



Monthly Indicators

June 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

+ 5.1% **+ 10.4%** **- 16.4%**

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 | 6-2011 | 6-2012 | Percent Change | YTD 2011 | YTD 2012 | Percent Change |
|-------------------------------------|---|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 15,040 | 12,570 | - 16.4% | 81,877 | 74,385 | - 9.2% |
| Pending Sales | | 8,150 | 8,261 | + 1.4% | 40,513 | 45,353 | + 11.9% |
| Closed Sales | | 8,442 | 8,873 | + 5.1% | 36,479 | 40,154 | + 10.1% |
| Days on Market | | 110 | 94 | - 14.5% | 115 | 106 | - 7.8% |
| Median Sales Price | | \$144,900 | \$159,900 | + 10.4% | \$133,000 | \$143,000 | + 7.5% |
| Average Sales Price | | \$180,161 | \$193,950 | + 7.7% | \$165,848 | \$175,681 | + 5.9% |
| Pct. of Orig. Price Received | | 90.5% | 93.7% | + 3.5% | 89.0% | 91.8% | + 3.1% |
| Affordability Index | | 128 | 127 | - 0.8% | 137 | 138 | + 0.7% |
| Homes for Sale* | Historical data not available at this time. | -- | 51,019 | -- | -- | -- | -- |
| Months Supply* | Historical data not available at this time. | -- | 7.2 | -- | -- | -- | -- |

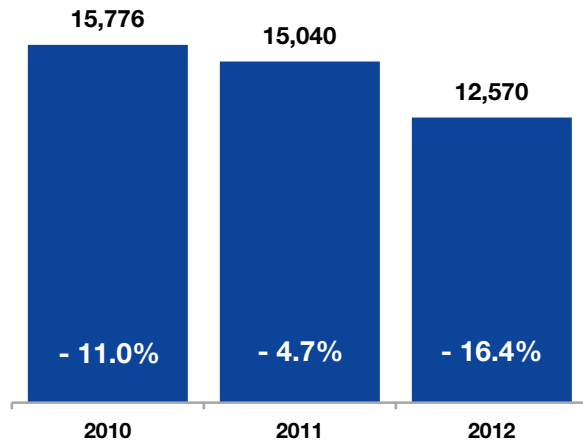
* Statewide inventory counts before 2012 are not accurate due to changes made in NorthstarMLS, therefore year-over-year data for statewide inventory or supply metrics will not be available until 2013. Current as of July 17, 2012. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. | Click for Cover Page | 2

New Listings

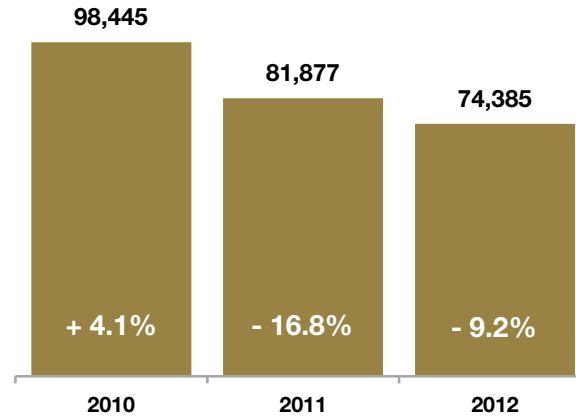
A count of the properties that have been newly listed on the market in a given month.



June

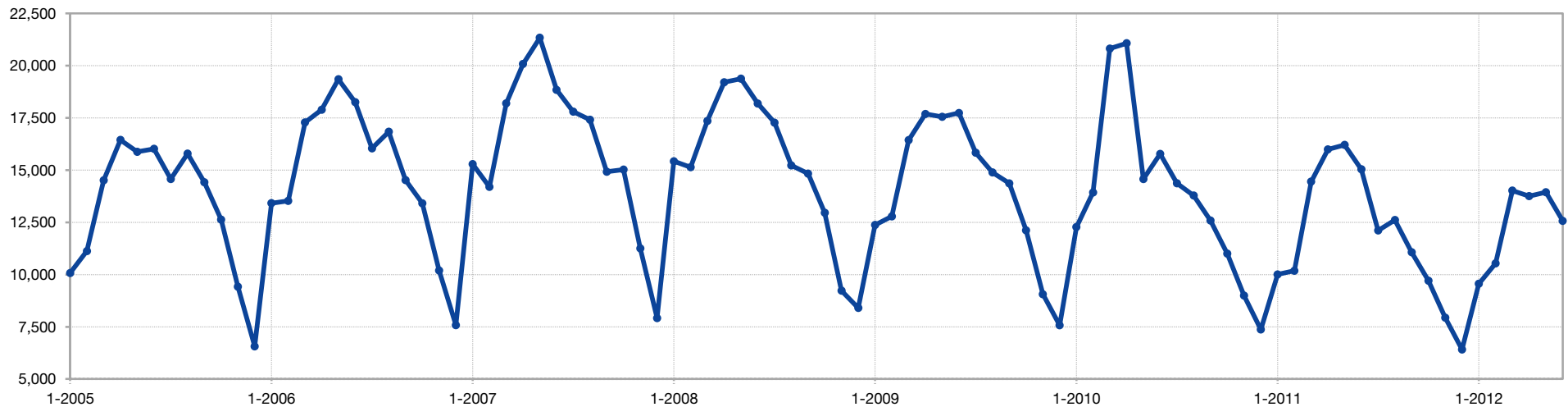


Year to Date



| | New Listings | Prior Year | Percent Change |
|------------------|---------------|---------------|----------------|
| July 2011 | 12,112 | 14,369 | -15.7% |
| August 2011 | 12,612 | 13,784 | -8.5% |
| September 2011 | 11,068 | 12,587 | -12.1% |
| October 2011 | 9,706 | 11,003 | -11.8% |
| November 2011 | 7,936 | 8,994 | -11.8% |
| December 2011 | 6,413 | 7,372 | -13.0% |
| January 2012 | 9,561 | 10,004 | -4.4% |
| February 2012 | 10,536 | 10,182 | +3.5% |
| March 2012 | 14,021 | 14,451 | -3.0% |
| April 2012 | 13,756 | 15,992 | -14.0% |
| May 2012 | 13,941 | 16,208 | -14.0% |
| June 2012 | 12,570 | 15,040 | -16.4% |
| 12-Month Avg | 11,186 | 12,499 | -10.5% |

Historical New Listings by Month

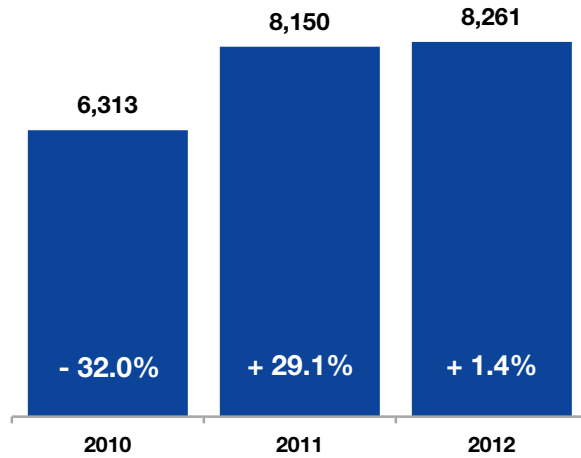


Pending Sales

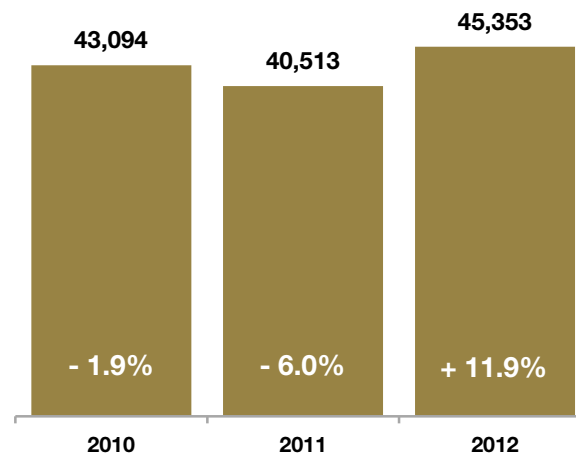
A count of the properties on which offers have been accepted in a given month.



June

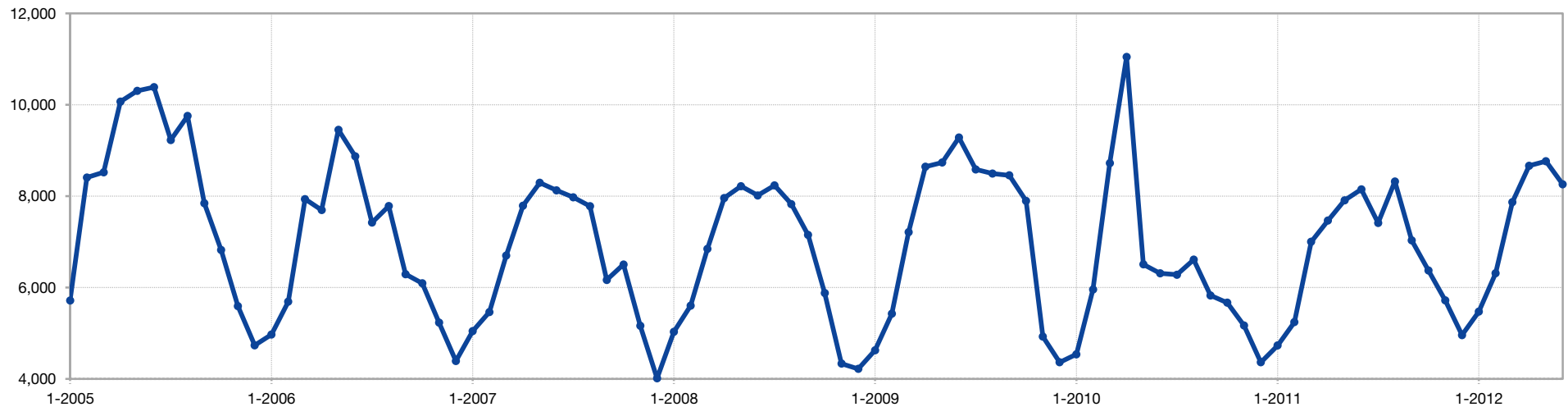


Year to Date



| | Pending Sales | Prior Year | Percent Change |
|------------------|---------------|--------------|----------------|
| July 2011 | 7,415 | 6,281 | +18.1% |
| August 2011 | 8,322 | 6,613 | +25.8% |
| September 2011 | 7,034 | 5,828 | +20.7% |
| October 2011 | 6,375 | 5,671 | +12.4% |
| November 2011 | 5,721 | 5,171 | +10.6% |
| December 2011 | 4,960 | 4,367 | +13.6% |
| January 2012 | 5,475 | 4,735 | +15.6% |
| February 2012 | 6,315 | 5,246 | +20.4% |
| March 2012 | 7,870 | 7,004 | +12.4% |
| April 2012 | 8,666 | 7,468 | +16.0% |
| May 2012 | 8,766 | 7,910 | +10.8% |
| June 2012 | 8,261 | 8,150 | +1.4% |
| 12-Month Avg | 7,098 | 6,204 | +14.4% |

Historical Pending Sales by Month

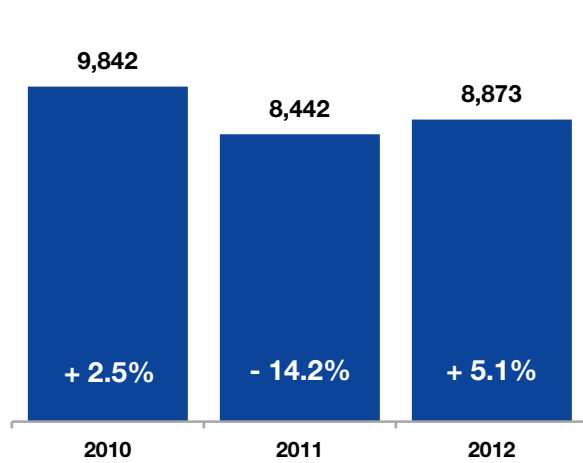


Closed Sales

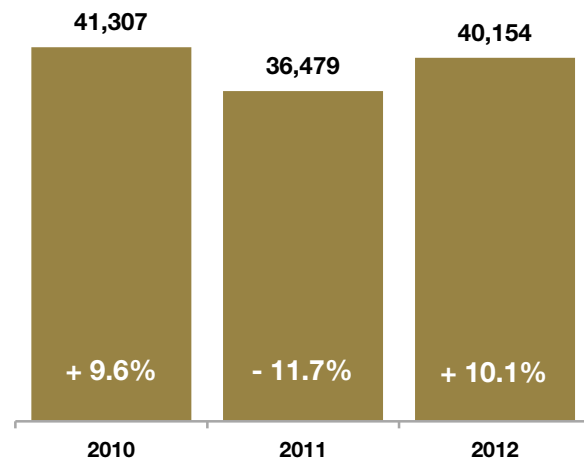
A count of the actual sales that closed in a given month.



June

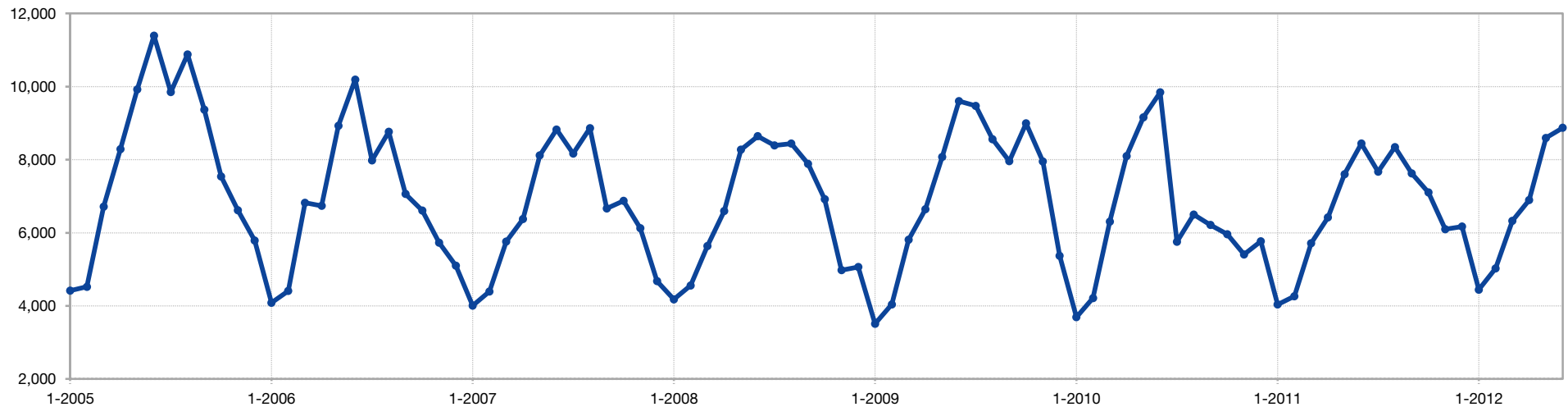


Year to Date



| Closed Sales | Prior Year | Percent Change |
|------------------|--------------|--------------------|
| July 2011 | 7,671 | 5,754 +33.3% |
| August 2011 | 8,343 | 6,498 +28.4% |
| September 2011 | 7,624 | 6,215 +22.7% |
| October 2011 | 7,104 | 5,960 +19.2% |
| November 2011 | 6,097 | 5,406 +12.8% |
| December 2011 | 6,171 | 5,767 +7.0% |
| January 2012 | 4,442 | 4,039 +10.0% |
| February 2012 | 5,025 | 4,263 +17.9% |
| March 2012 | 6,326 | 5,713 +10.7% |
| April 2012 | 6,895 | 6,420 +7.4% |
| May 2012 | 8,593 | 7,602 +13.0% |
| June 2012 | 8,873 | 8,442 +5.1% |
| 12-Month Avg | 6,930 | 6,007 +15.4% |

Historical Closed Sales by Month

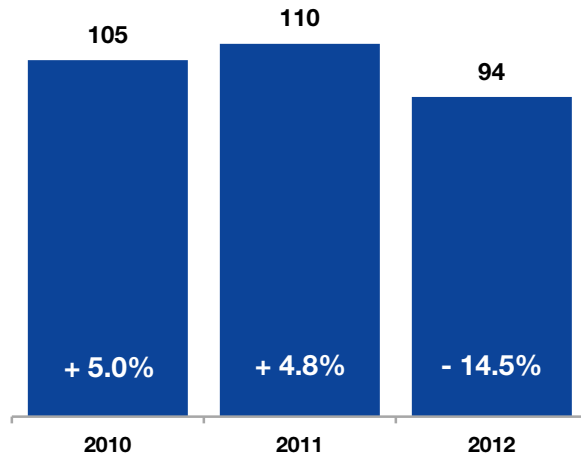


Days on Market Until Sale

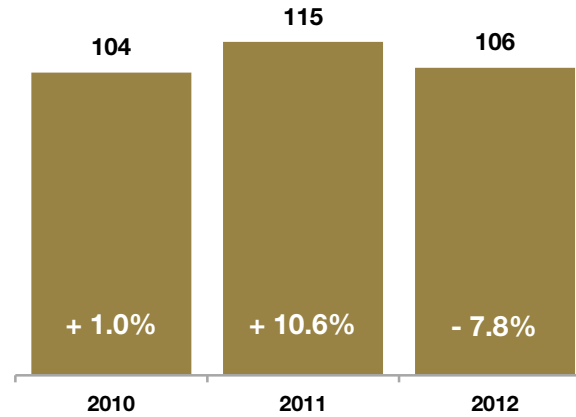
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

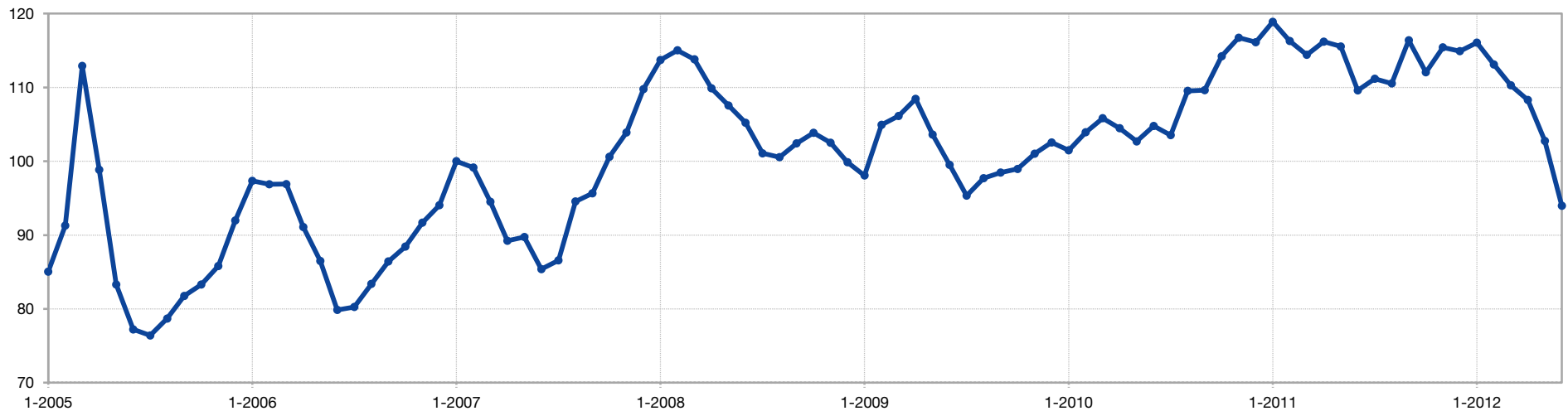


Year to Date



| Days on Market | | Prior Year | Percent Change |
|------------------|-----------|------------|----------------|
| July 2011 | 111 | 104 | +6.7% |
| August 2011 | 111 | 110 | +0.9% |
| 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 | 103 | 116 | -11.2% |
| June 2012 | 94 | 110 | -14.5% |
| 12-Month Avg | 110 | 113 | -2.7% |

Historical Days on Market Until Sale by Month

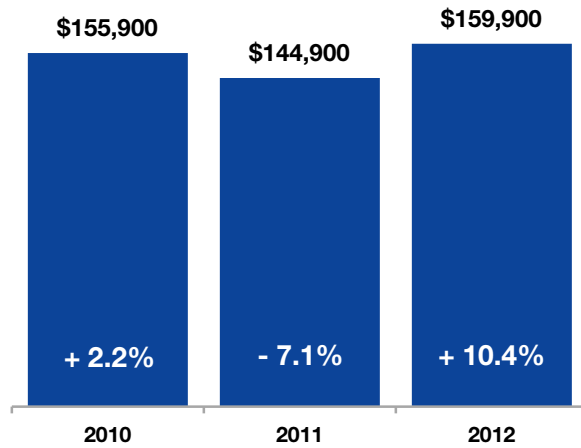


Median Sales Price

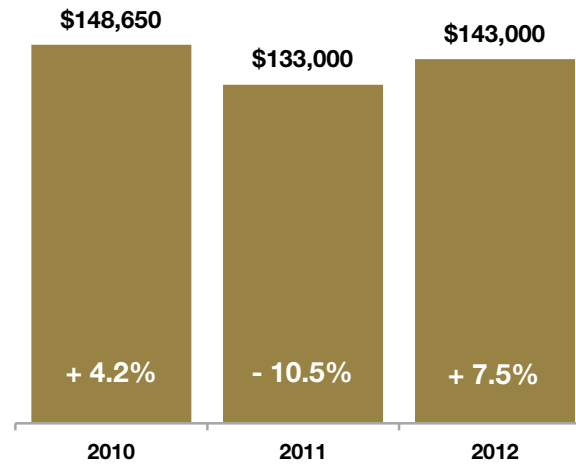
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June

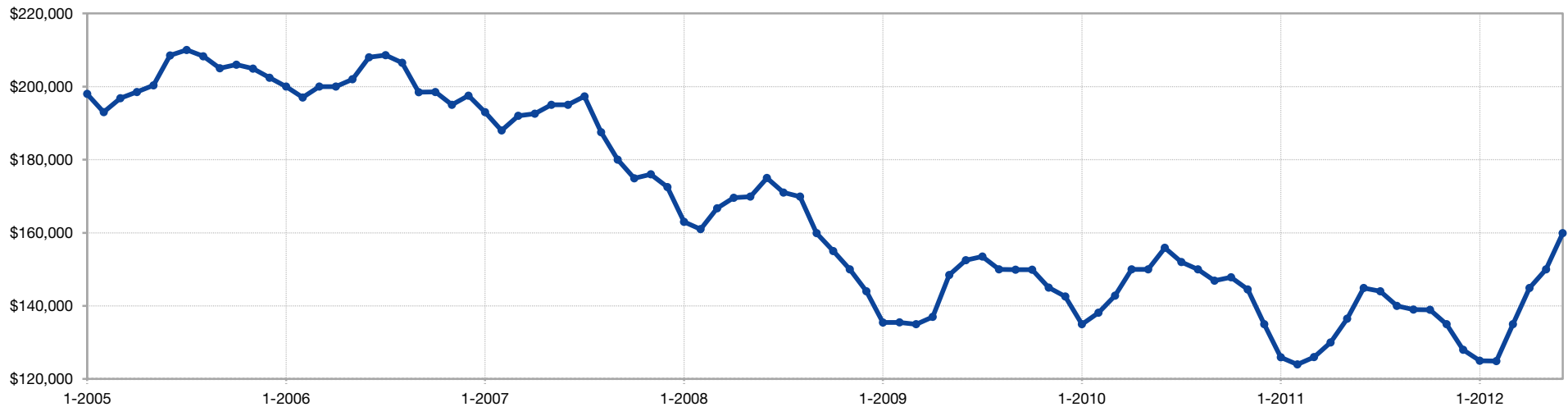


Year to Date



| Month | Median Sales Price | Prior Year | Percent Change |
|------------------|--------------------|------------------|----------------|
| July 2011 | \$144,000 | \$152,000 | -5.3% |
| August 2011 | \$140,000 | \$150,000 | -6.7% |
| September 2011 | \$139,000 | \$146,900 | -5.4% |
| October 2011 | \$138,940 | \$147,830 | -6.0% |
| November 2011 | \$135,000 | \$144,500 | -6.6% |
| December 2011 | \$128,000 | \$135,000 | -5.2% |
| January 2012 | \$125,000 | \$125,946 | -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% |
| June 2012 | \$159,900 | \$144,900 | +10.4% |
| 12-Month Avg | \$138,720 | \$138,631 | +0.1% |

Historical Median Sales Price by Month

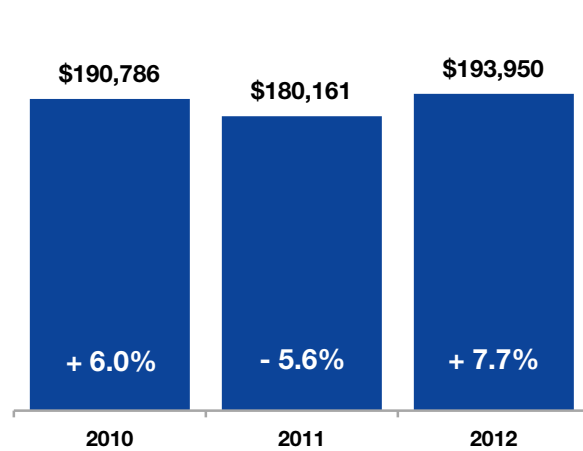


Average Sales Price

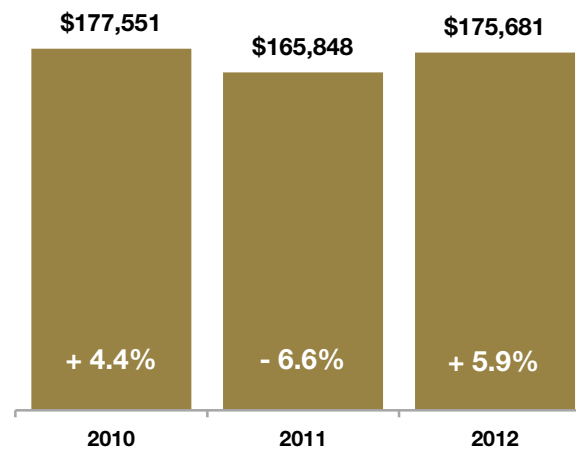
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year to Date



| | Average Sales Price | Prior Year | Percent Change |
|------------------|---------------------|------------------|----------------|
| July 2011 | \$177,981 | \$191,848 | -7.2% |
| August 2011 | \$175,483 | \$187,516 | -6.4% |
| September 2011 | \$172,120 | \$182,072 | -5.5% |
| October 2011 | \$172,372 | \$178,784 | -3.6% |
| November 2011 | \$168,767 | \$182,480 | -7.5% |
| December 2011 | \$160,413 | \$171,031 | -6.2% |
| January 2012 | \$158,982 | \$159,220 | -0.1% |
| February 2012 | \$157,814 | \$151,292 | +4.3% |
| March 2012 | \$167,444 | \$157,582 | +6.3% |
| April 2012 | \$175,218 | \$163,825 | +7.0% |
| May 2012 | \$182,172 | \$169,580 | +7.4% |
| June 2012 | \$193,950 | \$180,161 | +7.7% |
| 12-Month Avg | \$171,893 | \$172,949 | -0.6% |

Historical Average Sales Price by Month

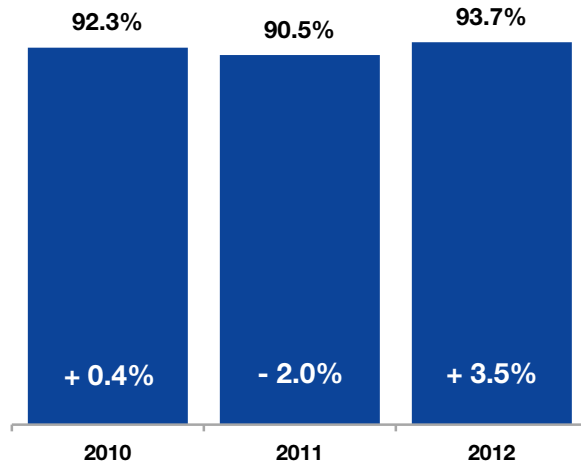


Percent of Original List Price Received

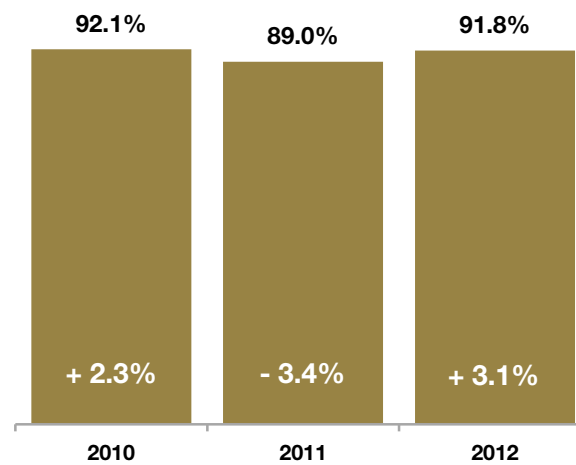


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

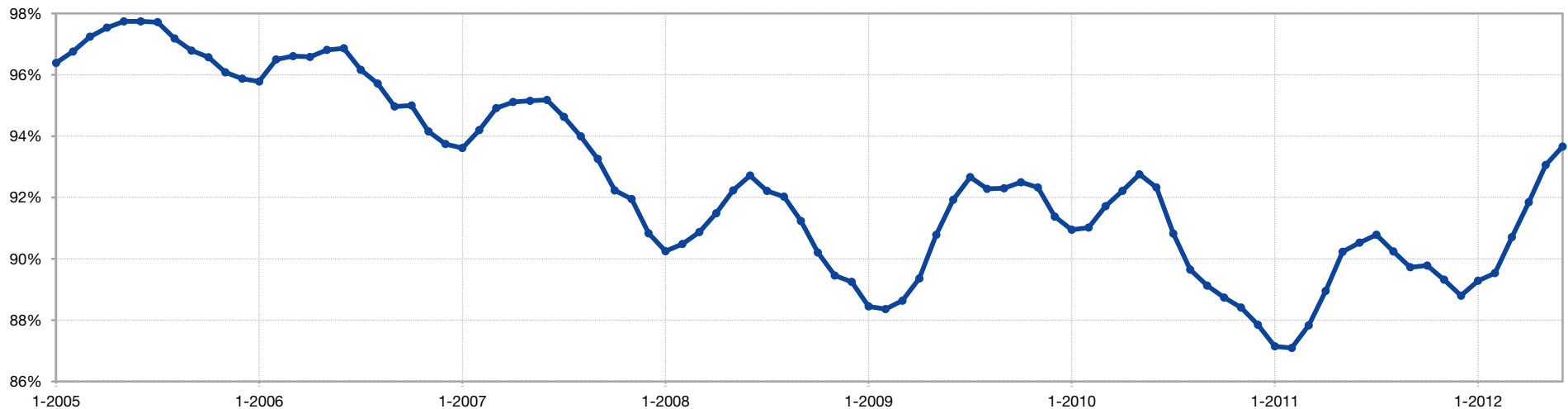


Year to Date



| | Pct. of Orig. Price Received | Prior Year | Percent Change |
|------------------|------------------------------|--------------|----------------|
| 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 | 91.9% | 89.0% | +3.3% |
| May 2012 | 93.1% | 90.2% | +3.2% |
| June 2012 | 93.7% | 90.5% | +3.5% |
| 12-Month Avg | 90.6% | 88.9% | +1.9% |

Historical Percent of Original List Price Received by Month

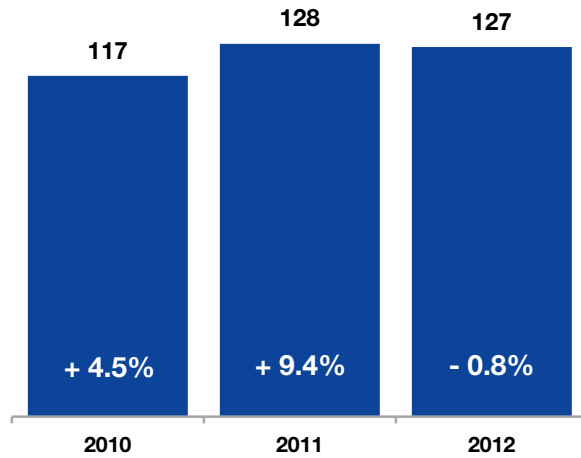


Housing Affordability Index

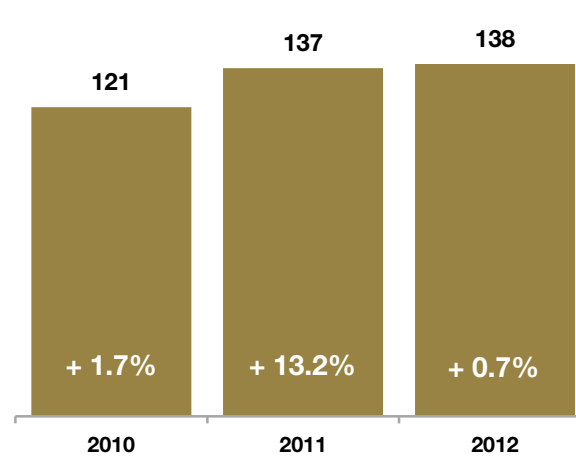


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June



Year to Date



| | Affordability Index | Prior Year | Percent Change |
|------------------|---------------------|------------|----------------|
| 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% |
| June 2012 | 127 | 128 | -0.8% |
| 12-Month Avg | 138 | 131 | +5.3% |

Historical Housing Affordability Index by Month

