



Monthly Indicators

December 2020

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

Activity Snapshot

+ 11.9% **+ 11.2%** **- 55.8%**

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

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

Activity Overview

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



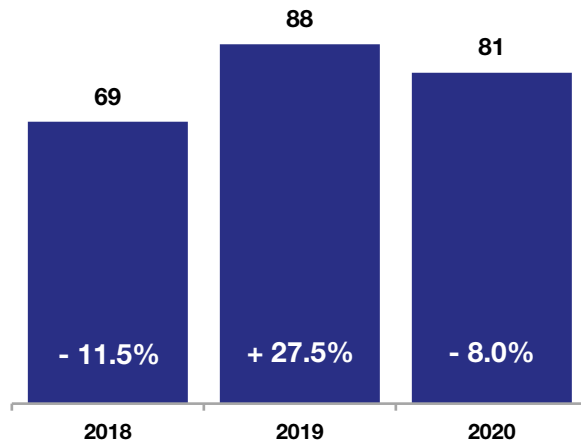
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		88	81	- 8.0%	2,597	2,367	- 8.9%
Pending Sales		97	113	+ 16.5%	2,078	2,342	+ 12.7%
Closed Sales		143	160	+ 11.9%	2,076	2,318	+ 11.7%
Days on Market		101	98	- 3.0%	103	104	+ 1.0%
Median Sales Price		\$170,000	\$189,000	+ 11.2%	\$182,950	\$199,000	+ 8.8%
Avg. Sales Price		\$197,173	\$206,719	+ 4.8%	\$205,179	\$219,804	+ 7.1%
Pct. of Orig. Price Received		94.0%	94.8%	+ 0.9%	95.3%	96.2%	+ 0.9%
Affordability Index		220	218	- 0.9%	204	207	+ 1.5%
Homes for Sale		556	246	- 55.8%	--	--	--
Months Supply		3.2	1.3	- 59.4%	--	--	--

New Listings

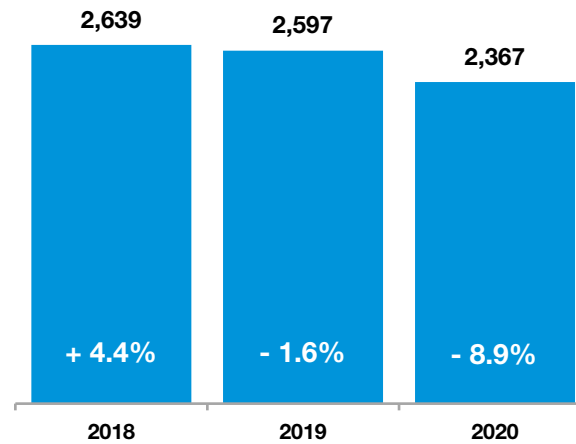
A count of the properties that have been newly listed on the market in a given month.



December

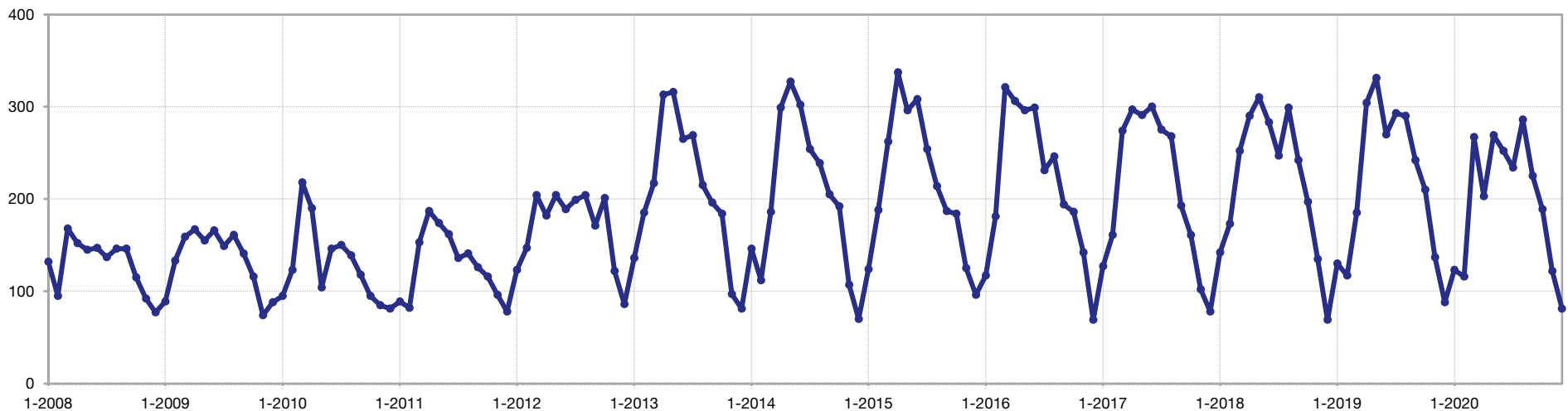


Year to Date



	New Listings	Prior Year	Percent Change
January 2020	123	130	-5.4%
February 2020	116	117	-0.9%
March 2020	267	185	+44.3%
April 2020	203	304	-33.2%
May 2020	269	331	-18.7%
June 2020	252	270	-6.7%
July 2020	234	293	-20.1%
August 2020	286	290	-1.4%
September 2020	225	242	-7.0%
October 2020	189	210	-10.0%
November 2020	122	137	-10.9%
December 2020	81	88	-8.0%
12-Month Avg	197	216	-8.8%

Historical New Listings by Month

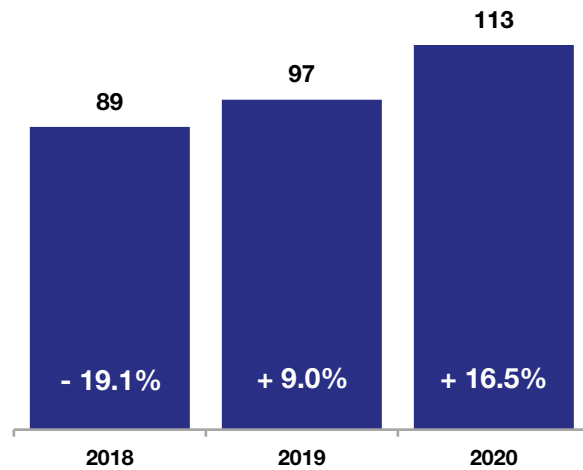


Pending Sales

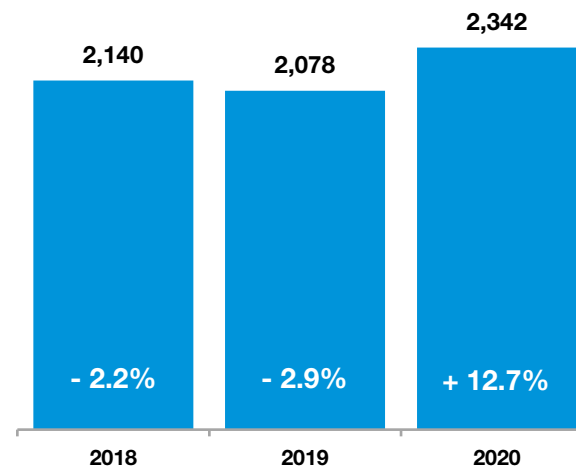
A count of the properties on which offers have been accepted in a given month.



December

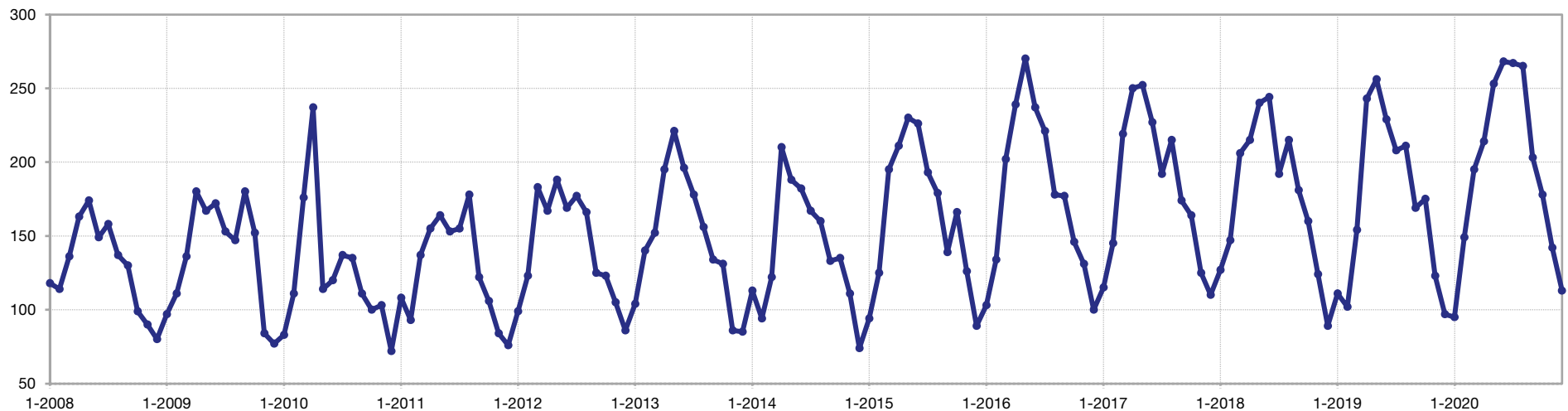


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2020	95	111	-14.4%
February 2020	149	102	+46.1%
March 2020	195	154	+26.6%
April 2020	214	243	-11.9%
May 2020	253	256	-1.2%
June 2020	268	229	+17.0%
July 2020	267	208	+28.4%
August 2020	265	211	+25.6%
September 2020	203	169	+20.1%
October 2020	178	175	+1.7%
November 2020	142	123	+15.4%
December 2020	113	97	+16.5%
12-Month Avg	195	173	+12.7%

Historical Pending Sales by Month

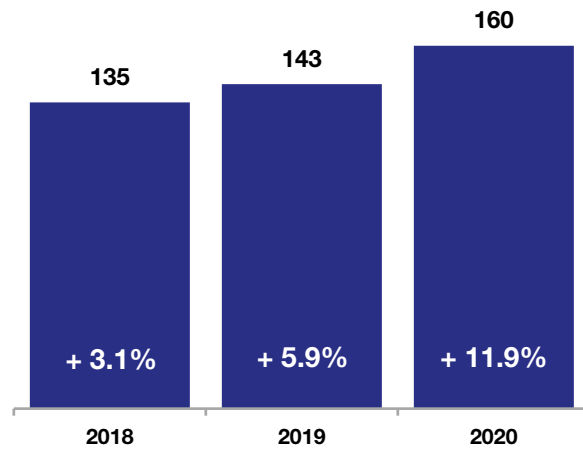


Closed Sales

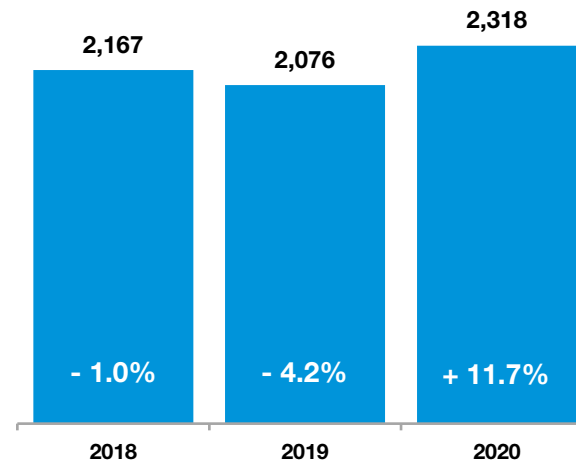
A count of the actual sales that closed in a given month.



December

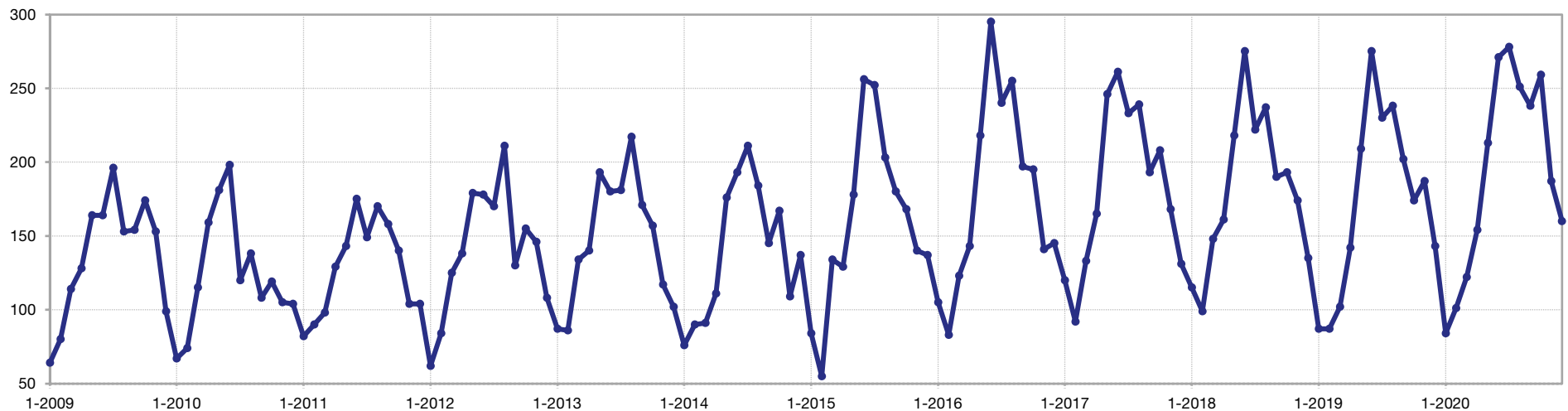


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2020	84	87	-3.4%
February 2020	101	87	+16.1%
March 2020	122	102	+19.6%
April 2020	154	142	+8.5%
May 2020	213	209	+1.9%
June 2020	271	275	-1.5%
July 2020	278	230	+20.9%
August 2020	251	238	+5.5%
September 2020	238	202	+17.8%
October 2020	259	174	+48.9%
November 2020	187	187	0.0%
December 2020	160	143	+11.9%
12-Month Avg	193	173	+11.6%

Historical Closed Sales by Month

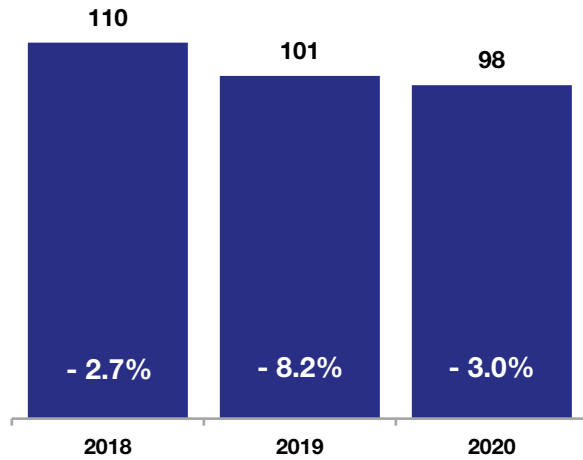


Days on Market Until Sale

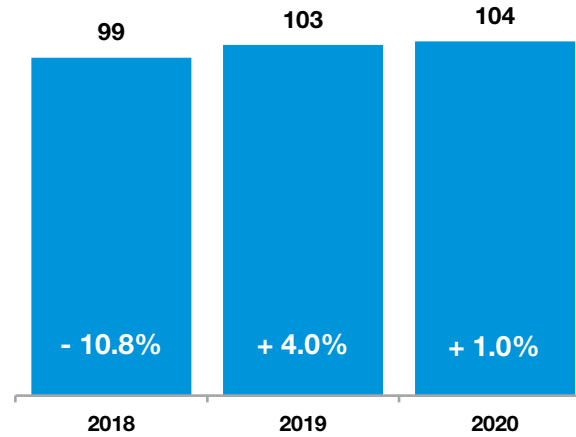
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

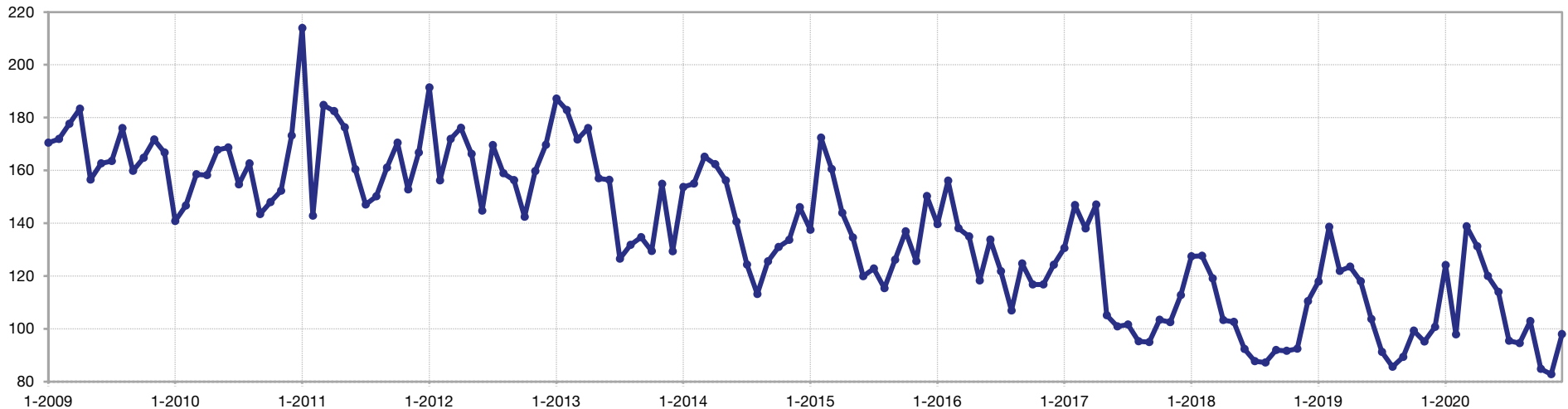


Year to Date



Days on Market	Prior Year	Percent Change
January 2020	118	+5.1%
February 2020	139	-29.5%
March 2020	122	+13.9%
April 2020	123	+6.5%
May 2020	118	+1.7%
June 2020	104	+9.6%
July 2020	91	+4.4%
August 2020	86	+9.3%
September 2020	89	+15.7%
October 2020	99	-14.1%
November 2020	95	-12.6%
December 2020	101	-3.0%
12-Month Avg	107	0.0%

Historical Days on Market Until Sale by Month

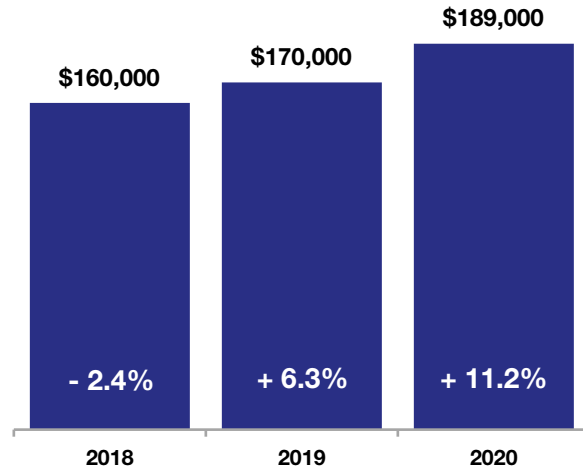


Median Sales Price

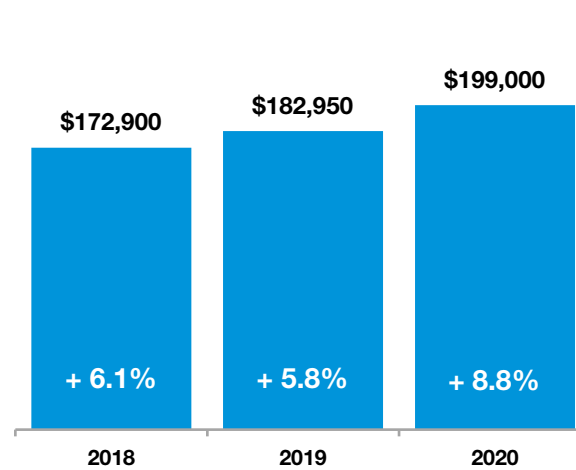
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

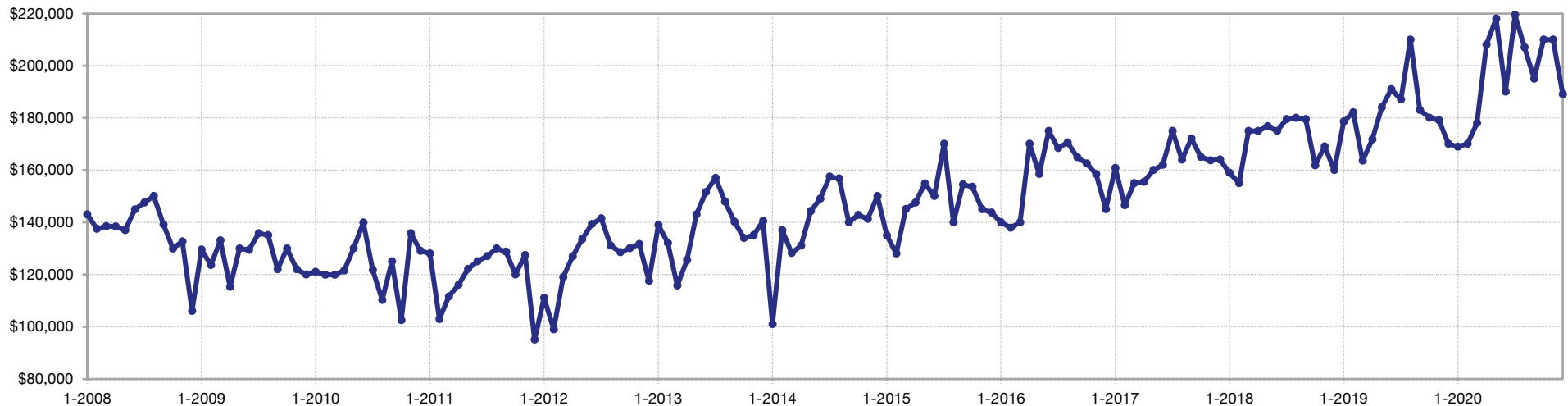


Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2020	\$168,900	\$178,600	-5.4%
February 2020	\$170,000	\$182,100	-6.6%
March 2020	\$177,950	\$163,650	+8.7%
April 2020	\$208,000	\$171,750	+21.1%
May 2020	\$218,000	\$184,000	+18.5%
June 2020	\$190,000	\$191,000	-0.5%
July 2020	\$219,450	\$187,000	+17.4%
August 2020	\$207,000	\$209,950	-1.4%
September 2020	\$195,000	\$183,004	+6.6%
October 2020	\$210,000	\$180,000	+16.7%
November 2020	\$210,000	\$179,090	+17.3%
December 2020	\$189,000	\$170,000	+11.2%
12-Month Avg	\$196,942	\$181,679	+8.4%

Historical Median Sales Price by Month

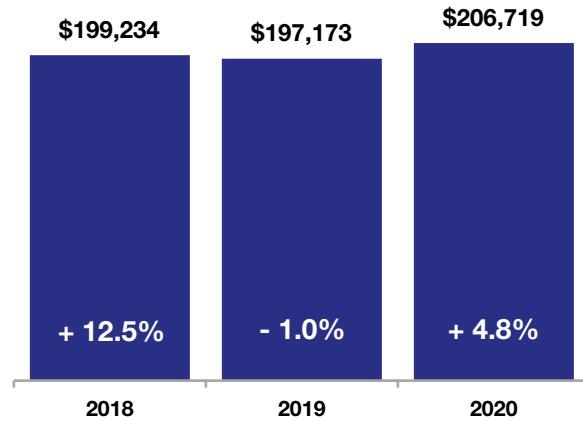


Average Sales Price

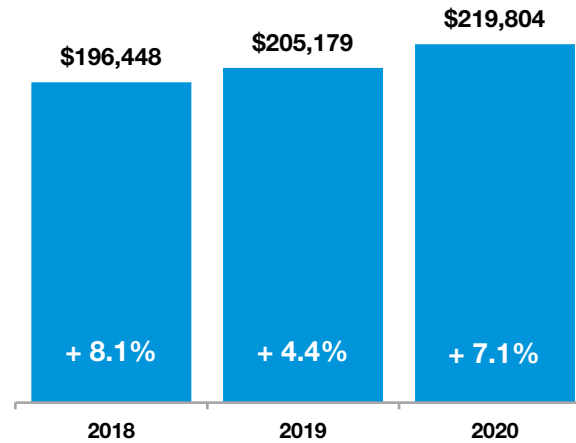
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2020	\$167,542	\$197,759	-15.3%
February 2020	\$189,620	\$202,858	-6.5%
March 2020	\$188,969	\$175,339	+7.8%
April 2020	\$218,071	\$203,765	+7.0%
May 2020	\$232,562	\$214,373	+8.5%
June 2020	\$208,244	\$220,887	-5.7%
July 2020	\$244,467	\$204,173	+19.7%
August 2020	\$224,363	\$213,127	+5.3%
September 2020	\$215,213	\$193,168	+11.4%
October 2020	\$235,022	\$202,218	+16.2%
November 2020	\$236,547	\$206,663	+14.5%
December 2020	\$206,719	\$197,173	+4.8%
12-Month Avg	\$213,945	\$202,625	+5.6%

Historical Average Sales Price by Month

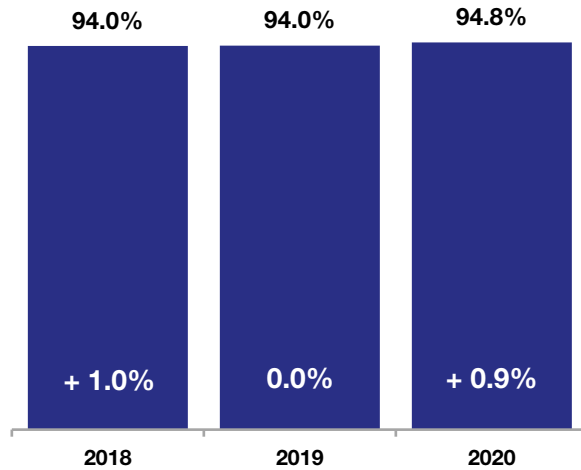


Percent of Original List Price Received

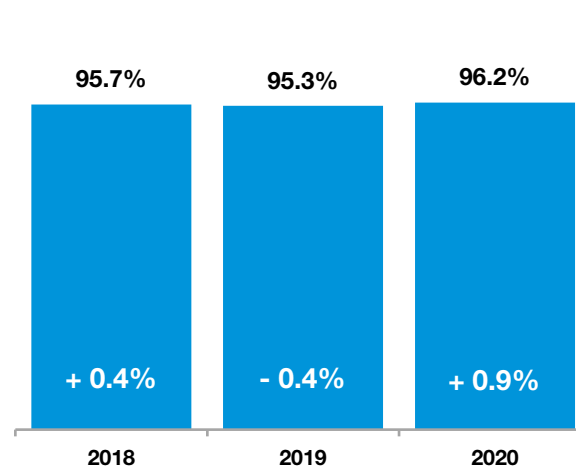
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2020	93.6%	92.5%	+1.2%
February 2020	94.6%	93.5%	+1.2%
March 2020	94.0%	94.7%	-0.7%
April 2020	95.1%	94.2%	+1.0%
May 2020	96.3%	95.5%	+0.8%
June 2020	96.9%	96.9%	0.0%
July 2020	97.0%	96.0%	+1.0%
August 2020	97.5%	95.9%	+1.7%
September 2020	96.8%	95.2%	+1.7%
October 2020	96.8%	96.0%	+0.8%
November 2020	96.9%	94.5%	+2.5%
December 2020	94.8%	94.0%	+0.9%
12-Month Avg	95.8%	94.9%	+0.9%

Historical Percent of Original List Price Received by Month

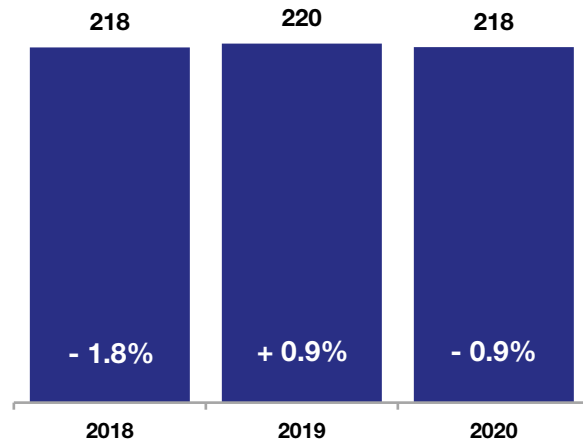


Housing Affordability Index

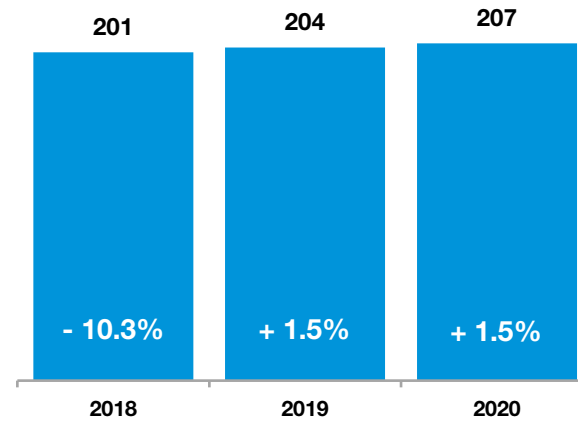
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

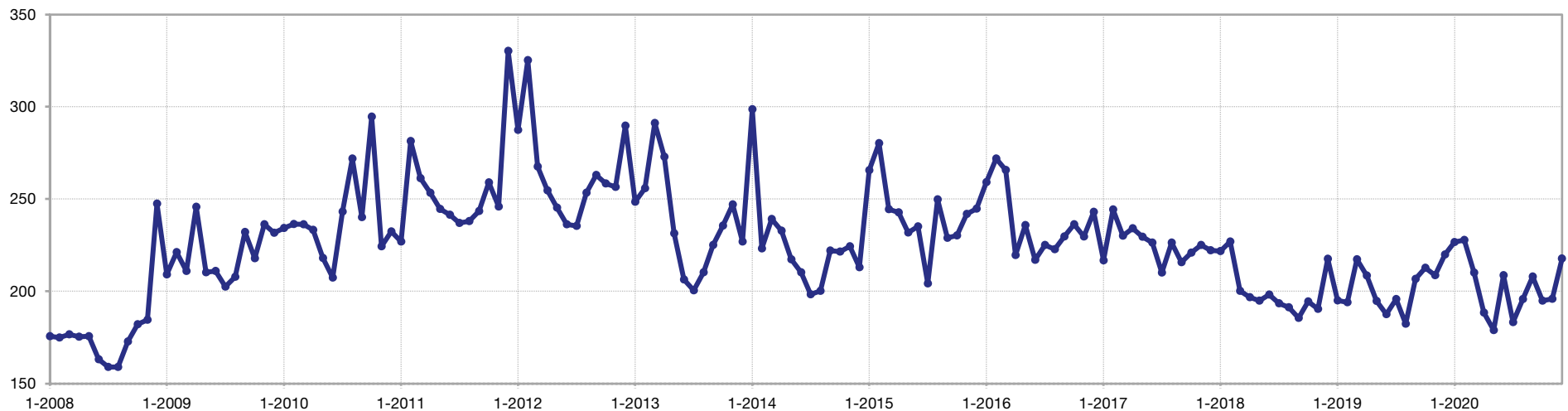


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2020	227	195	+16.4%
February 2020	228	194	+17.5%
March 2020	210	217	-3.2%
April 2020	188	209	-10.0%
May 2020	179	195	-8.2%
June 2020	209	188	+11.2%
July 2020	183	196	-6.6%
August 2020	196	182	+7.7%
September 2020	208	207	+0.5%
October 2020	195	213	-8.5%
November 2020	196	209	-6.2%
December 2020	218	220	-0.9%
12-Month Avg	203	202	+0.5%

Historical Housing Affordability Index by Month

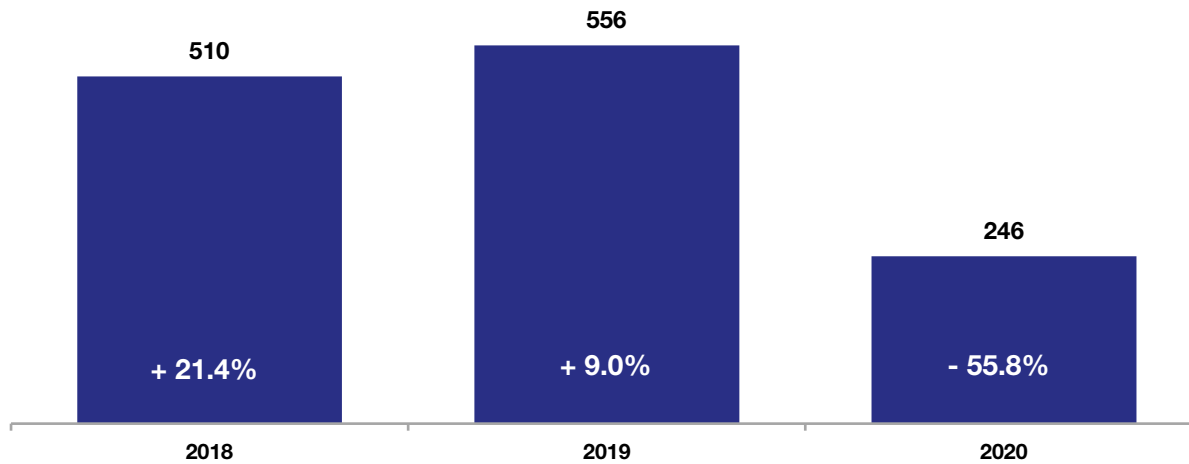


Inventory of Homes for Sale

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

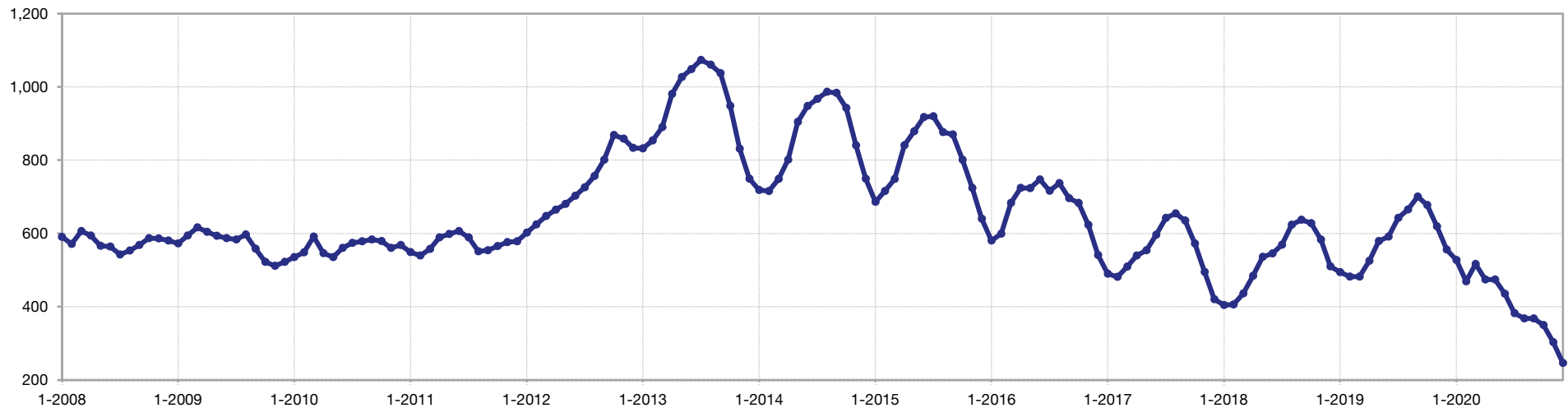


December



	Homes for Sale	Prior Year	Percent Change
January 2020	527	494	+6.7%
February 2020	469	482	-2.7%
March 2020	516	482	+7.1%
April 2020	474	525	-9.7%
May 2020	474	579	-18.1%
June 2020	435	591	-26.4%
July 2020	382	642	-40.5%
August 2020	368	665	-44.7%
September 2020	368	700	-47.4%
October 2020	350	677	-48.3%
November 2020	303	619	-51.1%
December 2020	246	556	-55.8%
12-Month Avg	409	584	-30.0%

Historical Inventory of Homes for Sale by Month

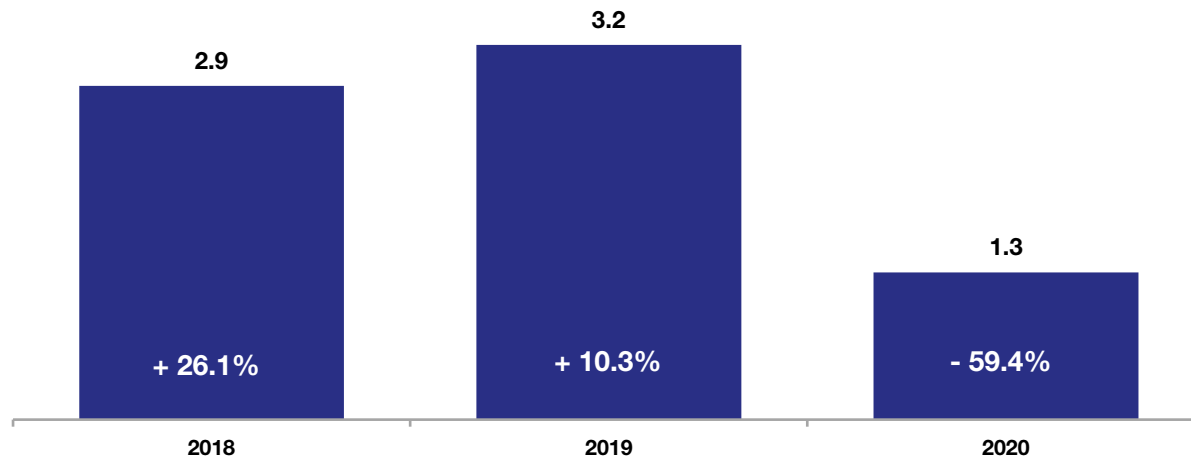


Months Supply of Inventory

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.

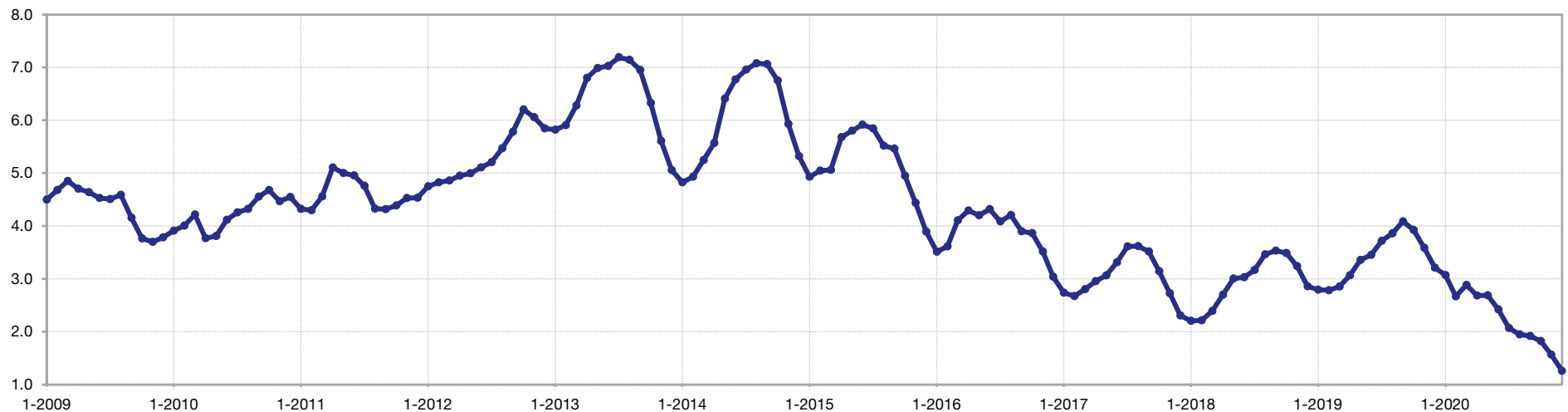


December



Months Supply		Prior Year	Percent Change
January 2020	3.1	2.8	+10.7%
February 2020	2.7	2.8	-3.6%
March 2020	2.9	2.9	0.0%
April 2020	2.7	3.1	-12.9%
May 2020	2.7	3.4	-20.6%
June 2020	2.4	3.4	-29.4%
July 2020	2.1	3.7	-43.2%
August 2020	1.9	3.9	-51.3%
September 2020	1.9	4.1	-53.7%
October 2020	1.8	3.9	-53.8%
November 2020	1.6	3.6	-55.6%
December 2020	1.3	3.2	-59.4%
12-Month Avg	2.2	3.4	-35.3%

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 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -
Blue Earth	77	65	-15.6%	60	68	+13.3%	\$103,750	\$111,000	+7.0%	27	19	-29.6%	5.7	3.3	-42.5%
Eagle Lake	49	29	-40.8%	41	32	-22.0%	\$249,000	\$258,950	+4.0%	7	1	-85.7%	1.9	0.4	-78.7%
Elysian	25	26	+4.0%	17	28	+64.7%	\$234,000	\$308,750	+31.9%	5	1	-80.0%	2.6	0.4	-85.2%
Fairmont	19	32	+68.4%	14	26	+85.7%	\$146,200	\$131,000	-10.4%	5	7	+40.0%	3.0	2.9	-4.9%
Janesville	60	35	-41.7%	50	33	-34.0%	\$171,700	\$177,500	+3.4%	11	3	-72.7%	2.4	0.9	-60.3%
Lake Crystal	55	70	+27.3%	54	58	+7.4%	\$165,450	\$171,250	+3.5%	5	9	+80.0%	1.1	1.8	+70.2%
Le Sueur	76	74	-2.6%	52	72	+38.5%	\$161,500	\$210,500	+30.3%	20	4	-80.0%	4.6	0.7	-85.6%
Madison Lake	72	55	-23.6%	53	50	-5.7%	\$236,700	\$337,500	+42.6%	17	10	-41.2%	3.8	2.3	-39.2%
Mankato	672	644	-4.2%	563	620	+10.1%	\$228,000	\$236,200	+3.6%	110	63	-42.7%	2.3	1.2	-47.4%
Mapleton	48	41	-14.6%	32	43	+34.4%	\$116,700	\$169,000	+44.8%	15	5	-66.7%	4.9	1.4	-70.6%
New Ulm	231	222	-3.9%	203	223	+9.9%	\$153,000	\$175,000	+14.4%	51	20	-60.8%	3.1	1.0	-66.3%
Nicollet	20	12	-40.0%	15	15	0.0%	\$170,000	\$218,000	+28.2%	1	1	0.0%	0.5	0.6	+24.0%
North Mankato	267	268	+0.4%	211	261	+23.7%	\$232,000	\$235,000	+1.3%	51	11	-78.4%	2.9	0.5	-82.7%
Sleepy Eye	59	59	0.0%	47	48	+2.1%	\$103,000	\$119,325	+15.8%	14	7	-50.0%	3.7	1.5	-59.8%
Springfield	5	3	-40.0%	3	3	0.0%	\$28,000	\$85,000	+203.6%	3	1	-66.7%	2.0	1.0	-50.0%
Waseca	51	56	+9.8%	50	52	+4.0%	\$154,500	\$156,000	+1.0%	3	4	+33.3%	0.7	0.9	+28.5%
Waterville	34	31	-8.8%	24	34	+41.7%	\$185,250	\$212,475	+14.7%	9	2	-77.8%	3.3	0.6	-83.0%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Winnebago	25	16	-36.0%	22	13	-40.9%	\$74,700	\$91,850	+23.0%	5	4	-20.0%	2.0	2.7	+36.3%