

# 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 January 19, 2019

Publish Date: January 28, 2019 • All comparisons are to 2018

Although snow and cold have been affecting a sizable portion of the nation this January, the initial assessment of early-year weekly real estate trends indicates a healthy level of new listings in many housing markets – even in wintry locales. Pending sales figures are generally showing a healthy balance compared to last year at this time. Combined with favorable mortgage rates, these early indicators bode well for active real estate markets across the nation. Let's look at what happened locally.

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

- New Listings increased 9.0% to 1,029
- Pending Sales decreased 7.2% to 695
- Inventory increased 2.1% to 8,029

For the month of December:

- Median Sales Price increased 4.0% to \$258,000
- Days on Market decreased 6.6% to 57
- Percent of Original List Price Received decreased 0.2% to 96.9%
- Months Supply of Homes For Sale increased 13.3% to 1.7

## Quick Facts

**+ 9.0%**

**- 7.2%**

**+ 2.1%**

Change in  
New Listings

Change in  
Pending Sales

Change in  
Inventory

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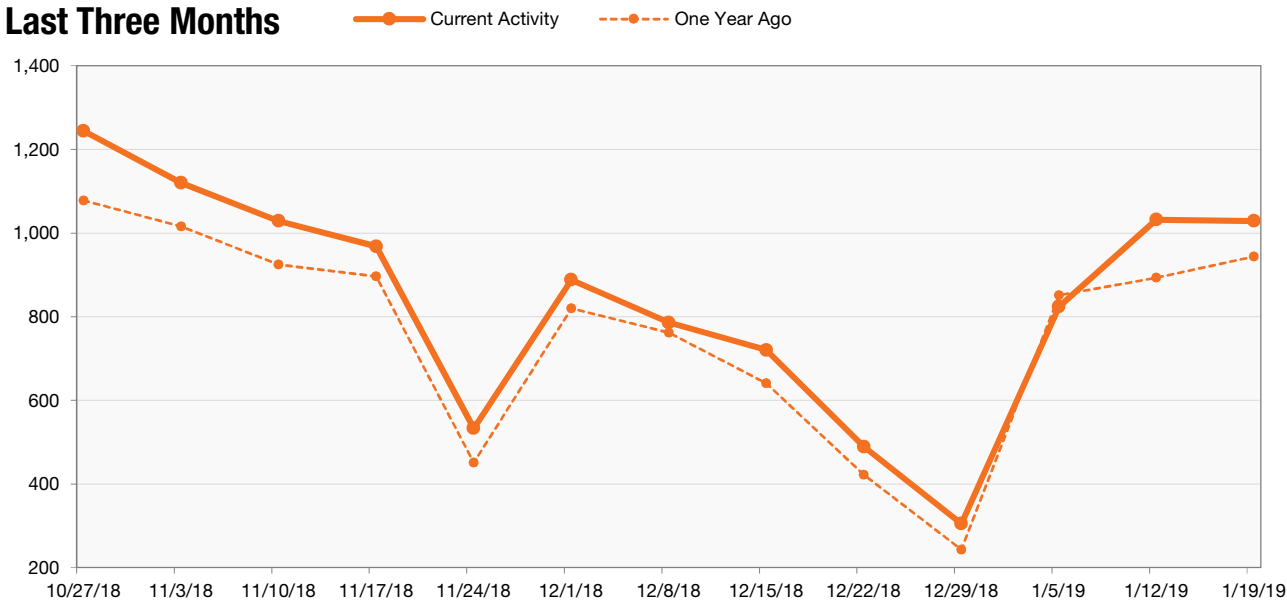


# New Listings

A count of the properties that have been newly listed on the market in a given week.

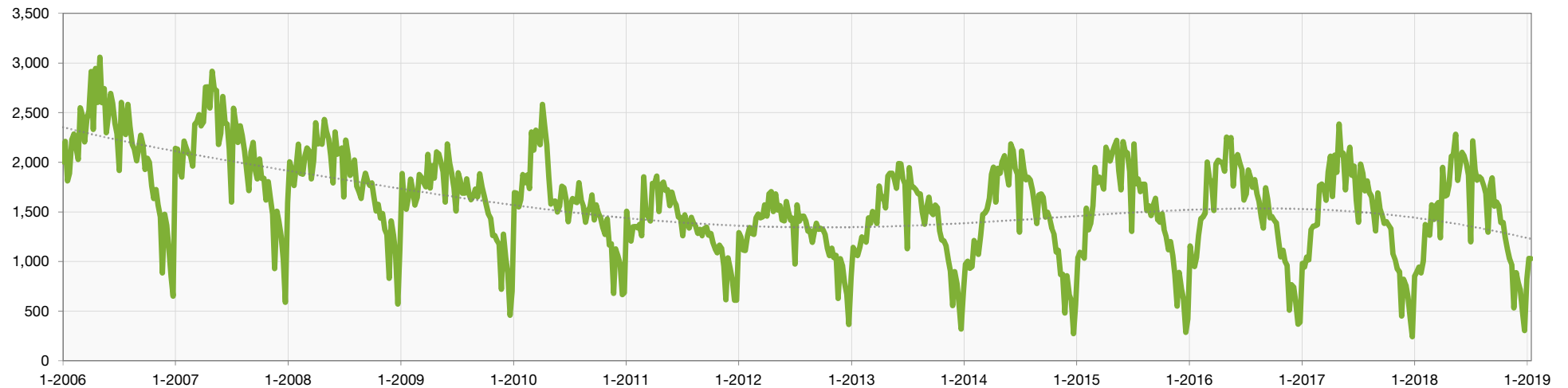


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/27/2018	1,244	1,078	+ 15.4%
11/3/2018	1,120	1,016	+ 10.2%
11/10/2018	1,029	925	+ 11.2%
11/17/2018	968	896	+ 8.0%
11/24/2018	533	451	+ 18.2%
12/1/2018	888	820	+ 8.3%
12/8/2018	786	762	+ 3.1%
12/15/2018	720	641	+ 12.3%
12/22/2018	489	422	+ 15.9%
12/29/2018	305	243	+ 25.5%
1/5/2019	824	851	- 3.2%
1/12/2019	1,032	893	+ 15.6%
<b>1/19/2019</b>	<b>1,029</b>	<b>944</b>	<b>+ 9.0%</b>
<b>3-Month Total</b>	<b>10,967</b>	<b>9,942</b>	<b>+ 10.3%</b>

## Historical New Listing Activity

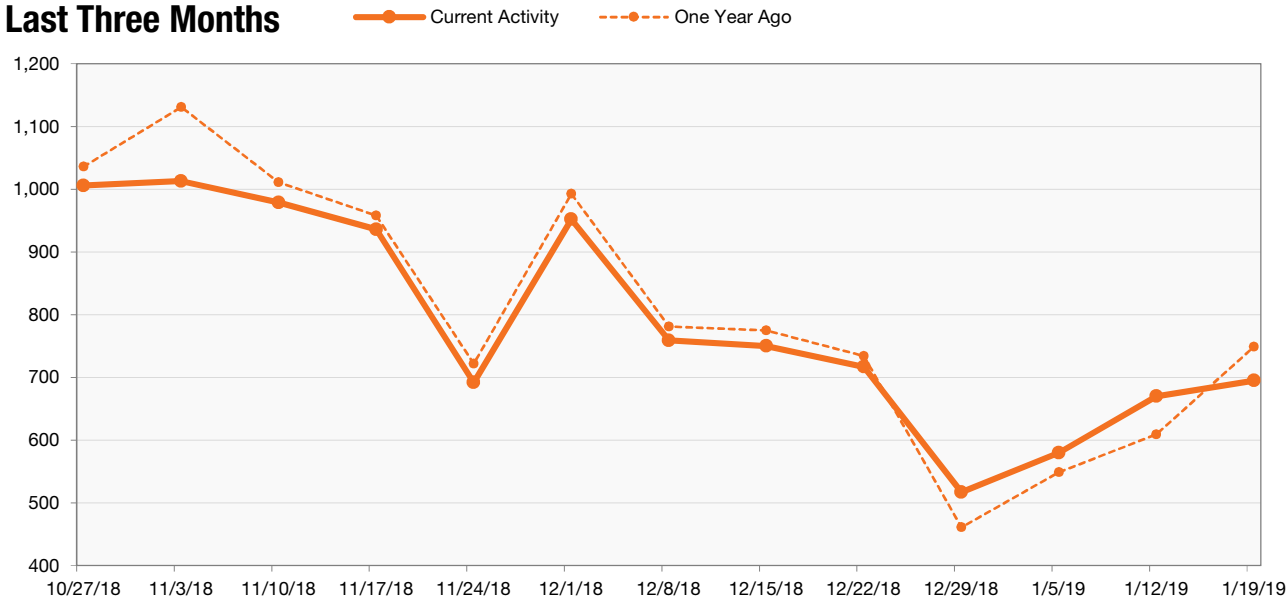


# Pending Sales

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

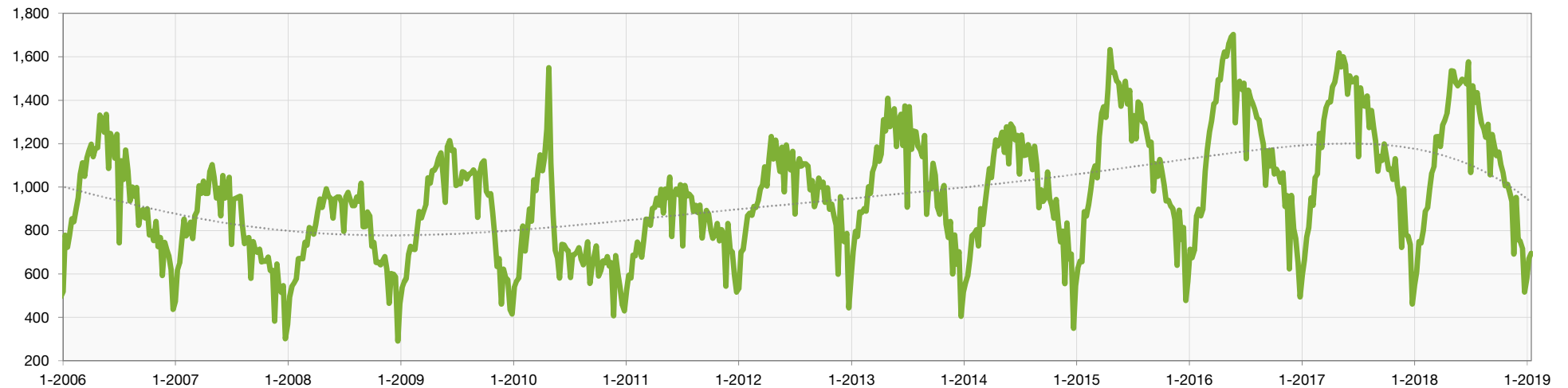


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/27/2018	1,006	1,036	- 2.9%
11/3/2018	1,013	1,131	- 10.4%
11/10/2018	979	1,011	- 3.2%
11/17/2018	936	958	- 2.3%
11/24/2018	692	722	- 4.2%
12/1/2018	952	993	- 4.1%
12/8/2018	759	781	- 2.8%
12/15/2018	750	775	- 3.2%
12/22/2018	717	734	- 2.3%
12/29/2018	517	461	+ 12.1%
1/5/2019	580	549	+ 5.6%
1/12/2019	670	609	+ 10.0%
<b>1/19/2019</b>	<b>695</b>	<b>749</b>	<b>- 7.2%</b>
<b>3-Month Total</b>	<b>10,266</b>	<b>10,509</b>	<b>- 2.3%</b>

## Historical Pending Sales Activity

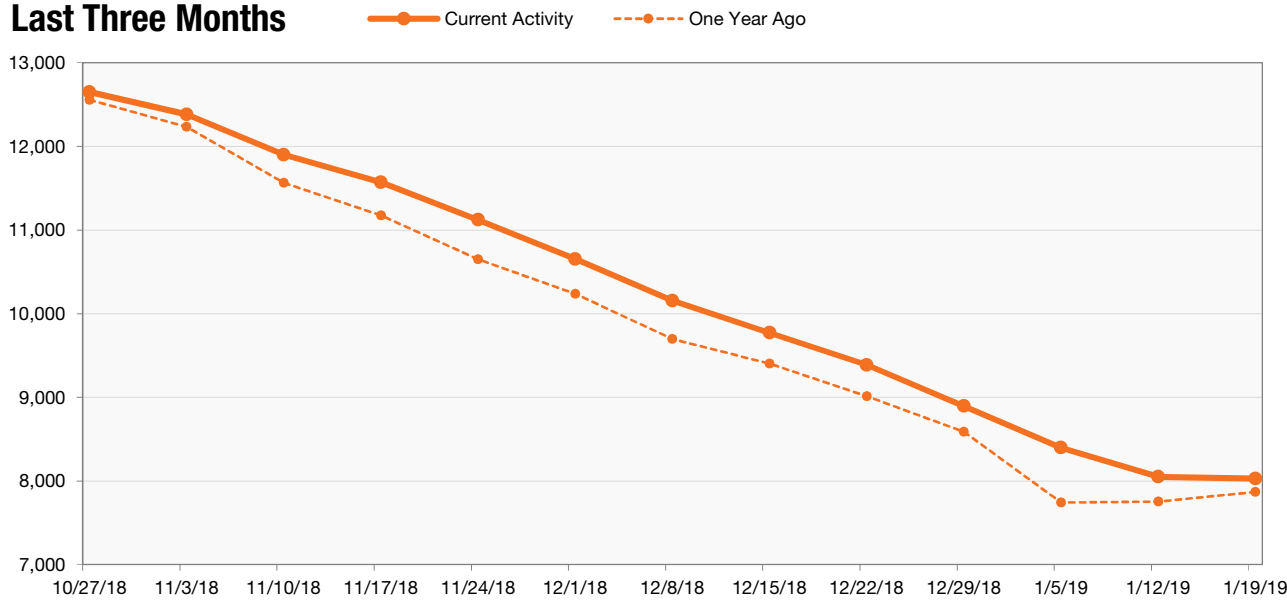


# Inventory of Homes for Sale

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

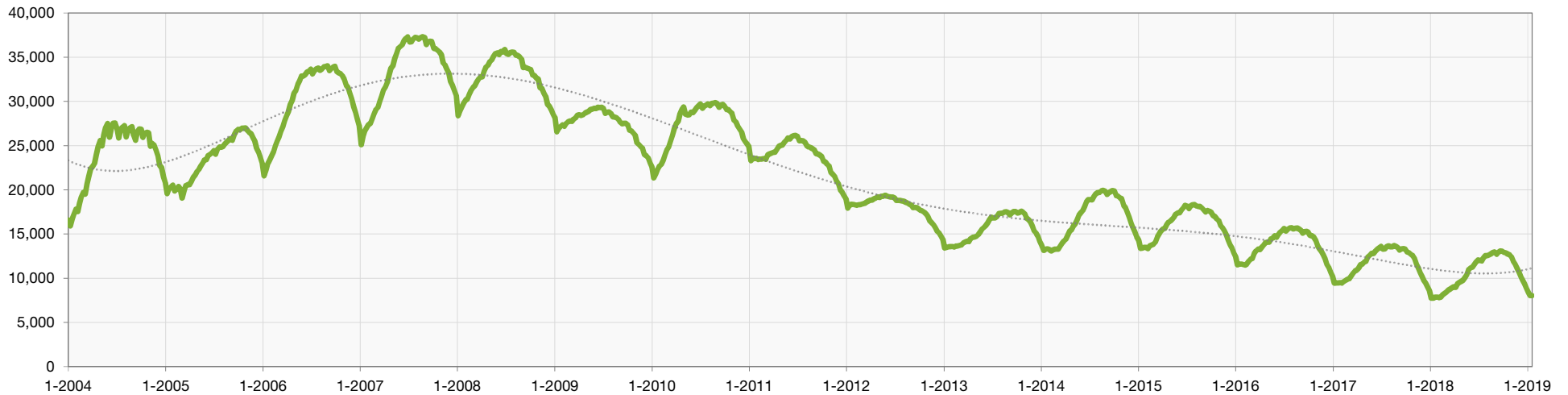


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/27/2018	12,651	12,557	+ 0.7%
11/3/2018	12,383	12,234	+ 1.2%
11/10/2018	11,901	11,566	+ 2.9%
11/17/2018	11,569	11,175	+ 3.5%
11/24/2018	11,121	10,650	+ 4.4%
12/1/2018	10,653	10,237	+ 4.1%
12/8/2018	10,156	9,699	+ 4.7%
12/15/2018	9,771	9,403	+ 3.9%
12/22/2018	9,386	9,011	+ 4.2%
12/29/2018	8,895	8,589	+ 3.6%
1/5/2019	8,397	7,742	+ 8.5%
1/12/2019	8,050	7,753	+ 3.8%
<b>1/19/2019</b>	<b>8,029</b>	<b>7,867</b>	<b>+ 2.1%</b>
3-Month Avg	10,228	9,883	+ 3.5%

## Historical Inventory Levels

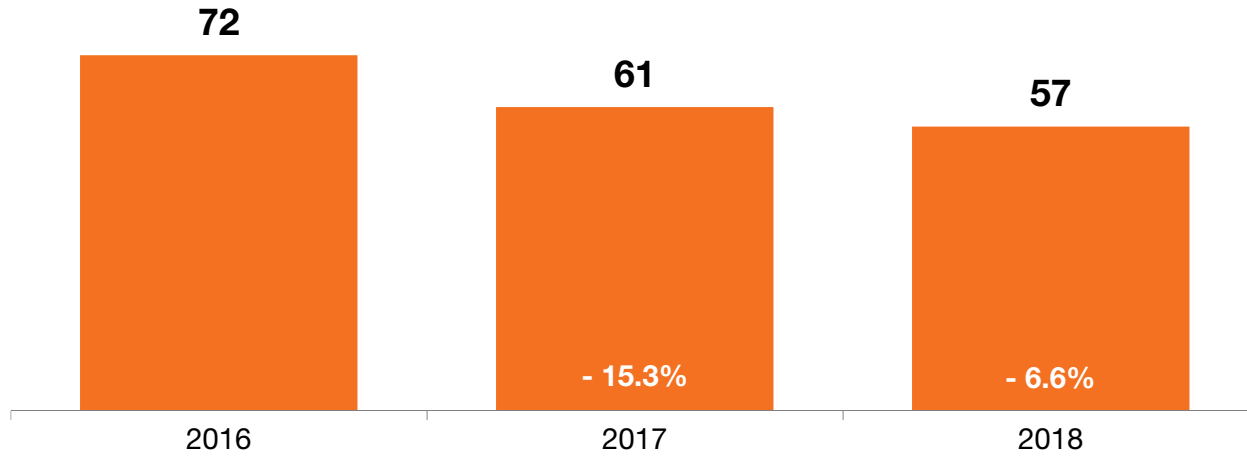


# Days on Market Until Sale

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



## December



Month	Current Activity	One Year Previous	+ / -
January	69	80	- 13.8%
February	69	82	- 15.9%
March	57	73	- 21.9%
April	53	59	- 10.2%
May	47	52	- 9.6%
June	40	48	- 16.7%
July	38	46	- 17.4%
August	40	48	- 16.7%
September	42	50	- 16.0%
October	48	52	- 7.7%
November	52	56	- 7.1%
<b>December</b>	<b>57</b>	<b>61</b>	<b>- 6.6%</b>
12-Month Avg	48	56	- 14.3%

## Historical Days on Market Until Sale

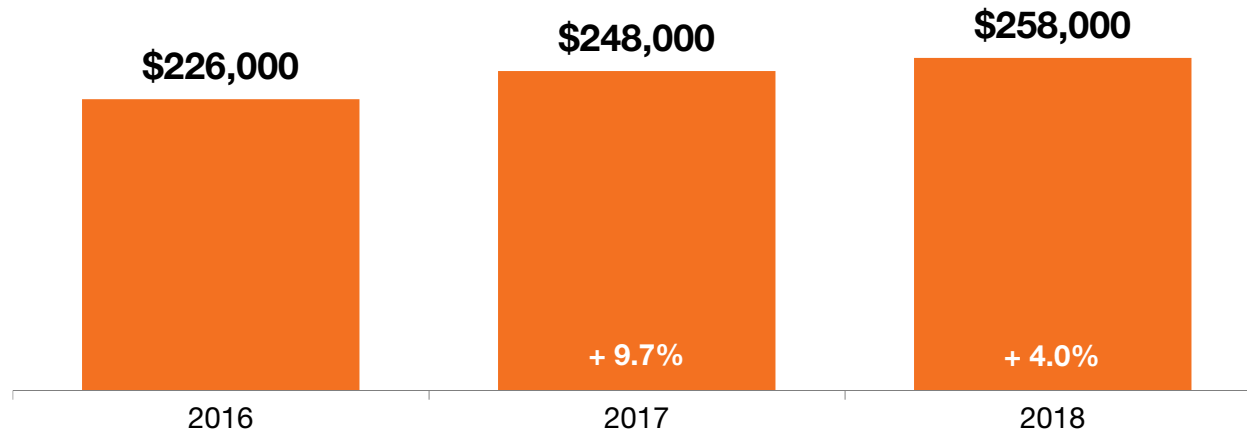


# Median Sales Price

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

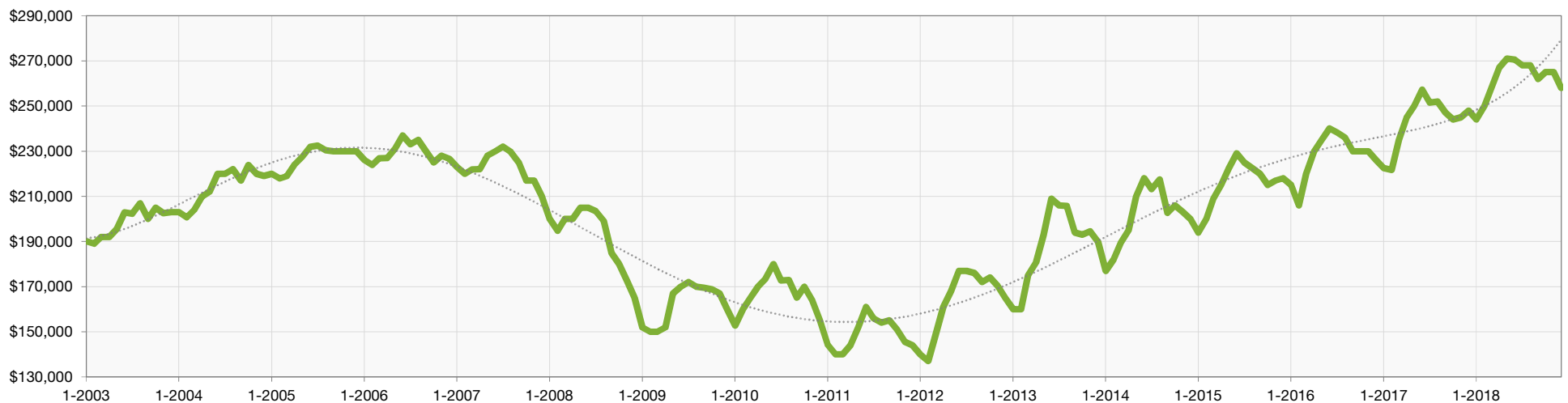


## December



Month	Current Activity	One Year Previous	+ / -
January	\$244,000	\$222,500	+ 9.7%
February	\$250,000	\$221,650	+ 12.8%
March	\$258,100	\$235,000	+ 9.8%
April	\$267,000	\$245,000	+ 9.0%
May	\$271,000	\$250,000	+ 8.4%
June	\$270,500	\$257,250	+ 5.2%
July	\$268,000	\$251,500	+ 6.6%
August	\$268,000	\$252,000	+ 6.3%
September	\$262,000	\$247,000	+ 6.1%
October	\$265,000	\$244,000	+ 8.6%
November	\$265,000	\$245,000	+ 8.2%
<b>December</b>	<b>\$258,000</b>	<b>\$248,000</b>	<b>+ 4.0%</b>
12-Month Med	\$265,000	\$246,000	+ 7.7%

## Historical Median Sales Price

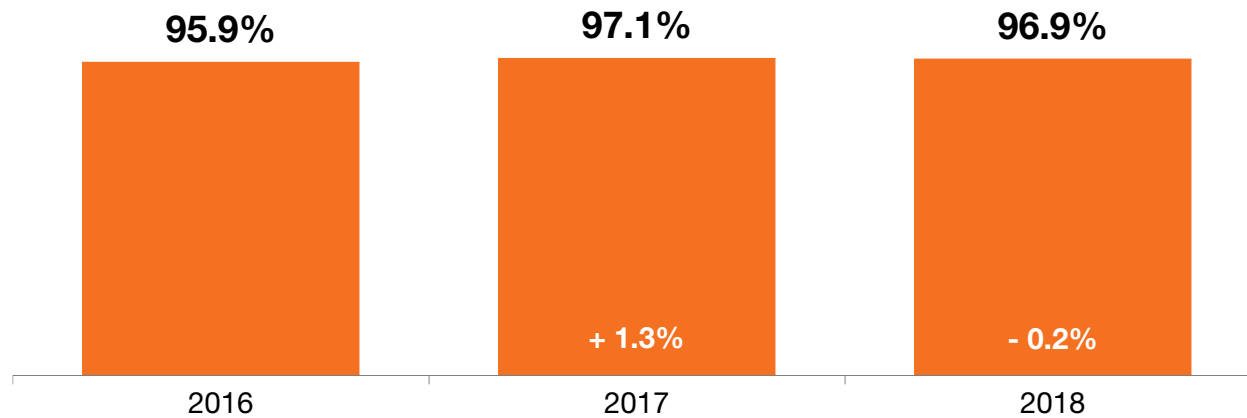


# Percent of Original List Price Received

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.

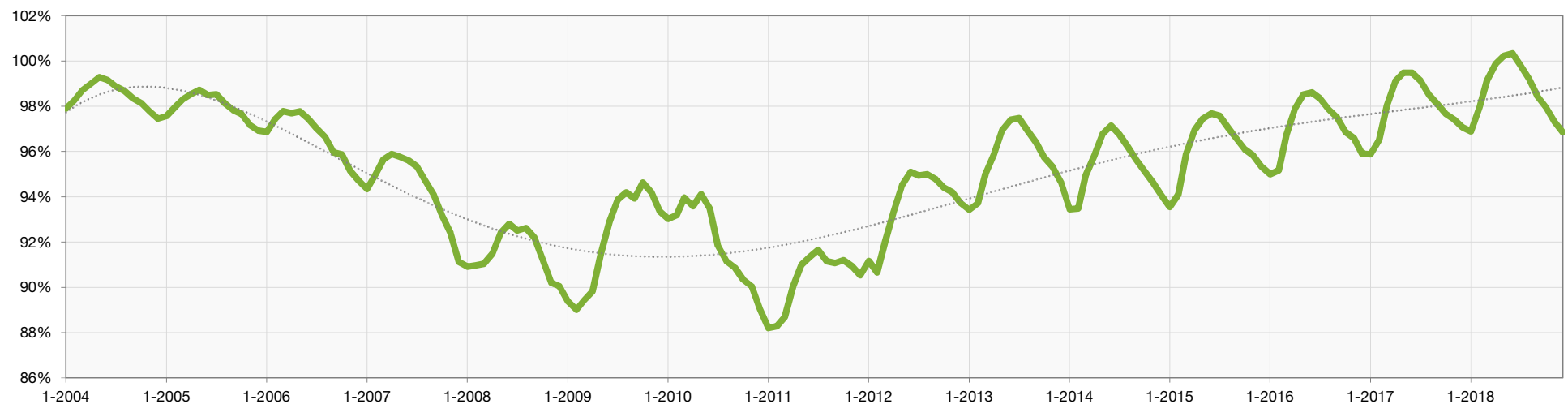


## December



Month	Current Activity	One Year Previous	+ / -
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%
May	100.2%	99.5%	+ 0.7%
June	100.3%	99.5%	+ 0.8%
July	99.8%	99.1%	+ 0.7%
August	99.2%	98.5%	+ 0.7%
September	98.4%	98.1%	+ 0.3%
October	98.0%	97.7%	+ 0.3%
November	97.3%	97.4%	- 0.1%
<b>December</b>	<b>96.9%</b>	<b>97.1%</b>	<b>- 0.2%</b>
12-Month Avg	98.9%	98.3%	+ 0.6%

## Historical Percent of Original List Price Received

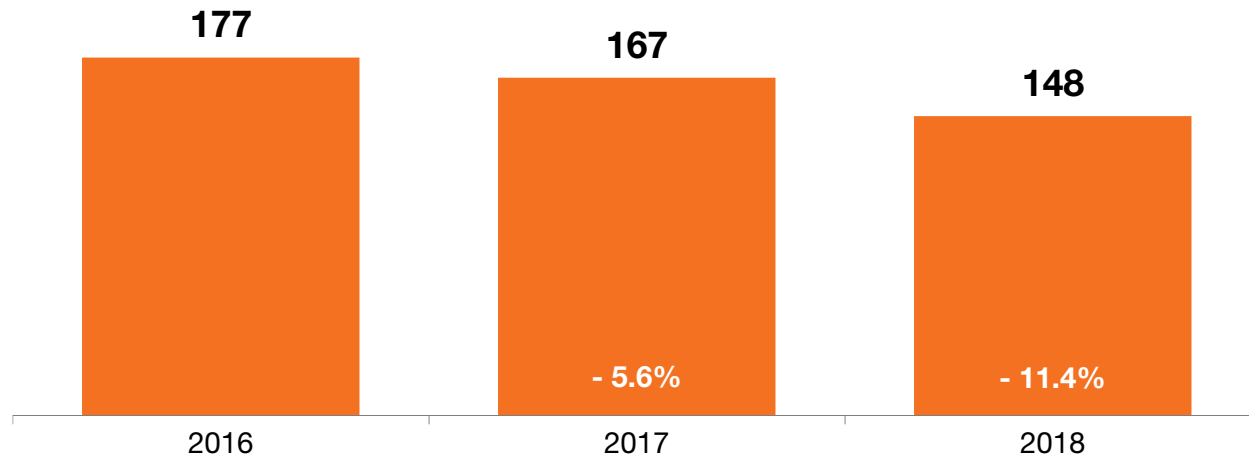


# Housing Affordability Index

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.**

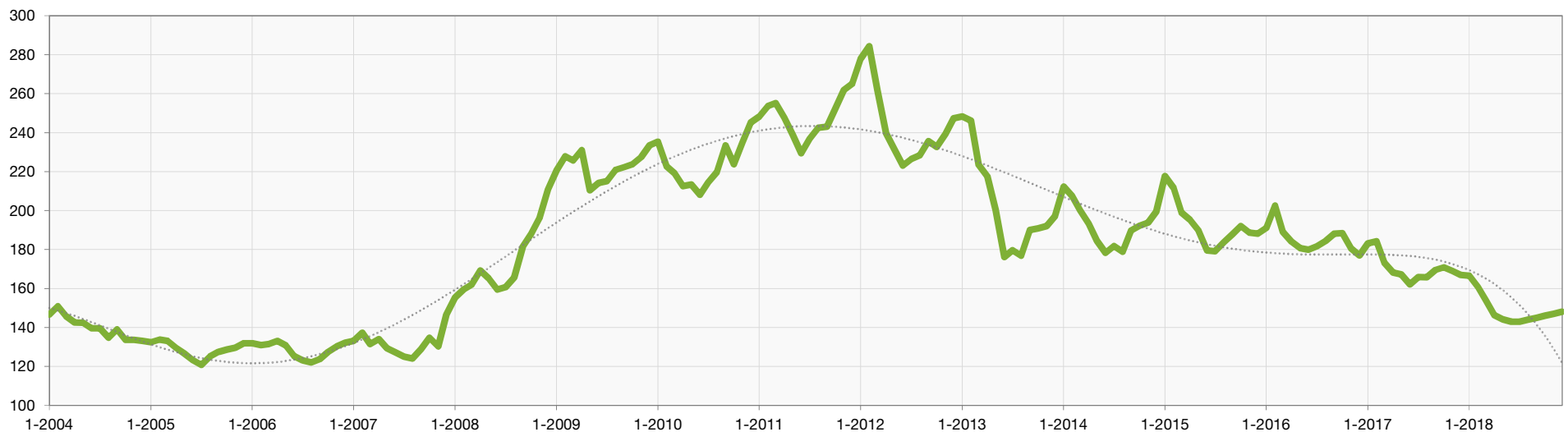


## December



Month	Current Activity	One Year Previous	+ / -
January	167	183	- 8.7%
February	161	184	- 12.5%
March	154	173	- 11.0%
April	146	168	- 13.1%
May	144	167	- 13.8%
June	143	162	- 11.7%
July	143	166	- 13.9%
August	144	166	- 13.3%
September	145	170	- 14.7%
October	146	171	- 14.6%
November	147	169	- 13.0%
<b>December</b>	<b>148</b>	<b>167</b>	<b>- 11.4%</b>
12-Month Avg	149	171	- 12.9%

## Historical Housing Affordability Index



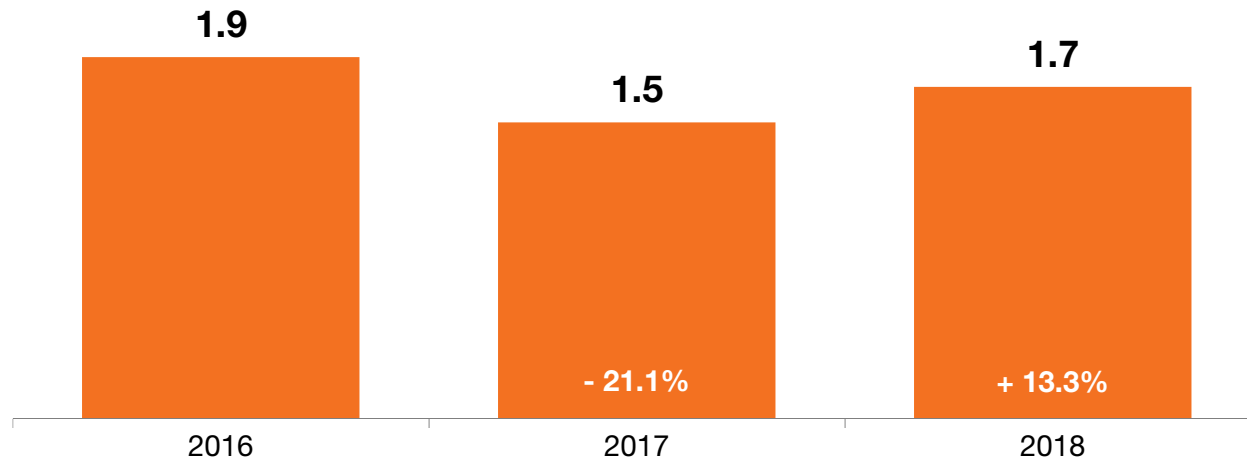


# Months Supply of Inventory

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.



## December



Month	Current Activity	One Year Previous	+ / -
January	1.5	1.8	- 16.7%
February	1.7	1.9	- 10.5%
March	1.8	2.2	- 18.2%
April	2.0	2.4	- 16.7%
May	2.3	2.5	- 8.0%
June	2.5	2.7	- 7.4%
July	2.5	2.7	- 7.4%
August	2.6	2.6	0.0%
September	2.6	2.6	0.0%
October	2.4	2.4	0.0%
November	2.1	1.9	+ 10.5%
<b>December</b>	<b>1.7</b>	<b>1.5</b>	<b>+ 13.3%</b>
12-Month Avg	2.1	2.3	- 8.7%

## Historical Months Supply of Inventory

