

Monthly Indicators



October 2013

Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

[Click on desired metric to jump to that page.](#)

Activity Snapshot

- 11.8% **+ 5.9%** **- 1.8%**

One-Year Change in One-Year Change in One-Year Change in
Closed Sales Median Sales Price Homes for Sale

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



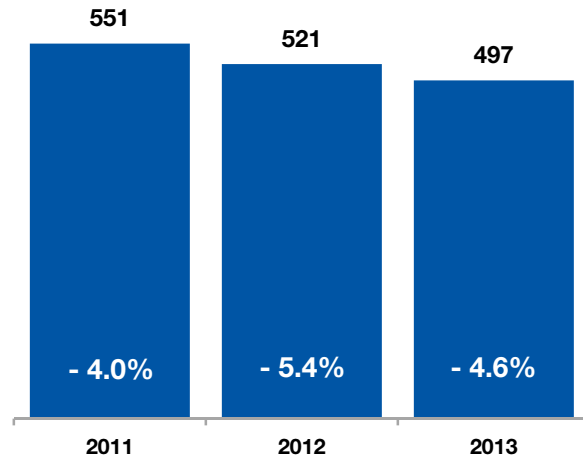
Key Metrics	Historical Sparkbars	10-2012	10-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		521	497	- 4.6%	7,591	7,201	- 5.1%
Pending Sales		385	344	- 10.6%	3,812	3,881	+ 1.8%
Closed Sales		424	374	- 11.8%	3,647	3,715	+ 1.9%
Days on Market		125	129	+ 3.2%	130	121	- 6.9%
Median Sales Price		\$140,000	\$148,200	+ 5.9%	\$132,000	\$141,000	+ 6.8%
Average Sales Price		\$182,749	\$186,506	+ 2.1%	\$163,504	\$174,246	+ 6.6%
Pct. of Orig. Price Received		89.7%	89.4%	- 0.3%	89.6%	90.9%	+ 1.5%
Affordability Index		183	164	- 10.4%	192	171	- 10.9%
Homes for Sale		3,647	3,582	- 1.8%	--	--	--
Months Supply		10.1	9.7	- 4.0%	--	--	--

New Listings

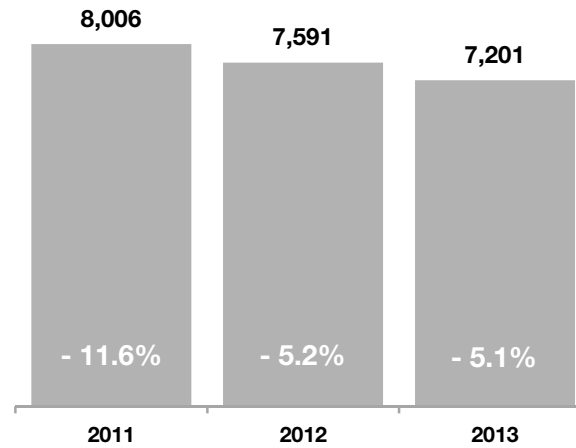
A count of the properties that have been newly listed on the market in a given month.



October

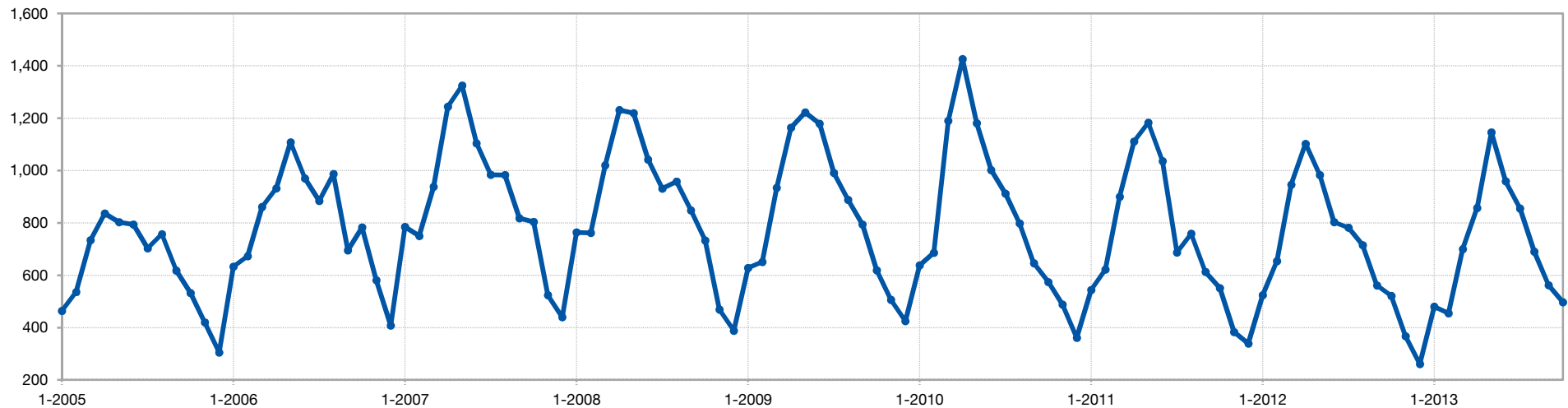


Year to Date



	New Listings	Prior Year	Percent Change
November 2012	367	383	-4.2%
December 2012	261	339	-23.0%
January 2013	480	524	-8.4%
February 2013	455	654	-30.4%
March 2013	700	946	-26.0%
April 2013	857	1,102	-22.2%
May 2013	1,146	983	+16.6%
June 2013	959	803	+19.4%
July 2013	855	782	+9.3%
August 2013	690	715	-3.5%
September 2013	562	561	+0.2%
October 2013	497	521	-4.6%
12-Month Avg	652	693	-5.9%

Historical New Listings by Month

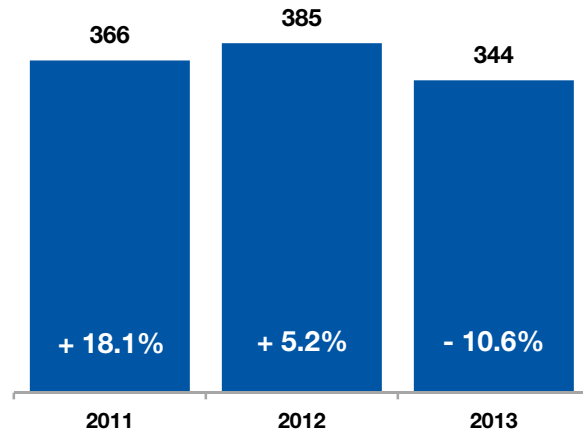


Pending Sales

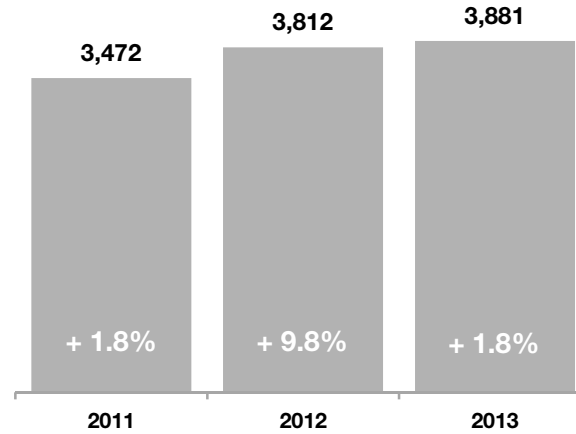
A count of the properties on which offers have been accepted in a given month.



October

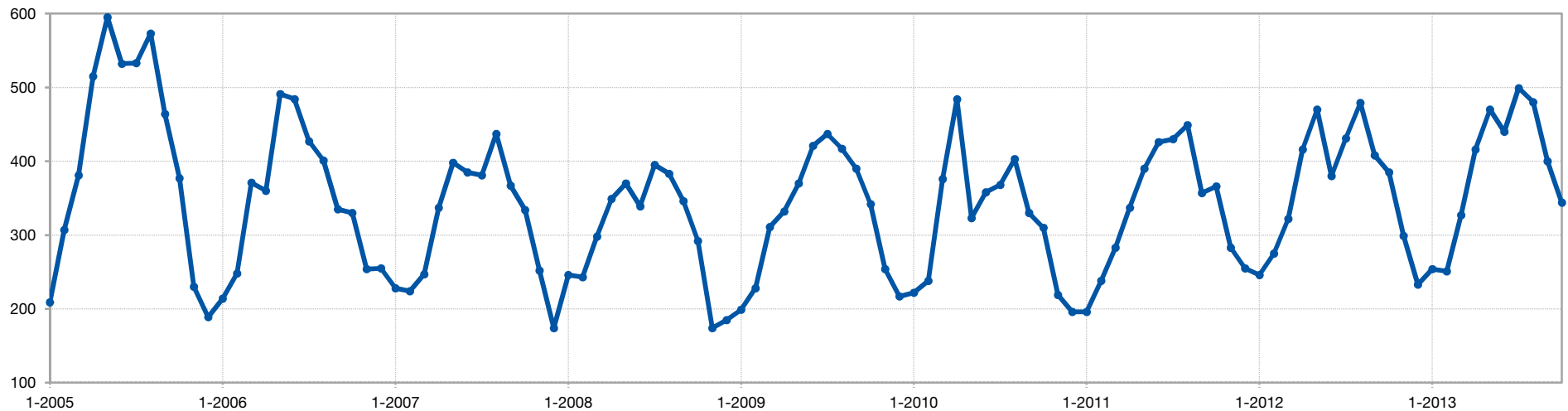


Year to Date



	Pending Sales	Prior Year	Percent Change
November 2012	299	283	+5.7%
December 2012	233	255	-8.6%
January 2013	254	246	+3.3%
February 2013	251	275	-8.7%
March 2013	327	322	+1.6%
April 2013	416	416	0.0%
May 2013	470	470	0.0%
June 2013	440	380	+15.8%
July 2013	499	431	+15.8%
August 2013	480	479	+0.2%
September 2013	400	408	-2.0%
October 2013	344	385	-10.6%
12-Month Avg	368	363	+1.4%

Historical Pending Sales by Month

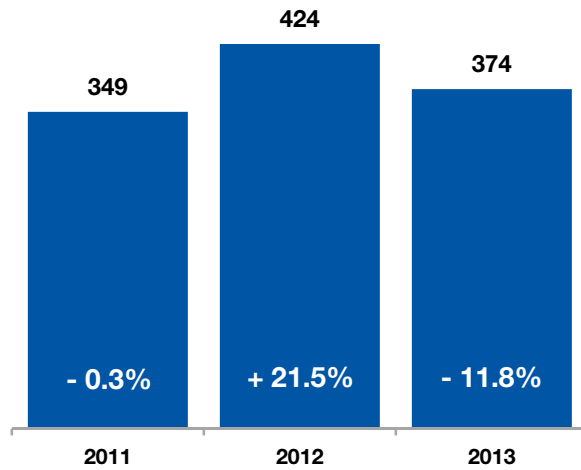


Closed Sales

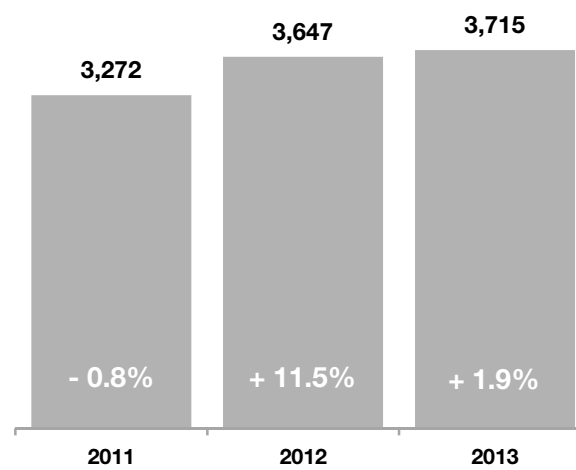
A count of the actual sales that closed in a given month.



October

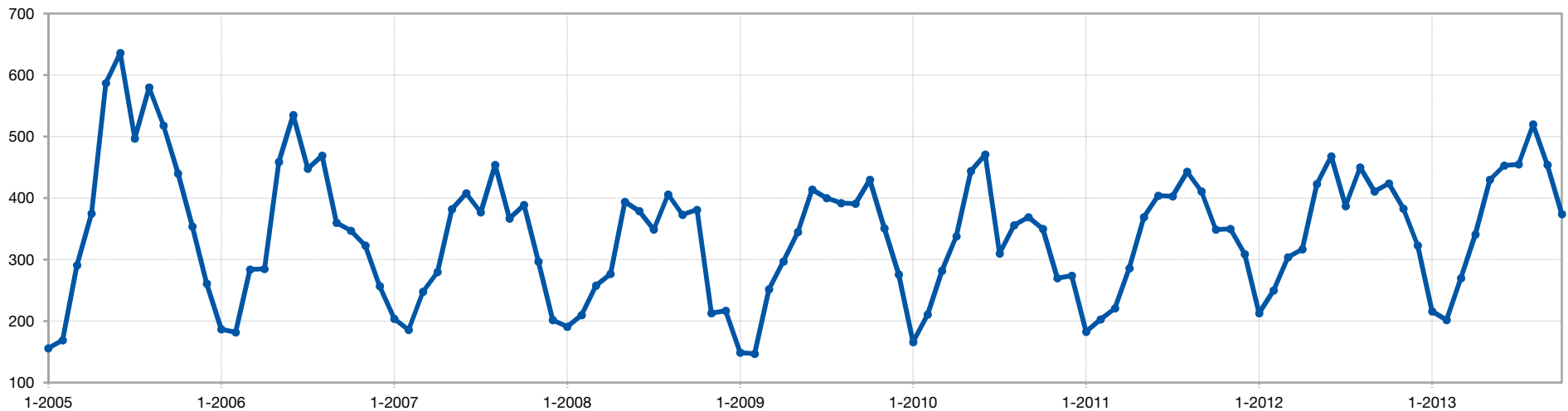


Year to Date



	Closed Sales	Prior Year	Percent Change
November 2012	383	350	+9.4%
December 2012	323	309	+4.5%
January 2013	216	213	+1.4%
February 2013	202	250	-19.2%
March 2013	270	304	-11.2%
April 2013	341	317	+7.6%
May 2013	430	423	+1.7%
June 2013	453	468	-3.2%
July 2013	455	387	+17.6%
August 2013	520	450	+15.6%
September 2013	454	411	+10.5%
October 2013	374	424	-11.8%
12-Month Avg	368	359	+2.5%

Historical Closed Sales by Month

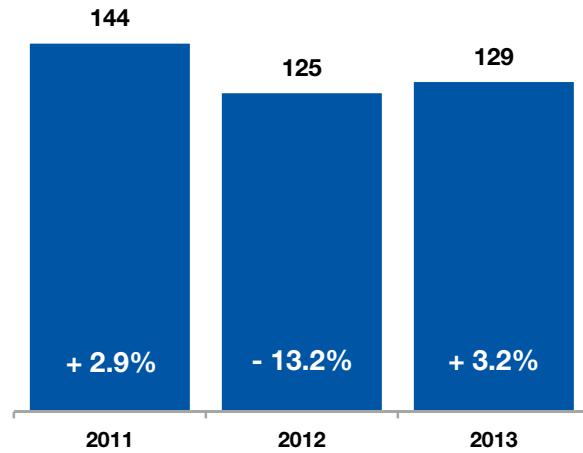


Days on Market Until Sale

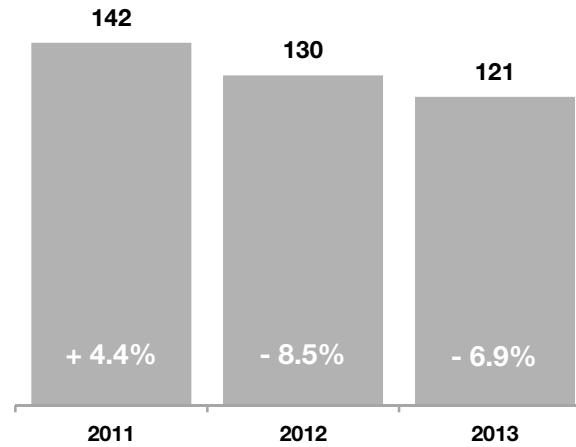
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

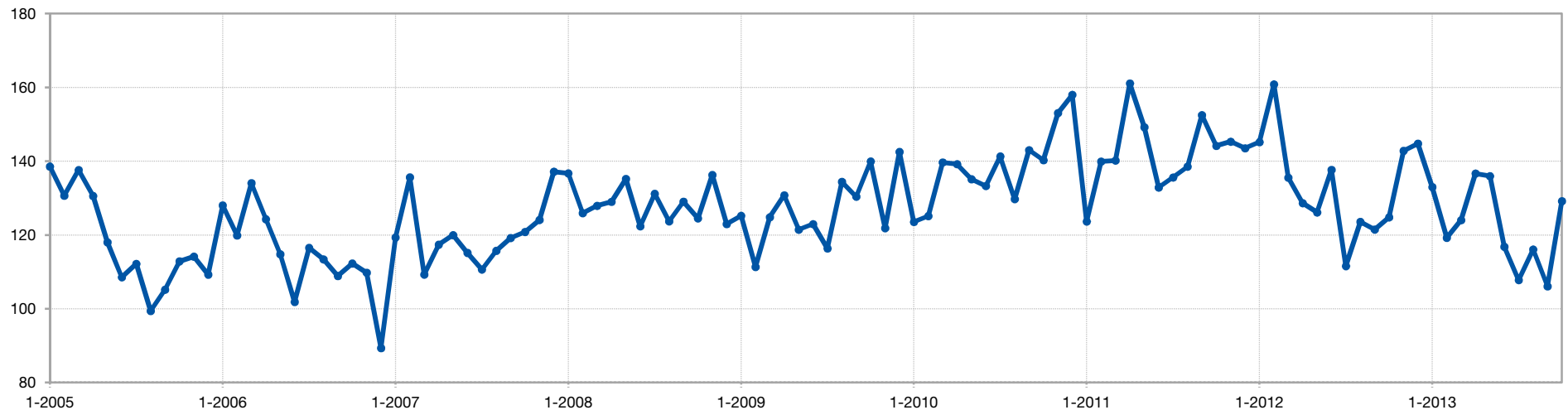


Year to Date



Month	Days on Market	Prior Year	Percent Change
November 2012	143	145	-1.4%
December 2012	145	143	+1.4%
January 2013	133	145	-8.3%
February 2013	119	161	-26.1%
March 2013	124	136	-8.8%
April 2013	137	129	+6.2%
May 2013	136	126	+7.9%
June 2013	117	138	-15.2%
July 2013	108	112	-3.6%
August 2013	116	124	-6.5%
September 2013	106	121	-12.4%
October 2013	129	125	+3.2%
12-Month Avg	126	134	-6.0%

Historical Days on Market Until Sale by Month

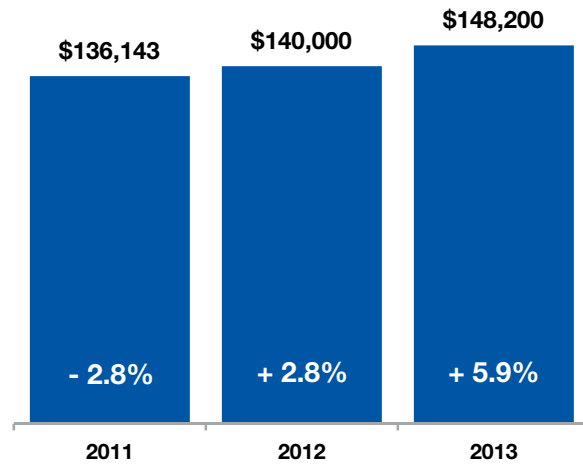


Median Sales Price

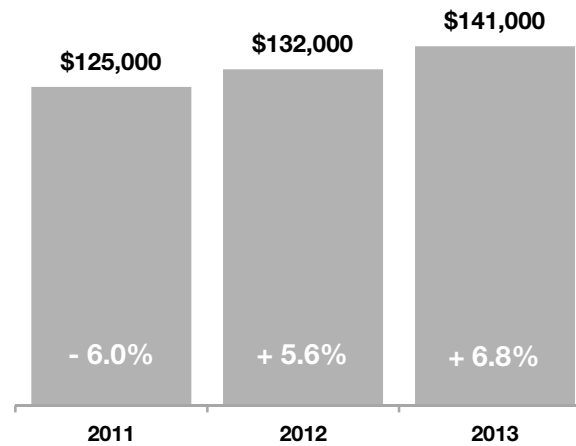
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October

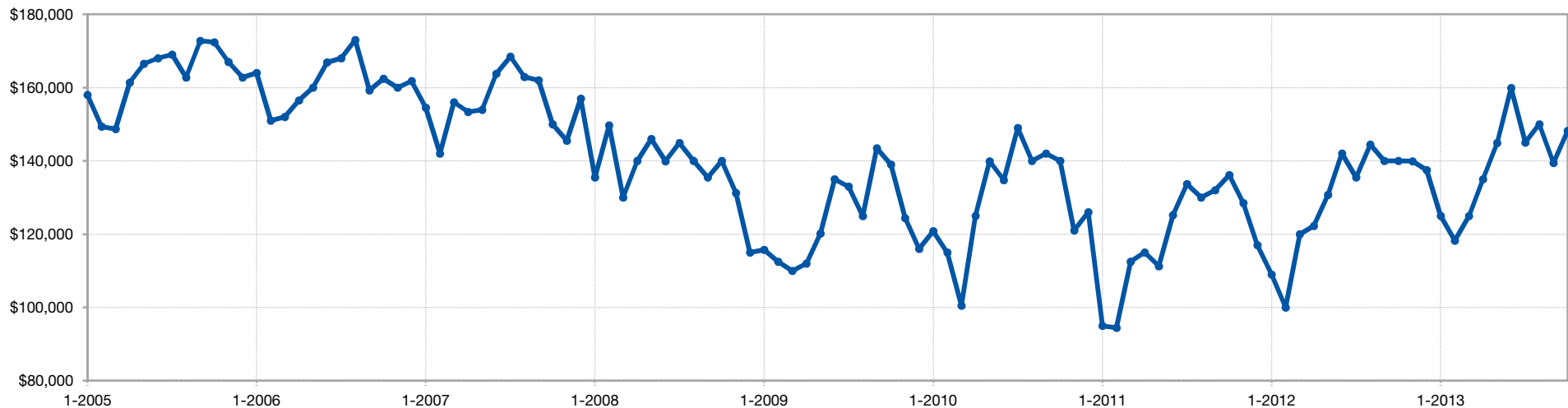


Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2012	\$139,900	\$128,500	+8.9%
December 2012	\$137,500	\$117,000	+17.5%
January 2013	\$125,000	\$109,000	+14.7%
February 2013	\$118,250	\$100,000	+18.3%
March 2013	\$124,950	\$120,000	+4.1%
April 2013	\$135,000	\$122,250	+10.4%
May 2013	\$144,900	\$130,750	+10.8%
June 2013	\$159,900	\$142,013	+12.6%
July 2013	\$145,000	\$135,500	+7.0%
August 2013	\$150,000	\$144,450	+3.8%
September 2013	\$139,450	\$140,000	-0.4%
October 2013	\$148,200	\$140,000	+5.9%
12-Month Avg	\$139,004	\$127,455	+9.1%

Historical Median Sales Price by Month

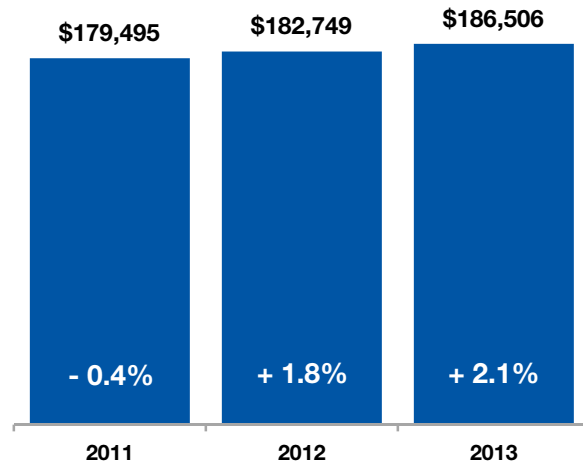


Average Sales Price

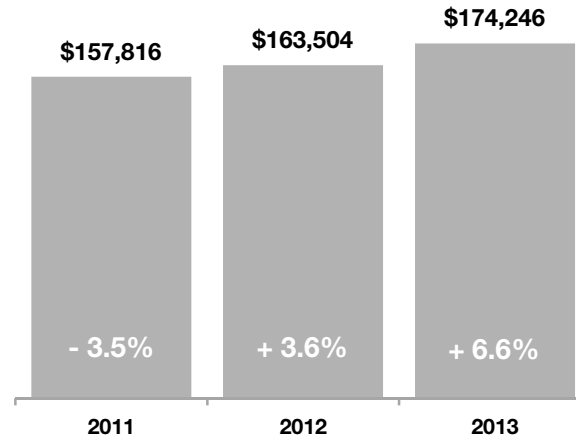
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year to Date



	Average Sales Price	Prior Year	Percent Change
November 2012	\$181,174	\$153,176	+18.3%
December 2012	\$168,615	\$142,785	+18.1%
January 2013	\$141,772	\$148,491	-4.5%
February 2013	\$152,615	\$134,673	+13.3%
March 2013	\$157,288	\$146,243	+7.6%
April 2013	\$156,018	\$143,452	+8.8%
May 2013	\$169,700	\$167,488	+1.3%
June 2013	\$190,635	\$171,970	+10.9%
July 2013	\$190,213	\$164,586	+15.6%
August 2013	\$190,573	\$176,630	+7.9%
September 2013	\$166,040	\$166,946	-0.5%
October 2013	\$186,506	\$182,749	+2.1%
12-Month Avg	\$170,929	\$158,266	+8.0%

Historical Average Sales Price by Month

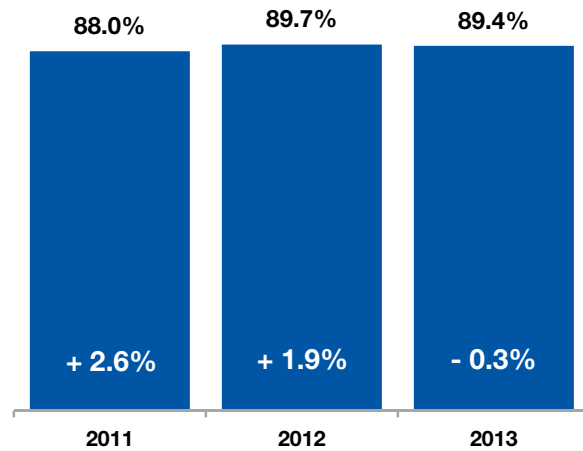


Percent of Original List Price Received

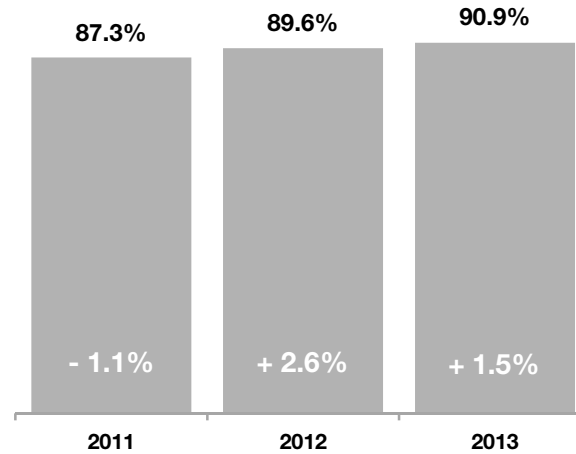
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

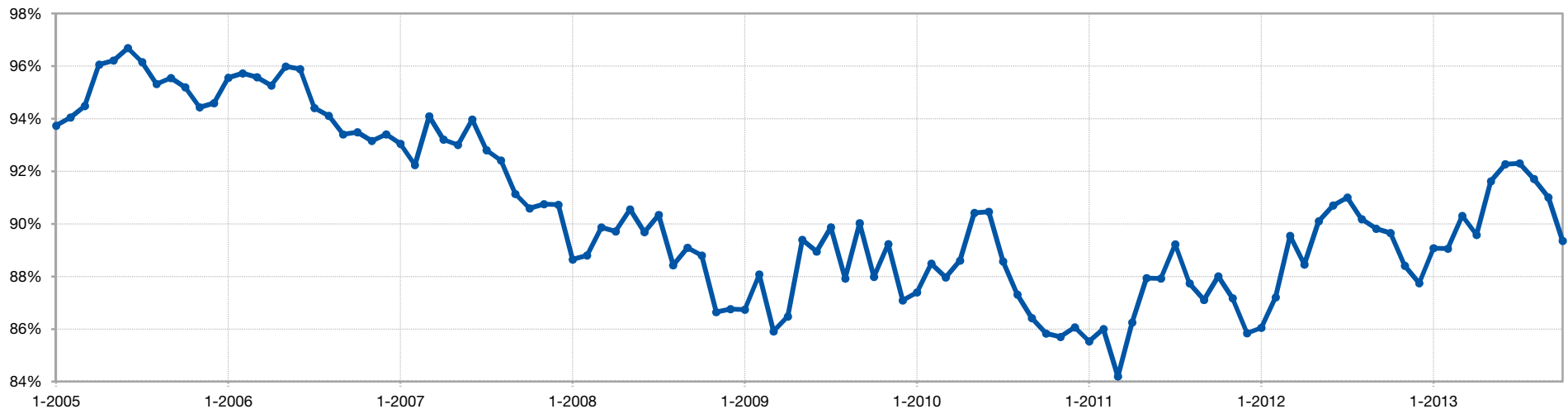


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2012	88.4%	87.2%	+1.4%
December 2012	87.7%	85.8%	+2.2%
January 2013	89.1%	86.1%	+3.5%
February 2013	89.1%	87.2%	+2.2%
March 2013	90.3%	89.5%	+0.9%
April 2013	89.6%	88.5%	+1.2%
May 2013	91.6%	90.1%	+1.7%
June 2013	92.3%	90.7%	+1.8%
July 2013	92.3%	91.0%	+1.4%
August 2013	91.7%	90.2%	+1.7%
September 2013	91.0%	89.8%	+1.3%
October 2013	89.4%	89.7%	-0.3%
12-Month Avg	90.2%	88.8%	+1.6%

Historical Percent of Original List Price Received by Month

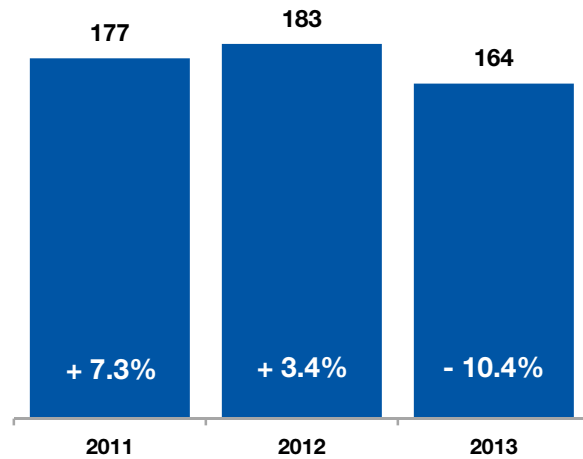


Housing Affordability Index

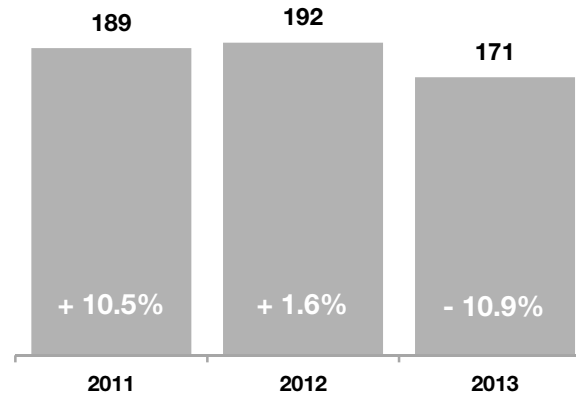


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October



Year to Date



	Affordability Index	Prior Year	Percent Change
November 2012	184	186	-1.1%
December 2012	188	200	-6.0%
January 2013	203	211	-3.8%
February 2013	208	225	-7.6%
March 2013	199	196	+1.5%
April 2013	190	196	-3.1%
May 2013	175	189	-7.4%
June 2013	153	178	-14.0%
July 2013	167	187	-10.7%
August 2013	160	177	-9.6%
September 2013	172	184	-6.5%
October 2013	164	183	-10.4%
12-Month Avg	180	193	-6.7%

Historical Housing Affordability Index by Month

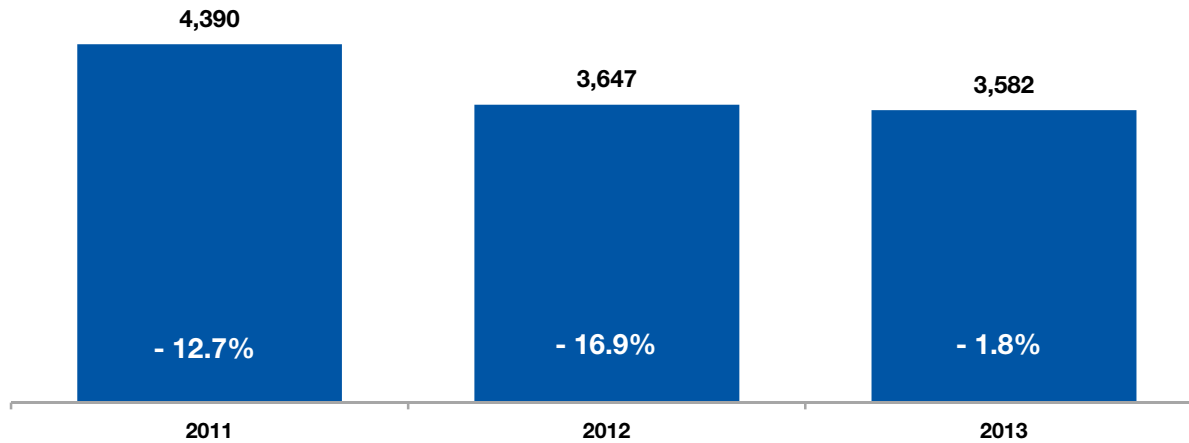


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

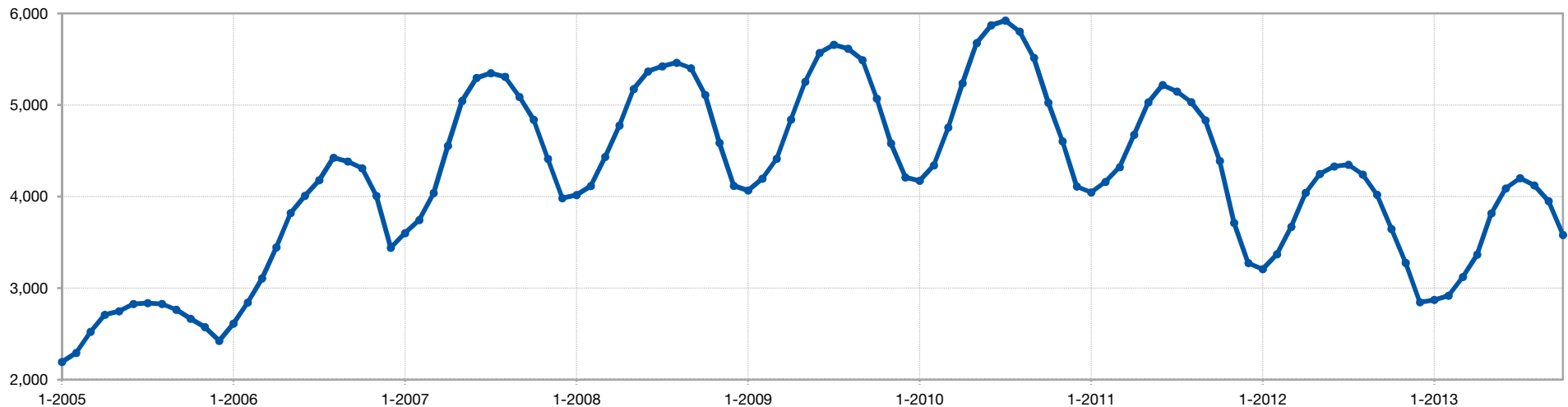


October



	Homes for Sale	Prior Year	Percent Change
November 2012	3,277	3,713	-11.7%
December 2012	2,847	3,275	-13.1%
January 2013	2,873	3,209	-10.5%
February 2013	2,919	3,371	-13.4%
March 2013	3,123	3,671	-14.9%
April 2013	3,367	4,042	-16.7%
May 2013	3,818	4,248	-10.1%
June 2013	4,089	4,330	-5.6%
July 2013	4,202	4,348	-3.4%
August 2013	4,123	4,241	-2.8%
September 2013	3,951	4,021	-1.7%
October 2013	3,582	3,647	-1.8%
12-Month Avg	3,514	3,843	-8.6%

Historical Inventory of Homes for Sale by Month

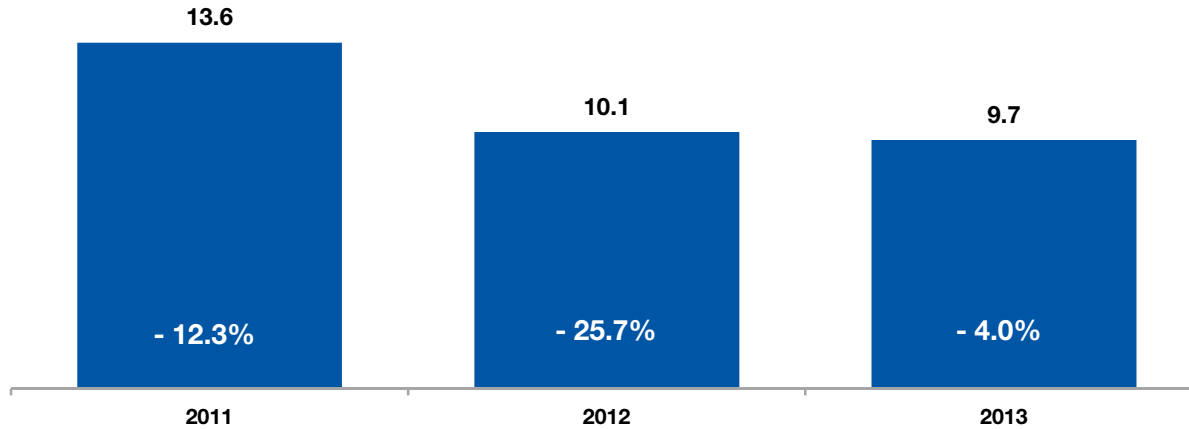


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

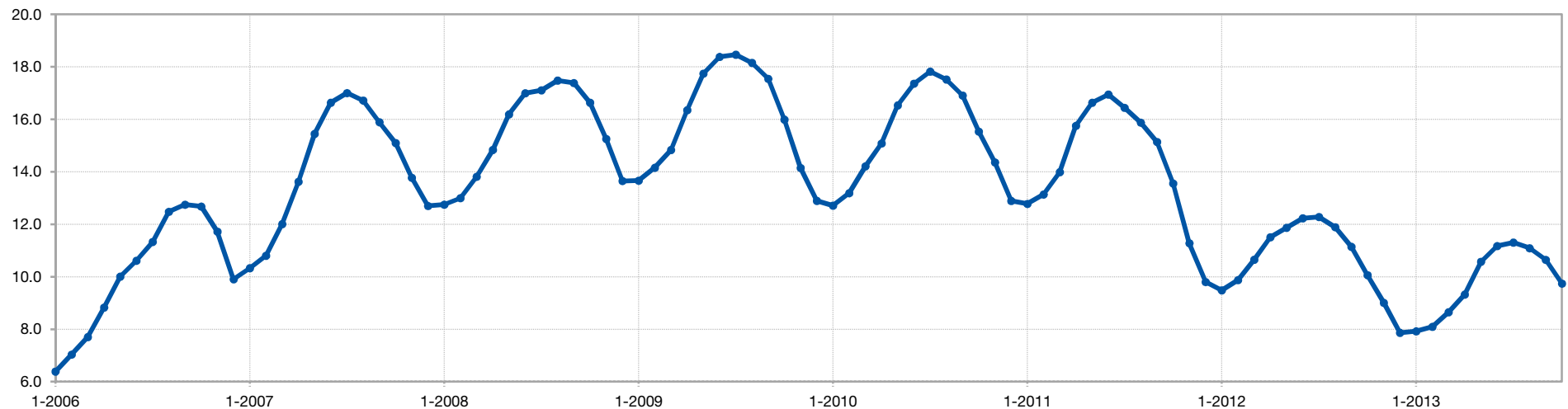


October



	Months Supply	Prior Year	Percent Change
November 2012	9.0	11.3	-20.4%
December 2012	7.9	9.8	-19.4%
January 2013	7.9	9.5	-16.8%
February 2013	8.1	9.9	-18.2%
March 2013	8.6	10.7	-19.6%
April 2013	9.3	11.5	-19.1%
May 2013	10.6	11.9	-10.9%
June 2013	11.2	12.2	-8.2%
July 2013	11.3	12.3	-8.1%
August 2013	11.1	11.9	-6.7%
September 2013	10.6	11.1	-4.5%
October 2013	9.7	10.1	-4.0%
12-Month Avg	9.6	11.0	-12.7%

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.
Homes for Sale and Months Supply are based on monthly figures.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	YTD 2012	YTD 2013	+ / -	YTD 2012	YTD 2013	+ / -	YTD 2012	YTD 2013	+ / -	10-2012	10-2013	+ / -	10-2012	10-2013	+ / -
Aitkin	258	233	-9.7%	102	101	-1.0%	\$136,250	\$139,950	+2.7%	234	223	-4.7%	19.8	22.3	+12.8%
Backus	116	90	-22.4%	57	34	-40.4%	\$126,500	\$129,038	+2.0%	92	95	+3.3%	16.5	28.5	+73.0%
Baxter	181	177	-2.2%	123	121	-1.6%	\$147,000	\$166,500	+13.3%	108	95	-12.0%	8.5	8.1	-5.2%
Brainerd	722	533	-26.2%	427	352	-17.6%	\$119,500	\$124,950	+4.6%	470	423	-10.0%	10.0	12.2	+22.3%
Breezy Point	191	135	-29.3%	91	64	-29.7%	\$132,000	\$153,250	+16.1%	122	129	+5.7%	13.9	19.1	+37.1%
Crosby	89	77	-13.5%	39	38	-2.6%	\$76,100	\$88,000	+15.6%	70	70	0.0%	16.2	18.7	+15.6%
Crosslake	267	195	-27.0%	129	75	-41.9%	\$312,500	\$302,500	-3.2%	275	273	-0.7%	21.0	37.2	+77.1%
Cushing	87	68	-21.8%	31	25	-19.4%	\$200,000	\$190,000	-5.0%	80	65	-18.8%	25.9	23.1	-11.1%
Deerwood	124	79	-36.3%	48	43	-10.4%	\$253,500	\$248,000	-2.2%	101	92	-8.9%	18.9	23.5	+24.0%
Emily	68	66	-2.9%	24	22	-8.3%	\$195,000	\$153,750	-21.2%	59	67	+13.6%	24.4	28.7	+17.6%
Hackensack	153	118	-22.9%	56	42	-25.0%	\$197,000	\$158,400	-19.6%	120	116	-3.3%	20.0	26.3	+31.3%
Isle	113	94	-16.8%	38	36	-5.3%	\$162,889	\$135,000	-17.1%	81	85	+4.9%	19.4	22.8	+17.7%
Little Falls	278	248	-10.8%	136	139	+2.2%	\$94,100	\$109,900	+16.8%	170	172	+1.2%	10.9	13.1	+20.5%
Longville	127	115	-9.4%	36	50	+38.9%	\$192,500	\$185,000	-3.9%	124	129	+4.0%	23.7	27.2	+14.4%
Menahga	122	94	-23.0%	35	49	+40.0%	\$94,000	\$115,000	+22.3%	93	89	-4.3%	20.5	17.2	-15.8%
Motley	67	65	-3.0%	21	23	+9.5%	\$133,000	\$112,000	-15.8%	50	56	+12.0%	14.7	19.9	+35.1%
Nevis	139	101	-27.3%	45	37	-17.8%	\$150,000	\$179,650	+19.8%	128	122	-4.7%	24.8	28.0	+12.9%
Nisswa	180	148	-17.8%	74	63	-14.9%	\$237,500	\$267,500	+12.6%	137	145	+5.8%	14.2	23.8	+68.2%
Park Rapids	410	392	-4.4%	191	168	-12.0%	\$124,900	\$137,250	+9.9%	354	362	+2.3%	17.3	21.9	+26.5%
Pequot Lakes	193	174	-9.8%	103	75	-27.2%	\$186,000	\$210,000	+12.9%	174	184	+5.7%	16.2	25.4	+56.8%
Pillager	85	73	-14.1%	50	40	-20.0%	\$137,500	\$153,500	+11.6%	54	61	+13.0%	10.0	14.6	+46.3%
Pine River	120	89	-25.8%	51	43	-15.7%	\$95,000	\$91,000	-4.2%	105	107	+1.9%	18.3	23.5	+28.9%
Staples	148	134	-9.5%	53	60	+13.2%	\$78,500	\$74,000	-5.7%	107	125	+16.8%	17.1	22.4	+30.8%
Walker	195	129	-33.8%	78	54	-30.8%	\$207,500	\$168,000	-19.0%	172	167	-2.9%	20.8	32.3	+55.0%