

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



February 2022

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed-rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

New Listings in the Twin Cities region decreased 7.3 percent to 4,427. Pending Sales were down 10.5 percent to 3,809. Inventory levels fell 19.0 percent to 4,361 units.

Prices continued to gain traction. The Median Sales Price increased 8.3 percent to \$340,000. Days on Market was down 8.7 percent to 42 days. Sellers were encouraged as Months Supply of Homes for Sale was down 20.0 percent to 0.8 months.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

Quick Facts

- 15.3% **+ 8.3%** **- 19.0%**

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.



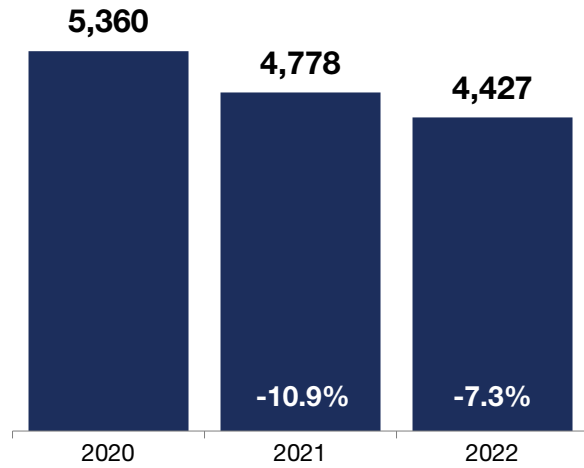
Key Metrics	Historical Sparklines (normalized)	2-2021	2-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		4,778	4,427	- 7.3%	8,852	8,081	- 8.7%
Pending Sales		4,258	3,809	- 10.5%	7,847	6,987	- 11.0%
Closed Sales		3,271	2,769	- 15.3%	6,643	5,828	- 12.3%
Days on Market Until Sale		46	42	- 8.7%	44	42	- 4.5%
Median List Price		\$340,000	\$375,000	+ 10.3%	\$337,835	\$369,900	+ 9.5%
Median Sales Price		\$314,000	\$340,000	+ 8.3%	\$307,000	\$335,000	+ 9.1%
Price Per Square Foot		\$179	\$196	+ 9.6%	\$176	\$193	+ 9.6%
ShowingTime Housing Value Index		\$267,050	\$291,909	+ 9.3%	--	--	--
Pct. of Orig. List Price Received		100.1%	100.7%	+ 0.6%	99.8%	100.1%	+ 0.3%
Inventory of Homes for Sale		5,387	4,361	- 19.0%	--	--	--
Months Supply of Homes for Sale		1.0	0.8	- 20.0%	--	--	--

New Listings

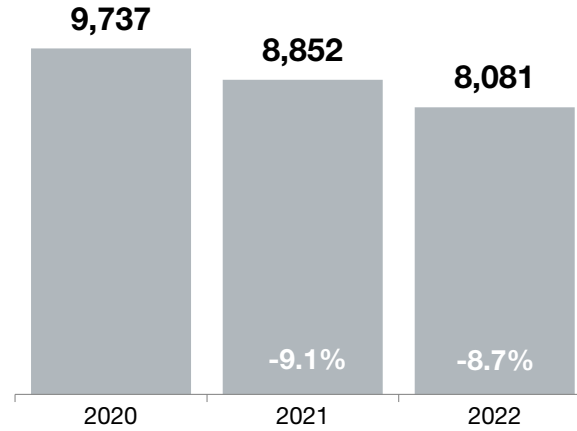
A count of the properties that have been newly listed on the market in a given month.



February

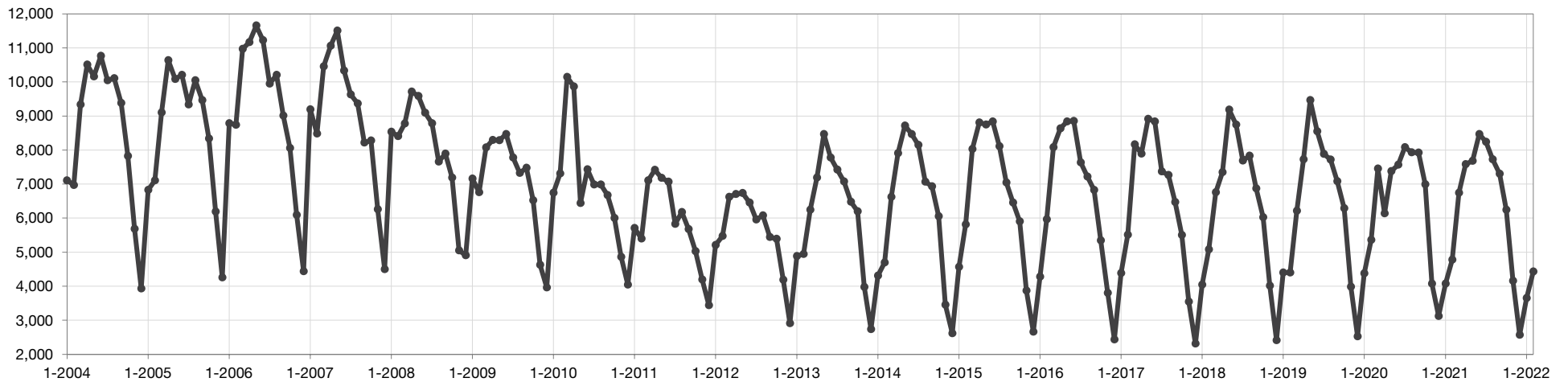


Year To Date



	New Listings	Prior Year	Percent Change
March 2021	6,740	7,452	-9.6%
April 2021	7,579	6,136	+23.5%
May 2021	7,684	7,382	+4.1%
June 2021	8,469	7,571	+11.9%
July 2021	8,240	8,080	+2.0%
August 2021	7,726	7,933	-2.6%
September 2021	7,302	7,923	-7.8%
October 2021	6,248	6,994	-10.7%
November 2021	4,155	4,073	+2.0%
December 2021	2,573	3,126	-17.7%
January 2022	3,654	4,074	-10.3%
February 2022	4,427	4,778	-7.3%
12-Month Avg	6,233	6,294	-1.0%

Historical New Listing Activity

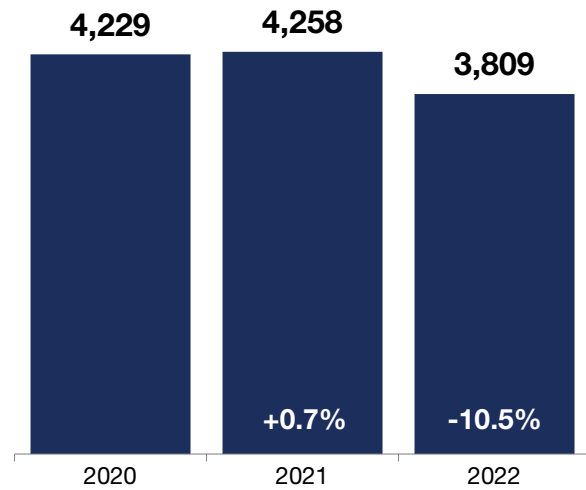


Pending Sales

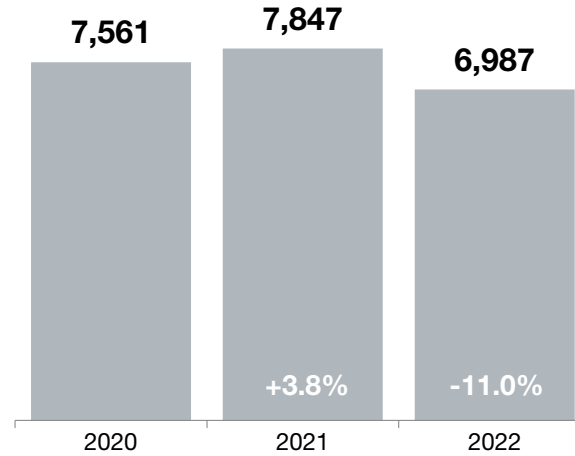
A count of the properties on which contracts have been accepted in a given month.



February

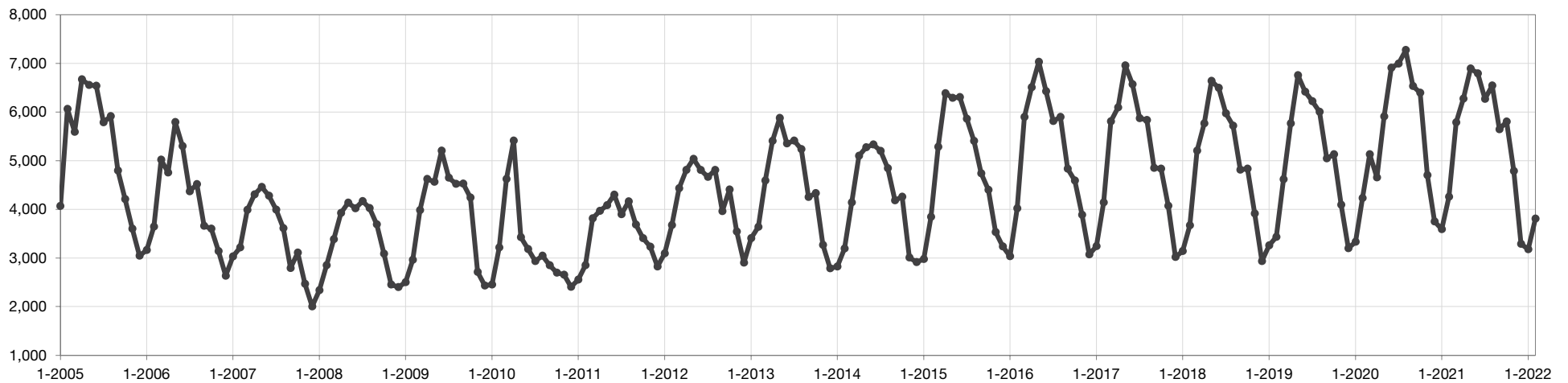


Year To Date



	Pending Sales	Prior Year	Percent Change
March 2021	5,786	5,128	+12.8%
April 2021	6,273	4,654	+34.8%
May 2021	6,891	5,908	+16.6%
June 2021	6,793	6,910	-1.7%
July 2021	6,269	6,992	-10.3%
August 2021	6,545	7,271	-10.0%
September 2021	5,641	6,533	-13.7%
October 2021	5,802	6,396	-9.3%
November 2021	4,788	4,704	+1.8%
December 2021	3,291	3,750	-12.2%
January 2022	3,178	3,589	-11.5%
February 2022	3,809	4,258	-10.5%
12-Month Avg	5,422	5,508	-1.6%

Historical Pending Sales Activity

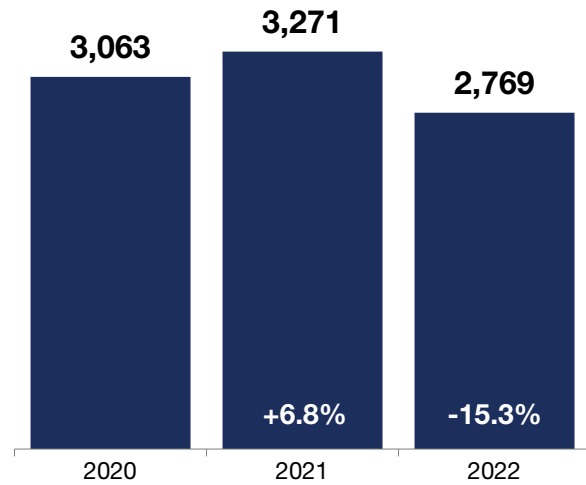


Closed Sales

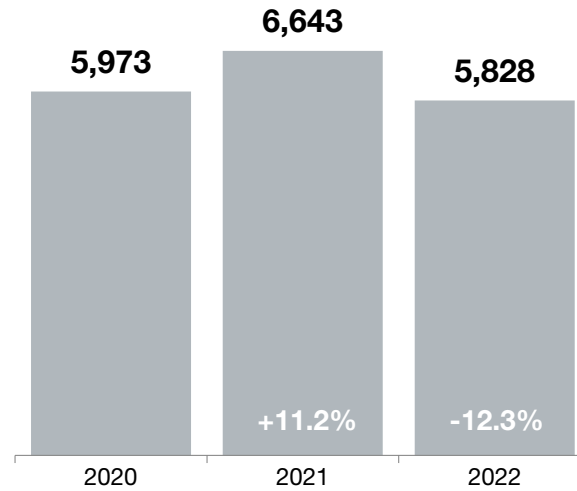
A count of the actual sales that have closed in a given month.



February

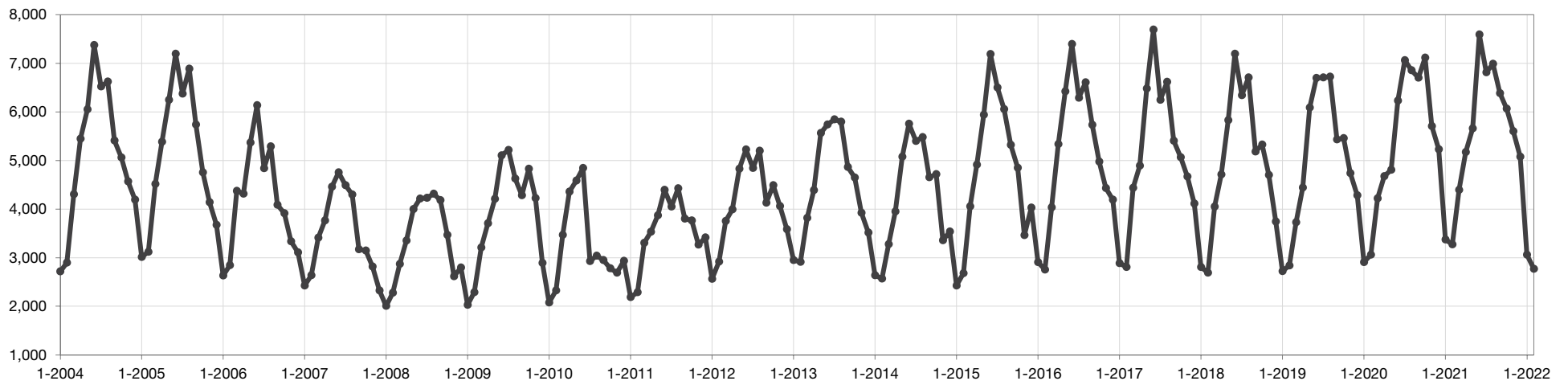


Year To Date



	Closed Sales	Prior Year	Percent Change
March 2021	4,392	4,222	+4.0%
April 2021	5,170	4,677	+10.5%
May 2021	5,659	4,805	+17.8%
June 2021	7,591	6,230	+21.8%
July 2021	6,815	7,062	-3.5%
August 2021	6,987	6,858	+1.9%
September 2021	6,382	6,702	-4.8%
October 2021	6,067	7,117	-14.8%
November 2021	5,602	5,706	-1.8%
December 2021	5,076	5,230	-2.9%
January 2022	3,059	3,372	-9.3%
February 2022	2,769	3,271	-15.3%
12-Month Avg	5,464	5,438	+0.3%

Historical Closed Sales Activity

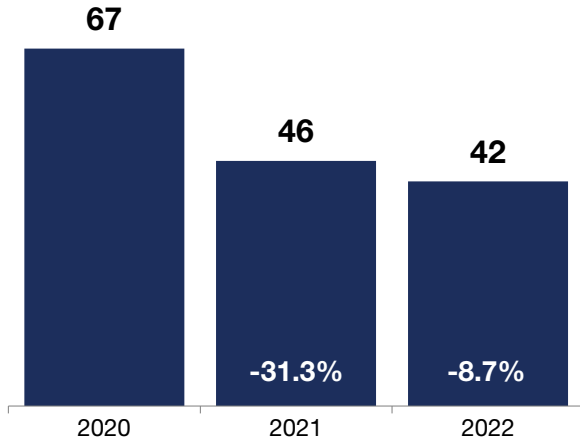


Days on Market Until Sale

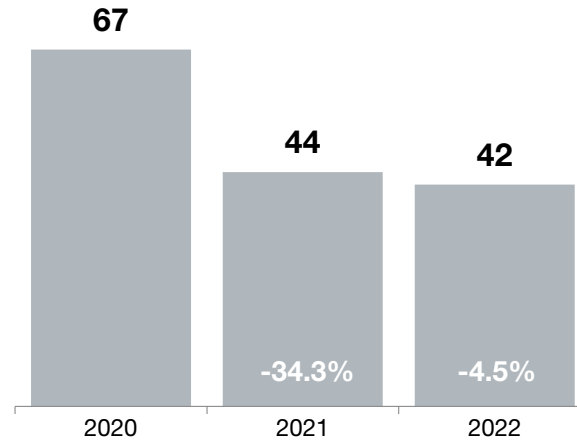
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



February

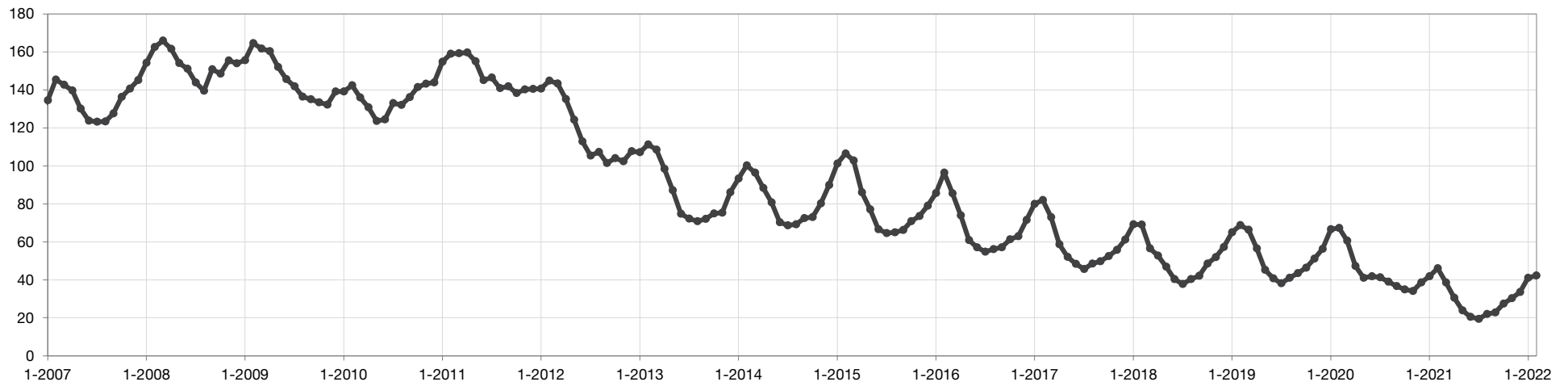


Year To Date



Month	Days on Market	Prior Year	Percent Change
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%
February 2022	42	46	-8.7%
12-Month Avg	27	41	-34.1%

Historical Days on Market Until Sale

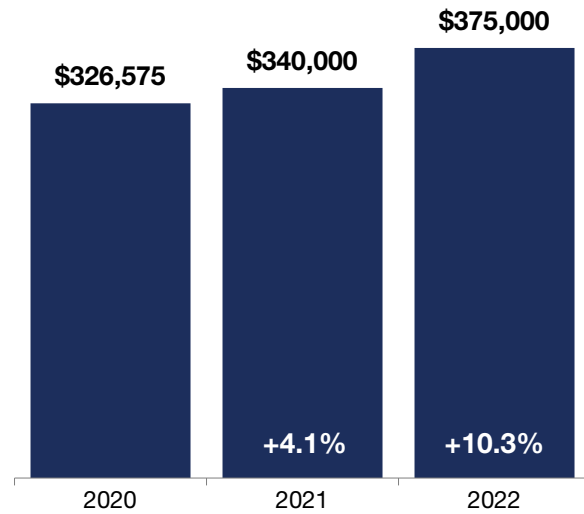


Median Original List Price

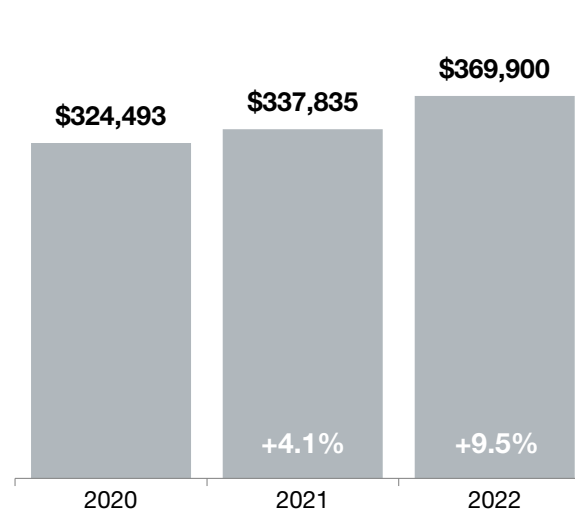
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



February



Year To Date



	Median Original List Price	Prior Year	Percent Change
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%
February 2022	\$375,000	\$340,000	+10.3%
12-Month Med	\$345,000	\$318,990	+8.2%

Historical Median Original List Price



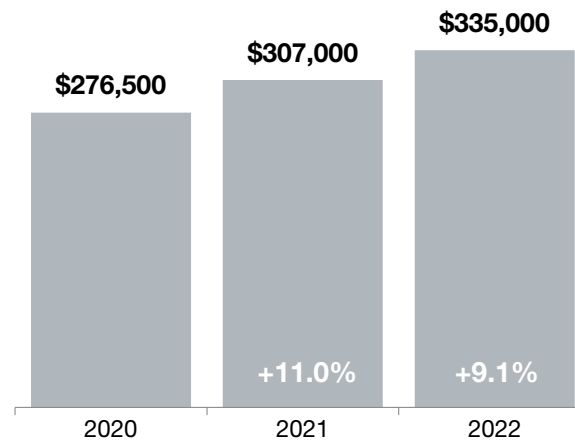
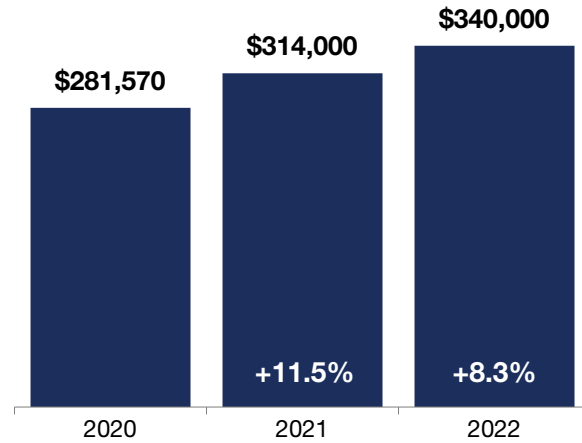
Median Sales Price

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 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	\$331,500	\$307,000	+8.0%
January 2022	\$333,000	\$301,000	+10.6%
February 2022	\$340,000	\$314,000	+8.3%
12-Month Med	\$340,000	\$308,900	+10.1%

Historical Median Sales Price



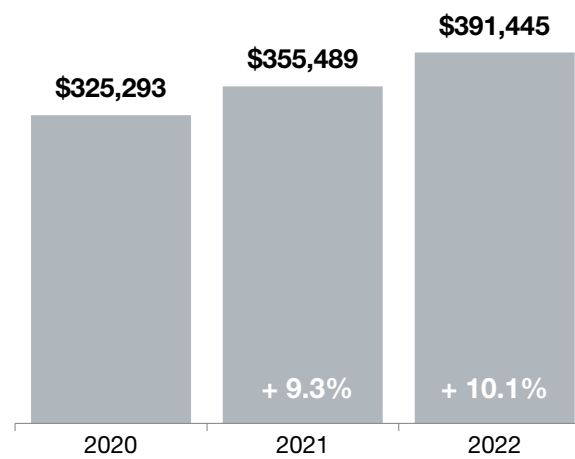
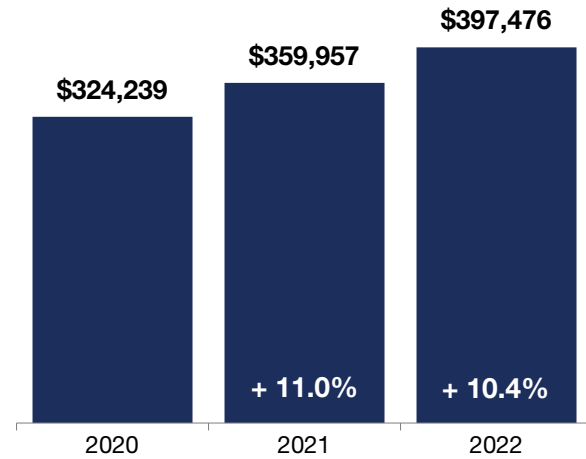
Average Sales Price

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
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	\$407,304	\$348,110	+17.0%
July 2021	\$404,317	\$359,242	+12.5%
August 2021	\$410,188	\$364,299	+12.6%
September 2021	\$392,842	\$362,696	+8.3%
October 2021	\$395,298	\$372,932	+6.0%
November 2021	\$392,113	\$364,347	+7.6%
December 2021	\$389,466	\$361,069	+7.9%
January 2022	\$385,971	\$351,162	+9.9%
February 2022	\$397,476	\$359,957	+10.4%
12-Month Avg	\$397,035	\$356,296	+11.4%

Historical Average Sales Price

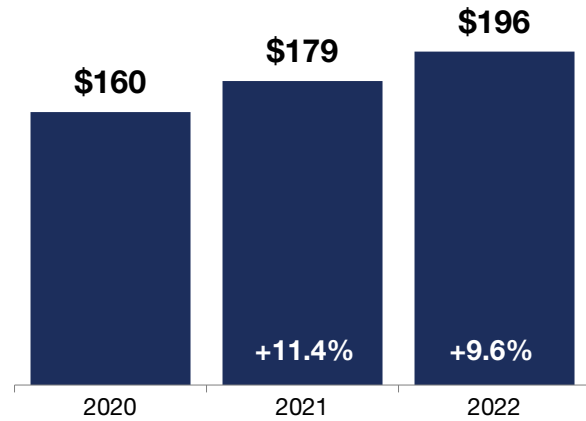


Price Per Square Foot

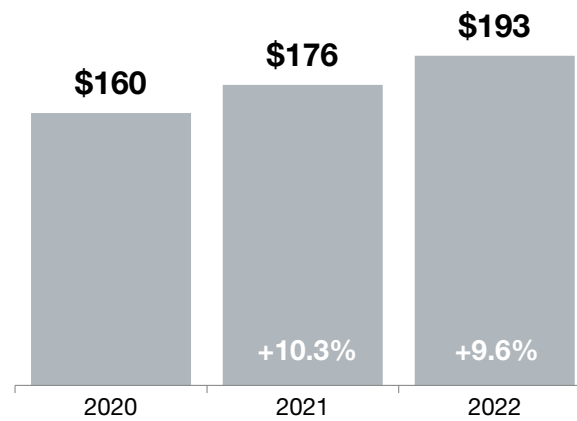
The price per square foot of homes sold in a given month. Sold properties only. Does not account for seller concessions.



February

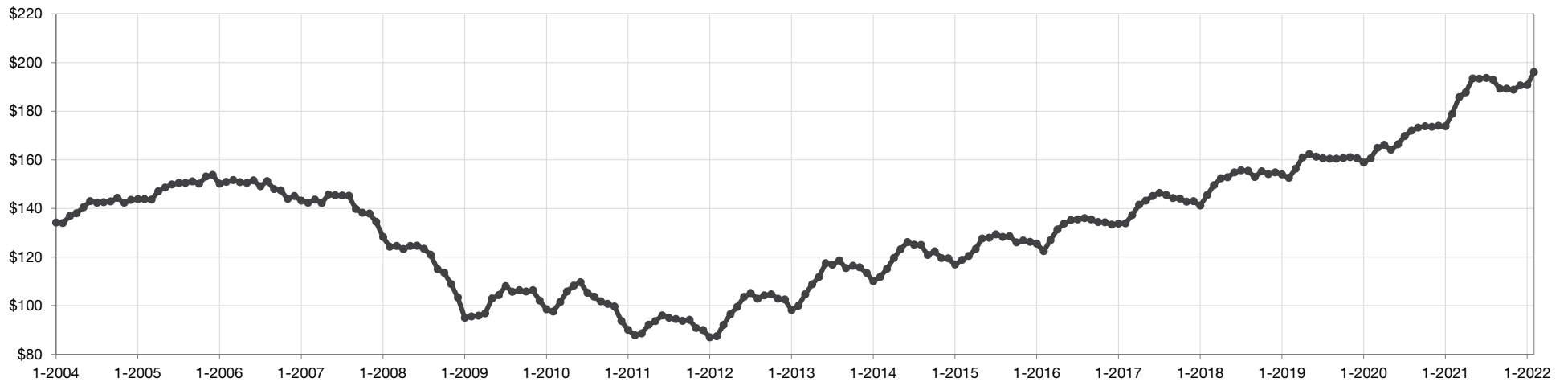


Year to Date



	Price Per Square Foot	Prior Year	Percent Change
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	\$191	\$174	+9.5%
January 2022	\$191	\$174	+9.7%
February 2022	\$196	\$179	+9.6%
12-Month Avg	\$191	\$171	+11.8%

Historical Price Per Square Foot

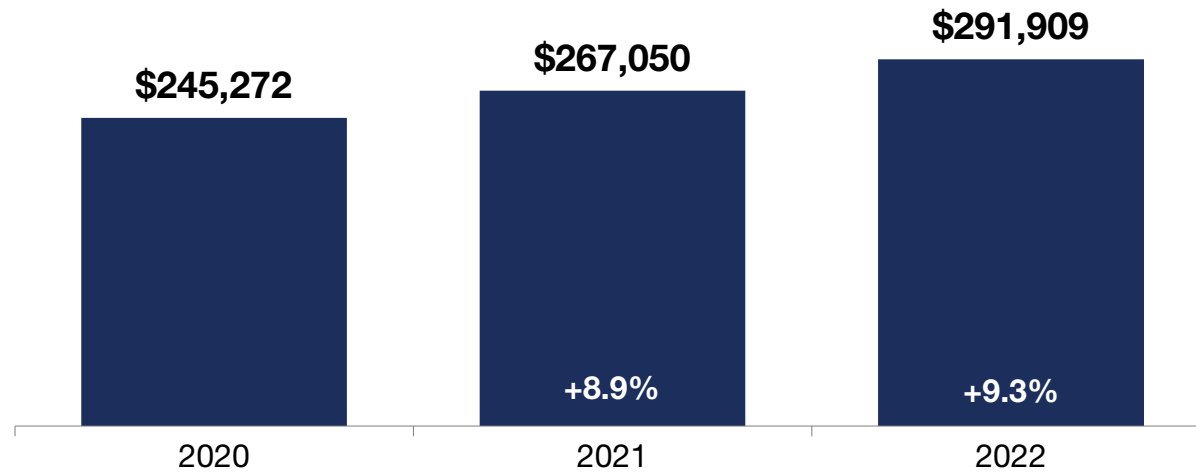


ShowingTime Housing Value Index



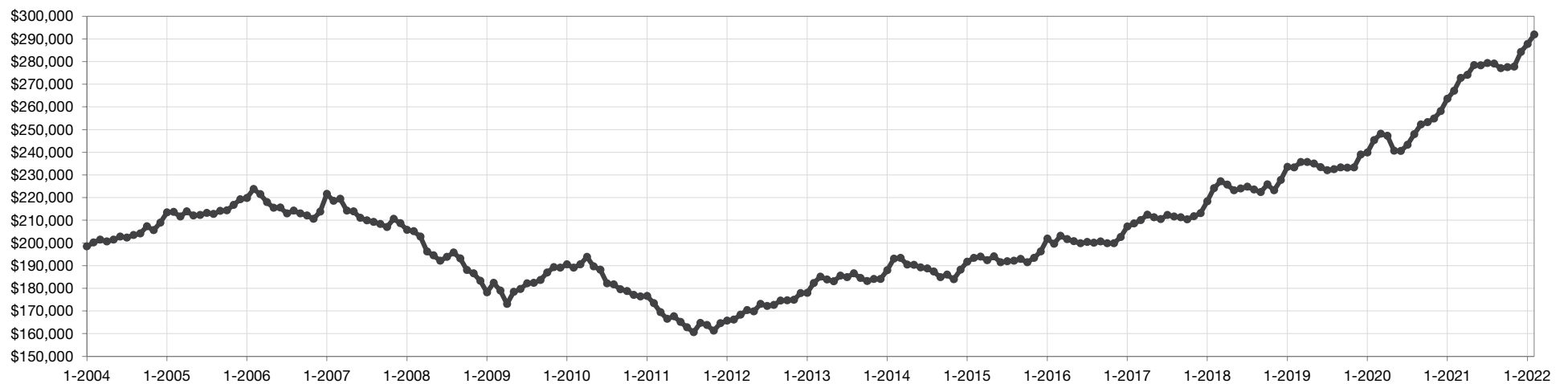
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

February



	Housing Value Index	Prior Year	Percent Change
March 2021	\$272,718	\$248,127	+9.9%
April 2021	\$274,094	\$247,261	+10.9%
May 2021	\$278,392	\$240,619	+15.7%
June 2021	\$278,317	\$240,564	+15.7%
July 2021	\$279,307	\$243,279	+14.8%
August 2021	\$279,098	\$247,896	+12.6%
September 2021	\$277,032	\$252,221	+9.8%
October 2021	\$277,474	\$253,296	+9.5%
November 2021	\$277,749	\$254,830	+9.0%
December 2021	\$284,226	\$258,105	+10.1%
January 2022	\$287,726	\$263,530	+9.2%
February 2022	\$291,909	\$267,050	+9.3%
12-Month Avg	\$279,837	\$251,398	+11.4%

Historical ShowingTime Housing Value Index



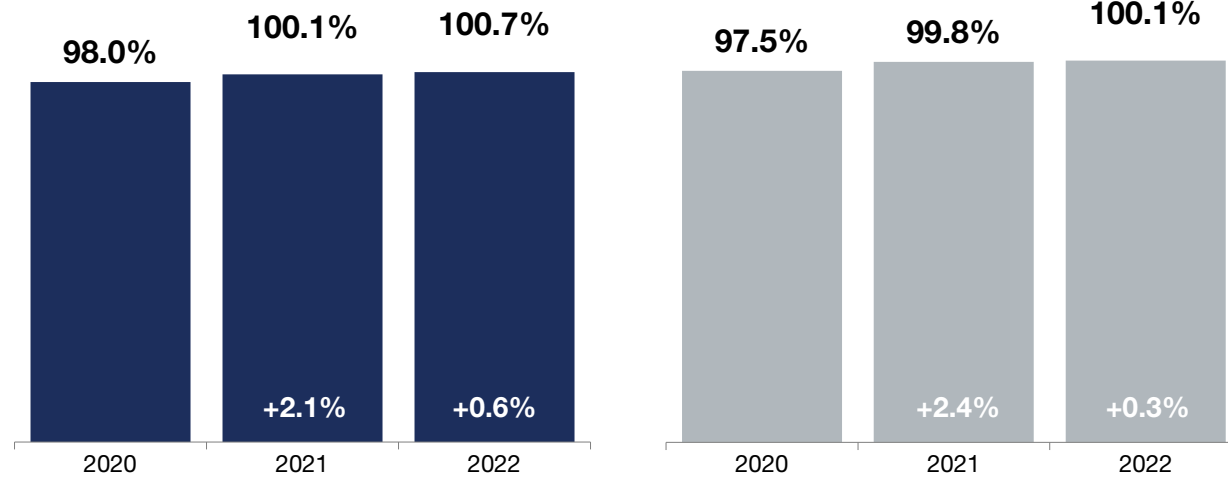
Percent of Original List Price Received



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.

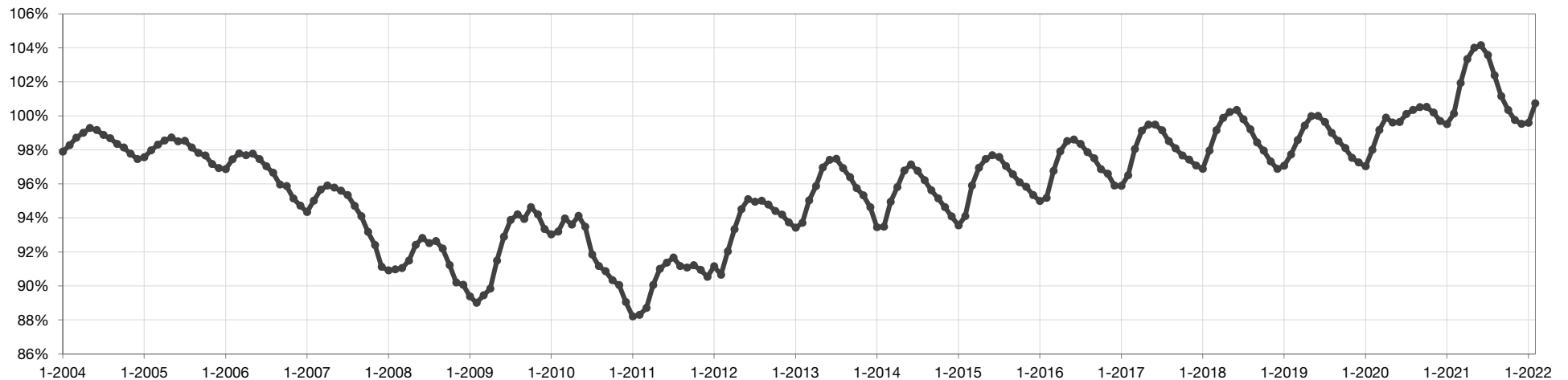
February

Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
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	104.2%	99.6%	+4.6%
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%
February 2022	100.7%	100.1%	+0.6%
12-Month Avg	101.9%	100.0%	+1.9%

Historical Percent of Original List Price Received



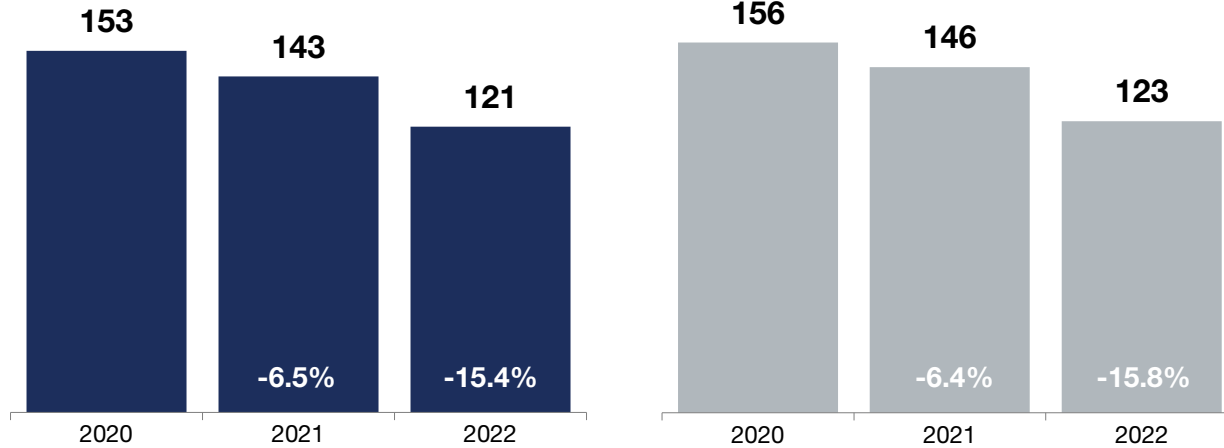
Housing Affordability Index



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.

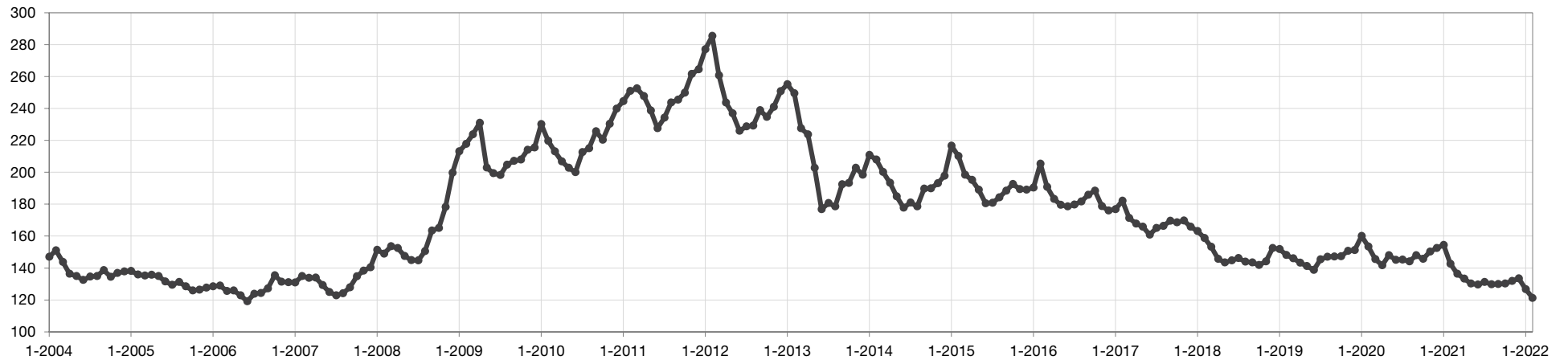
February

Year to Date



	Housing Affordability Index	Prior Year	Percent Change
March 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%
February 2022	121	143	-15.4%
12-Month Avg	130	147	-11.6%

Historical Housing Affordability Index

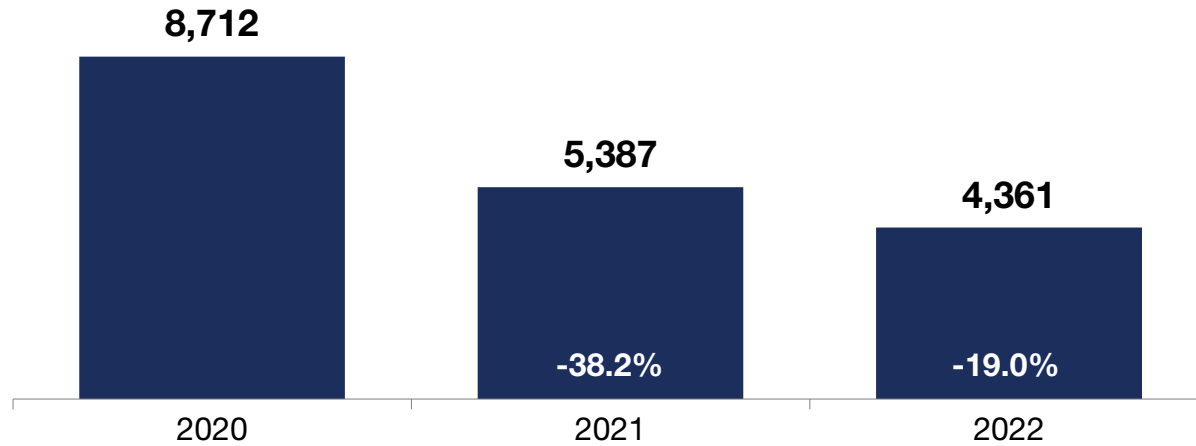


Inventory of Homes for Sale

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

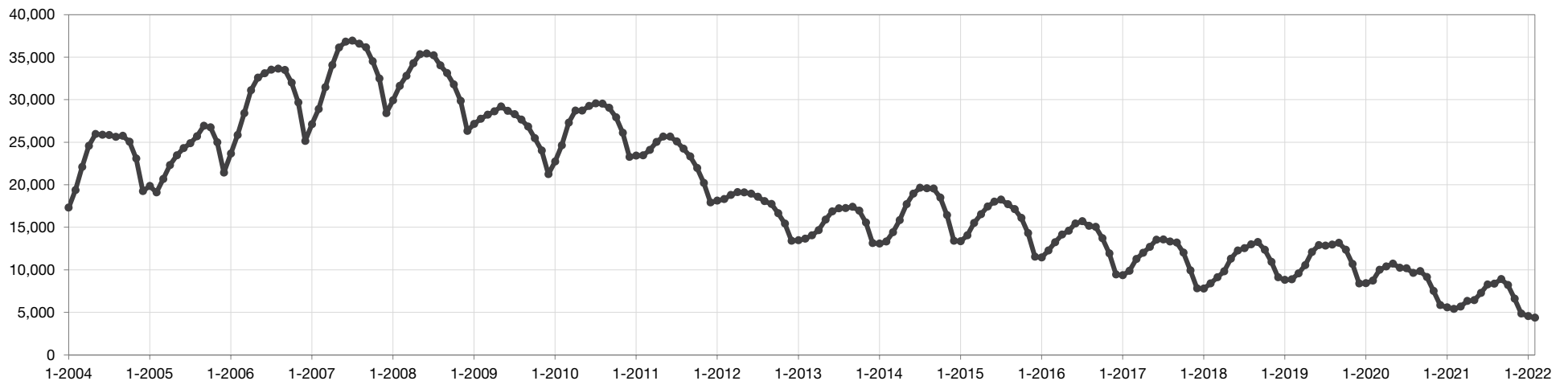


February



Homes for Sale		Prior Year	Percent Change
March 2021	5,671	9,979	-43.2%
April 2021	6,320	10,378	-39.1%
May 2021	6,428	10,731	-40.1%
June 2021	7,263	10,235	-29.0%
July 2021	8,264	10,172	-18.8%
August 2021	8,367	9,622	-13.0%
September 2021	8,904	9,849	-9.6%
October 2021	8,203	9,146	-10.3%
November 2021	6,598	7,512	-12.2%
December 2021	4,846	5,852	-17.2%
January 2022	4,535	5,569	-18.6%
February 2022	4,361	5,387	-19.0%
12-Month Avg	6,647	8,703	-22.5%

Historical Inventory of Homes for Sale

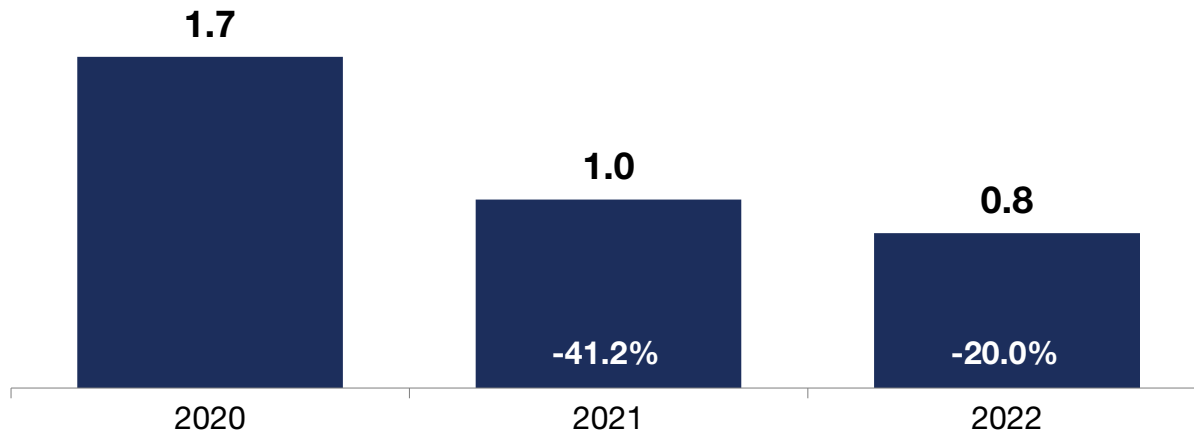


Months Supply of Homes for Sale

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.

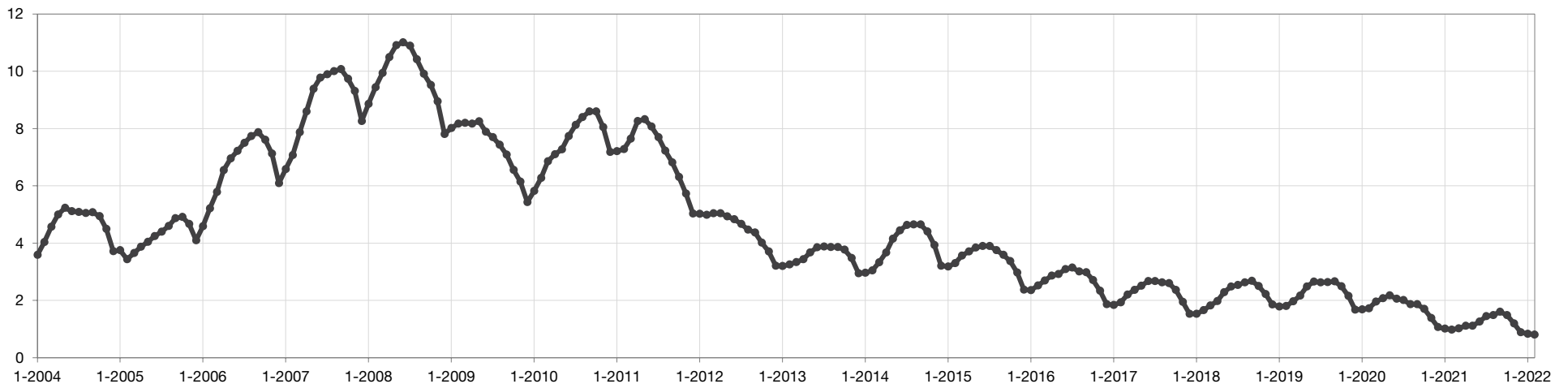


February



Months Supply		Prior Year	Percent Change
March 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%
February 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

