



# Monthly Indicators

## May 2013

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

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

## Activity Snapshot

**+ 3.8%**    **+ 12.8%**    **+ 18.1%**

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

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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	5-2012	5-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		11,421	<b>13,483</b>	+ 18.1%	50,908	<b>49,479</b>	- 2.8%
<b>Pending Sales</b>		7,551	<b>8,309</b>	+ 10.0%	31,786	<b>32,865</b>	+ 3.4%
<b>Closed Sales</b>		7,431	<b>7,716</b>	+ 3.8%	27,272	<b>27,540</b>	+ 1.0%
<b>Days on Market</b>		100	<b>79</b>	- 21.0%	106	<b>86</b>	- 18.9%
<b>Median Sales Price</b>		\$153,000	<b>\$172,513</b>	+ 12.8%	\$140,000	<b>\$160,000</b>	+ 14.3%
<b>Average Sales Price</b>		\$186,914	<b>\$210,277</b>	+ 12.5%	\$175,056	<b>\$195,318</b>	+ 11.6%
<b>Pct. of Orig. Price Received</b>		93.2%	<b>95.5%</b>	+ 2.5%	91.4%	<b>93.9%</b>	+ 2.7%
<b>Affordability Index</b>		245	<b>223</b>	- 9.0%	262	<b>237</b>	- 9.5%
<b>Homes for Sale*</b>	Historical data not available at this time.	36,904	<b>34,042</b>	- 7.8%	--	--	--
<b>Months Supply*</b>	Historical data not available at this time.	6.1	<b>5.4</b>	- 11.5%	--	--	--

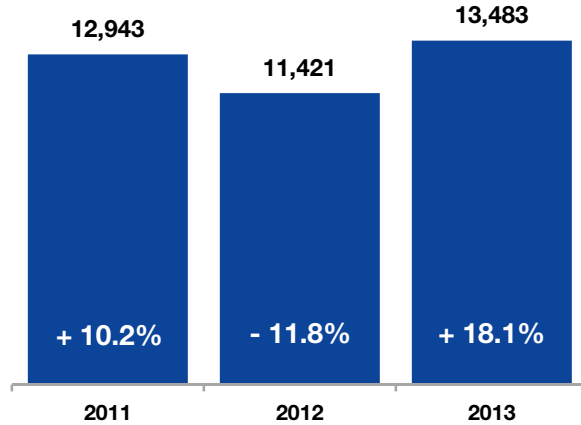
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply. Current as of June 12, 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

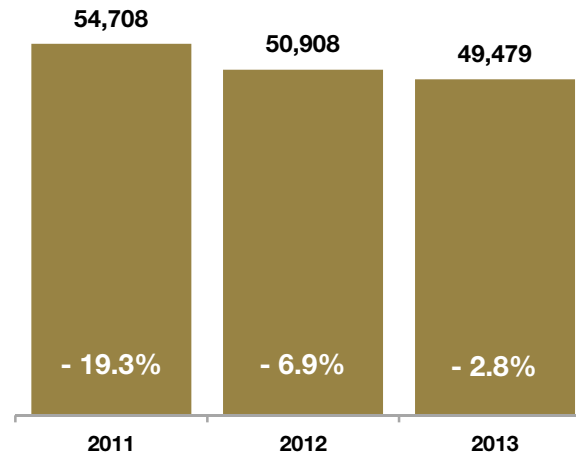
A count of the properties that have been newly listed on the market in a given month.



## May

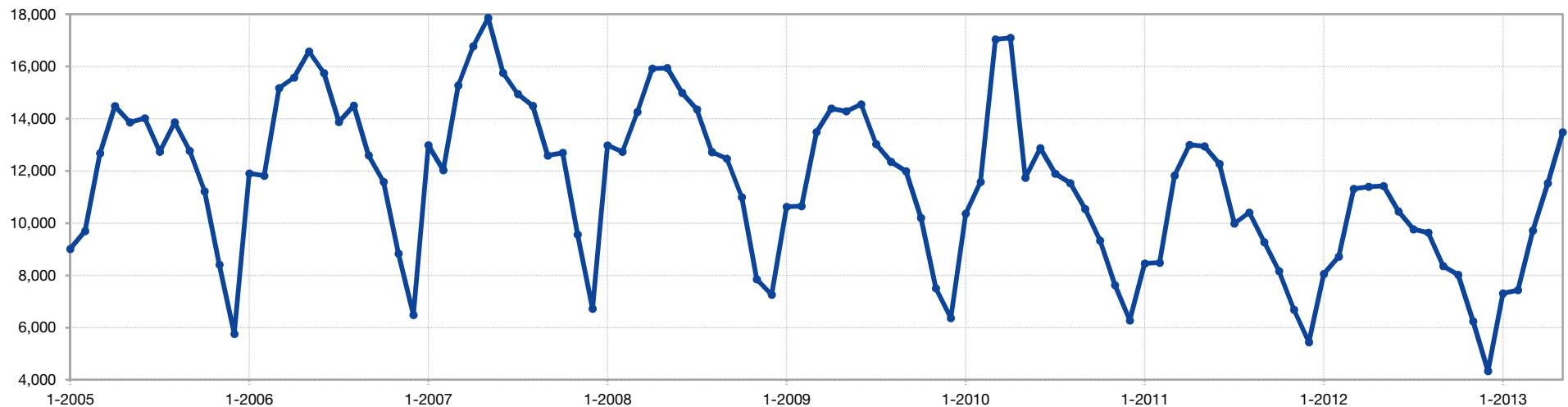


## Year to Date



	New Listings	Prior Year	Percent Change
June 2012	10,449	12,273	-14.9%
July 2012	9,767	9,988	-2.2%
August 2012	9,639	10,406	-7.4%
September 2012	8,356	9,274	-9.9%
October 2012	8,023	8,164	-1.7%
November 2012	6,242	6,685	-6.6%
December 2012	4,336	5,444	-20.4%
January 2013	7,311	8,056	-9.2%
February 2013	7,438	8,722	-14.7%
March 2013	9,717	11,315	-14.1%
April 2013	11,530	11,394	+1.2%
<b>May 2013</b>	<b>13,483</b>	<b>11,421</b>	<b>+18.1%</b>
12-Month Avg	8,858	9,429	-6.1%

## Historical New Listings by Month

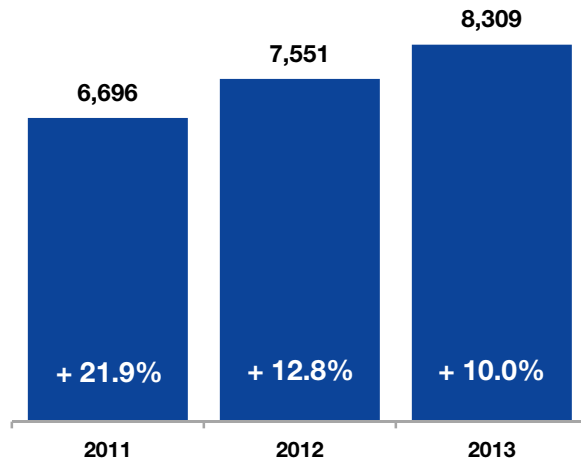


# Pending Sales

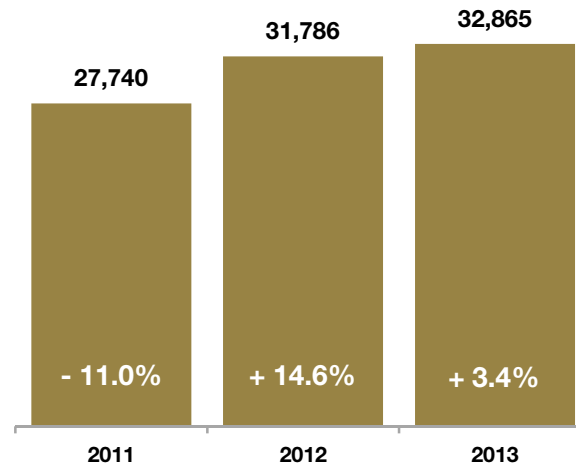
A count of the properties on which offers have been accepted in a given month.



## May

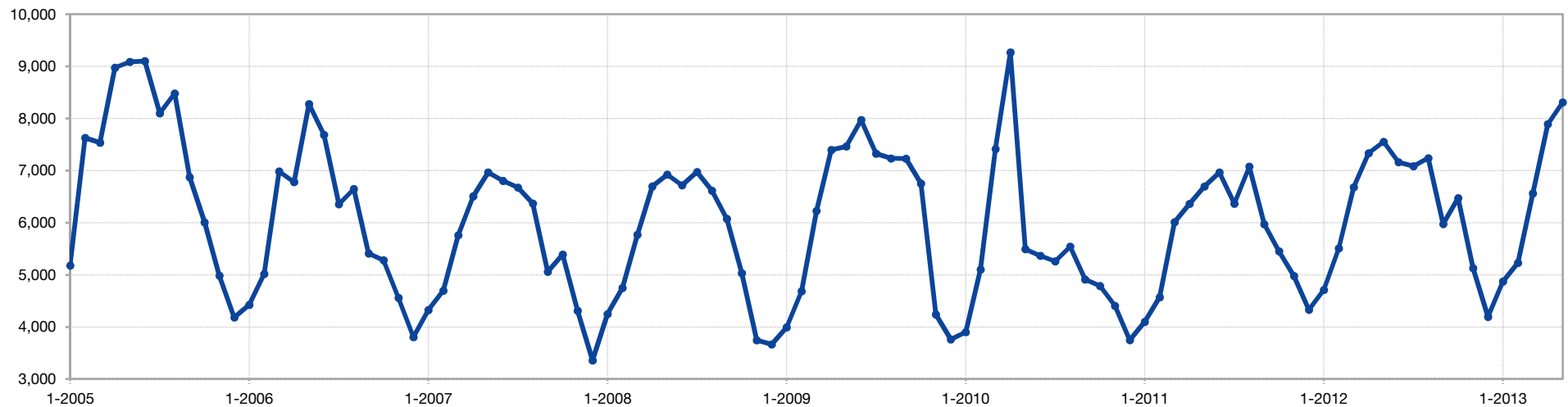


## Year to Date



	Pending Sales	Prior Year	Percent Change
June 2012	7,162	6,964	+2.8%
July 2012	7,084	6,366	+11.3%
August 2012	7,238	7,077	+2.3%
September 2012	5,975	5,971	+0.1%
October 2012	6,471	5,452	+18.7%
November 2012	5,128	4,977	+3.0%
December 2012	4,194	4,331	-3.2%
January 2013	4,873	4,712	+3.4%
February 2013	5,229	5,508	-5.1%
March 2013	6,563	6,681	-1.8%
April 2013	7,891	7,334	+7.6%
<b>May 2013</b>	<b>8,309</b>	<b>7,551</b>	<b>+10.0%</b>
12-Month Avg	6,343	6,077	+4.4%

## Historical Pending Sales by Month

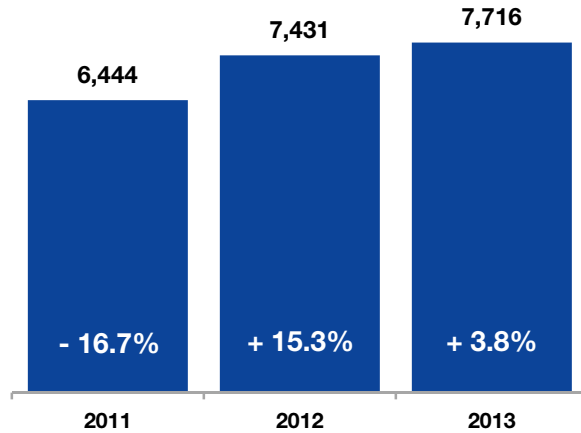


# Closed Sales

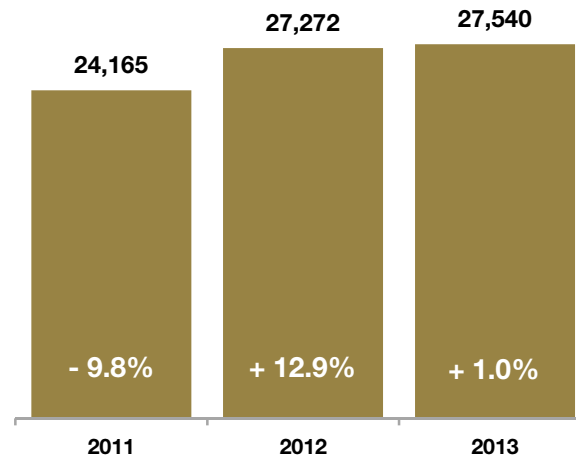
A count of the actual sales that closed in a given month.



## May

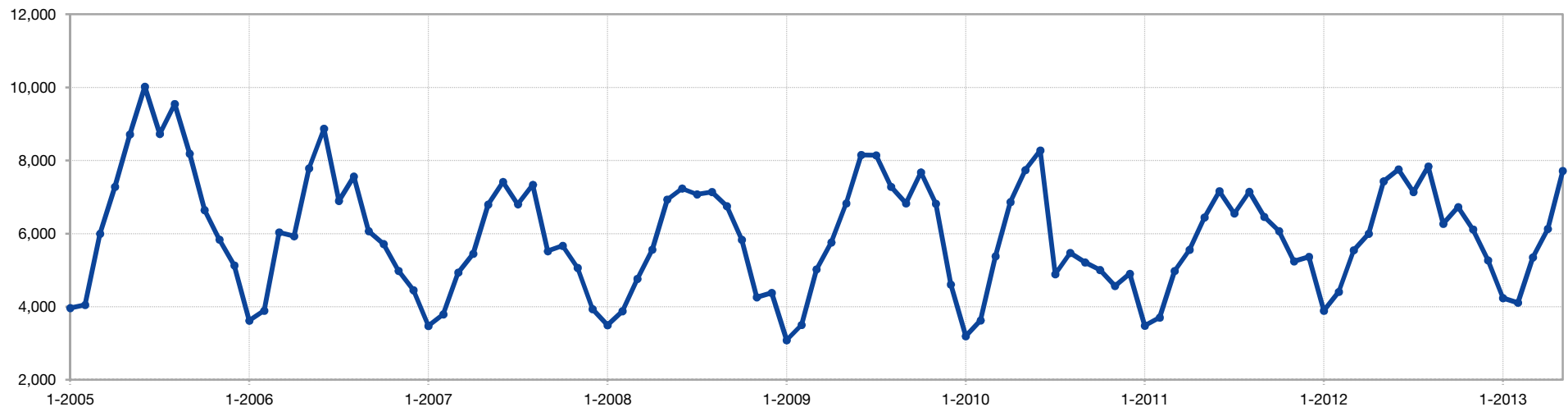


## Year to Date



	Closed Sales	Prior Year	Percent Change
June 2012	7,757	7,163	+8.3%
July 2012	7,138	6,553	+8.9%
August 2012	7,838	7,144	+9.7%
September 2012	6,268	6,459	-3.0%
October 2012	6,726	6,068	+10.8%
November 2012	6,114	5,242	+16.6%
December 2012	5,269	5,364	-1.8%
January 2013	4,236	3,890	+8.9%
February 2013	4,111	4,407	-6.7%
March 2013	5,349	5,547	-3.6%
April 2013	6,128	5,997	+2.2%
<b>May 2013</b>	<b>7,716</b>	<b>7,431</b>	<b>+3.8%</b>
12-Month Avg	6,221	5,939	+4.7%

## Historical Closed Sales by Month

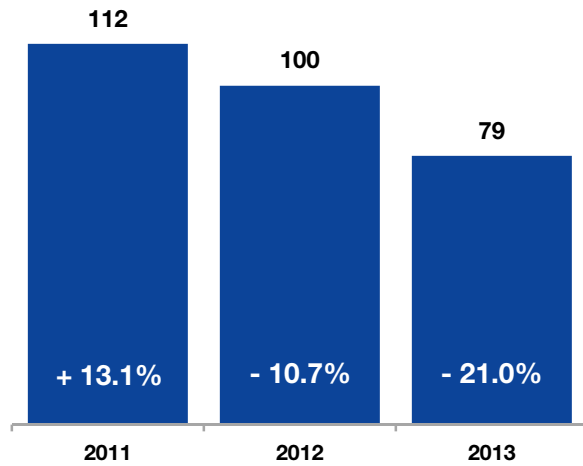


# Days on Market Until Sale

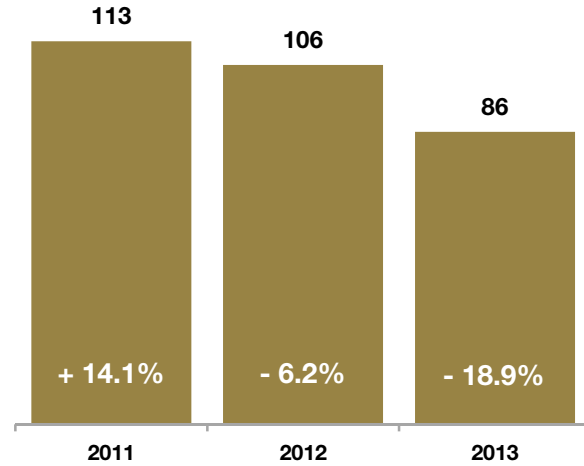
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May

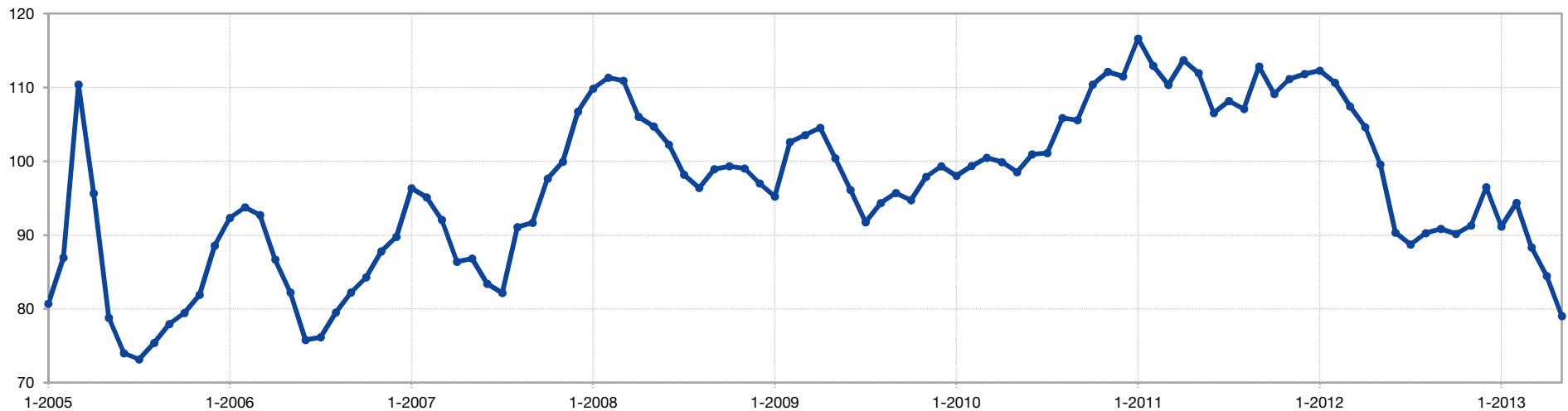


## Year to Date



Days on Market		Prior Year	Percent Change
June 2012	90	107	-15.9%
July 2012	89	108	-17.6%
August 2012	90	107	-15.9%
September 2012	91	113	-19.5%
October 2012	90	109	-17.4%
November 2012	91	111	-18.0%
December 2012	96	112	-14.3%
January 2013	91	112	-18.8%
February 2013	94	111	-15.3%
March 2013	88	107	-17.8%
April 2013	84	105	-20.0%
<b>May 2013</b>	<b>79</b>	<b>100</b>	<b>-21.0%</b>
12-Month Avg	90	108	-16.7%

## Historical Days on Market Until Sale by Month

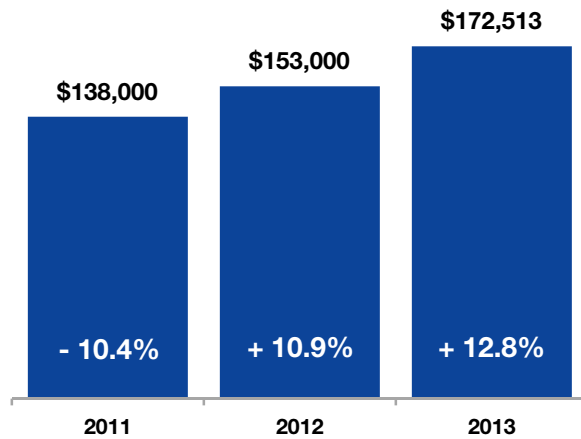


# Median Sales Price

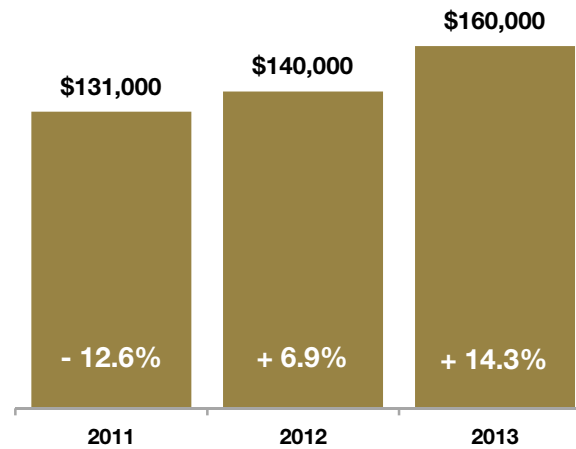
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May

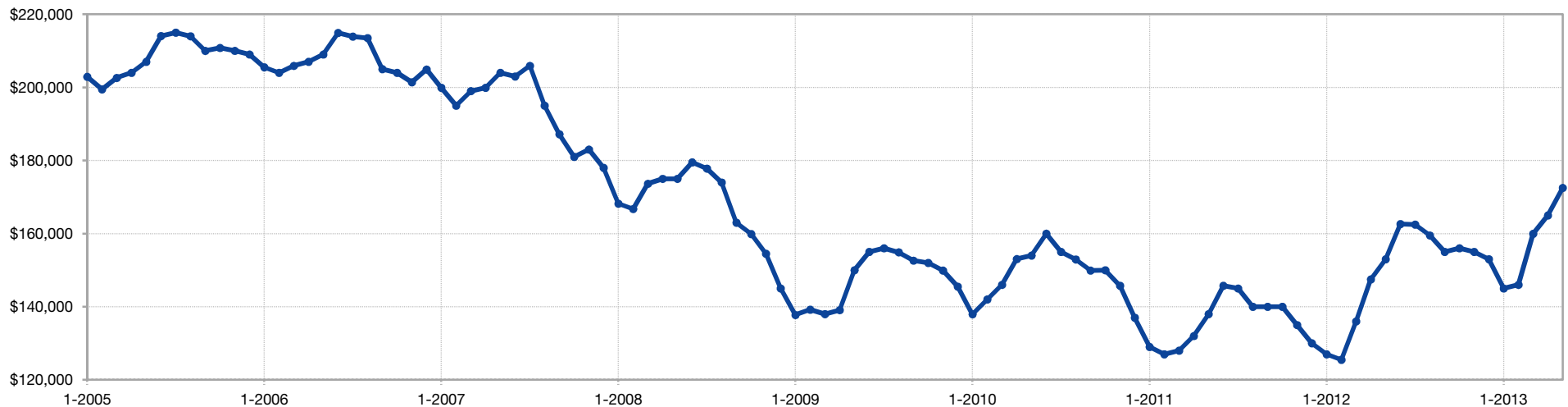


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
June 2012	\$162,636	\$145,750	+11.6%
July 2012	\$162,488	\$145,000	+12.1%
August 2012	\$159,500	\$140,000	+13.9%
September 2012	\$155,000	\$140,000	+10.7%
October 2012	\$156,000	\$140,000	+11.4%
November 2012	\$155,000	\$135,000	+14.8%
December 2012	\$153,000	\$130,000	+17.7%
January 2013	\$145,000	\$127,000	+14.2%
February 2013	\$146,000	\$125,500	+16.3%
March 2013	\$159,975	\$136,000	+17.6%
April 2013	\$165,000	\$147,500	+11.9%
<b>May 2013</b>	<b>\$172,513</b>	<b>\$153,000</b>	<b>+12.8%</b>
12-Month Avg	\$157,676	\$138,729	+13.7%

## Historical Median Sales Price by Month

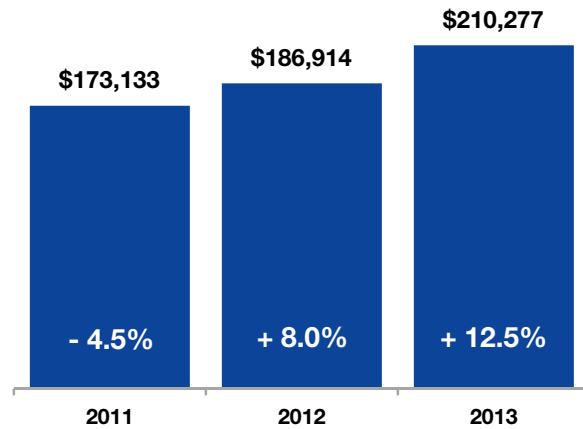


# Average Sales Price

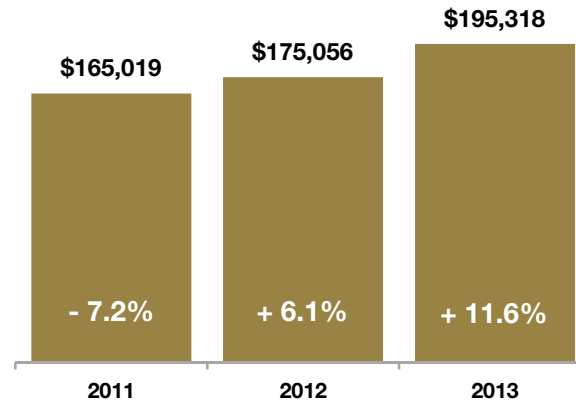
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



## Year to Date



	Average Sales Price	Prior Year	Percent Change
June 2012	\$199,025	\$183,713	+8.3%
July 2012	\$198,536	\$181,386	+9.5%
August 2012	\$196,168	\$179,415	+9.3%
September 2012	\$191,676	\$176,178	+8.8%
October 2012	\$195,766	\$177,012	+10.6%
November 2012	\$191,947	\$171,826	+11.7%
December 2012	\$193,181	\$164,012	+17.8%
January 2013	\$177,749	\$162,924	+9.1%
February 2013	\$182,069	\$162,316	+12.2%
March 2013	\$192,129	\$172,014	+11.7%
April 2013	\$200,208	\$180,313	+11.0%
<b>May 2013</b>	<b>\$210,277</b>	<b>\$186,914</b>	<b>+12.5%</b>
12-Month Avg	\$194,061	\$174,835	+11.0%

## Historical Average Sales Price by Month



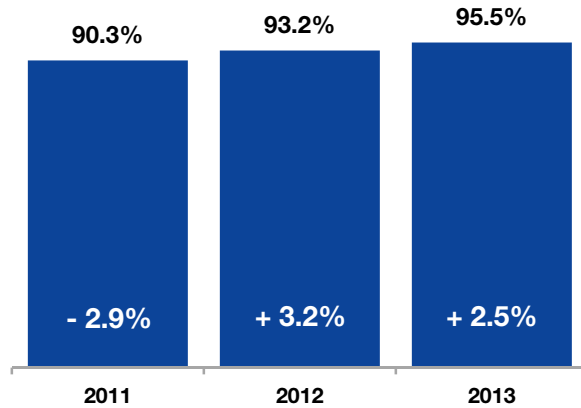


# Percent of Original List Price Received

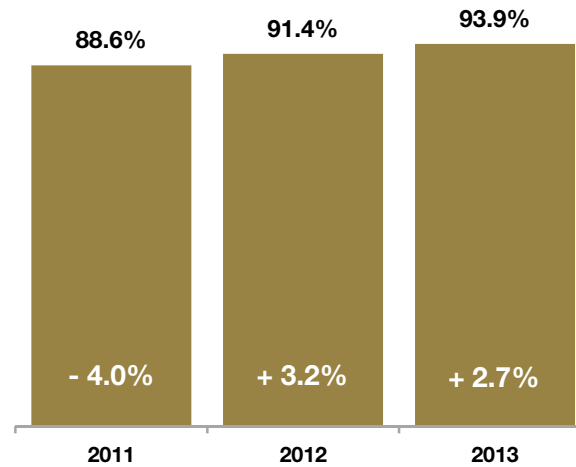


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## May

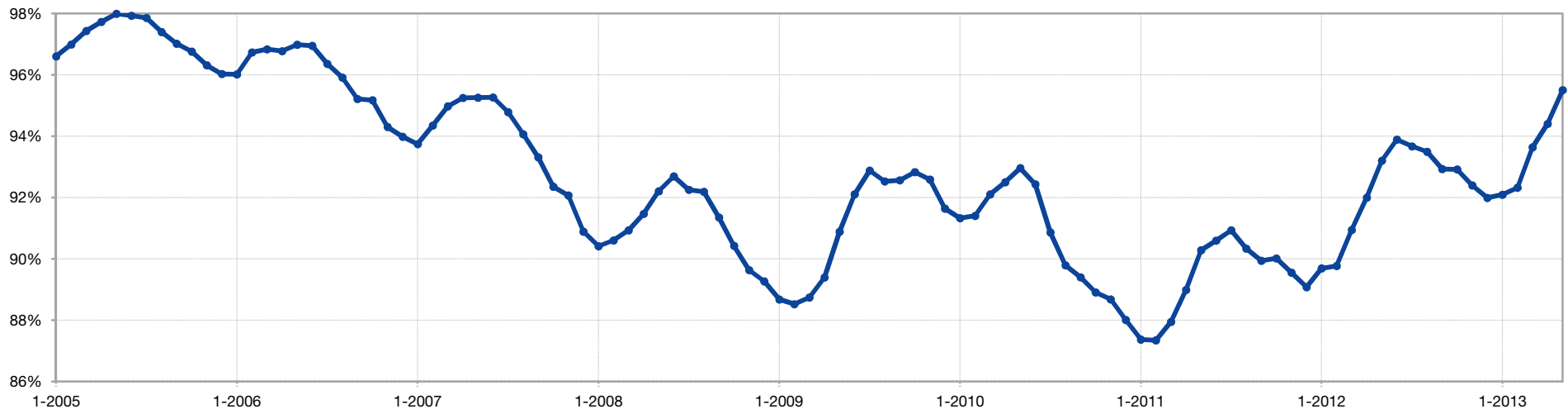


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
June 2012	93.9%	90.6%	+3.6%
July 2012	93.7%	90.9%	+3.1%
August 2012	93.5%	90.3%	+3.5%
September 2012	92.9%	89.9%	+3.3%
October 2012	92.9%	90.0%	+3.2%
November 2012	92.4%	89.6%	+3.1%
December 2012	92.0%	89.1%	+3.3%
January 2013	92.1%	89.7%	+2.7%
February 2013	92.3%	89.8%	+2.8%
March 2013	93.6%	90.9%	+3.0%
April 2013	94.4%	92.0%	+2.6%
<b>May 2013</b>	<b>95.5%</b>	<b>93.2%</b>	<b>+2.5%</b>
12-Month Avg	93.3%	90.5%	+3.1%

## Historical Percent of Original List Price Received by Month

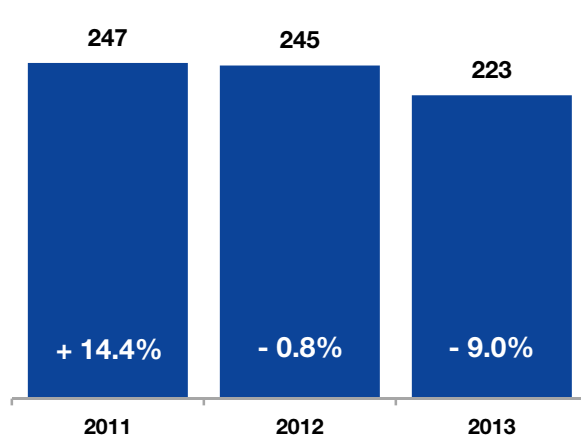


# Housing Affordability Index

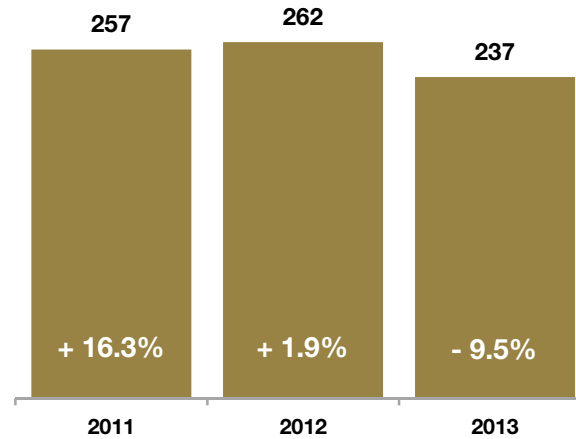


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## May

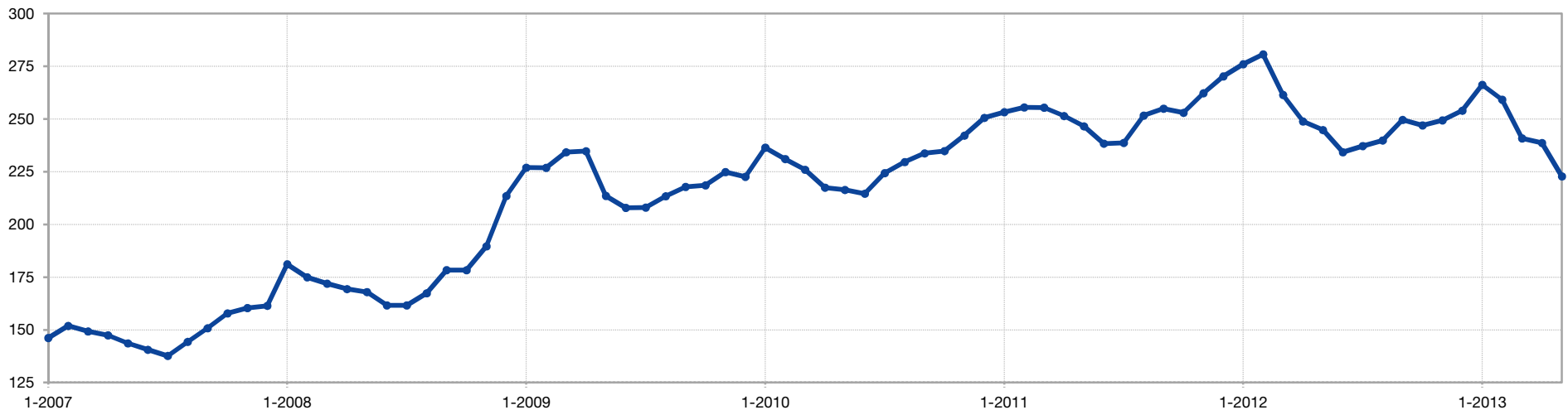


## Year to Date



	Affordability Index	Prior Year	Percent Change
June 2012	234	238	-1.7%
July 2012	237	239	-0.8%
August 2012	240	252	-4.8%
September 2012	250	255	-2.0%
October 2012	247	253	-2.4%
November 2012	249	262	-5.0%
December 2012	254	270	-5.9%
January 2013	266	276	-3.6%
February 2013	259	281	-7.8%
March 2013	241	261	-7.7%
April 2013	239	249	-4.0%
<b>May 2013</b>	<b>223</b>	<b>245</b>	<b>-9.0%</b>
12-Month Avg	245	257	-4.7%

## Historical Housing Affordability Index by Month

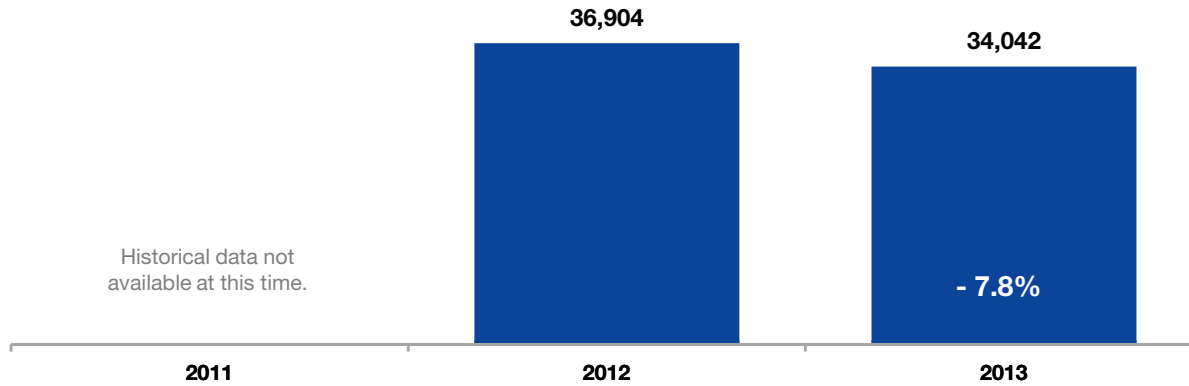


# Inventory of Homes for Sale

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

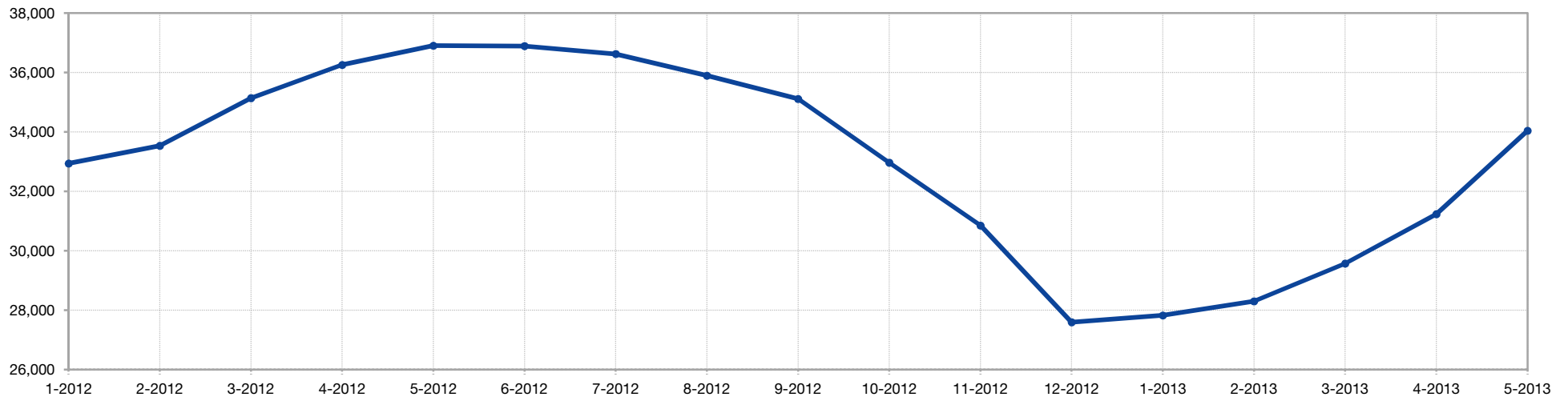


## May



Homes for Sale		Prior Year	Percent Change
June 2012	36,892	47,304	-22.0%
July 2012	36,626	46,503	-21.2%
August 2012	35,895	45,081	-20.4%
September 2012	35,112	43,538	-19.4%
October 2012	32,968	41,011	-19.6%
November 2012	30,852	36,926	-16.4%
December 2012	27,599	33,041	-16.5%
January 2013	27,827	32,940	-15.5%
February 2013	28,302	33,535	-15.6%
March 2013	29,574	35,139	-15.8%
April 2013	31,235	36,257	-13.9%
<b>May 2013</b>	<b>34,042</b>	<b>36,904</b>	<b>-7.8%</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.

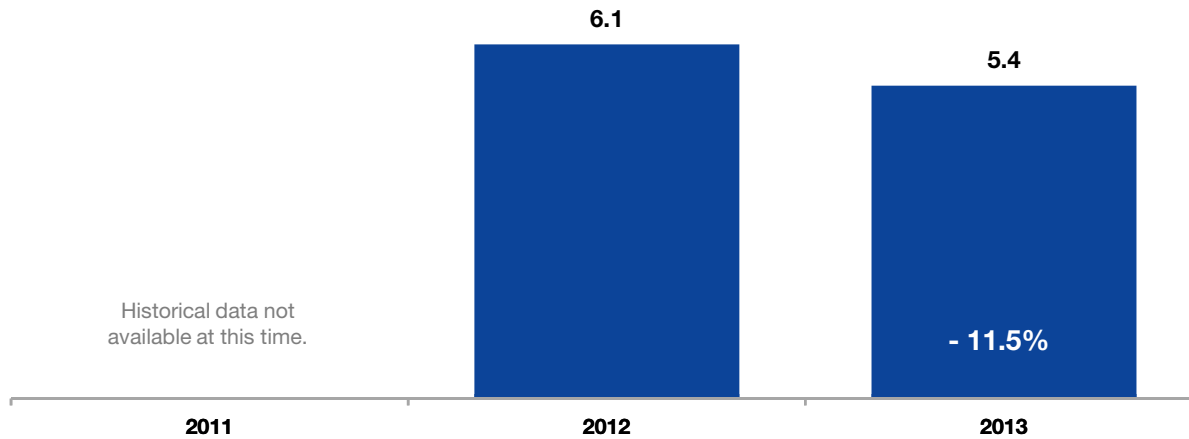
Current as of June 12, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 11

# 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.

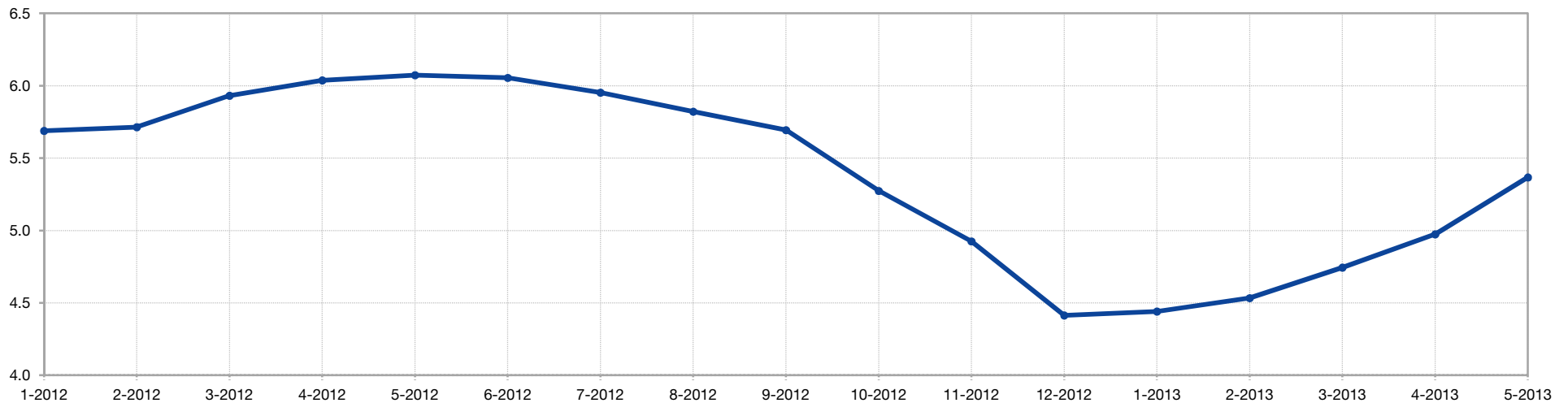


## May



Months Supply		Prior Year	Percent Change
June 2012	6.1	9.0	-32.2%
July 2012	6.0	8.7	-31.0%
August 2012	5.8	8.2	-29.3%
September 2012	5.7	7.8	-26.9%
October 2012	5.3	7.3	-27.4%
November 2012	4.9	6.5	-24.6%
December 2012	4.4	5.8	-24.1%
January 2013	4.4	5.7	-22.8%
February 2013	4.5	5.7	-21.1%
March 2013	4.7	5.9	-20.3%
April 2013	5.0	6.0	-16.7%
<b>May 2013</b>	<b>5.4</b>	<b>6.1</b>	<b>-11.5%</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.

Current as of June 12, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 12