



Monthly Indicators

October 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

+ 8.0% **+ 9.4%** **- 1.7%**

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

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Activity Overview

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



Key Metrics	Historical Sparkbars	10-2011	10-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		9,716	9,553	- 1.7%	127,170	117,231	- 7.8%
Pending Sales		6,365	7,470	+ 17.4%	69,485	76,640	+ 10.3%
Closed Sales		7,096	7,662	+ 8.0%	67,069	72,739	+ 8.5%
Days on Market		112	95	- 15.2%	114	100	- 12.3%
Median Sales Price		\$139,000	\$152,000	+ 9.4%	\$136,000	\$148,500	+ 9.2%
Average Sales Price		\$172,471	\$189,586	+ 9.9%	\$170,006	\$182,122	+ 7.1%
Pct. of Orig. Price Received		89.8%	92.5%	+ 3.0%	89.5%	92.3%	+ 3.1%
Affordability Index		231	229	- 0.9%	235	234	- 0.4%
Homes for Sale*	Historical data not available at this time.	--	44,365	--	--	--	--
Months Supply*	Historical data not available at this time.	--	6.1	--	--	--	--

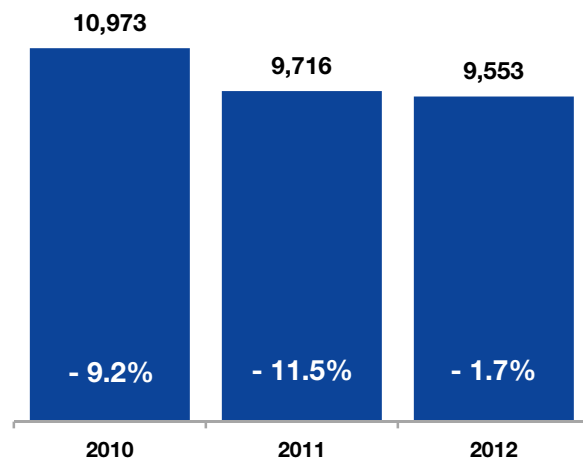
* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013.
Current as of November 12, 2012. All data from the multiple listing services in the state of Minnesota.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

New Listings

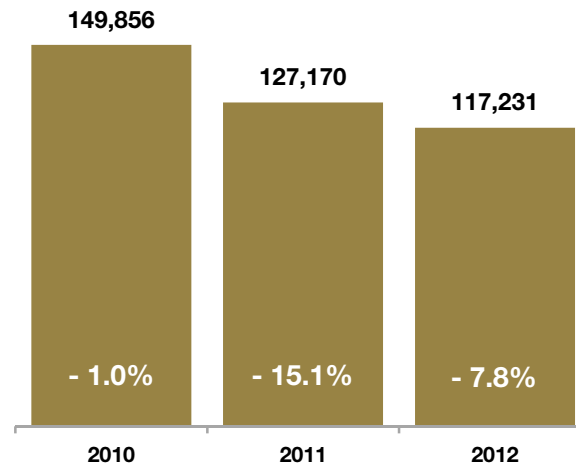
A count of the properties that have been newly listed on the market in a given month.



October

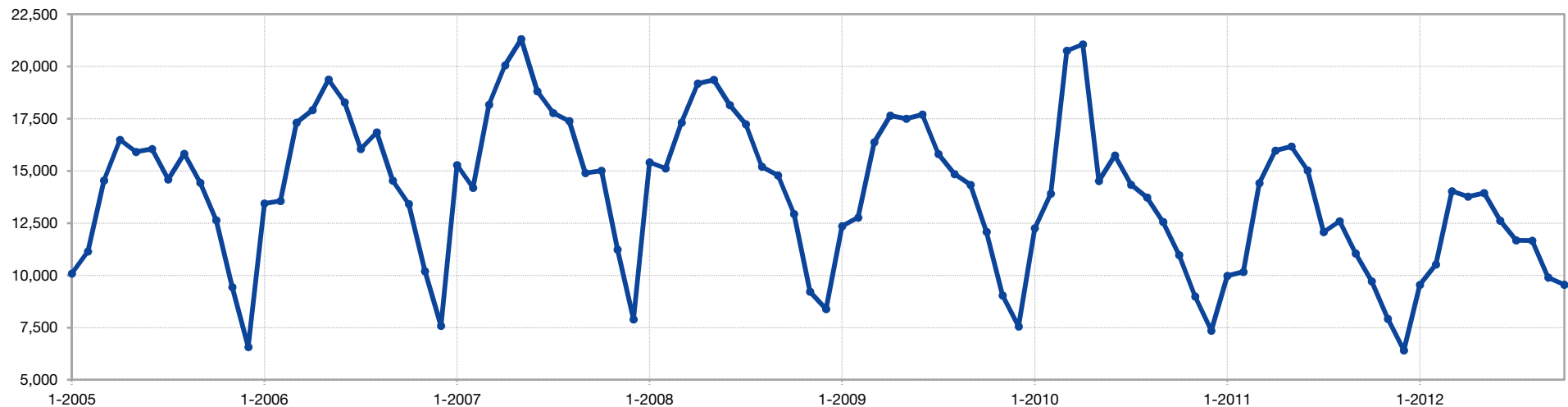


Year to Date



New Listings		Prior Year	Percent Change
November 2011	7,922	8,988	-11.9%
December 2011	6,413	7,357	-12.8%
January 2012	9,551	9,979	-4.3%
February 2012	10,522	10,168	+3.5%
March 2012	14,027	14,420	-2.7%
April 2012	13,772	15,973	-13.8%
May 2012	13,943	16,172	-13.8%
June 2012	12,621	15,026	-16.0%
July 2012	11,680	12,075	-3.3%
August 2012	11,663	12,592	-7.4%
September 2012	9,899	11,049	-10.4%
October 2012	9,553	9,716	-1.7%
12-Month Avg	10,964	11,960	-8.3%

Historical New Listings by Month

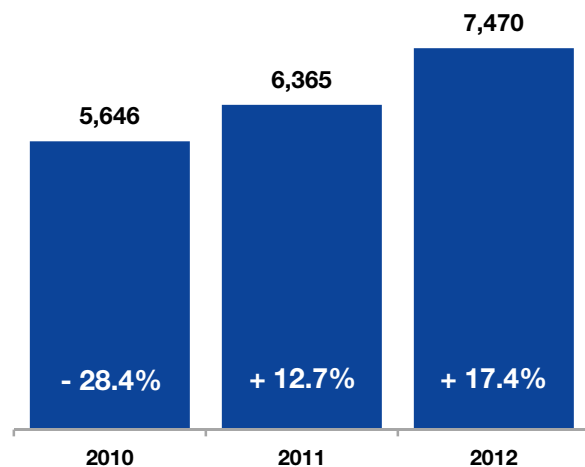


Pending Sales

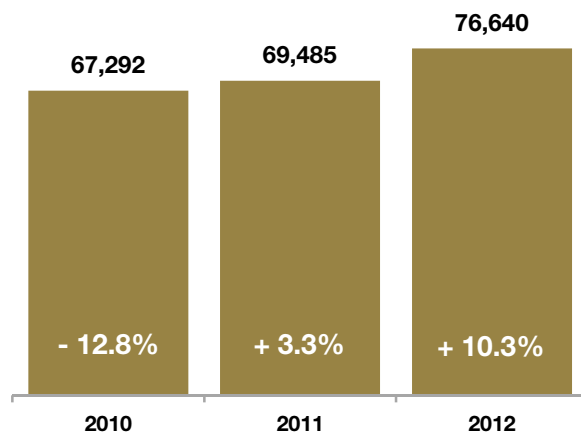
A count of the properties on which offers have been accepted in a given month.



October

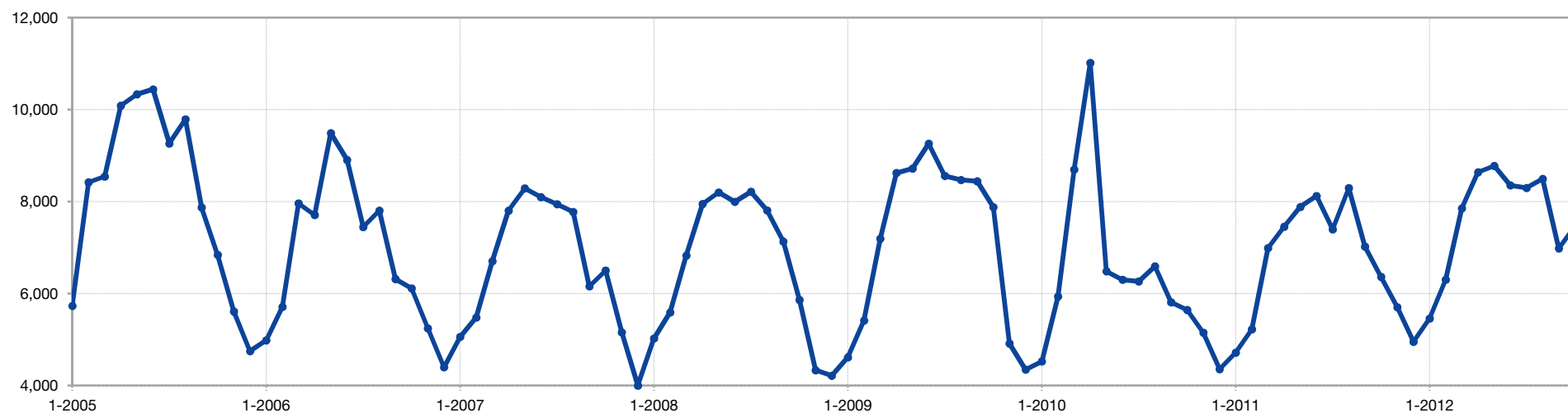


Year to Date



Pending Sales		Prior Year	Percent Change
November 2011	5,706	5,152	+10.8%
December 2011	4,954	4,358	+13.7%
January 2012	5,460	4,718	+15.7%
February 2012	6,305	5,226	+20.6%
March 2012	7,856	6,992	+12.4%
April 2012	8,639	7,456	+15.9%
May 2012	8,777	7,885	+11.3%
June 2012	8,355	8,124	+2.8%
July 2012	8,298	7,398	+12.2%
August 2012	8,495	8,297	+2.4%
September 2012	6,985	7,024	-0.6%
October 2012	7,470	6,365	+17.4%
12-Month Avg	7,275	6,583	+10.5%

Historical Pending Sales by Month

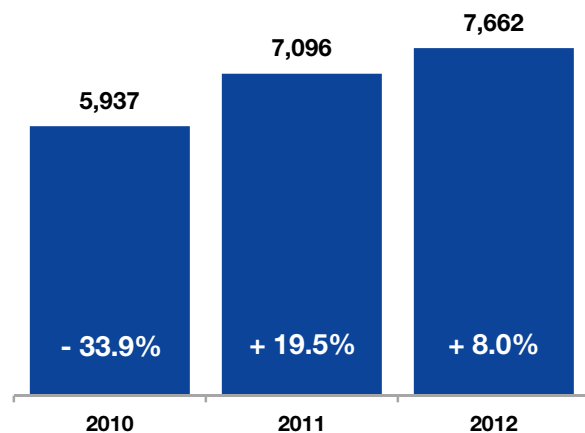


Closed Sales

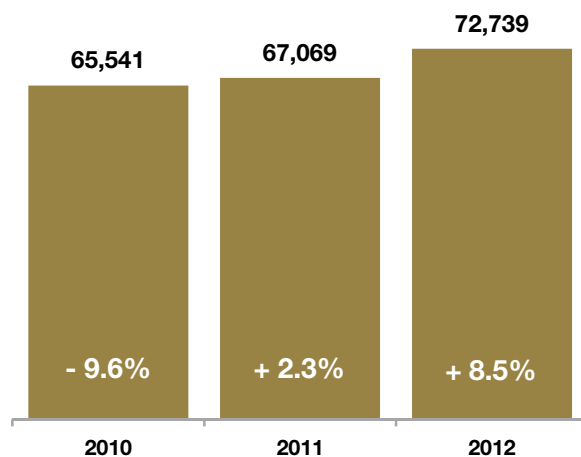
A count of the actual sales that closed in a given month.



October

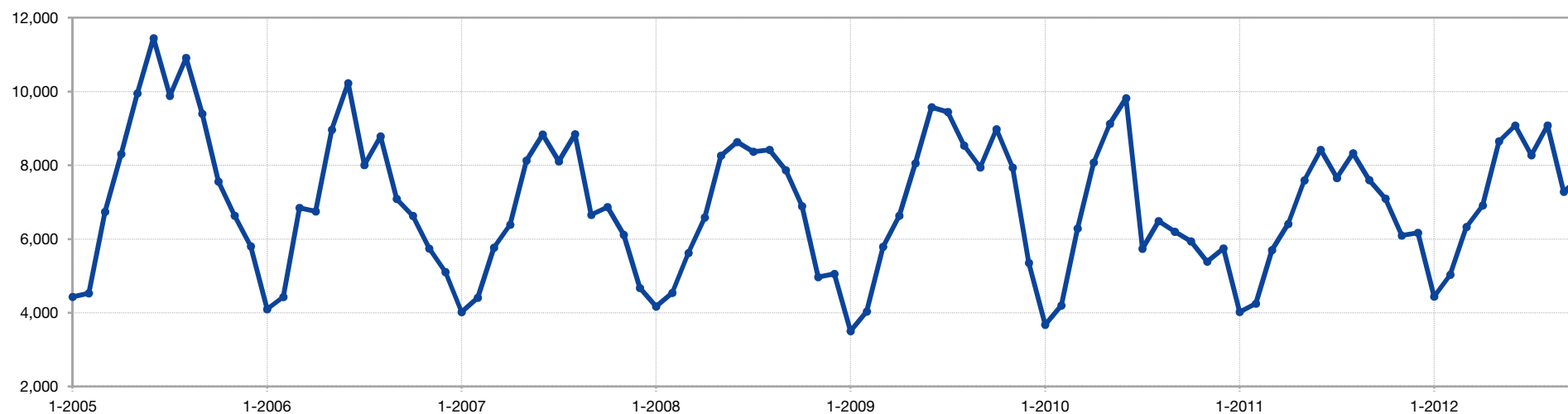


Year to Date



Closed Sales		Prior Year	Percent Change
November 2011	6,095	5,389	+13.1%
December 2011	6,169	5,747	+7.3%
January 2012	4,441	4,024	+10.4%
February 2012	5,034	4,249	+18.5%
March 2012	6,329	5,701	+11.0%
April 2012	6,911	6,410	+7.8%
May 2012	8,650	7,592	+13.9%
June 2012	9,076	8,418	+7.8%
July 2012	8,273	7,653	+8.1%
August 2012	9,080	8,327	+9.0%
September 2012	7,283	7,599	-4.2%
October 2012	7,662	7,096	+8.0%
12-Month Avg	7,084	6,517	+8.7%

Historical Closed Sales by Month

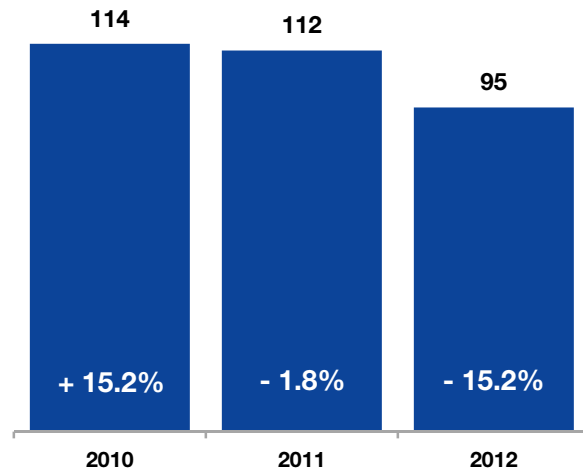


Days on Market Until Sale

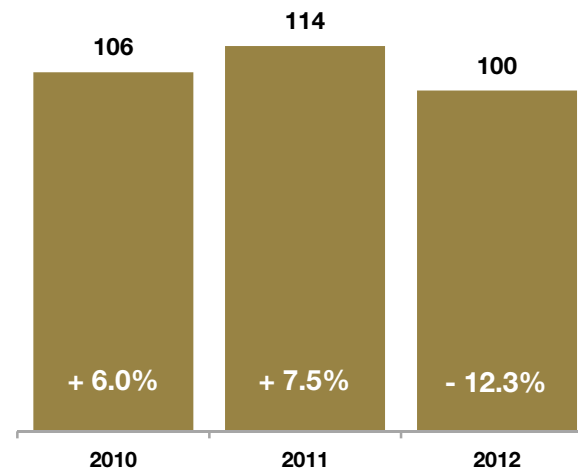
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

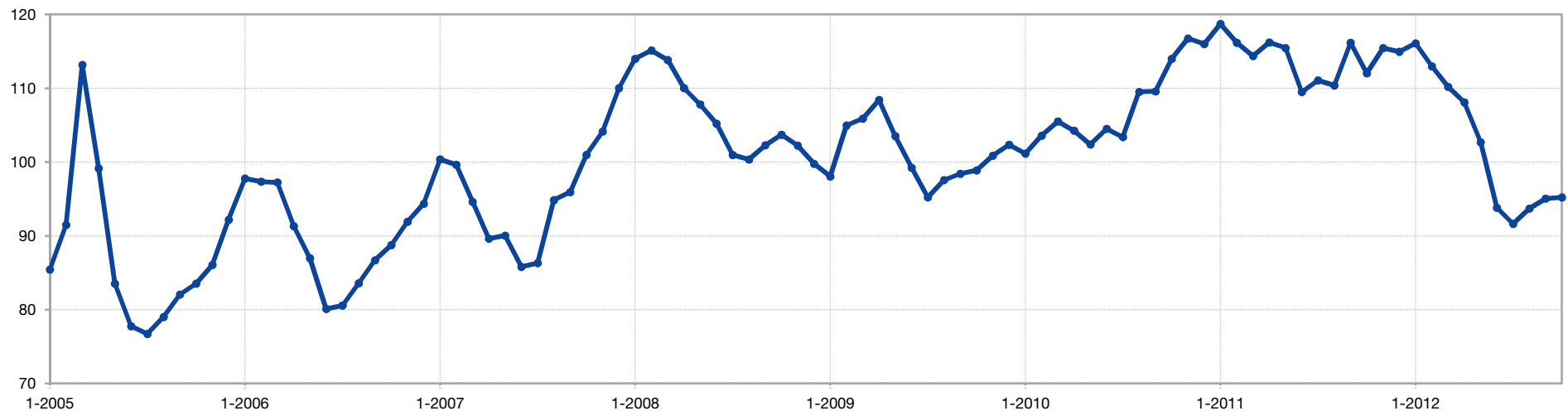


Year to Date



Days on Market		Prior Year	Percent Change
November 2011	115	117	-1.7%
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%
12-Month Avg	104	114	-8.8%

Historical Days on Market Until Sale by Month

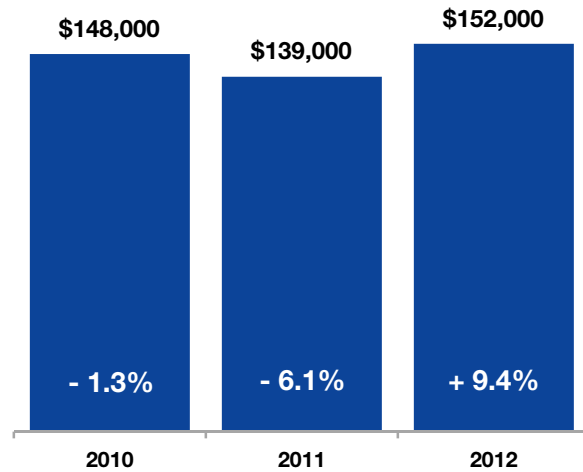


Median Sales Price

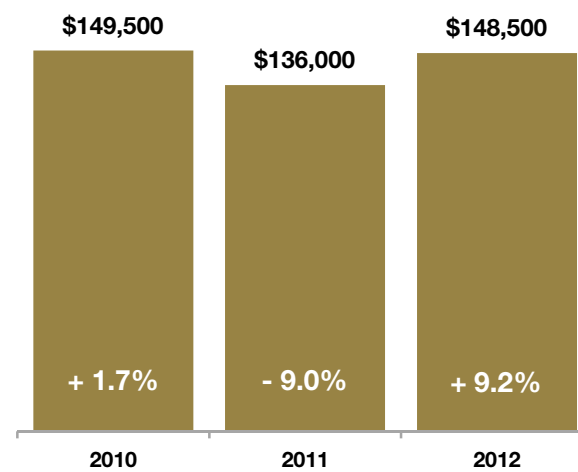
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2011	\$135,000	\$144,900	-6.8%
December 2011	\$128,500	\$135,000	-4.8%
January 2012	\$125,000	\$126,000	-0.8%
February 2012	\$124,950	\$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%
12-Month Avg	\$143,354	\$135,901	+5.5%

Historical Median Sales Price by Month

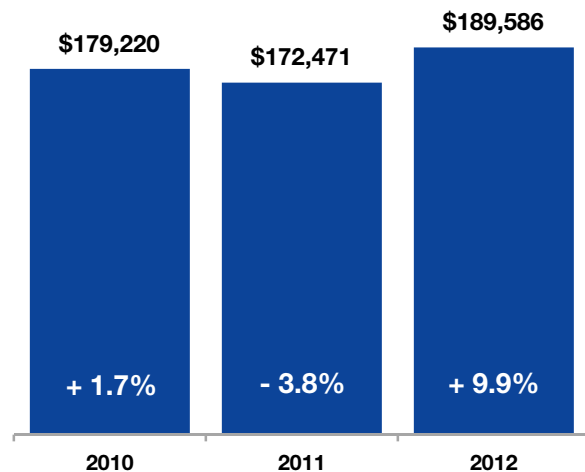


Average Sales Price

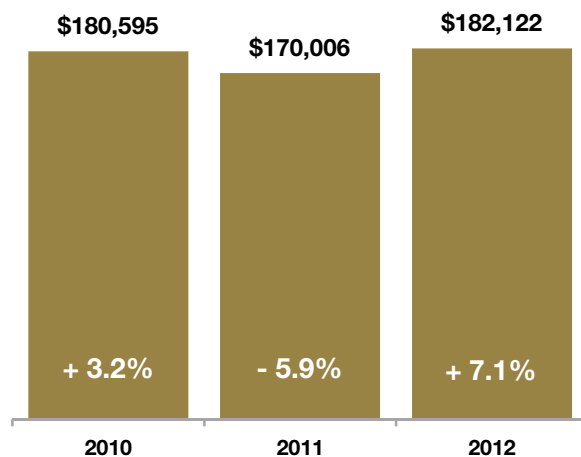
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

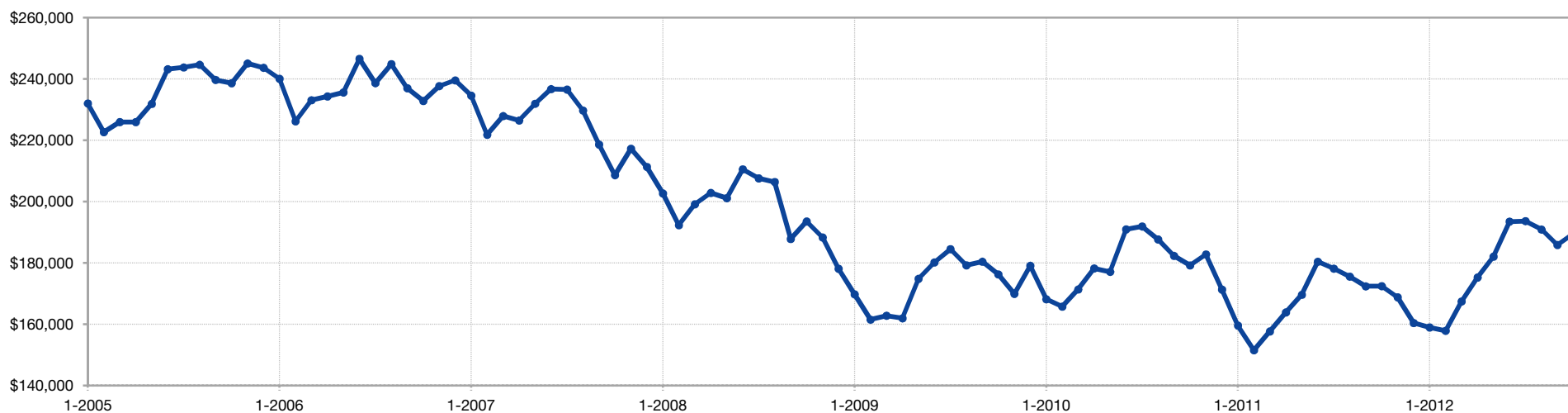


Year to Date



	Average Sales Price	Prior Year	Percent Change
November 2011	\$168,813	\$182,818	-7.7%
December 2011	\$160,440	\$171,343	-6.4%
January 2012	\$158,987	\$159,608	-0.4%
February 2012	\$157,909	\$151,578	+4.2%
March 2012	\$167,481	\$157,708	+6.2%
April 2012	\$175,287	\$163,899	+6.9%
May 2012	\$182,096	\$169,653	+7.3%
June 2012	\$193,513	\$180,422	+7.3%
July 2012	\$193,679	\$178,177	+8.7%
August 2012	\$190,933	\$175,580	+8.7%
September 2012	\$185,890	\$172,400	+7.8%
October 2012	\$189,586	\$172,471	+9.9%
12-Month Avg	\$177,051	\$169,638	+4.4%

Historical Average Sales Price by Month

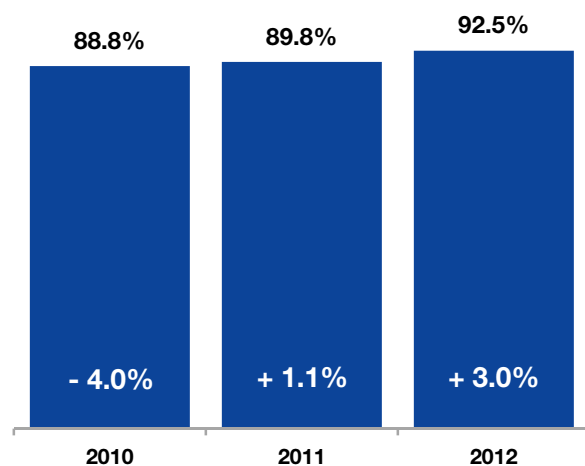


Percent of Original List Price Received

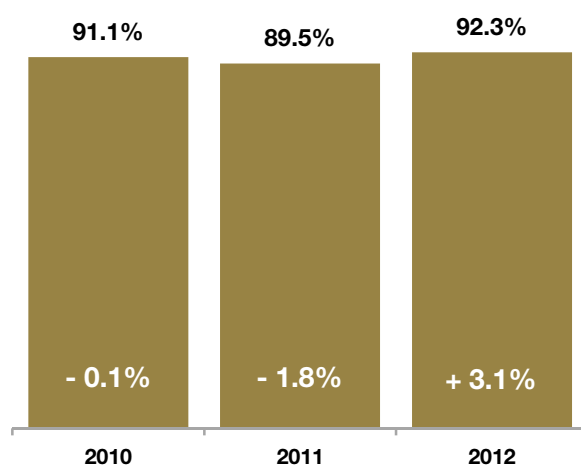
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

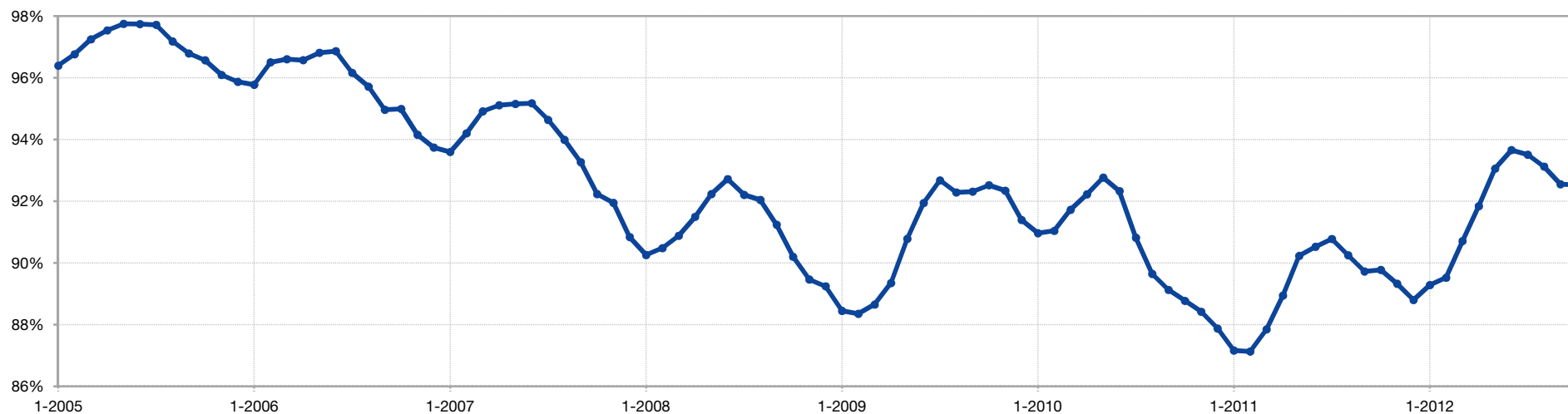


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2011	89.3%	88.4%	+1.0%
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%
12-Month Avg	91.5%	89.1%	+2.7%

Historical Percent of Original List Price Received by Month

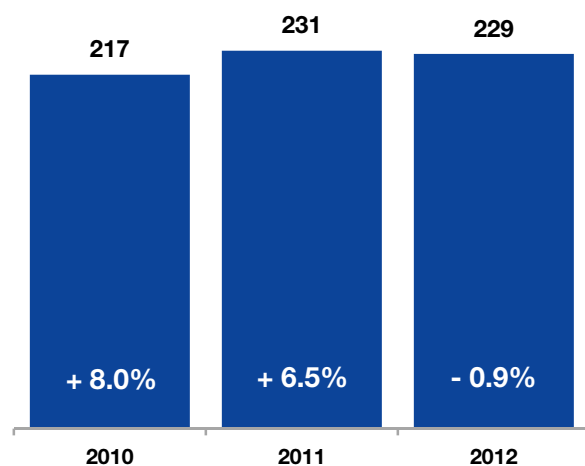


Housing Affordability Index

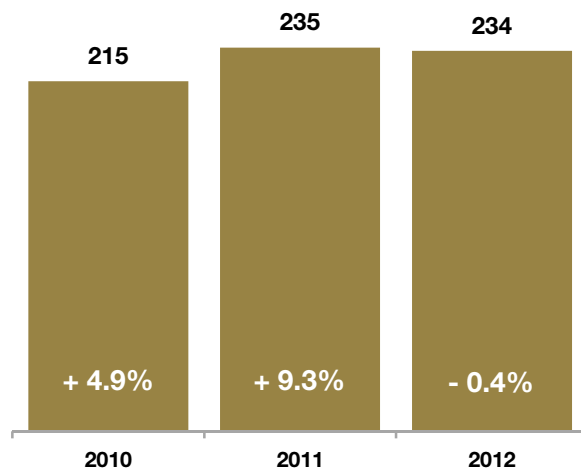
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

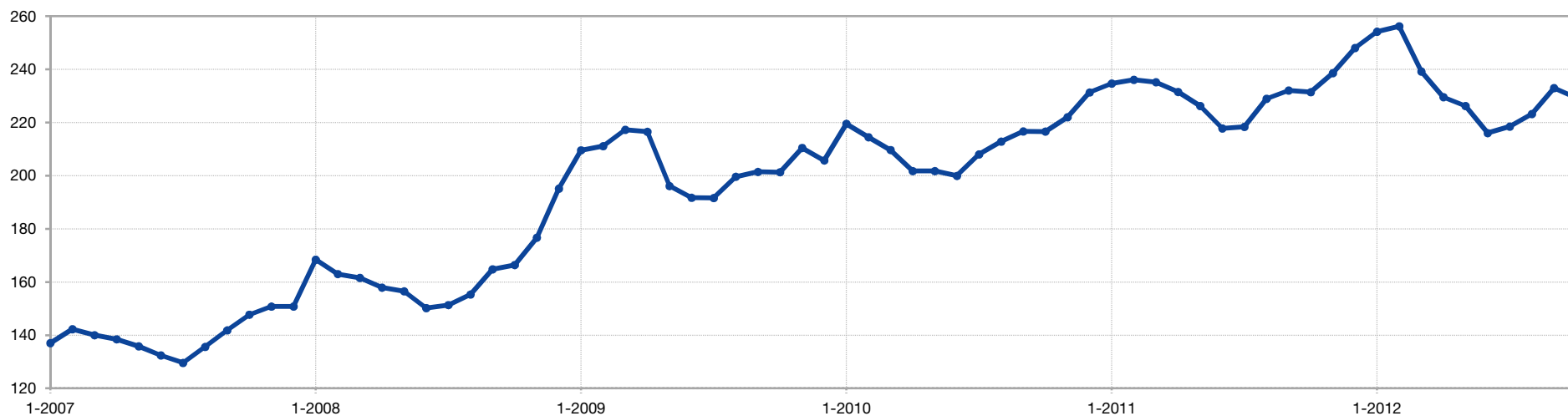


Year to Date



Affordability Index		Prior Year	Percent Change
November 2011	239	222	+7.7%
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%
12-Month Avg	234	229	+2.2%

Historical Housing Affordability Index by Month

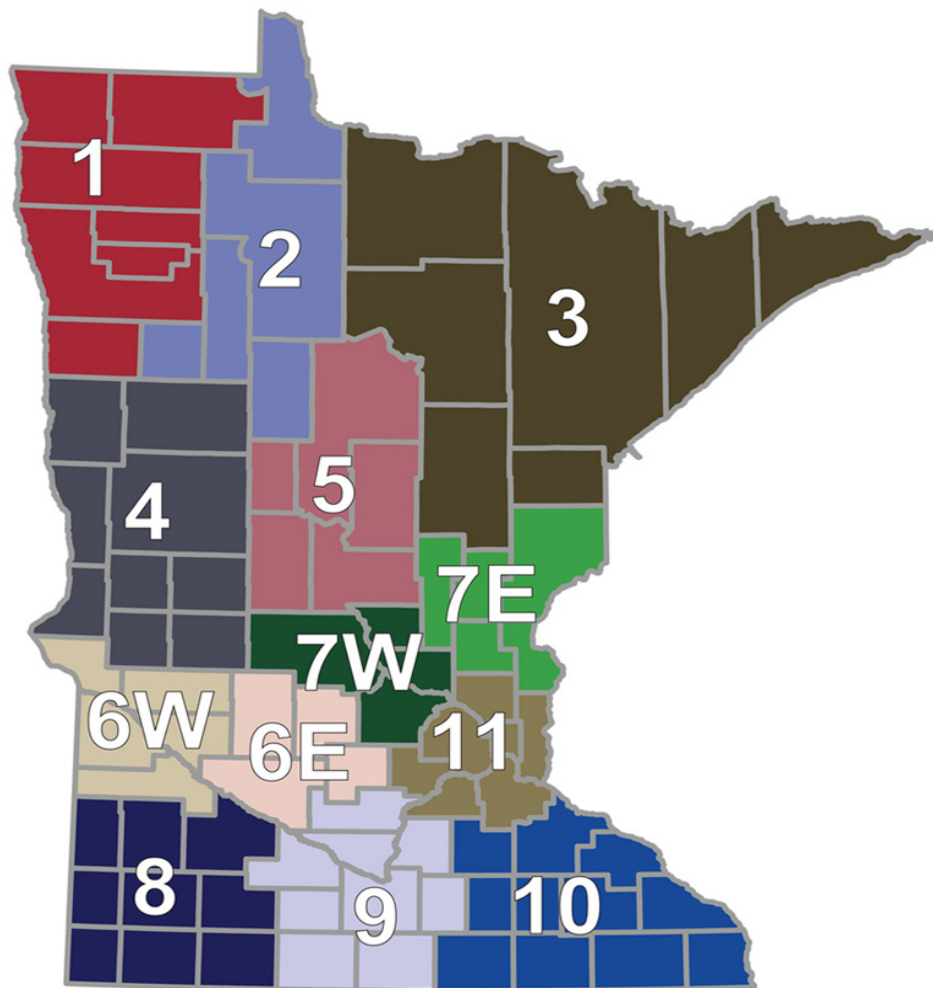














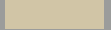
Local Market Updates for October 2012

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 October 2012

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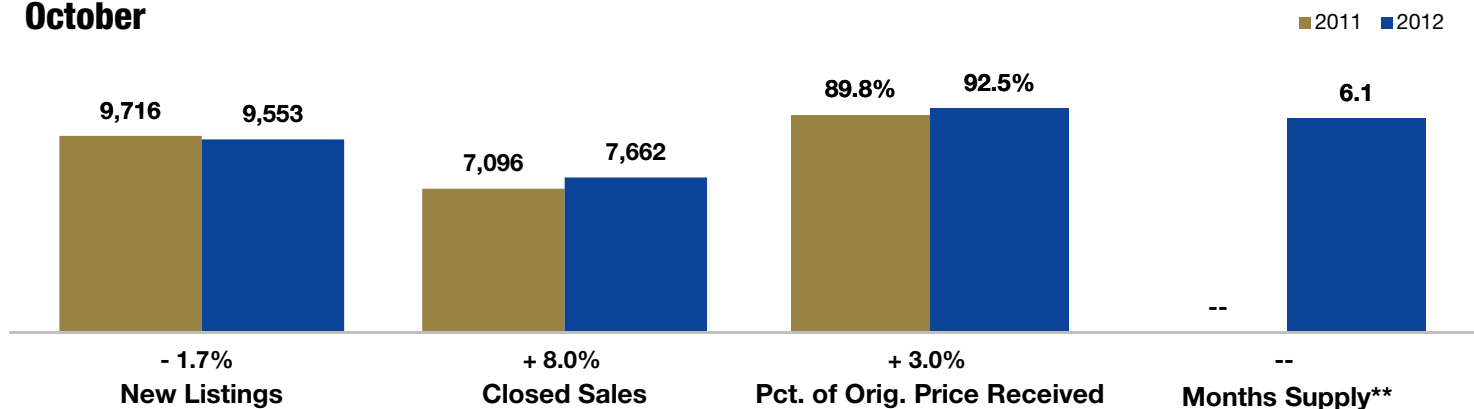


Entire State

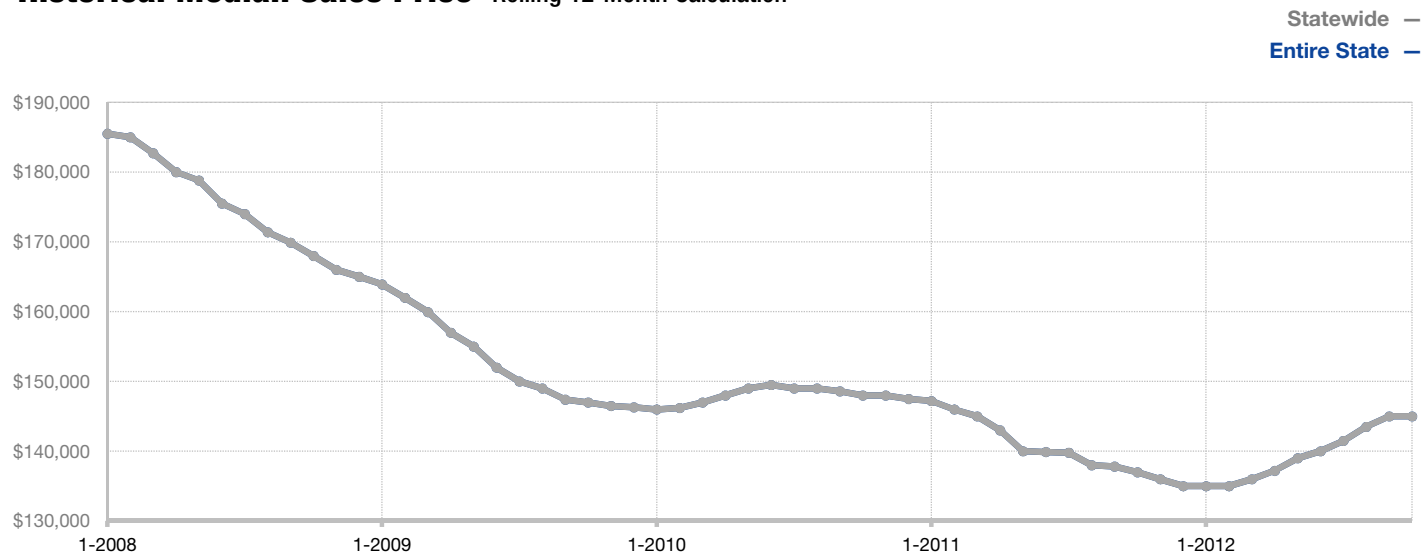
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	9,716	9,553	- 1.7%	127,170	117,231	- 7.8%
Closed Sales	7,096	7,662	+ 8.0%	67,069	72,739	+ 8.5%
Median Sales Price*	\$139,000	\$152,000	+ 9.4%	\$136,000	\$148,500	+ 9.2%
Percent of Original List Price Received*	89.8%	92.5%	+ 3.0%	89.5%	92.3%	+ 3.1%
Days on Market Until Sale	112	95	- 15.2%	114	100	- 12.3%
Months Supply of Inventory**	--	6.1	--	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2012

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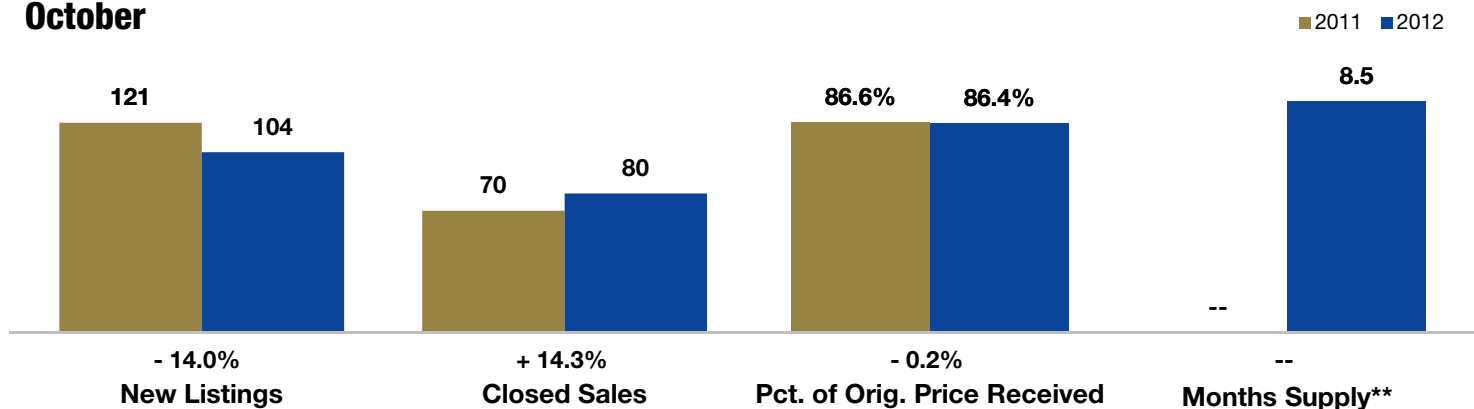


1 – Northwest Region

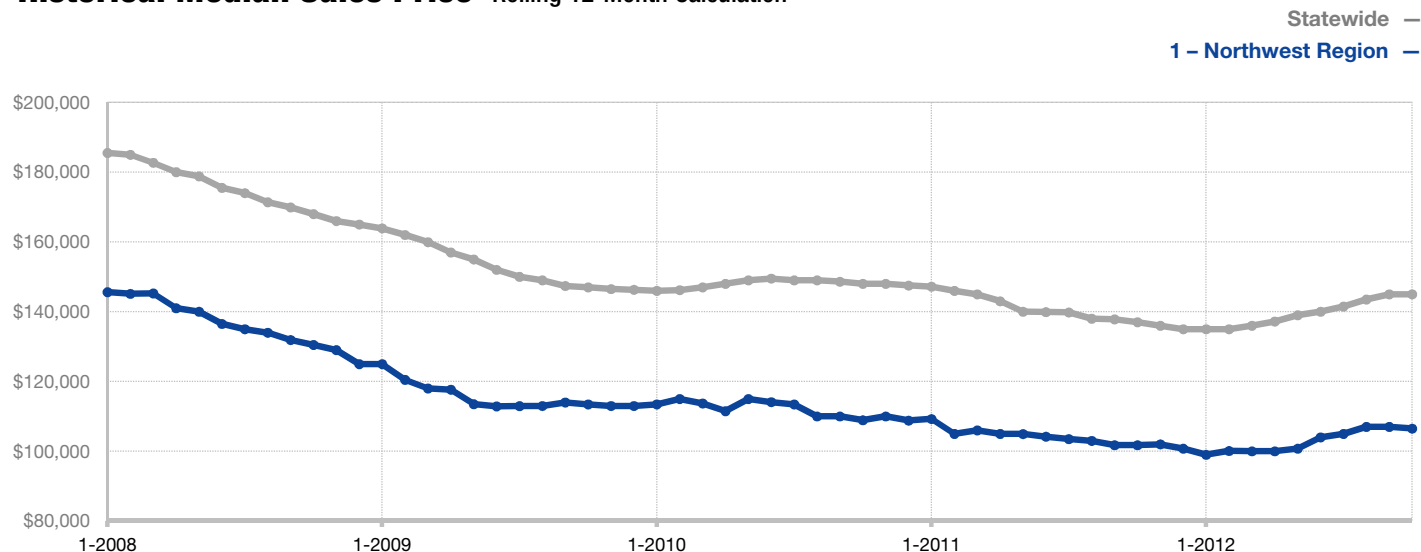
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	121	104	- 14.0%	1,509	1,419	- 6.0%
Closed Sales	70	80	+ 14.3%	649	769	+ 18.5%
Median Sales Price*	\$112,500	\$109,000	- 3.1%	\$100,300	\$107,000	+ 6.7%
Percent of Original List Price Received*	86.6%	86.4%	- 0.2%	85.9%	86.7%	+ 0.9%
Days on Market Until Sale	164	111	- 32.3%	151	150	- 0.7%
Months Supply of Inventory**	--	8.5	--	--	--	--

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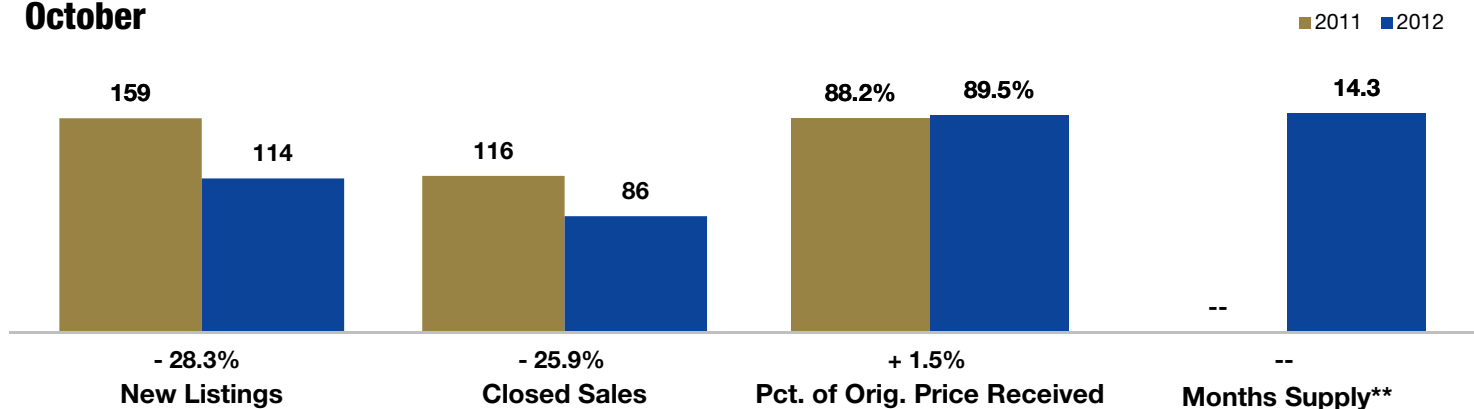


2 – Headwaters Region

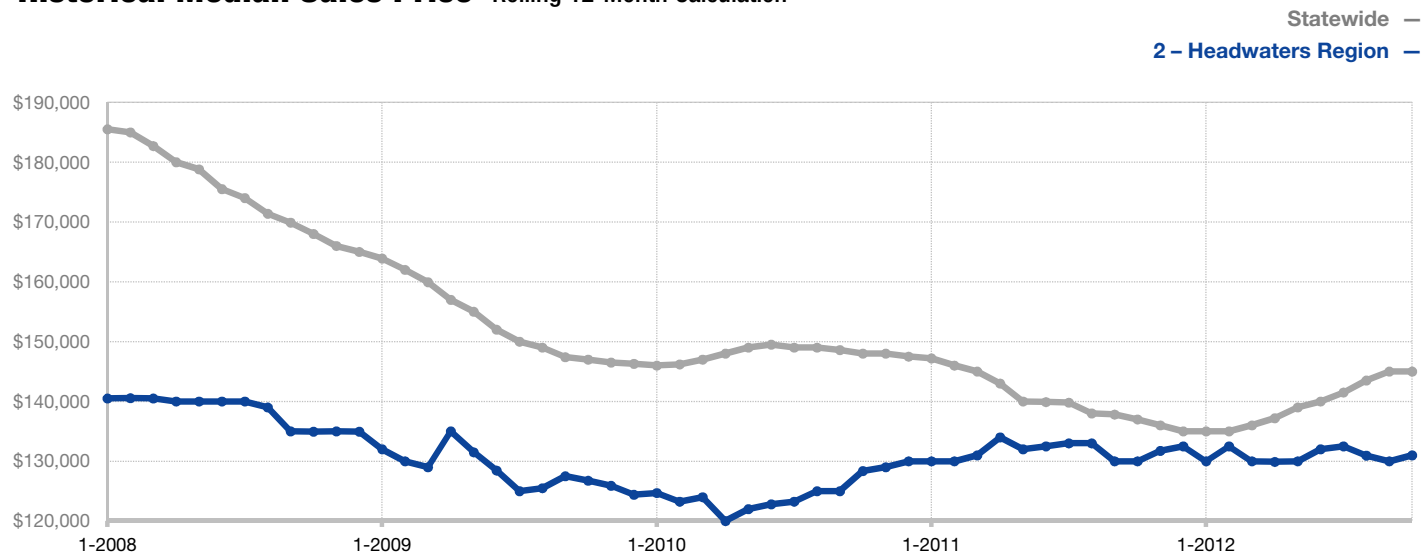
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	159	114	- 28.3%	2,209	1,818	- 17.7%
Closed Sales	116	86	- 25.9%	726	780	+ 7.4%
Median Sales Price*	\$135,500	\$157,000	+ 15.9%	\$132,500	\$131,000	- 1.1%
Percent of Original List Price Received*	88.2%	89.5%	+ 1.5%	88.2%	89.5%	+ 1.5%
Days on Market Until Sale	155	155	0.0%	164	155	- 5.5%
Months Supply of Inventory**	--	14.3	--	--	--	--

* 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.

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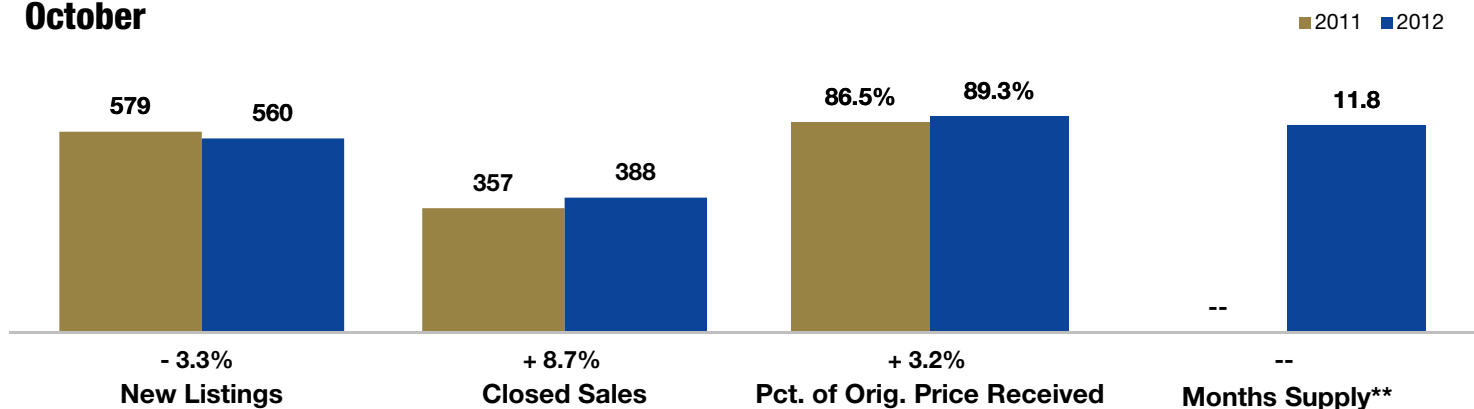


3 – Arrowhead Region

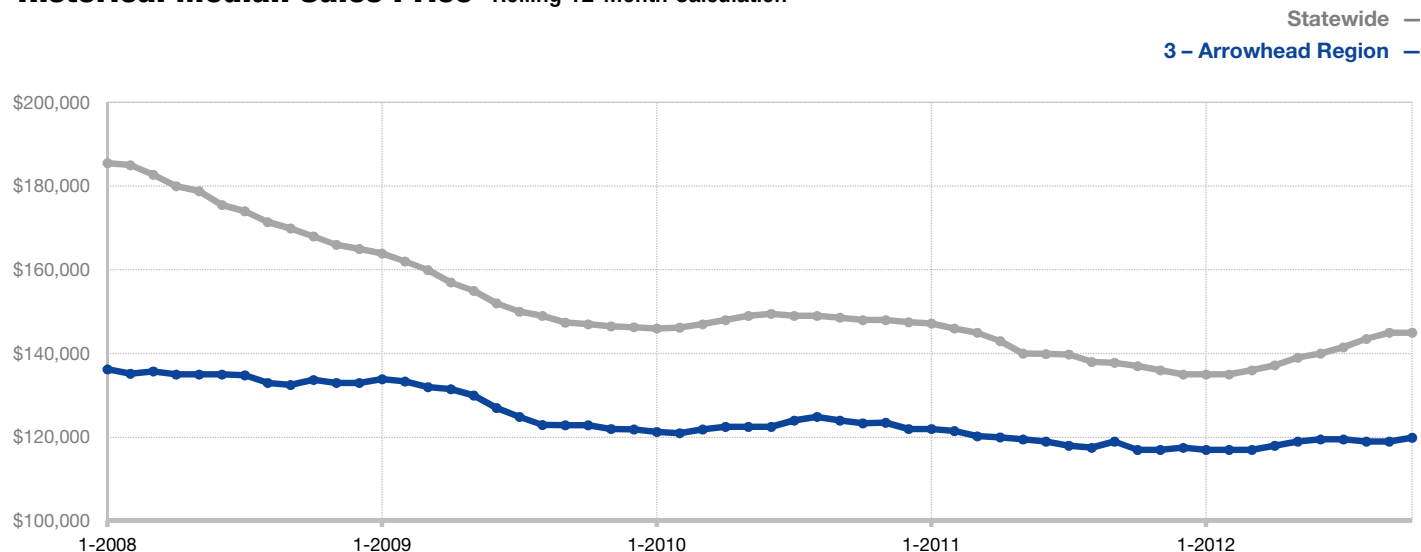
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	579	560	- 3.3%	8,800	7,838	- 10.9%
Closed Sales	357	388	+ 8.7%	3,390	3,468	+ 2.3%
Median Sales Price*	\$118,750	\$125,500	+ 5.7%	\$119,900	\$120,000	+ 0.1%
Percent of Original List Price Received*	86.5%	89.3%	+ 3.2%	87.7%	89.9%	+ 2.5%
Days on Market Until Sale	136	128	- 5.9%	128	124	- 3.1%
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.

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Local Market Update for October 2012

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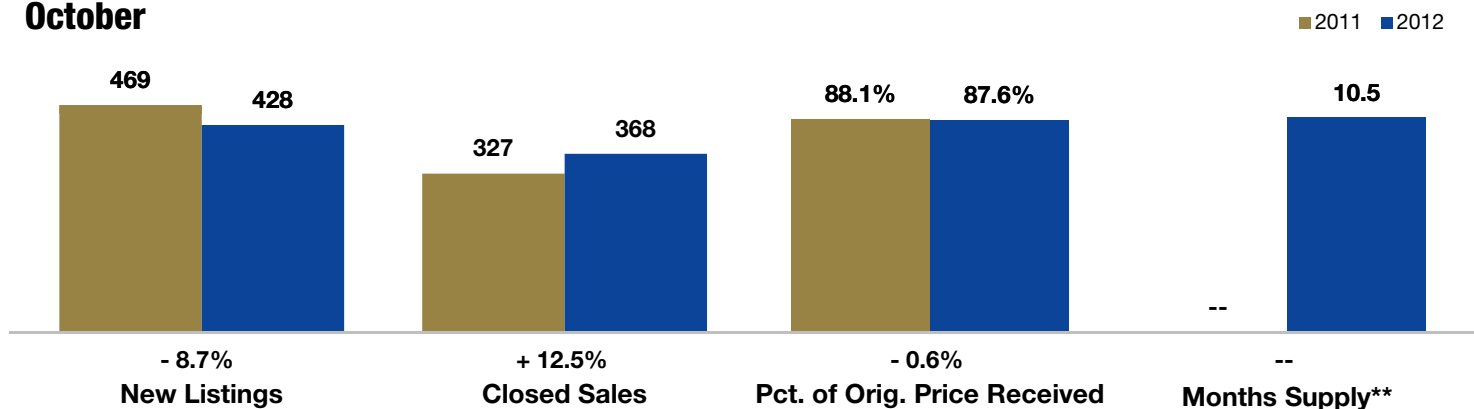


4 – West Central Region

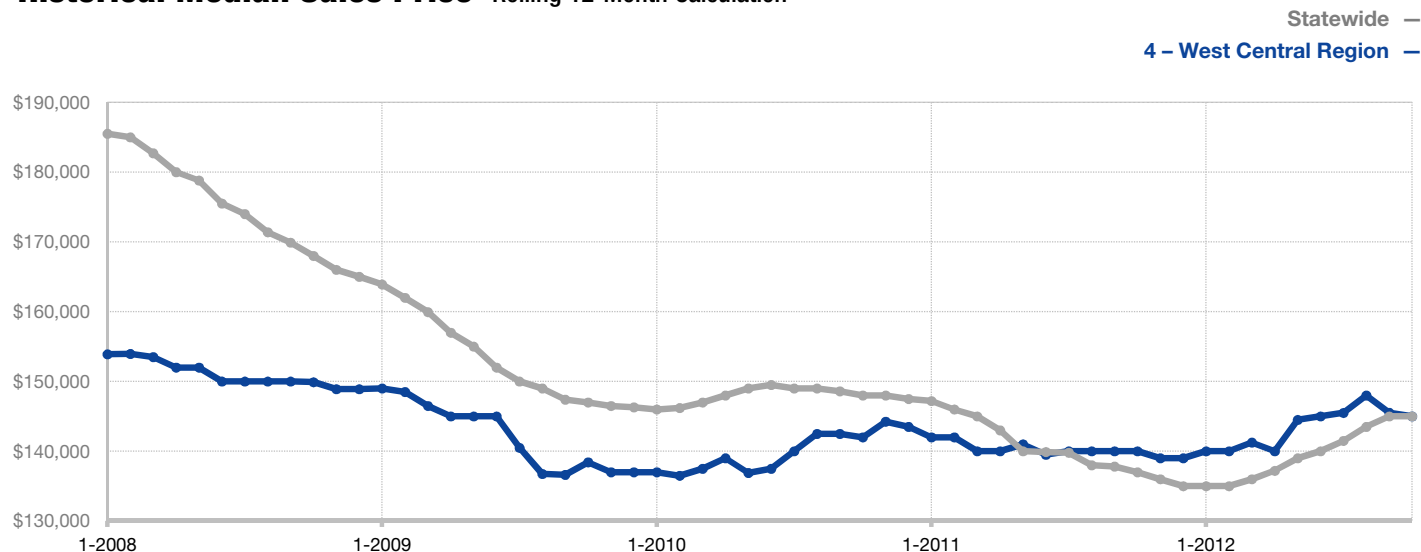
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	469	428	- 8.7%	6,975	6,587	- 5.6%
Closed Sales	327	368	+ 12.5%	2,887	3,405	+ 17.9%
Median Sales Price*	\$145,000	\$138,000	- 4.8%	\$140,000	\$148,000	+ 5.7%
Percent of Original List Price Received*	88.1%	87.6%	- 0.6%	88.4%	89.4%	+ 1.1%
Days on Market Until Sale	148	155	+ 4.7%	154	158	+ 2.6%
Months Supply of Inventory**	--	10.5	--	--	--	--

* 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.

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2012

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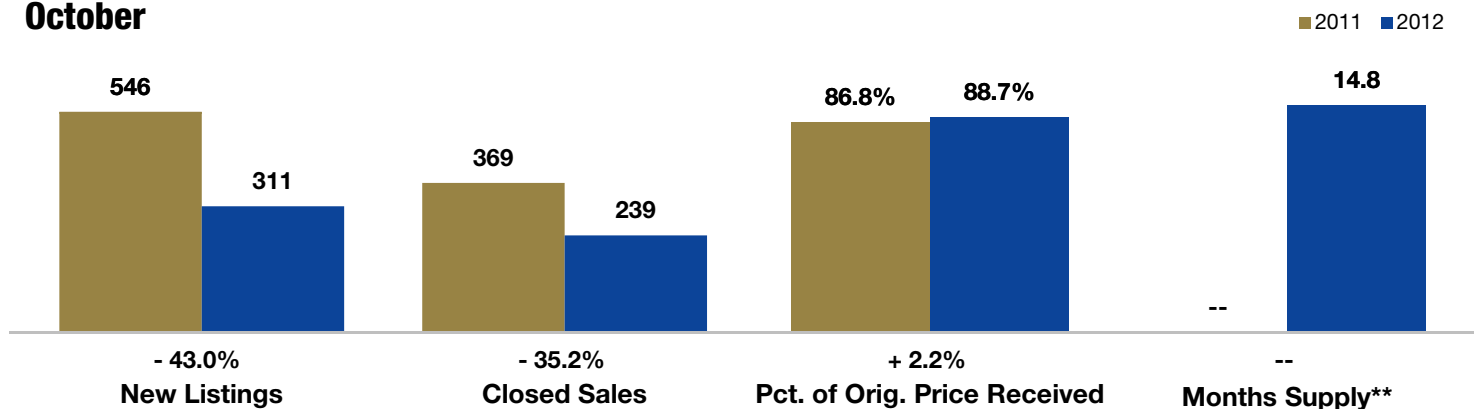


5 – North Central Region

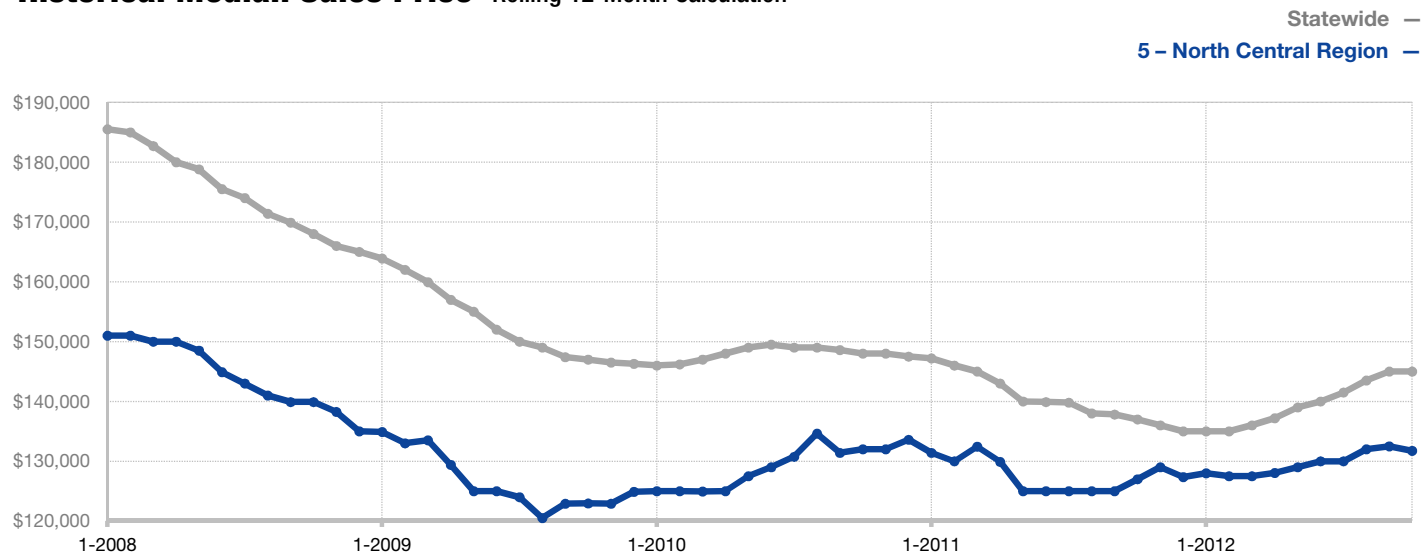
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	546	311	- 43.0%	7,684	5,573	- 27.5%
Closed Sales	369	239	- 35.2%	2,705	2,516	- 7.0%
Median Sales Price*	\$148,000	\$145,000	- 2.0%	\$127,000	\$132,475	+ 4.3%
Percent of Original List Price Received*	86.8%	88.7%	+ 2.2%	86.6%	88.7%	+ 2.4%
Days on Market Until Sale	164	127	- 22.6%	158	136	- 13.9%
Months Supply of Inventory**	--	14.8	--	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2012

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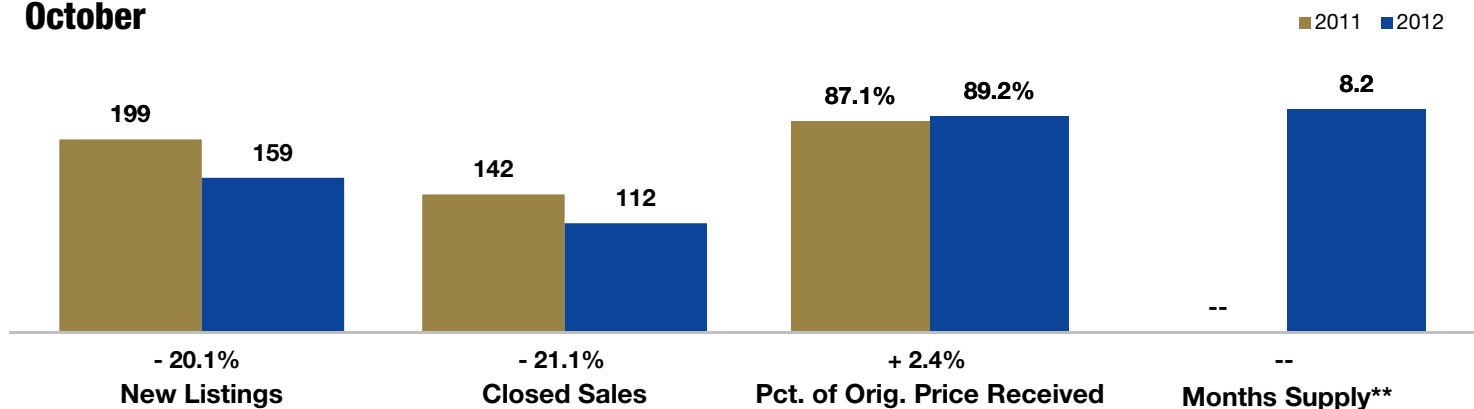


6E – Southwest Central Region

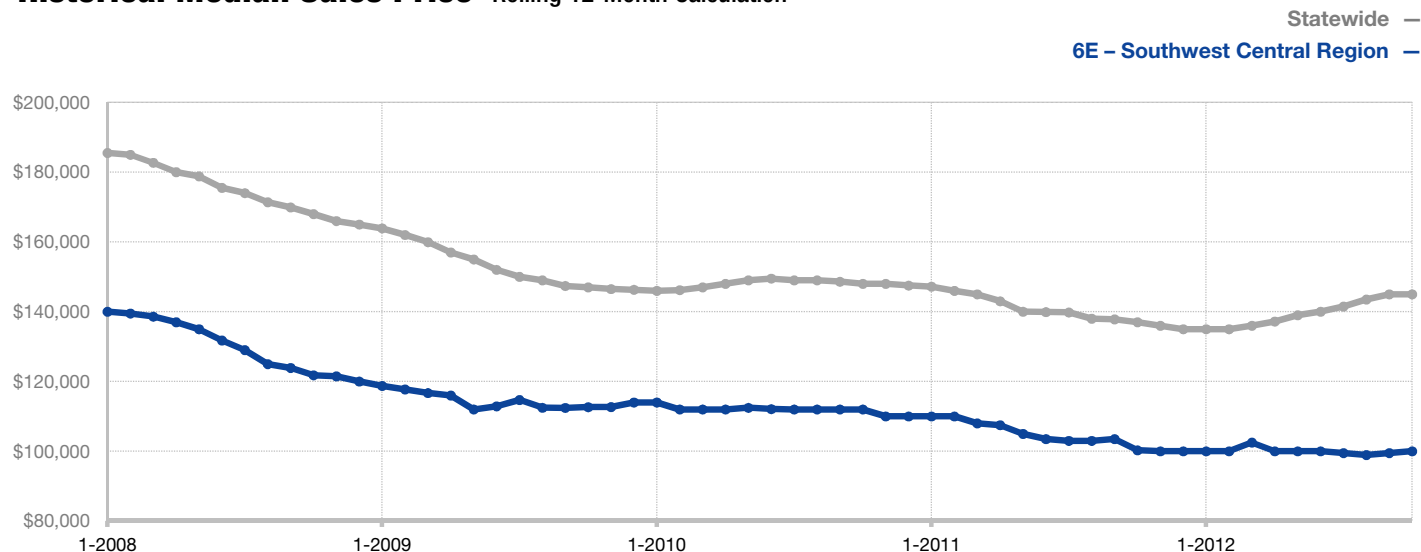
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	199	159	- 20.1%	2,420	2,028	- 16.2%
Closed Sales	142	112	- 21.1%	1,267	1,152	- 9.1%
Median Sales Price*	\$96,150	\$100,000	+ 4.0%	\$102,000	\$100,000	- 2.0%
Percent of Original List Price Received*	87.1%	89.2%	+ 2.4%	88.0%	89.4%	+ 1.6%
Days on Market Until Sale	116	118	+ 1.7%	137	127	- 7.3%
Months Supply of Inventory**	--	8.2	--	--	--	--

* 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.

October



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Local Market Update for October 2012

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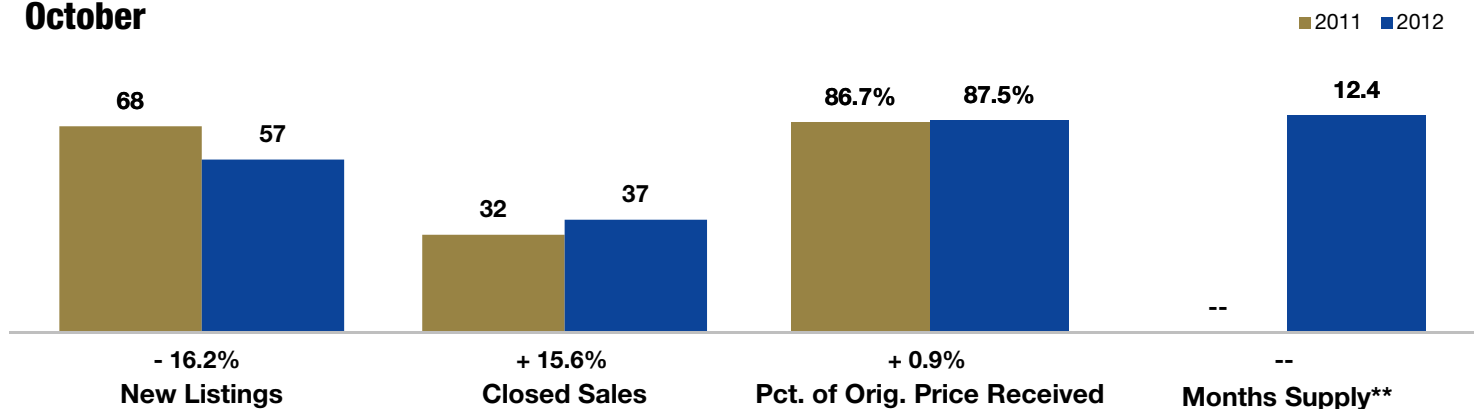


6W – Upper Minnesota Valley Region

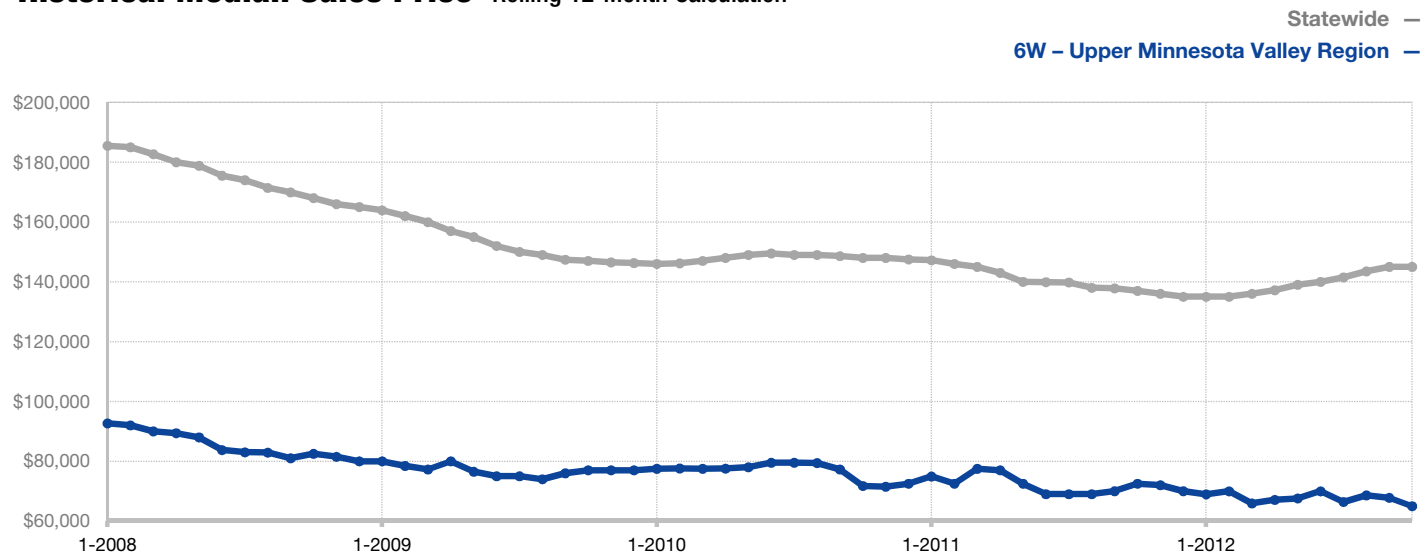
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	68	57	- 16.2%	733	617	- 15.8%
Closed Sales	32	37	+ 15.6%	371	316	- 14.8%
Median Sales Price*	\$85,501	\$66,000	- 22.8%	\$73,500	\$68,300	- 7.1%
Percent of Original List Price Received*	86.7%	87.5%	+ 0.9%	85.5%	86.6%	+ 1.3%
Days on Market Until Sale	155	218	+ 40.6%	150	190	+ 26.7%
Months Supply of Inventory**	--	12.4	--	--	--	--

* 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.

October



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Local Market Update for October 2012

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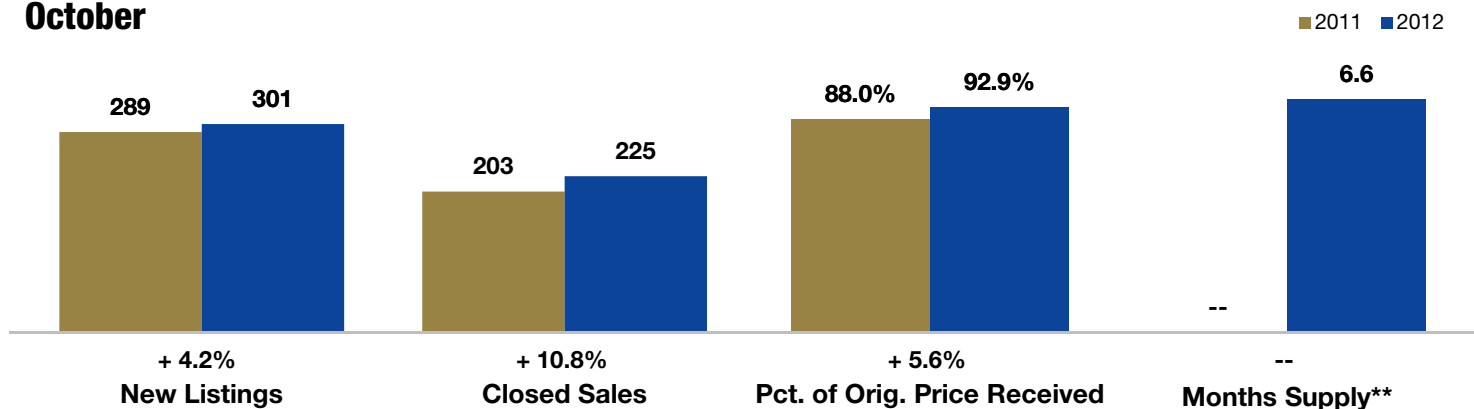


7E – East Central Region

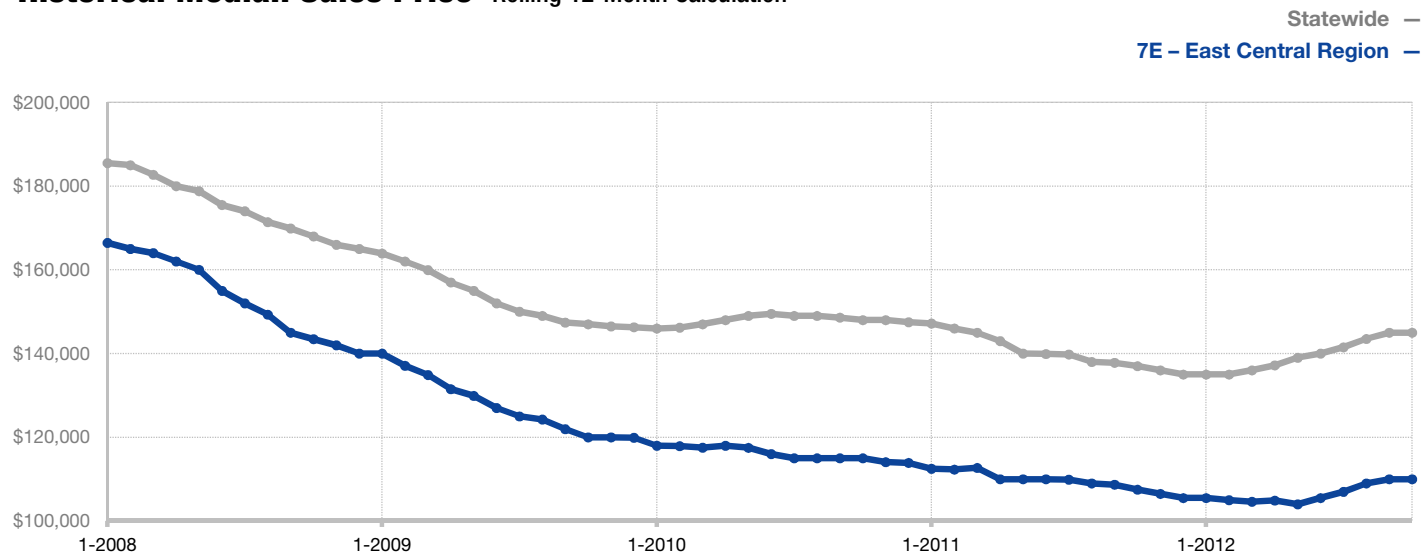
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	289	301	+ 4.2%	3,735	3,602	- 3.6%
Closed Sales	203	225	+ 10.8%	1,823	2,034	+ 11.6%
Median Sales Price*	\$107,000	\$114,900	+ 7.4%	\$105,500	\$110,000	+ 4.3%
Percent of Original List Price Received*	88.0%	92.9%	+ 5.6%	88.1%	91.1%	+ 3.4%
Days on Market Until Sale	103	78	- 24.3%	100	90	- 10.0%
Months Supply of Inventory**	--	6.6	--	--	--	--

* 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.

October



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Local Market Update for October 2012

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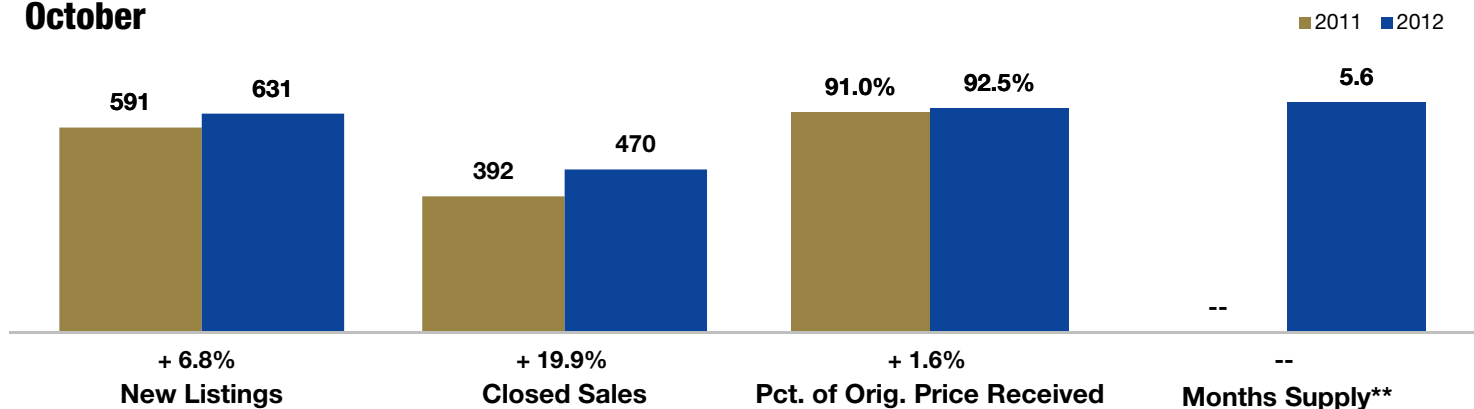


7W – Central Region

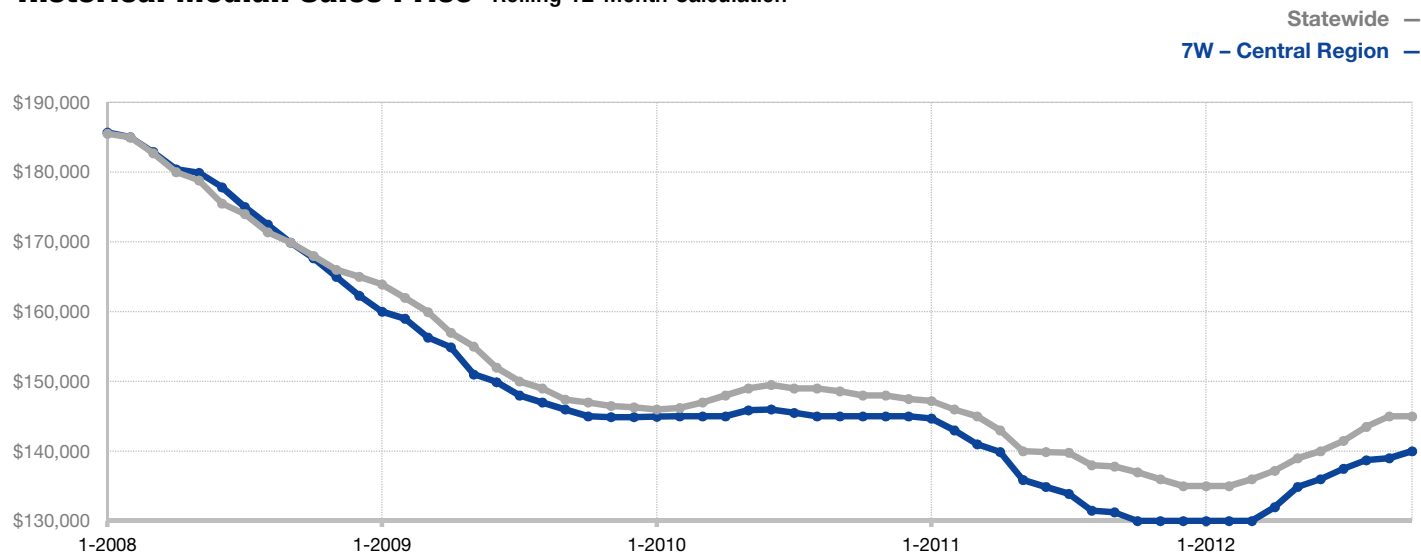
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	591	631	+ 6.8%	7,213	7,181	- 0.4%
Closed Sales	392	470	+ 19.9%	3,944	4,398	+ 11.5%
Median Sales Price*	\$130,000	\$149,000	+ 14.6%	\$130,000	\$140,000	+ 7.7%
Percent of Original List Price Received*	91.0%	92.5%	+ 1.6%	90.6%	93.1%	+ 2.8%
Days on Market Until Sale	97	83	- 14.4%	94	87	- 7.4%
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.

October



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Local Market Update for October 2012

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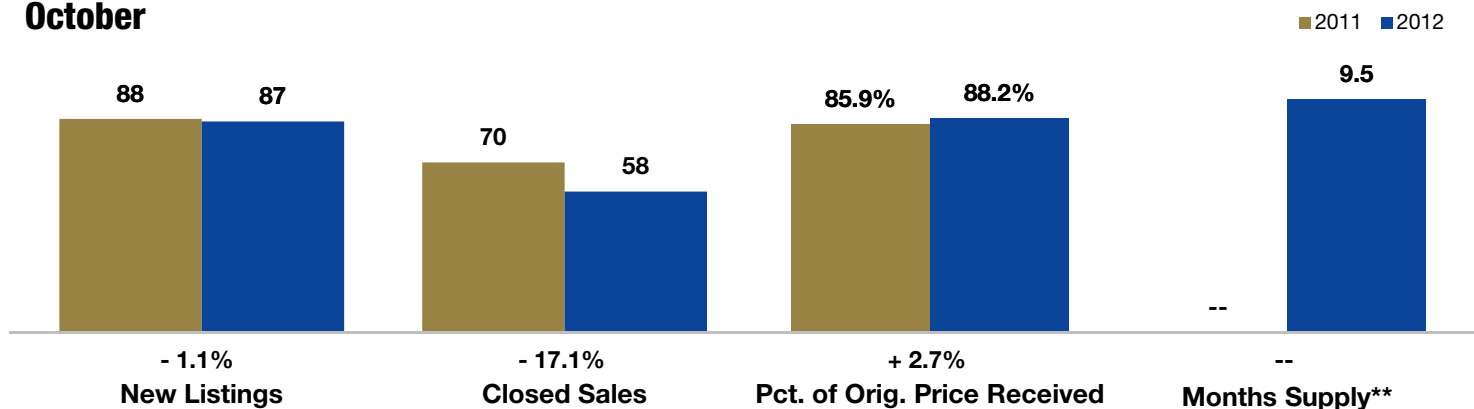


8 – Southwest Region

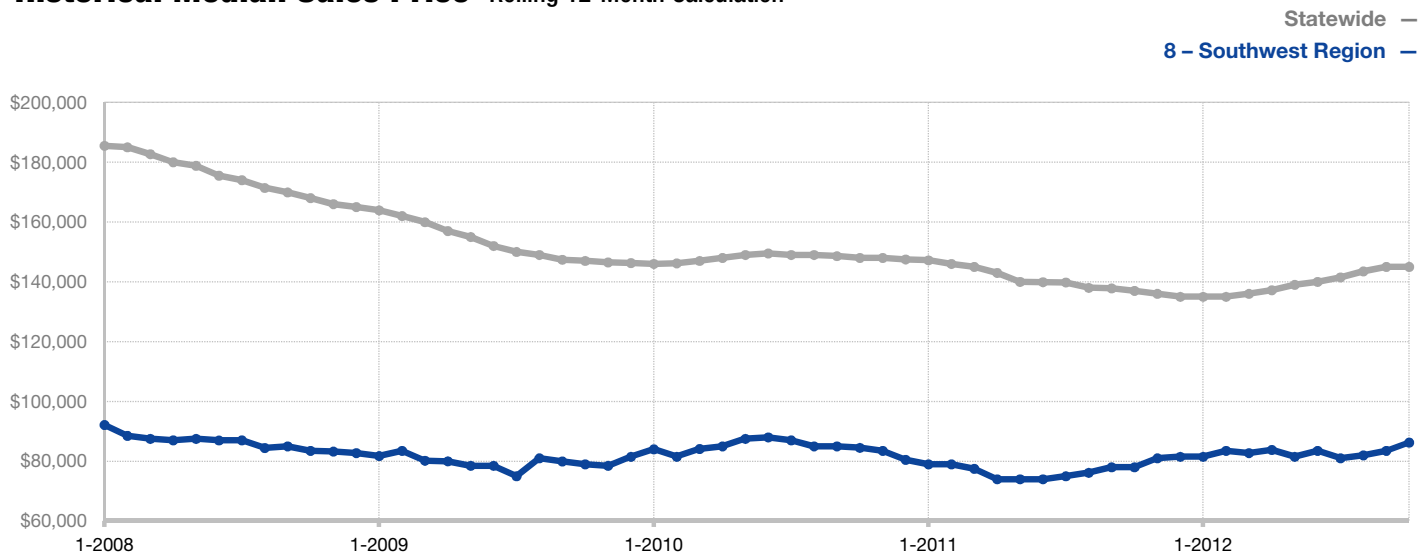
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	88	87	- 1.1%	1,027	975	- 5.1%
Closed Sales	70	58	- 17.1%	580	604	+ 4.1%
Median Sales Price*	\$81,000	\$107,000	+ 32.1%	\$80,000	\$85,000	+ 6.3%
Percent of Original List Price Received*	85.9%	88.2%	+ 2.7%	85.9%	86.2%	+ 0.3%
Days on Market Until Sale	165	169	+ 2.4%	178	200	+ 12.4%
Months Supply of Inventory**	--	9.5	--	--	--	--

* 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.

October



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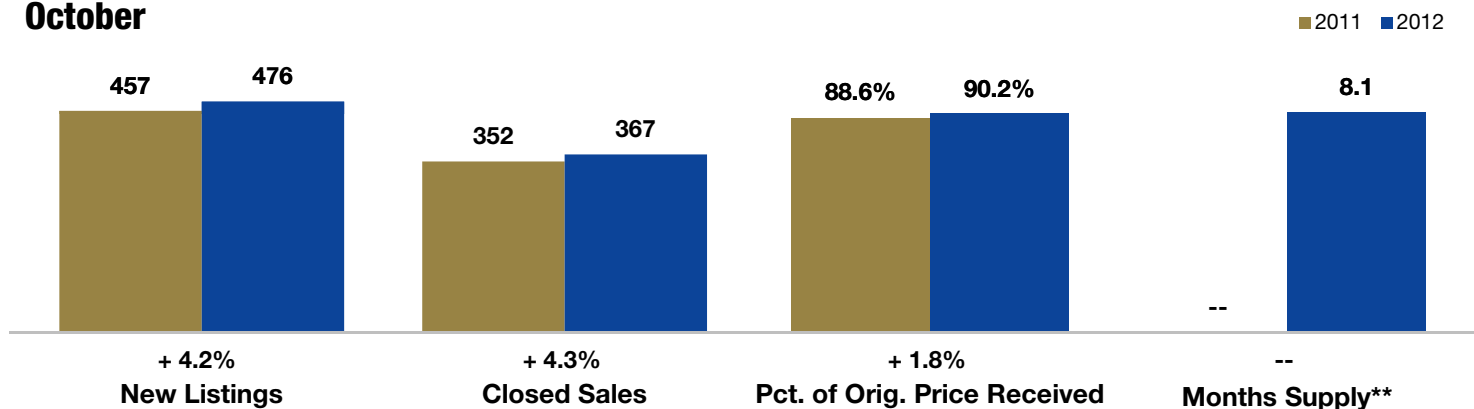


9 – South Central Region

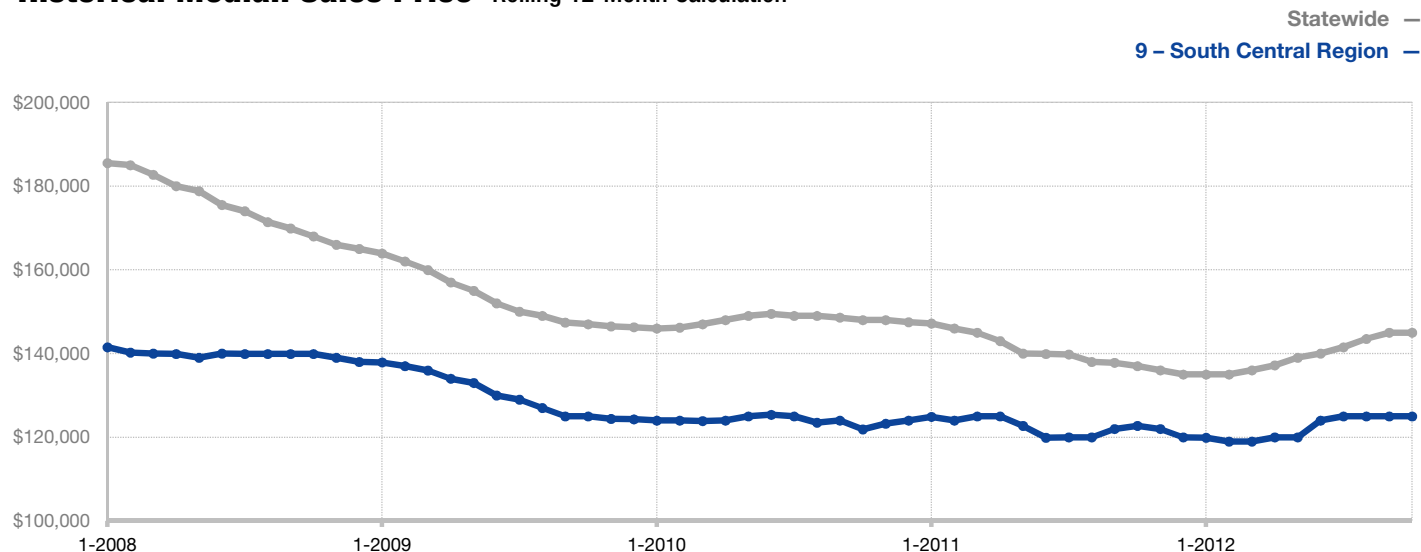
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	457	476	+ 4.2%	5,605	5,710	+ 1.9%
Closed Sales	352	367	+ 4.3%	3,306	3,386	+ 2.4%
Median Sales Price*	\$120,000	\$120,000	0.0%	\$122,000	\$126,500	+ 3.7%
Percent of Original List Price Received*	88.6%	90.2%	+ 1.8%	88.8%	90.6%	+ 2.0%
Days on Market Until Sale	158	135	- 14.6%	156	148	- 5.1%
Months Supply of Inventory**	--	8.1	--	--	--	--

* 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.

October



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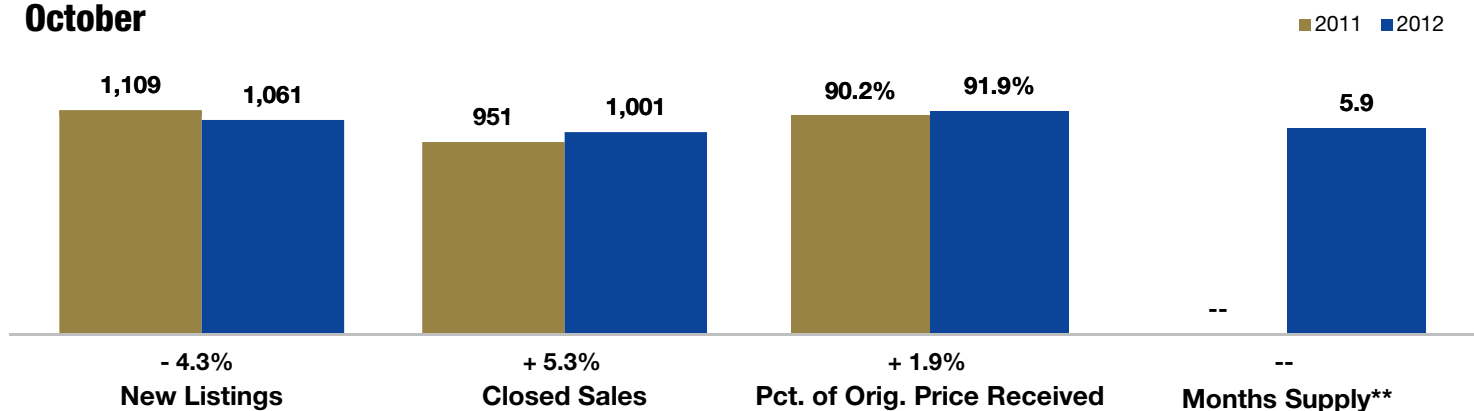


10 – Southeast Region

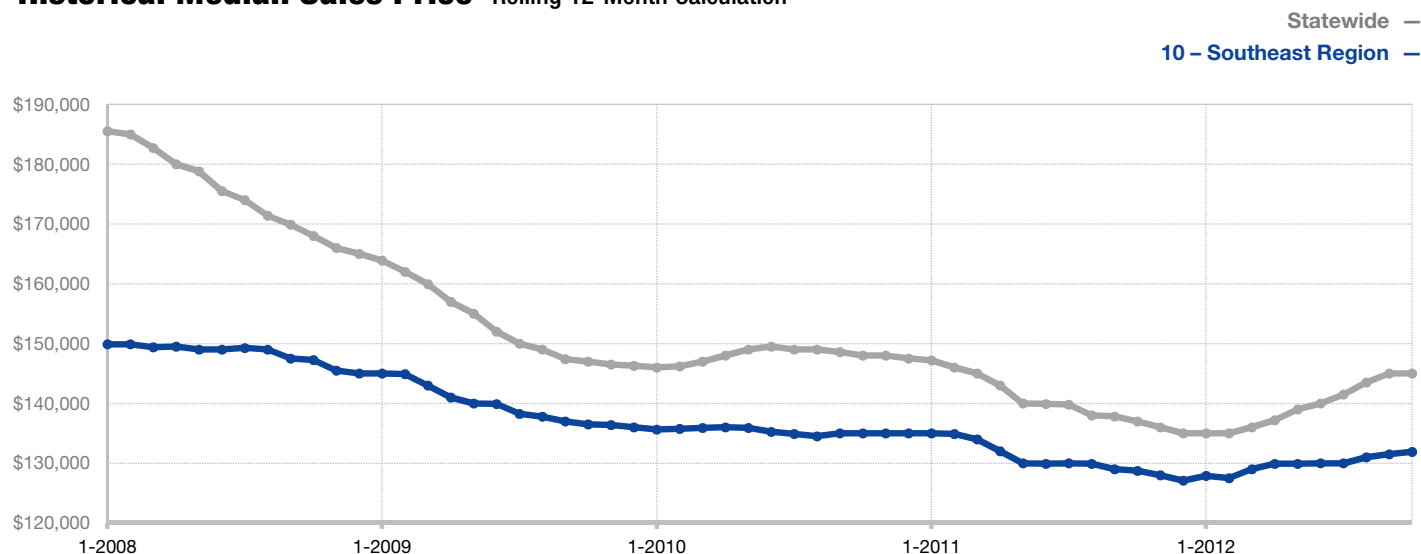
Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	1,109	1,061	- 4.3%	14,388	13,847	- 3.8%
Closed Sales	951	1,001	+ 5.3%	9,186	9,211	+ 0.3%
Median Sales Price*	\$128,750	\$129,950	+ 0.9%	\$129,000	\$135,000	+ 4.7%
Percent of Original List Price Received*	90.2%	91.9%	+ 1.9%	89.8%	91.7%	+ 2.1%
Days on Market Until Sale	141	127	- 9.9%	146	129	- 11.6%
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.

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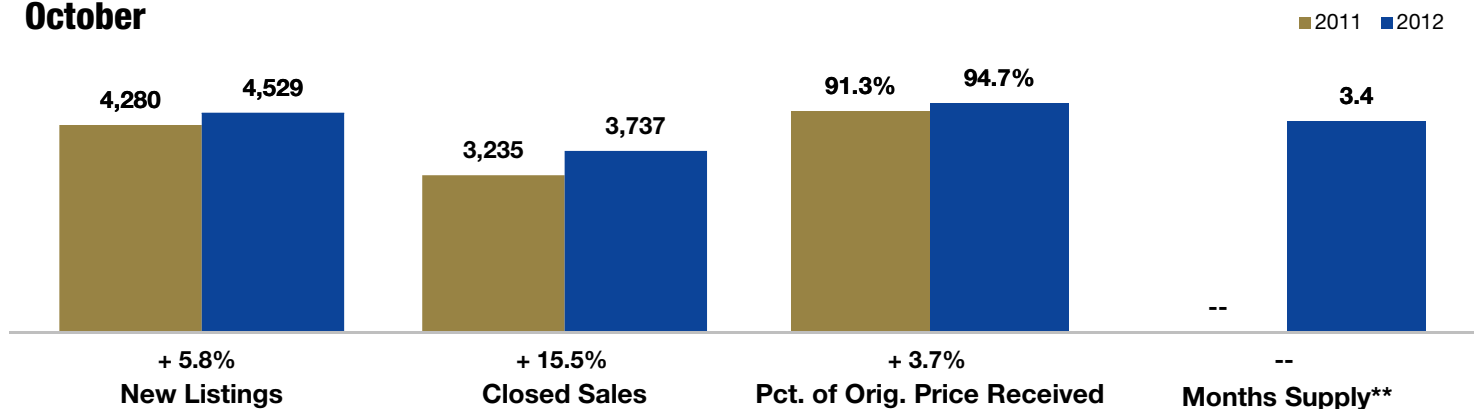


11 – 7-County Twin Cities Region

Key Metrics	October			Year to Date		
	2011	2012	Percent Change	Thru 10-2011	Thru 10-2012	Percent Change
New Listings	4,280	4,529	+ 5.8%	53,237	50,669	- 4.8%
Closed Sales	3,235	3,737	+ 15.5%	30,528	35,938	+ 17.7%
Median Sales Price*	\$156,000	\$179,900	+ 15.3%	\$155,000	\$171,500	+ 10.6%
Percent of Original List Price Received*	91.3%	94.7%	+ 3.7%	90.7%	94.1%	+ 3.7%
Days on Market Until Sale	80	64	- 20.0%	82	70	- 14.6%
Months Supply of Inventory**	--	3.4	--	--	--	--

* 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.

October



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