

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 October 22, 2016

Publish Date: October 31, 2016 • All comparisons are to 2015

Even though there are still more than two months remaining on the year, there is little to suggest that the prevailing trends of 2016 will suddenly change. If all holds firm, inventory will trend lower, prices will trend higher and sales will show that demand remains strong, despite having fewer homes to choose from.

In the Twin Cities region, for the week ending October 22:

- New Listings decreased 4.7% to 1,174
- Pending Sales increased 8.2% to 1,001
- Inventory decreased 15.9% to 13,632

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

- 4.7%

+ 8.2%

- 15.9%

Change in
New Listings

Change in
Pending Sales

Change in
Inventory

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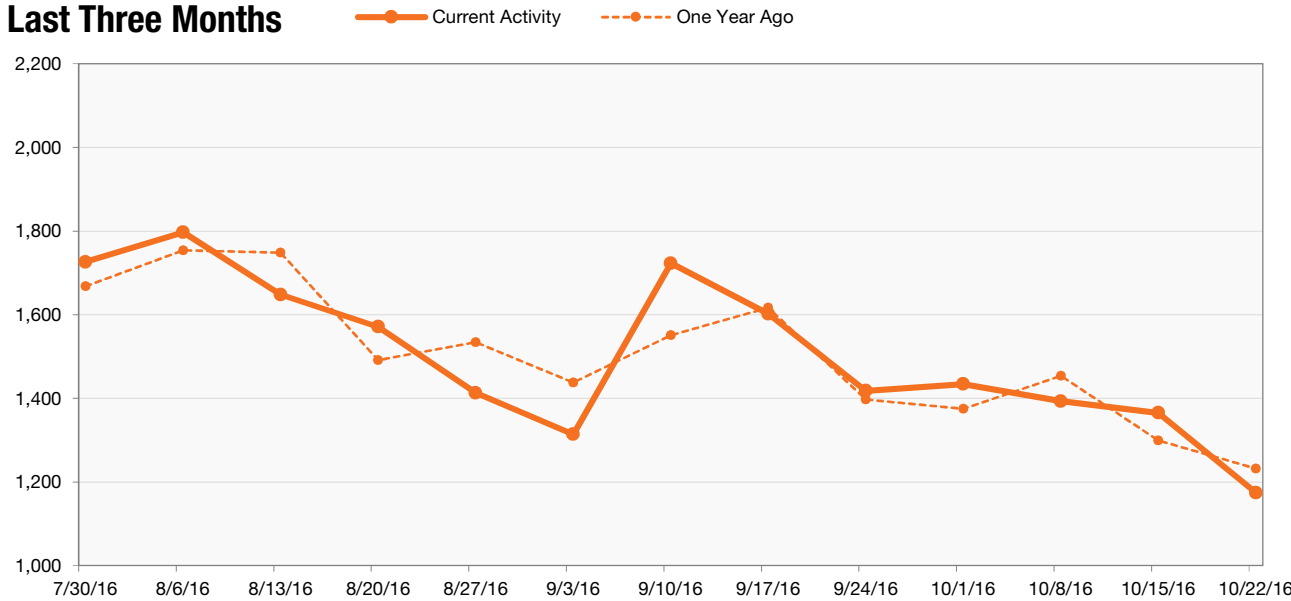


New Listings

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	+ / -
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	1,723	1,551	+ 11.1%
9/17/2016	1,602	1,617	- 0.9%
9/24/2016	1,418	1,397	+ 1.5%
10/1/2016	1,434	1,375	+ 4.3%
10/8/2016	1,393	1,454	- 4.2%
10/15/2016	1,365	1,299	+ 5.1%
10/22/2016	1,174	1,232	- 4.7%
3-Month Total	19,578	19,558	+ 0.1%

Historical New Listing Activity

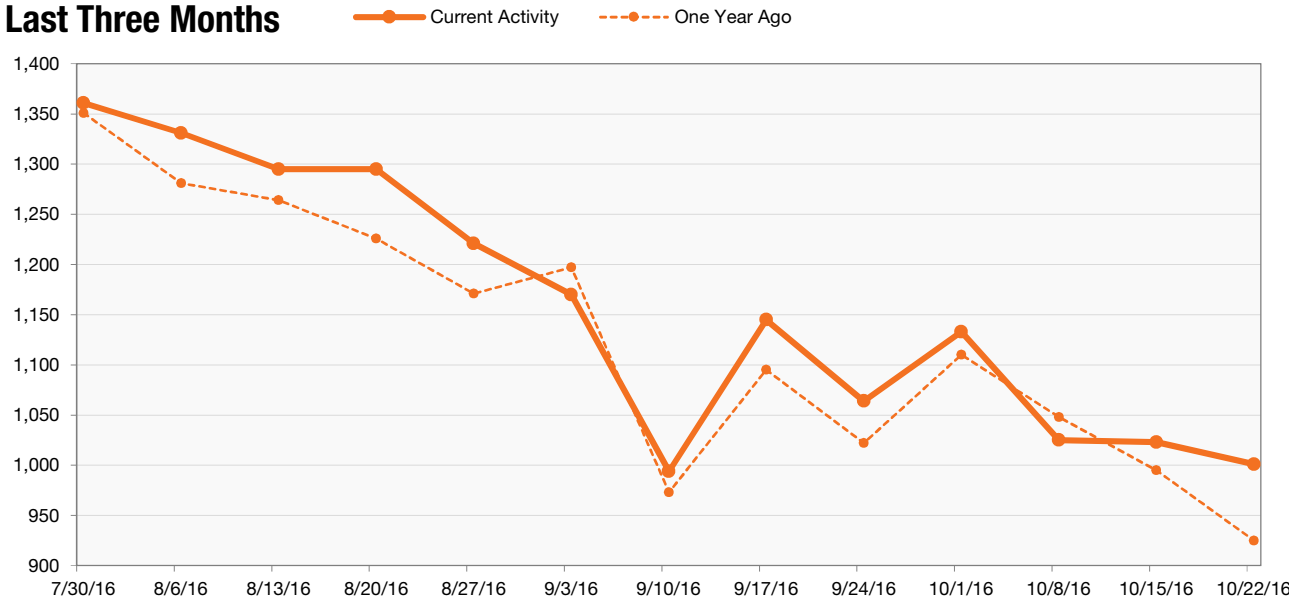


Pending Sales

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

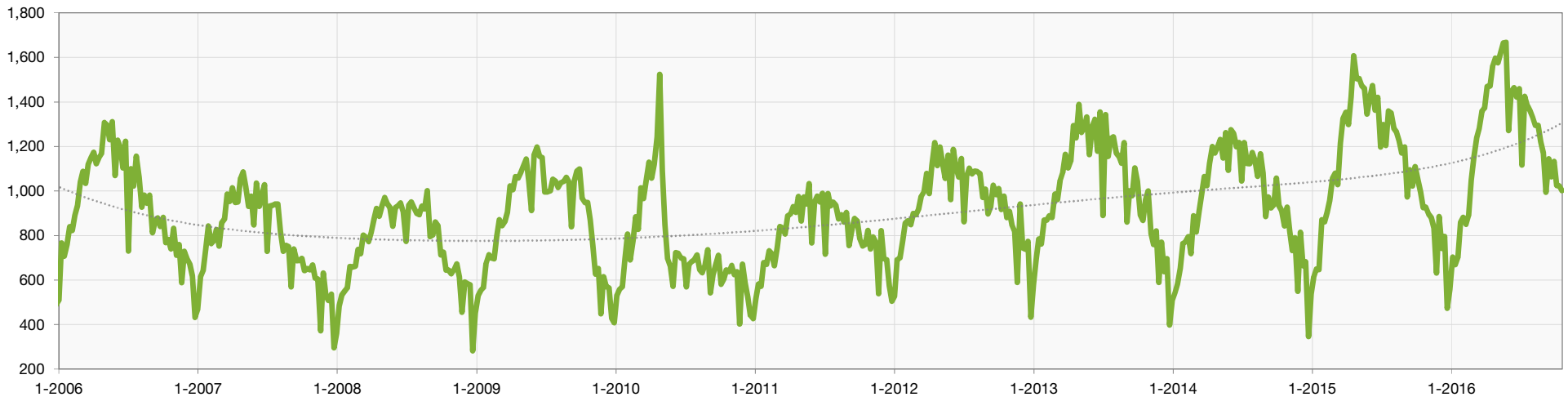


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/30/2016	1,361	1,351	+ 0.7%
8/6/2016	1,331	1,281	+ 3.9%
8/13/2016	1,295	1,264	+ 2.5%
8/20/2016	1,295	1,226	+ 5.6%
8/27/2016	1,221	1,171	+ 4.3%
9/3/2016	1,170	1,197	- 2.3%
9/10/2016	994	973	+ 2.2%
9/17/2016	1,145	1,095	+ 4.6%
9/24/2016	1,064	1,022	+ 4.1%
10/1/2016	1,133	1,110	+ 2.1%
10/8/2016	1,025	1,048	- 2.2%
10/15/2016	1,023	995	+ 2.8%
10/22/2016	1,001	925	+ 8.2%
3-Month Total	15,058	14,658	+ 2.7%

Historical Pending Sales Activity

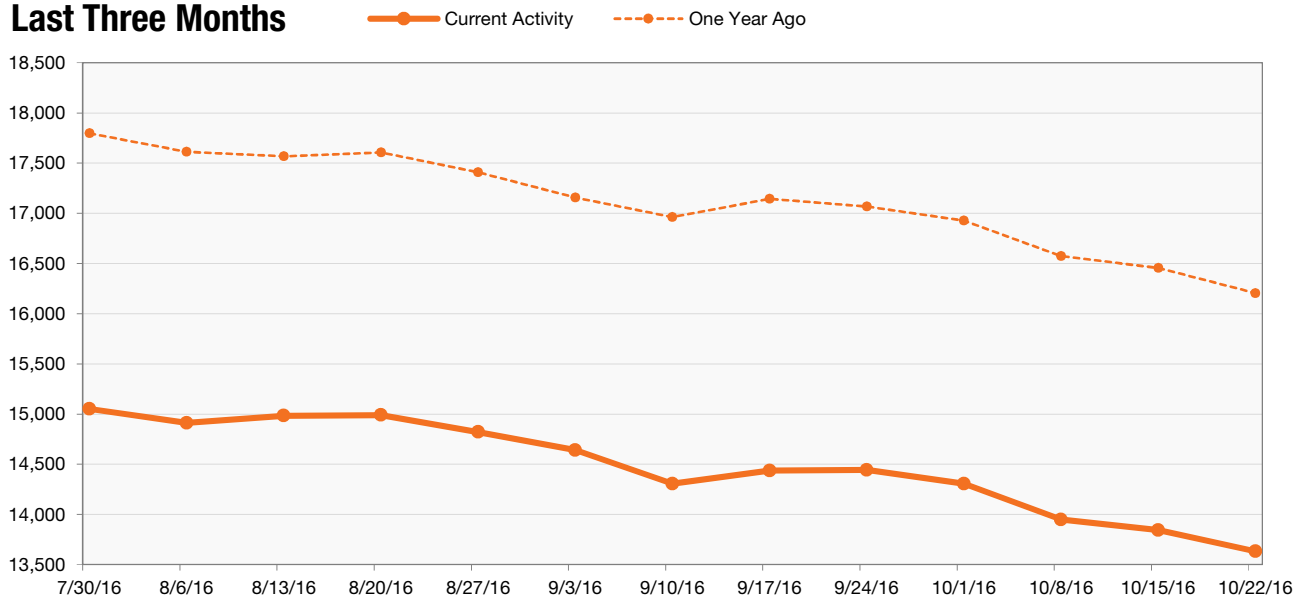


Inventory of Homes for Sale

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

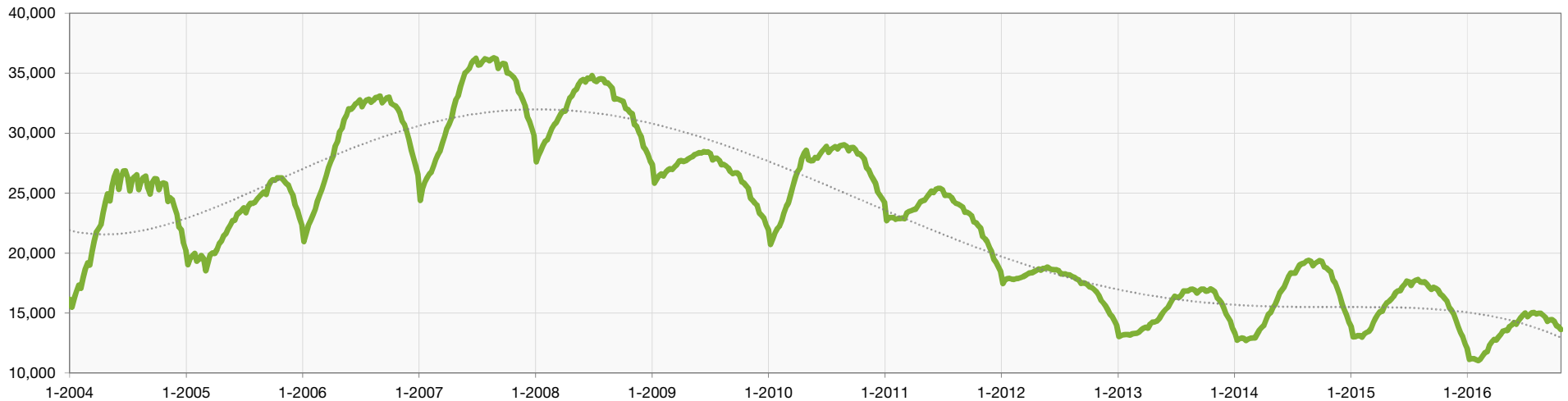


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/30/2016	15,051	17,797	- 15.4%
8/6/2016	14,912	17,613	- 15.3%
8/13/2016	14,983	17,569	- 14.7%
8/20/2016	14,989	17,608	- 14.9%
8/27/2016	14,821	17,410	- 14.9%
9/3/2016	14,641	17,158	- 14.7%
9/10/2016	14,306	16,963	- 15.7%
9/17/2016	14,437	17,143	- 15.8%
9/24/2016	14,443	17,067	- 15.4%
10/1/2016	14,306	16,926	- 15.5%
10/8/2016	13,949	16,575	- 15.8%
10/15/2016	13,844	16,456	- 15.9%
10/22/2016	13,632	16,205	- 15.9%
3-Month Avg	14,486	17,115	- 15.4%

Historical Inventory Levels

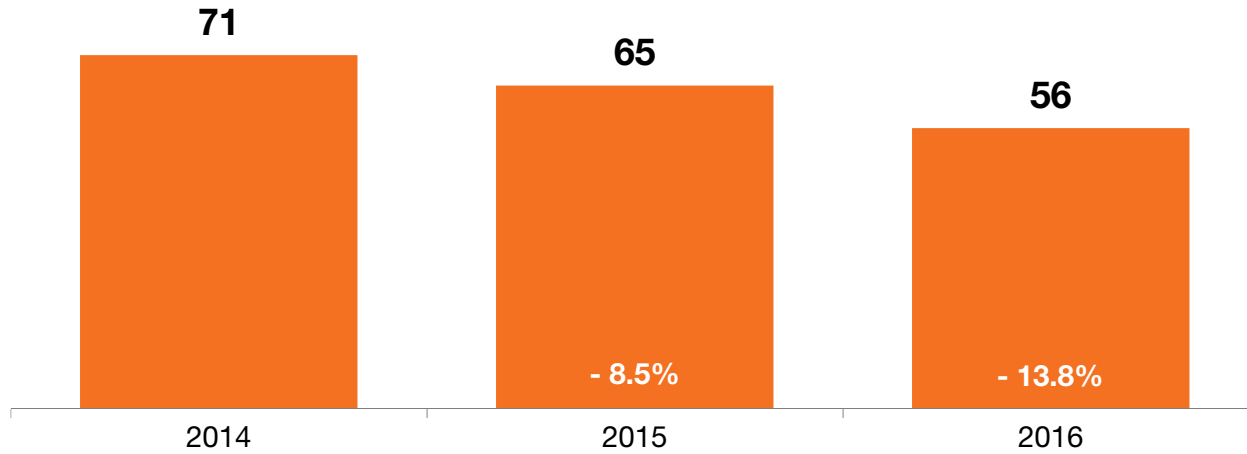


Days on Market Until Sale

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

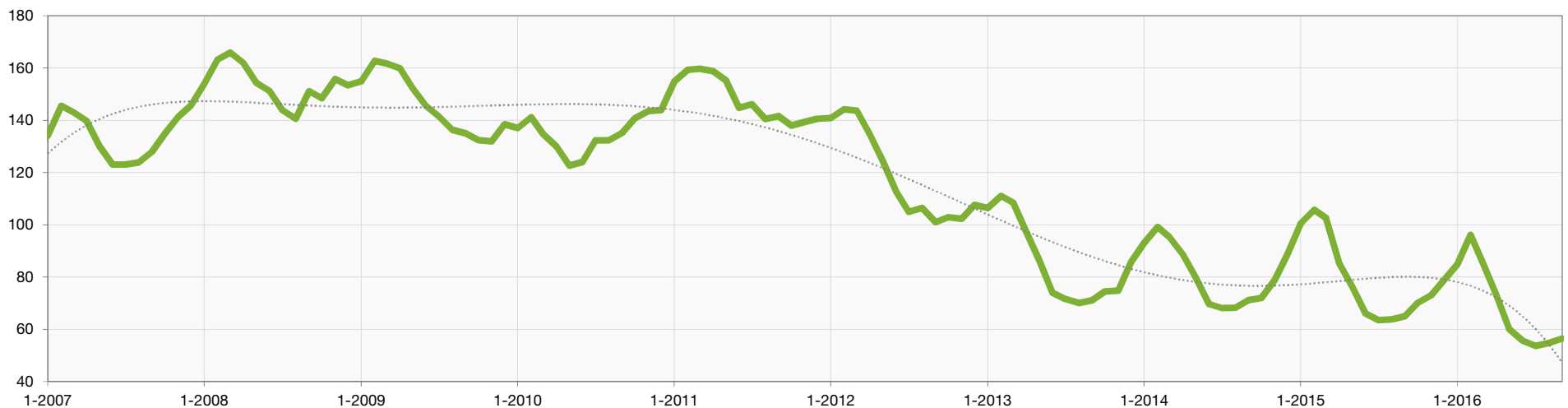


September



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

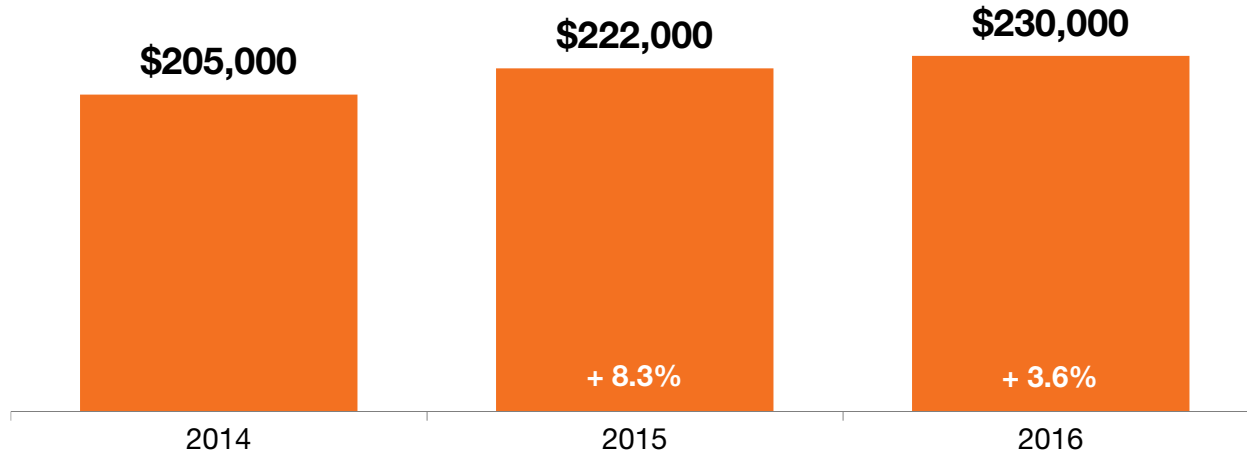


Median Sales Price

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	\$230,000	\$218,000	+ 5.5%

Historical Median Sales Price

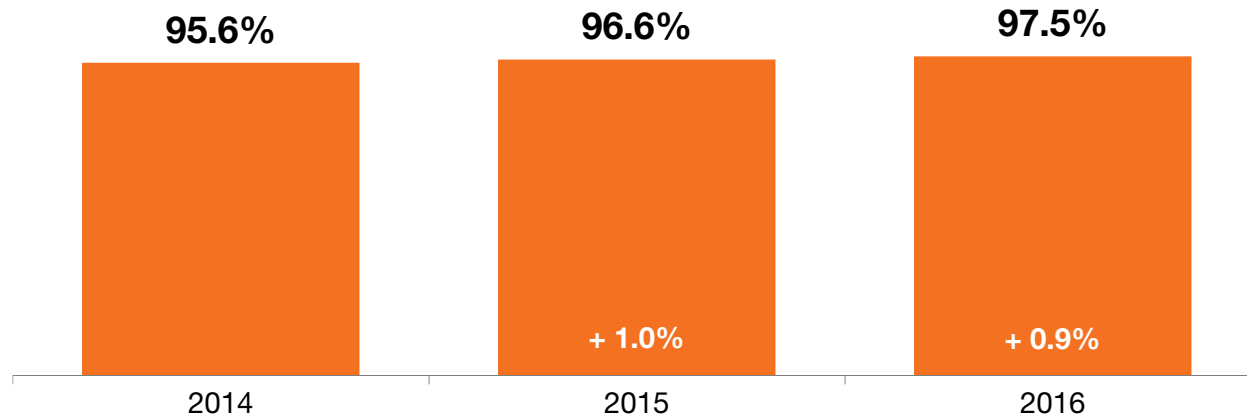


Percent of Original List Price Received

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.

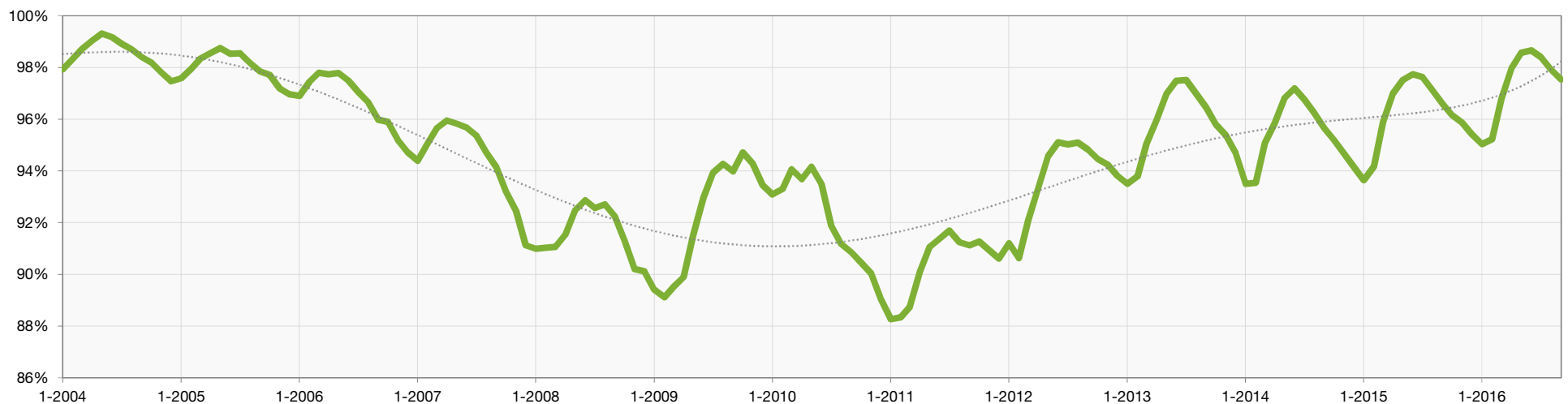


September



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

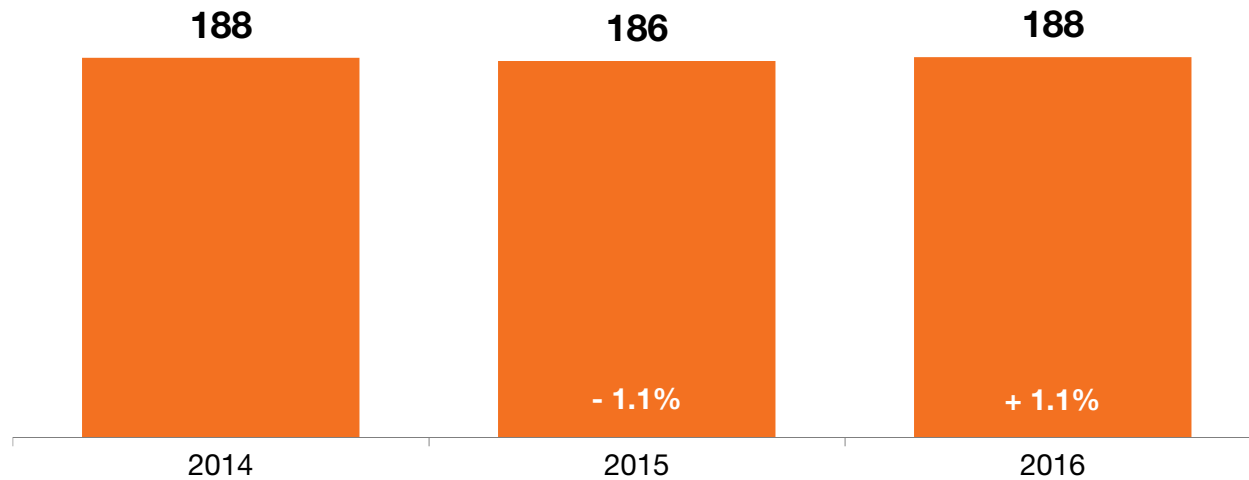


Housing Affordability Index

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

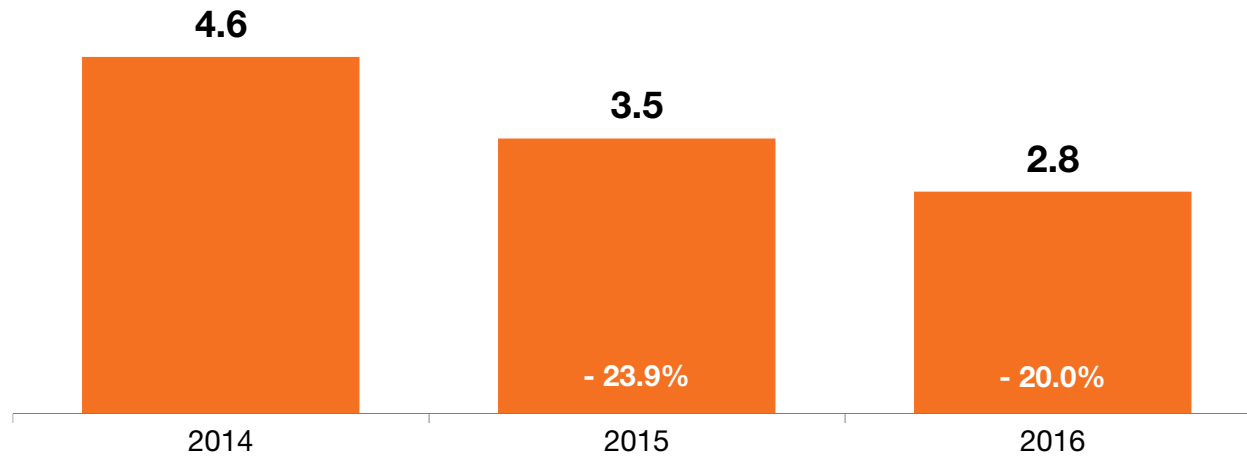


Months Supply of Inventory

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

