

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



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March 2014

During this year's spring refresh, seller activity is the first item on the watch list. Low inventory has been a national headline grabber, and many are eager to see if this is the year that brings a bevy of new properties to market for ready-to-buyers. Investor activity and cash purchases should be monitored, as well, along with any increases in new construction. And although interest rates are up from their all-time lows, borrowing costs are still remarkably affordable. It's cheaper to own than to rent in most of the country.

New Listings in the Twin Cities region increased 5.5 percent to 6,492. Pending Sales were down 8.4 percent to 4,141. Inventory levels shrank 4.1 percent to 13,086 units.

Prices marched higher. The Median Sales Price increased 7.6 percent to \$190,000. Days on Market was down 12.0 percent to 95 days. Absorption rates improved as Months Supply of Inventory was down 6.1 percent to 3.1 months.

Consumers are in better shape for the current financial landscape, just in time for the primary home-buying season. Along with an uptick in consumer confidence, GDP growth was revised up to 2.6 percent by the Commerce Department. Consumer spending has risen and claims for unemployment benefits have decreased. Economic health fuels housing market growth. Employed, confident people with rising incomes tend to purchase real property.

Quick Facts

- 16.7% **+ 7.6%** **- 4.1%**

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.



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Key Metrics	Historical Sparklines (normalized)	3-2013	3-2014	+ / -	YTD 2013	YTD 2014	+ / -
New Listings		6,151	6,492	+ 5.5%	15,808	15,358	- 2.8%
Pending Sales		4,523	4,141	- 8.4%	11,468	10,077	- 12.1%
Closed Sales		3,763	3,133	- 16.7%	9,537	8,226	- 13.7%
Days on Market Until Sale		108	95	- 12.0%	109	96	- 11.9%
Median List Price		\$216,950	\$234,700	+ 8.2%	\$209,900	\$229,900	+ 9.5%
Median Sales Price		\$176,500	\$190,000	+ 7.6%	\$167,000	\$185,000	+ 10.8%
Price Per Square Foot		\$105	\$116	+ 10.0%	\$102	\$113	+ 11.1%
10K Housing Value Index		\$181,083	\$190,013	+ 4.9%	--	--	--
Percent of Original List Price Received		95.0%	95.0%	0.0%	94.2%	94.1%	- 0.1%
Inventory of Homes for Sale		13,652	13,086	- 4.1%	--	--	--
Months Supply of Homes for Sale		3.3	3.1	- 6.1%	--	--	--

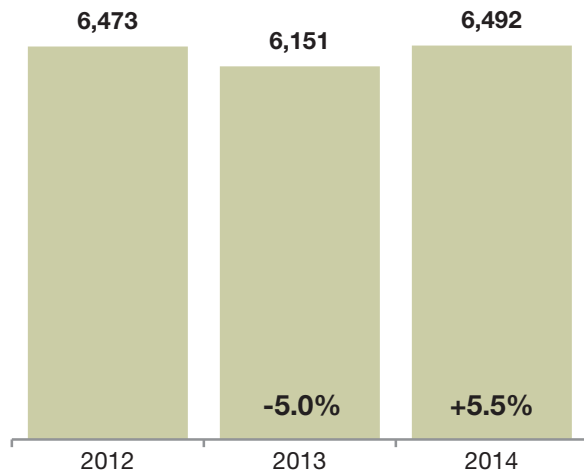
New Listings

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

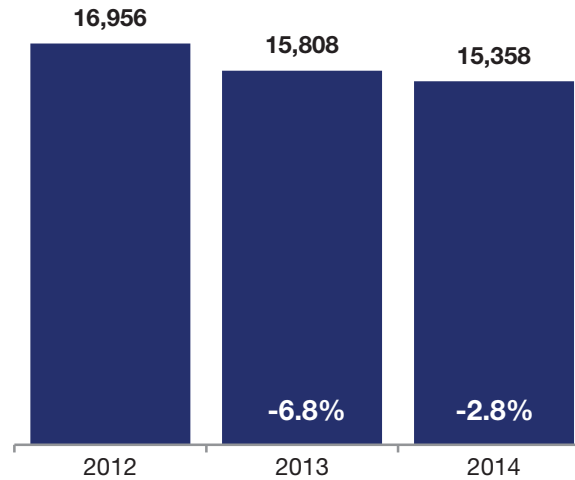


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March



Year To Date



Month	Prior Year	Current Year	+ / -
April	6,550	7,059	+7.8%
May	6,602	8,325	+26.1%
June	6,358	7,635	+20.1%
July	5,856	7,301	+24.7%
August	5,969	6,949	+16.4%
September	5,342	6,374	+19.3%
October	5,302	6,104	+15.1%
November	4,120	3,901	-5.3%
December	2,855	2,676	-6.3%
January	4,799	4,245	-11.5%
February	4,858	4,621	-4.9%
March	6,151	6,492	+5.5%
12-Month Avg	5,397	5,974	+10.7%

Historical New Listing Activity



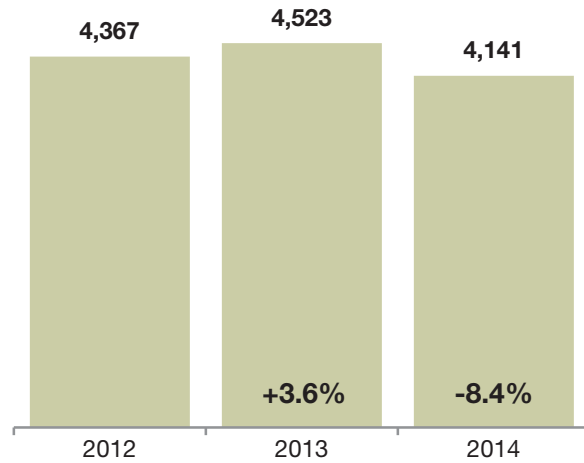
Pending Sales

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

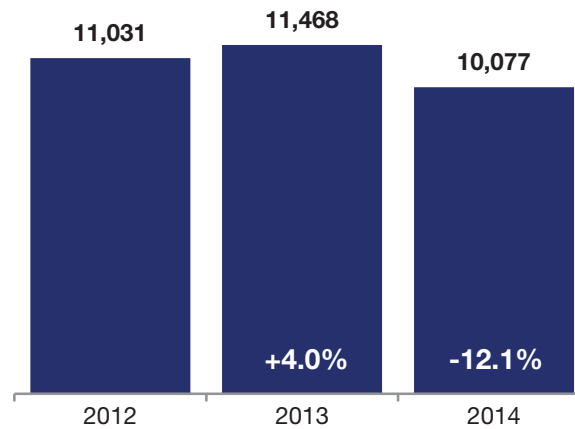


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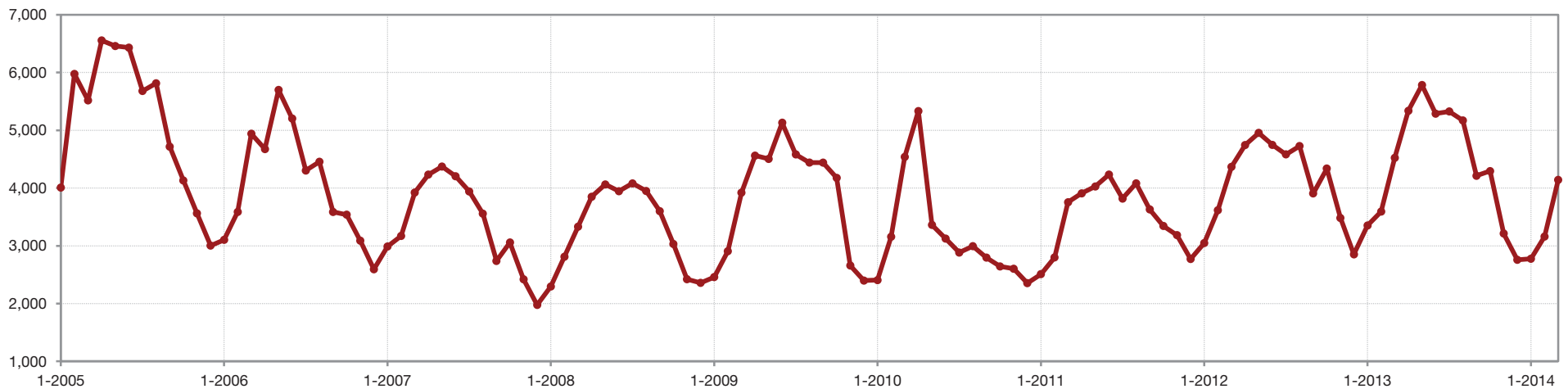


Year To Date



Month	Prior Year	Current Year	+ / -
April	4,744	5,337	+12.5%
May	4,955	5,783	+16.7%
June	4,747	5,287	+11.4%
July	4,583	5,326	+16.2%
August	4,727	5,170	+9.4%
September	3,907	4,212	+7.8%
October	4,338	4,293	-1.0%
November	3,482	3,213	-7.7%
December	2,852	2,758	-3.3%
January	3,352	2,776	-17.2%
February	3,593	3,160	-12.1%
March	4,523	4,141	-8.4%
12-Month Avg	4,150	4,288	+3.3%

Historical Pending Sales Activity



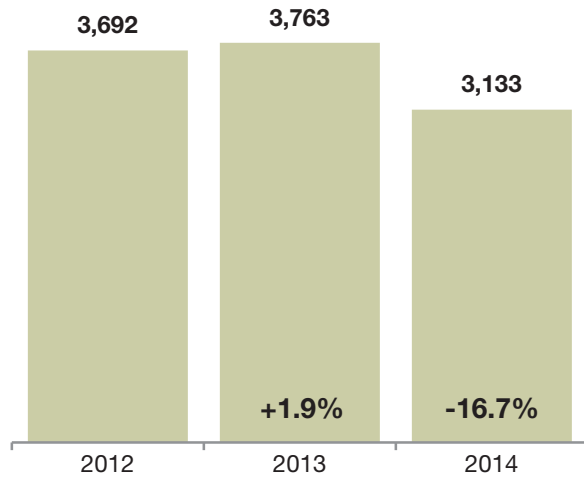
Closed Sales

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

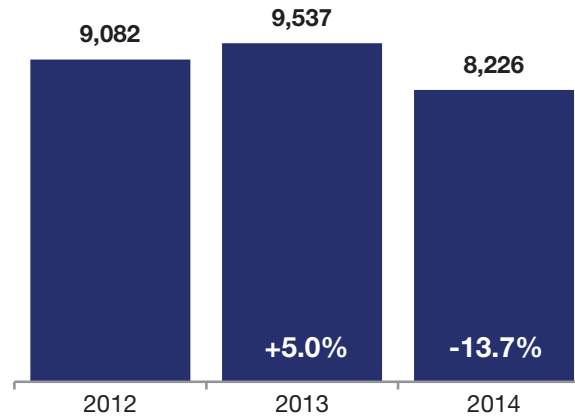


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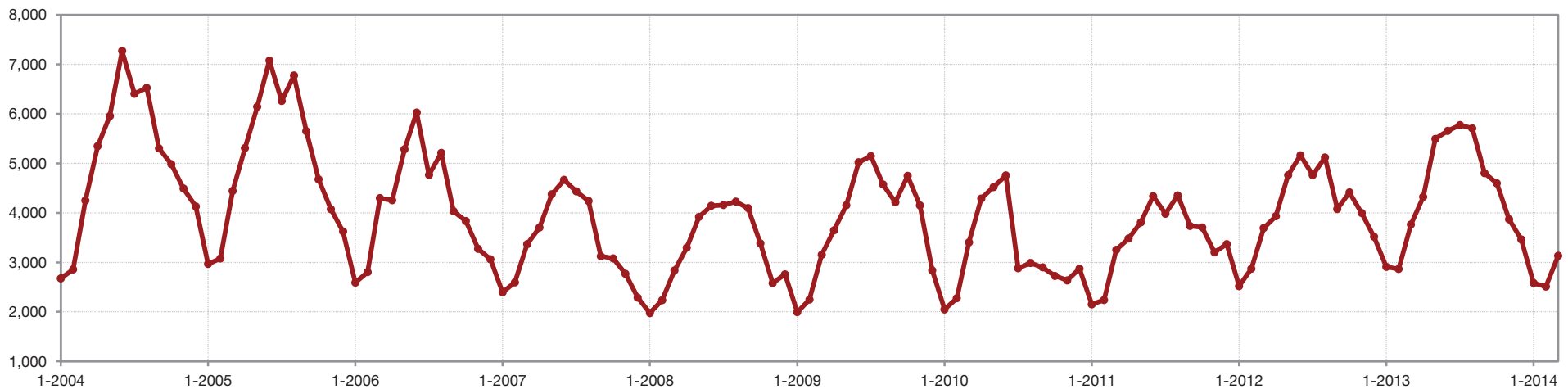


Year To Date



Month	Prior Year	Current Year	+ / -
April	3,931	4,322	+9.9%
May	4,760	5,493	+15.4%
June	5,160	5,654	+9.6%
July	4,761	5,771	+21.2%
August	5,118	5,705	+11.5%
September	4,076	4,801	+17.8%
October	4,413	4,596	+4.1%
November	3,995	3,869	-3.2%
December	3,517	3,462	-1.6%
January	2,908	2,582	-11.2%
February	2,866	2,511	-12.4%
March	3,763	3,133	-16.7%
12-Month Avg	4,106	4,325	+3.7%

Historical Closed Sales Activity



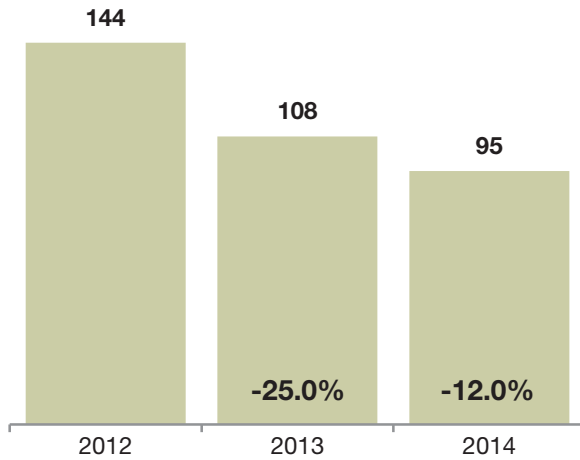
Days on Market Until Sale

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

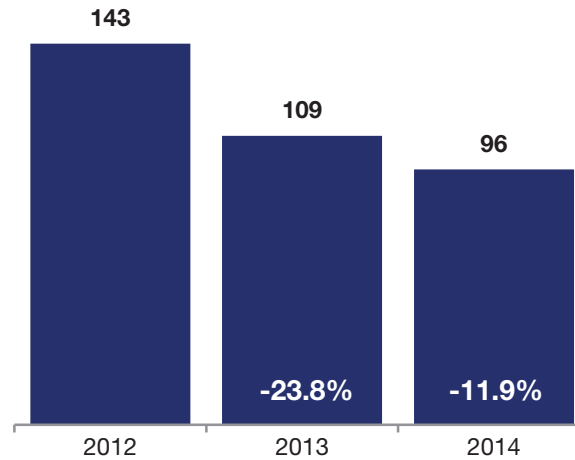


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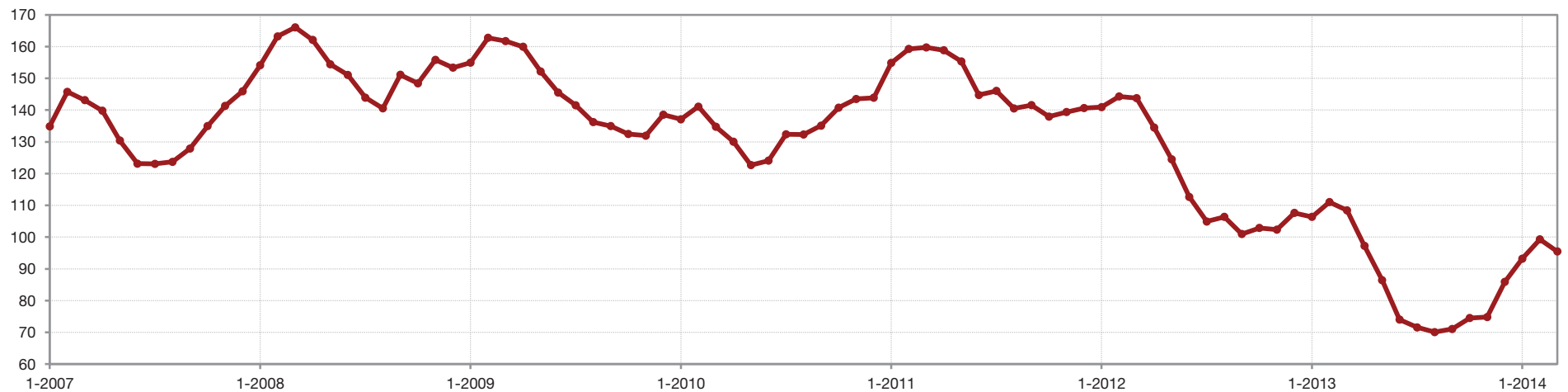


Year To Date



Month	Prior Year	Current Year	+ / -
April	135	97	-28.1%
May	124	86	-30.6%
June	113	74	-34.5%
July	105	72	-31.4%
August	106	70	-34.0%
September	101	71	-29.7%
October	103	75	-27.2%
November	102	75	-26.5%
December	108	86	-20.4%
January	106	93	-12.3%
February	111	99	-10.8%
March	108	95	-12.0%
12-Month Avg	110	81	-26.4%

Historical Days on Market Until Sale



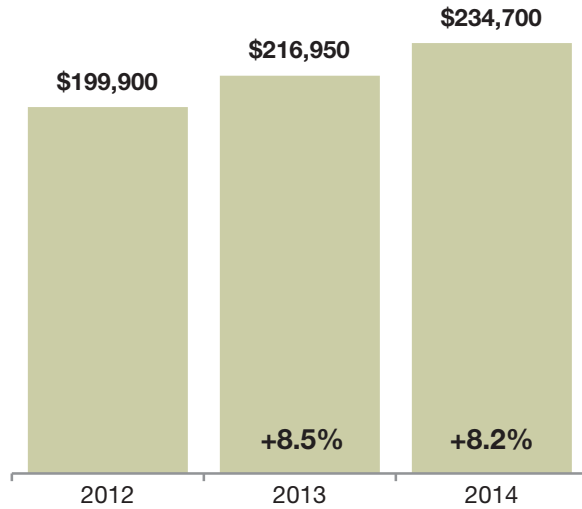
Median Original List Price

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

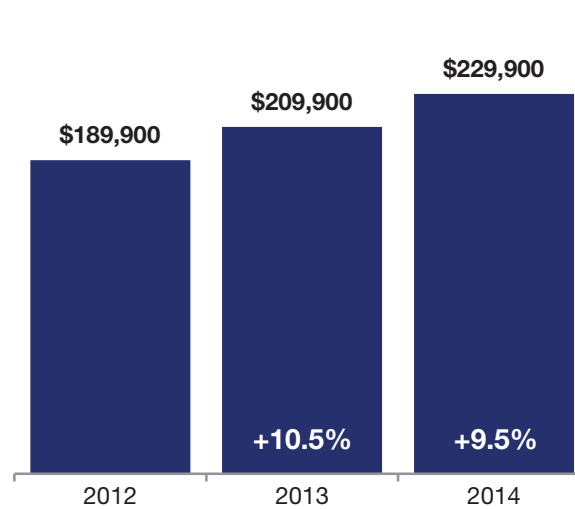


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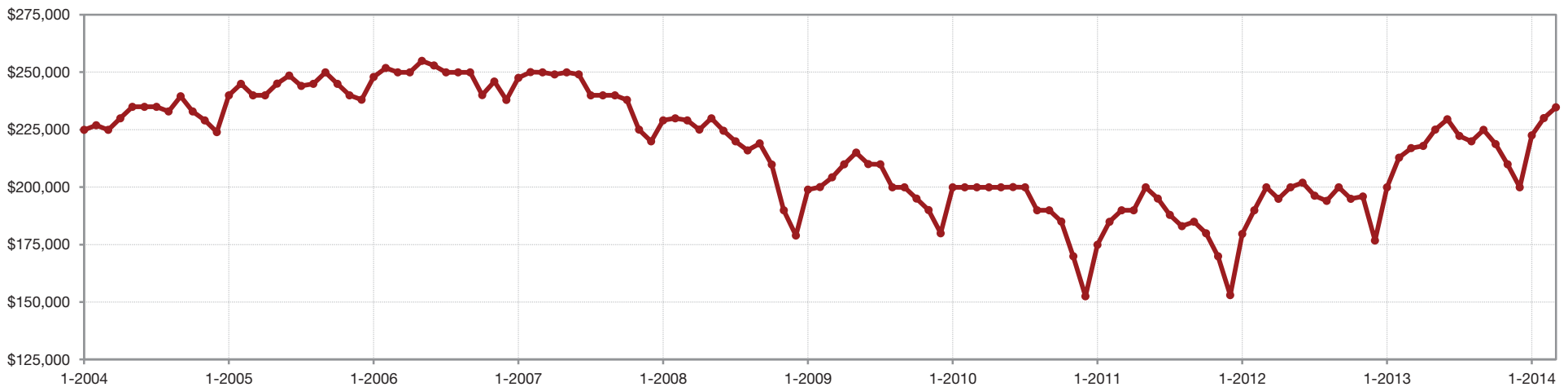


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$194,900	\$217,900	+11.8%
May	\$199,900	\$225,000	+12.6%
June	\$201,900	\$229,500	+13.7%
July	\$196,250	\$222,250	+13.2%
August	\$194,000	\$219,900	+13.4%
September	\$199,900	\$224,900	+12.5%
October	\$194,900	\$218,700	+12.2%
November	\$195,900	\$209,900	+7.1%
December	\$176,750	\$199,900	+13.1%
January	\$199,900	\$222,500	+11.3%
February	\$212,789	\$230,000	+8.1%
March	\$216,950	\$234,700	+8.2%
12-Month Med	\$199,900	\$224,900	+12.5%

Historical Median Original List Price



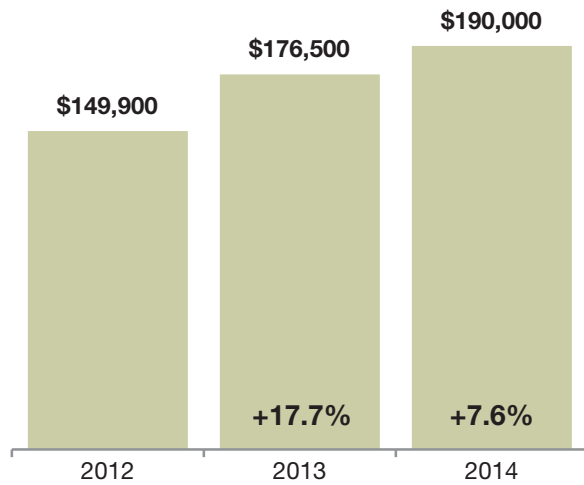
Median Sales Price

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

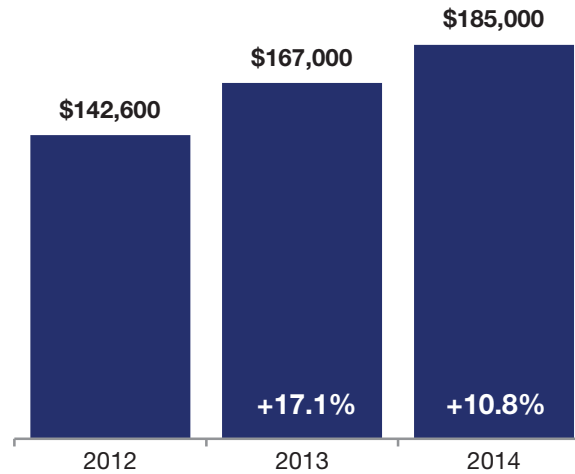


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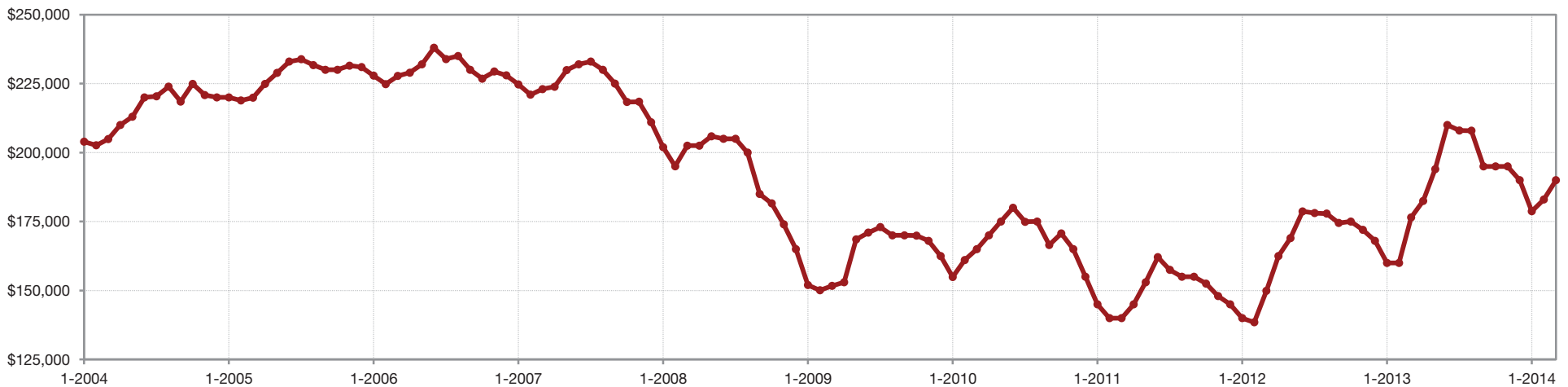


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$162,500	\$182,475	+12.3%
May	\$169,000	\$194,000	+14.8%
June	\$178,675	\$210,000	+17.5%
July	\$178,087	\$208,000	+16.8%
August	\$177,900	\$207,950	+16.9%
September	\$174,500	\$195,000	+11.7%
October	\$175,000	\$195,000	+11.4%
November	\$172,000	\$195,000	+13.4%
December	\$168,000	\$190,000	+13.1%
January	\$160,000	\$178,750	+11.7%
February	\$160,000	\$183,000	+14.4%
March	\$176,500	\$190,000	+7.6%
12-Month Med	\$171,000	\$195,700	+14.4%

Historical Median Sales Price



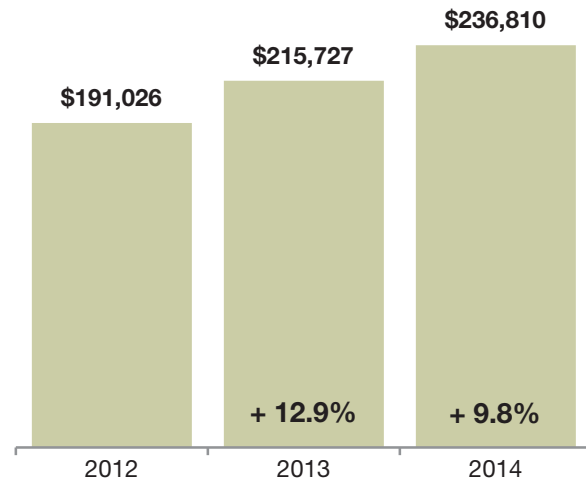
Average Sales Price

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

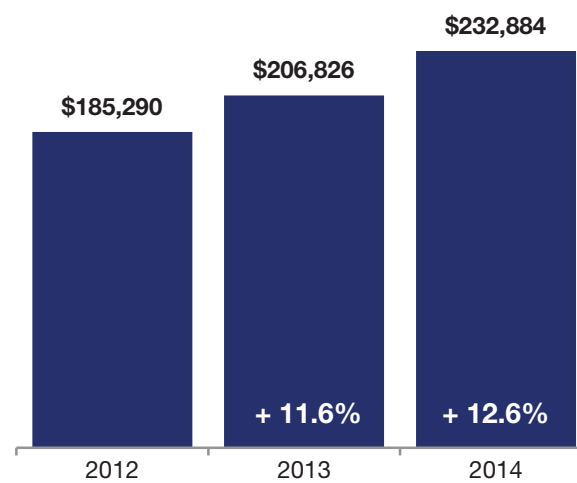


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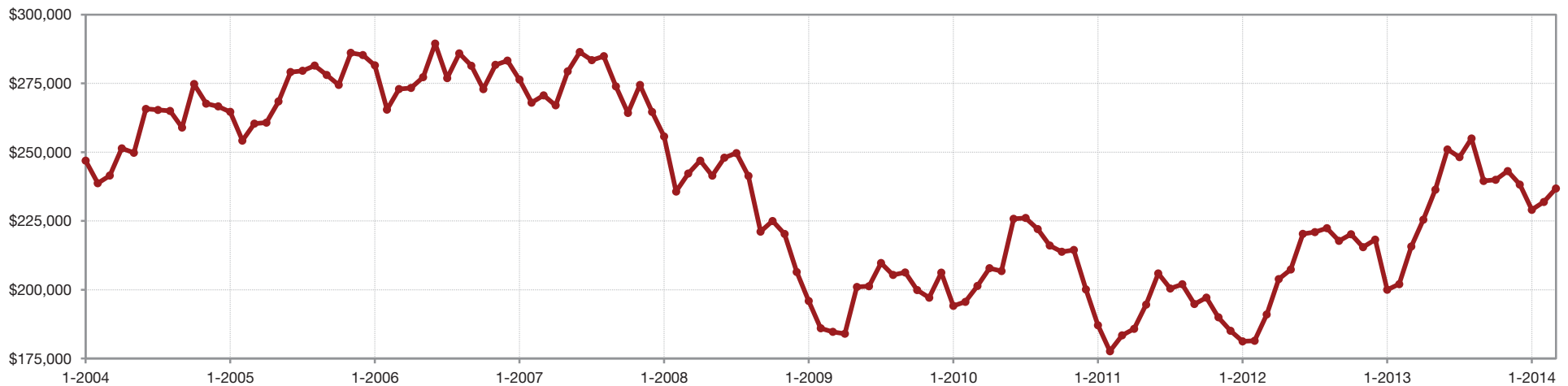


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$203,881	\$225,474	+10.6%
May	\$207,374	\$236,372	+14.0%
June	\$220,319	\$250,984	+13.9%
July	\$220,952	\$248,208	+12.3%
August	\$222,384	\$254,988	+14.7%
September	\$217,781	\$239,540	+10.0%
October	\$220,180	\$239,964	+9.0%
November	\$215,482	\$243,131	+12.8%
December	\$218,217	\$238,217	+9.2%
January	\$200,015	\$229,052	+14.5%
February	\$202,038	\$231,906	+14.8%
March	\$215,727	\$236,810	+9.8%
12-Month Avg	\$214,651	\$241,099	+12.3%

Historical Average Sales Price



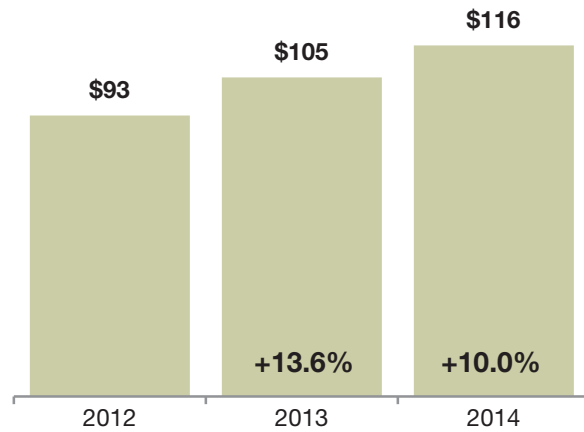
Price Per Square Foot

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

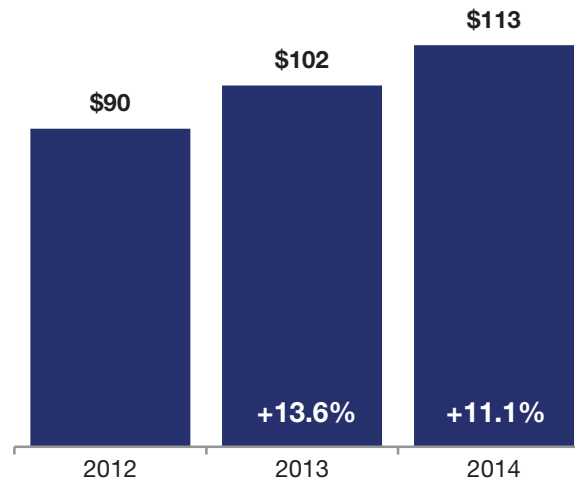


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Year To Date



Month	Prior Year	Current Year	+ / -
April	\$97	\$109	+12.8%
May	\$100	\$112	+12.4%
June	\$104	\$118	+13.5%
July	\$106	\$117	+11.1%
August	\$103	\$119	+15.3%
September	\$105	\$116	+10.7%
October	\$105	\$117	+10.7%
November	\$103	\$116	+12.6%
December	\$103	\$114	+10.4%
January	\$99	\$111	+12.2%
February	\$101	\$112	+11.8%
March	\$105	\$116	+10.0%
12-Month Avg	\$103	\$115	+12.1%

Historical Price Per Square Foot



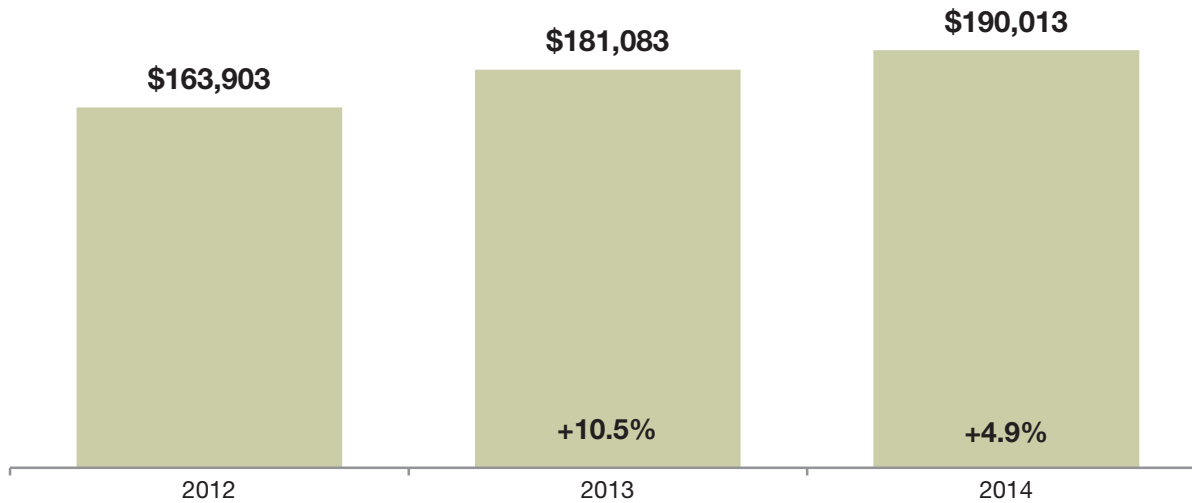
10K Housing Value Index

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.



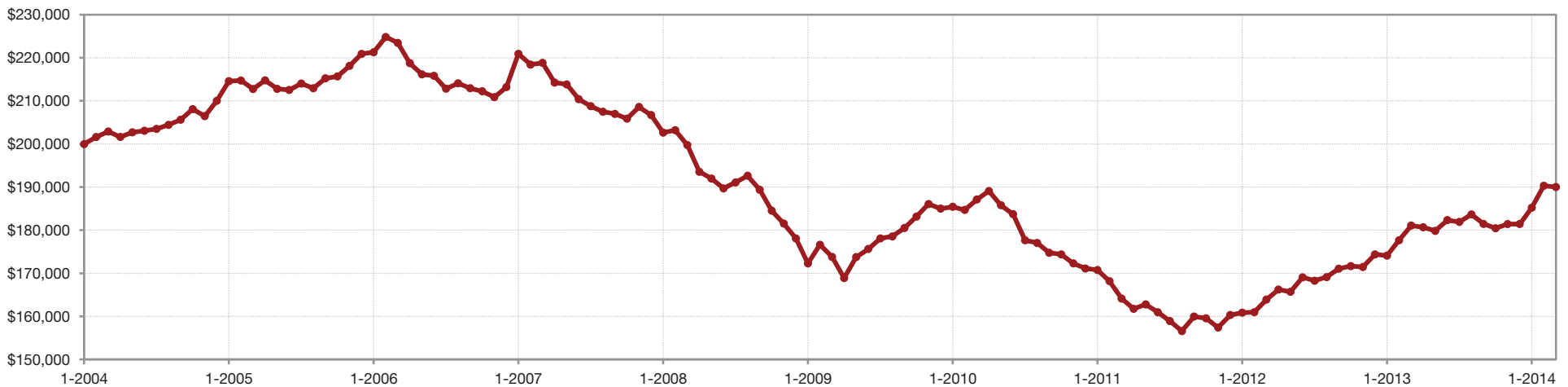
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Month	Prior Year	Current Year	+ / -
April	\$166,226	\$180,676	+8.7%
May	\$165,715	\$179,834	+8.5%
June	\$169,056	\$182,346	+7.9%
July	\$168,269	\$181,923	+8.1%
August	\$169,117	\$183,660	+8.6%
September	\$171,066	\$181,448	+6.1%
October	\$171,669	\$180,449	+5.1%
November	\$171,454	\$181,424	+5.8%
December	\$174,384	\$181,441	+4.0%
January	\$174,095	\$185,209	+6.4%
February	\$177,655	\$190,308	+7.1%
March	\$181,083	\$190,013	+4.9%
12-Month Avg	\$171,649	\$183,228	+6.8%

Historical 10K Housing Value Index



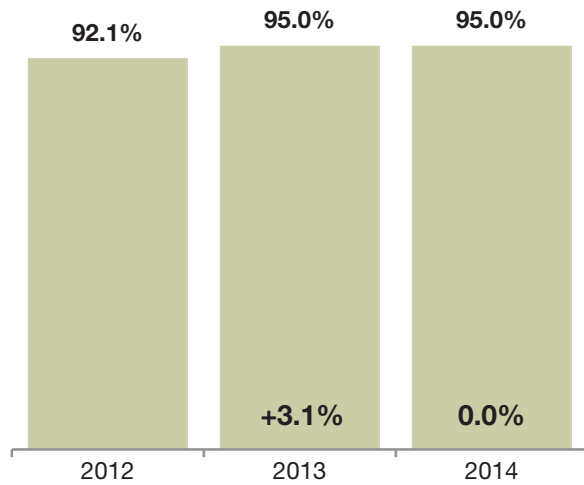
Percent of Original List Price Received



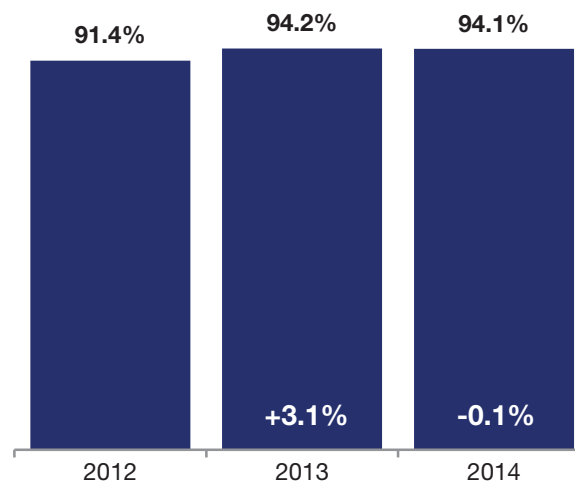
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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

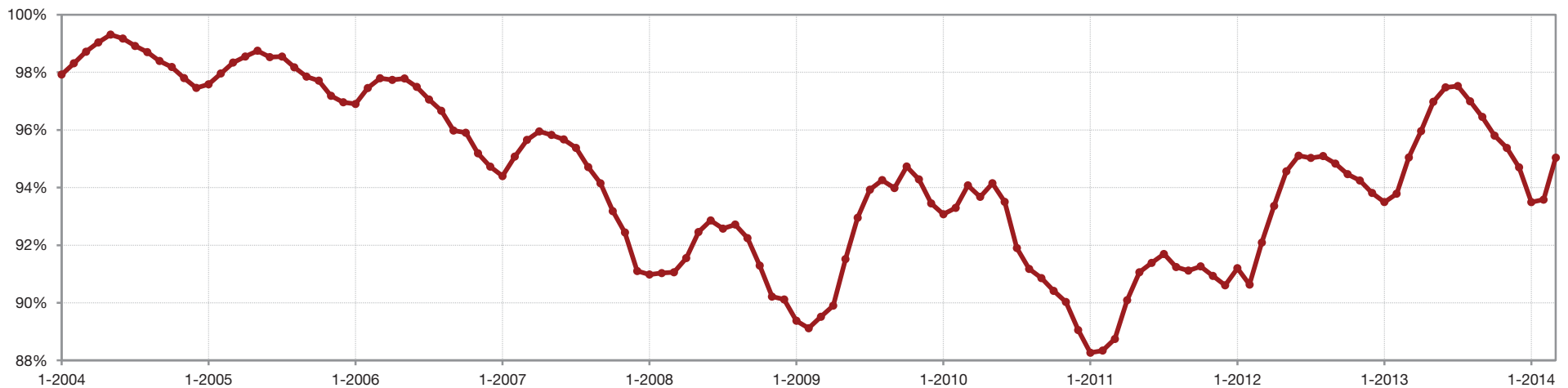


Year To Date



Month	Prior Year	Current Year	+ / -
April	93.4%	96.0%	+2.8%
May	94.6%	97.0%	+2.5%
June	95.1%	97.5%	+2.5%
July	95.0%	97.5%	+2.6%
August	95.1%	97.0%	+2.0%
September	94.8%	96.5%	+1.8%
October	94.5%	95.8%	+1.4%
November	94.2%	95.4%	+1.3%
December	93.8%	94.7%	+1.0%
January	93.5%	93.5%	0.0%
February	93.8%	93.6%	-0.2%
March	95.0%	95.0%	0.0%
12-Month Avg	94.5%	96.1%	+1.7%

Historical Percent of Original List Price Received



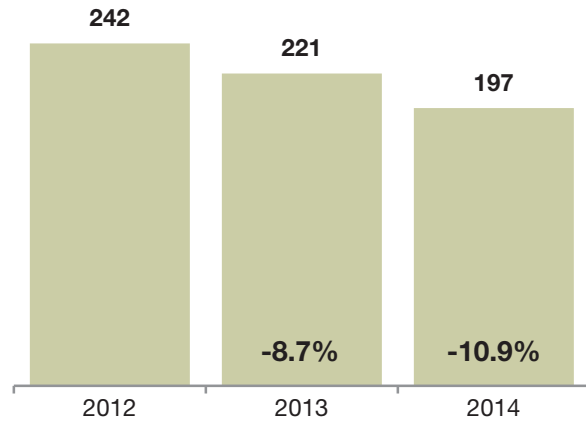
Housing Affordability Index

This index measures housing affordability for the region. 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.

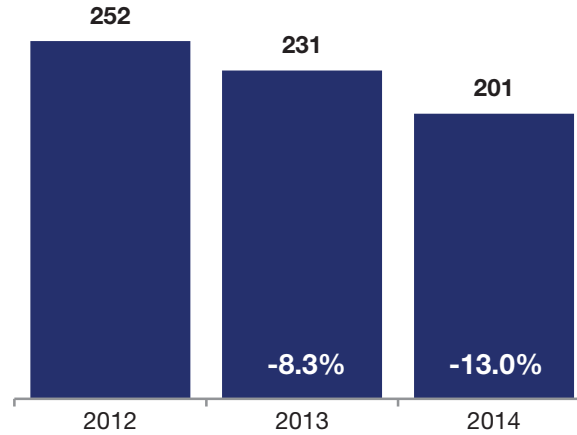


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Year To Date



Month	Prior Year	Current Year	+ / -
April	226	216	-4.4%
May	220	202	-8.2%
June	214	180	-15.9%
July	217	182	-16.1%
August	218	179	-17.9%
September	223	192	-13.9%
October	223	192	-13.9%
November	227	194	-14.5%
December	232	199	-14.2%
January	243	205	-15.6%
February	241	202	-16.2%
March	221	197	-10.9%
12-Month Avg	225	195	-13.3%

Historical Housing Affordability Index



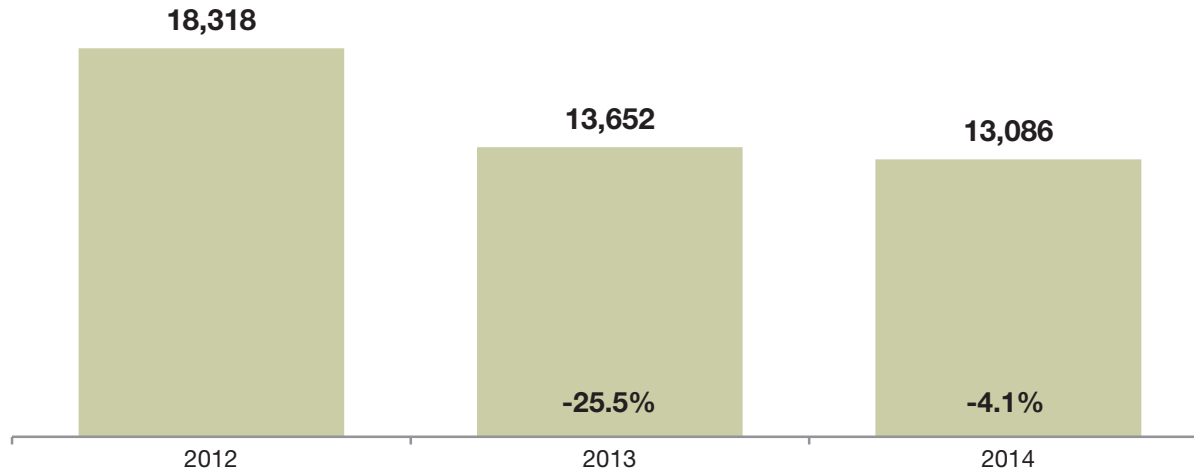
Inventory of Homes for Sale

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



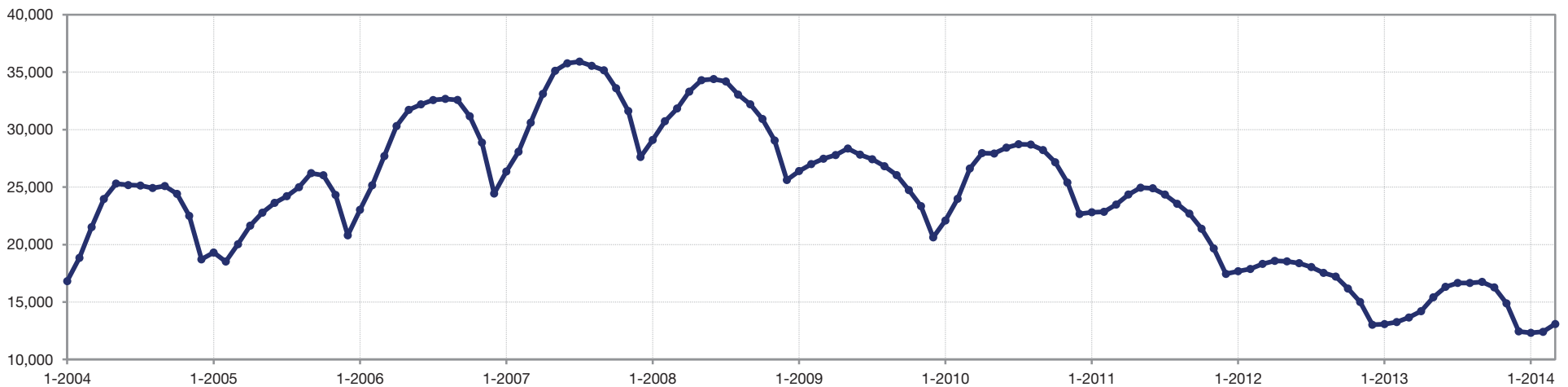
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Month	Prior Year	Current Year	+ / -
April	18,579	14,203	-23.6%
May	18,538	15,411	-16.9%
June	18,380	16,324	-11.2%
July	18,043	16,662	-7.7%
August	17,537	16,659	-5.0%
September	17,213	16,754	-2.7%
October	16,170	16,274	+0.6%
November	15,005	14,882	-0.8%
December	13,023	12,448	-4.4%
January	13,080	12,320	-5.8%
February	13,258	12,405	-6.4%
March	13,652	13,086	-4.1%
12-Month Avg	16,040	14,786	-7.3%

Historical Inventory of Homes for Sale



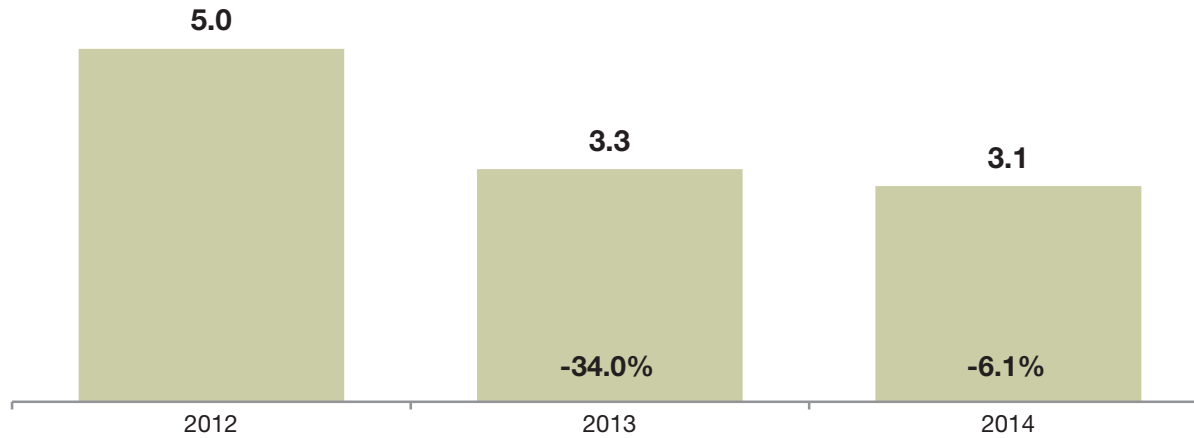
Months Supply of Inventory

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.



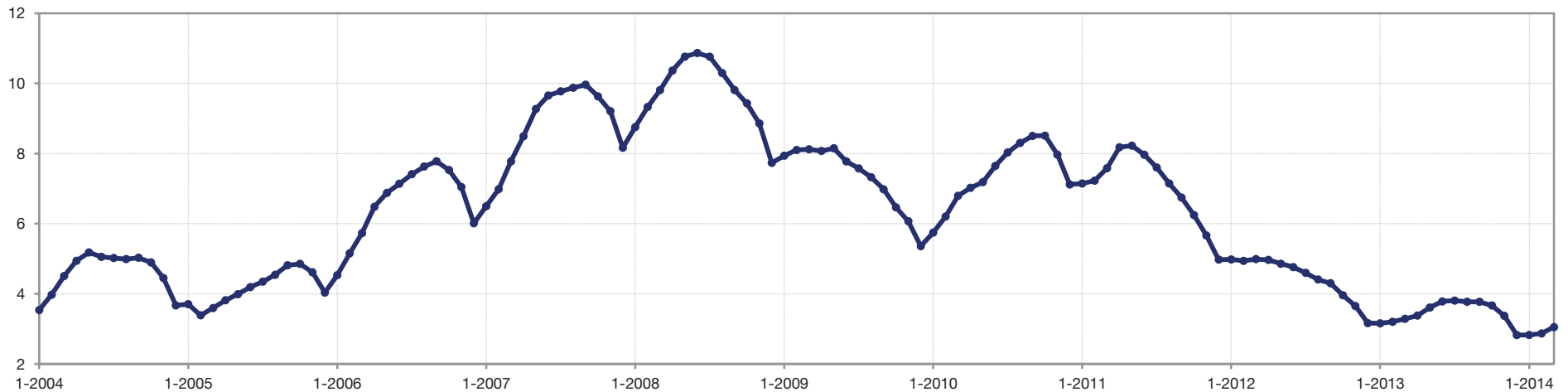
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Month	Prior Year	Current Year	+ / -
April	5.0	3.4	-32.0%
May	4.9	3.6	-26.5%
June	4.8	3.8	-20.8%
July	4.6	3.8	-17.4%
August	4.4	3.8	-13.6%
September	4.3	3.8	-11.6%
October	4.0	3.7	-7.5%
November	3.7	3.4	-8.1%
December	3.2	2.8	-12.5%
January	3.2	2.8	-12.5%
February	3.2	2.9	-9.4%
March	3.3	3.1	-6.1%
12-Month Avg	4.0	3.4	-15.0%

Historical Months Supply of Inventory



Mortgage Finance Utilization Rates



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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

