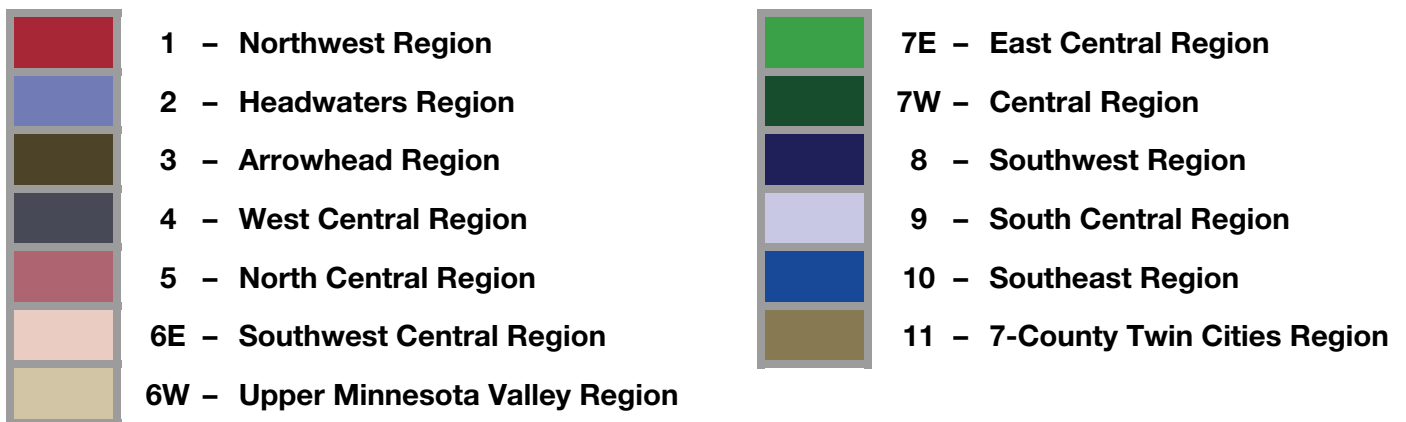
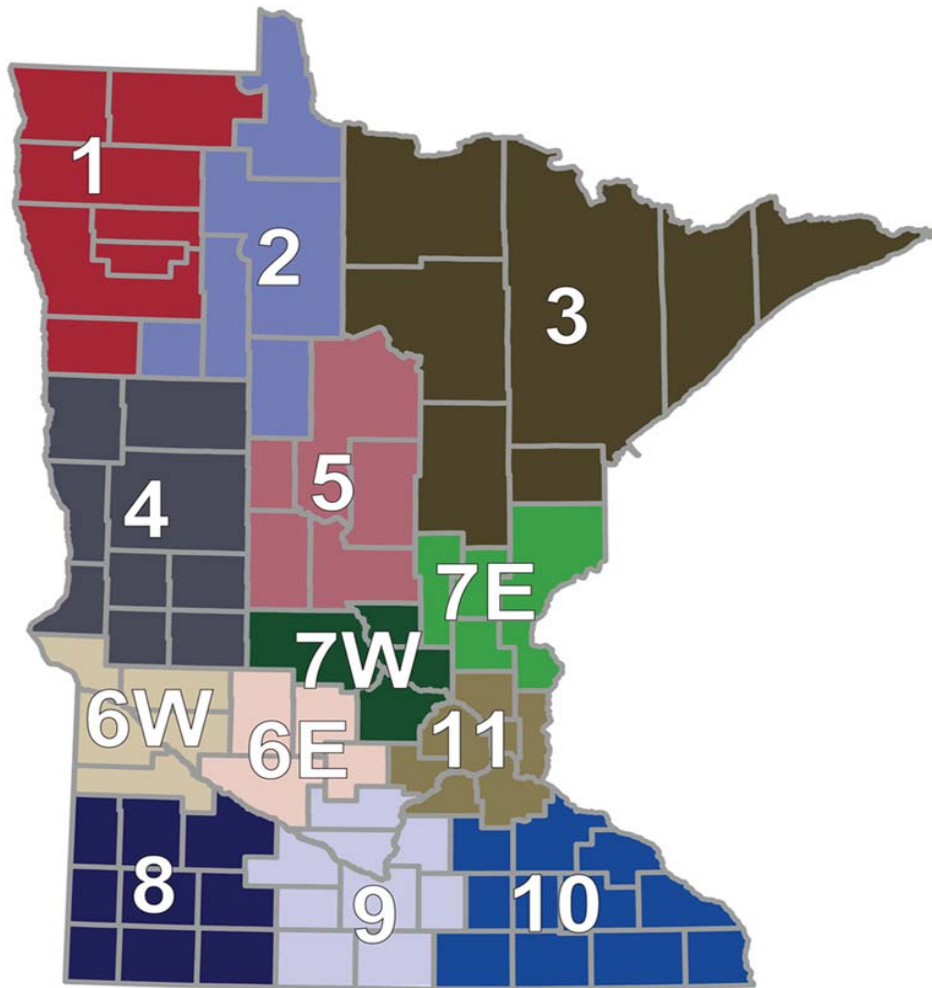


# Local Market Updates for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

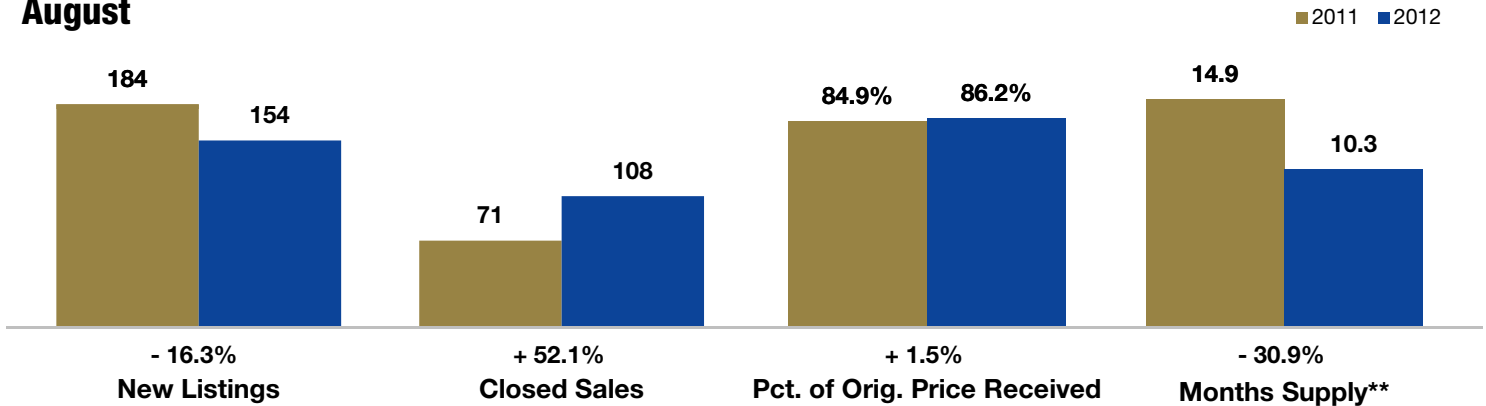


## 1 – Northwest Region

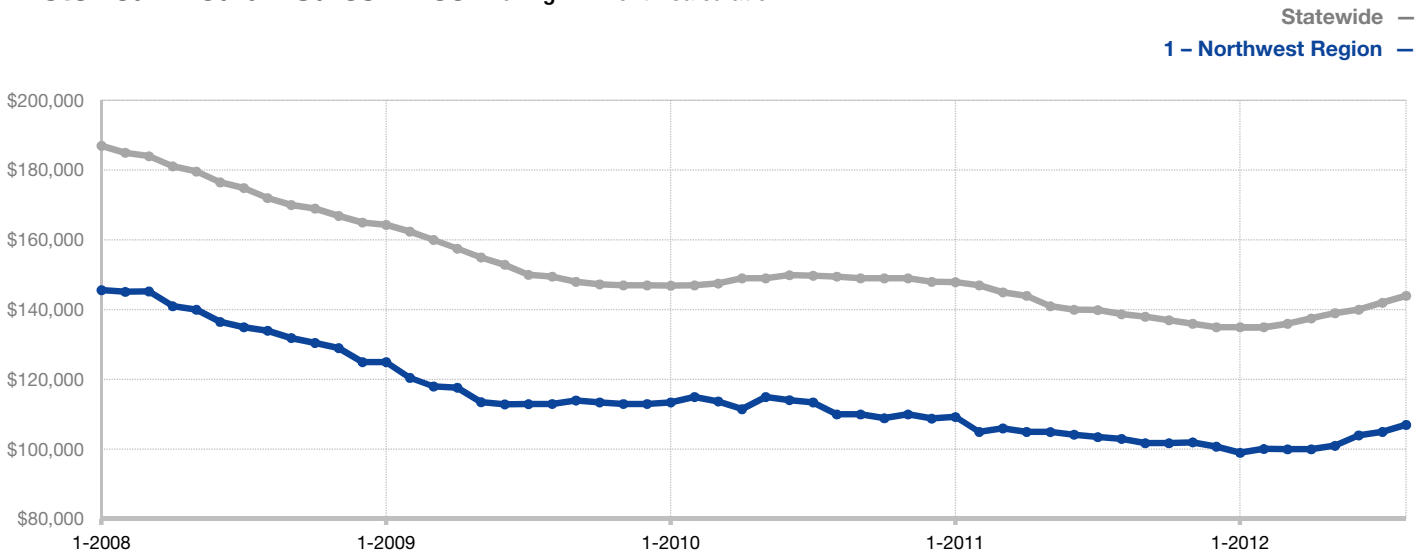
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	184	154	- 16.3%	1,249	1,210	- 3.1%
Closed Sales	71	108	+ 52.1%	496	595	+ 20.0%
Median Sales Price*	\$85,000	\$117,250	+ 37.9%	\$100,000	\$109,700	+ 9.7%
Percent of Original List Price Received*	84.9%	86.2%	+ 1.5%	85.8%	86.8%	+ 1.2%
Days on Market Until Sale	142	139	- 2.1%	149	155	+ 4.0%
Months Supply of Inventory	14.9	10.3	- 30.9%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

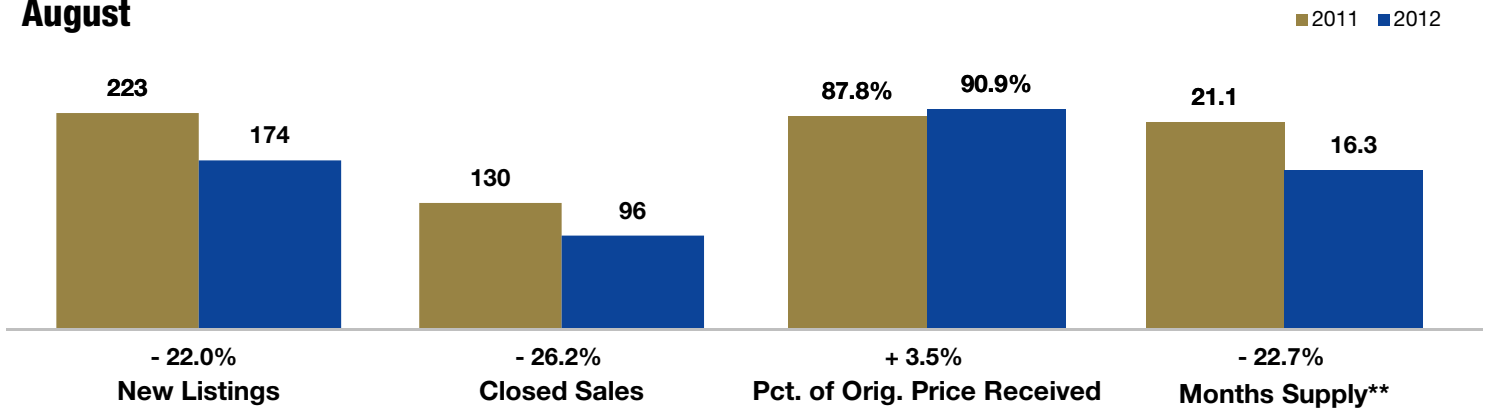


## 2 – Headwaters Region

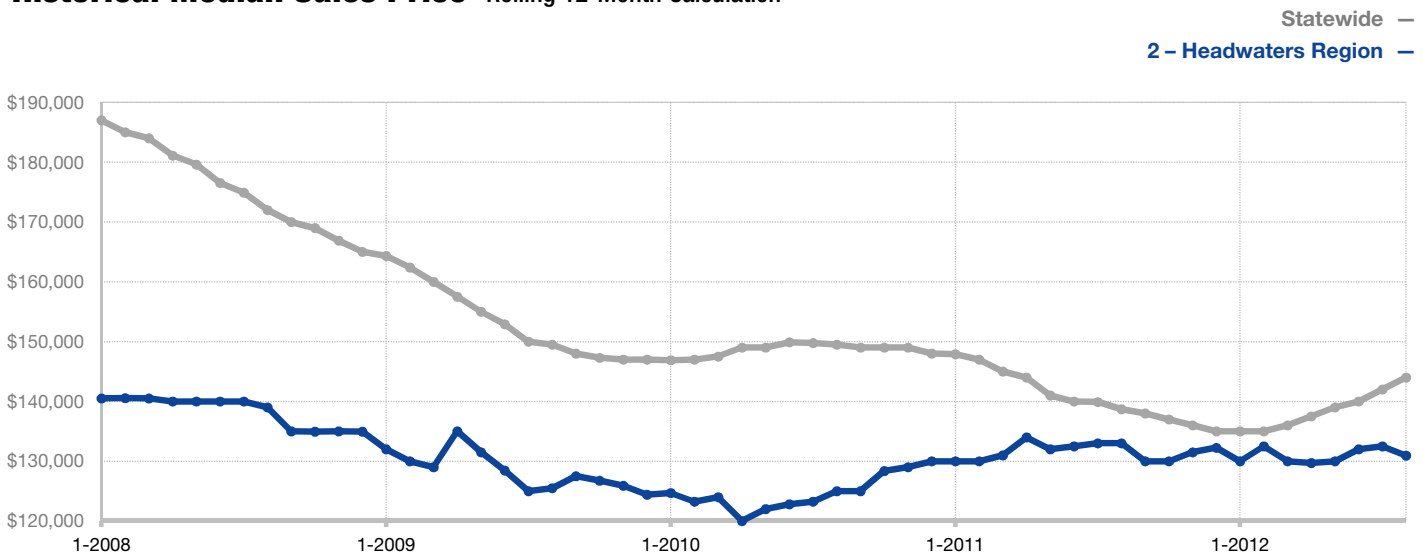
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	223	174	- 22.0%	1,893	1,569	- 17.1%
Closed Sales	130	96	- 26.2%	502	596	+ 18.7%
Median Sales Price*	\$145,710	\$140,000	- 3.9%	\$130,000	\$126,000	- 3.1%
Percent of Original List Price Received*	87.8%	90.9%	+ 3.5%	88.2%	89.2%	+ 1.1%
Days on Market Until Sale	171	134	- 21.6%	165	158	- 4.2%
Months Supply of Inventory	21.1	16.3	- 22.7%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



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# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

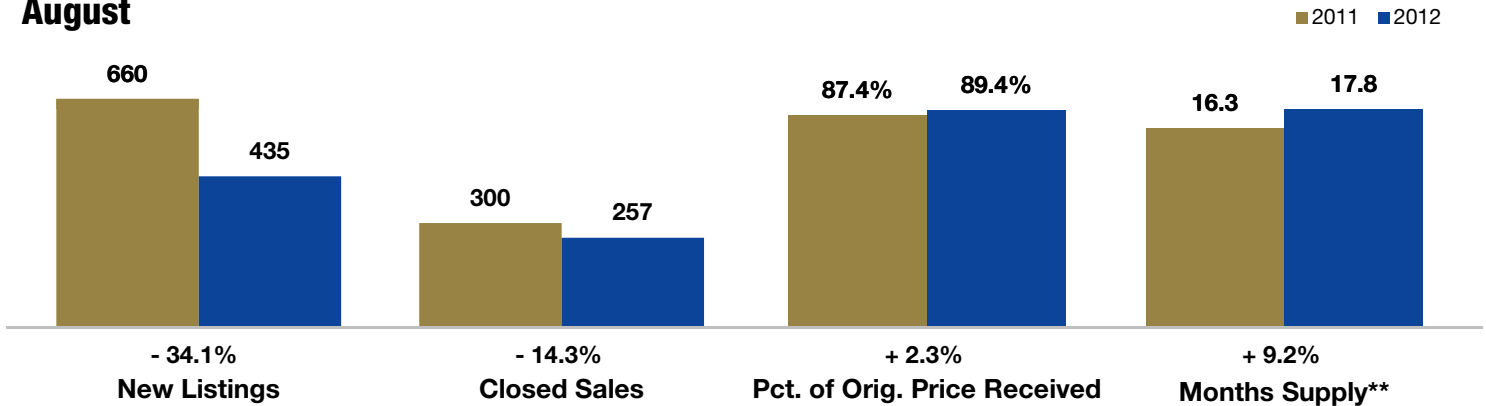


## 3 – Arrowhead Region

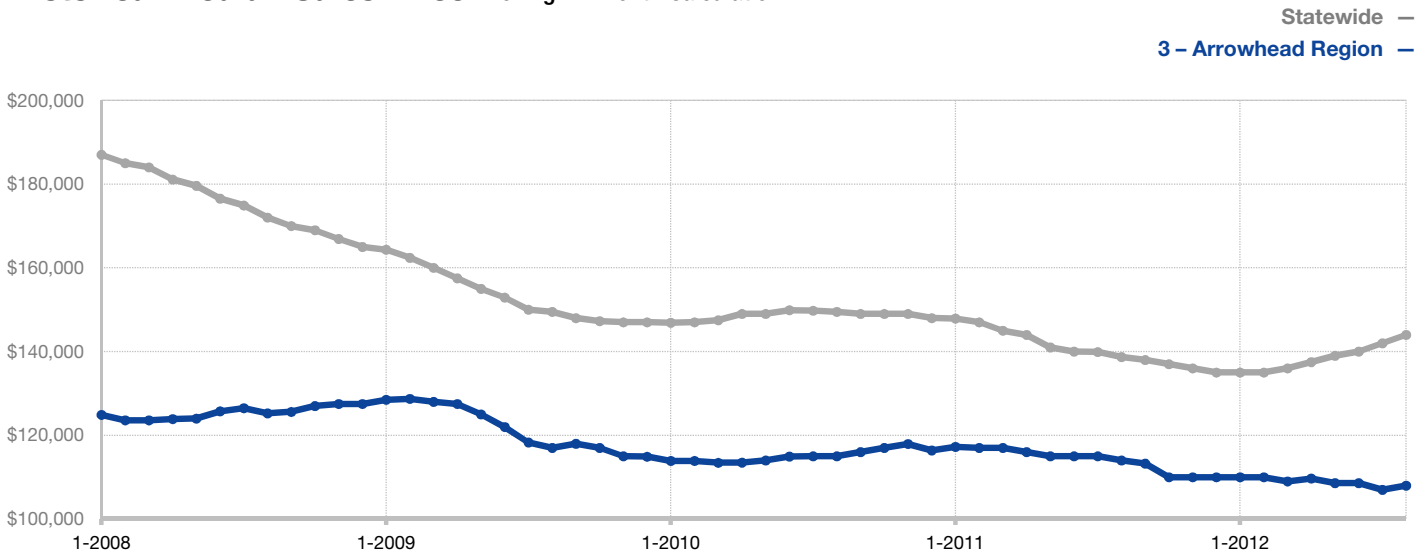
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	660	435	- 34.1%	5,407	4,326	- 20.0%
Closed Sales	300	257	- 14.3%	1,662	1,573	- 5.4%
Median Sales Price*	\$114,000	\$116,000	+ 1.8%	\$113,000	\$108,000	- 4.4%
Percent of Original List Price Received*	87.4%	89.4%	+ 2.3%	86.7%	88.3%	+ 1.8%
Days on Market Until Sale	136	143	+ 5.1%	154	160	+ 3.9%
Months Supply of Inventory	16.3	17.8	+ 9.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

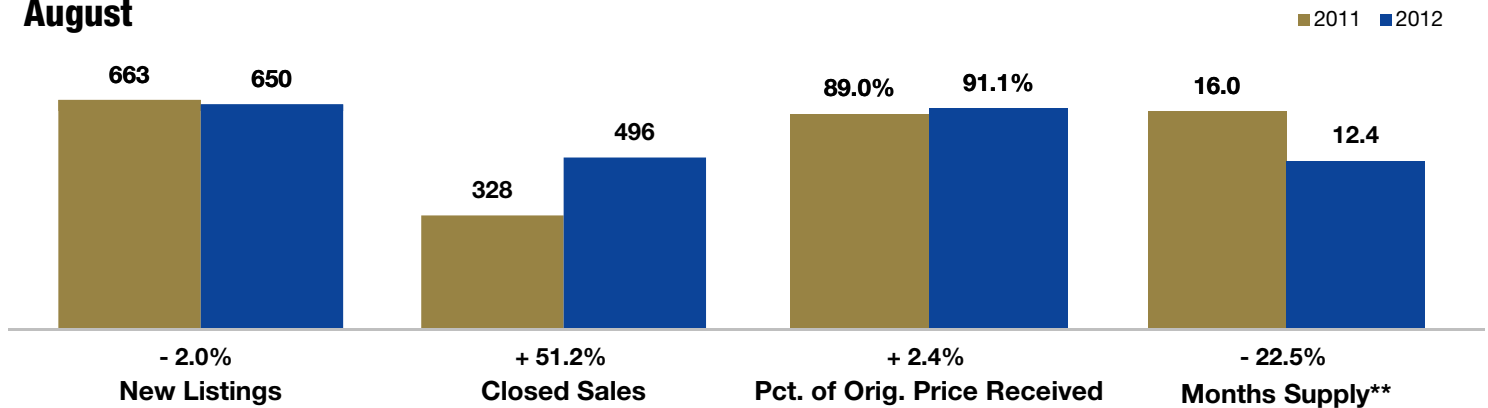


## 4 – West Central Region

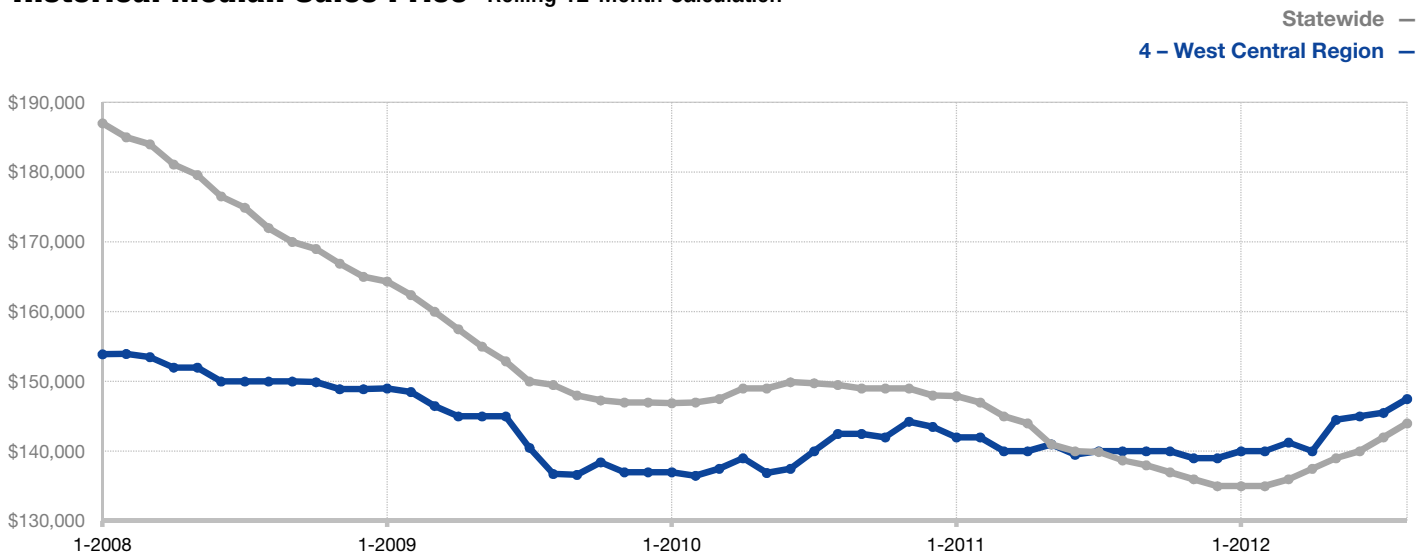
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	663	650	- 2.0%	5,968	5,693	- 4.6%
Closed Sales	328	496	+ 51.2%	2,143	2,651	+ 23.7%
Median Sales Price*	\$146,900	\$158,000	+ 7.6%	\$136,500	\$149,900	+ 9.8%
Percent of Original List Price Received*	89.0%	91.1%	+ 2.4%	88.5%	89.6%	+ 1.2%
Days on Market Until Sale	151	150	- 0.7%	154	159	+ 3.2%
Months Supply of Inventory	16.0	12.4	- 22.5%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

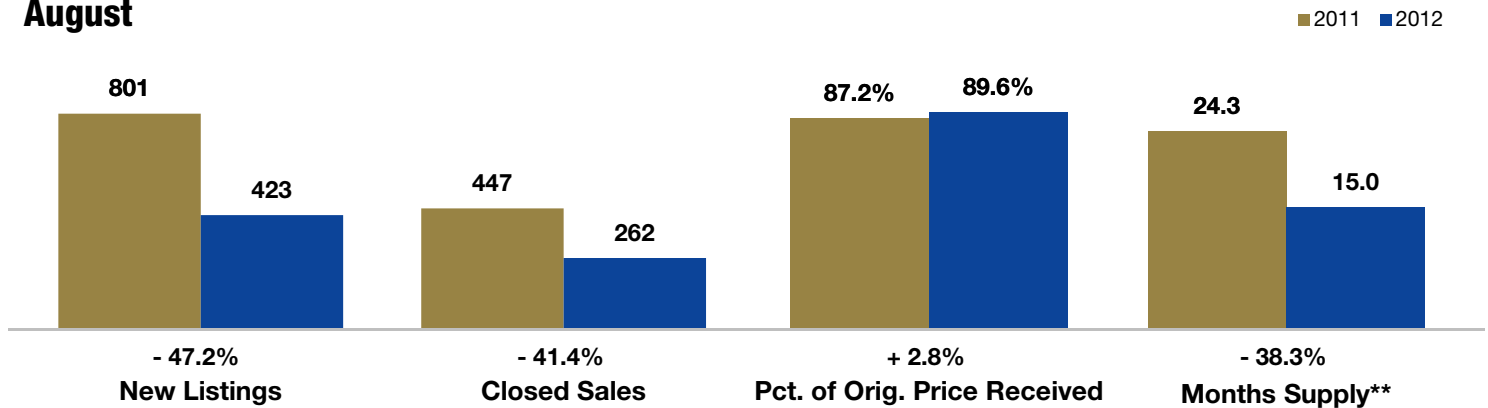


## 5 – North Central Region

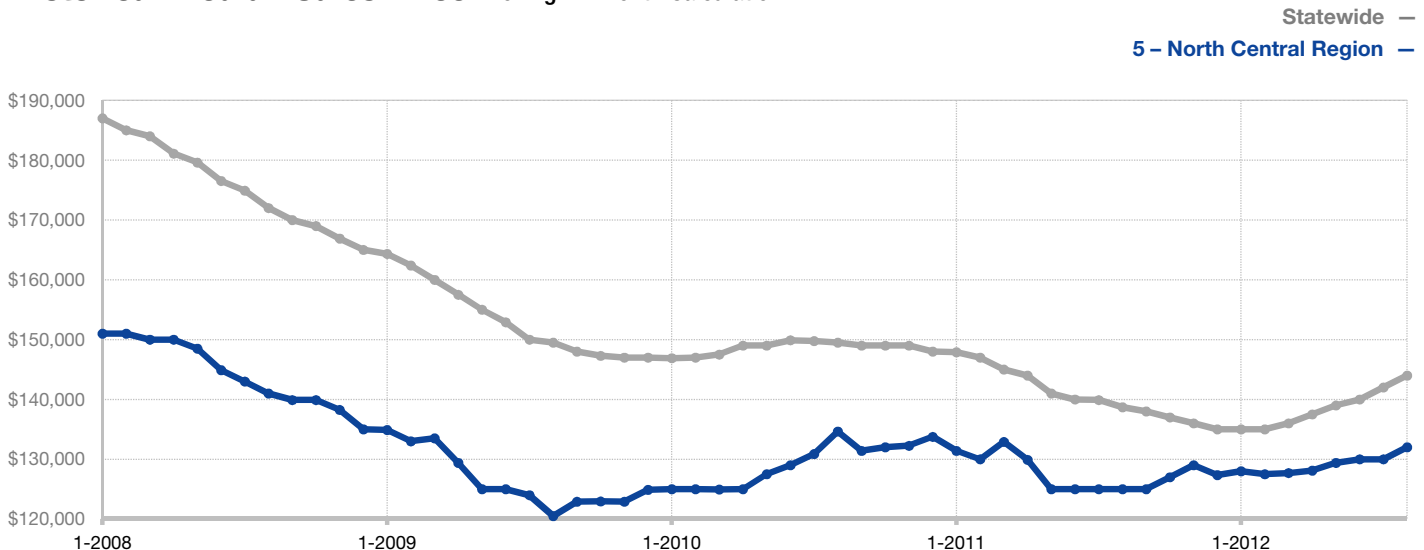
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	801	423	- 47.2%	6,537	4,928	- 24.6%
Closed Sales	447	262	- 41.4%	1,872	2,019	+ 7.9%
Median Sales Price*	\$132,500	\$160,000	+ 20.8%	\$122,163	\$130,000	+ 6.4%
Percent of Original List Price Received*	87.2%	89.6%	+ 2.8%	86.5%	88.6%	+ 2.4%
Days on Market Until Sale	159	123	- 22.6%	153	138	- 9.8%
Months Supply of Inventory	24.3	15.0	- 38.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

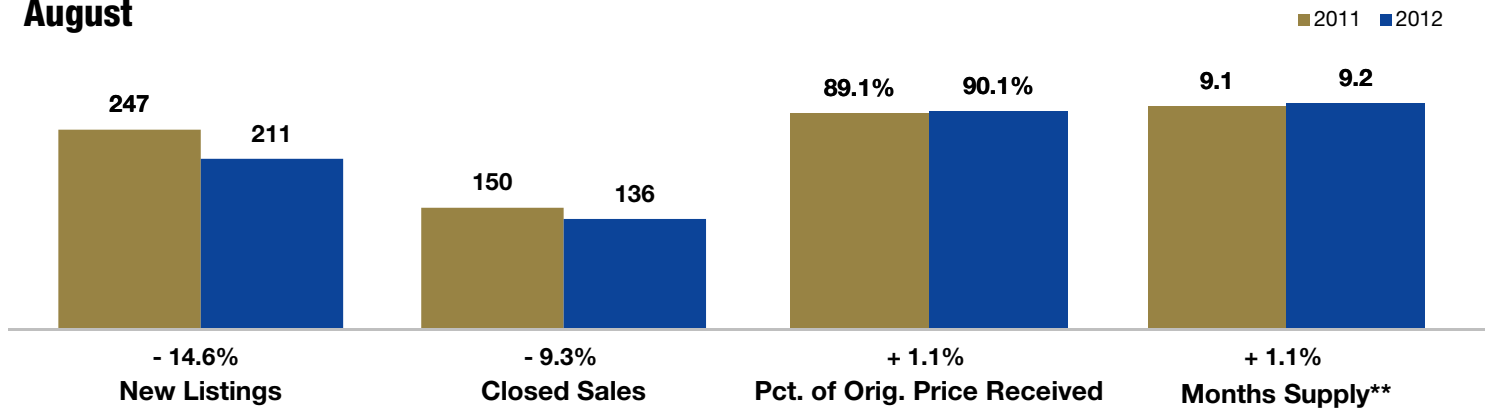


## 6E – Southwest Central Region

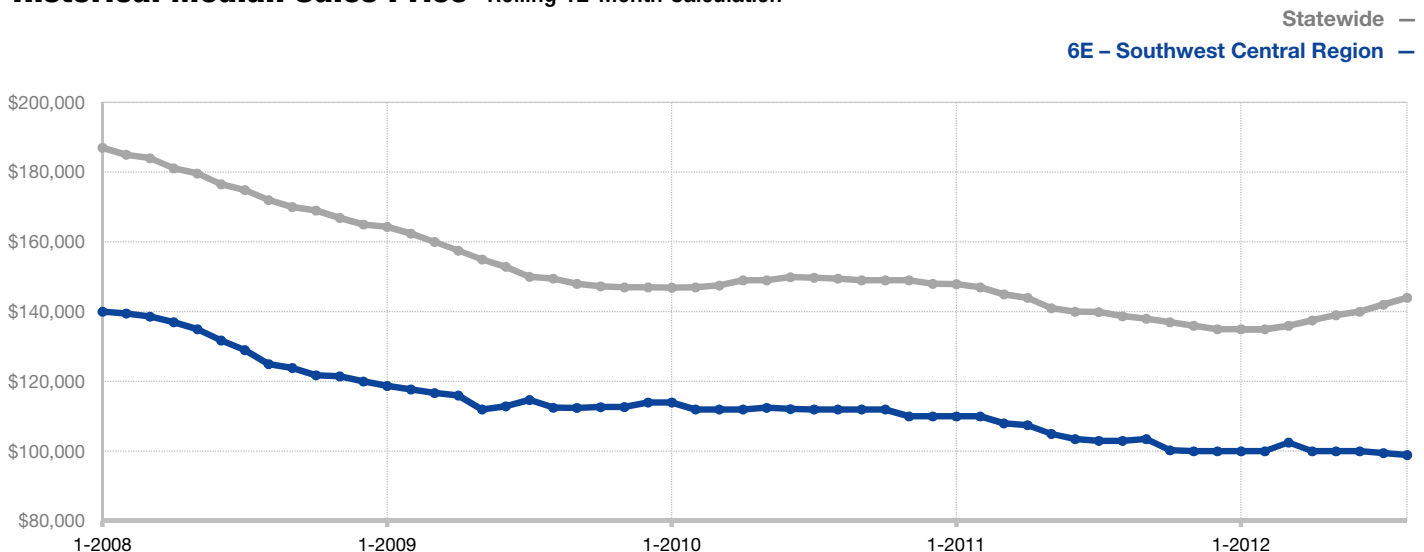
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	247	211	- 14.6%	2,032	1,713	- 15.7%
Closed Sales	150	136	- 9.3%	977	910	- 6.9%
Median Sales Price*	\$113,750	\$113,500	- 0.2%	\$102,500	\$98,000	- 4.4%
Percent of Original List Price Received*	89.1%	90.1%	+ 1.1%	88.2%	89.4%	+ 1.4%
Days on Market Until Sale	141	115	- 18.4%	138	127	- 8.0%
Months Supply of Inventory	9.1	9.2	+ 1.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



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# Local Market Update for August 2012

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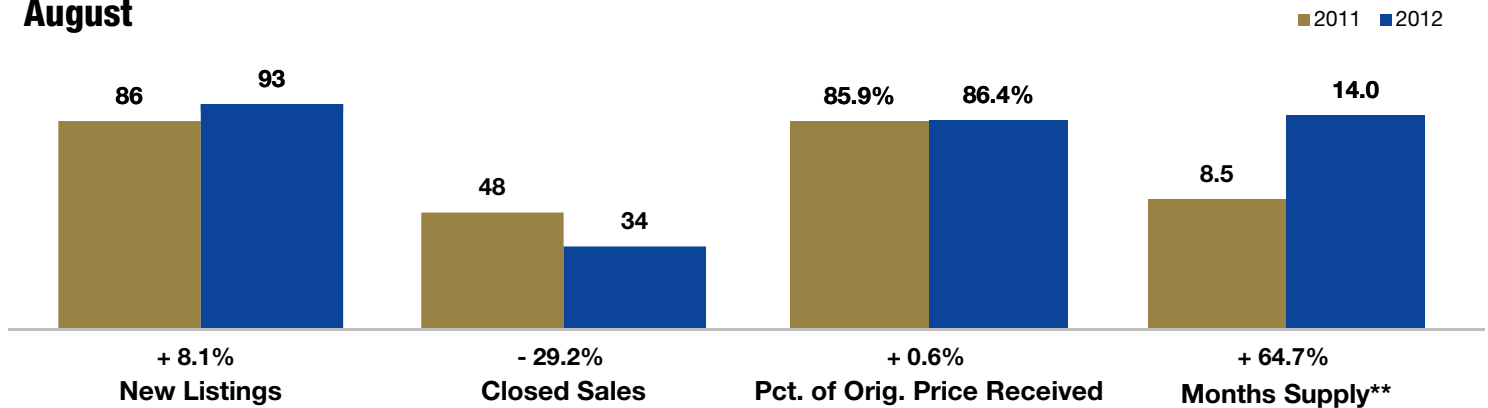


## 6W – Upper Minnesota Valley Region

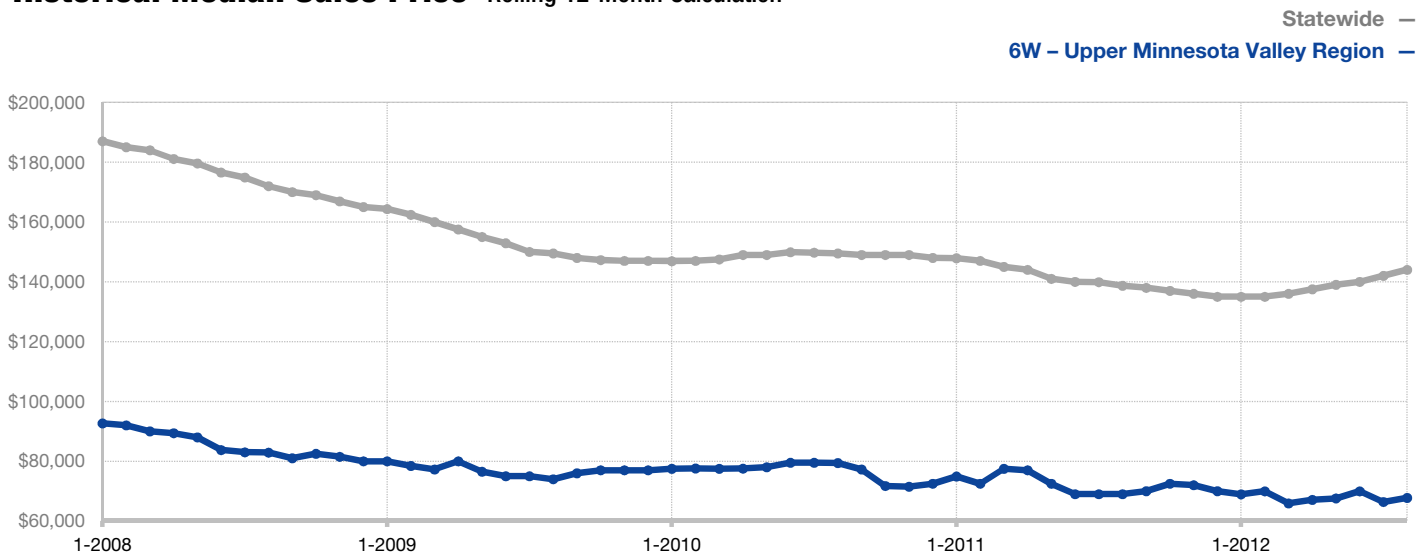
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	86	93	+ 8.1%	587	510	- 13.1%
Closed Sales	48	34	- 29.2%	294	242	- 17.7%
Median Sales Price*	\$67,900	<b>\$81,500</b>	+ 20.0%	\$71,935	<b>\$67,750</b>	- 5.8%
Percent of Original List Price Received*	85.9%	<b>86.4%</b>	+ 0.6%	85.6%	<b>86.6%</b>	+ 1.2%
Days on Market Until Sale	109	<b>215</b>	+ 97.2%	148	<b>183</b>	+ 23.6%
Months Supply of Inventory	8.5	<b>14.0</b>	+ 64.7%	--	--	--

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### August



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





# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

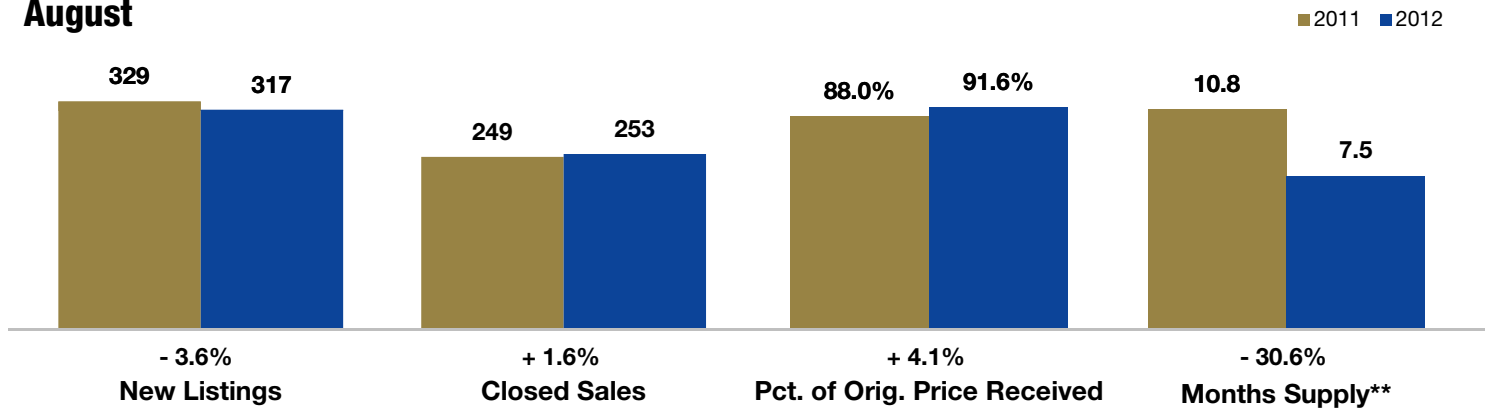


## 7E – East Central Region

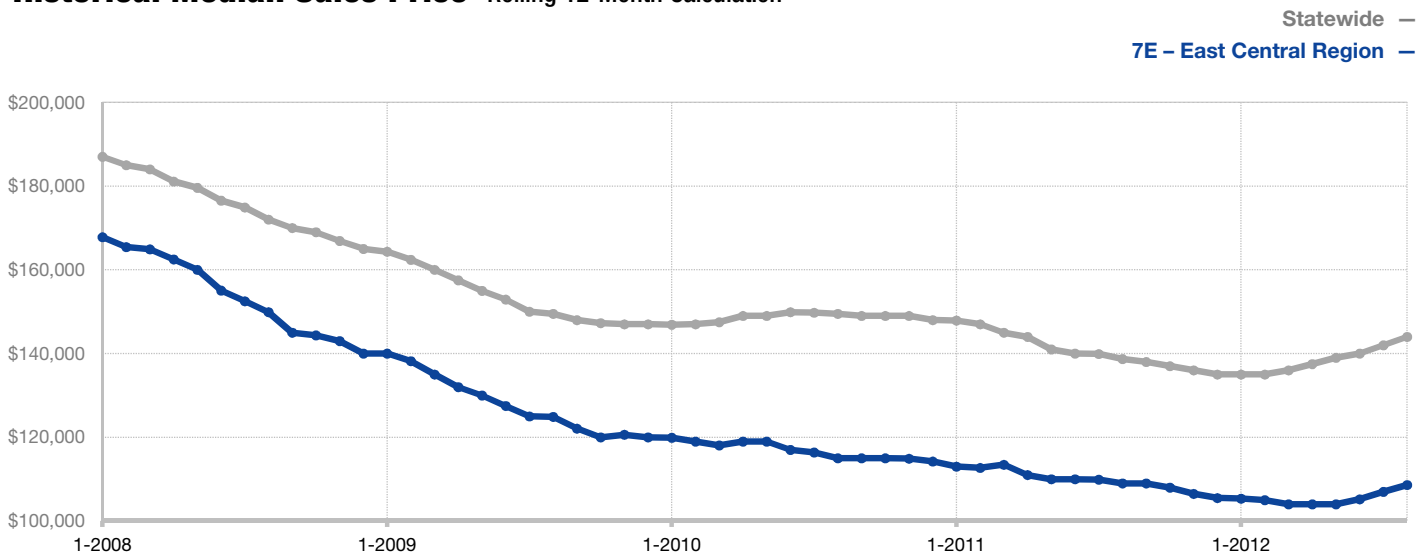
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	329	317	- 3.6%	3,041	2,916	- 4.1%
Closed Sales	249	253	+ 1.6%	1,404	1,565	+ 11.5%
Median Sales Price*	\$107,000	\$115,000	+ 7.5%	\$105,000	\$109,000	+ 3.8%
Percent of Original List Price Received*	88.0%	91.6%	+ 4.1%	88.2%	90.9%	+ 3.1%
Days on Market Until Sale	100	100	0.0%	100	92	- 8.0%
Months Supply of Inventory	10.8	7.5	- 30.6%	--	--	--

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### August



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



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# Local Market Update for August 2012

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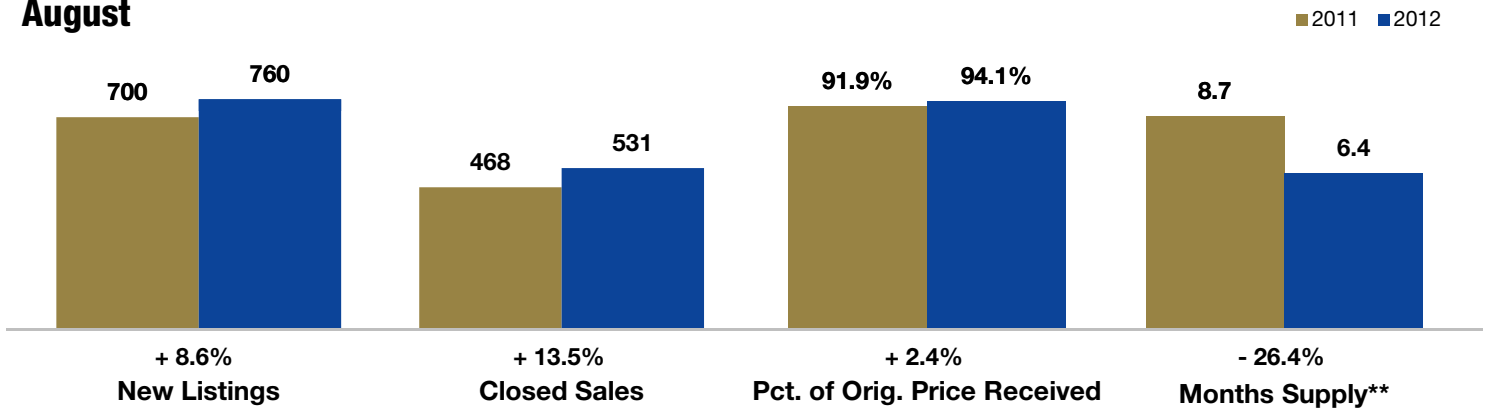


## 7W – Central Region

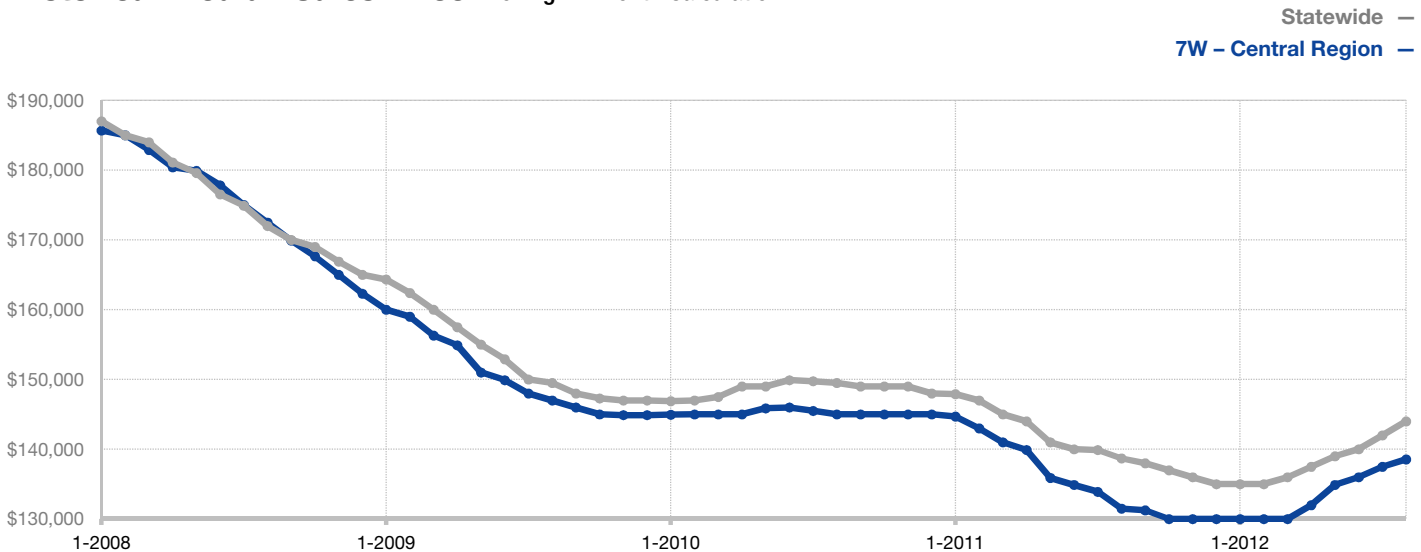
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	700	760	+ 8.6%	6,018	5,927	- 1.5%
Closed Sales	468	531	+ 13.5%	3,073	3,491	+ 13.6%
Median Sales Price*	\$131,500	\$148,000	+ 12.5%	\$129,000	\$140,000	+ 8.5%
Percent of Original List Price Received*	91.9%	94.1%	+ 2.4%	90.6%	93.0%	+ 2.6%
Days on Market Until Sale	96	84	- 12.5%	93	88	- 5.4%
Months Supply of Inventory	8.7	6.4	- 26.4%	--	--	--

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### August



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



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

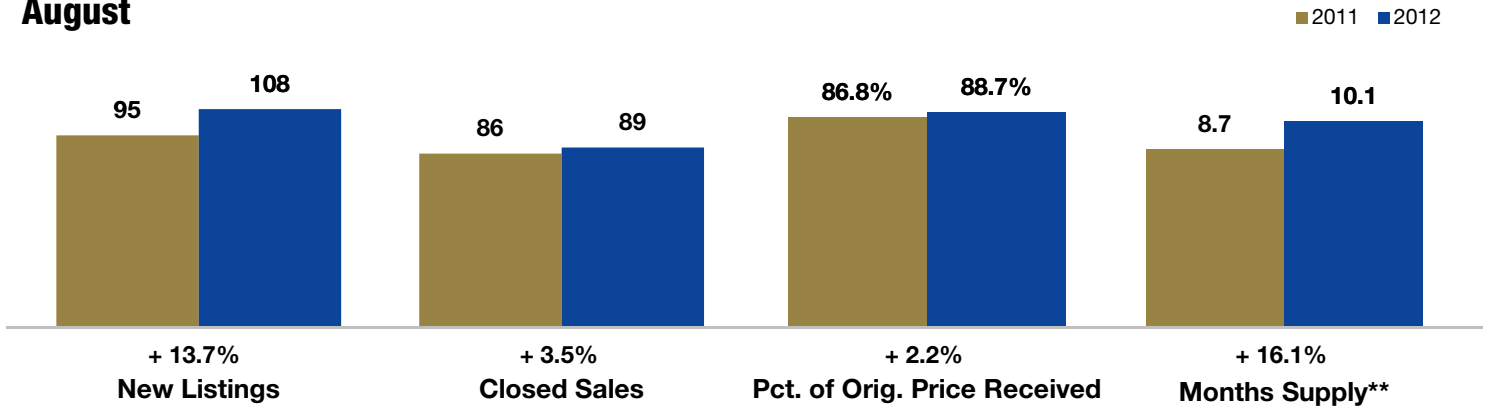


## 8 – Southwest Region

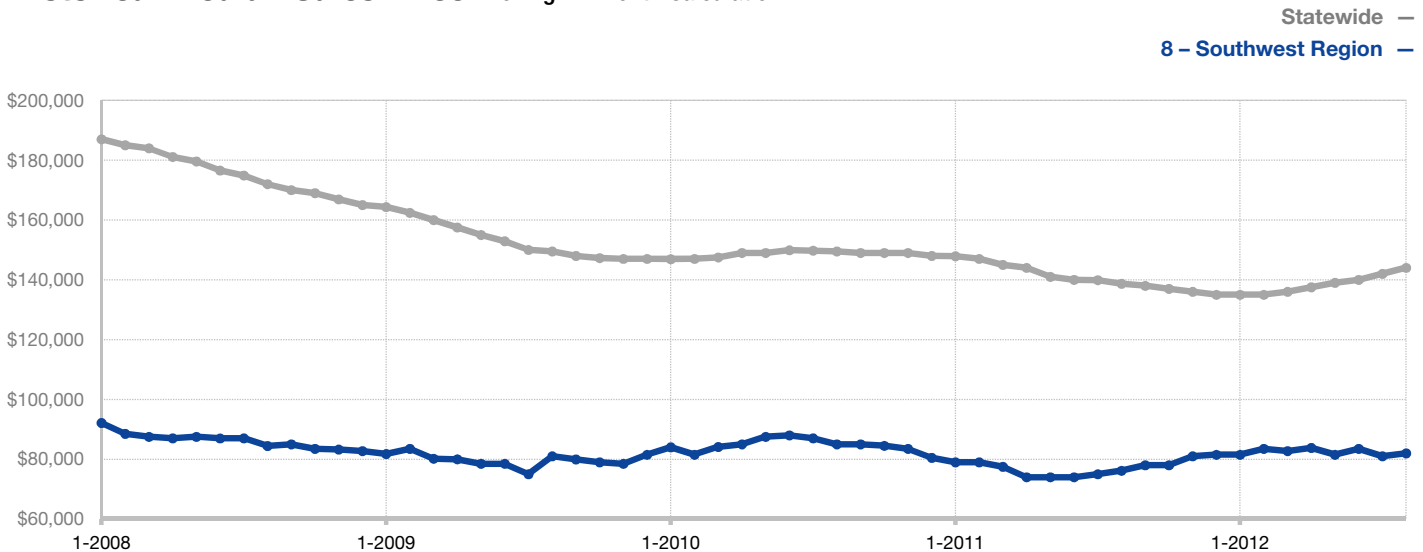
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	95	108	+ 13.7%	838	794	- 5.3%
Closed Sales	86	89	+ 3.5%	456	490	+ 7.5%
Median Sales Price*	\$87,250	\$93,200	+ 6.8%	\$80,000	\$84,000	+ 5.0%
Percent of Original List Price Received*	86.8%	88.7%	+ 2.2%	86.3%	86.1%	- 0.2%
Days on Market Until Sale	130	215	+ 65.4%	178	204	+ 14.6%
Months Supply of Inventory	8.7	10.1	+ 16.1%	--	--	--

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### August



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



# Local Market Update for August 2012

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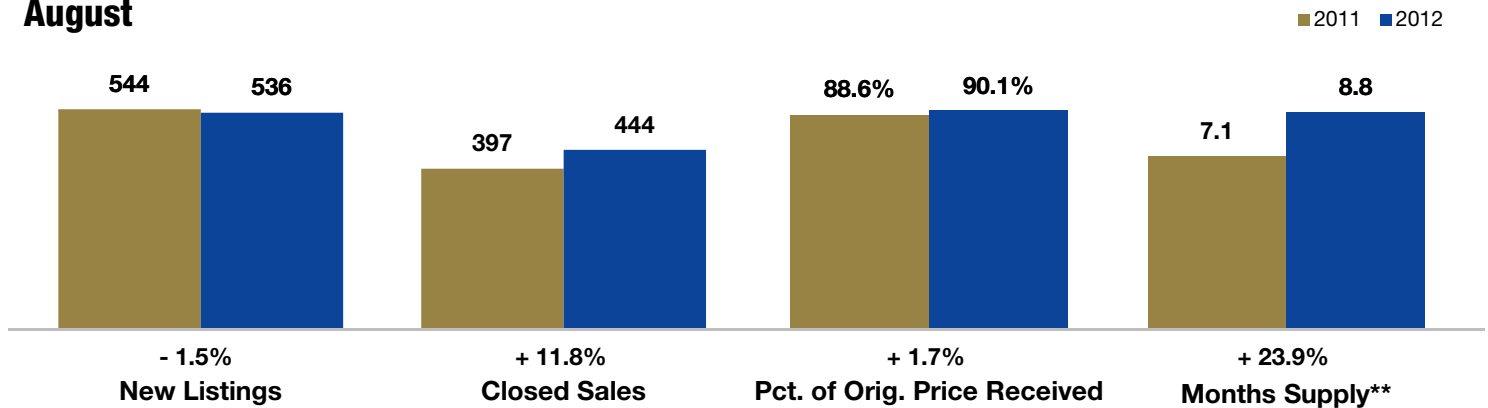


## 9 – South Central Region

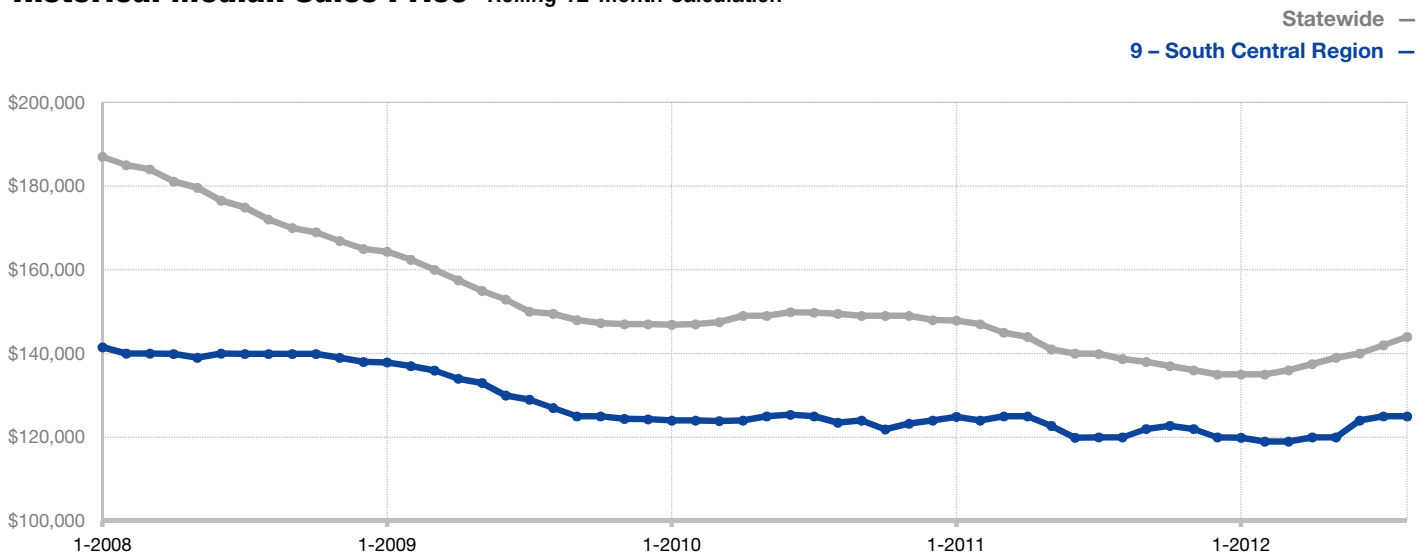
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	544	536	- 1.5%	4,575	4,758	+ 4.0%
Closed Sales	397	444	+ 11.8%	2,581	2,659	+ 3.0%
Median Sales Price*	\$125,000	\$125,000	0.0%	\$120,500	\$127,000	+ 5.4%
Percent of Original List Price Received*	88.6%	90.1%	+ 1.7%	88.6%	90.7%	+ 2.4%
Days on Market Until Sale	158	147	- 7.0%	156	152	- 2.6%
Months Supply of Inventory	7.1	8.8	+ 23.9%	--	--	--

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### August



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



# Local Market Update for August 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

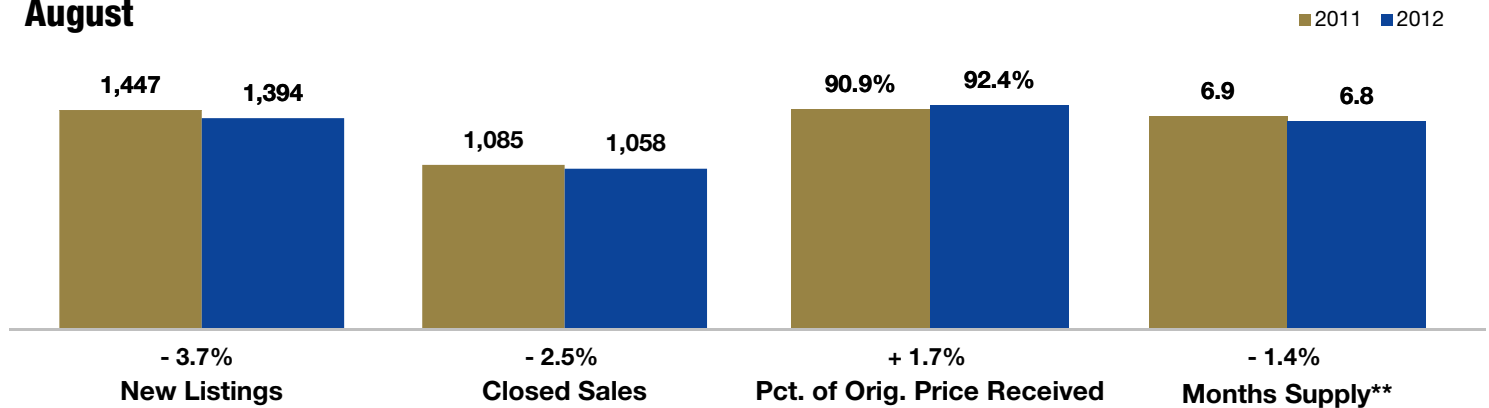


## 10 – Southeast Region

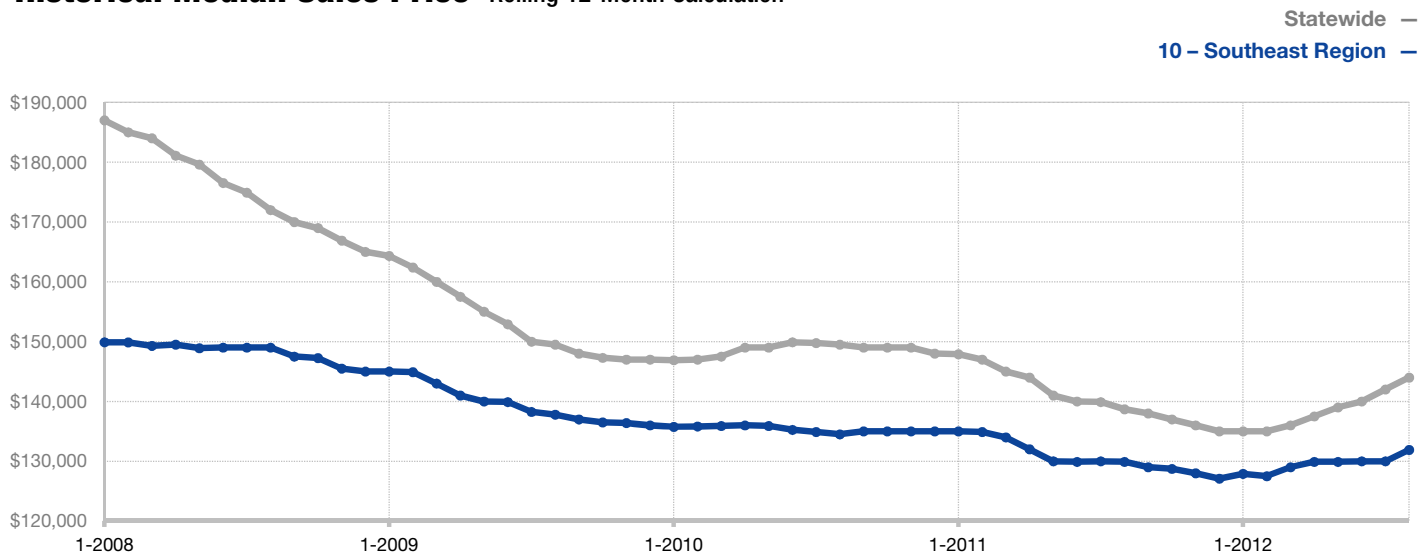
Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	1,447	<b>1,394</b>	- 3.7%	12,075	<b>11,630</b>	- 3.7%
Closed Sales	1,085	<b>1,058</b>	- 2.5%	7,272	<b>7,278</b>	+ 0.1%
Median Sales Price*	\$128,000	<b>\$140,000</b>	+ 9.4%	\$129,000	<b>\$136,900</b>	+ 6.1%
Percent of Original List Price Received*	90.9%	<b>92.4%</b>	+ 1.7%	89.9%	<b>91.8%</b>	+ 2.1%
Days on Market Until Sale	145	<b>117</b>	- 19.3%	147	<b>130</b>	- 11.6%
Months Supply of Inventory	6.9	<b>6.8</b>	- 1.4%	--	--	--

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### August



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



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# Local Market Update for August 2012

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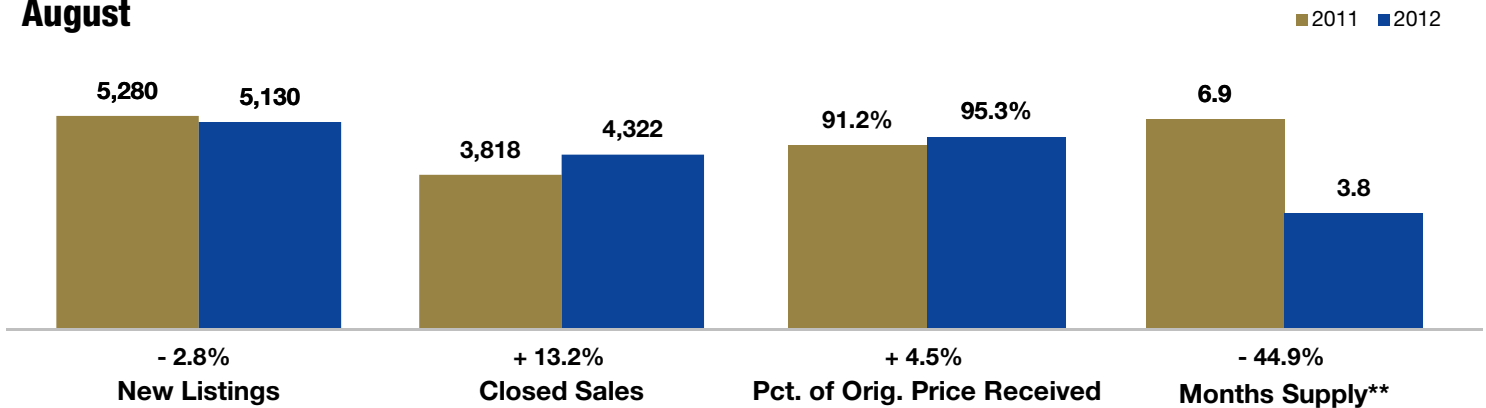


## 11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2011	2012	Percent Change	Thru 8-2011	Thru 8-2012	Percent Change
New Listings	5,280	<b>5,130</b>	- 2.8%	44,083	<b>41,485</b>	- 5.9%
Closed Sales	3,818	<b>4,322</b>	+ 13.2%	24,058	<b>28,531</b>	+ 18.6%
Median Sales Price*	\$159,900	<b>\$183,000</b>	+ 14.4%	\$155,000	<b>\$170,000</b>	+ 9.7%
Percent of Original List Price Received*	91.2%	<b>95.3%</b>	+ 4.5%	90.5%	<b>93.9%</b>	+ 3.8%
Days on Market Until Sale	79	<b>62</b>	- 21.5%	82	<b>72</b>	- 12.2%
Months Supply of Inventory	6.9	<b>3.8</b>	- 44.9%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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

