

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



October 2023

U.S. sales of existing homes recently fell to a 13-year low, dropping 2.0% month-over-month and 15.4% year-over-year as of last measure, according to the National Association of REALTORS® (NAR), as surging interest rates and elevated sales prices continue to make homeownership unaffordable for many prospective buyers. Purchase activity is down significantly compared to this time last year, but rising interest rates are also keeping many current homeowners from selling, causing inventory to remain at historically low levels nationwide.

New Listings in the Twin Cities region decreased 1.1 percent to 5,014. Pending Sales were down 4.9 percent to 3,470. Inventory levels fell 7.7 percent to 8,630 units.

Prices continued to gain traction. The Median Sales Price increased 2.4 percent to \$365,000. Days on Market was up 2.8 percent to 37 days. Buyers felt empowered as Months Supply of Homes for Sale was up 15.0 percent to 2.3 months.

Total housing inventory going into October was at 1.13 million units, up 2.7% from the previous month but down 8.1% compared to the same time last year, for a 3.4 months' supply at the current sales pace, according to NAR. The shortage of homes for sale is making it harder for buyers to find a home to purchase while at the same time pushing sales prices higher nationwide, with the median existing-home sales price rising 2.8% annually to \$394,300, the third consecutive month of year-over-year price increases.

Quick Facts

- 7.9%

+ 2.4%

- 7.7%

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)	10-2022	10-2023	+ / -	YTD 2022	YTD 2023	+ / -
New Listings		5,071	5,014	- 1.1%	62,266	53,385	- 14.3%
Pending Sales		3,648	3,470	- 4.9%	47,060	39,175	- 16.8%
Closed Sales		4,101	3,778	- 7.9%	47,163	38,020	- 19.4%
Days on Market Until Sale		36	37	+ 2.8%	29	40	+ 37.9%
Median List Price		\$374,900	\$387,095	+ 3.3%	\$379,900	\$399,000	+ 5.0%
Median Sales Price		\$356,502	\$365,000	+ 2.4%	\$365,000	\$370,000	+ 1.4%
Price Per Square Foot		\$199	\$208	+ 4.7%	\$204	\$207	+ 1.7%
ShowingTime Housing Value Index		\$264,757	\$251,371	- 5.1%	--	--	--
Pct. of Orig. List Price Received		98.2%	98.4%	+ 0.2%	101.5%	99.7%	- 1.8%
Inventory of Homes for Sale		9,348	8,630	- 7.7%	--	--	--
Months Supply of Homes for Sale		2.0	2.3	+ 15.0%	--	--	--

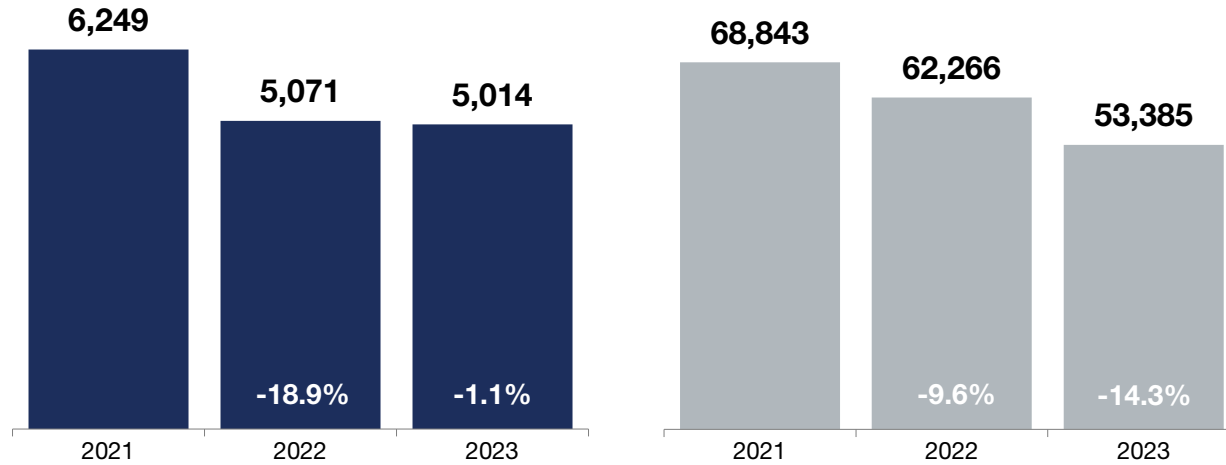
New Listings

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



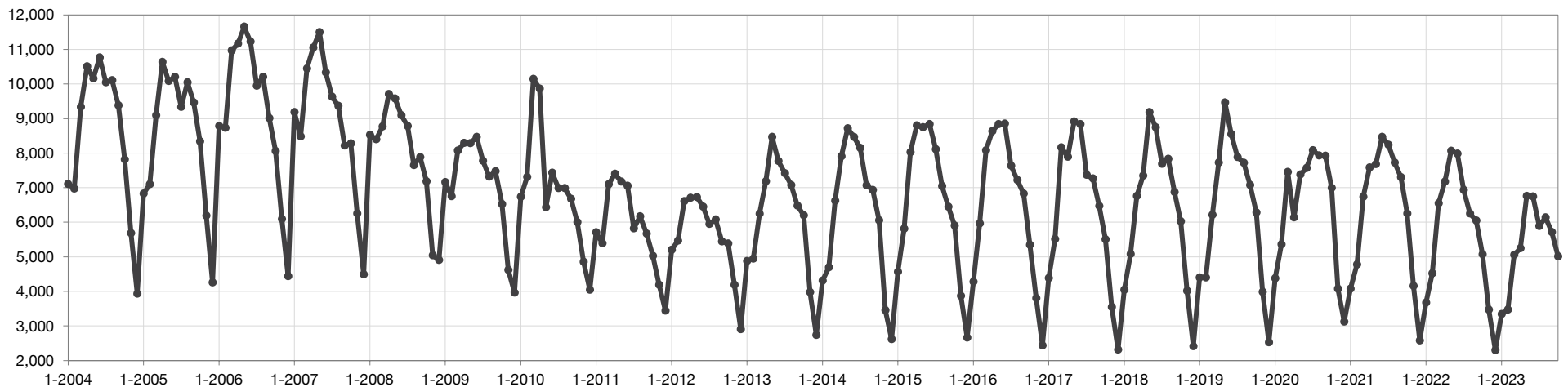
October

Year To Date



	New Listings	Prior Year	Percent Change
November 2022	3,473	4,160	-16.5%
December 2022	2,300	2,578	-10.8%
January 2023	3,338	3,675	-9.2%
February 2023	3,469	4,520	-23.3%
March 2023	5,058	6,546	-22.7%
April 2023	5,250	7,171	-26.8%
May 2023	6,762	8,068	-16.2%
June 2023	6,747	7,981	-15.5%
July 2023	5,892	6,932	-15.0%
August 2023	6,142	6,251	-1.7%
September 2023	5,713	6,051	-5.6%
October 2023	5,014	5,071	-1.1%
12-Month Avg	4,930	5,750	-14.3%

Historical New Listing Activity



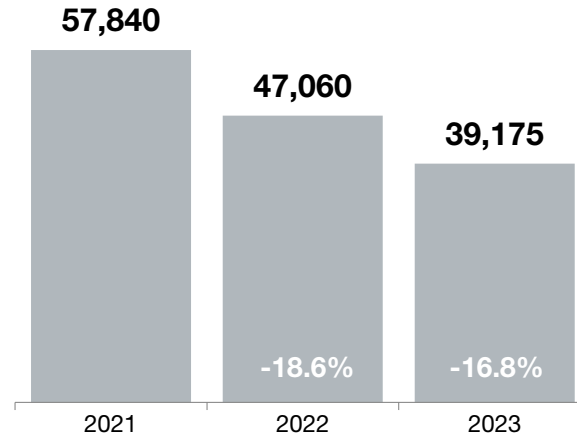
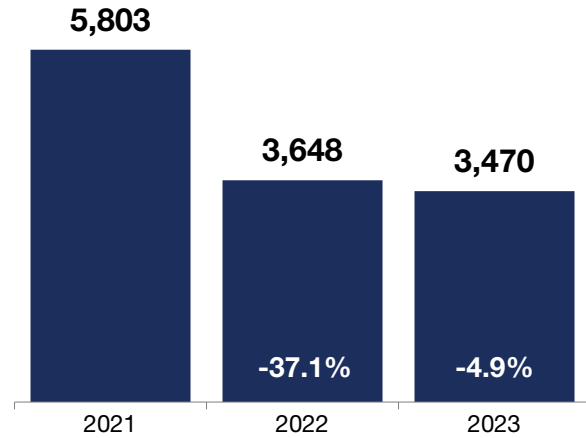
Pending Sales

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



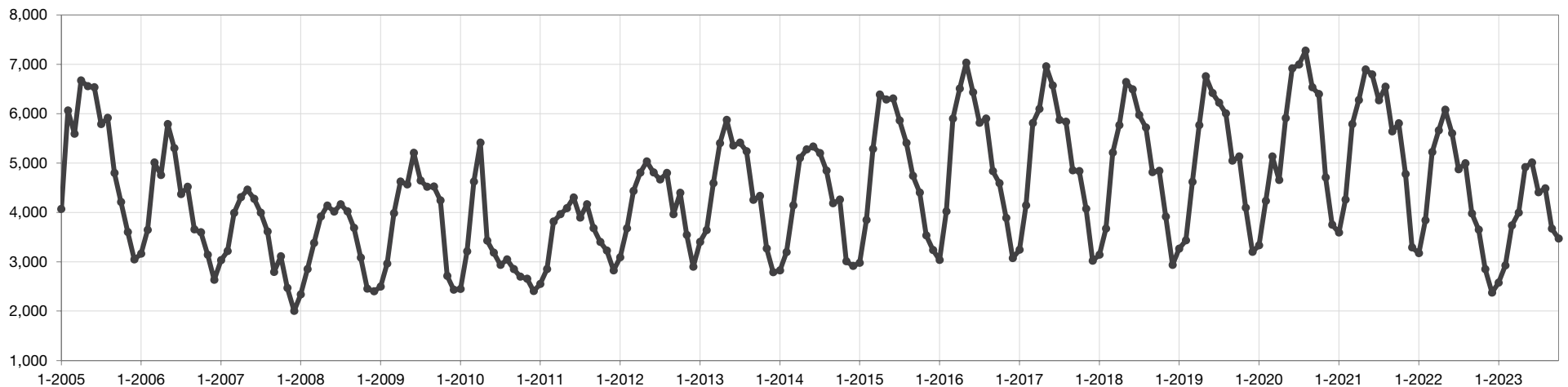
October

Year To Date



	Pending Sales	Prior Year	Percent Change
November 2022	2,850	4,778	-40.4%
December 2022	2,373	3,288	-27.8%
January 2023	2,574	3,172	-18.9%
February 2023	2,921	3,841	-24.0%
March 2023	3,735	5,222	-28.5%
April 2023	3,992	5,657	-29.4%
May 2023	4,913	6,077	-19.2%
June 2023	5,007	5,602	-10.6%
July 2023	4,406	4,873	-9.6%
August 2023	4,485	4,993	-10.2%
September 2023	3,672	3,975	-7.6%
October 2023	3,470	3,648	-4.9%
12-Month Avg	3,700	4,594	-19.5%

Historical Pending Sales Activity

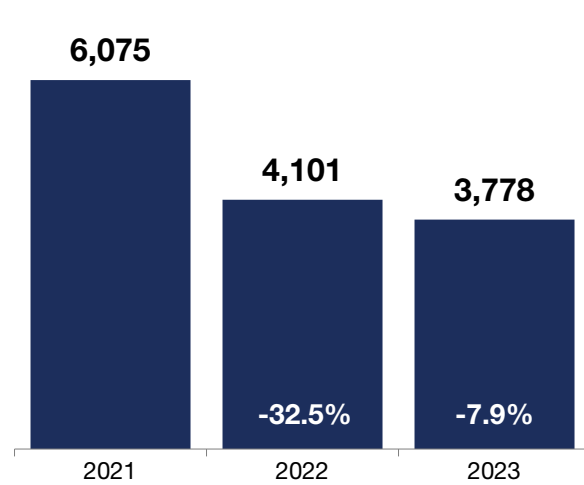


Closed Sales

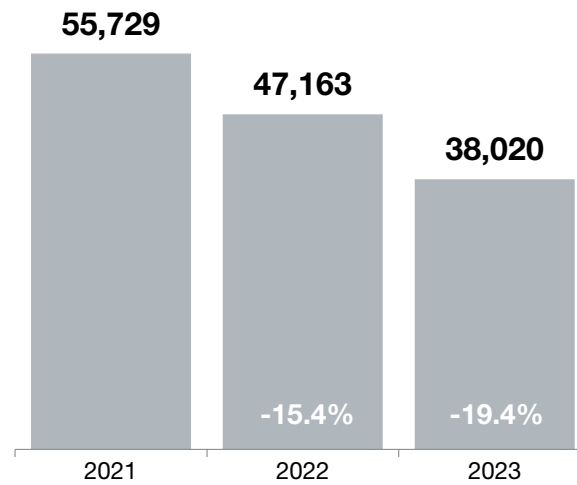
A count of the actual sales that have closed in a given month.



October

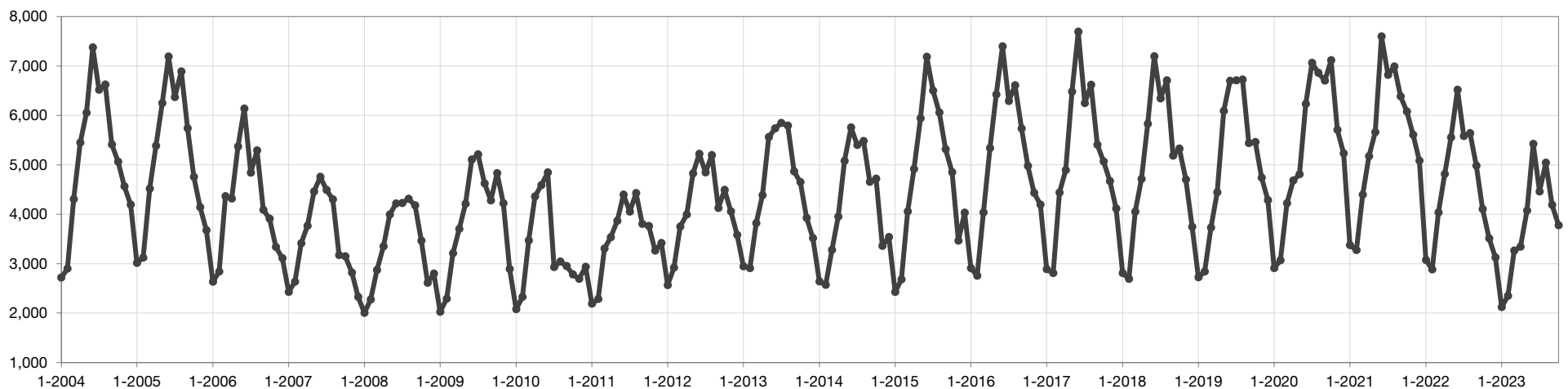


Year To Date



	Closed Sales	Prior Year	Percent Change
November 2022	3,511	5,607	-37.4%
December 2022	3,123	5,084	-38.6%
January 2023	2,118	3,072	-31.1%
February 2023	2,346	2,879	-18.5%
March 2023	3,264	4,033	-19.1%
April 2023	3,339	4,811	-30.6%
May 2023	4,073	5,555	-26.7%
June 2023	5,420	6,517	-16.8%
July 2023	4,457	5,579	-20.1%
August 2023	5,039	5,636	-10.6%
September 2023	4,186	4,980	-15.9%
October 2023	3,778	4,101	-7.9%
12-Month Avg	3,721	4,821	-22.8%

Historical Closed Sales Activity

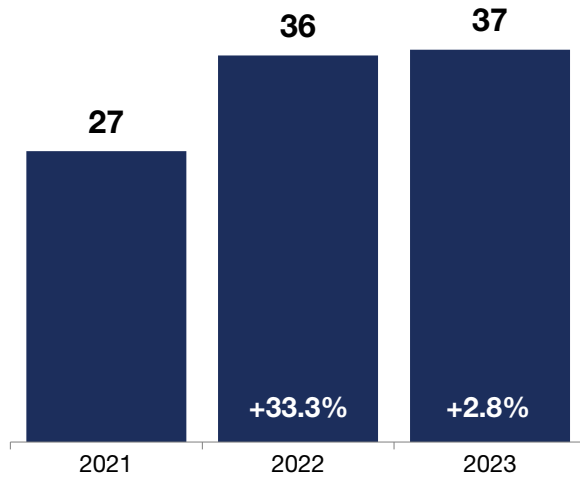


Days on Market Until Sale

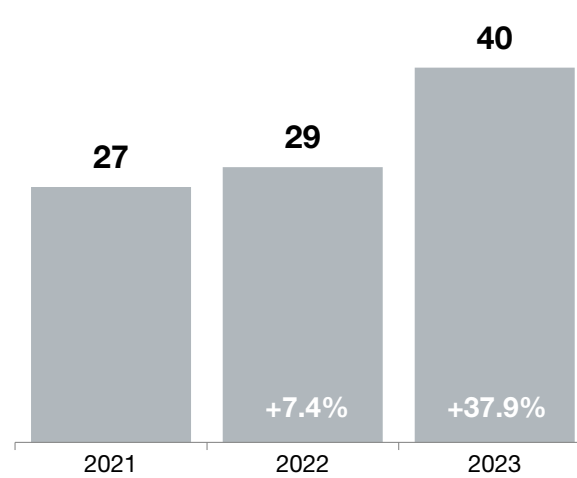
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



October

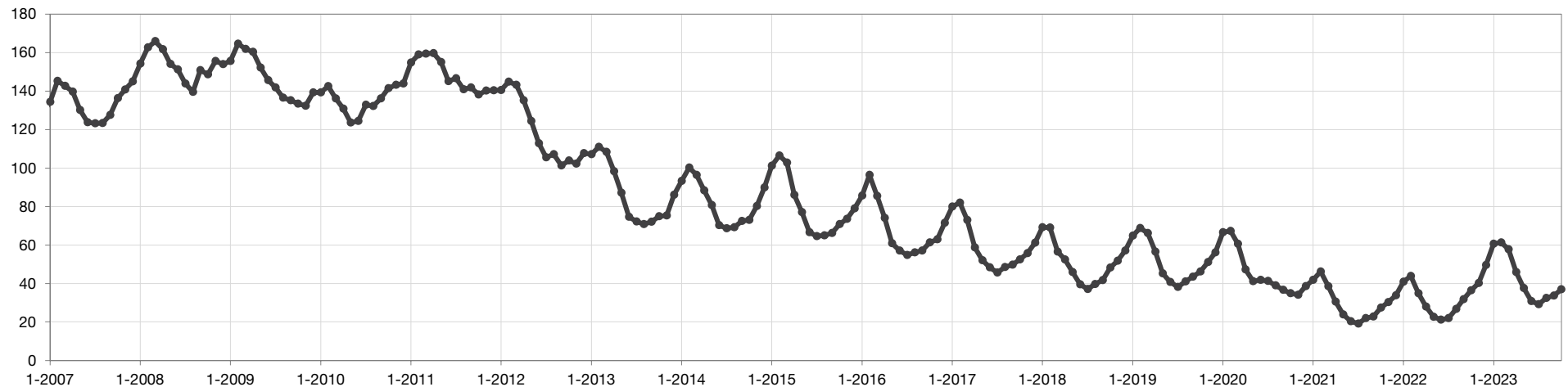


Year To Date



Days on Market		Prior Year	Percent Change
November 2022	40	30	+33.3%
December 2022	50	34	+47.1%
January 2023	61	41	+48.8%
February 2023	61	44	+38.6%
March 2023	58	35	+65.7%
April 2023	46	28	+64.3%
May 2023	38	23	+65.2%
June 2023	31	21	+47.6%
July 2023	29	22	+31.8%
August 2023	32	27	+18.5%
September 2023	34	32	+6.3%
October 2023	37	36	+2.8%
12-Month Avg	40	30	+33.3%

Historical Days on Market Until Sale

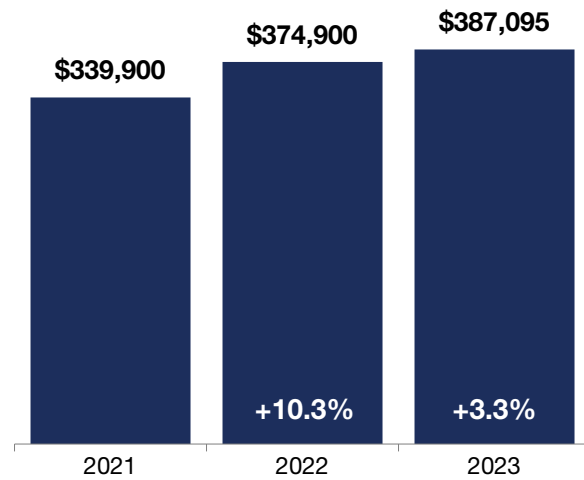


Median Original List Price

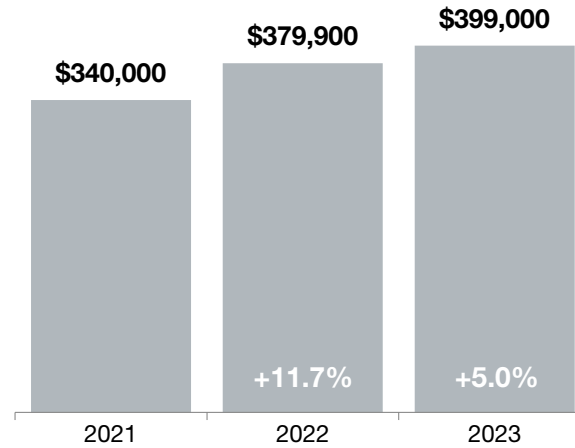
Median original list price for all new listings in a given month. List prices can serve as a leading indicator of future price movement.



October



Year To Date



	Median Original List Price	Prior Year	Percent Change
November 2022	\$375,000	\$325,000	+15.4%
December 2022	\$385,000	\$350,000	+10.0%
January 2023	\$396,253	\$360,000	+10.1%
February 2023	\$394,995	\$375,000	+5.3%
March 2023	\$395,000	\$375,000	+5.3%
April 2023	\$399,000	\$380,000	+5.0%
May 2023	\$400,000	\$389,900	+2.6%
June 2023	\$399,900	\$389,000	+2.8%
July 2023	\$399,900	\$385,000	+3.9%
August 2023	\$389,900	\$375,000	+4.0%
September 2023	\$394,900	\$375,000	+5.3%
October 2023	\$387,095	\$374,900	+3.3%
12-Month Med	\$395,000	\$375,000	+5.3%

Historical Median Original List Price



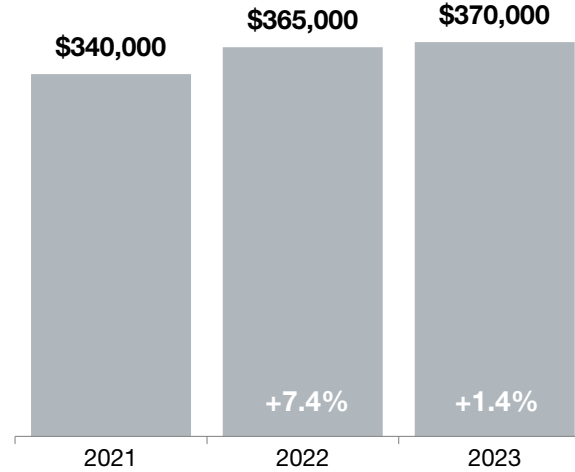
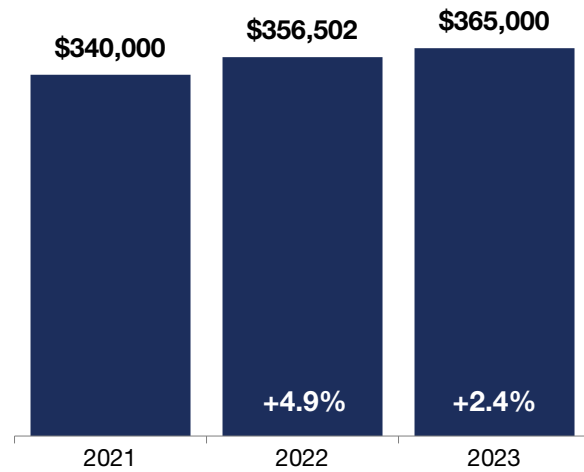
Median Sales Price

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



October

Year To Date



	Median Sales Price	Prior Year	Percent Change
November 2022	\$354,900	\$339,900	+4.4%
December 2022	\$349,250	\$331,500	+5.4%
January 2023	\$342,000	\$332,950	+2.7%
February 2023	\$342,000	\$340,000	+0.6%
March 2023	\$356,000	\$354,900	+0.3%
April 2023	\$369,900	\$370,000	-0.0%
May 2023	\$370,000	\$375,000	-1.3%
June 2023	\$382,500	\$380,000	+0.7%
July 2023	\$375,000	\$375,000	0.0%
August 2023	\$380,000	\$369,900	+2.7%
September 2023	\$371,000	\$362,300	+2.4%
October 2023	\$365,000	\$356,502	+2.4%
12-Month Med	\$365,000	\$360,000	+1.4%

Historical Median Sales Price



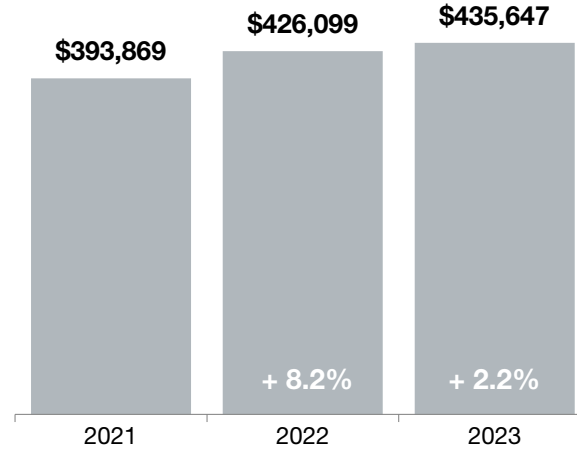
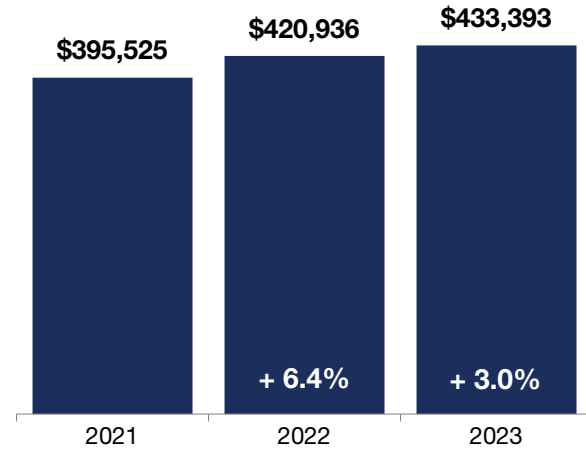
Average Sales Price

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



October

Year to Date



	Average Sales Price	Prior Year	Percent Change
November 2022	\$419,579	\$392,105	+7.0%
December 2022	\$412,859	\$389,488	+6.0%
January 2023	\$411,341	\$386,004	+6.6%
February 2023	\$400,249	\$397,223	+0.8%
March 2023	\$418,233	\$411,242	+1.7%
April 2023	\$428,375	\$430,811	-0.6%
May 2023	\$432,810	\$435,843	-0.7%
June 2023	\$447,770	\$448,299	-0.1%
July 2023	\$451,845	\$434,486	+4.0%
August 2023	\$453,033	\$430,316	+5.3%
September 2023	\$438,073	\$425,000	+3.1%
October 2023	\$433,393	\$420,936	+3.0%
12-Month Avg	\$432,790	\$419,593	+3.1%

Historical Average Sales Price



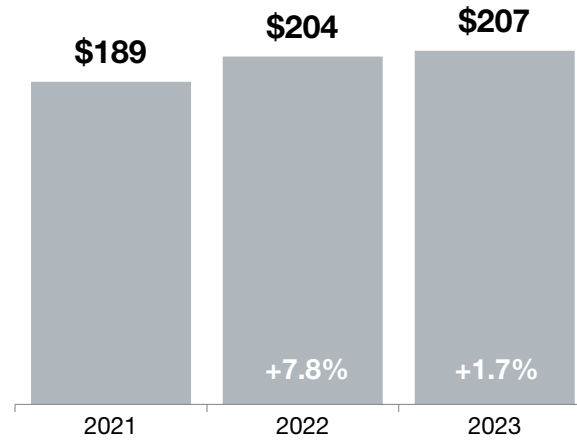
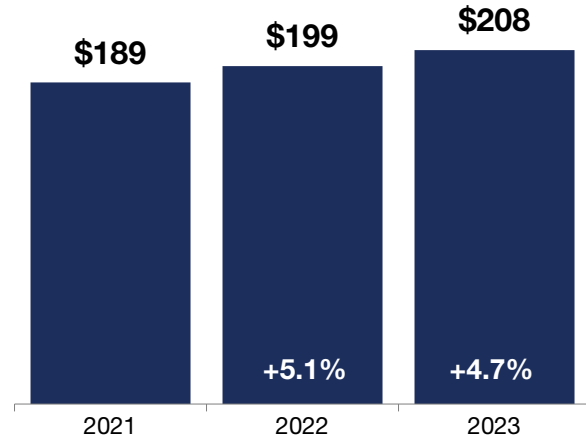
Price Per Square Foot

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



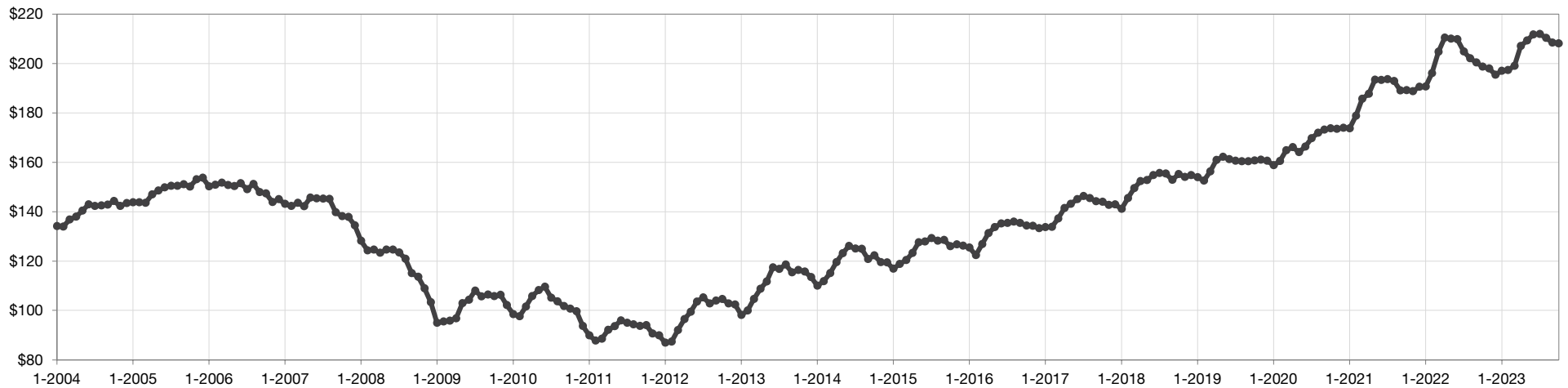
October

Year to Date



	Price Per Square Foot	Prior Year	Percent Change
November 2022	\$198	\$189	+4.9%
December 2022	\$195	\$191	+2.5%
January 2023	\$197	\$191	+3.3%
February 2023	\$197	\$196	+0.7%
March 2023	\$199	\$205	-2.8%
April 2023	\$207	\$210	-1.6%
May 2023	\$209	\$210	-0.4%
June 2023	\$212	\$210	+0.9%
July 2023	\$212	\$205	+3.5%
August 2023	\$210	\$202	+4.1%
September 2023	\$208	\$200	+4.0%
October 2023	\$208	\$199	+4.7%
12-Month Avg	\$206	\$201	+2.2%

Historical Price Per Square Foot

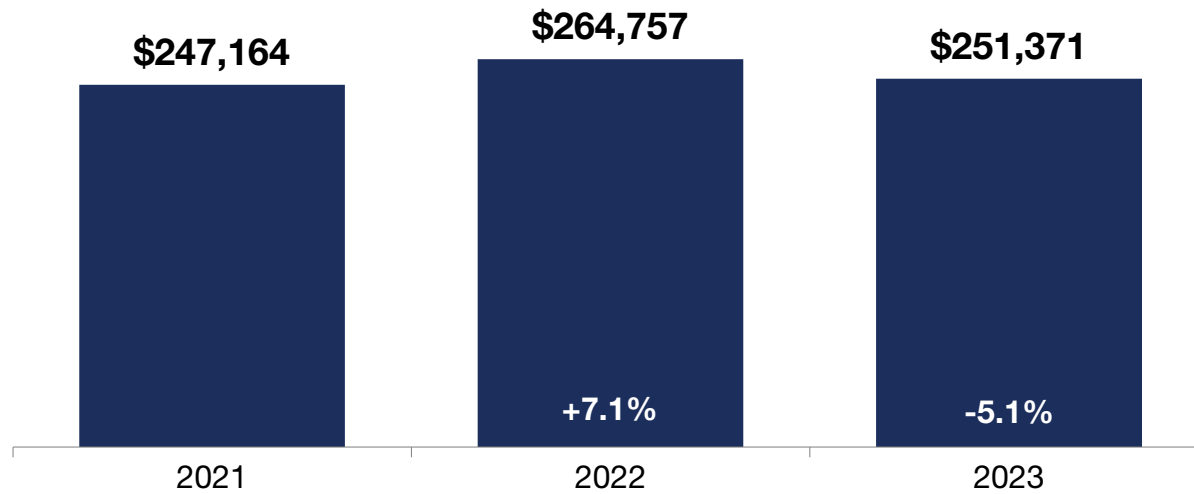


ShowingTime Housing Value Index



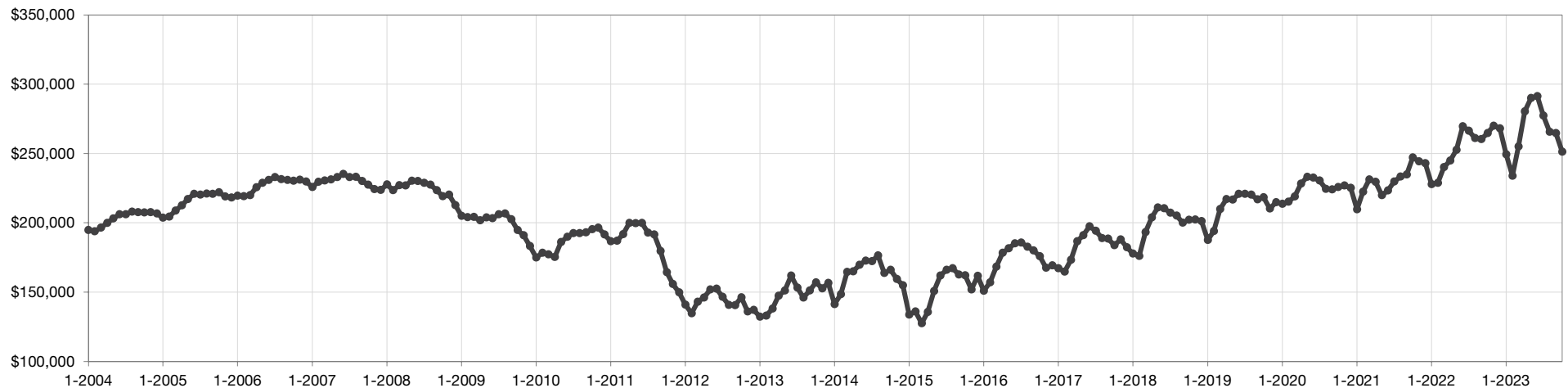
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

October



	Housing Value Index	Prior Year	Percent Change
November 2022	\$269,928	\$244,285	+10.5%
December 2022	\$268,110	\$242,919	+10.4%
January 2023	\$249,439	\$227,778	+9.5%
February 2023	\$233,810	\$228,779	+2.2%
March 2023	\$255,022	\$240,053	+6.2%
April 2023	\$280,319	\$244,874	+14.5%
May 2023	\$289,962	\$252,562	+14.8%
June 2023	\$291,357	\$269,646	+8.1%
July 2023	\$277,332	\$266,386	+4.1%
August 2023	\$265,588	\$261,114	+1.7%
September 2023	\$264,642	\$260,297	+1.7%
October 2023	\$251,371	\$264,757	-5.1%
12-Month Avg	\$266,407	\$250,288	+6.5%

Historical ShowingTime Housing Value Index



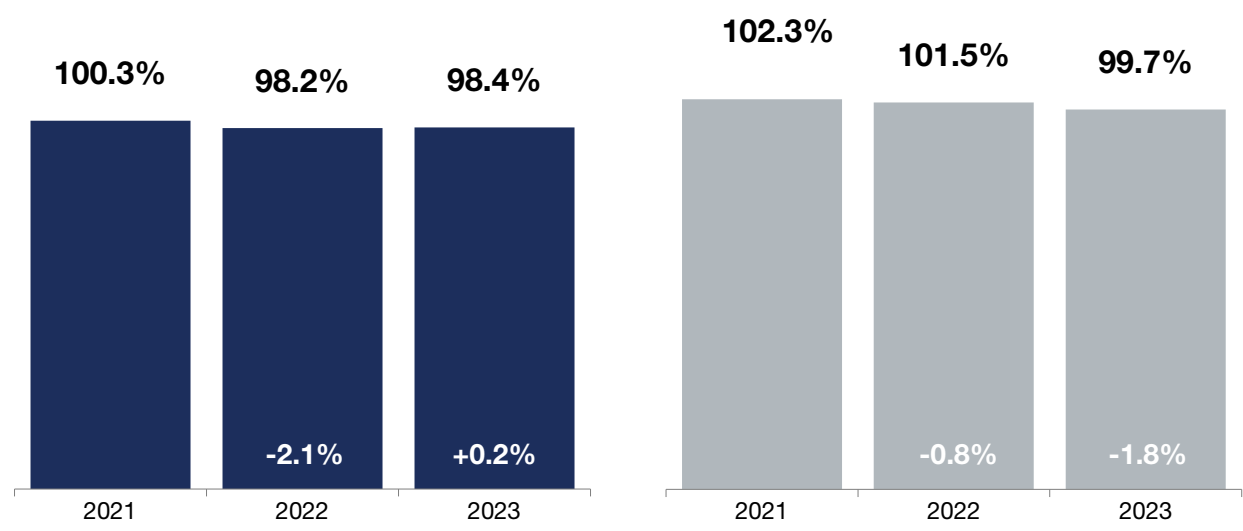
Percent of Original List Price Received



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.

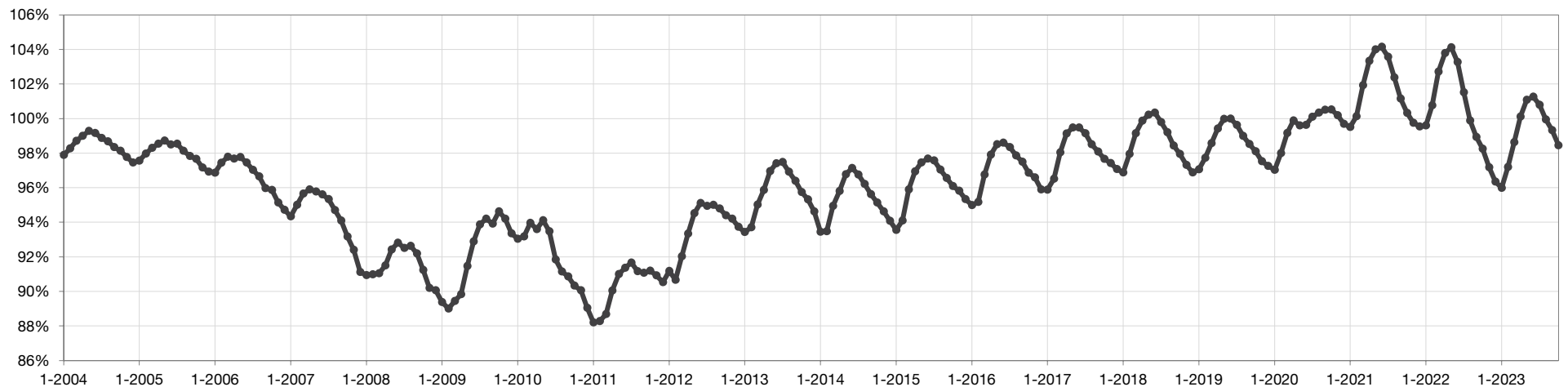
October

Year to Date



	Pct. Of Orig. List Price Rec'd	Prior Year	Percent Change
November 2022	97.2%	99.8%	-2.6%
December 2022	96.3%	99.5%	-3.2%
January 2023	96.0%	99.6%	-3.6%
February 2023	97.2%	100.8%	-3.6%
March 2023	98.6%	102.7%	-4.0%
April 2023	100.1%	103.8%	-3.6%
May 2023	101.1%	104.1%	-2.9%
June 2023	101.3%	103.3%	-1.9%
July 2023	100.8%	101.5%	-0.7%
August 2023	100.0%	99.9%	+0.1%
September 2023	99.3%	98.9%	+0.4%
October 2023	98.4%	98.2%	+0.2%
12-Month Avg	99.2%	101.1%	-1.9%

Historical Percent of Original List Price Received



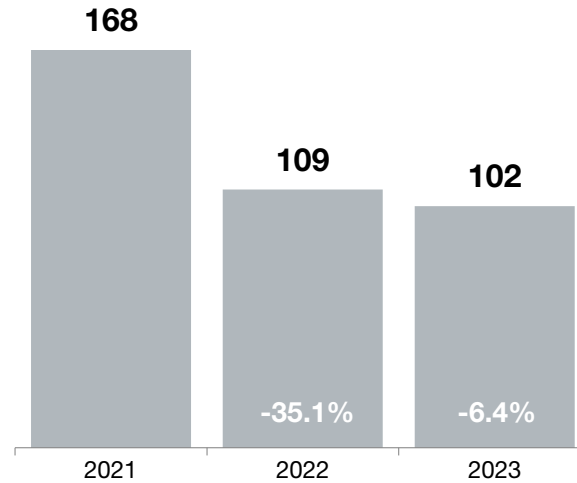
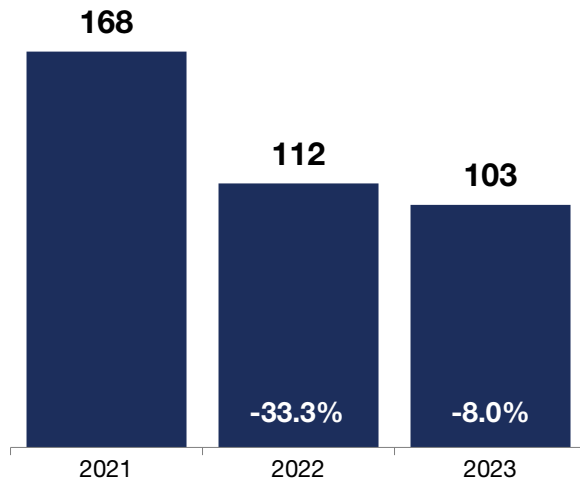
Housing Affordability Index



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.

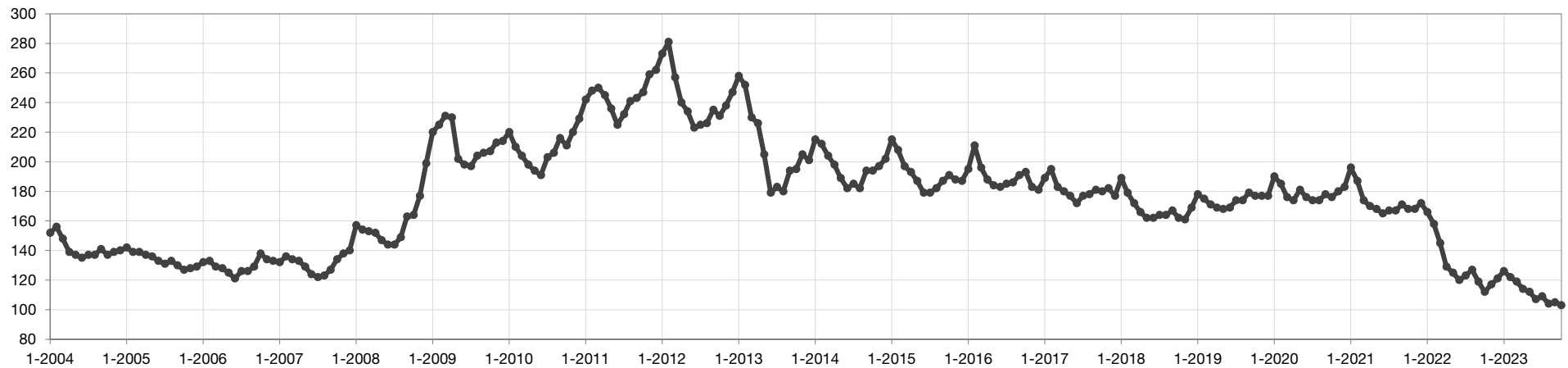
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Year to Date



	Housing Affordability Index	Prior Year	Percent Change
November 2022	117	168	-30.4%
December 2022	121	172	-29.7%
January 2023	126	166	-24.1%
February 2023	122	158	-22.8%
March 2023	119	145	-17.9%
April 2023	114	129	-11.6%
May 2023	112	125	-10.4%
June 2023	107	120	-10.8%
July 2023	109	123	-11.4%
August 2023	104	127	-18.1%
September 2023	105	119	-11.8%
October 2023	103	112	-8.0%
12-Month Avg	113	139	-18.7%

Historical Housing Affordability Index

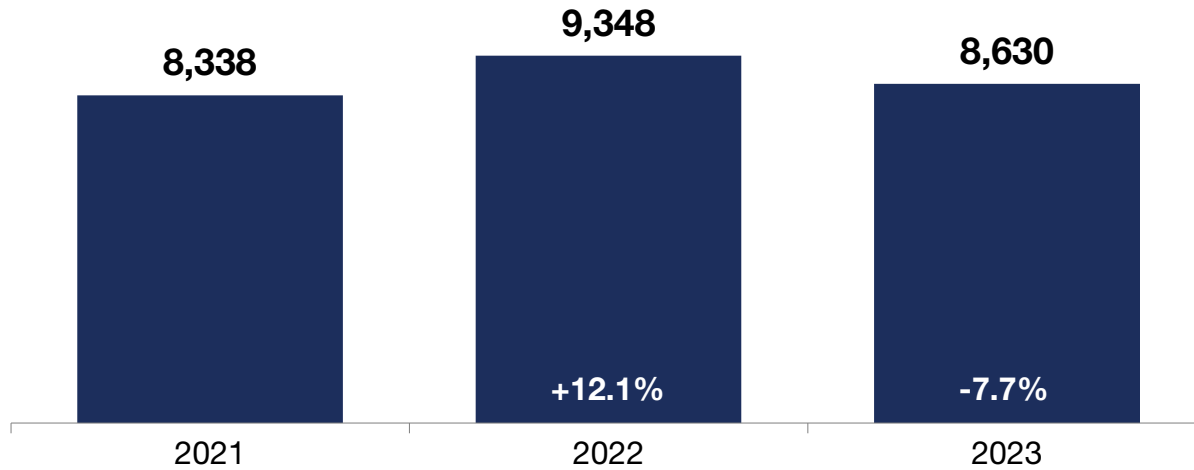


Inventory of Homes for Sale

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

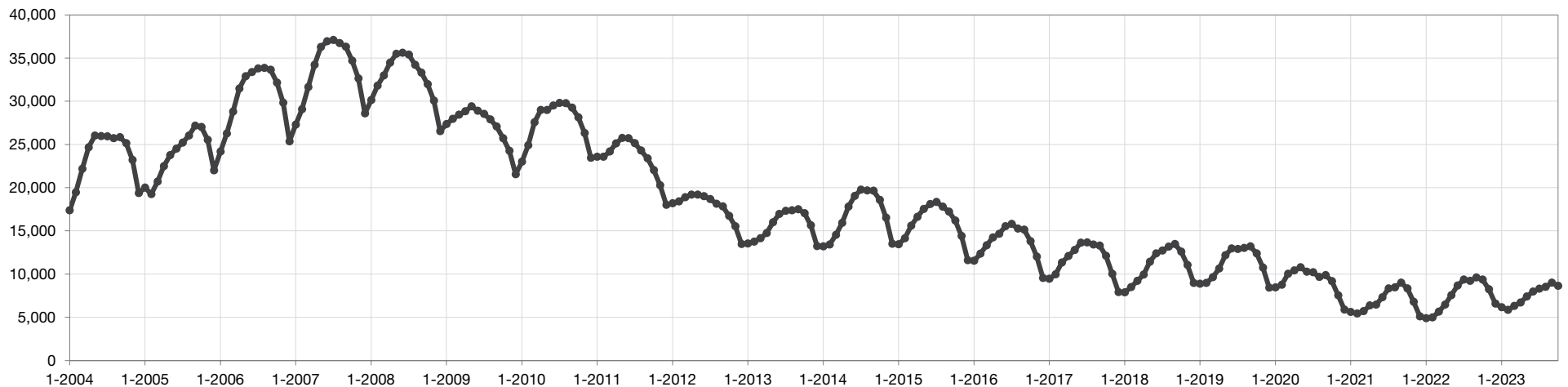


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Homes for Sale		Prior Year	Percent Change
November 2022	8,239	6,787	+21.4%
December 2022	6,582	5,094	+29.2%
January 2023	6,166	4,883	+26.3%
February 2023	5,852	4,976	+17.6%
March 2023	6,311	5,649	+11.7%
April 2023	6,707	6,444	+4.1%
May 2023	7,379	7,542	-2.2%
June 2023	7,965	8,657	-8.0%
July 2023	8,310	9,348	-11.1%
August 2023	8,501	9,197	-7.6%
September 2023	8,982	9,602	-6.5%
October 2023	8,630	9,348	-7.7%
12-Month Avg	7,469	7,294	+5.6%

Historical Inventory of Homes for Sale

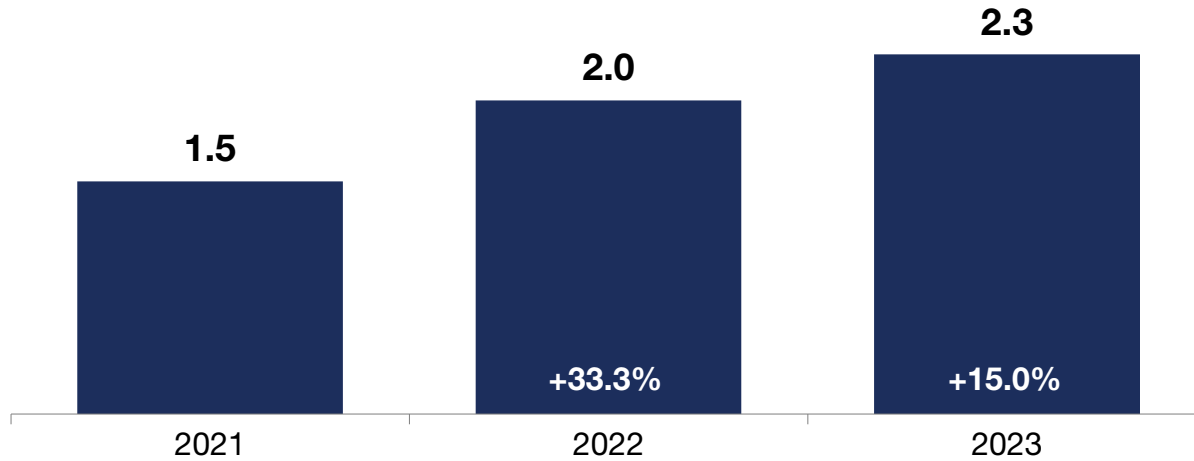


Months Supply of Homes for Sale

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.

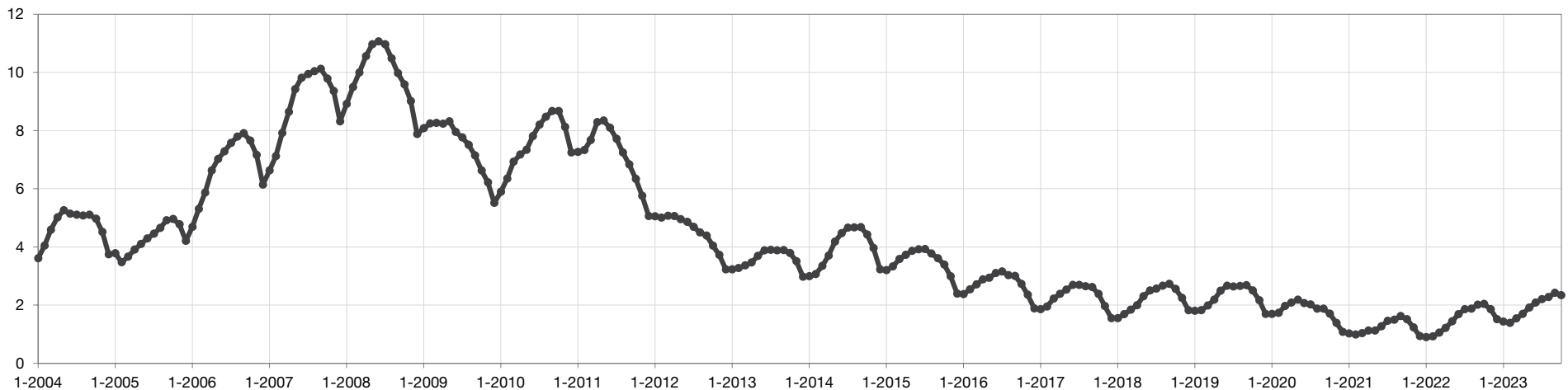


October



Months Supply		Prior Year	Percent Change
November 2022	1.9	1.2	+58.3%
December 2022	1.5	0.9	+66.7%
January 2023	1.4	0.9	+55.6%
February 2023	1.4	0.9	+55.6%
March 2023	1.5	1.1	+36.4%
April 2023	1.7	1.2	+41.7%
May 2023	1.9	1.4	+35.7%
June 2023	2.1	1.7	+23.5%
July 2023	2.2	1.9	+15.8%
August 2023	2.3	1.9	+21.1%
September 2023	2.4	2.0	+20.0%
October 2023	2.3	2.0	+15.0%
12-Month Avg	1.9	1.4	+35.7%

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

