



MINNEAPOLIS AREA Association  
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# Weekly Market Activity Report

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 November 19, 2016

Publish Date: November 28, 2016 • All comparisons are to 2015

With the holiday season in full swing, existing home sales rose for the second straight month to the highest they have been since 2007. This was unexpected, since prices are also at record highs and inventory is still consistently declining. As both incomes and employment figures continue to improve, it would be a welcome surprise to see sales trend higher through to the end of the year.

In the Twin Cities region, for the week ending November 19:

- New Listings increased 10.9% to 950
- Pending Sales increased 8.0% to 902
- Inventory decreased 19.7% to 11,975

For the month of October:

- Median Sales Price increased 6.5% to \$230,000
- Days on Market decreased 14.3% to 60
- Percent of Original List Price Received increased 0.8% to 96.9%
- Months Supply of Homes For Sale decreased 21.2% to 2.6

## Quick Facts

**+ 10.9%**

Change in  
New Listings

**+ 8.0%**

Change in  
Pending Sales

**- 19.7%**

Change in  
Inventory

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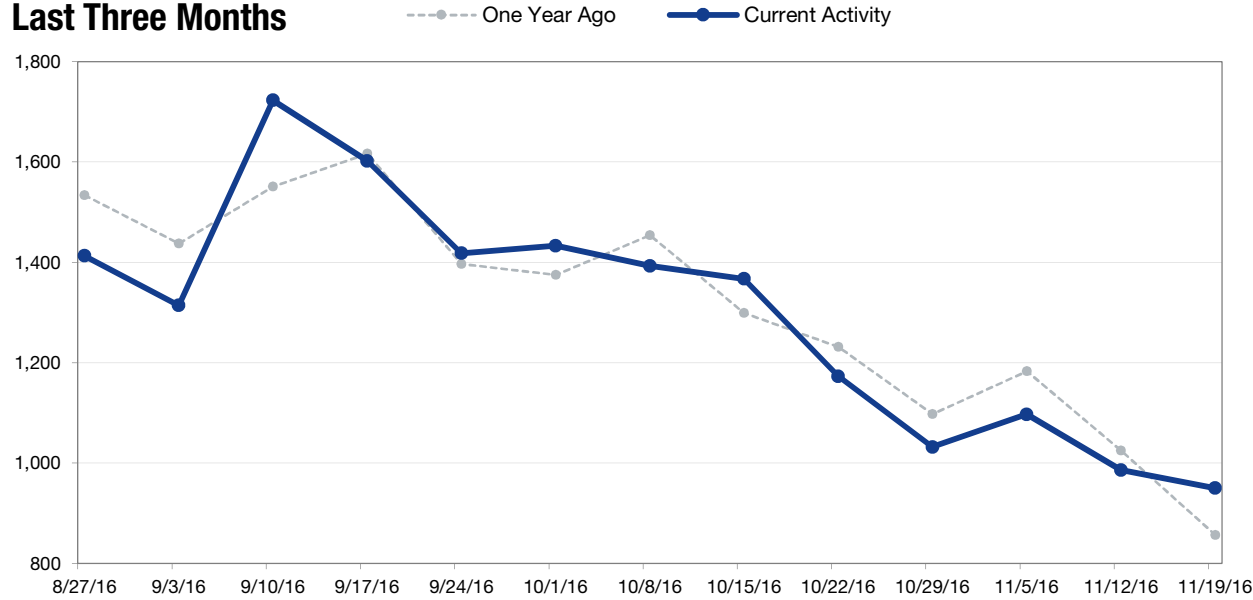
# New Listings

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



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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/27/2016	1,413	1,534	- 7.9%
9/3/2016	1,314	1,438	- 8.6%
9/10/2016	1,723	1,551	+ 11.1%
9/17/2016	1,602	1,617	- 0.9%
9/24/2016	1,418	1,397	+ 1.5%
10/1/2016	1,433	1,375	+ 4.2%
10/8/2016	1,393	1,454	- 4.2%
10/15/2016	1,367	1,299	+ 5.2%
10/22/2016	1,173	1,232	- 4.8%
10/29/2016	1,032	1,098	- 6.0%
11/5/2016	1,097	1,183	- 7.3%
11/12/2016	986	1,025	- 3.8%
11/19/2016	950	857	+ 10.9%
<b>3-Month Total</b>	<b>16,901</b>	<b>17,060</b>	<b>- 0.9%</b>

## Historical New Listings



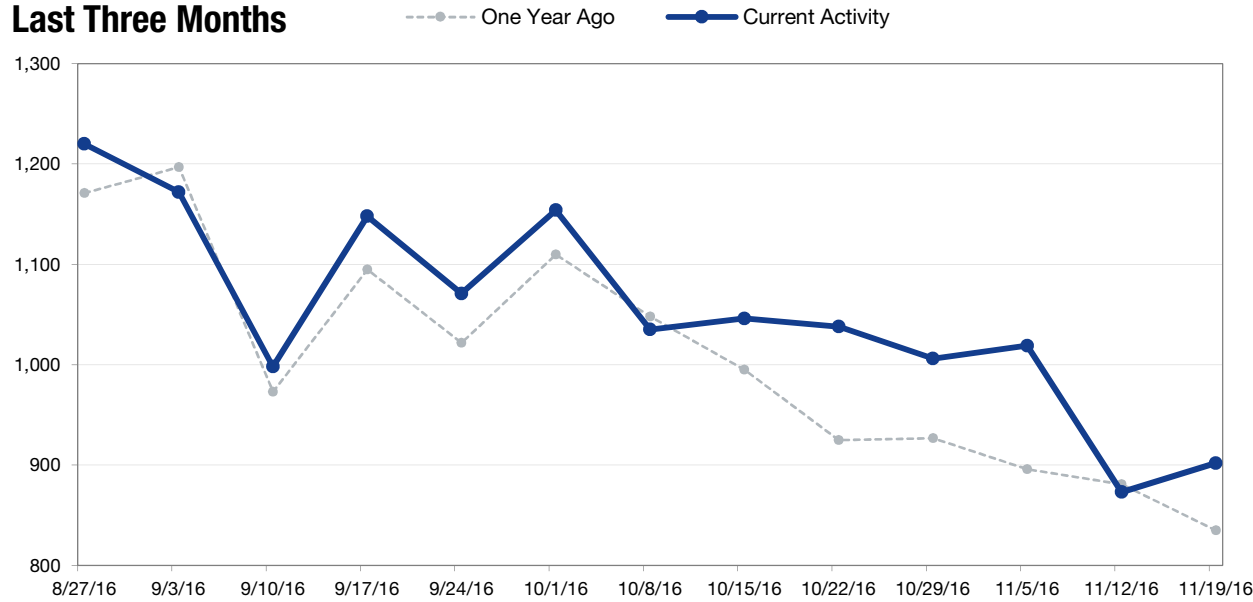
# Pending Sales

A count of the properties on which offers have been accepted in a given month.



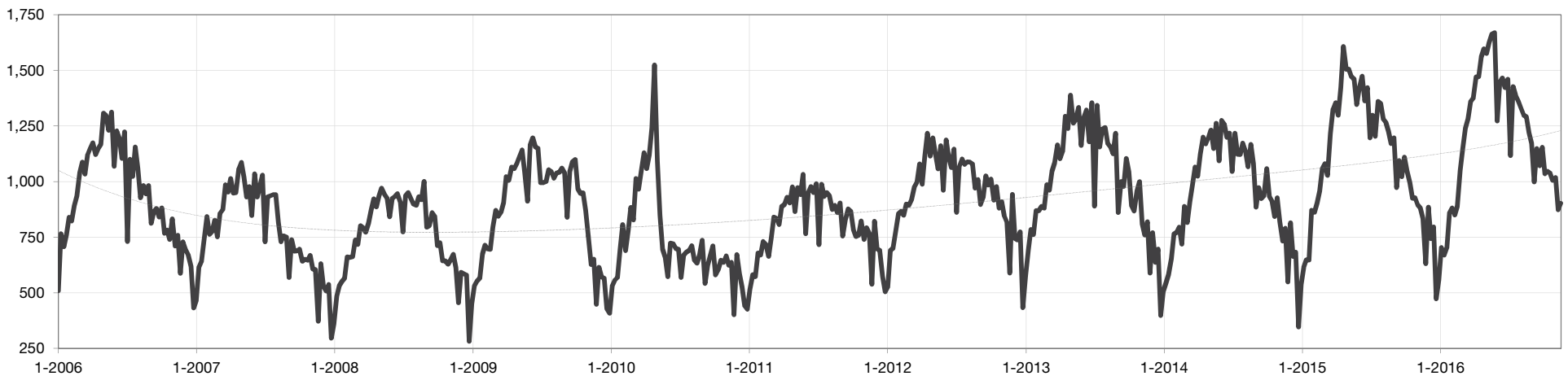
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/27/2016	1,220	1,171	+ 4.2%
9/3/2016	1,172	1,197	- 2.1%
9/10/2016	998	973	+ 2.6%
9/17/2016	1,148	1,095	+ 4.8%
9/24/2016	1,071	1,022	+ 4.8%
10/1/2016	1,154	1,110	+ 4.0%
10/8/2016	1,035	1,048	- 1.2%
10/15/2016	1,046	995	+ 5.1%
10/22/2016	1,038	925	+ 12.2%
10/29/2016	1,006	927	+ 8.5%
11/5/2016	1,019	896	+ 13.7%
11/12/2016	873	881	- 0.9%
11/19/2016	902	835	+ 8.0%
<b>3-Month Total</b>	<b>13,682</b>	<b>13,075</b>	<b>+ 4.6%</b>

## Historical Pending Sales



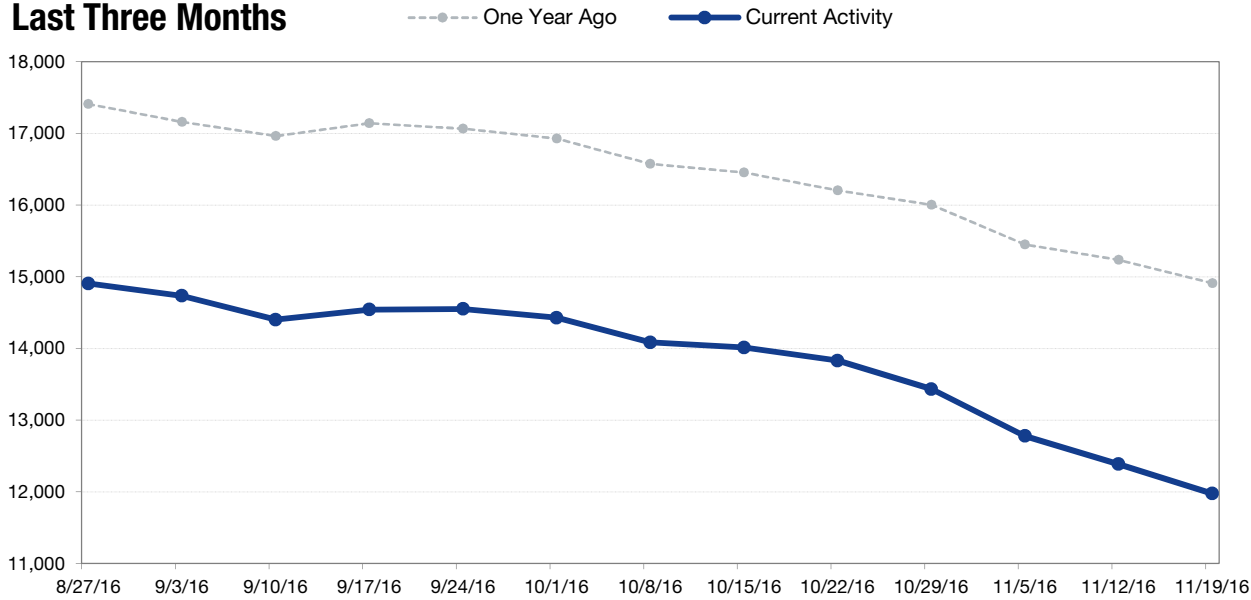
# Inventory of Homes for Sale

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



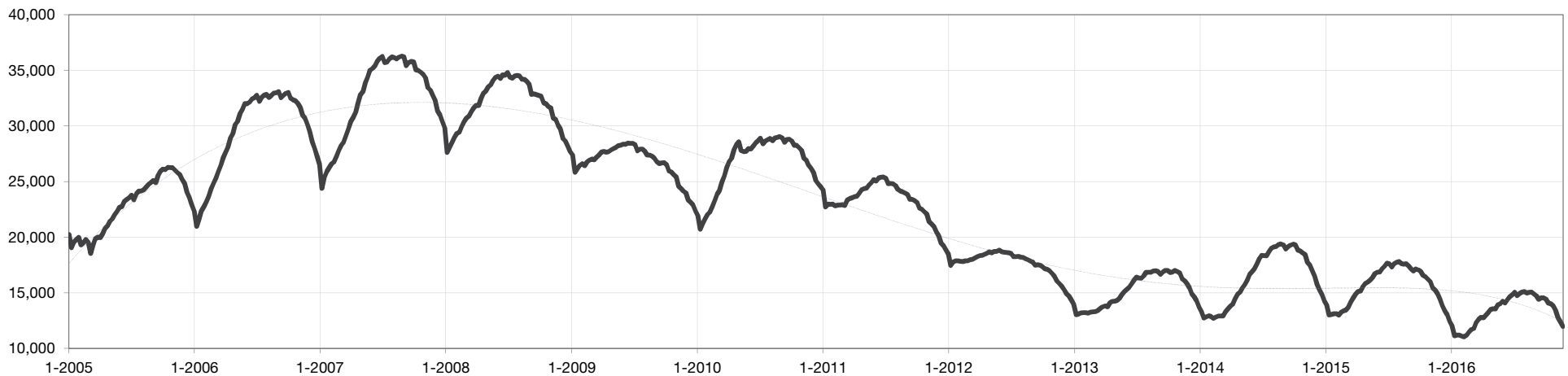
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/27/2016	14,905	17,410	- 14.4%
9/3/2016	14,733	17,158	- 14.1%
9/10/2016	14,401	16,963	- 15.1%
9/17/2016	14,541	17,143	- 15.2%
9/24/2016	14,549	17,067	- 14.8%
10/1/2016	14,428	16,926	- 14.8%
10/8/2016	14,084	16,575	- 15.0%
10/15/2016	14,011	16,456	- 14.9%
10/22/2016	13,829	16,205	- 14.7%
10/29/2016	13,431	16,004	- 16.1%
11/5/2016	12,777	15,450	- 17.3%
11/12/2016	12,384	15,236	- 18.7%
11/19/2016	11,975	14,910	- 19.7%
<b>3-Month Avg</b>	<b>13,850</b>	<b>16,423</b>	<b>- 15.7%</b>

## Historical Inventory Levels



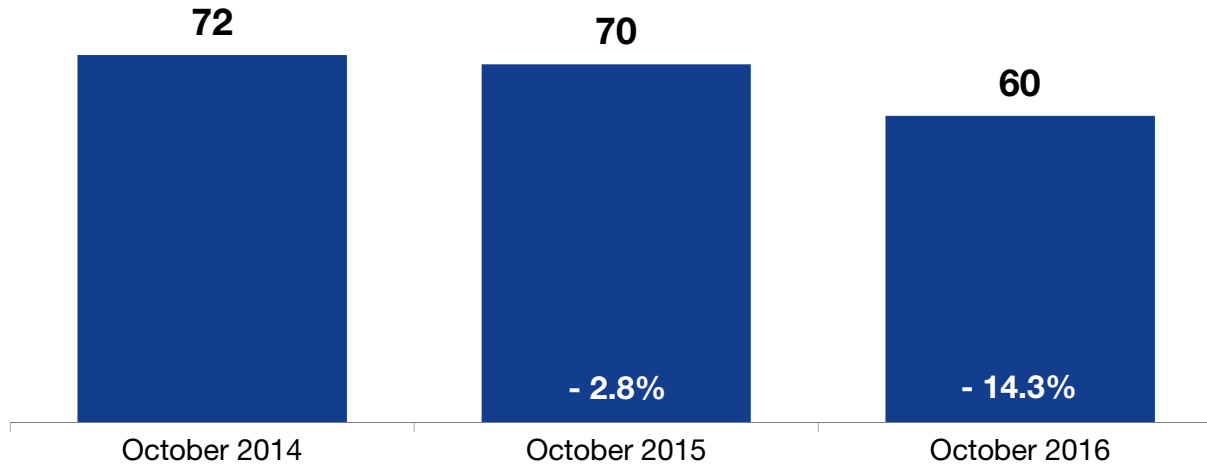
# Days on Market Until Sale

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



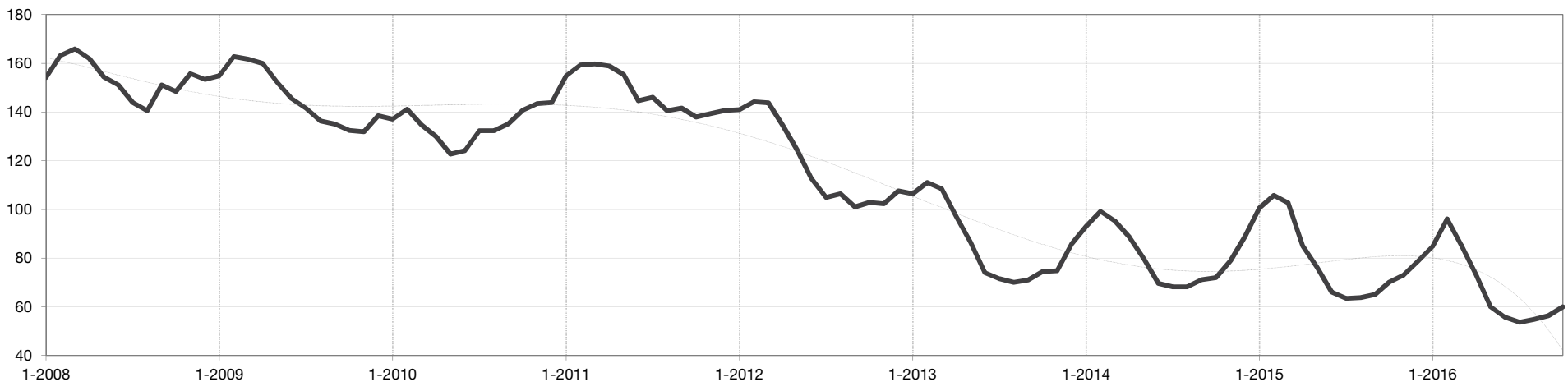
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## October



Month	Current Activity	One Year Previous	+ / -
November 2015	73	79	- 7.6%
December 2015	79	89	- 11.2%
January 2016	85	101	- 15.8%
February 2016	96	106	- 9.4%
March 2016	85	103	- 17.5%
April 2016	73	85	- 14.1%
May 2016	60	76	- 21.1%
June 2016	56	66	- 15.2%
July 2016	54	63	- 14.3%
August 2016	55	64	- 14.1%
September 2016	56	65	- 13.8%
October 2016	60	70	- 14.3%
<b>12-Month Avg</b>	<b>66</b>	<b>77</b>	<b>- 14.3%</b>

## Historical Days on Market Until Sale



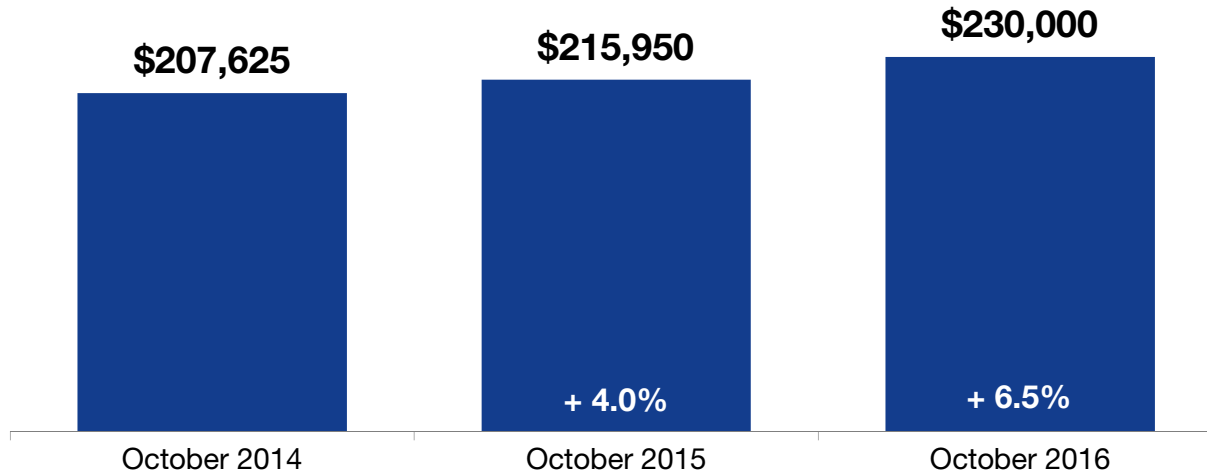
# Median Sales Price

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



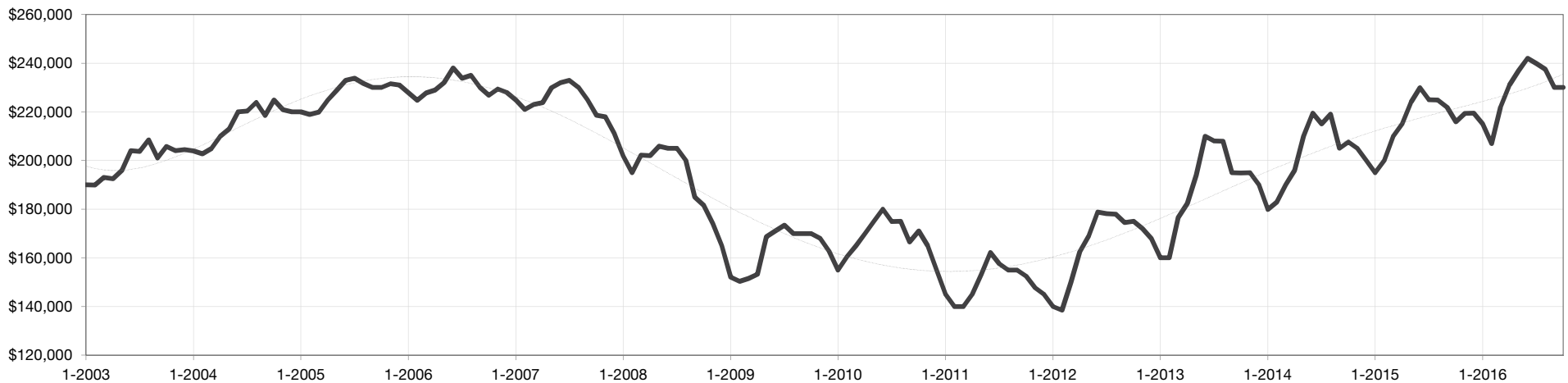
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## October



Month	Current Activity	One Year Previous	+ / -
November 2015	\$219,340	\$205,000	+ 7.0%
December 2015	\$219,500	\$200,000	+ 9.7%
January 2016	\$215,000	\$195,000	+ 10.3%
February 2016	\$207,000	\$200,000	+ 3.5%
March 2016	\$222,000	\$210,000	+ 5.7%
April 2016	\$231,000	\$215,000	+ 7.4%
May 2016	\$237,000	\$224,000	+ 5.8%
June 2016	\$242,000	\$229,900	+ 5.3%
July 2016	\$239,900	\$225,000	+ 6.6%
August 2016	\$237,500	\$224,900	+ 5.6%
September 2016	\$230,000	\$222,000	+ 3.6%
October 2016	\$230,000	\$215,950	+ 6.5%
<b>12-Month Med</b>	<b>\$230,000</b>	<b>\$218,900</b>	<b>+ 5.1%</b>

## Historical Median Sales Price



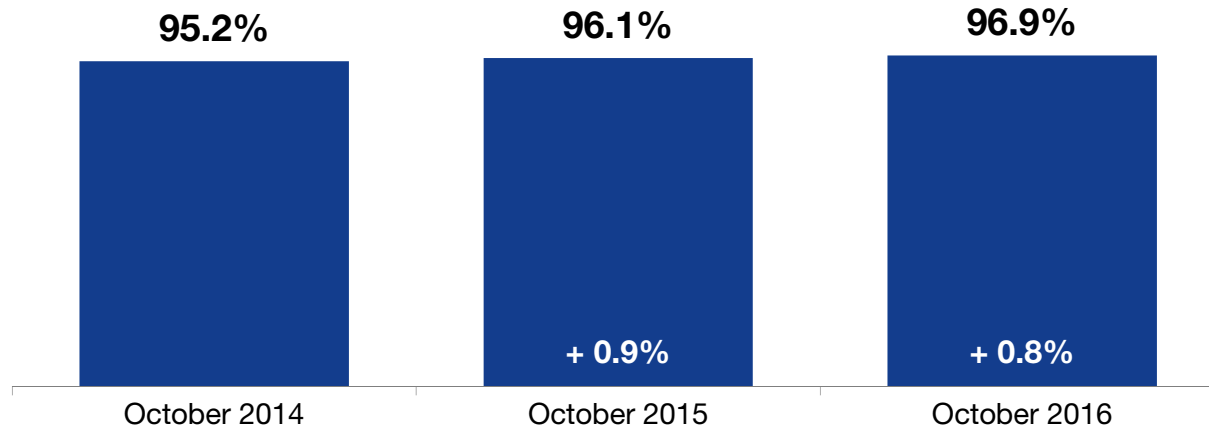
# Percent of Original List Price Received

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.



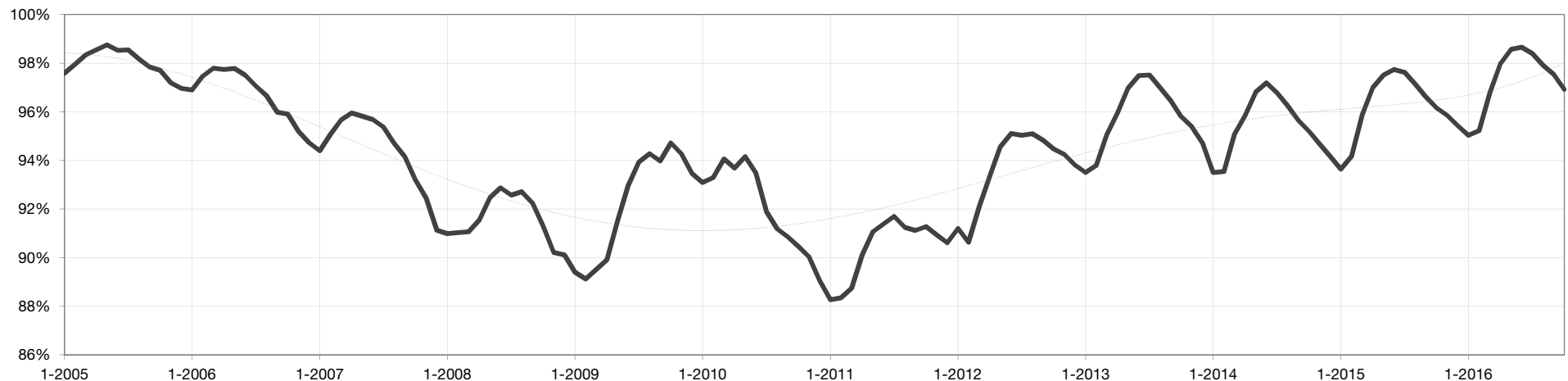
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## October



Month	Current Activity	One Year Previous	+ / -
November 2015	95.9%	94.7%	+ 1.3%
December 2015	95.4%	94.2%	+ 1.3%
January 2016	95.0%	93.6%	+ 1.5%
February 2016	95.2%	94.2%	+ 1.1%
March 2016	96.8%	95.9%	+ 0.9%
April 2016	98.0%	97.0%	+ 1.0%
May 2016	98.6%	97.5%	+ 1.1%
June 2016	98.7%	97.7%	+ 1.0%
July 2016	98.4%	97.6%	+ 0.8%
August 2016	97.9%	97.1%	+ 0.8%
September 2016	97.5%	96.6%	+ 0.9%
October 2016	96.9%	96.1%	+ 0.8%
<b>12-Month Avg</b>	<b>97.4%</b>	<b>96.5%</b>	<b>+ 0.9%</b>

## Historical Percent of Original List Price Received



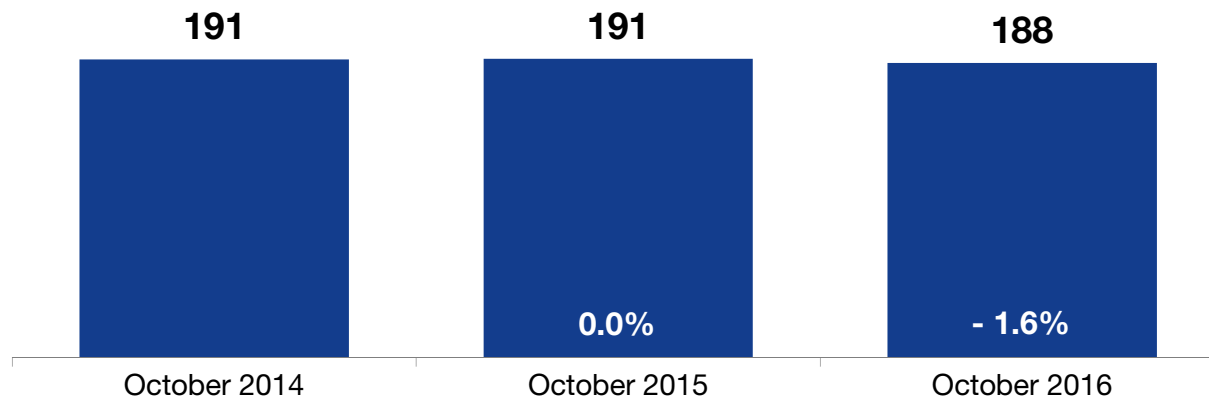
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



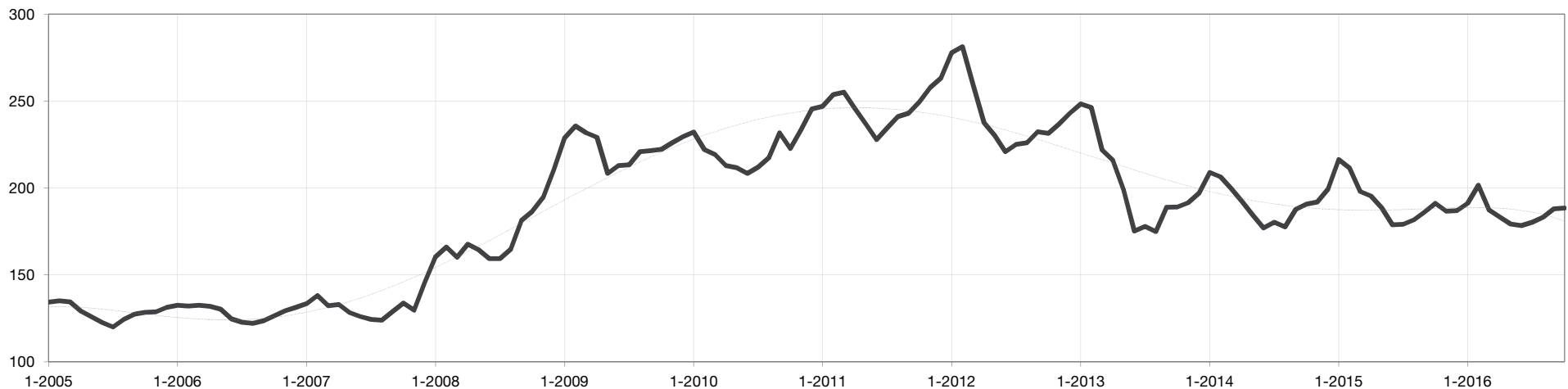
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## October



Month	Current Activity	One Year Previous	+ / -
November 2015	187	192	- 2.6%
December 2015	187	199	- 6.0%
January 2016	191	216	- 11.6%
February 2016	202	212	- 4.7%
March 2016	187	198	- 5.6%
April 2016	183	195	- 6.2%
May 2016	179	189	- 5.3%
June 2016	178	179	- 0.6%
July 2016	180	179	+ 0.6%
August 2016	183	182	+ 0.5%
September 2016	188	186	+ 1.1%
October 2016	188	191	- 1.6%
<b>12-Month Avg</b>	<b>187</b>	<b>193</b>	<b>- 3.1%</b>

## Historical Housing Affordability Index





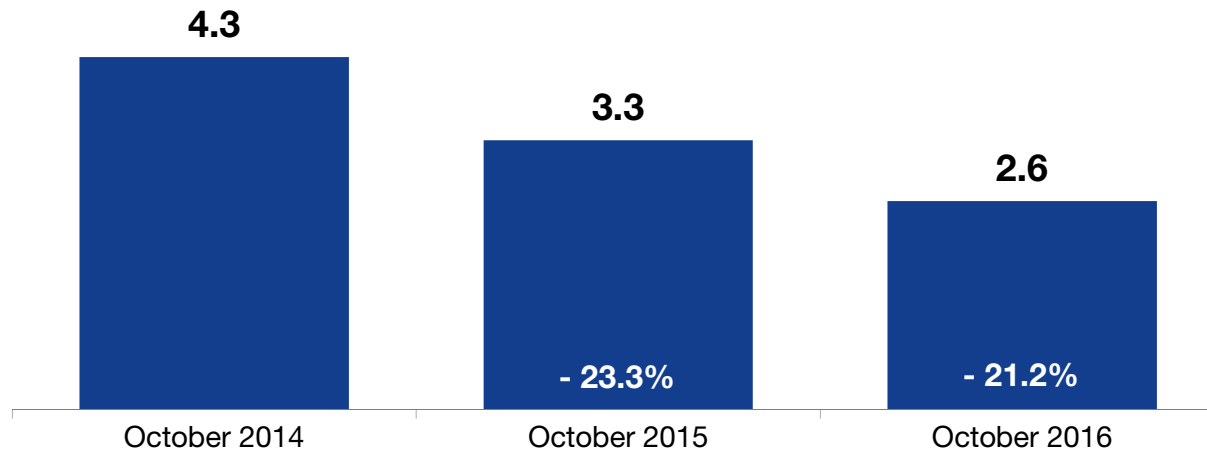
# Months Supply of Homes for Sale

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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## October



Month	Current Activity	One Year Previous	+ / -
November 2015	2.9	3.9	- 25.6%
December 2015	2.3	3.2	- 28.1%
January 2016	2.3	3.1	- 25.8%
February 2016	2.5	3.2	- 21.9%
March 2016	2.6	3.5	- 25.7%
April 2016	2.8	3.6	- 22.2%
May 2016	2.8	3.8	- 26.3%
June 2016	3.0	3.8	- 21.1%
July 2016	3.1	3.8	- 18.4%
August 2016	2.9	3.7	- 21.6%
September 2016	2.9	3.5	- 17.1%
October 2016	2.6	3.3	- 21.2%
<b>12-Month Avg</b>	<b>2.7</b>	<b>3.5</b>	<b>- 22.9%</b>

## Historical Months Supply of Homes for Sale

