

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 April 9, 2016

Publish Date: April 18, 2016 • All comparisons are to 2015

Although inventory is down across the country, many homes that do get listed are selling fast. Days on market is dwindling, and sellers are getting more for their homes than they might have in the past. Confident seller pricing combined with continuously low interest rates for buyers is keeping most markets balanced.

In the Twin Cities region, for the week ending April 9:

- New Listings decreased 6.1% to 1,983
- Pending Sales increased 15.2% to 1,496
- Inventory decreased 18.3% to 12,389

For the month of March:

- Median Sales Price increased 5.7% to \$222,000
- Days on Market decreased 17.5% to 85
- Percent of Original List Price Received increased 0.9% to 96.8%
- Months Supply of Homes For Sale decreased 28.6% to 2.5

Quick Facts

- 6.1%

+ 15.2%

- 18.3%

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

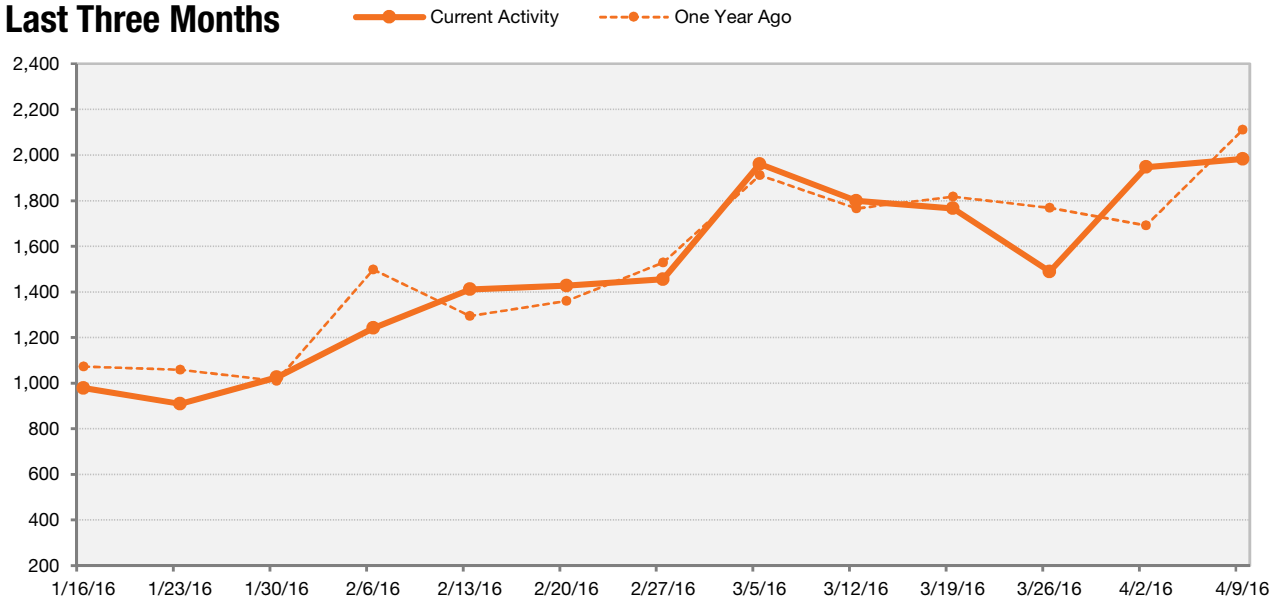
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New Listings

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	+ / -
1/16/2016	978	1,072	- 8.8%
1/23/2016	909	1,058	- 14.1%
1/30/2016	1,025	1,010	+ 1.5%
2/6/2016	1,241	1,498	- 17.2%
2/13/2016	1,411	1,294	+ 9.0%
2/20/2016	1,427	1,360	+ 4.9%
2/27/2016	1,455	1,528	- 4.8%
3/5/2016	1,960	1,911	+ 2.6%
3/12/2016	1,799	1,765	+ 1.9%
3/19/2016	1,766	1,818	- 2.9%
3/26/2016	1,489	1,769	- 15.8%
4/2/2016	1,947	1,691	+ 15.1%
4/9/2016	1,983	2,111	- 6.1%
3-Month Total	19,390	19,885	- 2.5%

Historical New Listing Activity

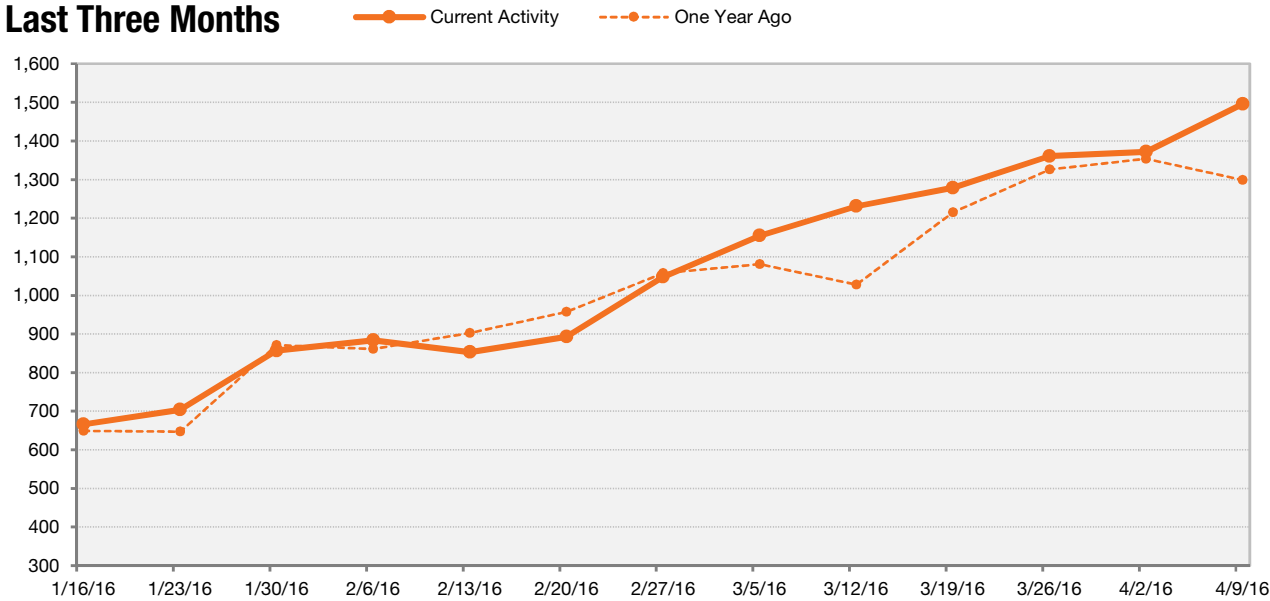


Pending Sales

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

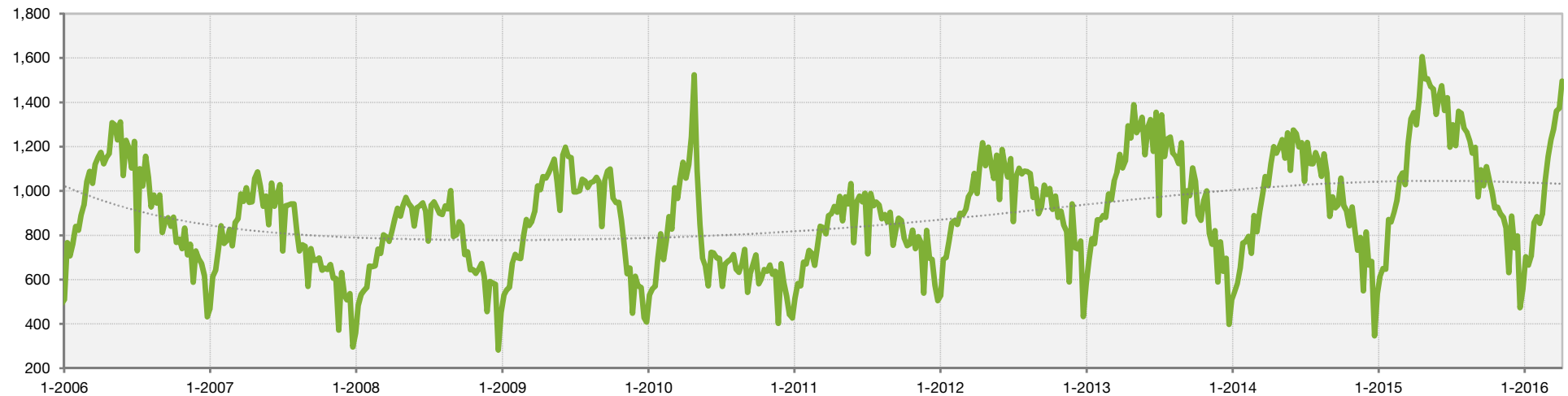


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
1/16/2016	666	649	+ 2.6%
1/23/2016	704	647	+ 8.8%
1/30/2016	857	871	- 1.6%
2/6/2016	884	861	+ 2.7%
2/13/2016	853	903	- 5.5%
2/20/2016	893	957	- 6.7%
2/27/2016	1,048	1,058	- 0.9%
3/5/2016	1,155	1,081	+ 6.8%
3/12/2016	1,231	1,028	+ 19.7%
3/19/2016	1,279	1,215	+ 5.3%
3/26/2016	1,361	1,326	+ 2.6%
4/2/2016	1,372	1,354	+ 1.3%
4/9/2016	1,496	1,299	+ 15.2%
3-Month Total	13,799	13,249	+ 4.2%

Historical Pending Sales Activity

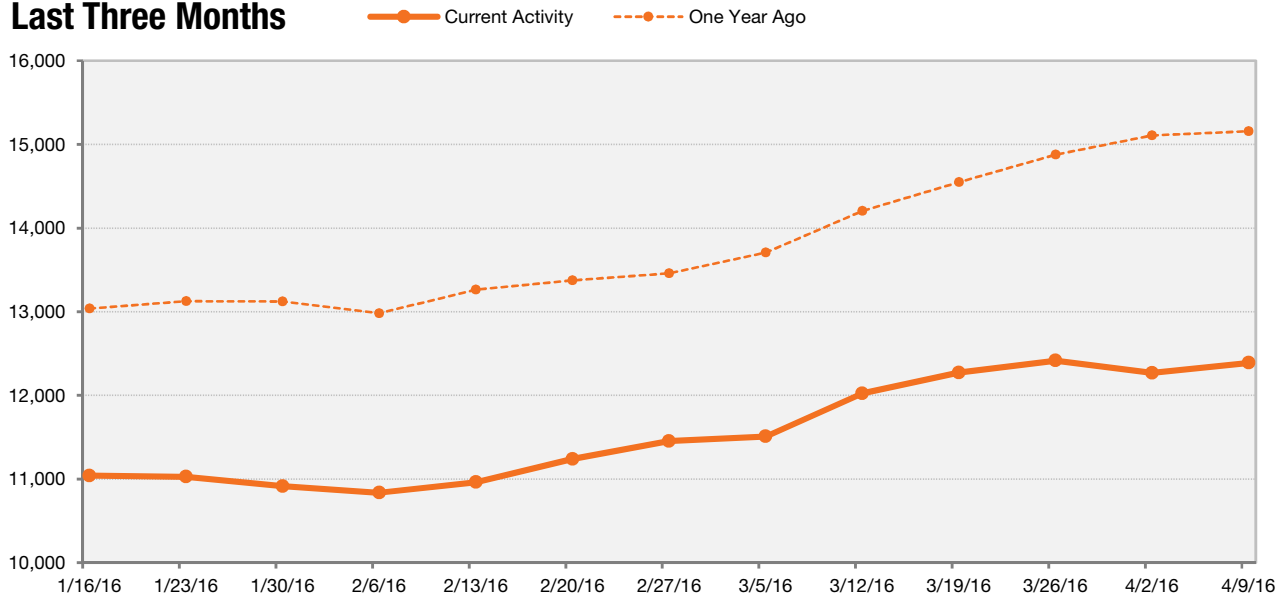


Inventory of Homes for Sale

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

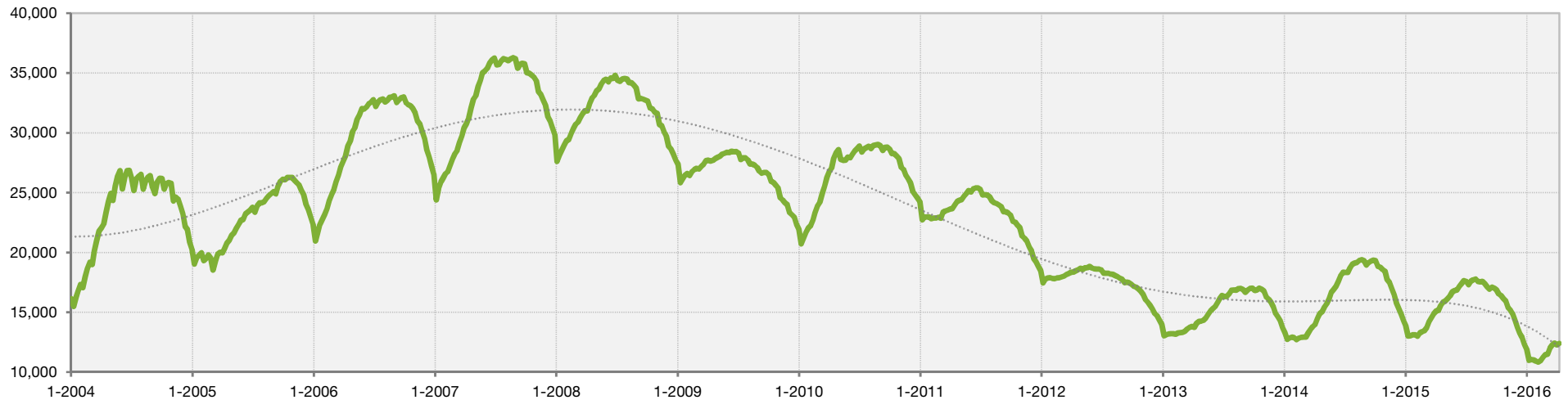


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
1/16/2016	11,040	13,038	- 15.3%
1/23/2016	11,027	13,124	- 16.0%
1/30/2016	10,914	13,122	- 16.8%
2/6/2016	10,835	12,982	- 16.5%
2/13/2016	10,961	13,264	- 17.4%
2/20/2016	11,238	13,373	- 16.0%
2/27/2016	11,453	13,457	- 14.9%
3/5/2016	11,508	13,706	- 16.0%
3/12/2016	12,023	14,203	- 15.3%
3/19/2016	12,271	14,551	- 15.7%
3/26/2016	12,415	14,879	- 16.6%
4/2/2016	12,268	15,107	- 18.8%
4/9/2016	12,389	15,158	- 18.3%
3-Month Avg	11,565	13,843	- 16.5%

Historical Inventory Levels

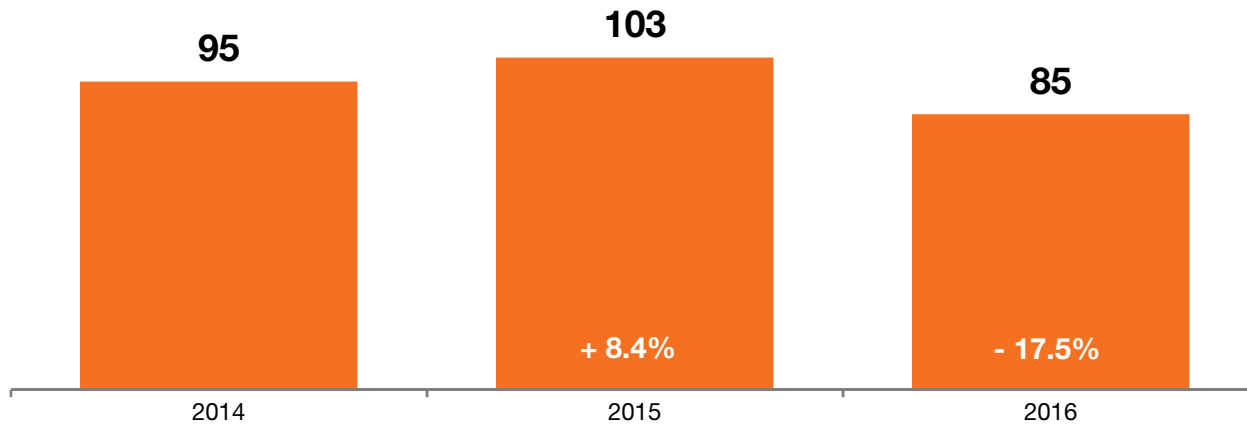


Days on Market Until Sale

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

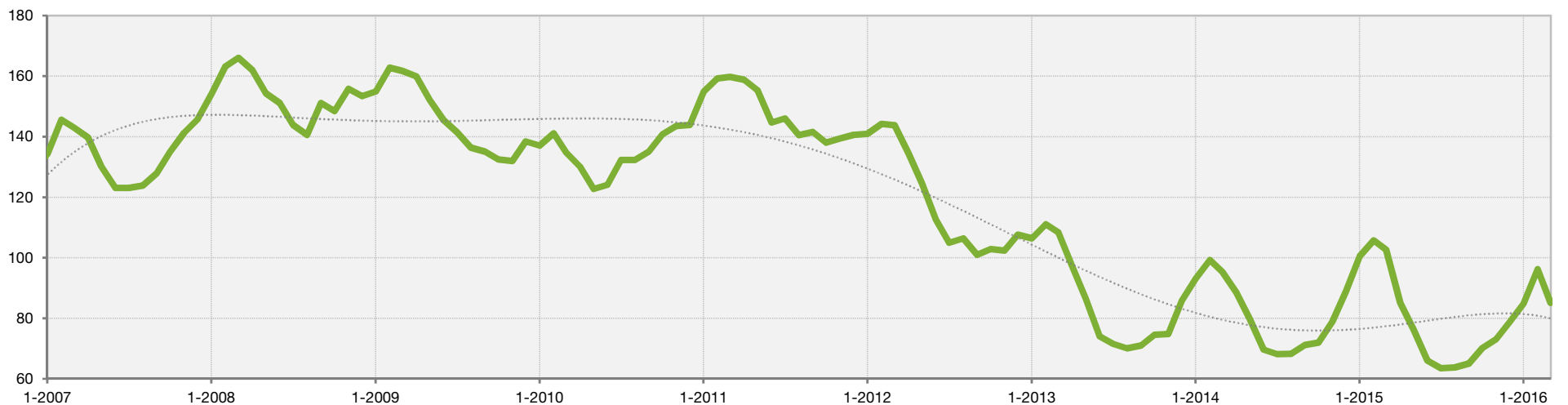


March



Month	Current Activity	One Year Previous	+ / -
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	79	89	- 11.2%
January	85	101	- 15.8%
February	96	106	- 9.4%
March	85	103	- 17.5%
12-Month Avg	73	80	- 8.8%

Historical Days on Market Until Sale

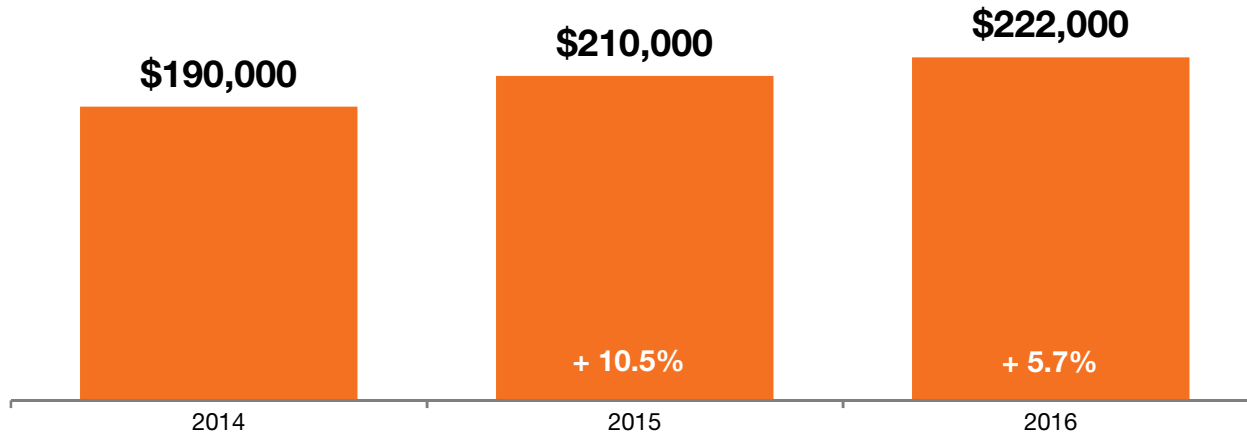


Median Sales Price

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

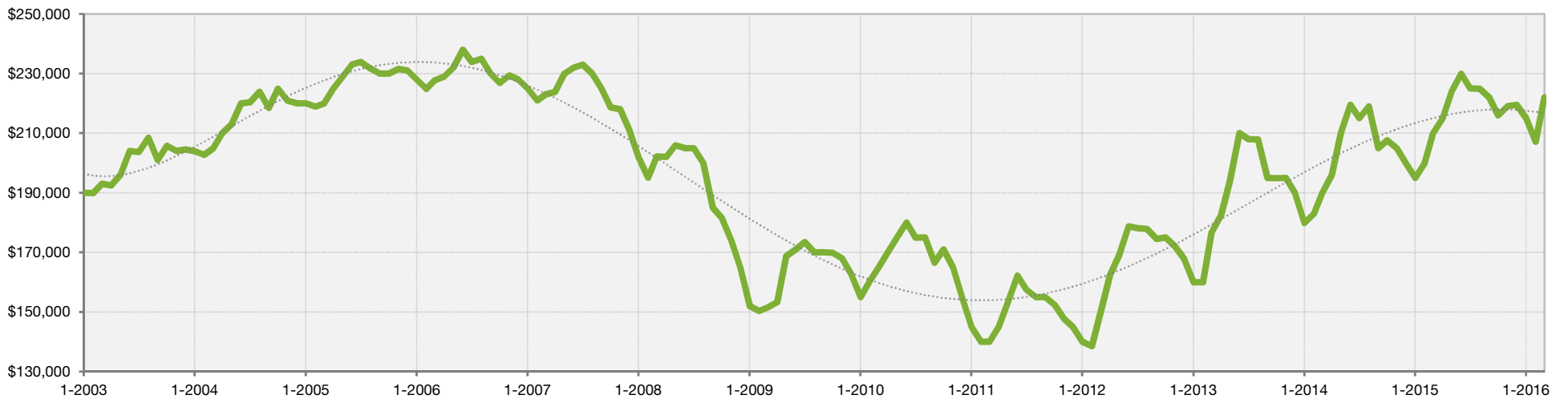


March



Month	Current Activity	One Year Previous	+ / -
April	\$215,000	\$196,000	+ 9.7%
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	\$207,625	+ 4.0%
November	\$219,080	\$205,000	+ 6.9%
December	\$219,500	\$200,000	+ 9.7%
January	\$215,000	\$195,000	+ 10.3%
February	\$207,083	\$200,000	+ 3.5%
March	\$222,000	\$210,000	+ 5.7%
12-Month Med	\$221,000	\$209,500	+ 5.5%

Historical Median Sales Price

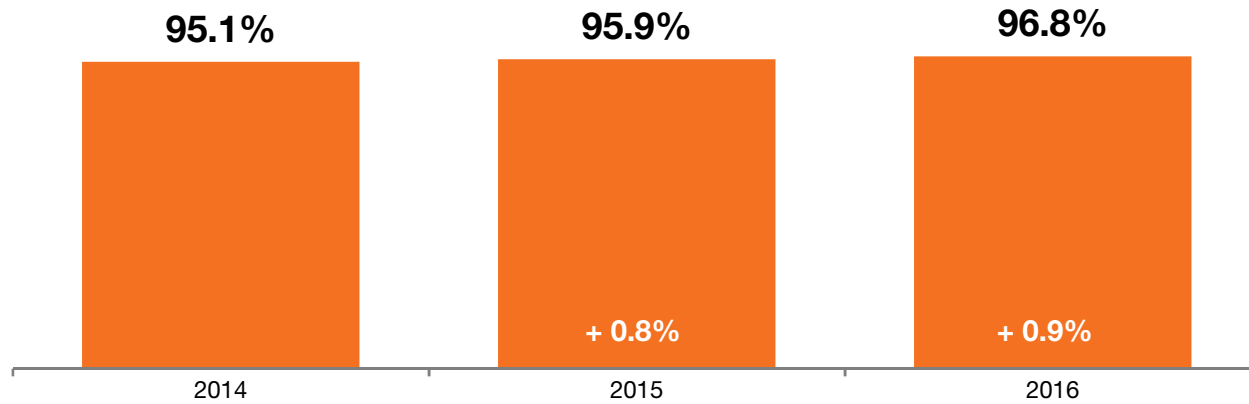


Percent of Original List Price Received

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.

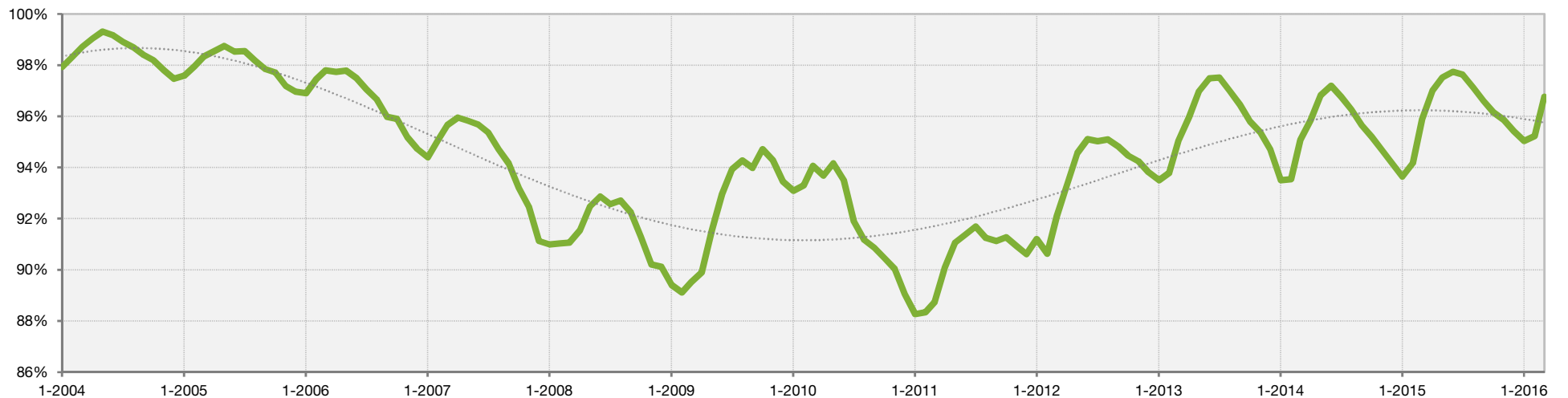


March



Month	Current Activity	One Year Previous	+ / -
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	95.9%	94.7%	+ 1.3%
December	95.4%	94.2%	+ 1.3%
January	95.0%	93.6%	+ 1.5%
February	95.2%	94.2%	+ 1.1%
March	96.8%	95.9%	+ 0.9%
12-Month Avg	96.7%	95.8%	+ 0.9%

Historical Percent of Original List Price Received

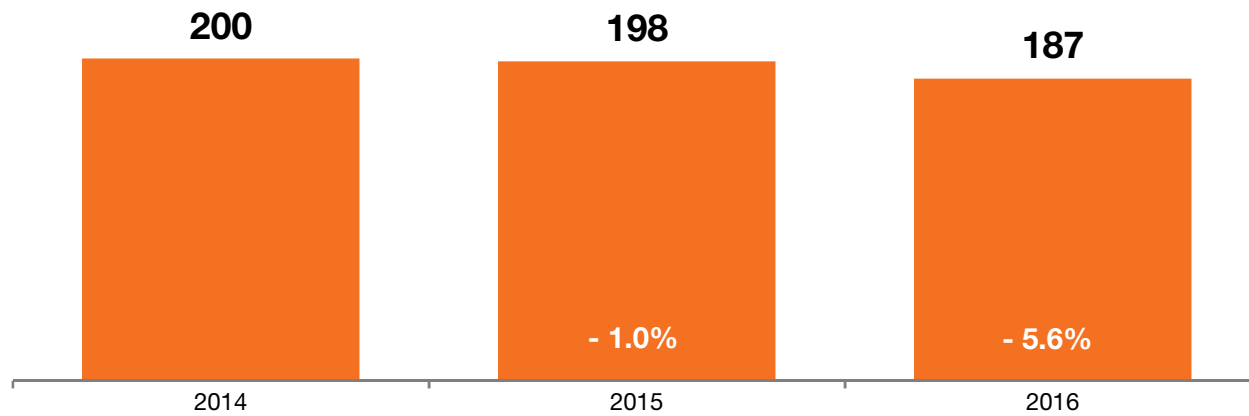


Housing Affordability Index

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.**

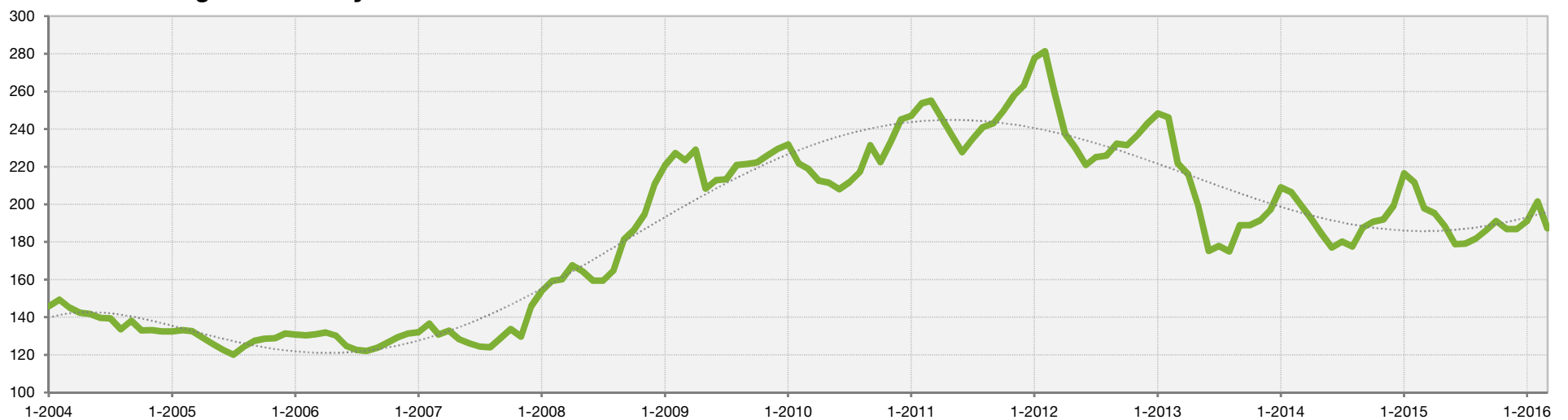


March



Month	Current Activity	One Year Previous	+ / -
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%
January	191	216	- 11.6%
February	201	212	- 5.2%
March	187	198	- 5.6%
12-Month Avg	187	192	- 2.6%

Historical Housing Affordability Index

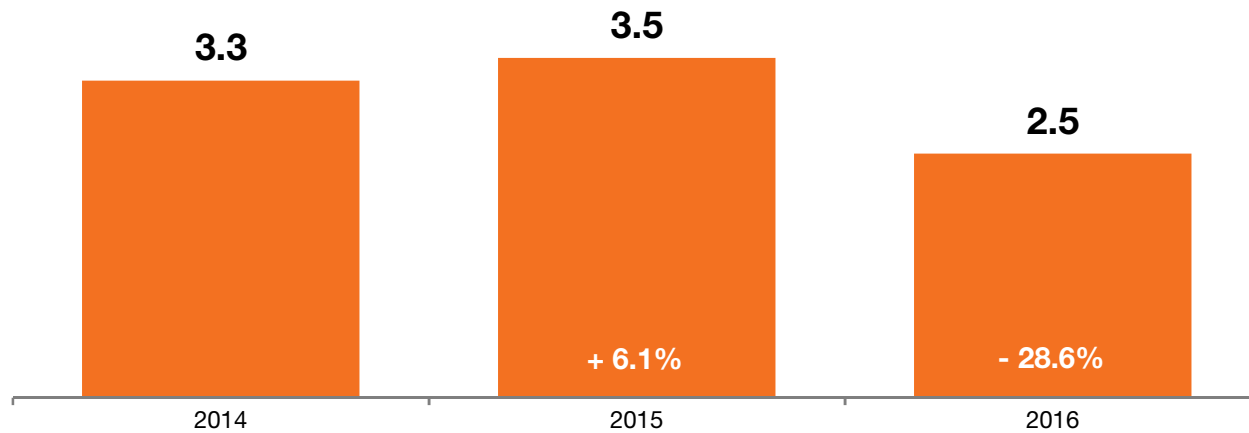


Months Supply of Inventory

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.



March



Month	Current Activity	One Year Previous	+ / -
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	2.9	3.9	- 25.6%
December	2.3	3.2	- 28.1%
January	2.3	3.1	- 25.8%
February	2.4	3.2	- 25.0%
March	2.5	3.5	- 28.6%
12-Month Avg	3.2	3.9	- 17.9%

Historical Months Supply of Inventory

