

Weekly Market Activity Report

A RESEARCH TOOL FROM MINNEAPOLIS AREA REALTORS®

For Week Ending January 19, 2019

Publish Date: January 28, 2019 • All comparisons are to 2018

Although snow and cold have been affecting a sizable portion of the nation this January, the initial assessment of early-year weekly real estate trends indicates a healthy level of new listings in many housing markets – even in wintry locales. Pending sales figures are generally showing a healthy balance compared to last year at this time. Combined with favorable mortgage rates, these early indicators bode well for active real estate markets across the nation. Let's look at what happened locally.

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

- New Listings increased 9.0% to 1,029
- Pending Sales decreased 7.2% to 695
- Inventory increased 2.1% to 8,029

For the month of December:

- Median Sales Price increased 4.0% to \$258,000
- Days on Market decreased 6.6% to 57
- Percent of Original List Price Received decreased 0.2% to 96.9%
- Months Supply of Homes For Sale increased 13.3% to 1.7

Quick Facts

+ 9.0%	- 7.2%	+ 2.1%
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

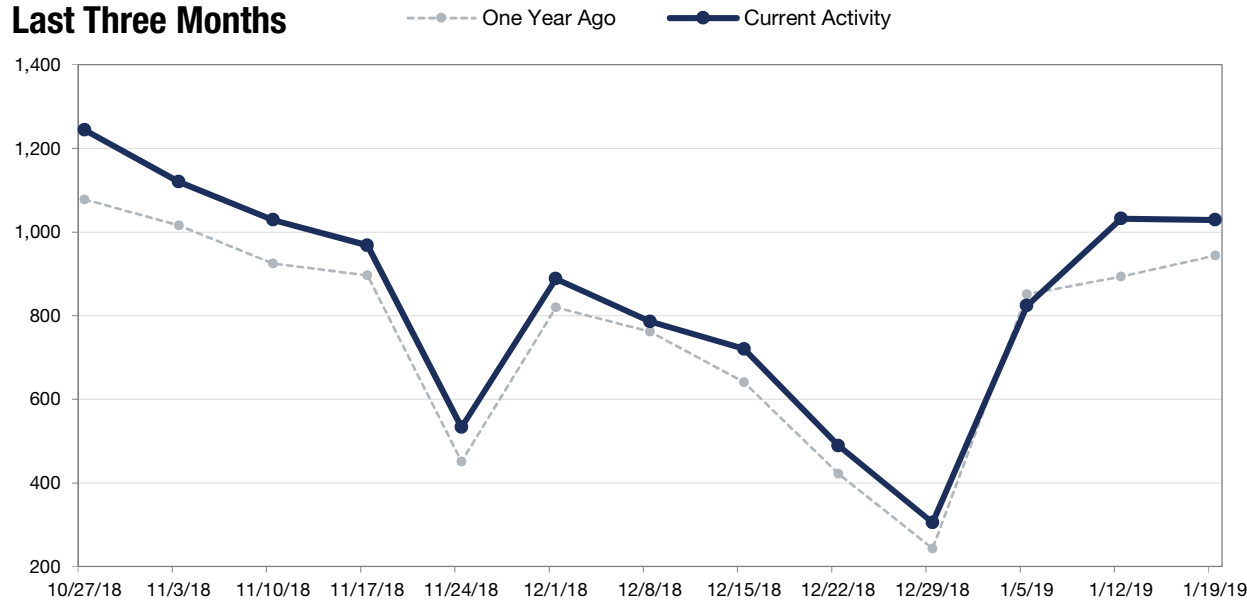
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New Listings

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



Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/27/2018	1,244	1,078	+ 15.4%
11/3/2018	1,120	1,016	+ 10.2%
11/10/2018	1,029	925	+ 11.2%
11/17/2018	968	896	+ 8.0%
11/24/2018	533	451	+ 18.2%
12/1/2018	888	820	+ 8.3%
12/8/2018	786	762	+ 3.1%
12/15/2018	720	641	+ 12.3%
12/22/2018	489	422	+ 15.9%
12/29/2018	305	243	+ 25.5%
1/5/2019	824	851	- 3.2%
1/12/2019	1,032	893	+ 15.6%
1/19/2019	1,029	944	+ 9.0%
3-Month Total	10,967	9,942	+ 10.3%

Historical New Listings

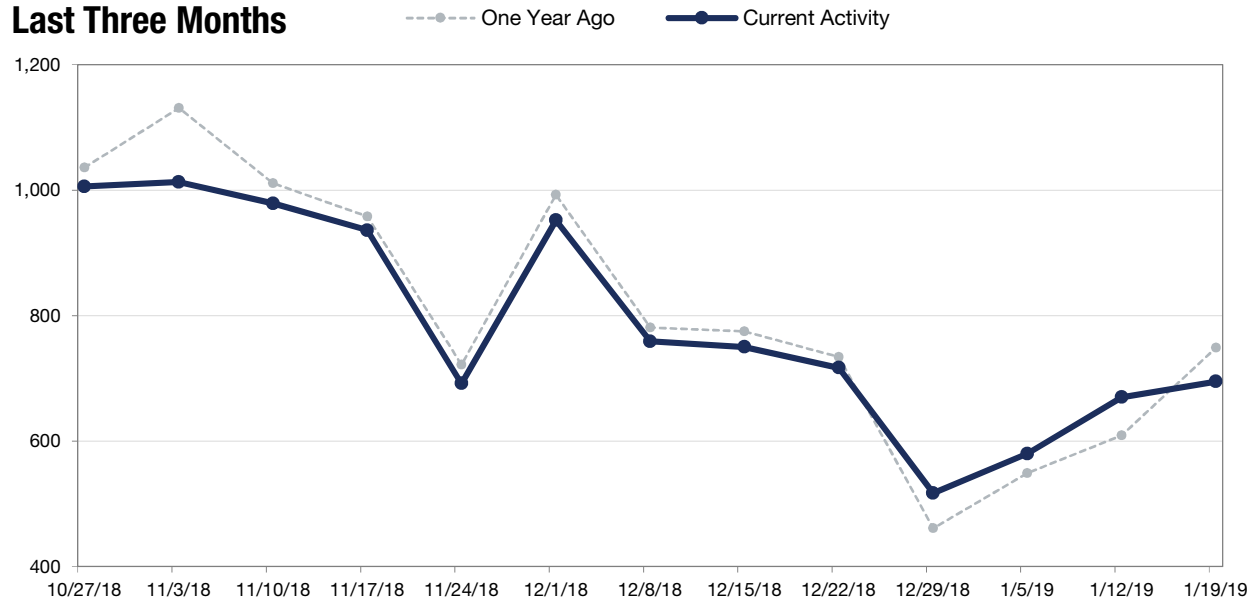


Pending Sales

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

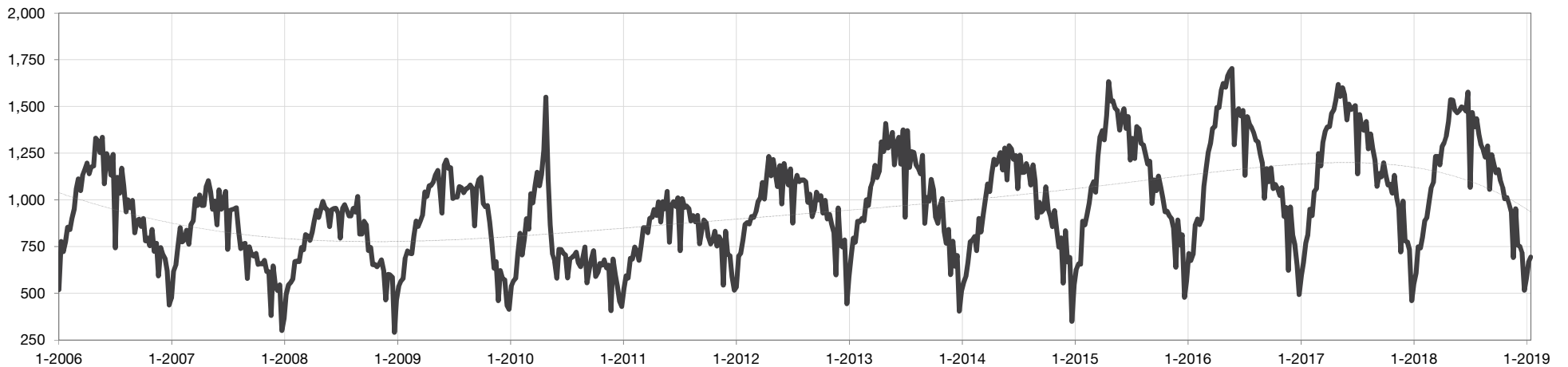


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/27/2018	1,006	1,036	- 2.9%
11/3/2018	1,013	1,131	- 10.4%
11/10/2018	979	1,011	- 3.2%
11/17/2018	936	958	- 2.3%
11/24/2018	692	722	- 4.2%
12/1/2018	952	993	- 4.1%
12/8/2018	759	781	- 2.8%
12/15/2018	750	775	- 3.2%
12/22/2018	717	734	- 2.3%
12/29/2018	517	461	+ 12.1%
1/5/2019	580	549	+ 5.6%
1/12/2019	670	609	+ 10.0%
1/19/2019	695	749	- 7.2%
3-Month Total	10,266	10,509	- 2.3%

Historical Pending Sales

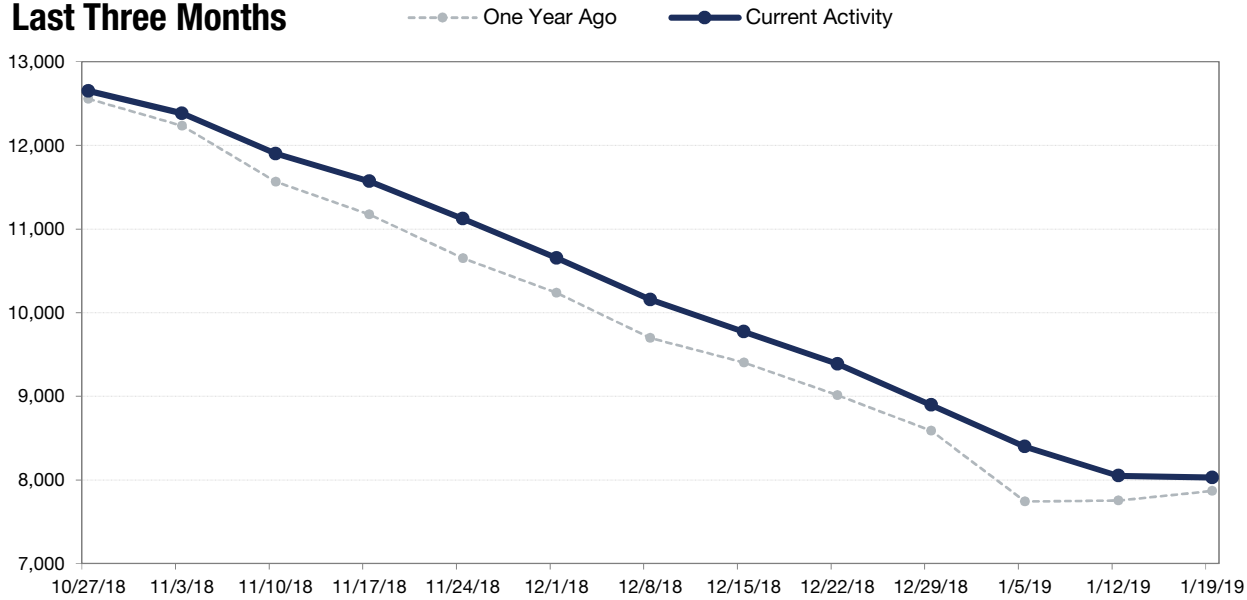


Inventory of Homes for Sale



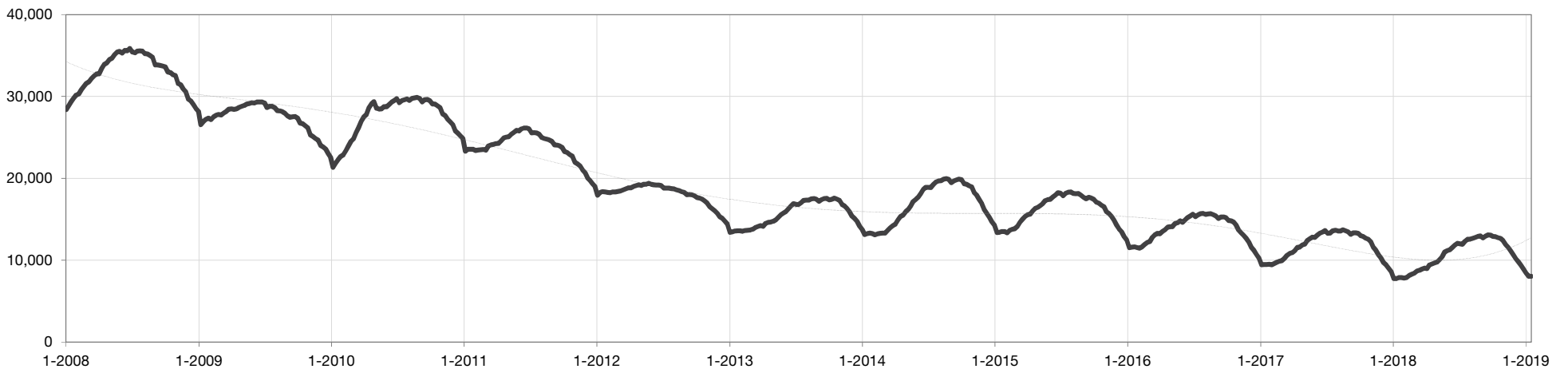
The number of properties available for sale in active status at the end of a given month.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/27/2018	12,651	12,557	+ 0.7%
11/3/2018	12,383	12,234	+ 1.2%
11/10/2018	11,901	11,566	+ 2.9%
11/17/2018	11,569	11,175	+ 3.5%
11/24/2018	11,121	10,650	+ 4.4%
12/1/2018	10,653	10,237	+ 4.1%
12/8/2018	10,156	9,699	+ 4.7%
12/15/2018	9,771	9,403	+ 3.9%
12/22/2018	9,386	9,011	+ 4.2%
12/29/2018	8,895	8,589	+ 3.6%
1/5/2019	8,397	7,742	+ 8.5%
1/12/2019	8,050	7,753	+ 3.8%
1/19/2019	8,029	7,867	+ 2.1%
3-Month Avg	10,228	9,883	+ 3.5%

Historical Inventory Levels

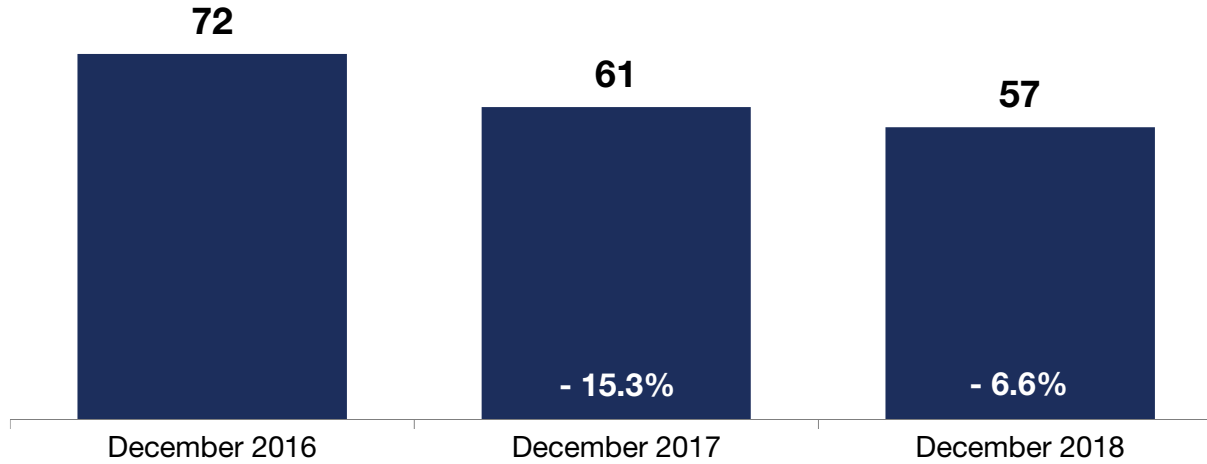


Days on Market Until Sale

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

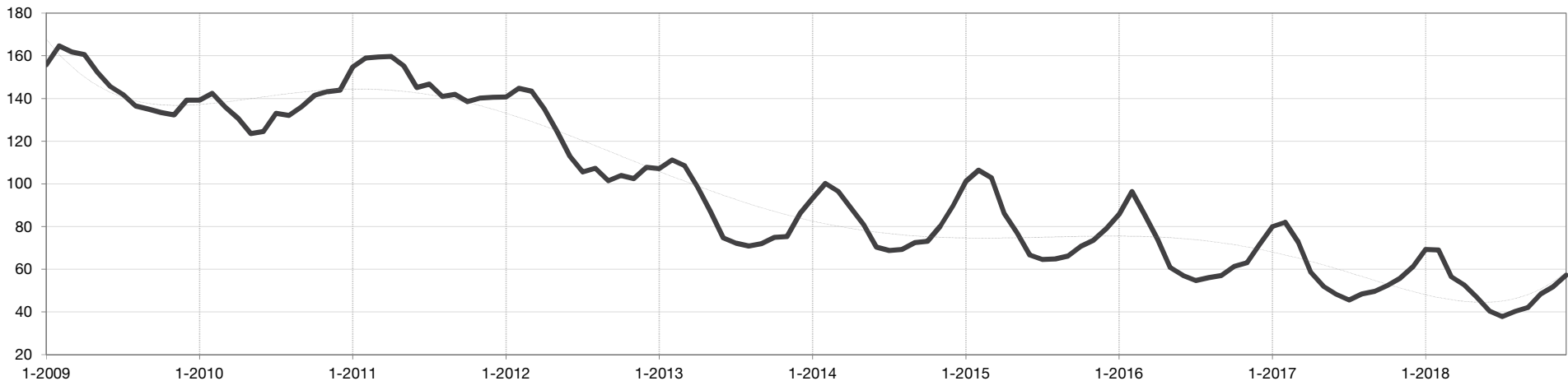


December



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	42	50	- 16.0%
October 2018	48	52	- 7.7%
November 2018	52	56	- 7.1%
December 2018	57	61	- 6.6%
12-Month Avg	48	56	- 14.3%

Historical Days on Market Until Sale

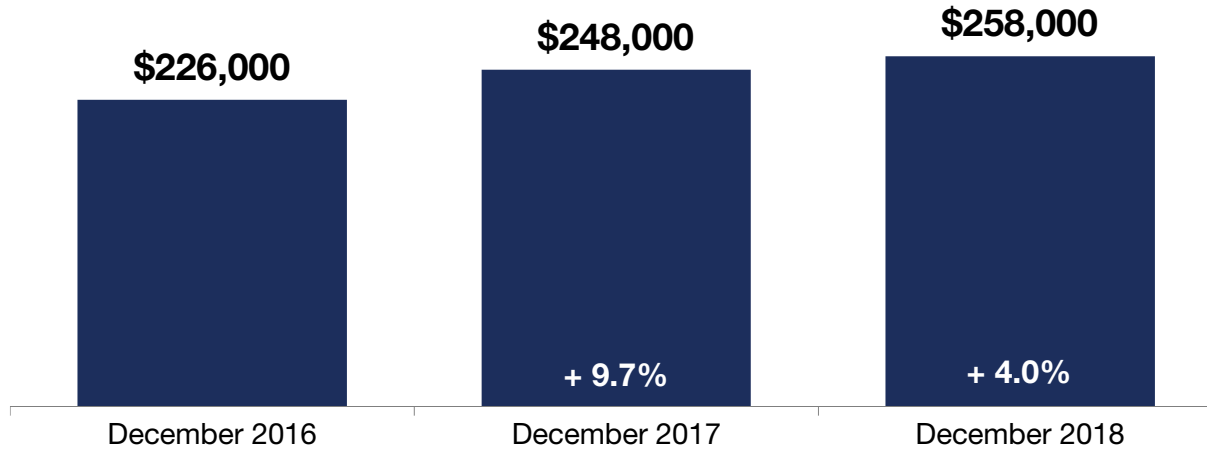


Median Sales Price



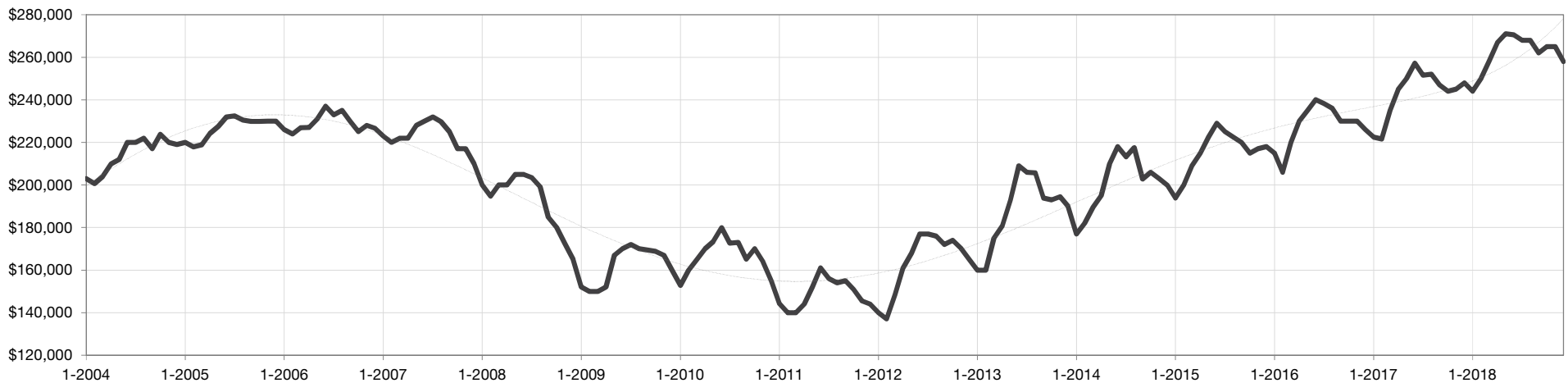
Median price point for all closed sales, not accounting for seller concessions, in a given month.

December



Month	Current Activity	One Year Previous	+ / -
January 2018	\$244,000	\$222,500	+ 9.7%
February 2018	\$250,000	\$221,650	+ 12.8%
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%
September 2018	\$262,000	\$247,000	+ 6.1%
October 2018	\$265,000	\$244,000	+ 8.6%
November 2018	\$265,000	\$245,000	+ 8.2%
December 2018	\$258,000	\$248,000	+ 4.0%
12-Month Med	\$265,000	\$246,000	+ 7.7%

Historical Median Sales Price

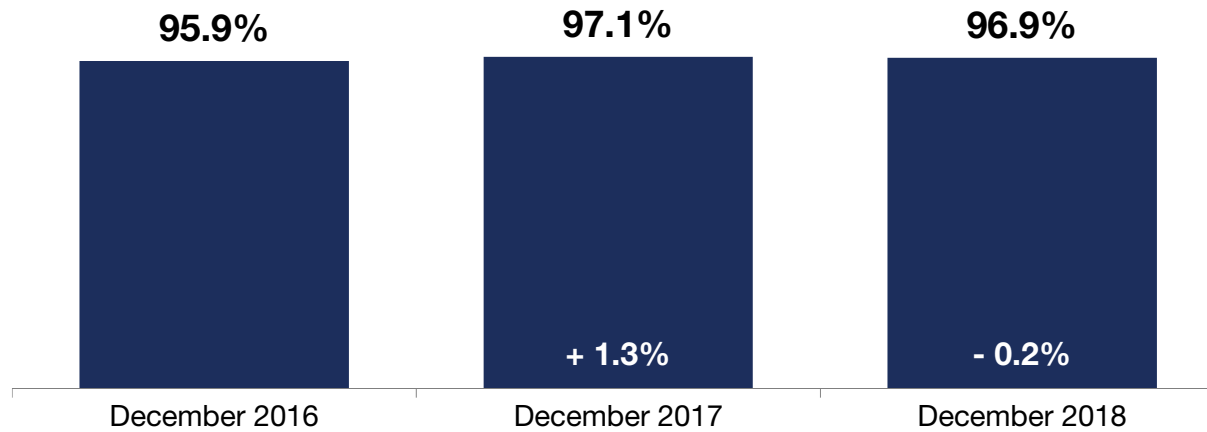


Percent of Original List Price Received



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.

December



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	98.4%	98.1%	+ 0.3%
October 2018	98.0%	97.7%	+ 0.3%
November 2018	97.3%	97.4%	- 0.1%
December 2018	96.9%	97.1%	- 0.2%
12-Month Avg	98.9%	98.3%	+ 0.6%

Historical Percent of Original List Price Received

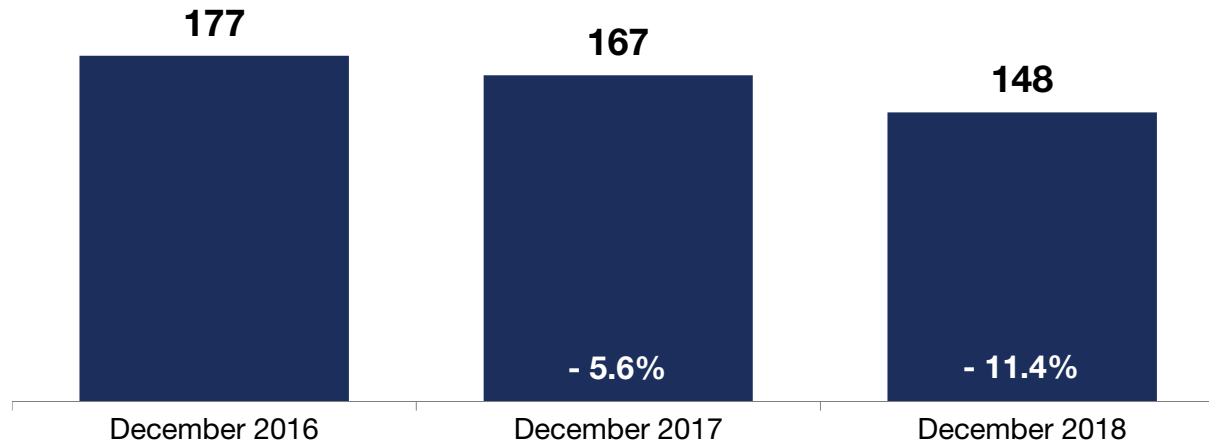


Housing Affordability Index



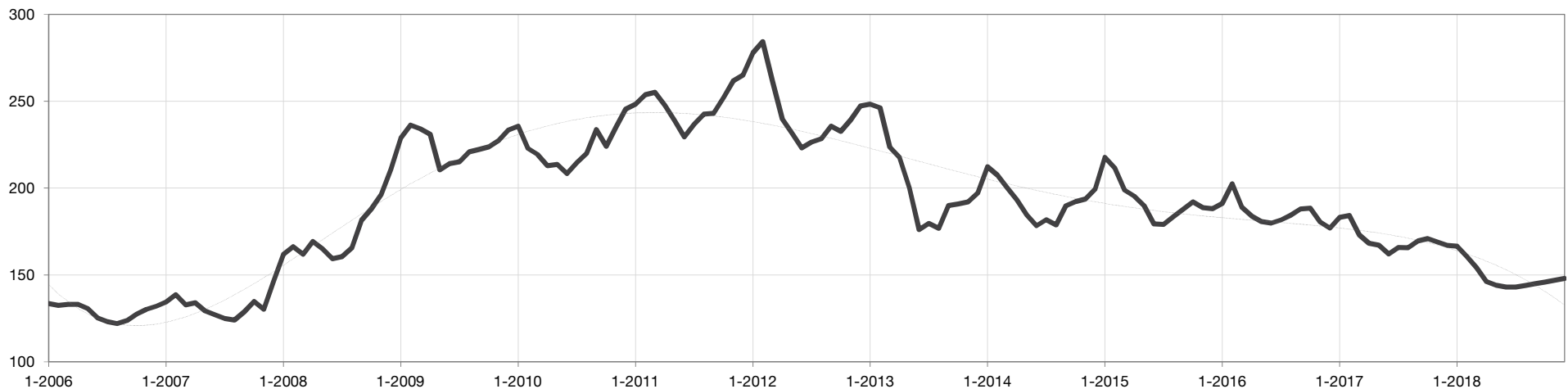
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	145	170	- 14.7%
October 2018	146	171	- 14.6%
November 2018	147	169	- 13.0%
December 2018	148	167	- 11.4%
12-Month Avg	149	171	- 12.9%

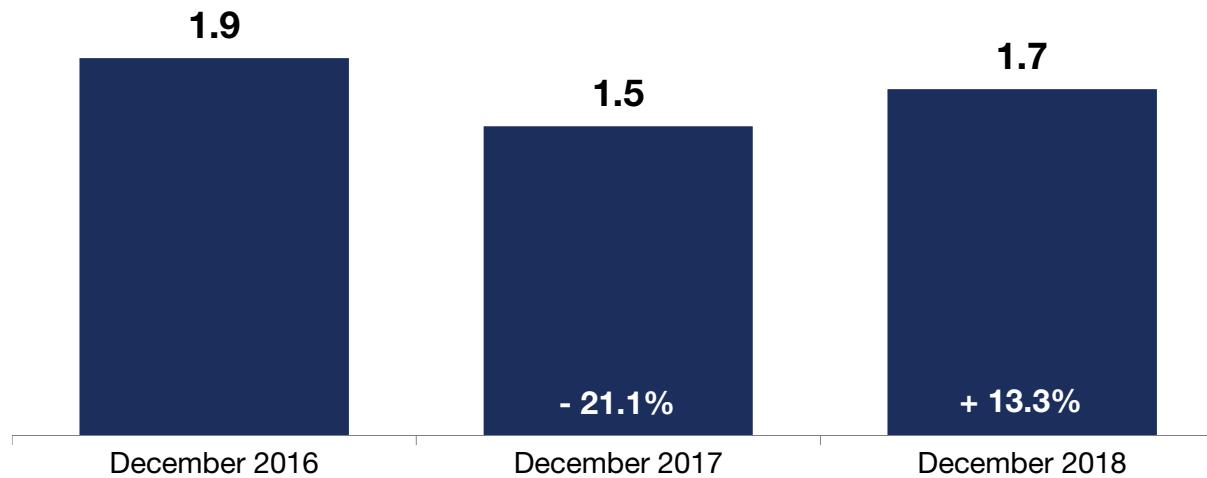
Historical Housing Affordability Index



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.

December



Month	Current Activity	One Year Previous	+ / -
January 2018	1.5	1.8	- 16.7%
February 2018	1.7	1.9	- 10.5%
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	2.5	2.7	- 7.4%
July 2018	2.5	2.7	- 7.4%
August 2018	2.6	2.6	0.0%
September 2018	2.6	2.6	0.0%
October 2018	2.4	2.4	0.0%
November 2018	2.1	1.9	+ 10.5%
December 2018	1.7	1.5	+ 13.3%
12-Month Avg	2.1	2.3	- 8.7%

Historical Months Supply of Homes for Sale

