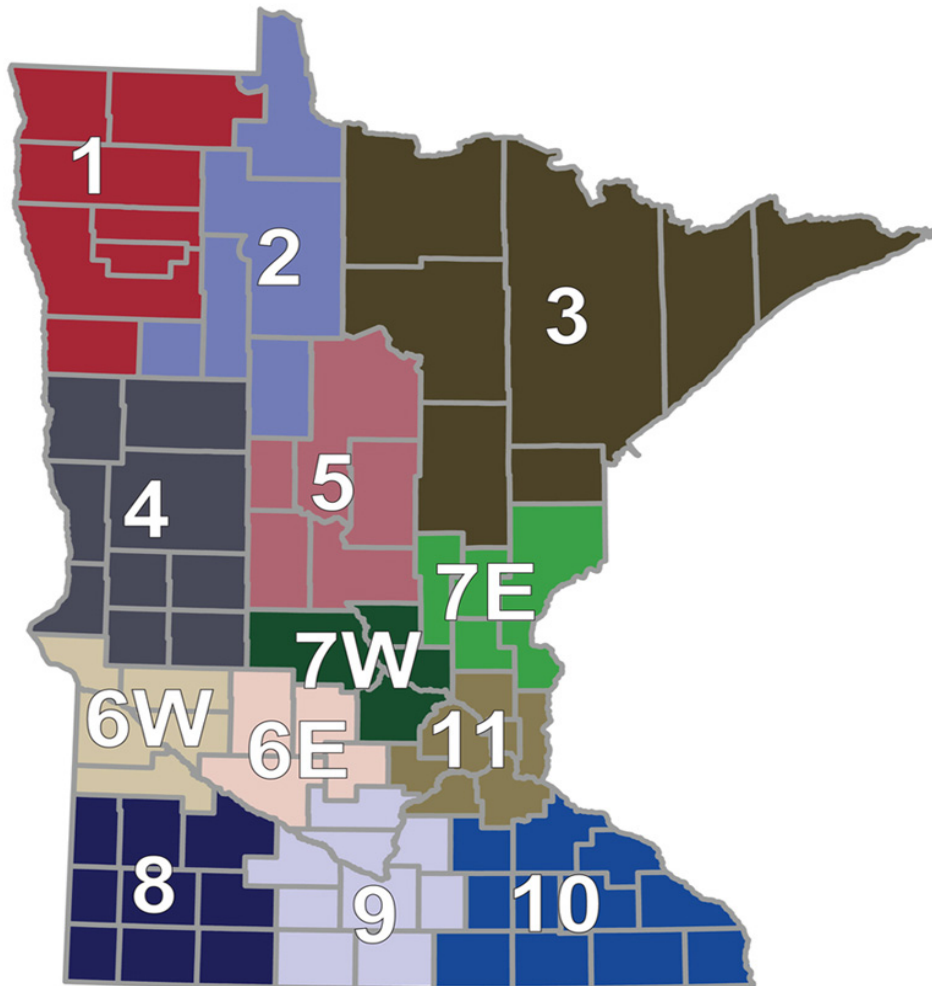














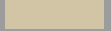
# Local Market Updates for November 2012

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



- |                                                                                     |                                           |                                                                                     |                                         |
|-------------------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------|
|  | <b>1 - Northwest Region</b>               |  | <b>7E - East Central Region</b>         |
|  | <b>2 - Headwaters Region</b>              |  | <b>7W - Central Region</b>              |
|  | <b>3 - Arrowhead Region</b>               |  | <b>8 - Southwest Region</b>             |
|  | <b>4 - West Central Region</b>            |  | <b>9 - South Central Region</b>         |
|  | <b>5 - North Central Region</b>           |  | <b>10 - Southeast Region</b>            |
|  | <b>6E - Southwest Central Region</b>      |  | <b>11 - 7-County Twin Cities Region</b> |
|  | <b>6W - Upper Minnesota Valley Region</b> |                                                                                     |                                         |

# Local Market Update for November 2012

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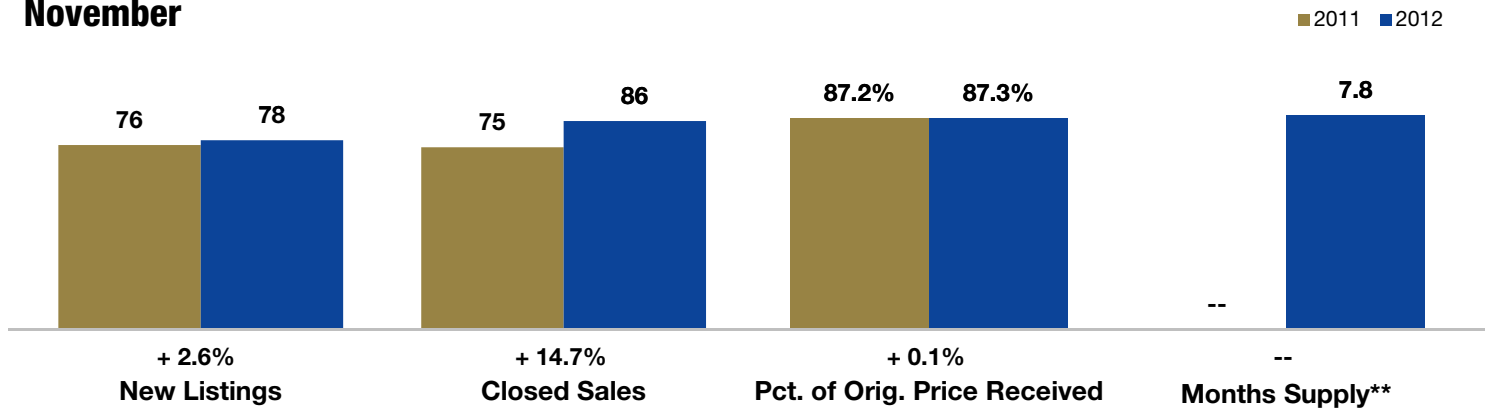


## 1 – Northwest Region

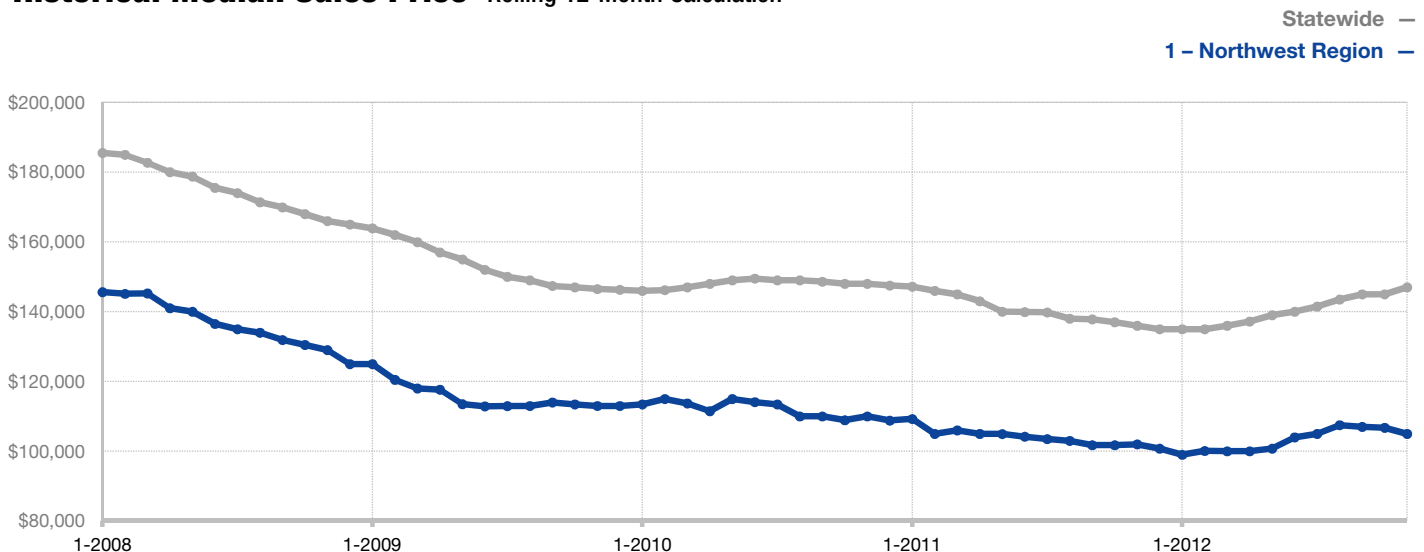
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	76	78	+ 2.6%	1,585	1,500	- 5.4%
Closed Sales	75	86	+ 14.7%	724	858	+ 18.5%
Median Sales Price*	\$119,000	\$99,500	- 16.4%	\$102,900	\$106,250	+ 3.3%
Percent of Original List Price Received*	87.2%	87.3%	+ 0.1%	86.0%	86.8%	+ 0.9%
Days on Market Until Sale	162	121	- 25.3%	152	147	- 3.3%
Months Supply of Inventory**	--	7.8	--	--	--	--

\* 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.

### November



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



# Local Market Update for November 2012

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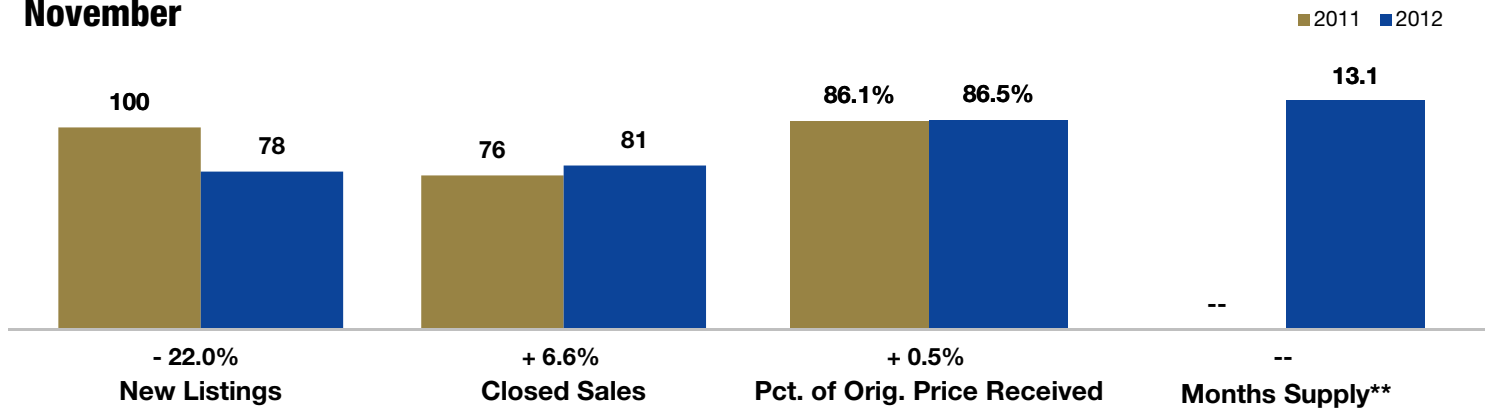


## 2 – Headwaters Region

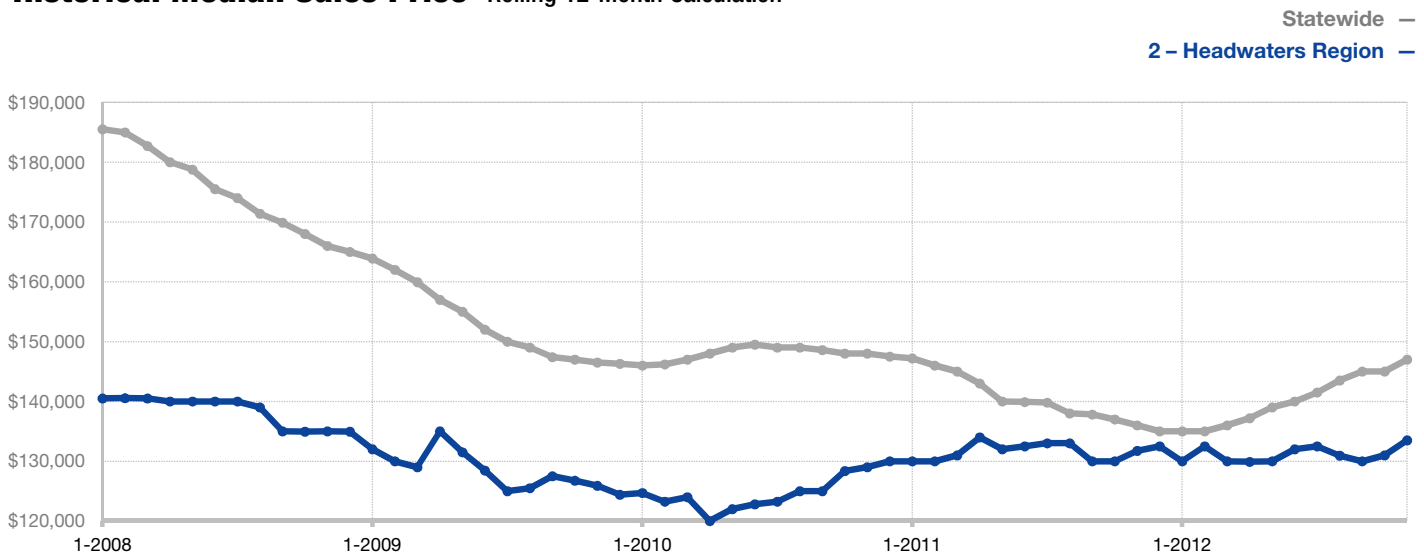
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	100	78	- 22.0%	2,309	1,897	- 17.8%
Closed Sales	76	81	+ 6.6%	802	865	+ 7.9%
Median Sales Price*	\$146,750	\$160,900	+ 9.6%	\$133,000	\$134,000	+ 0.8%
Percent of Original List Price Received*	86.1%	86.5%	+ 0.5%	88.0%	89.2%	+ 1.4%
Days on Market Until Sale	177	190	+ 7.3%	165	159	- 3.6%
Months Supply of Inventory**	--	13.1	--	--	--	--

\* 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. \*\* 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.

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



# Local Market Update for November 2012

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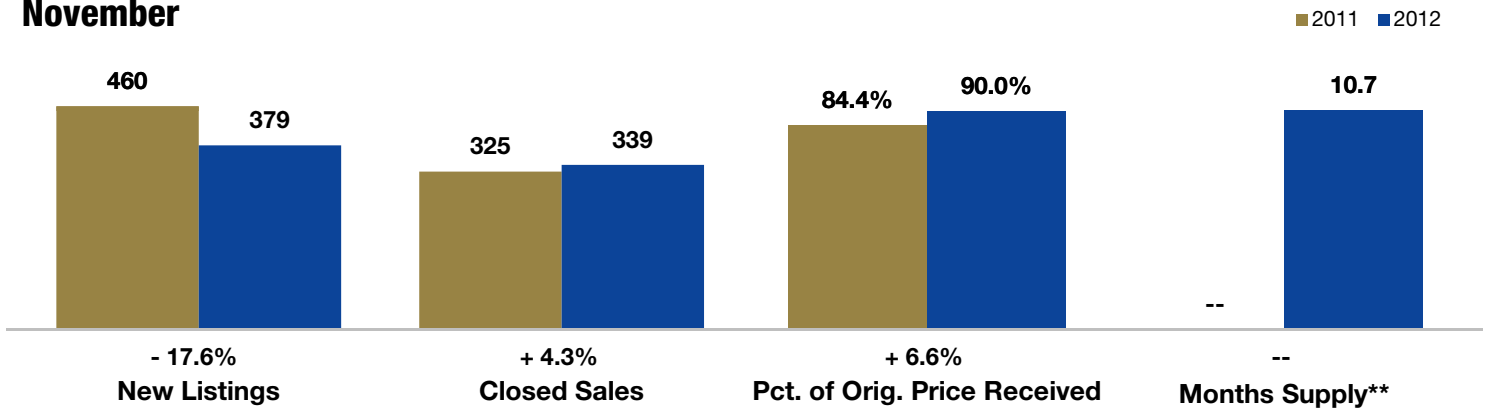


## 3 – Arrowhead Region

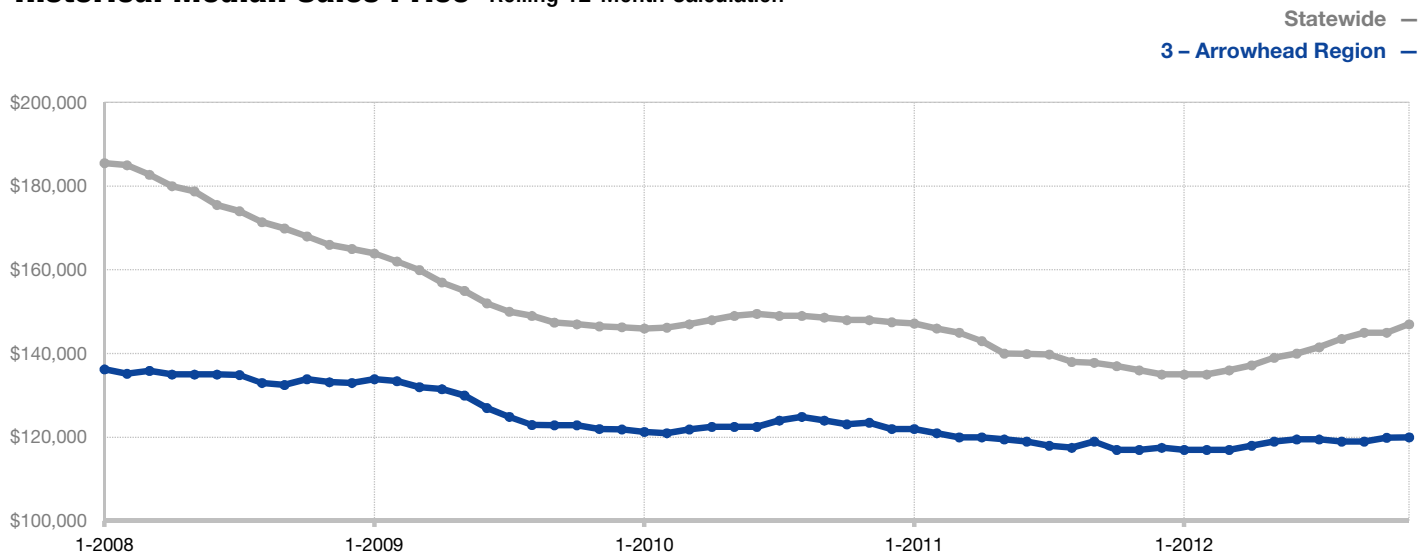
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	460	379	- 17.6%	9,263	8,223	- 11.2%
Closed Sales	325	339	+ 4.3%	3,715	3,813	+ 2.6%
Median Sales Price*	\$110,500	\$134,000	+ 21.3%	\$118,950	\$122,000	+ 2.6%
Percent of Original List Price Received*	84.4%	90.0%	+ 6.6%	87.4%	89.9%	+ 2.9%
Days on Market Until Sale	139	117	- 15.8%	129	123	- 4.7%
Months Supply of Inventory**	--	10.7	--	--	--	--

\* 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. \*\* 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.

### November



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



# Local Market Update for November 2012

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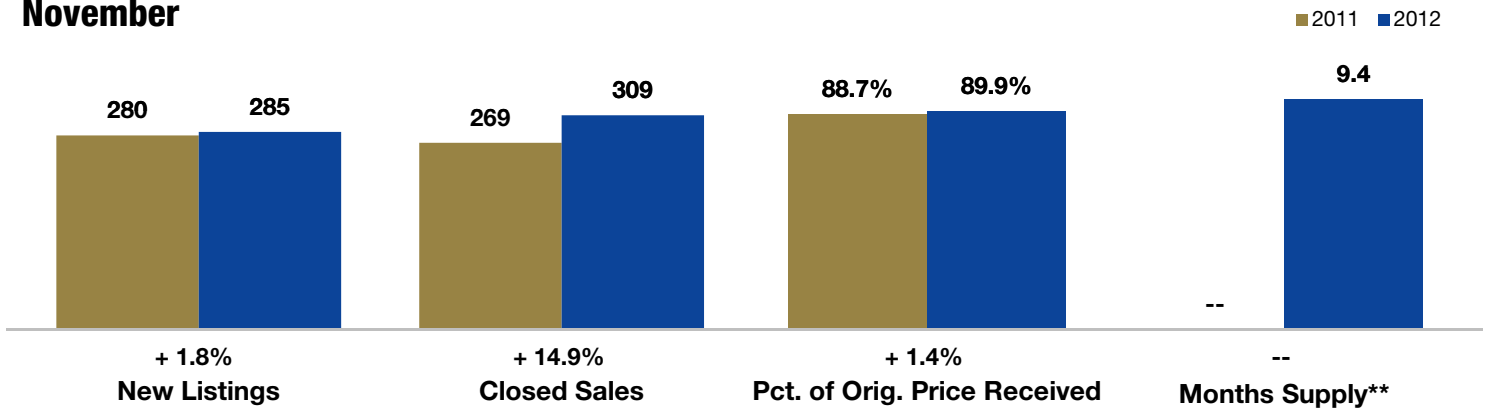


## 4 – West Central Region

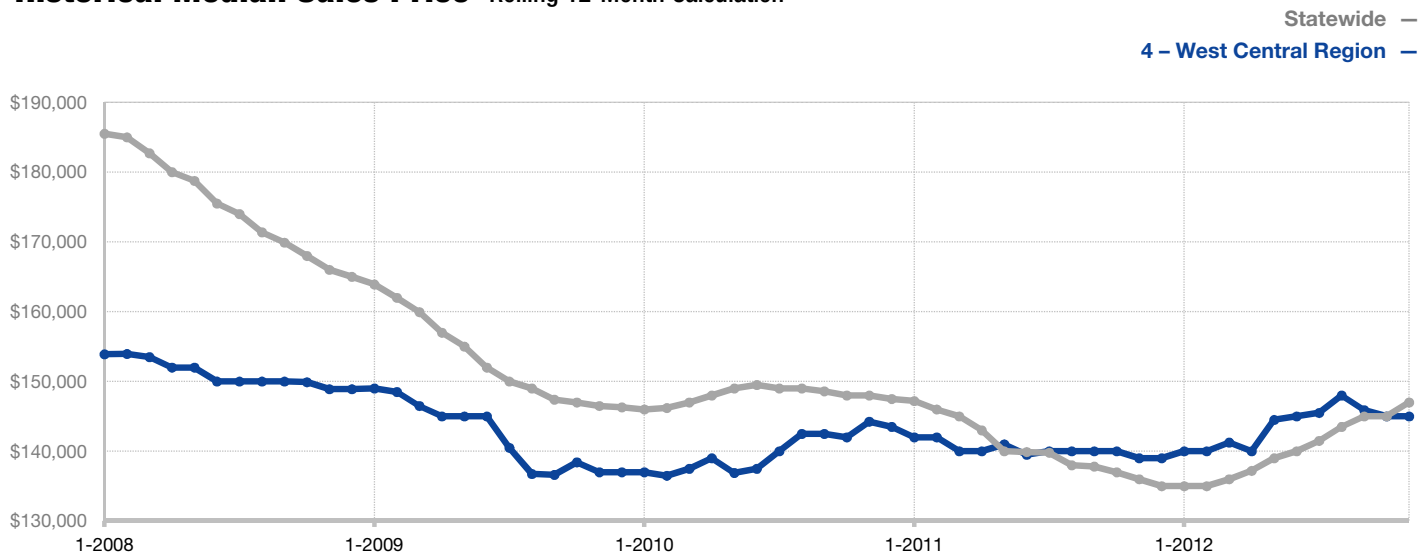
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	280	285	+ 1.8%	7,254	6,873	- 5.3%
Closed Sales	269	309	+ 14.9%	3,156	3,729	+ 18.2%
Median Sales Price*	\$137,000	\$138,500	+ 1.1%	\$139,950	\$148,000	+ 5.8%
Percent of Original List Price Received*	88.7%	89.9%	+ 1.4%	88.5%	89.4%	+ 1.0%
Days on Market Until Sale	171	143	- 16.4%	156	157	+ 0.6%
Months Supply of Inventory**	--	9.4	--	--	--	--

\* 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.

### November



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



# Local Market Update for November 2012

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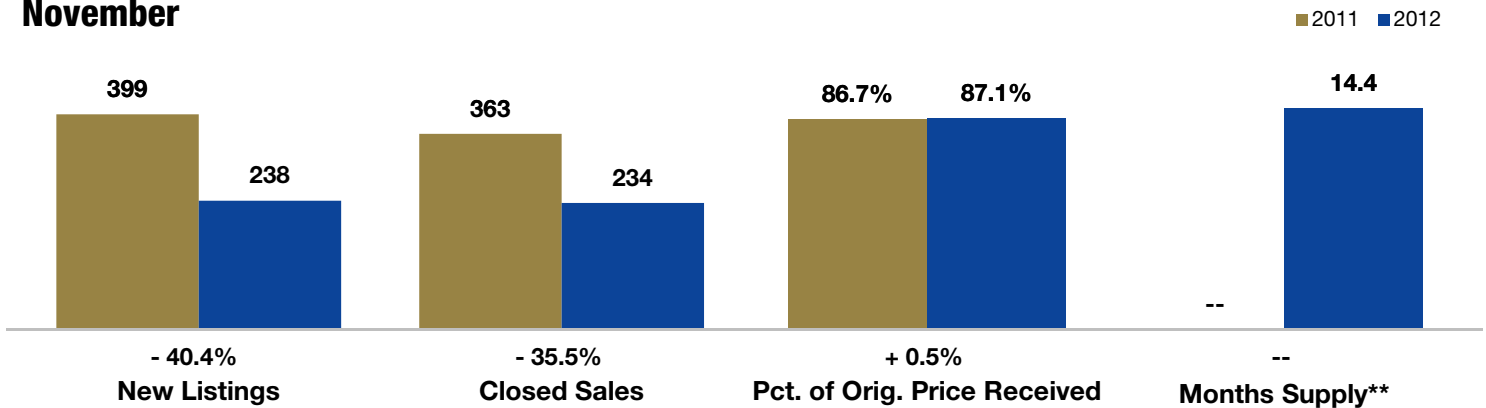


## 5 – North Central Region

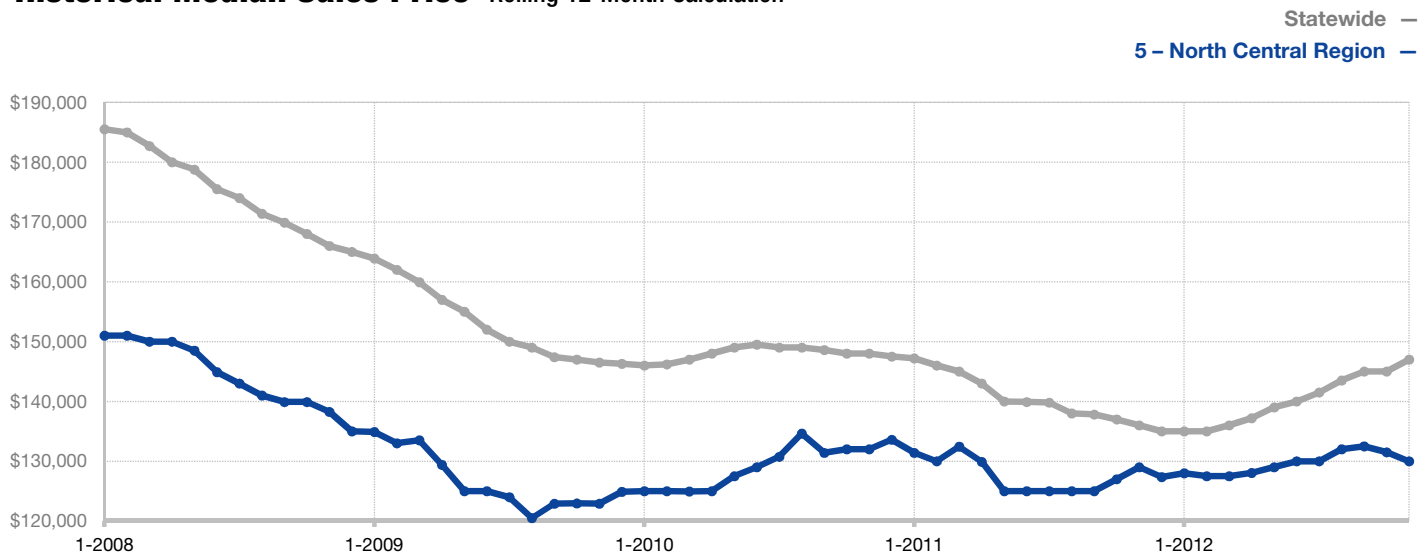
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	399	238	- 40.4%	8,083	5,813	- 28.1%
Closed Sales	363	234	- 35.5%	3,068	2,750	- 10.4%
Median Sales Price*	\$135,025	\$132,000	- 2.2%	\$128,500	\$132,450	+ 3.1%
Percent of Original List Price Received*	86.7%	87.1%	+ 0.5%	86.6%	88.5%	+ 2.2%
Days on Market Until Sale	179	140	- 21.8%	161	137	- 14.9%
Months Supply of Inventory**	--	14.4	--	--	--	--

\* 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.

### November



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



# Local Market Update for November 2012

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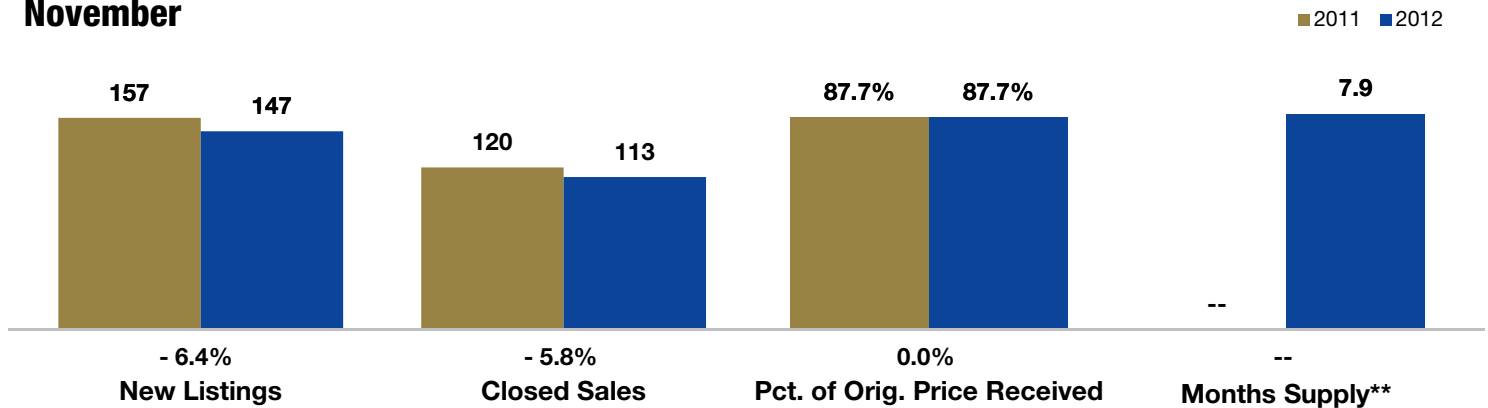


## 6E – Southwest Central Region

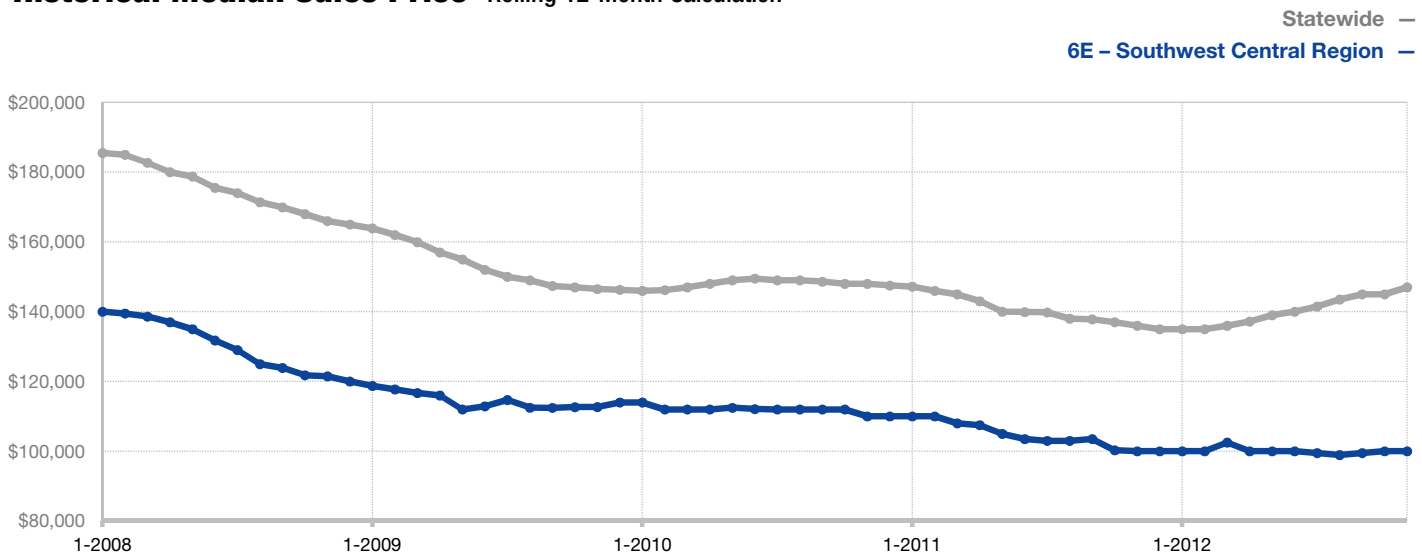
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	157	147	- 6.4%	2,577	2,178	- 15.5%
Closed Sales	120	113	- 5.8%	1,387	1,267	- 8.7%
Median Sales Price*	\$104,000	\$109,500	+ 5.3%	\$102,000	\$101,995	- 0.0%
Percent of Original List Price Received*	87.7%	87.7%	0.0%	88.0%	89.3%	+ 1.5%
Days on Market Until Sale	139	156	+ 12.2%	137	129	- 5.8%
Months Supply of Inventory**	--	7.9	--	--	--	--

\* 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.

### November



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



# Local Market Update for November 2012

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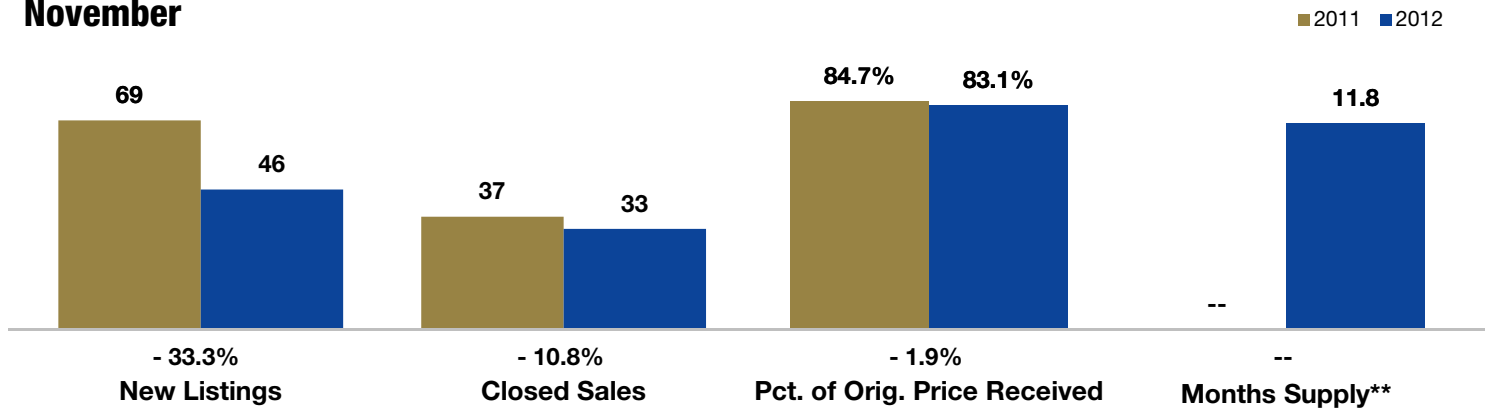


## 6W – Upper Minnesota Valley Region

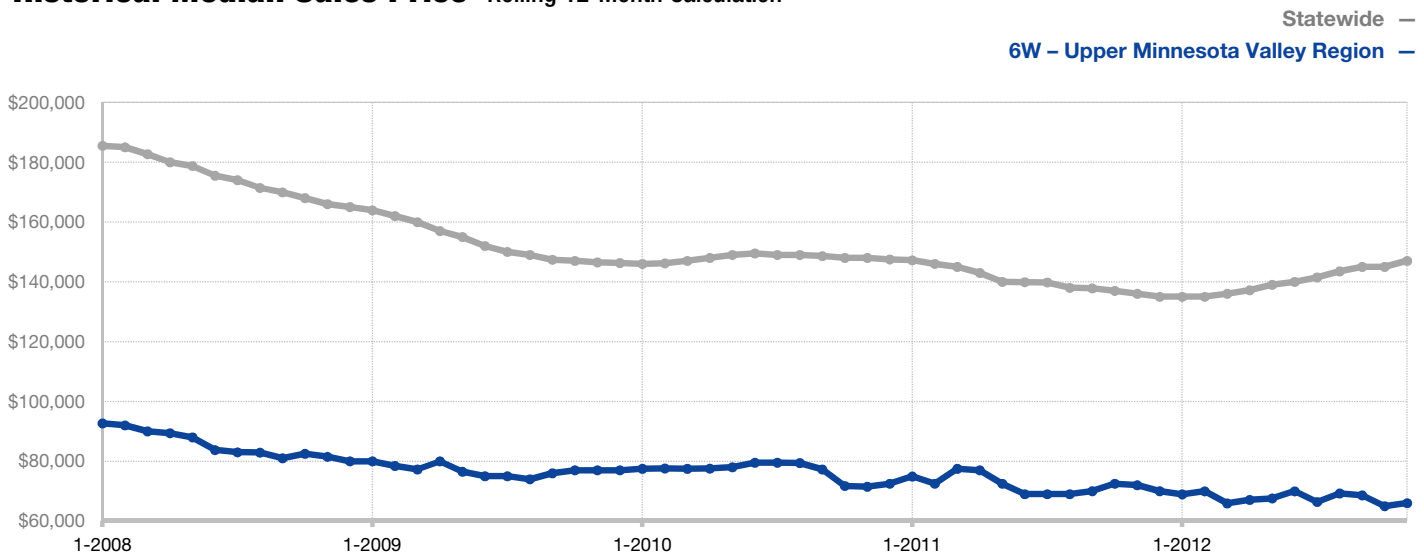
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	69	46	- 33.3%	802	662	- 17.5%
Closed Sales	37	33	- 10.8%	408	350	- 14.2%
Median Sales Price*	\$60,000	<b>\$70,000</b>	+ 16.7%	\$71,968	<b>\$68,800</b>	- 4.4%
Percent of Original List Price Received*	84.7%	<b>83.1%</b>	- 1.9%	85.4%	<b>86.3%</b>	+ 1.1%
Days on Market Until Sale	142	<b>181</b>	+ 27.5%	149	<b>190</b>	+ 27.5%
Months Supply of Inventory**	--	<b>11.8</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.

### November



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





# Local Market Update for November 2012

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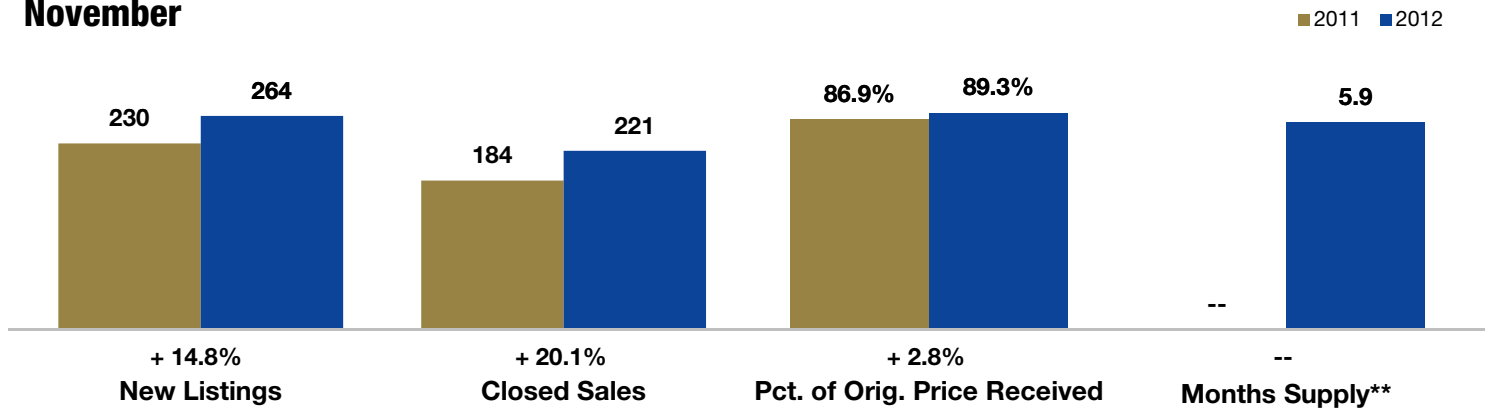


## 7E – East Central Region

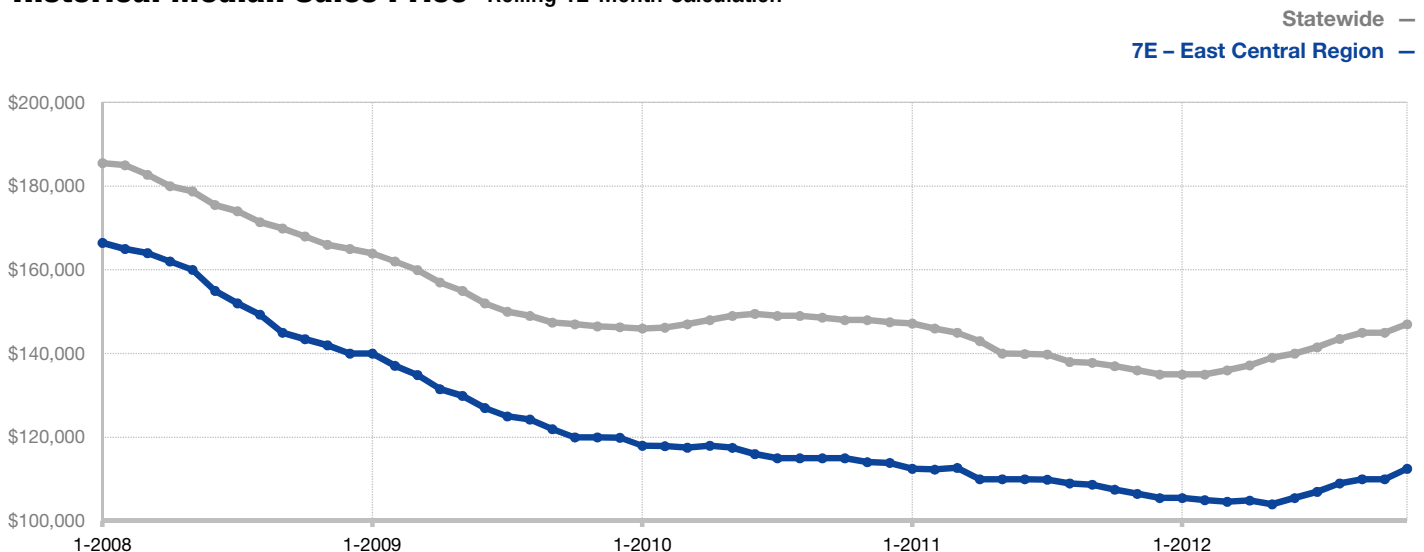
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	230	<b>264</b>	+ 14.8%	3,965	<b>3,866</b>	- 2.5%
Closed Sales	184	<b>221</b>	+ 20.1%	2,007	<b>2,257</b>	+ 12.5%
Median Sales Price*	\$107,450	<b>\$125,000</b>	+ 16.3%	\$106,000	<b>\$113,000</b>	+ 6.6%
Percent of Original List Price Received*	86.9%	<b>89.3%</b>	+ 2.8%	88.0%	<b>91.0%</b>	+ 3.4%
Days on Market Until Sale	103	<b>99</b>	- 3.9%	100	<b>91</b>	- 9.0%
Months Supply of Inventory**	--	<b>5.9</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.

### November



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



# Local Market Update for November 2012

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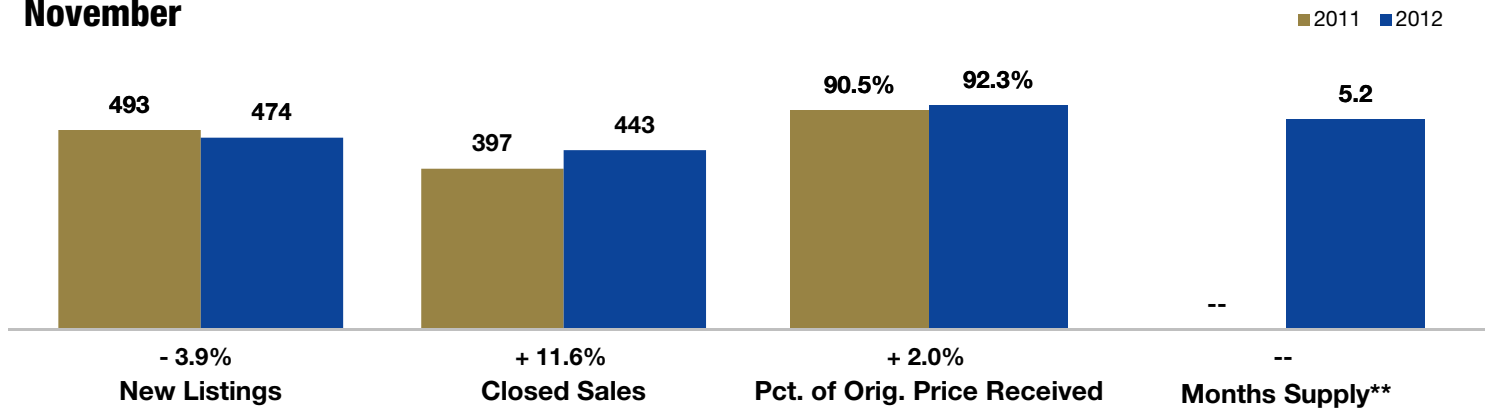


## 7W – Central Region

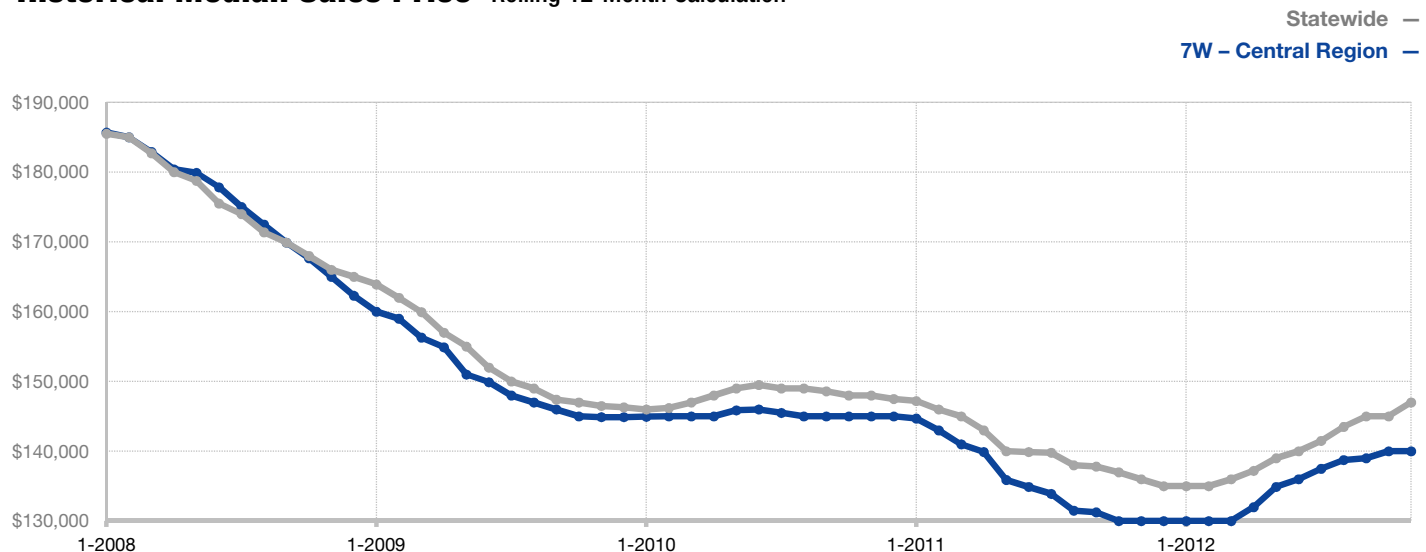
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	493	474	- 3.9%	7,706	7,656	- 0.6%
Closed Sales	397	443	+ 11.6%	4,341	4,855	+ 11.8%
Median Sales Price*	\$134,000	\$145,000	+ 8.2%	\$130,000	\$141,500	+ 8.8%
Percent of Original List Price Received*	90.5%	92.3%	+ 2.0%	90.6%	93.0%	+ 2.6%
Days on Market Until Sale	97	90	- 7.2%	94	87	- 7.4%
Months Supply of Inventory**	--	5.2	--	--	--	--

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### November



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



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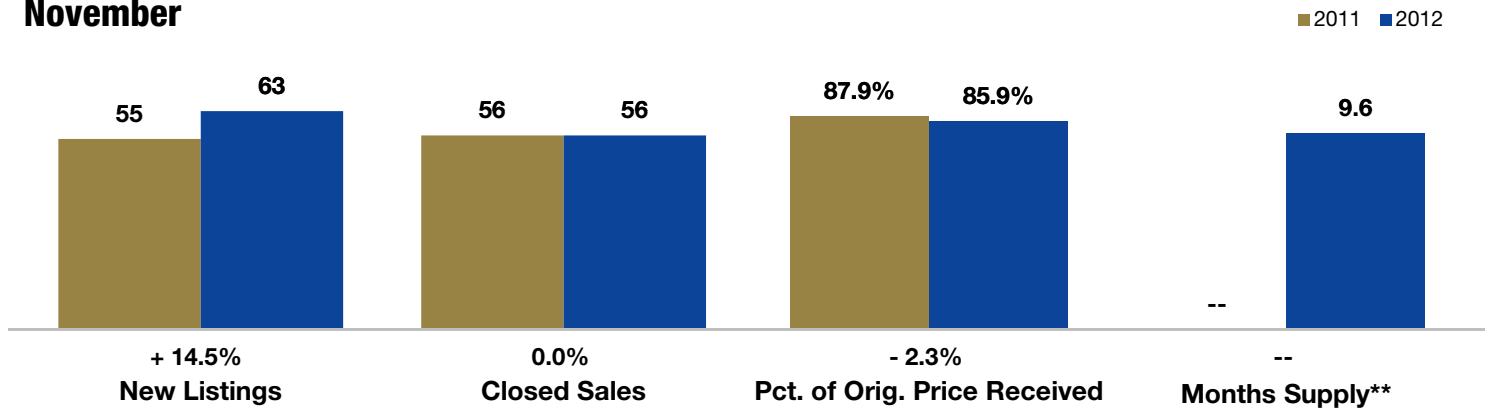


## 8 – Southwest Region

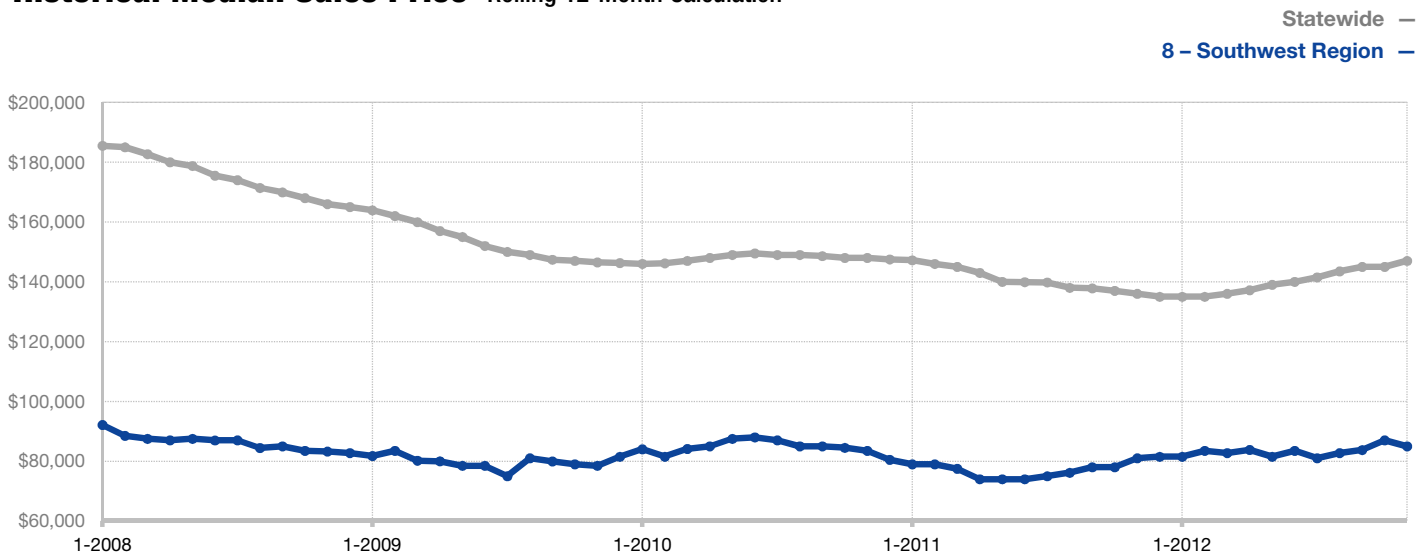
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	55	63	+ 14.5%	1,082	1,038	- 4.1%
Closed Sales	56	56	0.0%	636	662	+ 4.1%
Median Sales Price*	\$95,000	\$86,500	- 8.9%	\$81,500	\$85,000	+ 4.3%
Percent of Original List Price Received*	87.9%	85.9%	- 2.3%	86.0%	86.2%	+ 0.2%
Days on Market Until Sale	193	150	- 22.3%	180	195	+ 8.3%
Months Supply of Inventory**	--	9.6	--	--	--	--

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### November



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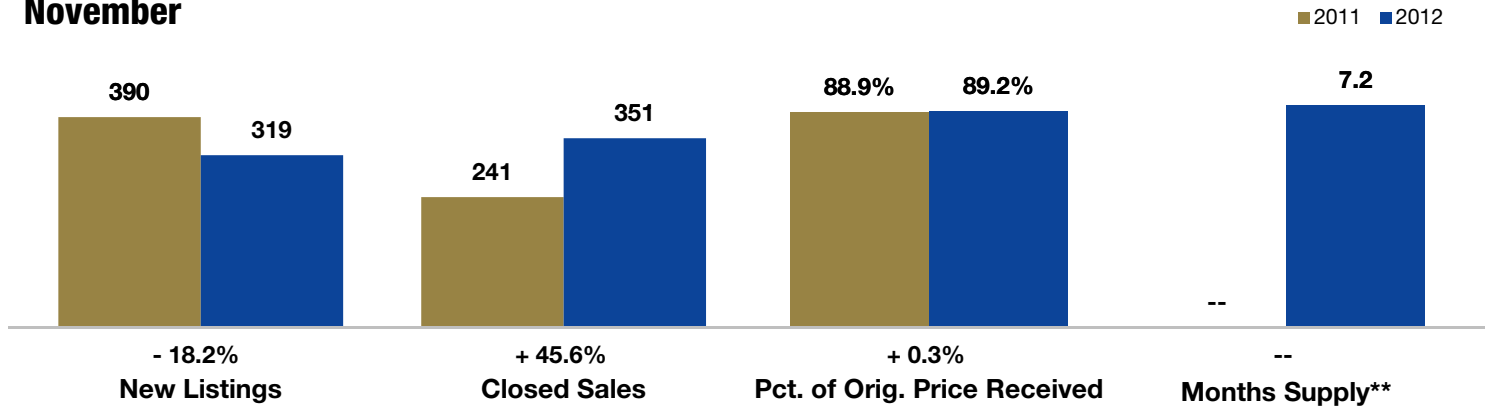


## 9 – South Central Region

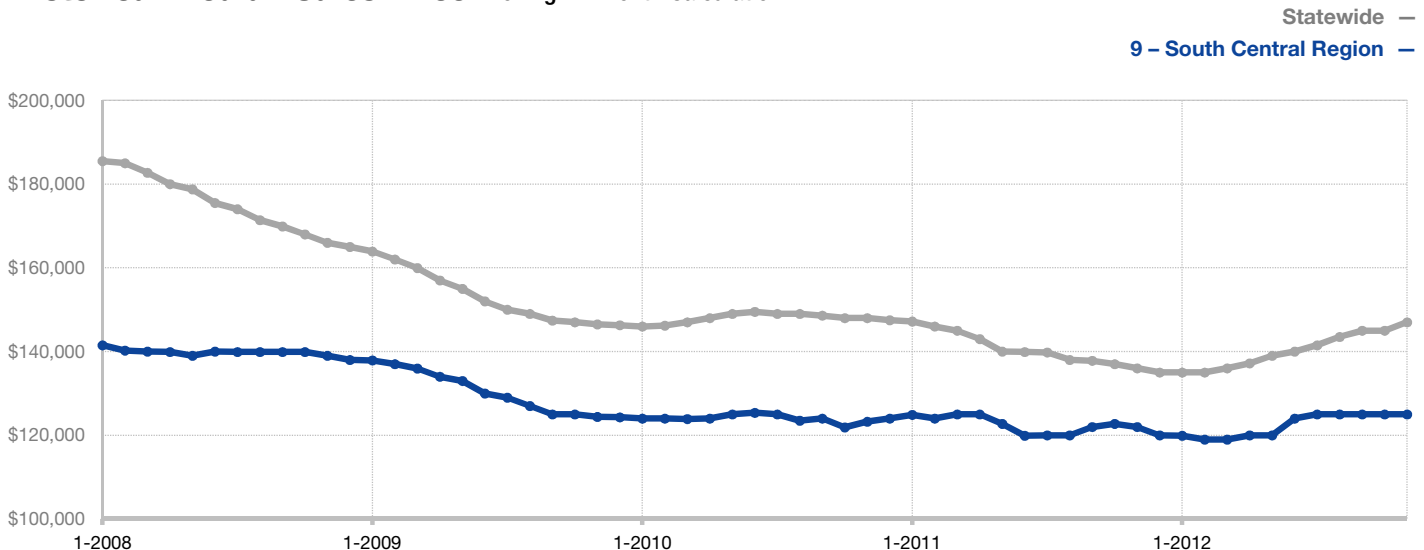
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	390	319	- 18.2%	5,993	6,030	+ 0.6%
Closed Sales	241	351	+ 45.6%	3,547	3,753	+ 5.8%
Median Sales Price*	\$122,500	\$128,000	+ 4.5%	\$122,000	\$126,900	+ 4.0%
Percent of Original List Price Received*	88.9%	89.2%	+ 0.3%	88.8%	90.4%	+ 1.8%
Days on Market Until Sale	143	148	+ 3.5%	155	148	- 4.5%
Months Supply of Inventory**	--	7.2	--	--	--	--

\* 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.

### November



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



# Local Market Update for November 2012

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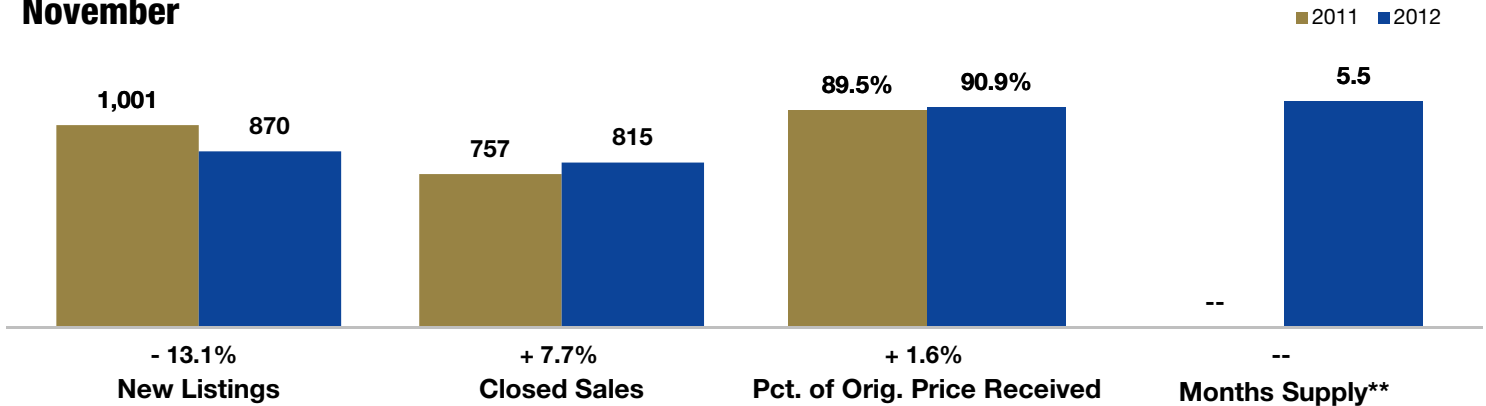


## 10 – Southeast Region

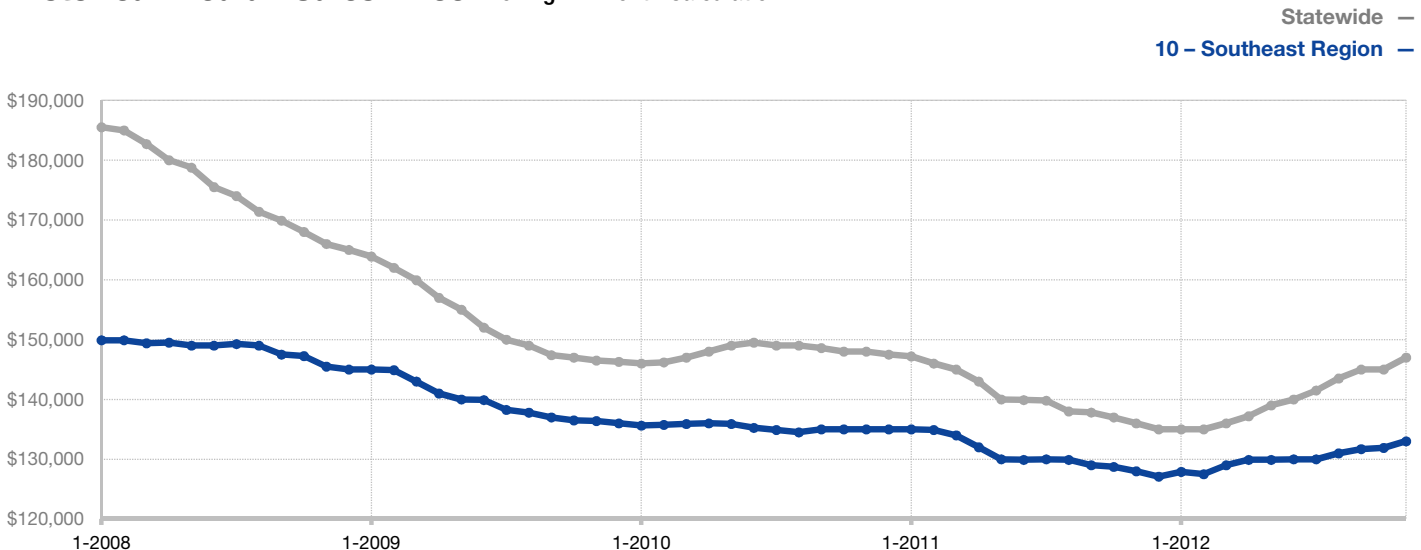
Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	1,001	870	- 13.1%	15,390	14,741	- 4.2%
Closed Sales	757	815	+ 7.7%	9,943	10,056	+ 1.1%
Median Sales Price*	\$122,000	\$134,500	+ 10.2%	\$128,000	\$135,000	+ 5.5%
Percent of Original List Price Received*	89.5%	90.9%	+ 1.6%	89.8%	91.6%	+ 2.0%
Days on Market Until Sale	144	113	- 21.5%	146	127	- 13.0%
Months Supply of Inventory**	--	5.5	--	--	--	--

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### November



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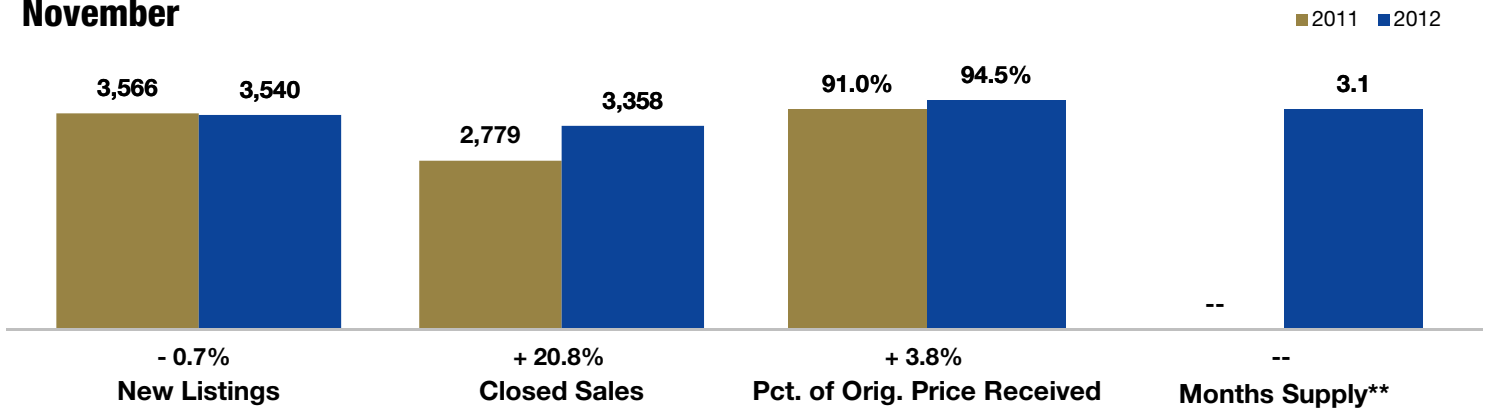


## 11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2011	2012	Percent Change	Thru 11-2011	Thru 11-2012	Percent Change
New Listings	3,566	3,540	- 0.7%	56,802	54,209	- 4.6%
Closed Sales	2,779	3,358	+ 20.8%	33,307	39,398	+ 18.3%
Median Sales Price*	\$150,000	\$177,000	+ 18.0%	\$155,000	\$172,000	+ 11.0%
Percent of Original List Price Received*	91.0%	94.5%	+ 3.8%	90.7%	94.1%	+ 3.7%
Days on Market Until Sale	81	63	- 22.2%	82	69	- 15.9%
Months Supply of Inventory**	--	3.1	--	--	--	--

\* 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. \*\* 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.

### November



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

