



MINNEAPOLIS AREA Association
of REALTORS®

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 January 27, 2018

Publish Date: February 5, 2018 • All comparisons are to 2017

It is common for there to be a lift in residential real estate activity at the beginning of each calendar year, as consumers steel their collective resolve to do what they deem is next toward achieving their goals. It is the housing industry's equivalent to resolving to eat better, go to the gym more, quit smoking, etc. Except in 2018 so far, we are not yet seeing that extra bump in activity. For the most part, the trends have been blind to calendar dynamics.

In the Twin Cities region, for the week ending January 27:

- New Listings decreased 13.2% to 881
- Pending Sales decreased 11.1% to 722
- Inventory decreased 25.3% to 7,080

For the month of December:

- Median Sales Price increased 9.7% to \$248,000
- Days on Market decreased 15.3% to 61
- Percent of Original List Price Received increased 1.3% to 97.1%
- Months Supply of Homes For Sale decreased 26.3% to 1.4

Quick Facts

- 13.2%	- 11.1%	- 25.3%
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

Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Housing Affordability Index	8
Months Supply of Homes for Sale	9



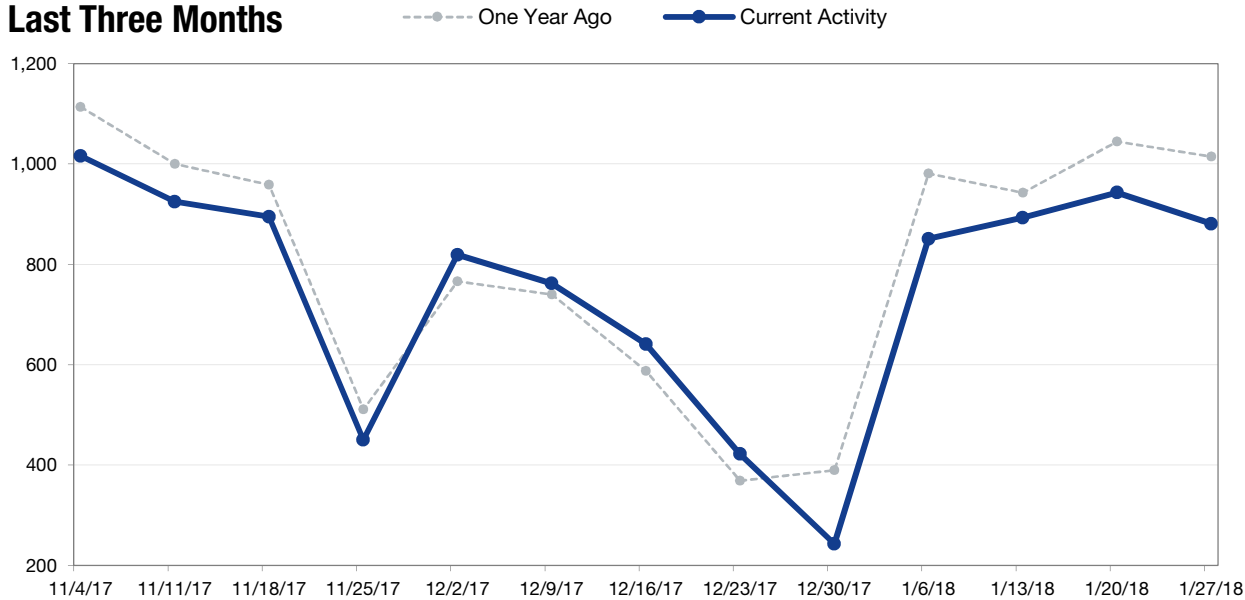
New Listings

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



MINNEAPOLIS AREA Association
of REALTORS®

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/4/2017	1,016	1,114	- 8.8%
11/11/2017	925	1,000	- 7.5%
11/18/2017	895	959	- 6.7%
11/25/2017	450	511	- 11.9%
12/2/2017	819	766	+ 6.9%
12/9/2017	762	740	+ 3.0%
12/16/2017	641	588	+ 9.0%
12/23/2017	422	369	+ 14.4%
12/30/2017	243	390	- 37.7%
1/6/2018	851	981	- 13.3%
1/13/2018	893	943	- 5.3%
1/20/2018	943	1,045	- 9.8%
1/27/2018	881	1,015	- 13.2%
3-Month Total	9,741	10,421	- 6.5%

Historical New Listings



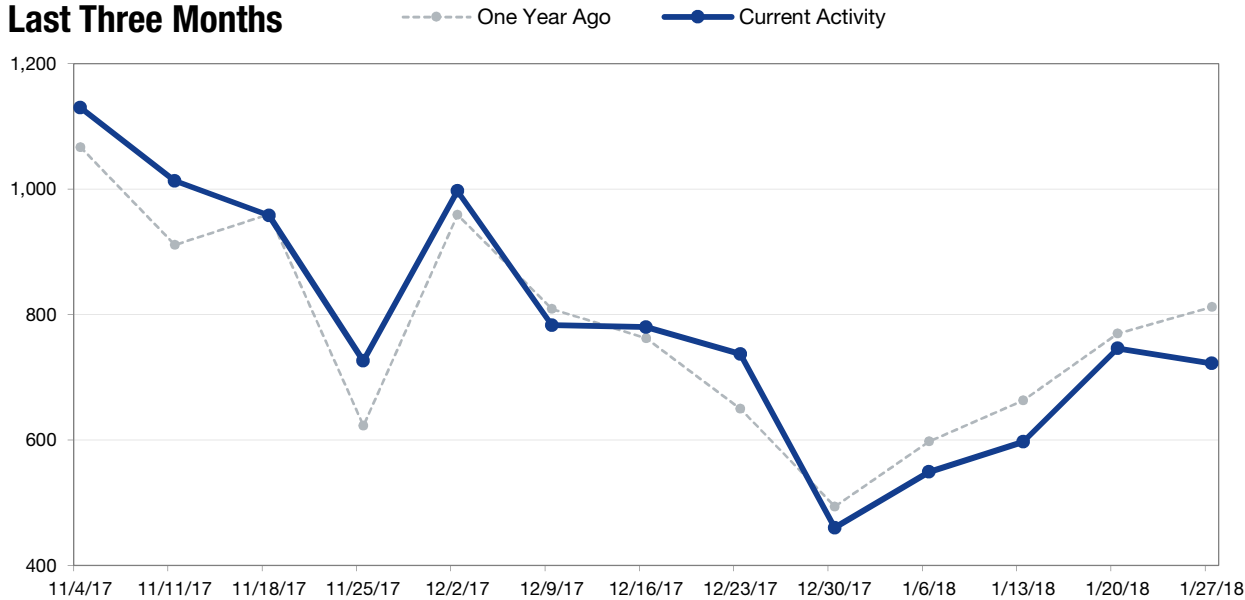
Pending Sales

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



MINNEAPOLIS AREA Association
of REALTORS®

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/4/2017	1,130	1,067	+ 5.9%
11/11/2017	1,013	911	+ 11.2%
11/18/2017	958	960	- 0.2%
11/25/2017	726	623	+ 16.5%
12/2/2017	997	959	+ 4.0%
12/9/2017	783	809	- 3.2%
12/16/2017	780	762	+ 2.4%
12/23/2017	737	650	+ 13.4%
12/30/2017	460	494	- 6.9%
1/6/2018	549	598	- 8.2%
1/13/2018	597	663	- 10.0%
1/20/2018	746	770	- 3.1%
1/27/2018	722	812	- 11.1%
3-Month Total	10,198	10,078	+ 1.2%

Historical Pending Sales



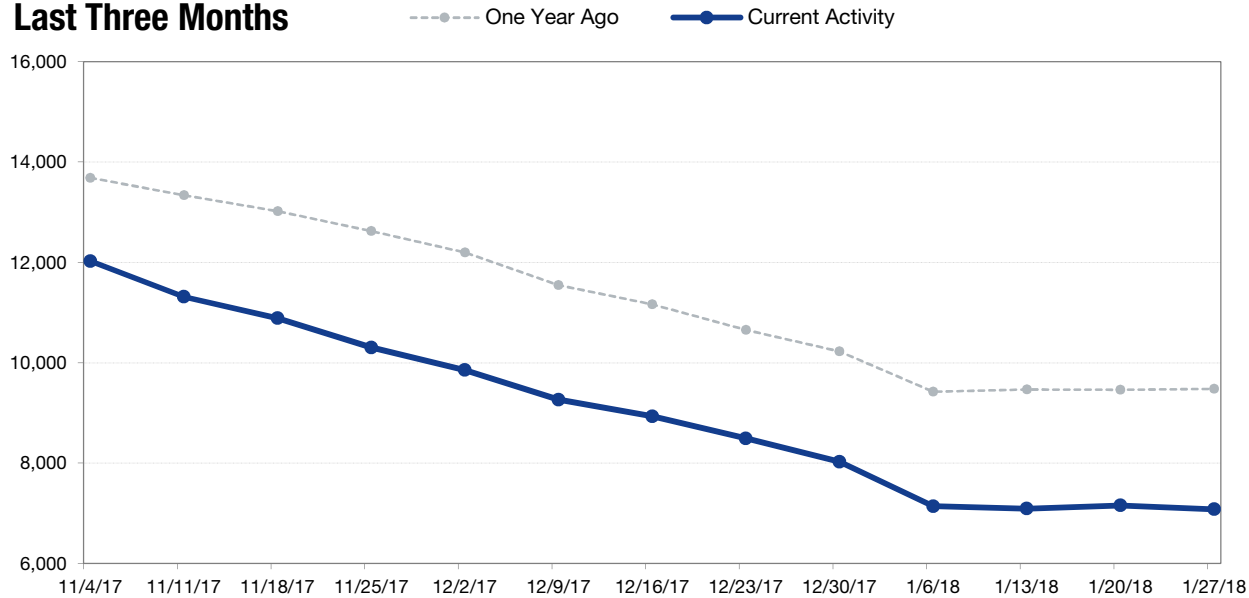
Inventory of Homes for Sale

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



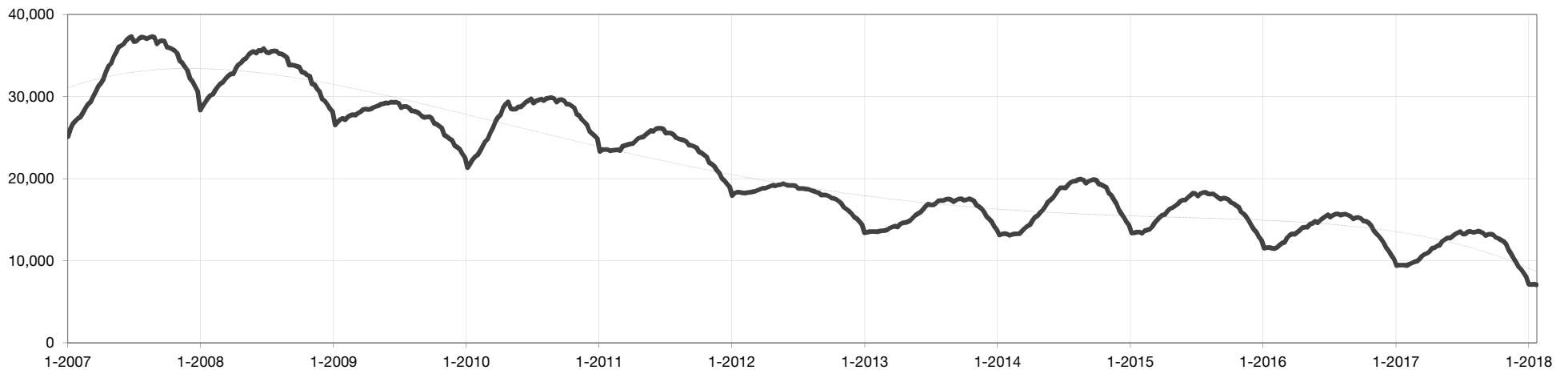
MINNEAPOLIS AREA Association
of REALTORS®

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/4/2017	12,025	13,686	- 12.1%
11/11/2017	11,315	13,337	- 15.2%
11/18/2017	10,885	13,024	- 16.4%
11/25/2017	10,304	12,628	- 18.4%
12/2/2017	9,853	12,200	- 19.2%
12/9/2017	9,263	11,550	- 19.8%
12/16/2017	8,932	11,168	- 20.0%
12/23/2017	8,491	10,656	- 20.3%
12/30/2017	8,025	10,225	- 21.5%
1/6/2018	7,140	9,424	- 24.2%
1/13/2018	7,091	9,468	- 25.1%
1/20/2018	7,154	9,462	- 24.4%
1/27/2018	7,080	9,481	- 25.3%
3-Month Avg	9,043	11,255	- 19.7%

Historical Inventory Levels



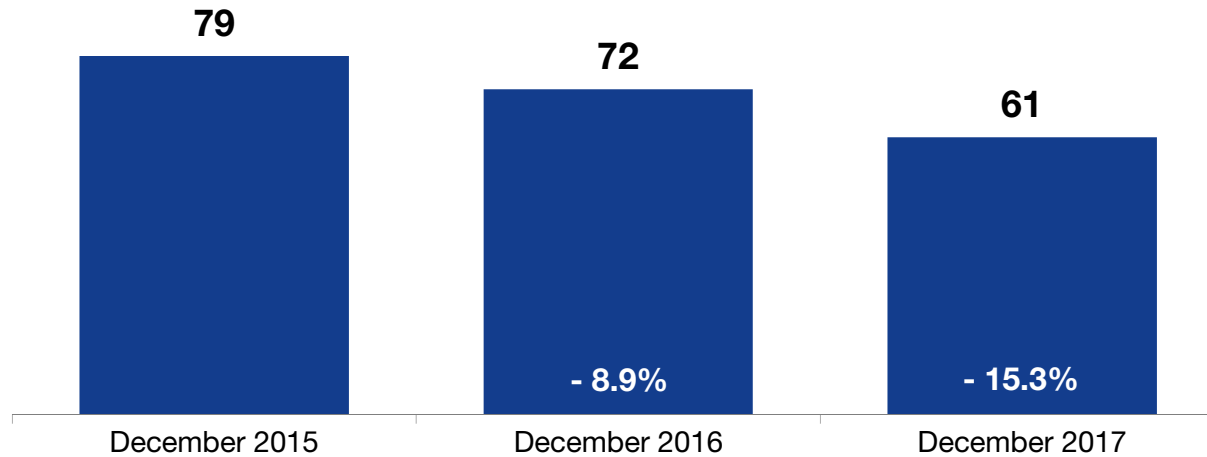
Days on Market Until Sale

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



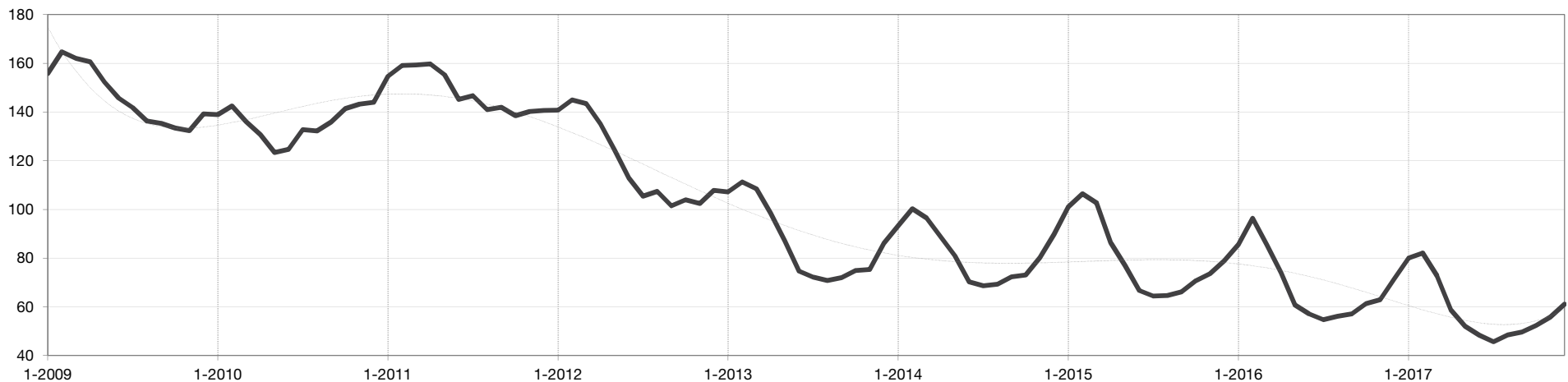
MINNEAPOLIS AREA Association
of REALTORS®

December



Month	Current Activity	One Year Previous	+ / -
January 2017	80	86	- 7.0%
February 2017	82	96	- 14.6%
March 2017	73	86	- 15.1%
April 2017	59	74	- 20.3%
May 2017	52	61	- 14.8%
June 2017	48	57	- 15.8%
July 2017	46	55	- 16.4%
August 2017	48	56	- 14.3%
September 2017	50	57	- 12.3%
October 2017	52	61	- 14.8%
November 2017	56	63	- 11.1%
December 2017	61	72	- 15.3%
12-Month Avg	56	65	- 13.8%

Historical Days on Market Until Sale



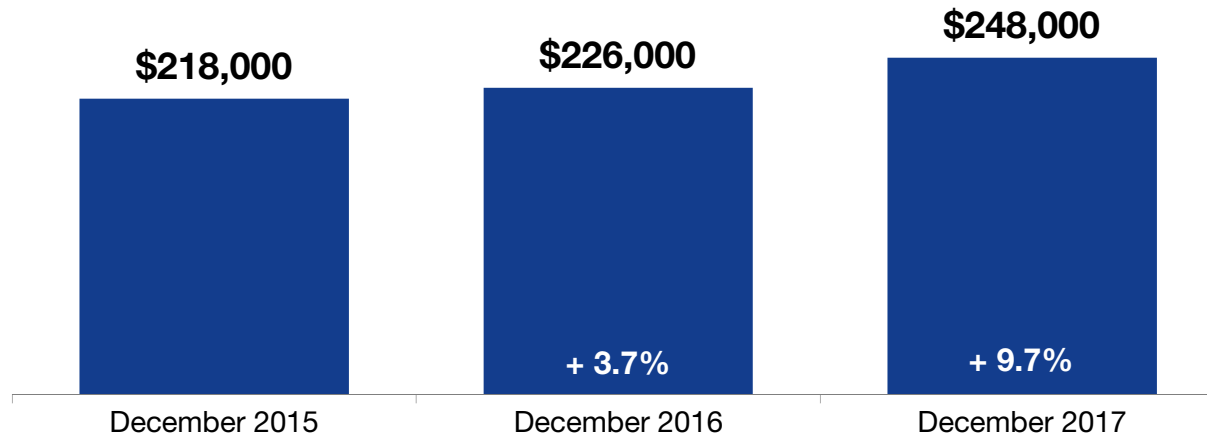
Median Sales Price

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



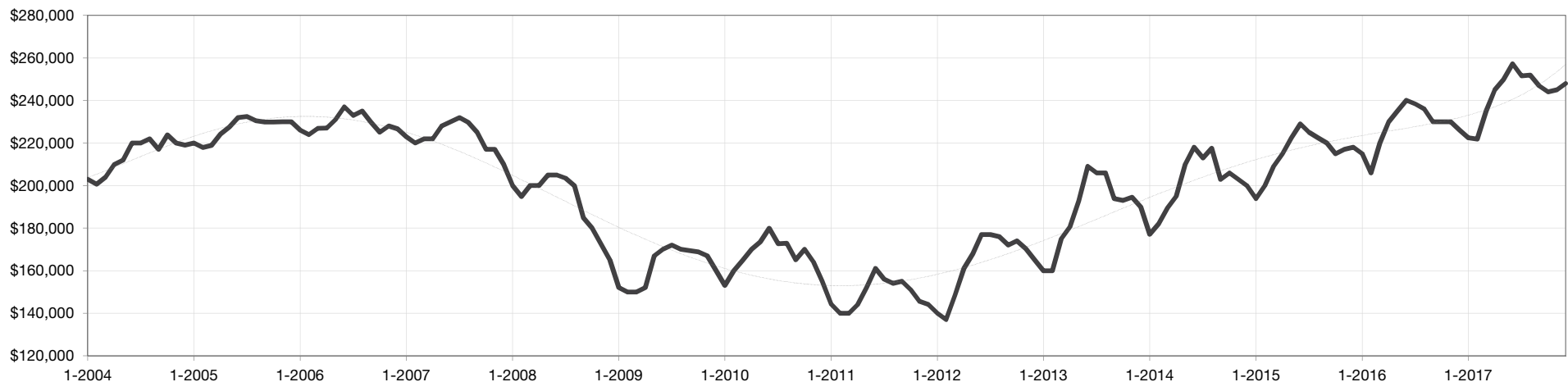
MINNEAPOLIS AREA Association
of REALTORS®

December



Month	Current Activity	One Year Previous	+ / -
January 2017	\$222,500	\$215,000	+ 3.5%
February 2017	\$221,800	\$206,000	+ 7.7%
March 2017	\$235,000	\$220,000	+ 6.8%
April 2017	\$245,000	\$230,000	+ 6.5%
May 2017	\$250,000	\$235,000	+ 6.4%
June 2017	\$257,250	\$240,041	+ 7.2%
July 2017	\$251,550	\$238,400	+ 5.5%
August 2017	\$251,900	\$236,000	+ 6.7%
September 2017	\$246,900	\$230,000	+ 7.3%
October 2017	\$244,000	\$230,000	+ 6.1%
November 2017	\$245,000	\$230,000	+ 6.5%
December 2017	\$248,000	\$226,000	+ 9.7%
12-Month Med	\$246,000	\$230,000	+ 7.0%

Historical Median Sales Price



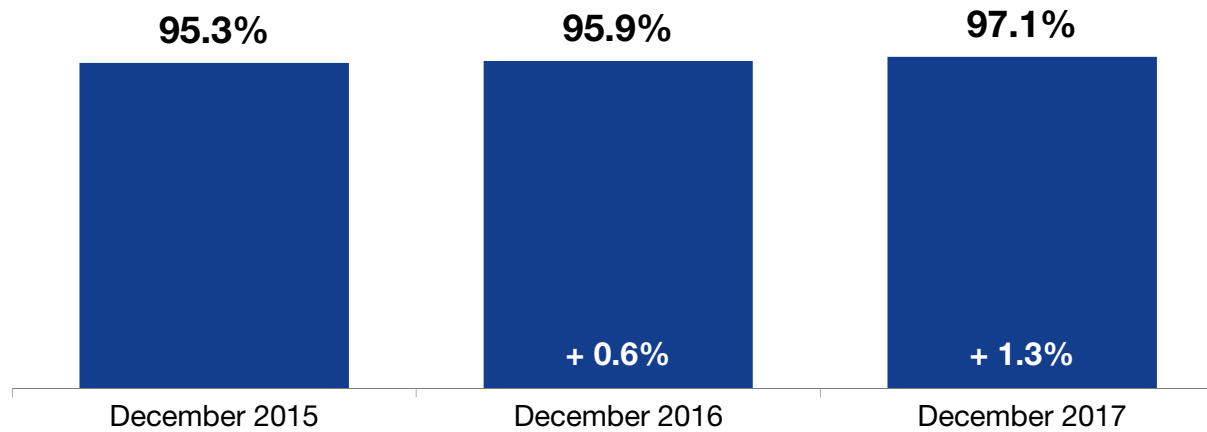
Percent of Original List Price Received

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.



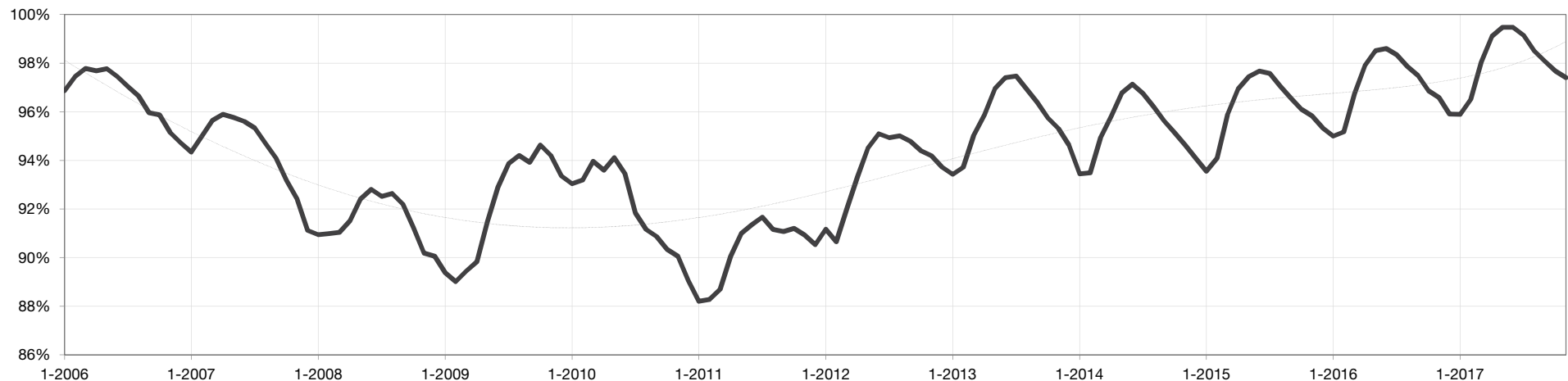
MINNEAPOLIS AREA Association
of REALTORS®

December



Month	Current Activity	One Year Previous	+ / -
January 2017	95.9%	95.0%	+ 0.9%
February 2017	96.5%	95.2%	+ 1.4%
March 2017	98.0%	96.8%	+ 1.2%
April 2017	99.1%	97.9%	+ 1.2%
May 2017	99.5%	98.5%	+ 1.0%
June 2017	99.5%	98.6%	+ 0.9%
July 2017	99.1%	98.3%	+ 0.8%
August 2017	98.5%	97.9%	+ 0.6%
September 2017	98.1%	97.5%	+ 0.6%
October 2017	97.7%	96.9%	+ 0.8%
November 2017	97.4%	96.6%	+ 0.8%
December 2017	97.1%	95.9%	+ 1.3%
12-Month Avg	98.3%	97.4%	+ 0.9%

Historical Percent of Original List Price Received



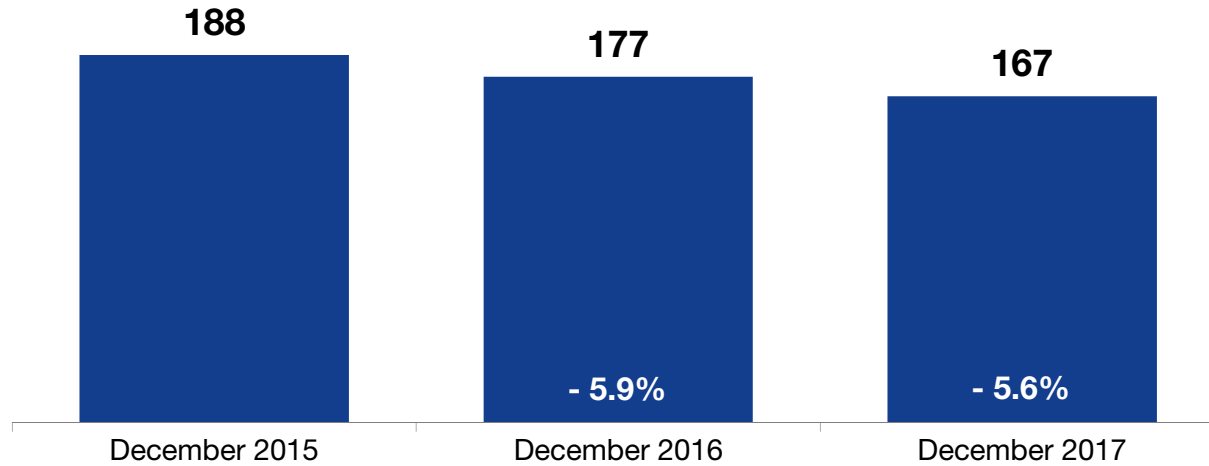
Housing Affordability Index

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.



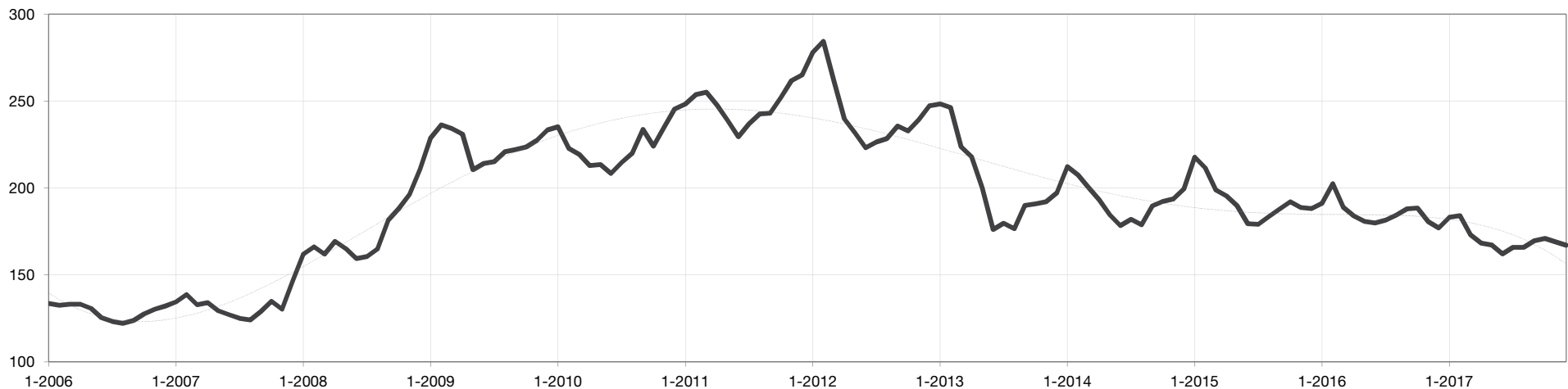
MINNEAPOLIS AREA Association
of REALTORS®

December



Month	Current Activity	One Year Previous	+ / -
January 2017	183	191	- 4.2%
February 2017	184	203	- 9.4%
March 2017	173	189	- 8.5%
April 2017	168	184	- 8.7%
May 2017	167	181	- 7.7%
June 2017	162	180	- 10.0%
July 2017	166	181	- 8.3%
August 2017	166	184	- 9.8%
September 2017	170	188	- 9.6%
October 2017	171	188	- 9.0%
November 2017	169	181	- 6.6%
December 2017	167	177	- 5.6%
12-Month Avg	171	186	- 8.1%

Historical Housing Affordability Index



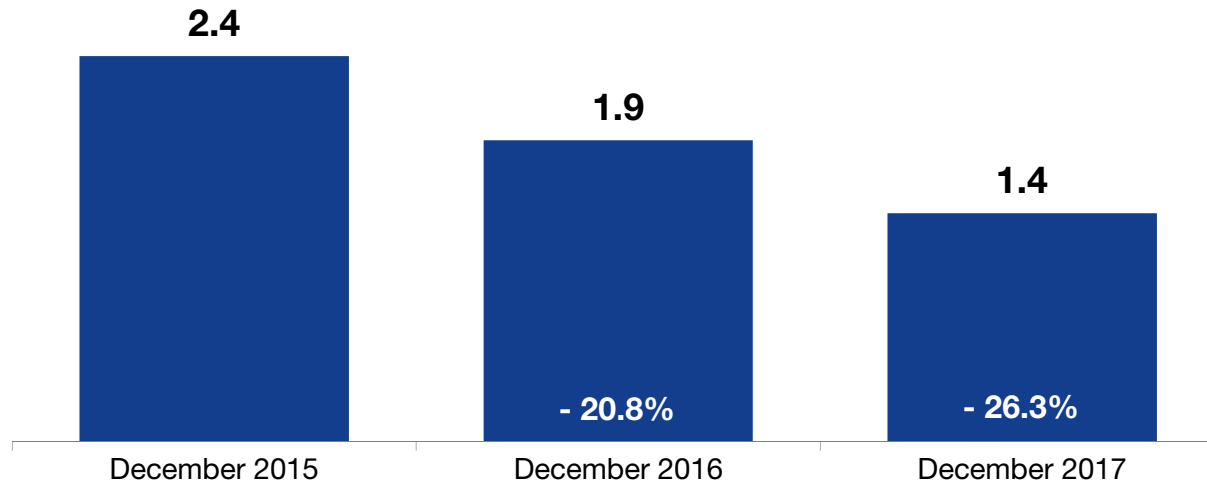
Months Supply of Homes for Sale

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.



MINNEAPOLIS AREA Association
of REALTORS®

December



Month	Current Activity	One Year Previous	+ / -
January 2017	1.8	2.4	- 25.0%
February 2017	1.9	2.5	- 24.0%
March 2017	2.2	2.7	- 18.5%
April 2017	2.4	2.9	- 17.2%
May 2017	2.5	2.9	- 13.8%
June 2017	2.7	3.1	- 12.9%
July 2017	2.7	3.1	- 12.9%
August 2017	2.6	3.0	- 13.3%
September 2017	2.6	3.0	- 13.3%
October 2017	2.3	2.7	- 14.8%
November 2017	1.9	2.3	- 17.4%
December 2017	1.4	1.9	- 26.3%
12-Month Avg	2.2	2.7	- 18.5%

Historical Months Supply of Homes for Sale

