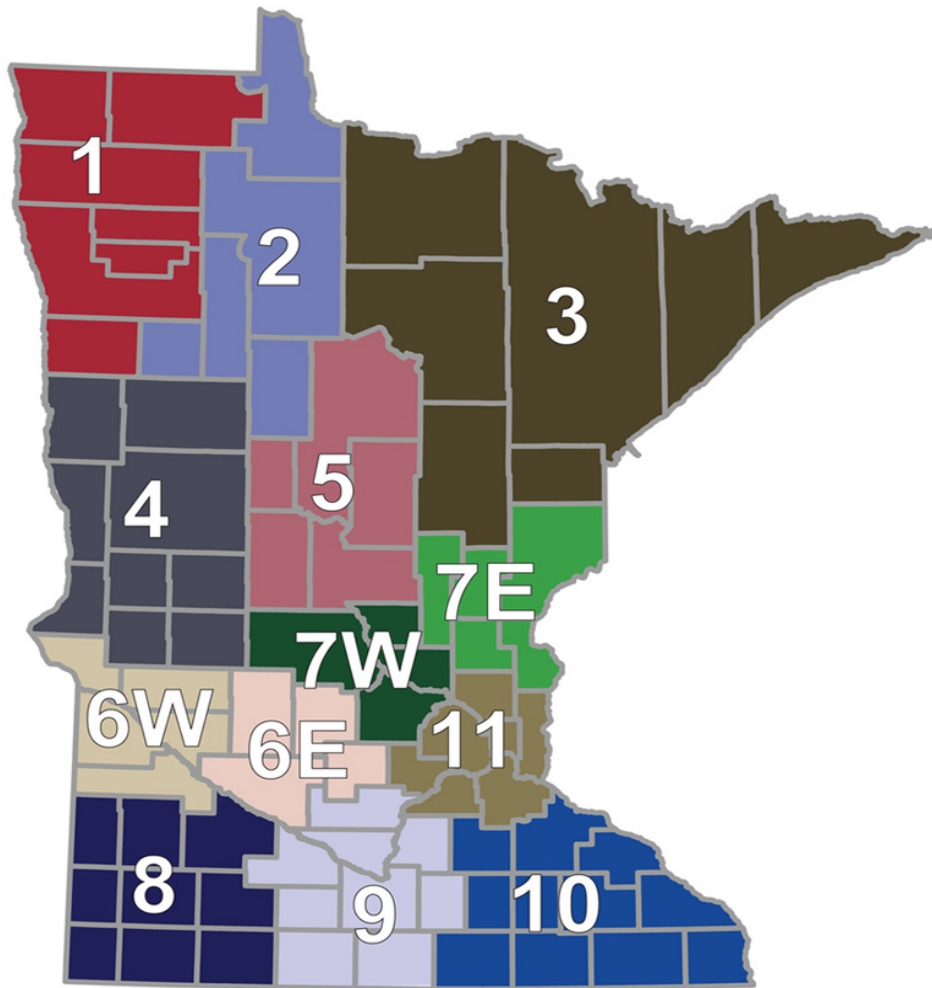


# Local Market Updates for September 2012

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 September 2012

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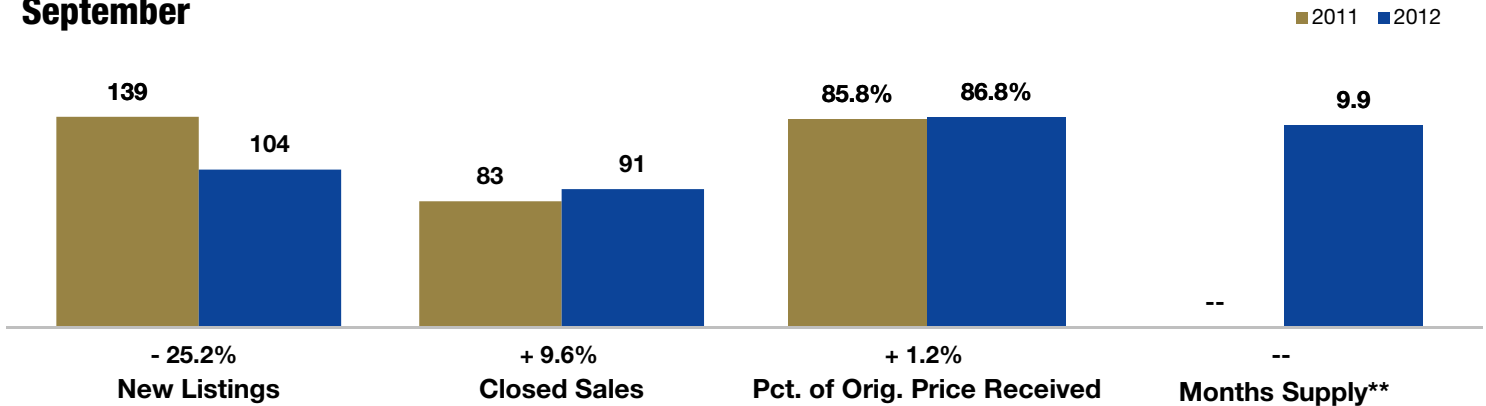


## 1 – Northwest Region

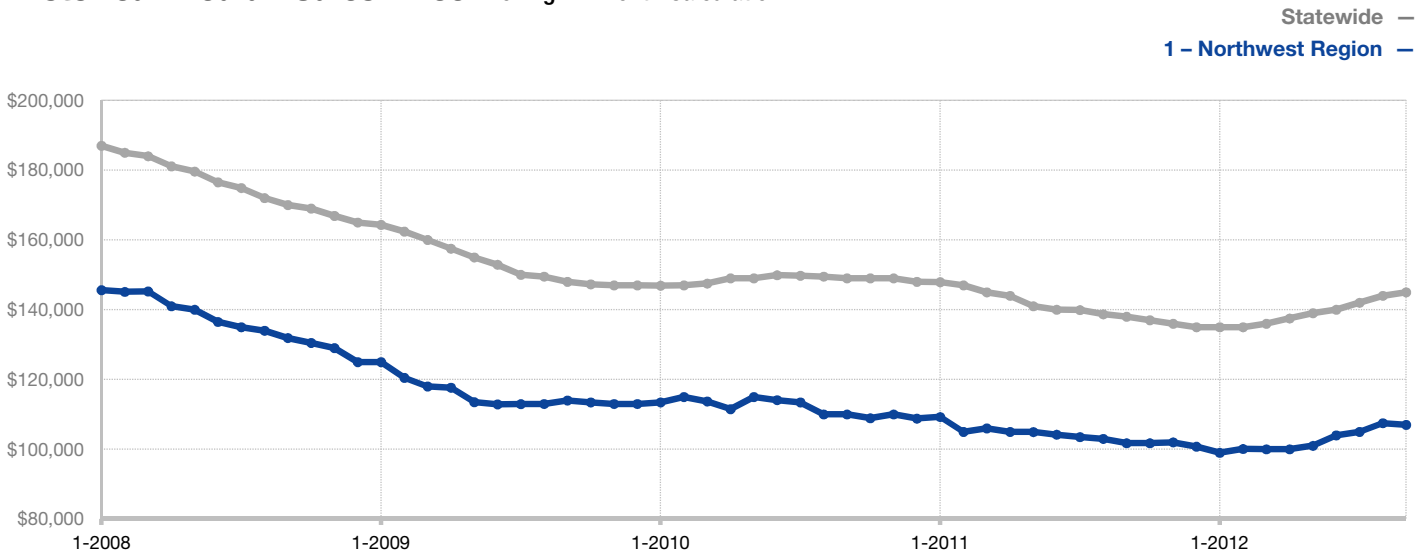
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	139	104	- 25.2%	1,388	1,314	- 5.3%
Closed Sales	83	91	+ 9.6%	579	687	+ 18.7%
Median Sales Price*	\$92,500	\$99,000	+ 7.0%	\$97,750	\$107,000	+ 9.5%
Percent of Original List Price Received*	85.8%	86.8%	+ 1.2%	85.8%	86.8%	+ 1.2%
Days on Market Until Sale	152	153	+ 0.7%	150	154	+ 2.7%
Months Supply of Inventory**	--	9.9	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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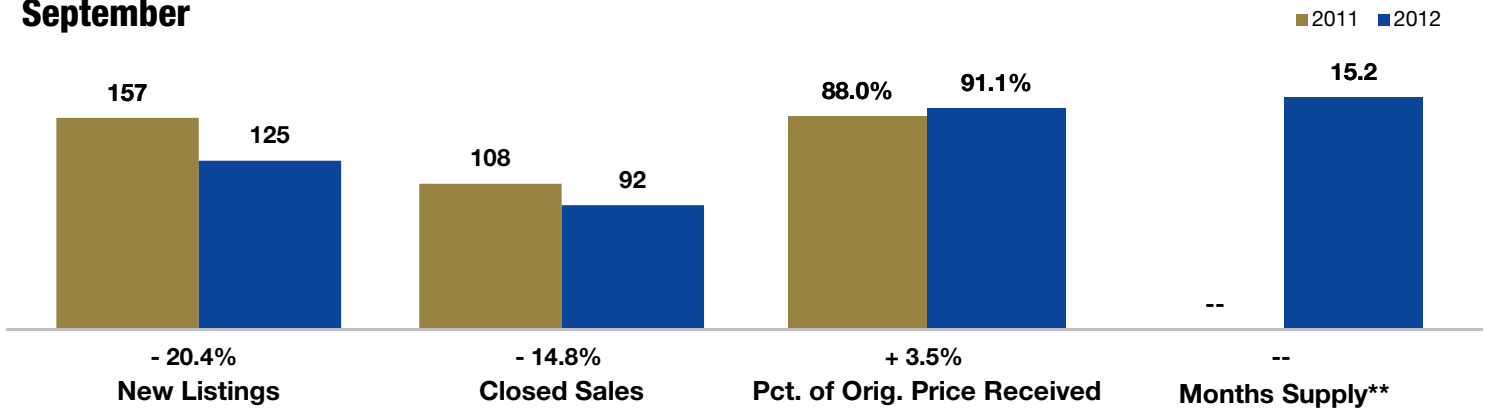


## 2 – Headwaters Region

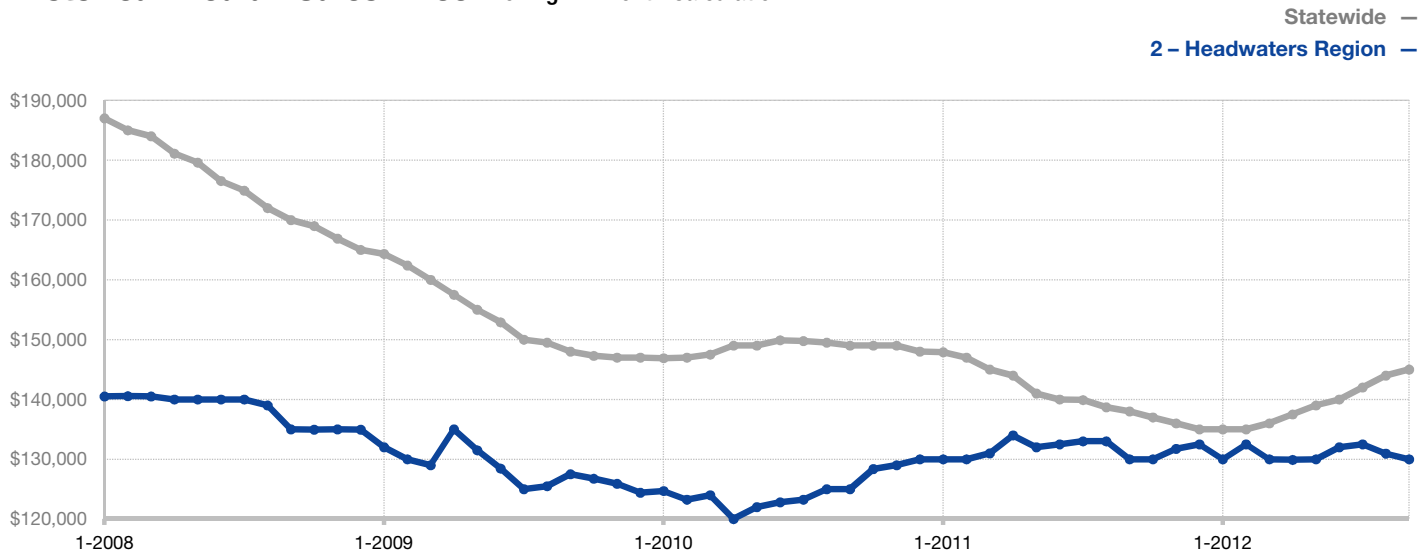
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	157	125	- 20.4%	2,050	1,699	- 17.1%
Closed Sales	108	92	- 14.8%	610	693	+ 13.6%
Median Sales Price*	\$137,200	\$132,500	- 3.4%	\$131,000	\$126,500	- 3.4%
Percent of Original List Price Received*	88.0%	91.1%	+ 3.5%	88.2%	89.5%	+ 1.5%
Days on Market Until Sale	172	132	- 23.3%	166	155	- 6.6%
Months Supply of Inventory**	--	15.2	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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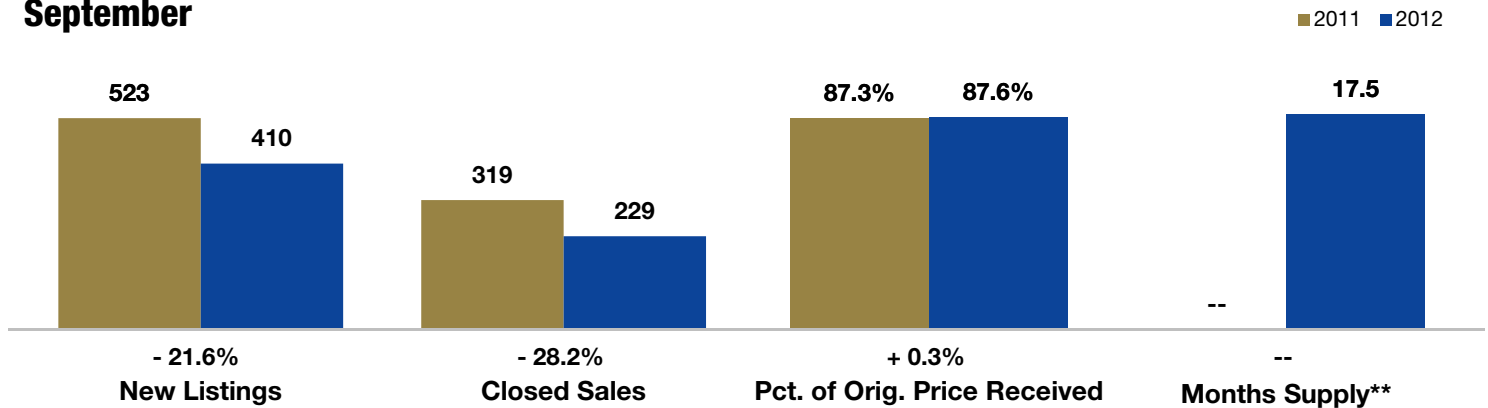


## 3 – Arrowhead Region

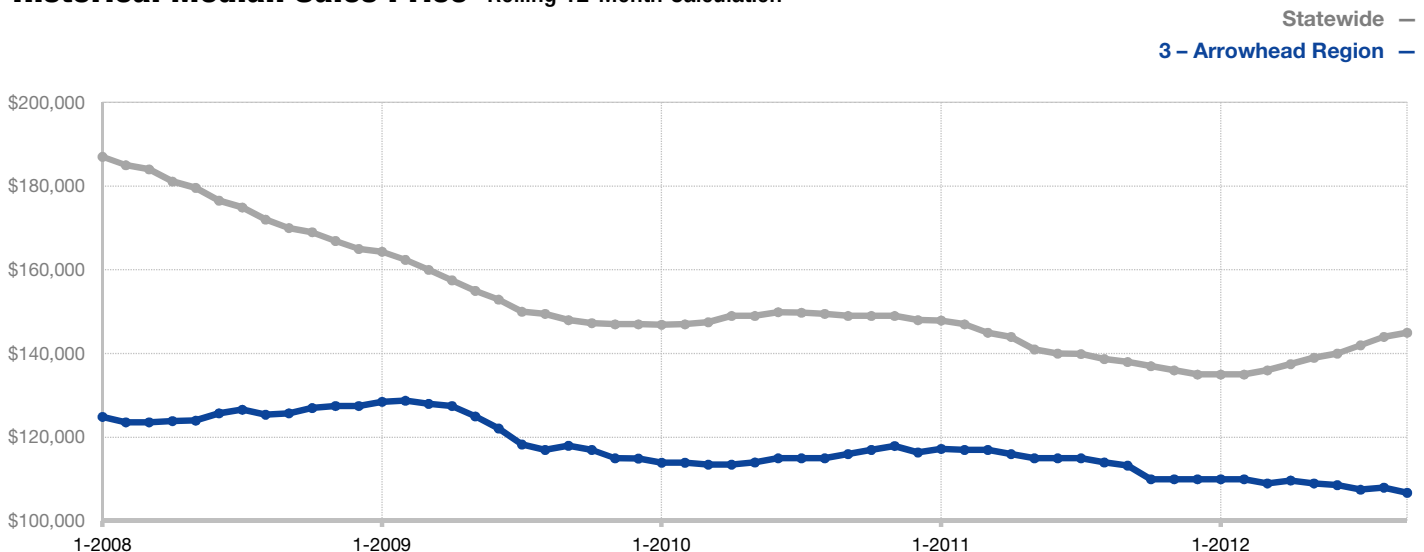
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	523	410	- 21.6%	5,940	4,904	- 17.4%
Closed Sales	319	229	- 28.2%	1,981	1,818	- 8.2%
Median Sales Price*	\$115,000	\$112,000	- 2.6%	\$113,250	\$108,600	- 4.1%
Percent of Original List Price Received*	87.3%	87.6%	+ 0.3%	86.8%	88.2%	+ 1.6%
Days on Market Until Sale	147	158	+ 7.5%	153	161	+ 5.2%
Months Supply of Inventory**	--	17.5	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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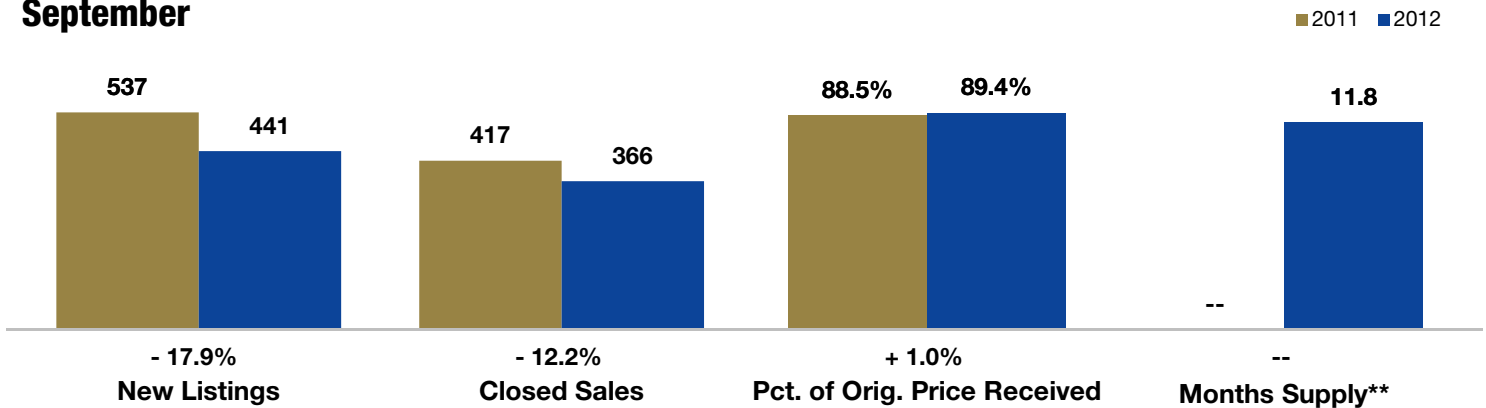


## 4 – West Central Region

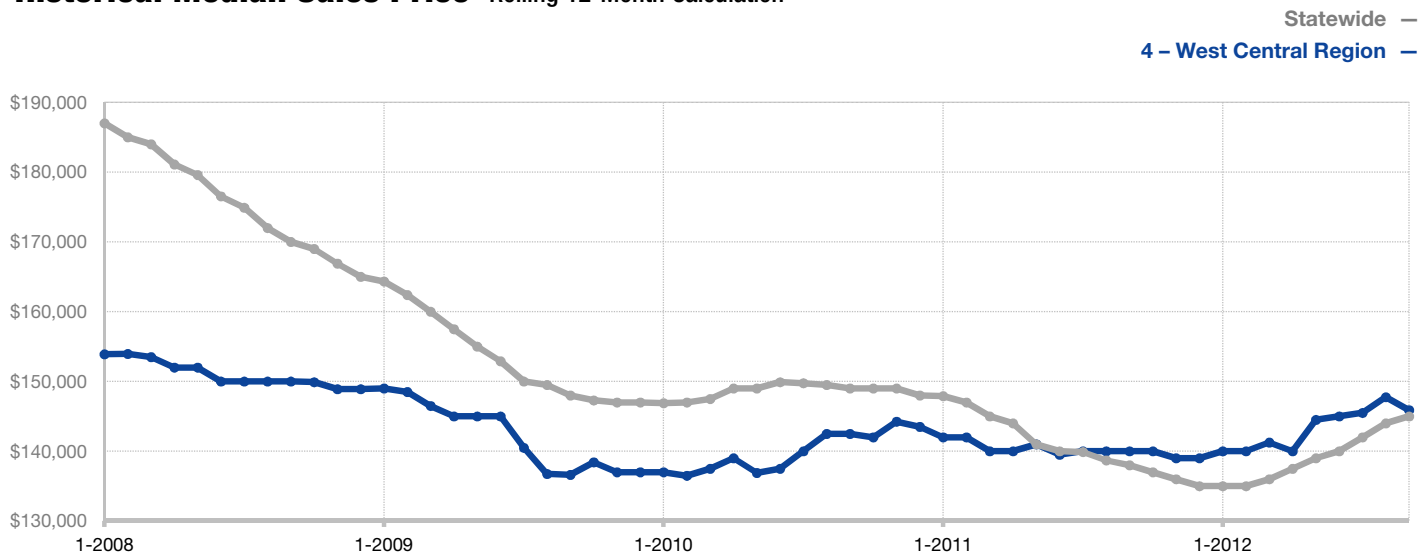
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	537	441	- 17.9%	6,507	6,136	- 5.7%
Closed Sales	417	366	- 12.2%	2,560	3,026	+ 18.2%
Median Sales Price*	\$155,000	\$140,000	- 9.7%	\$139,000	\$149,000	+ 7.2%
Percent of Original List Price Received*	88.5%	89.4%	+ 1.0%	88.5%	89.6%	+ 1.2%
Days on Market Until Sale	158	154	- 2.5%	155	159	+ 2.6%
Months Supply of Inventory**	--	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. \*\* 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.

### September



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



# Local Market Update for September 2012

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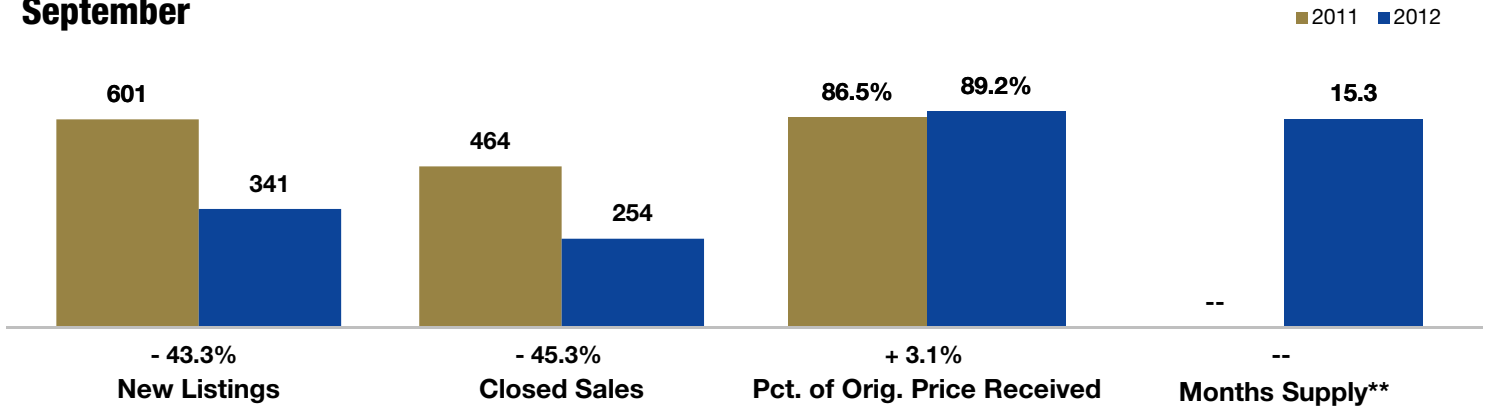


## 5 – North Central Region

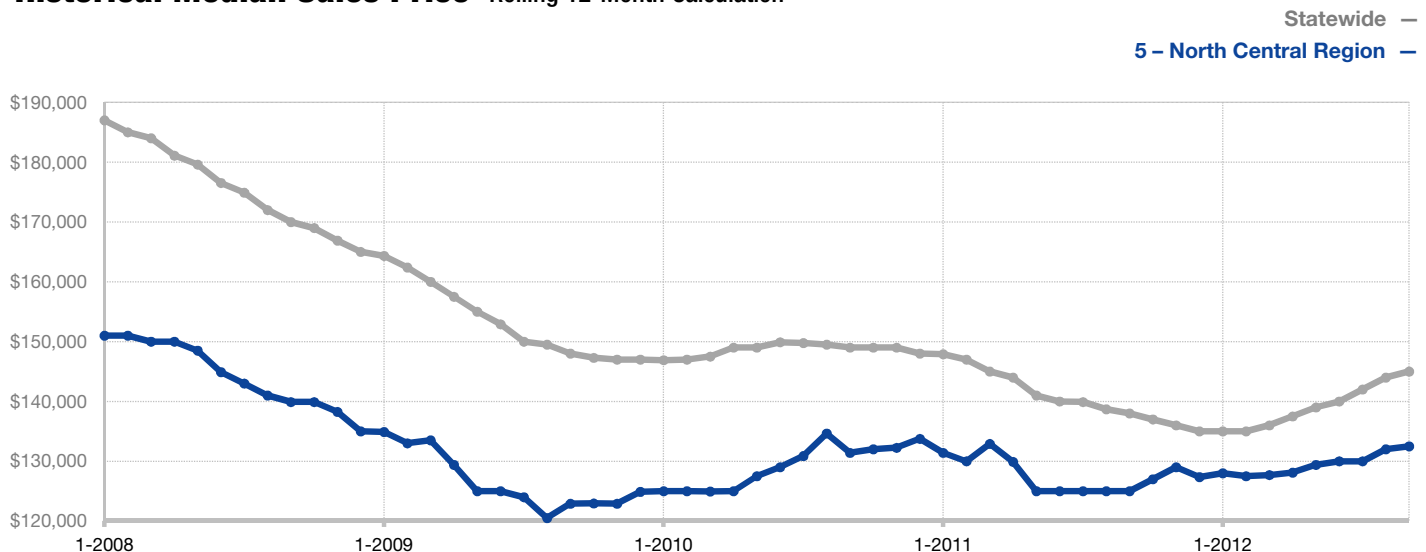
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	601	341	- 43.3%	7,138	5,266	- 26.2%
Closed Sales	464	254	- 45.3%	2,336	2,277	- 2.5%
Median Sales Price*	\$134,750	\$141,250	+ 4.8%	\$125,000	\$132,000	+ 5.6%
Percent of Original List Price Received*	86.5%	89.2%	+ 3.1%	86.5%	88.7%	+ 2.5%
Days on Market Until Sale	174	126	- 27.6%	157	137	- 12.7%
Months Supply of Inventory**	--	15.3	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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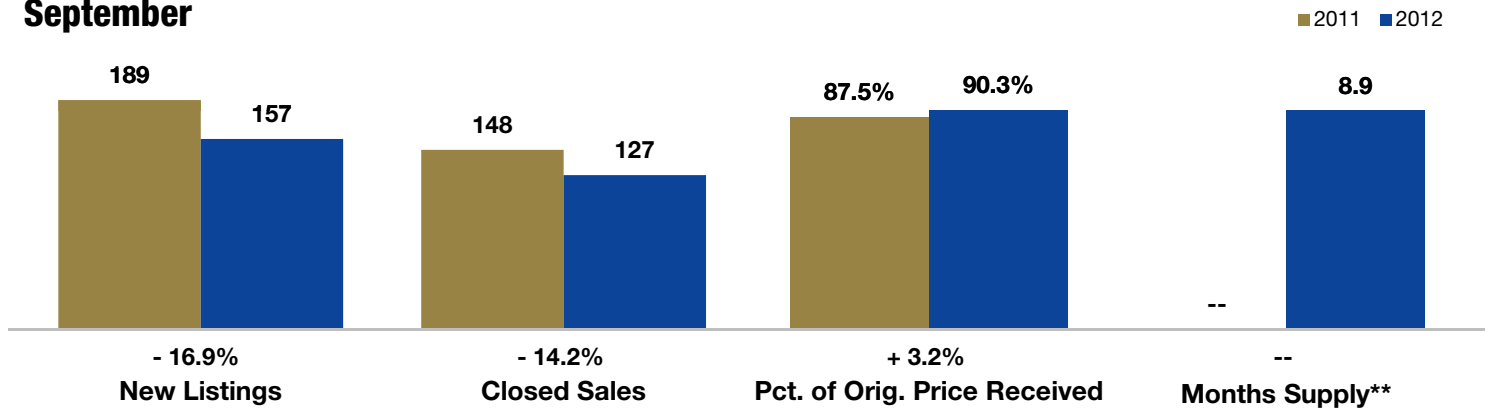


## 6E – Southwest Central Region

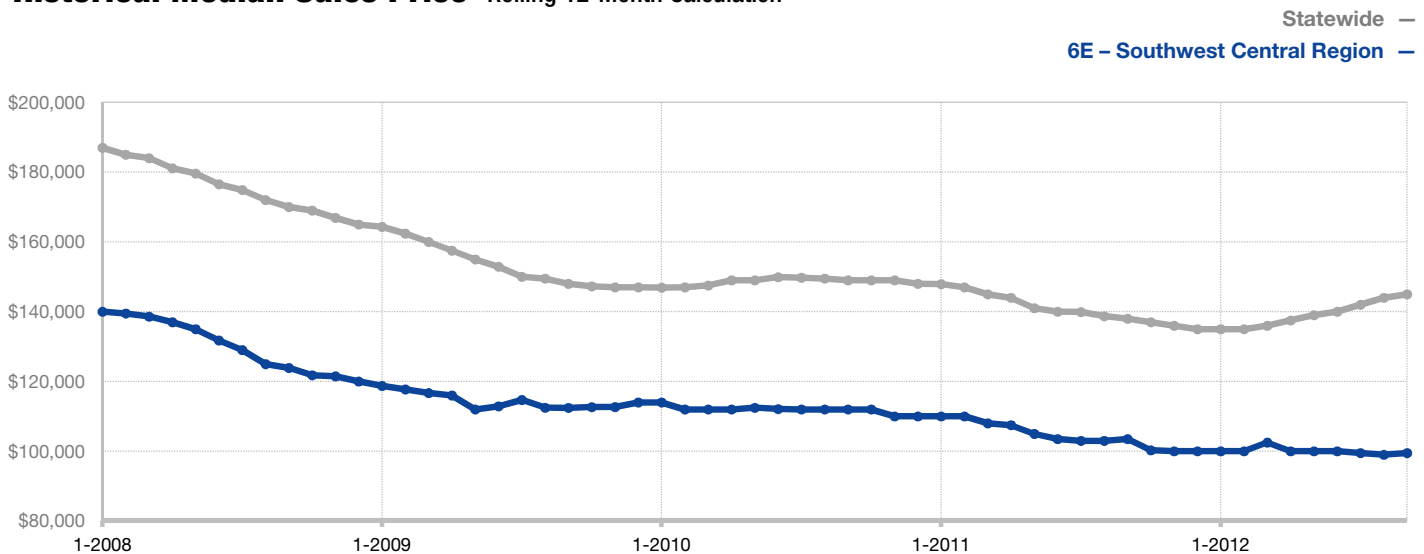
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	189	157	- 16.9%	2,221	1,869	- 15.8%
Closed Sales	148	127	- 14.2%	1,125	1,038	- 7.7%
Median Sales Price*	\$109,000	\$119,900	+ 10.0%	\$103,000	\$100,000	- 2.9%
Percent of Original List Price Received*	87.5%	90.3%	+ 3.2%	88.1%	89.5%	+ 1.6%
Days on Market Until Sale	148	132	- 10.8%	140	128	- 8.6%
Months Supply of Inventory**	--	8.9	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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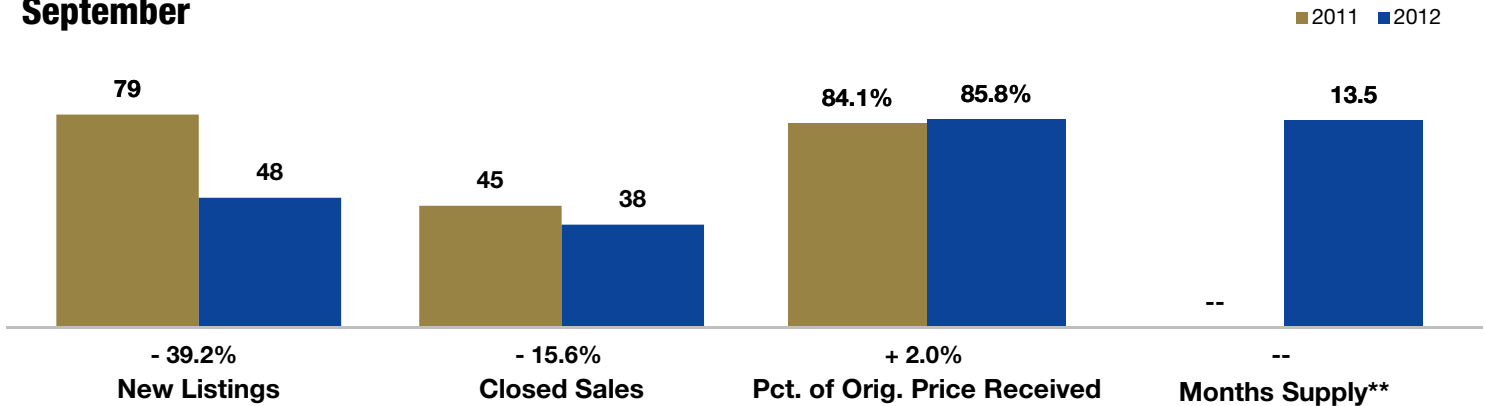


## 6W – Upper Minnesota Valley Region

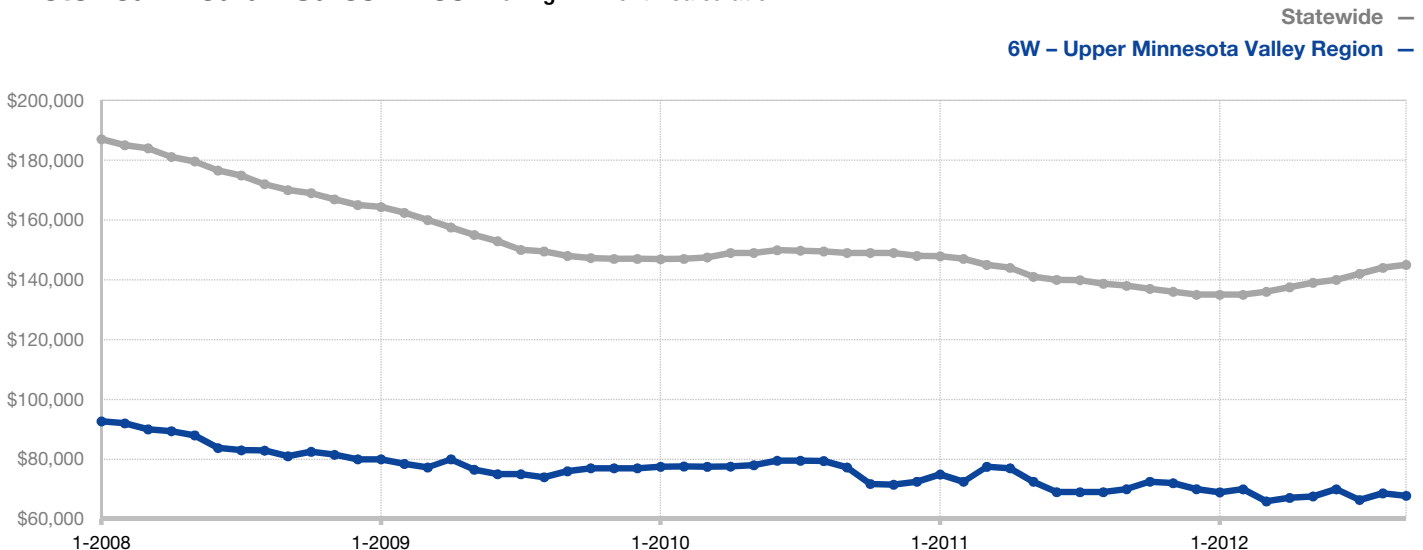
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	79	48	- 39.2%	666	559	- 16.1%
Closed Sales	45	38	- 15.6%	339	279	- 17.7%
Median Sales Price*	\$70,000	<b>\$73,000</b>	+ 4.3%	\$71,468	<b>\$69,900</b>	- 2.2%
Percent of Original List Price Received*	84.1%	<b>85.8%</b>	+ 2.0%	85.4%	<b>86.5%</b>	+ 1.3%
Days on Market Until Sale	158	211	+ 33.5%	149	187	+ 25.5%
Months Supply of Inventory**	--	13.5	--	--	--	--

\* 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. \*\* 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.

### September



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





# Local Market Update for September 2012

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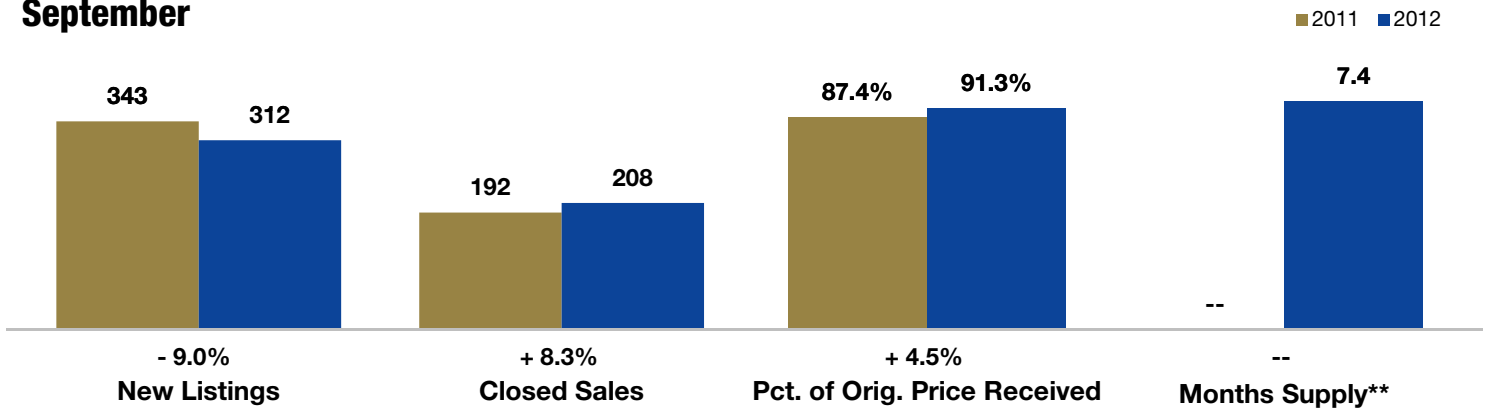


## 7E – East Central Region

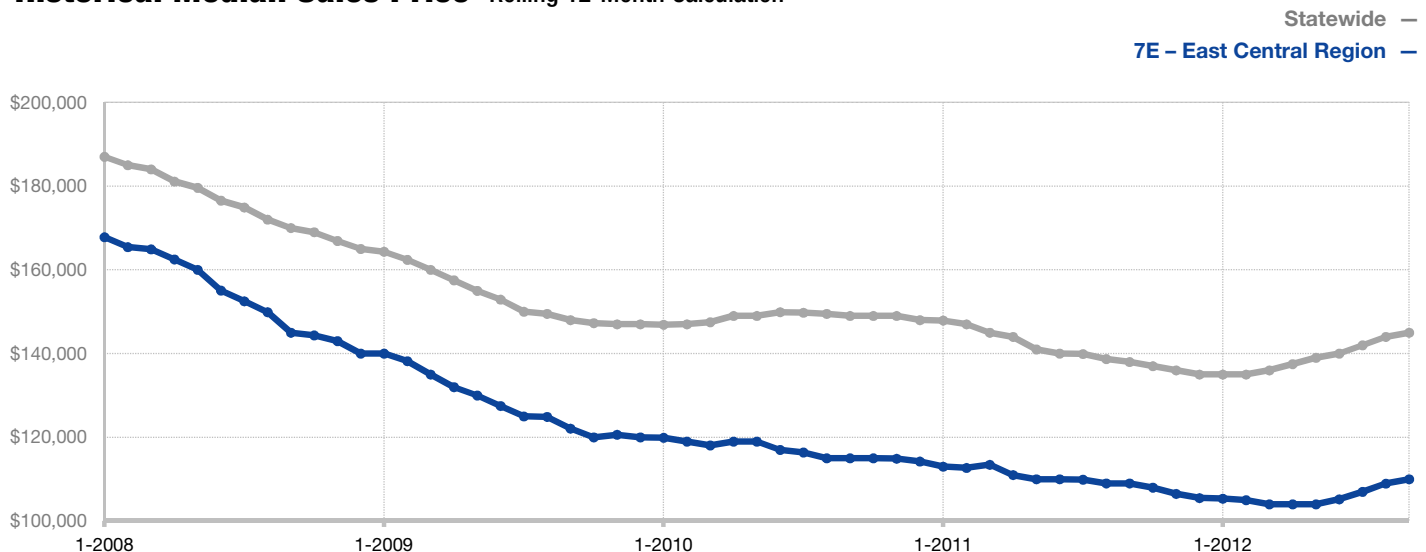
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	343	312	- 9.0%	3,384	3,235	- 4.4%
Closed Sales	192	208	+ 8.3%	1,596	1,780	+ 11.5%
Median Sales Price*	\$112,000	\$127,000	+ 13.4%	\$105,350	\$110,000	+ 4.4%
Percent of Original List Price Received*	87.4%	91.3%	+ 4.5%	88.1%	91.0%	+ 3.3%
Days on Market Until Sale	98	83	- 15.3%	100	91	- 9.0%
Months Supply of Inventory**	--	7.4	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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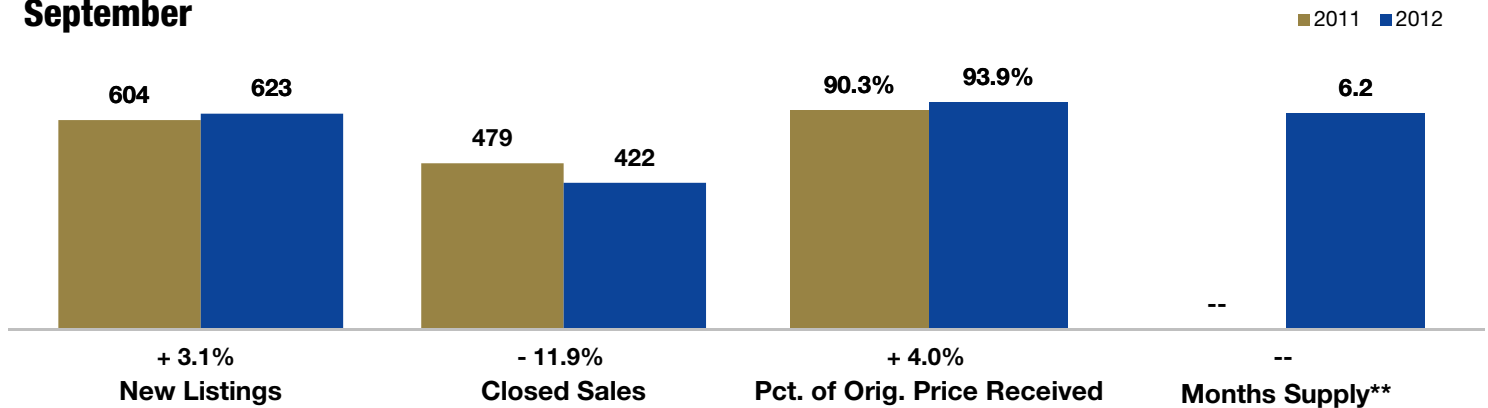


## 7W – Central Region

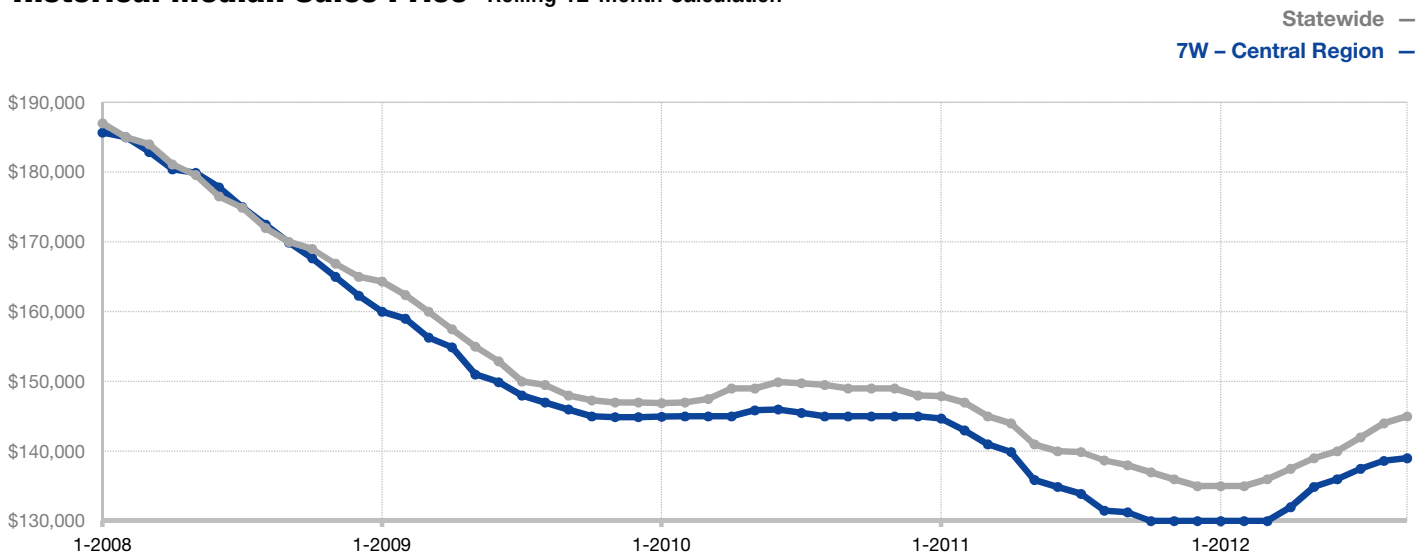
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	604	<b>623</b>	+ 3.1%	6,622	<b>6,550</b>	- 1.1%
Closed Sales	479	<b>422</b>	- 11.9%	3,552	<b>3,919</b>	+ 10.3%
Median Sales Price*	\$139,020	<b>\$141,500</b>	+ 1.8%	\$130,000	<b>\$140,000</b>	+ 7.7%
Percent of Original List Price Received*	90.3%	<b>93.9%</b>	+ 4.0%	90.6%	<b>93.1%</b>	+ 2.8%
Days on Market Until Sale	100	<b>80</b>	- 20.0%	94	<b>87</b>	- 7.4%
Months Supply of Inventory**	--	<b>6.2</b>	--	--	--	--

\* 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. \*\* 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.

### September



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



# Local Market Update for September 2012

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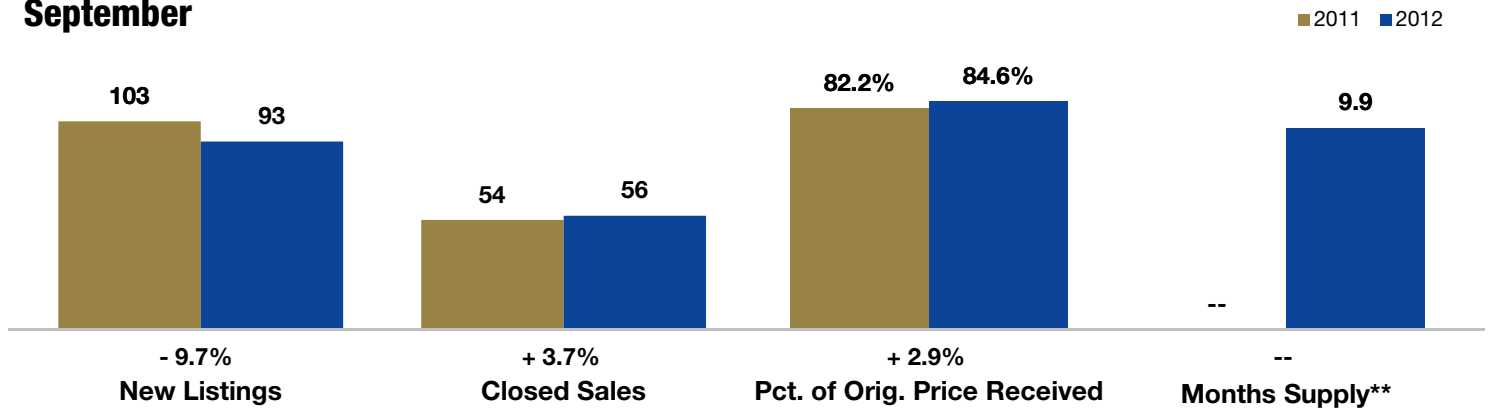


## 8 – Southwest Region

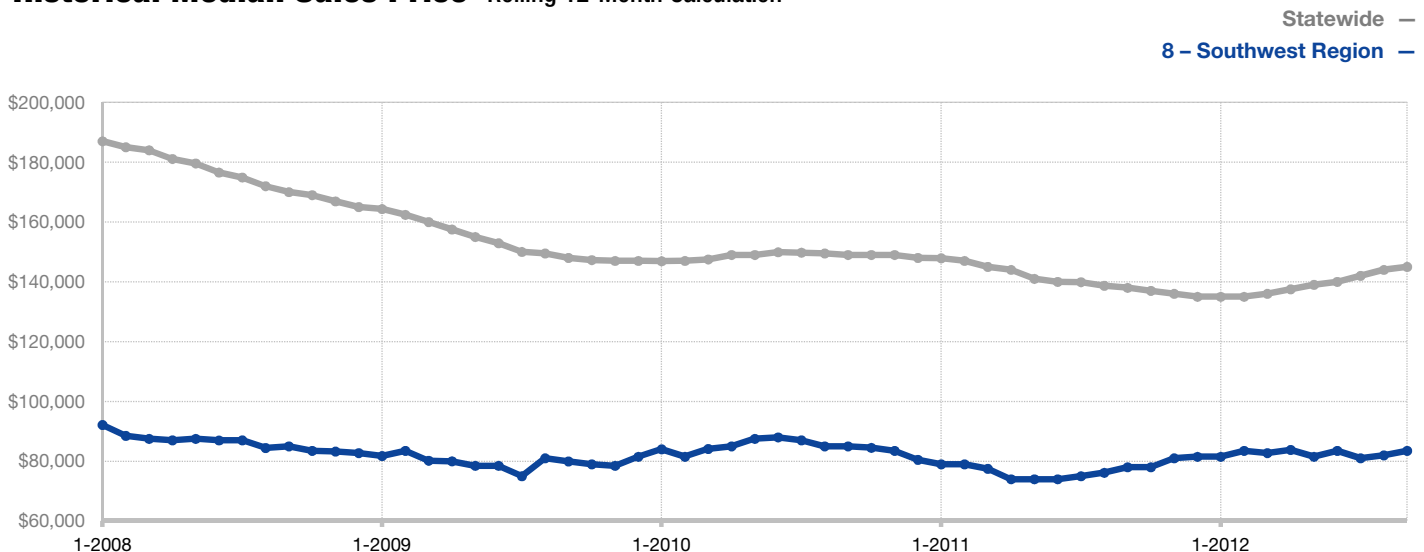
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	103	93	- 9.7%	939	888	- 5.4%
Closed Sales	54	56	+ 3.7%	510	546	+ 7.1%
Median Sales Price*	\$76,500	<b>\$80,000</b>	+ 4.6%	\$80,000	<b>\$81,700</b>	+ 2.1%
Percent of Original List Price Received*	82.2%	<b>84.6%</b>	+ 2.9%	85.9%	<b>85.9%</b>	0.0%
Days on Market Until Sale	199	<b>187</b>	- 6.0%	180	<b>203</b>	+ 12.8%
Months Supply of Inventory**	--	<b>9.9</b>	--	--	--	--

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### September



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



# Local Market Update for September 2012

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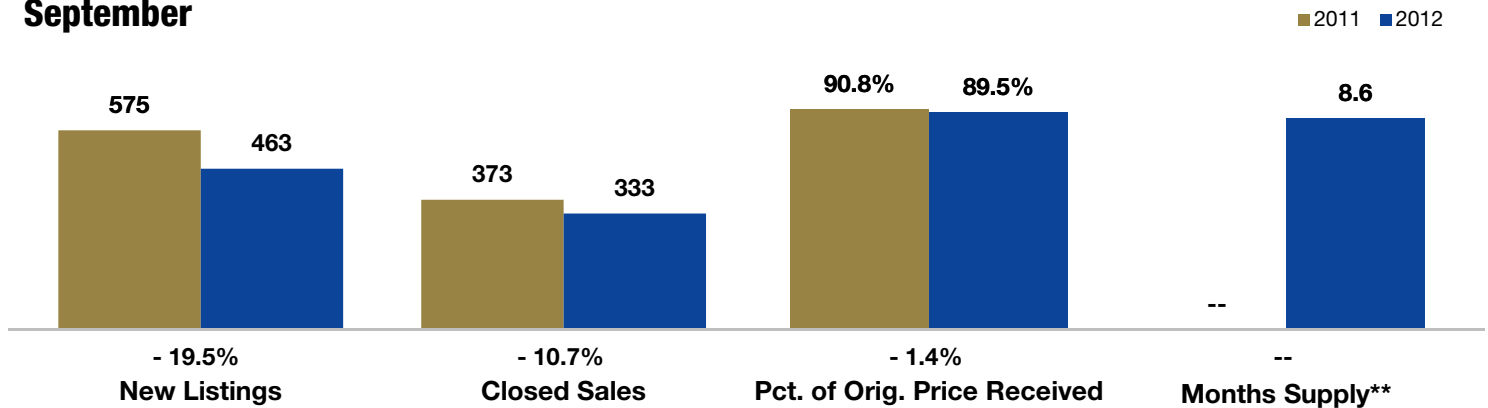


## 9 – South Central Region

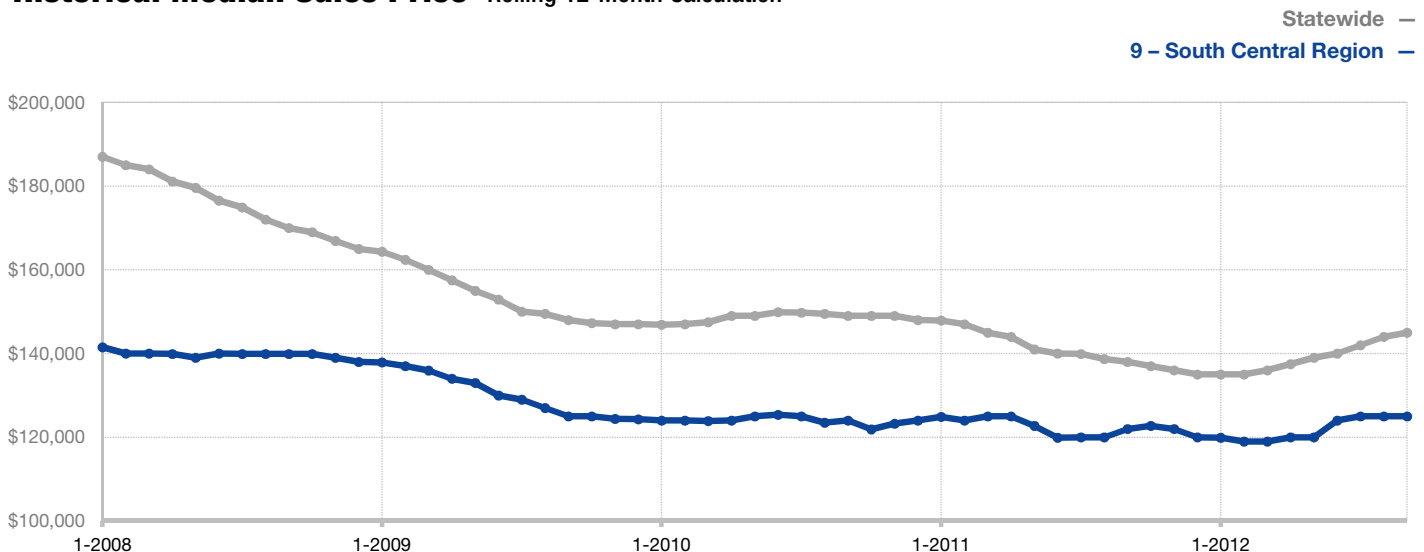
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	575	463	- 19.5%	5,148	5,222	+ 1.4%
Closed Sales	373	333	- 10.7%	2,954	3,001	+ 1.6%
Median Sales Price*	\$128,500	\$125,500	- 2.3%	\$122,000	\$127,000	+ 4.1%
Percent of Original List Price Received*	90.8%	89.5%	- 1.4%	88.8%	90.6%	+ 2.0%
Days on Market Until Sale	153	141	- 7.8%	156	151	- 3.2%
Months Supply of Inventory**	--	8.6	--	--	--	--

\* 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. \*\* 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.

### September



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



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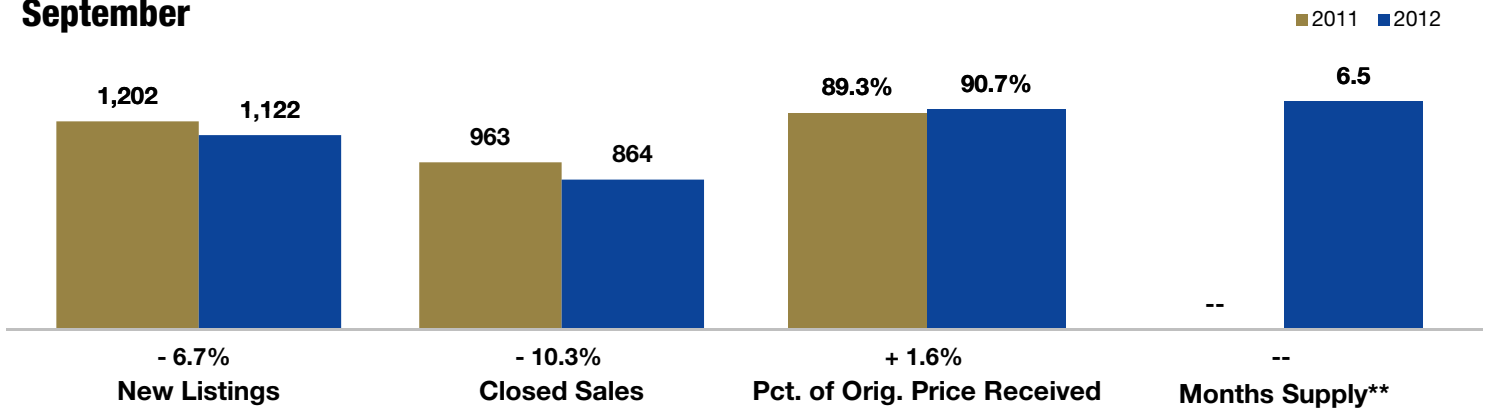


## 10 – Southeast Region

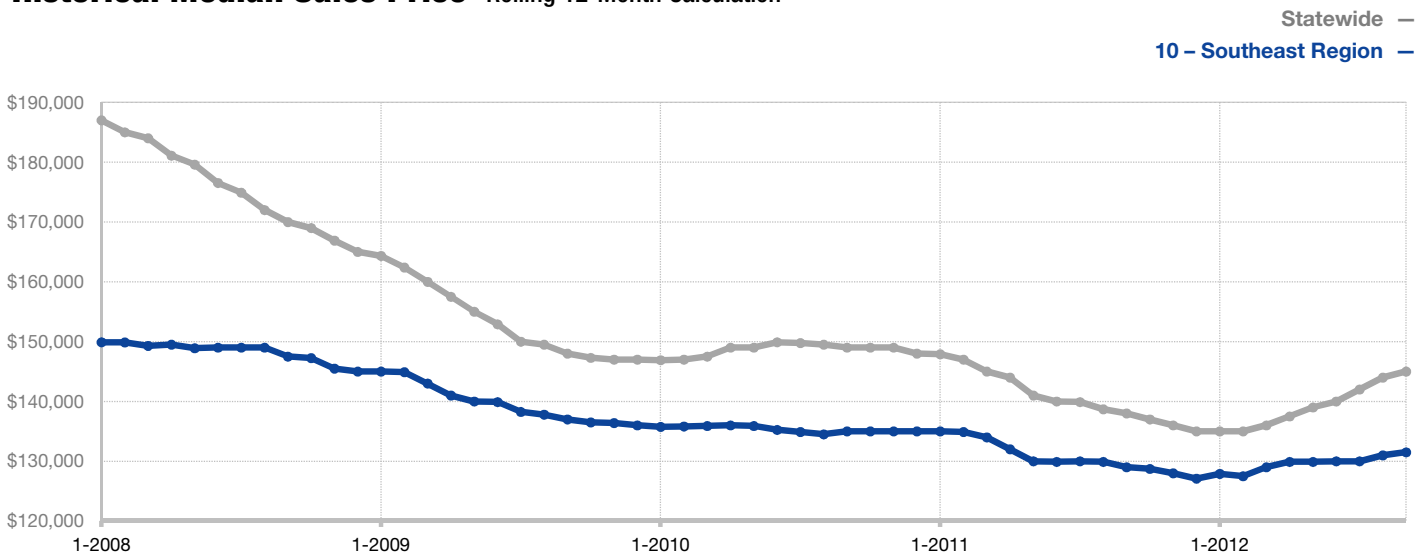
Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	1,202	<b>1,122</b>	- 6.7%	13,279	<b>12,761</b>	- 3.9%
Closed Sales	963	<b>864</b>	- 10.3%	8,235	<b>8,178</b>	- 0.7%
Median Sales Price*	\$125,000	<b>\$128,500</b>	+ 2.8%	\$129,000	<b>\$135,000</b>	+ 4.7%
Percent of Original List Price Received*	89.3%	<b>90.7%</b>	+ 1.6%	89.8%	<b>91.6%</b>	+ 2.0%
Days on Market Until Sale	142	<b>126</b>	- 11.3%	147	<b>129</b>	- 12.2%
Months Supply of Inventory**	--	<b>6.5</b>	--	--	--	--

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### September



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



# Local Market Update for September 2012

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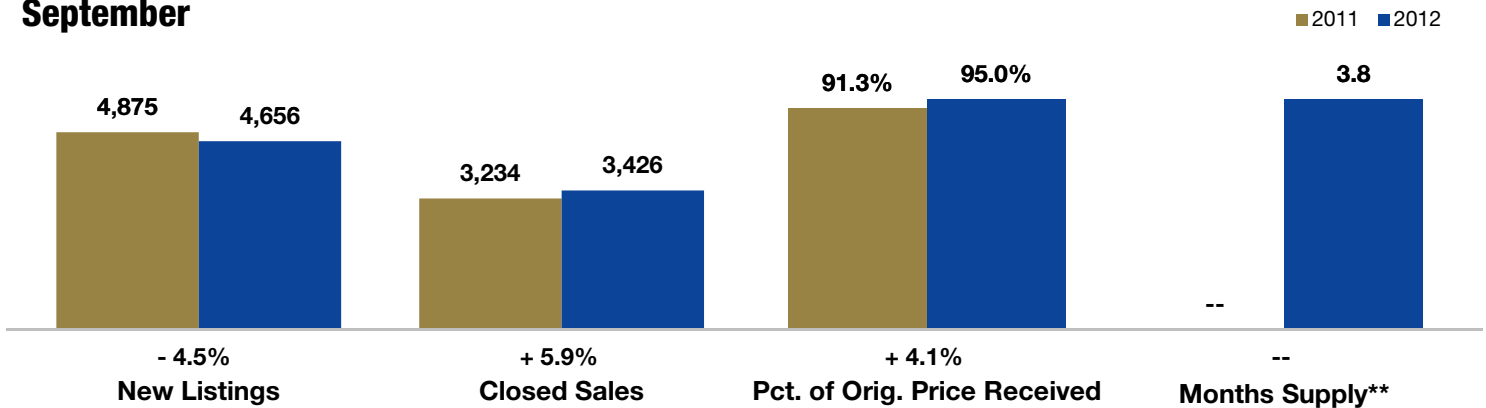


## 11 – 7-County Twin Cities Region

Key Metrics	September			Year to Date		
	2011	2012	Percent Change	Thru 9-2011	Thru 9-2012	Percent Change
New Listings	4,875	4,656	- 4.5%	48,958	46,139	- 5.8%
Closed Sales	3,234	3,426	+ 5.9%	27,292	32,096	+ 17.6%
Median Sales Price*	\$158,500	\$180,000	+ 13.6%	\$155,000	\$170,000	+ 9.7%
Percent of Original List Price Received*	91.3%	95.0%	+ 4.1%	90.6%	94.0%	+ 3.8%
Days on Market Until Sale	80	62	- 22.5%	82	71	- 13.4%
Months Supply of Inventory**	--	3.8	--	--	--	--

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### September



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

