

# Local Market Update for October 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

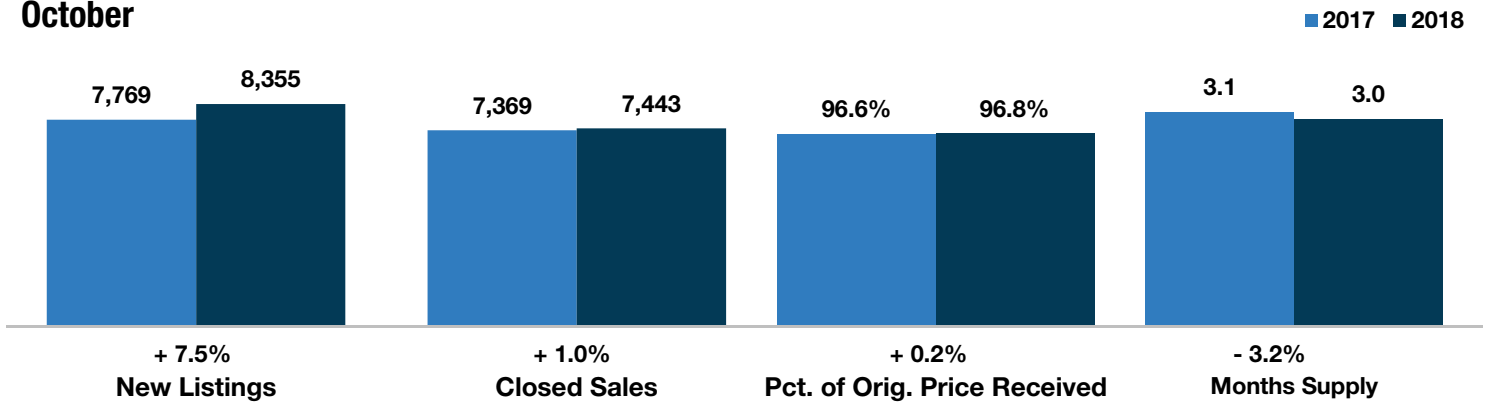


## Entire State

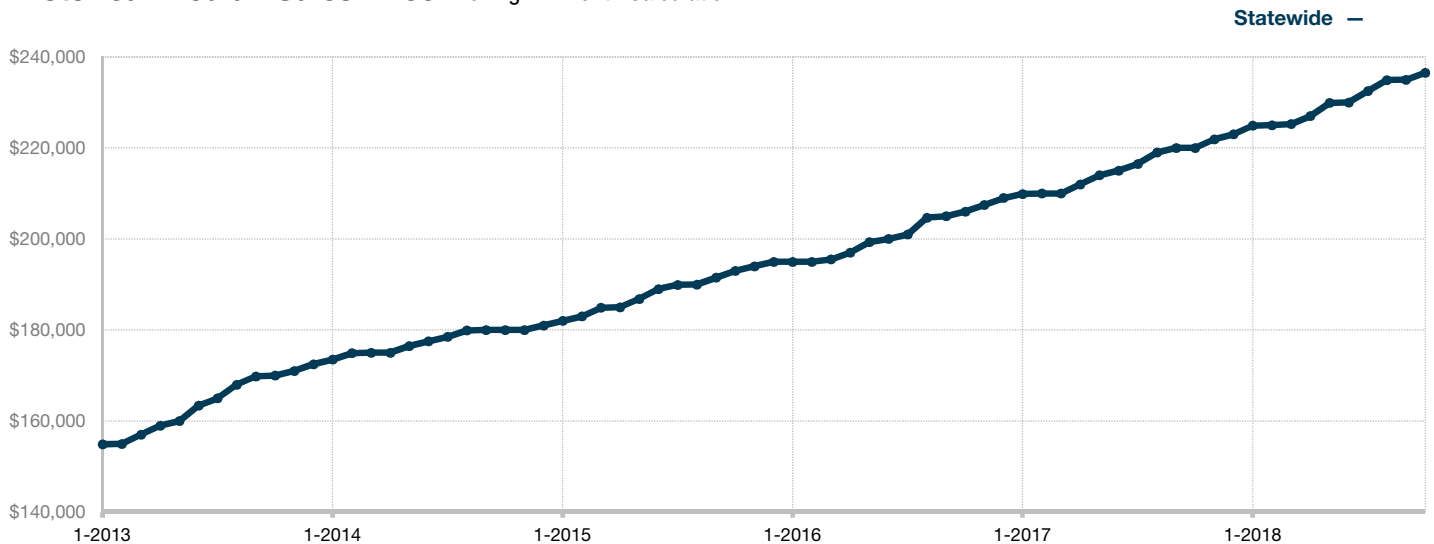
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	7,769	<b>8,355</b>	+ 7.5%	100,692	<b>99,618</b>	- 1.1%
Closed Sales	7,369	<b>7,443</b>	+ 1.0%	74,063	<b>72,145</b>	- 2.6%
Median Sales Price*	\$220,000	<b>\$239,500</b>	+ 8.9%	\$223,900	<b>\$240,000</b>	+ 7.2%
Percent of Original List Price Received*	96.6%	<b>96.8%</b>	+ 0.2%	97.4%	<b>98.0%</b>	+ 0.6%
Days on Market Until Sale	55	<b>53</b>	- 3.6%	54	<b>50</b>	- 7.4%
Months Supply of Inventory	3.1	<b>3.0</b>	- 3.2%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### October



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



# Monthly Indicators



## October 2018

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

## Activity Snapshot

**+ 1.0%**      **+ 8.9%**      **+ 7.5%**

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One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>New Listings</b>
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# Activity Overview

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



Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		7,769	<b>8,355</b>	+ 7.5%	100,692	<b>99,618</b>	- 1.1%
<b>Pending Sales</b>		6,875	<b>6,407</b>	- 6.8%	76,646	<b>74,240</b>	- 3.1%
<b>Closed Sales</b>		7,369	<b>7,443</b>	+ 1.0%	74,063	<b>72,145</b>	- 2.6%
<b>Days on Market</b>		55	<b>53</b>	- 3.6%	54	<b>50</b>	- 7.4%
<b>Median Sales Price</b>		\$220,000	<b>\$239,500</b>	+ 8.9%	\$223,900	<b>\$240,000</b>	+ 7.2%
<b>Avg. Sales Price</b>		\$259,223	<b>\$275,459</b>	+ 6.3%	\$261,114	<b>\$277,059</b>	+ 6.1%
<b>Pct. of Orig. Price Received</b>		96.6%	<b>96.8%</b>	+ 0.2%	97.4%	<b>98.0%</b>	+ 0.6%
<b>Affordability Index</b>		187	<b>148</b>	- 20.9%	184	<b>148</b>	- 19.6%
<b>Homes for Sale*</b>		22,082	<b>21,136</b>	- 4.3%	--	<b>--</b>	--
<b>Months Supply*</b>		3.1	<b>3.0</b>	- 3.2%	--	<b>--</b>	--

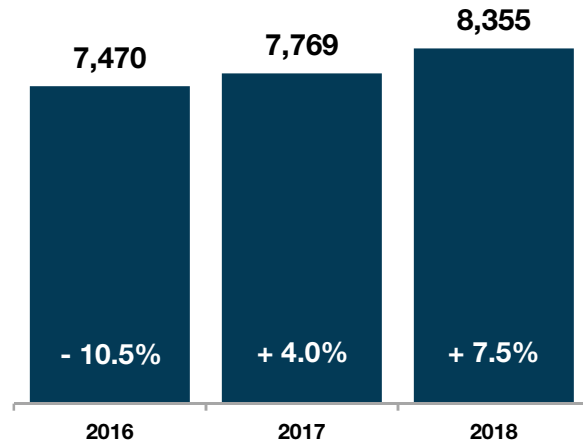
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

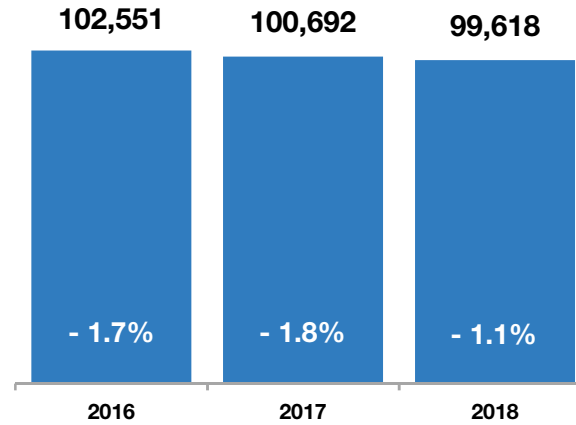
A count of the properties that have been newly listed on the market in a given month.



## October

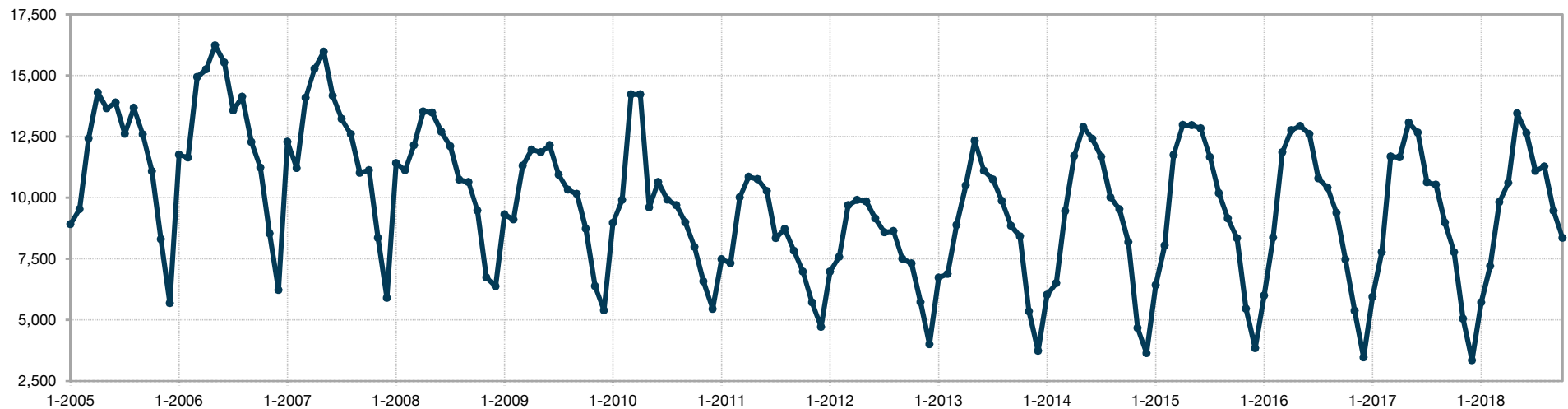


## Year to Date



	New Listings	Prior Year	Percent Change
November 2017	5,047	5,369	-6.0%
December 2017	3,347	3,464	-3.4%
January 2018	5,714	5,939	-3.8%
February 2018	7,197	7,775	-7.4%
March 2018	9,824	11,679	-15.9%
April 2018	10,602	11,655	-9.0%
May 2018	13,453	13,077	+2.9%
June 2018	12,644	12,659	-0.1%
July 2018	11,089	10,631	+4.3%
August 2018	11,271	10,532	+7.0%
September 2018	9,469	8,976	+5.5%
<b>October 2018</b>	<b>8,355</b>	<b>7,769</b>	<b>+7.5%</b>
12-Month Avg	9,001	9,127	-1.4%

## Historical New Listings by Month

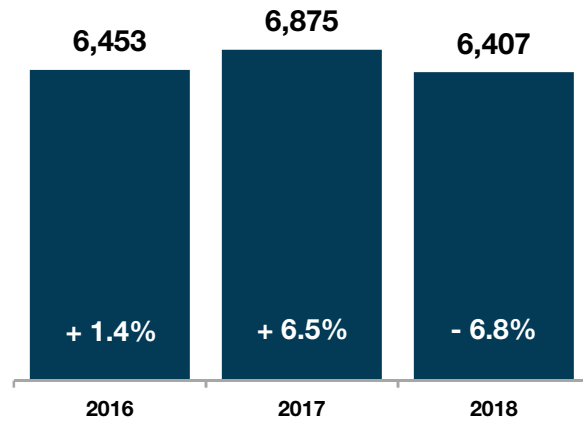


# Pending Sales

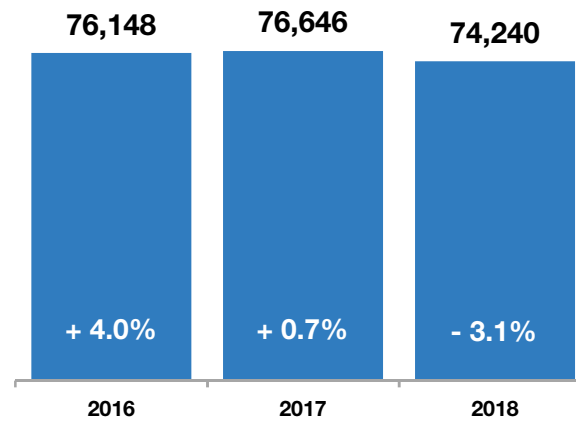
A count of the properties on which offers have been accepted in a given month.



## October

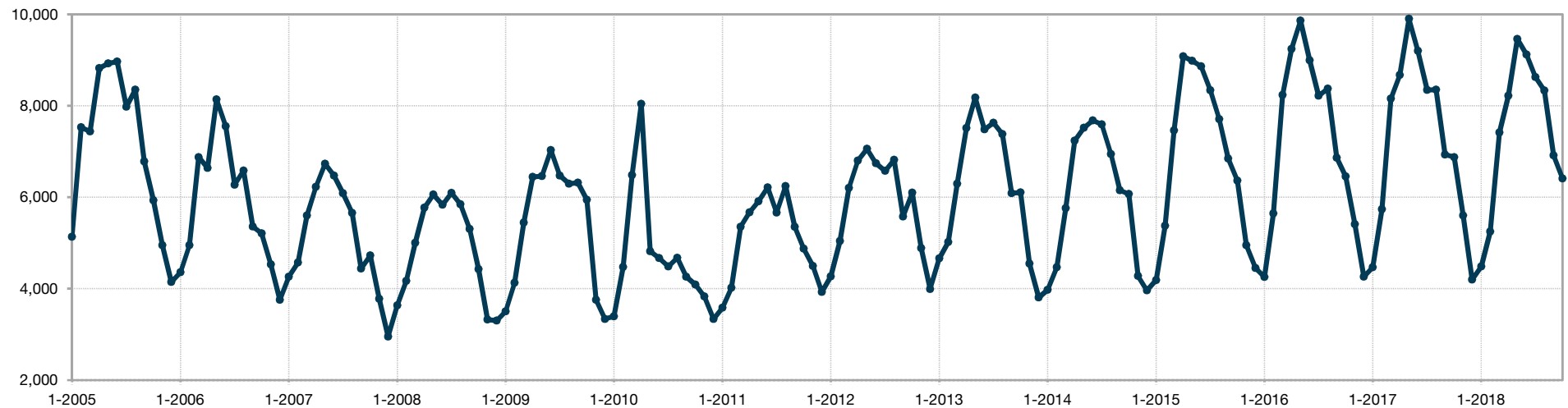


## Year to Date



	Pending Sales	Prior Year	Percent Change
November 2017	5,599	5,409	+3.5%
December 2017	4,200	4,260	-1.4%
January 2018	4,485	4,466	+0.4%
February 2018	5,251	5,739	-8.5%
March 2018	7,417	8,157	-9.1%
April 2018	8,218	8,671	-5.2%
May 2018	9,459	9,901	-4.5%
June 2018	9,122	9,204	-0.9%
July 2018	8,630	8,348	+3.4%
August 2018	8,335	8,352	-0.2%
September 2018	6,916	6,933	-0.2%
<b>October 2018</b>	<b>6,407</b>	<b>6,875</b>	<b>-6.8%</b>
12-Month Avg	7,003	7,193	-2.6%

## Historical Pending Sales by Month

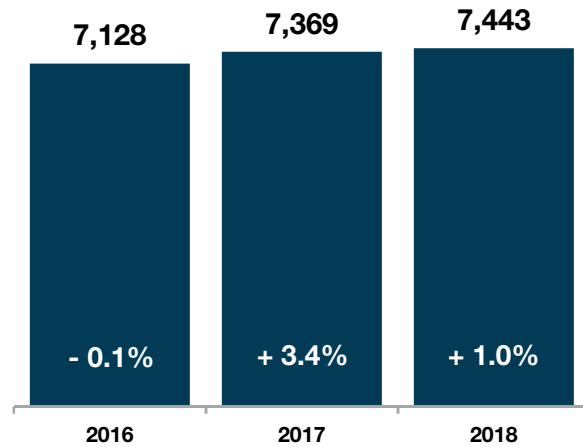


# Closed Sales

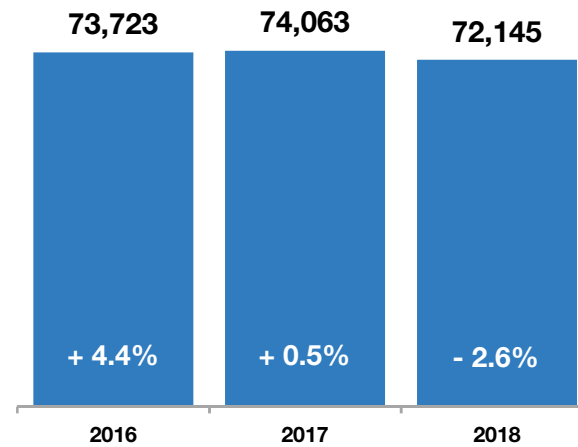
A count of the actual sales that closed in a given month.



## October

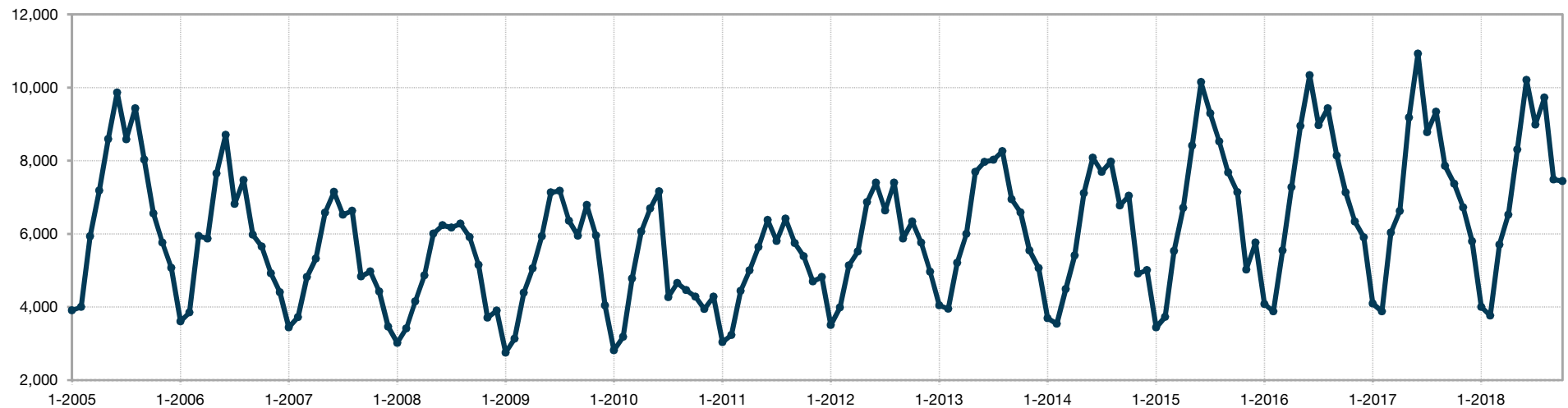


## Year to Date



	Closed Sales	Prior Year	Percent Change
November 2017	6,721	6,335	+6.1%
December 2017	5,793	5,901	-1.8%
January 2018	4,003	4,093	-2.2%
February 2018	3,763	3,875	-2.9%
March 2018	5,705	6,031	-5.4%
April 2018	6,523	6,622	-1.5%
May 2018	8,301	9,181	-9.6%
June 2018	10,207	10,923	-6.6%
July 2018	8,987	8,777	+2.4%
August 2018	9,727	9,336	+4.2%
September 2018	7,486	7,856	-4.7%
<b>October 2018</b>	<b>7,443</b>	<b>7,369</b>	<b>+1.0%</b>
12-Month Avg	7,055	7,192	-1.9%

## Historical Closed Sales by Month

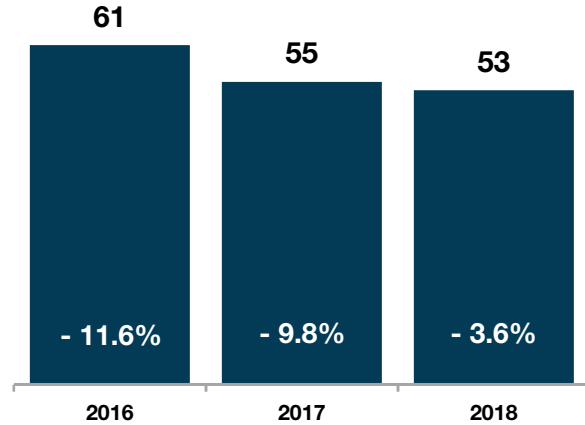


# Days on Market Until Sale

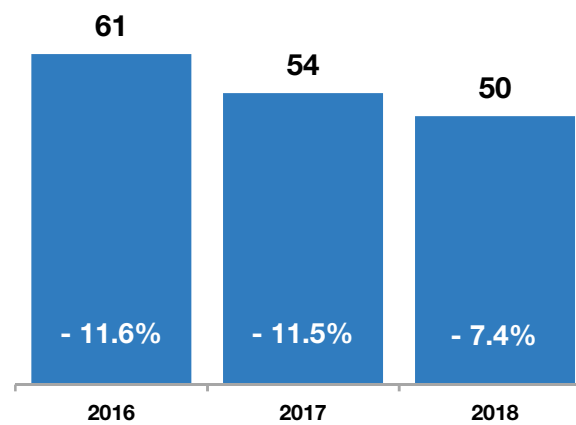
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October



## Year to Date



Month	Days on Market	Prior Year	Percent Change
November 2017	58	63	-7.9%
December 2017	63	68	-7.4%
January 2018	68	73	-6.8%
February 2018	68	73	-6.8%
March 2018	57	66	-13.6%
April 2018	51	57	-10.5%
May 2018	49	51	-3.9%
June 2018	42	47	-10.6%
July 2018	42	46	-8.7%
August 2018	46	49	-6.1%
September 2018	48	53	-9.4%
<b>October 2018</b>	<b>53</b>	<b>55</b>	<b>-3.6%</b>
12-Month Avg	54	58	-6.9%

## Historical Days on Market Until Sale by Month

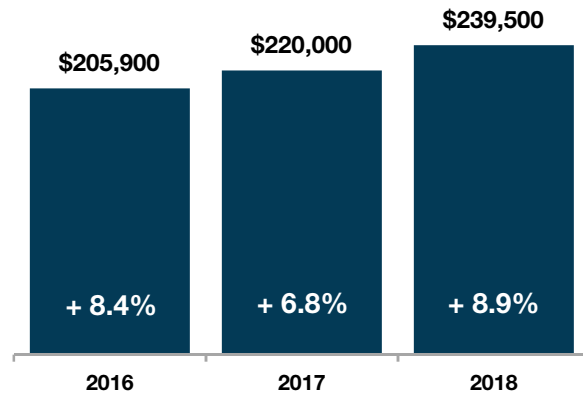


# Median Sales Price

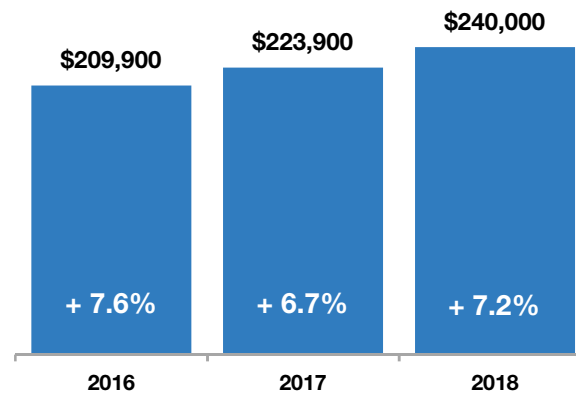
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October

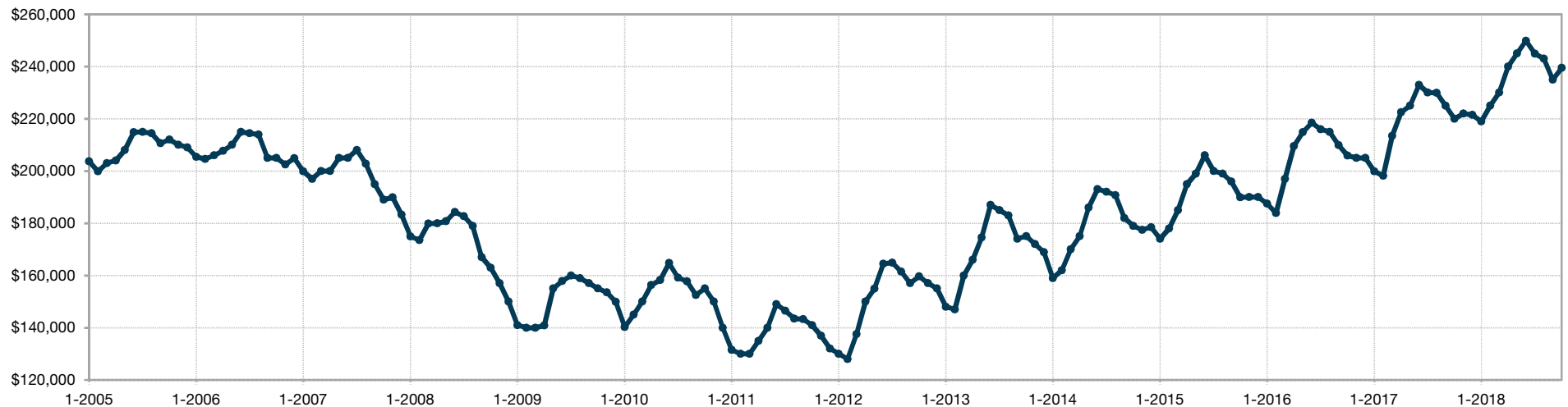


## Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2017	\$222,000	\$205,000	+8.3%
December 2017	\$221,500	\$205,000	+8.0%
January 2018	\$219,000	\$199,900	+9.6%
February 2018	\$225,000	\$198,200	+13.5%
March 2018	\$230,000	\$213,500	+7.7%
April 2018	\$240,000	\$222,500	+7.9%
May 2018	\$245,000	\$225,000	+8.9%
June 2018	\$249,900	\$233,000	+7.3%
July 2018	\$244,950	\$230,000	+6.5%
August 2018	\$243,000	\$229,900	+5.7%
September 2018	\$235,000	\$225,000	+4.4%
<b>October 2018</b>	<b>\$239,500</b>	<b>\$220,000</b>	<b>+8.9%</b>
12-Month Avg	\$234,571	\$217,250	+8.0%

## Historical Median Sales Price by Month



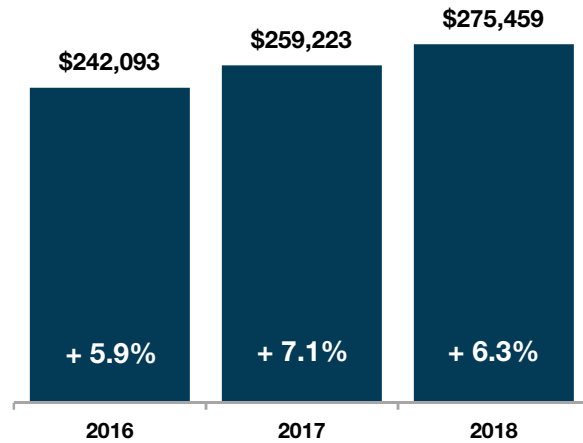


# Average Sales Price

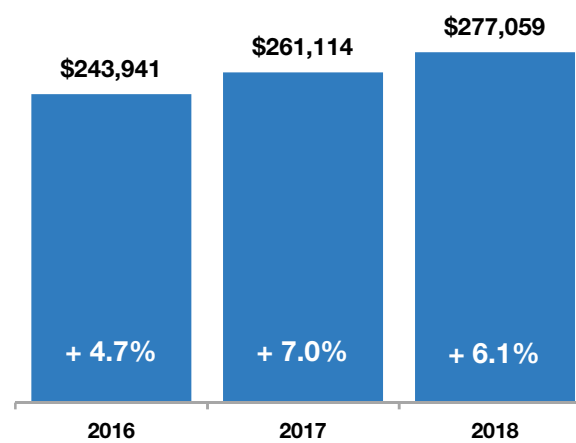
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

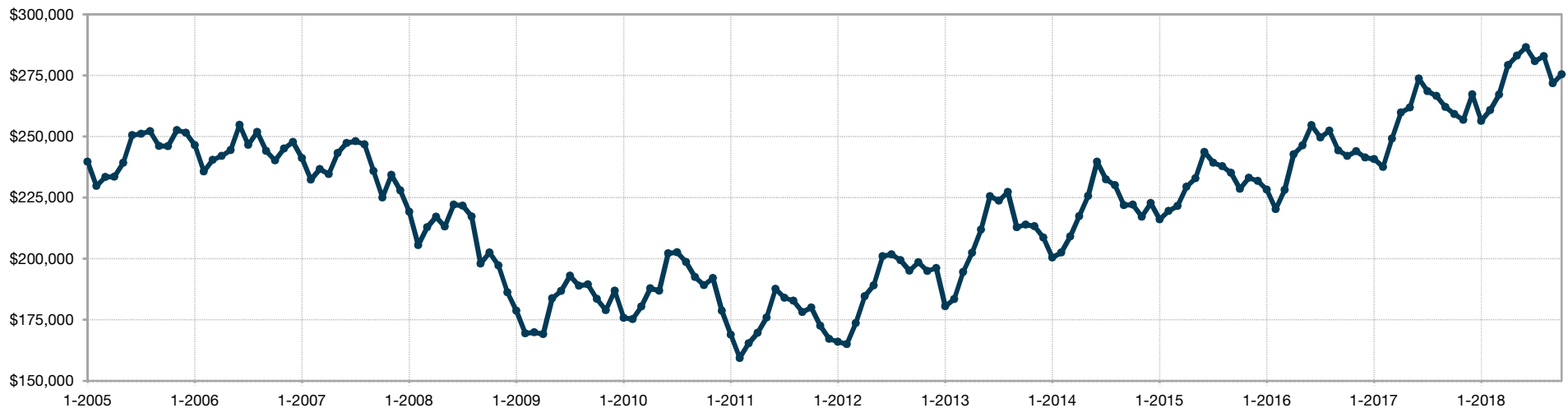


## Year to Date



	Average Sales Price	Prior Year	Percent Change
November 2017	\$256,866	\$244,020	+5.3%
December 2017	\$267,214	\$241,427	+10.7%
January 2018	\$256,376	\$240,709	+6.5%
February 2018	\$260,749	\$237,481	+9.8%
March 2018	\$267,193	\$249,168	+7.2%
April 2018	\$279,174	\$259,797	+7.5%
May 2018	\$283,092	\$261,831	+8.1%
June 2018	\$286,552	\$273,761	+4.7%
July 2018	\$280,828	\$268,609	+4.5%
August 2018	\$282,933	\$266,615	+6.1%
September 2018	\$271,795	\$262,073	+3.7%
<b>October 2018</b>	<b>\$275,459</b>	<b>\$259,223</b>	<b>+6.3%</b>
12-Month Avg	\$272,353	\$255,393	+6.6%

## Historical Average Sales Price by Month

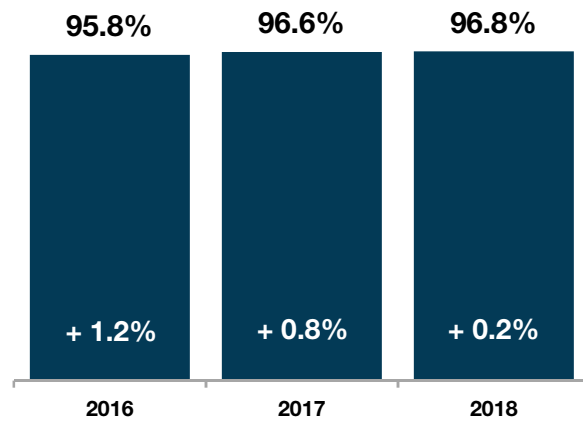


# Percent of Original List Price Received

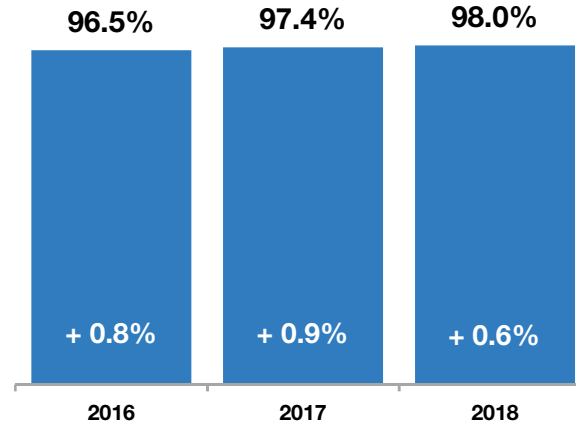
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October

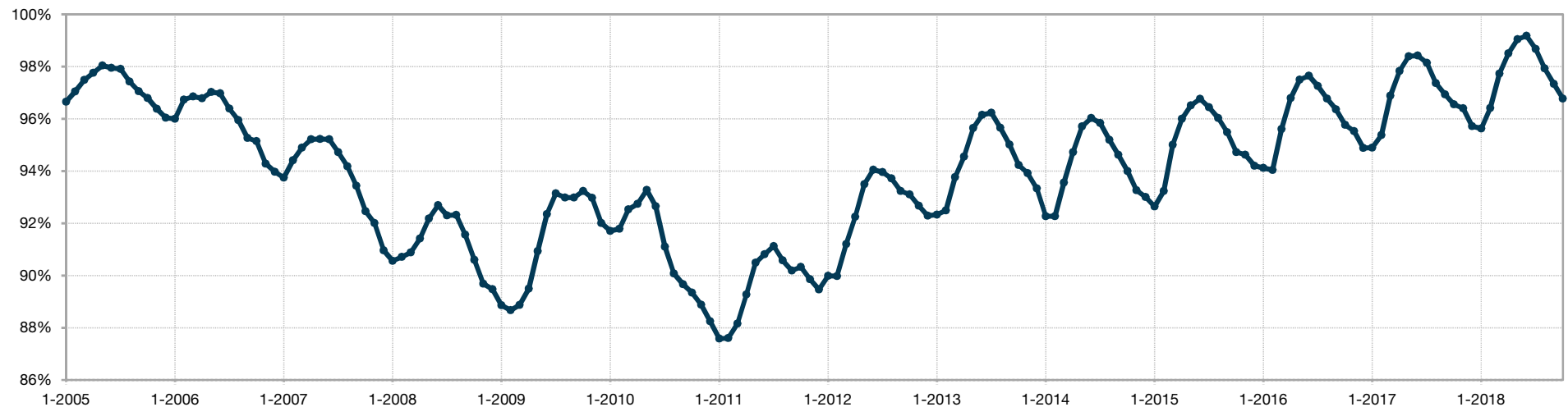


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2017	96.4%	95.5%	+0.9%
December 2017	95.7%	94.9%	+0.8%
January 2018	95.6%	94.9%	+0.7%
February 2018	96.4%	95.4%	+1.0%
March 2018	97.7%	96.9%	+0.8%
April 2018	98.5%	97.8%	+0.7%
May 2018	99.0%	98.4%	+0.6%
June 2018	99.2%	98.4%	+0.8%
July 2018	98.7%	98.1%	+0.6%
August 2018	97.9%	97.4%	+0.5%
September 2018	97.3%	96.9%	+0.4%
<b>October 2018</b>	<b>96.8%</b>	<b>96.6%</b>	<b>+0.2%</b>
12-Month Avg	97.4%	96.8%	+0.6%

## Historical Percent of Original List Price Received by Month

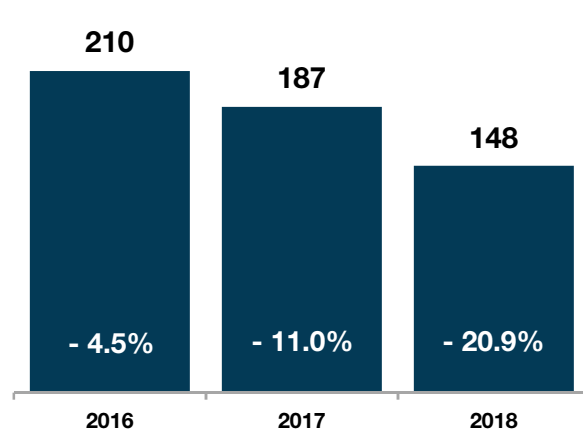


# Housing Affordability Index

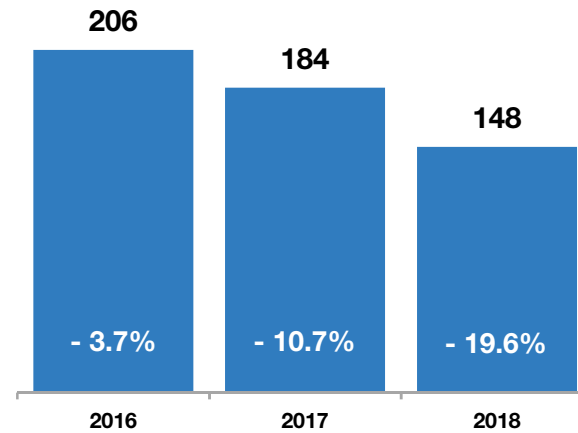
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## October



## Year to Date



	Affordability Index	Prior Year	Percent Change
November 2017	187	200	-6.5%
December 2017	186	194	-4.1%
January 2018	182	197	-7.6%
February 2018	176	204	-13.7%
March 2018	172	188	-8.5%
April 2018	162	185	-12.4%
May 2018	159	184	-13.6%
June 2018	157	178	-11.8%
July 2018	160	180	-11.1%
August 2018	160	182	-12.1%
September 2018	160	186	-14.0%
<b>October 2018</b>	<b>148</b>	<b>187</b>	<b>-20.9%</b>
12-Month Avg	167	189	-11.6%

## Historical Housing Affordability Index by Month

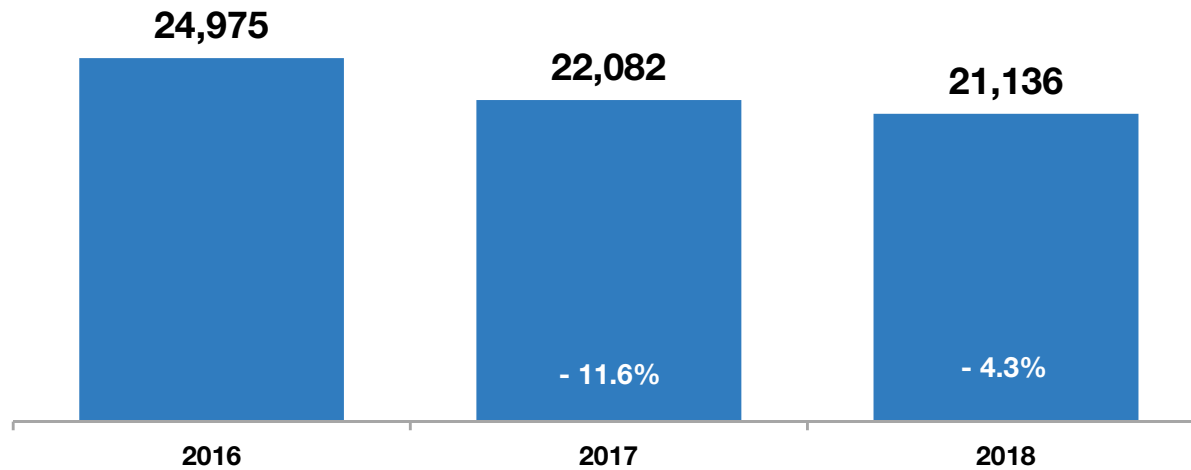


# Inventory of Homes for Sale

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

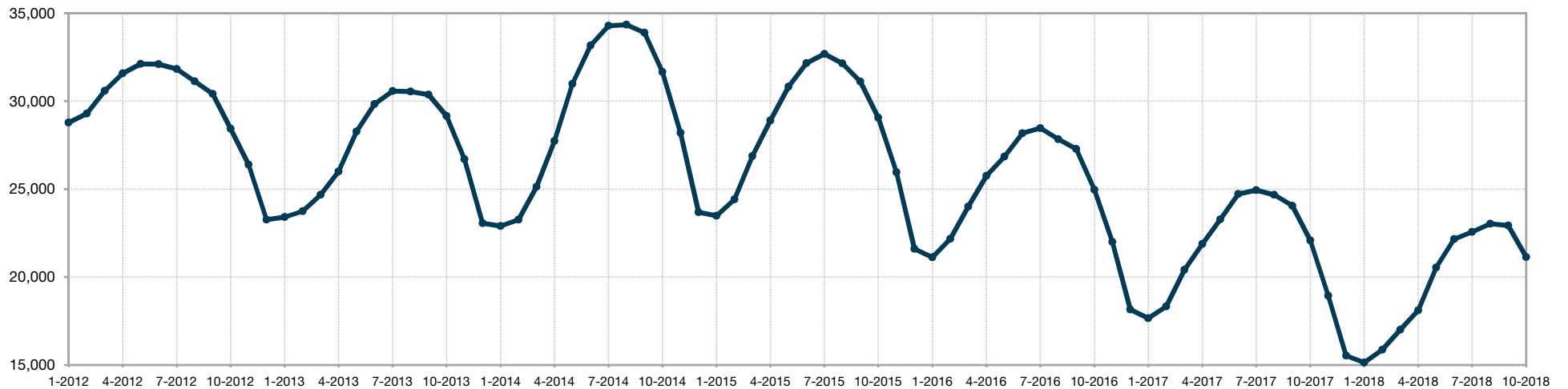


## October



Homes for Sale		Prior Year	Percent Change
November 2017	18,938	22,004	-13.9%
December 2017	15,532	18,161	-14.5%
January 2018	15,141	17,662	-14.3%
February 2018	15,867	18,338	-13.5%
March 2018	17,011	20,412	-16.7%
April 2018	18,109	21,876	-17.2%
May 2018	20,539	23,285	-11.8%
June 2018	22,165	24,722	-10.3%
July 2018	22,568	24,944	-9.5%
August 2018	23,033	24,672	-6.6%
September 2018	22,936	24,057	-4.7%
<b>October 2018</b>	<b>21,136</b>	<b>22,082</b>	<b>-4.3%</b>

## Historical Inventory of Homes for Sale by Month



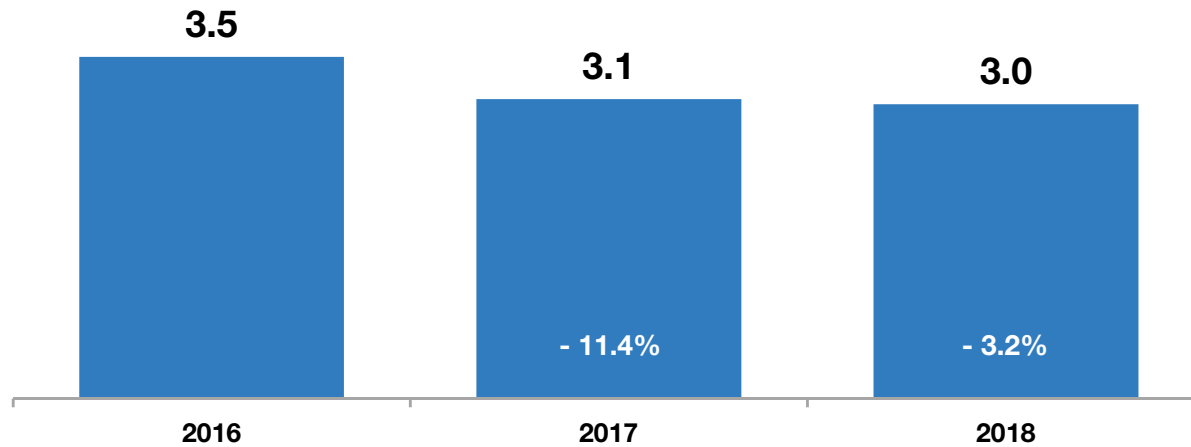
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

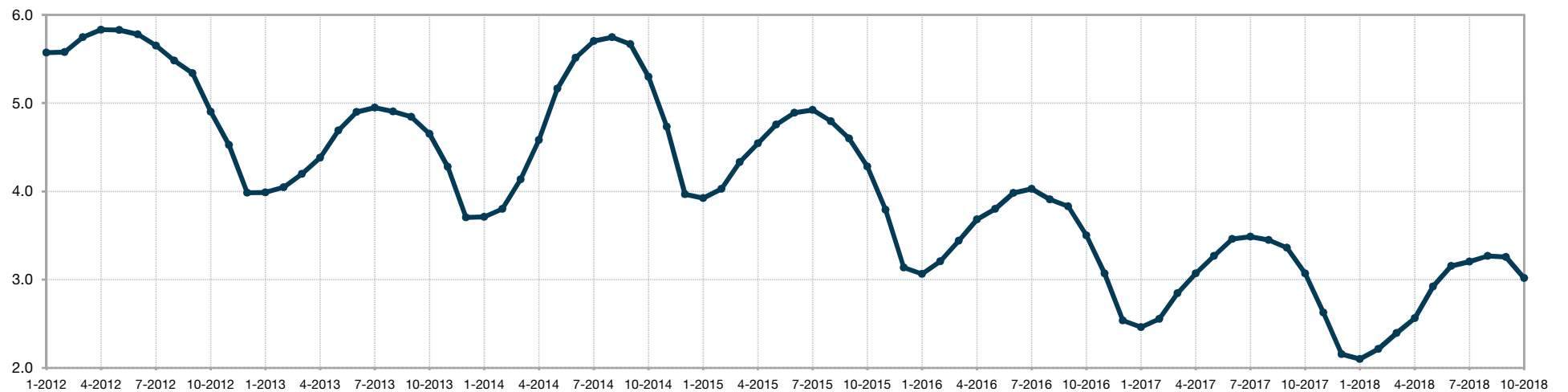


## October



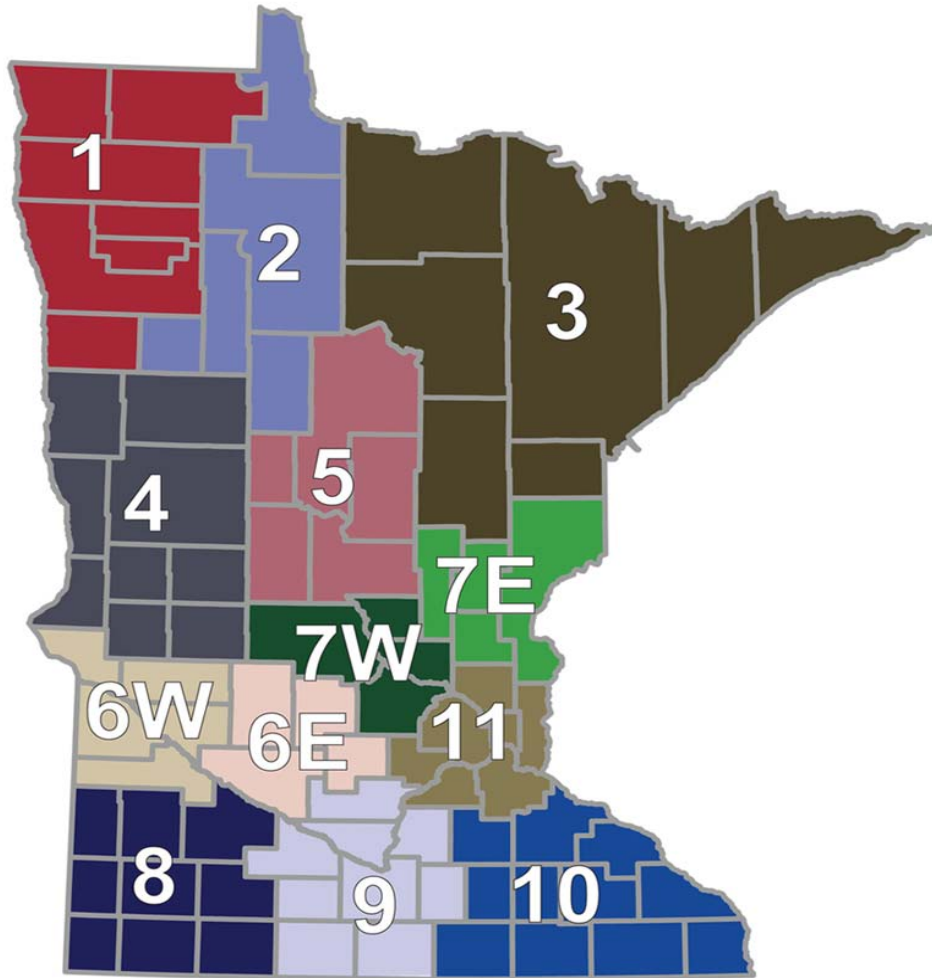
Months Supply		Prior Year	Percent Change
November 2017	2.6	3.1	-16.1%
December 2017	2.2	2.5	-12.0%
January 2018	2.1	2.5	-16.0%
February 2018	2.2	2.6	-15.4%
March 2018	2.4	2.8	-14.3%
April 2018	2.6	3.1	-16.1%
May 2018	2.9	3.3	-12.1%
June 2018	3.2	3.5	-8.6%
July 2018	3.2	3.5	-8.6%
August 2018	3.3	3.4	-2.9%
September 2018	3.3	3.4	-2.9%
<b>October 2018</b>	<b>3.0</b>	<b>3.1</b>	<b>-3.2%</b>

## Historical Months Supply of Inventory by Month



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

## 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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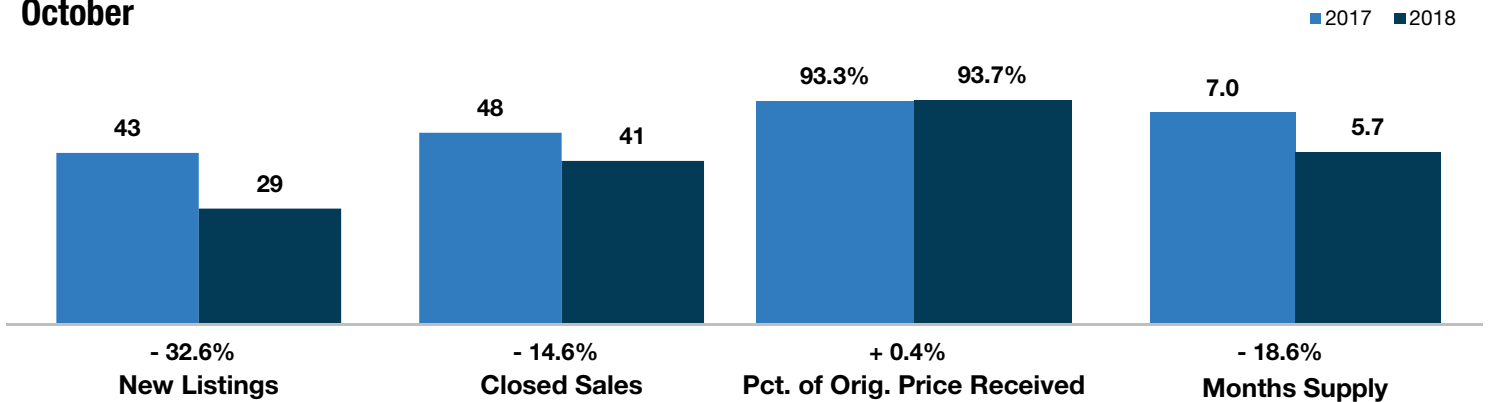


## 1 – Northwest Region

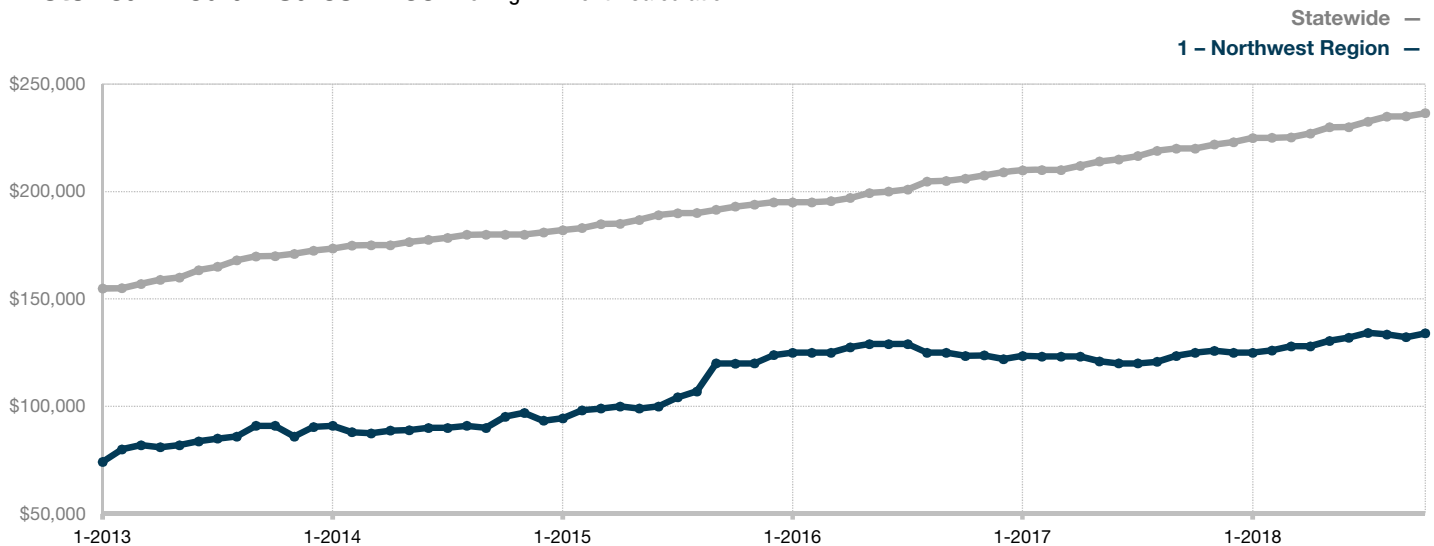
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	43	29	- 32.6%	571	536	- 6.1%
Closed Sales	48	41	- 14.6%	373	349	- 6.4%
Median Sales Price*	\$125,000	\$138,000	+ 10.4%	\$125,000	\$135,000	+ 8.0%
Percent of Original List Price Received*	93.3%	93.7%	+ 0.4%	92.1%	92.3%	+ 0.2%
Days on Market Until Sale	153	151	- 1.3%	147	153	+ 4.1%
Months Supply of Inventory	7.0	5.7	- 18.6%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### October



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



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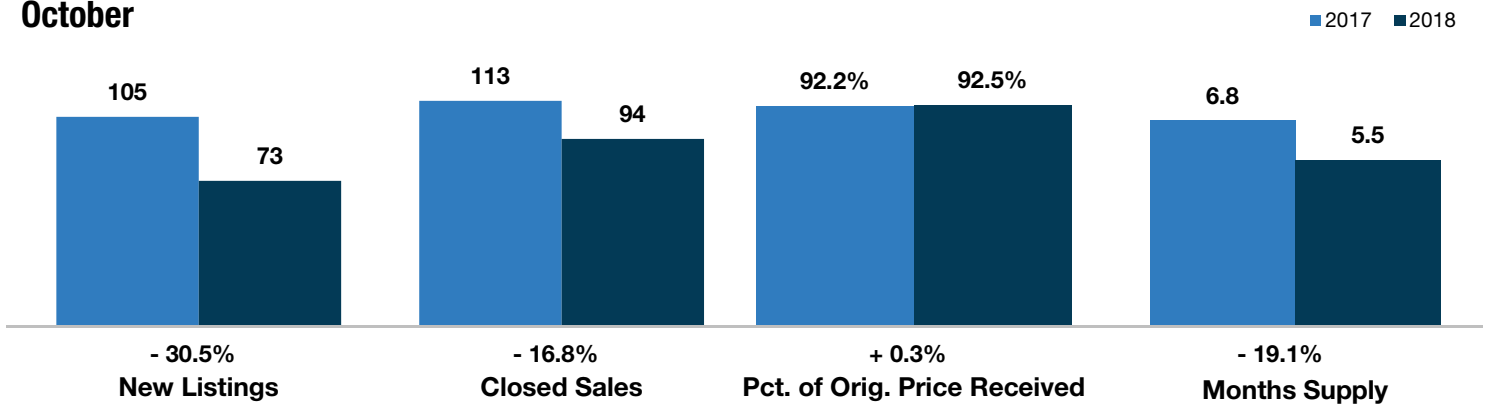


## 2 – Headwaters Region

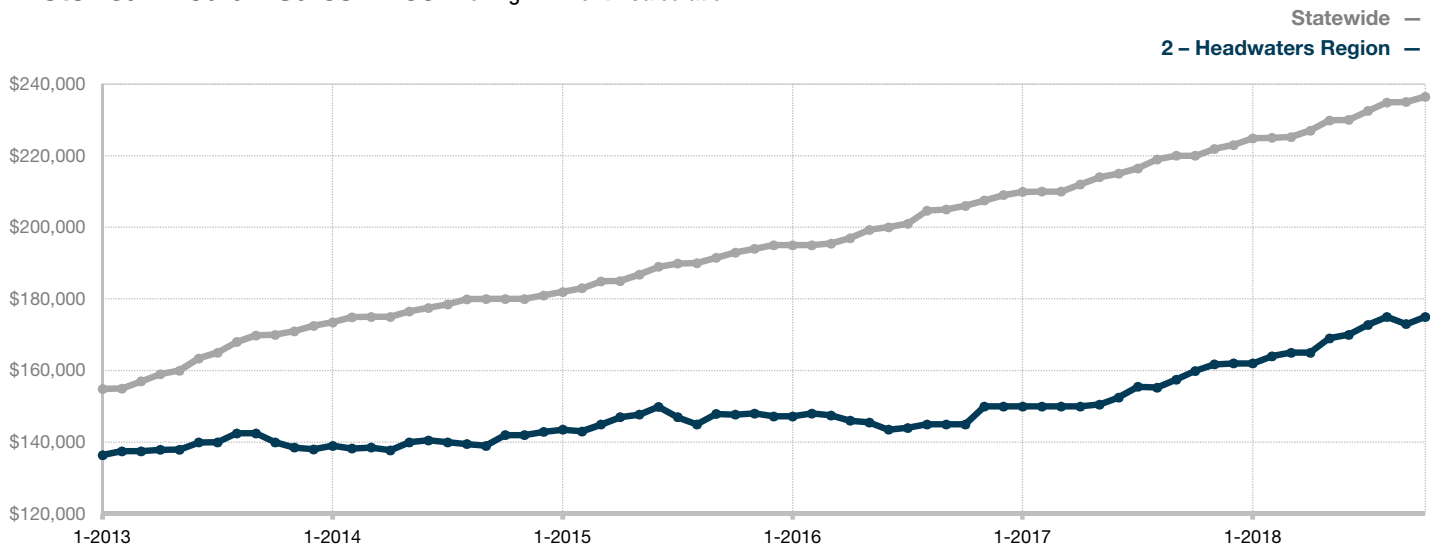
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	105	73	- 30.5%	1,454	1,348	- 7.3%
Closed Sales	113	94	- 16.8%	891	902	+ 1.2%
Median Sales Price*	\$162,000	\$175,000	+ 8.0%	\$160,000	\$175,000	+ 9.4%
Percent of Original List Price Received*	92.2%	92.5%	+ 0.3%	93.4%	94.1%	+ 0.7%
Days on Market Until Sale	124	99	- 20.2%	122	107	- 12.3%
Months Supply of Inventory	6.8	5.5	- 19.1%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### October



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





# Local Market Update for October 2018

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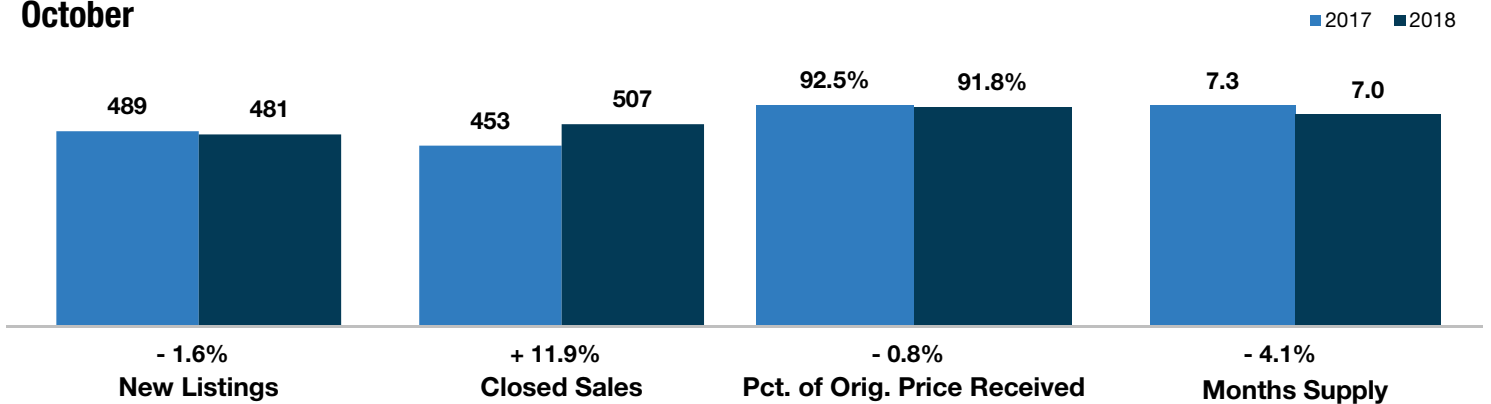


## 3 – Arrowhead Region

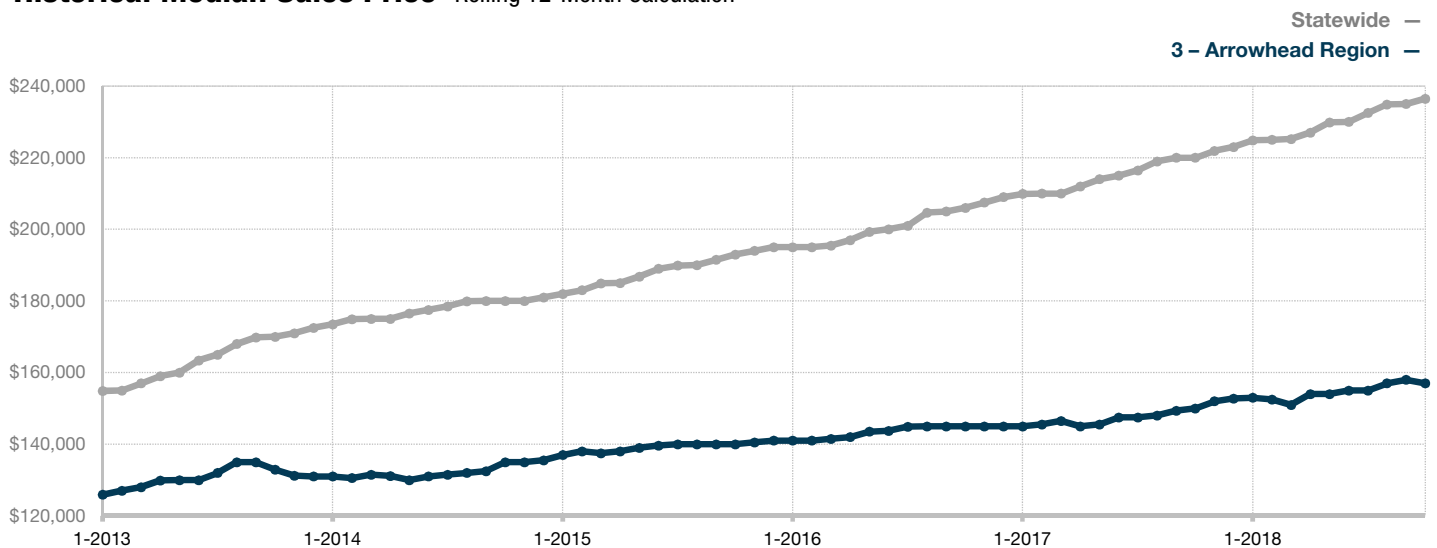
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	489	481	- 1.6%	6,774	6,663	- 1.6%
Closed Sales	453	507	+ 11.9%	4,120	4,133	+ 0.3%
Median Sales Price*	\$156,500	\$149,900	- 4.2%	\$153,900	\$158,000	+ 2.7%
Percent of Original List Price Received*	92.5%	91.8%	- 0.8%	93.1%	93.7%	+ 0.6%
Days on Market Until Sale	96	97	+ 1.0%	100	95	- 5.0%
Months Supply of Inventory	7.3	7.0	- 4.1%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### October



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



Current as of November 7, 2018. All data from the multiple listing services in the state of Minnesota. Report © 2018 ShowingTime. Percent changes are calculated using rounded figures.

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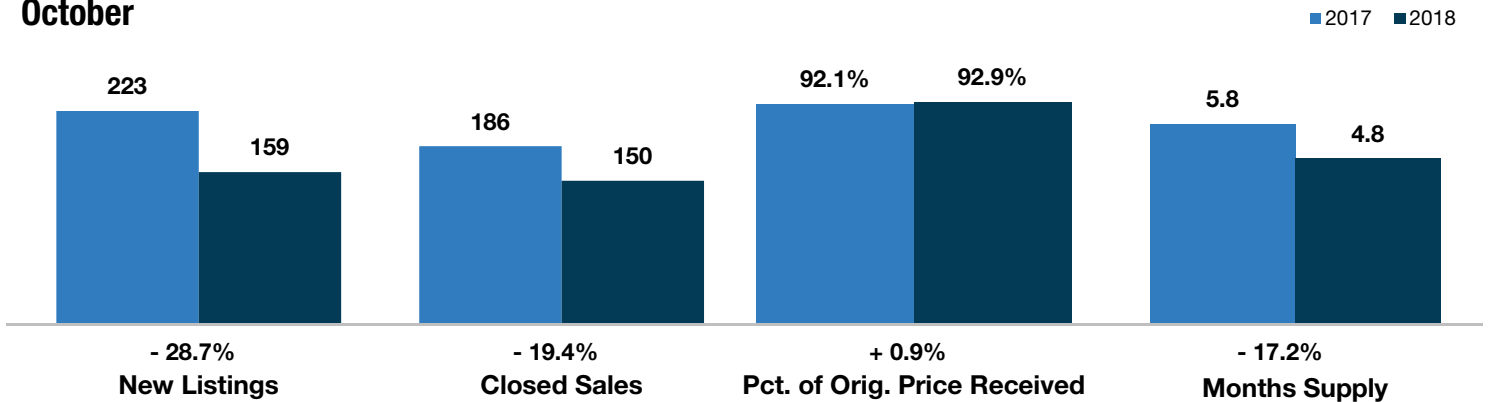


## 4 – West Central Region

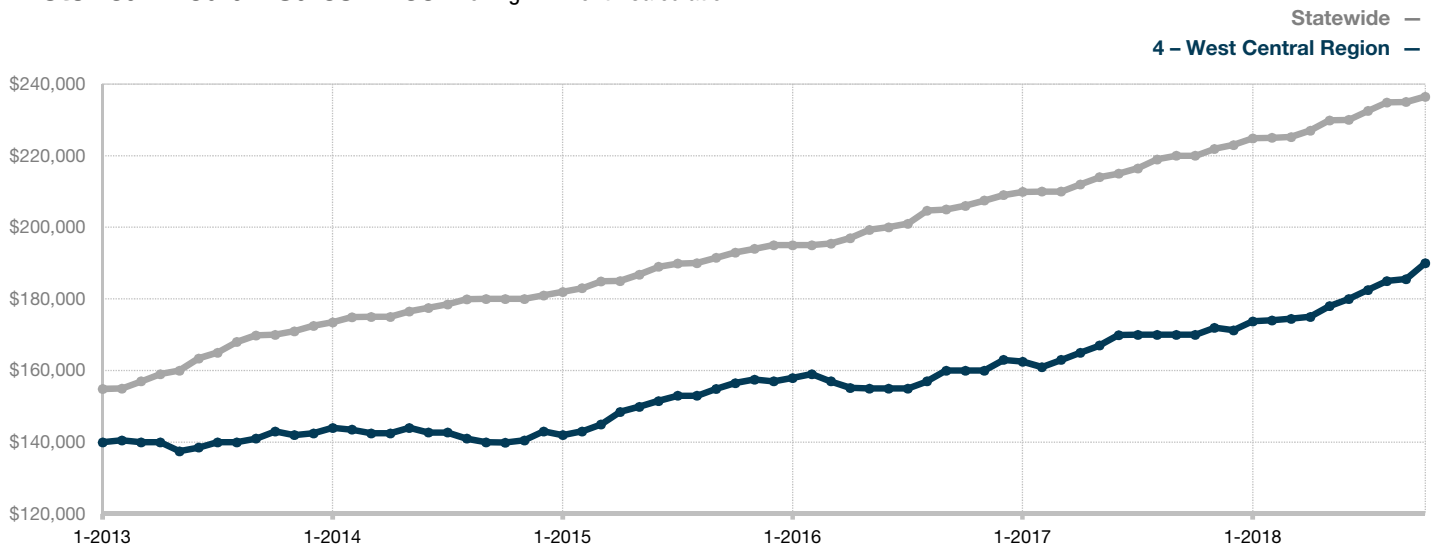
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	223	159	- 28.7%	2,555	2,319	- 9.2%
Closed Sales	186	150	- 19.4%	1,653	1,663	+ 0.6%
Median Sales Price*	\$170,000	\$215,000	+ 26.5%	\$171,000	\$194,000	+ 13.5%
Percent of Original List Price Received*	92.1%	92.9%	+ 0.9%	94.4%	94.6%	+ 0.2%
Days on Market Until Sale	93	95	+ 2.2%	86	82	- 4.7%
Months Supply of Inventory	5.8	4.8	- 17.2%	--	--	--

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### October



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



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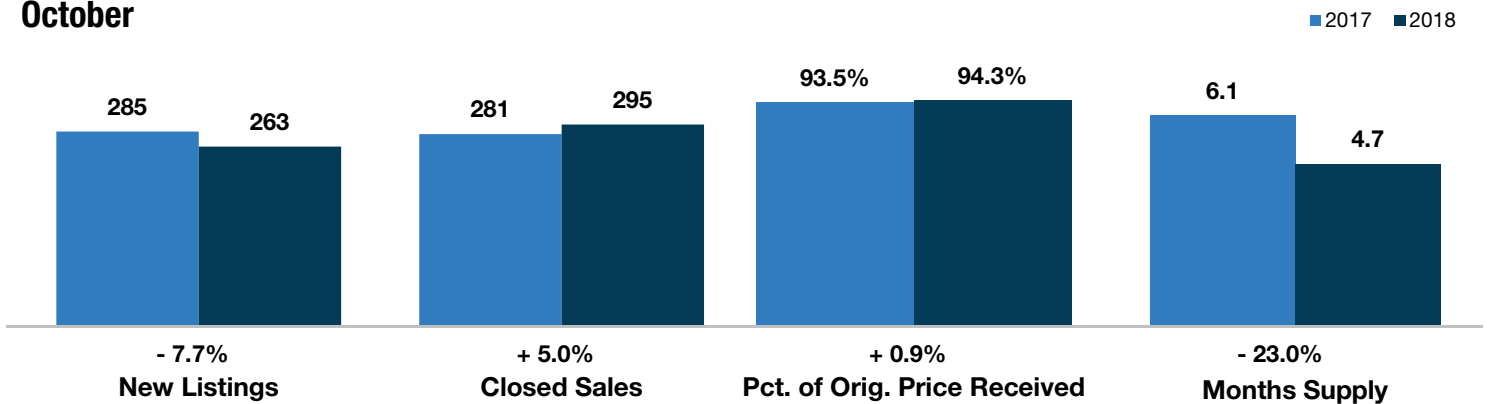


## 5 – North Central Region

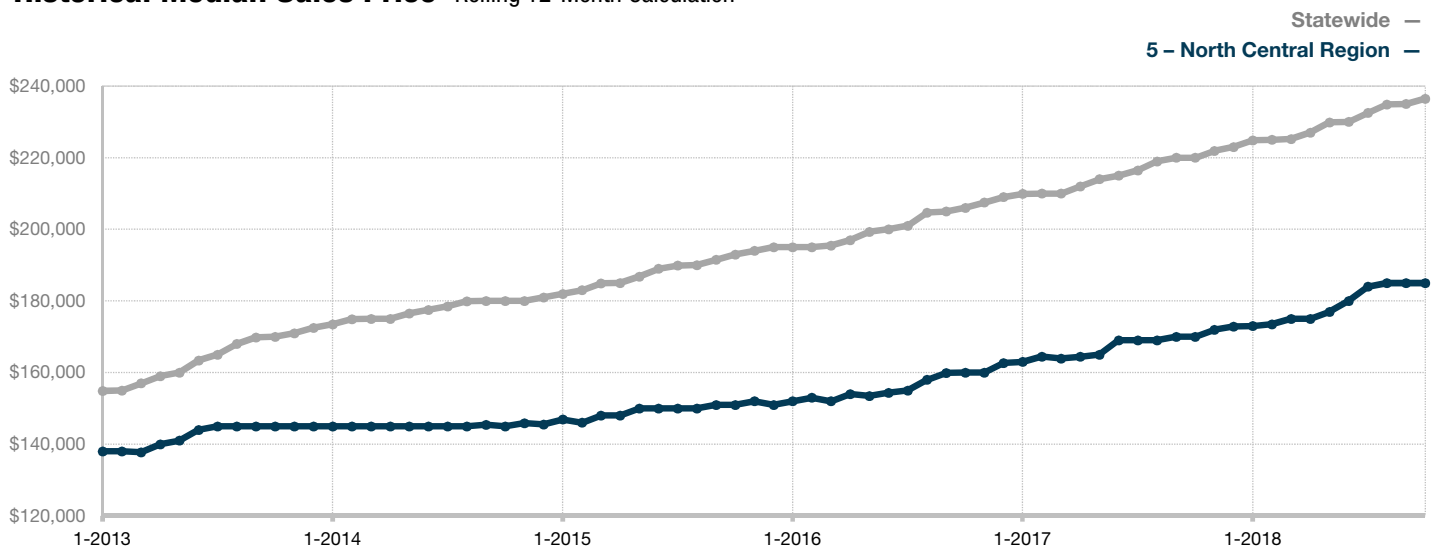
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	285	263	- 7.7%	4,036	3,871	- 4.1%
Closed Sales	281	295	+ 5.0%	2,615	2,626	+ 0.4%
Median Sales Price*	\$185,000	\$187,450	+ 1.3%	\$173,000	\$187,000	+ 8.1%
Percent of Original List Price Received*	93.5%	94.3%	+ 0.9%	93.7%	94.5%	+ 0.9%
Days on Market Until Sale	84	69	- 17.9%	91	83	- 8.8%
Months Supply of Inventory	6.1	4.7	- 23.0%	--	--	--

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### October



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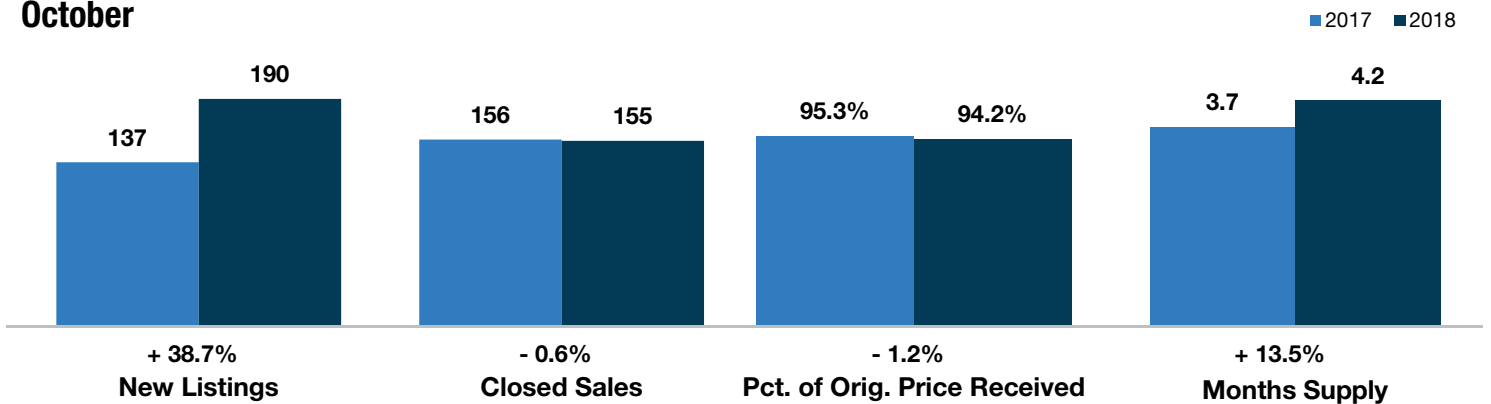


## 6E – Southwest Central Region

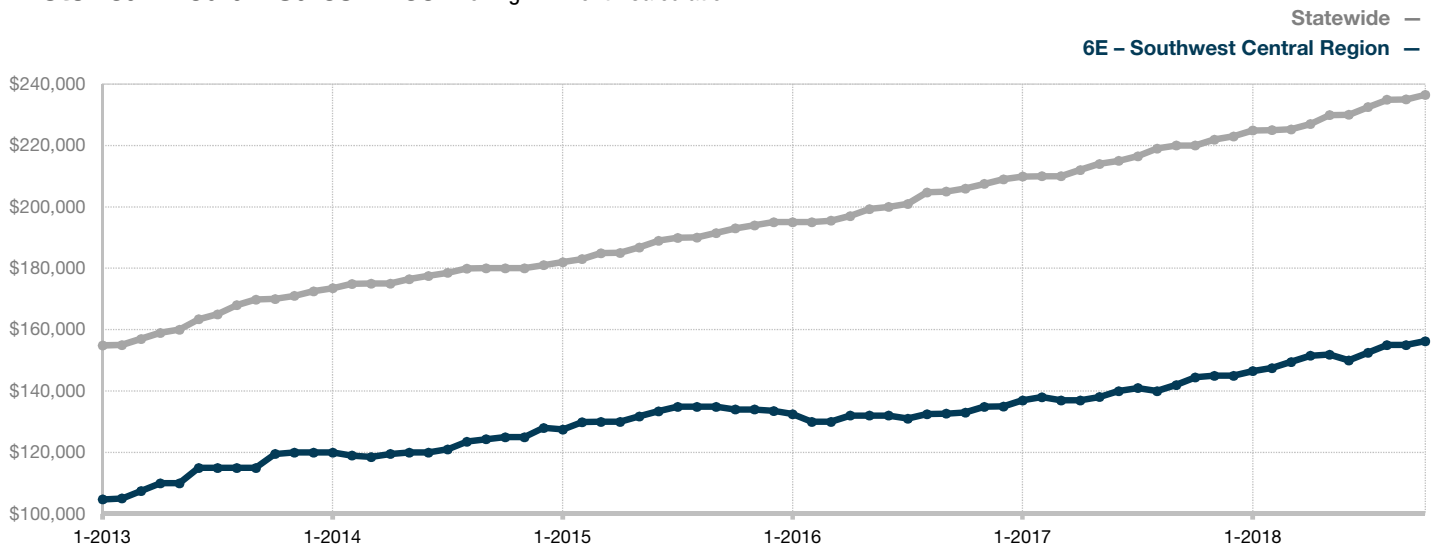
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	137	190	+ 38.7%	1,752	1,880	+ 7.3%
Closed Sales	156	155	- 0.6%	1,357	1,441	+ 6.2%
Median Sales Price*	\$159,500	\$162,200	+ 1.7%	\$145,000	\$159,250	+ 9.8%
Percent of Original List Price Received*	95.3%	94.2%	- 1.2%	94.9%	95.6%	+ 0.7%
Days on Market Until Sale	65	71	+ 9.2%	73	67	- 8.2%
Months Supply of Inventory	3.7	4.2	+ 13.5%	--	--	--

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### October



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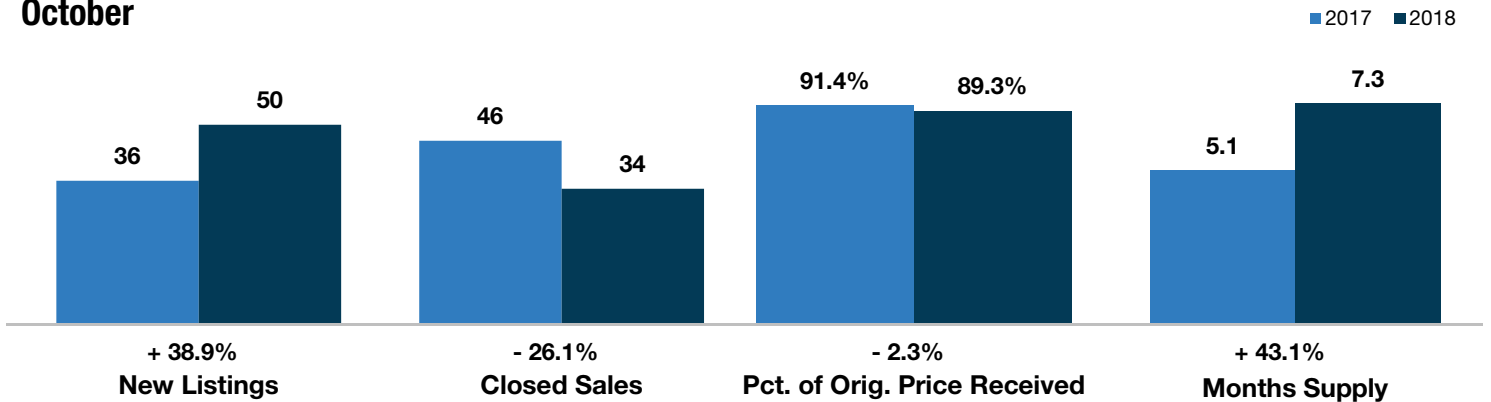


## 6W – Upper Minnesota Valley Region

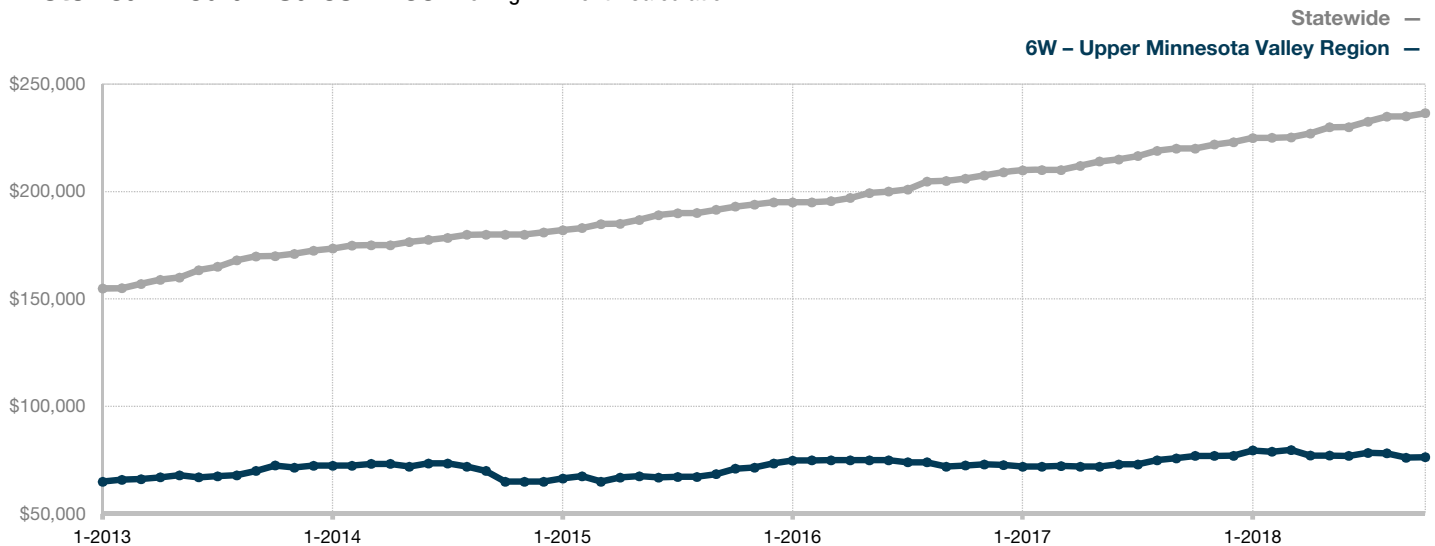
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	36	50	+ 38.9%	400	462	+ 15.5%
Closed Sales	46	34	- 26.1%	337	333	- 1.2%
Median Sales Price*	\$89,650	\$87,700	- 2.2%	\$76,500	\$75,000	- 2.0%
Percent of Original List Price Received*	91.4%	89.3%	- 2.3%	89.6%	89.1%	- 0.6%
Days on Market Until Sale	99	116	+ 17.2%	126	117	- 7.1%
Months Supply of Inventory	5.1	7.3	+ 43.1%	--	--	--

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### October



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



# Local Market Update for October 2018

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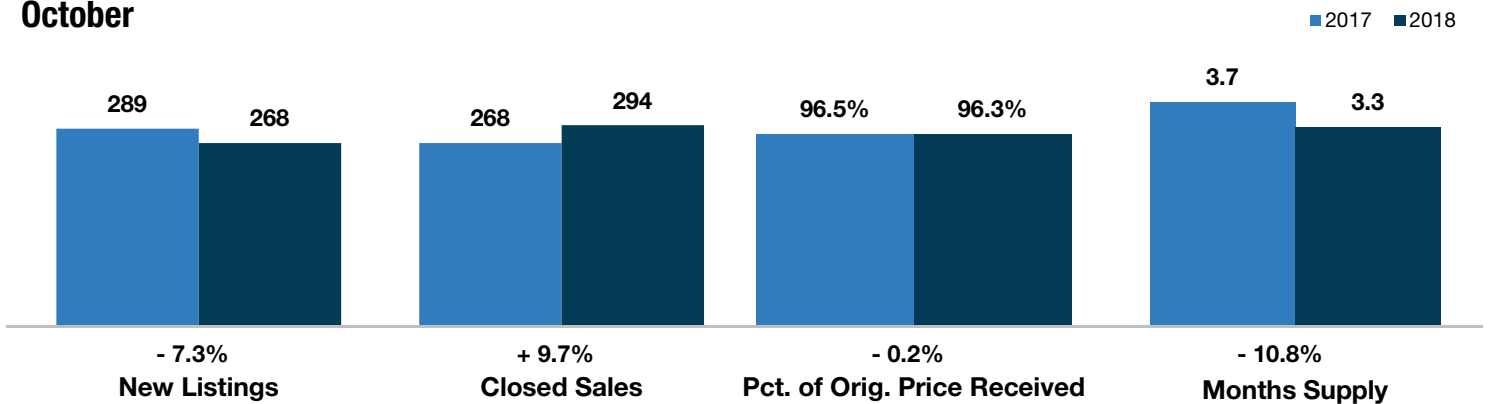


## 7E – East Central Region

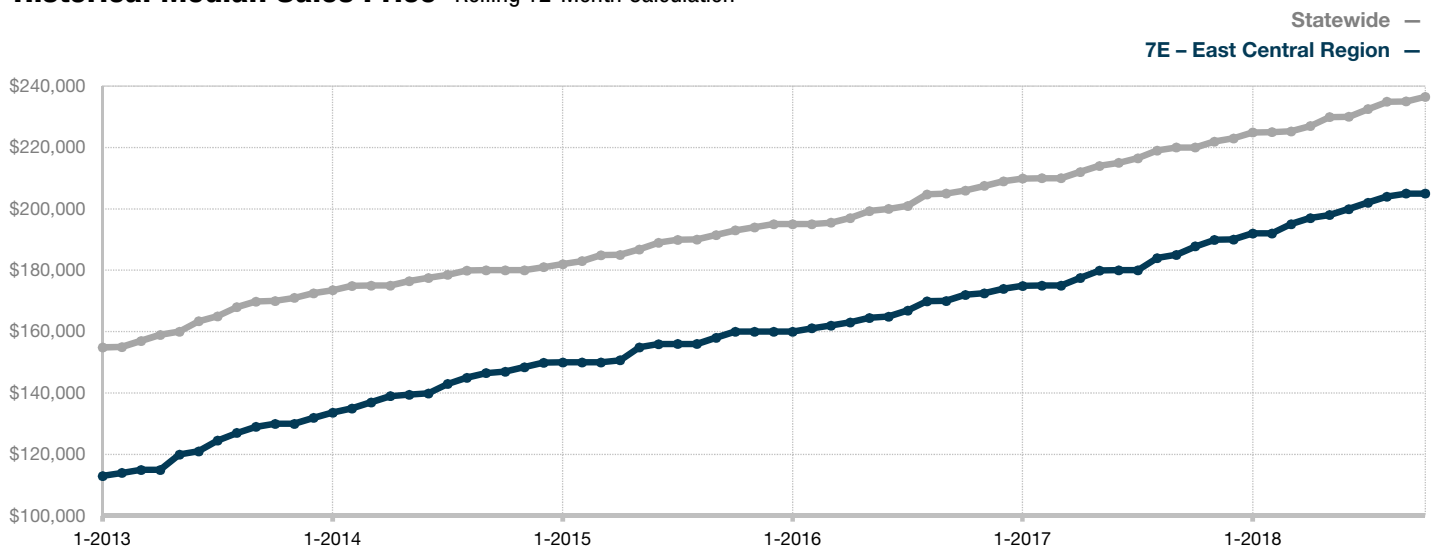
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	289	268	- 7.3%	3,659	3,677	+ 0.5%
Closed Sales	268	294	+ 9.7%	2,481	2,557	+ 3.1%
Median Sales Price*	\$204,150	\$215,000	+ 5.3%	\$190,000	\$210,000	+ 10.5%
Percent of Original List Price Received*	96.5%	96.3%	- 0.2%	96.8%	97.1%	+ 0.3%
Days on Market Until Sale	59	56	- 5.1%	60	53	- 11.7%
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

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### October



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# Local Market Update for October 2018

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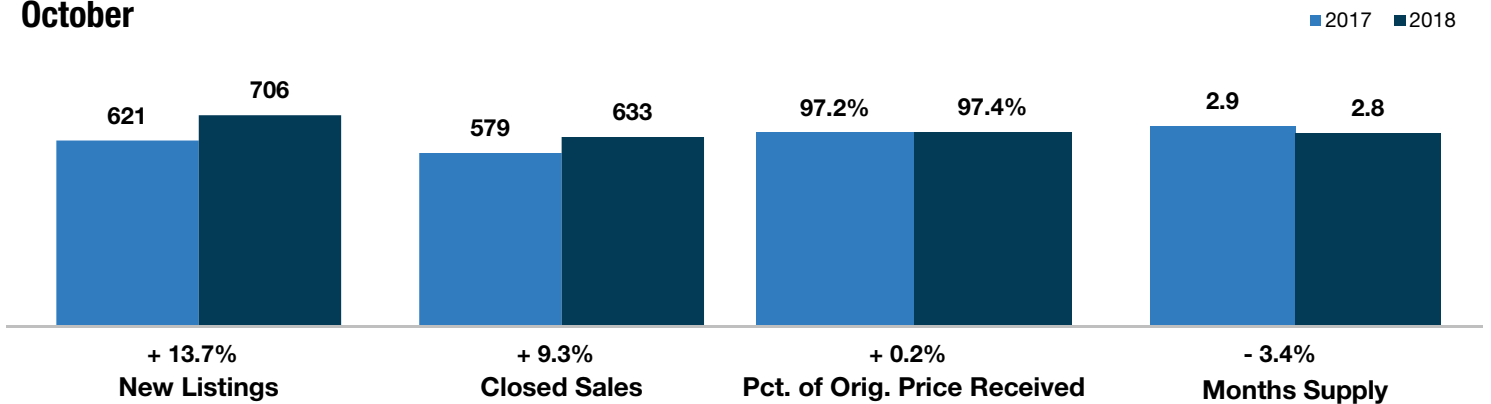


## 7W – Central Region

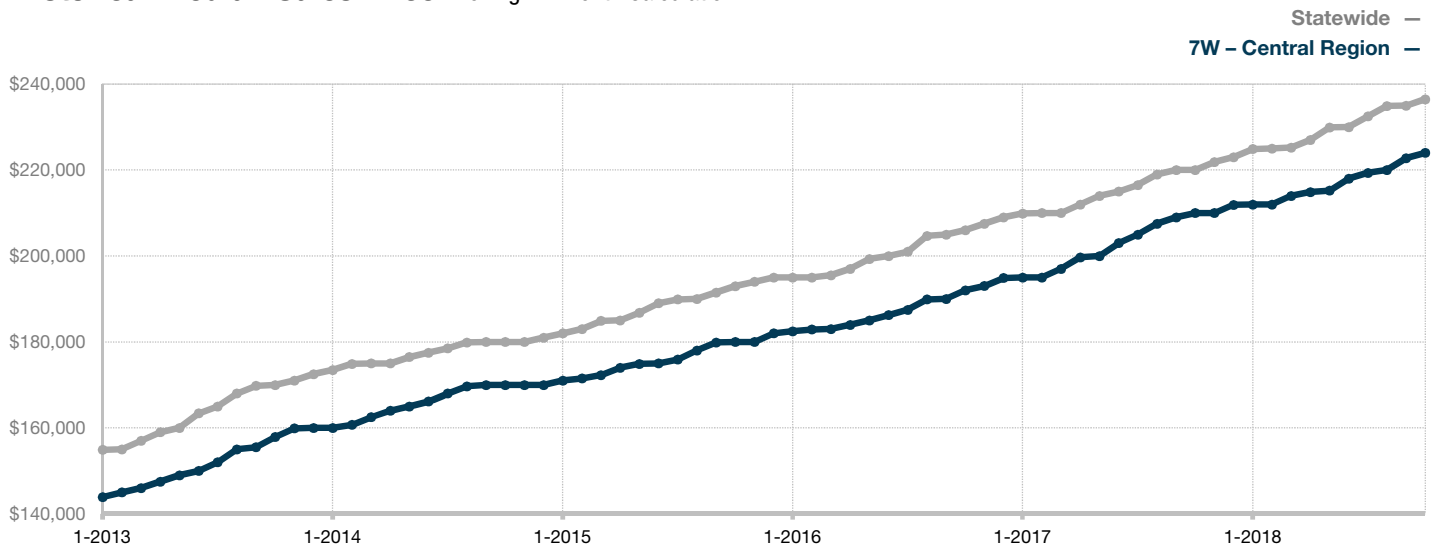
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	621	<b>706</b>	+ 13.7%	8,497	<b>8,662</b>	+ 1.9%
Closed Sales	579	<b>633</b>	+ 9.3%	6,289	<b>6,232</b>	- 0.9%
Median Sales Price*	\$210,000	<b>\$218,500</b>	+ 4.0%	\$212,000	<b>\$225,000</b>	+ 6.1%
Percent of Original List Price Received*	97.2%	<b>97.4%</b>	+ 0.2%	97.6%	<b>98.1%</b>	+ 0.5%
Days on Market Until Sale	50	<b>48</b>	- 4.0%	50	<b>46</b>	- 8.0%
Months Supply of Inventory	2.9	<b>2.8</b>	- 3.4%	--	--	--

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### October



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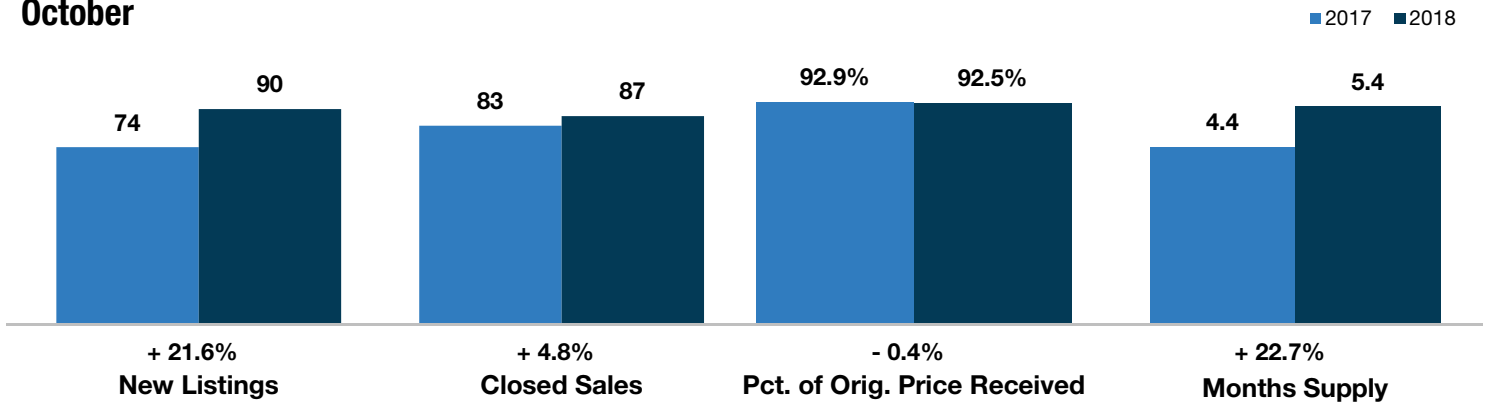


## 8 – Southwest Region

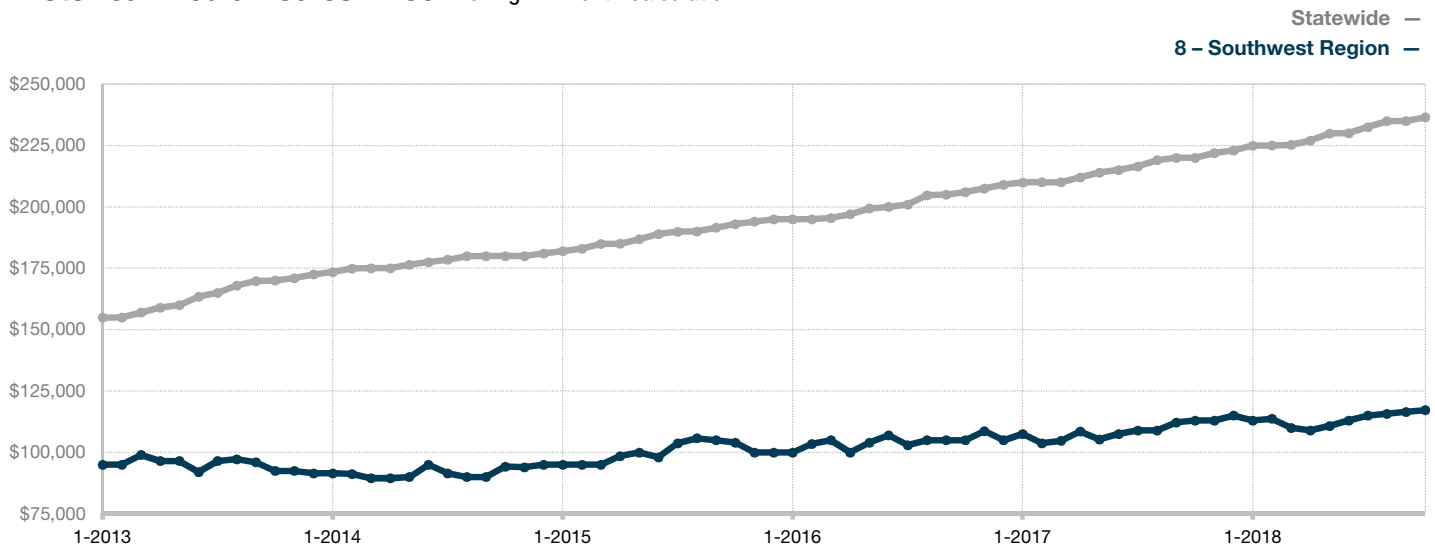
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	74	90	+ 21.6%	835	1,028	+ 23.1%
Closed Sales	83	87	+ 4.8%	668	790	+ 18.3%
Median Sales Price*	\$110,500	\$118,000	+ 6.8%	\$117,000	\$119,200	+ 1.9%
Percent of Original List Price Received*	92.9%	92.5%	- 0.4%	92.0%	92.0%	0.0%
Days on Market Until Sale	88	66	- 25.0%	99	82	- 17.2%
Months Supply of Inventory	4.4	5.4	+ 22.7%	--	--	--

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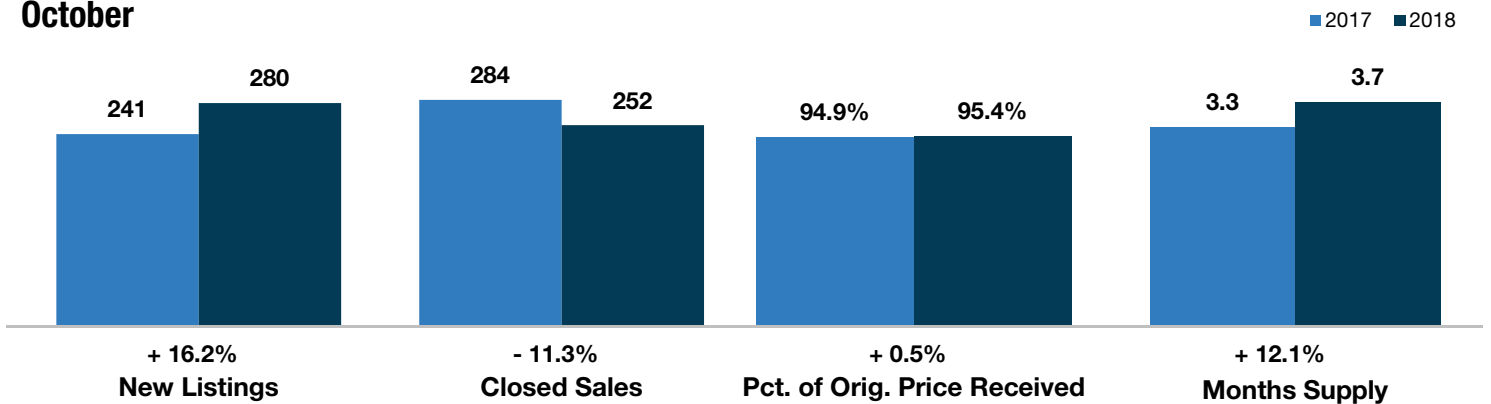


## 9 – South Central Region

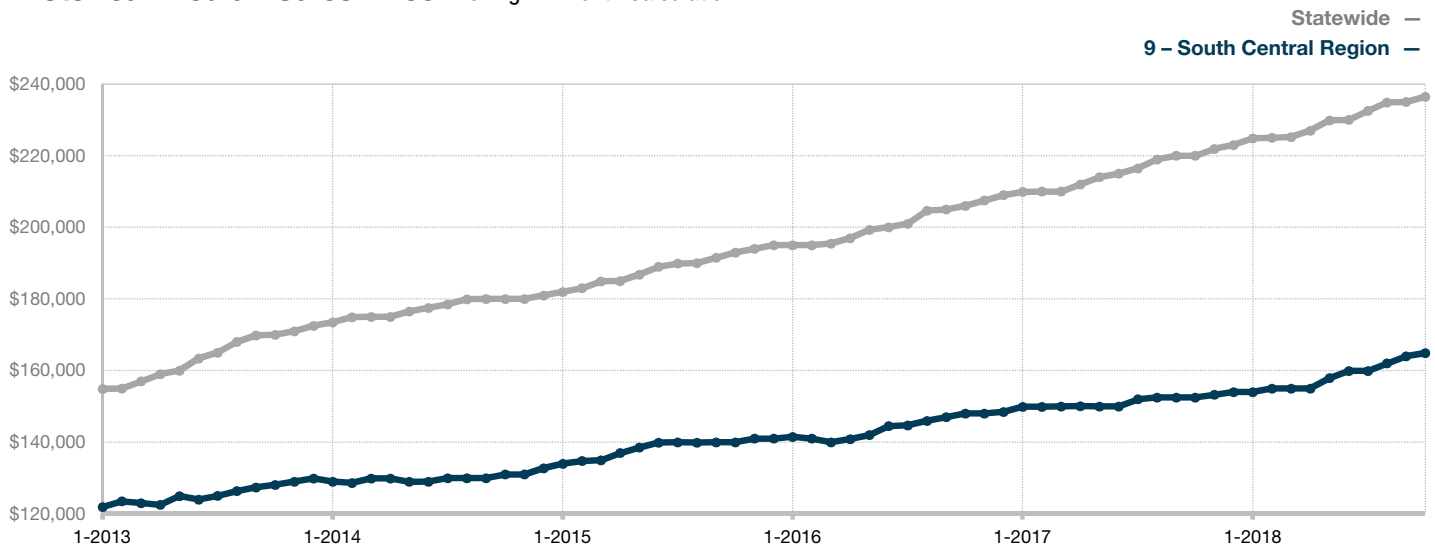
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	241	280	+ 16.2%	3,271	3,351	+ 2.4%
Closed Sales	284	252	- 11.3%	2,636	2,541	- 3.6%
Median Sales Price*	\$157,900	\$160,000	+ 1.3%	\$154,900	\$167,000	+ 7.8%
Percent of Original List Price Received*	94.9%	95.4%	+ 0.5%	95.1%	95.8%	+ 0.7%
Days on Market Until Sale	88	77	- 12.5%	98	87	- 11.2%
Months Supply of Inventory	3.3	3.7	+ 12.1%	--	--	--

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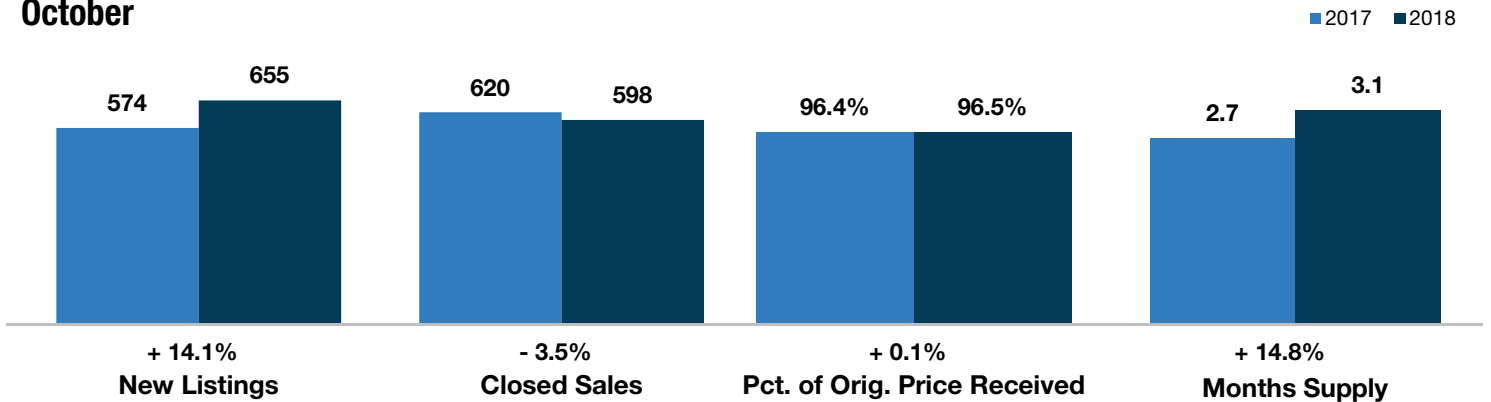


## 10 – Southeast Region

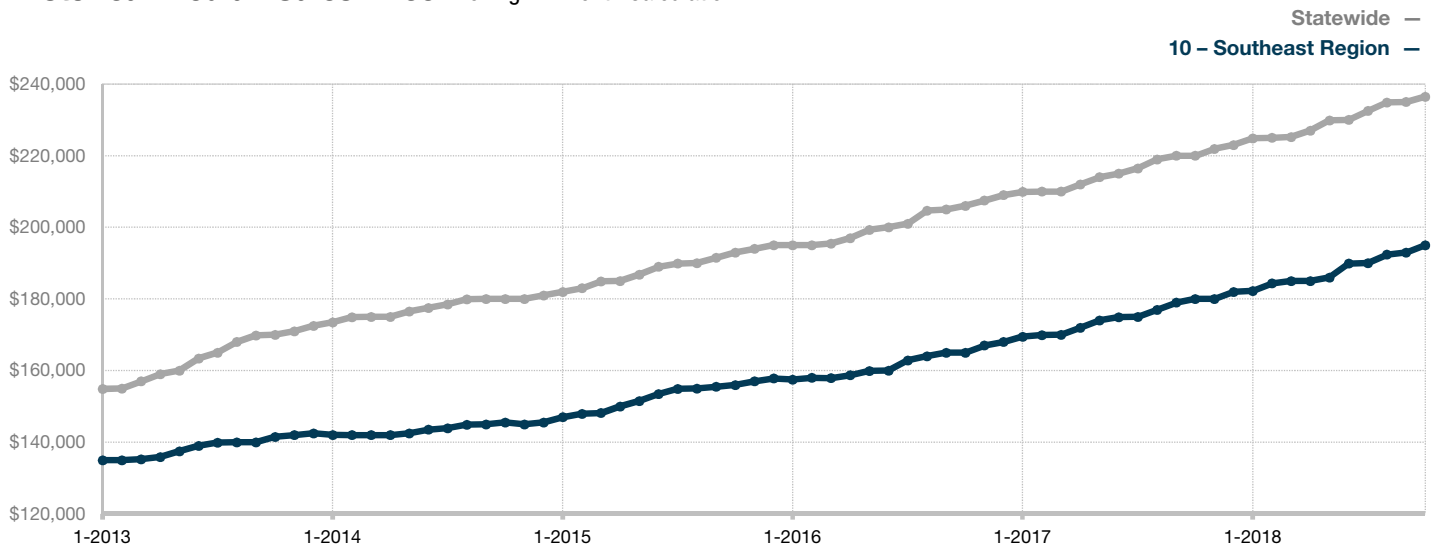
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	574	655	+ 14.1%	7,528	7,381	- 2.0%
Closed Sales	620	598	- 3.5%	6,225	5,837	- 6.2%
Median Sales Price*	\$180,000	\$199,900	+ 11.1%	\$182,950	\$198,918	+ 8.7%
Percent of Original List Price Received*	96.4%	96.5%	+ 0.1%	97.1%	97.3%	+ 0.2%
Days on Market Until Sale	57	60	+ 5.3%	61	57	- 6.6%
Months Supply of Inventory	2.7	3.1	+ 14.8%	--	--	--

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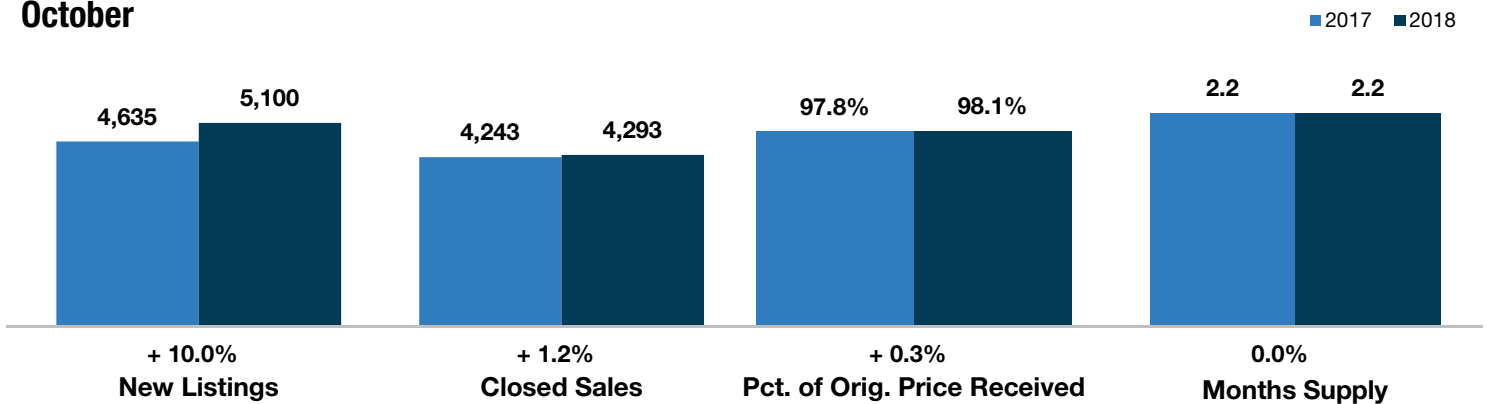


## 11 – 7-County Twin Cities Region

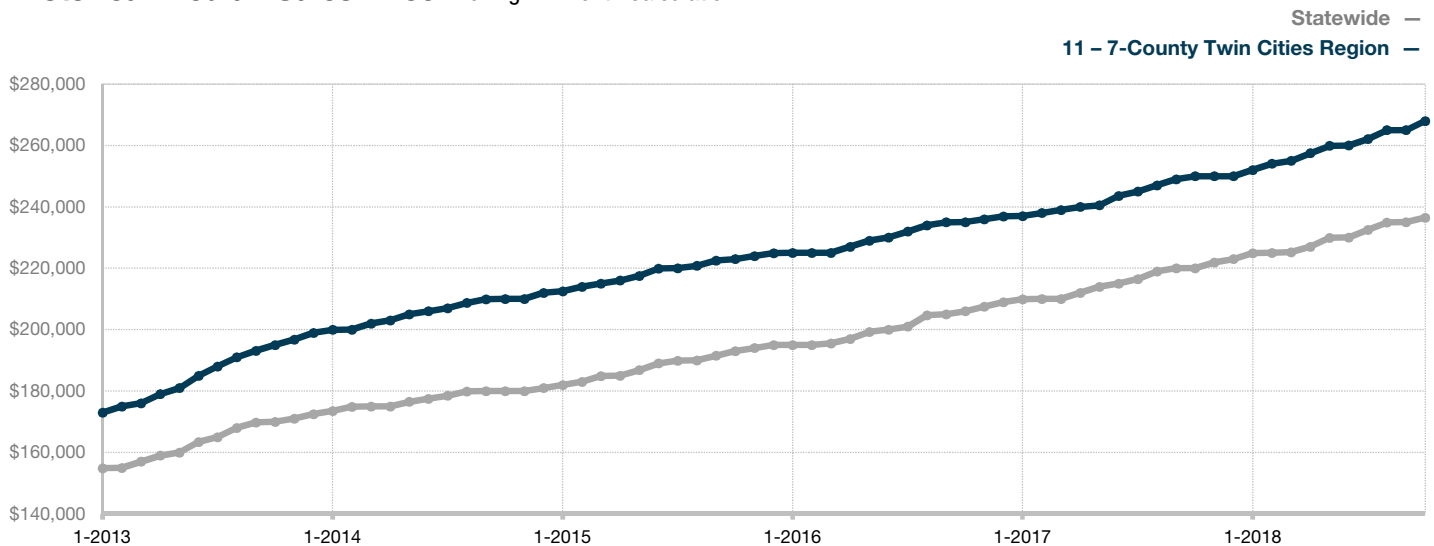
Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	4,635	<b>5,100</b>	+ 10.0%	59,238	<b>58,294</b>	- 1.6%
Closed Sales	4,243	<b>4,293</b>	+ 1.2%	44,337	<b>42,625</b>	- 3.9%
Median Sales Price*	\$249,000	<b>\$270,535</b>	+ 8.6%	\$251,000	<b>\$270,000</b>	+ 7.6%
Percent of Original List Price Received*	97.8%	<b>98.1%</b>	+ 0.3%	98.6%	<b>99.4%</b>	+ 0.8%
Days on Market Until Sale	40	<b>40</b>	0.0%	39	<b>35</b>	- 10.3%
Months Supply of Inventory	2.2	<b>2.2</b>	0.0%	--	<b>--</b>	--

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