



Monthly Indicators

May 2012

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

+ 11.2% **+ 9.9%** **- 17.0%**

One-Year Change in One-Year Change in One-Year Change in
Closed Sales **Median Sales Price** **Homes for Sale**

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	5-2011	5-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		16,228	13,852	- 14.6%	66,859	61,706	- 7.7%
Pending Sales		7,911	8,679	+ 9.7%	32,364	37,042	+ 14.5%
Closed Sales		7,596	8,446	+ 11.2%	28,031	31,093	+ 10.9%
Days on Market		115	102	- 11.3%	116	109	- 6.0%
Median Sales Price		\$136,500	\$150,000	+ 9.9%	\$130,000	\$138,000	+ 6.2%
Average Sales Price		\$169,648	\$182,705	+ 7.7%	\$161,609	\$170,522	+ 5.5%
Pct. of Orig. Price Received		90.2%	93.1%	+ 3.2%	88.5%	91.2%	+ 3.1%
Affordability Index		133	133	0.0%	138	142	+ 2.9%
Homes for Sale*	Historical data not available at this time.	--	50,928	--	--	--	--
Months Supply*	Historical data not available at this time.	--	7.2	--	--	--	--

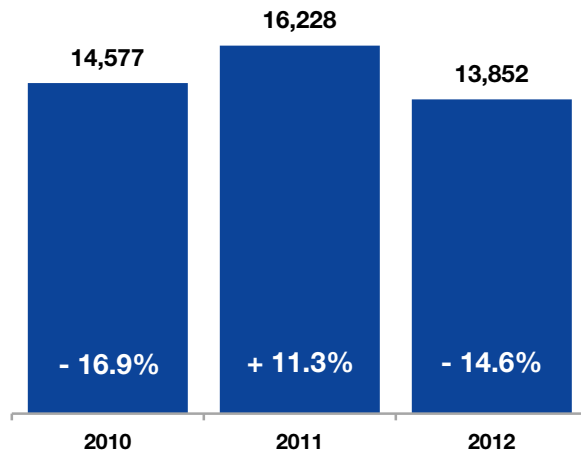
* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013. Current as of June 18, 2012. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 2

New Listings

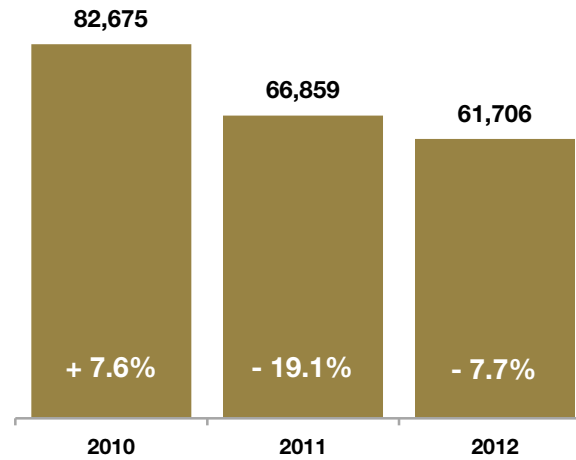
A count of the properties that have been newly listed on the market in a given month.



May

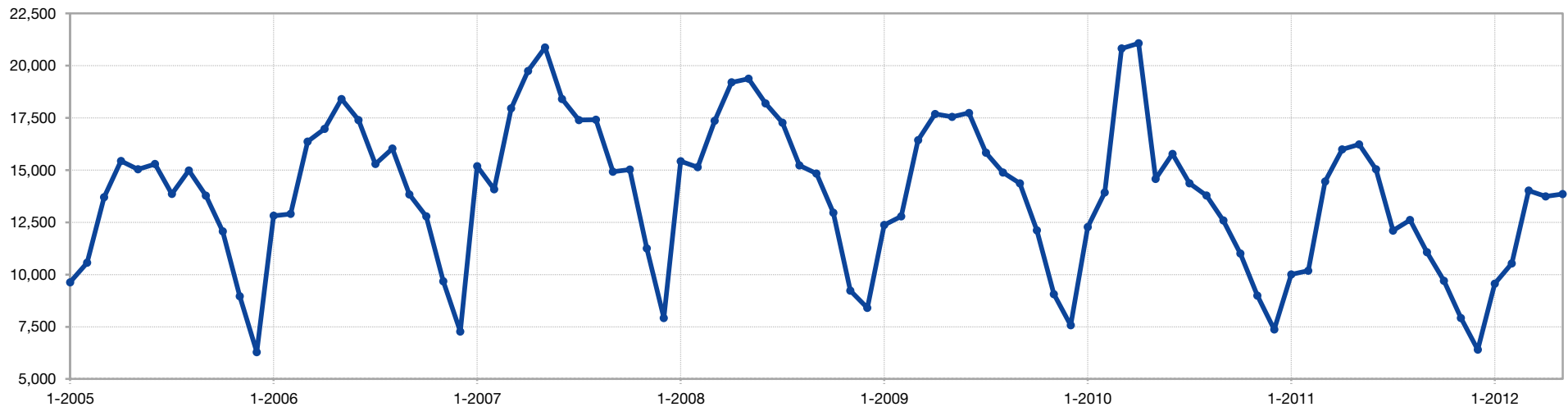


Year to Date



	New Listings	Prior Year	Percent Change
June 2011	15,038	15,773	-4.7%
July 2011	12,102	14,367	-15.8%
August 2011	12,612	13,783	-8.5%
September 2011	11,070	12,589	-12.1%
October 2011	9,700	11,007	-11.9%
November 2011	7,919	8,991	-11.9%
December 2011	6,406	7,372	-13.1%
January 2012	9,563	10,004	-4.4%
February 2012	10,531	10,183	+3.4%
March 2012	14,020	14,454	-3.0%
April 2012	13,740	15,990	-14.1%
May 2012	13,852	16,228	-14.6%
12-Month Avg	11,379	12,562	-9.4%

Historical New Listings by Month

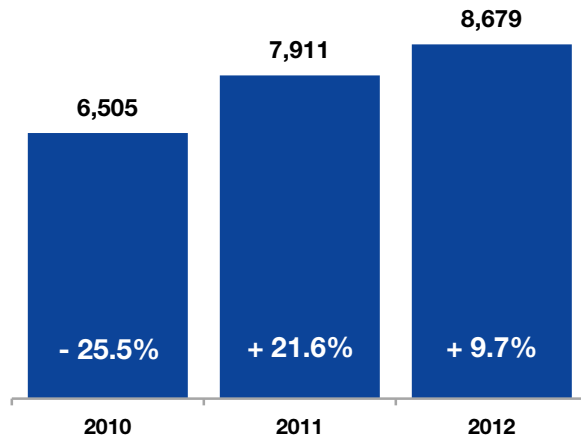


Pending Sales

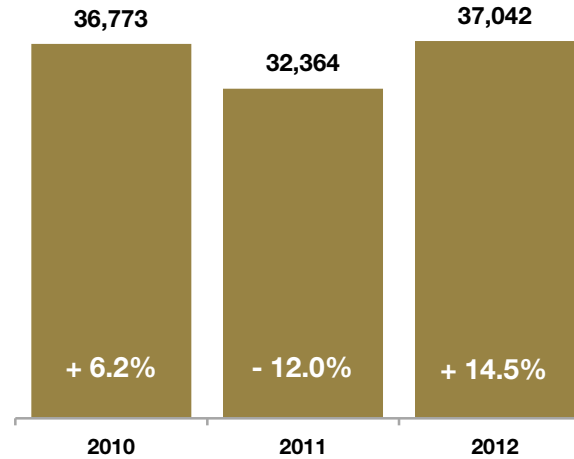
A count of the properties on which offers have been accepted in a given month.



May

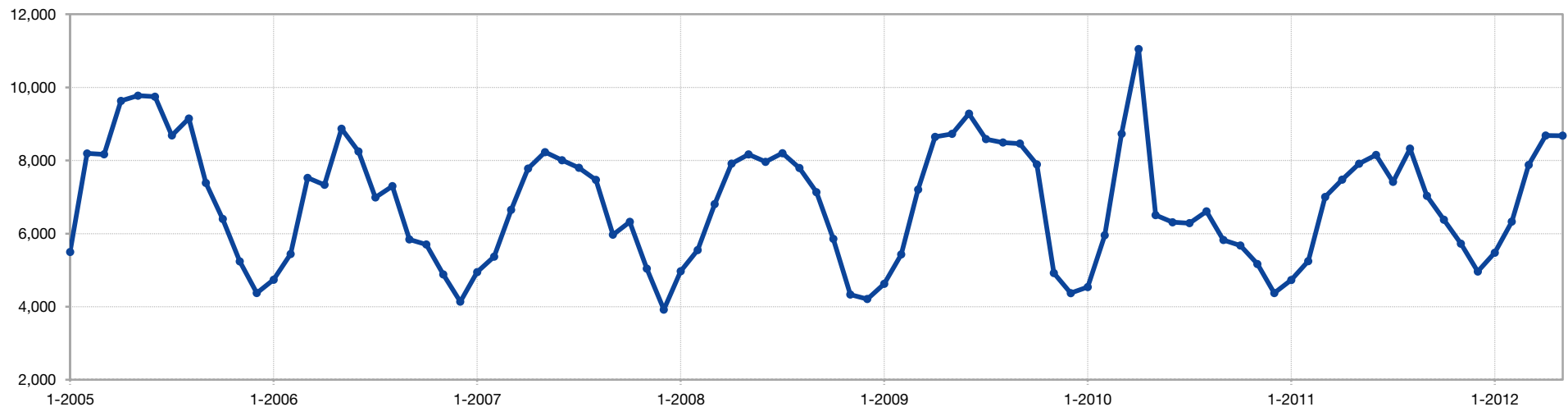


Year to Date



	Pending Sales	Prior Year	Percent Change
June 2011	8,151	6,309	+29.2%
July 2011	7,415	6,286	+18.0%
August 2011	8,325	6,608	+26.0%
September 2011	7,032	5,825	+20.7%
October 2011	6,379	5,674	+12.4%
November 2011	5,724	5,167	+10.8%
December 2011	4,962	4,373	+13.5%
January 2012	5,476	4,730	+15.8%
February 2012	6,327	5,246	+20.6%
March 2012	7,878	7,002	+12.5%
April 2012	8,682	7,475	+16.1%
May 2012	8,679	7,911	+9.7%
12-Month Avg	7,086	6,051	+17.1%

Historical Pending Sales by Month

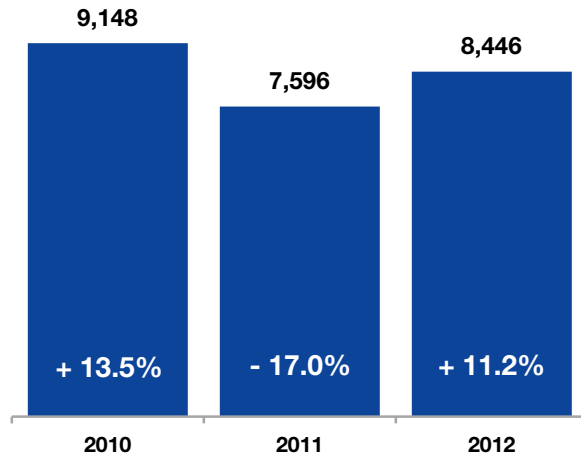


Closed Sales

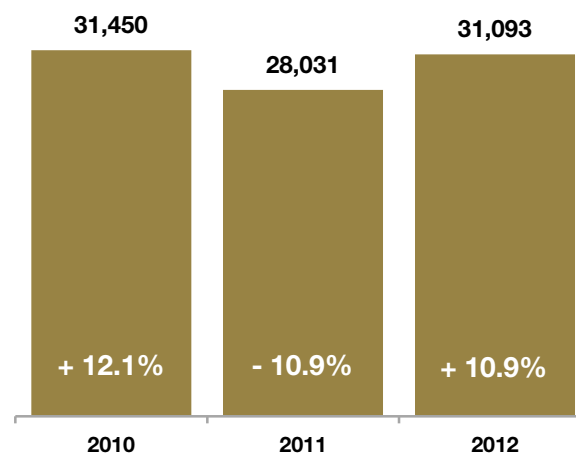
A count of the actual sales that closed in a given month.



May

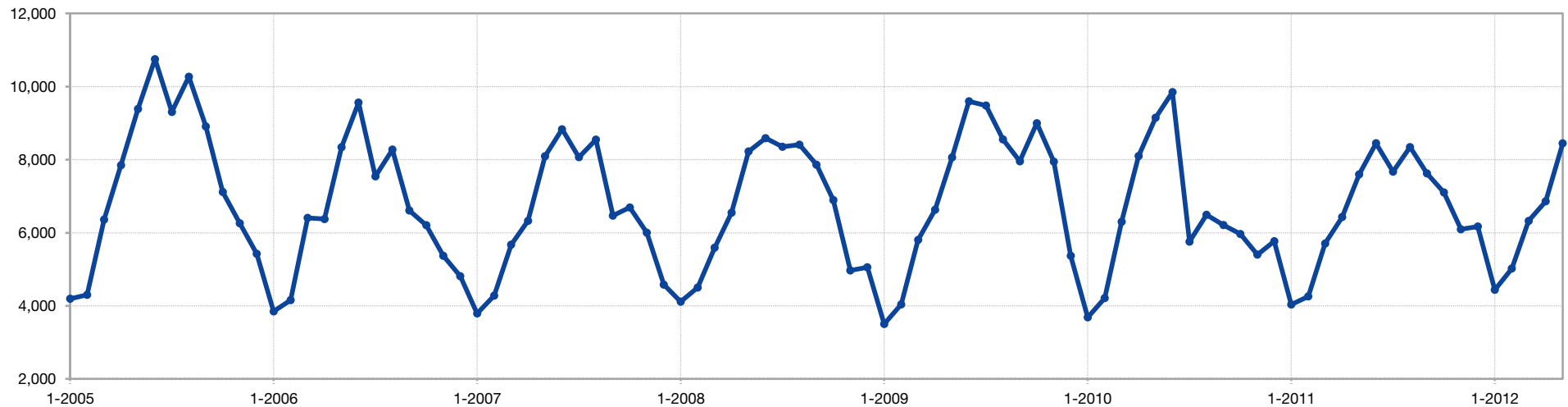


Year to Date



	Closed Sales	Prior Year	Percent Change
June 2011	8,449	9,847	-14.2%
July 2011	7,672	5,757	+33.3%
August 2011	8,343	6,492	+28.5%
September 2011	7,624	6,212	+22.7%
October 2011	7,103	5,966	+19.1%
November 2011	6,095	5,403	+12.8%
December 2011	6,171	5,770	+6.9%
January 2012	4,440	4,037	+10.0%
February 2012	5,022	4,260	+17.9%
March 2012	6,324	5,707	+10.8%
April 2012	6,861	6,431	+6.7%
May 2012	8,446	7,596	+11.2%
12-Month Avg	6,879	6,123	+12.3%

Historical Closed Sales by Month

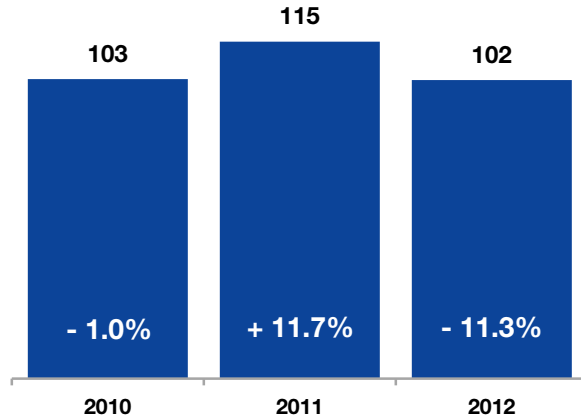


Days on Market Until Sale

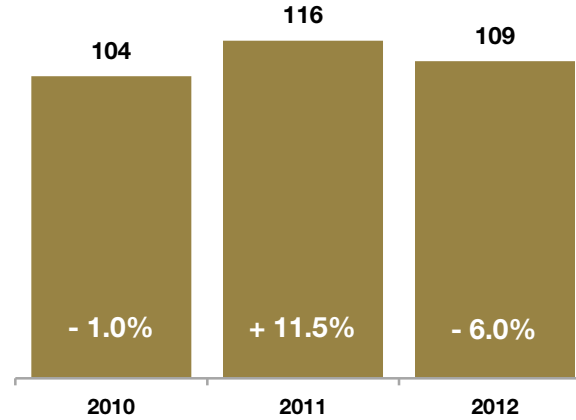
Average number of days between when a property is listed and when an offer is accepted in a given month.



May

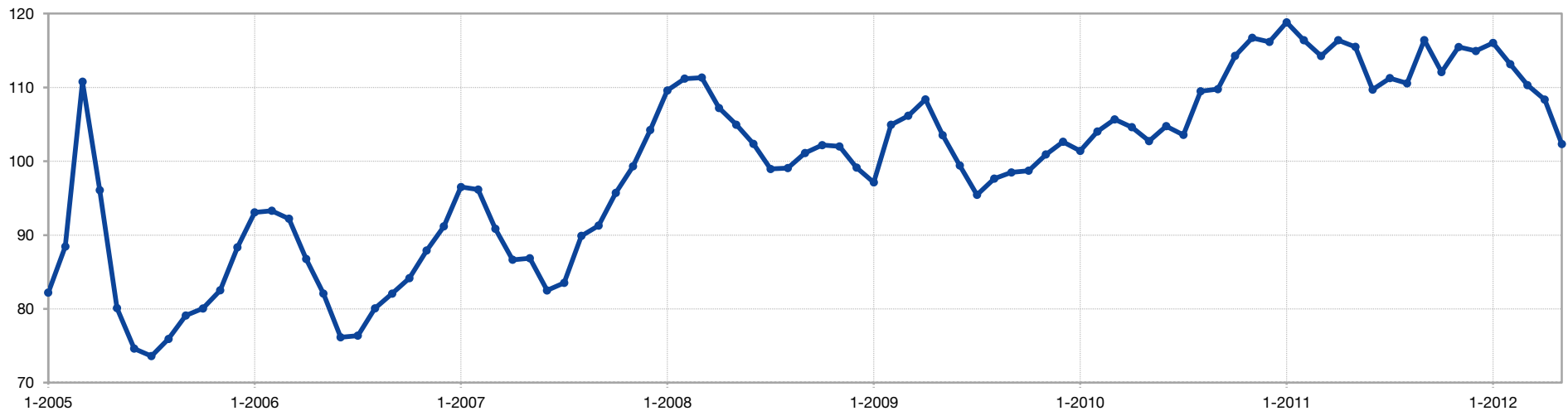


Year to Date



Days on Market		Prior Year	Percent Change
June 2011	110	105	+4.8%
July 2011	111	104	+6.7%
August 2011	111	109	+1.8%
September 2011	116	110	+5.5%
October 2011	112	114	-1.8%
November 2011	115	117	-1.7%
December 2011	115	116	-0.9%
January 2012	116	119	-2.5%
February 2012	113	116	-2.6%
March 2012	110	114	-3.5%
April 2012	108	116	-6.9%
May 2012	102	115	-11.3%
12-Month Avg	112	113	-0.9%

Historical Days on Market Until Sale by Month

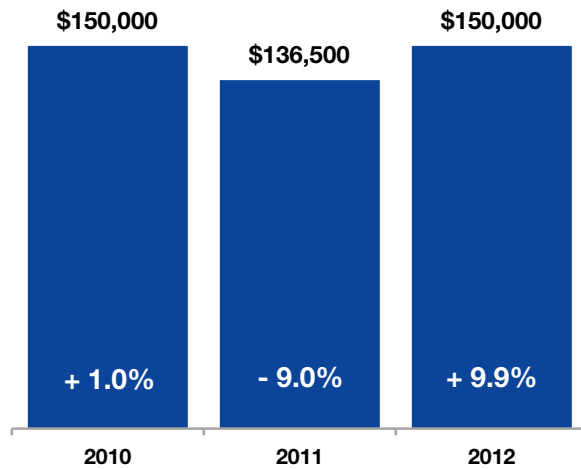


Median Sales Price

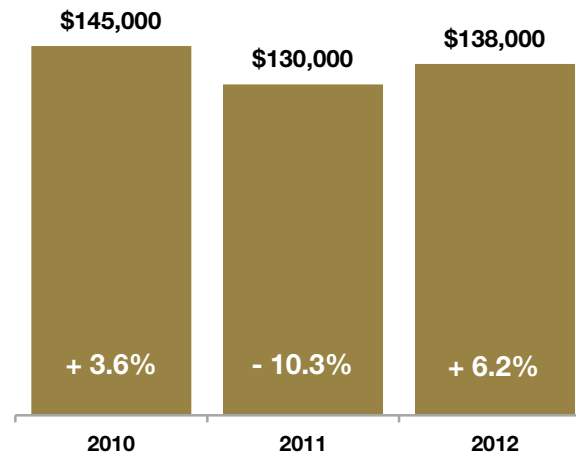
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
June 2011	\$144,900	\$155,900	-7.1%
July 2011	\$144,000	\$152,000	-5.3%
August 2011	\$140,000	\$150,000	-6.7%
September 2011	\$139,000	\$147,000	-5.4%
October 2011	\$138,940	\$147,760	-6.0%
November 2011	\$135,000	\$144,500	-6.6%
December 2011	\$128,023	\$135,000	-5.2%
January 2012	\$125,000	\$126,000	-0.8%
February 2012	\$124,900	\$124,000	+0.7%
March 2012	\$135,000	\$126,000	+7.1%
April 2012	\$144,900	\$130,000	+11.5%
May 2012	\$150,000	\$136,500	+9.9%
12-Month Avg	\$137,472	\$139,555	-1.5%

Historical Median Sales Price by Month

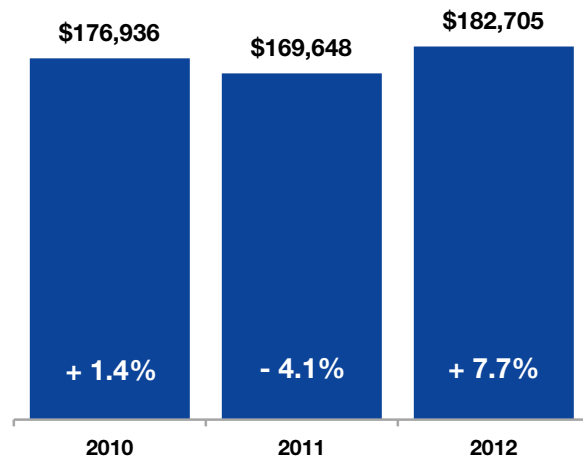


Average Sales Price

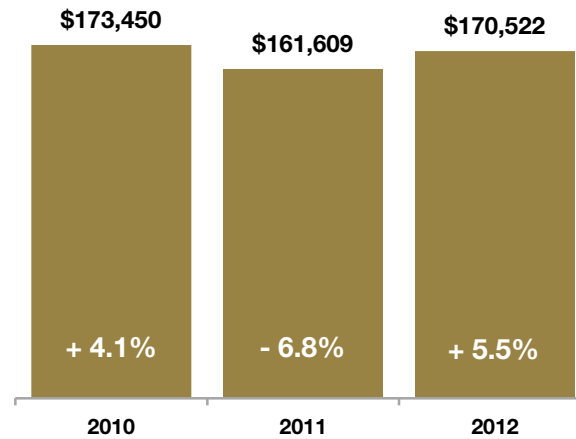
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



Year to Date



	Average Sales Price	Prior Year	Percent Change
June 2011	\$180,073	\$190,722	-5.6%
July 2011	\$178,009	\$191,823	-7.2%
August 2011	\$175,483	\$187,597	-6.5%
September 2011	\$172,120	\$182,104	-5.5%
October 2011	\$172,372	\$178,712	-3.5%
November 2011	\$168,761	\$182,525	-7.5%
December 2011	\$160,531	\$170,995	-6.1%
January 2012	\$158,939	\$159,260	-0.2%
February 2012	\$157,863	\$151,354	+4.3%
March 2012	\$167,408	\$157,679	+6.2%
April 2012	\$175,047	\$163,877	+6.8%
May 2012	\$182,705	\$169,648	+7.7%
12-Month Avg	\$170,776	\$173,858	-1.8%

Historical Average Sales Price by Month

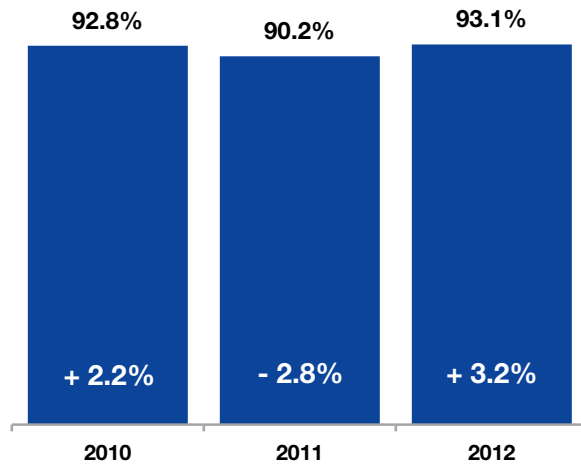


Percent of Original List Price Received

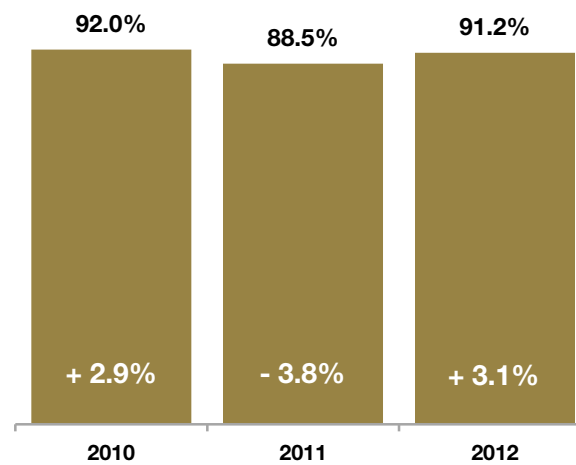


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

May

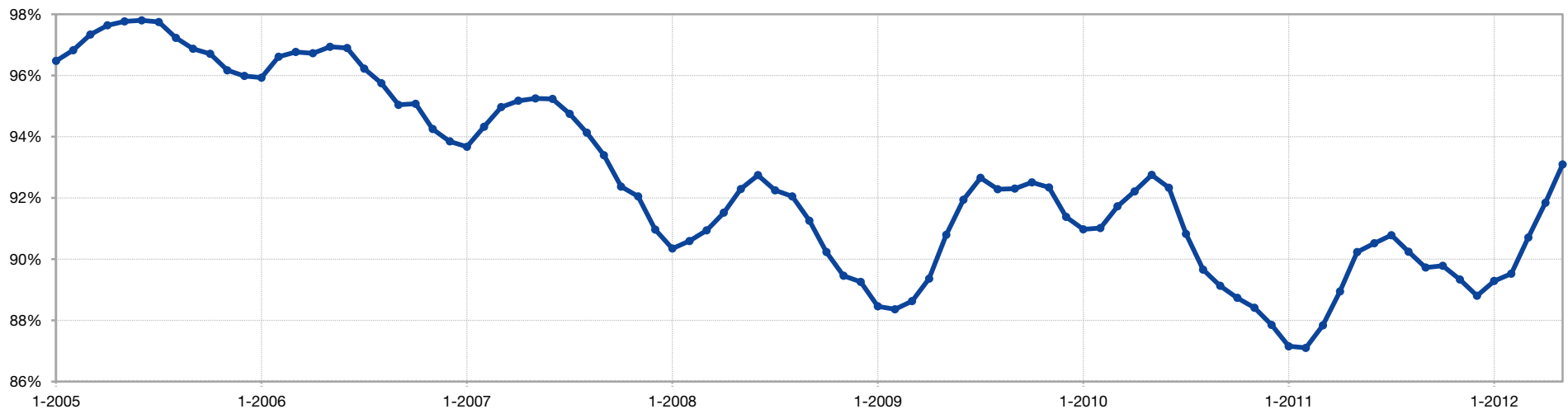


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
June 2011	90.5%	92.3%	-2.0%
July 2011	90.8%	90.8%	0.0%
August 2011	90.2%	89.7%	+0.6%
September 2011	89.7%	89.1%	+0.7%
October 2011	89.8%	88.7%	+1.2%
November 2011	89.3%	88.4%	+1.0%
December 2011	88.8%	87.9%	+1.0%
January 2012	89.3%	87.2%	+2.4%
February 2012	89.5%	87.1%	+2.8%
March 2012	90.7%	87.8%	+3.3%
April 2012	91.8%	88.9%	+3.3%
May 2012	93.1%	90.2%	+3.2%
12-Month Avg	90.3%	89.0%	+1.5%

Historical Percent of Original List Price Received by Month

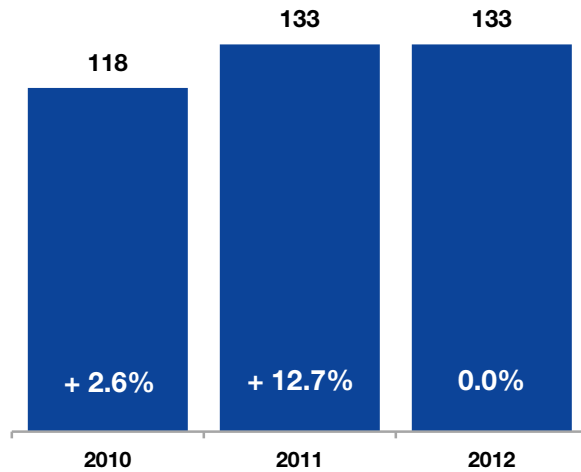


Housing Affordability Index

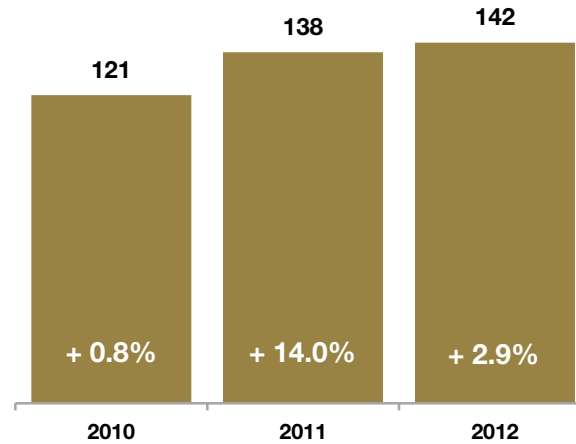


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May



Year to Date



	Affordability Index	Prior Year	Percent Change
June 2011	128	117	+9.4%
July 2011	128	121	+5.8%
August 2011	134	124	+8.1%
September 2011	137	127	+7.9%
October 2011	136	127	+7.1%
November 2011	140	130	+7.7%
December 2011	146	135	+8.1%
January 2012	149	138	+8.0%
February 2012	150	139	+7.9%
March 2012	140	138	+1.4%
April 2012	135	136	-0.7%
May 2012	133	133	0.0%
12-Month Avg	138	130	+6.2%

Historical Housing Affordability Index by Month

