

# 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 June 30, 2018

Publish Date: July 9, 2018 • All comparisons are to 2017

The unemployment rate rose to 4.0 percent in June 2018, marking the first increase in nearly a year. Economic forecasters are calling this a healthy increase indicative of more people being counted as entering the work force in an exceptional job market that added more than 213,000 paying jobs in June. Strong demand for workers combined with low supply creates upward pressure on wages. Employed people with higher wages are generally good for residential real estate.

In the Twin Cities region, for the week ending June 30:

- New Listings increased 15.1% to 1,864
- Pending Sales increased 1.1% to 1,519
- Inventory decreased 16.5% to 11,374

For the month of May:

- Median Sales Price increased 8.3% to \$270,750
- Days on Market decreased 9.6% to 47
- Percent of Original List Price Received increased 0.7% to 100.2%
- Months Supply of Homes For Sale decreased 12.0% to 2.2

## Quick Facts

**+ 15.1%**

**+ 1.1%**

**- 16.5%**

Change in  
New Listings

Change in  
Pending Sales

Change in  
Inventory

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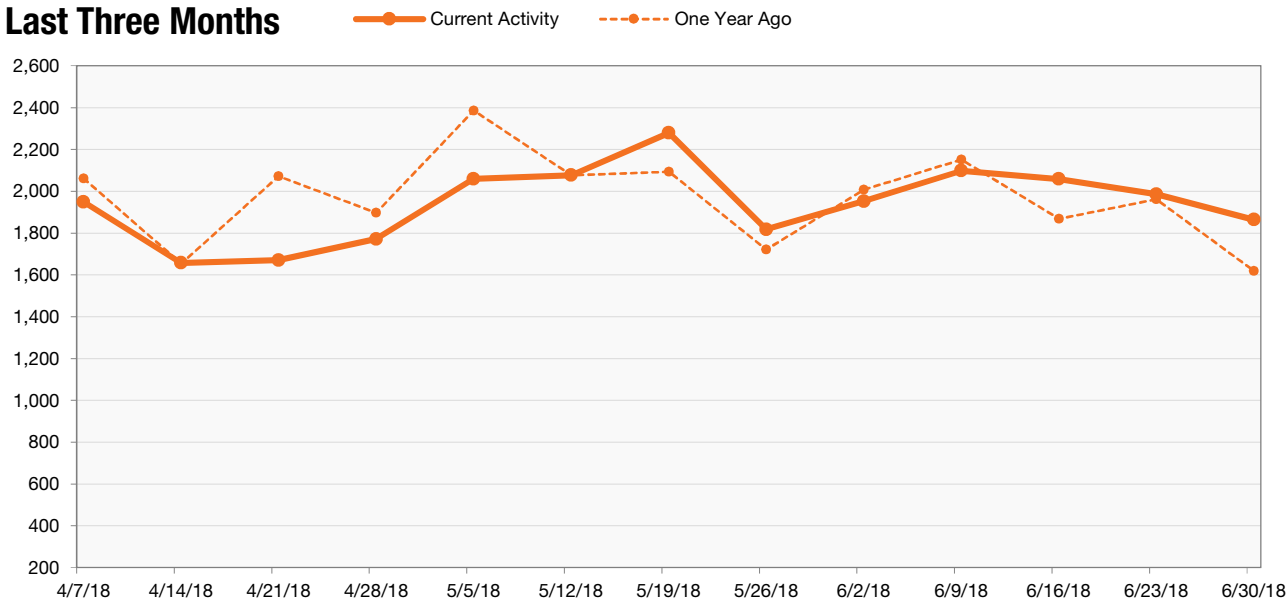


# New Listings

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	+ / -
4/7/2018	1,949	2,061	- 5.4%
4/14/2018	1,657	1,654	+ 0.2%
4/21/2018	1,670	2,072	- 19.4%
4/28/2018	1,771	1,898	- 6.7%
5/5/2018	2,059	2,386	- 13.7%
5/12/2018	2,077	2,076	+ 0.0%
5/19/2018	2,279	2,093	+ 8.9%
5/26/2018	1,817	1,722	+ 5.5%
6/2/2018	1,952	2,007	- 2.7%
6/9/2018	2,098	2,152	- 2.5%
6/16/2018	2,058	1,868	+ 10.2%
6/23/2018	1,986	1,961	+ 1.3%
<b>6/30/2018</b>	<b>1,864</b>	<b>1,619</b>	<b>+ 15.1%</b>
<b>3-Month Total</b>	<b>25,237</b>	<b>25,569</b>	<b>- 1.3%</b>

## Historical New Listing Activity

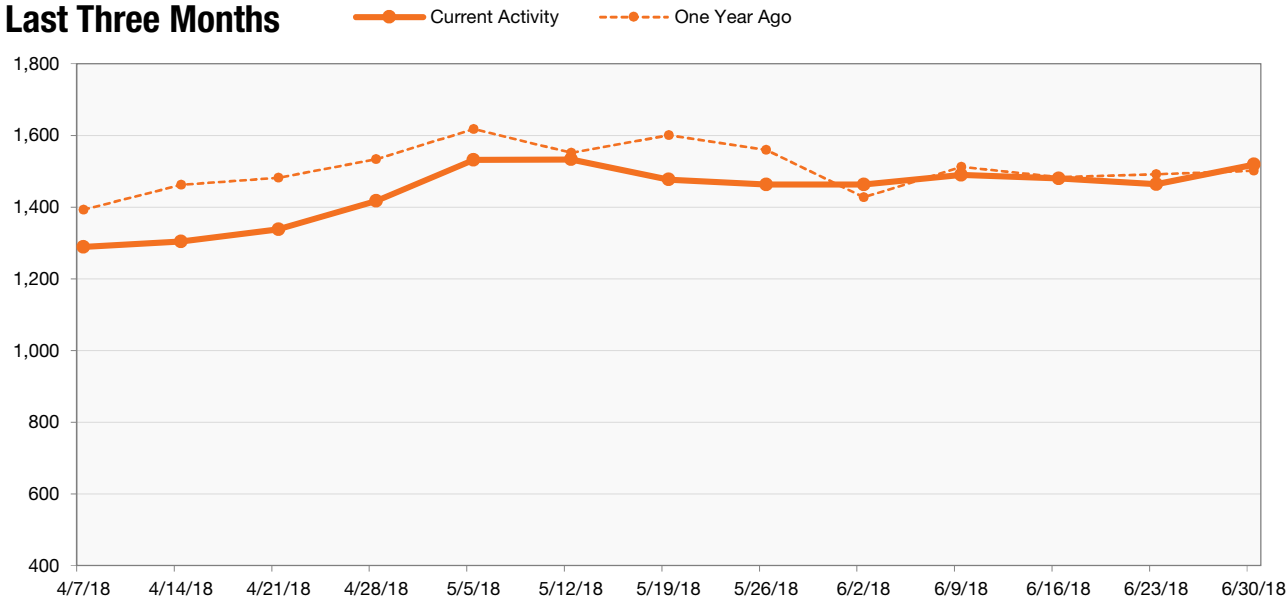


# Pending Sales

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

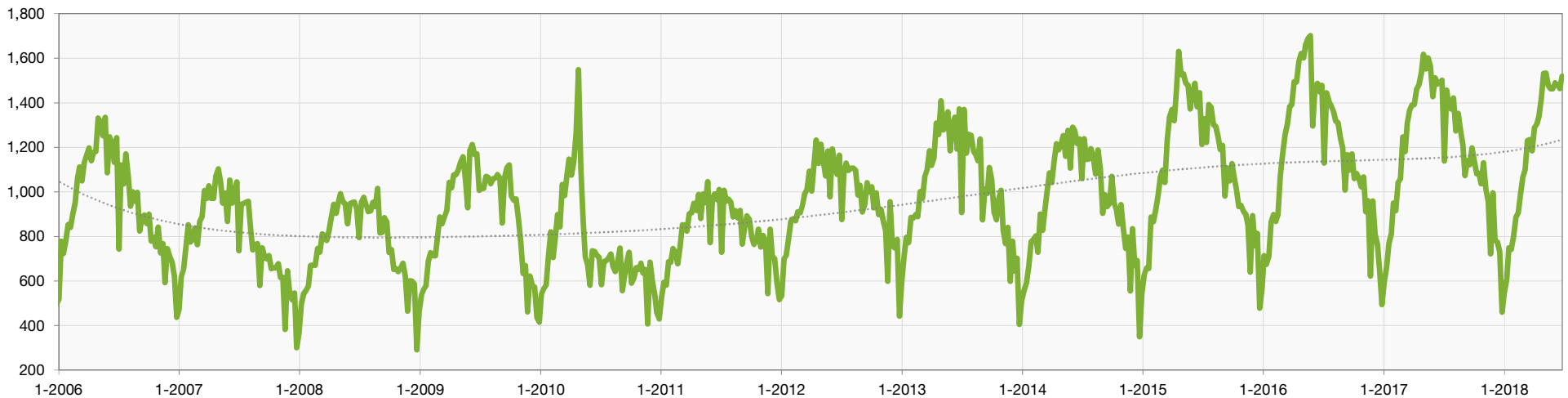


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
4/7/2018	1,289	1,393	- 7.5%
4/14/2018	1,304	1,462	- 10.8%
4/21/2018	1,338	1,482	- 9.7%
4/28/2018	1,417	1,534	- 7.6%
5/5/2018	1,532	1,618	- 5.3%
5/12/2018	1,533	1,552	- 1.2%
5/19/2018	1,477	1,601	- 7.7%
5/26/2018	1,463	1,560	- 6.2%
6/2/2018	1,463	1,428	+ 2.5%
6/9/2018	1,490	1,512	- 1.5%
6/16/2018	1,480	1,484	- 0.3%
6/23/2018	1,464	1,492	- 1.9%
<b>6/30/2018</b>	<b>1,519</b>	<b>1,502</b>	<b>+ 1.1%</b>
<b>3-Month Total</b>	<b>18,769</b>	<b>19,620</b>	<b>- 4.3%</b>

## Historical Pending Sales Activity

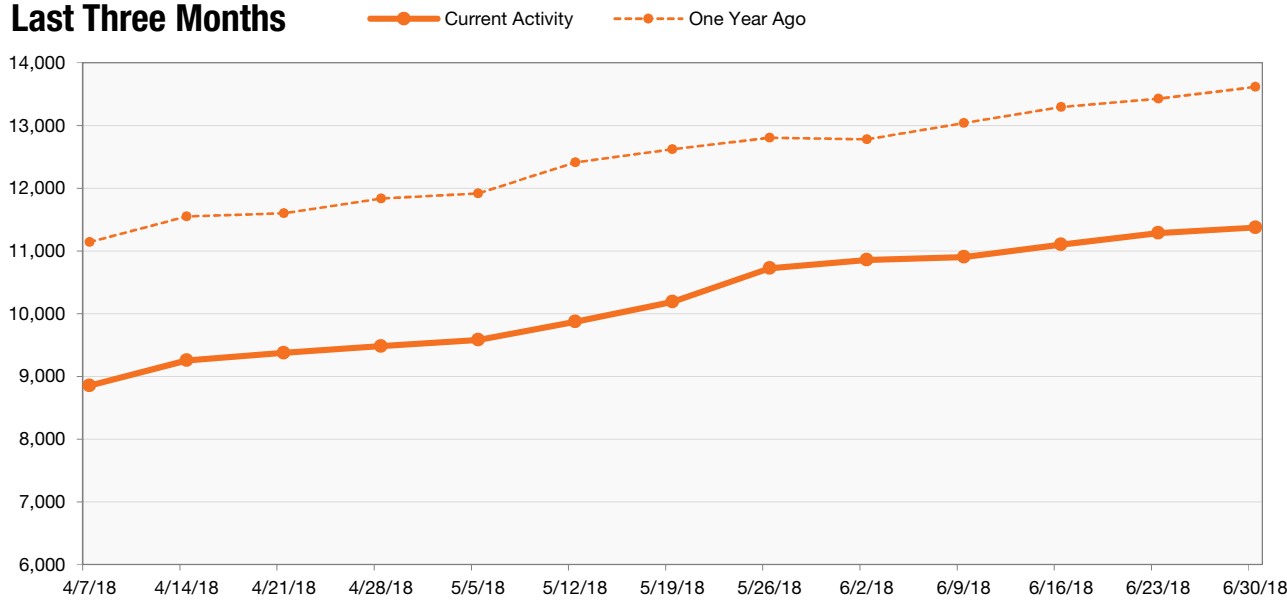


# Inventory of Homes for Sale

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

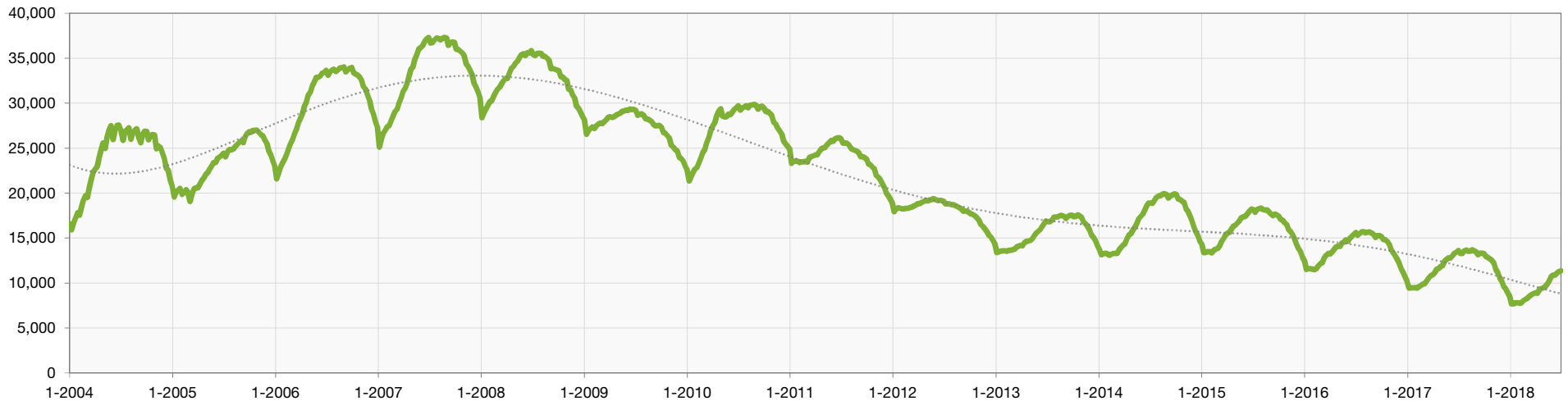


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
4/7/2018	8,854	11,142	- 20.5%
4/14/2018	9,255	11,549	- 19.9%
4/21/2018	9,377	11,600	- 19.2%
4/28/2018	9,483	11,834	- 19.9%
5/5/2018	9,582	11,919	- 19.6%
5/12/2018	9,874	12,413	- 20.5%
5/19/2018	10,190	12,621	- 19.3%
5/26/2018	10,725	12,808	- 16.3%
6/2/2018	10,859	12,781	- 15.0%
6/9/2018	10,905	13,042	- 16.4%
6/16/2018	11,104	13,297	- 16.5%
6/23/2018	11,287	13,428	- 15.9%
<b>6/30/2018</b>	<b>11,374</b>	<b>13,616</b>	<b>- 16.5%</b>
3-Month Avg	10,221	12,465	- 18.0%

## Historical Inventory Levels

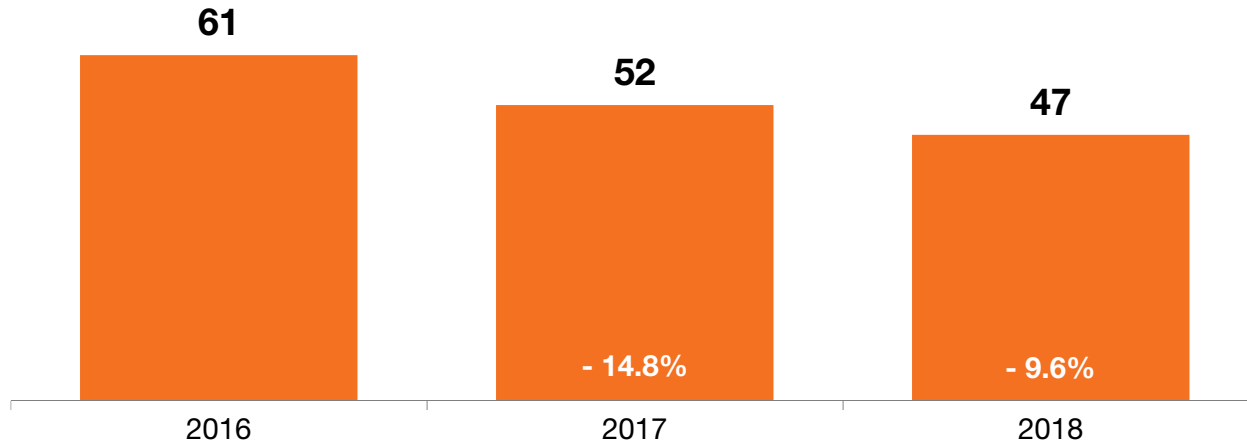


# Days on Market Until Sale

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

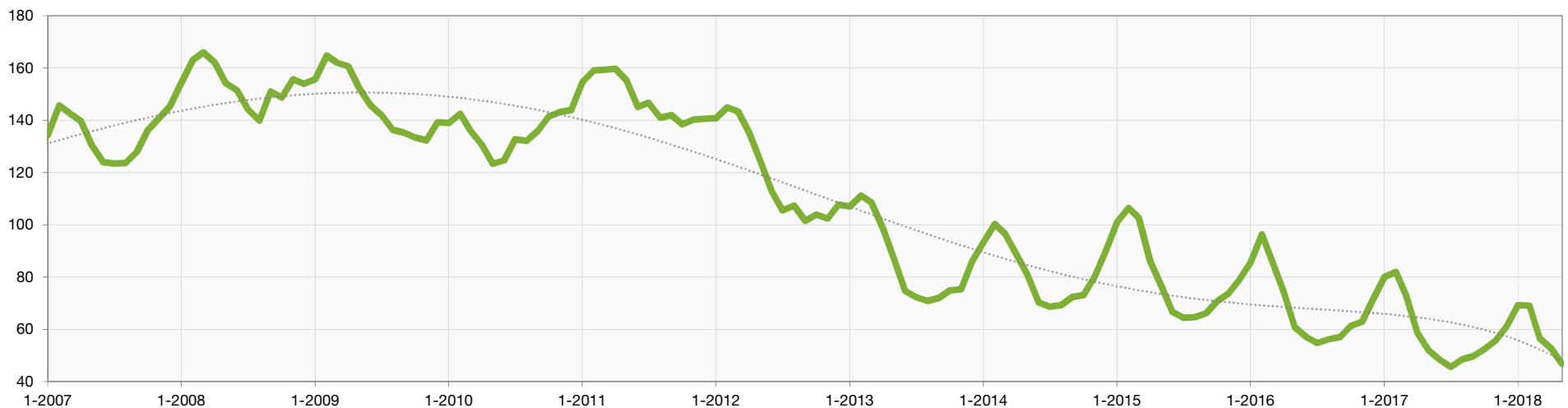


## May



Month	Current Activity	One Year Previous	+ / -
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%
<b>May</b>	<b>47</b>	<b>52</b>	<b>- 9.6%</b>
12-Month Avg	53	61	- 13.1%

## Historical Days on Market Until Sale

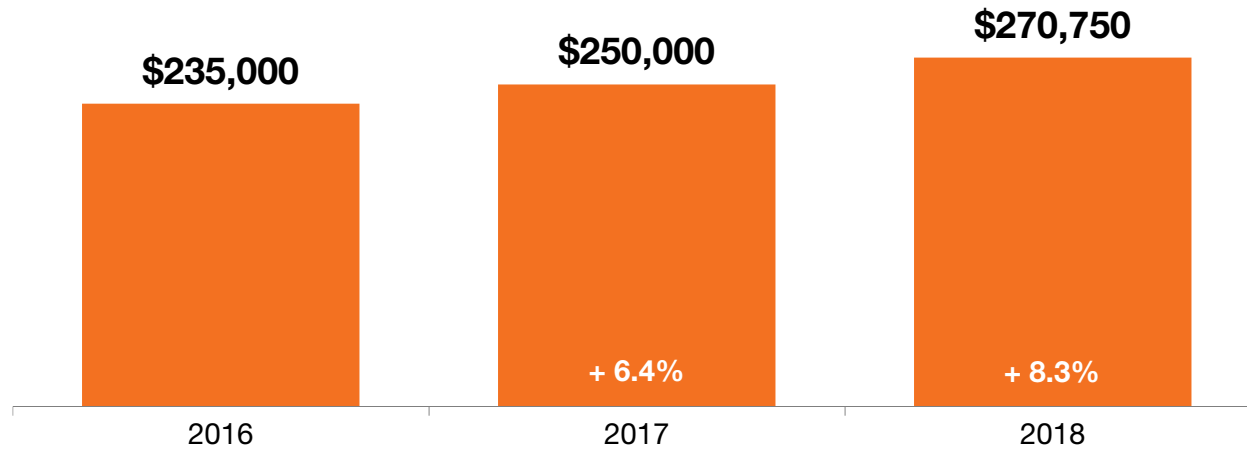


# Median Sales Price

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

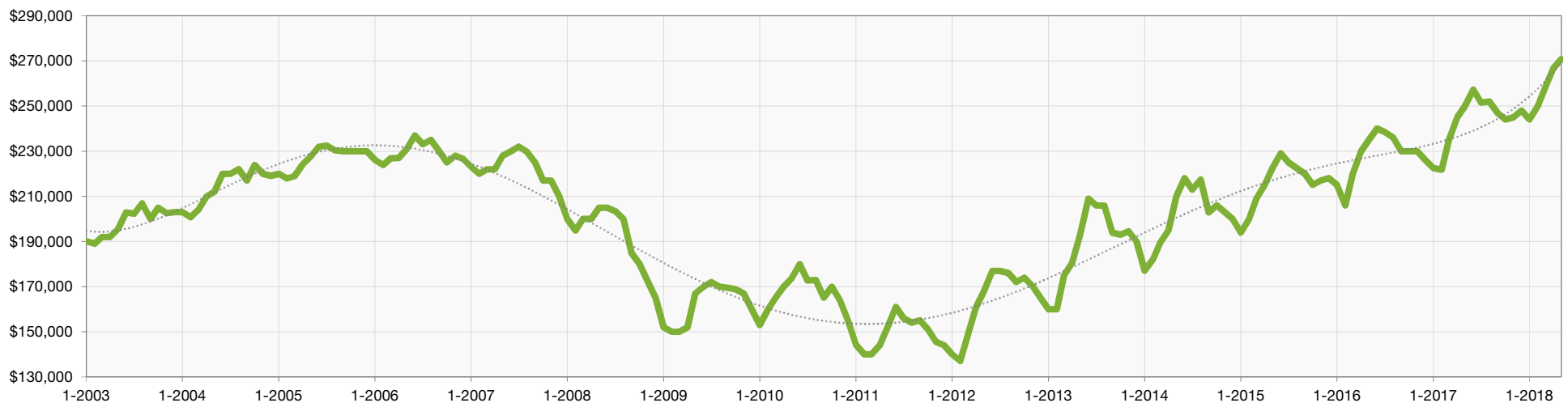


## May



Month	Current Activity	One Year Previous	+ / -
June	\$257,250	\$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	\$266,750	\$245,000	+ 8.9%
<b>May</b>	<b>\$270,750</b>	<b>\$250,000</b>	<b>+ 8.3%</b>
12-Month Med	\$253,500	\$235,000	+ 7.9%

## Historical Median Sales Price

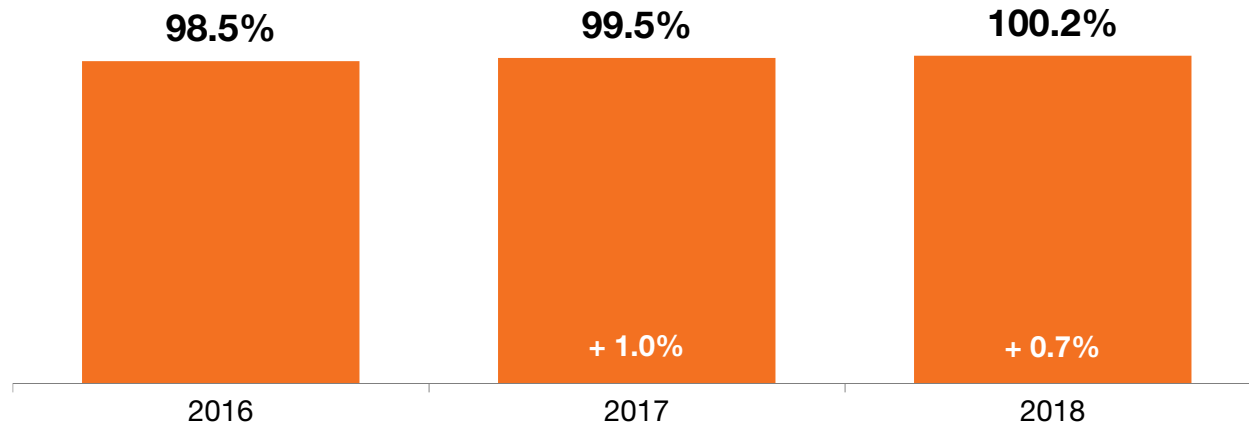


# Percent of Original List Price Received

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.

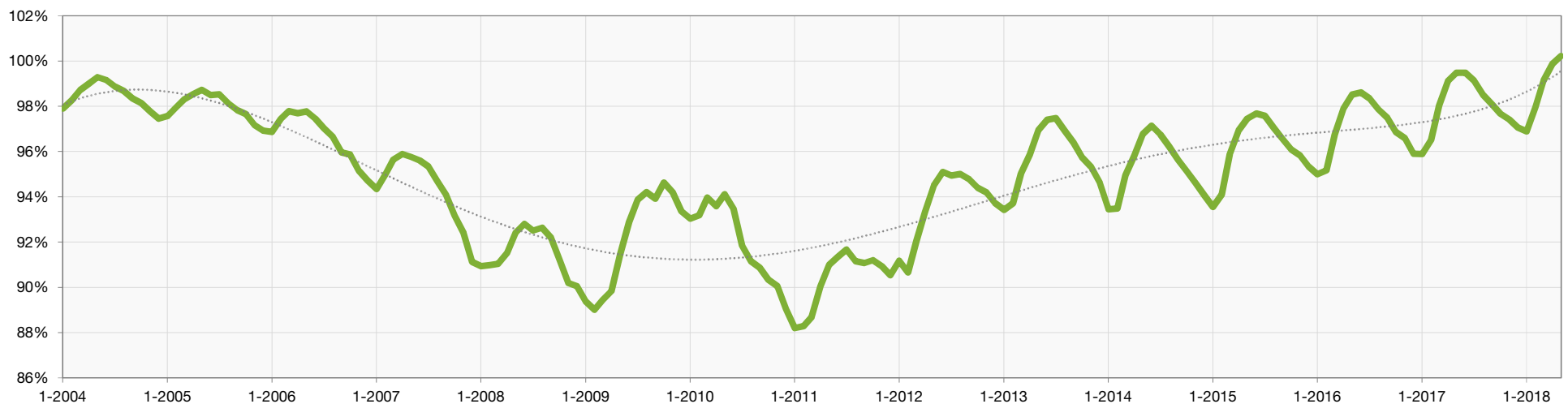


## May



Month	Current Activity	One Year Previous	+ / -
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%
<b>May</b>	<b>100.2%</b>	<b>99.5%</b>	<b>+ 0.7%</b>
12-Month Avg	98.6%	97.8%	+ 0.8%

## Historical Percent of Original List Price Received

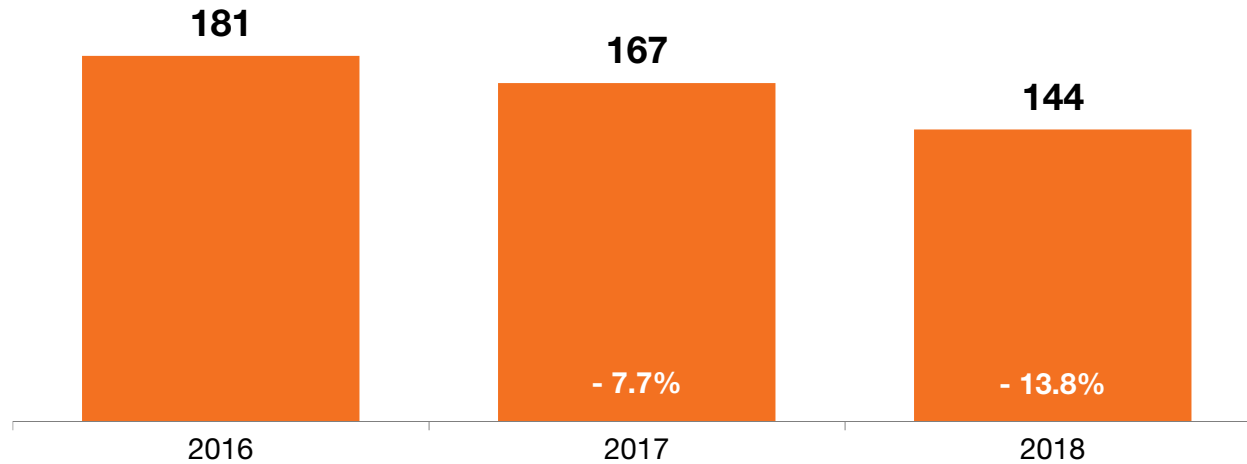


# Housing Affordability Index

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.**



May



Month	Current Activity	One Year Previous	+ / -
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%
<b>May</b>	<b>144</b>	<b>167</b>	<b>- 13.8%</b>
12-Month Avg	162	180	- 10.0%

## Historical Housing Affordability Index



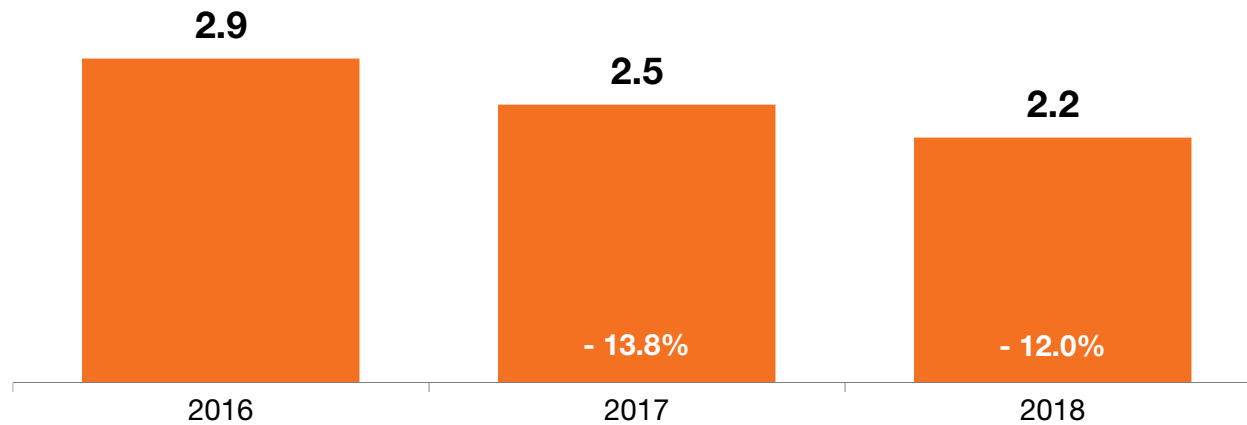


# Months Supply of Inventory

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.



## May



Month	Current Activity	One Year Previous	+ / -
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%
<b>May</b>	<b>2.2</b>	<b>2.5</b>	<b>- 12.0%</b>
12-Month Avg	2.1	2.5	- 16.0%

## Historical Months Supply of Inventory

