



# Monthly Indicators

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

**June 2010**

## Contents

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

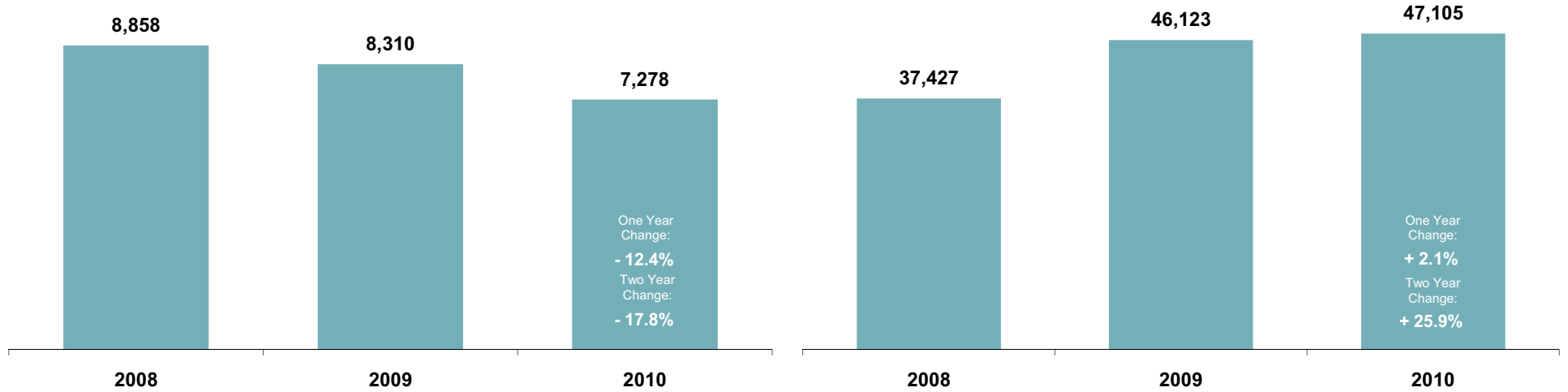
# New Listings

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

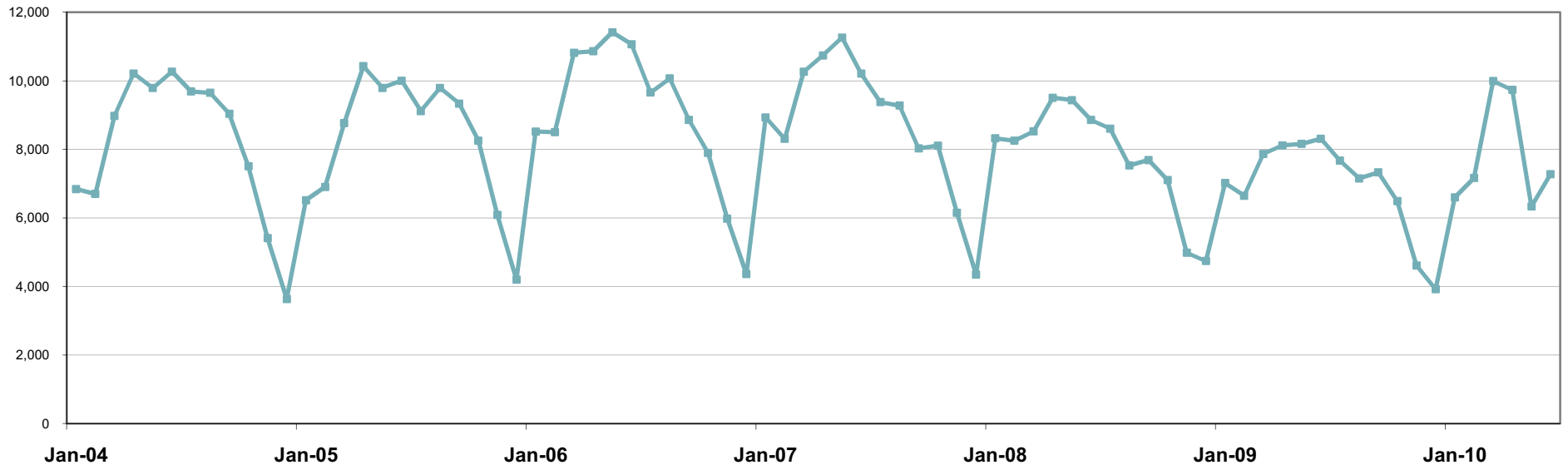


## June

## Year to Date



## Historical New Listings



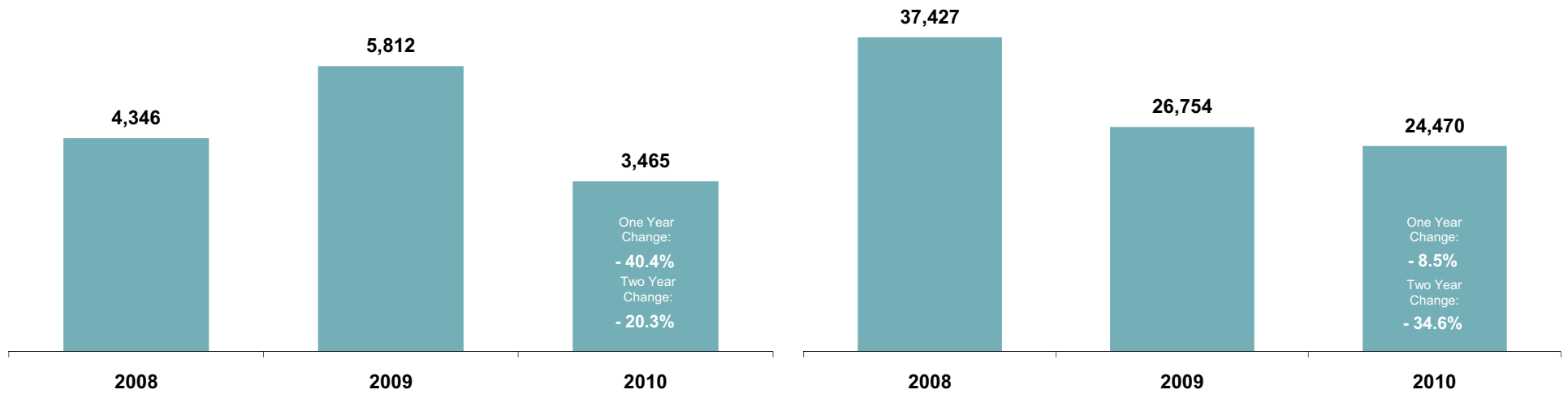
# Pending Sales

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

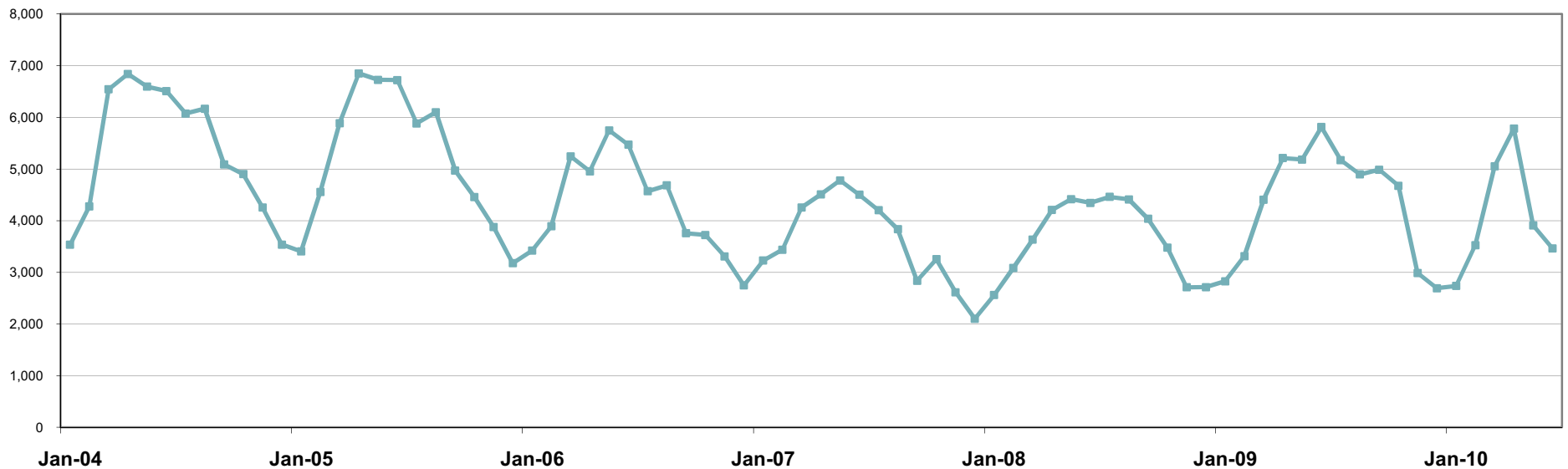


## June

## Year to Date



## Historical Pending Sales



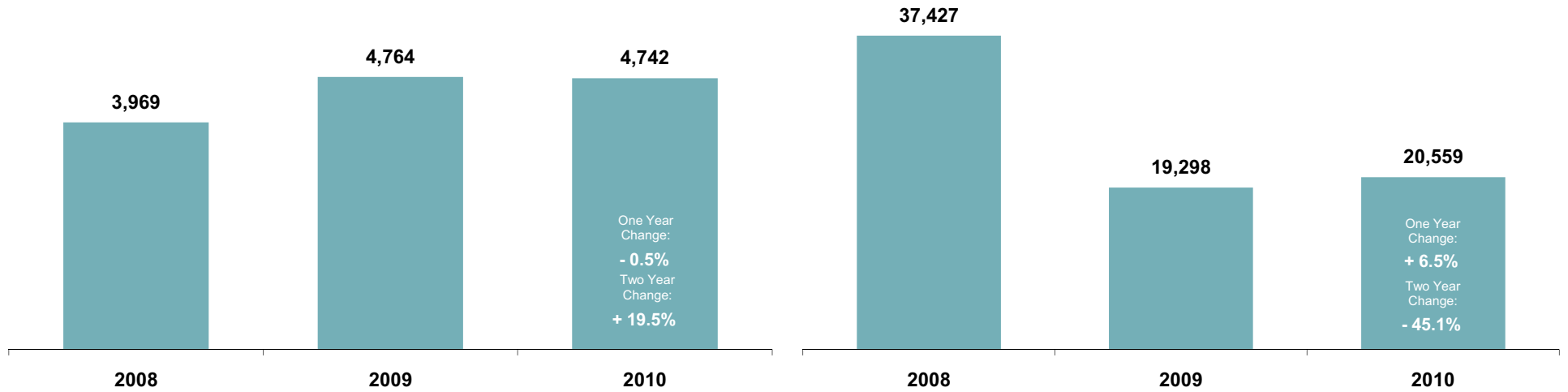
# Closed Sales

A Monthly Indicator from the Saint Paul Association of REALTORS®

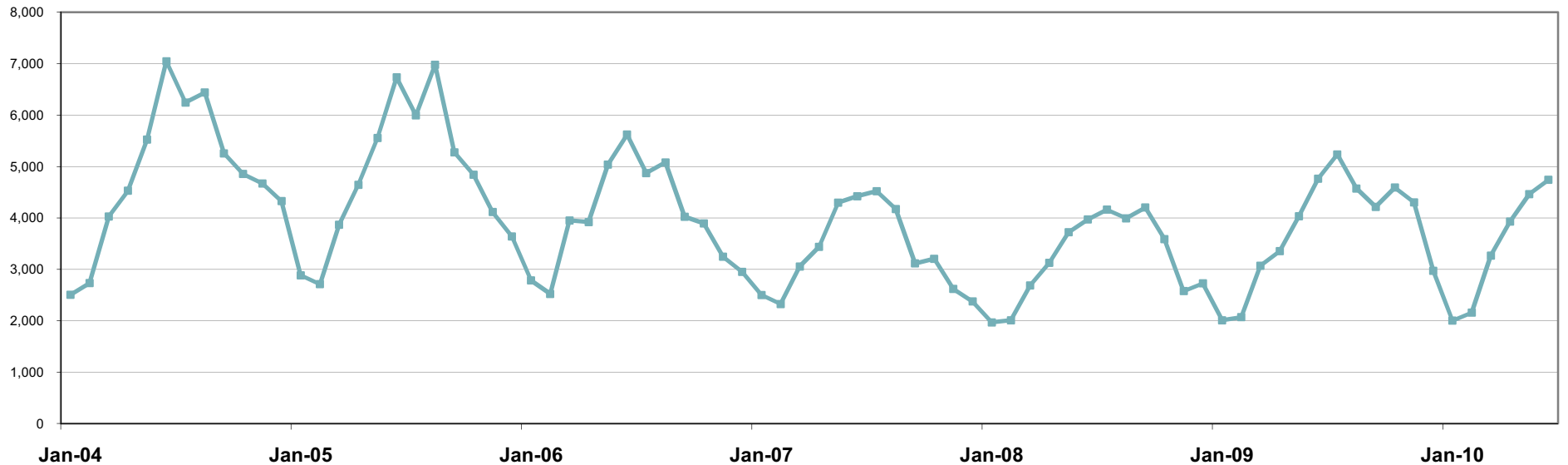


## June

## Year to Date



## Historical Closed Sales

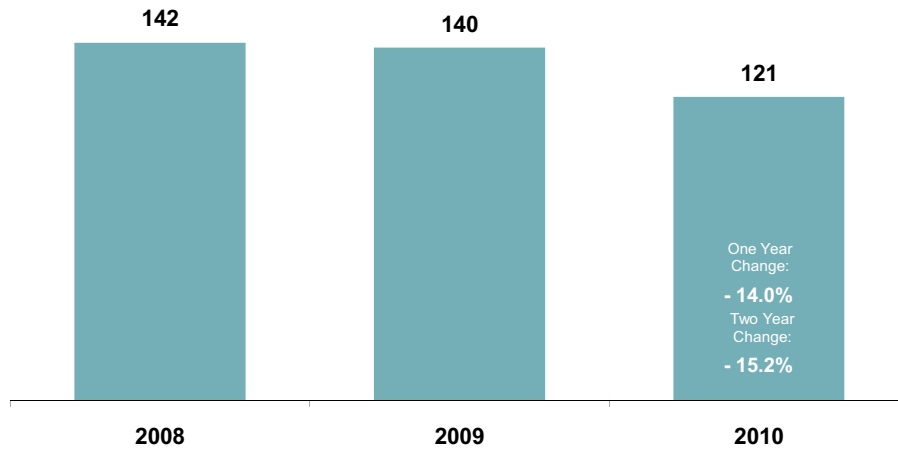


# Days on Market Until Sale

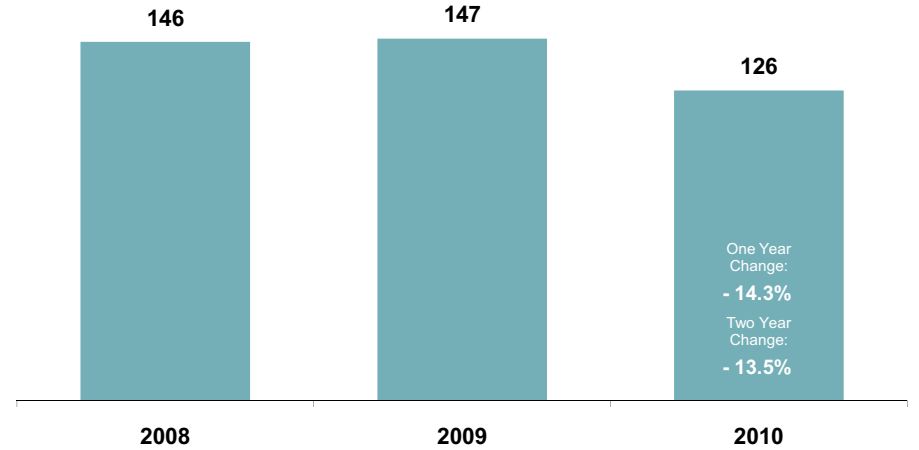
A Monthly Indicator from the Saint Paul Association of REALTORS®



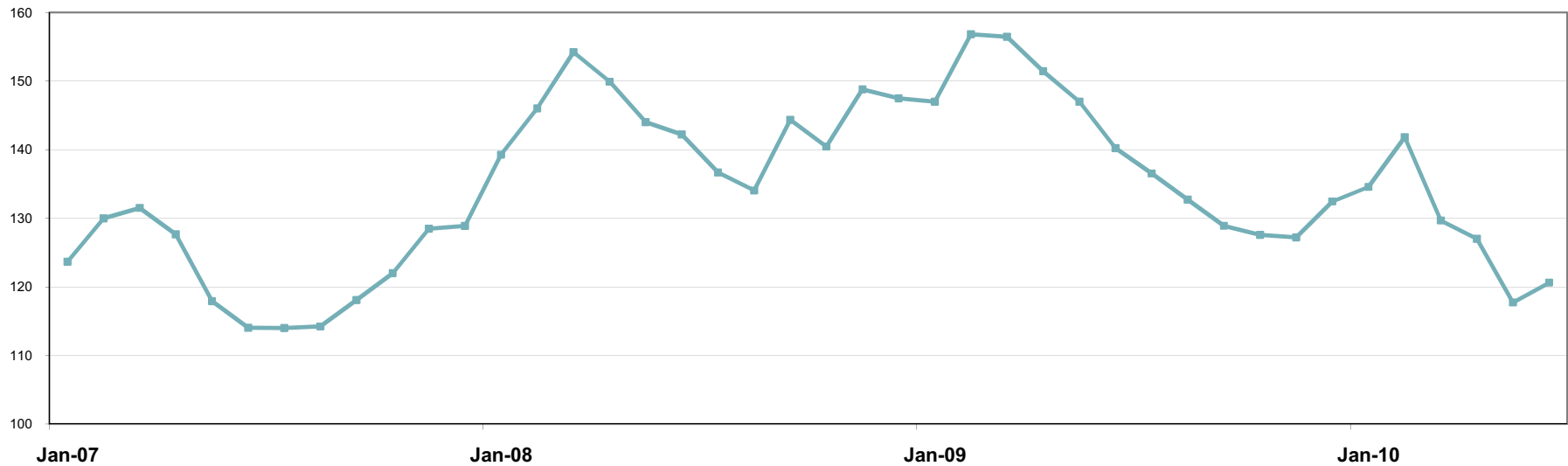
## June



## Year to Date



## Historical Days on Market Until Sale



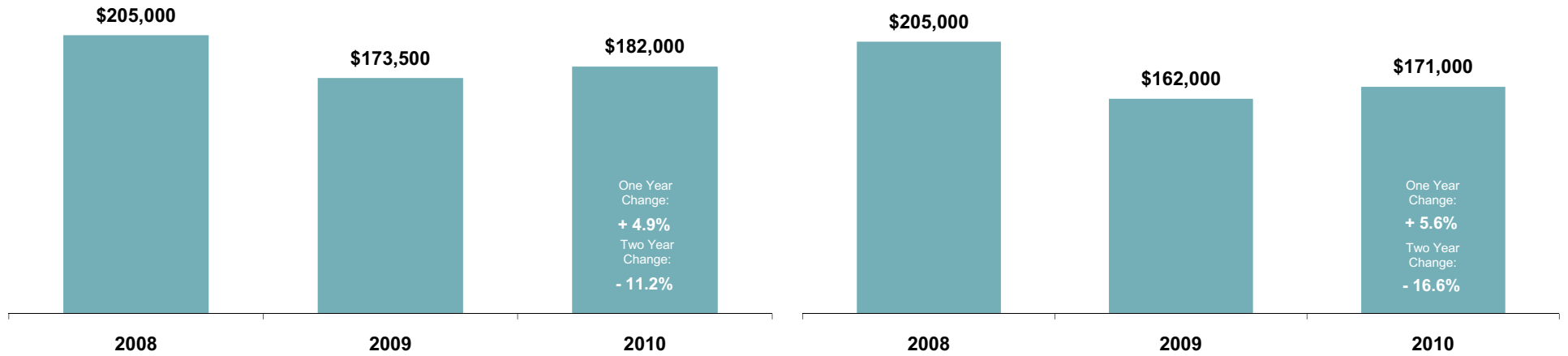
# Median Sales Price

A Monthly Indicator from the Saint Paul Association of REALTORS®

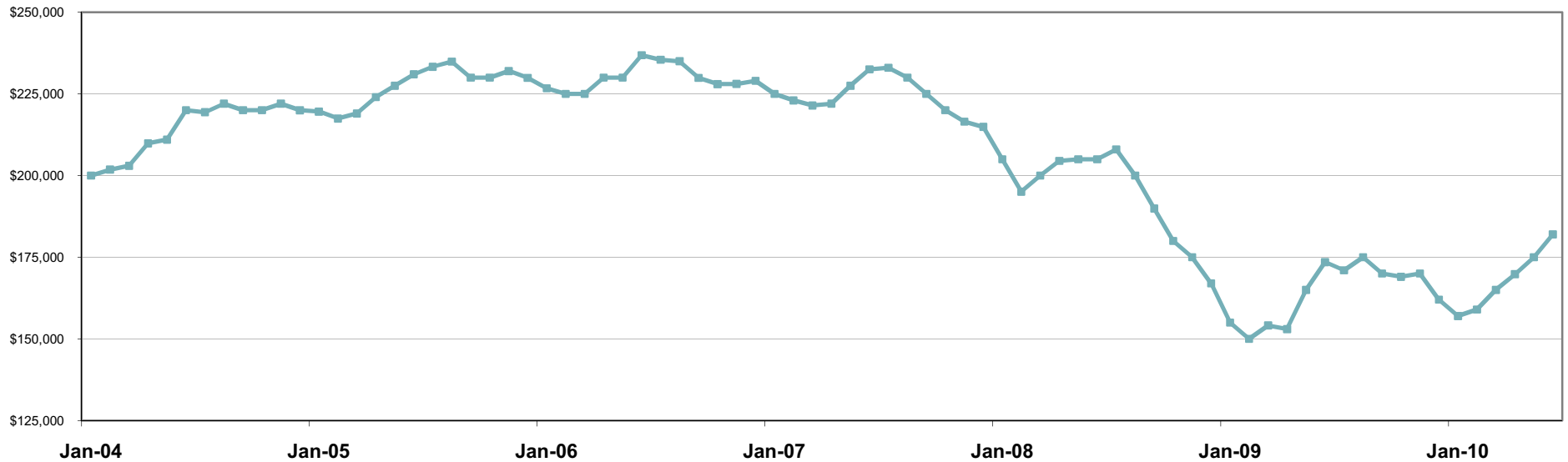


## June

## Year to Date



## Historical Median Sales Price



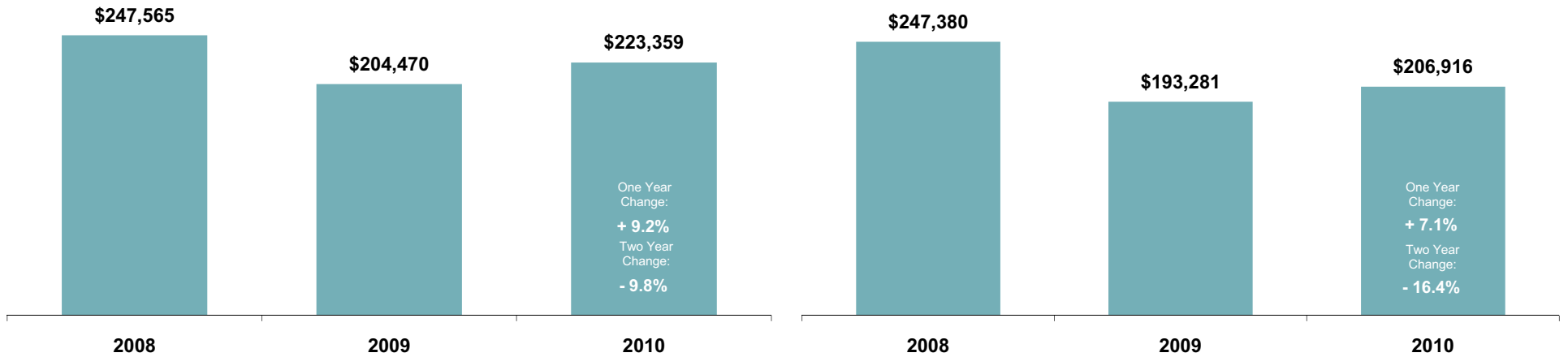
# Average Sales Price

A Monthly Indicator from the Saint Paul Association of REALTORS®

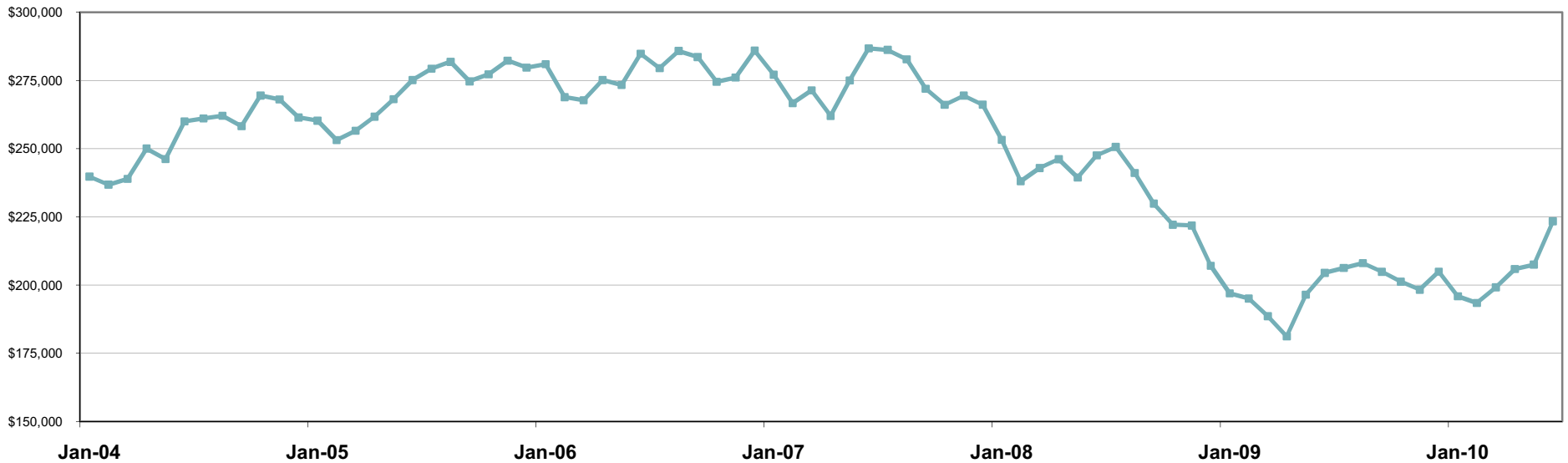


## June

## Year to Date



## Historical Average Sales Price



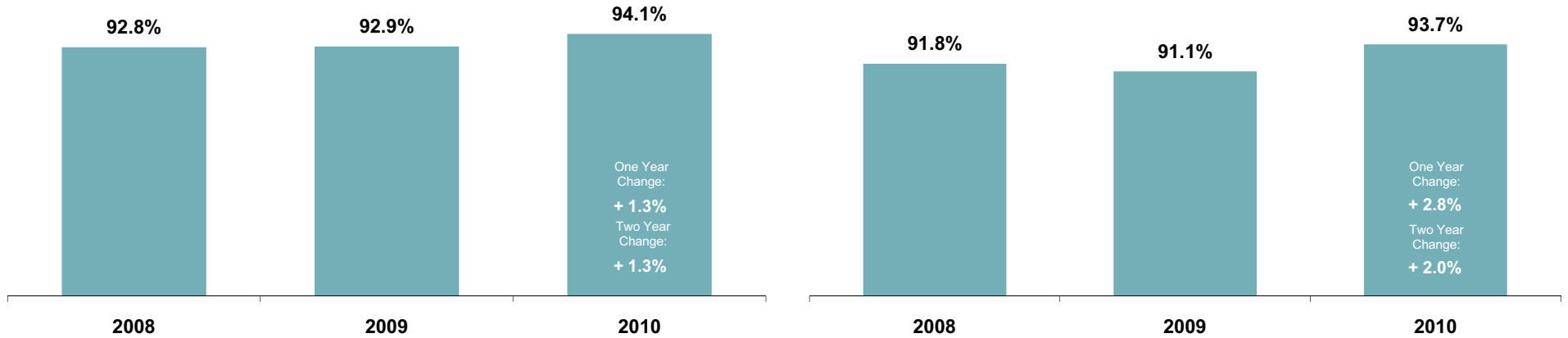
# Percent of Original List Price Received at Sale

A Monthly Indicator from the Saint Paul Association of REALTORS®

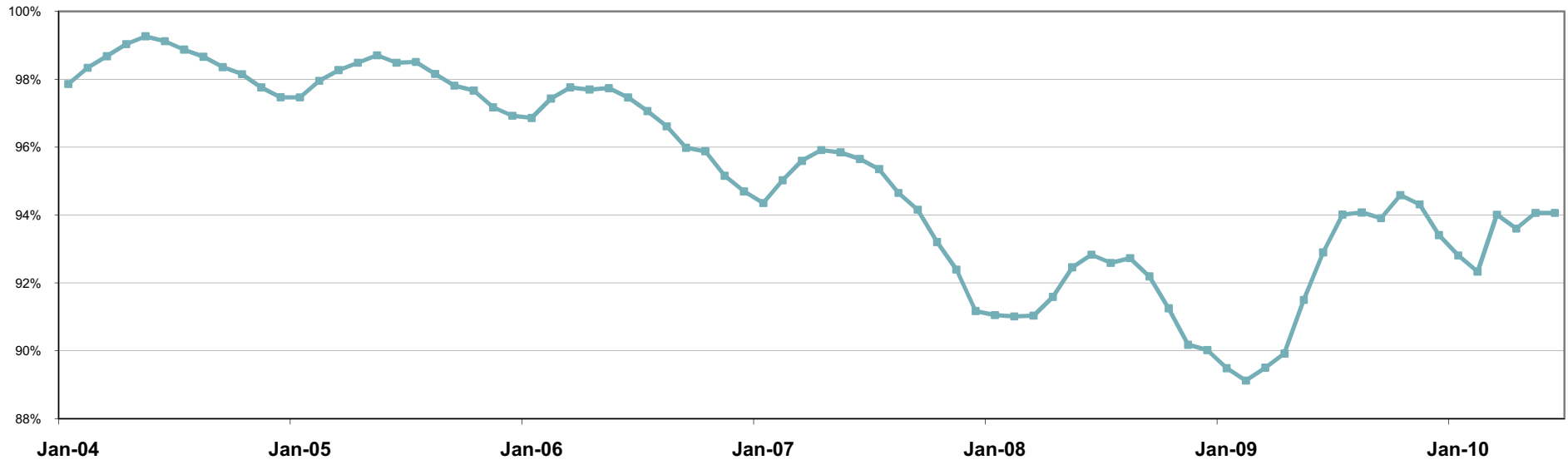


## June

## Year to Date



## Historical Percent of Original List Price Received



# Housing Affordability Index

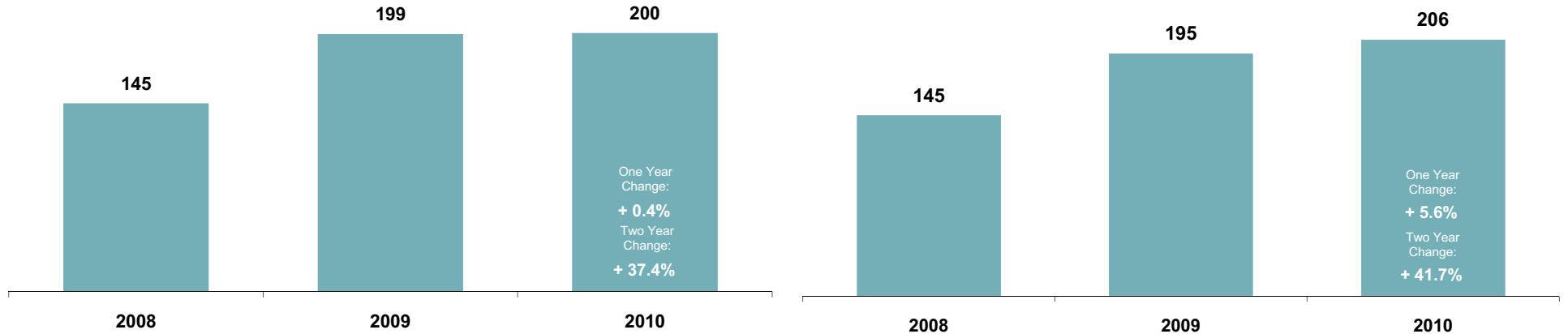
A Monthly Indicator from the **Saint Paul Association of REALTORS®**



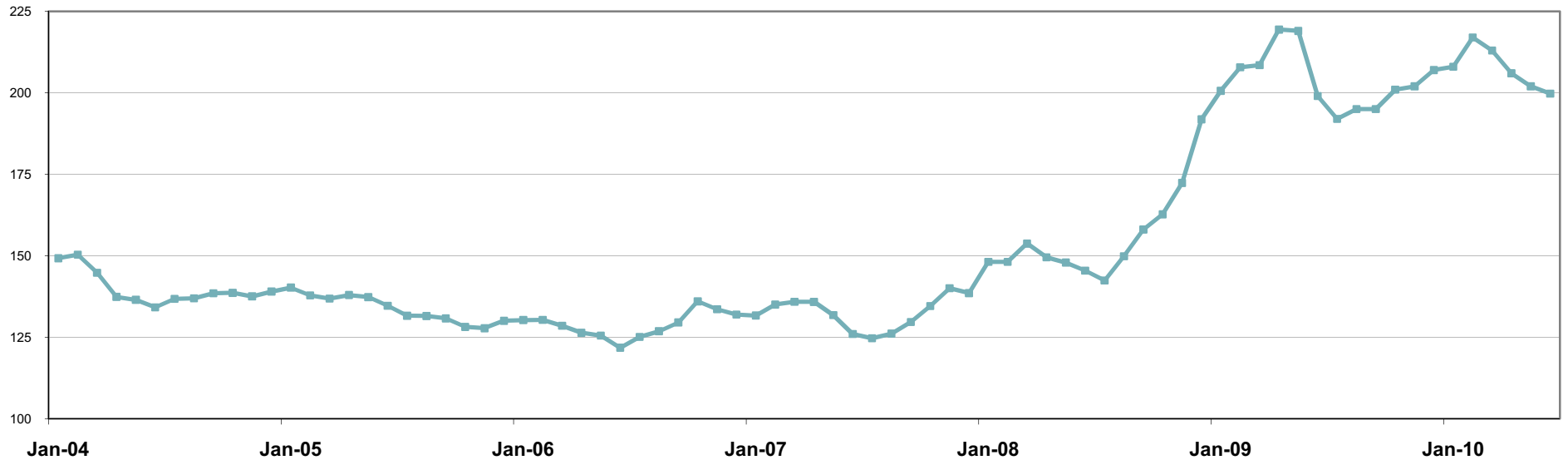
## June

## 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

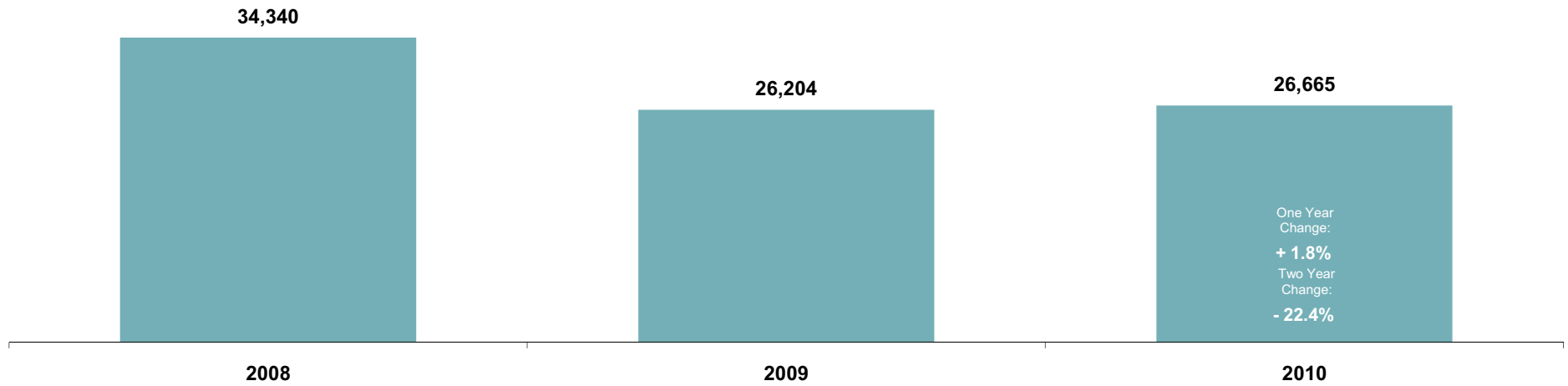


# Inventory of Homes Available

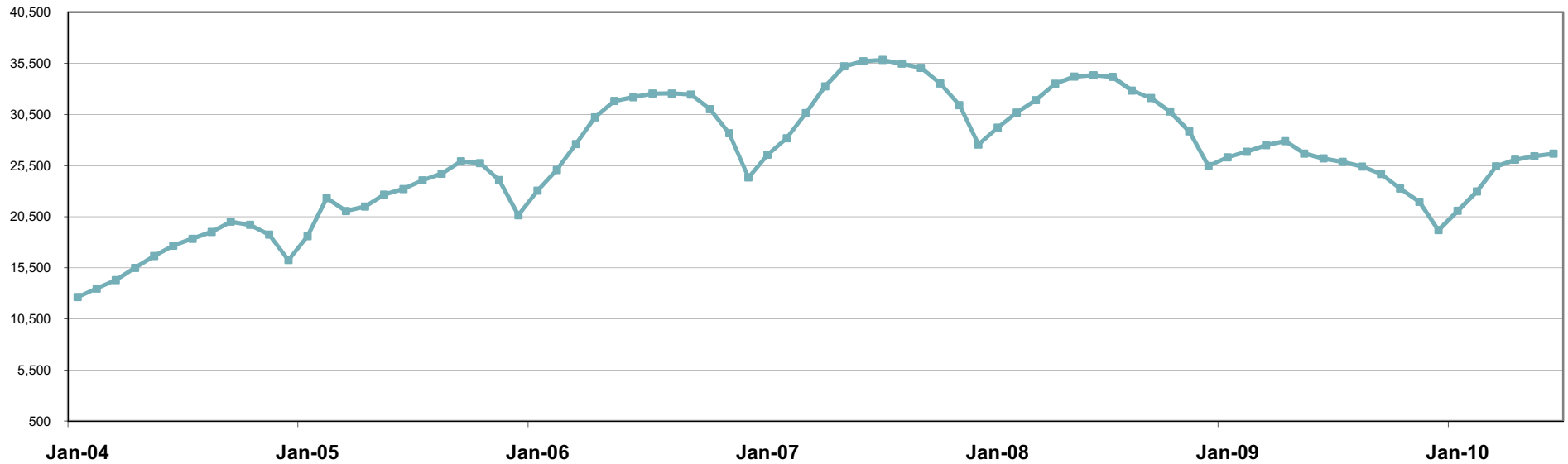
A Monthly Indicator from the Saint Paul Association of REALTORS®



June



## Historical Inventory of Homes Available

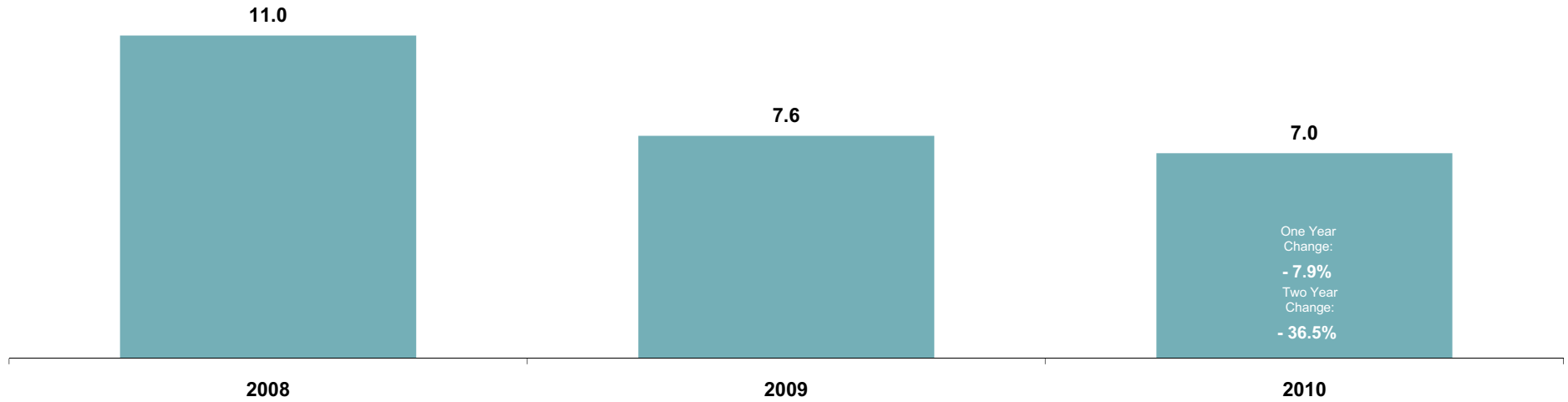


# Months Supply of Inventory

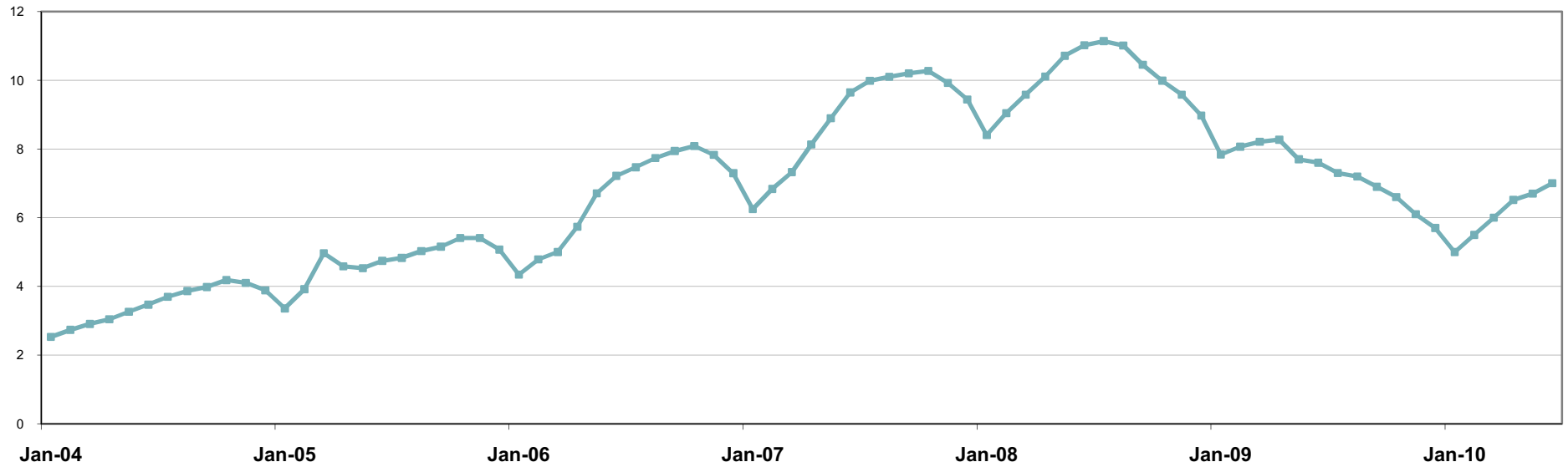
A Monthly Indicator from the Saint Paul Association of REALTORS®



June



## 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	+/-
<b>New Listings</b>	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%
	<b>Jun 2010</b>		<b>7,278</b>	<b>8,310</b>	<b>- 12.4%</b>	<b>47,105</b>	<b>46,123</b>	<b>+ 2.1%</b>
<b>Pending Sales</b>	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%
	<b>Jun 2010</b>		<b>3,465</b>	<b>5,812</b>	<b>- 40.4%</b>	<b>24,470</b>	<b>26,754</b>	<b>- 8.5%</b>
<b>Closed Sales</b>	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%
	<b>Jun 2010</b>		<b>4,742</b>	<b>4,764</b>	<b>- 0.5%</b>	<b>20,559</b>	<b>19,298</b>	<b>+ 6.5%</b>
<b>Days on Market Until Sale</b>	Apr 2010		127	151	- 16.1%	132	153	- 13.9%
	May 2010		118	147	- 19.9%	128	150	- 14.5%
	<b>Jun 2010</b>		<b>121</b>	<b>140</b>	<b>- 14.0%</b>	<b>126</b>	<b>147</b>	<b>- 14.3%</b>
<b>Median Sales Price</b>	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%
	<b>Jun 2010</b>		<b>\$182,000</b>	<b>\$173,500</b>	<b>+ 4.9%</b>	<b>\$171,000</b>	<b>\$162,000</b>	<b>+ 5.6%</b>
<b>Average Sales Price</b>	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%
	<b>Jun 2010</b>		<b>\$223,359</b>	<b>\$204,470</b>	<b>+ 9.2%</b>	<b>\$206,916</b>	<b>\$193,281</b>	<b>+ 7.1%</b>
<b>Percent of Original List Price Received At Sale</b>	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%
	<b>Jun 2010</b>		<b>94.1%</b>	<b>92.9%</b>	<b>+ 1.3%</b>	<b>93.7%</b>	<b>91.1%</b>	<b>+ 2.8%</b>
<b>Housing Affordability Index</b>	Apr 2010		206	219	- 6.1%	205	217	- 5.6%
	May 2010		202	219	- 7.8%	206	194	+ 6.2%
	<b>Jun 2010</b>		<b>200</b>	<b>199</b>	<b>+ 0.4%</b>	<b>206</b>	<b>195</b>	<b>+ 5.6%</b>
<b>Total Active Listings Available at Month End</b>	Apr 2010		26,071	27,900	- 6.6%			
	May 2010		26,412	26,674	- 1.0%	--	--	--
	<b>Jun 2010</b>		<b>26,665</b>	<b>26,204</b>	<b>+ 1.8%</b>			
<b>Months Supply of Inventory</b>	Apr 2010		6.5	8.3	- 21.2%			
	May 2010		6.7	7.7	- 13.0%	--	--	--
	<b>Jun 2010</b>		<b>7.0</b>	<b>7.6</b>	<b>- 7.9%</b>			

# Areas Overview -- Year to Date

From the Saint Paul Association of REALTORS®



	New Listings			Closed Sales			Inventory			Months Supply			Median Sales Price		
	6-2009	6-2010	+/-	6-2009	6-2010	+/-	6-2009	6-2010	+/-	6-2009	6-2010	+/-	6-2009	6-2010	+/-
<b>Apple Valley</b>	710	732	<b>3.1%</b>	336	347	<b>3.3%</b>	526	510	<b>-3.0%</b>	9.3	7.7	<b>-16.5%</b>	\$175,000	\$184,900	<b>5.7%</b>
<b>Burnsville</b>	760	745	<b>-2.0%</b>	305	328	<b>7.5%</b>	477	478	<b>0.2%</b>	8.8	8.2	<b>-6.8%</b>	\$172,300	\$177,500	<b>3.0%</b>
<b>Cottage Grove</b>	408	412	<b>1.0%</b>	208	236	<b>13.5%</b>	347	333	<b>-4.0%</b>	9.4	8.0	<b>-15.0%</b>	\$177,450	\$189,250	<b>6.6%</b>
<b>Eagan</b>	717	790	<b>10.2%</b>	311	346	<b>11.3%</b>	500	501	<b>0.2%</b>	9.5	7.7	<b>-18.4%</b>	\$182,250	\$188,000	<b>3.2%</b>
<b>Farmington</b>	450	439	<b>-2.4%</b>	199	190	<b>-4.5%</b>	403	392	<b>-2.7%</b>	12.0	10.9	<b>-9.0%</b>	\$180,000	\$183,950	<b>2.2%</b>
<b>Forest Lake</b>	327	344	<b>5.2%</b>	116	122	<b>5.2%</b>	302	299	<b>-1.0%</b>	15.2	12.8	<b>-16.1%</b>	\$135,000	\$137,750	<b>2.0%</b>
<b>Hastings</b>	325	304	<b>-6.5%</b>	136	137	<b>0.7%</b>	300	275	<b>-8.3%</b>	14.0	11.1	<b>-20.4%</b>	\$147,000	\$156,750	<b>6.6%</b>
<b>Hudson</b>	287	330	<b>15.0%</b>	115	137	<b>19.1%</b>	310	340	<b>9.7%</b>	14.5	15.8	<b>8.4%</b>	\$188,498	\$202,000	<b>7.2%</b>
<b>Hugo</b>	315	300	<b>-4.8%</b>	108	149	<b>38.0%</b>	244	225	<b>-7.8%</b>	14.0	8.6	<b>-38.6%</b>	\$167,000	\$158,338	<b>-5.2%</b>
<b>Inver Grove Heights</b>	326	328	<b>0.6%</b>	130	143	<b>10.0%</b>	318	275	<b>-13.5%</b>	13.5	10.6	<b>-21.3%</b>	\$163,500	\$171,750	<b>5.0%</b>
<b>Lakeville</b>	807	839	<b>4.0%</b>	311	383	<b>23.2%</b>	637	626	<b>-1.7%</b>	11.5	9.8	<b>-15.3%</b>	\$222,500	\$234,950	<b>5.6%</b>
<b>Maplewood</b>	450	472	<b>4.9%</b>	184	204	<b>10.9%</b>	315	317	<b>0.6%</b>	9.6	8.1	<b>-16.1%</b>	\$159,000	\$164,900	<b>3.7%</b>
<b>Oakdale</b>	352	343	<b>-2.6%</b>	159	183	<b>15.1%</b>	254	246	<b>-3.1%</b>	9.7	7.2	<b>-26.0%</b>	\$159,250	\$159,000	<b>-0.2%</b>
<b>Rosemount</b>	362	384	<b>6.1%</b>	153	146	<b>-4.6%</b>	298	328	<b>10.1%</b>	11.0	11.7	<b>6.1%</b>	\$193,000	\$200,000	<b>3.6%</b>
<b>Roseville</b>	255	321	<b>25.9%</b>	115	152	<b>32.2%</b>	179	223	<b>24.6%</b>	8.0	8.2	<b>2.1%</b>	\$186,450	\$204,900	<b>9.9%</b>
<b>Shoreview</b>	318	313	<b>-1.6%</b>	122	163	<b>33.6%</b>	216	194	<b>-10.2%</b>	10.1	6.6	<b>-34.2%</b>	\$191,000	\$200,450	<b>4.9%</b>
<b>St Paul</b>	3,409	3,399	<b>-0.3%</b>	1,777	1,660	<b>-6.6%</b>	2,070	1,997	<b>-3.5%</b>	7.2	6.3	<b>-12.8%</b>	\$106,000	\$129,000	<b>21.7%</b>
<b>Stillwater</b>	359	383	<b>6.7%</b>	124	157	<b>26.6%</b>	298	294	<b>-1.3%</b>	13.3	11.2	<b>-15.7%</b>	\$227,000	\$228,750	<b>0.8%</b>
<b>White Bear Lake</b>	305	292	<b>-4.3%</b>	108	126	<b>16.7%</b>	239	212	<b>-11.3%</b>	11.4	7.7	<b>-32.3%</b>	\$157,650	\$177,900	<b>12.8%</b>
<b>Woodbury</b>	1,080	985	<b>-8.8%</b>	400	464	<b>16.0%</b>	756	674	<b>-10.8%</b>	10.3	7.6	<b>-26.4%</b>	\$250,000	\$229,391	<b>-8.2%</b>

# Explanation of Methodology



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

<b>New Listings</b>	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.
<b>Pending Sales</b>	A count of the properties that have offers accepted on them in a given month, regardless of whether or not the sale closes.
<b>Closed Sales</b>	A count of the properties have had a closed sales in a given month.
<b>Days on Market Until Sale</b>	The average number of days between when a property is first listed and when it is pended.
<b>Median Sales Price</b>	The median sales price for all closed sales in a given month, sold properties only.
<b>Average Sales Price</b>	The average sales price for all closed sales in a given month, sold properties only.
<b>Percent of Original List Price Received At Sale</b>	The average percentage found when dividing a property's sales price by the original list price, sold properties only.
<b>Housing Affordability Index</b>	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.
<b>Total Active Listings Available At Month End</b>	The number of properties available for sale in active status at the end of the month.
<b>Months Supply of Inventory</b>	Compares the number of active listings available to the average monthly pending sales for the last twelve months.