

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



## February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, “while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year.” With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings in the Twin Cities region decreased 12.6 percent to 4,686. Pending Sales were down 0.1 percent to 4,226. Inventory levels fell 46.3 percent to 4,670 units.

Prices continued to gain traction. The Median Sales Price increased 11.5 percent to \$314,000. Days on Market was down 31.3 percent to 46 days. Sellers were encouraged as Months Supply of Homes for Sale was down 52.9 percent to 0.8 months.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

## Quick Facts

**+ 4.8%**      **+ 4.1%**      **- 46.3%**

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.



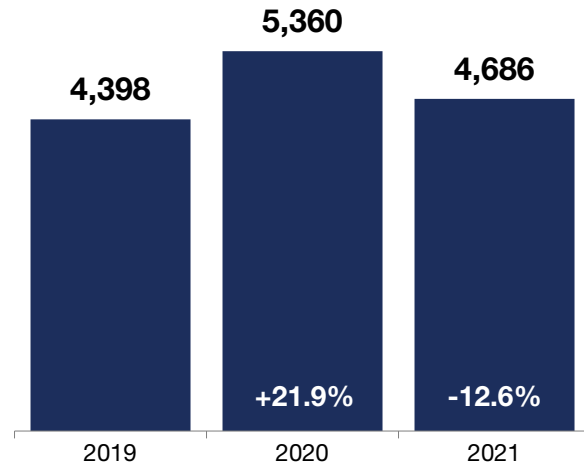
Key Metrics	Historical Sparklines (normalized)	2-2020	2-2021	+ / -	YTD 2020	YTD 2021	+ / -
<b>New Listings</b>		5,360	<b>4,686</b>	- 12.6%	9,736	<b>8,745</b>	- 10.2%
<b>Pending Sales</b>		4,230	<b>4,226</b>	- 0.1%	7,562	<b>7,812</b>	+ 3.3%
<b>Closed Sales</b>		3,064	<b>3,212</b>	+ 4.8%	5,974	<b>6,574</b>	+ 10.0%
<b>Days on Market Until Sale</b>		67	<b>46</b>	- 31.3%	67	<b>44</b>	- 34.3%
<b>Median List Price</b>		\$326,575	<b>\$340,000</b>	+ 4.1%	\$324,500	<b>\$336,695</b>	+ 3.8%
<b>Median Sales Price</b>		\$281,500	<b>\$314,000</b>	+ 11.5%	\$276,450	<b>\$307,000</b>	+ 11.1%
<b>Price Per Square Foot</b>		\$160	<b>\$179</b>	+ 11.3%	\$160	<b>\$176</b>	+ 10.3%
<b>ShowingTime Housing Value Index</b>		\$245,067	<b>\$266,746</b>	+ 8.8%	--	--	--
<b>Pct. of Orig. List Price Received</b>		98.0%	<b>100.1%</b>	+ 2.1%	97.5%	<b>99.8%</b>	+ 2.4%
<b>Inventory of Homes for Sale</b>		8,701	<b>4,670</b>	- 46.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		1.7	<b>0.8</b>	- 52.9%	--	--	--

# New Listings

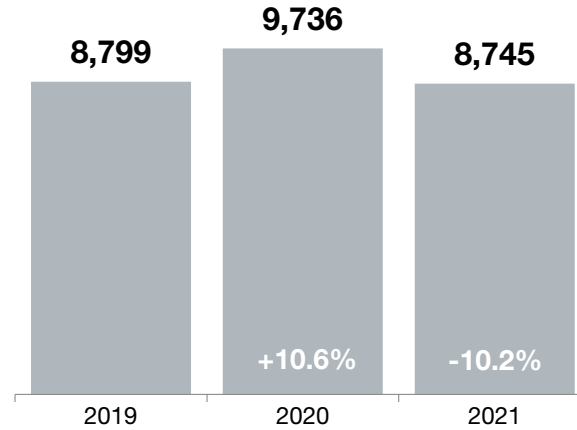
A count of the properties that have been newly listed on the market in a given month.



## February

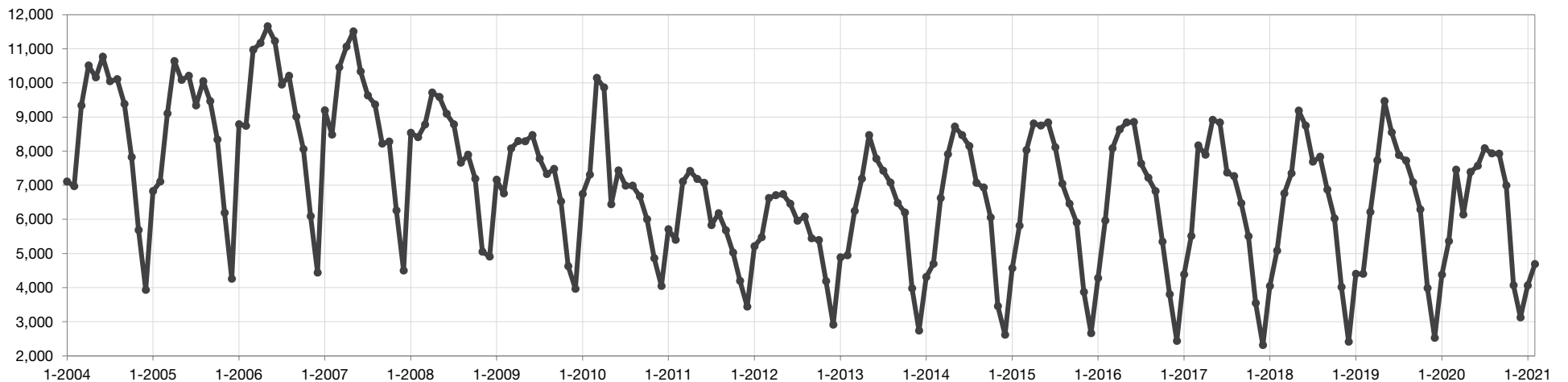


## Year To Date



	New Listings	Prior Year	Percent Change
March 2020	7,452	6,216	+19.9%
April 2020	6,137	7,730	-20.6%
May 2020	7,383	9,465	-22.0%
June 2020	7,571	8,549	-11.4%
July 2020	8,078	7,883	+2.5%
August 2020	7,933	7,720	+2.8%
September 2020	7,924	7,081	+11.9%
October 2020	6,992	6,288	+11.2%
November 2020	4,067	3,983	+2.1%
December 2020	3,120	2,526	+23.5%
January 2021	4,059	4,376	-7.2%
<b>February 2021</b>	<b>4,686</b>	<b>5,360</b>	<b>-12.6%</b>
12-Month Avg	6,284	6,431	-2.3%

## Historical New Listing Activity

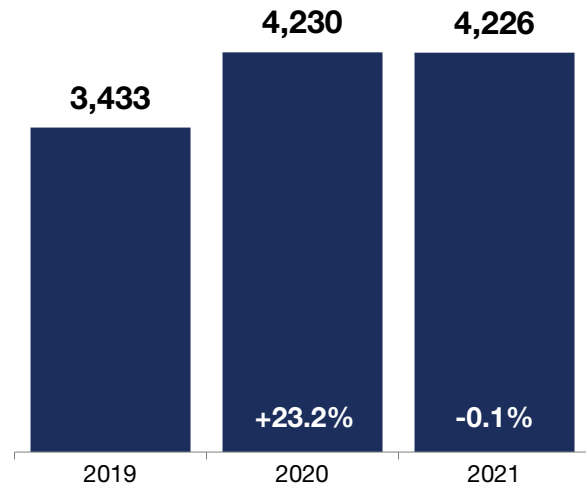


# Pending Sales

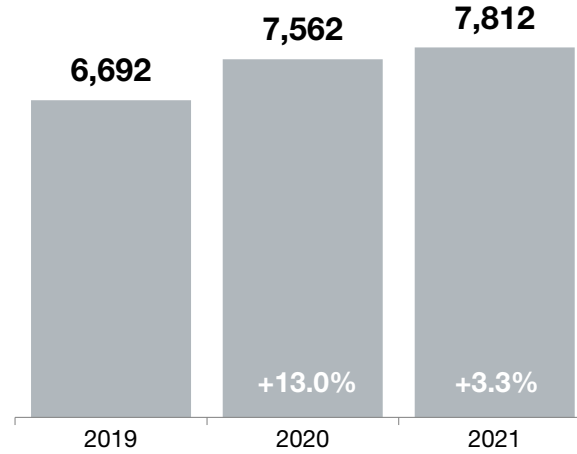
A count of the properties on which contracts have been accepted in a given month.



## February

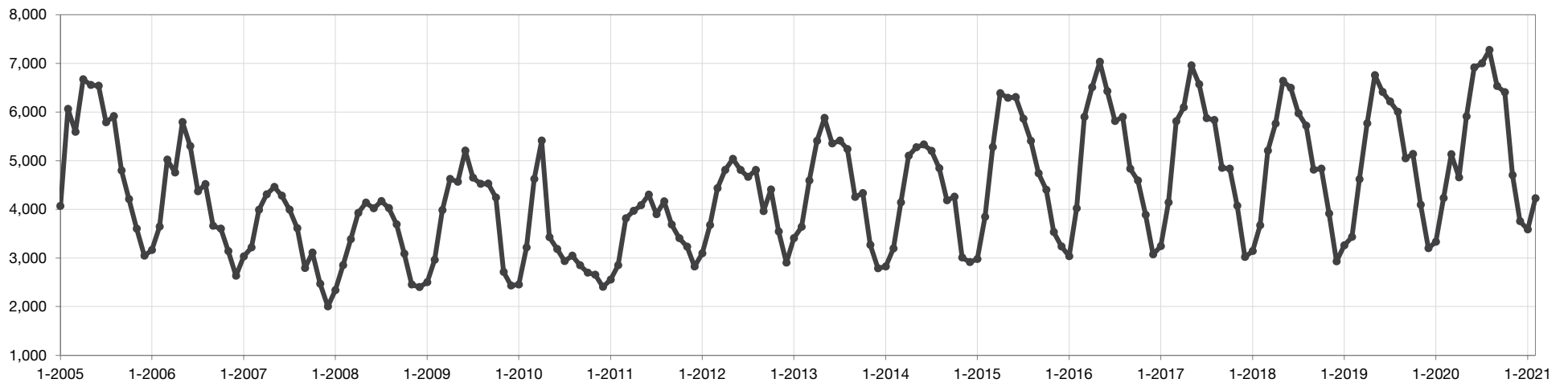


## Year To Date



	Pending Sales	Prior Year	Percent Change
March 2020	5,128	4,617	+11.1%
April 2020	4,655	5,766	-19.3%
May 2020	5,907	6,757	-12.6%
June 2020	6,911	6,413	+7.8%
July 2020	6,996	6,216	+12.5%
August 2020	7,273	6,002	+21.2%
September 2020	6,535	5,047	+29.5%
October 2020	6,404	5,133	+24.8%
November 2020	4,704	4,091	+15.0%
December 2020	3,754	3,200	+17.3%
January 2021	3,586	3,332	+7.6%
<b>February 2021</b>	<b>4,226</b>	<b>4,230</b>	<b>-0.1%</b>
12-Month Avg	5,507	5,067	+8.7%

## Historical Pending Sales Activity

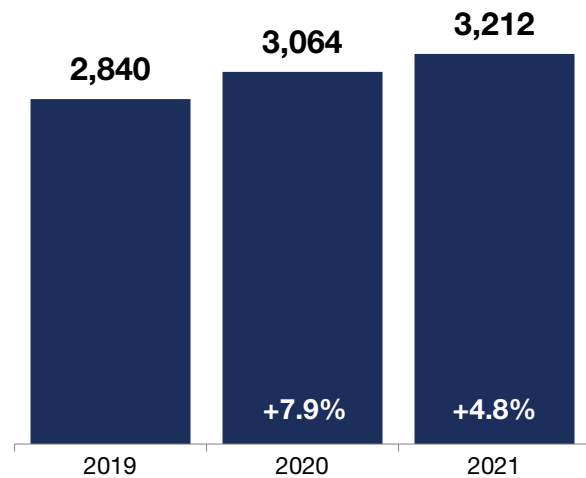


# Closed Sales

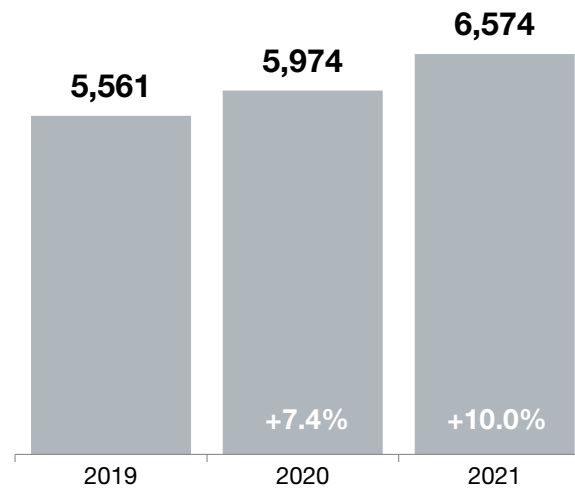
A count of the actual sales that have closed in a given month.



## February

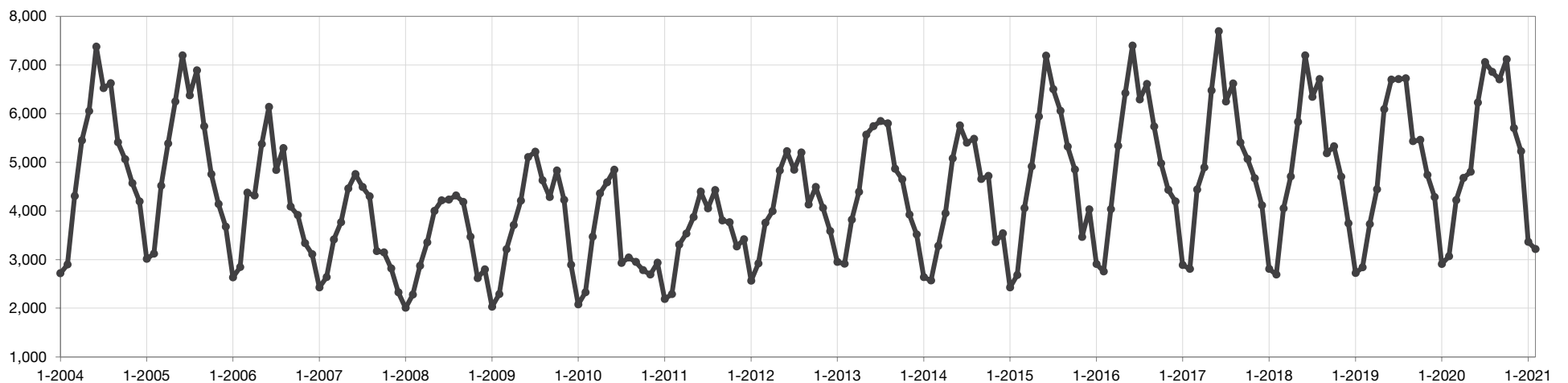


## Year To Date



Closed Sales		Prior Year	Percent Change
March 2020	4,221	3,729	+13.2%
April 2020	4,676	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	6,857	6,723	+2.0%
September 2020	6,700	5,434	+23.3%
October 2020	7,115	5,457	+30.4%
November 2020	5,703	4,741	+20.3%
December 2020	5,226	4,282	+22.0%
January 2021	3,362	2,910	+15.5%
<b>February 2021</b>	<b>3,212</b>	<b>3,064</b>	<b>+4.8%</b>
12-Month Avg	5,430	5,023	+9.5%

## Historical Closed Sales Activity

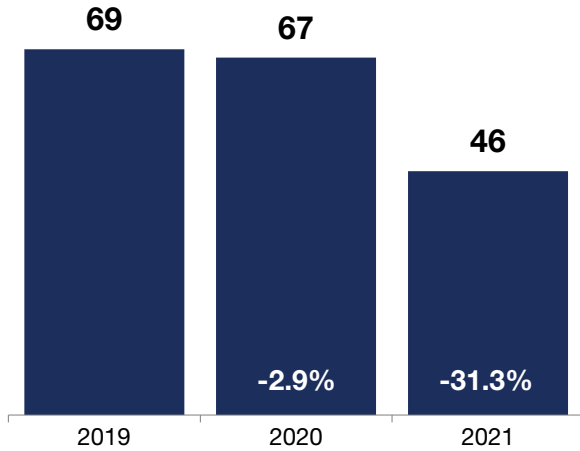


# Days on Market Until Sale

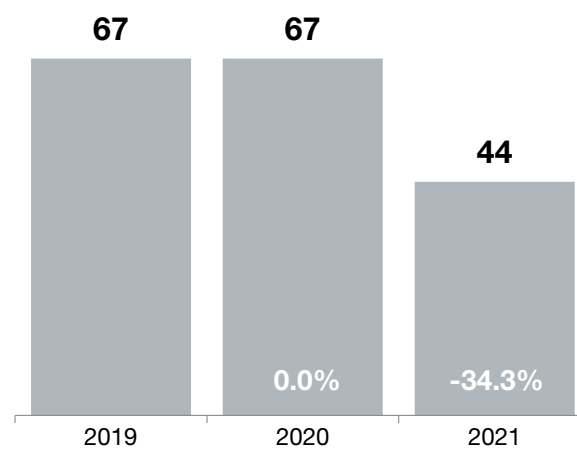
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## February

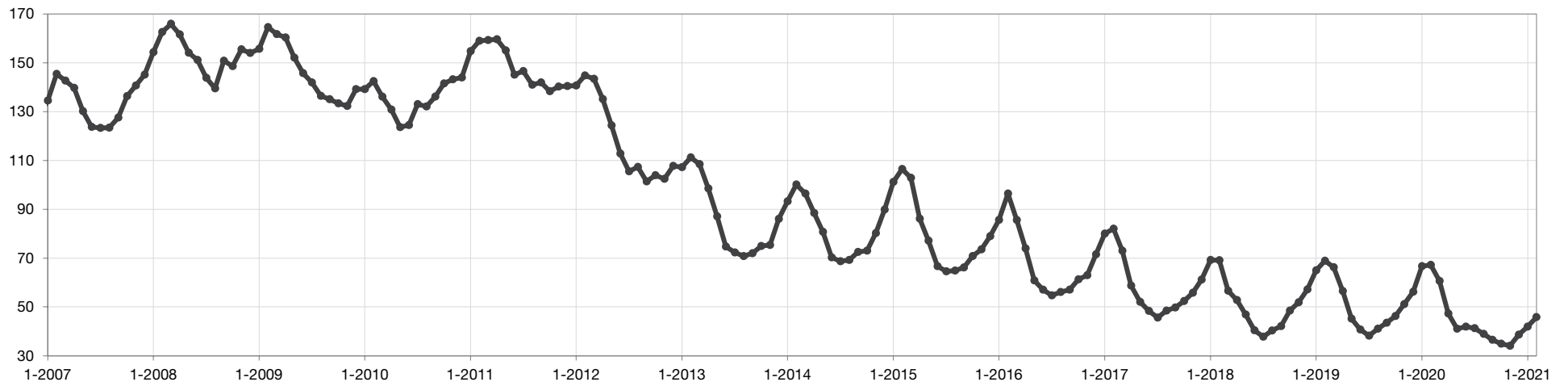


## Year To Date



Days on Market		Prior Year	Percent Change
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%
<b>February 2021</b>	<b>46</b>	<b>67</b>	<b>-31.3%</b>
12-Month Avg	41	49	-16.3%

## Historical Days on Market Until Sale

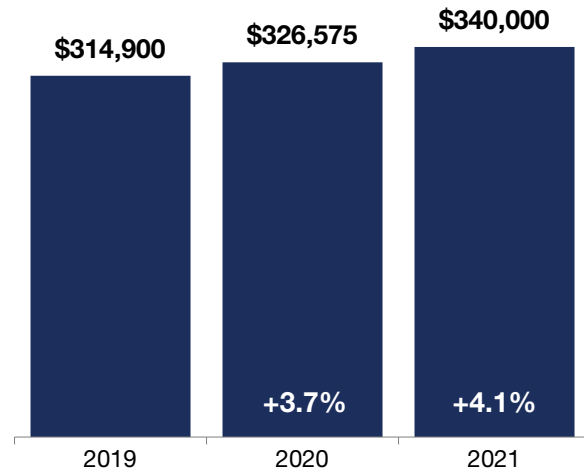


# Median Original List Price

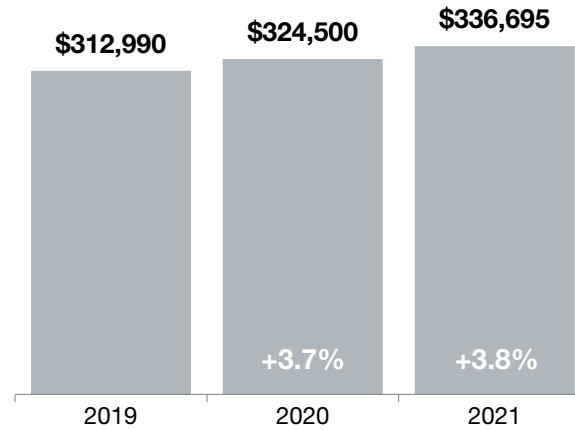
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



## February

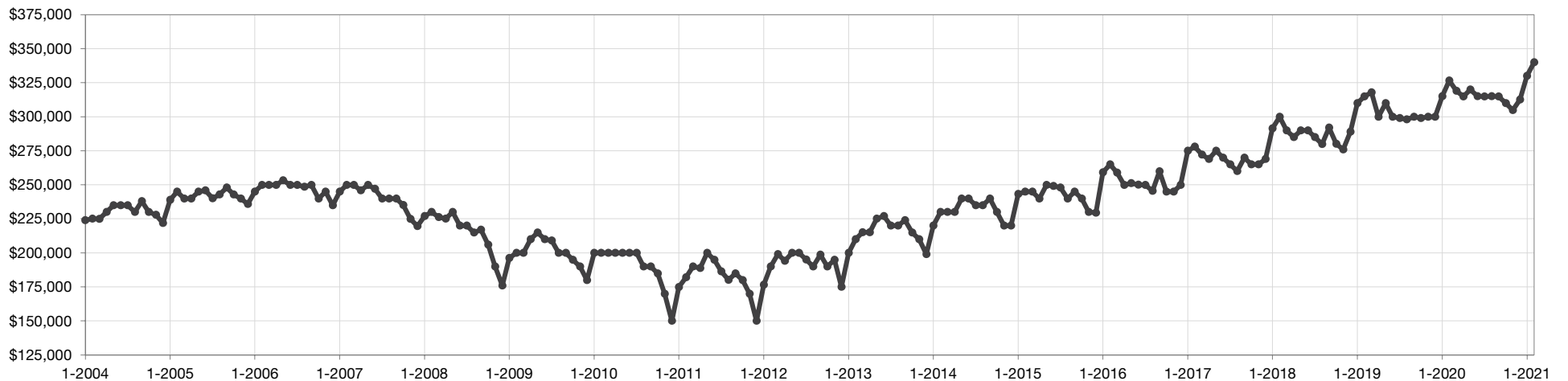


## Year To Date



	Median Original List Price	Prior Year	Percent Change
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	\$315,118	\$298,000	+5.7%
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	\$312,500	\$299,900	+4.2%
January 2021	\$329,900	\$315,000	+4.7%
<b>February 2021</b>	<b>\$340,000</b>	<b>\$326,575</b>	<b>+4.1%</b>
12-Month Med	\$318,900	\$300,000	+6.3%

## Historical Median Original List Price



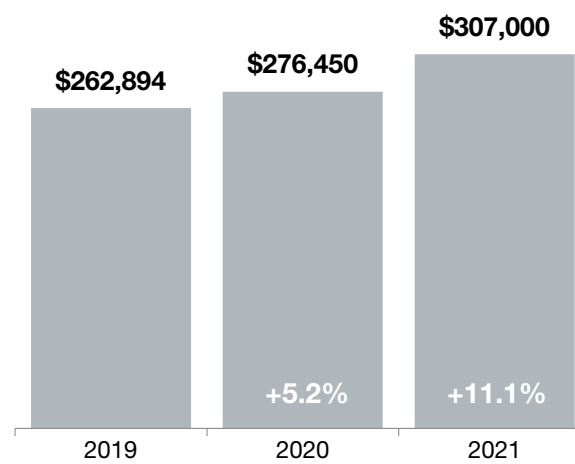
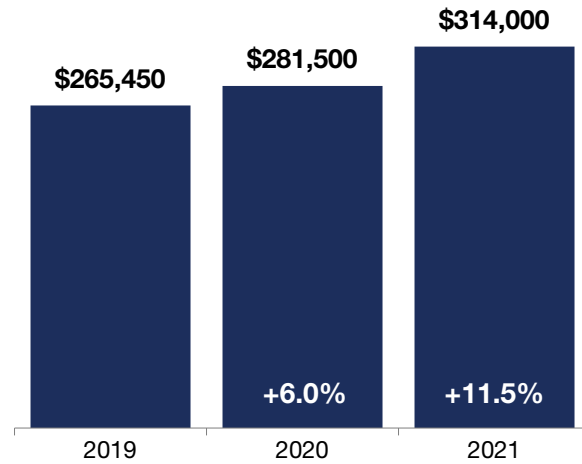
# Median Sales Price

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



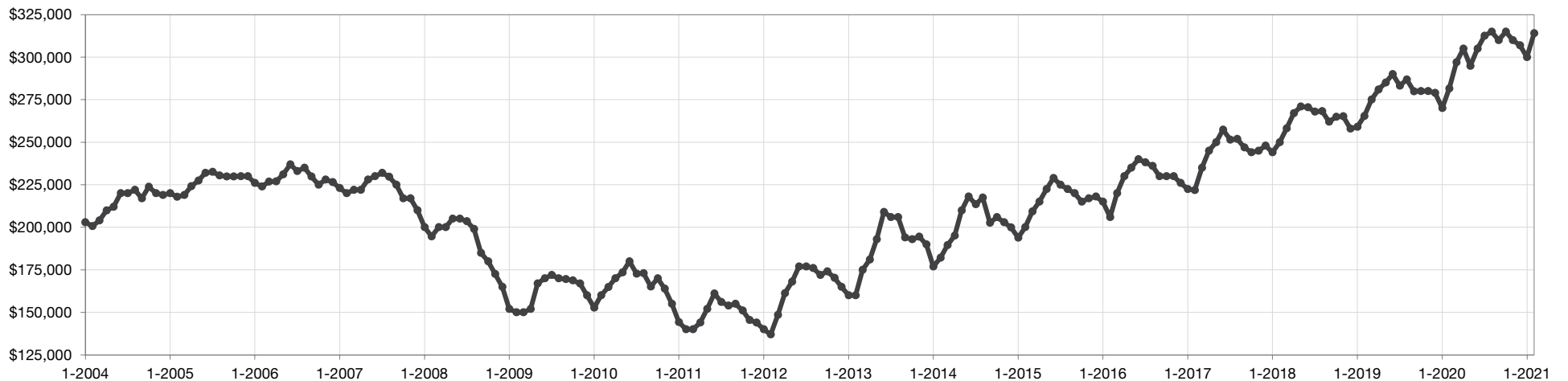
## February

## Year To Date



	Median Sales Price	Prior Year	Percent Change
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	\$300,000	\$270,000	+11.1%
<b>February 2021</b>	<b>\$314,000</b>	<b>\$281,500</b>	<b>+11.5%</b>
12-Month Med	\$308,900	\$282,000	+9.5%

## Historical Median Sales Price



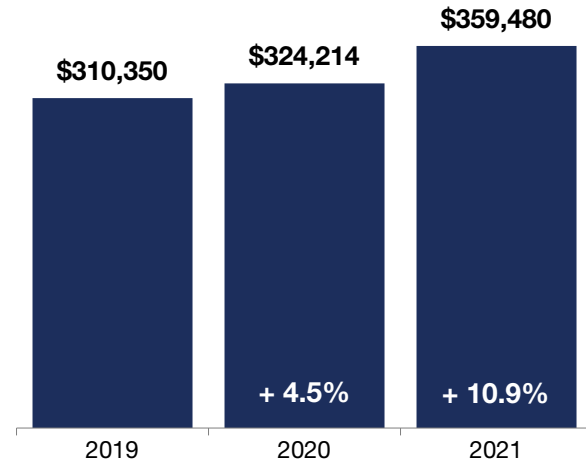


# Average Sales Price

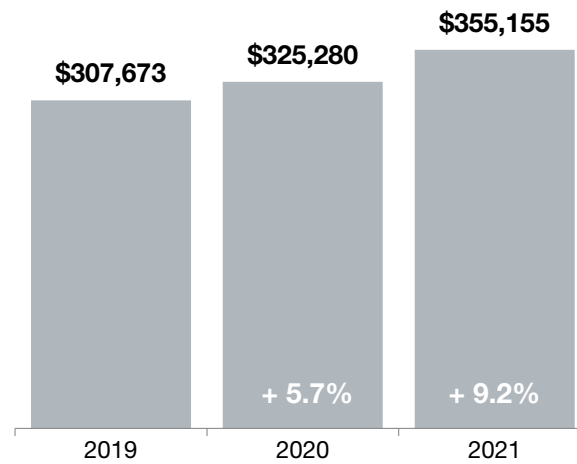
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

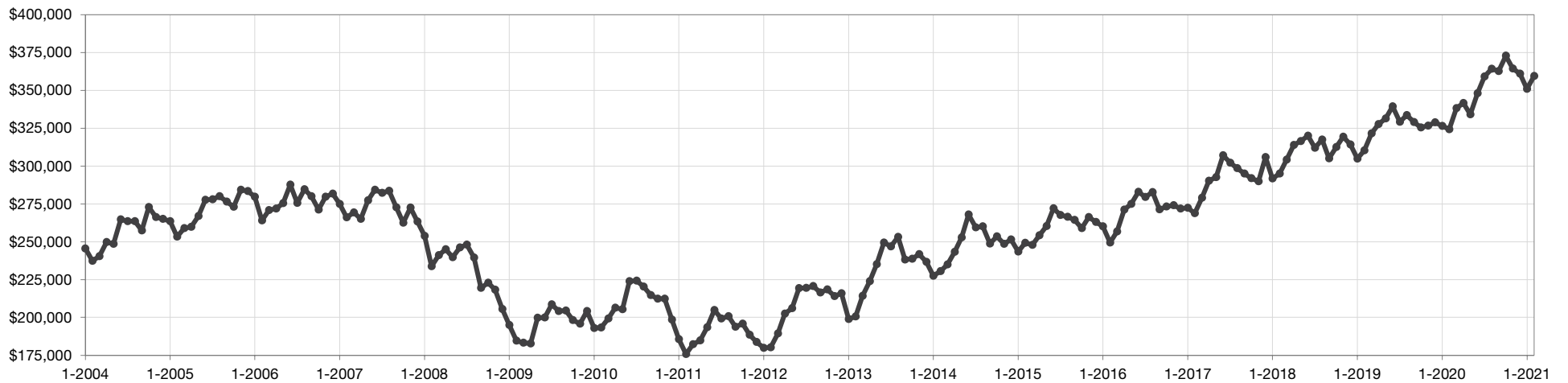


## Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$364,246	\$333,550	+9.2%
September 2020	\$362,646	\$329,048	+10.2%
October 2020	\$372,888	\$325,511	+14.6%
November 2020	\$364,345	\$326,580	+11.6%
December 2020	\$361,056	\$328,930	+9.8%
January 2021	\$351,020	\$326,402	+7.5%
<b>February 2021</b>	<b>\$359,480</b>	<b>\$324,214</b>	<b>+10.9%</b>
12-Month Avg	\$356,238	\$329,487	+8.1%

## Historical Average Sales Price



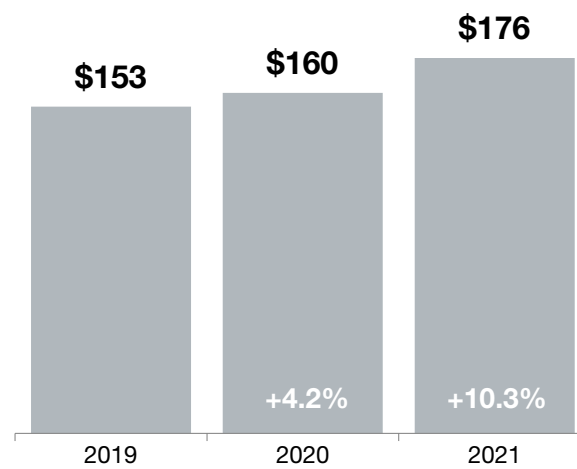
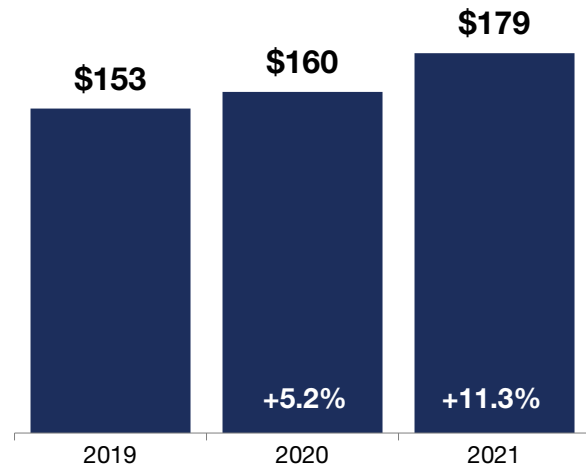
# Price Per Square Foot

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



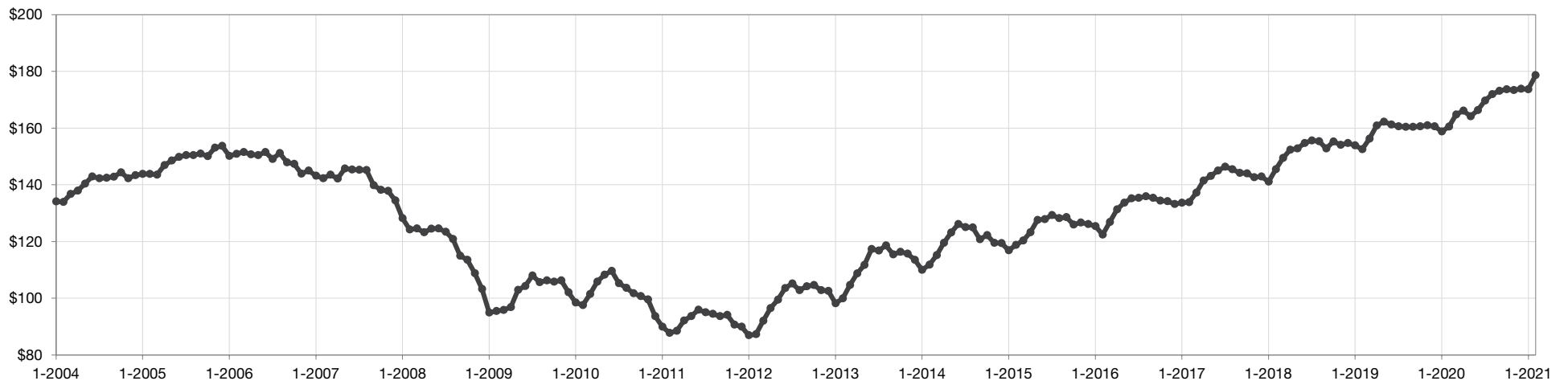
## February

## Year to Date



	Price Per Square Foot	Prior Year	Percent Change
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	+8.2%
November 2020	\$173	\$161	+7.7%
December 2020	\$174	\$161	+8.2%
January 2021	\$174	\$159	+9.4%
<b>February 2021</b>	<b>\$179</b>	<b>\$160</b>	<b>+11.3%</b>
12-Month Avg	\$171	\$160	+6.4%

## Historical Price Per Square Foot

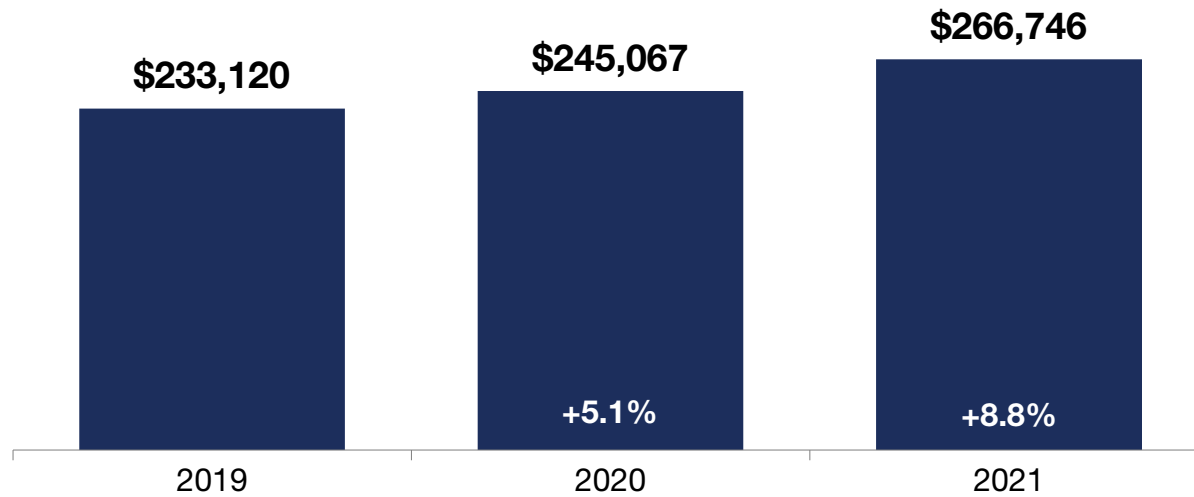


# ShowingTime Housing Value Index



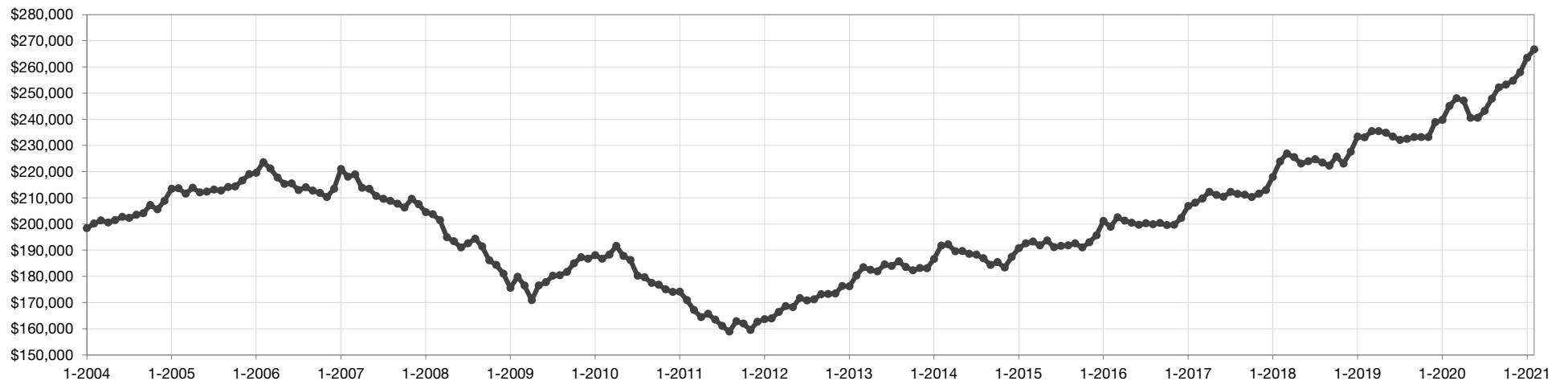
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

## February



	Housing Value Index	Prior Year	Percent Change
March 2020	\$248,006	\$235,486	+5.3%
April 2020	\$247,119	\$235,444	+5.0%
May 2020	\$240,551	\$234,875	+2.4%
June 2020	\$240,542	\$233,360	+3.1%
July 2020	\$243,248	\$232,084	+4.8%
August 2020	\$247,799	\$232,522	+6.6%
September 2020	\$252,163	\$233,209	+8.1%
October 2020	\$253,224	\$233,174	+8.6%
November 2020	\$254,724	\$233,174	+9.2%
December 2020	\$257,950	\$238,903	+8.0%
January 2021	\$263,443	\$239,737	+9.9%
<b>February 2021</b>	<b>\$266,746</b>	<b>\$245,067</b>	<b>+8.8%</b>
12-Month Avg	\$251,293	\$235,586	+6.7%

## Historical ShowingTime Housing Value Index



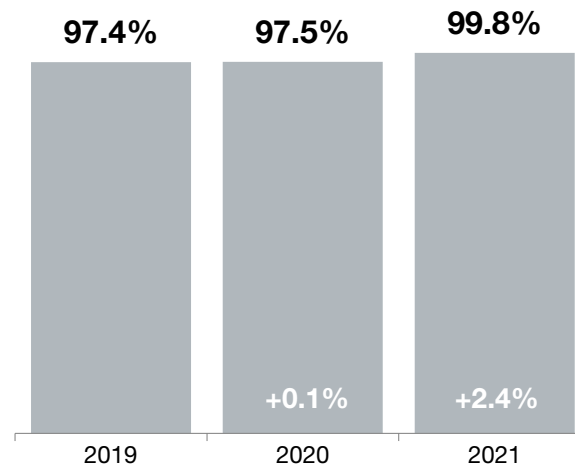
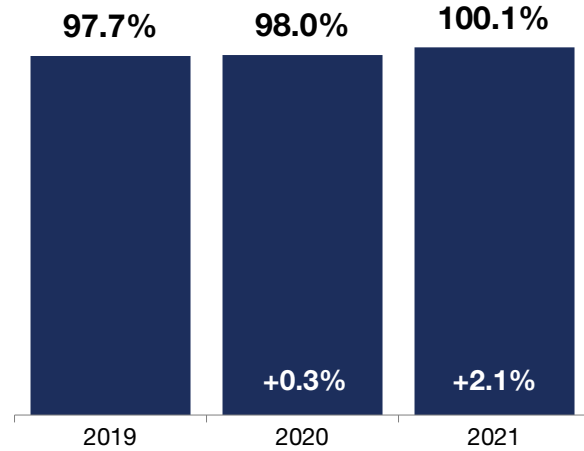
# Percent of Original List Price Received



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.

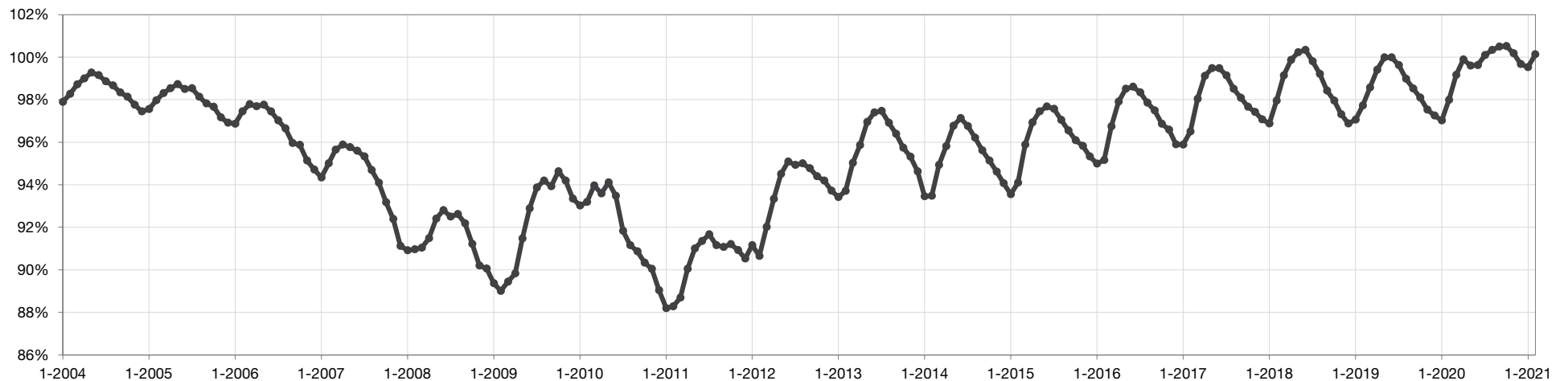
## February

## Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
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%
<b>February 2021</b>	<b>100.1%</b>	<b>98.0%</b>	<b>+2.1%</b>
12-Month Avg	100.0%	98.8%	+1.2%

## Historical Percent of Original List Price Received



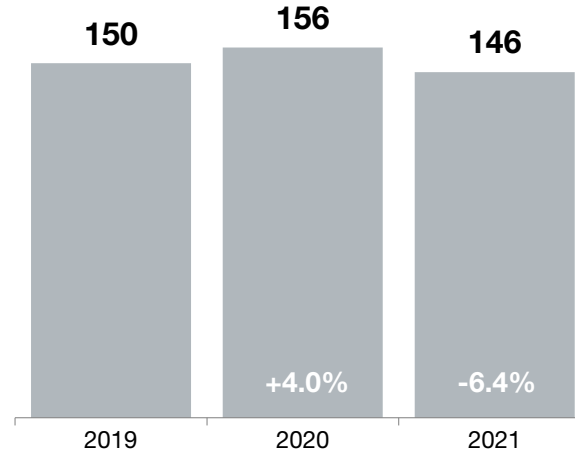
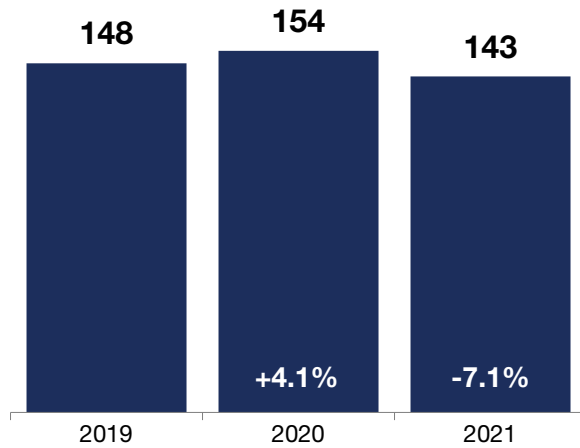
# Housing Affordability Index



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.

## February

## Year to Date



	Housing Affordability Index	Prior Year	Percent Change
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	155	160	-3.1%
<b>February 2021</b>	<b>143</b>	<b>154</b>	<b>-7.1%</b>
12-Month Avg	147	148	-0.7%

## Historical Housing Affordability Index

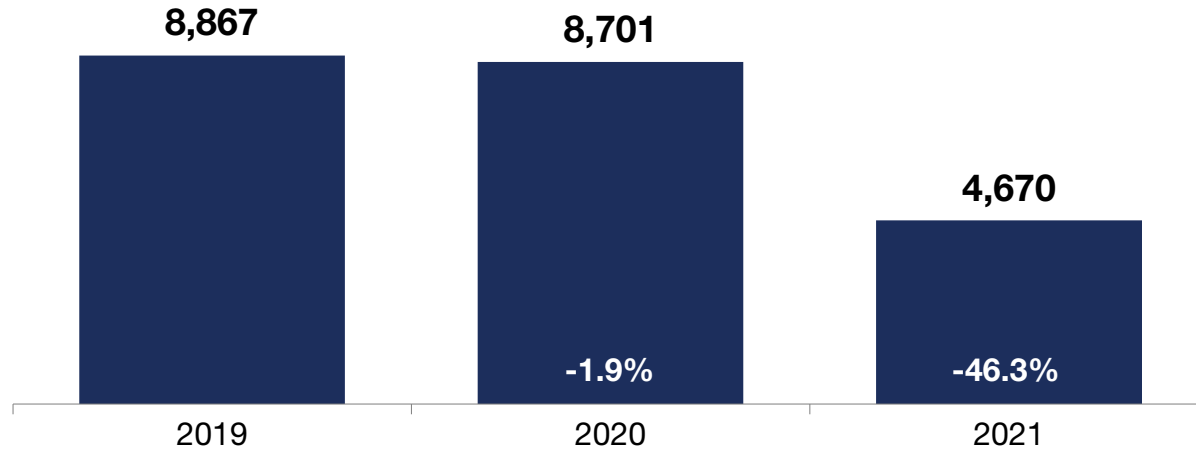


# Inventory of Homes for Sale

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

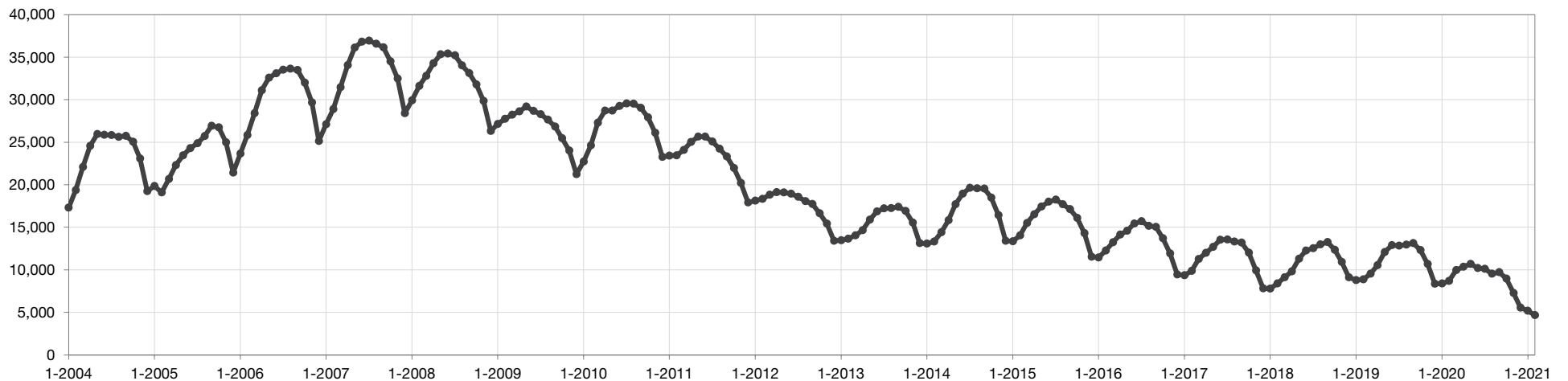


## February



Homes for Sale		Prior Year	Percent Change
March 2020	9,960	9,551	+4.3%
April 2020	10,354	10,533	-1.7%
May 2020	10,702	12,082	-11.4%
June 2020	10,191	12,894	-21.0%
July 2020	10,113	12,831	-21.2%
August 2020	9,546	12,956	-26.3%
September 2020	9,721	13,148	-26.1%
October 2020	8,964	12,333	-27.3%
November 2020	7,270	10,692	-32.0%
December 2020	5,552	8,371	-33.7%
January 2021	5,177	8,405	-38.4%
<b>February 2021</b>	<b>4,670</b>	<b>8,701</b>	<b>-46.3%</b>
12-Month Avg	8,518	11,041	-23.4%

## Historical Inventory of Homes for Sale

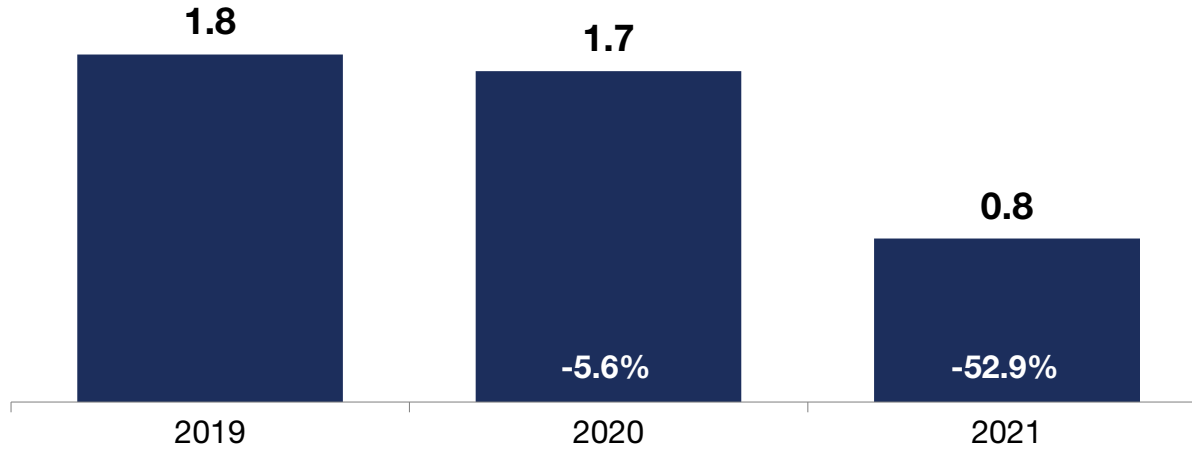


# Months Supply of Homes for Sale

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.

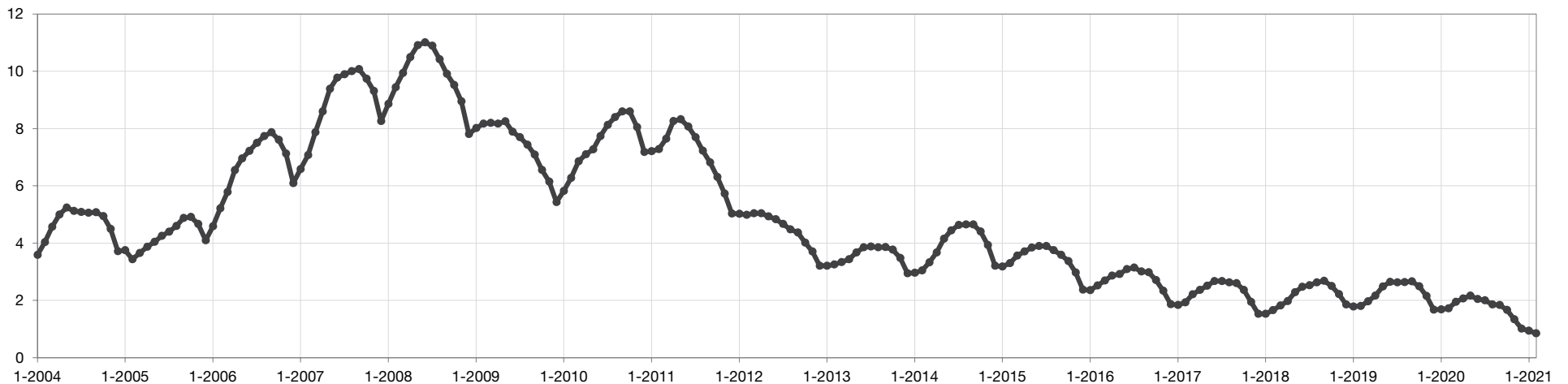


## February



Months Supply		Prior Year	Percent Change
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	1.9	2.6	-26.9%
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%
<b>February 2021</b>	<b>0.8</b>	<b>1.7</b>	<b>-52.9%</b>
12-Month Avg	1.6	2.2	-27.3%

## 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

