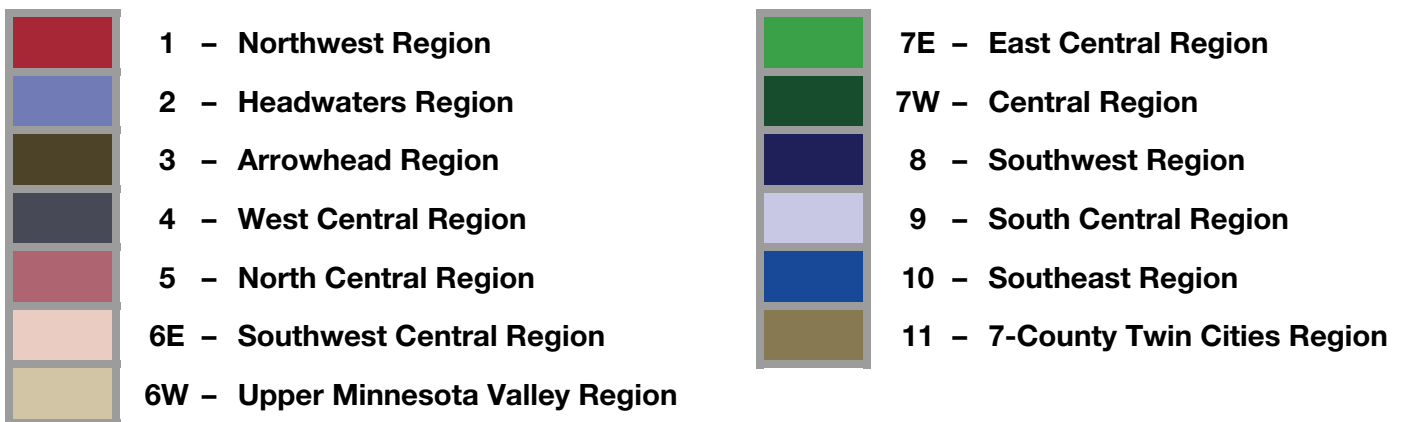
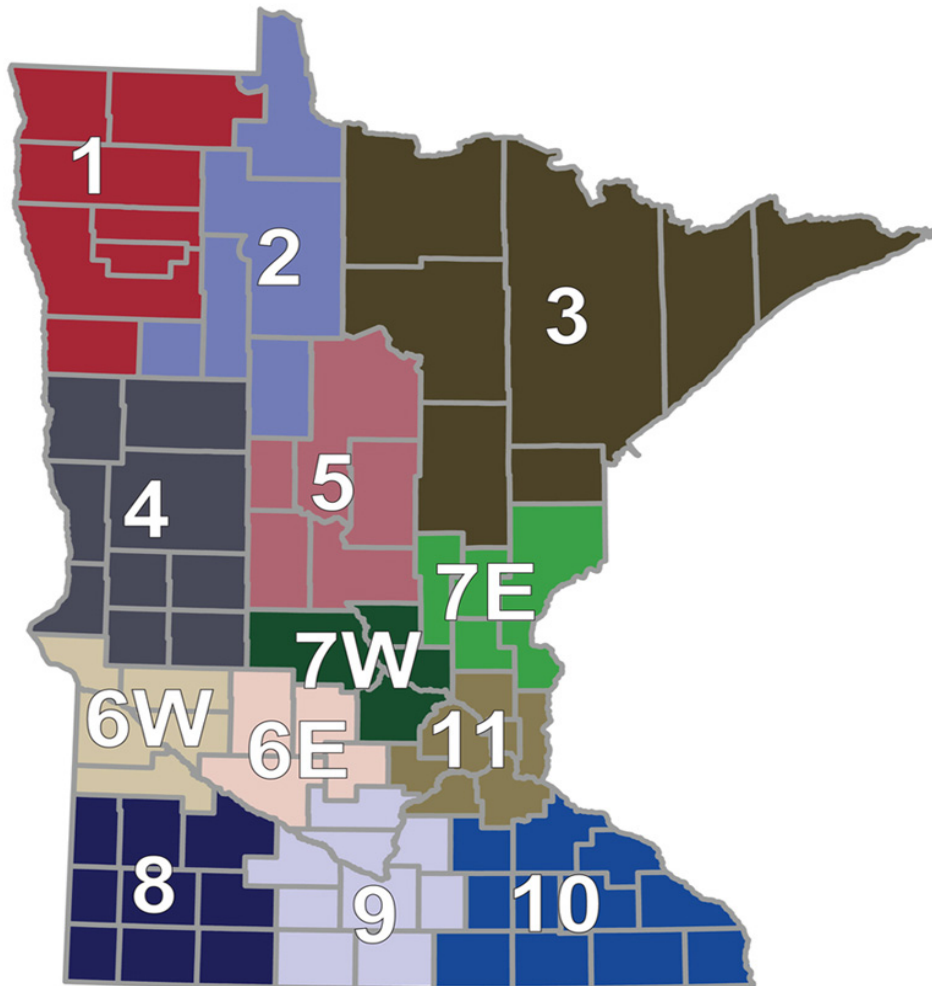


# Local Market Updates for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

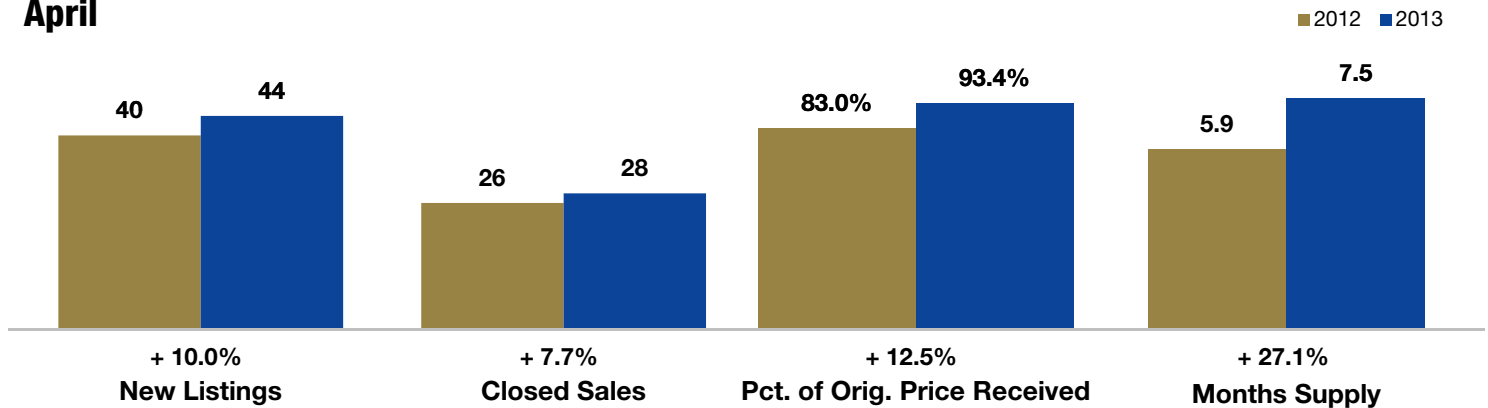


## 1 – Northwest Region

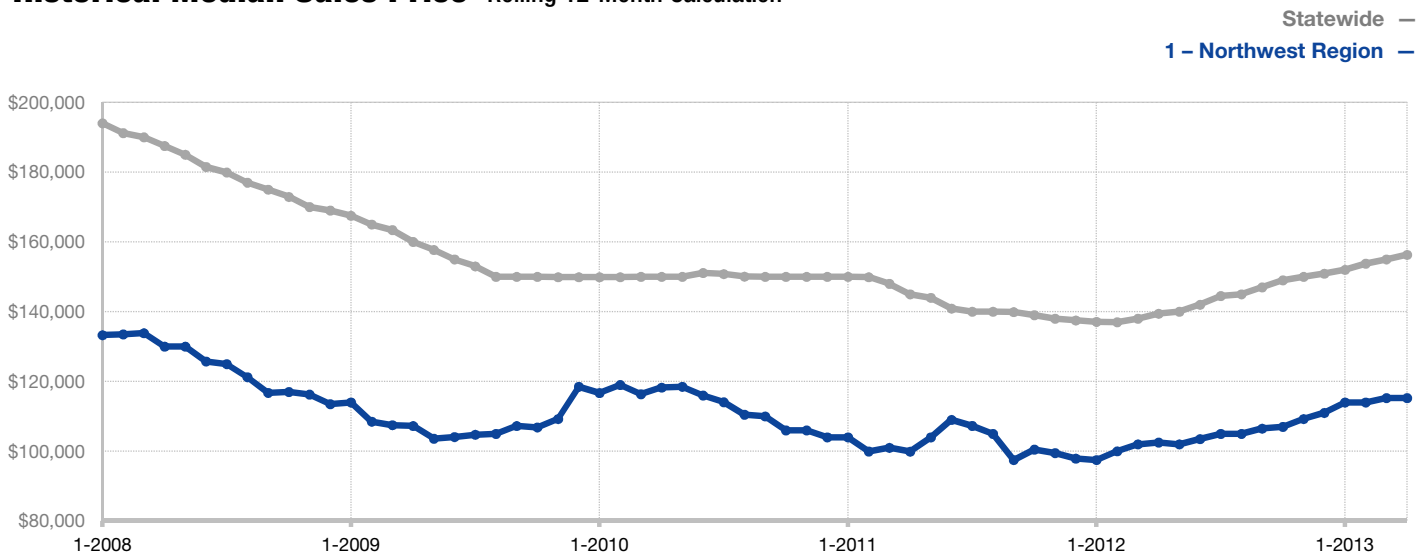
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	40	<b>44</b>	+ 10.0%	160	<b>166</b>	+ 3.8%
Closed Sales	26	<b>28</b>	+ 7.7%	82	<b>83</b>	+ 1.2%
Median Sales Price*	\$131,500	<b>\$138,500</b>	+ 5.3%	\$100,250	<b>\$115,500</b>	+ 15.2%
Percent of Original List Price Received*	83.0%	<b>93.4%</b>	+ 12.5%	84.5%	<b>92.0%</b>	+ 8.9%
Days on Market Until Sale	158	<b>138</b>	- 12.7%	178	<b>147</b>	- 17.4%
Months Supply of Inventory	5.9	<b>7.5</b>	+ 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

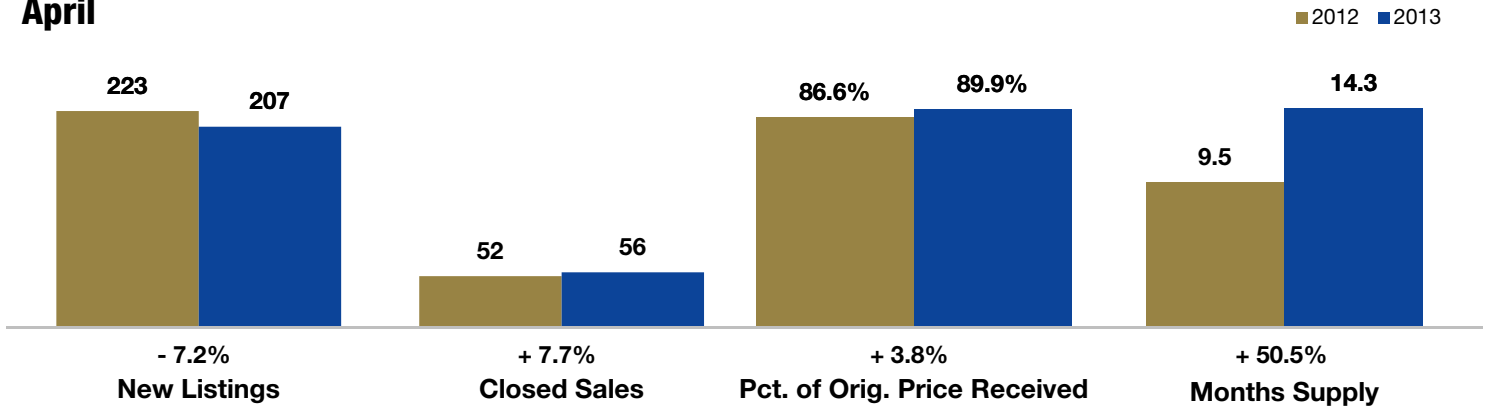


## 2 – Headwaters Region

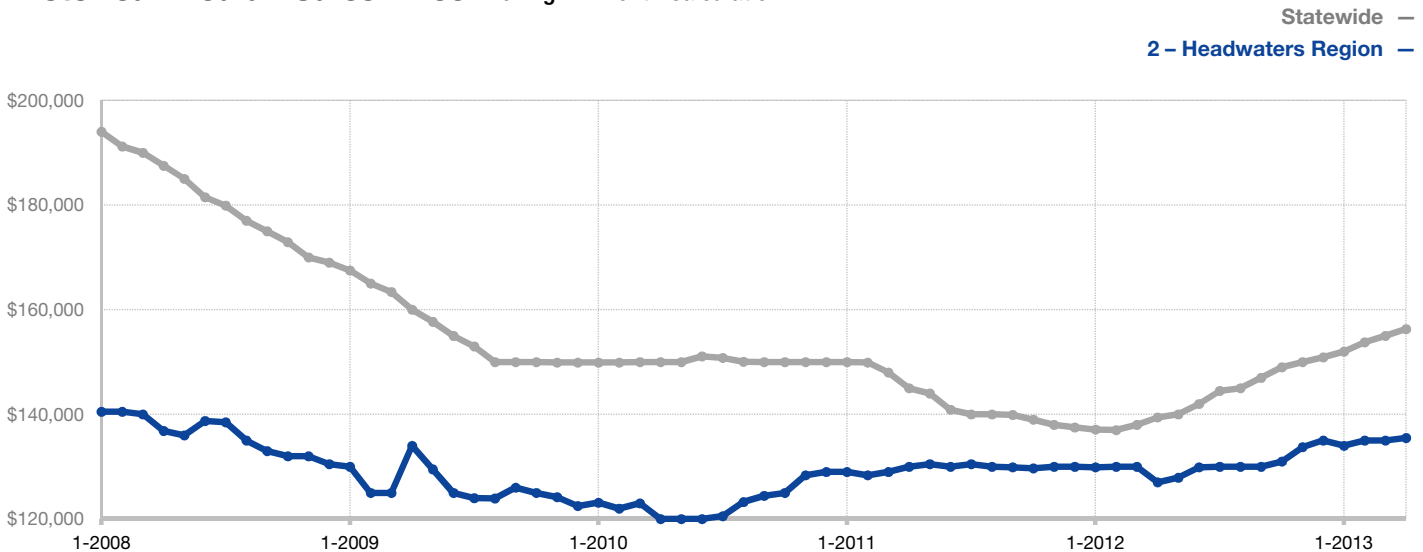
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	223	207	- 7.2%	684	562	- 17.8%
Closed Sales	52	56	+ 7.7%	234	188	- 19.7%
Median Sales Price*	\$102,500	\$123,750	+ 20.7%	\$110,000	\$125,000	+ 13.6%
Percent of Original List Price Received*	86.6%	89.9%	+ 3.8%	87.7%	89.7%	+ 2.3%
Days on Market Until Sale	138	152	+ 10.1%	155	146	- 5.8%
Months Supply of Inventory	9.5	14.3	+ 50.5%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

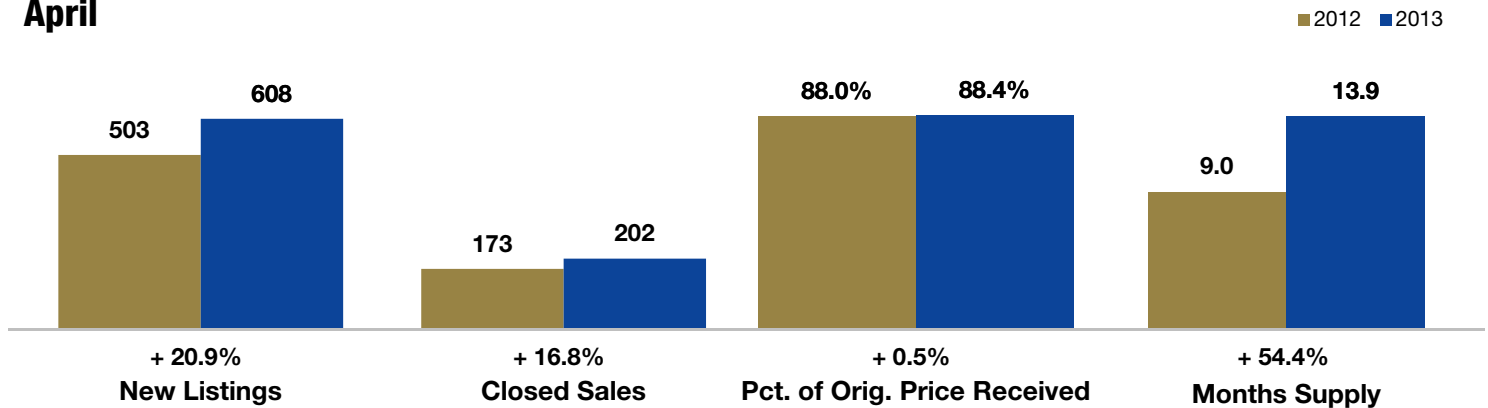


## 3 – Arrowhead Region

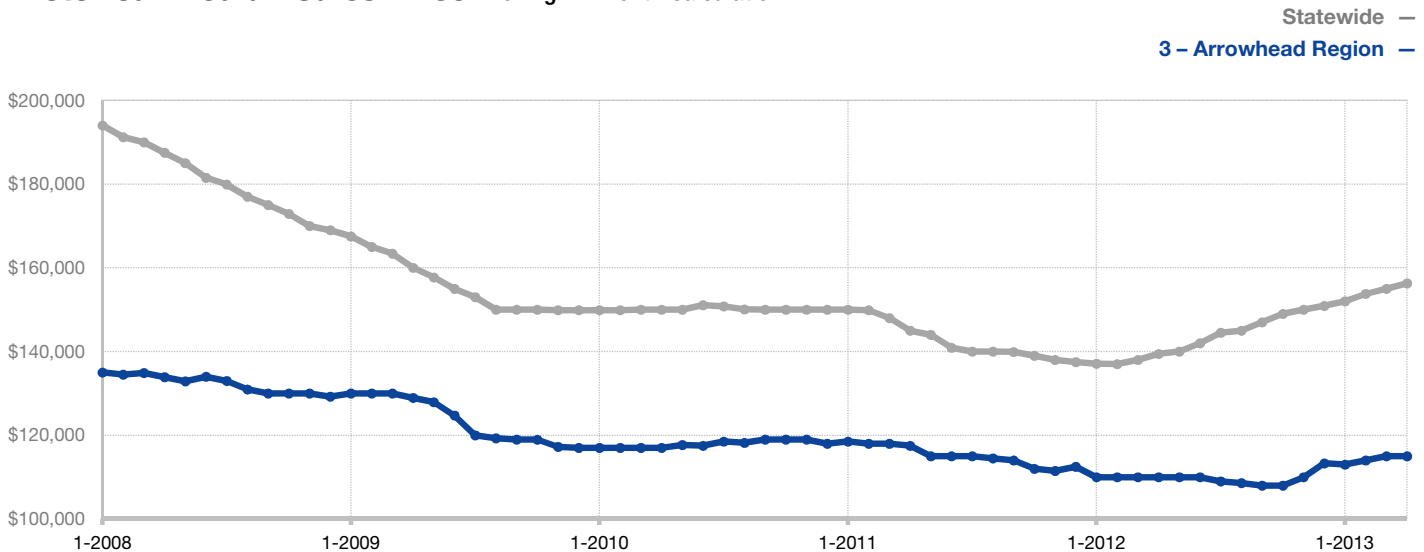
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	503	<b>608</b>	+ 20.9%	1,622	<b>1,681</b>	+ 3.6%
Closed Sales	173	<b>202</b>	+ 16.8%	591	<b>596</b>	+ 0.8%
Median Sales Price*	\$108,000	<b>\$115,000</b>	+ 6.5%	\$95,000	<b>\$105,000</b>	+ 10.5%
Percent of Original List Price Received*	88.0%	<b>88.4%</b>	+ 0.5%	86.8%	<b>88.3%</b>	+ 1.7%
Days on Market Until Sale	159	<b>146</b>	- 8.2%	169	<b>150</b>	- 11.2%
Months Supply of Inventory	9.0	<b>13.9</b>	+ 54.4%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

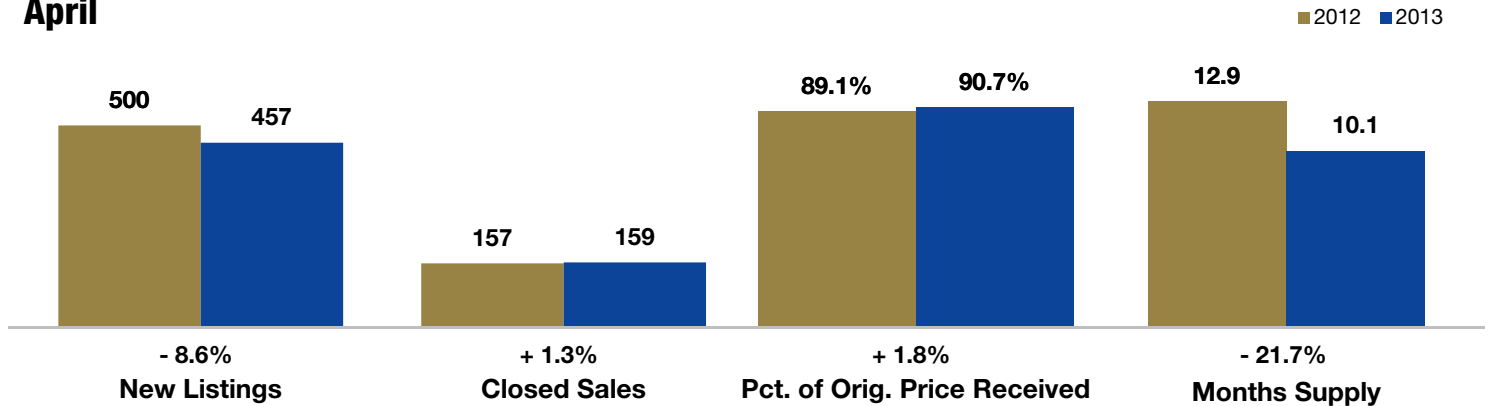


## 4 – West Central Region

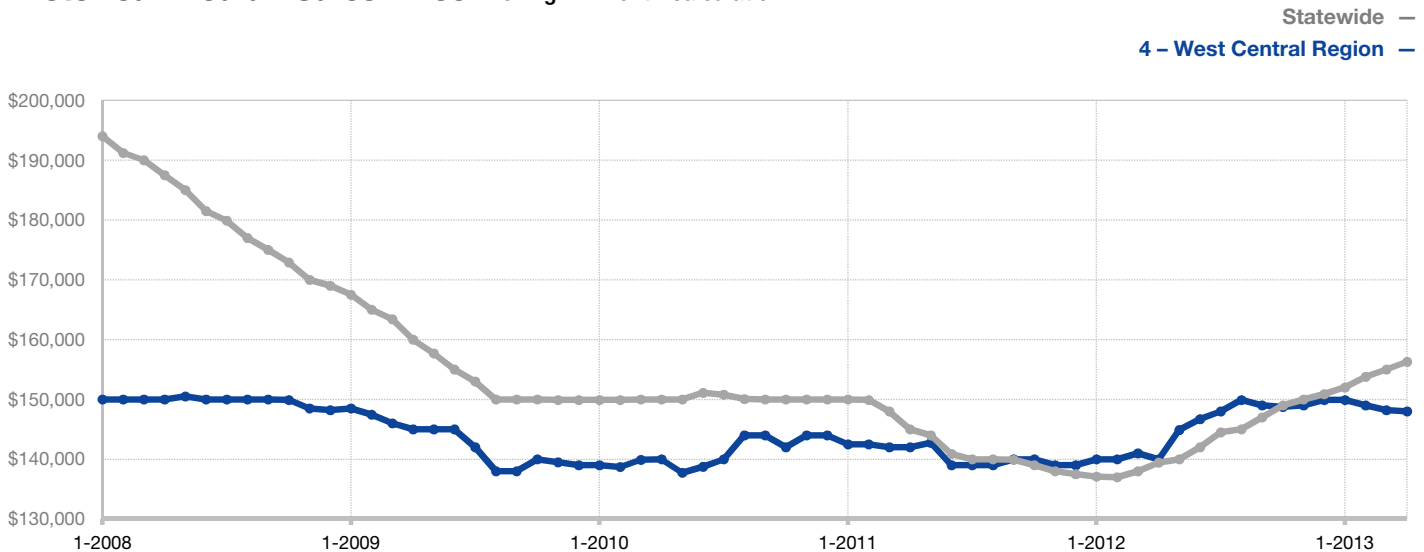
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	500	457	- 8.6%	1,546	1,222	- 21.0%
Closed Sales	157	159	+ 1.3%	469	461	- 1.7%
Median Sales Price*	\$129,200	\$136,500	+ 5.7%	\$127,500	\$131,500	+ 3.1%
Percent of Original List Price Received*	89.1%	90.7%	+ 1.8%	87.5%	90.1%	+ 3.0%
Days on Market Until Sale	149	156	+ 4.7%	156	152	- 2.6%
Months Supply of Inventory	12.9	10.1	- 21.7%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

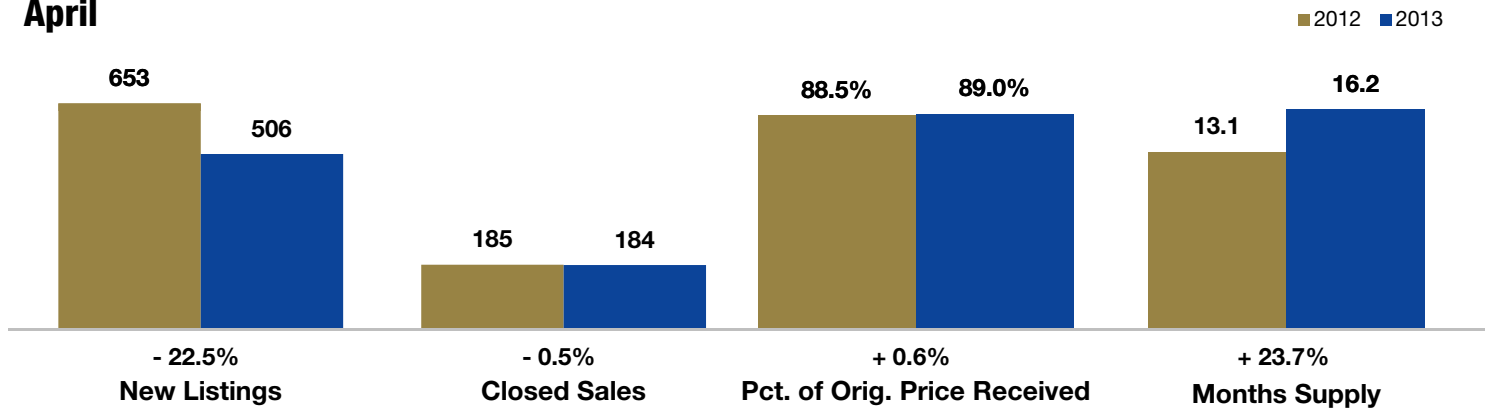


## 5 – North Central Region

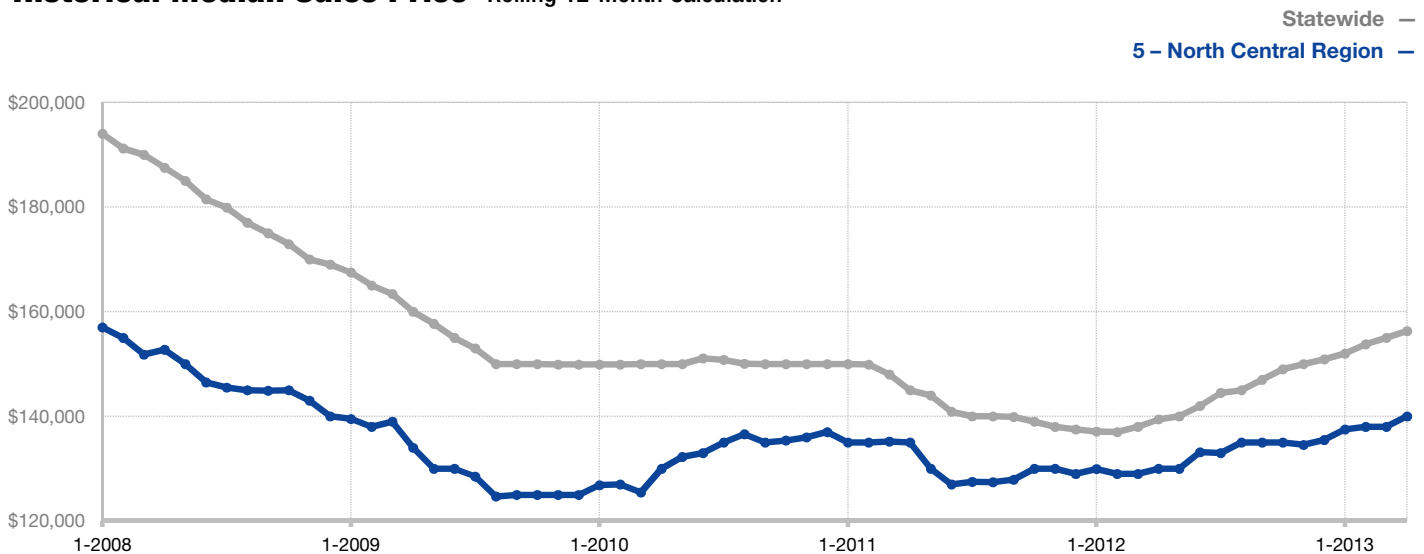
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	653	506	- 22.5%	2,268	1,408	- 37.9%
Closed Sales	185	184	- 0.5%	858	556	- 35.2%
Median Sales Price*	\$124,500	\$142,000	+ 14.1%	\$120,000	\$125,000	+ 4.2%
Percent of Original List Price Received*	88.5%	89.0%	+ 0.6%	87.2%	89.0%	+ 2.1%
Days on Market Until Sale	131	133	+ 1.5%	152	133	- 12.5%
Months Supply of Inventory	13.1	16.2	+ 23.7%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

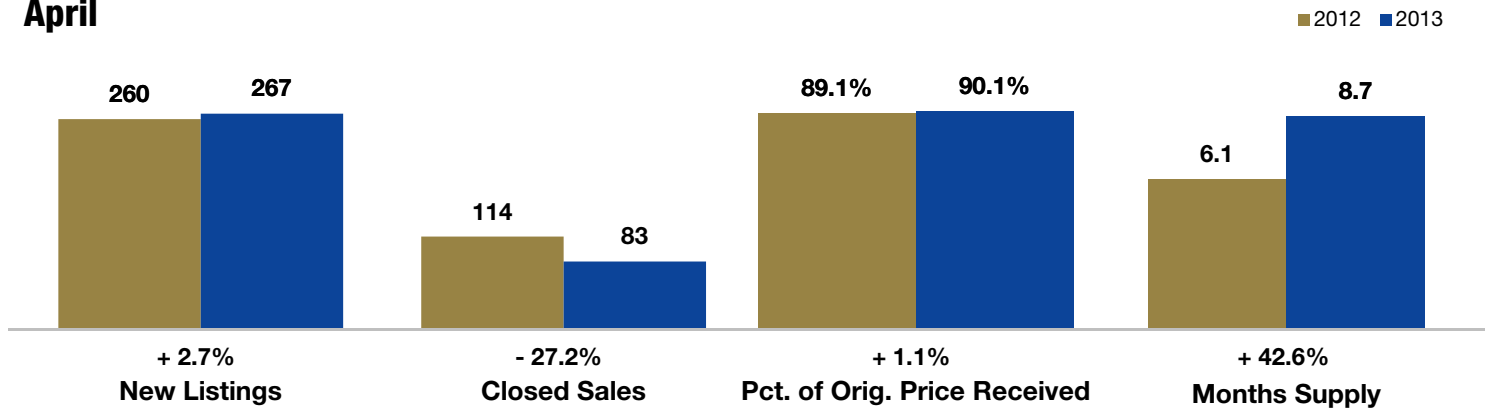


## 6E – Southwest Central Region

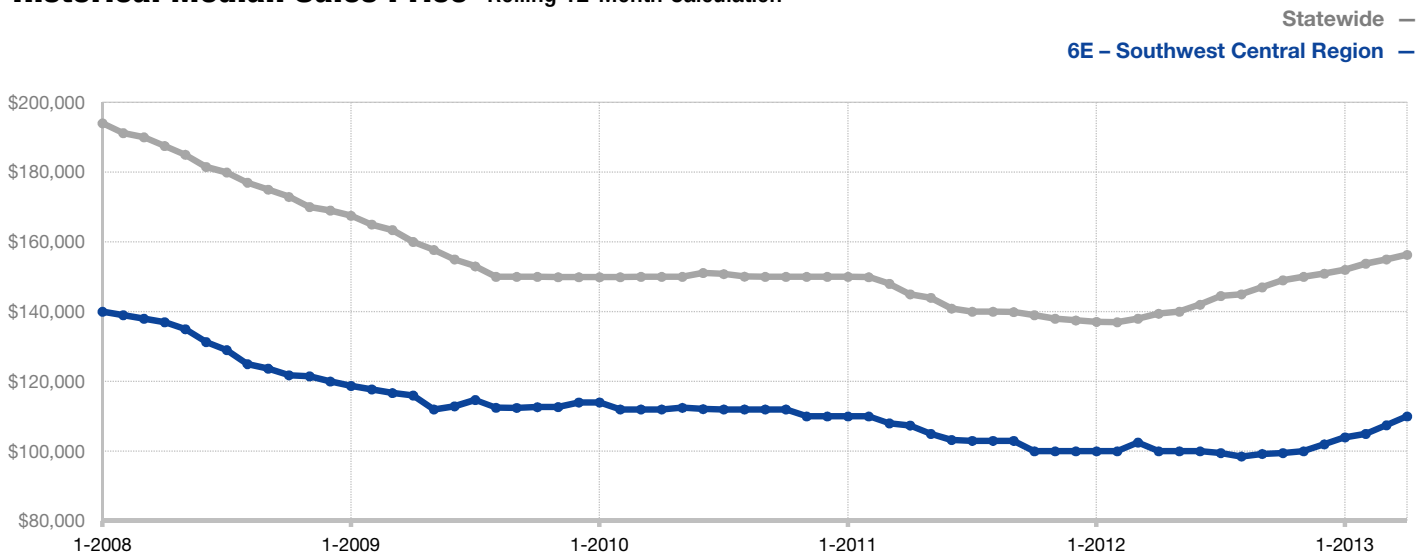
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	260	267	+ 2.7%	831	786	- 5.4%
Closed Sales	114	83	- 27.2%	386	349	- 9.6%
Median Sales Price*	\$92,500	\$116,450	+ 25.9%	\$90,000	\$113,000	+ 25.6%
Percent of Original List Price Received*	89.1%	90.1%	+ 1.1%	88.0%	89.4%	+ 1.6%
Days on Market Until Sale	137	118	- 13.9%	133	112	- 15.8%
Months Supply of Inventory	6.1	8.7	+ 42.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

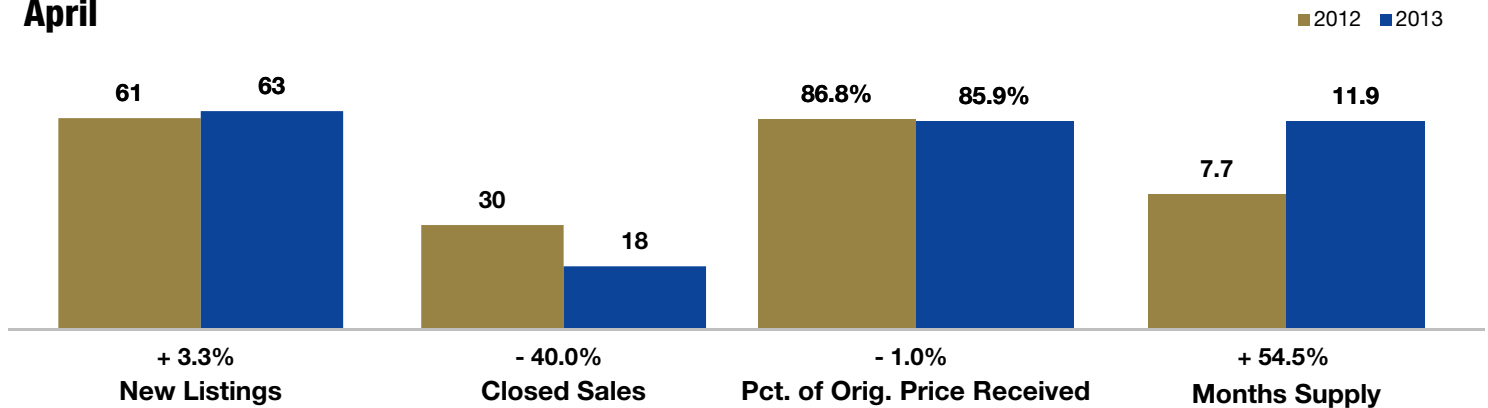


## 6W – Upper Minnesota Valley Region

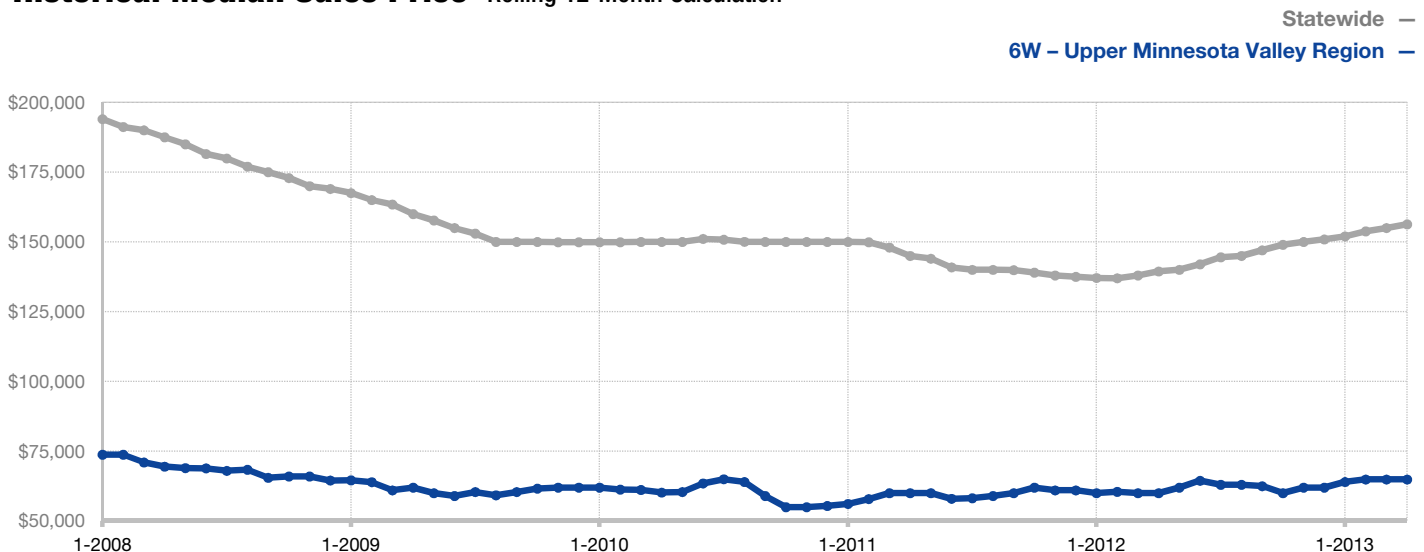
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	61	63	+ 3.3%	175	180	+ 2.9%
Closed Sales	30	18	- 40.0%	94	78	- 17.0%
Median Sales Price*	\$60,000	\$69,250	+ 15.4%	\$55,000	\$60,500	+ 10.0%
Percent of Original List Price Received*	86.8%	85.9%	- 1.0%	84.7%	84.2%	- 0.6%
Days on Market Until Sale	157	230	+ 46.5%	200	205	+ 2.5%
Months Supply of Inventory	7.7	11.9	+ 54.5%	--	--	--

\* 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.

### April



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





# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

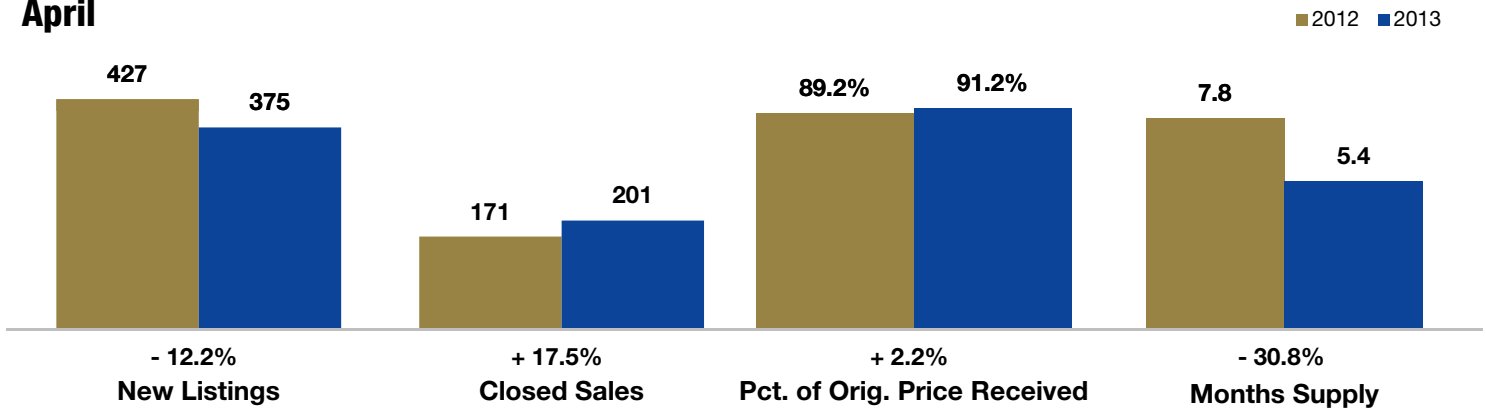


## 7E – East Central Region

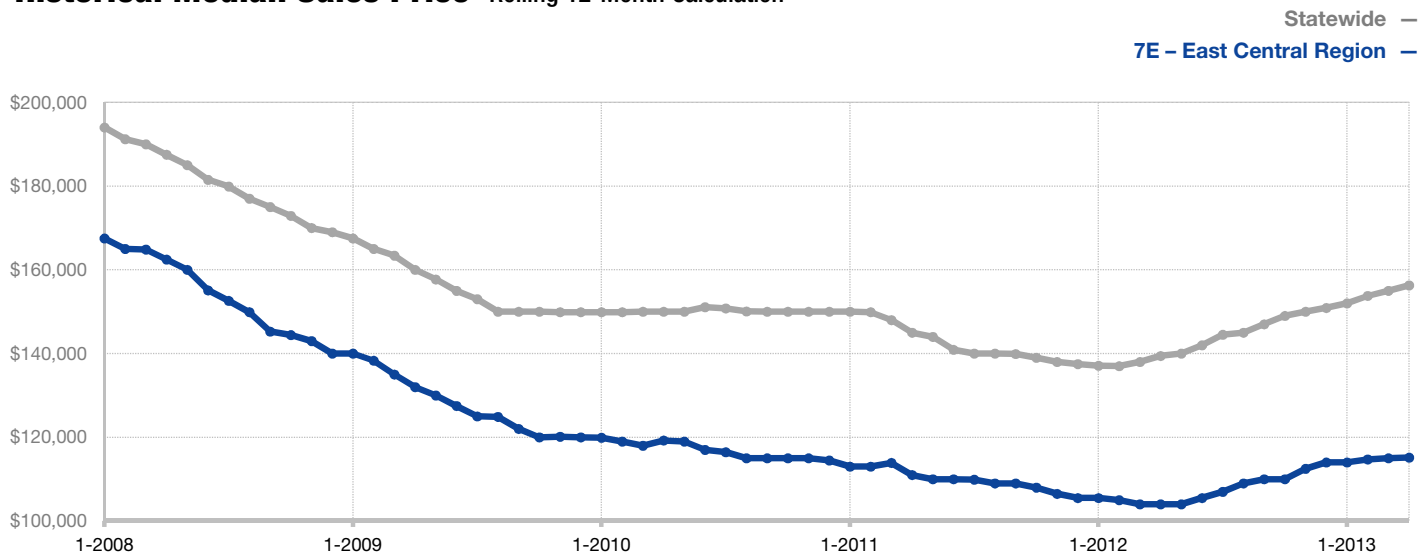
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	427	375	- 12.2%	1,406	1,247	- 11.3%
Closed Sales	171	201	+ 17.5%	636	666	+ 4.7%
Median Sales Price*	\$114,726	\$124,000	+ 8.1%	\$97,575	\$110,000	+ 12.7%
Percent of Original List Price Received*	89.2%	91.2%	+ 2.2%	88.7%	90.7%	+ 2.3%
Days on Market Until Sale	89	88	- 1.1%	95	83	- 12.6%
Months Supply of Inventory	7.8	5.4	- 30.8%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

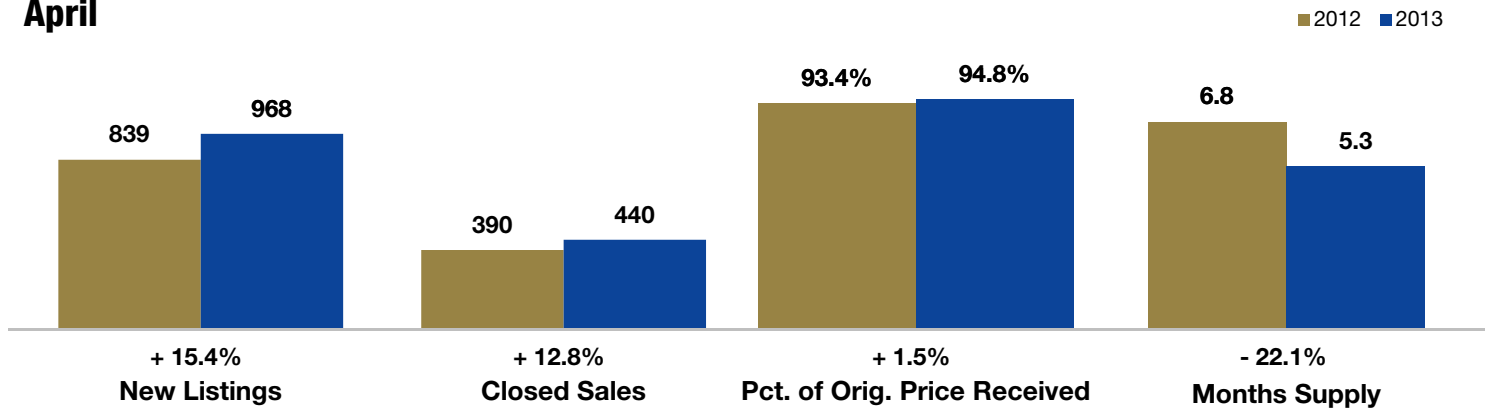


## 7W – Central Region

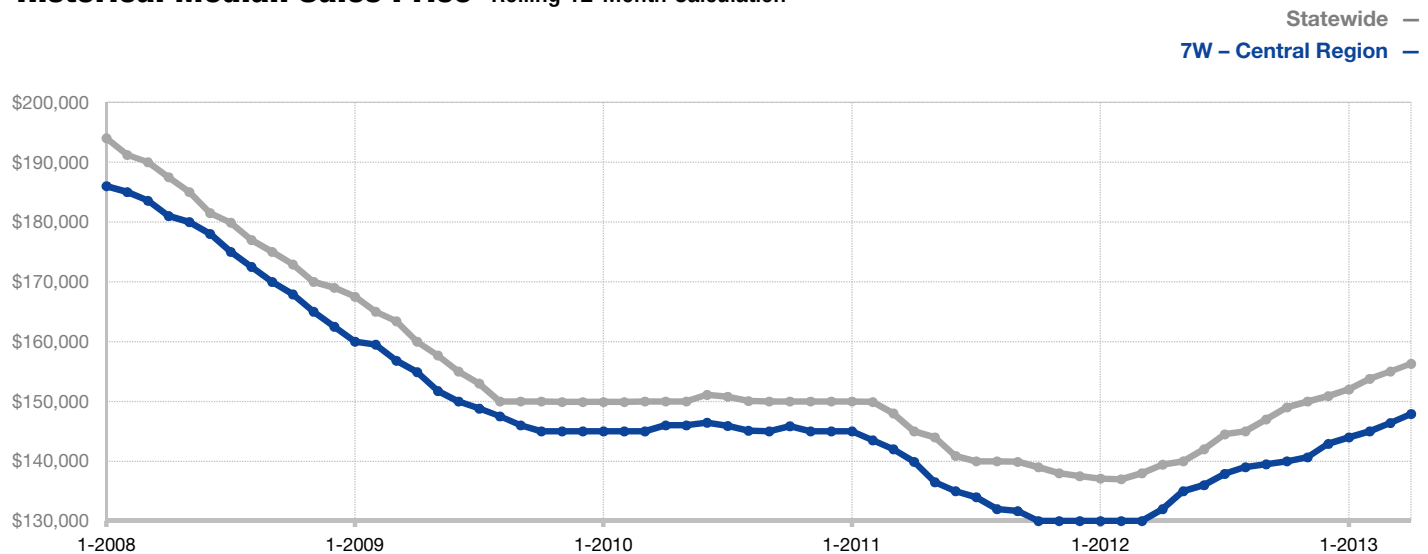
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	839	968	+ 15.4%	2,870	2,959	+ 3.1%
Closed Sales	390	440	+ 12.8%	1,351	1,463	+ 8.3%
Median Sales Price*	\$136,500	\$150,000	+ 9.9%	\$129,900	\$148,000	+ 13.9%
Percent of Original List Price Received*	93.4%	94.8%	+ 1.5%	91.6%	92.8%	+ 1.3%
Days on Market Until Sale	87	86	- 1.1%	94	85	- 9.6%
Months Supply of Inventory	6.8	5.3	- 22.1%	--	--	--

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### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

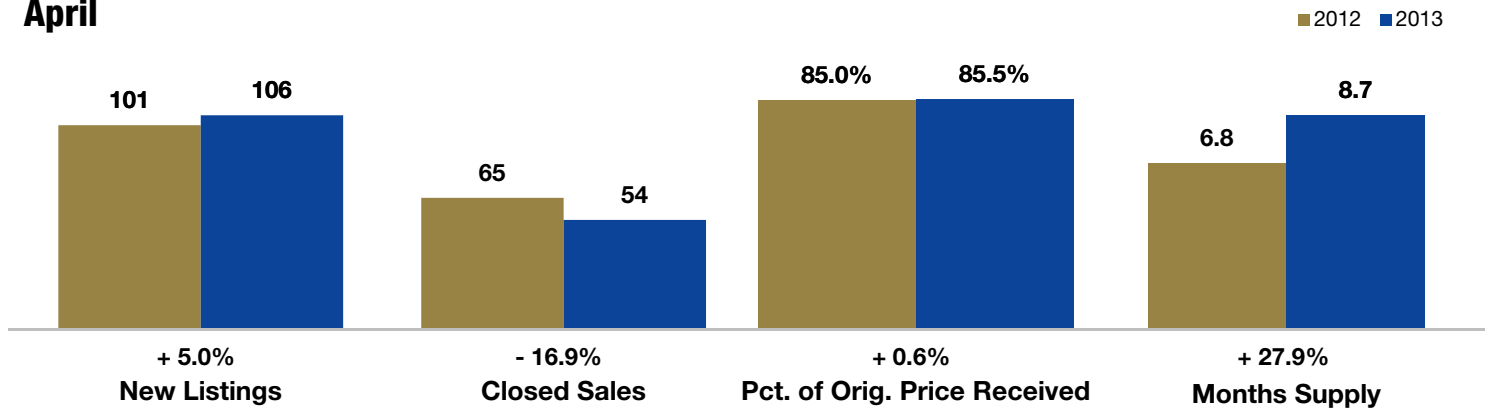


## 8 – Southwest Region

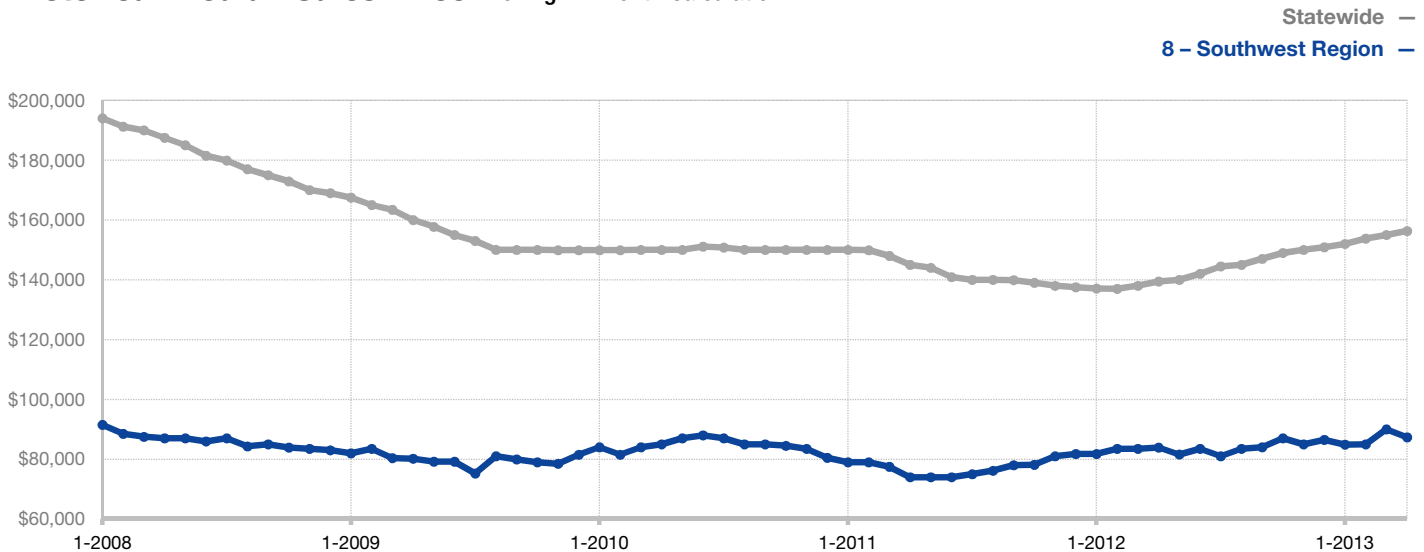
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	101	106	+ 5.0%	341	340	- 0.3%
Closed Sales	65	54	- 16.9%	195	191	- 2.1%
Median Sales Price*	\$89,000	\$65,000	- 27.0%	\$66,063	\$77,500	+ 17.3%
Percent of Original List Price Received*	85.0%	85.5%	+ 0.6%	84.7%	87.1%	+ 2.8%
Days on Market Until Sale	187	204	+ 9.1%	199	171	- 14.1%
Months Supply of Inventory	6.8	8.7	+ 27.9%	--	--	--

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### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

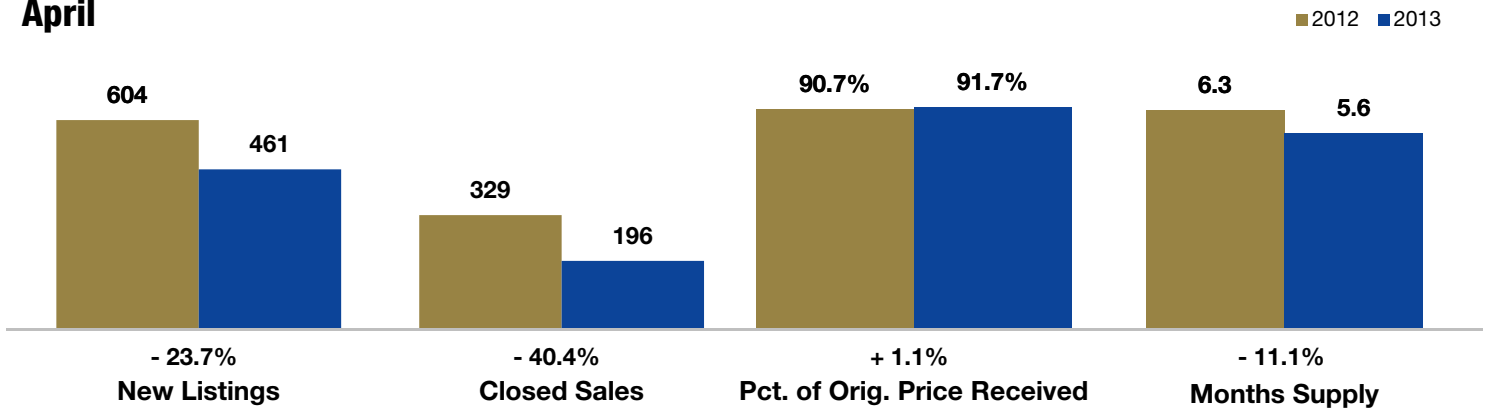


## 9 – South Central Region

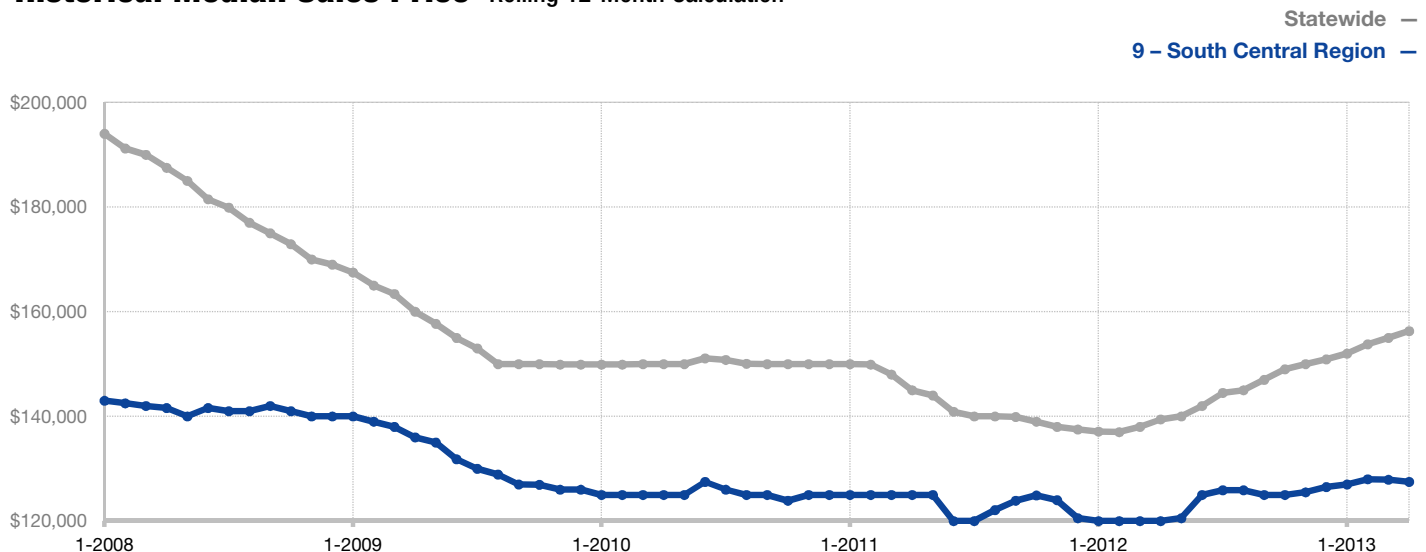
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	604	461	- 23.7%	2,117	1,305	- 38.4%
Closed Sales	329	196	- 40.4%	970	694	- 28.5%
Median Sales Price*	\$126,900	\$121,670	- 4.1%	\$115,000	\$115,000	0.0%
Percent of Original List Price Received*	90.7%	91.7%	+ 1.1%	89.8%	89.8%	0.0%
Days on Market Until Sale	166	149	- 10.2%	157	155	- 1.3%
Months Supply of Inventory	6.3	5.6	- 11.1%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

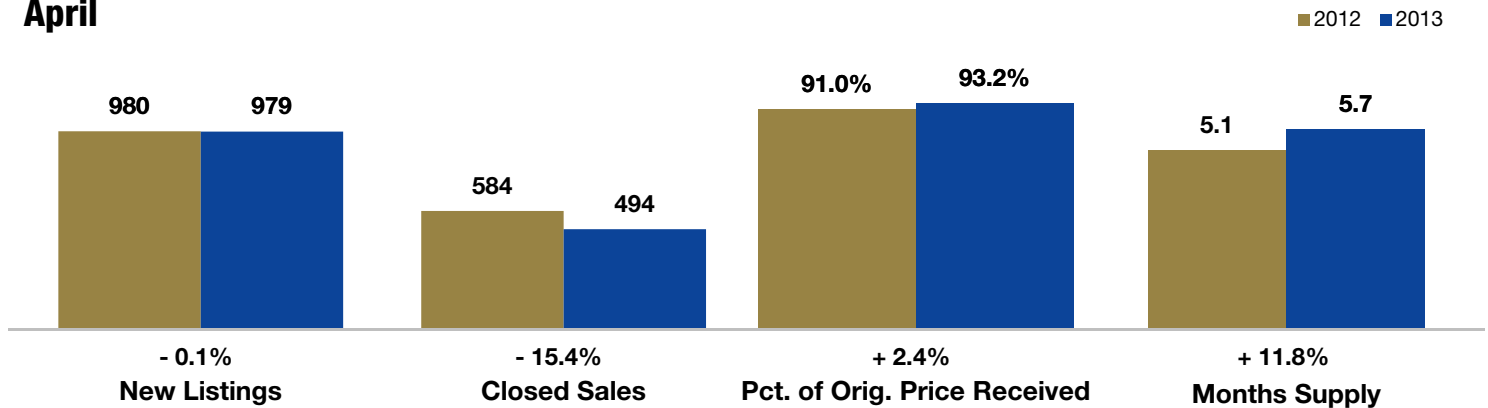


## 10 – Southeast Region

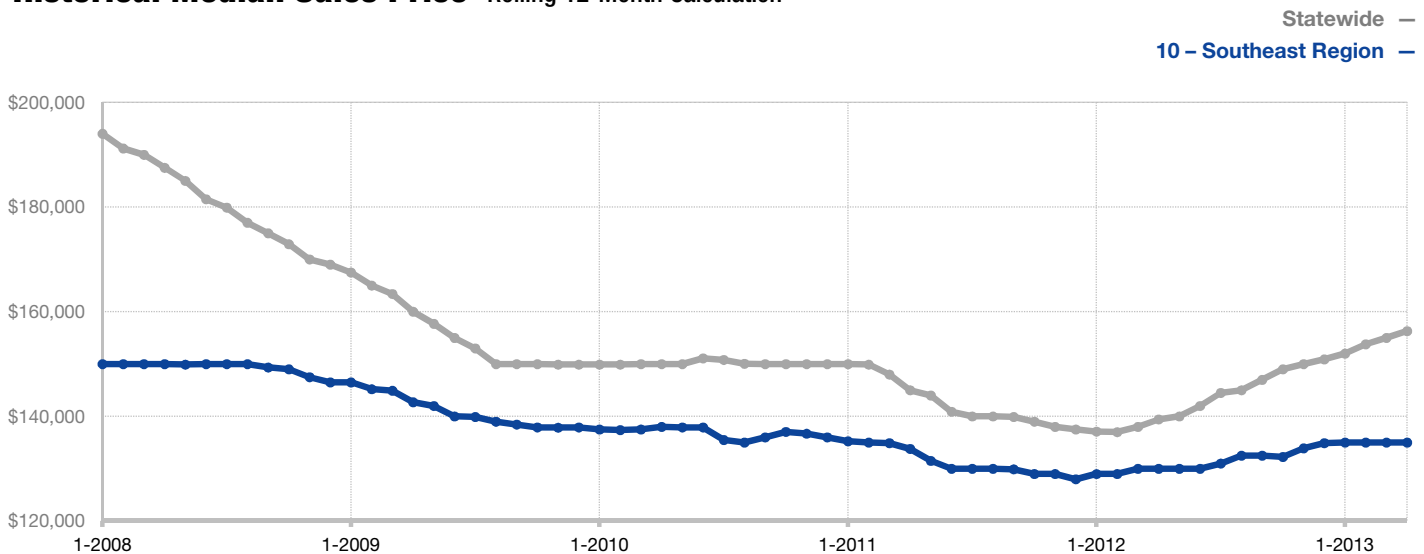
Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	980	979	- 0.1%	3,373	3,180	- 5.7%
Closed Sales	584	494	- 15.4%	1,804	1,765	- 2.2%
Median Sales Price*	\$135,000	\$139,600	+ 3.4%	\$128,900	\$132,000	+ 2.4%
Percent of Original List Price Received*	91.0%	93.2%	+ 2.4%	89.9%	91.8%	+ 2.1%
Days on Market Until Sale	164	122	- 25.6%	161	127	- 21.1%
Months Supply of Inventory	5.1	5.7	+ 11.8%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

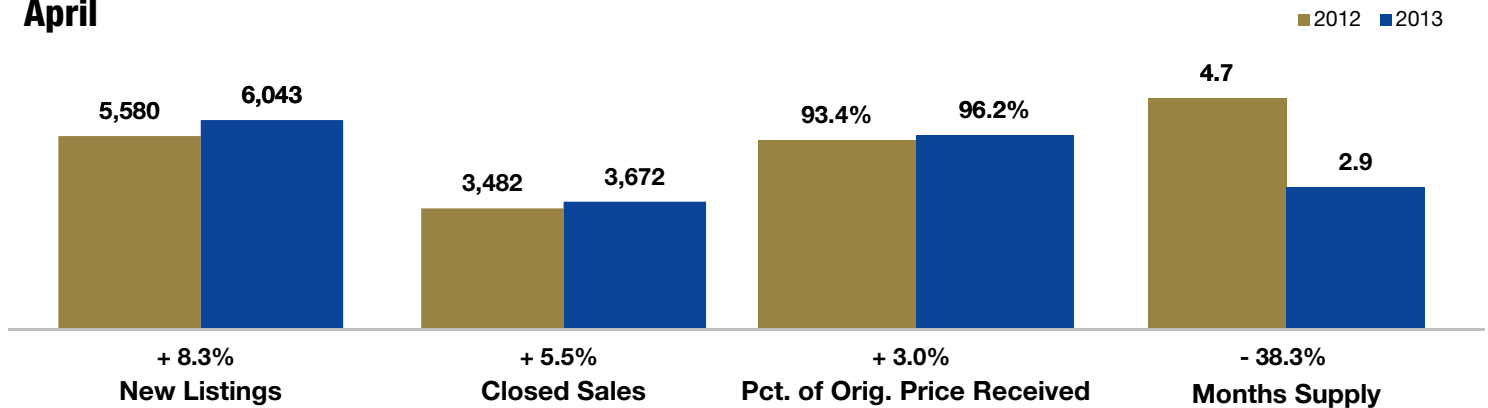


## 11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2012	2013	Percent Change	Thru 4-2012	Thru 4-2013	Percent Change
New Listings	5,580	<b>6,043</b>	+ 8.3%	20,198	<b>19,578</b>	- 3.1%
Closed Sales	3,482	<b>3,672</b>	+ 5.5%	11,416	<b>11,901</b>	+ 4.2%
Median Sales Price*	\$166,000	<b>\$189,500</b>	+ 14.2%	\$153,000	<b>\$175,777</b>	+ 14.9%
Percent of Original List Price Received*	93.4%	<b>96.2%</b>	+ 3.0%	92.1%	<b>95.0%</b>	+ 3.1%
Days on Market Until Sale	78	<b>58</b>	- 25.6%	82	<b>65</b>	- 20.7%
Months Supply of Inventory	4.7	<b>2.9</b>	- 38.3%	--	--	--

\* 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.

### April



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

