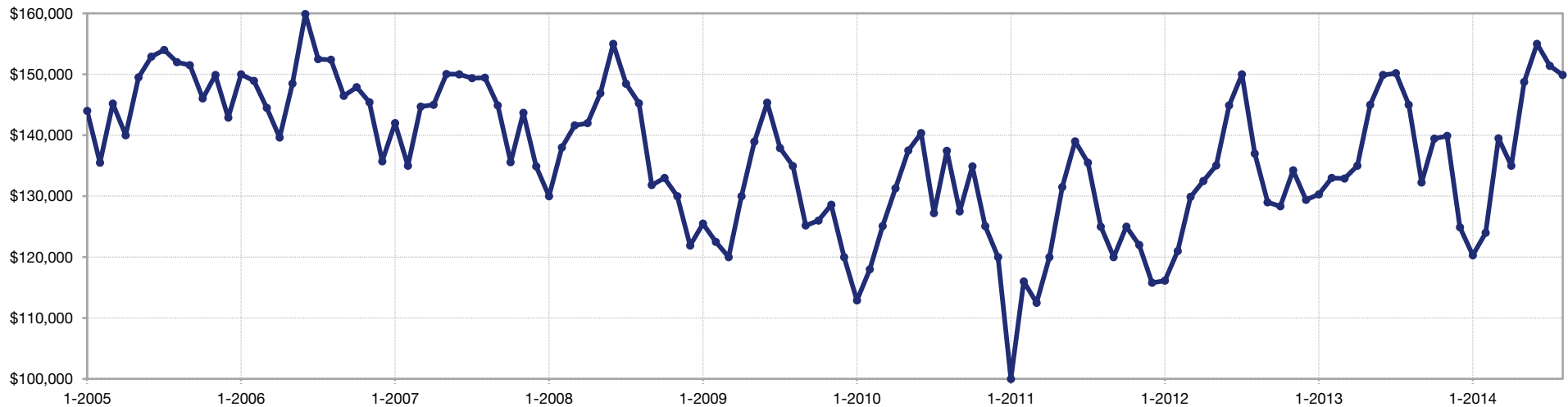


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$148,750	\$145,000	+2.6%
June 2014	\$155,000	\$149,900	+3.4%
July 2014	\$151,400	\$150,200	+0.8%
August 2014	\$149,900	\$145,000	+3.4%
12-Month Avg	\$138,363	\$136,858	+1.1%

Historical Median Sales Price by Month

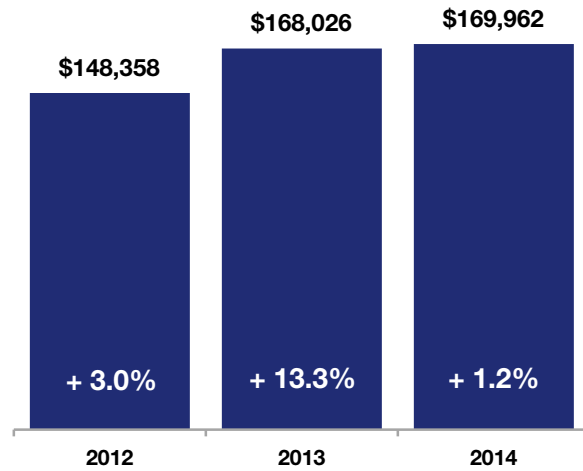


Average Sales Price

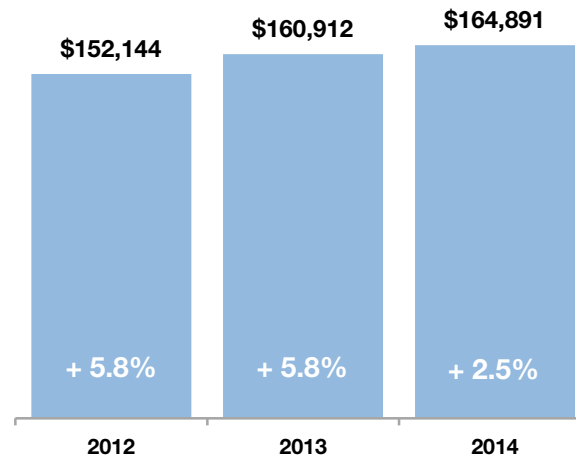
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$166,759	\$165,597	+0.7%
June 2014	\$180,199	\$167,938	+7.3%
July 2014	\$176,678	\$168,175	+5.1%
August 2014	\$169,962	\$168,026	+1.2%
12-Month Avg	\$160,105	\$155,175	+3.2%

Historical Average Sales Price by Month

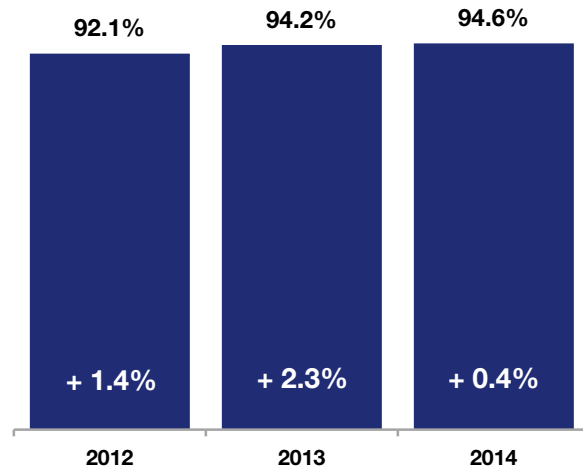


Percent of Original List Price Received

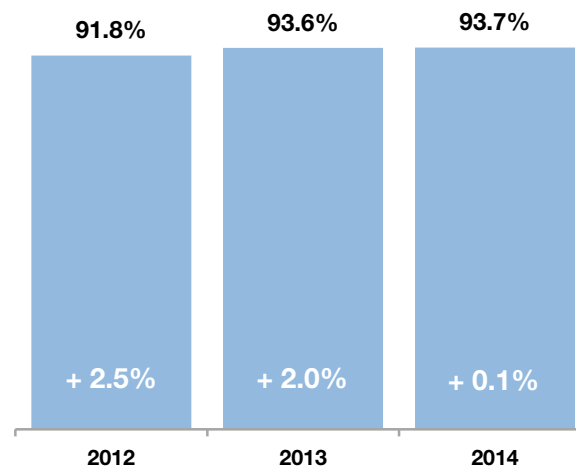
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August

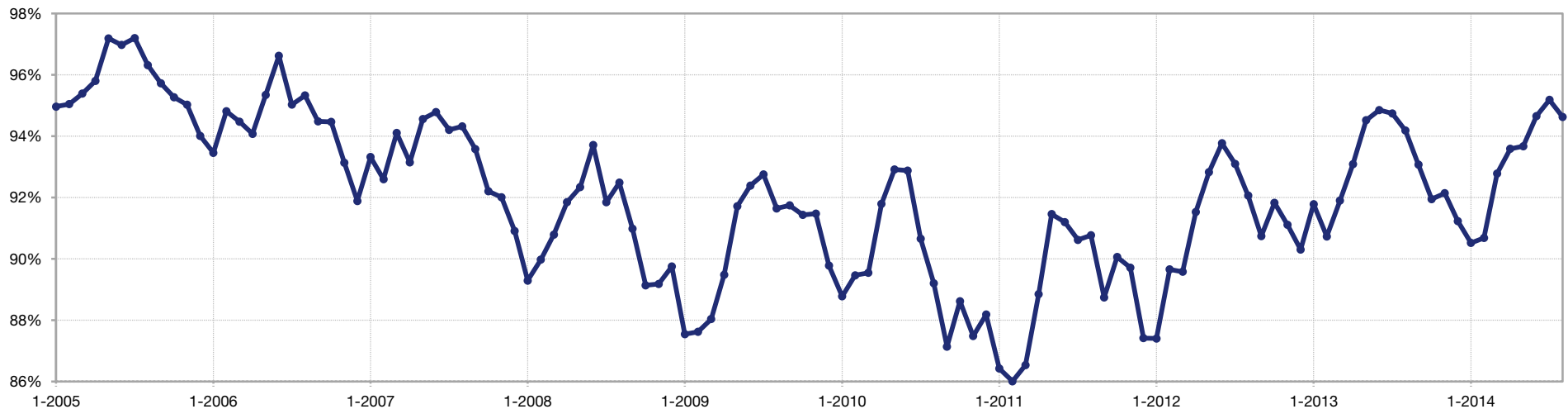


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.2%	94.7%	+0.5%
August 2014	94.6%	94.2%	+0.4%
12-Month Avg	92.8%	92.5%	+0.3%

Historical Percent of Original List Price Received by Month

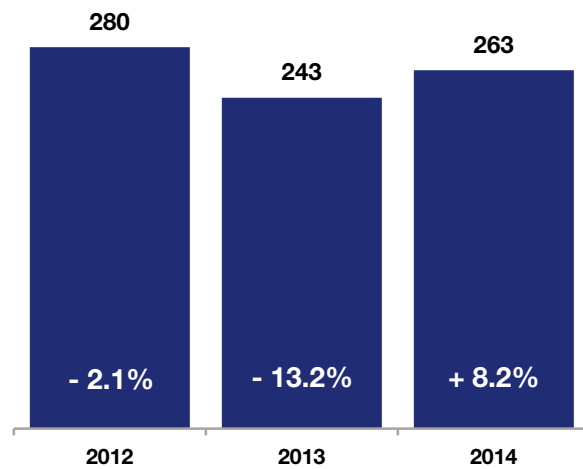


Housing Affordability Index

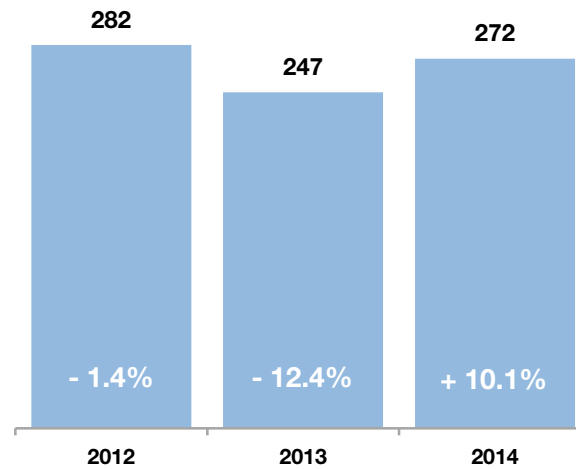
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August



Year to Date



	Affordability Index	Prior Year	Percent Change
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	265	259	+2.3%
June 2014	254	236	+7.6%
July 2014	259	237	+9.3%
August 2014	263	243	+8.2%
12-Month Avg	276	278	-0.7%

Historical Housing Affordability Index by Month

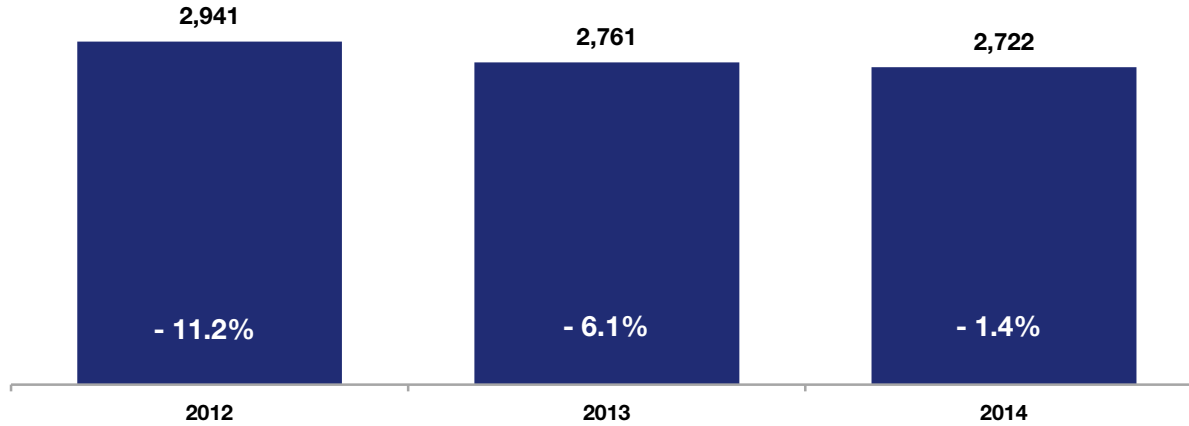


Inventory of Homes for Sale

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

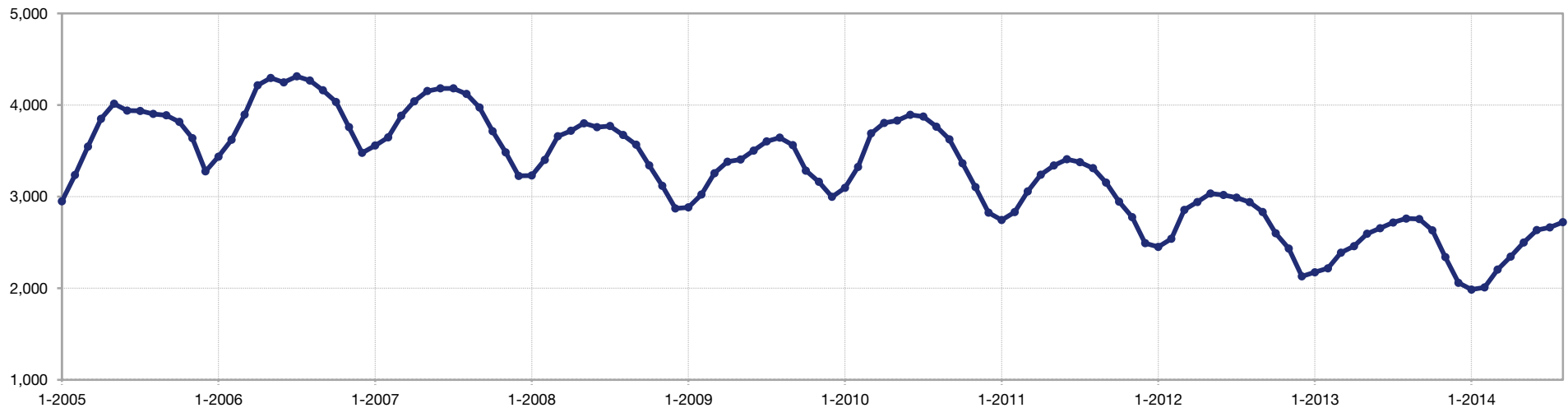


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	Homes for Sale	Prior Year	Percent Change
September 2013	2,756	2,833	-2.7%
October 2013	2,633	2,601	+1.2%
November 2013	2,341	2,434	-3.8%
December 2013	2,060	2,131	-3.3%
January 2014	1,986	2,175	-8.7%
February 2014	2,010	2,218	-9.4%
March 2014	2,205	2,389	-7.7%
April 2014	2,346	2,460	-4.6%
May 2014	2,500	2,596	-3.7%
June 2014	2,636	2,656	-0.8%
July 2014	2,665	2,718	-1.9%
August 2014	2,722	2,761	-1.4%
12-Month Avg	2,405	2,498	-3.7%

Historical Inventory of Homes for Sale by Month

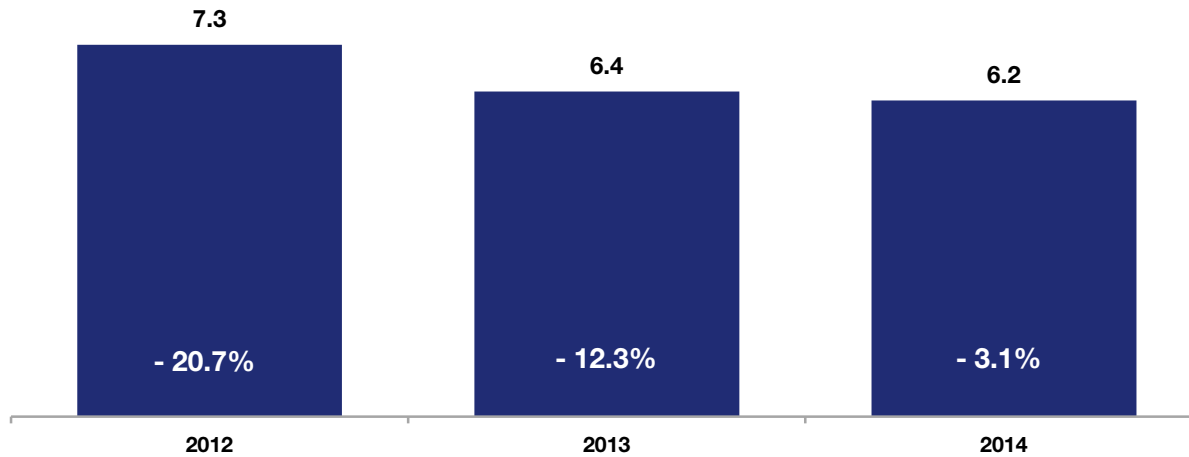


Months Supply of Inventory

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.

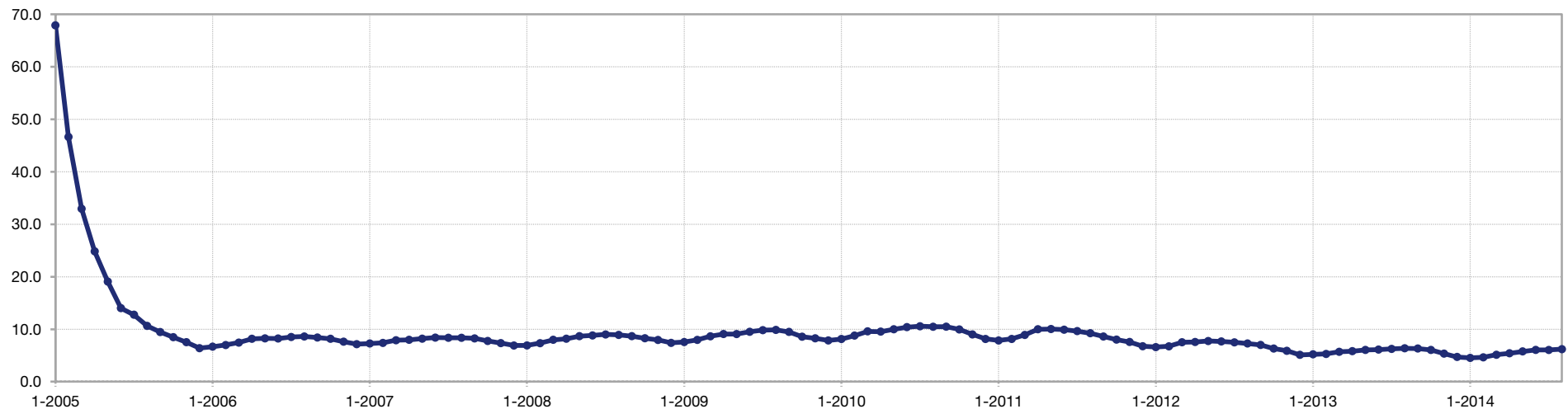


August



Months Supply		Prior Year	Percent Change
September 2013	6.3	7.0	-10.0%
October 2013	6.1	6.3	-3.2%
November 2013	5.4	5.9	-8.5%
December 2013	4.7	5.1	-7.8%
January 2014	4.5	5.2	-13.5%
February 2014	4.6	5.3	-13.2%
March 2014	5.1	5.7	-10.5%
April 2014	5.4	5.8	-6.9%
May 2014	5.8	6.1	-4.9%
June 2014	6.1	6.1	0.0%
July 2014	6.0	6.2	-3.2%
August 2014	6.2	6.4	-3.1%
12-Month Avg	5.5	5.9	-6.8%

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	+ / -	8-2013	8-2014	+ / -	8-2013	8-2014	+ / -
Albert Lea	268	273	+1.9%	148	174	+17.6%	\$75,000	\$77,000	+2.7%	207	167	-19.3%	11.4	7.4	-35.1%
Austin	406	422	+3.9%	243	285	+17.3%	\$89,900	\$89,000	-1.0%	226	242	+7.1%	7.8	7.2	-7.7%
Blooming Prairie	35	36	+2.9%	20	20	0.0%	\$68,550	\$78,500	+14.5%	14	20	+42.9%	3.9	7.6	+94.9%
Byron	100	110	+10.0%	77	71	-7.8%	\$185,000	\$188,810	+2.1%	37	54	+45.9%	4.1	6.6	+61.0%
Caledonia	32	19	-40.6%	19	13	-31.6%	\$89,000	\$85,000	-4.5%	28	19	-32.1%	10.6	8.0	-24.5%
Chatfield	48	34	-29.2%	37	30	-18.9%	\$124,456	\$140,500	+12.9%	25	13	-48.0%	4.8	3.5	-27.1%
Dodge Center	44	54	+22.7%	30	28	-6.7%	\$105,500	\$127,000	+20.4%	27	29	+7.4%	7.9	8.3	+5.1%
Grand Meadow	11	30	+172.7%	13	11	-15.4%	\$87,500	\$106,000	+21.1%	10	20	+100.0%	5.3	5.7	+7.5%
Hayfield	35	34	-2.9%	15	29	+93.3%	\$106,000	\$112,500	+6.1%	27	16	-40.7%	9.0	5.3	-41.1%
Kasson	108	87	-19.4%	93	58	-37.6%	\$149,000	\$148,450	-0.4%	44	37	-15.9%	4.2	4.6	+9.5%
La Crescent	32	47	+46.9%	14	29	+107.1%	\$149,800	\$142,850	-4.6%	16	20	+25.0%	8.3	5.5	-33.7%
Lake City	127	127	0.0%	62	55	-11.3%	\$160,000	\$150,000	-6.3%	91	106	+16.5%	10.7	15.0	+40.2%
Oronoco	45	39	-13.3%	30	26	-13.3%	\$309,500	\$272,000	-12.1%	23	24	+4.3%	5.9	6.3	+6.8%
Owatonna	345	355	+2.9%	212	235	+10.8%	\$135,000	\$135,000	0.0%	167	147	-12.0%	6.2	4.9	-21.0%
Preston	18	24	+33.3%	13	14	+7.7%	\$54,900	\$96,500	+75.8%	12	18	+50.0%	5.4	7.4	+37.0%
Pine Island	59	58	-1.7%	42	45	+7.1%	\$161,950	\$159,500	-1.5%	28	21	-25.0%	5.6	3.9	-30.4%
Plainview	37	52	+40.5%	29	28	-3.4%	\$132,000	\$126,250	-4.4%	14	22	+57.1%	3.4	6.2	+82.4%
Rochester	1,914	1,864	-2.6%	1,448	1,403	-3.1%	\$168,000	\$170,200	+1.3%	668	671	+0.4%	4.0	4.0	0.0%
Spring Valley	39	54	+38.5%	24	30	+25.0%	\$70,440	\$91,750	+30.3%	26	33	+26.9%	6.7	8.4	+25.4%
St. Charles	45	49	+8.9%	30	30	0.0%	\$133,000	\$133,750	+0.6%	35	28	-20.0%	10.8	6.9	-36.1%
Stewartville	104	74	-28.8%	64	59	-7.8%	\$156,500	\$149,900	-4.2%	34	20	-41.2%	4.0	2.7	-32.5%
Wabasha	76	73	-3.9%	37	37	0.0%	\$145,000	\$149,700	+3.2%	58	57	-1.7%	11.4	12.2	+7.0%
Waseca	31	19	-38.7%	16	18	+12.5%	\$113,950	\$72,698	-36.2%	13	7	-46.2%	4.3	2.9	-32.6%
Winona	357	365	+2.2%	242	253	+4.5%	\$130,000	\$131,000	+0.8%	214	193	-9.8%	7.3	6.5	-11.0%
Zumbrota	60	67	+11.7%	37	33	-10.8%	\$155,000	\$169,300	+9.2%	38	45	+18.4%	8.4	9.6	+14.3%