

# 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 December 21, 2019

Publish Date: December 30, 2019 • All comparisons are to 2018

As we close out the last weeks of the year, both buyers and sellers turn their focus from the transacting of homes to preparations for celebrating the holidays with their family and friends. Renewed interest by both buyers and sellers will come in the New Year and with it, the expectations for a strong housing market in 2020.

In the Twin Cities region, for the week ending December 21:

- New Listings increased 6.1% to 524
- Pending Sales decreased 1.3% to 706
- Inventory decreased 13.1% to 8,805

For the month of November:

- Median Sales Price increased 5.6% to \$279,900
- Days on Market decreased 1.9% to 51
- Percent of Original List Price Received increased 0.2% to 97.5%
- Months Supply of Homes For Sale decreased 9.1% to 2.0

## Quick Facts

**+ 6.1%**

**- 1.3%**

**- 13.1%**

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

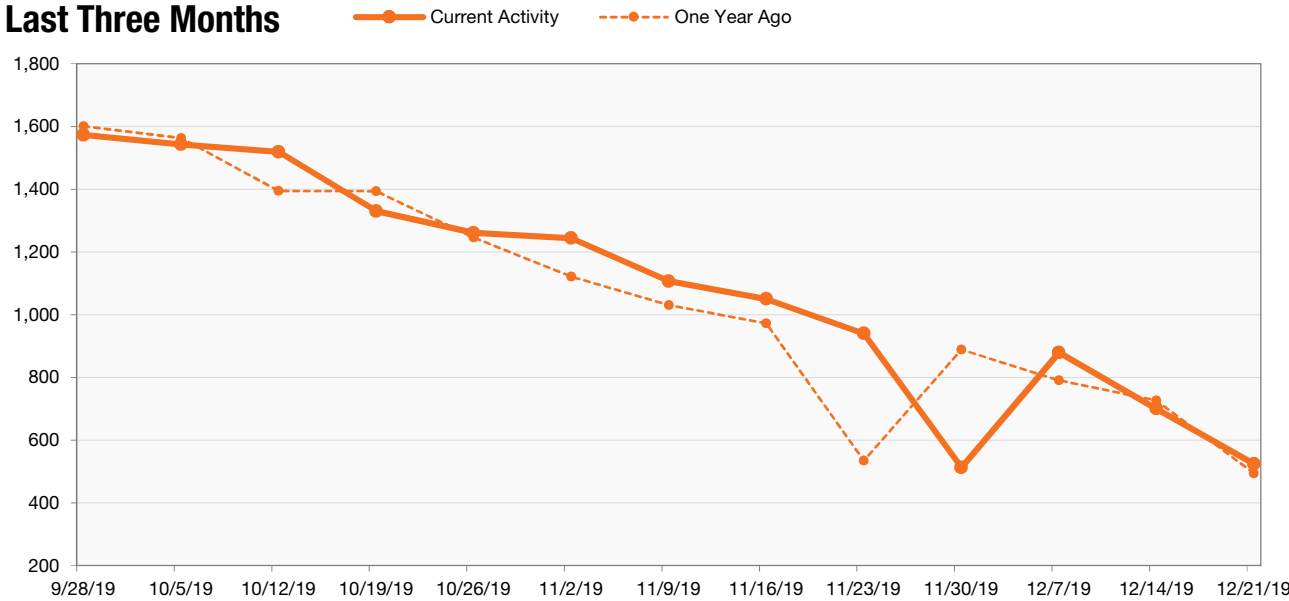


# New Listings

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

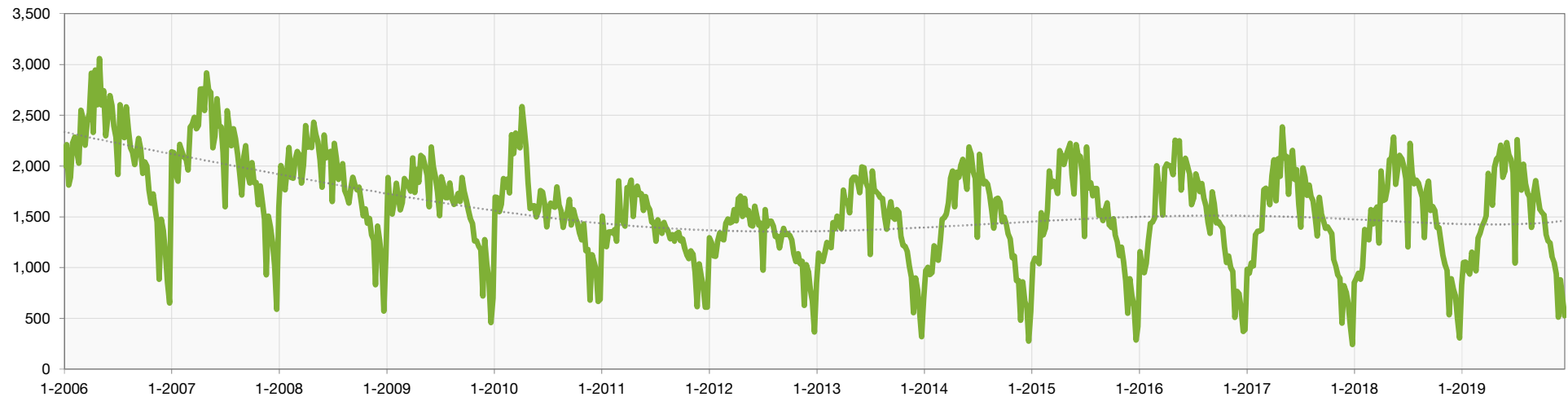


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
9/28/2019	1,573	1,601	- 1.7%
10/5/2019	1,543	1,563	- 1.3%
10/12/2019	1,519	1,395	+ 8.9%
10/19/2019	1,330	1,394	- 4.6%
10/26/2019	1,261	1,246	+ 1.2%
11/2/2019	1,244	1,121	+ 11.0%
11/9/2019	1,107	1,031	+ 7.4%
11/16/2019	1,050	972	+ 8.0%
11/23/2019	940	535	+ 75.7%
11/30/2019	513	889	- 42.3%
12/7/2019	879	791	+ 11.1%
12/14/2019	700	726	- 3.6%
<b>12/21/2019</b>	<b>524</b>	<b>494</b>	<b>+ 6.1%</b>
<b>3-Month Total</b>	<b>14,183</b>	<b>13,758</b>	<b>+ 3.1%</b>

## Historical New Listing Activity

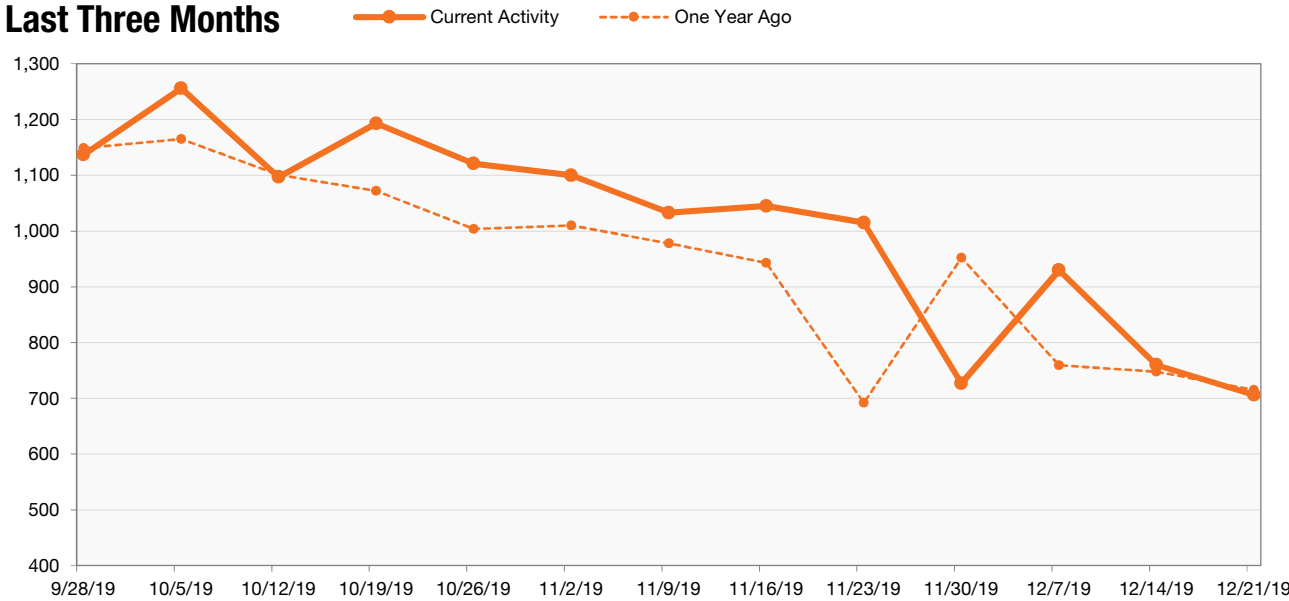


# Pending Sales

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

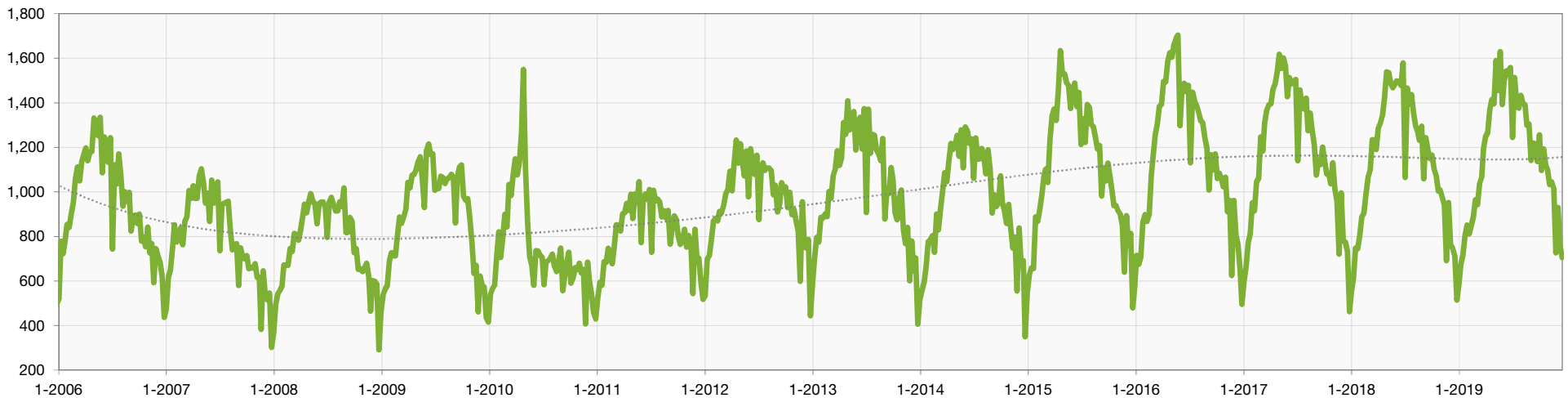


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
9/28/2019	1,137	1,149	- 1.0%
10/5/2019	1,256	1,165	+ 7.8%
10/12/2019	1,097	1,101	- 0.4%
10/19/2019	1,193	1,072	+ 11.3%
10/26/2019	1,121	1,004	+ 11.7%
11/2/2019	1,100	1,010	+ 8.9%
11/9/2019	1,033	978	+ 5.6%
11/16/2019	1,045	943	+ 10.8%
11/23/2019	1,015	692	+ 46.7%
11/30/2019	727	952	- 23.6%
12/7/2019	930	759	+ 22.5%
12/14/2019	760	748	+ 1.6%
<b>12/21/2019</b>	<b>706</b>	<b>715</b>	<b>- 1.3%</b>
<b>3-Month Total</b>	<b>13,120</b>	<b>12,288</b>	<b>+ 6.8%</b>

## Historical Pending Sales Activity

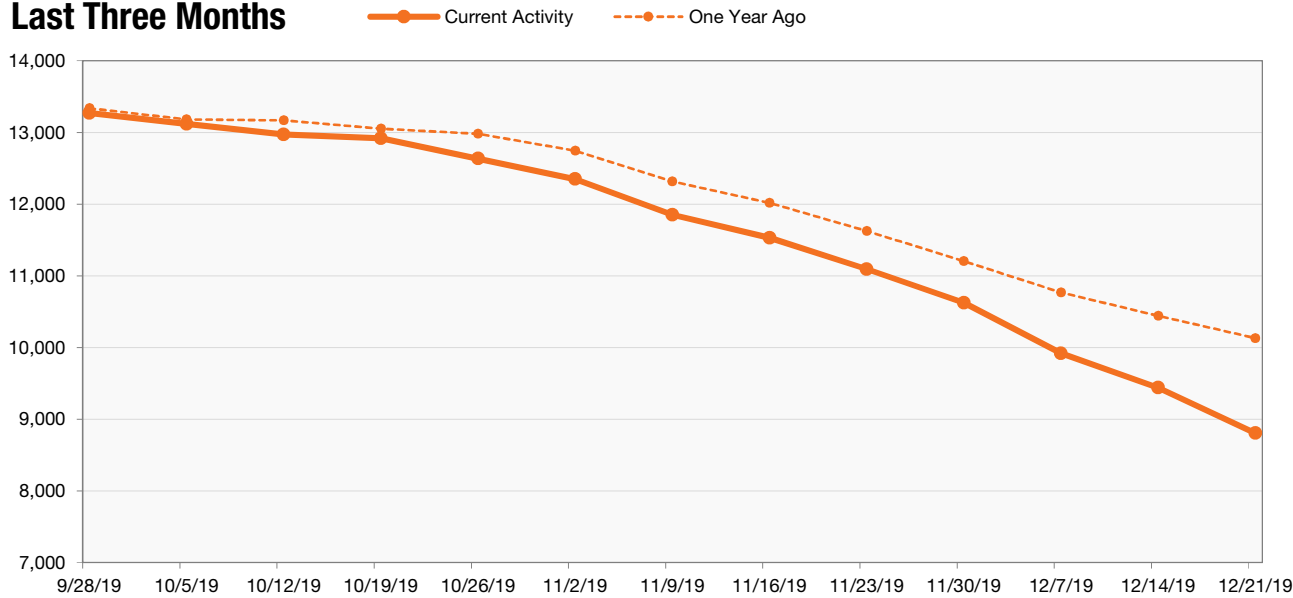


# Inventory of Homes for Sale

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

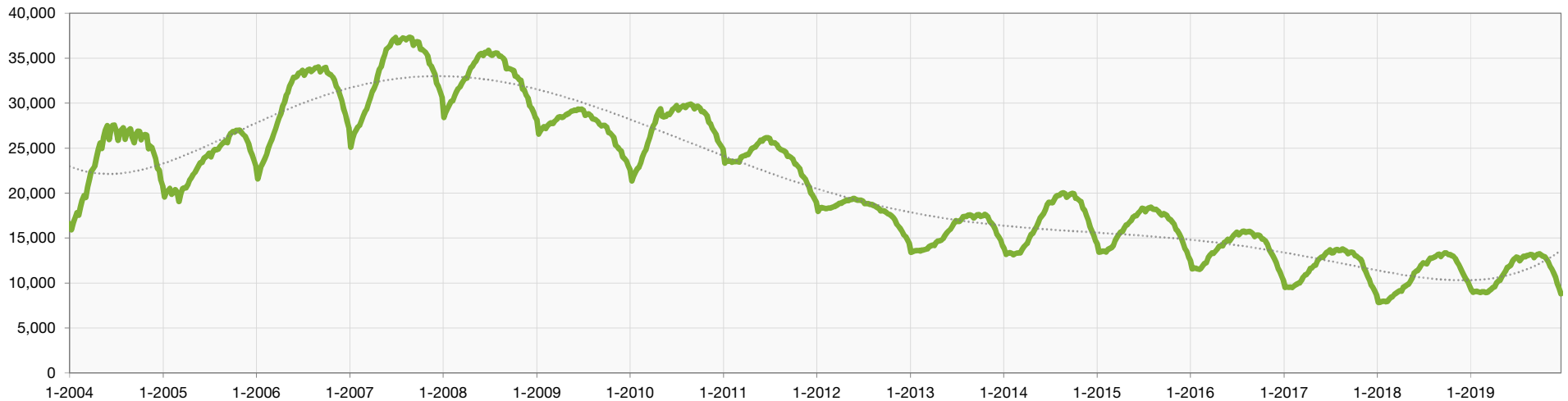


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
9/28/2019	13,271	13,337	- 0.5%
10/5/2019	13,119	13,182	- 0.5%
10/12/2019	12,972	13,167	- 1.5%
10/19/2019	12,917	13,055	- 1.1%
10/26/2019	12,634	12,981	- 2.7%
11/2/2019	12,348	12,744	- 3.1%
11/9/2019	11,852	12,318	- 3.8%
11/16/2019	11,530	12,016	- 4.0%
11/23/2019	11,093	11,623	- 4.6%
11/30/2019	10,624	11,203	- 5.2%
12/7/2019	9,919	10,769	- 7.9%
12/14/2019	9,438	10,442	- 9.6%
<b>12/21/2019</b>	<b>8,805</b>	<b>10,131</b>	<b>- 13.1%</b>
3-Month Avg	11,579	12,074	- 4.1%

## Historical Inventory Levels

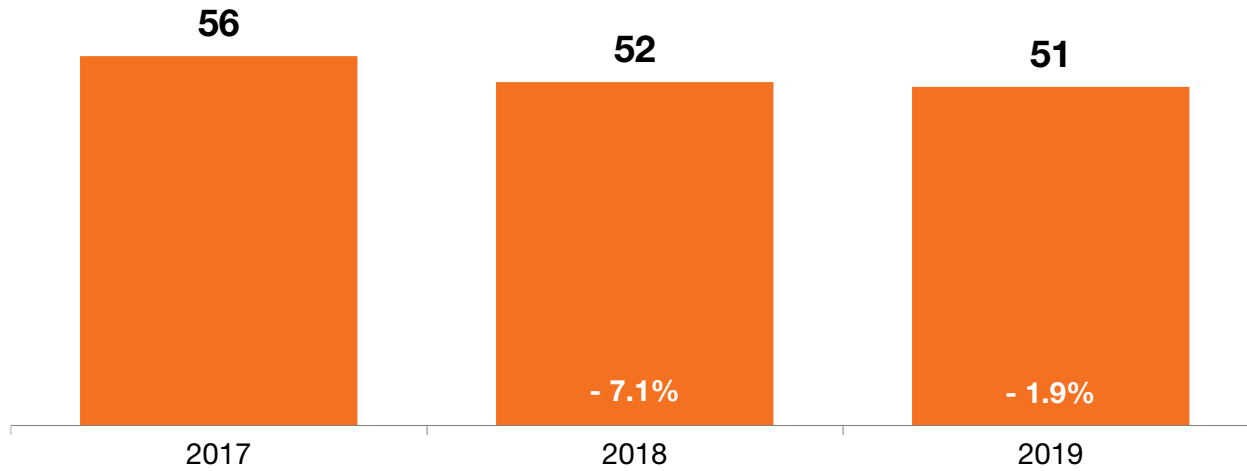


# Days on Market Until Sale

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

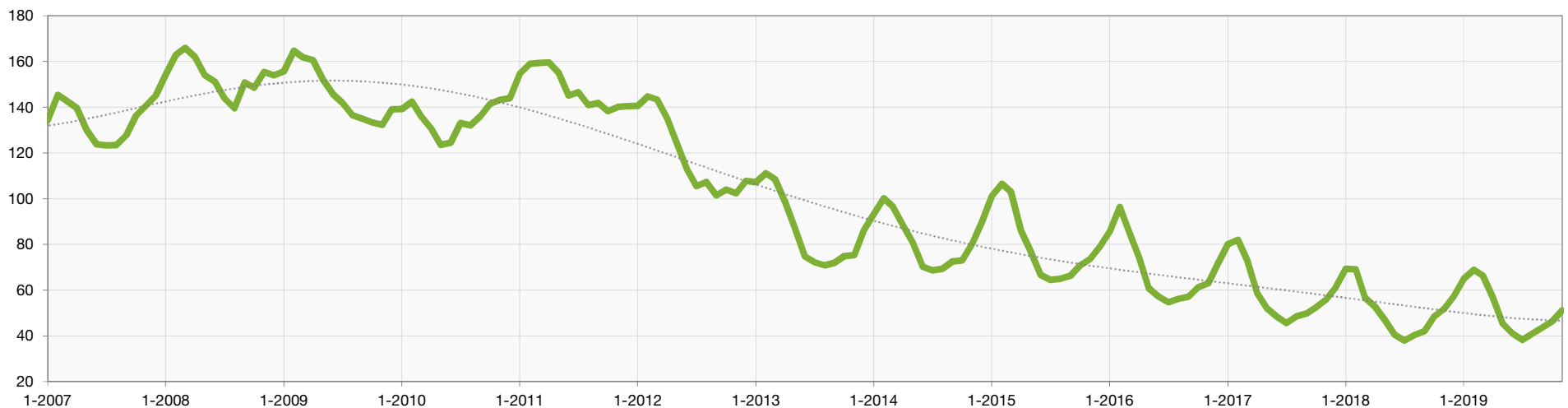


## November



Month	Current Activity	One Year Previous	+ / -
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	44	42	+ 4.8%
October	46	48	- 4.2%
<b>November</b>	<b>51</b>	<b>52</b>	<b>- 1.9%</b>
12-Month Avg	49	49	0.0%

## Historical Days on Market Until Sale

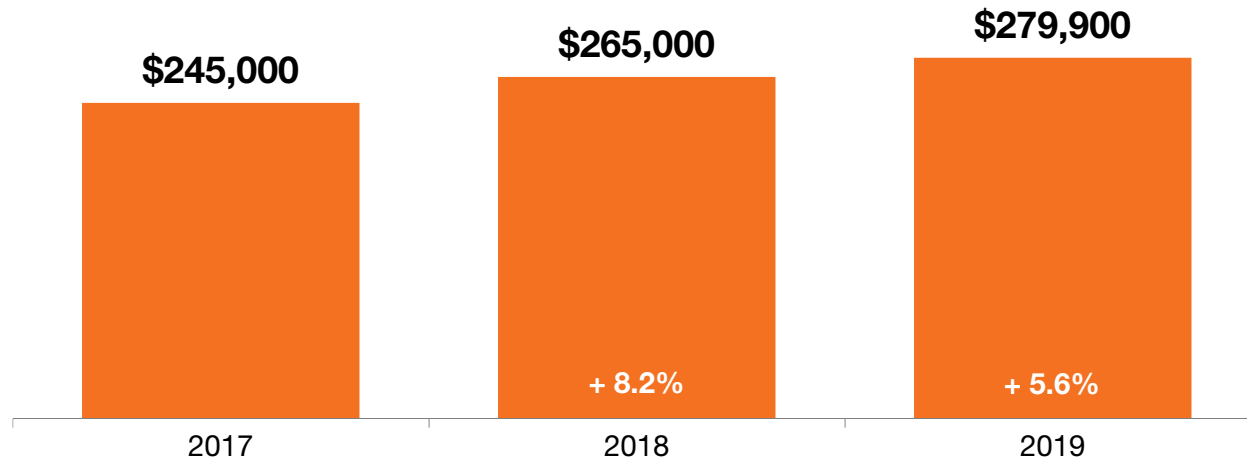


# Median Sales Price

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

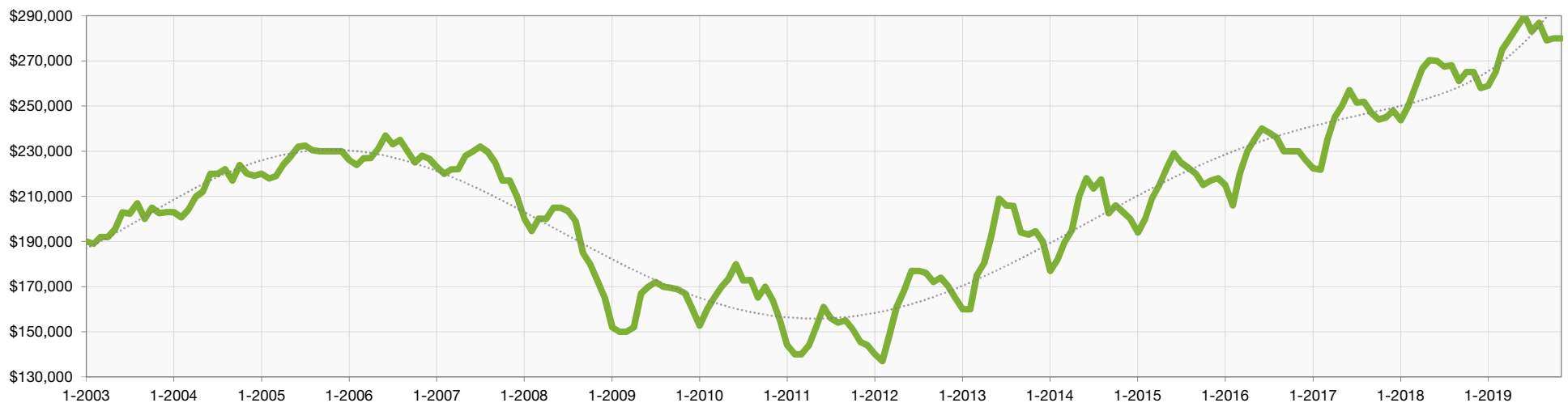


## November



Month	Current Activity	One Year Previous	+ / -
December	\$257,900	\$248,000	+ 4.0%
January	\$259,000	\$243,750	+ 6.3%
February	\$265,187	\$250,000	+ 6.1%
March	\$275,000	\$258,000	+ 6.6%
April	\$280,000	\$266,500	+ 5.1%
May	\$285,000	\$270,315	+ 5.4%
June	\$290,000	\$270,000	+ 7.4%
July	\$283,000	\$267,500	+ 5.8%
August	\$286,825	\$268,000	+ 7.0%
September	\$279,000	\$261,000	+ 6.9%
October	\$280,000	\$265,000	+ 5.7%
<b>November</b>	<b>\$279,900</b>	<b>\$265,000</b>	<b>+ 5.6%</b>
12-Month Med	\$280,000	\$264,000	+ 6.1%

## Historical Median Sales Price

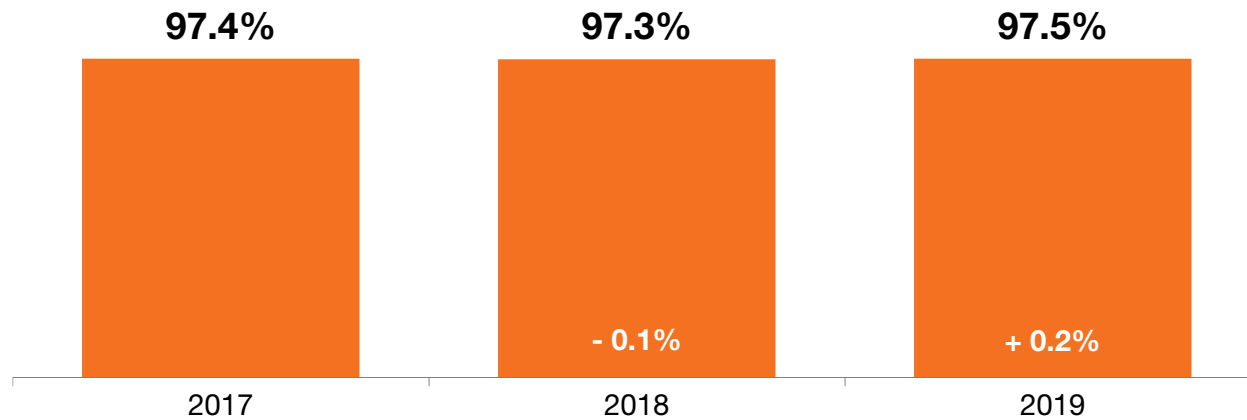


# Percent of Original List Price Received

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.

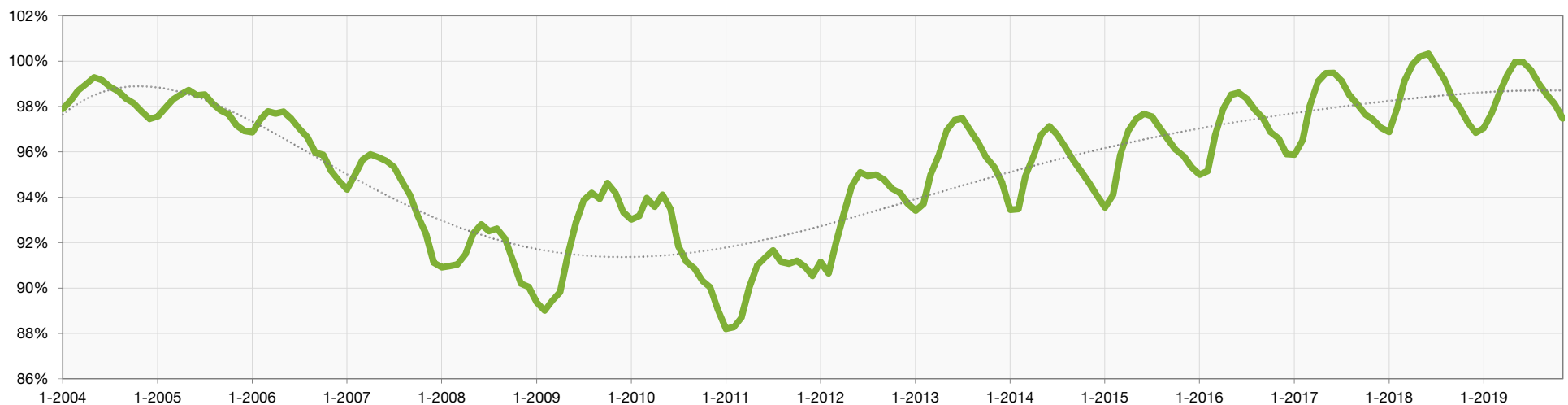


## November



Month	Current Activity	One Year Previous	+ / -
December	96.8%	97.1%	- 0.3%
January	97.1%	96.9%	+ 0.2%
February	97.7%	97.9%	- 0.2%
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%	97.9%	+ 0.2%
<b>November</b>	<b>97.5%</b>	<b>97.3%</b>	<b>+ 0.2%</b>
12-Month Avg	98.7%	98.9%	- 0.2%

## Historical Percent of Original List Price Received

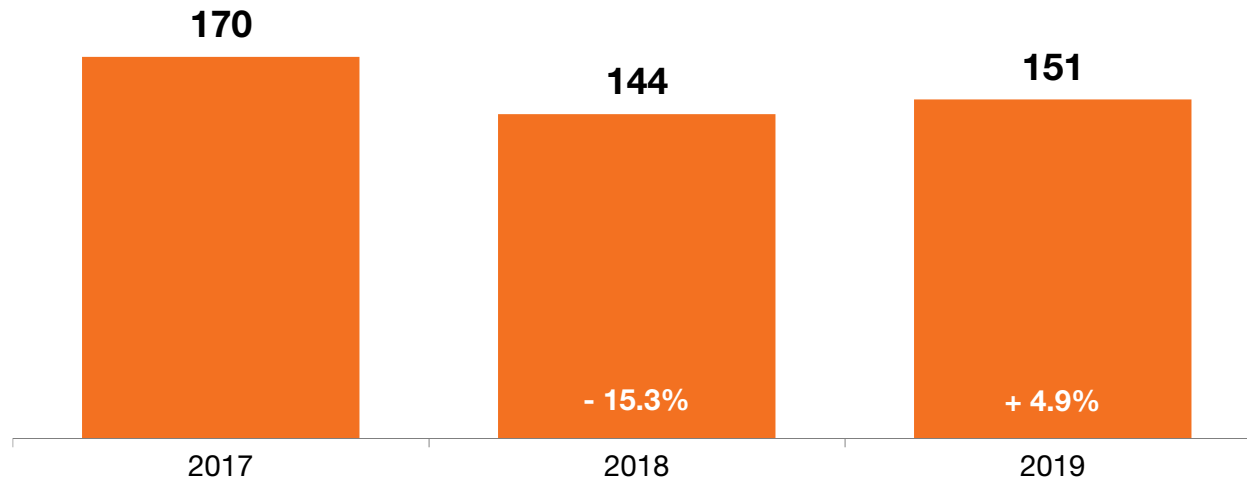


# Housing Affordability Index

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.**

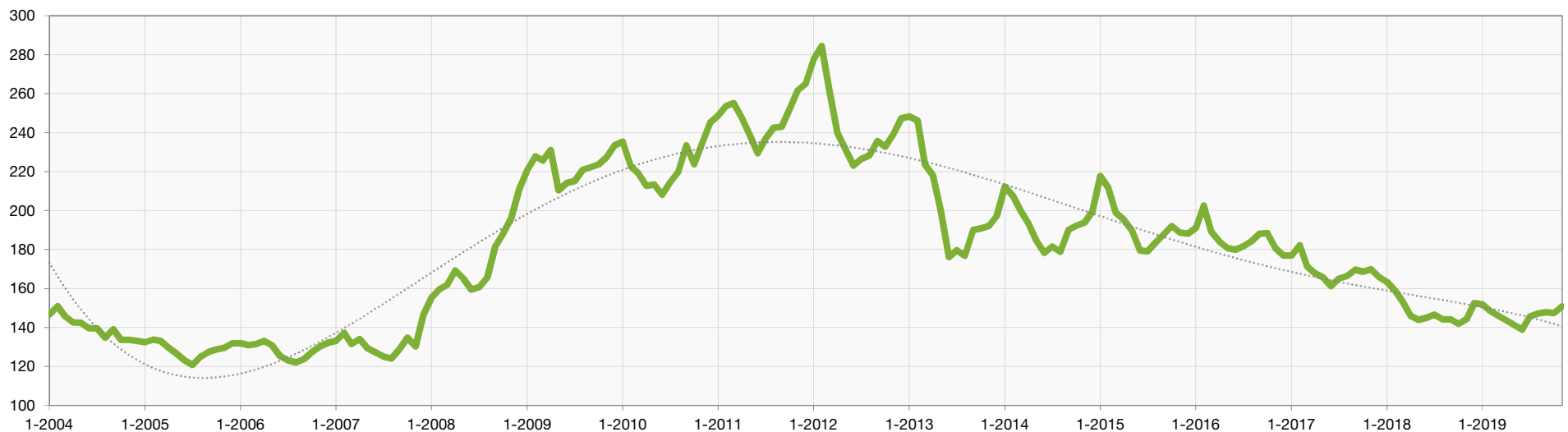


## November



Month	Current Activity	One Year Previous	+ / -
December	153	166	- 7.8%
January	152	163	- 6.7%
February	148	159	- 6.9%
March	146	153	- 4.6%
April	144	146	- 1.4%
May	141	144	- 2.1%
June	139	145	- 4.1%
July	146	147	- 0.7%
August	147	144	+ 2.1%
September	148	144	+ 2.8%
October	147	142	+ 3.5%
<b>November</b>	<b>151</b>	<b>144</b>	<b>+ 4.9%</b>
12-Month Avg	147	150	- 2.0%

## Historical Housing Affordability Index



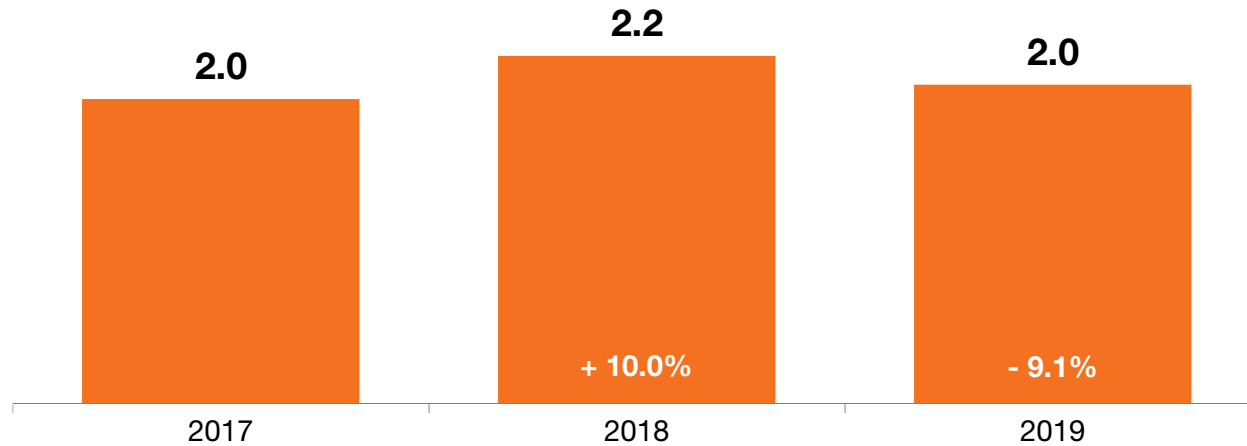


# Months Supply of Inventory

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.



## November



Month	Current Activity	One Year Previous	+ / -
December	1.9	1.5	+ 26.7%
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	2.7	2.5	+ 8.0%
July	2.6	2.6	0.0%
August	2.6	2.6	0.0%
September	2.7	2.7	0.0%
October	2.4	2.5	- 4.0%
<b>November</b>	<b>2.0</b>	<b>2.2</b>	<b>- 9.1%</b>
12-Month Avg	2.3	2.2	+ 4.5%

## Historical Months Supply of Inventory

