

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



January 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings in the Twin Cities region decreased 11.5 percent to 3,605. Pending Sales were down 11.7 percent to 3,170. Inventory levels fell 24.2 percent to 4,221 units.

Prices continued to gain traction. The Median Sales Price increased 10.4 percent to \$332,250. Days on Market was down 2.4 percent to 41 days. Sellers were encouraged as Months Supply of Homes for Sale was down 20.0 percent to 0.8 months.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Quick Facts

- 10.4% **+ 10.4%** **- 24.2%**

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)	1-2021	1-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		4,074	3,605	- 11.5%	4,074	3,605	- 11.5%
Pending Sales		3,589	3,170	- 11.7%	3,589	3,170	- 11.7%
Closed Sales		3,372	3,020	- 10.4%	3,372	3,020	- 10.4%
Days on Market Until Sale		42	41	- 2.4%	42	41	- 2.4%
Median List Price		\$329,900	\$360,000	+ 9.1%	\$329,900	\$360,000	+ 9.1%
Median Sales Price		\$301,000	\$332,250	+ 10.4%	\$301,000	\$332,250	+ 10.4%
Price Per Square Foot		\$174	\$191	+ 9.7%	\$174	\$191	+ 9.7%
ShowingTime Housing Value Index		\$263,524	\$287,956	+ 9.3%	--	--	--
Pct. of Orig. List Price Received		99.5%	99.6%	+ 0.1%	99.5%	99.6%	+ 0.1%
Inventory of Homes for Sale		5,569	4,221	- 24.2%	--	--	--
Months Supply of Homes for Sale		1.0	0.8	- 20.0%	--	--	--

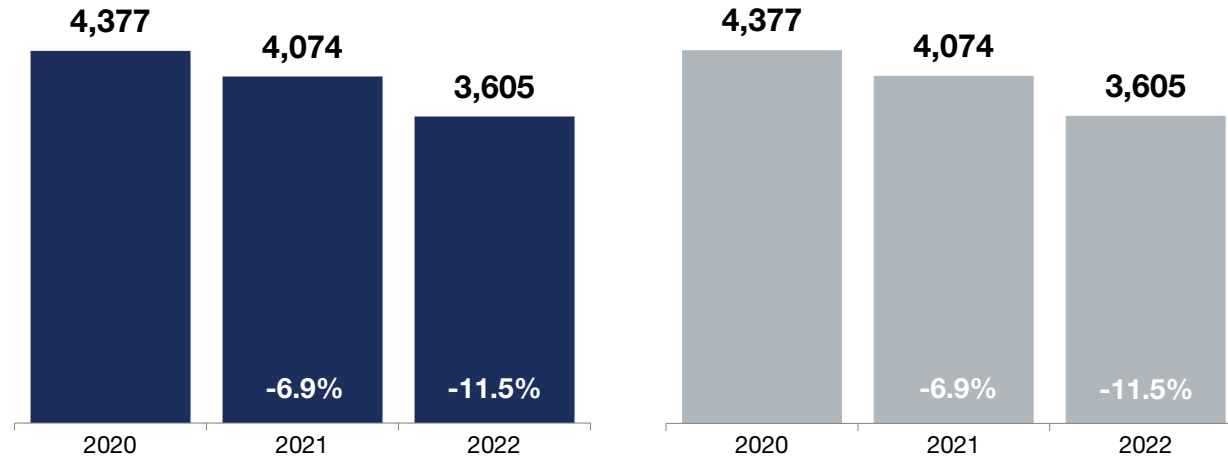
New Listings

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



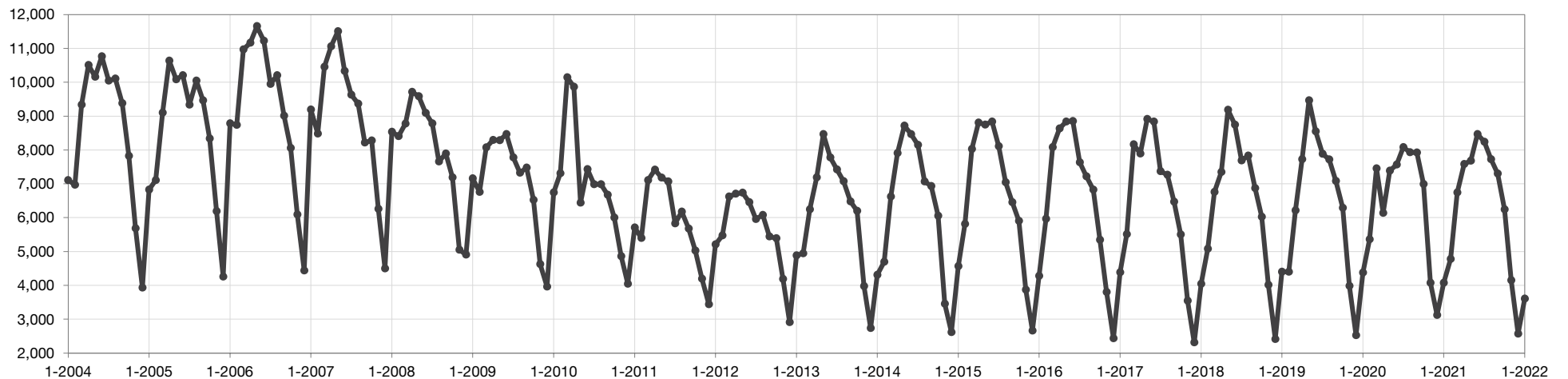
January

Year To Date



New Listings		Prior Year	Percent Change
February 2021	4,777	5,360	-10.9%
March 2021	6,740	7,452	-9.6%
April 2021	7,579	6,136	+23.5%
May 2021	7,684	7,383	+4.1%
June 2021	8,468	7,571	+11.8%
July 2021	8,240	8,079	+2.0%
August 2021	7,726	7,933	-2.6%
September 2021	7,301	7,923	-7.9%
October 2021	6,247	6,994	-10.7%
November 2021	4,154	4,073	+2.0%
December 2021	2,570	3,126	-17.8%
January 2022	3,605	4,074	-11.5%
12-Month Avg	6,258	6,342	-1.3%

Historical New Listing Activity



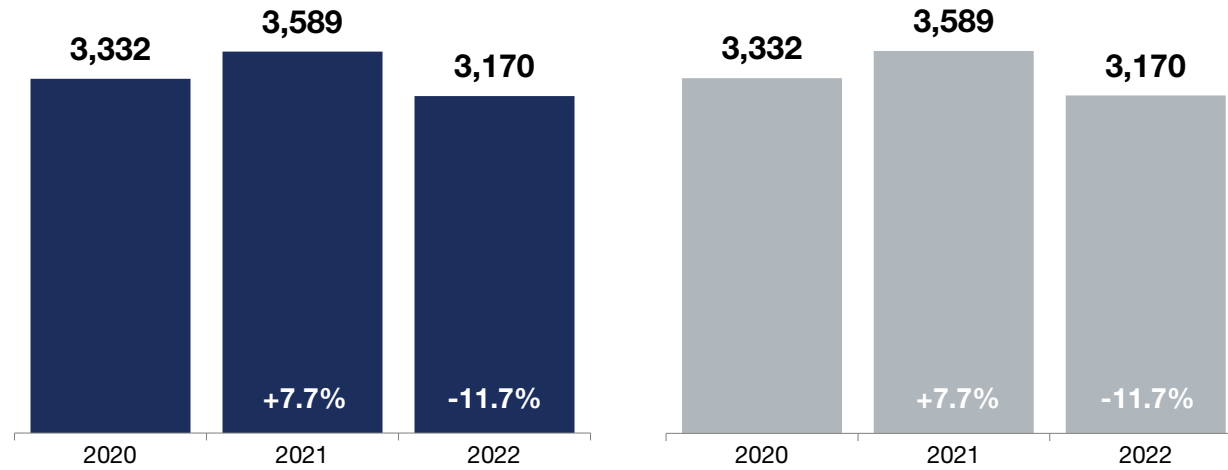
Pending Sales

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



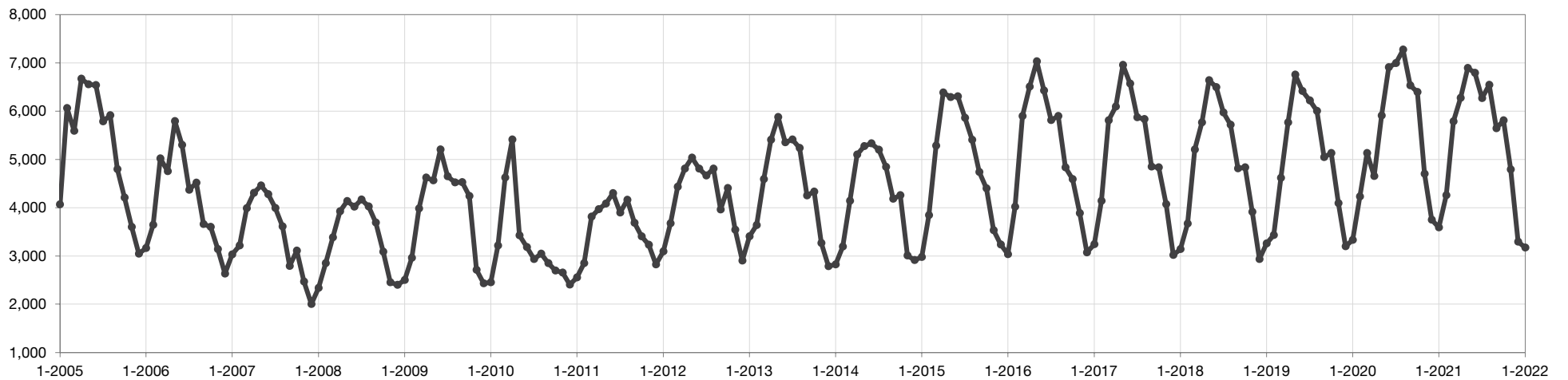
January

Year To Date



	Pending Sales	Prior Year	Percent Change
February 2021	4,258	4,229	+0.7%
March 2021	5,787	5,128	+12.9%
April 2021	6,273	4,654	+34.8%
May 2021	6,890	5,908	+16.6%
June 2021	6,793	6,910	-1.7%
July 2021	6,270	6,992	-10.3%
August 2021	6,545	7,271	-10.0%
September 2021	5,642	6,533	-13.6%
October 2021	5,808	6,396	-9.2%
November 2021	4,790	4,704	+1.8%
December 2021	3,296	3,750	-12.1%
January 2022	3,170	3,589	-11.7%
12-Month Avg	5,460	5,505	-0.8%

Historical Pending Sales Activity



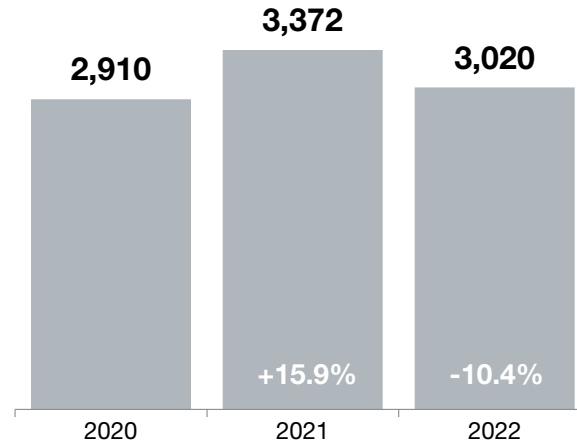
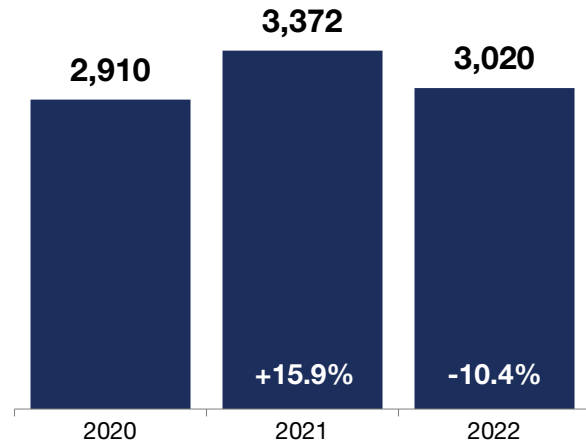
Closed Sales

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



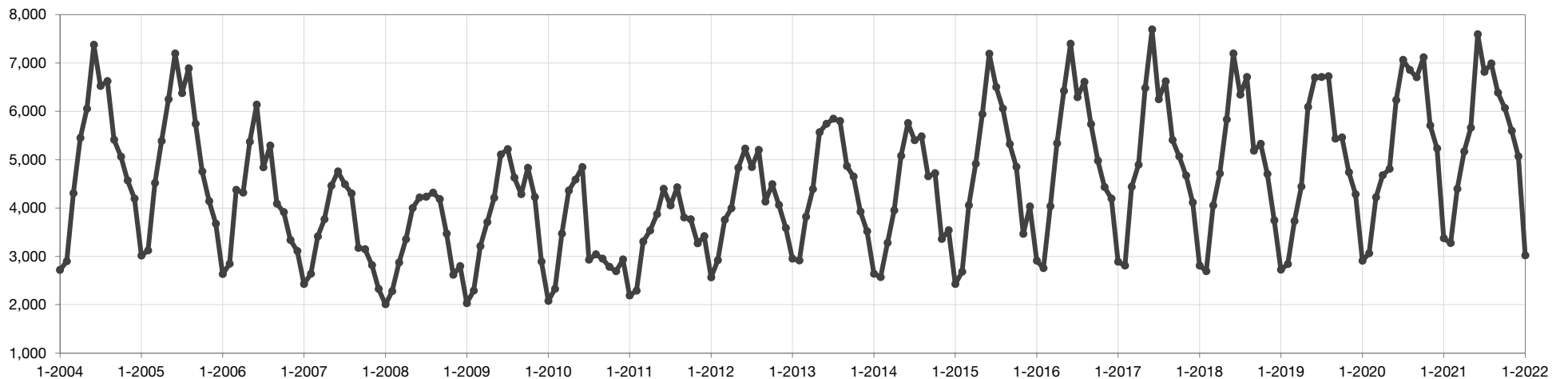
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Year To Date



Closed Sales		Prior Year	Percent Change
February 2021	3,271	3,063	+6.8%
March 2021	4,392	4,222	+4.0%
April 2021	5,169	4,677	+10.5%
May 2021	5,659	4,805	+17.8%
June 2021	7,590	6,230	+21.8%
July 2021	6,815	7,062	-3.5%
August 2021	6,988	6,858	+1.9%
September 2021	6,382	6,702	-4.8%
October 2021	6,066	7,117	-14.8%
November 2021	5,598	5,706	-1.9%
December 2021	5,068	5,230	-3.1%
January 2022	3,020	3,372	-10.4%
12-Month Avg	5,502	5,420	+2.0%

Historical Closed Sales Activity

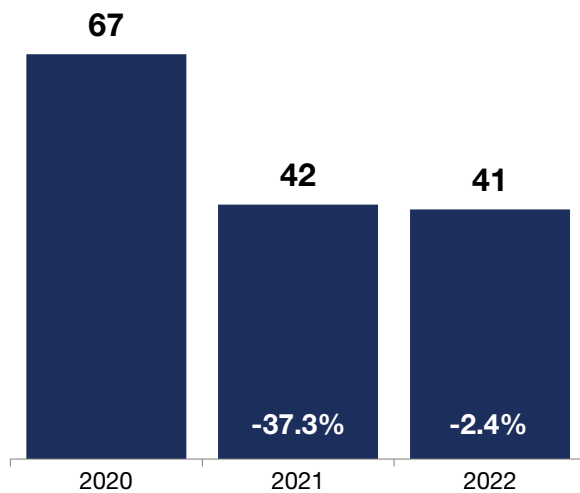


Days on Market Until Sale

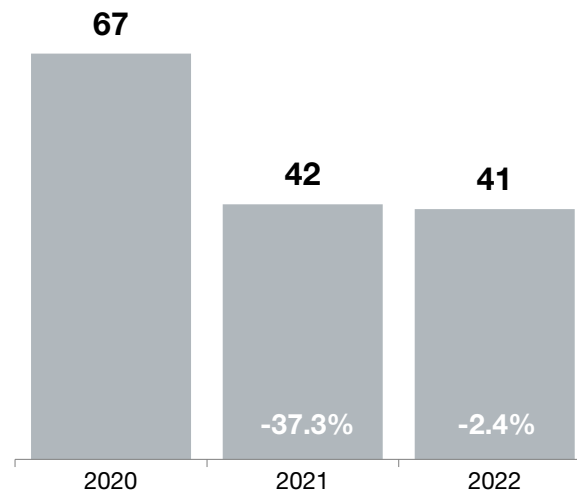
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



January

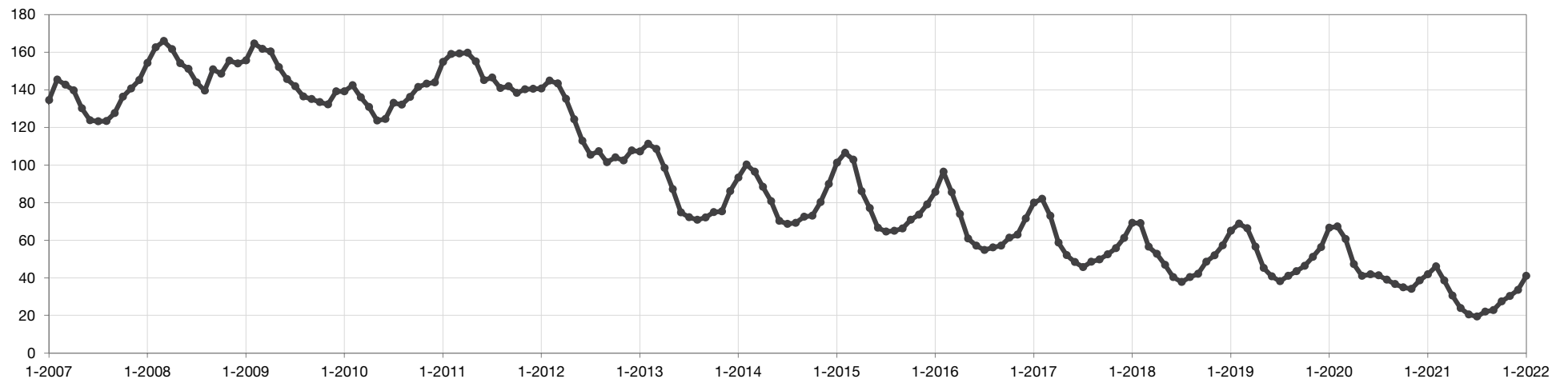


Year To Date



Days on Market		Prior Year	Percent Change
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%
October 2021	27	35	-22.9%
November 2021	30	34	-11.8%
December 2021	34	39	-12.8%
January 2022	41	42	-2.4%
12-Month Avg	28	42	-33.3%

Historical Days on Market Until Sale

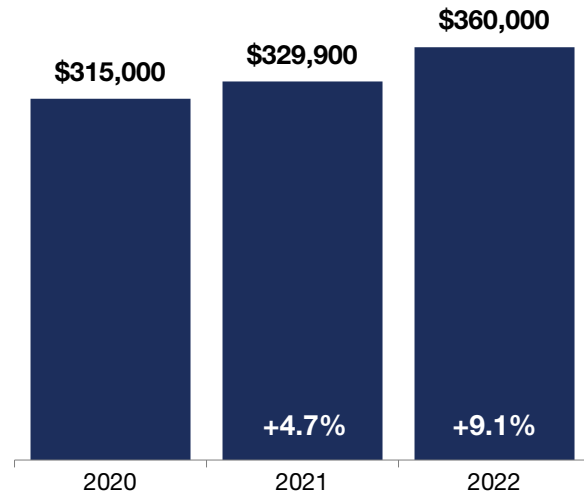


Median Original List Price

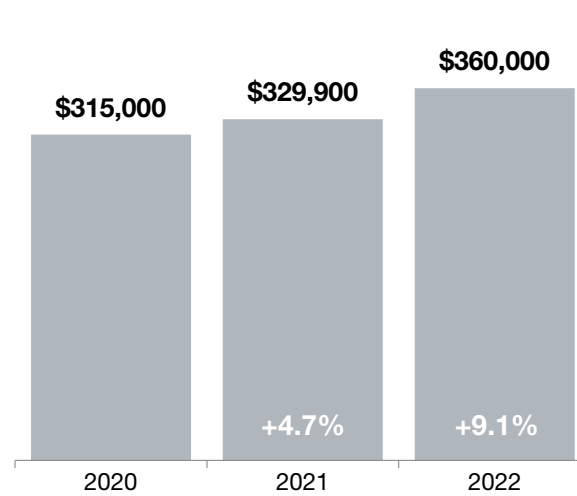
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



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Year To Date



	Median Original List Price	Prior Year	Percent Change
February 2021	\$340,000	\$326,575	+4.1%
March 2021	\$337,603	\$319,000	+5.8%
April 2021	\$336,760	\$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%
October 2021	\$339,900	\$309,900	+9.7%
November 2021	\$325,000	\$304,900	+6.6%
December 2021	\$350,000	\$313,150	+11.8%
January 2022	\$360,000	\$329,900	+9.1%
12-Month Med	\$340,000	\$315,000	+7.9%

Historical Median Original List Price

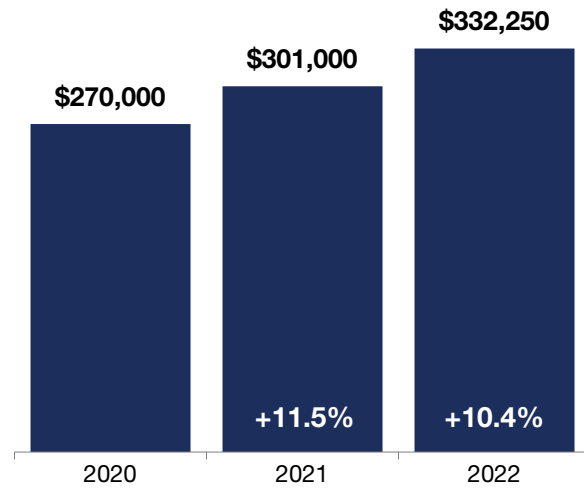


Median Sales Price

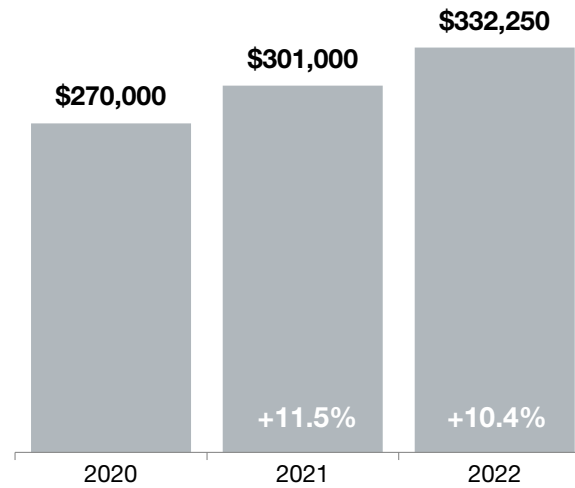
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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Year To Date



	Median Sales Price	Prior Year	Percent Change
February 2021	\$314,000	\$281,570	+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	\$340,600	\$310,000	+9.9%
October 2021	\$340,000	\$315,000	+7.9%
November 2021	\$339,900	\$310,000	+9.6%
December 2021	\$331,270	\$307,000	+7.9%
January 2022	\$332,250	\$301,000	+10.4%
12-Month Med	\$340,000	\$306,000	+11.1%

Historical Median Sales Price



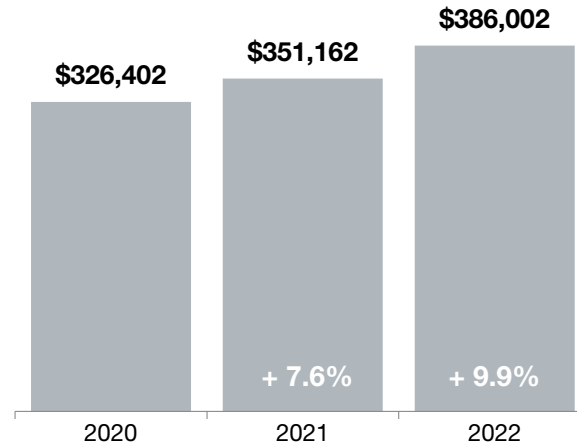
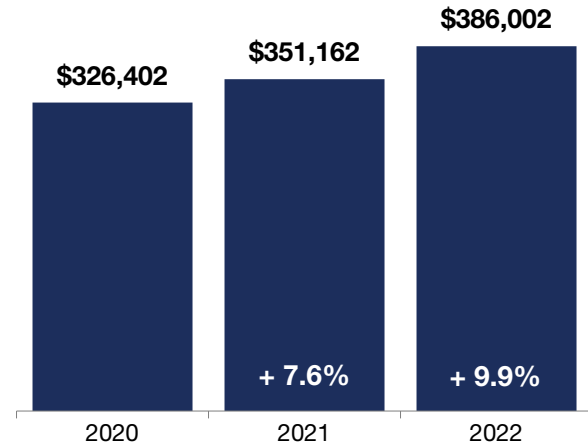
Average Sales Price

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
February 2021	\$359,957	\$324,239	+11.0%
March 2021	\$383,107	\$338,130	+13.3%
April 2021	\$386,866	\$341,607	+13.2%
May 2021	\$402,379	\$334,172	+20.4%
June 2021	\$407,320	\$348,110	+17.0%
July 2021	\$404,317	\$359,242	+12.5%
August 2021	\$410,171	\$364,299	+12.6%
September 2021	\$392,842	\$362,696	+8.3%
October 2021	\$395,314	\$372,932	+6.0%
November 2021	\$392,043	\$364,347	+7.6%
December 2021	\$389,052	\$361,069	+7.8%
January 2022	\$386,002	\$351,162	+9.9%
12-Month Avg	\$395,150	\$354,605	+11.4%

Historical Average Sales Price



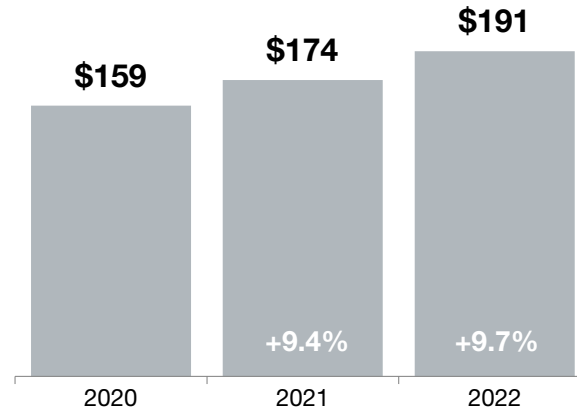
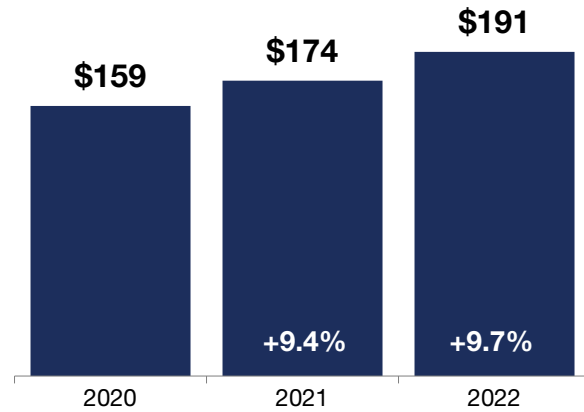
Price Per Square Foot

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



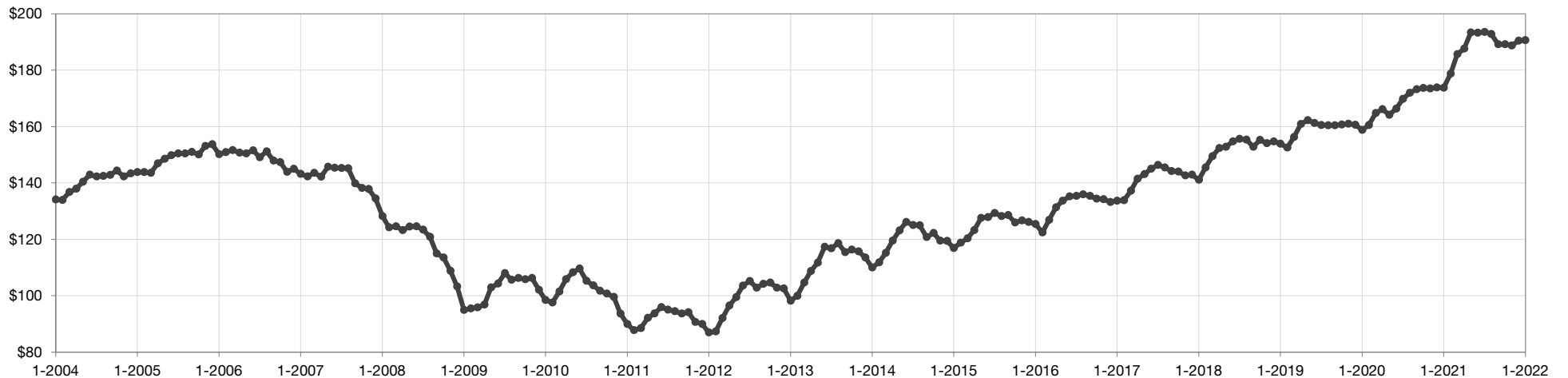
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Year to Date



Price Per Square Foot	Prior Year	Percent Change
February 2021	\$179	\$160 +11.4%
March 2021	\$186	\$165 +12.7%
April 2021	\$188	\$166 +12.9%
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%
October 2021	\$189	\$174 +8.9%
November 2021	\$189	\$173 +8.8%
December 2021	\$190	\$174 +9.5%
January 2022	\$191	\$174 +9.7%
12-Month Avg	\$190	\$170 +11.9%

Historical Price Per Square Foot

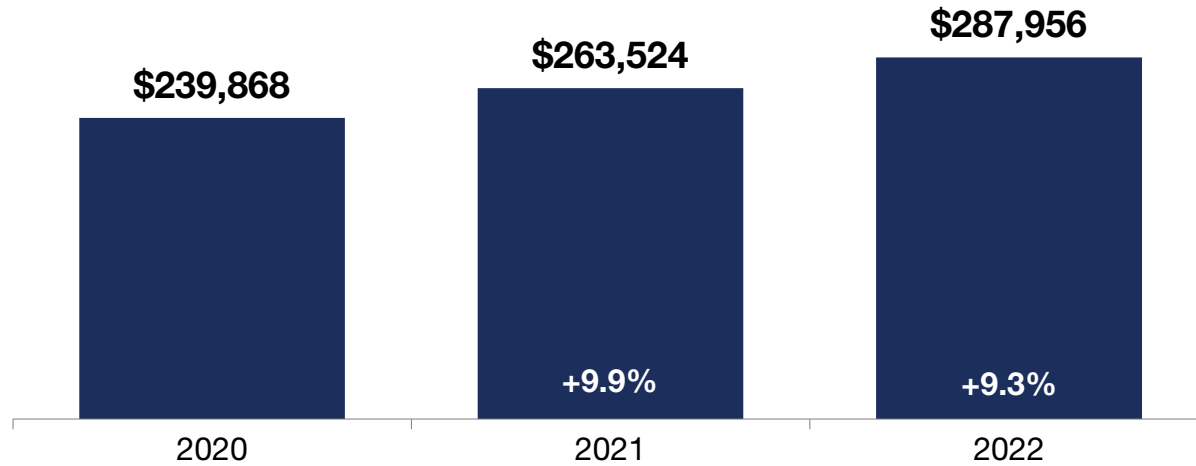


ShowingTime Housing Value Index



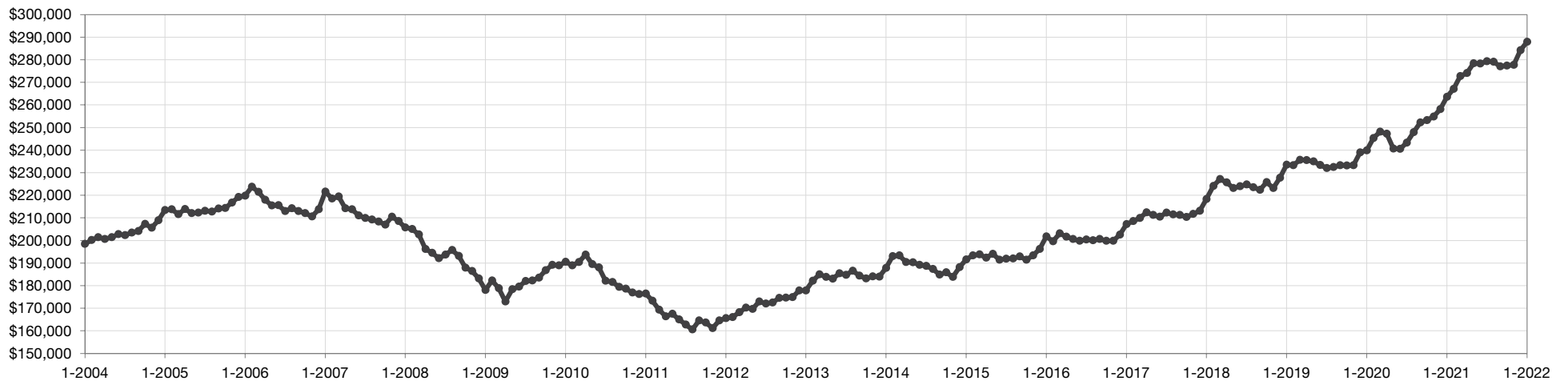
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

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	Housing Value Index	Prior Year	Percent Change
February 2021	\$267,050	\$245,264	+8.9%
March 2021	\$272,784	\$248,119	+9.9%
April 2021	\$274,078	\$247,255	+10.8%
May 2021	\$278,375	\$240,611	+15.7%
June 2021	\$278,293	\$240,555	+15.7%
July 2021	\$279,272	\$243,269	+14.8%
August 2021	\$279,083	\$247,885	+12.6%
September 2021	\$277,015	\$252,228	+9.8%
October 2021	\$277,456	\$253,285	+9.5%
November 2021	\$277,749	\$254,823	+9.0%
December 2021	\$284,248	\$258,100	+10.1%
January 2022	\$287,956	\$263,524	+9.3%
12-Month Avg	\$277,780	\$249,576	+11.4%

Historical ShowingTime Housing Value Index



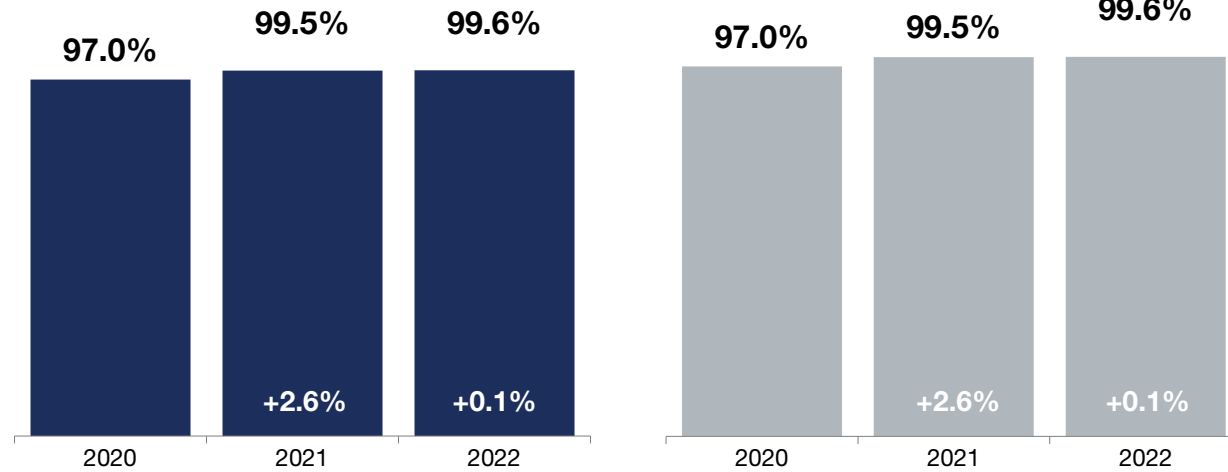
Percent of Original List Price Received



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.

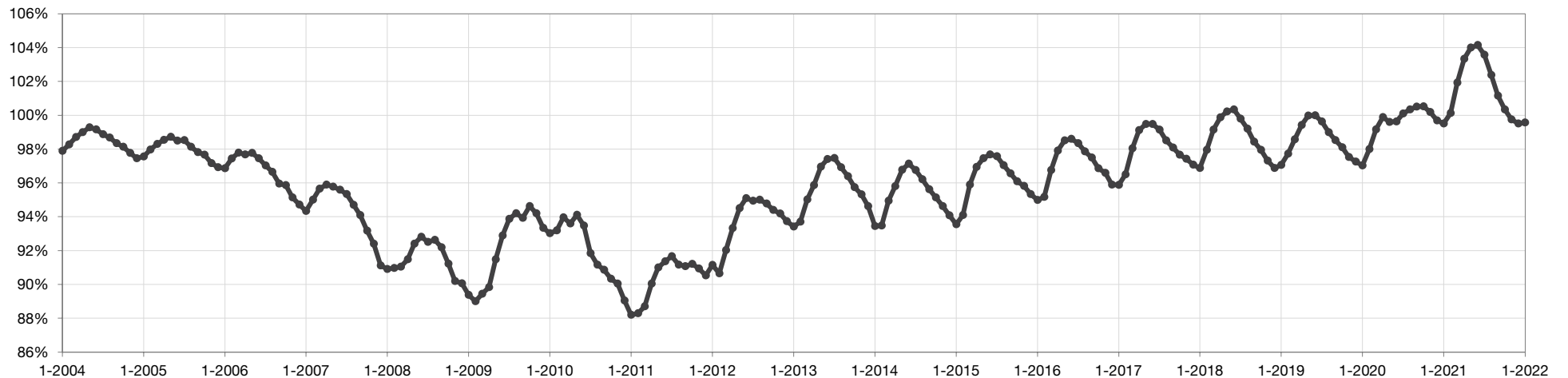
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Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
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%
October 2021	100.3%	100.5%	-0.2%
November 2021	99.8%	100.2%	-0.4%
December 2021	99.5%	99.7%	-0.2%
January 2022	99.6%	99.5%	+0.1%
12-Month Avg	101.9%	99.9%	+2.0%

Historical Percent of Original List Price Received



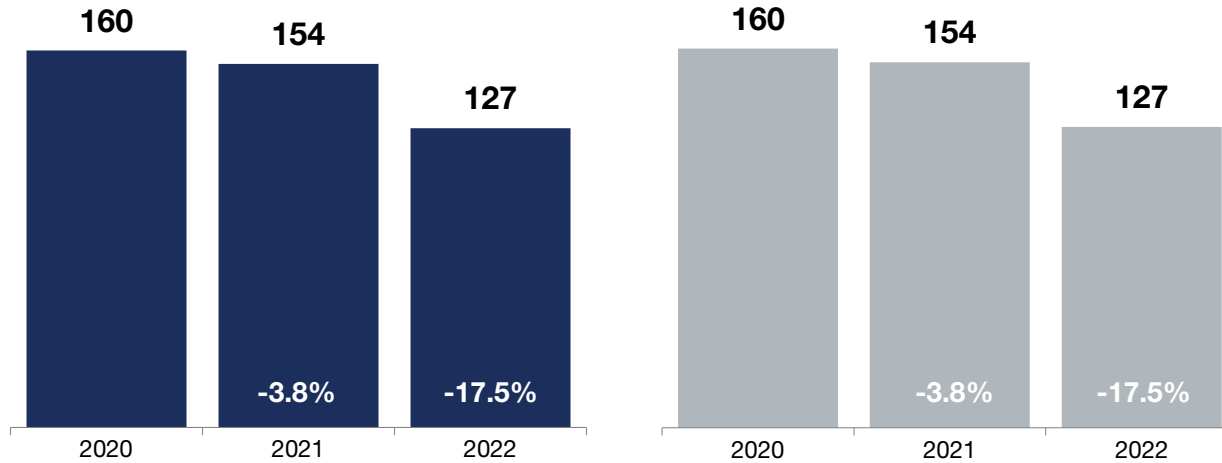
Housing Affordability Index



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.

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Year to Date



	Housing Affordability Index	Prior Year	Percent Change
February 2021	143	153	-6.5%
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%
October 2021	130	146	-11.0%
November 2021	132	150	-12.0%
December 2021	134	153	-12.4%
January 2022	127	154	-17.5%
12-Month Avg	132	148	-10.8%

Historical Housing Affordability Index

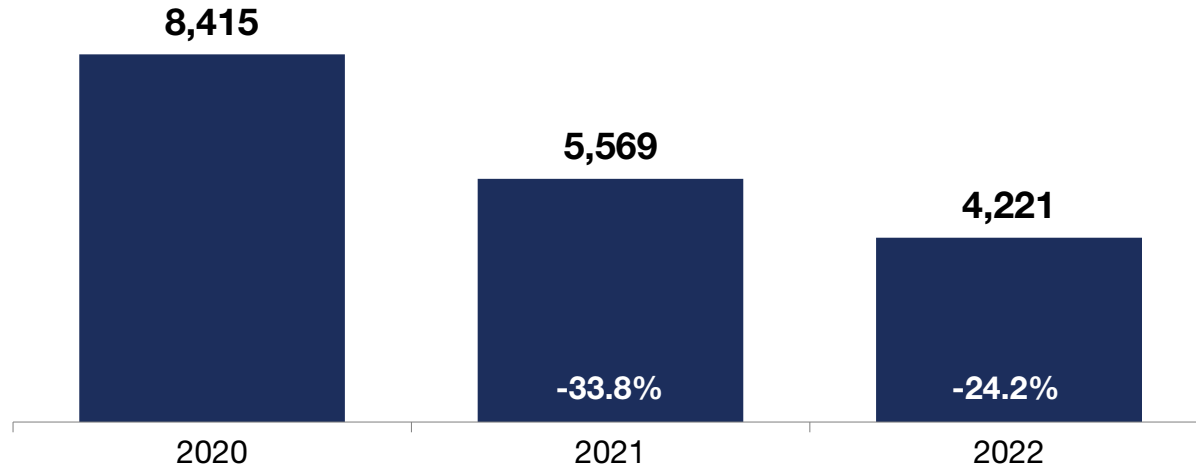


Inventory of Homes for Sale

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

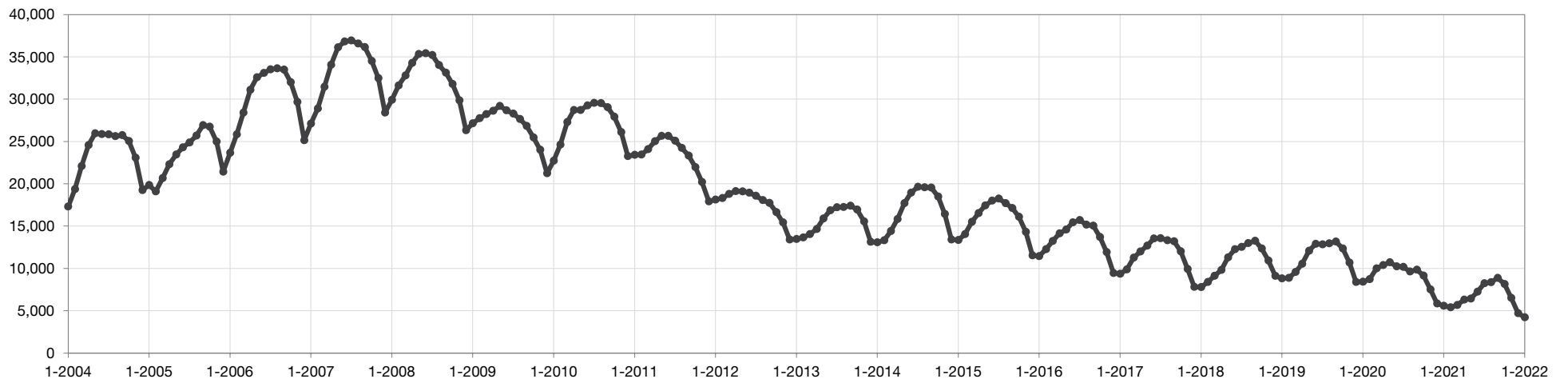


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Homes for Sale		Prior Year	Percent Change
February 2021	5,386	8,712	-38.2%
March 2021	5,667	9,979	-43.2%
April 2021	6,314	10,378	-39.2%
May 2021	6,423	10,732	-40.2%
June 2021	7,255	10,236	-29.1%
July 2021	8,252	10,172	-18.9%
August 2021	8,354	9,622	-13.2%
September 2021	8,879	9,849	-9.8%
October 2021	8,150	9,146	-10.9%
November 2021	6,507	7,512	-13.4%
December 2021	4,705	5,852	-19.6%
January 2022	4,221	5,569	-24.2%
12-Month Avg	6,676	8,980	-25.0%

Historical Inventory of Homes for Sale

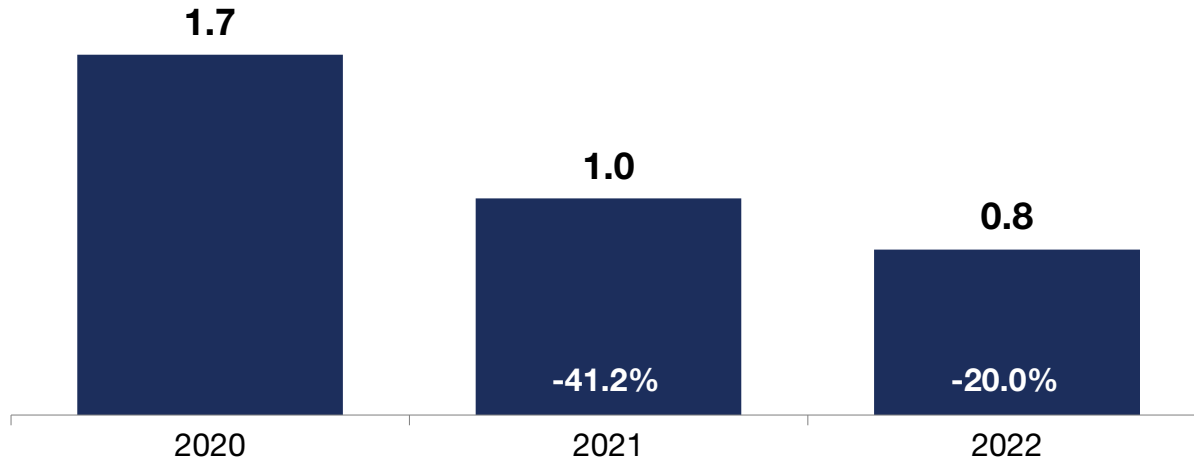


Months Supply of Homes for Sale

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.

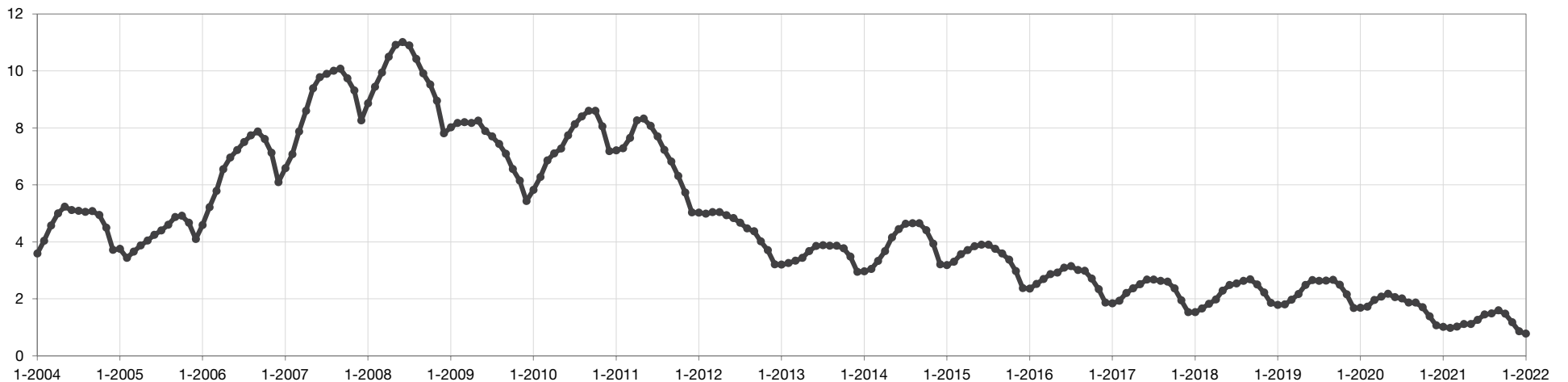


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Months Supply		Prior Year	Percent Change
February 2021	1.0	1.7	-41.2%
March 2021	1.0	2.0	-50.0%
April 2021	1.1	2.1	-47.6%
May 2021	1.1	2.2	-50.0%
June 2021	1.3	2.1	-38.1%
July 2021	1.4	2.0	-30.0%
August 2021	1.5	1.9	-21.1%
September 2021	1.6	1.9	-15.8%
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	0.8	1.0	-20.0%
12-Month Avg	1.2	1.7	-29.4%

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

