

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 February 16, 2019

Publish Date: February 25, 2019 • All comparisons are to 2018

The National Association of REALTORS® has reported in the last month that national existing-home sales and pending sales are both down in year-over-year comparisons, but that has not necessarily been a constant from market to market. While weather-related events have hampered some of the necessary machinations of making home sales, buyers have shown determination toward achieving their homeownership goals. This week has shown some sales strain in many markets, but spring is just around the corner.

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

- New Listings decreased 20.5% to 1,018
- Pending Sales decreased 10.5% to 810
- Inventory decreased 2.5% to 8,043

For the month of January:

- Median Sales Price increased 6.1% to \$259,000
- Days on Market decreased 5.8% to 65
- Percent of Original List Price Received increased 0.1% to 97.0%
- Months Supply of Homes For Sale increased 13.3% to 1.7

Quick Facts

- 20.5%	- 10.5%	- 2.5%
Change in New Listings	Change in Pending Sales	Change in Inventory

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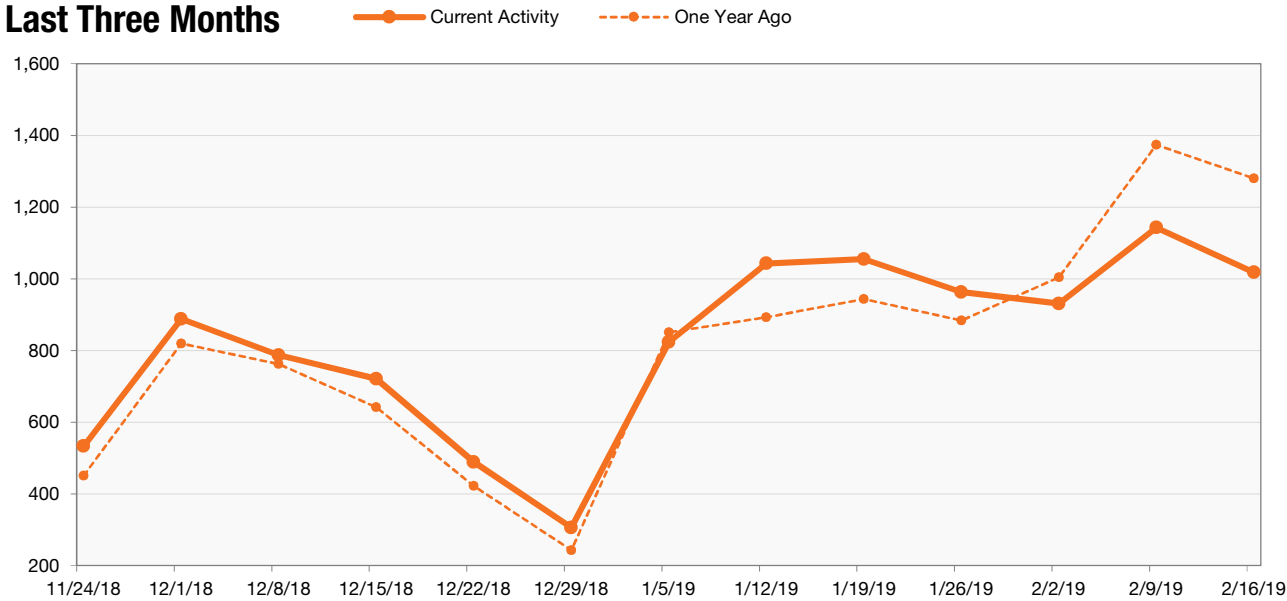


New Listings

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

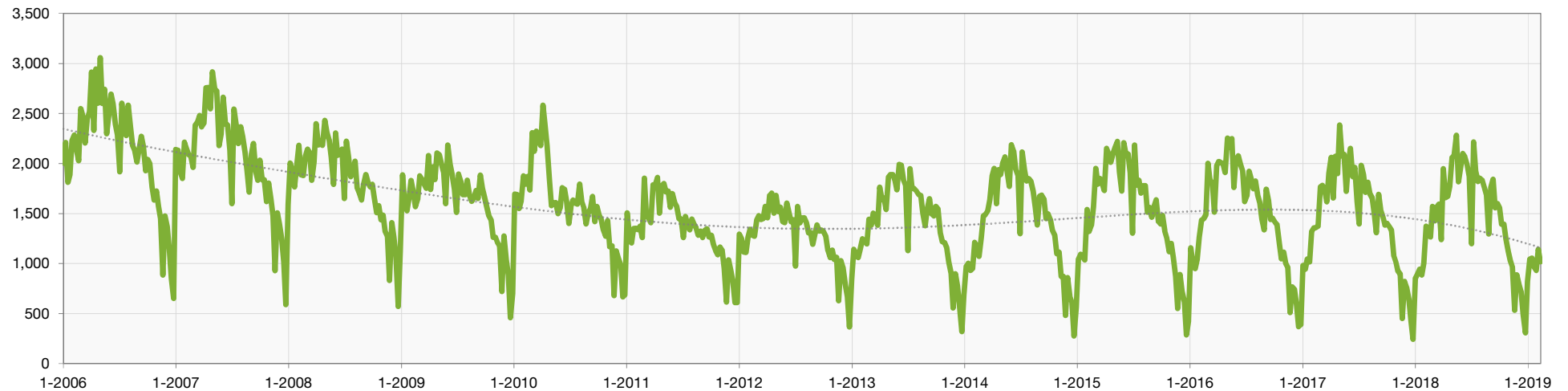


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/24/2018	533	451	+ 18.2%
12/1/2018	888	820	+ 8.3%
12/8/2018	787	762	+ 3.3%
12/15/2018	721	642	+ 12.3%
12/22/2018	489	422	+ 15.9%
12/29/2018	306	243	+ 25.9%
1/5/2019	824	851	- 3.2%
1/12/2019	1,043	893	+ 16.8%
1/19/2019	1,055	944	+ 11.8%
1/26/2019	963	884	+ 8.9%
2/2/2019	931	1,004	- 7.3%
2/9/2019	1,143	1,374	- 16.8%
2/16/2019	1,018	1,280	- 20.5%
3-Month Total	10,701	10,570	+ 1.2%

Historical New Listing Activity

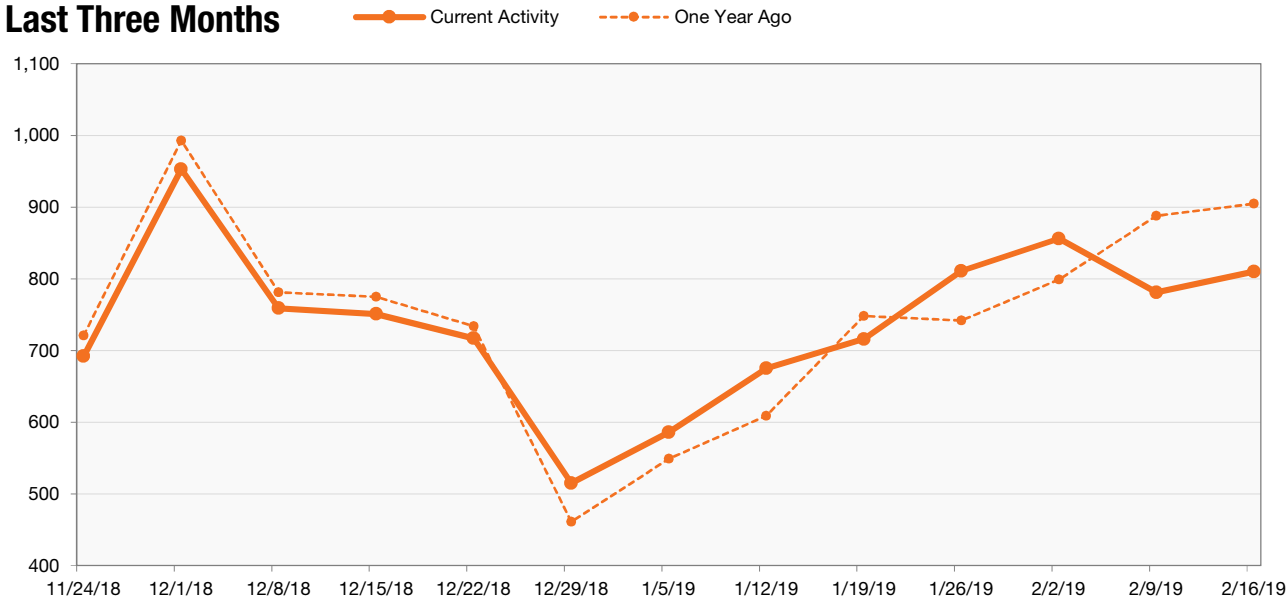


Pending Sales

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

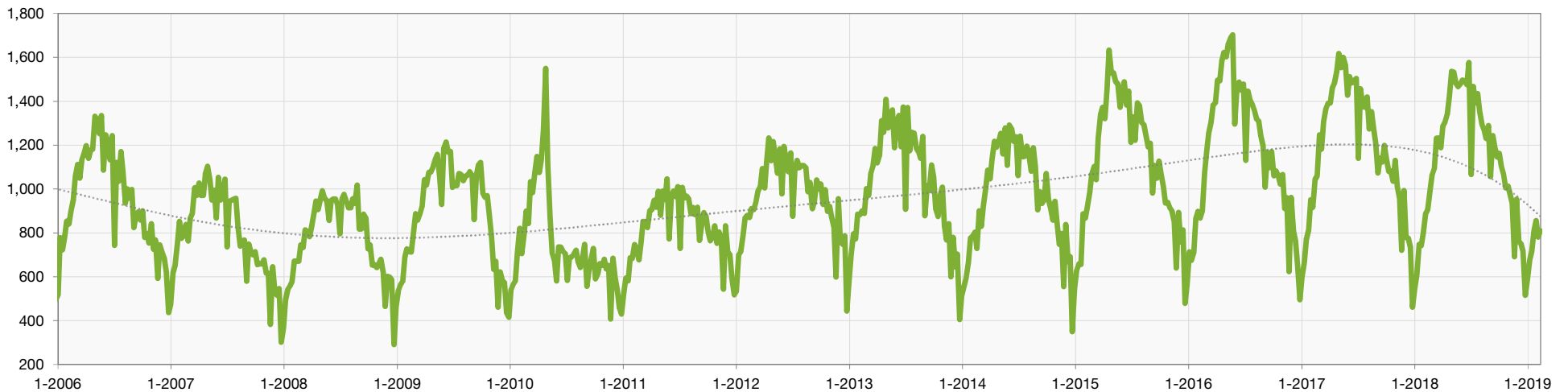


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/24/2018	692	721	- 4.0%
12/1/2018	953	993	- 4.0%
12/8/2018	759	781	- 2.8%
12/15/2018	751	775	- 3.1%
12/22/2018	717	734	- 2.3%
12/29/2018	515	461	+ 11.7%
1/5/2019	586	549	+ 6.7%
1/12/2019	675	609	+ 10.8%
1/19/2019	716	748	- 4.3%
1/26/2019	811	742	+ 9.3%
2/2/2019	856	799	+ 7.1%
2/9/2019	781	888	- 12.0%
2/16/2019	810	905	- 10.5%
3-Month Total	9,622	9,705	- 0.9%

Historical Pending Sales Activity

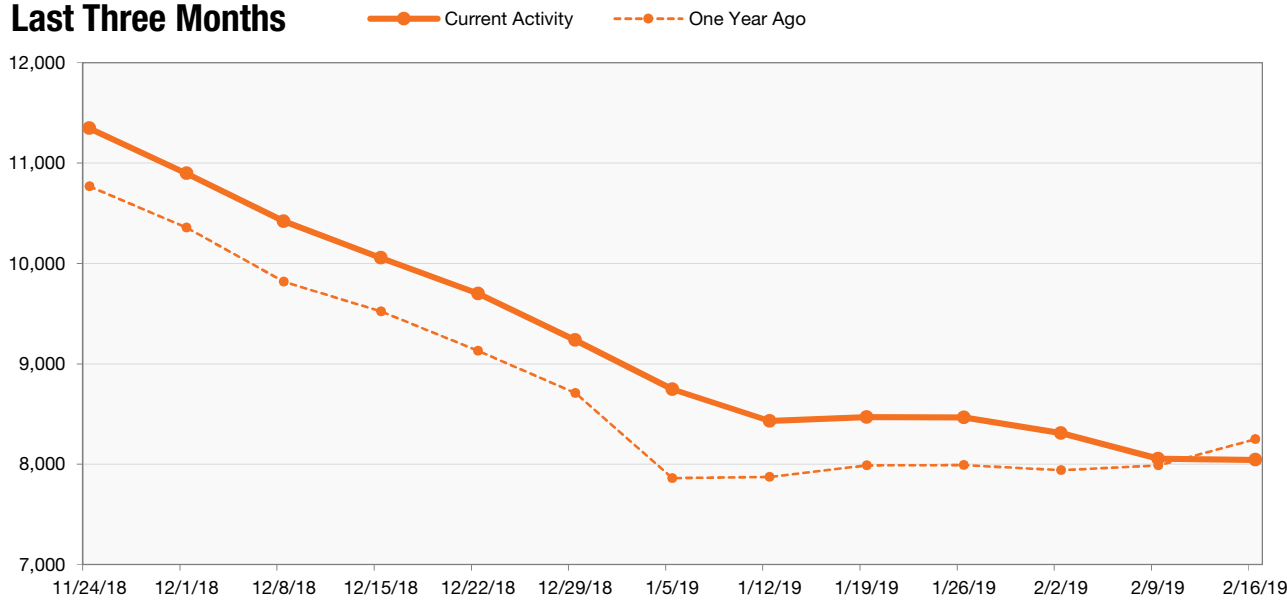


Inventory of Homes for Sale

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	+ / -
11/24/2018	11,347	10,768	+ 5.4%
12/1/2018	10,897	10,356	+ 5.2%
12/8/2018	10,420	9,818	+ 6.1%
12/15/2018	10,055	9,522	+ 5.6%
12/22/2018	9,699	9,131	+ 6.2%
12/29/2018	9,236	8,709	+ 6.1%
1/5/2019	8,747	7,862	+ 11.3%
1/12/2019	8,430	7,873	+ 7.1%
1/19/2019	8,469	7,987	+ 6.0%
1/26/2019	8,465	7,990	+ 5.9%
2/2/2019	8,310	7,939	+ 4.7%
2/9/2019	8,054	7,989	+ 0.8%
2/16/2019	8,043	8,249	- 2.5%
3-Month Avg	9,244	8,784	+ 5.2%

Historical Inventory Levels

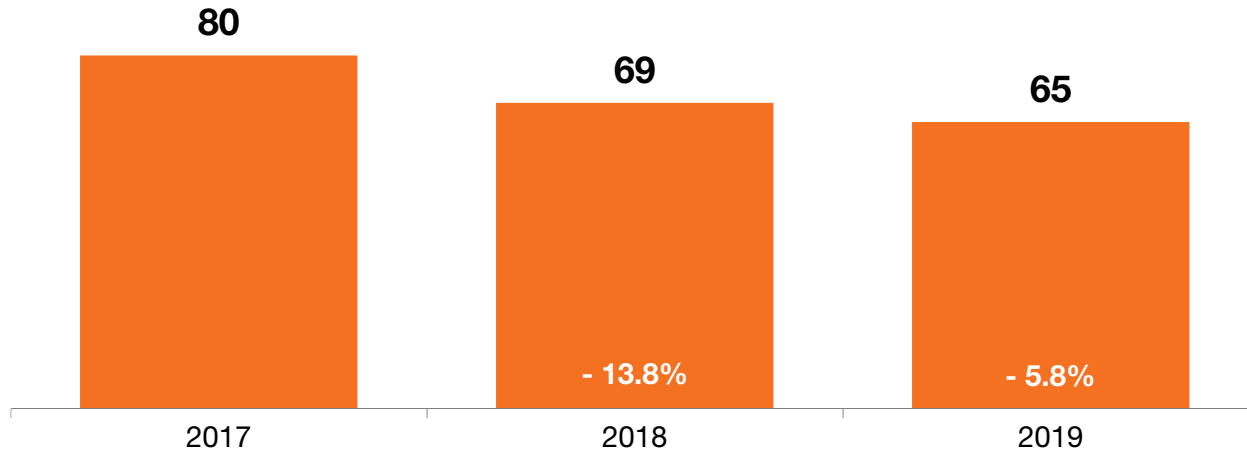


Days on Market Until Sale

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



January



Month	Current Activity	One Year Previous	+ / -
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%
December	57	61	- 6.6%
January	65	69	- 5.8%
12-Month Avg	48	55	- 12.7%

Historical Days on Market Until Sale

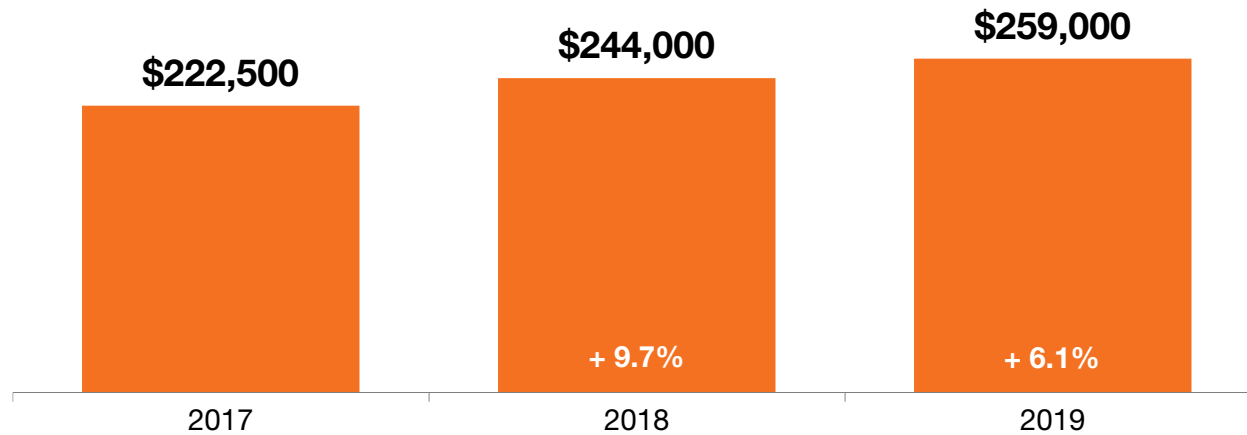


Median Sales Price

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

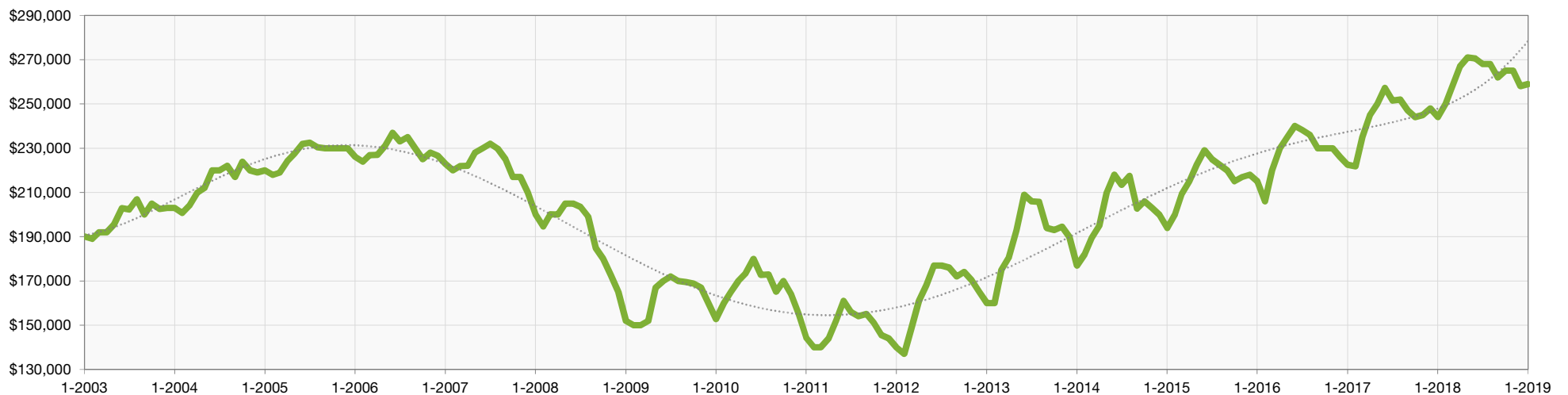


January



Month	Current Activity	One Year Previous	+ / -
February	\$250,000	\$221,800	+ 12.7%
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%
December	\$258,000	\$248,000	+ 4.0%
January	\$259,000	\$244,000	+ 6.1%
12-Month Med	\$265,000	\$247,000	+ 7.3%

Historical Median Sales Price

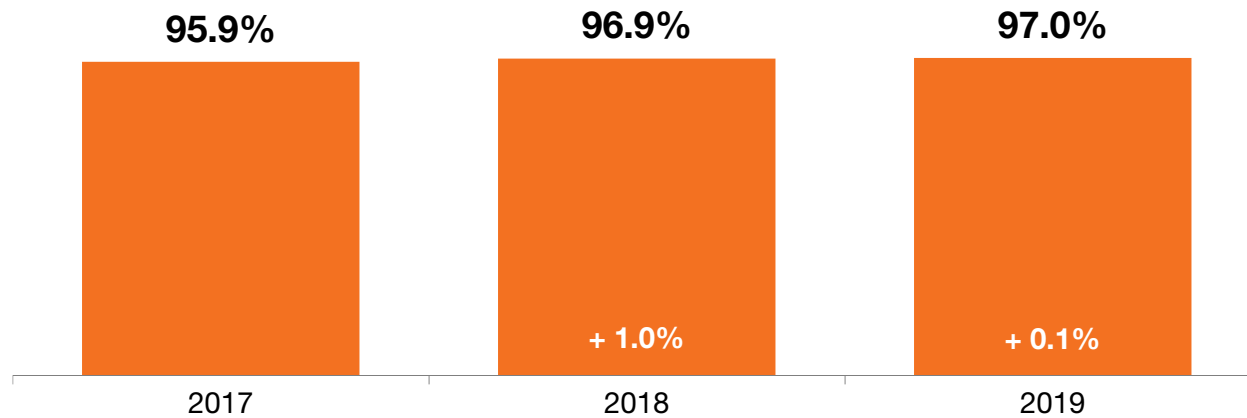


Percent of Original List Price Received

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.



January



Month	Current Activity	One Year Previous	+ / -
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%
December	96.9%	97.1%	- 0.2%
January	97.0%	96.9%	+ 0.1%
12-Month Avg	98.9%	98.4%	+ 0.5%

Historical Percent of Original List Price Received

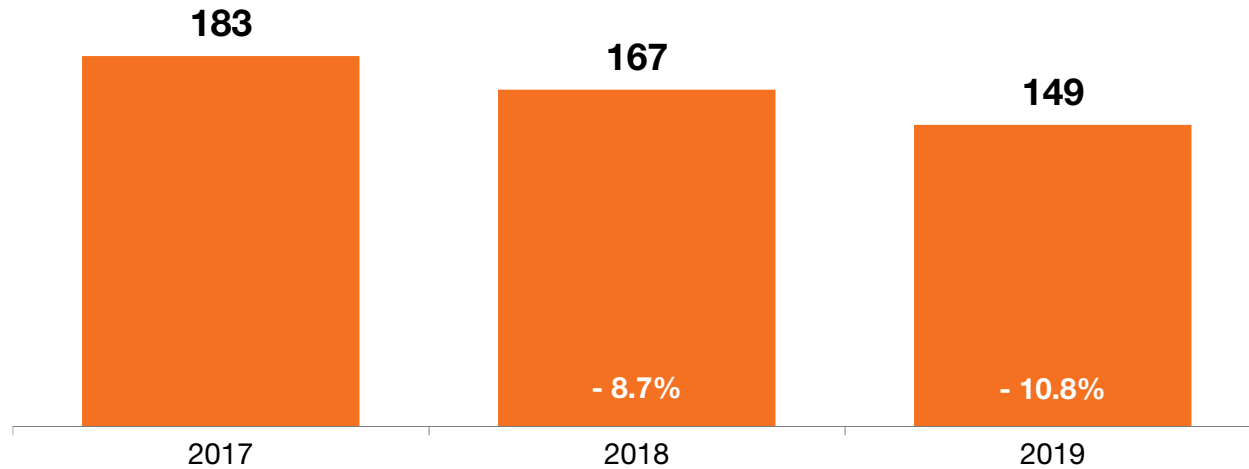


Housing Affordability Index

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.**



January



Month	Current Activity	One Year Previous	+ / -
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%
December	148	167	- 11.4%
January	149	167	- 10.8%
12-Month Avg	149	170	- 12.4%

Historical Housing Affordability Index

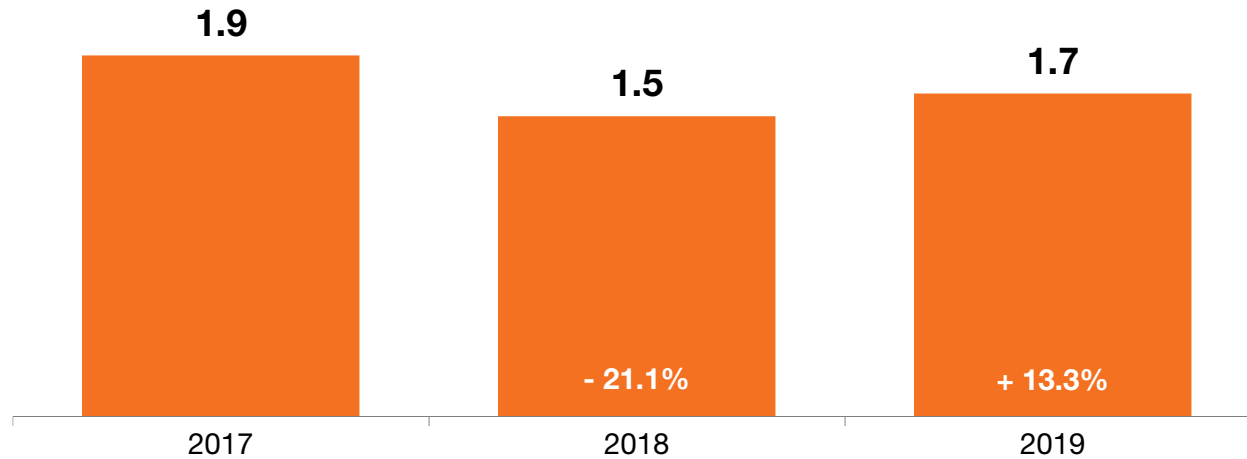


Months Supply of Inventory

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.



January



Month	Current Activity	One Year Previous	+ / -
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	2.7	2.6	+ 3.8%
October	2.5	2.4	+ 4.2%
November	2.2	2.0	+ 10.0%
December	1.8	1.5	+ 20.0%
January	1.7	1.5	+ 13.3%
12-Month Avg	2.2	2.3	- 4.3%

Historical Months Supply of Inventory

