



Monthly Indicators

February 2022

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

Activity Snapshot

- 12.5% **+ 8.8%** **- 15.5%**

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.



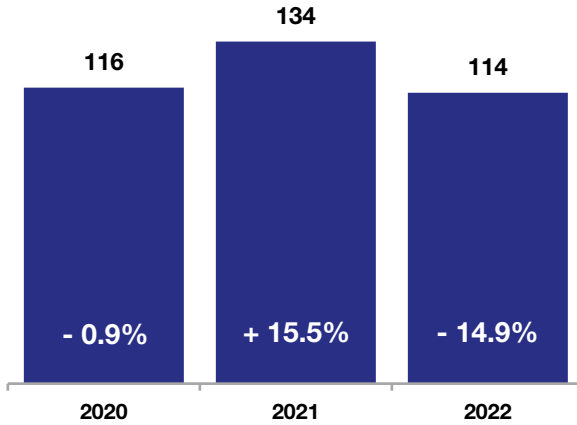
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		134	114	- 14.9%	237	215	- 9.3%
Pending Sales		122	120	- 1.6%	250	229	- 8.4%
Closed Sales		104	91	- 12.5%	213	210	- 1.4%
Days on Market		104	91	- 12.5%	99	88	- 11.1%
Median Sales Price		\$190,250	\$207,000	+ 8.8%	\$190,000	\$210,000	+ 10.5%
Avg. Sales Price		\$213,653	\$226,096	+ 5.8%	\$207,695	\$241,040	+ 16.1%
Pct. of Orig. Price Received		95.2%	97.6%	+ 2.5%	95.3%	97.3%	+ 2.1%
Affordability Index		204	178	- 12.7%	204	176	- 13.7%
Homes for Sale		181	153	- 15.5%	--	--	--
Months Supply		0.9	0.8	- 11.1%	--	--	--

New Listings

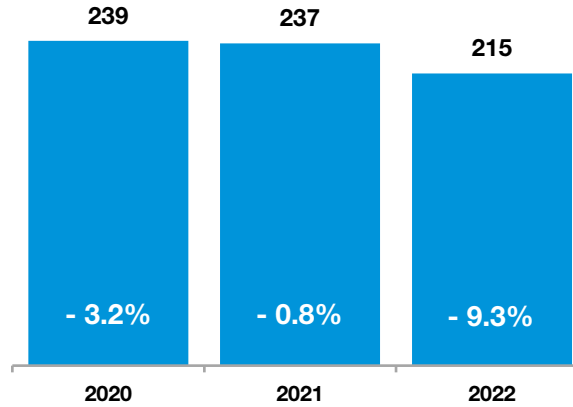
A count of the properties that have been newly listed on the market in a given month.



February

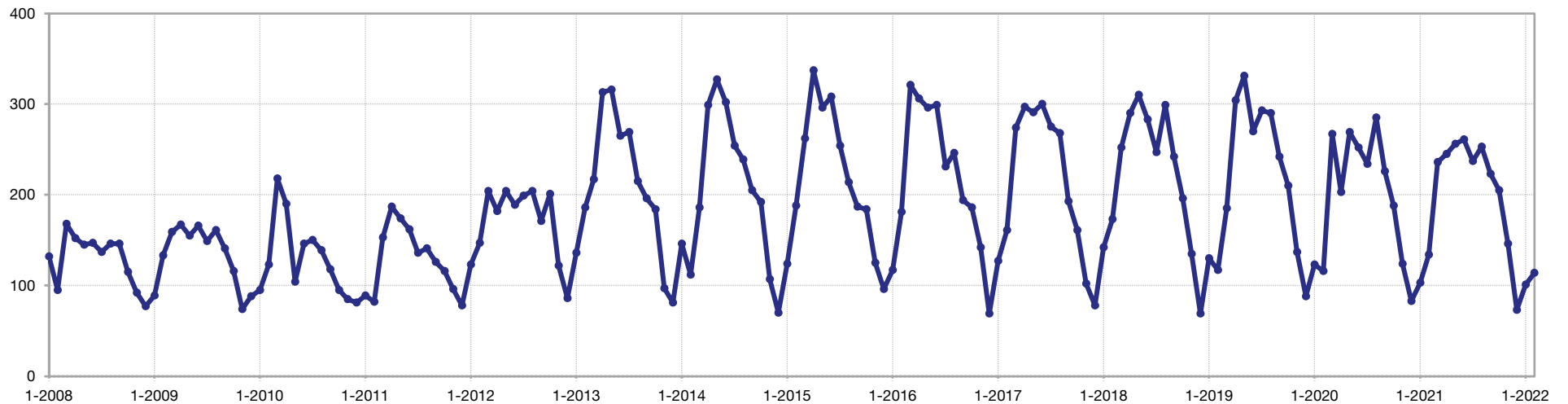


Year to Date



	New Listings	Prior Year	Percent Change
March 2021	236	267	-11.6%
April 2021	245	203	+20.7%
May 2021	256	269	-4.8%
June 2021	261	252	+3.6%
July 2021	237	234	+1.3%
August 2021	253	285	-11.2%
September 2021	223	226	-1.3%
October 2021	205	188	+9.0%
November 2021	146	124	+17.7%
December 2021	73	83	-12.0%
January 2022	101	103	-1.9%
February 2022	114	134	-14.9%
12-Month Avg	196	197	-0.5%

Historical New Listings by Month

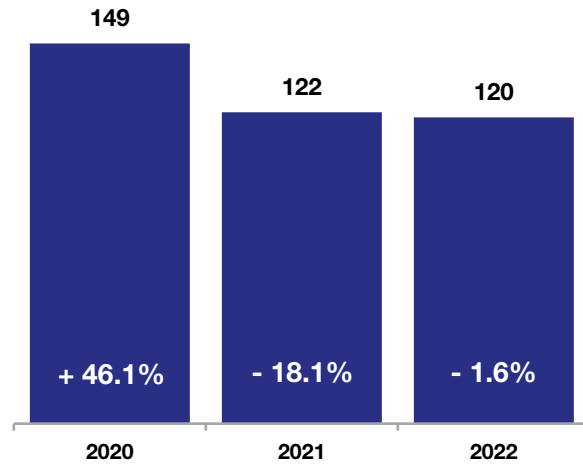


Pending Sales

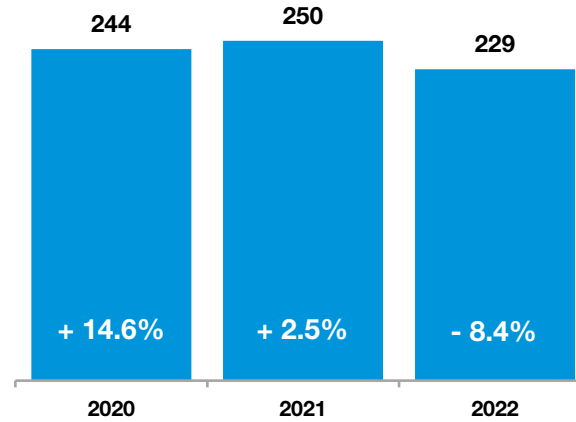
A count of the properties on which offers have been accepted in a given month.



February

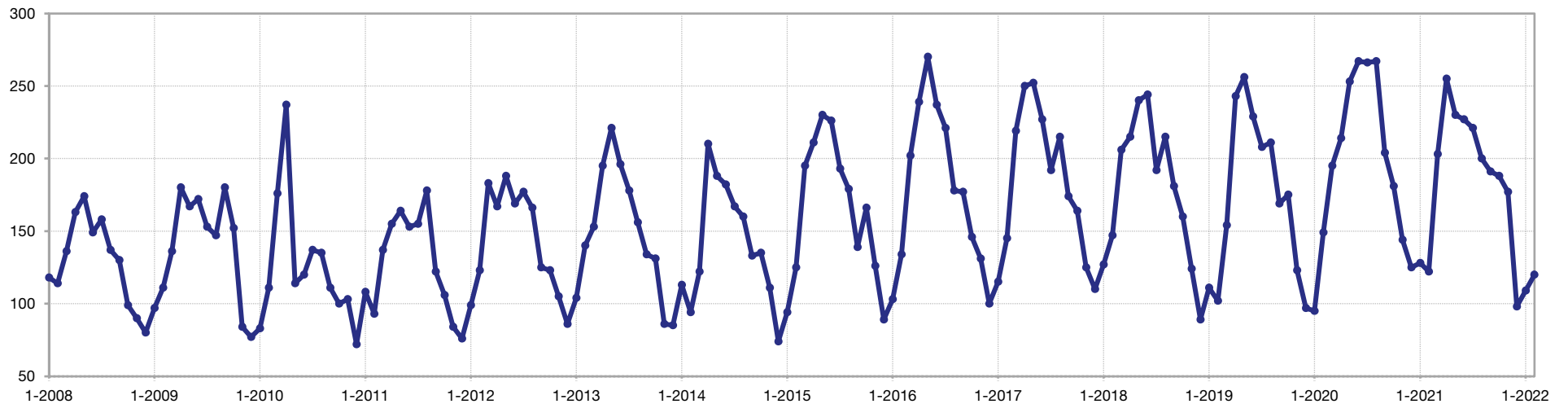


Year to Date



	Pending Sales	Prior Year	Percent Change
March 2021	203	195	+4.1%
April 2021	255	214	+19.2%
May 2021	230	253	-9.1%
June 2021	227	267	-15.0%
July 2021	221	266	-16.9%
August 2021	200	267	-25.1%
September 2021	191	204	-6.4%
October 2021	188	181	+3.9%
November 2021	177	144	+22.9%
December 2021	98	125	-21.6%
January 2022	109	128	-14.8%
February 2022	120	122	-1.6%
12-Month Avg	185	197	-6.1%

Historical Pending Sales by Month

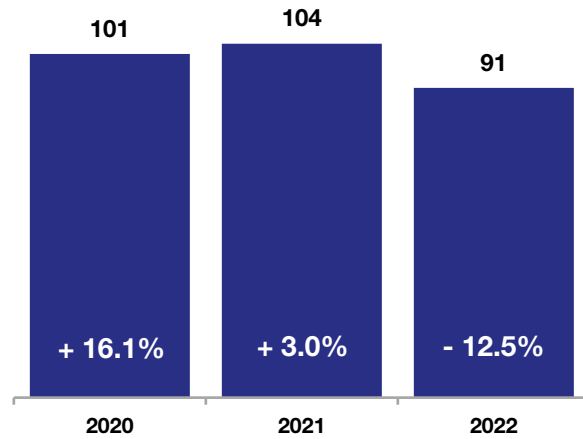


Closed Sales

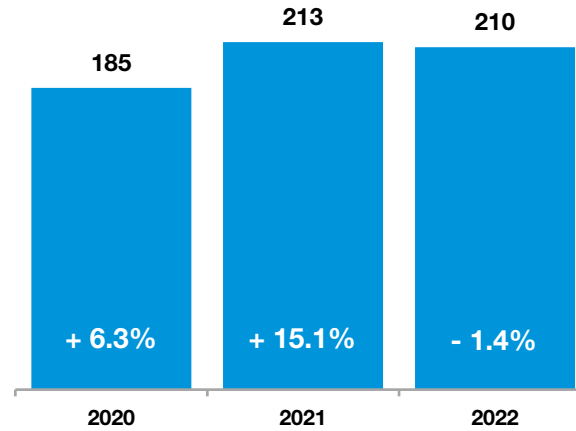
A count of the actual sales that closed in a given month.



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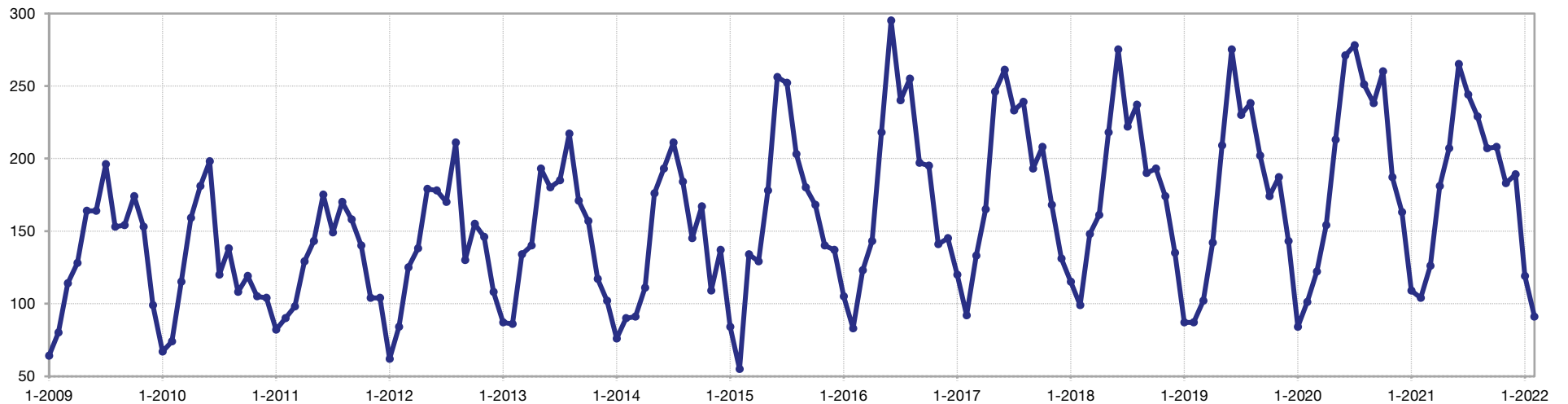


Year to Date



Closed Sales	Prior Year	Percent Change
March 2021	126	122 +3.3%
April 2021	181	154 +17.5%
May 2021	207	213 -2.8%
June 2021	265	271 -2.2%
July 2021	244	278 -12.2%
August 2021	229	251 -8.8%
September 2021	207	238 -13.0%
October 2021	208	260 -20.0%
November 2021	183	187 -2.1%
December 2021	189	163 +16.0%
January 2022	119	109 +9.2%
February 2022	91	104 -12.5%
12-Month Avg	187	196 -4.6%

Historical Closed Sales by Month

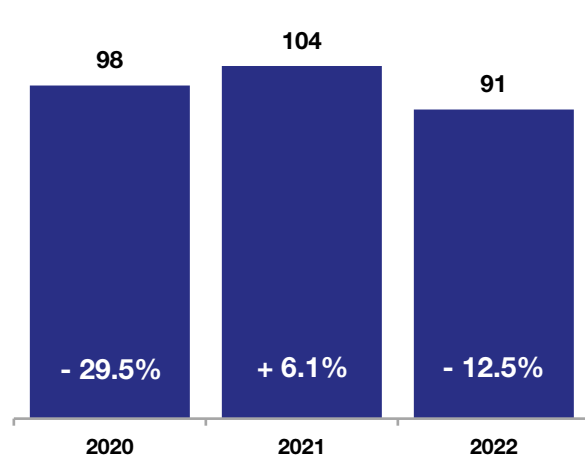


Days on Market Until Sale

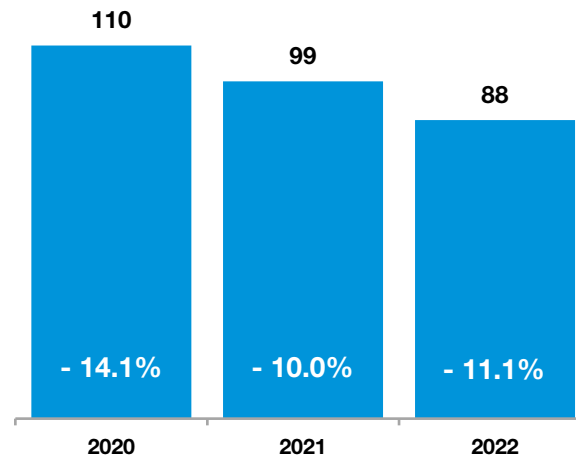
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



Year to Date



Days on Market	Prior Year	Percent Change
March 2021	113	-18.7%
April 2021	96	-26.7%
May 2021	71	-40.8%
June 2021	74	-35.1%
July 2021	69	-27.4%
August 2021	65	-30.9%
September 2021	65	-36.9%
October 2021	67	-21.2%
November 2021	71	-14.5%
December 2021	72	-25.8%
January 2022	85	-10.5%
February 2022	91	-12.5%
12-Month Avg	78	-25.7%

Historical Days on Market Until Sale by Month

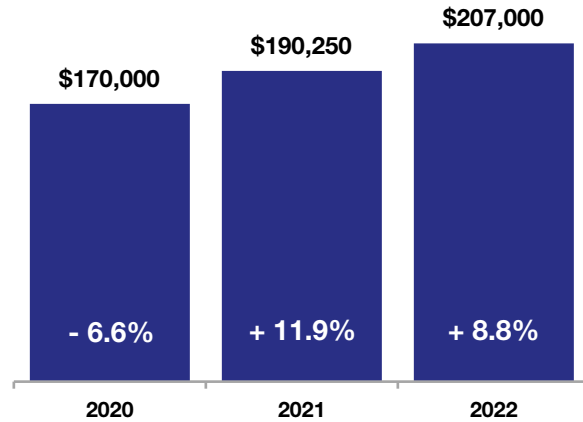


Median Sales Price

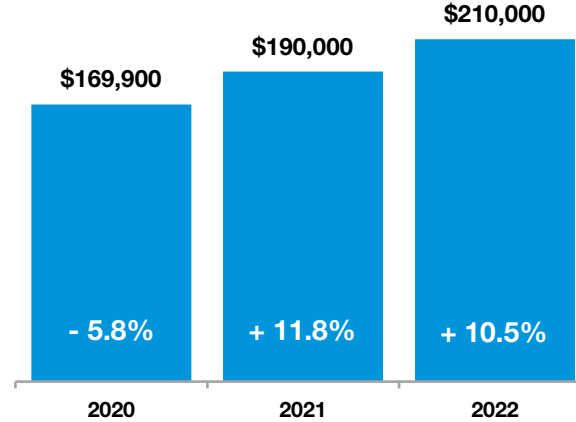
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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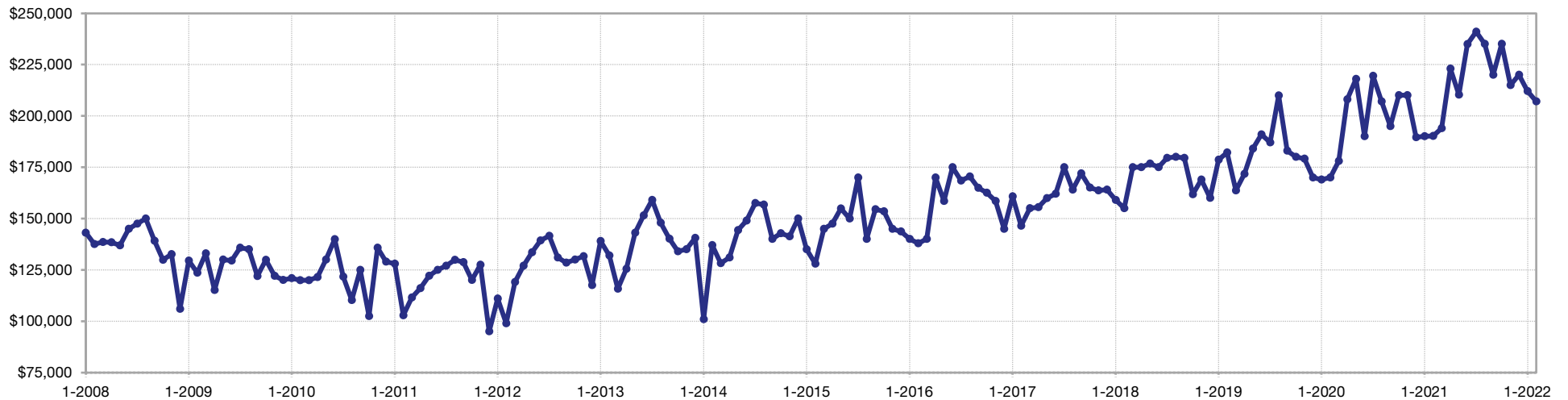


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
March 2021	\$194,000	\$177,950	+9.0%
April 2021	\$223,000	\$208,000	+7.2%
May 2021	\$210,250	\$218,000	-3.6%
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	\$220,000	\$195,000	+12.8%
October 2021	\$235,000	\$210,000	+11.9%
November 2021	\$214,900	\$210,000	+2.3%
December 2021	\$220,000	\$189,500	+16.1%
January 2022	\$212,000	\$190,000	+11.6%
February 2022	\$207,000	\$190,250	+8.8%
12-Month Avg	\$220,588	\$200,429	+10.1%

Historical Median Sales Price by Month

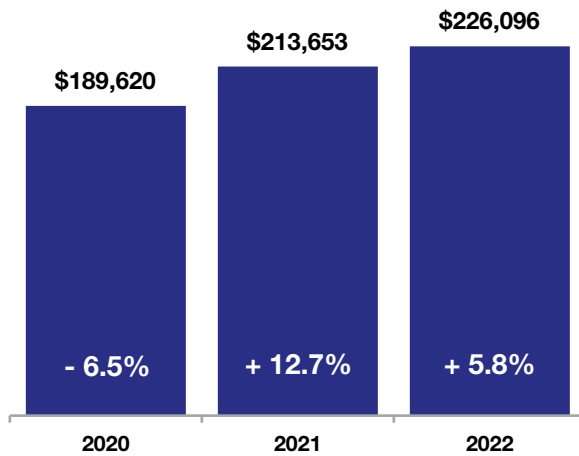


Average Sales Price

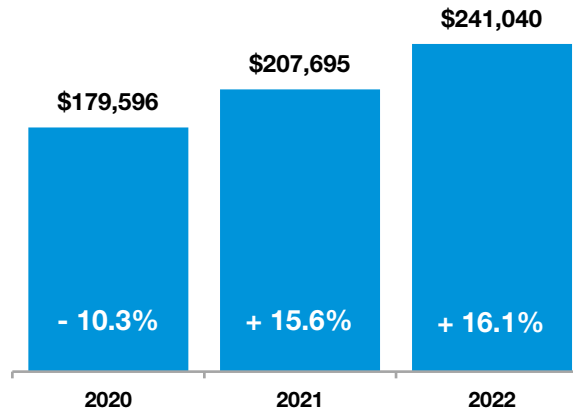
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2021	\$222,824	\$188,969	+17.9%
April 2021	\$232,158	\$218,071	+6.5%
May 2021	\$242,575	\$232,562	+4.3%
June 2021	\$263,044	\$208,244	+26.3%
July 2021	\$270,695	\$244,467	+10.7%
August 2021	\$240,641	\$224,363	+7.3%
September 2021	\$238,031	\$215,213	+10.6%
October 2021	\$266,178	\$235,022	+13.3%
November 2021	\$232,861	\$236,547	-1.6%
December 2021	\$239,025	\$205,946	+16.1%
January 2022	\$252,468	\$202,064	+24.9%
February 2022	\$226,096	\$213,653	+5.8%
12-Month Avg	\$243,883	\$218,760	+11.5%

Historical Average Sales Price by Month

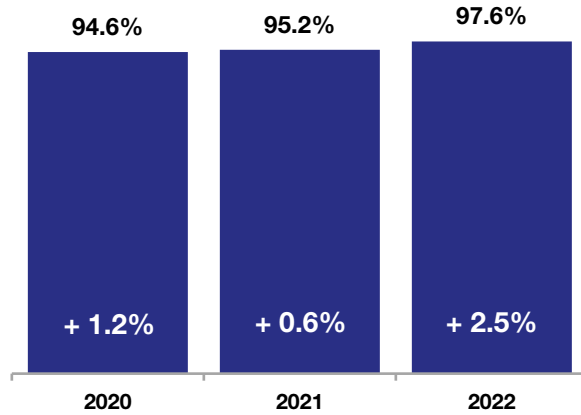


Percent of Original List Price Received

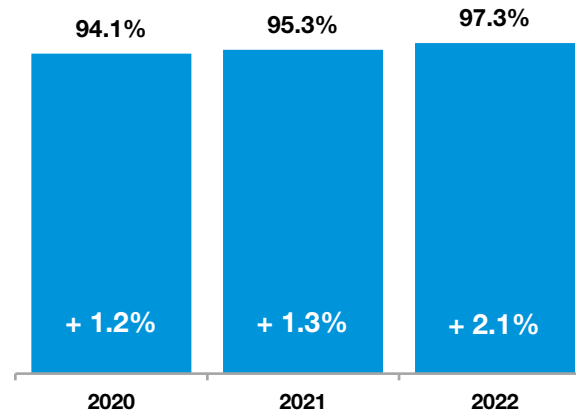
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

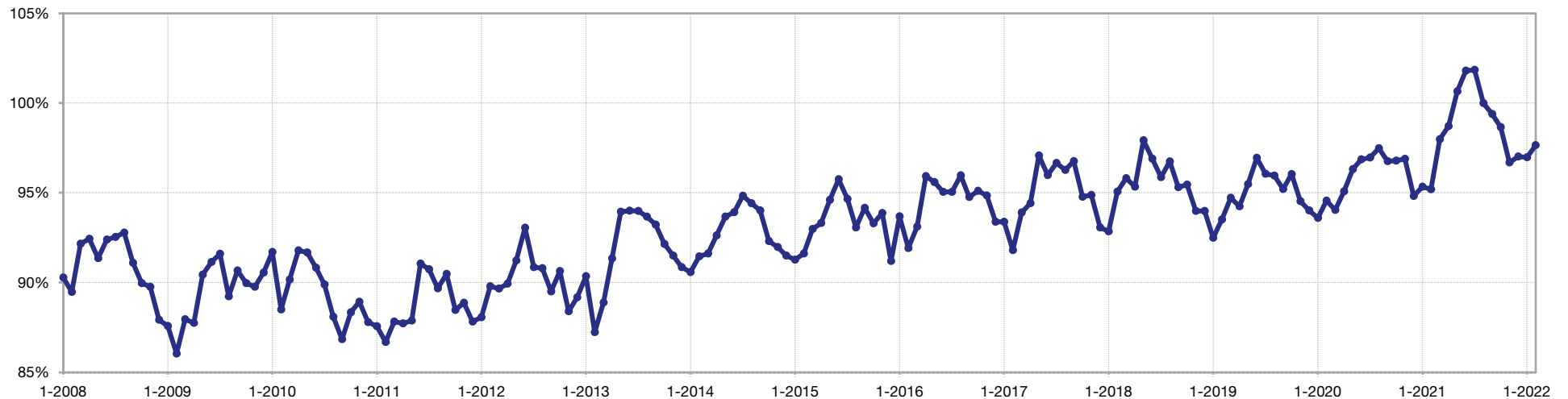


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.7%	96.9%	-0.2%
December 2021	97.0%	94.8%	+2.3%
January 2022	97.0%	95.3%	+1.8%
February 2022	97.6%	95.2%	+2.5%
12-Month Avg	98.9%	96.0%	+3.0%

Historical Percent of Original List Price Received by Month

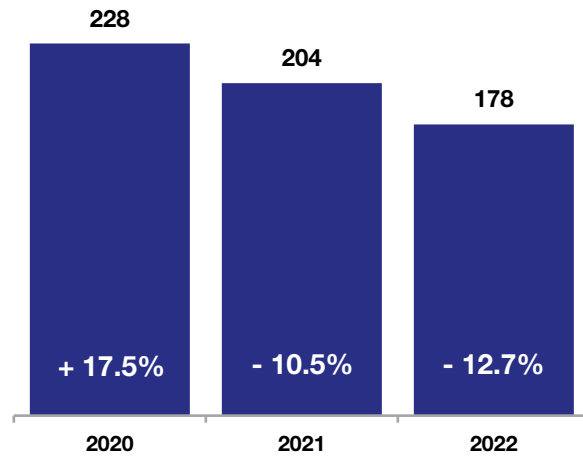


Housing Affordability Index

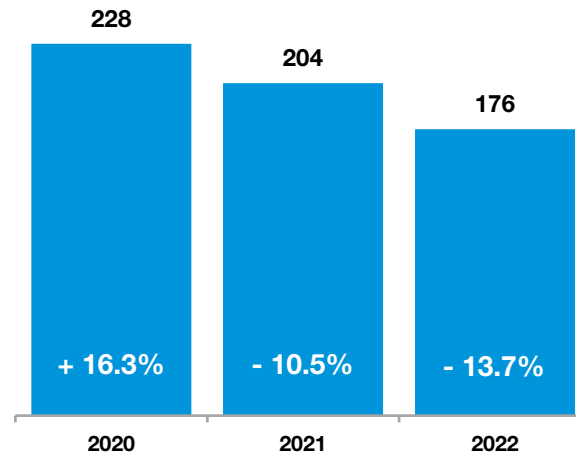
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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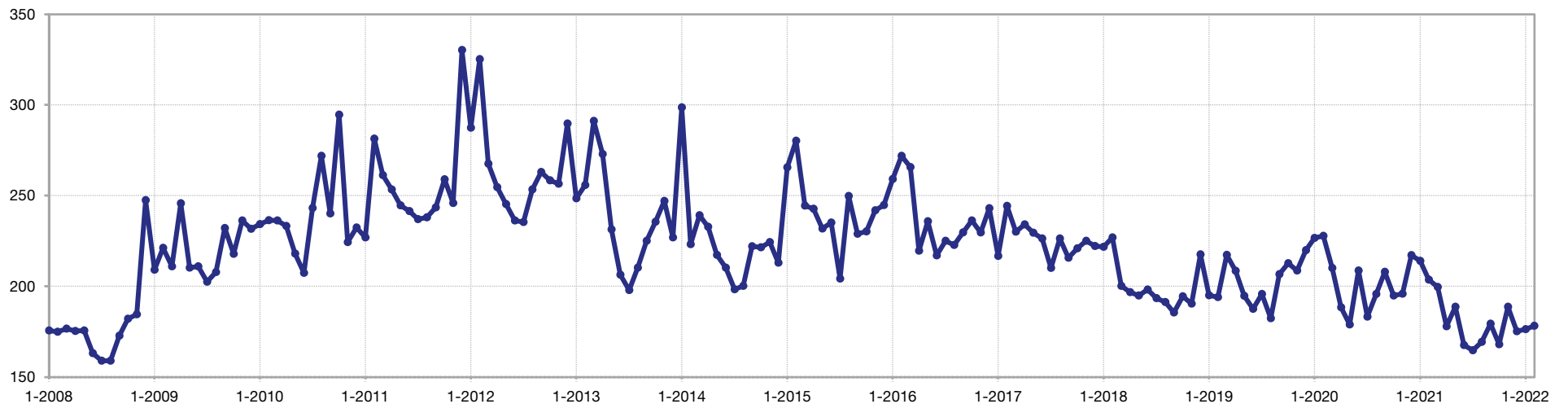


Year to Date



	Affordability Index	Prior Year	Percent Change
March 2021	200	210	-4.8%
April 2021	178	188	-5.3%
May 2021	189	179	+5.6%
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%
December 2021	175	217	-19.4%
January 2022	176	214	-17.8%
February 2022	178	204	-12.7%
12-Month Avg	178	200	-11.0%

Historical Housing Affordability Index by Month

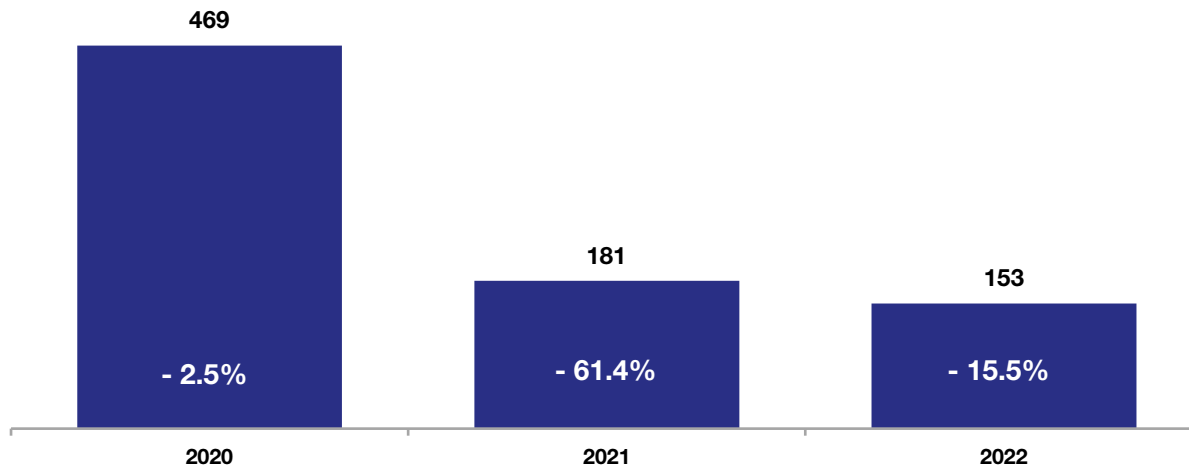


Inventory of Homes for Sale

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

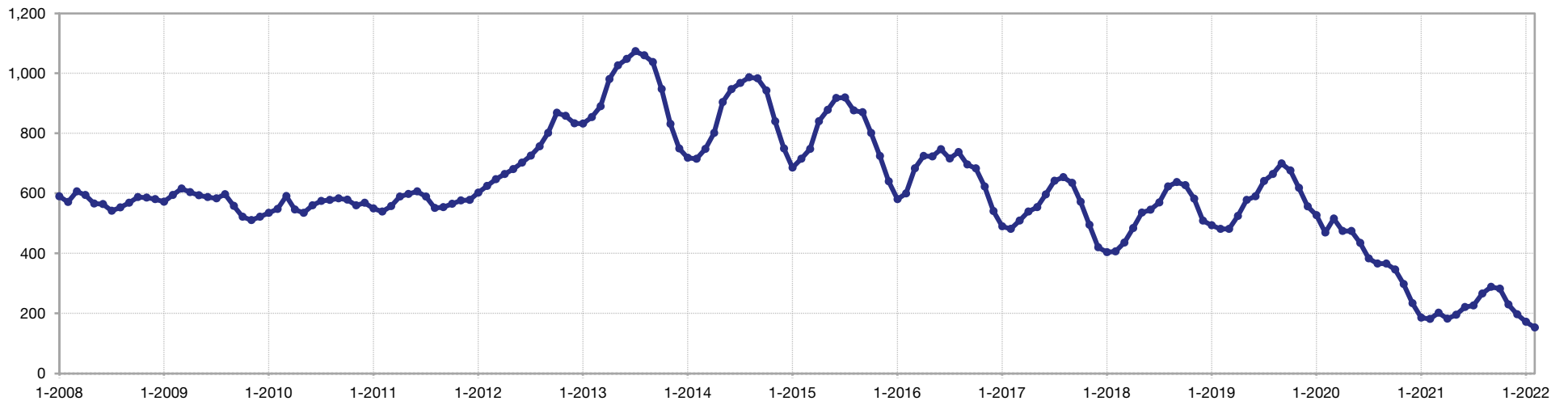


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Homes for Sale	Prior Year	Percent Change	
March 2021	202	516	-60.9%
April 2021	182	474	-61.6%
May 2021	195	474	-58.9%
June 2021	221	435	-49.2%
July 2021	226	383	-41.0%
August 2021	266	366	-27.3%
September 2021	288	366	-21.3%
October 2021	282	346	-18.5%
November 2021	230	298	-22.8%
December 2021	197	234	-15.8%
January 2022	172	186	-7.5%
February 2022	153	181	-15.5%
12-Month Avg	218	355	-38.6%

Historical Inventory of Homes for Sale by Month

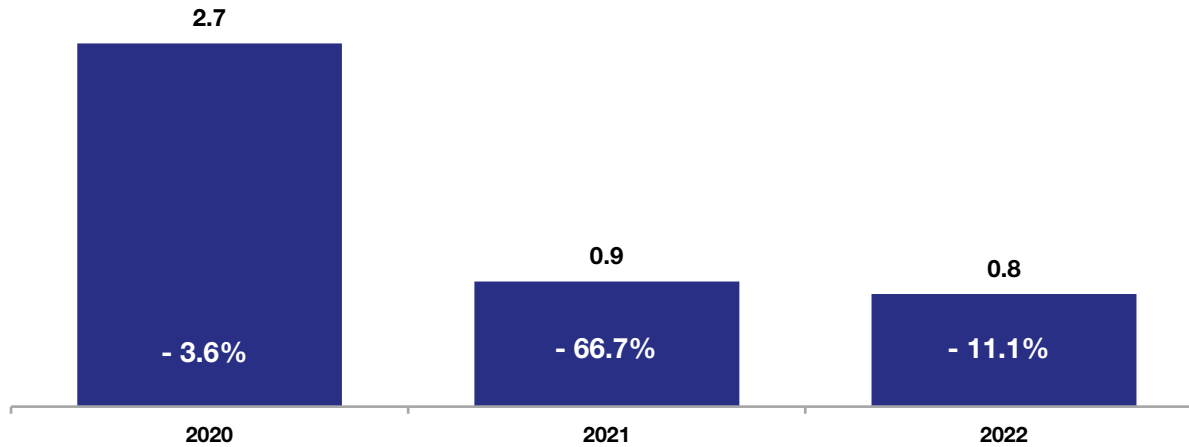


Months Supply of Inventory

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.

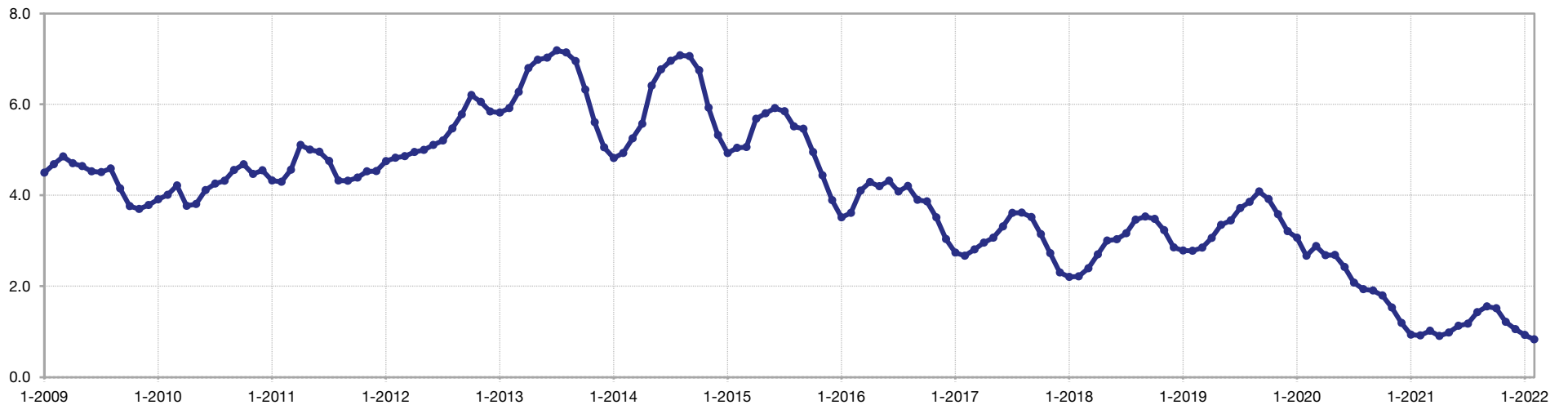


February



Months Supply		Prior Year	Percent Change
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	1.2	1.5	-20.0%
December 2021	1.1	1.2	-8.3%
January 2022	0.9	0.9	0.0%
February 2022	0.8	0.9	-11.1%
12-Month Avg	1.1	1.9	-42.1%

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 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	2-2021	2-2022	+ / -	2-2021	2-2022	+ / -
Blue Earth	7	6	-14.3%	6	7	+16.7%	\$128,200	\$135,000	+5.3%	9	7	-22.2%	1.5	1.3	-13.7%
Eagle Lake	4	2	-50.0%	1	3	+200.0%	\$315,000	\$375,000	+19.0%	0	1	--	0.0	0.3	--
Elysian	3	2	-33.3%	1	0	-100.0%	\$145,900	\$0	-100.0%	1	0	-100.0%	0.4	0.0	-100.0%
Fairmont	3	2	-33.3%	5	2	-60.0%	\$197,000	\$111,150	-43.6%	5	3	-40.0%	2.0	1.4	-30.6%
Janesville	3	2	-33.3%	3	3	0.0%	\$234,000	\$175,000	-25.2%	3	2	-33.3%	1.0	0.6	-36.8%
Lake Crystal	7	9	+28.6%	9	4	-55.6%	\$141,500	\$177,250	+25.3%	5	6	+20.0%	0.9	1.2	+27.7%
Le Sueur	6	2	-66.7%	7	5	-28.6%	\$167,400	\$261,000	+55.9%	4	2	-50.0%	0.7	0.6	-11.3%
Madison Lake	4	2	-50.0%	2	5	+150.0%	\$172,625	\$377,500	+118.7%	9	5	-44.4%	2.3	1.1	-52.2%
Mankato	61	60	-1.6%	52	60	+15.4%	\$247,450	\$249,750	+0.9%	39	40	+2.6%	0.7	0.8	+10.1%
Mapleton	3	4	+33.3%	5	5	0.0%	\$172,500	\$191,191	+10.8%	2	3	+50.0%	0.6	1.0	+62.2%
New Ulm	17	17	0.0%	22	17	-22.7%	\$134,200	\$224,000	+66.9%	15	12	-20.0%	0.8	0.7	-6.1%
Nicollet	1	4	+300.0%	0	3	--	\$0	\$230,000	--	0	1	--	0.0	0.5	--
North Mankato	34	23	-32.4%	28	27	-3.6%	\$285,975	\$260,000	-9.1%	12	12	0.0%	0.5	0.6	+12.2%
Sleepy Eye	6	2	-66.7%	12	4	-66.7%	\$103,500	\$109,450	+5.7%	4	0	-100.0%	0.8	0.0	-100.0%
Springfield	2	0	-100.0%	0	0	--	\$0	\$0	--	3	0	-100.0%	3.0	0.0	-100.0%
Waseca	5	8	+60.0%	8	8	0.0%	\$139,500	\$182,100	+30.5%	1	2	+100.0%	0.2	0.4	+75.8%
Waterville	4	4	0.0%	4	0	-100.0%	\$217,500	\$0	-100.0%	1	4	+300.0%	0.3	2.1	+627.3%
Windom	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Winnebago	4	3	-25.0%	1	3	+200.0%	\$40,000	\$157,000	+292.5%	2	2	0.0%	1.1	1.1	-1.3%