



Monthly Indicators

January 2019

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

Activity Snapshot

- 24.3% **+ 12.3%** **+ 23.3%**

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.



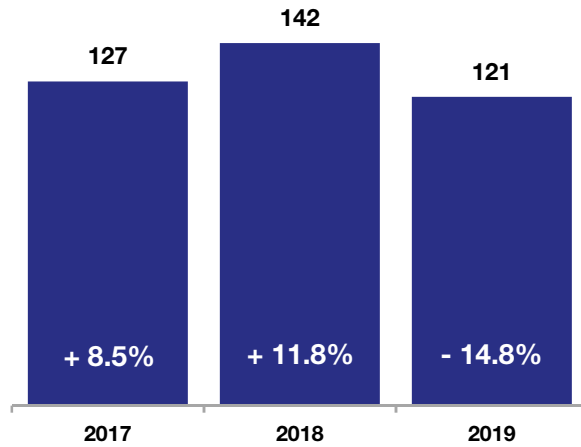
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		142	121	- 14.8%	142	121	- 14.8%
Pending Sales		127	93	- 26.8%	127	93	- 26.8%
Closed Sales		115	87	- 24.3%	115	87	- 24.3%
Days on Market		127	118	- 7.1%	127	118	- 7.1%
Median Sales Price		\$159,000	\$178,600	+ 12.3%	\$159,000	\$178,600	+ 12.3%
Avg. Sales Price		\$177,210	\$197,759	+ 11.6%	\$177,210	\$197,759	+ 11.6%
Pct. of Orig. Price Received		92.9%	92.5%	- 0.4%	92.9%	92.5%	- 0.4%
Affordability Index		222	195	- 12.2%	222	195	- 12.2%
Homes for Sale		404	498	+ 23.3%	--	--	--
Months Supply		2.2	2.9	+ 31.8%	--	--	--

New Listings

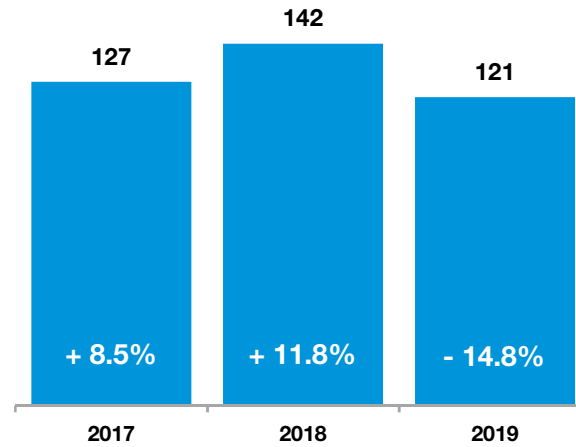
A count of the properties that have been newly listed on the market in a given month.



January

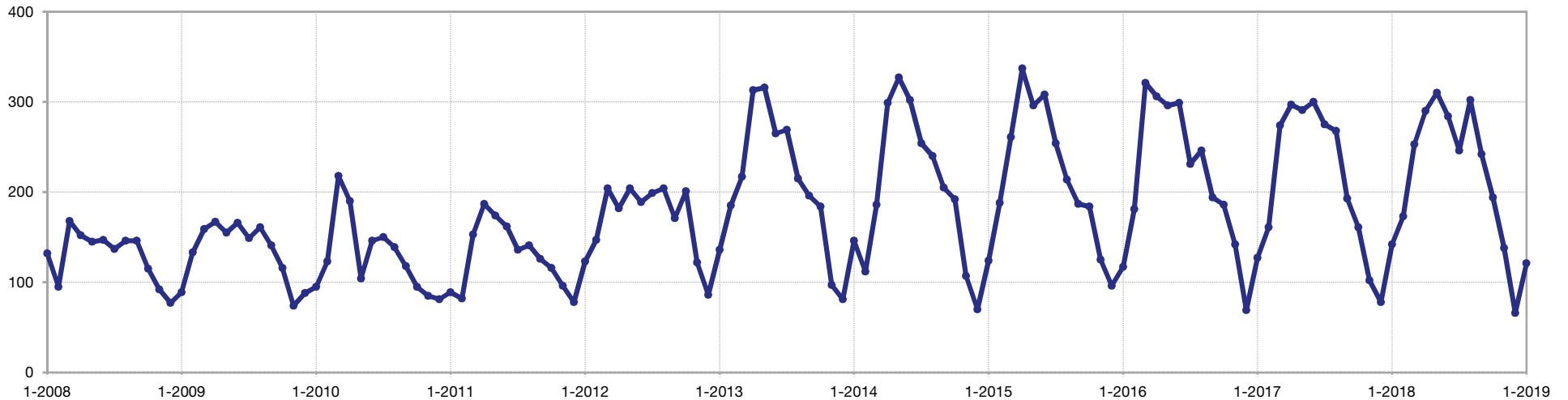


Year to Date



	New Listings	Prior Year	Percent Change
February 2018	173	161	+7.5%
March 2018	253	274	-7.7%
April 2018	290	297	-2.4%
May 2018	310	291	+6.5%
June 2018	284	300	-5.3%
July 2018	246	275	-10.5%
August 2018	302	268	+12.7%
September 2018	242	193	+25.4%
October 2018	194	161	+20.5%
November 2018	138	102	+35.3%
December 2018	66	78	-15.4%
January 2019	121	142	-14.8%
12-Month Avg	218	212	+2.8%

Historical New Listings by Month

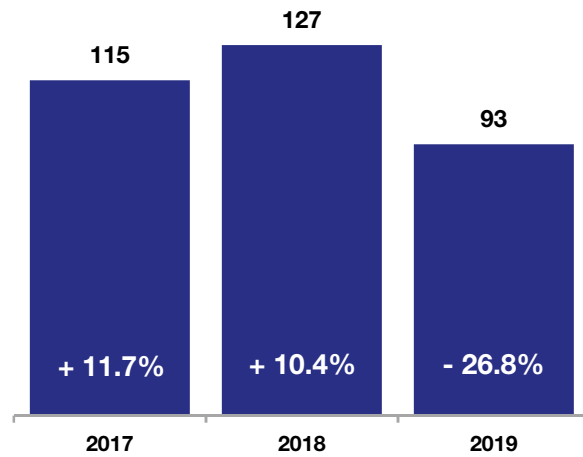


Pending Sales

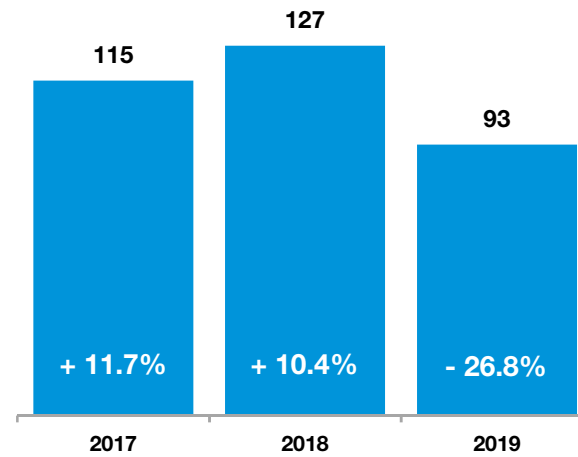
A count of the properties on which offers have been accepted in a given month.



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Year to Date



	Pending Sales	Prior Year	Percent Change
February 2018	147	145	+1.4%
March 2018	206	219	-5.9%
April 2018	215	250	-14.0%
May 2018	241	252	-4.4%
June 2018	242	227	+6.6%
July 2018	191	191	0.0%
August 2018	216	215	+0.5%
September 2018	180	173	+4.0%
October 2018	155	163	-4.9%
November 2018	121	125	-3.2%
December 2018	86	110	-21.8%
January 2019	93	127	-26.8%
12-Month Avg	174	183	-4.9%

Historical Pending Sales by Month

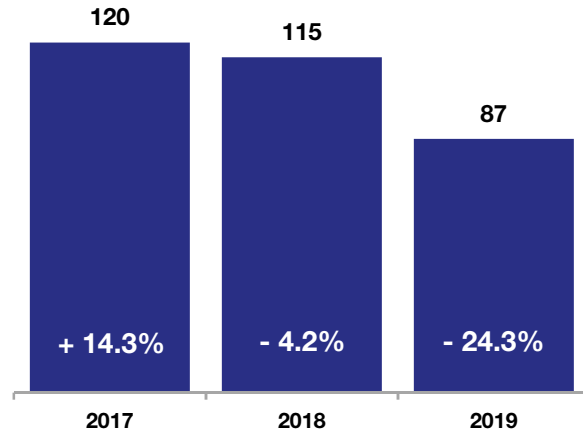


Closed Sales

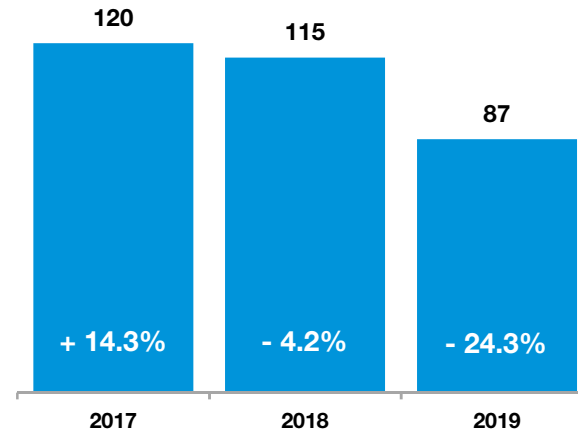
A count of the actual sales that closed in a given month.



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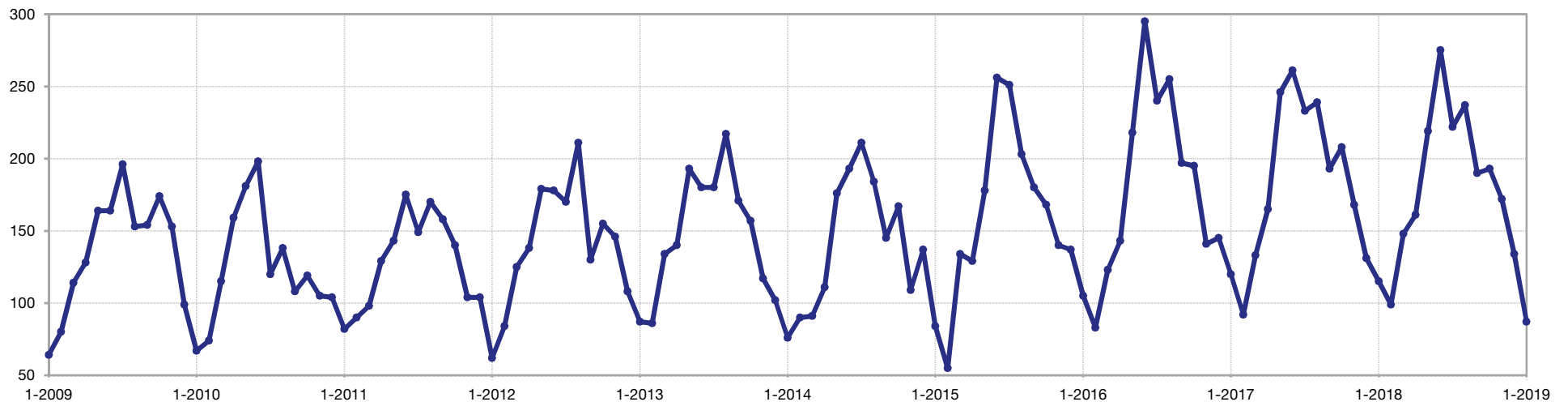


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2018	99	92	+7.6%
March 2018	148	133	+11.3%
April 2018	161	165	-2.4%
May 2018	219	246	-11.0%
June 2018	275	261	+5.4%
July 2018	222	233	-4.7%
August 2018	237	239	-0.8%
September 2018	190	193	-1.6%
October 2018	193	208	-7.2%
November 2018	172	168	+2.4%
December 2018	134	131	+2.3%
January 2019	87	115	-24.3%
12-Month Avg	178	182	-2.2%

Historical Closed Sales by Month

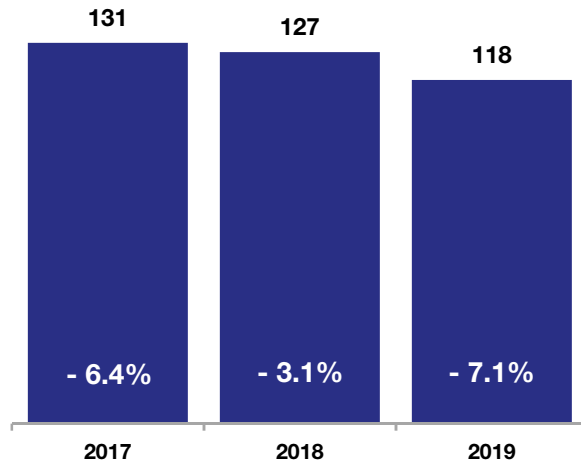


Days on Market Until Sale

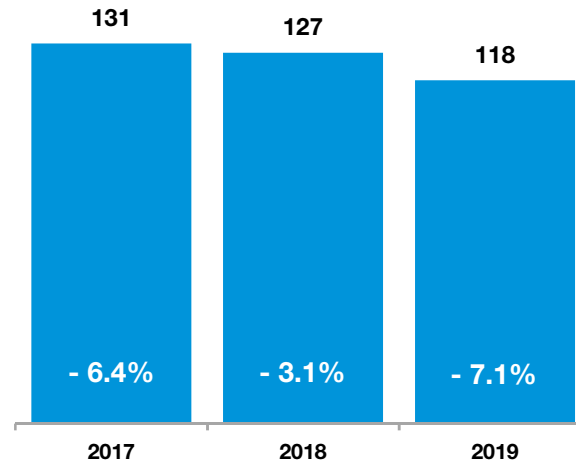
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



Year to Date



Days on Market	Prior Year	Percent Change	
February 2018	128	147	-12.9%
March 2018	119	138	-13.8%
April 2018	103	147	-29.9%
May 2018	103	105	-1.9%
June 2018	92	101	-8.9%
July 2018	88	102	-13.7%
August 2018	87	95	-8.4%
September 2018	92	95	-3.2%
October 2018	92	103	-10.7%
November 2018	91	103	-11.7%
December 2018	110	113	-2.7%
January 2019	118	127	-7.1%
12-Month Avg	102	115	-11.3%

Historical Days on Market Until Sale by Month

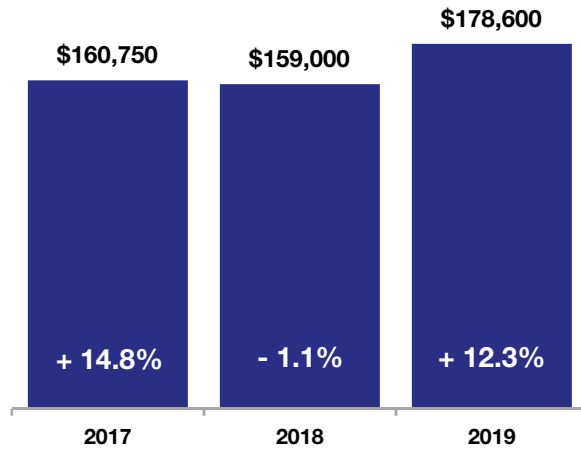


Median Sales Price

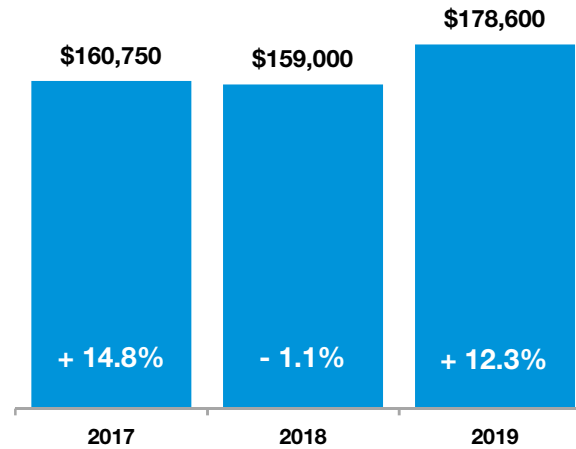
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2018	\$155,000	\$146,500	+5.8%
March 2018	\$174,950	\$154,950	+12.9%
April 2018	\$175,000	\$155,500	+12.5%
May 2018	\$177,500	\$159,950	+11.0%
June 2018	\$175,000	\$162,000	+8.0%
July 2018	\$179,950	\$175,000	+2.8%
August 2018	\$180,000	\$164,000	+9.8%
September 2018	\$179,500	\$172,000	+4.4%
October 2018	\$161,800	\$165,000	-1.9%
November 2018	\$169,000	\$163,700	+3.2%
December 2018	\$160,250	\$164,000	-2.3%
January 2019	\$178,600	\$159,000	+12.3%
12-Month Avg	\$172,213	\$161,800	+6.4%

Historical Median Sales Price by Month

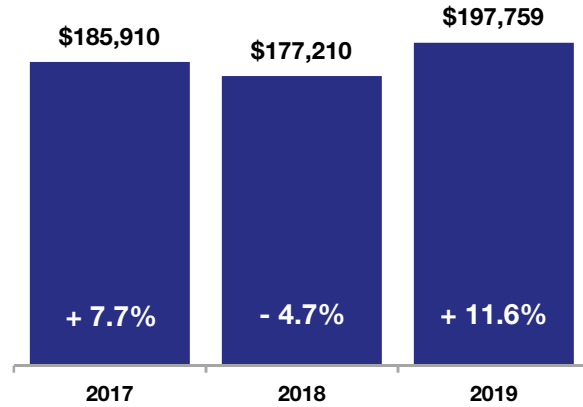


Average Sales Price

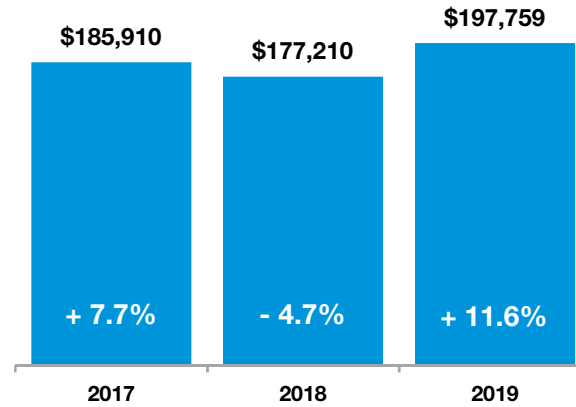
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2018	\$190,550	\$168,988	+12.8%
March 2018	\$184,821	\$169,045	+9.3%
April 2018	\$205,227	\$175,673	+16.8%
May 2018	\$201,144	\$176,405	+14.0%
June 2018	\$207,253	\$179,181	+15.7%
July 2018	\$199,106	\$190,936	+4.3%
August 2018	\$199,689	\$186,775	+6.9%
September 2018	\$197,400	\$189,146	+4.4%
October 2018	\$188,761	\$181,857	+3.8%
November 2018	\$189,766	\$187,581	+1.2%
December 2018	\$199,765	\$177,131	+12.8%
January 2019	\$197,759	\$177,210	+11.6%
12-Month Avg	\$196,770	\$179,994	+9.3%

Historical Average Sales Price by Month

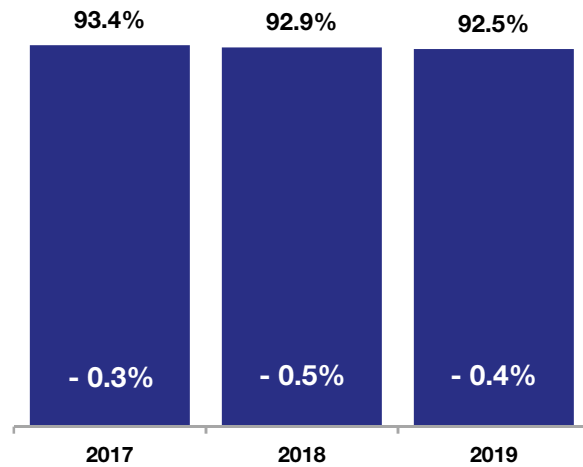


Percent of Original List Price Received

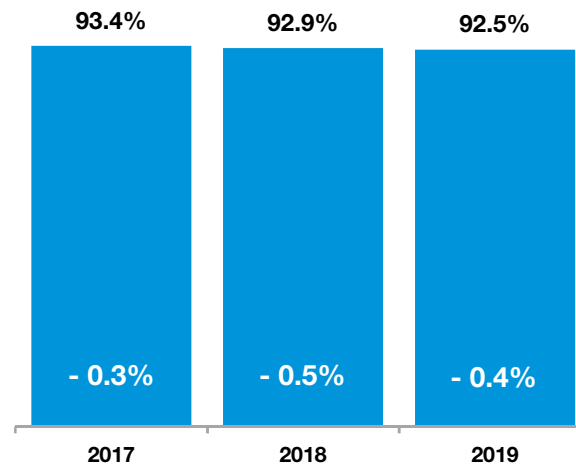
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2018	95.1%	91.8%	+3.6%
March 2018	95.8%	93.9%	+2.0%
April 2018	95.3%	94.4%	+1.0%
May 2018	97.9%	97.1%	+0.8%
June 2018	96.9%	96.0%	+0.9%
July 2018	96.1%	96.7%	-0.6%
August 2018	96.7%	96.3%	+0.4%
September 2018	95.3%	96.8%	-1.5%
October 2018	95.5%	94.8%	+0.7%
November 2018	93.8%	94.9%	-1.2%
December 2018	93.9%	93.1%	+0.9%
January 2019	92.5%	92.9%	-0.4%
12-Month Avg	95.4%	94.9%	+0.5%

Historical Percent of Original List Price Received by Month

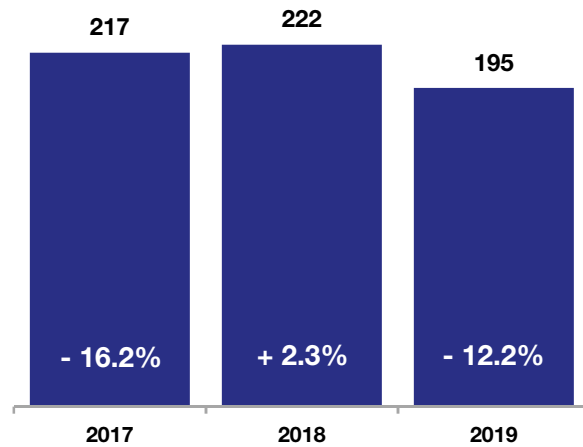


Housing Affordability Index

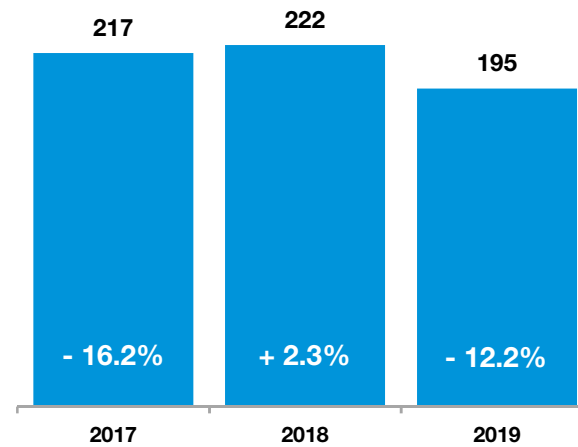
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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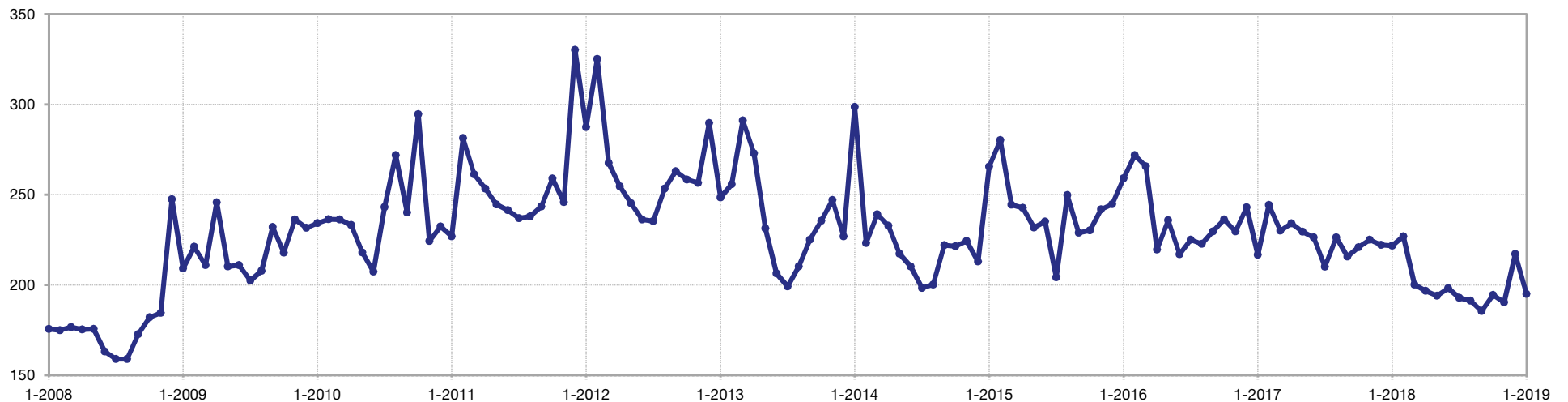


Year to Date



	Affordability Index	Prior Year	Percent Change
February 2018	227	244	-7.0%
March 2018	200	230	-13.0%
April 2018	197	234	-15.8%
May 2018	194	230	-15.7%
June 2018	198	226	-12.4%
July 2018	193	210	-8.1%
August 2018	191	226	-15.5%
September 2018	186	216	-13.9%
October 2018	194	221	-12.2%
November 2018	190	225	-15.6%
December 2018	217	222	-2.3%
January 2019	195	222	-12.2%
12-Month Avg	199	226	-11.9%

Historical Housing Affordability Index by Month

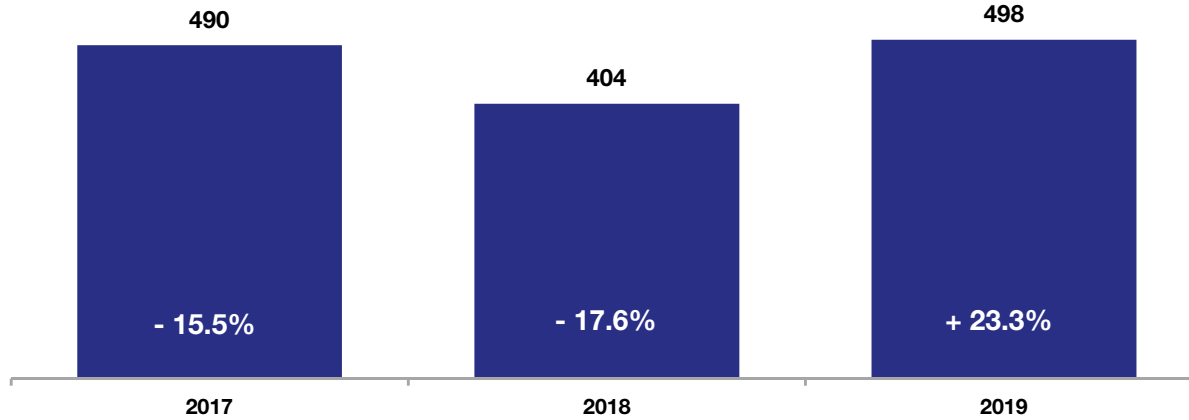


Inventory of Homes for Sale

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

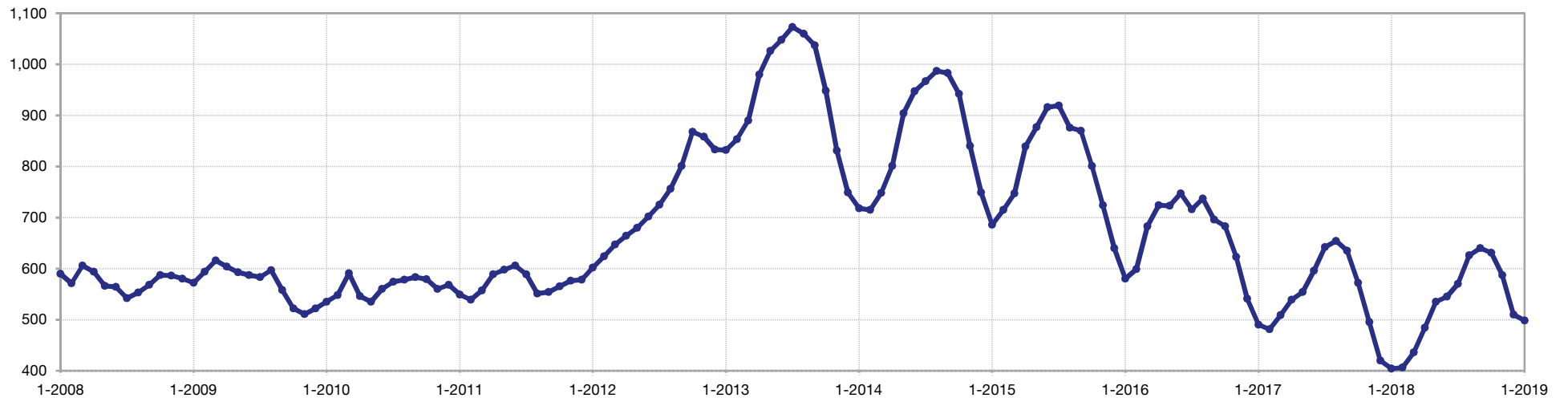


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Homes for Sale		Prior Year	Percent Change
February 2018	406	481	-15.6%
March 2018	436	509	-14.3%
April 2018	484	539	-10.2%
May 2018	535	554	-3.4%
June 2018	545	596	-8.6%
July 2018	570	642	-11.2%
August 2018	626	654	-4.3%
September 2018	640	635	+0.8%
October 2018	631	572	+10.3%
November 2018	587	495	+18.6%
December 2018	510	420	+21.4%
January 2019	498	404	+23.3%
12-Month Avg	539	542	-0.6%

Historical Inventory of Homes for Sale by Month

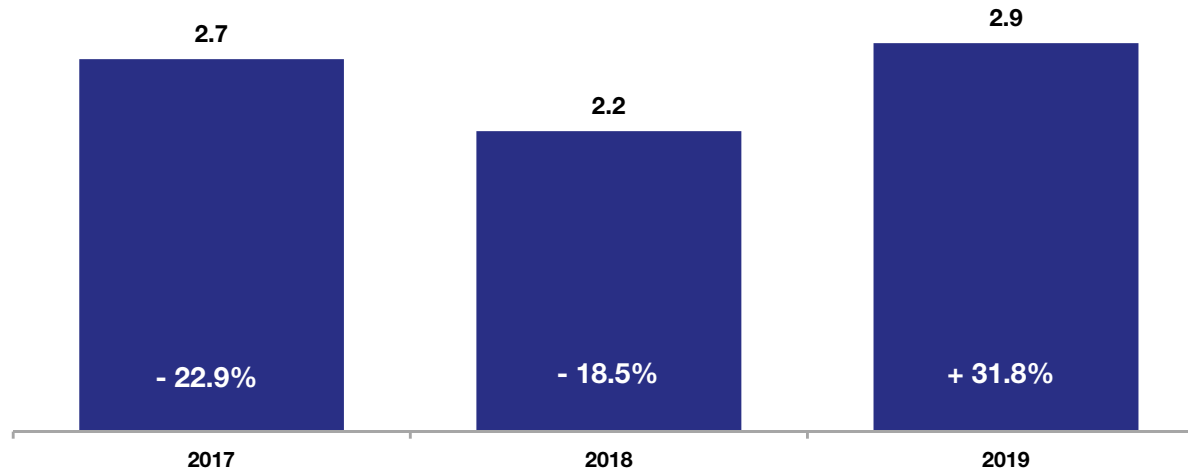


Months Supply of Inventory

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.

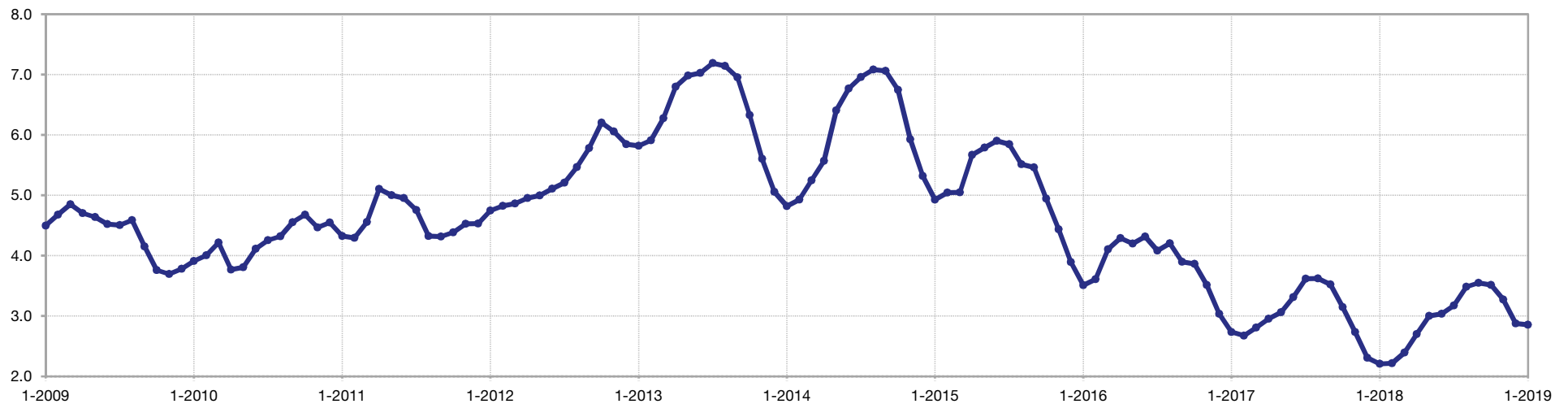


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Months Supply		Prior Year	Percent Change
February 2018	2.2	2.7	-18.5%
March 2018	2.4	2.8	-14.3%
April 2018	2.7	3.0	-10.0%
May 2018	3.0	3.1	-3.2%
June 2018	3.0	3.3	-9.1%
July 2018	3.2	3.6	-11.1%
August 2018	3.5	3.6	-2.8%
September 2018	3.6	3.5	+2.9%
October 2018	3.5	3.1	+12.9%
November 2018	3.3	2.7	+22.2%
December 2018	2.9	2.3	+26.1%
January 2019	2.9	2.2	+31.8%
12-Month Avg	3.0	3.0	0.0%

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 2018	YTD 2019	+ / -	YTD 2018	YTD 2019	+ / -	YTD 2018	YTD 2019	+ / -	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -
Blue Earth	2	6	+200.0%	2	4	+100.0%	\$81,850	\$153,000	+86.9%	26	28	+7.7%	5.9	7.8	+32.7%
Eagle Lake	2	1	-50.0%	5	0	-100.0%	\$255,000	\$0	-100.0%	5	2	-60.0%	1.4	0.5	-61.6%
Elysian	1	1	0.0%	0	1	--	\$0	\$625,000	--	3	4	+33.3%	1.3	2.4	+86.7%
Fairmont	0	0	--	0	0	--	\$0	\$0	--	1	3	+200.0%	0.5	2.5	+400.0%
Janesville	2	2	0.0%	3	0	-100.0%	\$140,000	\$0	-100.0%	5	10	+100.0%	1.1	2.5	+127.3%
Lake Crystal	4	1	-75.0%	4	2	-50.0%	\$126,000	\$101,000	-19.8%	20	8	-60.0%	5.0	1.3	-73.7%
Le Sueur	3	4	+33.3%	2	5	+150.0%	\$168,775	\$159,650	-5.4%	11	8	-27.3%	1.8	1.4	-23.1%
Madison Lake	4	1	-75.0%	2	4	+100.0%	\$297,500	\$259,000	-12.9%	16	12	-25.0%	3.7	2.4	-36.1%
Mankato	44	23	-47.7%	31	22	-29.0%	\$172,000	\$214,200	+24.5%	98	109	+11.2%	1.9	2.4	+25.3%
Mapleton	7	1	-85.7%	3	0	-100.0%	\$135,000	\$0	-100.0%	13	14	+7.7%	5.0	5.4	+7.0%
New Ulm	15	11	-26.7%	15	6	-60.0%	\$152,000	\$177,950	+17.1%	49	40	-18.4%	2.4	2.1	-9.6%
Nicollet	5	3	-40.0%	1	1	0.0%	\$198,900	\$178,600	-10.2%	5	6	+20.0%	3.8	3.8	0.0%
North Mankato	13	22	+69.2%	9	8	-11.1%	\$279,500	\$262,450	-6.1%	25	45	+80.0%	1.4	2.5	+72.5%
Sleepy Eye	1	3	+200.0%	3	4	+33.3%	\$123,000	\$91,250	-25.8%	10	9	-10.0%	2.6	2.2	-15.7%
Springfield	0	1	--	0	0	--	\$0	\$0	--	1	3	+200.0%	0.5	0.0	-100.0%
Waseca	3	3	0.0%	0	3	--	\$0	\$86,000	--	7	13	+85.7%	1.9	3.5	+80.1%
Waterville	2	2	0.0%	1	1	0.0%	\$125,000	\$275,000	+120.0%	1	10	+900.0%	0.4	3.8	+875.0%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Winnebago	1	0	-100.0%	1	1	0.0%	\$94,900	\$15,000	-84.2%	5	9	+80.0%	2.6	6.2	+137.9%