

Weekly Market Activity Report

A RESEARCH TOOL FROM MINNEAPOLIS AREA REALTORS®

For Week Ending October 27, 2018

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

Real estate professionals from around the globe recently gathered in Boston to network, teach, learn and share at the National Association of REALTORS® Conference and Expo. It is an annual tradition that has been going strong since 1908. An organized real estate industry is a healthy one that can have a positive effect on real estate transactions and beyond. The relative market balance being experienced across the nation can't entirely be attributed to REALTOR® cooperation, but it certainly doesn't hurt.

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

- New Listings increased 15.0% to 1,239
- Pending Sales decreased 9.1% to 941
- Inventory decreased 1.4% to 12,374

For the month of September:

- Median Sales Price increased 6.1% to \$262,000
- Days on Market decreased 16.0% to 42
- Percent of Original List Price Received increased 0.3% to 98.4%
- Months Supply of Homes For Sale remained flat at 2.6

Quick Facts

+ 15.0%	- 9.1%	- 1.4%
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

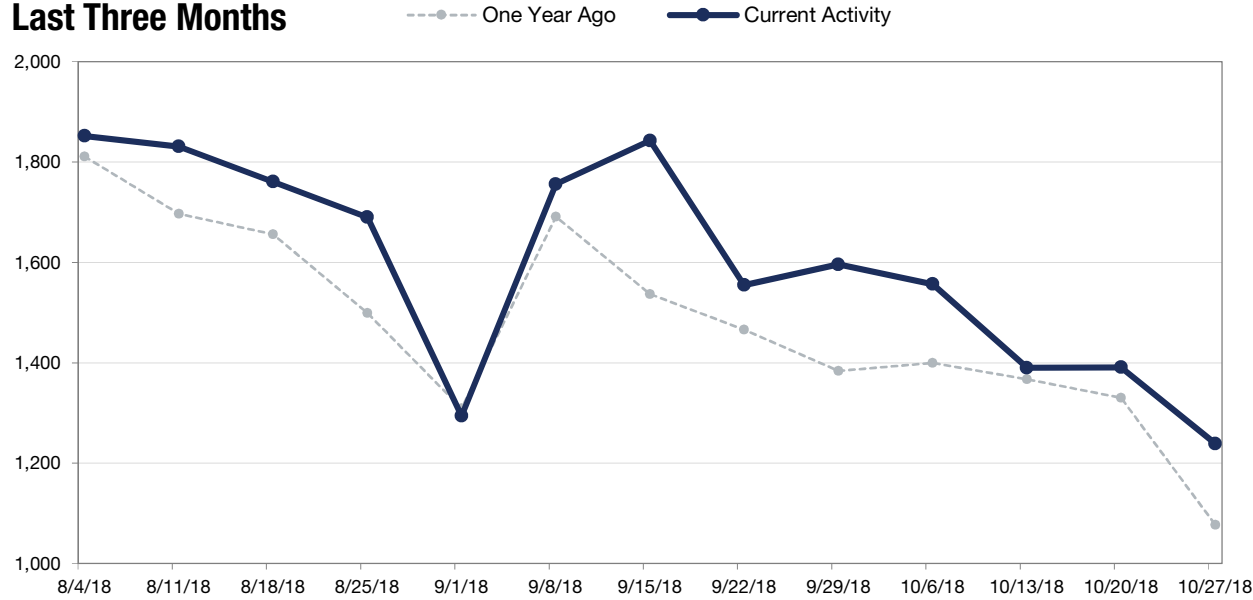
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New Listings

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

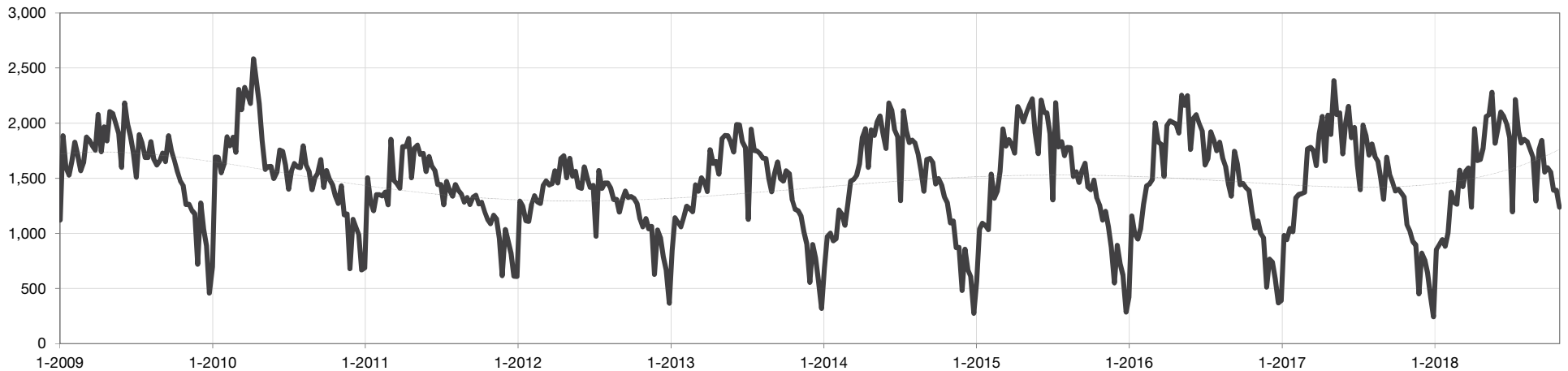


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
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	1,690	1,499	+ 12.7%
9/1/2018	1,294	1,309	- 1.1%
9/8/2018	1,756	1,691	+ 3.8%
9/15/2018	1,843	1,537	+ 19.9%
9/22/2018	1,555	1,466	+ 6.1%
9/29/2018	1,596	1,384	+ 15.3%
10/6/2018	1,557	1,400	+ 11.2%
10/13/2018	1,390	1,367	+ 1.7%
10/20/2018	1,391	1,330	+ 4.6%
10/27/2018	1,239	1,077	+ 15.0%
3-Month Total	20,755	19,224	+ 8.0%

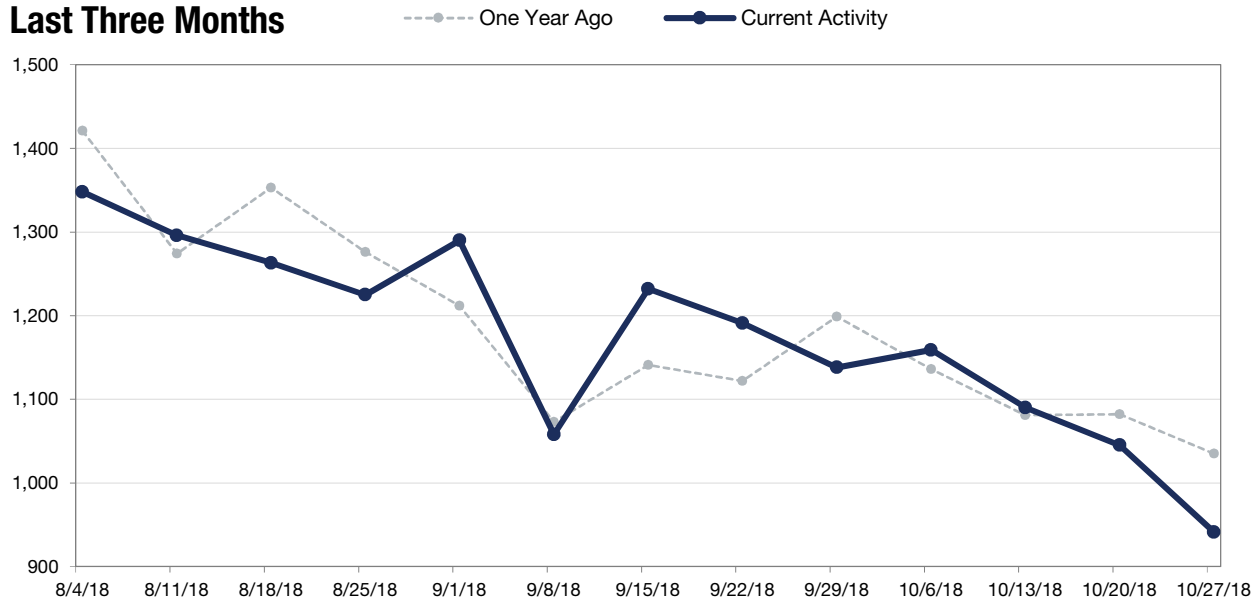
Historical New Listings



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	+ / -
8/4/2018	1,348	1,421	- 5.1%
8/11/2018	1,296	1,274	+ 1.7%
8/18/2018	1,263	1,353	- 6.7%
8/25/2018	1,225	1,276	- 4.0%
9/1/2018	1,290	1,212	+ 6.4%
9/8/2018	1,058	1,073	- 1.4%
9/15/2018	1,232	1,141	+ 8.0%
9/22/2018	1,191	1,122	+ 6.1%
9/29/2018	1,138	1,199	- 5.1%
10/6/2018	1,159	1,136	+ 2.0%
10/13/2018	1,090	1,081	+ 0.8%
10/20/2018	1,045	1,082	- 3.4%
10/27/2018	941	1,035	- 9.1%
3-Month Total	15,276	15,405	- 0.8%

Historical Pending Sales

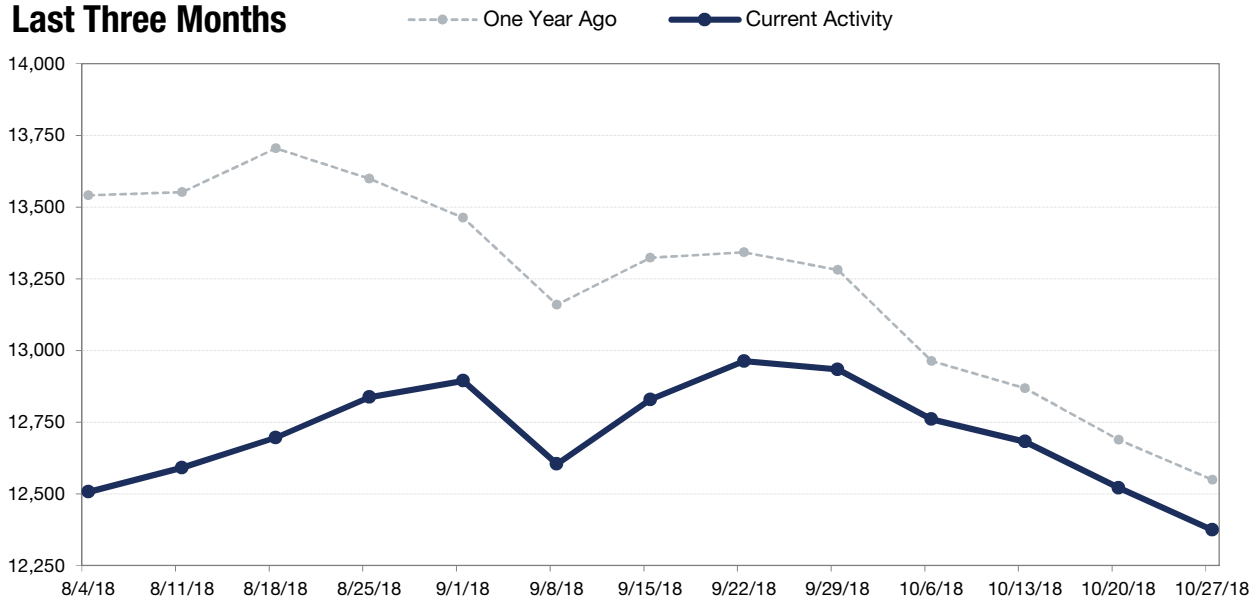


Inventory of Homes for Sale



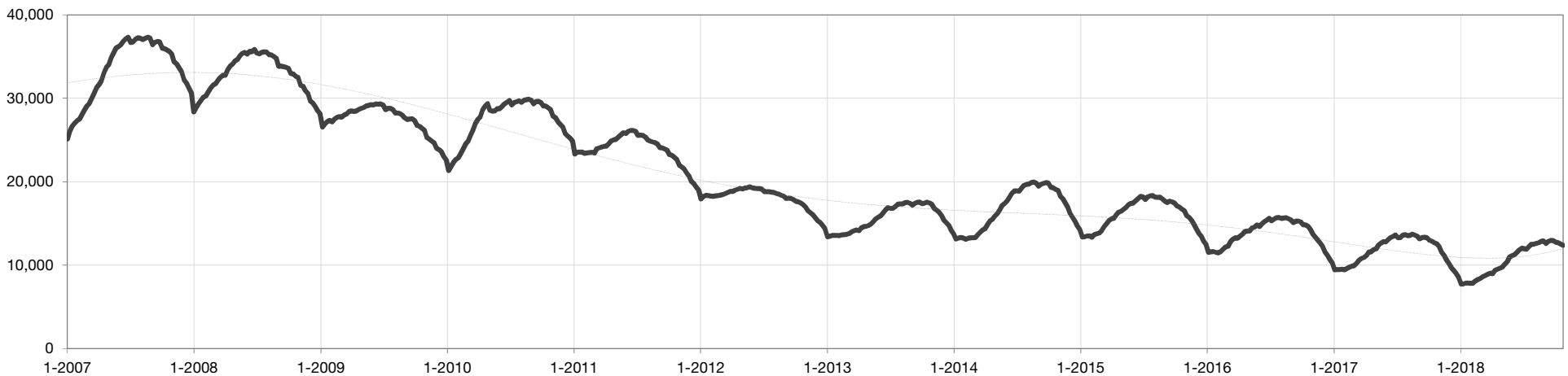
The number of properties available for sale in active status at the end of a given month.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/4/2018	12,507	13,541	- 7.6%
8/11/2018	12,591	13,552	- 7.1%
8/18/2018	12,696	13,705	- 7.4%
8/25/2018	12,837	13,599	- 5.6%
9/1/2018	12,894	13,463	- 4.2%
9/8/2018	12,604	13,159	- 4.2%
9/15/2018	12,829	13,323	- 3.7%
9/22/2018	12,963	13,343	- 2.8%
9/29/2018	12,934	13,281	- 2.6%
10/6/2018	12,760	12,963	- 1.6%
10/13/2018	12,682	12,868	- 1.4%
10/20/2018	12,521	12,689	- 1.3%
10/27/2018	12,374	12,549	- 1.4%
3-Month Avg	12,707	13,233	- 4.0%

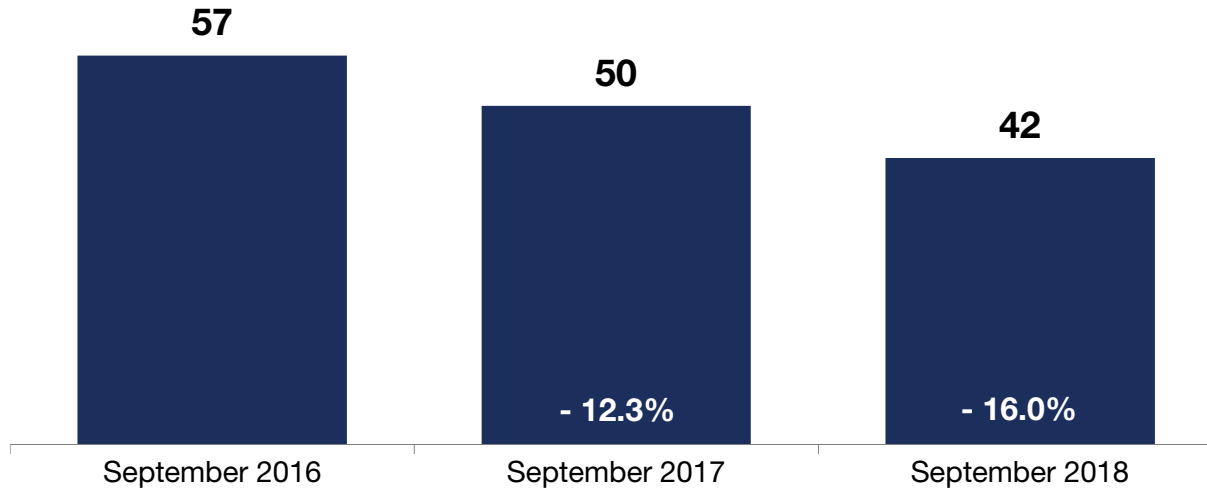
Historical Inventory Levels



Days on Market Until Sale

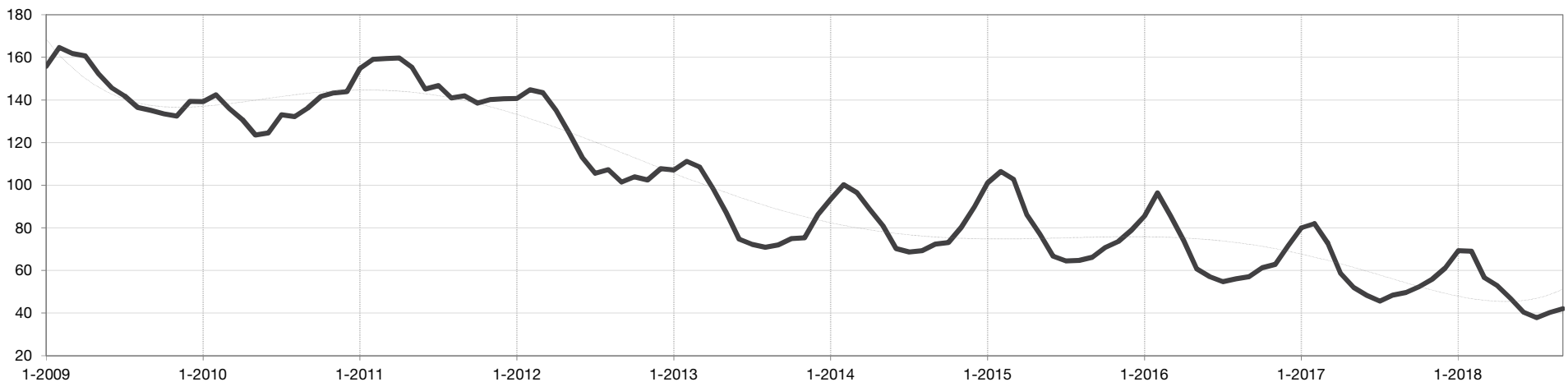
Average number of days between when a property is listed and when an offer is accepted in a given month.

September



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	42	50	- 16.0%
12-Month Avg	49	58	- 15.5%

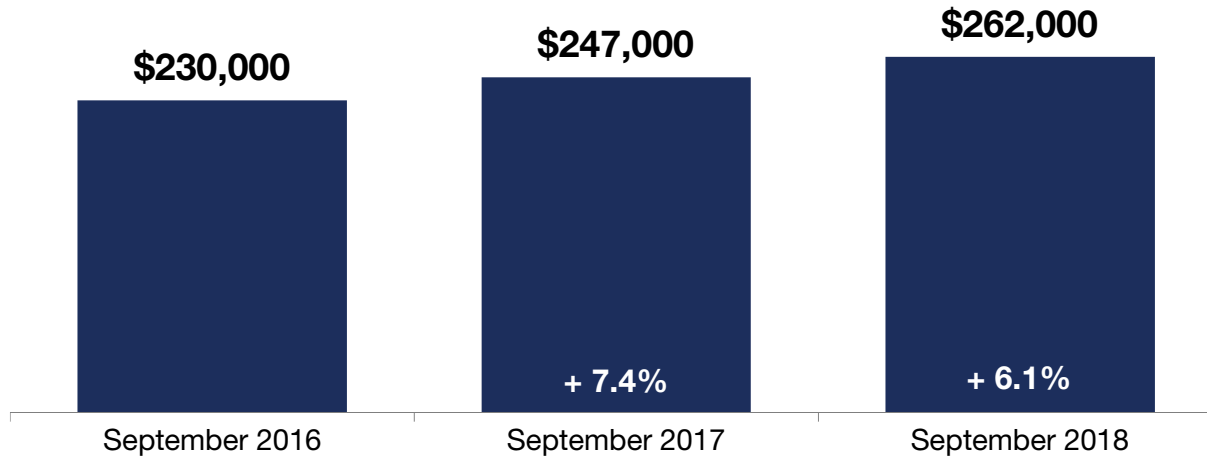
Historical Days on Market Until Sale



Median Sales Price

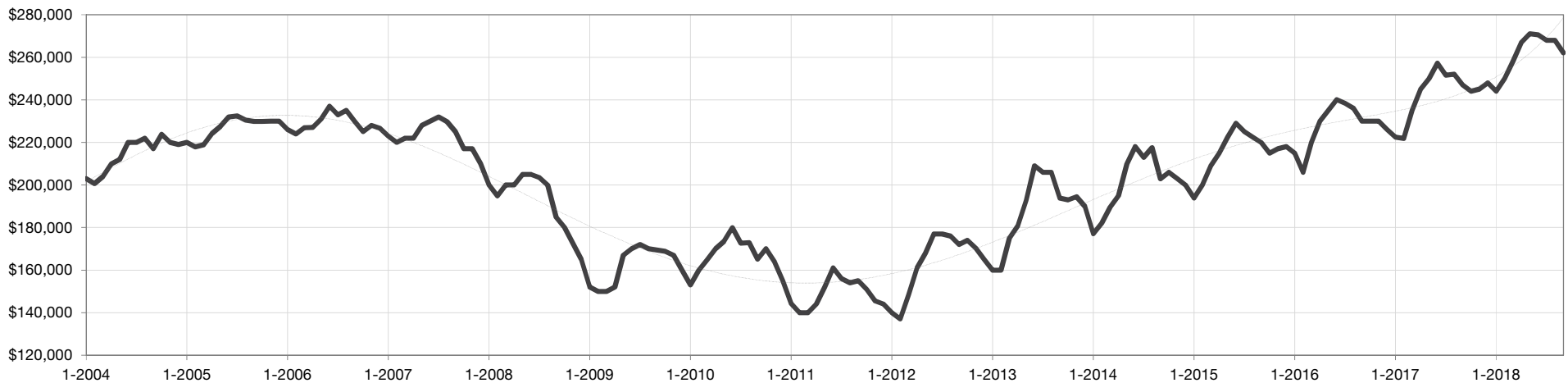
Median price point for all closed sales, not accounting for seller concessions, in a given month.

September



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	\$262,000	\$247,000	+ 6.1%
12-Month Med	\$260,000	\$242,500	+ 7.2%

Historical Median Sales Price

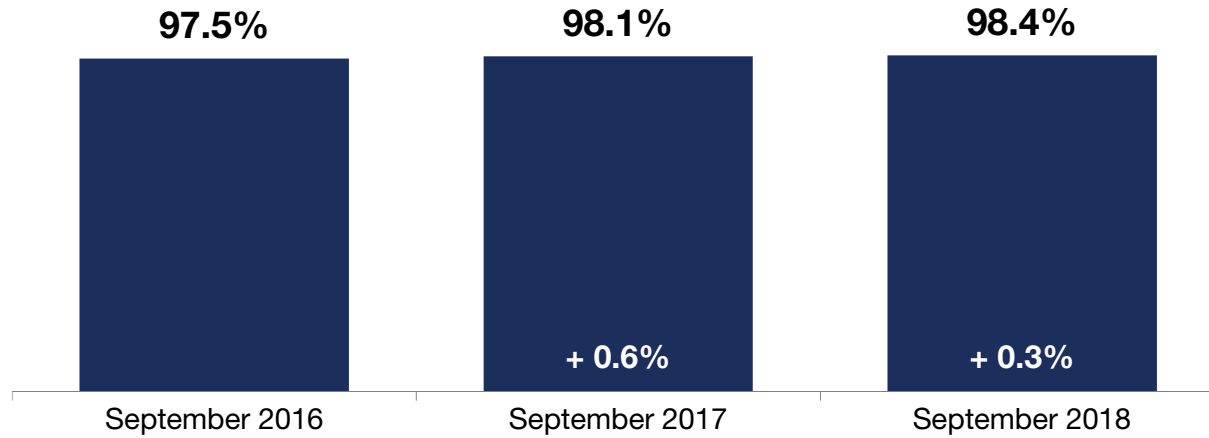


Percent of Original List Price Received



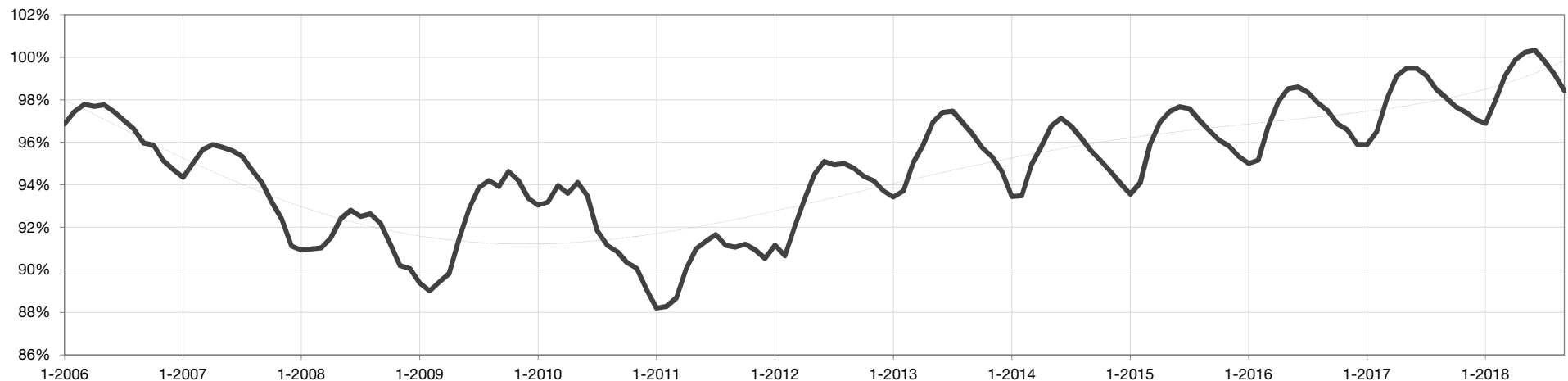
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	98.4%	98.1%	+ 0.3%
12-Month Avg	98.9%	98.1%	+ 0.8%

Historical Percent of Original List Price Received

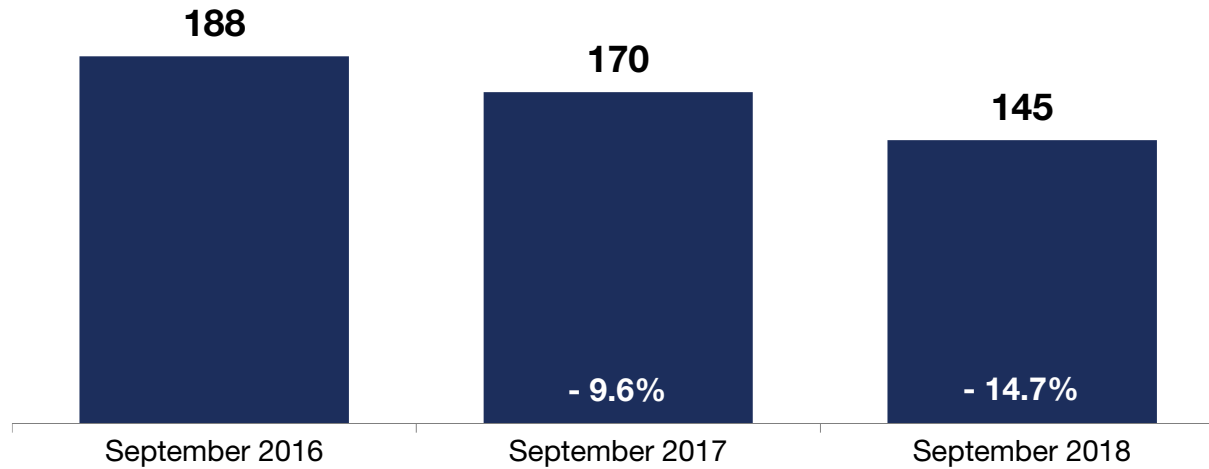


Housing Affordability Index



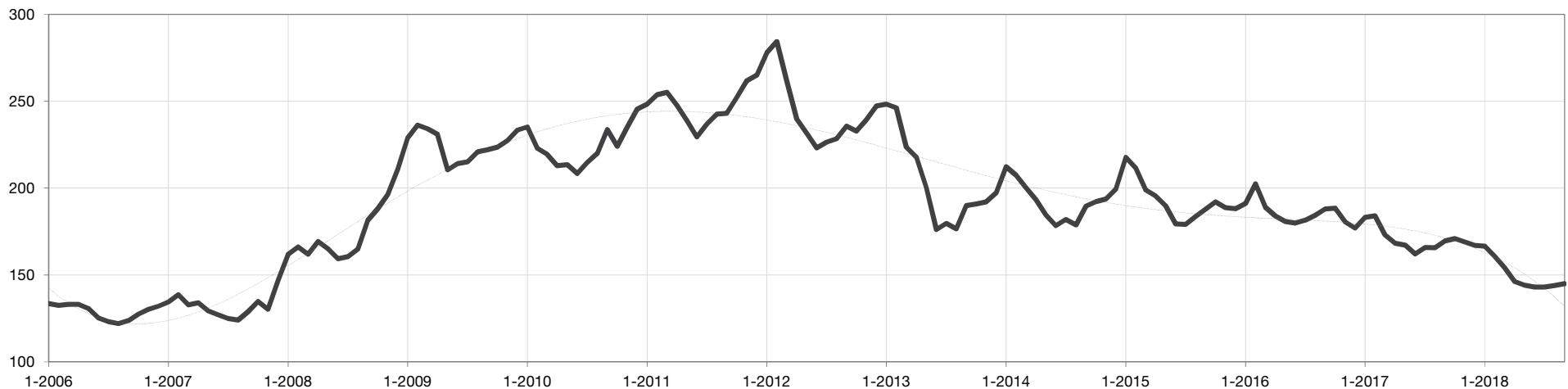
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September



Month	Current Activity	One Year Previous	+ / -
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%
September 2018	145	170	- 14.7%
12-Month Avg	156	175	- 10.9%

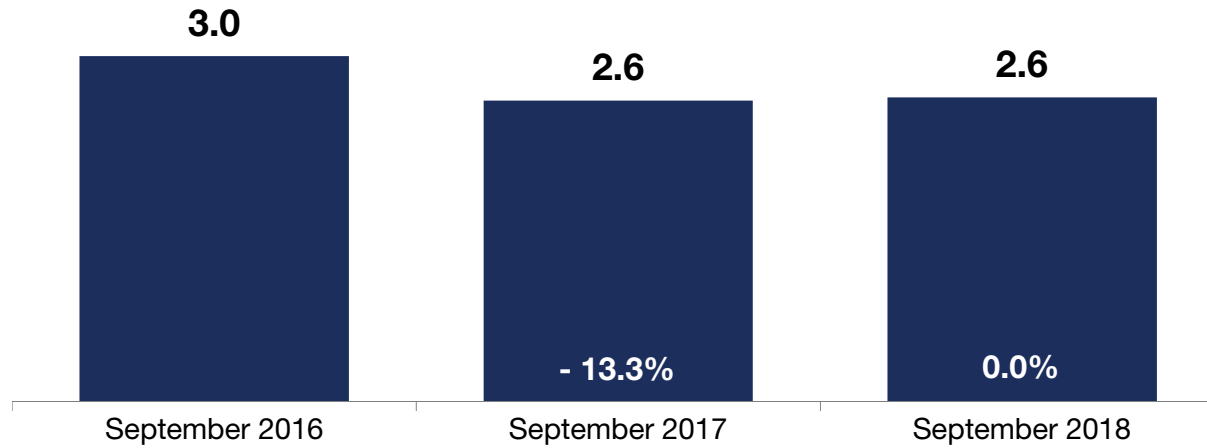
Historical Housing Affordability Index



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.

September



Month	Current Activity	One Year Previous	+ / -
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	2.5	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%
12-Month Avg	2.1	2.4	- 12.5%

Historical Months Supply of Homes for Sale

