Weekly Market Activity Report

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

spaar

BETTER AGENTS ◆ BETTER COMMUNITIES
SAINT PAUL AREA ASSOCIATION OF REALTORS®

For Week Ending July 12, 2025

Publish Date: July 21, 2025 • All comparisons are to 2024

As housing inventory builds up, an increasing number of U.S. homebuilders have been making price reductions to help boost new-home sales. According to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), 37% of builders reported cutting prices in June, up from 34% in May. The average price reduction was 5%, while the use of sales incentives, including mortgage rate buydowns, rose slightly to 62%.

In the Twin Cities region, for the week ending July 12:

- New Listings increased 9.9% to 1,843
- Pending Sales increased 3.9% to 949
- Inventory increased 5.8% to 9,901

For the month of June:

- Median Sales Price increased 2.8% to $401,000
- Days on Market increased 11.4% to 39
- Percent of Original List Price Received decreased 0.1% to 100.0%
- Months Supply of Homes For Sale increased 4.0% to 2.6

Quick Facts

+ 9.9%	+ 3.9%	+ 5.8%
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

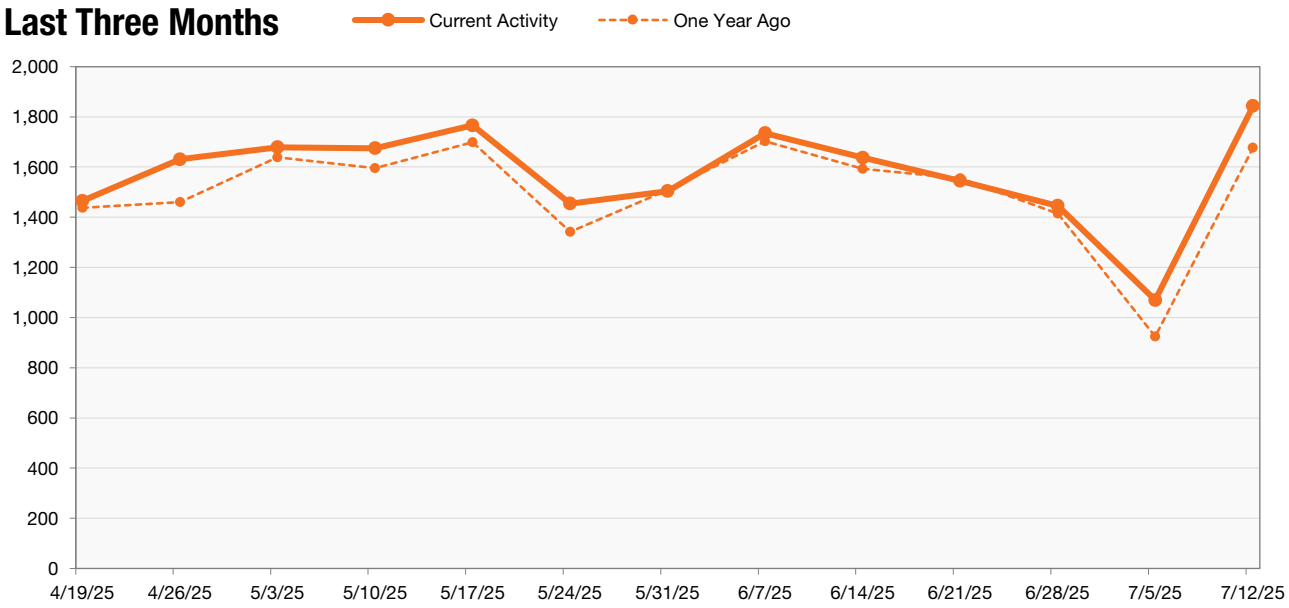
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New Listings

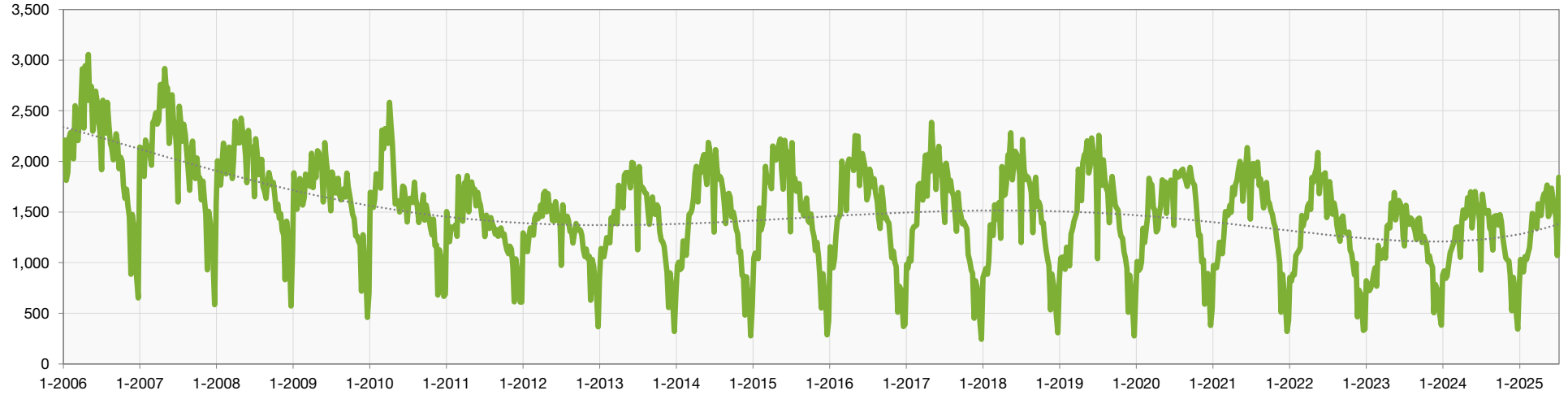
A count of the properties that have been newly listed on the market in a given week.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / –
4/19/2025	1,465	1,437	+ 1.9%
4/26/2025	1,631	1,460	+ 11.7%
5/3/2025	1,679	1,639	+ 2.4%
5/10/2025	1,675	1,596	+ 4.9%
5/17/2025	1,766	1,699	+ 3.9%
5/24/2025	1,454	1,342	+ 8.3%
5/31/2025	1,504	1,509	- 0.3%
6/7/2025	1,735	1,703	+ 1.9%
6/14/2025	1,637	1,593	+ 2.8%
6/21/2025	1,545	1,555	- 0.6%
6/28/2025	1,445	1,414	+ 2.2%
7/5/2025	1,070	925	+ 15.7%
7/12/2025	**1,843**	**1,677**	**+ 9.9%**
3-Month Total	20,449	19,549	+ 4.6%

Historical New Listing Activity

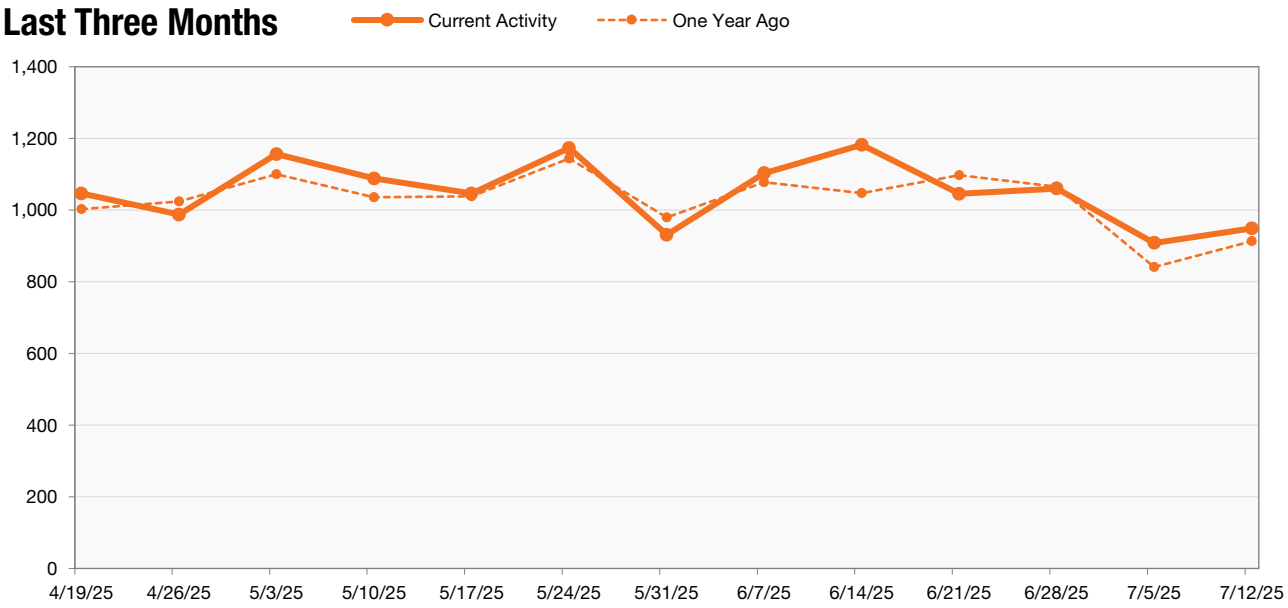


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Pending Sales

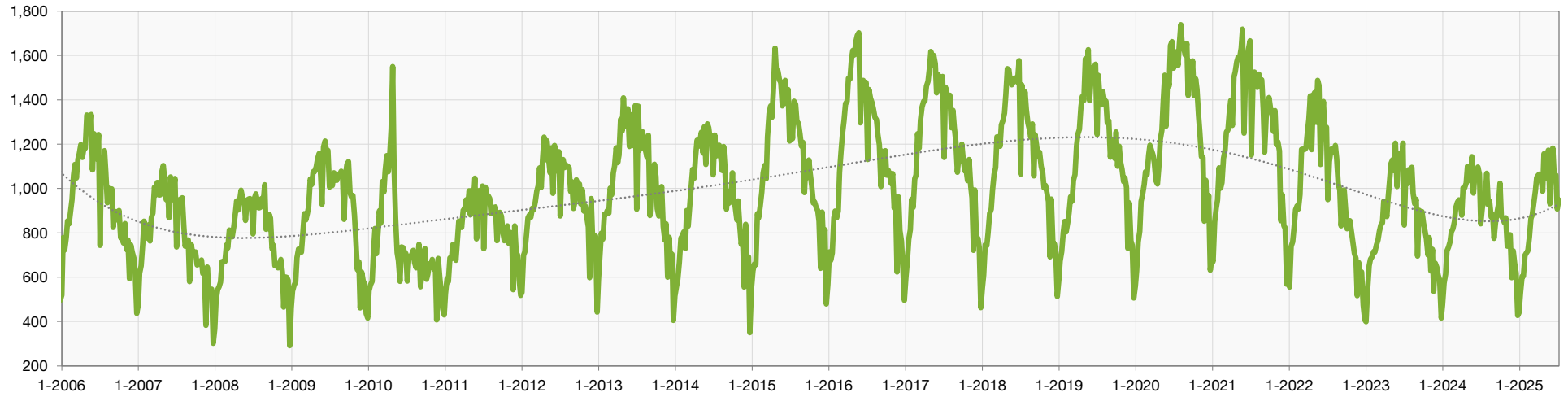
A count of the properties that have offers accepted on them in a given week.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / –
4/19/2025	1,046	1,003	+ 4.3%
4/26/2025	987	1,024	- 3.6%
5/3/2025	1,156	1,100	+ 5.1%
5/10/2025	1,088	1,036	+ 5.0%
5/17/2025	1,046	1,038	+ 0.8%
5/24/2025	1,173	1,144	+ 2.5%
5/31/2025	931	979	- 4.9%
6/7/2025	1,103	1,078	+ 2.3%
6/14/2025	1,182	1,047	+ 12.9%
6/21/2025	1,045	1,097	- 4.7%
6/28/2025	1,060	1,065	- 0.5%
7/5/2025	908	841	+ 8.0%
7/12/2025	**949**	**913**	**+ 3.9%**
3-Month Total	13,674	13,365	+ 2.3%

Historical Pending Sales Activity

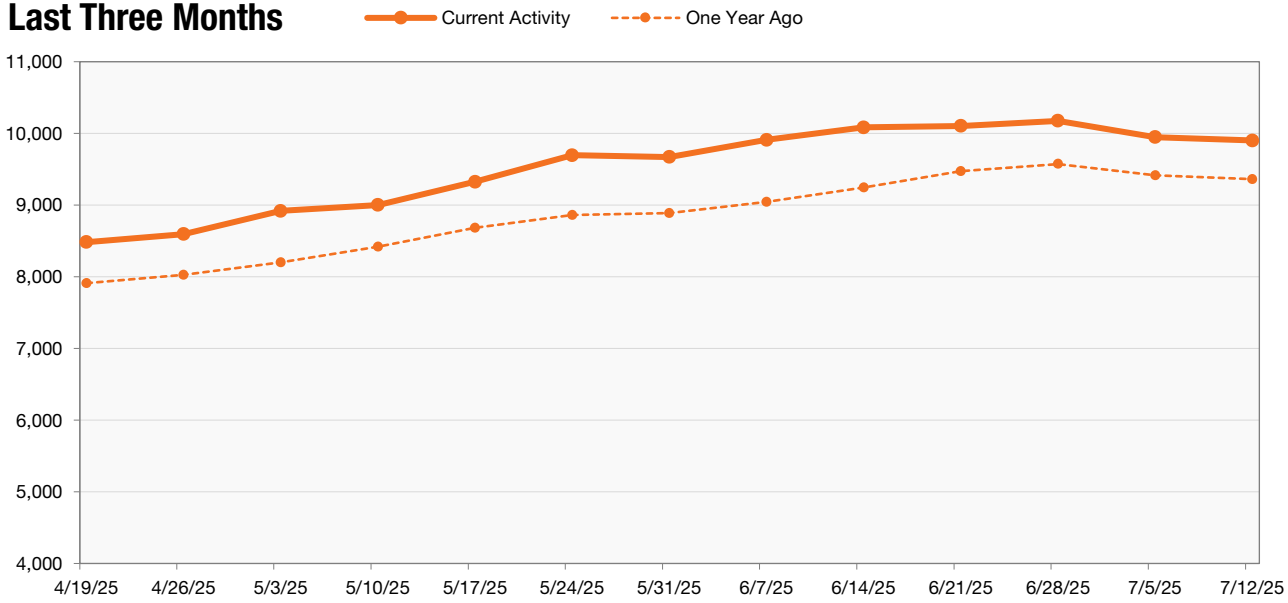


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Inventory of Homes for Sale

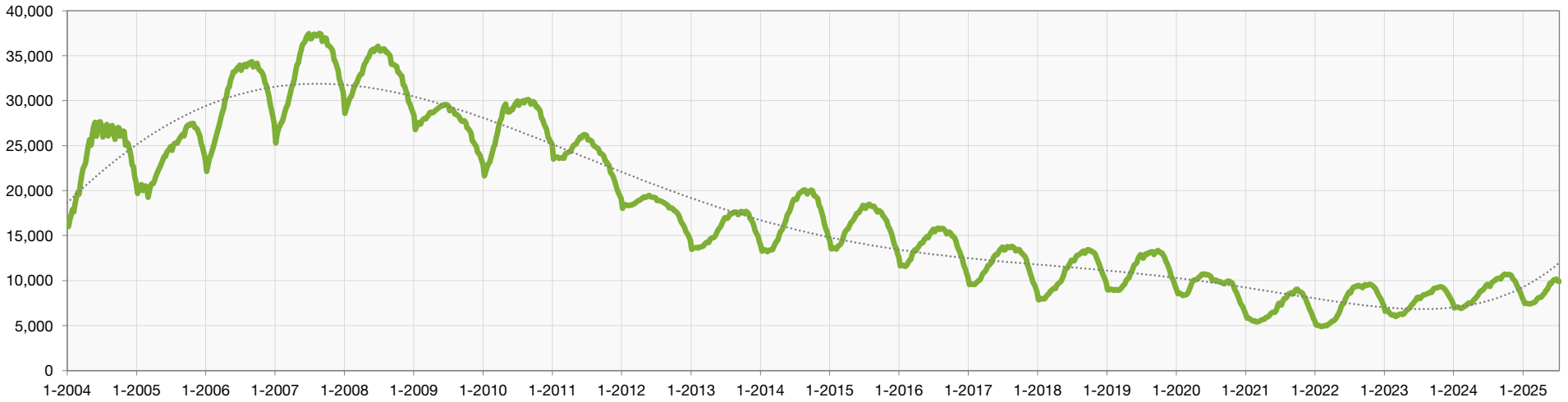
The number of properties available for sale in active status at the end of a given week.

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / –
4/19/2025	8,483	7,912	+ 7.2%
4/26/2025	8,595	8,026	+ 7.1%
5/3/2025	8,919	8,201	+ 8.8%
5/10/2025	9,001	8,417	+ 6.9%
5/17/2025	9,324	8,682	+ 7.4%
5/24/2025	9,695	8,862	+ 9.4%
5/31/2025	9,670	8,886	+ 8.8%
6/7/2025	9,909	9,044	+ 9.6%
6/14/2025	10,083	9,246	+ 9.1%
6/21/2025	10,103	9,473	+ 6.7%
6/28/2025	10,177	9,575	+ 6.3%
7/5/2025	9,948	9,414	+ 5.7%
7/12/2025	**9,901**	**9,360**	**+ 5.8%**
3-Month Avg	9,524	8,854	+ 7.6%

Historical Inventory Levels

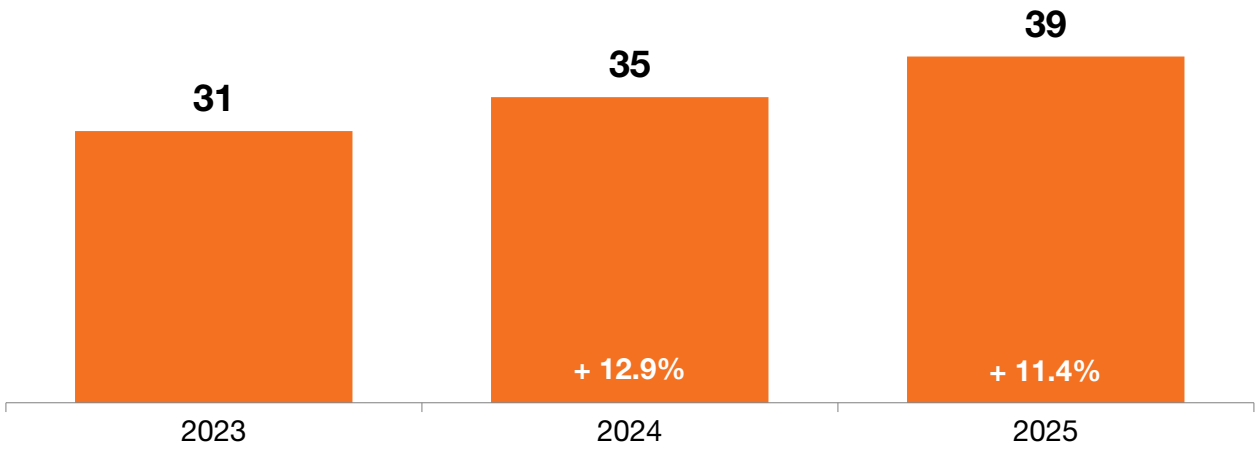


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Days on Market Until Sale

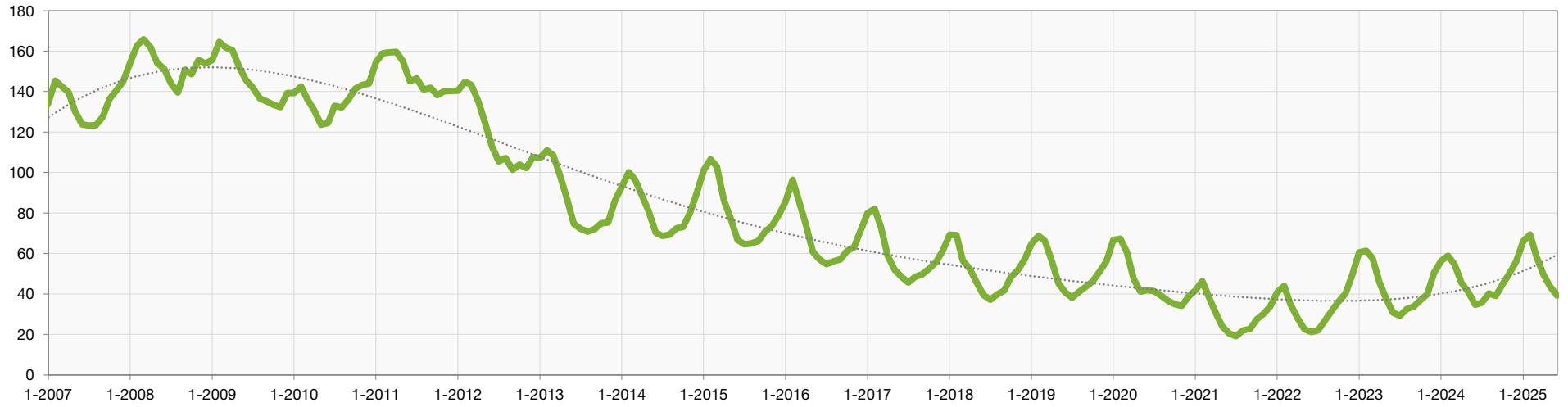
Average number of days between when a property is listed and when an offer is accepted in a given month.

June



Month	Current Activity	One Year Previous	+ / –
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%
February	69	59	+ 16.9%
March	59	55	+ 7.3%
April	50	46	+ 8.7%
May	44	41	+ 7.3%
June	**39**	**35**	**+ 11.4%**
12-Month Avg	47	41	+ 14.6%

Historical Days on Market Until Sale

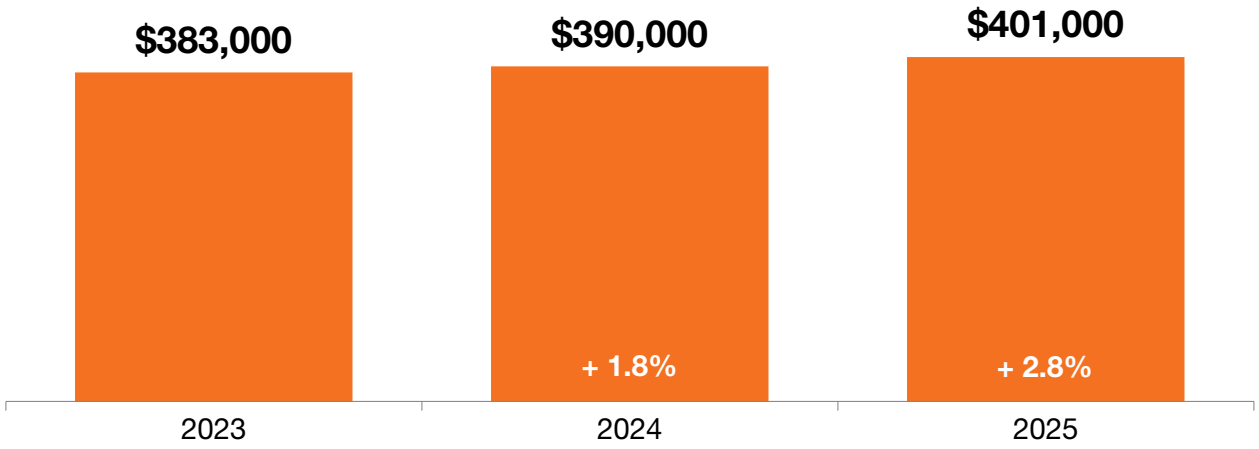


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Median Sales Price

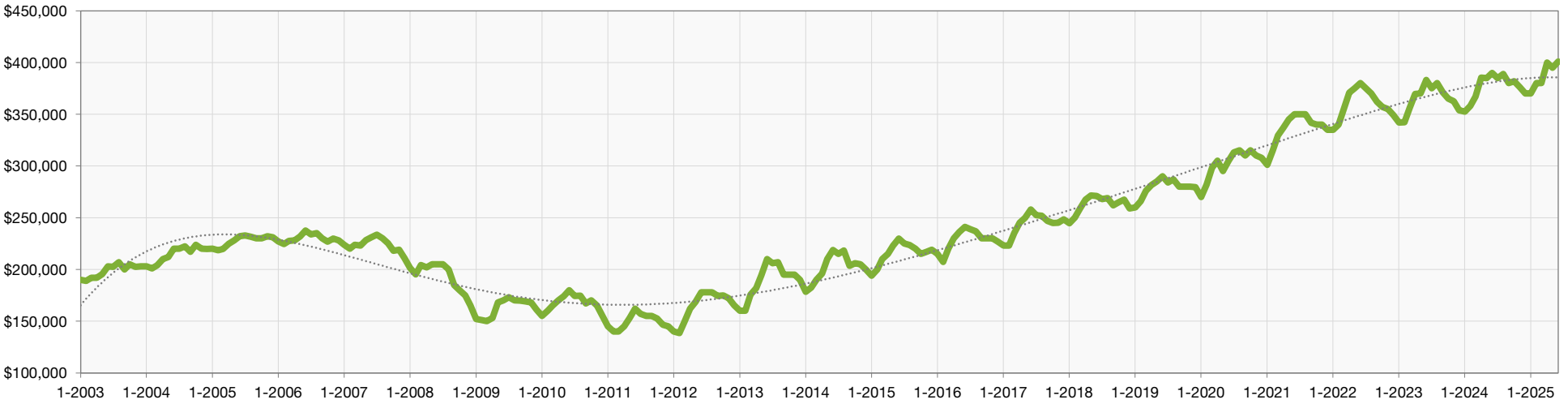
Median price point for all closed sales, not accounting for seller concessions, in a given month.

June



Month	Current Activity	One Year Previous	+ / –
July	$385,000	$375,000	+ 2.7%
August	$389,000	$380,000	+ 2.4%
September	$379,999	$371,000	+ 2.4%
October	$381,950	$365,000	+ 4.6%
November	$376,000	$362,550	+ 3.7%
December	$370,000	$353,700	+ 4.6%
January	$370,000	$352,500	+ 5.0%
February	$380,000	$358,000	+ 6.1%
March	$380,000	$367,000	+ 3.5%
April	$399,900	$385,500	+ 3.7%
May	$395,000	$385,000	+ 2.6%
June	**$401,000**	**$390,000**	**+ 2.8%**
12-Month Med	$385,000	$375,000	+ 2.7%

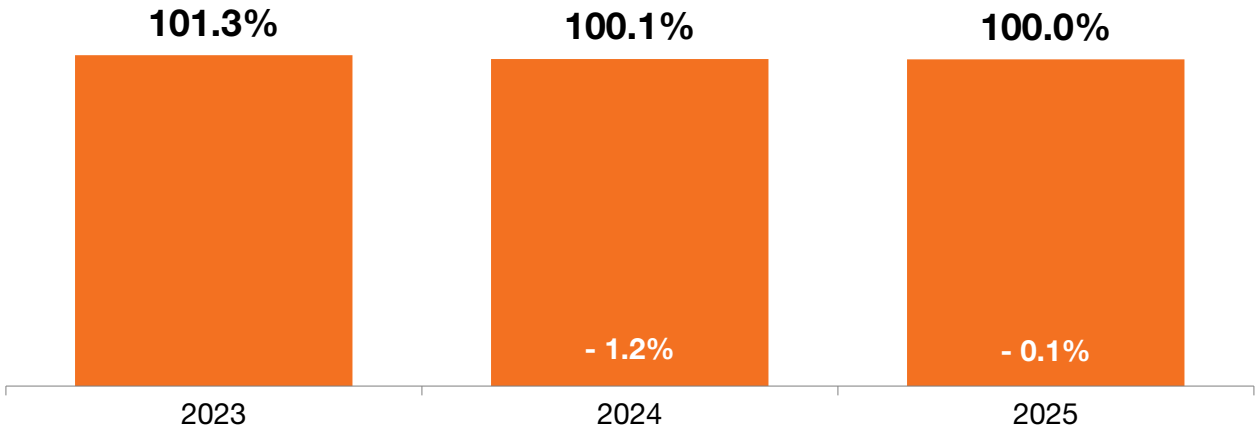
Historical Median Sales Price



Percent of Original List Price Received

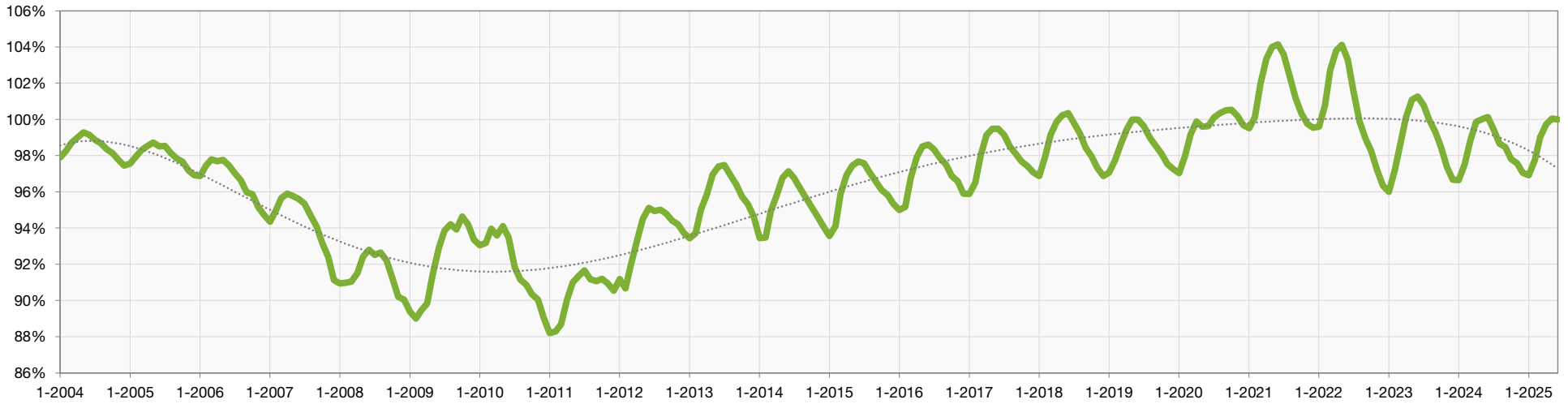
Percentage found when dividing a property's sales price by it's original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June



Month	Current Activity	One Year Previous	+ / –
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%
February	97.7%	97.5%	+ 0.2%
March	99.0%	98.8%	+ 0.2%
April	99.7%	99.9%	- 0.2%
May	100.0%	100.0%	0.0%
June	**100.0%**	**100.1%**	**- 0.1%**
12-Month Avg	98.7%	99.1%	- 0.4%

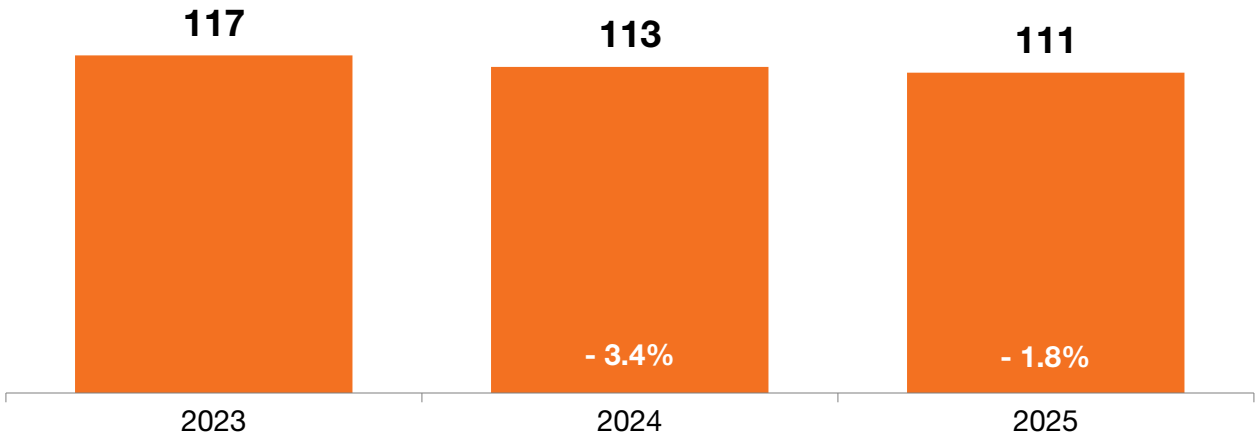
Historical Percent of Original List Price Received



Housing Affordability Index

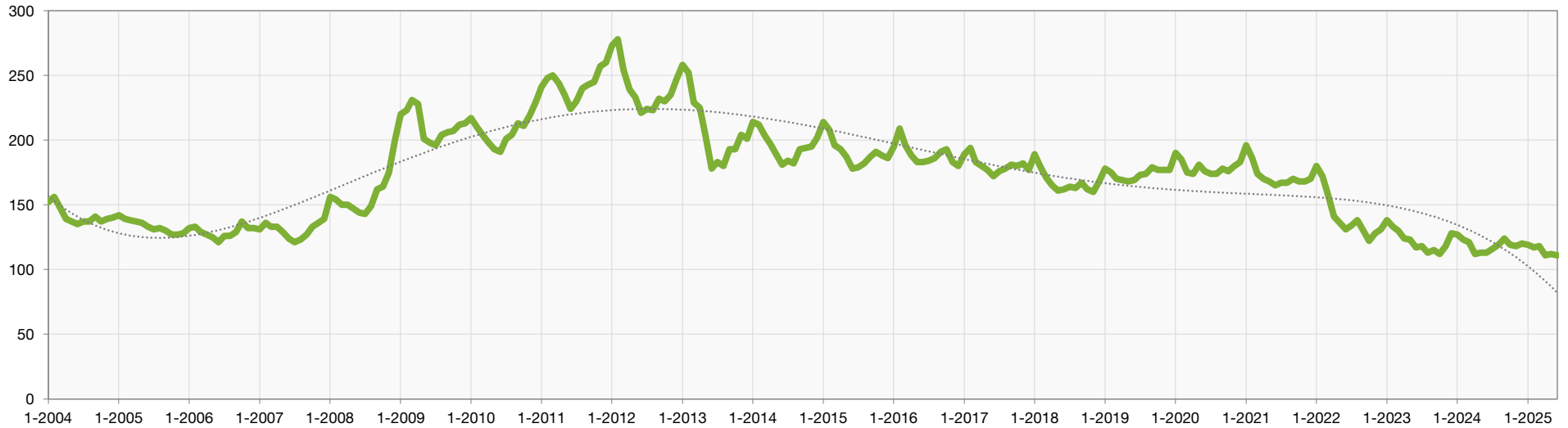
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

June



Month	Current Activity	One Year Previous	+ / –
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%
February	117	123	- 4.9%
March	118	121	- 2.5%
April	111	112	- 0.9%
May	112	113	- 0.9%
June	**111**	**113**	**- 1.8%**
12-Month Avg	117	118	- 0.8%

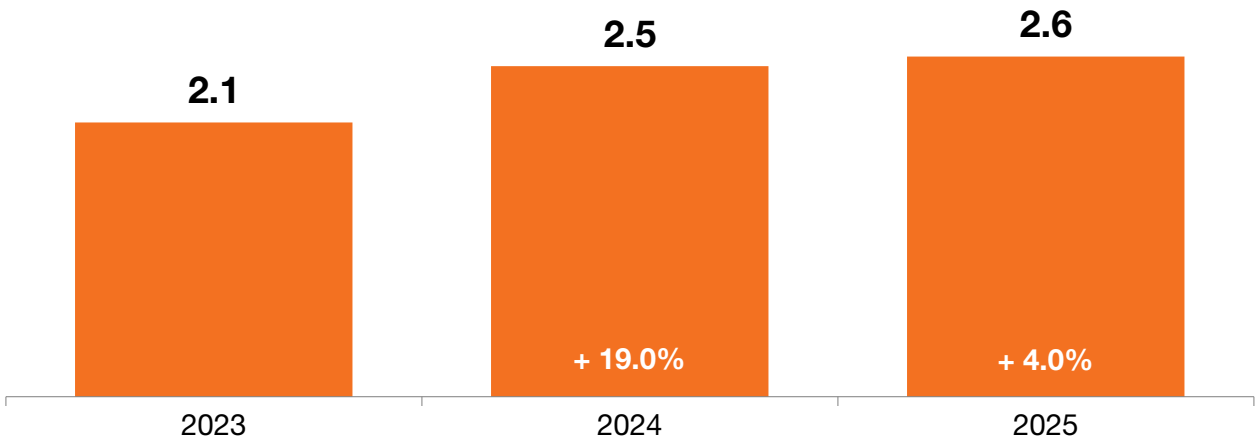
Historical Housing Affordability Index



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.

June



Month	Current Activity	One Year Previous	+ / –
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	2.5	2.3	+ 8.7%
December	2.0	1.9	+ 5.3%
January	2.0	1.9	+ 5.3%
February	2.1	1.9	+ 10.5%
March	2.2	2.0	+ 10.0%
April	2.4	2.2	+ 9.1%
May	2.6	2.4	+ 8.3%
June	**2.6**	**2.5**	**+ 4.0%**
12-Month Avg	2.5	2.2	+ 13.6%

Historical Months Supply of Inventory

