

Weekly Market Activity Report



MINNEAPOLIS AREA Association
of REALTORS®

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 February 23, 2013

Publish Date: March 4, 2013 • All comparisons are to 2012

REALTORS® must sell. Whether it's themselves, a property or an offer, an integral part of the life is convincing other people of something. Clean clothes, shiny shoes, a tucked shirt, upright posture. That's just to get in the door. But it's not enough to walk the talk. Proving to be the real(TOR®) deal means you know your stuff. You need stats, real stats, GOOD stats. Impress with empirical industry know-how and dazzle with substantiated evidence. Don't be the kid in class with grass stains, gum in hair and an unsharpened No. 3 pencil. Bring the following local real estate expertise to the local listing presentation.

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

- New Listings decreased 6.1% to 1,176
- Pending Sales increased 3.1% to 927
- Inventory decreased 30.9% to 12,341

For the month of January:

- Median Sales Price increased 14.3% to \$160,000
- Days on Market decreased 24.1% to 107
- Percent of Original List Price Received increased 2.5% to 93.5%
- Months Supply of Inventory decreased 40.0% to 3.0

Quick Facts

- 6.1%	+ 3.1%	- 30.9%
Change in New Listings	Change in Pending Sales	Change in Inventory

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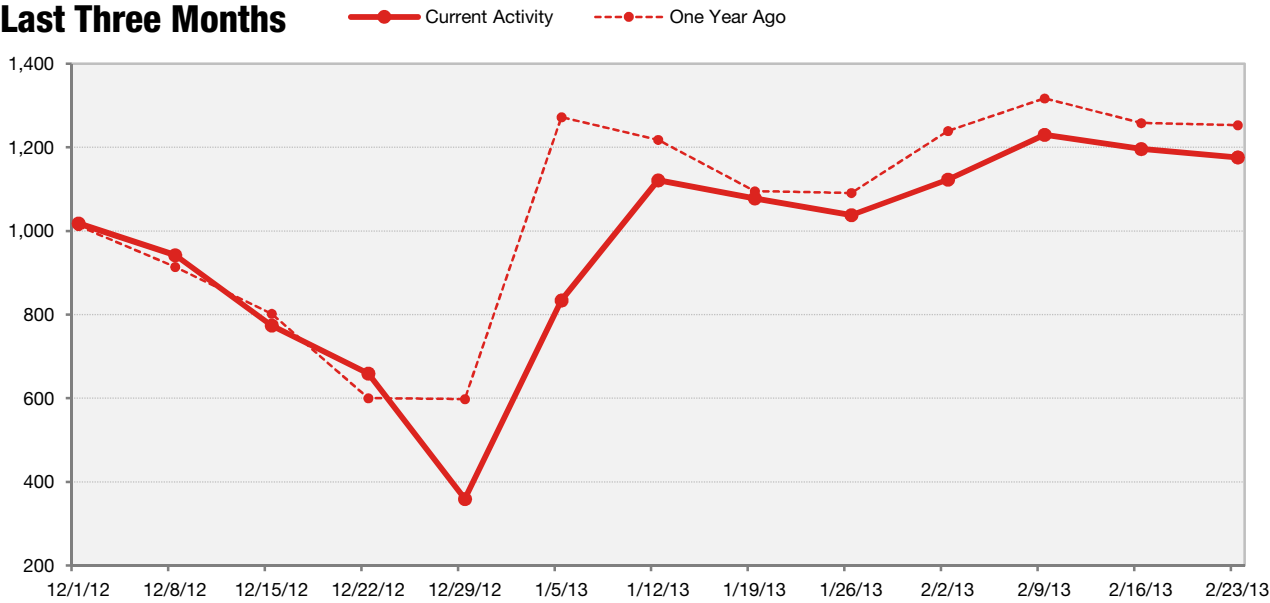
New Listings

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	+ / -
12/1/2012	1,018	1,012	+ 0.6%
12/8/2012	942	914	+ 3.1%
12/15/2012	774	802	- 3.5%
12/22/2012	659	600	+ 9.8%
12/29/2012	359	598	- 40.0%
1/5/2013	834	1,272	- 34.4%
1/12/2013	1,121	1,218	- 8.0%
1/19/2013	1,078	1,095	- 1.6%
1/26/2013	1,038	1,091	- 4.9%
2/2/2013	1,123	1,239	- 9.4%
2/9/2013	1,230	1,317	- 6.6%
2/16/2013	1,196	1,258	- 4.9%
2/23/2013	1,176	1,253	- 6.1%
3-Month Total	12,548	13,669	- 8.2%

Historical New Listings



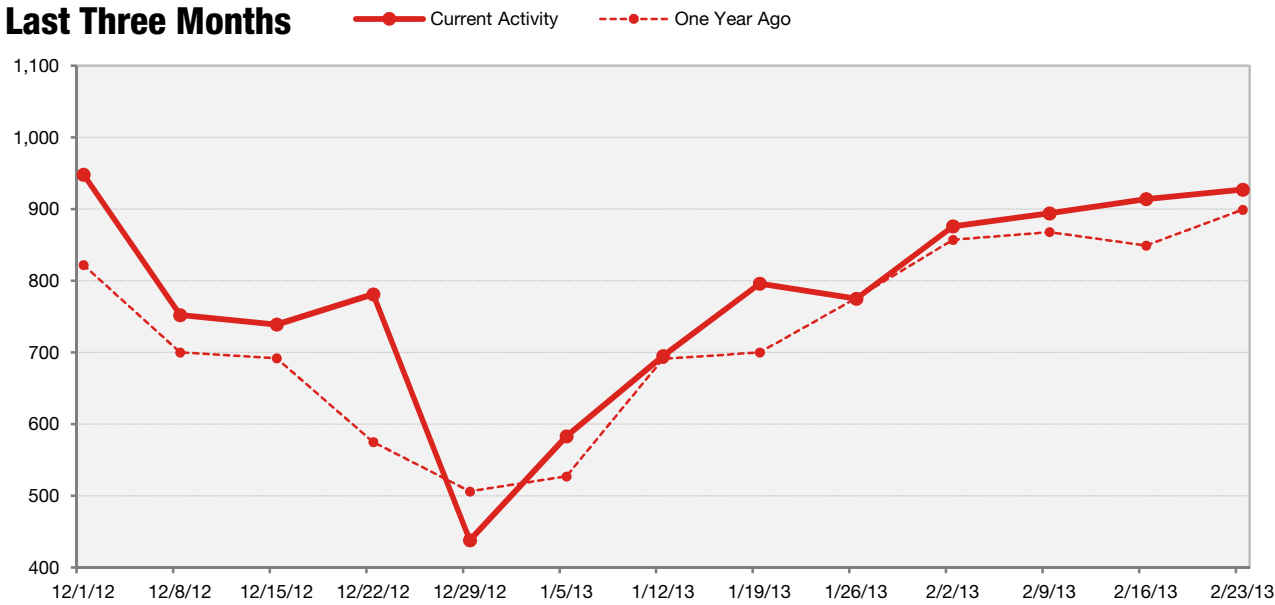
Pending Sales

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



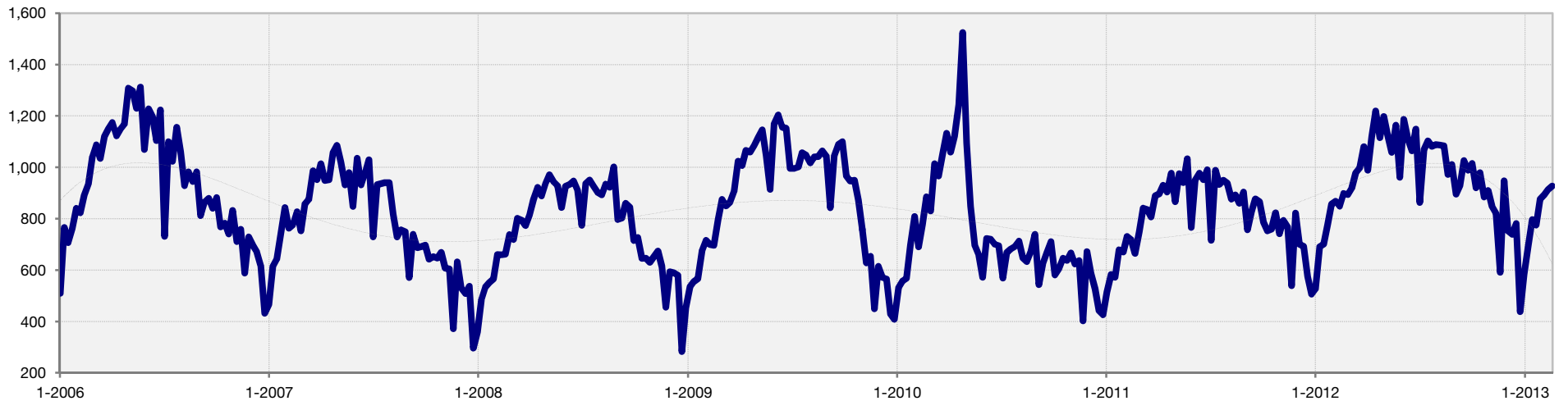
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Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
12/1/2012	948	822	+ 15.3%
12/8/2012	752	700	+ 7.4%
12/15/2012	739	692	+ 6.8%
12/22/2012	781	575	+ 35.8%
12/29/2012	438	506	- 13.4%
1/5/2013	583	527	+ 10.6%
1/12/2013	695	691	+ 0.6%
1/19/2013	796	700	+ 13.7%
1/26/2013	775	776	- 0.1%
2/2/2013	876	857	+ 2.2%
2/9/2013	894	868	+ 3.0%
2/16/2013	914	849	+ 7.7%
2/23/2013	927	899	+ 3.1%
3-Month Total	10,118	9,462	+ 6.9%

Historical Pending Sales



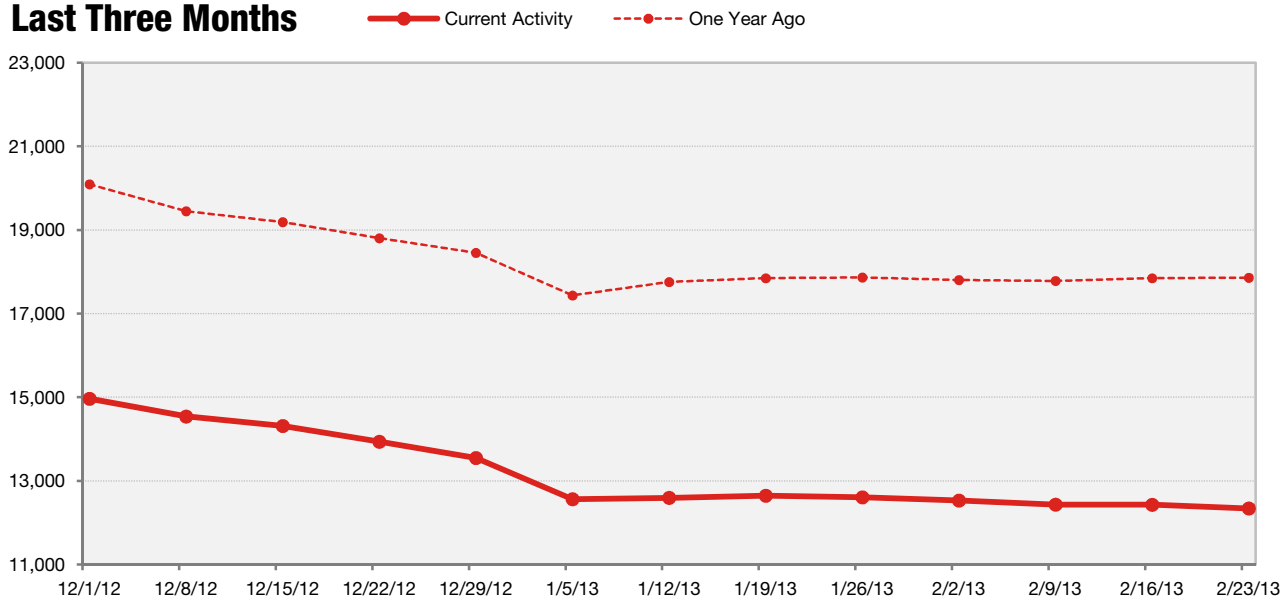
Inventory of Homes for Sale

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



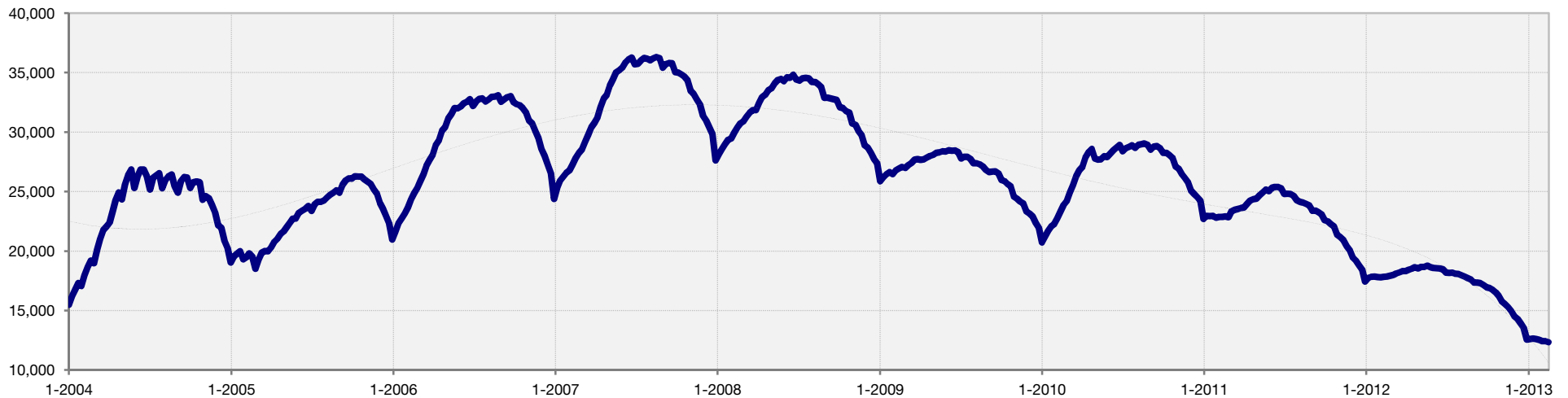
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Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
12/1/2012	14,964	20,093	- 25.5%
12/8/2012	14,539	19,449	- 25.2%
12/15/2012	14,313	19,188	- 25.4%
12/22/2012	13,936	18,802	- 25.9%
12/29/2012	13,547	18,452	- 26.6%
1/5/2013	12,563	17,433	- 27.9%
1/12/2013	12,595	17,755	- 29.1%
1/19/2013	12,646	17,846	- 29.1%
1/26/2013	12,607	17,865	- 29.4%
2/2/2013	12,529	17,804	- 29.6%
2/9/2013	12,432	17,782	- 30.1%
2/16/2013	12,429	17,846	- 30.4%
2/23/2013	12,341	17,858	- 30.9%
3-Month Avg	13,188	18,321	- 28.0%

Historical Inventory Levels



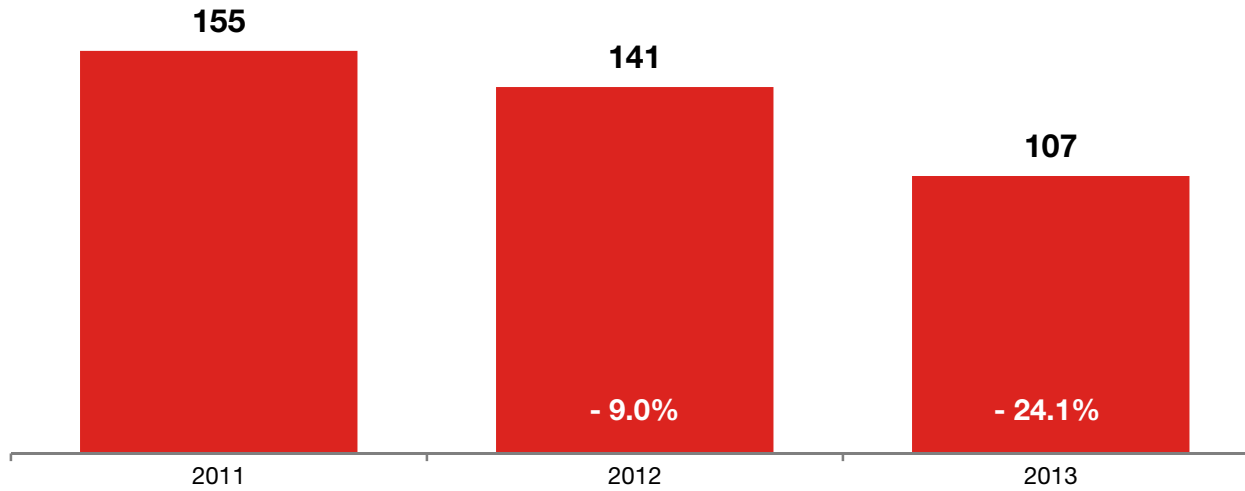
Days on Market Until Sale

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



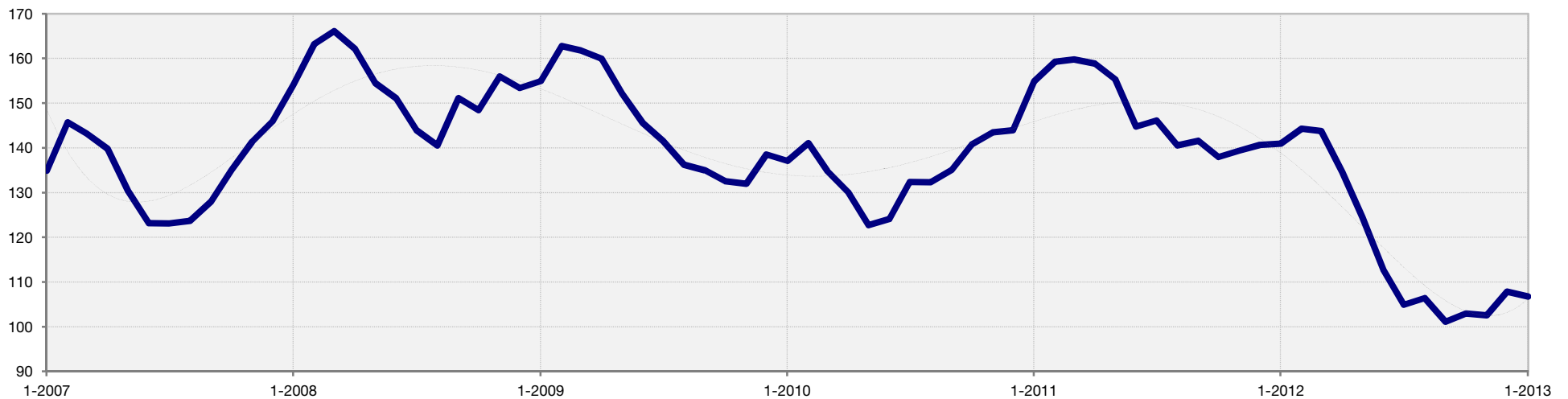
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January



Month	Current Activity	One Year Previous	+ / -
February	144	159	- 9.4%
March	144	160	- 10.0%
April	135	159	- 15.1%
May	124	155	- 20.0%
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	103	139	- 25.9%
December	108	141	- 23.4%
January	107	141	- 24.1%
12-Month Avg	115	147	- 21.8%

Historical Days on Market Until Sale



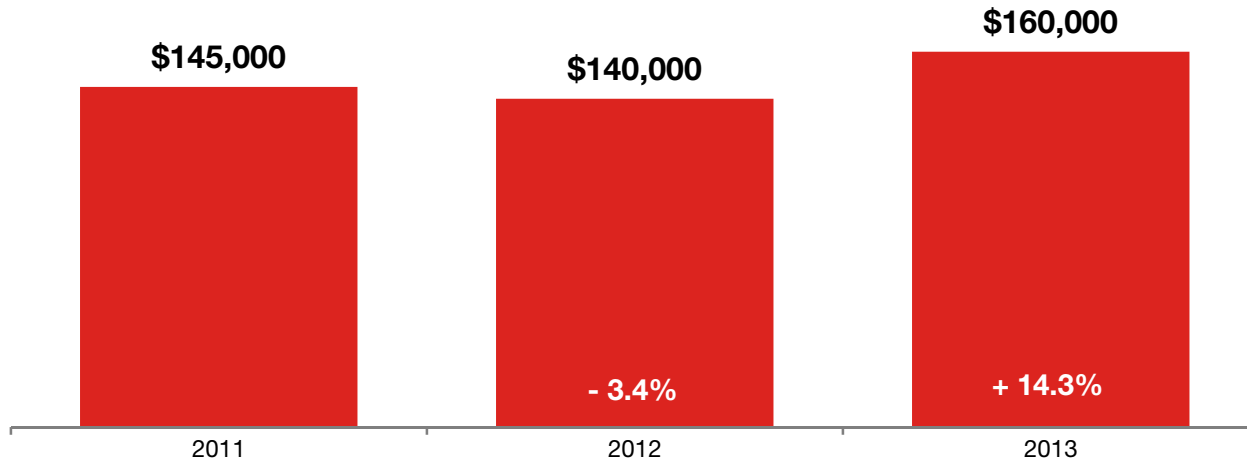
Median Sales Price

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



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January



Month	Current Activity	One Year Previous	+ / -
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	\$178,099	\$157,500	+ 13.1%
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	\$167,950	\$145,000	+ 15.8%
January	\$160,000	\$140,000	+ 14.3%
12-Month Med	\$168,800	\$150,000	+ 12.5%

Historical Median Sales Price



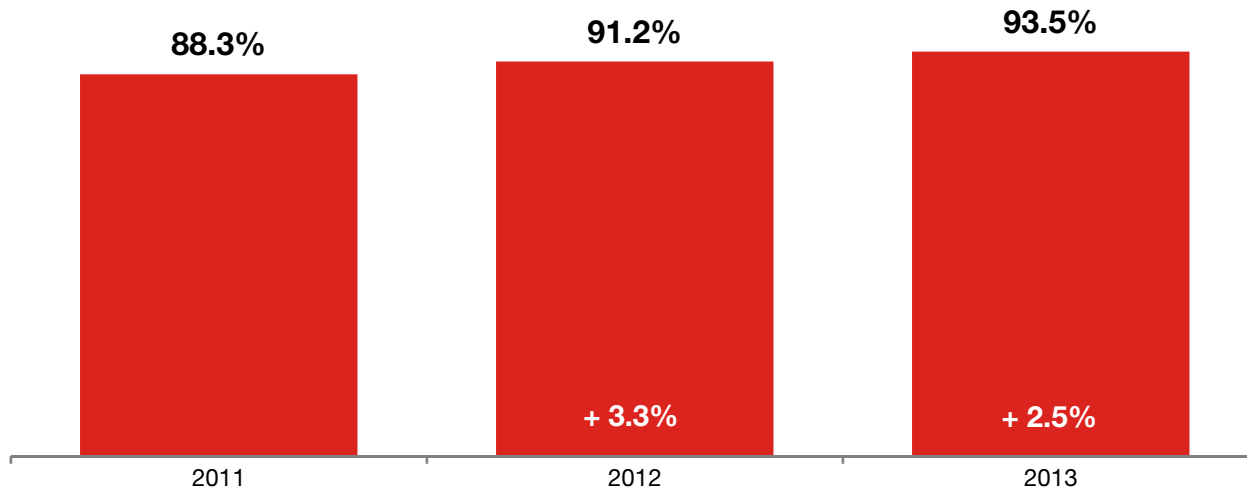
Percent of Original List Price Received

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.



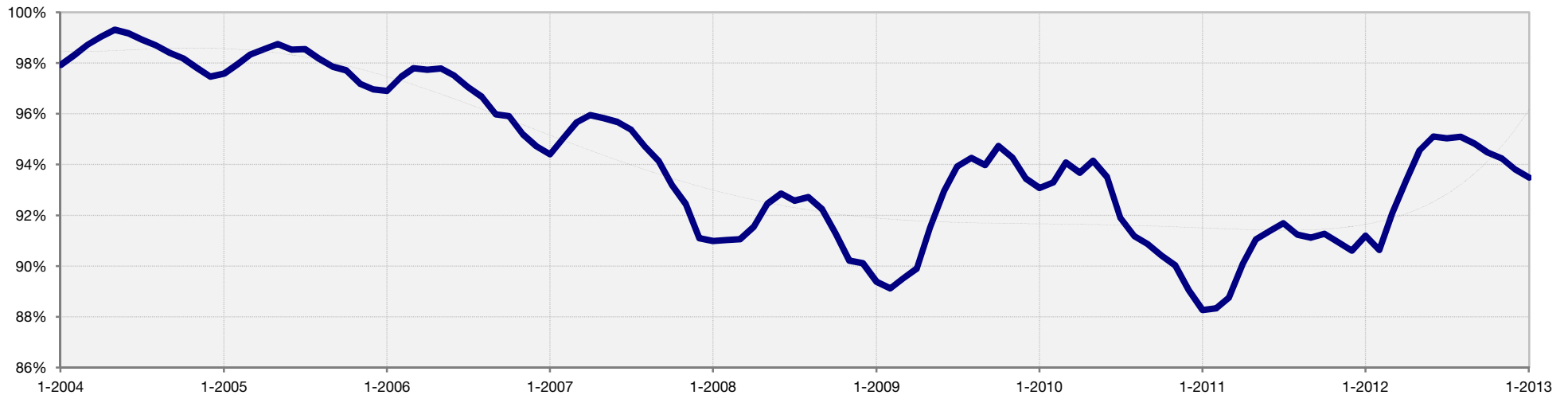
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January



Month	Current Activity	One Year Previous	+ / -
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%
January	93.5%	91.2%	+ 2.5%
12-Month Avg	94.1%	90.8%	+ 3.6%

Historical Percent of Original List Price Received



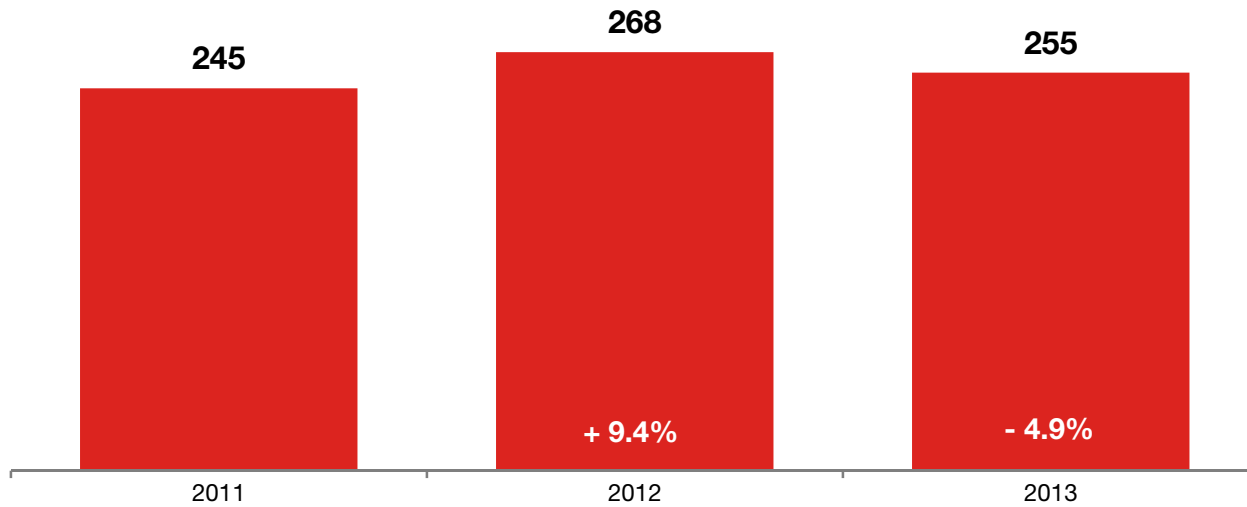
Housing Affordability Index

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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January



Month	Current Activity	One Year Previous	+ / -
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%
January	255	268	- 4.9%
12-Month Avg	238	250	- 4.8%

Historical Housing Affordability Index



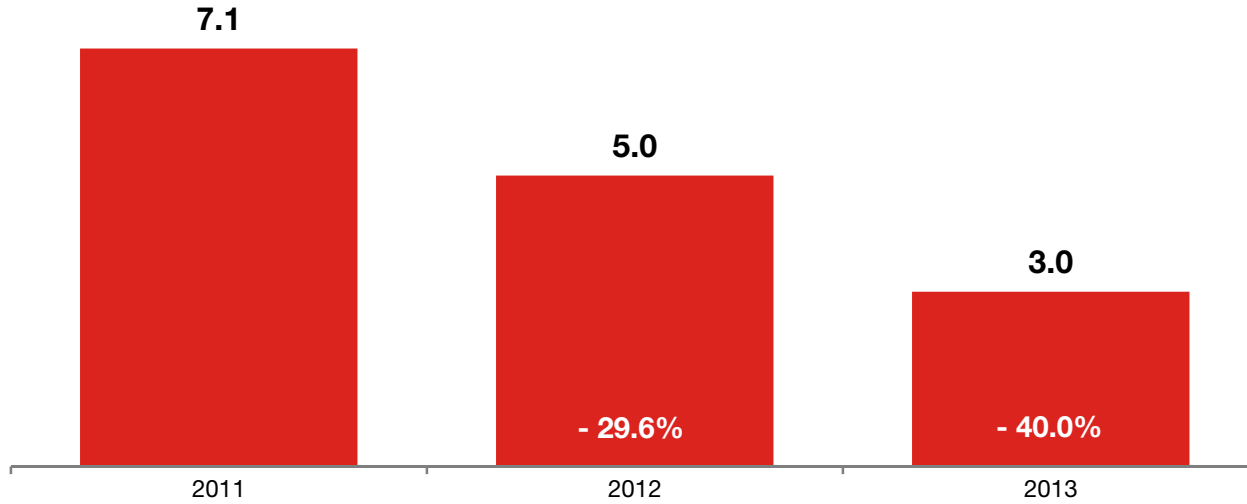
Months Supply of Inventory

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.



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January



Month	Current Activity	One Year Previous	+ / -
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	4.3	6.7	- 35.8%
October	3.9	6.2	- 37.1%
November	3.6	5.7	- 36.8%
December	3.0	5.0	- 40.0%
January	3.0	5.0	- 40.0%
12-Month Avg	4.3	6.9	- 37.7%

Historical Months Supply of Inventory

