

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 May 19, 2018

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According to the National Association of REALTORS®, existing home sales were down 2.5 percent for the nation as a whole in April. While local trends do not necessarily coincide with national trends, a holistic outlook can often explain the general state of feelings regarding residential real estate. Sales have been lower in year-over-year comparisons in the hottest submarkets due to low inventory and a speed to sale that is faster than the market can replenish itself.

In the Twin Cities region, for the week ending May 19:

- New Listings increased 8.9% to 2,279
- Pending Sales decreased 10.2% to 1,437
- Inventory decreased 22.6% to 9,768

For the month of April:

- Median Sales Price increased 9.0% to \$267,000
- Days on Market decreased 10.2% to 53
- Percent of Original List Price Received increased 0.8% to 99.9%
- Months Supply of Homes For Sale decreased 20.8% to 1.9

Quick Facts

+ 8.9%

- 10.2%

- 22.6%

Change in
New Listings

Change in
Pending Sales

Change in
Inventory

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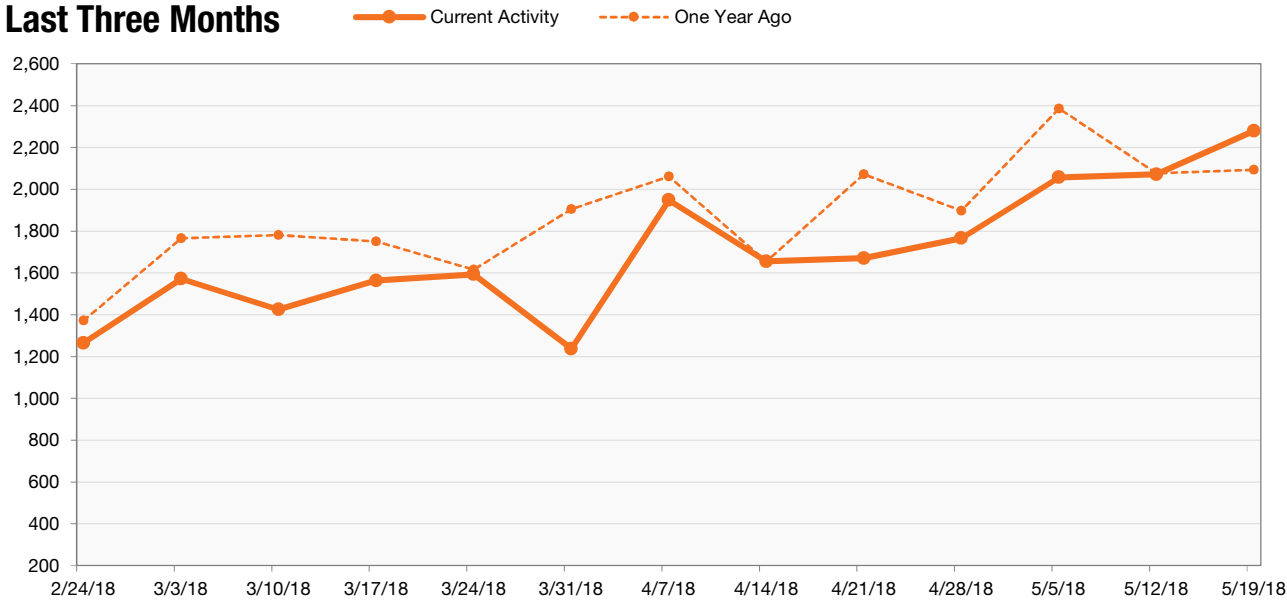


New Listings

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	+ / -
2/24/2018	1,265	1,372	- 7.8%
3/3/2018	1,572	1,765	- 10.9%
3/10/2018	1,425	1,781	- 20.0%
3/17/2018	1,563	1,750	- 10.7%
3/24/2018	1,593	1,616	- 1.4%
3/31/2018	1,237	1,905	- 35.1%
4/7/2018	1,948	2,061	- 5.5%
4/14/2018	1,655	1,654	+ 0.1%
4/21/2018	1,670	2,072	- 19.4%
4/28/2018	1,766	1,898	- 7.0%
5/5/2018	2,057	2,386	- 13.8%
5/12/2018	2,071	2,076	- 0.2%
5/19/2018	2,279	2,093	+ 8.9%
3-Month Total	22,101	24,429	- 9.5%

Historical New Listing Activity

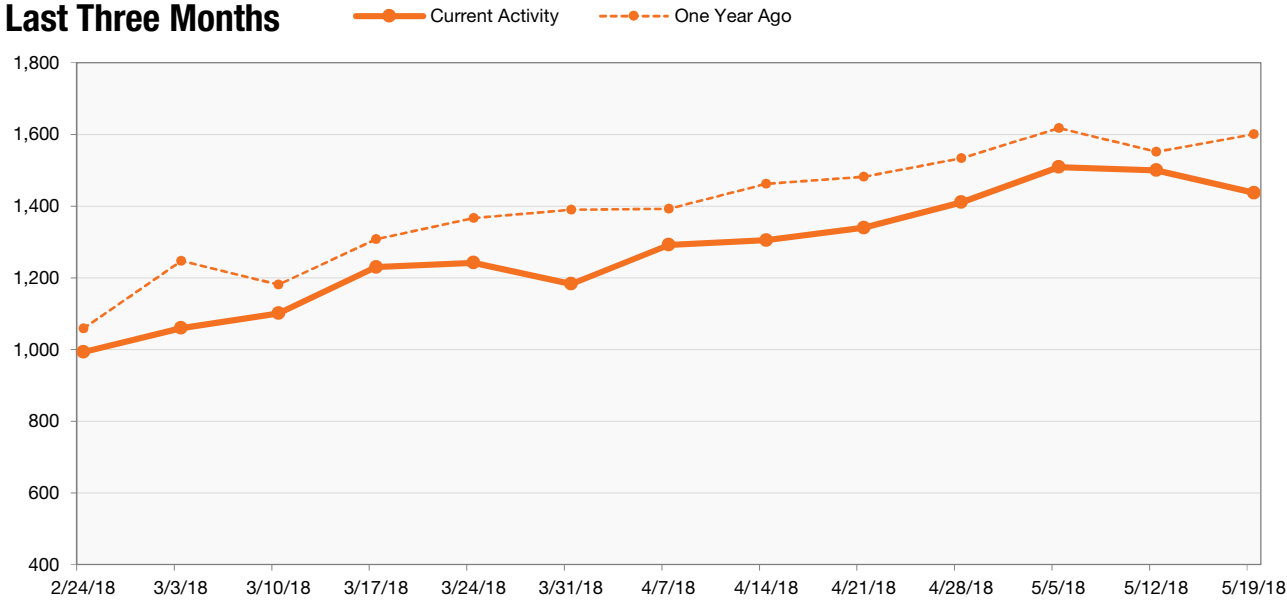


Pending Sales

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	+ / -
2/24/2018	993	1,059	- 6.2%
3/3/2018	1,060	1,247	- 15.0%
3/10/2018	1,101	1,181	- 6.8%
3/17/2018	1,230	1,308	- 6.0%
3/24/2018	1,242	1,367	- 9.1%
3/31/2018	1,183	1,390	- 14.9%
4/7/2018	1,292	1,393	- 7.3%
4/14/2018	1,305	1,462	- 10.7%
4/21/2018	1,340	1,482	- 9.6%
4/28/2018	1,411	1,534	- 8.0%
5/5/2018	1,509	1,618	- 6.7%
5/12/2018	1,500	1,552	- 3.4%
5/19/2018	1,437	1,601	- 10.2%
3-Month Total	16,603	18,194	- 8.7%

Historical Pending Sales Activity

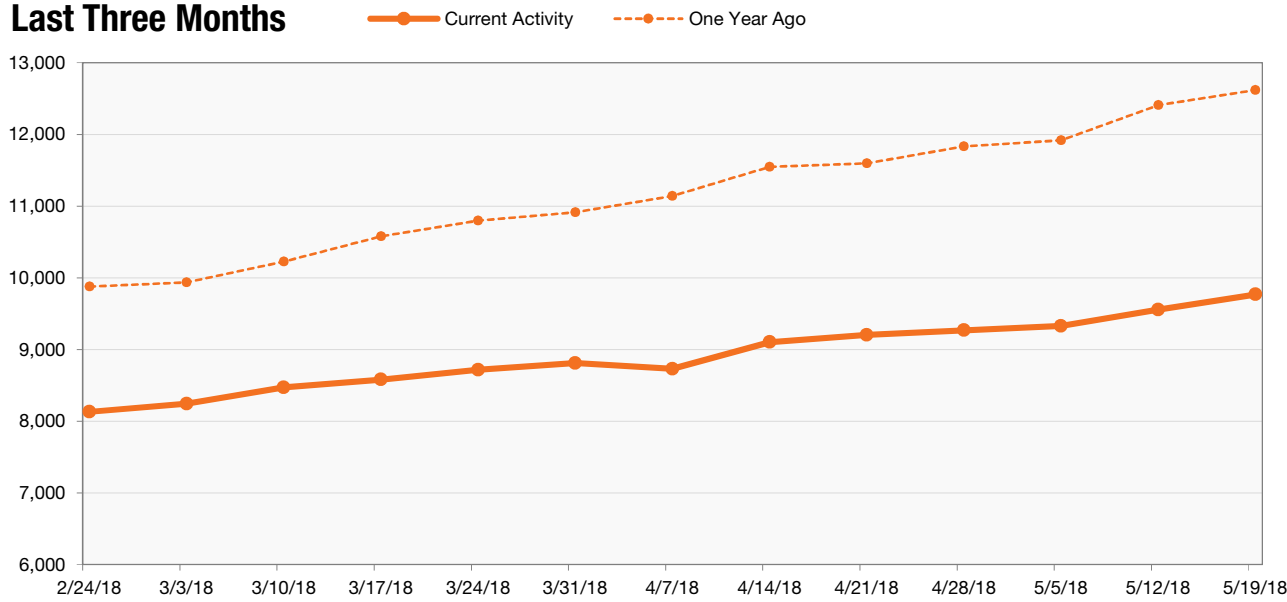


Inventory of Homes for Sale

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

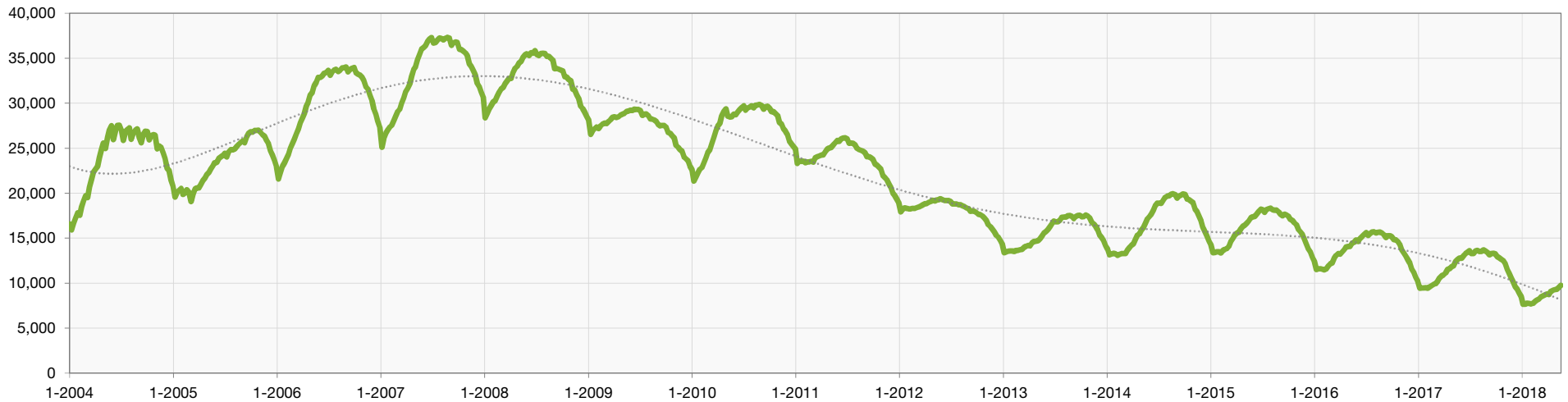


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
2/24/2018	8,131	9,878	- 17.7%
3/3/2018	8,243	9,938	- 17.1%
3/10/2018	8,472	10,226	- 17.2%
3/17/2018	8,580	10,580	- 18.9%
3/24/2018	8,717	10,798	- 19.3%
3/31/2018	8,810	10,915	- 19.3%
4/7/2018	8,731	11,141	- 21.6%
4/14/2018	9,103	11,548	- 21.2%
4/21/2018	9,204	11,599	- 20.6%
4/28/2018	9,268	11,833	- 21.7%
5/5/2018	9,328	11,918	- 21.7%
5/12/2018	9,556	12,412	- 23.0%
5/19/2018	9,768	12,620	- 22.6%
3-Month Avg	8,916	11,185	- 20.3%

Historical Inventory Levels

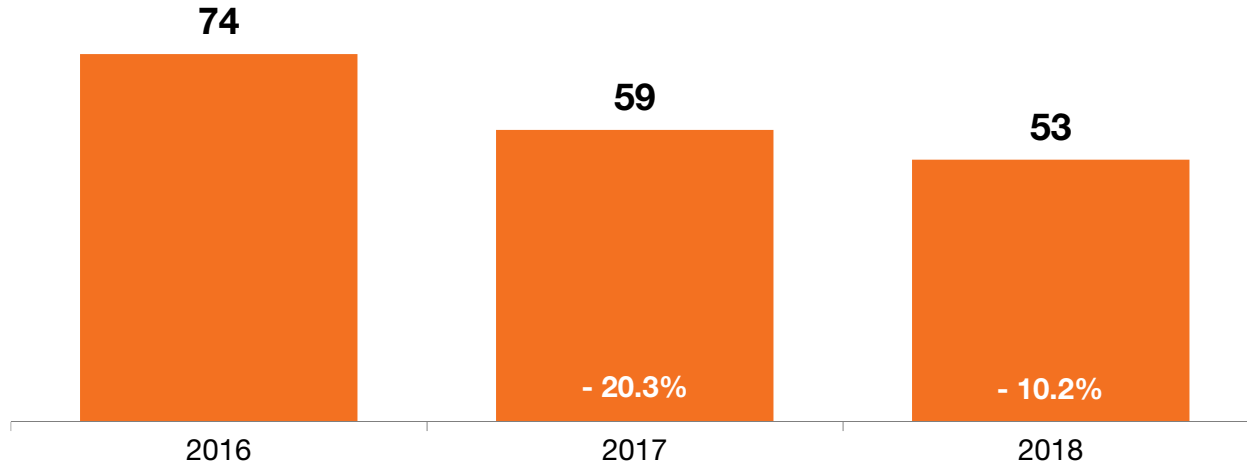


Days on Market Until Sale

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

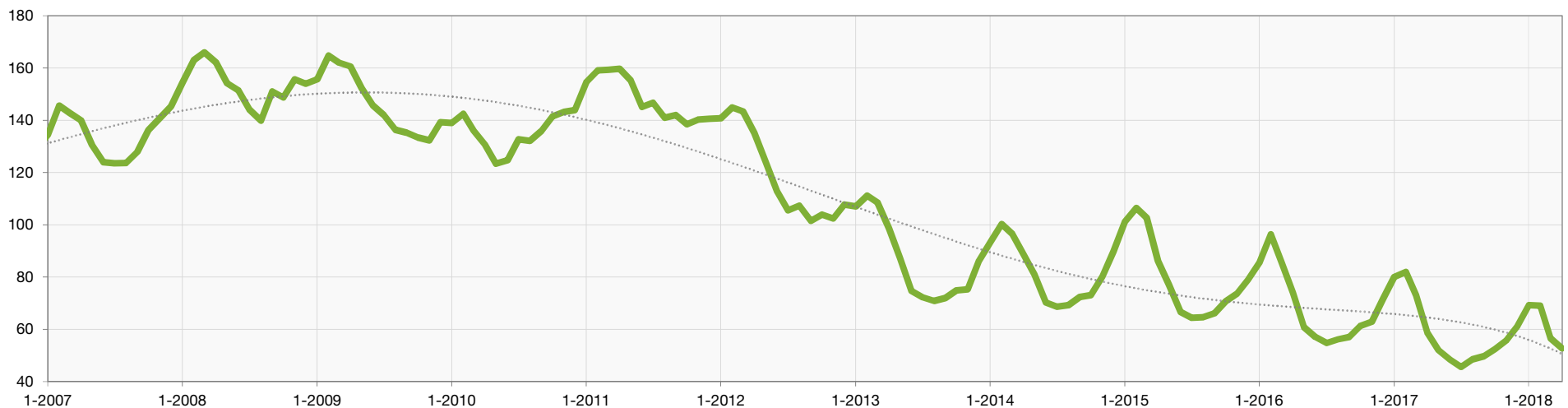


April



Month	Current Activity	One Year Previous	+ / -
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%
March	57	73	- 21.9%
April	53	59	- 10.2%
12-Month Avg	53	62	- 14.5%

Historical Days on Market Until Sale

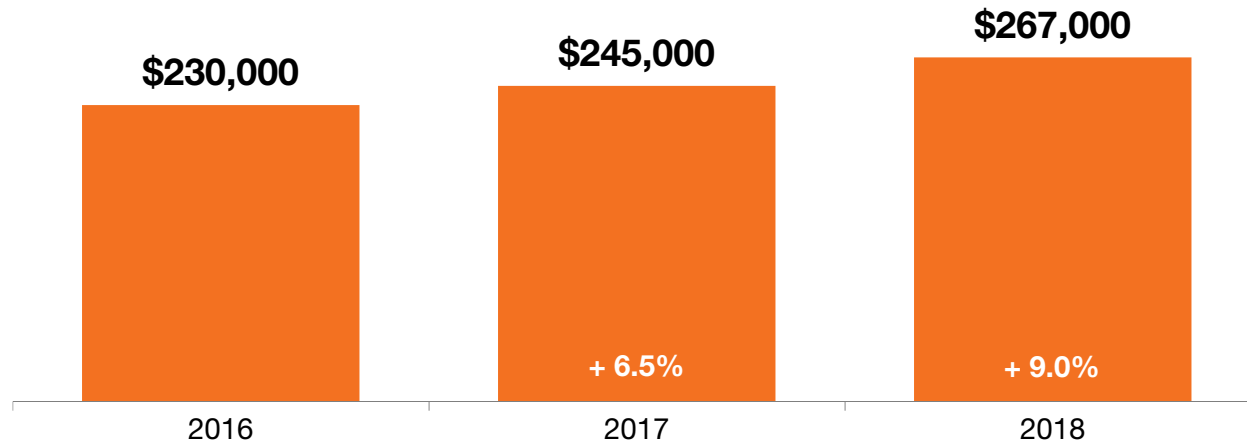


Median Sales Price

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

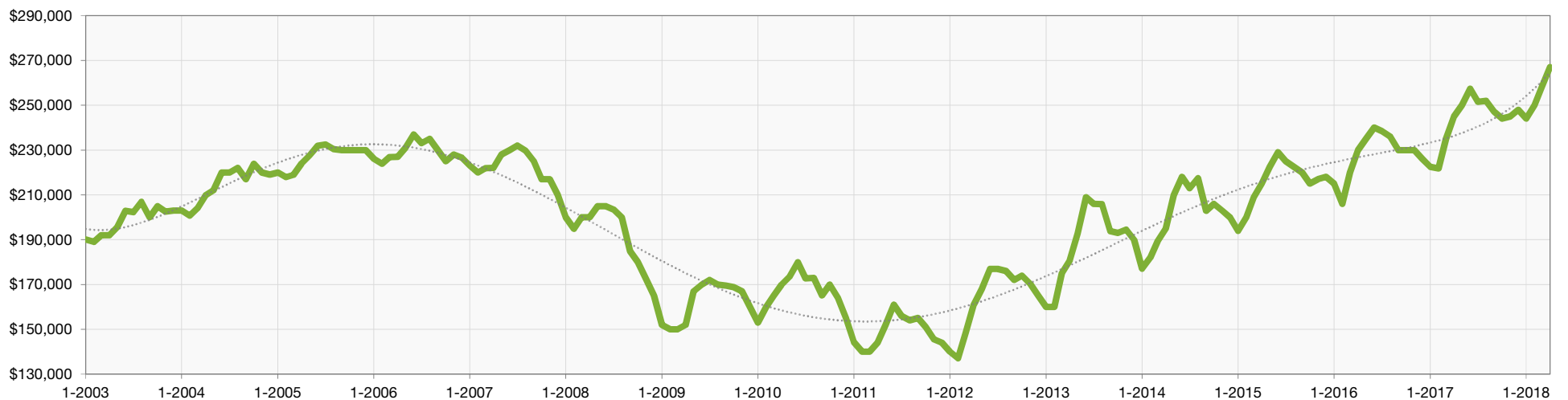


April



Month	Current Activity	One Year Previous	+ / -
May	\$250,000	\$235,000	+ 6.4%
June	\$257,375	\$240,041	+ 7.2%
July	\$251,500	\$238,400	+ 5.5%
August	\$252,000	\$236,000	+ 6.8%
September	\$247,000	\$230,000	+ 7.4%
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%
March	\$258,000	\$235,000	+ 9.8%
April	\$267,000	\$245,000	+ 9.0%
12-Month Med	\$250,000	\$235,000	+ 6.4%

Historical Median Sales Price

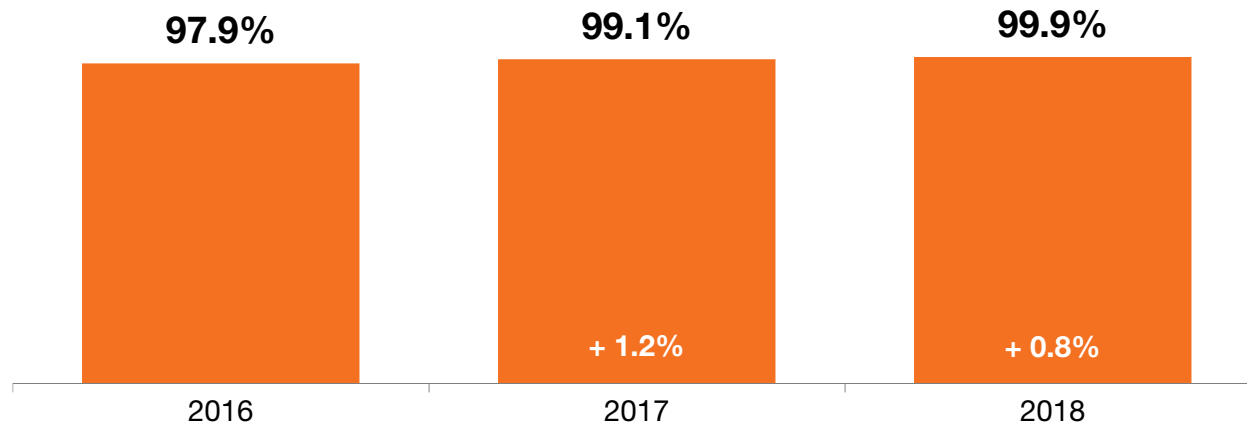


Percent of Original List Price Received

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.

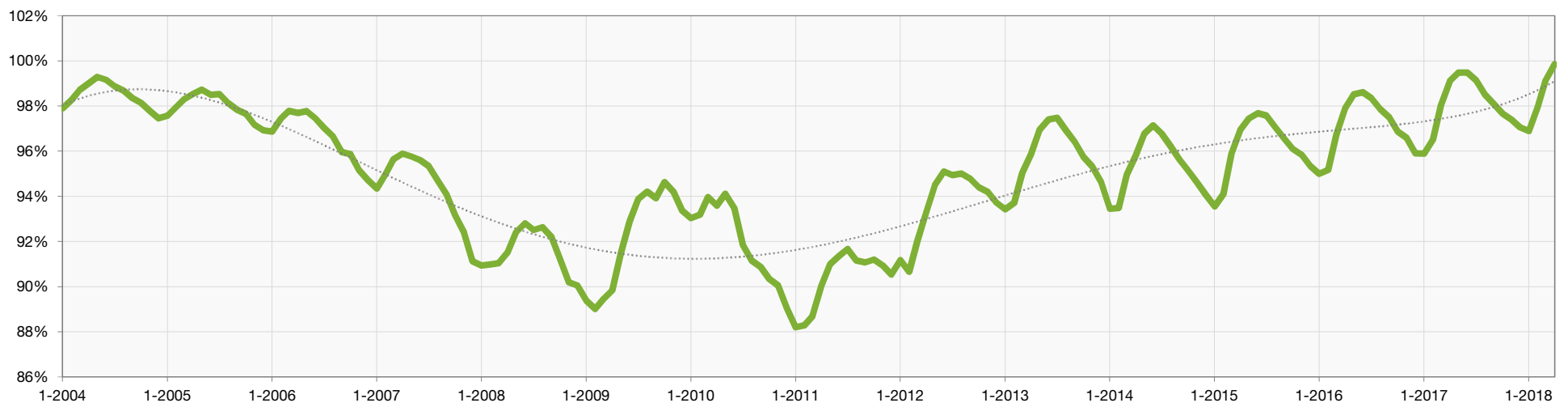


April



Month	Current Activity	One Year Previous	+ / -
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%
March	99.1%	98.0%	+ 1.1%
April	99.9%	99.1%	+ 0.8%
12-Month Avg	98.6%	97.7%	+ 0.9%

Historical Percent of Original List Price Received

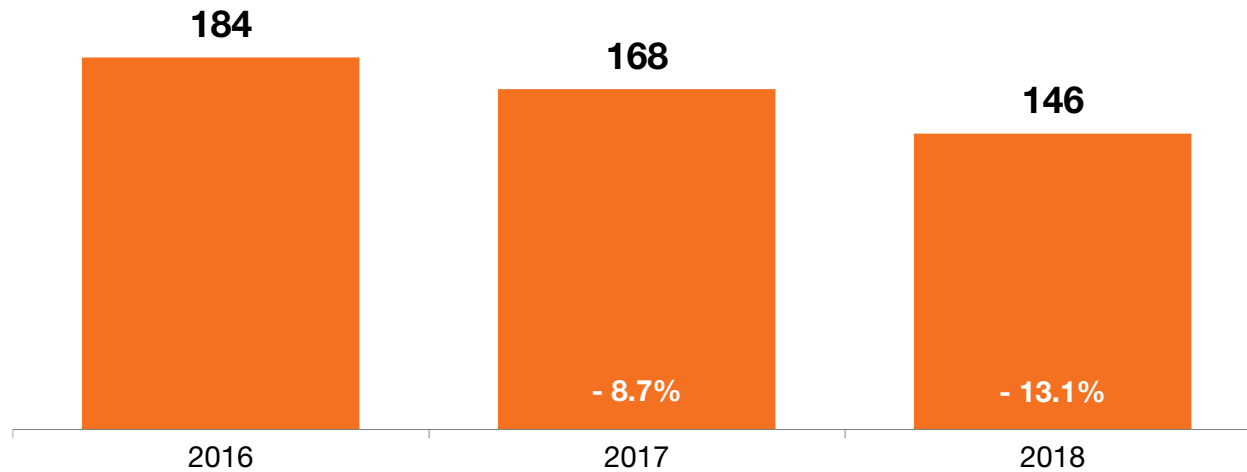


Housing Affordability Index

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.**

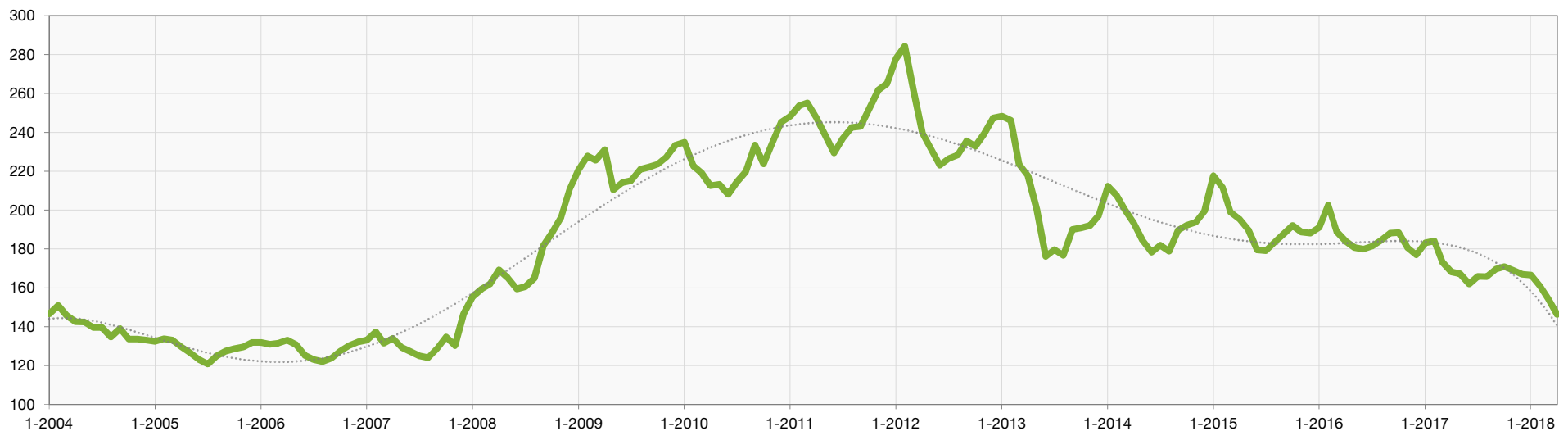


April



Month	Current Activity	One Year Previous	+ / -
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	161	184	- 12.5%
March	154	173	- 11.0%
April	146	168	- 13.1%
12-Month Avg	163	181	- 9.9%

Historical Housing Affordability Index

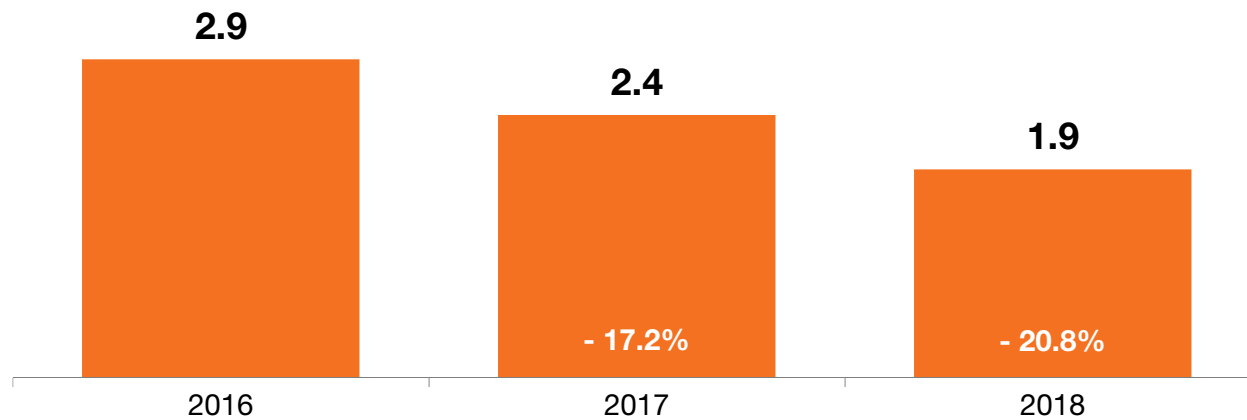


Months Supply of Inventory

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.



April



Month	Current Activity	One Year Previous	+ / -
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%
March	1.8	2.2	- 18.2%
April	1.9	2.4	- 20.8%
12-Month Avg	2.1	2.5	- 16.0%

Historical Months Supply of Inventory

