

# Weekly Market Activity Report

A RESEARCH TOOL FROM MINNEAPOLIS AREA REALTORS®

## For Week Ending November 20, 2021

Publish Date: November 29, 2021 • All comparisons are to 2020

Consumer credit scores have risen since the beginning of the pandemic, according to FICO CEO William Lansing in a recent interview with MarketWatch. The average score across all segments rose eight points to 716, while consumers with scores below 600 saw a larger average increase, rising from 581 in April 2020 to 601 today. Pandemic-related relief programs and a decrease in consumer spending early in the pandemic are likely contributors to the improvement in scores. Higher credit scores can offer home buyers more loan options as well as lower interest rates, which can increase affordability and purchasing power.

In the Twin Cities region, for the week ending November 20:

- New Listings decreased 7.9% to 948
- Pending Sales increased 1.2% to 1,154
- Inventory decreased 15.5% to 7,042

For the month of October:

- Median Sales Price increased 7.9% to \$340,000
- Days on Market decreased 22.9% to 27
- Percent of Original List Price Received decreased 0.2% to 100.3%
- Months Supply of Homes For Sale decreased 17.6% to 1.4

## Quick Facts

<b>- 7.9%</b>	<b>+ 1.2%</b>	<b>- 15.5%</b>
Change in <b>New Listings</b>	Change in <b>Pending Sales</b>	Change in <b>Inventory</b>

### Metrics by Week

New Listings	<b>2</b>
Pending Sales	<b>3</b>
Inventory of Homes for Sale	<b>4</b>

### Metrics by Month

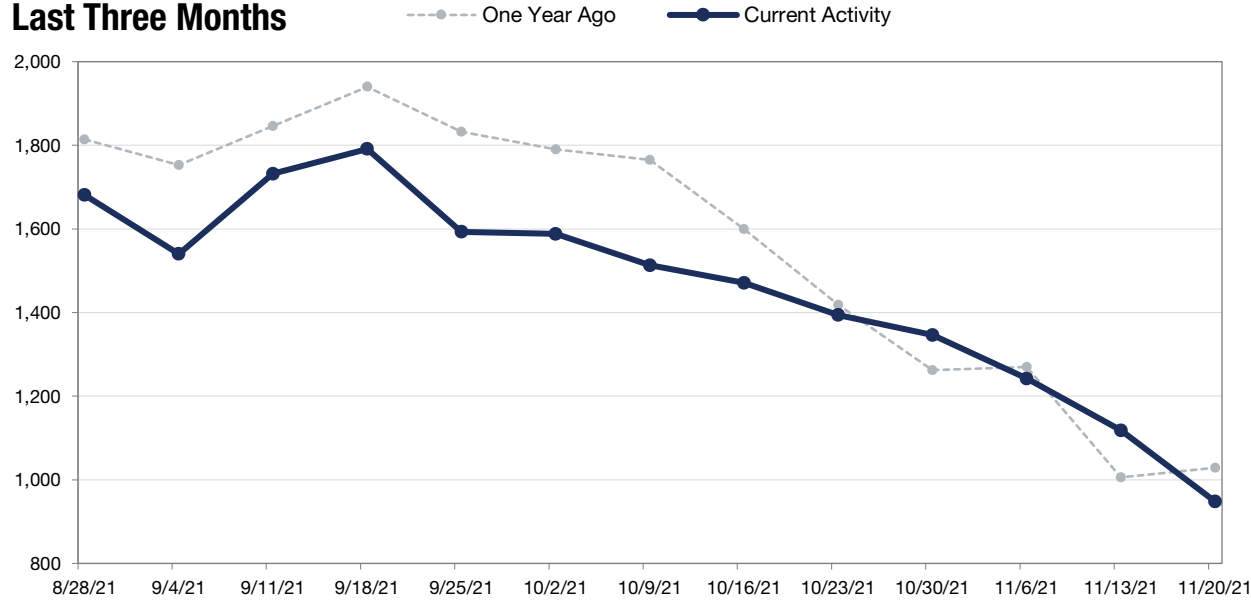
Days on Market Until Sale	<b>5</b>
Median Sales Price	<b>6</b>
Percent of Original List Price Received	<b>7</b>
Housing Affordability Index	<b>8</b>
Months Supply of Homes for Sale	<b>9</b>

# New Listings

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

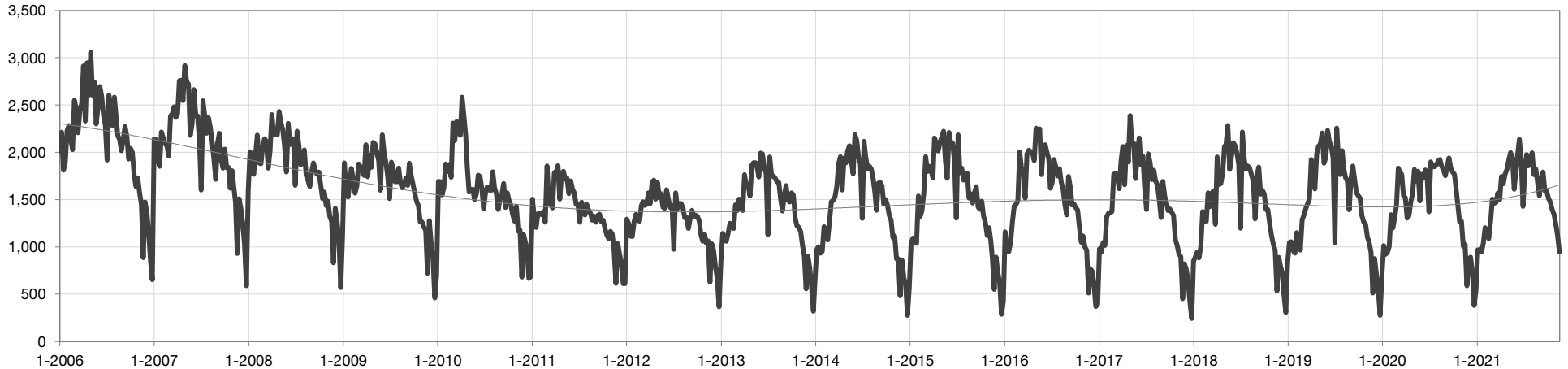


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/28/2021	1,681	1,814	- 7.3%
9/4/2021	1,540	1,753	- 12.2%
9/11/2021	1,732	1,846	- 6.2%
9/18/2021	1,791	1,940	- 7.7%
9/25/2021	1,593	1,832	- 13.0%
10/2/2021	1,588	1,790	- 11.3%
10/9/2021	1,513	1,765	- 14.3%
10/16/2021	1,471	1,600	- 8.1%
10/23/2021	1,394	1,418	- 1.7%
10/30/2021	1,346	1,262	+ 6.7%
11/6/2021	1,242	1,270	- 2.2%
11/13/2021	1,118	1,006	+ 11.1%
11/20/2021	948	1,029	- 7.9%
<b>3-Month Total</b>	<b>18,957</b>	<b>20,325</b>	<b>- 6.7%</b>

## Historical New Listings

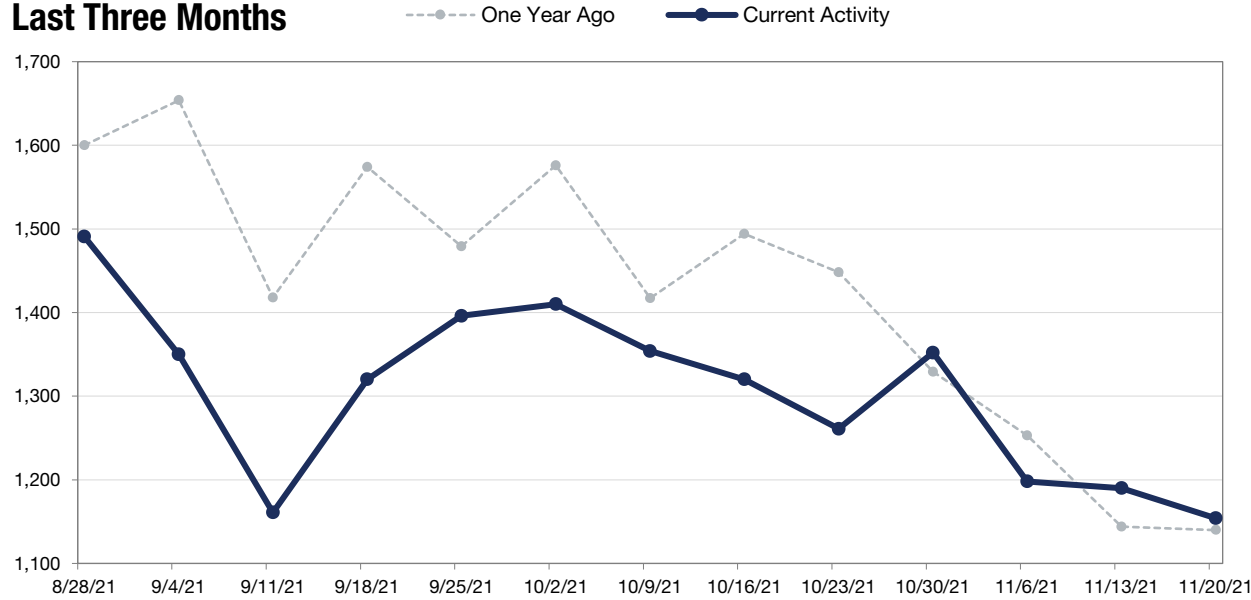


# Pending Sales

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

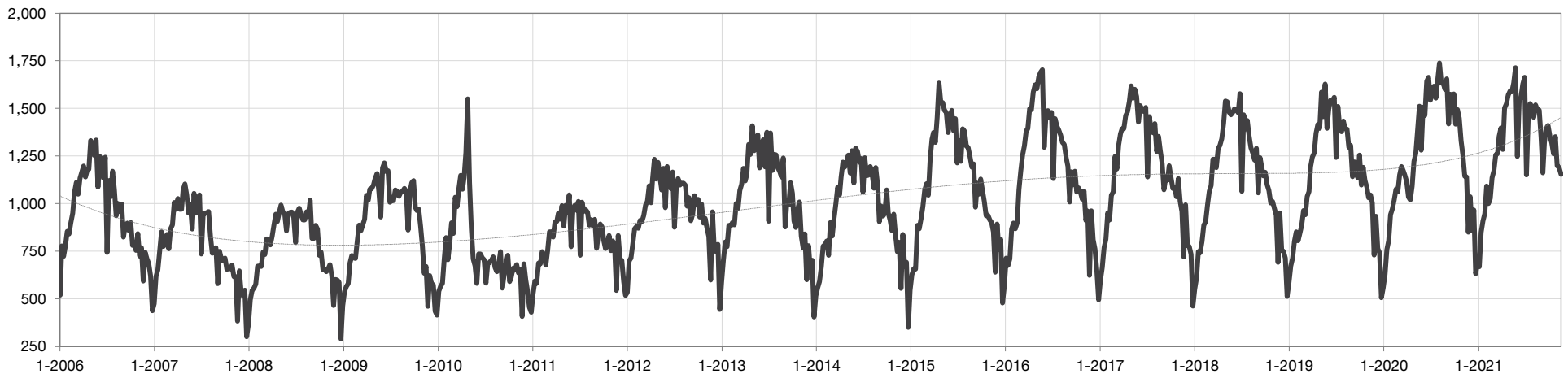


## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/28/2021	1,491	1,600	- 6.8%
9/4/2021	1,350	1,654	- 18.4%
9/11/2021	1,161	1,418	- 18.1%
9/18/2021	1,320	1,574	- 16.1%
9/25/2021	1,396	1,479	- 5.6%
10/2/2021	1,410	1,576	- 10.5%
10/9/2021	1,354	1,417	- 4.4%
10/16/2021	1,320	1,494	- 11.6%
10/23/2021	1,261	1,448	- 12.9%
10/30/2021	1,352	1,329	+ 1.7%
11/6/2021	1,198	1,253	- 4.4%
11/13/2021	1,190	1,144	+ 4.0%
11/20/2021	1,154	1,140	+ 1.2%
<b>3-Month Total</b>	<b>16,957</b>	<b>18,526</b>	<b>- 8.5%</b>

## Historical Pending Sales

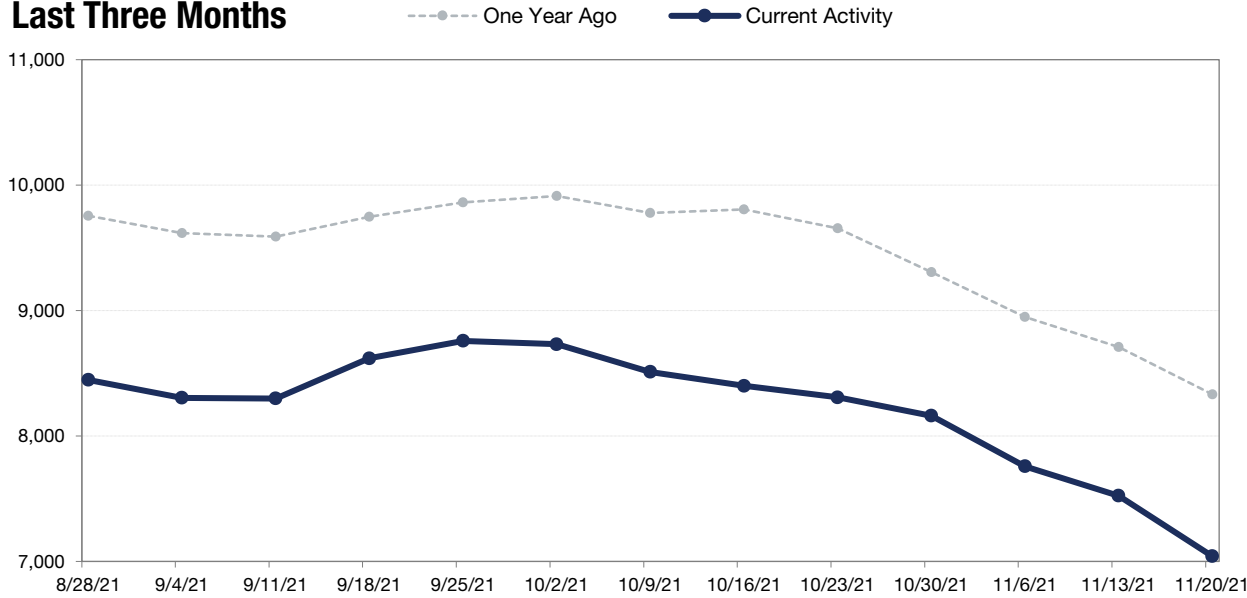


# Inventory of Homes for Sale



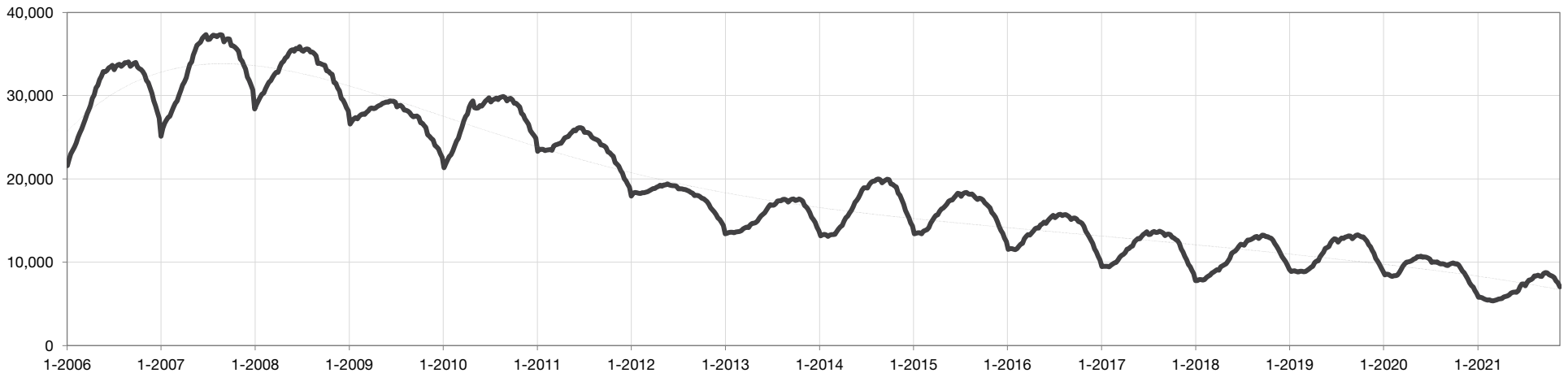
The number of properties available for sale in active status at the end of a given week.

## Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
8/28/2021	8,447	9,755	- 13.4%
9/4/2021	8,304	9,618	- 13.7%
9/11/2021	8,299	9,590	- 13.5%
9/18/2021	8,619	9,747	- 11.6%
9/25/2021	8,758	9,861	- 11.2%
10/2/2021	8,731	9,913	- 11.9%
10/9/2021	8,510	9,778	- 13.0%
10/16/2021	8,400	9,806	- 14.3%
10/23/2021	8,308	9,656	- 14.0%
10/30/2021	8,161	9,306	- 12.3%
11/6/2021	7,758	8,948	- 13.3%
11/13/2021	7,523	8,709	- 13.6%
11/20/2021	7,042	8,332	- 15.5%
<b>3-Month Avg</b>	<b>8,220</b>	<b>9,463</b>	<b>- 13.1%</b>

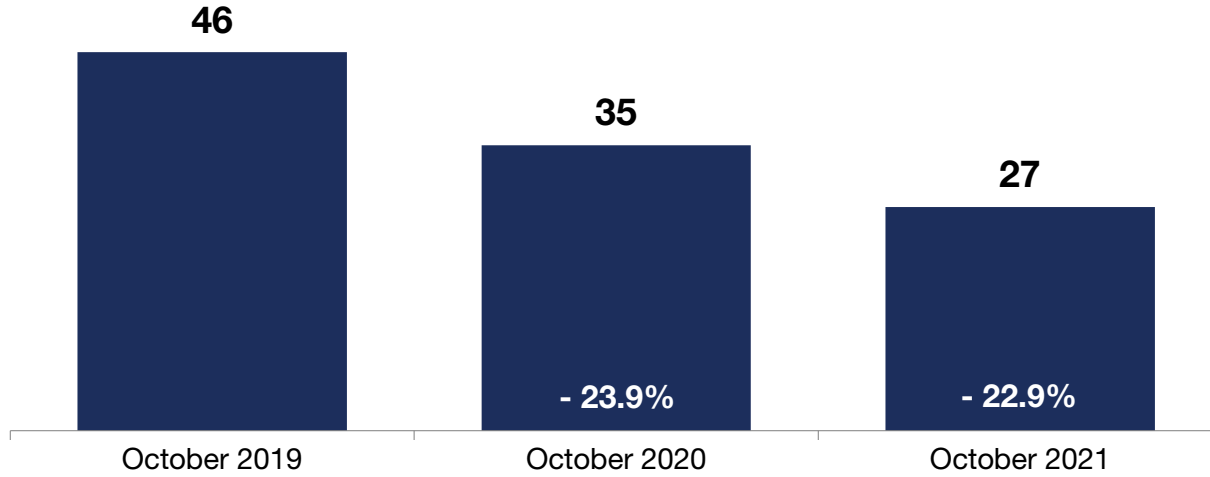
## Historical Inventory Levels



# Days on Market Until Sale

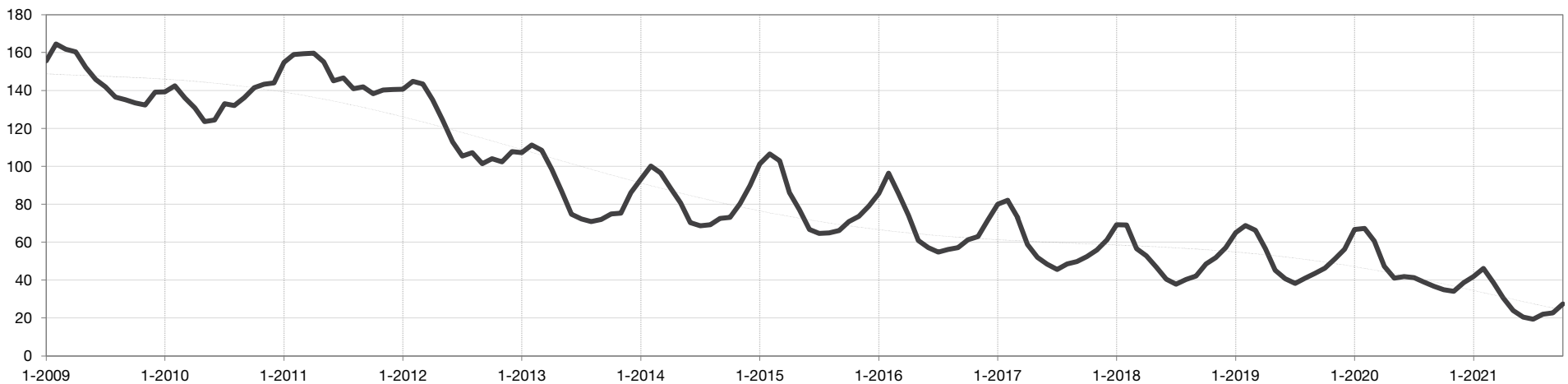
Average number of days between when a property is listed and when an offer is accepted in a given month.

## October



Month	Current Activity	One Year Previous	+ / -
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%
September 2021	23	37	- 37.8%
October 2021	27	35	- 22.9%
<b>12-Month Avg</b>	<b>28</b>	<b>46</b>	<b>- 39.1%</b>

## Historical Days on Market Until Sale

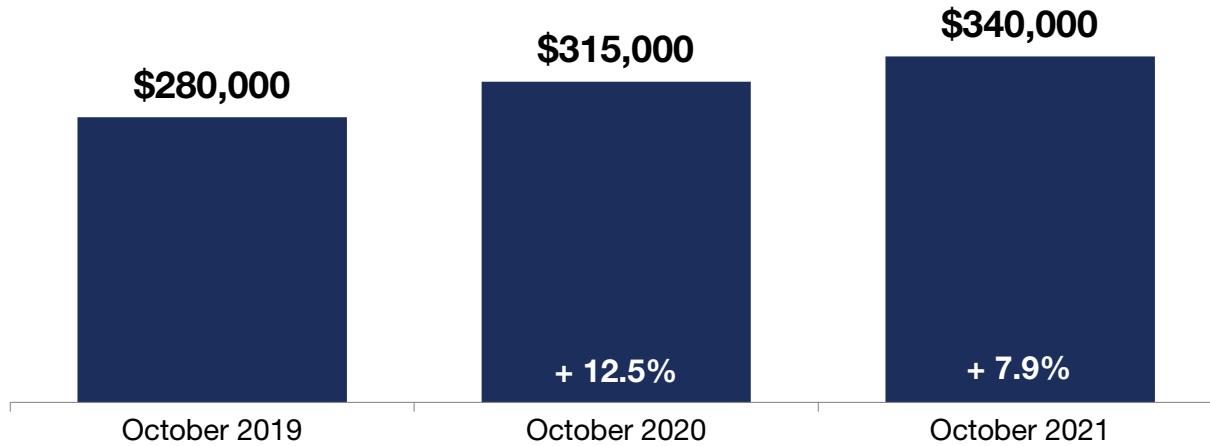


# Median Sales Price



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

## October



Month	Current Activity	One Year Previous	+ / -
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%
September 2021	\$340,850	\$310,000	+ 10.0%
October 2021	\$340,000	\$315,000	+ 7.9%
<b>12-Month Med</b>	<b>\$335,000</b>	<b>\$300,000</b>	<b>+ 11.7%</b>

## Historical Median Sales Price

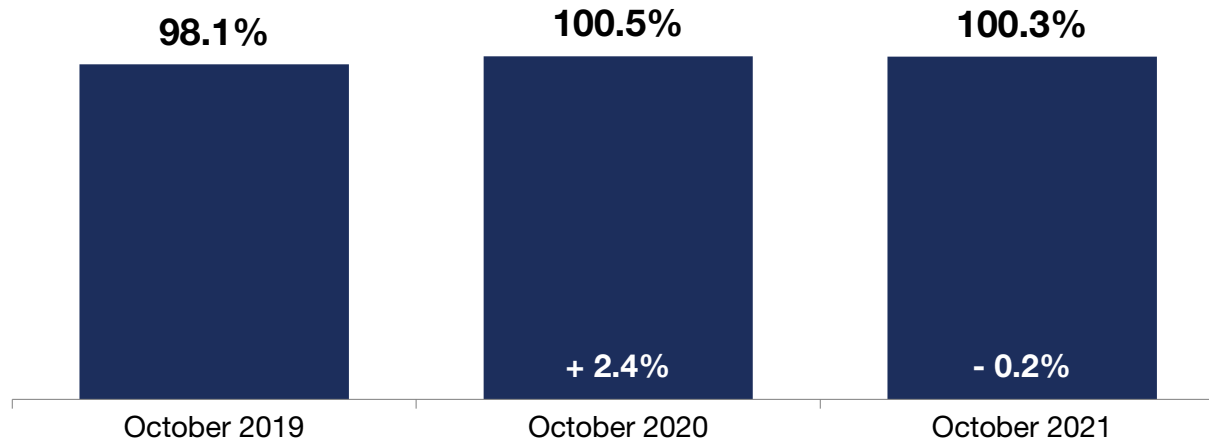


# Percent of Original List Price Received



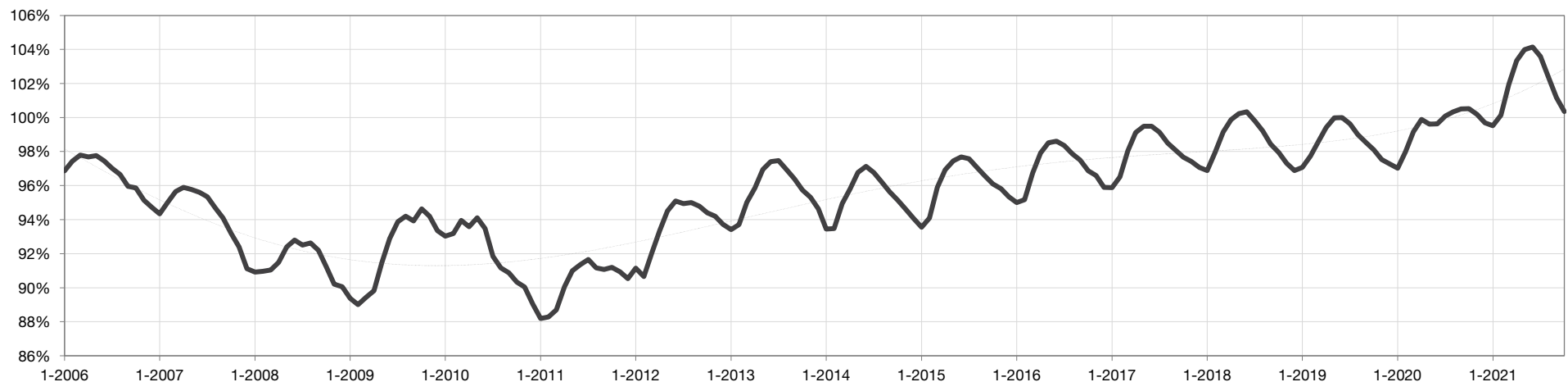
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October



Month	Current Activity	One Year Previous	+ / -
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	104.1%	99.6%	+ 4.5%
July 2021	103.6%	100.1%	+ 3.5%
August 2021	102.4%	100.3%	+ 2.1%
September 2021	101.2%	100.5%	+ 0.7%
October 2021	100.3%	100.5%	- 0.2%
<b>12-Month Avg</b>	<b>101.9%</b>	<b>99.4%</b>	<b>+ 2.5%</b>

## Historical Percent of Original List Price Received

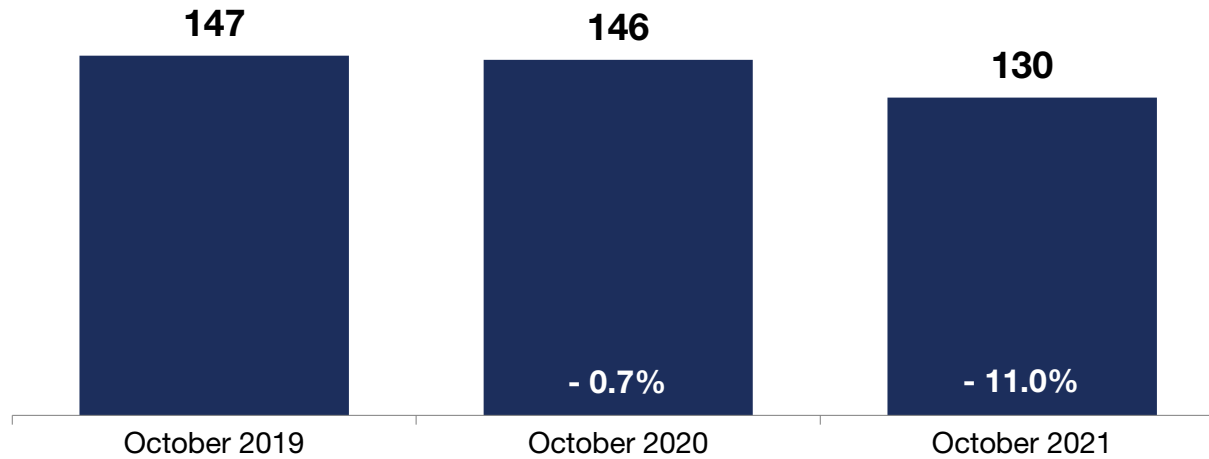


# Housing Affordability Index



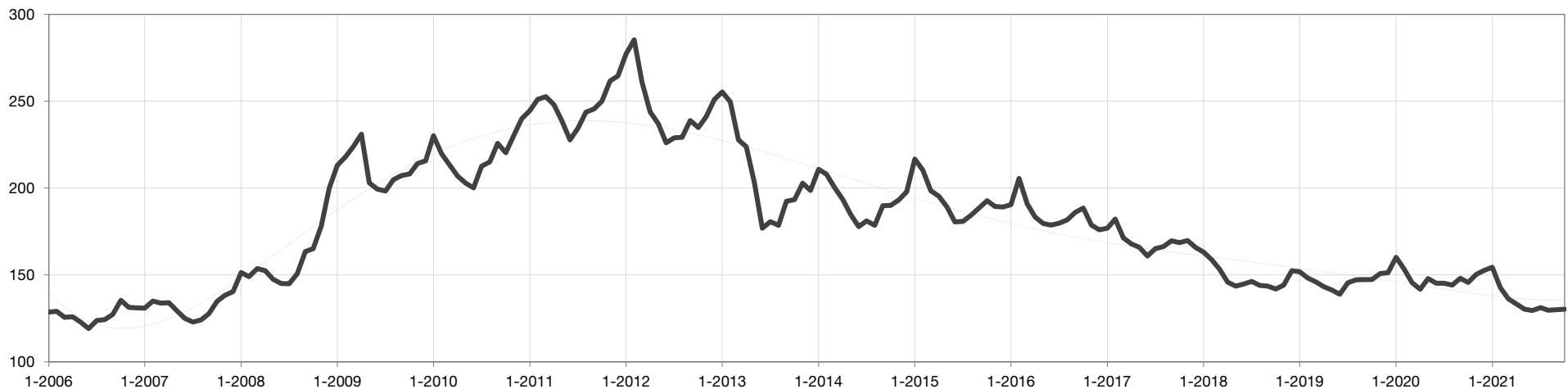
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October



Month	Current Activity	One Year Previous	+ / -
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%
September 2021	130	148	- 12.2%
October 2021	130	146	- 11.0%
<b>12-Month Avg</b>	<b>138</b>	<b>148</b>	<b>- 6.8%</b>

## Historical Housing Affordability Index

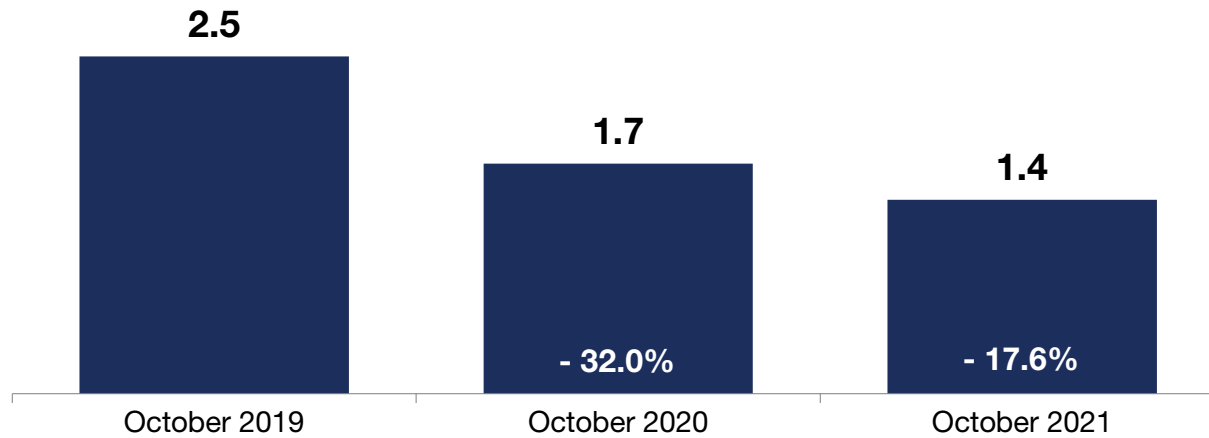




# Months Supply of Homes for Sale

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.

## October



Month	Current Activity	One Year Previous	+ / -
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	1.5	1.9	- 21.1%
September 2021	1.6	1.9	- 15.8%
October 2021	1.4	1.7	- 17.6%
<b>12-Month Avg</b>	<b>1.2</b>	<b>1.9</b>	<b>- 36.8%</b>

## Historical Months Supply of Homes for Sale

