

# Weekly Market Activity Report



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

A RESEARCH TOOL FROM THE SAINT PAUL AREA ASSOCIATION OF REALTORS®. BROUGHT TO YOU BY THE UNIQUE DATA-SHARING TRADITIONS OF THE REALTOR® COMMUNITY

## For Week Ending March 22, 2025

Publish Date: March 31, 2025 • All comparisons are to 2024

The median age of U.S. homebuyers is now 56 years old, up from 49 in 2023, according to the National Association of REALTORS®' 2024 Profile of Home Buyers and Sellers. The median age of first-time buyers rose from 35 to 38 years old, while the typical repeat buyer age climbed from 58 to 61 years old. The median ages of all three groups reached record highs in 2024.

In the Twin Cities region, for the week ending March 22:

- New Listings increased 9.6% to 1,342
- Pending Sales increased 2.5% to 974
- Inventory increased 2.1% to 7,667

For the month of February:

- Median Sales Price increased 6.1% to \$380,000
- Days on Market increased 16.9% to 69
- Percent of Original List Price Received increased 0.2% to 97.7%
- Months Supply of Homes For Sale increased 5.3% to 2.0

## Quick Facts

|                                  |                                   |                               |
|----------------------------------|-----------------------------------|-------------------------------|
| <b>+ 9.6%</b>                    | <b>+ 2.5%</b>                     | <b>+ 2.1%</b>                 |
| Change in<br><b>New Listings</b> | Change in<br><b>Pending Sales</b> | Change in<br><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 Inventory              | <b>9</b> |

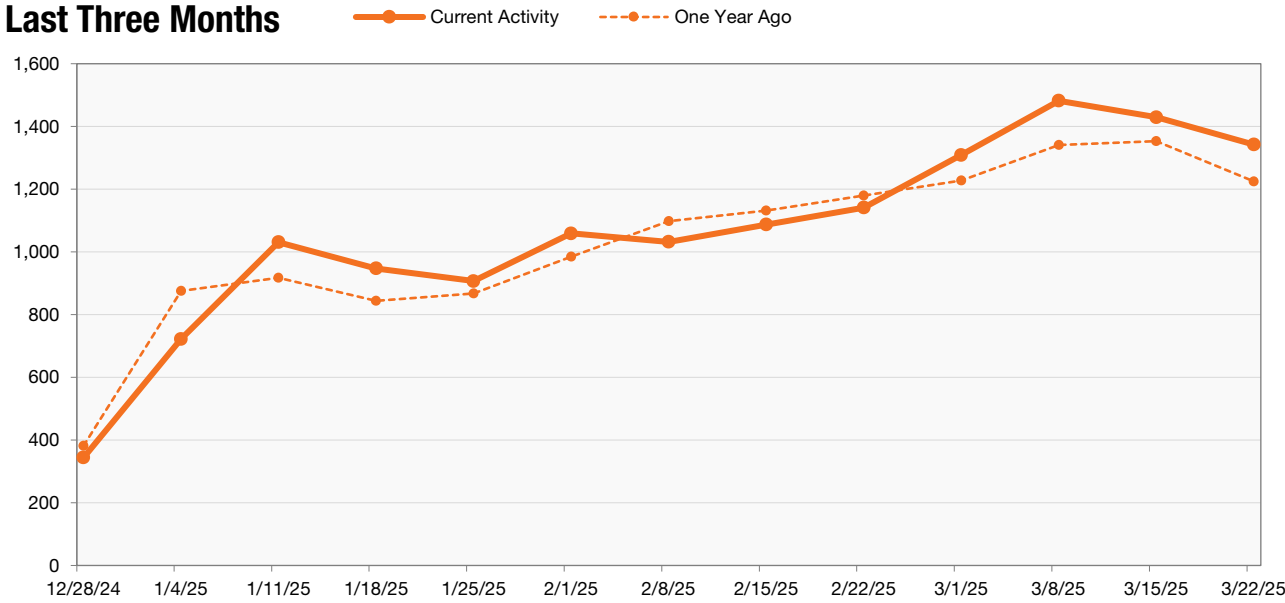


# New Listings

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

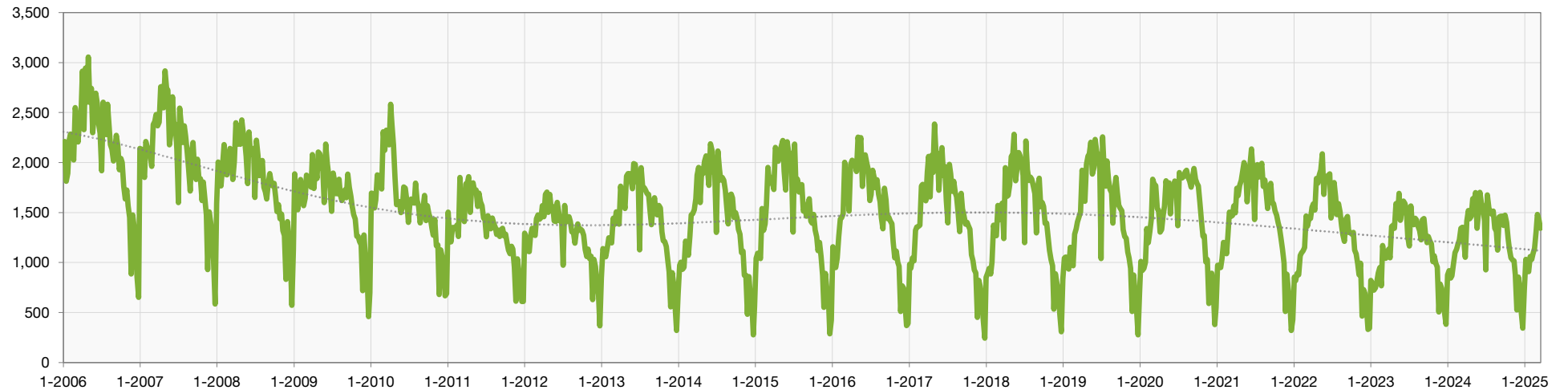


## Last Three Months



| For the Week Ending  | Current Activity | One Year Previous | + / -         |
|----------------------|------------------|-------------------|---------------|
| 12/28/2024           | 344              | 382               | - 9.9%        |
| 1/4/2025             | 722              | 875               | - 17.5%       |
| 1/11/2025            | 1,031            | 917               | + 12.4%       |
| 1/18/2025            | 947              | 844               | + 12.2%       |
| 1/25/2025            | 907              | 867               | + 4.6%        |
| 2/1/2025             | 1,059            | 985               | + 7.5%        |
| 2/8/2025             | 1,032            | 1,098             | - 6.0%        |
| 2/15/2025            | 1,087            | 1,131             | - 3.9%        |
| 2/22/2025            | 1,141            | 1,179             | - 3.2%        |
| 3/1/2025             | 1,309            | 1,227             | + 6.7%        |
| 3/8/2025             | 1,482            | 1,341             | + 10.5%       |
| 3/15/2025            | 1,429            | 1,353             | + 5.6%        |
| <b>3/22/2025</b>     | <b>1,342</b>     | <b>1,224</b>      | <b>+ 9.6%</b> |
| <b>3-Month Total</b> | <b>13,832</b>    | <b>13,423</b>     | <b>+ 3.0%</b> |

## Historical New Listing Activity

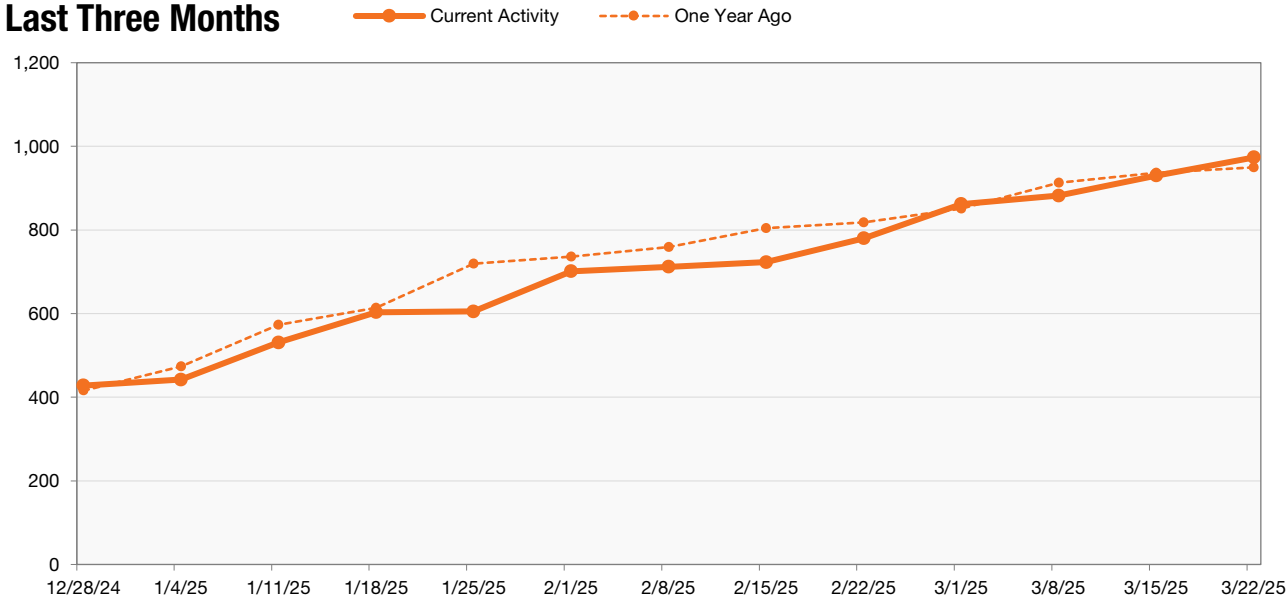


# Pending Sales

A count of the properties that have offers accepted on them in a given week.

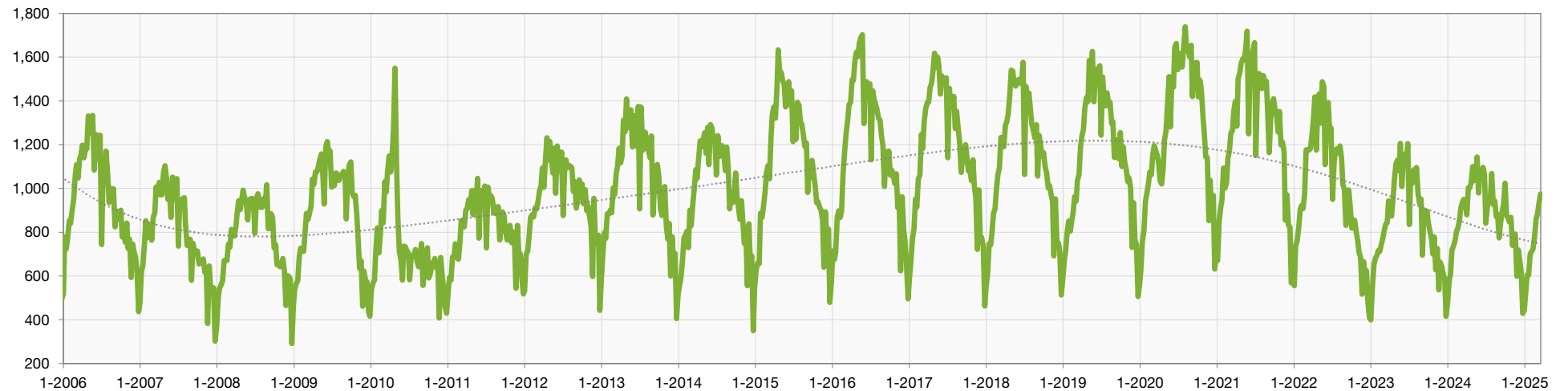


## Last Three Months



| For the Week Ending  | Current Activity | One Year Previous | + / -         |
|----------------------|------------------|-------------------|---------------|
| 12/28/2024           | 428              | 416               | + 2.9%        |
| 1/4/2025             | 442              | 474               | - 6.8%        |
| 1/11/2025            | 531              | 573               | - 7.3%        |
| 1/18/2025            | 603              | 614               | - 1.8%        |
| 1/25/2025            | 605              | 719               | - 15.9%       |
| 2/1/2025             | 701              | 736               | - 4.8%        |
| 2/8/2025             | 712              | 759               | - 6.2%        |
| 2/15/2025            | 723              | 804               | - 10.1%       |
| 2/22/2025            | 780              | 818               | - 4.6%        |
| 3/1/2025             | 862              | 851               | + 1.3%        |
| 3/8/2025             | 882              | 913               | - 3.4%        |
| 3/15/2025            | 930              | 937               | - 0.7%        |
| <b>3/22/2025</b>     | <b>974</b>       | <b>950</b>        | <b>+ 2.5%</b> |
| <b>3-Month Total</b> | <b>9,173</b>     | <b>9,564</b>      | <b>- 4.1%</b> |

## Historical Pending Sales Activity

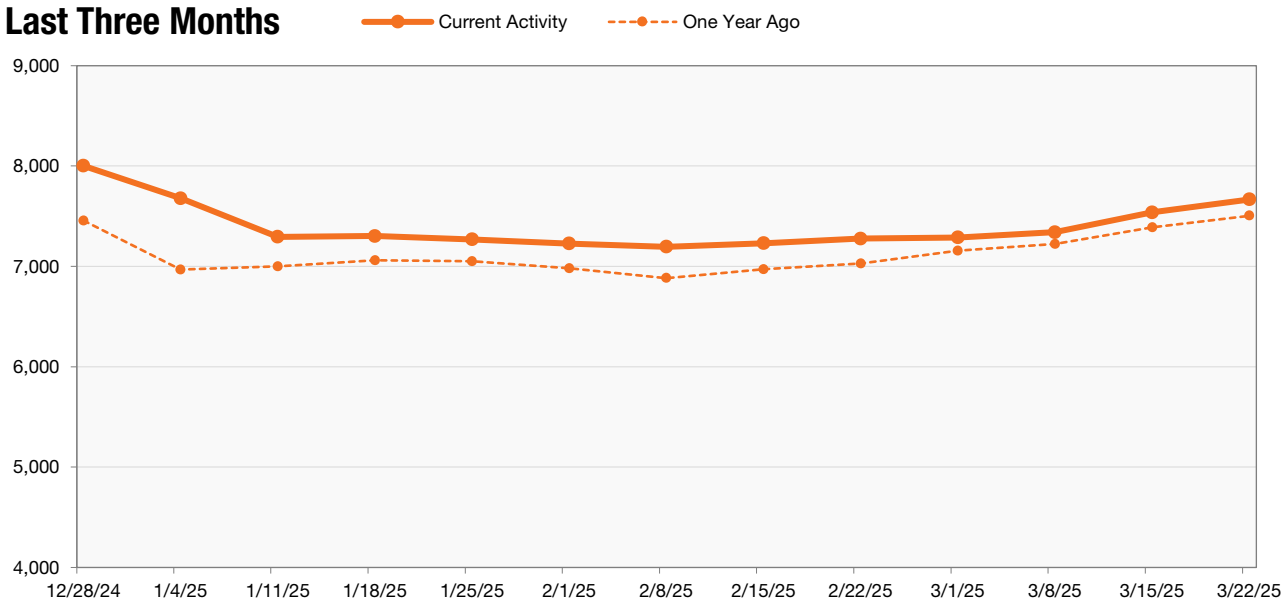


# Inventory of Homes for Sale

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

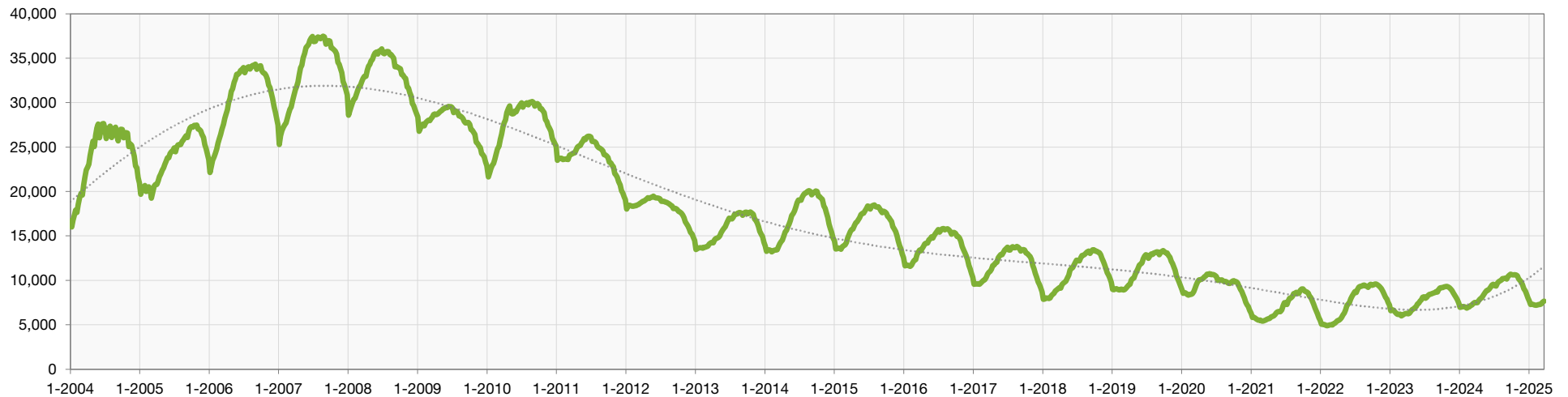


## Last Three Months



| For the Week Ending | Current Activity | One Year Previous | + / -         |
|---------------------|------------------|-------------------|---------------|
| 12/28/2024          | 8,002            | 7,457             | + 7.3%        |
| 1/4/2025            | 7,679            | 6,967             | + 10.2%       |
| 1/11/2025           | 7,295            | 7,001             | + 4.2%        |
| 1/18/2025           | 7,303            | 7,061             | + 3.4%        |
| 1/25/2025           | 7,269            | 7,052             | + 3.1%        |
| 2/1/2025            | 7,227            | 6,981             | + 3.5%        |
| 2/8/2025            | 7,197            | 6,884             | + 4.5%        |
| 2/15/2025           | 7,231            | 6,970             | + 3.7%        |
| 2/22/2025           | 7,277            | 7,029             | + 3.5%        |
| 3/1/2025            | 7,288            | 7,158             | + 1.8%        |
| 3/8/2025            | 7,340            | 7,223             | + 1.6%        |
| 3/15/2025           | 7,538            | 7,389             | + 2.0%        |
| <b>3/22/2025</b>    | <b>7,667</b>     | <b>7,507</b>      | <b>+ 2.1%</b> |
| 3-Month Avg         | 7,409            | 7,129             | + 3.9%        |

## Historical Inventory Levels

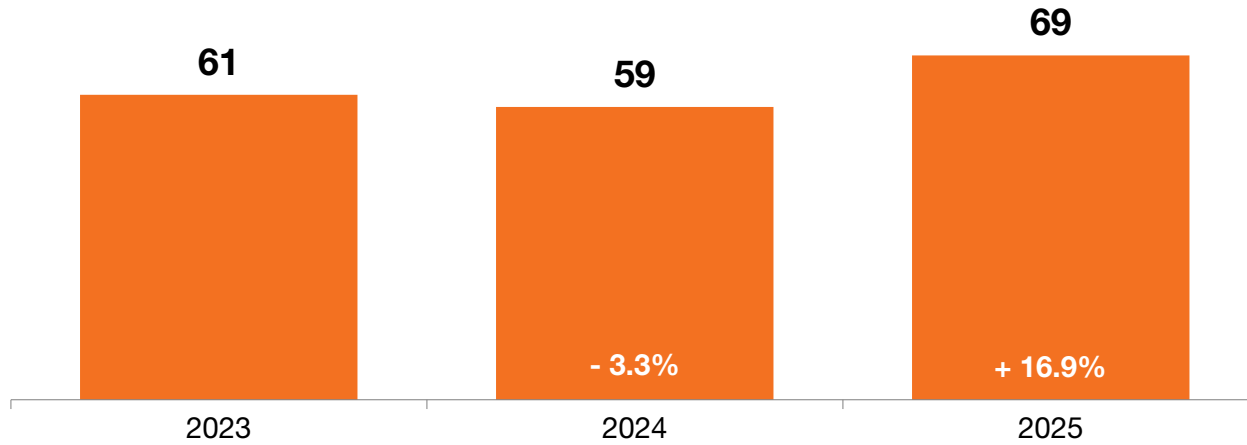


# Days on Market Until Sale

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

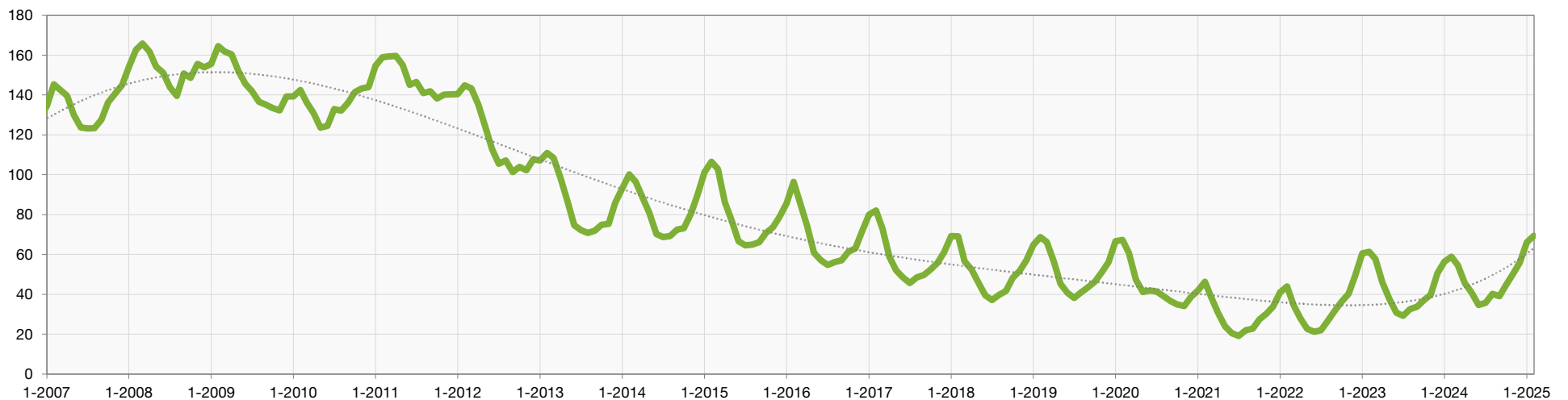


## February



| Month           | Current Activity | One Year Previous | + / -          |
|-----------------|------------------|-------------------|----------------|
| March           | 55               | 58                | - 5.2%         |
| April           | 46               | 46                | 0.0%           |
| May             | 41               | 38                | + 7.9%         |
| June            | 35               | 31                | + 12.9%        |
| July            | 36               | 29                | + 24.1%        |
| August          | 40               | 33                | + 21.2%        |
| September       | 39               | 34                | + 14.7%        |
| October         | 45               | 37                | + 21.6%        |
| November        | 50               | 40                | + 25.0%        |
| December        | 56               | 51                | + 9.8%         |
| January         | 66               | 56                | + 17.9%        |
| <b>February</b> | <b>69</b>        | <b>59</b>         | <b>+ 16.9%</b> |
| 12-Month Avg    | 46               | 40                | + 15.0%        |

## Historical Days on Market Until Sale

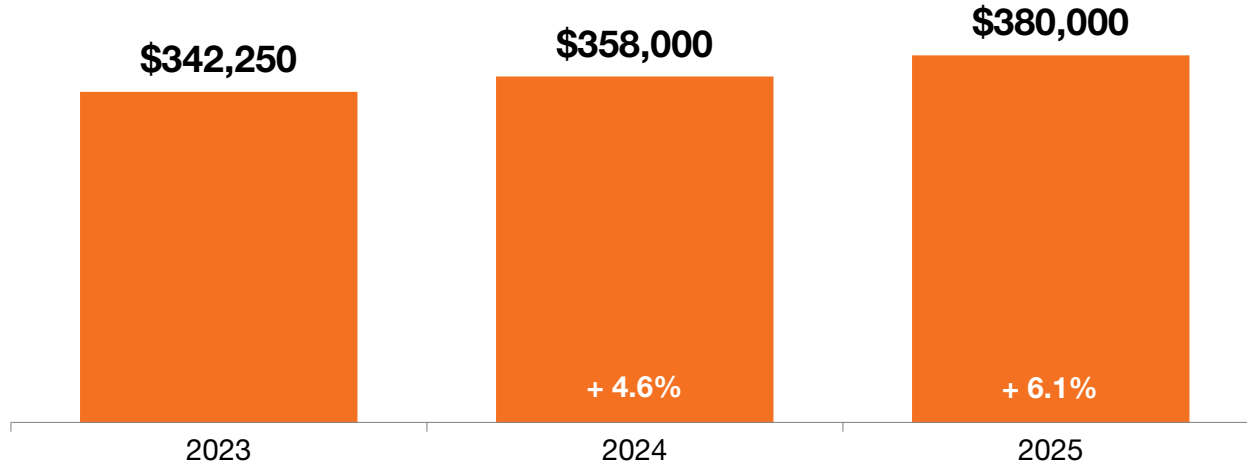


# Median Sales Price

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



## February



| Month           | Current Activity | One Year Previous | + / -         |
|-----------------|------------------|-------------------|---------------|
| March           | \$367,000        | \$356,000         | + 3.1%        |
| April           | \$385,250        | \$369,450         | + 4.3%        |
| May             | \$385,000        | \$370,000         | + 4.1%        |
| June            | \$390,000        | \$383,000         | + 1.8%        |
| July            | \$385,000        | \$375,000         | + 2.7%        |
| August          | \$389,000        | \$380,000         | + 2.4%        |
| September       | \$379,900        | \$371,000         | + 2.4%        |
| October         | \$381,950        | \$365,000         | + 4.6%        |
| November        | \$376,000        | \$362,600         | + 3.7%        |
| December        | \$370,000        | \$353,700         | + 4.6%        |
| January         | \$370,000        | \$352,500         | + 5.0%        |
| <b>February</b> | <b>\$380,000</b> | <b>\$358,000</b>  | <b>+ 6.1%</b> |
| 12-Month Med    | \$380,000        | \$370,000         | + 2.7%        |

## Historical Median Sales Price

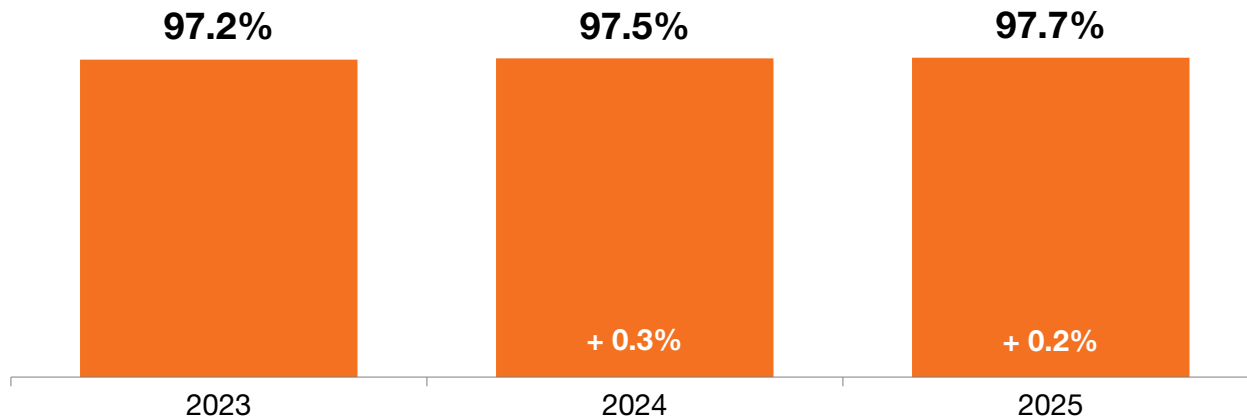


# Percent of Original List Price Received

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.

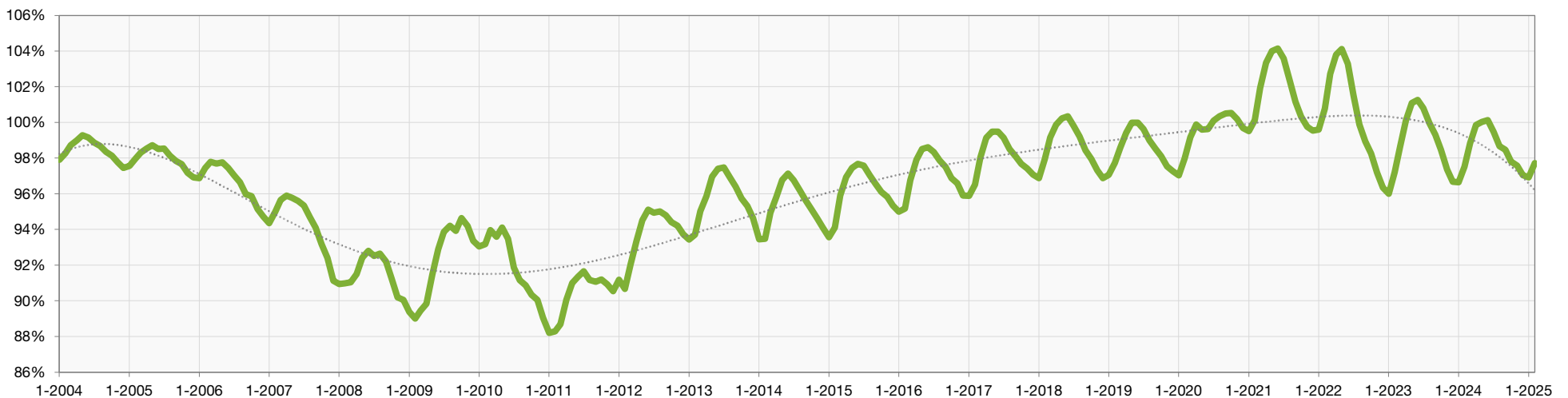


## February



| Month           | Current Activity | One Year Previous | + / -         |
|-----------------|------------------|-------------------|---------------|
| March           | 98.8%            | 98.6%             | + 0.2%        |
| April           | 99.9%            | 100.1%            | - 0.2%        |
| May             | 100.0%           | 101.1%            | - 1.1%        |
| June            | 100.1%           | 101.3%            | - 1.2%        |
| July            | 99.5%            | 100.8%            | - 1.3%        |
| August          | 98.7%            | 100.0%            | - 1.3%        |
| September       | 98.5%            | 99.3%             | - 0.8%        |
| October         | 97.8%            | 98.5%             | - 0.7%        |
| November        | 97.6%            | 97.4%             | + 0.2%        |
| December        | 97.0%            | 96.7%             | + 0.3%        |
| January         | 96.9%            | 96.6%             | + 0.3%        |
| <b>February</b> | <b>97.7%</b>     | <b>97.5%</b>      | <b>+ 0.2%</b> |
| 12-Month Avg    | 98.7%            | 99.3%             | - 0.6%        |

## Historical Percent of Original List Price Received

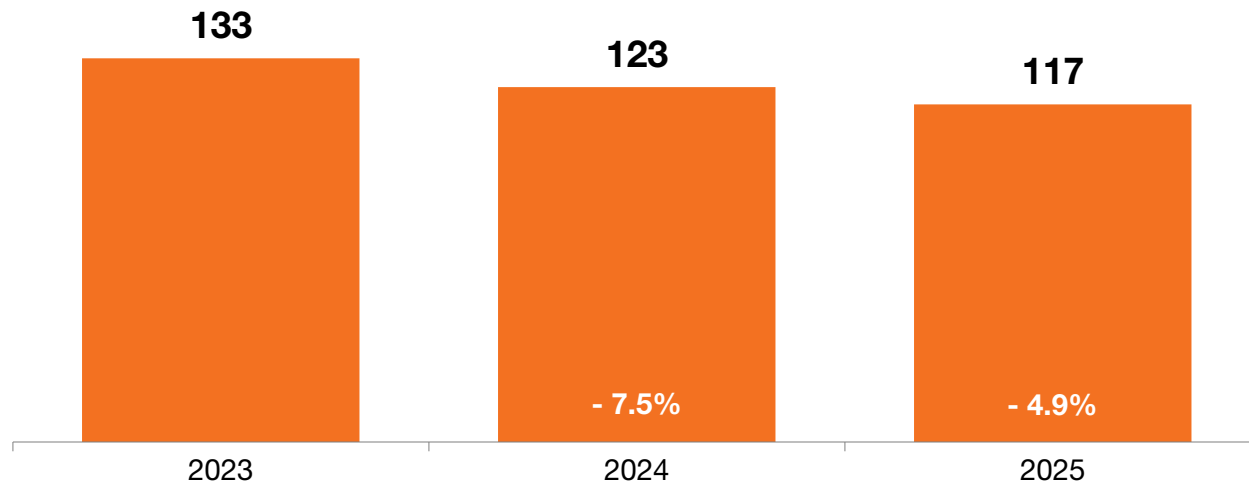


# Housing Affordability Index

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

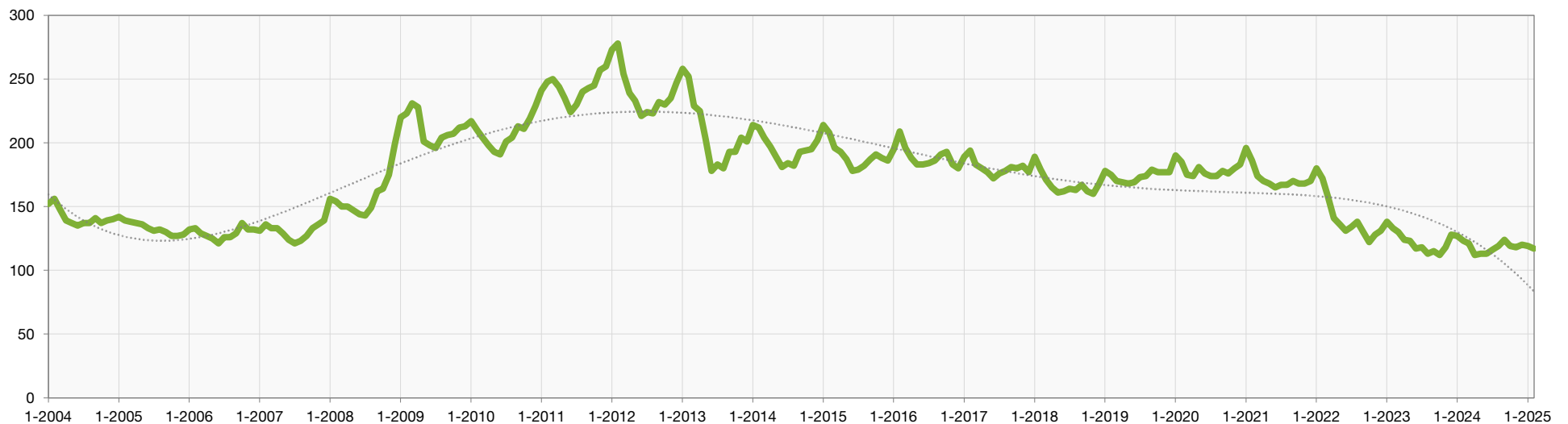


## February



| Month           | Current Activity | One Year Previous | + / -         |
|-----------------|------------------|-------------------|---------------|
| March           | 121              | 130               | - 6.9%        |
| April           | 112              | 124               | - 9.7%        |
| May             | 113              | 123               | - 8.1%        |
| June            | 113              | 117               | - 3.4%        |
| July            | 116              | 118               | - 1.7%        |
| August          | 119              | 113               | + 5.3%        |
| September       | 124              | 115               | + 7.8%        |
| October         | 119              | 112               | + 6.3%        |
| November        | 118              | 118               | 0.0%          |
| December        | 120              | 128               | - 6.3%        |
| January         | 119              | 127               | - 6.3%        |
| <b>February</b> | <b>117</b>       | <b>123</b>        | <b>- 4.9%</b> |
| 12-Month Avg    | 118              | 121               | - 2.5%        |

## Historical Housing Affordability Index



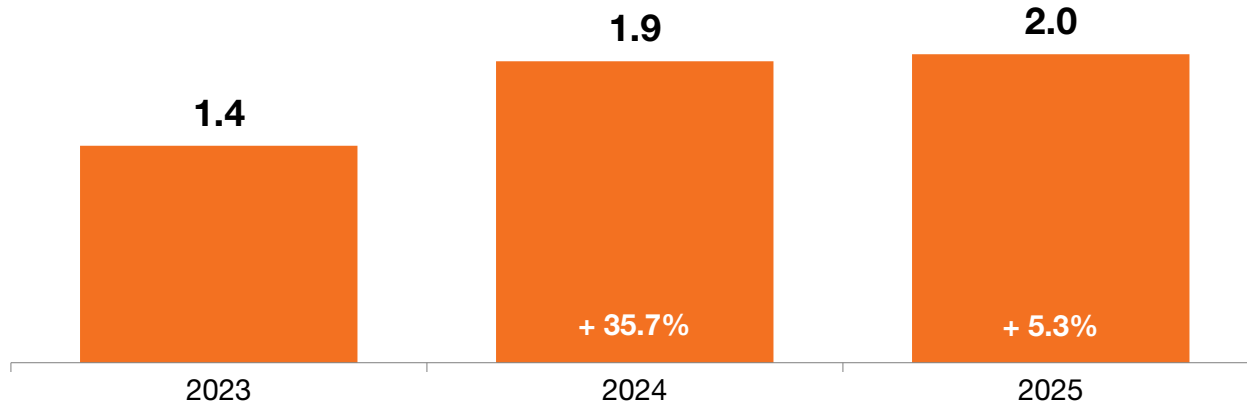


# Months Supply of Inventory

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.



## February



| Month           | Current Activity | One Year Previous | + / -         |
|-----------------|------------------|-------------------|---------------|
| March           | 2.0              | 1.5               | + 33.3%       |
| April           | 2.2              | 1.7               | + 29.4%       |
| May             | 2.4              | 1.9               | + 26.3%       |
| June            | 2.5              | 2.1               | + 19.0%       |
| July            | 2.7              | 2.2               | + 22.7%       |
| August          | 2.8              | 2.3               | + 21.7%       |
| September       | 2.9              | 2.5               | + 16.0%       |
| October         | 2.8              | 2.5               | + 12.0%       |
| November        | 2.4              | 2.3               | + 4.3%        |
| December        | 1.9              | 1.9               | 0.0%          |
| January         | 1.9              | 1.9               | 0.0%          |
| <b>February</b> | <b>2.0</b>       | <b>1.9</b>        | <b>+ 5.3%</b> |
| 12-Month Avg    | 2.4              | 2.1               | + 14.3%       |

## Historical Months Supply of Inventory

