

# Weekly Market Activity Report



MINNEAPOLIS AREA Association  
of REALTORS®

A RESEARCH TOOL FROM THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®  
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## For Week Ending November 21, 2015

Publish Date: November 30, 2015 • All comparisons are to 2014

We're still looking at better-than-expected new listing and sales activity in most markets across the country, while overall inventory and months' supply of inventory remains down. While the addition of new listings and an increase in sales activity will not always be up in year-over-year comparisons on a weekly basis, the trend has remained rather optimistic into the year-end months that typically see a slowness in residential real estate activity. Anecdotally, this feels like a response to the inevitable rate hike that is coming before 2015 is complete.

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

- New Listings decreased 0.3% to 855
- Pending Sales increased 4.2% to 823
- Inventory decreased 16.2% to 14,207

For the month of October:

- Median Sales Price increased 3.9% to \$216,000
- Days on Market decreased 2.8% to 70
- Percent of Original List Price Received increased 0.9% to 96.1%
- Months Supply of Inventory decreased 25.6% to 3.2

## Quick Facts

- 0.3%	+ 4.2%	- 16.2%
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

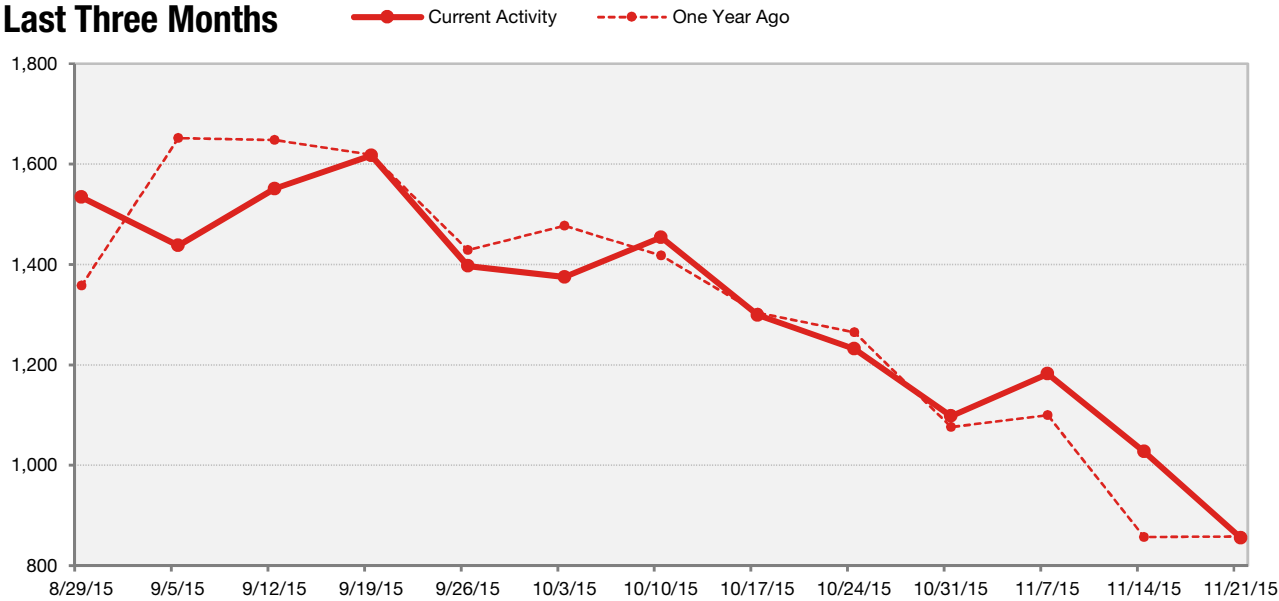
### Metrics by Month

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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	+ / -
8/29/2015	1,534	1,358	+ 13.0%
9/5/2015	1,438	1,652	- 13.0%
9/12/2015	1,551	1,648	- 5.9%
9/19/2015	1,617	1,619	- 0.1%
9/26/2015	1,397	1,429	- 2.2%
10/3/2015	1,375	1,477	- 6.9%
10/10/2015	1,454	1,418	+ 2.5%
10/17/2015	1,299	1,304	- 0.4%
10/24/2015	1,232	1,265	- 2.6%
10/31/2015	1,098	1,076	+ 2.0%
11/7/2015	1,182	1,100	+ 7.5%
11/14/2015	1,027	857	+ 19.8%
11/21/2015	855	858	- 0.3%
<b>3-Month Total</b>	<b>17,059</b>	<b>17,061</b>	<b>- 0.0%</b>

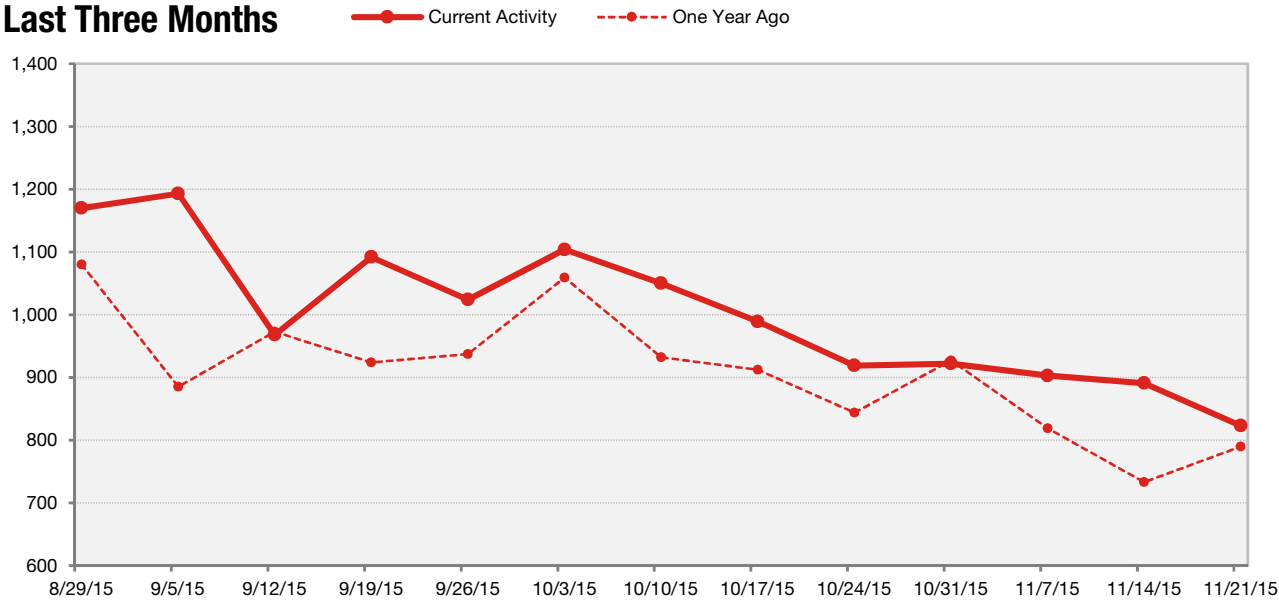
## Historical New Listings



# 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	+ / -
8/29/2015	1,170	1,080	+ 8.3%
9/5/2015	1,193	885	+ 34.8%
9/12/2015	968	973	- 0.5%
9/19/2015	1,092	924	+ 18.2%
9/26/2015	1,024	937	+ 9.3%
10/3/2015	1,104	1,059	+ 4.2%
10/10/2015	1,050	932	+ 12.7%
10/17/2015	989	912	+ 8.4%
10/24/2015	919	844	+ 8.9%
10/31/2015	922	927	- 0.5%
11/7/2015	903	819	+ 10.3%
11/14/2015	891	733	+ 21.6%
11/21/2015	823	790	+ 4.2%
<b>3-Month Total</b>	<b>13,048</b>	<b>11,815</b>	<b>+ 10.4%</b>

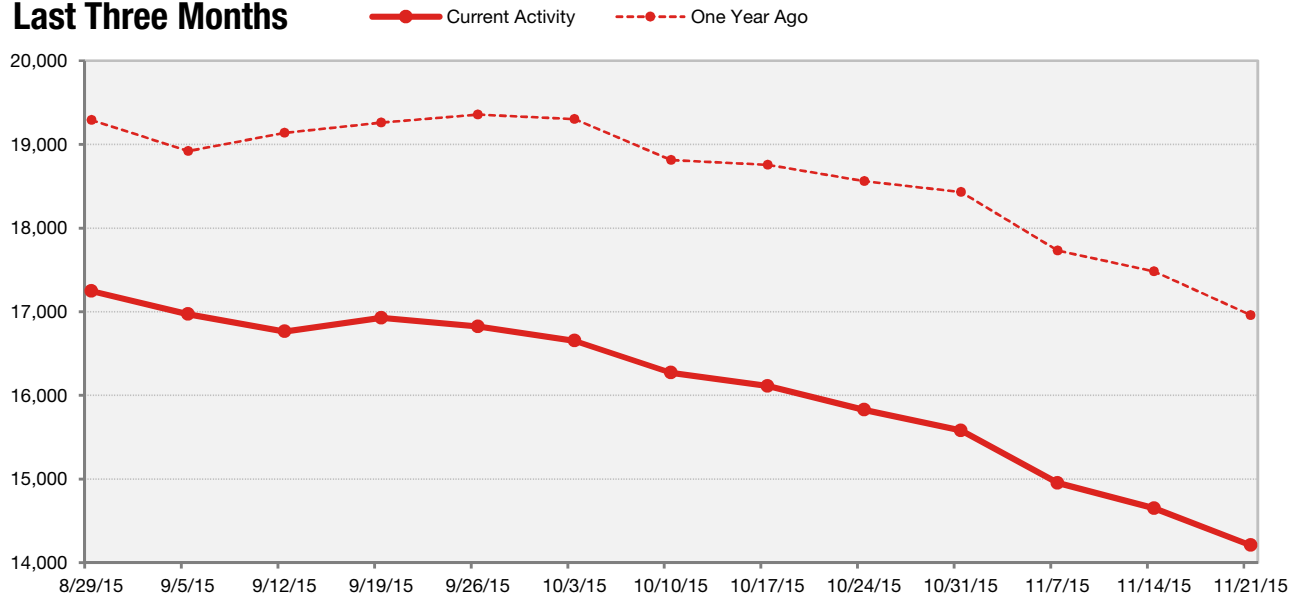
## Historical Pending Sales



# Inventory of Homes for Sale

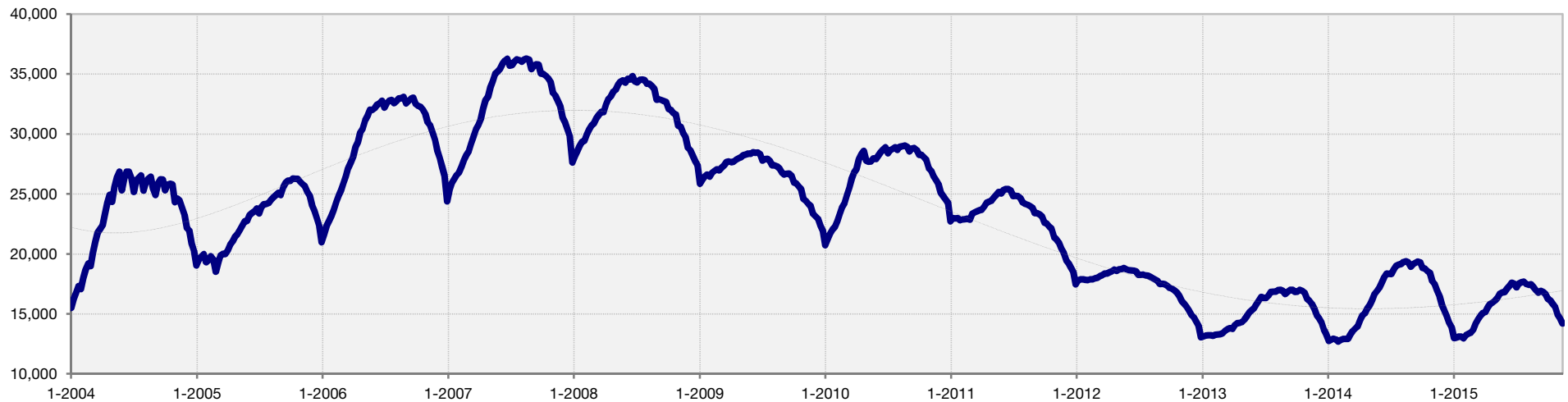
The number of properties available for sale in active status at the end of a given week.

## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/29/2015	17,245	19,293	- 10.6%
9/5/2015	16,969	18,922	- 10.3%
9/12/2015	16,763	19,138	- 12.4%
9/19/2015	16,925	19,262	- 12.1%
9/26/2015	16,822	19,357	- 13.1%
10/3/2015	16,653	19,304	- 13.7%
10/10/2015	16,270	18,814	- 13.5%
10/17/2015	16,110	18,757	- 14.1%
10/24/2015	15,825	18,559	- 14.7%
10/31/2015	15,579	18,432	- 15.5%
11/7/2015	14,952	17,730	- 15.7%
11/14/2015	14,649	17,482	- 16.2%
11/21/2015	14,207	16,959	- 16.2%
<b>3-Month Avg</b>	<b>16,075</b>	<b>18,616</b>	<b>- 13.7%</b>

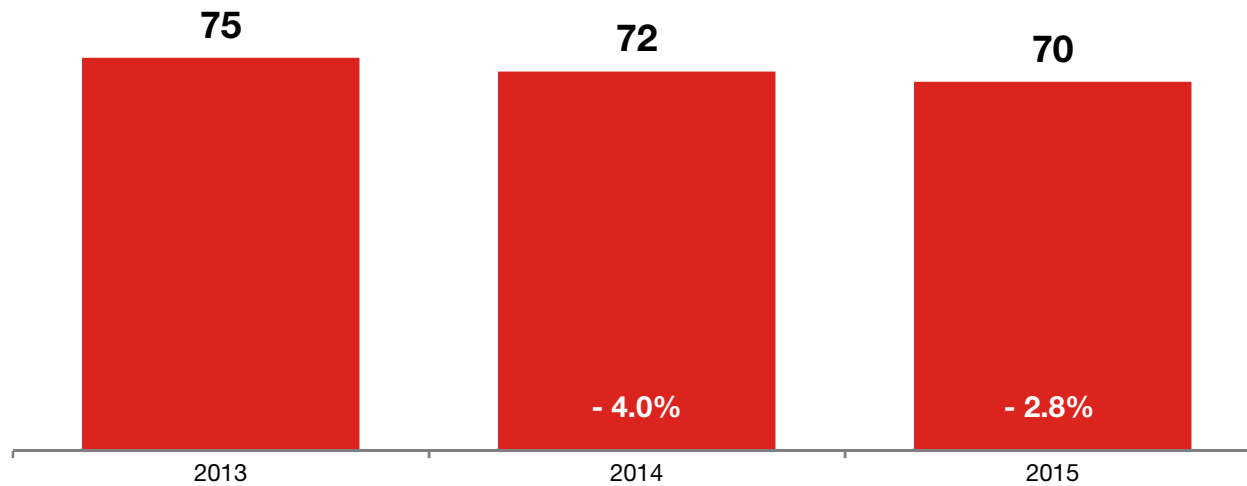
## Historical Inventory Levels



# 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.

## October



Month	Current Activity	One Year Previous	+ / -
November	79	75	+ 5.3%
December	89	86	+ 3.5%
January	101	93	+ 8.6%
February	106	99	+ 7.1%
March	103	95	+ 8.4%
April	85	89	- 4.5%
May	76	80	- 5.0%
June	66	70	- 5.7%
July	63	68	- 7.4%
August	64	68	- 5.9%
September	65	71	- 8.5%
October	70	72	- 2.8%
12-Month Avg	77	78	- 1.3%

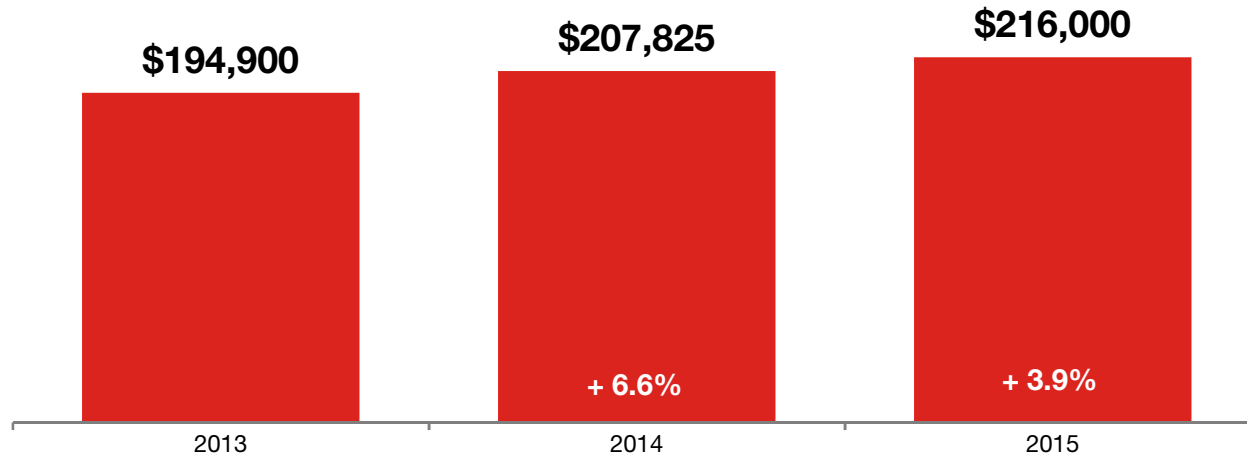
## Historical Days on Market Until Sale



# 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	\$205,000	\$195,000	+ 5.1%
December	\$200,000	\$190,025	+ 5.2%
January	\$195,000	\$179,850	+ 8.4%
February	\$200,000	\$183,000	+ 9.3%
March	\$210,000	\$190,000	+ 10.5%
April	\$215,250	\$196,000	+ 9.8%
May	\$224,000	\$210,000	+ 6.7%
June	\$229,900	\$219,500	+ 4.7%
July	\$225,000	\$215,000	+ 4.7%
August	\$224,900	\$219,000	+ 2.7%
September	\$222,000	\$205,000	+ 8.3%
October	\$216,000	\$207,825	+ 3.9%
12-Month Med	\$218,970	\$205,000	+ 6.8%

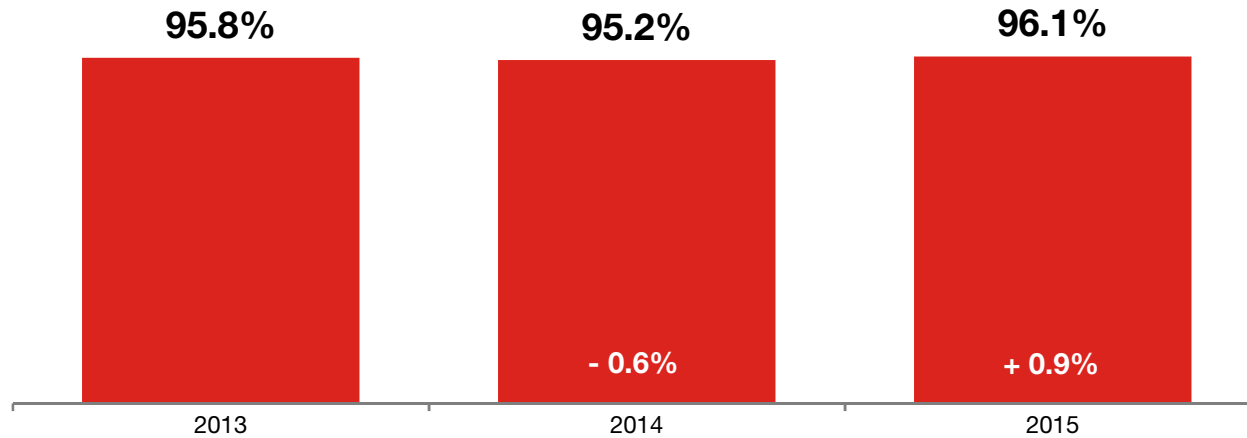
## Historical Median Sales Price



# Percent of Original List Price Received

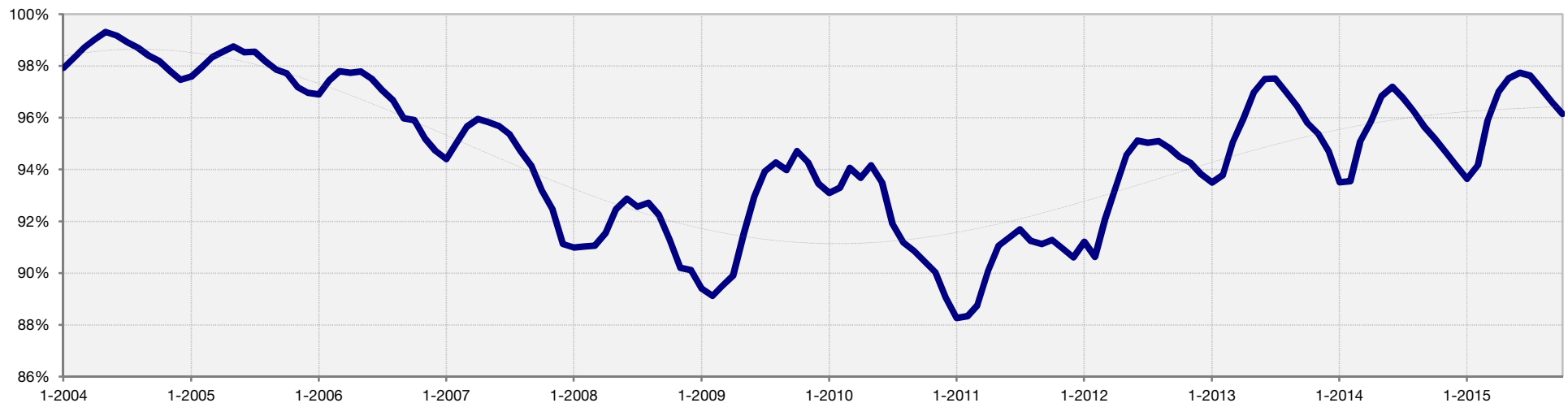
Percentage found when dividing a property's sales price by it's original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October



Month	Current Activity	One Year Previous	+ / -
November	94.7%	95.4%	- 0.7%
December	94.2%	94.7%	- 0.5%
January	93.6%	93.5%	+ 0.1%
February	94.2%	93.5%	+ 0.7%
March	95.9%	95.1%	+ 0.8%
April	97.0%	95.9%	+ 1.1%
May	97.5%	96.8%	+ 0.7%
June	97.7%	97.2%	+ 0.5%
July	97.6%	96.8%	+ 0.8%
August	97.1%	96.3%	+ 0.8%
September	96.6%	95.6%	+ 1.0%
October	96.1%	95.2%	+ 0.9%
12-Month Avg	96.5%	95.8%	+ 0.7%

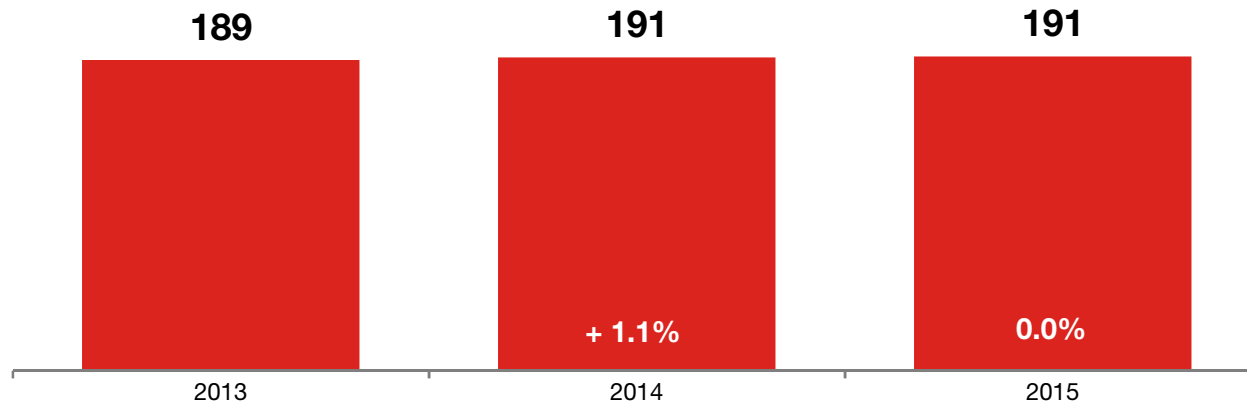
## Historical Percent of Original List Price Received



# 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.**

## October



Month	Current Activity	One Year Previous	+ / -
November	192	192	0.0%
December	199	197	+ 1.0%
January	216	209	+ 3.3%
February	212	206	+ 2.9%
March	198	200	- 1.0%
April	195	192	+ 1.6%
May	189	184	+ 2.7%
June	179	177	+ 1.1%
July	179	180	- 0.6%
August	182	178	+ 2.2%
September	186	188	- 1.1%
October	191	191	0.0%
12-Month Avg	193	191	+ 1.0%

## Historical Housing Affordability Index

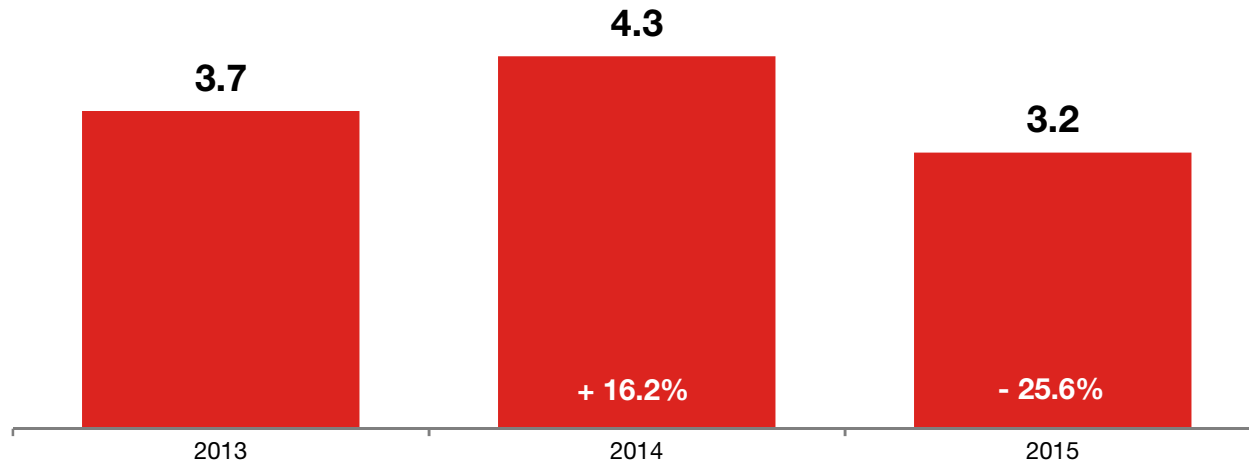




# Months Supply of Inventory

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.

## October



Month	Current Activity	One Year Previous	+ / -
November	3.9	3.4	+ 14.7%
December	3.1	2.9	+ 6.9%
January	3.1	2.9	+ 6.9%
February	3.2	3.0	+ 6.7%
March	3.5	3.3	+ 6.1%
April	3.6	3.6	0.0%
May	3.8	4.1	- 7.3%
June	3.8	4.4	- 13.6%
July	3.8	4.6	- 17.4%
August	3.7	4.6	- 19.6%
September	3.5	4.6	- 23.9%
October	3.2	4.3	- 25.6%
12-Month Avg	3.5	3.8	- 7.9%

## Historical Months Supply of Inventory

