

Weekly Market Activity Report



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

A RESEARCH TOOL FROM THE SAINT PAUL AREA ASSOCIATION OF REALTORS®. BROUGHT TO YOU BY THE UNIQUE DATA-SHARING TRADITIONS OF THE REALTOR® COMMUNITY

For Week Ending March 24, 2018

Publish Date: April 2, 2018 • All comparisons are to 2017

In general, housing markets are performing rather well across the country and locally. While some measures may show year-over-year declines at times, the truth of the matter is that showings are plentiful, buyers are eagerly searching for homes to purchase and good properties are exchanging hands whether or not the overall inventory situation is less than favorable or mortgage rates go up a quarter percent.

In the Twin Cities region, for the week ending March 24:

- New Listings decreased 1.9% to 1,586
- Pending Sales decreased 12.4% to 1,197
- Inventory decreased 23.2% to 8,290

For the month of February:

- Median Sales Price increased 12.7% to \$250,000
- Days on Market decreased 15.9% to 69
- Percent of Original List Price Received increased 1.6% to 98.0%
- Months Supply of Homes For Sale decreased 15.8% to 1.6

Quick Facts

- 1.9%

- 12.4%

- 23.2%

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 |

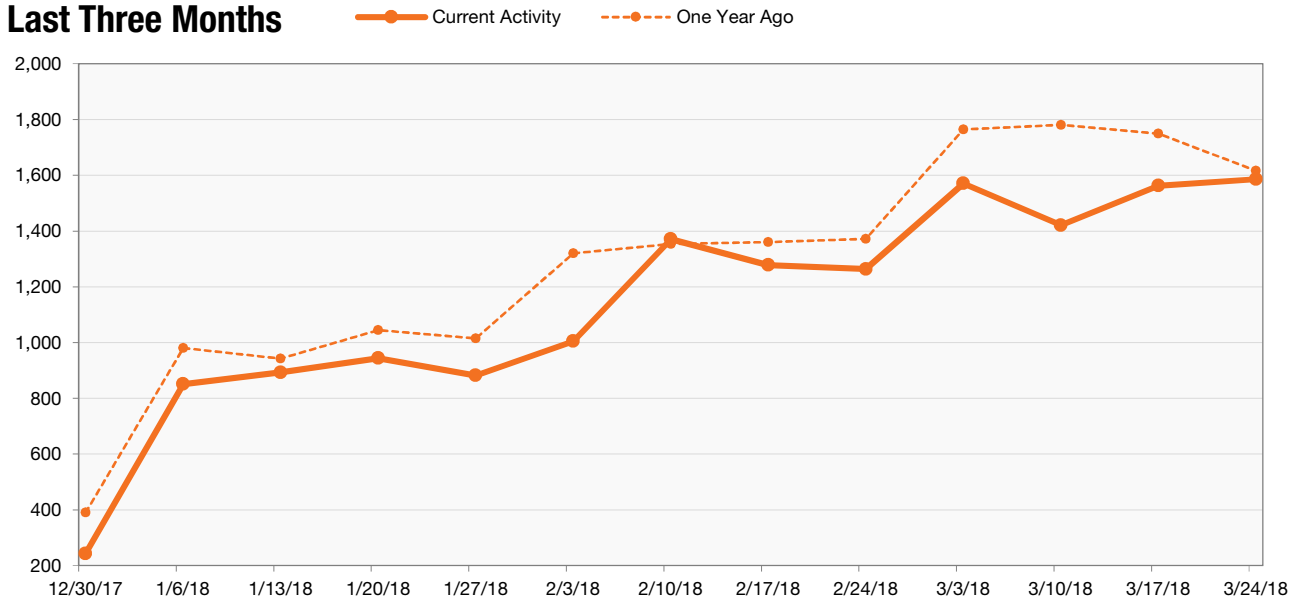


New Listings

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 | + / - |
|----------------------|------------------|-------------------|----------------|
| 12/30/2017 | 243 | 390 | - 37.7% |
| 1/6/2018 | 851 | 981 | - 13.3% |
| 1/13/2018 | 893 | 943 | - 5.3% |
| 1/20/2018 | 944 | 1,045 | - 9.7% |
| 1/27/2018 | 882 | 1,015 | - 13.1% |
| 2/3/2018 | 1,005 | 1,320 | - 23.9% |
| 2/10/2018 | 1,371 | 1,354 | + 1.3% |
| 2/17/2018 | 1,278 | 1,360 | - 6.0% |
| 2/24/2018 | 1,264 | 1,372 | - 7.9% |
| 3/3/2018 | 1,571 | 1,765 | - 11.0% |
| 3/10/2018 | 1,421 | 1,781 | - 20.2% |
| 3/17/2018 | 1,563 | 1,750 | - 10.7% |
| 3/24/2018 | 1,586 | 1,616 | - 1.9% |
| 3-Month Total | 14,872 | 16,692 | - 10.9% |

Historical New Listing Activity

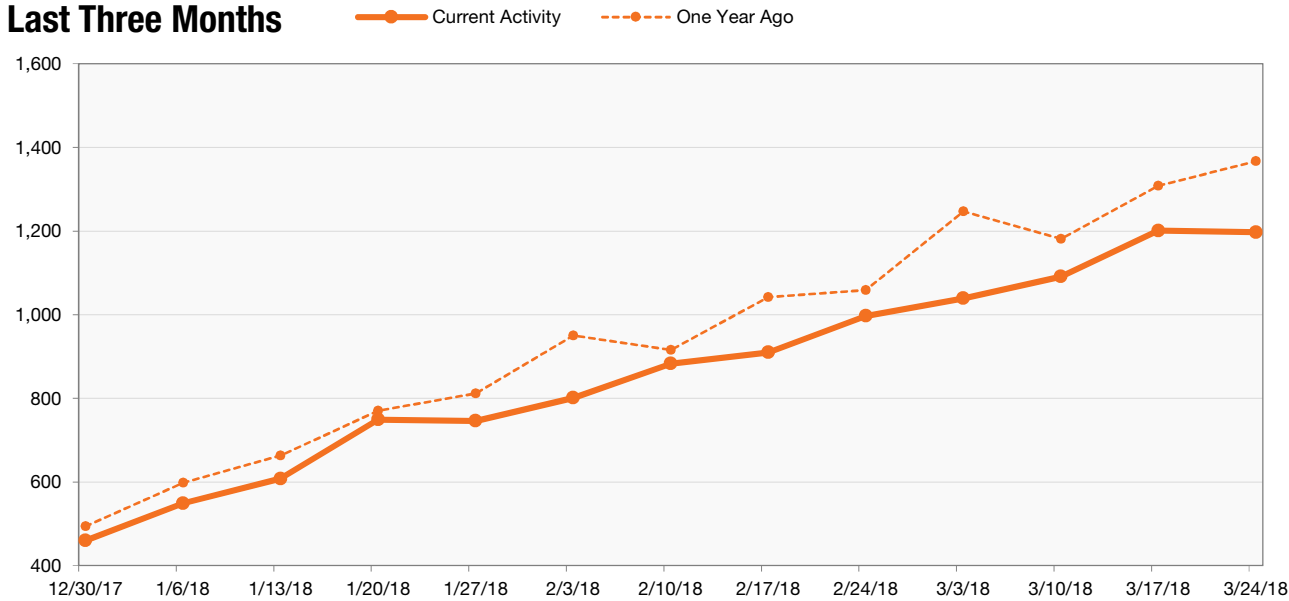


Pending Sales

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

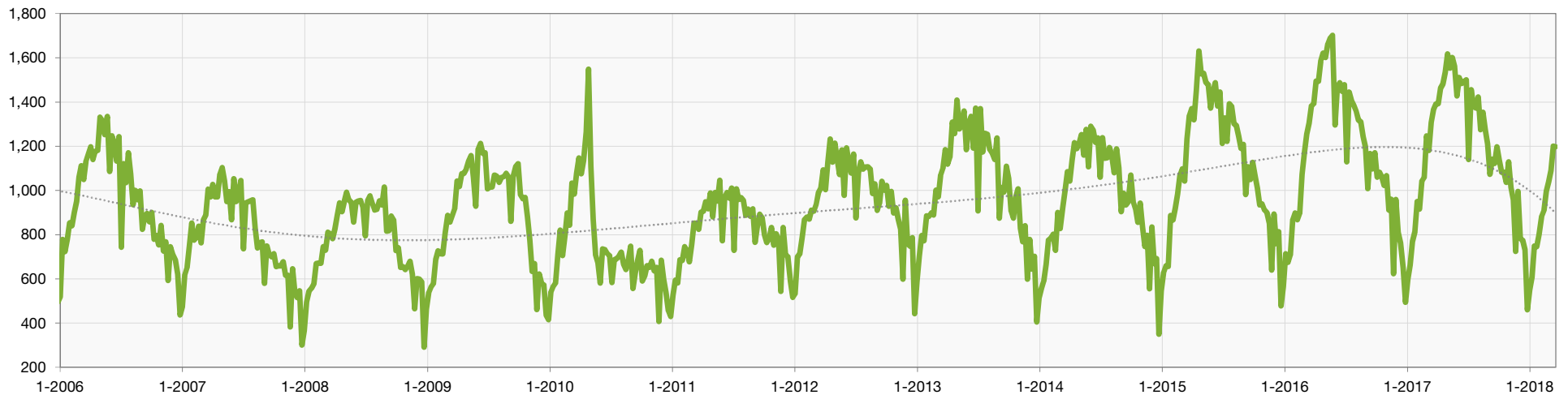


Last Three Months



| For the Week Ending | Current Activity | One Year Previous | + / - |
|----------------------|------------------|-------------------|----------------|
| 12/30/2017 | 460 | 494 | - 6.9% |
| 1/6/2018 | 549 | 598 | - 8.2% |
| 1/13/2018 | 608 | 663 | - 8.3% |
| 1/20/2018 | 749 | 770 | - 2.7% |
| 1/27/2018 | 746 | 812 | - 8.1% |
| 2/3/2018 | 801 | 950 | - 15.7% |
| 2/10/2018 | 883 | 916 | - 3.6% |
| 2/17/2018 | 910 | 1,042 | - 12.7% |
| 2/24/2018 | 997 | 1,059 | - 5.9% |
| 3/3/2018 | 1,039 | 1,247 | - 16.7% |
| 3/10/2018 | 1,091 | 1,181 | - 7.6% |
| 3/17/2018 | 1,201 | 1,308 | - 8.2% |
| 3/24/2018 | 1,197 | 1,367 | - 12.4% |
| 3-Month Total | 11,231 | 12,407 | - 9.5% |

Historical Pending Sales Activity

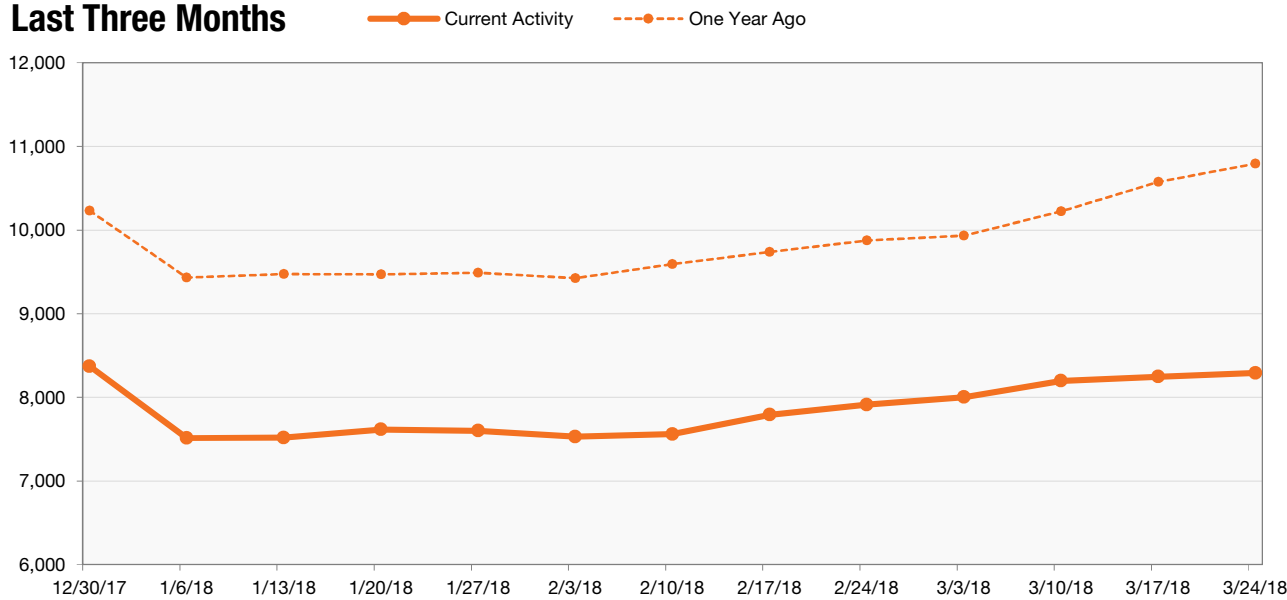


Inventory of Homes for Sale

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 | + / - |
|---------------------|------------------|-------------------|----------------|
| 12/30/2017 | 8,372 | 10,232 | - 18.2% |
| 1/6/2018 | 7,513 | 9,431 | - 20.3% |
| 1/13/2018 | 7,517 | 9,475 | - 20.7% |
| 1/20/2018 | 7,616 | 9,469 | - 19.6% |
| 1/27/2018 | 7,600 | 9,488 | - 19.9% |
| 2/3/2018 | 7,530 | 9,425 | - 20.1% |
| 2/10/2018 | 7,560 | 9,591 | - 21.2% |
| 2/17/2018 | 7,792 | 9,738 | - 20.0% |
| 2/24/2018 | 7,912 | 9,875 | - 19.9% |
| 3/3/2018 | 8,002 | 9,935 | - 19.5% |
| 3/10/2018 | 8,197 | 10,223 | - 19.8% |
| 3/17/2018 | 8,246 | 10,577 | - 22.0% |
| 3/24/2018 | 8,290 | 10,795 | - 23.2% |
| 3-Month Avg | 7,857 | 9,866 | - 20.4% |

Historical Inventory Levels

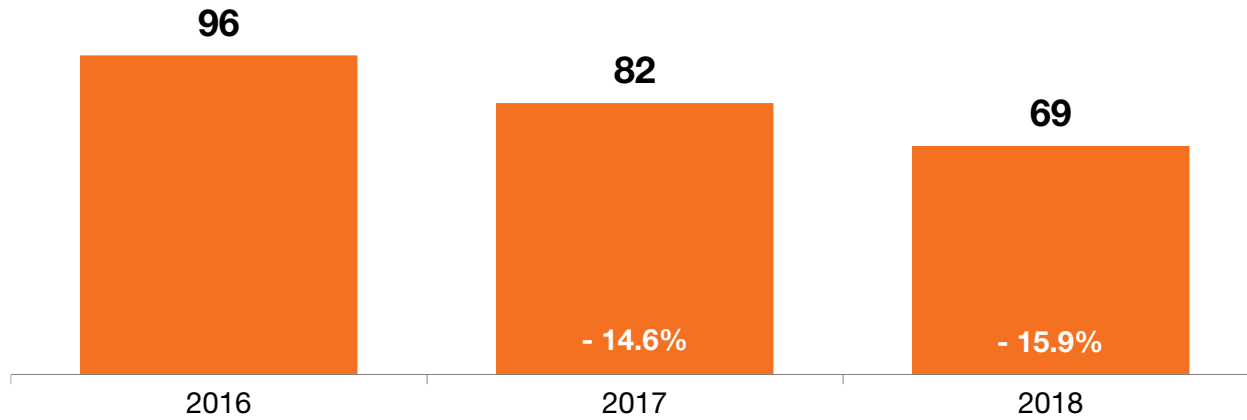


Days on Market Until Sale

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



February



| Month | Current Activity | One Year Previous | + / - |
|-----------------|------------------|-------------------|----------------|
| 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% |
| September | 50 | 57 | - 12.3% |
| October | 52 | 61 | - 14.8% |
| November | 56 | 63 | - 11.1% |
| December | 61 | 72 | - 15.3% |
| January | 69 | 80 | - 13.8% |
| February | 69 | 82 | - 15.9% |
| 12-Month Avg | 55 | 64 | - 14.1% |

Historical Days on Market Until Sale

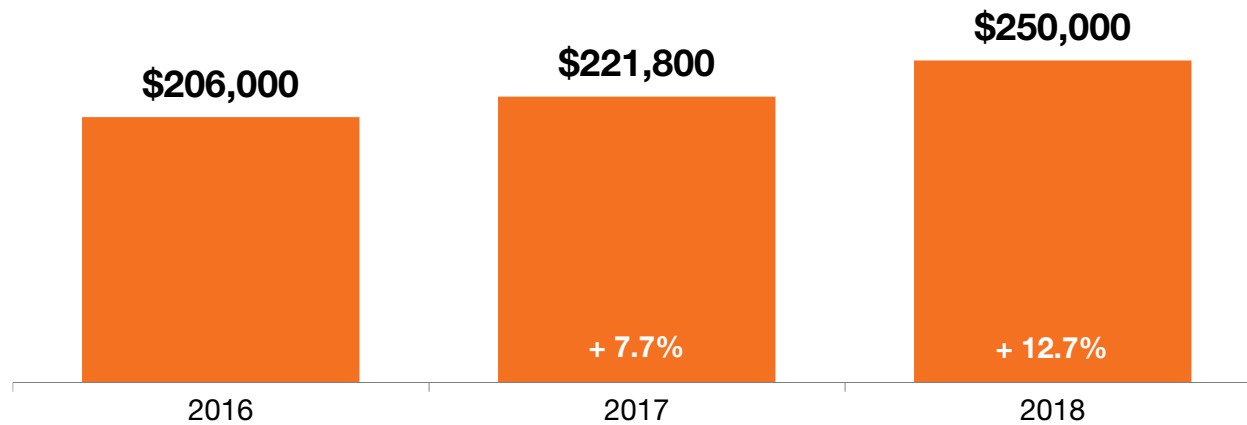


Median Sales Price

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



February



| Month | Current Activity | One Year Previous | + / - |
|-----------------|------------------|-------------------|----------------|
| March | \$235,000 | \$220,000 | + 6.8% |
| April | \$245,000 | \$230,000 | + 6.5% |
| May | \$250,000 | \$235,000 | + 6.4% |
| June | \$257,375 | \$240,041 | + 7.2% |
| July | \$251,550 | \$238,400 | + 5.5% |
| August | \$252,000 | \$236,000 | + 6.8% |
| September | \$246,900 | \$230,000 | + 7.3% |
| October | \$244,000 | \$230,000 | + 6.1% |
| November | \$245,000 | \$230,000 | + 6.5% |
| December | \$248,000 | \$226,000 | + 9.7% |
| January | \$244,000 | \$222,500 | + 9.7% |
| February | \$250,000 | \$221,800 | + 12.7% |
| 12-Month Med | \$249,000 | \$232,000 | + 7.3% |

Historical Median Sales Price

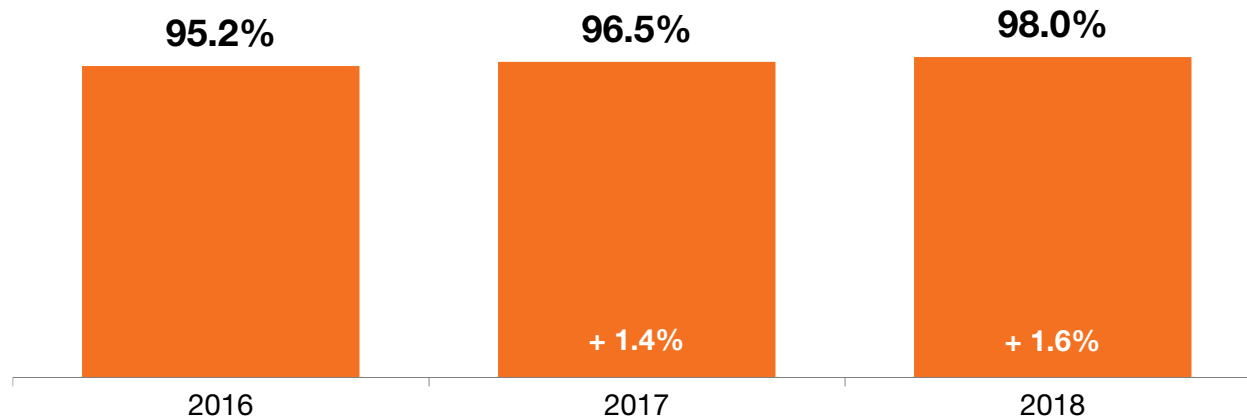


Percent of Original List Price Received

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.



February



| Month | Current Activity | One Year Previous | + / - |
|-----------------|------------------|-------------------|---------------|
| 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% |
| September | 98.1% | 97.5% | + 0.6% |
| October | 97.7% | 96.9% | + 0.8% |
| November | 97.4% | 96.6% | + 0.8% |
| December | 97.1% | 95.9% | + 1.3% |
| January | 96.9% | 95.9% | + 1.0% |
| February | 98.0% | 96.5% | + 1.6% |
| 12-Month Avg | 98.4% | 97.5% | + 0.9% |

Historical Percent of Original List Price Received

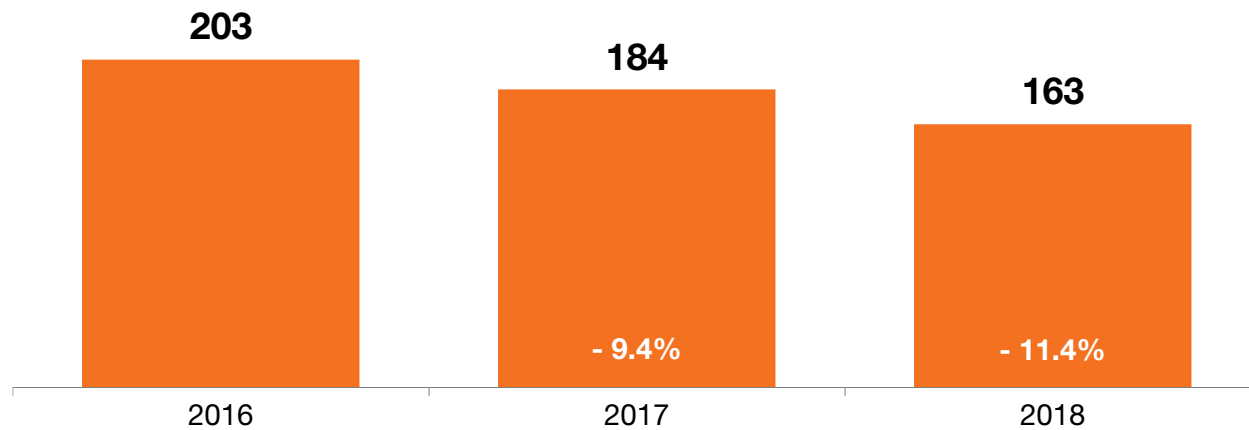


Housing Affordability Index

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.**

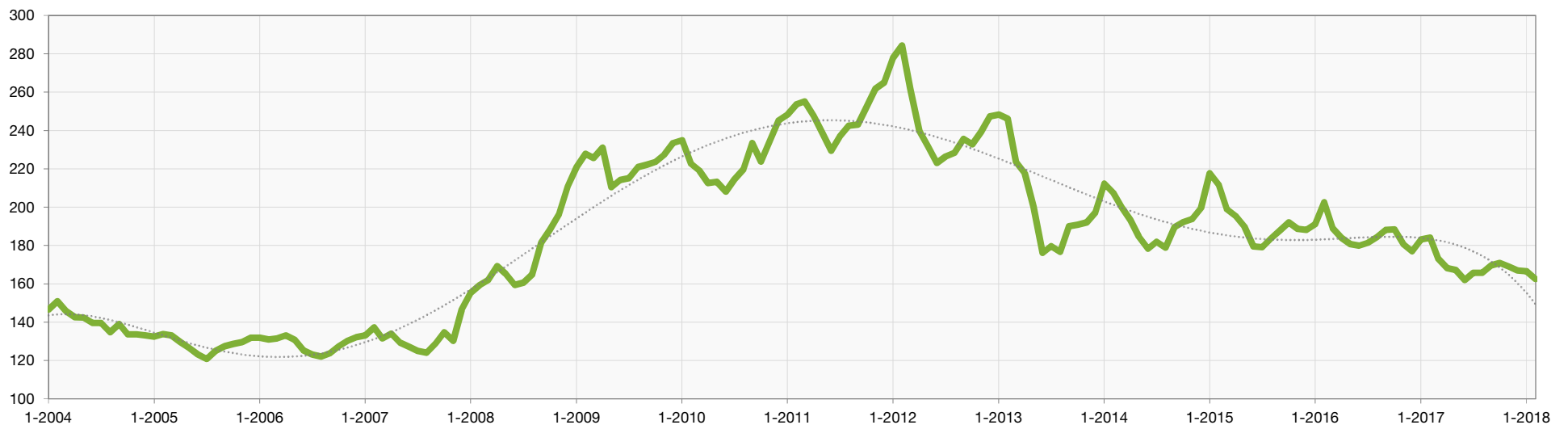


February



| Month | Current Activity | One Year Previous | + / - |
|-----------------|------------------|-------------------|----------------|
| 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% |
| September | 170 | 188 | - 9.6% |
| October | 171 | 188 | - 9.0% |
| November | 169 | 181 | - 6.6% |
| December | 167 | 177 | - 5.6% |
| January | 167 | 183 | - 8.7% |
| February | 163 | 184 | - 11.4% |
| 12-Month Avg | 167 | 183 | - 8.7% |

Historical Housing Affordability Index

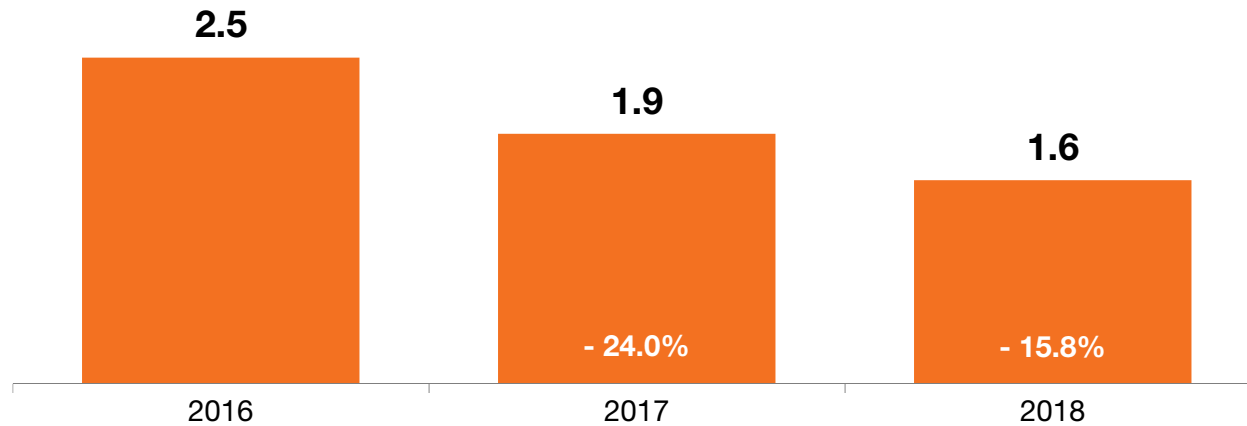


Months Supply of Inventory

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.



February



| Month | Current Activity | One Year Previous | + / - |
|-----------------|------------------|-------------------|----------------|
| March | 2.2 | 2.7 | - 18.5% |
| April | 2.4 | 2.9 | - 17.2% |
| May | 2.5 | 2.9 | - 13.8% |
| June | 2.7 | 3.1 | - 12.9% |
| July | 2.7 | 3.1 | - 12.9% |
| August | 2.6 | 3.0 | - 13.3% |
| September | 2.6 | 3.0 | - 13.3% |
| October | 2.3 | 2.7 | - 14.8% |
| November | 1.9 | 2.3 | - 17.4% |
| December | 1.5 | 1.9 | - 21.1% |
| January | 1.5 | 1.8 | - 16.7% |
| February | 1.6 | 1.9 | - 15.8% |
| 12-Month Avg | 2.2 | 2.6 | - 15.4% |

Historical Months Supply of Inventory

