

Weekly Market Activity Report



BETTER AGENTS ♦ BETTER COMMUNITIES
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 November 23, 2019

Publish Date: December 2, 2019 • All comparisons are to 2018

Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units. Lawrence Yun, the National Association of REALTORS® chief economist, called the latest figures “tremendously good news for the housing sector.” With builder sentiment and buyer activity remaining strong, it is widely expected that new construction will continue to remain brisk in the coming months.

In the Twin Cities region, for the week ending November 23:

- New Listings increased 74.1% to 928
- Pending Sales increased 39.8% to 966
- Inventory decreased 6.6% to 10,724

For the month of October:

- Median Sales Price increased 5.7% to \$280,000
- Days on Market decreased 4.2% to 46
- Percent of Original List Price Received increased 0.1% to 98.1%
- Months Supply of Homes For Sale decreased 4.0% to 2.4

Quick Facts

+ 74.1%

+ 39.8%

- 6.6%

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

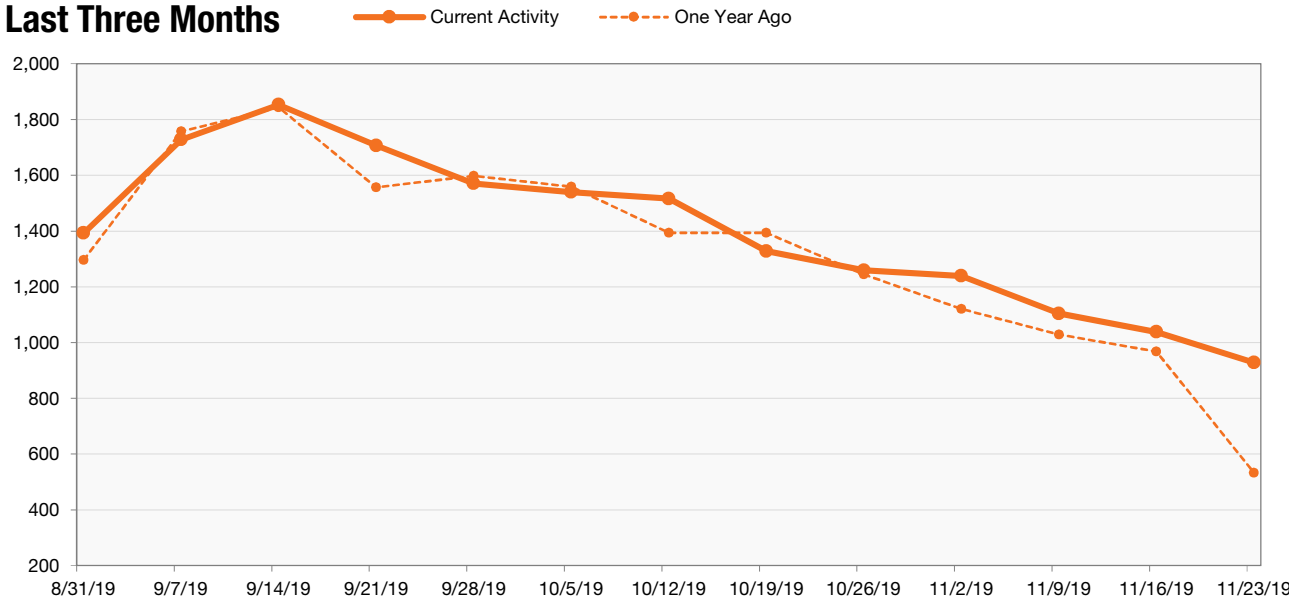


New Listings

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	+ / -
8/31/2019	1,393	1,296	+ 7.5%
9/7/2019	1,728	1,758	- 1.7%
9/14/2019	1,853	1,844	+ 0.5%
9/21/2019	1,707	1,557	+ 9.6%
9/28/2019	1,571	1,598	- 1.7%
10/5/2019	1,540	1,559	- 1.2%
10/12/2019	1,516	1,394	+ 8.8%
10/19/2019	1,328	1,394	- 4.7%
10/26/2019	1,259	1,244	+ 1.2%
11/2/2019	1,239	1,120	+ 10.6%
11/9/2019	1,104	1,029	+ 7.3%
11/16/2019	1,038	968	+ 7.2%
11/23/2019	928	533	+ 74.1%
3-Month Total	18,204	17,294	+ 5.3%

Historical New Listing Activity

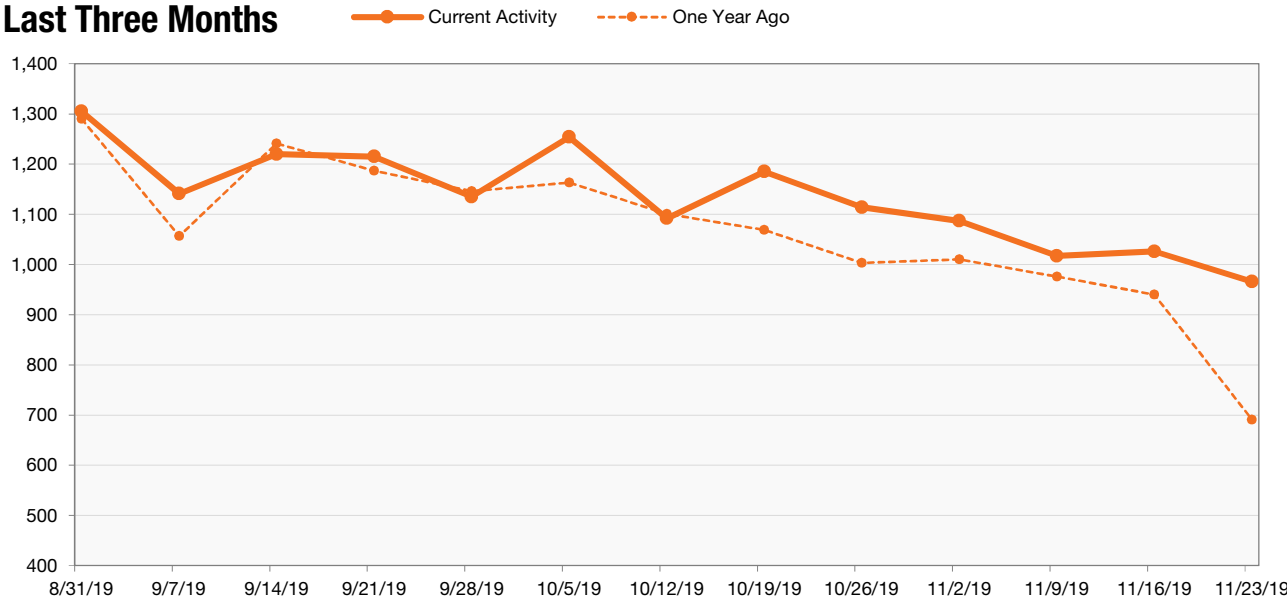


Pending Sales

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	+ / -
8/31/2019	1,305	1,290	+ 1.2%
9/7/2019	1,141	1,057	+ 7.9%
9/14/2019	1,220	1,241	- 1.7%
9/21/2019	1,215	1,187	+ 2.4%
9/28/2019	1,135	1,146	- 1.0%
10/5/2019	1,254	1,163	+ 7.8%
10/12/2019	1,092	1,101	- 0.8%
10/19/2019	1,185	1,069	+ 10.9%
10/26/2019	1,114	1,003	+ 11.1%
11/2/2019	1,087	1,010	+ 7.6%
11/9/2019	1,017	976	+ 4.2%
11/16/2019	1,026	940	+ 9.1%
11/23/2019	966	691	+ 39.8%
3-Month Total	14,757	13,874	+ 6.4%

Historical Pending Sales Activity

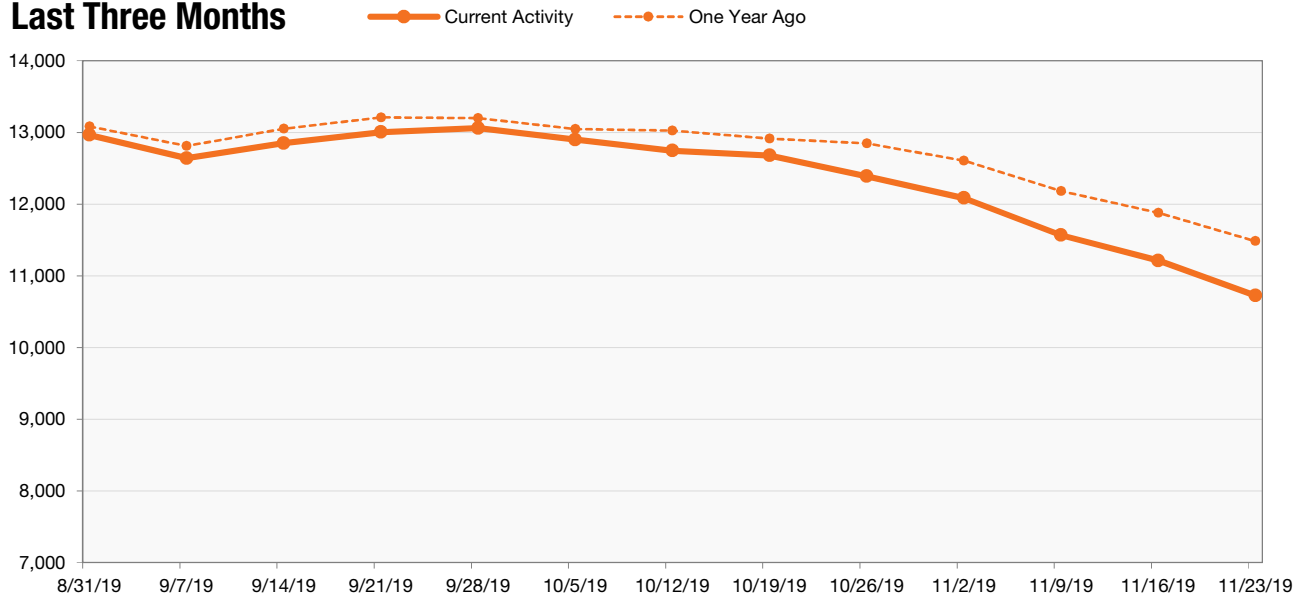


Inventory of Homes for Sale

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	+ / -
8/31/2019	12,965	13,083	- 0.9%
9/7/2019	12,642	12,811	- 1.3%
9/14/2019	12,852	13,053	- 1.5%
9/21/2019	13,005	13,211	- 1.6%
9/28/2019	13,061	13,201	- 1.1%
10/5/2019	12,901	13,047	- 1.1%
10/12/2019	12,747	13,028	- 2.2%
10/19/2019	12,679	12,916	- 1.8%
10/26/2019	12,390	12,846	- 3.5%
11/2/2019	12,085	12,606	- 4.1%
11/9/2019	11,568	12,181	- 5.0%
11/16/2019	11,213	11,877	- 5.6%
11/23/2019	10,724	11,484	- 6.6%
3-Month Avg	12,372	12,719	- 2.7%

Historical Inventory Levels

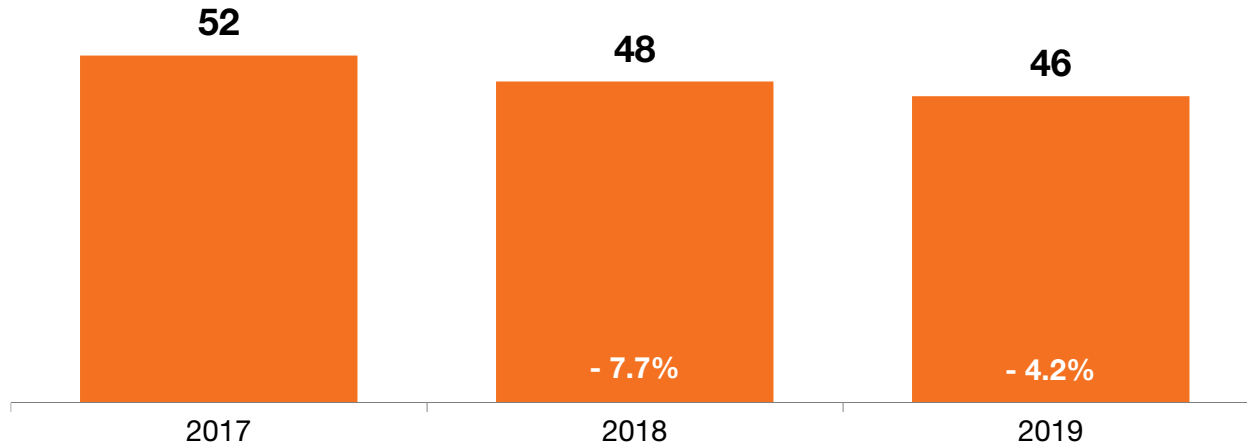


Days on Market Until Sale

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

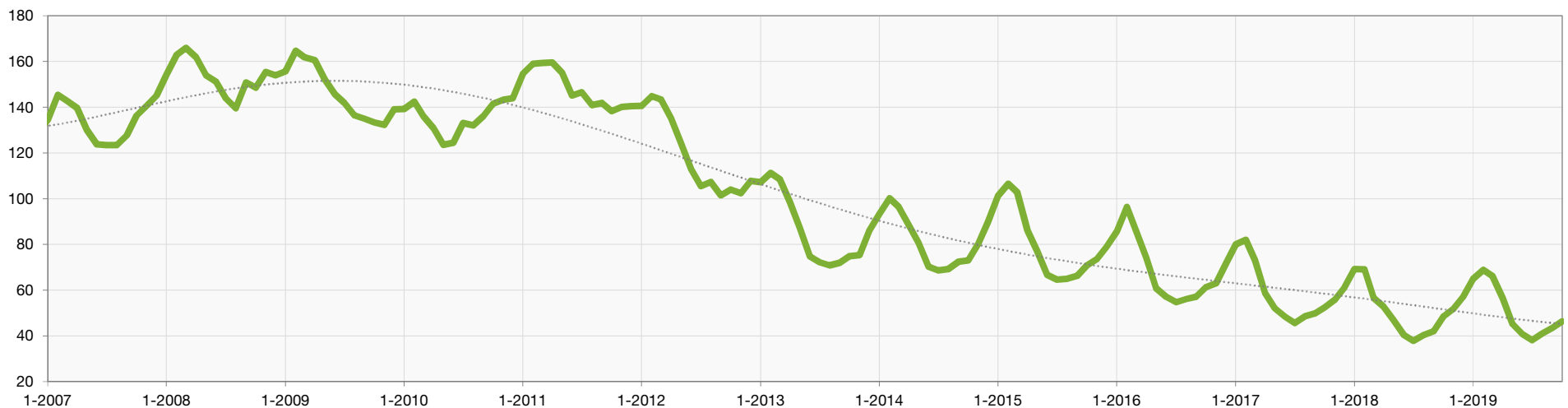


October



Month	Current Activity	One Year Previous	+ / -
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%
October	46	48	- 4.2%
12-Month Avg	49	49	0.0%

Historical Days on Market Until Sale

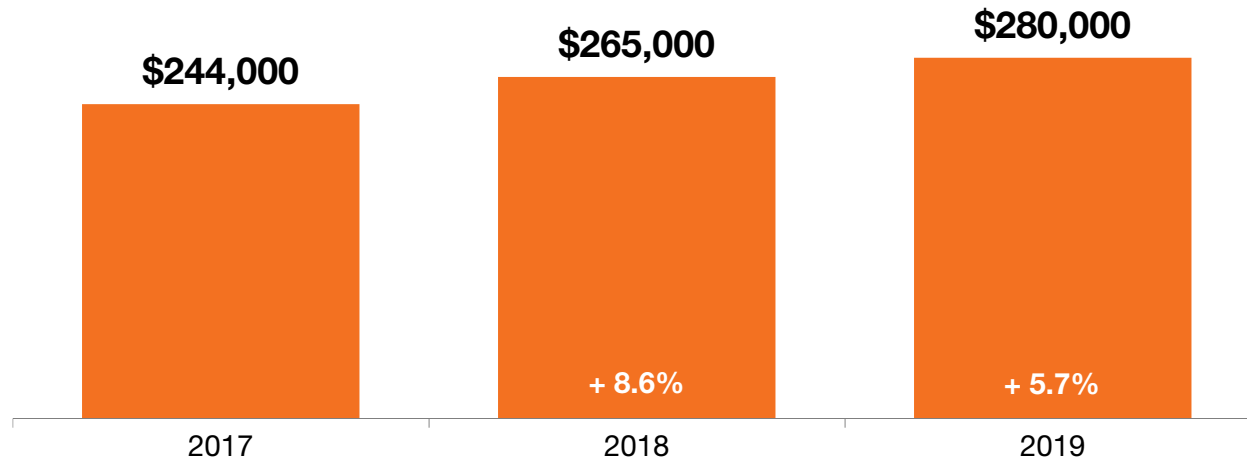


Median Sales Price

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

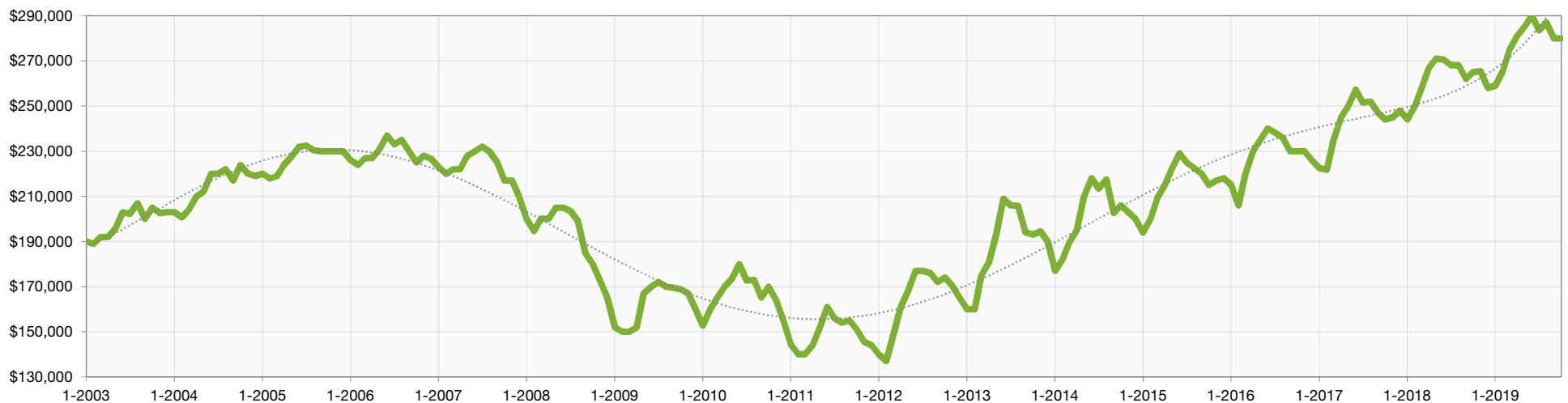


October



Month	Current Activity	One Year Previous	+ / -
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	\$287,000	\$268,000	+ 7.1%
September	\$279,900	\$262,000	+ 6.8%
October	\$280,000	\$265,000	+ 5.7%
12-Month Med	\$279,900	\$261,501	+ 7.0%

Historical Median Sales Price

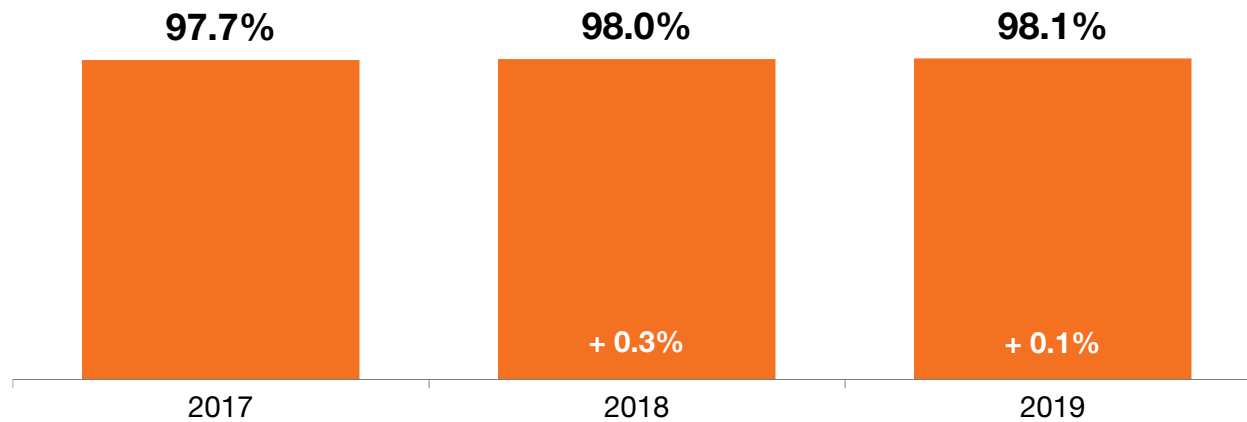


Percent of Original List Price Received

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.

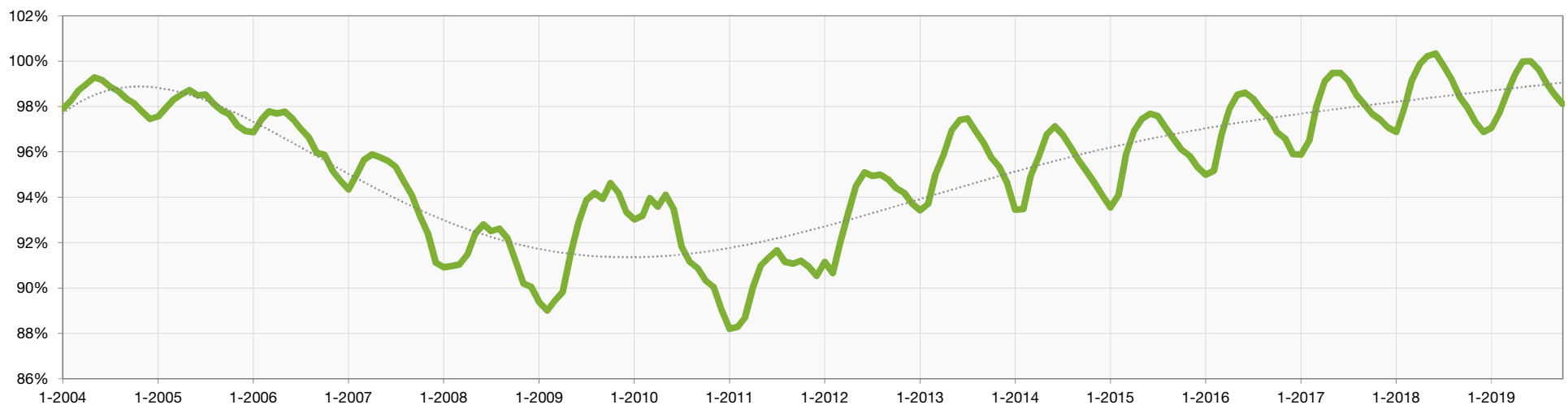


October



Month	Current Activity	One Year Previous	+ / -
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%
October	98.1%	98.0%	+ 0.1%
12-Month Avg	98.7%	98.9%	- 0.2%

Historical Percent of Original List Price Received

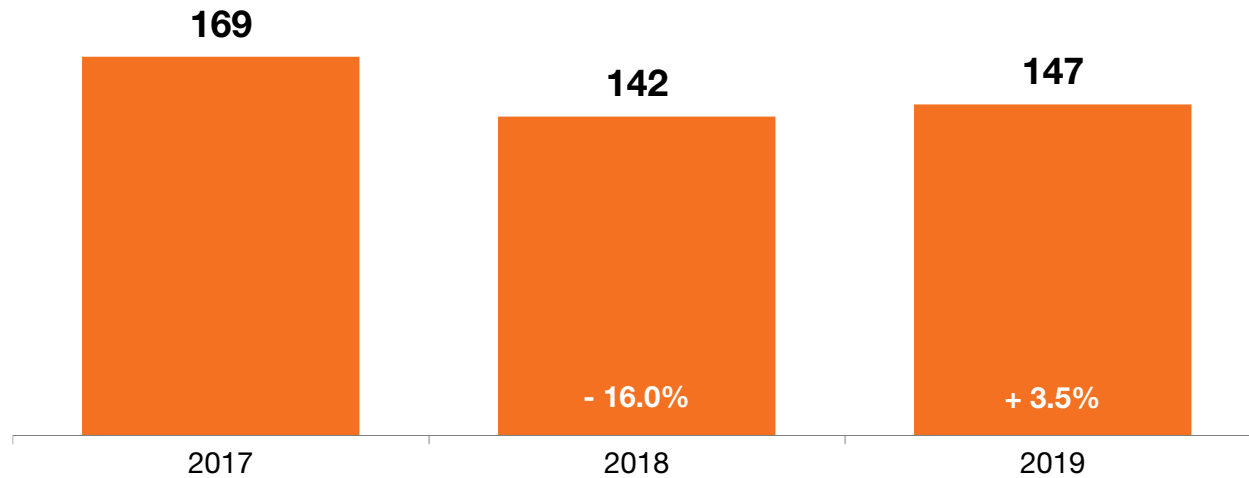


Housing Affordability Index

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.**



October



Month	Current Activity	One Year Previous	+ / -
November	144	170	- 15.3%
December	152	166	- 8.4%
January	152	163	- 6.7%
February	148	159	- 6.9%
March	146	153	- 4.6%
April	143	146	- 2.1%
May	141	143	- 1.4%
June	139	145	- 4.1%
July	145	146	- 0.7%
August	147	145	+ 1.4%
September	147	144	+ 2.1%
October	147	142	+ 3.5%
12-Month Avg	146	152	- 3.9%

Historical Housing Affordability Index

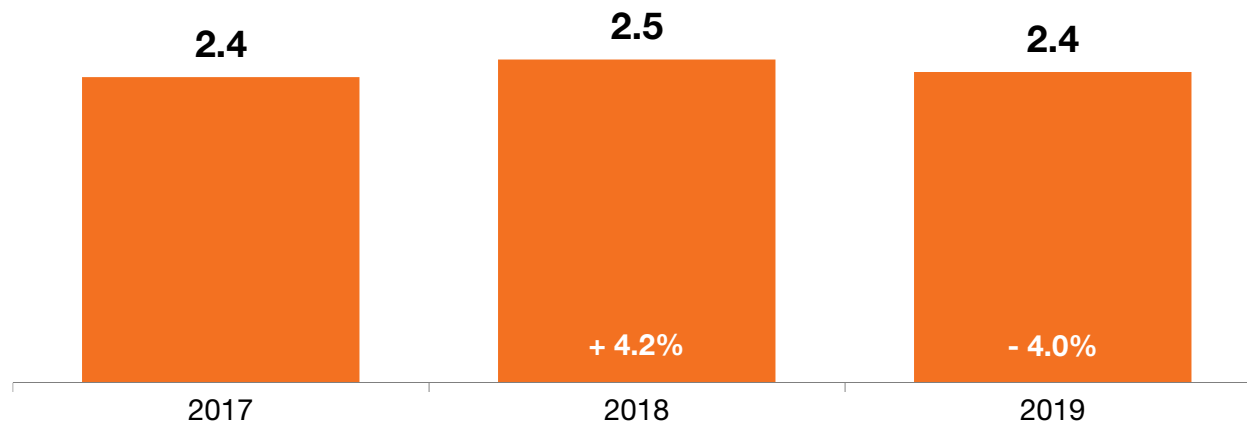


Months Supply of Inventory

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.



October



Month	Current Activity	One Year Previous	+ / -
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%
October	2.4	2.5	- 4.0%
12-Month Avg	2.3	2.1	+ 9.5%

Historical Months Supply of Inventory

