

Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



Twin Cities Region

- 14.9%

+ 13.5%

- 6.5%

Change in
New Listings

Change in
Closed Sales

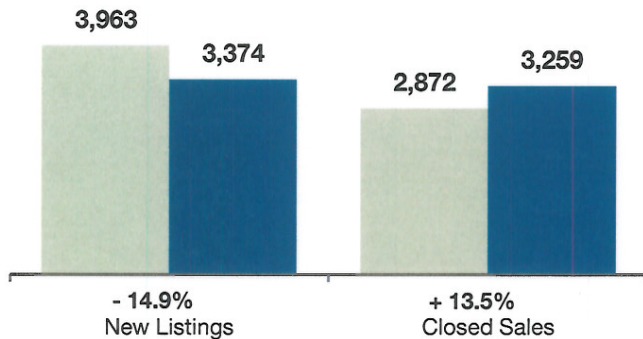
Change in
Median Sales Price

	December			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,963	3,374	- 14.9%	81,846	68,874	- 15.8%
Closed Sales	2,872	3,259	+ 13.5%	38,283	41,431	+ 8.2%
Median Sales Price*	\$155,000	\$145,000	- 6.5%	\$169,900	\$150,000	- 11.7%
Average Sales Price*	\$200,124	\$186,670	- 6.7%	\$211,350	\$193,450	- 8.5%
Price Per Square Foot*	\$94	\$91	- 3.5%	\$104	\$93	- 10.2%
Percent of Original List Price Received*	89.1%	90.6%	+ 1.7%	92.3%	90.6%	- 1.9%
Days on Market Until Sale	144	140	- 2.4%	133	148	+ 10.6%
Inventory of Homes for Sale	22,723	16,191	- 28.7%	--	--	--
Months Supply of Inventory	7.1	4.6	- 35.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

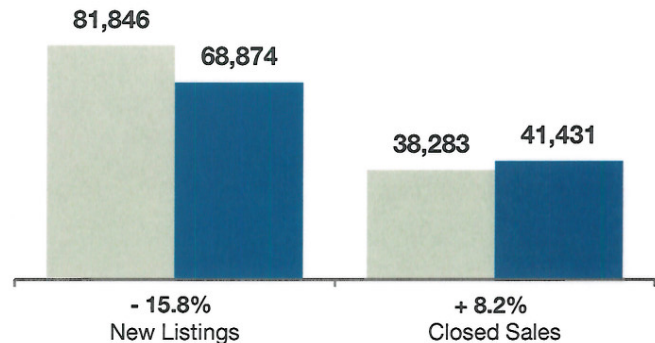
December

■ 2010 ■ 2011

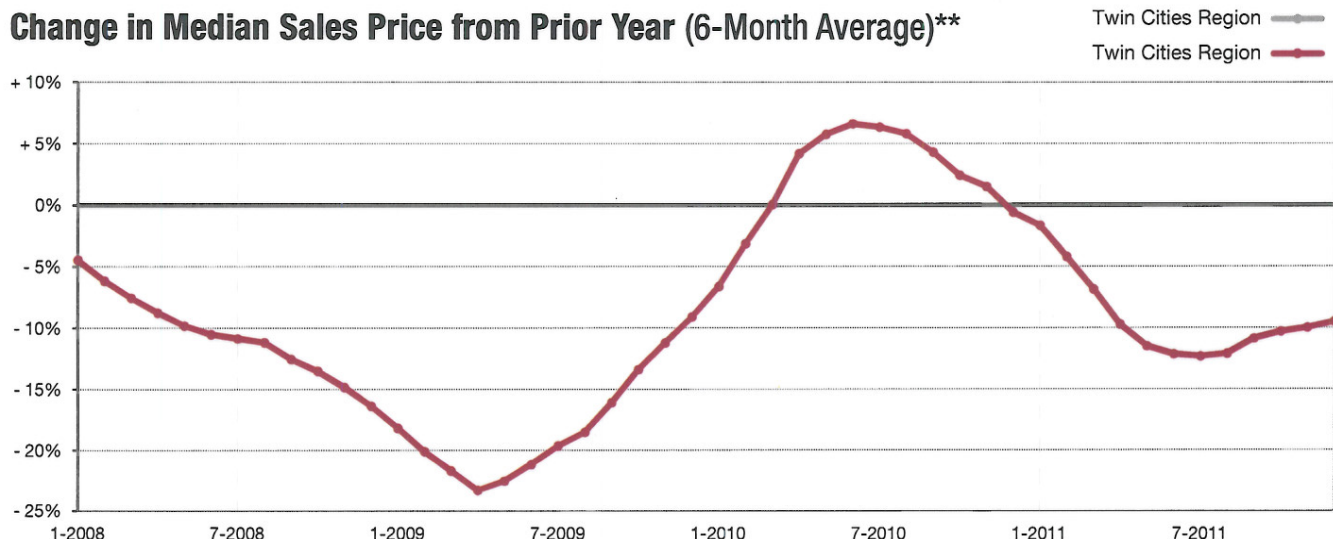



Year to Date

■ 2010 ■ 2011



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of January 11, 2012. All data from Regional Multiple Listing Service, Inc. | Powered by 10K Research and Marketing. | Sponsored by Royal Credit Union  www.rcu.org