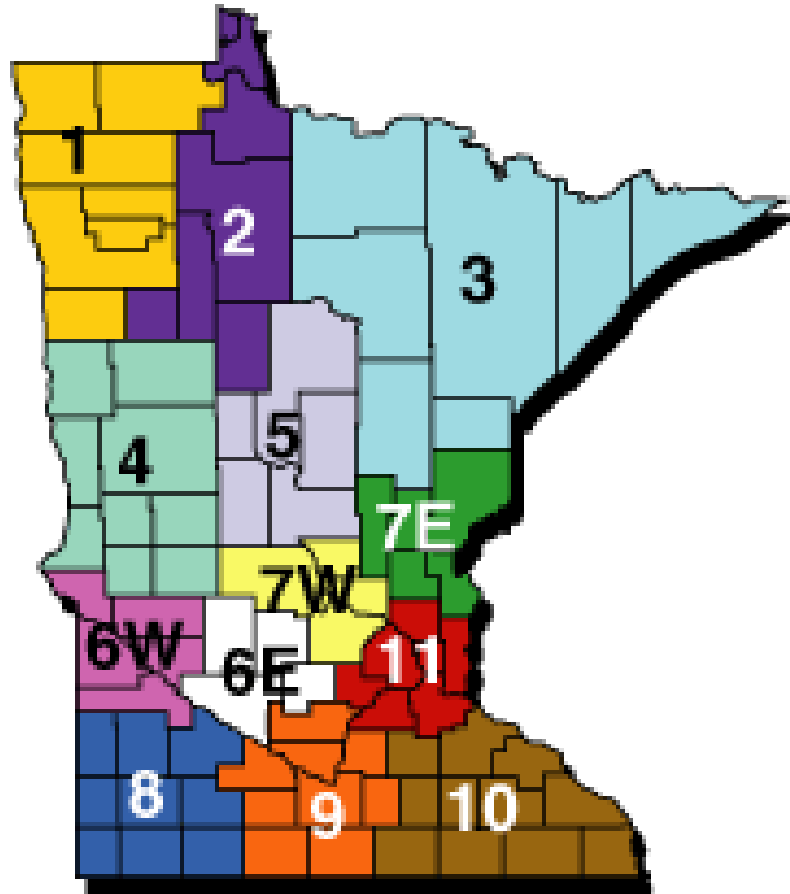















Local Market Updates

Brought to you by the unique data-sharing traditions of the MN REALTOR® Community



Minnesota Regional Development Organizations



	1 Northwest Region		7E East Central Region
	2 Headwaters Region		7W Central Region
	3 Arrowhead Region		8 Southwest Region
	4 West Central Region		9 South Central Region
	5 North Central Region		10 Southeast Region
	6E Southwest Central Region		11 7-County Twin Cities
	6W Upper Minnesota Valley		

Local Market Update for March 2012

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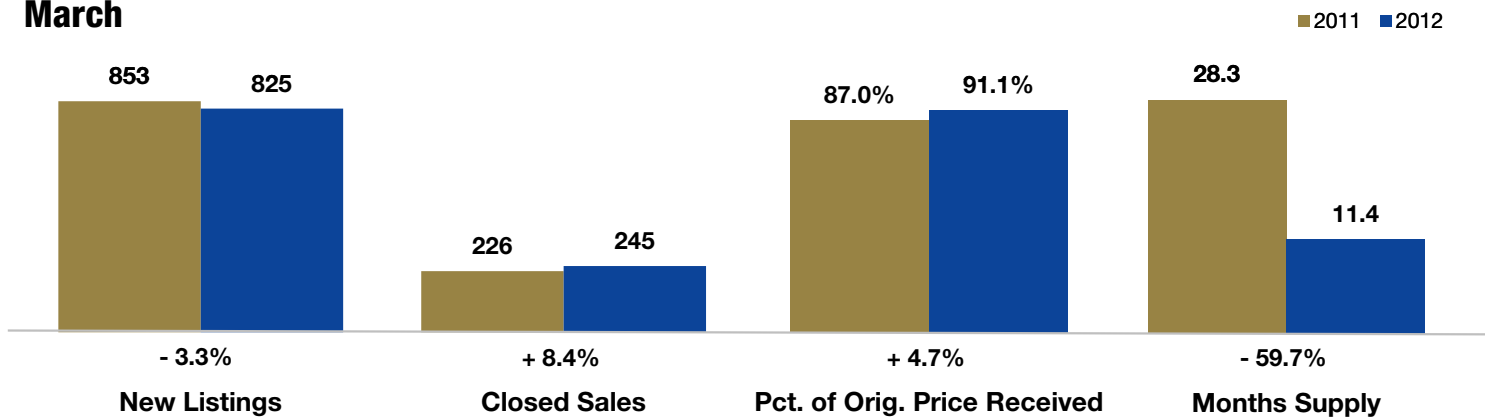


Arrowhead Region

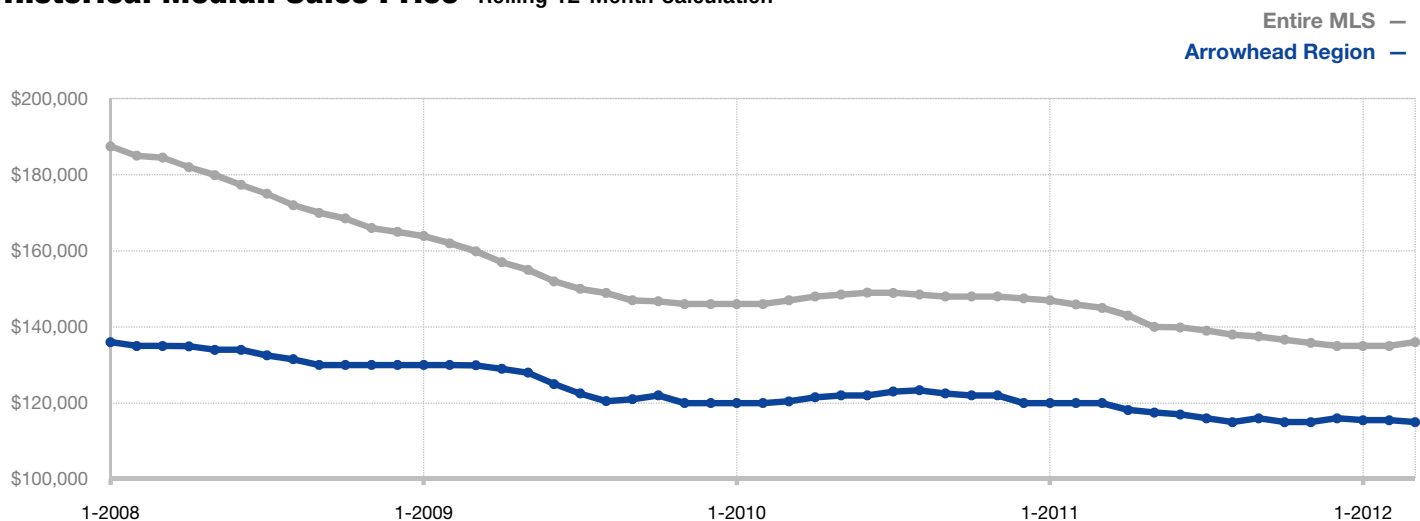
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	853	825	- 3.3%	1,973	2,001	+ 1.4%
Closed Sales	226	245	+ 8.4%	599	684	+ 14.2%
Median Sales Price*	\$107,000	\$99,000	- 7.5%	\$103,500	\$103,000	- 0.5%
Percent of Original List Price Received*	87.0%	91.1%	+ 4.7%	85.6%	88.0%	+ 2.8%
Days on Market Until Sale	127	126	- 0.8%	132	148	+ 12.1%
Months Supply of Inventory	28.3	11.4	- 59.7%	--	--	--

* 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 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

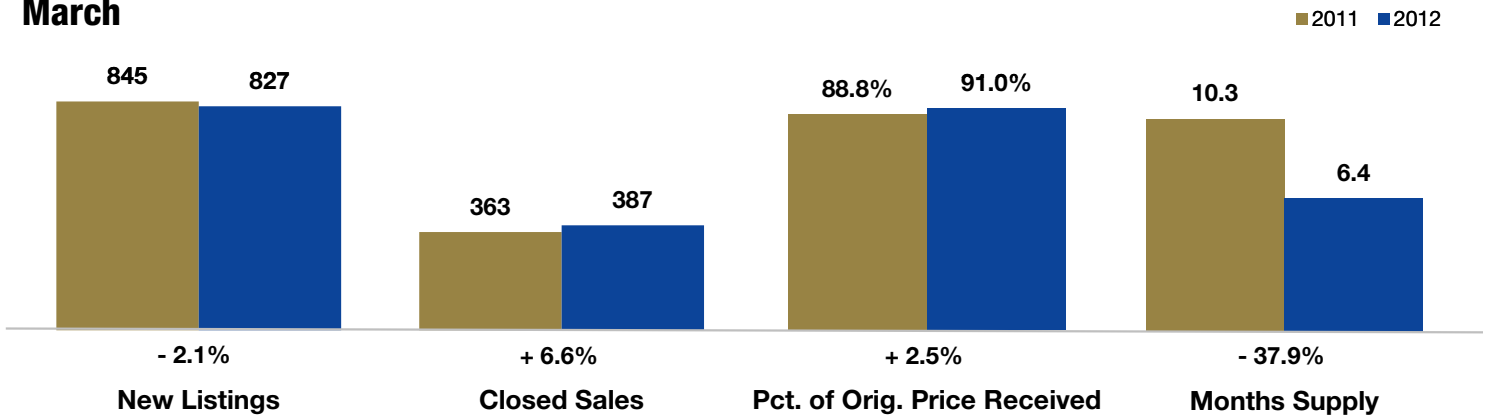


Central Region

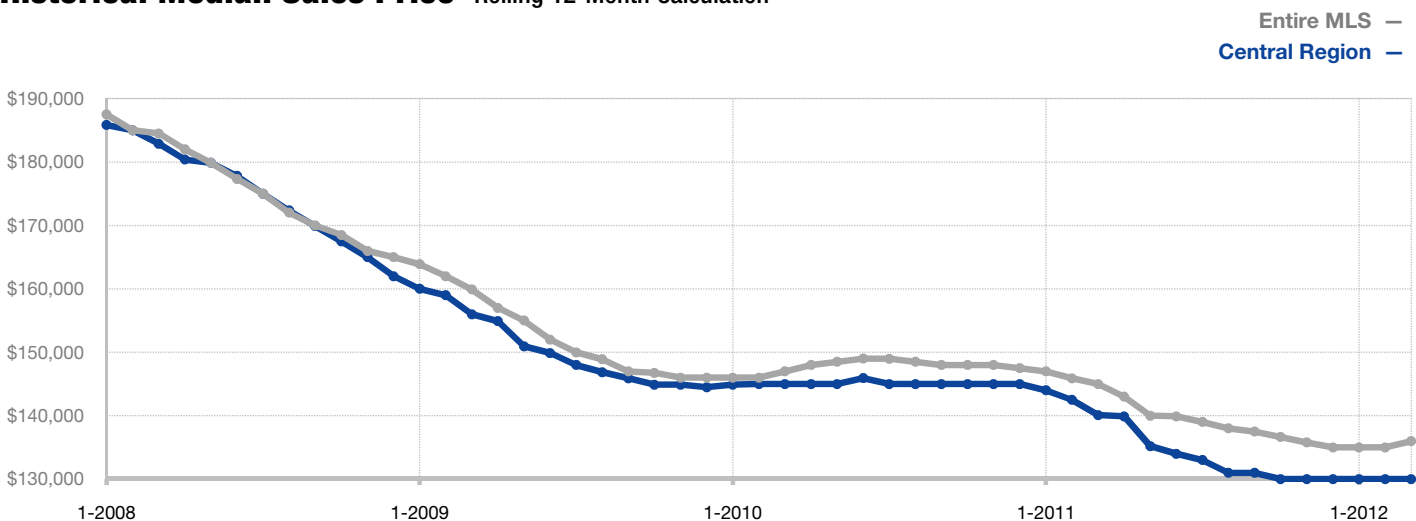
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	845	827	- 2.1%	2,065	2,076	+ 0.5%
Closed Sales	363	387	+ 6.6%	859	971	+ 13.0%
Median Sales Price*	\$124,900	\$130,000	+ 4.1%	\$124,575	\$125,000	+ 0.3%
Percent of Original List Price Received*	88.8%	91.0%	+ 2.5%	88.9%	90.6%	+ 1.9%
Days on Market Until Sale	96	102	+ 6.3%	92	97	+ 5.4%
Months Supply of Inventory	10.3	6.4	- 37.9%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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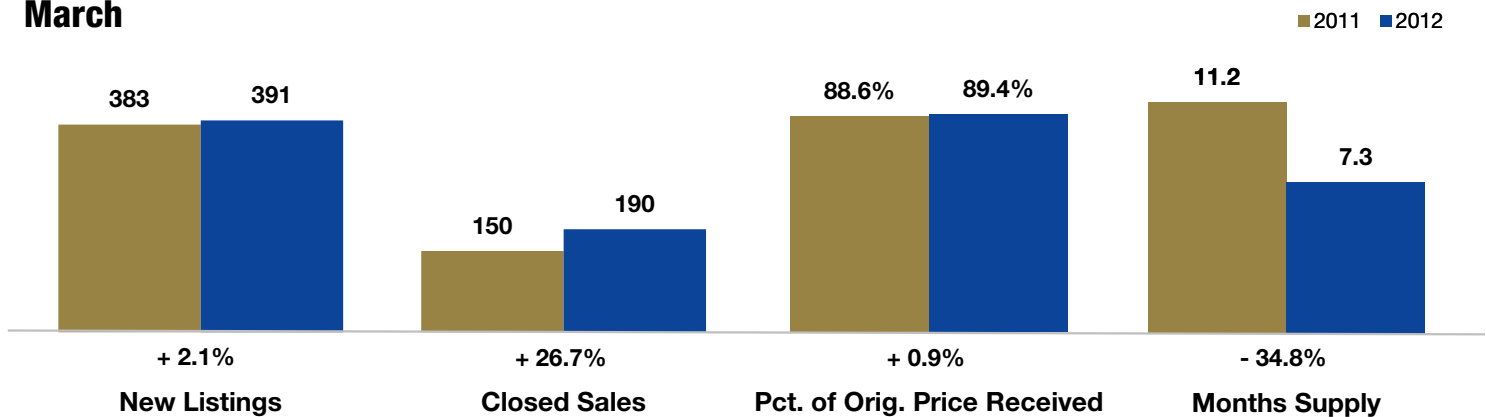


East Central Region

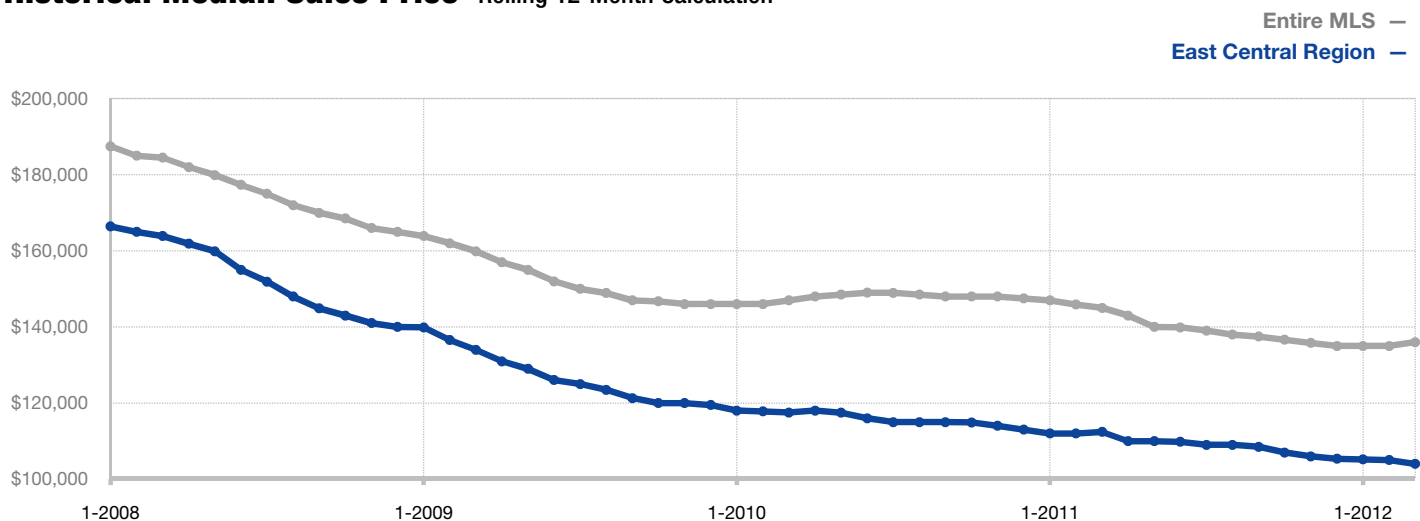
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	383	391	+ 2.1%	1,006	1,021	+ 1.5%
Closed Sales	150	190	+ 26.7%	406	468	+ 15.3%
Median Sales Price*	\$105,000	\$92,000	- 12.4%	\$99,900	\$95,000	- 4.9%
Percent of Original List Price Received*	88.6%	89.4%	+ 0.9%	87.9%	88.4%	+ 0.6%
Days on Market Until Sale	88	101	+ 14.8%	88	99	+ 12.5%
Months Supply of Inventory	11.2	7.3	- 34.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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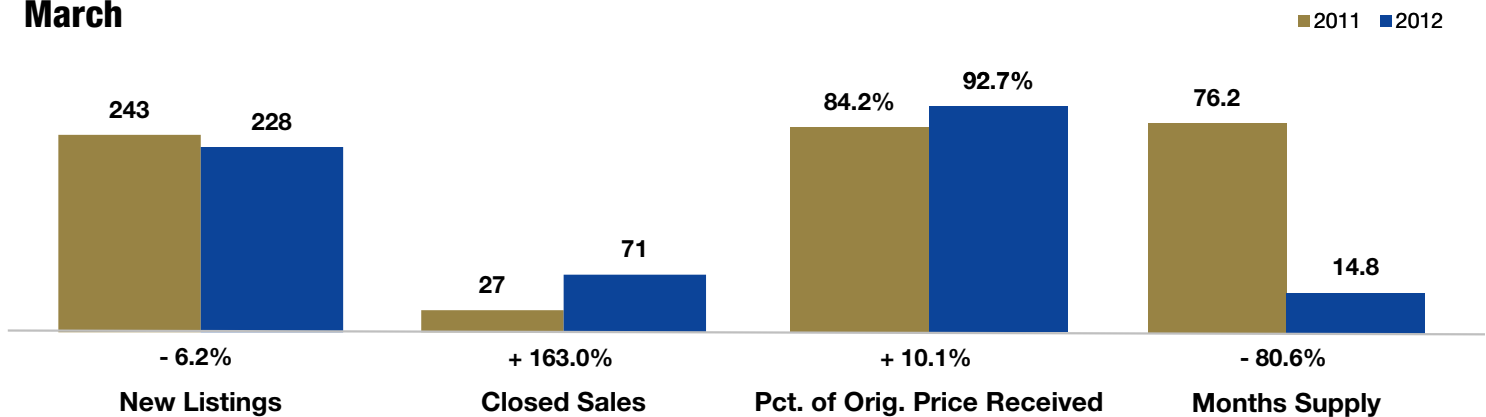


Headwaters Region

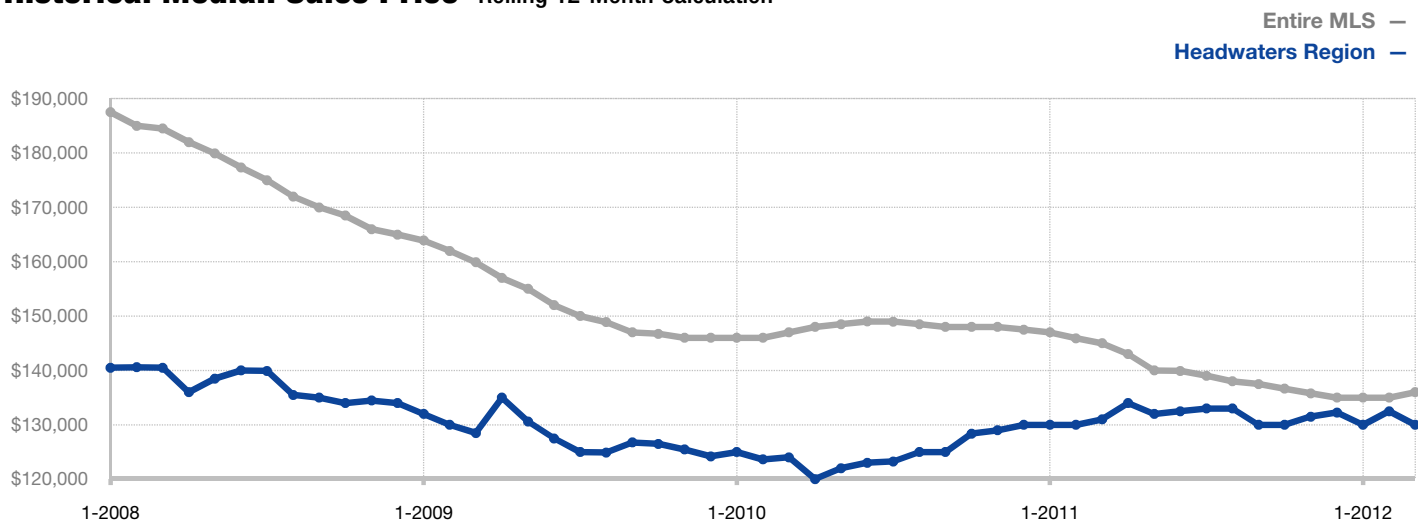
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	243	228	- 6.2%	519	528	+ 1.7%
Closed Sales	27	71	+ 163.0%	91	187	+ 105.5%
Median Sales Price*	\$135,000	\$107,900	- 20.1%	\$103,950	\$110,000	+ 5.8%
Percent of Original List Price Received*	84.2%	92.7%	+ 10.1%	86.6%	87.7%	+ 1.3%
Days on Market Until Sale	191	112	- 41.4%	152	166	+ 9.2%
Months Supply of Inventory	76.2	14.8	- 80.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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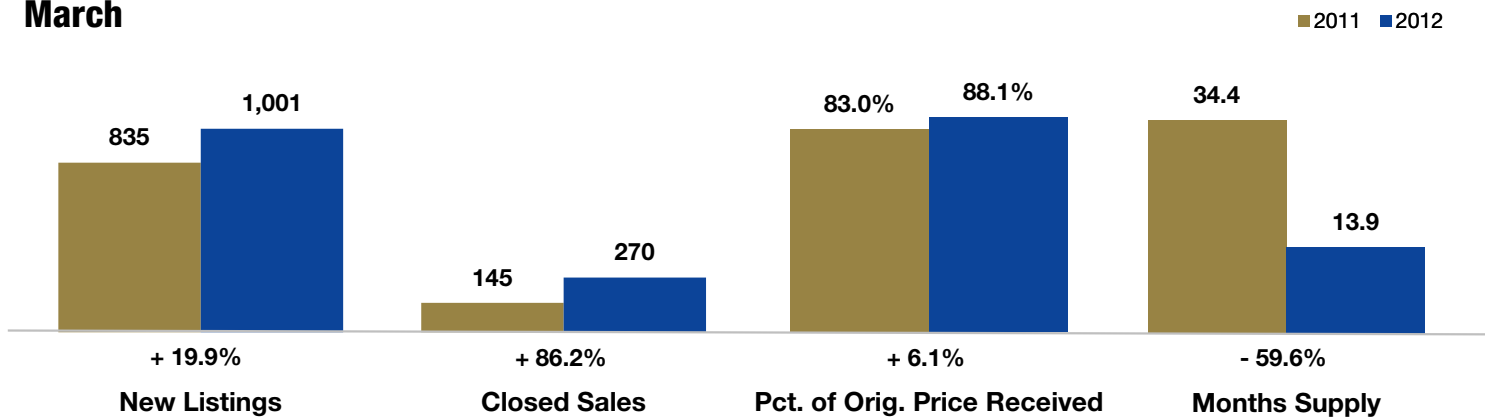


North Central Region

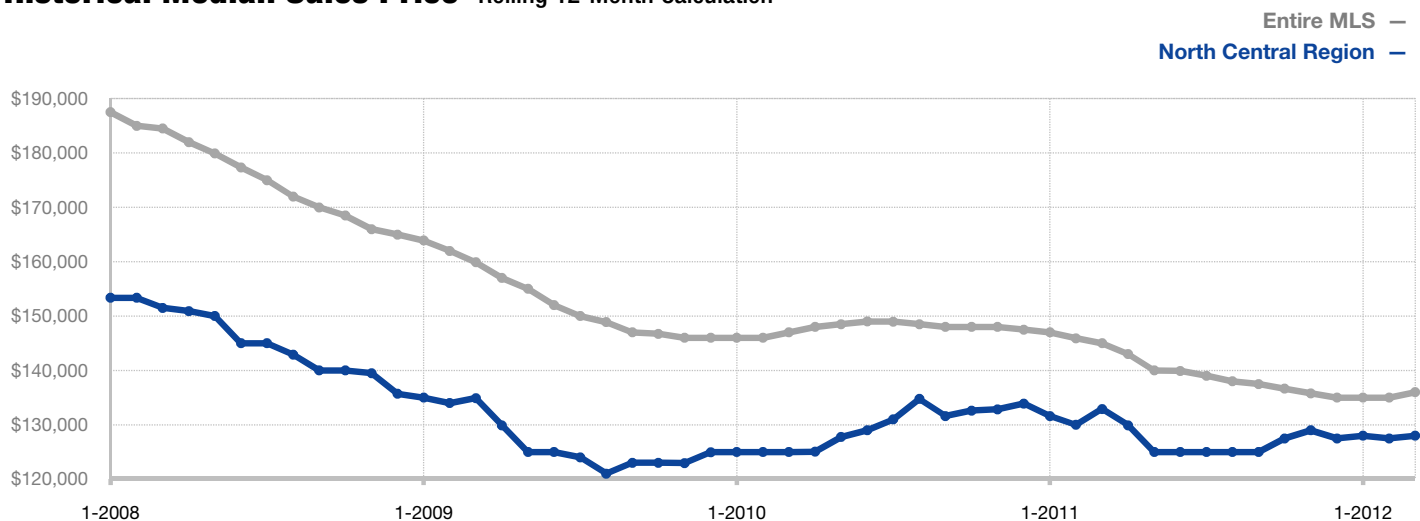
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	835	1,001	+ 19.9%	1,760	2,247	+ 27.7%
Closed Sales	145	270	+ 86.2%	388	760	+ 95.9%
Median Sales Price*	\$120,000	\$127,750	+ 6.5%	\$101,750	\$119,000	+ 17.0%
Percent of Original List Price Received*	83.0%	88.1%	+ 6.1%	83.8%	86.9%	+ 3.7%
Days on Market Until Sale	171	147	- 14.0%	156	158	+ 1.3%
Months Supply of Inventory	34.4	13.9	- 59.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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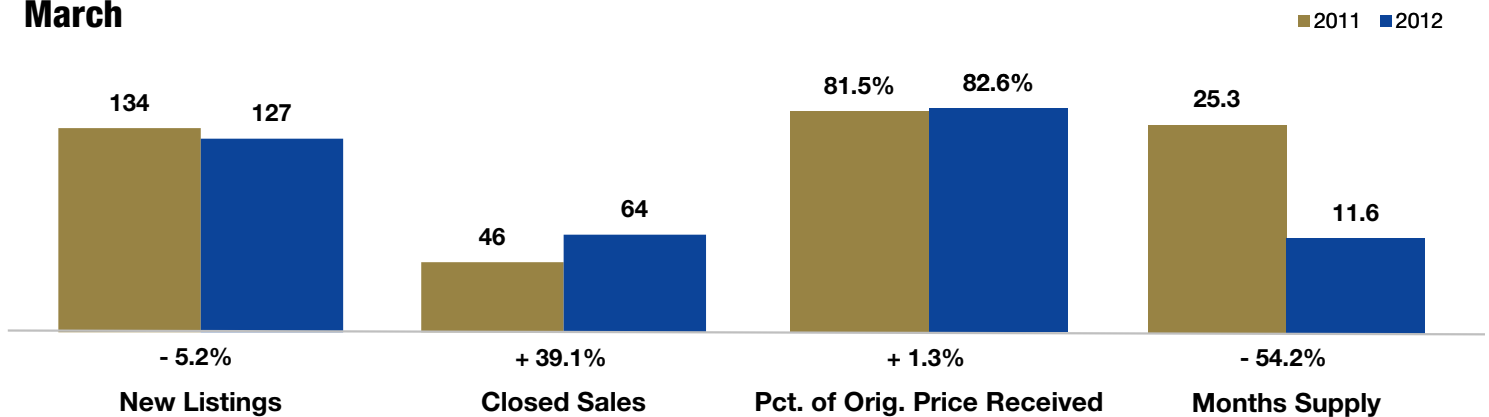


Northwest Region

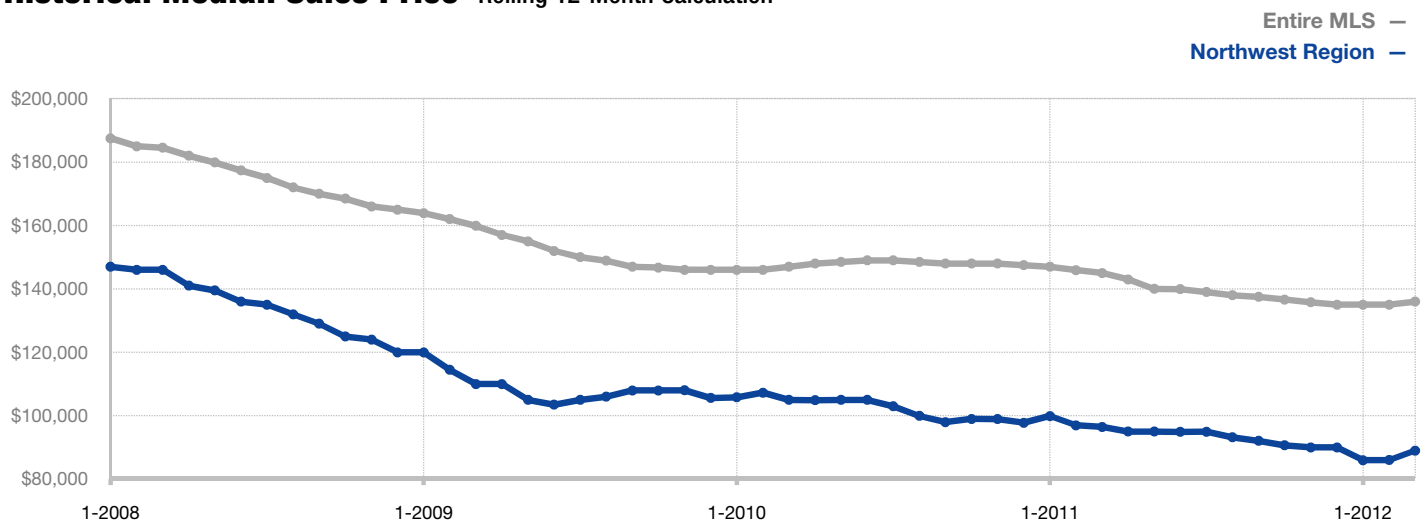
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	134	127	- 5.2%	306	352	+ 15.0%
Closed Sales	46	64	+ 39.1%	115	141	+ 22.6%
Median Sales Price*	\$56,000	\$88,500	+ 58.0%	\$81,500	\$77,000	- 5.5%
Percent of Original List Price Received*	81.5%	82.6%	+ 1.3%	83.8%	83.9%	+ 0.1%
Days on Market Until Sale	140	153	+ 9.3%	150	148	- 1.3%
Months Supply of Inventory	25.3	11.6	- 54.2%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

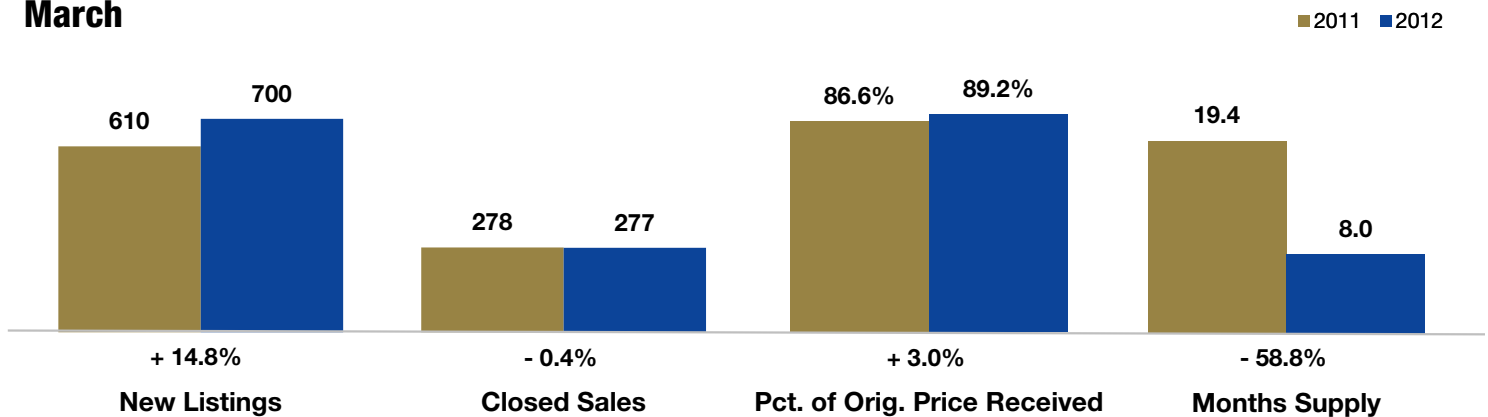


South Central Region

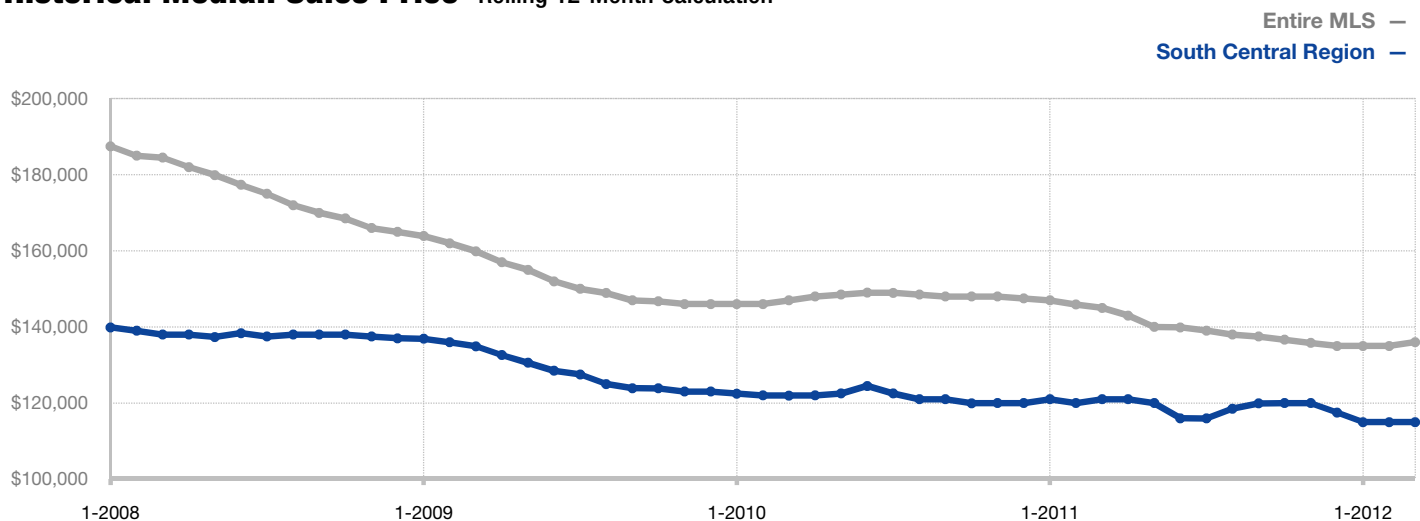
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	610	700	+ 14.8%	1,379	1,624	+ 17.8%
Closed Sales	278	277	- 0.4%	770	677	- 12.1%
Median Sales Price*	\$106,500	\$110,150	+ 3.4%	\$105,000	\$102,900	- 2.0%
Percent of Original List Price Received*	86.6%	89.2%	+ 3.0%	86.4%	89.2%	+ 3.2%
Days on Market Until Sale	162	147	- 9.3%	155	148	- 4.5%
Months Supply of Inventory	19.4	8.0	- 58.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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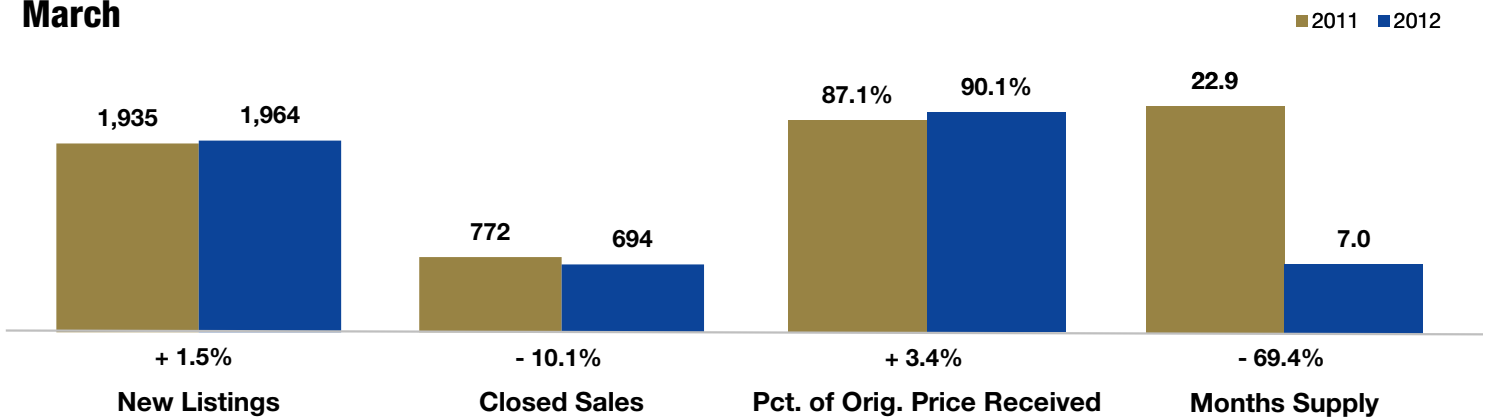


Southeast Region

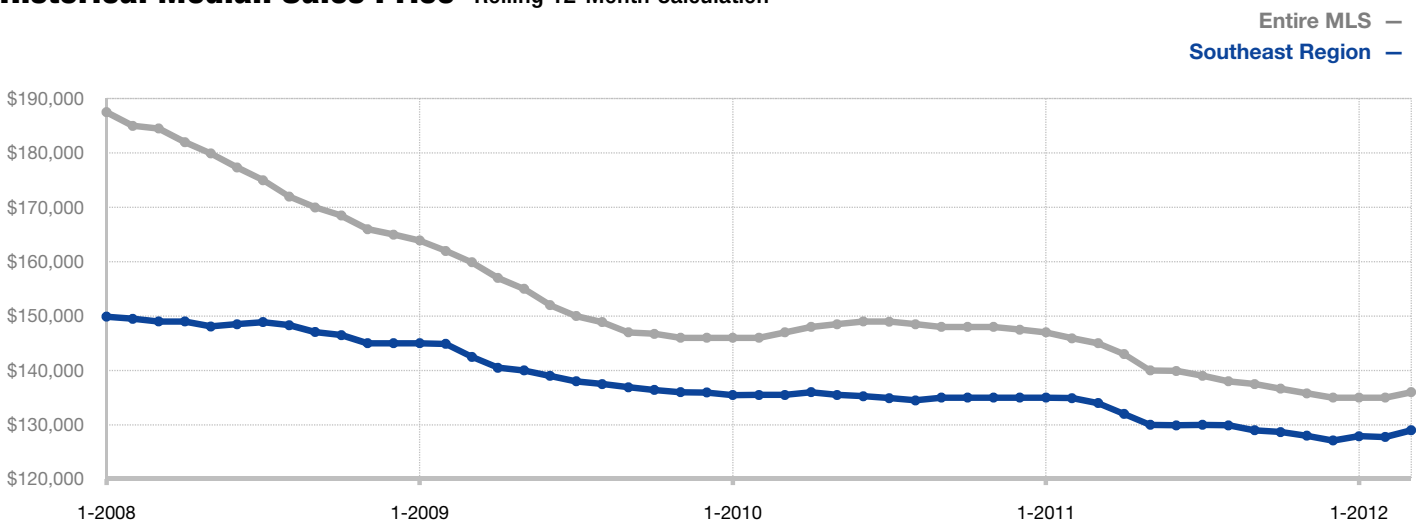
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	1,935	1,964	+ 1.5%	4,130	4,131	+ 0.0%
Closed Sales	772	694	- 10.1%	1,925	1,857	- 3.5%
Median Sales Price*	\$115,000	\$127,500	+ 10.9%	\$116,500	\$125,000	+ 7.3%
Percent of Original List Price Received*	87.1%	90.1%	+ 3.4%	86.9%	89.4%	+ 2.9%
Days on Market Until Sale	155	144	- 7.1%	150	144	- 4.0%
Months Supply of Inventory	22.9	7.0	- 69.4%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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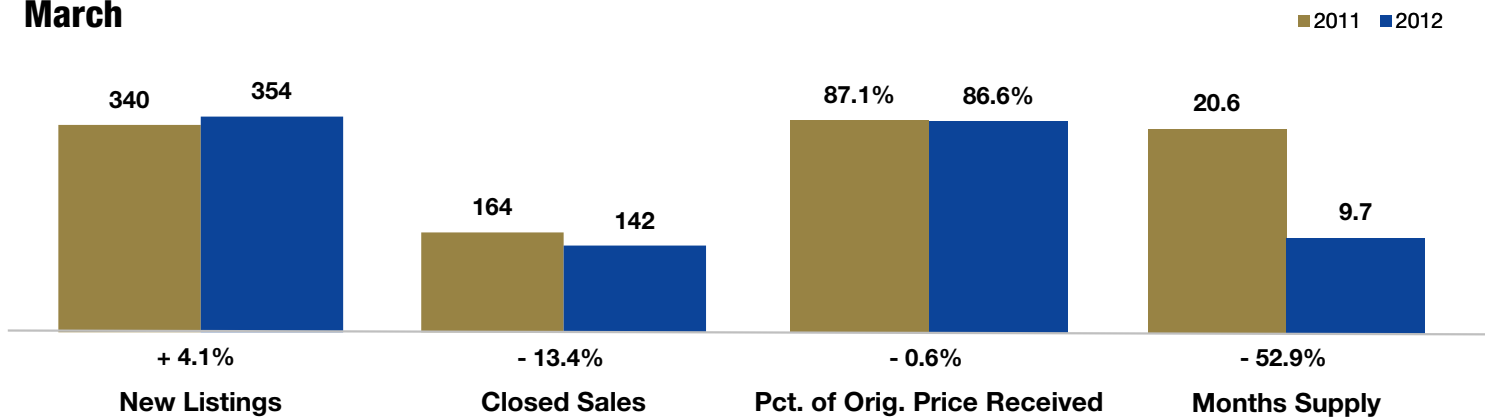


Southwest Central Region

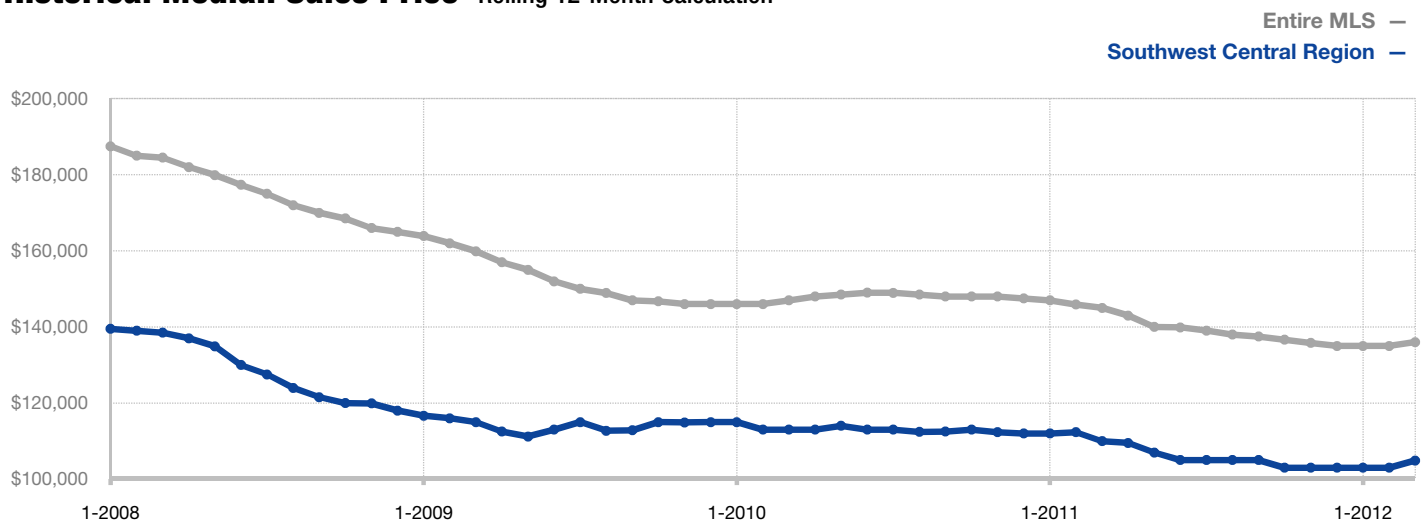
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	340	354	+ 4.1%	798	831	+ 4.1%
Closed Sales	164	142	- 13.4%	376	366	- 2.7%
Median Sales Price*	\$79,150	\$91,500	+ 15.6%	\$85,000	\$92,700	+ 9.1%
Percent of Original List Price Received*	87.1%	86.6%	- 0.6%	86.1%	87.6%	+ 1.7%
Days on Market Until Sale	119	154	+ 29.4%	150	140	- 6.7%
Months Supply of Inventory	20.6	9.7	- 52.9%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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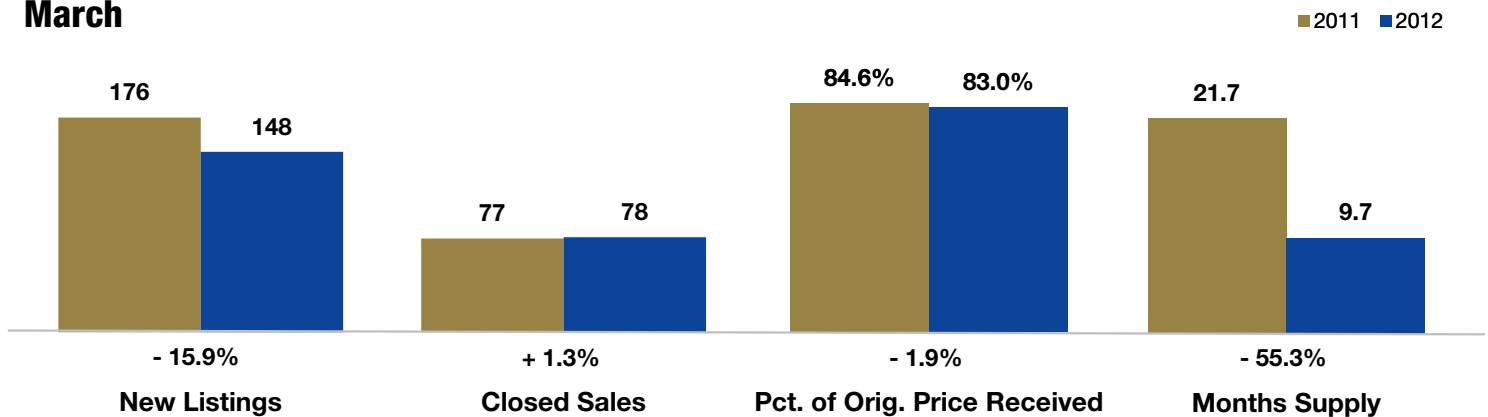


Southwest Region

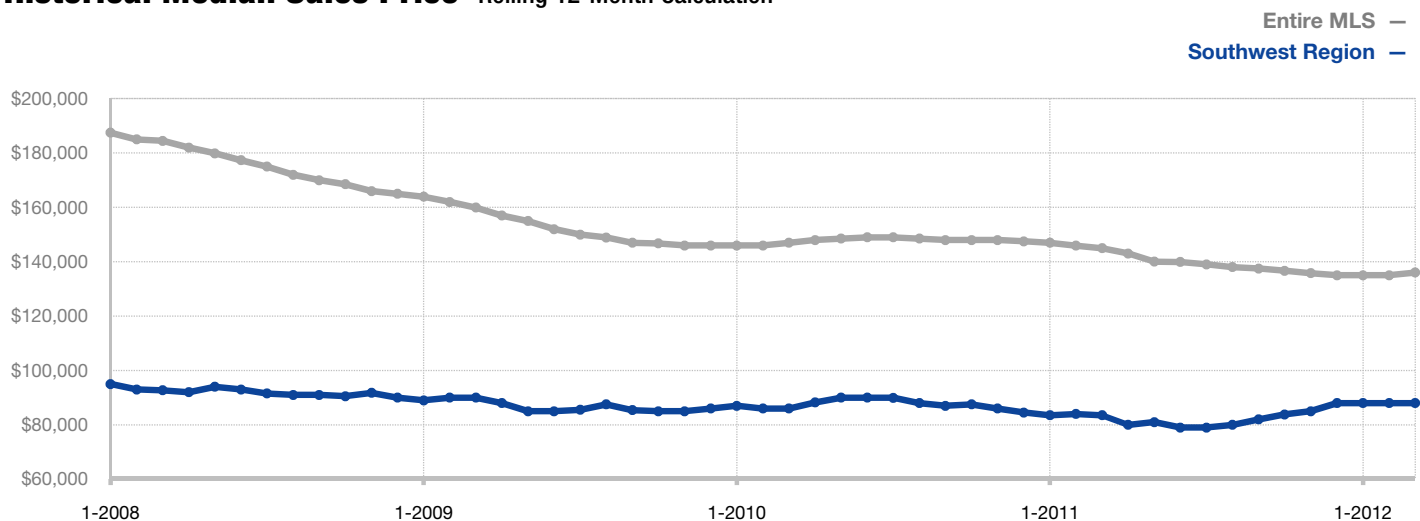
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	176	148	- 15.9%	396	377	- 4.8%
Closed Sales	77	78	+ 1.3%	172	187	+ 8.7%
Median Sales Price*	\$65,000	\$48,600	- 25.2%	\$62,250	\$70,000	+ 12.4%
Percent of Original List Price Received*	84.6%	83.0%	- 1.9%	84.7%	85.0%	+ 0.4%
Days on Market Until Sale	167	224	+ 34.1%	195	202	+ 3.6%
Months Supply of Inventory	21.7	9.7	- 55.3%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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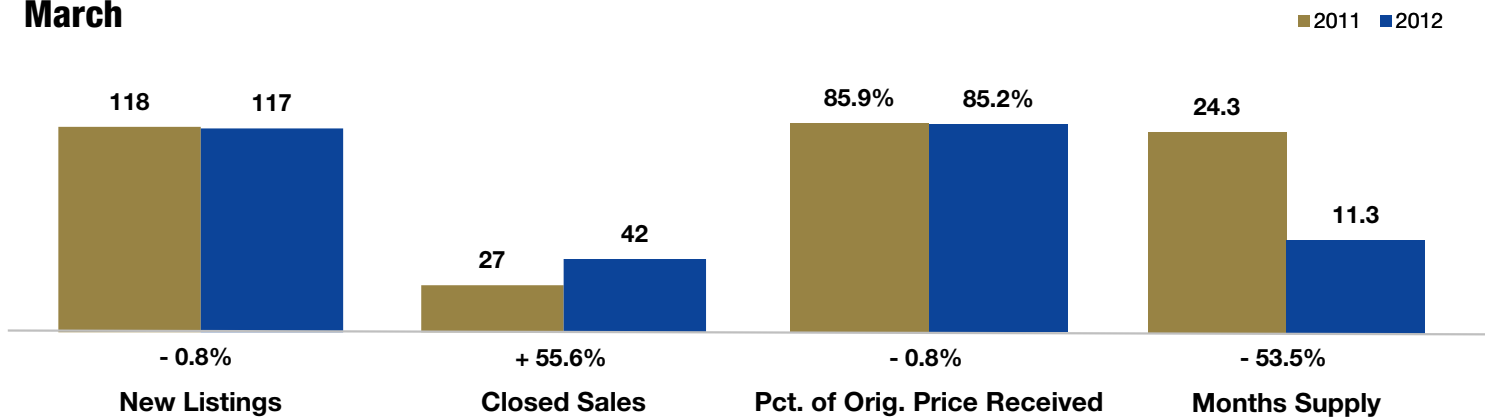


Upper Minnesota Valley Region

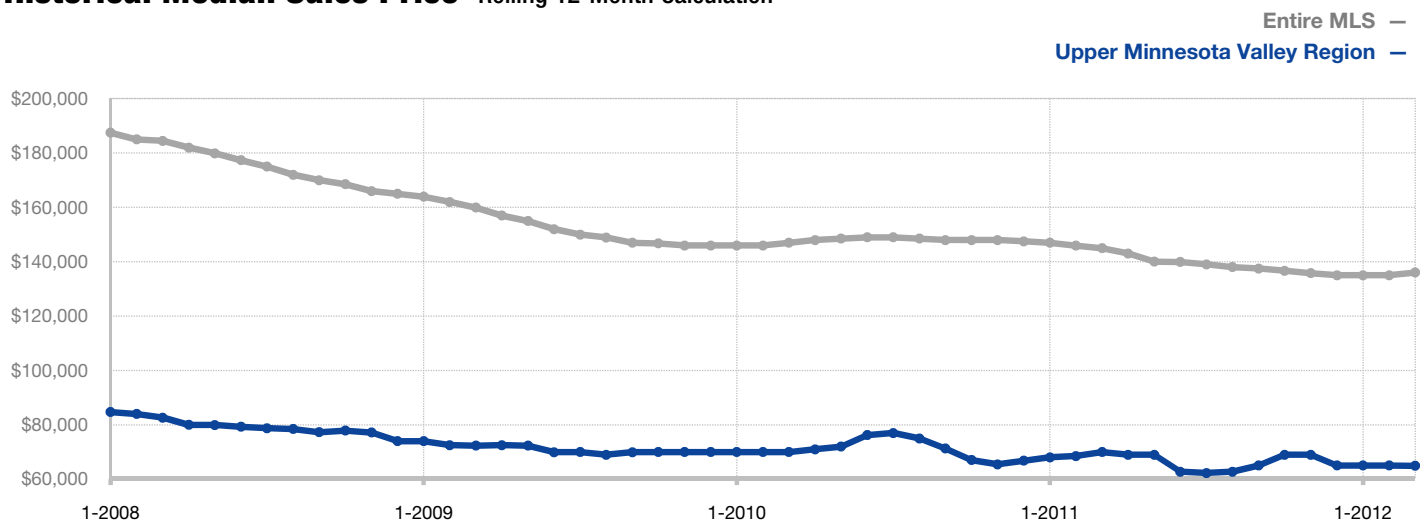
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	118	117	- 0.8%	238	263	+ 10.5%
Closed Sales	27	42	+ 55.6%	103	140	+ 35.9%
Median Sales Price*	\$83,500	\$57,501	- 31.1%	\$60,000	\$55,000	- 8.3%
Percent of Original List Price Received*	85.9%	85.2%	- 0.8%	83.3%	84.8%	+ 1.8%
Days on Market Until Sale	229	167	- 27.1%	192	204	+ 6.3%
Months Supply of Inventory	24.3	11.3	- 53.5%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2012

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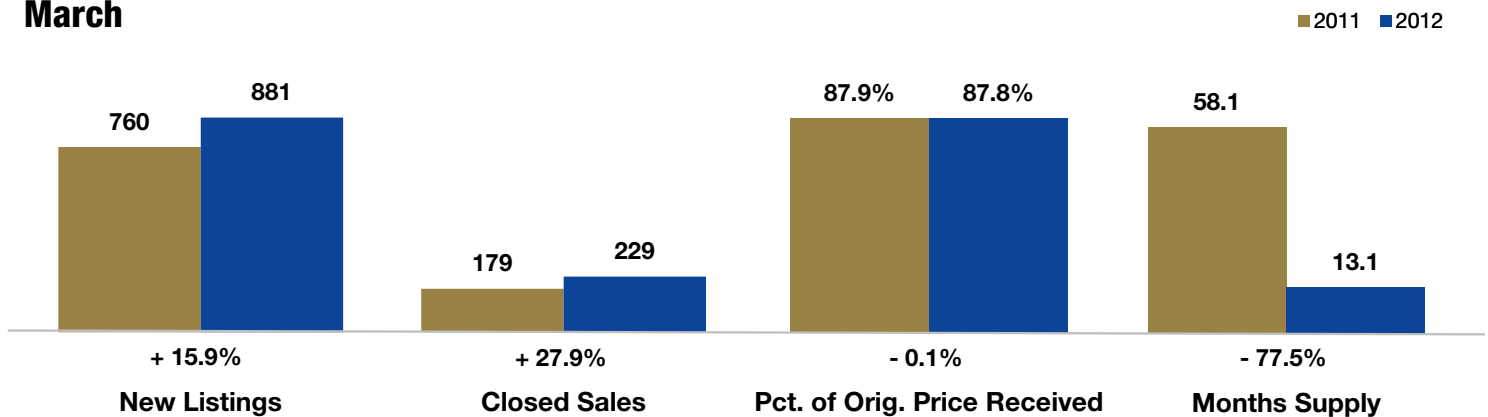


West Central Region

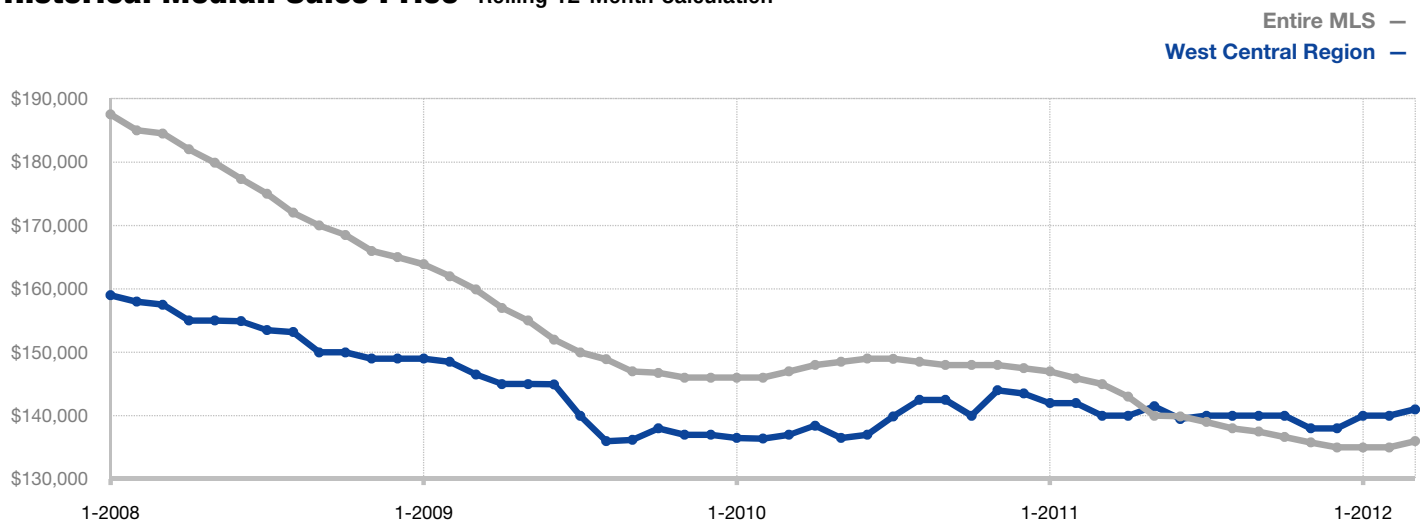
Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	760	881	+ 15.9%	1,610	1,872	+ 16.3%
Closed Sales	179	229	+ 27.9%	490	550	+ 12.2%
Median Sales Price*	\$118,000	\$147,000	+ 24.6%	\$108,000	\$128,000	+ 18.5%
Percent of Original List Price Received*	87.9%	87.8%	- 0.1%	85.2%	86.5%	+ 1.5%
Days on Market Until Sale	146	182	+ 24.7%	158	173	+ 9.5%
Months Supply of Inventory	58.1	13.1	- 77.5%	--	--	--

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March



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Local Market Update for March 2012

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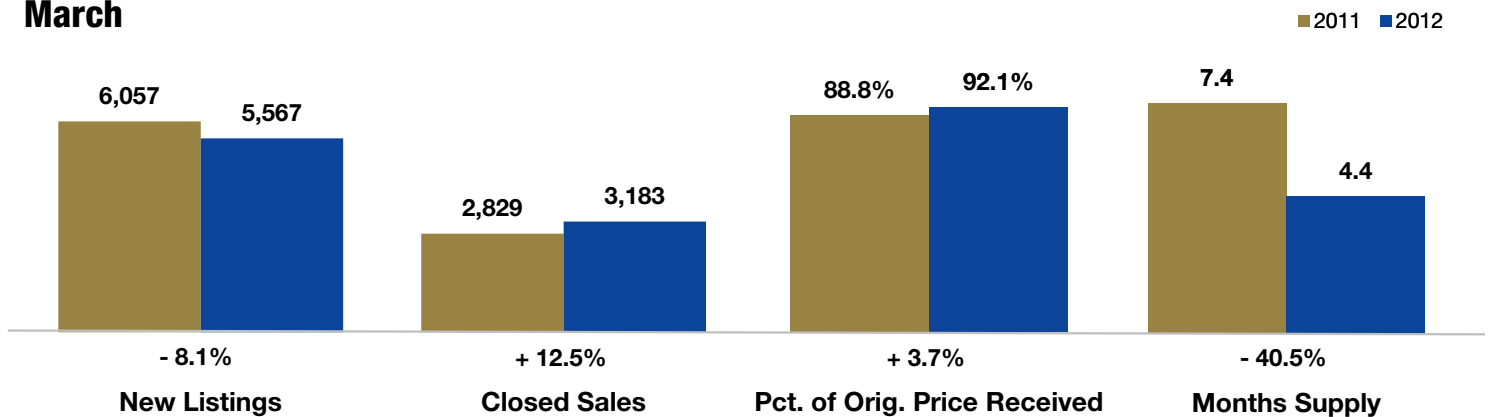


7 County Twin Cities Region

Key Metrics	March			Year to Date		
	2011	2012	Percent Change	Thru 3-2011	Thru 3-2012	Percent Change
New Listings	6,057	5,567	- 8.1%	15,565	14,624	- 6.0%
Closed Sales	2,829	3,183	+ 12.5%	6,614	7,836	+ 18.5%
Median Sales Price*	\$142,400	\$154,000	+ 8.1%	\$145,000	\$145,630	+ 0.4%
Percent of Original List Price Received*	88.8%	92.1%	+ 3.7%	88.5%	91.5%	+ 3.4%
Days on Market Until Sale	88	83	- 5.7%	89	84	- 5.6%
Months Supply of Inventory	7.4	4.4	- 40.5%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

