

# Monthly Indicators



## December 2018

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

Home prices were consistently up again in most markets in 2018 but at reduced levels compared to recent years. High demand for few homes for sale fueled price increases, but evidence is mounting that inventory will finally improve in 2019. This may apply some downward pressure on prices for beleaguered home buyers. A fourth interest rate hike by the Federal Reserve in 2018 spooked the stock market to close out the year. The Fed has indicated that the number of rate increases in 2019 will be halved, which may be of little comfort to an already compressed consumer.

New Listings Southeast Minnesota were up 9.5 percent to 265. Pending Sales decreased 4.2 percent to 298. Inventory grew 6.7 percent to 1,209 units.

Prices moved higher as the Median Sales Price was up 5.7 percent to \$184,000. Days on Market decreased 16.7 percent to 55 days. Months Supply of Inventory was up 9.5 percent to 2.3 months.

Unemployment rates remained remarkably low again in 2018, and wages continued to improve for many U.S. households. It is generally good for all parties involved in real estate transactions when wages grow, but the percentage of increase, on average, has not kept pace with home price increases. This created an affordability crux in the second half of 2018. Housing affordability will remain an important storyline in 2019.

## Activity Snapshot

**- 20.0%**      **+ 5.7%**      **+ 6.7%**

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	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13



# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



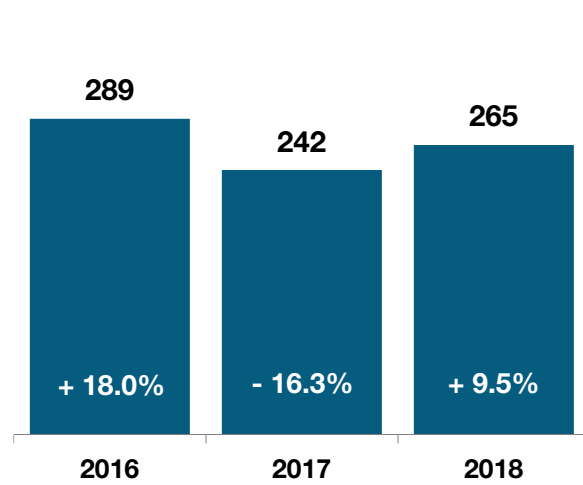
Key Metrics	Historical Sparkbars	12-2017	12-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		242	<b>265</b>	+ 9.5%	7,354	<b>7,490</b>	+ 1.8%
<b>Pending Sales</b>		311	<b>298</b>	- 4.2%	6,497	<b>6,214</b>	- 4.4%
<b>Closed Sales</b>		456	<b>365</b>	- 20.0%	6,555	<b>6,197</b>	- 5.5%
<b>Days on Market</b>		66	<b>55</b>	- 16.7%	58	<b>53</b>	- 8.6%
<b>Median Sales Price</b>		\$174,000	<b>\$184,000</b>	+ 5.7%	\$176,000	<b>\$191,950</b>	+ 9.1%
<b>Avg. Sales Price</b>		\$203,208	<b>\$209,253</b>	+ 3.0%	\$204,408	<b>\$218,401</b>	+ 6.8%
<b>Pct. of Orig. Price Received</b>		95.0%	<b>95.4%</b>	+ 0.4%	96.9%	<b>97.0%</b>	+ 0.1%
<b>Affordability Index</b>		225	<b>203</b>	- 9.8%	222	<b>195</b>	- 12.2%
<b>Homes for Sale</b>		1,133	<b>1,209</b>	+ 6.7%	--	<b>--</b>	--
<b>Months Supply</b>		2.1	<b>2.3</b>	+ 9.5%	--	<b>--</b>	--

# New Listings

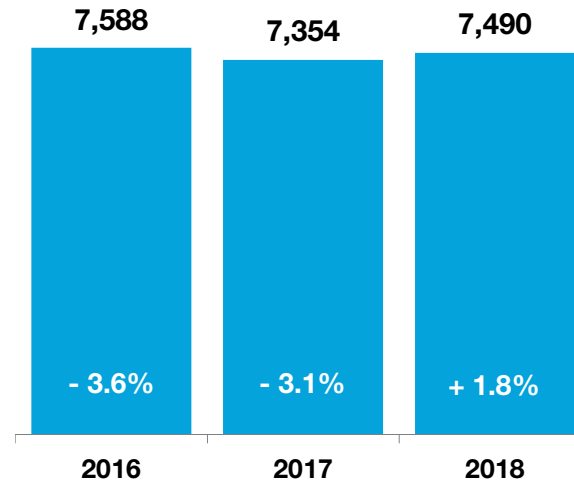
A count of the properties that have been newly listed on the market in a given month.



## December



## Year to Date



	New Listings	Prior Year	Percent Change
January 2018	348	341	+2.1%
February 2018	449	535	-16.1%
March 2018	725	800	-9.4%
April 2018	773	850	-9.1%
May 2018	844	839	+0.6%
June 2018	781	774	+0.9%
July 2018	777	713	+9.0%
August 2018	790	749	+5.5%
September 2018	649	620	+4.7%
October 2018	666	522	+27.6%
November 2018	423	369	+14.6%
<b>December 2018</b>	<b>265</b>	<b>242</b>	<b>+9.5%</b>
12-Month Avg	624	613	+1.8%

## Historical New Listings by Month

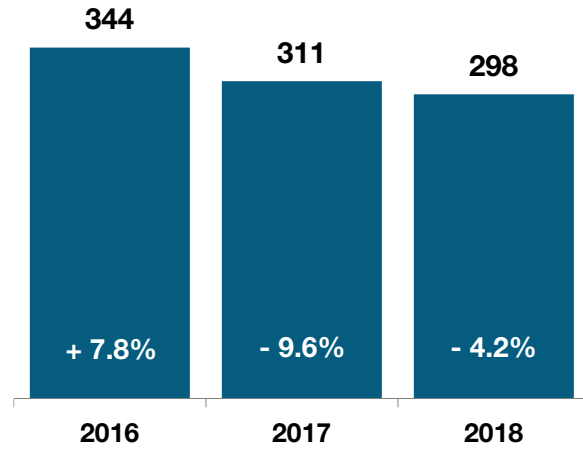


# Pending Sales

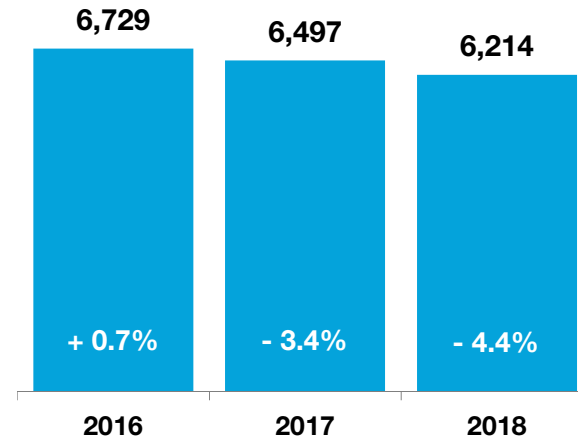
A count of the properties on which offers have been accepted in a given month.



## December



## Year to Date



	Pending Sales	Prior Year	Percent Change
January 2018	339	339	0.0%
February 2018	414	438	-5.5%
March 2018	596	647	-7.9%
April 2018	650	683	-4.8%
May 2018	689	777	-11.3%
June 2018	610	649	-6.0%
July 2018	599	604	-0.8%
August 2018	583	605	-3.6%
September 2018	510	528	-3.4%
October 2018	490	496	-1.2%
November 2018	436	420	+3.8%
<b>December 2018</b>	<b>298</b>	<b>311</b>	<b>-4.2%</b>
12-Month Avg	518	541	-4.3%

## Historical Pending Sales by Month

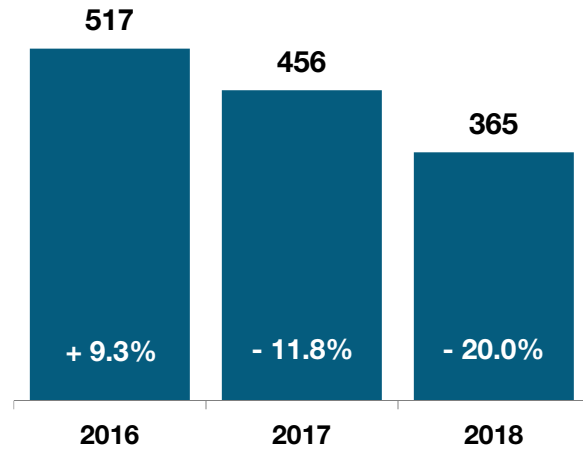


# Closed Sales

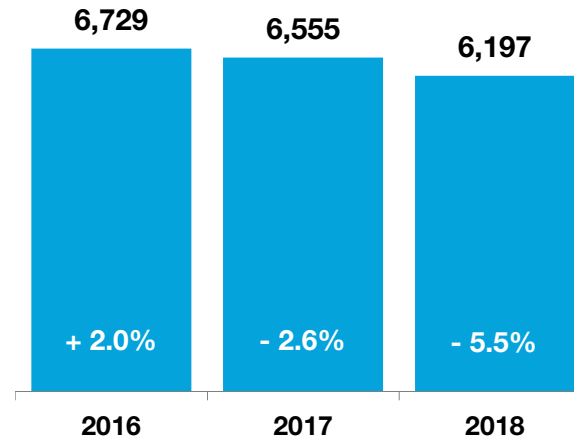
A count of the actual sales that closed in a given month.



## December



## Year to Date



	Closed Sales	Prior Year	Percent Change
January 2018	297	302	-1.7%
February 2018	277	299	-7.4%
March 2018	428	471	-9.1%
April 2018	467	457	+2.2%
May 2018	629	673	-6.5%
June 2018	814	923	-11.8%
July 2018	650	631	+3.0%
August 2018	668	636	+5.0%
September 2018	495	642	-22.9%
October 2018	553	559	-1.1%
November 2018	554	506	+9.5%
<b>December 2018</b>	<b>365</b>	<b>456</b>	<b>-20.0%</b>
12-Month Avg	516	546	-5.5%

## Historical Closed Sales by Month

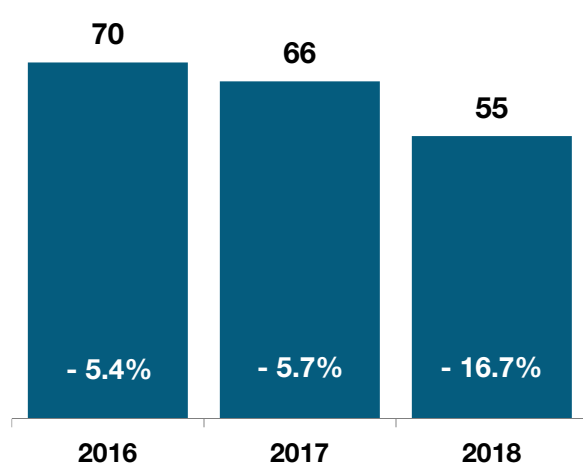


# Days on Market Until Sale

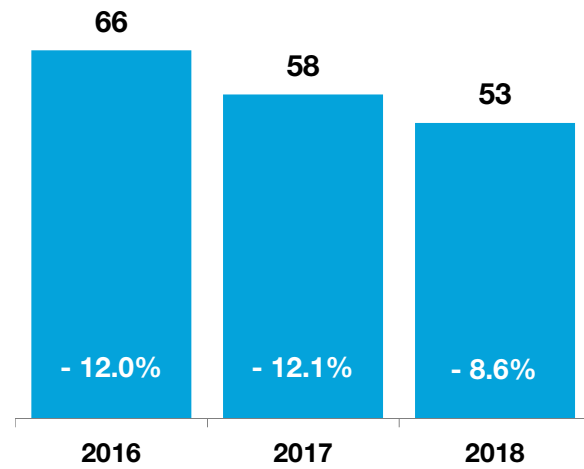
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



## Year to Date



Days on Market	Prior Year	Percent Change
January 2018	74	-17.6%
February 2018	76	+2.6%
March 2018	75	-14.7%
April 2018	70	-17.1%
May 2018	53	+11.3%
June 2018	54	-22.2%
July 2018	48	+6.3%
August 2018	51	-15.7%
September 2018	49	-8.2%
October 2018	52	+1.9%
November 2018	56	-8.9%
<b>December 2018</b>	<b>66</b>	<b>-16.7%</b>
12-Month Avg	55	-8.3%

## Historical Days on Market Until Sale by Month

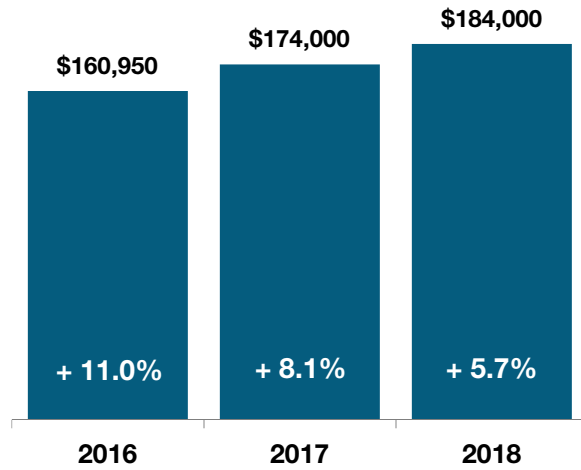


# Median Sales Price

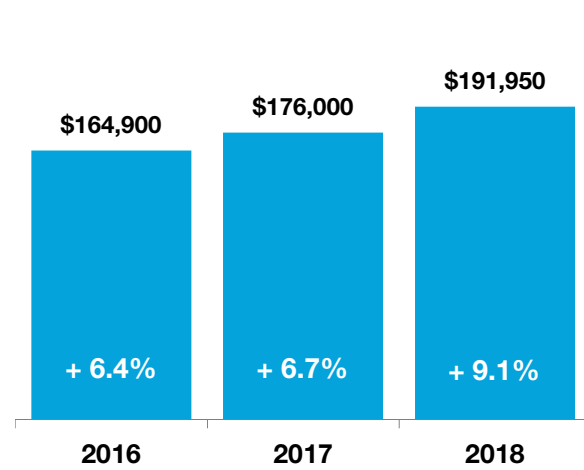
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December

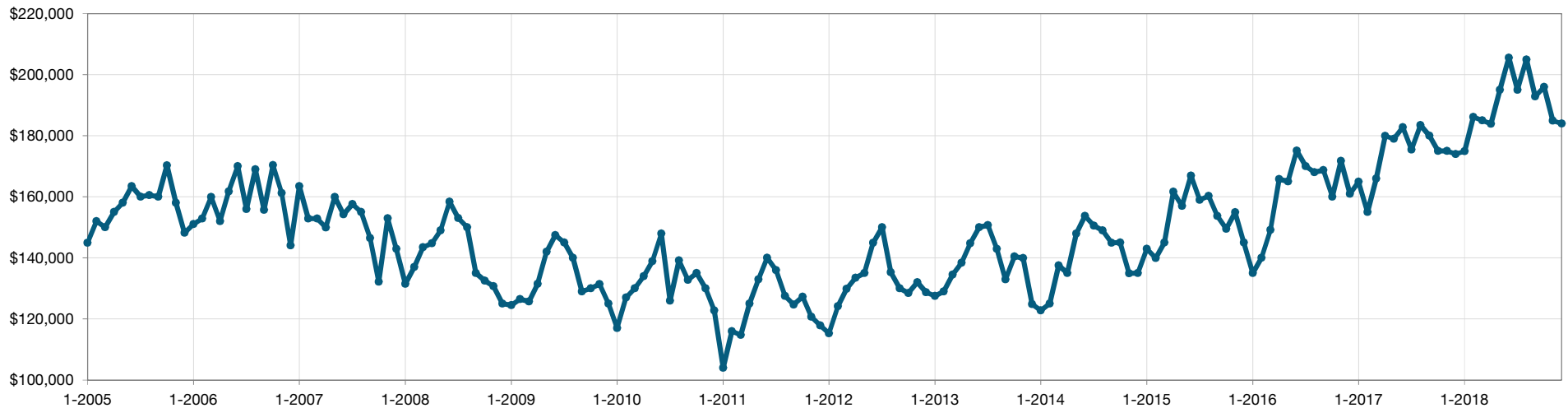


## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2018	\$174,900	\$164,950	+6.0%
February 2018	\$186,125	\$155,000	+20.1%
March 2018	\$185,000	\$165,950	+11.5%
April 2018	\$183,900	\$179,900	+2.2%
May 2018	\$195,000	\$179,000	+8.9%
June 2018	\$205,500	\$182,800	+12.4%
July 2018	\$195,000	\$175,495	+11.1%
August 2018	\$204,925	\$183,500	+11.7%
September 2018	\$192,850	\$180,000	+7.1%
October 2018	\$196,000	\$175,000	+12.0%
November 2018	\$184,950	\$175,000	+5.7%
<b>December 2018</b>	<b>\$184,000</b>	<b>\$174,000</b>	<b>+5.7%</b>
12-Month Avg	\$190,679	\$174,216	+9.4%

## Historical Median Sales Price by Month

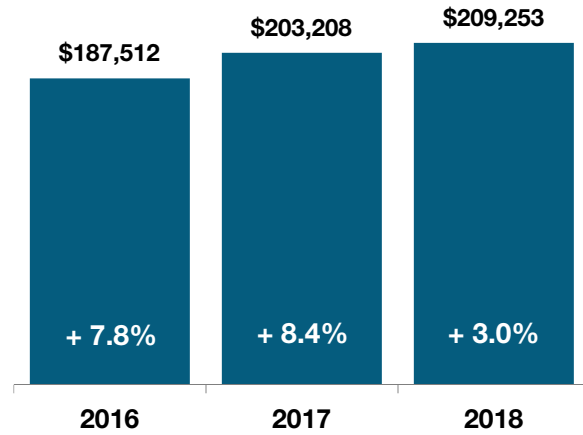


# Average Sales Price

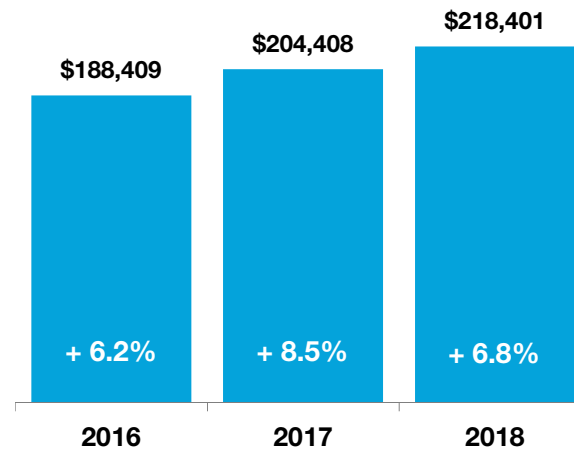
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2018	\$199,150	\$188,967	+5.4%
February 2018	\$205,251	\$179,943	+14.1%
March 2018	\$207,570	\$198,244	+4.7%
April 2018	\$205,729	\$203,456	+1.1%
May 2018	\$227,460	\$209,638	+8.5%
June 2018	\$226,004	\$214,938	+5.1%
July 2018	\$225,075	\$204,298	+10.2%
August 2018	\$228,705	\$215,254	+6.2%
September 2018	\$220,104	\$199,706	+10.2%
October 2018	\$223,479	\$205,813	+8.6%
November 2018	\$211,976	\$200,462	+5.7%
<b>December 2018</b>	<b>\$209,253</b>	<b>\$203,208</b>	<b>+3.0%</b>
12-Month Avg	\$215,813	\$201,994	+6.8%

## Historical Average Sales Price by Month



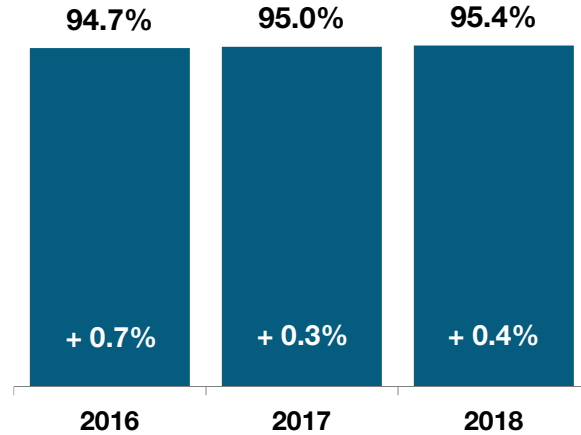


# Percent of Original List Price Received

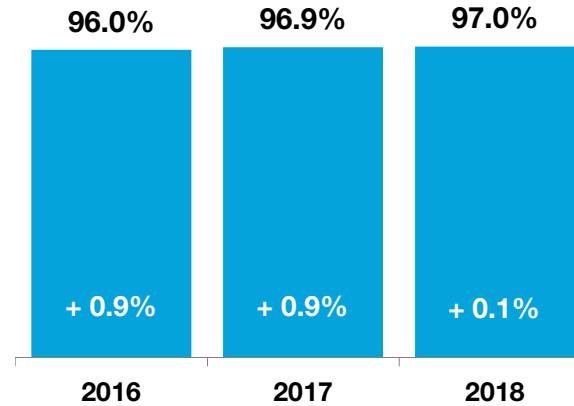
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

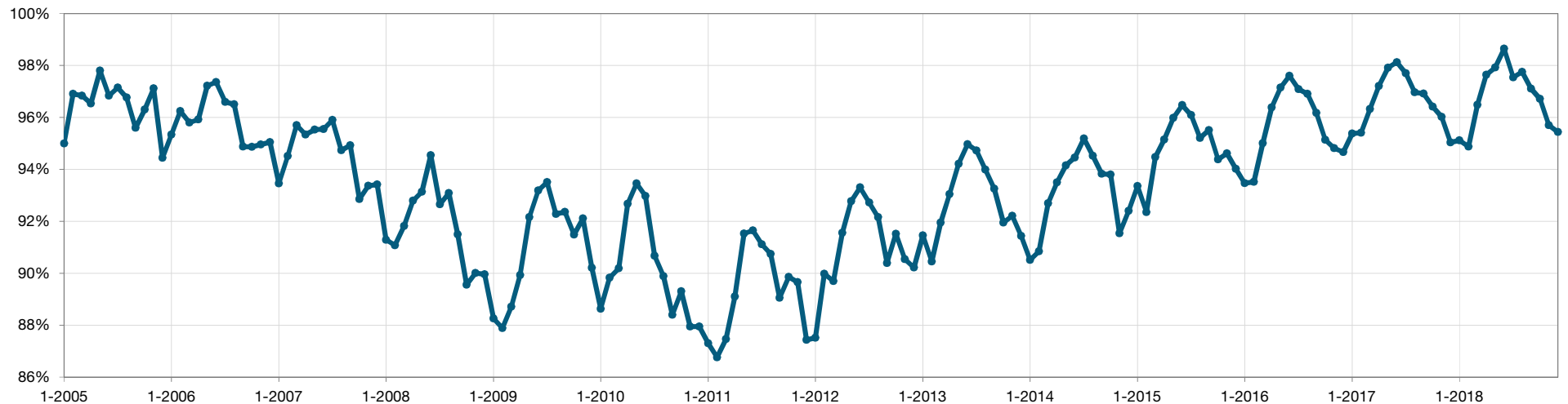


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2018	95.1%	95.4%	-0.3%
February 2018	94.9%	95.4%	-0.5%
March 2018	96.5%	96.3%	+0.2%
April 2018	97.6%	97.2%	+0.4%
May 2018	97.9%	97.9%	0.0%
June 2018	98.6%	98.1%	+0.5%
July 2018	97.5%	97.7%	-0.2%
August 2018	97.7%	97.0%	+0.7%
September 2018	97.1%	96.9%	+0.2%
October 2018	96.7%	96.4%	+0.3%
November 2018	95.7%	96.0%	-0.3%
<b>December 2018</b>	<b>95.4%</b>	<b>95.0%</b>	<b>+0.4%</b>
12-Month Avg	96.7%	96.6%	+0.1%

## Historical Percent of Original List Price Received by Month

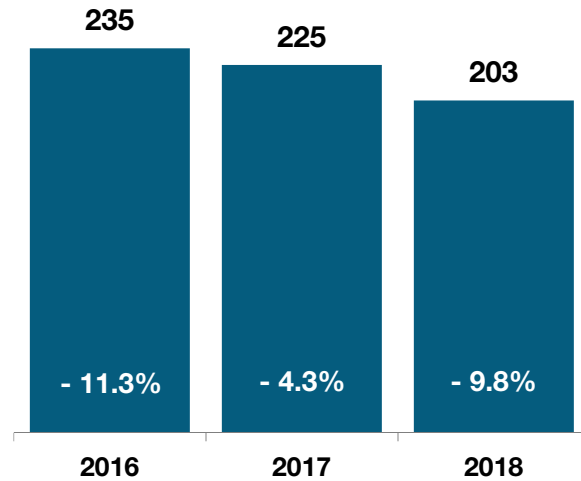


# Housing Affordability Index

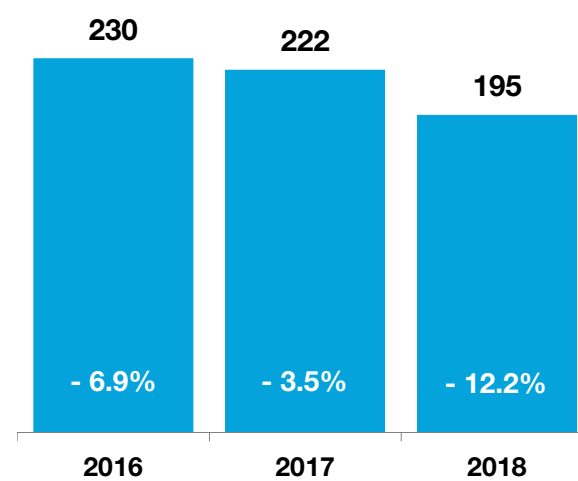
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December



## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2018	217	227	-4.4%
February 2018	203	248	-18.1%
March 2018	204	232	-12.1%
April 2018	201	217	-7.4%
May 2018	190	220	-13.6%
June 2018	181	216	-16.2%
July 2018	191	225	-15.1%
August 2018	182	217	-16.1%
September 2018	186	221	-15.8%
October 2018	172	224	-23.2%
November 2018	187	226	-17.3%
<b>December 2018</b>	<b>203</b>	<b>225</b>	<b>-9.8%</b>
12-Month Avg	193	225	-14.2%

## Historical Housing Affordability Index by Month

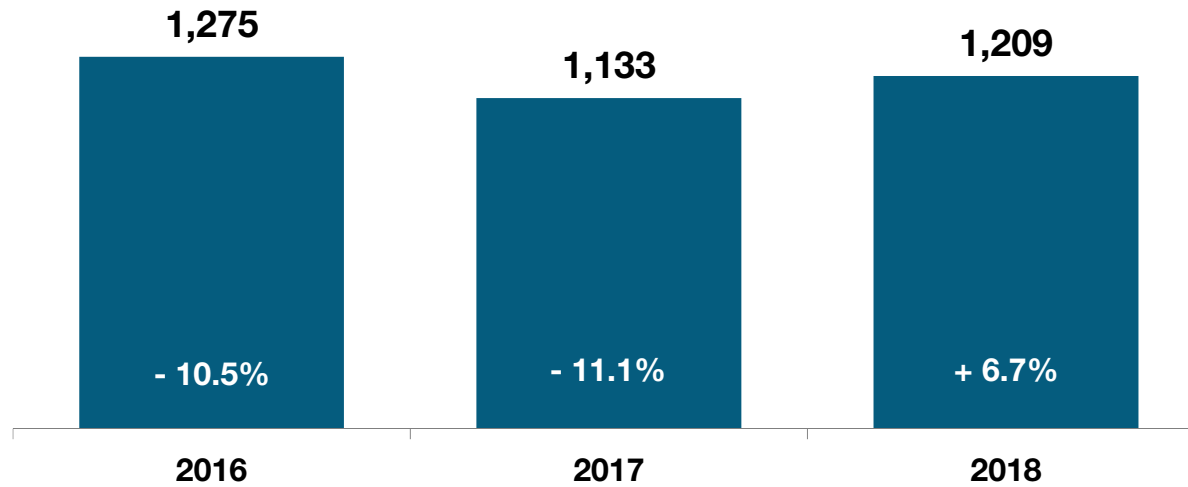


# Inventory of Homes for Sale

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 2018	1,057	1,178	-10.3%
February 2018	1,042	1,218	-14.4%
March 2018	1,132	1,309	-13.5%
April 2018	1,214	1,430	-15.1%
May 2018	1,309	1,439	-9.0%
June 2018	1,407	1,494	-5.8%
July 2018	1,508	1,537	-1.9%
August 2018	1,618	1,607	+0.7%
September 2018	1,631	1,577	+3.4%
October 2018	1,616	1,492	+8.3%
November 2018	1,453	1,324	+9.7%
<b>December 2018</b>	<b>1,209</b>	<b>1,133</b>	<b>+6.7%</b>
12-Month Avg	1,350	1,395	-3.2%

## Historical Inventory of Homes for Sale by Month

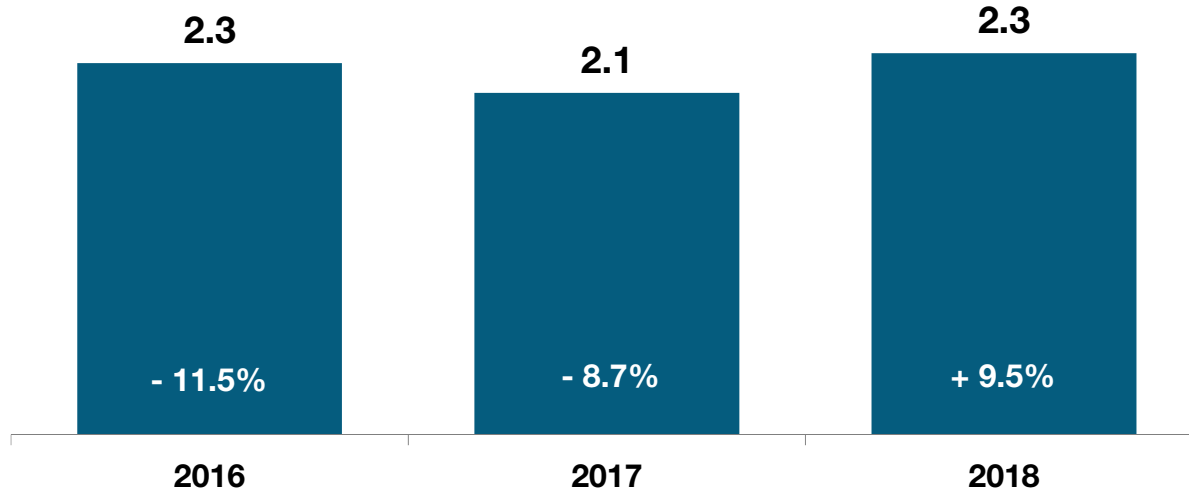


# Months Supply of Inventory

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.

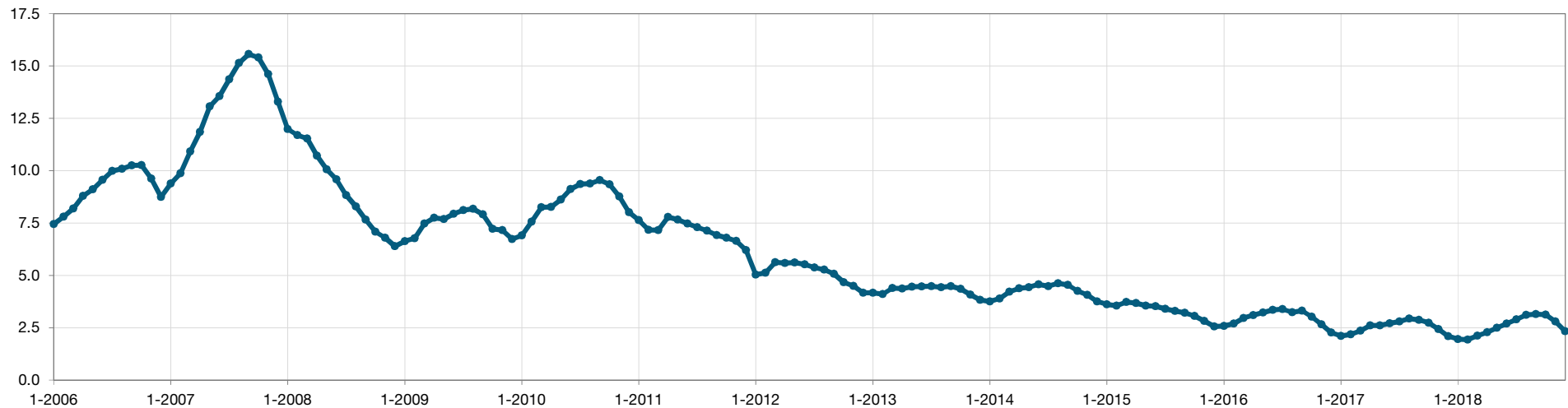


## December



Months Supply		Prior Year	Percent Change
January 2018	2.0	2.1	-4.8%
February 2018	1.9	2.2	-13.6%
March 2018	2.1	2.4	-12.5%
April 2018	2.3	2.6	-11.5%
May 2018	2.5	2.6	-3.8%
June 2018	2.7	2.7	0.0%
July 2018	2.9	2.8	+3.6%
August 2018	3.1	2.9	+6.9%
September 2018	3.1	2.9	+6.9%
October 2018	3.1	2.7	+14.8%
November 2018	2.8	2.4	+16.7%
<b>December 2018</b>	<b>2.3</b>	<b>2.1</b>	<b>+9.5%</b>
12-Month Avg	2.6	2.5	+4.0%

## 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 2017	YTD 2018	+ / -	YTD 2017	YTD 2018	+ / -	YTD 2017	YTD 2018	+ / -	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -
<b>Albert Lea</b>	369	329	<b>-10.8%</b>	341	269	<b>-21.1%</b>	\$90,000	\$108,500	<b>+20.6%</b>	65	61	<b>-6.2%</b>	2.3	2.7	<b>+17.4%</b>
<b>Austin</b>	461	503	<b>+9.1%</b>	415	394	<b>-5.1%</b>	\$104,500	\$105,000	<b>+0.5%</b>	66	83	<b>+25.8%</b>	1.9	2.5	<b>+31.6%</b>
<b>Bloomington</b>	40	45	<b>+12.5%</b>	28	41	<b>+46.4%</b>	\$124,249	\$124,000	<b>-0.2%</b>	9	9	<b>0.0%</b>	3.0	2.6	<b>-13.3%</b>
<b>Byron</b>	149	179	<b>+20.1%</b>	129	130	<b>+0.8%</b>	\$265,000	\$259,950	<b>-1.9%</b>	34	48	<b>+41.2%</b>	3.4	4.1	<b>+20.6%</b>
<b>Caledonia</b>	40	35	<b>-12.5%</b>	28	24	<b>-14.3%</b>	\$112,000	\$124,500	<b>+11.2%</b>	10	12	<b>+20.0%</b>	4.3	4.8	<b>+11.6%</b>
<b>Chatfield</b>	45	43	<b>-4.4%</b>	38	34	<b>-10.5%</b>	\$153,700	\$182,250	<b>+18.6%</b>	6	10	<b>+66.7%</b>	1.8	3.5	<b>+94.4%</b>
<b>Dodge Center</b>	69	64	<b>-7.2%</b>	67	52	<b>-22.4%</b>	\$151,000	\$185,531	<b>+22.9%</b>	5	10	<b>+100.0%</b>	0.9	2.4	<b>+166.7%</b>
<b>Grand Meadow</b>	16	15	<b>-6.3%</b>	17	13	<b>-23.5%</b>	\$131,250	\$106,000	<b>-19.2%</b>	3	3	<b>0.0%</b>	1.6	1.8	<b>+12.5%</b>
<b>Hayfield</b>	47	40	<b>-14.9%</b>	45	34	<b>-24.4%</b>	\$150,000	\$144,000	<b>-4.0%</b>	8	3	<b>-62.5%</b>	2.4	0.9	<b>-62.5%</b>
<b>Kasson</b>	161	155	<b>-3.7%</b>	144	135	<b>-6.3%</b>	\$200,000	\$208,000	<b>+4.0%</b>	22	16	<b>-27.3%</b>	1.9	1.4	<b>-26.3%</b>
<b>La Crescent</b>	51	60	<b>+17.6%</b>	42	51	<b>+21.4%</b>	\$215,000	\$261,000	<b>+21.4%</b>	18	15	<b>-16.7%</b>	5.1	3.2	<b>-37.3%</b>
<b>Lake City</b>	172	188	<b>+9.3%</b>	129	131	<b>+1.6%</b>	\$181,500	\$203,575	<b>+12.2%</b>	44	43	<b>-2.3%</b>	4.1	3.9	<b>-4.9%</b>
<b>Oronoco</b>	53	36	<b>-32.1%</b>	37	36	<b>-2.7%</b>	\$395,000	\$423,000	<b>+7.1%</b>	13	6	<b>-53.8%</b>	3.8	1.7	<b>-55.3%</b>
<b>Owatonna</b>	533	593	<b>+11.3%</b>	501	471	<b>-6.0%</b>	\$160,900	\$171,302	<b>+6.5%</b>	75	71	<b>-5.3%</b>	1.8	1.8	<b>0.0%</b>
<b>Preston</b>	26	45	<b>+73.1%</b>	16	24	<b>+50.0%</b>	\$106,950	\$133,250	<b>+24.6%</b>	10	17	<b>+70.0%</b>	6.0	7.8	<b>+30.0%</b>
<b>Pine Island</b>	103	75	<b>-27.2%</b>	82	65	<b>-20.7%</b>	\$207,500	\$221,000	<b>+6.5%</b>	11	8	<b>-27.3%</b>	1.5	1.5	<b>0.0%</b>
<b>Plainview</b>	53	56	<b>+5.7%</b>	51	54	<b>+5.9%</b>	\$161,800	\$182,400	<b>+12.7%</b>	3	4	<b>+33.3%</b>	0.7	0.8	<b>+14.3%</b>
<b>Rochester</b>	2,499	2,528	<b>+1.2%</b>	2,322	2,267	<b>-2.4%</b>	\$220,000	\$233,000	<b>+5.9%</b>	279	301	<b>+7.9%</b>	1.4	1.6	<b>+14.3%</b>
<b>Spring Valley</b>	99	77	<b>-22.2%</b>	92	64	<b>-30.4%</b>	\$129,900	\$152,268	<b>+17.2%</b>	11	12	<b>+9.1%</b>	1.4	2.3	<b>+64.3%</b>
<b>Saint Charles</b>	2	13	<b>+550.0%</b>	0	3	<b>--</b>	\$0	\$179,900	<b>--</b>	2	12	<b>+500.0%</b>	--	8.0	<b>--</b>
<b>Stewartville</b>	88	83	<b>-5.7%</b>	84	67	<b>-20.2%</b>	\$184,450	\$195,000	<b>+5.7%</b>	9	11	<b>+22.2%</b>	1.4	1.9	<b>+35.7%</b>
<b>Wabasha</b>	88	50	<b>-43.2%</b>	63	46	<b>-27.0%</b>	\$145,000	\$168,000	<b>+15.9%</b>	27	16	<b>-40.7%</b>	5.1	4.1	<b>-19.6%</b>
<b>Waseca</b>	185	179	<b>-3.2%</b>	157	138	<b>-12.1%</b>	\$128,000	\$138,000	<b>+7.8%</b>	36	41	<b>+13.9%</b>	2.8	3.6	<b>+28.6%</b>
<b>Winona</b>	421	446	<b>+5.9%</b>	389	363	<b>-6.7%</b>	\$138,500	\$144,000	<b>+4.0%</b>	73	98	<b>+34.2%</b>	2.3	3.2	<b>+39.1%</b>
<b>Zumbrota</b>	110	118	<b>+7.3%</b>	91	80	<b>-12.1%</b>	\$199,950	\$210,000	<b>+5.0%</b>	11	16	<b>+45.5%</b>	1.4	2.5	<b>+78.6%</b>