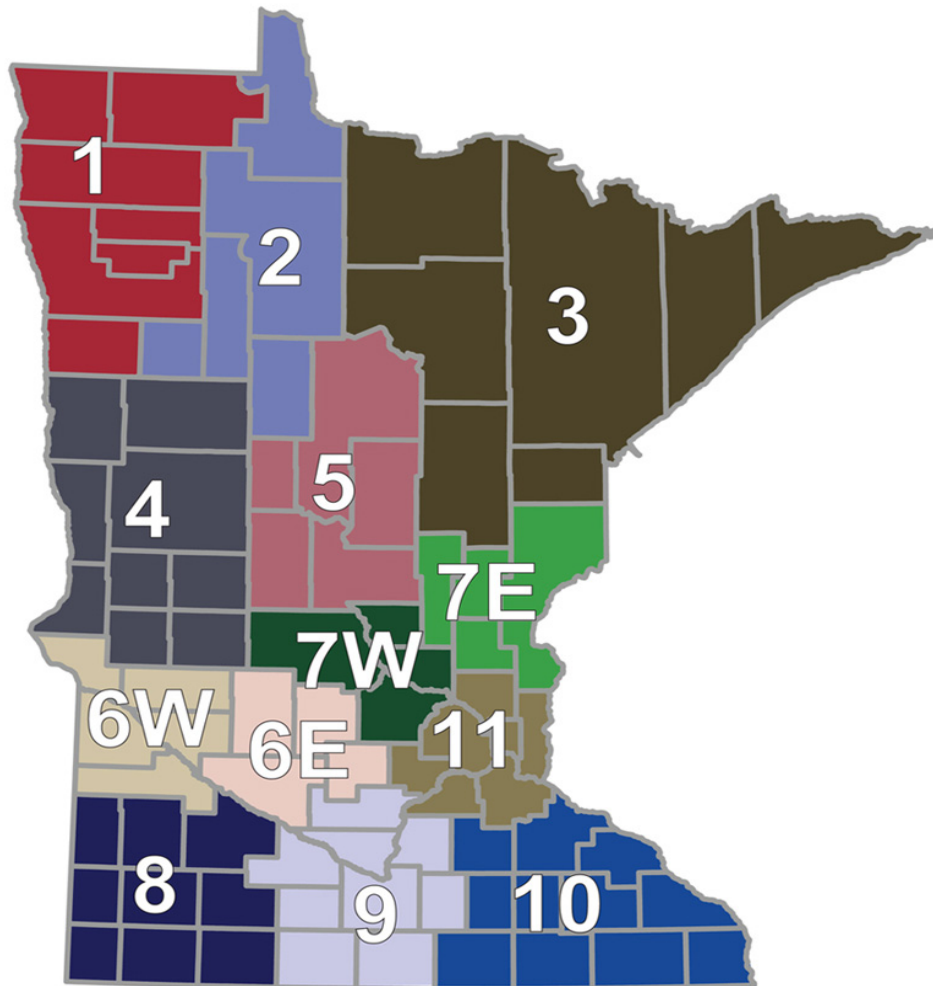


Local Market Updates for December 2012

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 December 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

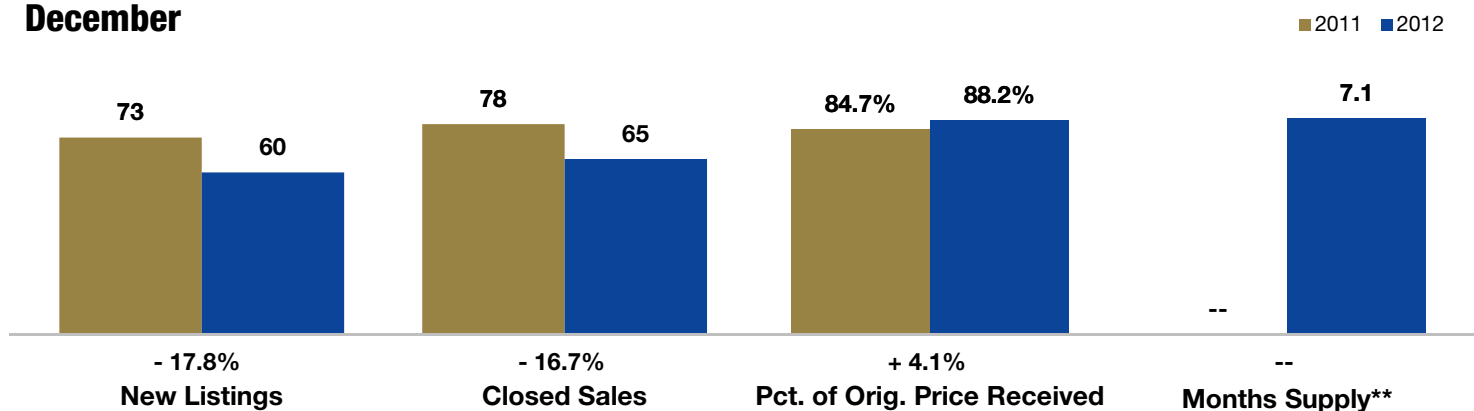


1 – Northwest Region

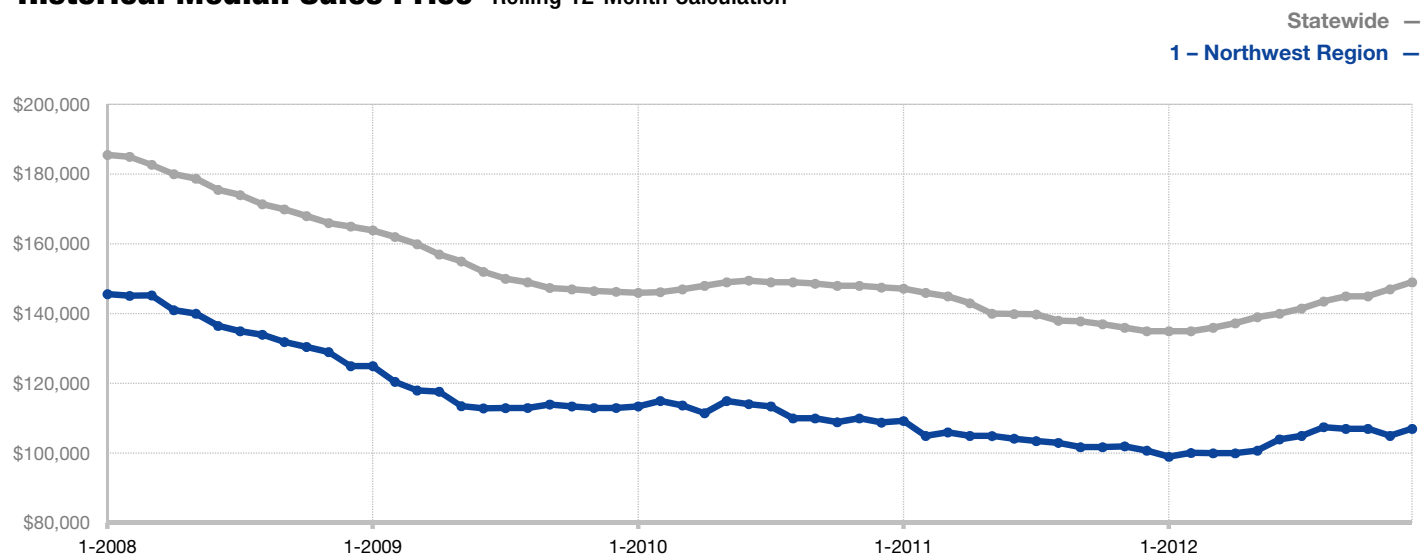
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	73	60	- 17.8%	1,658	1,562	- 5.8%
Closed Sales	78	65	- 16.7%	802	924	+ 15.2%
Median Sales Price*	\$90,051	\$113,000	+ 25.5%	\$100,750	\$107,000	+ 6.2%
Percent of Original List Price Received*	84.7%	88.2%	+ 4.1%	85.9%	86.9%	+ 1.2%
Days on Market Until Sale	162	133	- 17.9%	153	146	- 4.6%
Months Supply of Inventory**	--	7.1	--	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Current as of January 14, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. Percent changes are calculated using rounded figures.

Local Market Update for December 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

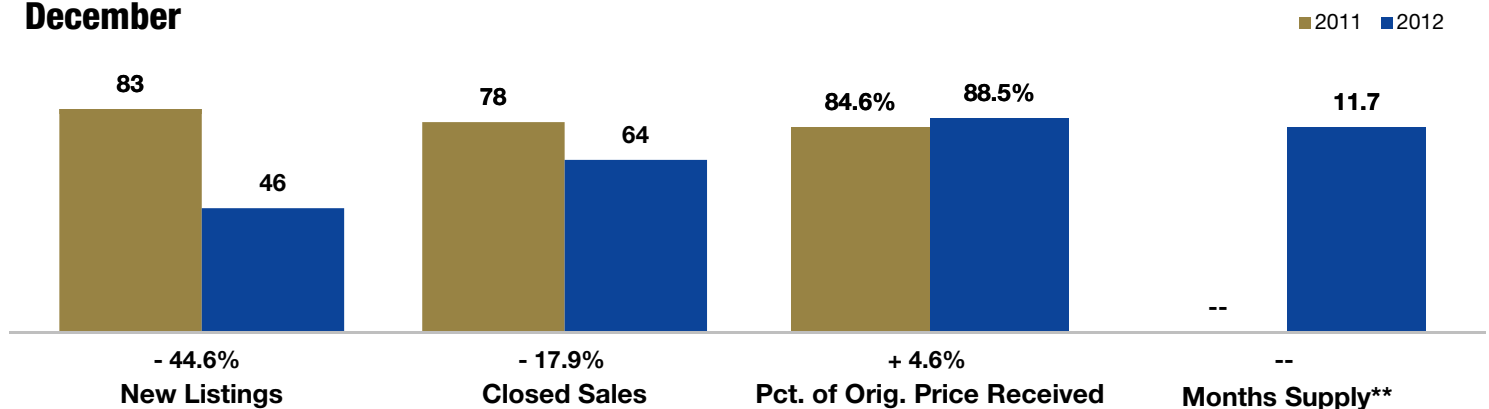


2 – Headwaters Region

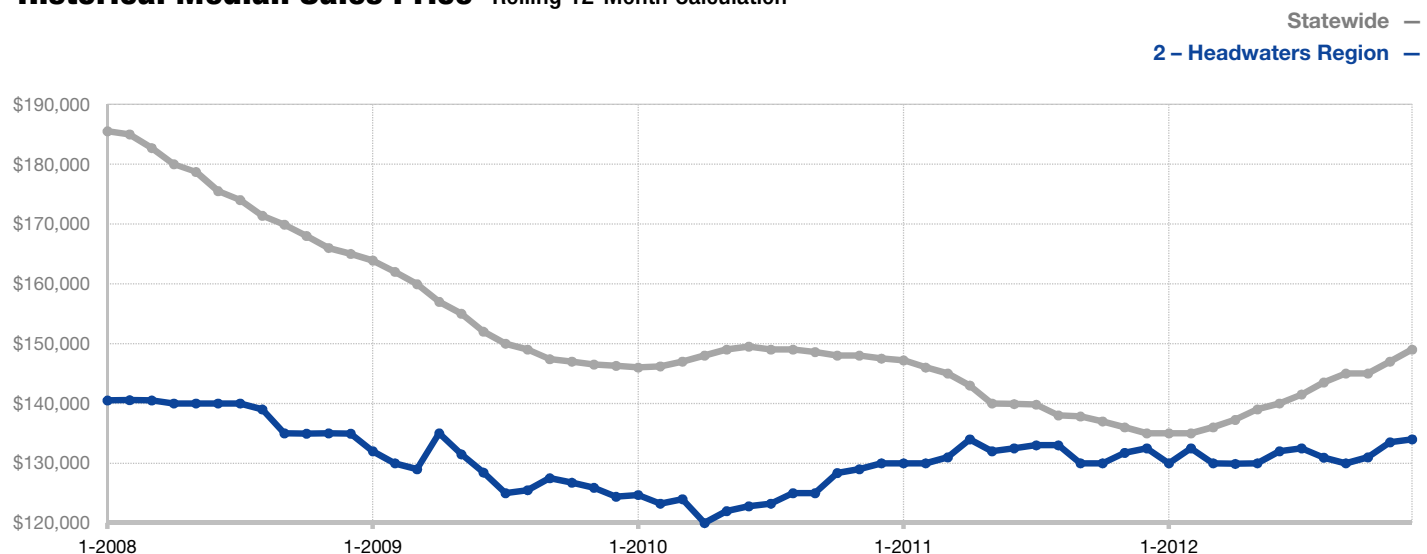
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	83	46	- 44.6%	2,392	1,944	- 18.7%
Closed Sales	78	64	- 17.9%	880	933	+ 6.0%
Median Sales Price*	\$124,250	\$126,000	+ 1.4%	\$132,500	\$134,000	+ 1.1%
Percent of Original List Price Received*	84.6%	88.5%	+ 4.6%	87.7%	89.1%	+ 1.6%
Days on Market Until Sale	195	162	- 16.9%	168	159	- 5.4%
Months Supply of Inventory**	--	11.7	--	--	--	--

* 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.

December



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Local Market Update for December 2012

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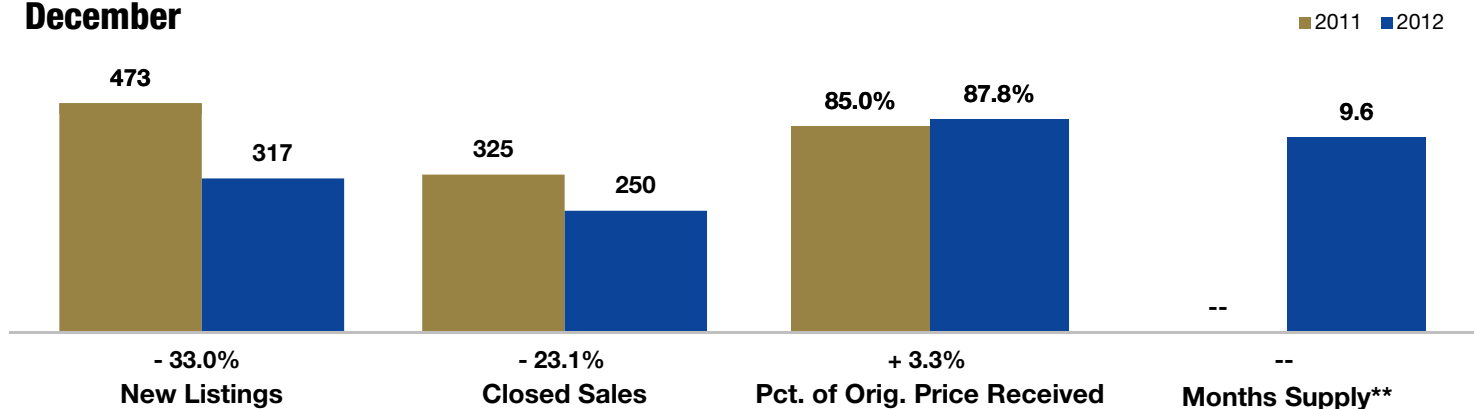


3 – Arrowhead Region

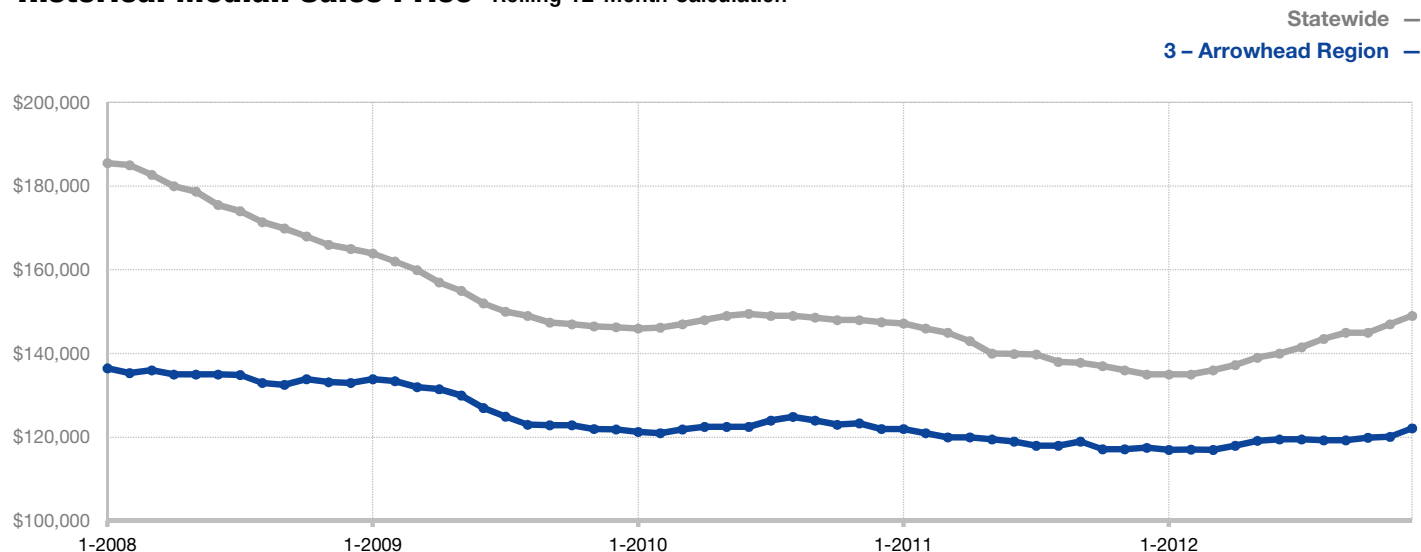
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	473	317	- 33.0%	9,745	8,542	- 12.3%
Closed Sales	325	250	- 23.1%	4,055	4,074	+ 0.5%
Median Sales Price*	\$110,000	\$127,050	+ 15.5%	\$117,500	\$122,150	+ 4.0%
Percent of Original List Price Received*	85.0%	87.8%	+ 3.3%	87.2%	89.8%	+ 3.0%
Days on Market Until Sale	138	133	- 3.6%	130	124	- 4.6%
Months Supply of Inventory**	--	9.6	--	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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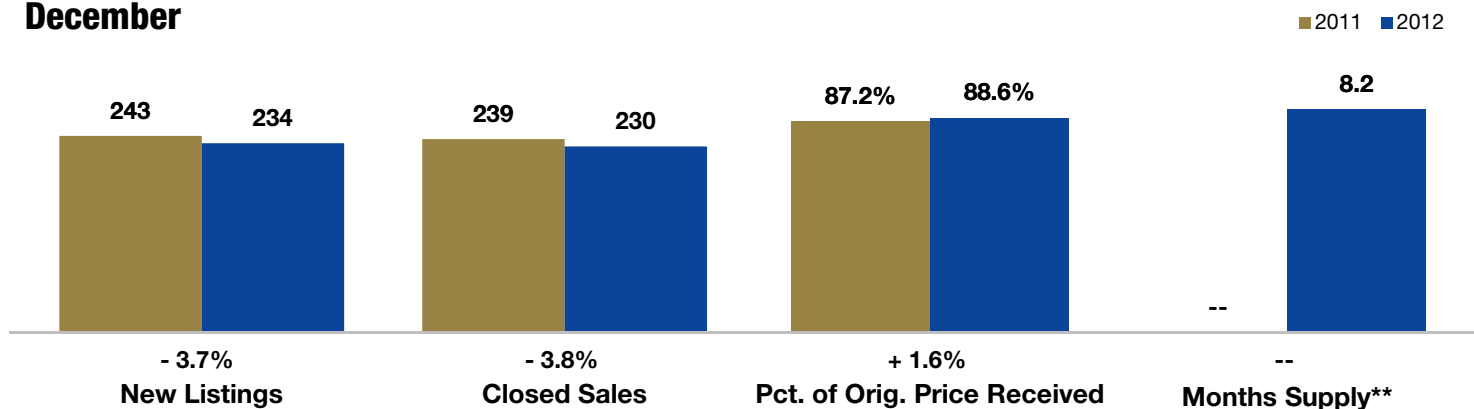


4 – West Central Region

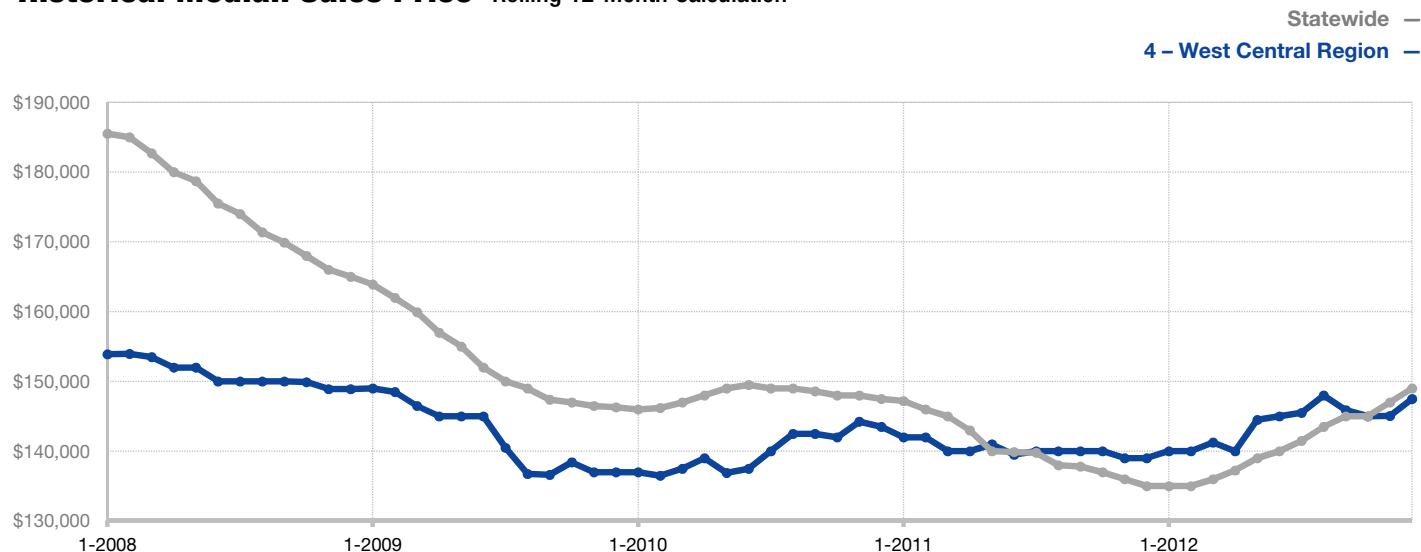
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	243	234	- 3.7%	7,496	7,106	- 5.2%
Closed Sales	239	230	- 3.8%	3,395	3,968	+ 16.9%
Median Sales Price*	\$125,000	\$140,558	+ 12.4%	\$139,000	\$147,500	+ 6.1%
Percent of Original List Price Received*	87.2%	88.6%	+ 1.6%	88.4%	89.4%	+ 1.1%
Days on Market Until Sale	184	165	- 10.3%	158	157	- 0.6%
Months Supply of Inventory**	--	8.2	--	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

A Research Tool Provided by the Minnesota Association of REALTORS®

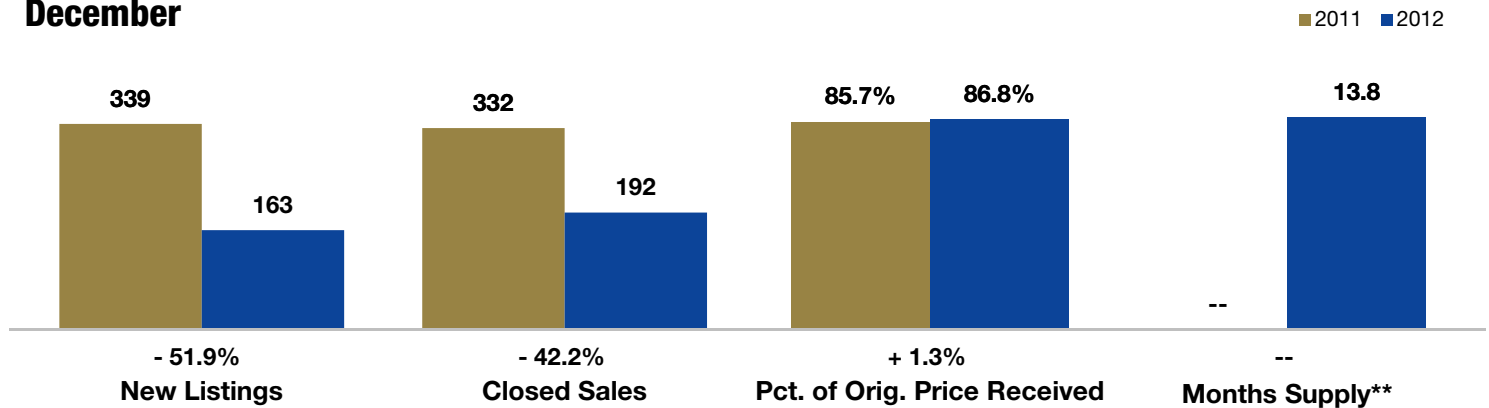


5 – North Central Region

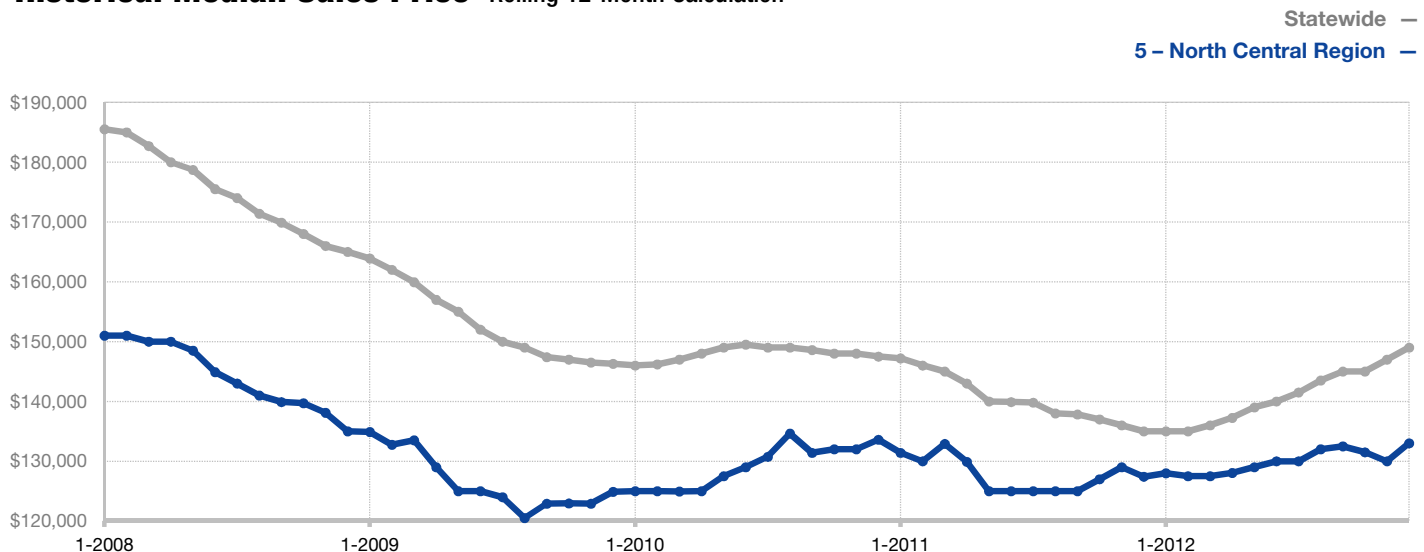
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	339	163	- 51.9%	8,418	5,973	- 29.0%
Closed Sales	332	192	- 42.2%	3,399	2,946	- 13.3%
Median Sales Price*	\$117,500	\$140,000	+ 19.1%	\$127,425	\$133,000	+ 4.4%
Percent of Original List Price Received*	85.7%	86.8%	+ 1.3%	86.5%	88.4%	+ 2.2%
Days on Market Until Sale	154	152	- 1.3%	160	138	- 13.8%
Months Supply of Inventory**	--	13.8	--	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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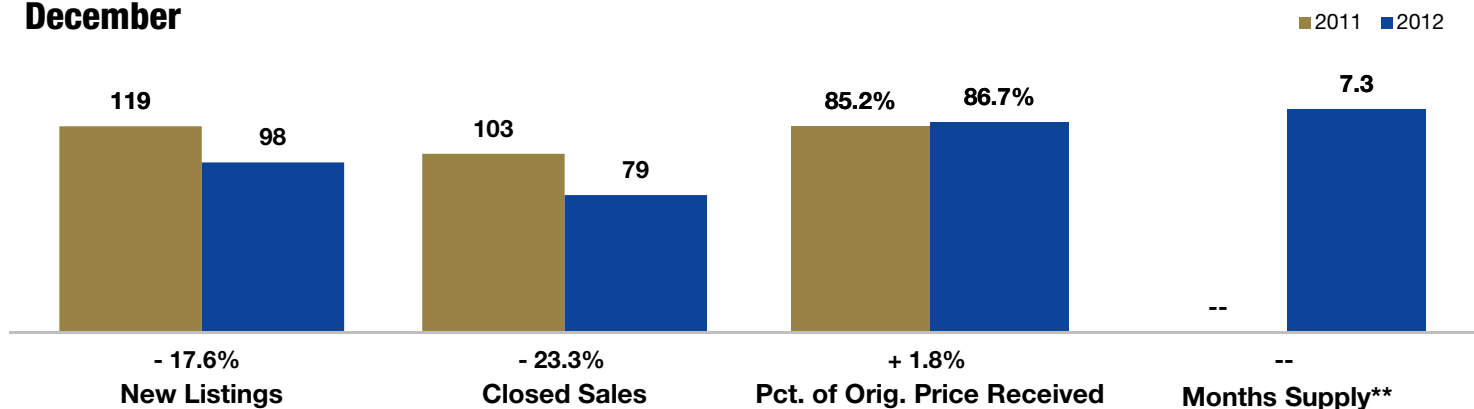


6E – Southwest Central Region

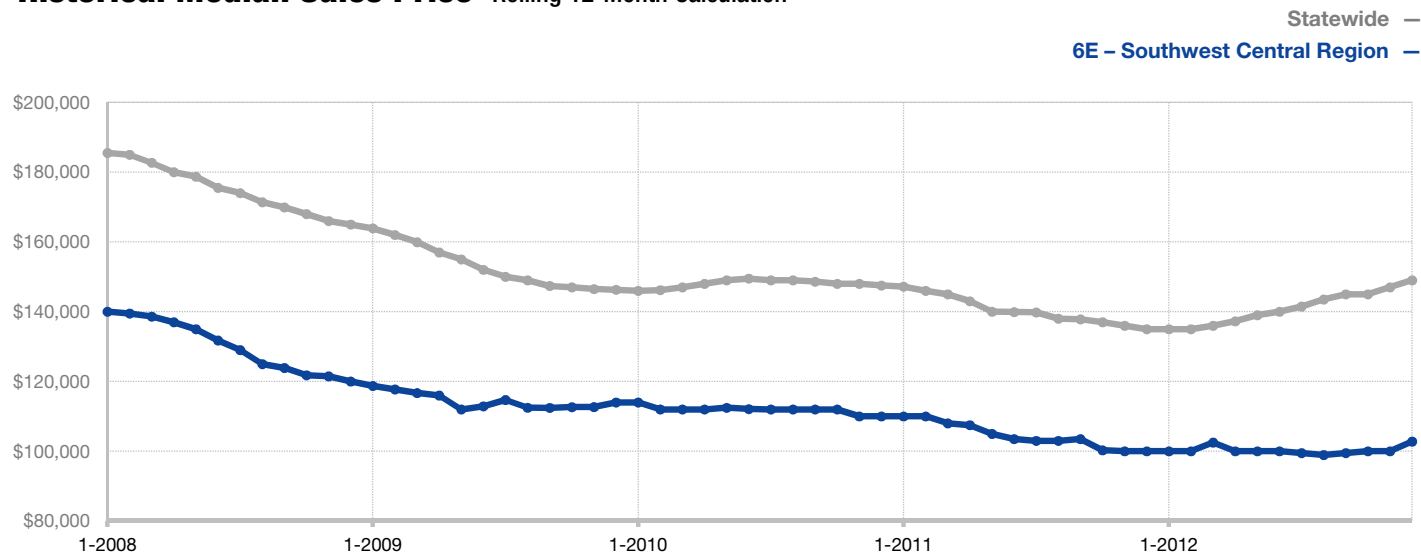
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	119	98	- 17.6%	2,696	2,275	- 15.6%
Closed Sales	103	79	- 23.3%	1,490	1,346	- 9.7%
Median Sales Price*	\$88,500	\$110,000	+ 24.3%	\$100,000	\$102,800	+ 2.8%
Percent of Original List Price Received*	85.2%	86.7%	+ 1.8%	87.8%	89.1%	+ 1.5%
Days on Market Until Sale	155	146	- 5.8%	138	130	- 5.8%
Months Supply of Inventory**	--	7.3	--	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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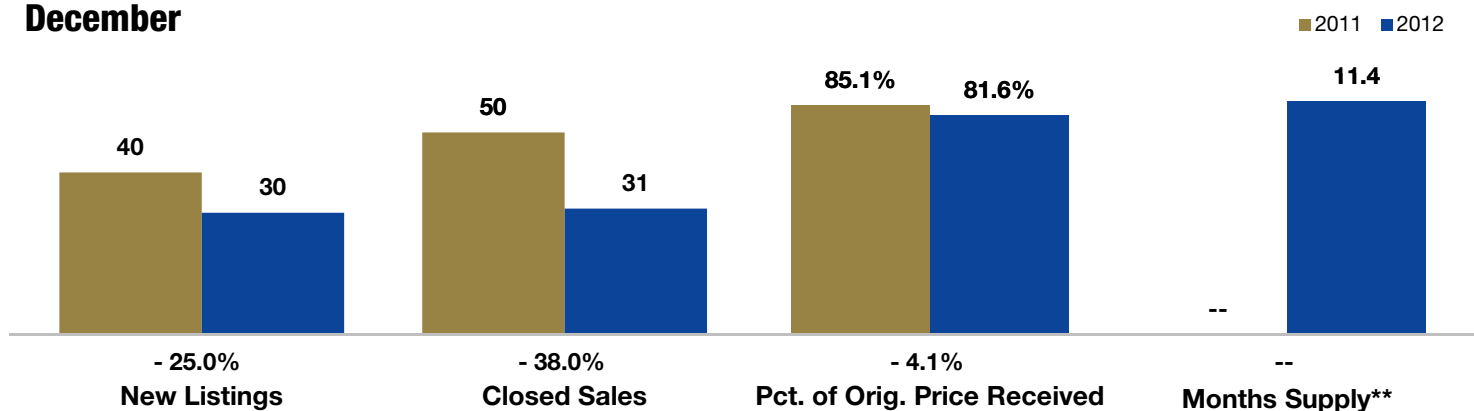


6W – Upper Minnesota Valley Region

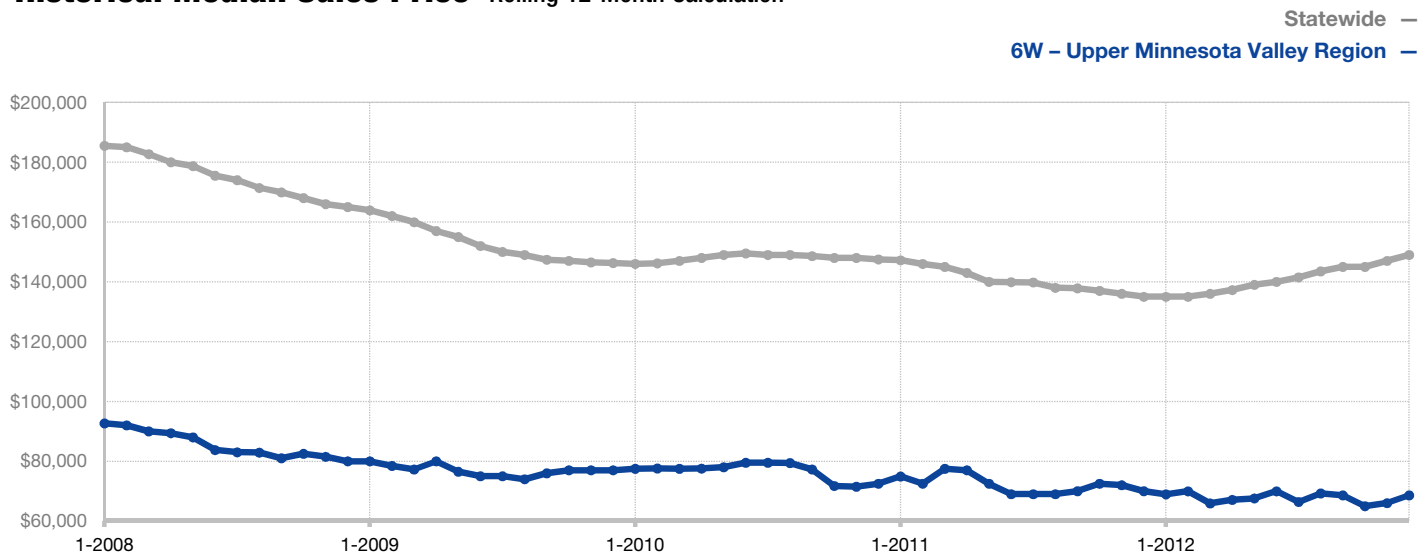
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	40	30	- 25.0%	842	691	- 17.9%
Closed Sales	50	31	- 38.0%	458	381	- 16.8%
Median Sales Price*	\$62,000	\$67,500	+ 8.9%	\$70,000	\$68,600	- 2.0%
Percent of Original List Price Received*	85.1%	81.6%	- 4.1%	85.4%	85.9%	+ 0.6%
Days on Market Until Sale	207	209	+ 1.0%	155	192	+ 23.9%
Months Supply of Inventory**	--	11.4	--	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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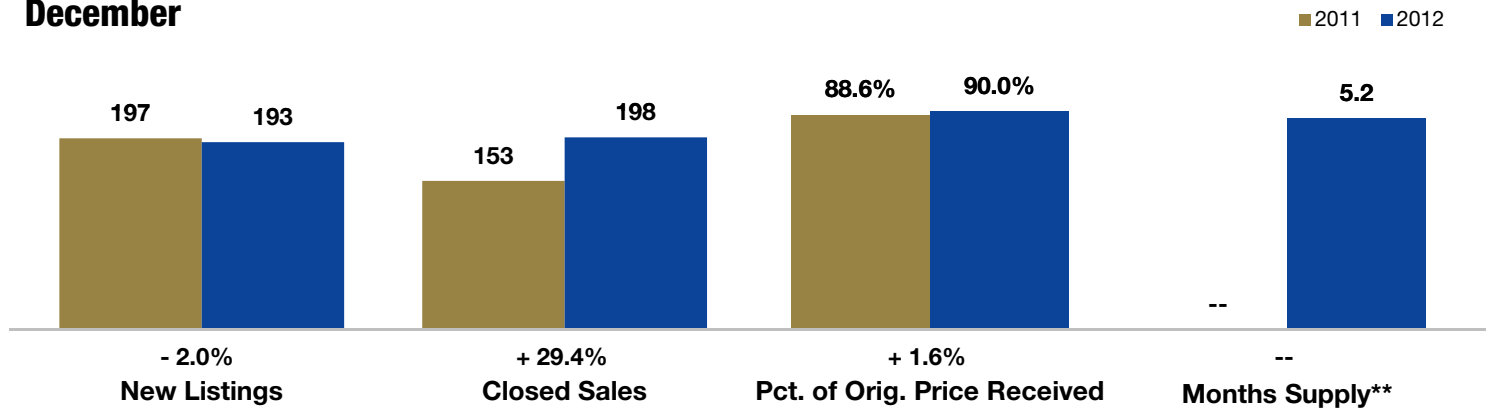


7E – East Central Region

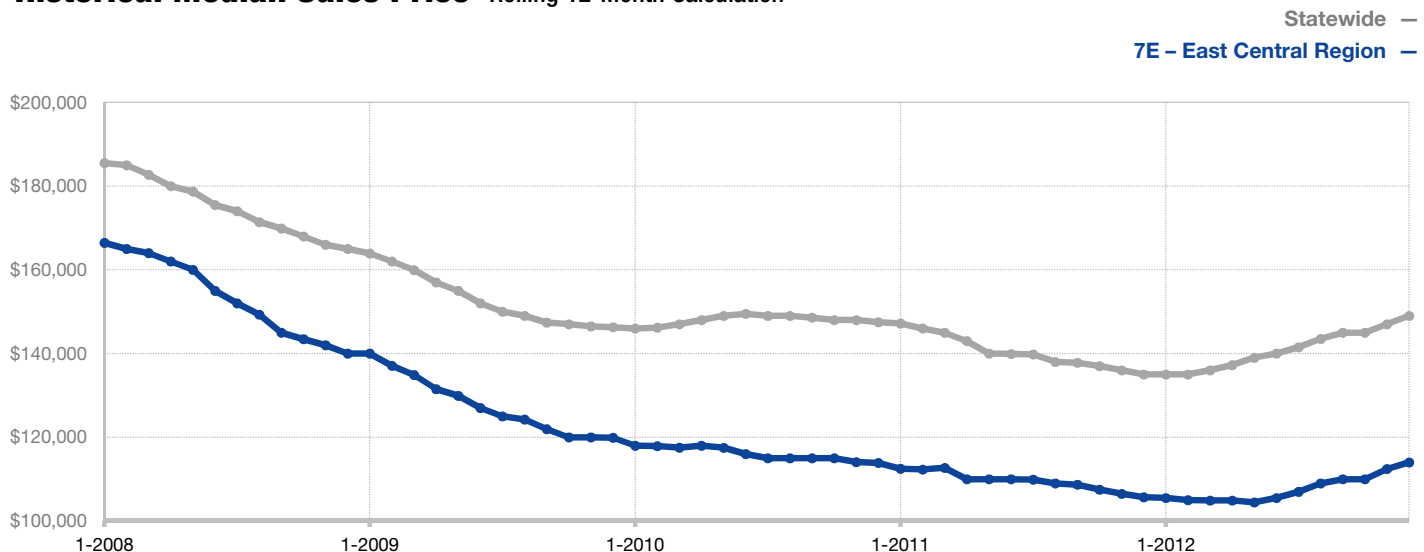
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	197	193	- 2.0%	4,164	4,062	- 2.4%
Closed Sales	153	198	+ 29.4%	2,160	2,459	+ 13.8%
Median Sales Price*	\$105,000	\$119,100	+ 13.4%	\$105,700	\$114,000	+ 7.9%
Percent of Original List Price Received*	88.6%	90.0%	+ 1.6%	88.0%	90.9%	+ 3.3%
Days on Market Until Sale	99	87	- 12.1%	100	91	- 9.0%
Months Supply of Inventory**	--	5.2	--	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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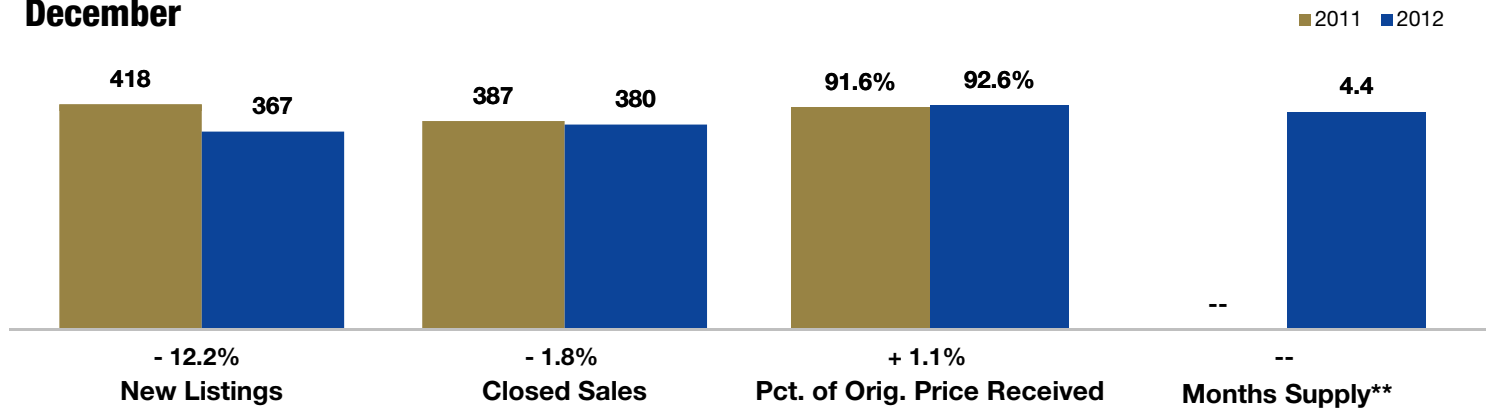


7W – Central Region

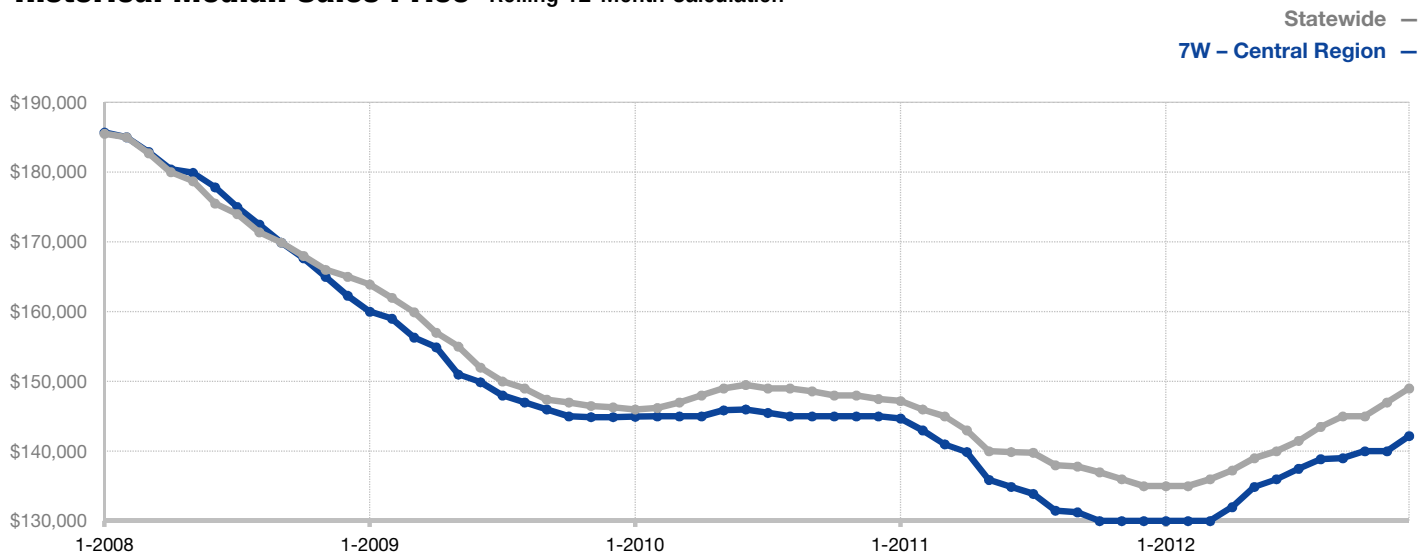
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	418	367	- 12.2%	8,124	8,022	- 1.3%
Closed Sales	387	380	- 1.8%	4,728	5,243	+ 10.9%
Median Sales Price*	\$134,000	\$153,000	+ 14.2%	\$130,000	\$142,188	+ 9.4%
Percent of Original List Price Received*	91.6%	92.6%	+ 1.1%	90.7%	93.0%	+ 2.5%
Days on Market Until Sale	91	88	- 3.3%	94	87	- 7.4%
Months Supply of Inventory**	--	4.4	--	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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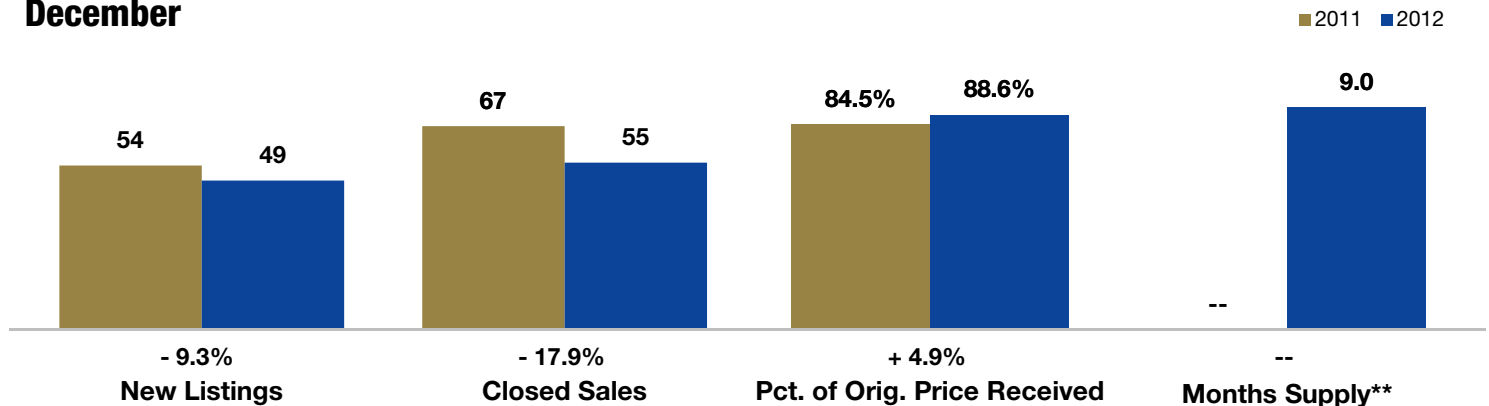


8 – Southwest Region

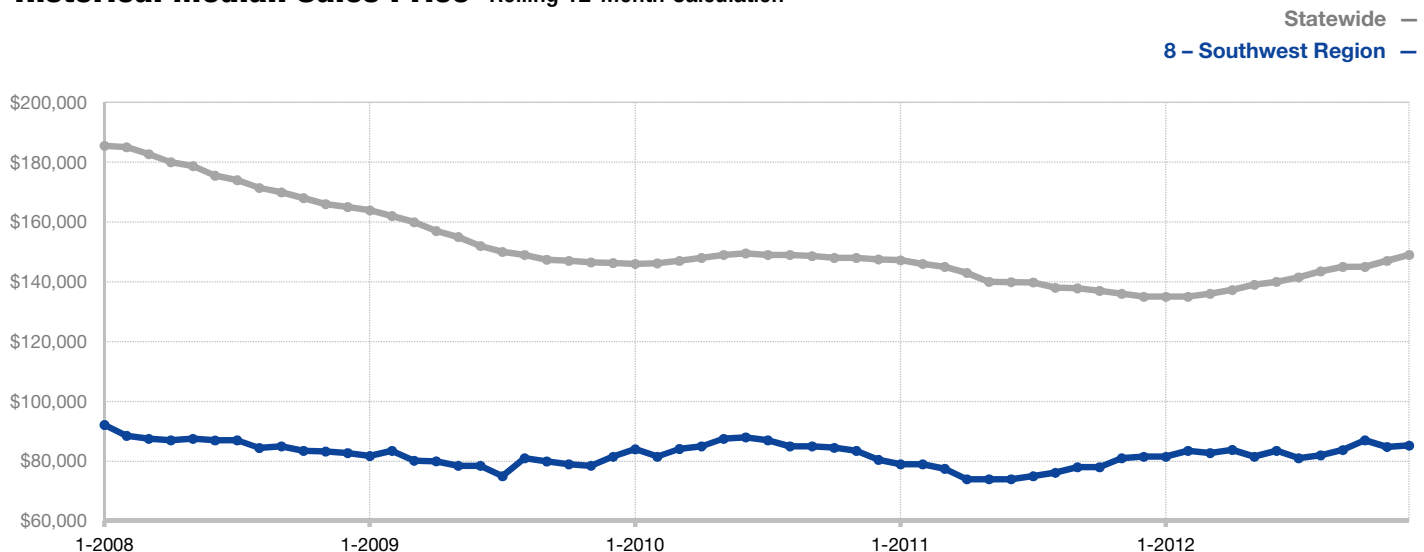
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	54	49	- 9.3%	1,136	1,090	- 4.0%
Closed Sales	67	55	- 17.9%	703	719	+ 2.3%
Median Sales Price*	\$80,500	\$88,000	+ 9.3%	\$81,500	\$85,250	+ 4.6%
Percent of Original List Price Received*	84.5%	88.6%	+ 4.9%	85.9%	86.3%	+ 0.5%
Days on Market Until Sale	182	170	- 6.6%	180	193	+ 7.2%
Months Supply of Inventory**	--	9.0	--	--	--	--

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December



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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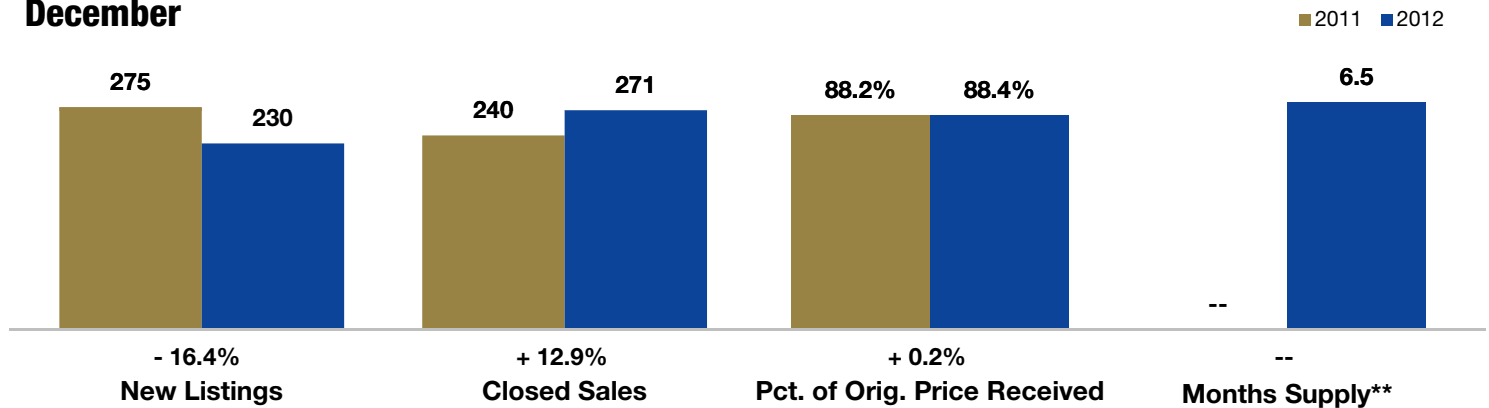


9 – South Central Region

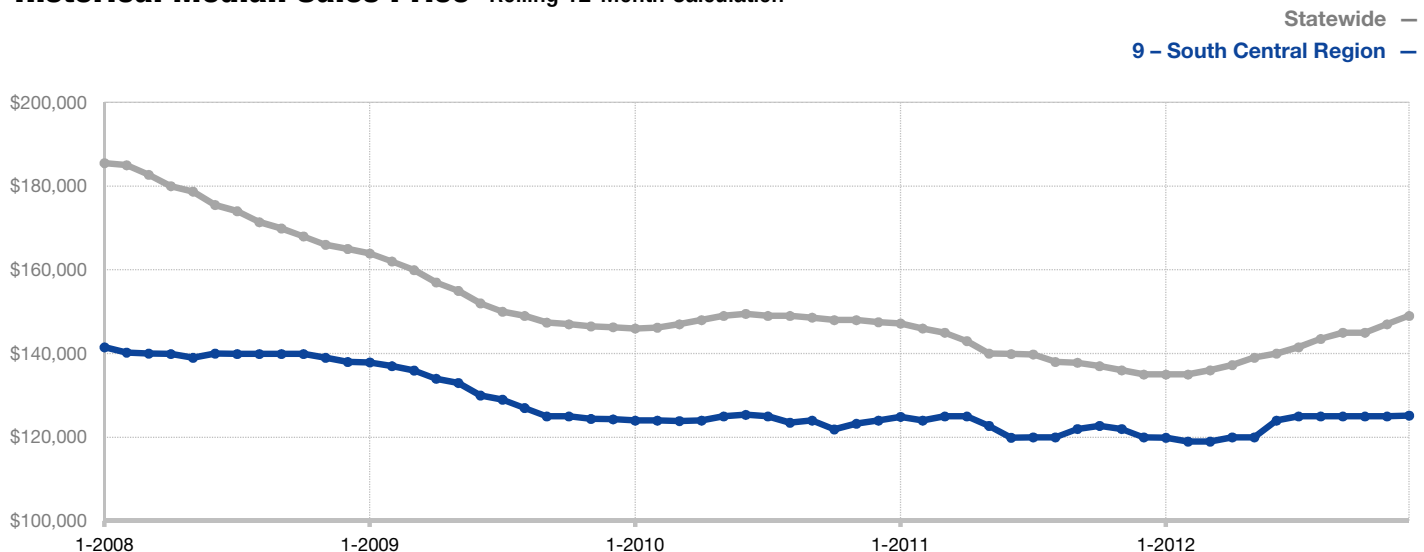
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	275	230	- 16.4%	6,267	6,268	+ 0.0%
Closed Sales	240	271	+ 12.9%	3,787	4,030	+ 6.4%
Median Sales Price*	\$93,500	\$112,000	+ 19.8%	\$120,000	\$125,199	+ 4.3%
Percent of Original List Price Received*	88.2%	88.4%	+ 0.2%	88.8%	90.3%	+ 1.7%
Days on Market Until Sale	149	155	+ 4.0%	155	149	- 3.9%
Months Supply of Inventory**	--	6.5	--	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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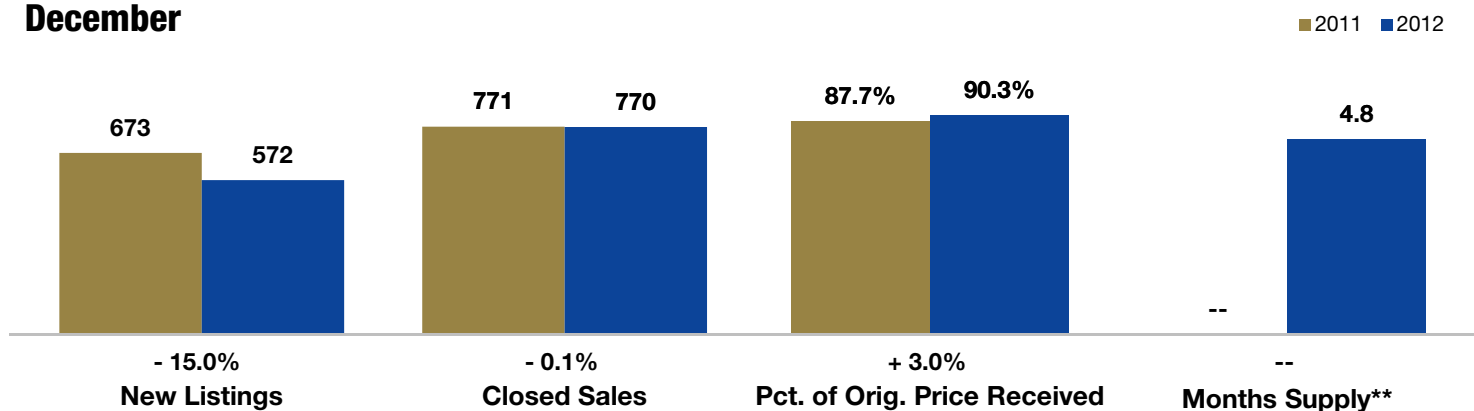


10 – Southeast Region

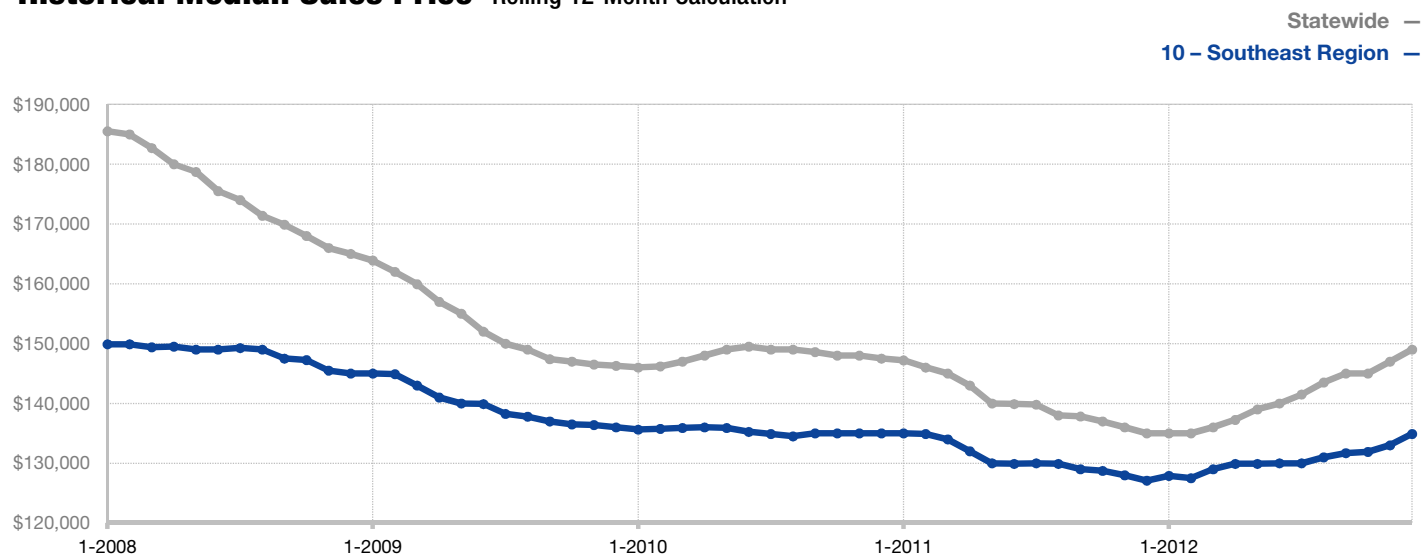
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	673	572	- 15.0%	16,063	15,326	- 4.6%
Closed Sales	771	770	- 0.1%	10,714	10,863	+ 1.4%
Median Sales Price*	\$117,500	\$129,900	+ 10.6%	\$127,100	\$134,900	+ 6.1%
Percent of Original List Price Received*	87.7%	90.3%	+ 3.0%	89.7%	91.5%	+ 2.0%
Days on Market Until Sale	149	139	- 6.7%	146	128	- 12.3%
Months Supply of Inventory**	--	4.8	--	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for December 2012

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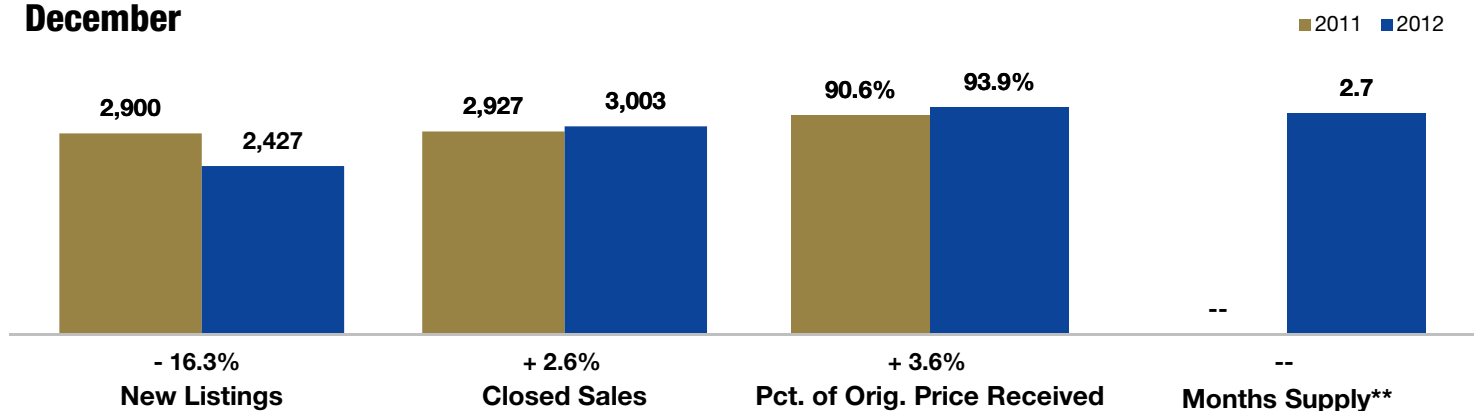


11 – 7-County Twin Cities Region

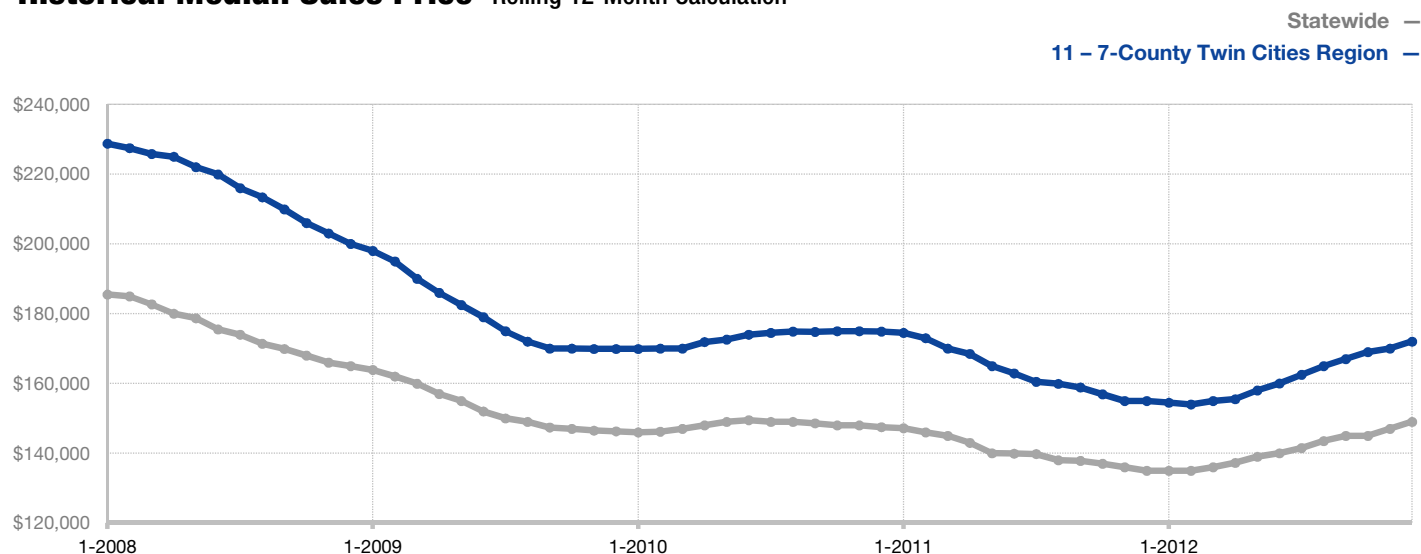
Key Metrics	December			Year to Date		
	2011	2012	Percent Change	Thru 12-2011	Thru 12-2012	Percent Change
New Listings	2,900	2,427	- 16.3%	59,701	56,638	- 5.1%
Closed Sales	2,927	3,003	+ 2.6%	36,234	42,533	+ 17.4%
Median Sales Price*	\$146,125	\$172,550	+ 18.1%	\$155,000	\$172,000	+ 11.0%
Percent of Original List Price Received*	90.6%	93.9%	+ 3.6%	90.7%	94.1%	+ 3.7%
Days on Market Until Sale	83	69	- 16.9%	82	69	- 15.9%
Months Supply of Inventory**	--	2.7	--	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Current as of January 14, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. Percent changes are calculated using rounded figures.