



Monthly Indicators

September 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

- 5.8% **+ 7.2%** **- 10.7%**

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	9-2011	9-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		10,799	9,644	- 10.7%	115,061	105,176	- 8.6%
Pending Sales		6,912	6,802	- 1.6%	61,987	67,757	+ 9.3%
Closed Sales		7,450	7,016	- 5.8%	58,880	63,590	+ 8.0%
Days on Market		117	96	- 17.9%	114	102	- 10.5%
Median Sales Price		\$139,900	\$150,000	+ 7.2%	\$136,000	\$148,000	+ 8.8%
Average Sales Price		\$172,883	\$186,760	+ 8.0%	\$170,101	\$181,891	+ 6.9%
Pct. of Orig. Price Received		89.7%	92.5%	+ 3.1%	89.5%	92.3%	+ 3.1%
Affordability Index		232	233	+ 0.4%	237	235	- 0.8%
Homes for Sale*	Historical data not available at this time.	--	47,168	--	--	--	--
Months Supply*	Historical data not available at this time.	--	6.7	--	--	--	--

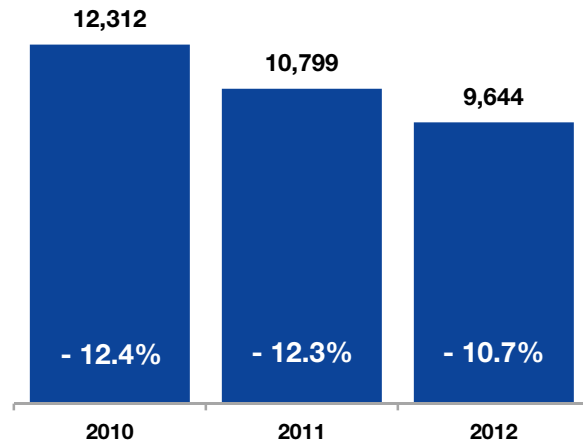
* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013. Current as of October 12, 2012. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 2

New Listings

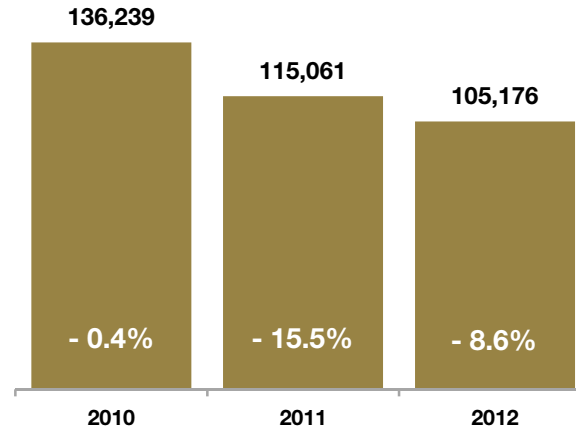
A count of the properties that have been newly listed on the market in a given month.



September

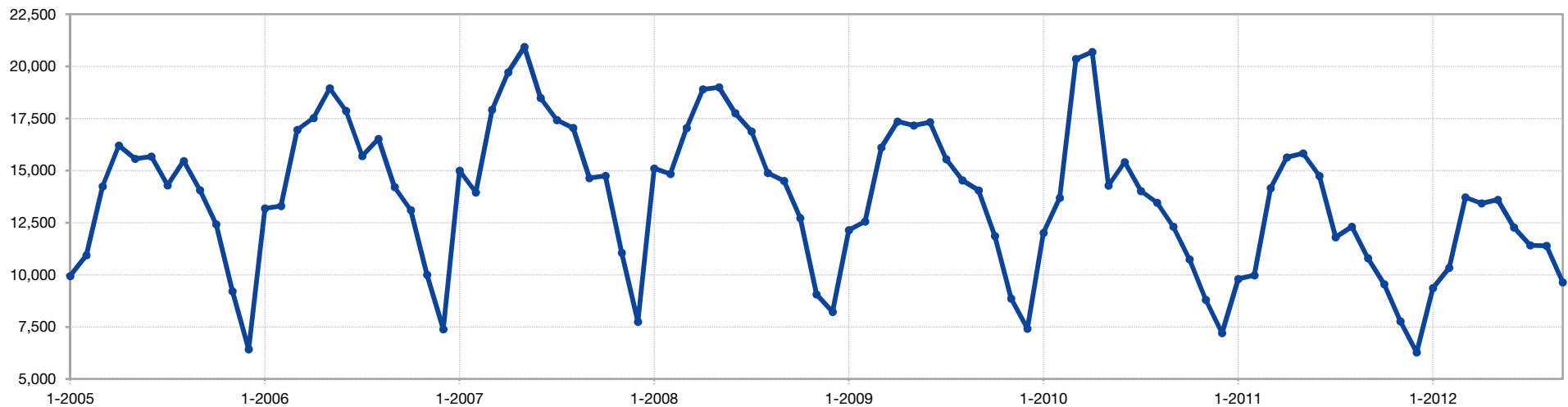


Year to Date



New Listings	Prior Year	Percent Change	
October 2011	9,550	10,742	-11.1%
November 2011	7,769	8,802	-11.7%
December 2011	6,280	7,210	-12.9%
January 2012	9,366	9,801	-4.4%
February 2012	10,337	9,977	+3.6%
March 2012	13,718	14,162	-3.1%
April 2012	13,430	15,634	-14.1%
May 2012	13,599	15,825	-14.1%
June 2012	12,269	14,749	-16.8%
July 2012	11,419	11,806	-3.3%
August 2012	11,394	12,308	-7.4%
September 2012	9,644	10,799	-10.7%
12-Month Avg	10,731	11,818	-9.2%

Historical New Listings by Month

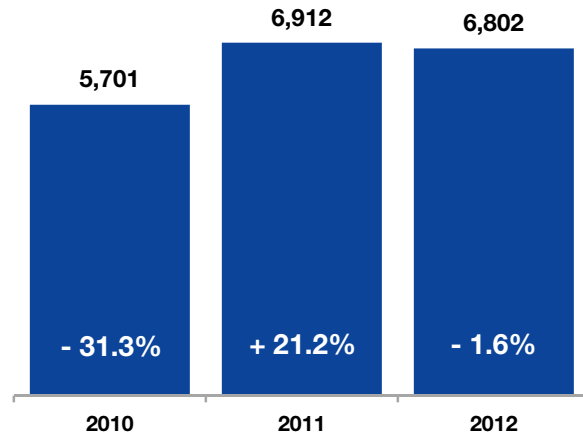


Pending Sales

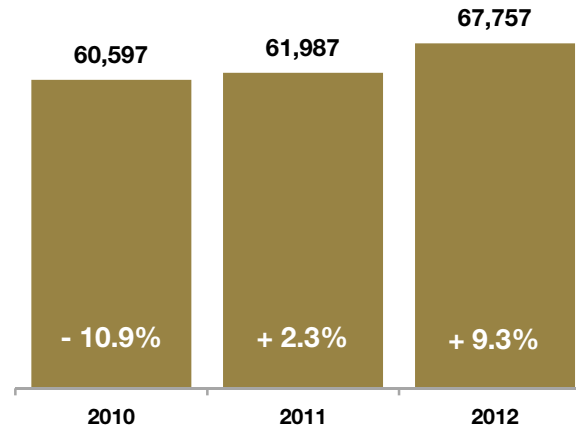
A count of the properties on which offers have been accepted in a given month.



September

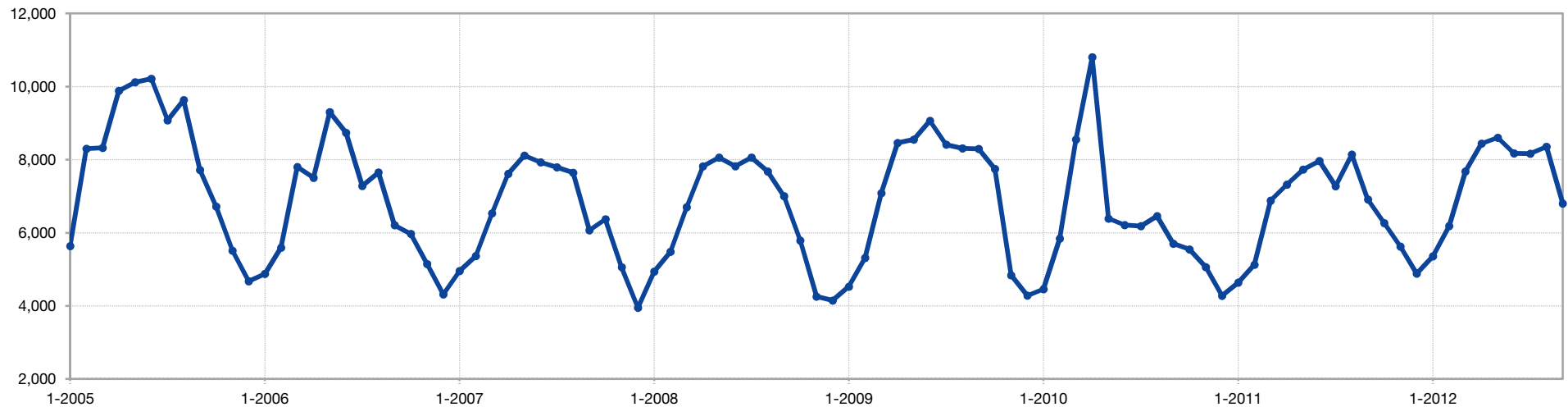


Year to Date



	Pending Sales	Prior Year	Percent Change
October 2011	6,266	5,543	+13.0%
November 2011	5,623	5,061	+11.1%
December 2011	4,885	4,277	+14.2%
January 2012	5,359	4,638	+15.5%
February 2012	6,185	5,126	+20.7%
March 2012	7,677	6,880	+11.6%
April 2012	8,441	7,318	+15.3%
May 2012	8,601	7,731	+11.3%
June 2012	8,174	7,965	+2.6%
July 2012	8,164	7,275	+12.2%
August 2012	8,354	8,142	+2.6%
September 2012	6,802	6,912	-1.6%
12-Month Avg	7,044	6,406	+10.0%

Historical Pending Sales by Month

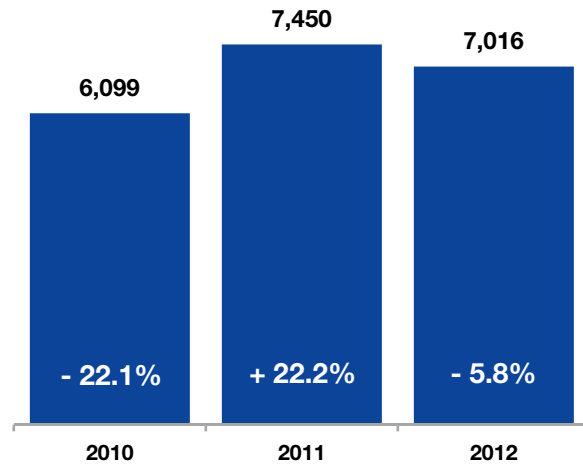


Closed Sales

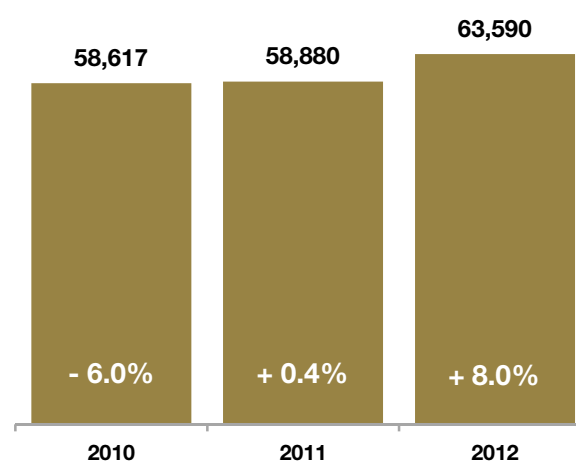
A count of the actual sales that closed in a given month.



September

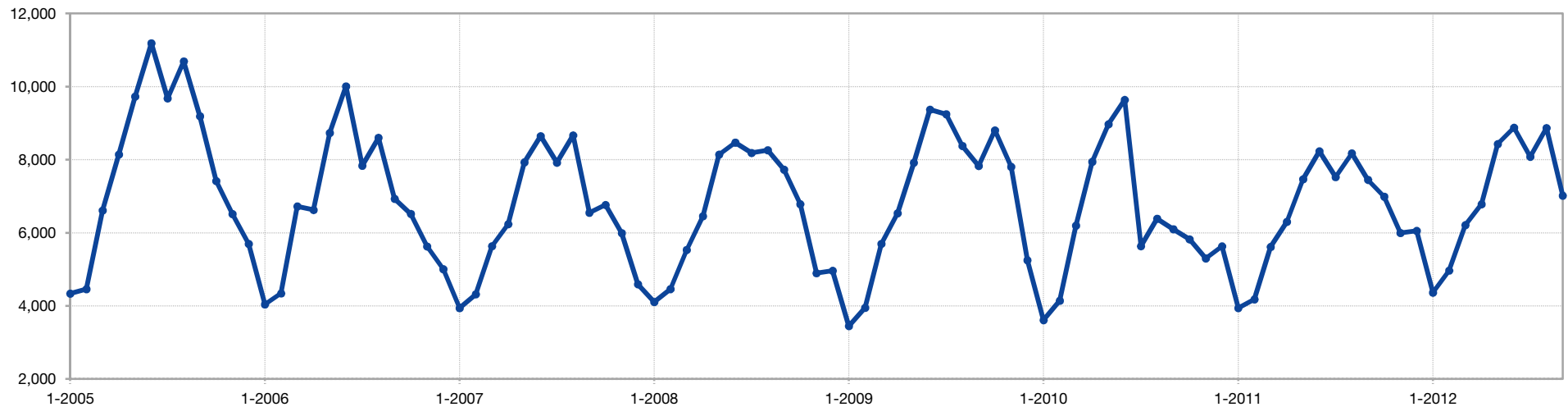


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2011	6,989	5,821	+20.1%
November 2011	5,995	5,300	+13.1%
December 2011	6,053	5,629	+7.5%
January 2012	4,363	3,942	+10.7%
February 2012	4,967	4,180	+18.8%
March 2012	6,211	5,614	+10.6%
April 2012	6,782	6,301	+7.6%
May 2012	8,429	7,466	+12.9%
June 2012	8,875	8,229	+7.9%
July 2012	8,081	7,524	+7.4%
August 2012	8,866	8,174	+8.5%
September 2012	7,016	7,450	-5.8%
12-Month Avg	6,886	6,303	+9.2%

Historical Closed Sales by Month

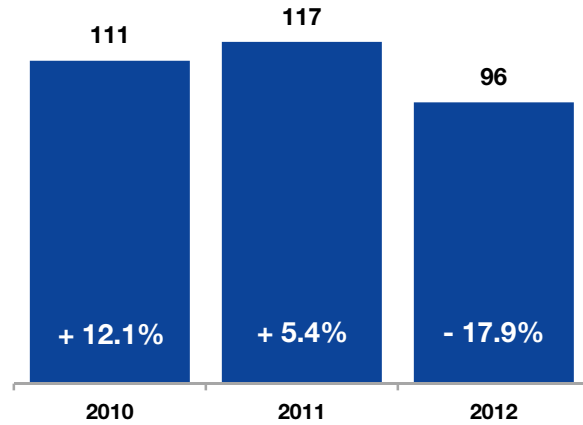


Days on Market Until Sale

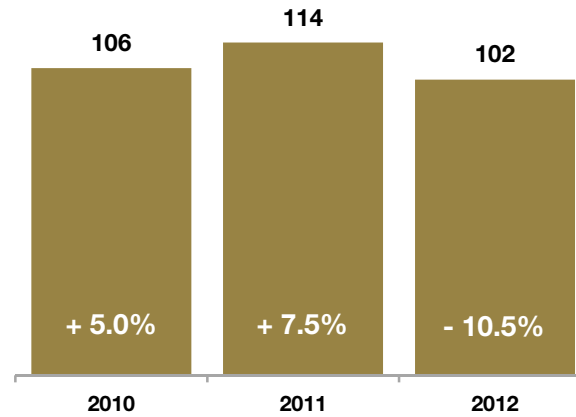
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

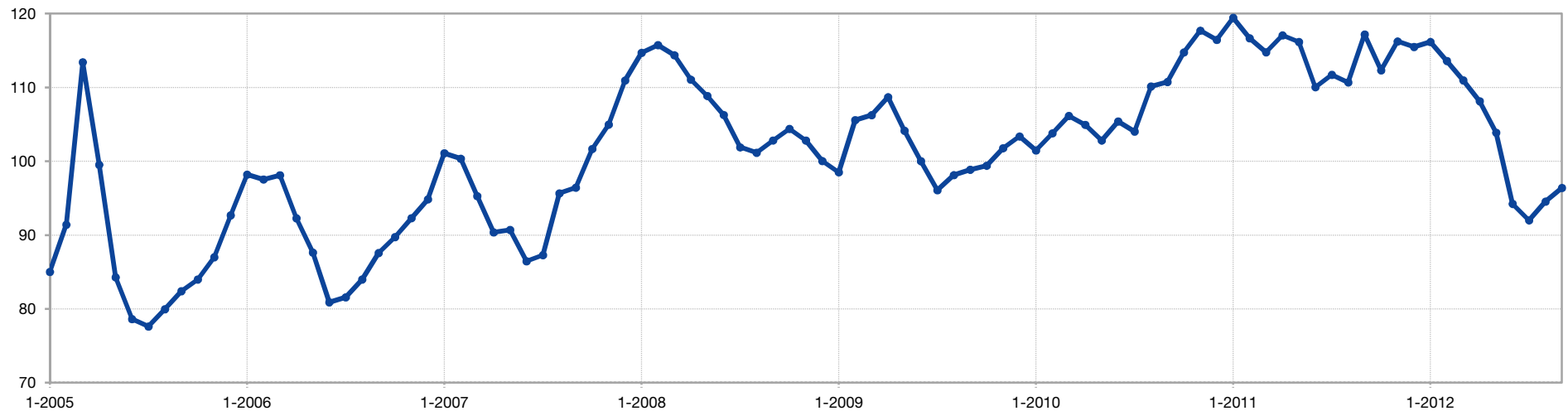


Year to Date



Month	Days on Market	Prior Year	Percent Change
October 2011	112	115	-2.6%
November 2011	116	118	-1.7%
December 2011	115	116	-0.9%
January 2012	116	119	-2.5%
February 2012	114	117	-2.6%
March 2012	111	115	-3.5%
April 2012	108	117	-7.7%
May 2012	104	116	-10.3%
June 2012	94	110	-14.5%
July 2012	92	112	-17.9%
August 2012	95	111	-14.4%
September 2012	96	117	-17.9%
12-Month Avg	106	115	-7.8%

Historical Days on Market Until Sale by Month

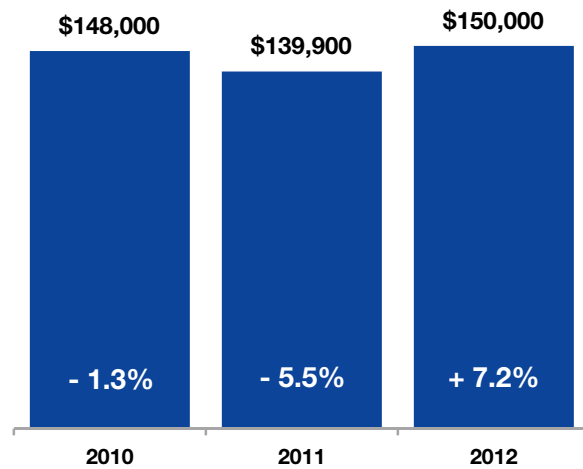


Median Sales Price

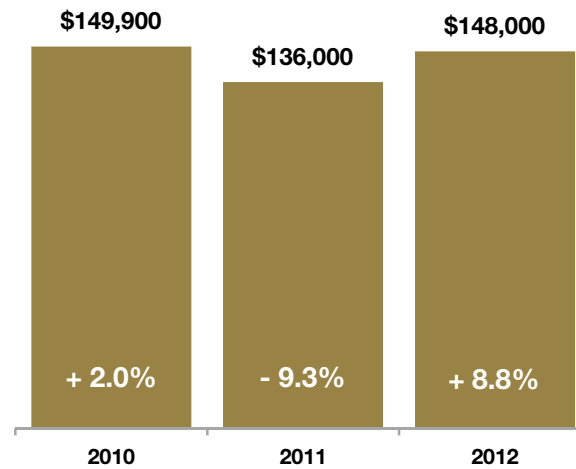
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September

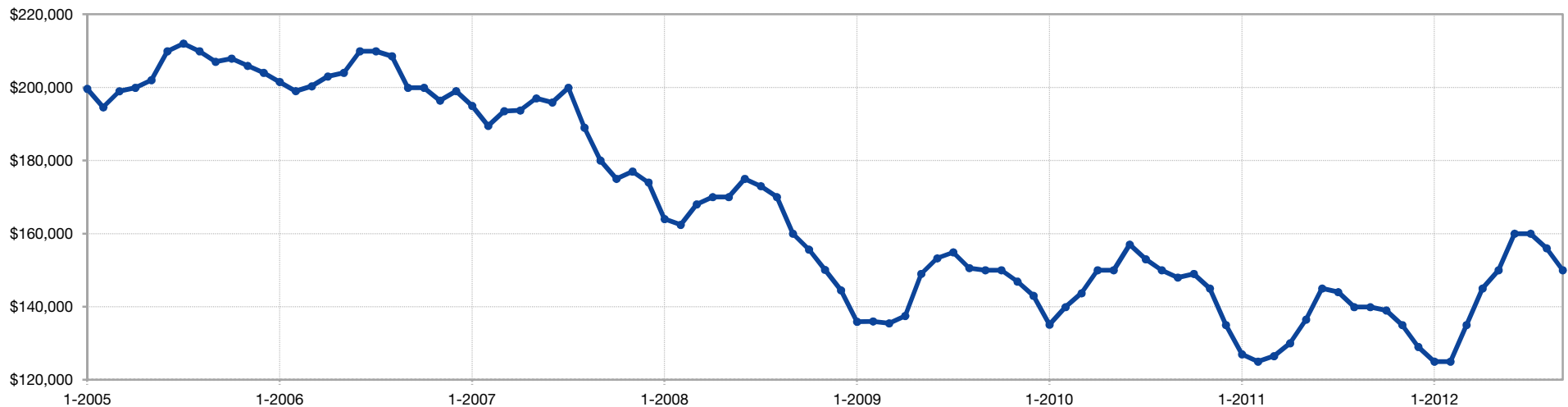


Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2011	\$139,000	\$149,000	-6.7%
November 2011	\$135,000	\$145,000	-6.9%
December 2011	\$129,000	\$135,000	-4.4%
January 2012	\$125,000	\$127,000	-1.6%
February 2012	\$125,000	\$125,000	0.0%
March 2012	\$135,000	\$126,500	+6.7%
April 2012	\$145,000	\$130,000	+11.5%
May 2012	\$150,000	\$136,500	+9.9%
June 2012	\$160,000	\$145,000	+10.3%
July 2012	\$160,000	\$144,000	+11.1%
August 2012	\$156,000	\$139,900	+11.5%
September 2012	\$150,000	\$139,900	+7.2%
12-Month Avg	\$142,417	\$136,900	+4.0%

Historical Median Sales Price by Month

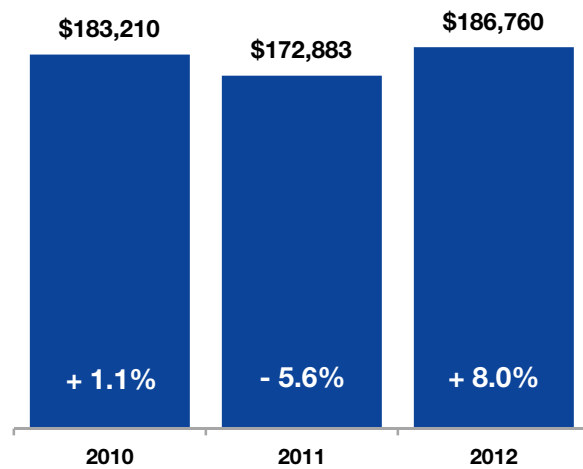


Average Sales Price

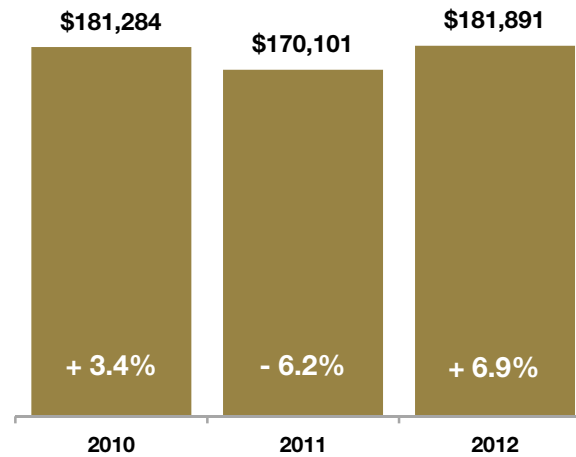
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



	Average Sales Price	Prior Year	Percent Change
October 2011	\$172,889	\$180,028	-4.0%
November 2011	\$169,302	\$183,313	-7.6%
December 2011	\$161,011	\$172,132	-6.5%
January 2012	\$159,627	\$160,284	-0.4%
February 2012	\$158,375	\$152,199	+4.1%
March 2012	\$168,082	\$158,217	+6.2%
April 2012	\$176,086	\$164,210	+7.2%
May 2012	\$182,489	\$169,971	+7.4%
June 2012	\$194,063	\$180,842	+7.3%
July 2012	\$194,188	\$178,499	+8.8%
August 2012	\$192,182	\$175,768	+9.3%
September 2012	\$186,760	\$172,883	+8.0%
12-Month Avg	\$176,254	\$170,696	+3.3%

Historical Average Sales Price by Month

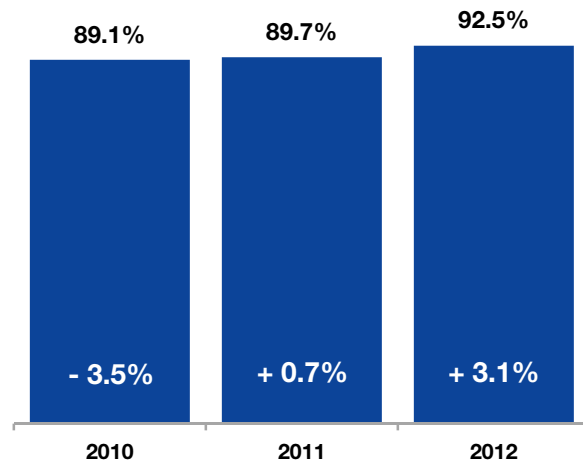


Percent of Original List Price Received

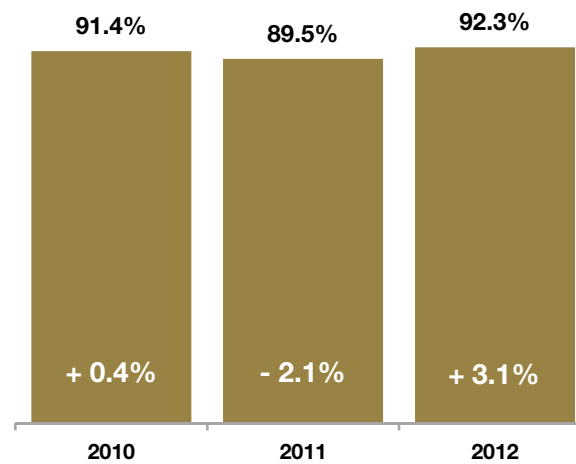


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

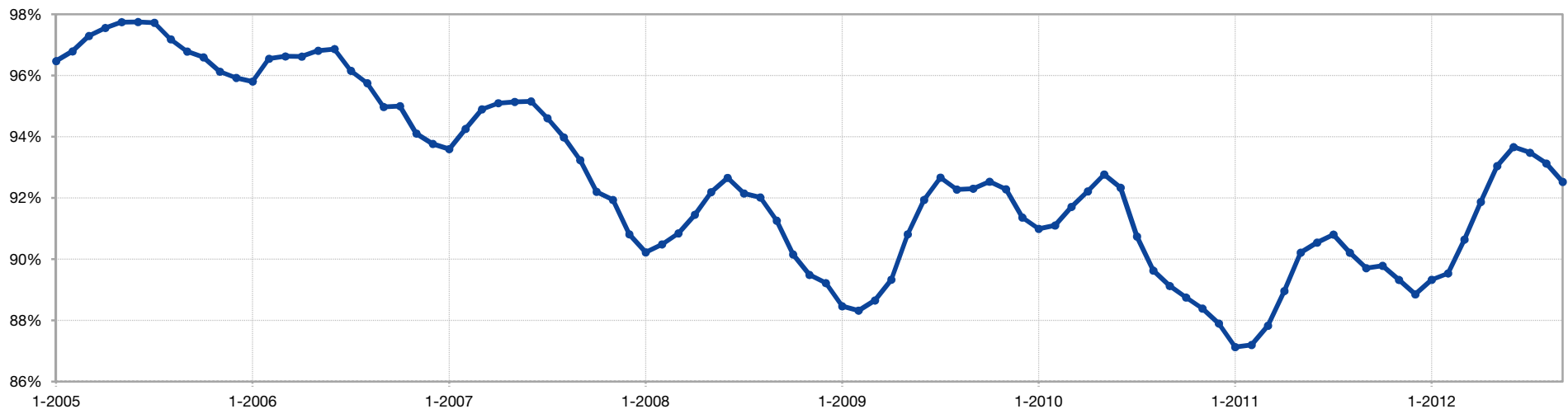


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2011	89.8%	88.8%	+1.1%
November 2011	89.3%	88.4%	+1.0%
December 2011	88.9%	87.9%	+1.1%
January 2012	89.3%	87.1%	+2.5%
February 2012	89.5%	87.2%	+2.6%
March 2012	90.6%	87.8%	+3.2%
April 2012	91.9%	89.0%	+3.3%
May 2012	93.0%	90.2%	+3.1%
June 2012	93.7%	90.5%	+3.5%
July 2012	93.5%	90.8%	+3.0%
August 2012	93.1%	90.2%	+3.2%
September 2012	92.5%	89.7%	+3.1%
12-Month Avg	91.3%	89.0%	+2.6%

Historical Percent of Original List Price Received by Month

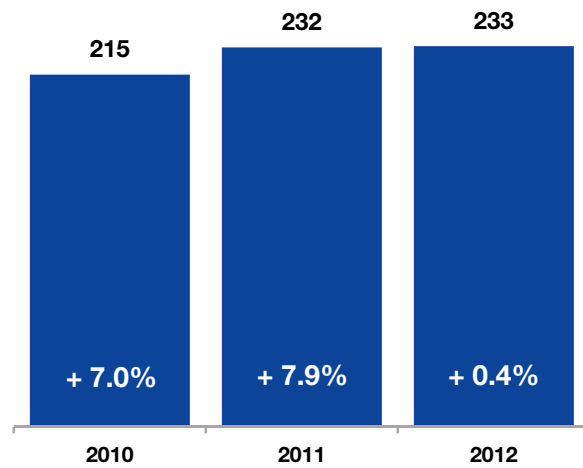


Housing Affordability Index

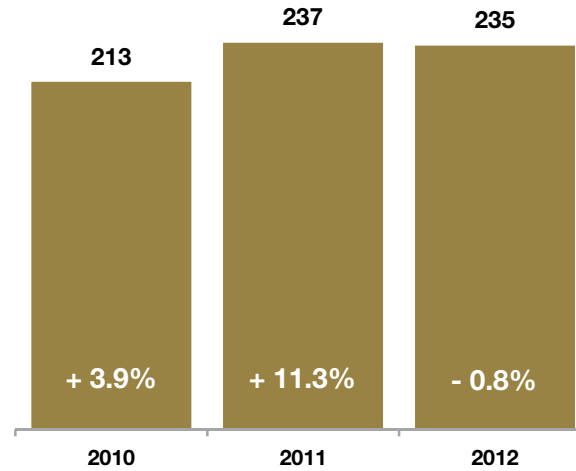


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September



Year to Date



Affordability Index		Prior Year	Percent Change
October 2011	231	215	+7.4%
November 2011	239	222	+7.7%
December 2011	247	231	+6.9%
January 2012	254	233	+9.0%
February 2012	256	235	+8.9%
March 2012	239	235	+1.7%
April 2012	229	232	-1.3%
May 2012	226	226	0.0%
June 2012	216	218	-0.9%
July 2012	218	218	0.0%
August 2012	222	229	-3.1%
September 2012	233	232	+0.4%
12-Month Avg	234	227	+3.1%

Historical Housing Affordability Index by Month

