

# Housing Supply Overview

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



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of REALTORS®

## February 2018

Mortgage rates are on the rise. When this happens, it means that buyers in the lower-priced categories tend to have the dilemma of choosing to pay more for their desired home, paying less to get less, waiting for more listings or saving more money toward a downpayment. For the 12-month period spanning March 2017 through February 2018, Pending Sales in the Twin Cities area were down 1.0 percent overall. The price range with the largest gain in sales was the \$1,000,001 and Above range, where they increased 21.6 percent.

The overall Median Sales Price was up 7.3 percent to \$249,000. The property type with the largest price gain was the Townhomes segment, where prices increased 8.2 percent to \$192,000. The price range that tended to sell the quickest was the \$190,001 to \$250,000 range at 40 days; the price range that tended to sell the slowest was the \$1,000,001 and Above range at 191 days.

Market-wide, inventory levels were down 23.0 percent. The property type that lost the least inventory was the Condo segment, where it decreased 12.5 percent. That amounts to 1.6 months supply for Single-Family homes, 1.0 months supply for Townhomes and 1.5 months supply for Condos.

## Quick Facts

**+ 21.6%**

**+ 3.6%**

**+ 13.0%**

Price Range With the  
Strongest Sales:  
**\$1,000,001 and Above**

Property Type With  
Strongest Sales:  
**Townhomes**

Construction Status With  
Strongest Sales:  
**New Construction**

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# Pending Sales

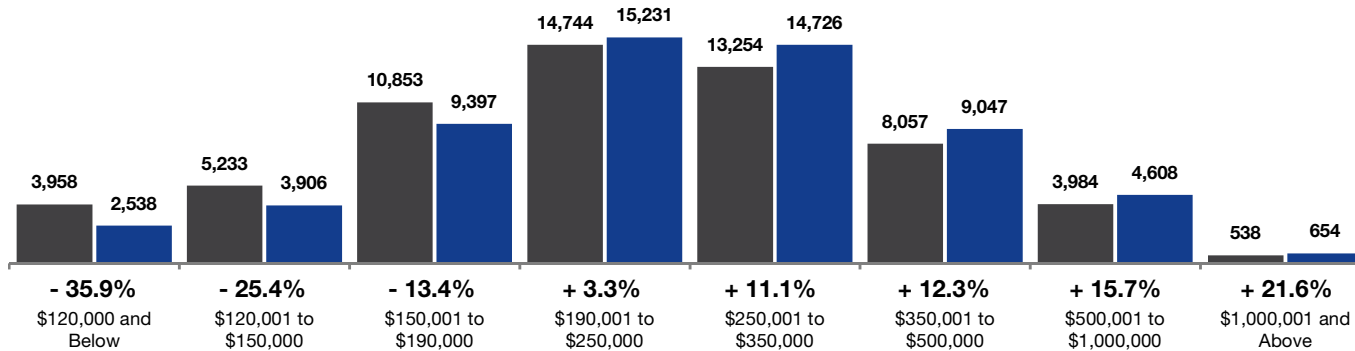
A count of properties on which offers have been accepted. Based on a rolling 12-month total.



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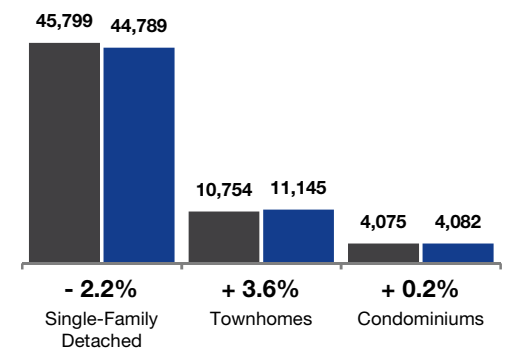
## By Price Range

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



### All Properties

By Price Range	2-2017	2-2018	Change
\$120,000 and Below	3,958	2,538	- 35.9%
\$120,001 to \$150,000	5,233	3,906	- 25.4%
\$150,001 to \$190,000	10,853	9,397	- 13.4%
\$190,001 to \$250,000	14,744	15,231	+ 3.3%
\$250,001 to \$350,000	13,254	14,726	+ 11.1%
\$350,001 to \$500,000	8,057	9,047	+ 12.3%
\$500,001 to \$1,000,000	3,984	4,608	+ 15.7%
\$1,000,001 and Above	538	654	+ 21.6%
<b>All Price Ranges</b>	<b>61,313</b>	<b>60,674</b>	<b>- 1.0%</b>

### Previously Owned

2-2017	2-2018	Change
3,952	2,536	- 35.8%
5,223	3,898	- 25.4%
10,700	9,303	- 13.1%
14,219	14,580	+ 2.5%
12,219	13,558	+ 11.0%
6,444	7,204	+ 11.8%
3,024	3,513	+ 16.2%
409	494	+ 20.8%
<b>56,291</b>	<b>55,156</b>	<b>- 2.0%</b>

### New Construction

2-2017	2-2018	Change
3	2	- 33.3%
10	8	- 20.0%
150	89	- 40.7%
515	642	+ 24.7%
1,031	1,155	+ 12.0%
1,609	1,835	+ 14.0%
960	1,090	+ 13.5%
128	159	+ 24.2%
<b>4,453</b>	<b>5,032</b>	<b>+ 13.0%</b>

### By Property Type

2-2017	2-2018	Change
45,799	44,789	- 2.2%
10,754	11,145	+ 3.6%
4,075	4,082	+ 0.2%
<b>61,313</b>	<b>60,674</b>	<b>- 1.0%</b>

2-2017	2-2018	Change	2-2017	2-2018	Change
41,883	40,646	- 3.0%	3,493	3,779	+ 8.2%
9,916	10,072	+ 1.6%	745	1,002	+ 34.5%
3,895	3,847	- 1.2%	136	191	+ 40.4%
<b>56,291</b>	<b>55,156</b>	<b>- 2.0%</b>	<b>4,453</b>	<b>5,032</b>	<b>+ 13.0%</b>

# Days on Market Until Sale

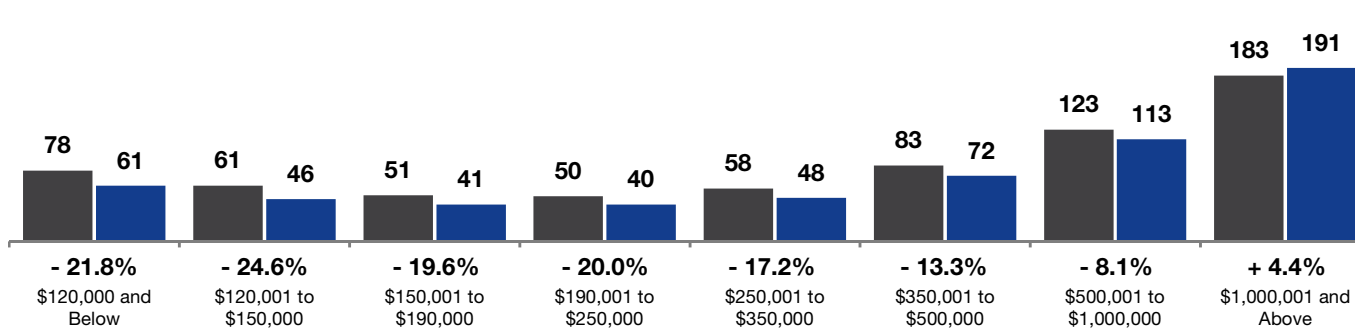
Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



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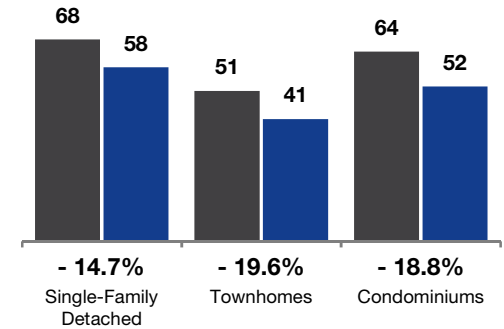
## By Price Range

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



## All Properties

By Price Range	2-2017	2-2018	Change
\$120,000 and Below	78	61	- 21.8%
\$120,001 to \$150,000	61	46	- 24.6%
\$150,001 to \$190,000	51	41	- 19.6%
\$190,001 to \$250,000	50	40	- 20.0%
\$250,001 to \$350,000	58	48	- 17.2%
\$350,001 to \$500,000	83	72	- 13.3%
\$500,001 to \$1,000,000	123	113	- 8.1%
\$1,000,001 and Above	183	191	+ 4.4%
<b>All Price Ranges</b>	<b>64</b>	<b>55</b>	<b>- 14.1%</b>

## Previously Owned

2-2017	2-2018	Change	2-2017	2-2018	Change
78	61	- 21.8%	31	221	+ 612.9%
61	46	- 24.6%	114	57	- 50.0%
51	40	- 21.6%	56	100	+ 78.6%
49	39	- 20.4%	58	82	+ 41.4%
58	46	- 20.7%	68	91	+ 33.8%
85	69	- 18.8%	74	88	+ 18.9%
129	116	- 10.1%	97	98	+ 1.0%
202	198	- 2.0%	115	162	+ 40.9%
<b>64</b>	<b>52</b>	<b>- 18.8%</b>	<b>76</b>	<b>93</b>	<b>+ 22.4%</b>

## New Construction

By Property Type	2-2017	2-2018	Change
Single-Family Detached	68	58	- 14.7%
Townhomes	51	41	- 19.6%
Condominiums	64	52	- 18.8%
<b>All Property Types</b>	<b>64</b>	<b>55</b>	<b>- 14.1%</b>

2-2017	2-2018	Change	2-2017	2-2018	Change
67	56	- 16.4%	78	92	+ 17.9%
50	38	- 24.0%	64	89	+ 39.1%
64	51	- 20.3%	89	165	+ 85.4%
<b>64</b>	<b>52</b>	<b>- 18.8%</b>	<b>76</b>	<b>93</b>	<b>+ 22.4%</b>

# Median Sales Price

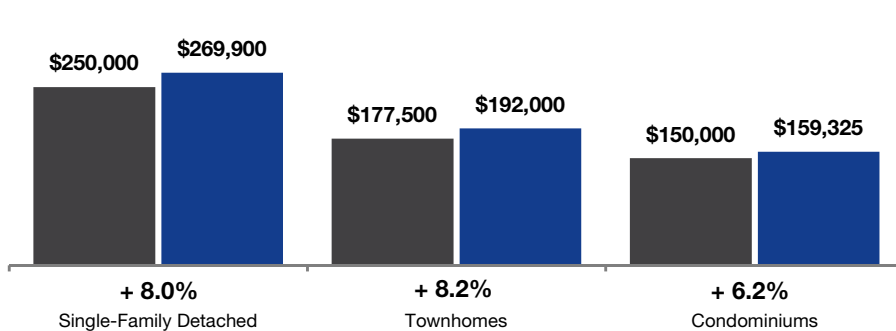
Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



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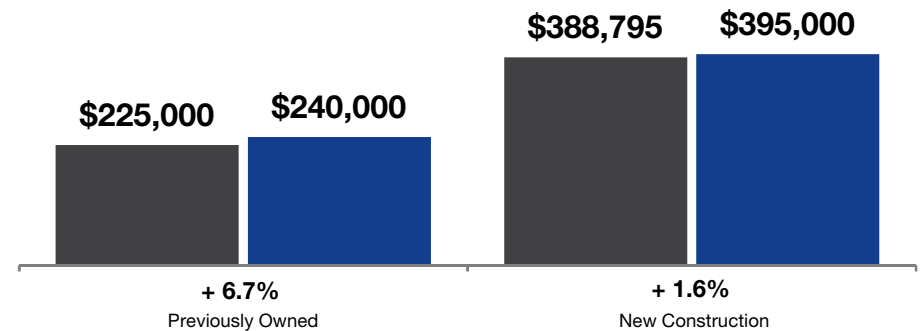
## By Property Type

■ 2-2017 ■ 2-2018



## By Construction Status

■ 2-2017 ■ 2-2018



### All Properties

By Property Type	2-2017	2-2018	Change
Single-Family Detached	\$250,000	\$269,900	+ 8.0%
Townhomes	\$177,500	\$192,000	+ 8.2%
Condominiums	\$150,000	\$159,325	+ 6.2%
<b>All Property Types</b>	<b>\$232,000</b>	<b>\$249,000</b>	<b>+ 7.3%</b>

### Previously Owned

2-2017	2-2018	Change	2-2017	2-2018	Change
\$245,000	\$261,995	+ 6.9%	\$407,000	\$410,835	+ 0.9%
\$174,000	\$186,550	+ 7.2%	\$298,670	\$321,900	+ 7.8%
\$149,900	\$157,000	+ 4.7%	\$411,751	\$623,766	+ 51.5%
<b>\$225,000</b>	<b>\$240,000</b>	<b>+ 6.7%</b>	<b>\$388,795</b>	<b>\$395,000</b>	<b>+ 1.6%</b>

### New Construction

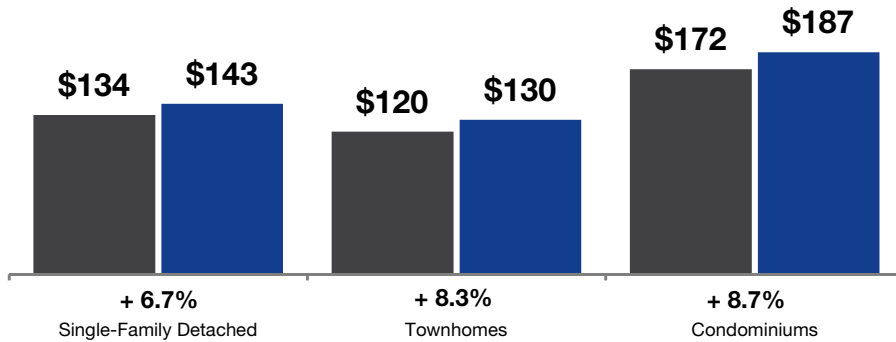
# Price Per Square Foot

Average price of closed sales divided by the average square footage of closed sales. Based on a rolling 12-month average.



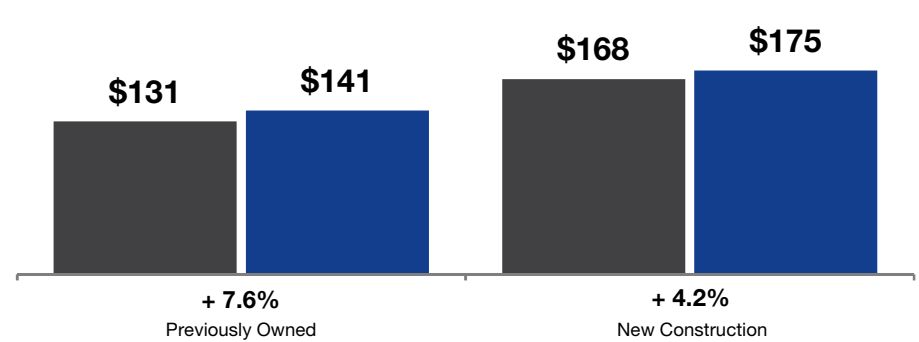
## By Property Type

■ 2-2017 ■ 2-2018



## By Construction Status

■ 2-2017 ■ 2-2018



### All Properties

By Property Type	2-2017	2-2018	Change
Single-Family Detached	\$134	\$143	+ 6.7%
Townhomes	\$120	\$130	+ 8.3%
Condominiums	\$172	\$187	+ 8.7%
<b>All Property Types</b>	<b>\$134</b>	<b>\$143</b>	<b>+ 6.7%</b>

### Previously Owned

2-2017	2-2018	Change	2-2017	2-2018	Change
\$132	\$141	+ 6.8%	\$165	\$170	+ 3.0%
\$117	\$126	+ 7.7%	\$162	\$170	+ 4.9%
\$169	\$181	+ 7.1%	\$344	\$486	+ 41.3%
<b>\$131</b>	<b>\$141</b>	<b>+ 7.6%</b>	<b>\$168</b>	<b>\$175</b>	<b>+ 4.2%</b>

### New Construction

# Percent of Original List Price Received

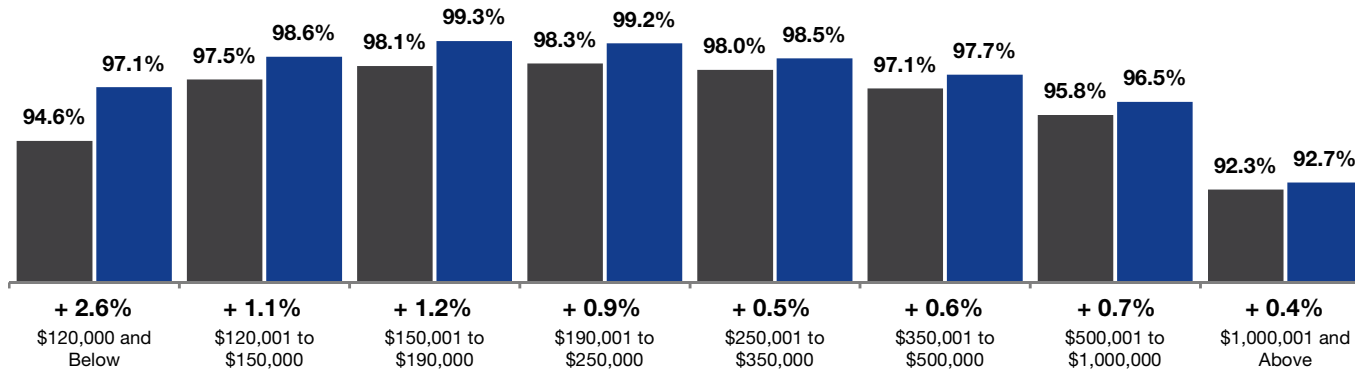


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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, not accounting for seller concessions. **Based on a rolling 12-month average.**

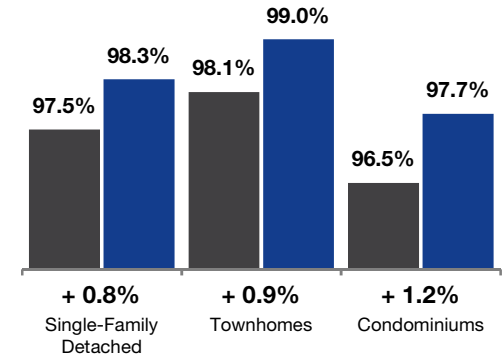
## By Price Range

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



## All Properties

By Price Range	2-2017	2-2018	Change
\$120,000 and Below	94.6%	97.1%	+ 2.6%
\$120,001 to \$150,000	97.5%	98.6%	+ 1.1%
\$150,001 to \$190,000	98.1%	99.3%	+ 1.2%
\$190,001 to \$250,000	98.3%	99.2%	+ 0.9%
\$250,001 to \$350,000	98.0%	98.5%	+ 0.5%
\$350,001 to \$500,000	97.1%	97.7%	+ 0.6%
\$500,001 to \$1,000,000	95.8%	96.5%	+ 0.7%
\$1,000,001 and Above	92.3%	92.7%	+ 0.4%
<b>All Price Ranges</b>	<b>97.5%</b>	<b>98.4%</b>	<b>+ 0.9%</b>

## Previously Owned

2-2017	2-2018	Change	2-2017	2-2018	Change
94.6%	97.2%	+ 2.7%	83.4%	77.5%	- 7.1%
97.5%	98.6%	+ 1.1%	96.9%	98.3%	+ 1.4%
98.1%	99.3%	+ 1.2%	100.9%	102.1%	+ 1.2%
98.2%	99.1%	+ 0.9%	101.0%	101.7%	+ 0.7%
97.8%	98.3%	+ 0.5%	100.4%	100.6%	+ 0.2%
96.6%	97.2%	+ 0.6%	99.3%	100.0%	+ 0.7%
94.9%	95.5%	+ 0.6%	99.0%	99.8%	+ 0.8%
90.2%	90.6%	+ 0.4%	99.7%	100.0%	+ 0.3%
<b>97.3%</b>	<b>98.3%</b>	<b>+ 1.0%</b>	<b>99.8%</b>	<b>100.3%</b>	<b>+ 0.5%</b>

## New Construction

By Property Type	2-2017	2-2018	Change
Single-Family Detached	97.5%	98.3%	+ 0.8%
Townhomes	98.1%	99.0%	+ 0.9%
Condominiums	96.5%	97.7%	+ 1.2%
<b>All Property Types</b>	<b>97.5%</b>	<b>98.4%</b>	<b>+ 0.9%</b>

2-2017	2-2018	Change	2-2017	2-2018	Change
97.3%	98.2%	+ 0.9%	99.5%	100.2%	+ 0.7%
97.9%	98.9%	+ 1.0%	100.6%	100.7%	+ 0.1%
96.4%	97.6%	+ 1.2%	103.7%	104.2%	+ 0.5%
<b>97.3%</b>	<b>98.3%</b>	<b>+ 1.0%</b>	<b>99.8%</b>	<b>100.3%</b>	<b>+ 0.5%</b>

# Inventory of Homes for Sale

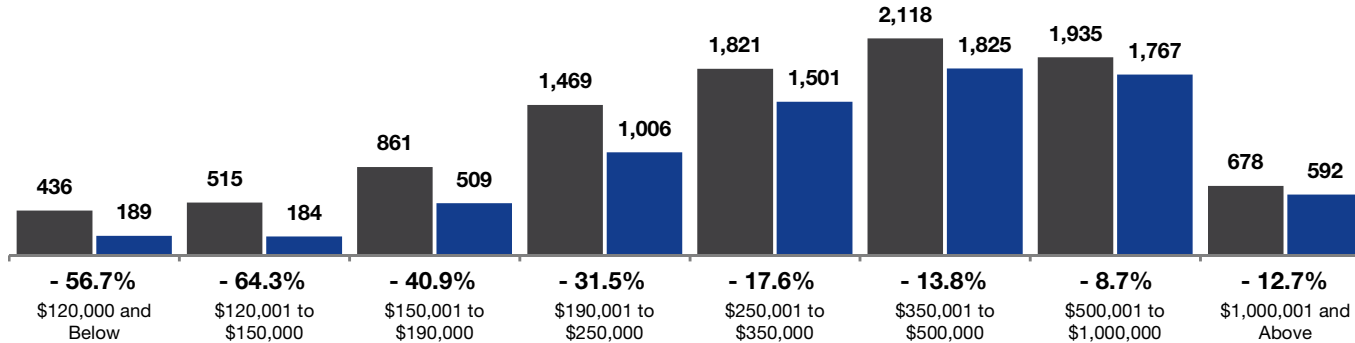
The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



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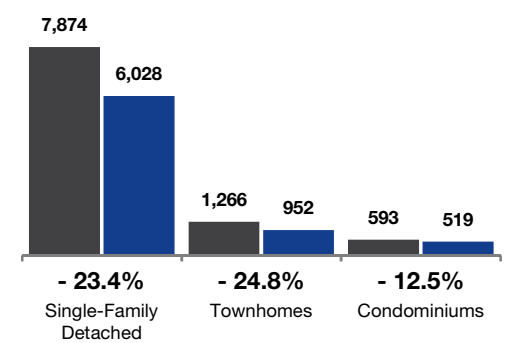
## By Price Range

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



## All Properties

By Price Range	2-2017	2-2018	Change
\$120,000 and Below	436	189	- 56.7%
\$120,001 to \$150,000	515	184	- 64.3%
\$150,001 to \$190,000	861	509	- 40.9%
\$190,001 to \$250,000	1,469	1,006	- 31.5%
\$250,001 to \$350,000	1,821	1,501	- 17.6%
\$350,001 to \$500,000	2,118	1,825	- 13.8%
\$500,001 to \$1,000,000	1,935	1,767	- 8.7%
\$1,000,001 and Above	678	592	- 12.7%
<b>All Price Ranges</b>	<b>9,833</b>	<b>7,573</b>	<b>- 23.0%</b>

## Previously Owned

2-2017	2-2018	Change	2-2017	2-2018	Change
435	186	- 57.2%	1	3	+ 200.0%
511	183	- 64.2%	4	1	- 75.0%
816	496	- 39.2%	45	13	- 71.1%
1,221	769	- 37.0%	248	237	- 4.4%
1,356	976	- 28.0%	465	525	+ 12.9%
1,291	970	- 24.9%	827	855	+ 3.4%
1,410	1,127	- 20.1%	525	640	+ 21.9%
532	468	- 12.0%	146	124	- 15.1%
<b>7,572</b>	<b>5,175</b>	<b>- 31.7%</b>	<b>2,261</b>	<b>2,398</b>	<b>+ 6.1%</b>

## New Construction

By Property Type	2-2017	2-2018	Change
Single-Family Detached	7,874	6,028	- 23.4%
Townhomes	1,266	952	- 24.8%
Condominiums	593	519	- 12.5%
<b>All Property Types</b>	<b>9,833</b>	<b>7,573</b>	<b>- 23.0%</b>

2-2017	2-2018	Change	2-2017	2-2018	Change
6,043	4,048	- 33.0%	1,831	1,980	+ 8.1%
919	624	- 32.1%	347	328	- 5.5%
548	461	- 15.9%	45	58	+ 28.9%
<b>7,572</b>	<b>5,175</b>	<b>- 31.7%</b>	<b>2,261</b>	<b>2,398</b>	<b>+ 6.1%</b>

# Months Supply of Inventory

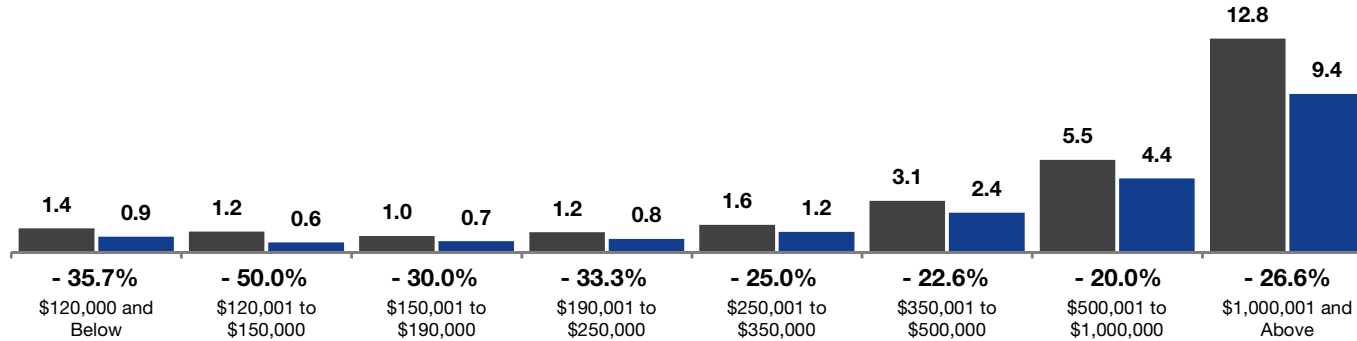
The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.



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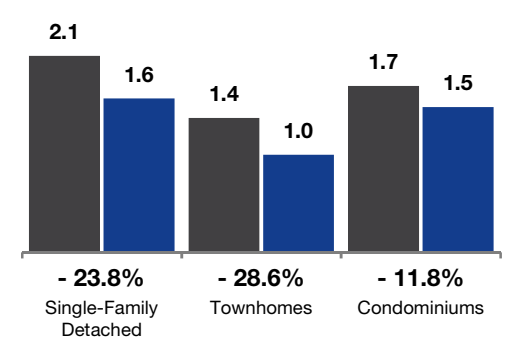
## By Price Range

■ 2-2017 ■ 2-2018



## By Property Type

■ 2-2017 ■ 2-2018



## All Properties

### By Price Range

	2-2017	2-2018	Change
\$120,000 and Below	1.4	0.9	- 35.7%
\$120,001 to \$150,000	1.2	0.6	- 50.0%
\$150,001 to \$190,000	1.0	0.7	- 30.0%
\$190,001 to \$250,000	1.2	0.8	- 33.3%
\$250,001 to \$350,000	1.6	1.2	- 25.0%
\$350,001 to \$500,000	3.1	2.4	- 22.6%
\$500,001 to \$1,000,000	5.5	4.4	- 20.0%
\$1,000,001 and Above	12.8	9.4	- 26.6%
<b>All Price Ranges</b>	<b>1.9</b>	<b>1.5</b>	<b>- 21.1%</b>

## Previously Owned

	2-2017	2-2018	Change
\$120,000 and Below	1.4	0.9	- 35.7%
\$120,001 to \$150,000	1.2	0.6	- 50.0%
\$150,001 to \$190,000	0.9	0.7	- 22.2%
\$190,001 to \$250,000	1.0	0.6	- 40.0%
\$250,001 to \$350,000	1.3	0.9	- 30.8%
\$350,001 to \$500,000	2.3	1.6	- 30.4%
\$500,001 to \$1,000,000	5.2	3.6	- 30.8%
\$1,000,001 and Above	12.9	9.6	- 25.6%
<b>All Price Ranges</b>	<b>1.6</b>	<b>1.1</b>	<b>- 31.3%</b>

## New Construction

	2-2017	2-2018	Change
\$120,000 and Below	1.0	2.6	+ 160.0%
\$120,001 to \$150,000	3.0	0.8	- 73.3%
\$150,001 to \$190,000	3.6	1.7	- 52.8%
\$190,001 to \$250,000	5.6	4.4	- 21.4%
\$250,001 to \$350,000	5.6	5.5	- 1.8%
\$350,001 to \$500,000	6.2	5.6	- 9.7%
\$500,001 to \$1,000,000	6.4	7.0	+ 9.4%
\$1,000,001 and Above	12.4	8.8	- 29.0%
<b>All Price Ranges</b>	<b>6.1</b>	<b>5.7</b>	<b>- 6.6%</b>

### By Property Type

	2-2017	2-2018	Change
Single-Family Detached	2.1	1.6	- 23.8%
Townhomes	1.4	1.0	- 28.6%
Condominiums	1.7	1.5	- 11.8%
<b>All Property Types</b>	<b>1.9</b>	<b>1.5</b>	<b>- 21.1%</b>

	2-2017	2-2018	Change
Single-Family Detached	1.7	1.2	- 29.4%
Townhomes	1.1	0.7	- 36.4%
Condominiums	1.7	1.4	- 17.6%
<b>All Price Ranges</b>	<b>1.6</b>	<b>1.1</b>	<b>- 31.3%</b>

	2-2017	2-2018	Change
Single-Family Detached	6.3	6.3	0.0%
Townhomes	5.6	3.9	- 30.4%
Condominiums	4.0	3.6	- 10.0%
<b>All Price Ranges</b>	<b>6.1</b>	<b>5.7</b>	<b>- 6.6%</b>