

Monthly Indicators



December 2016

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

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

New Listings in Southeast Minnesota increased 13.5 percent to 260. Pending Sales were up 15.4 percent to 338. Inventory levels shrank 27.7 percent to 1,114 units.

Prices continued to gain traction. The Median Sales Price increased 10.4 percent to \$159,900. Days on Market was down 7.1 percent to 79 days. Sellers were encouraged as Months Supply of Inventory was down 30.0 percent to 2.1 months.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent people prepared to put in the necessary amount of work.

Activity Snapshot

+ 5.2% **+ 10.4%** **- 27.7%**

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.



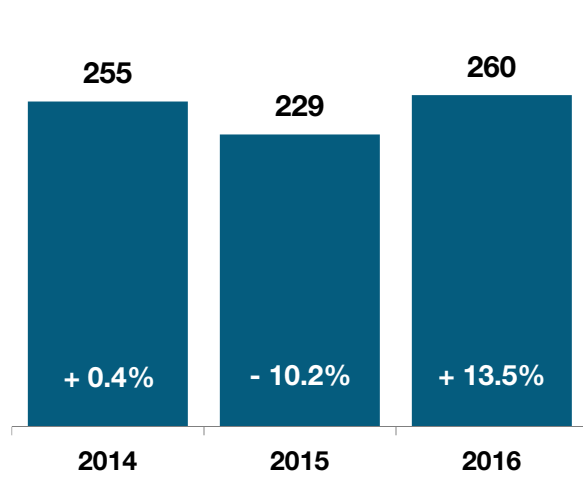
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		229	260	+ 13.5%	7,329	6,983	- 4.7%
Pending Sales		293	338	+ 15.4%	6,253	6,268	+ 0.2%
Closed Sales		446	469	+ 5.2%	6,174	6,242	+ 1.1%
Days on Market		85	79	- 7.1%	85	74	- 12.9%
Median Sales Price		\$144,900	\$159,900	+ 10.4%	\$155,000	\$165,000	+ 6.5%
Avg. Sales Price		\$173,908	\$186,231	+ 7.1%	\$177,125	\$188,623	+ 6.5%
Pct. of Orig. Price Received		94.0%	94.4%	+ 0.4%	95.1%	96.0%	+ 0.9%
Affordability Index		265	237	- 10.6%	247	229	- 7.3%
Homes for Sale		1,540	1,114	- 27.7%	--	--	--
Months Supply		3.0	2.1	- 30.0%	--	--	--

New Listings

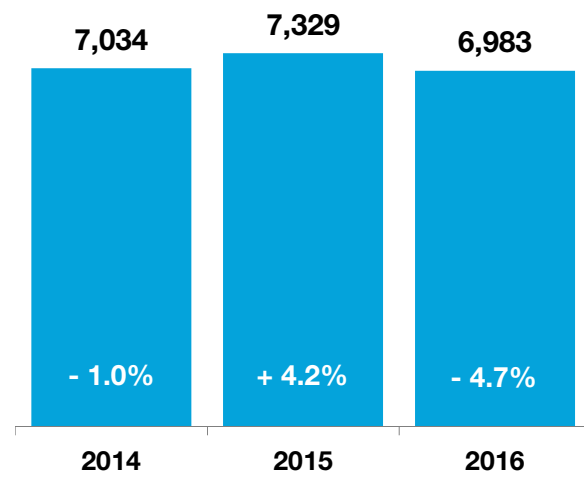
A count of the properties that have been newly listed on the market in a given month.



December

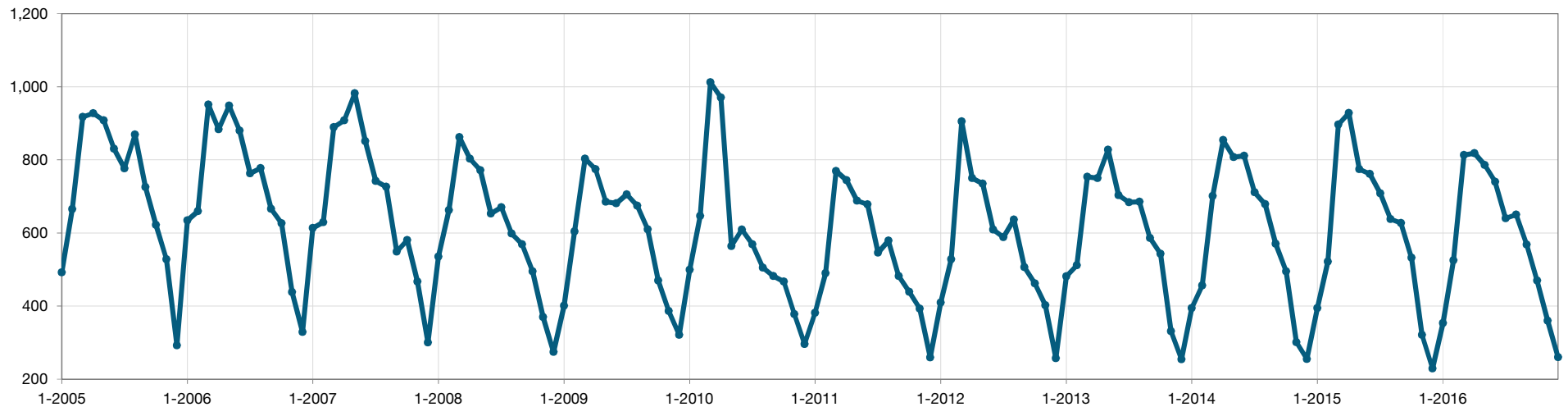


Year to Date



New Listings		Prior Year	Percent Change
January 2016	353	394	-10.4%
February 2016	525	521	+0.8%
March 2016	813	896	-9.3%
April 2016	818	928	-11.9%
May 2016	786	774	+1.6%
June 2016	740	761	-2.8%
July 2016	640	708	-9.6%
August 2016	650	638	+1.9%
September 2016	568	627	-9.4%
October 2016	470	532	-11.7%
November 2016	360	321	+12.1%
December 2016	260	229	+13.5%
12-Month Avg	582	611	-4.7%

Historical New Listings by Month

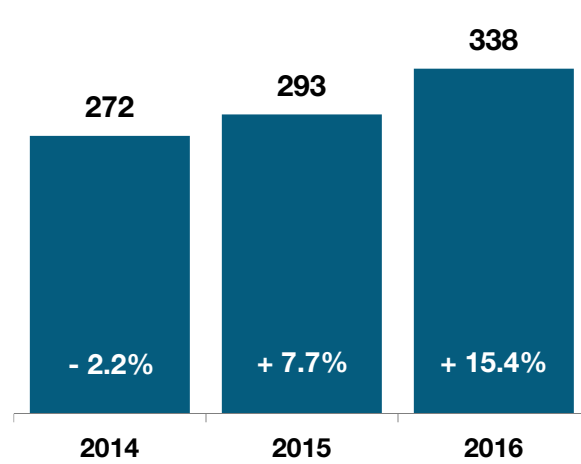


Pending Sales

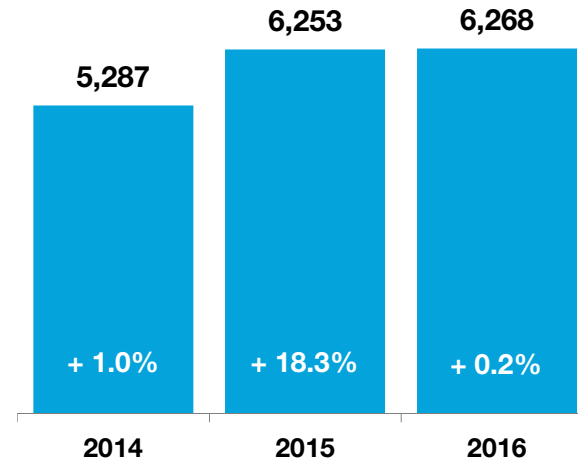
A count of the properties on which offers have been accepted in a given month.



December



Year to Date



Pending Sales	Prior Year	Percent Change	
January 2016	316	362	-12.7%
February 2016	443	440	+0.7%
March 2016	653	629	+3.8%
April 2016	700	773	-9.4%
May 2016	675	684	-1.3%
June 2016	609	595	+2.4%
July 2016	570	592	-3.7%
August 2016	589	532	+10.7%
September 2016	472	505	-6.5%
October 2016	497	486	+2.3%
November 2016	406	362	+12.2%
December 2016	338	293	+15.4%
12-Month Avg	522	521	+0.2%

Historical Pending Sales by Month

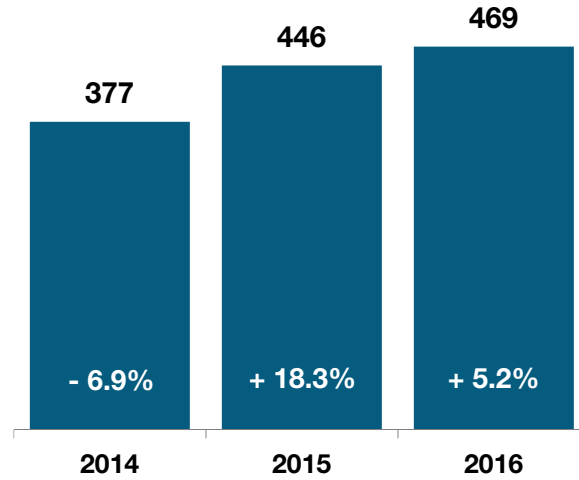


Closed Sales

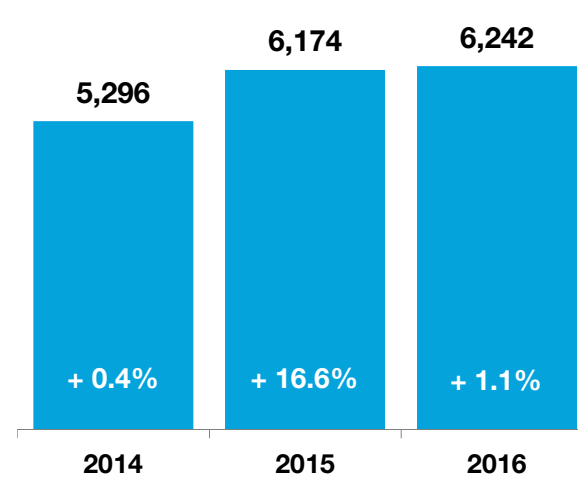
A count of the actual sales that closed in a given month.



December

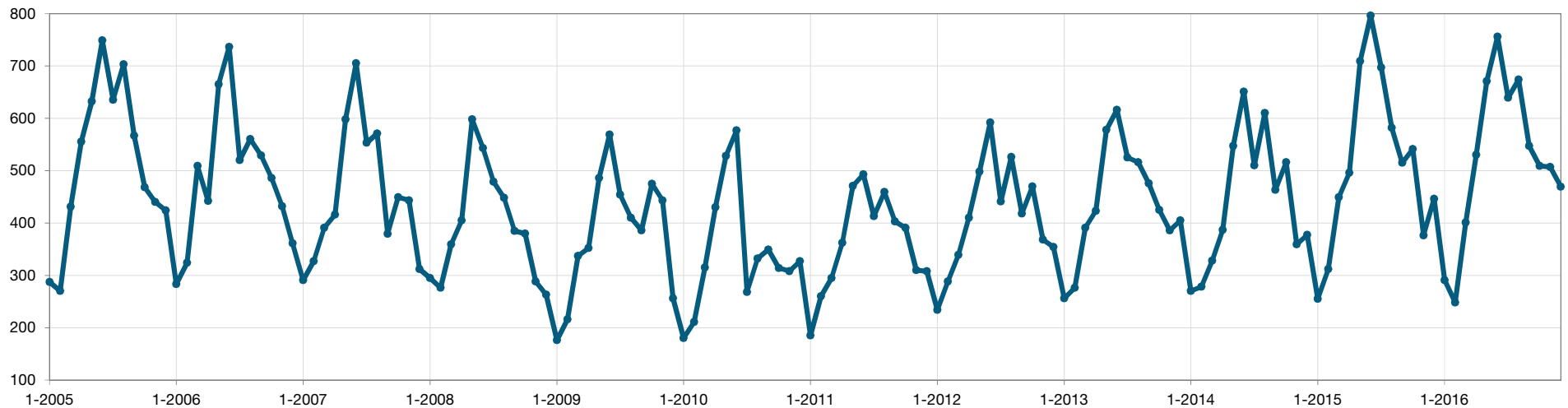


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2016	291	255	+14.1%
February 2016	248	312	-20.5%
March 2016	401	449	-10.7%
April 2016	530	496	+6.9%
May 2016	671	709	-5.4%
June 2016	756	796	-5.0%
July 2016	639	697	-8.3%
August 2016	674	582	+15.8%
September 2016	547	515	+6.2%
October 2016	509	541	-5.9%
November 2016	507	376	+34.8%
December 2016	469	446	+5.2%
12-Month Avg	520	515	+1.0%

Historical Closed Sales by Month

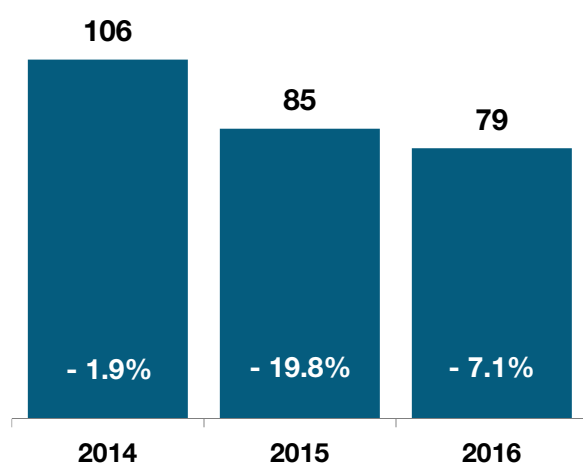


Days on Market Until Sale

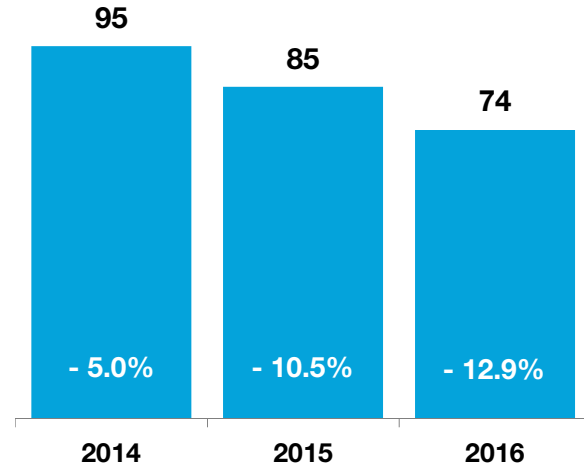
Average number of days between when a property is listed and when an offer is accepted in a given month.



December



Year to Date



Days on Market	Prior Year	Percent Change
January 2016	107	-15.9%
February 2016	117	-17.9%
March 2016	107	-13.1%
April 2016	94	-17.0%
May 2016	81	-14.8%
June 2016	78	-19.2%
July 2016	70	-10.0%
August 2016	79	-22.8%
September 2016	79	-12.7%
October 2016	82	-11.0%
November 2016	72	+16.7%
December 2016	85	-7.1%
12-Month Avg	77	-11.5%

Historical Days on Market Until Sale by Month

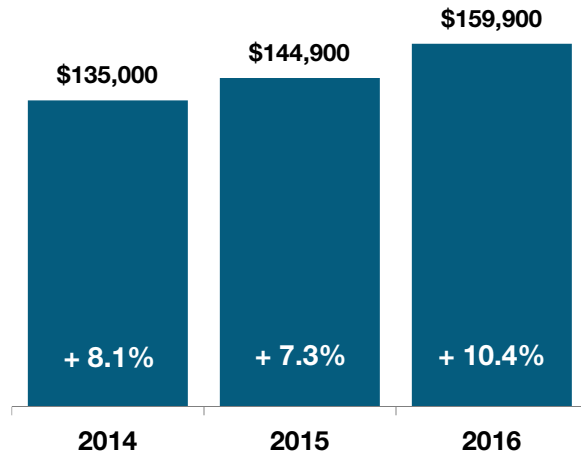


Median Sales Price

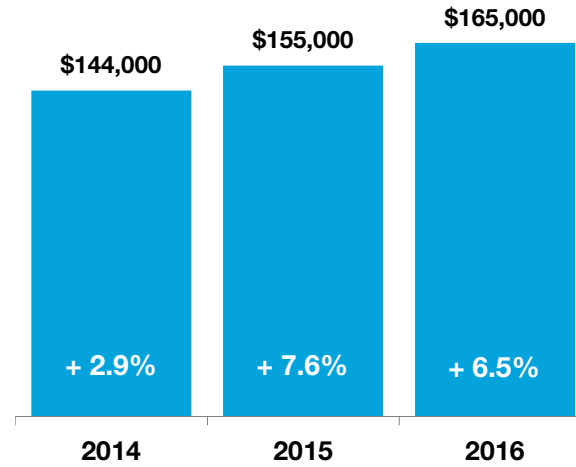
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2016	\$136,750	\$138,457	-1.2%
February 2016	\$142,500	\$138,550	+2.9%
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	\$178,000	\$166,900	+6.7%
July 2016	\$172,250	\$159,900	+7.7%
August 2016	\$167,200	\$160,000	+4.5%
September 2016	\$169,000	\$155,900	+8.4%
October 2016	\$159,950	\$150,000	+6.6%
November 2016	\$171,229	\$153,900	+11.3%
December 2016	\$159,900	\$144,900	+10.4%
12-Month Avg	\$161,415	\$152,809	+5.6%

Historical Median Sales Price by Month

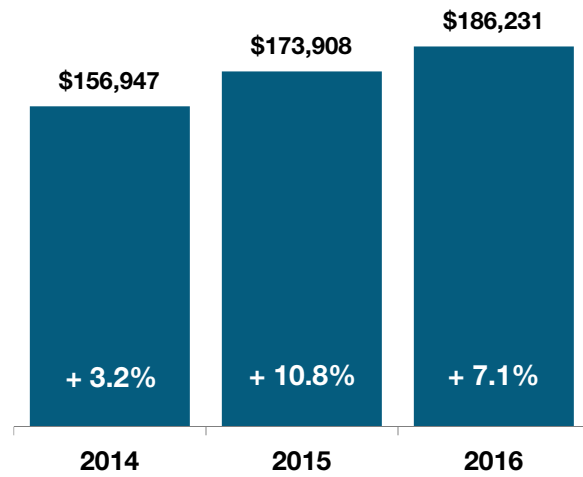


Average Sales Price

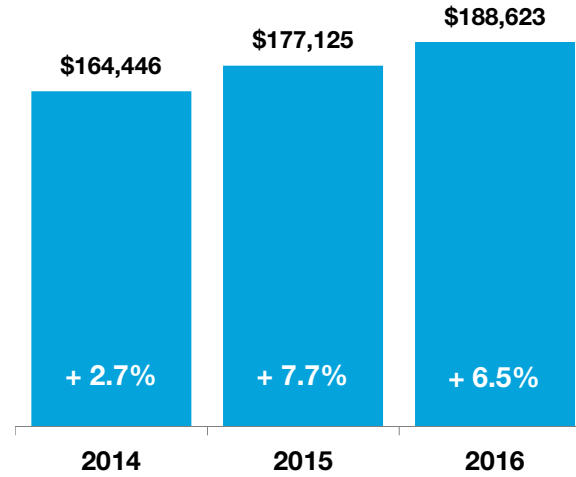
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

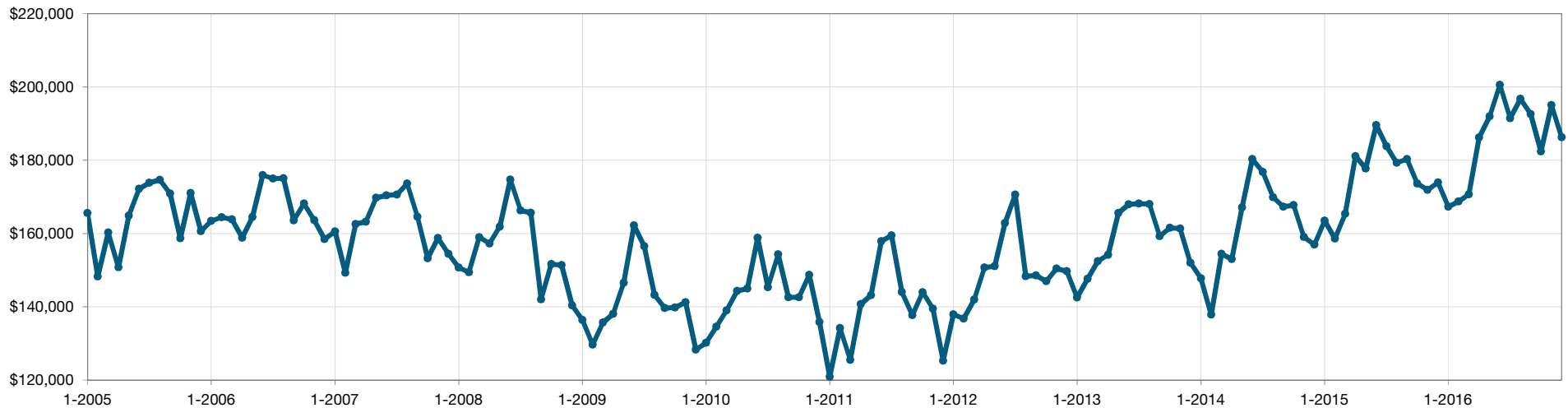


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2016	\$167,260	\$163,491	+2.3%
February 2016	\$168,721	\$158,585	+6.4%
March 2016	\$170,631	\$165,322	+3.2%
April 2016	\$186,214	\$181,055	+2.8%
May 2016	\$191,942	\$177,722	+8.0%
June 2016	\$200,576	\$189,584	+5.8%
July 2016	\$191,434	\$183,811	+4.1%
August 2016	\$196,740	\$179,301	+9.7%
September 2016	\$192,572	\$180,303	+6.8%
October 2016	\$182,341	\$173,620	+5.0%
November 2016	\$194,996	\$171,892	+13.4%
December 2016	\$186,231	\$173,908	+7.1%
12-Month Avg	\$185,805	\$174,883	+6.2%

Historical Average Sales Price by Month

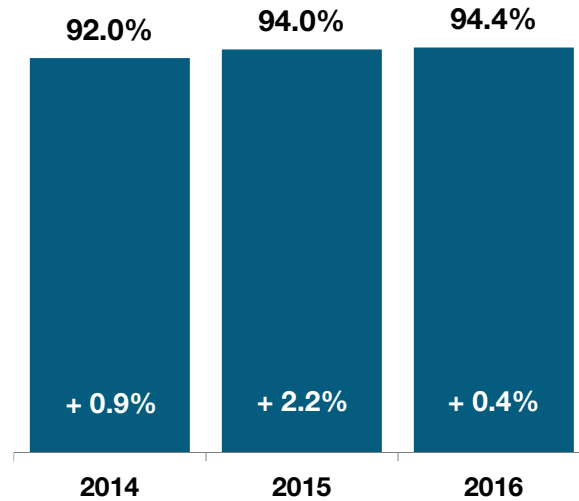


Percent of Original List Price Received

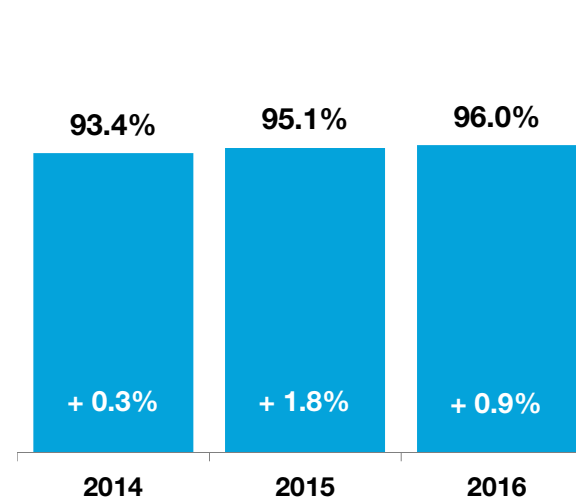
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

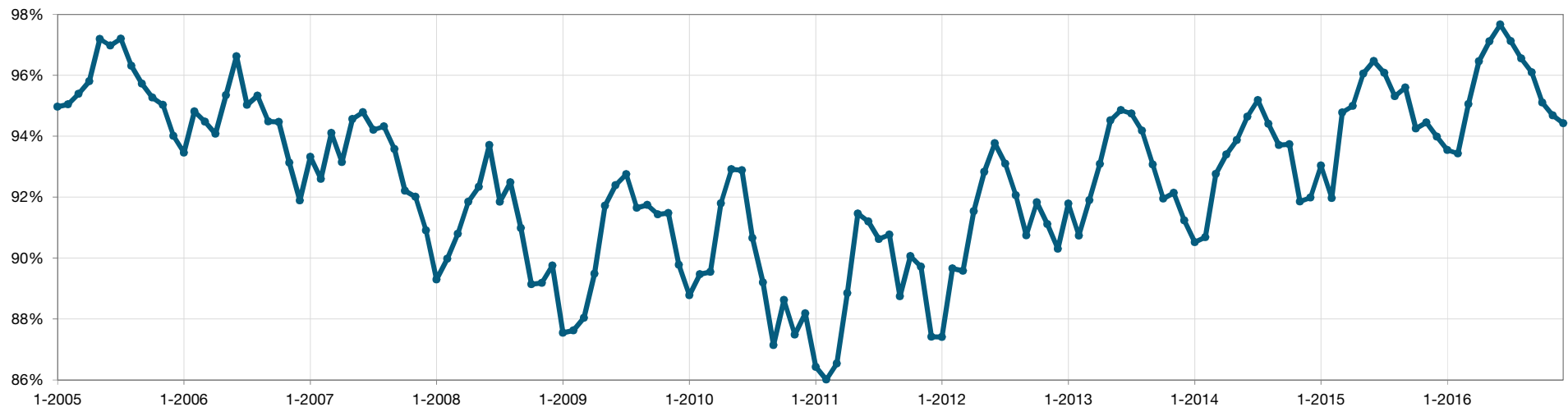


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2016	95.1%	94.2%	+1.0%
November 2016	94.7%	94.4%	+0.3%
December 2016	94.4%	94.0%	+0.4%
12-Month Avg	95.6%	94.7%	+1.0%

Historical Percent of Original List Price Received by Month

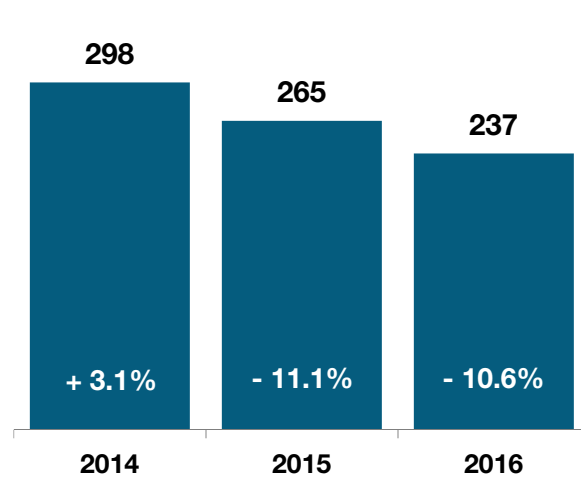


Housing Affordability Index

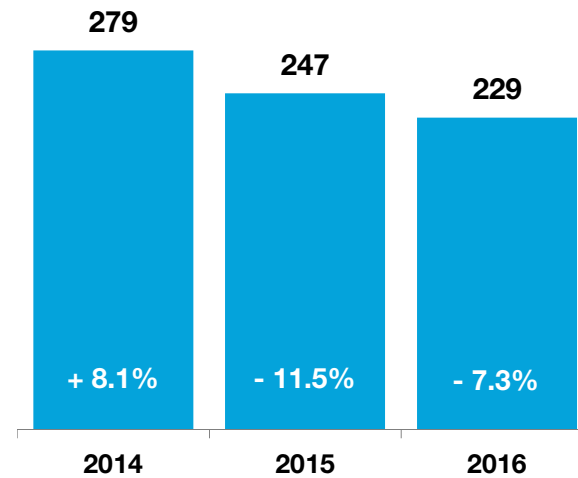
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

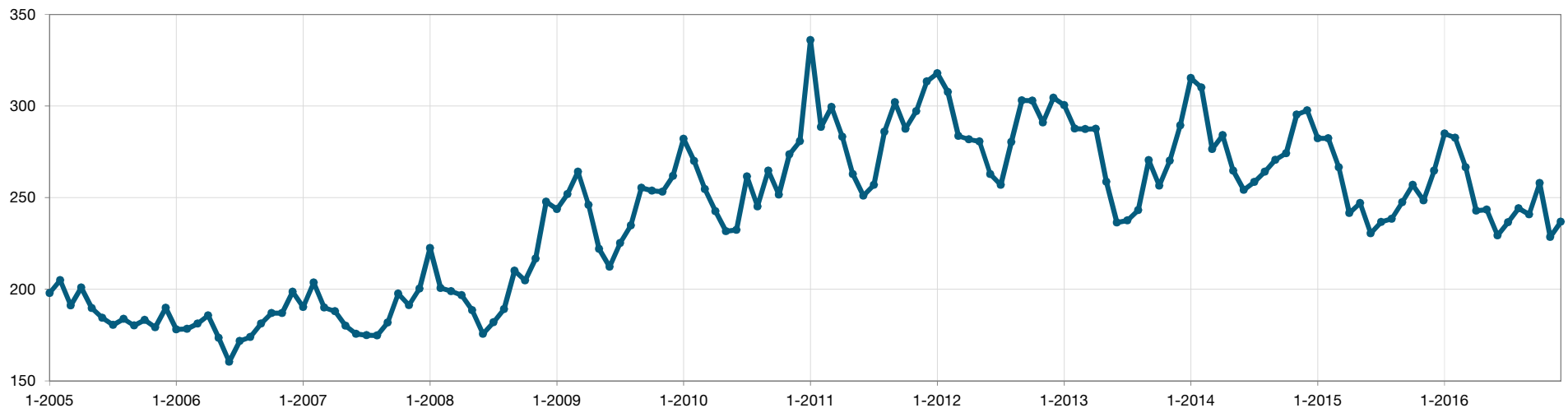


Year to Date



Affordability Index		Prior Year	Percent Change
January 2016	285	282	+1.1%
February 2016	283	282	+0.4%
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	237	237	0.0%
August 2016	244	238	+2.5%
September 2016	241	247	-2.4%
October 2016	258	257	+0.4%
November 2016	228	249	-8.4%
December 2016	237	265	-10.6%
12-Month Avg	250	254	-1.6%

Historical Housing Affordability Index by Month

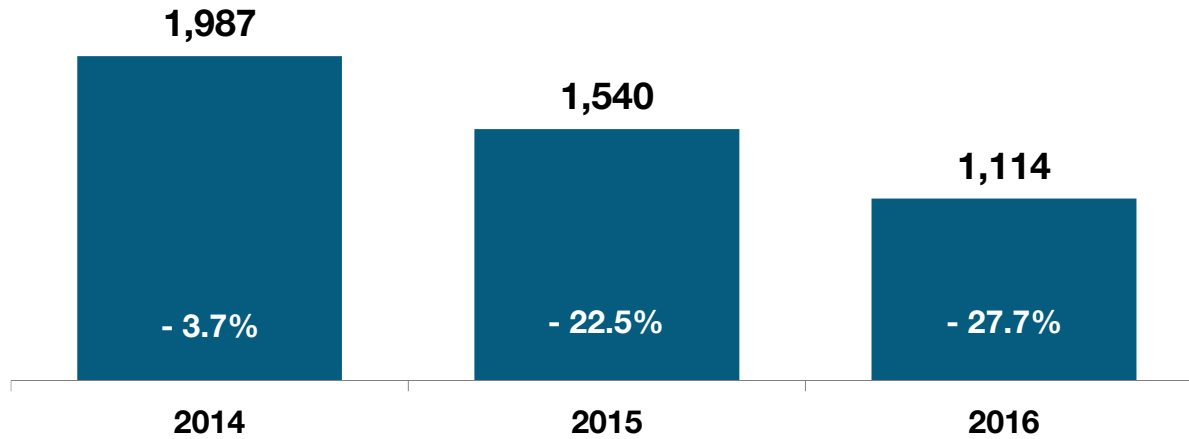


Inventory of Homes for Sale

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

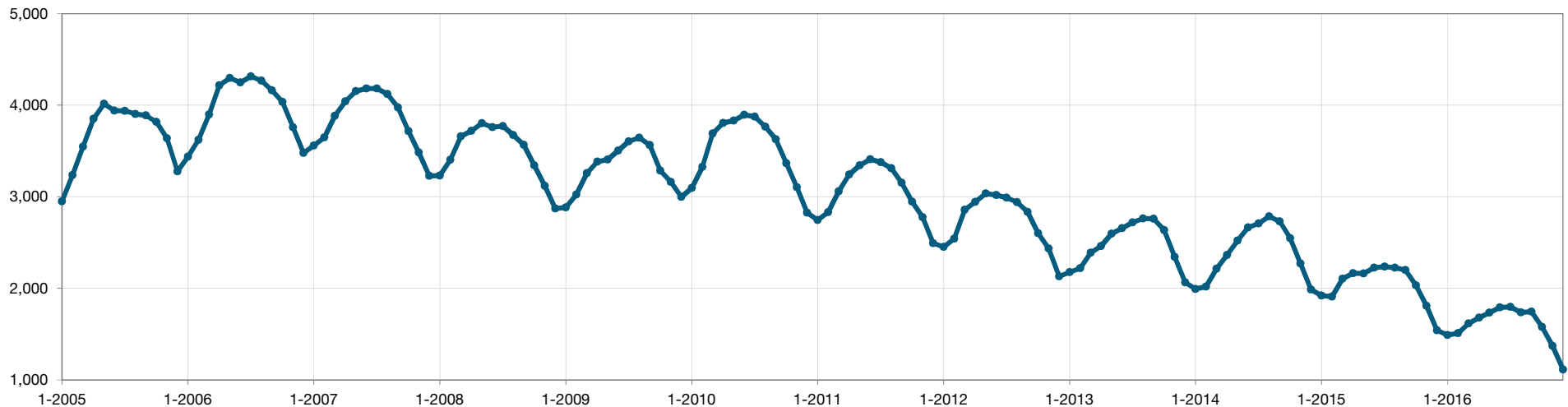


December



Homes for Sale	Prior Year	Percent Change
January 2016	1,489	1,921 -22.5%
February 2016	1,509	1,909 -21.0%
March 2016	1,617	2,103 -23.1%
April 2016	1,678	2,165 -22.5%
May 2016	1,733	2,162 -19.8%
June 2016	1,792	2,226 -19.5%
July 2016	1,797	2,237 -19.7%
August 2016	1,738	2,225 -21.9%
September 2016	1,745	2,199 -20.6%
October 2016	1,580	2,034 -22.3%
November 2016	1,371	1,809 -24.2%
December 2016	1,114	1,540 -27.7%
12-Month Avg	1,597	2,044 -21.9%

Historical Inventory of Homes for Sale by Month

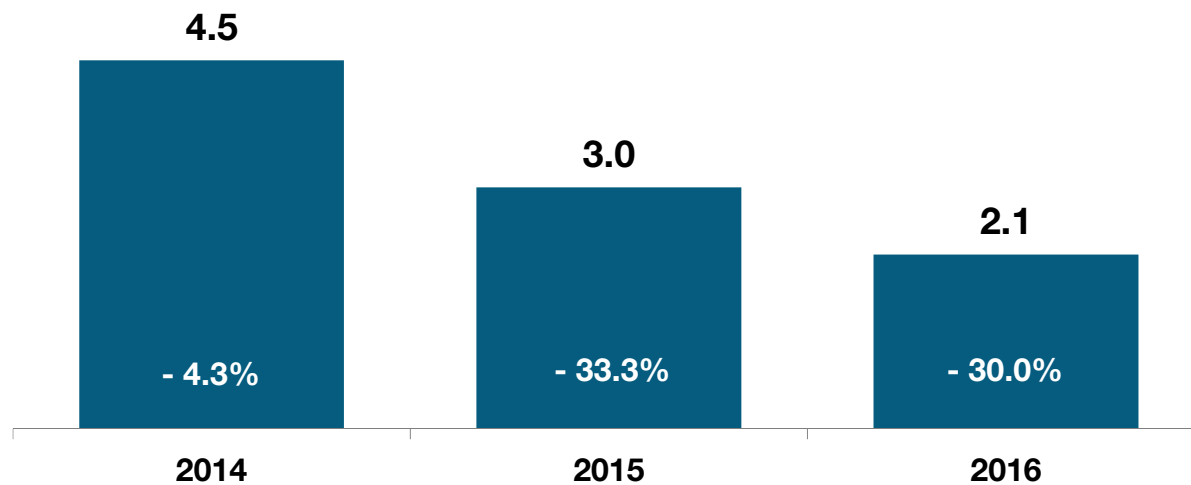


Months Supply of Inventory

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.

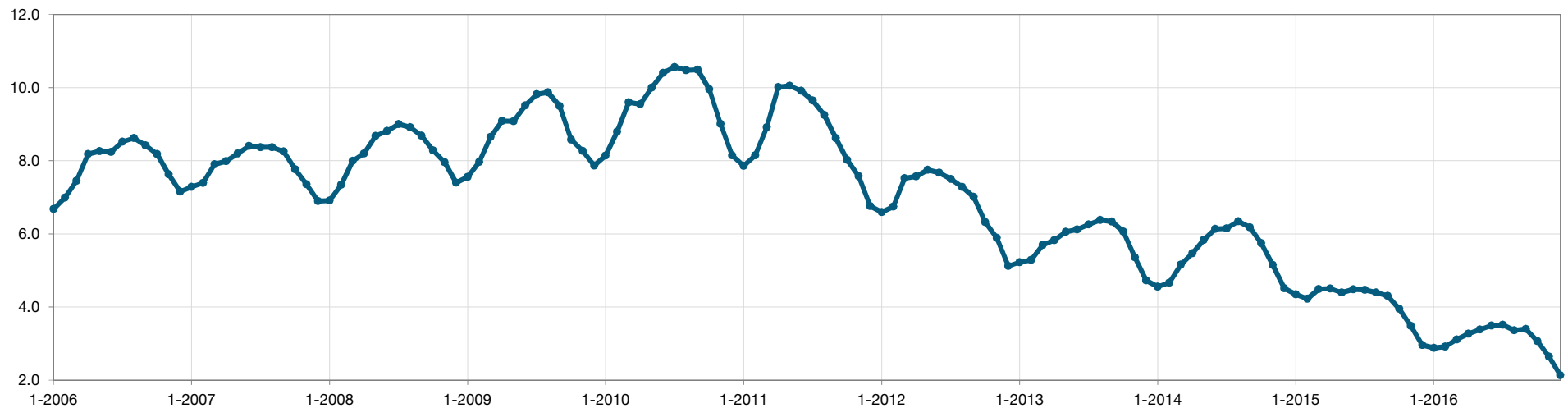


December



Months Supply		Prior Year	Percent Change
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	3.4	4.4	-22.7%
September 2016	3.4	4.3	-20.9%
October 2016	3.1	4.0	-22.5%
November 2016	2.6	3.5	-25.7%
December 2016	2.1	3.0	-30.0%
12-Month Avg	3.1	4.2	-26.2%

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	+ / -	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -
Albert Lea	372	374	+0.5%	263	320	+21.7%	\$81,500	\$91,000	+11.7%	136	93	-31.6%	6.2	3.4	-45.2%
Austin	553	541	-2.2%	464	448	-3.4%	\$92,000	\$97,250	+5.7%	105	94	-10.5%	2.6	2.6	0.0%
Bloomington Prairie	49	46	-6.1%	41	52	+26.8%	\$110,000	\$119,000	+8.2%	14	4	-71.4%	3.7	1.0	-73.0%
Byron	149	166	+11.4%	131	147	+12.2%	\$191,000	\$228,000	+19.4%	27	19	-29.6%	2.4	1.5	-37.5%
Caledonia	47	38	-19.1%	30	38	+26.7%	\$128,950	\$116,900	-9.3%	21	13	-38.1%	8.6	4.3	-50.0%
Chatfield	69	62	-10.1%	43	60	+39.5%	\$139,900	\$146,500	+4.7%	14	12	-14.3%	3.6	2.6	-27.8%
Dodge Center	77	68	-11.7%	66	56	-15.2%	\$133,900	\$118,950	-11.2%	12	7	-41.7%	2.1	1.5	-28.6%
Grand Meadow	25	22	-12.0%	25	27	+8.0%	\$104,000	\$115,000	+10.6%	11	4	-63.6%	4.4	1.7	-61.4%
Hayfield	44	47	+6.8%	34	42	+23.5%	\$107,450	\$116,000	+8.0%	14	6	-57.1%	4.9	1.5	-69.4%
Kasson	145	128	-11.7%	134	135	+0.7%	\$168,200	\$184,900	+9.9%	24	9	-62.5%	2.1	0.8	-61.9%
La Crescent	59	58	-1.7%	33	47	+42.4%	\$181,000	\$192,500	+6.4%	22	20	-9.1%	7.5	5.6	-25.3%
Lake City	152	143	-5.9%	91	116	+27.5%	\$176,200	\$174,850	-0.8%	66	42	-36.4%	8.1	4.2	-48.1%
Oronoco	66	42	-36.4%	49	43	-12.2%	\$316,632	\$350,000	+10.5%	14	5	-64.3%	3.4	1.3	-61.8%
Owatonna	474	476	+0.4%	401	434	+8.2%	\$147,000	\$153,950	+4.7%	104	76	-26.9%	3.1	2.1	-32.3%
Preston	32	27	-15.6%	26	27	+3.8%	\$89,000	\$97,000	+9.0%	10	3	-70.0%	4.2	1.4	-66.7%
Pine Island	92	81	-12.0%	89	75	-15.7%	\$193,000	\$206,180	+6.8%	14	8	-42.9%	1.9	1.2	-36.8%
Plainview	61	59	-3.3%	57	57	0.0%	\$136,500	\$144,000	+5.5%	6	4	-33.3%	1.2	0.8	-33.3%
Rochester	2,609	2,558	-2.0%	2,484	2,351	-5.4%	\$181,480	\$197,000	+8.6%	307	281	-8.5%	1.5	1.4	-6.7%
Spring Valley	46	60	+30.4%	47	53	+12.8%	\$104,000	\$124,500	+19.7%	16	11	-31.3%	4.1	2.4	-41.5%
St. Charles	78	63	-19.2%	63	59	-6.3%	\$154,000	\$169,900	+10.3%	21	11	-47.6%	3.8	2.1	-44.7%
Stewartville	107	107	0.0%	99	97	-2.0%	\$159,900	\$172,000	+7.6%	10	8	-20.0%	1.2	0.9	-25.0%
Wabasha	69	81	+17.4%	53	54	+1.9%	\$158,000	\$145,000	-8.2%	28	27	-3.6%	6.1	5.8	-4.9%
Waseca	36	59	+63.9%	29	47	+62.1%	\$88,000	\$115,000	+30.7%	12	15	+25.0%	4.6	3.8	-17.4%
Winona	501	422	-15.8%	399	378	-5.3%	\$136,935	\$140,000	+2.2%	119	76	-36.1%	3.5	2.4	-31.4%
Zumbrota	114	64	-43.9%	77	70	-9.1%	\$170,000	\$193,950	+14.1%	33	8	-75.8%	5.3	1.3	-75.5%