



Monthly Indicators

A research tool provided by the **Saint Paul Association of REALTORS®**

May 2010

Contents

New Listings	2
Pending Sales	3
Closed Sales	4
Days On Market Until Sale	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received at Sale	8
Housing Affordability Index	9
Inventory of Homes Available	10
Months Supply of Inventory	11
Market Overview	12
Areas Overview	13
Explanation Page	14

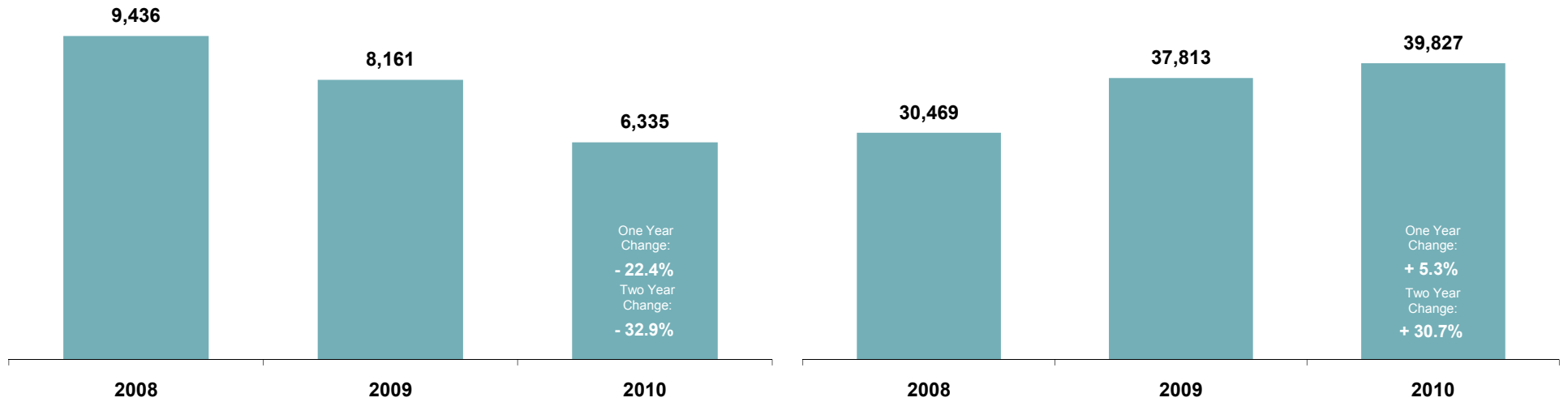
New Listings

A Monthly Indicator from the **Saint Paul Association of REALTORS®**

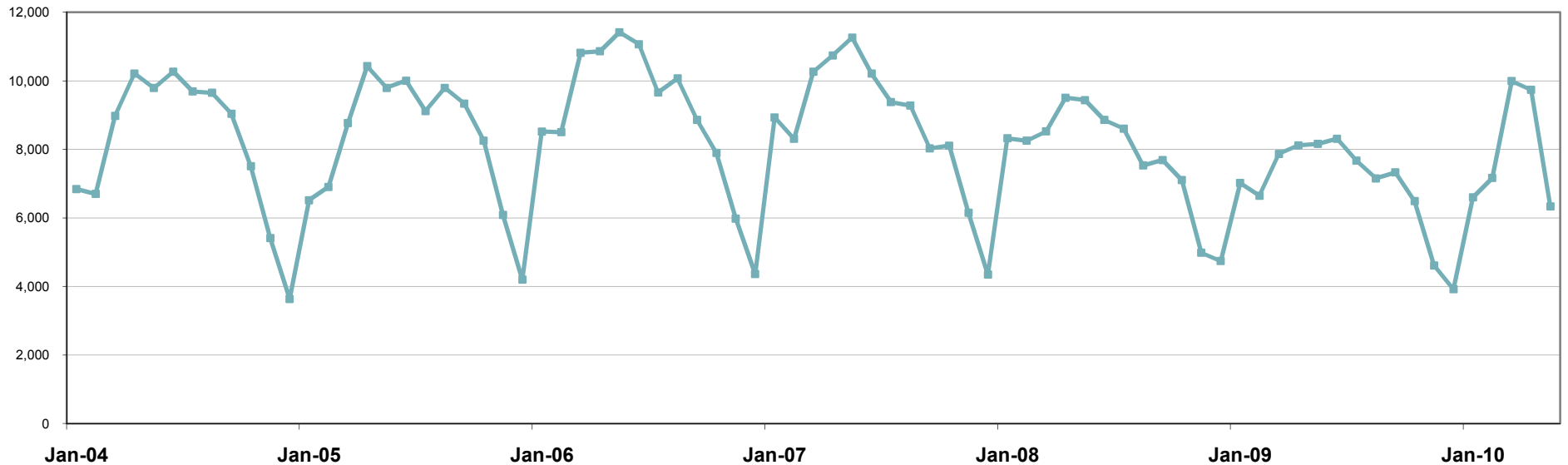


May

Year to Date



Historical New Listings



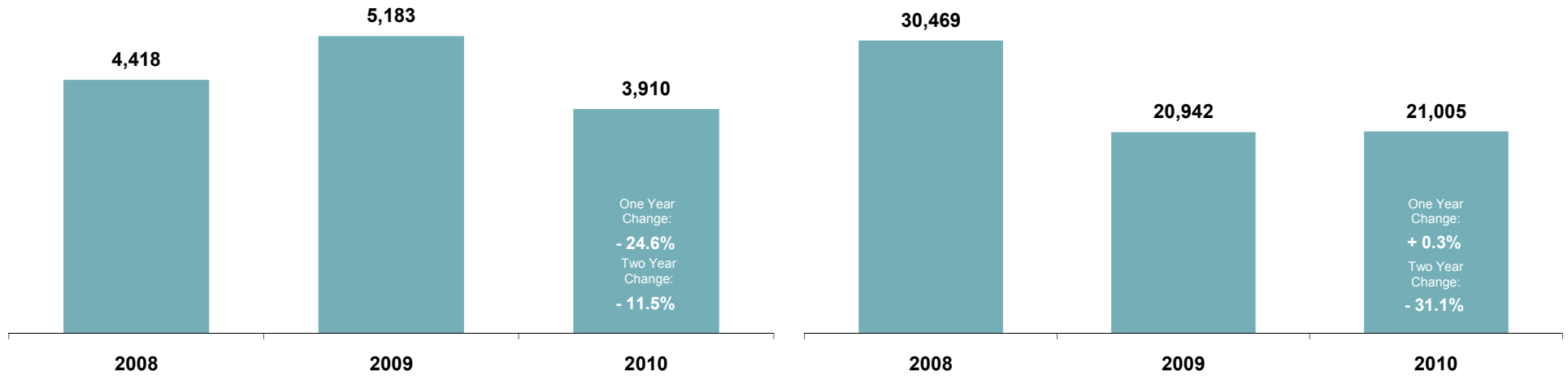
Pending Sales

A Monthly Indicator from the **Saint Paul Association of REALTORS®**



May

Year to Date



Historical Pending Sales



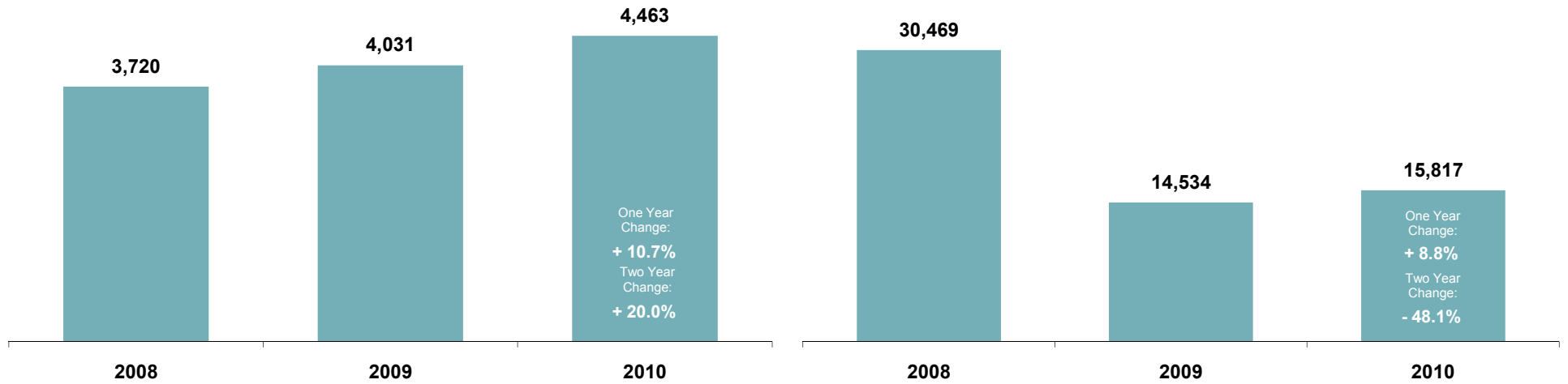
Closed Sales

A Monthly Indicator from the **Saint Paul Association of REALTORS®**

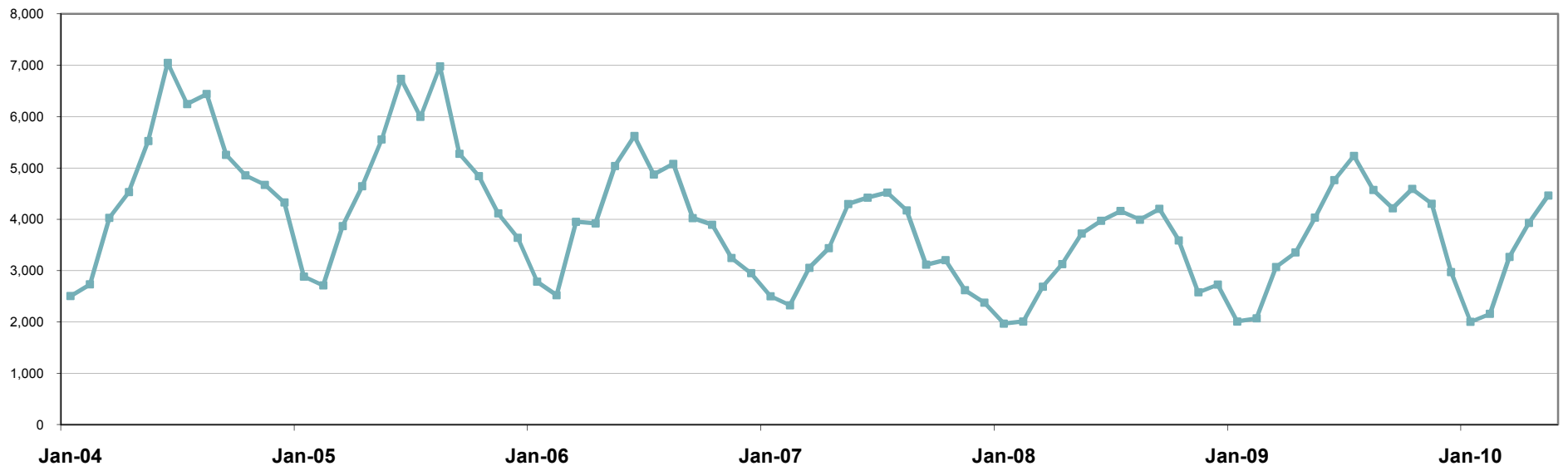


May

Year to Date

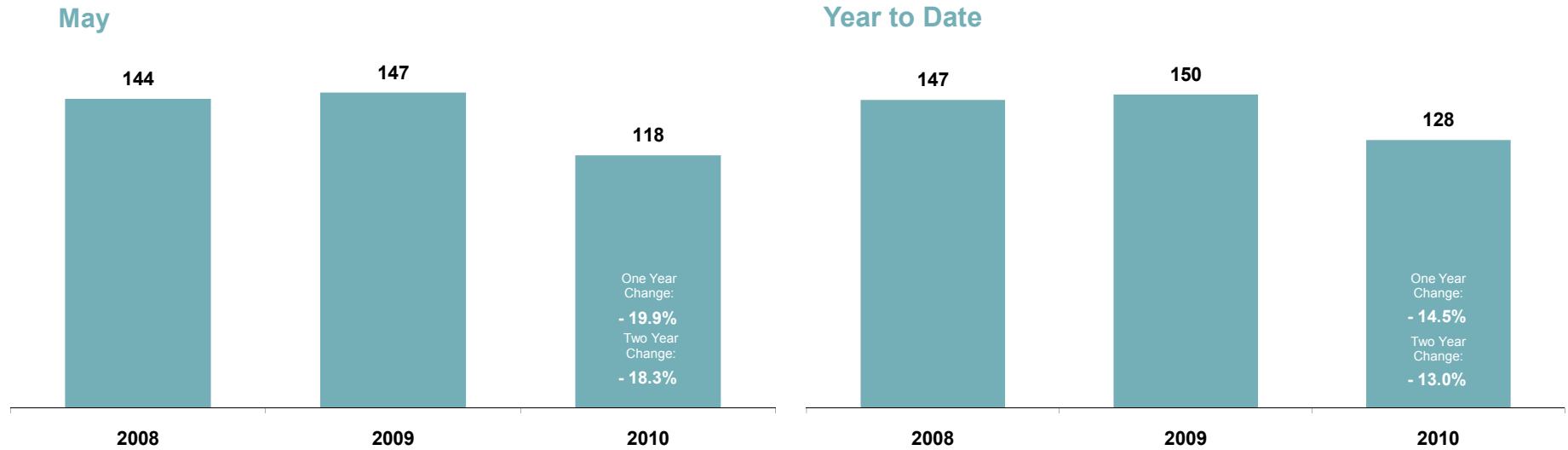


Historical Closed Sales

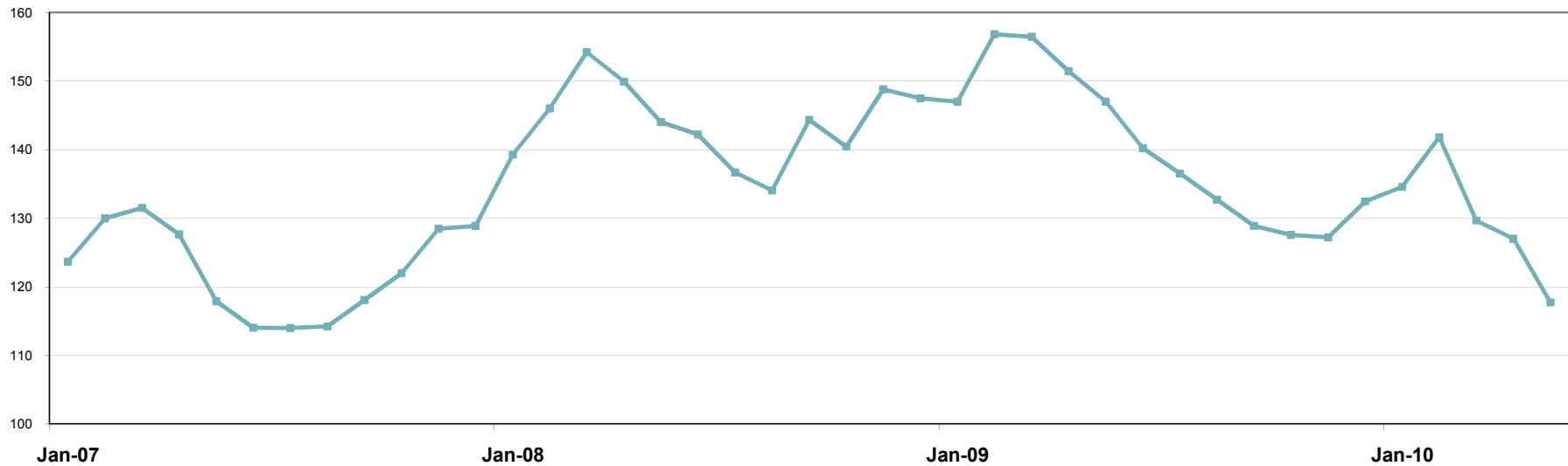


Days on Market Until Sale

A Monthly Indicator from the Saint Paul Association of REALTORS®



Historical Days on Market Until Sale



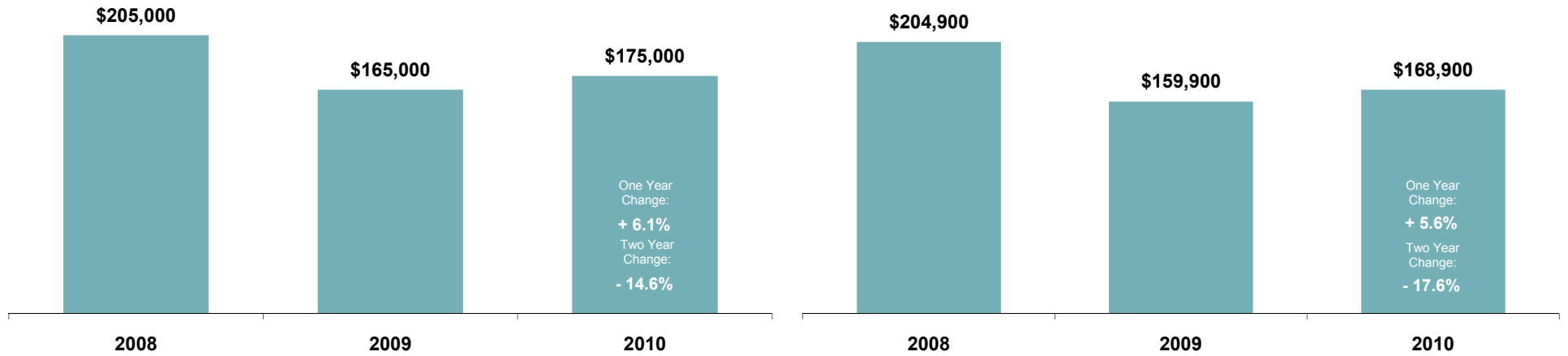
Median Sales Price

A Monthly Indicator from the **Saint Paul Association of REALTORS®**

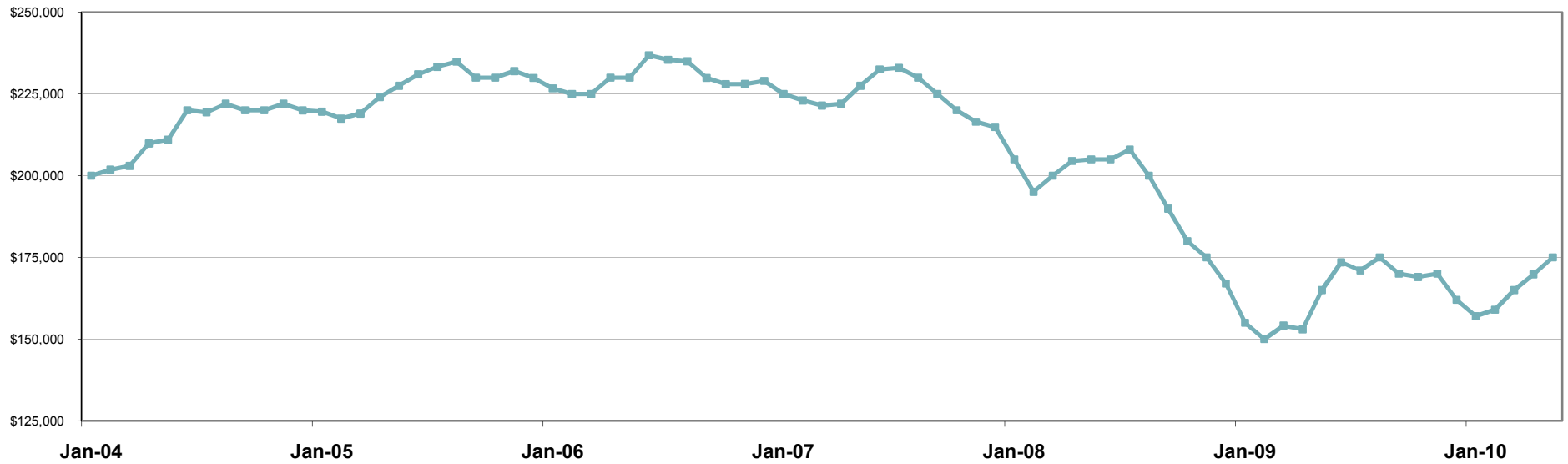


May

Year to Date



Historical Median Sales Price



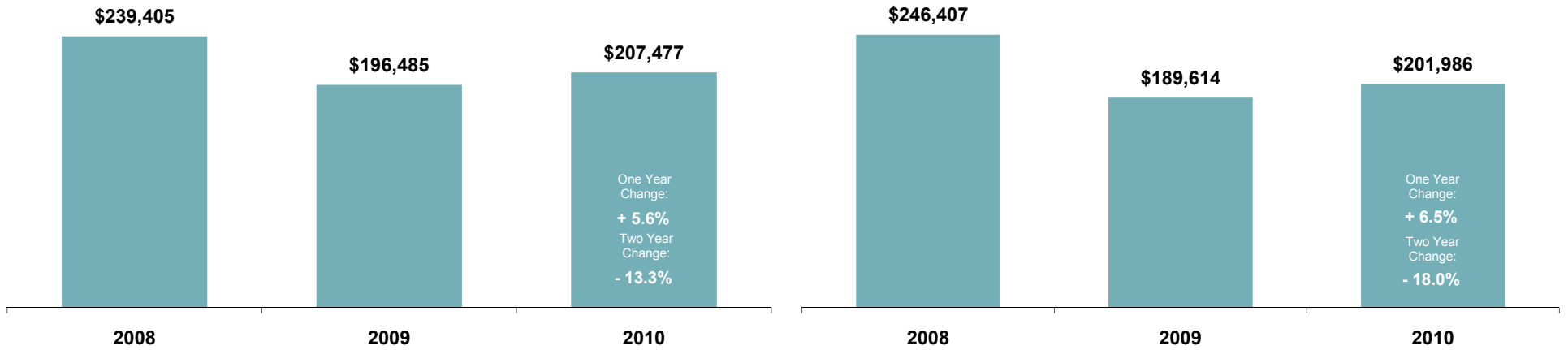
Average Sales Price

A Monthly Indicator from the Saint Paul Association of REALTORS®

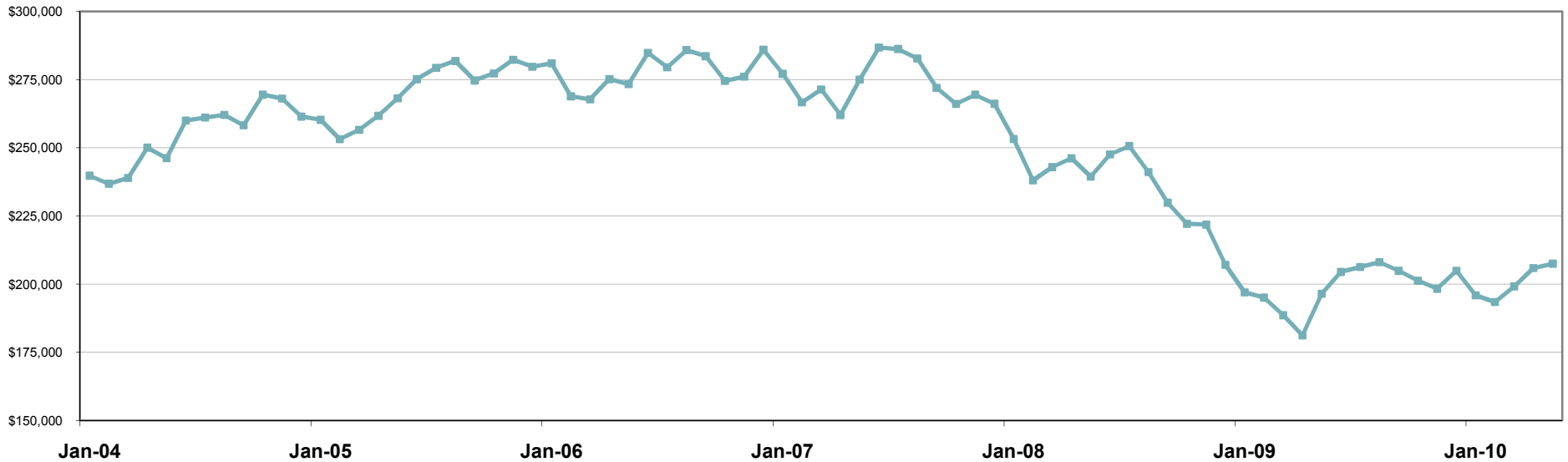


May

Year to Date



Historical Average Sales Price



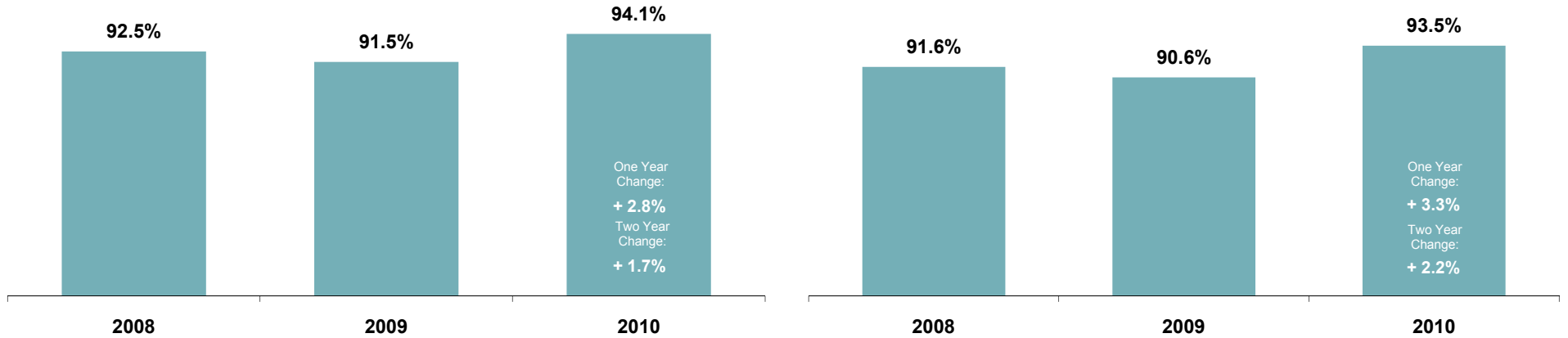
Percent of Original List Price Received at Sale

A Monthly Indicator from the Saint Paul Association of REALTORS®

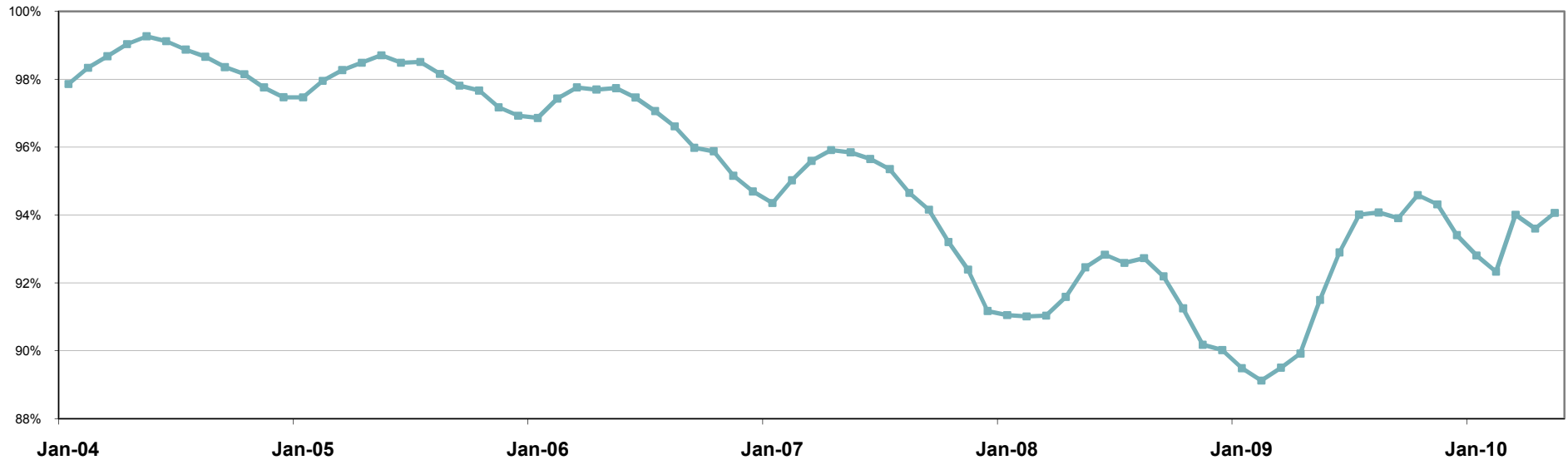


May

Year to Date



Historical Percent of Original List Price Received



Housing Affordability Index

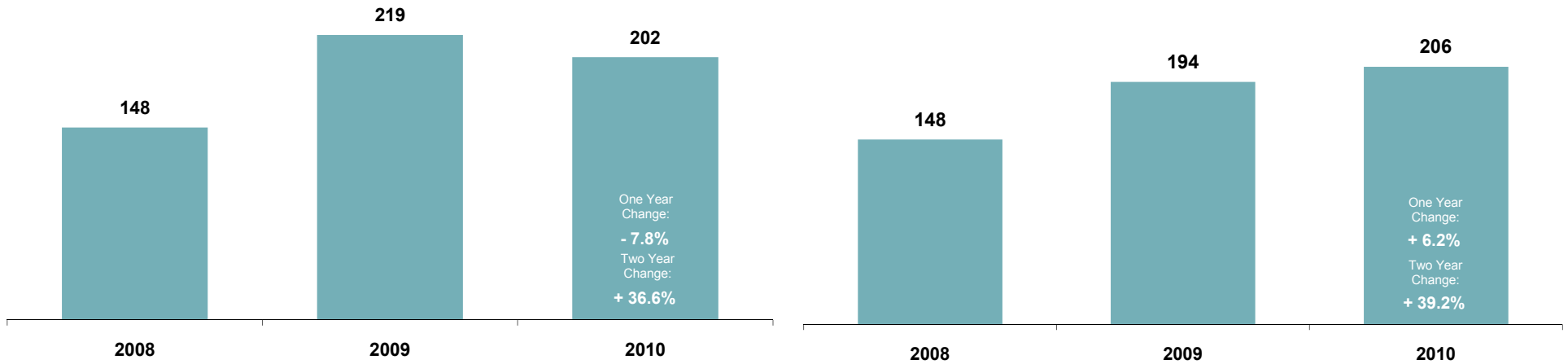
A Monthly Indicator from the **Saint Paul Association of REALTORS®**



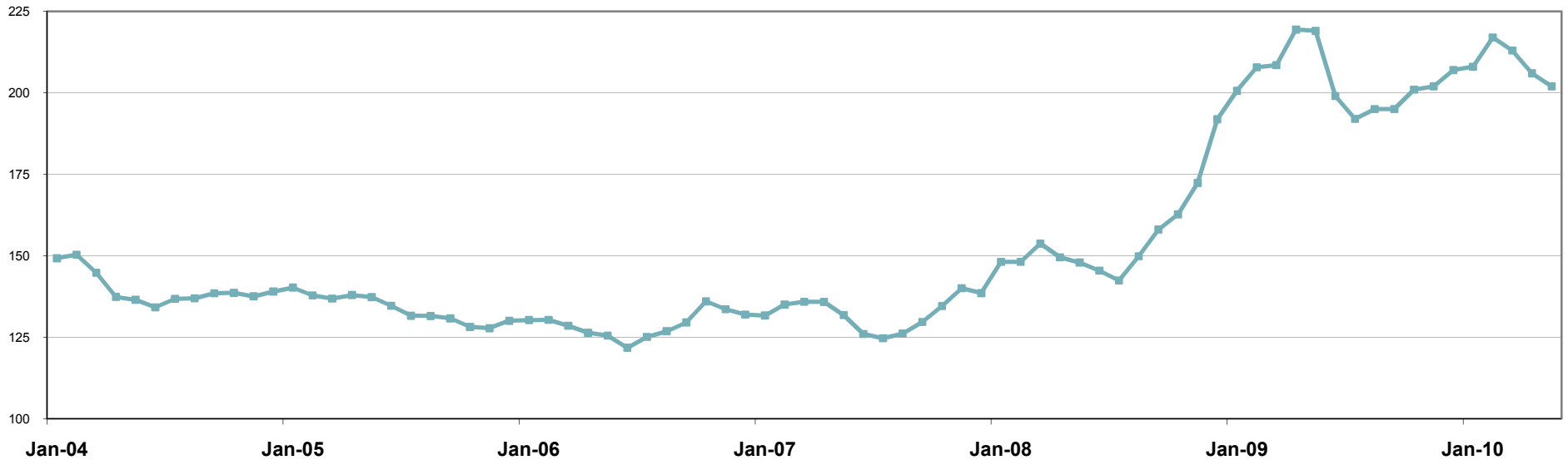
May

Year to Date

The HAI formula measures housing affordability for the Duluth Regional Housing Market. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using a 20% down, 30-year fixed rate mortgage.



Historical Housing Affordability Index

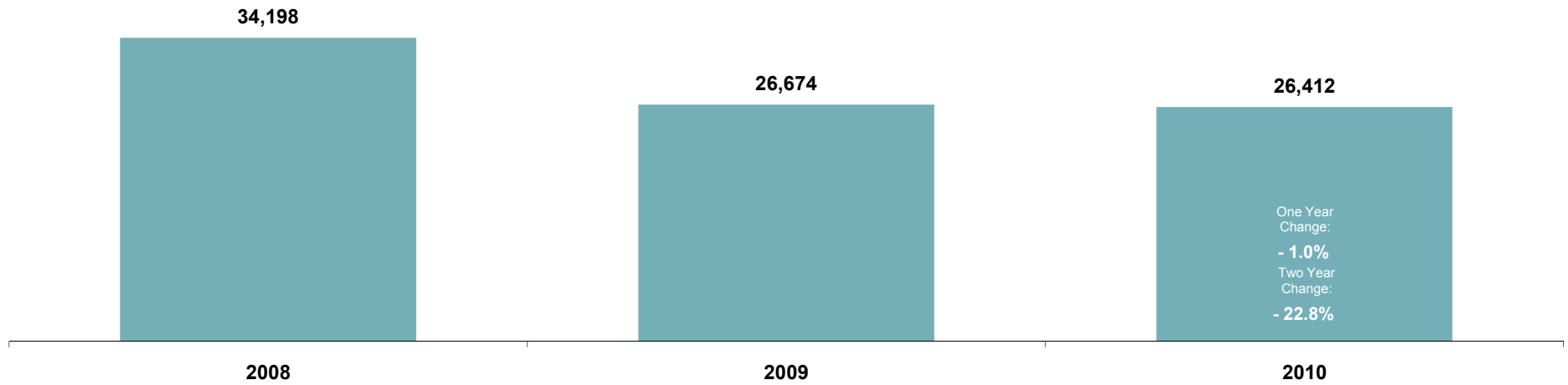


Inventory of Homes Available

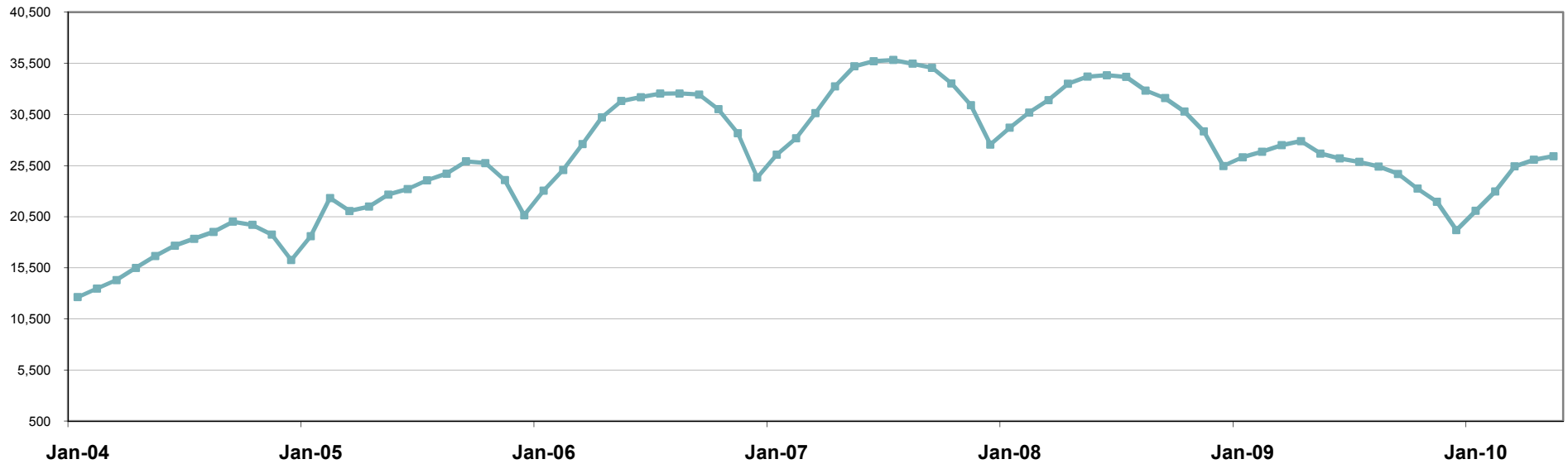
A Monthly Indicator from the Saint Paul Association of REALTORS®



May



Historical Inventory of Homes Available

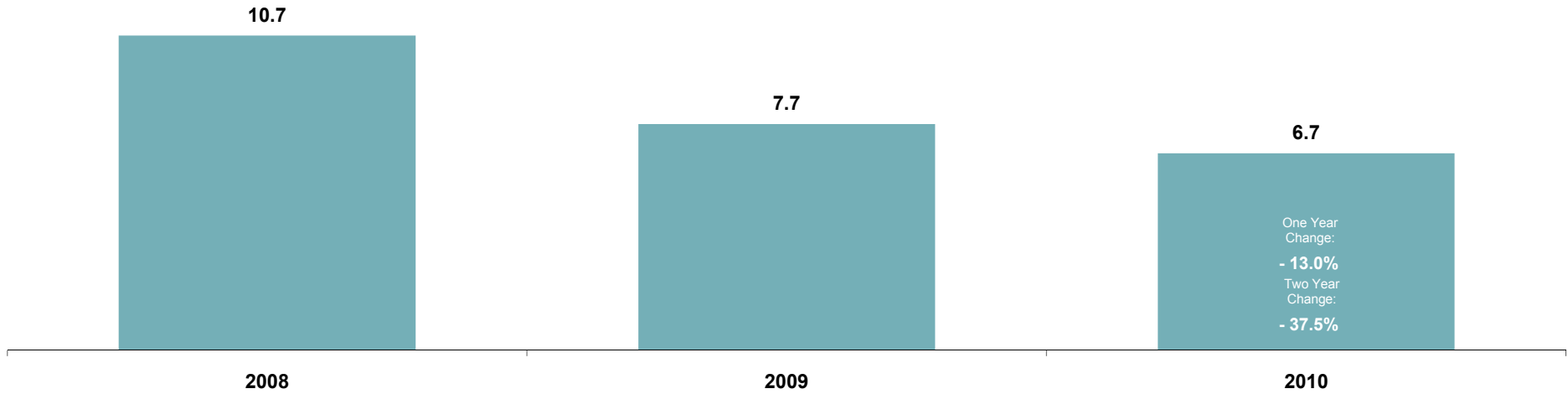


Months Supply of Inventory

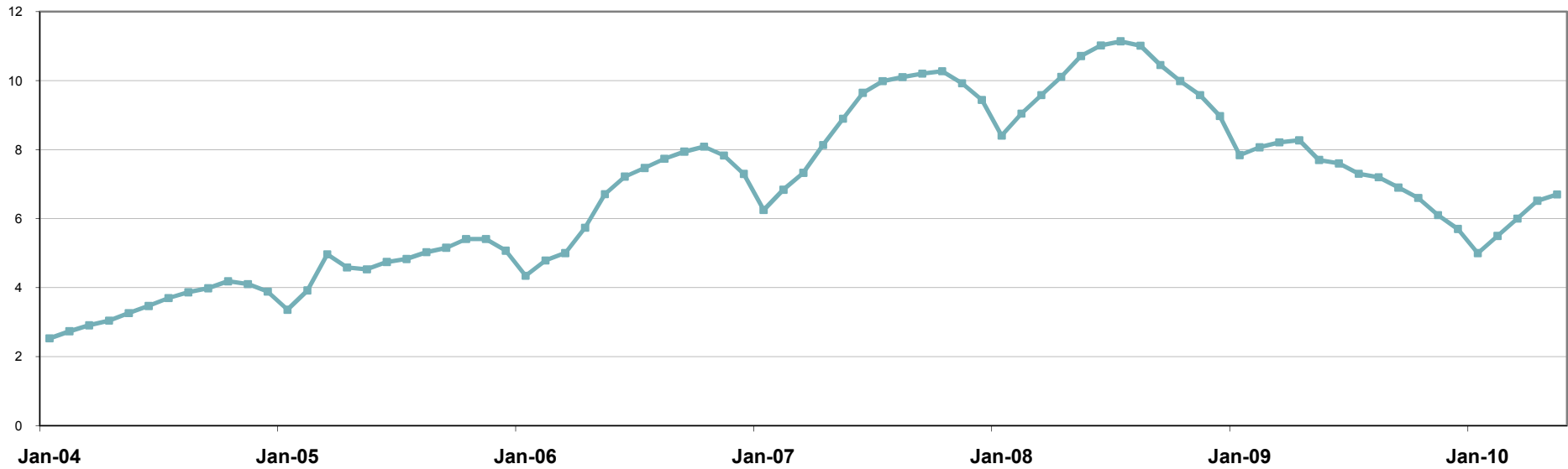
A Monthly Indicator from the Saint Paul Association of REALTORS®



May



Historical Months Supply of Inventory





Market Overview

A Monthly Indicator from the Saint Paul Association of REALTORS®

		Monthly			Year to Date		
		Current	Prior Year	+/-	Current	Prior Year	+/-
New Listings	Mar 2010	9,991	7,870	+ 27.0%	23,754	16,608	+ 43.0%
	Apr 2010	9,738	8,117	+ 20.0%	33,492	23,080	+ 45.1%
	May 2010	6,335	8,161	- 22.4%	39,827	37,813	+ 5.3%
Pending Sales	Mar 2010	5,051	4,407	+ 14.6%	11,314	16,608	- 31.9%
	Apr 2010	5,781	5,211	+ 10.9%	17,095	23,080	- 25.9%
	May 2010	3,910	5,183	- 24.6%	21,005	20,942	+ 0.3%
Closed Sales	Mar 2010	3,269	3,070	+ 6.5%	7,427	16,608	- 55.3%
	Apr 2010	3,927	3,353	+ 17.1%	11,354	23,080	- 50.8%
	May 2010	4,463	4,031	+ 10.7%	15,817	14,534	+ 8.8%
Days on Market Until Sale	Mar 2010	130	156	- 17.1%	135	154	- 12.7%
	Apr 2010	127	151	- 16.1%	132	153	- 13.9%
	May 2010	118	147	- 19.9%	128	150	- 14.5%
Median Sales Price	Mar 2010	\$165,000	\$154,125	+ 7.1%	\$162,150	\$154,900	+ 4.7%
	Apr 2010	\$169,800	\$153,000	+ 11.0%	\$165,000	\$155,000	+ 6.5%
	May 2010	\$175,000	\$165,000	+ 6.1%	\$168,900	\$159,900	+ 5.6%
Average Sales Price	Mar 2010	\$199,157	\$188,580	+ 5.6%	\$196,616	\$190,932	+ 3.0%
	Apr 2010	\$205,904	\$181,195	+ 13.6%	\$199,828	\$189,703	+ 5.3%
	May 2010	\$207,477	\$196,485	+ 5.6%	\$201,986	\$189,614	+ 6.5%
Percent of Original List Price Received At Sale	Mar 2010	94.0%	89.5%	+ 5.0%	93.2%	89.4%	+ 4.3%
	Apr 2010	93.6%	89.9%	+ 4.1%	93.3%	89.6%	+ 4.2%
	May 2010	94.1%	91.5%	+ 2.8%	93.5%	90.6%	+ 3.3%
Housing Affordability Index	Mar 2010	213	209	+ 2.2%	204	208	- 1.8%
	Apr 2010	206	219	- 6.1%	205	217	- 5.6%
	May 2010	202	219	- 7.8%	206	194	+ 6.2%
Total Active Listings Available at Month End	Mar 2010	25,420	27,492	- 7.5%			
	Apr 2010	26,071	27,900	- 6.6%	--	--	--
	May 2010	26,412	26,674	- 1.0%			
Months Supply of Inventory	Mar 2010	6.0	8.2	- 26.9%			
	Apr 2010	6.5	8.3	- 21.2%	--	--	--
	May 2010	6.7	7.7	- 13.0%			

Areas Overview -- Year to Date

From the Saint Paul Association of REALTORS®



	New Listings			Closed Sales			Inventory			Months Supply			Median Sales Price		
	5-2009	5-2010	+/-	5-2009	5-2010	+/-	5-2009	5-2010	+/-	5-2009	5-2010	+/-	5-2009	5-2010	+/-
Apple Valley	584	611	4.6%	240	255	6.3%	529	496	-6.2%	9.7	7.5	-22.7%	\$171,000	\$179,500	5.0%
Burnsville	636	606	-4.7%	224	253	12.9%	486	454	-6.6%	9.2	7.7	-16.7%	\$170,950	\$174,750	2.2%
Cottage Grove	332	359	8.1%	158	191	20.9%	350	334	-4.6%	9.5	8.0	-16.7%	\$174,163	\$188,000	7.9%
Eagan	592	679	14.7%	237	257	8.4%	523	502	-4.0%	9.7	7.9	-18.1%	\$179,950	\$182,750	1.6%
Farmington	360	376	4.4%	153	152	-0.7%	401	383	-4.5%	12.0	10.5	-12.5%	\$182,500	\$182,250	-0.1%
Forest Lake	257	289	12.5%	90	100	11.1%	306	291	-4.9%	15.6	12.3	-21.3%	\$134,400	\$130,500	-2.9%
Hastings	278	253	-9.0%	106	106	0.0%	308	270	-12.3%	14.6	11.0	-24.8%	\$140,000	\$157,000	12.1%
Hudson	234	270	15.4%	93	109	17.2%	316	312	-1.3%	13.8	14.8	6.9%	\$187,449	\$205,000	9.4%
Hugo	263	273	3.8%	74	121	63.5%	236	229	-3.0%	14.6	8.6	-41.2%	\$168,000	\$154,675	-7.9%
Inver Grove Heights	262	272	3.8%	105	105	0.0%	311	276	-11.3%	13.0	11.1	-14.8%	\$165,500	\$167,000	0.9%
Lakeville	660	701	6.2%	214	313	46.3%	671	600	-10.6%	12.4	9.0	-27.4%	\$207,500	\$229,250	10.5%
Maplewood	391	400	2.3%	139	169	21.6%	344	305	-11.3%	11.0	7.6	-30.9%	\$153,548	\$164,900	7.4%
Oakdale	282	291	3.2%	116	141	21.6%	245	257	4.9%	9.9	7.5	-24.8%	\$160,000	\$158,000	-1.3%
Rosemount	300	327	9.0%	112	106	-5.4%	316	328	3.8%	12.3	11.7	-4.8%	\$186,500	\$200,000	7.2%
Roseville	199	275	38.2%	93	114	22.6%	170	216	27.1%	7.1	8.3	18.1%	\$180,000	\$185,000	2.8%
Shoreview	259	262	1.2%	89	123	38.2%	228	197	-13.6%	10.9	6.9	-36.7%	\$190,500	\$195,608	2.7%
St Paul	2,756	2,913	5.7%	1,356	1,329	-2.0%	2,073	2,004	-3.3%	7.4	6.2	-16.8%	\$99,900	\$126,000	26.1%
Stillwater	307	335	9.1%	99	113	14.1%	316	302	-4.4%	13.9	12.2	-12.2%	\$235,000	\$226,450	-3.6%
White Bear Lake	247	248	0.4%	81	98	21.0%	242	210	-13.2%	11.8	7.7	-34.7%	\$155,000	\$177,400	14.5%
Woodbury	892	816	-8.5%	287	379	32.1%	787	646	-17.9%	10.9	7.1	-34.7%	\$249,000	\$222,000	-10.8%

Explanation of Methodology



From the **Saint Paul Association of REALTORS®**

New Listings	A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.
Pending Sales	A count of the properties that have offers accepted on them in a given month, regardless of whether or not the sale closes.
Closed Sales	A count of the properties have had a closed sales in a given month.
Days on Market Until Sale	The average number of days between when a property is first listed and when it is pended.
Median Sales Price	The median sales price for all closed sales in a given month, sold properties only.
Average Sales Price	The average sales price for all closed sales in a given month, sold properties only.
Percent of Original List Price Received At Sale	The average percentage found when dividing a property's sales price by the original list price, sold properties only.
Housing Affordability Index	Measures the affordability of the region's homes. An index of 120 would mean that the median family income in the region is 120% of what's necessary to qualify for the median priced home.
Total Active Listings Available At Month End	The number of properties available for sale in active status at the end of the month.
Months Supply of Inventory	Compares the number of active listings available to the average monthly pending sales for the last twelve months.