



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 September 29, 2018

Publish Date: October 8, 2018 • All comparisons are to 2017

The U.S. unemployment rate recently dropped to 3.7 percent, which is its lowest mark since December 1969. The economy continues to bear impressive fruit within and outside of residential real estate, and the Federal Reserve has reacted by raising the benchmark federal funds rate by a quarter of a percentage point, the third rate hike of 2018. While this may be undesirable news for those carrying high credit debt, it is also a reflection of a bright economic outlook.

In the Twin Cities region, for the week ending September 29:

- New Listings increased 15.0% to 1,592
- Pending Sales decreased 6.3% to 1,123
- Inventory decreased 4.7% to 12,653

For the month of August:

- Median Sales Price increased 6.3% to \$268,000
- Days on Market decreased 16.7% to 40
- Percent of Original List Price Received increased 0.7% to 99.2%
- Months Supply of Homes For Sale remained flat at 2.6

## Quick Facts

<b>+ 15.0%</b>	<b>- 6.3%</b>	<b>- 4.7%</b>
Change in <b>New Listings</b>	Change in <b>Pending Sales</b>	Change in <b>Inventory</b>

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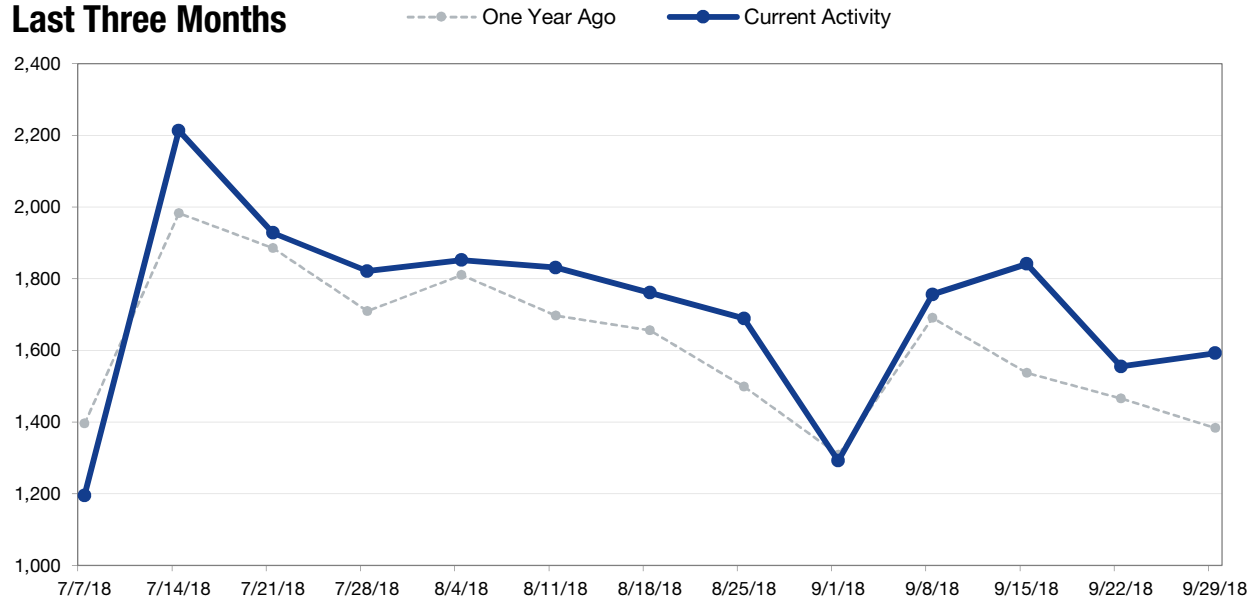
# New Listings

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



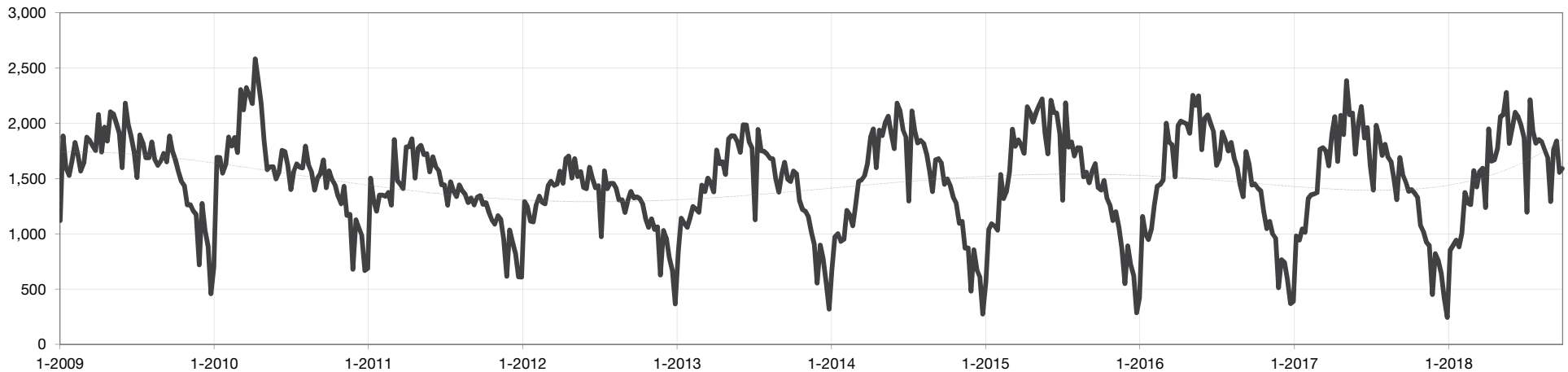
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/7/2018	1,195	1,396	- 14.4%
7/14/2018	2,213	1,983	+ 11.6%
7/21/2018	1,928	1,886	+ 2.2%
7/28/2018	1,821	1,710	+ 6.5%
8/4/2018	1,852	1,811	+ 2.3%
8/11/2018	1,831	1,697	+ 7.9%
8/18/2018	1,761	1,656	+ 6.3%
8/25/2018	1,689	1,499	+ 12.7%
9/1/2018	1,292	1,309	- 1.3%
9/8/2018	1,756	1,691	+ 3.8%
9/15/2018	1,841	1,537	+ 19.8%
9/22/2018	1,555	1,466	+ 6.1%
9/29/2018	1,592	1,384	+ 15.0%
<b>3-Month Total</b>	<b>22,326</b>	<b>21,025</b>	<b>+ 6.2%</b>

## Historical New Listings



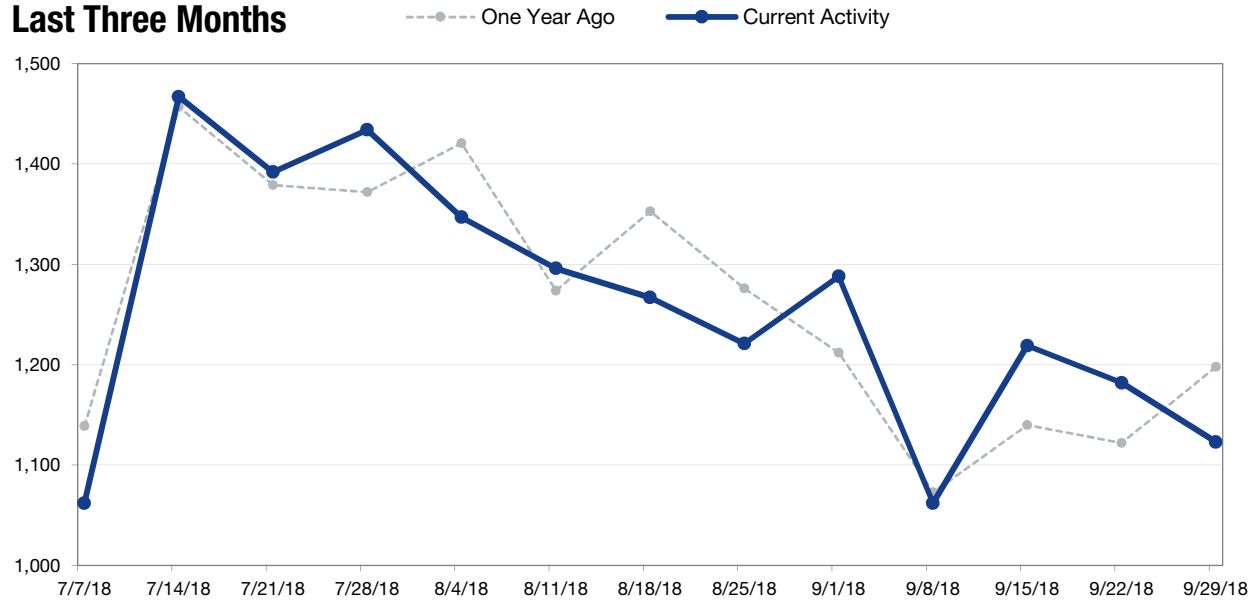
# Pending Sales

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	+ / -
7/7/2018	1,062	1,139	- 6.8%
7/14/2018	1,467	1,457	+ 0.7%
7/21/2018	1,392	1,379	+ 0.9%
7/28/2018	1,434	1,372	+ 4.5%
8/4/2018	1,347	1,421	- 5.2%
8/11/2018	1,296	1,274	+ 1.7%
8/18/2018	1,267	1,353	- 6.4%
8/25/2018	1,221	1,276	- 4.3%
9/1/2018	1,288	1,212	+ 6.3%
9/8/2018	1,062	1,073	- 1.0%
9/15/2018	1,219	1,140	+ 6.9%
9/22/2018	1,182	1,122	+ 5.3%
9/29/2018	1,123	1,198	- 6.3%
<b>3-Month Total</b>	<b>16,360</b>	<b>16,416</b>	<b>- 0.3%</b>

## Historical Pending Sales



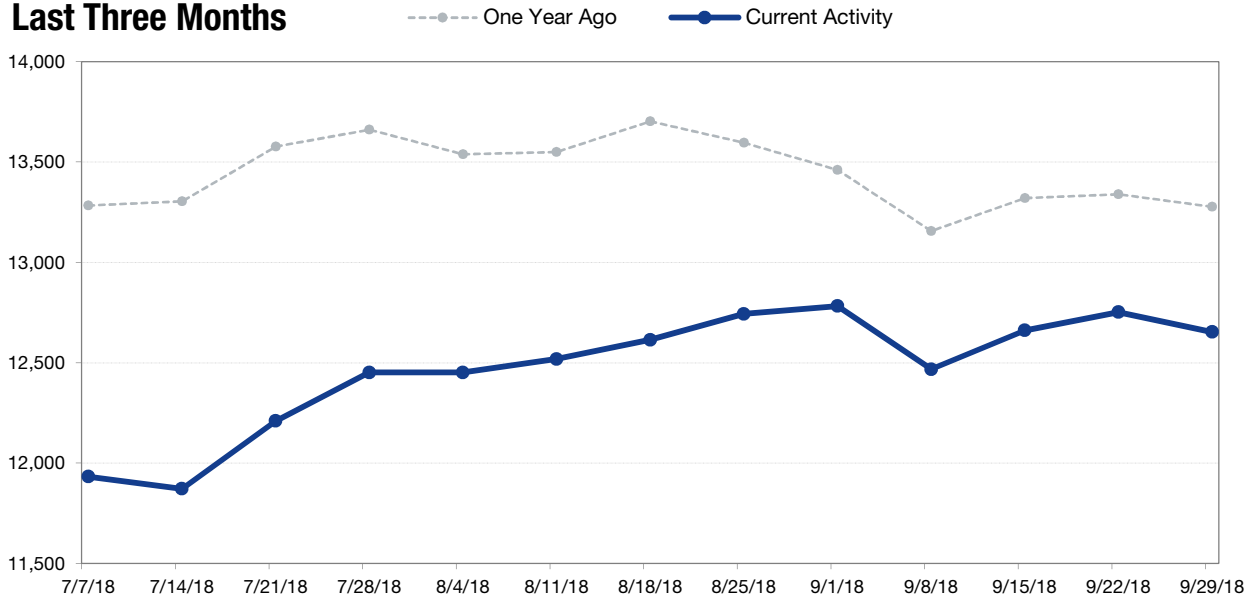
# Inventory of Homes for Sale

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



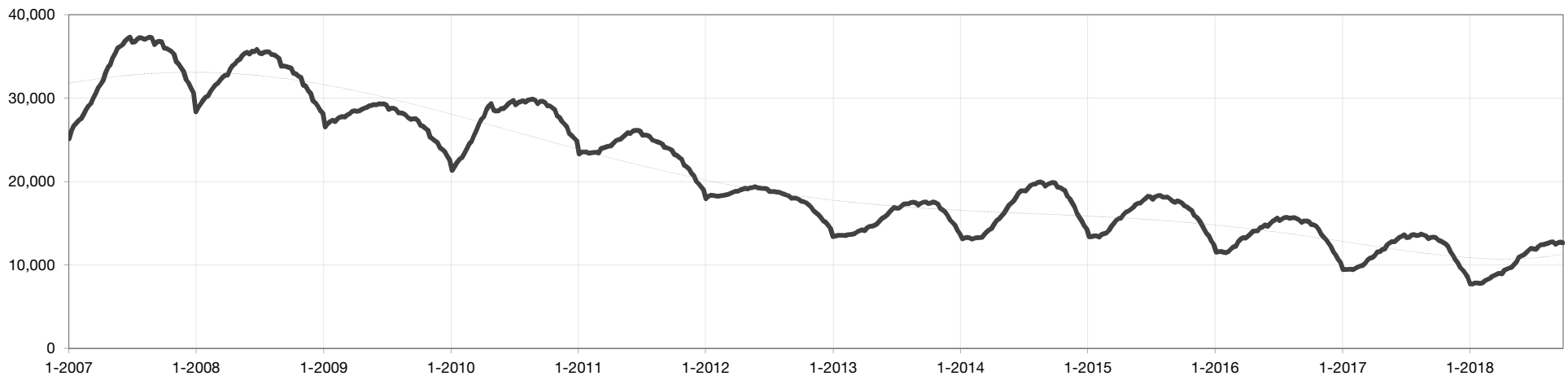
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## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/7/2018	11,932	13,284	- 10.2%
7/14/2018	11,872	13,304	- 10.8%
7/21/2018	12,210	13,578	- 10.1%
7/28/2018	12,451	13,662	- 8.9%
8/4/2018	12,451	13,539	- 8.0%
8/11/2018	12,518	13,550	- 7.6%
8/18/2018	12,614	13,703	- 7.9%
8/25/2018	12,743	13,597	- 6.3%
9/1/2018	12,782	13,461	- 5.0%
9/8/2018	12,467	13,157	- 5.2%
9/15/2018	12,661	13,321	- 5.0%
9/22/2018	12,752	13,340	- 4.4%
9/29/2018	12,653	13,278	- 4.7%
<b>3-Month Avg</b>	<b>12,470</b>	<b>13,444</b>	<b>- 7.2%</b>

## Historical Inventory Levels



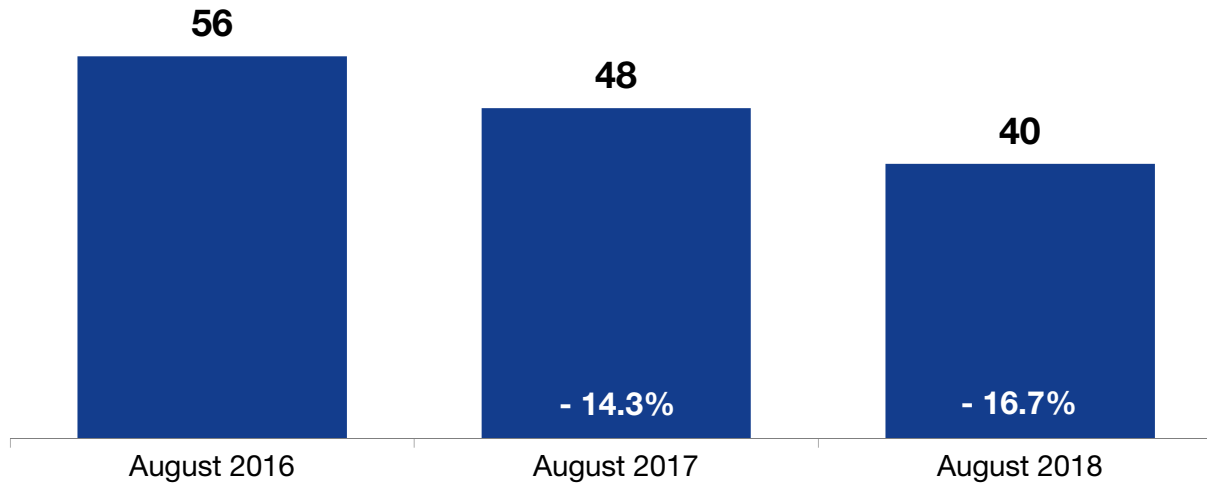
# Days on Market Until Sale

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



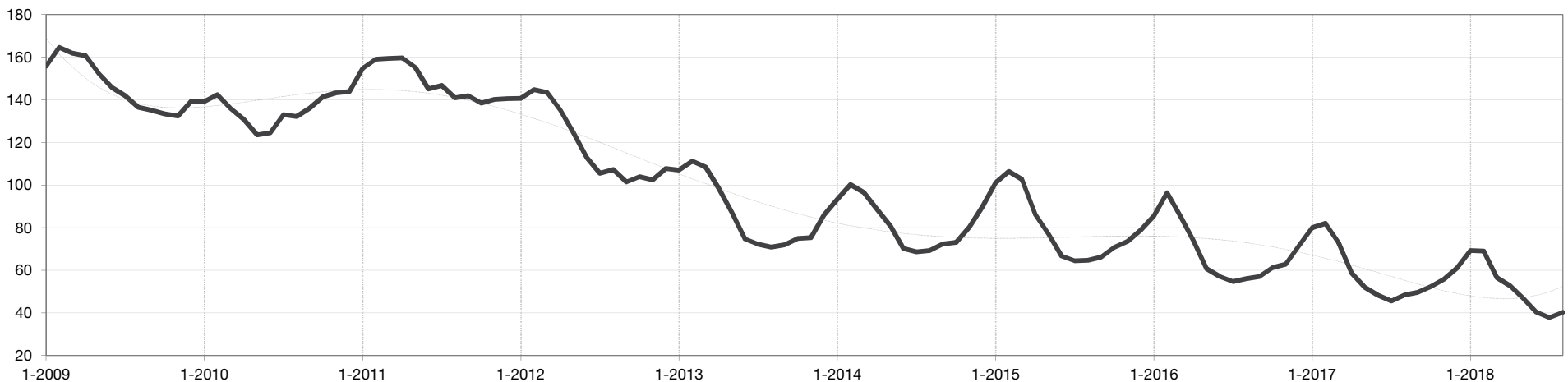
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## August



Month	Current Activity	One Year Previous	+ / -
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%
June 2018	40	48	- 16.7%
July 2018	38	46	- 17.4%
August 2018	40	48	- 16.7%
<b>12-Month Avg</b>	<b>50</b>	<b>59</b>	<b>- 15.3%</b>

## Historical Days on Market Until Sale



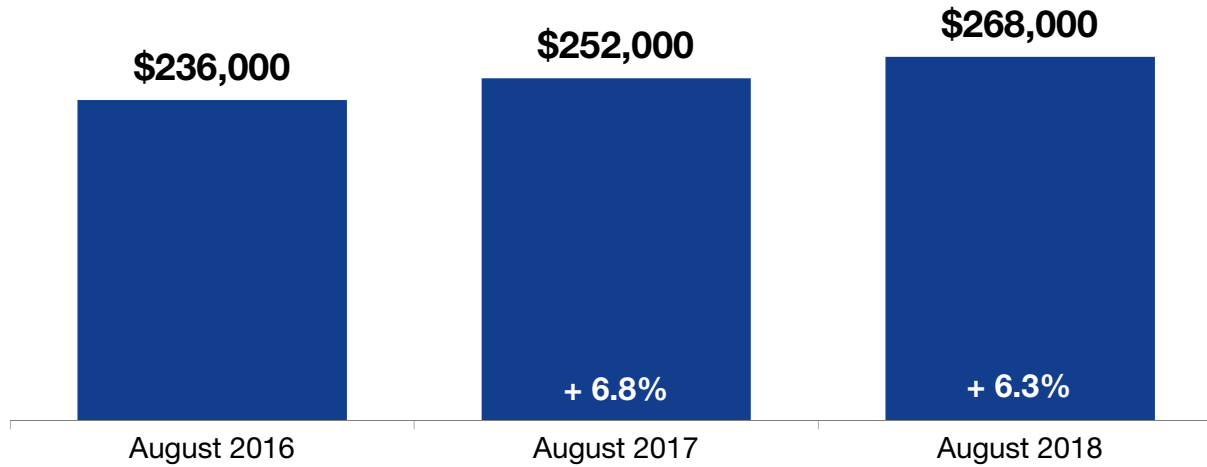
# Median Sales Price

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



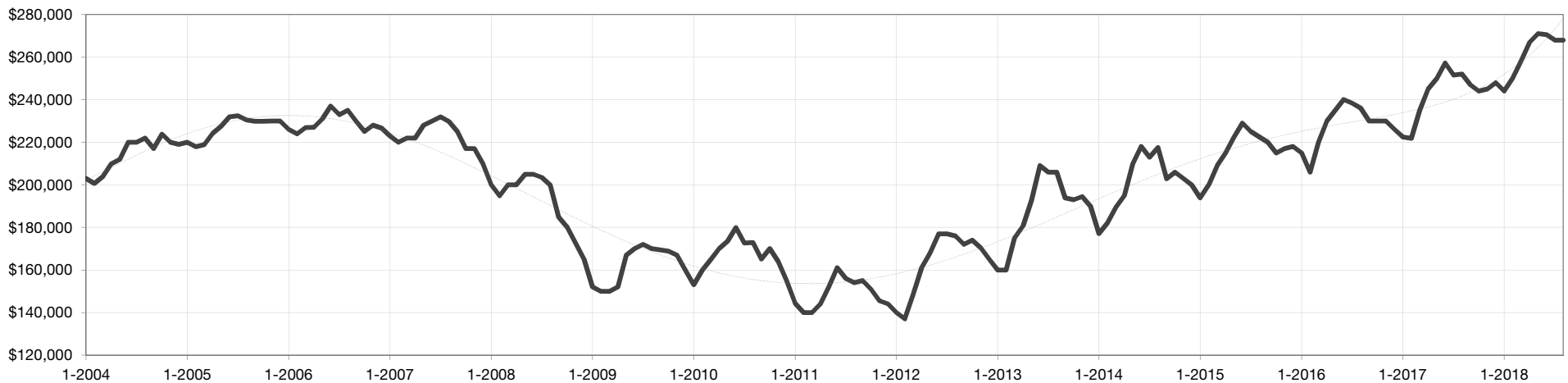
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## August



Month	Current Activity	One Year Previous	+ / -
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	\$258,100	\$235,000	+ 9.8%
April 2018	\$267,000	\$245,000	+ 9.0%
May 2018	\$271,000	\$250,000	+ 8.4%
June 2018	\$270,500	\$257,250	+ 5.2%
July 2018	\$268,000	\$251,500	+ 6.6%
August 2018	\$268,000	\$252,000	+ 6.3%
<b>12-Month Med</b>	<b>\$259,000</b>	<b>\$240,000</b>	<b>+ 7.9%</b>

## Historical Median Sales Price



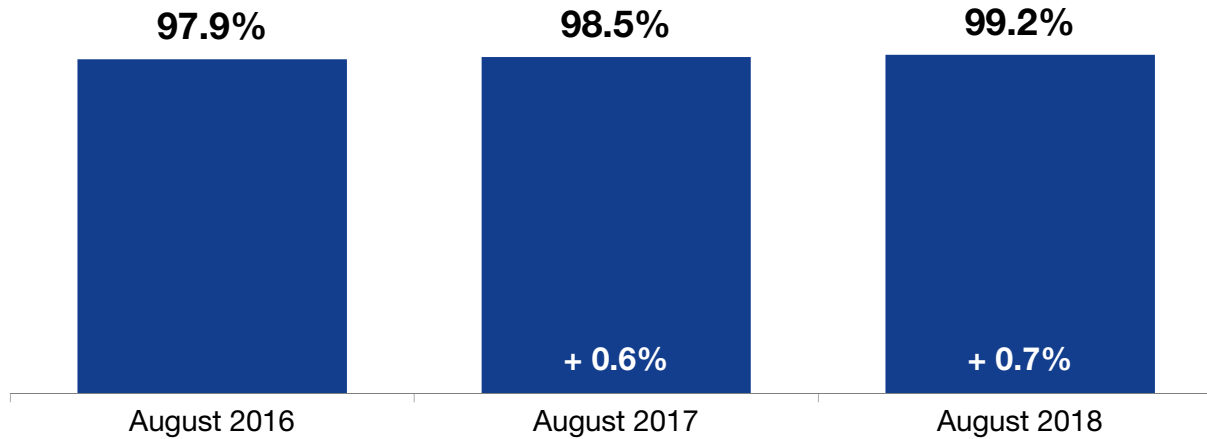
# Percent of Original List Price Received

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.



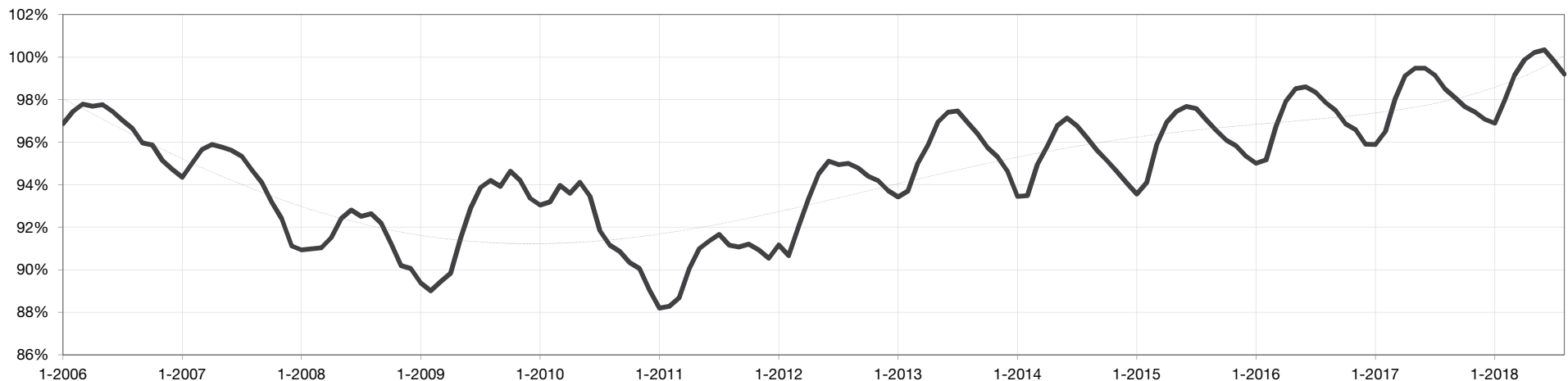
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## August



Month	Current Activity	One Year Previous	+ / -
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%
June 2018	100.3%	99.5%	+ 0.8%
July 2018	99.8%	99.1%	+ 0.7%
August 2018	99.2%	98.5%	+ 0.7%
<b>12-Month Avg</b>	<b>98.9%</b>	<b>98.1%</b>	<b>+ 0.8%</b>

## Historical Percent of Original List Price Received



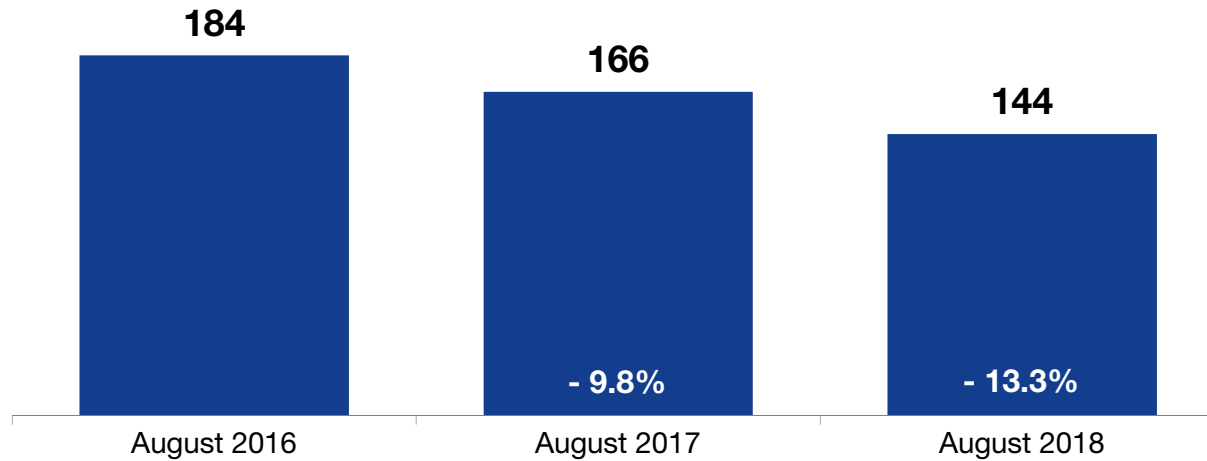
# Housing Affordability Index

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.



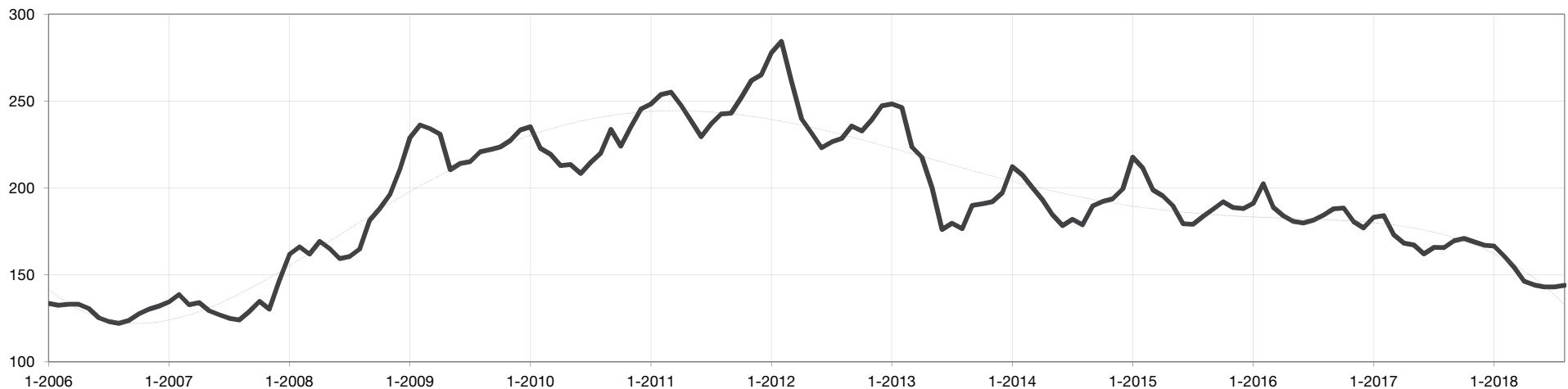
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## August



Month	Current Activity	One Year Previous	+ / -
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%
June 2018	143	162	- 11.7%
July 2018	143	166	- 13.9%
August 2018	144	166	- 13.3%
<b>12-Month Avg</b>	<b>157</b>	<b>176</b>	<b>- 10.8%</b>

## Historical Housing Affordability Index





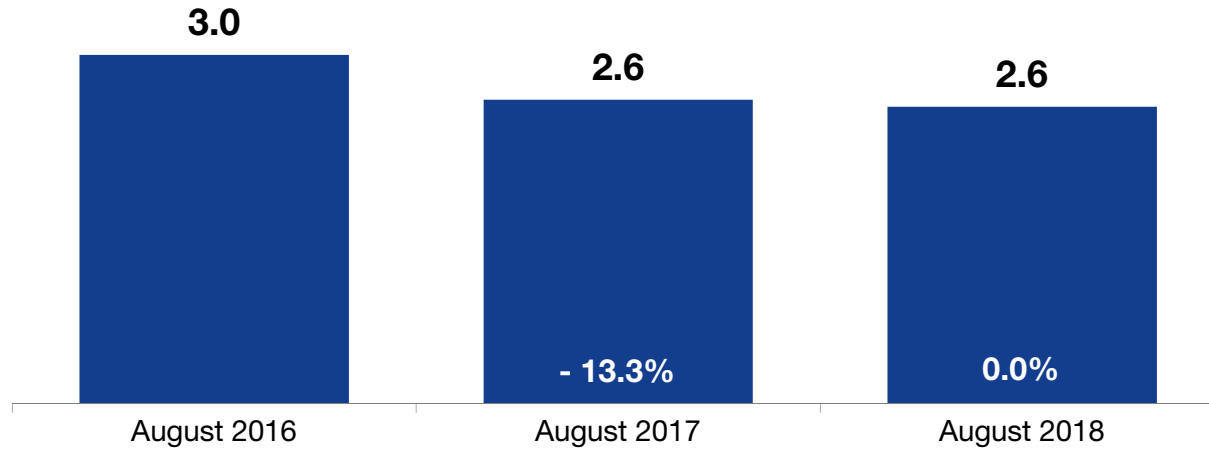
# Months Supply of Homes for Sale

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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## August



Month	Current Activity	One Year Previous	+ / -
September 2017	2.6	3.0	- 13.3%
October 2017	2.4	2.7	- 11.1%
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	2.0	2.4	- 16.7%
May 2018	2.3	2.5	- 8.0%
June 2018	2.4	2.7	- 11.1%
July 2018	2.5	2.7	- 7.4%
August 2018	2.6	2.6	0.0%
<b>12-Month Avg</b>	<b>2.1</b>	<b>2.4</b>	<b>- 12.5%</b>

## Historical Months Supply of Homes for Sale

