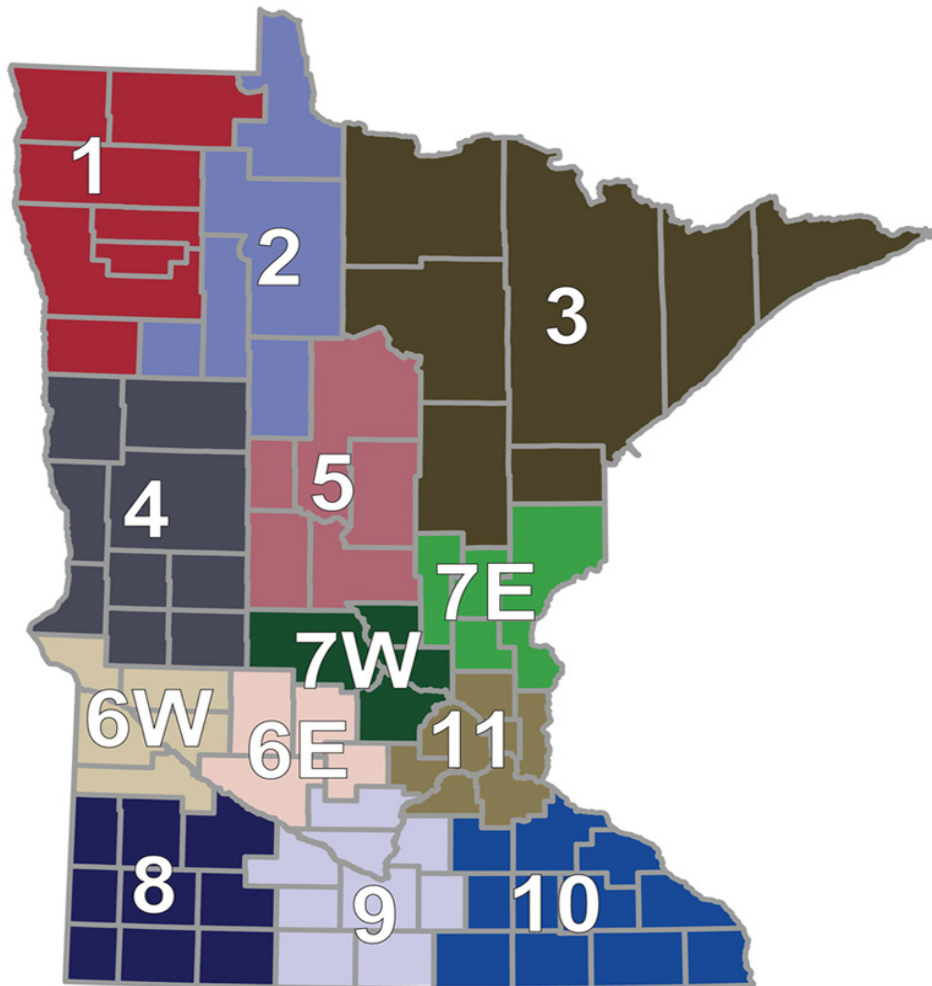


# Local Market Updates for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®



## 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

# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

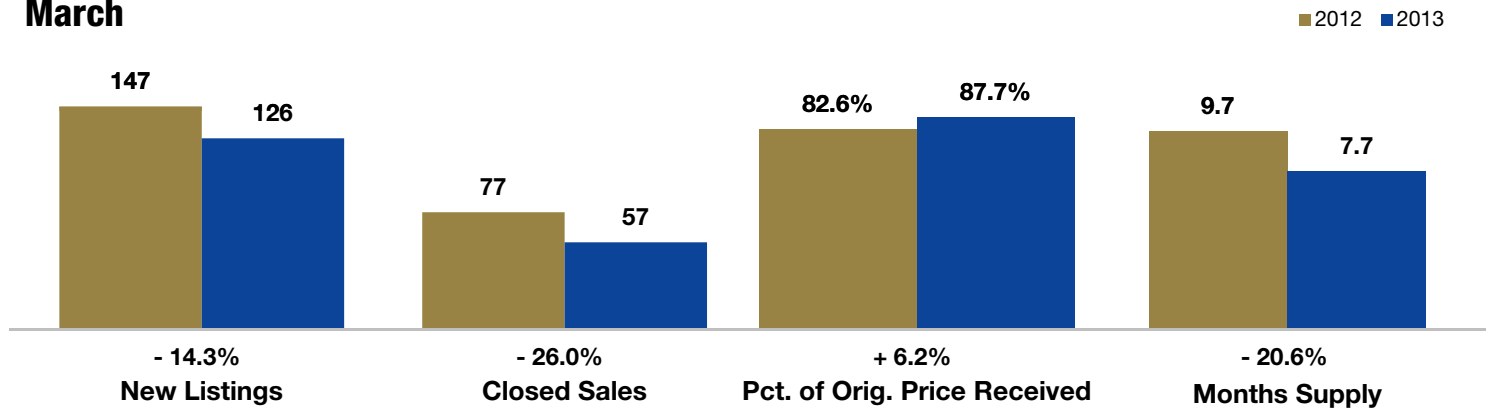


## 1 – Northwest Region

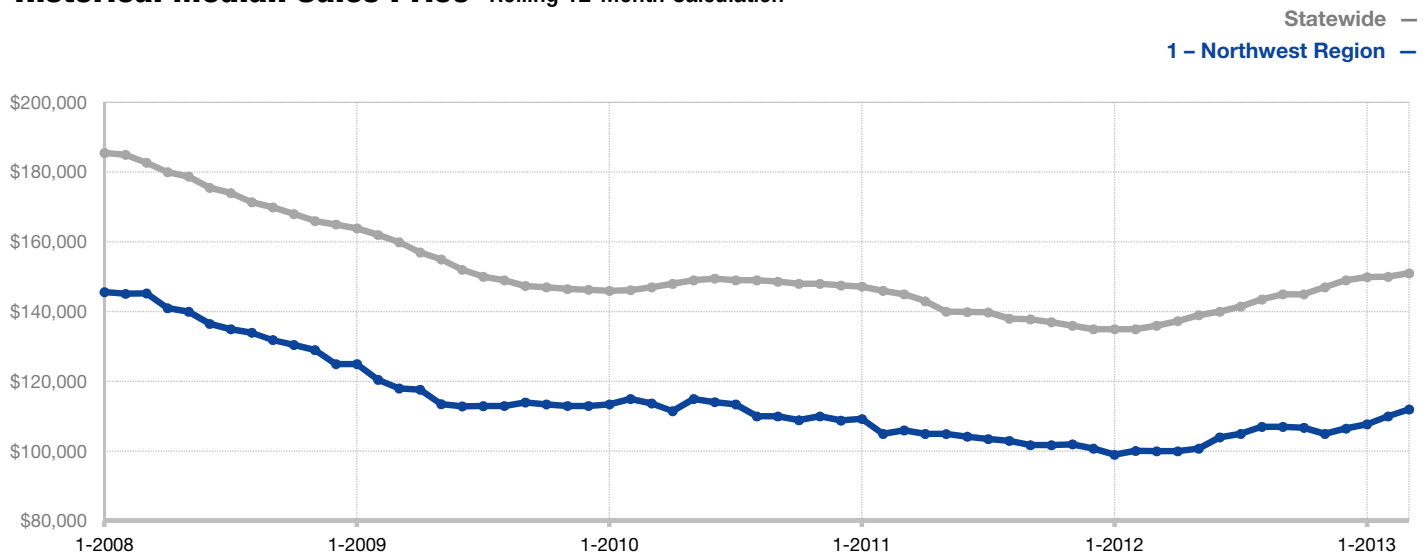
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	147	126	- 14.3%	410	351	- 14.4%
Closed Sales	77	57	- 26.0%	166	160	- 3.6%
Median Sales Price*	\$89,000	<b>\$92,500</b>	+ 3.9%	\$84,950	<b>\$105,000</b>	+ 23.6%
Percent of Original List Price Received*	82.6%	<b>87.7%</b>	+ 6.2%	84.4%	<b>88.3%</b>	+ 4.6%
Days on Market Until Sale	161	<b>115</b>	- 28.6%	156	<b>125</b>	- 19.9%
Months Supply of Inventory	9.7	<b>7.7</b>	- 20.6%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

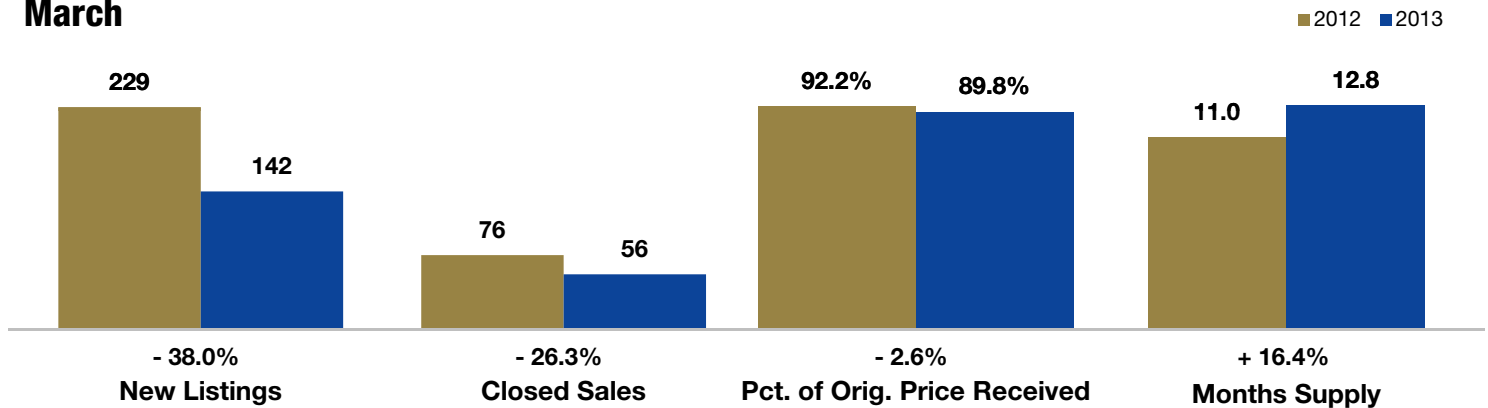


## 2 – Headwaters Region

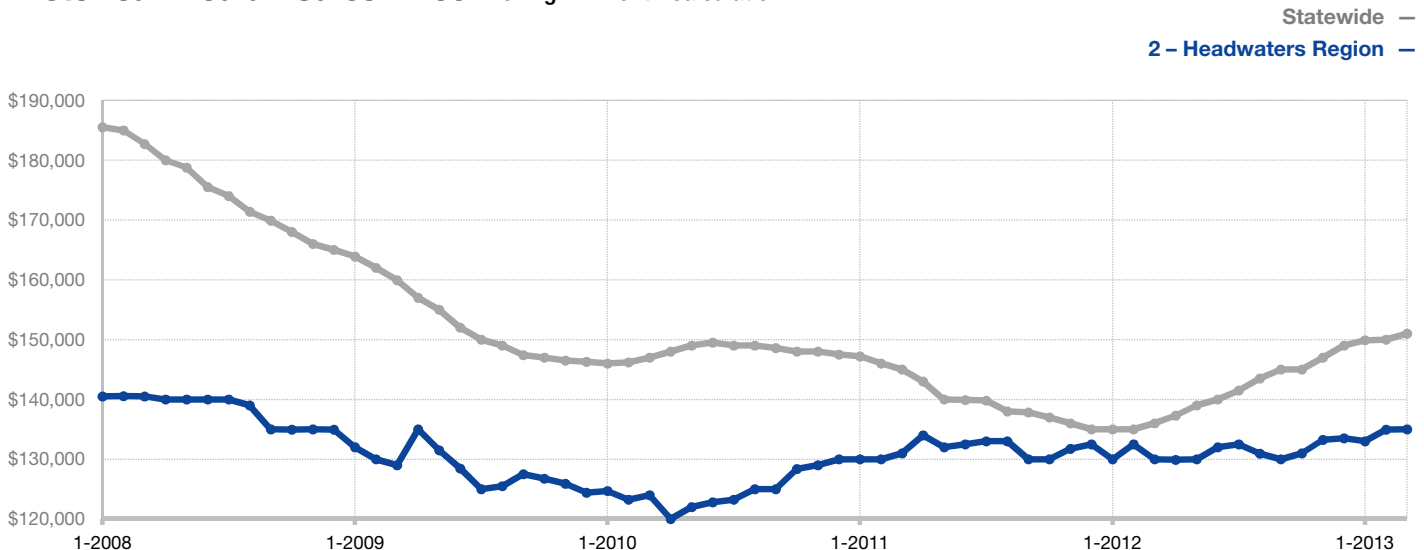
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	229	142	- 38.0%	533	364	- 31.7%
Closed Sales	76	56	- 26.3%	194	138	- 28.9%
Median Sales Price*	\$107,950	\$126,000	+ 16.7%	\$112,950	\$125,000	+ 10.7%
Percent of Original List Price Received*	92.2%	89.8%	- 2.6%	87.7%	89.5%	+ 2.1%
Days on Market Until Sale	120	160	+ 33.3%	169	148	- 12.4%
Months Supply of Inventory	11.0	12.8	+ 16.4%	--	--	--

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### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

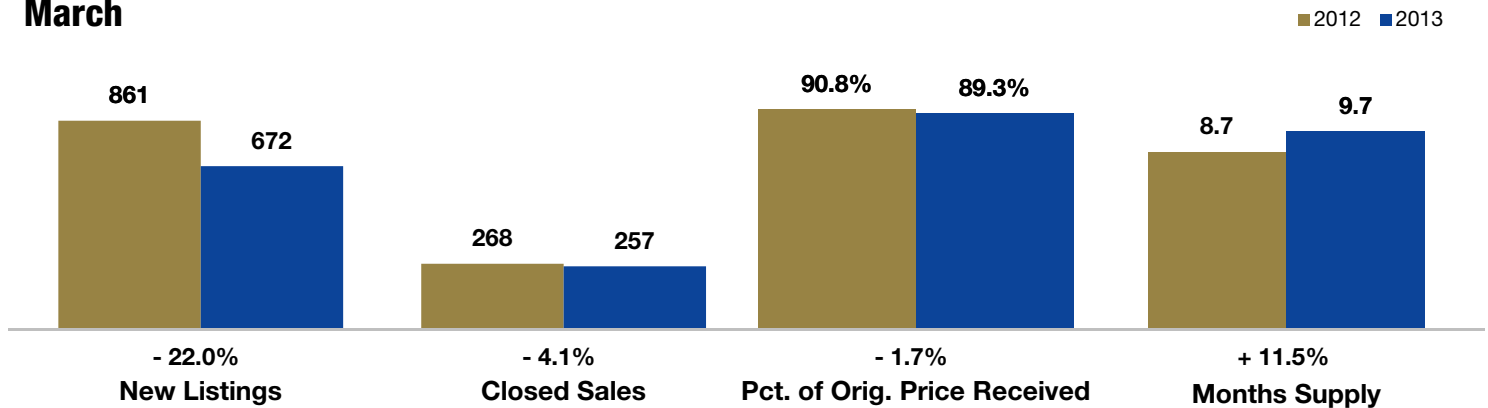


## 3 – Arrowhead Region

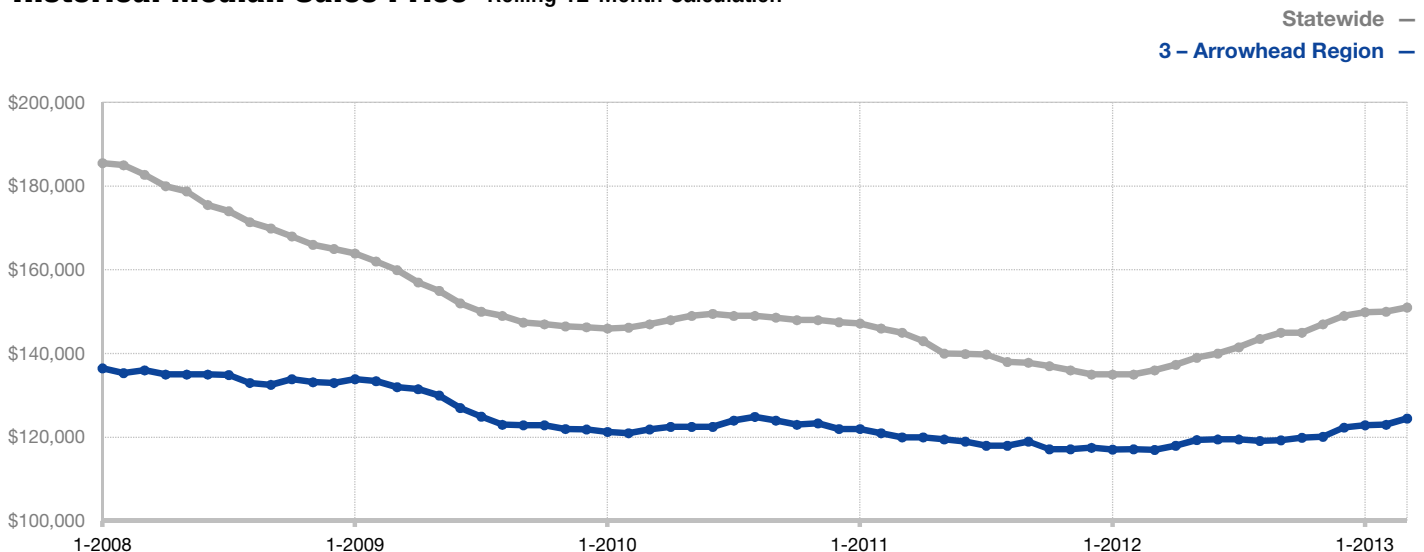
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	861	672	- 22.0%	2,046	1,614	- 21.1%
Closed Sales	268	257	- 4.1%	711	707	- 0.6%
Median Sales Price*	\$95,000	\$115,000	+ 21.1%	\$100,750	\$109,500	+ 8.7%
Percent of Original List Price Received*	90.8%	89.3%	- 1.7%	87.9%	89.1%	+ 1.4%
Days on Market Until Sale	124	132	+ 6.5%	146	132	- 9.6%
Months Supply of Inventory	8.7	9.7	+ 11.5%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

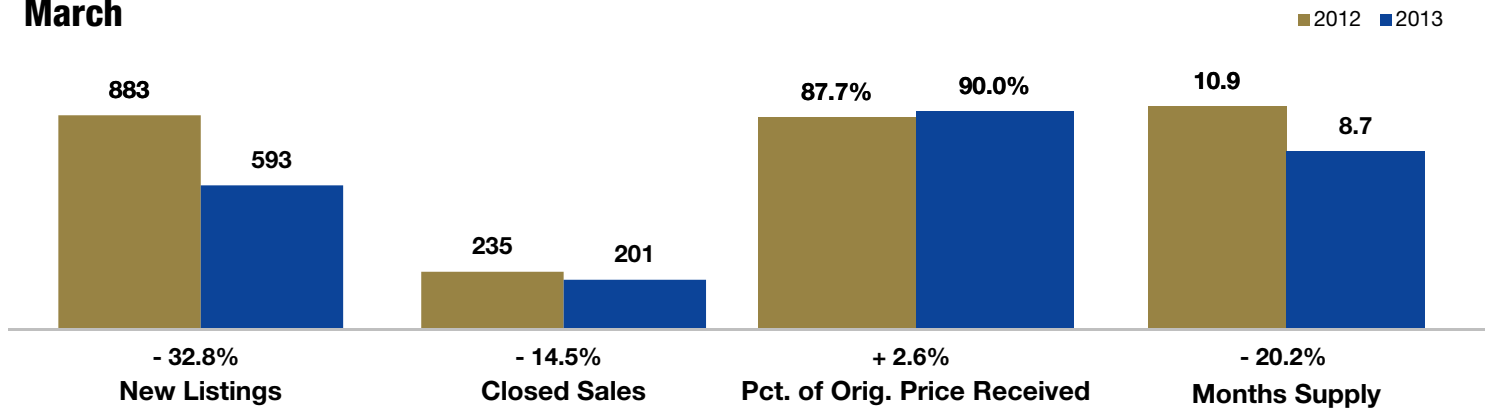


## 4 – West Central Region

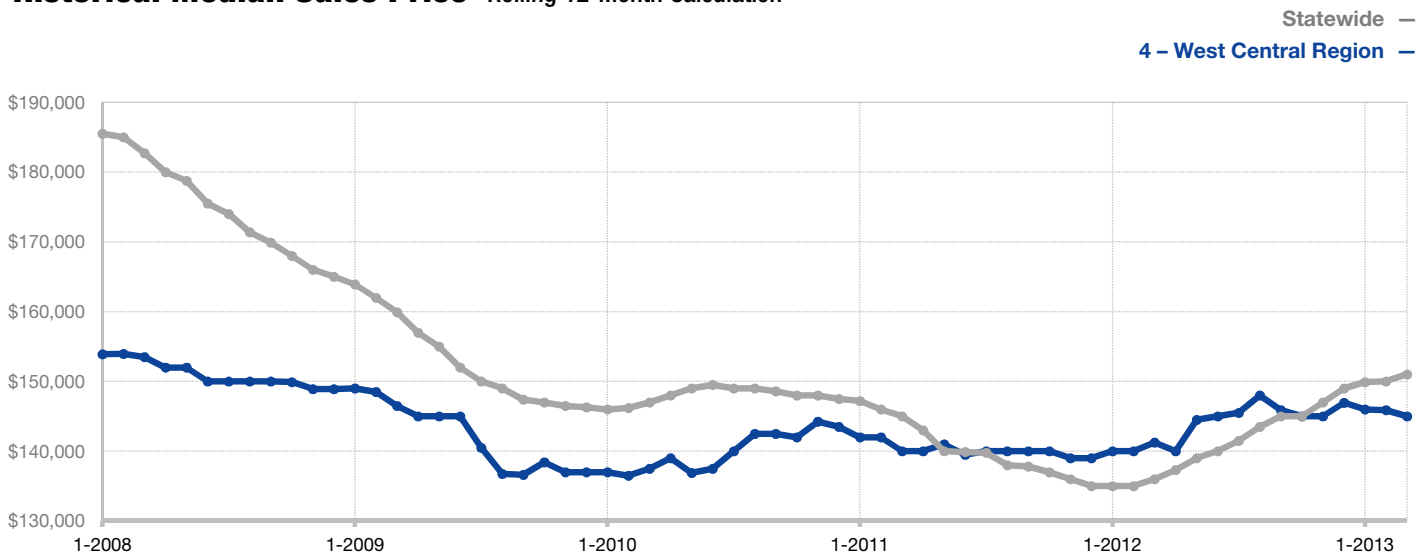
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	883	593	- 32.8%	1,863	1,401	- 24.8%
Closed Sales	235	201	- 14.5%	559	539	- 3.6%
Median Sales Price*	\$147,000	\$129,000	- 12.2%	\$130,000	\$128,000	- 1.5%
Percent of Original List Price Received*	87.7%	90.0%	+ 2.6%	86.4%	89.9%	+ 4.1%
Days on Market Until Sale	184	164	- 10.9%	174	158	- 9.2%
Months Supply of Inventory	10.9	8.7	- 20.2%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

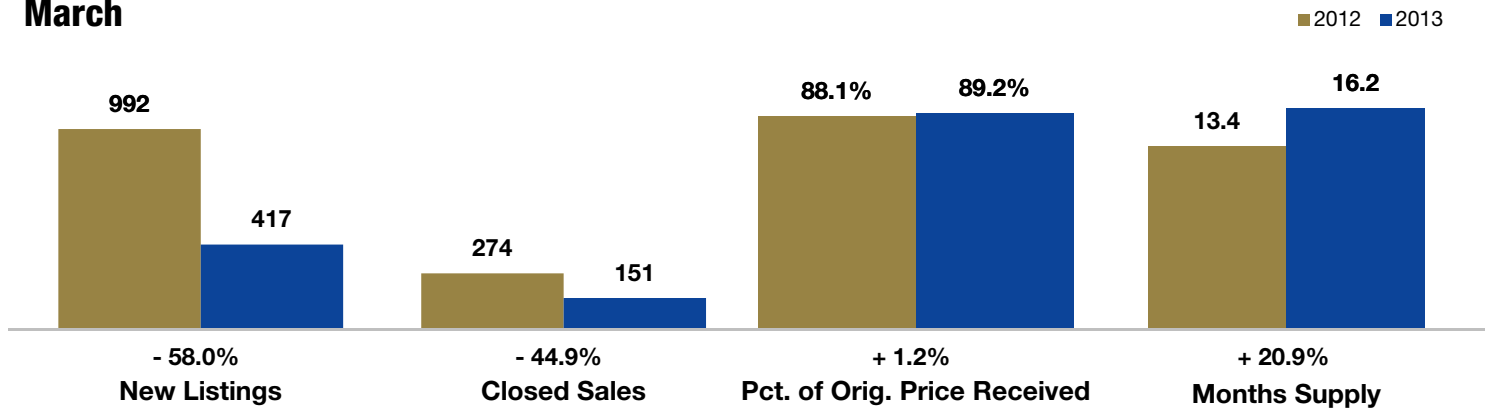


## 5 – North Central Region

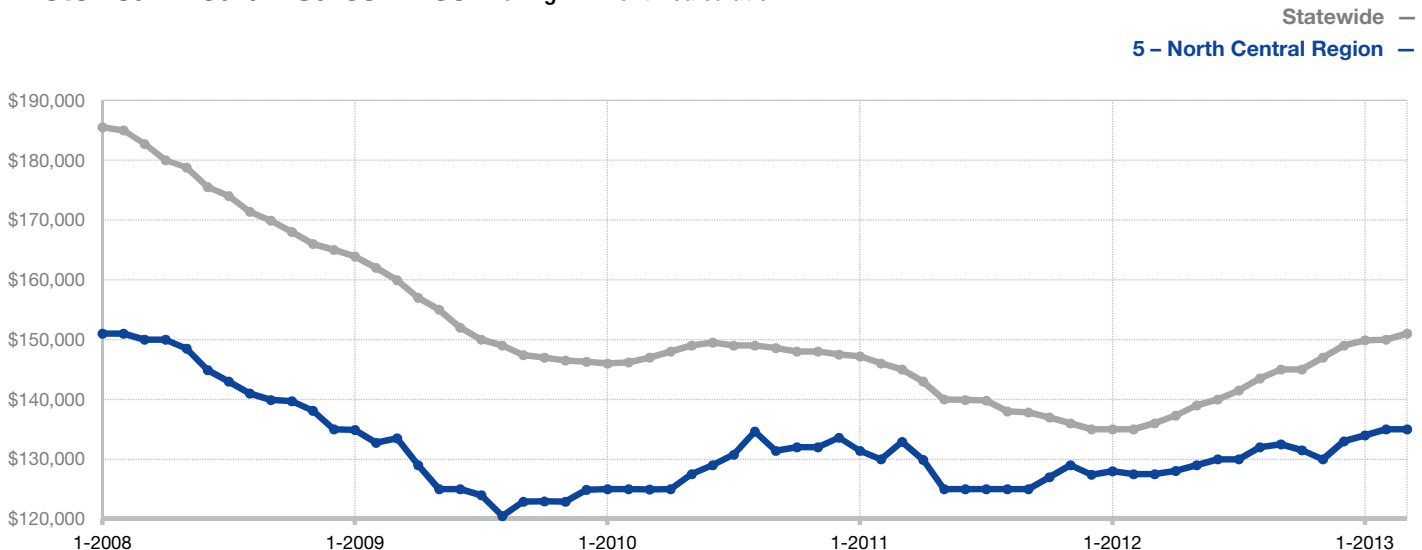
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	992	417	- 58.0%	2,204	970	- 56.0%
Closed Sales	274	151	- 44.9%	762	396	- 48.0%
Median Sales Price*	\$127,000	\$123,000	- 3.1%	\$118,000	\$122,750	+ 4.0%
Percent of Original List Price Received*	88.1%	89.2%	+ 1.2%	86.8%	88.7%	+ 2.2%
Days on Market Until Sale	151	141	- 6.6%	160	138	- 13.8%
Months Supply of Inventory	13.4	16.2	+ 20.9%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

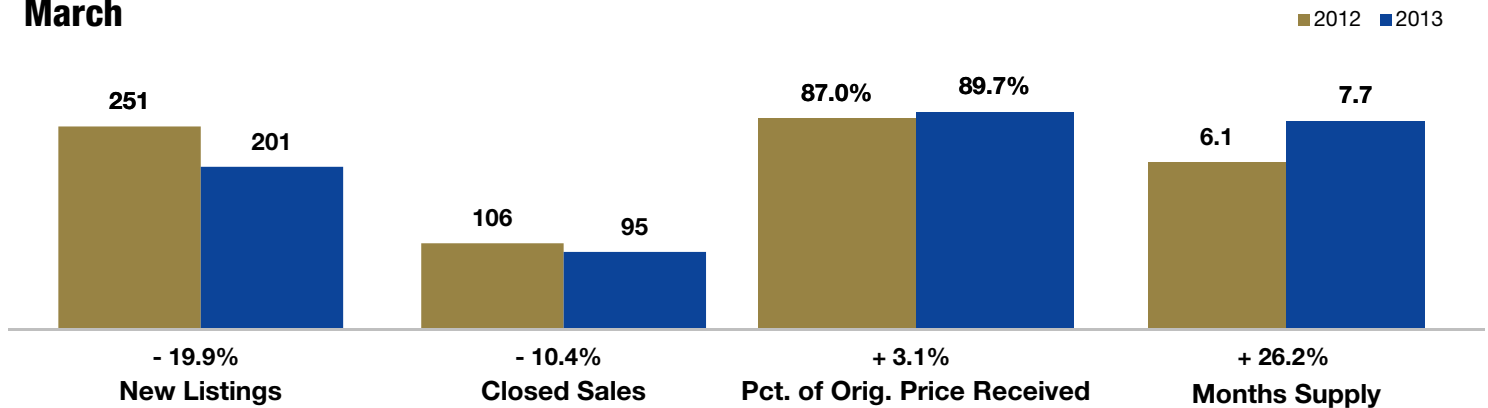


## 6E – Southwest Central Region

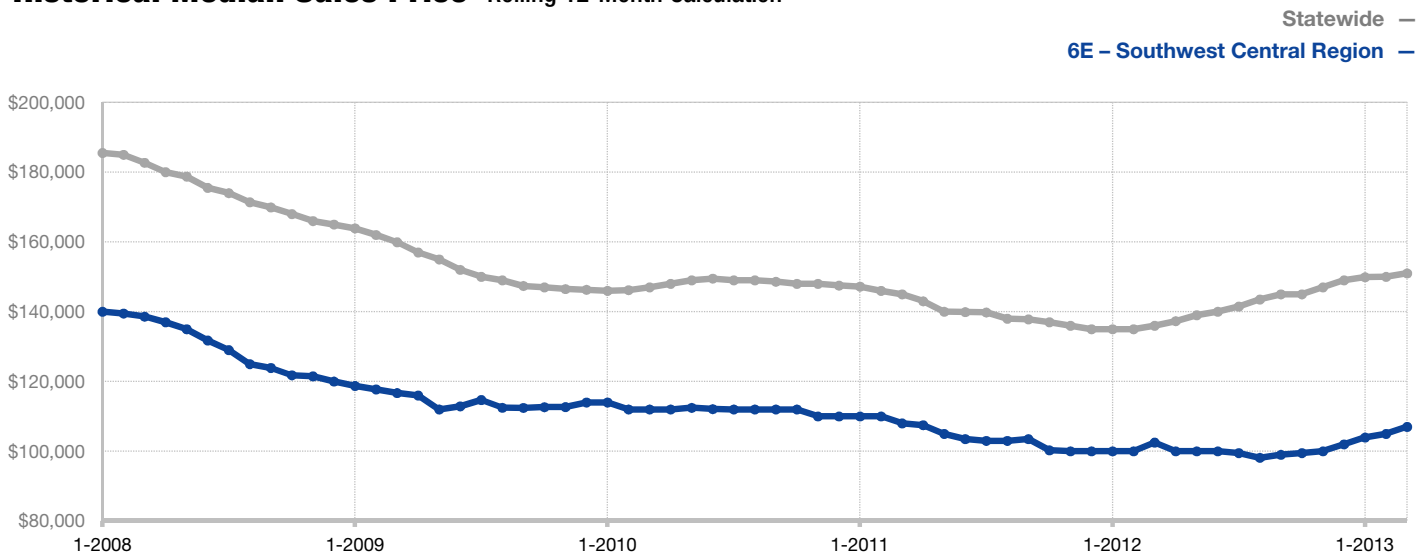
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	251	201	- 19.9%	571	528	- 7.5%
Closed Sales	106	95	- 10.4%	272	268	- 1.5%
Median Sales Price*	\$90,000	\$111,000	+ 23.3%	\$89,951	\$110,000	+ 22.3%
Percent of Original List Price Received*	87.0%	89.7%	+ 3.1%	87.6%	88.9%	+ 1.5%
Days on Market Until Sale	139	114	- 18.0%	132	111	- 15.9%
Months Supply of Inventory	6.1	7.7	+ 26.2%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

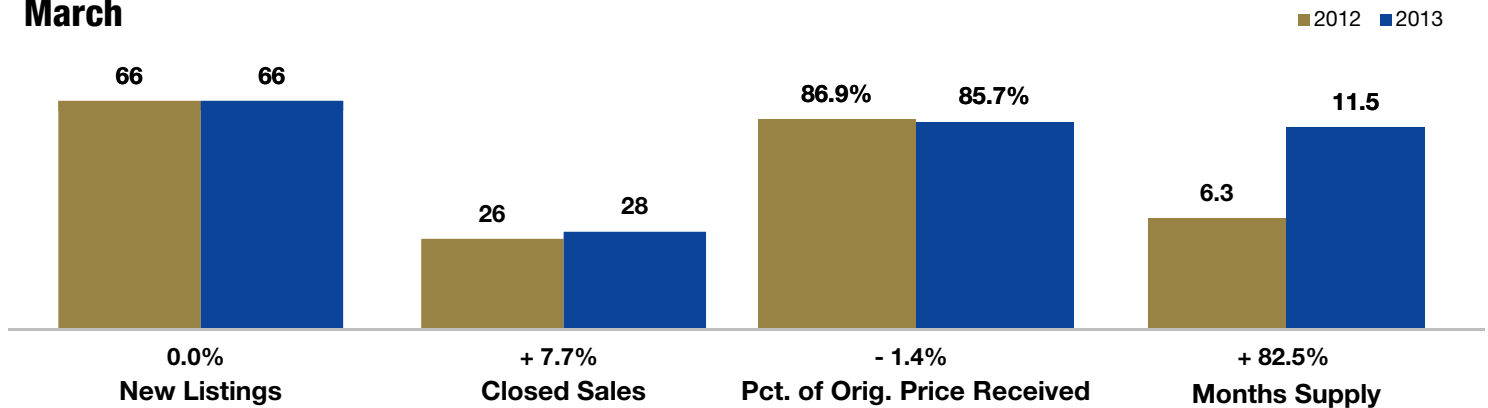


## 6W – Upper Minnesota Valley Region

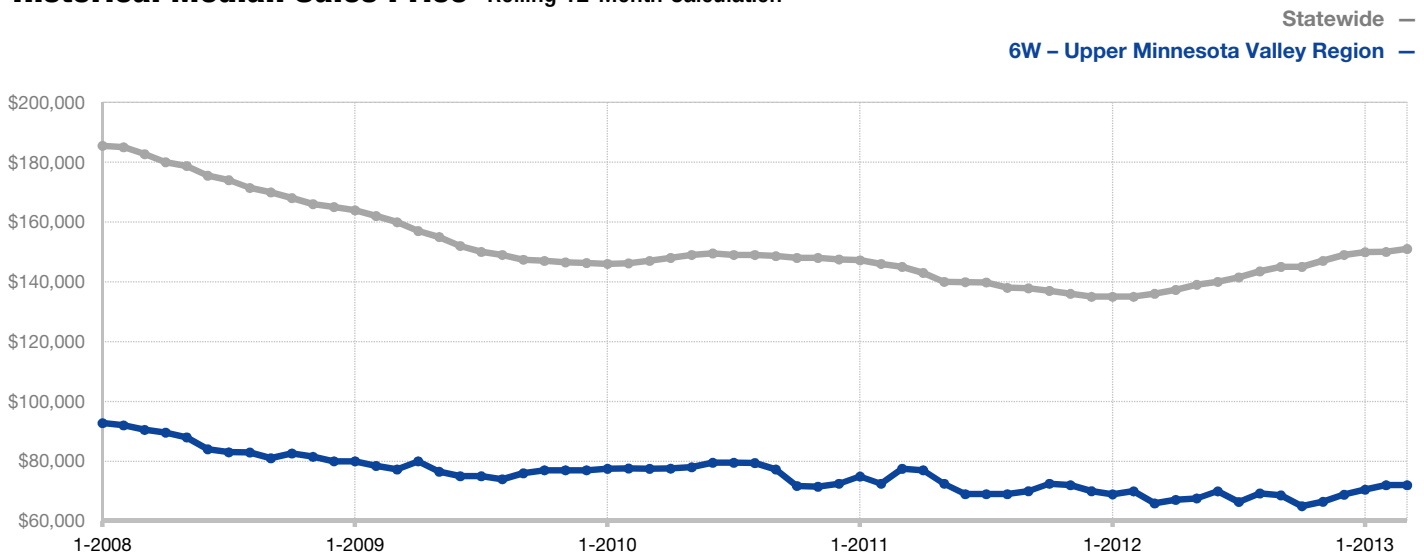
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	66	66	0.0%	154	155	+ 0.6%
Closed Sales	26	28	+ 7.7%	82	73	- 11.0%
Median Sales Price*	\$60,250	\$58,450	- 3.0%	\$57,001	\$67,500	+ 18.4%
Percent of Original List Price Received*	86.9%	85.7%	- 1.4%	86.0%	84.9%	- 1.3%
Days on Market Until Sale	155	191	+ 23.2%	187	178	- 4.8%
Months Supply of Inventory	6.3	11.5	+ 82.5%	--	--	--

\* 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.

### March



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





# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

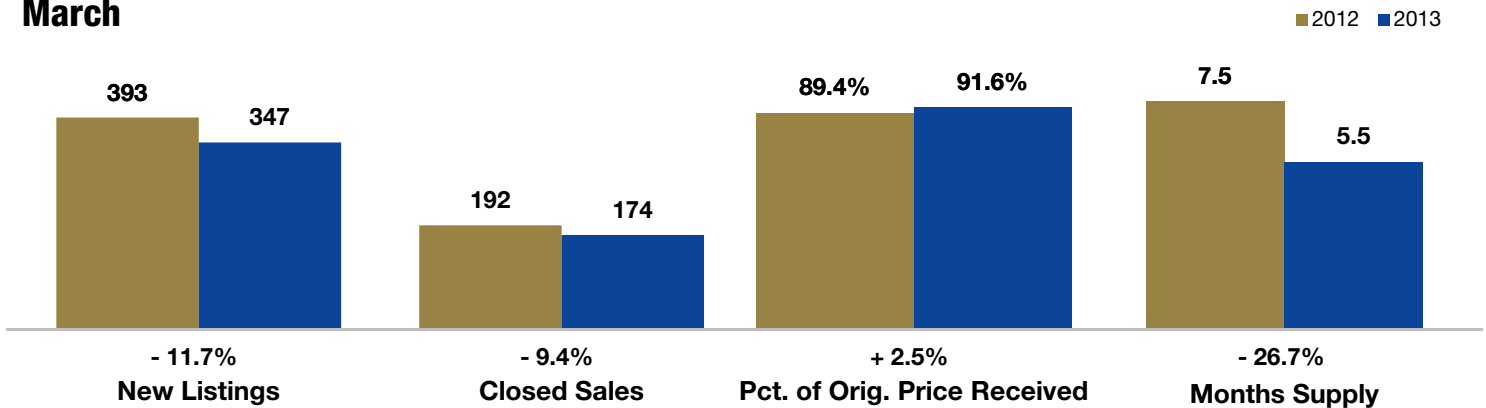


## 7E – East Central Region

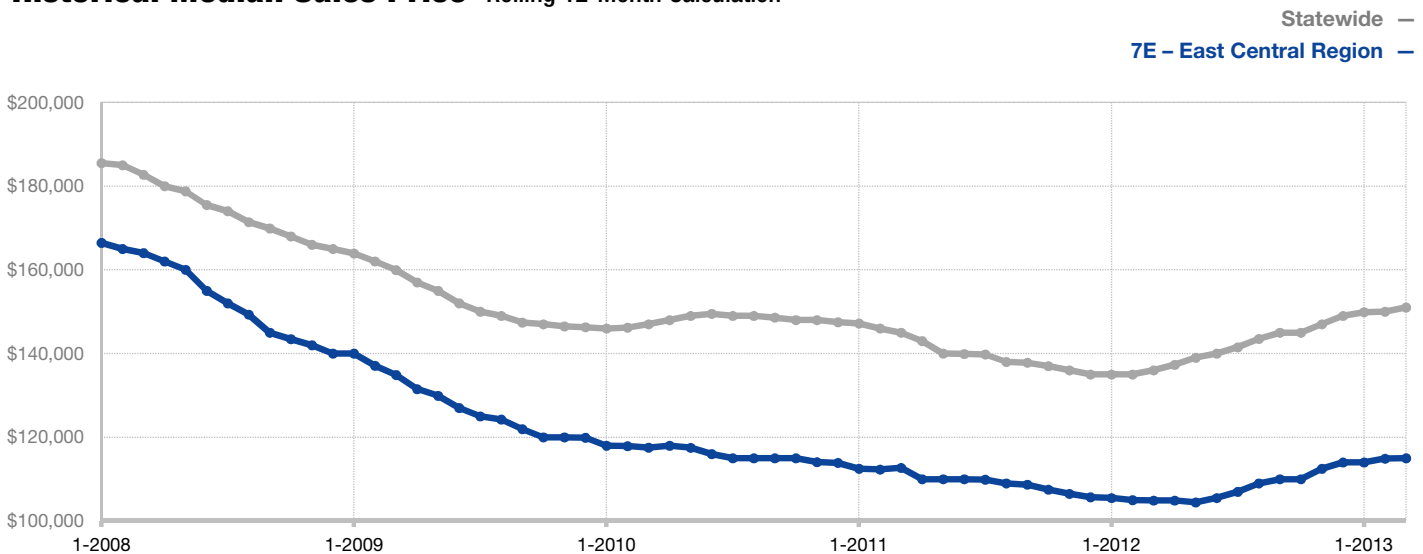
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	393	<b>347</b>	- 11.7%	1,019	<b>892</b>	- 12.5%
Closed Sales	192	<b>174</b>	- 9.4%	471	<b>472</b>	+ 0.2%
Median Sales Price*	\$92,189	<b>\$117,500</b>	+ 27.5%	\$95,000	<b>\$104,716</b>	+ 10.2%
Percent of Original List Price Received*	89.4%	<b>91.6%</b>	+ 2.5%	88.4%	<b>90.5%</b>	+ 2.4%
Days on Market Until Sale	100	<b>88</b>	- 12.0%	99	<b>82</b>	- 17.2%
Months Supply of Inventory	7.5	<b>5.5</b>	- 26.7%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

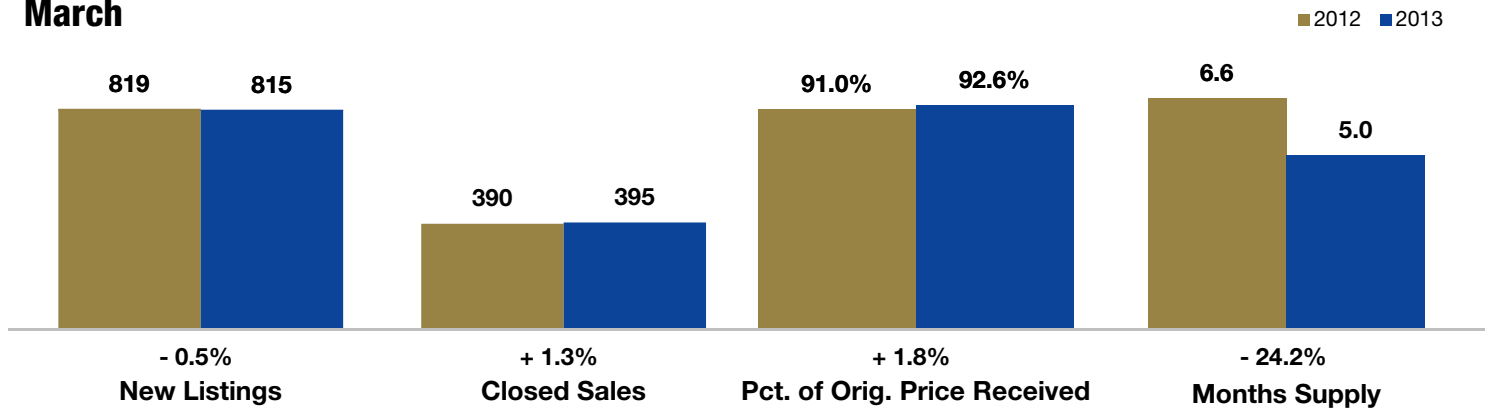


## 7W – Central Region

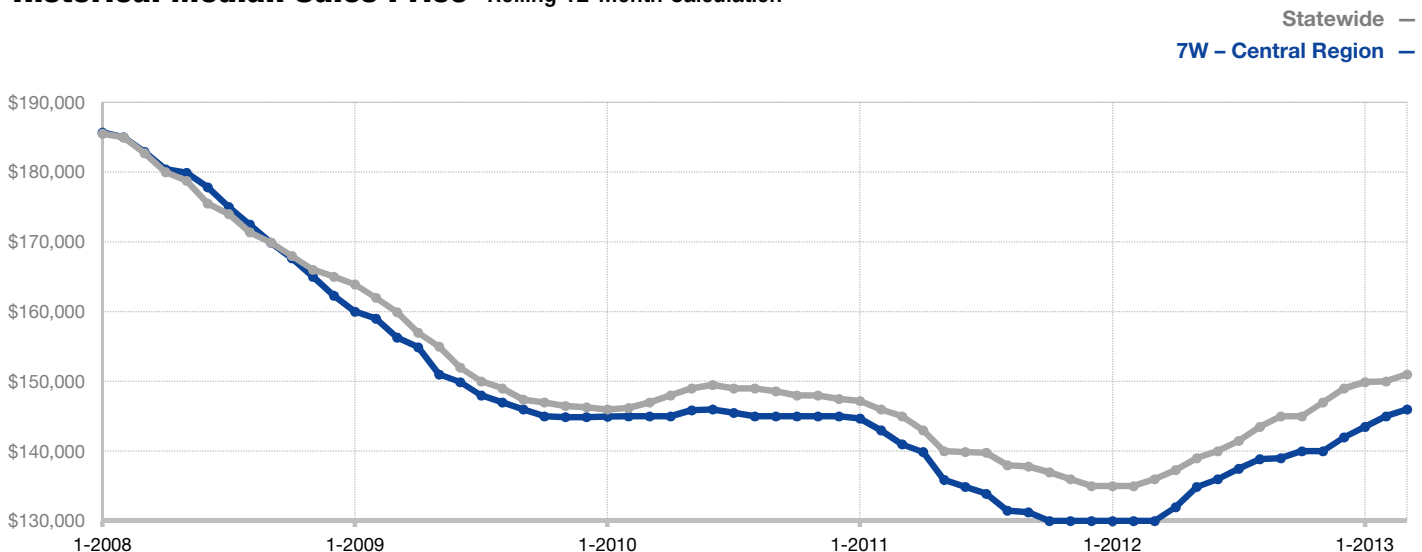
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	819	815	- 0.5%	2,053	2,011	- 2.0%
Closed Sales	390	395	+ 1.3%	971	1,024	+ 5.5%
Median Sales Price*	\$130,000	\$149,900	+ 15.3%	\$125,000	\$145,000	+ 16.0%
Percent of Original List Price Received*	91.0%	92.6%	+ 1.8%	90.7%	91.9%	+ 1.3%
Days on Market Until Sale	102	83	- 18.6%	97	85	- 12.4%
Months Supply of Inventory	6.6	5.0	- 24.2%	--	--	--

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### March



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



# Local Market Update for March 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

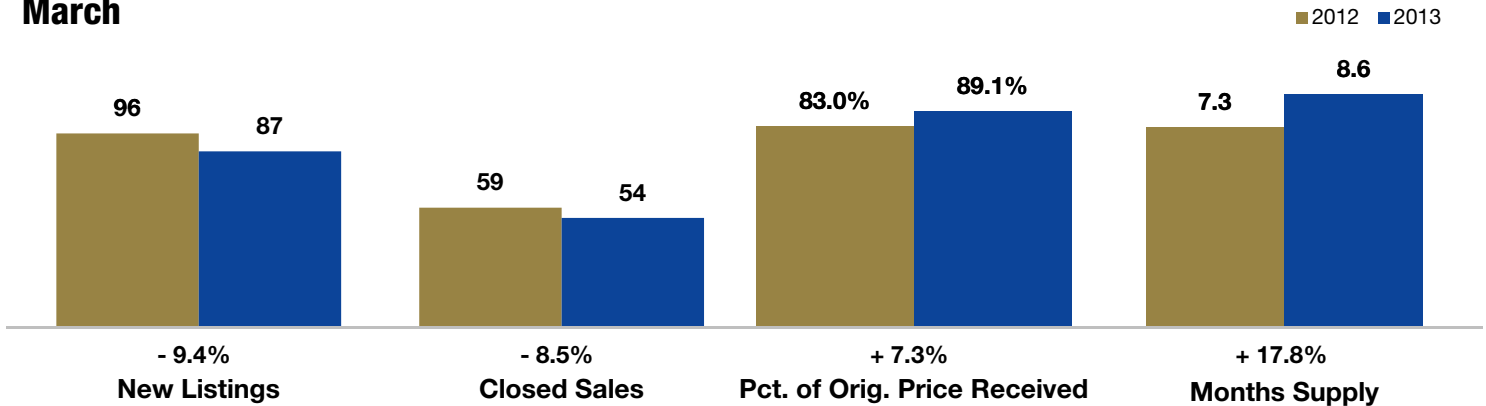


## 8 – Southwest Region

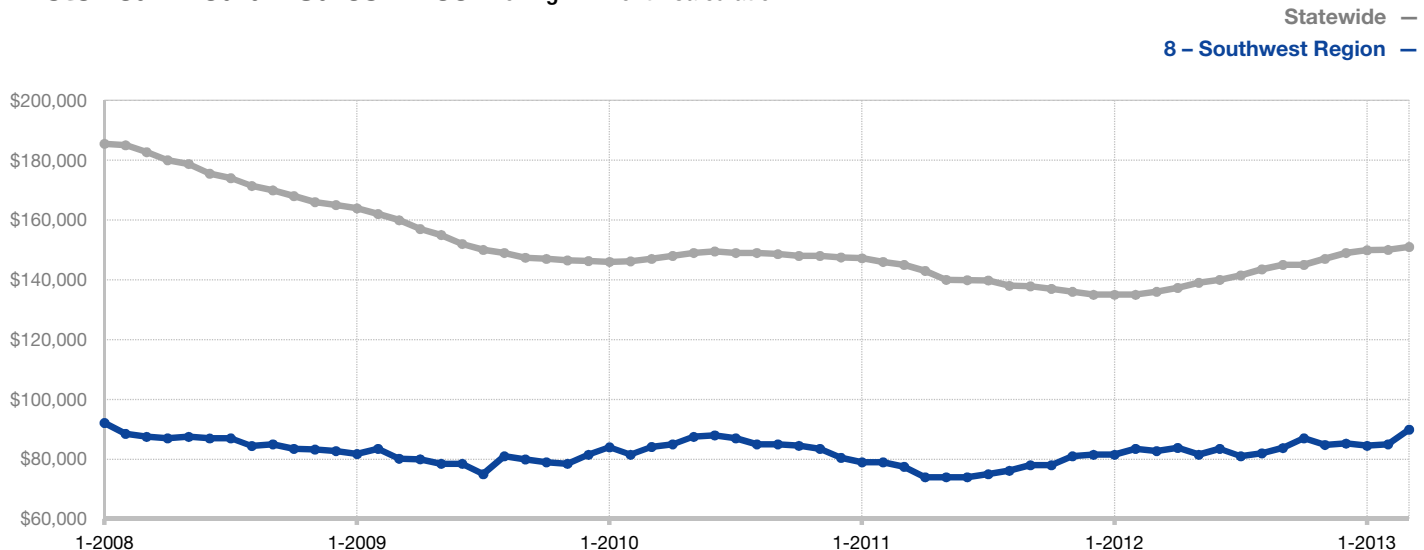
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	96	87	- 9.4%	245	253	+ 3.3%
Closed Sales	59	54	- 8.5%	130	146	+ 12.3%
Median Sales Price*	\$45,525	\$100,700	+ 121.2%	\$60,000	\$83,000	+ 38.3%
Percent of Original List Price Received*	83.0%	89.1%	+ 7.3%	84.5%	87.4%	+ 3.4%
Days on Market Until Sale	229	151	- 34.1%	205	157	- 23.4%
Months Supply of Inventory	7.3	8.6	+ 17.8%	--	--	--

\* 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.

### March



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



# Local Market Update for March 2013

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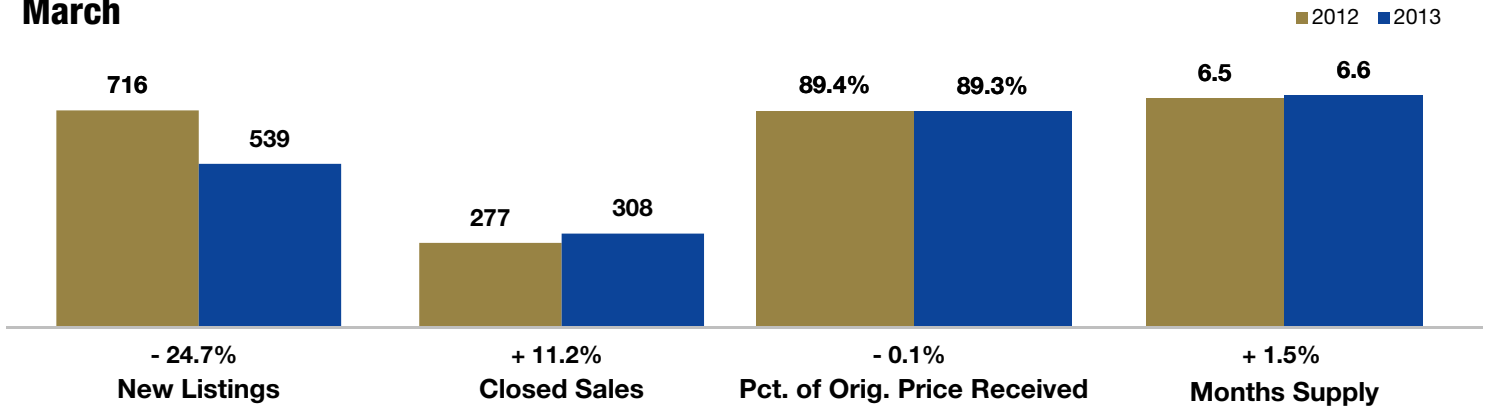


## 9 – South Central Region

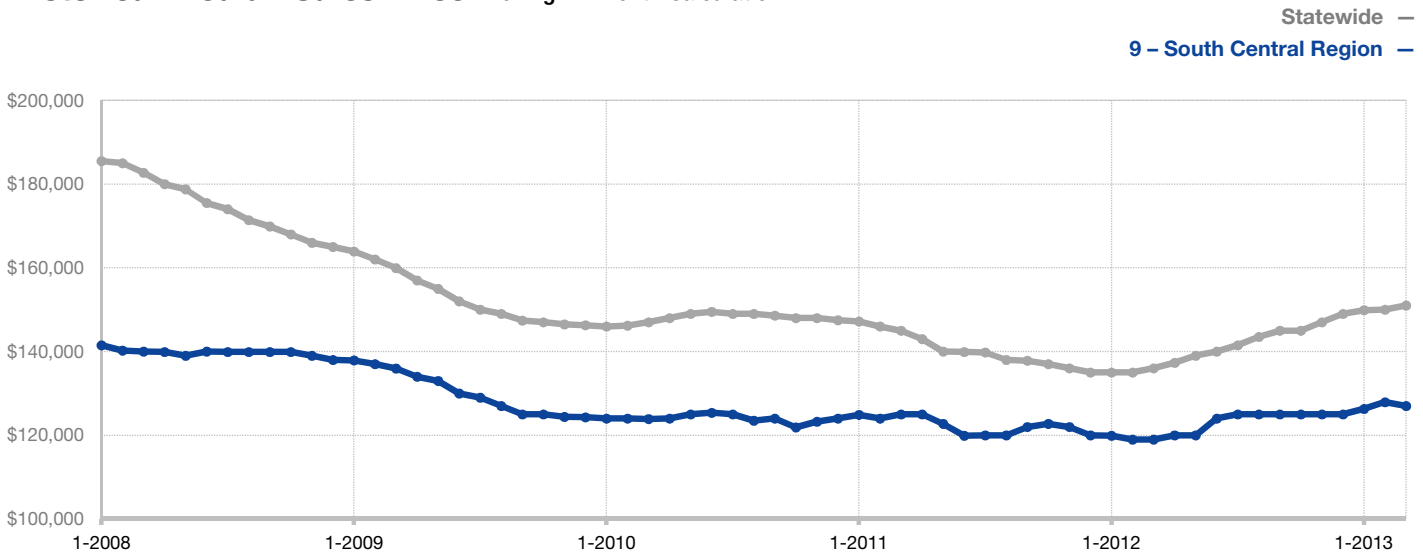
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	716	539	- 24.7%	1,617	1,361	- 15.8%
Closed Sales	277	308	+ 11.2%	663	765	+ 15.4%
Median Sales Price*	\$115,000	\$108,500	- 5.7%	\$105,750	\$116,500	+ 10.2%
Percent of Original List Price Received*	89.4%	89.3%	- 0.1%	89.3%	88.9%	- 0.4%
Days on Market Until Sale	154	156	+ 1.3%	151	164	+ 8.6%
Months Supply of Inventory	6.5	6.6	+ 1.5%	--	--	--

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### March



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



# Local Market Update for March 2013

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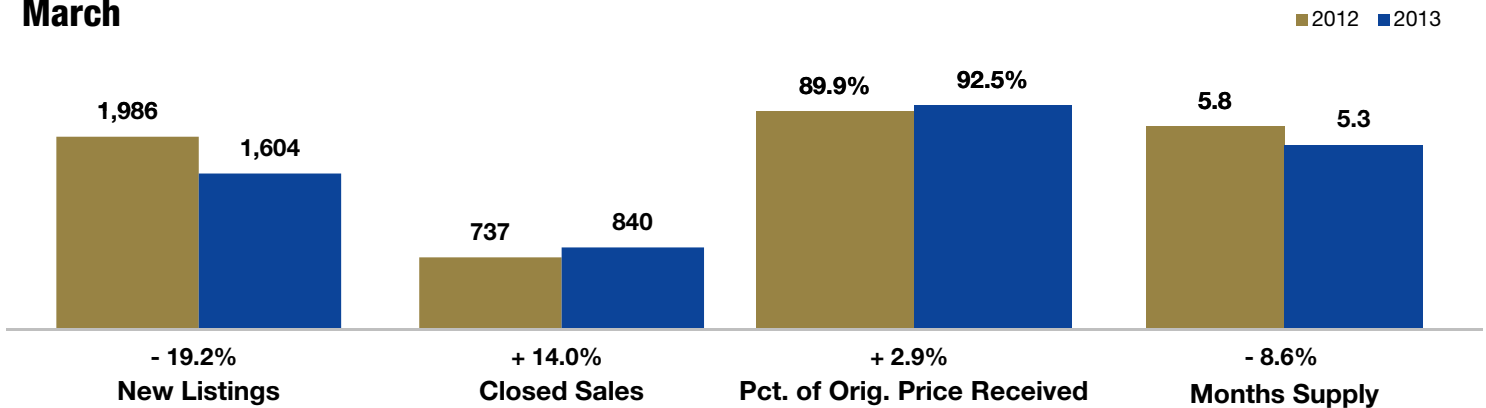


## 10 – Southeast Region

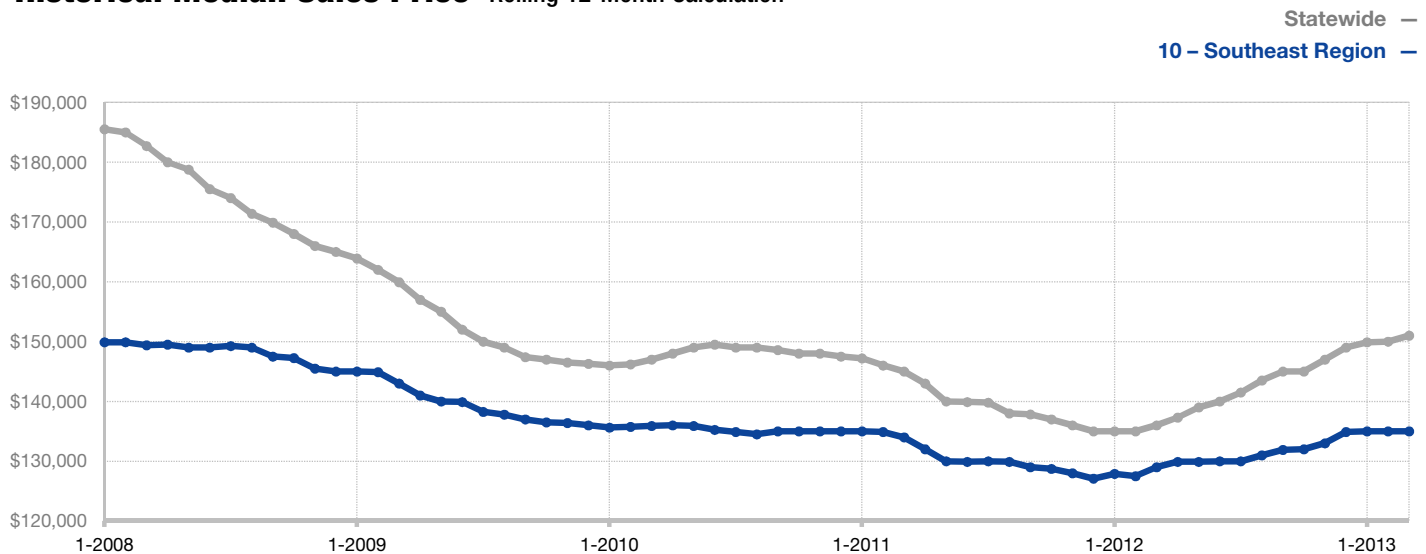
Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	1,986	1,604	- 19.2%	4,165	3,837	- 7.9%
Closed Sales	737	840	+ 14.0%	1,930	2,091	+ 8.3%
Median Sales Price*	\$128,000	\$134,750	+ 5.3%	\$124,900	\$131,500	+ 5.3%
Percent of Original List Price Received*	89.9%	92.5%	+ 2.9%	89.3%	91.6%	+ 2.6%
Days on Market Until Sale	145	124	- 14.5%	145	129	- 11.0%
Months Supply of Inventory	5.8	5.3	- 8.6%	--	--	--

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### March



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



# Local Market Update for March 2013

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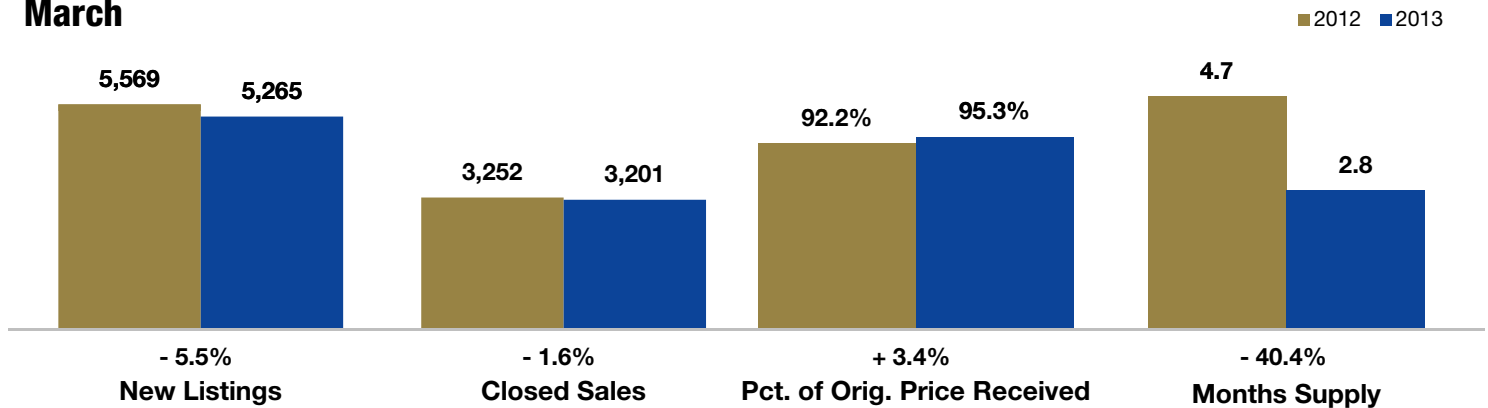


## 11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2012	2013	Percent Change	Thru 3-2012	Thru 3-2013	Percent Change
New Listings	5,569	<b>5,265</b>	- 5.5%	14,627	<b>13,547</b>	- 7.4%
Closed Sales	3,252	<b>3,201</b>	- 1.6%	7,938	<b>8,168</b>	+ 2.9%
Median Sales Price*	\$154,900	<b>\$182,000</b>	+ 17.5%	\$146,000	<b>\$170,000</b>	+ 16.4%
Percent of Original List Price Received*	92.2%	<b>95.3%</b>	+ 3.4%	91.5%	<b>94.5%</b>	+ 3.3%
Days on Market Until Sale	82	<b>66</b>	- 19.5%	84	<b>68</b>	- 19.0%
Months Supply of Inventory	4.7	<b>2.8</b>	- 40.4%	--	--	--

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### March



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

