

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings in the Twin Cities region decreased 8.8 percent to 3,989. Pending Sales were up 5.6 percent to 3,519. Inventory levels fell 42.6 percent to 4,823 units.

Prices continued to gain traction. The Median Sales Price increased 11.5 percent to \$301,000. Days on Market was down 37.3 percent to 42 days. Sellers were encouraged as Months Supply of Homes for Sale was down 47.1 percent to 0.9 months.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Quick Facts

+ 14.6% **+ 11.5%** **- 42.6%**

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)	1-2020	1-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		4,376	3,989	- 8.8%	4,376	3,989	- 8.8%
Pending Sales		3,332	3,519	+ 5.6%	3,332	3,519	+ 5.6%
Closed Sales		2,910	3,335	+ 14.6%	2,910	3,335	+ 14.6%
Days on Market Until Sale		67	42	- 37.3%	67	42	- 37.3%
Median List Price		\$315,000	\$329,900	0.0%	\$315,000	\$329,900	0.0%
Median Sales Price		\$270,000	\$301,000	+ 11.5%	\$270,000	\$301,000	+ 11.5%
Price Per Square Foot		\$159	\$174	+ 9.4%	\$159	\$174	+ 9.4%
ShowingTime Housing Value Index		\$239,726	\$263,667	+ 10.0%	--	--	--
Pct. of Orig. List Price Received		97.0%	99.5%	+ 2.6%	97.0%	99.5%	+ 2.6%
Inventory of Homes for Sale		8,404	4,823	- 42.6%	--	--	--
Months Supply of Homes for Sale		1.7	0.9	- 47.1%	--	--	--

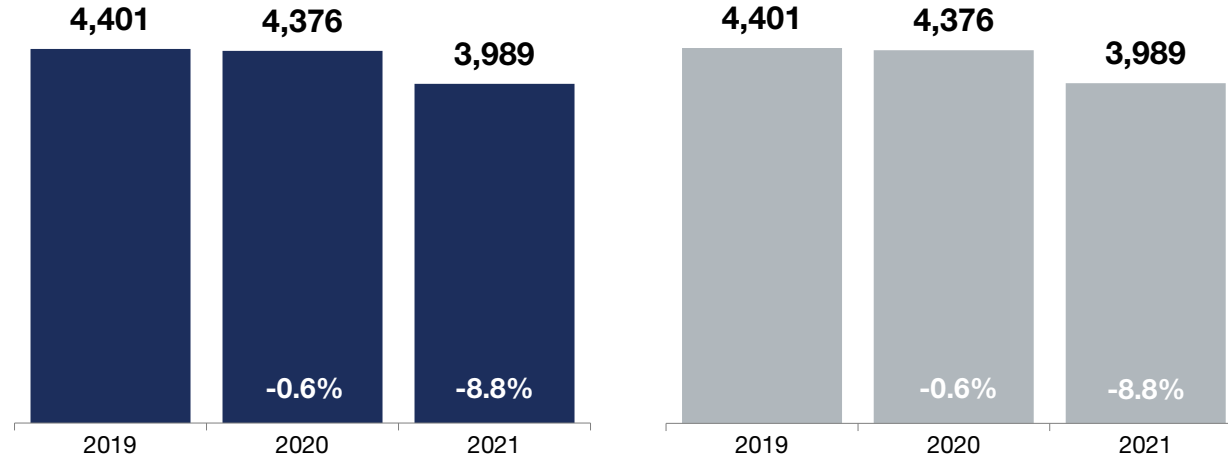
New Listings

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



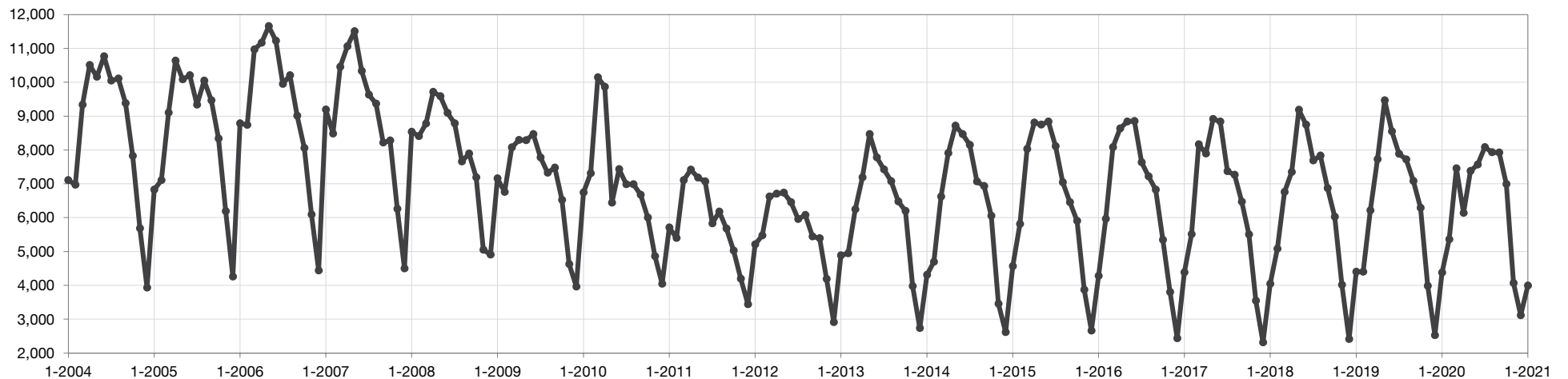
January

Year To Date



	New Listings	Prior Year	Percent Change
February 2020	5,359	4,398	+21.9%
March 2020	7,452	6,216	+19.9%
April 2020	6,137	7,730	-20.6%
May 2020	7,381	9,464	-22.0%
June 2020	7,571	8,549	-11.4%
July 2020	8,078	7,883	+2.5%
August 2020	7,934	7,720	+2.8%
September 2020	7,923	7,080	+11.9%
October 2020	6,991	6,287	+11.2%
November 2020	4,067	3,983	+2.1%
December 2020	3,117	2,526	+23.4%
January 2021	3,989	4,376	-8.8%
12-Month Avg	6,333	6,351	-0.3%

Historical New Listing Activity

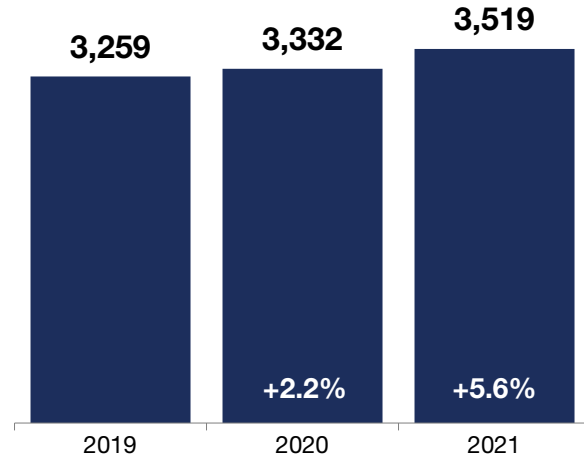


Pending Sales

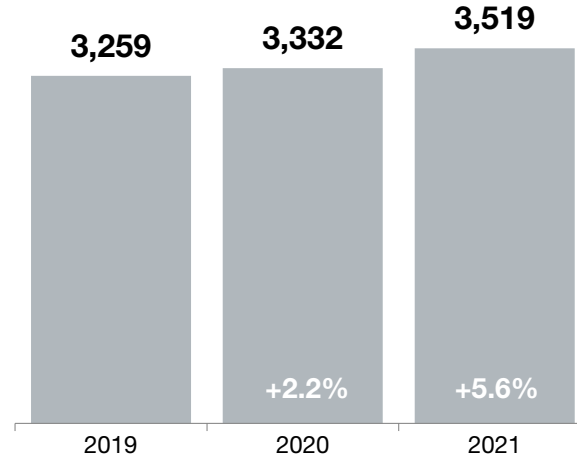
A count of the properties on which contracts have been accepted in a given month.



January

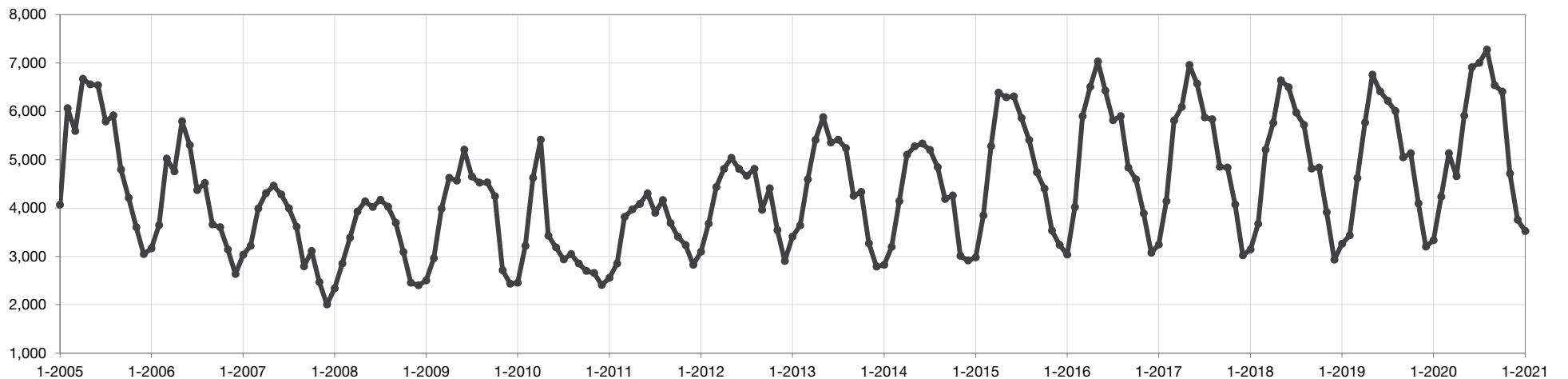


Year To Date



	Pending Sales	Prior Year	Percent Change
February 2020	4,230	3,433	+23.2%
March 2020	5,128	4,617	+11.1%
April 2020	4,654	5,766	-19.3%
May 2020	5,906	6,757	-12.6%
June 2020	6,910	6,413	+7.7%
July 2020	6,996	6,216	+12.5%
August 2020	7,274	6,002	+21.2%
September 2020	6,538	5,046	+29.6%
October 2020	6,406	5,132	+24.8%
November 2020	4,714	4,091	+15.2%
December 2020	3,752	3,200	+17.3%
January 2021	3,519	3,332	+5.6%
12-Month Avg	5,502	5,000	+10.0%

Historical Pending Sales Activity



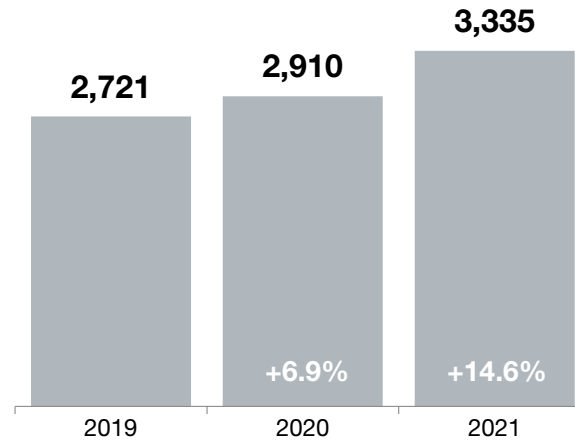
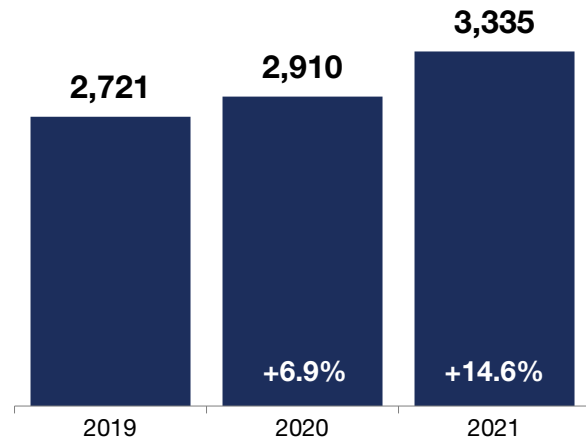
Closed Sales

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



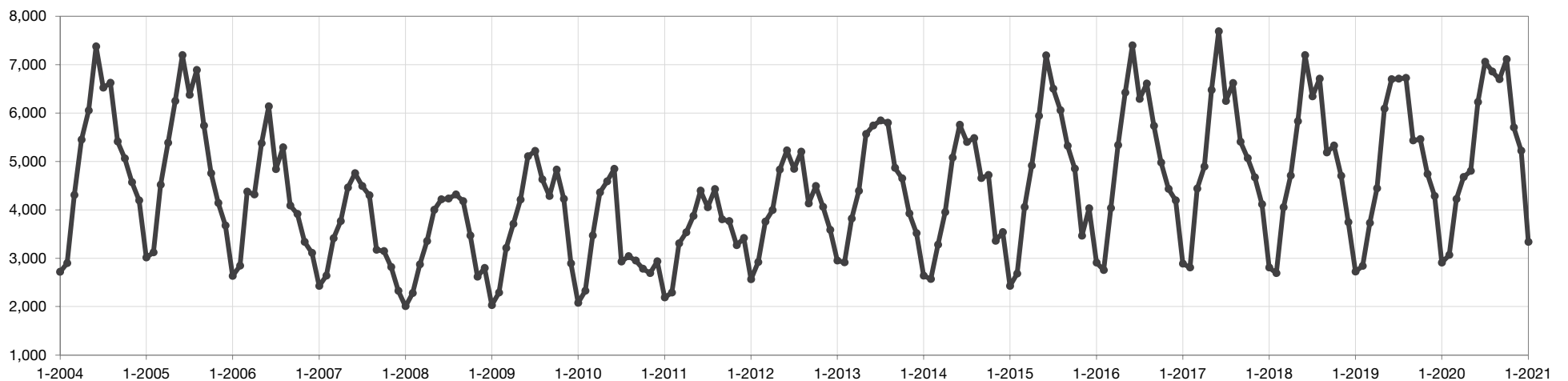
January

Year To Date



	Closed Sales	Prior Year	Percent Change
February 2020	3,064	2,840	+7.9%
March 2020	4,221	3,729	+13.2%
April 2020	4,675	4,443	+5.2%
May 2020	4,803	6,086	-21.1%
June 2020	6,228	6,695	-7.0%
July 2020	7,059	6,707	+5.2%
August 2020	6,855	6,723	+2.0%
September 2020	6,699	5,434	+23.3%
October 2020	7,112	5,457	+30.3%
November 2020	5,702	4,741	+20.3%
December 2020	5,220	4,282	+21.9%
January 2021	3,335	2,910	+14.6%
12-Month Avg	5,414	5,004	+9.7%

Historical Closed Sales Activity

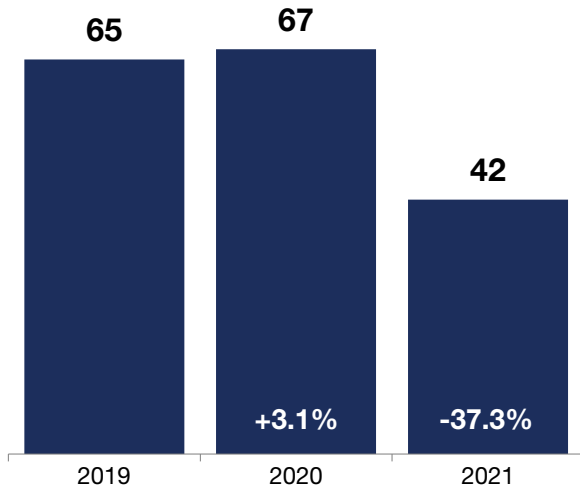


Days on Market Until Sale

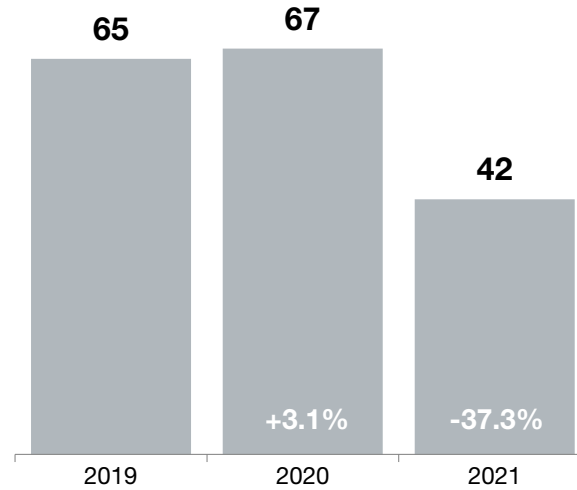
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



January

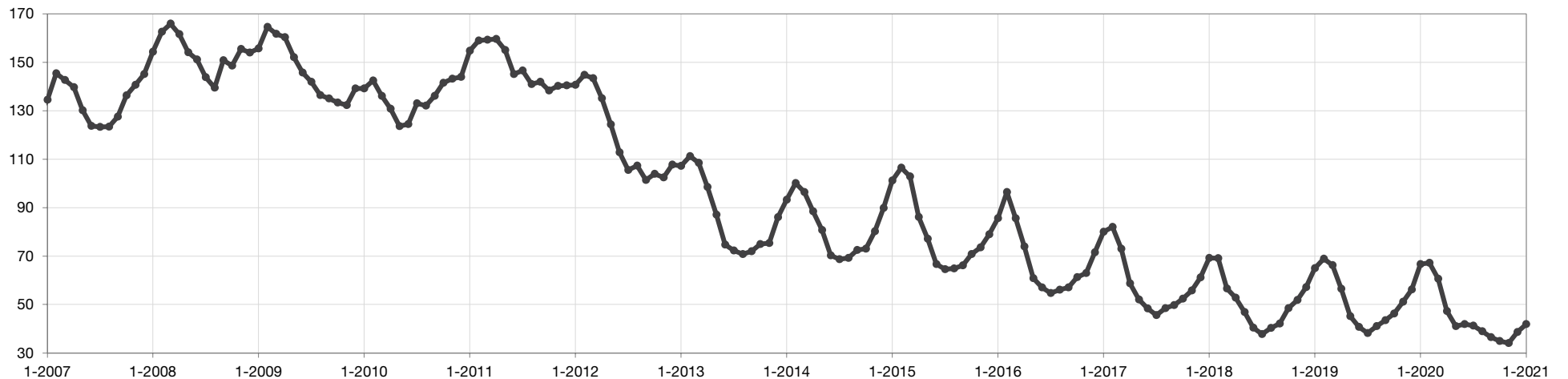


Year To Date



Days on Market		Prior Year	Percent Change
February 2020	67	69	-2.9%
March 2020	61	66	-7.6%
April 2020	47	57	-17.5%
May 2020	41	45	-8.9%
June 2020	42	41	+2.4%
July 2020	41	38	+7.9%
August 2020	39	41	-4.9%
September 2020	37	44	-15.9%
October 2020	35	46	-23.9%
November 2020	34	51	-33.3%
December 2020	39	56	-30.4%
January 2021	42	67	-37.3%
12-Month Avg	42	49	-14.3%

Historical Days on Market Until Sale

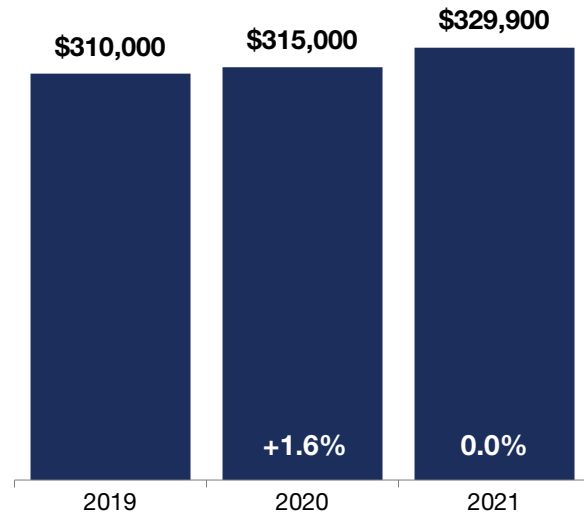


Median Original List Price

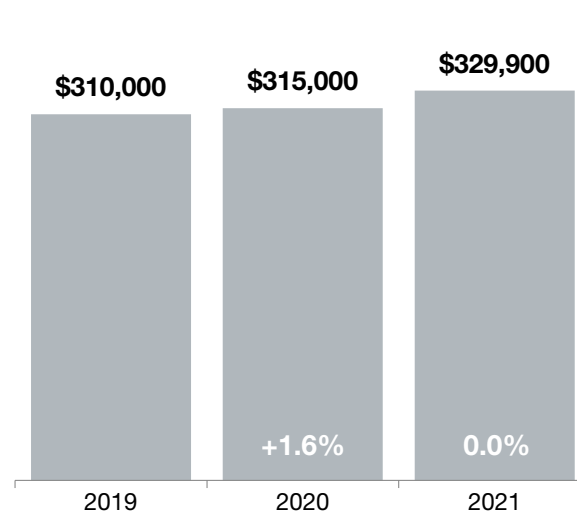
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



January

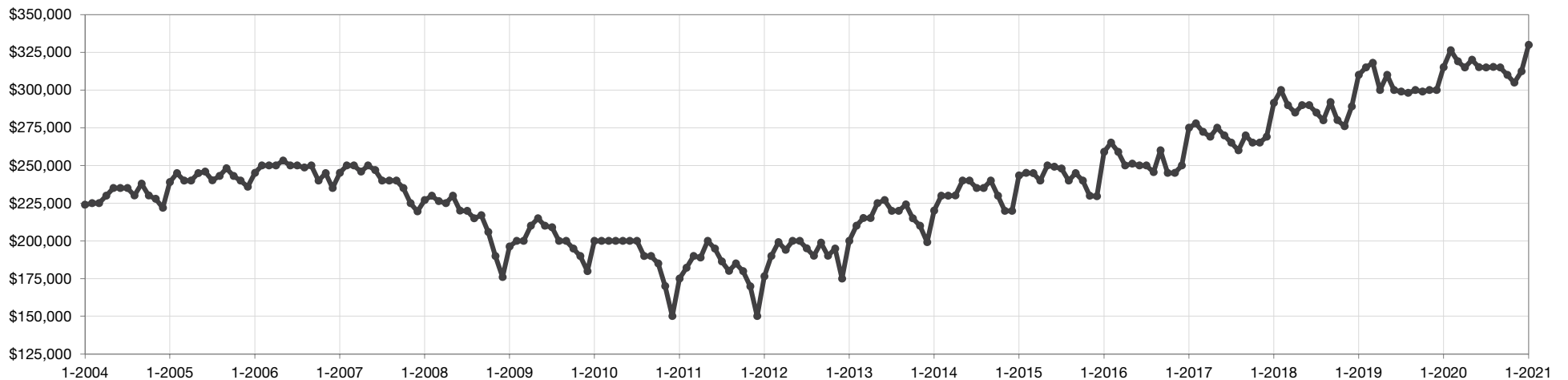


Year To Date



	Median Original List Price	Prior Year	Percent Change
February 2020	\$326,238	\$314,900	+3.6%
March 2020	\$319,000	\$317,900	+0.3%
April 2020	\$314,900	\$300,000	+5.0%
May 2020	\$320,000	\$309,900	+3.3%
June 2020	\$315,000	\$299,900	+5.0%
July 2020	\$314,900	\$299,000	+5.3%
August 2020	\$315,235	\$298,000	+5.8%
September 2020	\$314,900	\$299,900	+5.0%
October 2020	\$309,900	\$299,000	+3.6%
November 2020	\$304,900	\$299,900	+1.7%
December 2020	\$312,290	\$299,900	+4.1%
January 2021	\$329,900	\$315,000	+4.7%
12-Month Med	\$315,000	\$299,900	+5.0%

Historical Median Original List Price

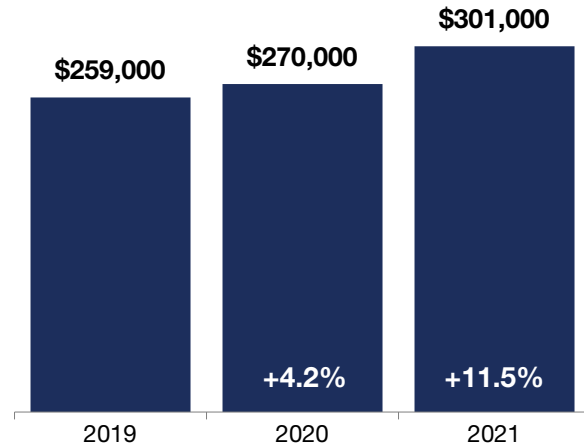


Median Sales Price

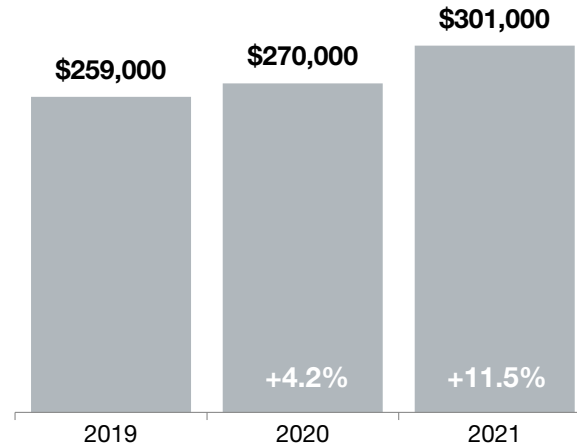
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

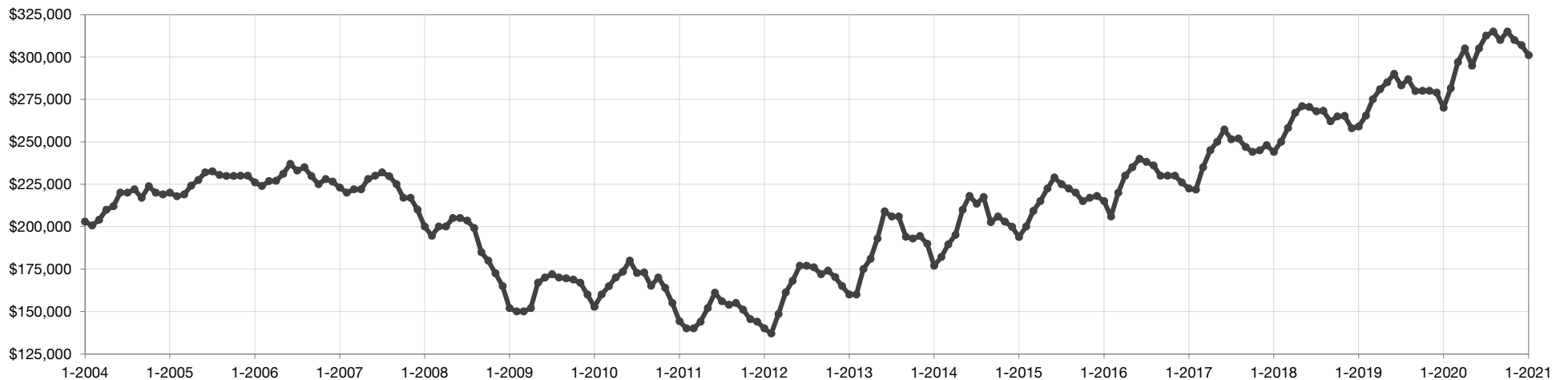


Year To Date



	Median Sales Price	Prior Year	Percent Change
February 2020	\$281,500	\$265,450	+6.0%
March 2020	\$297,000	\$275,001	+8.0%
April 2020	\$305,000	\$281,000	+8.5%
May 2020	\$294,900	\$285,000	+3.5%
June 2020	\$305,000	\$290,000	+5.2%
July 2020	\$312,500	\$283,210	+10.3%
August 2020	\$315,000	\$286,900	+9.8%
September 2020	\$310,000	\$279,900	+10.8%
October 2020	\$315,000	\$280,000	+12.5%
November 2020	\$310,000	\$280,000	+10.7%
December 2020	\$307,000	\$279,000	+10.0%
January 2021	\$301,000	\$270,000	+11.5%
12-Month Med	\$306,000	\$280,000	+9.3%

Historical Median Sales Price



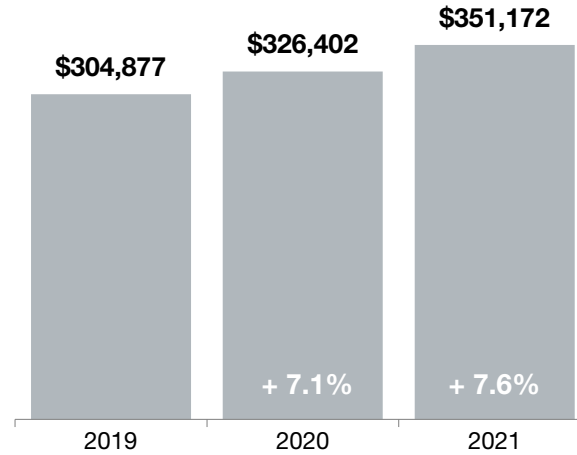
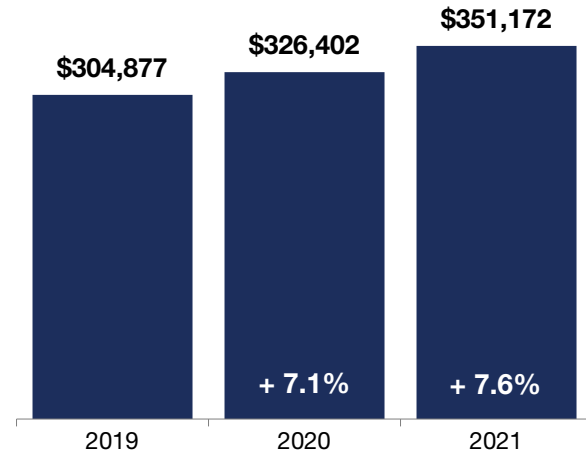
Average Sales Price

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



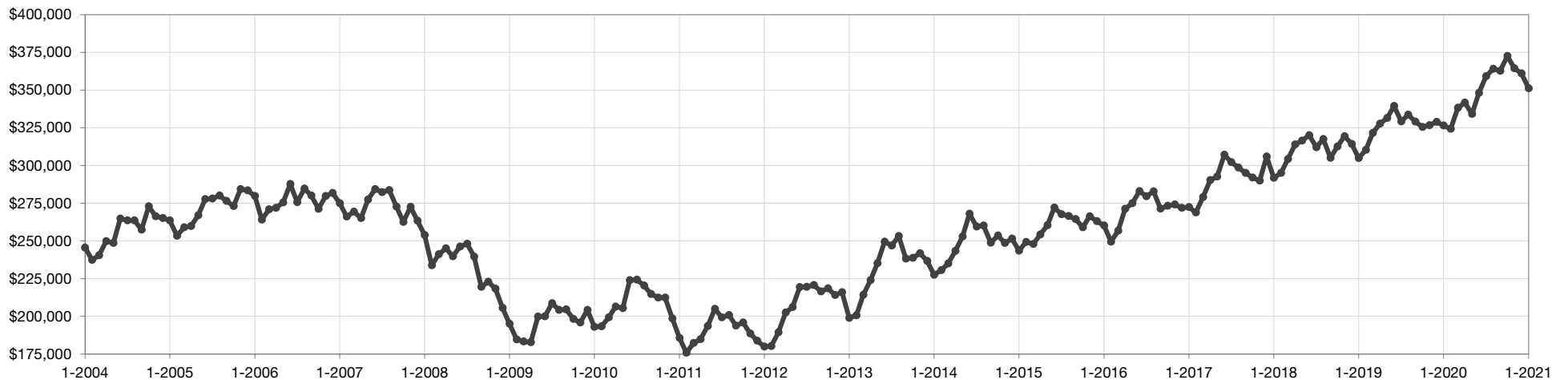
January

Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2020	\$324,214	\$310,350	+4.5%
March 2020	\$338,140	\$321,487	+5.2%
April 2020	\$341,551	\$327,671	+4.2%
May 2020	\$334,172	\$331,431	+0.8%
June 2020	\$348,112	\$339,386	+2.6%
July 2020	\$359,199	\$329,153	+9.1%
August 2020	\$364,113	\$333,550	+9.2%
September 2020	\$362,636	\$329,048	+10.2%
October 2020	\$372,622	\$325,511	+14.5%
November 2020	\$364,342	\$326,580	+11.6%
December 2020	\$361,020	\$328,930	+9.8%
January 2021	\$351,172	\$326,402	+7.6%
12-Month Avg	\$354,532	\$328,851	+7.8%

Historical Average Sales Price

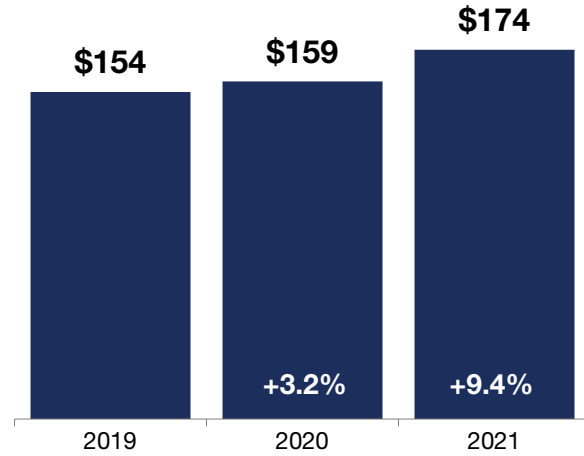


Price Per Square Foot

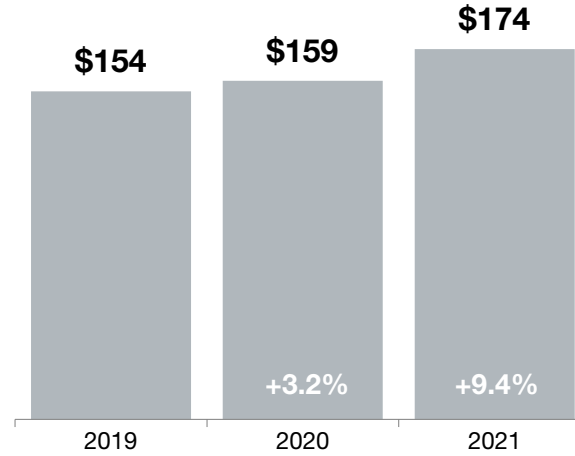
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



January

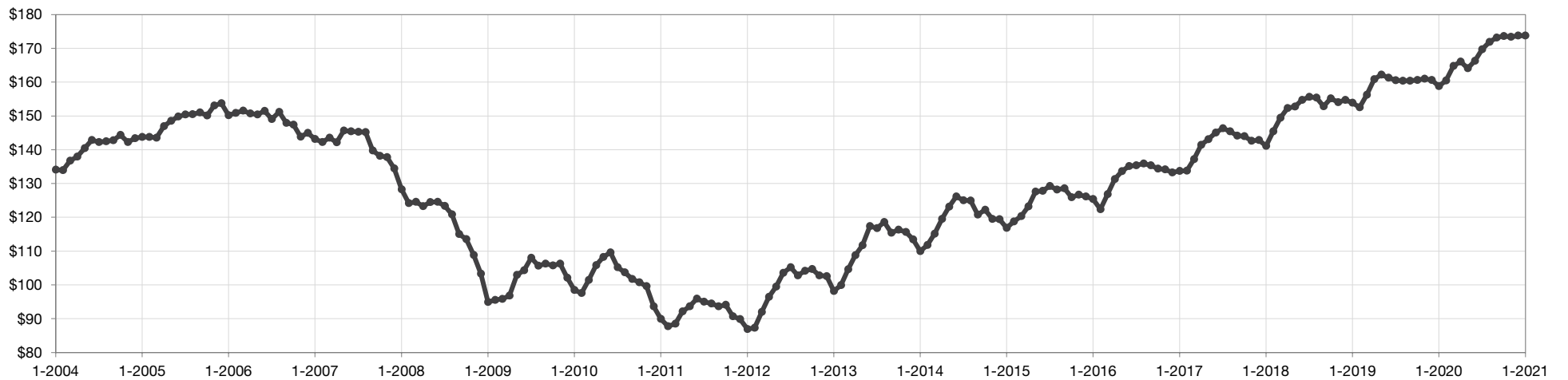


Year to Date



Price Per Square Foot	Prior Year	Percent Change
February 2020	\$160	\$153 +5.2%
March 2020	\$165	\$156 +5.4%
April 2020	\$166	\$161 +3.2%
May 2020	\$164	\$162 +1.2%
June 2020	\$166	\$161 +3.1%
July 2020	\$170	\$161 +5.7%
August 2020	\$172	\$160 +7.2%
September 2020	\$173	\$160 +8.0%
October 2020	\$174	\$161 +8.1%
November 2020	\$173	\$161 +7.7%
December 2020	\$174	\$161 +8.2%
January 2021	\$174	\$159 +9.4%
12-Month Avg	\$170	\$160 +6.1%

Historical Price Per Square Foot

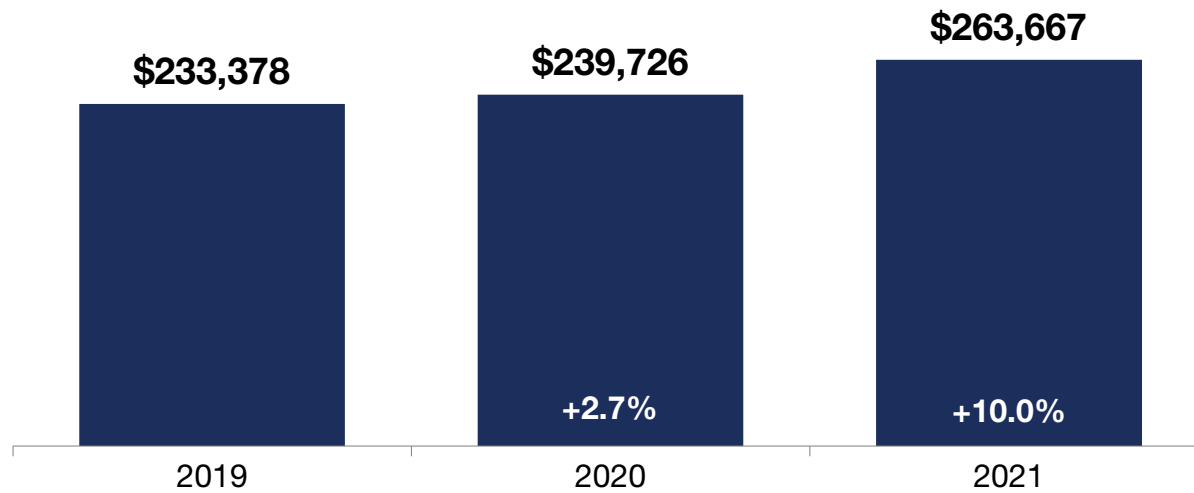


ShowingTime Housing Value Index



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.

January



	Housing Value Index	Prior Year	Percent Change
February 2020	\$245,056	\$233,108	+5.1%
March 2020	\$247,995	\$235,473	+5.3%
April 2020	\$247,110	\$235,434	+5.0%
May 2020	\$240,534	\$234,865	+2.4%
June 2020	\$240,516	\$233,346	+3.1%
July 2020	\$243,234	\$232,072	+4.8%
August 2020	\$247,772	\$232,509	+6.6%
September 2020	\$252,144	\$233,197	+8.1%
October 2020	\$253,180	\$233,164	+8.6%
November 2020	\$254,685	\$233,165	+9.2%
December 2020	\$257,881	\$238,892	+7.9%
January 2021	\$263,667	\$239,726	+10.0%
12-Month Avg	\$249,481	\$234,579	+6.3%

Historical ShowingTime Housing Value Index



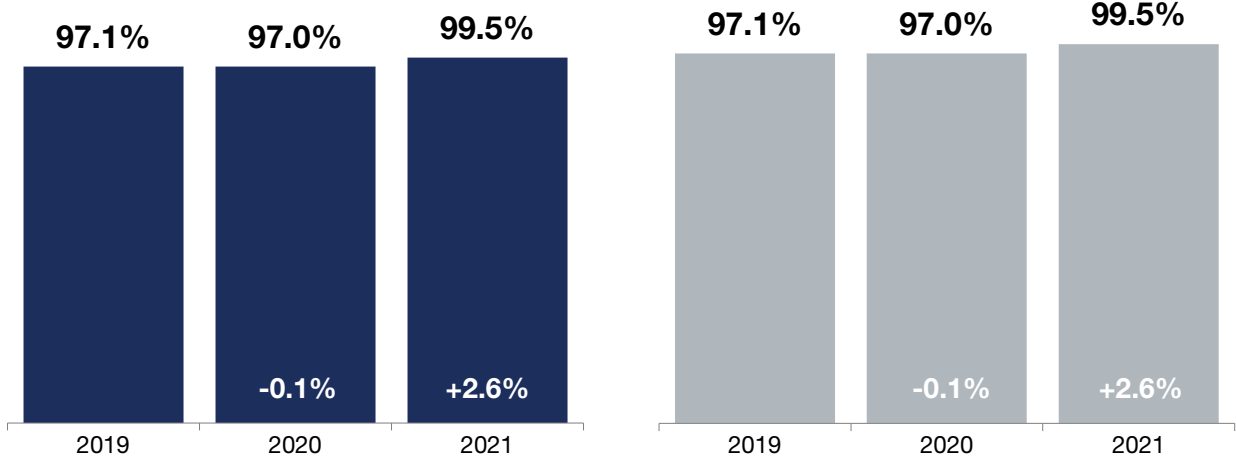
Percent of Original List Price Received



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.

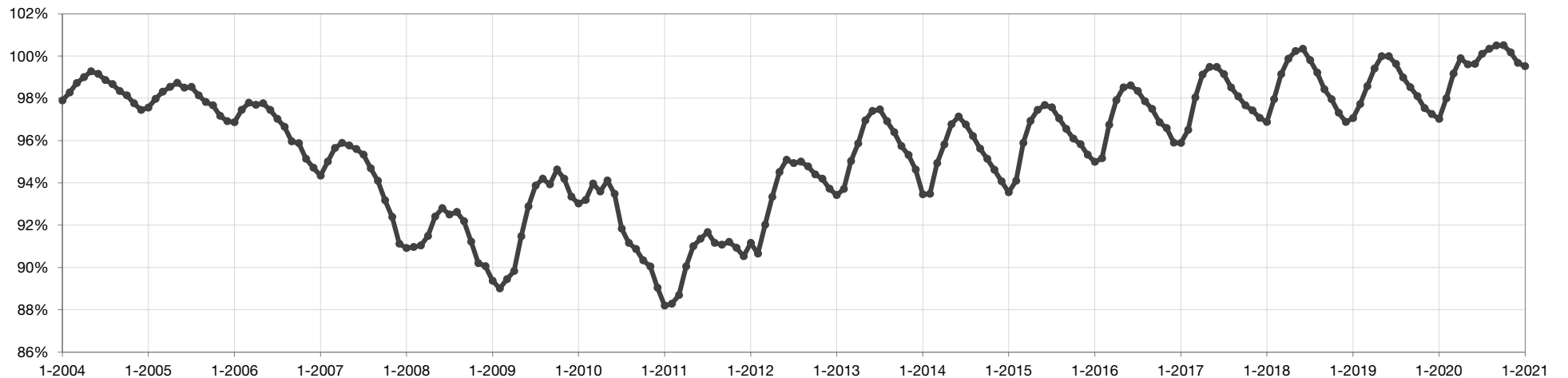
January

Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
February 2020	98.0%	97.7%	+0.3%
March 2020	99.2%	98.6%	+0.6%
April 2020	99.9%	99.4%	+0.5%
May 2020	99.6%	100.0%	-0.4%
June 2020	99.6%	100.0%	-0.4%
July 2020	100.1%	99.6%	+0.5%
August 2020	100.3%	99.0%	+1.3%
September 2020	100.5%	98.5%	+2.0%
October 2020	100.5%	98.1%	+2.4%
November 2020	100.2%	97.5%	+2.8%
December 2020	99.7%	97.3%	+2.5%
January 2021	99.5%	97.0%	+2.6%
12-Month Avg	99.9%	98.8%	+1.1%

Historical Percent of Original List Price Received



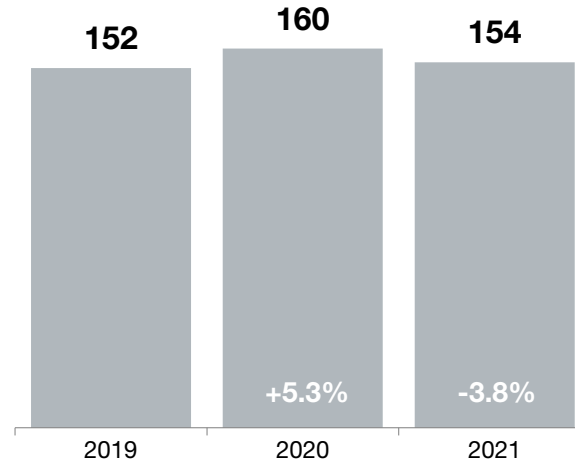
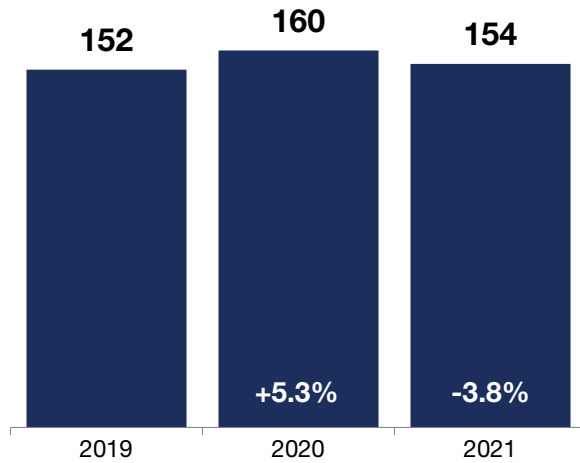
Housing Affordability Index



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.

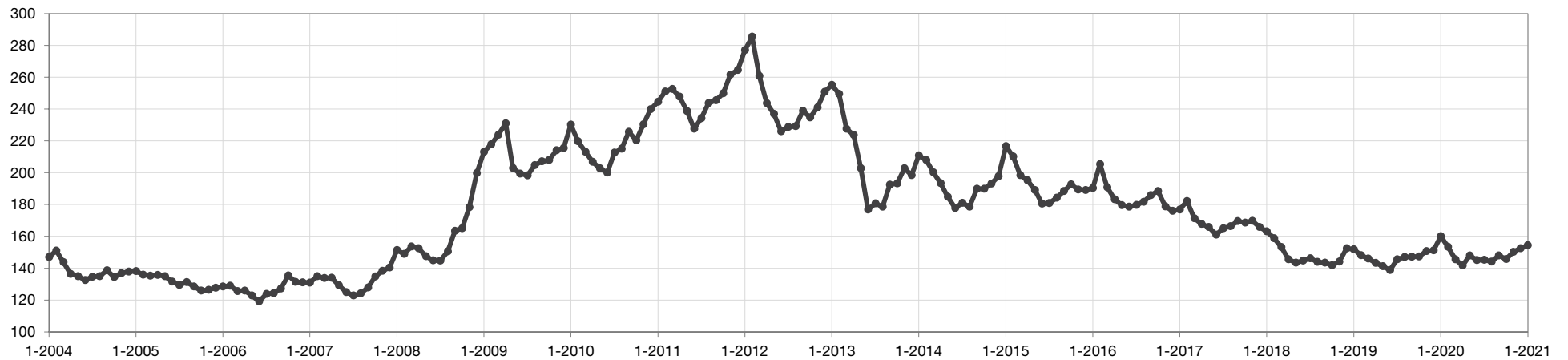
January

Year to Date



	Housing Affordability Index	Prior Year	Percent Change
February 2020	154	148	+4.1%
March 2020	146	146	0.0%
April 2020	142	143	-0.7%
May 2020	148	141	+5.0%
June 2020	145	139	+4.3%
July 2020	145	146	-0.7%
August 2020	144	147	-2.0%
September 2020	148	147	+0.7%
October 2020	146	147	-0.7%
November 2020	150	151	-0.7%
December 2020	153	151	+1.3%
January 2021	154	160	-3.8%
12-Month Avg	148	147	+0.7%

Historical Housing Affordability Index

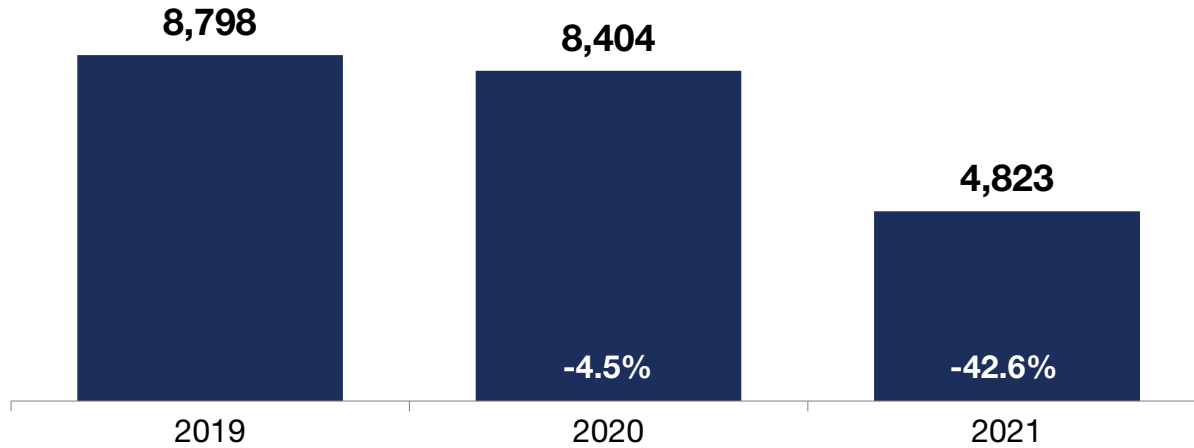


Inventory of Homes for Sale

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

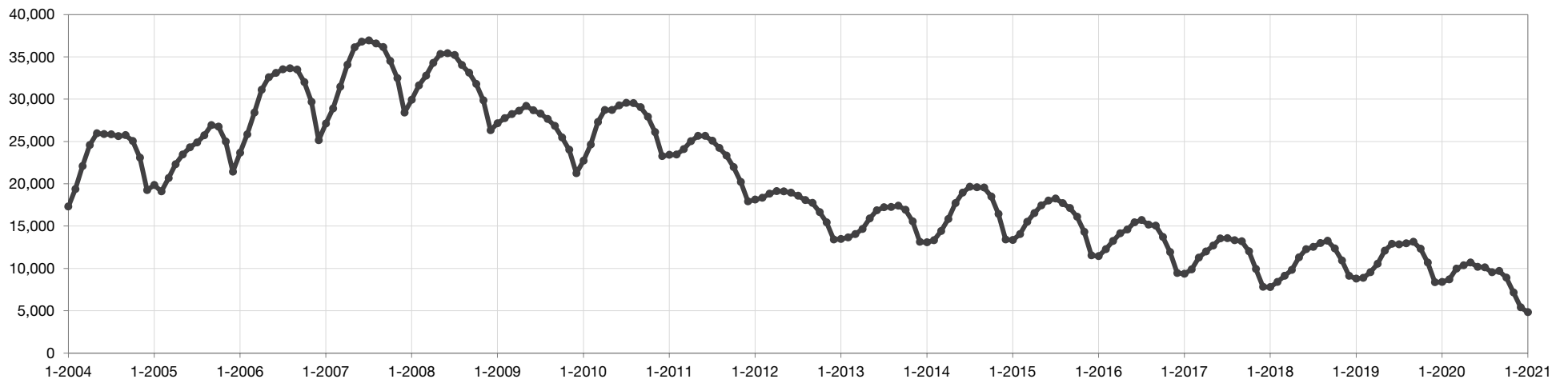


January



Homes for Sale		Prior Year	Percent Change
February 2020	8,698	8,867	-1.9%
March 2020	9,954	9,551	+4.2%
April 2020	10,348	10,533	-1.8%
May 2020	10,693	12,081	-11.5%
June 2020	10,183	12,893	-21.0%
July 2020	10,104	12,830	-21.2%
August 2020	9,528	12,955	-26.5%
September 2020	9,689	13,147	-26.3%
October 2020	8,907	12,332	-27.8%
November 2020	7,164	10,691	-33.0%
December 2020	5,388	8,370	-35.6%
January 2021	4,823	8,404	-42.6%
12-Month Avg	8,790	11,055	-20.4%

Historical Inventory of Homes for Sale

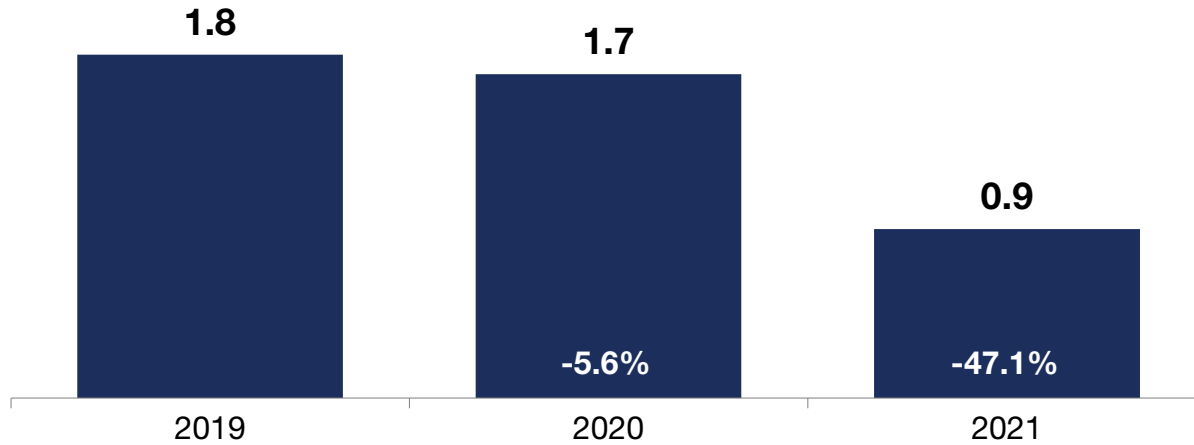


Months Supply of Homes for Sale

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.

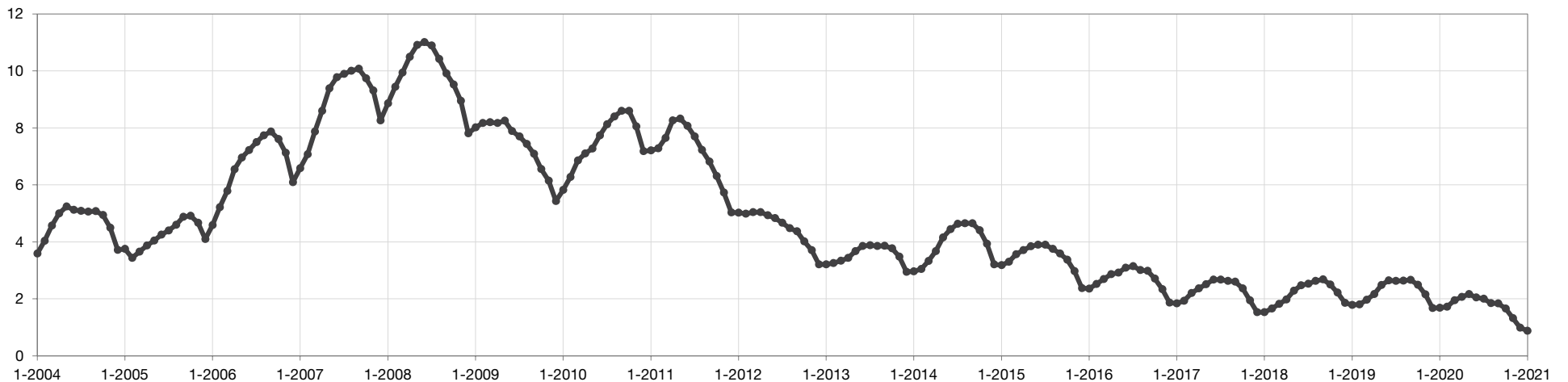


January



Months Supply		Prior Year	Percent Change
February 2020	1.7	1.8	-5.6%
March 2020	1.9	2.0	-5.0%
April 2020	2.1	2.2	-4.5%
May 2020	2.2	2.5	-12.0%
June 2020	2.0	2.6	-23.1%
July 2020	2.0	2.6	-23.1%
August 2020	1.8	2.6	-30.8%
September 2020	1.8	2.7	-33.3%
October 2020	1.7	2.5	-32.0%
November 2020	1.3	2.2	-40.9%
December 2020	1.0	1.7	-41.2%
January 2021	0.9	1.7	-47.1%
12-Month Avg	1.7	2.2	-22.7%

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, Special Funding, Other, Unknown, Rural Development, Conventional Rehab, USDA, Federal Land Bank, Lease Purchase, and MHFA/WHEDA.

Historical Mortgage Finance Utilization Rates

— Cash — Conventional — FHA Distressed Sales Rate Other

