Monthly Indicators

A RESEARCH TOOL PROVIDED BY **MINNEAPOLIS AREA REALTORS®**

MINNEAPOLIS AREA REALTORS®

May 2023

Existing-home sales slid for the second consecutive month, falling 3.4% nationwide as of last measure, according to the National Association of REALTORS® (NAR), as higher interest rates continue to impact buyer affordability. Sales are down 23% compared to the same period a year ago, while contract signings dropped 20.3% year-over-year. With sales cooling, buyers in some parts of the country have found relief in the form of declining sales prices, which are down 1.7% year-over-year nationally, although more affordable markets continue to see price gains.

New Listings in the Twin Cities region decreased 17.6 percent to 6,645. Pending Sales were down 19.3 percent to 4,901. Inventory levels fell 9.0 percent to 6,864 units.

Prices were fairly stable. The Median Sales Price decreased 1.3 percent to $370,000. Days on Market was up 65.2 percent to 38 days. Buyers felt empowered as Months Supply of Homes for Sale was up 28.6 percent to 1.8 months.

While fluctuating interest rates have pushed some buyers to the sidelines, a shortage of inventory is also to blame for lower-than-average home sales this time of year, as current homeowners, many of whom locked in mortgage rates several percentage points below today's current rates, are delaying the decision to sell until market conditions improve. With only 2.9 months' supply heading into May, available homes are moving fast, with the typical home spending just over three weeks on the market, according to NAR.

Quick Facts

- 28.1%	- 1.3%	- 9.0%
Change in **Closed Sales**	Change in **Median Sales Price**	Change in **Inventory**

Market Overview

Key market metrics for the current month and year-to-date.

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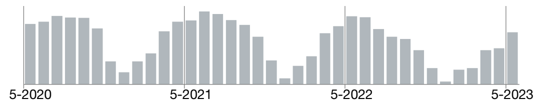
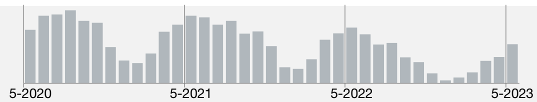
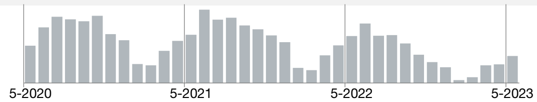
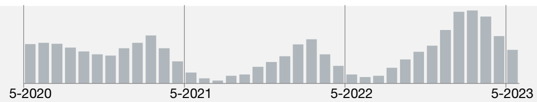
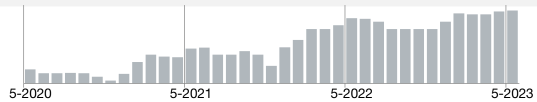
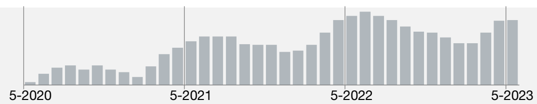
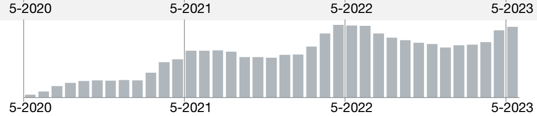
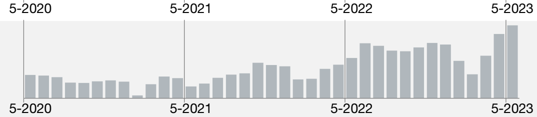
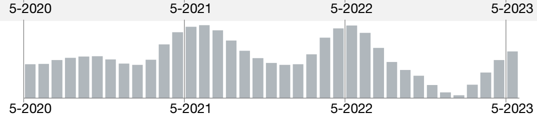
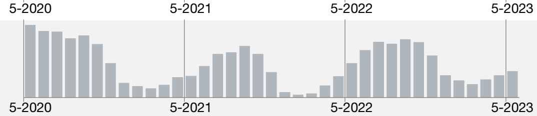
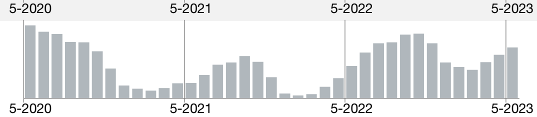
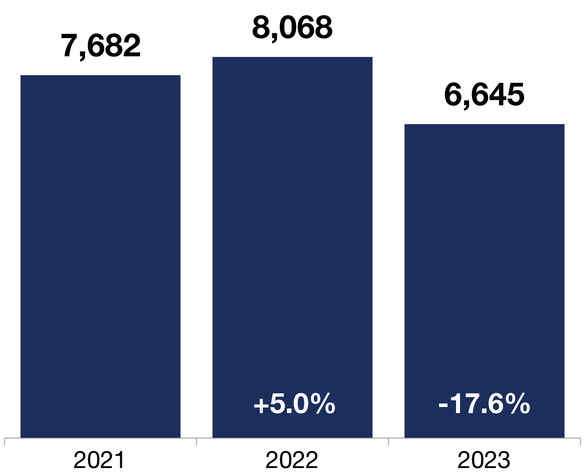
Key Metrics	Historical Sparklines (normalized)	5-2022	5-2023	+ / –	YTD 2022	YTD 2023	+ / –
New Listings		8,068	**6,645**	- 17.6%	29,980	**23,745**	- 20.8%
Pending Sales		6,075	**4,901**	- 19.3%	23,967	**18,145**	- 24.3%
Closed Sales		5,553	**3,994**	- 28.1%	20,348	**15,040**	- 26.1%
Days on Market Until Sale		23	**38**	+ 65.2%	32	**51**	+ 59.4%
Median List Price		$389,900	**$400,000**	+ 2.6%	$379,899	**$399,900**	+ 5.3%
Median Sales Price		$375,000	**$370,000**	- 1.3%	$359,900	**$359,900**	0.0%
Price Per Square Foot		$210	**$209**	- 0.4%	$204	**$203**	- 0.6%
ShowingTime Housing Value Index		$254,587	**$292,276**	+ 14.8%	--	--	--
Pct. of Orig. List Price Received		104.1%	**101.1%**	- 2.9%	102.6%	**99.0%**	- 3.5%
Inventory of Homes for Sale		7,541	**6,864**	- 9.0%	--	--	--
Months Supply of Homes for Sale		1.4	**1.8**	+ 28.6%	--	--	--

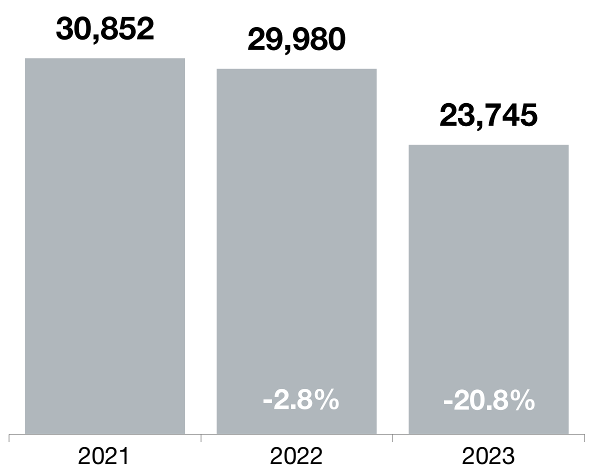
New Listings

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

May

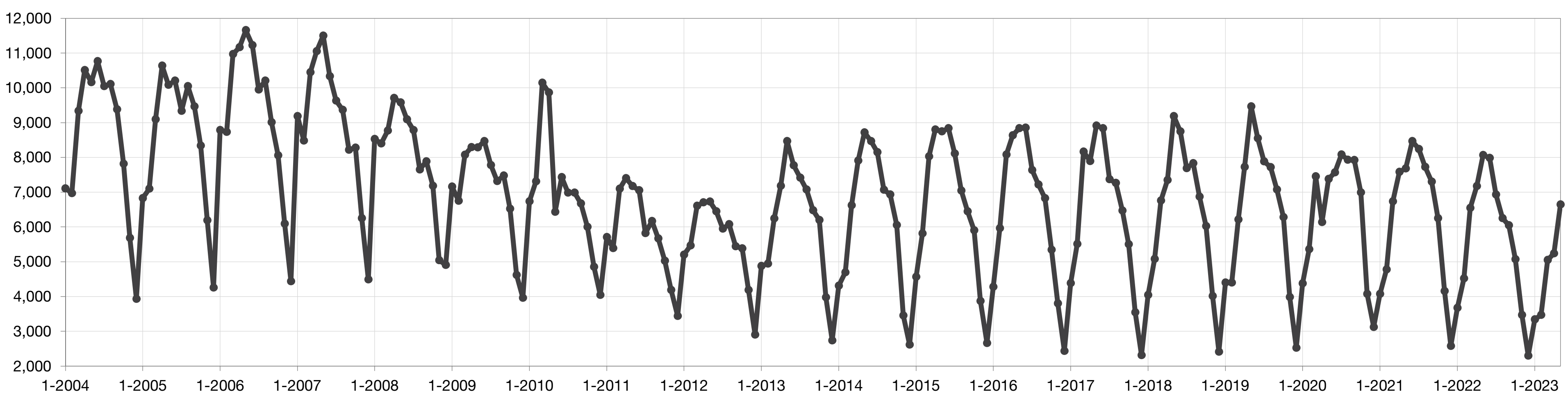


Year To Date



New Listings		Prior Year	Percent Change
June 2022	7,981	8,468	-5.8%
July 2022	6,932	8,244	-15.9%
August 2022	6,251	7,726	-19.1%
September 2022	6,051	7,304	-17.2%
October 2022	5,071	6,249	-18.9%
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	3,468	4,520	-23.3%
March 2023	5,052	6,546	-22.8%
April 2023	5,242	7,171	-26.9%
May 2023	**6,645**	**8,068**	**-17.6%**
12-Month Avg	5,150	6,226	-17.3%

Historical New Listing Activity



Pending Sales

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

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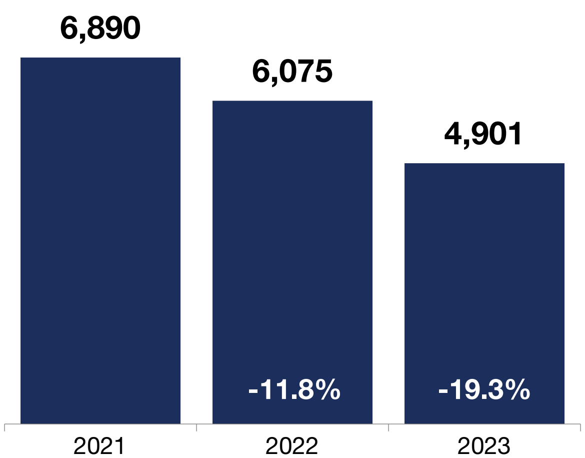
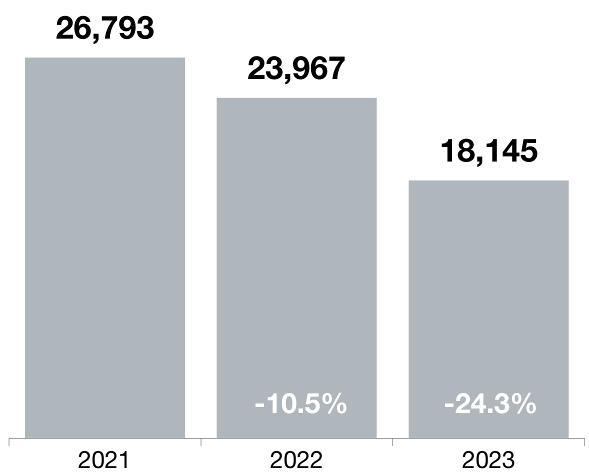
May

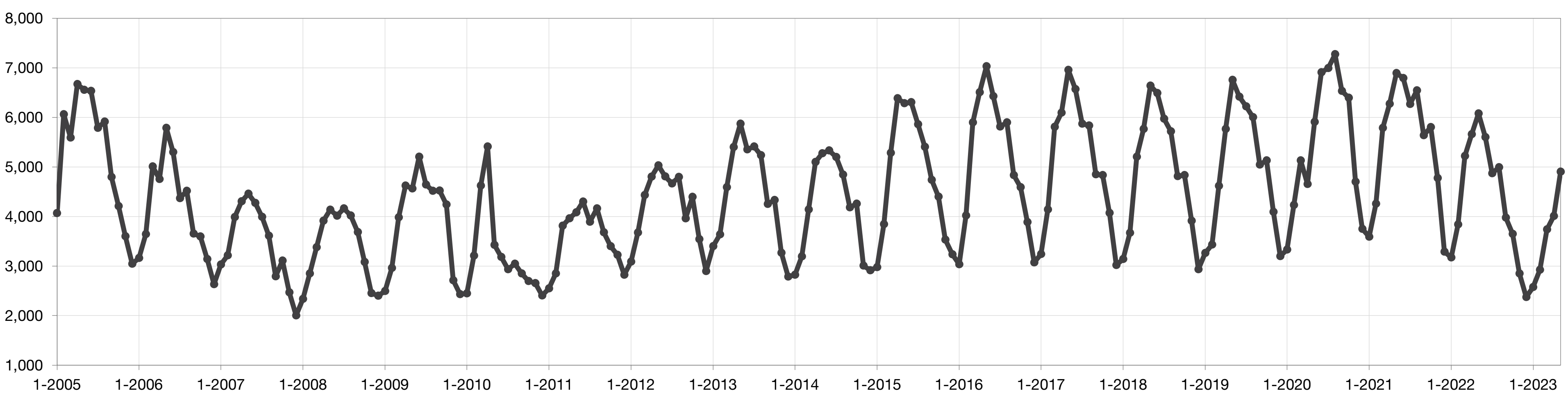


Year To Date



Pending Sales		Prior Year	Percent Change
June 2022	5,601	6,791	-17.5%
July 2022	4,872	6,267	-22.3%
August 2022	4,993	6,541	-23.7%
September 2022	3,975	5,640	-29.5%
October 2022	3,647	5,800	-37.1%
November 2022	2,850	4,776	-40.3%
December 2022	2,373	3,286	-27.8%
January 2023	2,575	3,172	-18.8%
February 2023	2,923	3,841	-23.9%
March 2023	3,738	5,222	-28.4%
April 2023	4,008	5,657	-29.1%
May 2023	**4,901**	**6,075**	**-19.3%**
12-Month Avg	3,871	5,256	-26.3%

Historical Pending Sales Activity



Closed Sales

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

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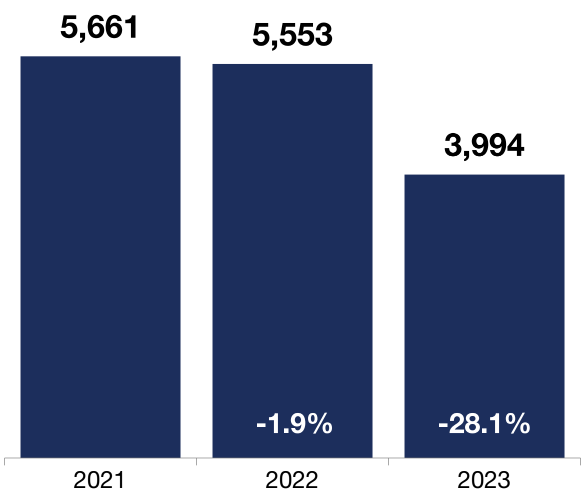
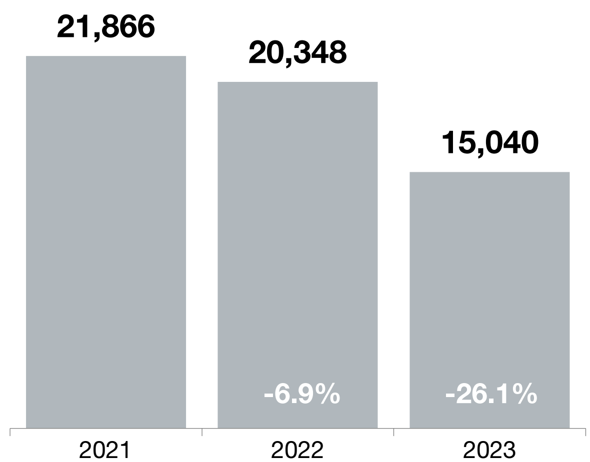
May

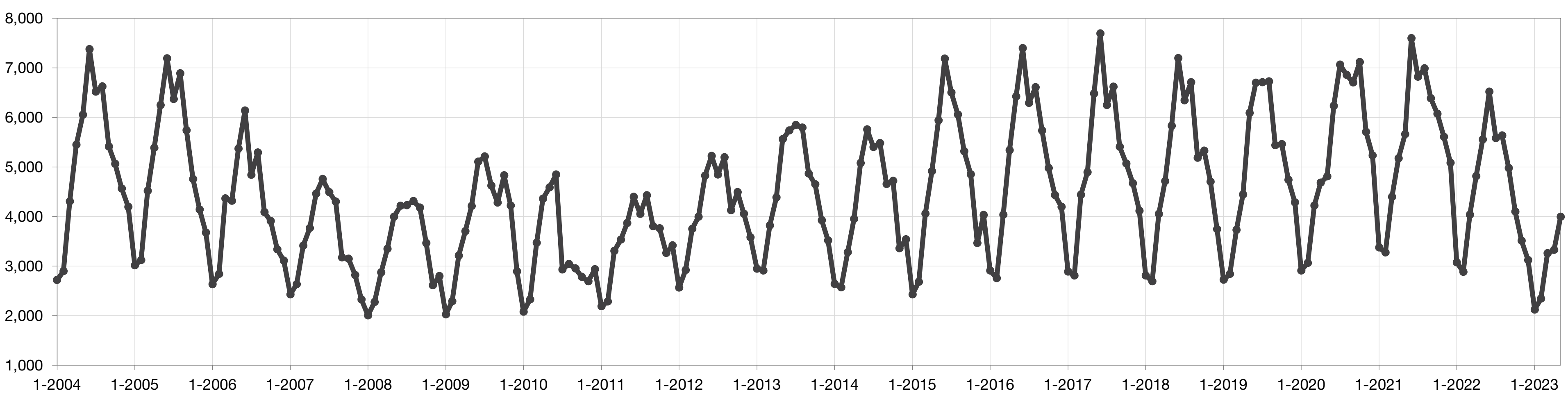


Year To Date



Closed Sales		Prior Year	Percent Change
June 2022	6,516	7,594	-14.2%
July 2022	5,578	6,818	-18.2%
August 2022	5,634	6,988	-19.4%
September 2022	4,979	6,383	-22.0%
October 2022	4,100	6,072	-32.5%
November 2022	3,510	5,605	-37.4%
December 2022	3,121	5,082	-38.6%
January 2023	2,117	3,072	-31.1%
February 2023	2,343	2,879	-18.6%
March 2023	3,258	4,033	-19.2%
April 2023	3,328	4,811	-30.8%
May 2023	**3,994**	**5,553**	**-28.1%**
12-Month Avg	4,040	5,408	-25.8%

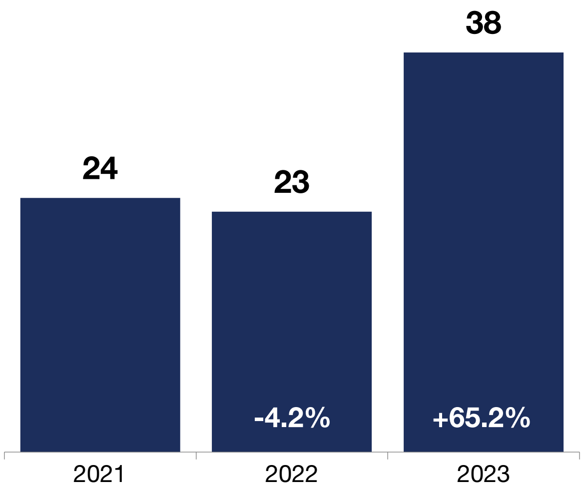
Historical Closed Sales Activity



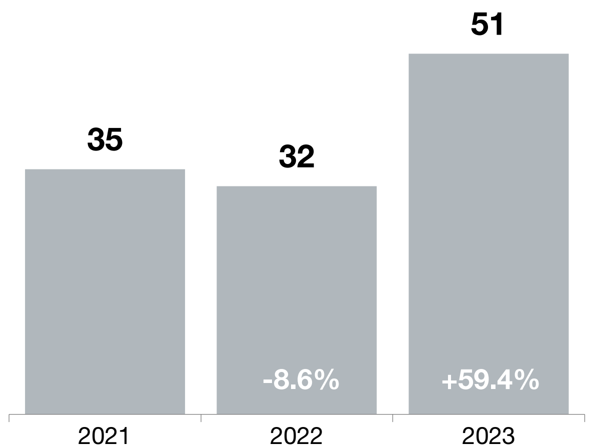
Days on Market Until Sale

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

May

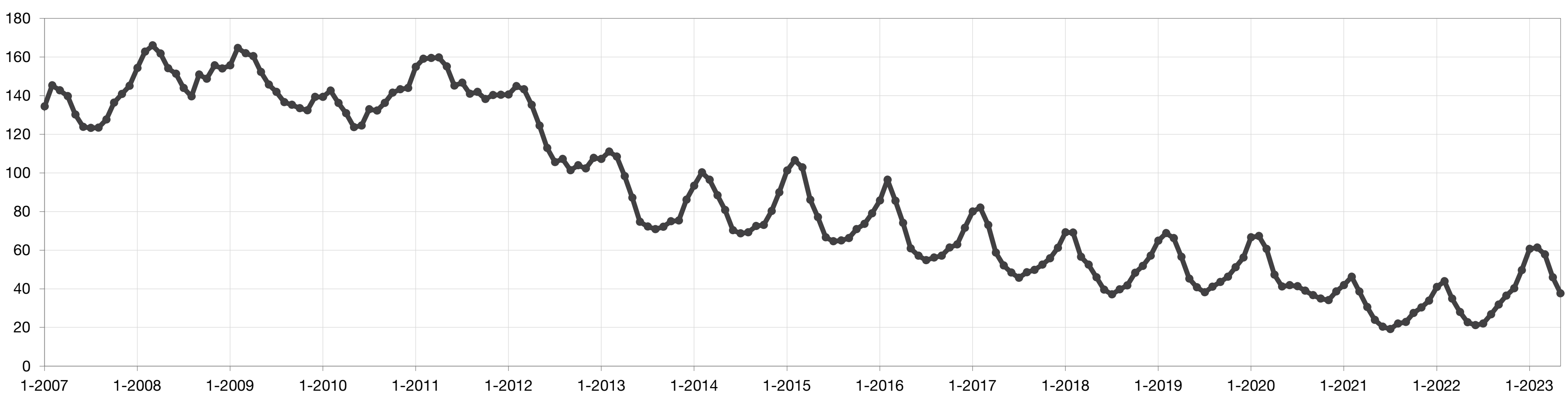


Year To Date



Days on Market		Prior Year	Percent Change
June 2022	21	20	+5.0%
July 2022	22	19	+15.8%
August 2022	27	22	+22.7%
September 2022	32	23	+39.1%
October 2022	36	27	+33.3%
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%**
12-Month Avg	37	27	+37.0%

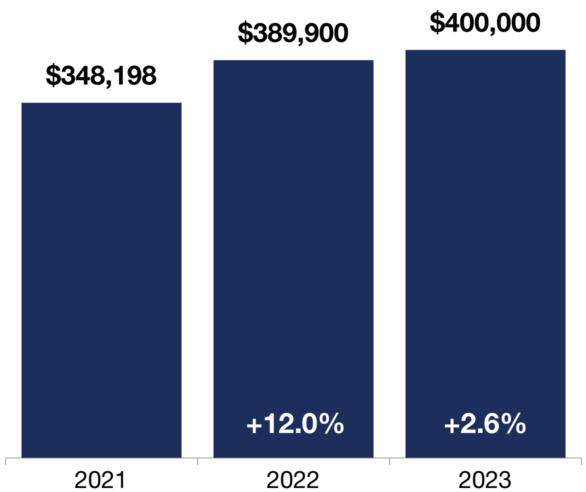
Historical Days on Market Until Sale



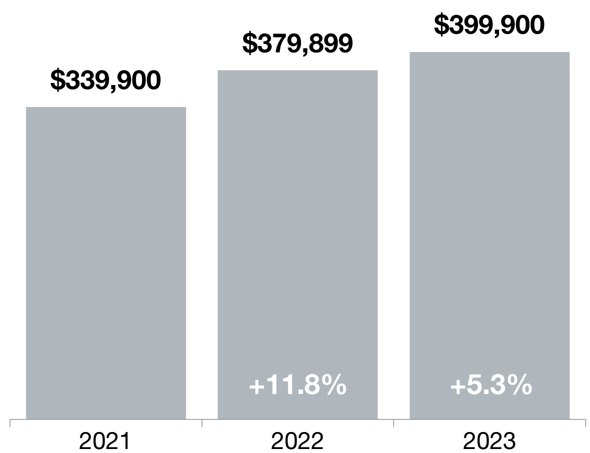
Median Original List Price

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

May



Year To Date



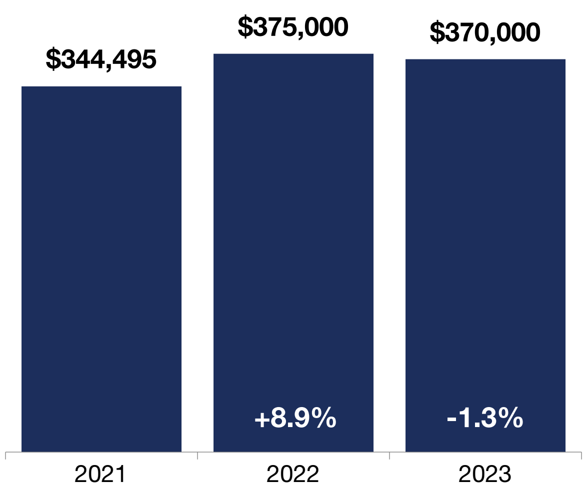
Median Original List Price		Prior Year	Percent Change
June 2022	$389,000	$349,900	+11.2%
July 2022	$385,000	$340,000	+13.2%
August 2022	$375,000	$339,900	+10.3%
September 2022	$375,000	$345,000	+8.7%
October 2022	$374,900	$339,900	+10.3%
November 2022	$375,000	$325,000	+15.4%
December 2022	$385,000	$350,000	+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%**
12-Month Med	$389,000	$350,000	+11.1%

Historical Median Original List Price

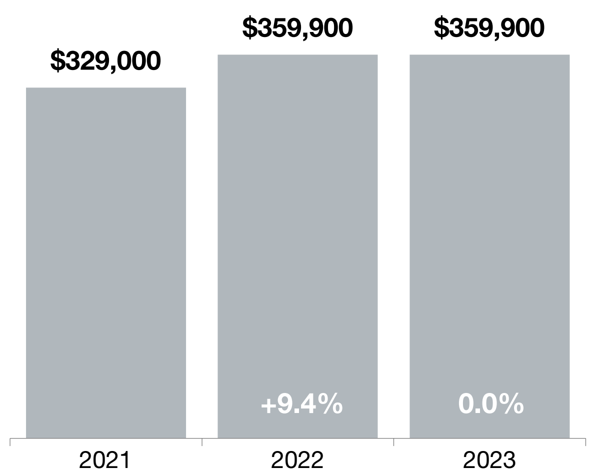
Median Sales Price

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

May



Year To Date



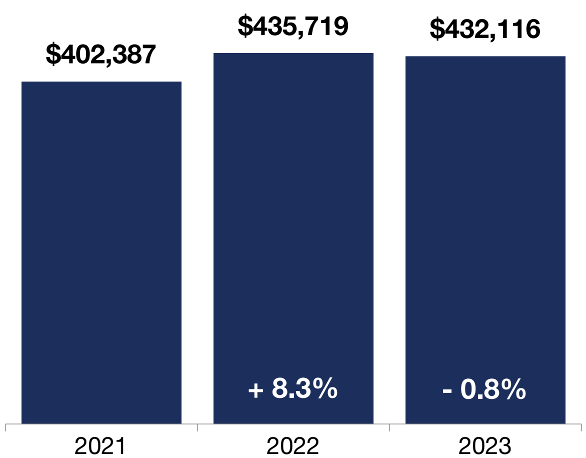
Median Sales Price		Prior Year	Percent Change
June 2022	$380,000	$350,000	+8.6%
July 2022	$375,000	$350,000	+7.1%
August 2022	$369,900	$350,000	+5.7%
September 2022	$362,100	$340,700	+6.3%
October 2022	$356,004	$340,000	+4.7%
November 2022	$354,900	$339,900	+4.4%
December 2022	$349,000	$331,500	+5.3%
January 2023	$342,000	$332,950	+2.7%
February 2023	$342,000	$340,000	+0.6%
March 2023	$355,000	$354,900	+0.0%
April 2023	$369,450	$370,000	-0.1%
May 2023	**$370,000**	**$375,000**	**-1.3%**
12-Month Med	$364,000	$350,000	+4.0%

Historical Median Sales Price

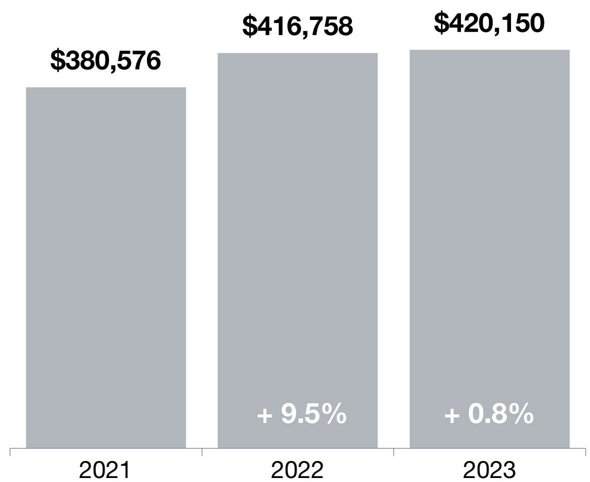
Average Sales Price

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

May



Year to Date



Average Sales Price		Prior Year	Percent Change
June 2022	$448,305	$407,250	+10.1%
July 2022	$434,251	$404,298	+7.4%
August 2022	$430,127	$410,147	+4.9%
September 2022	$424,794	$392,858	+8.1%
October 2022	$420,563	$395,467	+6.3%
November 2022	$419,623	$392,123	+7.0%
December 2022	$412,655	$389,527	+5.9%
January 2023	$411,411	$386,004	+6.6%
February 2023	$400,112	$397,223	+0.7%
March 2023	$417,862	$411,242	+1.6%
April 2023	$427,689	$430,811	-0.7%
May 2023	**$432,116**	**$435,719**	**-0.8%**
12-Month Avg	$426,682	$405,008	+5.4%

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.

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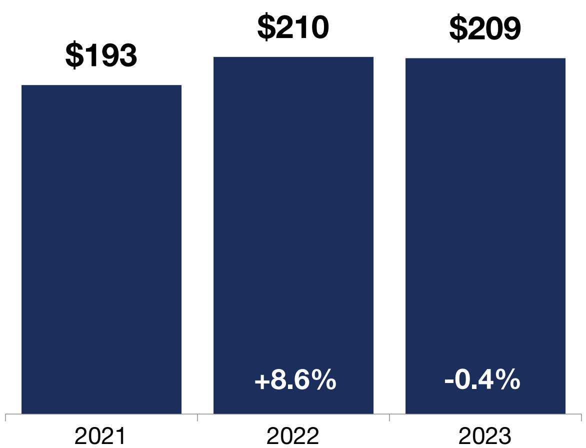
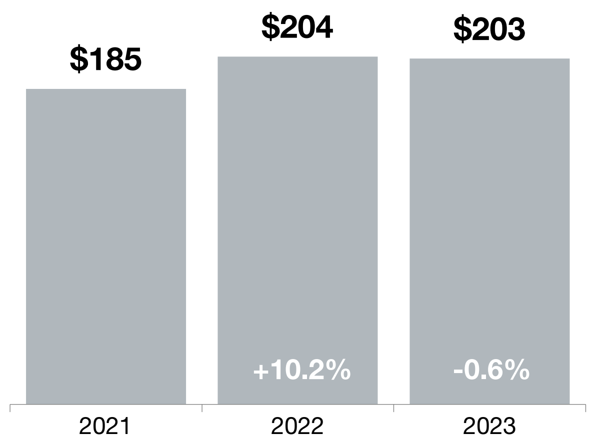
May

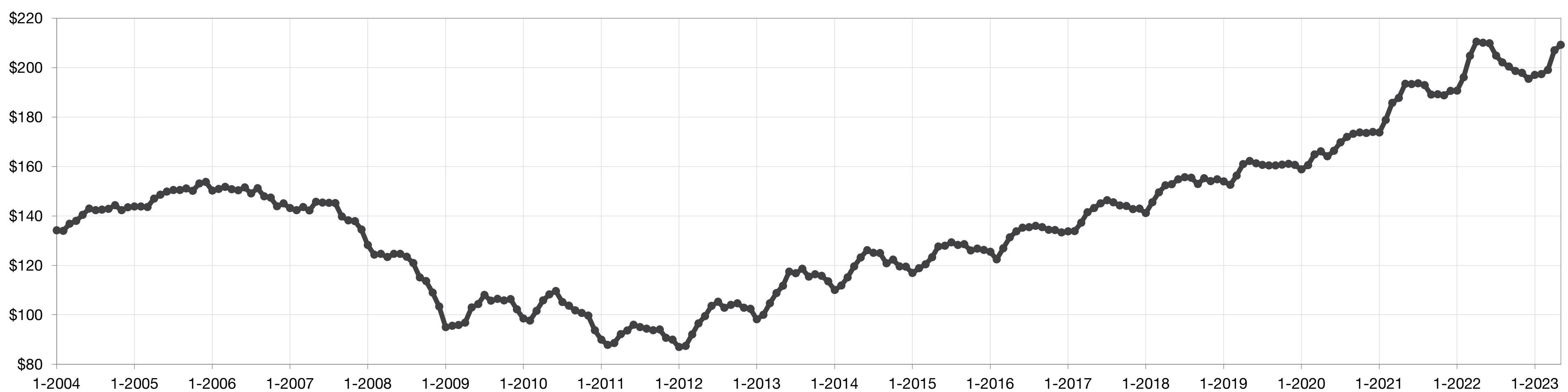


Year to Date



Price Per Square Foot		Prior Year	Percent Change
June 2022	$210	$193	+8.5%
July 2022	$205	$194	+5.8%
August 2022	$202	$193	+4.8%
September 2022	$200	$189	+6.0%
October 2022	$199	$189	+5.0%
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	-2.7%
April 2023	$207	$210	-1.6%
May 2023	**$209**	**$210**	**-0.4%**
12-Month Avg	$202	$195	+3.7%

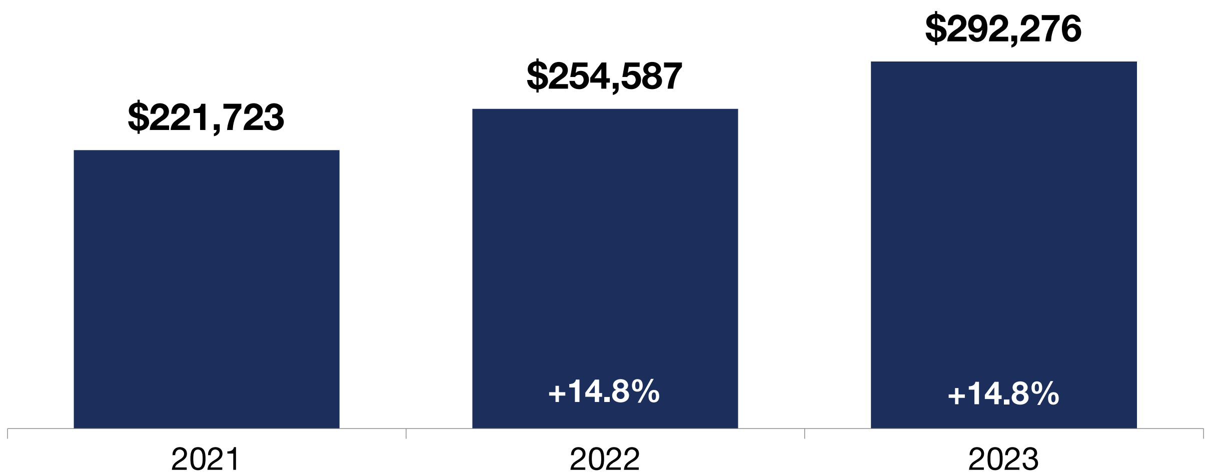
Historical Price Per Square Foot



ShowingTime Housing Value Index

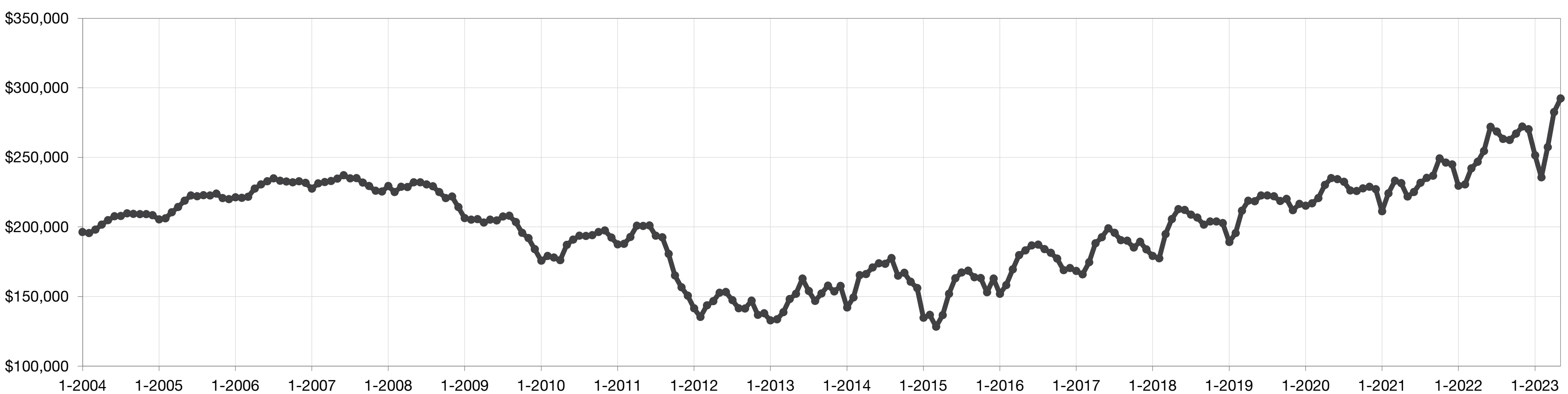
The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2003.

May



Housing Value Index		Prior Year	Percent Change
June 2022	$271,832	$225,059	+20.8%
July 2022	$268,543	$231,633	+15.9%
August 2022	$263,230	$235,139	+11.9%
September 2022	$262,395	$236,655	+10.9%
October 2022	$266,895	$249,180	+7.1%
November 2022	$272,115	$246,267	+10.5%
December 2022	$270,269	$244,873	+10.4%
January 2023	$251,416	$229,589	+9.5%
February 2023	$235,652	$230,585	+2.2%
March 2023	$257,330	$241,949	+6.4%
April 2023	$282,540	$246,823	+14.5%
May 2023	**$292,276**	**$254,587**	**+14.8%**
12-Month Avg	$266,208	$239,362	+11.2%

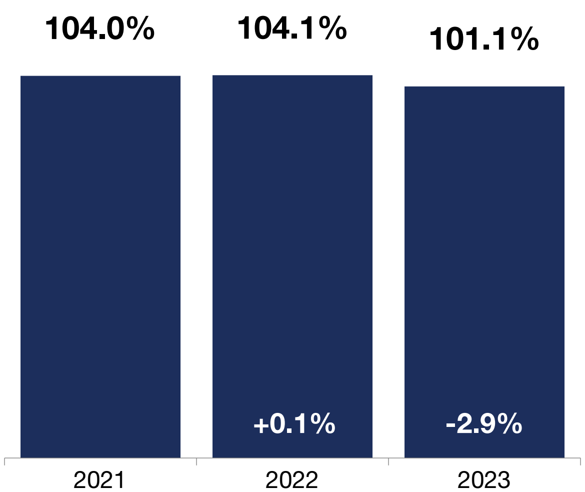
Historical ShowingTime Housing Value Index



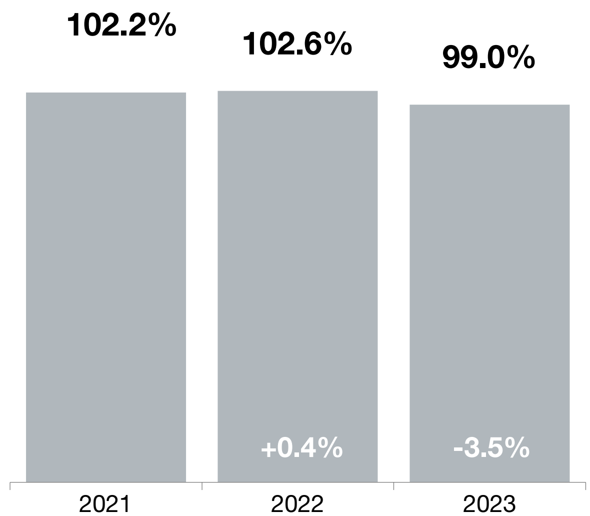
Percent of Original List Price Received

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.

May

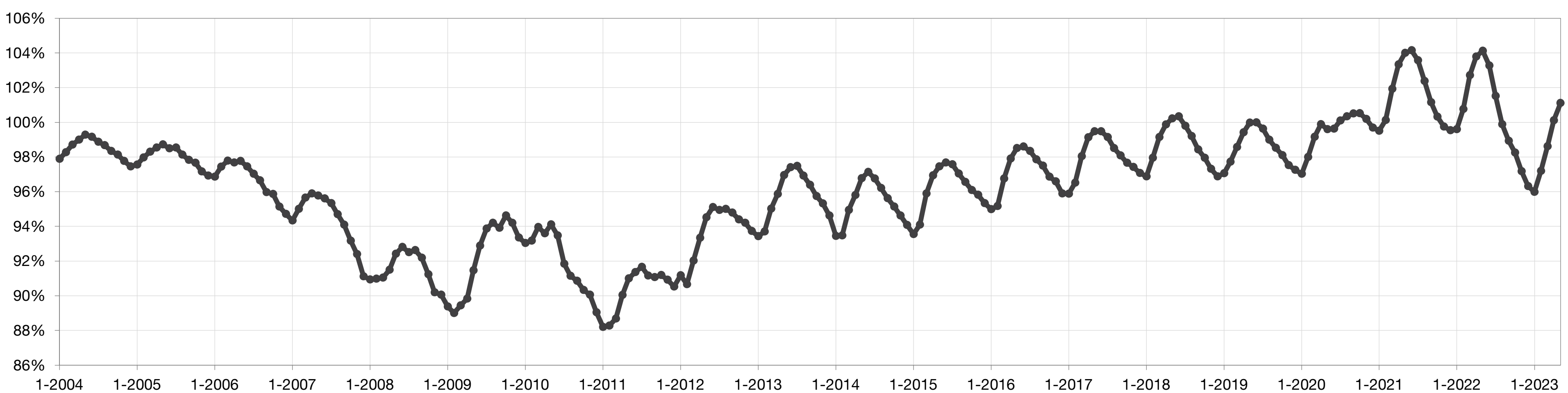


Year to Date



Pct. Of Orig. List Price Rec'd		Prior Year	Percent Change
June 2022	103.3%	104.1%	-0.8%
July 2022	101.5%	103.6%	-2.0%
August 2022	99.9%	102.4%	-2.4%
September 2022	98.9%	101.2%	-2.3%
October 2022	98.2%	100.3%	-2.1%
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%**
12-Month Avg	99.6%	102.0%	-2.4%

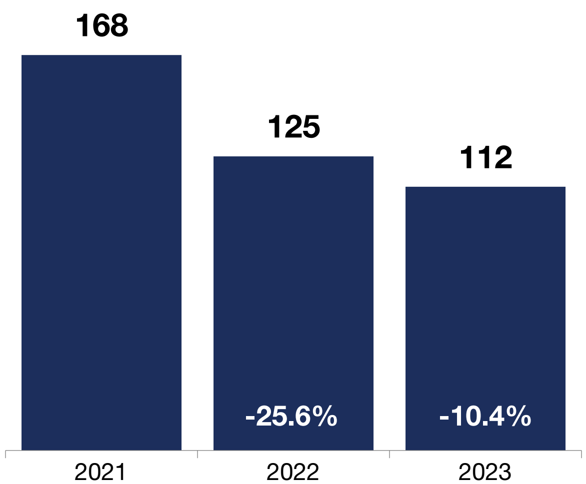
Historical Percent of Original List Price Received



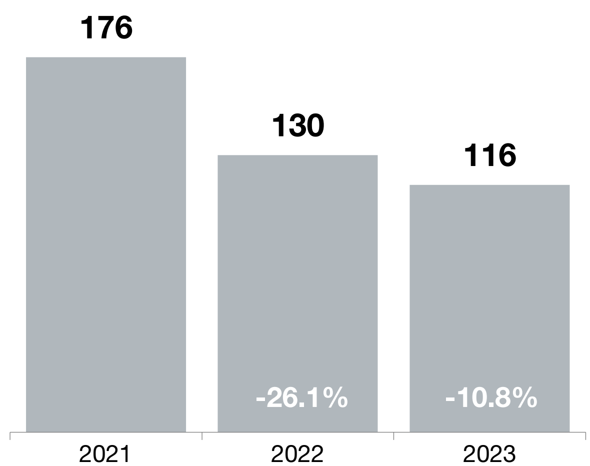
Housing Affordability Index

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.

May



Year to Date



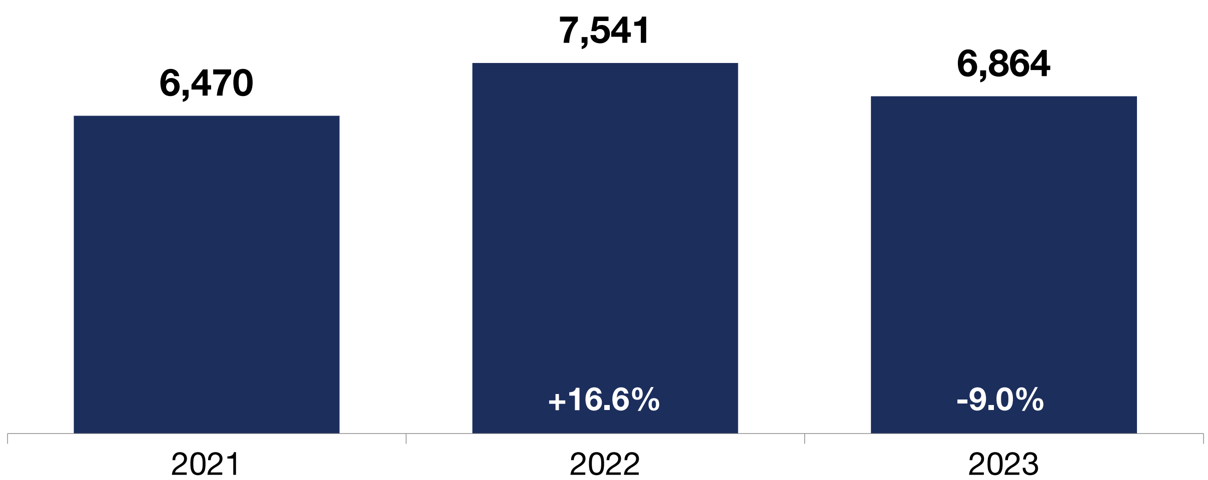
Housing Affordability Index		Prior Year	Percent Change
June 2022	120	165	-27.3%
July 2022	123	167	-26.3%
August 2022	127	167	-24.0%
September 2022	119	171	-30.4%
October 2022	112	168	-33.3%
November 2022	117	168	-30.4%
December 2022	121	172	-29.7%
January 2023	126	166	-24.1%
February 2023	122	158	-22.8%
March 2023	120	145	-17.2%
April 2023	114	129	-11.6%
May 2023	**112**	**125**	**-10.4%**
12-Month Avg	119	158	-24.7%

Historical Housing Affordability Index

Inventory of Homes for Sale

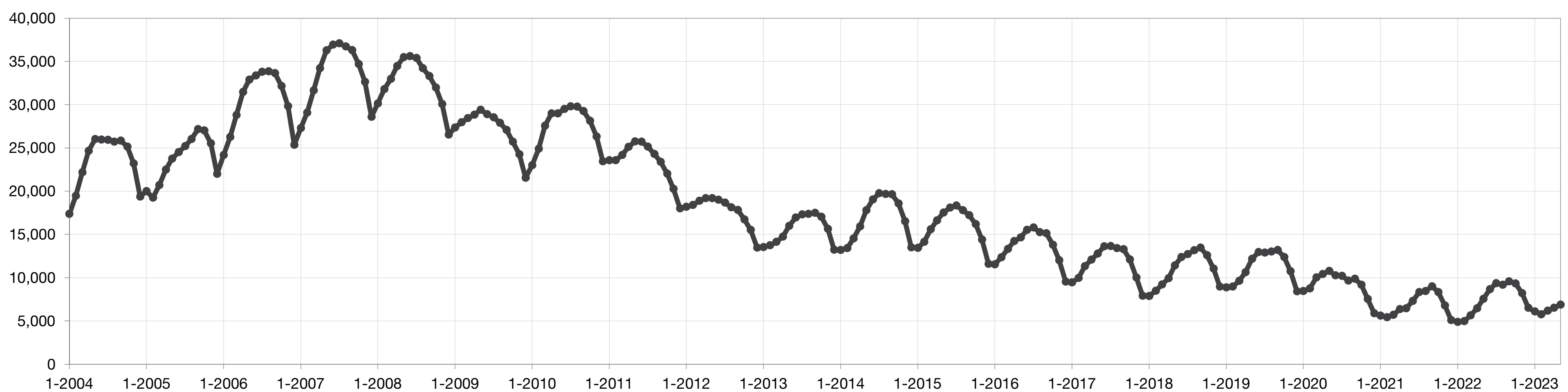
The number of properties available for sale in active status at the end of a given month.

May



Homes for Sale		Prior Year	Percent Change
June 2022	8,655	7,315	+18.3%
July 2022	9,344	8,330	+12.2%
August 2022	9,186	8,452	+8.7%
September 2022	9,582	9,007	+6.4%
October 2022	9,315	8,338	+11.7%
November 2022	8,196	6,786	+20.8%
December 2022	6,525	5,093	+28.1%
January 2023	6,090	4,882	+24.7%
February 2023	5,759	4,975	+15.8%
March 2023	6,182	5,648	+9.5%
April 2023	6,508	6,443	+1.0%
May 2023	**6,864**	**7,541**	**-9.0%**
12-Month Avg	7,684	6,901	+12.3%

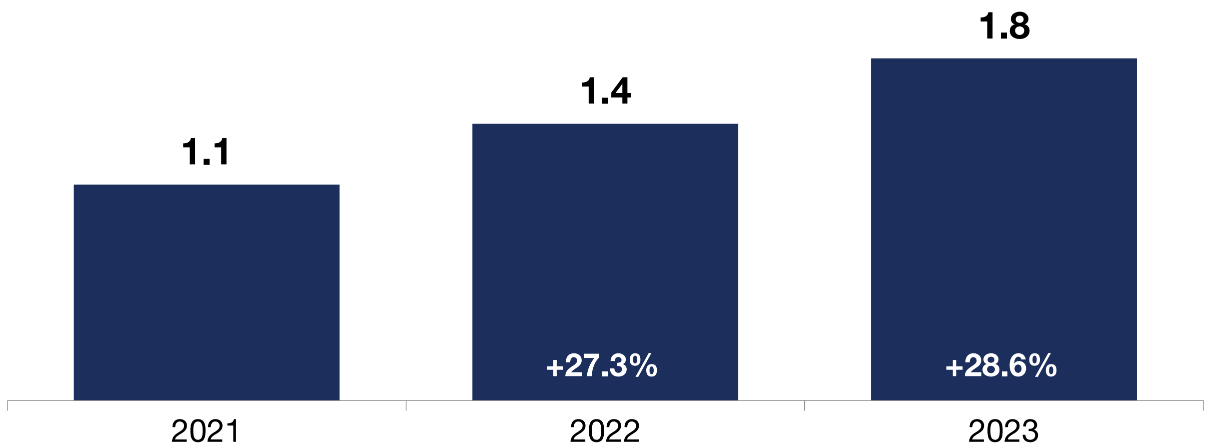
Historical Inventory of Homes for Sale



Months Supply of Homes for Sale

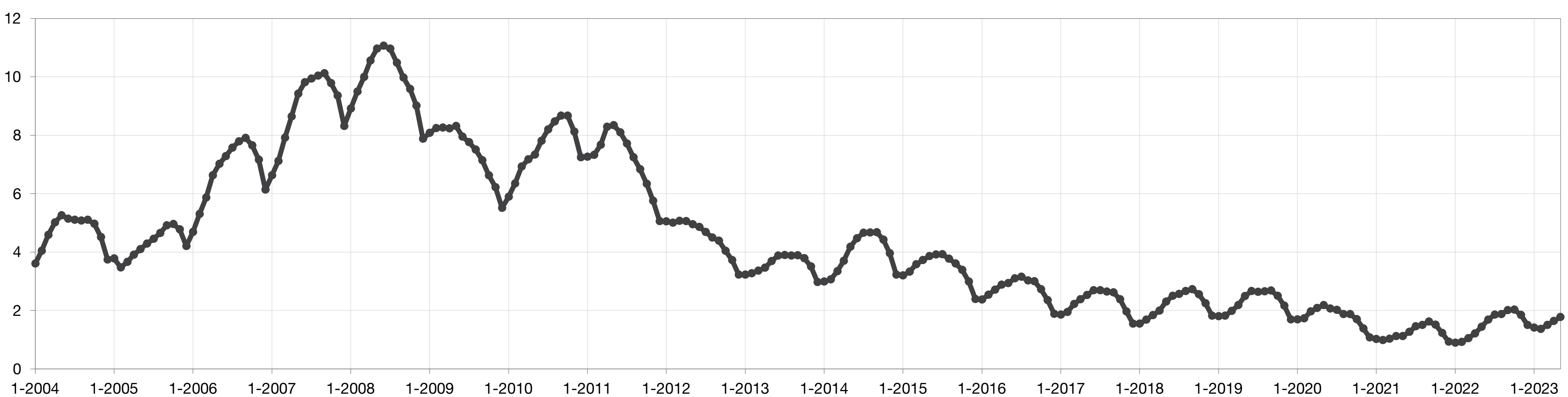
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales for the last 12 months.

May



Months Supply		Prior Year	Percent Change
June 2022	1.7	1.3	+30.8%
July 2022	1.9	1.5	+26.7%
August 2022	1.9	1.5	+26.7%
September 2022	2.0	1.6	+25.0%
October 2022	2.0	1.5	+33.3%
November 2022	1.8	1.2	+50.0%
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	1.6	1.2	+33.3%
May 2023	**1.8**	**1.4**	**+28.6%**
12-Month Avg	1.7	1.3	+30.8%

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