

# Weekly Market Activity Report



MINNEAPOLIS AREA Association  
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A RESEARCH TOOL FROM THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®  
BROUGHT TO YOU BY THE UNIQUE DATA-SHARING TRADITIONS OF THE REALTOR® COMMUNITY

## For Week Ending January 12, 2013

Publish Date: January 22, 2013 • All comparisons are to 2012

The first full week of 2013 market data looks a lot like most of 2012 did. But let's go beyond the obvious. Consider this: Americans formed substantially more new households in 2012 than we built, which is partly responsible for the ongoing declines in active listings. Our population continues to expand from both natural reproduction and in-migration. But builders and lenders lacked the confidence and risk appetite to build in larger volumes. Unlike our sluggish jobs recovery, this imbalance actually stands to further fuel our fledgling housing recovery. If only all those new households could secure adequate employment, we'd be off to the races.

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

- New Listings decreased 8.0% to 1,120
- Pending Sales increased 4.3% to 722
- Inventory decreased 31.7% to 12,123

For the month of December:

- Median Sales Price increased 15.9% to \$168,000
- Days on Market decreased 23.4% to 108
- Percent of Original List Price Received increased 3.5% to 93.8%
- Months Supply of Inventory decreased 42.0% to 2.9

## Quick Facts

<b>- 8.0%</b>	<b>+ 4.3%</b>	<b>- 31.7%</b>
Change in New Listings	Change in Pending Sales	Change in Inventory

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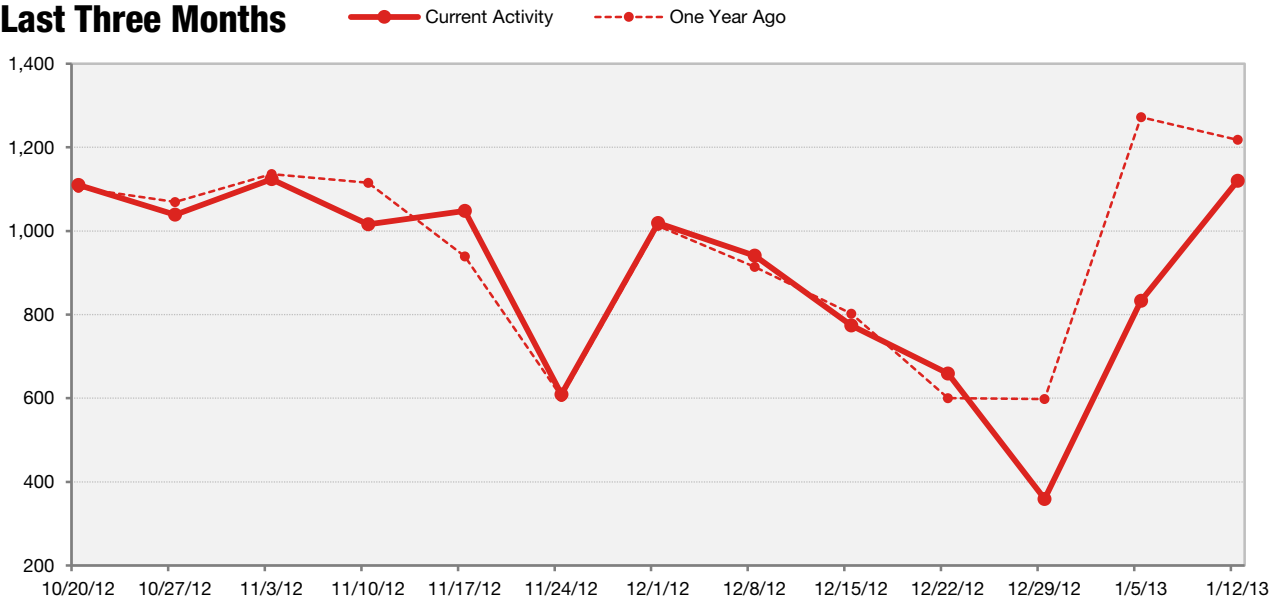
# New Listings

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



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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/20/2012	1,110	1,103	+ 0.6%
10/27/2012	1,039	1,069	- 2.8%
11/3/2012	1,124	1,136	- 1.1%
11/10/2012	1,016	1,115	- 8.9%
11/17/2012	1,048	939	+ 11.6%
11/24/2012	609	603	+ 1.0%
12/1/2012	1,019	1,012	+ 0.7%
12/8/2012	941	914	+ 3.0%
12/15/2012	774	802	- 3.5%
12/22/2012	659	600	+ 9.8%
12/29/2012	359	598	- 40.0%
1/5/2013	833	1,272	- 34.5%
1/12/2013	1,120	1,218	- 8.0%
<b>3-Month Total</b>	<b>11,651</b>	<b>12,381</b>	<b>- 5.9%</b>

## Historical New Listings



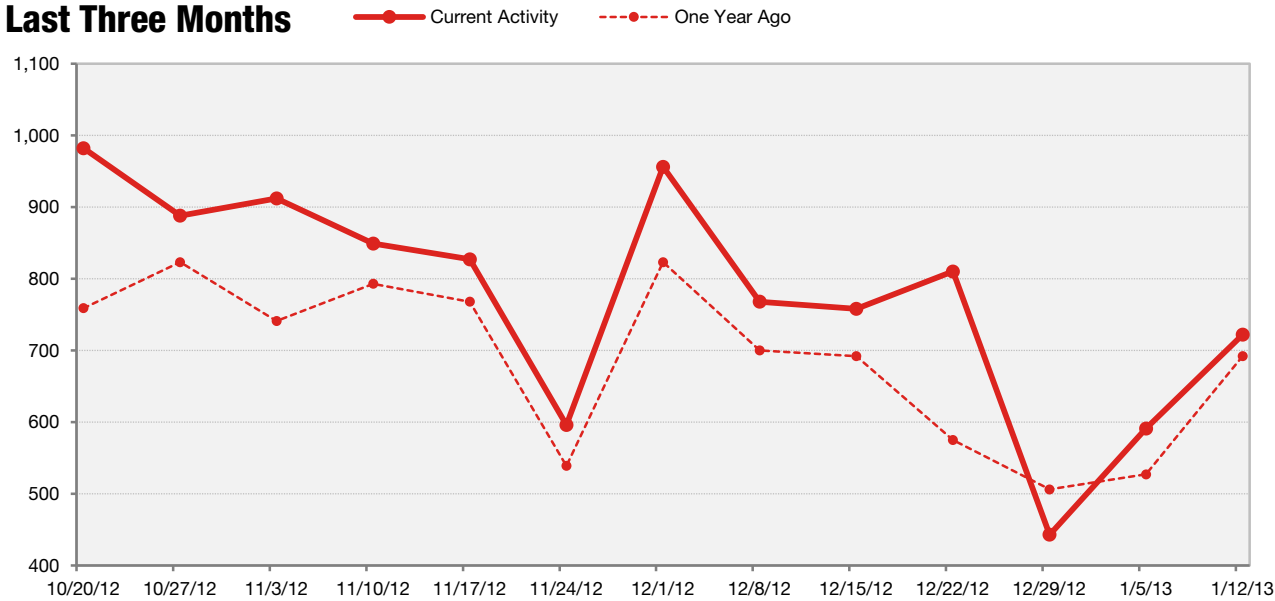
# Pending Sales

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



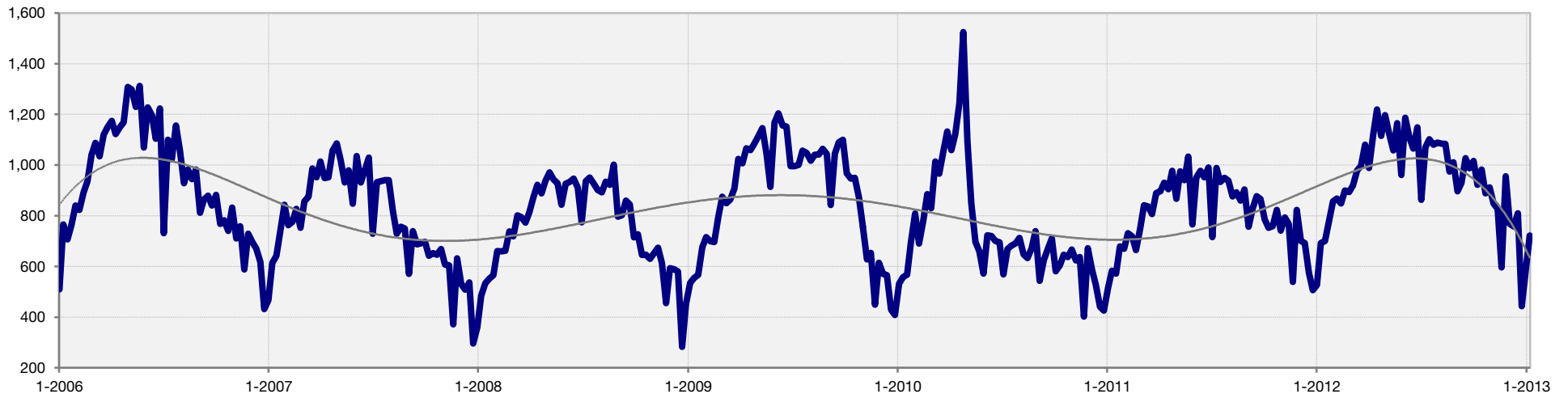
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/20/2012	982	759	+ 29.4%
10/27/2012	888	823	+ 7.9%
11/3/2012	912	741	+ 23.1%
11/10/2012	849	793	+ 7.1%
11/17/2012	827	768	+ 7.7%
11/24/2012	596	539	+ 10.6%
12/1/2012	956	823	+ 16.2%
12/8/2012	768	700	+ 9.7%
12/15/2012	758	692	+ 9.5%
12/22/2012	810	575	+ 40.9%
12/29/2012	443	506	- 12.5%
1/5/2013	591	527	+ 12.1%
1/12/2013	722	692	+ 4.3%
<b>3-Month Total</b>	<b>10,102</b>	<b>8,938</b>	<b>+ 13.0%</b>

## Historical Pending Sales



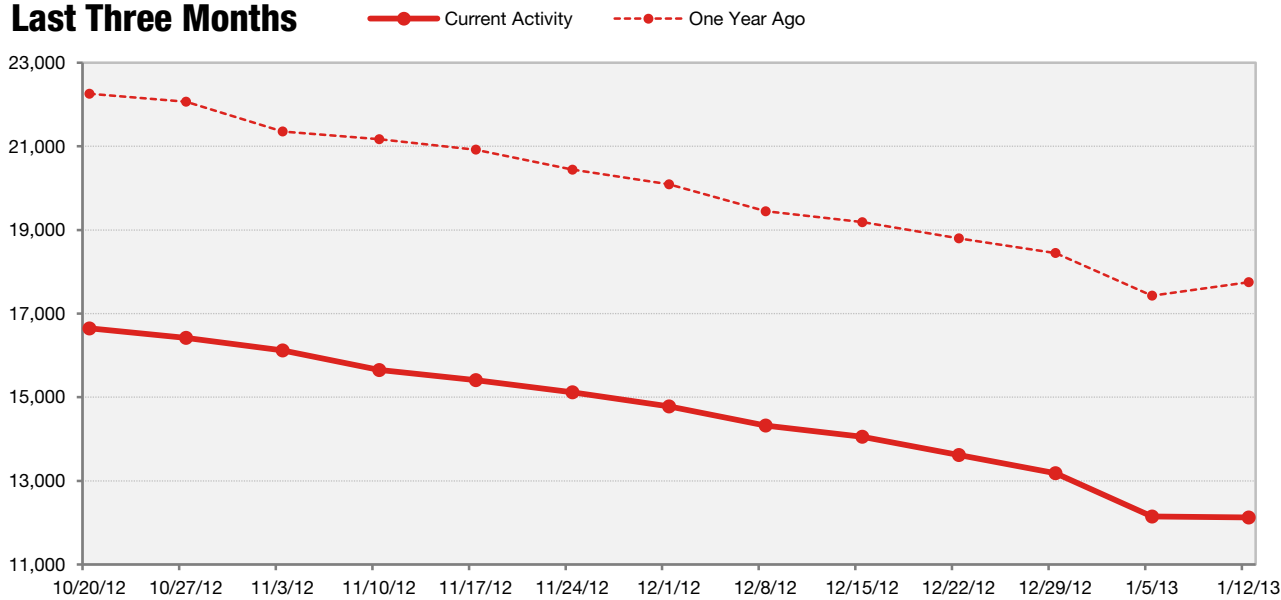
# Inventory of Homes for Sale

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



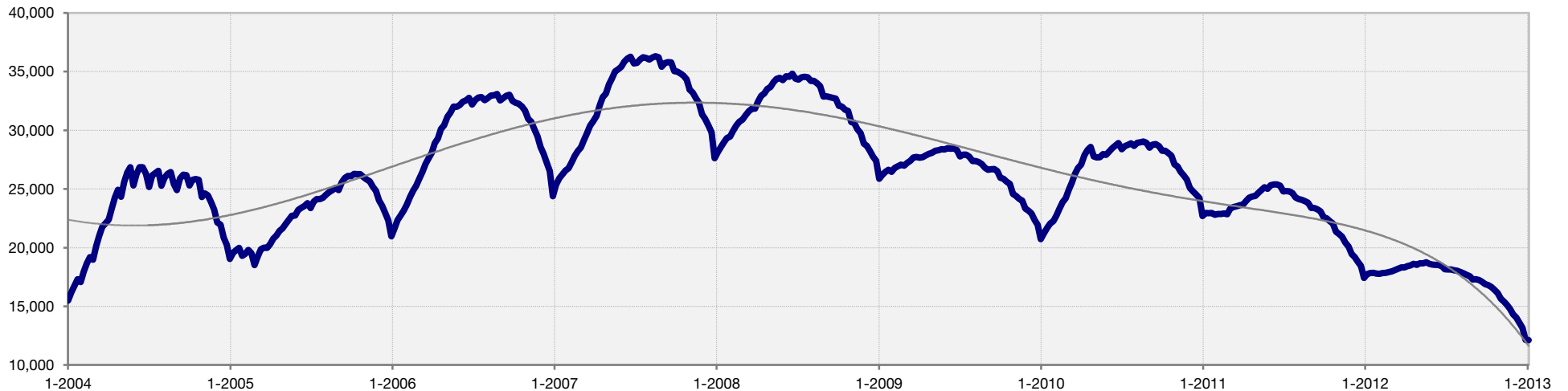
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/20/2012	16,644	22,257	- 25.2%
10/27/2012	16,419	22,067	- 25.6%
11/3/2012	16,118	21,355	- 24.5%
11/10/2012	15,649	21,170	- 26.1%
11/17/2012	15,408	20,921	- 26.4%
11/24/2012	15,117	20,441	- 26.0%
12/1/2012	14,779	20,091	- 26.4%
12/8/2012	14,322	19,446	- 26.3%
12/15/2012	14,054	19,185	- 26.7%
12/22/2012	13,617	18,799	- 27.6%
12/29/2012	13,182	18,449	- 28.5%
1/5/2013	12,146	17,429	- 30.3%
1/12/2013	12,123	17,751	- 31.7%
<b>3-Month Avg</b>	<b>14,583</b>	<b>19,951</b>	<b>- 26.9%</b>

## Historical Inventory Levels



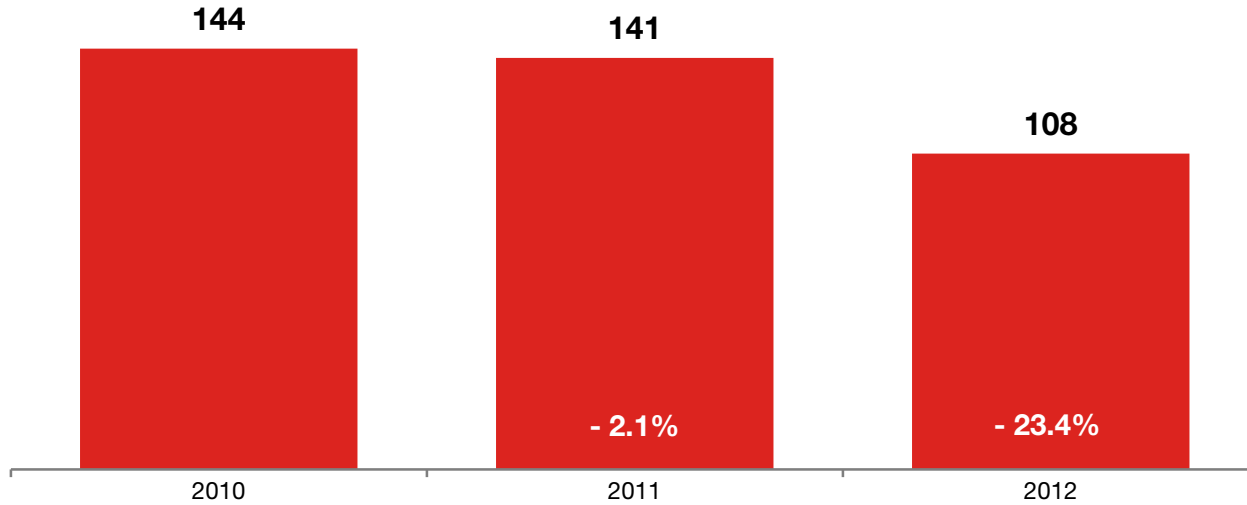
# Days on Market Until Sale

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



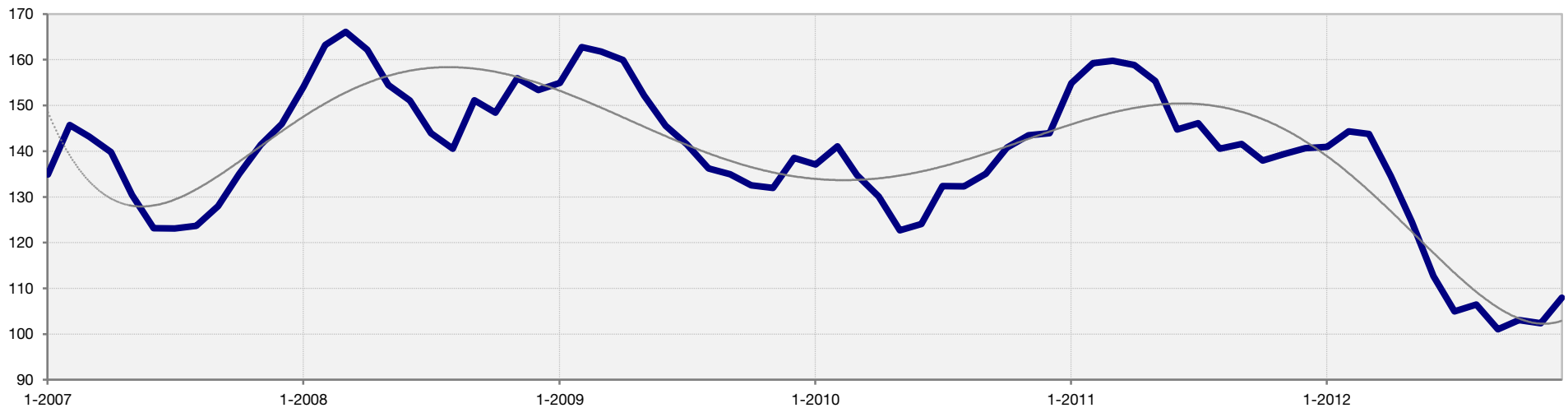
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## December



Month	Current Activity	One Year Previous	+ / -
January	141	155	- 9.0%
February	144	159	- 9.4%
March	144	160	- 10.0%
April	135	159	- 15.1%
May	125	155	- 19.4%
June	113	145	- 22.1%
July	105	146	- 28.1%
August	106	141	- 24.8%
September	101	142	- 28.9%
October	103	138	- 25.4%
November	102	139	- 26.6%
December	108	141	- 23.4%
12-Month Avg	117	147	- 20.4%

## Historical Days on Market Until Sale



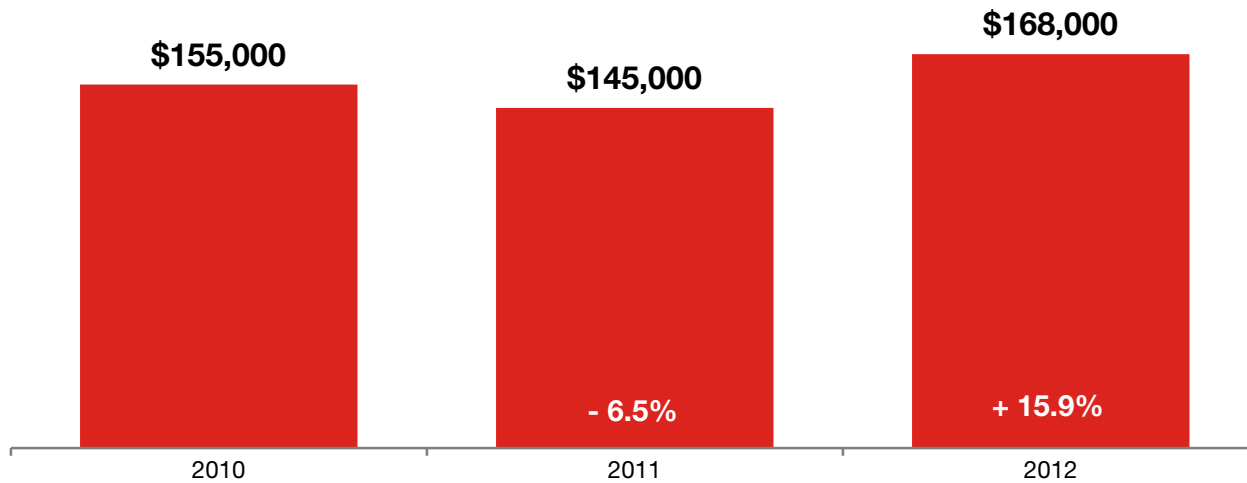
# Median Sales Price

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



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## December



Month	Current Activity	One Year Previous	+ / -
January	\$140,000	\$145,000	- 3.4%
February	\$138,500	\$140,000	- 1.1%
March	\$149,900	\$140,000	+ 7.1%
April	\$162,500	\$145,000	+ 12.1%
May	\$169,000	\$153,000	+ 10.5%
June	\$178,675	\$162,100	+ 10.2%
July	\$178,044	\$157,500	+ 13.0%
August	\$177,900	\$155,000	+ 14.8%
September	\$174,500	\$155,000	+ 12.6%
October	\$175,000	\$152,500	+ 14.8%
November	\$172,000	\$148,000	+ 16.2%
December	\$168,000	\$145,000	+ 15.9%
12-Month Med	\$167,900	\$150,000	+ 11.9%

## Historical Median Sales Price



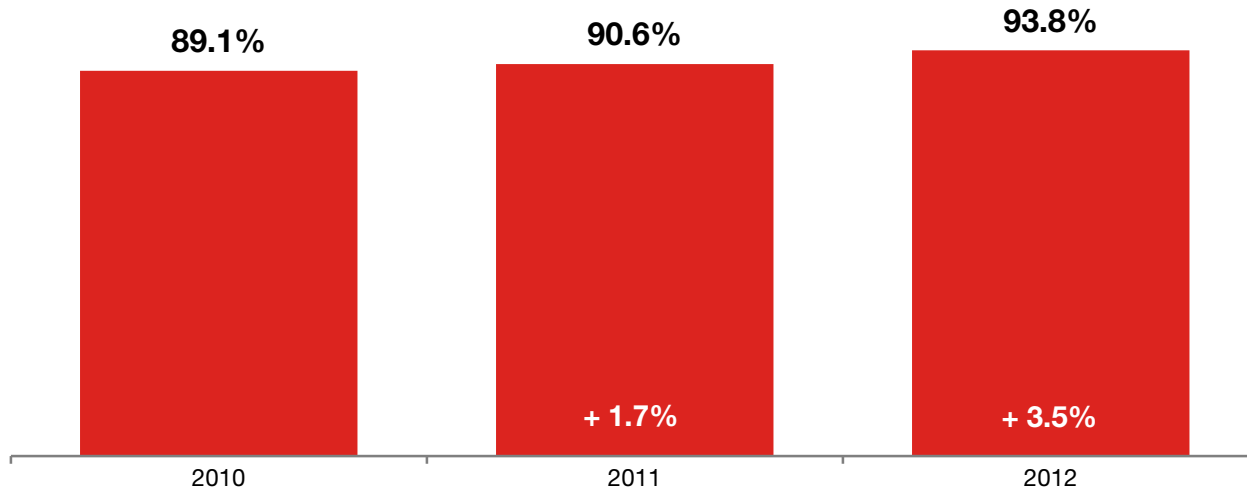
# Percent of Original List Price Received

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.



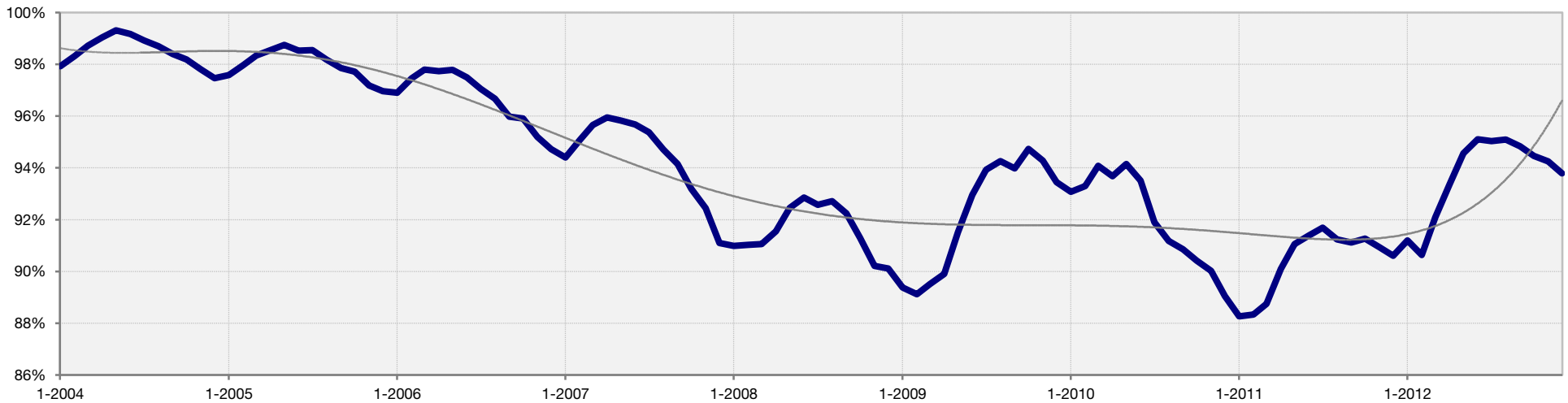
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## December



Month	Current Activity	One Year Previous	+ / -
January	91.2%	88.3%	+ 3.3%
February	90.6%	88.3%	+ 2.6%
March	92.1%	88.7%	+ 3.8%
April	93.4%	90.1%	+ 3.7%
May	94.6%	91.1%	+ 3.8%
June	95.1%	91.4%	+ 4.0%
July	95.0%	91.7%	+ 3.6%
August	95.1%	91.2%	+ 4.3%
September	94.8%	91.1%	+ 4.1%
October	94.5%	91.3%	+ 3.5%
November	94.2%	90.9%	+ 3.6%
December	93.8%	90.6%	+ 3.5%
12-Month Avg	94.0%	90.6%	+ 3.8%

## Historical Percent of Original List Price Received



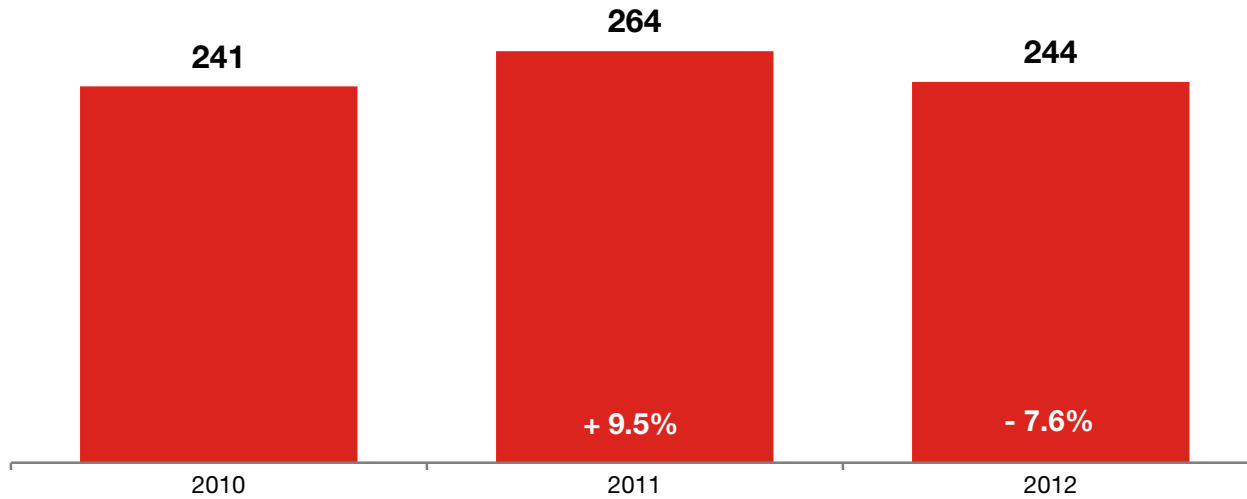
# Housing Affordability Index

This index measures housing affordability for the region. 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.**



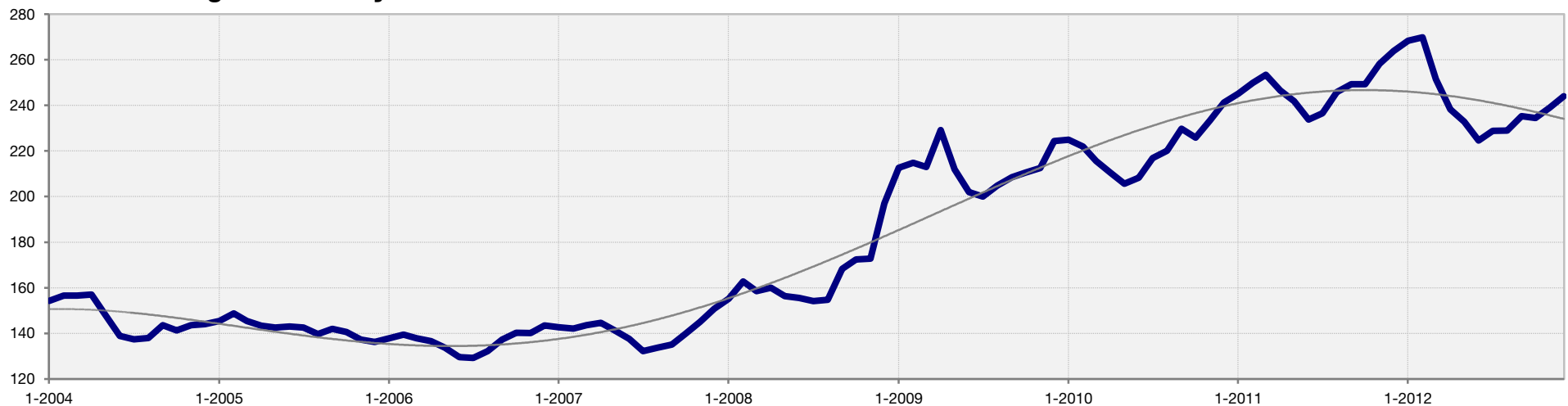
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## December



Month	Current Activity	One Year Previous	+ / -
January	268	245	+ 9.4%
February	270	250	+ 8.0%
March	252	253	- 0.4%
April	238	247	- 3.6%
May	233	242	- 3.7%
June	225	234	- 3.8%
July	229	237	- 3.4%
August	229	246	- 6.9%
September	235	249	- 5.6%
October	234	249	- 6.0%
November	239	258	- 7.4%
December	244	264	- 7.6%
12-Month Avg	239	248	- 3.6%

## Historical Housing Affordability Index





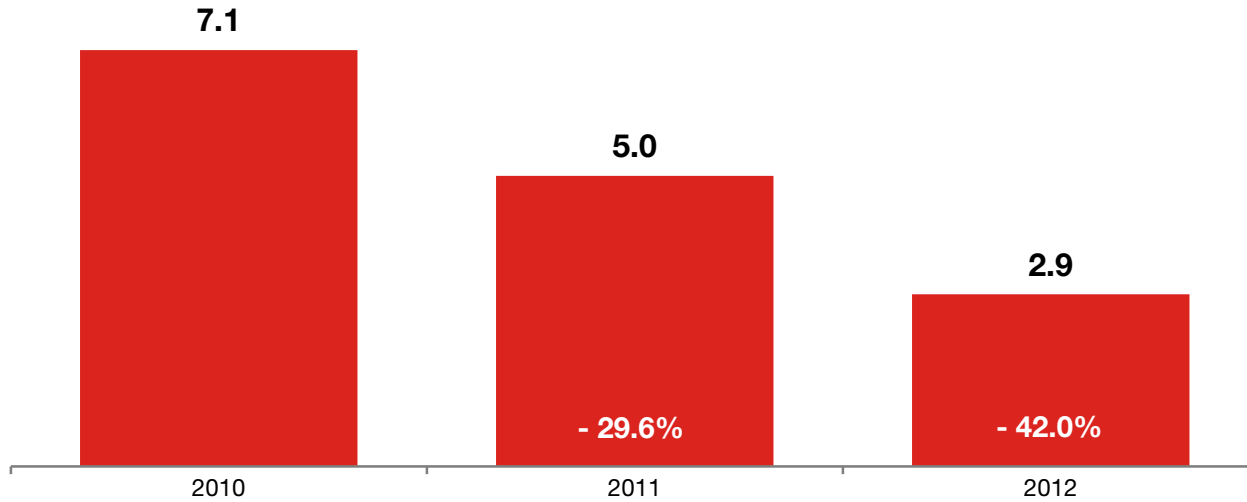
# Months Supply of Inventory

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.



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## December



Month	Current Activity	One Year Previous	+ / -
January	5.0	7.1	- 29.6%
February	4.9	7.2	- 31.9%
March	5.0	7.6	- 34.2%
April	5.0	8.2	- 39.0%
May	4.8	8.2	- 41.5%
June	4.7	8.0	- 41.3%
July	4.6	7.6	- 39.5%
August	4.4	7.1	- 38.0%
September	4.2	6.7	- 37.3%
October	3.9	6.2	- 37.1%
November	3.5	5.7	- 38.6%
December	2.9	5.0	- 42.0%
12-Month Avg	4.4	7.1	- 38.0%

## Historical Months Supply of Inventory

