

# Weekly Market Activity Report



A RESEARCH TOOL FROM THE SAINT PAUL AREA ASSOCIATION OF REALTORS®. BROUGHT TO YOU BY THE UNIQUE DATA-SHARING TRADITIONS OF THE REALTOR® COMMUNITY

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SAINT PAUL AREA ASSOCIATION OF REALTORS®

## For Week Ending January 2, 2016

Publish Date: January 11, 2016 • All comparisons are to 2015

Optimism is in the air as we turn to face a new calendar year. As far as residential real estate goes, there is plenty to feel positive about. Buying and selling activity continued through the final months of 2015, and there's little reason to believe that trend will slow down during the first month of 2016. If anything, the past few years have indicated a tendency for listings and sales to increase in January.

In the Twin Cities region, for the week ending January 2:

- New Listings decreased 24.8% to 416
- Pending Sales increased 2.2% to 550
- Inventory decreased 19.5% to 11,175

For the month of December:

- Median Sales Price increased 9.9% to \$219,900
- Days on Market decreased 12.4% to 78
- Percent of Original List Price Received increased 1.4% to 95.5%
- Months Supply of Inventory decreased 34.4% to 2.1

## Quick Facts

**- 24.8%**

**+ 2.2%**

**- 19.5%**

Change in  
New Listings

Change in  
Pending Sales

Change in  
Inventory

### Metrics by Week

New Listings	2
Pending Sales	3
Inventory of Homes for Sale	4

### Metrics by Month

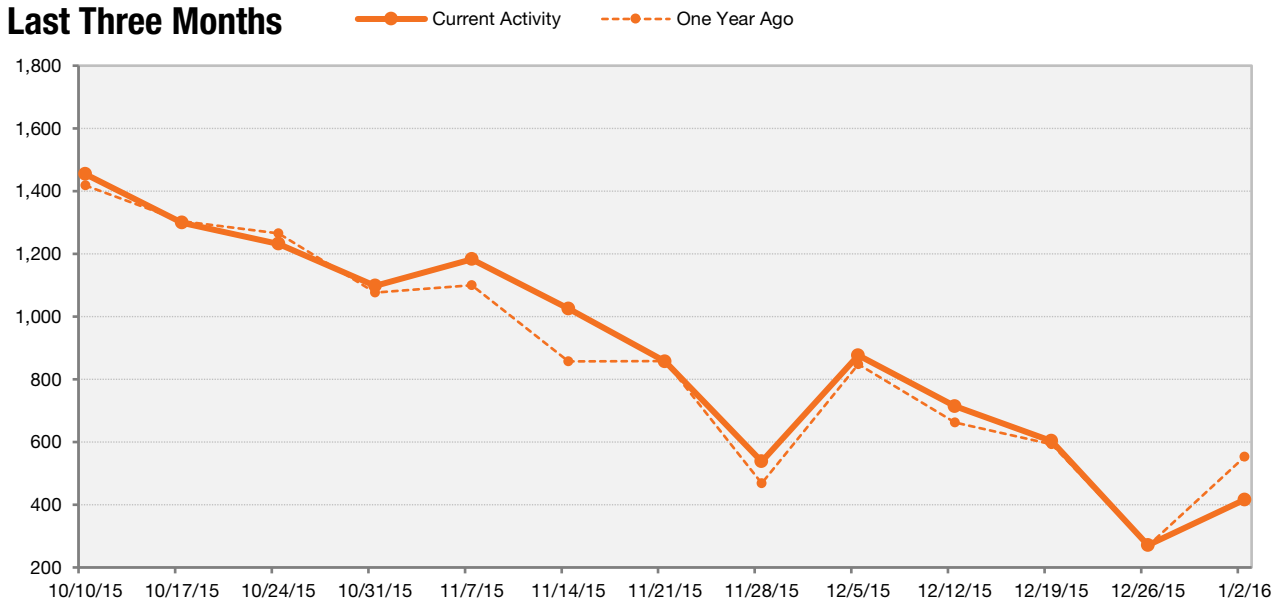
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# New Listings

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



## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/10/2015	1,454	1,418	+ 2.5%
10/17/2015	1,299	1,304	- 0.4%
10/24/2015	1,232	1,265	- 2.6%
10/31/2015	1,098	1,076	+ 2.0%
11/7/2015	1,183	1,100	+ 7.5%
11/14/2015	1,025	857	+ 19.6%
11/21/2015	857	858	- 0.1%
11/28/2015	538	468	+ 15.0%
12/5/2015	876	848	+ 3.3%
12/12/2015	714	662	+ 7.9%
12/19/2015	603	593	+ 1.7%
12/26/2015	271	269	+ 0.7%
1/2/2016	416	553	- 24.8%
<b>3-Month Total</b>	<b>11,566</b>	<b>11,271</b>	<b>+ 2.6%</b>

## Historical New Listing Activity

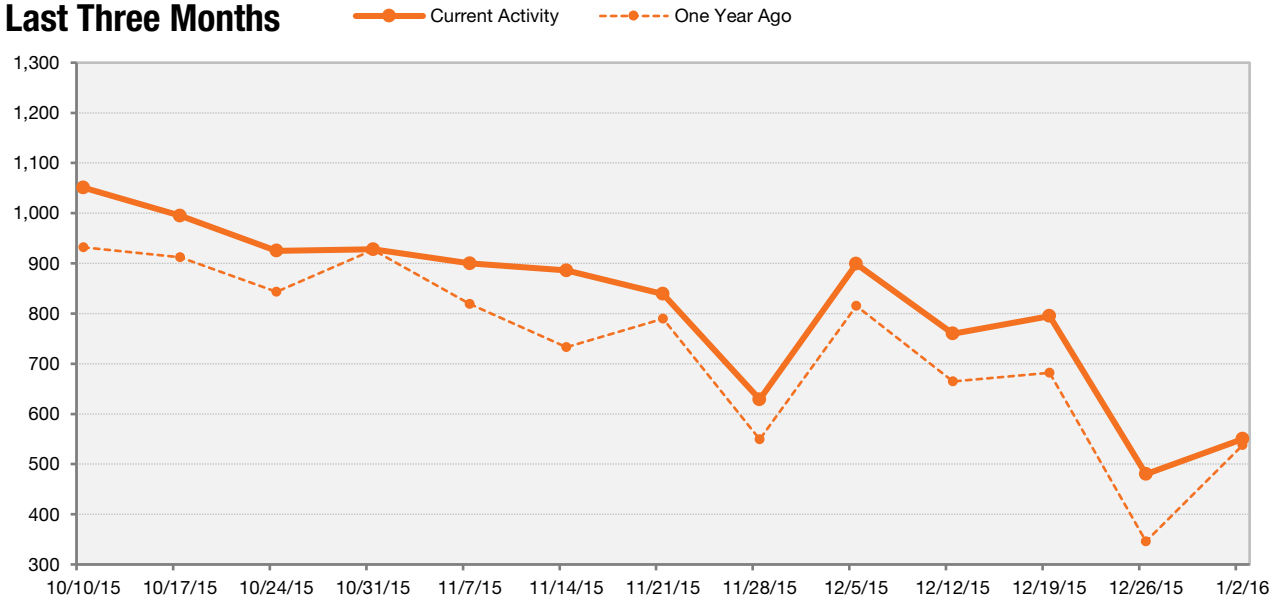


# Pending Sales

A count of the properties that have offers accepted on them in a given week.

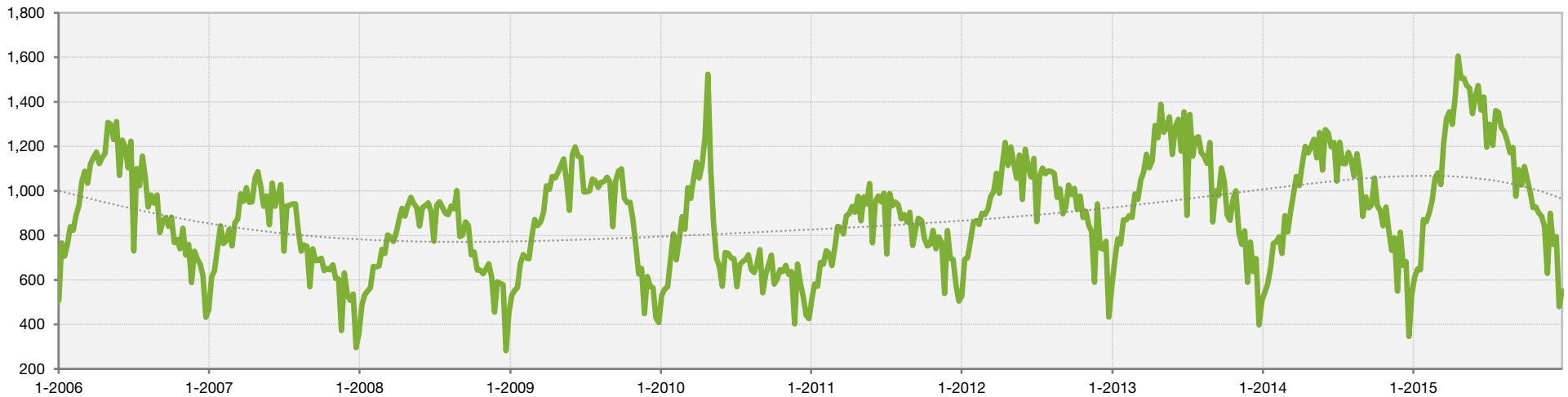


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/10/2015	1,051	932	+ 12.8%
10/17/2015	995	912	+ 9.1%
10/24/2015	925	843	+ 9.7%
10/31/2015	928	927	+ 0.1%
11/7/2015	900	819	+ 9.9%
11/14/2015	886	733	+ 20.9%
11/21/2015	839	790	+ 6.2%
11/28/2015	629	549	+ 14.6%
12/5/2015	899	815	+ 10.3%
12/12/2015	760	665	+ 14.3%
12/19/2015	795	682	+ 16.6%
12/26/2015	480	346	+ 38.7%
1/2/2016	550	538	+ 2.2%
<b>3-Month Total</b>	<b>10,637</b>	<b>9,551</b>	<b>+ 11.4%</b>

## Historical Pending Sales Activity

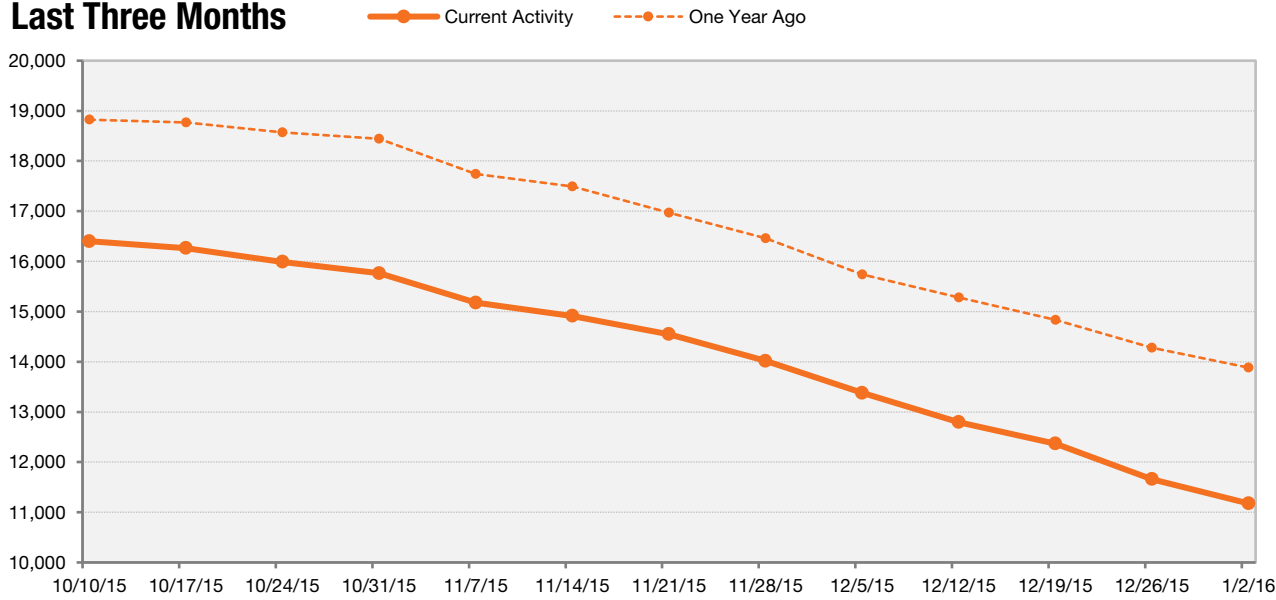


# Inventory of Homes for Sale

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

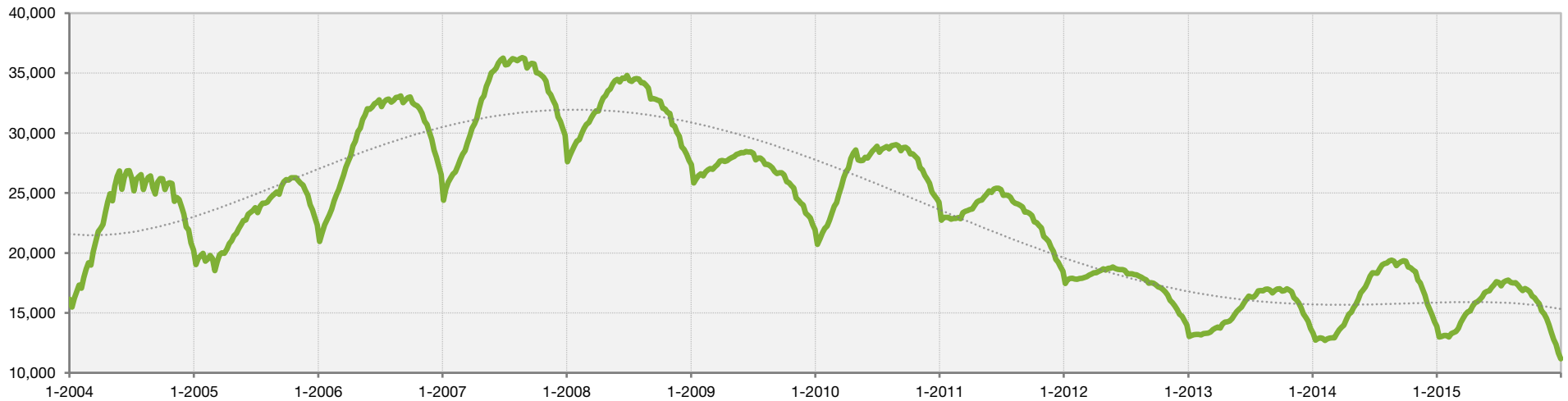


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/10/2015	16,402	18,824	- 12.9%
10/17/2015	16,265	18,767	- 13.3%
10/24/2015	15,989	18,570	- 13.9%
10/31/2015	15,764	18,443	- 14.5%
11/7/2015	15,176	17,741	- 14.5%
11/14/2015	14,911	17,493	- 14.8%
11/21/2015	14,548	16,970	- 14.3%
11/28/2015	14,016	16,461	- 14.9%
12/5/2015	13,379	15,737	- 15.0%
12/12/2015	12,796	15,280	- 16.3%
12/19/2015	12,366	14,832	- 16.6%
12/26/2015	11,660	14,277	- 18.3%
1/2/2016	11,175	13,882	- 19.5%
<b>3-Month Avg</b>	<b>14,188</b>	<b>16,714</b>	<b>- 15.1%</b>

## Historical Inventory Levels

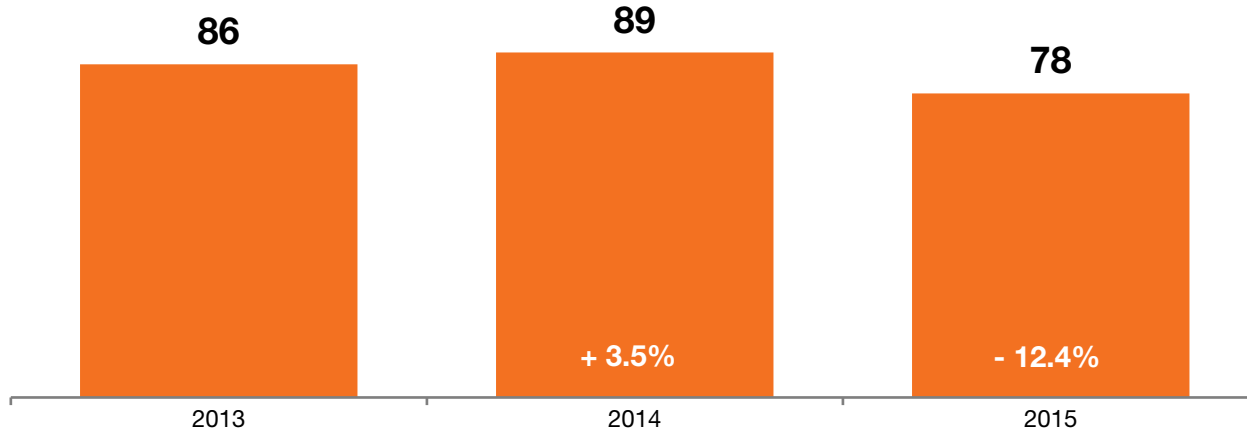


# Days on Market Until Sale

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

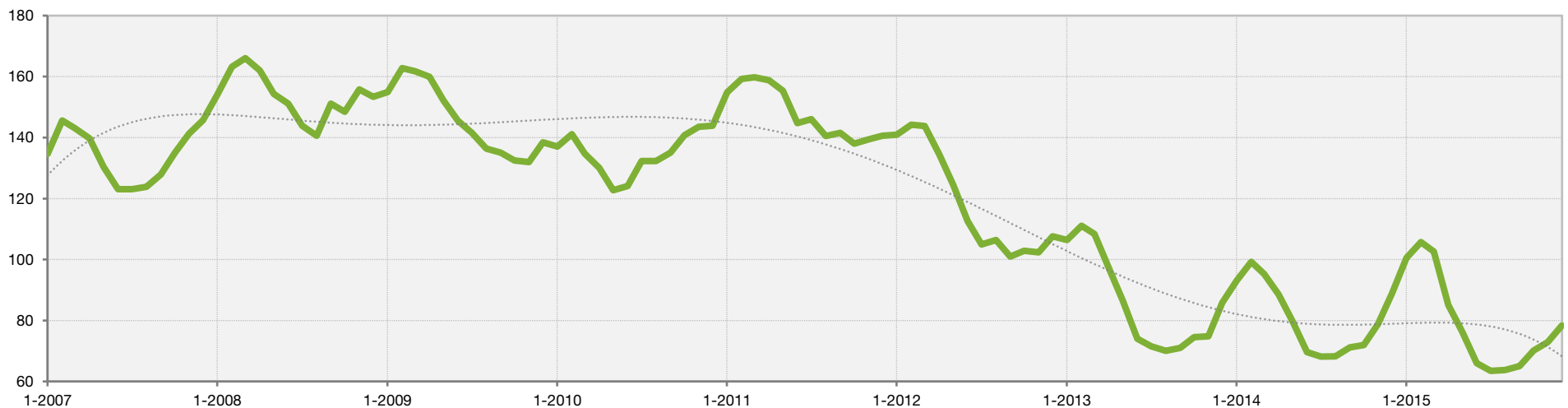


## December



Month	Current Activity	One Year Previous	+ / -
January	101	93	+ 8.6%
February	106	99	+ 7.1%
March	103	95	+ 8.4%
April	85	89	- 4.5%
May	76	80	- 5.0%
June	66	70	- 5.7%
July	63	68	- 7.4%
August	64	68	- 5.9%
September	65	71	- 8.5%
October	70	72	- 2.8%
November	73	79	- 7.6%
December	78	89	- 12.4%
12-Month Avg	76	78	- 2.6%

## Historical Days on Market Until Sale

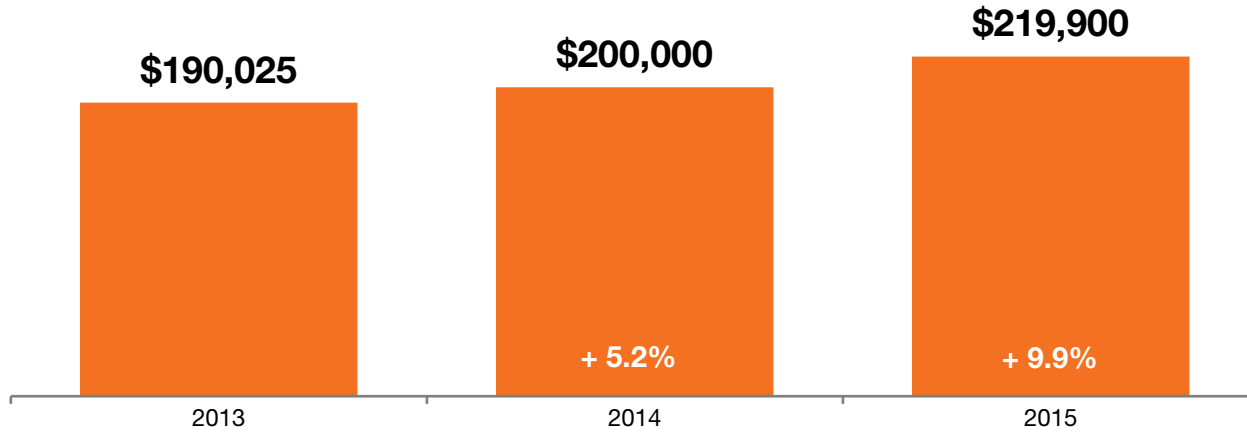


# Median Sales Price

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



## December



Month	Current Activity	One Year Previous	+ / -
January	\$195,000	\$179,850	+ 8.4%
February	\$200,000	\$183,000	+ 9.3%
March	\$210,000	\$190,000	+ 10.5%
April	\$215,250	\$196,000	+ 9.8%
May	\$224,000	\$210,000	+ 6.7%
June	\$229,900	\$219,500	+ 4.7%
July	\$225,000	\$215,000	+ 4.7%
August	\$224,900	\$219,000	+ 2.7%
September	\$222,000	\$205,000	+ 8.3%
October	\$216,000	\$207,825	+ 3.9%
November	\$219,340	\$205,000	+ 7.0%
December	\$219,900	\$200,000	+ 9.9%
12-Month Med	\$220,000	\$205,600	+ 7.0%

## Historical Median Sales Price

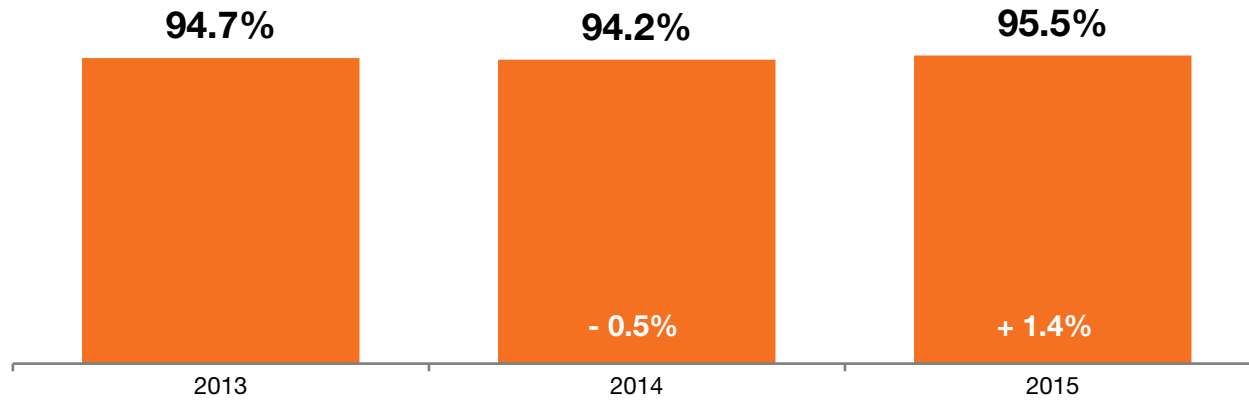


# Percent of Original List Price Received

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.

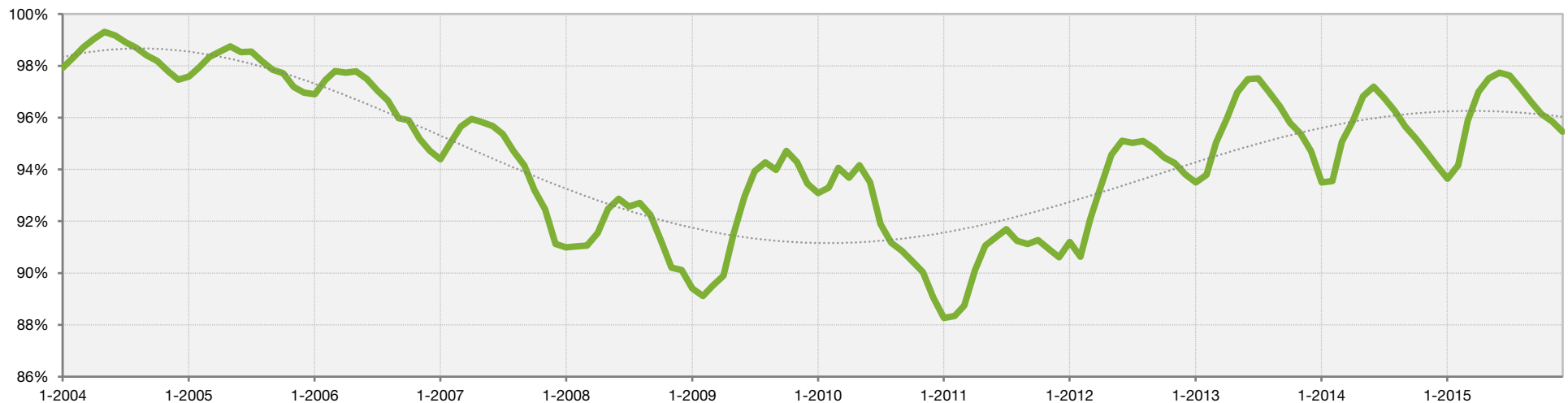


## December



Month	Current Activity	One Year Previous	+ / -
January	93.6%	93.5%	+ 0.1%
February	94.2%	93.5%	+ 0.7%
March	95.9%	95.1%	+ 0.8%
April	97.0%	95.9%	+ 1.1%
May	97.5%	96.8%	+ 0.7%
June	97.7%	97.2%	+ 0.5%
July	97.6%	96.8%	+ 0.8%
August	97.1%	96.3%	+ 0.8%
September	96.6%	95.6%	+ 1.0%
October	96.1%	95.2%	+ 0.9%
November	95.8%	94.7%	+ 1.2%
December	95.5%	94.2%	+ 1.4%
<b>12-Month Avg</b>	<b>96.6%</b>	<b>95.7%</b>	<b>+ 0.9%</b>

## Historical Percent of Original List Price Received

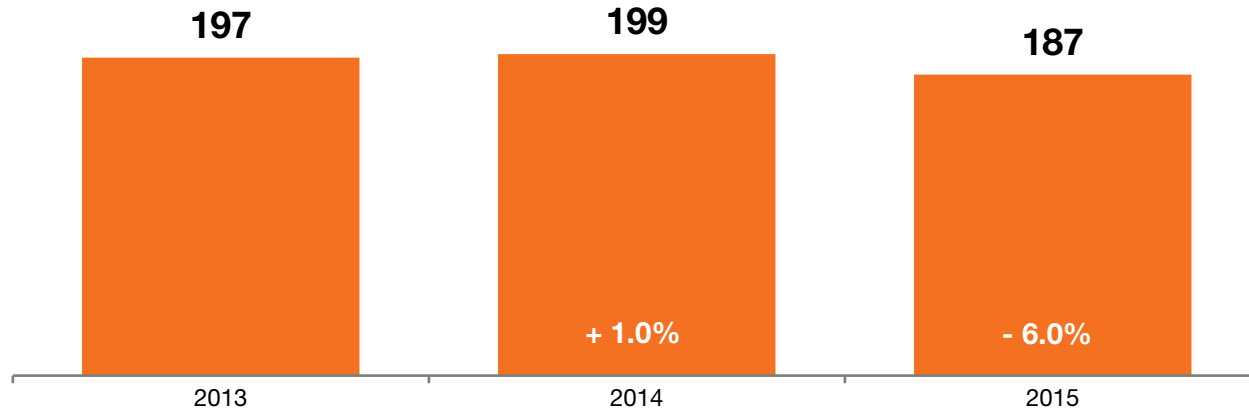


# Housing Affordability Index

This index measures housing affordability for the region. 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.**

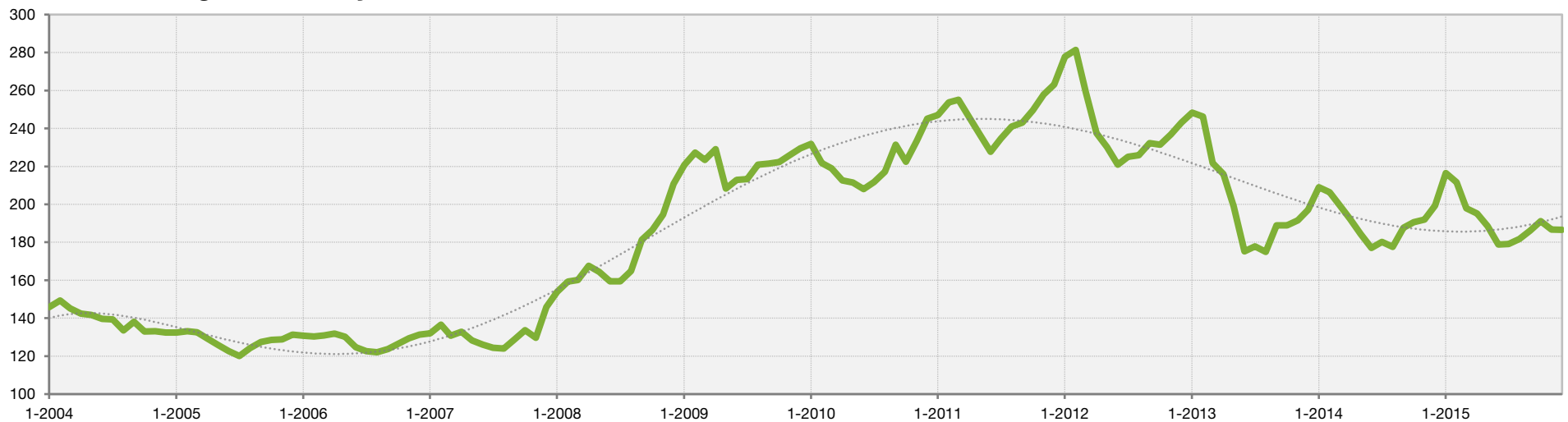


## December



Month	Current Activity	One Year Previous	+ / -
January	216	209	+ 3.3%
February	212	206	+ 2.9%
March	198	200	- 1.0%
April	195	192	+ 1.6%
May	189	184	+ 2.7%
June	179	177	+ 1.1%
July	179	180	- 0.6%
August	182	178	+ 2.2%
September	186	188	- 1.1%
October	191	191	0.0%
November	187	192	- 2.6%
December	187	199	- 6.0%
12-Month Avg	189	190	- 0.5%

## Historical Housing Affordability Index



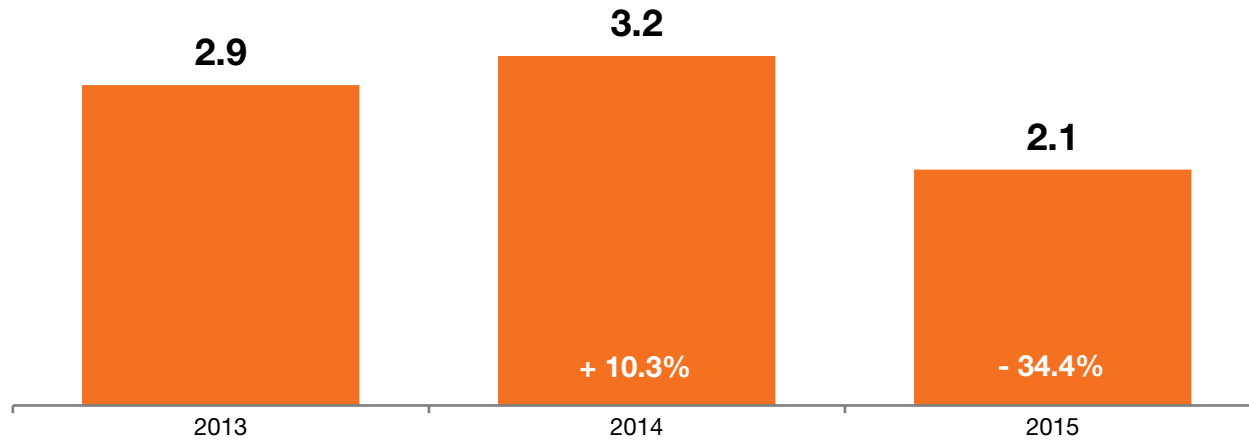


# Months Supply of Inventory

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



Month	Current Activity	One Year Previous	+ / -
January	3.1	2.9	+ 6.9%
February	3.2	3.0	+ 6.7%
March	3.5	3.3	+ 6.1%
April	3.6	3.6	0.0%
May	3.8	4.1	- 7.3%
June	3.8	4.4	- 13.6%
July	3.8	4.6	- 17.4%
August	3.7	4.6	- 19.6%
September	3.5	4.6	- 23.9%
October	3.3	4.3	- 23.3%
November	2.8	3.9	- 28.2%
December	2.1	3.2	- 34.4%
12-Month Avg	3.4	3.9	- 12.8%

## Historical Months Supply of Inventory

