



Monthly Indicators

November 2021

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

- 8.0% **+ 2.4%** **- 19.5%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **Homes for Sale**

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



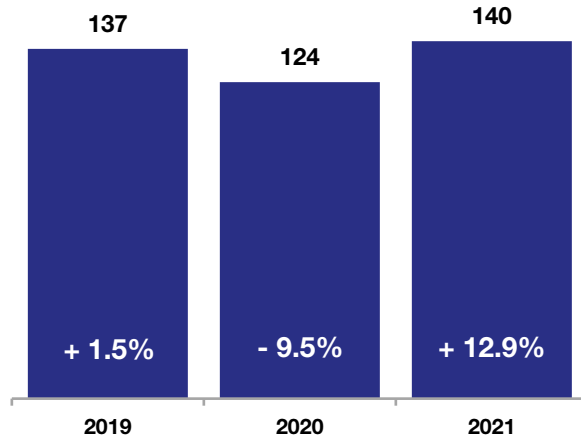
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		124	140	+ 12.9%	2,287	2,281	- 0.3%
Pending Sales		144	160	+ 11.1%	2,235	2,109	- 5.6%
Closed Sales		187	172	- 8.0%	2,159	2,042	- 5.4%
Days on Market		83	71	- 14.5%	105	77	- 26.7%
Median Sales Price		\$210,000	\$214,950	+ 2.4%	\$199,300	\$224,450	+ 12.6%
Avg. Sales Price		\$236,547	\$229,981	- 2.8%	\$220,775	\$243,389	+ 10.2%
Pct. of Orig. Price Received		96.9%	96.5%	- 0.4%	96.4%	99.3%	+ 3.0%
Affordability Index		196	189	- 3.6%	206	181	- 12.1%
Homes for Sale		298	240	- 19.5%	--	--	--
Months Supply		1.5	1.3	- 13.3%	--	--	--

New Listings

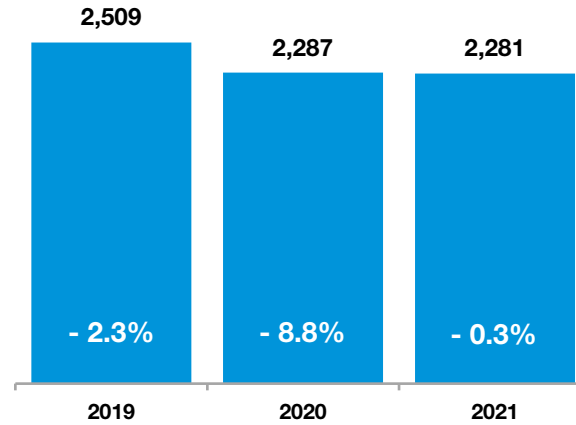
A count of the properties that have been newly listed on the market in a given month.



November

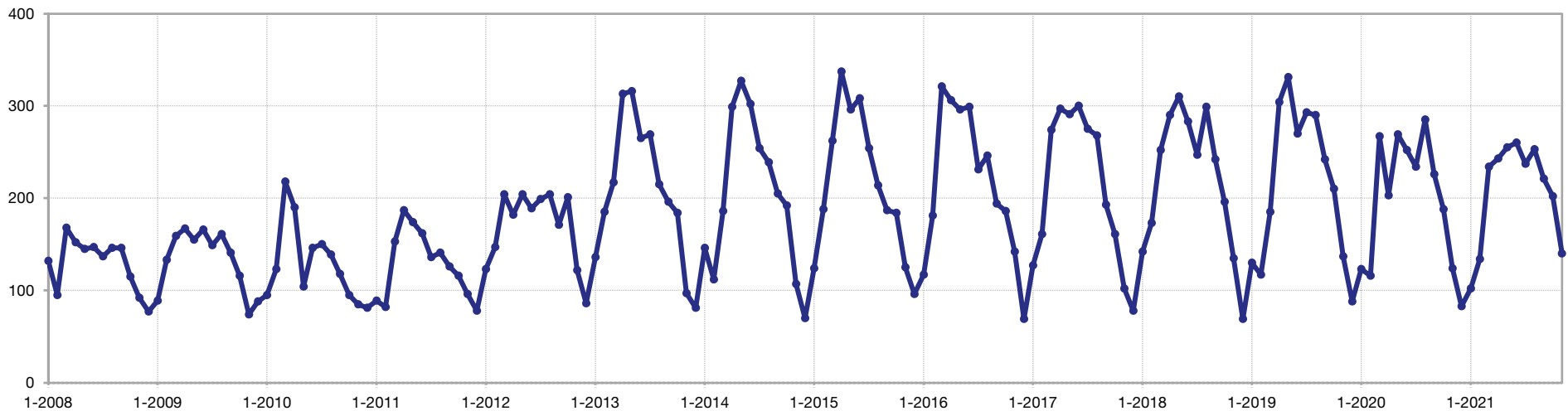


Year to Date



New Listings		Prior Year	Percent Change
December 2020	83	88	-5.7%
January 2021	102	123	-17.1%
February 2021	134	116	+15.5%
March 2021	234	267	-12.4%
April 2021	243	203	+19.7%
May 2021	255	269	-5.2%
June 2021	260	252	+3.2%
July 2021	237	234	+1.3%
August 2021	253	285	-11.2%
September 2021	221	226	-2.2%
October 2021	202	188	+7.4%
November 2021	140	124	+12.9%
12-Month Avg	197	198	-0.5%

Historical New Listings by Month

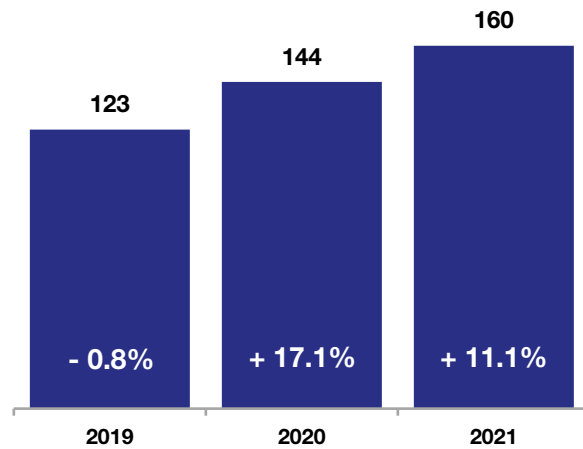


Pending Sales

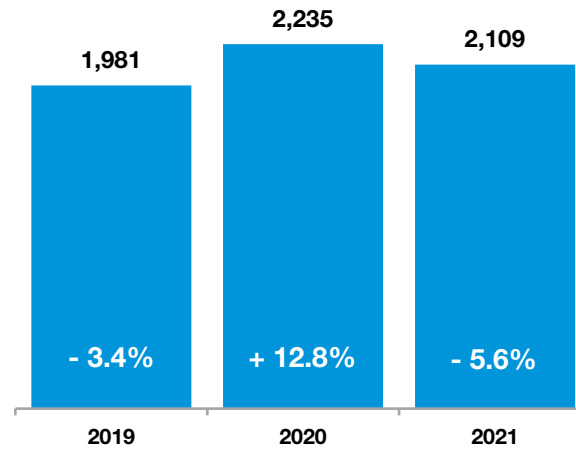
A count of the properties on which offers have been accepted in a given month.



November

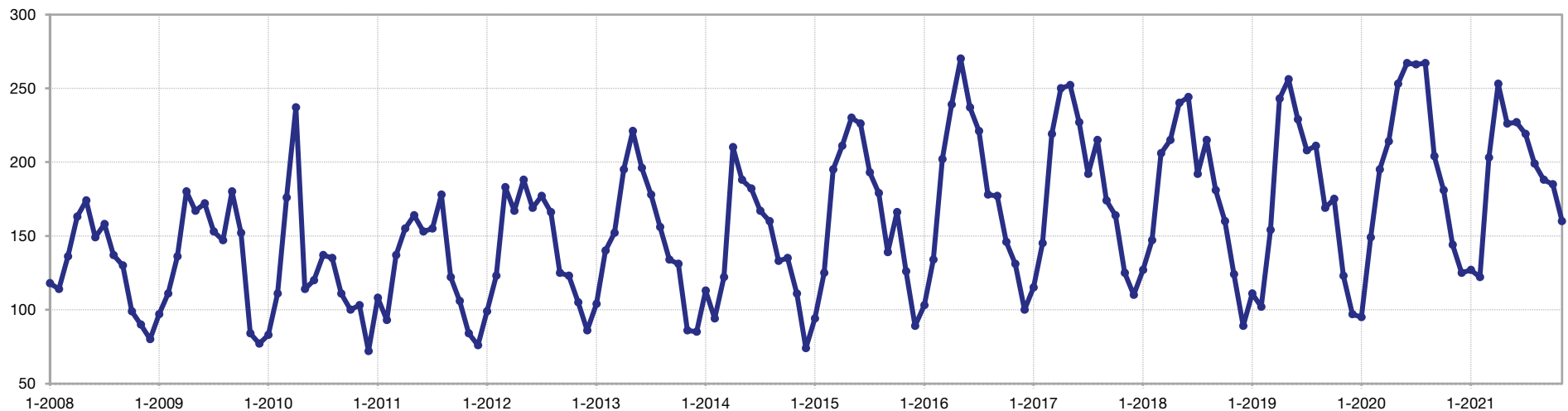


Year to Date



Pending Sales	Prior Year	Percent Change
December 2020	97	+28.9%
January 2021	95	+33.7%
February 2021	149	-18.1%
March 2021	195	+4.1%
April 2021	214	+18.2%
May 2021	253	-10.7%
June 2021	267	-15.0%
July 2021	266	-17.7%
August 2021	267	-25.5%
September 2021	204	-7.8%
October 2021	181	+2.2%
November 2021	144	+11.1%
12-Month Avg	186	-4.1%

Historical Pending Sales by Month

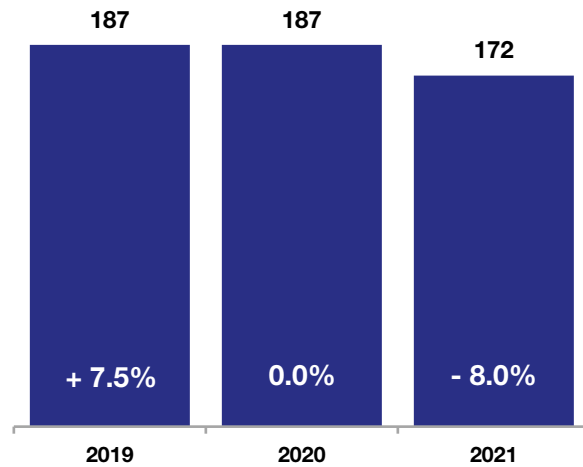


Closed Sales

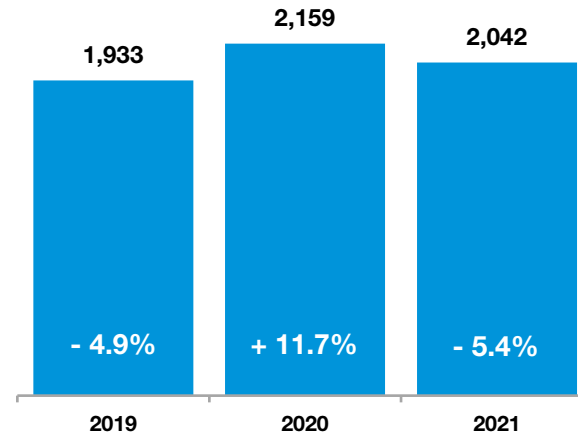
A count of the actual sales that closed in a given month.



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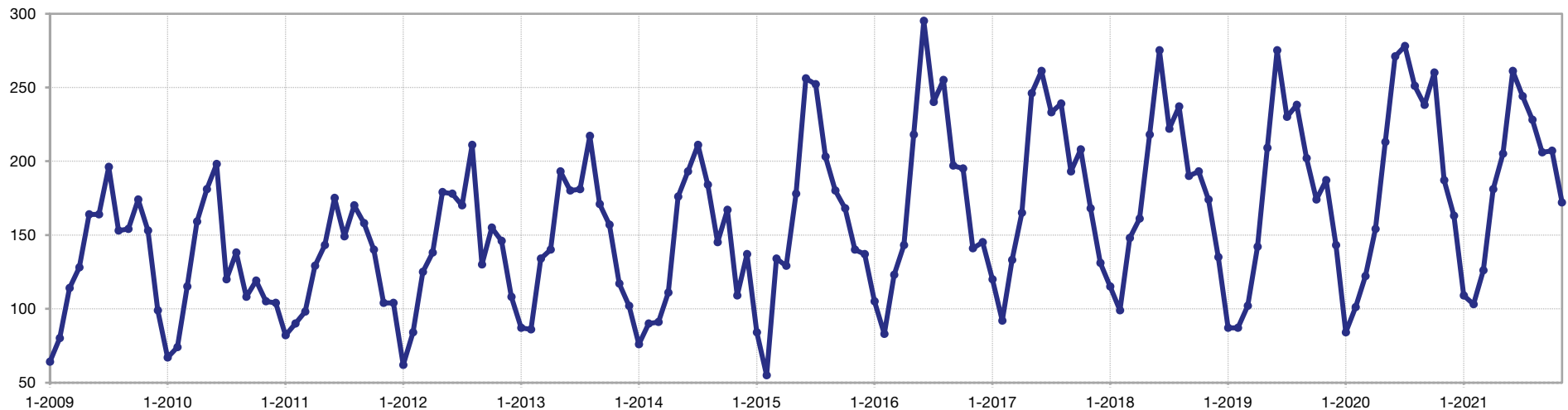


Year to Date



	Closed Sales	Prior Year	Percent Change
December 2020	163	143	+14.0%
January 2021	109	84	+29.8%
February 2021	103	101	+2.0%
March 2021	126	122	+3.3%
April 2021	181	154	+17.5%
May 2021	205	213	-3.8%
June 2021	261	271	-3.7%
July 2021	244	278	-12.2%
August 2021	228	251	-9.2%
September 2021	206	238	-13.4%
October 2021	207	260	-20.4%
November 2021	172	187	-8.0%
12-Month Avg	184	192	-4.2%

Historical Closed Sales by Month

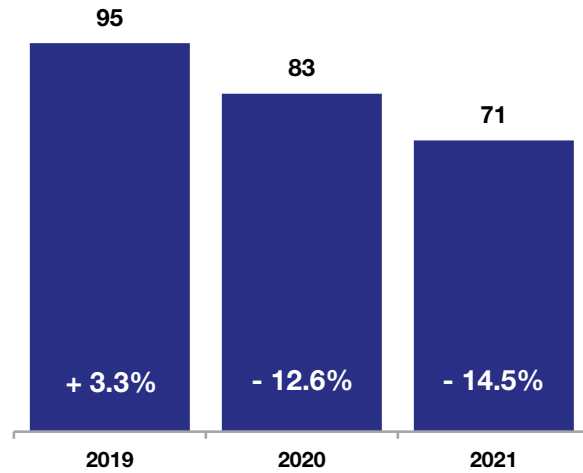


Days on Market Until Sale

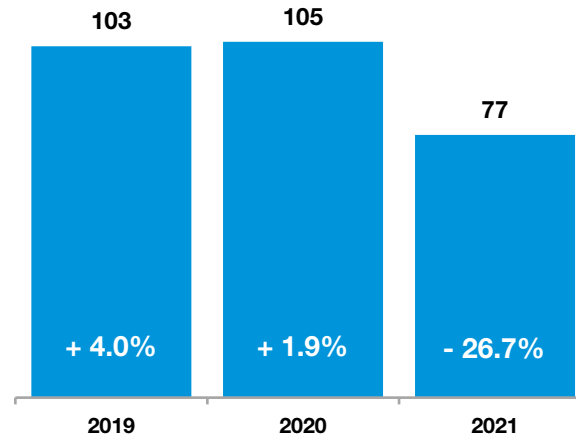
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year to Date



Month	Days on Market	Prior Year	Percent Change
December 2020	97	101	-4.0%
January 2021	95	124	-23.4%
February 2021	104	98	+6.1%
March 2021	113	139	-18.7%
April 2021	96	131	-26.7%
May 2021	71	120	-40.8%
June 2021	75	114	-34.2%
July 2021	69	95	-27.4%
August 2021	65	94	-30.9%
September 2021	65	103	-36.9%
October 2021	66	85	-22.4%
November 2021	71	83	-14.5%
12-Month Avg	82	107	-23.4%

Historical Days on Market Until Sale by Month

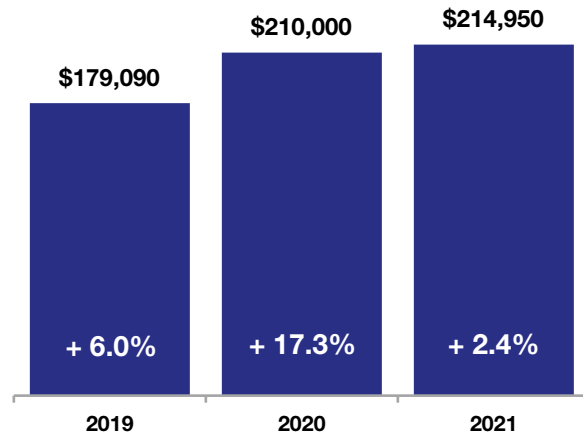


Median Sales Price

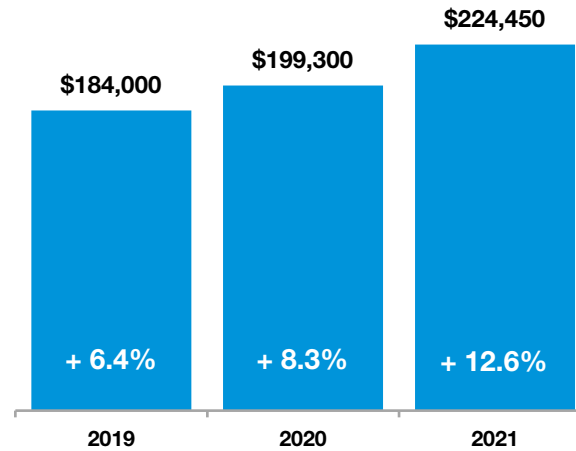
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2020	\$189,500	\$170,000	+11.5%
January 2021	\$190,000	\$168,900	+12.5%
February 2021	\$190,075	\$170,000	+11.8%
March 2021	\$194,000	\$177,950	+9.0%
April 2021	\$223,000	\$208,000	+7.2%
May 2021	\$212,500	\$218,000	-2.5%
June 2021	\$234,900	\$190,000	+23.6%
July 2021	\$241,000	\$219,450	+9.8%
August 2021	\$235,000	\$207,000	+13.5%
September 2021	\$219,975	\$195,000	+12.8%
October 2021	\$235,000	\$210,000	+11.9%
November 2021	\$214,950	\$210,000	+2.4%
12-Month Avg	\$214,992	\$195,358	+10.1%

Historical Median Sales Price by Month

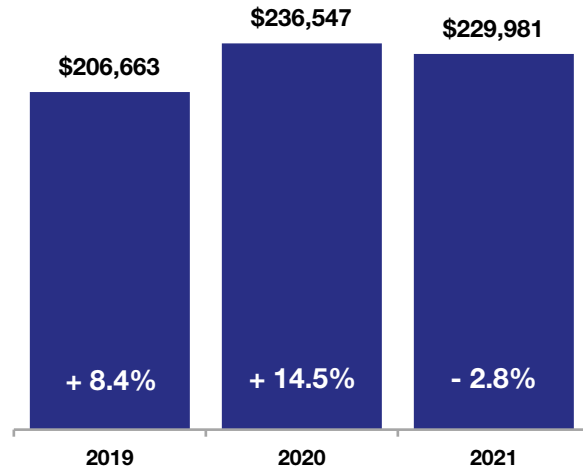


Average Sales Price

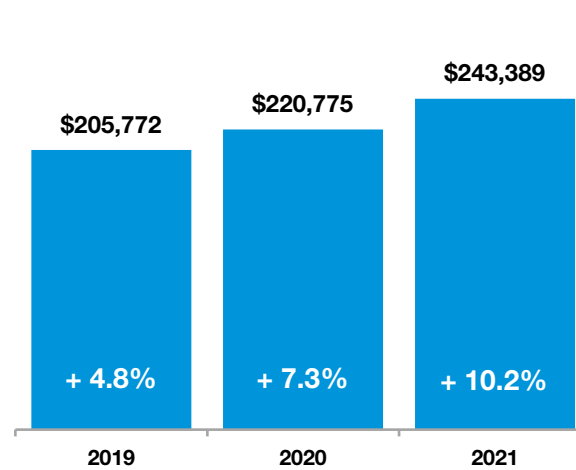
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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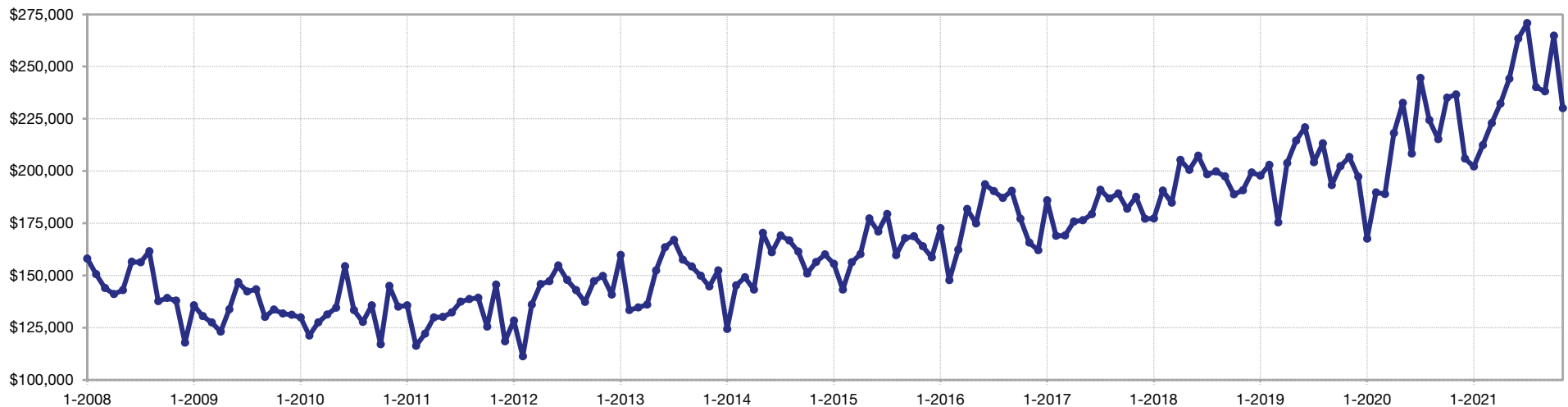


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2020	\$205,946	\$197,173	+4.4%
January 2021	\$202,064	\$167,542	+20.6%
February 2021	\$212,267	\$189,620	+11.9%
March 2021	\$222,824	\$188,969	+17.9%
April 2021	\$232,158	\$218,071	+6.5%
May 2021	\$244,127	\$232,562	+5.0%
June 2021	\$263,347	\$208,244	+26.5%
July 2021	\$270,695	\$244,467	+10.7%
August 2021	\$240,127	\$224,363	+7.0%
September 2021	\$238,022	\$215,213	+10.6%
October 2021	\$264,687	\$235,022	+12.6%
November 2021	\$229,981	\$236,547	-2.8%
12-Month Avg	\$235,520	\$213,150	+10.5%

Historical Average Sales Price by Month

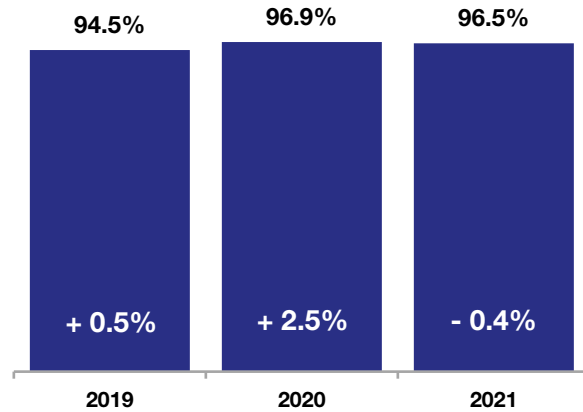


Percent of Original List Price Received

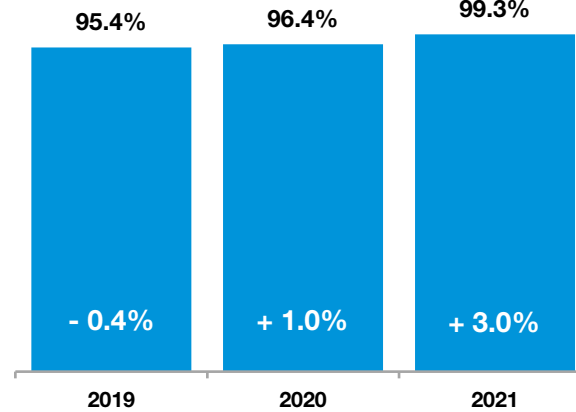
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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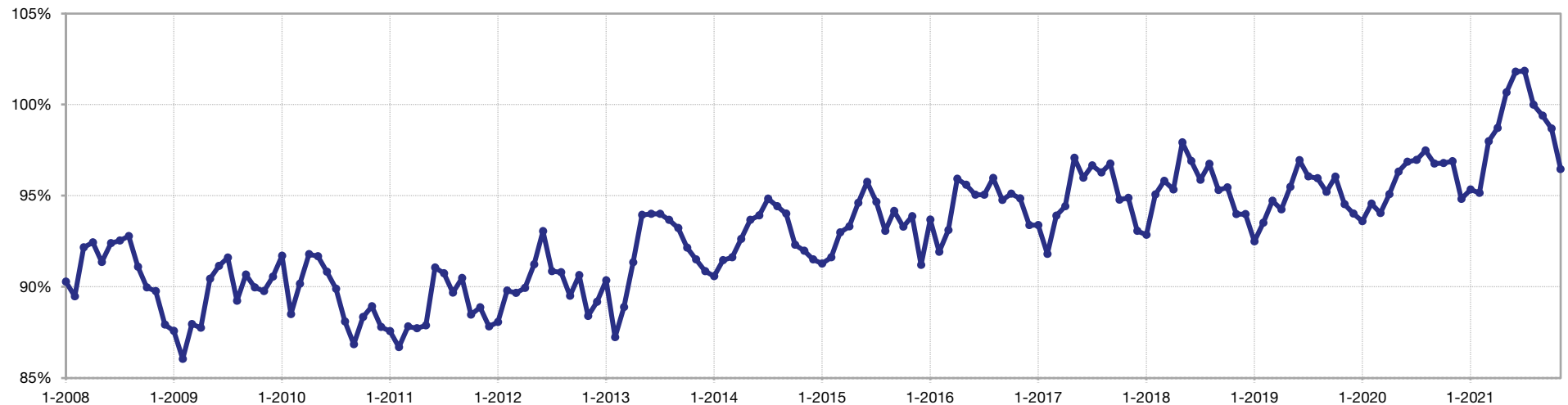


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2020	94.8%	94.0%	+0.9%
January 2021	95.3%	93.6%	+1.8%
February 2021	95.1%	94.6%	+0.5%
March 2021	98.0%	94.0%	+4.3%
April 2021	98.7%	95.1%	+3.8%
May 2021	100.7%	96.3%	+4.6%
June 2021	101.8%	96.9%	+5.1%
July 2021	101.8%	97.0%	+4.9%
August 2021	100.0%	97.5%	+2.6%
September 2021	99.4%	96.8%	+2.7%
October 2021	98.7%	96.8%	+2.0%
November 2021	96.5%	96.9%	-0.4%
12-Month Avg	98.4%	95.8%	+2.7%

Historical Percent of Original List Price Received by Month

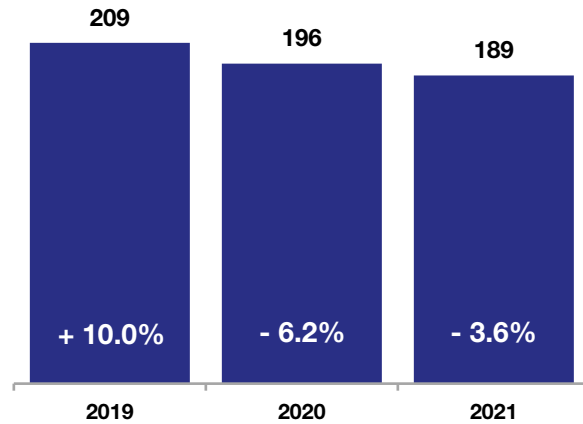


Housing Affordability Index

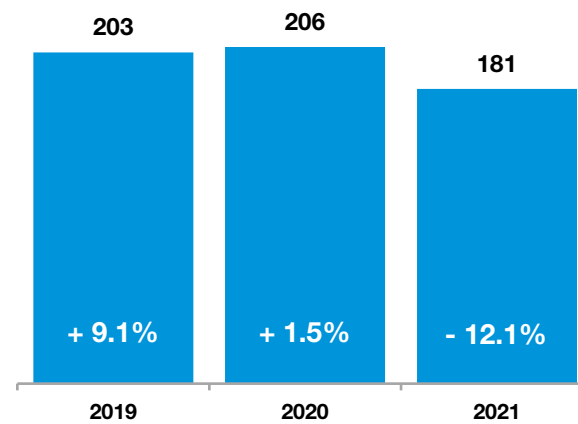
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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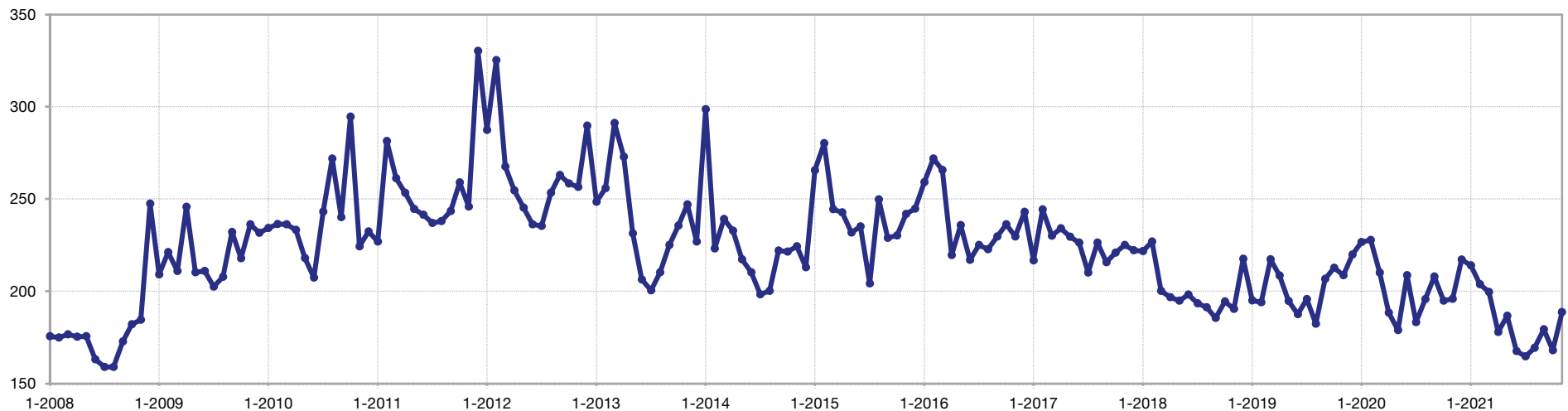


Year to Date



	Affordability Index	Prior Year	Percent Change
December 2020	217	220	-1.4%
January 2021	214	227	-5.7%
February 2021	204	228	-10.5%
March 2021	200	210	-4.8%
April 2021	178	188	-5.3%
May 2021	187	179	+4.5%
June 2021	168	209	-19.6%
July 2021	165	183	-9.8%
August 2021	169	196	-13.8%
September 2021	179	208	-13.9%
October 2021	168	195	-13.8%
November 2021	189	196	-3.6%
12-Month Avg	186	203	-8.4%

Historical Housing Affordability Index by Month

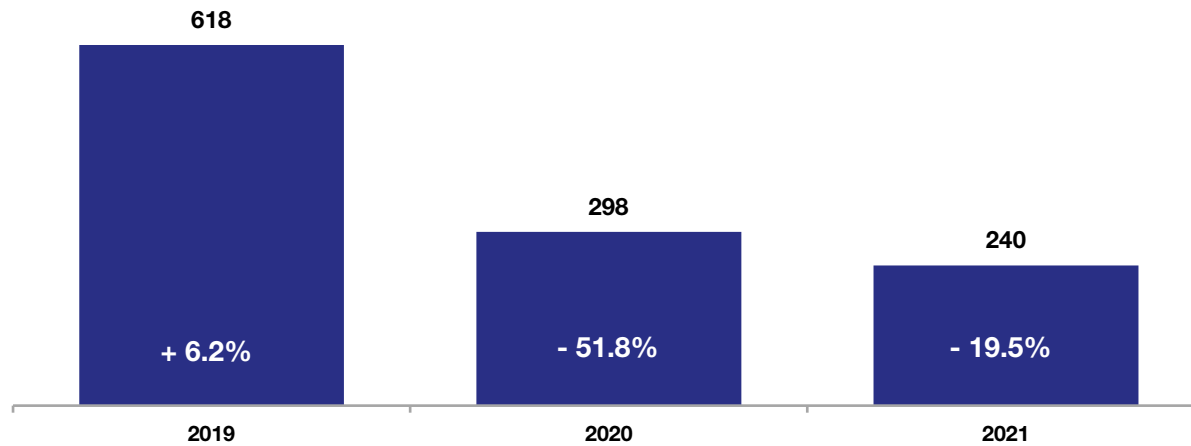


Inventory of Homes for Sale

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

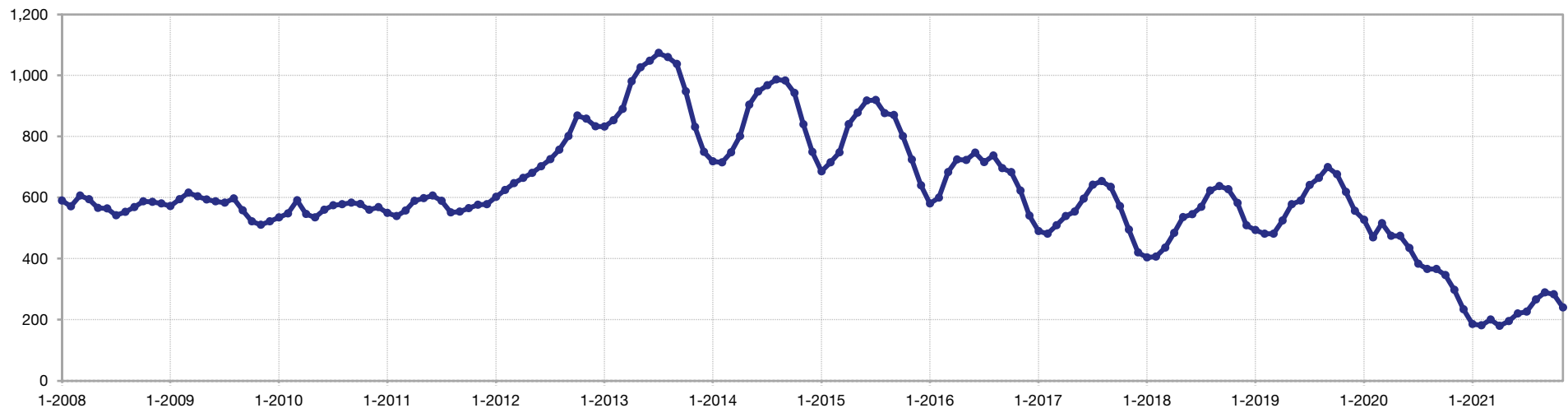


November



Homes for Sale		Prior Year	Percent Change
December 2020	234	556	-57.9%
January 2021	186	527	-64.7%
February 2021	181	469	-61.4%
March 2021	200	516	-61.2%
April 2021	180	474	-62.0%
May 2021	195	474	-58.9%
June 2021	220	435	-49.4%
July 2021	226	383	-41.0%
August 2021	266	366	-27.3%
September 2021	289	366	-21.0%
October 2021	283	346	-18.2%
November 2021	240	298	-19.5%
12-Month Avg	225	434	-48.2%

Historical Inventory of Homes for Sale by Month

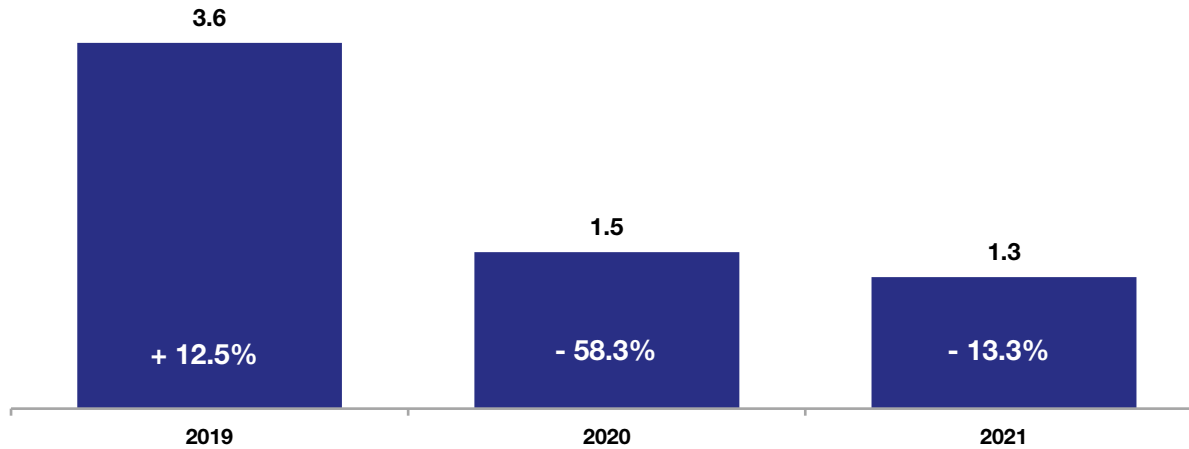


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

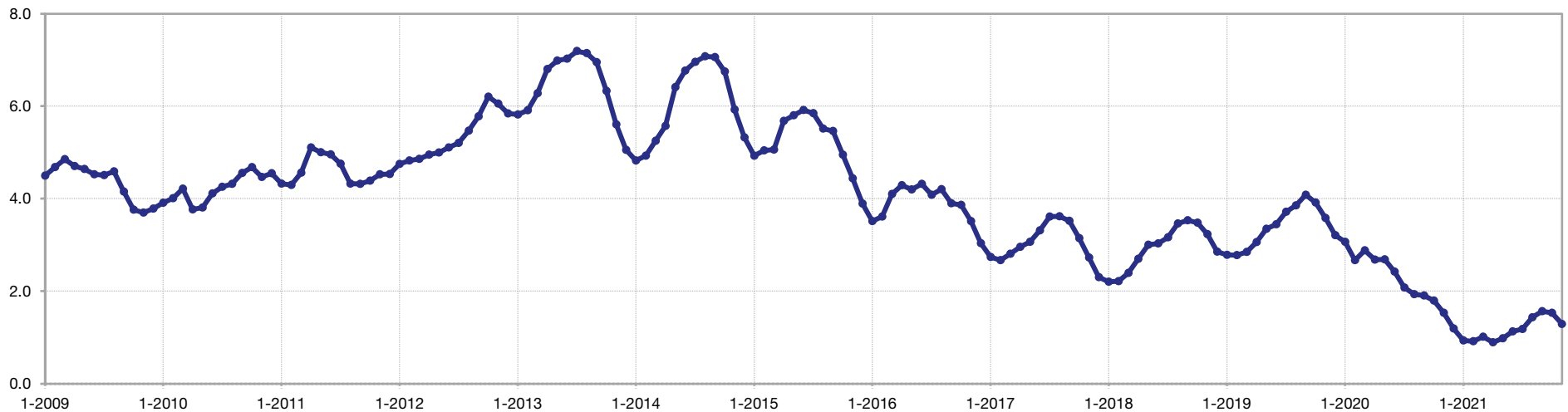


November



Months Supply		Prior Year	Percent Change
December 2020	1.2	3.2	-62.5%
January 2021	0.9	3.1	-71.0%
February 2021	0.9	2.7	-66.7%
March 2021	1.0	2.9	-65.5%
April 2021	0.9	2.7	-66.7%
May 2021	1.0	2.7	-63.0%
June 2021	1.1	2.4	-54.2%
July 2021	1.2	2.1	-42.9%
August 2021	1.4	1.9	-26.3%
September 2021	1.6	1.9	-15.8%
October 2021	1.5	1.8	-16.7%
November 2021	1.3	1.5	-13.3%
12-Month Avg	1.2	2.4	-50.0%

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.
Homes for Sale and Months Supply are based on monthly figures.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	11-2020	11-2021	+ / -	11-2020	11-2021	+ / -
Blue Earth	62	67	+8.1%	64	69	+7.8%	\$110,000	\$127,840	+16.2%	17	9	-47.1%	3.0	1.5	-49.3%
Eagle Lake	27	43	+59.3%	28	37	+32.1%	\$276,200	\$298,000	+7.9%	1	1	0.0%	0.4	0.3	-26.2%
Elysian	24	13	-45.8%	26	13	-50.0%	\$308,750	\$285,000	-7.7%	1	1	0.0%	0.4	0.7	+81.8%
Fairmont	30	22	-26.7%	25	22	-12.0%	\$130,000	\$170,000	+30.8%	7	3	-57.1%	2.8	1.3	-54.7%
Janesville	33	39	+18.2%	31	27	-12.9%	\$180,000	\$226,000	+25.6%	4	4	0.0%	1.3	1.2	-10.8%
Lake Crystal	67	61	-9.0%	55	59	+7.3%	\$170,500	\$195,000	+14.4%	9	6	-33.3%	1.7	1.2	-30.8%
Le Sueur	72	43	-40.3%	66	39	-40.9%	\$205,000	\$201,900	-1.5%	9	6	-33.3%	1.5	1.5	-0.7%
Madison Lake	54	56	+3.7%	48	46	-4.2%	\$337,500	\$406,000	+20.3%	11	7	-36.4%	2.7	1.5	-42.8%
Mankato	625	595	-4.8%	586	538	-8.2%	\$239,900	\$261,750	+9.1%	70	54	-22.9%	1.3	1.1	-16.8%
Mapleton	37	37	0.0%	37	32	-13.5%	\$169,000	\$188,250	+11.4%	2	5	+150.0%	0.6	1.6	+190.5%
New Ulm	219	199	-9.1%	212	197	-7.1%	\$175,150	\$175,000	-0.1%	27	15	-44.4%	1.4	0.9	-37.8%
Nicollet	12	13	+8.3%	13	10	-23.1%	\$218,000	\$232,500	+6.7%	2	1	-50.0%	1.0	0.6	-38.5%
North Mankato	259	256	-1.2%	247	230	-6.9%	\$235,000	\$269,950	+14.9%	16	21	+31.3%	0.7	1.0	+40.3%
Sleepy Eye	54	44	-18.5%	47	52	+10.6%	\$120,000	\$119,000	-0.8%	9	3	-66.7%	2.2	0.6	-71.2%
Springfield	2	8	+300.0%	3	5	+66.7%	\$85,000	\$56,000	-34.1%	0	1	--	0.0	0.7	--
Waseca	55	65	+18.2%	49	55	+12.2%	\$157,000	\$215,000	+36.9%	9	4	-55.6%	2.1	0.7	-65.0%
Waterville	31	24	-22.6%	33	22	-33.3%	\$214,950	\$237,500	+10.5%	3	4	+33.3%	0.8	2.1	+171.6%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Winnebago	15	22	+46.7%	11	19	+72.7%	\$91,850	\$112,500	+22.5%	3	2	-33.3%	2.0	0.9	-55.0%