

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



August 2022

Summer 2022 has been a season of change for the U.S. real estate market. With housing affordability at a 33-year low, existing-home sales have continued to soften nationwide, falling 5.9% month-to-month and 20.9% year-over-year as of last measure, according to the National Association of REALTORS® (NAR). Pending home sales have also continued to decline, while new listings have steadily increased, with unsold inventory reaching 3.3 months' supply at the start of August. The pullback in demand has been particularly hard on homebuilders, causing new-home sales and construction to slow.

New Listings in the Twin Cities region decreased 19.9 percent to 6,186. Pending Sales were down 23.8 percent to 4,981. Inventory levels rose 1.3 percent to 8,552 units.

Prices continued to gain traction. The Median Sales Price increased 5.6 percent to \$369,750. Days on Market was up 18.2 percent to 26 days. Buyers felt empowered as Months Supply of Homes for Sale was up 13.3 percent to 1.7 months.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

Quick Facts

- 20.3% **+ 5.6%** **+ 1.3%**

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.



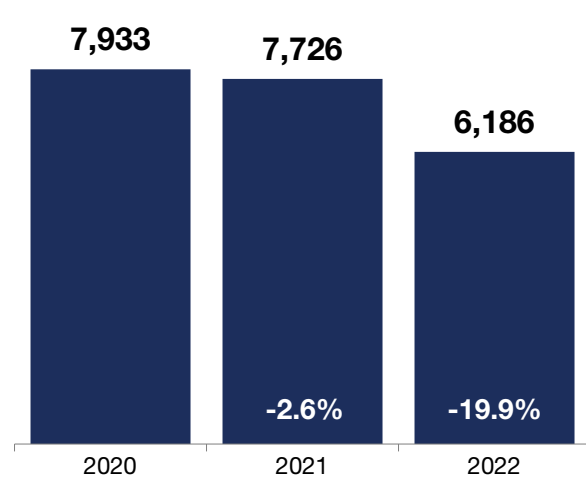
Key Metrics	Historical Sparklines (normalized)	8-2021	8-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		7,726	6,186	- 19.9%	55,290	51,059	- 7.7%
Pending Sales		6,540	4,981	- 23.8%	46,392	39,458	- 14.9%
Closed Sales		6,988	5,568	- 20.3%	43,264	37,958	- 12.3%
Days on Market Until Sale		22	26	+ 18.2%	28	28	0.0%
Median List Price		\$339,900	\$375,000	+ 10.3%	\$340,000	\$379,900	+ 11.7%
Median Sales Price		\$350,000	\$369,750	+ 5.6%	\$340,000	\$365,000	+ 7.4%
Price Per Square Foot		\$193	\$202	+ 4.8%	\$189	\$205	+ 8.3%
ShowingTime Housing Value Index		\$254,944	\$284,887	+ 11.7%	--	--	--
Pct. of Orig. List Price Received		102.4%	99.9%	- 2.4%	102.8%	102.2%	- 0.6%
Inventory of Homes for Sale		8,442	8,552	+ 1.3%	--	--	--
Months Supply of Homes for Sale		1.5	1.7	+ 13.3%	--	--	--

New Listings

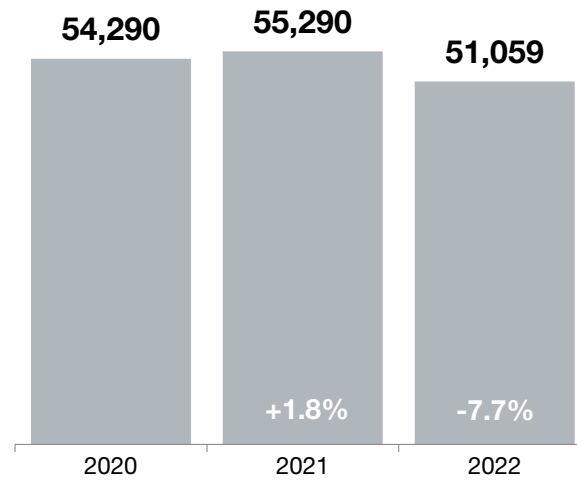
A count of the properties that have been newly listed on the market in a given month.



August

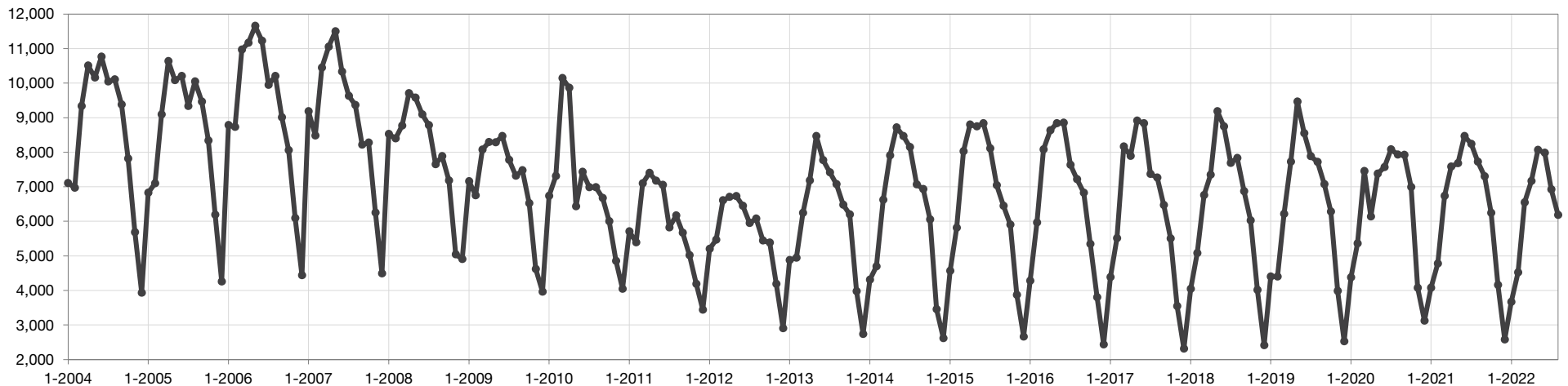


Year To Date



	New Listings	Prior Year	Percent Change
September 2021	7,303	7,923	-7.8%
October 2021	6,248	6,994	-10.7%
November 2021	4,160	4,072	+2.2%
December 2021	2,578	3,125	-17.5%
January 2022	3,670	4,074	-9.9%
February 2022	4,519	4,778	-5.4%
March 2022	6,544	6,739	-2.9%
April 2022	7,165	7,579	-5.5%
May 2022	8,067	7,682	+5.0%
June 2022	7,980	8,468	-5.8%
July 2022	6,928	8,244	-16.0%
August 2022	6,186	7,726	-19.9%
12-Month Avg	5,946	6,450	-7.8%

Historical New Listing Activity

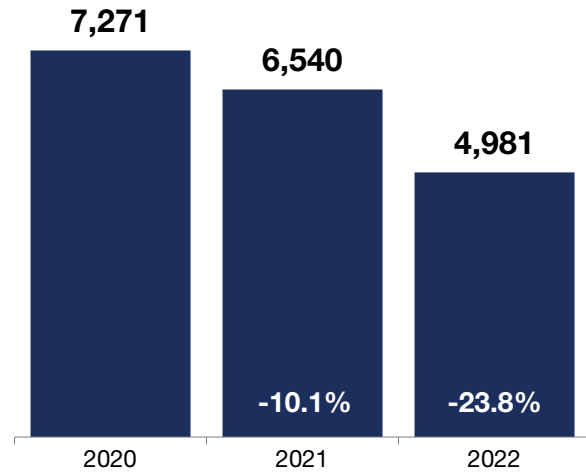


Pending Sales

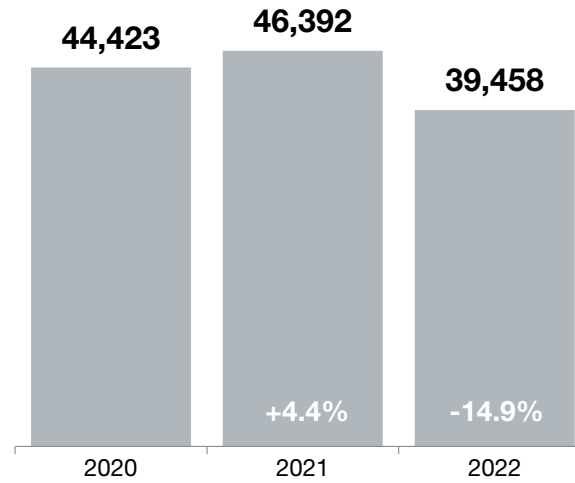
A count of the properties on which contracts have been accepted in a given month.



August

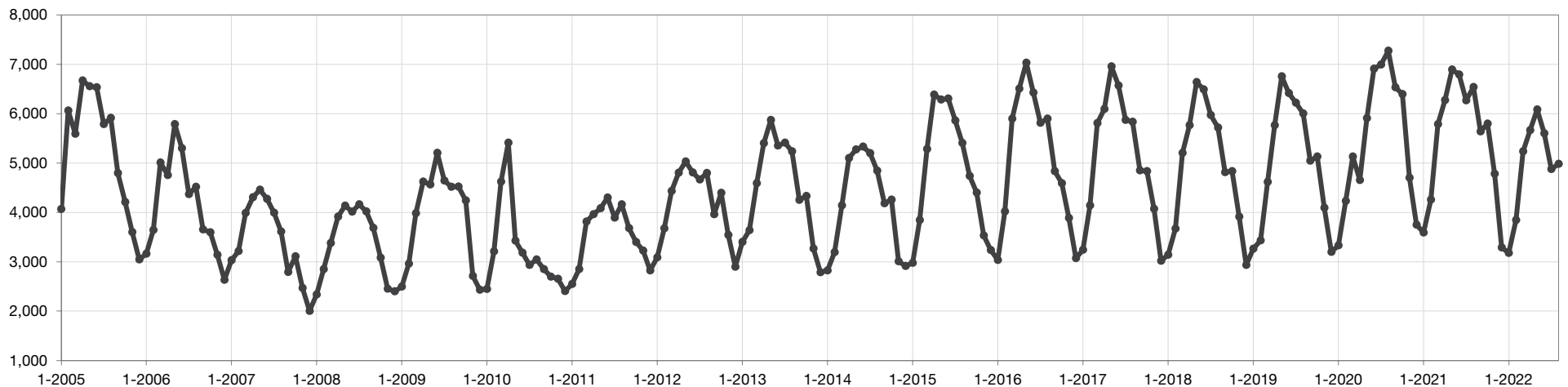


Year To Date



	Pending Sales	Prior Year	Percent Change
September 2021	5,640	6,533	-13.7%
October 2021	5,798	6,396	-9.3%
November 2021	4,780	4,704	+1.6%
December 2021	3,289	3,749	-12.3%
January 2022	3,176	3,589	-11.5%
February 2022	3,844	4,258	-9.7%
March 2022	5,234	5,785	-9.5%
April 2022	5,664	6,272	-9.7%
May 2022	6,082	6,890	-11.7%
June 2022	5,600	6,791	-17.5%
July 2022	4,877	6,267	-22.2%
August 2022	4,981	6,540	-23.8%
12-Month Avg	4,914	5,648	-13.0%

Historical Pending Sales Activity



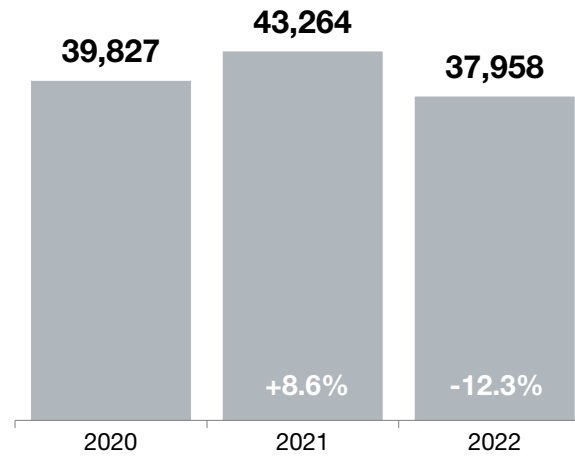
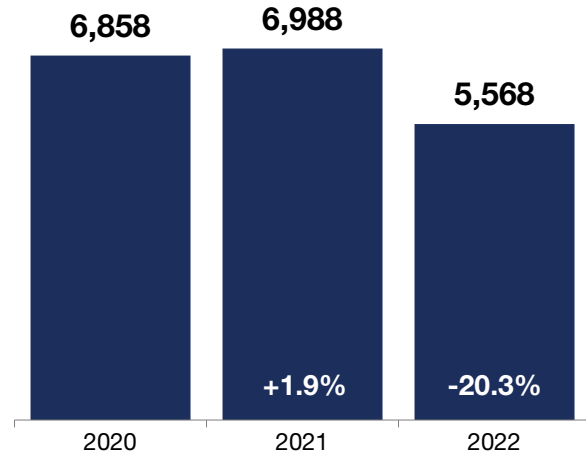
Closed Sales

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



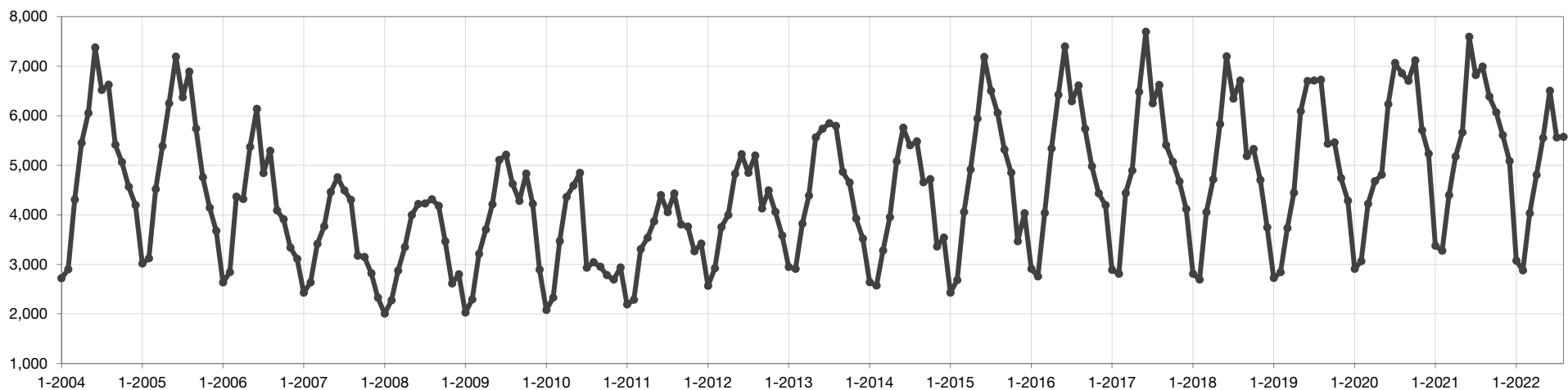
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Year To Date



	Closed Sales	Prior Year	Percent Change
September 2021	6,383	6,702	-4.8%
October 2021	6,069	7,117	-14.7%
November 2021	5,605	5,706	-1.8%
December 2021	5,082	5,229	-2.8%
January 2022	3,070	3,372	-9.0%
February 2022	2,877	3,271	-12.0%
March 2022	4,030	4,392	-8.2%
April 2022	4,804	5,170	-7.1%
May 2022	5,548	5,660	-2.0%
June 2022	6,502	7,593	-14.4%
July 2022	5,559	6,818	-18.5%
August 2022	5,568	6,988	-20.3%
12-Month Avg	5,091	5,668	-9.6%

Historical Closed Sales Activity

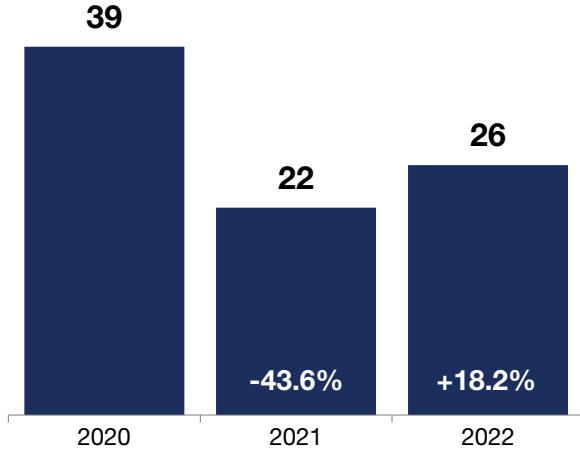


Days on Market Until Sale

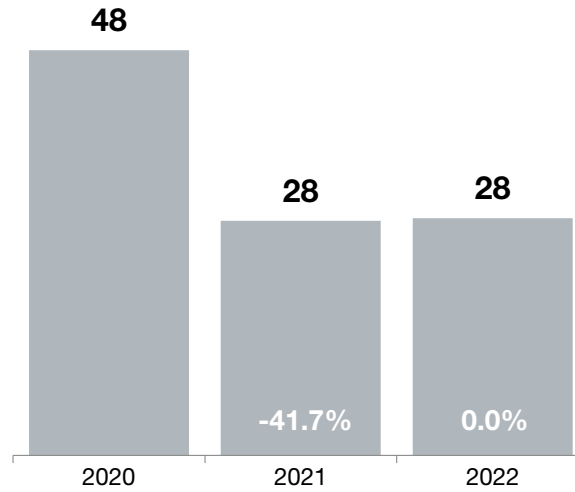
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



August

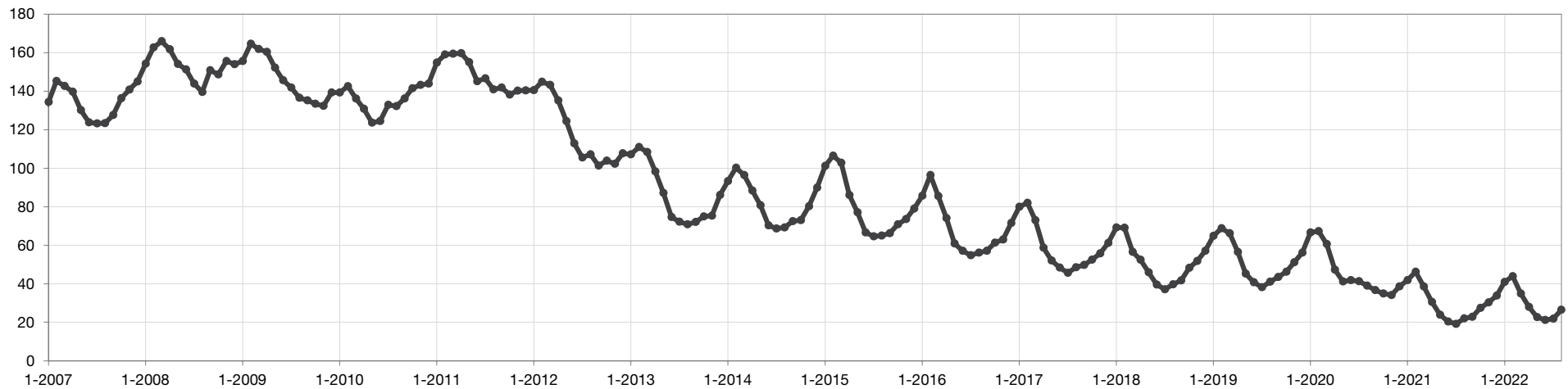


Year To Date



Days on Market		Prior Year	Percent Change
September 2021	23	37	-37.8%
October 2021	27	35	-22.9%
November 2021	30	34	-11.8%
December 2021	34	39	-12.8%
January 2022	41	42	-2.4%
February 2022	44	46	-4.3%
March 2022	35	39	-10.3%
April 2022	28	31	-9.7%
May 2022	23	24	-4.2%
June 2022	21	20	+5.0%
July 2022	22	19	+15.8%
August 2022	26	22	+18.2%
12-Month Avg	28	31	-9.7%

Historical Days on Market Until Sale

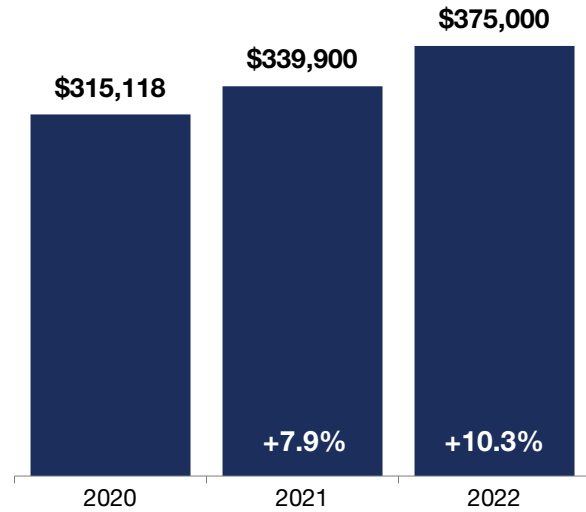


Median Original List Price

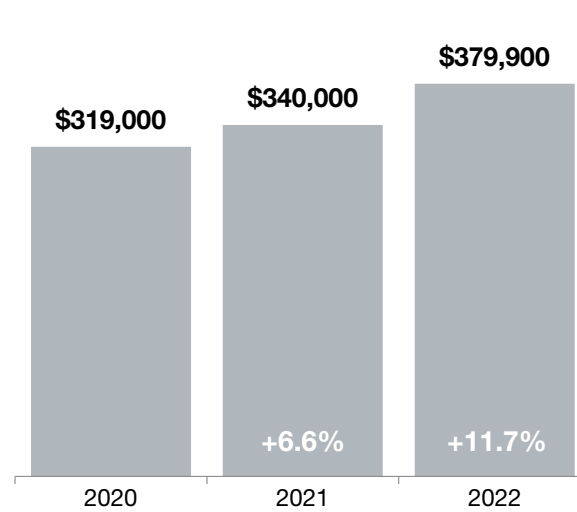
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



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Year To Date



	Median Original List Price	Prior Year	Percent Change
September 2021	\$345,000	\$314,900	+9.6%
October 2021	\$339,900	\$309,900	+9.7%
November 2021	\$325,000	\$304,950	+6.6%
December 2021	\$350,000	\$313,800	+11.5%
January 2022	\$360,000	\$329,900	+9.1%
February 2022	\$375,000	\$340,000	+10.3%
March 2022	\$375,000	\$337,715	+11.0%
April 2022	\$380,000	\$336,760	+12.8%
May 2022	\$389,900	\$348,900	+11.8%
June 2022	\$389,000	\$349,900	+11.2%
July 2022	\$385,000	\$340,000	+13.2%
August 2022	\$375,000	\$339,900	+10.3%
12-Month Med	\$369,900	\$330,000	+12.1%

Historical Median Original List Price

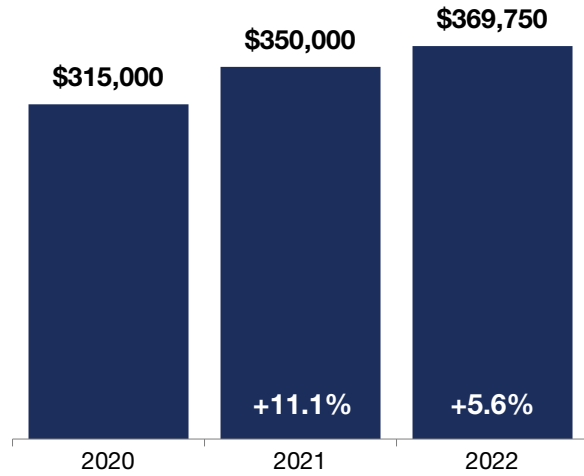


Median Sales Price

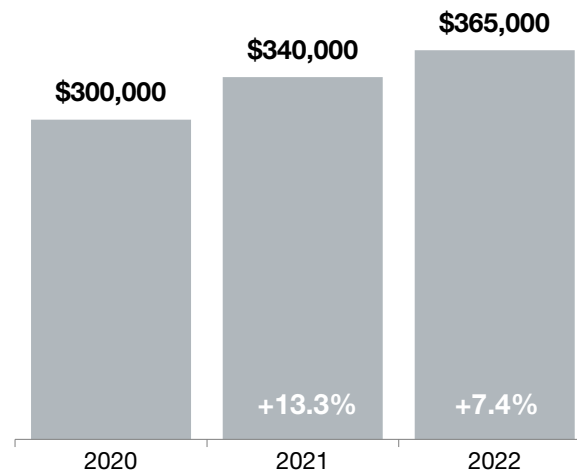
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August



Year To Date



	Median Sales Price	Prior Year	Percent Change
September 2021	\$340,700	\$310,000	+9.9%
October 2021	\$340,000	\$315,000	+7.9%
November 2021	\$339,900	\$310,000	+9.6%
December 2021	\$331,500	\$307,000	+8.0%
January 2022	\$332,900	\$301,000	+10.6%
February 2022	\$340,000	\$314,000	+8.3%
March 2022	\$355,000	\$328,462	+8.1%
April 2022	\$370,000	\$336,500	+10.0%
May 2022	\$375,000	\$344,000	+9.0%
June 2022	\$380,000	\$350,000	+8.6%
July 2022	\$375,000	\$350,000	+7.1%
August 2022	\$369,750	\$350,000	+5.6%
12-Month Med	\$355,000	\$329,900	+7.6%

Historical Median Sales Price



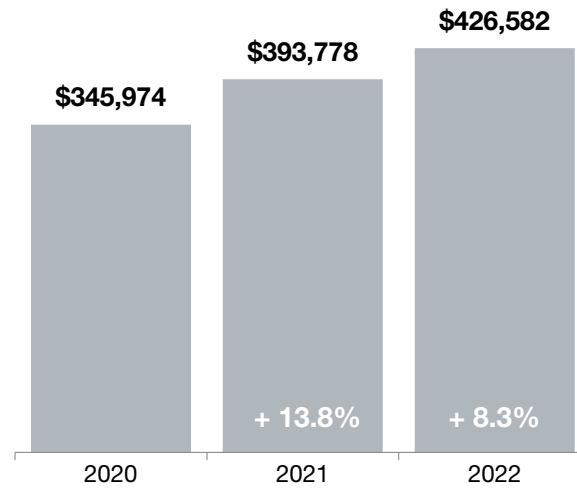
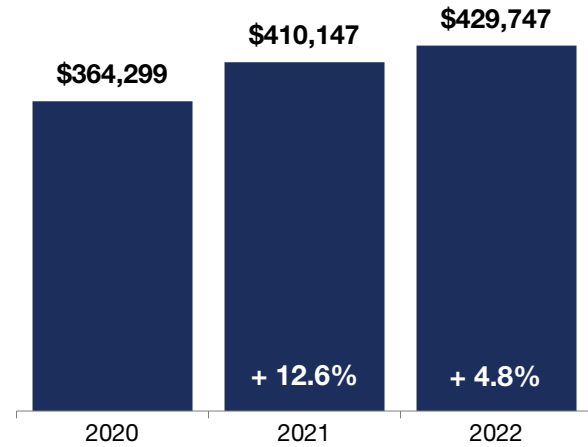
Average Sales Price

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
September 2021	\$392,858	\$362,696	+8.3%
October 2021	\$395,371	\$372,932	+6.0%
November 2021	\$392,123	\$364,347	+7.6%
December 2021	\$389,511	\$361,069	+7.9%
January 2022	\$385,916	\$351,162	+9.9%
February 2022	\$397,310	\$359,957	+10.4%
March 2022	\$411,426	\$383,094	+7.4%
April 2022	\$430,784	\$386,910	+11.3%
May 2022	\$435,678	\$402,380	+8.3%
June 2022	\$447,986	\$407,251	+10.0%
July 2022	\$433,996	\$404,298	+7.3%
August 2022	\$429,747	\$410,147	+4.8%
12-Month Avg	\$413,704	\$383,545	+7.9%

Historical Average Sales Price



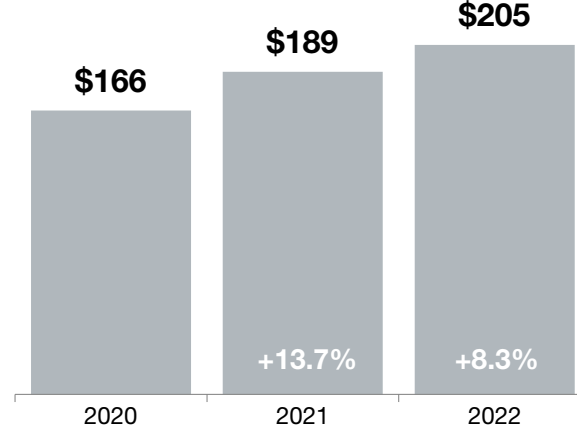
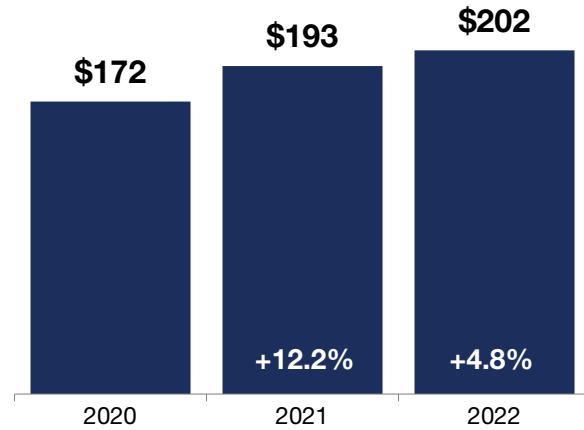
Price Per Square Foot

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



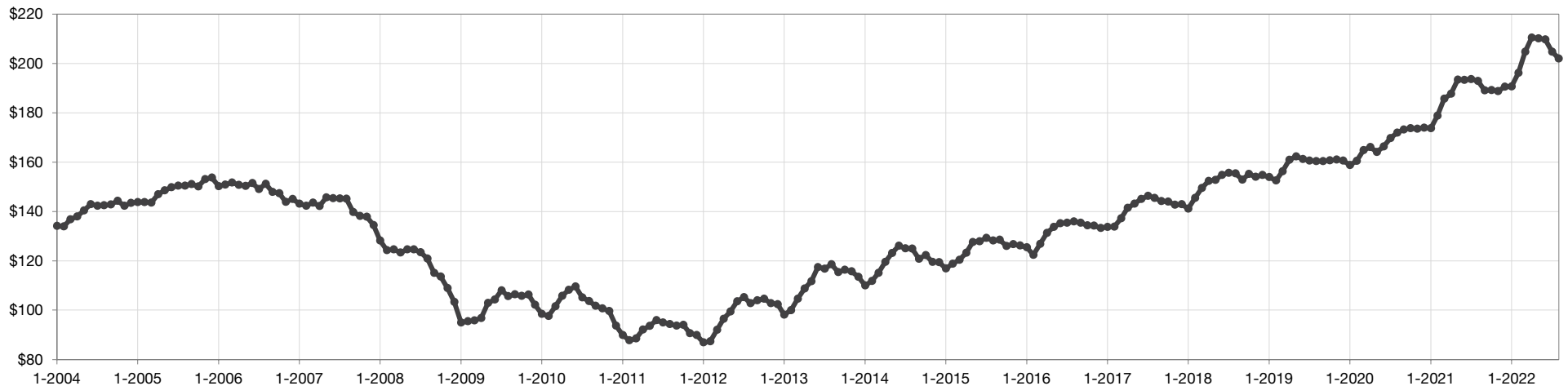
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Year to Date



	Price Per Square Foot	Prior Year	Percent Change
September 2021	\$189	\$173	+9.1%
October 2021	\$189	\$174	+8.9%
November 2021	\$189	\$173	+8.8%
December 2021	\$191	\$174	+9.6%
January 2022	\$191	\$174	+9.8%
February 2022	\$196	\$179	+9.7%
March 2022	\$205	\$186	+10.2%
April 2022	\$210	\$188	+12.1%
May 2022	\$210	\$193	+8.6%
June 2022	\$210	\$193	+8.5%
July 2022	\$205	\$194	+5.8%
August 2022	\$202	\$193	+4.8%
12-Month Avg	\$199	\$183	+8.4%

Historical Price Per Square Foot

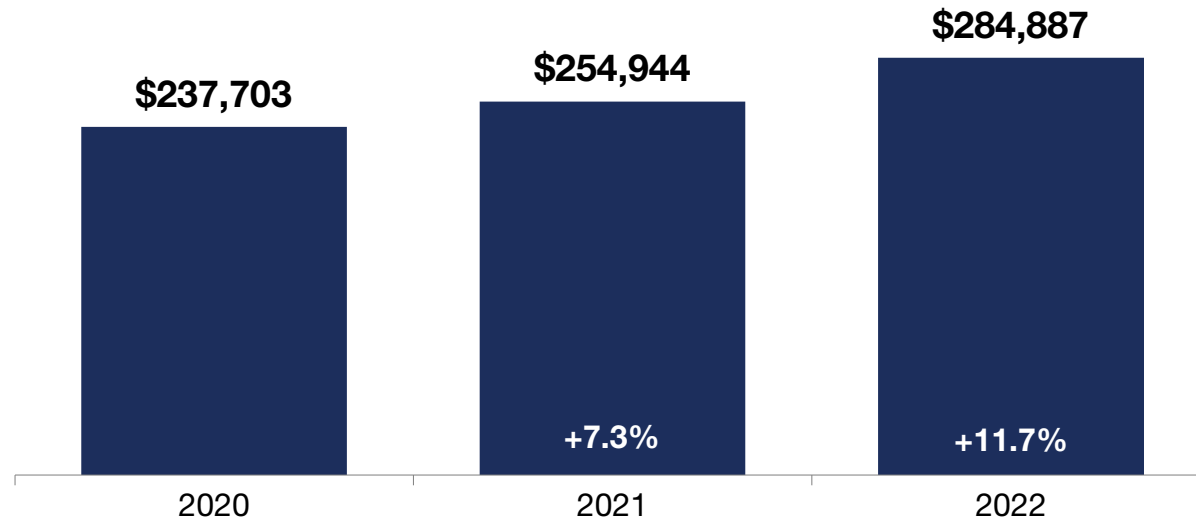


ShowingTime Housing Value Index



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.

August



	Housing Value Index	Prior Year	Percent Change
September 2021	\$256,577	\$237,143	+8.2%
October 2021	\$257,209	\$236,633	+8.7%
November 2021	\$257,485	\$236,313	+9.0%
December 2021	\$256,972	\$237,400	+8.2%
January 2022	\$257,337	\$233,899	+10.0%
February 2022	\$261,691	\$239,194	+9.4%
March 2022	\$270,292	\$245,220	+10.2%
April 2022	\$275,574	\$249,974	+10.2%
May 2022	\$283,051	\$246,569	+14.8%
June 2022	\$285,666	\$248,688	+14.9%
July 2022	\$286,741	\$251,125	+14.2%
August 2022	\$284,887	\$254,944	+11.7%
12-Month Avg	\$269,457	\$243,092	+10.8%

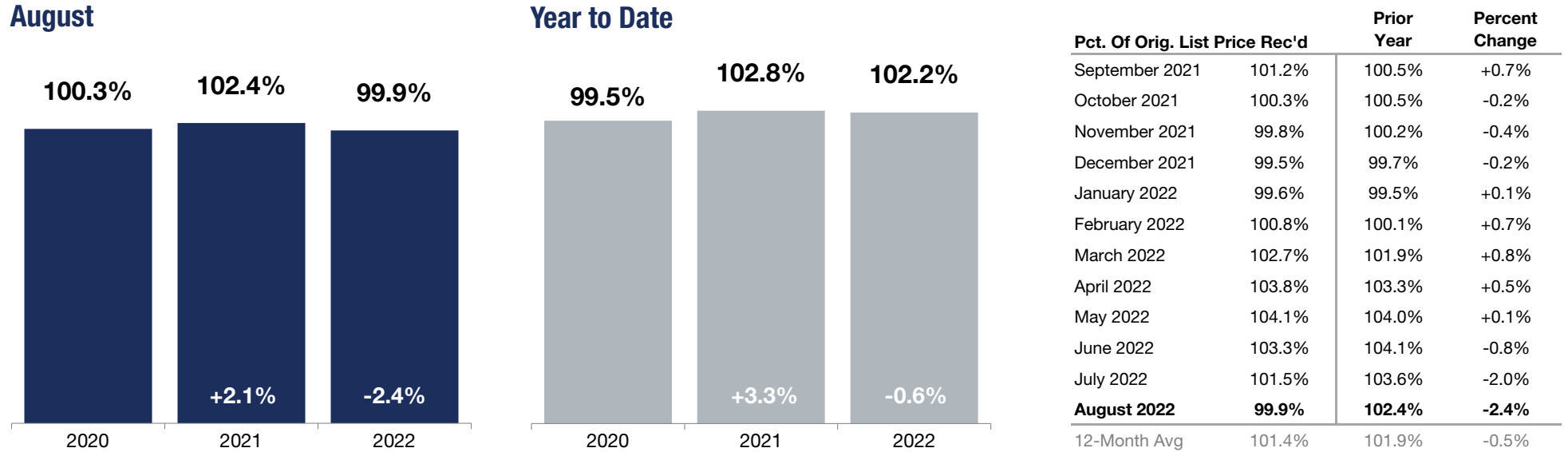
Historical ShowingTime Housing Value Index



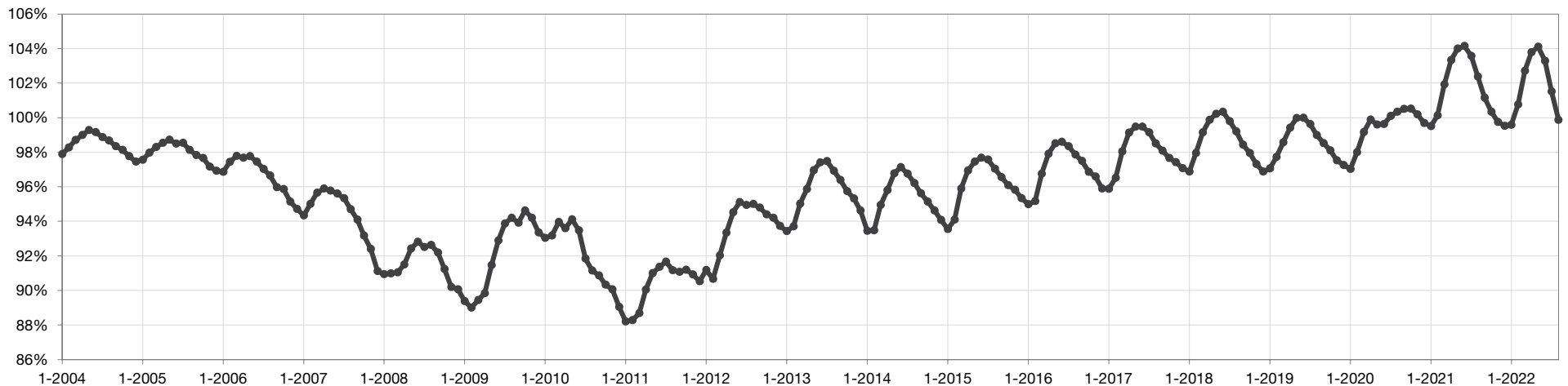
Percent of Original List Price Received



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.



Historical Percent of Original List Price Received



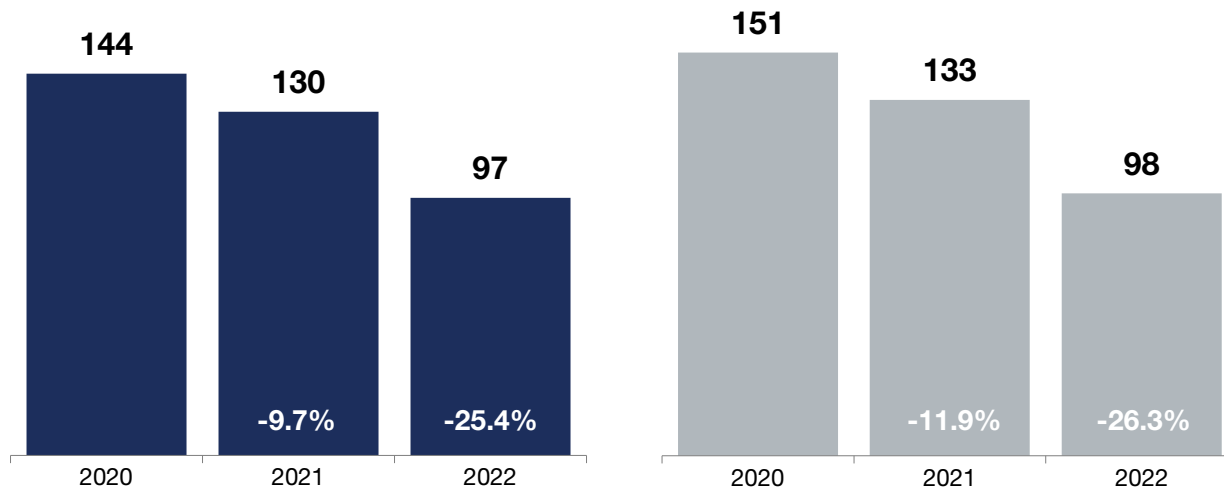
Housing Affordability Index



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.

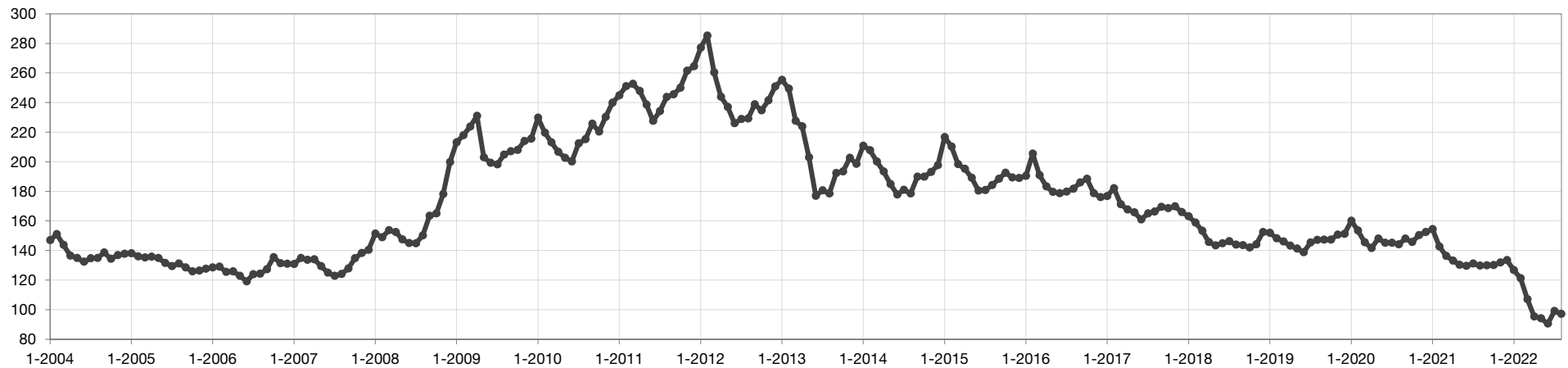
August

Year to Date



	Housing Affordability Index	Prior Year	Percent Change
September 2021	130	148	-12.2%
October 2021	130	146	-11.0%
November 2021	132	150	-12.0%
December 2021	134	153	-12.4%
January 2022	127	154	-17.5%
February 2022	121	143	-15.4%
March 2022	107	136	-21.3%
April 2022	95	133	-28.6%
May 2022	94	130	-27.7%
June 2022	91	130	-30.0%
July 2022	99	131	-24.4%
August 2022	97	130	-25.4%
12-Month Avg	113	140	-19.3%

Historical Housing Affordability Index

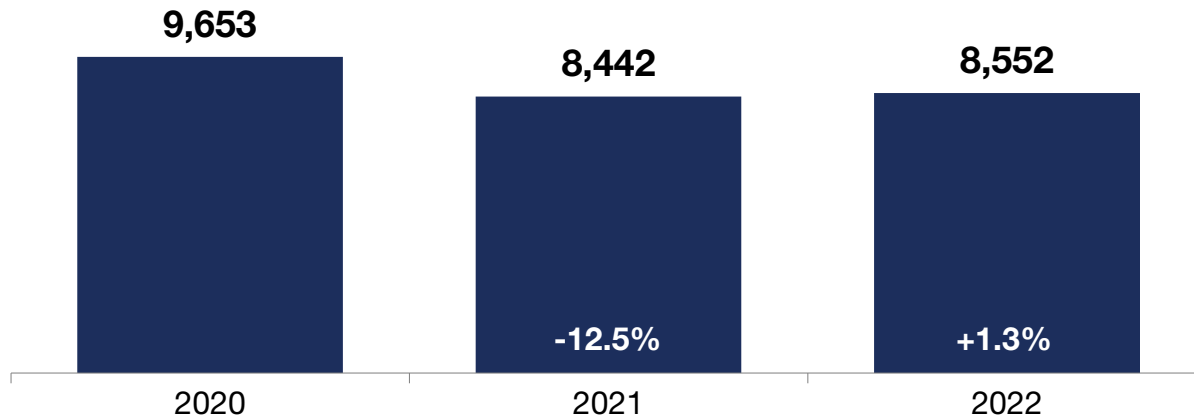


Inventory of Homes for Sale

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

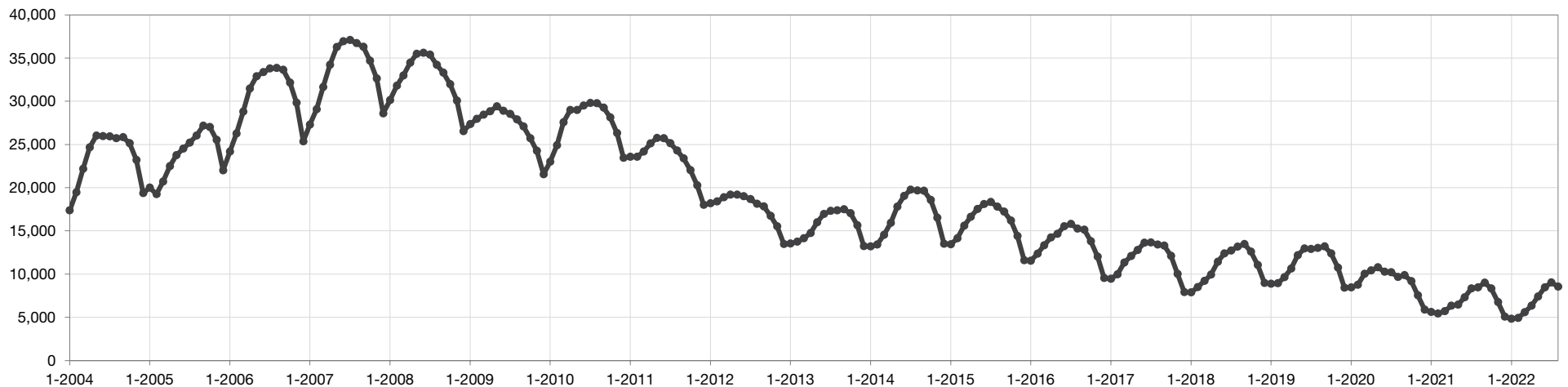


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Homes for Sale		Prior Year	Percent Change
September 2021	8,995	9,877	-8.9%
October 2021	8,323	9,173	-9.3%
November 2021	6,760	7,538	-10.3%
December 2021	5,056	5,878	-14.0%
January 2022	4,832	5,596	-13.7%
February 2022	4,916	5,412	-9.2%
March 2022	5,565	5,698	-2.3%
April 2022	6,330	6,349	-0.3%
May 2022	7,391	6,461	+14.4%
June 2022	8,442	7,305	+15.6%
July 2022	9,039	8,320	+8.6%
August 2022	8,552	8,442	+1.3%
12-Month Avg	7,017	7,171	-2.3%

Historical Inventory of Homes for Sale

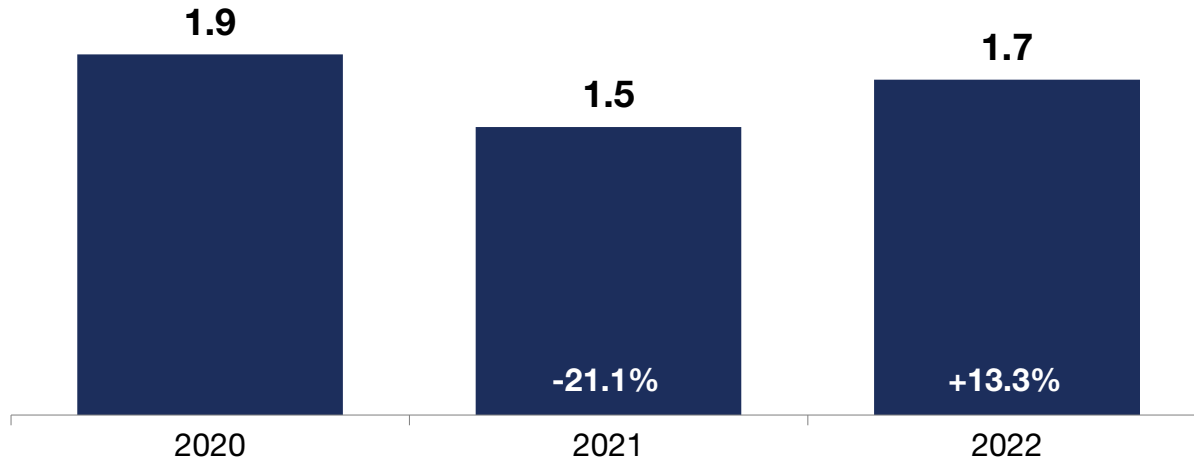


Months Supply of Homes for Sale

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.

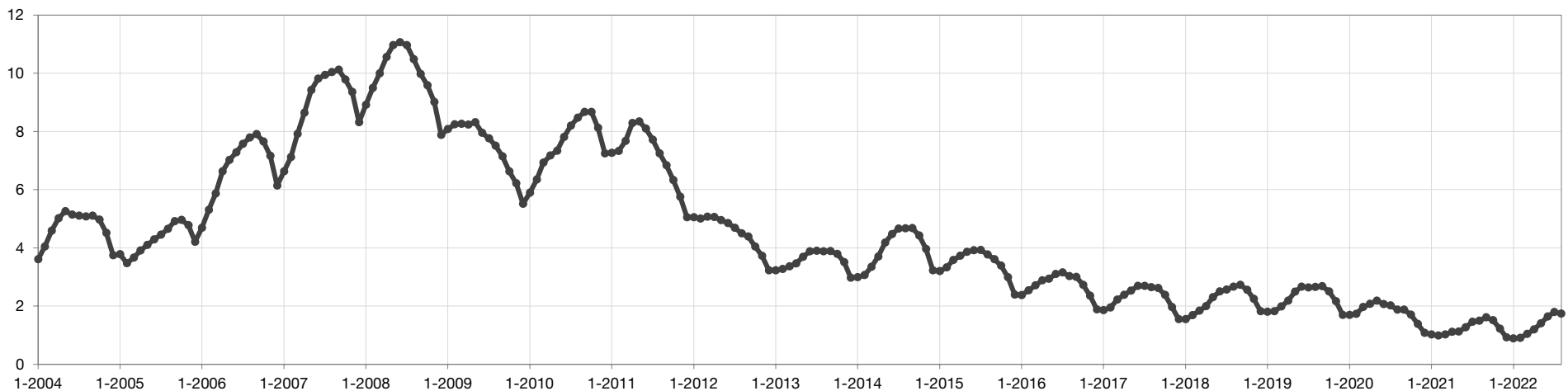


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	Months Supply	Prior Year	Percent Change
September 2021	1.6	1.9	-15.8%
October 2021	1.5	1.7	-11.8%
November 2021	1.2	1.4	-14.3%
December 2021	0.9	1.1	-18.2%
January 2022	0.9	1.0	-10.0%
February 2022	0.9	1.0	-10.0%
March 2022	1.0	1.0	0.0%
April 2022	1.2	1.1	+9.1%
May 2022	1.4	1.1	+27.3%
June 2022	1.6	1.3	+23.1%
July 2022	1.8	1.5	+20.0%
August 2022	1.7	1.5	+13.3%
12-Month Avg	1.3	1.3	0.0%

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

