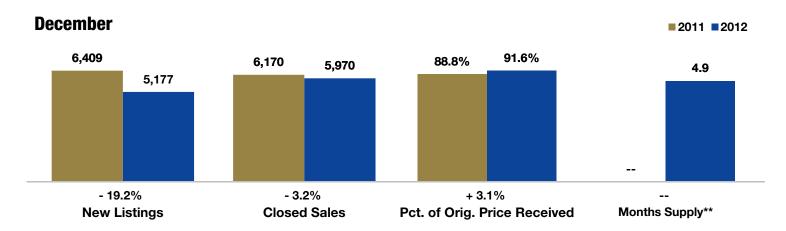
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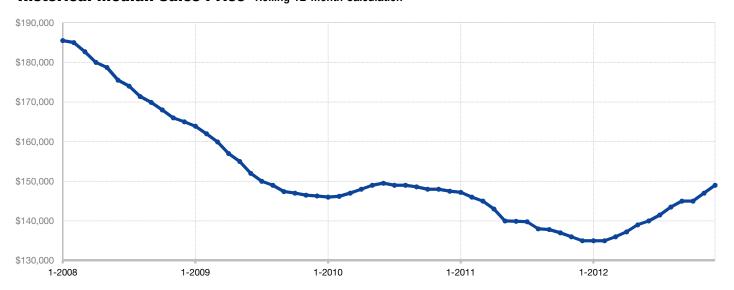
### **Entire State**

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	6,409	5,177	- 19.2%	141,477	129,793	- 8.3%
Closed Sales	6,170	5,970	- 3.2%	79,331	86,029	+ 8.4%
Median Sales Price*	\$128,500	\$150,000	+ 16.7%	\$135,000	\$149,000	+ 10.4%
Percent of Original List Price Received*	88.8%	91.6%	+ 3.2%	89.5%	92.2%	+ 3.0%
Days on Market Until Sale	115	102	- 11.3%	114	100	- 12.3%
Months Supply of Inventory**		4.9				

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



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



Current as of January 14, 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.

# **Monthly Indicators**



### **December 2012**

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

Click on desired metric to jump to that page.

### **Activity Snapshot**

	- 3.2%	+ 16.7%	- 19.2%
	One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in New Listings
Α	ctivity Overview		2
Ν	lew Listings		3
Ρ	ending Sales		4
C	Closed Sales		5
С	ays on Market U	Jntil Sale	6
٨	Median Sales Prid	ce	7
Α	verage Sales Pr	ice	8
P	Percent of Origina	al List Price Receiv	red 9
H	lousing Affordab	ility Index	10



# **Activity Overview**

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



Key Metrics	Historical Sparkbars	12-2011	12-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings	12-2009 12-2010 12-2011 12-2012	6,409	5,177	- 19.2%	141,477	129,793	- 8.3%
Pending Sales	12-2009 12-2010 12-2011 12-2012	4,954	4,908	- 0.9%	80,138	87,582	+ 9.3%
Closed Sales	12-2009 12-2010 12-2011 12-2012	6,170	5,970	- 3.2%	79,331	86,029	+ 8.4%
Days on Market	12-2009 12-2010 12-2011 12-2012	115	102	- 11.3%	114	100	- 12.3%
Median Sales Price	12-2009 12-2010 12-2011 12-2012	\$128,500	\$150,000	+ 16.7%	\$135,000	\$149,000	+ 10.4%
Average Sales Price	12-2009 12-2010 12-2011 12-2012	\$160,432	\$188,337	+ 17.4%	\$169,169	\$182,981	+ 8.2%
Pct. of Orig. Price Received	12-2009 12-2010 12-2011 12-2012	88.8%	91.6%	+ 3.2%	89.5%	92.2%	+ 3.0%
Affordability Index	12-2009 12-2010 12-2011 12-2012	248	235	- 5.2%	239	236	- 1.3%
Homes for Sale*	Historical data not available at this time.		36,027				
Months Supply*	Historical data not available at this time.		4.9				

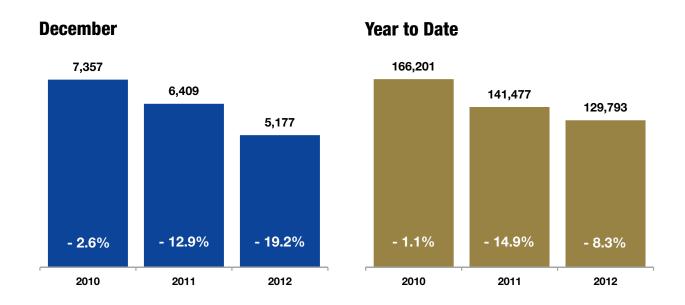
<sup>\*</sup> Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be avilable until 2013.

Current as of January 14, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 2

## **New Listings**

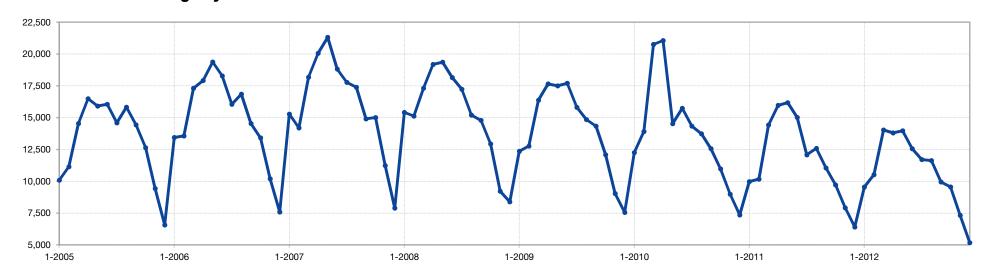
A count of the properties that have been newly listed on the market in a given month.





New Listings		Prior Year	Percent Change
January 2012	9,550	9,977	-4.3%
February 2012	10,520	10,167	+3.5%
March 2012	14,033	14,424	-2.7%
April 2012	13,803	15,966	-13.5%
May 2012	13,971	16,174	-13.6%
June 2012	12,560	15,020	-16.4%
July 2012	11,710	12,078	-3.0%
August 2012	11,631	12,584	-7.6%
September 2012	9,951	11,046	-9.9%
October 2012	9,556	9,716	-1.6%
November 2012	7,331	7,916	-7.4%
December 2012	5,177	6,409	-19.2%
12-Month Avg	10,816	11,790	-8.3%

### **Historical New Listings by Month**



# **Pending Sales**

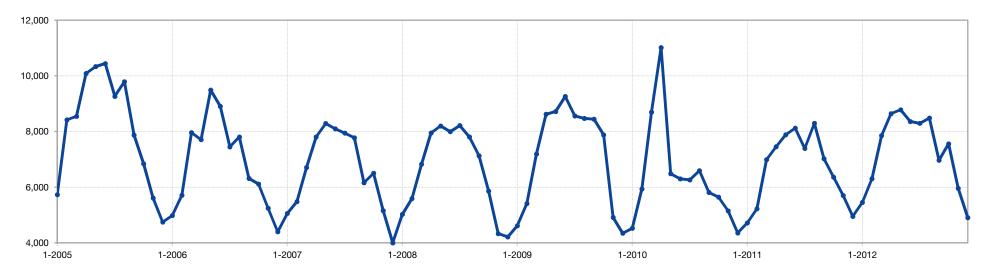
A count of the properties on which offers have been accepted in a given month.



December			Year to Date		
4,359	4,954	4,908	76,802	80,138	87,582
+ 0.2%	+ 13.6%	- 0.9%	- 11.2%	+ 4.3%	+ 9.3%
2010	2011	2012	2010	2011	2012

Pending Sales		Prior Year	Percent Change
January 2012	5,457	4,718	+15.7%
February 2012	6,306	5,226	+20.7%
March 2012	7,855	6,991	+12.4%
April 2012	8,643	7,456	+15.9%
May 2012	8,781	7,885	+11.4%
June 2012	8,361	8,123	+2.9%
July 2012	8,297	7,395	+12.2%
August 2012	8,484	8,297	+2.3%
September 2012	6,970	7,024	-0.8%
October 2012	7,558	6,363	+18.8%
November 2012	5,962	5,706	+4.5%
December 2012	4,908	4,954	-0.9%
12-Month Avg	7,299	6,678	+9.3%

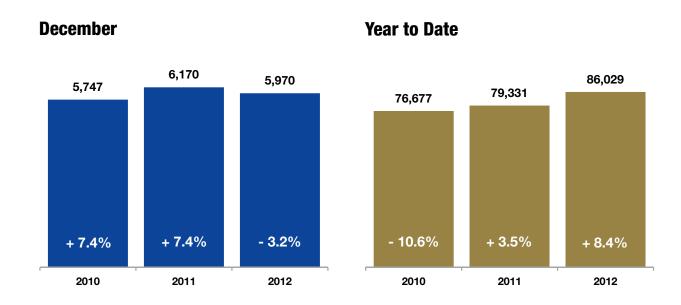
### **Historical Pending Sales by Month**



### **Closed Sales**

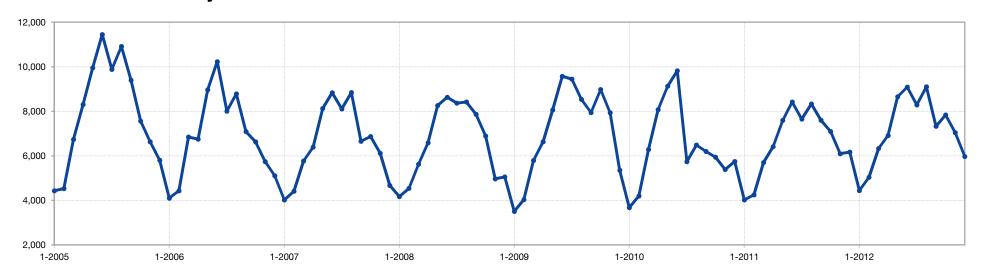
A count of the actual sales that closed in a given month.





Closed Sales		Prior Year	Percent Change
January 2012	4,443	4,024	+10.4%
February 2012	5,037	4,249	+18.5%
March 2012	6,330	5,700	+11.1%
April 2012	6,913	6,410	+7.8%
May 2012	8,655	7,592	+14.0%
June 2012	9,085	8,418	+7.9%
July 2012	8,289	7,652	+8.3%
August 2012	9,102	8,328	+9.3%
September 2012	7,328	7,599	-3.6%
October 2012	7,834	7,095	+10.4%
November 2012	7,043	6,094	+15.6%
December 2012	5,970	6,170	-3.2%
12-Month Avg	7,169	6,611	+8.4%

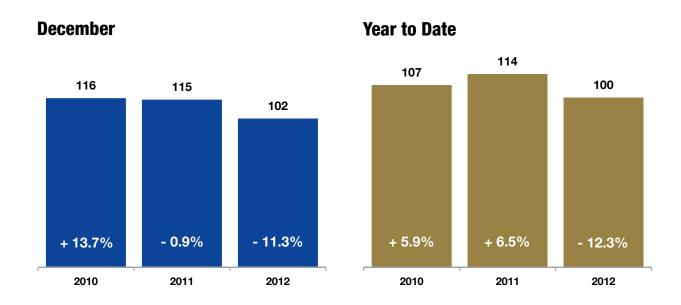
### **Historical Closed Sales by Month**



### **Days on Market Until Sale**

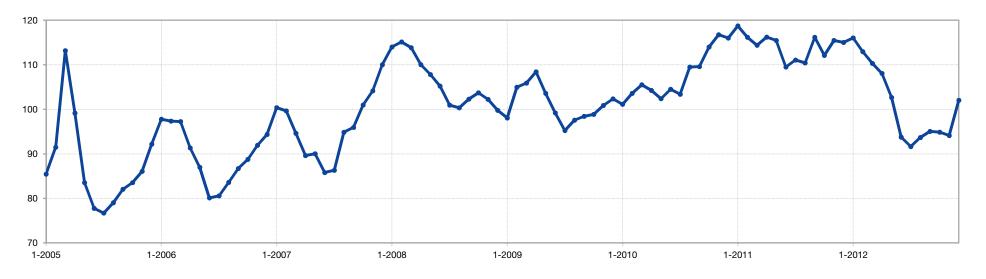
Average number of days between when a property is listed and when an offer is accepted in a given month.





Days on Market		Prior Year	Percent Change
January 2012	116	119	-2.5%
February 2012	113	116	-2.6%
March 2012	110	114	-3.5%
April 2012	108	116	-6.9%
May 2012	103	115	-10.4%
June 2012	94	109	-13.8%
July 2012	92	111	-17.1%
August 2012	94	110	-14.5%
September 2012	95	116	-18.1%
October 2012	95	112	-15.2%
November 2012	94	115	-18.3%
December 2012	102	115	-11.3%
12-Month Avg	101	114	-11.4%

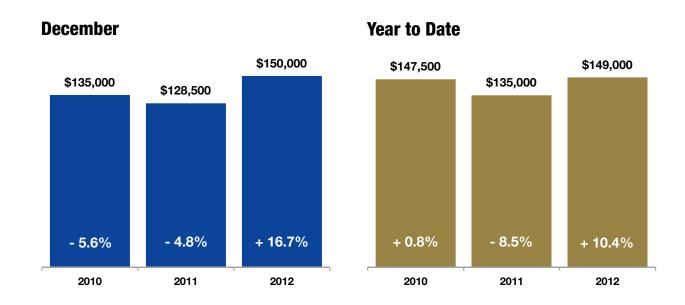
#### **Historical Days on Market Until Sale by Month**



### **Median Sales Price**

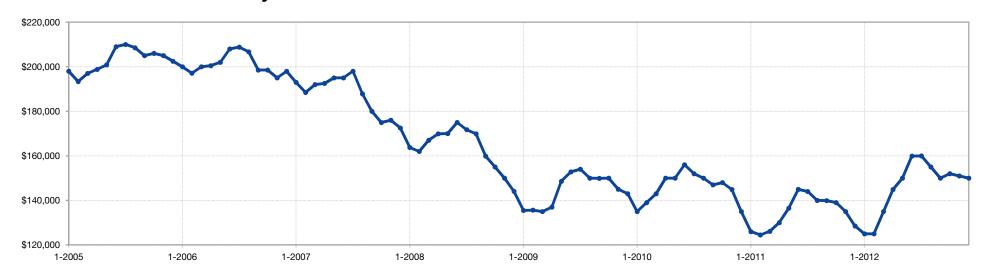
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.





Median Sales Price		Prior Year	Percent Change
January 2012	\$125,000	\$126,000	-0.8%
February 2012	\$125,000	\$124,500	+0.4%
March 2012	\$135,000	\$126,100	+7.1%
April 2012	\$144,900	\$130,000	+11.5%
May 2012	\$150,000	\$136,500	+9.9%
June 2012	\$159,900	\$144,965	+10.3%
July 2012	\$160,000	\$144,000	+11.1%
August 2012	\$155,000	\$140,000	+10.7%
September 2012	\$150,000	\$139,900	+7.2%
October 2012	\$152,000	\$139,000	+9.4%
November 2012	\$151,000	\$135,000	+11.9%
December 2012	\$150,000	\$128,500	+16.7%
12-Month Avg	\$146,483	\$134,539	+8.9%

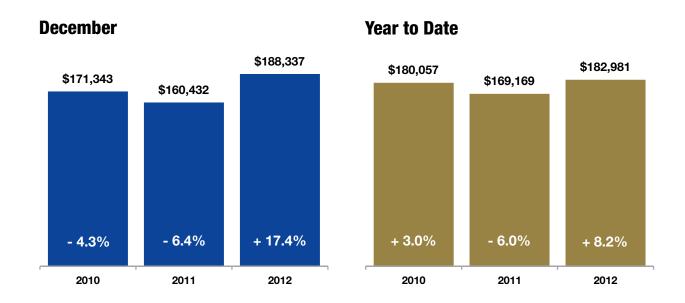
#### **Historical Median Sales Price by Month**



# **Average Sales Price**

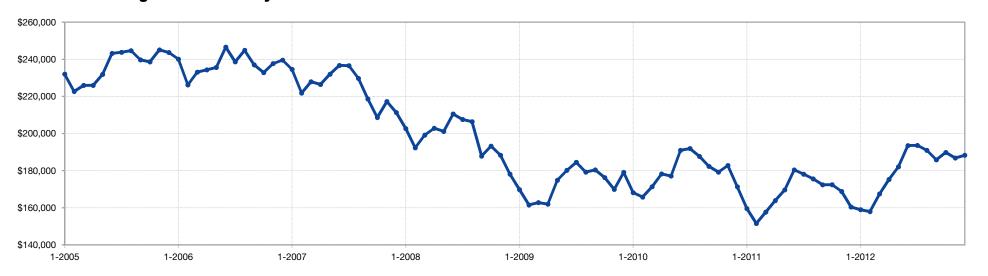
Average sales price for all closed sales, not accounting for seller concessions, in a given month.





Average Sales Price		Prior Year	Percent Change
January 2012	\$159,021	\$159,608	-0.4%
February 2012	\$157,969	\$151,578	+4.2%
March 2012	\$167,481	\$157,721	+6.2%
April 2012	\$175,276	\$163,899	+6.9%
May 2012	\$182,089	\$169,653	+7.3%
June 2012	\$193,527	\$180,422	+7.3%
July 2012	\$193,623	\$178,113	+8.7%
August 2012	\$190,960	\$175,599	+8.7%
September 2012	\$185,861	\$172,400	+7.8%
October 2012	\$189,829	\$172,471	+10.1%
November 2012	\$186,859	\$168,837	+10.7%
December 2012	\$188,337	\$160,432	+17.4%
12-Month Avg	\$180,903	\$167,561	+8.0%

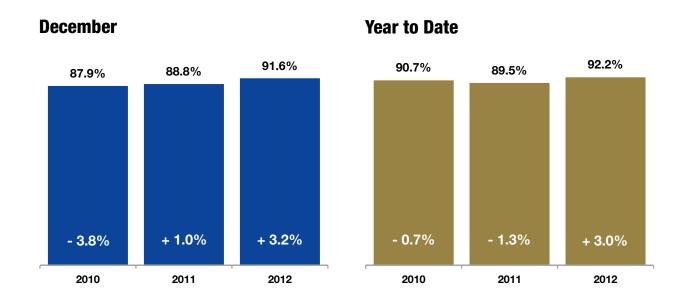
#### **Historical Average Sales Price by Month**



### **Percent of Original List Price Received**

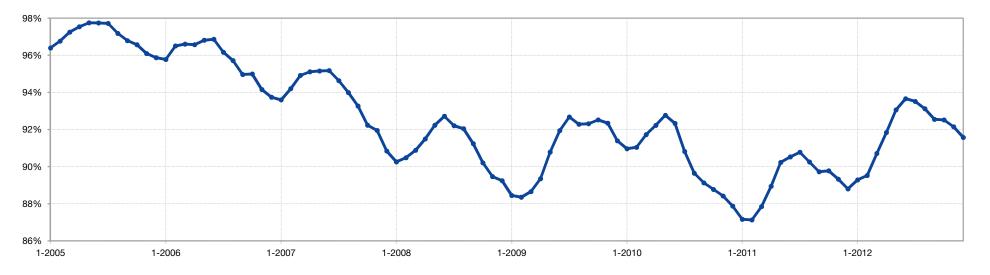


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



Pct. of Orig. Price Re	ceived	Prior Year	Percent Change
January 2012	89.3%	87.2%	+2.4%
February 2012	89.5%	87.1%	+2.8%
March 2012	90.7%	87.9%	+3.2%
April 2012	91.8%	88.9%	+3.3%
May 2012	93.1%	90.2%	+3.2%
June 2012	93.7%	90.5%	+3.5%
July 2012	93.5%	90.8%	+3.0%
August 2012	93.1%	90.3%	+3.1%
September 2012	92.6%	89.7%	+3.2%
October 2012	92.5%	89.8%	+3.0%
November 2012	92.1%	89.3%	+3.1%
December 2012	91.6%	88.8%	+3.2%
12-Month Avg	92.0%	89.2%	+3.1%

#### **Historical Percent of Original List Price Received by Month**



### **Housing Affordability Index**

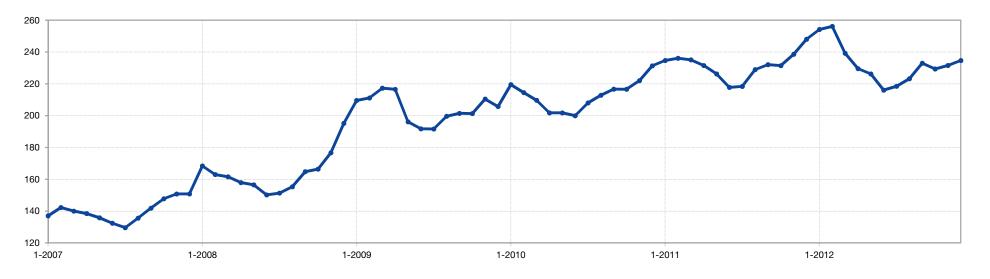


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December			Year to Date		
231	248	235	216	239	236
			216		
+ 12.1%	+ 7.4%	- 5.2%	+ 6.9%	+ 10.6%	1 20/
+ 12.1%	+ 7.470	- 5.2%	+ 0.9%	+ 10.0%	- 1.3%
2010	2011	2012	2010	2011	2012

Affordability Index		Prior Year	Percent Change
January 2012	254	235	+8.1%
February 2012	256	236	+8.5%
March 2012	239	235	+1.7%
April 2012	230	232	-0.9%
May 2012	226	226	0.0%
June 2012	216	218	-0.9%
July 2012	218	218	0.0%
August 2012	223	229	-2.6%
September 2012	233	232	+0.4%
October 2012	229	231	-0.9%
November 2012	232	239	-2.9%
December 2012	235	248	-5.2%
12-Month Avg	233	232	+0.4%

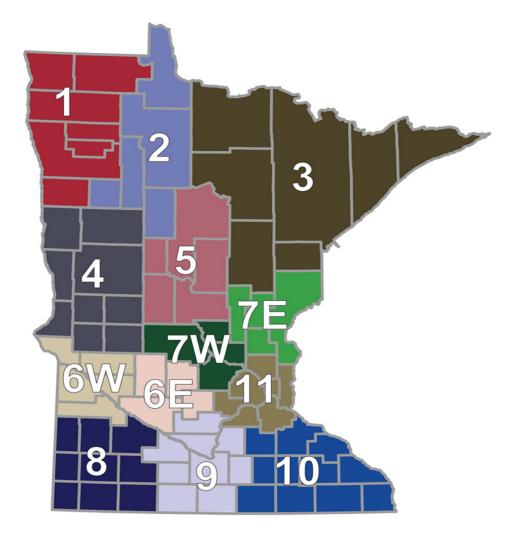
#### **Historical Housing Affordability Index by Month**



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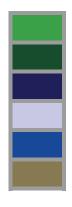


# Minnesota Regional Development Organizations





- 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

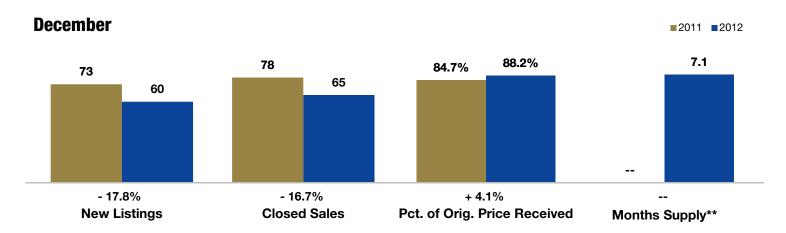
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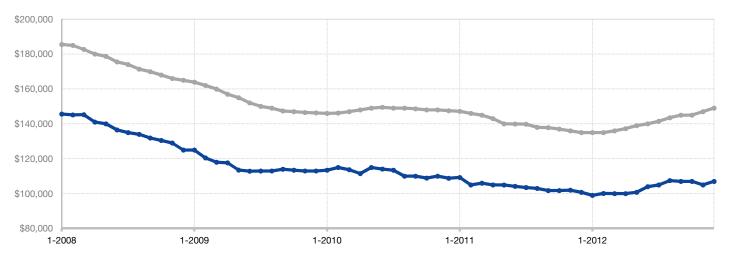
# 1 – Northwest Region

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	73	60	- 17.8%	1,658	1,562	- 5.8%
Closed Sales	78	65	- 16.7%	802	924	+ 15.2%
Median Sales Price*	\$90,051	\$113,000	+ 25.5%	\$100,750	\$107,000	+ 6.2%
Percent of Original List Price Received*	84.7%	88.2%	+ 4.1%	85.9%	86.9%	+ 1.2%
Days on Market Until Sale	162	133	- 17.9%	153	146	- 4.6%
Months Supply of Inventory**		7.1				

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



- Statewide -
- 1 Northwest Region -



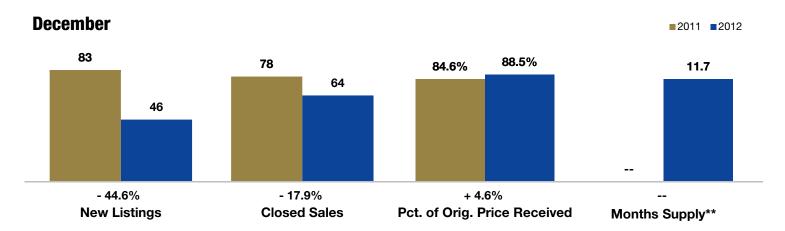
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# 2 – Headwaters Region

		December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change	
New Listings	83	46	- 44.6%	2,392	1,944	- 18.7%	
Closed Sales	78	64	- 17.9%	880	933	+ 6.0%	
Median Sales Price*	\$124,250	\$126,000	+ 1.4%	\$132,500	\$134,000	+ 1.1%	
Percent of Original List Price Received*	84.6%	88.5%	+ 4.6%	87.7%	89.1%	+ 1.6%	
Days on Market Until Sale	195	162	- 16.9%	168	159	- 5.4%	
Months Supply of Inventory**		11.7					

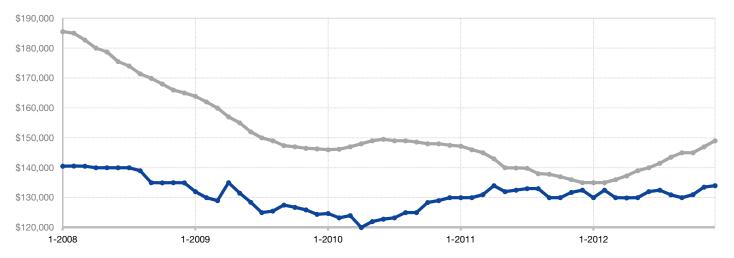
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

2 - Headwaters Region -



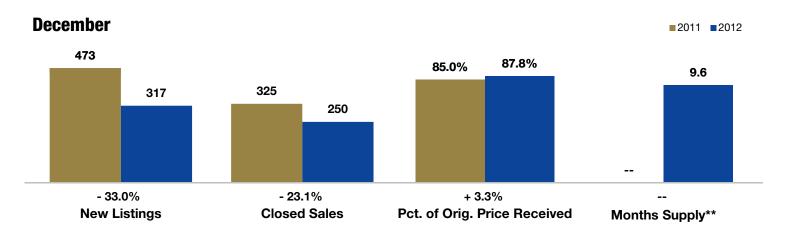
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# 3 – Arrowhead Region

		December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change	
New Listings	473	317	- 33.0%	9,745	8,542	- 12.3%	
Closed Sales	325	250	- 23.1%	4,055	4,074	+ 0.5%	
Median Sales Price*	\$110,000	\$127,050	+ 15.5%	\$117,500	\$122,150	+ 4.0%	
Percent of Original List Price Received*	85.0%	87.8%	+ 3.3%	87.2%	89.8%	+ 3.0%	
Days on Market Until Sale	138	133	- 3.6%	130	124	- 4.6%	
Months Supply of Inventory**		9.6					

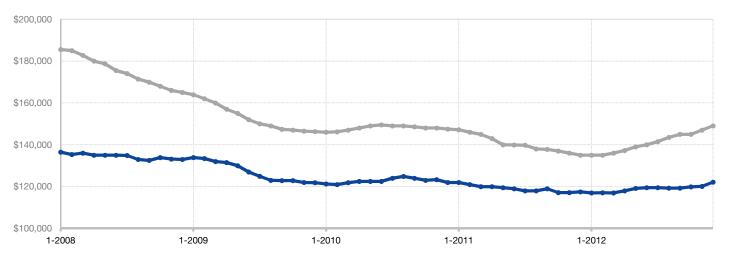
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

3 - Arrowhead Region -



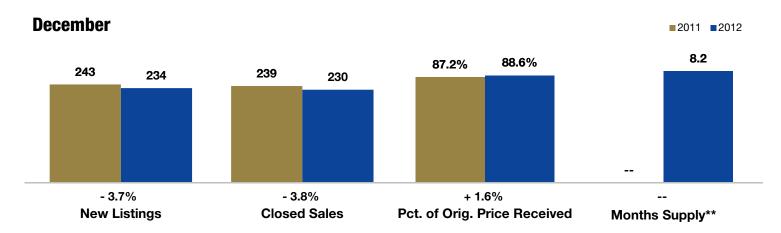
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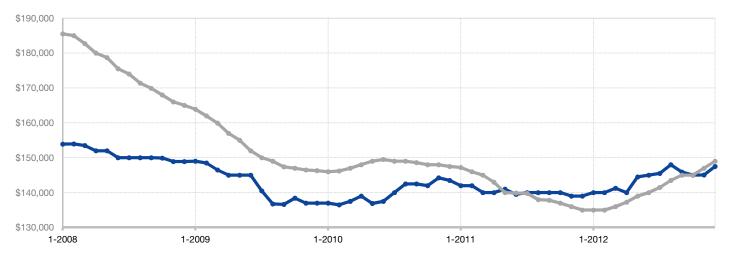
# 4 – West Central Region

		December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change	
New Listings	243	234	- 3.7%	7,496	7,106	- 5.2%	
Closed Sales	239	230	- 3.8%	3,395	3,968	+ 16.9%	
Median Sales Price*	\$125,000	\$140,558	+ 12.4%	\$139,000	\$147,500	+ 6.1%	
Percent of Original List Price Received*	87.2%	88.6%	+ 1.6%	88.4%	89.4%	+ 1.1%	
Days on Market Until Sale	184	165	- 10.3%	158	157	- 0.6%	
Months Supply of Inventory**		8.2					

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



- Statewide -
- 4 West Central Region -



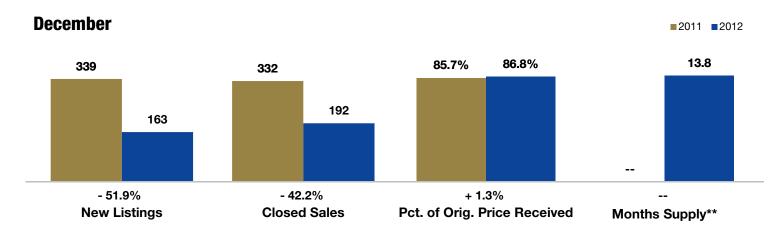
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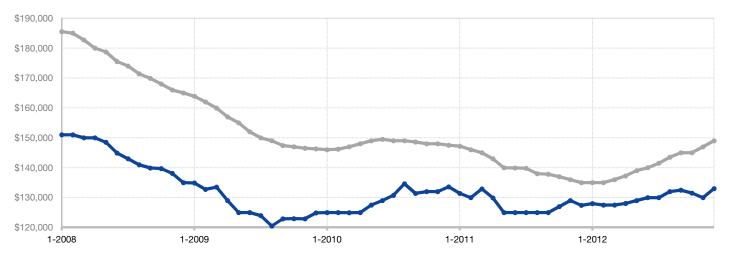
# 5 - North Central Region

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	339	163	- 51.9%	8,418	5,973	- 29.0%
Closed Sales	332	192	- 42.2%	3,399	2,946	- 13.3%
Median Sales Price*	\$117,500	\$140,000	+ 19.1%	\$127,425	\$133,000	+ 4.4%
Percent of Original List Price Received*	85.7%	86.8%	+ 1.3%	86.5%	88.4%	+ 2.2%
Days on Market Until Sale	154	152	- 1.3%	160	138	- 13.8%
Months Supply of Inventory**		13.8				

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



- Statewide -
- 5 North Central Region -



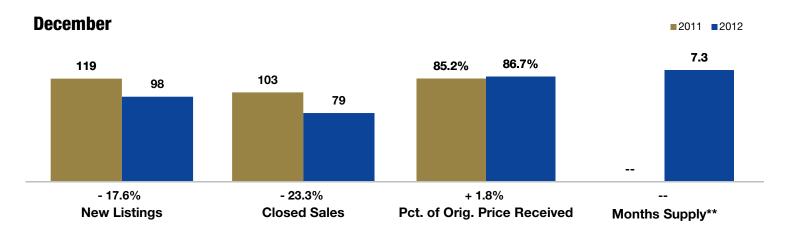
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### **6E – Southwest Central Region**

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	119	98	- 17.6%	2,696	2,275	- 15.6%
Closed Sales	103	79	- 23.3%	1,490	1,346	- 9.7%
Median Sales Price*	\$88,500	\$110,000	+ 24.3%	\$100,000	\$102,800	+ 2.8%
Percent of Original List Price Received*	85.2%	86.7%	+ 1.8%	87.8%	89.1%	+ 1.5%
Days on Market Until Sale	155	146	- 5.8%	138	130	- 5.8%
Months Supply of Inventory**		7.3				

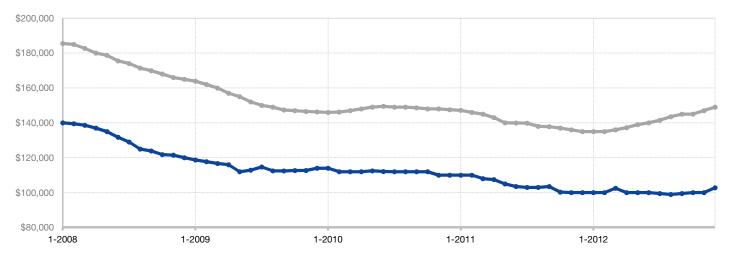
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

6E - Southwest Central Region -



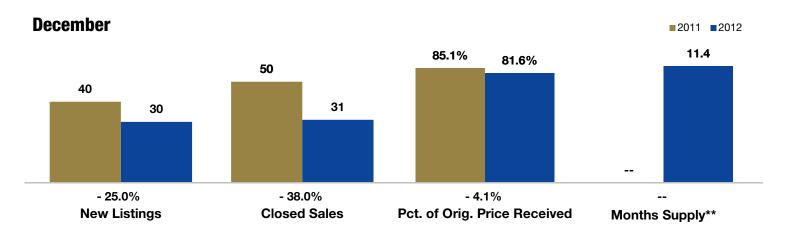
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# **6W – Upper Minnesota Valley Region**

		December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change	
New Listings	40	30	- 25.0%	842	691	- 17.9%	
Closed Sales	50	31	- 38.0%	458	381	- 16.8%	
Median Sales Price*	\$62,000	\$67,500	+ 8.9%	\$70,000	\$68,600	- 2.0%	
Percent of Original List Price Received*	85.1%	81.6%	- 4.1%	85.4%	85.9%	+ 0.6%	
Days on Market Until Sale	207	209	+ 1.0%	155	192	+ 23.9%	
Months Supply of Inventory**		11.4					

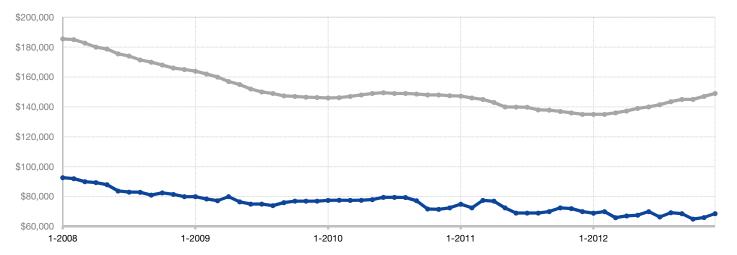
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

6W - Upper Minnesota Valley Region -



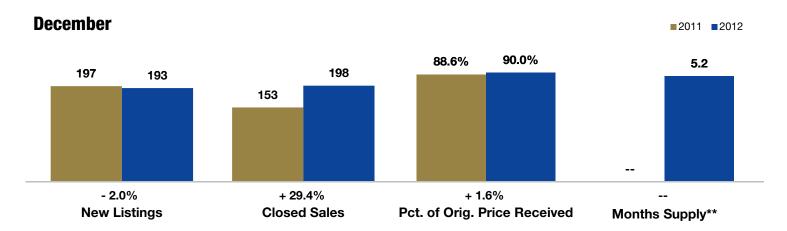
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# **7E – East Central Region**

		December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change	
New Listings	197	193	- 2.0%	4,164	4,062	- 2.4%	
Closed Sales	153	198	+ 29.4%	2,160	2,459	+ 13.8%	
Median Sales Price*	\$105,000	\$119,100	+ 13.4%	\$105,700	\$114,000	+ 7.9%	
Percent of Original List Price Received*	88.6%	90.0%	+ 1.6%	88.0%	90.9%	+ 3.3%	
Days on Market Until Sale	99	87	- 12.1%	100	91	- 9.0%	
Months Supply of Inventory**		5.2					

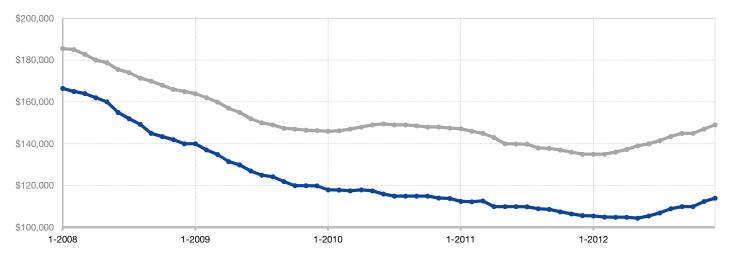
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

7E - East Central Region -



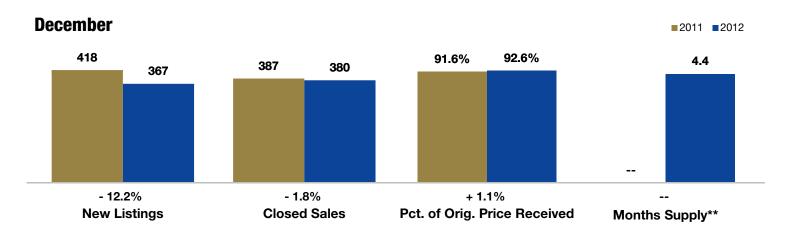
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## **7W – Central Region**

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	418	367	- 12.2%	8,124	8,022	- 1.3%
Closed Sales	387	380	- 1.8%	4,728	5,243	+ 10.9%
Median Sales Price*	\$134,000	\$153,000	+ 14.2%	\$130,000	\$142,188	+ 9.4%
Percent of Original List Price Received*	91.6%	92.6%	+ 1.1%	90.7%	93.0%	+ 2.5%
Days on Market Until Sale	91	88	- 3.3%	94	87	- 7.4%
Months Supply of Inventory**		4.4				

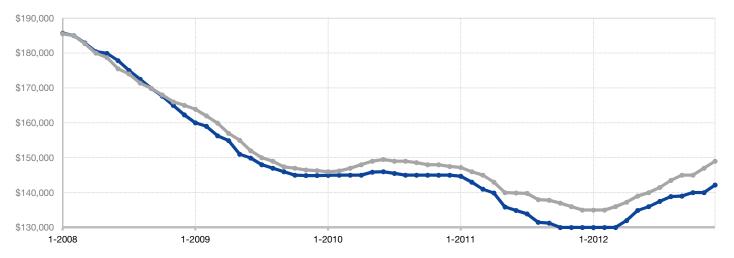
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

7W - Central Region -



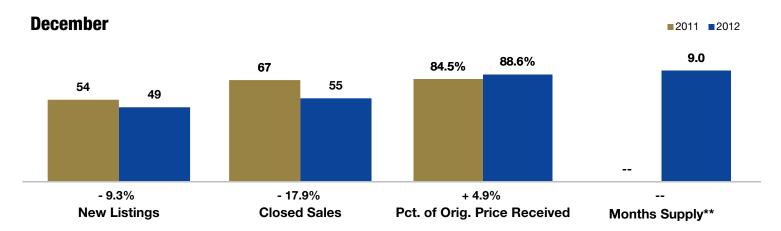
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# 8 – Southwest Region

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	54	49	- 9.3%	1,136	1,090	- 4.0%
Closed Sales	67	55	- 17.9%	703	719	+ 2.3%
Median Sales Price*	\$80,500	\$88,000	+ 9.3%	\$81,500	\$85,250	+ 4.6%
Percent of Original List Price Received*	84.5%	88.6%	+ 4.9%	85.9%	86.3%	+ 0.5%
Days on Market Until Sale	182	170	- 6.6%	180	193	+ 7.2%
Months Supply of Inventory**		9.0				

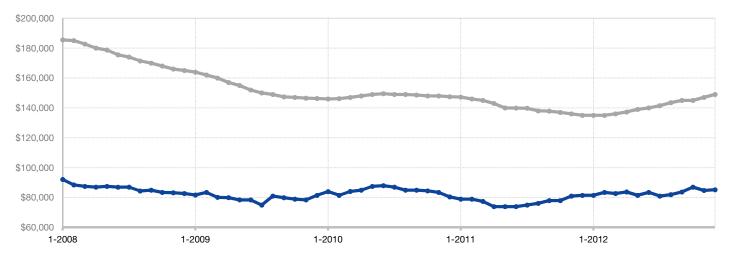
<sup>\*</sup> Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size. \*\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide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



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

Statewide -

8 - Southwest Region -



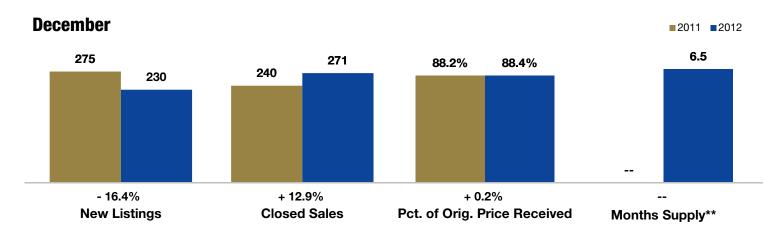
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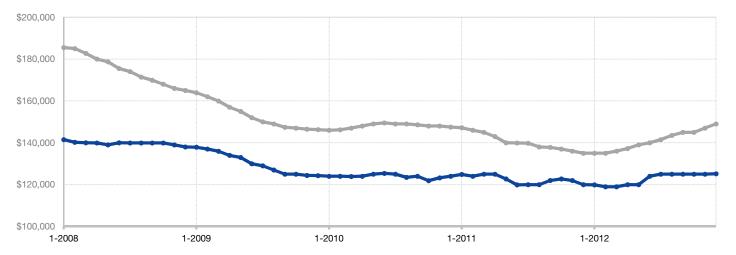
# 9 – South Central Region

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	275	230	- 16.4%	6,267	6,268	+ 0.0%
Closed Sales	240	271	+ 12.9%	3,787	4,030	+ 6.4%
Median Sales Price*	\$93,500	\$112,000	+ 19.8%	\$120,000	\$125,199	+ 4.3%
Percent of Original List Price Received*	88.2%	88.4%	+ 0.2%	88.8%	90.3%	+ 1.7%
Days on Market Until Sale	149	155	+ 4.0%	155	149	- 3.9%
Months Supply of Inventory**		6.5				

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



- Statewide -
- 9 South Central Region -



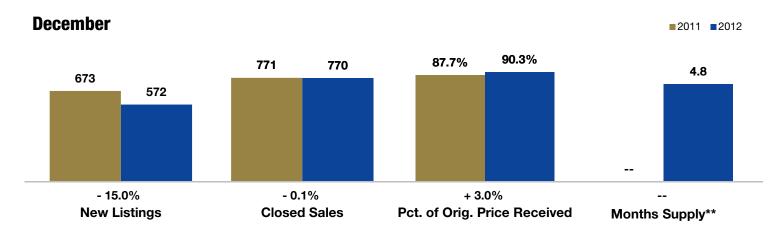
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# 10 – Southeast Region

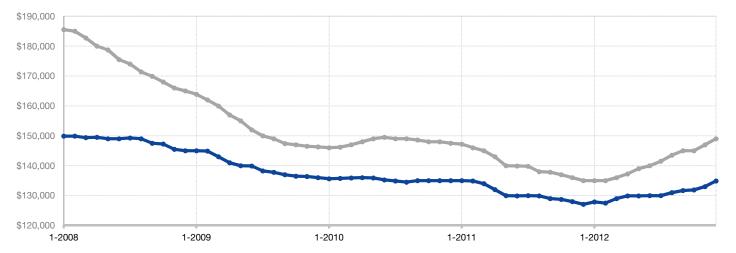
	December			Year to Date			
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change	
New Listings	673	572	- 15.0%	16,063	15,326	- 4.6%	
Closed Sales	771	770	- 0.1%	10,714	10,863	+ 1.4%	
Median Sales Price*	\$117,500	\$129,900	+ 10.6%	\$127,100	\$134,900	+ 6.1%	
Percent of Original List Price Received*	87.7%	90.3%	+ 3.0%	89.7%	91.5%	+ 2.0%	
Days on Market Until Sale	149	139	- 6.7%	146	128	- 12.3%	
Months Supply of Inventory**		4.8					

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





<sup>10 -</sup> Southeast Region -



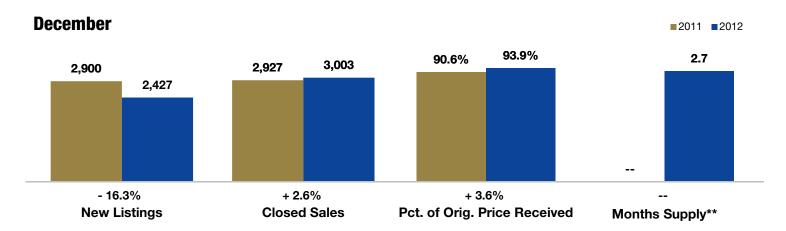
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# 11 – 7-County Twin Cities Region

	December			Year to Date		
Key Metrics	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	2,900	2,427	- 16.3%	59,701	56,638	- 5.1%
Closed Sales	2,927	3,003	+ 2.6%	36,234	42,533	+ 17.4%
Median Sales Price*	\$146,125	\$172,550	+ 18.1%	\$155,000	\$172,000	+ 11.0%
Percent of Original List Price Received*	90.6%	93.9%	+ 3.6%	90.7%	94.1%	+ 3.7%
Days on Market Until Sale	83	69	- 16.9%	82	69	- 15.9%
Months Supply of Inventory**		2.7				

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



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

Statewide -

11 - 7-County Twin Cities Region -

