



Monthly Indicators

August 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

+ 6.5% **+ 14.3%** **+ 12.5%**

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	8-2012	8-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		9,646	10,849	+ 12.5%	80,681	84,287	+ 4.5%
Pending Sales		7,233	7,519	+ 4.0%	53,237	56,129	+ 5.4%
Closed Sales		7,856	8,365	+ 6.5%	50,024	52,746	+ 5.4%
Days on Market		90	71	- 21.1%	98	79	- 19.4%
Median Sales Price		\$159,000	\$181,715	+ 14.3%	\$150,000	\$170,000	+ 13.3%
Average Sales Price		\$196,012	\$225,734	+ 15.2%	\$185,424	\$208,308	+ 12.3%
Pct. of Orig. Price Received		93.5%	95.5%	+ 2.1%	92.5%	94.8%	+ 2.5%
Affordability Index		240	201	- 16.3%	252	212	- 15.9%
Homes for Sale*	Historical data not available at this time.	35,542	37,030	+ 4.2%	--	--	--
Months Supply*	Historical data not available at this time.	5.8	5.7	- 1.7%	--	--	--

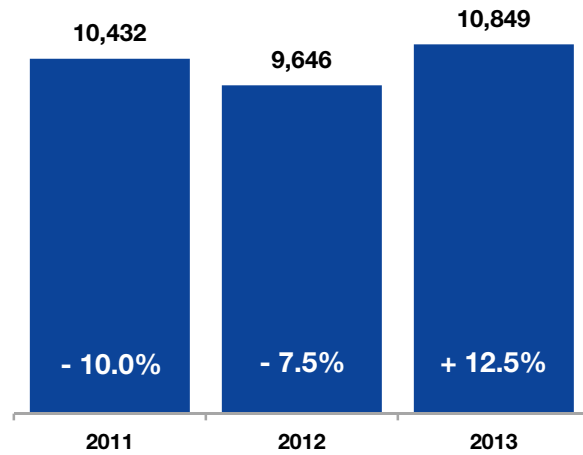
* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

New Listings

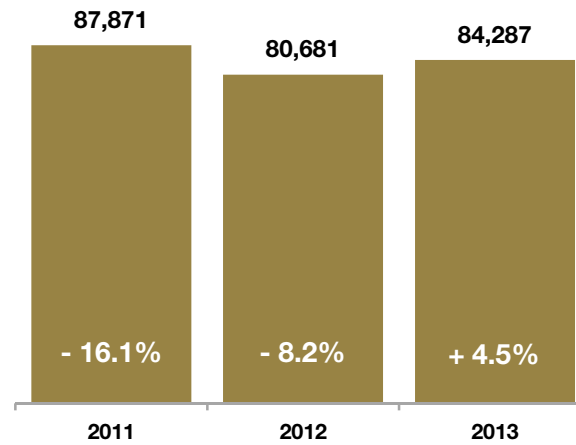
A count of the properties that have been newly listed on the market in a given month.



August

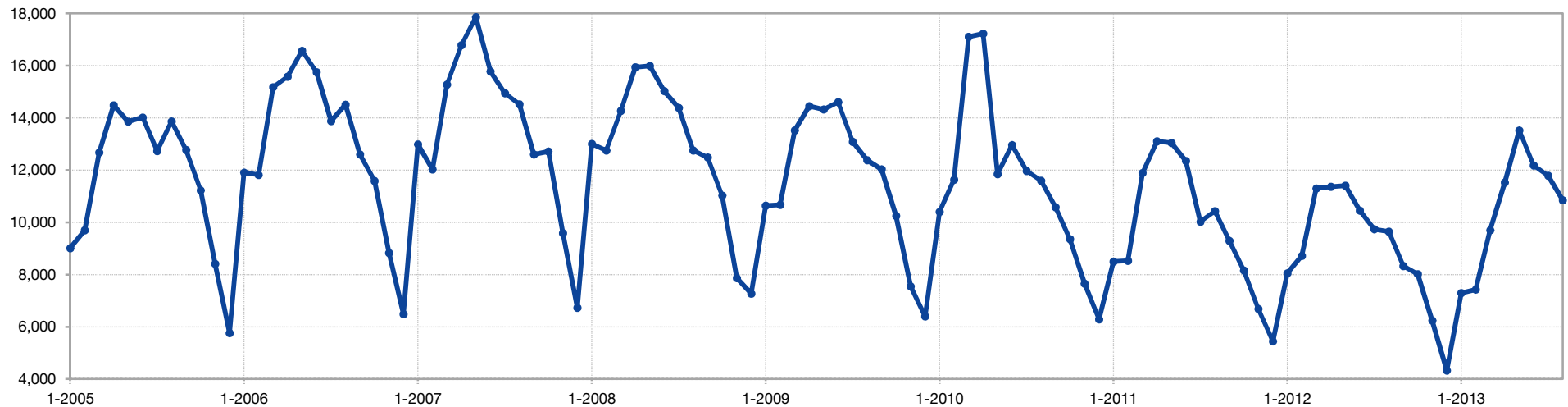


Year to Date



	New Listings	Prior Year	Percent Change
September 2012	8,328	9,292	-10.4%
October 2012	8,020	8,156	-1.7%
November 2012	6,240	6,686	-6.7%
December 2012	4,329	5,446	-20.5%
January 2013	7,295	8,053	-9.4%
February 2013	7,427	8,717	-14.8%
March 2013	9,701	11,301	-14.2%
April 2013	11,527	11,364	+1.4%
May 2013	13,522	11,408	+18.5%
June 2013	12,180	10,453	+16.5%
July 2013	11,786	9,739	+21.0%
August 2013	10,849	9,646	+12.5%
12-Month Avg	9,267	9,188	+0.9%

Historical New Listings by Month

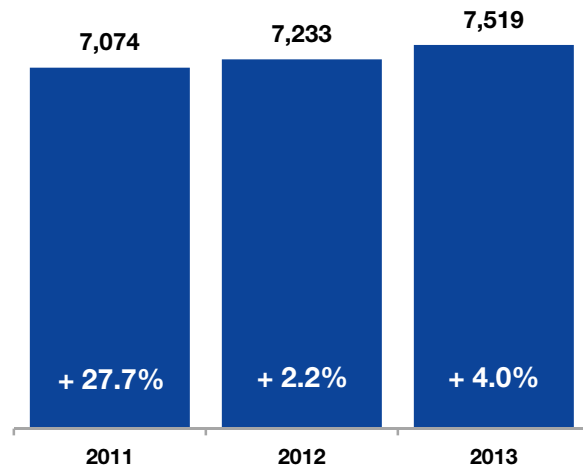


Pending Sales

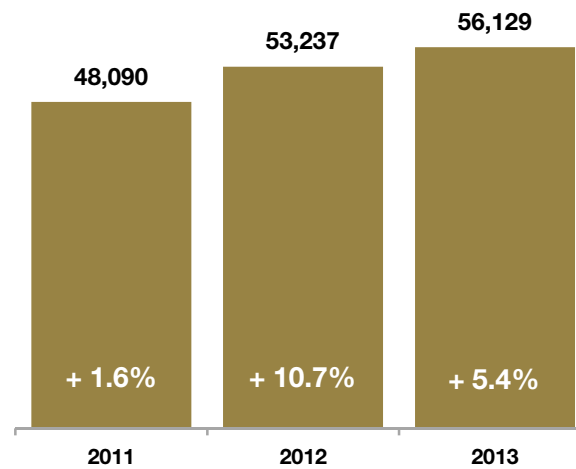
A count of the properties on which offers have been accepted in a given month.



August

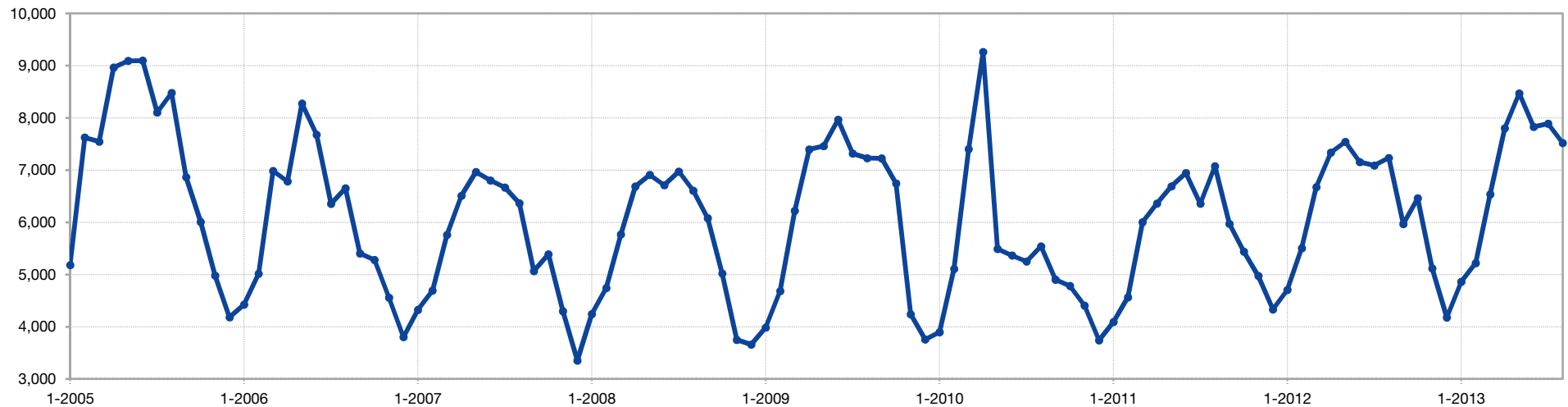


Year to Date



	Pending Sales	Prior Year	Percent Change
September 2012	5,967	5,972	-0.1%
October 2012	6,462	5,439	+18.8%
November 2012	5,118	4,974	+2.9%
December 2012	4,179	4,332	-3.5%
January 2013	4,863	4,707	+3.3%
February 2013	5,220	5,505	-5.2%
March 2013	6,537	6,674	-2.1%
April 2013	7,802	7,335	+6.4%
May 2013	8,470	7,541	+12.3%
June 2013	7,828	7,154	+9.4%
July 2013	7,890	7,088	+11.3%
August 2013	7,519	7,233	+4.0%
12-Month Avg	6,488	6,163	+5.3%

Historical Pending Sales by Month

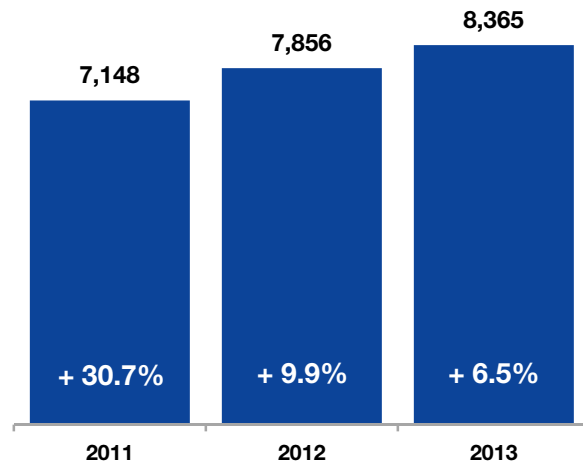


Closed Sales

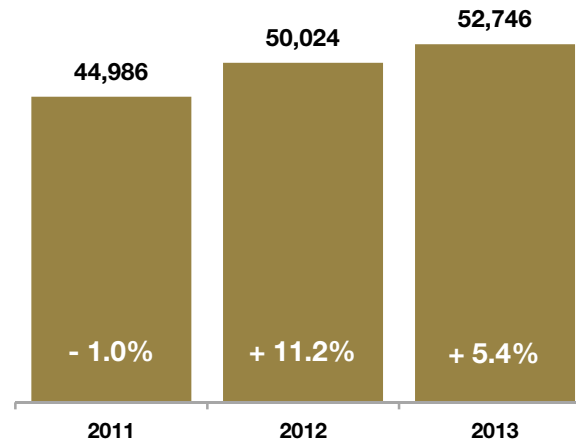
A count of the actual sales that closed in a given month.



August

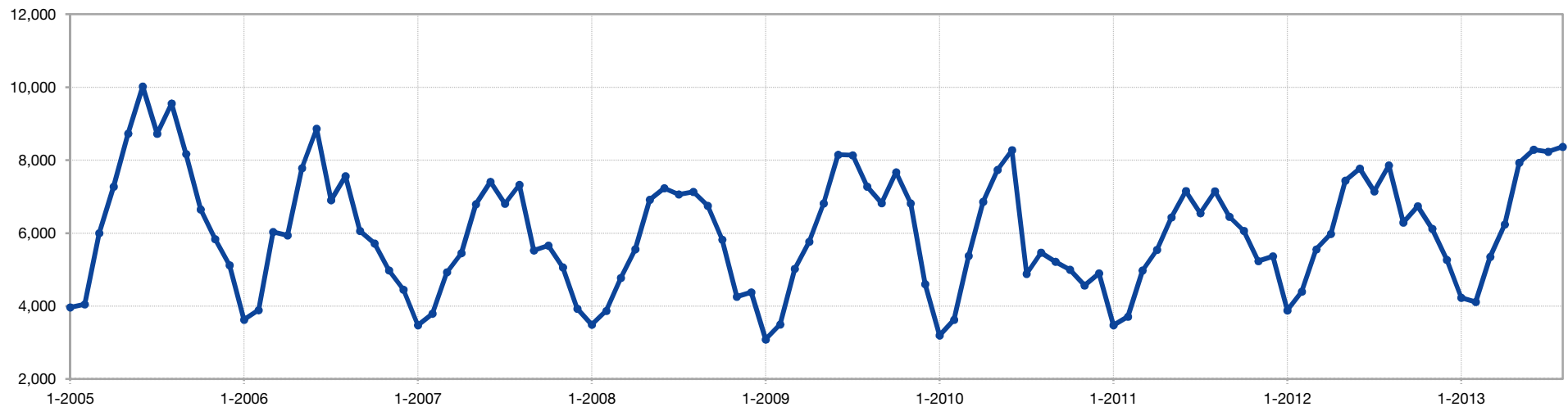


Year to Date



	Closed Sales	Prior Year	Percent Change
September 2012	6,290	6,450	-2.5%
October 2012	6,739	6,063	+11.1%
November 2012	6,120	5,233	+17.0%
December 2012	5,269	5,366	-1.8%
January 2013	4,229	3,883	+8.9%
February 2013	4,115	4,398	-6.4%
March 2013	5,350	5,555	-3.7%
April 2013	6,238	5,979	+4.3%
May 2013	7,930	7,439	+6.6%
June 2013	8,289	7,769	+6.7%
July 2013	8,230	7,145	+15.2%
August 2013	8,365	7,856	+6.5%
12-Month Avg	6,430	6,095	+5.5%

Historical Closed Sales by Month

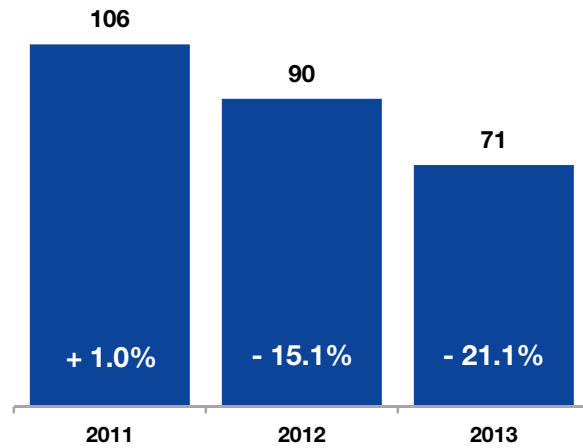


Days on Market Until Sale

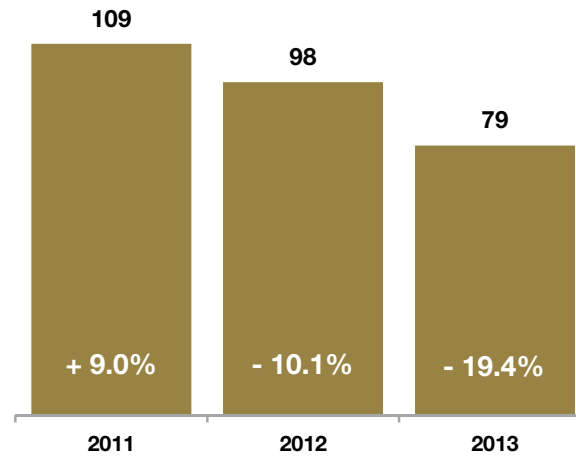
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

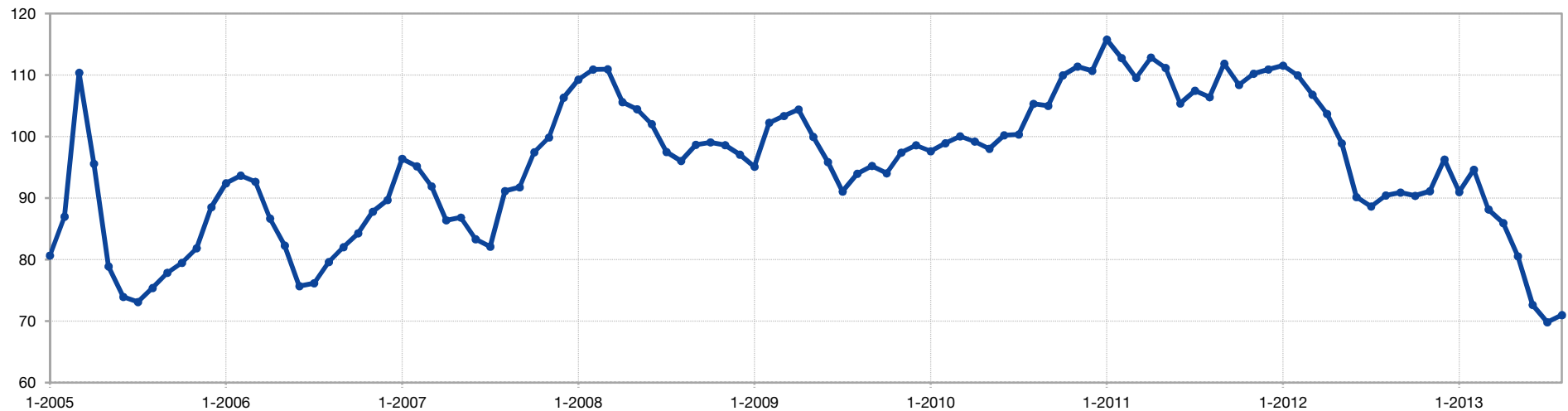


Year to Date



Month	Days on Market	Prior Year	Percent Change
September 2012	91	112	-18.8%
October 2012	90	108	-16.7%
November 2012	91	110	-17.3%
December 2012	96	111	-13.5%
January 2013	91	112	-18.8%
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%
July 2013	70	89	-21.3%
August 2013	71	90	-21.1%
12-Month Avg	85	103	-17.5%

Historical Days on Market Until Sale by Month

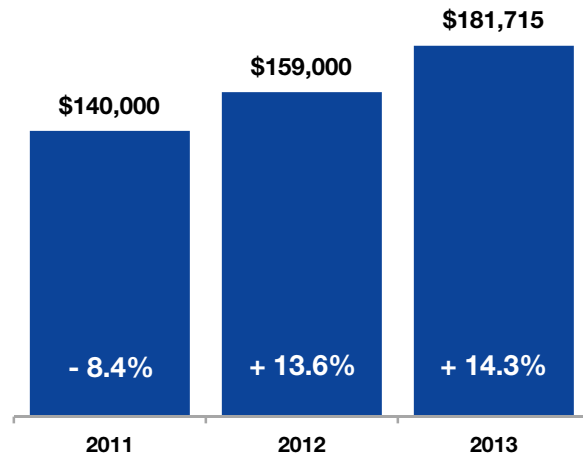


Median Sales Price

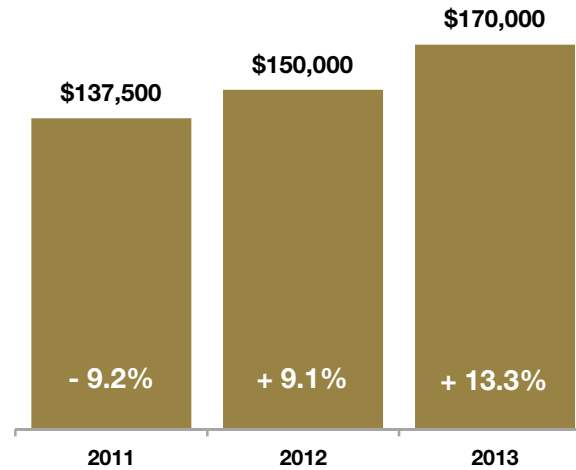
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



	Median Sales Price	Prior Year	Percent Change
September 2012	\$155,000	\$140,000	+10.7%
October 2012	\$156,000	\$140,000	+11.4%
November 2012	\$154,975	\$135,000	+14.8%
December 2012	\$153,000	\$130,000	+17.7%
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	\$171,730	\$152,500	+12.6%
June 2013	\$185,000	\$162,636	+13.8%
July 2013	\$183,000	\$162,000	+13.0%
August 2013	\$181,715	\$159,000	+14.3%
12-Month Avg	\$162,952	\$143,103	+13.9%

Historical Median Sales Price by Month

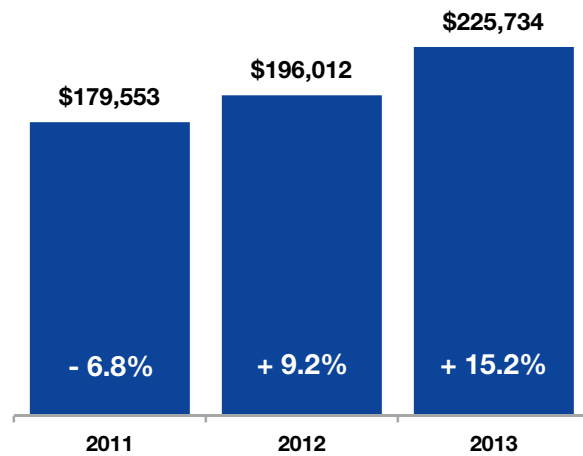


Average Sales Price

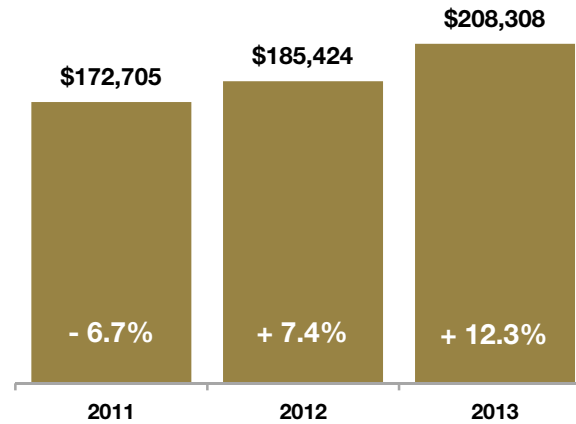
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2012	\$191,448	\$176,340	+8.6%
October 2012	\$195,569	\$177,033	+10.5%
November 2012	\$191,962	\$171,931	+11.7%
December 2012	\$193,345	\$164,059	+17.9%
January 2013	\$177,741	\$163,024	+9.0%
February 2013	\$182,151	\$162,268	+12.3%
March 2013	\$192,252	\$171,977	+11.8%
April 2013	\$198,991	\$180,512	+10.2%
May 2013	\$209,505	\$186,853	+12.1%
June 2013	\$222,267	\$198,984	+11.7%
July 2013	\$221,496	\$198,439	+11.6%
August 2013	\$225,734	\$196,012	+15.2%
12-Month Avg	\$200,205	\$178,953	+11.9%

Historical Average Sales Price by Month

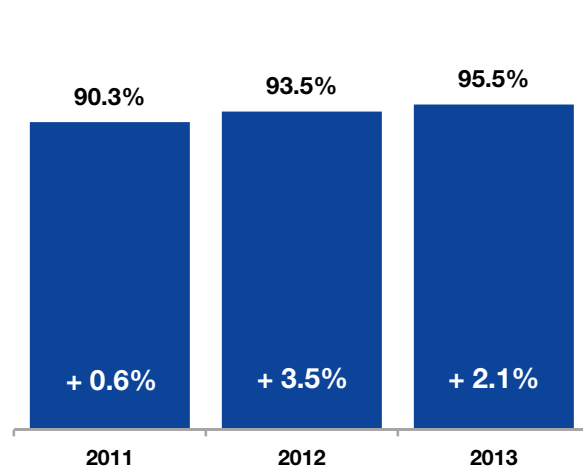


Percent of Original List Price Received

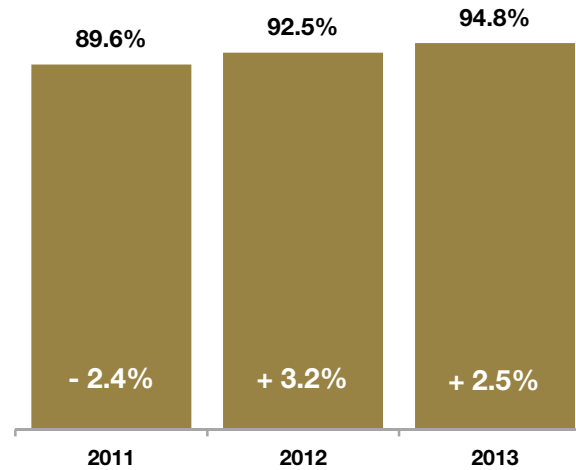


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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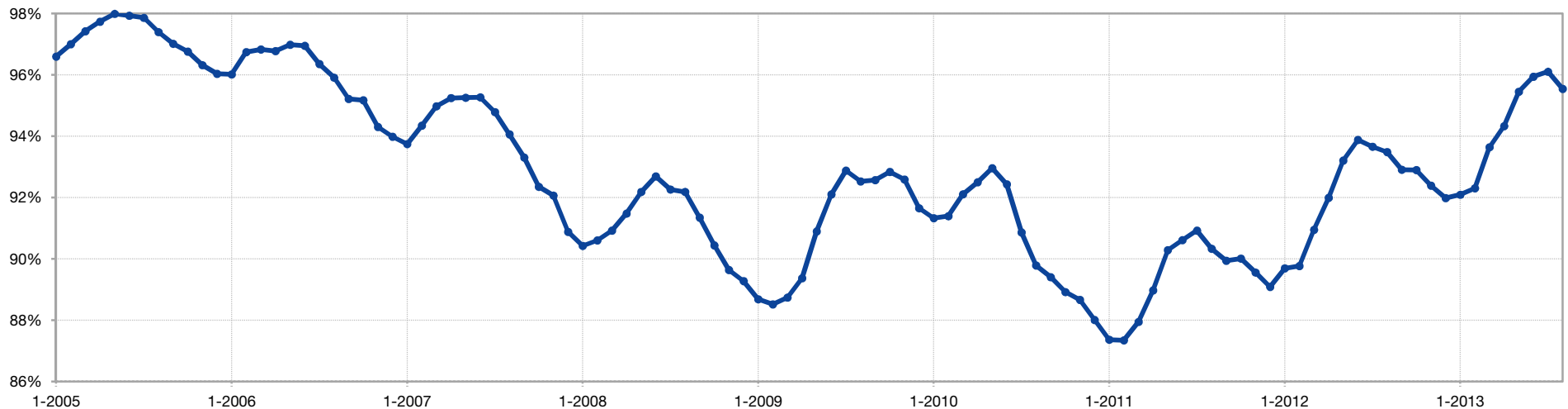


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.5%	93.2%	+2.5%
June 2013	95.9%	93.9%	+2.1%
July 2013	96.1%	93.7%	+2.6%
August 2013	95.5%	93.5%	+2.1%
12-Month Avg	93.8%	91.3%	+2.7%

Historical Percent of Original List Price Received by Month

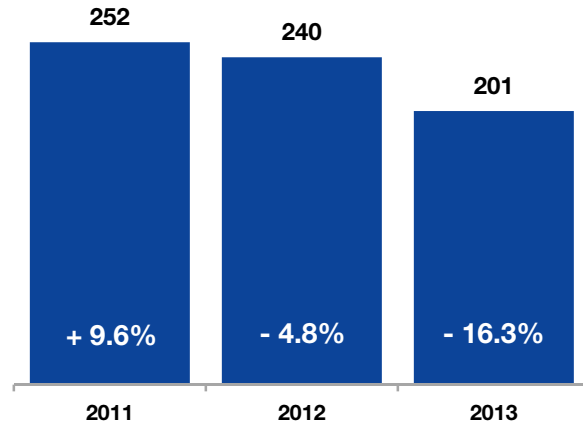


Housing Affordability Index

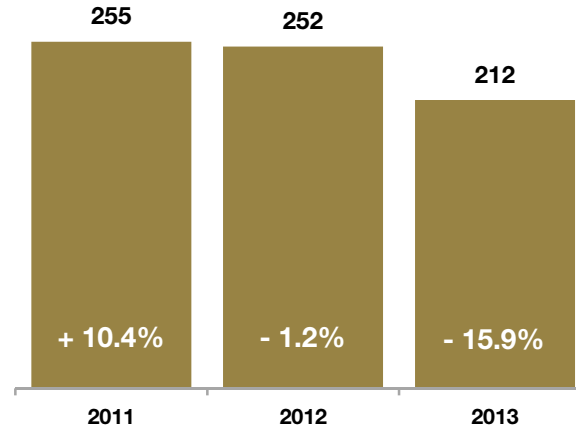


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

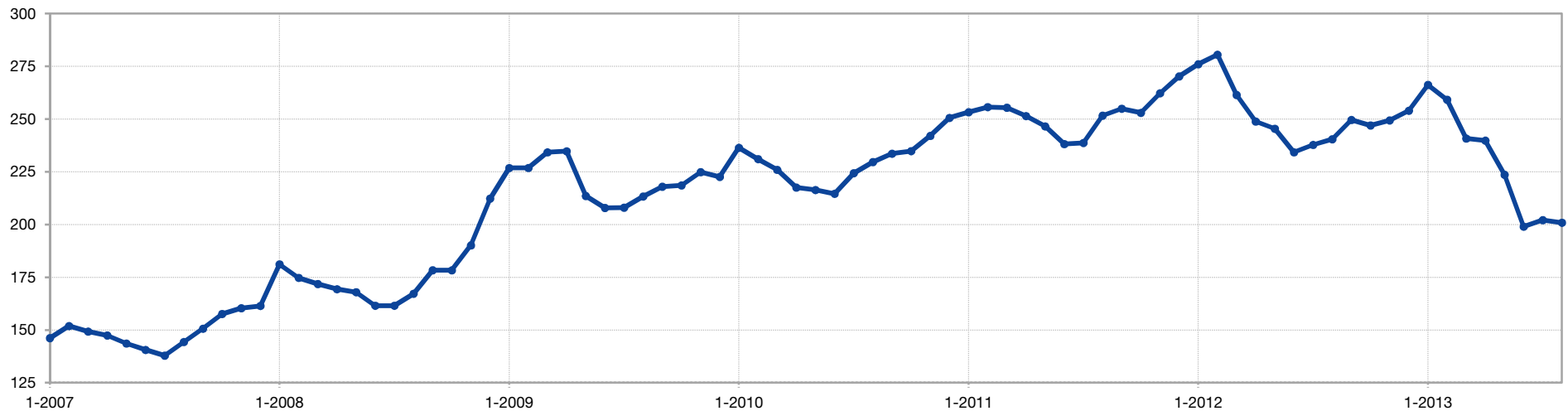


Year to Date



	Affordability Index	Prior Year	Percent Change
September 2012	250	255	-2.0%
October 2012	247	253	-2.4%
November 2012	249	262	-5.0%
December 2012	254	270	-5.9%
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%
July 2013	202	238	-15.1%
August 2013	201	240	-16.3%
12-Month Avg	236	255	-7.5%

Historical Housing Affordability Index by Month

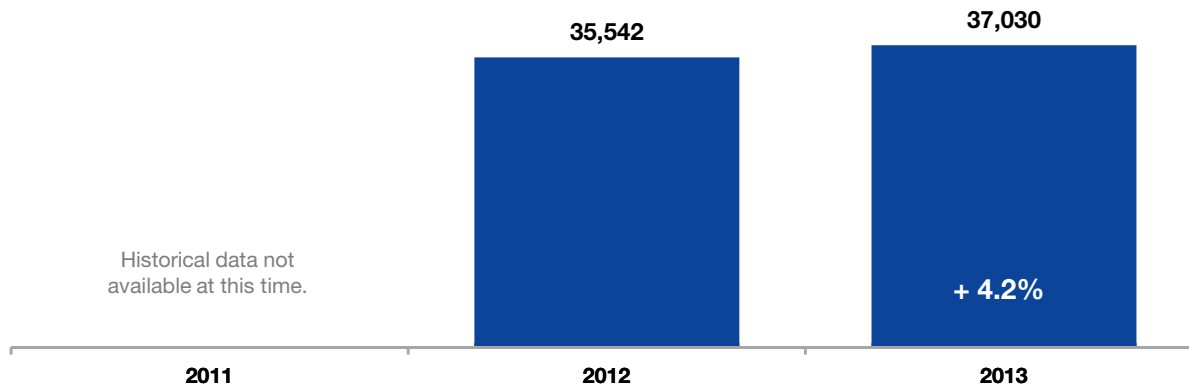


Inventory of Homes for Sale

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

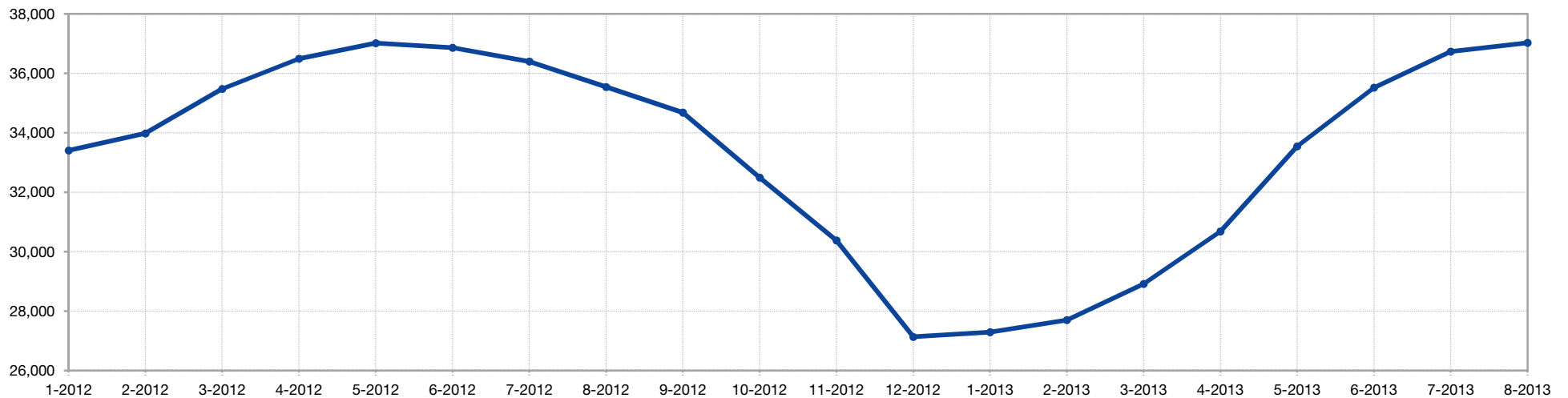


August



	Homes for Sale	Prior Year	Percent Change
September 2012	34,682	44,886	-22.7%
October 2012	32,498	42,103	-22.8%
November 2012	30,381	37,709	-19.4%
December 2012	27,137	33,672	-19.4%
January 2013	27,297	33,409	-18.3%
February 2013	27,705	33,981	-18.5%
March 2013	28,921	35,480	-18.5%
April 2013	30,686	36,496	-15.9%
May 2013	33,548	37,017	-9.4%
June 2013	35,523	36,863	-3.6%
July 2013	36,736	36,401	+0.9%
August 2013	37,030	35,542	+4.2%

Historical Inventory of Homes for Sale by Month



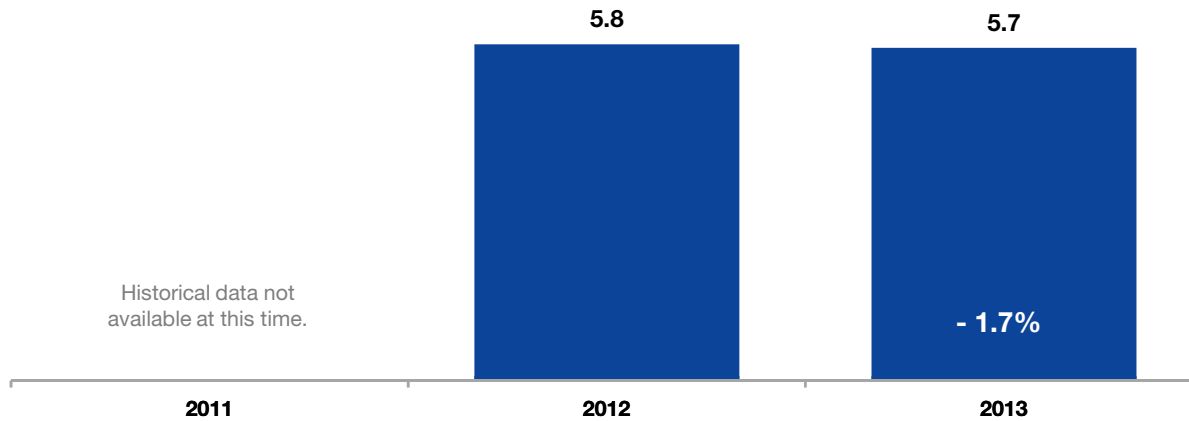
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

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.

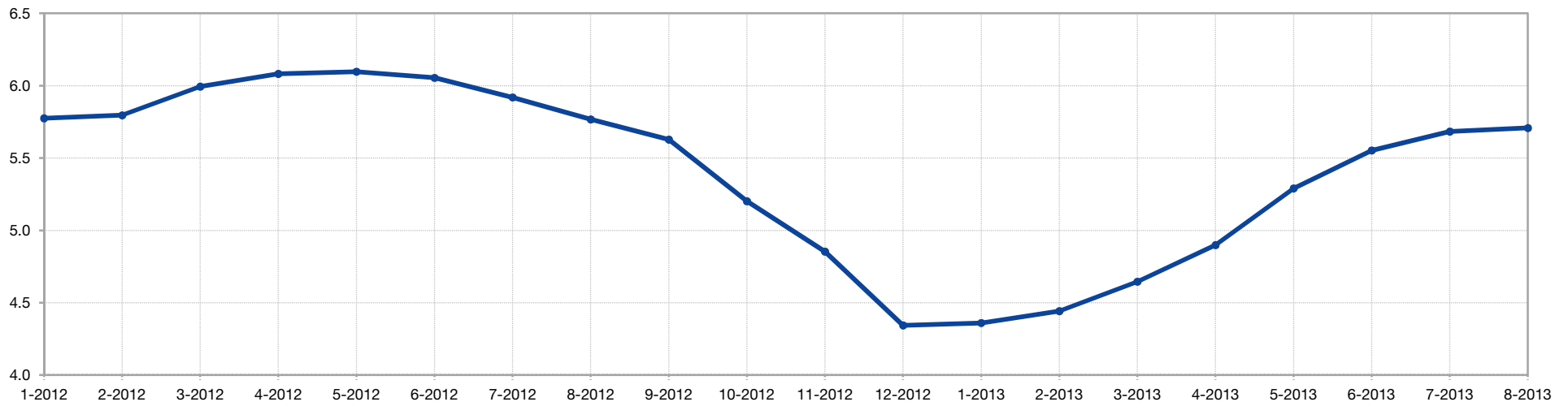


August



	Months Supply	Prior Year	Percent Change
September 2012	5.6	8.0	-30.0%
October 2012	5.2	7.5	-30.7%
November 2012	4.9	6.6	-25.8%
December 2012	4.3	5.9	-27.1%
January 2013	4.4	5.8	-24.1%
February 2013	4.4	5.8	-24.1%
March 2013	4.6	6.0	-23.3%
April 2013	4.9	6.1	-19.7%
May 2013	5.3	6.1	-13.1%
June 2013	5.6	6.1	-8.2%
July 2013	5.7	5.9	-3.4%
August 2013	5.7	5.8	-1.7%

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 September 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