

Weekly Market Activity Report

A RESEARCH TOOL FROM MINNEAPOLIS AREA REALTORS®

For Week Ending September 25, 2021

Publish Date: October 4, 2021 • All comparisons are to 2020

The Federal Reserve announced this week that while it would keep its benchmark rate near zero, it was preparing to taper stimulus efforts put in place to combat the pandemic, including winding down its bond purchase program. Experts expect interest rates on mortgages, credit cards, car loans, and other consumer loans will rise as the Fed tapers its bond purchases. Looking long-term, The National Association of REALTORS® predicts the 30-year fixed-rate mortgage to rise to near 3.5% by mid-2022, about 60 basis points higher than they are today.

In the Twin Cities region, for the week ending September 25:

- New Listings decreased 15.1% to 1,556
- Pending Sales decreased 6.9% to 1,377
- Inventory decreased 14.3% to 8,451

For the month of August:

- Median Sales Price increased 11.1% to \$350,000
- Days on Market decreased 43.6% to 22
- Percent of Original List Price Received increased 2.1% to 102.4%
- Months Supply of Homes For Sale decreased 26.3% to 1.4

Quick Facts

- 15.1%	- 6.9%	- 14.3%
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

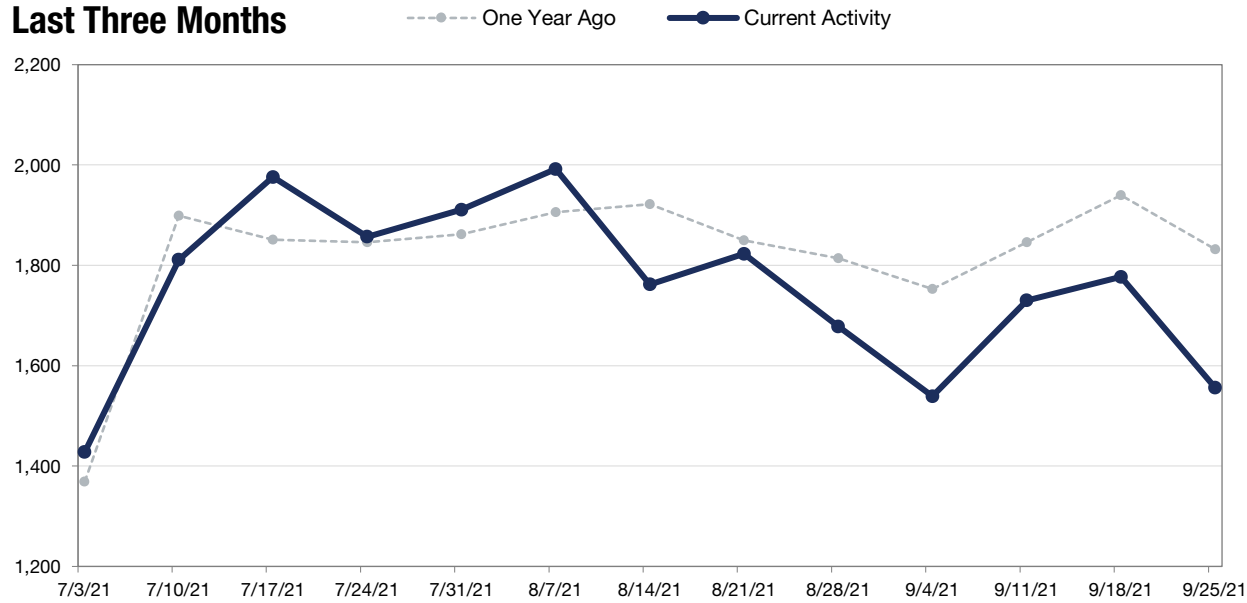
Days on Market Until Sale	5
Median Sales Price	6
Percent of Original List Price Received	7
Housing Affordability Index	8
Months Supply of Homes for Sale	9

New Listings

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

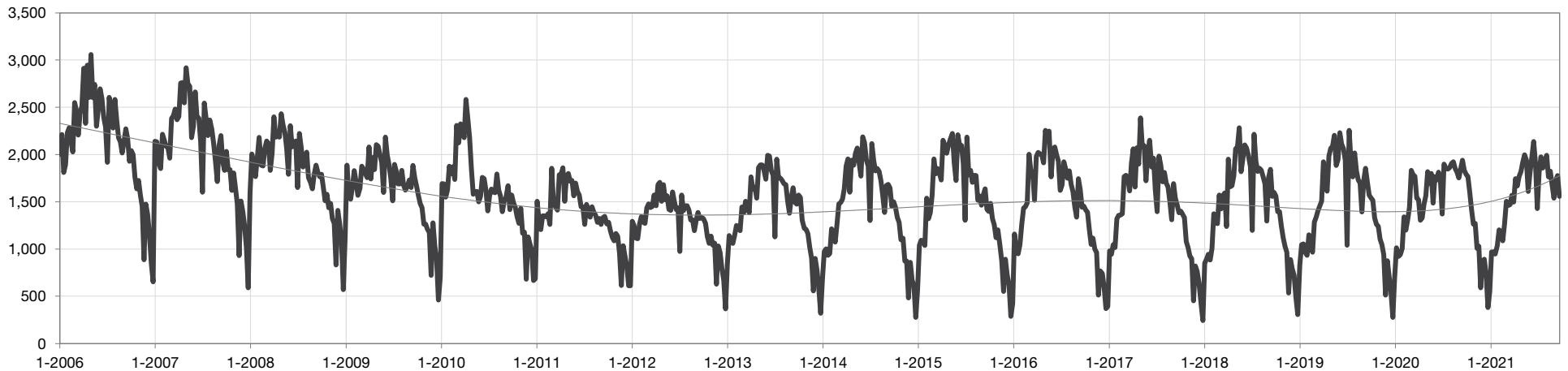


Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/3/2021	1,428	1,369	+ 4.3%
7/10/2021	1,811	1,899	- 4.6%
7/17/2021	1,976	1,851	+ 6.8%
7/24/2021	1,857	1,846	+ 0.6%
7/31/2021	1,911	1,862	+ 2.6%
8/7/2021	1,992	1,906	+ 4.5%
8/14/2021	1,762	1,922	- 8.3%
8/21/2021	1,823	1,850	- 1.5%
8/28/2021	1,678	1,814	- 7.5%
9/4/2021	1,539	1,753	- 12.2%
9/11/2021	1,730	1,846	- 6.3%
9/18/2021	1,777	1,940	- 8.4%
9/25/2021	1,556	1,832	- 15.1%
3-Month Total	22,840	23,690	- 3.6%

Historical New Listings

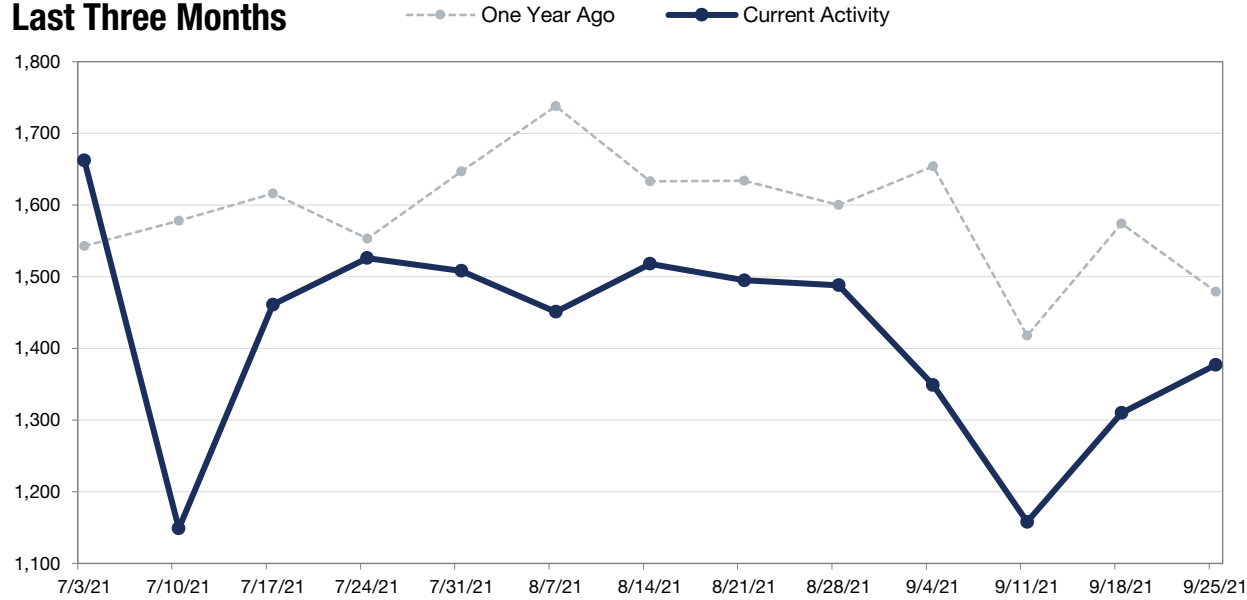


Pending Sales

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



Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/3/2021	1,662	1,543	+ 7.7%
7/10/2021	1,149	1,578	- 27.2%
7/17/2021	1,461	1,616	- 9.6%
7/24/2021	1,526	1,553	- 1.7%
7/31/2021	1,508	1,647	- 8.4%
8/7/2021	1,451	1,738	- 16.5%
8/14/2021	1,518	1,633	- 7.0%
8/21/2021	1,495	1,634	- 8.5%
8/28/2021	1,488	1,600	- 7.0%
9/4/2021	1,349	1,654	- 18.4%
9/11/2021	1,158	1,418	- 18.3%
9/18/2021	1,310	1,574	- 16.8%
9/25/2021	1,377	1,479	- 6.9%
3-Month Total	18,452	20,667	- 10.7%

Historical Pending Sales

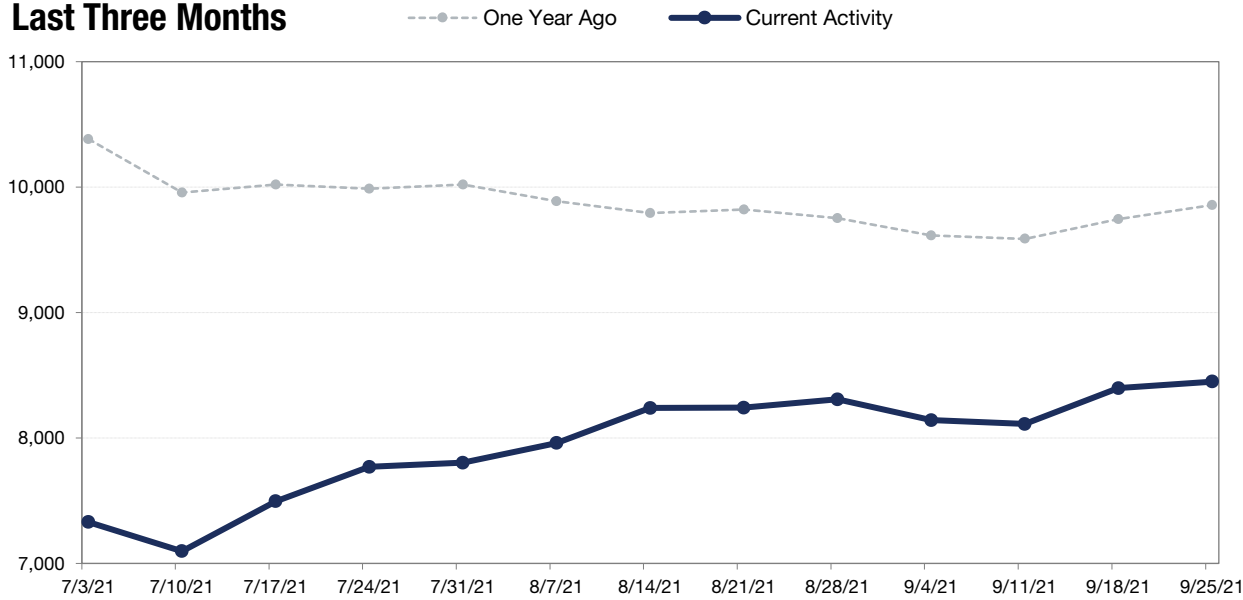


Inventory of Homes for Sale



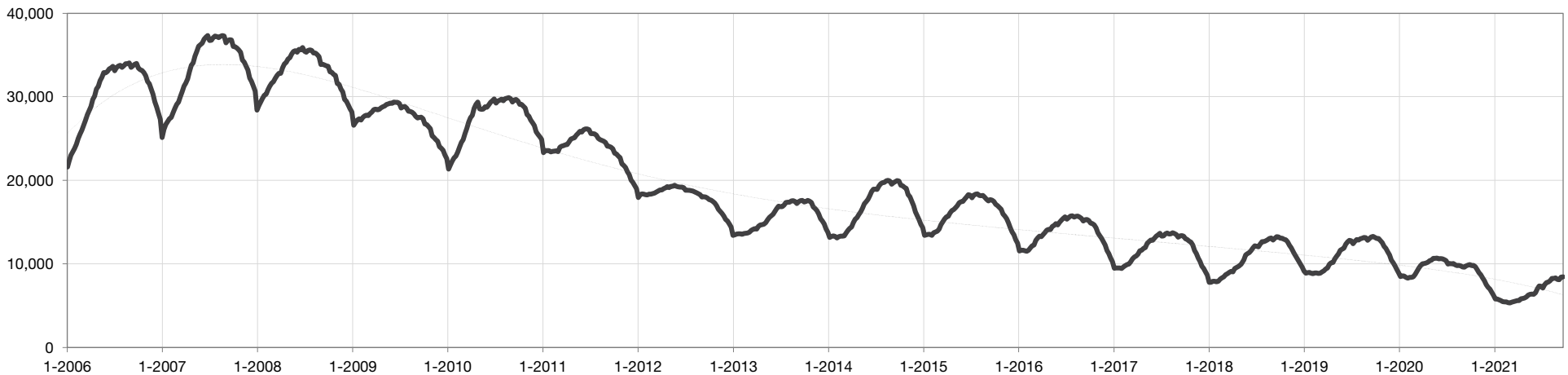
The number of properties available for sale in active status at the end of a given week.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/3/2021	7,329	10,383	- 29.4%
7/10/2021	7,098	9,956	- 28.7%
7/17/2021	7,495	10,019	- 25.2%
7/24/2021	7,769	9,987	- 22.2%
7/31/2021	7,803	10,019	- 22.1%
8/7/2021	7,959	9,887	- 19.5%
8/14/2021	8,239	9,792	- 15.9%
8/21/2021	8,241	9,821	- 16.1%
8/28/2021	8,308	9,752	- 14.8%
9/4/2021	8,142	9,615	- 15.3%
9/11/2021	8,112	9,588	- 15.4%
9/18/2021	8,397	9,745	- 13.8%
9/25/2021	8,451	9,858	- 14.3%
3-Month Avg	7,949	9,879	- 19.5%

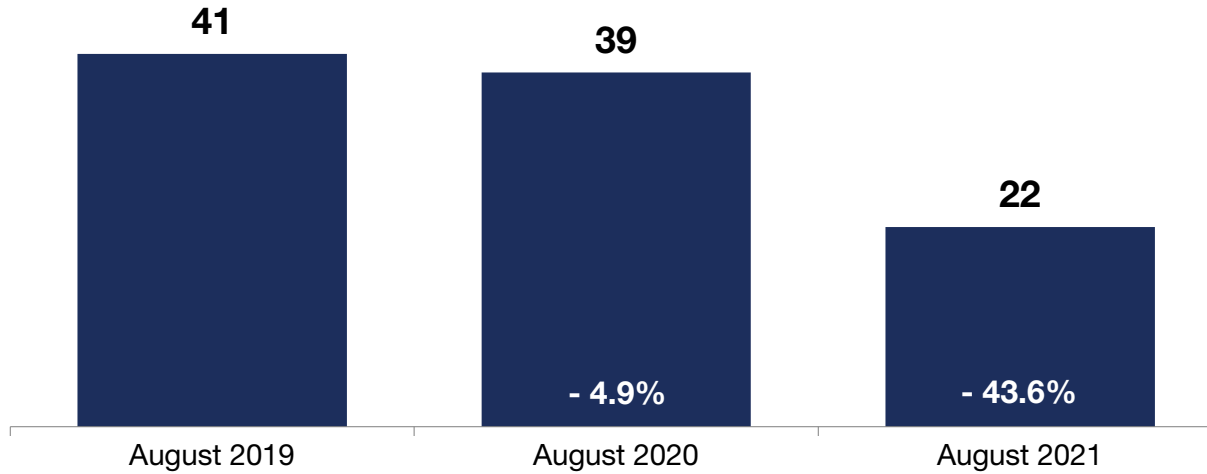
Historical Inventory Levels



Days on Market Until Sale

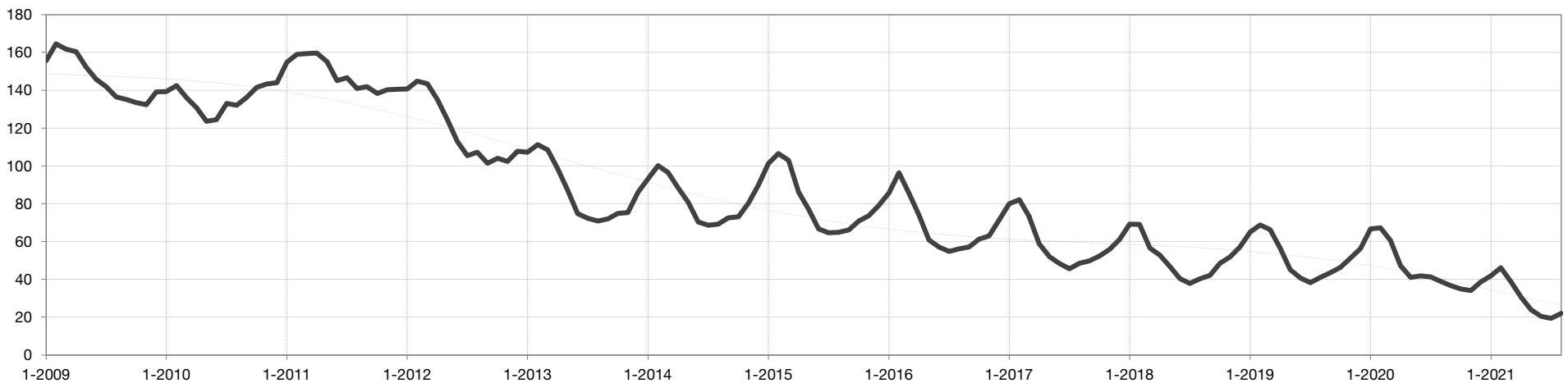
Average number of days between when a property is listed and when an offer is accepted in a given month.

August



Month	Current Activity	One Year Previous	+ / -
September 2020	37	44	- 15.9%
October 2020	35	46	- 23.9%
November 2020	34	51	- 33.3%
December 2020	39	56	- 30.4%
January 2021	42	67	- 37.3%
February 2021	46	67	- 31.3%
March 2021	39	61	- 36.1%
April 2021	31	47	- 34.0%
May 2021	24	41	- 41.5%
June 2021	20	42	- 52.4%
July 2021	19	41	- 53.7%
August 2021	22	39	- 43.6%
12-Month Avg	31	48	- 35.4%

Historical Days on Market Until Sale

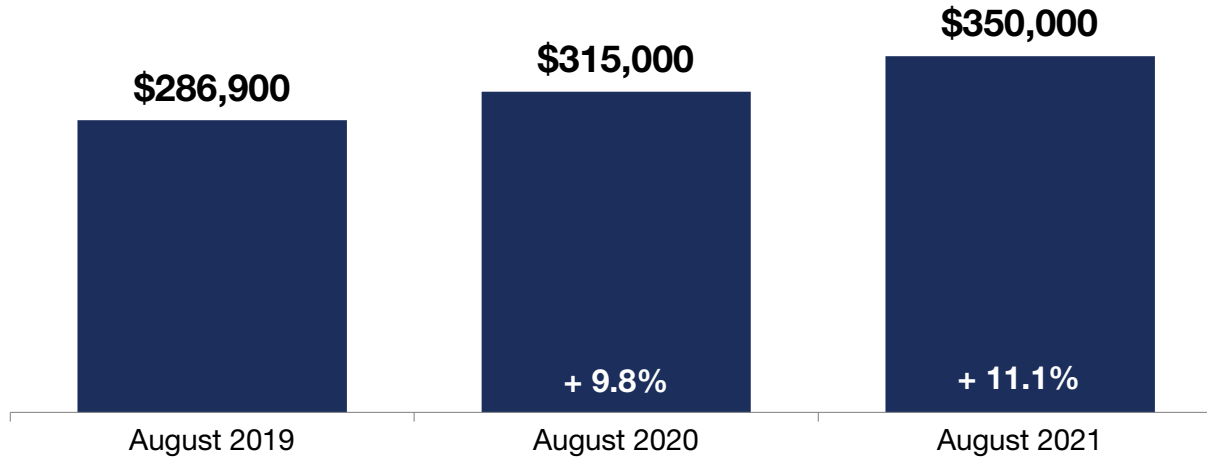


Median Sales Price



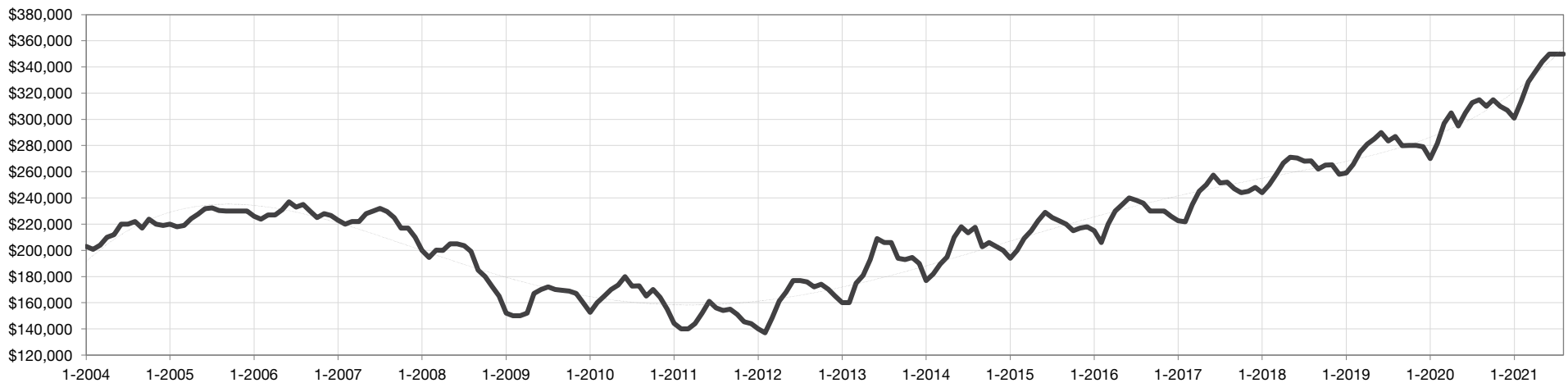
Median price point for all closed sales, not accounting for seller concessions, in a given month.

August



Month	Current Activity	One Year Previous	+ / -
September 2020	\$310,000	\$279,900	+ 10.8%
October 2020	\$315,000	\$280,000	+ 12.5%
November 2020	\$310,000	\$280,000	+ 10.7%
December 2020	\$307,000	\$279,000	+ 10.0%
January 2021	\$301,000	\$270,000	+ 11.5%
February 2021	\$314,000	\$281,500	+ 11.5%
March 2021	\$328,631	\$297,000	+ 10.7%
April 2021	\$336,250	\$305,000	+ 10.2%
May 2021	\$344,000	\$294,900	+ 16.6%
June 2021	\$350,000	\$305,000	+ 14.8%
July 2021	\$350,000	\$312,650	+ 11.9%
August 2021	\$350,000	\$315,000	+ 11.1%
12-Month Med	\$329,900	\$295,000	+ 11.8%

Historical Median Sales Price

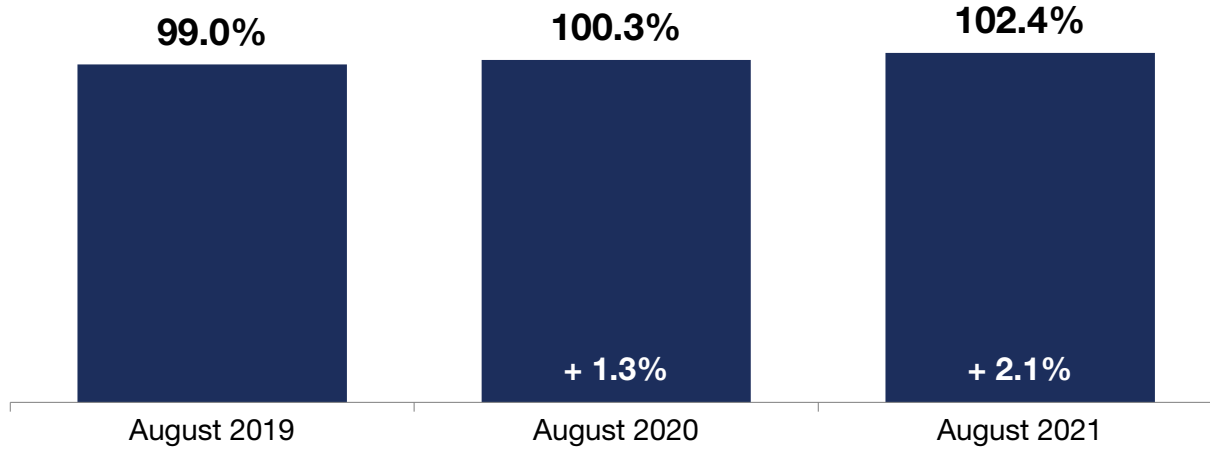


Percent of Original List Price Received



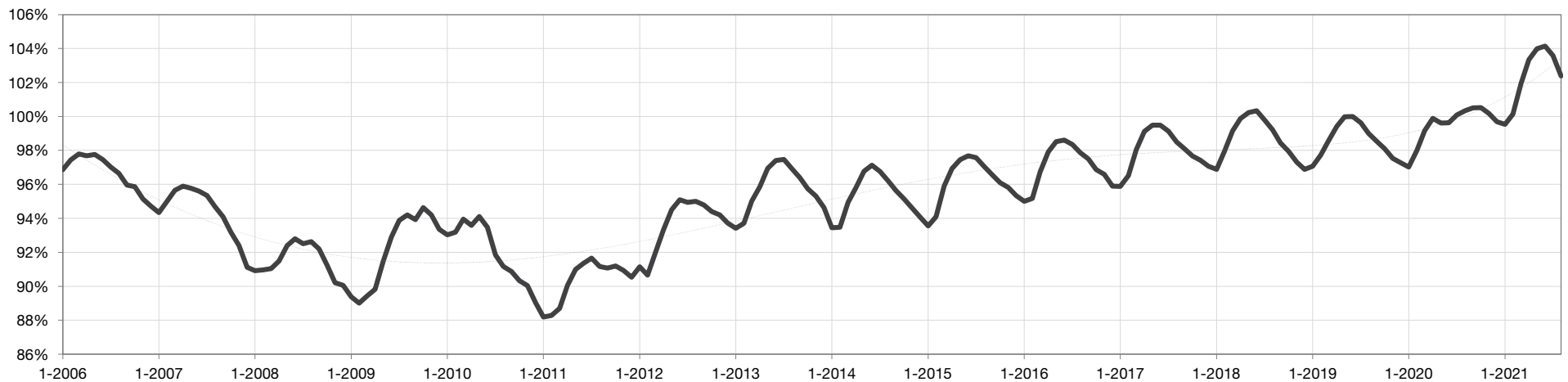
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August



Month	Current Activity	One Year Previous	+ / -
September 2020	100.5%	98.5%	+ 2.0%
October 2020	100.5%	98.1%	+ 2.4%
November 2020	100.2%	97.5%	+ 2.8%
December 2020	99.7%	97.3%	+ 2.5%
January 2021	99.5%	97.0%	+ 2.6%
February 2021	100.1%	98.0%	+ 2.1%
March 2021	101.9%	99.2%	+ 2.7%
April 2021	103.3%	99.9%	+ 3.4%
May 2021	104.0%	99.6%	+ 4.4%
June 2021	104.2%	99.6%	+ 4.6%
July 2021	103.6%	100.1%	+ 3.5%
August 2021	102.4%	100.3%	+ 2.1%
12-Month Avg	101.9%	99.0%	+ 2.9%

Historical Percent of Original List Price Received

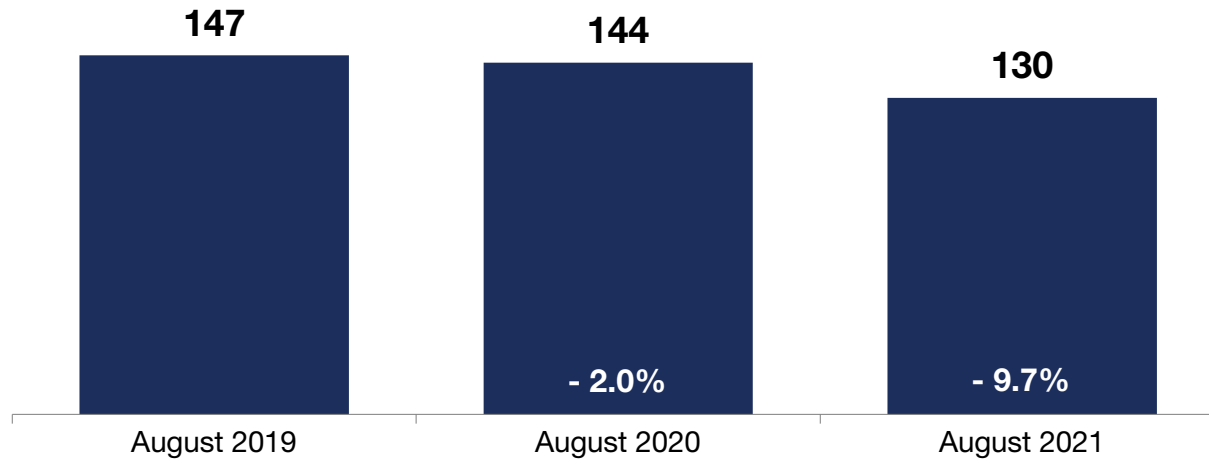


Housing Affordability Index



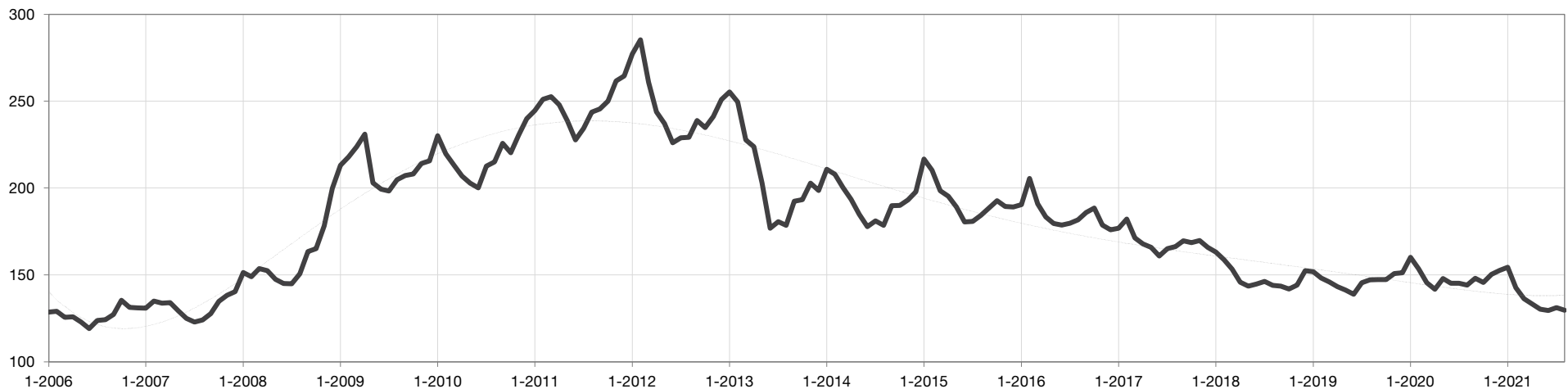
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August



Month	Current Activity	One Year Previous	+ / -
September 2020	148	147	+ 0.7%
October 2020	146	147	- 0.7%
November 2020	150	151	- 0.7%
December 2020	153	151	+ 1.3%
January 2021	154	160	- 3.8%
February 2021	143	154	- 7.1%
March 2021	136	146	- 6.8%
April 2021	133	142	- 6.3%
May 2021	130	148	- 12.2%
June 2021	130	145	- 10.3%
July 2021	131	145	- 9.7%
August 2021	130	144	- 9.7%
12-Month Avg	140	148	- 5.4%

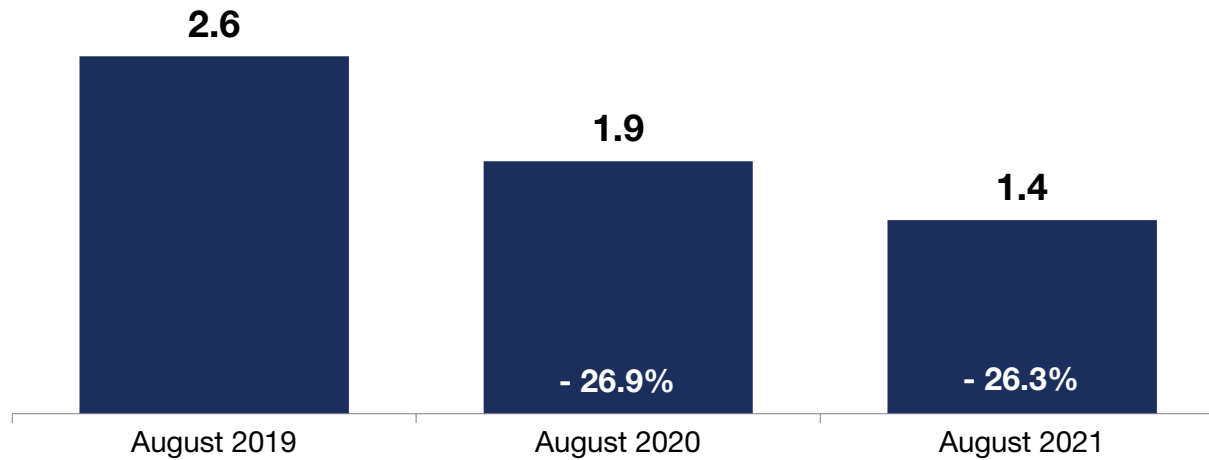
Historical Housing Affordability Index



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.

August



Month	Current Activity	One Year Previous	+ / -
September 2020	1.9	2.7	- 29.6%
October 2020	1.7	2.5	- 32.0%
November 2020	1.4	2.2	- 36.4%
December 2020	1.1	1.7	- 35.3%
January 2021	1.0	1.7	- 41.2%
February 2021	1.0	1.7	- 41.2%
March 2021	1.0	2.0	- 50.0%
April 2021	1.1	2.1	- 47.6%
May 2021	1.1	2.2	- 50.0%
June 2021	1.2	2.1	- 42.9%
July 2021	1.4	2.0	- 30.0%
August 2021	1.4	1.9	- 26.3%
12-Month Avg	1.3	2.0	- 35.0%

Historical Months Supply of Homes for Sale

