

Monthly Indicators



January 2017

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

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings in Southeast Minnesota decreased 16.5 percent to 294. Pending Sales were up 2.2 percent to 323. Inventory levels shrank 29.8 percent to 1,045 units.

Prices continued to gain traction. The Median Sales Price increased 20.6 percent to \$164,900. Days on Market was down 6.7 percent to 84 days. Sellers were encouraged as Months Supply of Inventory was down 31.0 percent to 2.0 months.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut on mortgage insurance premiums for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Activity Snapshot

- 2.1% **+ 20.6%** **- 29.8%**

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.



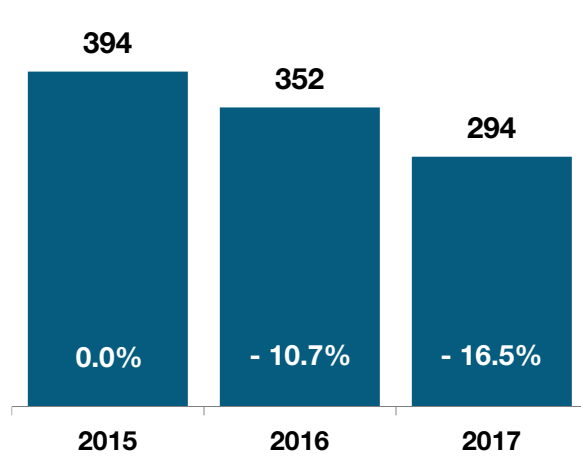
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		352	294	- 16.5%	352	294	- 16.5%
Pending Sales		316	323	+ 2.2%	316	323	+ 2.2%
Closed Sales		291	285	- 2.1%	291	285	- 2.1%
Days on Market		90	84	- 6.7%	90	84	- 6.7%
Median Sales Price		\$136,750	\$164,900	+ 20.6%	\$136,750	\$164,900	+ 20.6%
Avg. Sales Price		\$167,260	\$187,119	+ 11.9%	\$167,260	\$187,119	+ 11.9%
Pct. of Orig. Price Received		93.5%	95.1%	+ 1.7%	93.5%	95.1%	+ 1.7%
Affordability Index		285	227	- 20.4%	285	227	- 20.4%
Homes for Sale		1,488	1,045	- 29.8%	--	--	--
Months Supply		2.9	2.0	- 31.0%	--	--	--

New Listings

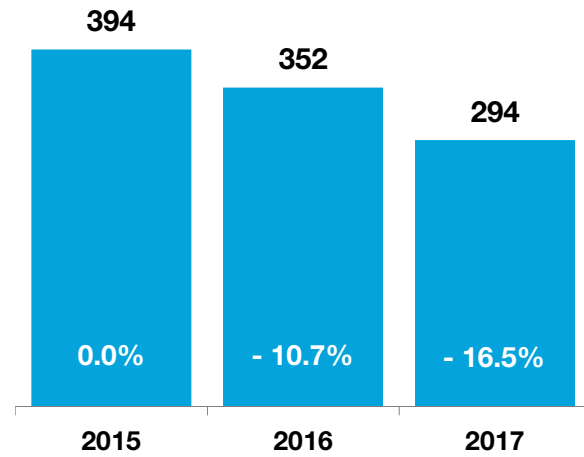
A count of the properties that have been newly listed on the market in a given month.



January

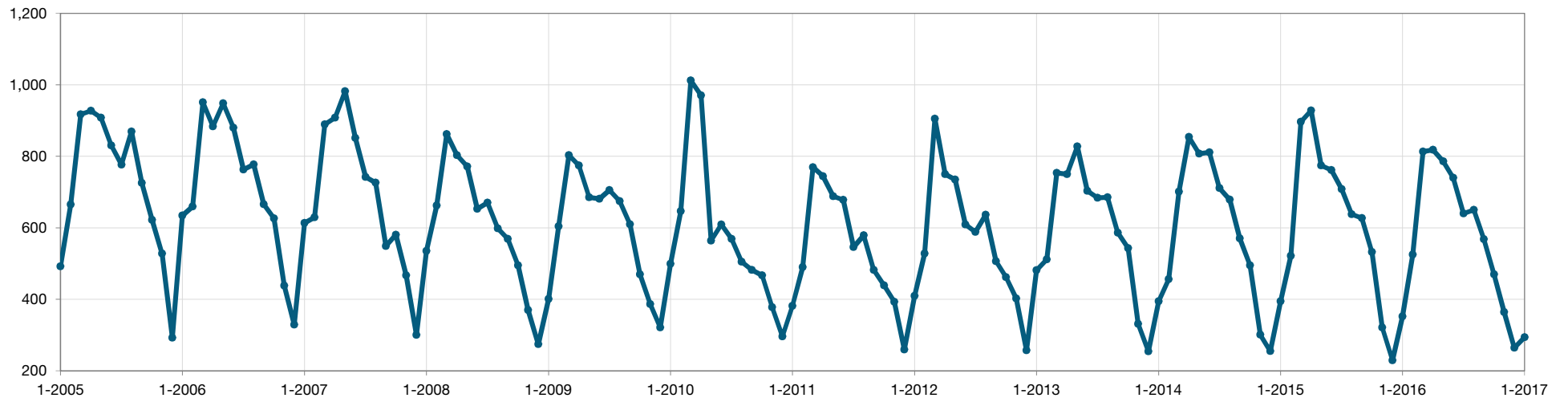


Year to Date



	New Listings	Prior Year	Percent Change
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	364	321	+13.4%
December 2016	264	229	+15.3%
January 2017	294	352	-16.5%
12-Month Avg	578	607	-4.8%

Historical New Listings by Month

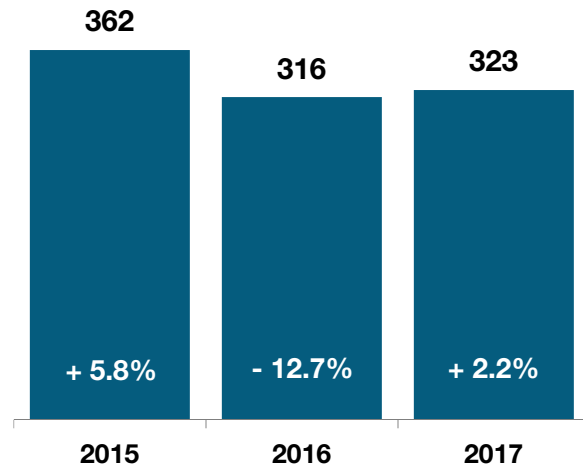


Pending Sales

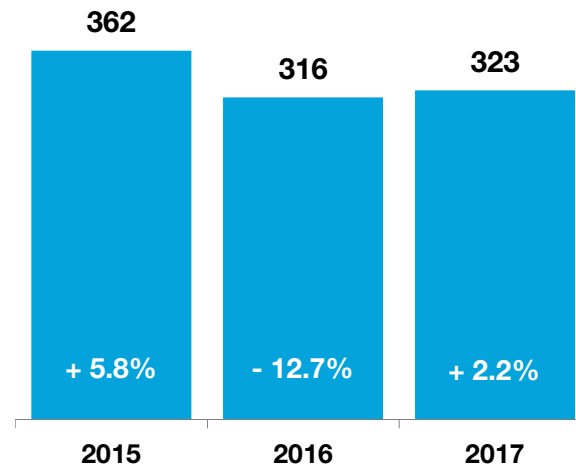
A count of the properties on which offers have been accepted in a given month.



January

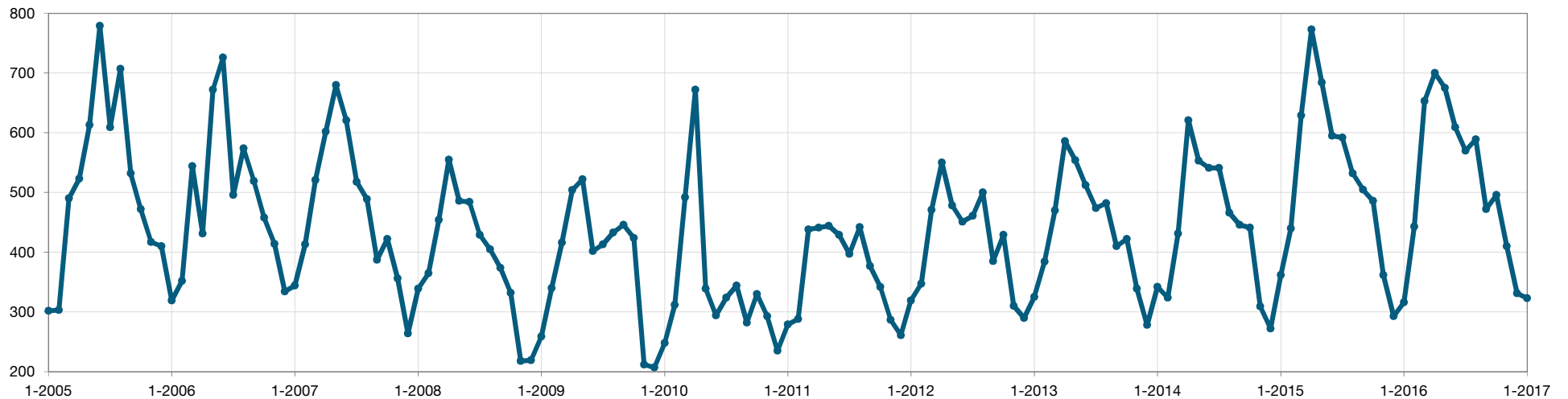


Year to Date



Pending Sales	Prior Year	Percent Change
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	496	486 +2.1%
November 2016	410	362 +13.3%
December 2016	331	293 +13.0%
January 2017	323	316 +2.2%
12-Month Avg	523	517 +1.2%

Historical Pending Sales by Month

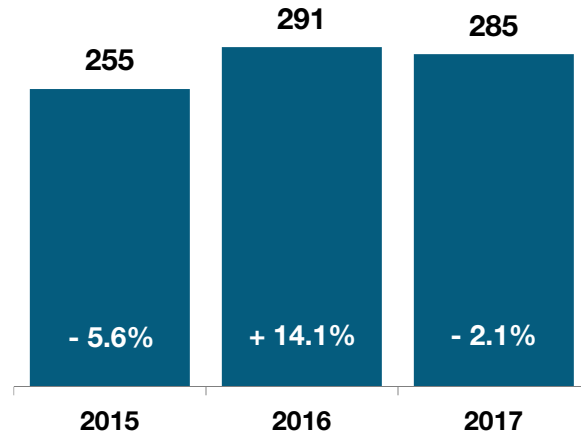


Closed Sales

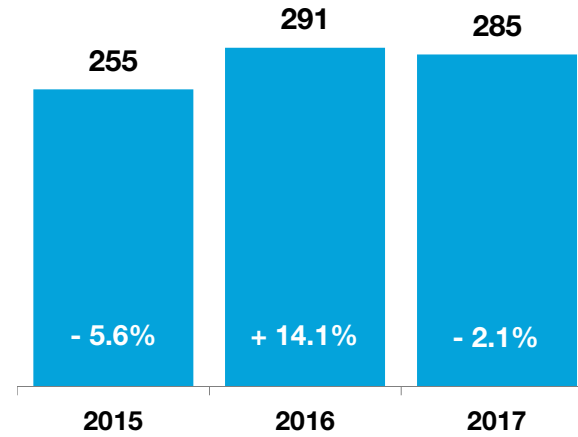
A count of the actual sales that closed in a given month.



January

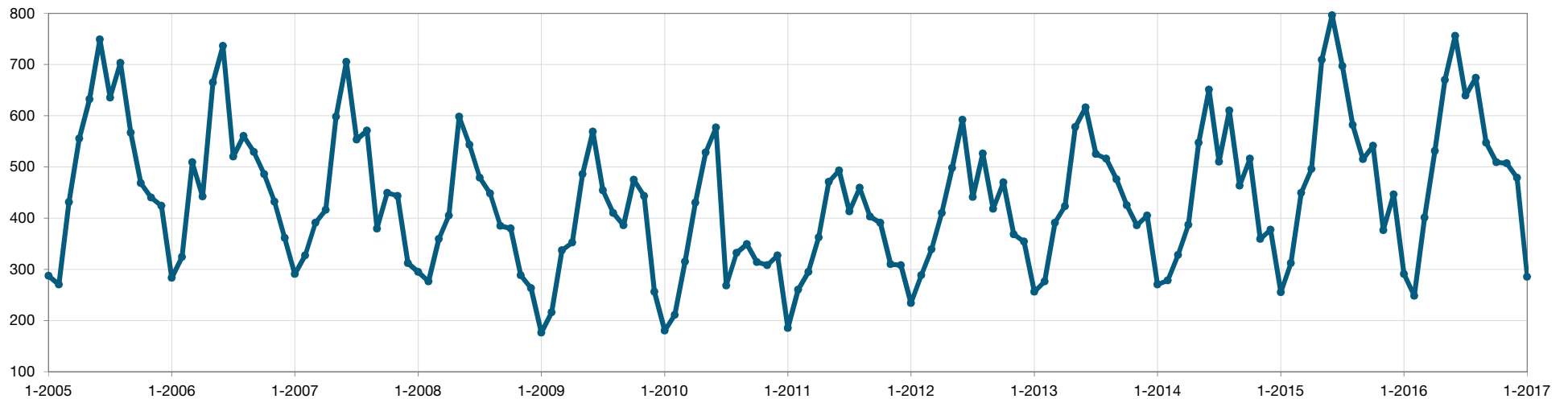


Year to Date



Closed Sales	Prior Year	Percent Change	
February 2016	248	312	-20.5%
March 2016	401	449	-10.7%
April 2016	531	496	+7.1%
May 2016	670	709	-5.5%
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	479	446	+7.4%
January 2017	285	291	-2.1%
12-Month Avg	521	518	+0.6%

Historical Closed Sales by Month

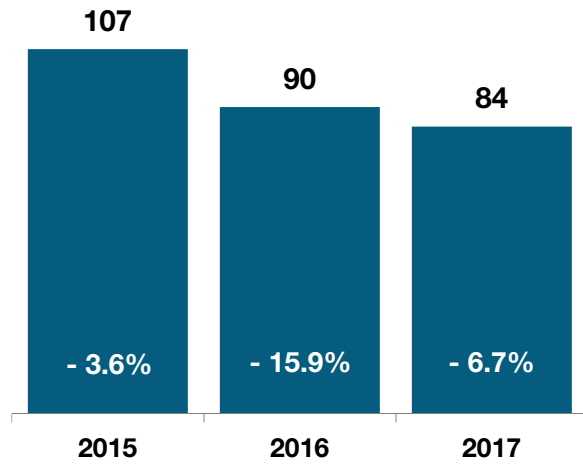


Days on Market Until Sale

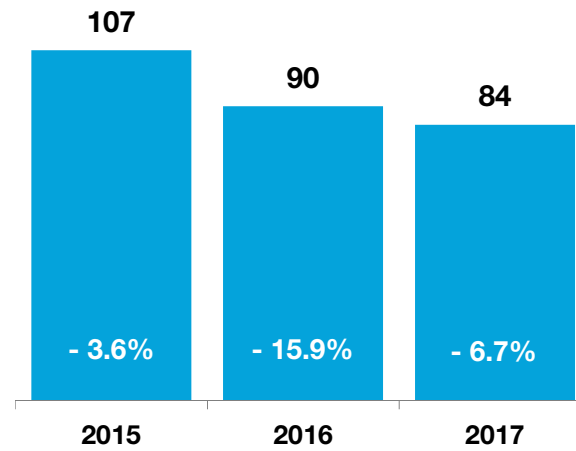
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date



Days on Market	Prior Year	Percent Change
February 2016	117	-17.9%
March 2016	107	-12.1%
April 2016	94	-16.0%
May 2016	81	-14.8%
June 2016	78	-19.2%
July 2016	70	-8.6%
August 2016	79	-22.8%
September 2016	79	-12.7%
October 2016	82	-11.0%
November 2016	72	+16.7%
December 2016	85	-5.9%
January 2017	90	-6.7%
12-Month Avg	76	-11.6%

Historical Days on Market Until Sale by Month

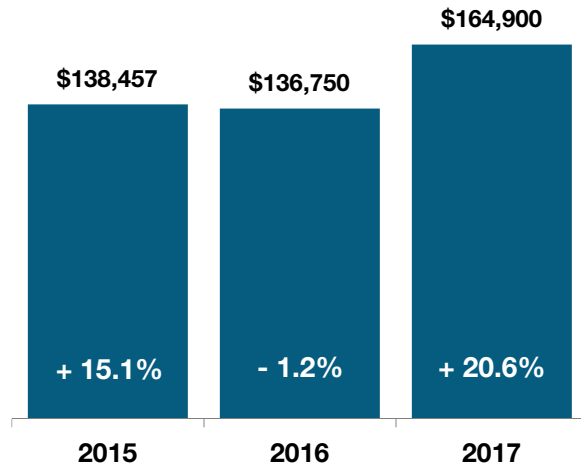


Median Sales Price

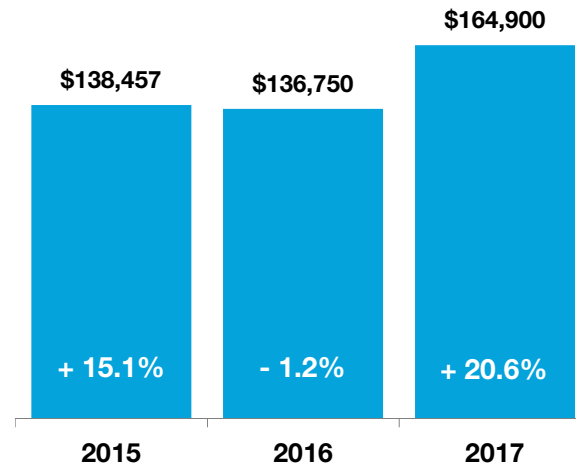
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

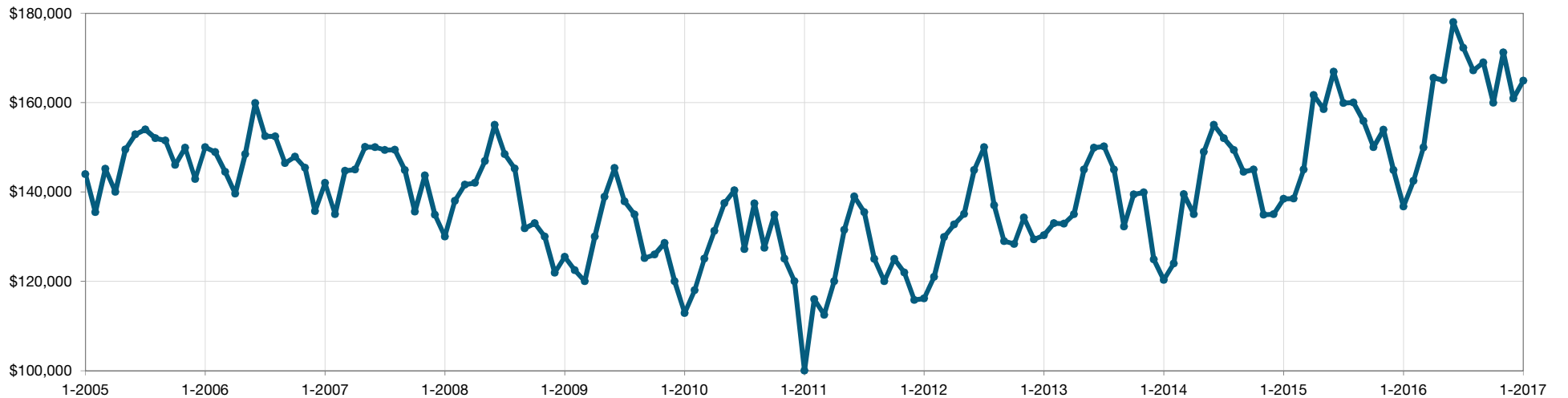


Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2016	\$142,500	\$138,550	+2.9%
March 2016	\$149,950	\$145,000	+3.4%
April 2016	\$165,500	\$161,700	+2.4%
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	\$160,950	\$144,900	+11.1%
January 2017	\$164,900	\$136,750	+20.6%
12-Month Avg	\$163,869	\$152,667	+7.3%

Historical Median Sales Price by Month

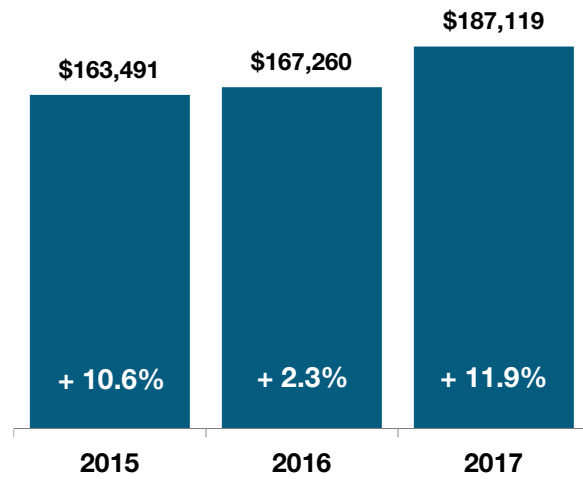


Average Sales Price

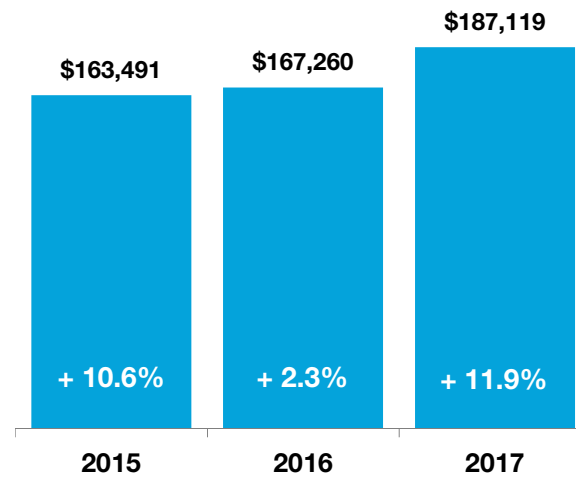
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2016	\$168,721	\$158,585	+6.4%
March 2016	\$170,631	\$165,322	+3.2%
April 2016	\$186,276	\$181,055	+2.9%
May 2016	\$191,902	\$177,722	+8.0%
June 2016	\$200,574	\$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	\$188,260	\$173,908	+8.3%
January 2017	\$187,119	\$167,260	+11.9%
12-Month Avg	\$187,630	\$175,197	+7.1%

Historical Average Sales Price by Month

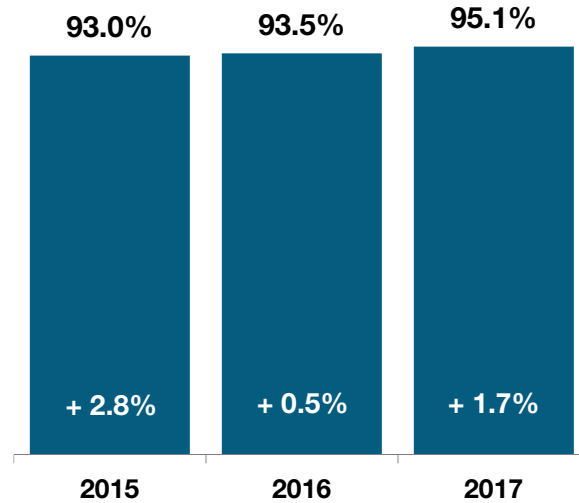


Percent of Original List Price Received

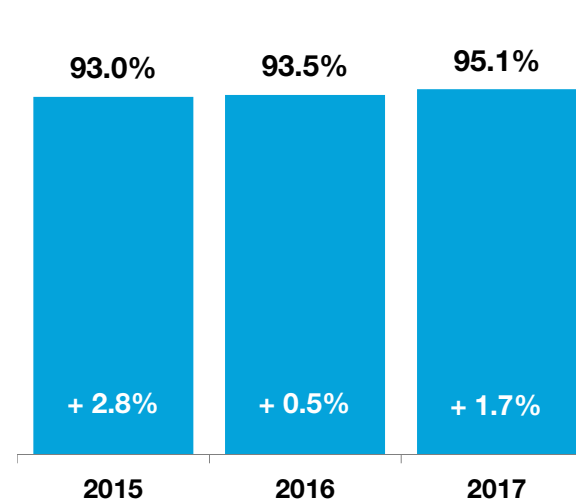
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

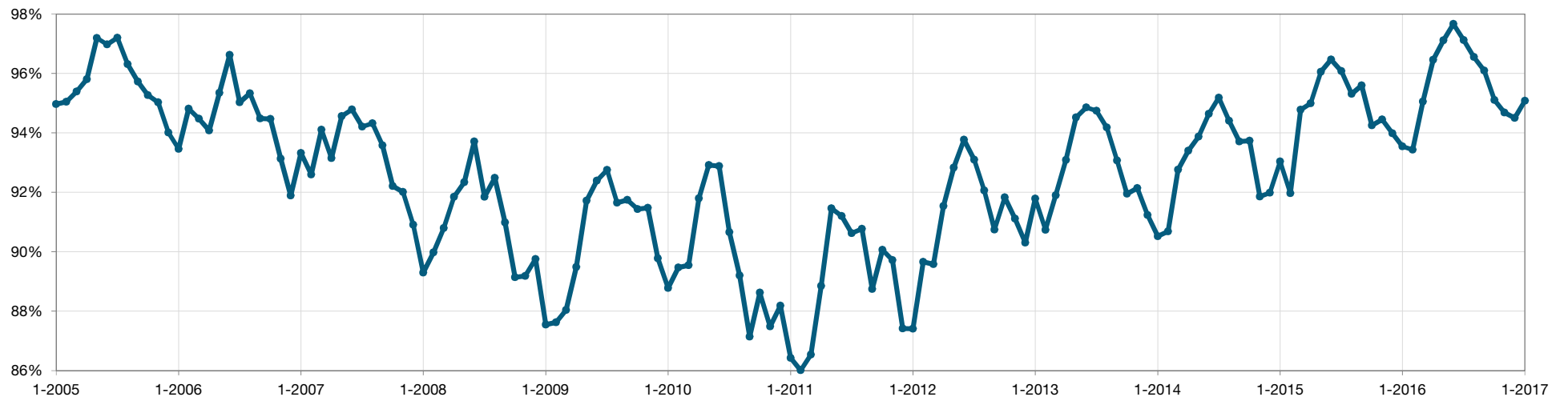


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.5%	94.0%	+0.5%
January 2017	95.1%	93.5%	+1.7%
12-Month Avg	95.7%	94.8%	+0.9%

Historical Percent of Original List Price Received by Month

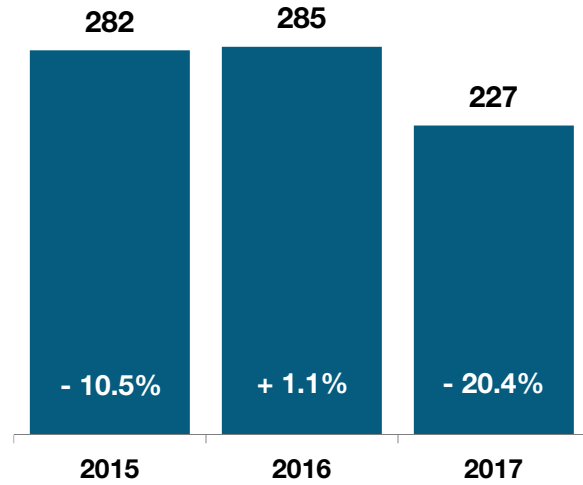


Housing Affordability Index

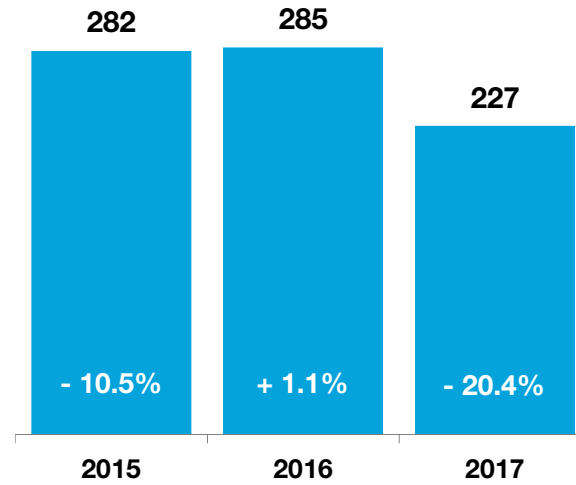
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

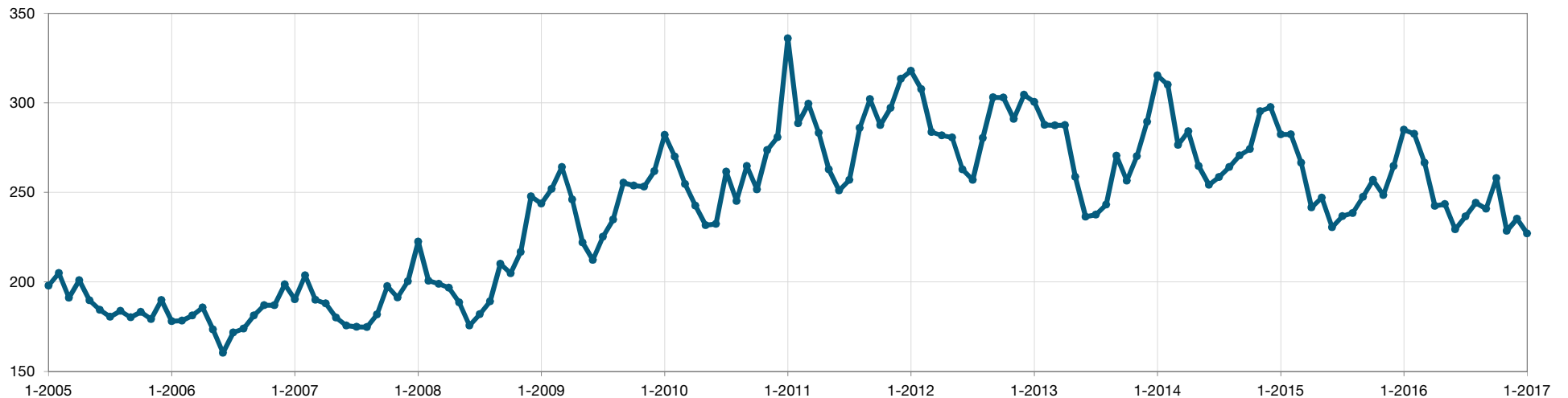


Year to Date



Affordability Index		Prior Year	Percent Change
February 2016	283	282	+0.4%
March 2016	267	267	0.0%
April 2016	242	241	+0.4%
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	235	265	-11.3%
January 2017	227	285	-20.4%
12-Month Avg	245	254	-3.5%

Historical Housing Affordability Index by Month

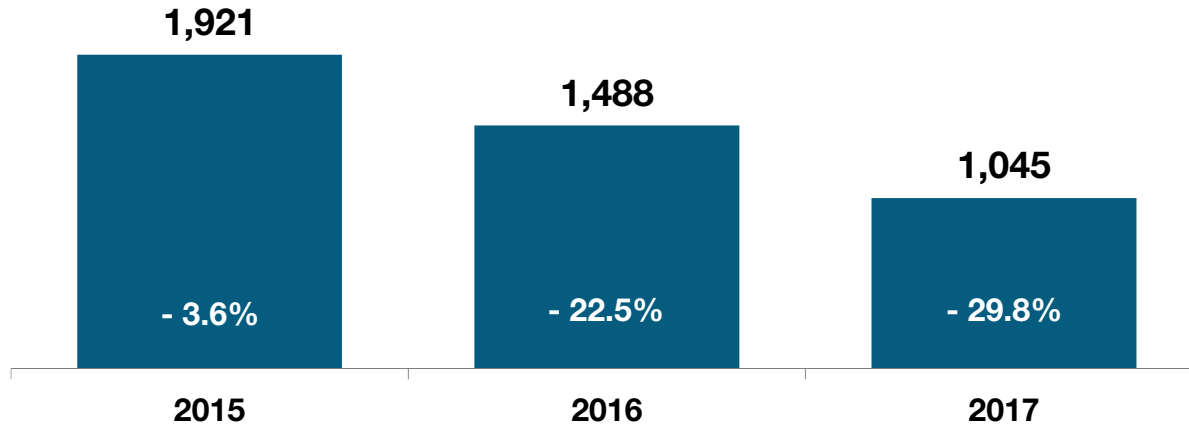


Inventory of Homes for Sale

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

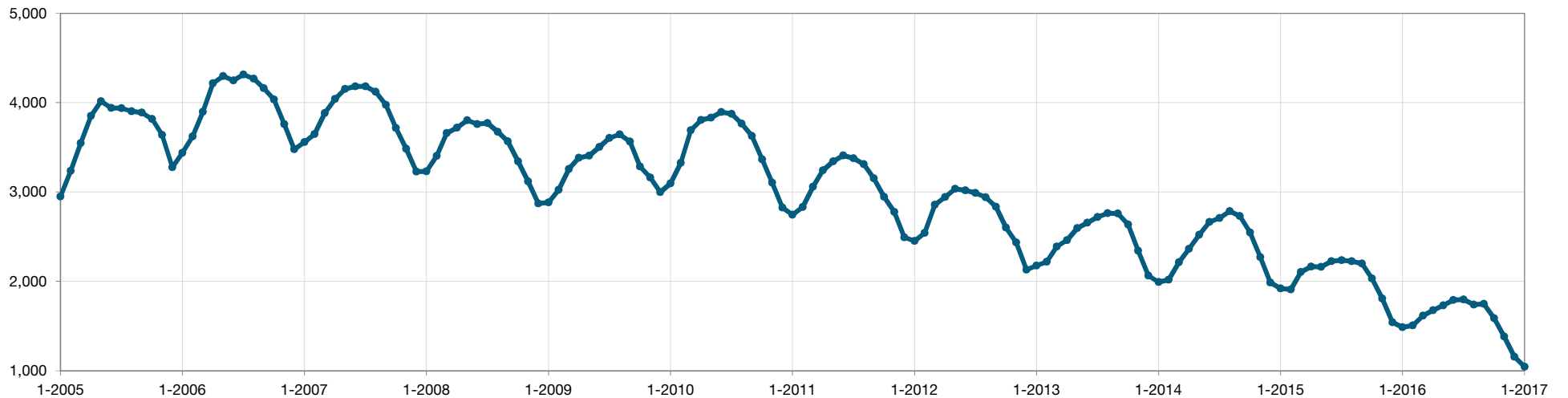


January



Homes for Sale	Prior Year	Percent Change
February 2016	1,508	1,909 -21.0%
March 2016	1,616	2,103 -23.2%
April 2016	1,677	2,165 -22.5%
May 2016	1,732	2,162 -19.9%
June 2016	1,791	2,226 -19.5%
July 2016	1,797	2,237 -19.7%
August 2016	1,740	2,225 -21.8%
September 2016	1,747	2,199 -20.6%
October 2016	1,588	2,034 -21.9%
November 2016	1,384	1,809 -23.5%
December 2016	1,155	1,540 -25.0%
January 2017	1,045	1,488 -29.8%
12-Month Avg	1,565	2,008 -22.1%

Historical Inventory of Homes for Sale by Month

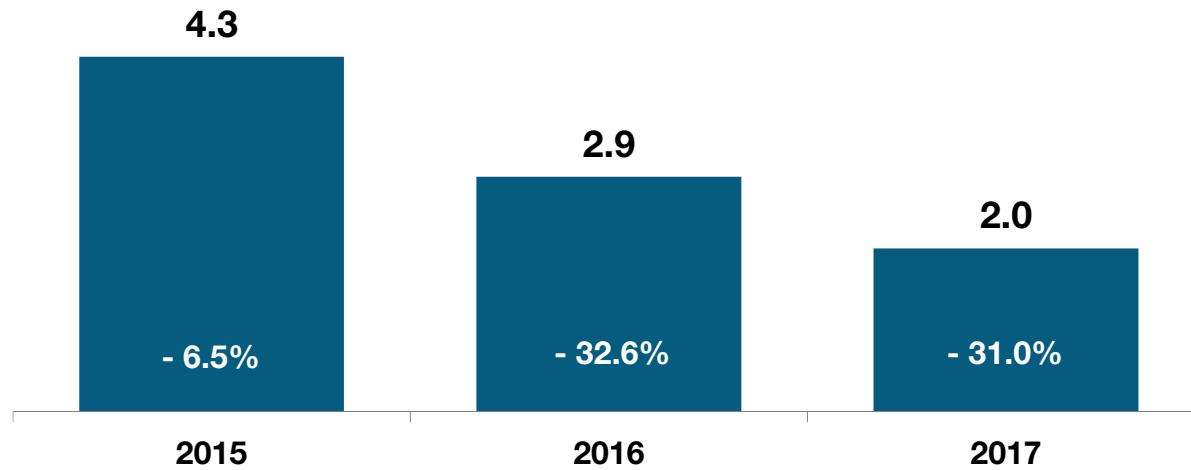


Months Supply of Inventory

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.

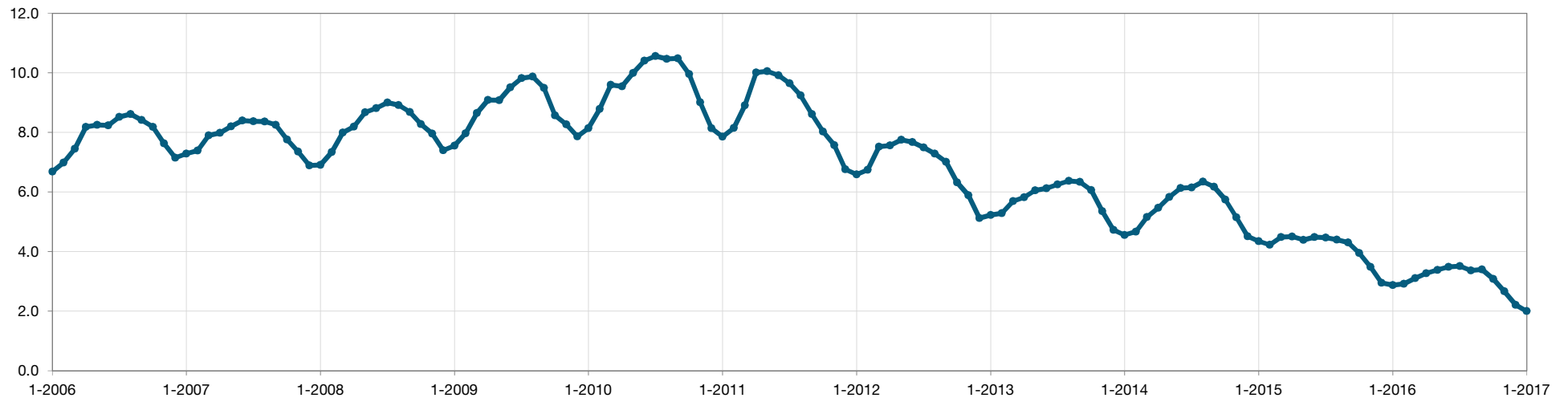


January



Months Supply		Prior Year	Percent Change
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	2.7	3.5	-22.9%
December 2016	2.2	3.0	-26.7%
January 2017	2.0	2.9	-31.0%
12-Month Avg	3.0	4.0	-25.0%

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 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -
Albert Lea	12	17	+41.7%	13	15	+15.4%	\$66,000	\$87,500	+32.6%	127	87	-31.5%	5.7	3.2	-43.9%
Austin	23	18	-21.7%	27	17	-37.0%	\$89,000	\$119,000	+33.7%	96	91	-5.2%	2.5	2.5	0.0%
Bloomington	5	2	-60.0%	3	0	-100.0%	\$78,564	\$0	-100.0%	17	4	-76.5%	4.6	1.0	-78.3%
Byron	6	7	+16.7%	2	8	+300.0%	\$177,450	\$297,500	+67.7%	24	18	-25.0%	2.2	1.4	-36.4%
Caledonia	2	2	0.0%	1	1	0.0%	\$200,000	\$109,000	-45.5%	20	12	-40.0%	8.5	4.0	-52.9%
Chatfield	4	2	-50.0%	4	1	-75.0%	\$133,250	\$140,000	+5.1%	11	13	+18.2%	2.6	3.1	+19.2%
Dodge Center	2	3	+50.0%	5	1	-80.0%	\$107,500	\$320,000	+197.7%	6	8	+33.3%	1.0	2.0	+100.0%
Grand Meadow	1	0	-100.0%	1	0	-100.0%	\$107,500	\$0	-100.0%	10	3	-70.0%	4.1	1.3	-68.3%
Hayfield	2	2	0.0%	1	5	+400.0%	\$195,400	\$210,000	+7.5%	12	5	-58.3%	4.2	1.3	-69.0%
Kasson	6	7	+16.7%	10	11	+10.0%	\$189,670	\$189,000	-0.4%	27	6	-77.8%	2.4	0.5	-79.2%
La Crescent	3	0	-100.0%	3	1	-66.7%	\$202,500	\$324,900	+60.4%	18	16	-11.1%	5.8	4.6	-20.7%
Lake City	6	8	+33.3%	2	5	+150.0%	\$105,750	\$212,500	+100.9%	66	43	-34.8%	8.1	4.3	-46.9%
Oronoco	1	3	+200.0%	5	0	-100.0%	\$268,100	\$0	-100.0%	11	7	-36.4%	2.8	2.0	-28.6%
Owatonna	23	17	-26.1%	18	15	-16.7%	\$130,295	\$144,900	+11.2%	109	66	-39.4%	3.3	1.8	-45.5%
Preston	0	0	--	2	0	-100.0%	\$124,700	\$0	-100.0%	8	2	-75.0%	3.3	0.9	-72.7%
Pine Island	0	4	--	2	5	+150.0%	\$217,075	\$154,900	-28.6%	10	9	-10.0%	1.4	1.4	0.0%
Plainview	2	0	-100.0%	2	3	+50.0%	\$272,500	\$160,000	-41.3%	6	4	-33.3%	1.3	0.8	-38.5%
Rochester	131	106	-19.1%	105	106	+1.0%	\$183,300	\$187,450	+2.3%	305	241	-21.0%	1.5	1.2	-20.0%
Spring Valley	3	3	0.0%	3	5	+66.7%	\$115,000	\$162,000	+40.9%	13	12	-7.7%	3.3	2.8	-15.2%
St. Charles	3	2	-33.3%	3	3	0.0%	\$144,500	\$229,900	+59.1%	20	11	-45.0%	3.5	2.2	-37.1%
Stewartville	7	7	0.0%	3	10	+233.3%	\$128,750	\$175,000	+35.9%	17	9	-47.1%	1.9	1.0	-47.4%
Wabasha	2	8	+300.0%	1	2	+100.0%	\$109,900	\$56,900	-48.2%	25	33	+32.0%	5.6	6.8	+21.4%
Waseca	6	4	-33.3%	0	0	--	\$0	\$0	--	16	15	-6.3%	6.3	3.8	-39.7%
Winona	28	19	-32.1%	16	20	+25.0%	\$120,000	\$138,400	+15.3%	117	78	-33.3%	3.5	2.5	-28.6%
Zumbrota	3	8	+166.7%	6	2	-66.7%	\$151,700	\$149,950	-1.2%	26	13	-50.0%	4.1	2.2	-46.3%