



# 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**

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

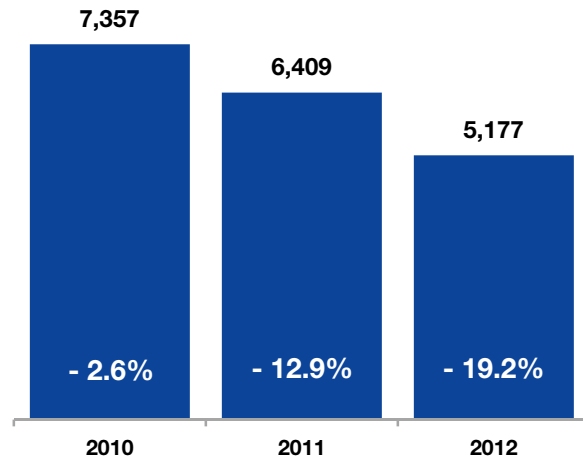
\* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013. Current as of January 14, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 2

# New Listings

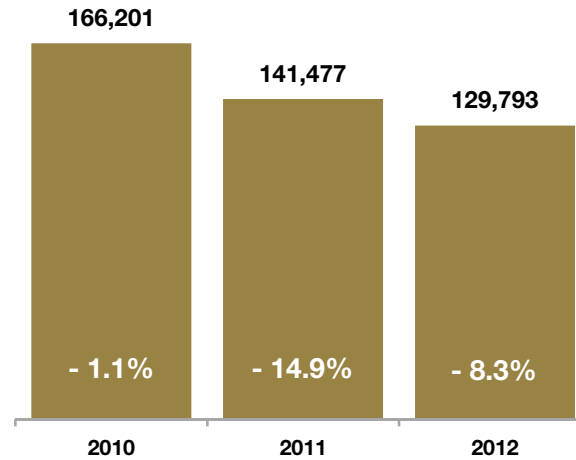
A count of the properties that have been newly listed on the market in a given month.



## December

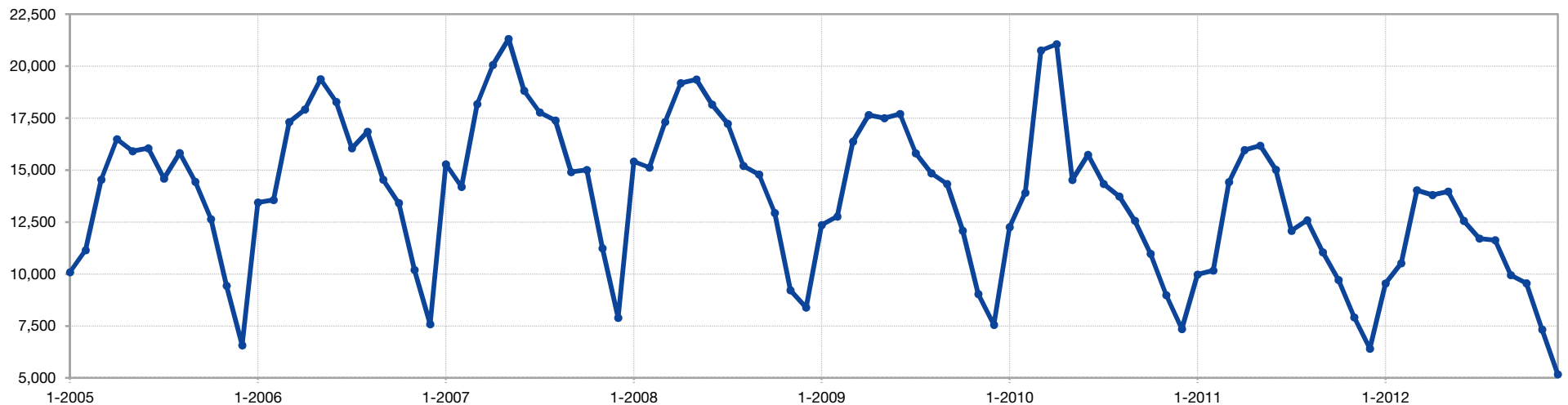


## Year to Date



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%
<b>December 2012</b>	<b>5,177</b>	<b>6,409</b>	<b>-19.2%</b>
12-Month Avg	10,816	11,790	-8.3%

## Historical New Listings by Month

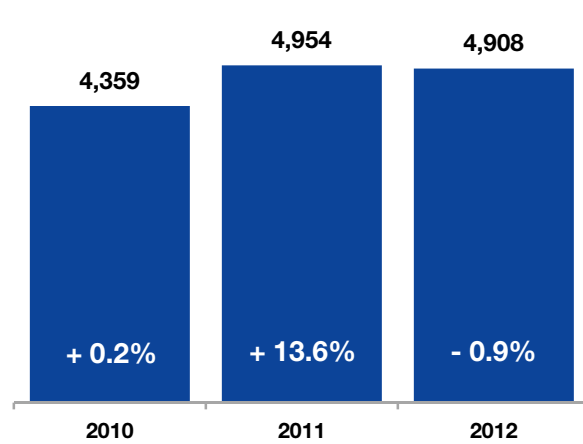


# Pending Sales

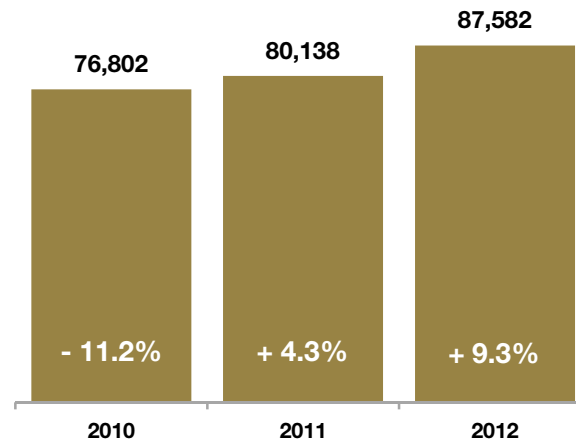
A count of the properties on which offers have been accepted in a given month.



## December

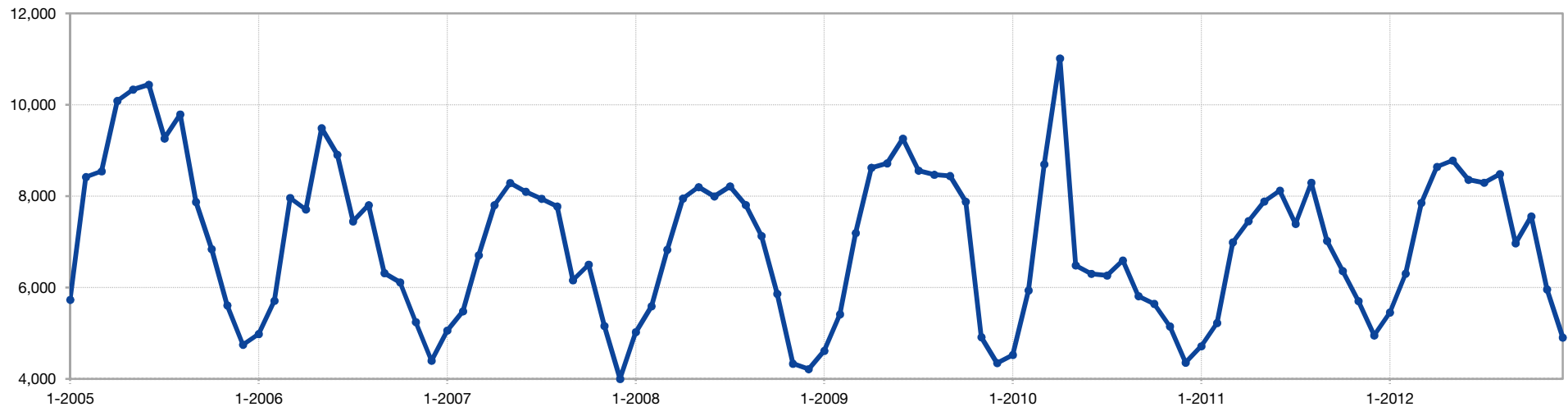


## Year to Date



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%
<b>December 2012</b>	<b>4,908</b>	<b>4,954</b>	<b>-0.9%</b>
12-Month Avg	7,299	6,678	+9.3%

## Historical Pending Sales by Month

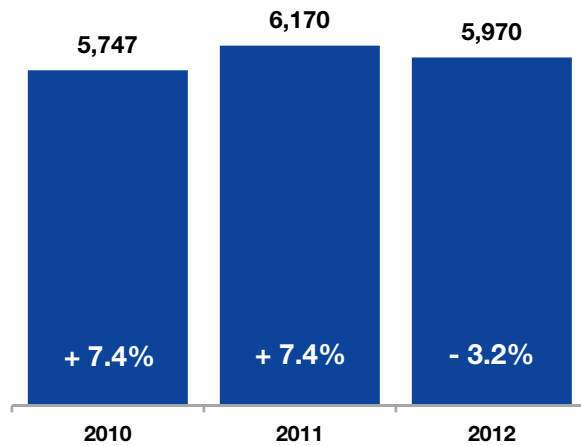


# Closed Sales

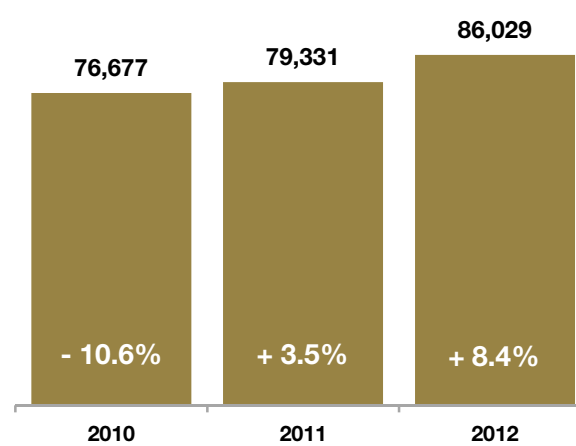
A count of the actual sales that closed in a given month.



## December

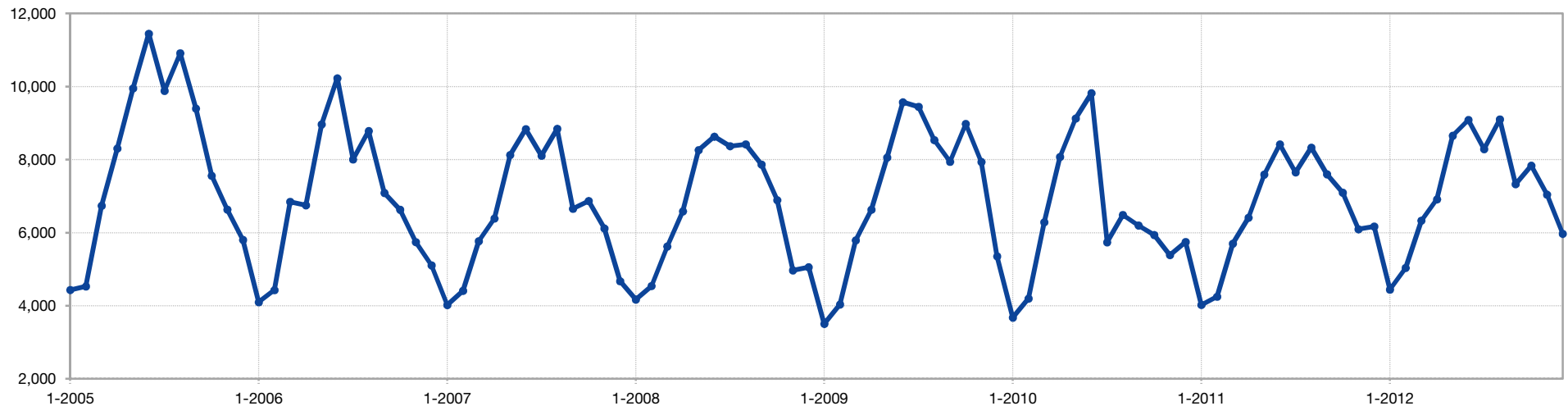


## Year to Date



	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%
<b>December 2012</b>	<b>5,970</b>	<b>6,170</b>	<b>-3.2%</b>
12-Month Avg	7,169	6,611	+8.4%

## Historical Closed Sales by Month

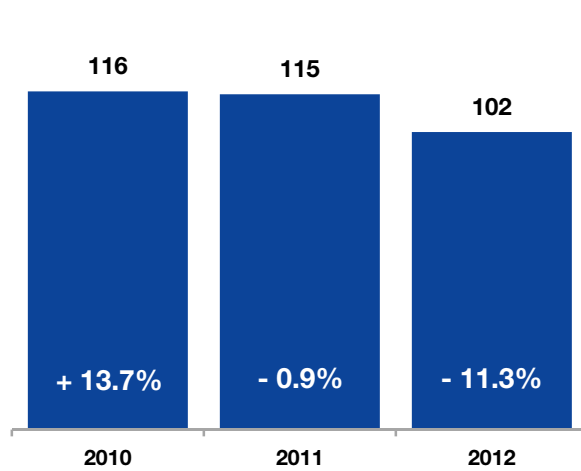


# Days on Market Until Sale

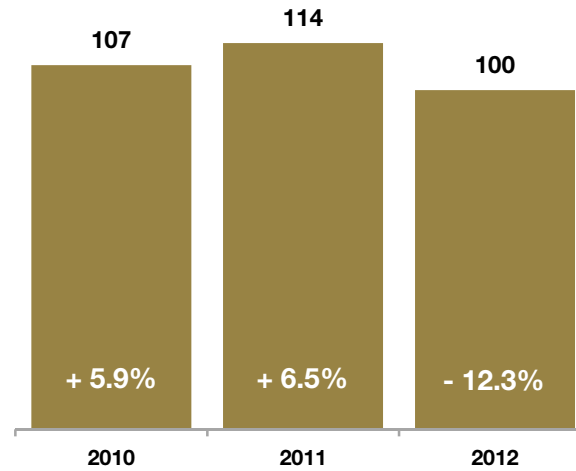
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

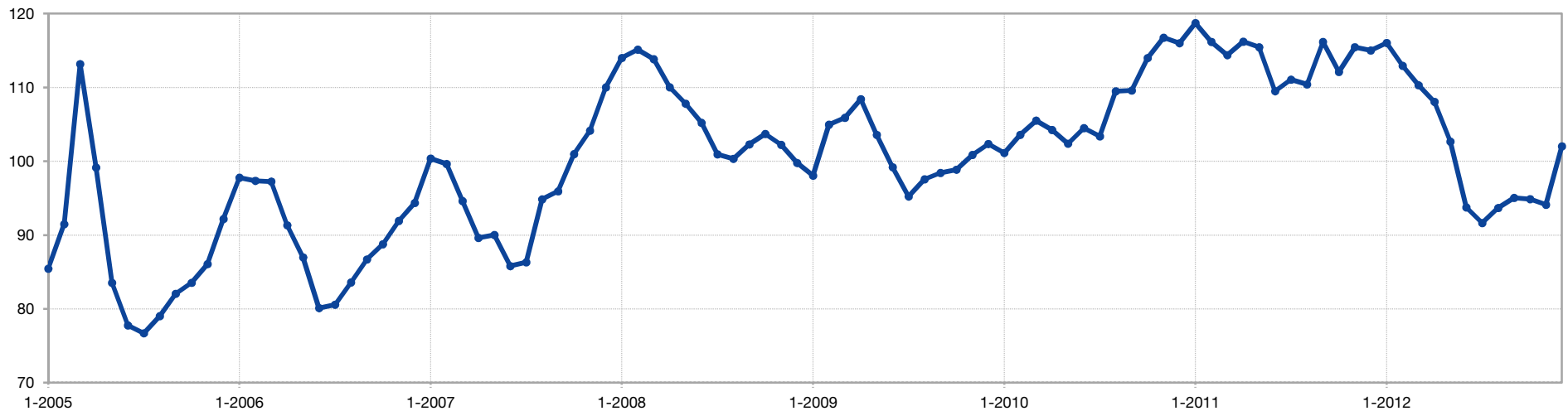


## Year to Date



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%
<b>December 2012</b>	<b>102</b>	<b>115</b>	<b>-11.3%</b>
12-Month Avg	101	114	-11.4%

## Historical Days on Market Until Sale by Month

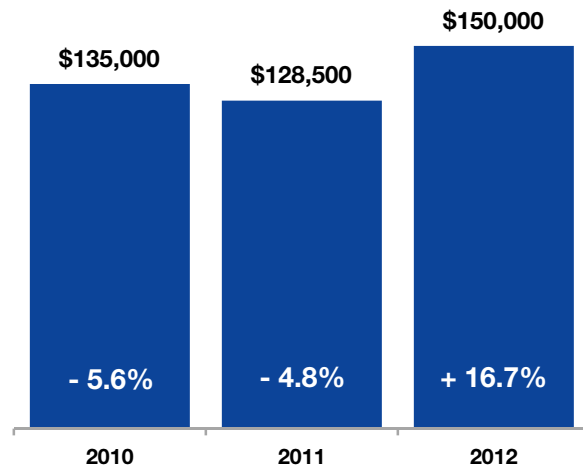


# Median Sales Price

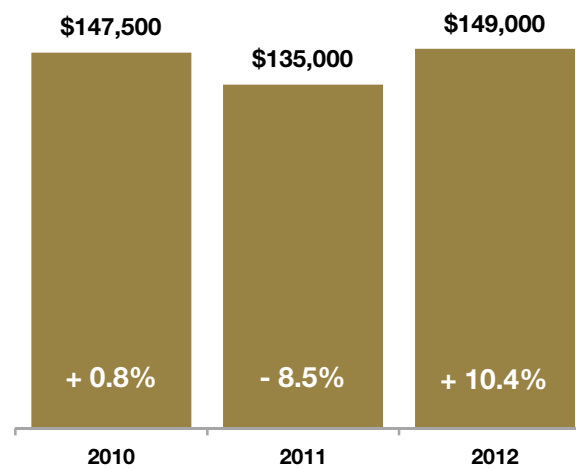
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December

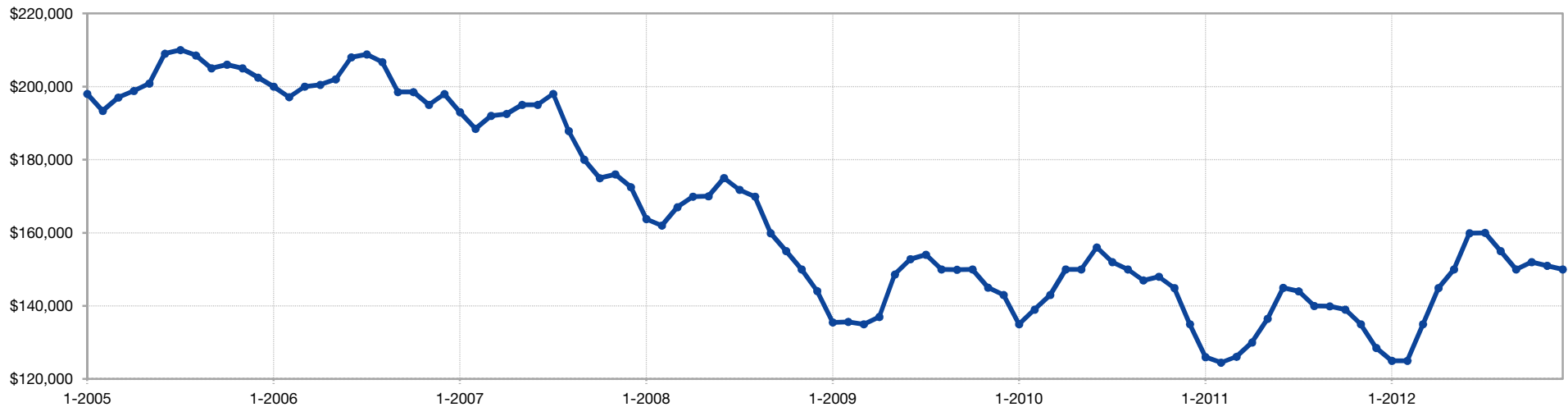


## Year to Date



	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%
<b>December 2012</b>	<b>\$150,000</b>	<b>\$128,500</b>	<b>+16.7%</b>
12-Month Avg	\$146,483	\$134,539	+8.9%

## Historical Median Sales Price by Month

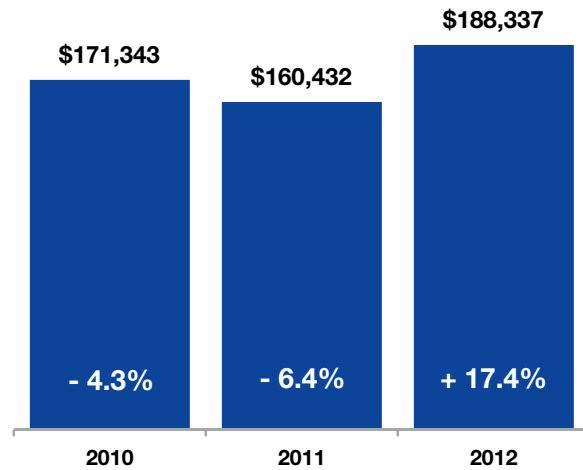


# Average Sales Price

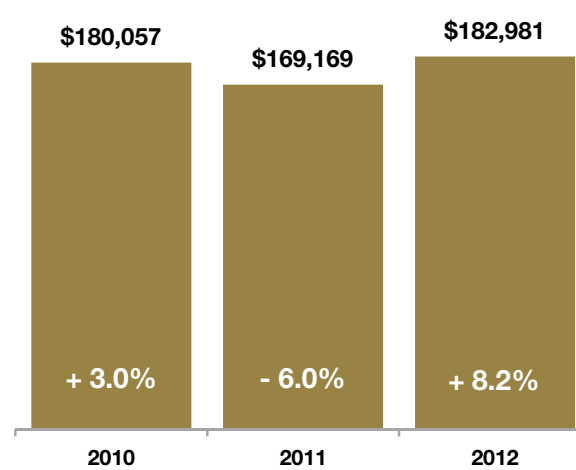
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

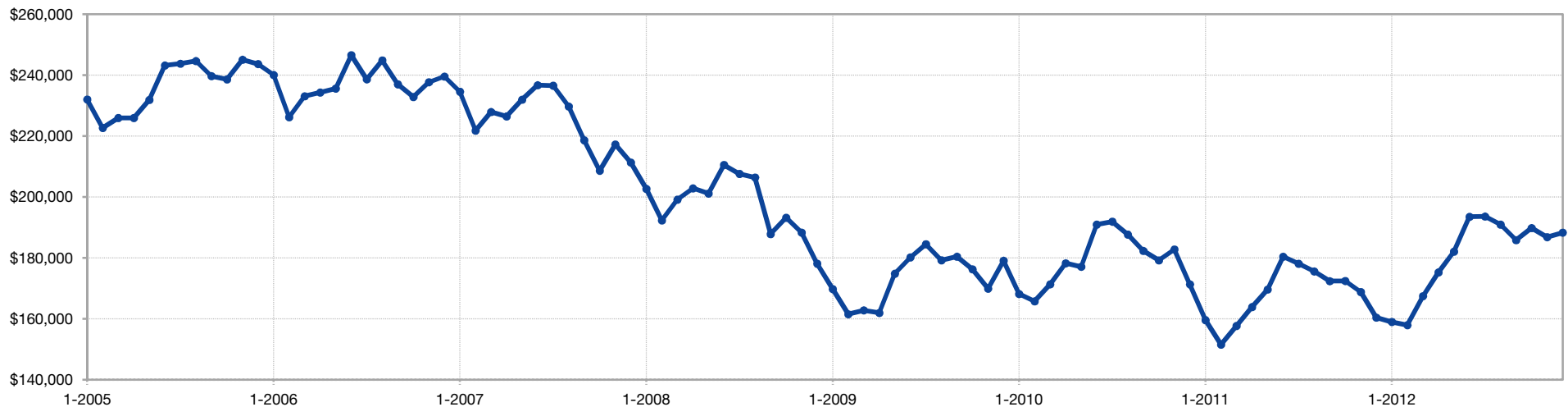


## Year to Date



	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%
<b>December 2012</b>	<b>\$188,337</b>	<b>\$160,432</b>	<b>+17.4%</b>
12-Month Avg	\$180,903	\$167,561	+8.0%

## Historical Average Sales Price by Month



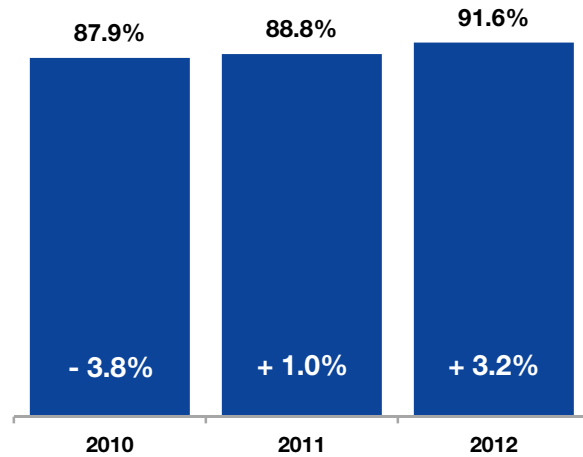


# Percent of Original List Price Received

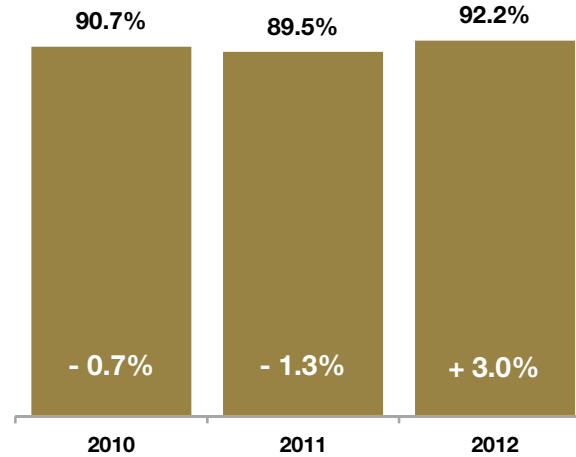


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December

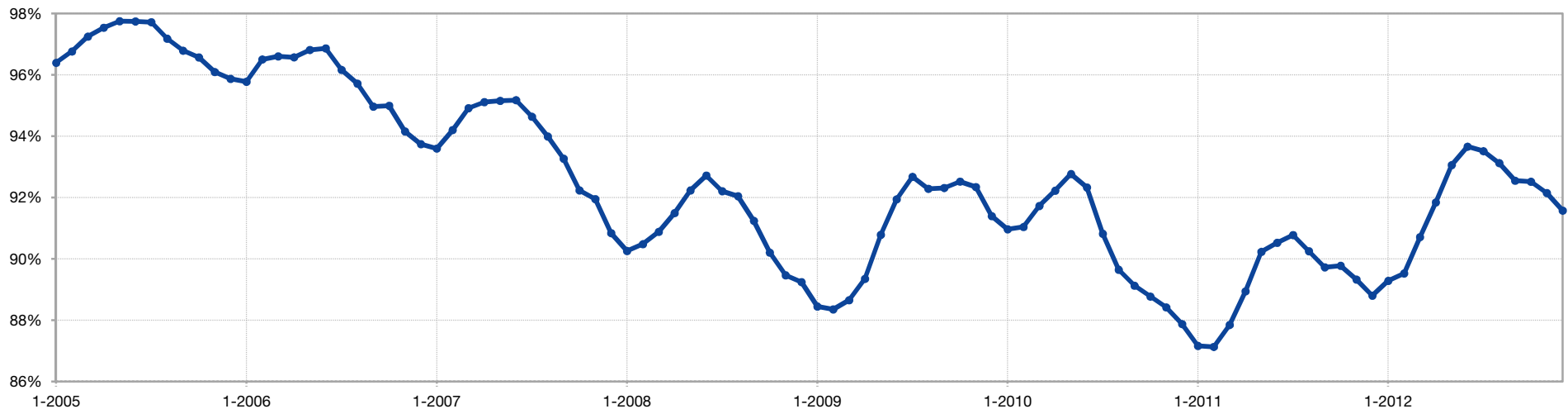


## Year to Date



	Pct. of Orig. Price Received	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%
<b>December 2012</b>	<b>91.6%</b>	<b>88.8%</b>	<b>+3.2%</b>
12-Month Avg	92.0%	89.2%	+3.1%

## Historical Percent of Original List Price Received by Month

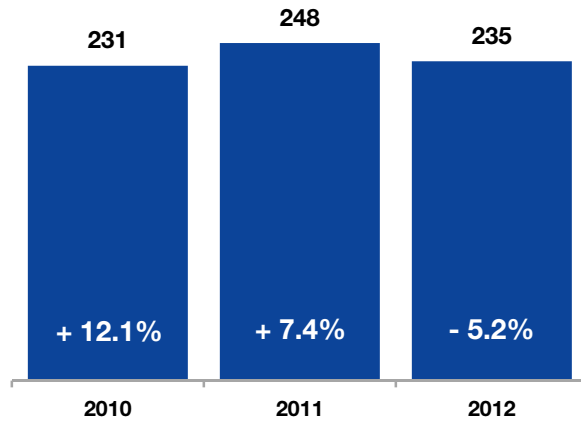


# Housing Affordability Index

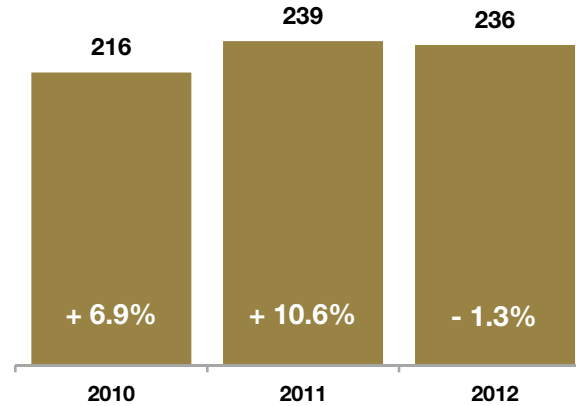
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December



## Year to Date



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

## Historical Housing Affordability Index by Month

