

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 7, 2017

Publish Date: January 16, 2017 • All comparisons are to 2016

If predictions hold true – a continuing inventory crunch, moderate price gains, higher mortgage rates – 2017 will likely be in favor of the seller. On the other end of the spectrum, deals may be harder to come by if the largest potential group of buyers, the millennials, do not start wading into the buying pool with more fervor.

In the Twin Cities region, for the week ending January 7:

- New Listings decreased 15.1% to 969
- Pending Sales decreased 21.1% to 555
- Inventory decreased 25.5% to 8,298

For the month of November:

- Median Sales Price increased 4.1% to \$228,500
- Days on Market decreased 10.1% to 71
- Percent of Original List Price Received increased 0.6% to 96.0%
- Months Supply of Homes For Sale decreased 26.1% to 1.7

Quick Facts

- 15.1%	- 21.1%	- 25.5%
Change in New Listings	Change in Pending Sales	Change in Inventory

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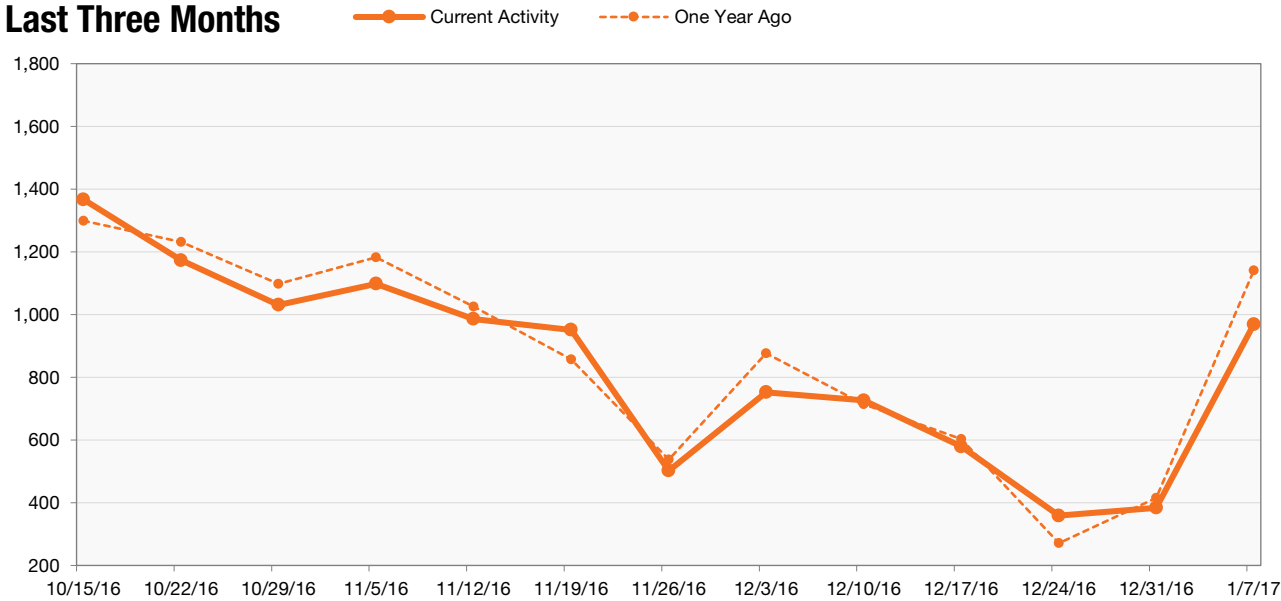


New Listings

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	+ / -
10/15/2016	1,367	1,299	+ 5.2%
10/22/2016	1,173	1,232	- 4.8%
10/29/2016	1,031	1,098	- 6.1%
11/5/2016	1,098	1,183	- 7.2%
11/12/2016	986	1,025	- 3.8%
11/19/2016	951	857	+ 11.0%
11/26/2016	502	538	- 6.7%
12/3/2016	752	876	- 14.2%
12/10/2016	726	714	+ 1.7%
12/17/2016	579	603	- 4.0%
12/24/2016	359	271	+ 32.5%
12/31/2016	384	415	- 7.5%
1/7/2017	969	1,141	- 15.1%
3-Month Total	10,877	11,252	- 3.3%

Historical New Listing Activity

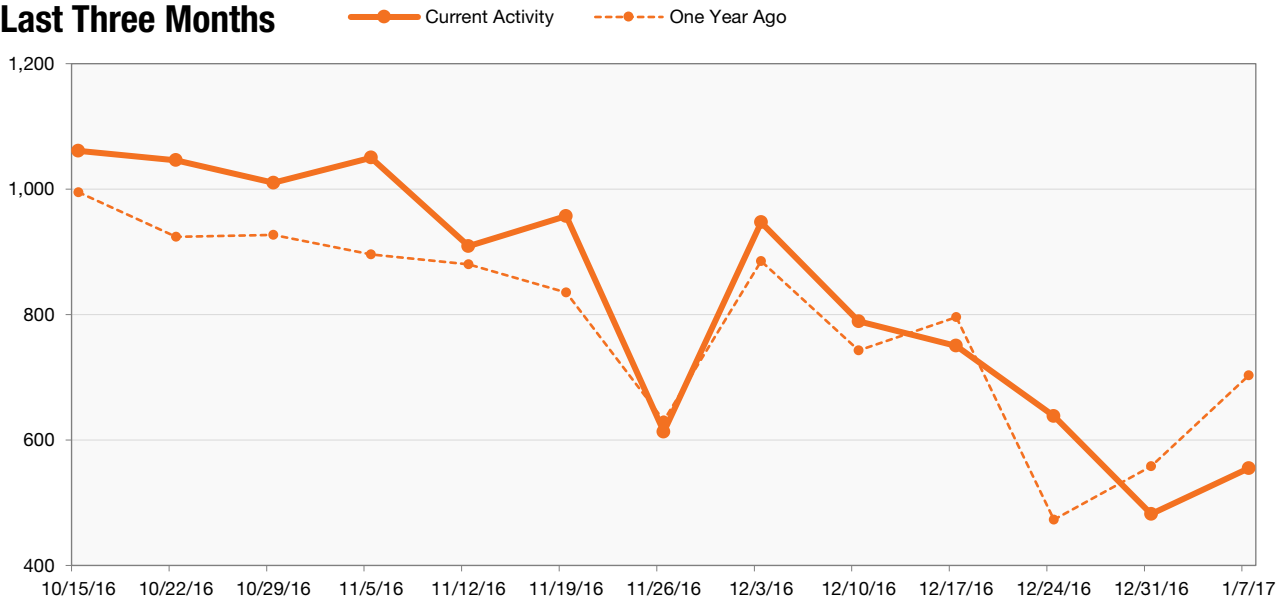


Pending Sales

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

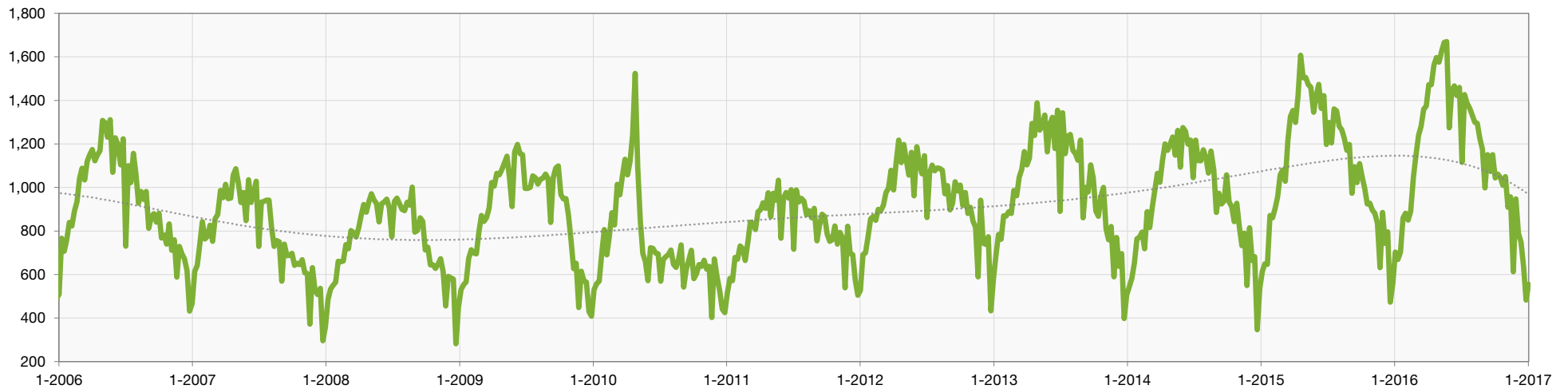


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/15/2016	1,061	995	+ 6.6%
10/22/2016	1,046	924	+ 13.2%
10/29/2016	1,010	927	+ 9.0%
11/5/2016	1,050	896	+ 17.2%
11/12/2016	909	880	+ 3.3%
11/19/2016	957	835	+ 14.6%
11/26/2016	613	631	- 2.9%
12/3/2016	947	885	+ 7.0%
12/10/2016	789	743	+ 6.2%
12/17/2016	750	796	- 5.8%
12/24/2016	638	473	+ 34.9%
12/31/2016	482	558	- 13.6%
1/7/2017	555	703	- 21.1%
3-Month Total	10,807	10,246	+ 5.5%

Historical Pending Sales Activity

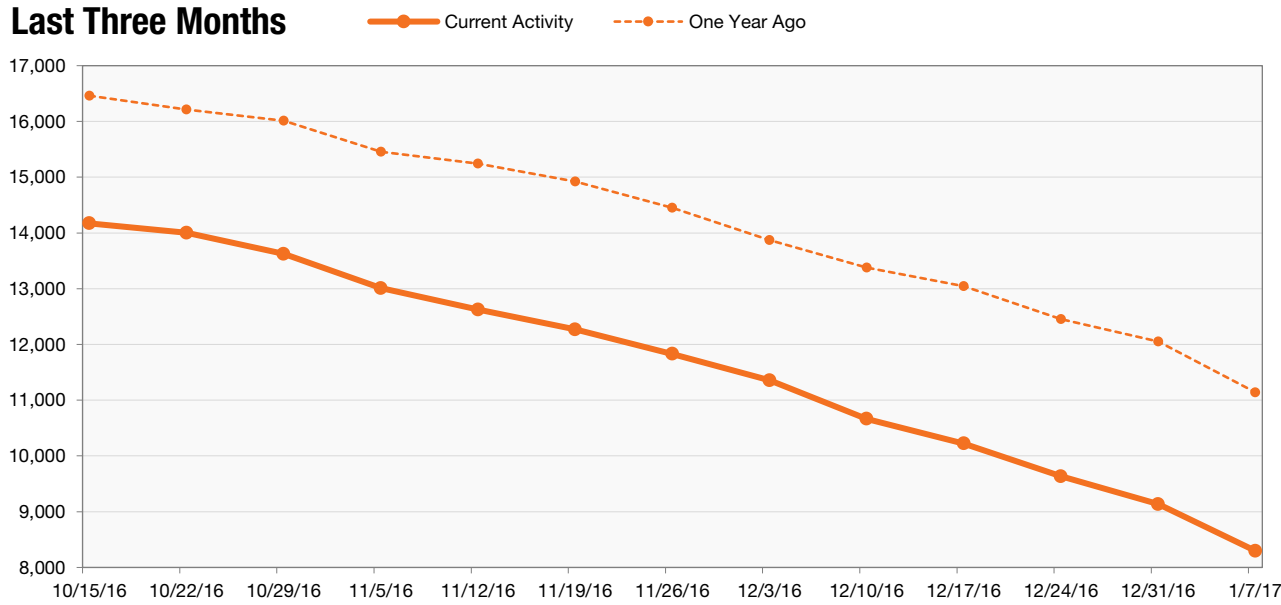


Inventory of Homes for Sale

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

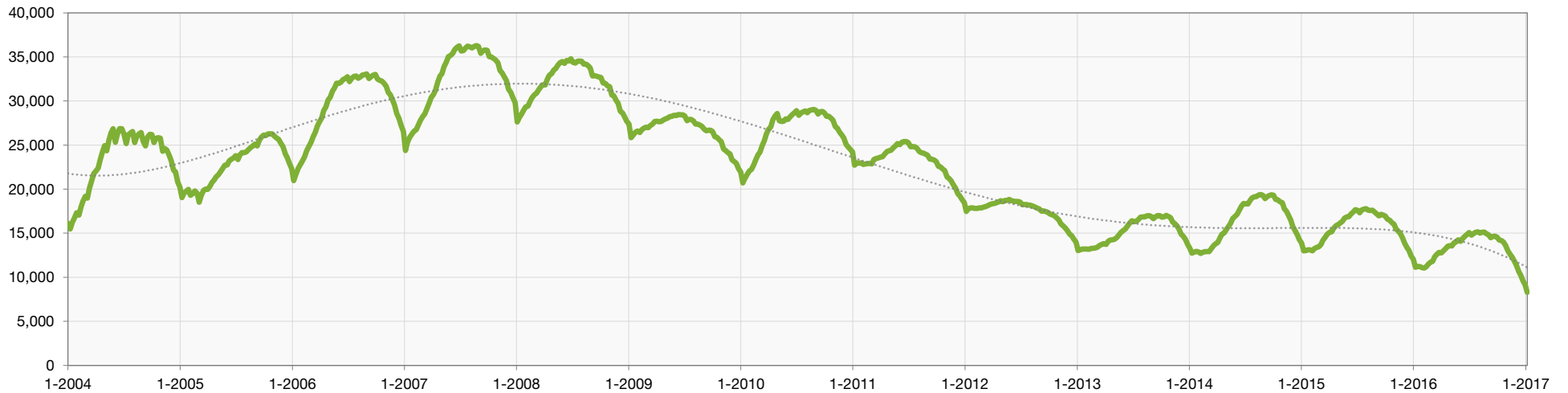


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/15/2016	14,171	16,461	- 13.9%
10/22/2016	14,003	16,210	- 13.6%
10/29/2016	13,622	16,010	- 14.9%
11/5/2016	13,010	15,457	- 15.8%
11/12/2016	12,624	15,245	- 17.2%
11/19/2016	12,269	14,919	- 17.8%
11/26/2016	11,830	14,449	- 18.1%
12/3/2016	11,357	13,869	- 18.1%
12/10/2016	10,663	13,377	- 20.3%
12/17/2016	10,222	13,044	- 21.6%
12/24/2016	9,633	12,452	- 22.6%
12/31/2016	9,134	12,050	- 24.2%
1/7/2017	8,298	11,142	- 25.5%
3-Month Avg	11,603	14,207	- 18.3%

Historical Inventory Levels

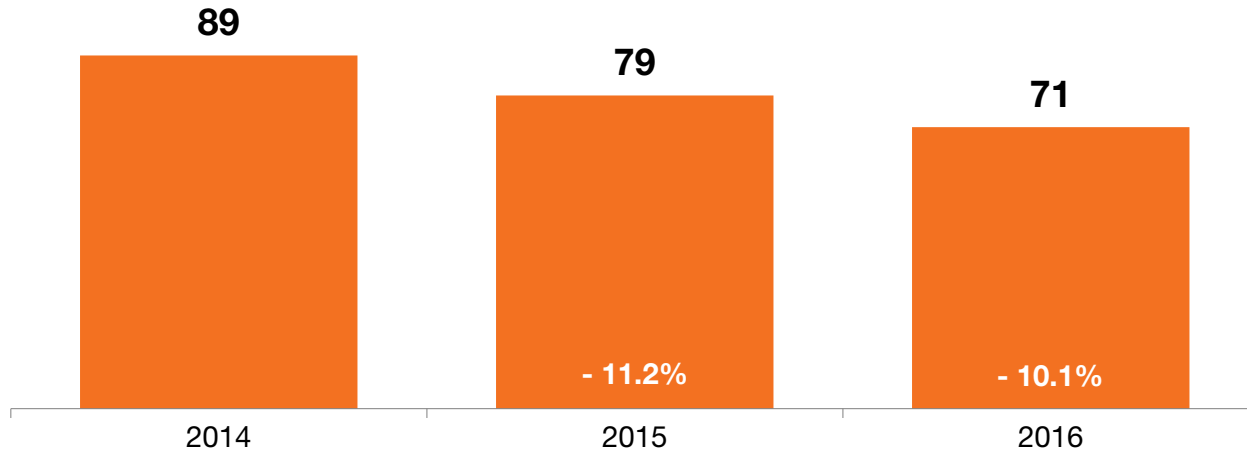


Days on Market Until Sale

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

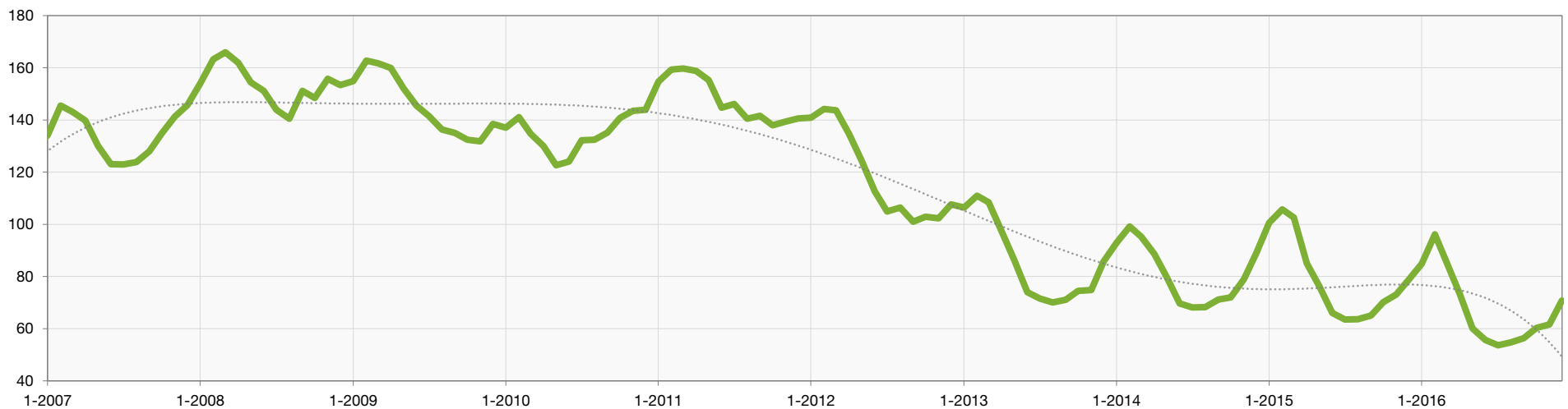


December



Month	Current Activity	One Year Previous	+ / -
January	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%
October	60	70	- 14.3%
November	62	73	- 15.1%
December	71	79	- 10.1%
12-Month Avg	64	76	- 15.8%

Historical Days on Market Until Sale

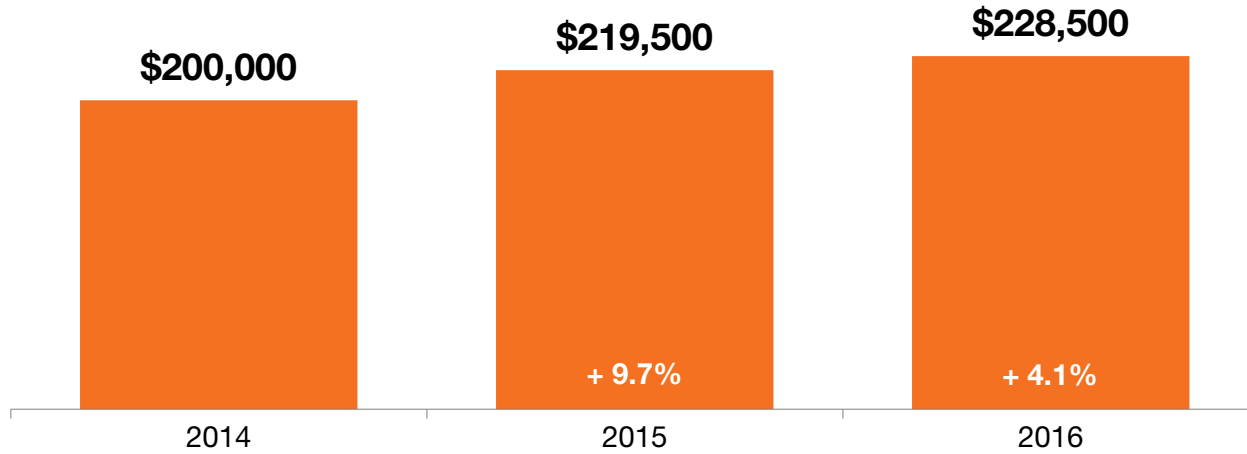


Median Sales Price

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



December



Month	Current Activity	One Year Previous	+ / -
January	\$215,000	\$195,000	+ 10.3%
February	\$207,083	\$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	\$237,625	\$224,900	+ 5.7%
September	\$230,000	\$222,000	+ 3.6%
October	\$230,000	\$215,950	+ 6.5%
November	\$231,125	\$219,340	+ 5.4%
December	\$228,500	\$219,500	+ 4.1%
12-Month Med	\$232,000	\$220,000	+ 5.5%

Historical Median Sales Price

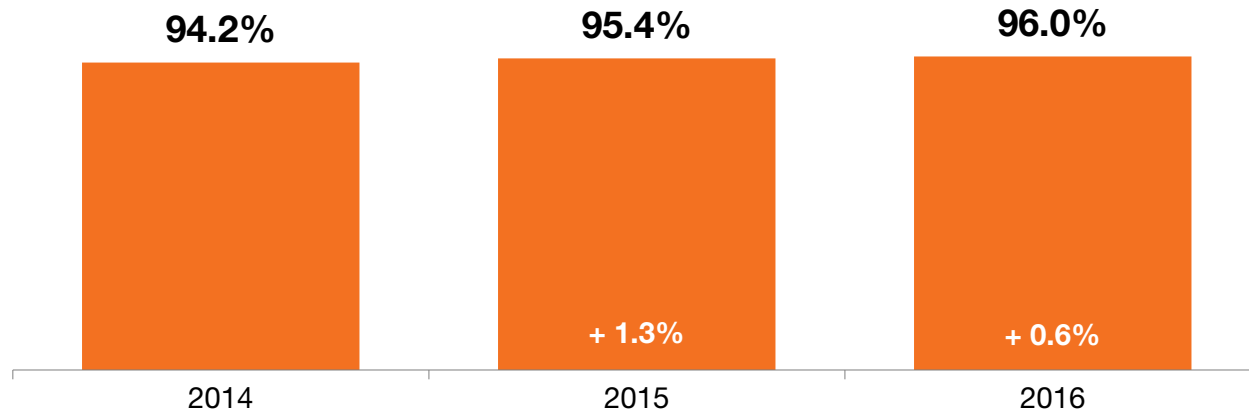


Percent of Original List Price Received

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.

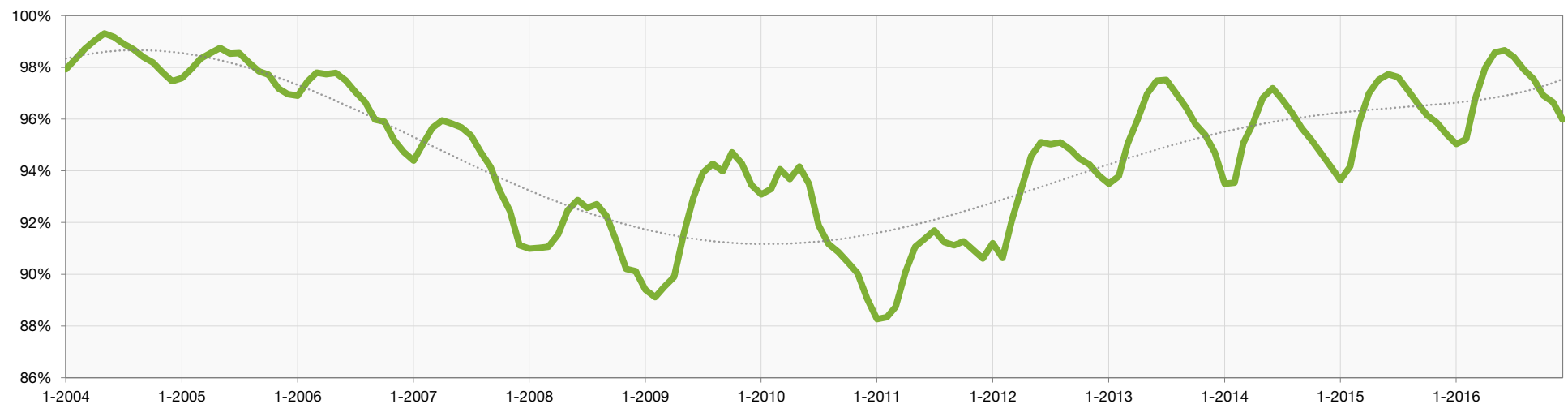


December



Month	Current Activity	One Year Previous	+ / -
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%
October	96.9%	96.1%	+ 0.8%
November	96.7%	95.9%	+ 0.8%
December	96.0%	95.4%	+ 0.6%
12-Month Avg	97.5%	96.6%	+ 0.9%

Historical Percent of Original List Price Received

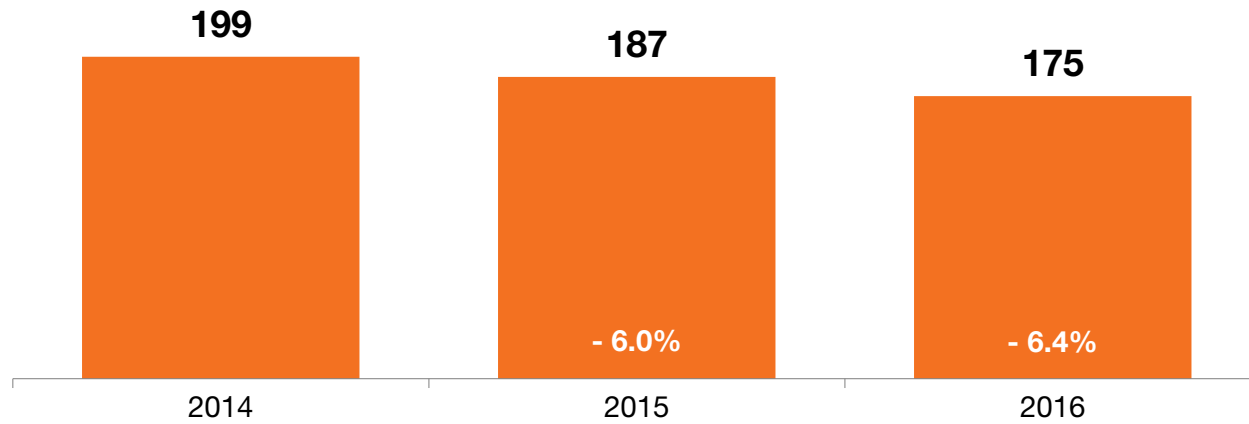


Housing Affordability Index

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.**



December



Month	Current Activity	One Year Previous	+ / -
January	191	216	- 11.6%
February	201	212	- 5.2%
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%
October	188	191	- 1.6%
November	180	187	- 3.7%
December	175	187	- 6.4%
12-Month Avg	184	189	- 2.6%

Historical Housing Affordability Index

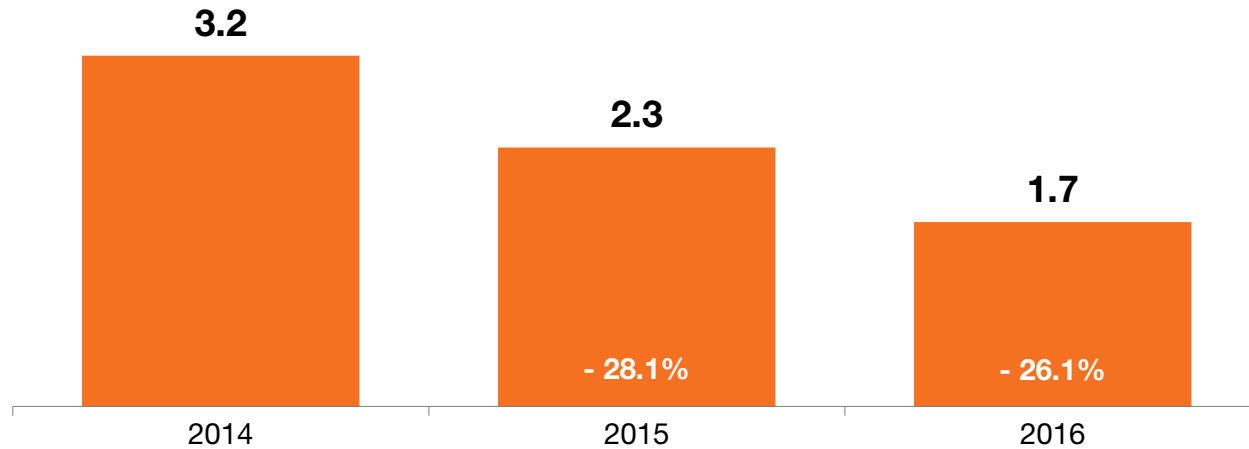


Months Supply of Inventory

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.



December



Month	Current Activity	One Year Previous	+ / -
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	2.9	3.8	- 23.7%
June	3.0	3.8	- 21.1%
July	3.1	3.8	- 18.4%
August	2.9	3.7	- 21.6%
September	2.9	3.5	- 17.1%
October	2.6	3.3	- 21.2%
November	2.2	2.9	- 24.1%
December	1.7	2.3	- 26.1%
12-Month Avg	2.6	3.4	- 23.5%

Historical Months Supply of Inventory

