

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 September 16, 2017

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According to the National Association of Home Builders, there is a rising demand in the new-home market spurred on by ongoing job and economic growth, the continuation of attractive mortgage rates and increased consumer confidence. And there does appear to be a notable increase in building or announced building projects around the country. Builder confidence tends to equate with more construction starts, which would be welcome news in an era of low inventory.

In the Twin Cities region, for the week ending September 16:

- New Listings decreased 5.7% to 1,536
- Pending Sales decreased 7.1% to 1,084
- Inventory decreased 16.5% to 12,740

For the month of August:

- Median Sales Price increased 6.8% to \$252,000
- Days on Market decreased 14.3% to 48
- Percent of Original List Price Received increased 0.6% to 98.5%
- Months Supply of Homes For Sale decreased 16.7% to 2.5

Quick Facts

- 5.7%

- 7.1%

- 16.5%

Change in
New Listings

Change in
Pending Sales

Change in
Inventory

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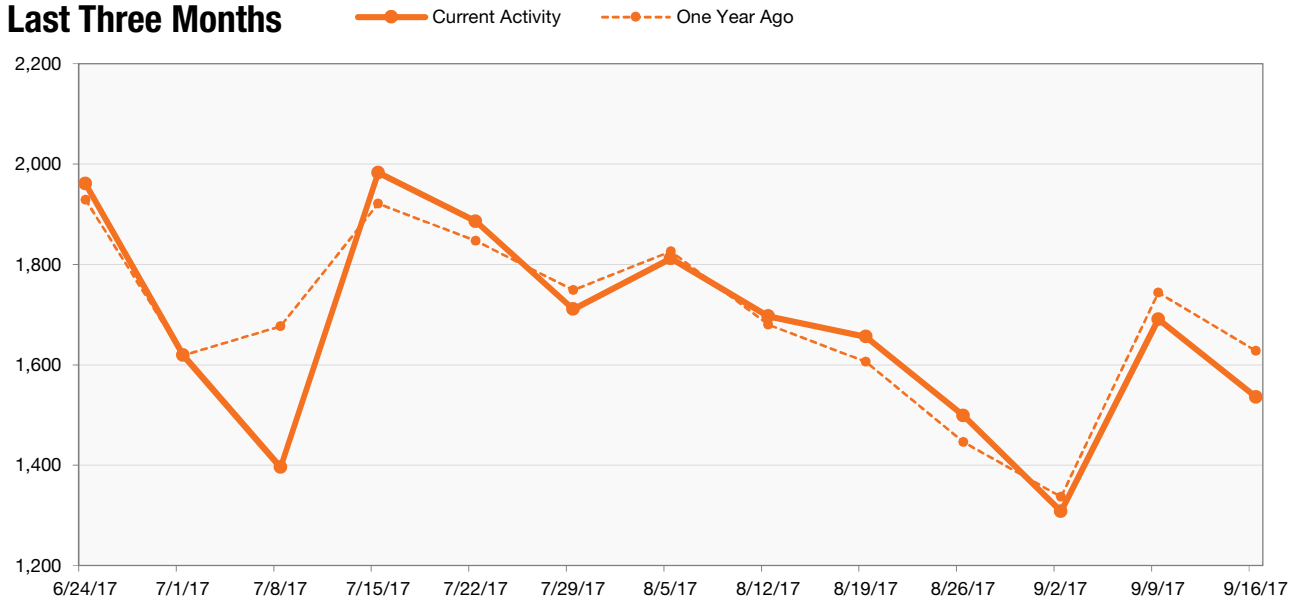


New Listings

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	+ / -
6/24/2017	1,961	1,929	+ 1.7%
7/1/2017	1,619	1,619	0.0%
7/8/2017	1,396	1,677	- 16.8%
7/15/2017	1,983	1,921	+ 3.2%
7/22/2017	1,886	1,847	+ 2.1%
7/29/2017	1,711	1,749	- 2.2%
8/5/2017	1,812	1,826	- 0.8%
8/12/2017	1,697	1,680	+ 1.0%
8/19/2017	1,656	1,606	+ 3.1%
8/26/2017	1,499	1,446	+ 3.7%
9/2/2017	1,308	1,337	- 2.2%
9/9/2017	1,691	1,744	- 3.0%
9/16/2017	1,536	1,628	- 5.7%
3-Month Total	21,755	22,009	- 1.2%

Historical New Listing Activity

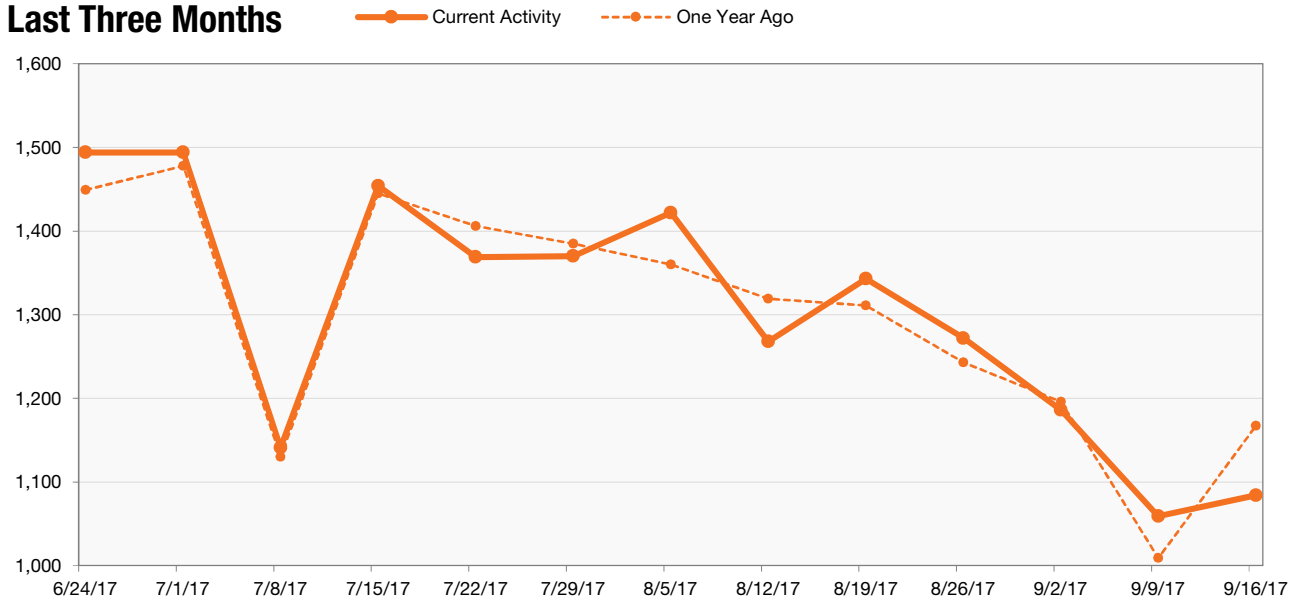


Pending Sales

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

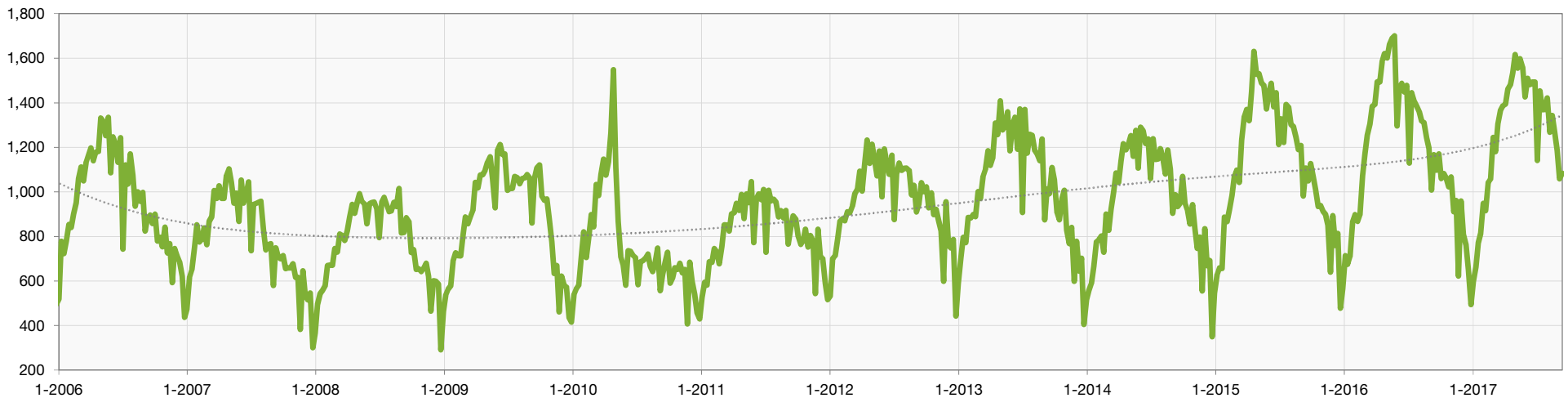


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
6/24/2017	1,494	1,449	+ 3.1%
7/1/2017	1,494	1,478	+ 1.1%
7/8/2017	1,141	1,130	+ 1.0%
7/15/2017	1,454	1,445	+ 0.6%
7/22/2017	1,369	1,406	- 2.6%
7/29/2017	1,370	1,385	- 1.1%
8/5/2017	1,422	1,360	+ 4.6%
8/12/2017	1,268	1,319	- 3.9%
8/19/2017	1,343	1,311	+ 2.4%
8/26/2017	1,272	1,243	+ 2.3%
9/2/2017	1,186	1,196	- 0.8%
9/9/2017	1,059	1,009	+ 5.0%
9/16/2017	1,084	1,167	- 7.1%
3-Month Total	16,956	16,898	+ 0.3%

Historical Pending Sales Activity

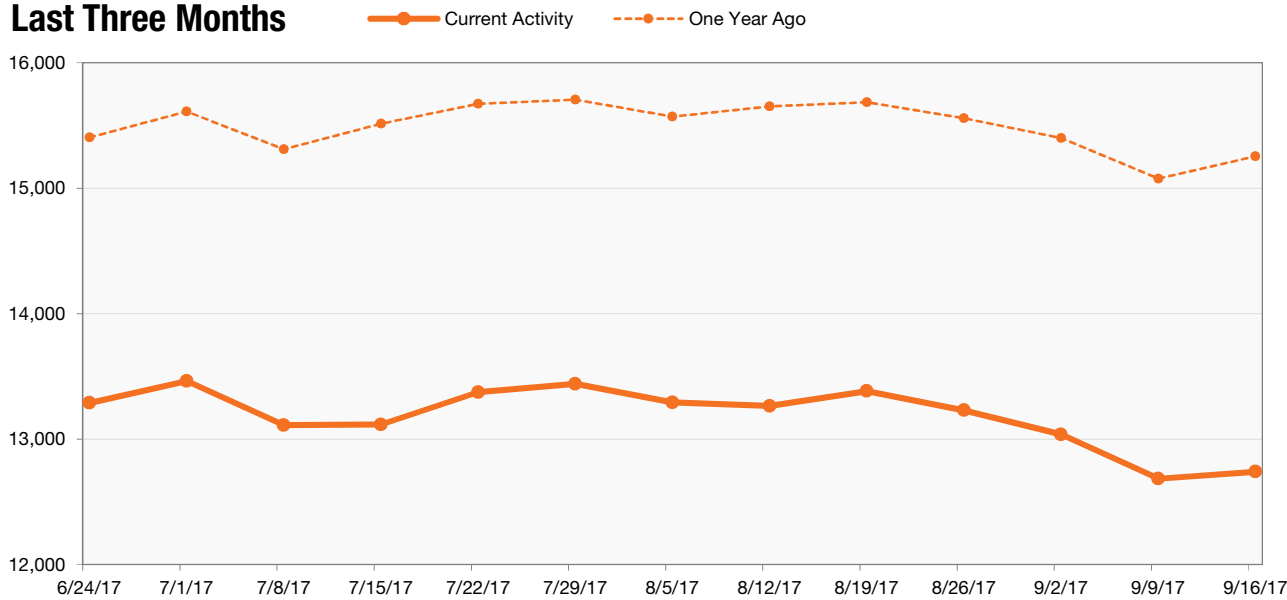


Inventory of Homes for Sale

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	+ / -
6/24/2017	13,289	15,405	- 13.7%
7/1/2017	13,463	15,611	- 13.8%
7/8/2017	13,112	15,311	- 14.4%
7/15/2017	13,117	15,516	- 15.5%
7/22/2017	13,374	15,674	- 14.7%
7/29/2017	13,441	15,706	- 14.4%
8/5/2017	13,292	15,570	- 14.6%
8/12/2017	13,264	15,653	- 15.3%
8/19/2017	13,383	15,685	- 14.7%
8/26/2017	13,230	15,559	- 15.0%
9/2/2017	13,037	15,401	- 15.3%
9/9/2017	12,685	15,077	- 15.9%
9/16/2017	12,740	15,254	- 16.5%
3-Month Avg	13,187	15,494	- 14.9%

Historical Inventory Levels

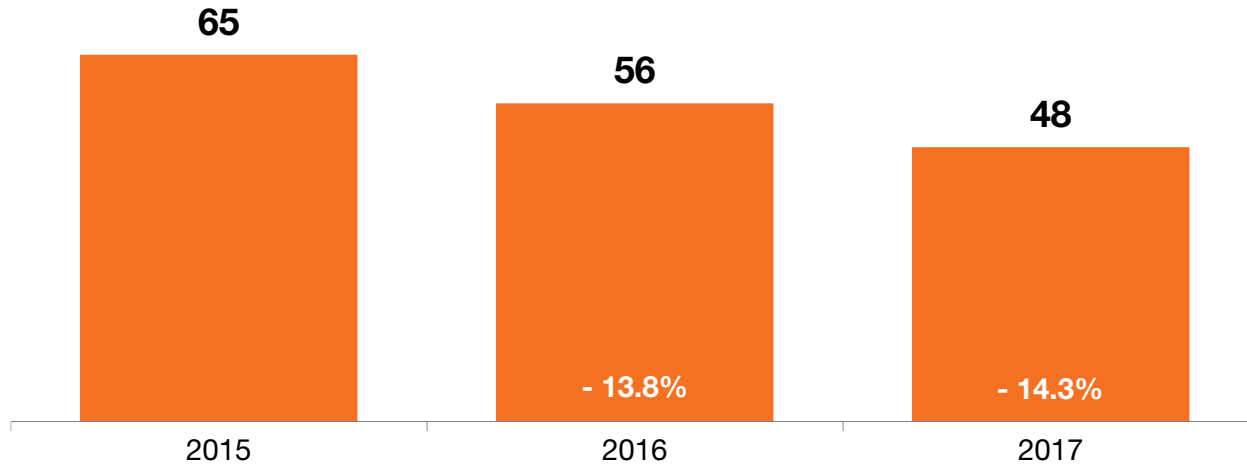


Days on Market Until Sale

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

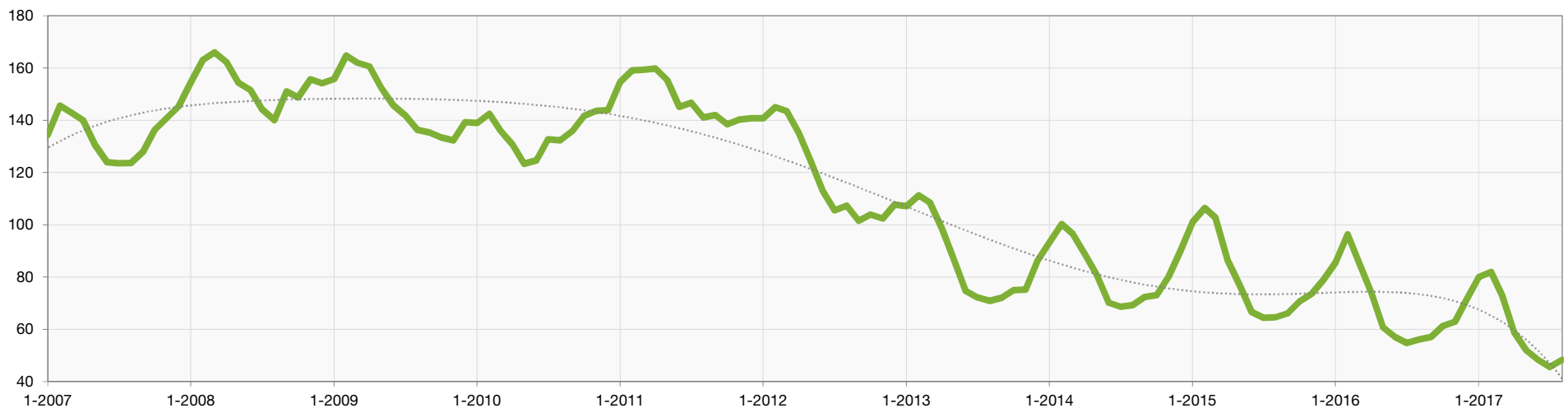


August



Month	Current Activity	One Year Previous	+ / -
September	57	66	- 13.6%
October	61	71	- 14.1%
November	63	74	- 14.9%
December	72	79	- 8.9%
January	80	86	- 7.0%
February	82	96	- 14.6%
March	73	86	- 15.1%
April	59	74	- 20.3%
May	52	61	- 14.8%
June	48	57	- 15.8%
July	46	55	- 16.4%
August	48	56	- 14.3%
12-Month Avg	59	68	- 13.2%

Historical Days on Market Until Sale

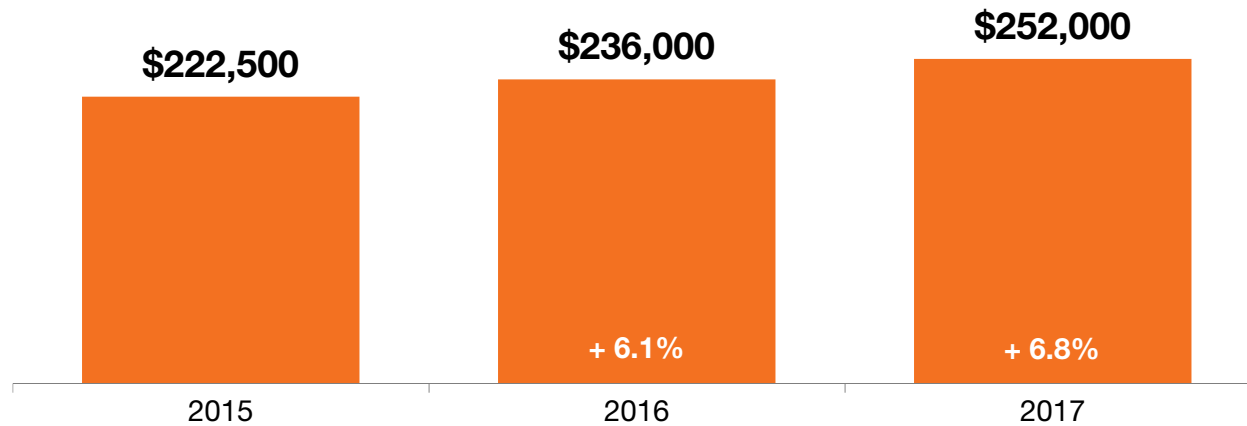


Median Sales Price

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



August



Month	Current Activity	One Year Previous	+ / -
September	\$230,000	\$220,000	+ 4.5%
October	\$230,000	\$215,000	+ 7.0%
November	\$230,000	\$217,000	+ 6.0%
December	\$226,000	\$218,000	+ 3.7%
January	\$222,500	\$215,000	+ 3.5%
February	\$221,900	\$206,000	+ 7.7%
March	\$235,109	\$220,000	+ 6.9%
April	\$245,000	\$230,000	+ 6.5%
May	\$250,000	\$235,000	+ 6.4%
June	\$257,000	\$240,041	+ 7.1%
July	\$251,650	\$238,400	+ 5.6%
August	\$252,000	\$236,000	+ 6.8%
12-Month Med	\$240,000	\$227,500	+ 5.5%

Historical Median Sales Price

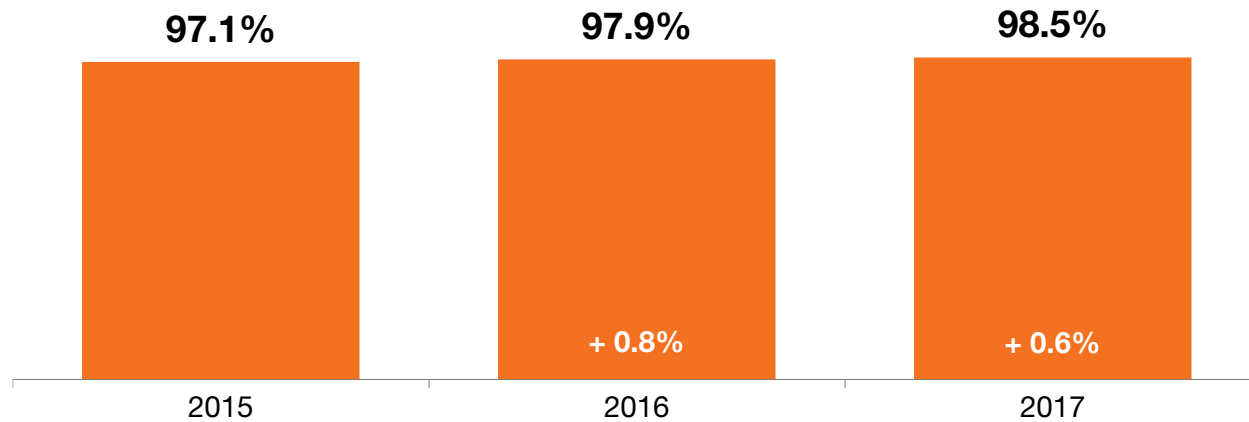


Percent of Original List Price Received

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.

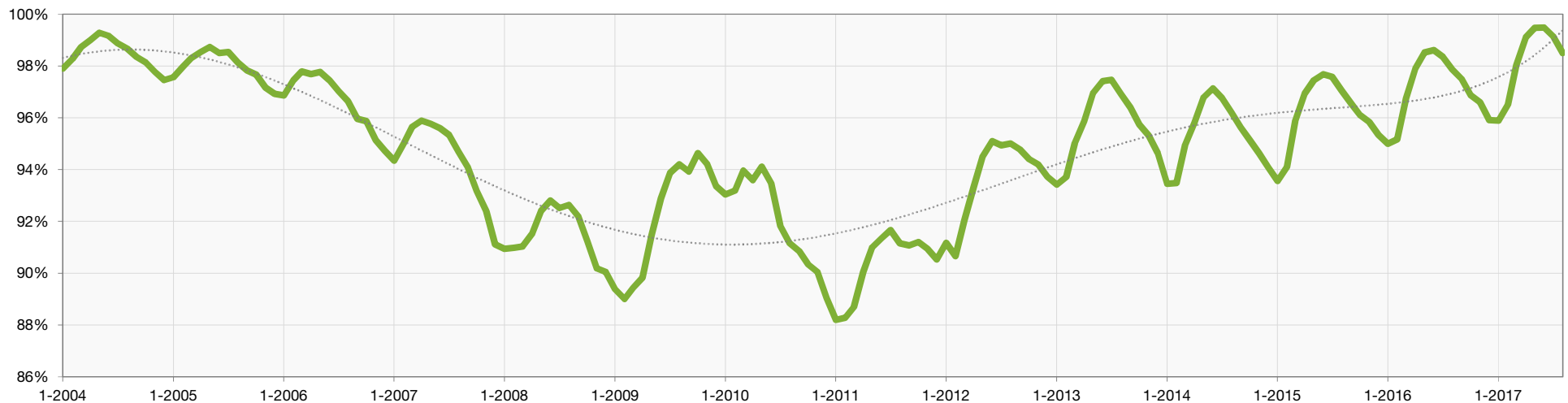


August



Month	Current Activity	One Year Previous	+ / -
September	97.5%	96.6%	+ 0.9%
October	96.9%	96.1%	+ 0.8%
November	96.6%	95.8%	+ 0.8%
December	95.9%	95.3%	+ 0.6%
January	95.9%	95.0%	+ 0.9%
February	96.5%	95.2%	+ 1.4%
March	98.0%	96.8%	+ 1.2%
April	99.1%	97.9%	+ 1.2%
May	99.5%	98.5%	+ 1.0%
June	99.5%	98.6%	+ 0.9%
July	99.1%	98.3%	+ 0.8%
August	98.5%	97.9%	+ 0.6%
12-Month Avg	98.0%	97.2%	+ 0.8%

Historical Percent of Original List Price Received

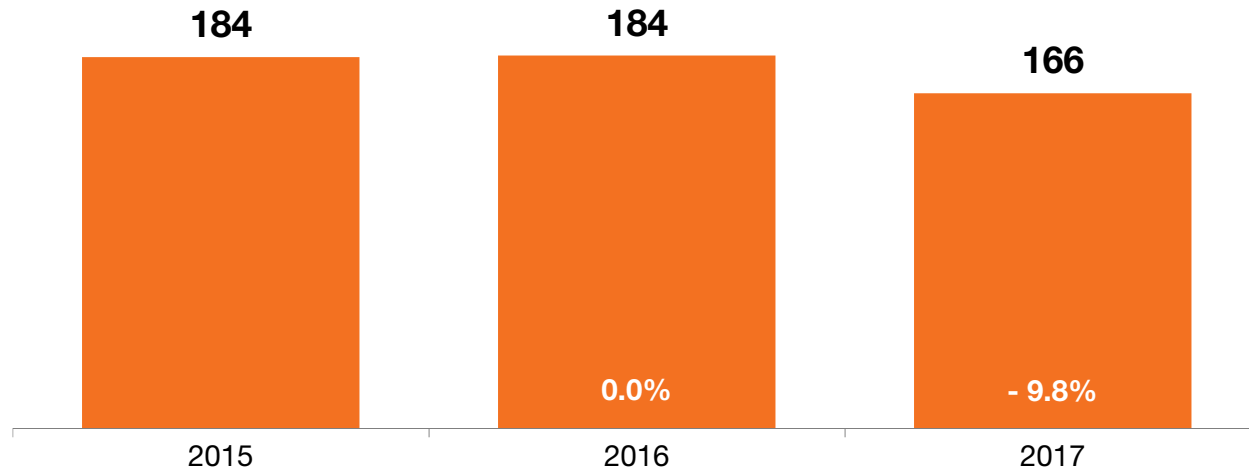


Housing Affordability Index

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.**

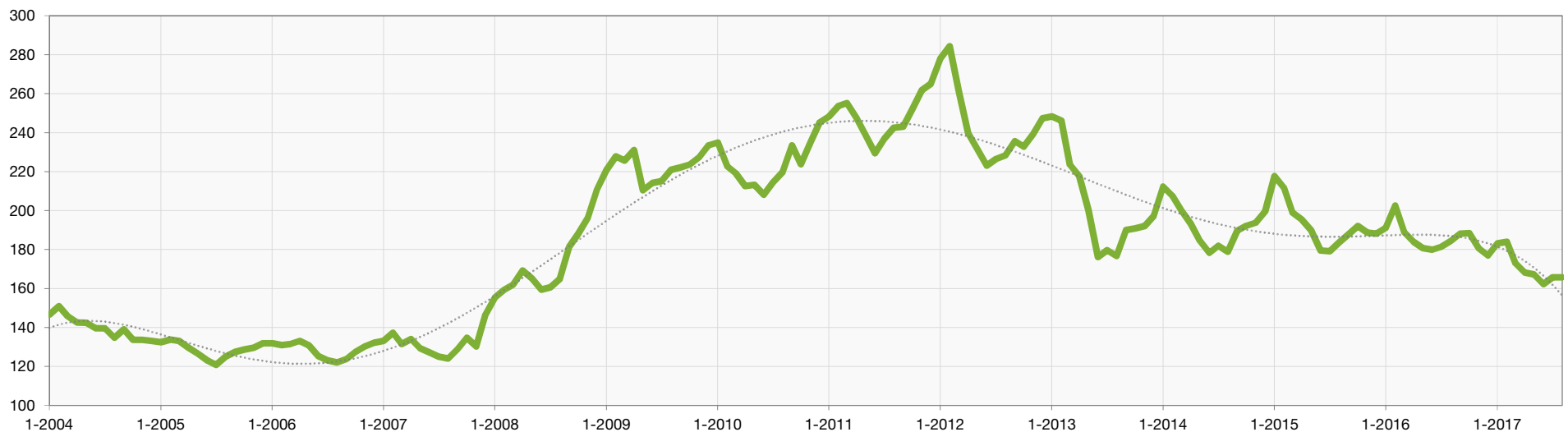


August



Month	Current Activity	One Year Previous	+ / -
September	188	188	0.0%
October	188	192	-2.1%
November	181	189	-4.2%
December	177	188	-5.9%
January	183	191	-4.2%
February	184	203	-9.4%
March	173	189	-8.5%
April	168	184	-8.7%
May	167	181	-7.7%
June	162	180	-10.0%
July	166	181	-8.3%
August	166	184	-9.8%
12-Month Avg	174	187	-7.0%

Historical Housing Affordability Index

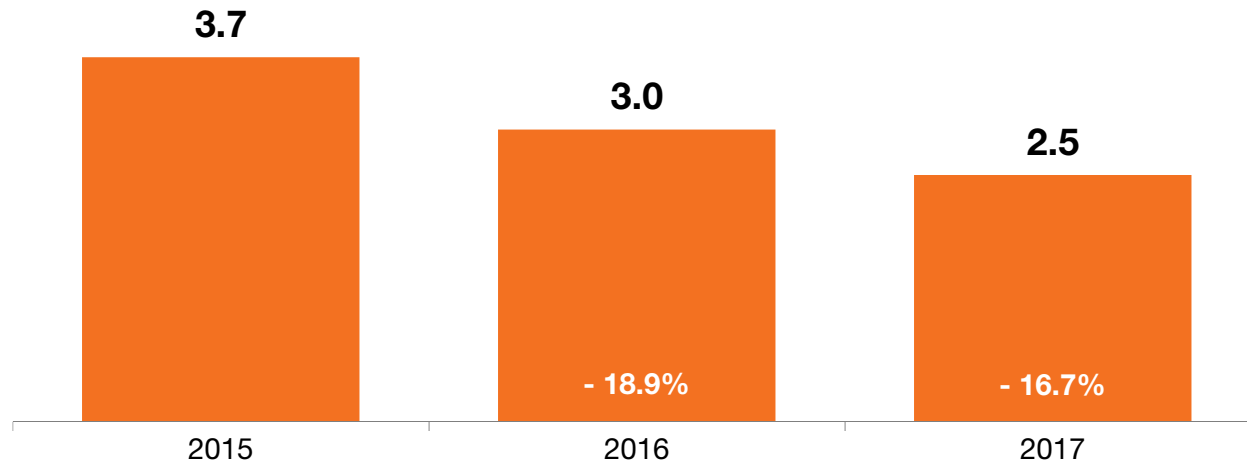


Months Supply of Inventory

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.



August



Month	Current Activity	One Year Previous	+ / -
September	3.0	3.6	- 16.7%
October	2.7	3.4	- 20.6%
November	2.3	3.0	- 23.3%
December	1.9	2.4	- 20.8%
January	1.8	2.4	- 25.0%
February	1.9	2.5	- 24.0%
March	2.2	2.7	- 18.5%
April	2.3	2.9	- 20.7%
May	2.5	2.9	- 13.8%
June	2.6	3.1	- 16.1%
July	2.6	3.1	- 16.1%
August	2.5	3.0	- 16.7%
12-Month Avg	2.4	2.9	- 17.2%

Historical Months Supply of Inventory

