

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

BETTER AGENTS ♦ BETTER COMMUNITIES
SAINT PAUL AREA ASSOCIATION OF REALTORS®

For Week Ending October 1, 2016

Publish Date: October 10, 2016 • All comparisons are to 2015

As the struggle to maintain adequate inventory levels continues in much of the country, a number of influences have been named as factors in the housing shortage. One probable cause is the large decline in negative equity on homes that were bought before the recession. As prices continue to go up, those homes are either placed on the market and snatched up quickly or they may have even risen to a less affordable price for today's home shoppers.

In the Twin Cities region, for the week ending October 1:

- New Listings increased 3.9% to 1,429
- Pending Sales decreased 4.0% to 1,066
- Inventory decreased 16.5% to 14,125

For the month of September:

- Median Sales Price increased 3.6% to \$230,000
- Days on Market decreased 13.8% to 56
- Percent of Original List Price Received increased 0.9% to 97.5%
- Months Supply of Homes For Sale decreased 20.0% to 2.8

Quick Facts

+ 3.9%

- 4.0%

- 16.5%

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

Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Housing Affordability Index	8
Months Supply of Inventory	9

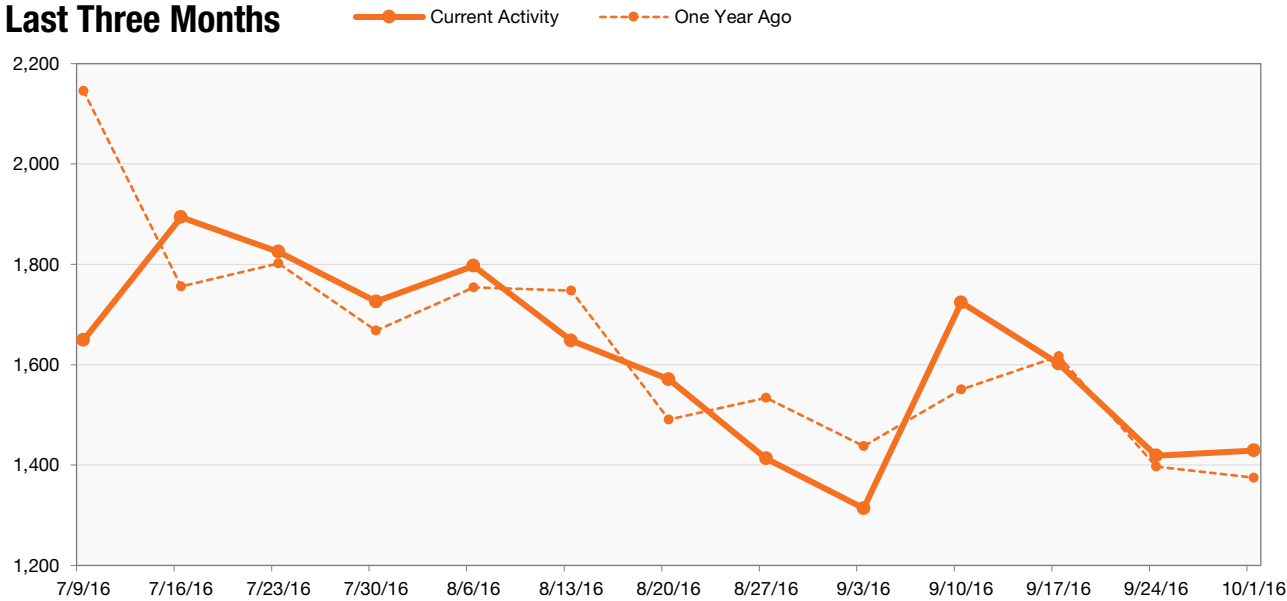


New Listings

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	+ / -
7/9/2016	1,649	2,146	- 23.2%
7/16/2016	1,894	1,756	+ 7.9%
7/23/2016	1,825	1,802	+ 1.3%
7/30/2016	1,726	1,668	+ 3.5%
8/6/2016	1,797	1,754	+ 2.5%
8/13/2016	1,648	1,748	- 5.7%
8/20/2016	1,571	1,491	+ 5.4%
8/27/2016	1,413	1,534	- 7.9%
9/3/2016	1,314	1,438	- 8.6%
9/10/2016	1,724	1,551	+ 11.2%
9/17/2016	1,602	1,617	- 0.9%
9/24/2016	1,419	1,397	+ 1.6%
10/1/2016	1,429	1,375	+ 3.9%
3-Month Total	21,011	21,277	- 1.3%

Historical New Listing Activity

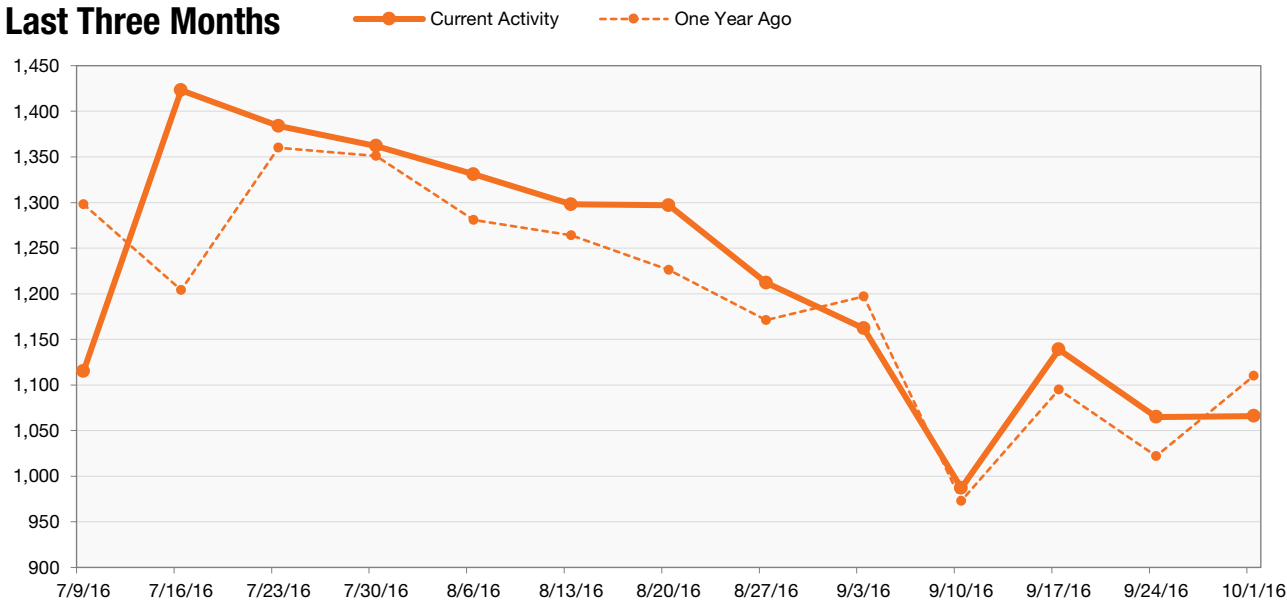


Pending Sales

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

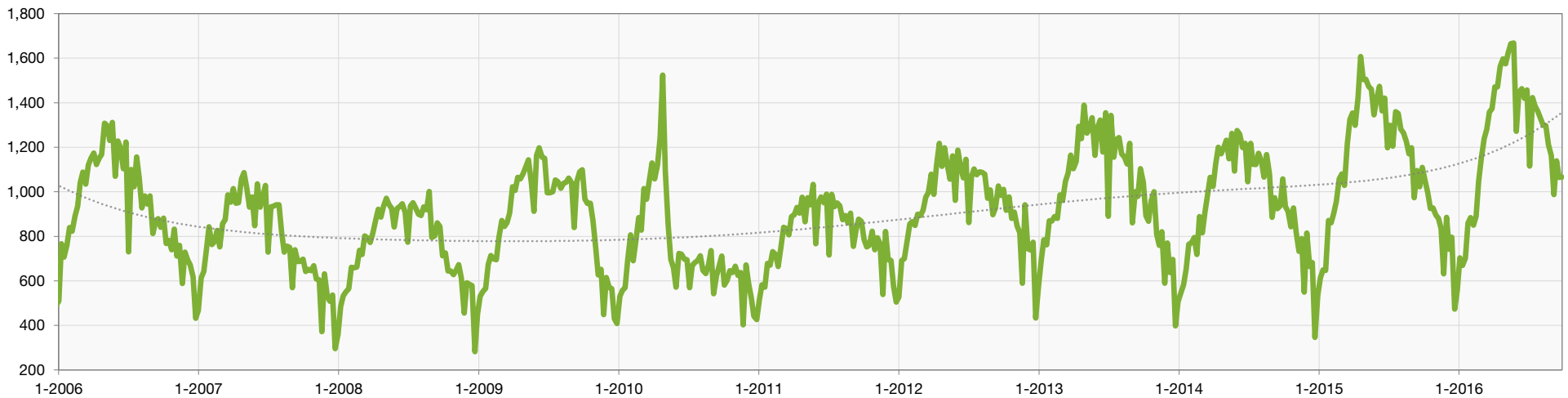


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/9/2016	1,115	1,298	- 14.1%
7/16/2016	1,423	1,204	+ 18.2%
7/23/2016	1,384	1,360	+ 1.8%
7/30/2016	1,362	1,351	+ 0.8%
8/6/2016	1,331	1,281	+ 3.9%
8/13/2016	1,298	1,264	+ 2.7%
8/20/2016	1,297	1,226	+ 5.8%
8/27/2016	1,212	1,171	+ 3.5%
9/3/2016	1,162	1,197	- 2.9%
9/10/2016	987	973	+ 1.4%
9/17/2016	1,139	1,095	+ 4.0%
9/24/2016	1,065	1,022	+ 4.2%
10/1/2016	1,066	1,110	- 4.0%
3-Month Total	15,841	15,552	+ 1.9%

Historical Pending Sales Activity

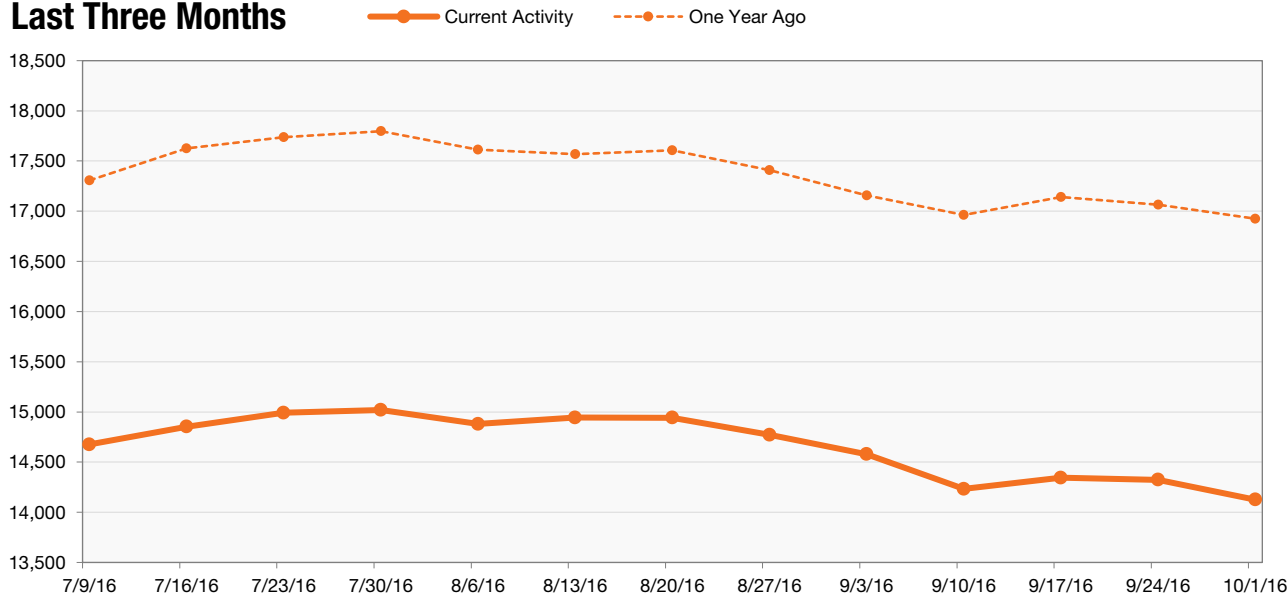


Inventory of Homes for Sale

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

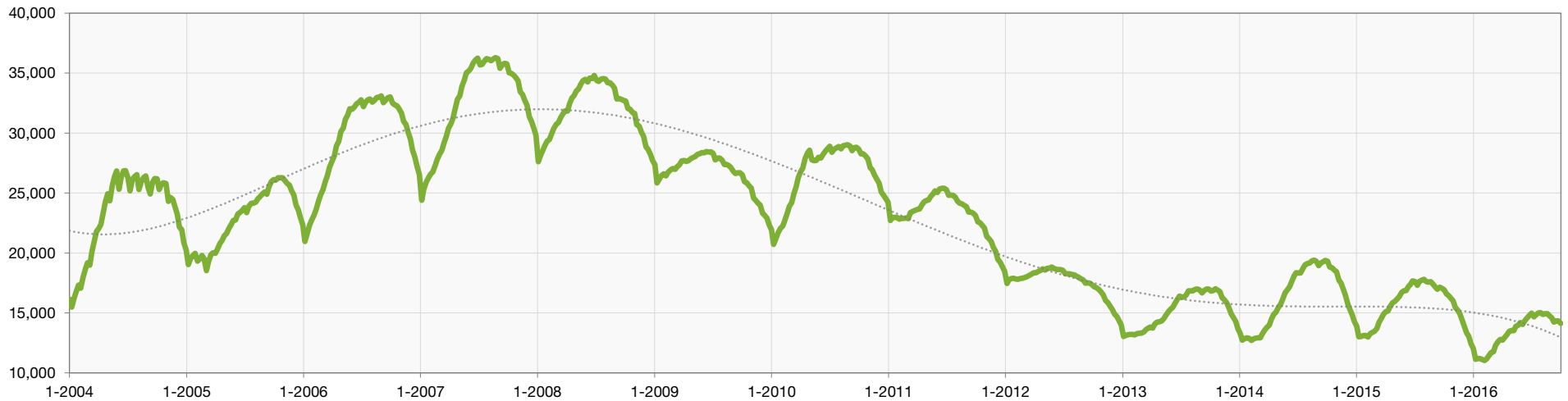


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/9/2016	14,676	17,307	- 15.2%
7/16/2016	14,853	17,626	- 15.7%
7/23/2016	14,992	17,738	- 15.5%
7/30/2016	15,019	17,797	- 15.6%
8/6/2016	14,879	17,613	- 15.5%
8/13/2016	14,944	17,569	- 14.9%
8/20/2016	14,942	17,608	- 15.1%
8/27/2016	14,771	17,410	- 15.2%
9/3/2016	14,578	17,158	- 15.0%
9/10/2016	14,232	16,962	- 16.1%
9/17/2016	14,344	17,142	- 16.3%
9/24/2016	14,323	17,066	- 16.1%
10/1/2016	14,125	16,925	- 16.5%
3-Month Avg	14,668	17,379	- 15.6%

Historical Inventory Levels

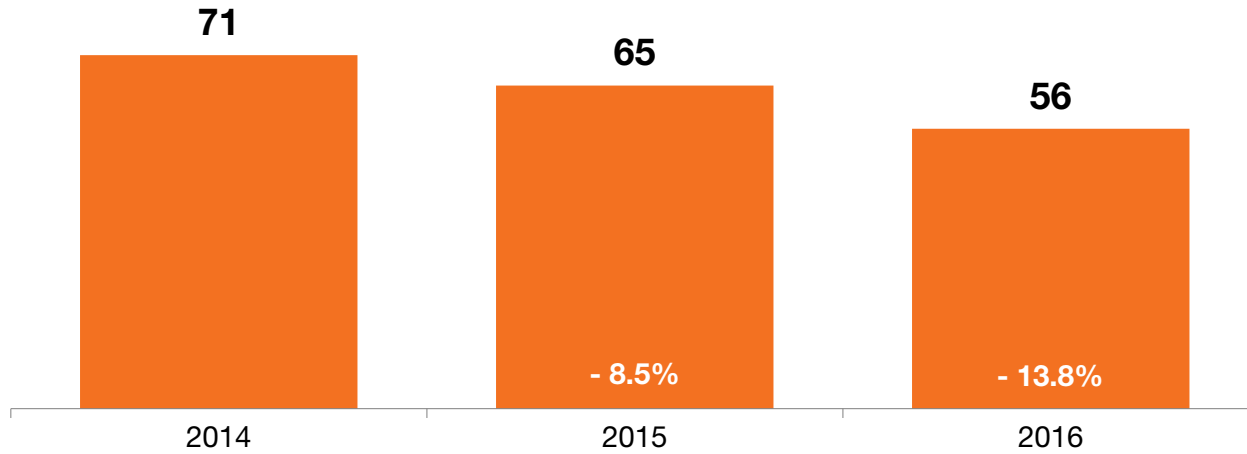


Days on Market Until Sale

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

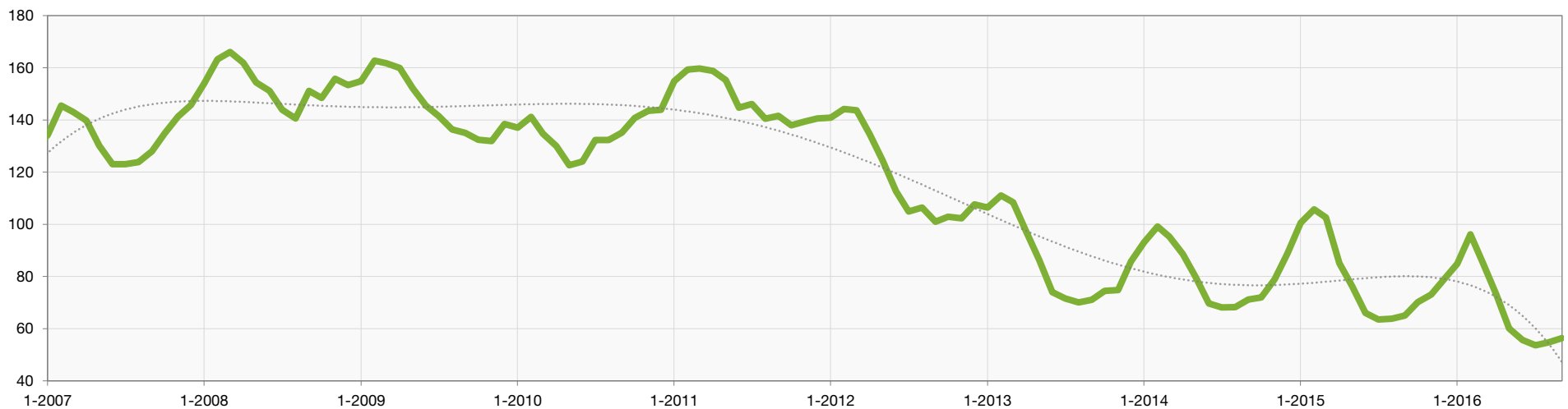


September



Month	Current Activity	One Year Previous	+ / -
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%
April	73	85	- 14.1%
May	60	76	- 21.1%
June	56	66	- 15.2%
July	54	63	- 14.3%
August	55	64	- 14.1%
September	56	65	- 13.8%
12-Month Avg	66	77	- 14.3%

Historical Days on Market Until Sale

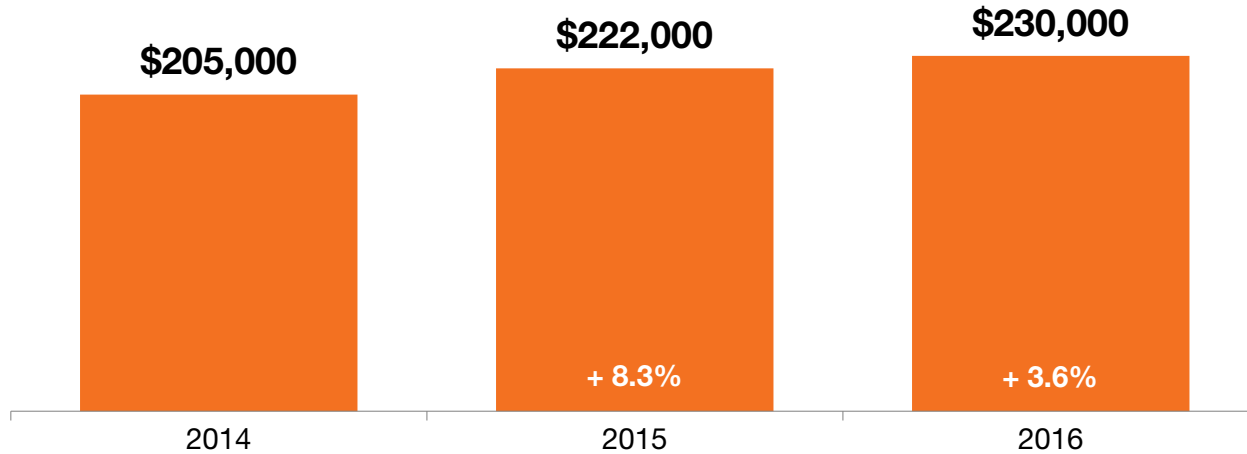


Median Sales Price

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



September



Month	Current Activity	One Year Previous	+ / -
October	\$215,950	\$207,625	+ 4.0%
November	\$219,340	\$205,000	+ 7.0%
December	\$219,500	\$200,000	+ 9.7%
January	\$215,000	\$195,000	+ 10.3%
February	\$207,000	\$200,000	+ 3.5%
March	\$222,000	\$210,000	+ 5.7%
April	\$231,000	\$215,000	+ 7.4%
May	\$237,000	\$224,000	+ 5.8%
June	\$242,000	\$229,900	+ 5.3%
July	\$239,900	\$225,000	+ 6.6%
August	\$237,500	\$224,900	+ 5.6%
September	\$230,000	\$222,000	+ 3.6%
12-Month Med	\$229,900	\$218,000	+ 5.5%

Historical Median Sales Price

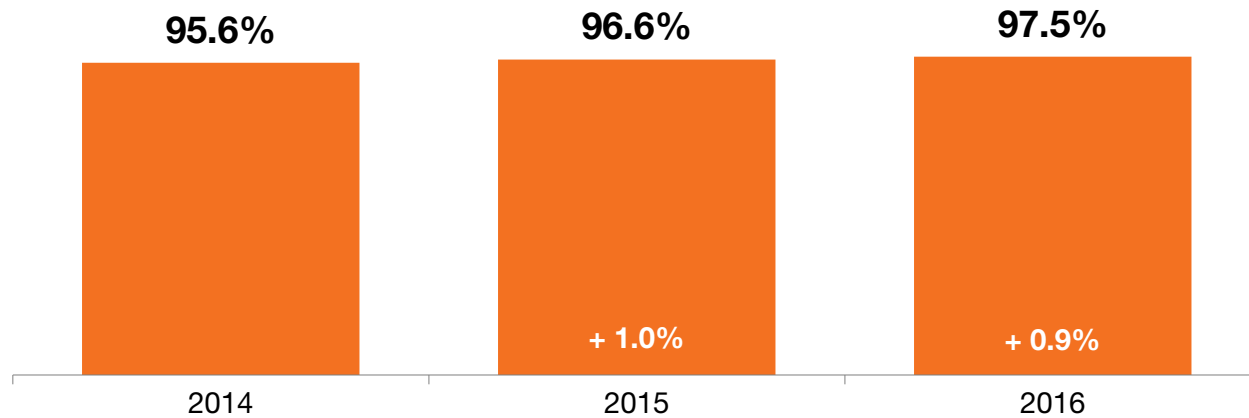


Percent of Original List Price Received

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.



September



Month	Current Activity	One Year Previous	+ / -
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%
April	98.0%	97.0%	+ 1.0%
May	98.6%	97.5%	+ 1.1%
June	98.7%	97.7%	+ 1.0%
July	98.4%	97.6%	+ 0.8%
August	97.9%	97.1%	+ 0.8%
September	97.5%	96.6%	+ 0.9%
12-Month Avg	97.3%	96.4%	+ 0.9%

Historical Percent of Original List Price Received

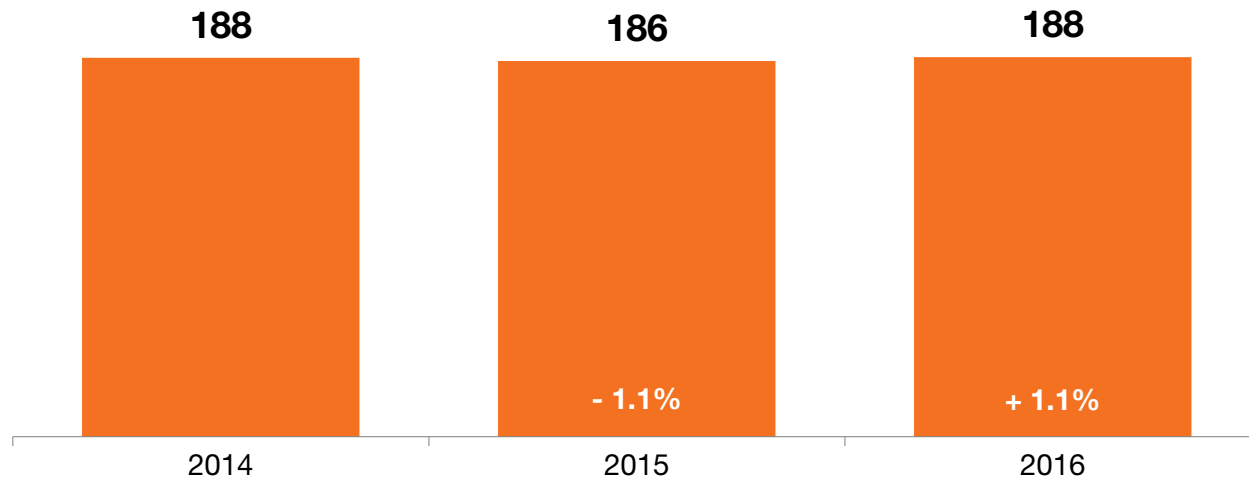


Housing Affordability Index

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.**



September



Month	Current Activity	One Year Previous	+ / -
October	191	191	0.0%
November	187	192	- 2.6%
December	187	199	- 6.0%
January	191	216	- 11.6%
February	202	212	- 4.7%
March	187	198	- 5.6%
April	183	195	- 6.2%
May	179	189	- 5.3%
June	178	179	- 0.6%
July	180	179	+ 0.6%
August	183	182	+ 0.5%
September	188	186	+ 1.1%
12-Month Avg	186	193	- 3.6%

Historical Housing Affordability Index

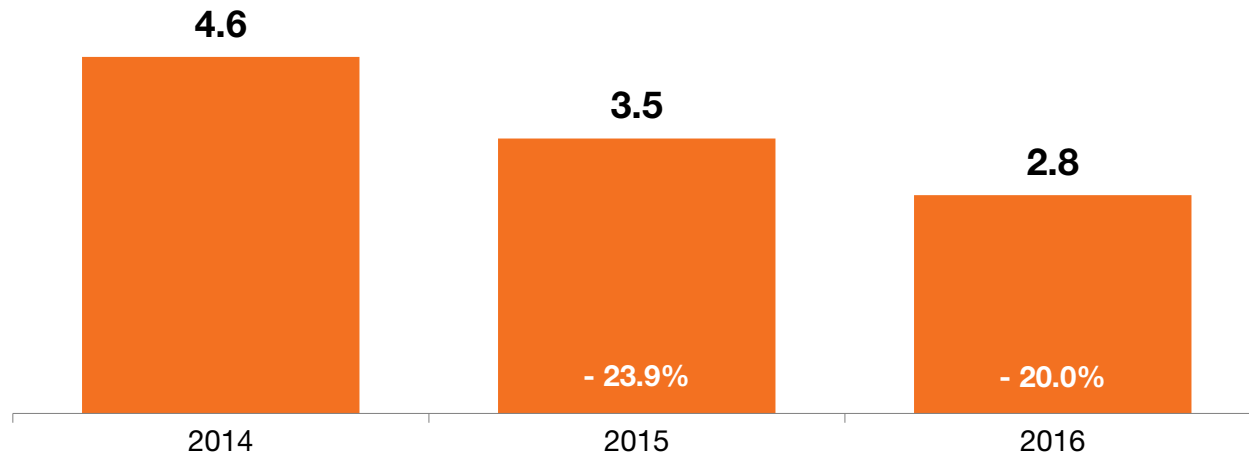


Months Supply of Inventory

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.



September



Month	Current Activity	One Year Previous	+ / -
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	2.5	3.2	- 21.9%
March	2.6	3.5	- 25.7%
April	2.8	3.6	- 22.2%
May	2.8	3.8	- 26.3%
June	3.0	3.8	- 21.1%
July	3.0	3.8	- 21.1%
August	2.9	3.7	- 21.6%
September	2.8	3.5	- 20.0%
12-Month Avg	2.8	3.6	- 22.2%

Historical Months Supply of Inventory

