

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 October 12, 2019

Publish Date: October 21, 2019 • All comparisons are to 2018

In the last month, mortgage rates have fallen to their lowest monthly average in more than three years, and now Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020. These historically low mortgage rates have and will continue to support buyer demand and may create additional lift to home prices as lower financing costs give buyers the ability to offer more to secure their dream home.

In the Twin Cities region, for the week ending October 12:

- New Listings increased 7.3% to 1,496
- Pending Sales decreased 5.9% to 1,036
- Inventory decreased 4.4% to 12,457

For the month of September:

- Median Sales Price increased 6.5% to \$279,000
- Days on Market increased 2.4% to 43
- Percent of Original List Price Received increased 0.1% to 98.5%
- Months Supply of Homes For Sale decreased 3.7% to 2.6

Quick Facts

+ 7.3%

- 5.9%

- 4.4%

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 |

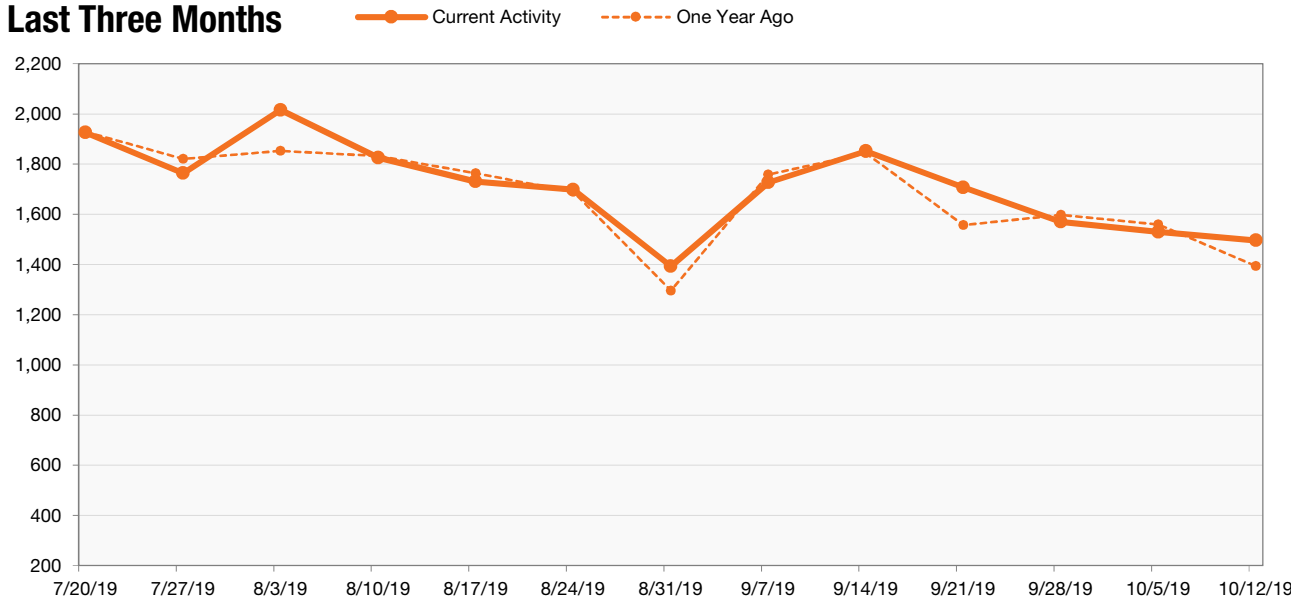


New Listings

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 | + / - |
|----------------------|------------------|-------------------|---------------|
| 7/20/2019 | 1,926 | 1,929 | - 0.2% |
| 7/27/2019 | 1,764 | 1,821 | - 3.1% |
| 8/3/2019 | 2,016 | 1,853 | + 8.8% |
| 8/10/2019 | 1,826 | 1,832 | - 0.3% |
| 8/17/2019 | 1,731 | 1,763 | - 1.8% |
| 8/24/2019 | 1,698 | 1,690 | + 0.5% |
| 8/31/2019 | 1,393 | 1,296 | + 7.5% |
| 9/7/2019 | 1,727 | 1,758 | - 1.8% |
| 9/14/2019 | 1,852 | 1,844 | + 0.4% |
| 9/21/2019 | 1,707 | 1,557 | + 9.6% |
| 9/28/2019 | 1,570 | 1,598 | - 1.8% |
| 10/5/2019 | 1,530 | 1,559 | - 1.9% |
| 10/12/2019 | 1,496 | 1,394 | + 7.3% |
| 3-Month Total | 22,236 | 21,894 | + 1.6% |

Historical New Listing Activity

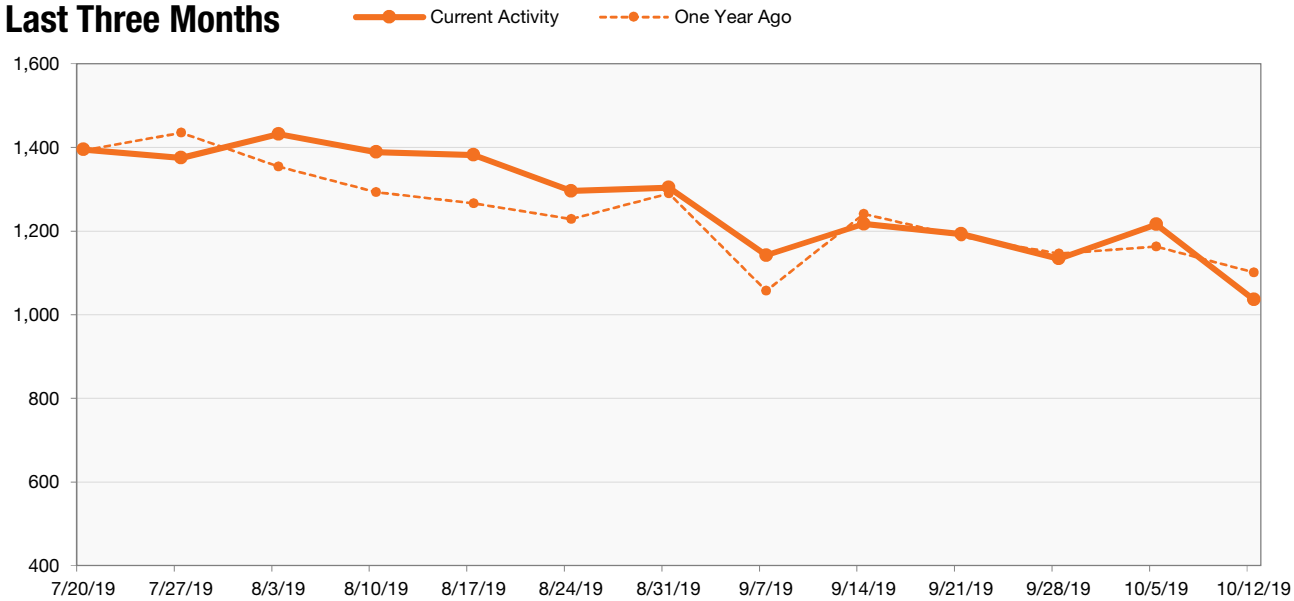


Pending Sales

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

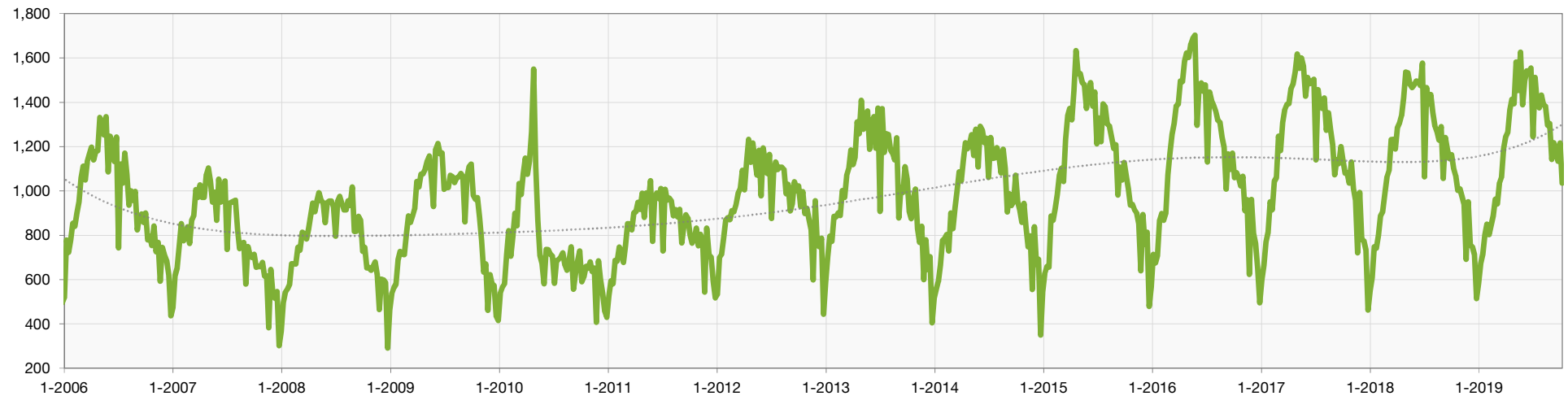


Last Three Months



| For the Week Ending | Current Activity | One Year Previous | + / - |
|----------------------|------------------|-------------------|---------------|
| 7/20/2019 | 1,395 | 1,393 | + 0.1% |
| 7/27/2019 | 1,375 | 1,435 | - 4.2% |
| 8/3/2019 | 1,432 | 1,354 | + 5.8% |
| 8/10/2019 | 1,389 | 1,293 | + 7.4% |
| 8/17/2019 | 1,382 | 1,266 | + 9.2% |
| 8/24/2019 | 1,296 | 1,229 | + 5.5% |
| 8/31/2019 | 1,304 | 1,290 | + 1.1% |
| 9/7/2019 | 1,142 | 1,057 | + 8.0% |
| 9/14/2019 | 1,217 | 1,241 | - 1.9% |
| 9/21/2019 | 1,193 | 1,187 | + 0.5% |
| 9/28/2019 | 1,134 | 1,146 | - 1.0% |
| 10/5/2019 | 1,216 | 1,163 | + 4.6% |
| 10/12/2019 | 1,036 | 1,101 | - 5.9% |
| 3-Month Total | 16,511 | 16,155 | + 2.2% |

Historical Pending Sales Activity

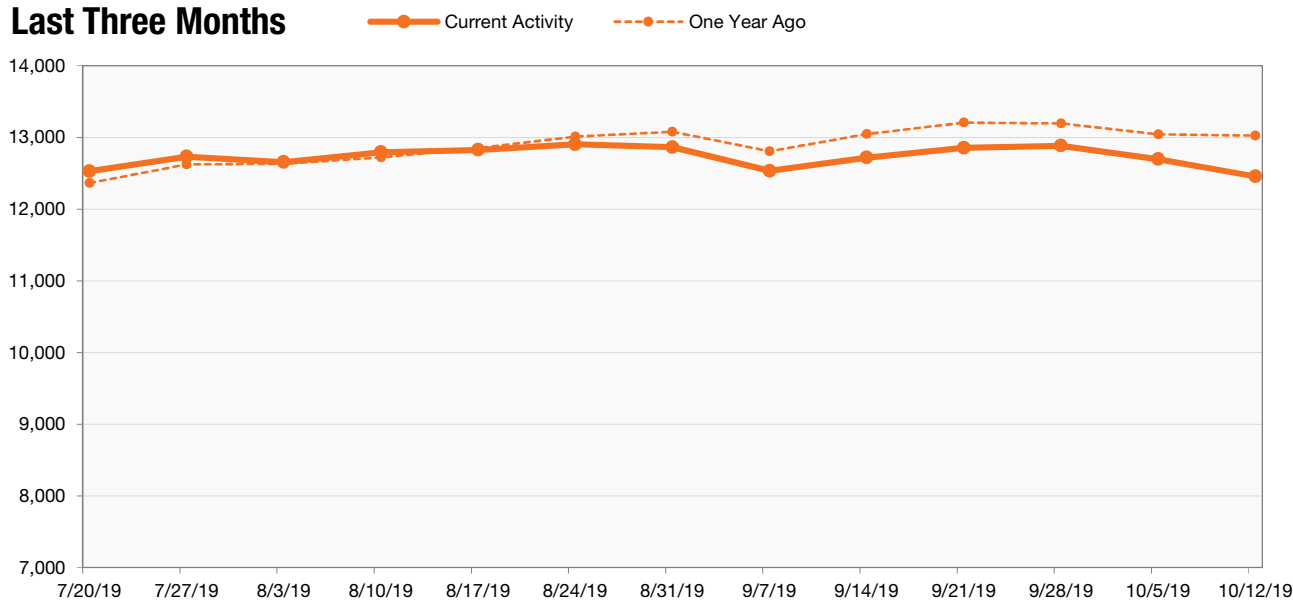


Inventory of Homes for Sale

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

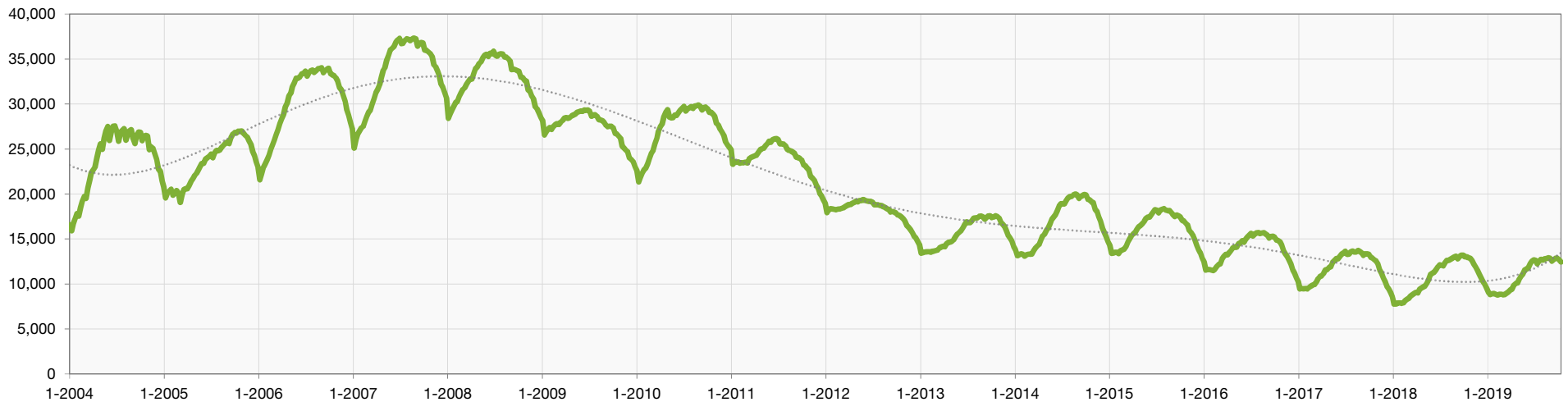


Last Three Months



| For the Week Ending | Current Activity | One Year Previous | + / - |
|---------------------|------------------|-------------------|---------------|
| 7/20/2019 | 12,529 | 12,365 | + 1.3% |
| 7/27/2019 | 12,732 | 12,625 | + 0.8% |
| 8/3/2019 | 12,656 | 12,635 | + 0.2% |
| 8/10/2019 | 12,796 | 12,724 | + 0.6% |
| 8/17/2019 | 12,827 | 12,853 | - 0.2% |
| 8/24/2019 | 12,904 | 13,012 | - 0.8% |
| 8/31/2019 | 12,865 | 13,079 | - 1.6% |
| 9/7/2019 | 12,534 | 12,807 | - 2.1% |
| 9/14/2019 | 12,720 | 13,049 | - 2.5% |
| 9/21/2019 | 12,856 | 13,207 | - 2.7% |
| 9/28/2019 | 12,885 | 13,197 | - 2.4% |
| 10/5/2019 | 12,697 | 13,043 | - 2.7% |
| 10/12/2019 | 12,457 | 13,024 | - 4.4% |
| 3-Month Avg | 12,728 | 12,894 | - 1.3% |

Historical Inventory Levels

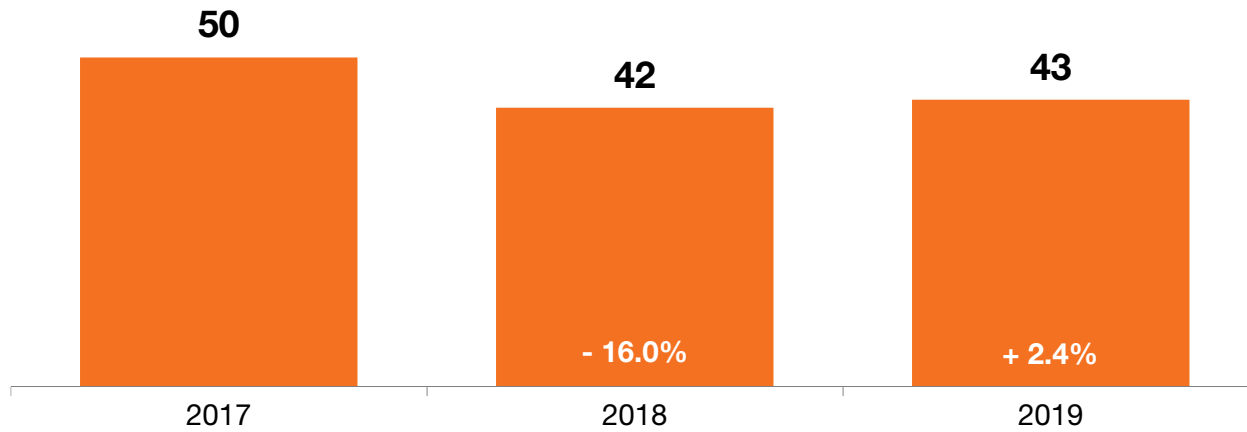


Days on Market Until Sale

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



September



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| October | 48 | 52 | - 7.7% |
| November | 52 | 56 | - 7.1% |
| December | 57 | 61 | - 6.6% |
| January | 65 | 69 | - 5.8% |
| February | 69 | 69 | 0.0% |
| March | 66 | 57 | + 15.8% |
| April | 57 | 53 | + 7.5% |
| May | 45 | 47 | - 4.3% |
| June | 41 | 40 | + 2.5% |
| July | 38 | 38 | 0.0% |
| August | 41 | 40 | + 2.5% |
| September | 43 | 42 | + 2.4% |
| 12-Month Avg | 49 | 49 | 0.0% |

Historical Days on Market Until Sale

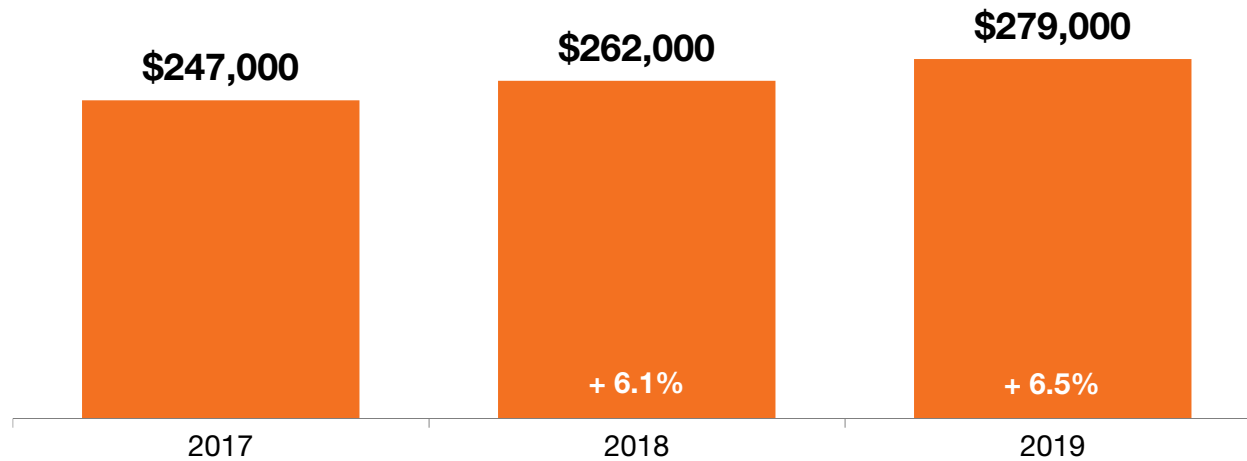


Median Sales Price

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

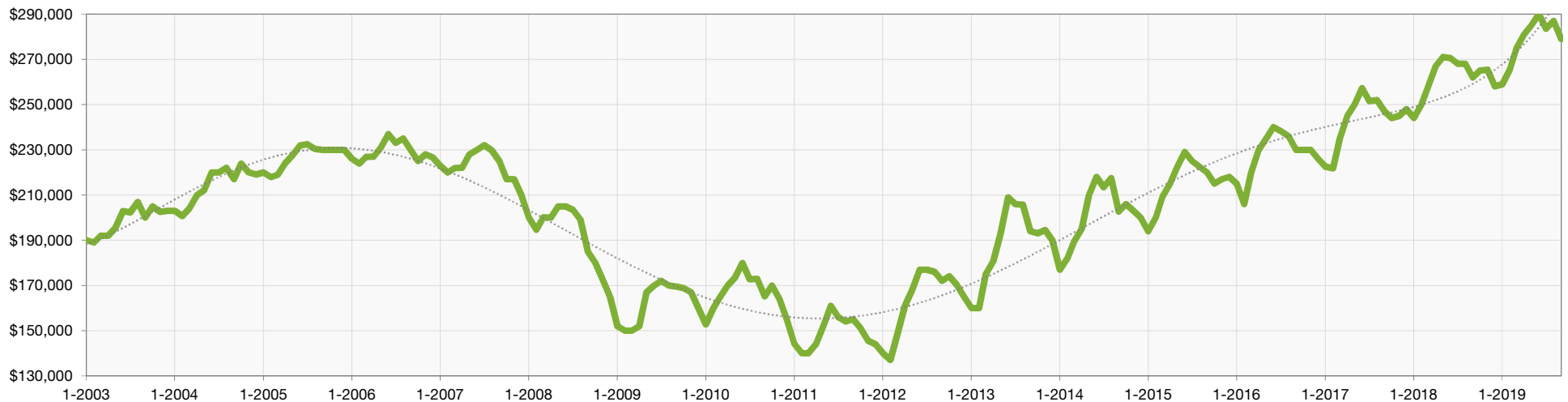


September



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| October | \$265,000 | \$244,000 | + 8.6% |
| November | \$265,400 | \$245,000 | + 8.3% |
| December | \$258,000 | \$248,000 | + 4.0% |
| January | \$259,000 | \$244,000 | + 6.1% |
| February | \$265,450 | \$250,000 | + 6.2% |
| March | \$275,000 | \$258,100 | + 6.5% |
| April | \$281,000 | \$267,000 | + 5.2% |
| May | \$285,000 | \$271,000 | + 5.2% |
| June | \$290,000 | \$270,500 | + 7.2% |
| July | \$283,460 | \$268,000 | + 5.8% |
| August | \$286,900 | \$268,000 | + 7.1% |
| September | \$279,000 | \$262,000 | + 6.5% |
| 12-Month Med | \$277,100 | \$260,000 | + 6.6% |

Historical Median Sales Price

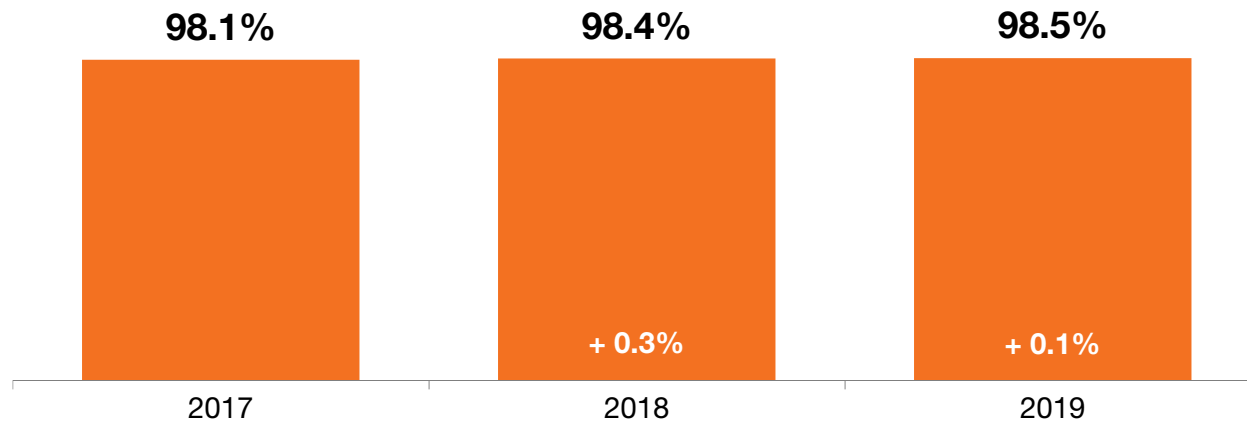


Percent of Original List Price Received

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.

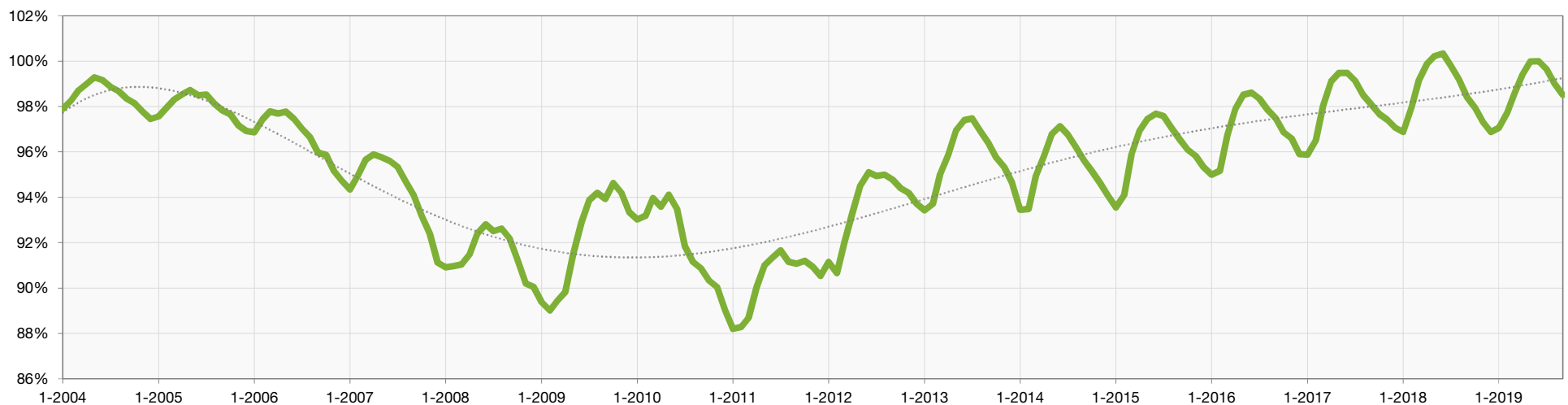


September



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| October | 98.0% | 97.7% | + 0.3% |
| November | 97.3% | 97.4% | - 0.1% |
| December | 96.9% | 97.1% | - 0.2% |
| January | 97.1% | 96.9% | + 0.2% |
| February | 97.7% | 98.0% | - 0.3% |
| March | 98.6% | 99.1% | - 0.5% |
| April | 99.4% | 99.9% | - 0.5% |
| May | 100.0% | 100.2% | - 0.2% |
| June | 100.0% | 100.3% | - 0.3% |
| July | 99.6% | 99.8% | - 0.2% |
| August | 99.0% | 99.2% | - 0.2% |
| September | 98.5% | 98.4% | + 0.1% |
| 12-Month Avg | 98.7% | 98.9% | - 0.2% |

Historical Percent of Original List Price Received

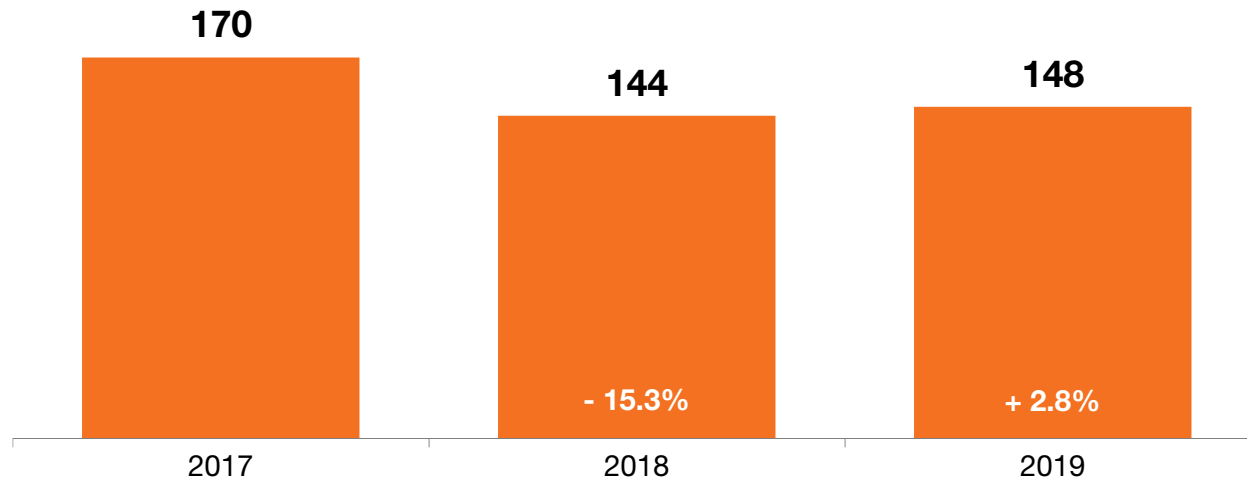


Housing Affordability Index

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.**

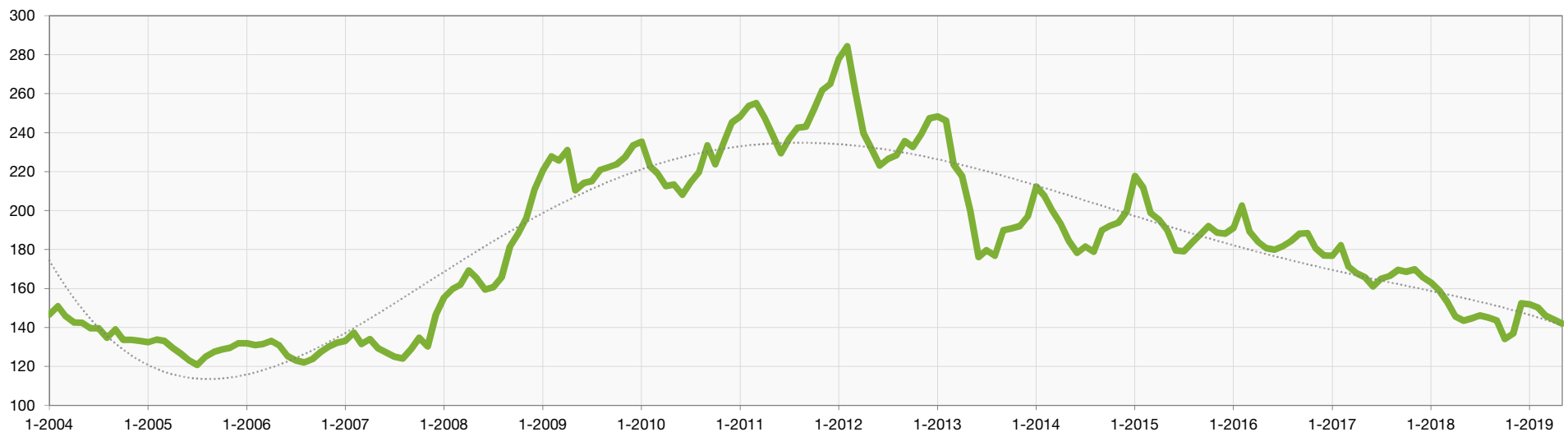


September



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| October | 134 | 169 | - 20.7% |
| November | 137 | 170 | - 19.4% |
| December | 152 | 166 | - 8.4% |
| January | 152 | 163 | - 6.7% |
| February | 150 | 159 | - 5.7% |
| March | 146 | 153 | - 4.6% |
| April | 144 | 146 | - 1.4% |
| May | 142 | 143 | - 0.7% |
| June | 139 | 145 | - 4.1% |
| July | 146 | 146 | 0.0% |
| August | 147 | 145 | + 1.4% |
| September | 148 | 144 | + 2.8% |
| 12-Month Avg | 145 | 154 | - 5.8% |

Historical Housing Affordability Index

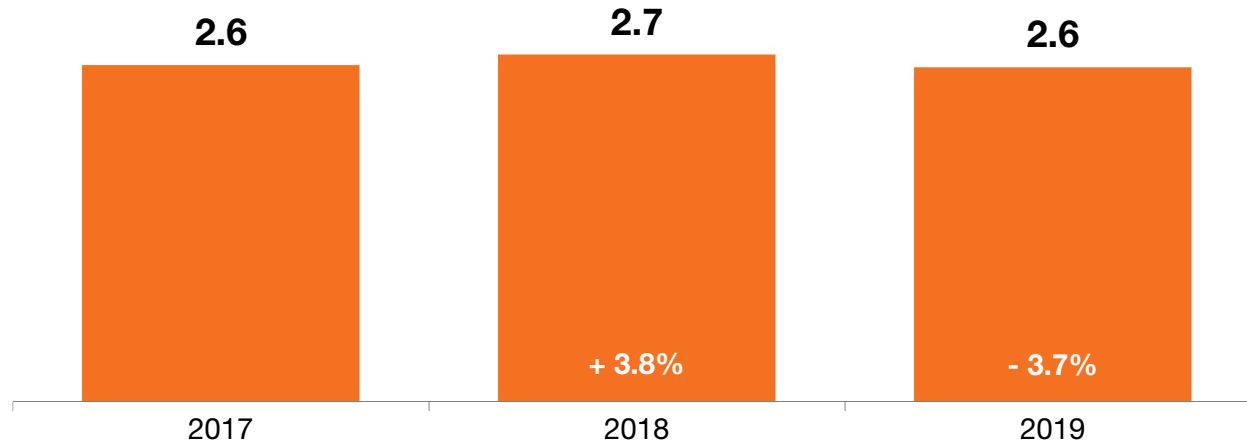


Months Supply of Inventory

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.



September



| Month | Current Activity | One Year Previous | + / - |
|------------------|------------------|-------------------|---------------|
| October | 2.5 | 2.4 | + 4.2% |
| November | 2.2 | 1.9 | + 15.8% |
| December | 1.8 | 1.5 | + 20.0% |
| January | 1.8 | 1.5 | + 20.0% |
| February | 1.8 | 1.7 | + 5.9% |
| March | 2.0 | 1.8 | + 11.1% |
| April | 2.2 | 2.0 | + 10.0% |
| May | 2.5 | 2.3 | + 8.7% |
| June | 2.6 | 2.5 | + 4.0% |
| July | 2.6 | 2.5 | + 4.0% |
| August | 2.6 | 2.6 | 0.0% |
| September | 2.6 | 2.7 | - 3.7% |
| 12-Month Avg | 2.3 | 2.1 | + 9.5% |

Historical Months Supply of Inventory

