

# Local Market Update for November 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

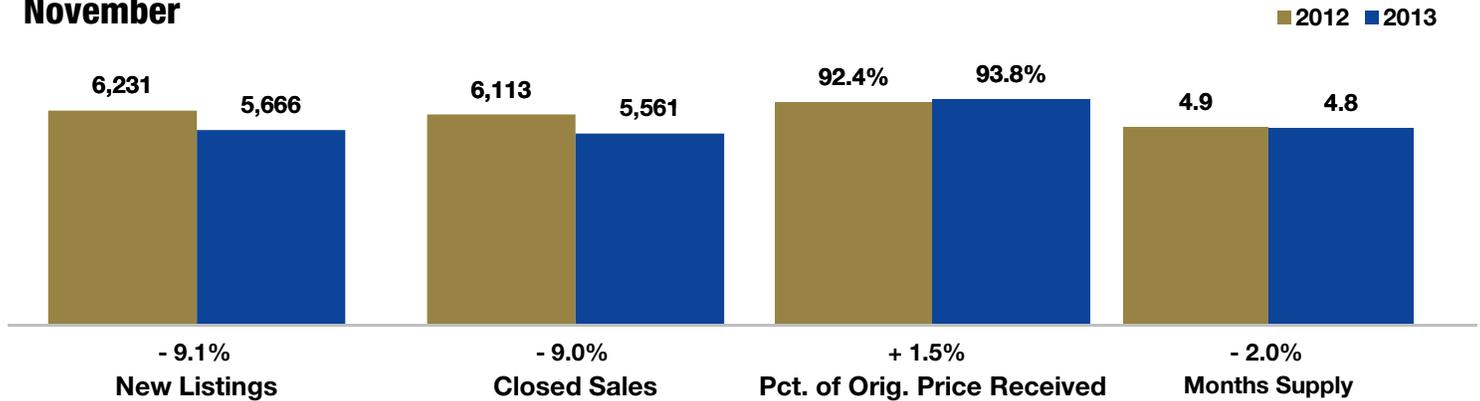


## Entire State

Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	6,231	<b>5,666</b>	- 9.1%	103,216	<b>107,922</b>	+ 4.6%
Closed Sales	6,113	<b>5,561</b>	- 9.0%	69,176	<b>72,566</b>	+ 4.9%
Median Sales Price*	\$154,925	<b>\$170,000</b>	+ 9.7%	\$150,100	<b>\$170,000</b>	+ 13.3%
Percent of Original List Price Received*	92.4%	<b>93.8%</b>	+ 1.5%	92.5%	<b>94.7%</b>	+ 2.4%
Days on Market Until Sale	91	<b>77</b>	- 15.4%	96	<b>78</b>	- 18.8%
Months Supply of Inventory	4.9	<b>4.8</b>	- 2.0%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation





# Monthly Indicators

## November 2013

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

**- 9.0%**      **+ 9.7%**      **- 9.1%**

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

Activity Overview	<a href="#">2</a>
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Average Sales Price	<a href="#">8</a>
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Months Supply of Inventory	<a href="#">12</a>

# Activity Overview

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



Key Metrics	Historical Sparkbars	11-2012	11-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		6,231	<b>5,666</b>	- 9.1%	103,216	<b>107,922</b>	+ 4.6%
<b>Pending Sales</b>		5,120	<b>4,573</b>	- 10.7%	70,827	<b>73,583</b>	+ 3.9%
<b>Closed Sales</b>		6,113	<b>5,561</b>	- 9.0%	69,176	<b>72,566</b>	+ 4.9%
<b>Days on Market</b>		91	<b>77</b>	- 15.4%	96	<b>78</b>	- 18.8%
<b>Median Sales Price</b>		\$154,925	<b>\$170,000</b>	+ 9.7%	\$150,100	<b>\$170,000</b>	+ 13.3%
<b>Average Sales Price</b>		\$191,941	<b>\$212,097</b>	+ 10.5%	\$187,515	<b>\$209,281</b>	+ 11.6%
<b>Pct. of Orig. Price Received</b>		92.4%	<b>93.8%</b>	+ 1.5%	92.5%	<b>94.7%</b>	+ 2.4%
<b>Affordability Index</b>		249	<b>227</b>	- 8.8%	256	<b>227</b>	- 11.3%
<b>Homes for Sale*</b>	Historical data not available at this time.	30,484	<b>31,364</b>	+ 2.9%	--	--	--
<b>Months Supply*</b>	Historical data not available at this time.	4.9	<b>4.8</b>	- 2.0%	--	--	--

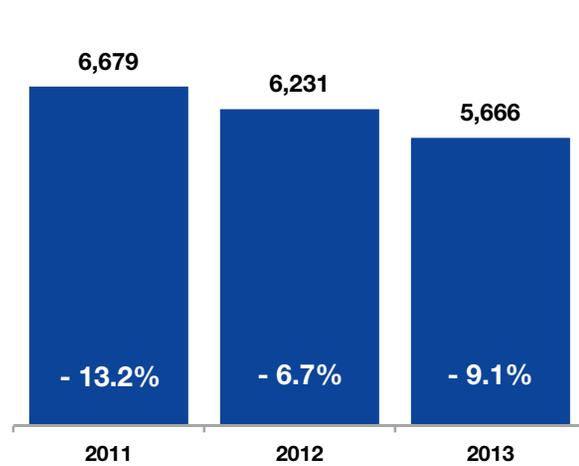
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

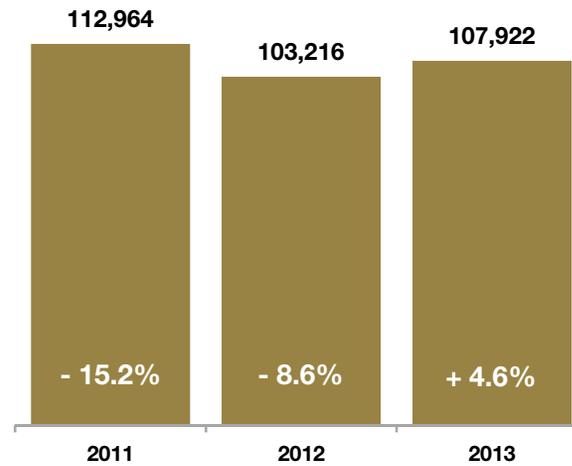
A count of the properties that have been newly listed on the market in a given month.



## November

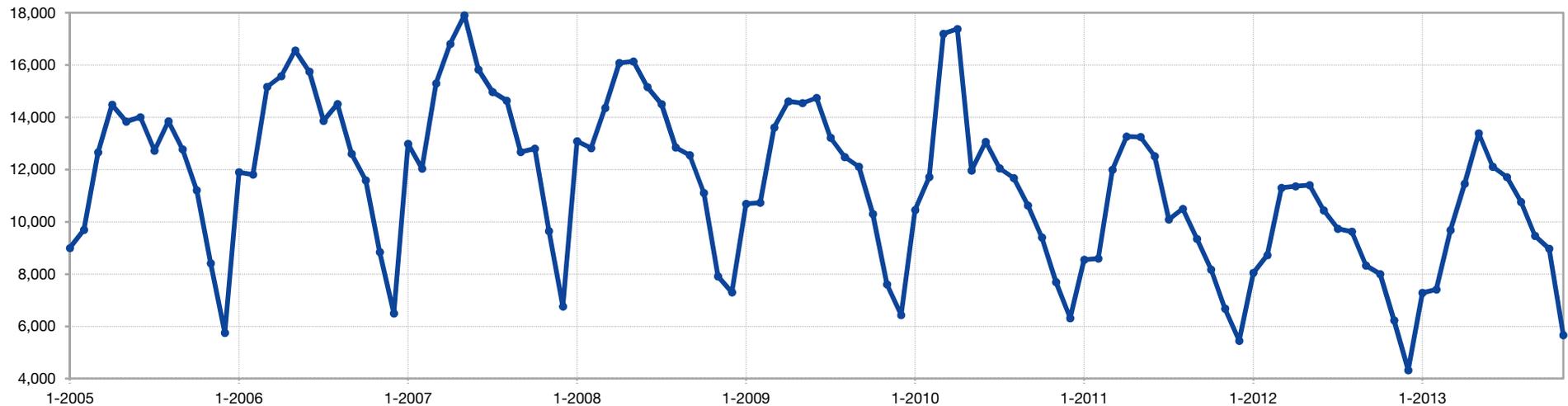


## Year to Date



	New Listings	Prior Year	Percent Change
December 2012	4,323	5,448	-20.6%
January 2013	7,285	8,050	-9.5%
February 2013	7,413	8,727	-15.1%
March 2013	9,687	11,302	-14.3%
April 2013	11,460	11,361	+0.9%
May 2013	13,390	11,406	+17.4%
June 2013	12,109	10,440	+16.0%
July 2013	11,712	9,738	+20.3%
August 2013	10,762	9,629	+11.8%
September 2013	9,464	8,329	+13.6%
October 2013	8,974	8,003	+12.1%
<b>November 2013</b>	<b>5,666</b>	<b>6,231</b>	<b>-9.1%</b>
12-Month Avg	9,354	9,055	+3.3%

## Historical New Listings by Month

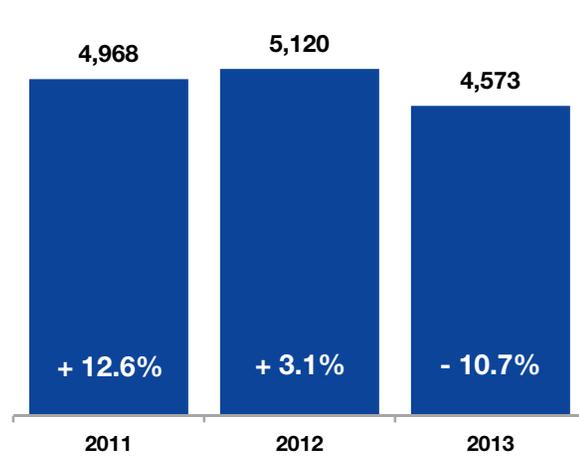


# Pending Sales

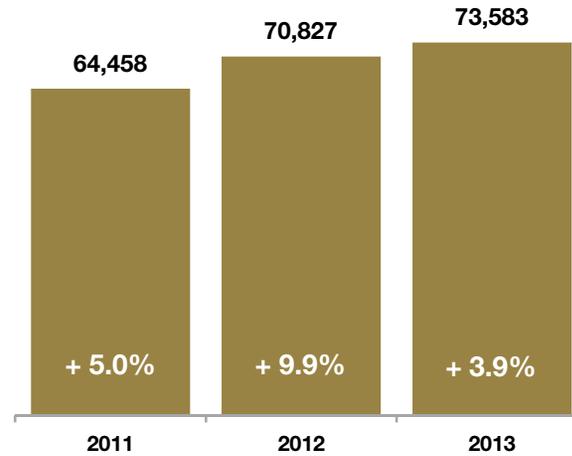
A count of the properties on which offers have been accepted in a given month.



## November

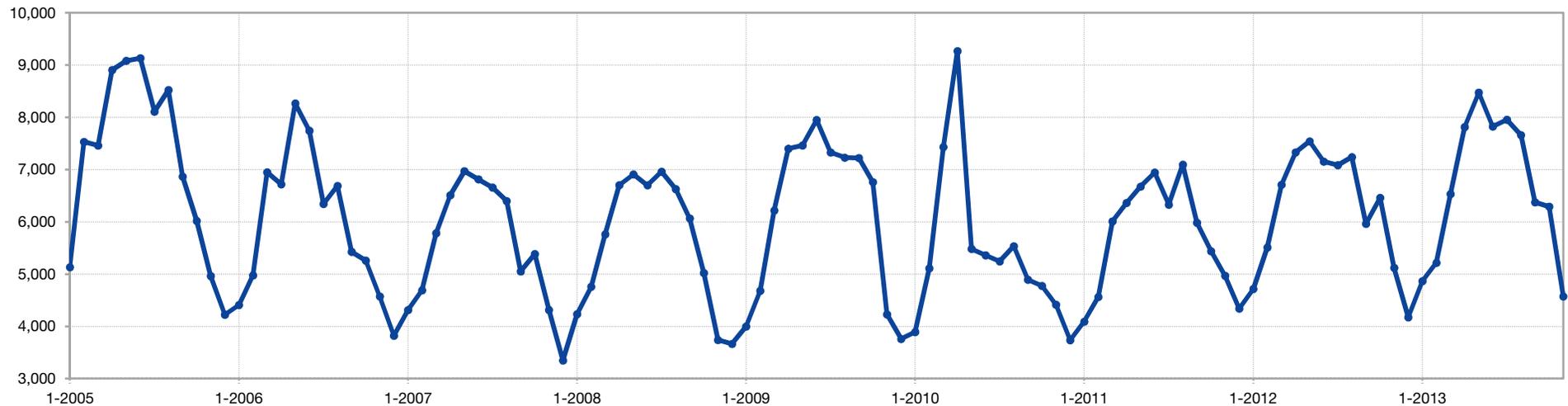


## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2012	4,174	4,341	-3.8%
January 2013	4,866	4,717	+3.2%
February 2013	5,217	5,511	-5.3%
March 2013	6,533	6,710	-2.6%
April 2013	7,814	7,329	+6.6%
May 2013	8,474	7,540	+12.4%
June 2013	7,825	7,153	+9.4%
July 2013	7,955	7,085	+12.3%
August 2013	7,660	7,239	+5.8%
September 2013	6,374	5,963	+6.9%
October 2013	6,292	6,460	-2.6%
<b>November 2013</b>	<b>4,573</b>	<b>5,120</b>	<b>-10.7%</b>
12-Month Avg	6,480	6,264	+3.4%

## Historical Pending Sales by Month

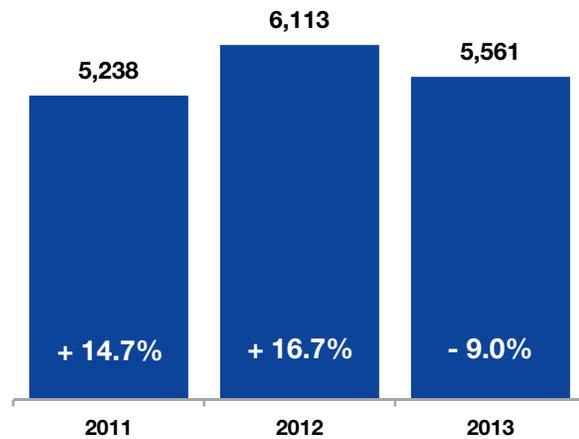


# Closed Sales

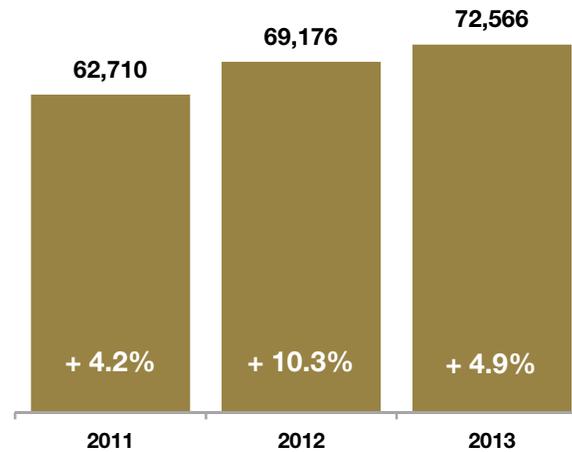
A count of the actual sales that closed in a given month.



## November

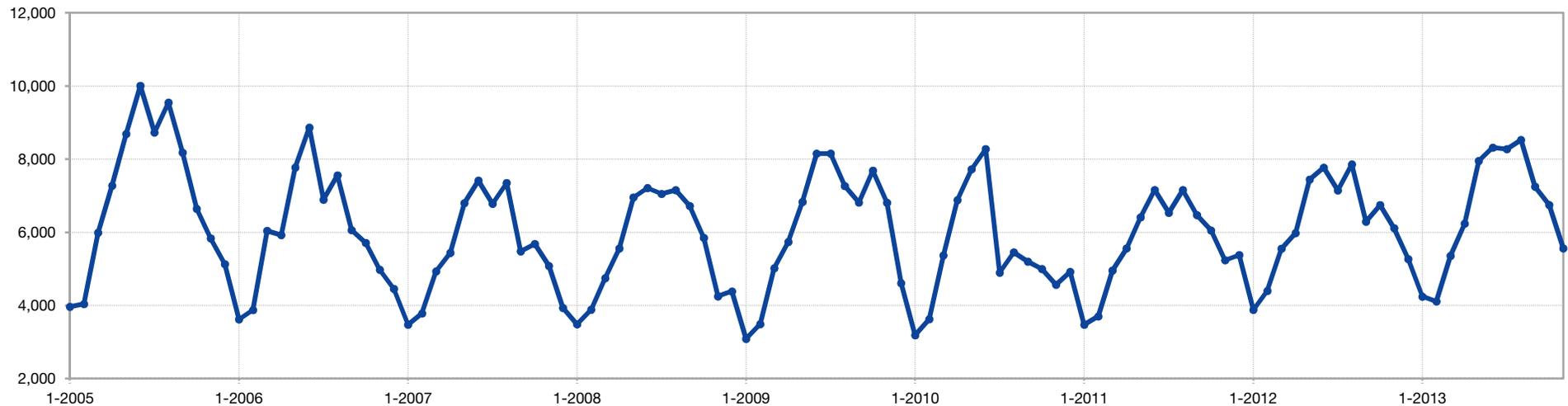


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2012	5,268	5,379	-2.1%
January 2013	4,241	3,881	+9.3%
February 2013	4,111	4,399	-6.5%
March 2013	5,357	5,553	-3.5%
April 2013	6,237	5,979	+4.3%
May 2013	7,951	7,443	+6.8%
June 2013	8,314	7,768	+7.0%
July 2013	8,273	7,146	+15.8%
August 2013	8,525	7,857	+8.5%
September 2013	7,248	6,291	+15.2%
October 2013	6,748	6,746	+0.0%
<b>November 2013</b>	<b>5,561</b>	<b>6,113</b>	<b>-9.0%</b>
12-Month Avg	6,486	6,213	+4.4%

## Historical Closed Sales by Month

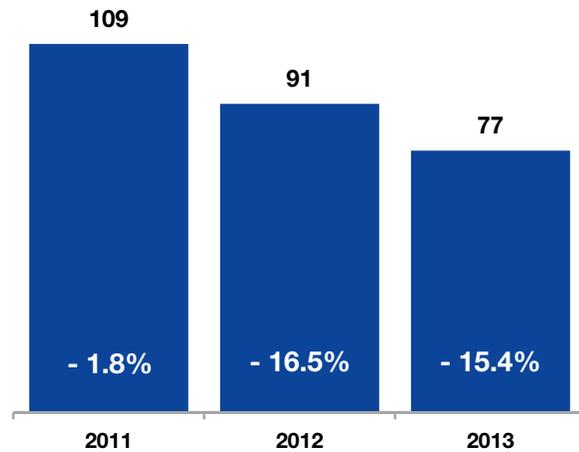


# Days on Market Until Sale

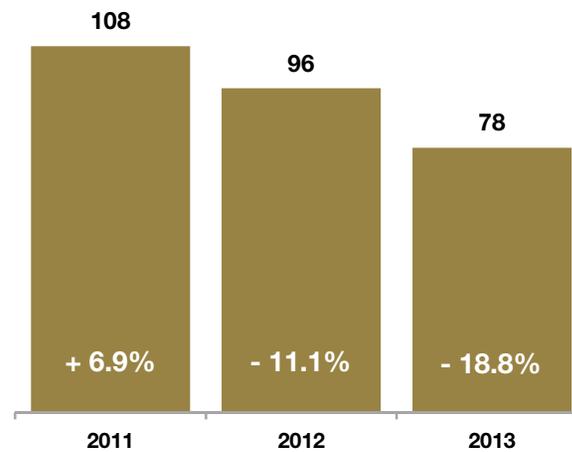
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

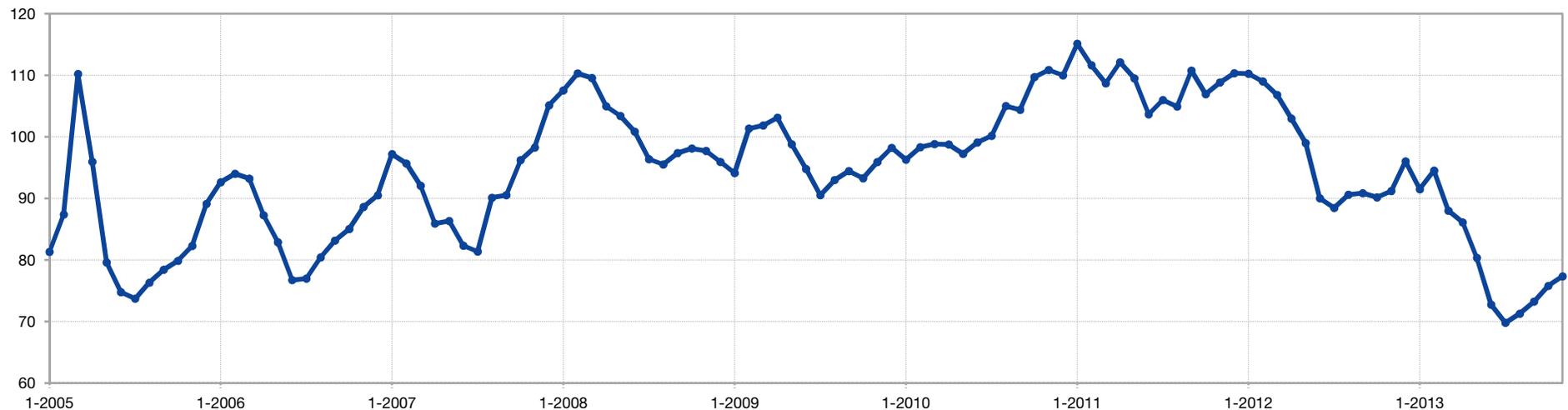


## Year to Date



Days on Market	Prior Year	Percent Change
December 2012	110	-12.7%
January 2013	110	-16.4%
February 2013	109	-12.8%
March 2013	107	-17.8%
April 2013	103	-16.5%
May 2013	99	-19.2%
June 2013	90	-18.9%
July 2013	88	-20.5%
August 2013	91	-22.0%
September 2013	91	-19.8%
October 2013	90	-15.6%
<b>November 2013</b>	<b>91</b>	<b>-15.4%</b>
12-Month Avg	81	-17.3%

## Historical Days on Market Until Sale by Month

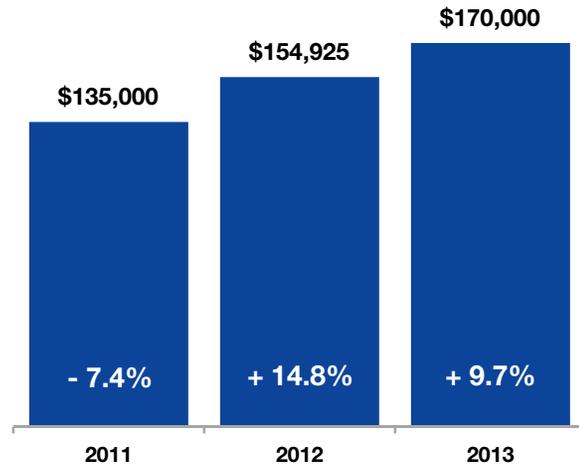


# Median Sales Price

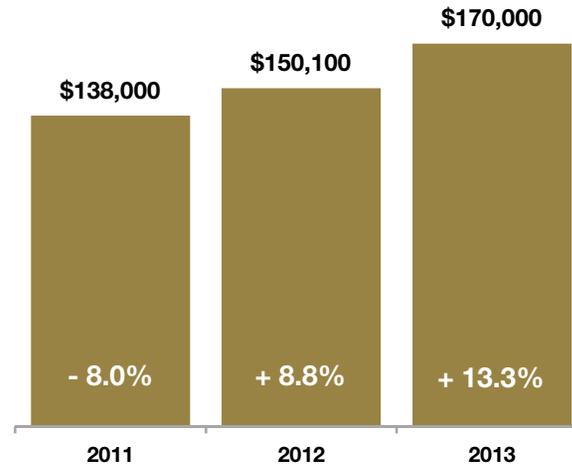
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November

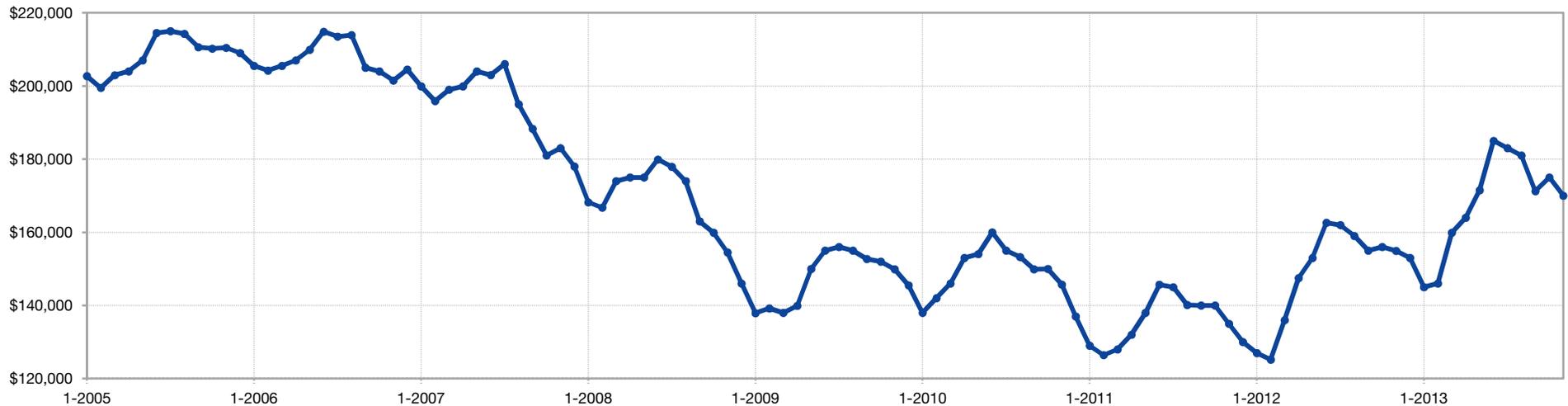


## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2012	\$153,000	\$130,000	+17.7%
January 2013	\$145,000	\$127,000	+14.2%
February 2013	\$146,000	\$125,199	+16.6%
March 2013	\$159,900	\$136,000	+17.6%
April 2013	\$164,000	\$147,500	+11.2%
May 2013	\$171,500	\$153,000	+12.1%
June 2013	\$185,000	\$162,621	+13.8%
July 2013	\$183,000	\$162,000	+13.0%
August 2013	\$181,000	\$159,000	+13.8%
September 2013	\$171,250	\$155,000	+10.5%
October 2013	\$175,000	\$156,000	+12.2%
<b>November 2013</b>	<b>\$170,000</b>	<b>\$154,925</b>	<b>+9.7%</b>
12-Month Avg	\$167,054	\$147,354	+13.4%

## Historical Median Sales Price by Month

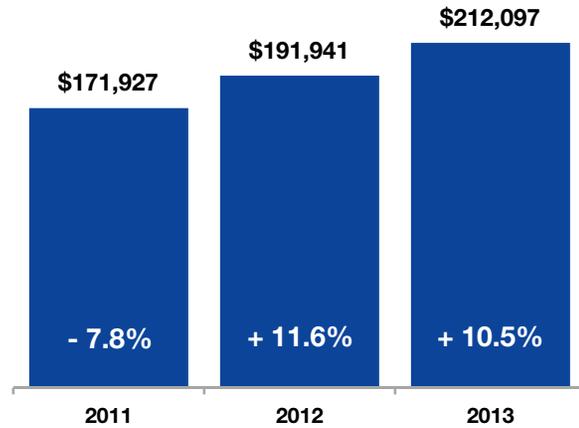


# Average Sales Price

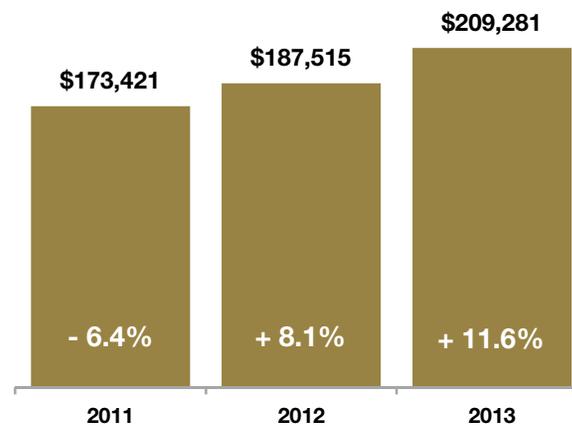
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Average Sales Price	Prior Year	Percent Change
December 2012	\$193,331	\$164,010	+17.9%
January 2013	\$177,677	\$162,999	+9.0%
February 2013	\$182,202	\$162,124	+12.4%
March 2013	\$192,153	\$172,028	+11.7%
April 2013	\$199,042	\$180,400	+10.3%
May 2013	\$209,482	\$186,866	+12.1%
June 2013	\$222,077	\$199,051	+11.6%
July 2013	\$221,813	\$198,430	+11.8%
August 2013	\$225,306	\$195,967	+15.0%
September 2013	\$209,995	\$191,303	+9.8%
October 2013	\$213,888	\$195,622	+9.3%
<b>November 2013</b>	<b>\$212,097</b>	<b>\$191,941</b>	<b>+10.5%</b>
12-Month Avg	\$204,922	\$183,395	+11.7%

## Historical Average Sales Price by Month

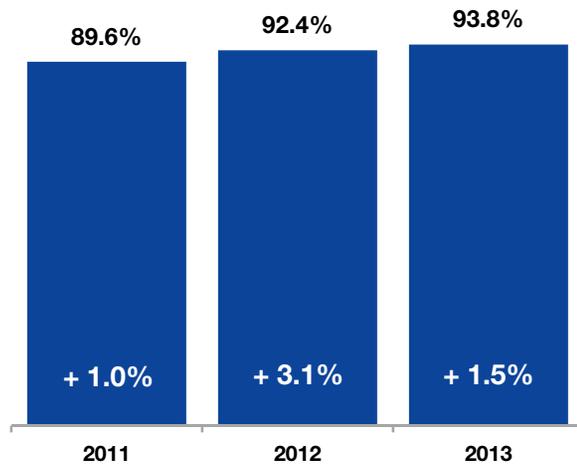


# Percent of Original List Price Received

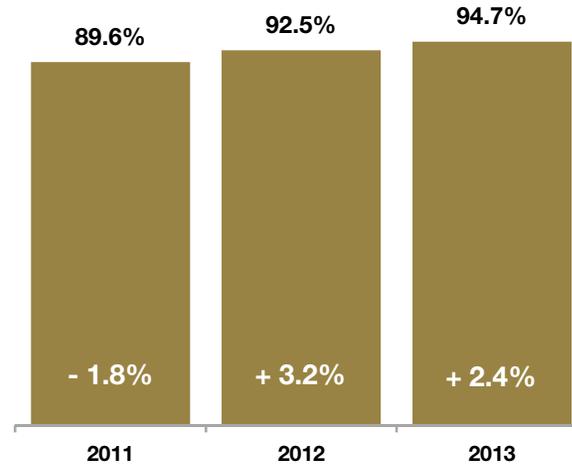


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November

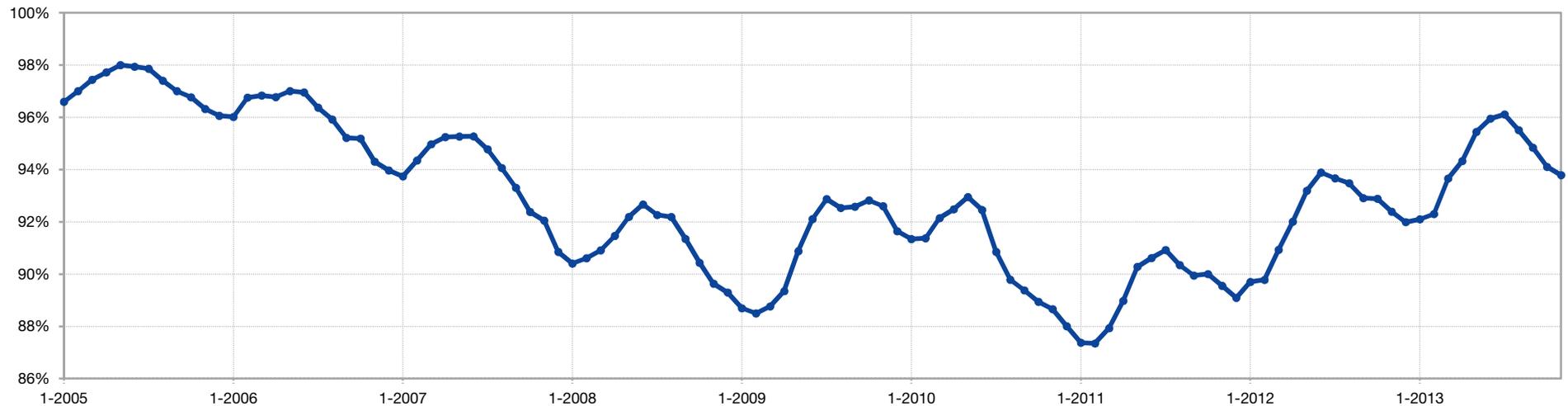


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2012	92.0%	89.1%	+3.3%
January 2013	92.1%	89.7%	+2.7%
February 2013	92.3%	89.8%	+2.8%
March 2013	93.7%	90.9%	+3.1%
April 2013	94.3%	92.0%	+2.5%
May 2013	95.4%	93.2%	+2.4%
June 2013	96.0%	93.9%	+2.2%
July 2013	96.1%	93.7%	+2.6%
August 2013	95.5%	93.5%	+2.1%
September 2013	94.8%	92.9%	+2.0%
October 2013	94.1%	92.9%	+1.3%
<b>November 2013</b>	<b>93.8%</b>	<b>92.4%</b>	<b>+1.5%</b>
12-Month Avg	94.2%	92.0%	+2.4%

## Historical Percent of Original List Price Received by Month

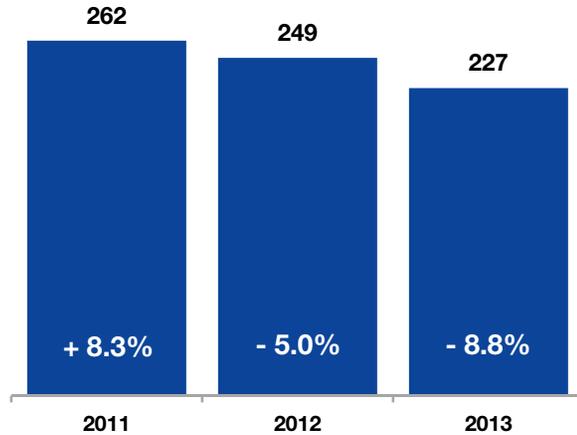


# Housing Affordability Index

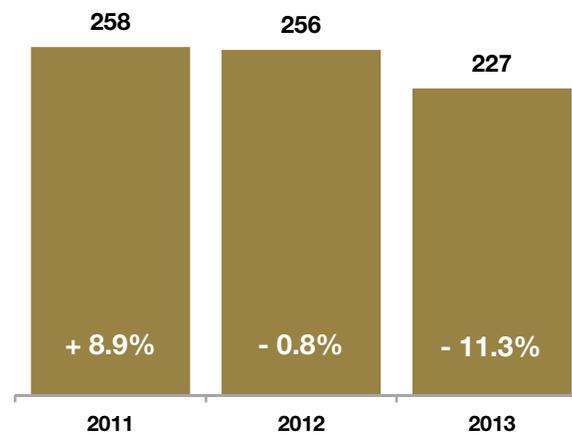


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November

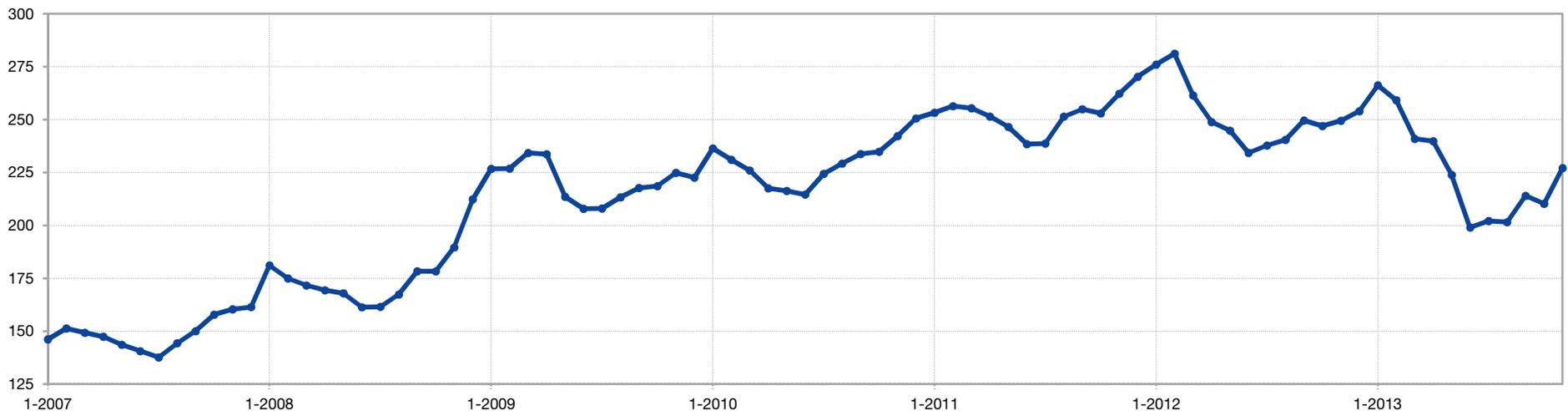


## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2012	254	270	-5.9%
January 2013	266	276	-3.6%
February 2013	259	281	-7.8%
March 2013	241	261	-7.7%
April 2013	240	249	-3.6%
May 2013	224	245	-8.6%
June 2013	199	234	-15.0%
July 2013	202	238	-15.1%
August 2013	202	240	-15.8%
September 2013	214	250	-14.4%
October 2013	210	247	-15.0%
<b>November 2013</b>	<b>227</b>	<b>249</b>	<b>-8.8%</b>
12-Month Avg	228	253	-9.9%

## Historical Housing Affordability Index by Month

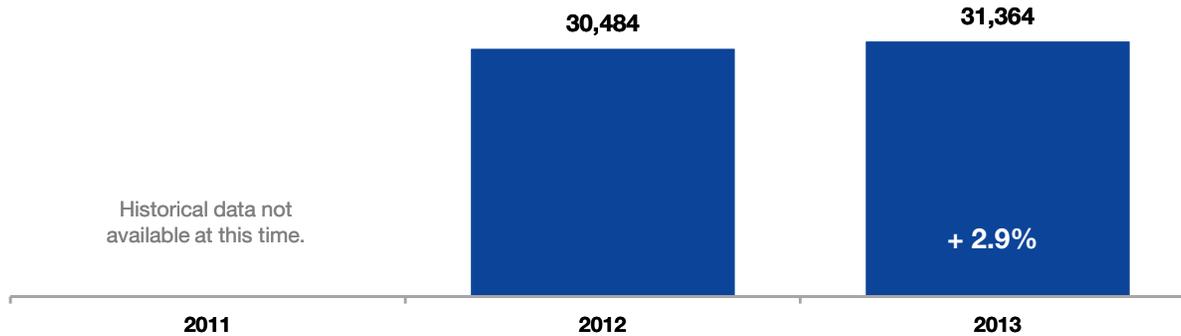


# Inventory of Homes for Sale

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

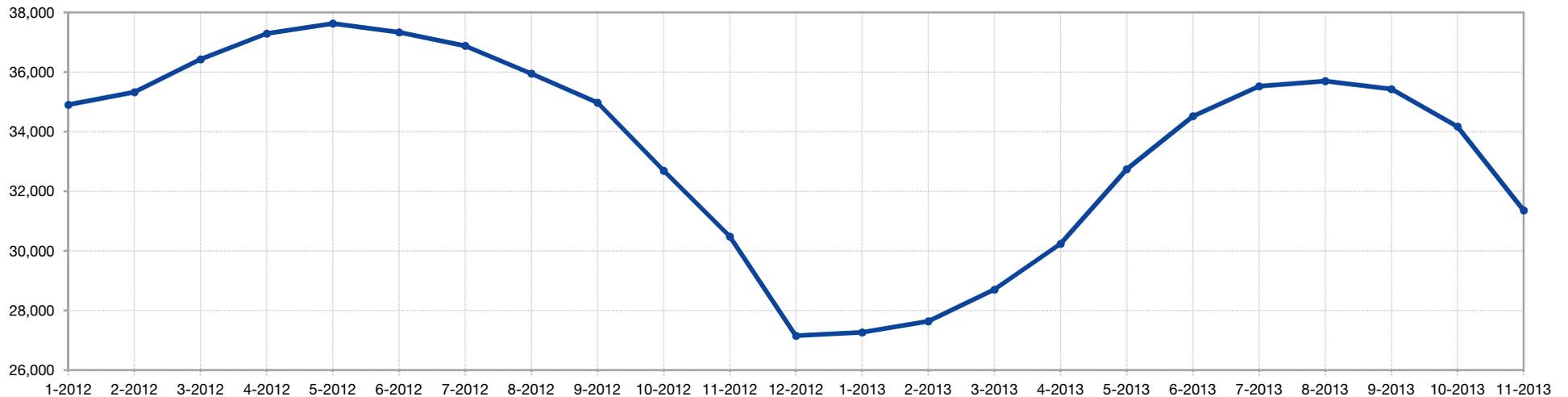


## November



Homes for Sale		Prior Year	Percent Change
December 2012	27,155	35,389	-23.3%
January 2013	27,268	34,905	-21.9%
February 2013	27,642	35,328	-21.8%
March 2013	28,706	36,430	-21.2%
April 2013	30,244	37,292	-18.9%
May 2013	32,746	37,630	-13.0%
June 2013	34,523	37,335	-7.5%
July 2013	35,525	36,885	-3.7%
August 2013	35,701	35,954	-0.7%
September 2013	35,430	34,975	+1.3%
October 2013	34,177	32,692	+4.5%
<b>November 2013</b>	<b>31,364</b>	<b>30,484</b>	<b>+2.9%</b>

## Historical Inventory of Homes for Sale by Month



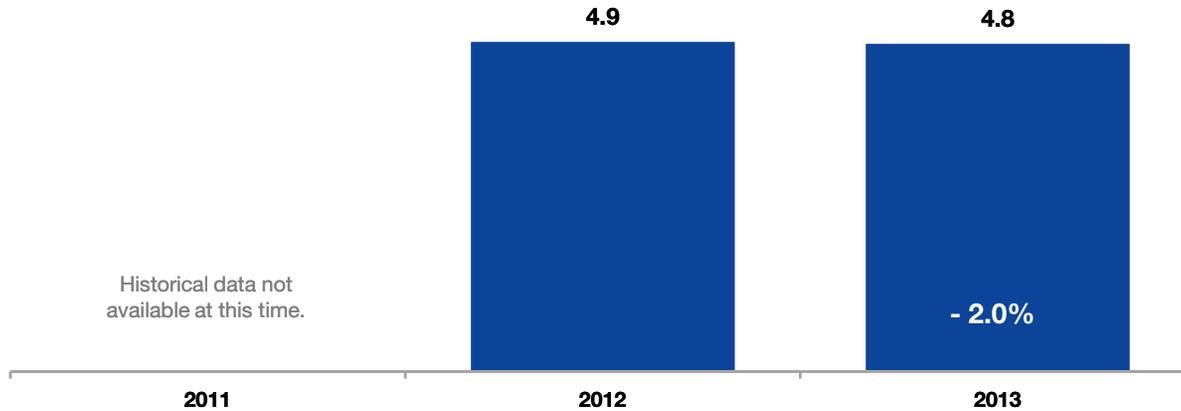
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

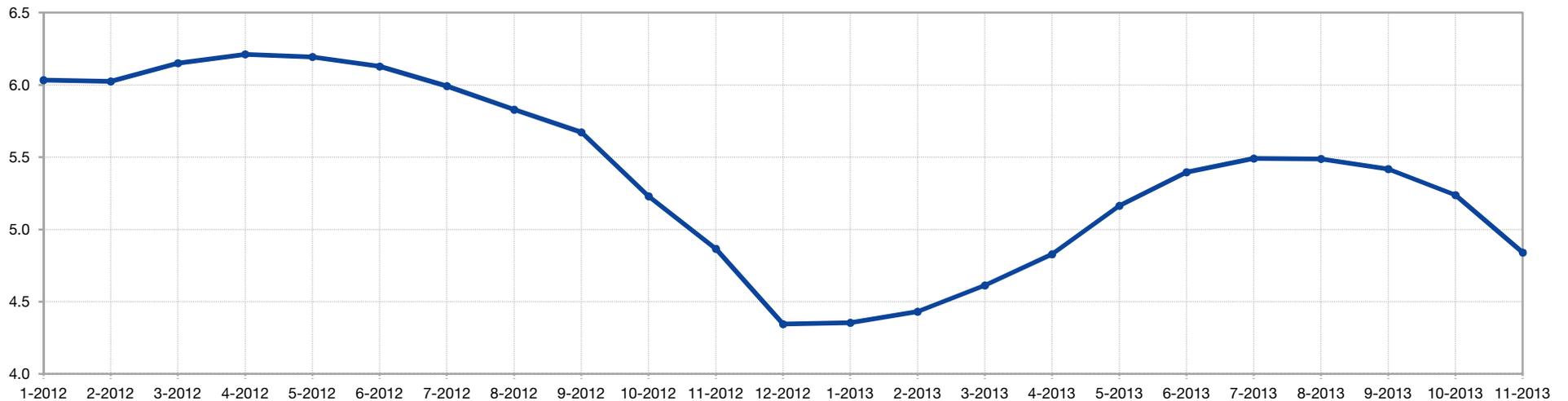


## November



Months Supply		Prior Year	Percent Change
December 2012	4.3	6.2	-30.6%
January 2013	4.4	6.0	-26.7%
February 2013	4.4	6.0	-26.7%
March 2013	4.6	6.2	-25.8%
April 2013	4.8	6.2	-22.6%
May 2013	5.2	6.2	-16.1%
June 2013	5.4	6.1	-11.5%
July 2013	5.5	6.0	-8.3%
August 2013	5.5	5.8	-5.2%
September 2013	5.4	5.7	-5.3%
October 2013	5.2	5.2	0.0%
<b>November 2013</b>	<b>4.8</b>	<b>4.9</b>	<b>-2.0%</b>

## Historical Months Supply of Inventory by Month



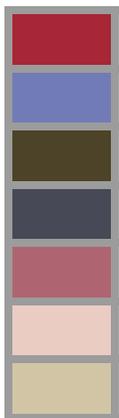
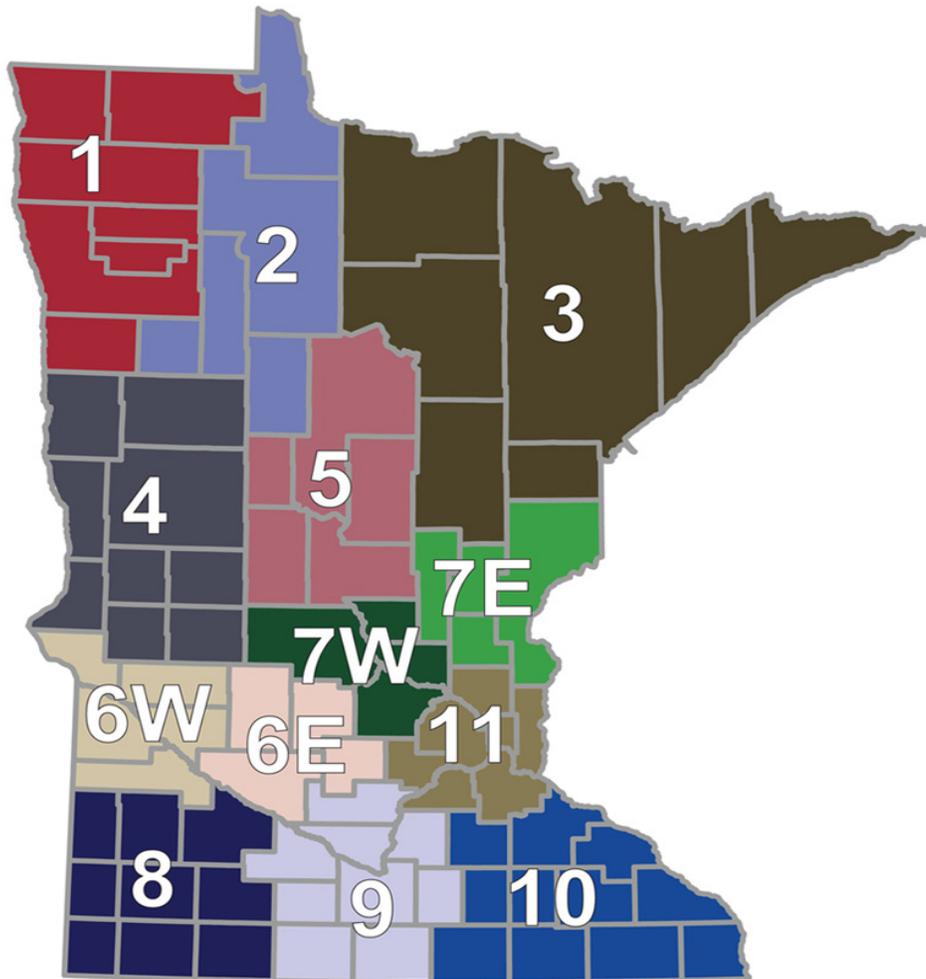
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.

# Local Market Updates for November 2013

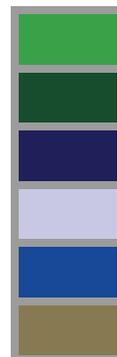
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## Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

# Local Market Update for November 2013

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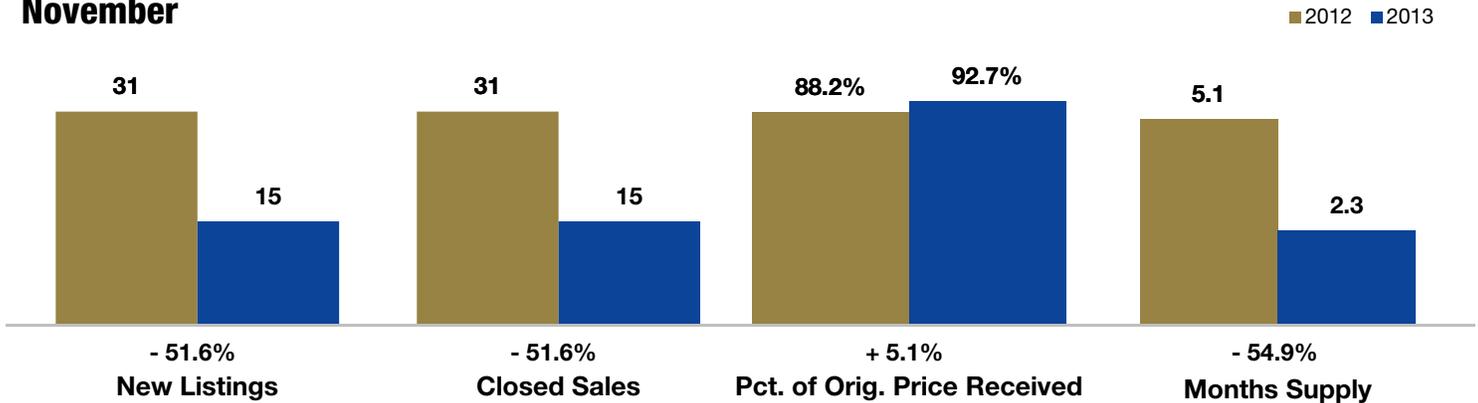


## 1 – Northwest Region

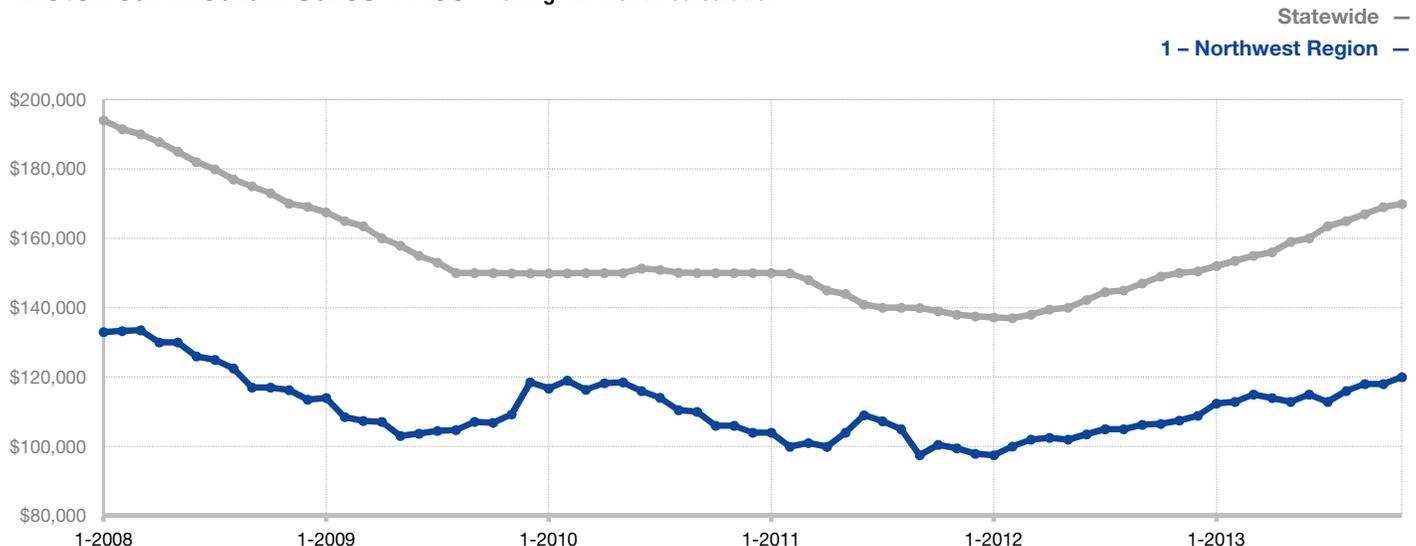
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	31	15	- 51.6%	458	334	- 27.1%
Closed Sales	31	15	- 51.6%	308	280	- 9.1%
Median Sales Price*	\$111,500	\$144,900	+ 30.0%	\$111,000	\$126,250	+ 13.7%
Percent of Original List Price Received*	88.2%	92.7%	+ 5.1%	87.9%	91.7%	+ 4.3%
Days on Market Until Sale	137	136	- 0.7%	177	152	- 14.1%
Months Supply of Inventory	5.1	2.3	- 54.9%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



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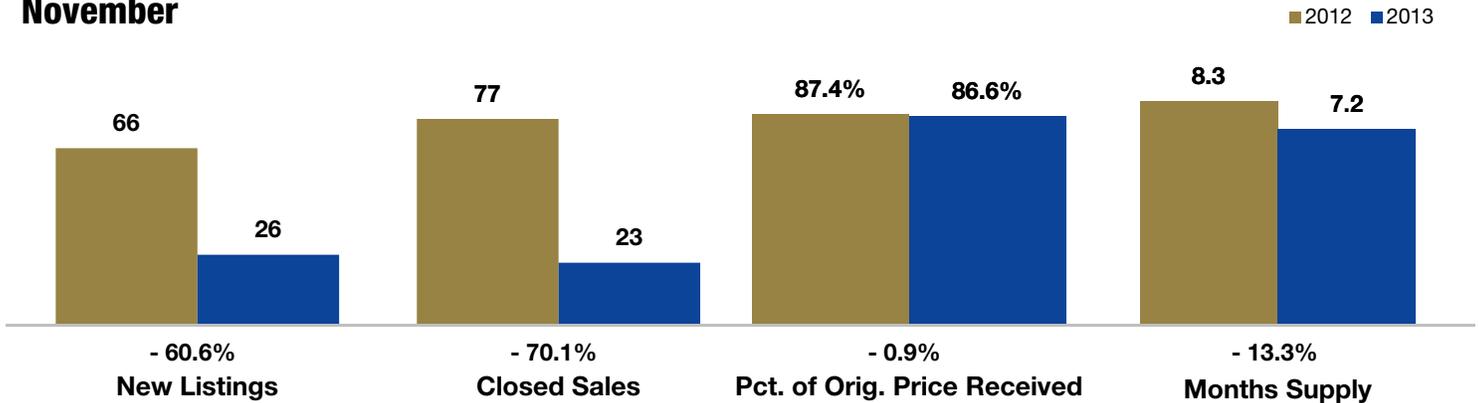


## 2 – Headwaters Region

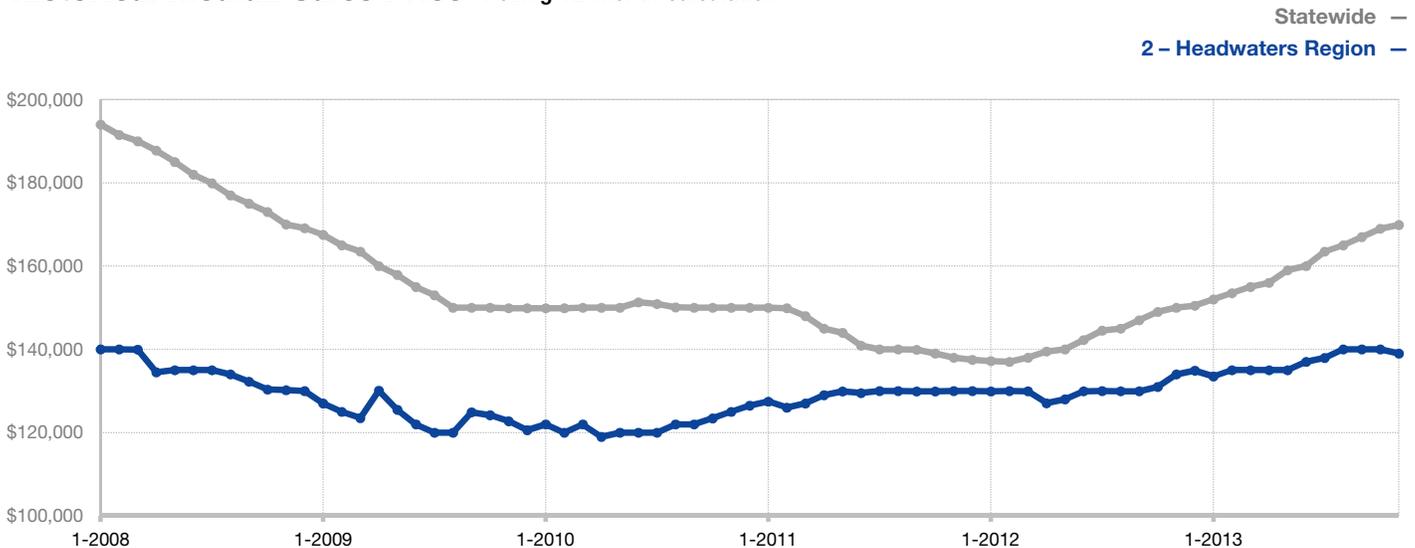
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	66	26	- 60.6%	1,698	1,125	- 33.7%
Closed Sales	77	23	- 70.1%	839	744	- 11.3%
Median Sales Price*	\$160,000	\$108,000	- 32.5%	\$134,900	\$139,000	+ 3.0%
Percent of Original List Price Received*	87.4%	86.6%	- 0.9%	89.4%	91.0%	+ 1.8%
Days on Market Until Sale	180	149	- 17.2%	154	135	- 12.3%
Months Supply of Inventory	8.3	7.2	- 13.3%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



Current as of December 12, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. Percent changes are calculated using rounded figures.

# Local Market Update for November 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

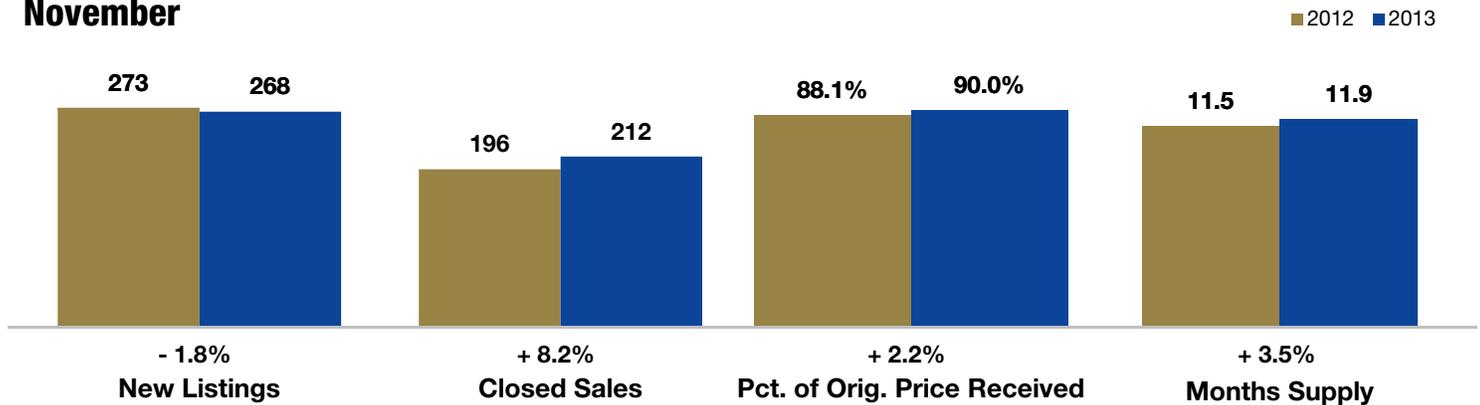


## 3 – Arrowhead Region

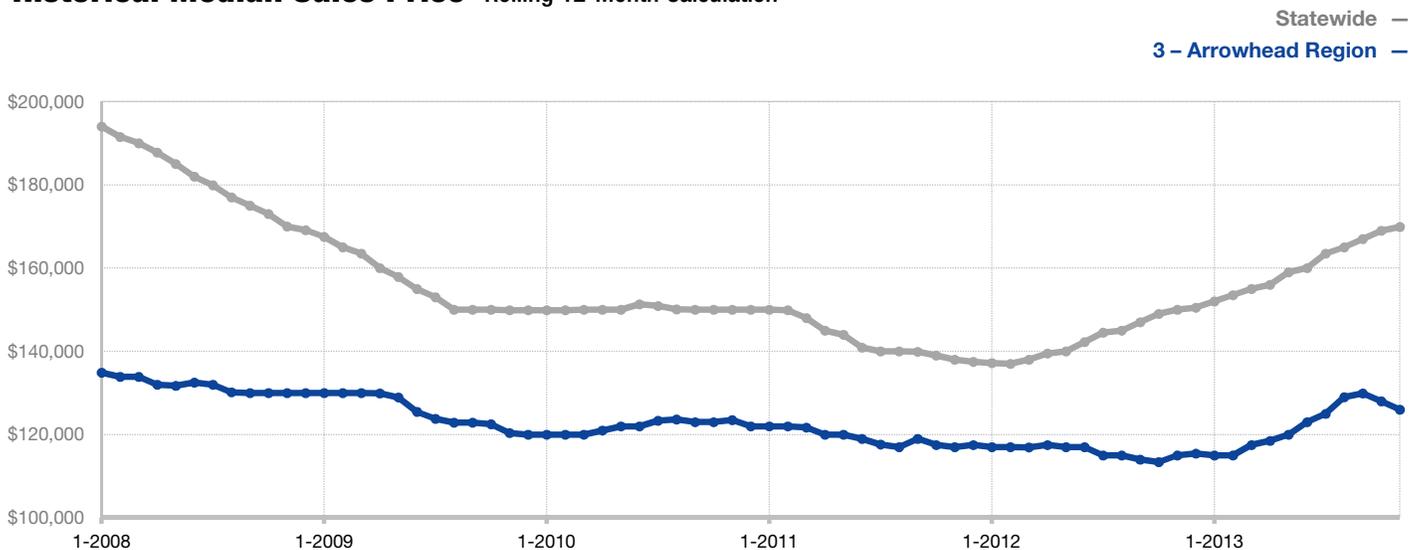
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	273	268	- 1.8%	4,830	5,911	+ 22.4%
Closed Sales	196	212	+ 8.2%	2,327	2,744	+ 17.9%
Median Sales Price*	\$130,000	\$118,500	- 8.8%	\$115,000	\$125,750	+ 9.3%
Percent of Original List Price Received*	88.1%	90.0%	+ 2.2%	87.7%	90.4%	+ 3.1%
Days on Market Until Sale	158	119	- 24.7%	164	129	- 21.3%
Months Supply of Inventory	11.5	11.9	+ 3.5%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for November 2013

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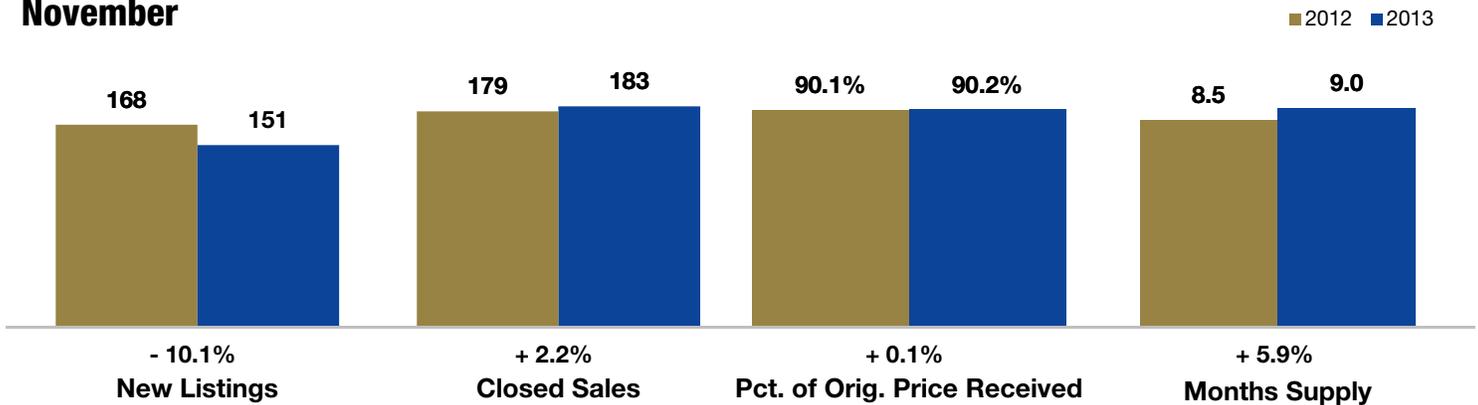


## 4 – West Central Region

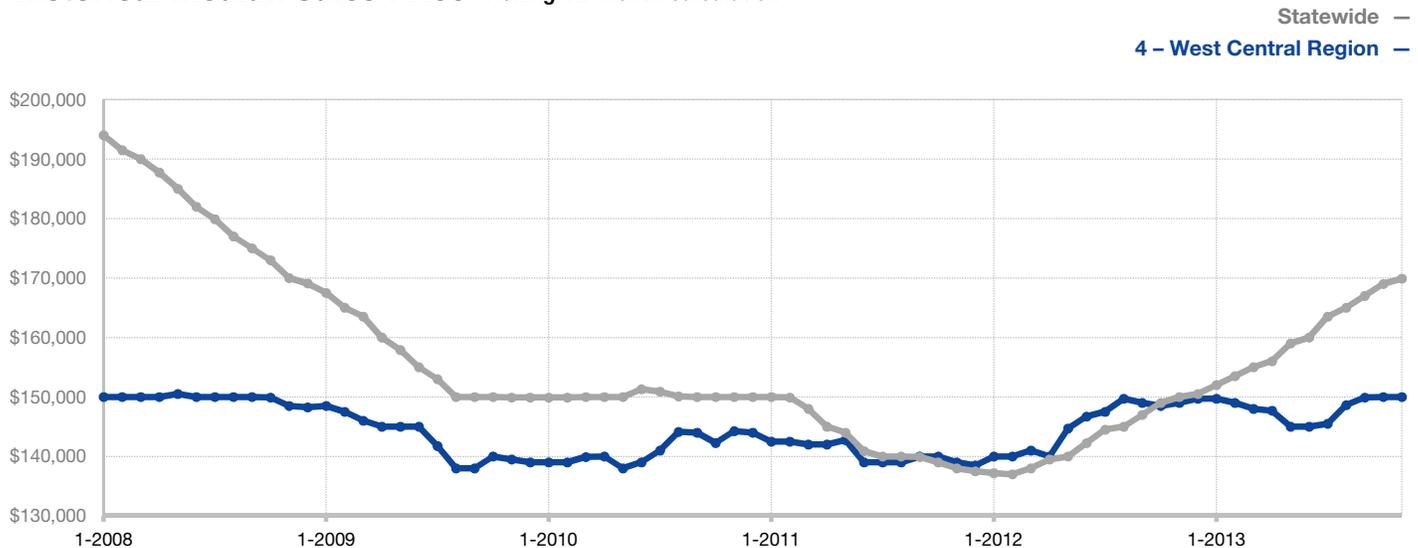
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	168	151	- 10.1%	3,811	3,714	- 2.5%
Closed Sales	179	183	+ 2.2%	2,056	2,171	+ 5.6%
Median Sales Price*	\$139,250	\$135,500	- 2.7%	\$150,000	\$150,000	0.0%
Percent of Original List Price Received*	90.1%	90.2%	+ 0.1%	89.6%	91.4%	+ 2.0%
Days on Market Until Sale	138	141	+ 2.2%	148	143	- 3.4%
Months Supply of Inventory	8.5	9.0	+ 5.9%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for November 2013

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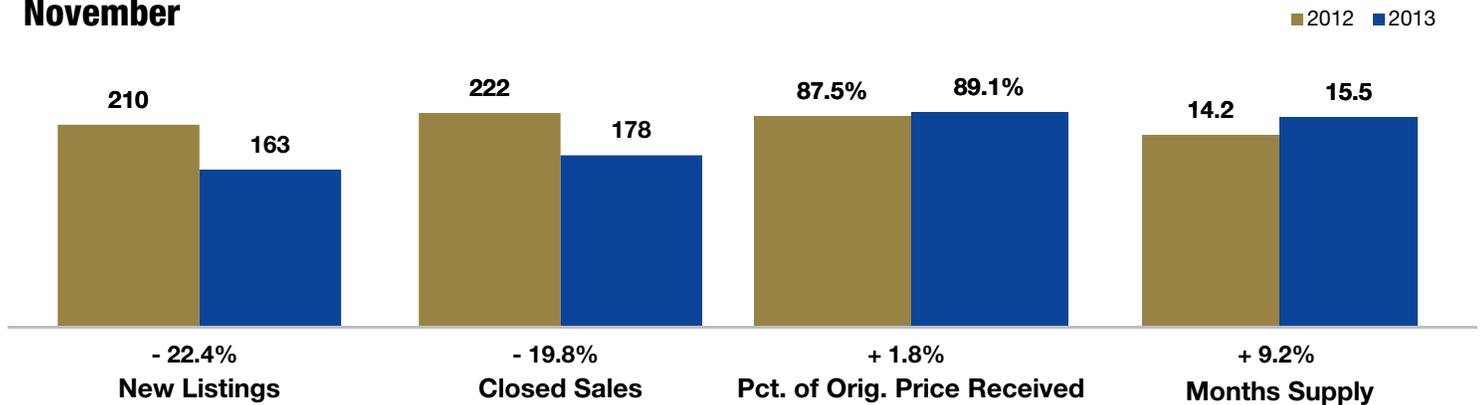


## 5 – North Central Region

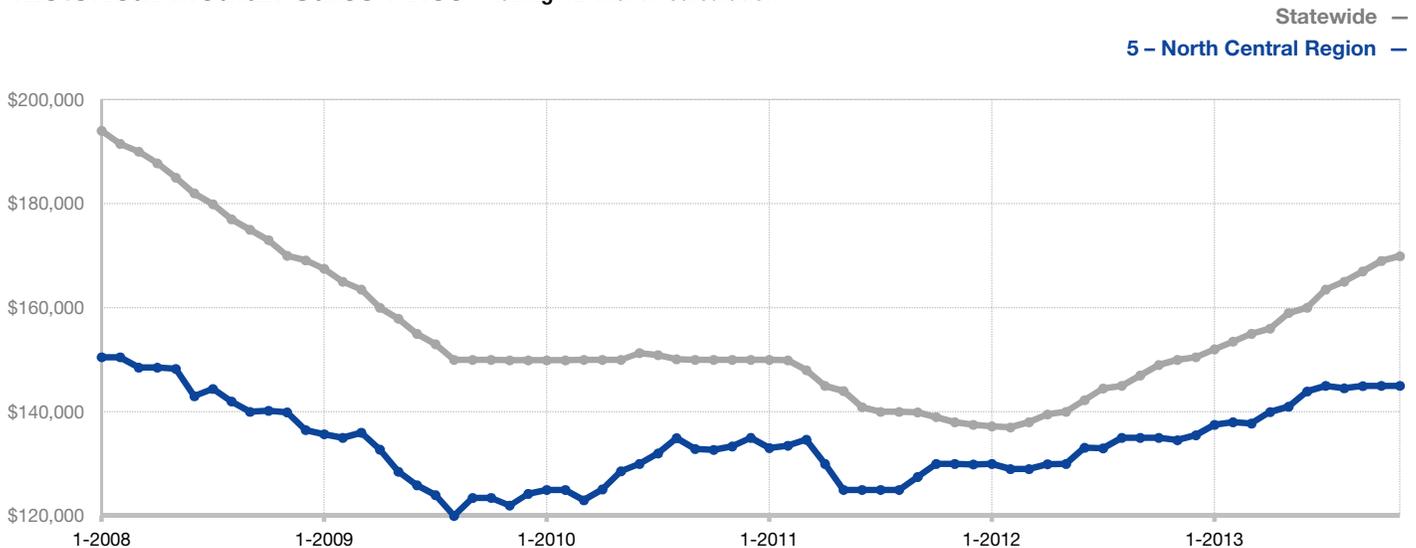
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	210	163	- 22.4%	4,933	4,406	- 10.7%
Closed Sales	222	178	- 19.8%	2,532	2,303	- 9.0%
Median Sales Price*	\$137,234	\$139,700	+ 1.8%	\$135,000	\$145,000	+ 7.4%
Percent of Original List Price Received*	87.5%	89.1%	+ 1.8%	88.6%	90.4%	+ 2.0%
Days on Market Until Sale	137	137	0.0%	136	125	- 8.1%
Months Supply of Inventory	14.2	15.5	+ 9.2%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for November 2013

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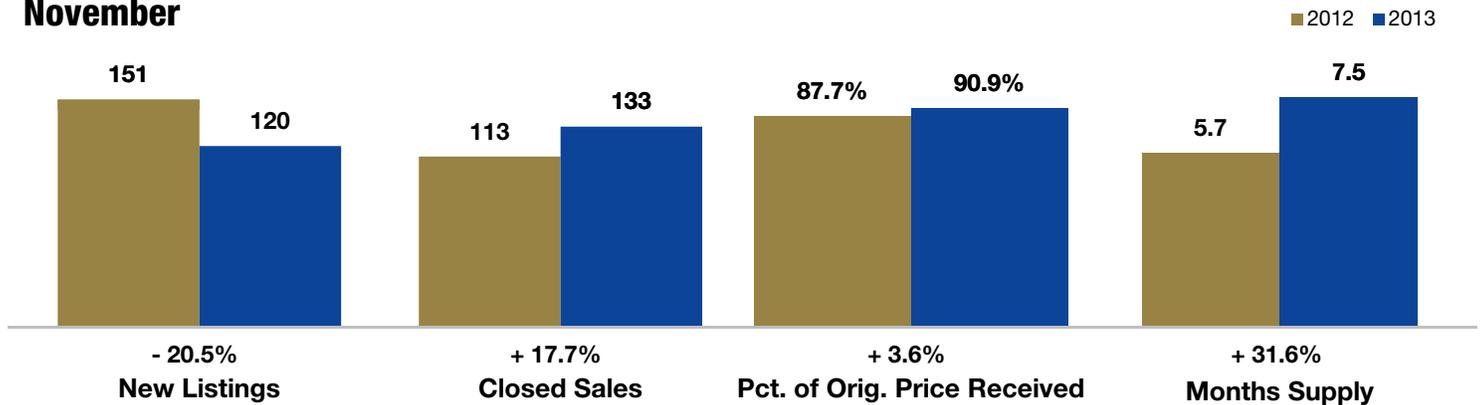


## 6E – Southwest Central Region

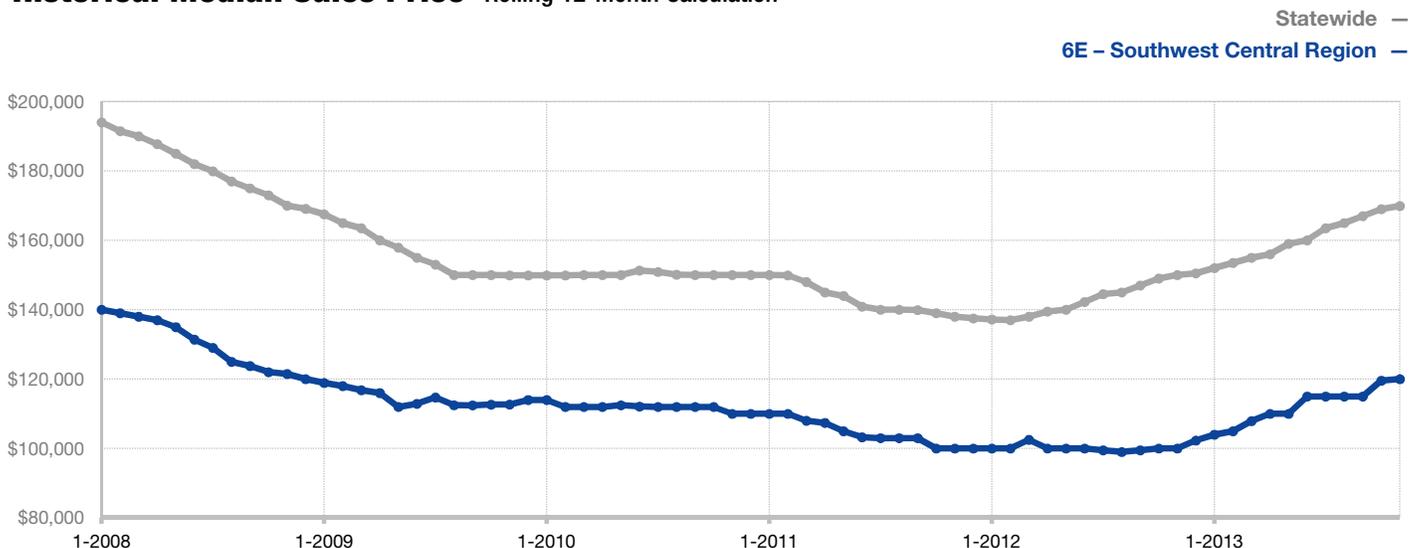
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	151	120	- 20.5%	2,161	2,310	+ 6.9%
Closed Sales	113	133	+ 17.7%	1,288	1,381	+ 7.2%
Median Sales Price*	\$109,500	\$116,300	+ 6.2%	\$101,990	\$120,000	+ 17.7%
Percent of Original List Price Received*	87.7%	90.9%	+ 3.6%	89.3%	91.5%	+ 2.5%
Days on Market Until Sale	156	98	- 37.2%	130	115	- 11.5%
Months Supply of Inventory	5.7	7.5	+ 31.6%	--	--	--

\* 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.

### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2013

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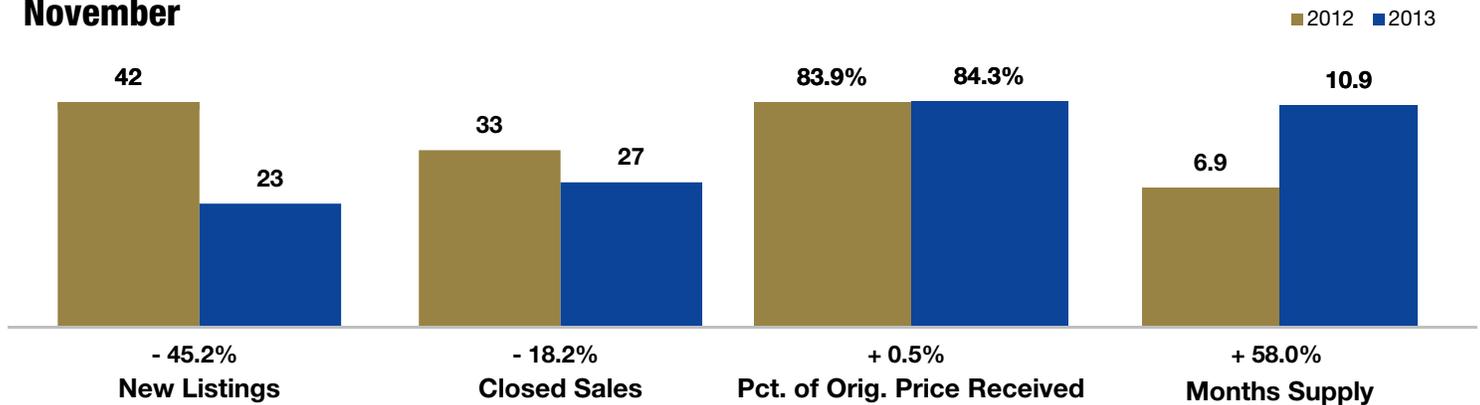


## 6W – Upper Minnesota Valley Region

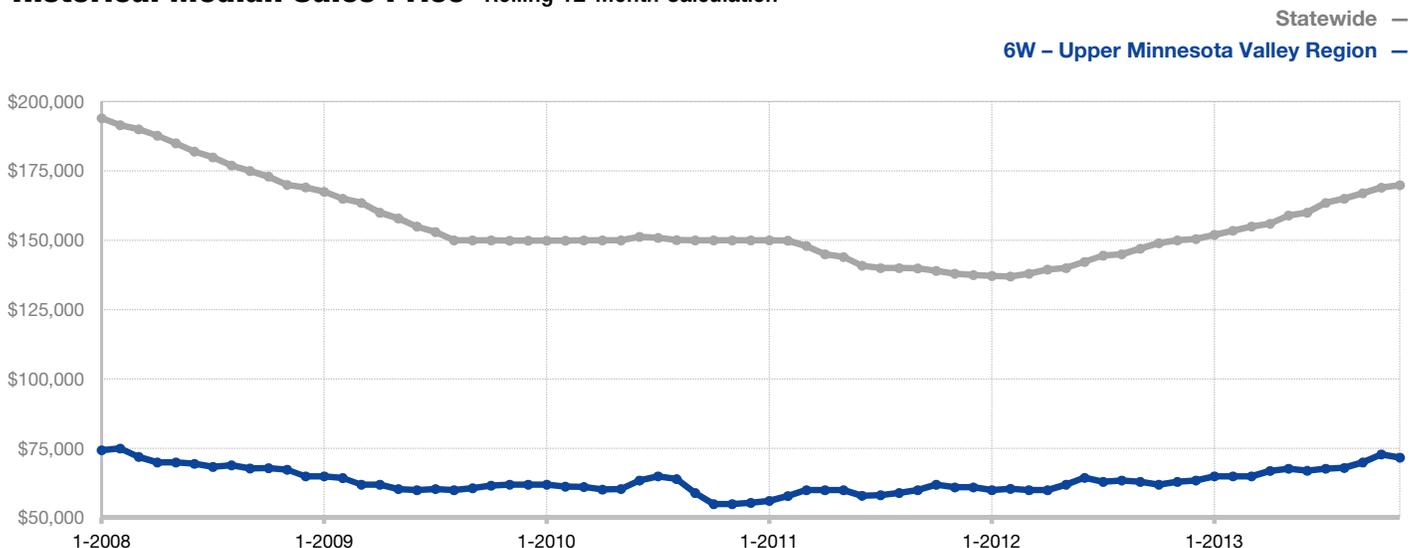
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	42	23	- 45.2%	505	549	+ 8.7%
Closed Sales	33	27	- 18.2%	302	324	+ 7.3%
Median Sales Price*	\$75,000	\$61,975	- 17.4%	\$63,500	\$72,450	+ 14.1%
Percent of Original List Price Received*	83.9%	84.3%	+ 0.5%	85.0%	85.9%	+ 1.1%
Days on Market Until Sale	193	222	+ 15.0%	215	202	- 6.0%
Months Supply of Inventory	6.9	10.9	+ 58.0%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2013

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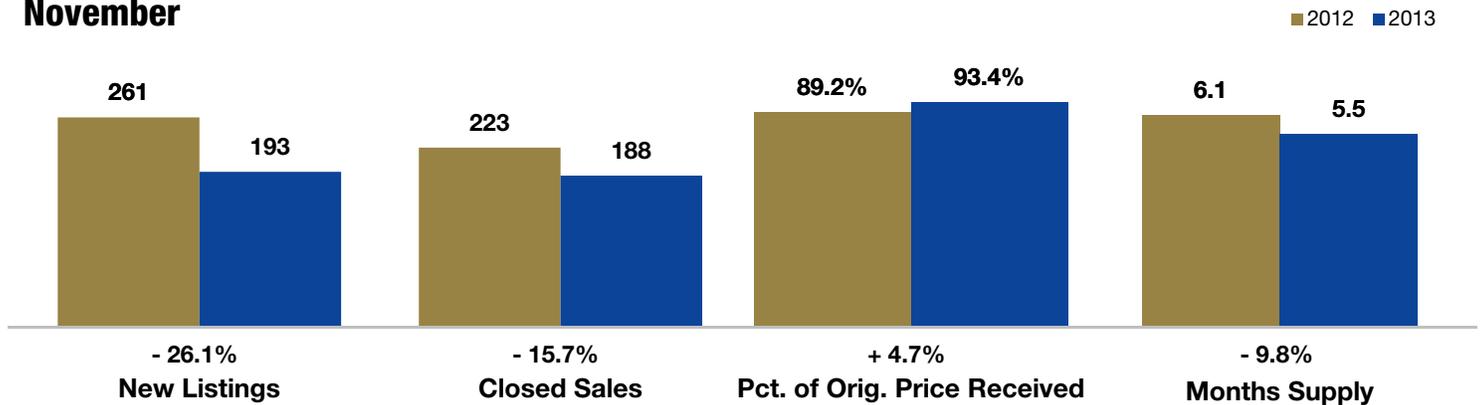


## 7E – East Central Region

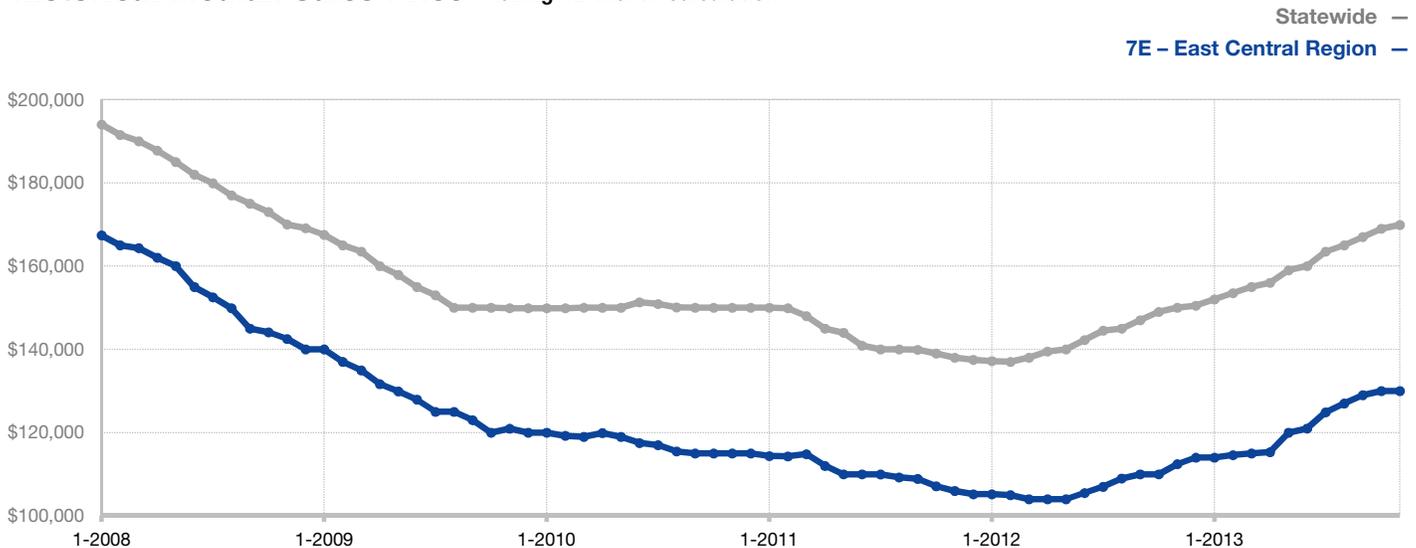
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	261	193	- 26.1%	3,762	3,832	+ 1.9%
Closed Sales	223	188	- 15.7%	2,230	2,319	+ 4.0%
Median Sales Price*	\$125,000	\$130,000	+ 4.0%	\$113,000	\$131,900	+ 16.7%
Percent of Original List Price Received*	89.2%	93.4%	+ 4.7%	91.0%	93.5%	+ 2.7%
Days on Market Until Sale	99	82	- 17.2%	91	75	- 17.6%
Months Supply of Inventory	6.1	5.5	- 9.8%	--	--	--

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### November



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# Local Market Update for November 2013

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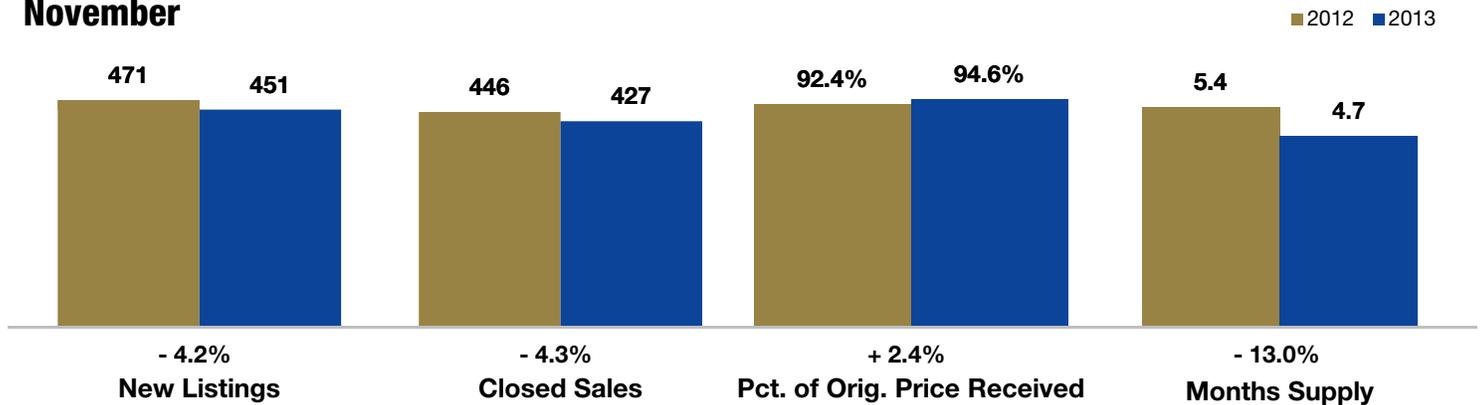


## 7W – Central Region

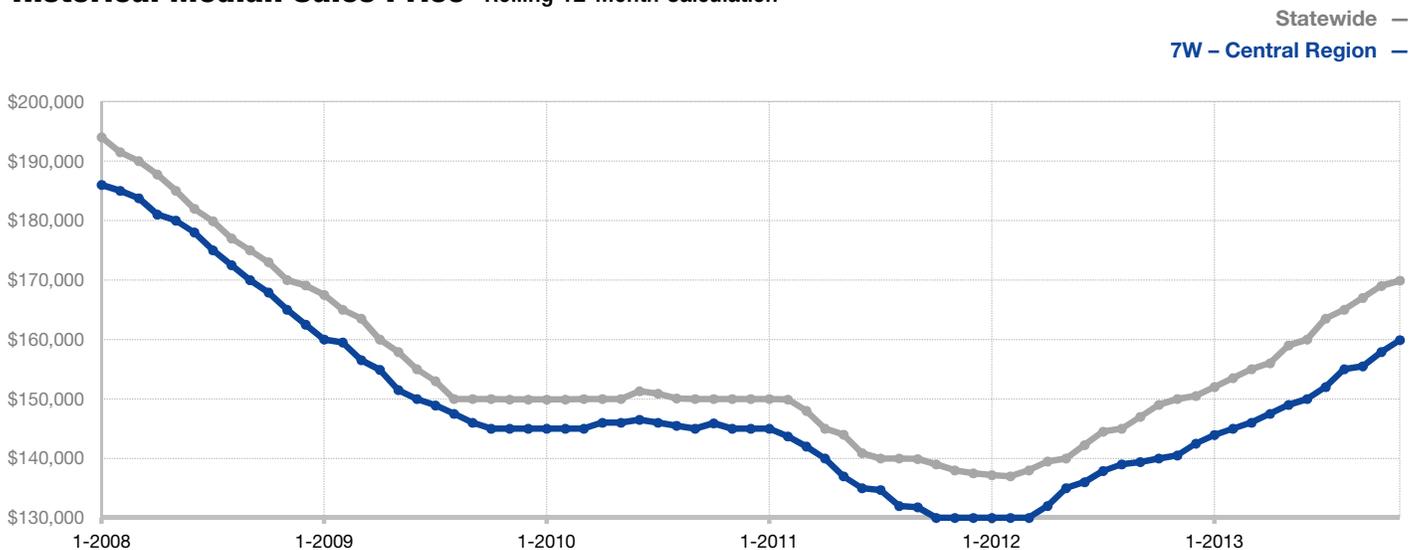
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	471	451	- 4.2%	7,603	8,459	+ 11.3%
Closed Sales	446	427	- 4.3%	4,830	5,501	+ 13.9%
Median Sales Price*	\$145,000	\$169,000	+ 16.6%	\$142,000	\$159,900	+ 12.6%
Percent of Original List Price Received*	92.4%	94.6%	+ 2.4%	93.1%	94.7%	+ 1.7%
Days on Market Until Sale	88	66	- 25.0%	86	74	- 14.0%
Months Supply of Inventory	5.4	4.7	- 13.0%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2013

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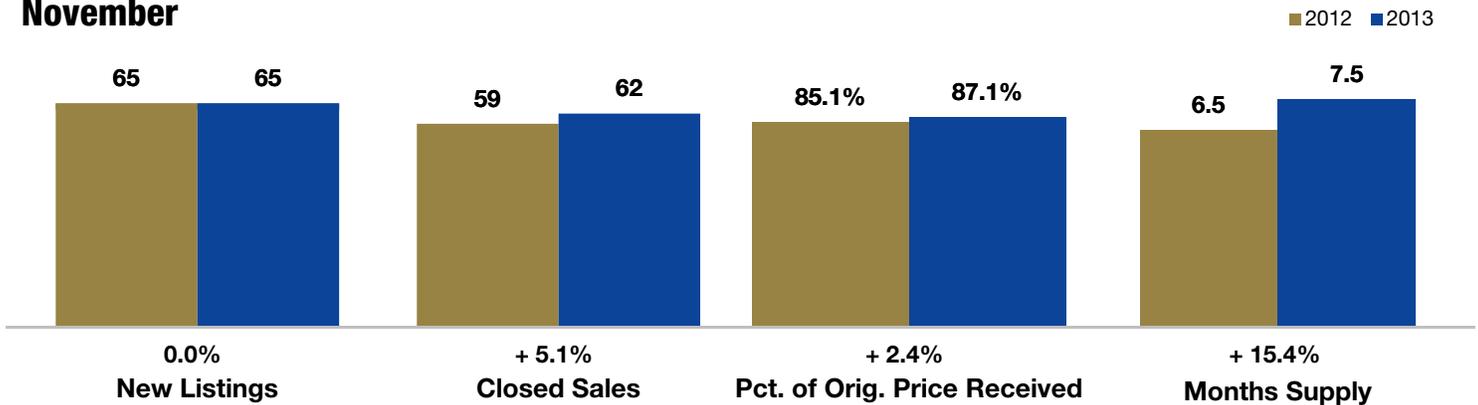


## 8 – Southwest Region

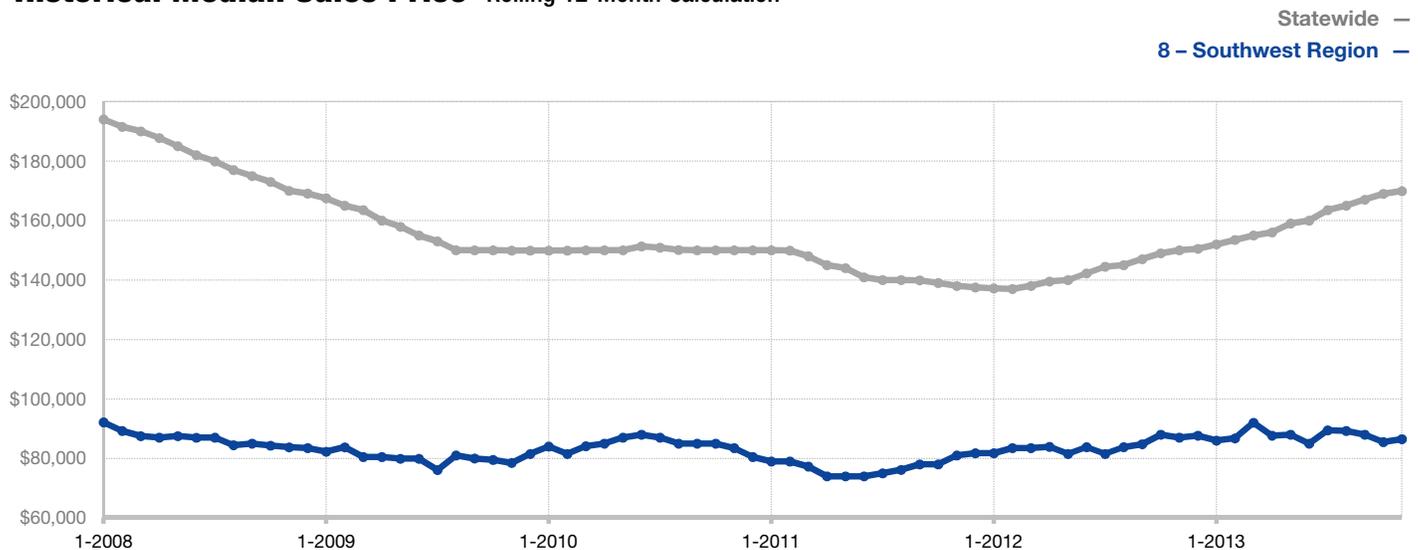
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	65	65	0.0%	995	1,034	+ 3.9%
Closed Sales	59	62	+ 5.1%	689	697	+ 1.2%
Median Sales Price*	\$85,000	\$91,500	+ 7.6%	\$87,350	\$86,000	- 1.5%
Percent of Original List Price Received*	85.1%	87.1%	+ 2.4%	86.2%	88.5%	+ 2.7%
Days on Market Until Sale	156	197	+ 26.3%	197	168	- 14.7%
Months Supply of Inventory	6.5	7.5	+ 15.4%	--	--	--

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### November



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for November 2013

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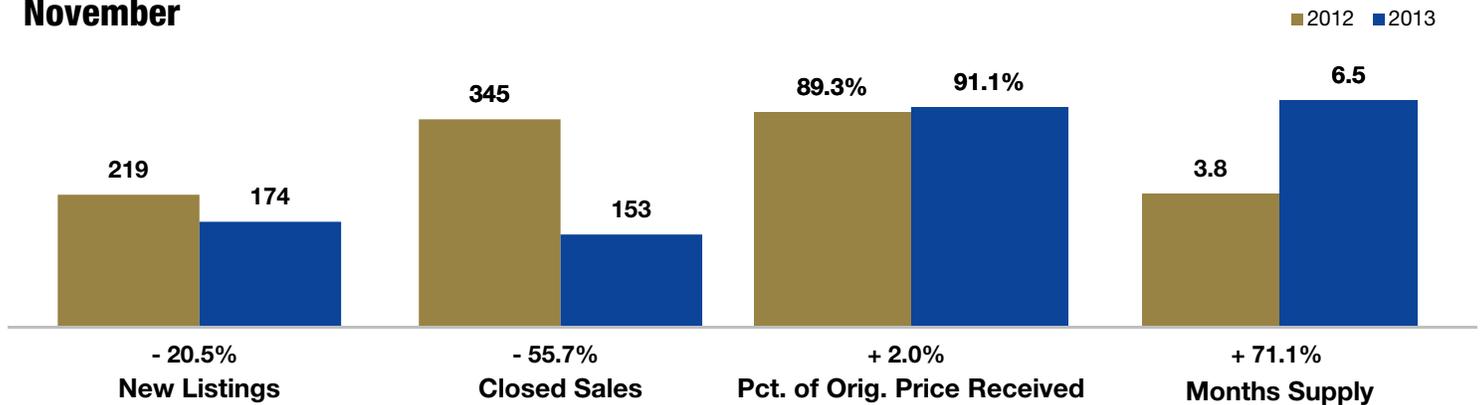


## 9 – South Central Region

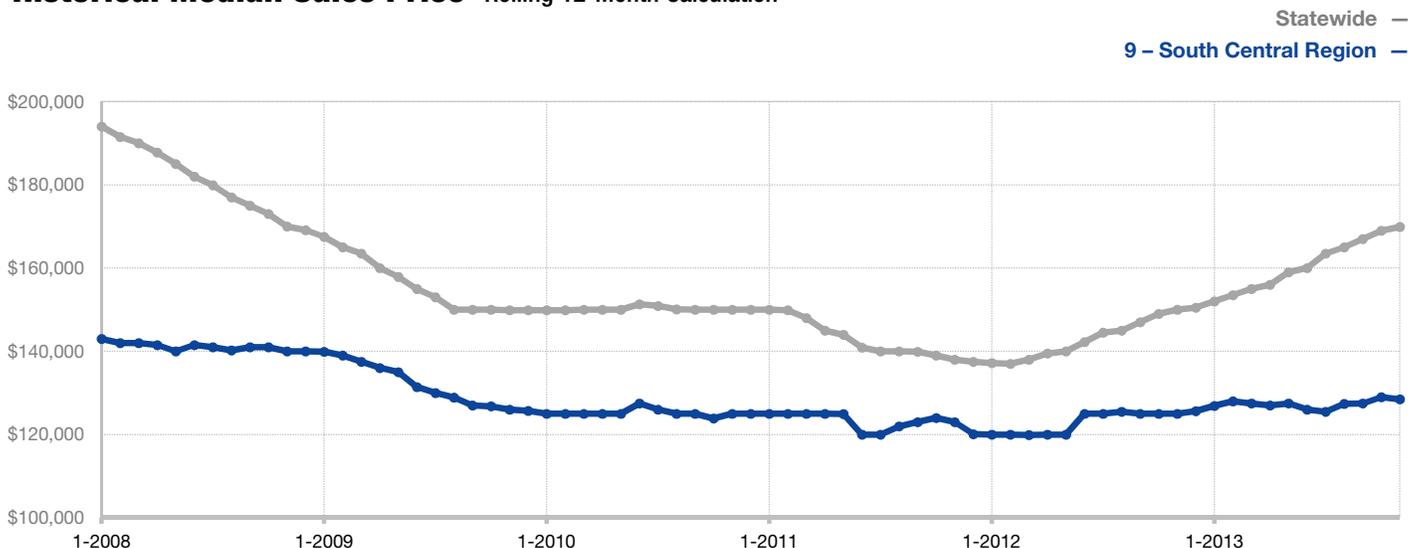
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	219	174	- 20.5%	5,103	3,679	- 27.9%
Closed Sales	345	153	- 55.7%	3,666	2,502	- 31.8%
Median Sales Price*	\$128,000	\$116,750	- 8.8%	\$127,000	\$130,000	+ 2.4%
Percent of Original List Price Received*	89.3%	91.1%	+ 2.0%	90.4%	91.9%	+ 1.7%
Days on Market Until Sale	148	138	- 6.8%	149	136	- 8.7%
Months Supply of Inventory	3.8	6.5	+ 71.1%	--	--	--

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### November



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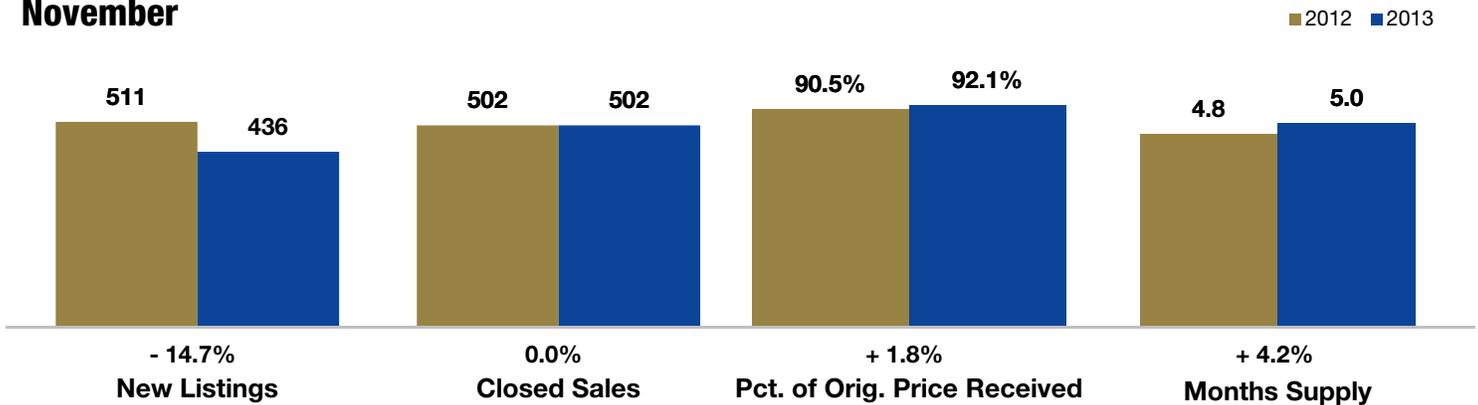


## 10 – Southeast Region

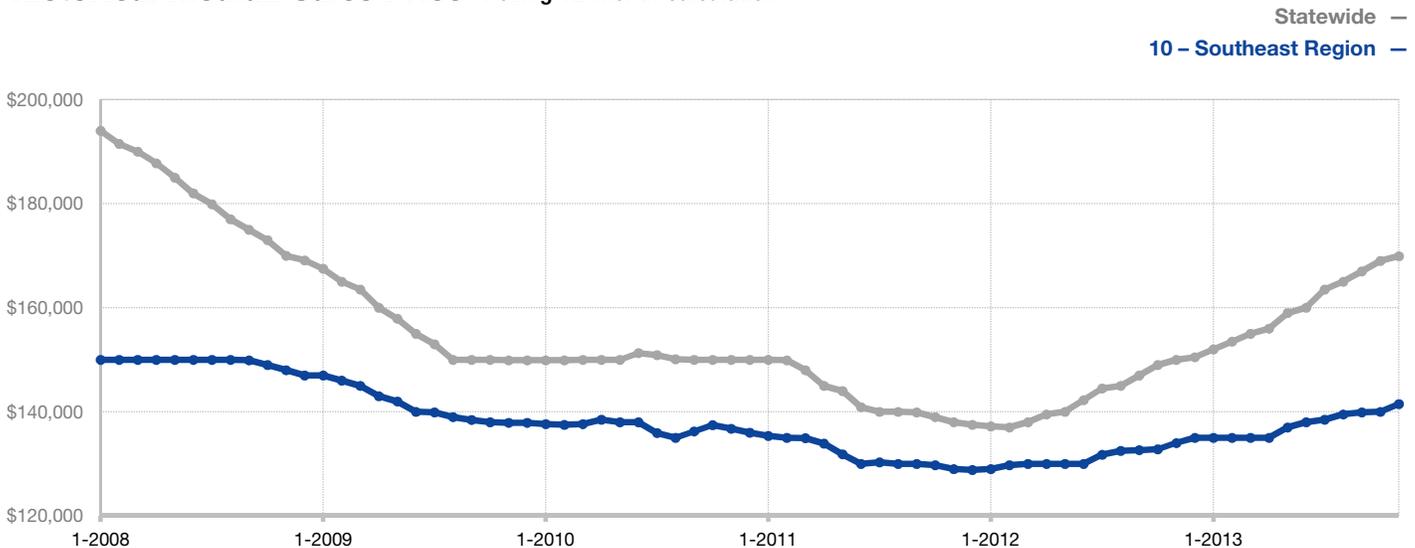
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	511	436	- 14.7%	8,491	8,924	+ 5.1%
Closed Sales	502	502	0.0%	6,103	6,244	+ 2.3%
Median Sales Price*	\$132,000	\$140,000	+ 6.1%	\$135,000	\$142,500	+ 5.6%
Percent of Original List Price Received*	90.5%	92.1%	+ 1.8%	91.4%	93.1%	+ 1.9%
Days on Market Until Sale	114	104	- 8.8%	132	114	- 13.6%
Months Supply of Inventory	4.8	5.0	+ 4.2%	--	--	--

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### November



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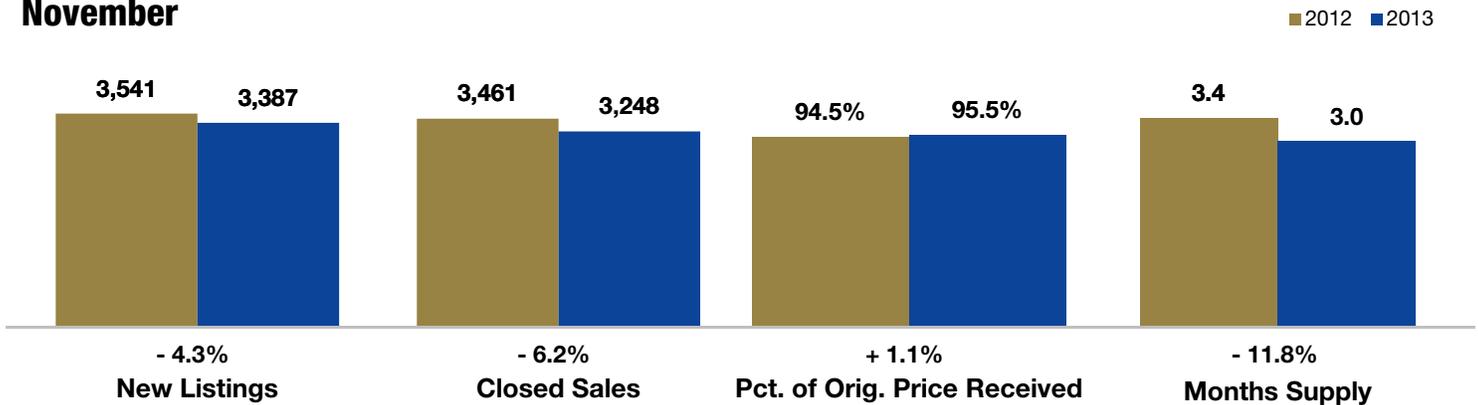


## 11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	3,541	<b>3,387</b>	- 4.3%	54,180	<b>59,704</b>	+ 10.2%
Closed Sales	3,461	<b>3,248</b>	- 6.2%	39,554	<b>43,058</b>	+ 8.9%
Median Sales Price*	\$176,950	<b>\$200,000</b>	+ 13.0%	\$172,000	<b>\$199,000</b>	+ 15.7%
Percent of Original List Price Received*	94.5%	<b>95.5%</b>	+ 1.1%	94.1%	<b>96.3%</b>	+ 2.3%
Days on Market Until Sale	63	<b>52</b>	- 17.5%	69	<b>53</b>	- 23.2%
Months Supply of Inventory	3.4	<b>3.0</b>	- 11.8%	--	--	--

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### November



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