

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 7, 2015

Publish Date: February 16, 2015 • All comparisons are to 2014

Nationally, housing starts are off to a good start in 2015, with new projects ahead of last year at this time. Before the confetti cannons come out, this doesn't necessarily mean that sellers can start asking more and that buyers will immediately have more to choose from. But this does bode well for increased confidence throughout the residential real estate marketplace. Balance means a lighter ebb and flow of various market metrics rather than astronomical gains and losses. This is positive.

In the Twin Cities region, for the week ending February 7:

- New Listings increased 25.4% to 1,496
- Pending Sales increased 14.3% to 881
- Inventory decreased 5.1% to 12,104

For the month of January:

- Median Sales Price increased 8.5% to \$195,000
- Days on Market increased 8.6% to 101
- Percent of Original List Price Received increased 0.2% to 93.7%
- Months Supply of Inventory remained flat at 2.9

Quick Facts

+ 25.4%

Change in
New Listings

+ 14.3%

Change in
Pending Sales

- 5.1%

Change in
Inventory

Metrics by Week

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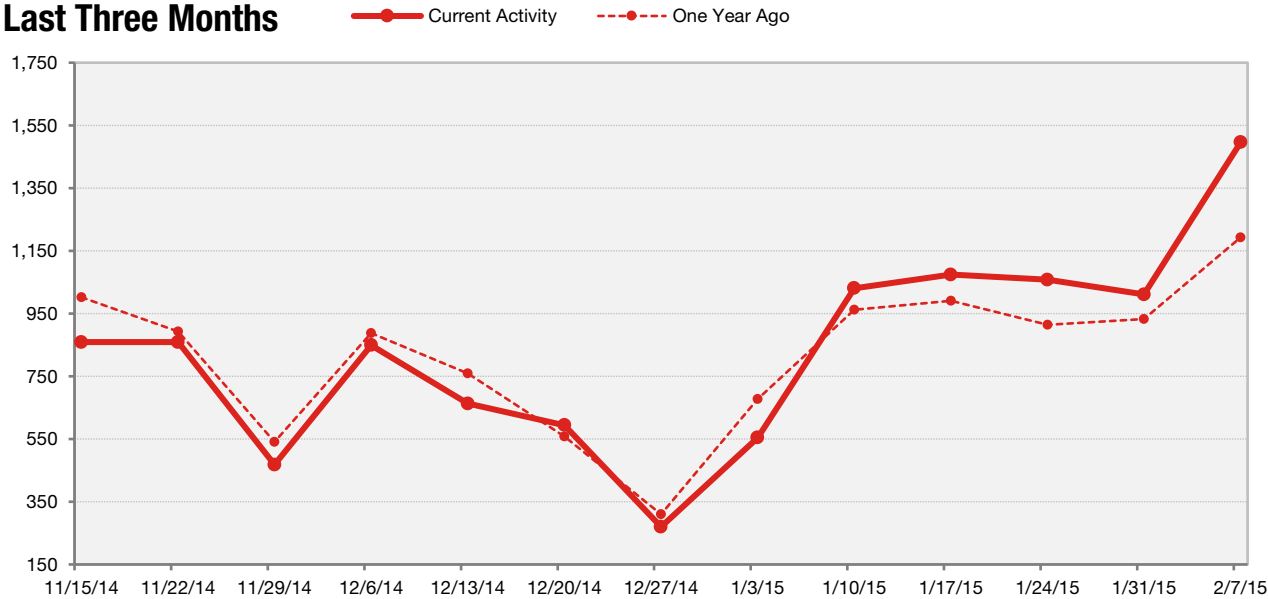
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New Listings

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	+ / -
11/15/2014	859	1,002	- 14.3%
11/22/2014	859	893	- 3.8%
11/29/2014	468	541	- 13.5%
12/6/2014	849	888	- 4.4%
12/13/2014	663	759	- 12.6%
12/20/2014	594	558	+ 6.5%
12/27/2014	270	310	- 12.9%
1/3/2015	554	677	- 18.2%
1/10/2015	1,031	962	+ 7.2%
1/17/2015	1,074	991	+ 8.4%
1/24/2015	1,058	914	+ 15.8%
1/31/2015	1,011	933	+ 8.4%
2/7/2015	1,496	1,193	+ 25.4%
3-Month Total	10,786	10,621	+ 1.6%

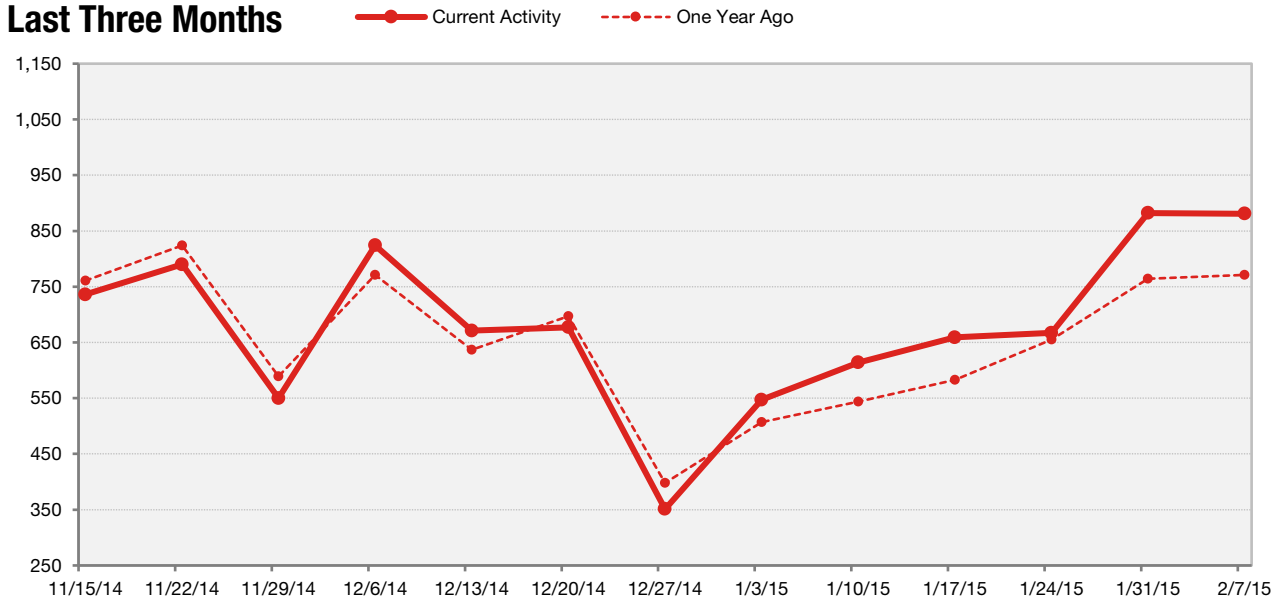
Historical New Listings



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	+ / -
11/15/2014	736	761	- 3.3%
11/22/2014	790	824	- 4.1%
11/29/2014	550	589	- 6.6%
12/6/2014	824	771	+ 6.9%
12/13/2014	671	637	+ 5.3%
12/20/2014	677	697	- 2.9%
12/27/2014	351	398	- 11.8%
1/3/2015	547	507	+ 7.9%
1/10/2015	614	544	+ 12.9%
1/17/2015	659	583	+ 13.0%
1/24/2015	667	655	+ 1.8%
1/31/2015	882	764	+ 15.4%
2/7/2015	881	771	+ 14.3%
3-Month Total	8,849	8,501	+ 4.1%

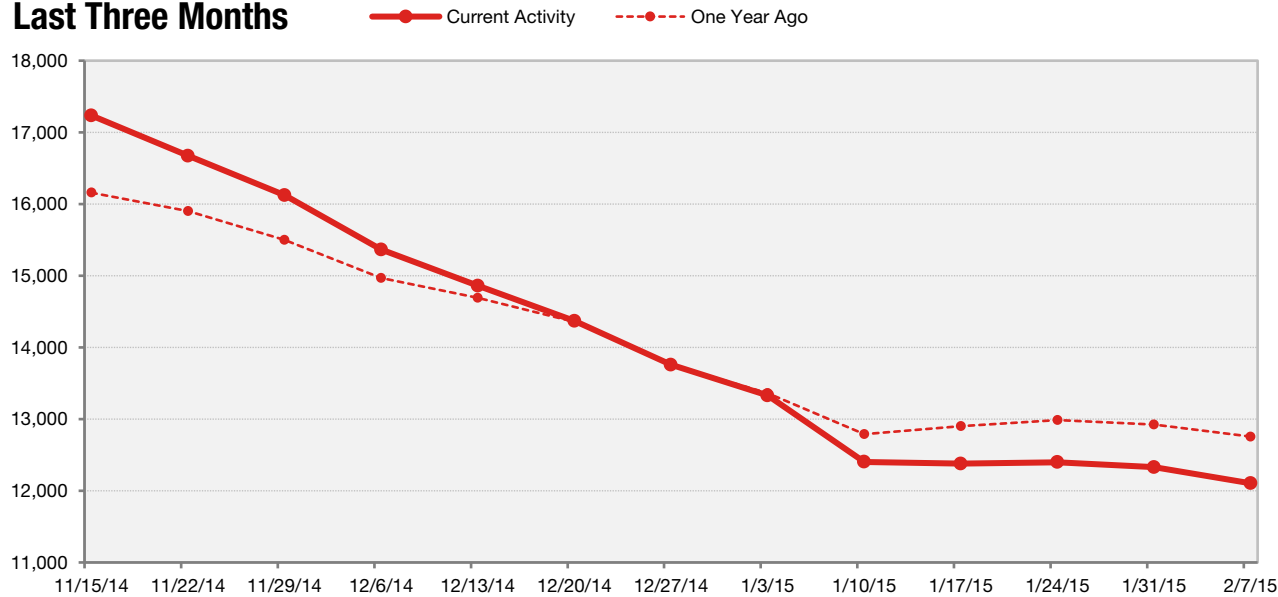
Historical Pending Sales



Inventory of Homes for Sale

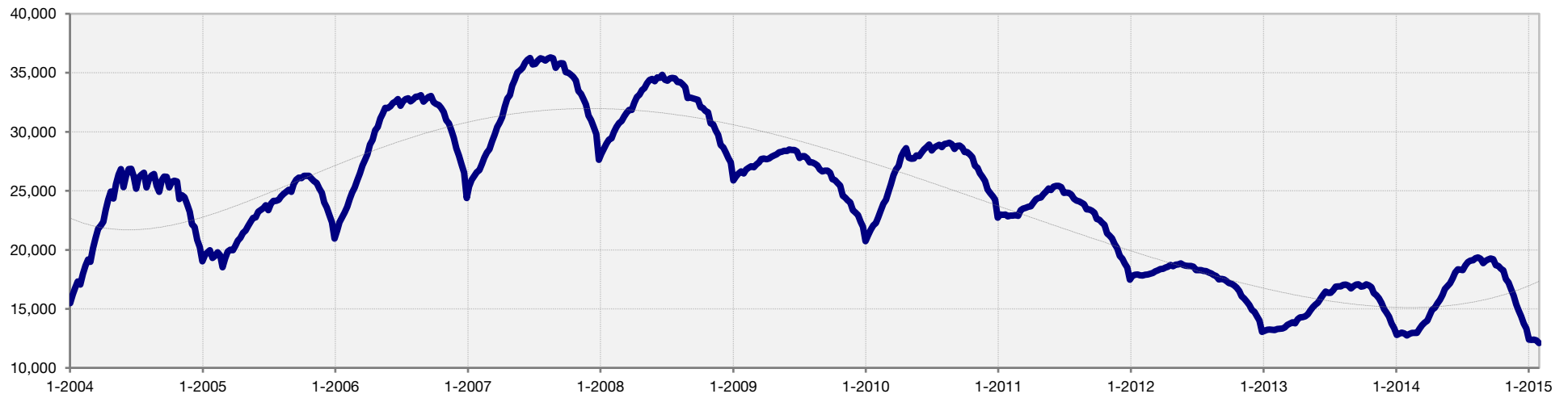
The number of properties available for sale in active status at the end of a given week.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/15/2014	17,235	16,158	+ 6.7%
11/22/2014	16,672	15,900	+ 4.9%
11/29/2014	16,123	15,500	+ 4.0%
12/6/2014	15,364	14,969	+ 2.6%
12/13/2014	14,861	14,691	+ 1.2%
12/20/2014	14,368	14,355	+ 0.1%
12/27/2014	13,757	13,759	- 0.0%
1/3/2015	13,328	13,359	- 0.2%
1/10/2015	12,402	12,788	- 3.0%
1/17/2015	12,379	12,903	- 4.1%
1/24/2015	12,397	12,985	- 4.5%
1/31/2015	12,328	12,924	- 4.6%
2/7/2015	12,104	12,756	- 5.1%
3-Month Avg	14,101	14,081	+ 0.1%

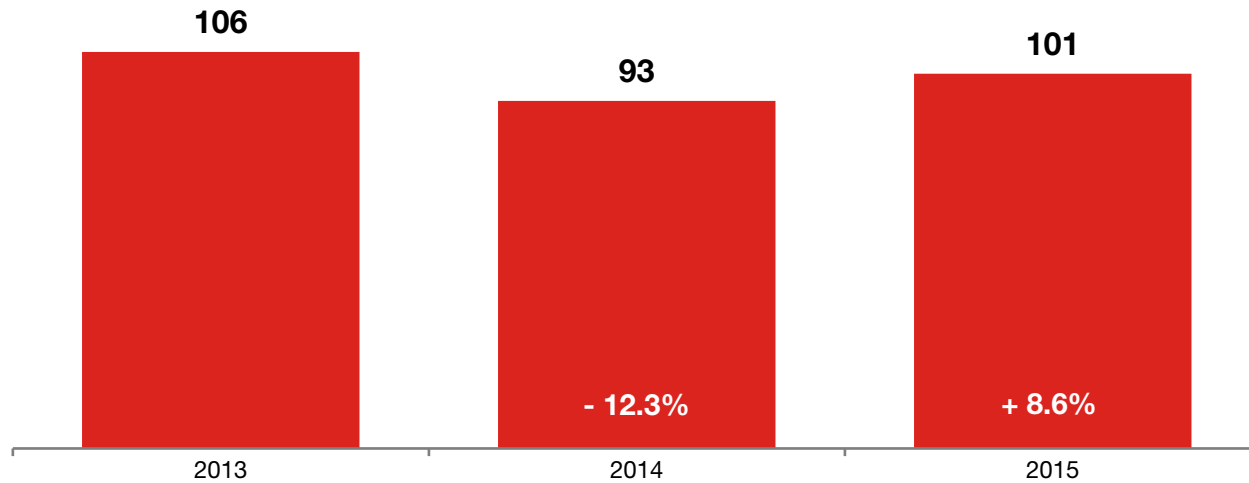
Historical Inventory Levels



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.

January



Month	Current Activity	One Year Previous	+ / -
February	99	111	- 10.8%
March	95	108	- 12.0%
April	88	97	- 9.3%
May	80	86	- 7.0%
June	70	74	- 5.4%
July	68	72	- 5.6%
August	68	70	- 2.9%
September	71	71	0.0%
October	72	75	- 4.0%
November	79	75	+ 5.3%
December	89	86	+ 3.5%
January	101	93	+ 8.6%
12-Month Avg	79	83	- 4.8%

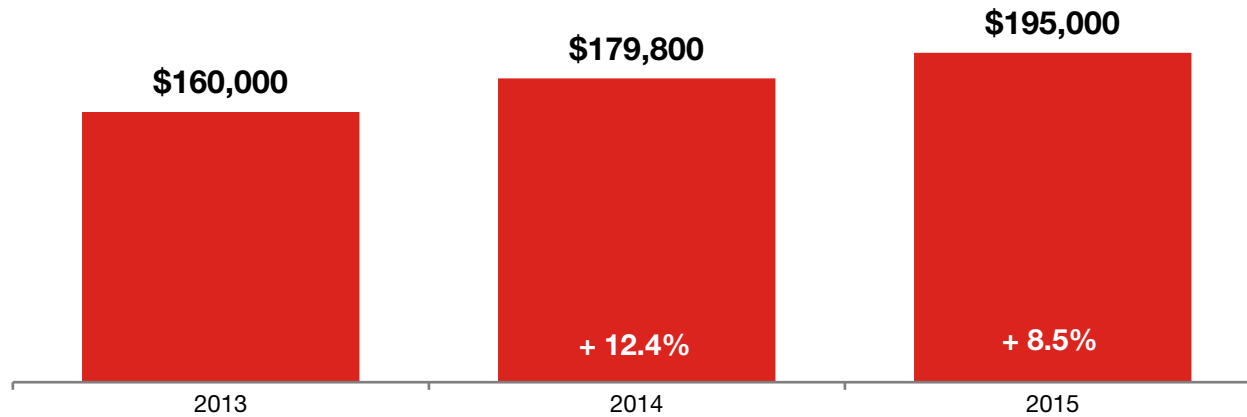
Historical Days on Market Until Sale



Median Sales Price

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

January



Month	Current Activity	One Year Previous	+ / -
February	\$183,000	\$160,000	+ 14.4%
March	\$190,000	\$176,500	+ 7.6%
April	\$196,000	\$182,450	+ 7.4%
May	\$210,000	\$194,000	+ 8.2%
June	\$219,500	\$210,000	+ 4.5%
July	\$215,000	\$208,000	+ 3.4%
August	\$219,000	\$207,950	+ 5.3%
September	\$204,952	\$195,000	+ 5.1%
October	\$207,950	\$195,000	+ 6.6%
November	\$205,000	\$195,000	+ 5.1%
December	\$200,000	\$190,025	+ 5.2%
January	\$195,000	\$179,800	+ 8.5%
12-Month Med	\$206,869	\$193,900	+ 6.7%

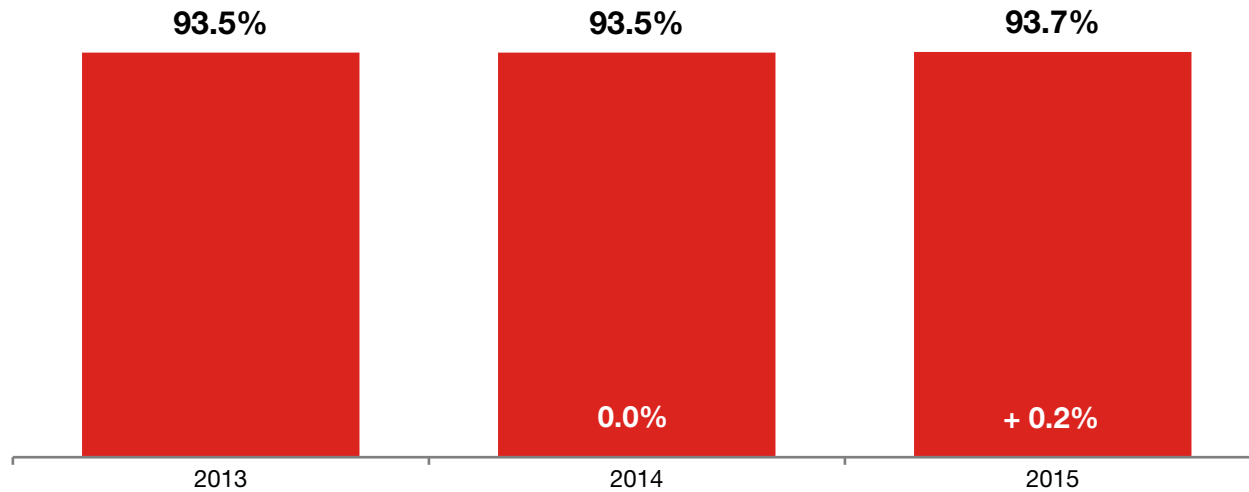
Historical Median Sales Price



Percent of Original List Price Received

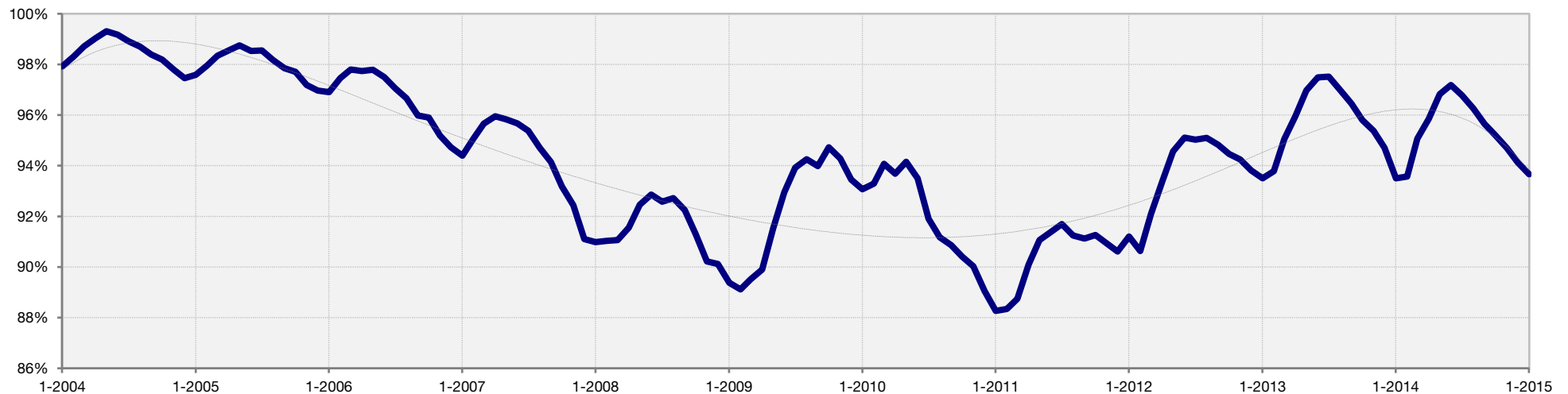
Percentage found when dividing a property's sales price by it's original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January



Month	Current Activity	One Year Previous	+ / -
February	93.6%	93.8%	- 0.2%
March	95.1%	95.0%	+ 0.1%
April	95.9%	96.0%	- 0.1%
May	96.8%	97.0%	- 0.2%
June	97.2%	97.5%	- 0.3%
July	96.8%	97.5%	- 0.7%
August	96.3%	97.0%	- 0.7%
September	95.6%	96.5%	- 0.9%
October	95.2%	95.8%	- 0.6%
November	94.7%	95.4%	- 0.7%
December	94.1%	94.7%	- 0.6%
January	93.7%	93.5%	+ 0.2%
12-Month Avg	95.7%	96.1%	- 0.4%

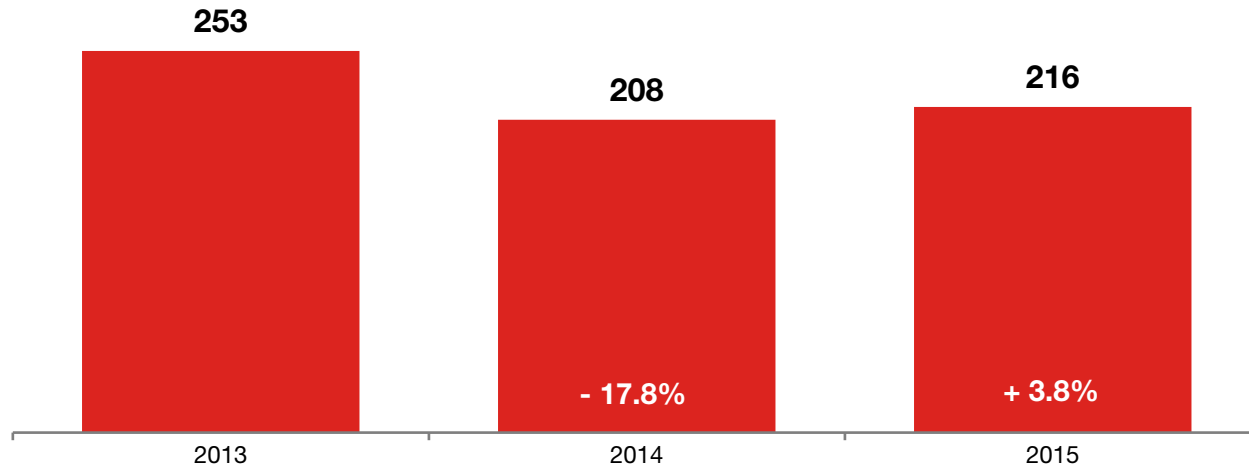
Historical Percent of Original List Price Received



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.**

January



Month	Current Activity	One Year Previous	+ / -
February	205	251	- 18.3%
March	198	226	- 12.4%
April	191	220	- 13.2%
May	183	203	- 9.9%
June	176	179	- 1.7%
July	179	181	- 1.1%
August	176	178	- 1.1%
September	186	193	- 3.6%
October	189	193	- 2.1%
November	191	195	- 2.1%
December	209	201	+ 4.0%
January	216	208	+ 3.8%
12-Month Avg	190	198	- 4.0%

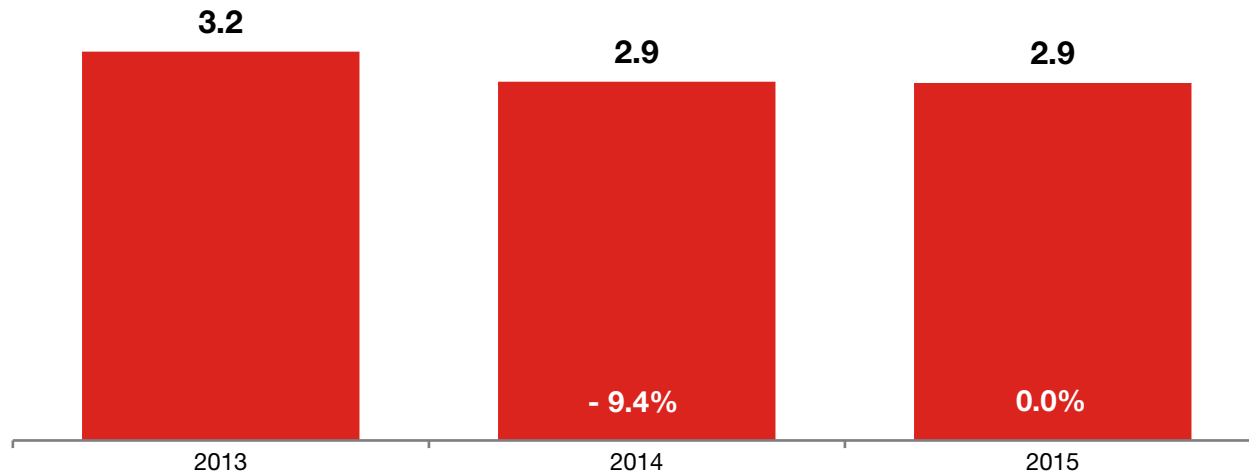
Historical Housing Affordability Index



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.

January



Month	Current Activity	One Year Previous	+ / -
February	3.0	3.2	- 6.3%
March	3.3	3.3	0.0%
April	3.6	3.4	+ 5.9%
May	4.1	3.6	+ 13.9%
June	4.4	3.8	+ 15.8%
July	4.5	3.8	+ 18.4%
August	4.6	3.8	+ 21.1%
September	4.6	3.8	+ 21.1%
October	4.3	3.7	+ 16.2%
November	3.8	3.4	+ 11.8%
December	3.0	2.9	+ 3.4%
January	2.9	2.9	0.0%
12-Month Avg	3.8	3.5	+ 8.6%

Historical Months Supply of Inventory

