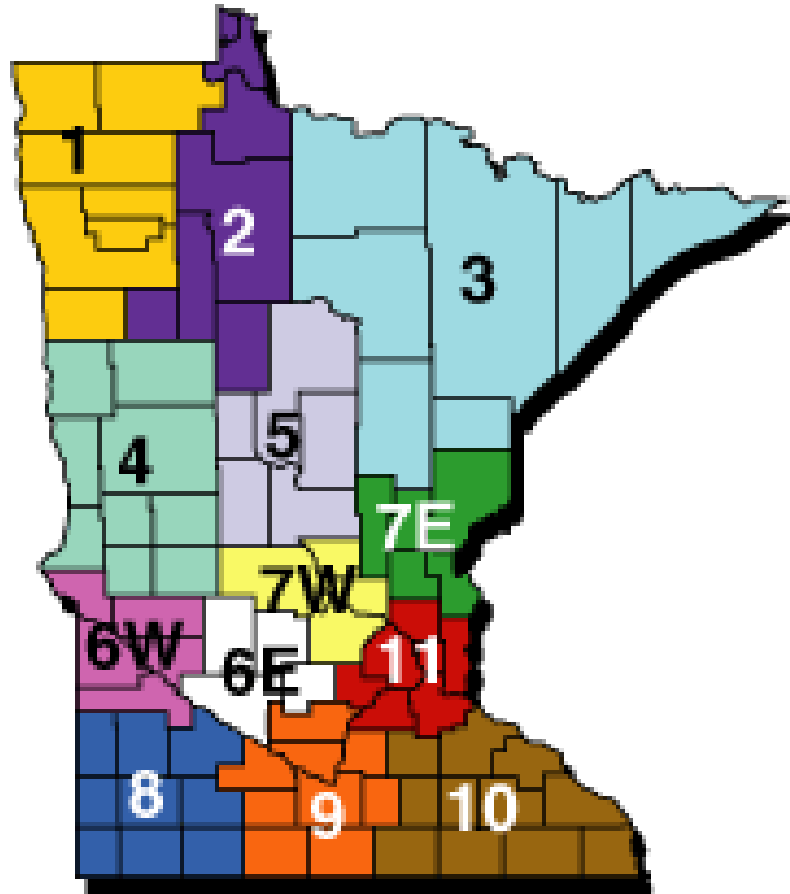


# Local Market Updates

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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 – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Entire State

**- 17.3%**

**+ 33.5%**

**- 6.5%**

Change in  
New Listings

Change in  
Closed Sales

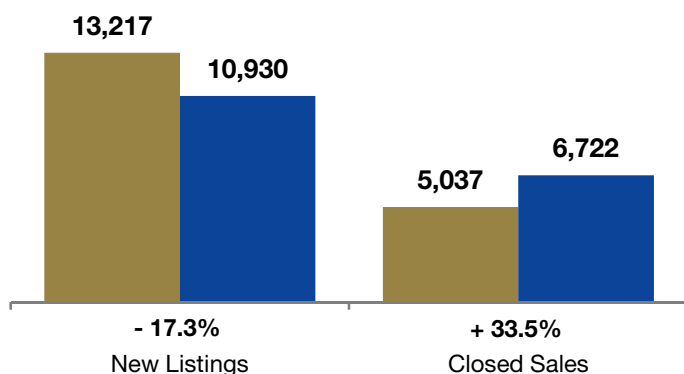
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	13,217	10,930	- 17.3%	101,488	84,274	- 17.0%
Closed Sales	5,037	6,722	+ 33.5%	40,767	39,085	- 4.1%
Median Sales Price*	\$155,000	\$145,000	- 6.5%	\$150,000	\$137,000	- 8.7%
Percent of Original List Price Received**	90.8%	90.9%	+ 0.0%	92.0%	89.3%	- 2.9%
Days on Market Until Sale	113	122	+ 8.4%	112	129	+ 15.4%

\* 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.

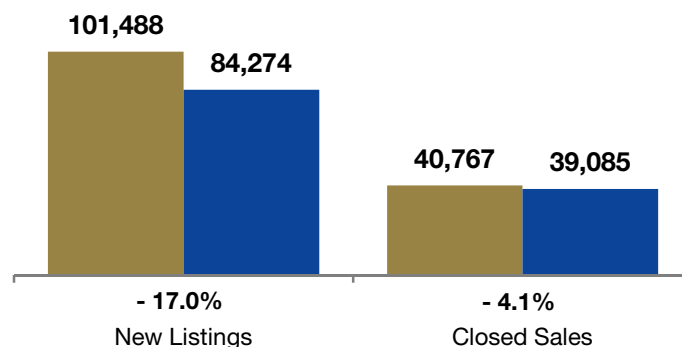
### July

■ 2010 ■ 2011

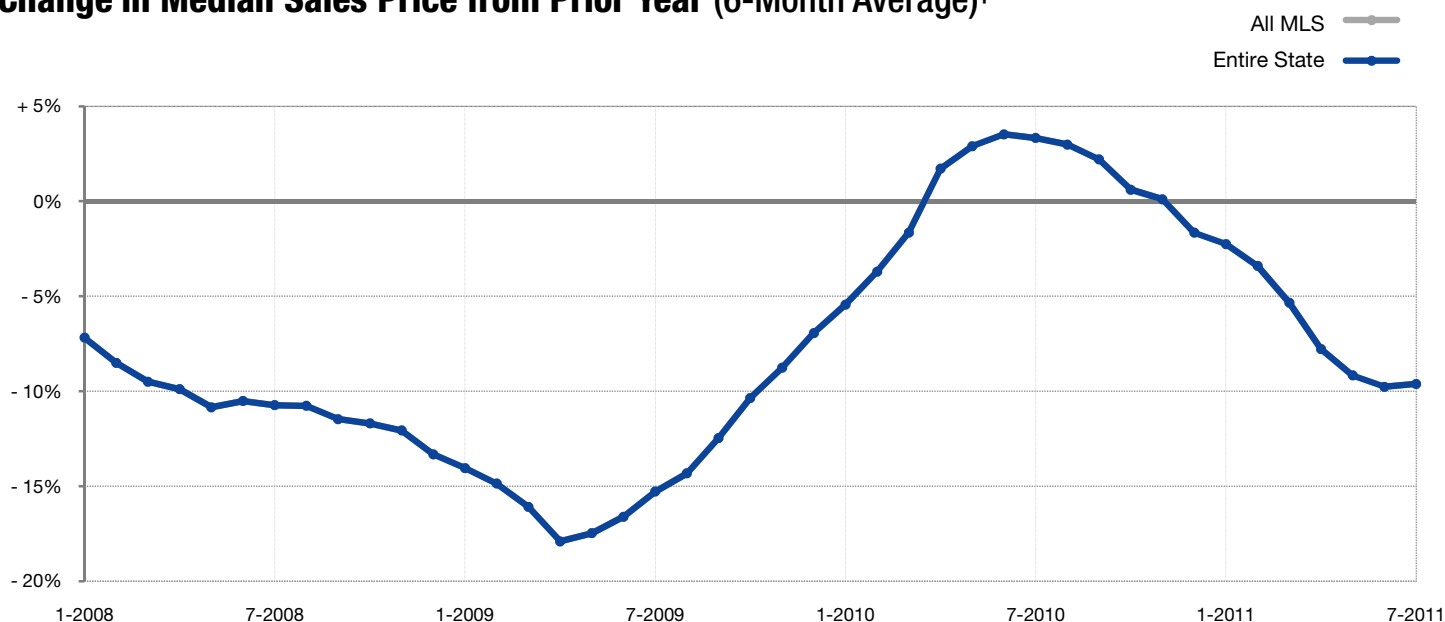


### Year to Date

■ 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 – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## 7 County Twin Cities Region

**- 20.1%**

**+ 37.3%**

**- 9.9%**

Change in  
New Listings

Change in  
Closed Sales

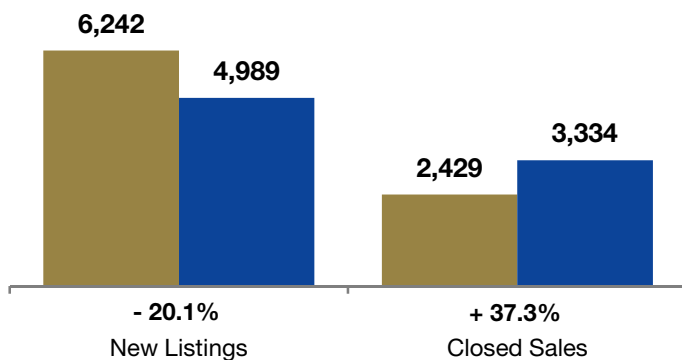
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	6,242	<b>4,989</b>	- 20.1%	47,178	<b>38,887</b>	- 17.6%
Closed Sales	2,429	<b>3,334</b>	+ 37.3%	20,441	<b>19,898</b>	- 2.7%
Median Sales Price*	\$182,500	<b>\$164,500</b>	- 9.9%	\$175,500	<b>\$156,000</b>	- 11.1%
Percent of Original List Price Received**	92.0%	<b>91.8%</b>	- 0.2%	93.6%	<b>90.2%</b>	- 3.6%
Days on Market Until Sale	123	<b>138</b>	+ 12.0%	122	<b>145</b>	+ 19.0%

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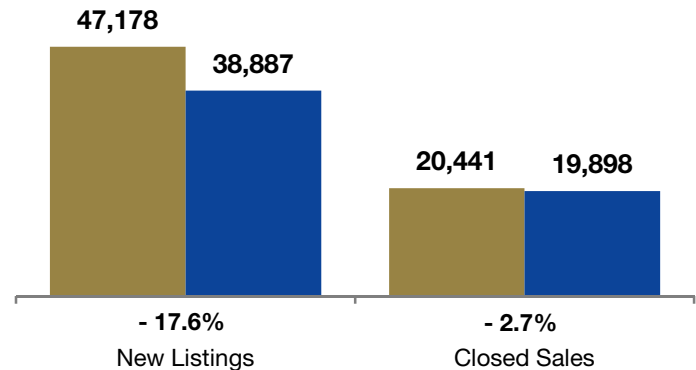
### July

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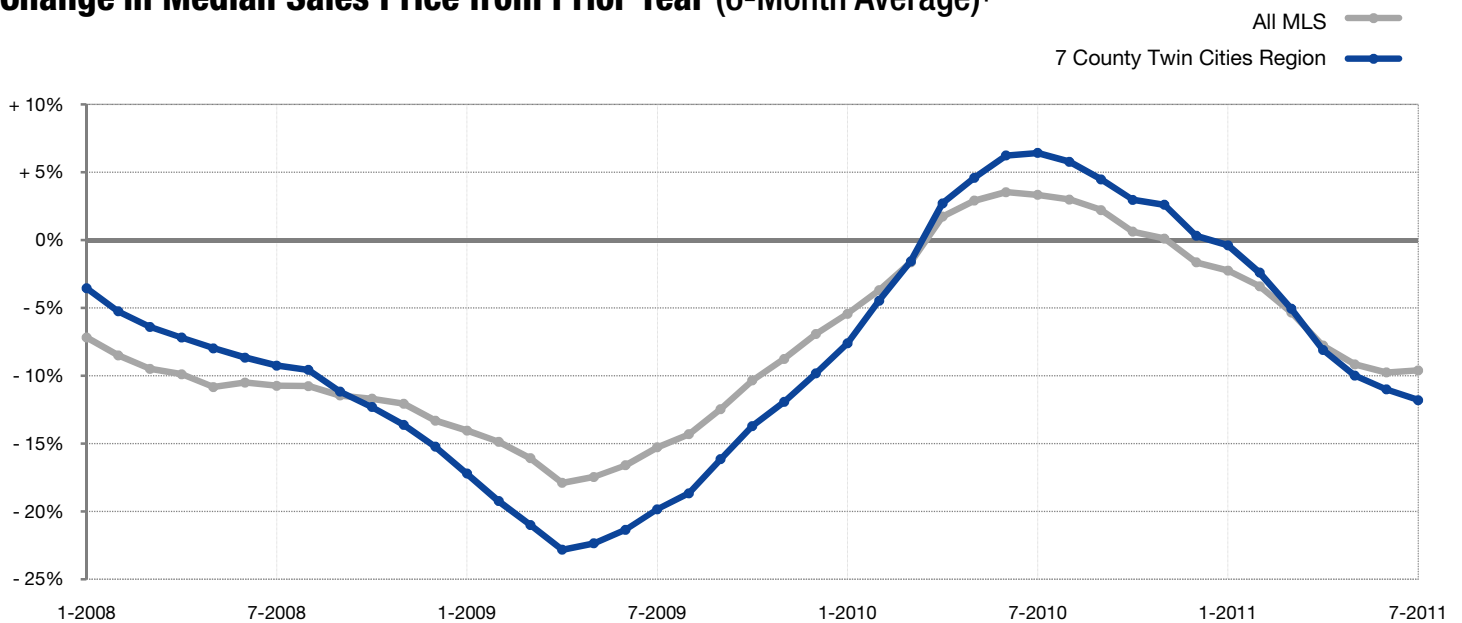


### Year to Date

■ 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 – July 2011

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## Arrowhead Region

**- 40.3%**

Change in  
New Listings

**- 38.6%**

Change in  
Closed Sales

**- 7.4%**

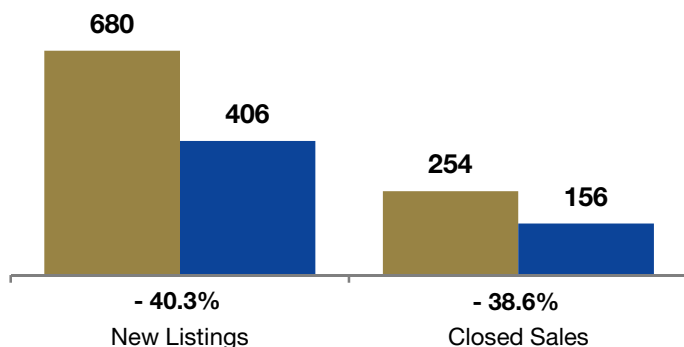
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	680	406	- 40.3%	5,736	2,868	- 50.0%
Closed Sales	254	156	- 38.6%	1,771	978	- 44.8%
Median Sales Price*	\$139,900	<b>\$129,500</b>	- 7.4%	\$129,900	<b>\$116,000</b>	- 10.7%
Percent of Original List Price Received**	90.0%	<b>89.0%</b>	- 1.1%	89.9%	<b>85.8%</b>	- 4.5%
Days on Market Until Sale	108	128	+ 18.9%	127	159	+ 25.1%

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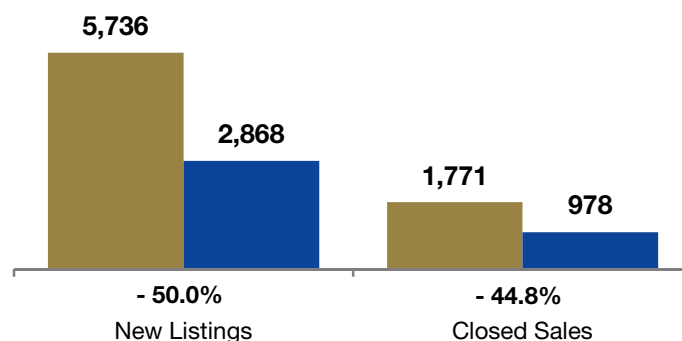
### July

■ 2010 ■ 2011

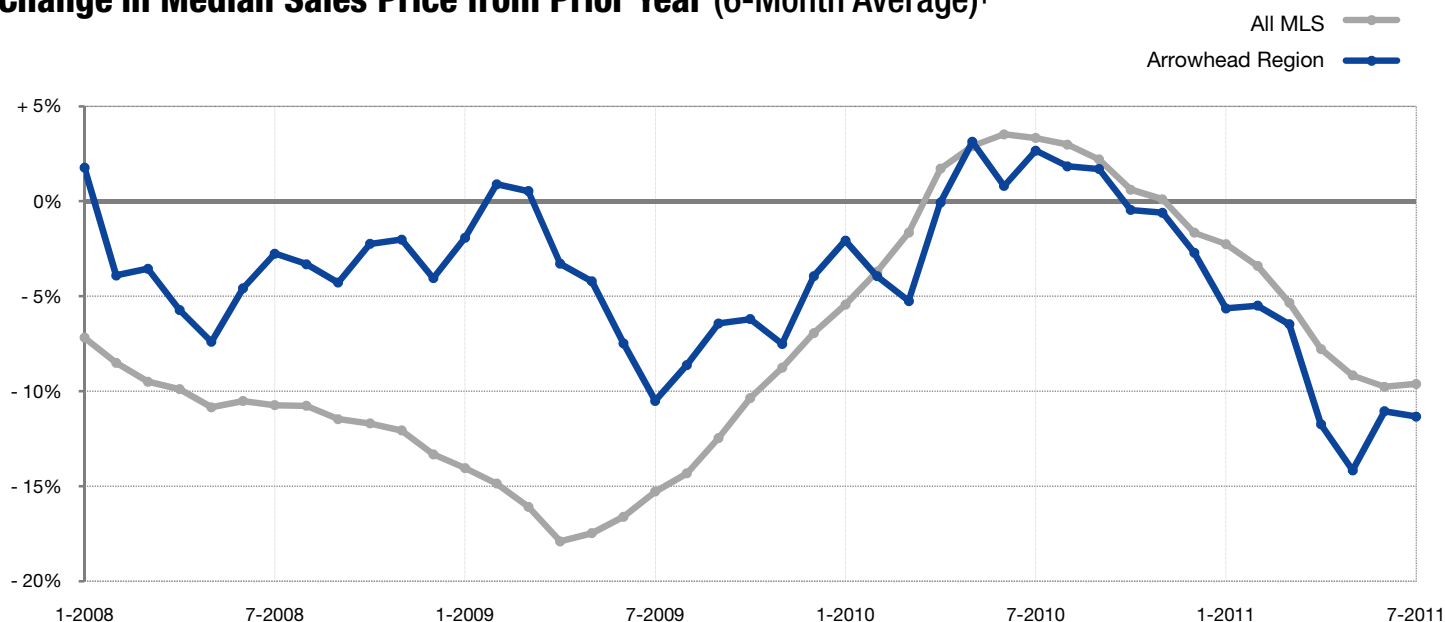


### Year to Date

■ 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 – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Central Region

**- 16.2%**

**+ 34.4%**

**- 4.0%**

Change in  
New Listings

Change in  
Closed Sales

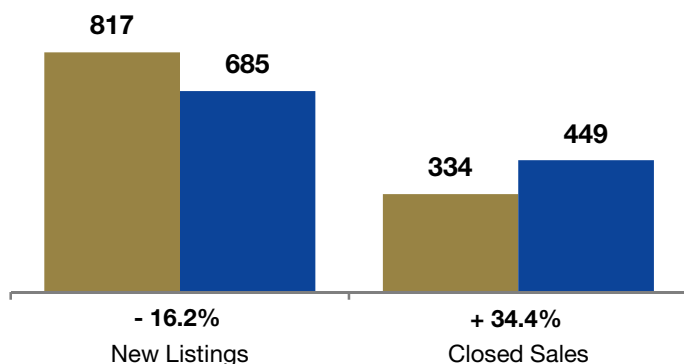
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	817	685	- 16.2%	6,443	5,322	- 17.4%
Closed Sales	334	449	+ 34.4%	2,758	2,593	- 6.0%
Median Sales Price*	\$145,900	<b>\$140,000</b>	- 4.0%	\$145,900	<b>\$129,900</b>	- 11.0%
Percent of Original List Price Received**	90.8%	<b>91.9%</b>	+ 1.3%	92.6%	<b>90.3%</b>	- 2.5%
Days on Market Until Sale	149	148	- 0.5%	133	154	+ 15.7%

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### July

■ 2010 ■ 2011

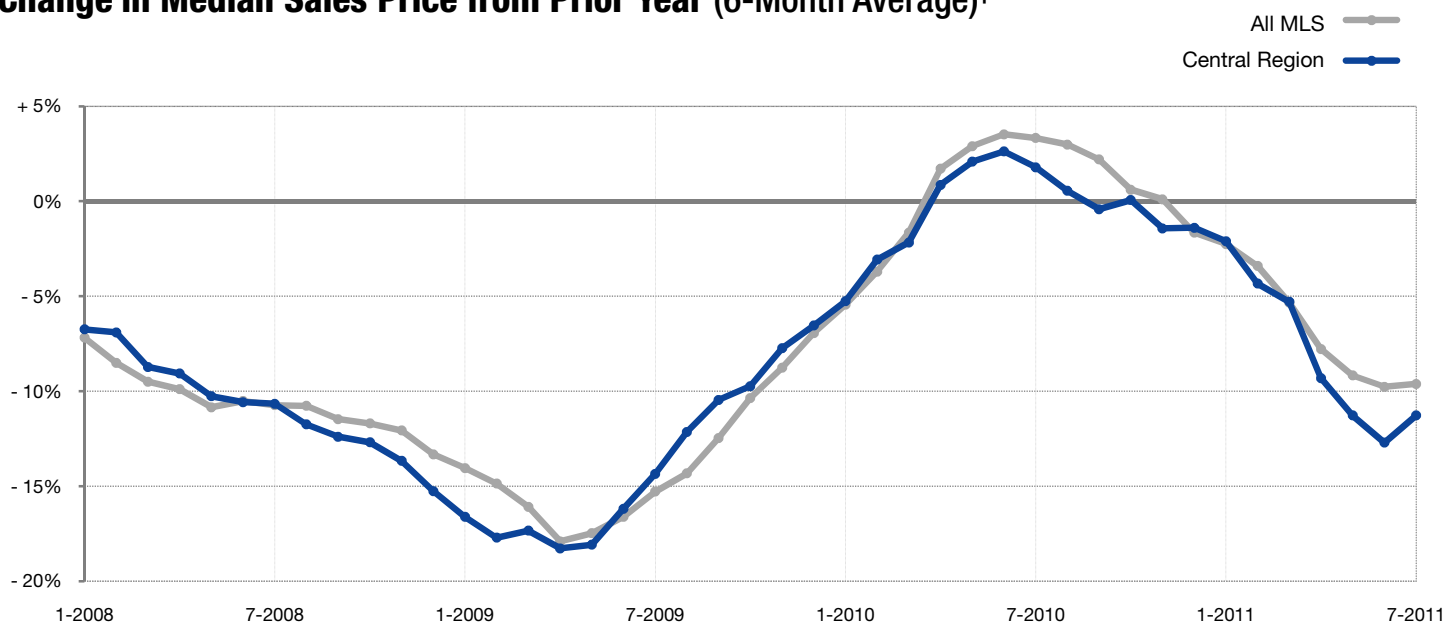


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

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## East Central Region

**- 26.2%**

**+ 23.8%**

**- 9.3%**

Change in  
New Listings

Change in  
Closed Sales

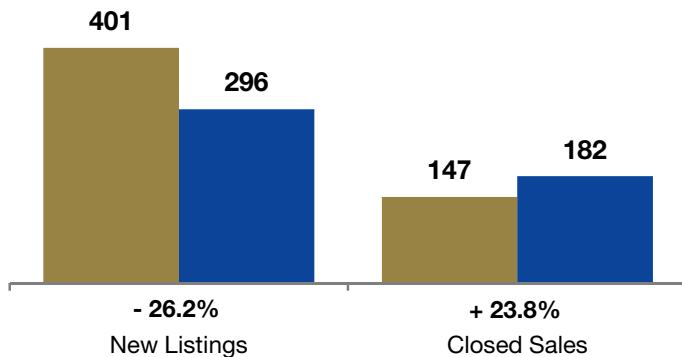
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	401	296	- 26.2%	3,171	2,573	- 18.9%
Closed Sales	147	182	+ 23.8%	1,225	1,123	- 8.3%
Median Sales Price*	\$118,275	\$107,278	- 9.3%	\$115,000	\$105,030	- 8.7%
Percent of Original List Price Received**	91.4%	88.3%	- 3.4%	90.9%	88.2%	- 3.0%
Days on Market Until Sale	162	182	+ 12.8%	158	165	+ 4.4%

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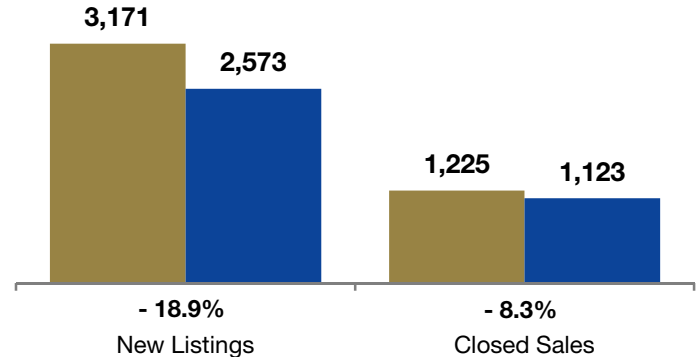
### July

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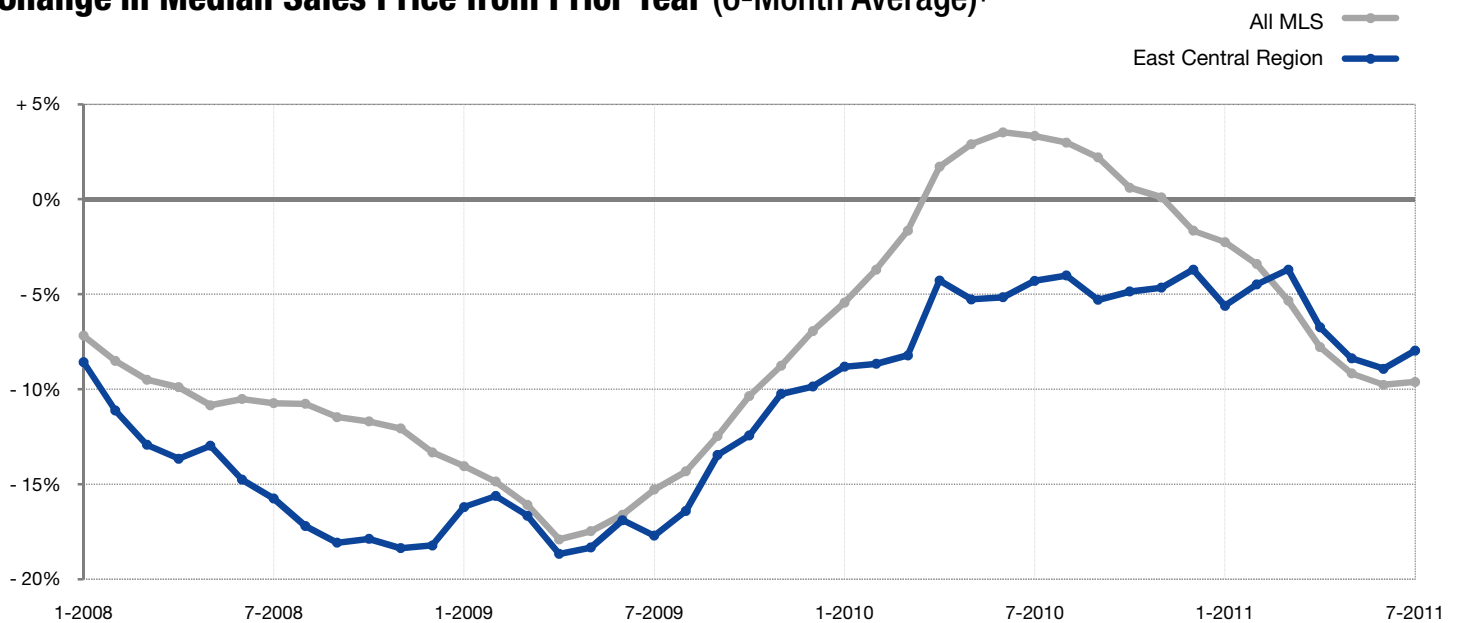


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

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## Entire State

**- 17.3%**

**+ 33.5%**

**- 6.5%**

Change in  
New Listings

Change in  
Closed Sales

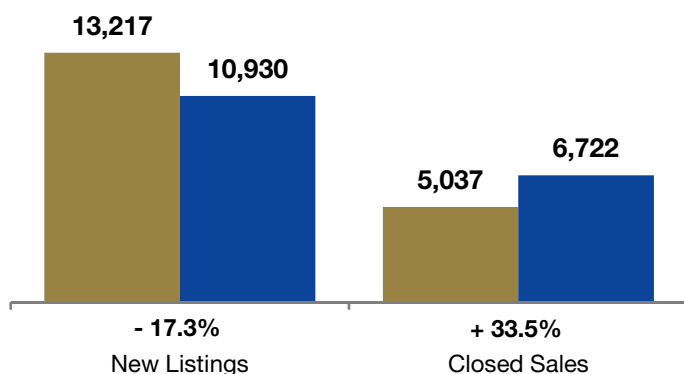
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	13,217	10,930	- 17.3%	101,488	84,274	- 17.0%
Closed Sales	5,037	6,722	+ 33.5%	40,767	39,085	- 4.1%
Median Sales Price*	\$155,000	\$145,000	- 6.5%	\$150,000	\$137,000	- 8.7%
Percent of Original List Price Received**	90.8%	90.9%	+ 0.0%	92.0%	89.3%	- 2.9%
Days on Market Until Sale	113	122	+ 8.4%	112	129	+ 15.4%

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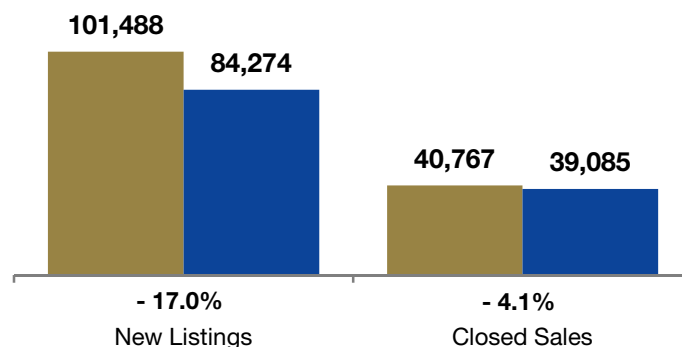
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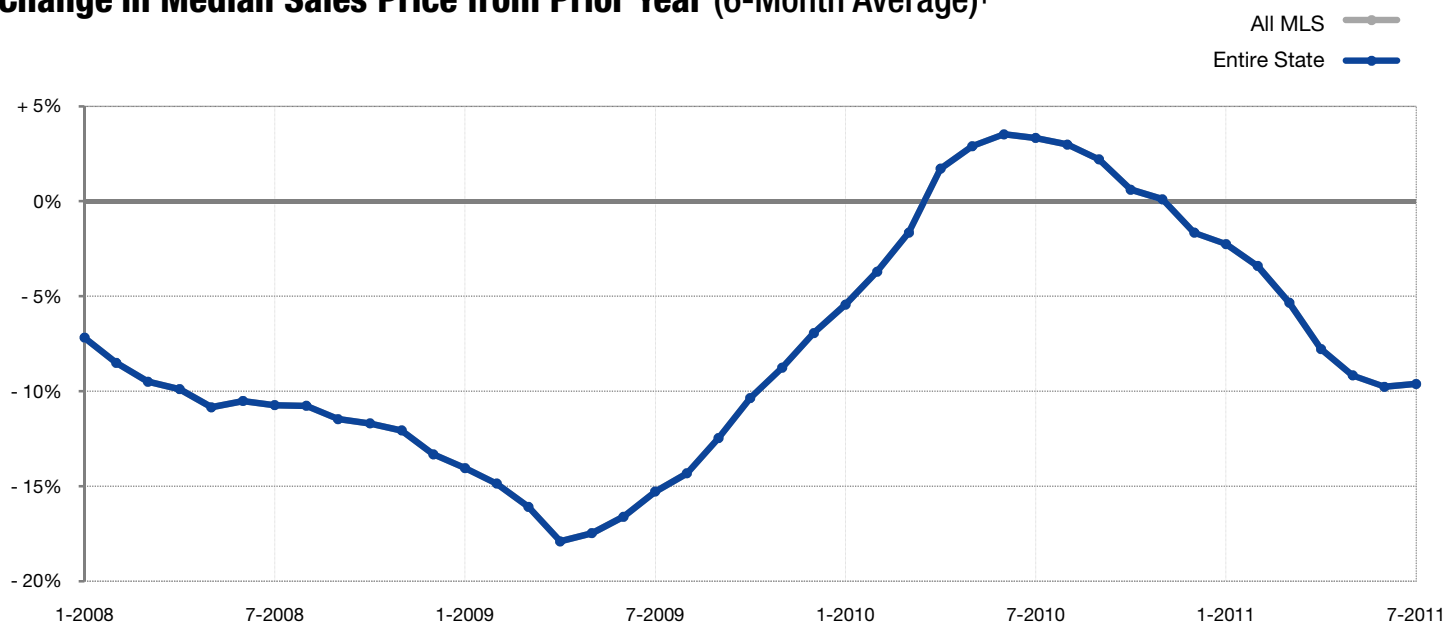


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

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## Headwaters Region

**- 39.9%**

Change in  
New Listings

**- 11.0%**

Change in  
Closed Sales

**- 6.8%**

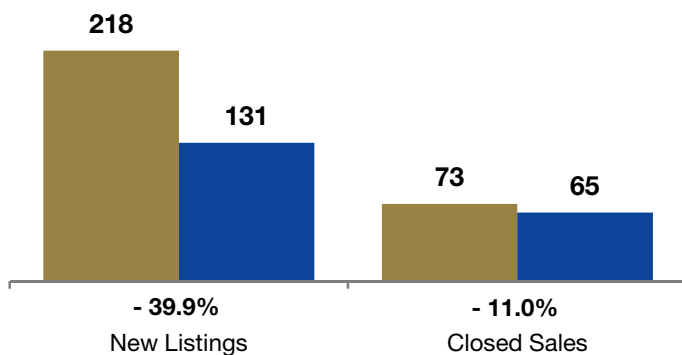
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	218	131	- 39.9%	1,466	1,020	- 30.4%
Closed Sales	73	65	- 11.0%	428	328	- 23.4%
Median Sales Price*	\$139,950	<b>\$130,500</b>	- 6.8%	\$124,250	<b>\$125,000</b>	+ 0.6%
Percent of Original List Price Received**	89.1%	<b>90.5%</b>	+ 1.6%	89.5%	<b>87.9%</b>	- 1.7%
Days on Market Until Sale	82	61	- 26.3%	68	71	+ 4.6%

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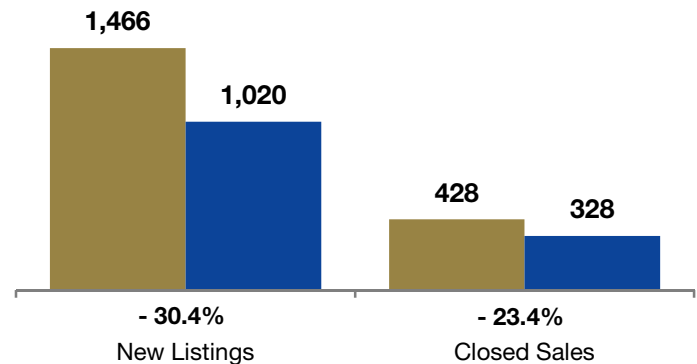
### July

■ 2010 ■ 2011

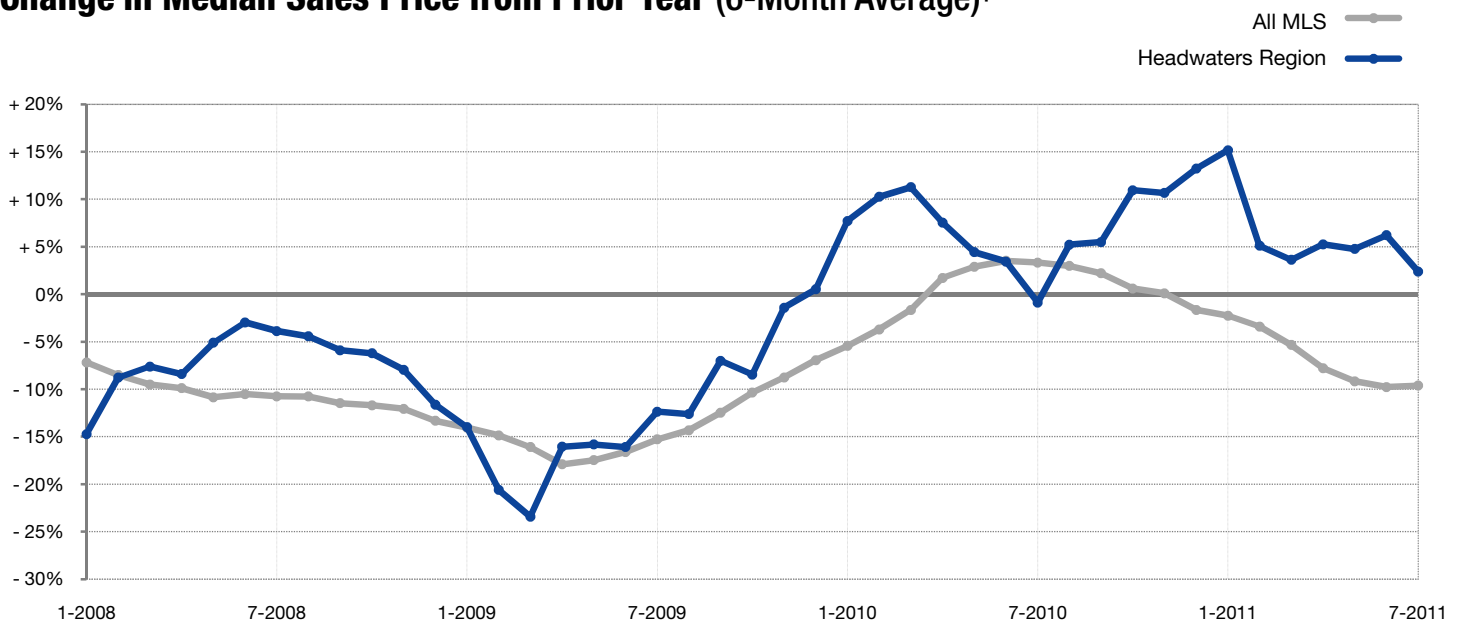


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## North Central Region

**- 57.9%**

**+ 12.5%**

**- 21.6%**

Change in  
New Listings

Change in  
Closed Sales

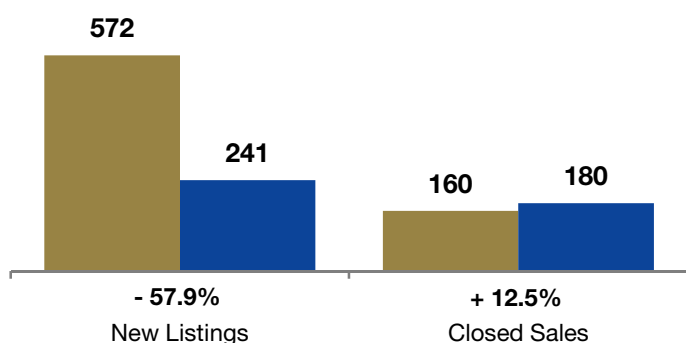
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	572	241	- 57.9%	4,359	2,254	- 48.3%
Closed Sales	160	180	+ 12.5%	1,042	1,079	+ 3.6%
Median Sales Price*	\$165,200	<b>\$129,500</b>	- 21.6%	\$135,000	<b>\$114,000</b>	- 15.6%
Percent of Original List Price Received**	89.0%	<b>86.7%</b>	- 2.5%	88.8%	<b>84.9%</b>	- 4.4%
Days on Market Until Sale	150	208	+ 38.6%	152	188	+ 23.5%

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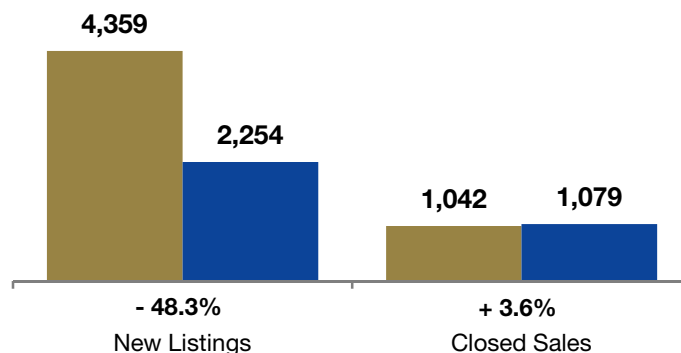
### July

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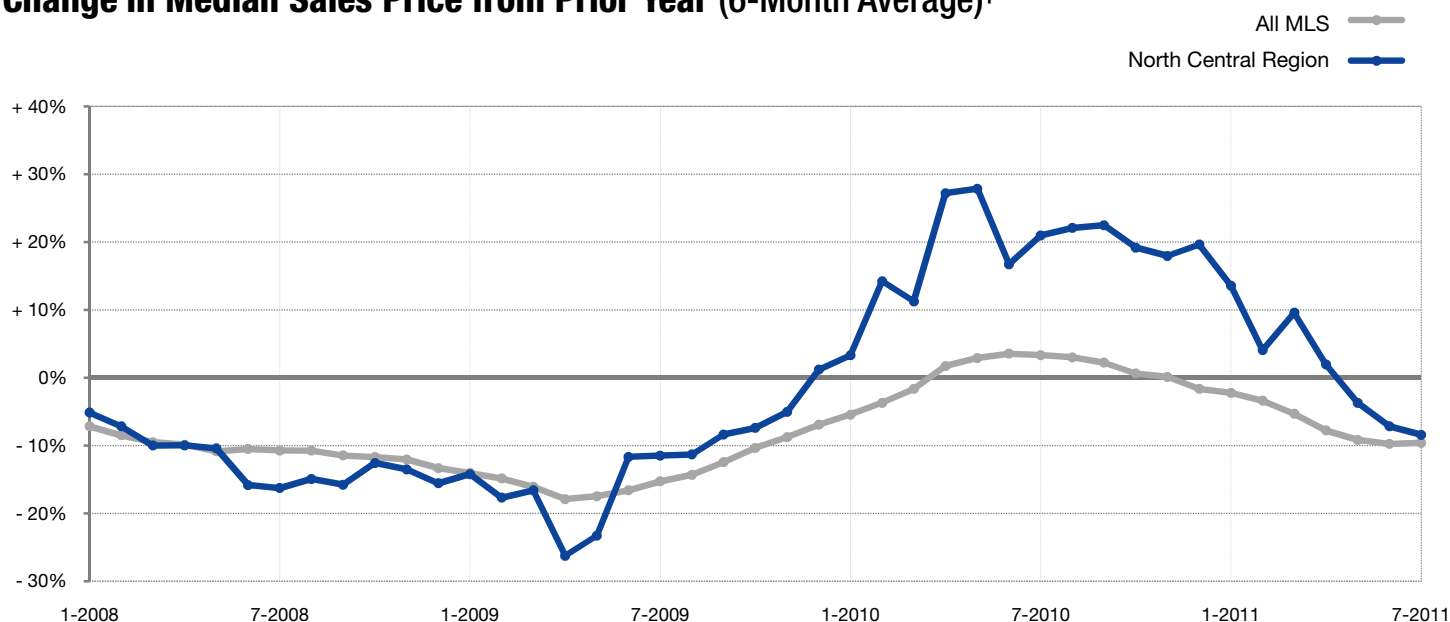


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Northwest Region

**- 1.4%**

Change in  
New Listings

**+ 42.2%**

Change in  
Closed Sales

**+ 1.4%**

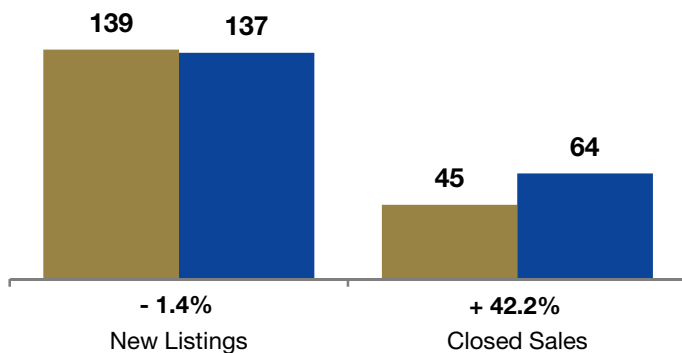
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	139	137	- 1.4%	1,140	920	- 19.3%
Closed Sales	45	64	+ 42.2%	324	334	+ 3.1%
Median Sales Price*	\$113,500	<b>\$115,050</b>	+ 1.4%	\$99,900	<b>\$93,809</b>	- 6.1%
Percent of Original List Price Received**	83.9%	<b>88.1%</b>	+ 5.1%	85.4%	<b>85.1%</b>	- 0.3%
Days on Market Until Sale	197	131	- 33.3%	149	156	+ 4.5%

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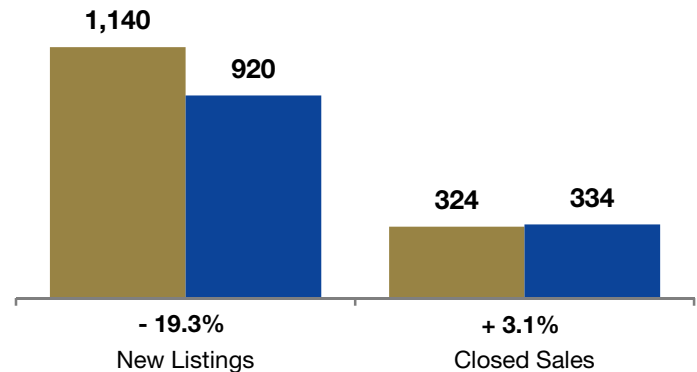
### July

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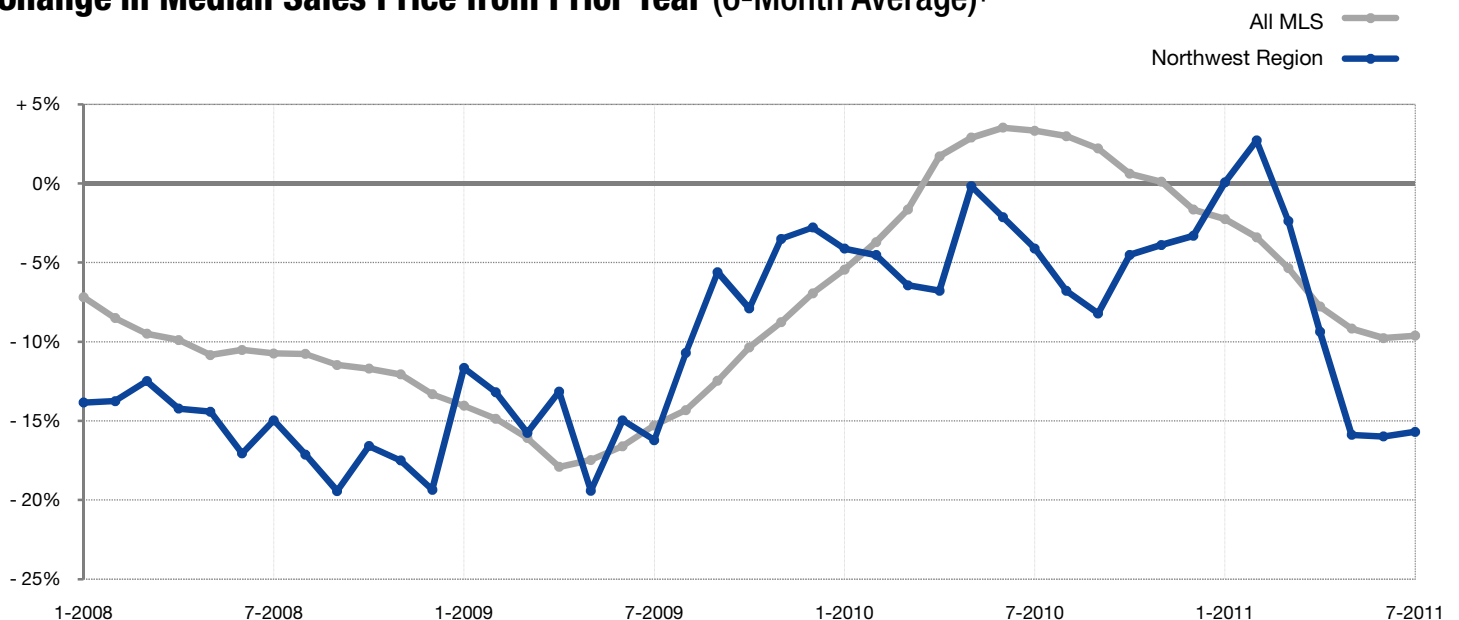


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## South Central Region

**- 22.9%**

Change in  
New Listings

**+ 8.6%**

Change in  
Closed Sales

**+ 4.4%**

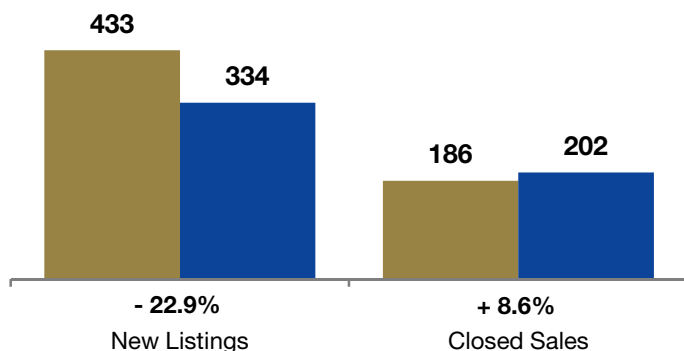
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	433	334	- 22.9%	3,035	2,284	- 24.7%
Closed Sales	186	202	+ 8.6%	1,452	1,331	- 8.3%
Median Sales Price*	\$121,700	<b>\$127,000</b>	+ 4.4%	\$125,000	<b>\$113,950</b>	- 8.8%
Percent of Original List Price Received**	90.8%	<b>89.3%</b>	- 1.6%	90.9%	<b>88.5%</b>	- 2.7%
Days on Market Until Sale	70	75	+ 7.3%	63	86	+ 35.3%

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### July

■ 2010 ■ 2011

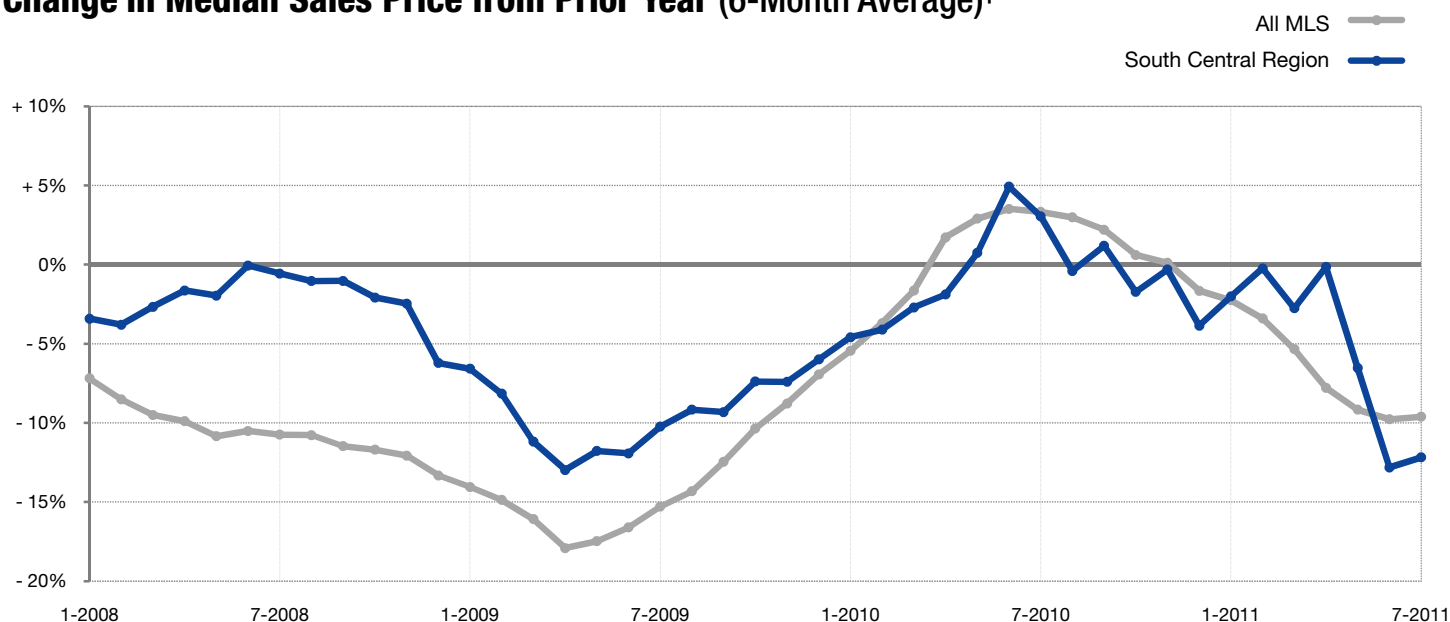


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Southeast Region

**- 0.5%**

Change in  
New Listings

**+ 74.5%**

Change in  
Closed Sales

**+ 5.7%**

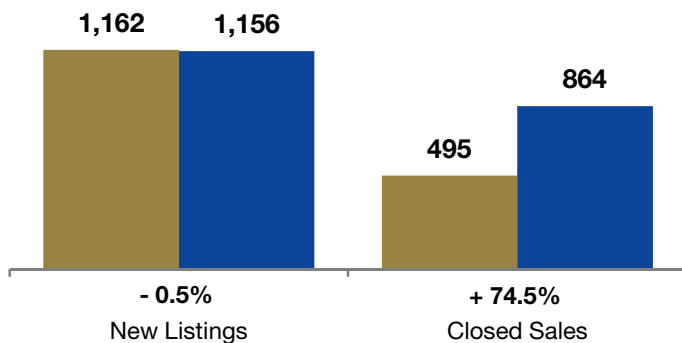
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,162	<b>1,156</b>	- 0.5%	9,864	<b>8,718</b>	- 11.6%
Closed Sales	495	<b>864</b>	+ 74.5%	4,440	<b>4,696</b>	+ 5.8%
Median Sales Price*	\$132,000	<b>\$139,500</b>	+ 5.7%	\$138,570	<b>\$130,000</b>	- 6.2%
Percent of Original List Price Received**	90.3%	<b>90.9%</b>	+ 0.7%	91.8%	<b>89.9%</b>	- 2.1%
Days on Market Until Sale	70	<b>69</b>	- 1.0%	68	<b>70</b>	+ 3.7%

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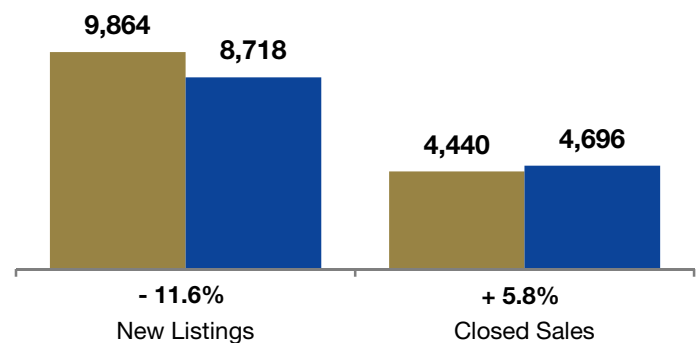
### July

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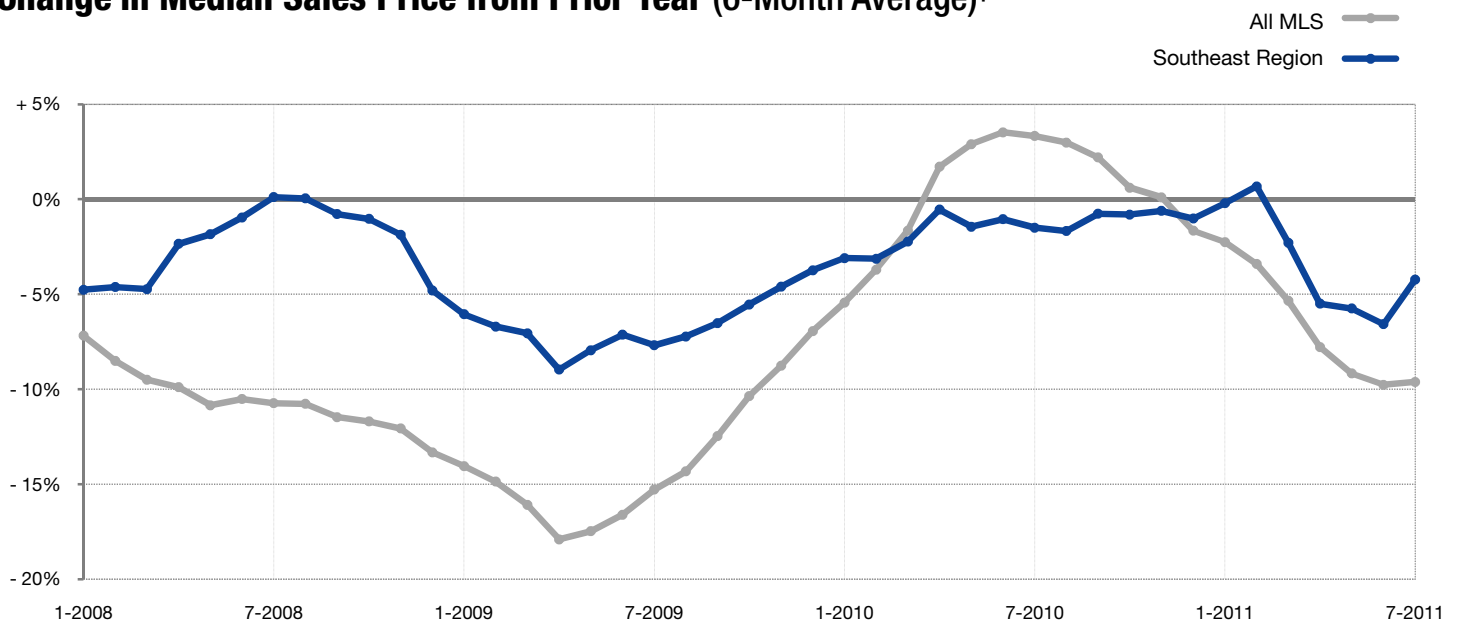


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Southwest Central Region

**- 13.4%**

Change in  
New Listings

**+ 10.9%**

Change in  
Closed Sales

**+ 0.1%**

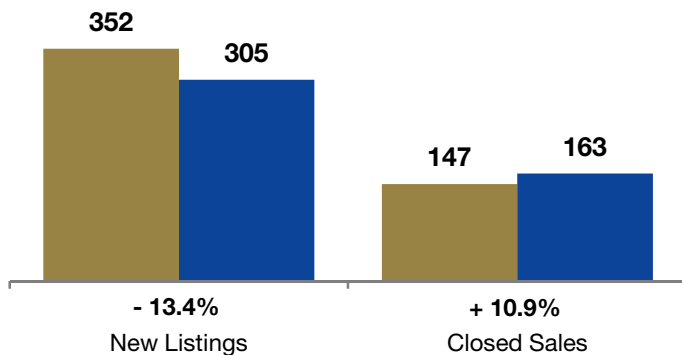
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	352	305	- 13.4%	2,674	2,168	- 18.9%
Closed Sales	147	163	+ 10.9%	1,036	1,021	- 1.4%
Median Sales Price*	\$119,900	<b>\$120,000</b>	+ 0.1%	\$112,000	<b>\$103,000</b>	- 8.0%
Percent of Original List Price Received**	90.3%	<b>90.4%</b>	+ 0.2%	89.3%	<b>88.1%</b>	- 1.3%
Days on Market Until Sale	117	127	+ 8.7%	120	128	+ 6.3%

\* 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.

### July

■ 2010 ■ 2011

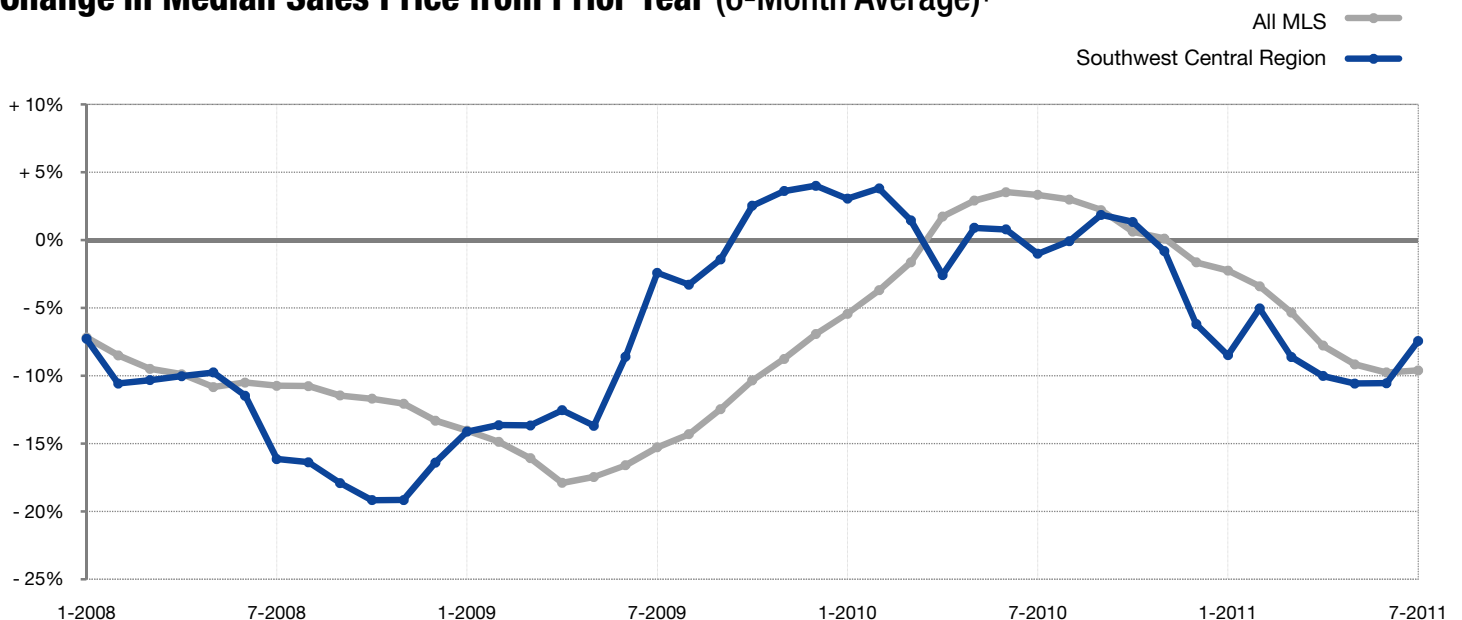


### Year to Date

■ 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 – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



**+ 9.3%**

Change in  
New Listings

**+ 49.1%**

Change in  
Closed Sales

**- 12.0%**

Change in  
Median Sales Price

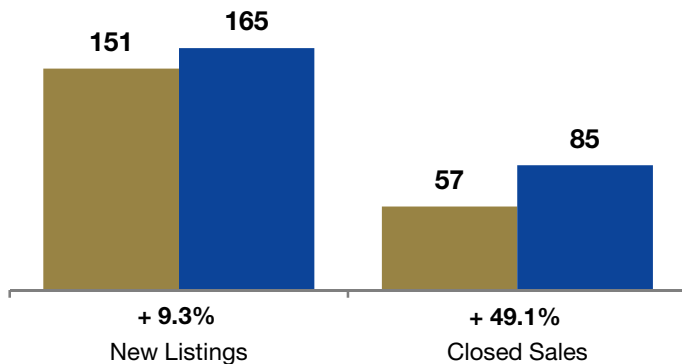
## Southwest Region

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	151	165	+ 9.3%	993	997	+ 0.4%
Closed Sales	57	85	+ 49.1%	533	517	- 3.0%
Median Sales Price*	\$100,000	<b>\$88,000</b>	- 12.0%	\$91,700	<b>\$93,750</b>	+ 2.2%
Percent of Original List Price Received**	87.4%	<b>86.9%</b>	- 0.6%	87.6%	<b>86.4%</b>	- 1.4%
Days on Market Until Sale	60	85	+ 42.5%	77	93	+ 20.4%

\* 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.

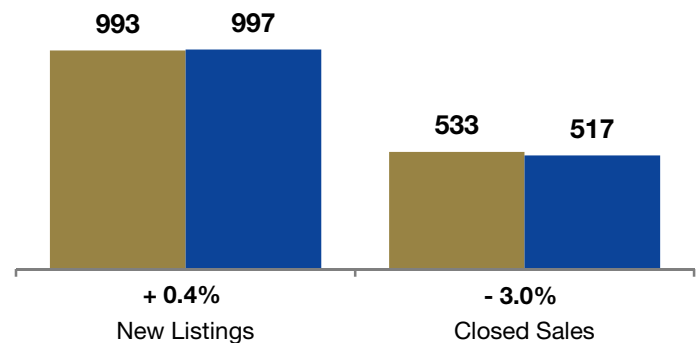
### July

■ 2010 ■ 2011

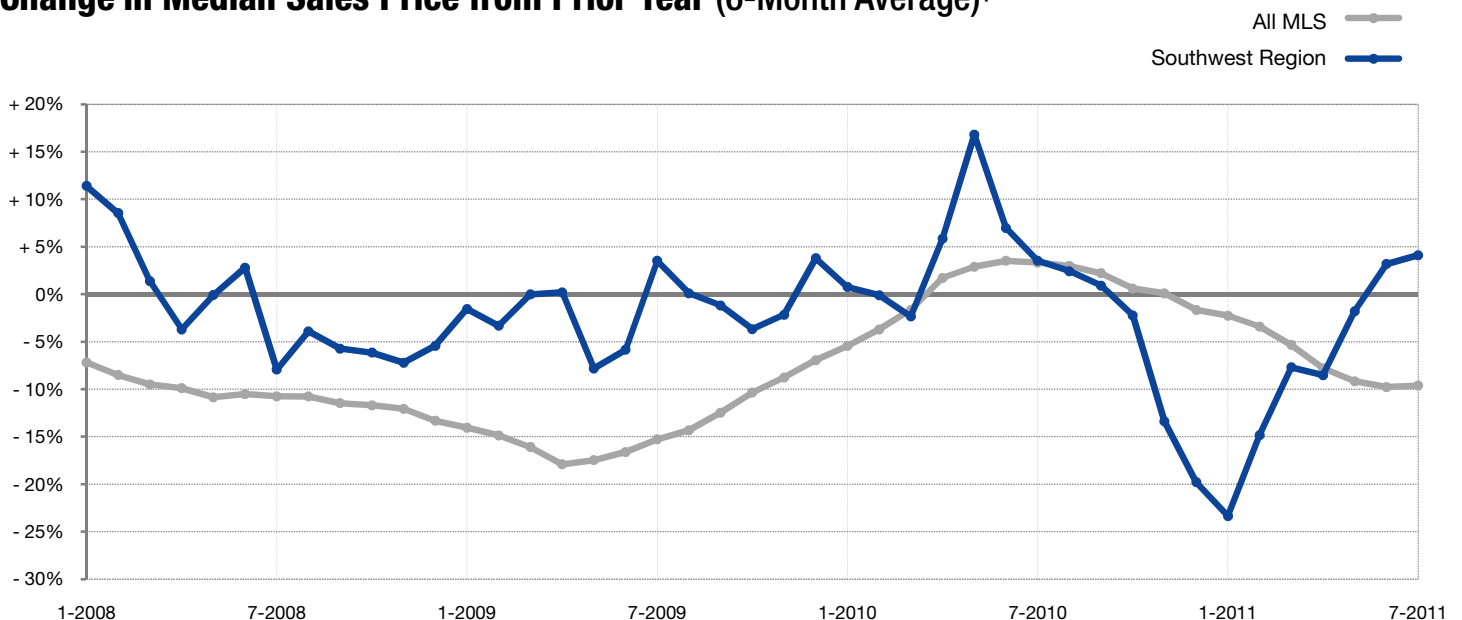


### Year to Date

■ 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 – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## Upper Minnesota Valley Region

**+ 12.4%**

Change in  
New Listings

**+ 7.1%**

Change in  
Closed Sales

**+ 15.3%**

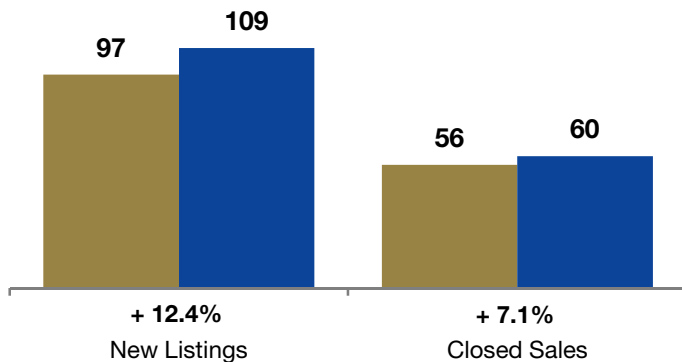
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	97	109	+ 12.4%	813	742	- 8.7%
Closed Sales	56	60	+ 7.1%	374	326	- 12.8%
Median Sales Price*	\$80,250	<b>\$92,500</b>	+ 15.3%	\$79,068	<b>\$66,000</b>	- 16.5%
Percent of Original List Price Received**	82.0%	<b>89.5%</b>	+ 9.1%	85.5%	<b>85.3%</b>	- 0.2%
Days on Market Until Sale	109	<b>89</b>	- 18.5%	111	<b>106</b>	- 4.5%

\* 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.

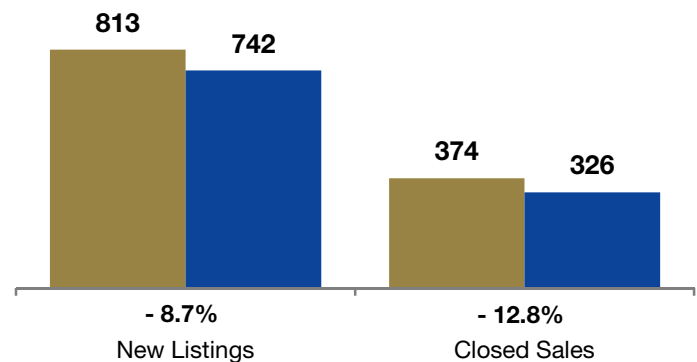
### July

■ 2010 ■ 2011

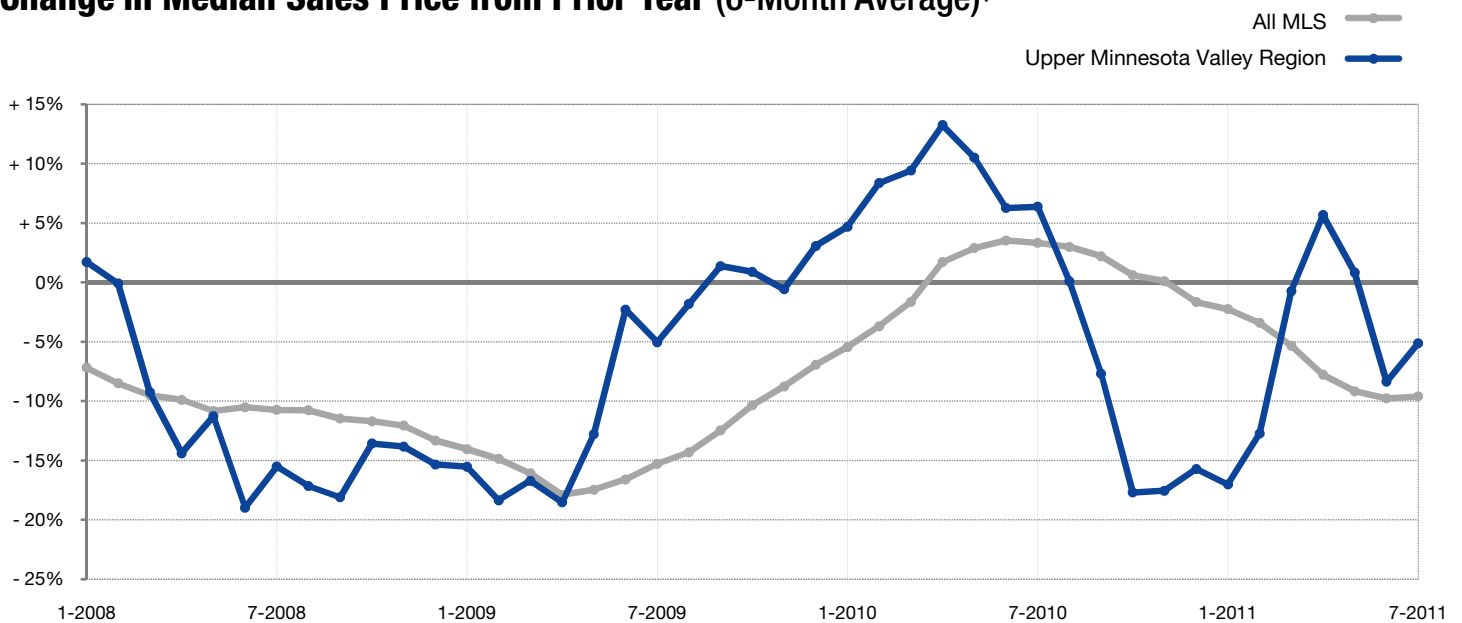


### Year to Date

■ 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 – July 2011

A RESEARCH TOOL PROVIDED BY THE MINNESOTA ASSOCIATION OF REALTORS®



## West Central Region

**- 13.1%**

Change in  
New Listings

**+ 14.4%**

Change in  
Closed Sales

**+ 2.2%**

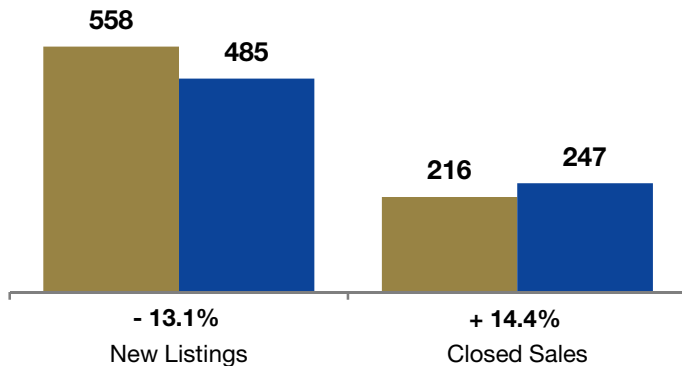
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	558	485	- 13.1%	4,495	3,761	- 16.3%
Closed Sales	216	247	+ 14.4%	1,468	1,303	- 11.2%
Median Sales Price*	\$146,750	<b>\$150,000</b>	+ 2.2%	\$139,950	<b>\$130,000</b>	- 7.1%
Percent of Original List Price Received**	89.3%	<b>90.4%</b>	+ 1.3%	90.0%	<b>88.2%</b>	- 2.0%
Days on Market Until Sale	73	<b>64</b>	- 12.0%	80	<b>70</b>	- 12.3%

\* 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.

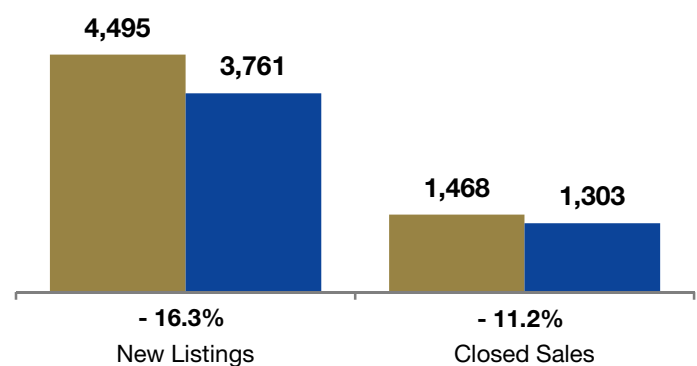
### July

■ 2010 ■ 2011

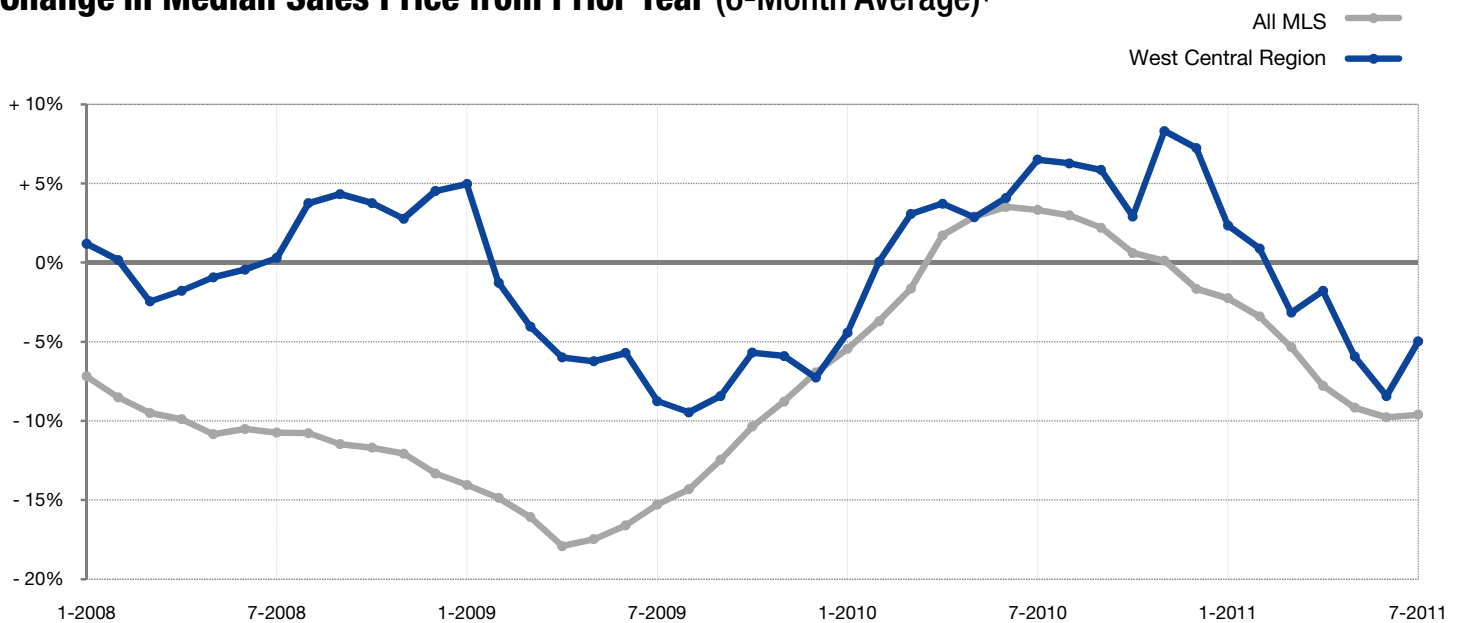


### Year to Date

■ 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



## July 2011

A RESEARCH TOOL PROVIDED BY THE  
MINNESOTA ASSOCIATION OF REALTORS®

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

## Quick Facts

**+ 34.0%**

**- 6.5%**

**+ 8.4%**

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.



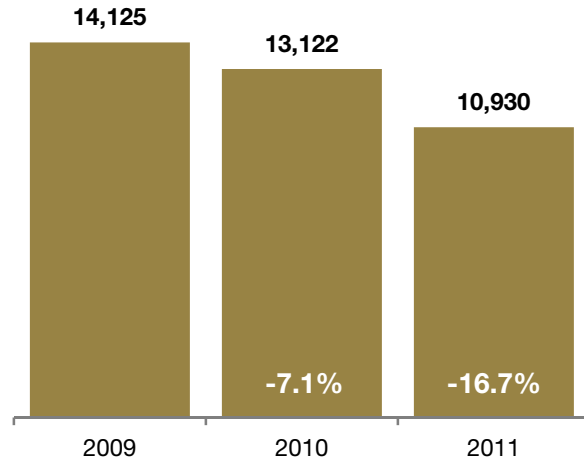
Key Metrics	Historical Sparklines	7-2010	7-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		13,122	<b>10,930</b>	- 16.7%	100,792	<b>84,243</b>	- 16.4%
Pending Sales		5,224	<b>7,482</b>	+ 43.2%	42,056	<b>43,181</b>	+ 2.7%
Closed Sales		5,016	<b>6,722</b>	+ 34.0%	40,596	<b>39,085</b>	- 3.7%
Days on Market Until Sale		113	<b>122</b>	+ 8.4%	112	<b>129</b>	+ 15.6%
Median Sales Price		\$155,000	<b>\$145,000</b>	- 6.5%	\$150,100	<b>\$137,000</b>	- 8.7%
Average Sales Price		\$196,730	<b>\$181,220</b>	- 7.9%	\$183,442	<b>\$171,778</b>	- 6.4%
Percent of Original List Price Received		90.8%	<b>90.9%</b>	+ 0.0%	92.0%	<b>89.3%</b>	- 2.9%
Housing Affordability Index		121	<b>127</b>	+ 5.6%	124	<b>133</b>	+ 7.6%

# New Listings

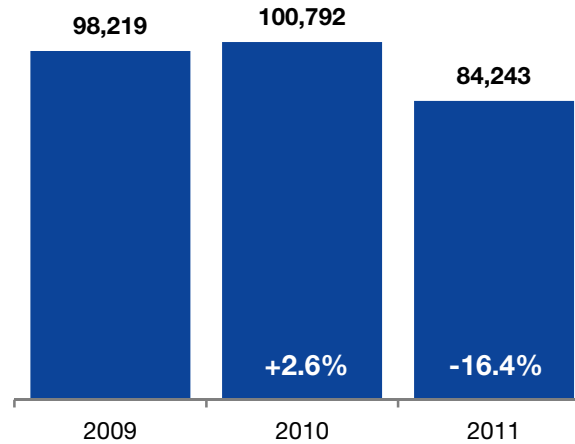
A count of the properties that have been newly listed on the market in a given month.



## July

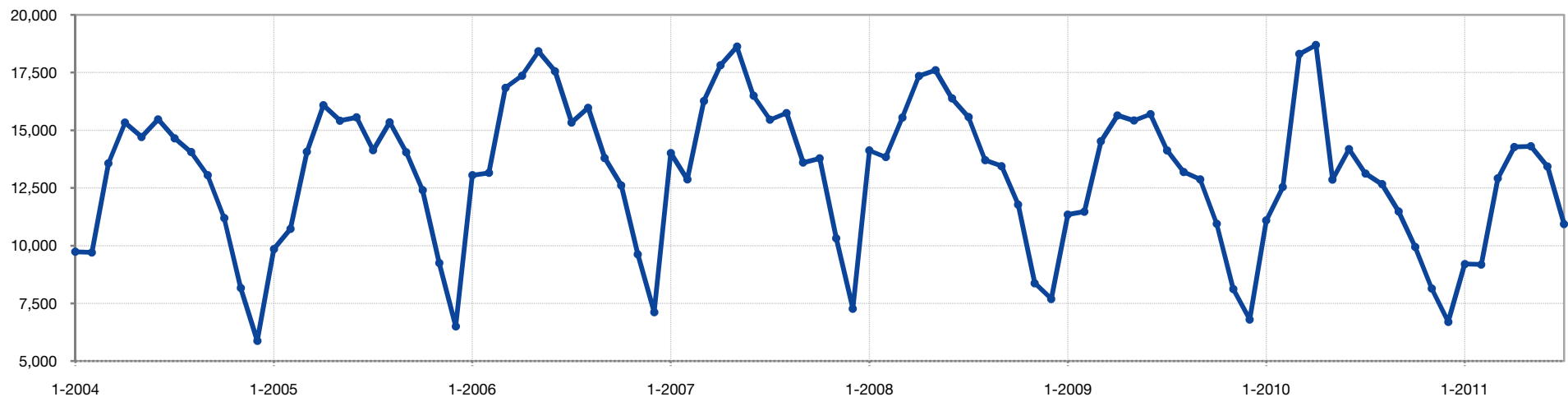


## Year To Date



Month	Prior Year	Current Year	+ / -
August	13,192	12,661	-4.0%
September	12,875	11,484	-10.8%
October	10,946	9,945	-9.1%
November	8,123	8,147	+0.3%
December	6,800	6,697	-1.5%
January	11,092	9,206	-17.0%
February	12,539	9,183	-26.8%
March	18,301	12,916	-29.4%
April	18,687	14,276	-23.6%
May	12,865	14,306	+11.2%
June	14,186	13,426	-5.4%
July	13,122	10,930	-16.7%
12-Month Total	152,728	133,177	-12.8%

## Historical New Listing Activity

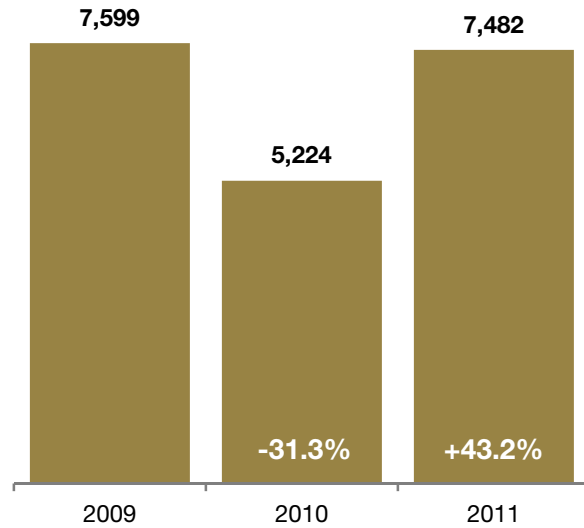


# Pending Sales

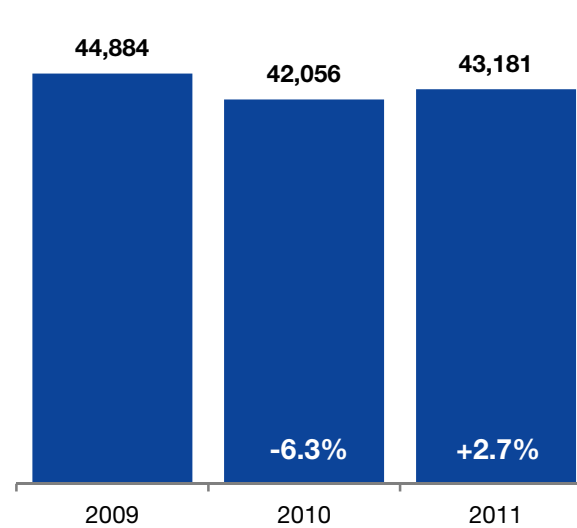
A count of the properties on which contracts have been accepted in a given month.



## July

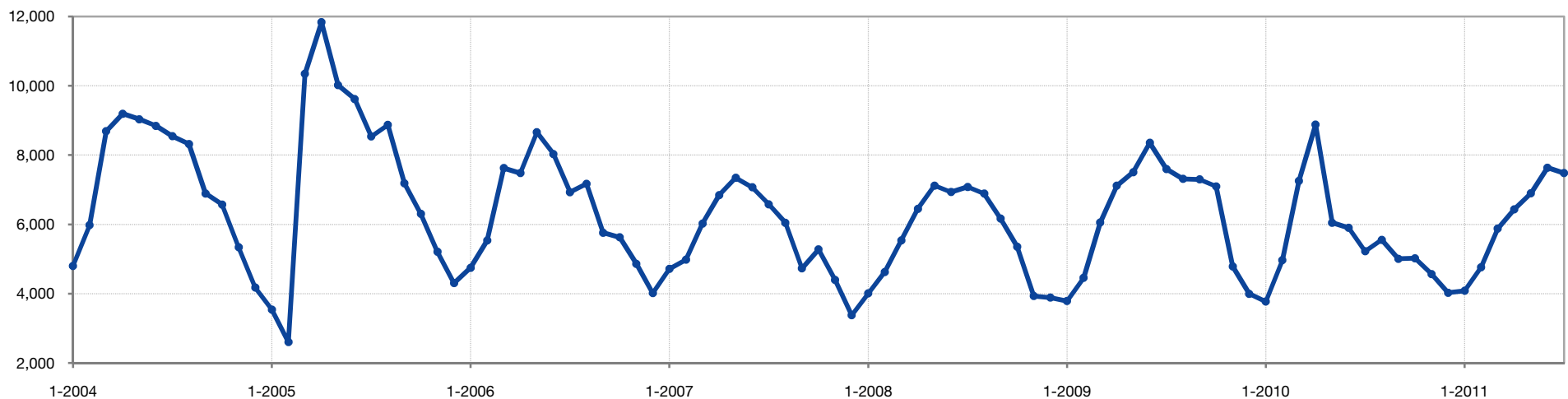


## Year To Date



Month	Prior Year	Current Year	+ / -
August	7,314	5,557	-24.0%
September	7,299	5,010	-31.4%
October	7,098	5,025	-29.2%
November	4,787	4,569	-4.6%
December	4,000	4,031	+0.8%
January	3,775	4,086	+8.2%
February	4,969	4,764	-4.1%
March	7,257	5,879	-19.0%
April	8,880	6,437	-27.5%
May	6,048	6,896	+14.0%
June	5,903	7,637	+29.4%
July	5,224	7,482	+43.2%
12-Month Total	72,554	67,373	-7.1%

## Historical Pending Sales Activity

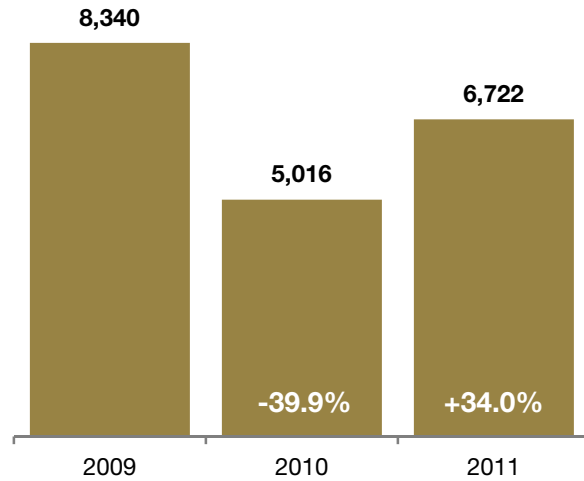


# Closed Sales

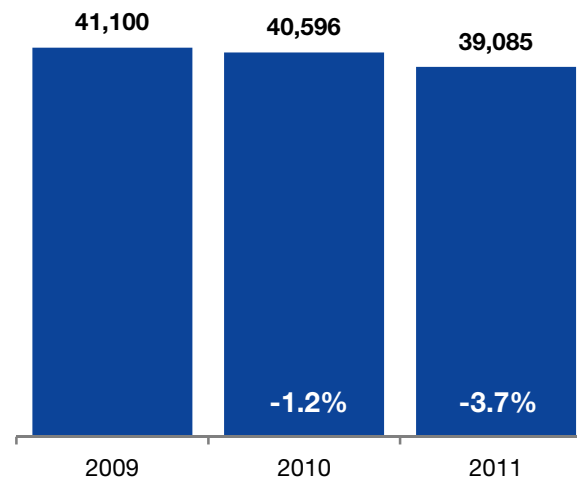
A count of the actual sales that have closed in a given month.



## July

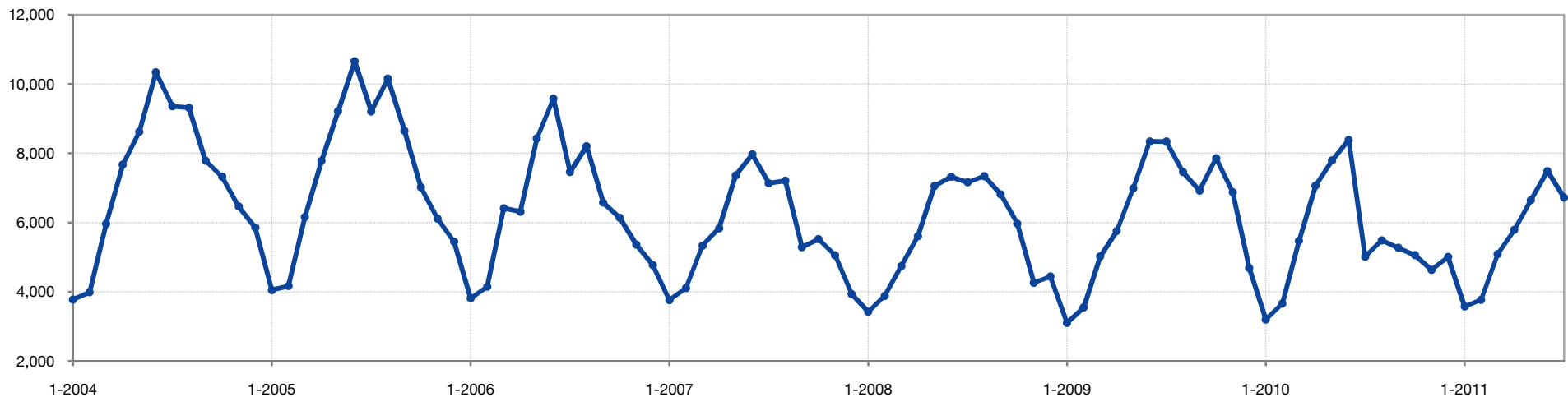


## Year To Date



Month	Prior Year	Current Year	+ / -
August	7,458	5,486	-26.4%
September	6,921	5,272	-23.8%
October	7,857	5,057	-35.6%
November	6,876	4,638	-32.5%
December	4,691	5,006	+6.7%
January	3,203	3,578	+11.7%
February	3,666	3,770	+2.8%
March	5,468	5,093	-6.9%
April	7,062	5,787	-18.1%
May	7,791	6,651	-14.6%
June	8,390	7,484	-10.8%
July	5,016	6,722	+34.0%
12-Month Total	74,399	64,544	-9.5%

## Historical Closed Sales Activity

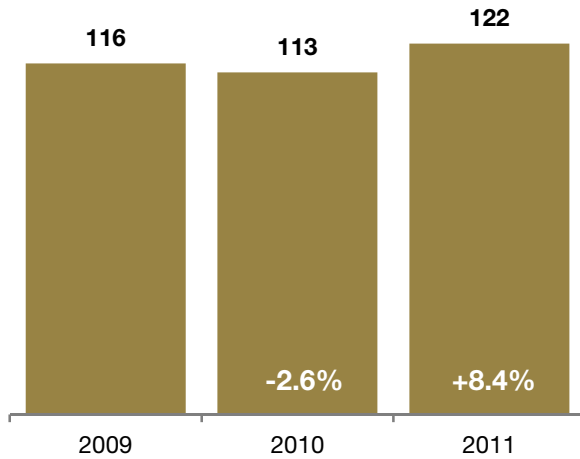


# Days on Market Until Sale

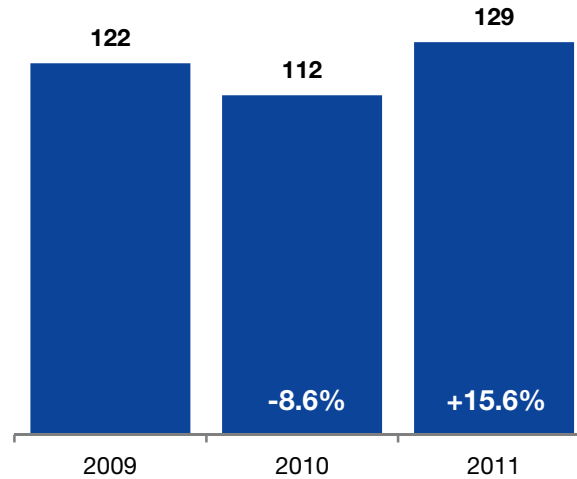
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

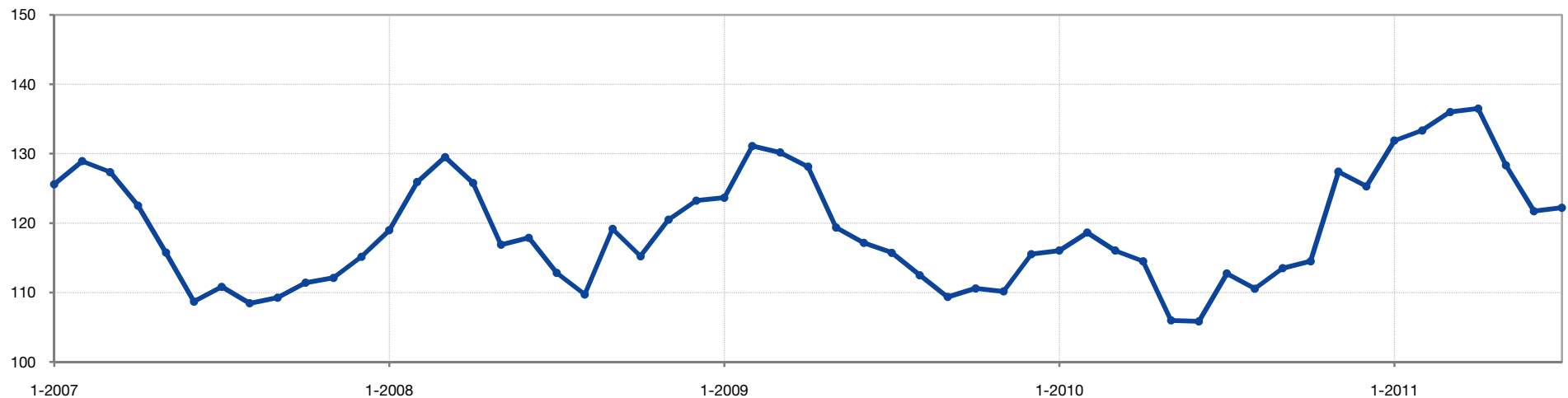


## Year To Date



Month	Prior Year	Current Year	+ / -
August	112	111	-1.7%
September	109	114	+3.8%
October	111	115	+3.5%
November	110	127	+15.7%
December	116	125	+8.4%
January	116	132	+13.6%
February	119	133	+12.4%
March	116	136	+17.2%
April	115	137	+19.2%
May	106	128	+21.1%
June	106	122	+15.0%
July	113	122	+8.4%
12-Month Avg	111	125	+11.7%

## Historical Days on Market Until Sale

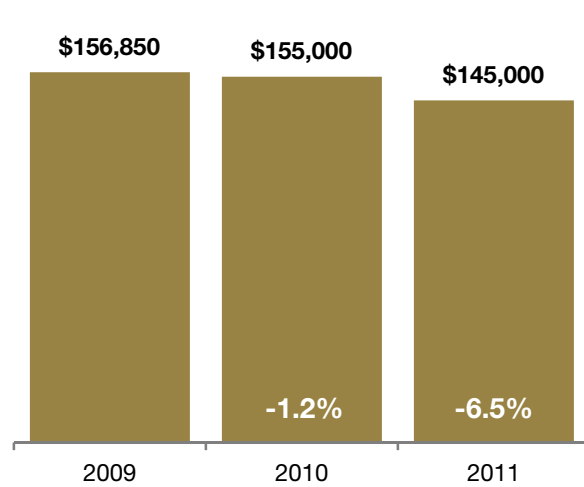


# Median Sales Price

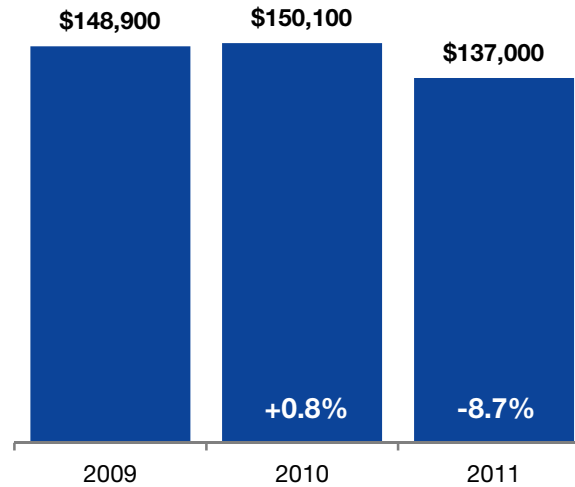
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## July



## Year To Date



Month	Prior Year	Current Year	+ / -
August	\$155,000	\$154,000	-0.6%
September	\$152,100	\$150,000	-1.4%
October	\$151,000	\$150,000	-0.7%
November	\$149,500	\$147,500	-1.3%
December	\$145,500	\$137,000	-5.8%
January	\$138,000	\$131,000	-5.1%
February	\$141,500	\$129,000	-8.8%
March	\$146,000	\$129,000	-11.6%
April	\$152,500	\$132,500	-13.1%
May	\$153,000	\$138,300	-9.6%
June	\$159,900	\$145,000	-9.3%
July	\$155,000	\$145,000	-6.5%
12-Month Avg	\$150,000	\$140,500	-6.3%

## Historical Median Sales Price



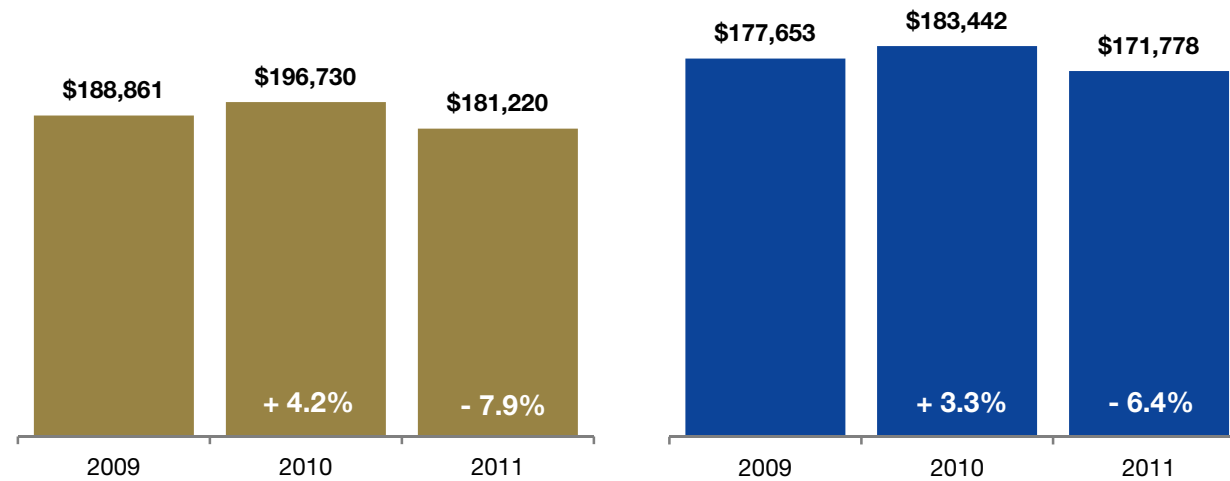
# Average Sales Price

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



## July

## Year To Date



Month	Prior Year	Current Year	+ / -
August	\$183,323	<b>\$192,168</b>	+4.8%
September	\$184,878	<b>\$187,094</b>	+1.2%
October	\$179,635	<b>\$183,786</b>	+2.3%
November	\$173,646	<b>\$187,877</b>	+8.2%
December	\$182,272	<b>\$175,653</b>	-3.6%
January	\$171,411	<b>\$166,146</b>	-3.1%
February	\$169,312	<b>\$157,651</b>	-6.9%
March	\$175,715	<b>\$162,106</b>	-7.7%
April	\$181,992	<b>\$166,122</b>	-8.7%
May	\$180,612	<b>\$172,366</b>	-4.6%
June	\$195,077	<b>\$183,432</b>	-6.0%
July	\$196,730	<b>\$181,220</b>	-7.9%
12-Month Avg	<b>\$182,181</b>	<b>\$177,174</b>	<b>-2.7%</b>

## Historical Average Sales Price



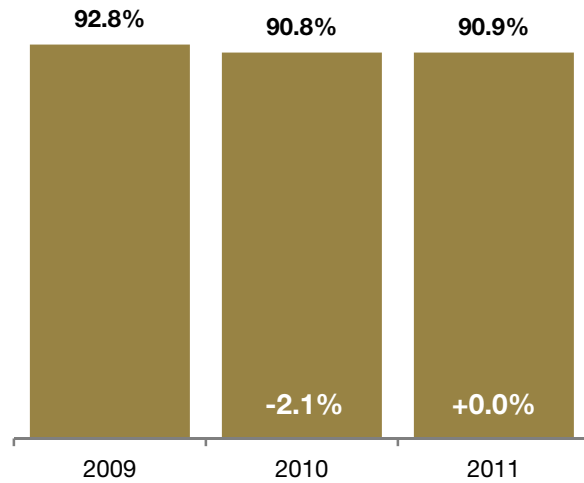


# Percent of Original List Price Received

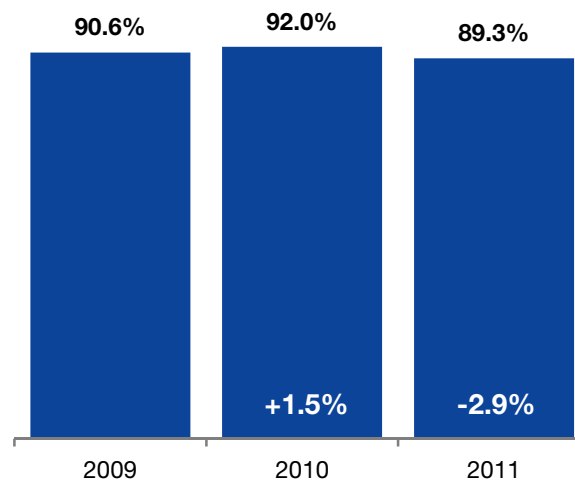
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July

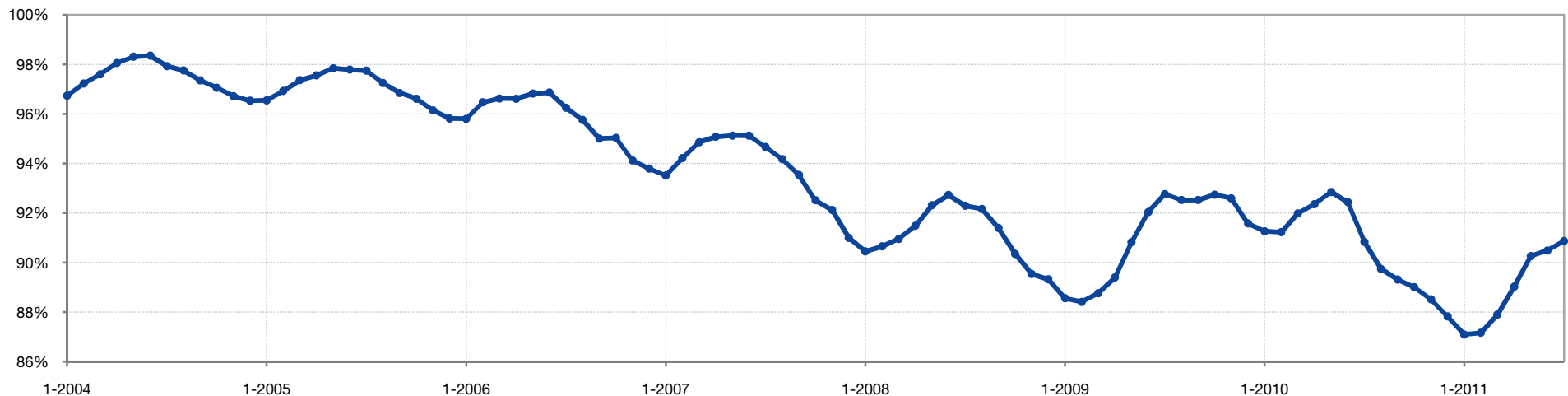


## Year To Date



Month	Prior Year	Current Year	+ / -
August	92.5%	89.7%	-3.0%
September	92.5%	89.3%	-3.5%
October	92.7%	89.0%	-4.0%
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	90.8%	90.9%	+0.0%
12-Month Avg	92.2%	89.2%	-3.3%

## Historical Percent of Original List Price Received

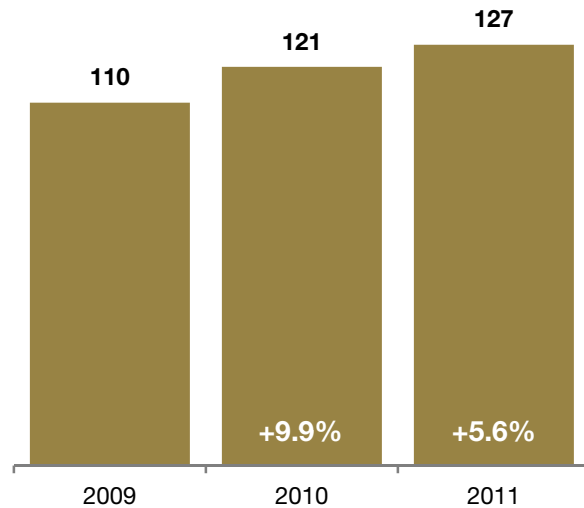


# Housing Affordability Index

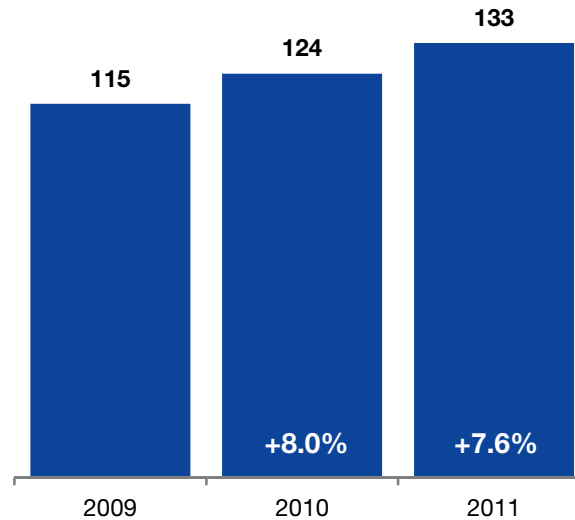
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## July



## Year To Date



Month	Prior Year	Current Year	+ / -
August	112	123	+10.0%
September	115	126	+9.0%
October	117	126	+7.7%
November	118	129	+8.9%
December	124	134	+8.4%
January	125	134	+7.4%
February	125	135	+8.1%
March	120	136	+13.3%
April	116	134	+15.0%
May	116	132	+13.8%
June	116	129	+11.1%
July	121	127	+5.6%
12-Month Avg	119	130	+9.9%

## Historical Housing Affordability Index

