

Monthly Indicators



September 2016

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

As anticipated at the outset of the year, demand has remained high through the first three quarters of 2016, propping up sales and prices despite heavy reductions in inventory and months of supply across the country. With rental prices and employment opportunities in a consistent climb, year-over-year increases in home buying are probable for the rest of the year but not guaranteed.

New Listings in Southeast Minnesota decreased 10.5 percent to 561. Pending Sales were down 5.1 percent to 479. Inventory levels shrank 23.6 percent to 1,679 units.

Prices continued to gain traction. The Median Sales Price increased 9.0 percent to \$169,900. Days on Market was down 12.7 percent to 69 days. Sellers were encouraged as Months Supply of Inventory was down 23.3 percent to 3.3 months.

In general, today's demand is driven by three factors: Millennials are reaching prime home-buying age, growing families are looking for larger homes and empty nesters are downsizing. However, intriguingly low interest rates often prompt refinancing instead of listing, contributing to lower inventory. Recent studies have also shown that short-term rentals are keeping a collection of homes off the market.

Activity Snapshot

+ 1.9% **+ 9.0%** **- 23.6%**

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.



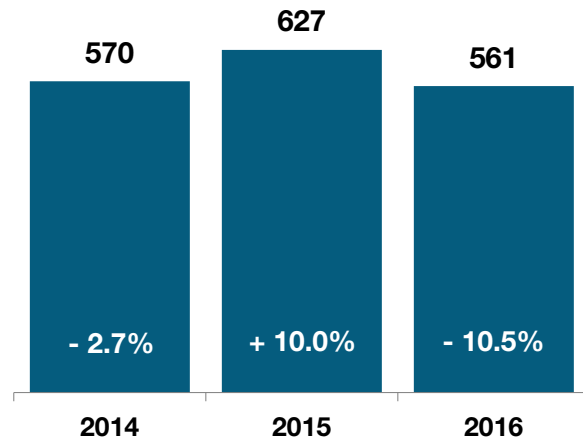
Key Metrics	Historical Sparkbars	9-2015	9-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		627	561	- 10.5%	6,247	5,877	- 5.9%
Pending Sales		505	479	- 5.1%	5,112	5,042	- 1.4%
Closed Sales		515	525	+ 1.9%	4,811	4,726	- 1.8%
Days on Market		79	69	- 12.7%	86	72	- 16.3%
Median Sales Price		\$155,900	\$169,900	+ 9.0%	\$157,000	\$165,000	+ 5.1%
Avg. Sales Price		\$180,303	\$192,730	+ 6.9%	\$178,228	\$188,733	+ 5.9%
Pct. of Orig. Price Received		95.6%	96.1%	+ 0.5%	95.3%	96.3%	+ 1.0%
Affordability Index		247	240	- 2.8%	246	247	+ 0.4%
Homes for Sale		2,199	1,679	- 23.6%	--	--	--
Months Supply		4.3	3.3	- 23.3%	--	--	--

New Listings

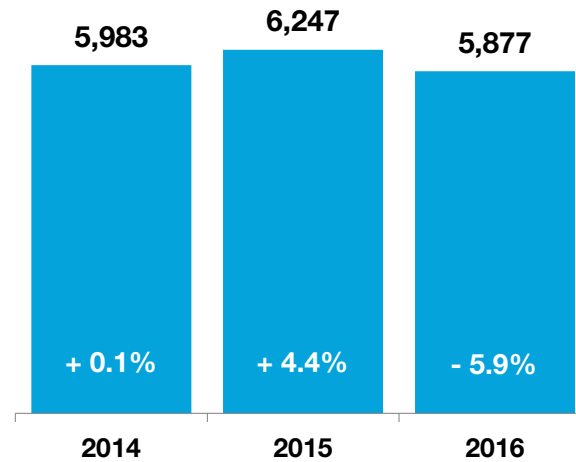
A count of the properties that have been newly listed on the market in a given month.



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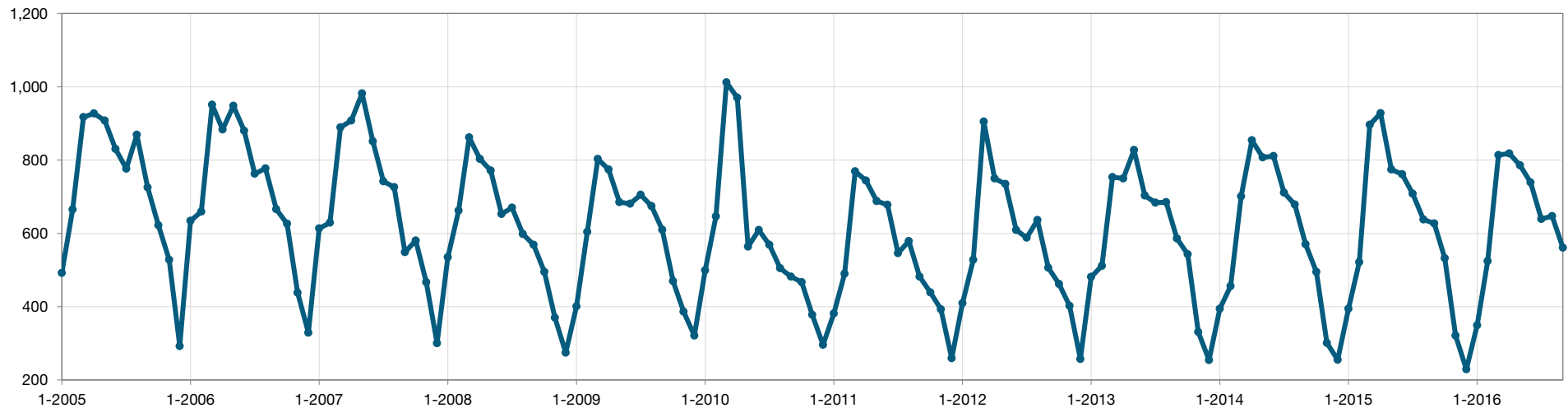


Year to Date



New Listings		Prior Year	Percent Change
October 2015	532	495	+7.5%
November 2015	321	301	+6.6%
December 2015	229	255	-10.2%
January 2016	349	394	-11.4%
February 2016	524	521	+0.6%
March 2016	814	896	-9.2%
April 2016	818	928	-11.9%
May 2016	786	774	+1.6%
June 2016	739	761	-2.9%
July 2016	639	708	-9.7%
August 2016	647	638	+1.4%
September 2016	561	627	-10.5%
12-Month Avg	580	608	-4.6%

Historical New Listings by Month

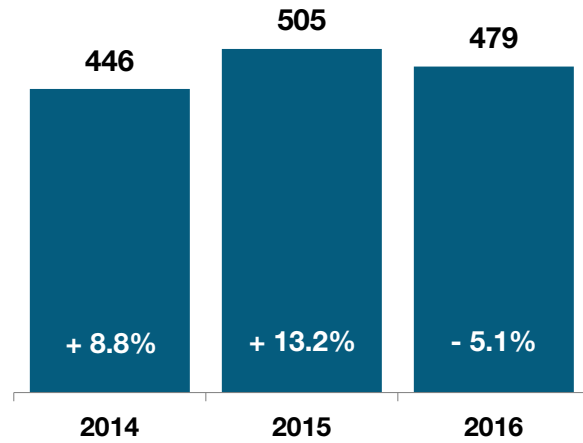


Pending Sales

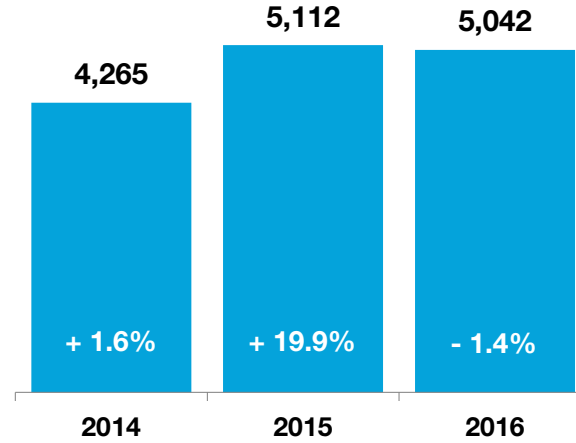
A count of the properties on which offers have been accepted in a given month.



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Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
October 2015	487	441	+10.4%
November 2015	362	309	+17.2%
December 2015	292	272	+7.4%
January 2016	313	362	-13.5%
February 2016	446	440	+1.4%
March 2016	652	629	+3.7%
April 2016	700	773	-9.4%
May 2016	676	684	-1.2%
June 2016	612	595	+2.9%
July 2016	572	592	-3.4%
August 2016	592	532	+11.3%
September 2016	479	505	-5.1%
12-Month Avg	515	511	+0.8%

Historical Pending Sales by Month

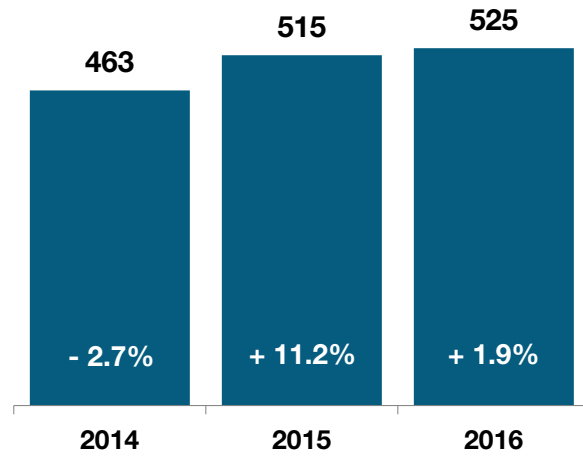


Closed Sales

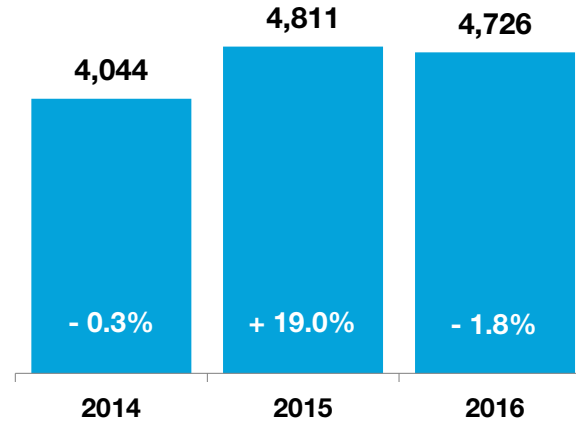
A count of the actual sales that closed in a given month.



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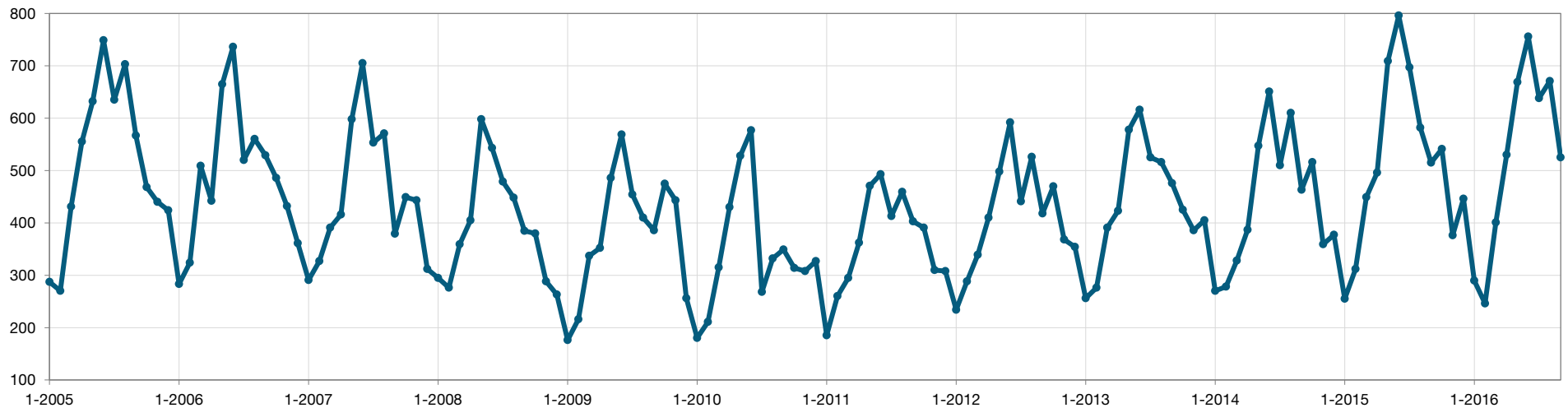


Year to Date



Closed Sales	Prior Year	Percent Change
October 2015	541	516 +4.8%
November 2015	376	359 +4.7%
December 2015	446	377 +18.3%
January 2016	290	255 +13.7%
February 2016	246	312 -21.2%
March 2016	401	449 -10.7%
April 2016	530	496 +6.9%
May 2016	669	709 -5.6%
June 2016	756	796 -5.0%
July 2016	638	697 -8.5%
August 2016	671	582 +15.3%
September 2016	525	515 +1.9%
12-Month Avg	507	505 +0.4%

Historical Closed Sales by Month

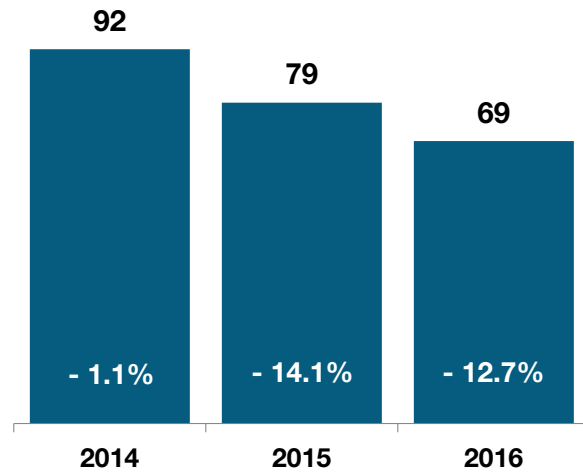


Days on Market Until Sale

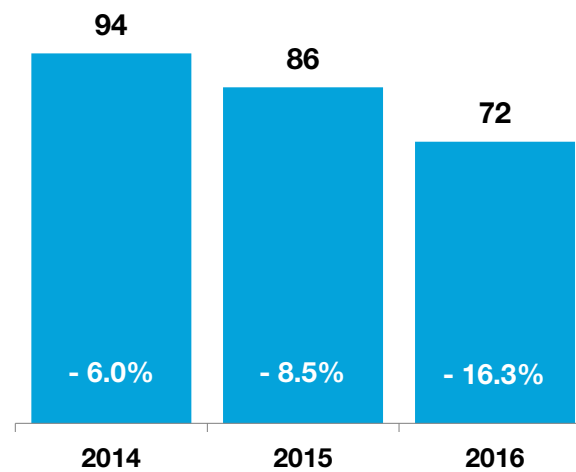
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

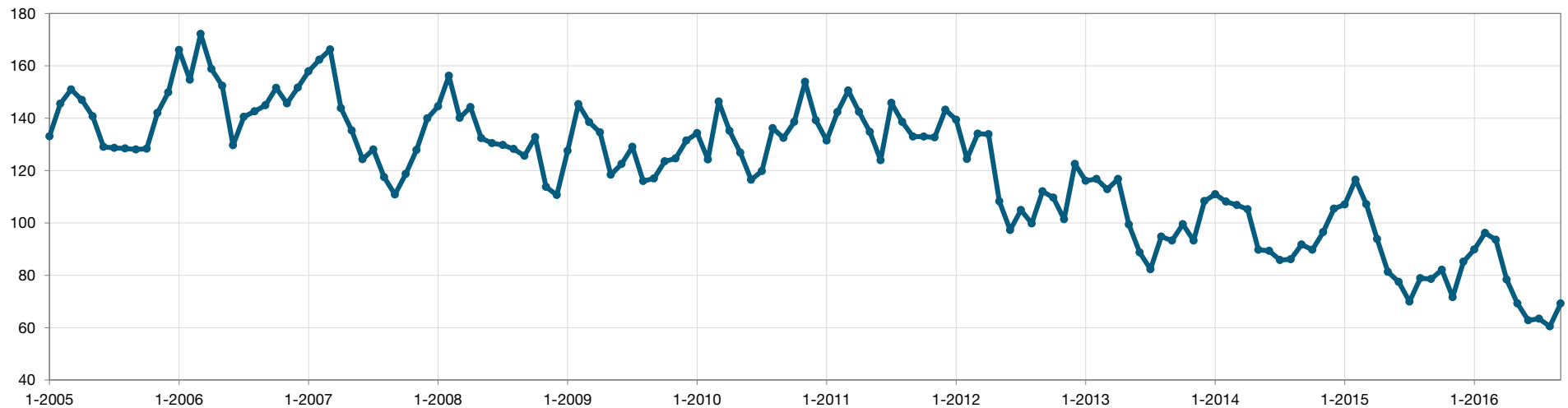


Year to Date



Days on Market	Prior Year	Percent Change	
October 2015	82	90	-8.9%
November 2015	72	96	-25.0%
December 2015	85	105	-19.0%
January 2016	90	107	-15.9%
February 2016	96	117	-17.9%
March 2016	94	107	-12.1%
April 2016	78	94	-17.0%
May 2016	69	81	-14.8%
June 2016	63	77	-18.2%
July 2016	63	70	-10.0%
August 2016	60	79	-24.1%
September 2016	69	79	-12.7%
12-Month Avg	77	92	-16.3%

Historical Days on Market Until Sale by Month

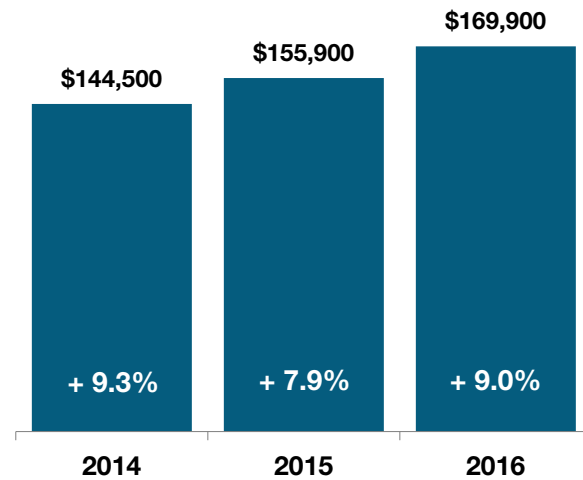


Median Sales Price

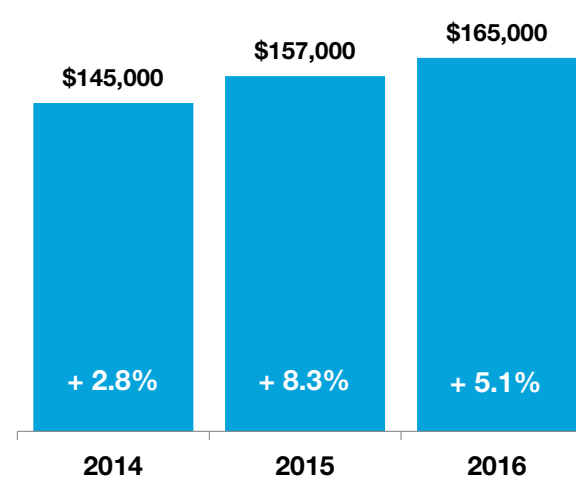
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2015	\$150,000	\$145,000	+3.4%
November 2015	\$153,900	\$134,900	+14.1%
December 2015	\$144,900	\$135,000	+7.3%
January 2016	\$136,600	\$138,457	-1.3%
February 2016	\$141,000	\$138,550	+1.8%
March 2016	\$149,950	\$145,000	+3.4%
April 2016	\$165,250	\$161,700	+2.2%
May 2016	\$165,000	\$158,500	+4.1%
June 2016	\$178,250	\$166,900	+6.8%
July 2016	\$172,500	\$159,900	+7.9%
August 2016	\$167,000	\$160,000	+4.4%
September 2016	\$169,900	\$155,900	+9.0%
12-Month Avg	\$157,854	\$149,984	+5.2%

Historical Median Sales Price by Month

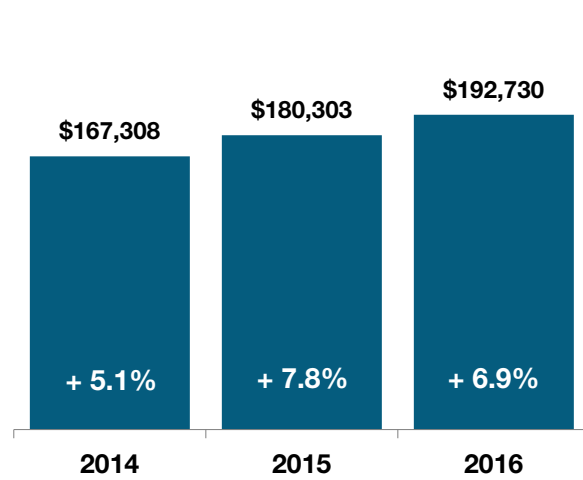


Average Sales Price

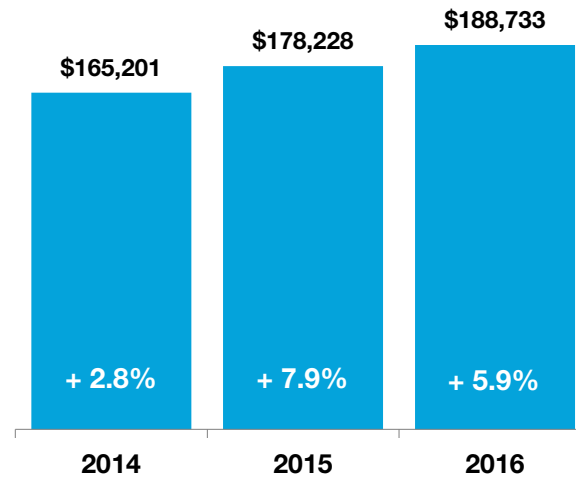
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2015	\$173,620	\$167,757	+3.5%
November 2015	\$171,892	\$159,014	+8.1%
December 2015	\$173,908	\$156,947	+10.8%
January 2016	\$167,303	\$163,491	+2.3%
February 2016	\$168,018	\$158,585	+5.9%
March 2016	\$170,631	\$165,322	+3.2%
April 2016	\$186,231	\$181,055	+2.9%
May 2016	\$191,581	\$177,722	+7.8%
June 2016	\$200,907	\$189,584	+6.0%
July 2016	\$191,638	\$183,811	+4.3%
August 2016	\$195,883	\$179,301	+9.2%
September 2016	\$192,730	\$180,303	+6.9%
12-Month Avg	\$182,028	\$171,908	+5.9%

Historical Average Sales Price by Month

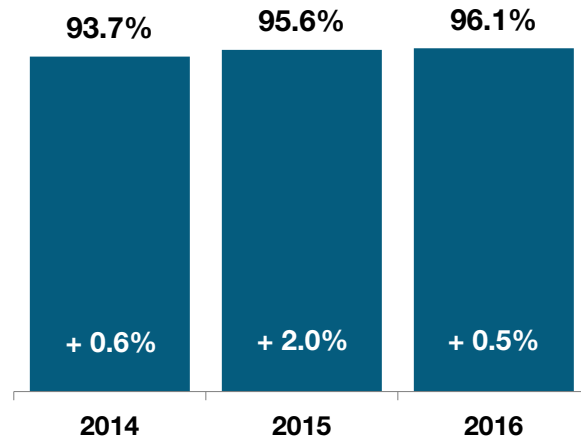


Percent of Original List Price Received

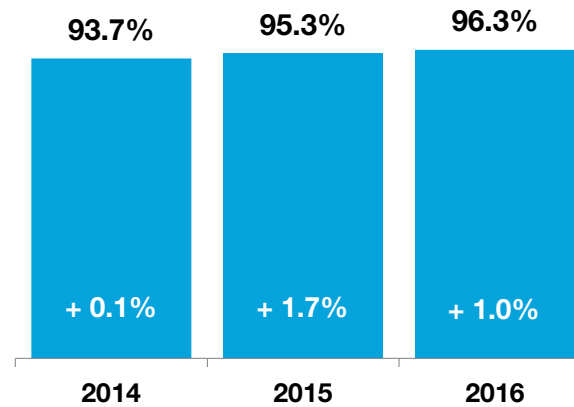
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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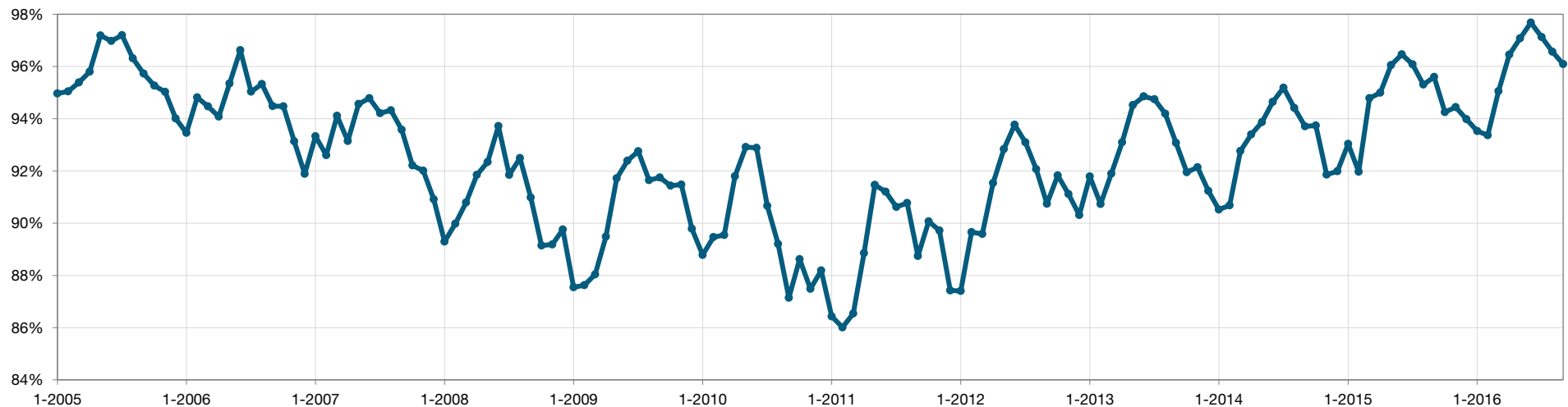


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2015	94.2%	93.7%	+0.5%
November 2015	94.4%	91.9%	+2.7%
December 2015	94.0%	92.0%	+2.2%
January 2016	93.5%	93.0%	+0.5%
February 2016	93.4%	92.0%	+1.5%
March 2016	95.1%	94.8%	+0.3%
April 2016	96.5%	95.0%	+1.6%
May 2016	97.1%	96.1%	+1.0%
June 2016	97.7%	96.5%	+1.2%
July 2016	97.1%	96.1%	+1.0%
August 2016	96.6%	95.3%	+1.4%
September 2016	96.1%	95.6%	+0.5%
12-Month Avg	95.5%	94.3%	+1.3%

Historical Percent of Original List Price Received by Month

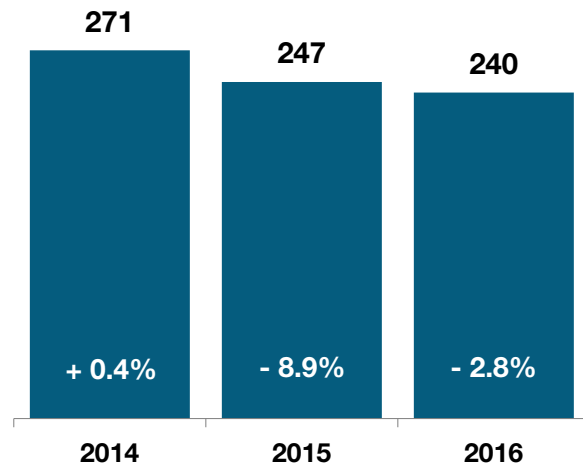


Housing Affordability Index

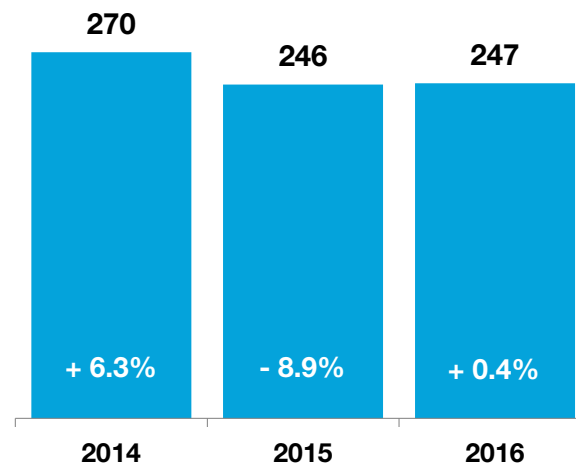
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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Year to Date



	Affordability Index	Prior Year	Percent Change
October 2015	257	274	-6.2%
November 2015	249	295	-15.6%
December 2015	265	298	-11.1%
January 2016	285	282	+1.1%
February 2016	286	282	+1.4%
March 2016	267	267	0.0%
April 2016	243	241	+0.8%
May 2016	243	247	-1.6%
June 2016	229	230	-0.4%
July 2016	236	237	-0.4%
August 2016	244	238	+2.5%
September 2016	240	247	-2.8%
12-Month Avg	254	262	-3.1%

Historical Housing Affordability Index by Month

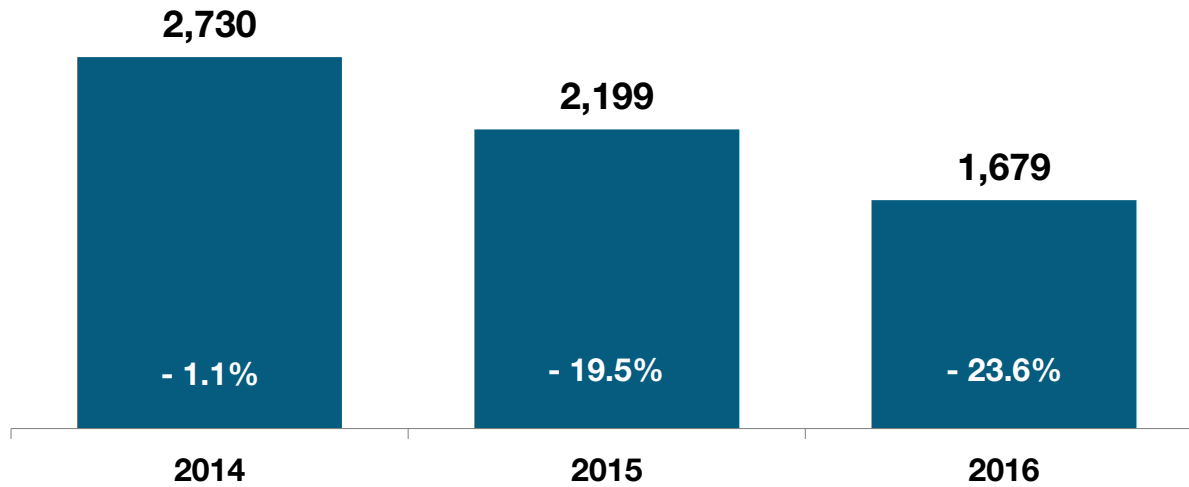


Inventory of Homes for Sale

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

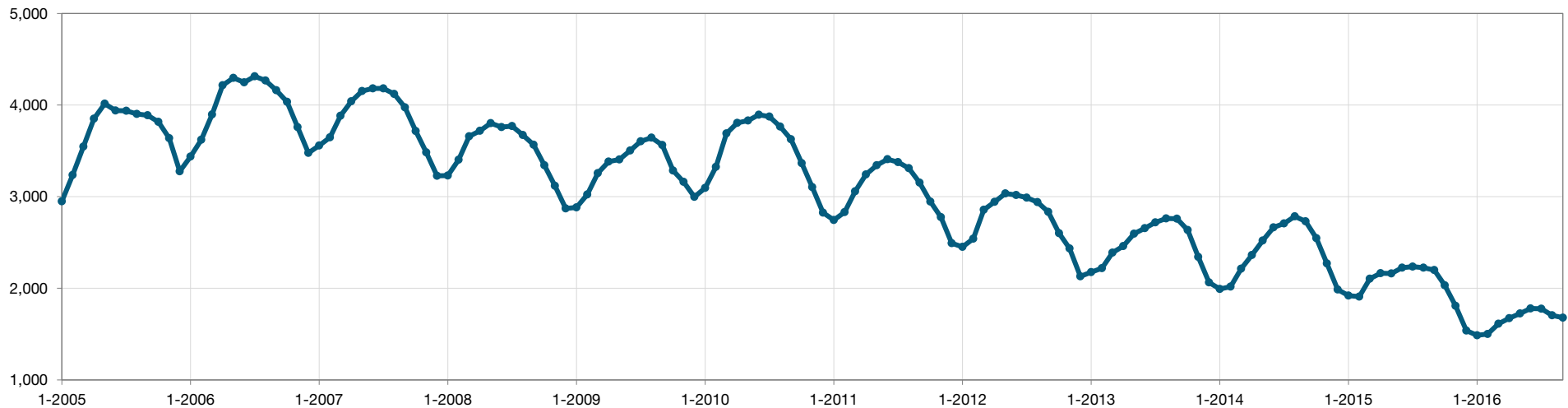


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Homes for Sale		Prior Year	Percent Change
October 2015	2,033	2,547	-20.2%
November 2015	1,808	2,272	-20.4%
December 2015	1,539	1,987	-22.5%
January 2016	1,487	1,921	-22.6%
February 2016	1,502	1,909	-21.3%
March 2016	1,612	2,103	-23.3%
April 2016	1,673	2,165	-22.7%
May 2016	1,725	2,162	-20.2%
June 2016	1,780	2,226	-20.0%
July 2016	1,778	2,237	-20.5%
August 2016	1,705	2,225	-23.4%
September 2016	1,679	2,199	-23.6%
12-Month Avg	1,693	2,163	-21.7%

Historical Inventory of Homes for Sale by Month

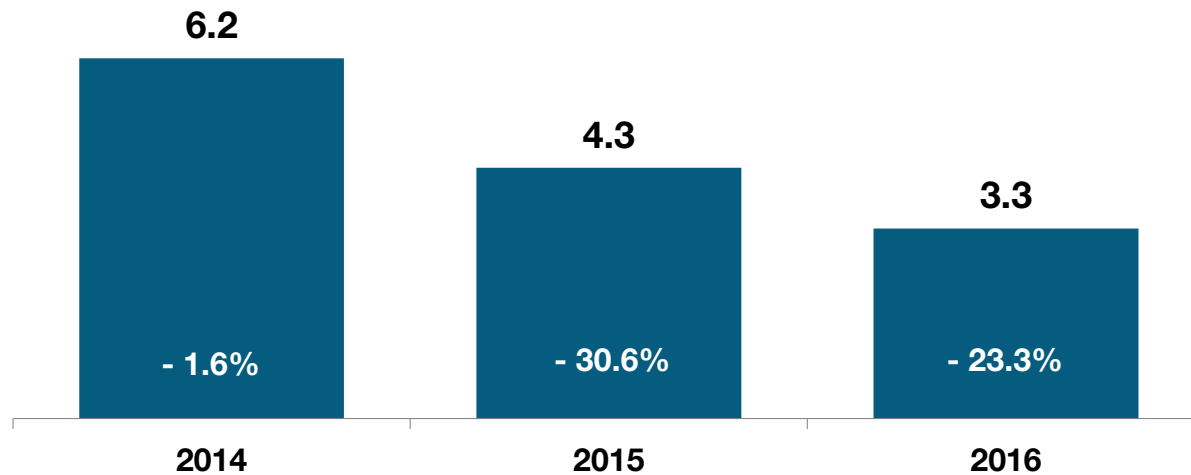


Months Supply of Inventory

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.

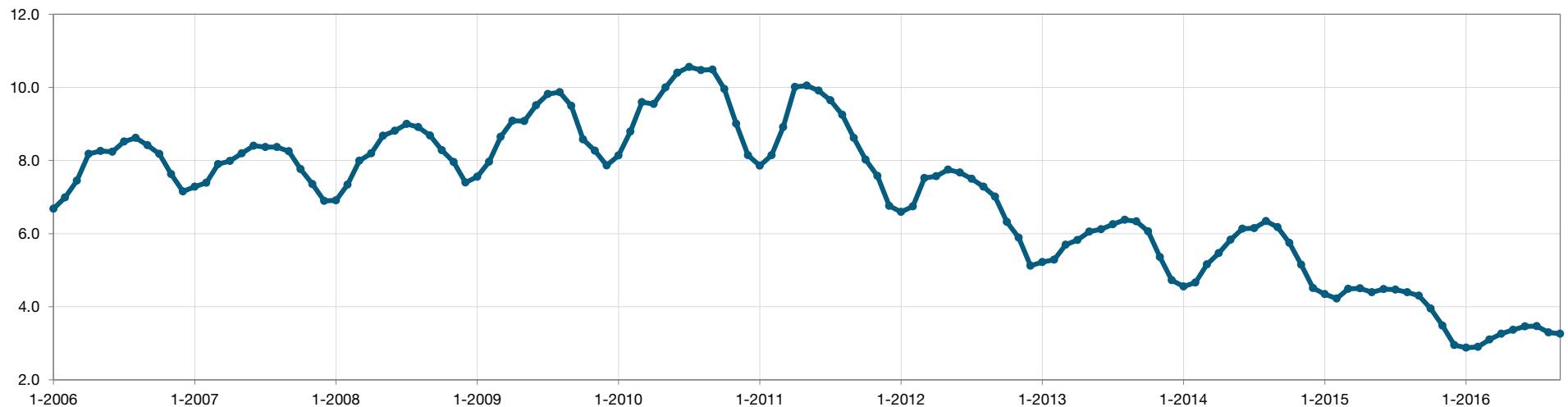


September



Months Supply	Prior Year	Percent Change	
October 2015	3.9	5.7	-31.6%
November 2015	3.5	5.2	-32.7%
December 2015	3.0	4.5	-33.3%
January 2016	2.9	4.3	-32.6%
February 2016	2.9	4.2	-31.0%
March 2016	3.1	4.5	-31.1%
April 2016	3.3	4.5	-26.7%
May 2016	3.4	4.4	-22.7%
June 2016	3.5	4.5	-22.2%
July 2016	3.5	4.5	-22.2%
August 2016	3.3	4.4	-25.0%
September 2016	3.3	4.3	-23.3%
12-Month Avg	3.3	4.6	-28.3%

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 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	9-2015	9-2016	+ / -	9-2015	9-2016	+ / -
Albert Lea	308	307	-0.3%	203	237	+16.7%	\$90,000	\$87,900	-2.3%	165	117	-29.1%	7.6	4.6	-39.5%
Austin	464	445	-4.1%	353	324	-8.2%	\$95,000	\$94,950	-0.1%	166	141	-15.1%	4.2	3.9	-7.1%
Blooming Prairie	45	38	-15.6%	28	41	+46.4%	\$98,500	\$118,000	+19.8%	23	10	-56.5%	6.0	2.4	-60.0%
Byron	128	150	+17.2%	100	115	+15.0%	\$183,500	\$228,000	+24.3%	39	45	+15.4%	3.5	3.8	+8.6%
Caledonia	38	27	-28.9%	23	27	+17.4%	\$125,000	\$119,900	-4.1%	28	13	-53.6%	9.9	4.3	-56.6%
Chatfield	52	50	-3.8%	36	45	+25.0%	\$139,900	\$143,000	+2.2%	17	13	-23.5%	4.4	2.7	-38.6%
Dodge Center	72	60	-16.7%	54	39	-27.8%	\$142,450	\$124,000	-13.0%	26	19	-26.9%	4.4	3.9	-11.4%
Grand Meadow	19	19	0.0%	20	19	-5.0%	\$108,000	\$110,500	+2.3%	10	8	-20.0%	4.4	3.7	-15.9%
Hayfield	37	37	0.0%	21	31	+47.6%	\$114,900	\$118,000	+2.7%	18	8	-55.6%	7.2	2.1	-70.8%
Kasson	120	101	-15.8%	106	107	+0.9%	\$166,425	\$184,900	+11.1%	36	15	-58.3%	3.4	1.3	-61.8%
La Crescent	44	47	+6.8%	20	40	+100.0%	\$172,750	\$190,450	+10.2%	26	22	-15.4%	11.1	5.2	-53.2%
Lake City	129	128	-0.8%	71	79	+11.3%	\$168,000	\$162,000	-3.6%	80	68	-15.0%	10.0	6.7	-33.0%
Oronoco	57	37	-35.1%	40	33	-17.5%	\$300,316	\$374,500	+24.7%	23	8	-65.2%	6.0	2.2	-63.3%
Owatonna	404	400	-1.0%	301	317	+5.3%	\$149,900	\$152,500	+1.7%	143	111	-22.4%	4.4	3.1	-29.5%
Preston	26	22	-15.4%	19	19	0.0%	\$100,000	\$95,500	-4.5%	15	8	-46.7%	6.3	3.8	-39.7%
Pine Island	80	69	-13.8%	72	55	-23.6%	\$188,500	\$209,000	+10.9%	21	18	-14.3%	2.9	2.9	0.0%
Plainview	58	51	-12.1%	43	43	0.0%	\$139,000	\$147,400	+6.0%	13	11	-15.4%	2.5	2.6	+4.0%
Rochester	2,257	2,147	-4.9%	2,019	1,832	-9.3%	\$181,000	\$195,950	+8.3%	458	394	-14.0%	2.2	2.0	-9.1%
Spring Valley	37	48	+29.7%	35	43	+22.9%	\$105,000	\$120,000	+14.3%	24	10	-58.3%	6.0	2.1	-65.0%
St. Charles	70	57	-18.6%	44	49	+11.4%	\$150,900	\$174,000	+15.3%	30	16	-46.7%	5.7	2.7	-52.6%
Stewartville	93	89	-4.3%	74	73	-1.4%	\$159,950	\$169,000	+5.7%	25	18	-28.0%	3.2	2.0	-37.5%
Wabasha	59	72	+22.0%	34	36	+5.9%	\$166,350	\$153,000	-8.0%	43	46	+7.0%	9.7	10.8	+11.3%
Waseca	31	50	+61.3%	22	35	+59.1%	\$94,500	\$117,000	+23.8%	15	15	0.0%	5.8	3.8	-34.5%
Winona	432	355	-17.8%	299	278	-7.0%	\$144,000	\$139,900	-2.8%	180	131	-27.2%	5.5	4.2	-23.6%
Zumbrota	95	56	-41.1%	65	57	-12.3%	\$169,000	\$195,000	+15.4%	38	22	-42.1%	5.9	3.8	-35.6%