



Monthly Indicators

June 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

+ 4.5% **+ 13.8%** **+ 16.1%**

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

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

Activity Overview

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



Key Metrics	Historical Sparkbars	6-2012	6-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		10,448	12,129	+ 16.1%	61,293	61,567	+ 0.4%
Pending Sales		7,159	7,756	+ 8.3%	38,924	40,644	+ 4.4%
Closed Sales		7,774	8,125	+ 4.5%	35,025	35,927	+ 2.6%
Days on Market		90	73	- 18.9%	102	84	- 17.6%
Median Sales Price		\$162,621	\$185,000	+ 13.8%	\$145,000	\$165,000	+ 13.8%
Average Sales Price		\$198,918	\$222,549	+ 11.9%	\$180,398	\$201,185	+ 11.5%
Pct. of Orig. Price Received		93.9%	95.9%	+ 2.1%	92.0%	94.3%	+ 2.5%
Affordability Index		234	199	- 15.0%	256	219	- 14.5%
Homes for Sale*	Historical data not available at this time.	36,979	35,662	- 3.6%	--	--	--
Months Supply*	Historical data not available at this time.	6.1	5.6	- 8.2%	--	--	--

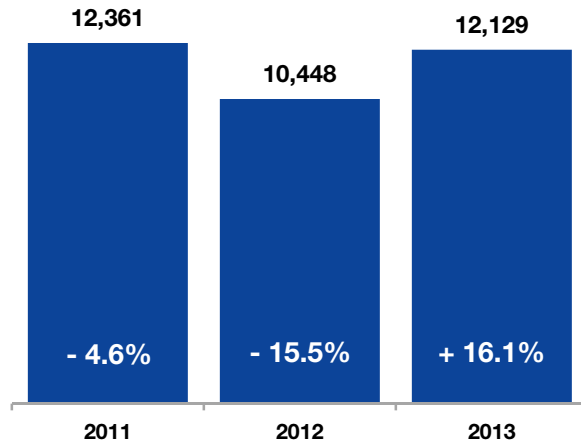
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

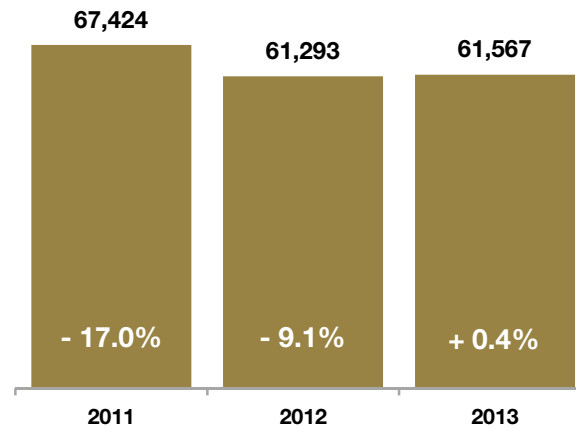
A count of the properties that have been newly listed on the market in a given month.



June

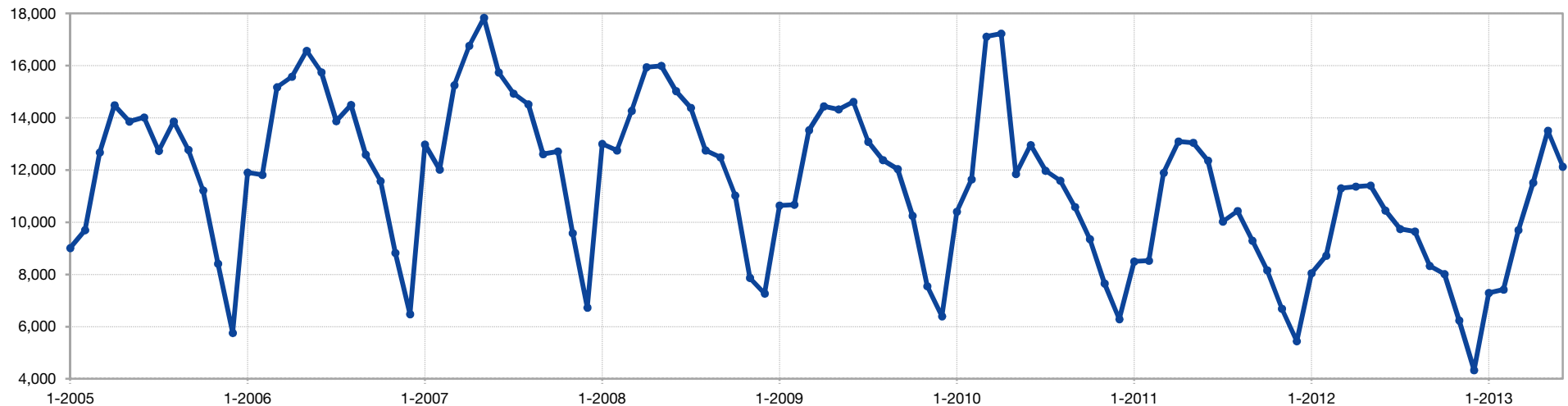


Year to Date



	New Listings	Prior Year	Percent Change
July 2012	9,742	10,027	-2.8%
August 2012	9,647	10,434	-7.5%
September 2012	8,327	9,293	-10.4%
October 2012	8,015	8,160	-1.8%
November 2012	6,237	6,687	-6.7%
December 2012	4,333	5,445	-20.4%
January 2013	7,294	8,049	-9.4%
February 2013	7,421	8,721	-14.9%
March 2013	9,699	11,302	-14.2%
April 2013	11,516	11,369	+1.3%
May 2013	13,508	11,404	+18.4%
June 2013	12,129	10,448	+16.1%
12-Month Avg	8,989	9,278	-3.1%

Historical New Listings by Month

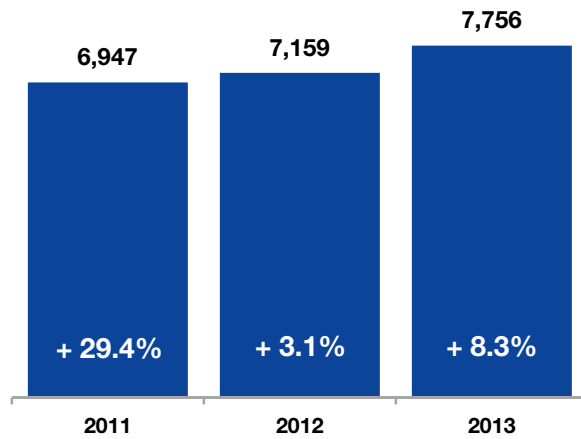


Pending Sales

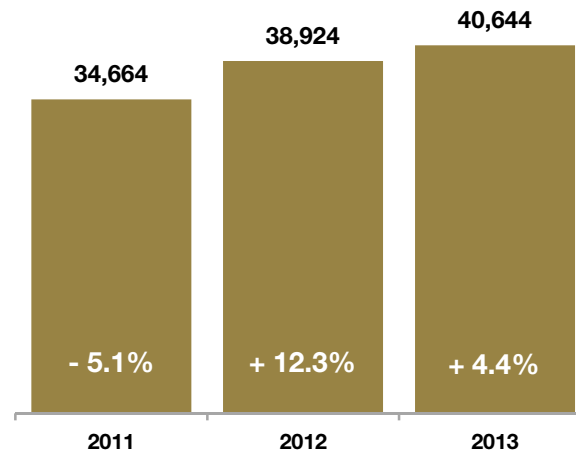
A count of the properties on which offers have been accepted in a given month.



June

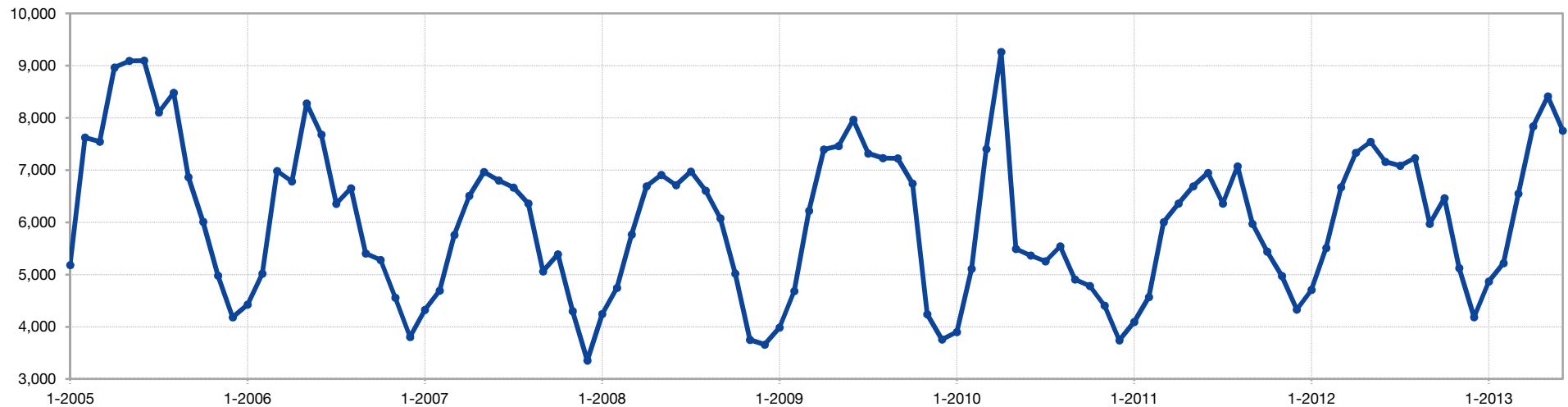


Year to Date



	Pending Sales	Prior Year	Percent Change
July 2012	7,085	6,360	+11.4%
August 2012	7,229	7,073	+2.2%
September 2012	5,971	5,972	-0.0%
October 2012	6,464	5,440	+18.8%
November 2012	5,124	4,974	+3.0%
December 2012	4,185	4,331	-3.4%
January 2013	4,867	4,708	+3.4%
February 2013	5,220	5,509	-5.2%
March 2013	6,550	6,672	-1.8%
April 2013	7,838	7,333	+6.9%
May 2013	8,413	7,543	+11.5%
June 2013	7,756	7,159	+8.3%
12-Month Avg	6,392	6,090	+5.0%

Historical Pending Sales by Month

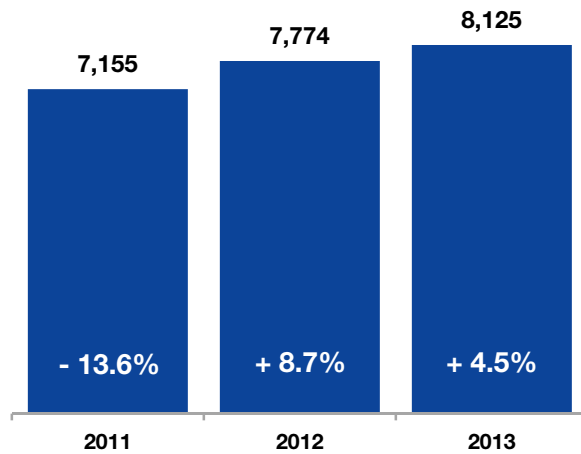


Closed Sales

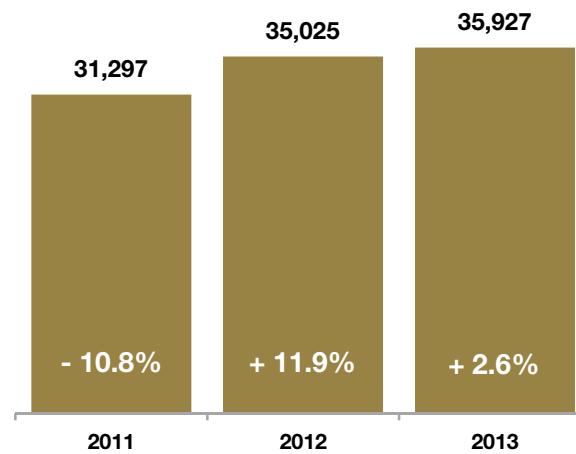
A count of the actual sales that closed in a given month.



June

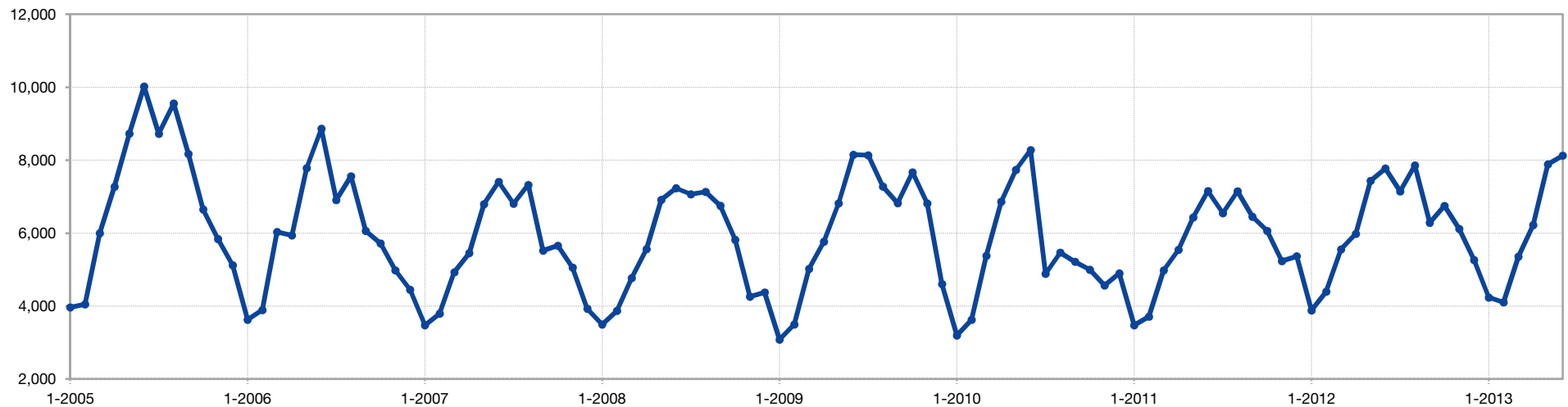


Year to Date



Closed Sales	Prior Year	Percent Change
July 2012	7,144	6,546 +9.1%
August 2012	7,856	7,148 +9.9%
September 2012	6,283	6,450 -2.6%
October 2012	6,748	6,063 +11.3%
November 2012	6,116	5,234 +16.9%
December 2012	5,265	5,368 -1.9%
January 2013	4,235	3,882 +9.1%
February 2013	4,103	4,398 -6.7%
March 2013	5,356	5,555 -3.6%
April 2013	6,221	5,981 +4.0%
May 2013	7,887	7,435 +6.1%
June 2013	8,125	7,774 +4.5%
12-Month Avg	6,278	5,986 +4.9%

Historical Closed Sales by Month

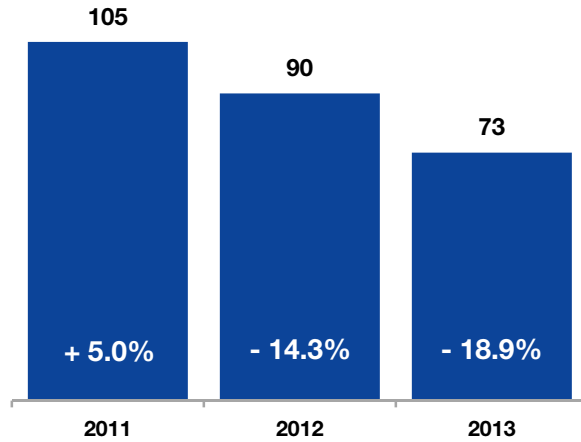


Days on Market Until Sale

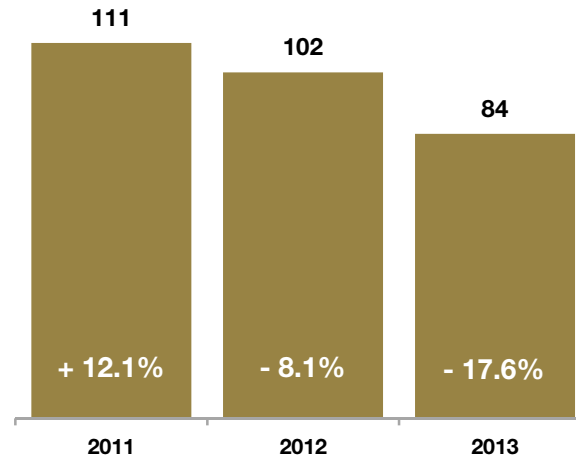
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



Year to Date



Days on Market		Prior Year	Percent Change
July 2012	89	107	-16.8%
August 2012	90	106	-15.1%
September 2012	91	112	-18.8%
October 2012	90	108	-16.7%
November 2012	91	110	-17.3%
December 2012	97	111	-12.6%
January 2013	91	111	-18.0%
February 2013	95	110	-13.6%
March 2013	88	107	-17.8%
April 2013	86	104	-17.3%
May 2013	81	99	-18.2%
June 2013	73	90	-18.9%
12-Month Avg	88	106	-17.0%

Historical Days on Market Until Sale by Month

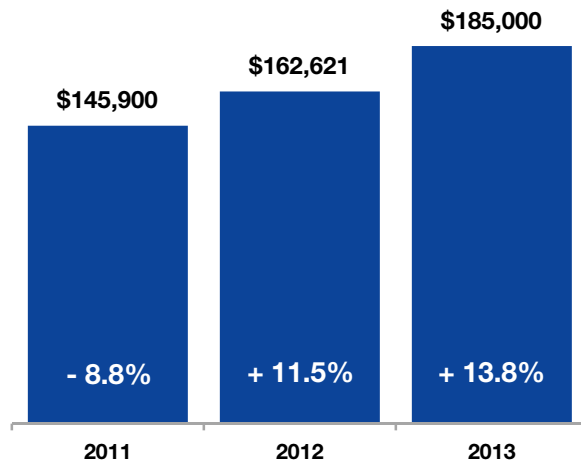


Median Sales Price

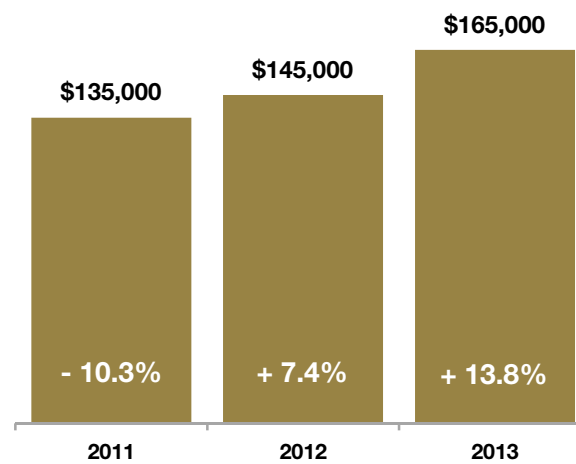
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June

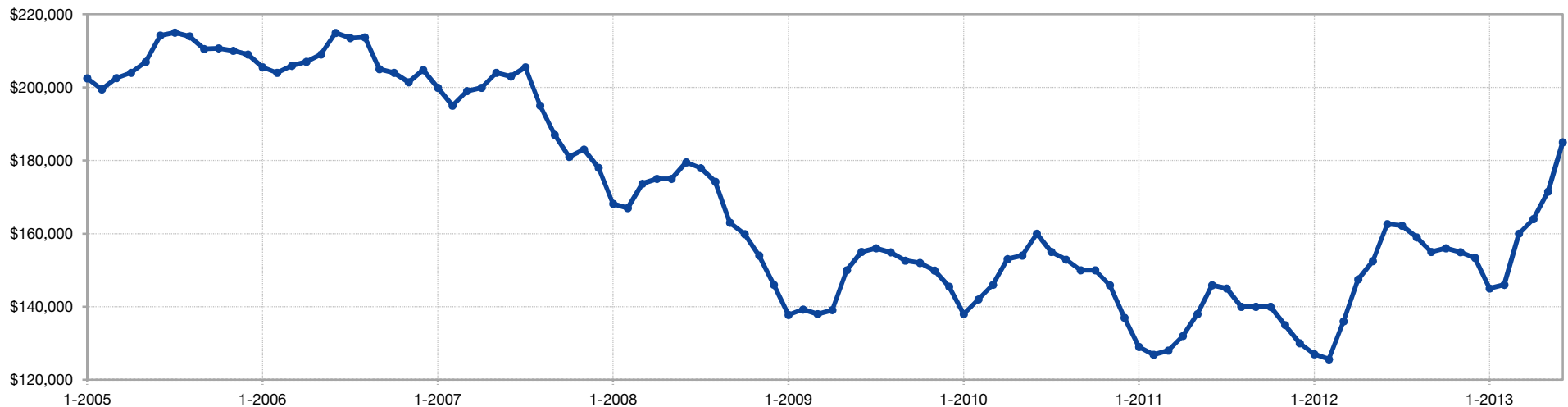


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
July 2012	\$162,200	\$145,000	+11.9%
August 2012	\$159,000	\$140,000	+13.6%
September 2012	\$155,000	\$140,000	+10.7%
October 2012	\$156,000	\$140,000	+11.4%
November 2012	\$154,925	\$135,000	+14.8%
December 2012	\$153,375	\$130,000	+18.0%
January 2013	\$145,000	\$127,000	+14.2%
February 2013	\$146,000	\$125,600	+16.2%
March 2013	\$160,000	\$136,000	+17.6%
April 2013	\$164,000	\$147,500	+11.2%
May 2013	\$171,500	\$152,500	+12.5%
June 2013	\$185,000	\$162,621	+13.8%
12-Month Avg	\$159,333	\$140,102	+13.7%

Historical Median Sales Price by Month

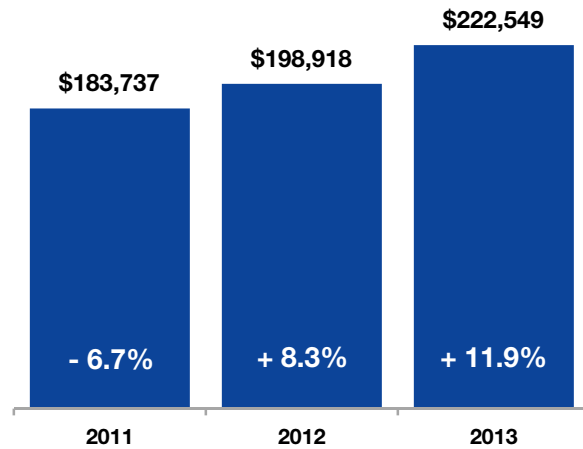


Average Sales Price

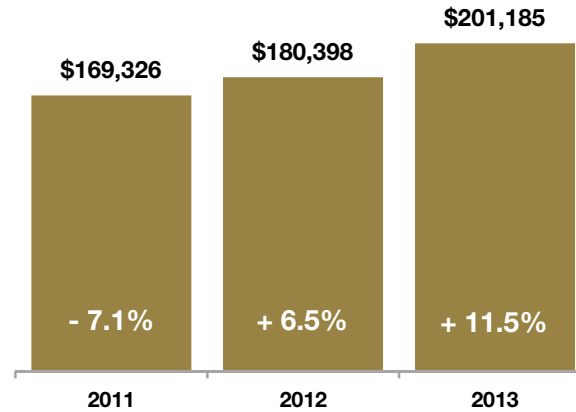
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

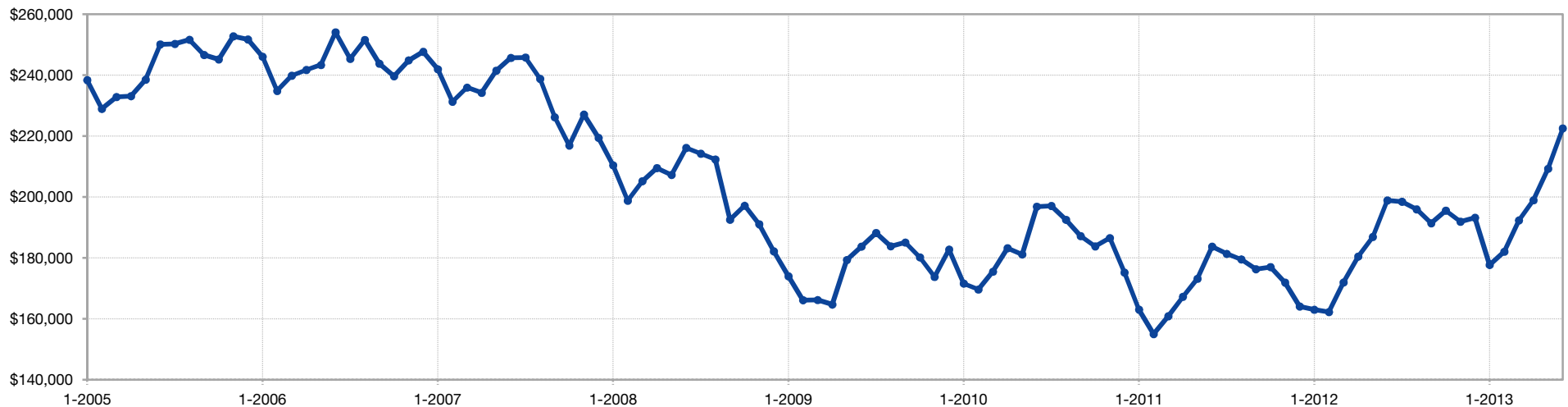


Year to Date



	Average Sales Price	Prior Year	Percent Change
July 2012	\$198,492	\$181,365	+9.4%
August 2012	\$195,966	\$179,553	+9.1%
September 2012	\$191,409	\$176,340	+8.5%
October 2012	\$195,572	\$177,035	+10.5%
November 2012	\$191,919	\$171,927	+11.6%
December 2012	\$193,221	\$164,099	+17.7%
January 2013	\$177,729	\$163,023	+9.0%
February 2013	\$182,067	\$162,268	+12.2%
March 2013	\$192,338	\$171,977	+11.8%
April 2013	\$198,960	\$180,488	+10.2%
May 2013	\$209,302	\$186,921	+12.0%
June 2013	\$222,549	\$198,918	+11.9%
12-Month Avg	\$195,794	\$176,159	+11.1%

Historical Average Sales Price by Month

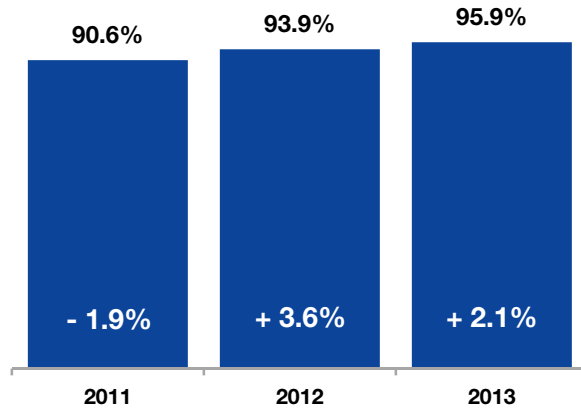


Percent of Original List Price Received

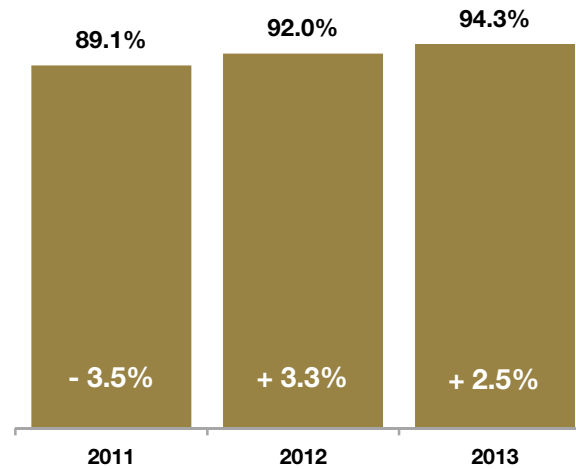


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

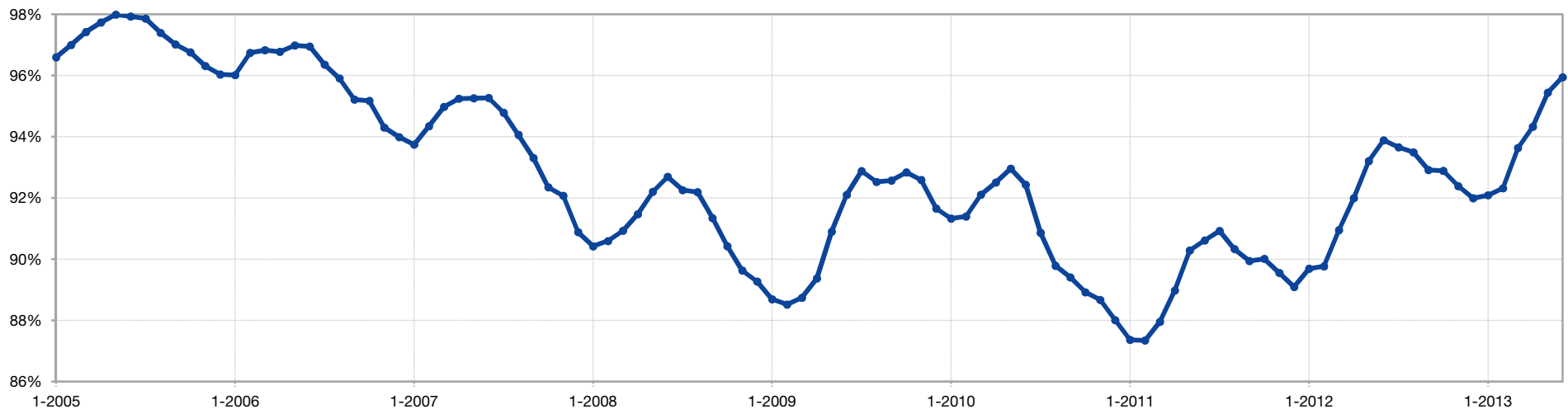


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%	91.0%	+2.9%
April 2013	94.3%	92.0%	+2.5%
May 2013	95.4%	93.2%	+2.4%
June 2013	95.9%	93.9%	+2.1%
12-Month Avg	93.4%	90.8%	+2.9%

Historical Percent of Original List Price Received by Month

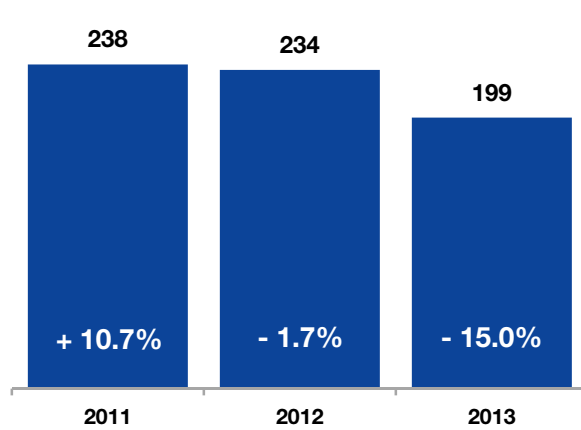


Housing Affordability Index

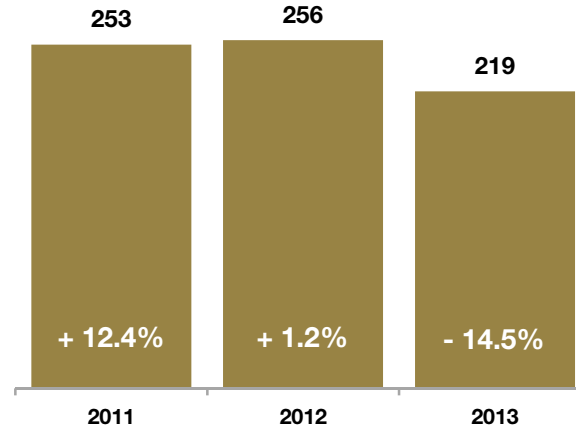


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

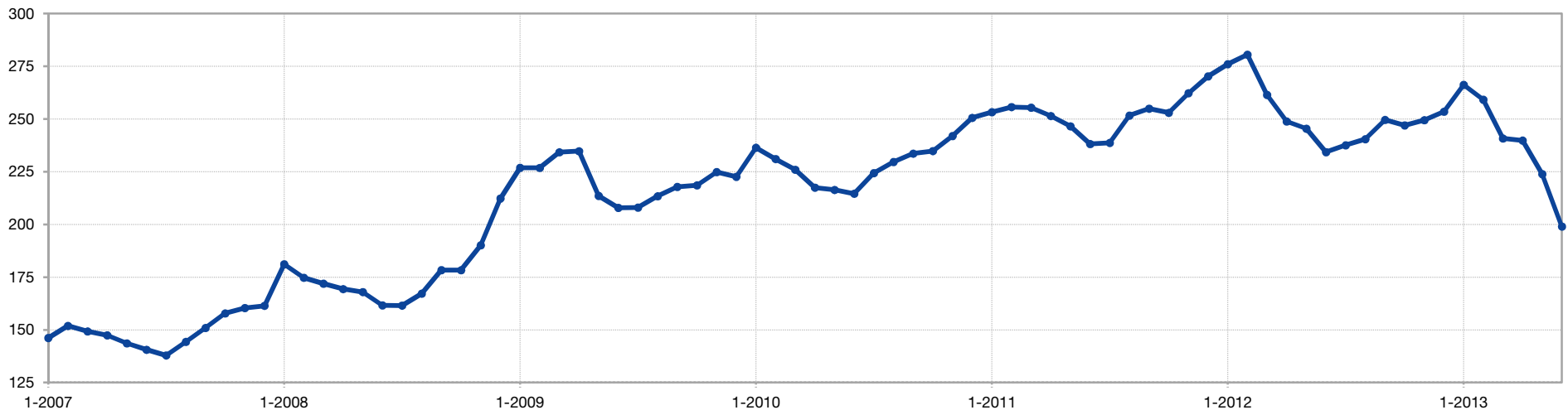


Year to Date



	Affordability Index	Prior Year	Percent Change
July 2012	238	239	-0.4%
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	253	270	-6.3%
January 2013	266	276	-3.6%
February 2013	259	281	-7.8%
March 2013	241	261	-7.7%
April 2013	240	249	-3.6%
May 2013	224	245	-8.6%
June 2013	199	234	-15.0%
12-Month Avg	242	256	-5.5%

Historical Housing Affordability Index by Month

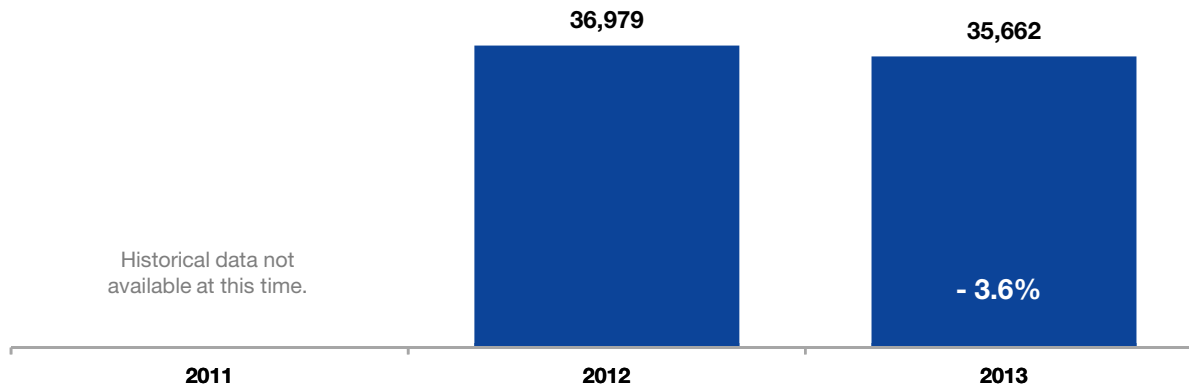


Inventory of Homes for Sale

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

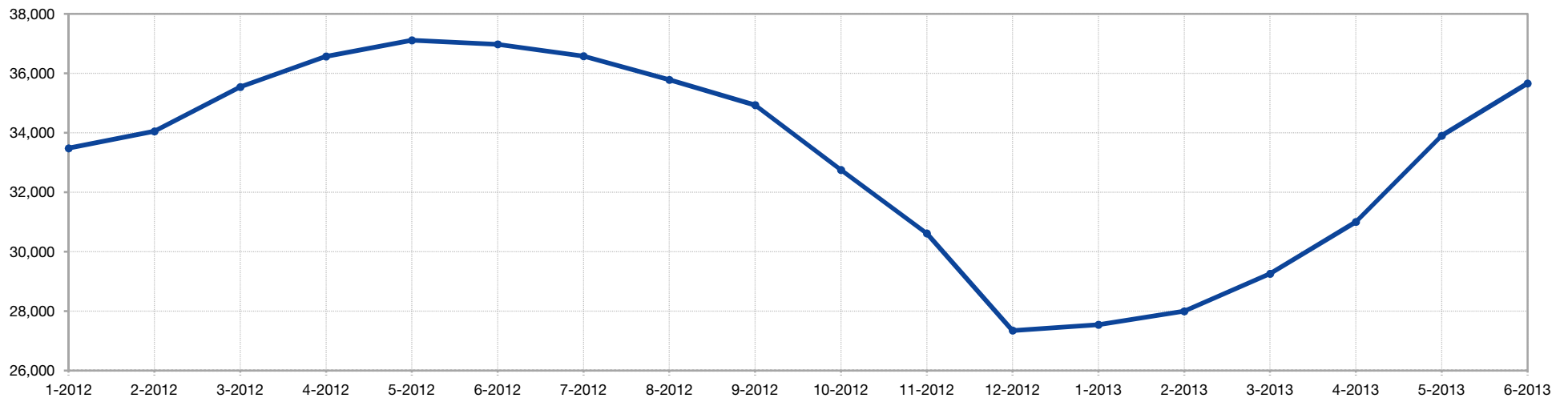


June



Homes for Sale		Prior Year	Percent Change
July 2012	36,581	48,080	-23.9%
August 2012	35,783	46,614	-23.2%
September 2012	34,935	44,951	-22.3%
October 2012	32,751	42,171	-22.3%
November 2012	30,619	37,776	-18.9%
December 2012	27,352	33,742	-18.9%
January 2013	27,547	33,481	-17.7%
February 2013	27,999	34,050	-17.8%
March 2013	29,262	35,542	-17.7%
April 2013	31,006	36,570	-15.2%
May 2013	33,903	37,113	-8.6%
June 2013	35,662	36,979	-3.6%

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.

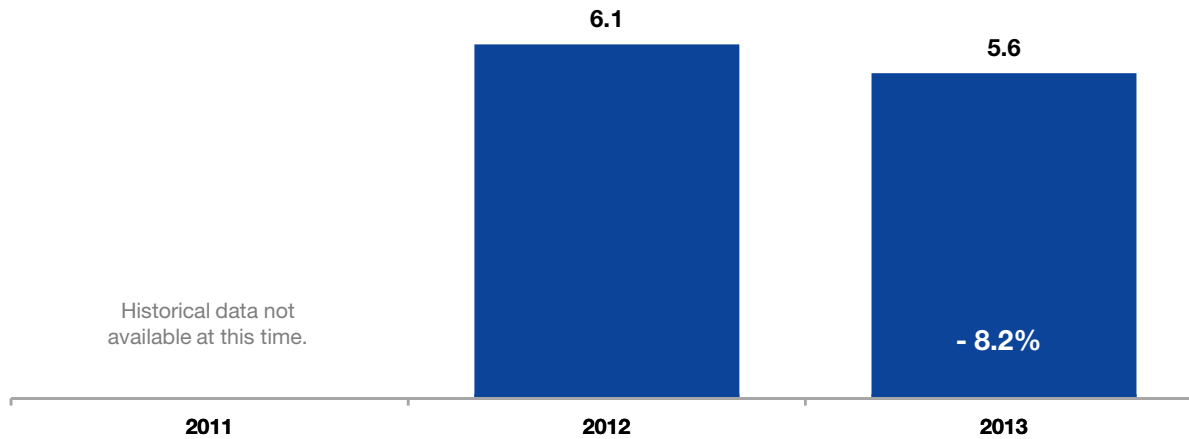
Current as of July 12, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 11

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.

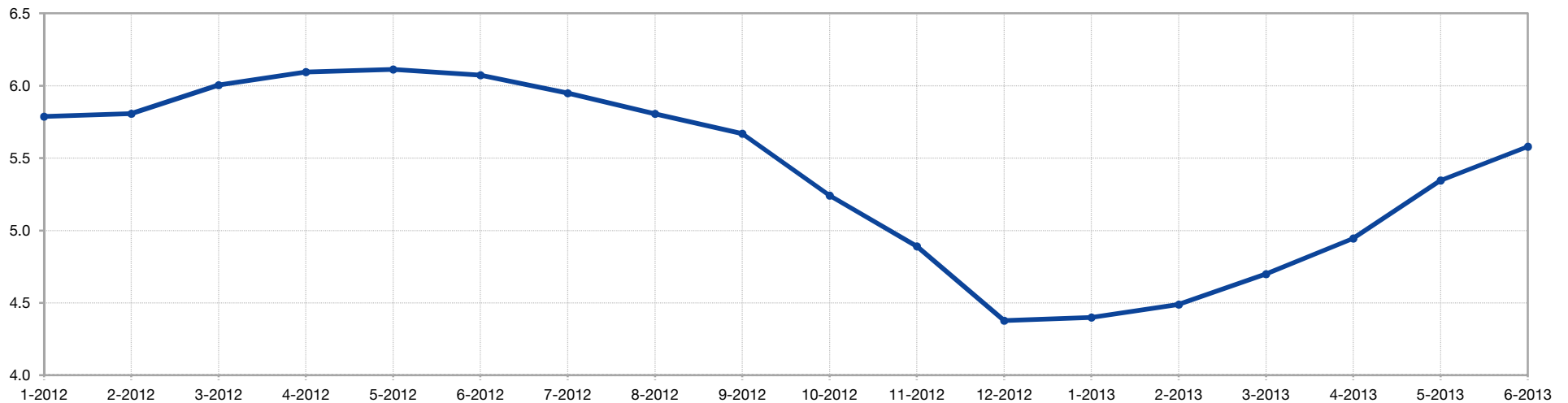


June



Months Supply		Prior Year	Percent Change
July 2012	5.9	9.0	-34.4%
August 2012	5.8	8.5	-31.8%
September 2012	5.7	8.1	-29.6%
October 2012	5.2	7.5	-30.7%
November 2012	4.9	6.6	-25.8%
December 2012	4.4	5.9	-25.4%
January 2013	4.4	5.8	-24.1%
February 2013	4.5	5.8	-22.4%
March 2013	4.7	6.0	-21.7%
April 2013	4.9	6.1	-19.7%
May 2013	5.3	6.1	-13.1%
June 2013	5.6	6.1	-8.2%

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 July 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