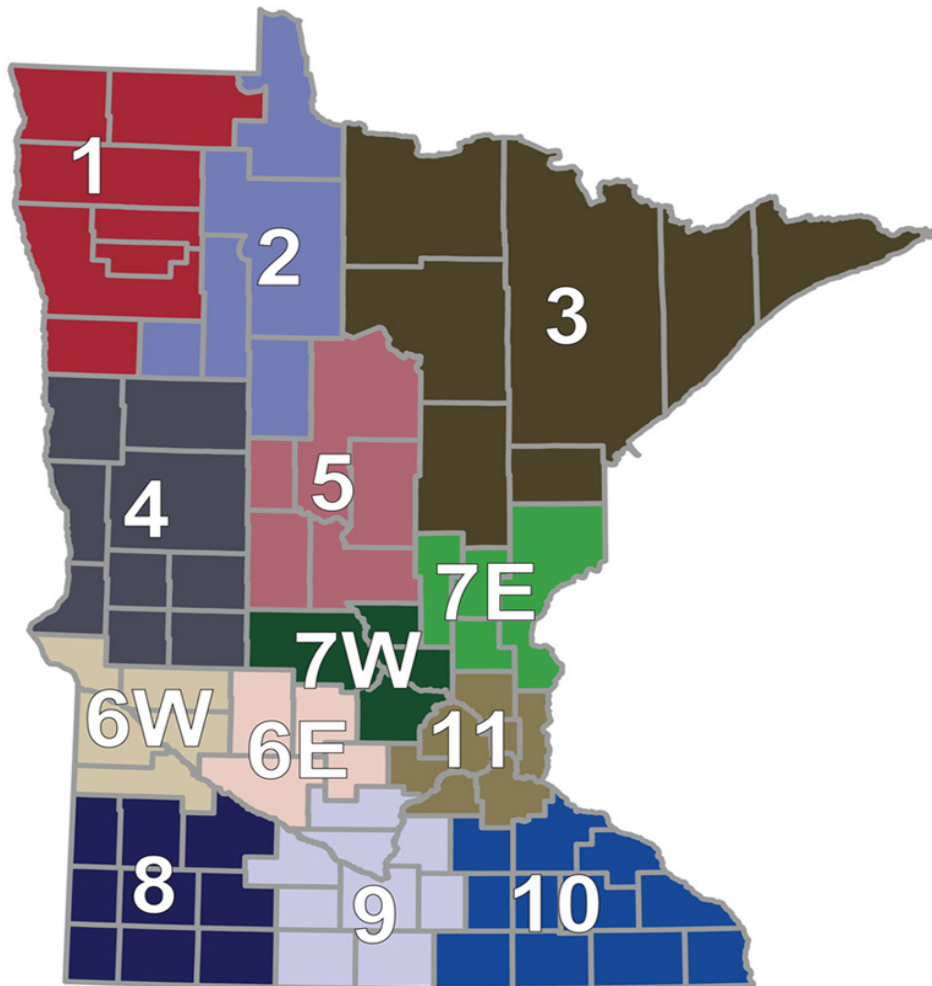


# Local Market Updates for January 2013

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 January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

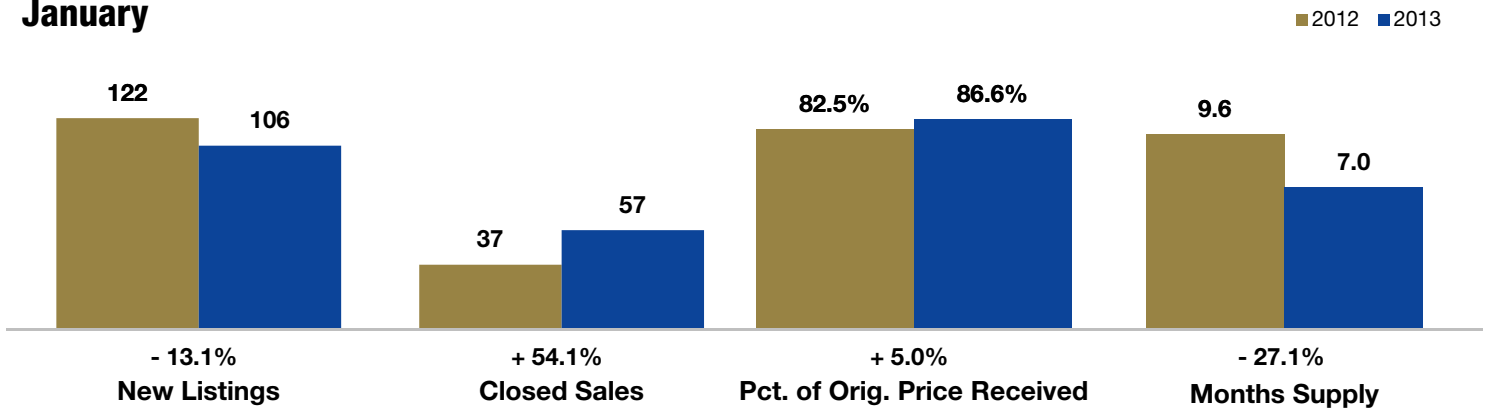


## 1 – Northwest Region

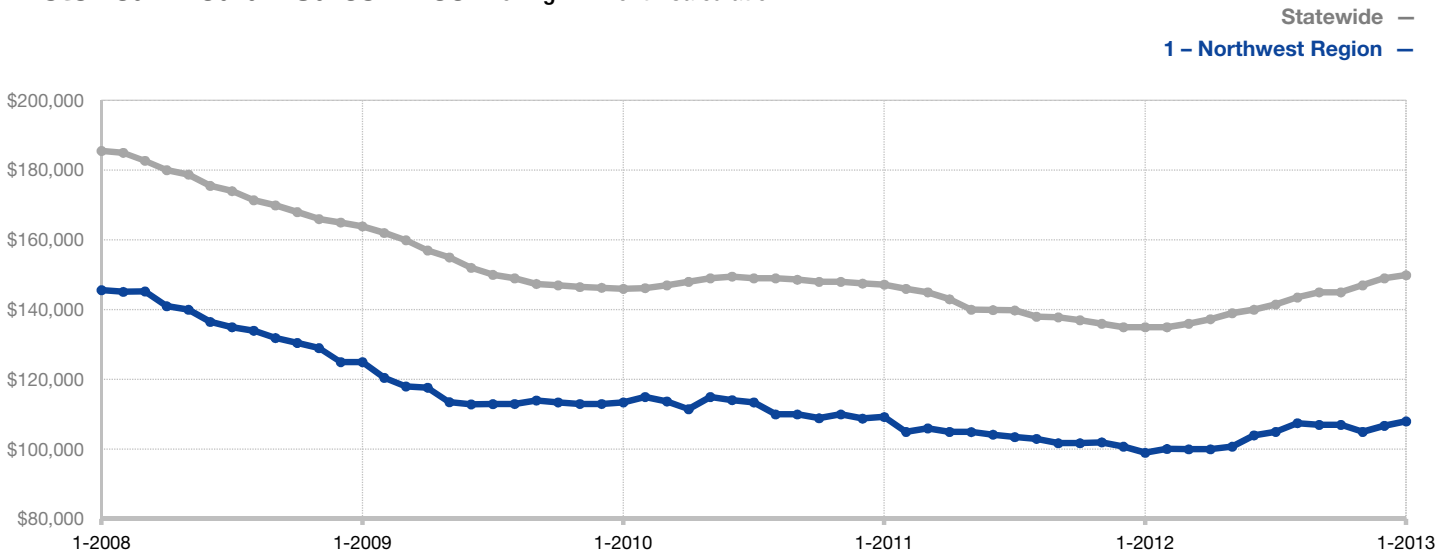
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	122	106	- 13.1%	122	106	- 13.1%
Closed Sales	37	57	+ 54.1%	37	57	+ 54.1%
Median Sales Price*	\$77,450	\$100,000	+ 29.1%	\$77,450	\$100,000	+ 29.1%
Percent of Original List Price Received*	82.5%	86.6%	+ 5.0%	82.5%	86.6%	+ 5.0%
Days on Market Until Sale	174	131	- 24.7%	174	131	- 24.7%
Months Supply of Inventory	9.6	7.0	- 27.1%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

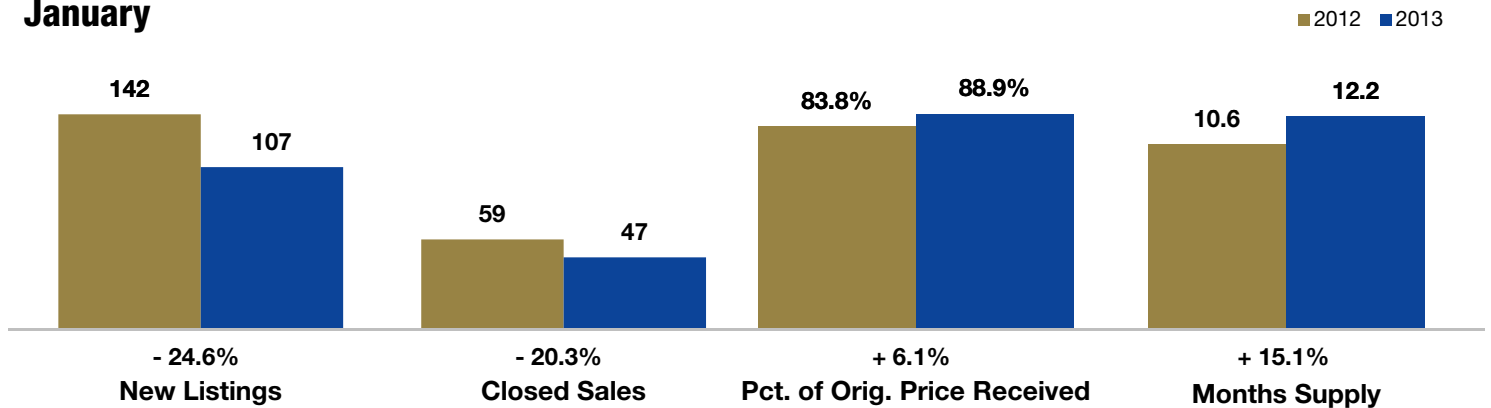


## 2 – Headwaters Region

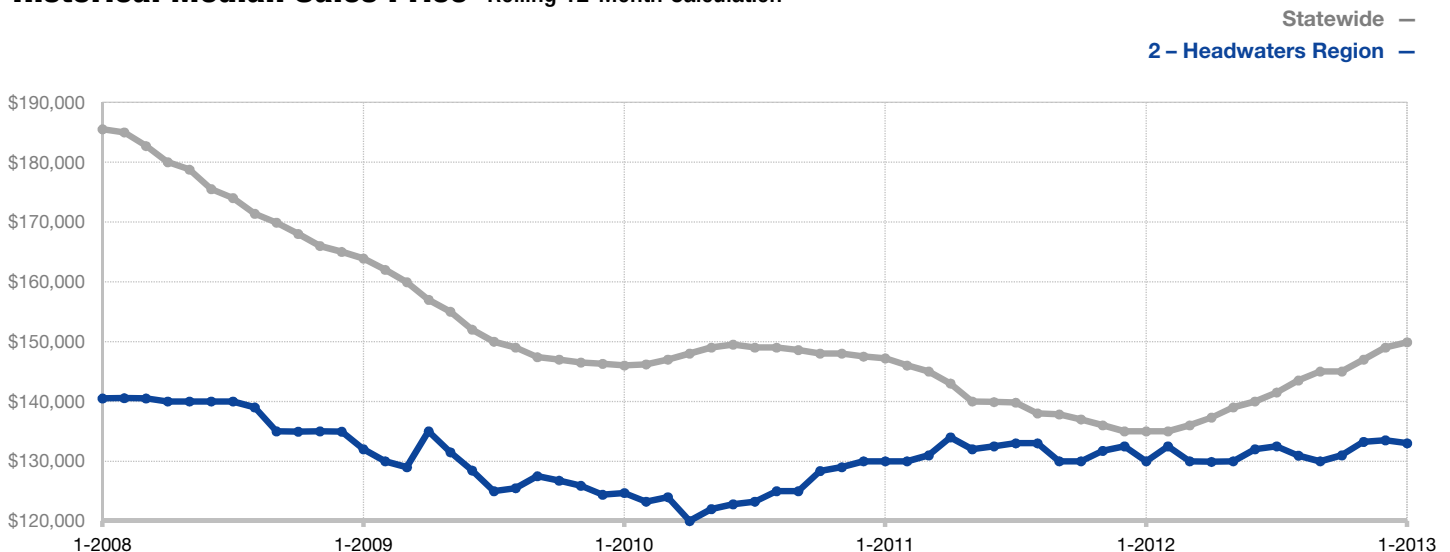
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	142	107	- 24.6%	142	107	- 24.6%
Closed Sales	59	47	- 20.3%	59	47	- 20.3%
Median Sales Price*	\$113,000	<b>\$89,950</b>	- 20.4%	\$113,000	<b>\$89,950</b>	- 20.4%
Percent of Original List Price Received*	83.8%	<b>88.9%</b>	+ 6.1%	83.8%	<b>88.9%</b>	+ 6.1%
Days on Market Until Sale	182	130	- 28.6%	182	130	- 28.6%
Months Supply of Inventory	10.6	<b>12.2</b>	+ 15.1%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

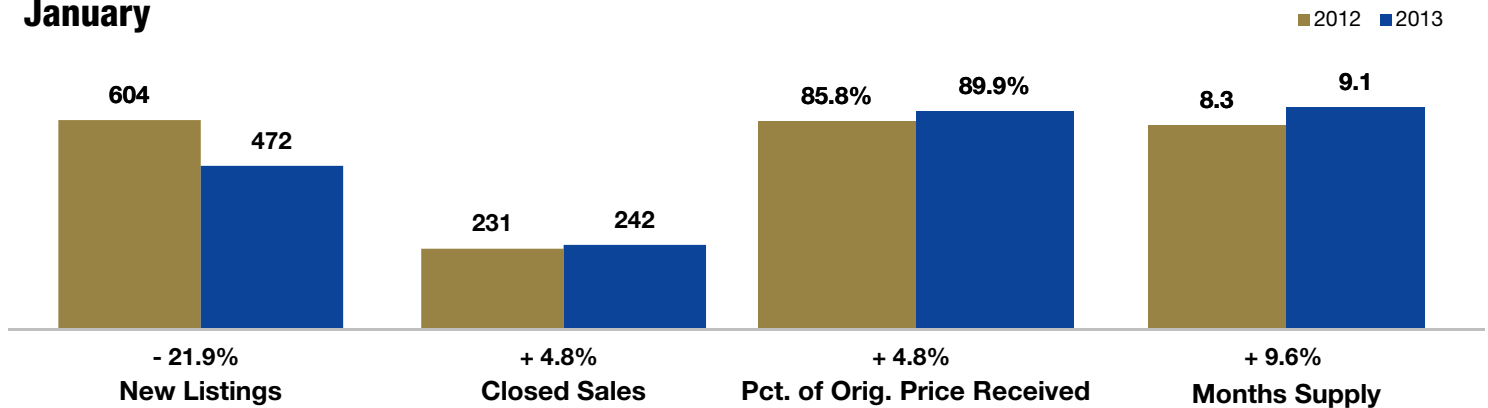


## 3 – Arrowhead Region

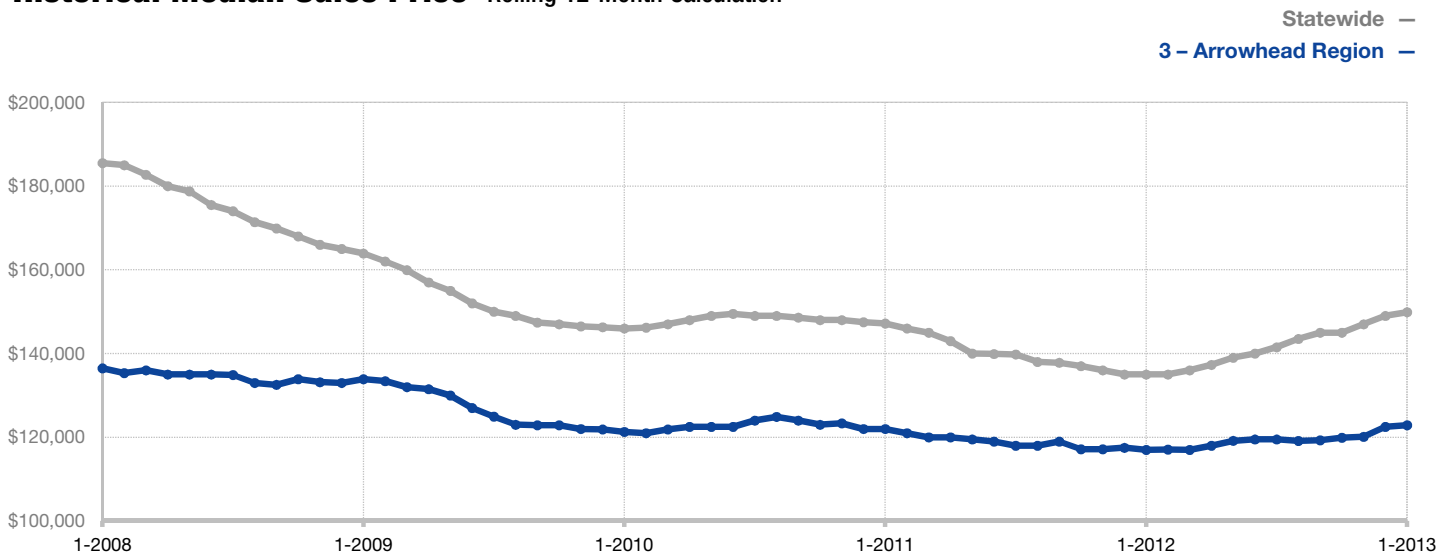
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	604	472	- 21.9%	604	472	- 21.9%
Closed Sales	231	242	+ 4.8%	231	242	+ 4.8%
Median Sales Price*	\$108,000	<b>\$98,000</b>	- 9.3%	\$108,000	<b>\$98,000</b>	- 9.3%
Percent of Original List Price Received*	85.8%	<b>89.9%</b>	+ 4.8%	85.8%	<b>89.9%</b>	+ 4.8%
Days on Market Until Sale	170	<b>118</b>	- 30.6%	170	<b>118</b>	- 30.6%
Months Supply of Inventory	8.3	<b>9.1</b>	+ 9.6%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

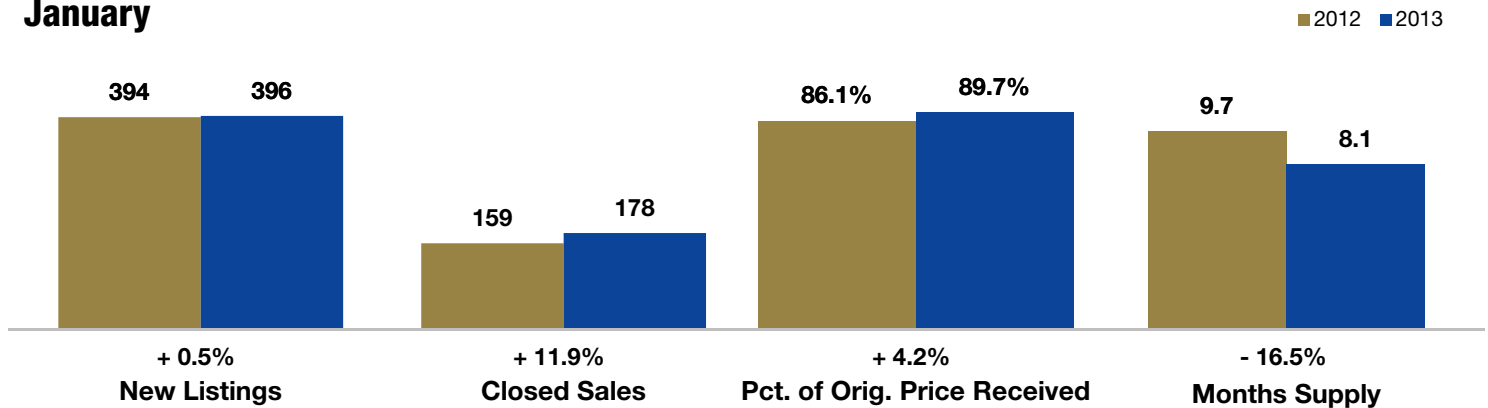


## 4 – West Central Region

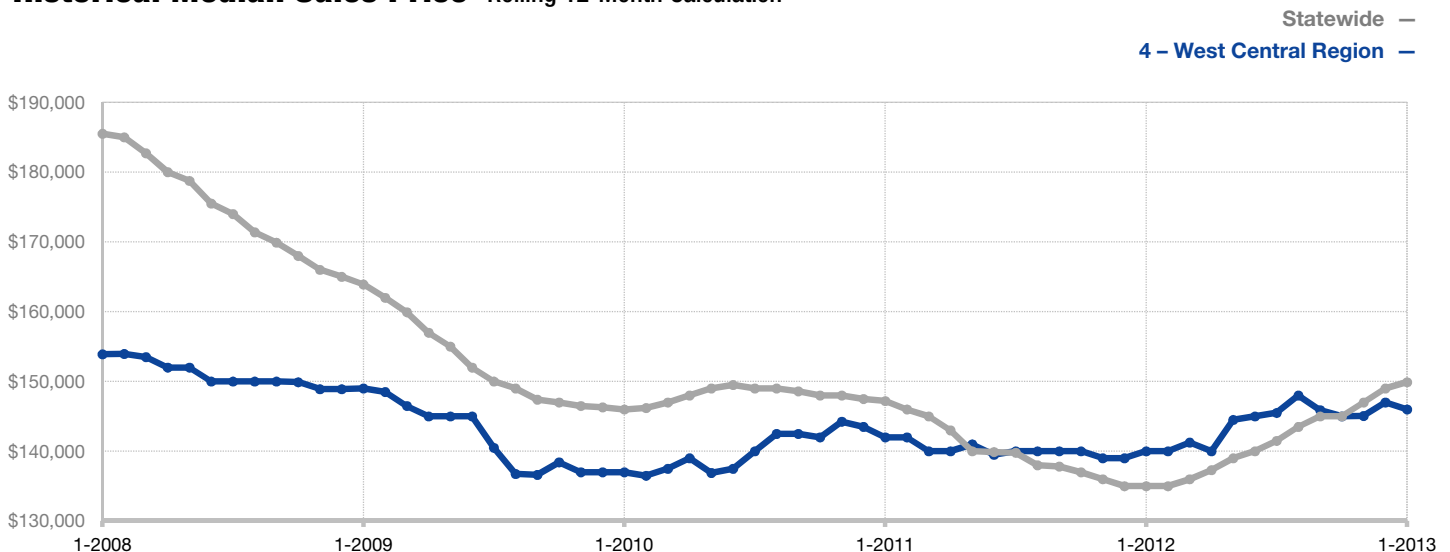
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	394	<b>396</b>	+ 0.5%	394	<b>396</b>	+ 0.5%
Closed Sales	159	<b>178</b>	+ 11.9%	159	<b>178</b>	+ 11.9%
Median Sales Price*	\$105,000	<b>\$123,000</b>	+ 17.1%	\$105,000	<b>\$123,000</b>	+ 17.1%
Percent of Original List Price Received*	86.1%	<b>89.7%</b>	+ 4.2%	86.1%	<b>89.7%</b>	+ 4.2%
Days on Market Until Sale	172	<b>148</b>	- 14.0%	172	<b>148</b>	- 14.0%
Months Supply of Inventory	9.7	<b>8.1</b>	- 16.5%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

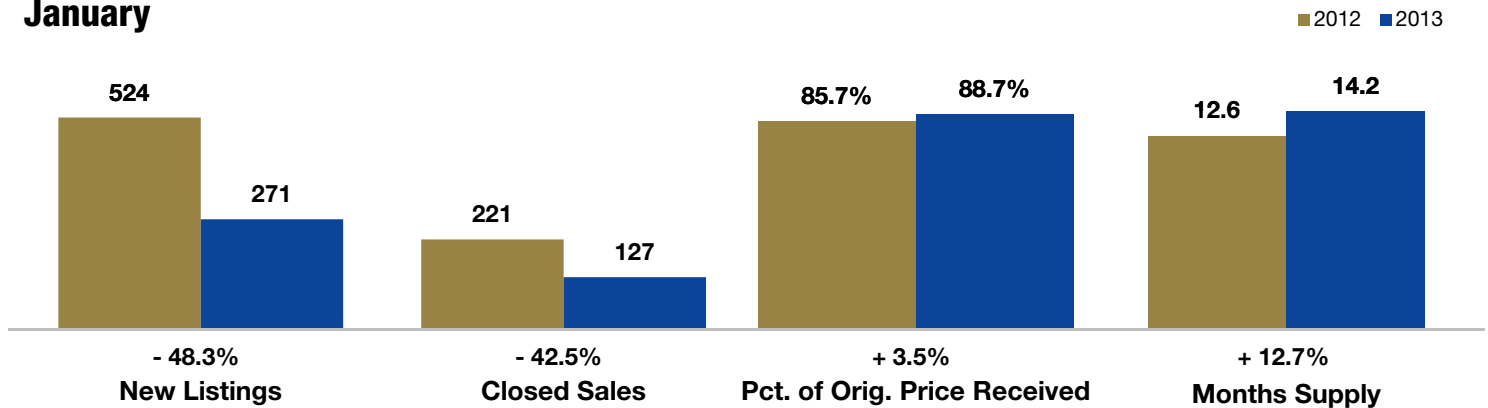


## 5 – North Central Region

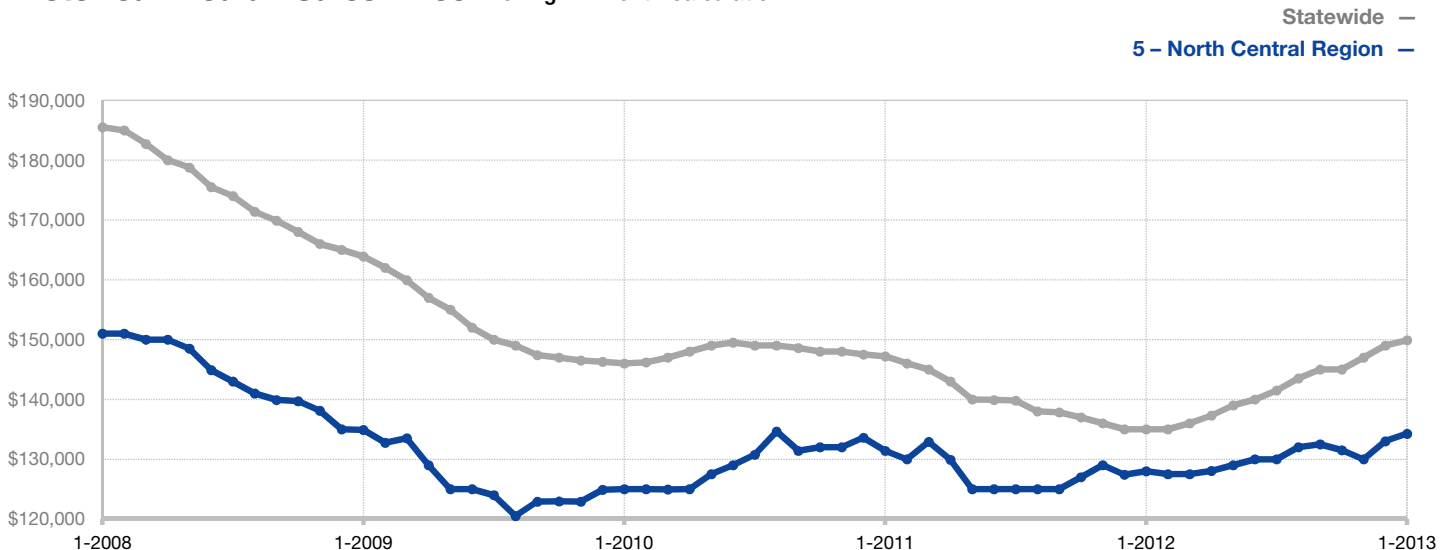
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	524	271	- 48.3%	524	271	- 48.3%
Closed Sales	221	127	- 42.5%	221	127	- 42.5%
Median Sales Price*	\$113,000	\$130,000	+ 15.0%	\$113,000	\$130,000	+ 15.0%
Percent of Original List Price Received*	85.7%	88.7%	+ 3.5%	85.7%	88.7%	+ 3.5%
Days on Market Until Sale	161	154	- 4.3%	161	154	- 4.3%
Months Supply of Inventory	12.6	14.2	+ 12.7%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

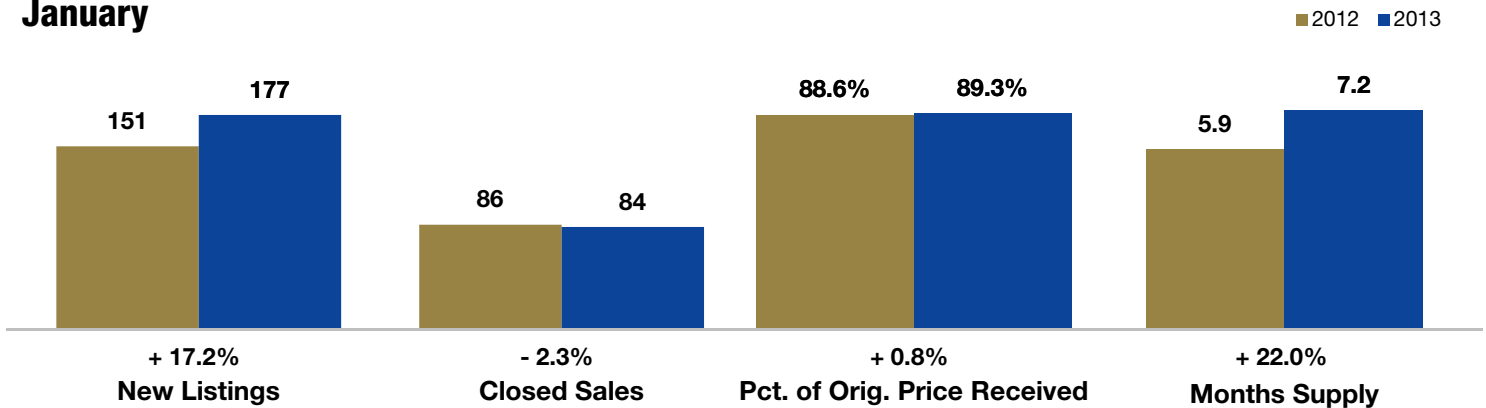


## 6E – Southwest Central Region

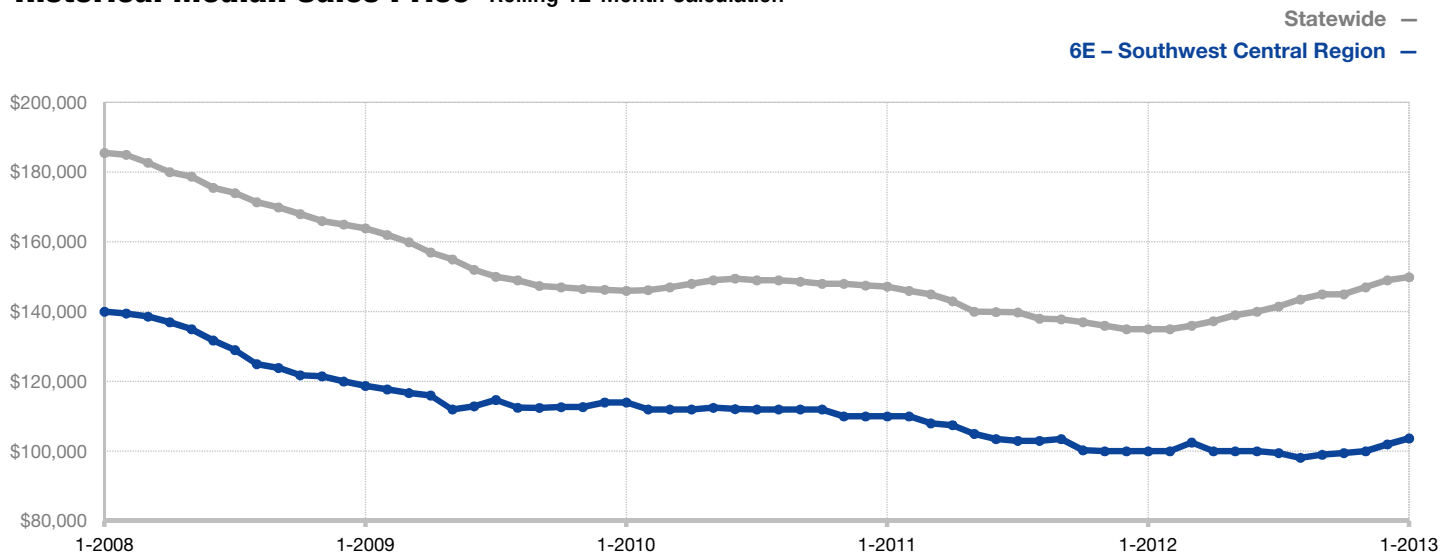
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	151	177	+ 17.2%	151	177	+ 17.2%
Closed Sales	86	84	- 2.3%	86	84	- 2.3%
Median Sales Price*	\$87,500	\$90,000	+ 2.9%	\$87,500	\$90,000	+ 2.9%
Percent of Original List Price Received*	88.6%	89.3%	+ 0.8%	88.6%	89.3%	+ 0.8%
Days on Market Until Sale	102	101	- 1.0%	102	101	- 1.0%
Months Supply of Inventory	5.9	7.2	+ 22.0%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

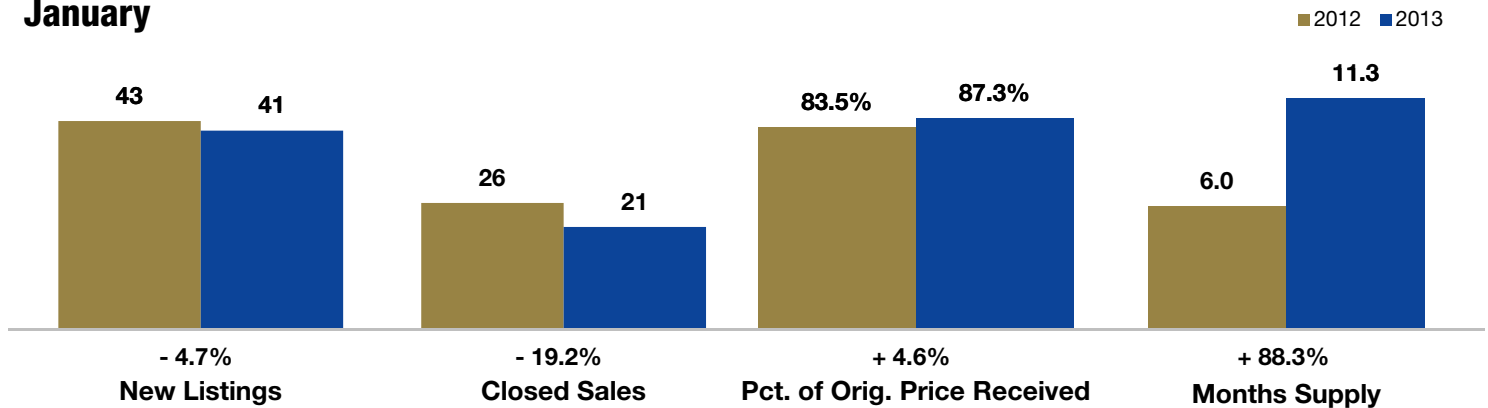


## 6W – Upper Minnesota Valley Region

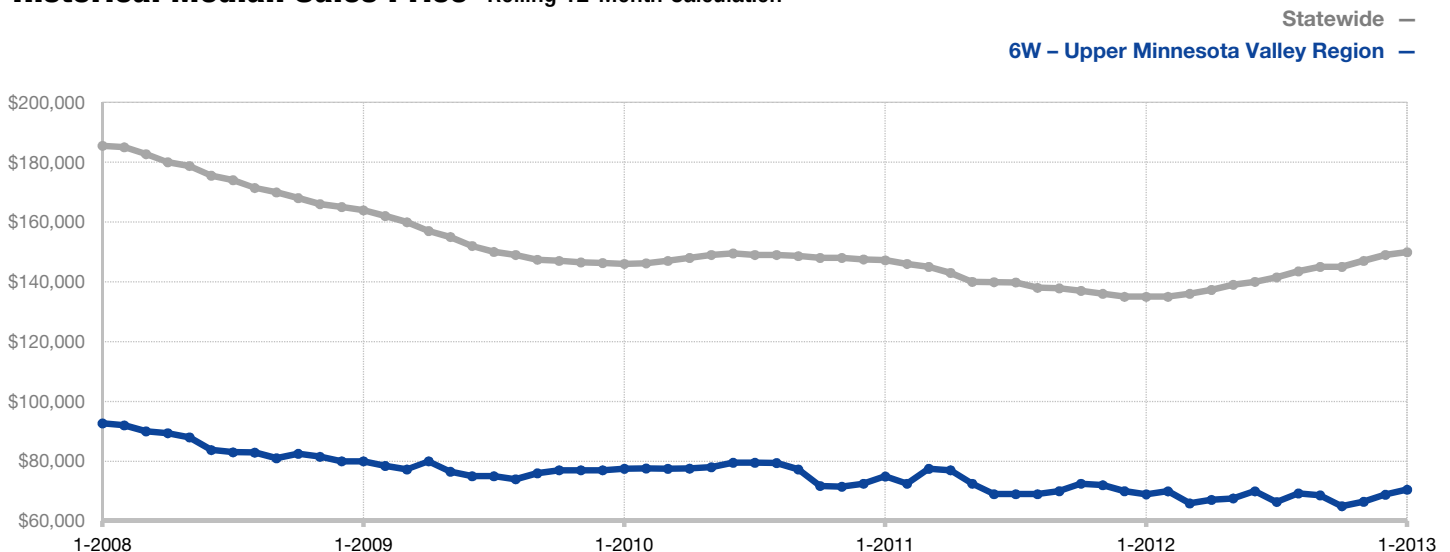
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	43	41	- 4.7%	43	41	- 4.7%
Closed Sales	26	21	- 19.2%	26	21	- 19.2%
Median Sales Price*	\$46,500	<b>\$92,000</b>	+ 97.8%	\$46,500	<b>\$92,000</b>	+ 97.8%
Percent of Original List Price Received*	83.5%	<b>87.3%</b>	+ 4.6%	83.5%	<b>87.3%</b>	+ 4.6%
Days on Market Until Sale	213	<b>114</b>	- 46.5%	213	<b>114</b>	- 46.5%
Months Supply of Inventory	6.0	<b>11.3</b>	+ 88.3%	--	--	--

\* 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.

### January



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





# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

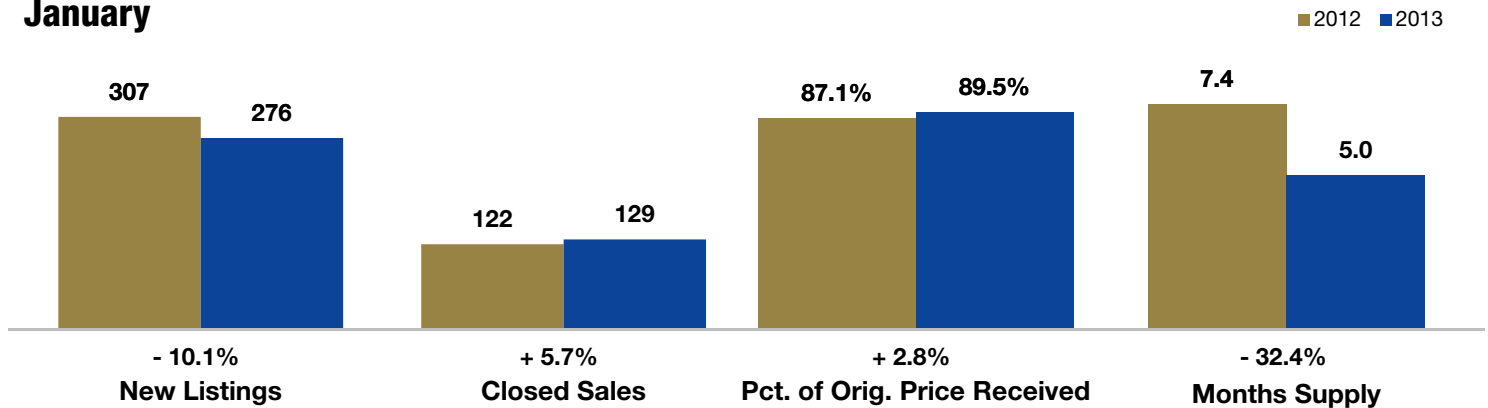


## 7E – East Central Region

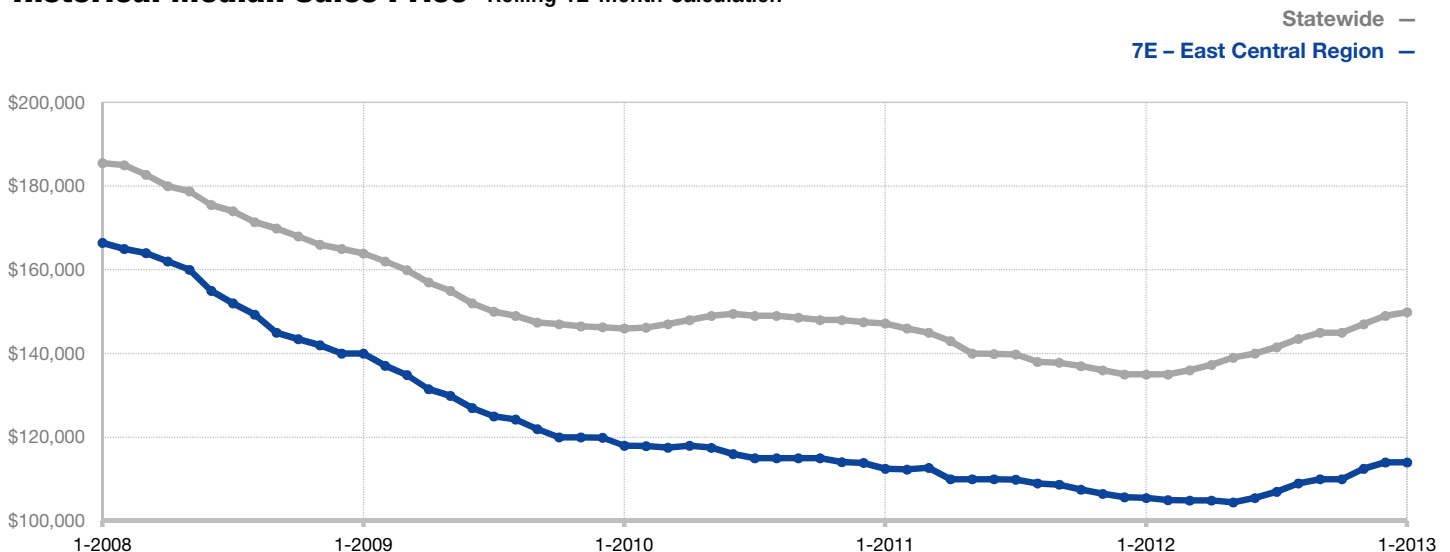
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	307	276	- 10.1%	307	276	- 10.1%
Closed Sales	122	129	+ 5.7%	122	129	+ 5.7%
Median Sales Price*	\$97,500	\$95,000	- 2.6%	\$97,500	\$95,000	- 2.6%
Percent of Original List Price Received*	87.1%	89.5%	+ 2.8%	87.1%	89.5%	+ 2.8%
Days on Market Until Sale	107	81	- 24.3%	107	81	- 24.3%
Months Supply of Inventory	7.4	5.0	- 32.4%	--	--	--

\* 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.

### January



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



Current as of February 12, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. Percent changes are calculated using rounded figures.

# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

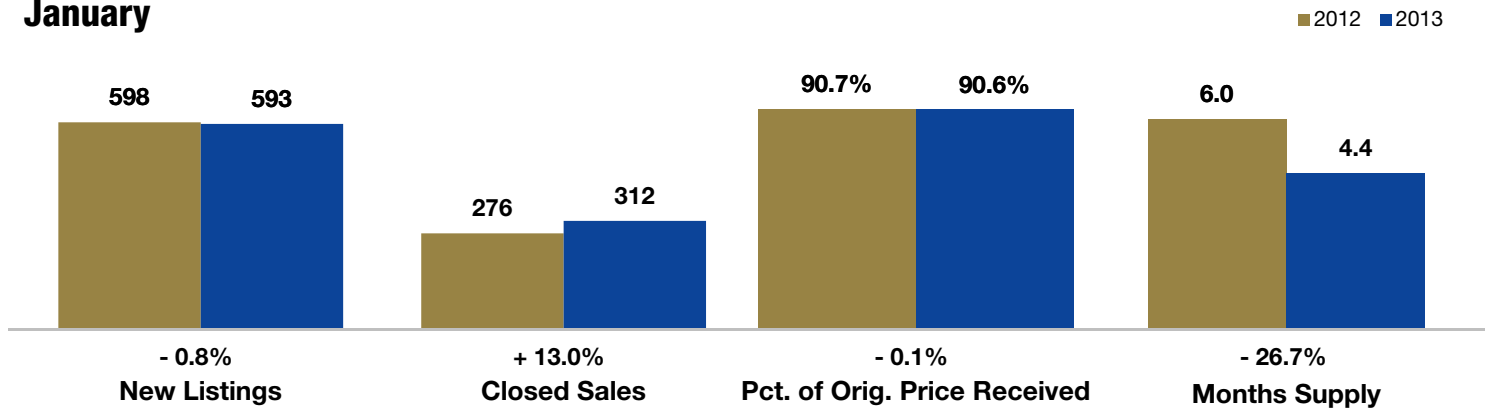


## 7W – Central Region

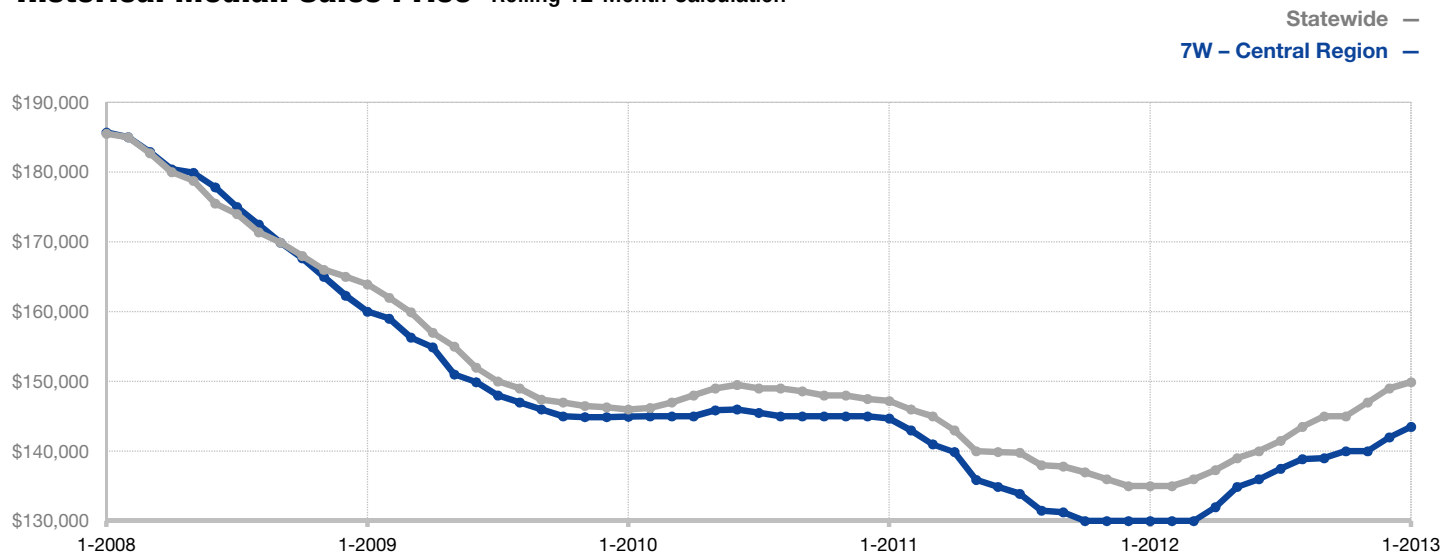
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	598	593	- 0.8%	598	593	- 0.8%
Closed Sales	276	312	+ 13.0%	276	312	+ 13.0%
Median Sales Price*	\$124,000	\$143,000	+ 15.3%	\$124,000	\$143,000	+ 15.3%
Percent of Original List Price Received*	90.7%	90.6%	- 0.1%	90.7%	90.6%	- 0.1%
Days on Market Until Sale	98	90	- 8.2%	98	90	- 8.2%
Months Supply of Inventory	6.0	4.4	- 26.7%	--	--	--

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### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

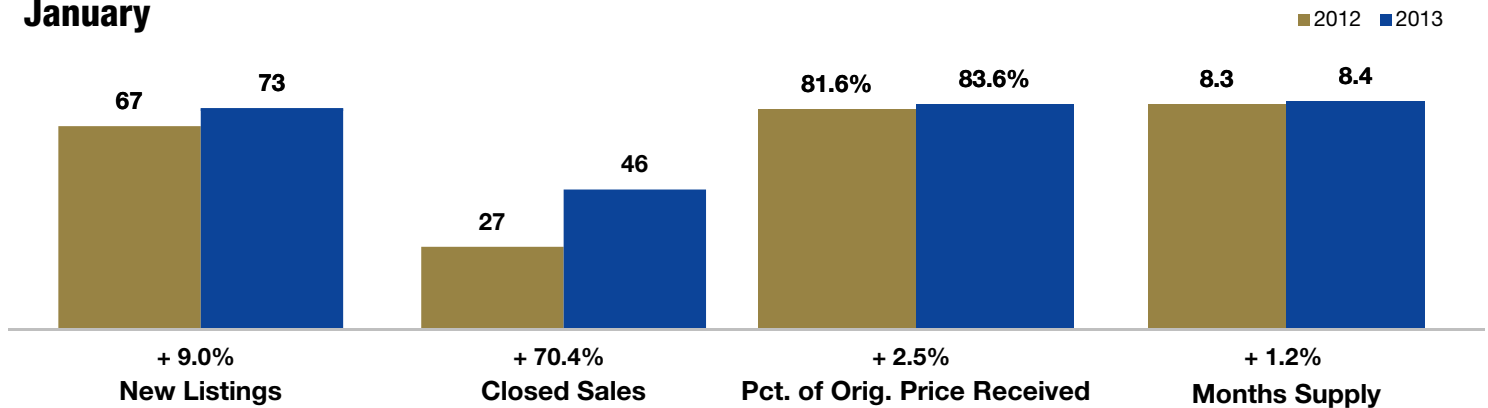


## 8 – Southwest Region

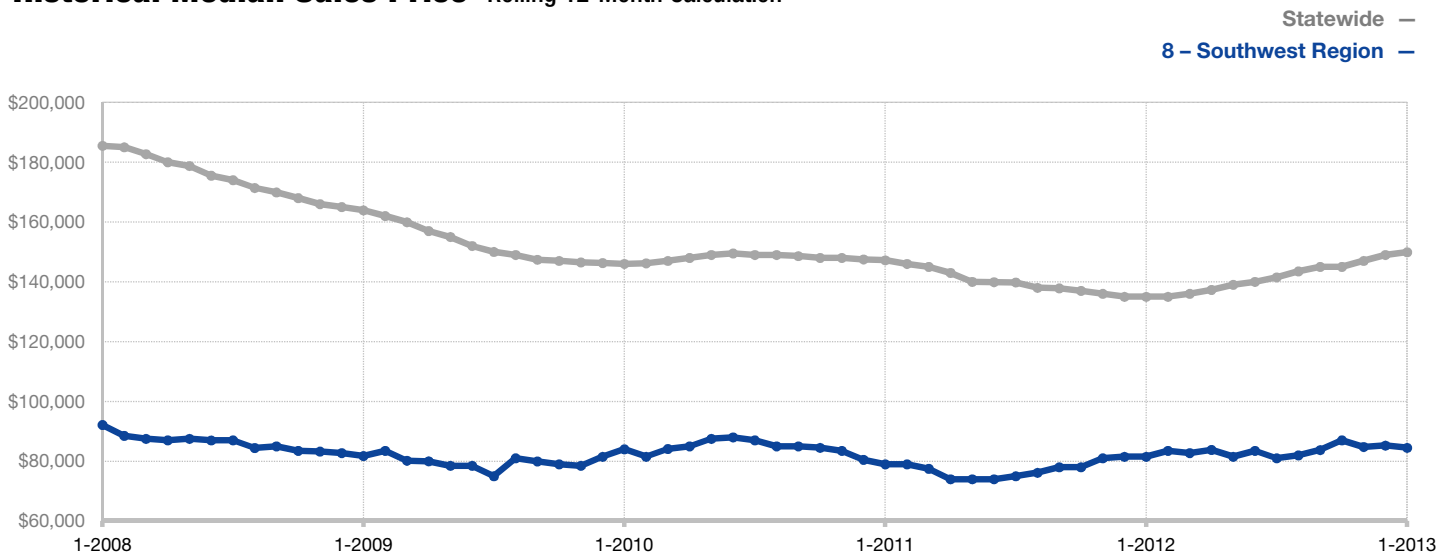
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	67	73	+ 9.0%	67	73	+ 9.0%
Closed Sales	27	46	+ 70.4%	27	46	+ 70.4%
Median Sales Price*	\$74,900	\$49,800	- 33.5%	\$74,900	\$49,800	- 33.5%
Percent of Original List Price Received*	81.6%	83.6%	+ 2.5%	81.6%	83.6%	+ 2.5%
Days on Market Until Sale	207	144	- 30.4%	207	144	- 30.4%
Months Supply of Inventory	8.3	8.4	+ 1.2%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

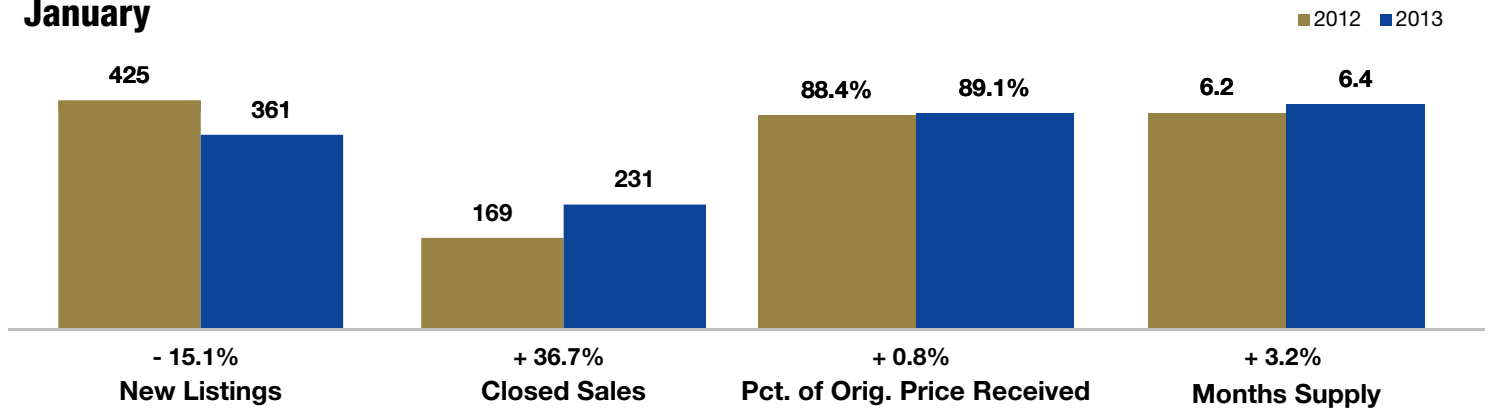


## 9 – South Central Region

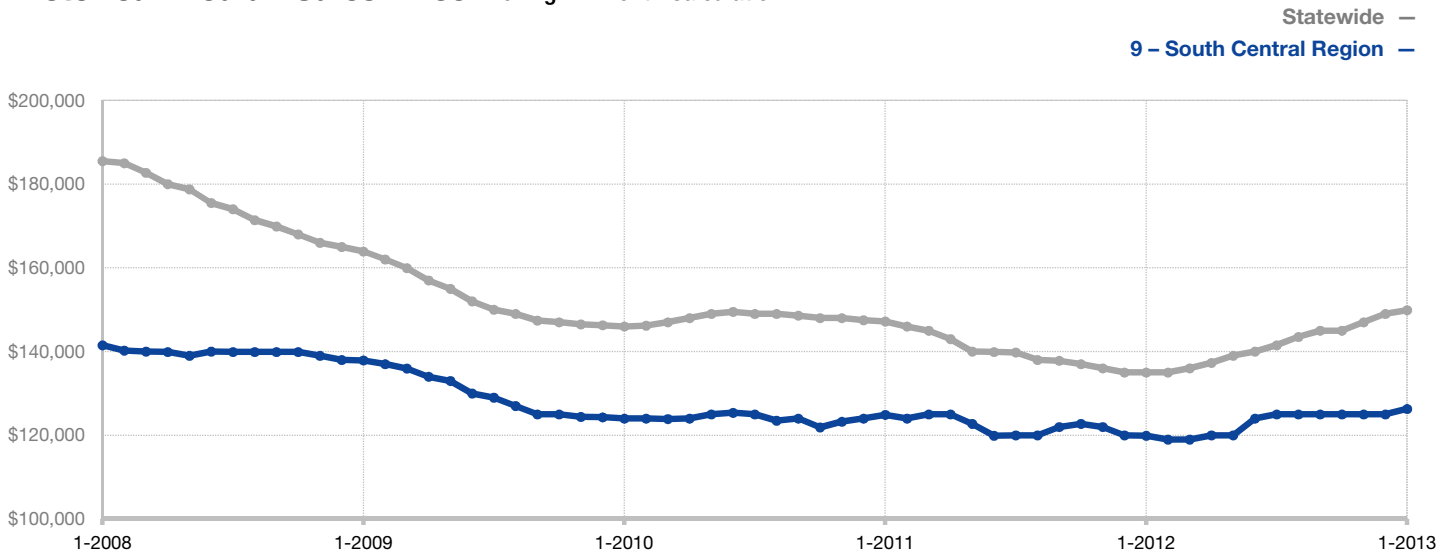
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	425	361	- 15.1%	425	361	- 15.1%
Closed Sales	169	231	+ 36.7%	169	231	+ 36.7%
Median Sales Price*	\$105,500	\$125,000	+ 18.5%	\$105,500	\$125,000	+ 18.5%
Percent of Original List Price Received*	88.4%	89.1%	+ 0.8%	88.4%	89.1%	+ 0.8%
Days on Market Until Sale	154	174	+ 13.0%	154	174	+ 13.0%
Months Supply of Inventory	6.2	6.4	+ 3.2%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

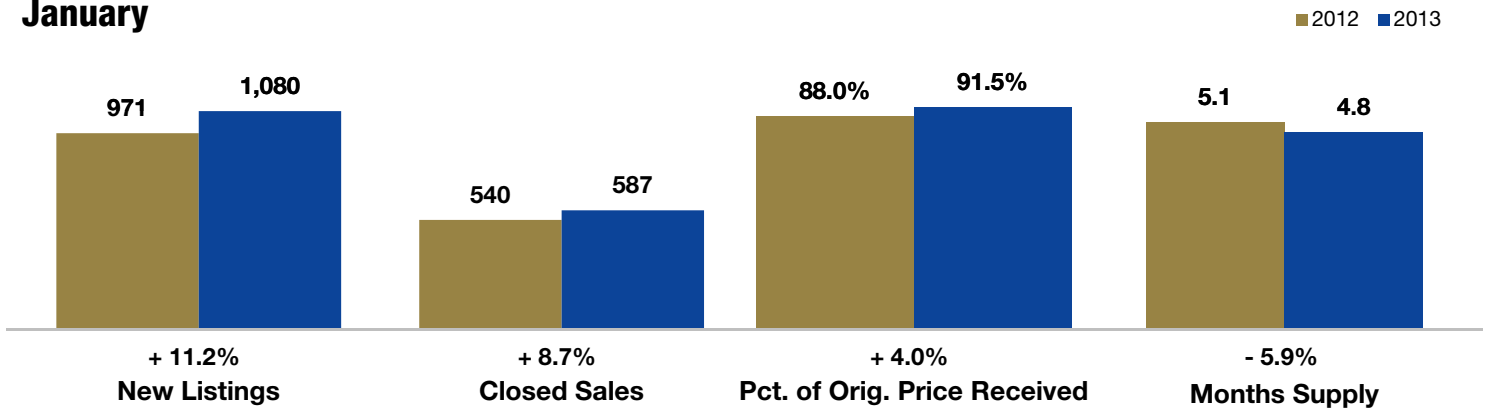


## 10 – Southeast Region

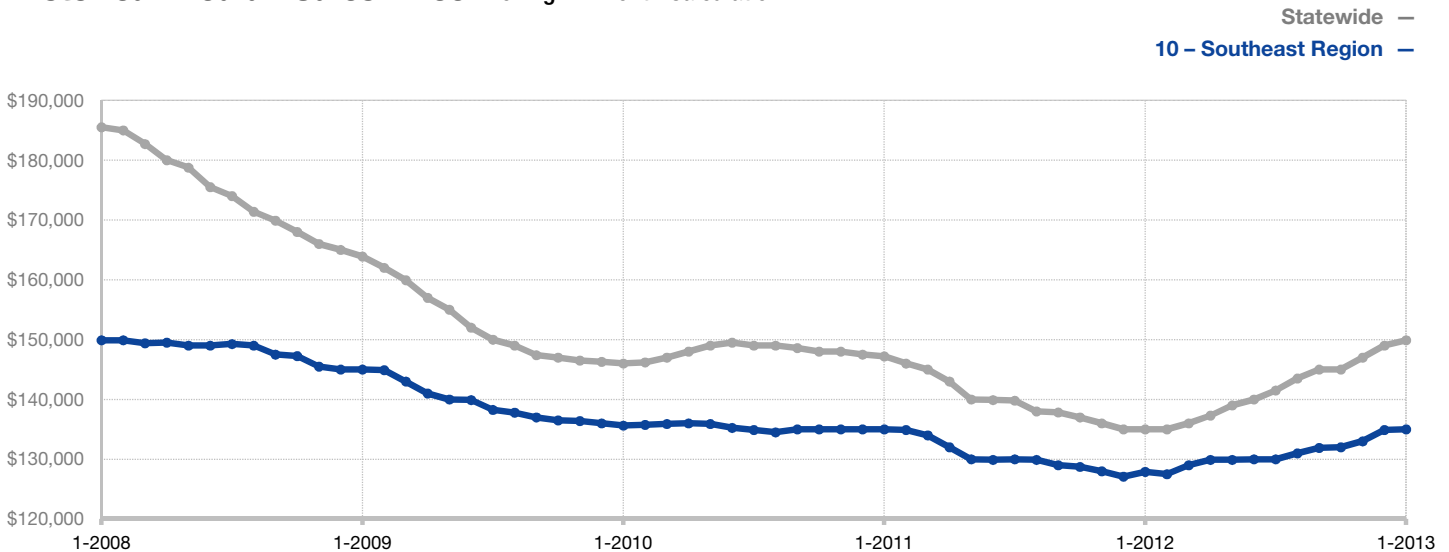
Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	971	1,080	+ 11.2%	971	1,080	+ 11.2%
Closed Sales	540	587	+ 8.7%	540	587	+ 8.7%
Median Sales Price*	\$116,900	\$130,000	+ 11.2%	\$116,900	\$130,000	+ 11.2%
Percent of Original List Price Received*	88.0%	91.5%	+ 4.0%	88.0%	91.5%	+ 4.0%
Days on Market Until Sale	153	131	- 14.4%	153	131	- 14.4%
Months Supply of Inventory	5.1	4.8	- 5.9%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

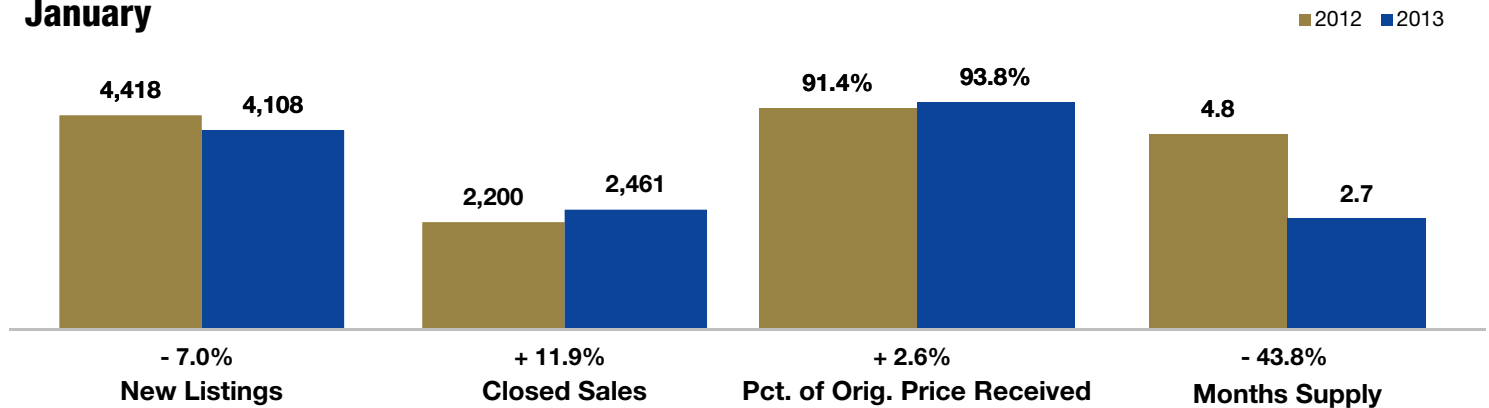


## 11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2012	2013	Percent Change	Thru 1-2012	Thru 1-2013	Percent Change
New Listings	4,418	<b>4,108</b>	- 7.0%	4,418	<b>4,108</b>	- 7.0%
Closed Sales	2,200	<b>2,461</b>	+ 11.9%	2,200	<b>2,461</b>	+ 11.9%
Median Sales Price*	\$144,000	<b>\$164,900</b>	+ 14.5%	\$144,000	<b>\$164,900</b>	+ 14.5%
Percent of Original List Price Received*	91.4%	<b>93.8%</b>	+ 2.6%	91.4%	<b>93.8%</b>	+ 2.6%
Days on Market Until Sale	83	<b>69</b>	- 16.9%	83	<b>69</b>	- 16.9%
Months Supply of Inventory	4.8	<b>2.7</b>	- 43.8%	--	--	--

\* 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.

### January



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

