

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



July 2019

Home price growth has slowed and now more closely matches income and wage growth—a healthy development. However, years of chronic undersupply seems to finally be weighing on sales activity. Although the economy should continue to scampers along for the rest of 2019, most economists see a mild recession on the horizon. As worries intensify over an escalating trade war, the Fed and traders reacted by sending rates and stocks downward. Those waiting to lock in a rate could see their patience pay off.

New Listings in the Twin Cities region increased 1.8 percent to 7,827. Pending Sales were up 3.2 percent to 6,161. Inventory levels fell 4.4 percent to 11,961 units.

Prices continued to gain traction. The Median Sales Price increased 5.9 percent to \$283,700. Days on Market remained flat at 38 days. Sellers were encouraged as Months Supply of Homes for Sale was down 4.0 percent to 2.4 months.

The current U.S. economic expansion recently became the longest on record. But it's showing its age. Job growth, while still positive, has slowed somewhat as the budget deficit swells. A growing trade war is weighing on stocks, harming GDP growth and shrinking business investment. But wages continue to rise, unemployment remains (some would say too) low and confidence remains high even as life expectancy fell for a third straight year. There are plenty of positives, but keep an eye on the growing list of headwinds.

Quick Facts

+ 4.5% **+ 5.9%** **- 4.4%**

Change in
Closed Sales Change in
Median Sales Price Change in
Inventory

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Market Overview

Key market metrics for the current month and year-to-date.



Key Metrics	Historical Sparklines (normalized)	7-2018	7-2019	+ / -	YTD 2018	YTD 2019	+ / -
New Listings		7,689	7,827	+ 1.8%	48,846	48,570	- 0.6%
Pending Sales		5,972	6,161	+ 3.2%	36,878	36,373	- 1.4%
Closed Sales		6,341	6,628	+ 4.5%	33,621	33,057	- 1.7%
Days on Market Until Sale		38	38	0.0%	49	50	+ 2.0%
Median List Price		\$284,900	\$299,000	+ 4.9%	\$289,900	\$300,000	+ 3.5%
Median Sales Price		\$268,000	\$283,700	+ 5.9%	\$265,000	\$280,000	+ 5.7%
Price Per Square Foot		\$156	\$160	+ 3.1%	\$152	\$159	+ 5.0%
ShowingTime Housing Value Index		\$224,732	\$231,796	+ 3.1%	--	--	--
Pct. of Orig. List Price Received		99.8%	99.7%	- 0.1%	99.5%	99.2%	- 0.3%
Inventory of Homes for Sale		12,518	11,961	- 4.4%	--	--	--
Months Supply of Homes for Sale		2.5	2.4	- 4.0%	--	--	--

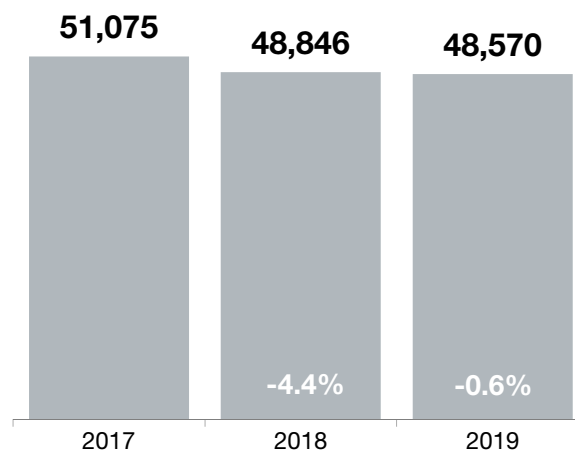
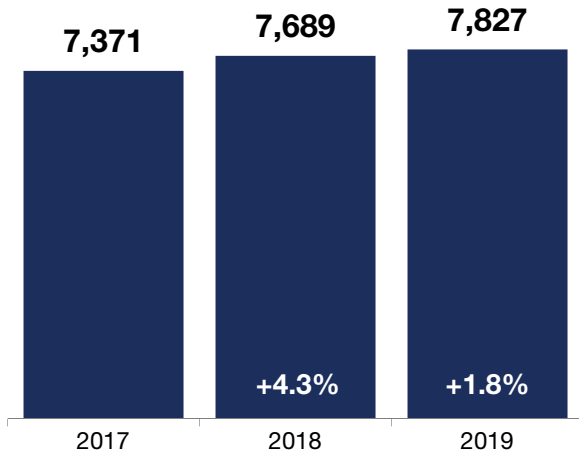
New Listings

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



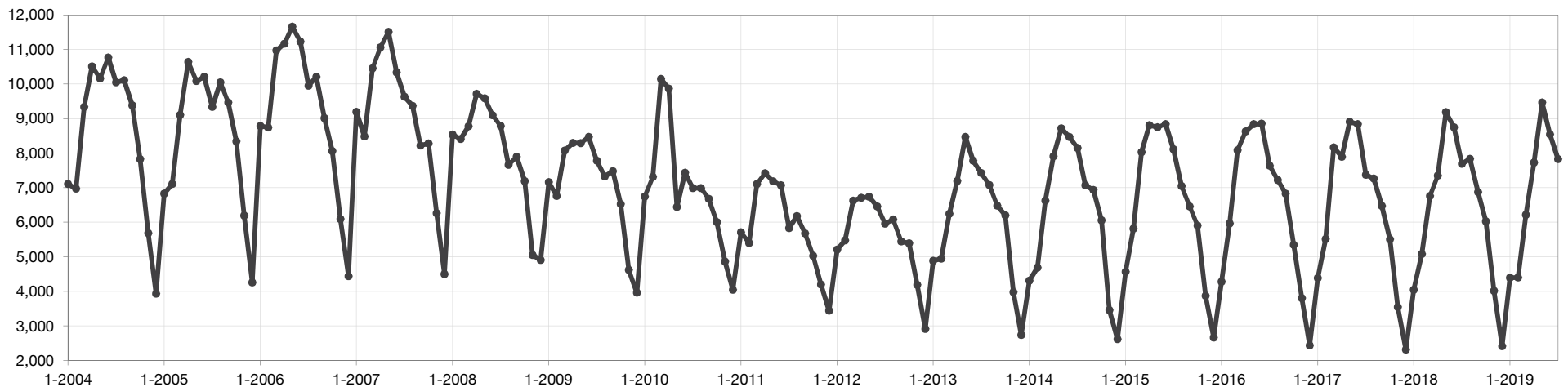
July

Year To Date



	New Listings	Prior Year	Percent Change
August 2018	7,832	7,263	+7.8%
September 2018	6,871	6,475	+6.1%
October 2018	6,027	5,506	+9.5%
November 2018	4,012	3,547	+13.1%
December 2018	2,411	2,311	+4.3%
January 2019	4,396	4,045	+8.7%
February 2019	4,397	5,081	-13.5%
March 2019	6,216	6,755	-8.0%
April 2019	7,726	7,345	+5.2%
May 2019	9,463	9,183	+3.0%
June 2019	8,545	8,748	-2.3%
July 2019	7,827	7,689	+1.8%
12-Month Avg	6,310	6,162	+2.4%

Historical New Listing Activity



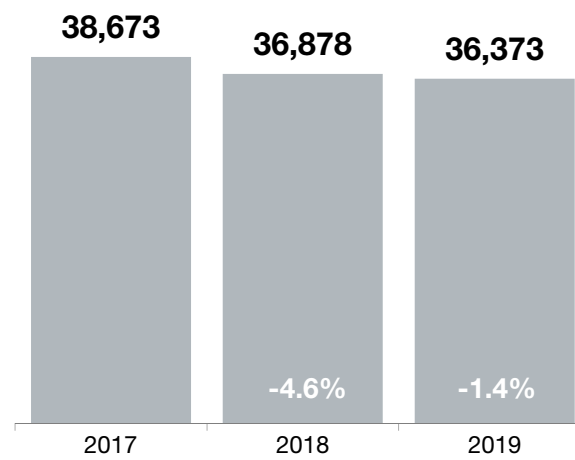
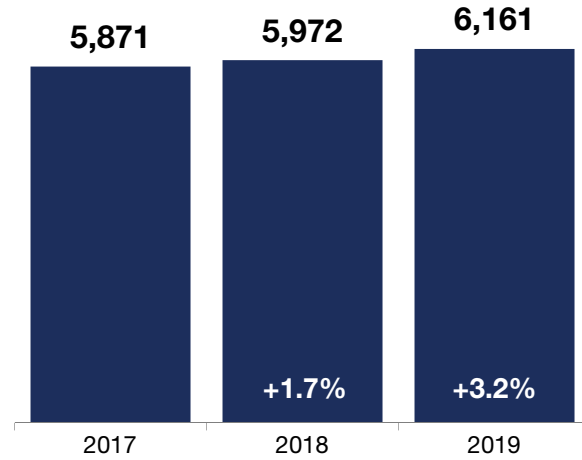
Pending Sales

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



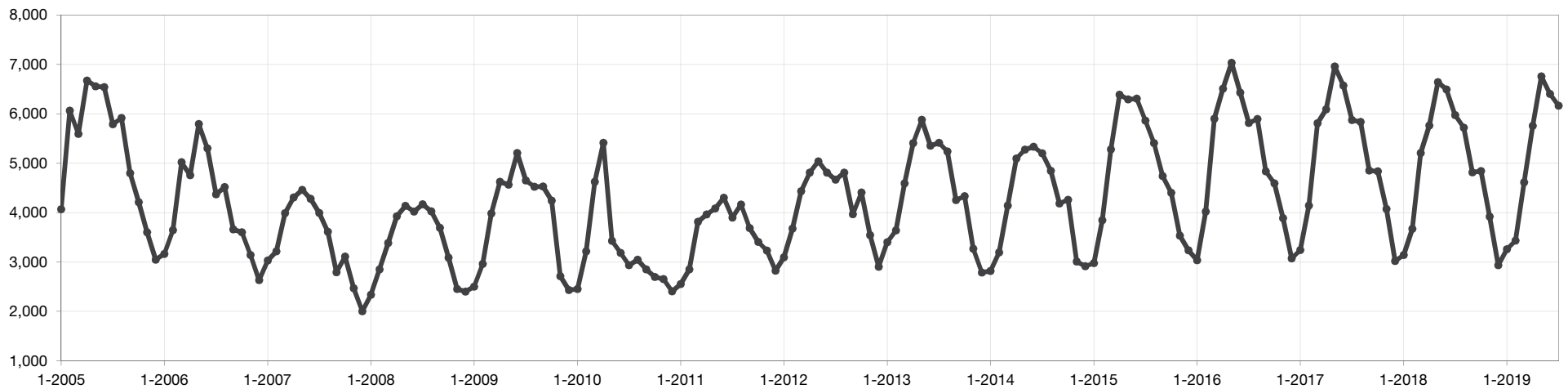
July

Year To Date



	Pending Sales	Prior Year	Percent Change
August 2018	5,719	5,832	-1.9%
September 2018	4,815	4,852	-0.8%
October 2018	4,837	4,832	+0.1%
November 2018	3,916	4,073	-3.9%
December 2018	2,934	3,020	-2.8%
January 2019	3,258	3,140	+3.8%
February 2019	3,433	3,671	-6.5%
March 2019	4,611	5,204	-11.4%
April 2019	5,755	5,762	-0.1%
May 2019	6,754	6,638	+1.7%
June 2019	6,401	6,491	-1.4%
July 2019	6,161	5,972	+3.2%
12-Month Avg	4,883	4,957	-1.5%

Historical Pending Sales Activity

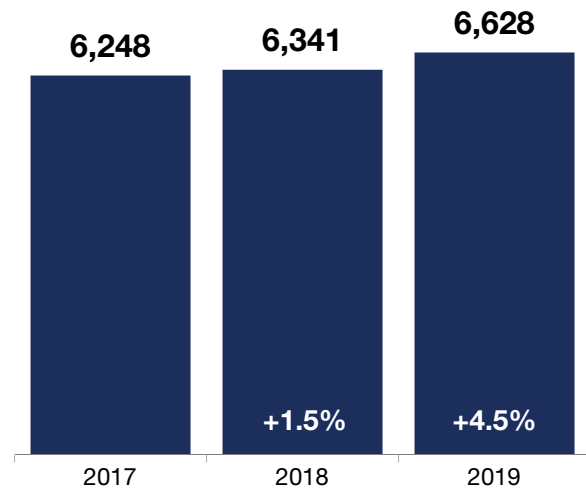


Closed Sales

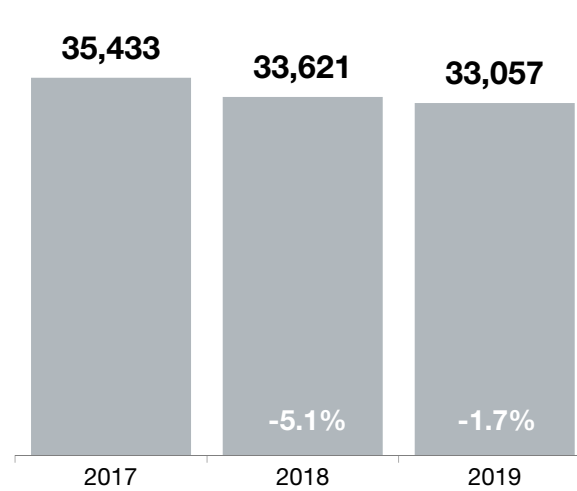
A count of the actual sales that have closed in a given month.



July

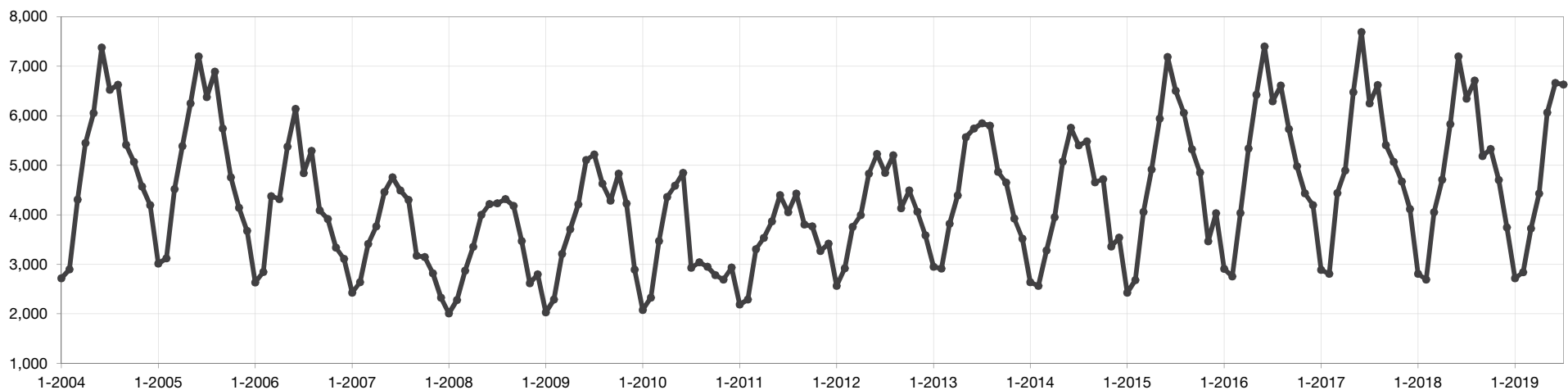


Year To Date



Closed Sales		Prior Year	Percent Change
August 2018	6,708	6,616	+1.4%
September 2018	5,184	5,403	-4.1%
October 2018	5,324	5,065	+5.1%
November 2018	4,703	4,671	+0.7%
December 2018	3,743	4,112	-9.0%
January 2019	2,719	2,809	-3.2%
February 2019	2,838	2,691	+5.5%
March 2019	3,722	4,050	-8.1%
April 2019	4,427	4,709	-6.0%
May 2019	6,062	5,829	+4.0%
June 2019	6,661	7,192	-7.4%
July 2019	6,628	6,341	+4.5%
12-Month Avg	4,893	4,957	-1.4%

Historical Closed Sales Activity

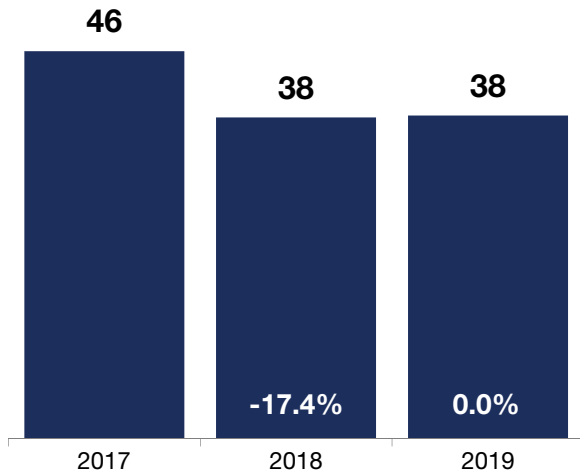


Days on Market Until Sale

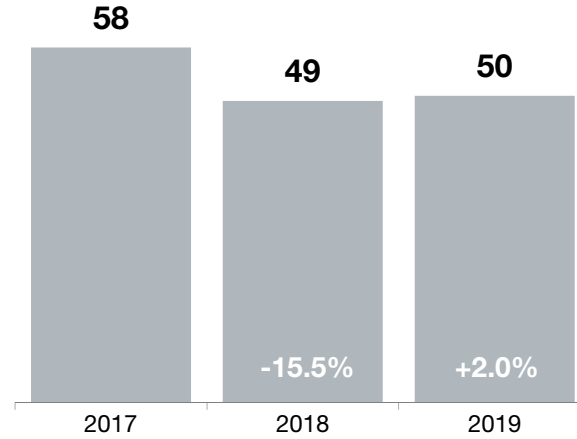
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



July

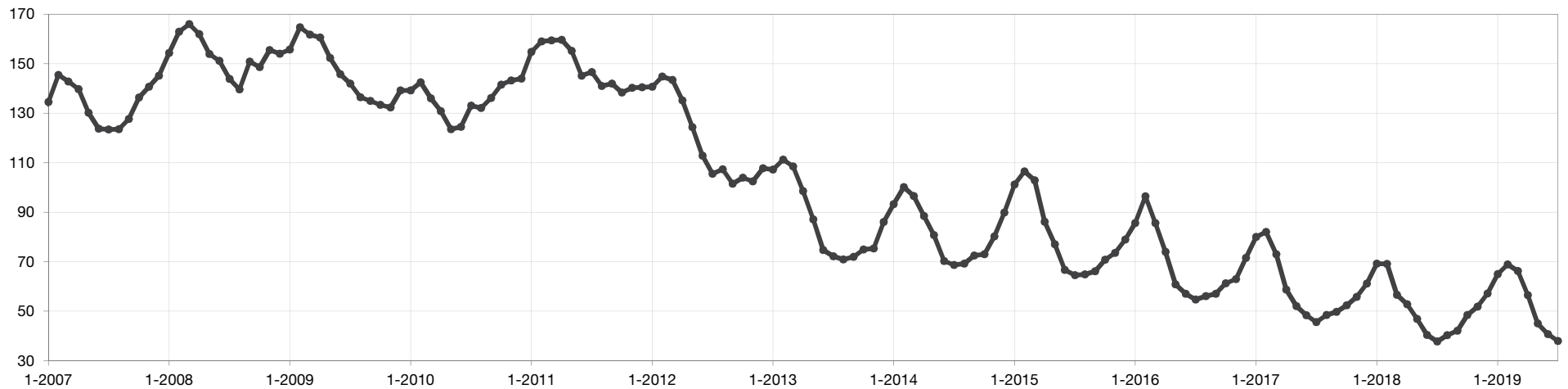


Year To Date



Days on Market		Prior Year	Percent Change
August 2018	40	48	-16.7%
September 2018	42	50	-16.0%
October 2018	48	52	-7.7%
November 2018	52	56	-7.1%
December 2018	57	61	-6.6%
January 2019	65	69	-5.8%
February 2019	69	69	0.0%
March 2019	66	57	+15.8%
April 2019	57	53	+7.5%
May 2019	45	47	-4.3%
June 2019	41	40	+2.5%
July 2019	38	38	0.0%
12-Month Avg	49	51	-3.9%

Historical Days on Market Until Sale



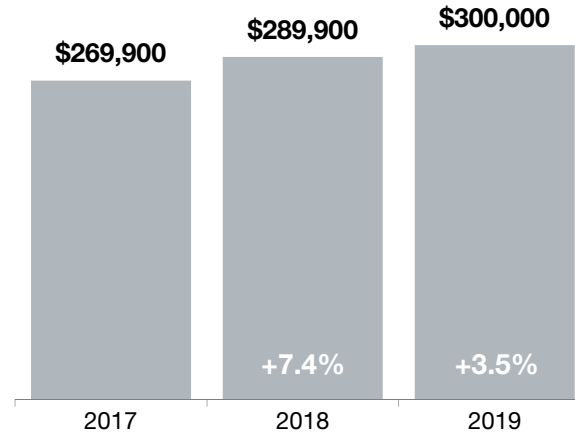
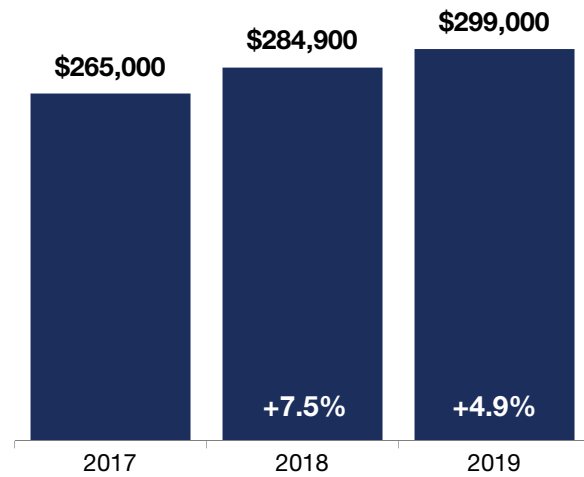
Median Original List Price

Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



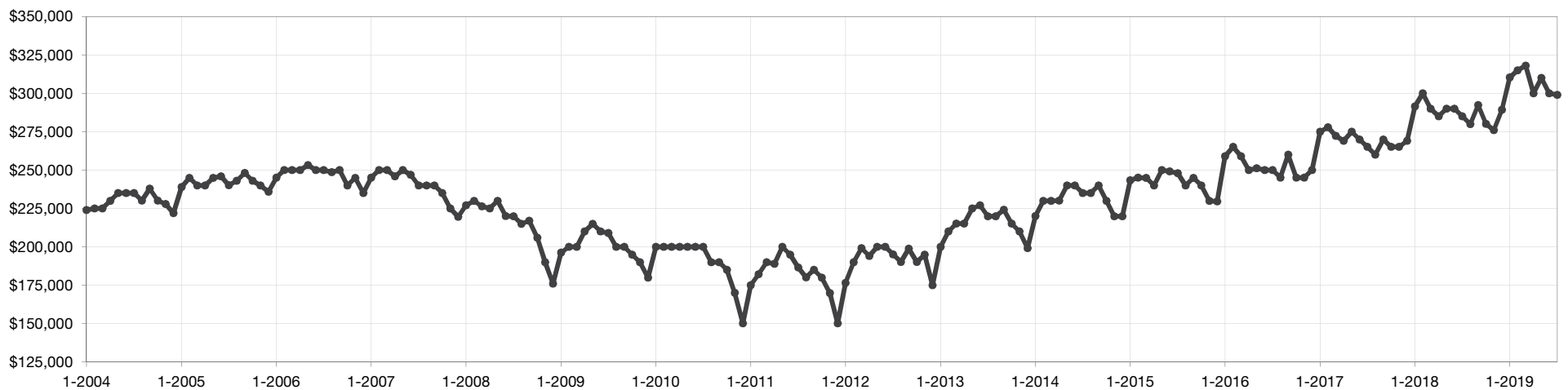
July

Year To Date



	Median Original List Price	Prior Year	Percent Change
August 2018	\$279,900	\$260,000	+7.7%
September 2018	\$292,250	\$269,900	+8.3%
October 2018	\$280,000	\$265,000	+5.7%
November 2018	\$275,900	\$265,000	+4.1%
December 2018	\$289,250	\$269,000	+7.5%
January 2019	\$310,245	\$291,378	+6.5%
February 2019	\$314,900	\$299,900	+5.0%
March 2019	\$317,900	\$289,900	+9.7%
April 2019	\$300,000	\$284,900	+5.3%
May 2019	\$309,900	\$289,900	+6.9%
June 2019	\$299,900	\$289,900	+3.4%
July 2019	\$299,000	\$284,900	+4.9%
12-Month Med	\$299,900	\$279,900	+7.1%

Historical Median Original List Price



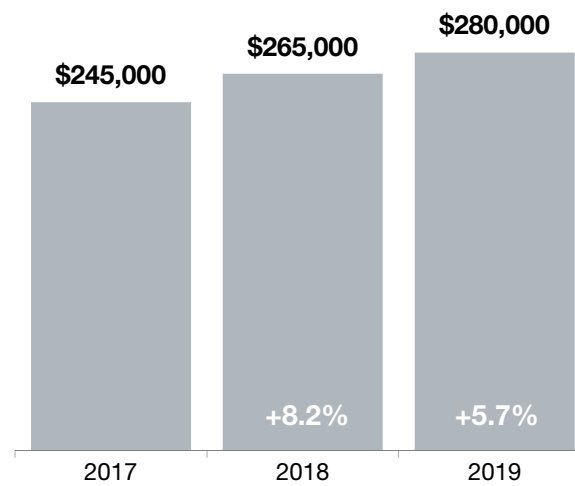
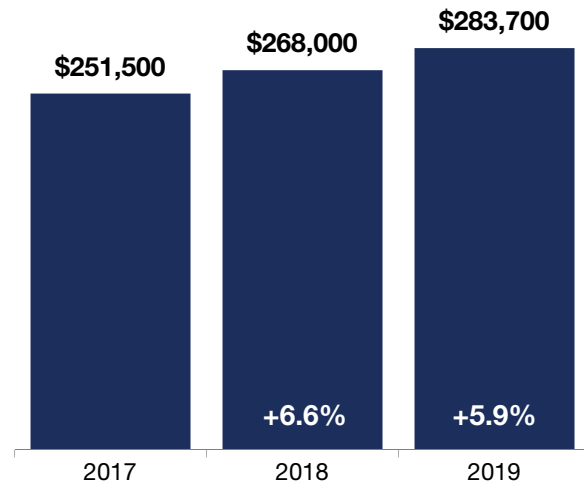
Median Sales Price

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



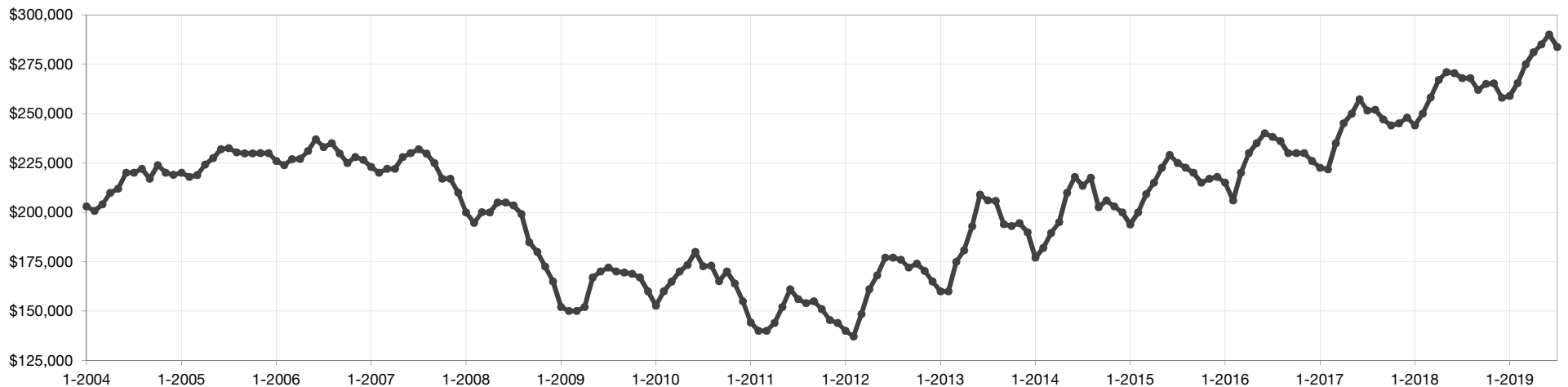
July

Year To Date



	Median Sales Price	Prior Year	Percent Change
August 2018	\$268,000	\$252,000	+6.3%
September 2018	\$262,000	\$247,000	+6.1%
October 2018	\$265,000	\$244,000	+8.6%
November 2018	\$265,300	\$245,000	+8.3%
December 2018	\$258,000	\$248,000	+4.0%
January 2019	\$259,000	\$244,000	+6.1%
February 2019	\$265,450	\$250,000	+6.2%
March 2019	\$275,000	\$258,100	+6.5%
April 2019	\$281,000	\$267,000	+5.2%
May 2019	\$285,000	\$271,000	+5.2%
June 2019	\$290,000	\$270,500	+7.2%
July 2019	\$283,700	\$268,000	+5.9%
12-Month Med	\$274,900	\$257,000	+7.0%

Historical Median Sales Price



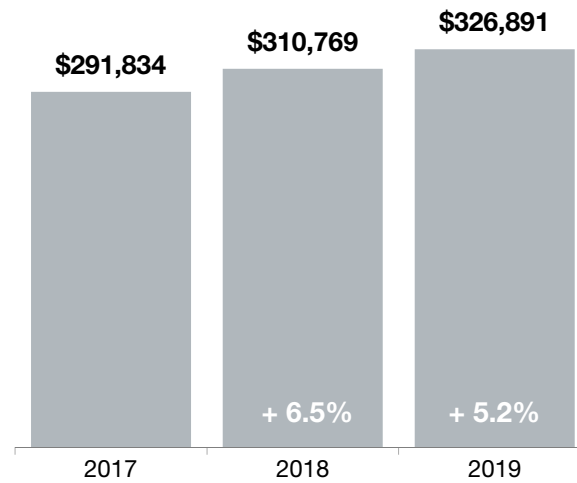
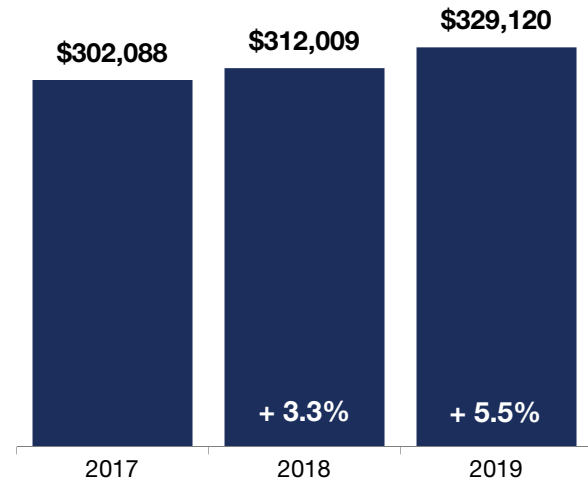
Average Sales Price

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



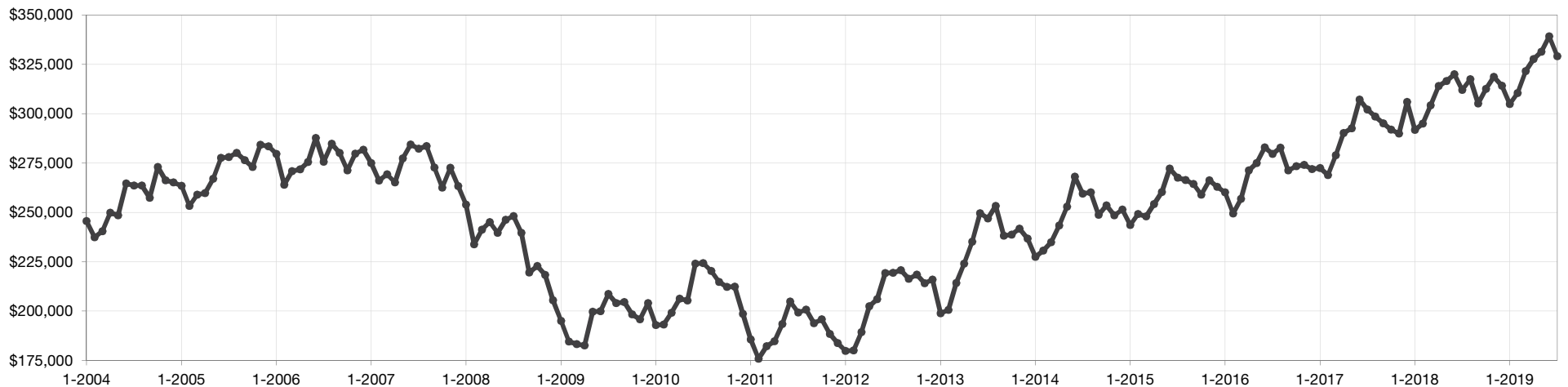
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Year to Date



	Average Sales Price	Prior Year	Percent Change
August 2018	\$317,359	\$298,558	+6.3%
September 2018	\$305,093	\$294,991	+3.4%
October 2018	\$312,473	\$291,862	+7.1%
November 2018	\$318,573	\$289,908	+9.9%
December 2018	\$314,098	\$305,935	+2.7%
January 2019	\$304,905	\$291,799	+4.5%
February 2019	\$310,350	\$294,963	+5.2%
March 2019	\$321,457	\$304,239	+5.7%
April 2019	\$327,580	\$313,926	+4.3%
May 2019	\$331,363	\$316,458	+4.7%
June 2019	\$339,142	\$319,978	+6.0%
July 2019	\$329,120	\$312,009	+5.5%
12-Month Avg	\$321,091	\$304,390	+5.5%

Historical Average Sales Price



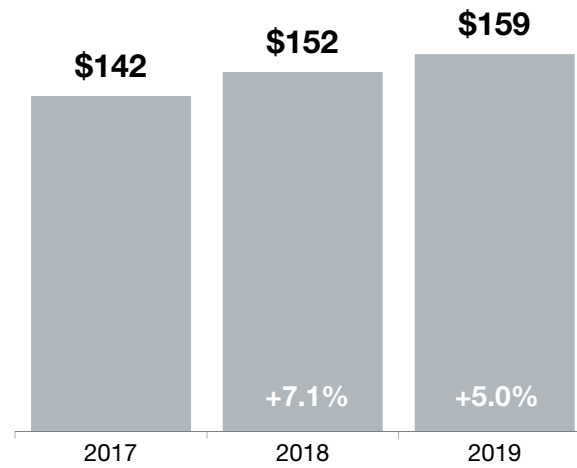
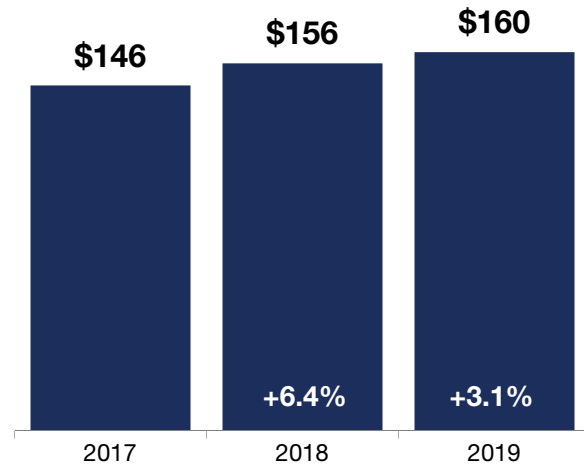
Price Per Square Foot

The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



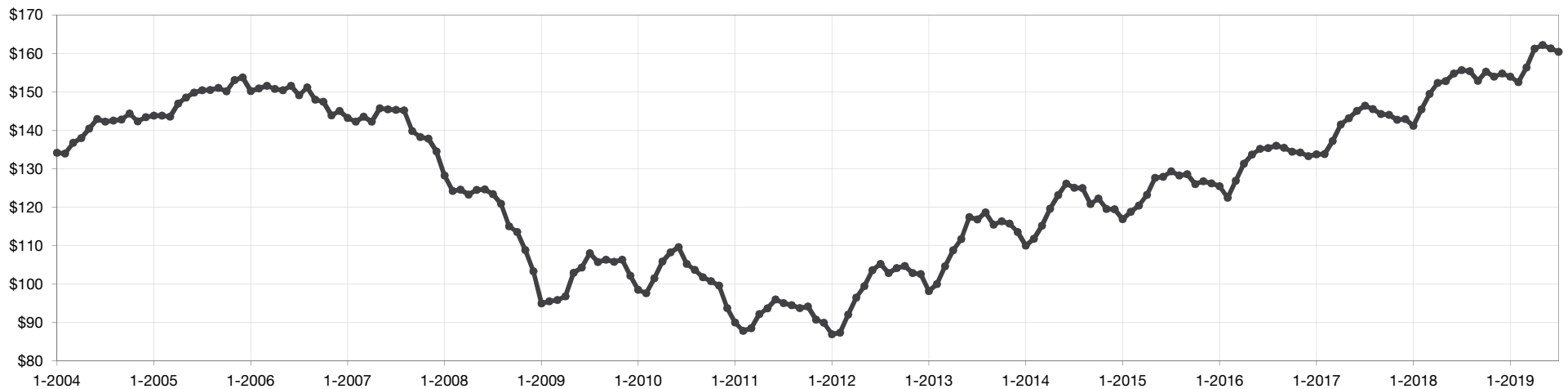
July

Year to Date



	Price Per Square Foot	Prior Year	Percent Change
August 2018	\$155	\$145	+6.7%
September 2018	\$153	\$144	+6.0%
October 2018	\$155	\$144	+7.8%
November 2018	\$154	\$143	+7.9%
December 2018	\$155	\$143	+8.3%
January 2019	\$154	\$141	+9.1%
February 2019	\$153	\$145	+4.9%
March 2019	\$156	\$149	+4.5%
April 2019	\$161	\$152	+5.8%
May 2019	\$162	\$153	+6.2%
June 2019	\$161	\$155	+4.3%
July 2019	\$160	\$156	+3.1%
12-Month Avg	\$157	\$148	+6.0%

Historical Price Per Square Foot

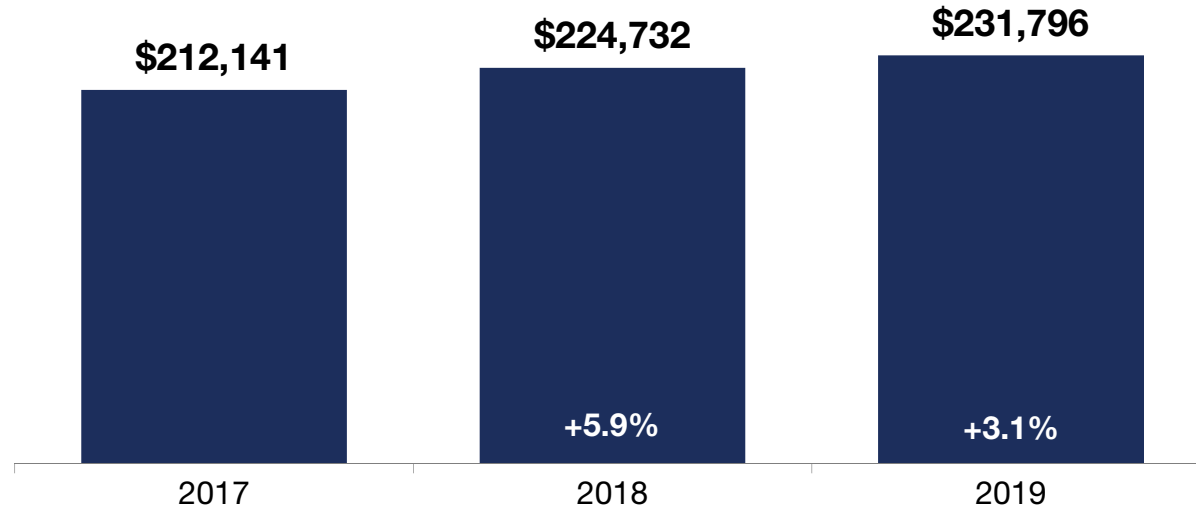


ShowingTime Housing Value Index



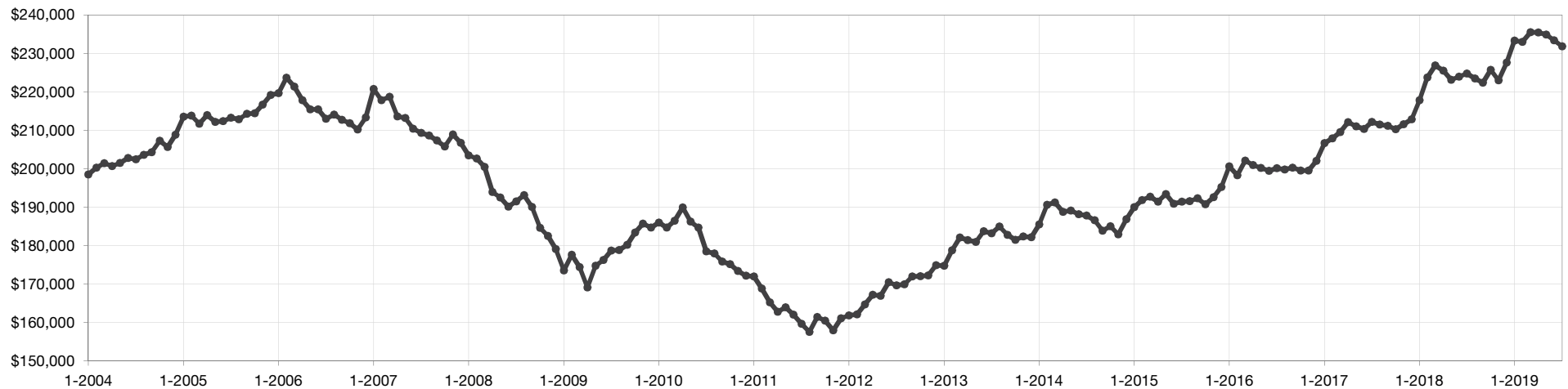
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

July



Housing Value Index	Prior Year	Percent Change
August 2018	\$223,445	\$211,476 +5.7%
September 2018	\$222,350	\$211,150 +5.3%
October 2018	\$225,719	\$210,221 +7.4%
November 2018	\$222,974	\$211,553 +5.4%
December 2018	\$227,621	\$212,836 +6.9%
January 2019	\$233,338	\$217,775 +7.1%
February 2019	\$232,972	\$223,709 +4.1%
March 2019	\$235,473	\$226,819 +3.8%
April 2019	\$235,402	\$225,506 +4.4%
May 2019	\$234,877	\$223,089 +5.3%
June 2019	\$233,354	\$223,897 +4.2%
July 2019	\$231,796	\$224,732 +3.1%
12-Month Avg	\$229,943	\$218,563 +5.2%

Historical ShowingTime Housing Value Index



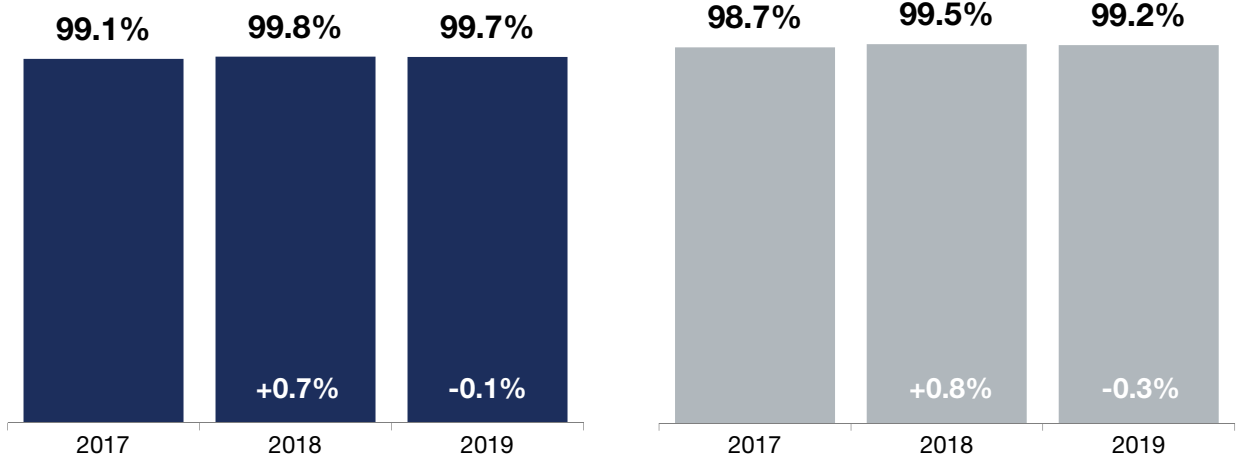
Percent of Original List Price Received



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.

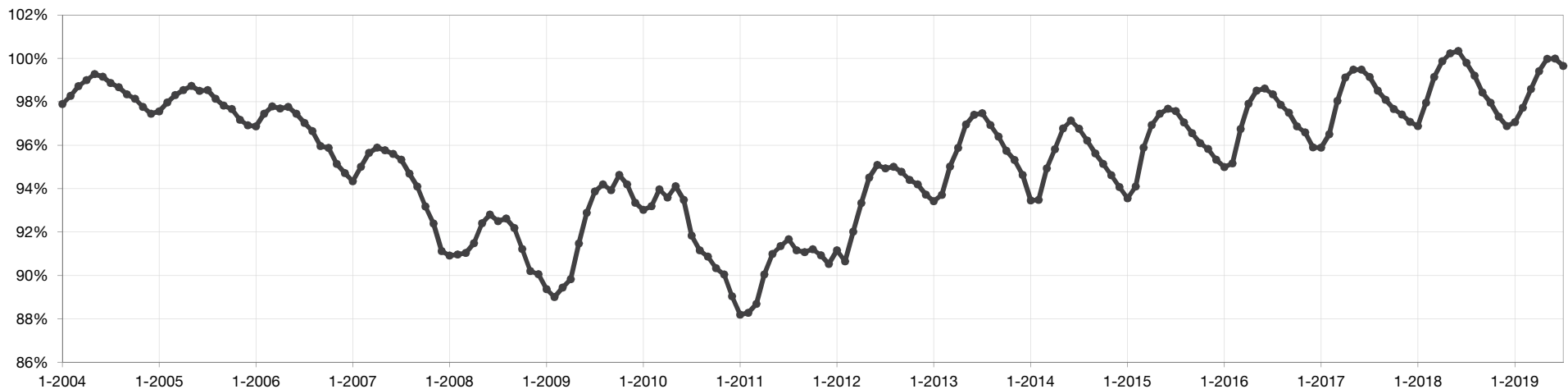
July

Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
August 2018	99.2%	98.5%	+0.7%
September 2018	98.4%	98.1%	+0.3%
October 2018	98.0%	97.7%	+0.3%
November 2018	97.3%	97.4%	-0.1%
December 2018	96.9%	97.1%	-0.2%
January 2019	97.1%	96.9%	+0.2%
February 2019	97.7%	98.0%	-0.3%
March 2019	98.6%	99.1%	-0.5%
April 2019	99.4%	99.9%	-0.5%
May 2019	100.0%	100.2%	-0.2%
June 2019	100.0%	100.3%	-0.3%
July 2019	99.7%	99.8%	-0.1%
12-Month Avg	98.7%	98.8%	-0.1%

Historical Percent of Original List Price Received



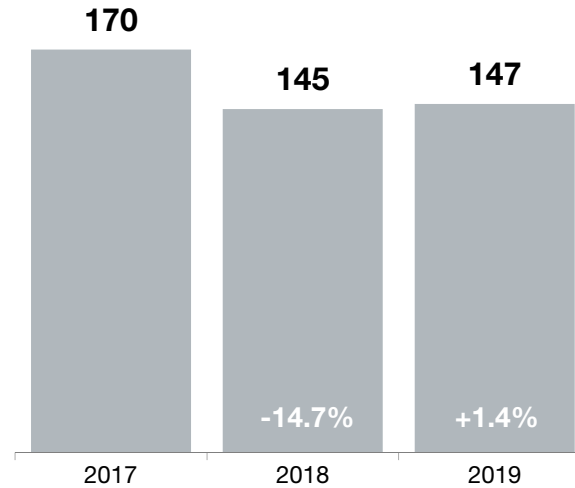
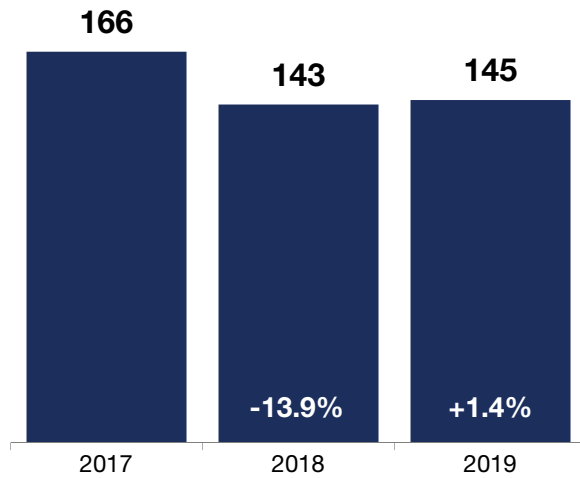
Housing Affordability Index



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

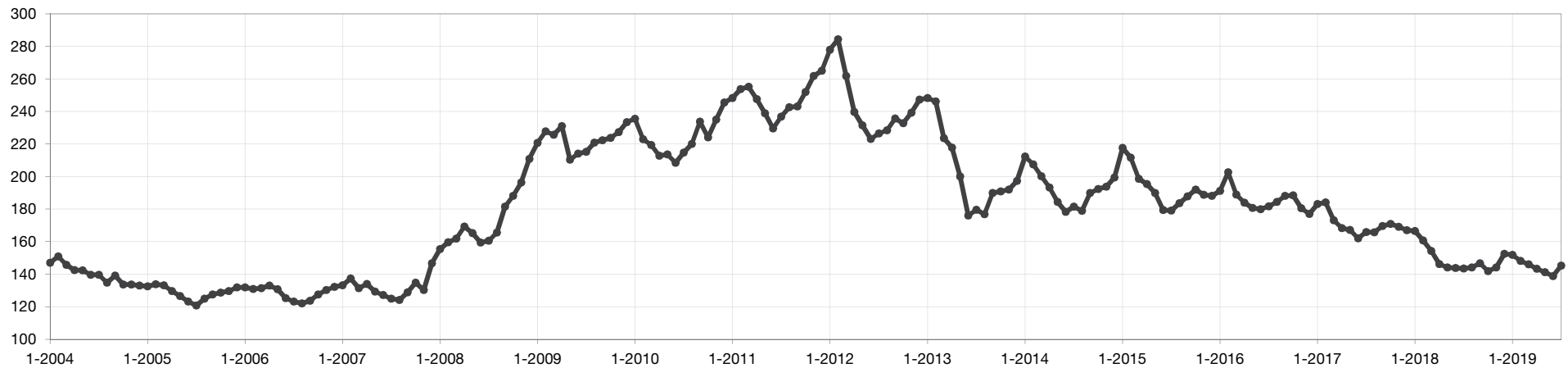
July

Year to Date



	Housing Affordability Index	Prior Year	Percent Change
August 2018	144	166	-13.3%
September 2018	147	170	-13.5%
October 2018	142	171	-17.0%
November 2018	144	169	-14.8%
December 2018	152	167	-9.0%
January 2019	152	167	-9.0%
February 2019	148	161	-8.1%
March 2019	146	154	-5.2%
April 2019	143	146	-2.1%
May 2019	141	144	-2.1%
June 2019	139	144	-3.5%
July 2019	145	143	+1.4%
12-Month Avg	145	158	-8.2%

Historical Housing Affordability Index

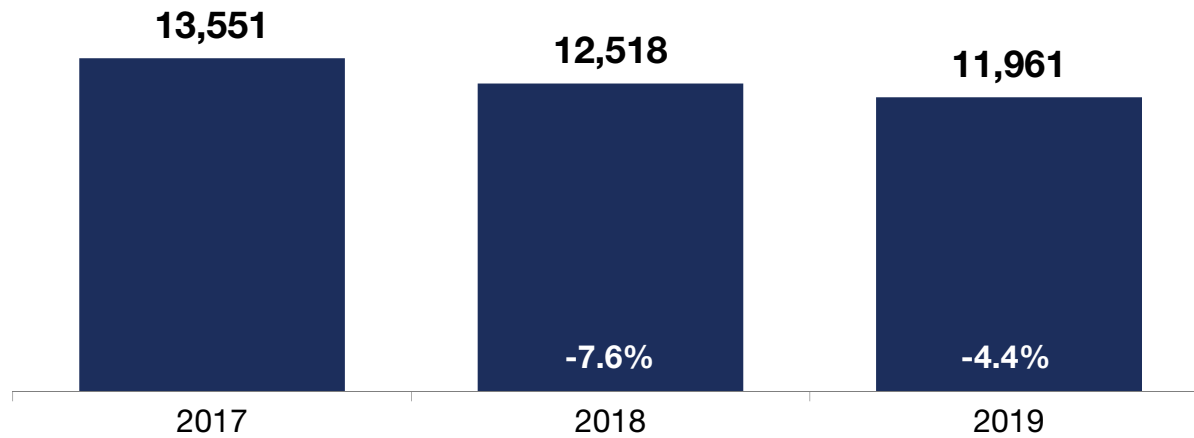


Inventory of Homes for Sale

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

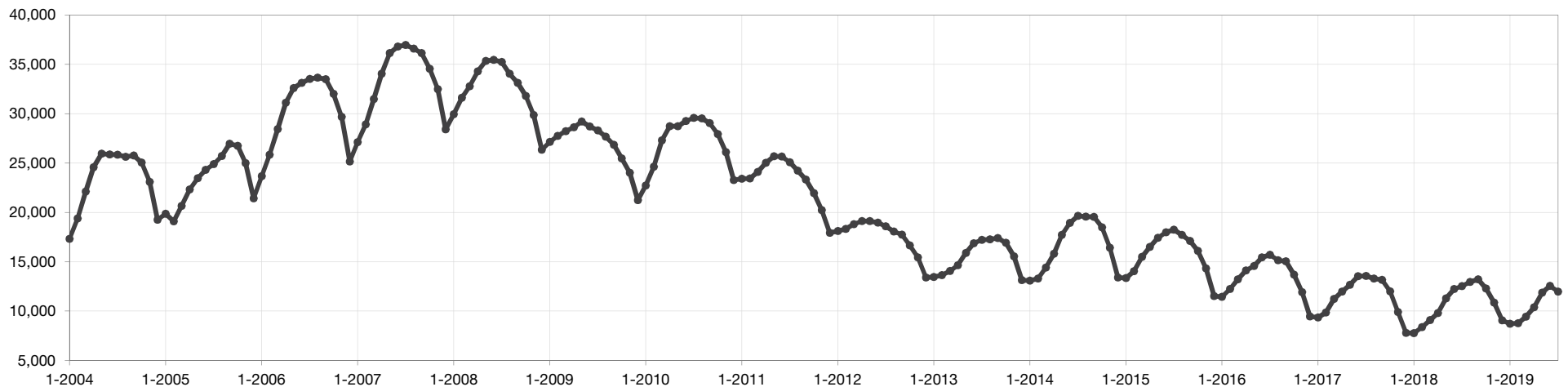


July



Homes for Sale		Prior Year	Percent Change
August 2018	12,951	13,295	-2.6%
September 2018	13,214	13,166	+0.4%
October 2018	12,299	12,000	+2.5%
November 2018	10,868	9,918	+9.6%
December 2018	9,064	7,789	+16.4%
January 2019	8,723	7,761	+12.4%
February 2019	8,778	8,372	+4.8%
March 2019	9,438	9,080	+3.9%
April 2019	10,390	9,795	+6.1%
May 2019	11,860	11,275	+5.2%
June 2019	12,554	12,228	+2.7%
July 2019	11,961	12,518	-4.4%
12-Month Avg	11,008	10,600	+4.7%

Historical Inventory of Homes for Sale

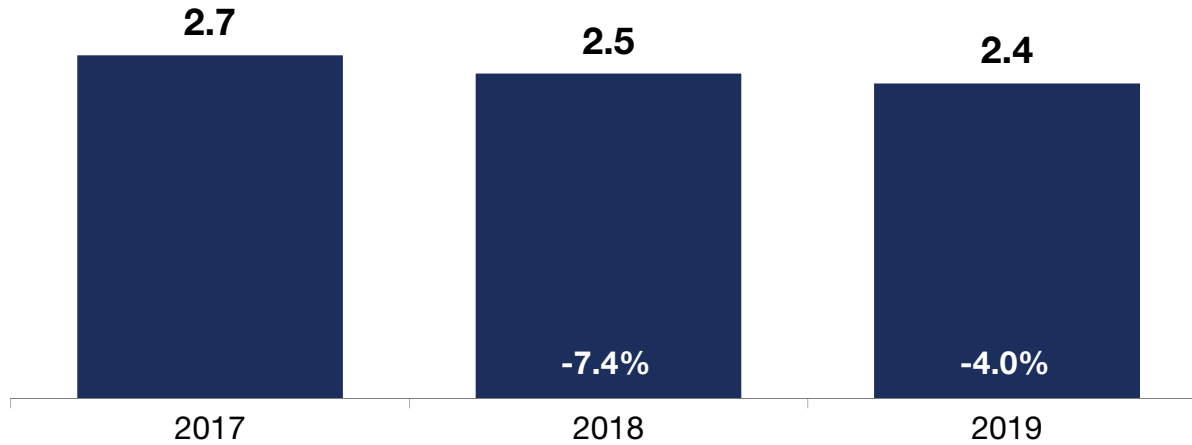


Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales for the last 12 months.

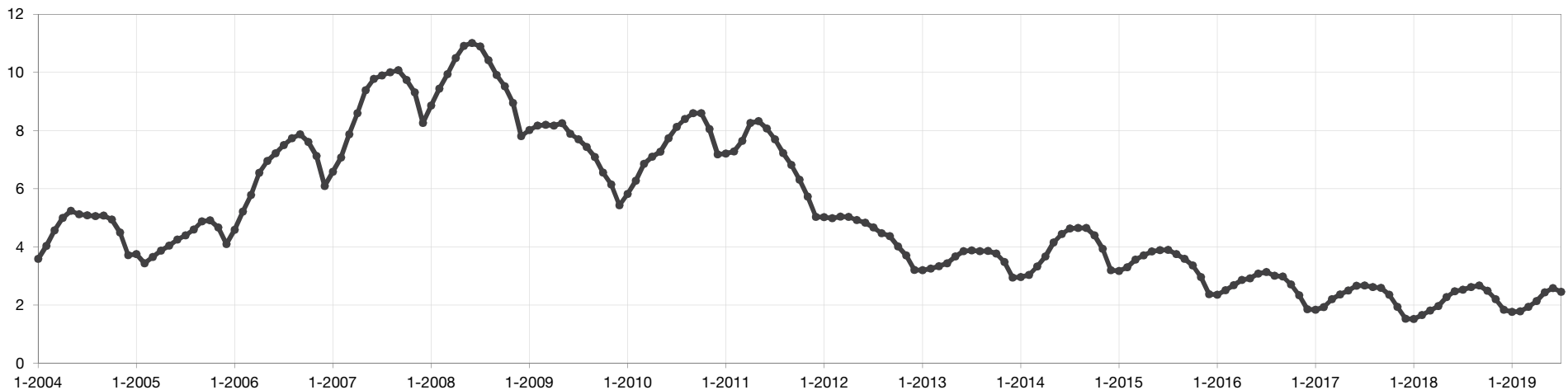


July



Months Supply		Prior Year	Percent Change
August 2018	2.6	2.6	0.0%
September 2018	2.7	2.6	+3.8%
October 2018	2.5	2.4	+4.2%
November 2018	2.2	1.9	+15.8%
December 2018	1.8	1.5	+20.0%
January 2019	1.8	1.5	+20.0%
February 2019	1.8	1.7	+5.9%
March 2019	1.9	1.8	+5.6%
April 2019	2.1	2.0	+5.0%
May 2019	2.4	2.3	+4.3%
June 2019	2.6	2.5	+4.0%
July 2019	2.4	2.5	-4.0%
12-Month Avg	2.2	2.1	+4.8%

Historical Months Supply of Inventory



Mortgage Finance Utilization Rates



Home finance type utilization rates as a share of all closed sales, by month. Note: "Other" includes Adjustable Rate / Graduated Payment, Assumable, Contract for Deed (CFD), CFD w/ Assumable, DVA, Exchange / Trade, FHA Rehab 203k, Special Funding, Other and Unknown.

Historical Mortgage Finance Utilization Rates

— Cash — Conventional — FHA Distressed Sales Rate Other

