



Monthly Indicators

November 2012

Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

[Click on desired metric to jump to that page.](#)

Activity Snapshot

+ 13.0% **+ 11.9%** **- 7.6%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
New Listings

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	11-2011	11-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		7,918	7,314	- 7.6%	135,087	124,594	- 7.8%
Pending Sales		5,708	5,889	+ 3.2%	75,190	82,600	+ 9.9%
Closed Sales		6,095	6,890	+ 13.0%	73,164	79,832	+ 9.1%
Days on Market		115	95	- 17.4%	114	100	- 12.3%
Median Sales Price		\$135,000	\$151,000	+ 11.9%	\$136,000	\$149,000	+ 9.6%
Average Sales Price		\$168,813	\$186,784	+ 10.6%	\$169,902	\$182,556	+ 7.4%
Pct. of Orig. Price Received		89.3%	92.1%	+ 3.1%	89.5%	92.3%	+ 3.1%
Affordability Index		239	232	- 2.9%	237	234	- 1.3%
Homes for Sale*	Historical data not available at this time.	--	40,919	--	--	--	--
Months Supply*	Historical data not available at this time.	--	5.6	--	--	--	--

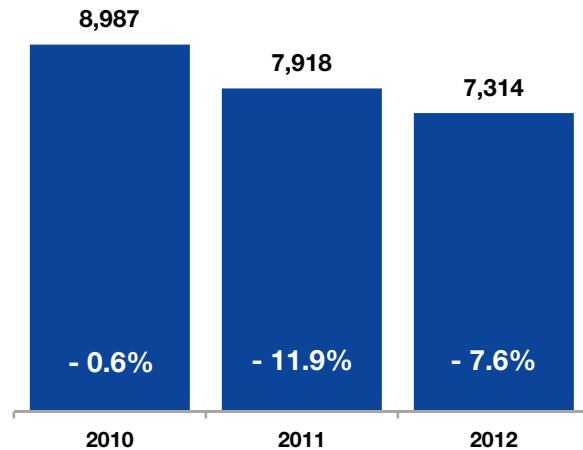
* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.
Current as of December 12, 2012. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 2

New Listings

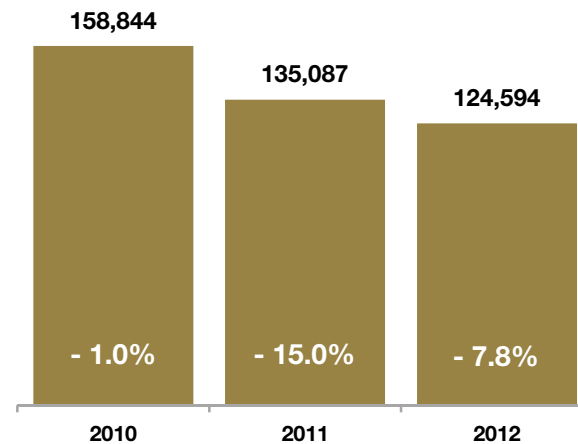
A count of the properties that have been newly listed on the market in a given month.



November

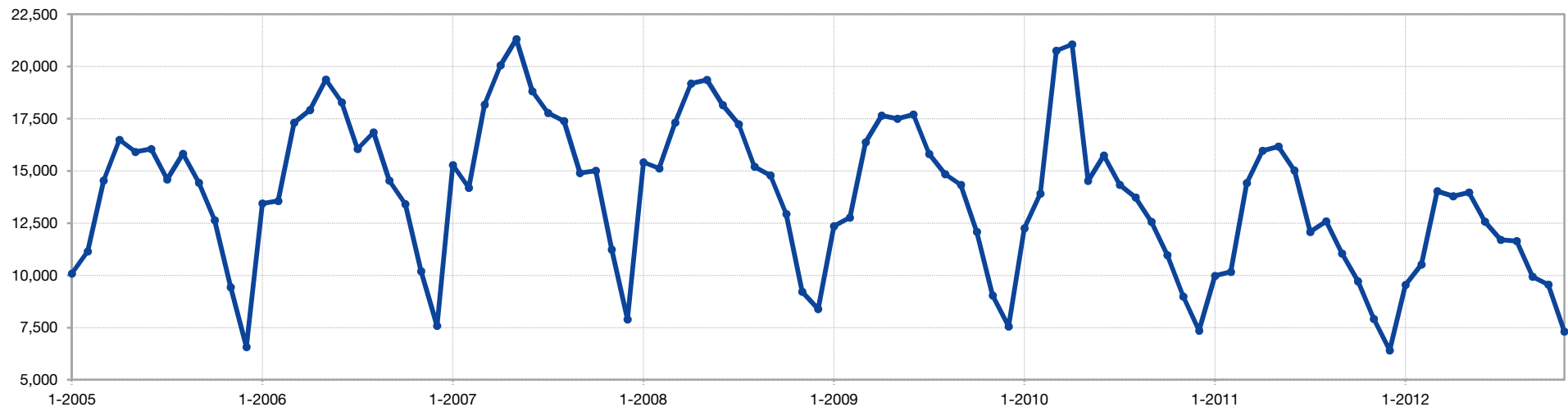


Year to Date



New Listings		Prior Year	Percent Change
December 2011	6,413	7,357	-12.8%
January 2012	9,549	9,978	-4.3%
February 2012	10,521	10,168	+3.5%
March 2012	14,030	14,423	-2.7%
April 2012	13,789	15,971	-13.7%
May 2012	13,971	16,172	-13.6%
June 2012	12,576	15,025	-16.3%
July 2012	11,702	12,078	-3.1%
August 2012	11,645	12,588	-7.5%
September 2012	9,938	11,048	-10.0%
October 2012	9,559	9,718	-1.6%
November 2012	7,314	7,918	-7.6%
12-Month Avg	10,917	11,870	-8.0%

Historical New Listings by Month

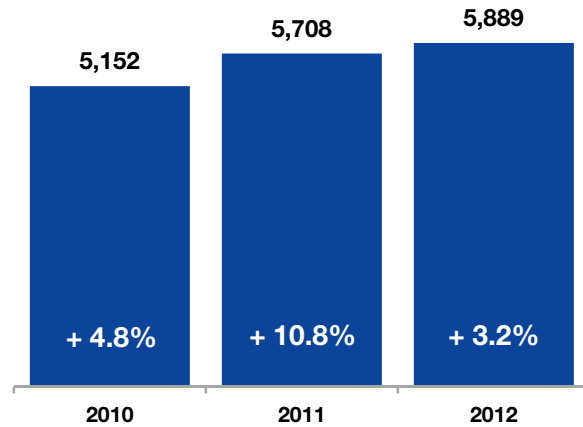


Pending Sales

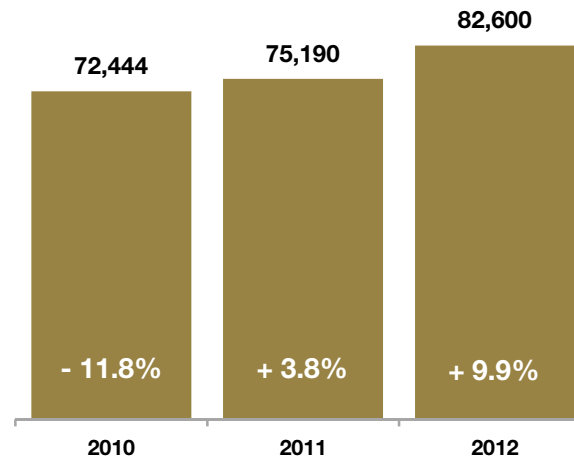
A count of the properties on which offers have been accepted in a given month.



November

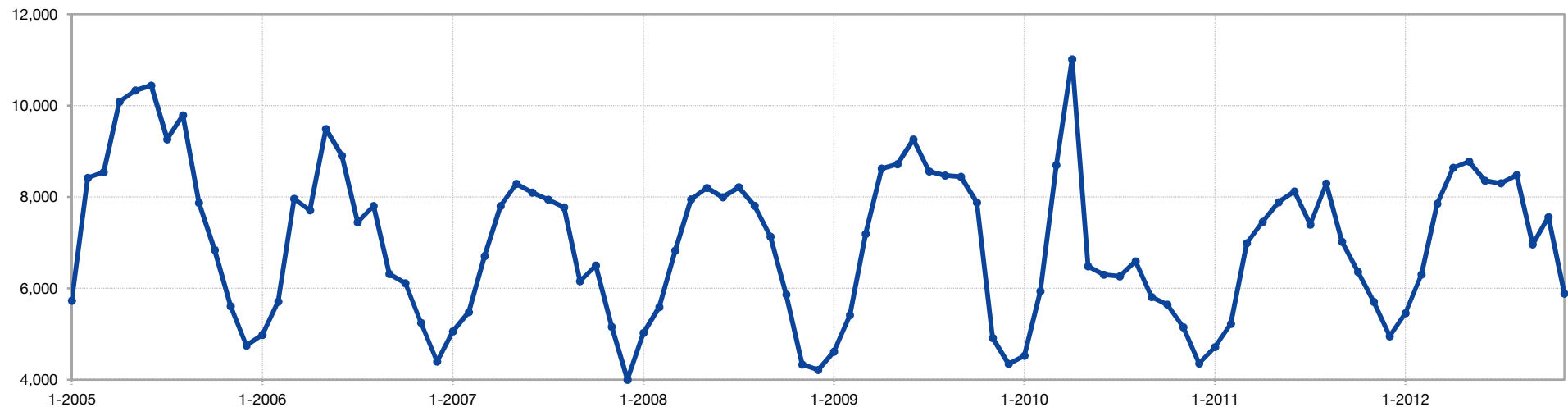


Year to Date



Pending Sales		Prior Year	Percent Change
December 2011	4,954	4,358	+13.7%
January 2012	5,460	4,718	+15.7%
February 2012	6,306	5,226	+20.7%
March 2012	7,855	6,992	+12.3%
April 2012	8,642	7,456	+15.9%
May 2012	8,779	7,885	+11.3%
June 2012	8,359	8,123	+2.9%
July 2012	8,303	7,397	+12.2%
August 2012	8,480	8,297	+2.2%
September 2012	6,964	7,024	-0.9%
October 2012	7,563	6,364	+18.8%
November 2012	5,889	5,708	+3.2%
12-Month Avg	7,296	6,629	+10.1%

Historical Pending Sales by Month

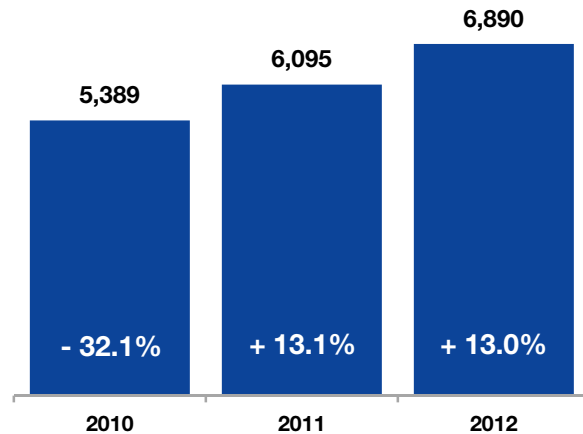


Closed Sales

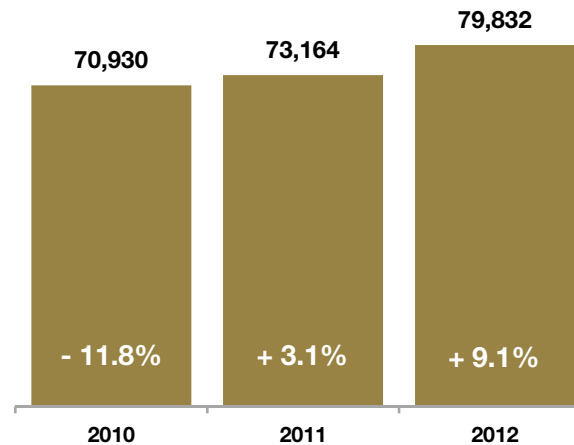
A count of the actual sales that closed in a given month.



November

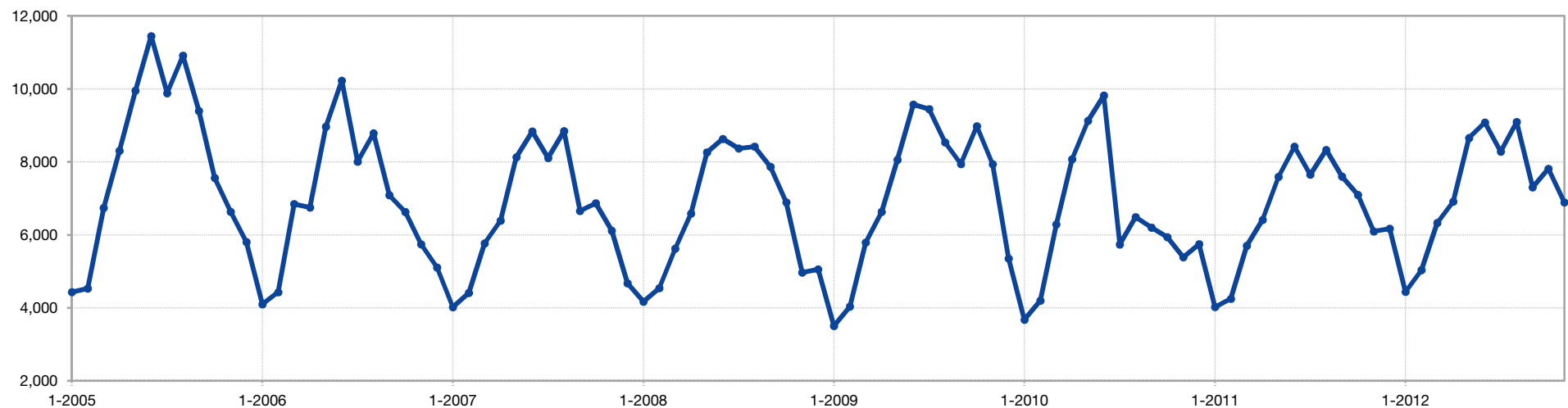


Year to Date



Closed Sales		Prior Year	Percent Change
December 2011	6,169	5,747	+7.3%
January 2012	4,441	4,024	+10.4%
February 2012	5,036	4,249	+18.5%
March 2012	6,329	5,701	+11.0%
April 2012	6,912	6,410	+7.8%
May 2012	8,653	7,592	+14.0%
June 2012	9,079	8,418	+7.9%
July 2012	8,282	7,652	+8.2%
August 2012	9,095	8,328	+9.2%
September 2012	7,304	7,599	-3.9%
October 2012	7,811	7,096	+10.1%
November 2012	6,890	6,095	+13.0%
12-Month Avg	7,167	6,576	+9.0%

Historical Closed Sales by Month

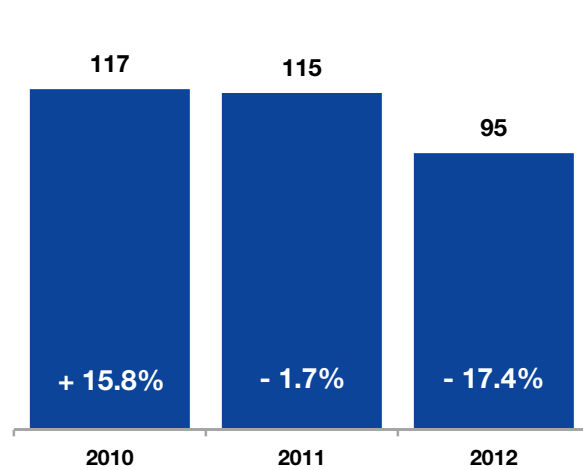


Days on Market Until Sale

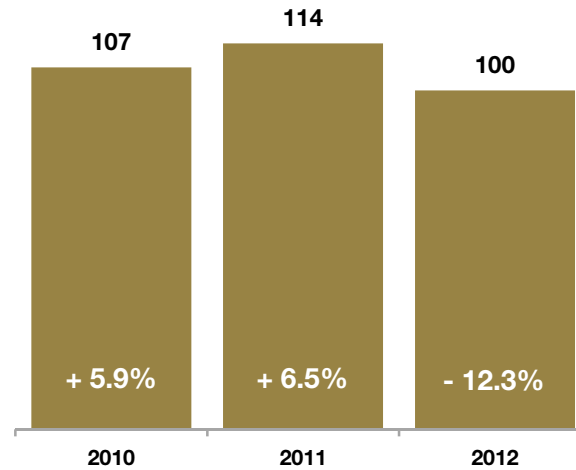
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

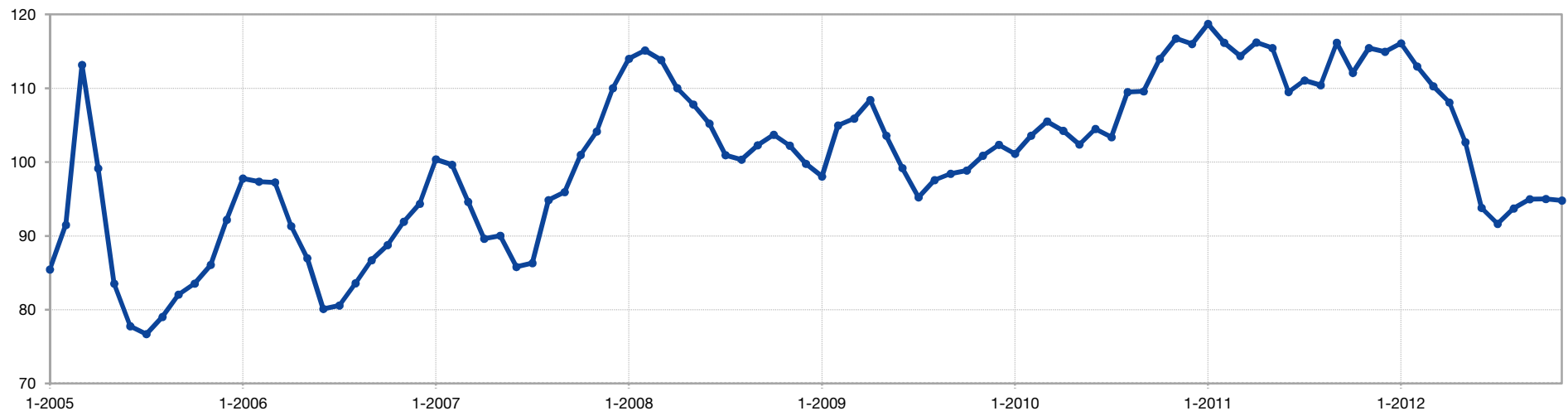


Year to Date



Days on Market		Prior Year	Percent Change
December 2011	115	116	-0.9%
January 2012	116	119	-2.5%
February 2012	113	116	-2.6%
March 2012	110	114	-3.5%
April 2012	108	116	-6.9%
May 2012	103	115	-10.4%
June 2012	94	109	-13.8%
July 2012	92	111	-17.1%
August 2012	94	110	-14.5%
September 2012	95	116	-18.1%
October 2012	95	112	-15.2%
November 2012	95	115	-17.4%
12-Month Avg	102	114	-10.5%

Historical Days on Market Until Sale by Month

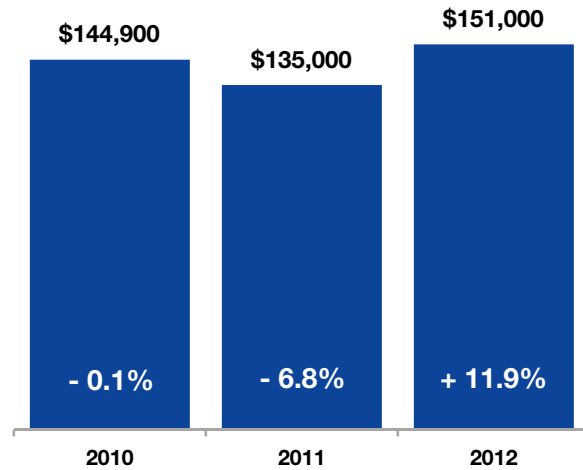


Median Sales Price

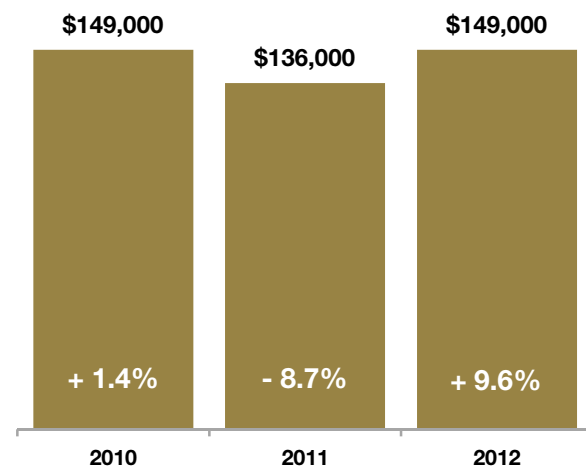
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November

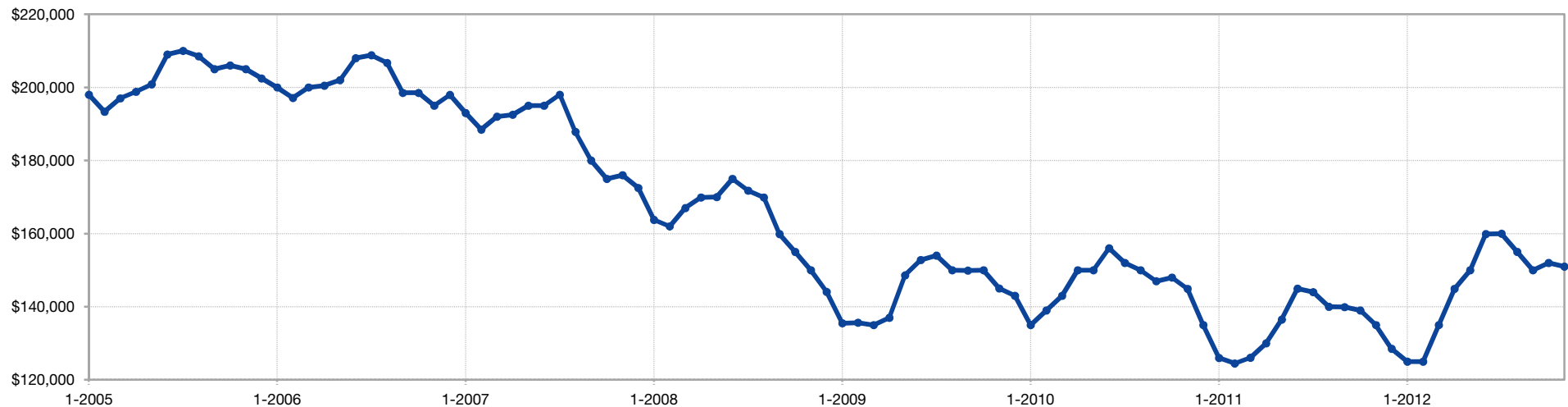


Year to Date



Median Sales Price		Prior Year	Percent Change
December 2011	\$128,500	\$135,000	-4.8%
January 2012	\$125,000	\$126,000	-0.8%
February 2012	\$124,999	\$124,500	+0.4%
March 2012	\$135,000	\$126,050	+7.1%
April 2012	\$144,900	\$130,000	+11.5%
May 2012	\$150,000	\$136,500	+9.9%
June 2012	\$159,900	\$144,965	+10.3%
July 2012	\$160,000	\$144,000	+11.1%
August 2012	\$155,000	\$140,000	+10.7%
September 2012	\$150,000	\$139,900	+7.2%
October 2012	\$152,000	\$139,000	+9.4%
November 2012	\$151,000	\$135,000	+11.9%
12-Month Avg	\$144,692	\$135,076	+7.1%

Historical Median Sales Price by Month

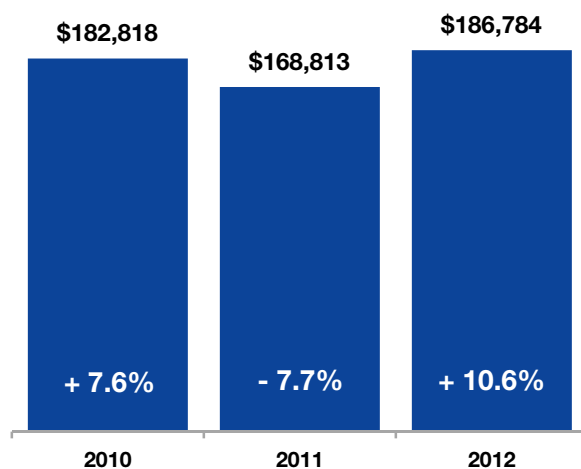


Average Sales Price

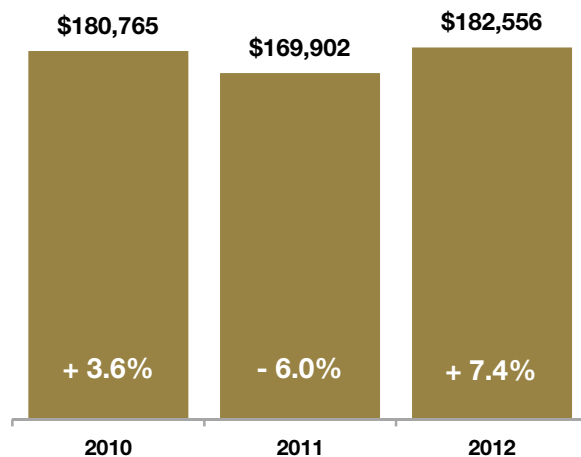
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2011	\$160,440	\$171,343	-6.4%
January 2012	\$158,987	\$159,608	-0.4%
February 2012	\$157,955	\$151,578	+4.2%
March 2012	\$167,481	\$157,708	+6.2%
April 2012	\$175,268	\$163,899	+6.9%
May 2012	\$182,090	\$169,653	+7.3%
June 2012	\$193,463	\$180,422	+7.2%
July 2012	\$193,648	\$178,113	+8.7%
August 2012	\$190,962	\$175,599	+8.7%
September 2012	\$185,888	\$172,400	+7.8%
October 2012	\$189,796	\$172,471	+10.0%
November 2012	\$186,784	\$168,813	+10.6%
12-Month Avg	\$178,563	\$168,467	+6.0%

Historical Average Sales Price by Month

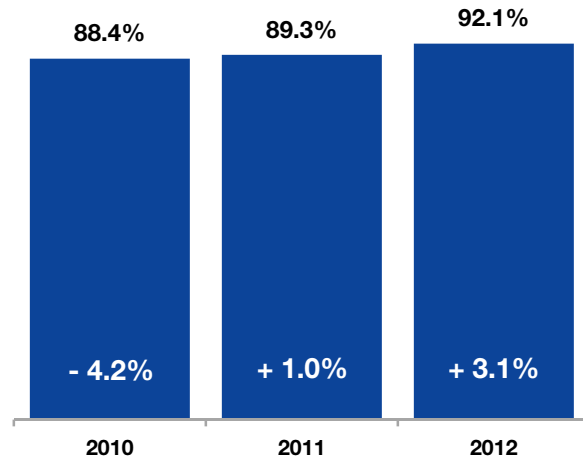


Percent of Original List Price Received

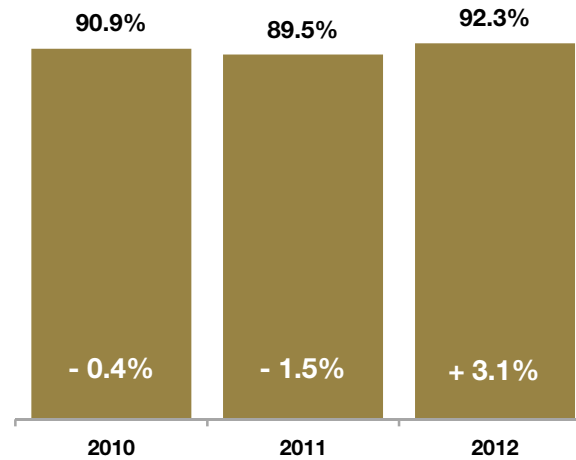
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November

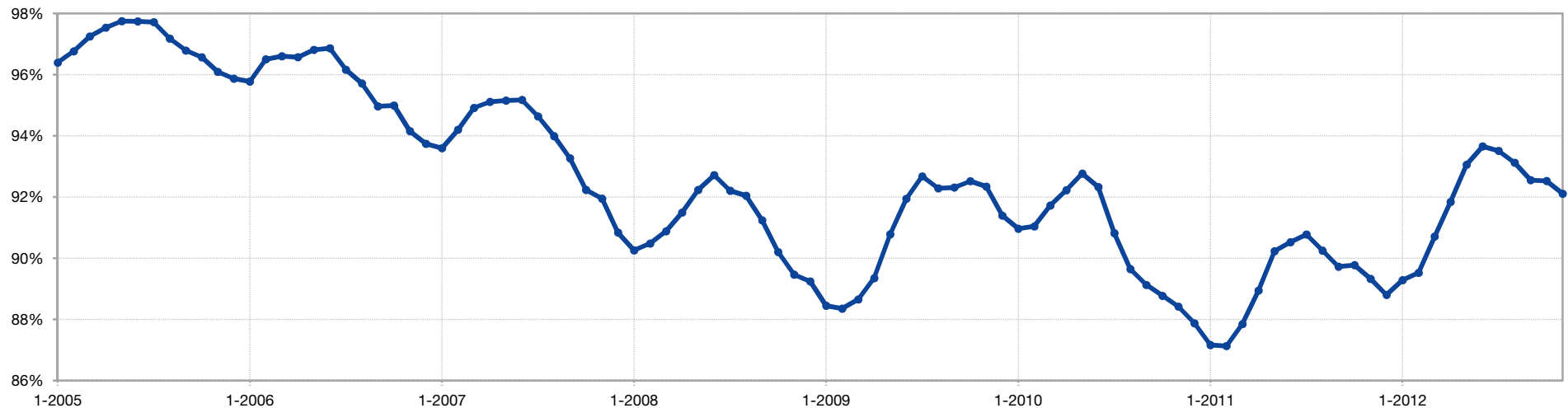


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2011	88.8%	87.9%	+1.0%
January 2012	89.3%	87.2%	+2.4%
February 2012	89.5%	87.1%	+2.8%
March 2012	90.7%	87.9%	+3.2%
April 2012	91.8%	88.9%	+3.3%
May 2012	93.1%	90.2%	+3.2%
June 2012	93.7%	90.5%	+3.5%
July 2012	93.5%	90.8%	+3.0%
August 2012	93.1%	90.3%	+3.1%
September 2012	92.6%	89.7%	+3.2%
October 2012	92.5%	89.8%	+3.0%
November 2012	92.1%	89.3%	+3.1%
12-Month Avg	91.7%	89.1%	+2.9%

Historical Percent of Original List Price Received by Month

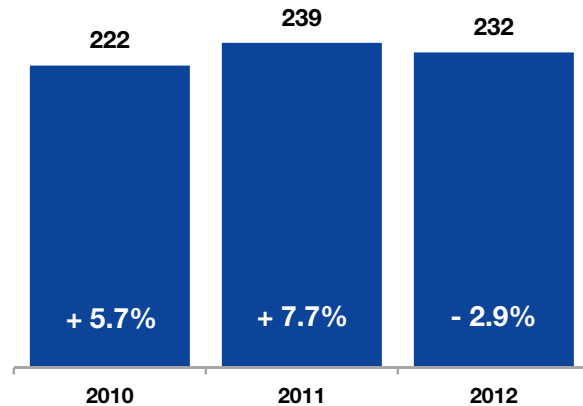


Housing Affordability Index

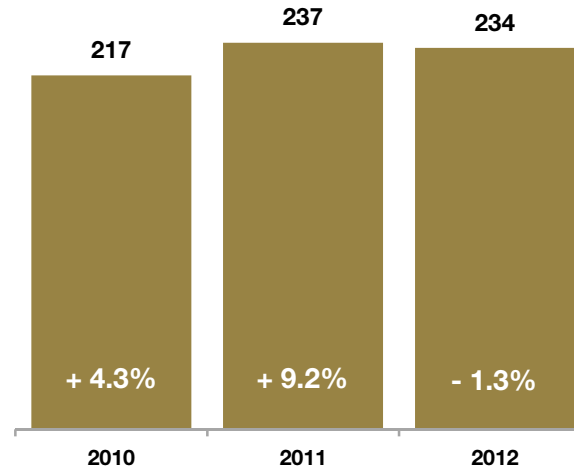
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November

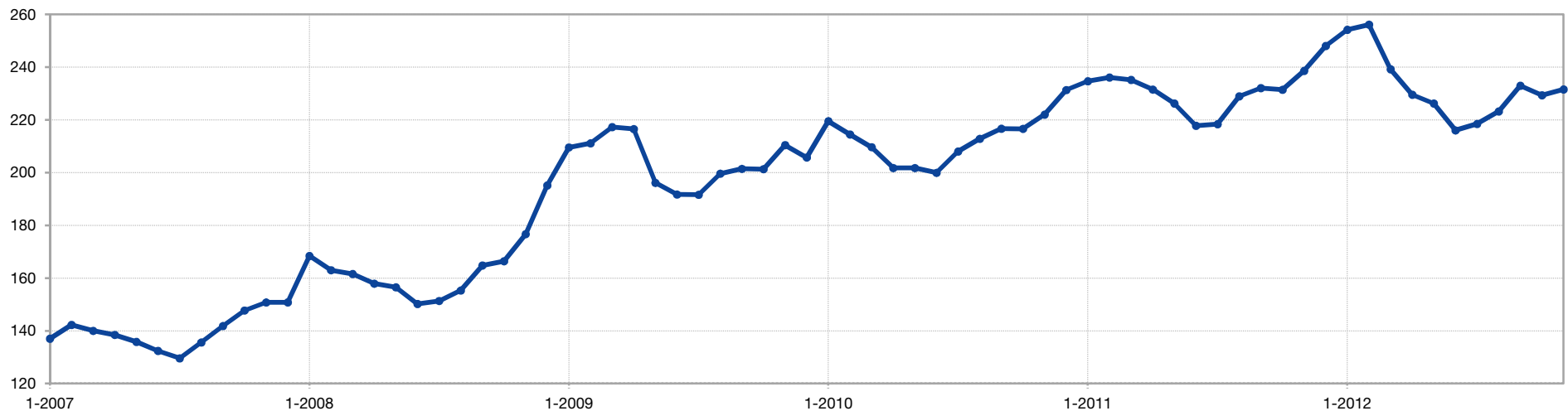


Year to Date



Affordability Index		Prior Year	Percent Change
December 2011	248	231	+7.4%
January 2012	254	235	+8.1%
February 2012	256	236	+8.5%
March 2012	239	235	+1.7%
April 2012	230	232	-0.9%
May 2012	226	226	0.0%
June 2012	216	218	-0.9%
July 2012	218	218	0.0%
August 2012	223	229	-2.6%
September 2012	233	232	+0.4%
October 2012	229	231	-0.9%
November 2012	232	239	-2.9%
12-Month Avg	234	230	+1.7%

Historical Housing Affordability Index by Month

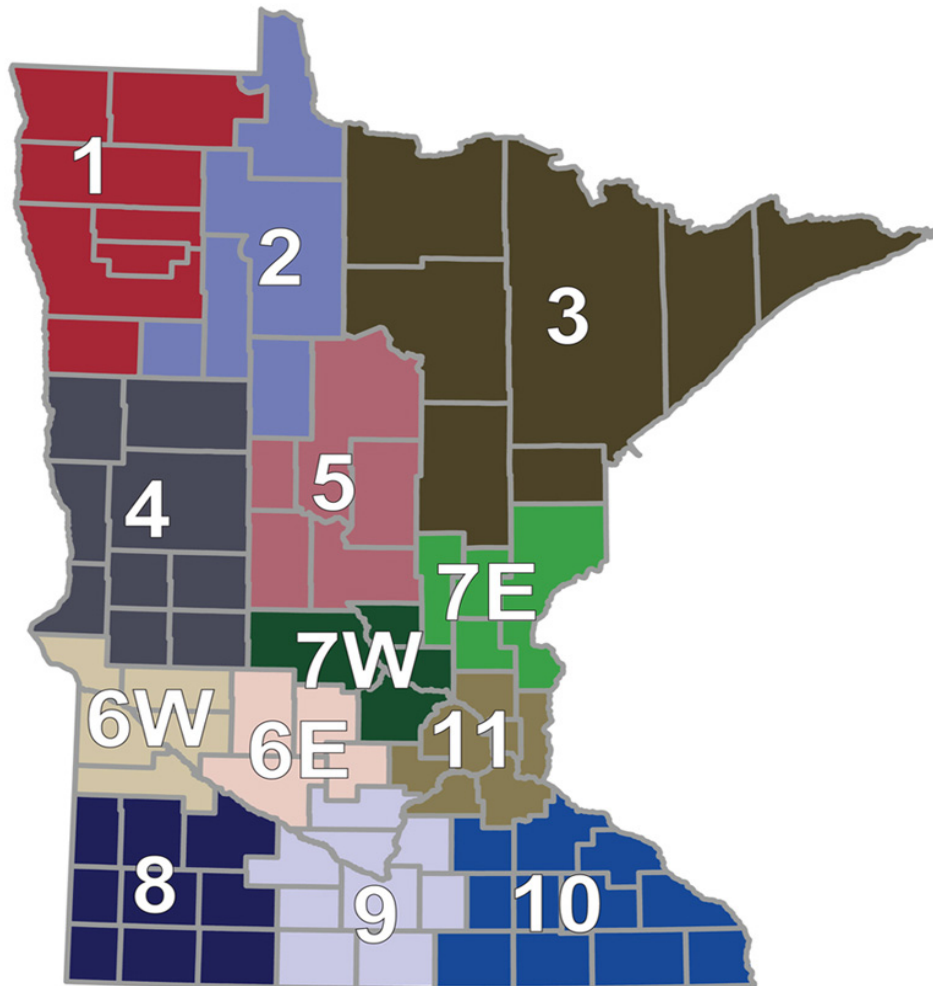















Local Market Updates for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®



Minnesota Regional Development Organizations



	1 – Northwest Region		7E – East Central Region
	2 – Headwaters Region		7W – Central Region
	3 – Arrowhead Region		8 – Southwest Region
	4 – West Central Region		9 – South Central Region
	5 – North Central Region		10 – Southeast Region
	6E – Southwest Central Region		11 – 7-County Twin Cities Region
	6W – Upper Minnesota Valley Region		

Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

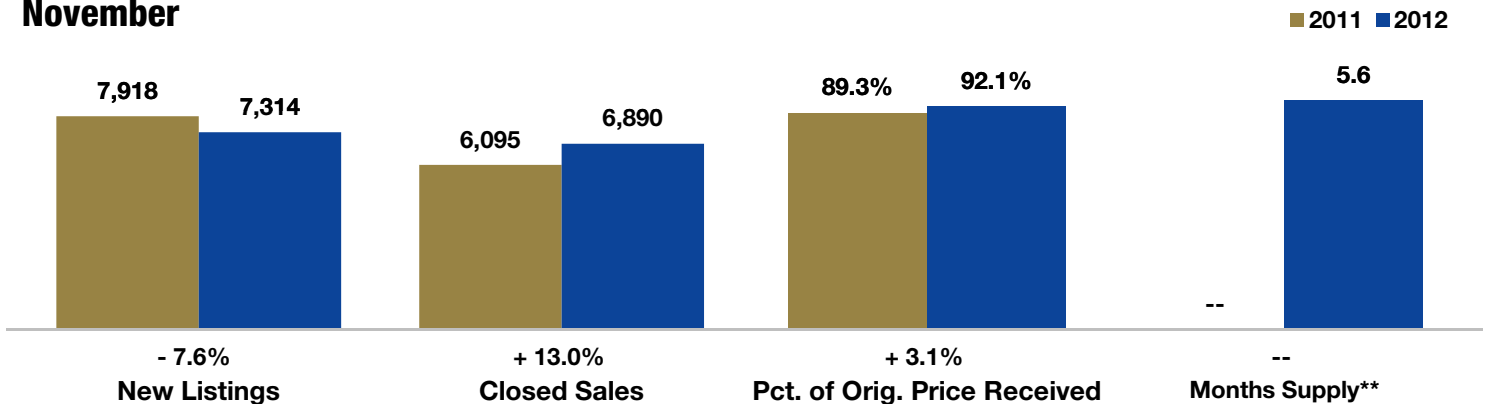


Entire State

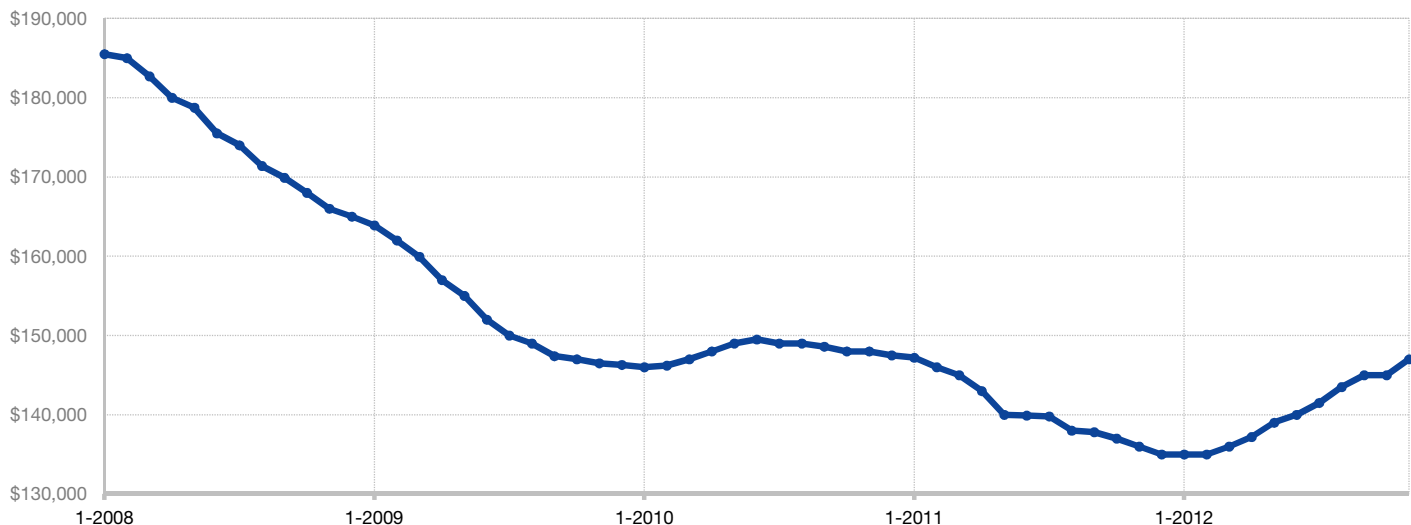
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	7,918	7,314	- 7.6%	135,087	124,594	- 7.8%
Closed Sales	6,095	6,890	+ 13.0%	73,164	79,832	+ 9.1%
Median Sales Price*	\$135,000	\$151,000	+ 11.9%	\$136,000	\$149,000	+ 9.6%
Percent of Original List Price Received*	89.3%	92.1%	+ 3.1%	89.5%	92.3%	+ 3.1%
Days on Market Until Sale	115	95	- 17.4%	114	100	- 12.3%
Months Supply of Inventory**	--	5.6	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

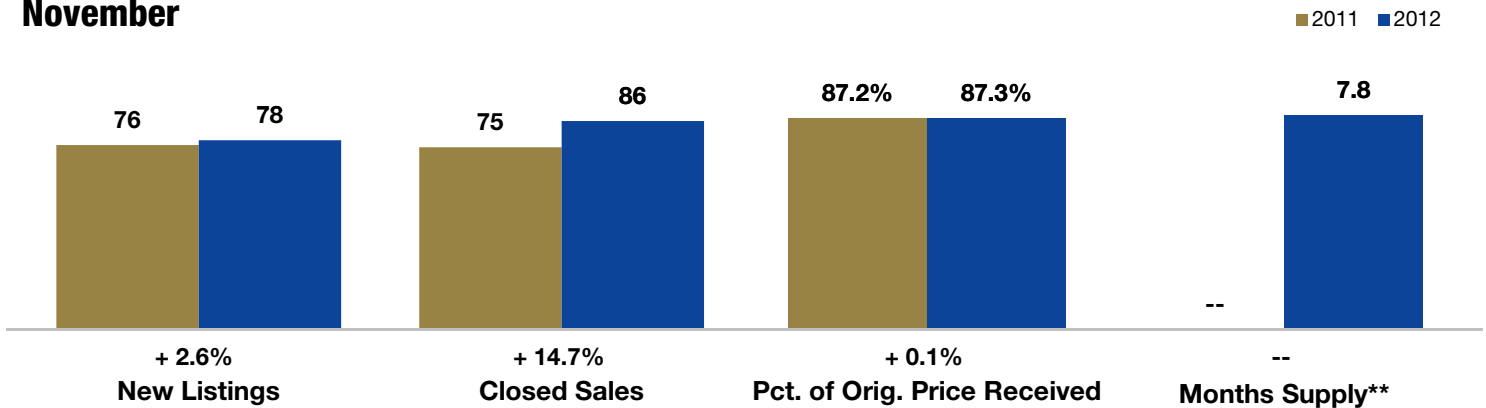


1 – Northwest Region

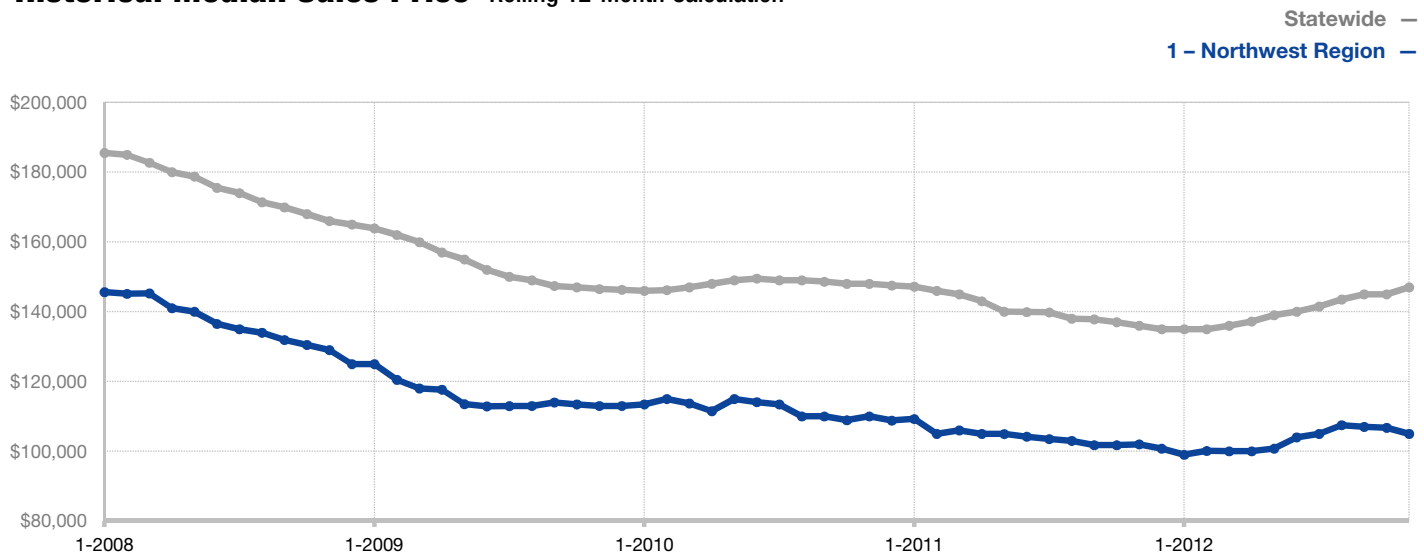
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	76	78	+ 2.6%	1,585	1,500	- 5.4%
Closed Sales	75	86	+ 14.7%	724	858	+ 18.5%
Median Sales Price*	\$119,000	\$99,500	- 16.4%	\$102,900	\$106,250	+ 3.3%
Percent of Original List Price Received*	87.2%	87.3%	+ 0.1%	86.0%	86.8%	+ 0.9%
Days on Market Until Sale	162	121	- 25.3%	152	147	- 3.3%
Months Supply of Inventory**	--	7.8	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

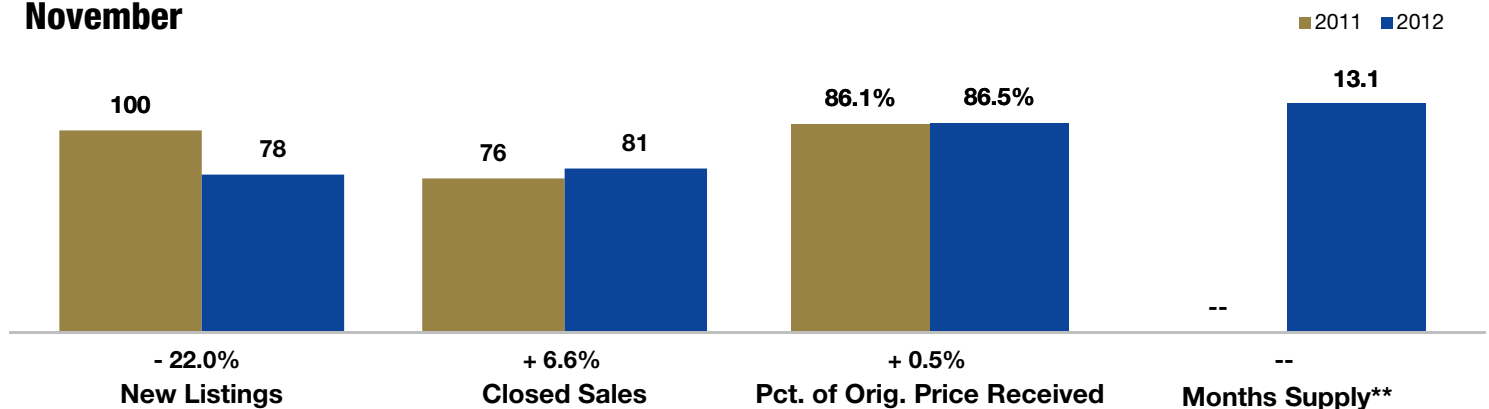


2 – Headwaters Region

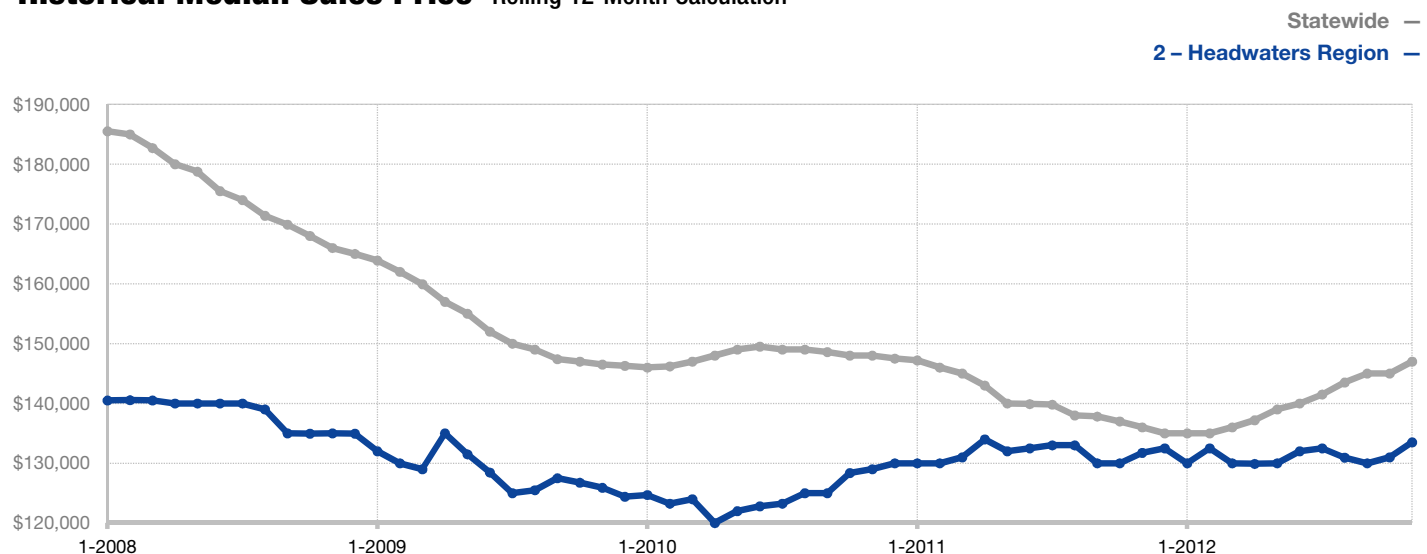
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	100	78	- 22.0%	2,309	1,897	- 17.8%
Closed Sales	76	81	+ 6.6%	802	865	+ 7.9%
Median Sales Price*	\$146,750	\$160,900	+ 9.6%	\$133,000	\$134,000	+ 0.8%
Percent of Original List Price Received*	86.1%	86.5%	+ 0.5%	88.0%	89.2%	+ 1.4%
Days on Market Until Sale	177	190	+ 7.3%	165	159	- 3.6%
Months Supply of Inventory**	--	13.1	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

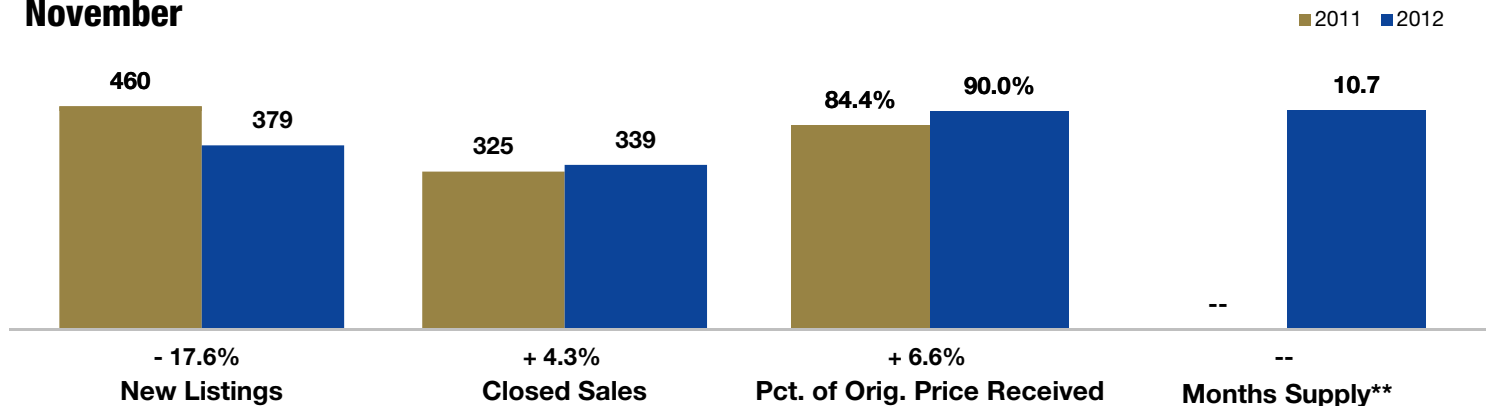


3 – Arrowhead Region

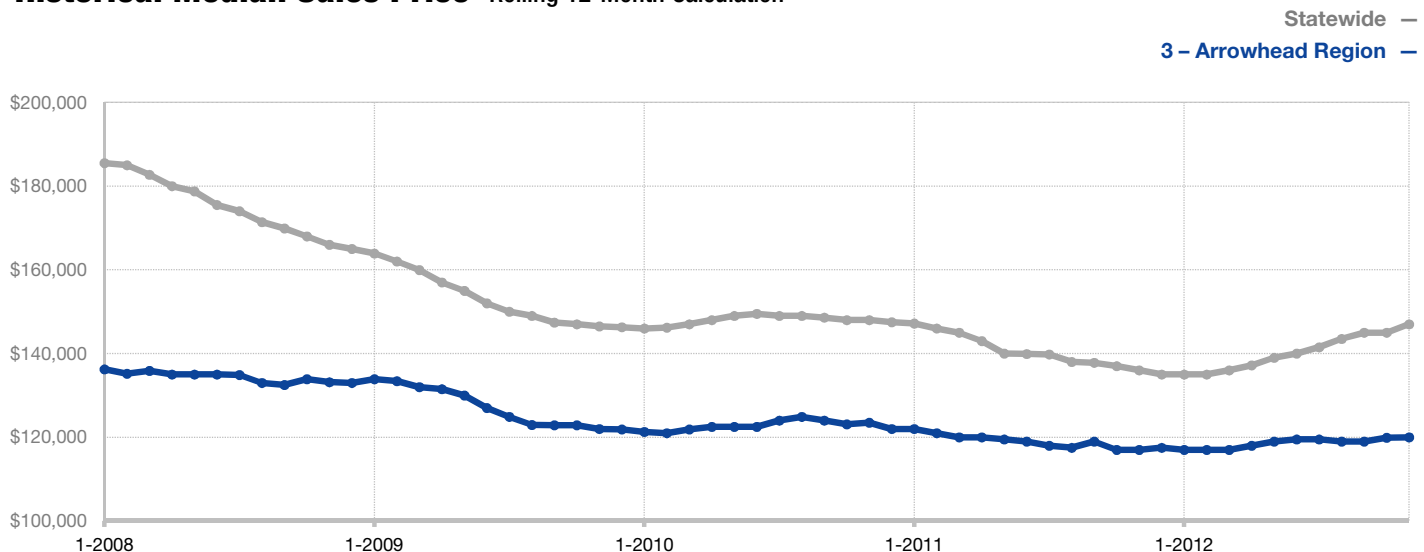
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	460	379	- 17.6%	9,263	8,223	- 11.2%
Closed Sales	325	339	+ 4.3%	3,715	3,813	+ 2.6%
Median Sales Price*	\$110,500	\$134,000	+ 21.3%	\$118,950	\$122,000	+ 2.6%
Percent of Original List Price Received*	84.4%	90.0%	+ 6.6%	87.4%	89.9%	+ 2.9%
Days on Market Until Sale	139	117	- 15.8%	129	123	- 4.7%
Months Supply of Inventory**	--	10.7	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

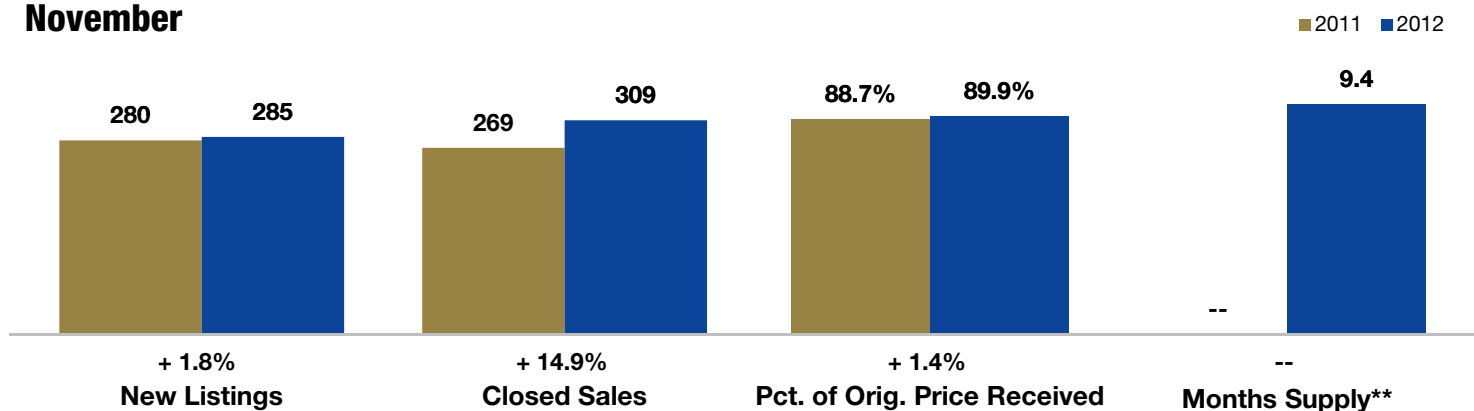


4 – West Central Region

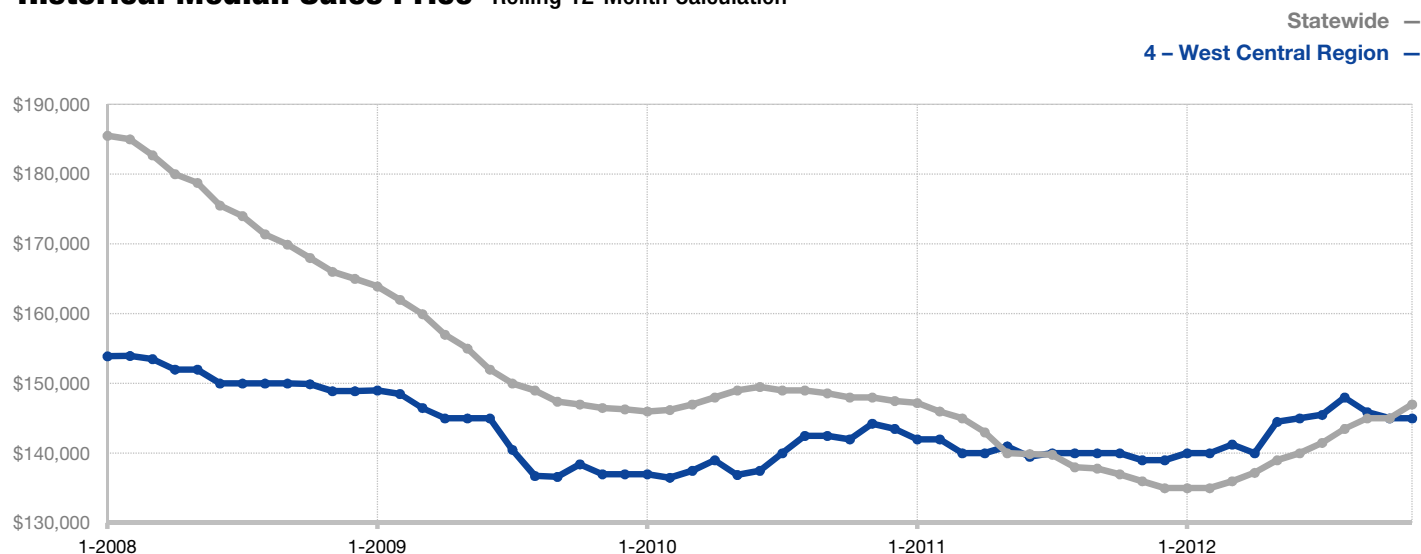
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	280	285	+ 1.8%	7,254	6,873	- 5.3%
Closed Sales	269	309	+ 14.9%	3,156	3,729	+ 18.2%
Median Sales Price*	\$137,000	\$138,500	+ 1.1%	\$139,950	\$148,000	+ 5.8%
Percent of Original List Price Received*	88.7%	89.9%	+ 1.4%	88.5%	89.4%	+ 1.0%
Days on Market Until Sale	171	143	- 16.4%	156	157	+ 0.6%
Months Supply of Inventory**	--	9.4	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

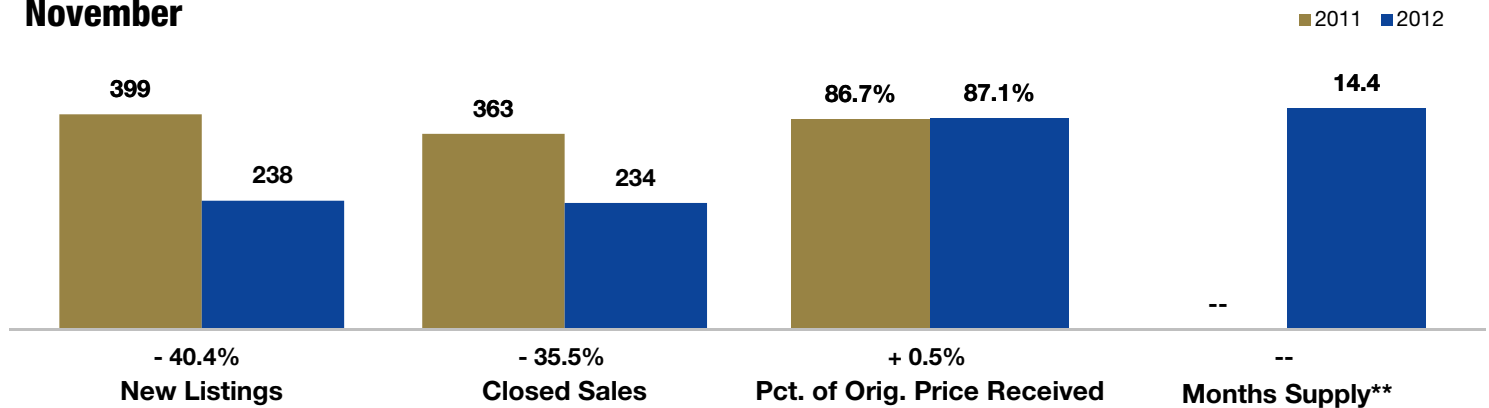


5 – North Central Region

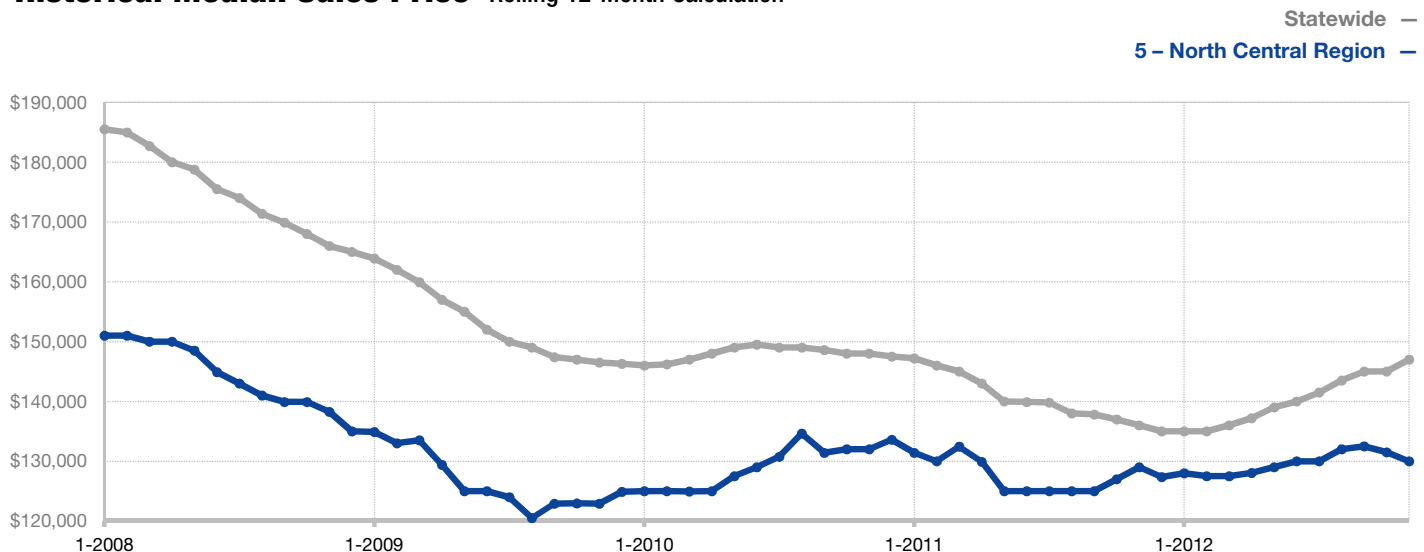
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	399	238	- 40.4%	8,083	5,813	- 28.1%
Closed Sales	363	234	- 35.5%	3,068	2,750	- 10.4%
Median Sales Price*	\$135,025	\$132,000	- 2.2%	\$128,500	\$132,450	+ 3.1%
Percent of Original List Price Received*	86.7%	87.1%	+ 0.5%	86.6%	88.5%	+ 2.2%
Days on Market Until Sale	179	140	- 21.8%	161	137	- 14.9%
Months Supply of Inventory**	--	14.4	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

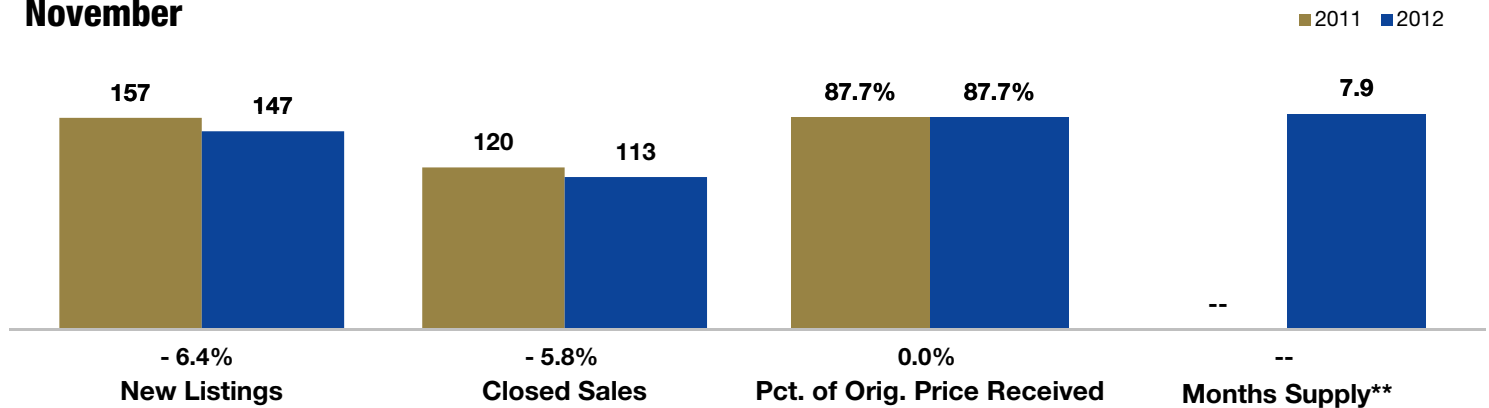


6E – Southwest Central Region

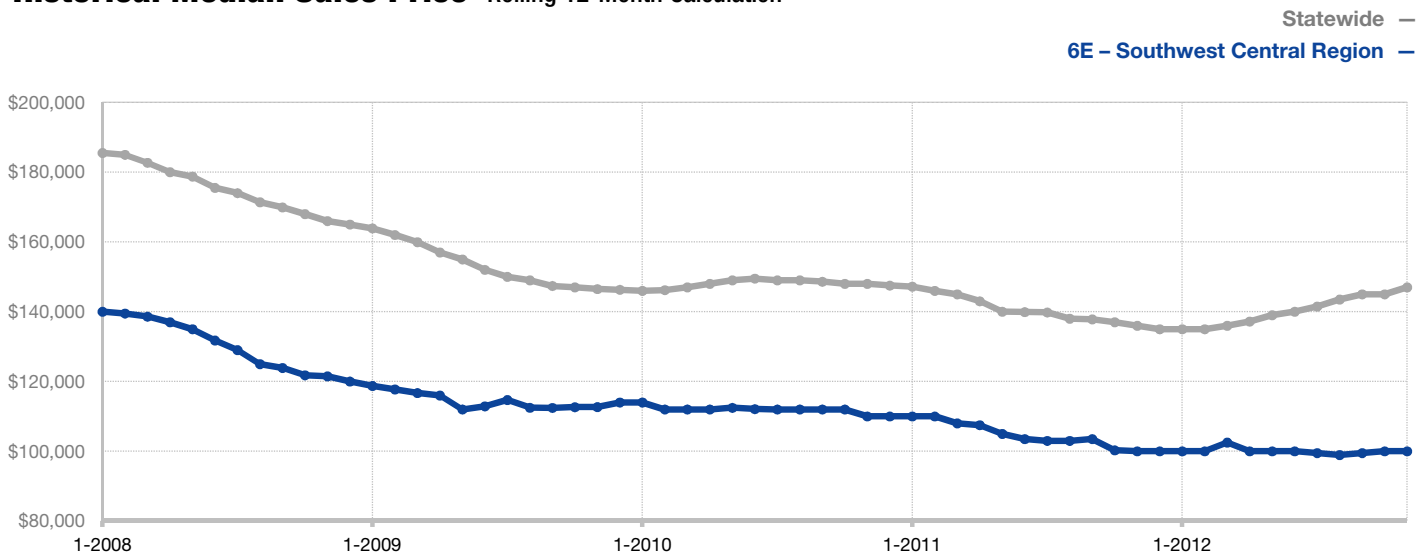
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	157	147	- 6.4%	2,577	2,178	- 15.5%
Closed Sales	120	113	- 5.8%	1,387	1,267	- 8.7%
Median Sales Price*	\$104,000	\$109,500	+ 5.3%	\$102,000	\$101,995	- 0.0%
Percent of Original List Price Received*	87.7%	87.7%	0.0%	88.0%	89.3%	+ 1.5%
Days on Market Until Sale	139	156	+ 12.2%	137	129	- 5.8%
Months Supply of Inventory**	--	7.9	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

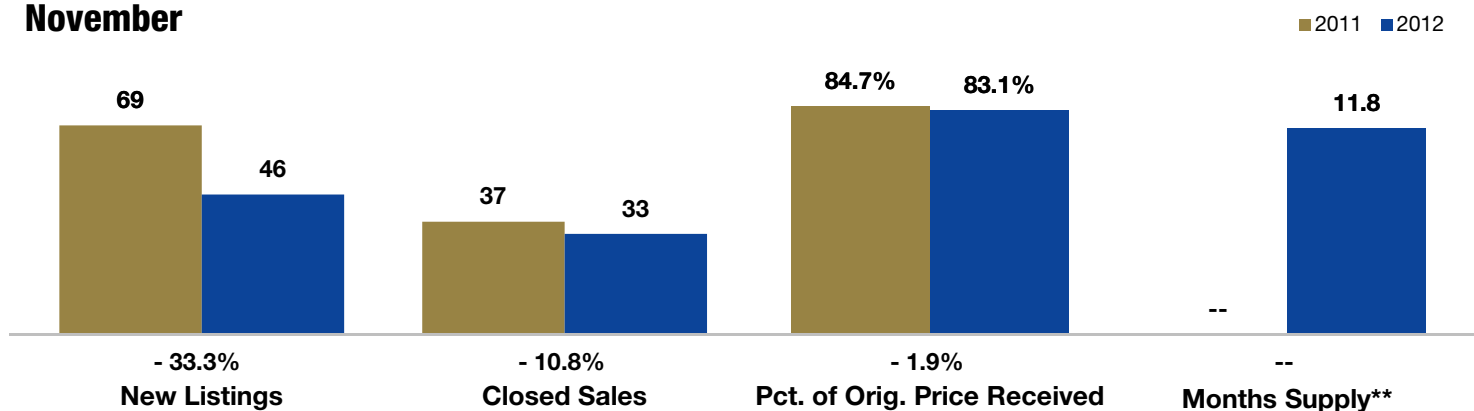


6W – Upper Minnesota Valley Region

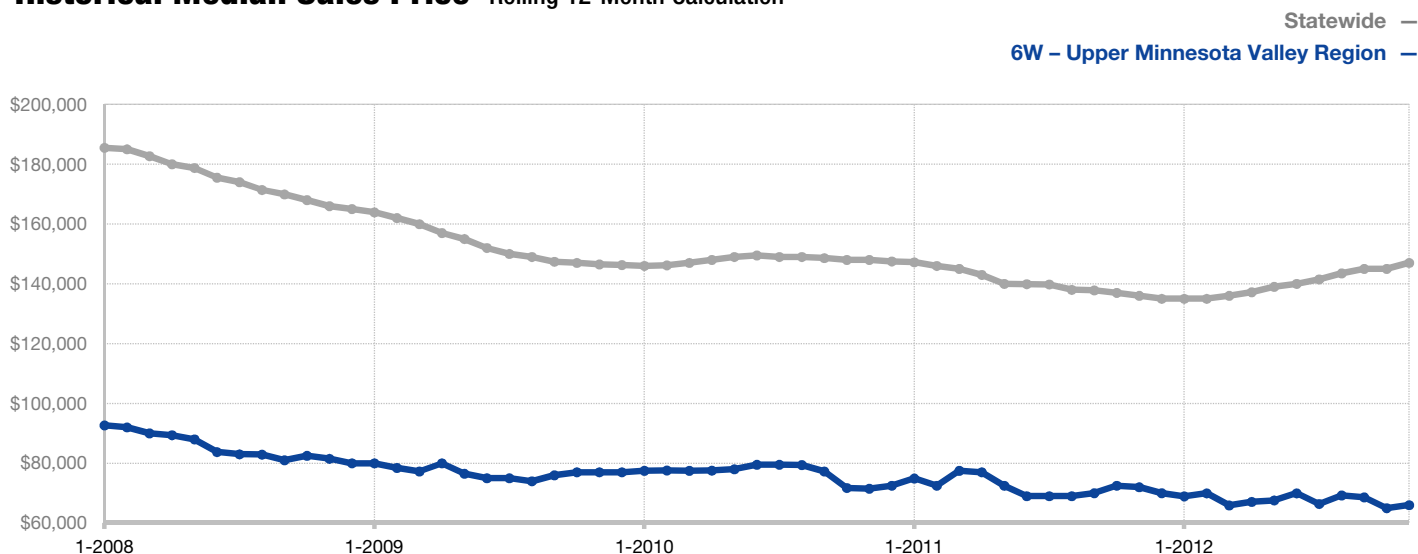
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	69	46	- 33.3%	802	662	- 17.5%
Closed Sales	37	33	- 10.8%	408	350	- 14.2%
Median Sales Price*	\$60,000	\$70,000	+ 16.7%	\$71,968	\$68,800	- 4.4%
Percent of Original List Price Received*	84.7%	83.1%	- 1.9%	85.4%	86.3%	+ 1.1%
Days on Market Until Sale	142	181	+ 27.5%	149	190	+ 27.5%
Months Supply of Inventory**	--	11.8	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

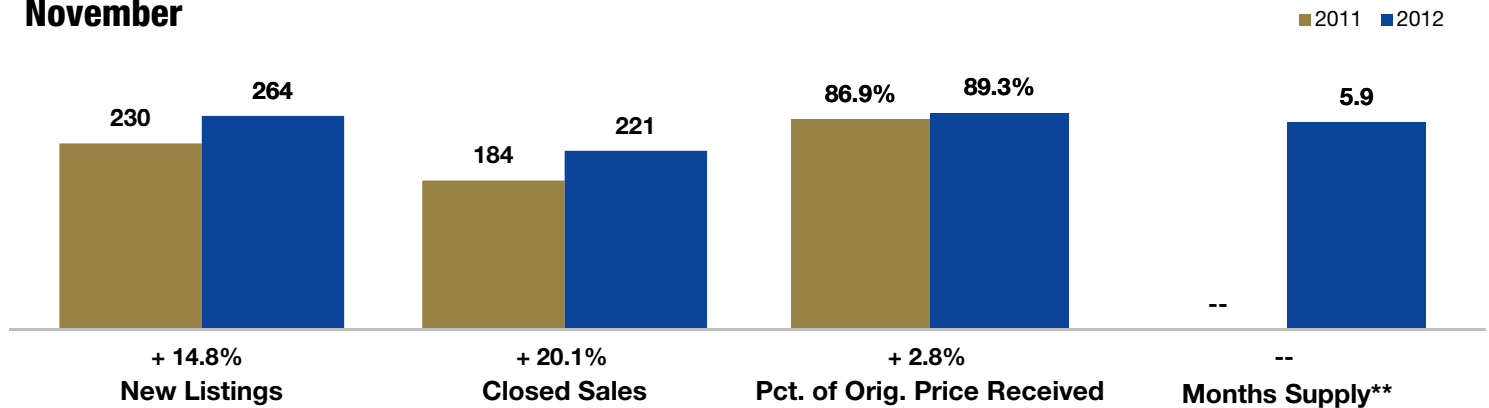


7E – East Central Region

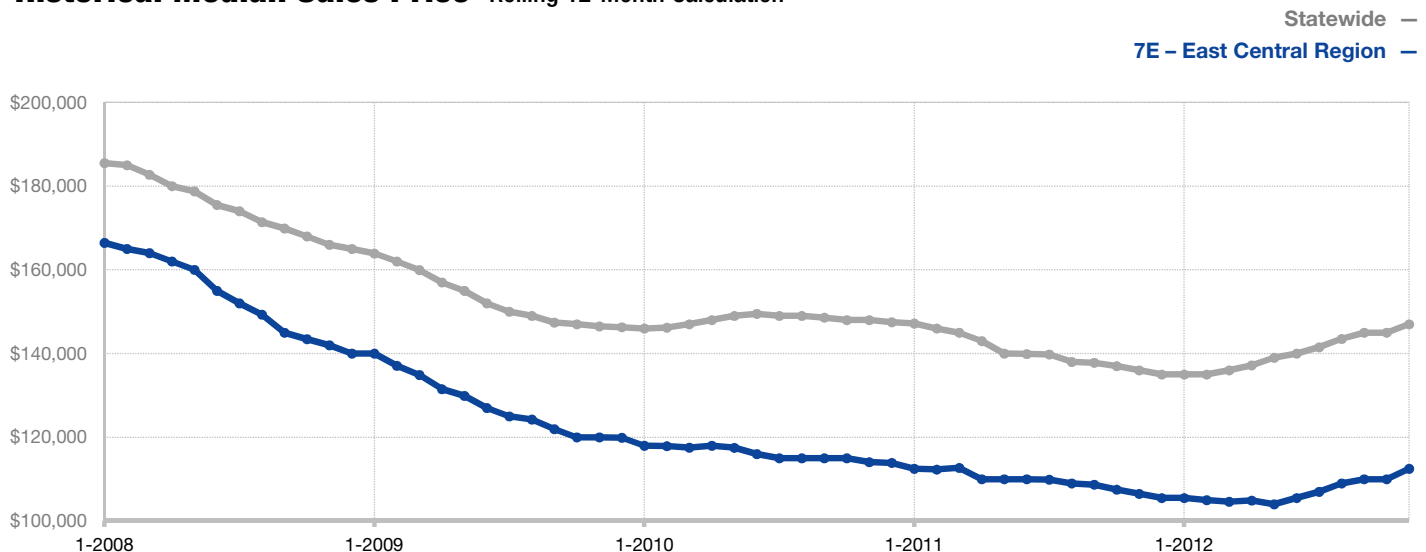
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	230	264	+ 14.8%	3,965	3,866	- 2.5%
Closed Sales	184	221	+ 20.1%	2,007	2,257	+ 12.5%
Median Sales Price*	\$107,450	\$125,000	+ 16.3%	\$106,000	\$113,000	+ 6.6%
Percent of Original List Price Received*	86.9%	89.3%	+ 2.8%	88.0%	91.0%	+ 3.4%
Days on Market Until Sale	103	99	- 3.9%	100	91	- 9.0%
Months Supply of Inventory**	--	5.9	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

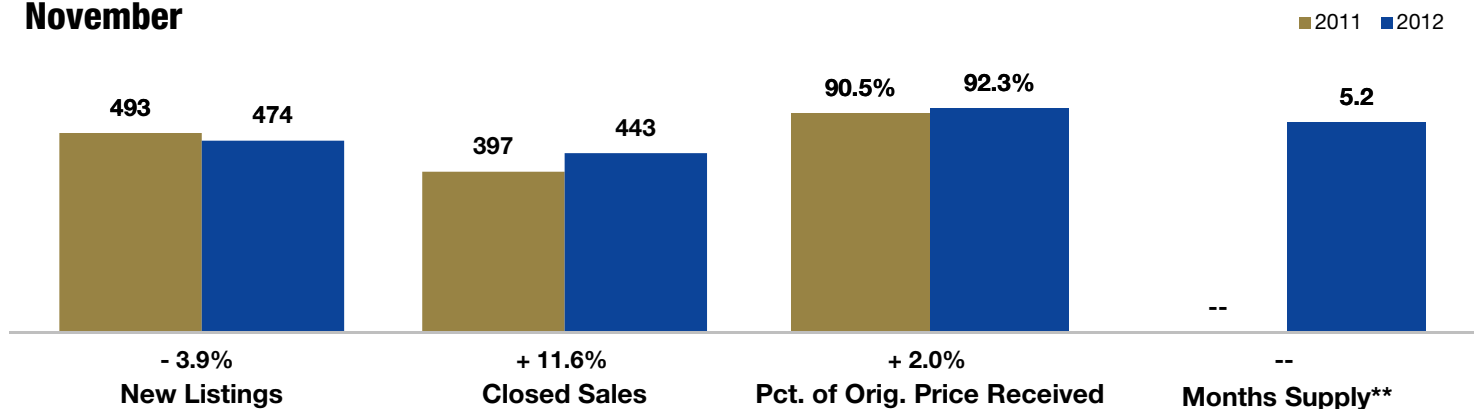


7W – Central Region

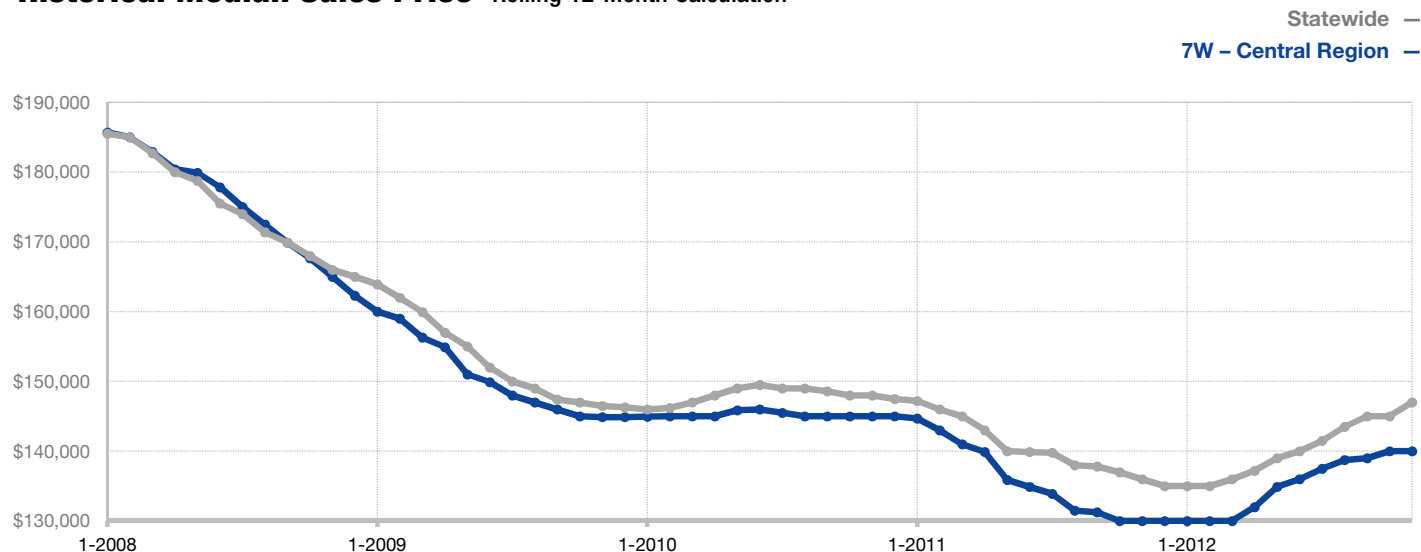
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	493	474	- 3.9%	7,706	7,656	- 0.6%
Closed Sales	397	443	+ 11.6%	4,341	4,855	+ 11.8%
Median Sales Price*	\$134,000	\$145,000	+ 8.2%	\$130,000	\$141,500	+ 8.8%
Percent of Original List Price Received*	90.5%	92.3%	+ 2.0%	90.6%	93.0%	+ 2.6%
Days on Market Until Sale	97	90	- 7.2%	94	87	- 7.4%
Months Supply of Inventory**	--	5.2	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

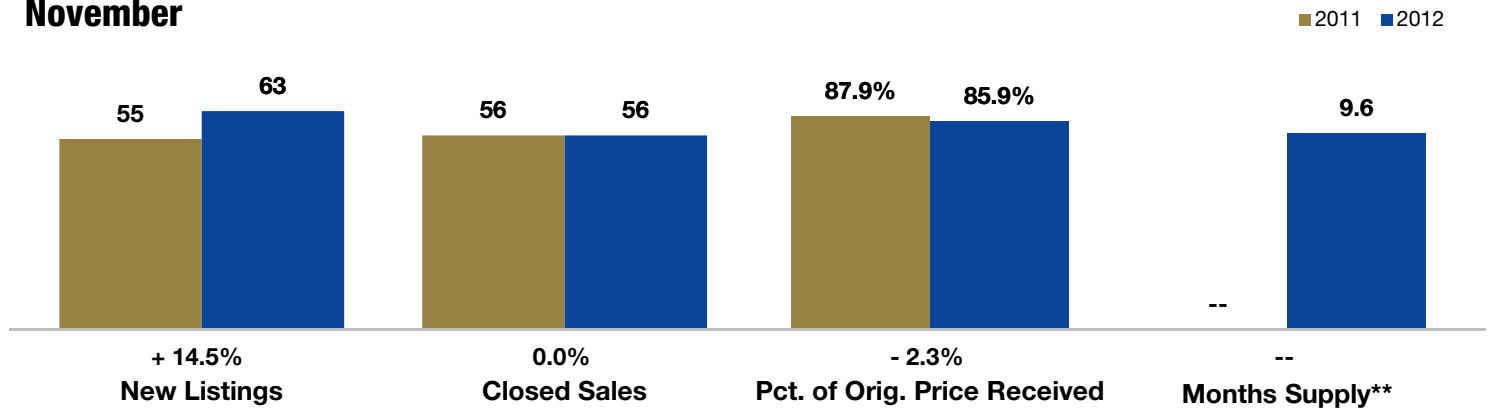


8 – Southwest Region

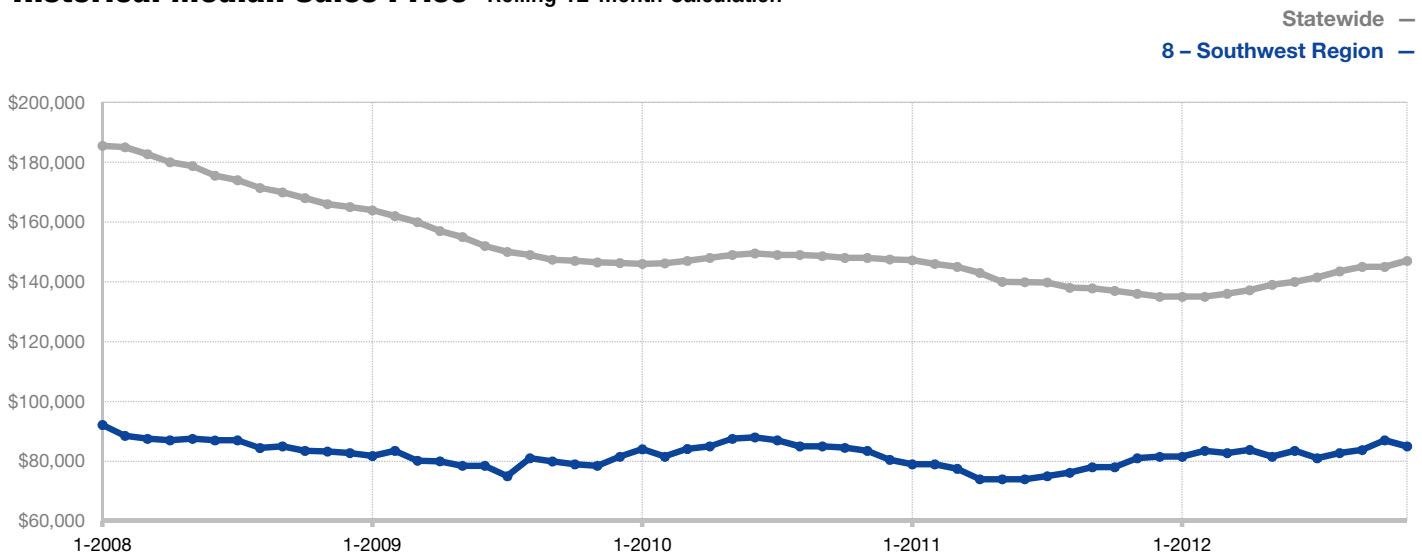
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	55	63	+ 14.5%	1,082	1,038	- 4.1%
Closed Sales	56	56	0.0%	636	662	+ 4.1%
Median Sales Price*	\$95,000	\$86,500	- 8.9%	\$81,500	\$85,000	+ 4.3%
Percent of Original List Price Received*	87.9%	85.9%	- 2.3%	86.0%	86.2%	+ 0.2%
Days on Market Until Sale	193	150	- 22.3%	180	195	+ 8.3%
Months Supply of Inventory**	--	9.6	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

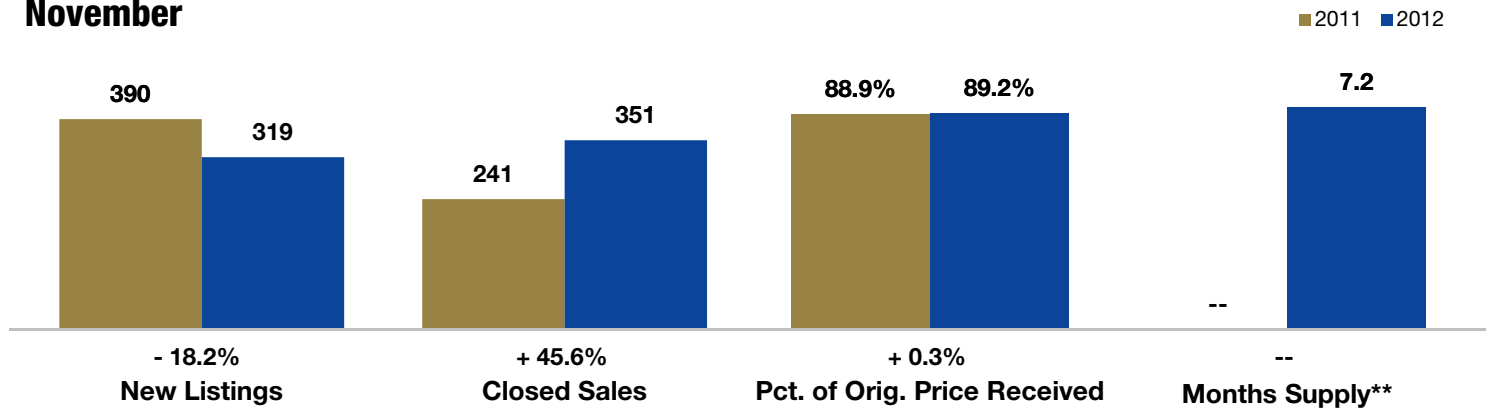


9 – South Central Region

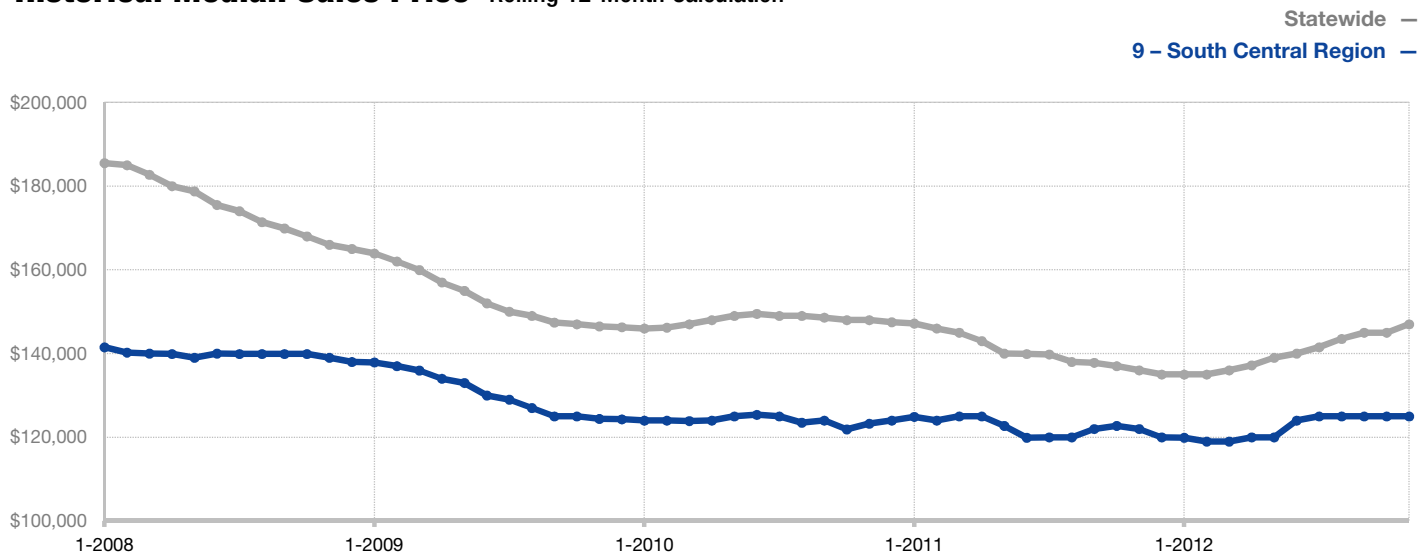
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	390	319	- 18.2%	5,993	6,030	+ 0.6%
Closed Sales	241	351	+ 45.6%	3,547	3,753	+ 5.8%
Median Sales Price*	\$122,500	\$128,000	+ 4.5%	\$122,000	\$126,900	+ 4.0%
Percent of Original List Price Received*	88.9%	89.2%	+ 0.3%	88.8%	90.4%	+ 1.8%
Days on Market Until Sale	143	148	+ 3.5%	155	148	- 4.5%
Months Supply of Inventory**	--	7.2	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

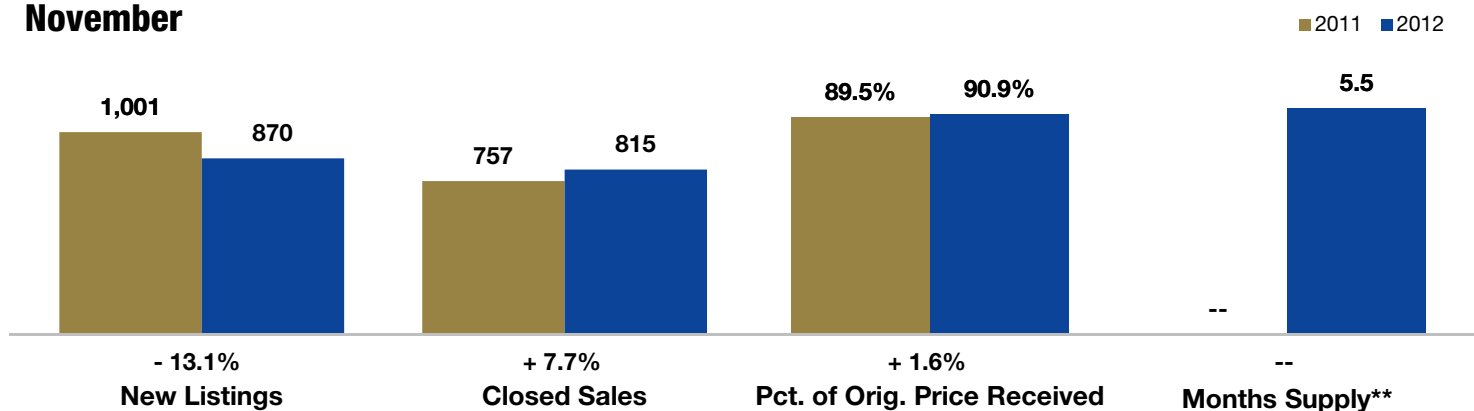


10 – Southeast Region

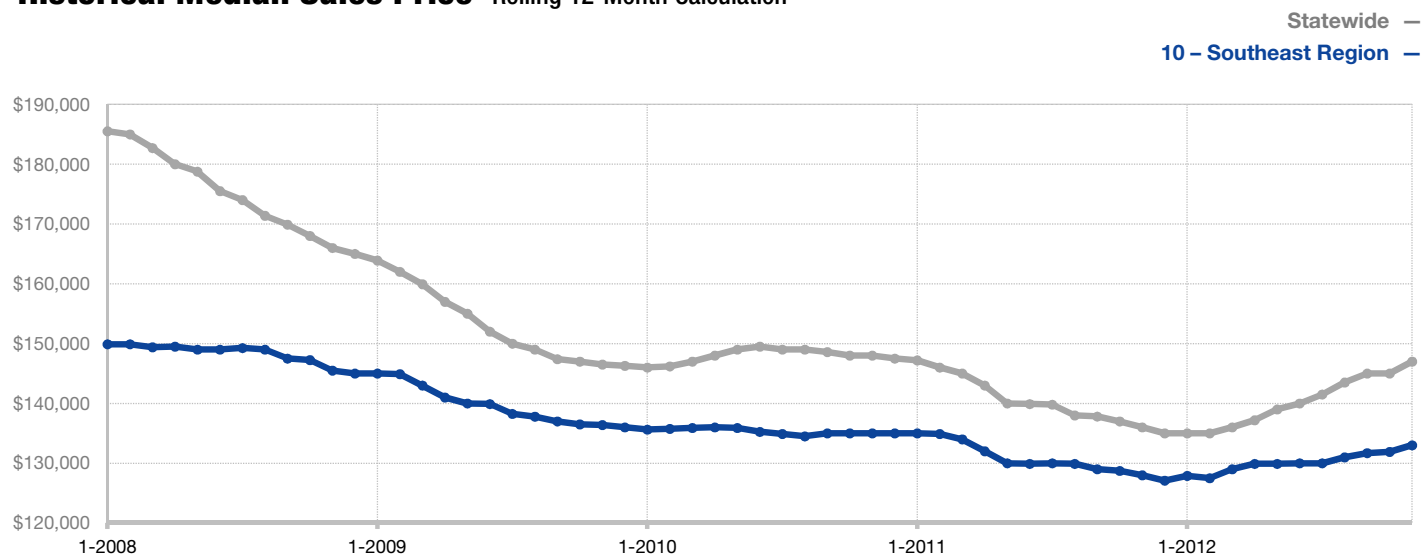
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	1,001	870	- 13.1%	15,390	14,741	- 4.2%
Closed Sales	757	815	+ 7.7%	9,943	10,056	+ 1.1%
Median Sales Price*	\$122,000	\$134,500	+ 10.2%	\$128,000	\$135,000	+ 5.5%
Percent of Original List Price Received*	89.5%	90.9%	+ 1.6%	89.8%	91.6%	+ 2.0%
Days on Market Until Sale	144	113	- 21.5%	146	127	- 13.0%
Months Supply of Inventory**	--	5.5	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

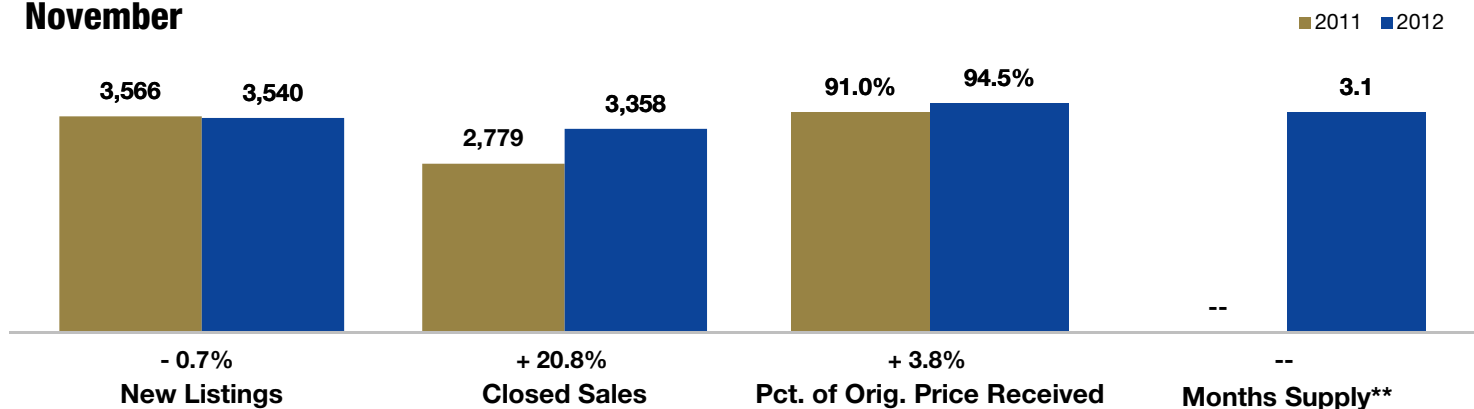


11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	3,566	3,540	- 0.7%	56,802	54,209	- 4.6%
Closed Sales	2,779	3,358	+ 20.8%	33,307	39,398	+ 18.3%
Median Sales Price*	\$150,000	\$177,000	+ 18.0%	\$155,000	\$172,000	+ 11.0%
Percent of Original List Price Received*	91.0%	94.5%	+ 3.8%	90.7%	94.1%	+ 3.7%
Days on Market Until Sale	81	63	- 22.2%	82	69	- 15.9%
Months Supply of Inventory**	--	3.1	--	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. ** Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.

November



Historical Median Sales Price Rolling 12-Month Calculation

