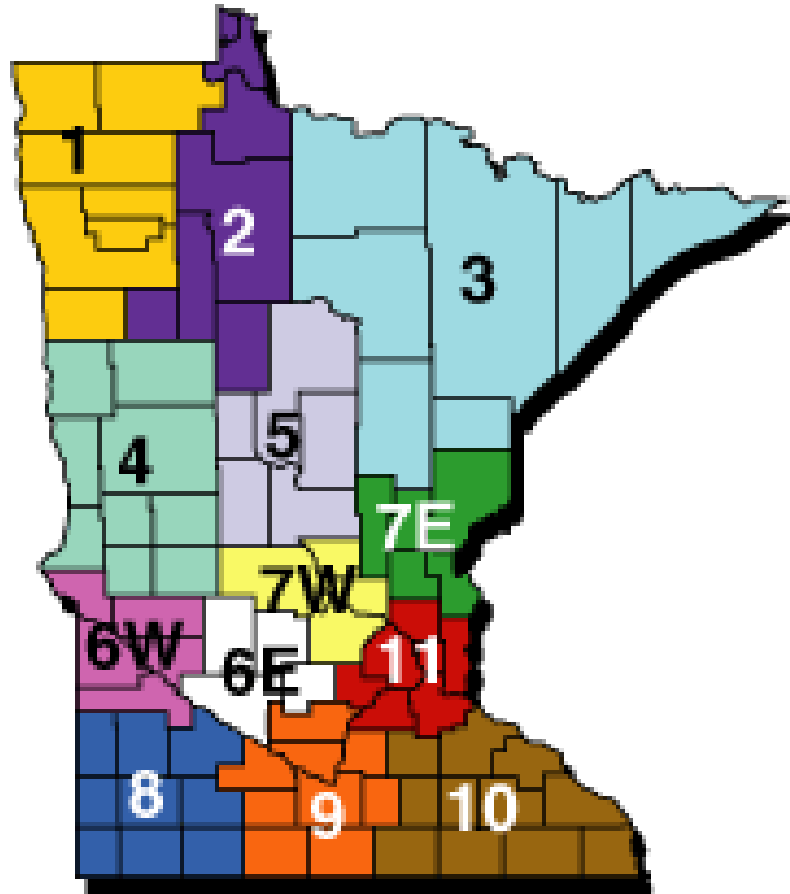


# Local Market Updates

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## 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
6W	Upper Minnesota Valley		

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Entire State

**- 10.8%**

**+ 22.9%**

**- 6.7%**

Change in  
New Listings

Change in  
Closed Sales

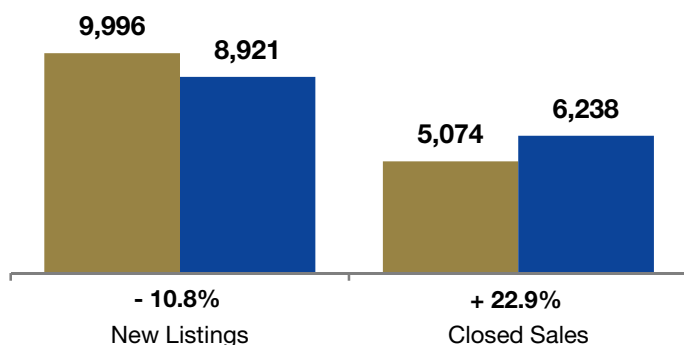
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	9,996	8,921	- 10.8%	135,797	114,719	- 15.5%
Closed Sales	5,074	6,238	+ 22.9%	56,653	59,548	+ 5.1%
Median Sales Price*	\$150,000	\$140,000	- 6.7%	\$150,000	\$139,000	- 7.3%
Percent of Original List Price Received**	89.0%	89.9%	+ 1.0%	91.3%	89.6%	- 1.9%
Days on Market Until Sale	129	120	- 6.8%	125	128	+ 2.7%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

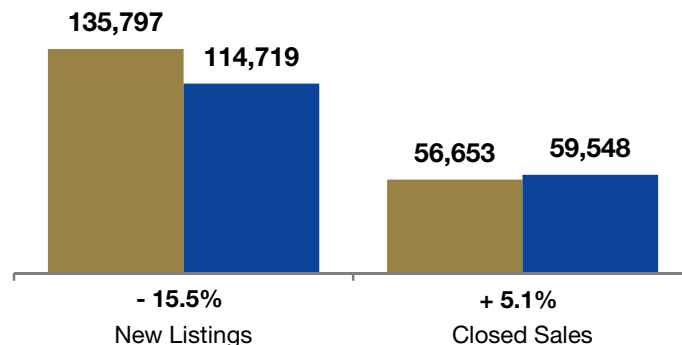
### October

■ 2010 ■ 2011

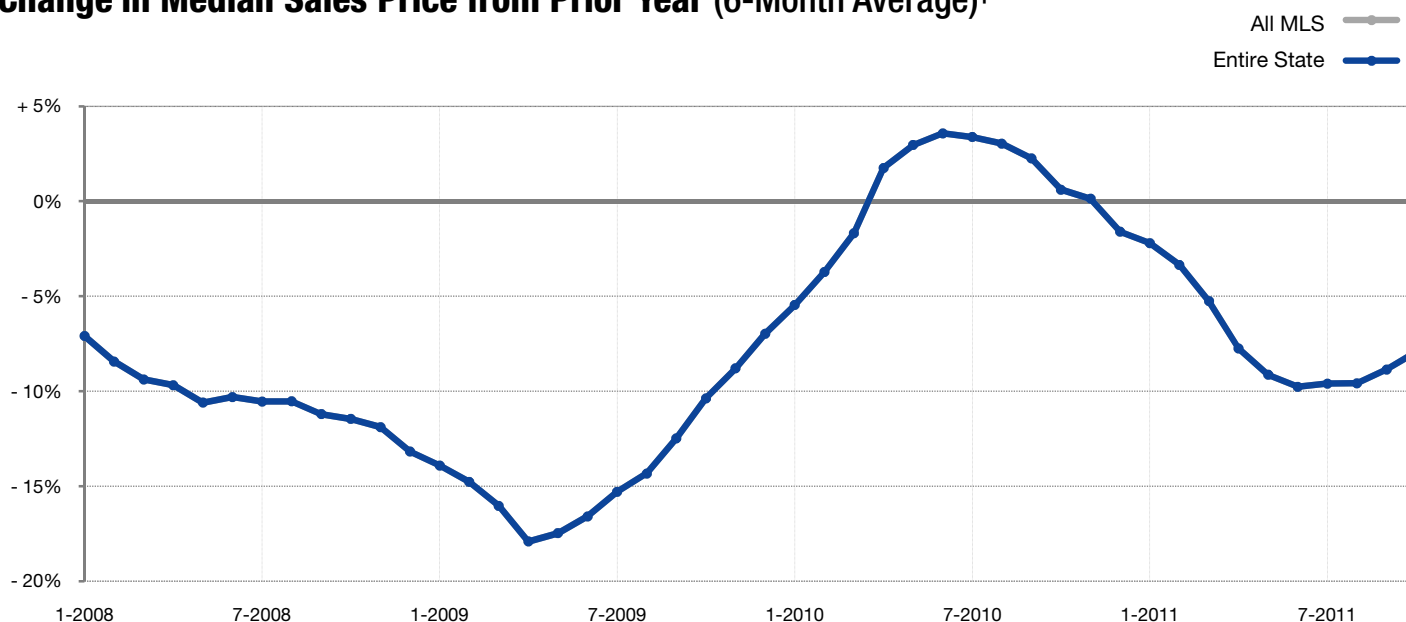


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



<sup>†</sup> Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## 7 County Twin Cities Region

**- 16.8%**

**+ 34.3%**

**- 9.8%**

Change in  
New Listings

Change in  
Closed Sales

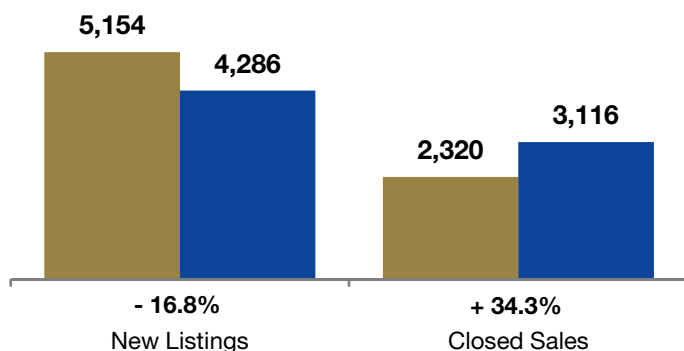
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	5,154	<b>4,286</b>	- 16.8%	64,447	<b>53,336</b>	- 17.2%
Closed Sales	2,320	<b>3,116</b>	+ 34.3%	27,754	<b>30,056</b>	+ 8.3%
Median Sales Price*	\$175,000	<b>\$157,900</b>	- 9.8%	\$175,500	<b>\$157,000</b>	- 10.5%
Percent of Original List Price Received**	90.4%	<b>91.3%</b>	+ 1.0%	92.9%	<b>90.6%</b>	- 2.5%
Days on Market Until Sale	134	<b>130</b>	- 3.2%	124	<b>141</b>	+ 14.2%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

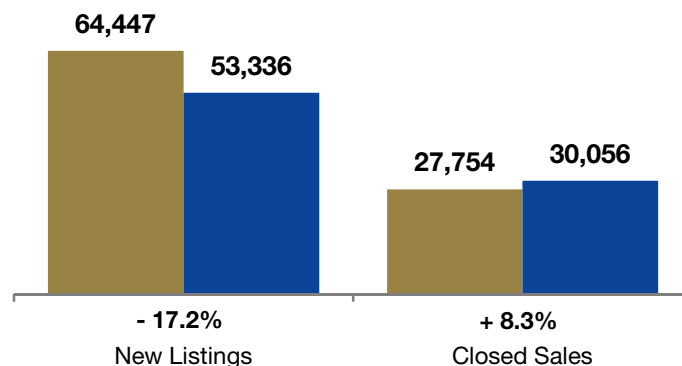
### October

■ 2010 ■ 2011

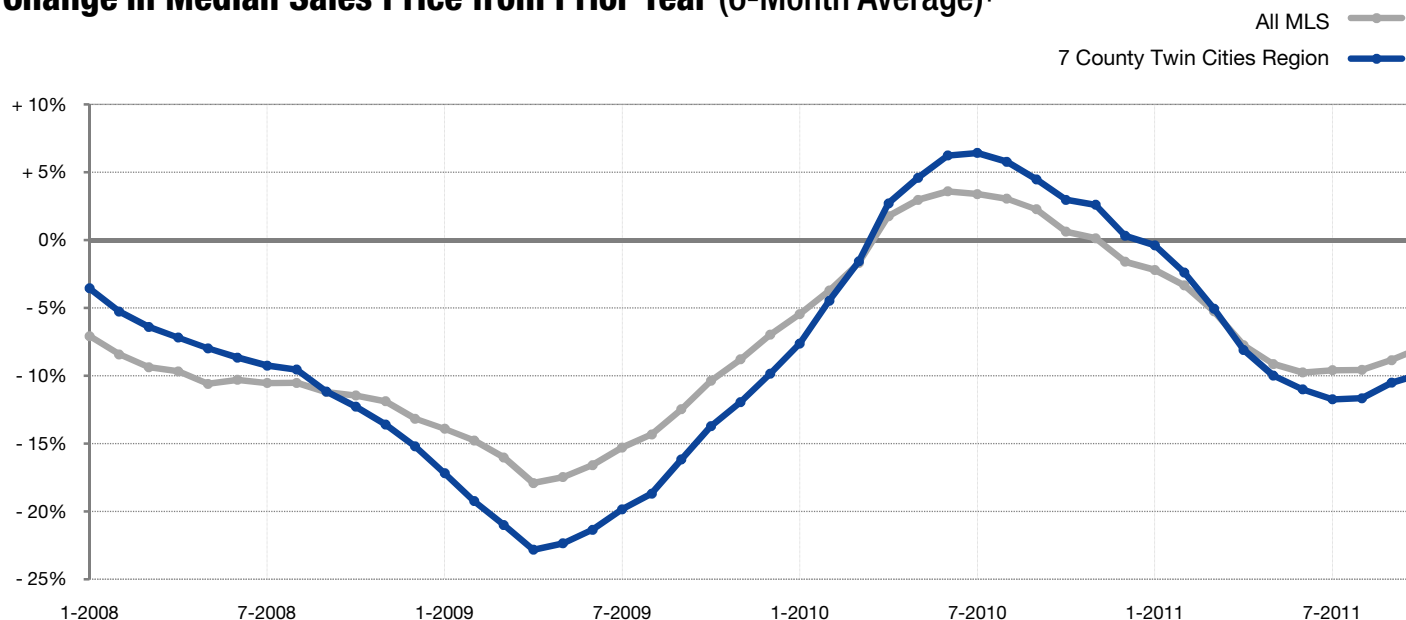


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Arrowhead Region

**- 51.0%**

Change in  
New Listings

**- 44.3%**

Change in  
Closed Sales

**- 15.8%**

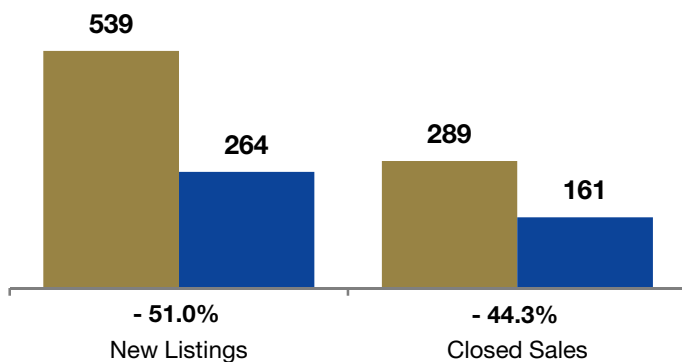
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	539	264	- 51.0%	8,487	3,855	- 54.6%
Closed Sales	289	161	- 44.3%	2,893	1,691	- 41.5%
Median Sales Price*	\$136,500	<b>\$115,000</b>	- 15.8%	\$129,000	<b>\$119,000</b>	- 7.8%
Percent of Original List Price Received**	87.3%	<b>84.1%</b>	- 3.7%	89.1%	<b>85.9%</b>	- 3.6%
Days on Market Until Sale	132	163	+ 24.0%	128	157	+ 22.9%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

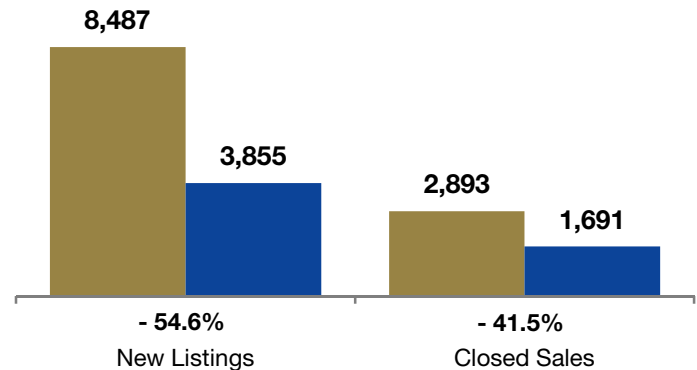
### October

■ 2010 ■ 2011

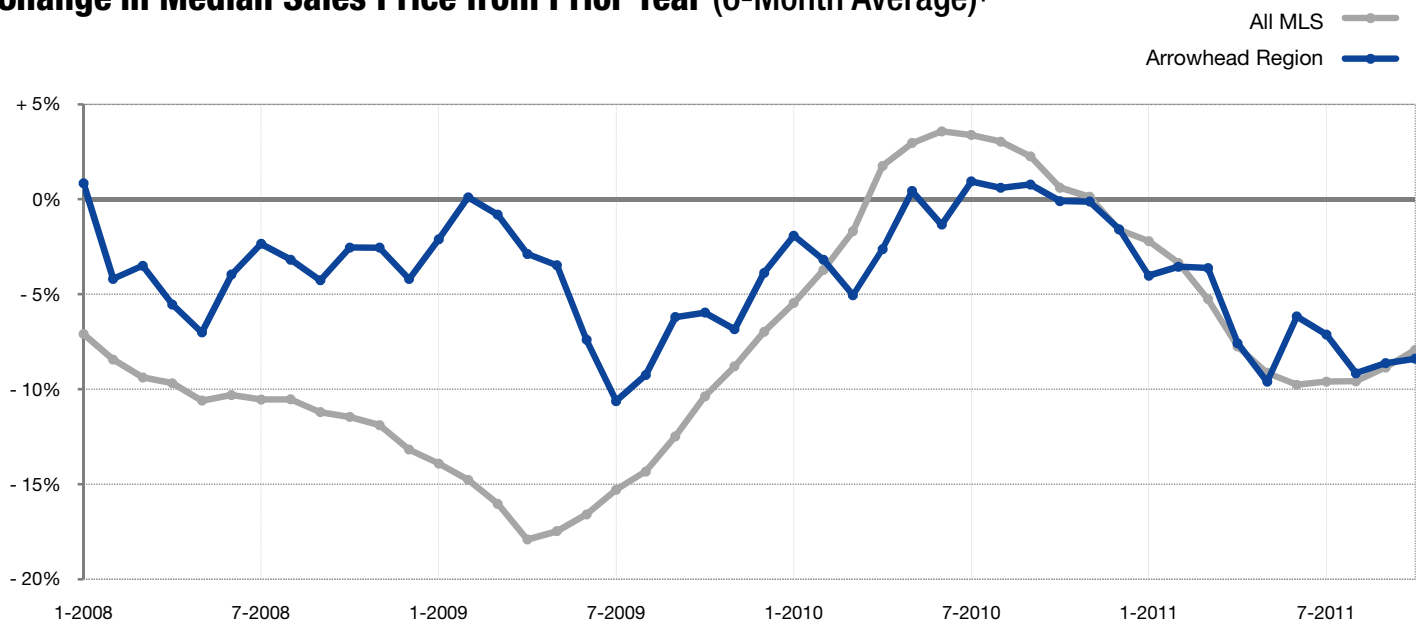


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



<sup>†</sup> Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Central Region

**- 11.5%**

Change in  
New Listings

**+ 27.9%**

Change in  
Closed Sales

**- 11.9%**

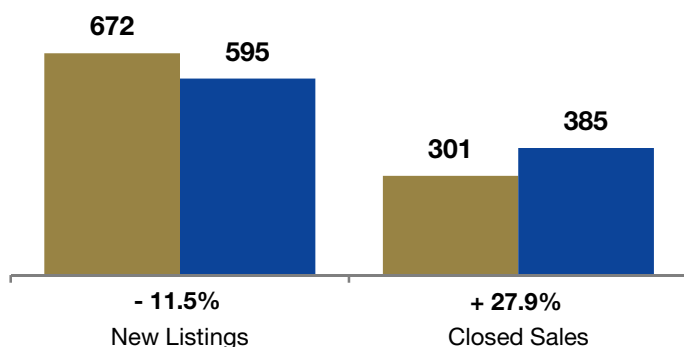
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	672	595	- 11.5%	8,583	7,211	- 16.0%
Closed Sales	301	385	+ 27.9%	3,741	3,924	+ 4.9%
Median Sales Price*	\$150,000	<b>\$132,150</b>	- 11.9%	\$146,300	<b>\$130,000</b>	- 11.1%
Percent of Original List Price Received**	89.7%	<b>90.9%</b>	+ 1.4%	91.9%	<b>90.6%</b>	- 1.5%
Days on Market Until Sale	135	154	+ 14.0%	135	153	+ 13.5%

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### October

■ 2010 ■ 2011

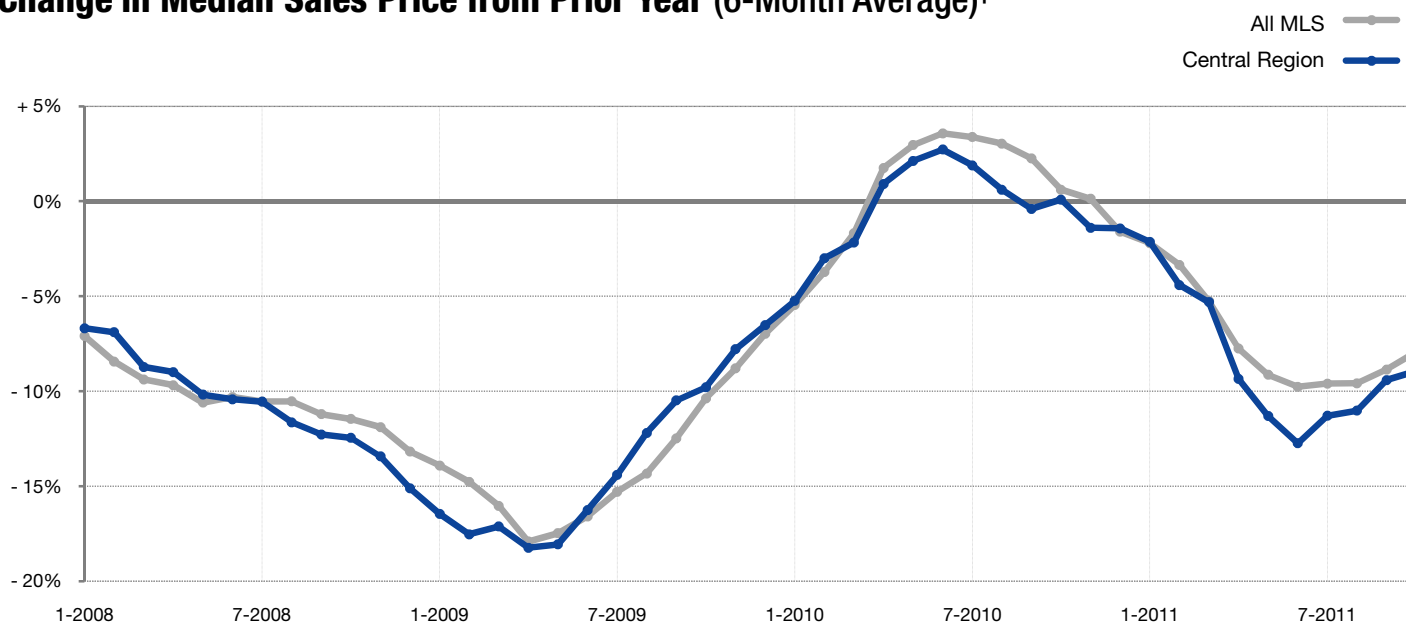


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

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## East Central Region

**- 6.6%**

Change in  
New Listings

**+ 8.1%**

Change in  
Closed Sales

**- 8.4%**

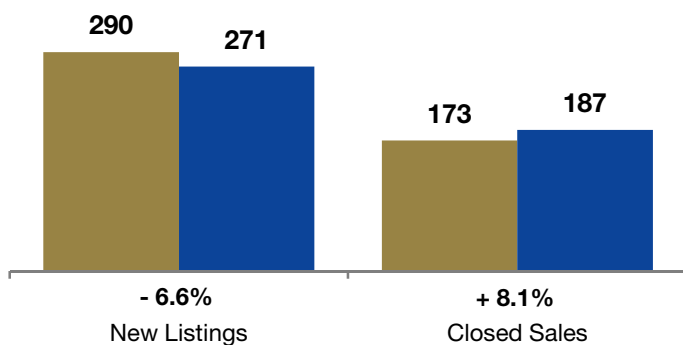
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	290	271	- 6.6%	4,316	3,459	- 19.9%
Closed Sales	173	187	+ 8.1%	1,795	1,732	- 3.5%
Median Sales Price*	\$125,000	<b>\$114,500</b>	- 8.4%	\$115,000	<b>\$107,000</b>	- 7.0%
Percent of Original List Price Received**	87.4%	<b>88.2%</b>	+ 1.0%	90.0%	<b>88.1%</b>	- 2.1%
Days on Market Until Sale	126	157	+ 25.0%	151	161	+ 6.5%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

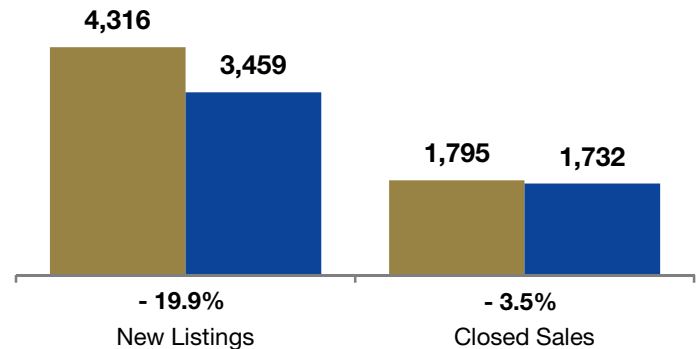
### October

■ 2010 ■ 2011

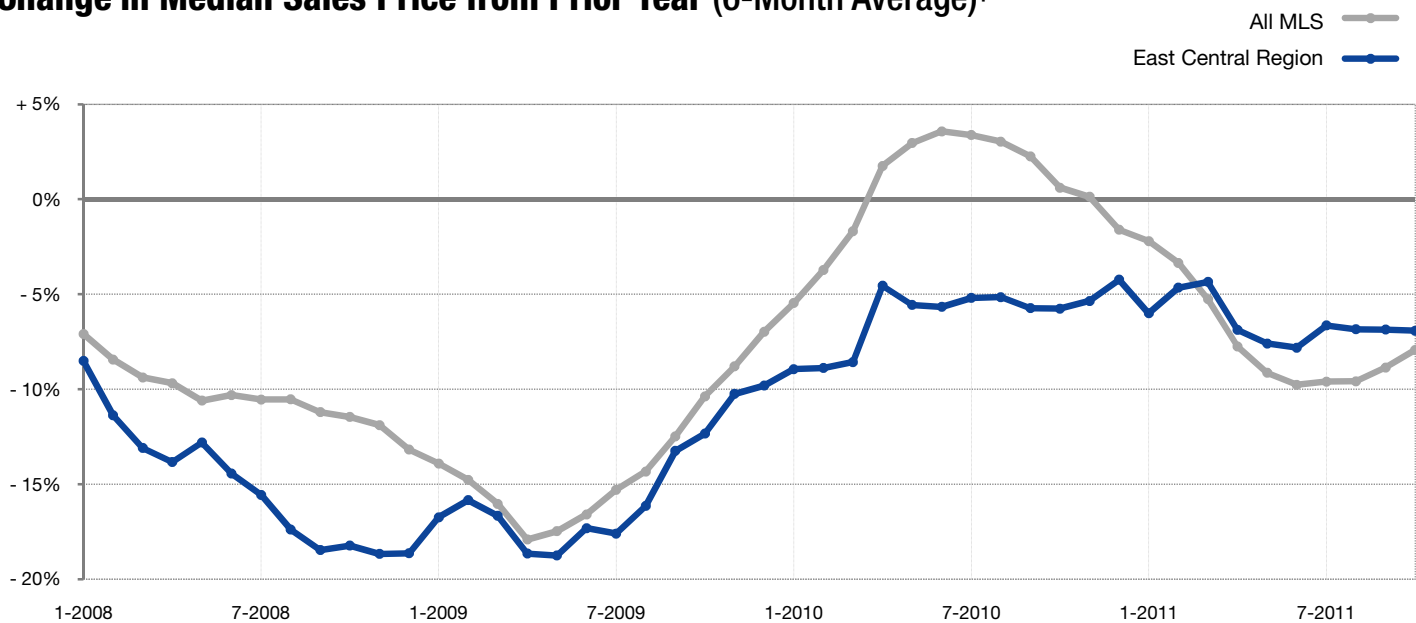


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Headwaters Region

**- 25.6%**

Change in  
New Listings

**- 20.8%**

Change in  
Closed Sales

**- 9.7%**

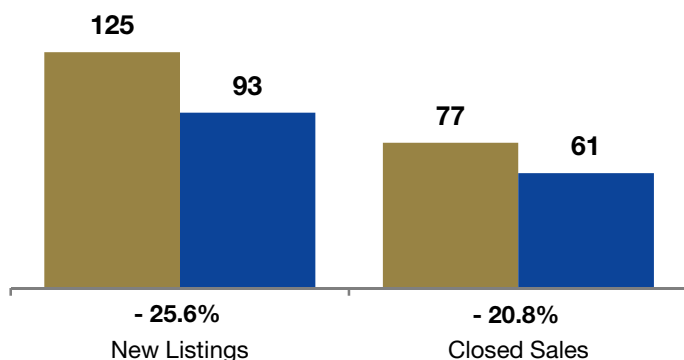
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	125	93	- 25.6%	1,952	1,339	- 31.4%
Closed Sales	77	61	- 20.8%	703	516	- 26.6%
Median Sales Price*	\$145,000	<b>\$130,900</b>	- 9.7%	\$130,300	<b>\$125,700</b>	- 3.5%
Percent of Original List Price Received**	90.8%	<b>87.9%</b>	- 3.2%	89.0%	<b>87.7%</b>	- 1.4%
Days on Market Until Sale	46	<b>64</b>	+ 36.8%	78	<b>69</b>	- 12.2%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

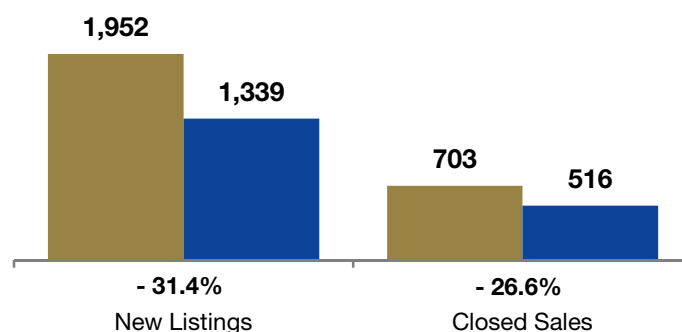
### October

■ 2010 ■ 2011

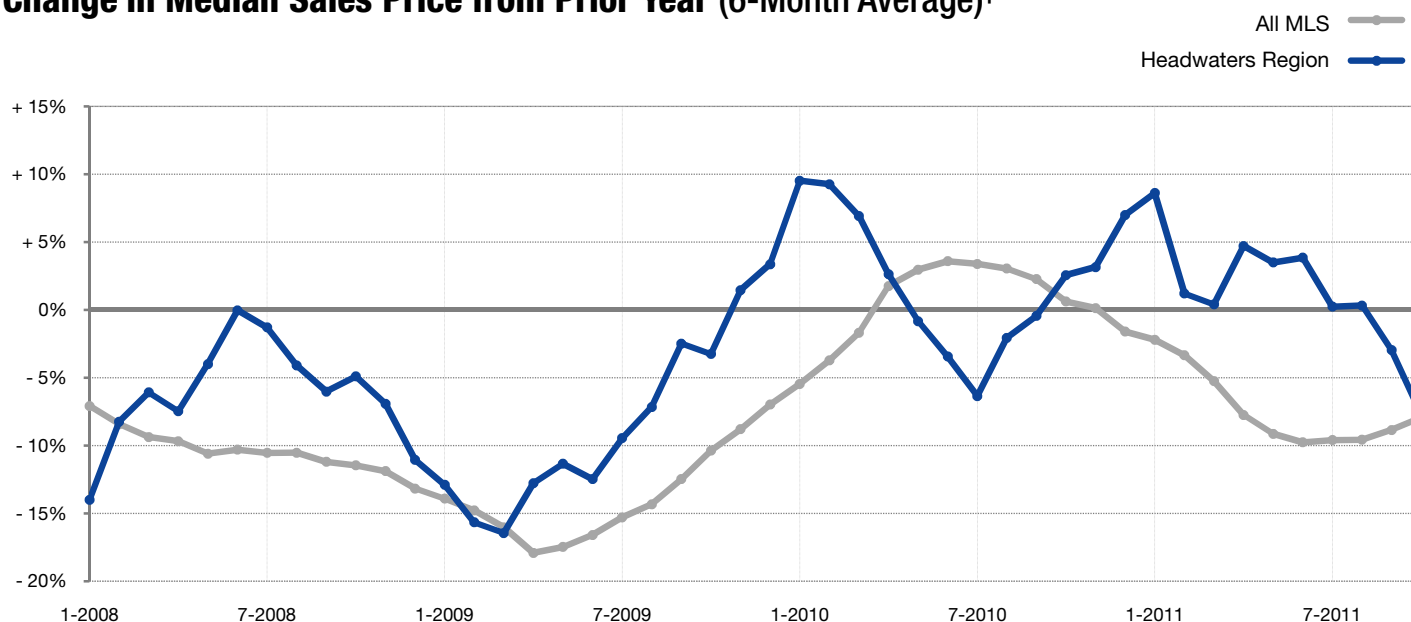


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## North Central Region

**- 30.1%**

Change in  
New Listings

**- 45.0%**

Change in  
Closed Sales

**- 13.3%**

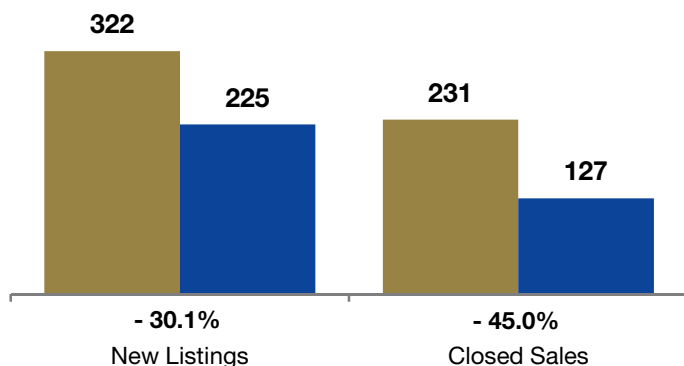
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	322	225	- 30.1%	5,974	2,808	- 53.0%
Closed Sales	231	127	- 45.0%	2,054	1,438	- 30.0%
Median Sales Price*	\$149,950	<b>\$130,000</b>	- 13.3%	\$134,000	<b>\$116,750</b>	- 12.9%
Percent of Original List Price Received**	85.5%	<b>86.0%</b>	+ 0.6%	87.3%	<b>84.5%</b>	- 3.2%
Days on Market Until Sale	175	202	+ 15.7%	171	210	+ 22.8%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

### October

■ 2010 ■ 2011

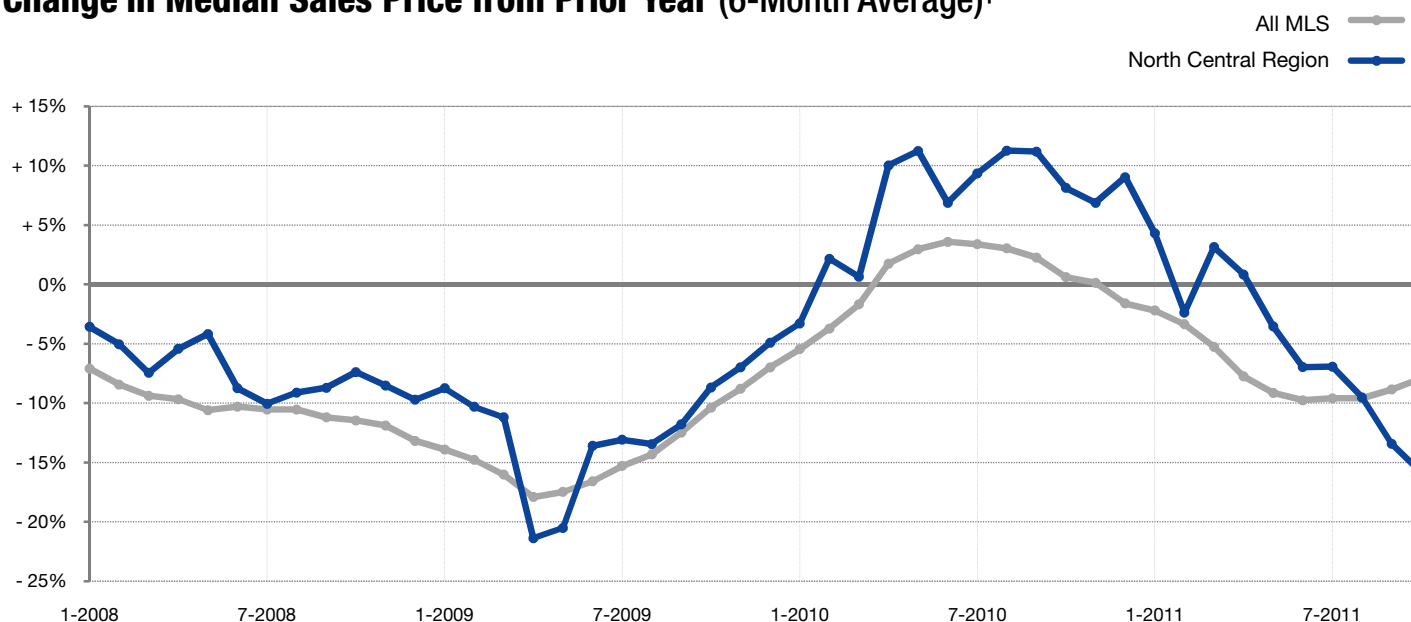


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Northwest Region

**+ 18.5%**

Change in  
New Listings

**- 12.5%**

Change in  
Closed Sales

**+ 2.2%**

Change in  
Median Sales Price

### October

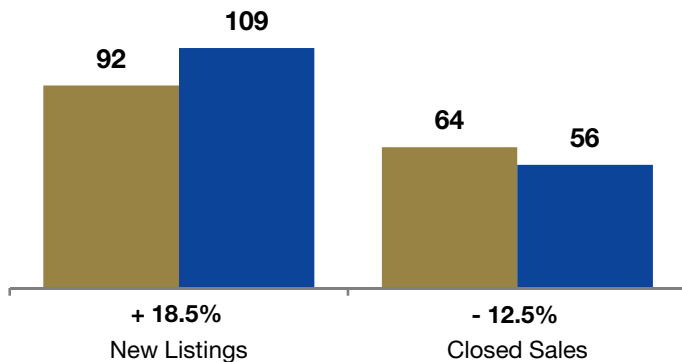
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	92	109	+ 18.5%	1,472	1,315	- 10.7%
Closed Sales	64	56	- 12.5%	491	523	+ 6.5%
Median Sales Price*	\$115,000	\$117,500	+ 2.2%	\$102,050	\$93,100	- 8.8%
Percent of Original List Price Received**	86.8%	86.3%	- 0.6%	85.7%	85.1%	- 0.6%
Days on Market Until Sale	124	169	+ 36.1%	142	159	+ 11.9%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

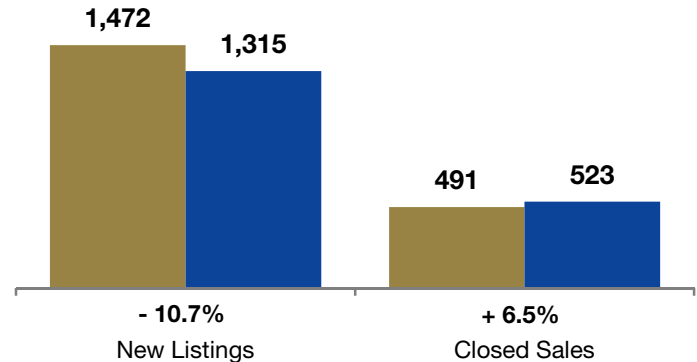
### October

■ 2010 ■ 2011

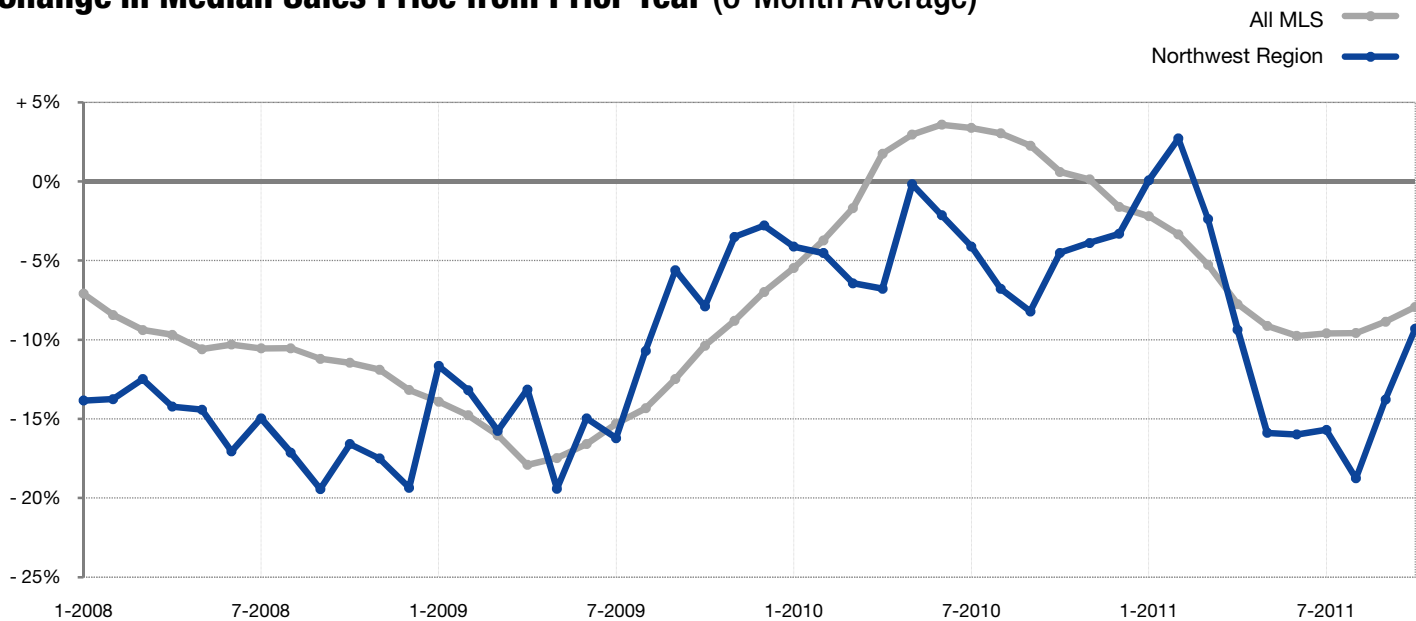


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## South Central Region

**+ 6.8%**

Change in  
New Listings

**+ 18.8%**

Change in  
Closed Sales

**+ 8.3%**

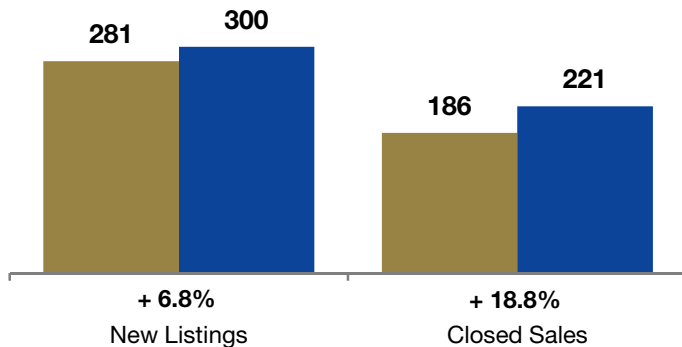
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	281	300	+ 6.8%	4,151	3,486	- 16.0%
Closed Sales	186	221	+ 18.8%	2,073	2,058	- 0.7%
Median Sales Price*	\$101,500	\$109,950	+ 8.3%	\$123,900	\$115,000	- 7.2%
Percent of Original List Price Received**	86.9%	88.3%	+ 1.5%	89.9%	88.7%	- 1.3%
Days on Market Until Sale	122	122	+ 0.3%	125	132	+ 5.8%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

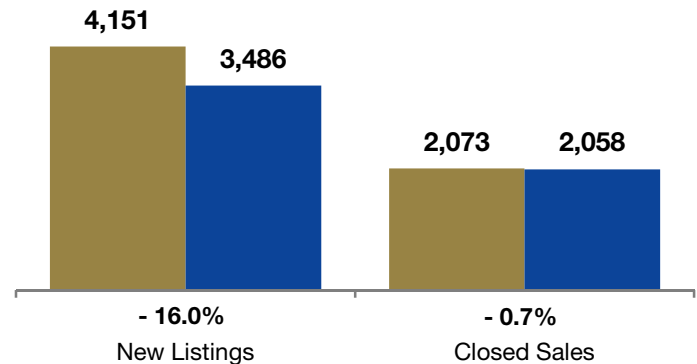
### October

■ 2010 ■ 2011

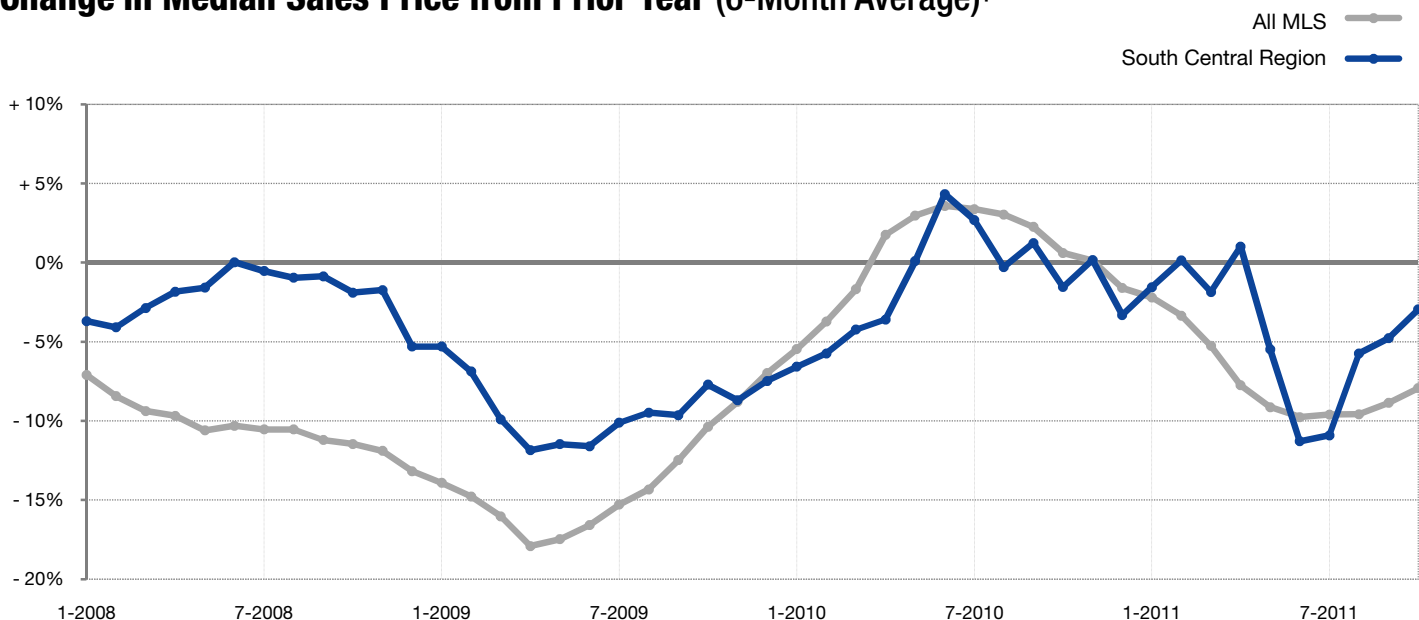


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



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# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Southeast Region

**- 7.9%**

Change in  
New Listings

**+ 37.0%**

Change in  
Closed Sales

**- 7.2%**

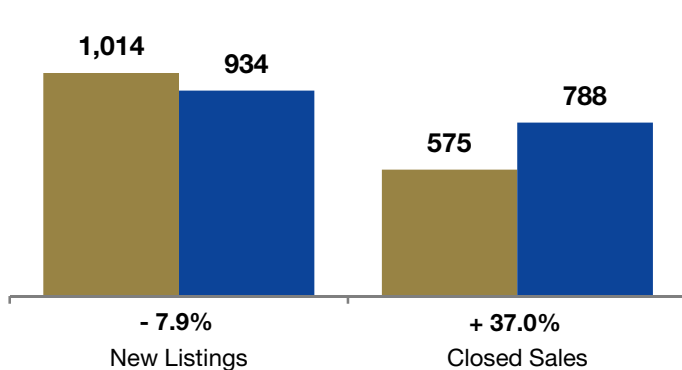
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,014	934	- 7.9%	13,076	11,928	- 8.8%
Closed Sales	575	788	+ 37.0%	6,246	7,190	+ 15.1%
Median Sales Price*	\$139,000	<b>\$129,000</b>	- 7.2%	\$138,570	<b>\$129,775</b>	- 6.3%
Percent of Original List Price Received**	88.8%	<b>90.4%</b>	+ 1.7%	91.0%	<b>90.0%</b>	- 1.1%
Days on Market Until Sale	103	55	- 47.2%	110	61	- 44.6%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

### October

■ 2010 ■ 2011

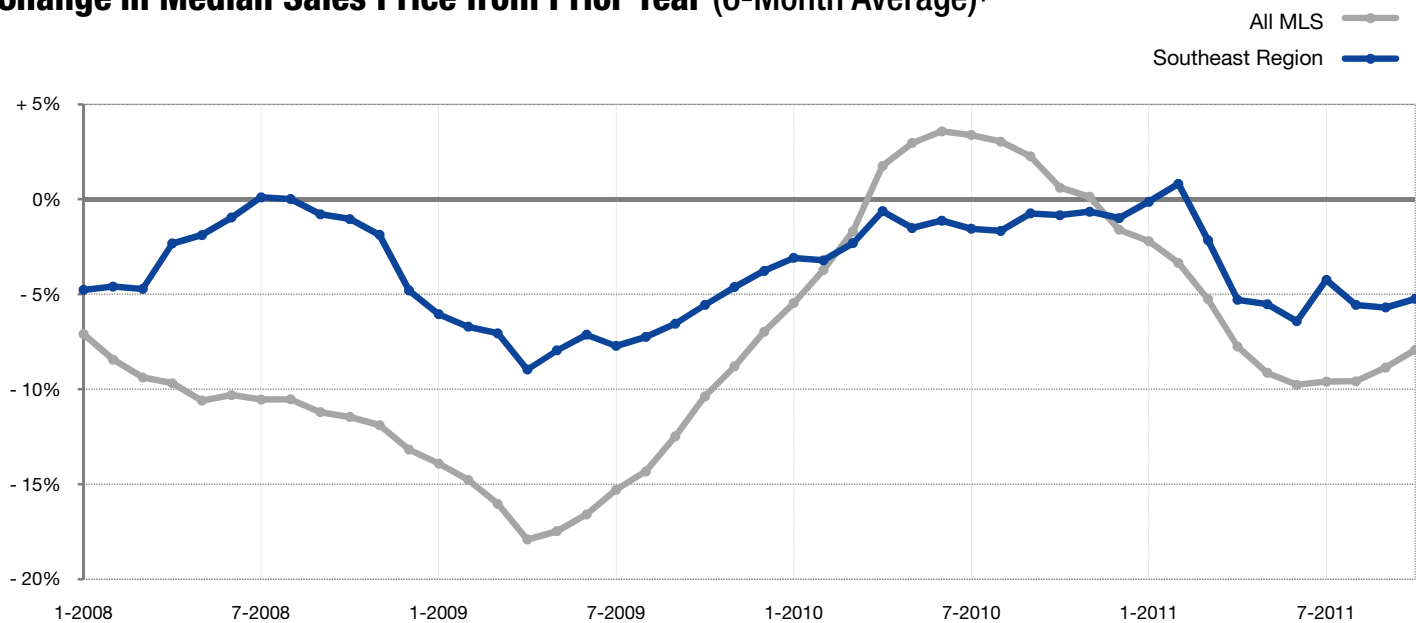


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



<sup>†</sup> Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Southwest Central Region

**- 0.4%**

Change in  
New Listings

**+ 22.3%**

Change in  
Closed Sales

**- 18.8%**

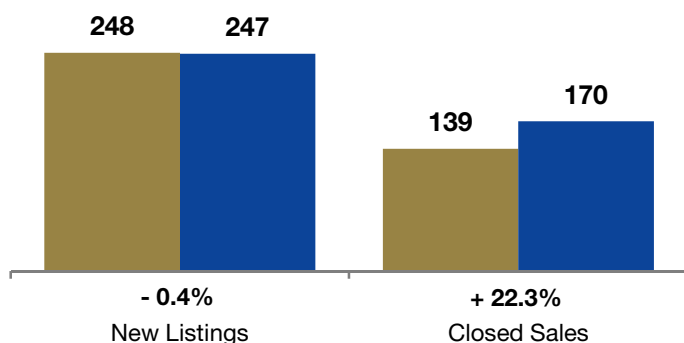
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	248	247	- 0.4%	3,582	2,957	- 17.4%
Closed Sales	139	170	+ 22.3%	1,525	1,555	+ 2.0%
Median Sales Price*	\$117,000	<b>\$95,000</b>	- 18.8%	\$112,000	<b>\$104,000</b>	- 7.1%
Percent of Original List Price Received**	88.0%	<b>87.4%</b>	- 0.8%	89.1%	<b>88.0%</b>	- 1.3%
Days on Market Until Sale	144	121	- 15.4%	129	132	+ 2.6%

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### October

■ 2010 ■ 2011

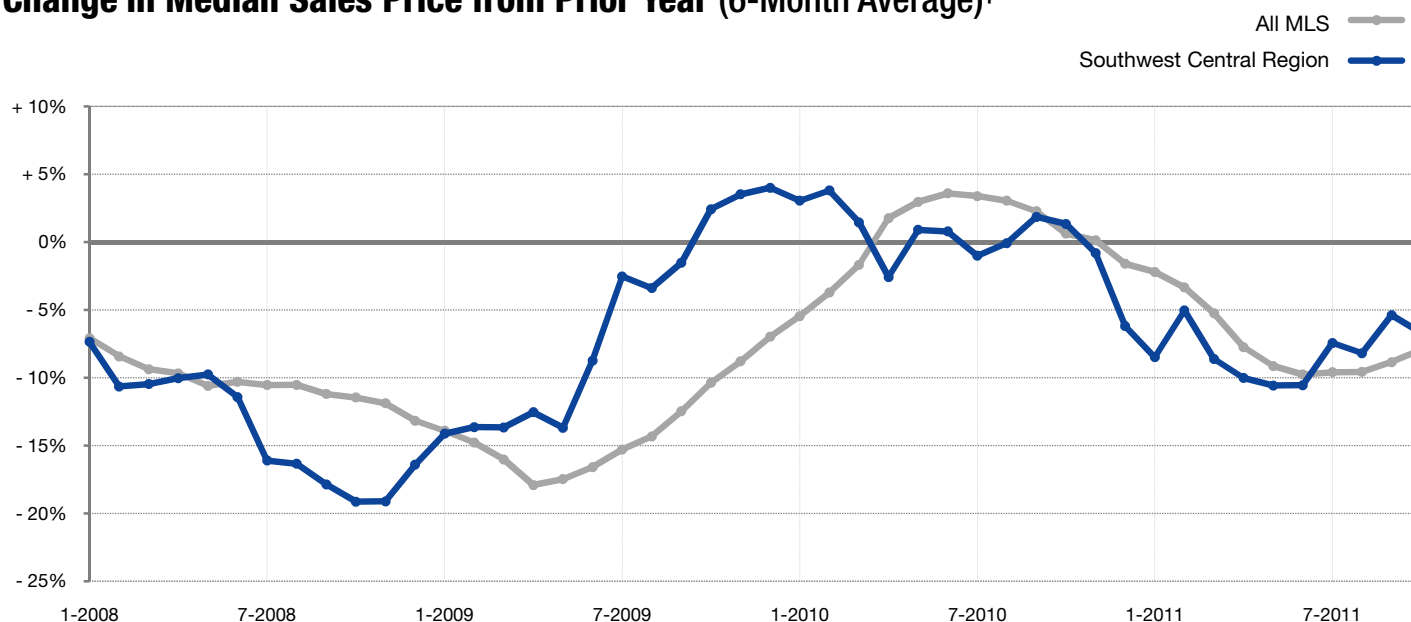


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)†



† Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



**+ 9.4%**

Change in  
New Listings

**- 3.4%**

Change in  
Closed Sales

**+ 11.7%**

Change in  
Median Sales Price

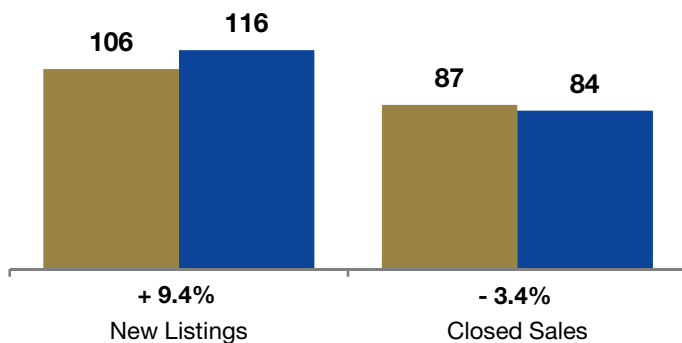
## Southwest Region

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	106	116	+ 9.4%	1,371	1,380	+ 0.7%
Closed Sales	87	84	- 3.4%	761	789	+ 3.7%
Median Sales Price*	\$83,000	<b>\$92,750</b>	+ 11.7%	\$89,700	<b>\$92,000</b>	+ 2.6%
Percent of Original List Price Received**	87.3%	<b>85.8%</b>	- 1.7%	87.5%	<b>86.4%</b>	- 1.2%
Days on Market Until Sale	106	92	- 12.8%	112	99	- 11.5%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

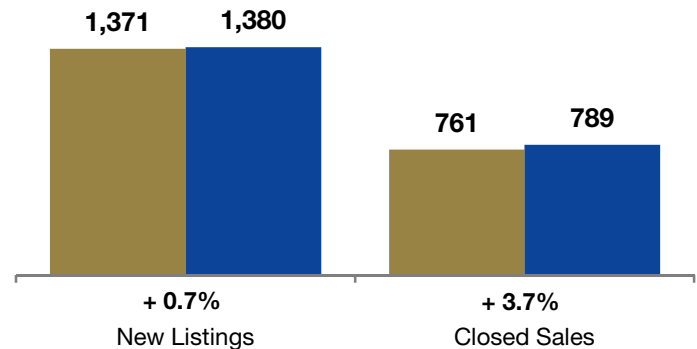
### October

■ 2010 ■ 2011

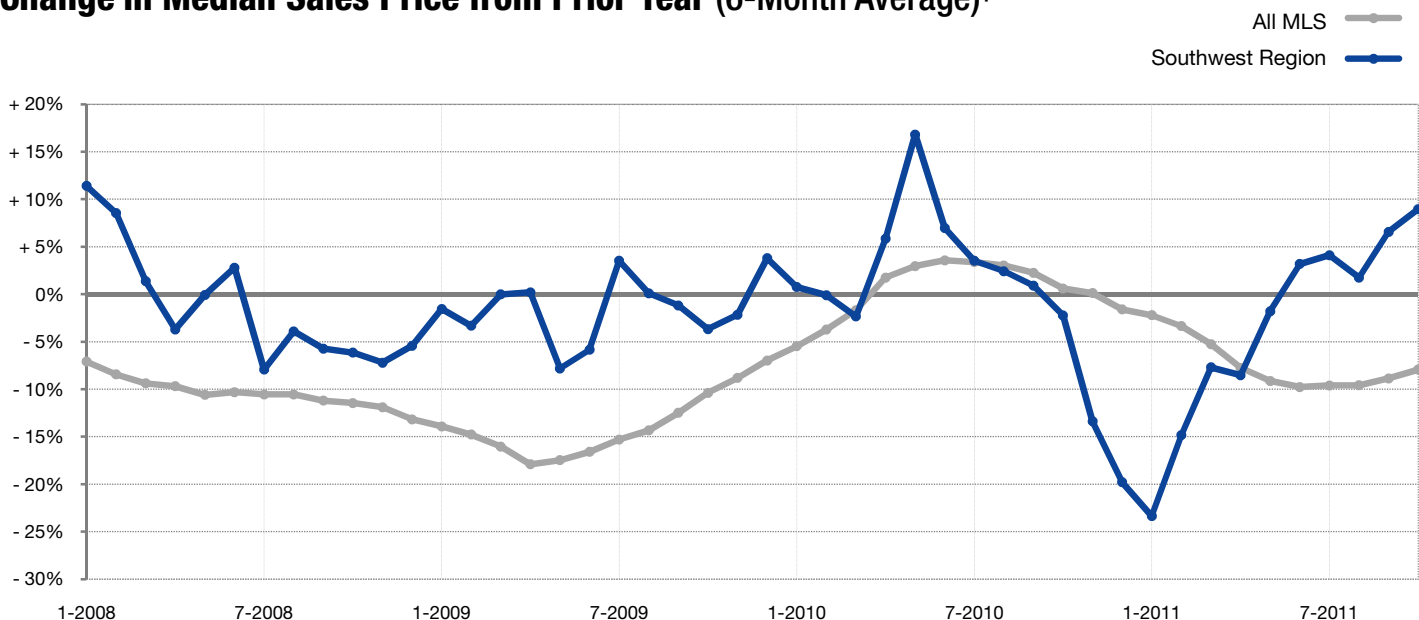


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



<sup>†</sup> Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Upper Minnesota Valley Region

**+ 33.8%**

Change in  
New Listings

**- 19.3%**

Change in  
Closed Sales

**+ 73.6%**

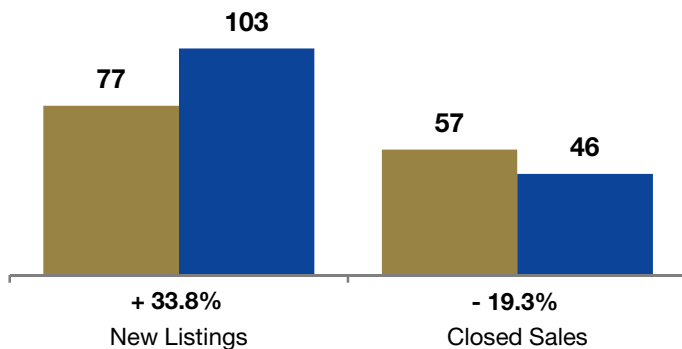
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	77	103	+ 33.8%	1,107	1,091	- 1.4%
Closed Sales	57	46	- 19.3%	544	506	- 7.0%
Median Sales Price*	\$48,951	<b>\$85,000</b>	+ 73.6%	\$69,500	<b>\$70,000</b>	+ 0.7%
Percent of Original List Price Received**	84.1%	<b>86.5%</b>	+ 2.8%	85.0%	<b>85.0%</b>	- 0.1%
Days on Market Until Sale	109	96	- 11.1%	124	104	- 16.1%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

### October

■ 2010 ■ 2011

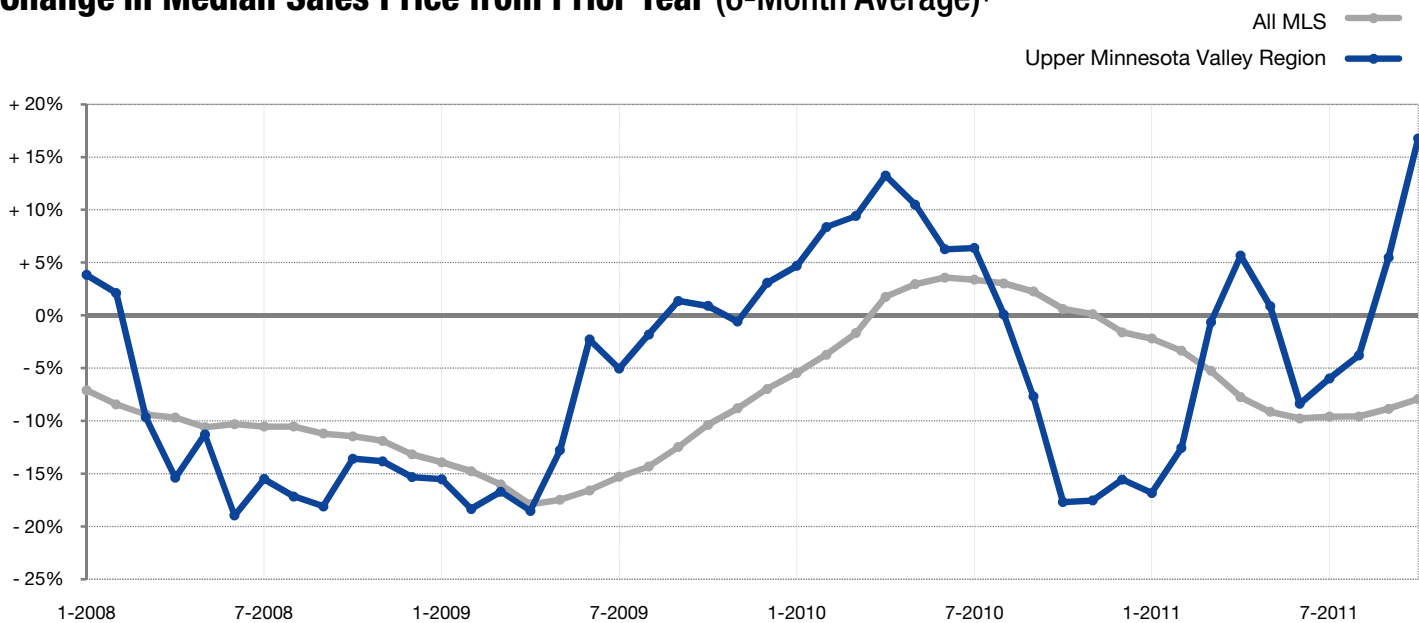


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



<sup>†</sup> Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## West Central Region

**+ 13.1%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**+ 8.0%**

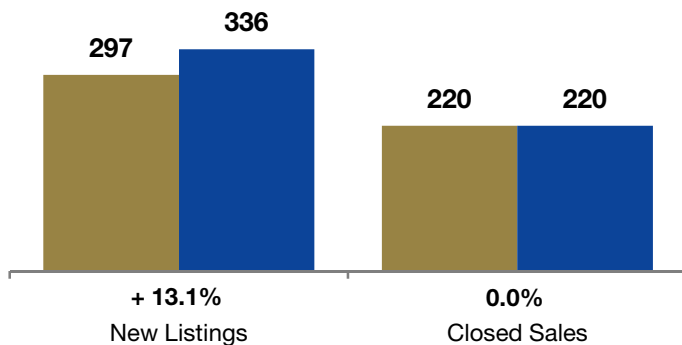
Change in  
Median Sales Price

	October			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	297	336	+ 13.1%	5,751	4,960	- 13.8%
Closed Sales	220	220	0.0%	2,127	2,022	- 4.9%
Median Sales Price*	\$137,000	<b>\$148,000</b>	+ 8.0%	\$140,000	<b>\$136,950</b>	- 2.2%
Percent of Original List Price Received**	86.3%	<b>87.7%</b>	+ 1.7%	89.3%	<b>88.2%</b>	- 1.2%
Days on Market Until Sale	117	<b>72</b>	- 38.6%	113	<b>77</b>	- 32.1%

\* Does not account for seller concessions. | \*\* Does not account for list price from any previous contracts. | Activity for one month can sometimes look extreme due to small sample size.

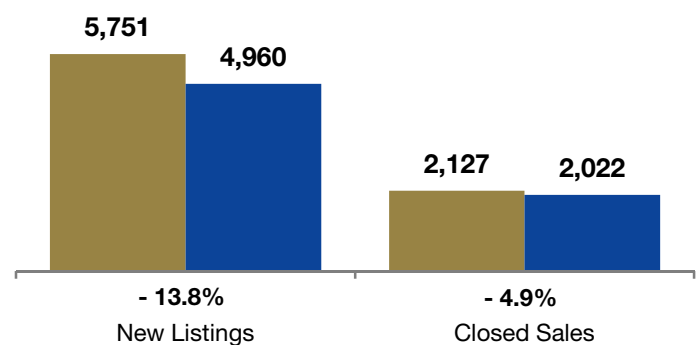
### October

■ 2010 ■ 2011

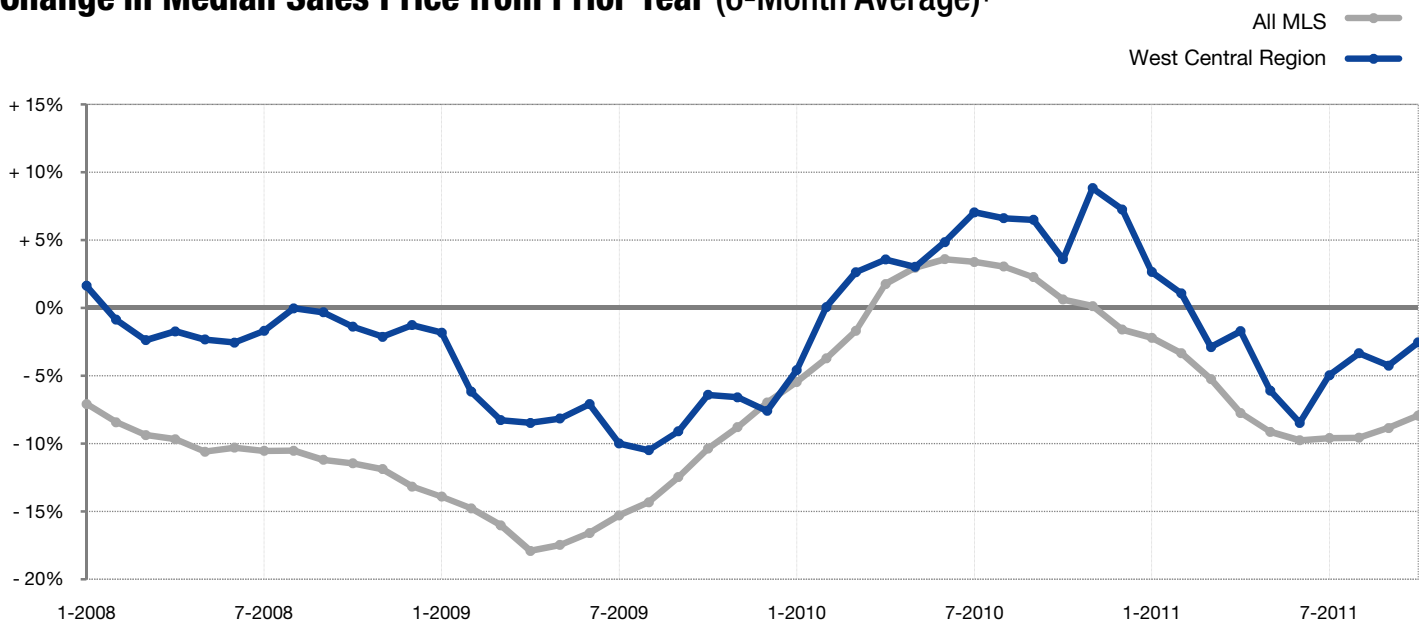


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)<sup>†</sup>



<sup>†</sup> Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Powered by 10K Research and Marketing.

# Monthly Indicators



## October 2011

A RESEARCH TOOL PROVIDED BY THE  
MINNESOTA ASSOCIATION OF REALTORS®

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

## Quick Facts

**+ 23.6%**      **- 6.7%**      **- 6.6%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Days on Market

Market Overview	<a href="#">2</a>
New Listings	<a href="#">3</a>
Pending Sales	<a href="#">4</a>
Closed Sales	<a href="#">5</a>
Days On Market Until Sale	<a href="#">6</a>
Median Sales Price	<a href="#">7</a>
Average Sales Price	<a href="#">8</a>
Percent of Original List Price Received	<a href="#">9</a>
Housing Affordability Index	<a href="#">10</a>

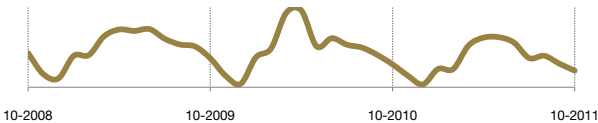
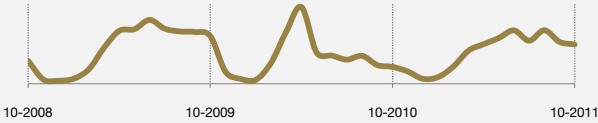
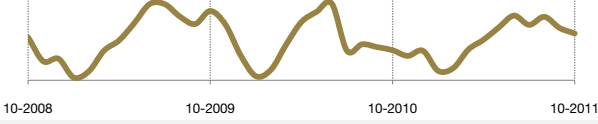
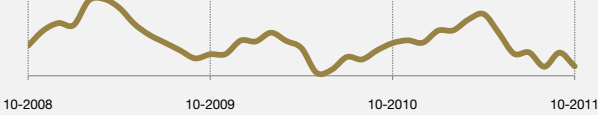
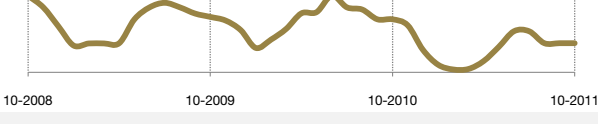
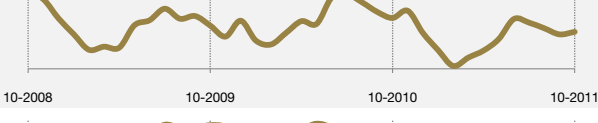


[Click on desired metric to jump to that page.](#)



# Market Overview

Key market metrics for the current month and year-to-date figures.



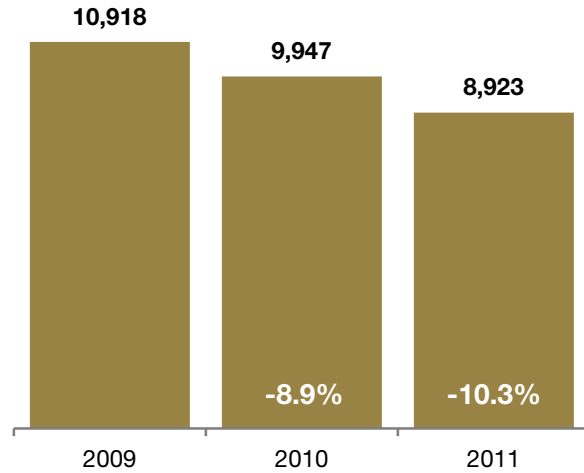
Key Metrics	Historical Sparklines	10-2010	10-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		9,947	<b>8,923</b>	- 10.3%	134,685	<b>114,683</b>	- 14.9%
Pending Sales		4,784	<b>6,406</b>	+ 33.9%	57,373	<b>62,595</b>	+ 9.1%
Closed Sales		5,047	<b>6,238</b>	+ 23.6%	56,283	<b>59,548</b>	+ 5.8%
Days on Market Until Sale		128	<b>120</b>	- 6.6%	124	<b>128</b>	+ 2.9%
Median Sales Price		\$150,000	<b>\$140,000</b>	- 6.7%	\$150,500	<b>\$139,000</b>	- 7.6%
Average Sales Price		\$183,872	<b>\$176,280</b>	- 4.1%	\$184,757	<b>\$173,420</b>	- 6.1%
Percent of Original List Price Received		89.0%	<b>89.9%</b>	+ 1.0%	91.3%	<b>89.6%</b>	- 1.9%
Housing Affordability Index		126	<b>134</b>	+ 6.3%	126	<b>135</b>	+ 7.2%

# New Listings

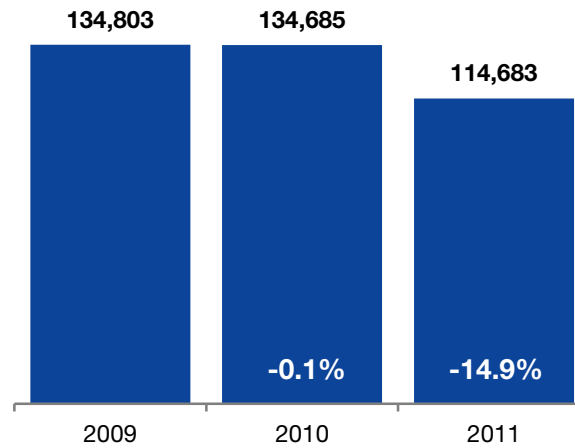
A count of the properties that have been newly listed on the market in a given month.



## October

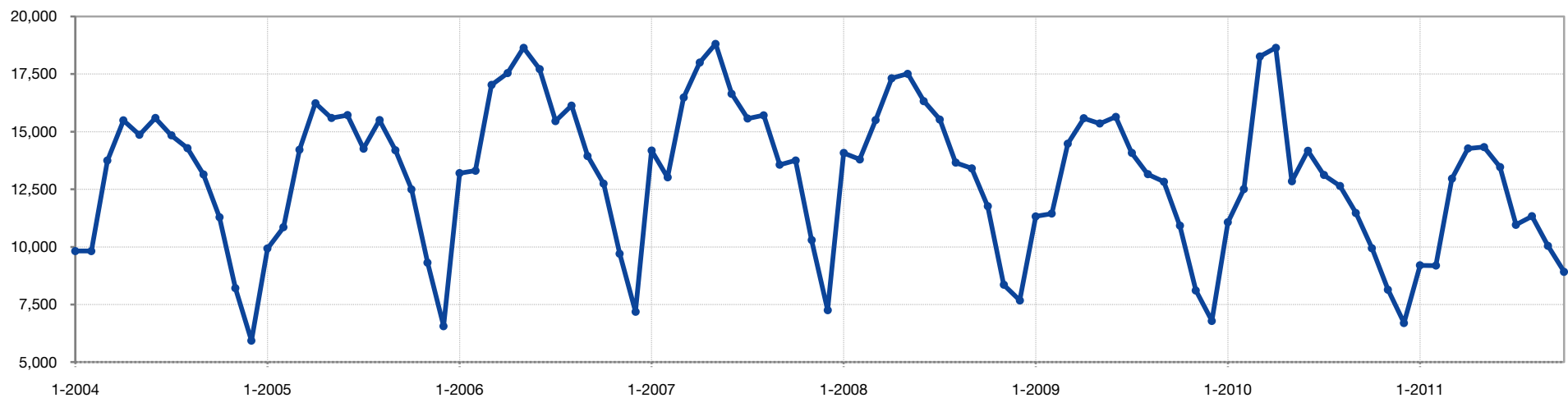


## Year To Date



Month	Prior Year	Current Year	+ / -
November	8,110	8,145	+0.4%
December	6,793	6,702	-1.3%
January	11,069	9,199	-16.9%
February	12,511	9,191	-26.5%
March	18,265	12,962	-29.0%
April	18,637	14,271	-23.4%
May	12,845	14,334	+11.6%
June	14,173	13,467	-5.0%
July	13,118	10,961	-16.4%
August	12,648	11,330	-10.4%
September	11,472	10,045	-12.4%
October	9,947	8,923	-10.3%
12-Month Total	149,588	129,530	-13.4%

## Historical New Listing Activity

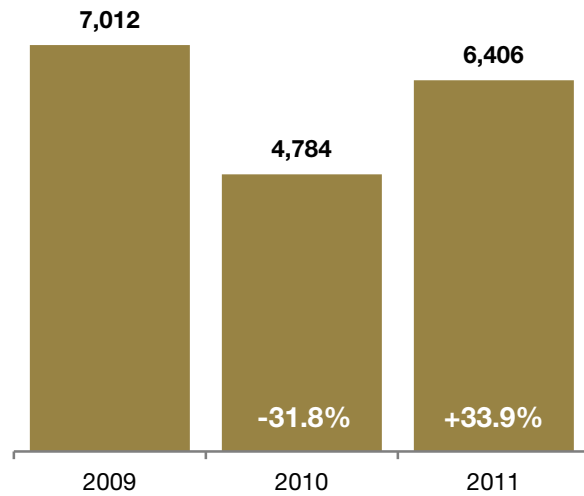


# Pending Sales

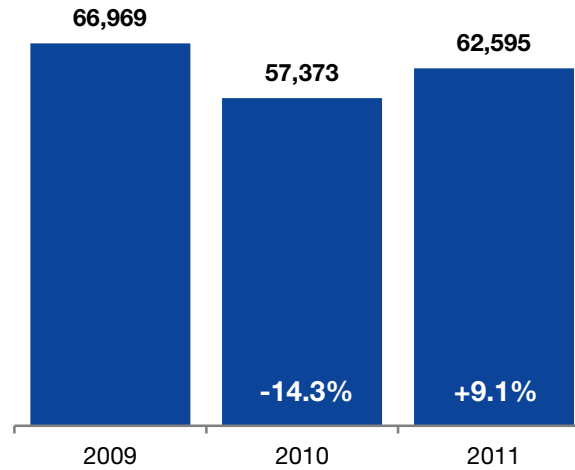
A count of the properties on which contracts have been accepted in a given month.



## October

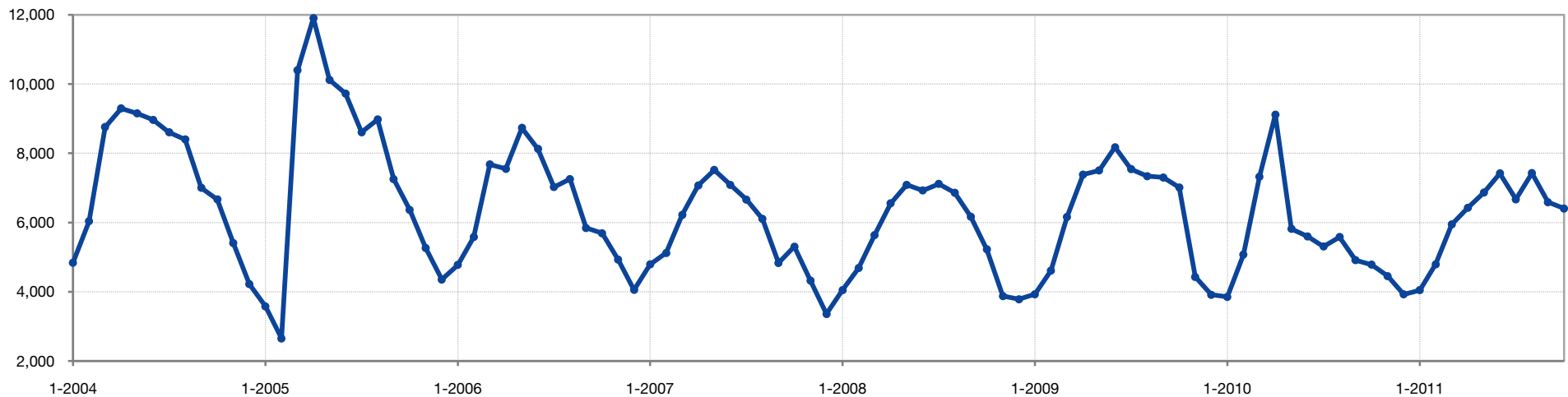


## Year To Date



Month	Prior Year	Current Year	+ / -
November	4,433	4,455	+0.5%
December	3,916	3,926	+0.3%
January	3,855	4,047	+5.0%
February	5,073	4,796	-5.5%
March	7,326	5,947	-18.8%
April	9,112	6,424	-29.5%
May	5,817	6,867	+18.1%
June	5,602	7,420	+32.5%
July	5,307	6,671	+25.7%
August	5,584	7,428	+33.0%
September	4,913	6,589	+34.1%
October	4,784	6,406	+33.9%
12-Month Total	65,722	70,976	+8.0%

## Historical Pending Sales Activity

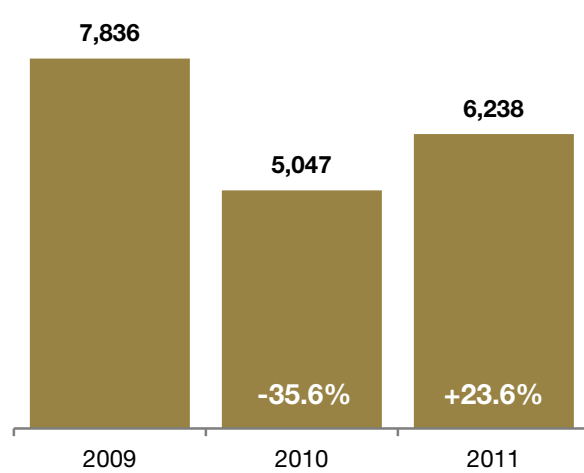


# Closed Sales

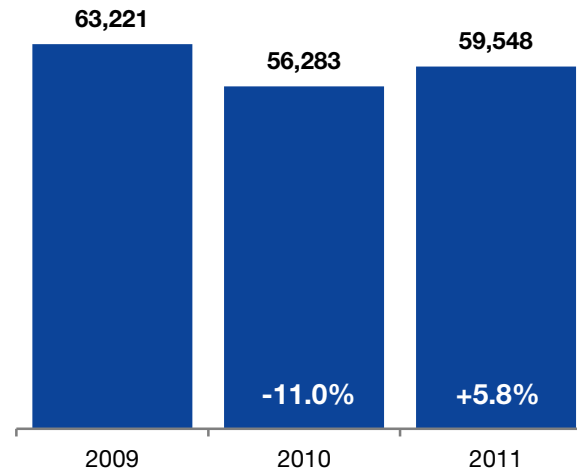
A count of the actual sales that have closed in a given month.



## October

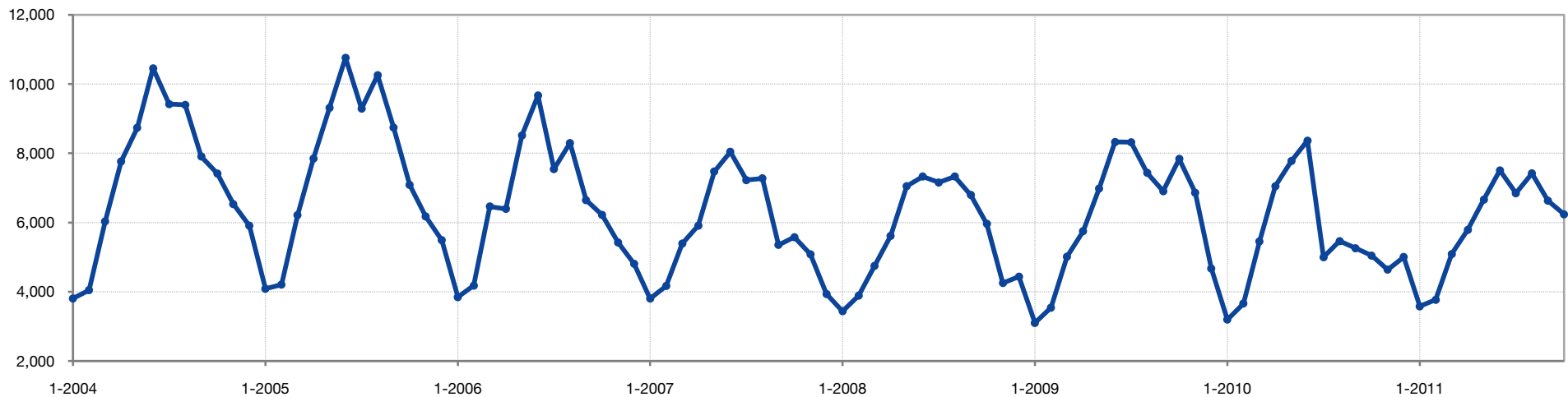


## Year To Date



Month	Prior Year	Current Year	+ / -
November	6,861	4,640	-32.4%
December	4,676	5,007	+7.1%
January	3,198	3,581	+12.0%
February	3,662	3,771	+3.0%
March	5,455	5,094	-6.6%
April	7,050	5,793	-17.8%
May	7,777	6,664	-14.3%
June	8,364	7,507	-10.2%
July	5,003	6,848	+36.9%
August	5,466	7,422	+35.8%
September	5,261	6,630	+26.0%
October	5,047	6,238	+23.6%
12-Month Total	67,820	69,195	+5.2%

## Historical Closed Sales Activity

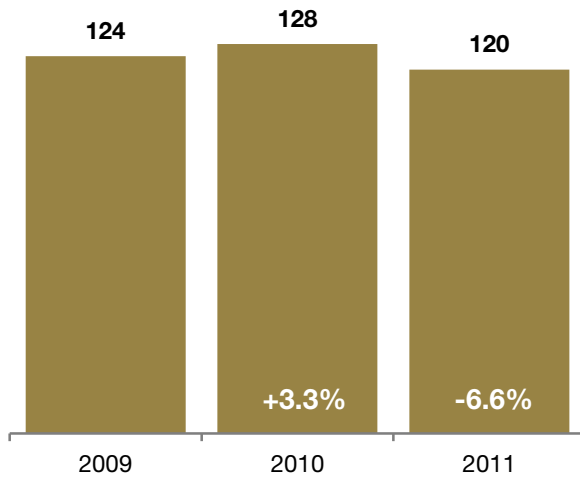


# Days on Market Until Sale

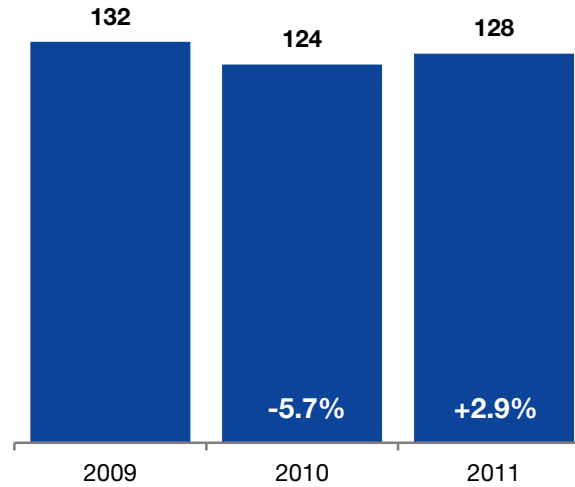
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

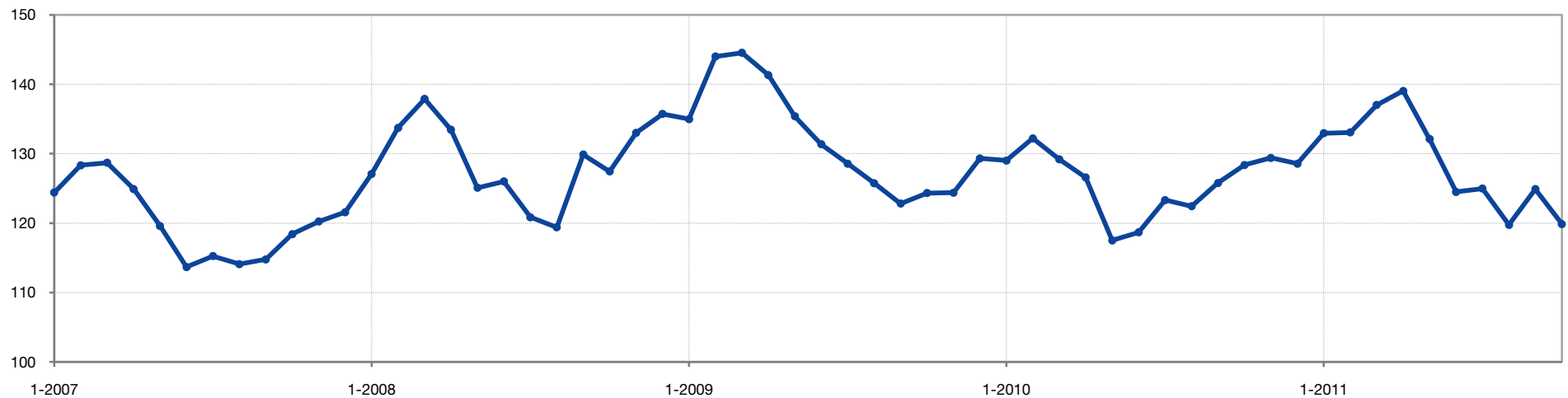


## Year To Date



Month	Prior Year	Current Year	+ / -
November	124	129	+4.0%
December	129	129	-0.6%
January	129	133	+3.0%
February	132	133	+0.6%
March	129	137	+6.1%
April	127	139	+9.9%
May	118	132	+12.4%
June	119	125	+4.9%
July	123	125	+1.3%
August	122	120	-2.2%
September	126	125	-0.7%
October	128	120	-6.6%
12-Month Avg	125	128	+2.7%

## Historical Days on Market Until Sale

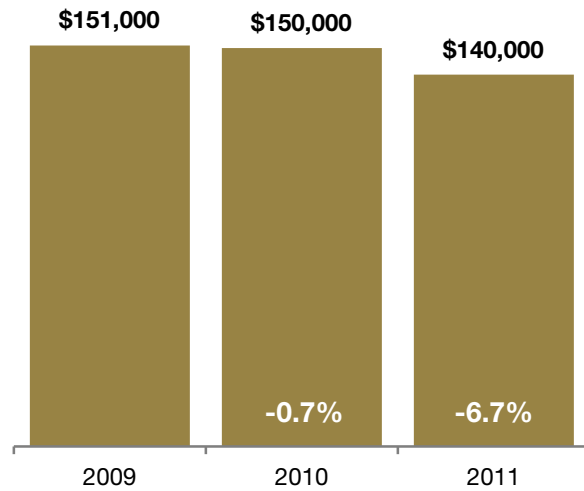


# Median Sales Price

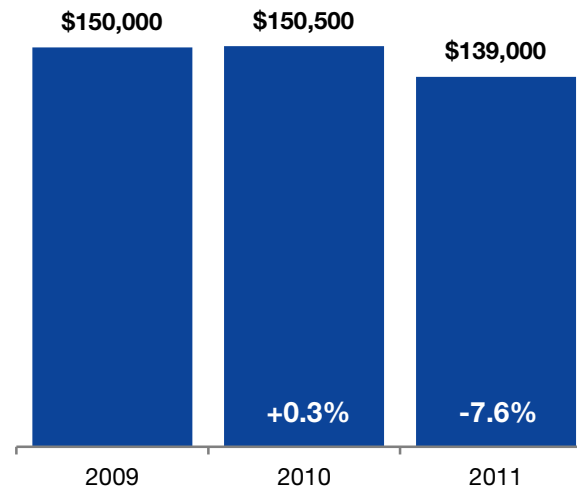
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$149,500	\$147,500	-1.3%
December	\$145,500	\$137,250	-5.7%
January	\$138,000	\$131,000	-5.1%
February	\$141,500	\$129,000	-8.8%
March	\$146,000	\$129,200	-11.5%
April	\$152,500	\$132,500	-13.1%
May	\$153,000	\$138,450	-9.5%
June	\$159,900	\$145,000	-9.3%
July	\$155,000	\$145,000	-6.5%
August	\$154,100	\$140,000	-9.1%
September	\$150,000	\$140,000	-6.7%
October	\$150,000	\$140,000	-6.7%
12-Month Med	\$150,000	\$139,500	-7.0%

## Historical Median Sales Price



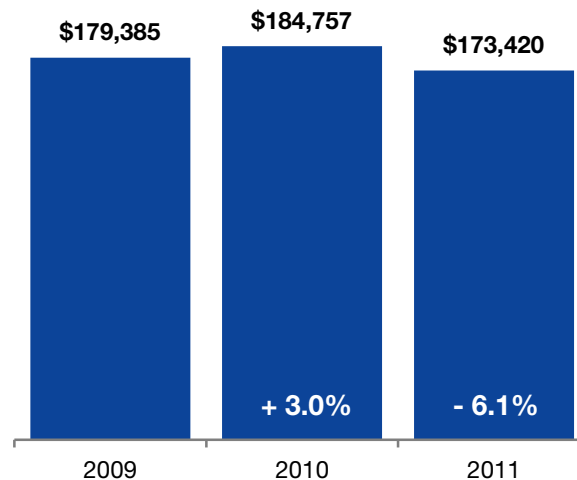
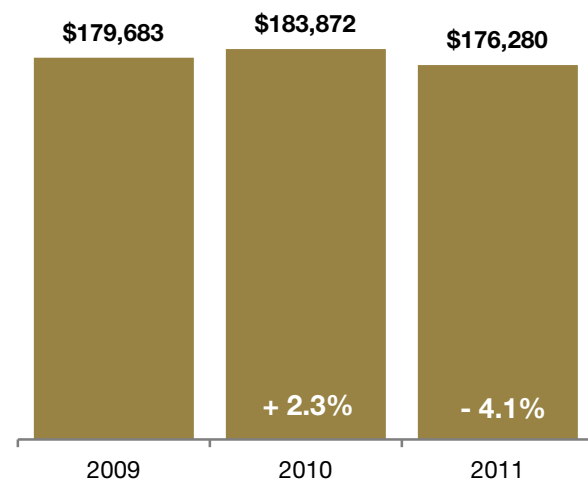
# Average Sales Price

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



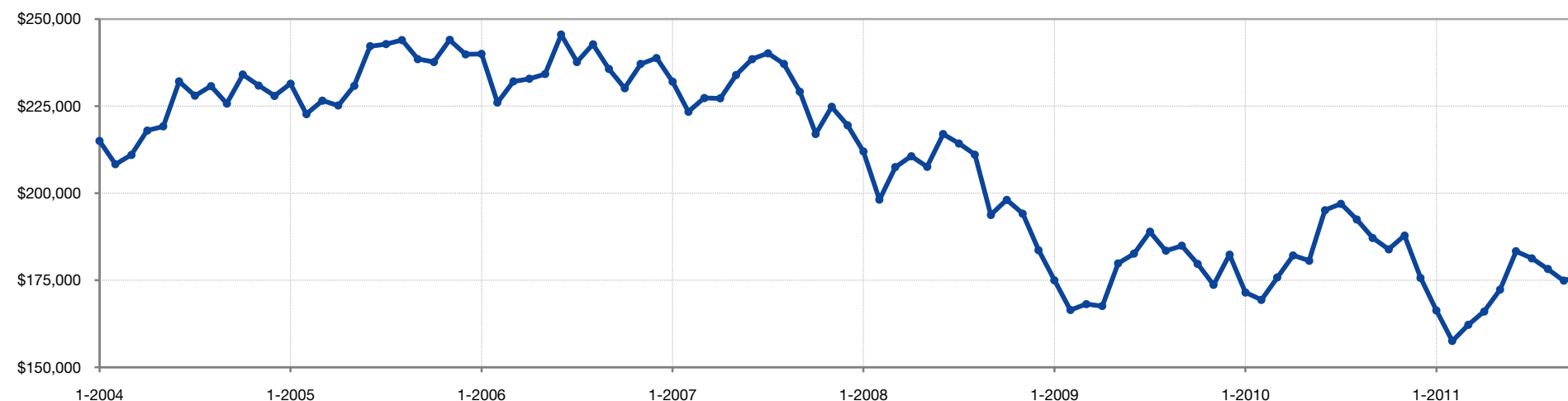
## October

## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$173,656	\$187,821	+8.2%
December	\$182,386	\$175,672	-3.7%
January	\$171,494	\$166,286	-3.0%
February	\$169,375	\$157,584	-7.0%
March	\$175,785	\$162,195	-7.7%
April	\$182,141	\$166,036	-8.8%
May	\$180,618	\$172,329	-4.6%
June	\$195,126	\$183,335	-6.0%
July	\$196,957	\$181,291	-8.0%
August	\$192,421	\$178,226	-7.4%
September	\$187,166	\$174,891	-6.6%
October	\$183,872	\$176,280	-4.1%
12-Month Avg	\$183,466	\$174,551	-4.9%

## Historical Average Sales Price

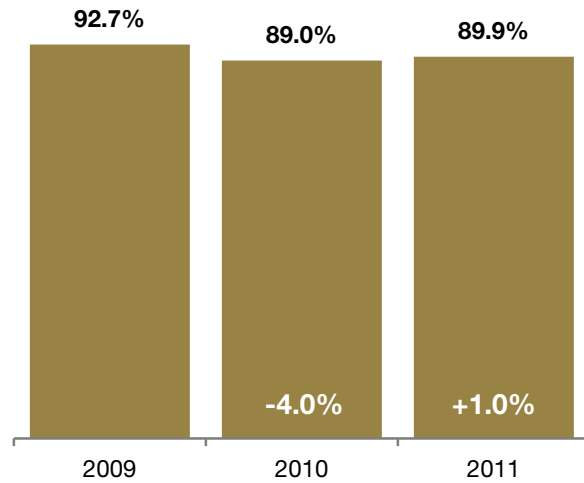


# Percent of Original List Price Received

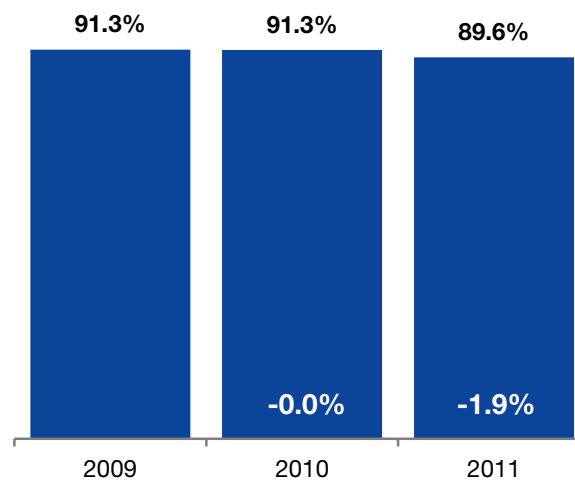
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October

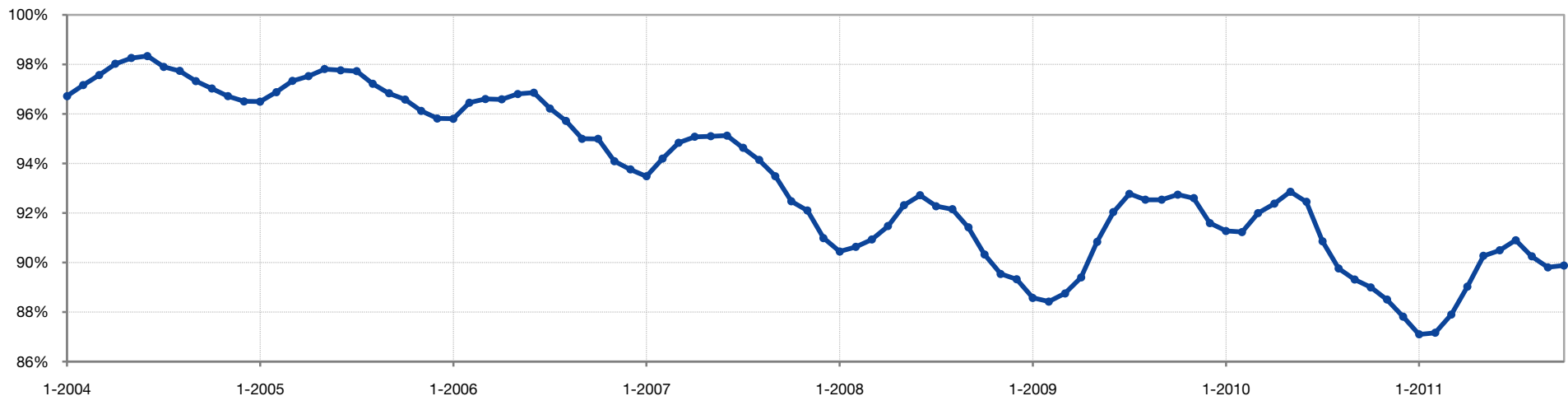


## Year To Date



Month	Prior Year	Current Year	+ / -
November	92.6%	88.5%	-4.4%
December	91.6%	87.8%	-4.1%
January	91.3%	87.1%	-4.6%
February	91.2%	87.2%	-4.5%
March	92.0%	87.9%	-4.4%
April	92.4%	89.0%	-3.6%
May	92.9%	90.3%	-2.8%
June	92.4%	90.5%	-2.1%
July	90.9%	90.9%	+0.0%
August	89.8%	90.2%	+0.5%
September	89.3%	89.8%	+0.6%
October	89.0%	89.9%	+1.0%
12-Month Avg	91.5%	89.4%	-2.3%

## Historical Percent of Original List Price Received



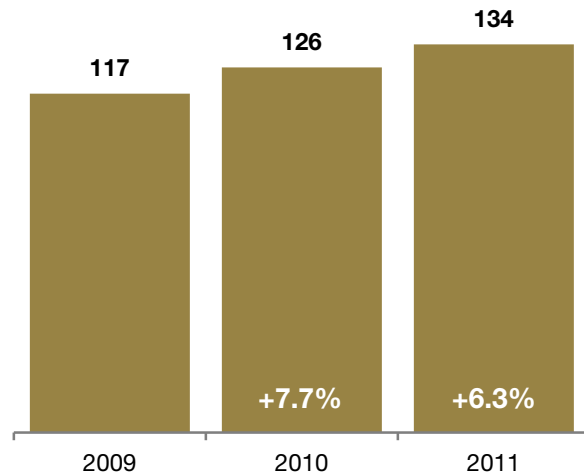


# Housing Affordability Index

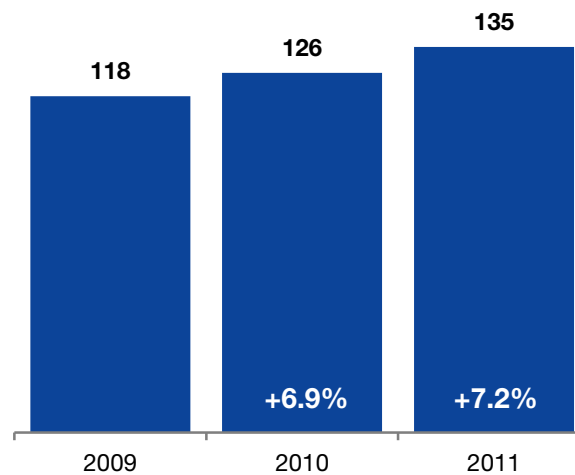
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## October



## Year To Date



Month	Prior Year	Current Year	+ / -
November	118	129	+8.9%
December	124	134	+8.2%
January	125	134	+7.4%
February	125	135	+8.1%
March	120	136	+13.2%
April	116	134	+15.0%
May	116	132	+13.7%
June	116	129	+11.1%
July	121	127	+5.6%
August	123	134	+9.1%
September	126	136	+7.9%
October	126	134	+6.3%
12-Month Avg	121	133	+9.6%

## Historical Housing Affordability Index

