

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 February 11, 2017

Publish Date: February 20, 2017 • All comparisons are to 2016

The total supply of homes for sale at this early juncture of 2017 coupled with the relative low affordability of those homes have made the market interesting to watch. The combination of broad personal financial situations is particularly pronounced among millennials celebrating their prime home-buying years. While some individuals may have a decent amount of money saved up for a home purchase, others have educational debt, lowering their maximum affordability price. Being aware of this situational variety will help both lenders and agents.

In the Twin Cities region, for the week ending February 11:

- New Listings decreased 5.2% to 1,338
- Pending Sales increased 1.1% to 859
- Inventory decreased 23.3% to 8,583

For the month of January:

- Median Sales Price increased 4.7% to \$225,000
- Days on Market decreased 7.1% to 79
- Percent of Original List Price Received increased 0.9% to 95.9%
- Months Supply of Homes For Sale decreased 26.1% to 1.7

Quick Facts

- 5.2%

+ 1.1%

- 23.3%

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

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

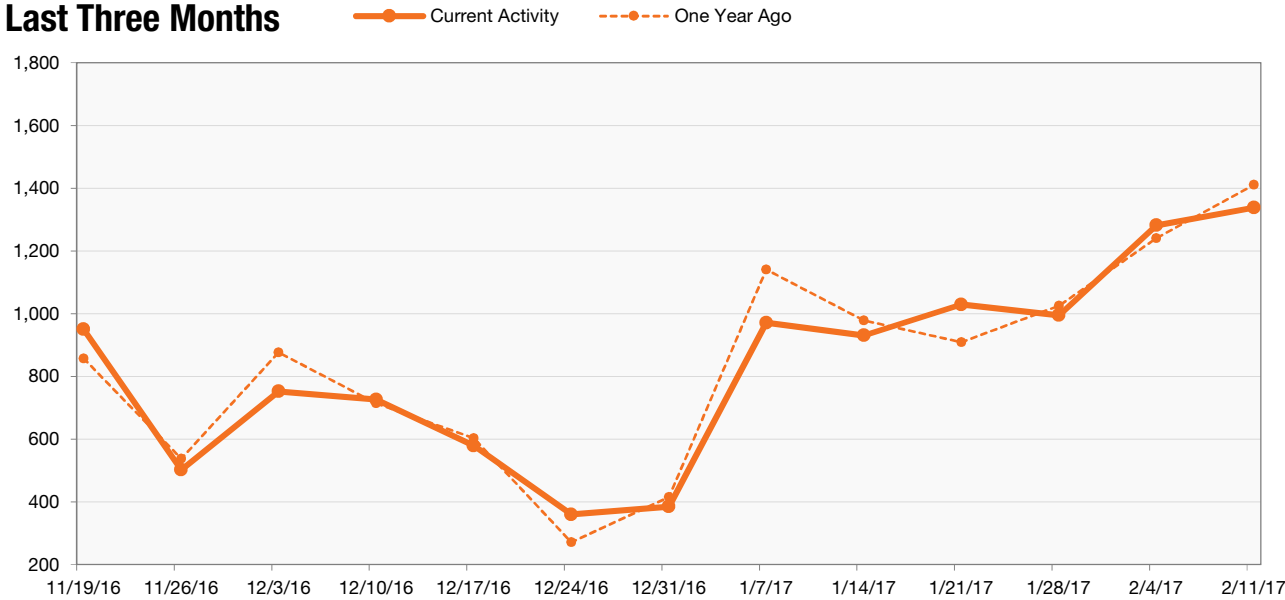


New Listings

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	+ / -
11/19/2016	950	857	+ 10.9%
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	360	271	+ 32.8%
12/31/2016	385	415	- 7.2%
1/7/2017	971	1,141	- 14.9%
1/14/2017	931	978	- 4.8%
1/21/2017	1,029	909	+ 13.2%
1/28/2017	995	1,025	- 2.9%
2/4/2017	1,282	1,241	+ 3.3%
2/11/2017	1,338	1,411	- 5.2%
3-Month Total	10,800	10,979	- 1.6%

Historical New Listing Activity

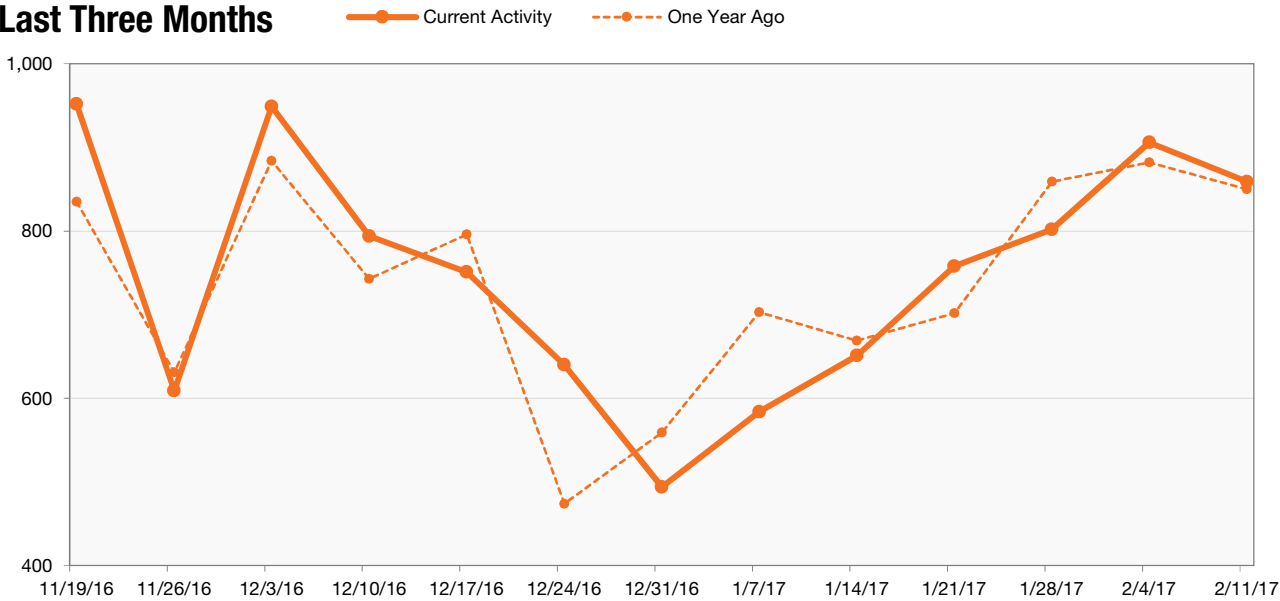


Pending Sales

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

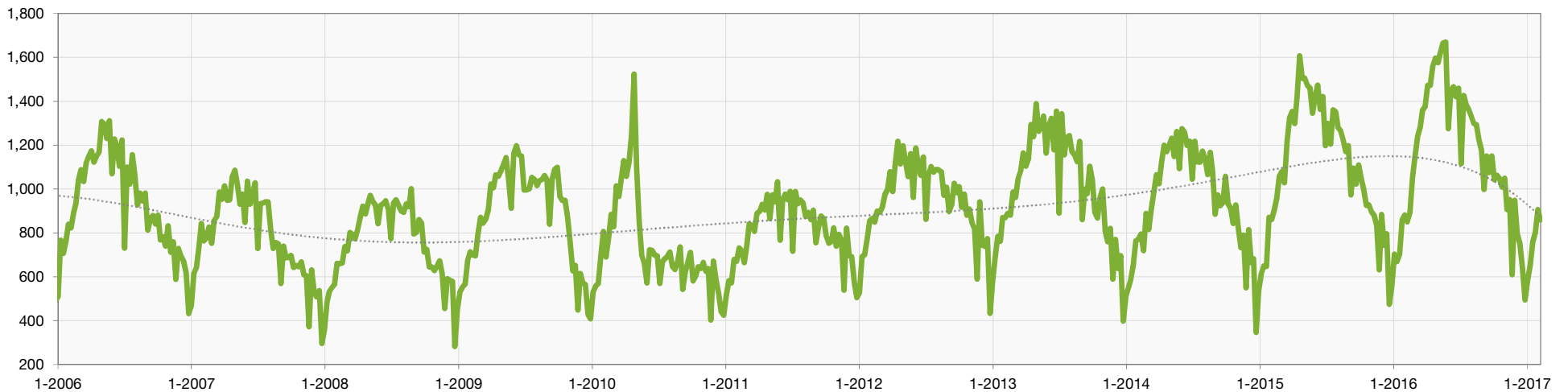


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/19/2016	952	835	+ 14.0%
11/26/2016	609	631	- 3.5%
12/3/2016	949	884	+ 7.4%
12/10/2016	794	743	+ 6.9%
12/17/2016	751	796	- 5.7%
12/24/2016	640	474	+ 35.0%
12/31/2016	494	559	- 11.6%
1/7/2017	584	703	- 16.9%
1/14/2017	651	669	- 2.7%
1/21/2017	758	702	+ 8.0%
1/28/2017	802	859	- 6.6%
2/4/2017	906	882	+ 2.7%
2/11/2017	859	850	+ 1.1%
3-Month Total	9,749	9,587	+ 1.7%

Historical Pending Sales Activity

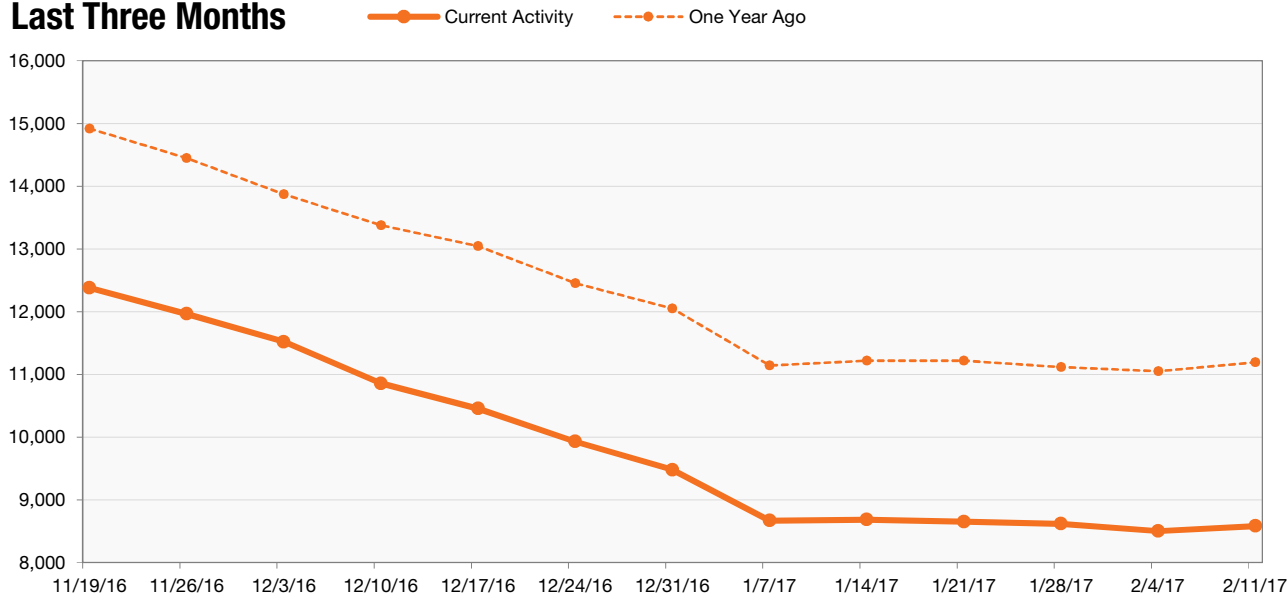


Inventory of Homes for Sale

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

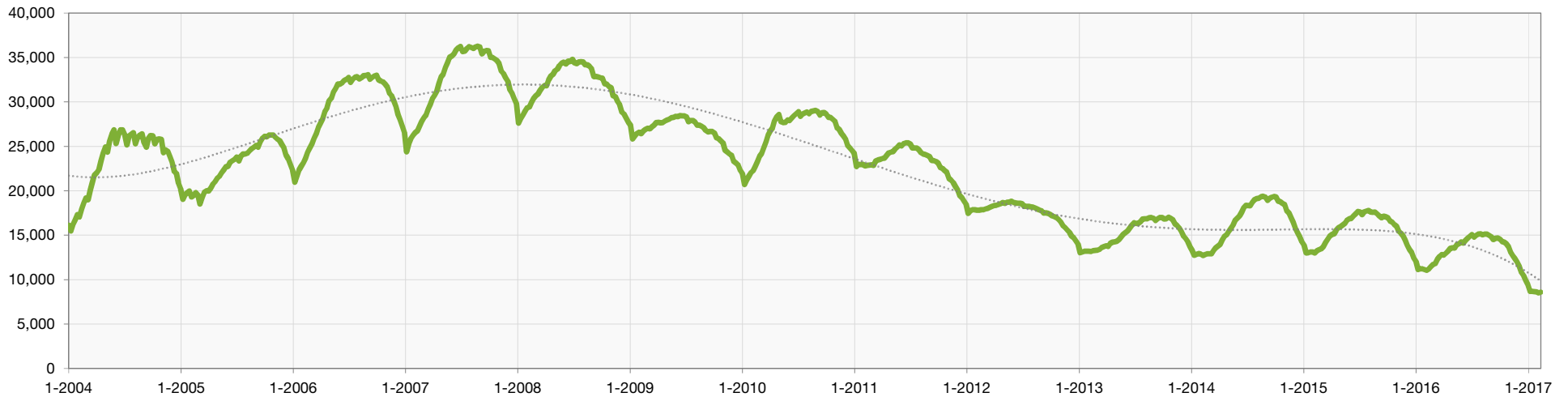


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/19/2016	12,381	14,920	- 17.0%
11/26/2016	11,966	14,450	- 17.2%
12/3/2016	11,518	13,870	- 17.0%
12/10/2016	10,855	13,379	- 18.9%
12/17/2016	10,454	13,046	- 19.9%
12/24/2016	9,929	12,454	- 20.3%
12/31/2016	9,478	12,052	- 21.4%
1/7/2017	8,670	11,144	- 22.2%
1/14/2017	8,684	11,218	- 22.6%
1/21/2017	8,652	11,218	- 22.9%
1/28/2017	8,618	11,119	- 22.5%
2/4/2017	8,502	11,051	- 23.1%
2/11/2017	8,583	11,195	- 23.3%
3-Month Avg	9,868	12,394	- 20.4%

Historical Inventory Levels

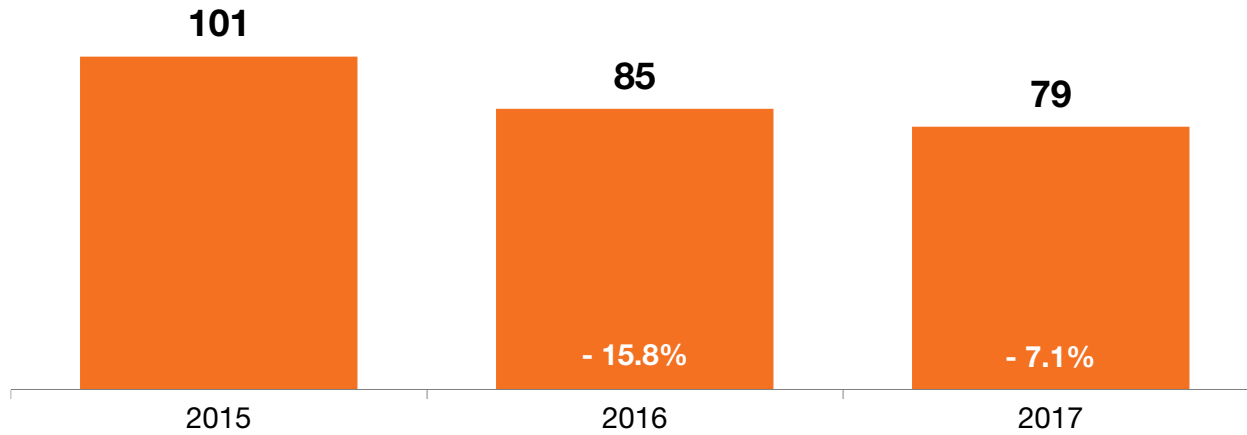


Days on Market Until Sale

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

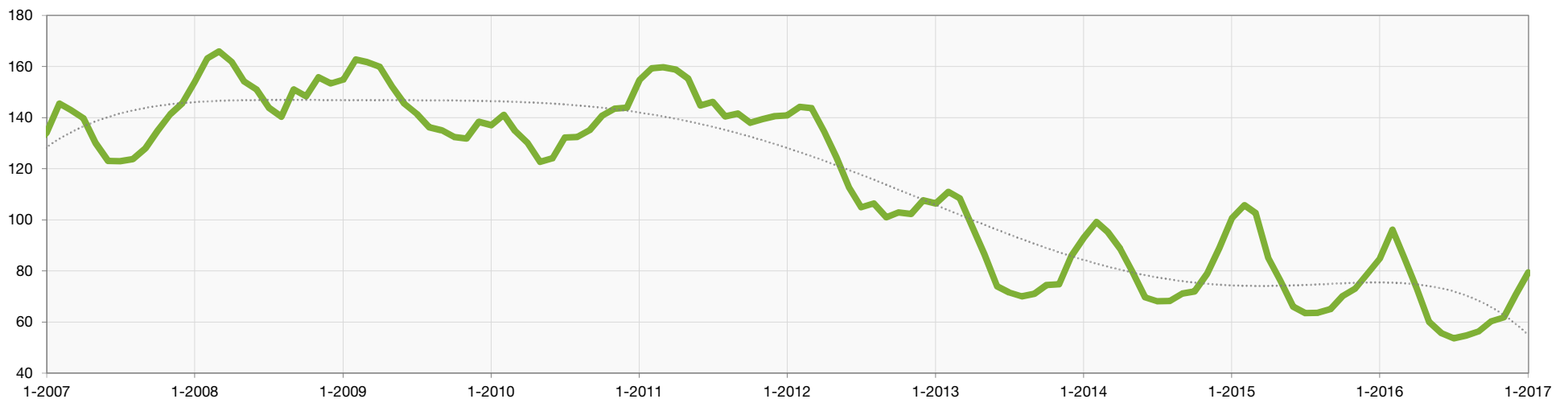


January



Month	Current Activity	One Year Previous	+ / -
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%
January	79	85	- 7.1%
12-Month Avg	64	75	- 14.7%

Historical Days on Market Until Sale

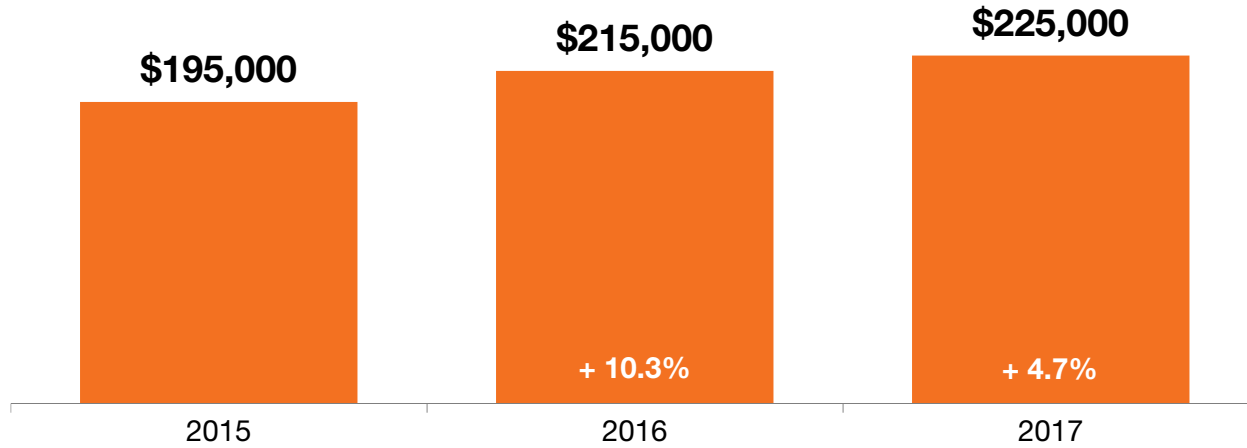


Median Sales Price

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



January



Month	Current Activity	One Year Previous	+ / -
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	\$237,875	\$224,900	+ 5.8%
September	\$230,000	\$222,000	+ 3.6%
October	\$230,000	\$216,000	+ 6.5%
November	\$231,000	\$219,340	+ 5.3%
December	\$228,000	\$219,500	+ 3.9%
January	\$225,000	\$215,000	+ 4.7%
12-Month Med	\$232,900	\$220,000	+ 5.9%

Historical Median Sales Price

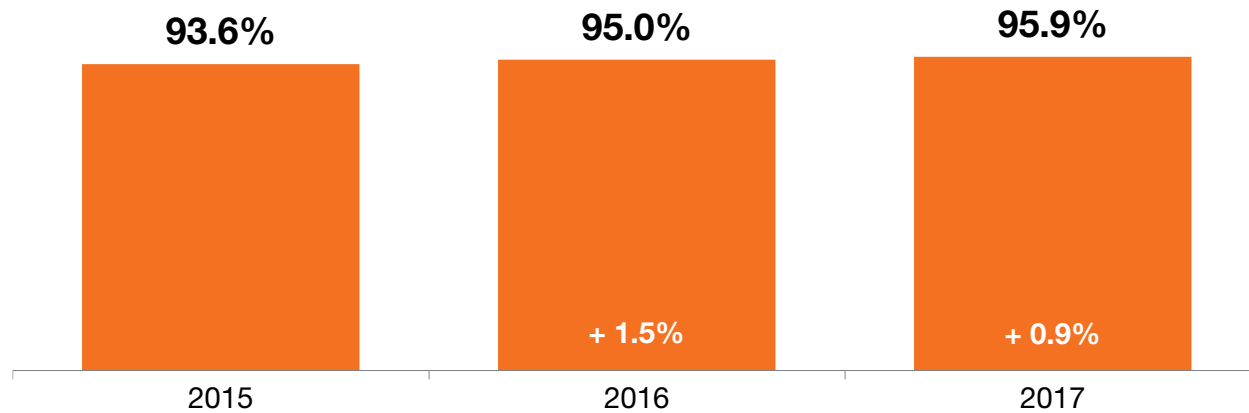


Percent of Original List Price Received

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.

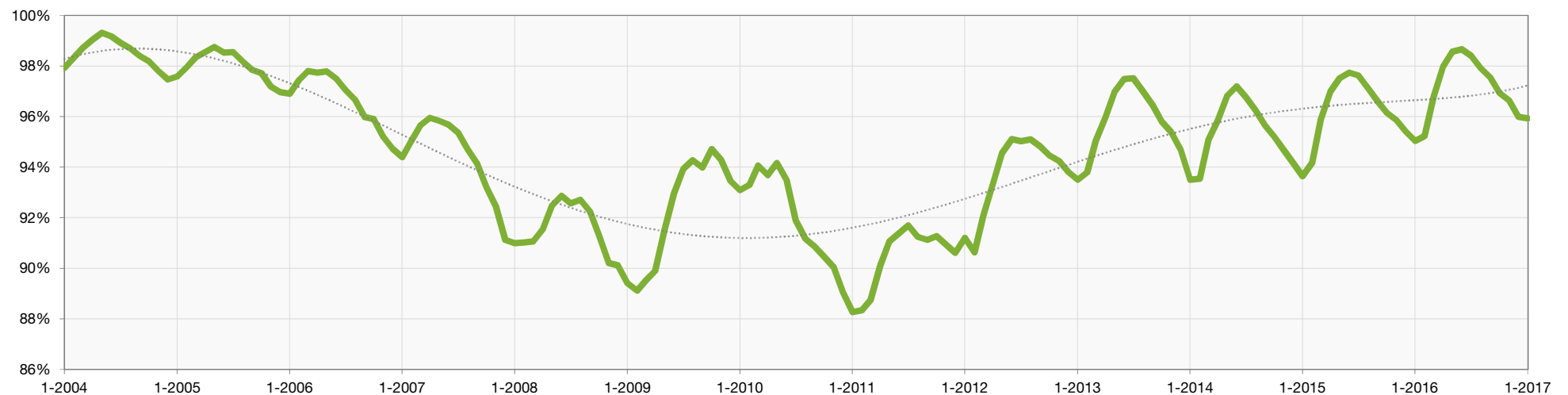


January



Month	Current Activity	One Year Previous	+ / -
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	96.6%	95.9%	+ 0.7%
December	96.0%	95.4%	+ 0.6%
January	95.9%	95.0%	+ 0.9%
12-Month Avg	97.5%	96.6%	+ 0.9%

Historical Percent of Original List Price Received

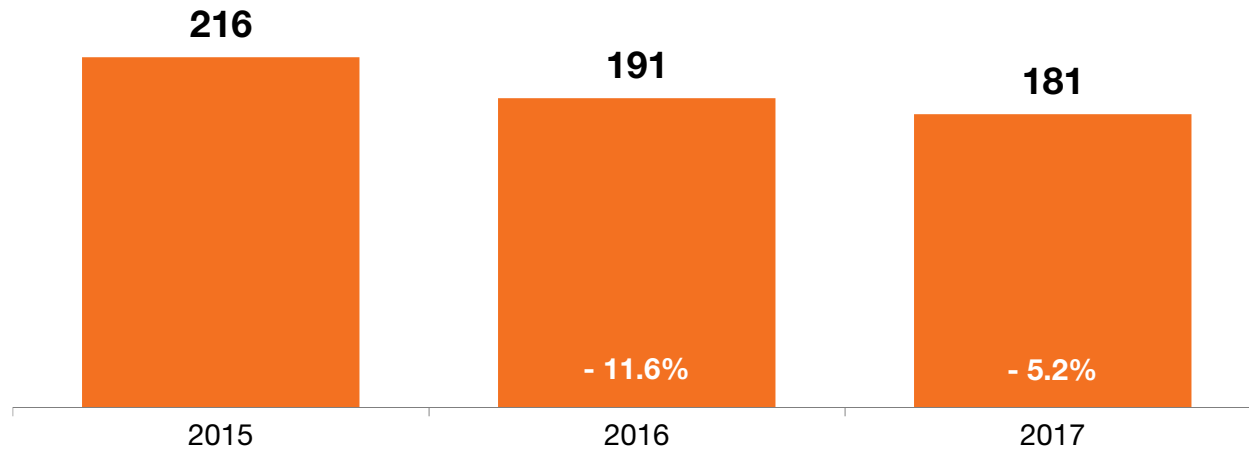


Housing Affordability Index

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.**

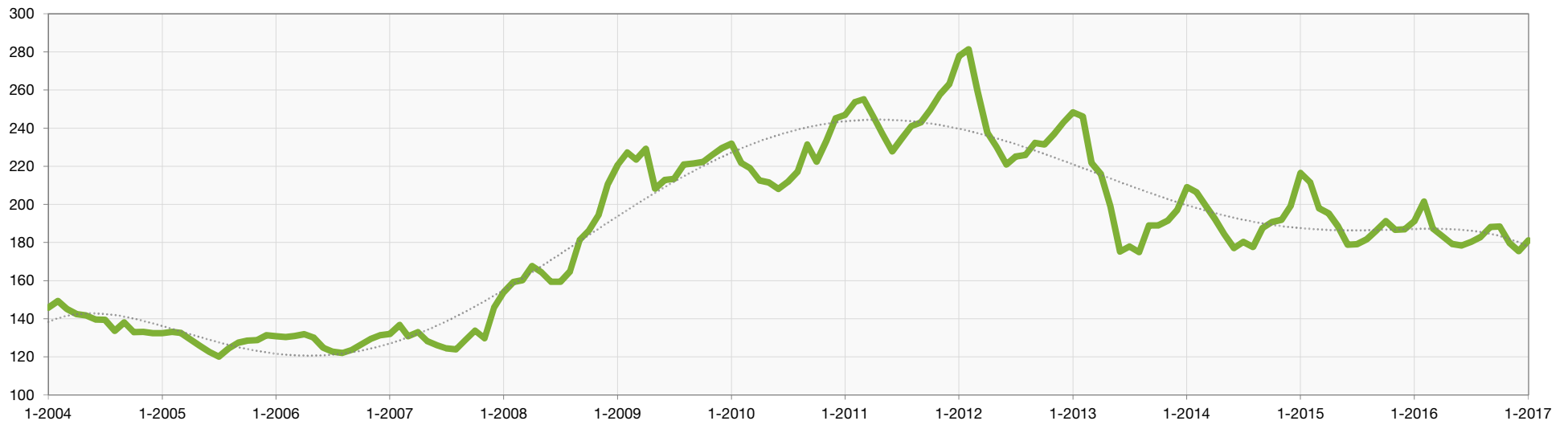


January



Month	Current Activity	One Year Previous	+ / -
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%
January	181	191	- 5.2%
12-Month Avg	182	188	- 3.2%

Historical Housing Affordability Index

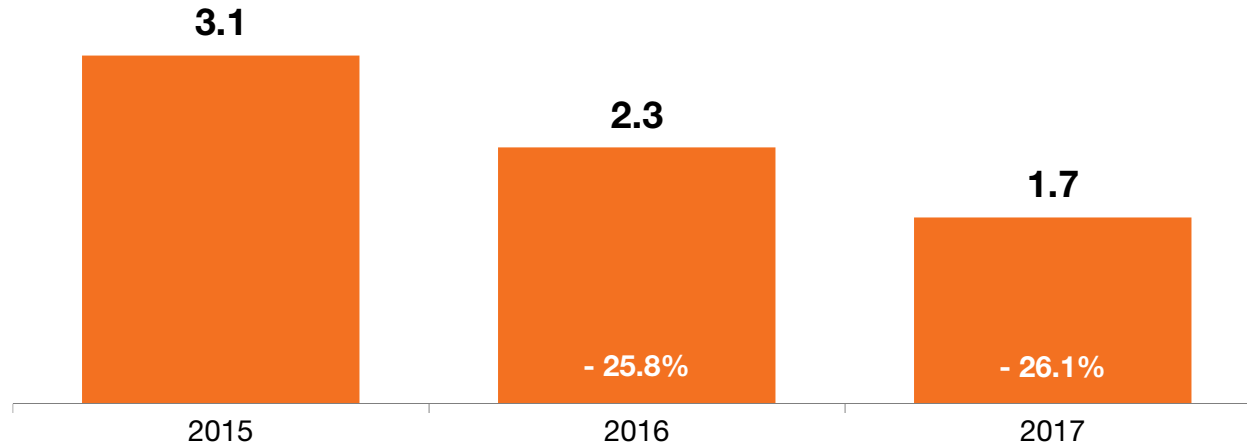


Months Supply of Inventory

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.



January



Month	Current Activity	One Year Previous	+ / -
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%
January	1.7	2.3	- 26.1%
12-Month Avg	2.6	3.3	- 21.2%

Historical Months Supply of Inventory

