

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



## October 2021

The housing market has gone from Mach 3 to Mach 1, still a high rate of speed, but down slightly from the frenzied pace of last year. The ongoing inventory shortage is still frustrating many buyers, but it's possible some areas could see more inventory moving into next year. Homes are still selling in near record time, and often for over list price.

Pending Sales decreased 10.2 percent from October 2020 to 5,745 for the month. Closed Sales decreased 16.2 percent from October 2020 to 5,962 for the month. These changes should be taken with a grain of salt since buyer demand is still normalizing after the extreme highs of 2020.

Prices were unsurprisingly up compared to last October. The Median Sales Price increased 7.9 percent to \$340,000. Despite entering the slower season for buying and selling, home prices are expected to remain firm.

Inventory levels market-wide decreased 16.2 percent to 7,657 units. Strong demand continues to suppress inventory. Those shopping for homes are eager for more options. Months' supply of inventory was down 17.6 percent to 1.4 months. A balanced market is about 5-6 months of supply. 1.4 months of supply indicates a pretty extreme sellers' market. Percent of Original List Price Received at Sale was down slightly to 100.3 percent since last year. You heard that right, this indicator declined but still remained above 100 percent.

As temperatures drop, home sales should be steady. Strong demand, low interest rates, and a slight uptick in new listings in some areas will help keep the market on solid footing.

Given the rising interest rate environment and steadily increasing prices, motivated buyers are hoping to lock in their home purchases sooner than later. It usually doesn't pay to wait.

## Quick Facts

**- 16.2%**      **+ 7.9%**      **- 16.2%**

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.



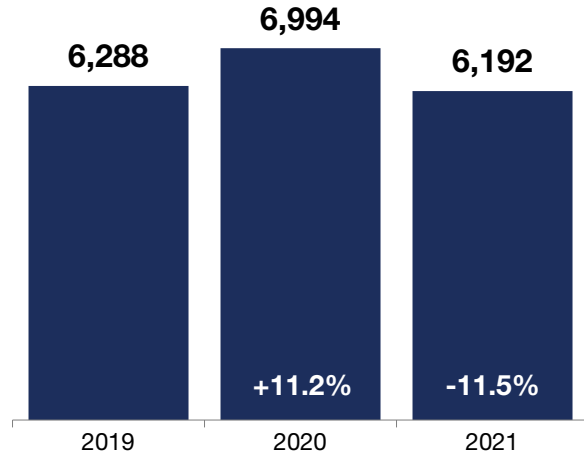
Key Metrics	Historical Sparklines (normalized)	10-2020	10-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		6,994	<b>6,192</b>	- 11.5%	69,209	<b>68,769</b>	- 0.6%
Pending Sales		6,396	<b>5,745</b>	- 10.2%	57,353	<b>57,786</b>	+ 0.8%
Closed Sales		7,117	<b>5,962</b>	- 16.2%	53,646	<b>55,552</b>	+ 3.6%
Days on Market Until Sale		35	<b>27</b>	- 22.9%	44	<b>27</b>	- 38.6%
Median List Price		\$309,900	<b>\$339,900</b>	+ 9.7%	\$315,000	<b>\$340,000</b>	+ 7.9%
Median Sales Price		\$315,000	<b>\$340,000</b>	+ 7.9%	\$305,000	<b>\$340,000</b>	+ 11.5%
Price Per Square Foot		\$174	<b>\$189</b>	+ 8.9%	\$168	<b>\$189</b>	+ 12.5%
ShowingTime Housing Value Index		\$253,278	<b>\$277,521</b>	+ 9.6%	--	--	--
Pct. of Orig. List Price Received		100.5%	<b>100.3%</b>	- 0.2%	99.8%	<b>102.3%</b>	+ 2.5%
Inventory of Homes for Sale		9,141	<b>7,657</b>	- 16.2%	--	--	--
Months Supply of Homes for Sale		1.7	<b>1.4</b>	- 17.6%	--	--	--

# New Listings

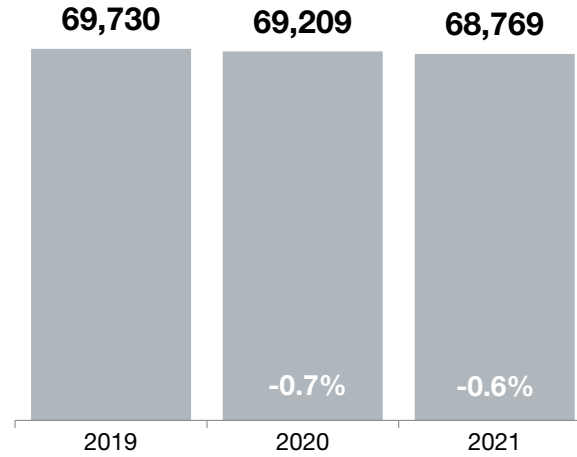
A count of the properties that have been newly listed on the market in a given month.



## October

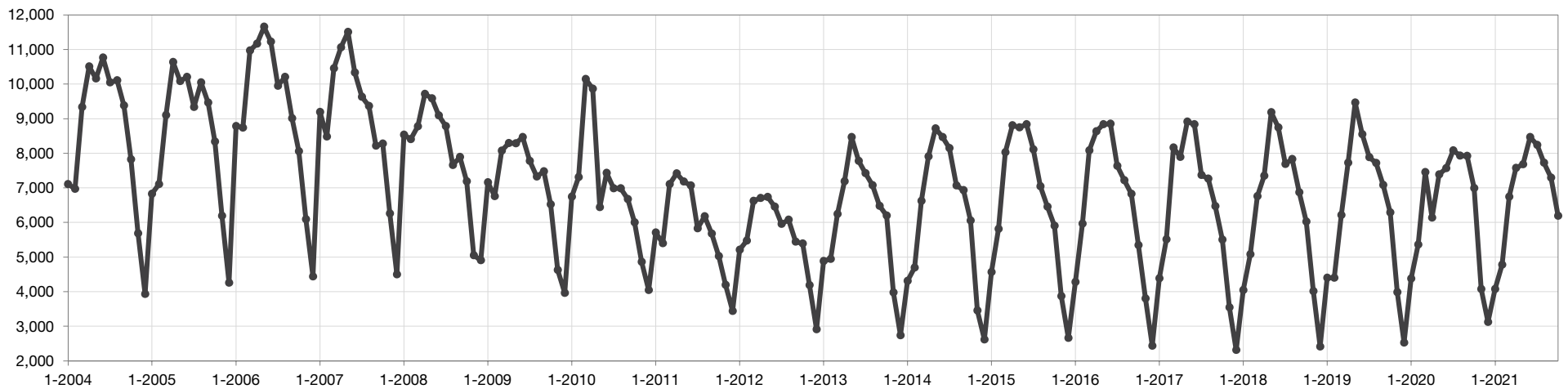


## Year To Date



	New Listings	Prior Year	Percent Change
November 2020	4,073	3,983	+2.3%
December 2020	3,126	2,526	+23.8%
January 2021	4,073	4,377	-6.9%
February 2021	4,777	5,360	-10.9%
March 2021	6,740	7,452	-9.6%
April 2021	7,578	6,137	+23.5%
May 2021	7,683	7,383	+4.1%
June 2021	8,467	7,571	+11.8%
July 2021	8,240	8,079	+2.0%
August 2021	7,723	7,933	-2.6%
September 2021	7,296	7,923	-7.9%
<b>October 2021</b>	<b>6,192</b>	<b>6,994</b>	<b>-11.5%</b>
12-Month Avg	6,331	6,310	+0.3%

## Historical New Listing Activity

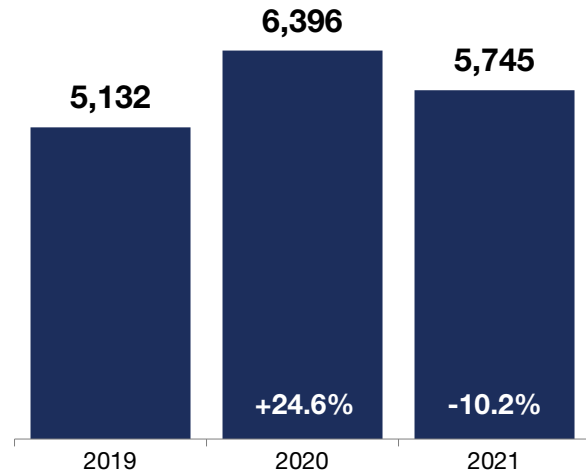


# Pending Sales

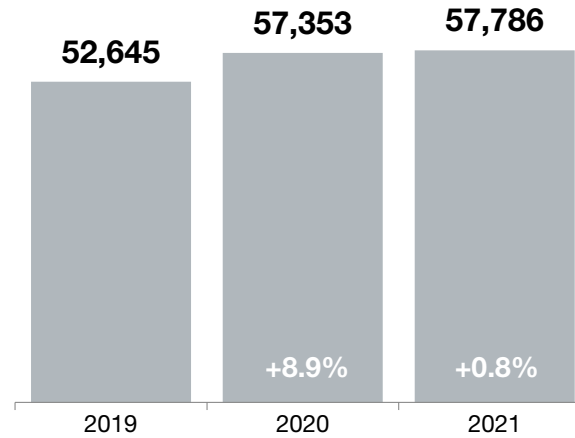
A count of the properties on which contracts have been accepted in a given month.



## October

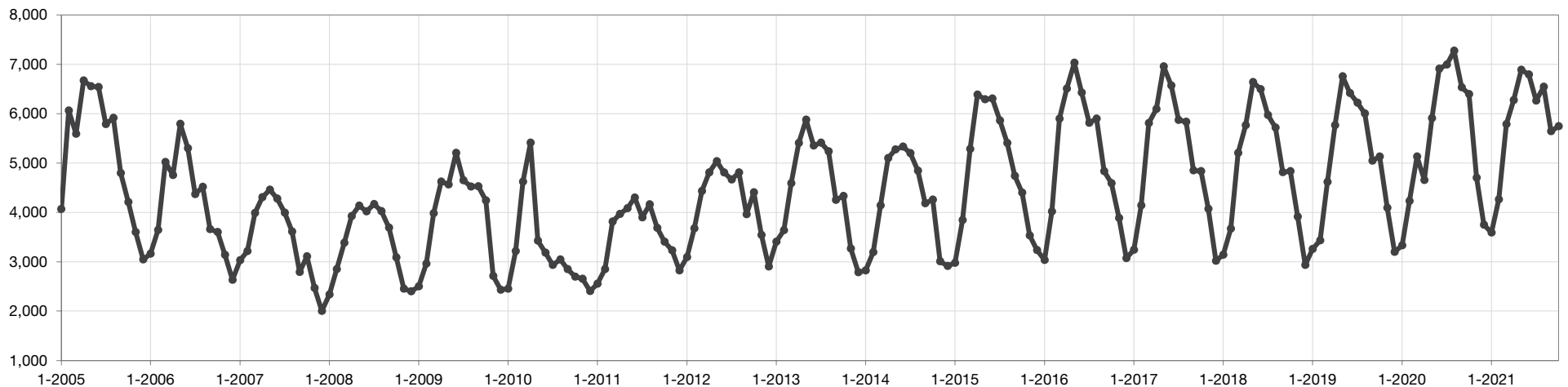


## Year To Date



	Pending Sales	Prior Year	Percent Change
November 2020	4,704	4,091	+15.0%
December 2020	3,750	3,201	+17.2%
January 2021	3,589	3,332	+7.7%
February 2021	4,260	4,229	+0.7%
March 2021	5,787	5,128	+12.9%
April 2021	6,271	4,654	+34.7%
May 2021	6,889	5,908	+16.6%
June 2021	6,792	6,910	-1.7%
July 2021	6,264	6,991	-10.4%
August 2021	6,543	7,272	-10.0%
September 2021	5,646	6,533	-13.6%
<b>October 2021</b>	<b>5,745</b>	<b>6,396</b>	<b>-10.2%</b>
12-Month Avg	5,520	5,387	+2.5%

## Historical Pending Sales Activity

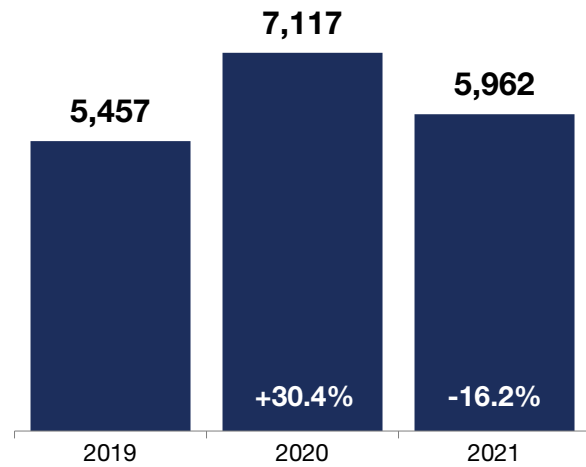


# Closed Sales

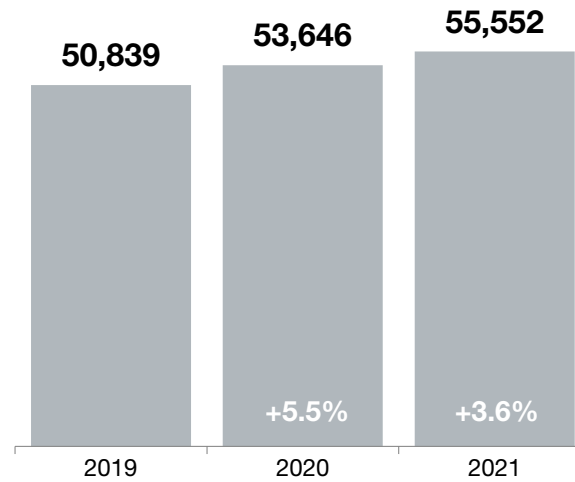
A count of the actual sales that have closed in a given month.



## October

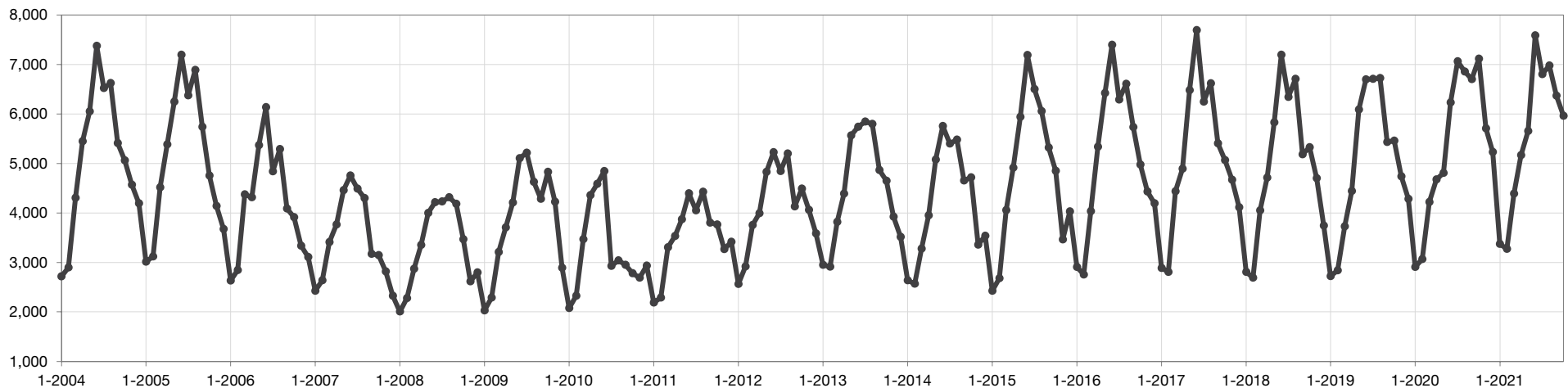


## Year To Date



	Closed Sales	Prior Year	Percent Change
November 2020	5,706	4,741	+20.4%
December 2020	5,230	4,283	+22.1%
January 2021	3,372	2,910	+15.9%
February 2021	3,272	3,064	+6.8%
March 2021	4,389	4,222	+4.0%
April 2021	5,166	4,677	+10.5%
May 2021	5,655	4,805	+17.7%
June 2021	7,585	6,230	+21.7%
July 2021	6,805	7,061	-3.6%
August 2021	6,975	6,858	+1.7%
September 2021	6,371	6,702	-4.9%
<b>October 2021</b>	<b>5,962</b>	<b>7,117</b>	<b>-16.2%</b>
12-Month Avg	5,541	5,223	+8.0%

## Historical Closed Sales Activity

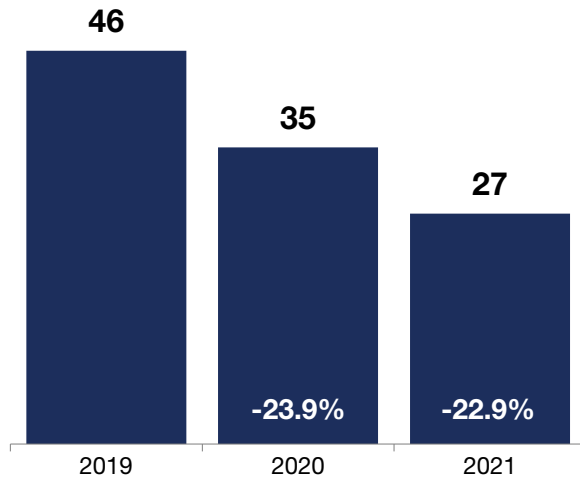


# Days on Market Until Sale

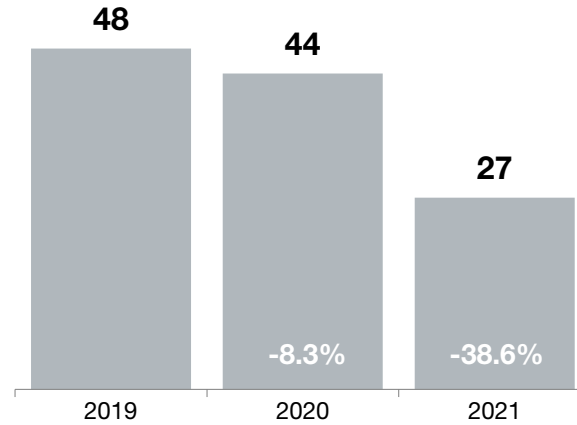
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## October

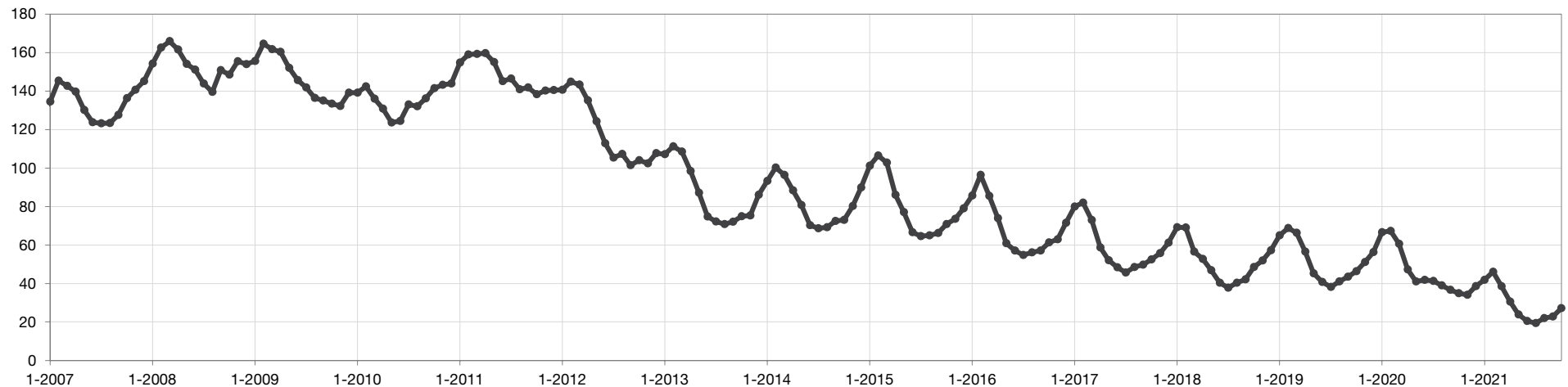


## Year To Date



Days on Market		Prior Year	Percent Change
November 2020	34	51	-33.3%
December 2020	39	56	-30.4%
January 2021	42	67	-37.3%
February 2021	46	67	-31.3%
March 2021	39	61	-36.1%
April 2021	31	47	-34.0%
May 2021	24	41	-41.5%
June 2021	20	42	-52.4%
July 2021	19	41	-53.7%
August 2021	22	39	-43.6%
September 2021	23	37	-37.8%
<b>October 2021</b>	<b>27</b>	<b>35</b>	<b>-22.9%</b>
12-Month Avg	28	46	-39.1%

## Historical Days on Market Until Sale



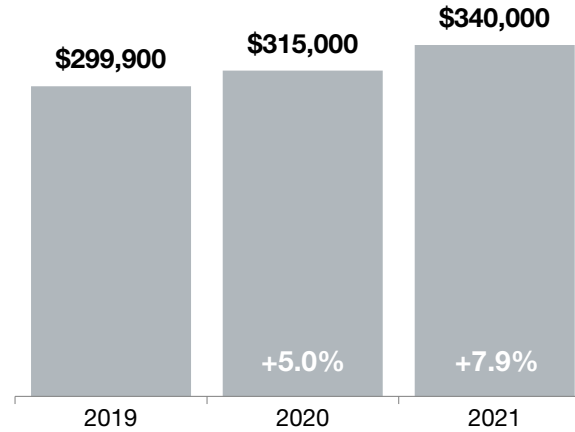
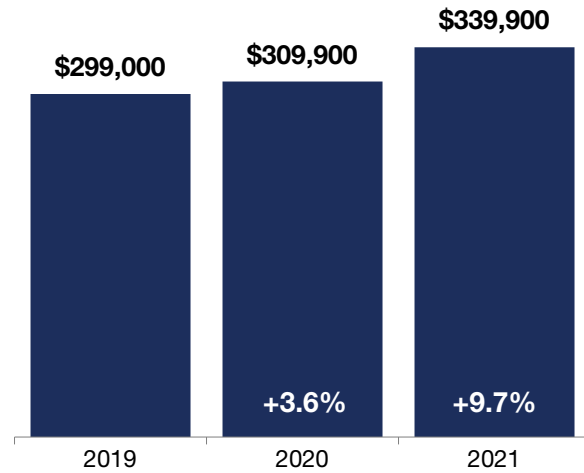
# Median Original List Price

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



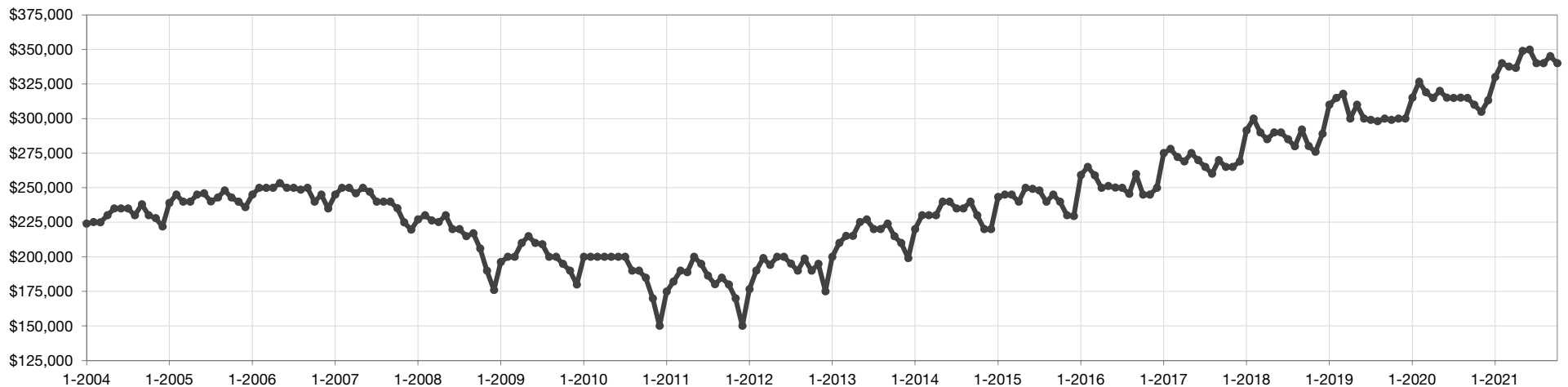
## October

## Year To Date



	Median Original List Price	Prior Year	Percent Change
November 2020	\$304,900	\$299,900	+1.7%
December 2020	\$313,150	\$299,900	+4.4%
January 2021	\$329,900	\$315,000	+4.7%
February 2021	\$340,000	\$326,575	+4.1%
March 2021	\$337,603	\$319,000	+5.8%
April 2021	\$336,520	\$314,900	+6.9%
May 2021	\$348,900	\$320,000	+9.0%
June 2021	\$349,900	\$315,000	+11.1%
July 2021	\$340,000	\$314,900	+8.0%
August 2021	\$339,900	\$315,118	+7.9%
September 2021	\$345,000	\$314,900	+9.6%
<b>October 2021</b>	<b>\$339,900</b>	<b>\$309,900</b>	<b>+9.7%</b>
12-Month Med	\$339,000	\$315,000	+7.6%

## Historical Median Original List Price

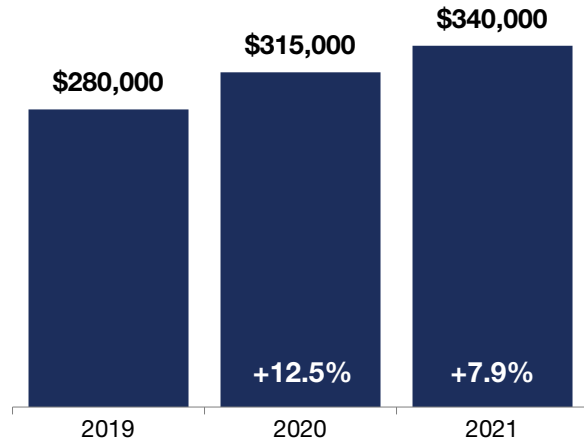


# Median Sales Price

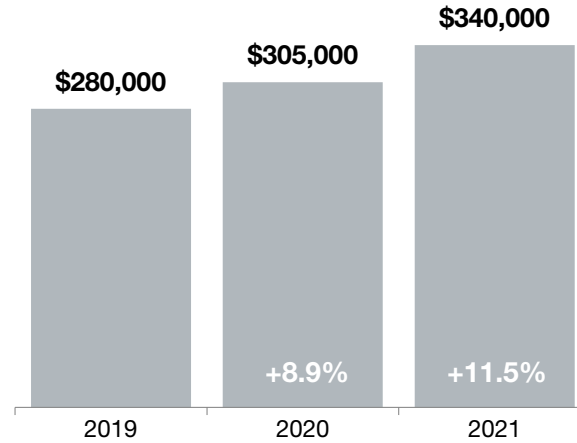
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

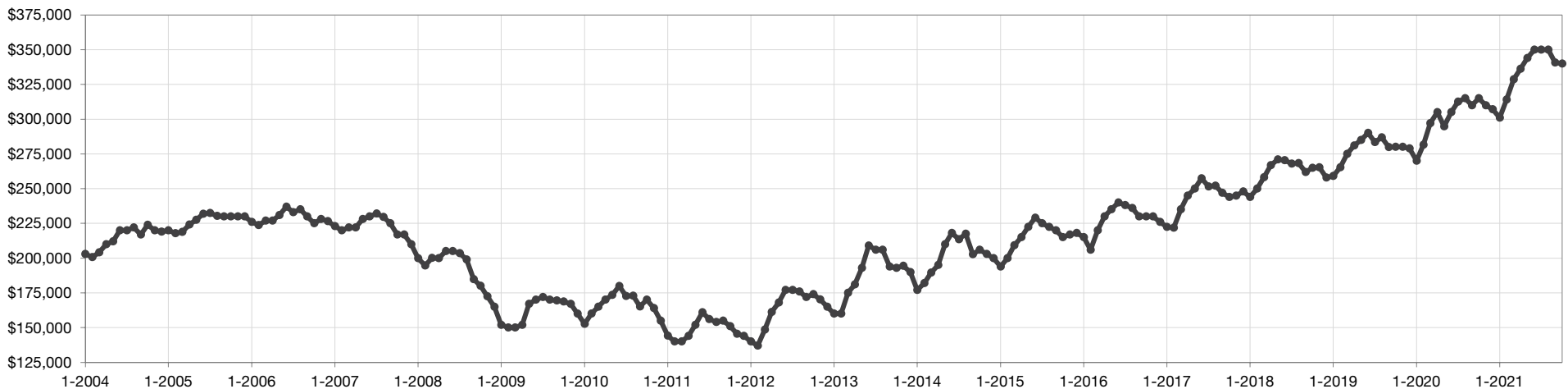


## Year To Date



	Median Sales Price	Prior Year	Percent Change
November 2020	\$310,000	\$280,000	+10.7%
December 2020	\$307,000	\$279,000	+10.0%
January 2021	\$301,000	\$270,000	+11.5%
February 2021	\$314,000	\$281,500	+11.5%
March 2021	\$328,631	\$297,000	+10.7%
April 2021	\$336,250	\$305,000	+10.2%
May 2021	\$344,000	\$294,900	+16.6%
June 2021	\$350,000	\$305,000	+14.8%
July 2021	\$350,000	\$312,650	+11.9%
August 2021	\$350,000	\$315,000	+11.1%
September 2021	\$340,700	\$310,000	+9.9%
<b>October 2021</b>	<b>\$340,000</b>	<b>\$315,000</b>	<b>+7.9%</b>
12-Month Med	\$335,000	\$300,000	+11.7%

## Historical Median Sales Price





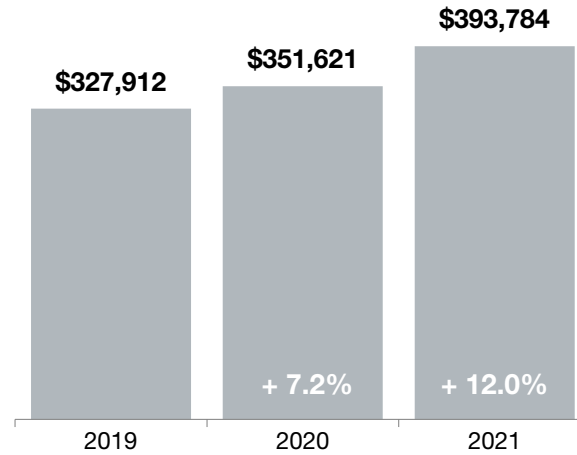
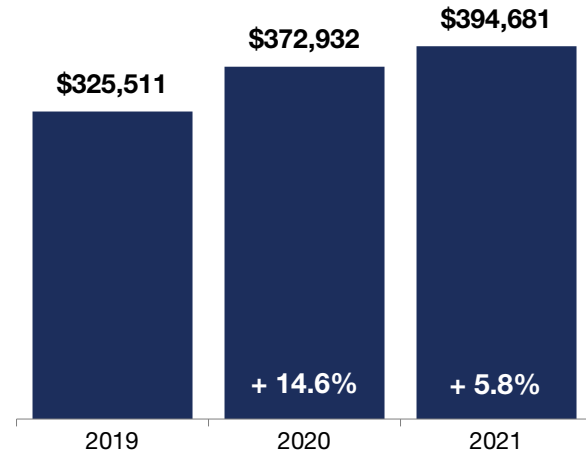
# Average Sales Price

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



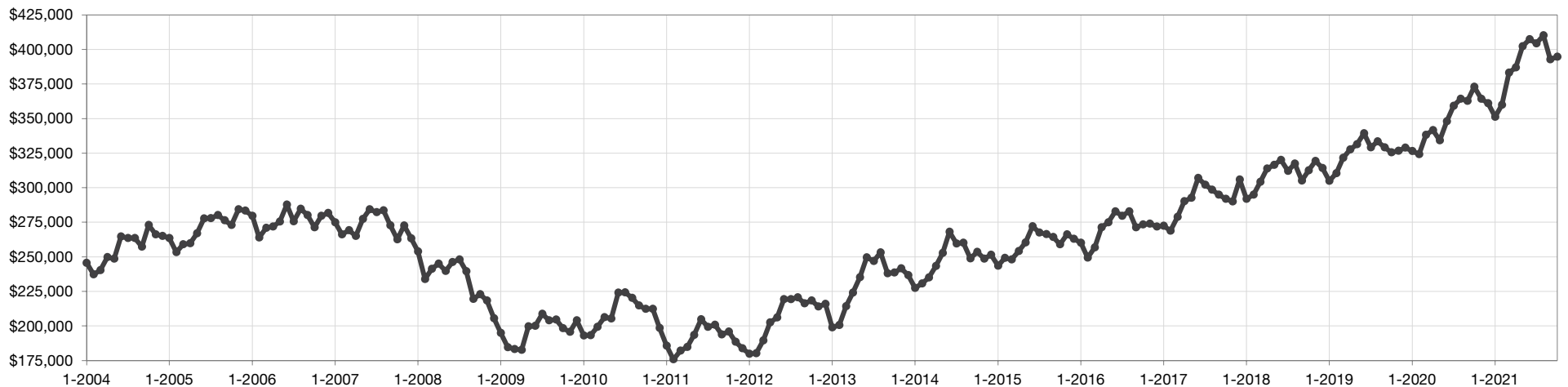
## October

## Year to Date



	Average Sales Price	Prior Year	Percent Change
November 2020	\$364,347	\$326,580	+11.6%
December 2020	\$361,069	\$328,930	+9.8%
January 2021	\$351,190	\$326,402	+7.6%
February 2021	\$359,998	\$324,214	+11.0%
March 2021	\$383,084	\$338,130	+13.3%
April 2021	\$386,872	\$341,607	+13.3%
May 2021	\$402,306	\$334,172	+20.4%
June 2021	\$407,341	\$348,110	+17.0%
July 2021	\$404,315	\$359,242	+12.5%
August 2021	\$410,237	\$364,246	+12.6%
September 2021	\$392,859	\$362,696	+8.3%
<b>October 2021</b>	<b>\$394,681</b>	<b>\$372,932</b>	<b>+5.8%</b>
12-Month Avg	\$388,690	\$348,176	+11.6%

## Historical Average Sales Price

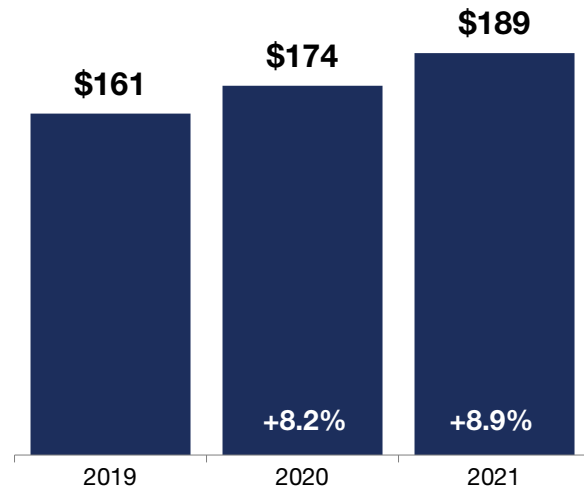


# Price Per Square Foot

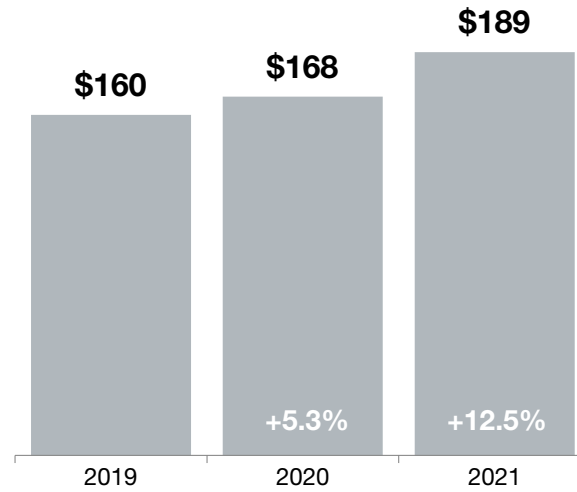
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



## October

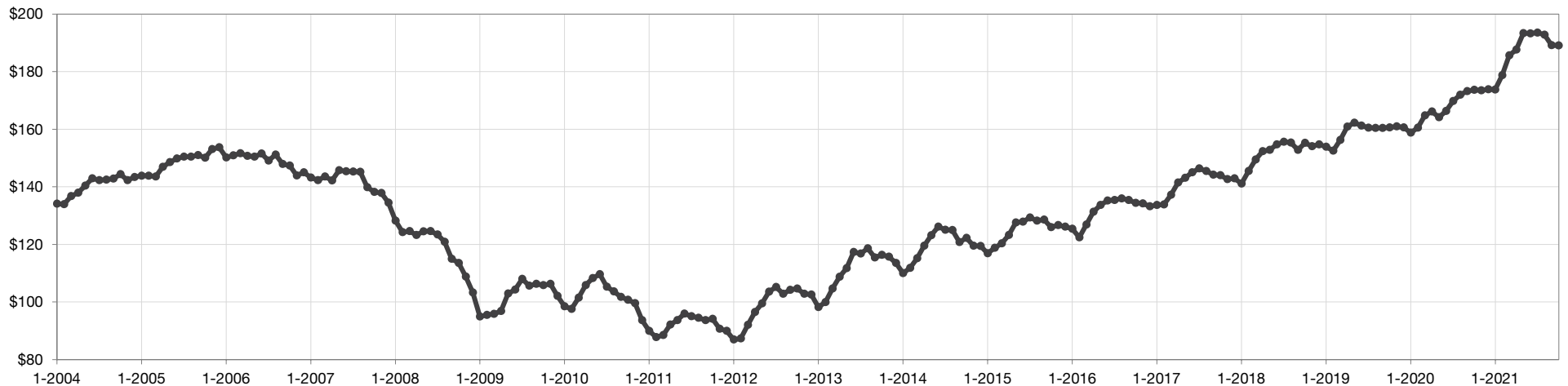


## Year to Date



	Price Per Square Foot	Prior Year	Percent Change
November 2020	\$173	\$161	+7.8%
December 2020	\$174	\$161	+8.3%
January 2021	\$174	\$159	+9.4%
February 2021	\$179	\$160	+11.4%
March 2021	\$186	\$165	+12.7%
April 2021	\$188	\$166	+13.0%
May 2021	\$193	\$164	+17.9%
June 2021	\$193	\$166	+16.2%
July 2021	\$194	\$170	+14.1%
August 2021	\$193	\$172	+12.2%
September 2021	\$189	\$173	+9.2%
<b>October 2021</b>	<b>\$189</b>	<b>\$174</b>	<b>+8.9%</b>
12-Month Avg	\$187	\$167	+11.6%

## Historical Price Per Square Foot

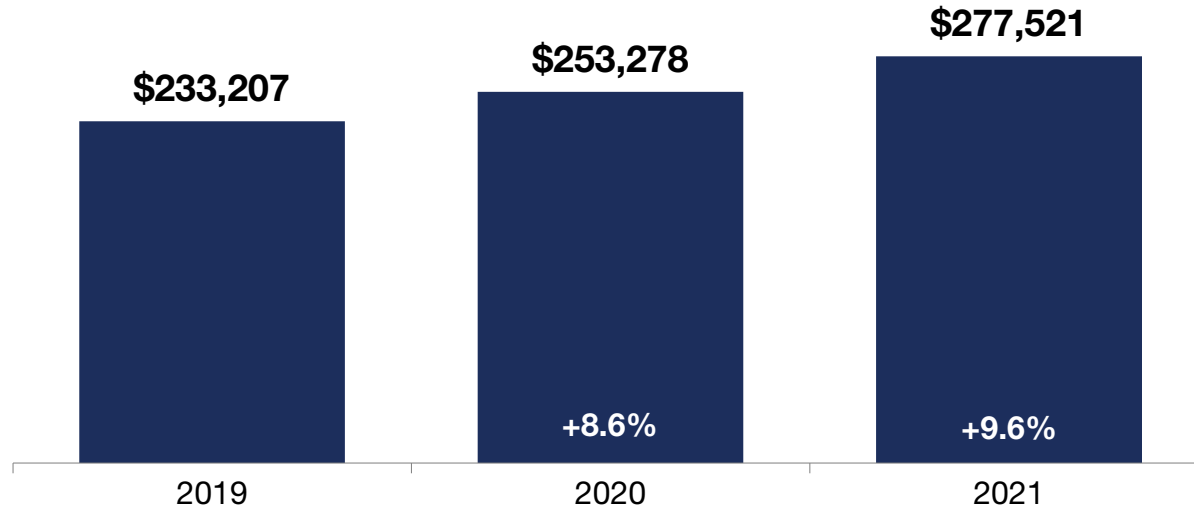


# ShowingTime Housing Value Index



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.

## October



	Housing Value Index	Prior Year	Percent Change
November 2020	\$254,820	\$233,222	+9.3%
December 2020	\$258,096	\$238,971	+8.0%
January 2021	\$263,533	\$239,846	+9.9%
February 2021	\$267,017	\$245,225	+8.9%
March 2021	\$272,765	\$248,101	+9.9%
April 2021	\$274,082	\$247,246	+10.9%
May 2021	\$278,351	\$240,602	+15.7%
June 2021	\$278,285	\$240,549	+15.7%
July 2021	\$279,275	\$243,264	+14.8%
August 2021	\$279,054	\$247,865	+12.6%
September 2021	\$277,009	\$252,218	+9.8%
<b>October 2021</b>	<b>\$277,521</b>	<b>\$253,278</b>	<b>+9.6%</b>
12-Month Avg	\$271,651	\$244,199	+11.2%

## Historical ShowingTime Housing Value Index



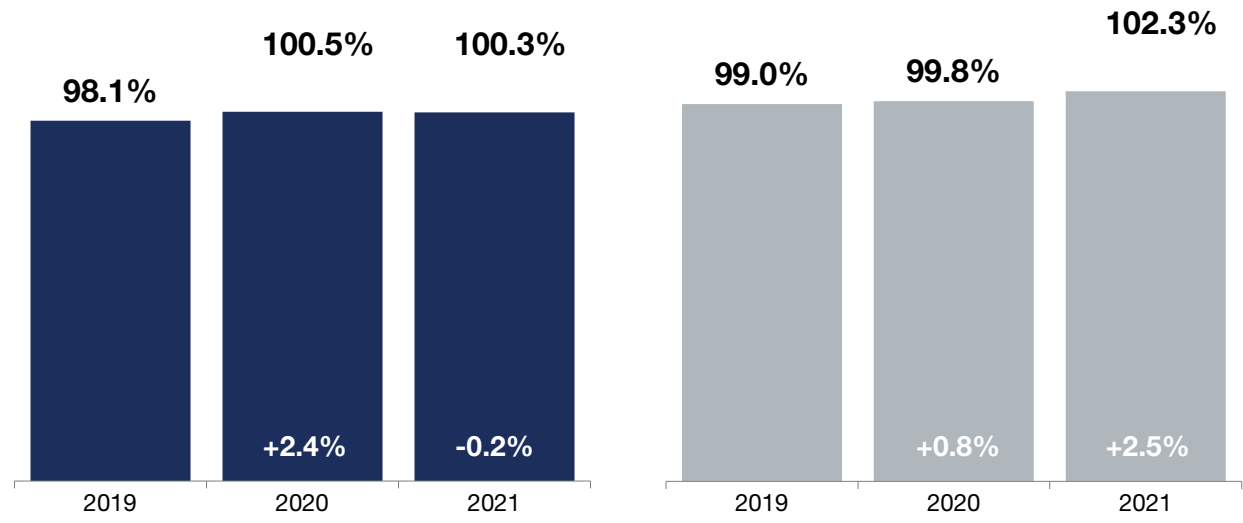
# Percent of Original List Price Received



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.

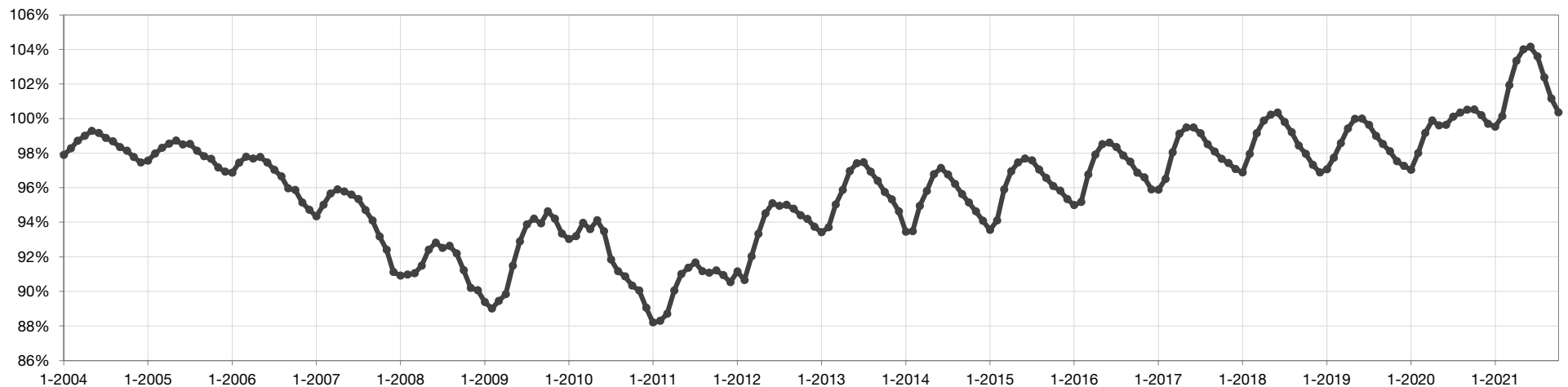
## October

## Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
November 2020	100.2%	97.5%	+2.8%
December 2020	99.7%	97.3%	+2.5%
January 2021	99.5%	97.0%	+2.6%
February 2021	100.1%	98.0%	+2.1%
March 2021	101.9%	99.2%	+2.7%
April 2021	103.3%	99.9%	+3.4%
May 2021	104.0%	99.6%	+4.4%
June 2021	104.1%	99.6%	+4.5%
July 2021	103.6%	100.1%	+3.5%
August 2021	102.4%	100.3%	+2.1%
September 2021	101.2%	100.5%	+0.7%
<b>October 2021</b>	<b>100.3%</b>	<b>100.5%</b>	<b>-0.2%</b>
12-Month Avg	101.9%	99.4%	+2.5%

## Historical Percent of Original List Price Received



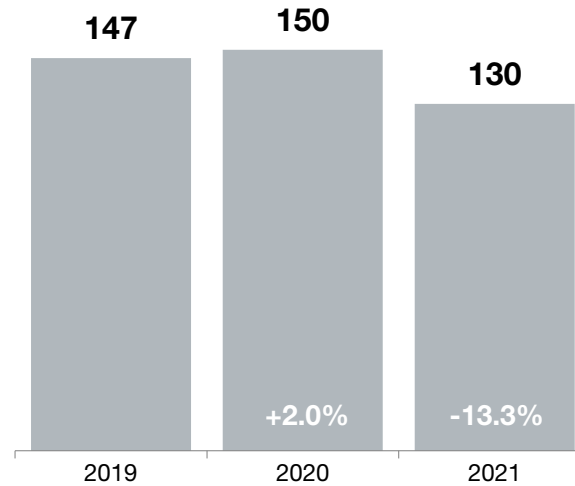
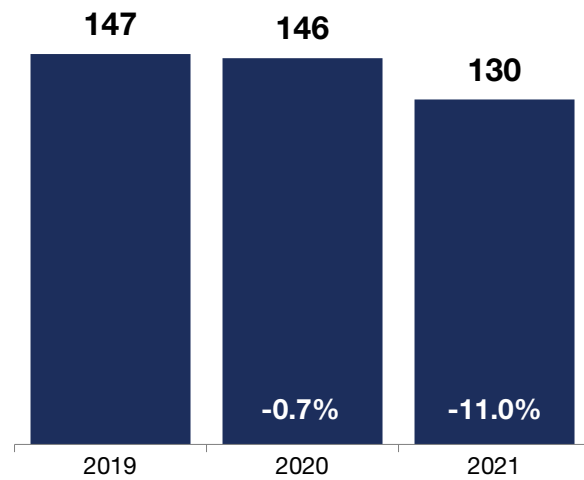
# Housing Affordability Index



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.

## October

## Year to Date



	Housing Affordability Index	Prior Year	Percent Change
November 2020	150	151	-0.7%
December 2020	153	151	+1.3%
January 2021	154	160	-3.8%
February 2021	143	154	-7.1%
March 2021	136	146	-6.8%
April 2021	133	142	-6.3%
May 2021	130	148	-12.2%
June 2021	130	145	-10.3%
July 2021	131	145	-9.7%
August 2021	130	144	-9.7%
September 2021	130	148	-12.2%
<b>October 2021</b>	<b>130</b>	<b>146</b>	<b>-11.0%</b>
12-Month Avg	138	148	-6.8%

## Historical Housing Affordability Index

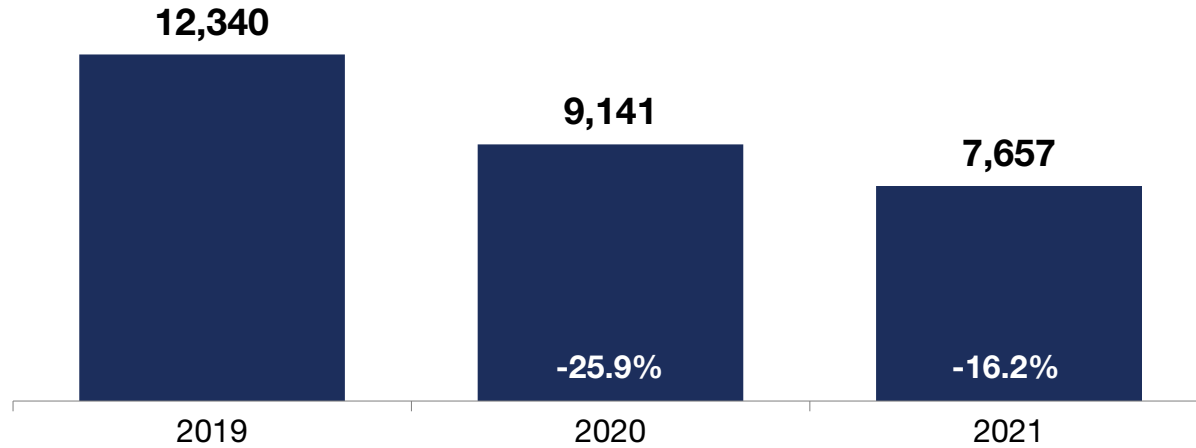


# Inventory of Homes for Sale

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

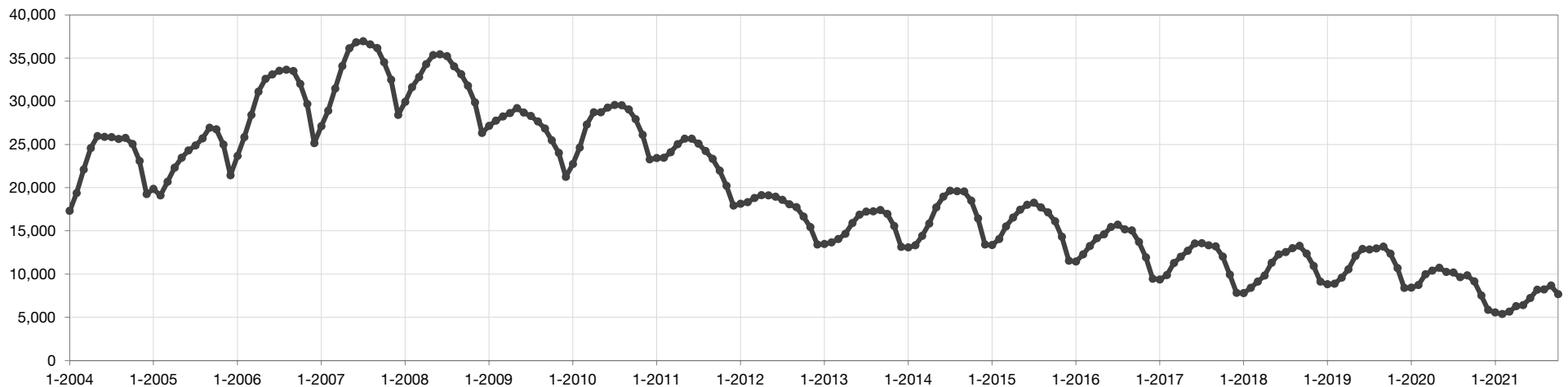


## October



Homes for Sale		Prior Year	Percent Change
November 2020	7,506	10,699	-29.8%
December 2020	5,842	8,378	-30.3%
January 2021	5,555	8,414	-34.0%
February 2021	5,369	8,711	-38.4%
March 2021	5,644	9,977	-43.4%
April 2021	6,283	10,377	-39.5%
May 2021	6,384	10,731	-40.5%
June 2021	7,196	10,233	-29.7%
July 2021	8,172	10,169	-19.6%
August 2021	8,212	9,618	-14.6%
September 2021	8,651	9,845	-12.1%
<b>October 2021</b>	<b>7,657</b>	<b>9,141</b>	<b>-16.2%</b>
12-Month Avg	6,873	9,691	-29.0%

## Historical Inventory of Homes for Sale

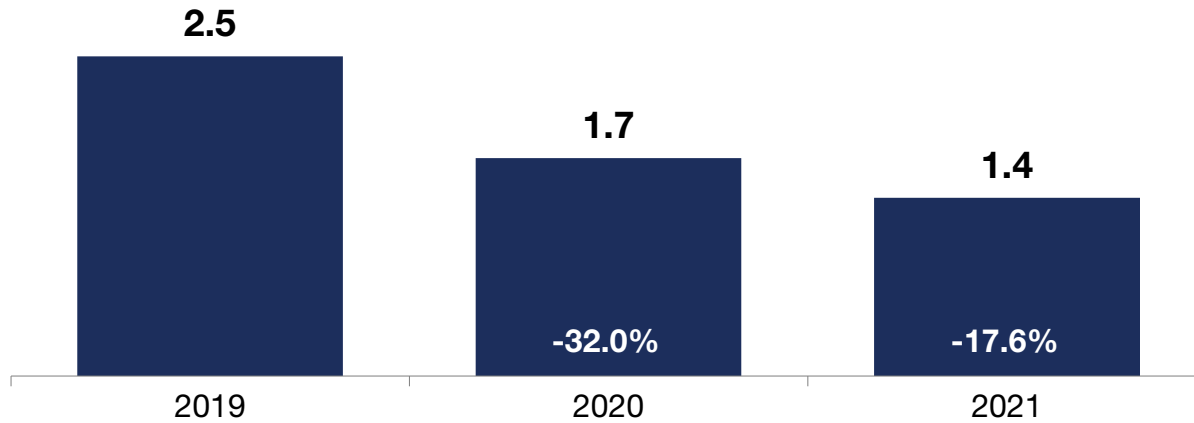


# Months Supply of Homes for Sale

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.

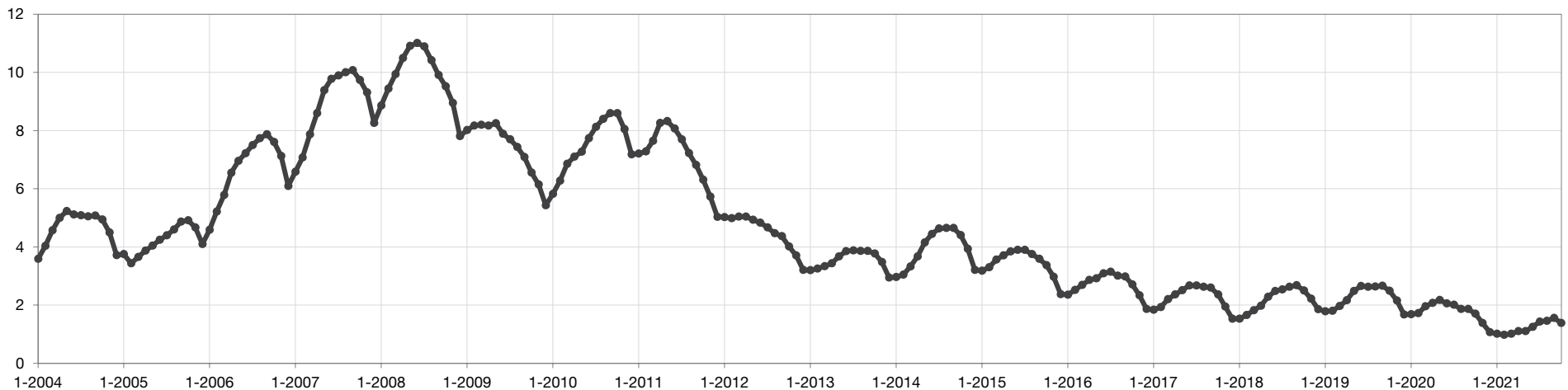


## October



	Months Supply	Prior Year	Percent Change
November 2020	1.4	2.2	-36.4%
December 2020	1.1	1.7	-35.3%
January 2021	1.0	1.7	-41.2%
February 2021	1.0	1.7	-41.2%
March 2021	1.0	2.0	-50.0%
April 2021	1.1	2.1	-47.6%
May 2021	1.1	2.2	-50.0%
June 2021	1.2	2.1	-42.9%
July 2021	1.4	2.0	-30.0%
August 2021	1.5	1.9	-21.1%
September 2021	1.6	1.9	-15.8%
<b>October 2021</b>	<b>1.4</b>	<b>1.7</b>	<b>-17.6%</b>
12-Month Avg	1.2	1.9	-36.8%

## 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, 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

