



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 June 23, 2018

Publish Date: July 2, 2018 • All comparisons are to 2017

The first half of the year in residential real estate fared as expected, with the most obvious markers continuing to be low inventory and higher prices. We are also seeing decreased affordability in many markets coupled with more urgency (lower days on market) and increased purchase offers (higher pending sales) ahead of perceived future rate increases that have not yet materialized in the wake of the 0.25 percent increase in the federal funds rate. All of this makes for a busy summer. Let's examine the local market.

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

- New Listings increased 1.3% to 1,987
- Pending Sales decreased 3.7% to 1,437
- Inventory decreased 16.8% to 11,171

For the month of May:

- Median Sales Price increased 8.4% to \$271,000
- Days on Market decreased 9.6% to 47
- Percent of Original List Price Received increased 0.7% to 100.2%
- Months Supply of Homes For Sale decreased 12.0% to 2.2

## Quick Facts

<b>+ 1.3%</b>	<b>- 3.7%</b>	<b>- 16.8%</b>
Change in <b>New Listings</b>	Change in <b>Pending Sales</b>	Change in <b>Inventory</b>

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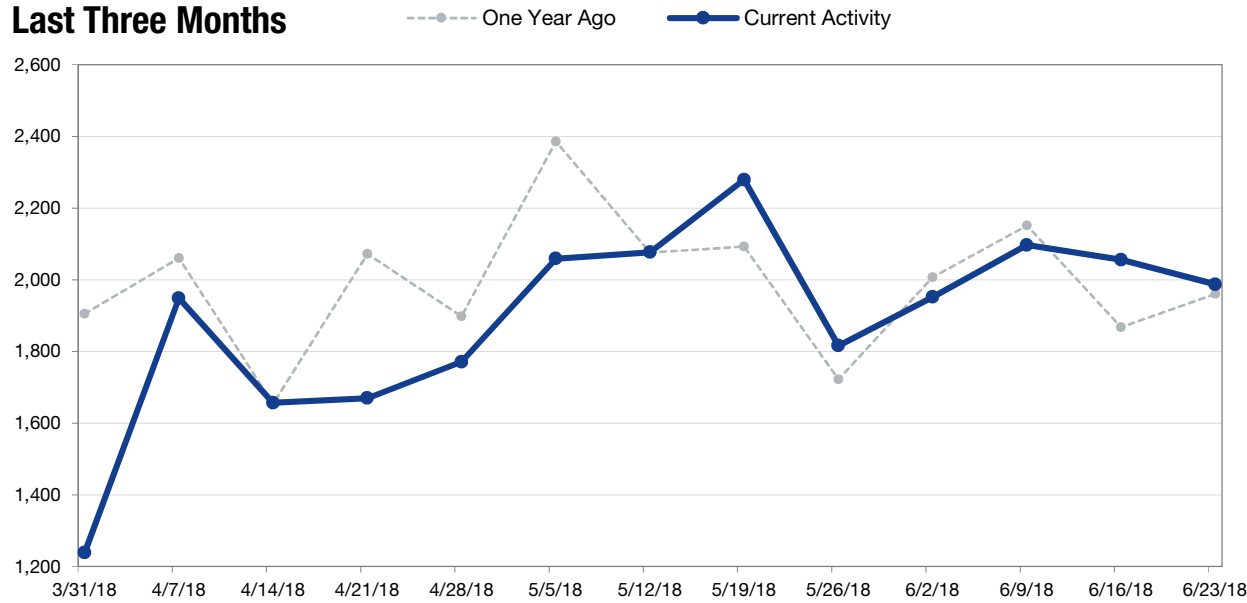
# New Listings

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	+ / -
3/31/2018	1,239	1,905	- 35.0%
4/7/2018	1,949	2,061	- 5.4%
4/14/2018	1,657	1,654	+ 0.2%
4/21/2018	1,670	2,072	- 19.4%
4/28/2018	1,771	1,898	- 6.7%
5/5/2018	2,059	2,386	- 13.7%
5/12/2018	2,077	2,076	+ 0.0%
5/19/2018	2,279	2,093	+ 8.9%
5/26/2018	1,816	1,722	+ 5.5%
6/2/2018	1,952	2,007	- 2.7%
6/9/2018	2,097	2,152	- 2.6%
6/16/2018	2,056	1,868	+ 10.1%
6/23/2018	1,987	1,961	+ 1.3%
<b>3-Month Total</b>	<b>24,609</b>	<b>25,855</b>	<b>- 4.8%</b>

## Historical New Listings



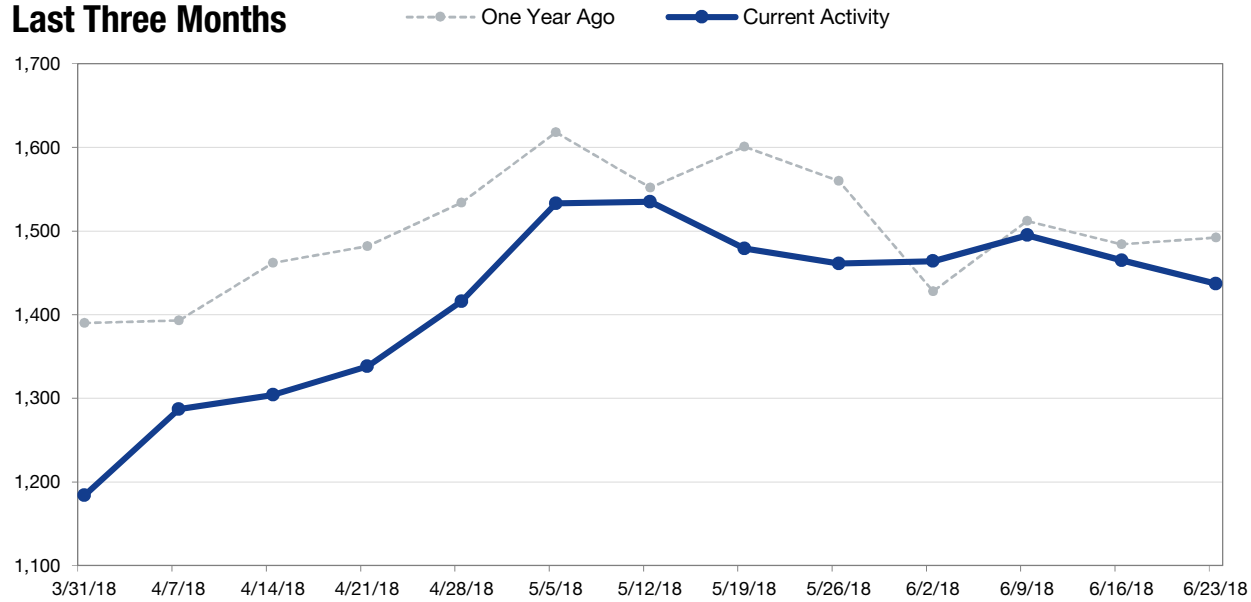
# Pending Sales

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	+ / -
3/31/2018	1,184	1,390	- 14.8%
4/7/2018	1,287	1,393	- 7.6%
4/14/2018	1,304	1,462	- 10.8%
4/21/2018	1,338	1,482	- 9.7%
4/28/2018	1,416	1,534	- 7.7%
5/5/2018	1,533	1,618	- 5.3%
5/12/2018	1,535	1,552	- 1.1%
5/19/2018	1,479	1,601	- 7.6%
5/26/2018	1,461	1,560	- 6.3%
6/2/2018	1,464	1,428	+ 2.5%
6/9/2018	1,495	1,512	- 1.1%
6/16/2018	1,465	1,484	- 1.3%
6/23/2018	1,437	1,492	- 3.7%
<b>3-Month Total</b>	<b>18,398</b>	<b>19,508</b>	<b>- 5.7%</b>

## Historical Pending Sales



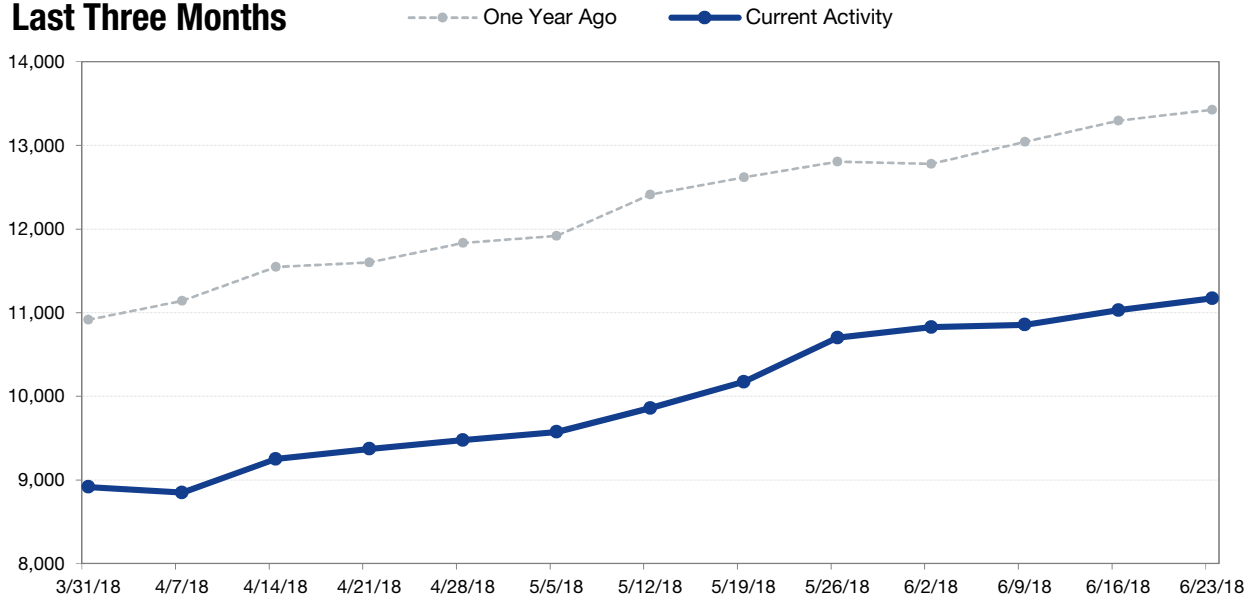
# Inventory of Homes for Sale

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



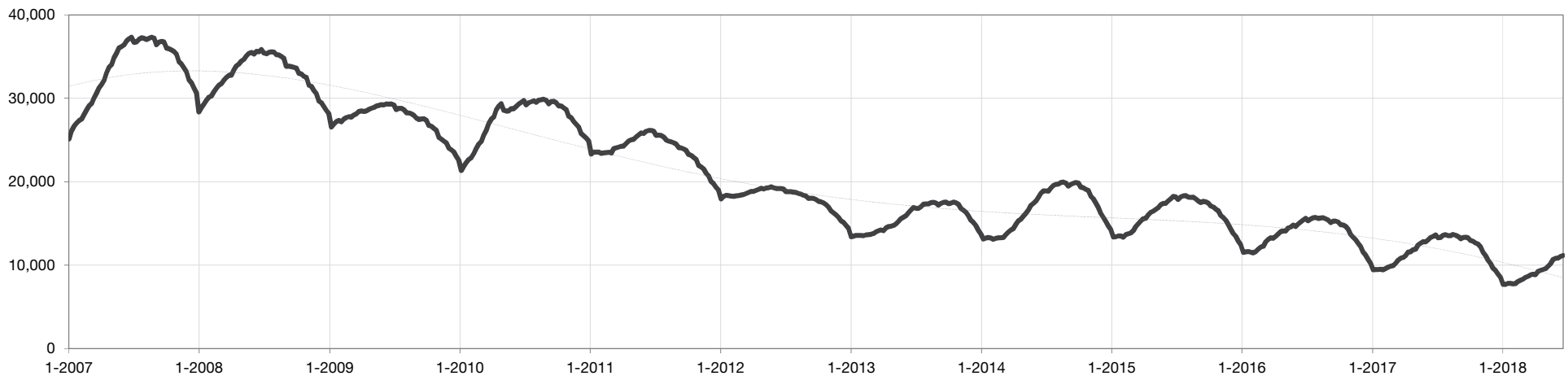
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
3/31/2018	8,915	10,915	- 18.3%
4/7/2018	8,848	11,141	- 20.6%
4/14/2018	9,250	11,548	- 19.9%
4/21/2018	9,371	11,599	- 19.2%
4/28/2018	9,475	11,833	- 19.9%
5/5/2018	9,573	11,918	- 19.7%
5/12/2018	9,859	12,412	- 20.6%
5/19/2018	10,173	12,620	- 19.4%
5/26/2018	10,701	12,807	- 16.4%
6/2/2018	10,826	12,780	- 15.3%
6/9/2018	10,856	13,041	- 16.8%
6/16/2018	11,030	13,296	- 17.0%
6/23/2018	11,171	13,427	- 16.8%
<b>3-Month Avg</b>	<b>10,004</b>	<b>12,257</b>	<b>- 18.4%</b>

## Historical Inventory Levels



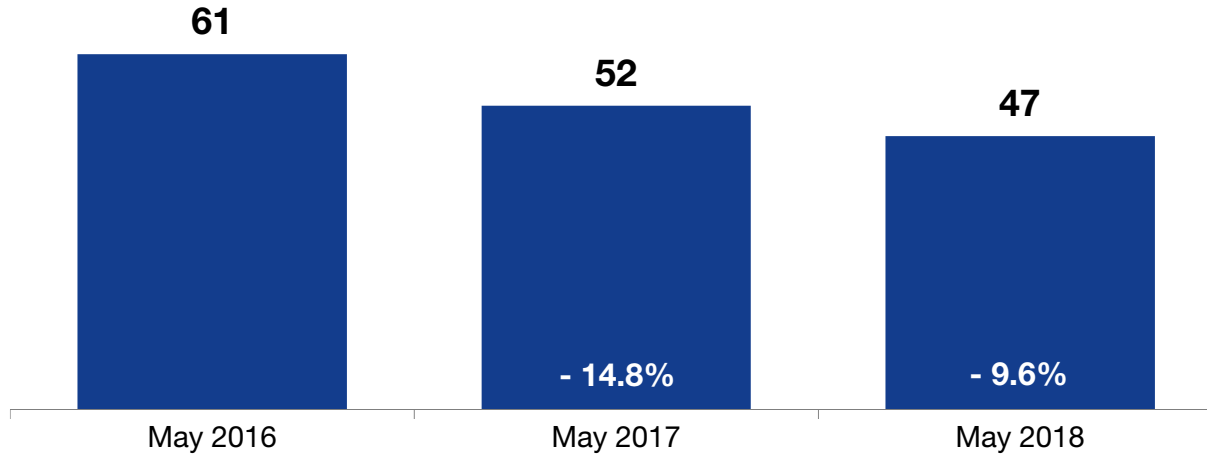
# Days on Market Until Sale

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



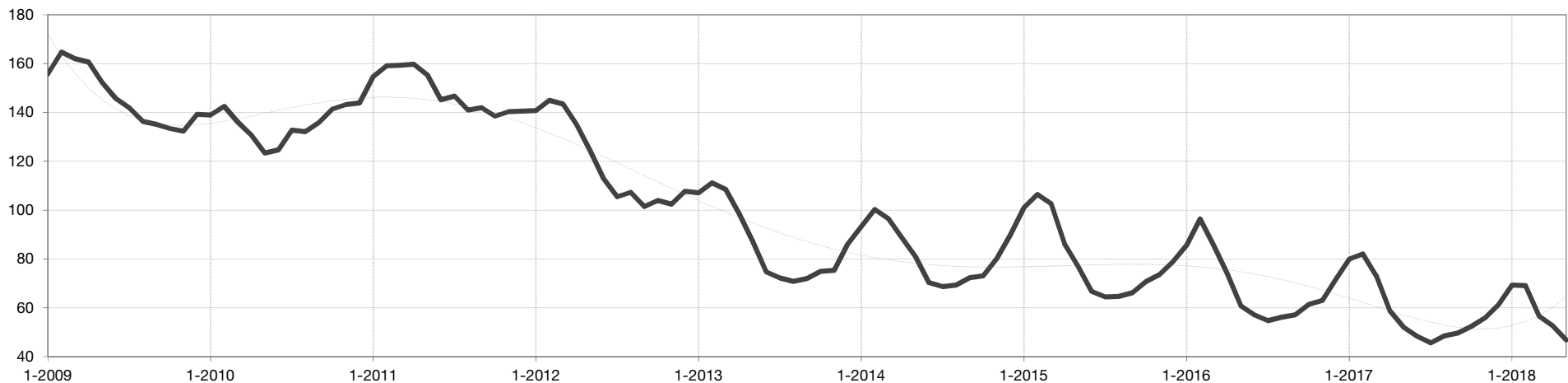
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## May



Month	Current Activity	One Year Previous	+ / -
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%
January 2018	69	80	- 13.8%
February 2018	69	82	- 15.9%
March 2018	57	73	- 21.9%
April 2018	53	59	- 10.2%
May 2018	47	52	- 9.6%
<b>12-Month Avg</b>	<b>53</b>	<b>61</b>	<b>- 13.1%</b>

## Historical Days on Market Until Sale



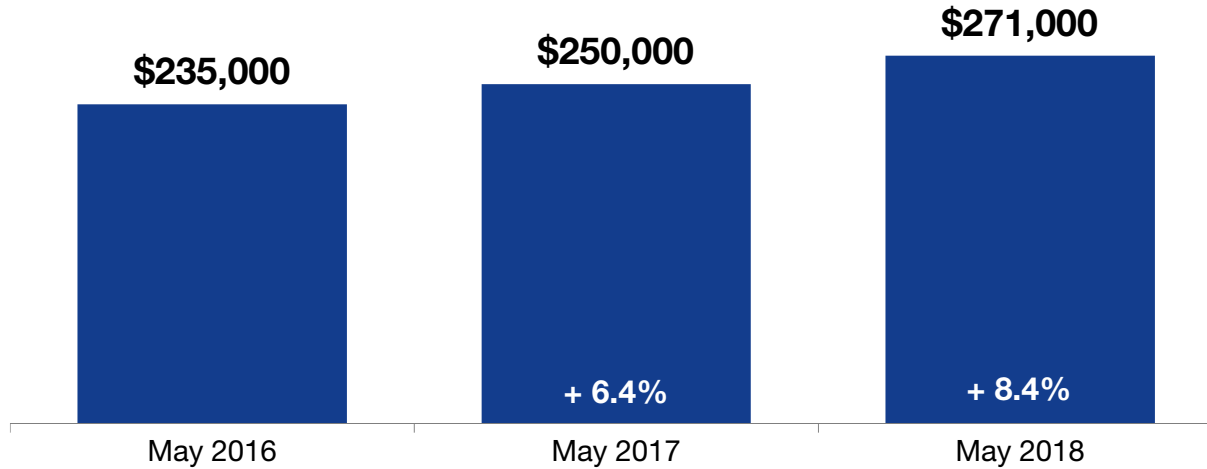
# Median Sales Price

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



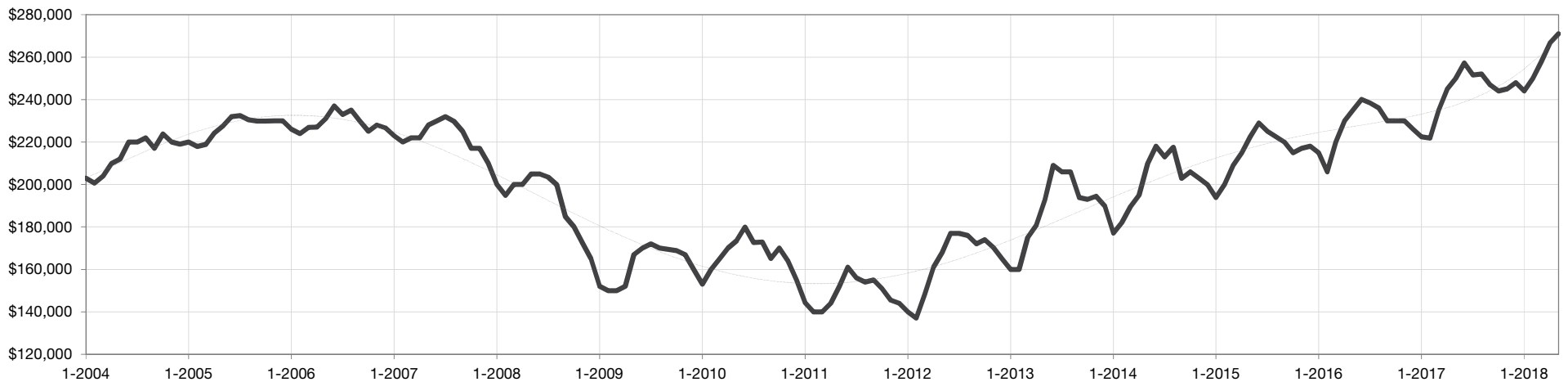
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## May



Month	Current Activity	One Year Previous	+ / -
June 2017	\$257,250	\$240,041	+ 7.2%
July 2017	\$251,500	\$238,400	+ 5.5%
August 2017	\$252,000	\$236,000	+ 6.8%
September 2017	\$247,000	\$230,000	+ 7.4%
October 2017	\$244,000	\$230,000	+ 6.1%
November 2017	\$245,000	\$230,000	+ 6.5%
December 2017	\$248,000	\$226,000	+ 9.7%
January 2018	\$244,000	\$222,500	+ 9.7%
February 2018	\$250,000	\$221,800	+ 12.7%
March 2018	\$258,000	\$235,000	+ 9.8%
April 2018	\$266,750	\$245,000	+ 8.9%
May 2018	\$271,000	\$250,000	+ 8.4%
<b>12-Month Med</b>	<b>\$253,500</b>	<b>\$235,000</b>	<b>+ 7.9%</b>

## Historical Median Sales Price



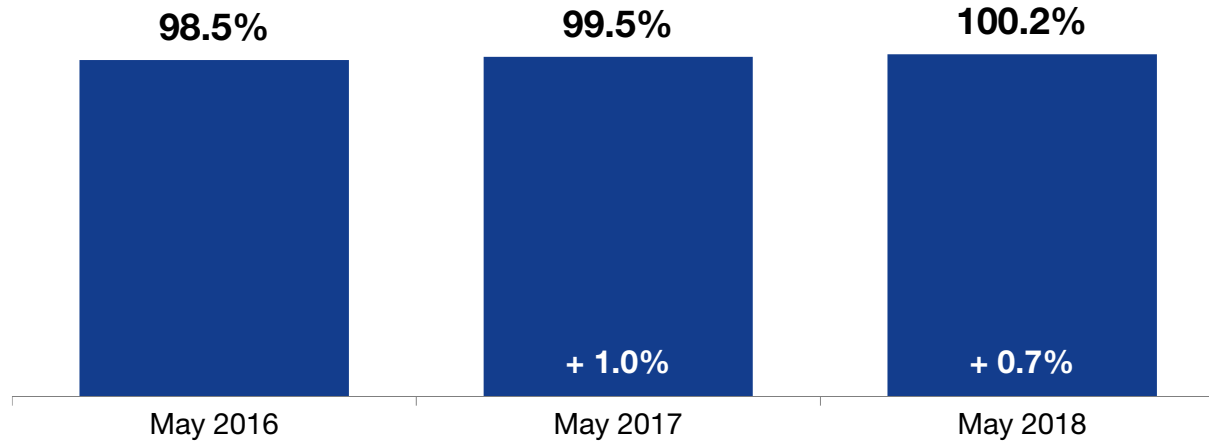
# Percent of Original List Price Received

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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## May



Month	Current Activity	One Year Previous	+ / -
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%
January 2018	96.9%	95.9%	+ 1.0%
February 2018	98.0%	96.5%	+ 1.6%
March 2018	99.1%	98.0%	+ 1.1%
April 2018	99.9%	99.1%	+ 0.8%
May 2018	100.2%	99.5%	+ 0.7%
<b>12-Month Avg</b>	<b>98.6%</b>	<b>97.8%</b>	<b>+ 0.8%</b>

## Historical Percent of Original List Price Received



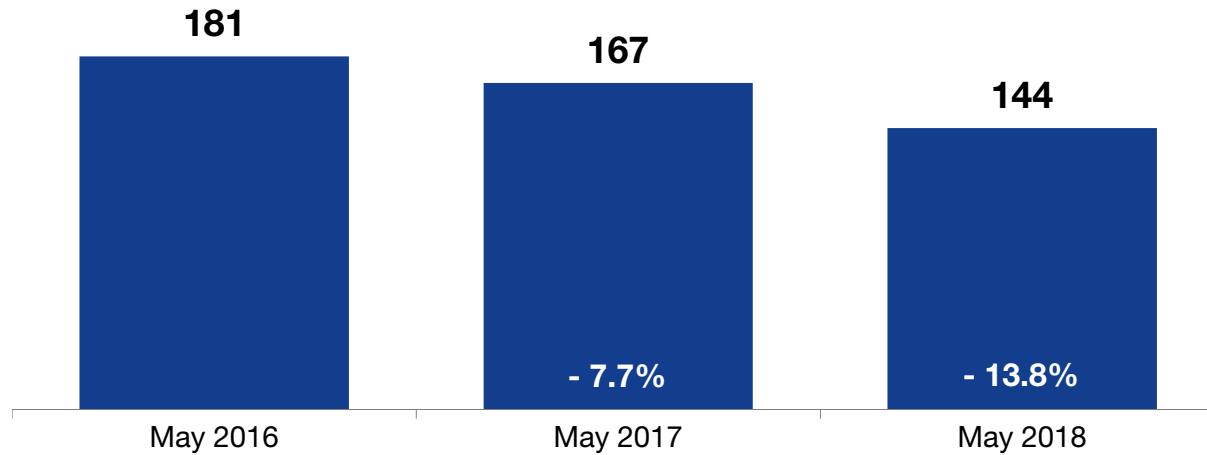
# Housing Affordability Index

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.



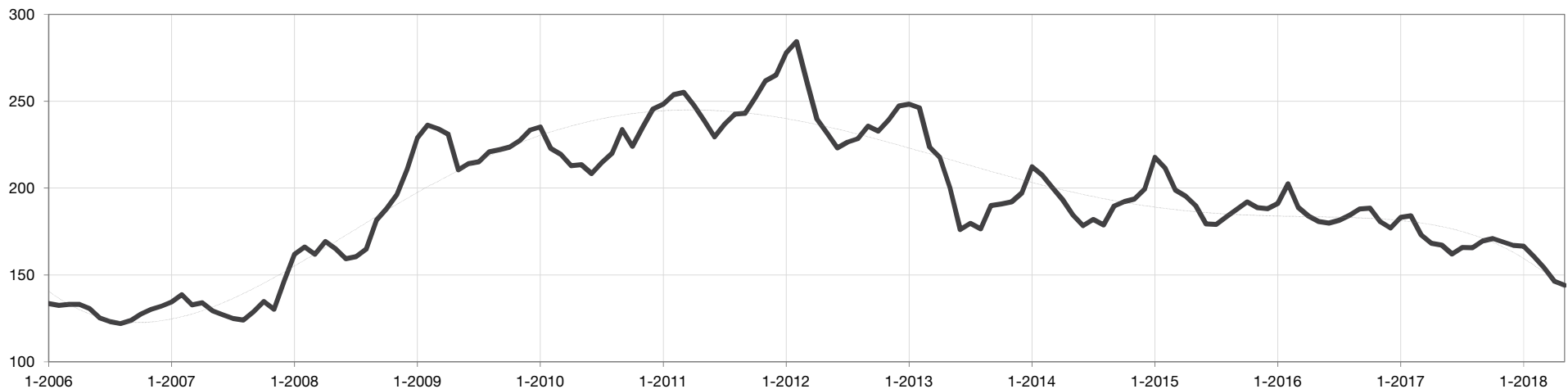
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## May



Month	Current Activity	One Year Previous	+ / -
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%
January 2018	167	183	- 8.7%
February 2018	161	184	- 12.5%
March 2018	154	173	- 11.0%
April 2018	146	168	- 13.1%
May 2018	144	167	- 13.8%
<b>12-Month Avg</b>	<b>162</b>	<b>180</b>	<b>- 10.0%</b>

## Historical Housing Affordability Index





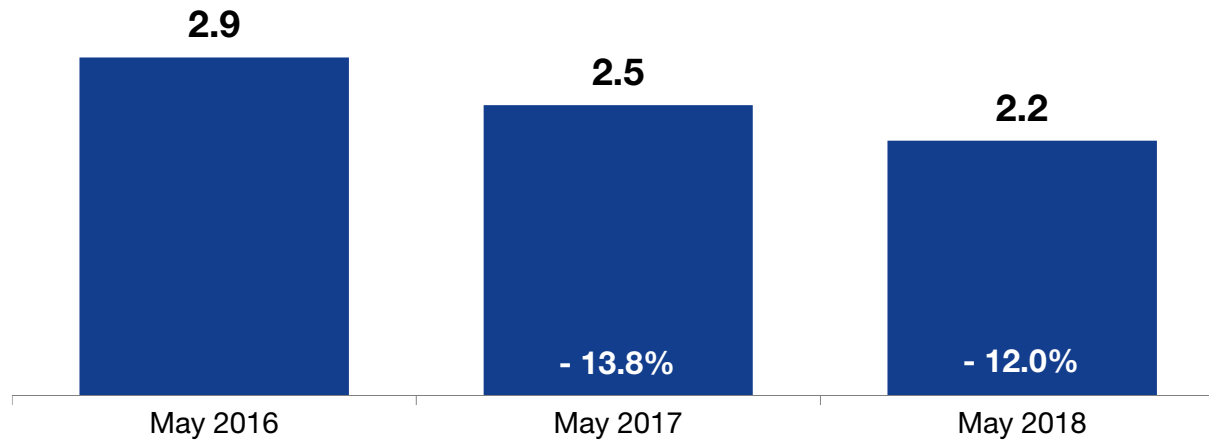
# Months Supply of Homes for Sale

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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## May



Month	Current Activity	One Year Previous	+ / -
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	1.5	1.9	- 21.1%
January 2018	1.5	1.8	- 16.7%
February 2018	1.6	1.9	- 15.8%
March 2018	1.8	2.2	- 18.2%
April 2018	1.9	2.4	- 20.8%
May 2018	2.2	2.5	- 12.0%
<b>12-Month Avg</b>	<b>2.1</b>	<b>2.5</b>	<b>- 16.0%</b>

## Historical Months Supply of Homes for Sale

