



## Market Dynamics Comparison - Single Family, Condo's, Townhomes

### By County compared from 2011 to 2012 by Month

St. Croix County, WI	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$144,250	\$132,625	\$126,500	\$156,000	\$145,000	\$135,000	\$151,000	\$160,115						\$139,025
% Change from '11	-10.0%	1.6%	-13.2%	8.8%	3.2%	-9.5%	2.7%	6.0%						-3.8%
Units for Sale	998	834	829	854	887	903	906	884						861
% Change from 11	-14.6%	-15.3%	-21.3%	-17.0%	-15.7%	-17.1%	-18.1%	-19.4%						-15.9%
Units under Contract	76	78	64	95	133	117	105	107						97
% Change from '11	6.6%	20.0%	-12.3%	21.8%	62.2%	41.0%	38.2%	24.4%						22.0%
Sold	69	58	65	71	87	111	133	92						78
% Change from '11	-0.7%	16.0%	30.0%	-1.4%	8.8%	58.6%	64.2%	9.5%						12.0%
Month Supply of Inventory	11.2	8.6	10.6	7.2	5.2	6.2	7.1	6.6						7.6

Pierce County, WI	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$139,553	\$175,000	\$129,500	\$118,250	\$128,500	\$147,230	\$148,950	\$174,500						\$139,696
% Change from '11	-6.7%	73.2%	-20.3%	-17.6%	-4.1%	1.5%	21.1%	44.2%						0.1%
Units for Sale	418	346	359	392	413	413	423	411						385
% Change from 11	-11.5%	-13.9%	-10.5%	-2.7%	-1.0%	-6.3%	-12.4%	-12.7%						-8.7%
Units under Contract	26	20	27	25	40	35	42	33						29
% Change from '11	10.0%	-13.0%	35.0%	-28.6%	37.9%	40.0%	23.5%	37.5%						11.6%
Sold	23	12	18	22	22	23	42	34						19
% Change from '11	-6.8%	-29.4%	28.6%	-26.7%	10.0%	-34.3%	7.7%	25.9%						-18.6%
Month Supply of Inventory	14.3	14.7	11.5	13.5	8.7	9.9	8.4	10.8						11.7

Polk County, WI	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$102,754	\$75,000	\$77,000	\$87,975	\$75,000	\$116,250	\$119,180	\$130,500						\$86,245
% Change from '11	-67.0%	-44.3%	-15.3%	25.7%	0.0%	18.6%	13.5%	3.6%						-19.1%
Units for Sale	775	595	692	701	653	816	754	736						691
% Change from 11	-12.4%	-20.7%	-5.5%	-9.3%	-20.7%	-11.2%	-22.6%	-25.1%						-12.1%
Units under Contract	43	39	54	43	42	69	59	66						49
% Change from '11	11.8%	30.0%	74.2%	30.3%	7.7%	40.8%	25.5%	8.2%						13.0%
Sold	39	21	37	47	44	38	62	42						37
% Change from '11	1.5%	-25.0%	42.3%	27.0%	41.9%	-19.1%	26.5%	-17.6%						-4.3%
Month Supply of Inventory	15.2	12.7	11.0	12.0	13.7	9.1	10.7	9.4						11.7

Washington County, MN	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$180,363	\$171,950	\$171,000	\$170,000	\$199,000	\$205,000	\$197,500	\$209,000						\$183,390
% Change from '11	-8.1%	-3.4%	-5.0%	9.7%	13.7%	10.8%	4.0%	9.0%						1.7%
Units for Sale	2,218	1,778	1,797	1,903	1,947	1,987	1,944	1,897						1,882
% Change from 11	-15.1%	-23.0%	-20.0%	-19.1%	-19.7%	-19.4%	-22.2%	-19.8%						-17.8%
Units under Contract	285	248	285	325	362	373	370	386						319
% Change from '11	13.4%	6.4%	30.7%	18.6%	7.7%	11.3%	3.6%	39.4%						10.5%
Sold	245	162	210	234	266	342	317	309						243
% Change from '11	-3.1%	-14.3%	13.5%	-11.4%	-0.4%	10.0%	-14.6%	7.3%						-0.9%
Month Supply of Inventory	6.1	5.5	4.8	4.4	4.0	3.8	3.8	3.7						4.5

Ramsey County, MN	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$125,965	\$115,000	\$109,000	\$125,000	\$135,000	\$149,400	\$154,000	\$152,000						\$126,680
% Change from '11	-13.2%	0.0%	-13.9%	7.6%	8.7%	12.8%	14.1%	12.6%						0.6%
Units for Sale	3,734	2,915	2,900	3,045	3,080	3,143	3,126	3,013						3,017
% Change from 11	-12.3%	-21.3%	-20.9%	18.9%	-20.4%	-21.6%	-23.2%	-23.5%						-23.8%
Units under Contract	452	415	469	555	657	661	671	639						551
% Change from '11	8.4%	26.1%	32.9%	18.0%	37.2%	40.3%	20.9%	27.5%						18.0%
Sold	459	337	397	477	458	557	612	553						445
% Change from '11	3.9%	14.2%	40.8%	16.9%	5.5%	18.0%	25.9%	4.5%						-3.1%
Month Supply of Inventory	6.6	5.4	4.7	4.1	3.3	3.4	3.3	3.4						4.2

### By Zip Code compared from 2011 to 2012 by Month

New Richmond/ Star Prairie	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$123,336	\$124,750	\$116,450	\$124,900	\$140,000	\$120,500	\$138,700	\$158,000						\$125,320
% Change from '11	-11.8%	-4.8%	39.5%	27.4%	0.2%	-4.5%	-5.6%	38.6%						1.6%
Units for Sale	259	242	243	238	230	216	216	227						234
% Change from '11	-16.3%	-6.9%	2.1%	-9.5%	-16.7%	-22.0%	-21.7%	-22.3%						-10.8%
Units under Contract	18	16	17	23	40	27	21	18						25
% Change from '11	9.0%	-23.8%	41.7%	21.1%	110.5%	3.8%	50.0%	-28.0%						26.8%
Sold	16	12	14	19	28	28	30	15						20
% Change from '11	1.2%	-20.0%	0.0%	26.7%	55.6%	47.4%	57.9%	-44.4%						20.8%
Month Supply of Inventory	13.0	12.4	11.6	8.1	4.4	6.5	8.8	10.8						8.6

River Falls	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$144,276	\$108,450	\$150,550	\$148,460	\$132,000	\$168,000	\$240,900	\$195,450						\$141,492
% Change from '11	-17.7%	11.2%	-8.8%	-10.7%	-4.3%	6.2%	37.5%	1.1%						-2.0%
Units for Sale	201	160	164	185	191	197	364	349						179
% Change from '11	-10.8%	-21.2%	-21.9%	-5.1%	-10.7%	-8.8%	-15.3%	-13.6%						-12.0%
Units under Contract	12	13	13	12	22	16	40	49						15
% Change from '11	2.3%	116.7%	-27.8%	50.0%	29.4%	0.0%	2.6%	40.0%						21.1%
Sold	12	6	12	19	5	11	50	34						11
% Change from '11	6.8%	-33.3%	71.4%	5.6%	-28.6%	-45.0%	38.9%	-12.8%						-13.2%
Month Supply of Inventory	15.8	10.7	11.0	13.5	7.3	10.8	7.6	5.4						10.7

<b>Hammond &amp; Roberts</b>	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$146,873	\$107,000	\$55,500	\$123,600	\$114,950	\$124,000	\$131,000	\$142,950						\$105,010
% Change from '11	28.7%	-28.2%	-70.7%	-5.8%	-21.7%	-37.8%	-5.9%	3.0%						-39.9%
Units for Sale	99	79	85	88	94	105	91	90						90
% Change from '11	-19.8%	-26.2%	-17.5%	-22.1%	-6.9%	1.0%	-11.7%	-12.6%						-9.8%
Units under Contract	7	6	6	9	11	15	10	9						9
% Change from '11	12.8%	-14.3%	-33.3%	-18.2%	83.3%	66.7%	-9.1%	125.0%						25.5%
Sold	7	5	4	7	4	13	15	8						7
% Change from '11	12.7%	0.0%	-20.0%	-30.0%	-60.0%	85.7%	87.5%	0.0%						-6.1%
Month Supply of Inventory	13.0	10.8	11.7	8.2	7.3	5.7	7.5	8.6						8.7

<b>Baldwin &amp; Woodville</b>	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$94,469	\$77,750	\$113,400	\$97,450	\$148,000	\$99,925	\$122,000	\$107,000						\$107,305
% Change from '11	-15.7%	-0.3%	84.4%	21.1%	68.9%	66.5%	10.9%	18.9%						12.0%
Units for Sale	88	73	76	81	82	75	74	75						77
% Change from '11	-18.7%	-24.0%	-18.3%	-6.9%	-4.7%	-14.8%	-21.3%	-28.6%						-13.7%
Units under Contract	6	9	6	10	11	9	7	9						9
% Change from '11	66.2%	80.0%	200.0%	-16.7%	83.3%	125.0%	133.3%	125.0%						33.3%
Sold	6	8	7	6	7	12	12	9						8
% Change from '11	8.1%	33.3%	16.7%	50.0%	40.0%	71.4%	71.4%	200.0%						25.0%
Month Supply of Inventory	16.8	6.4	10.8	6.8	6.1	7.1	8.9	6.7						7.4

<b>Somerset</b>	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$123,563	\$134,000	\$147,500	\$199,900	\$68,500	\$126,000	\$122,450	\$169,750						\$135,180
% Change from '11	-3.8%	-10.7%	96.7%	38.1%	-54.3%	25.4%	15.0%	-13.4%						8.6%
Units for Sale	93	93	84	82	88	89	81	71						87
% Change from '11	-5.2%	-8.8%	-9.7%	-13.7%	-10.2%	-13.6%	-20.6%	-26.8%						-6.7%
Units under Contract	5	8	6	10	16	13	10	9						11
% Change from '11	33.0%	33.3%	200.0%	150.0%	100.0%	44.4%	900.0%	28.6%						52.8%
Sold	5	9	8	3	9	13	14	12						8
% Change from '11	1.4%	200.0%	300.0%	-40.0%	28.6%	225.0%	133.3%	140.0%						40.5%
Month Supply of Inventory	27.1	8.9	11.2	6.4	4.2	5.2	6.9	6.6						7.2

<b>Hudson</b>	2011 Average	January	February	March	April	May	June	July	August	Septem ber	October	Novemb er	Decemb er	YTD Average
Median Price Sold	\$198,496	\$178,000	\$162,000	\$215,125	\$192,000	\$225,000	\$186,000	\$161,500						\$194,425
% Change from '11	-6.7%	18.7%	-28.6%	8.1%	20.7%	-9.3%	35.1%	24.2%						-2.1%
Units for Sale	367	273	271	294	333	344	207	195						303
% Change from '11	-10.5%	-23.1%	-24.9%	-22.6%	-16.5%	-18.5%	-7.6%	-14.8%						-21.1%
Units under Contract	32	27	21	29	47	43	25	22						33
% Change from '11	13.0%	17.4%	-32.3%	7.4%	38.2%	43.3%	78.6%	69.2%						4.2%
Sold	28	23	19	26	31	37	19	22						27
% Change from '11	2.0%	21.1%	-26.9%	-13.3%	3.3%	48.0%	18.8%	83.3%						-2.9%
Month Supply of Inventory	9.9	8.4	10.8	8.3	5.6	6.3	6.8	7.5						7.9



## Market Dynamics Comparison - Single Family, Condo's, Townhomes

### By County compared from 2010 to 2011 by Month

St. Croix County, WI	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$160,167	\$131,000	\$131,000	\$146,000	\$141,000	\$148,500	\$149,000	\$151,000	\$150,000	\$147,000	\$154,000	\$140,000	\$142,500	\$144,250
% Change from '10	-1.7%	-26.2%	-10.1%	-15.4%	-18.0%	-10.8%	-3.6%	0.0%	-10.2%	-4.5%	0.8%	-6.7%	-14.9%	-11.0%
Units for Sale	1,165	975	952	1,014	1,041	1,081	1,096	1,080	1,069	1,016	945	882	820	998
% Change from 10	-1.5%	-0.7%	-8.6%	-15.2%	-17.0%	-15.7%	-16.6%	-16.1%	-15.1%	-16.3%	-18.1%	-18.4%	-17.1%	-16.8%
Units under Contract	77	67	65	79	81	81	75	89	97	85	77	58	53	76
% Change from '10	-1.7%	17.5%	-11.0%	-21.8%	-25.0%	-13.8%	-3.8%	15.6%	47.0%	26.9%	45.3%	0.0%	1.9%	-1.9%
Sold	69	47	57	64	69	69	77	74	87	80	82	57	62	69
% Change from '10	-9.4%	-2.1%	14.0%	-23.8%	-37.8%	-25.0%	-31.2%	-3.9%	47.5%	23.1%	32.3%	0.0%	-1.6%	-0.4%
Month Supply of Inventory	13.4	12.4	12.5	10.9	10.9	11.4	12.3	10.0	9.1	9.8	10.0	12.7	12.8	11.2

Pierce County, WI	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$153,000	\$108,000	\$162,000	\$144,000	\$130,000	\$140,000	\$126,500	\$120,500	\$144,640	\$155,000	\$156,000	\$158,000	\$130,000	\$139,553
% Change from '10	5.0%	-24.1%	47.7%	-16.0%	-17.7%	-7.0%	-28.9%	-18.6%	5.2%	8.4%	-13.3%	-12.2%	-3.7%	-9.6%
Units for Sale	442	360	395	398	412	431	473	460	465	457	435	382	353	418
% Change from 10	-10.4%	-7.2%	-10.0%	-16.9%	-18.7%	-14.8%	-7.6%	-11.9%	-10.1%	-8.2%	-5.8%	-12.6%	-13.7%	-5.6%
Units under Contract	26	20	22	35	29	25	31	22	27	26	26	29	16	26
% Change from '10	-8.6%	-4.8%	-21.4%	6.1%	-32.6%	-28.6%	24.0%	-29.0%	22.7%	36.8%	52.9%	70.6%	23.1%	-1.3%
Sold	26	10	14	29	17	34	37	22	25	26	15	23	27	23
% Change from '10	-3.2%	-54.5%	-6.7%	-12.1%	-54.1%	-20.9%	12.1%	-18.5%	-3.8%	4.0%	-21.1%	35.3%	58.8%	-11.8%
Month Supply of Inventory	16.1	15.7	15.0	9.6	12.3	15.1	13.4	18.8	14.7	14.6	13.6	10.9	17.9	14.3

Polk County, WI	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$109,250	\$134,500	\$92,700	\$70,000	\$82,000	\$99,000	\$106,500	\$135,900	\$81,250	\$94,000	\$127,450	\$134,750	\$75,000	\$102,754
% Change from '10	1.8%	23.9%	-3.4%	-17.6%	-20.7%	-22.0%	-14.8%	0.7%	-16.2%	1.7%	-2.0%	4.1%	-14.6%	-6.3%
Units for Sale	768	635	632	758	755	890	852	842	894	828	814	770	625	775
% Change from 10	6.1%	-6.3%	-11.9%	-7.6%	-16.8%	-5.6%	-16.4%	-18.6%	-13.2%	-16.4%	-12.4%	-5.6%	-18.4%	0.8%
Units under Contract	39	28	29	33	43	52	49	61	49	45	44	46	42	43
% Change from '10	5.9%	-3.4%	16.0%	-40.0%	-29.5%	62.5%	8.9%	38.6%	2.1%	4.7%	-2.2%	43.8%	40.0%	10.2%
Sold	37	25	25	37	28	46	48	45	46	56	38	36	43	39
% Change from '10	2.8%	4.2%	8.7%	-17.8%	-34.9%	2.2%	-2.0%	15.4%	-16.4%	64.7%	-24.0%	-5.3%	22.9%	6.1%
Month Supply of Inventory	17.6	19.2	18.9	17.9	14.7	13.8	14.9	11.7	14.9	15.8	15.8	13.0	11.6	15.2

Washington County, MN	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$200,404	\$182,000	\$176,750	\$150,000	\$172,000	\$190,000	\$188,950	\$187,500	\$195,100	\$170,500	\$201,650	\$170,000	\$179,900	\$180,363
% Change from '10	5.5%	0.4%	-4.5%	-20.0%	-10.8%	-0.5%	-14.1%	-14.7%	2.6%	-14.7%	-9.6%	-8.8%	-2.8%	-11.1%
Units for Sale	2,513	2,145	2,180	2,308	2,371	2,425	2,457	2,313	2,299	2,180	2,130	1,972	1,830	2,218
% Change from 10	-8.7%	-1.2%	-7.0%	-12.4%	-15.0%	-9.2%	-9.9%	-16.5%	-18.3%	-22.1%	-22.4%	-23.2%	-24.1%	-13.3%
Units under Contract	266	234	230	287	344	347	367	289	321	270	255	243	235	285
% Change from '10	-1.8%	19.4%	-3.0%	-26.4%	-7.3%	31.9%	45.1%	25.1%	27.9%	10.2%	5.8%	17.4%	14.6%	6.7%
Sold	232	170	156	248	224	296	348	240	326	232	250	207	239	245
% Change from '10	-5.9%	5.6%	-20.8%	-5.0%	-36.5%	-7.8%	-5.9%	4.8%	32.0%	0.9%	8.2%	-13.0%	0.8%	5.2%
Month Supply of Inventory	7.6	7.1	7.4	6.3	5.2	5.4	5.1	6.3	5.4	6.3	6.4	6.3	5.7	6.1

Ramsey County, MN	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold		\$115,000	\$126,650	\$116,206	\$124,200	\$132,500	\$135,000	\$135,000	\$129,500	\$128,075	\$125,000	\$124,000	\$120,450	\$125,965
% Change from '11		-21.4%	-13.5%	-20.6%	-18.3%	-18.0%	-15.6%	-3.5%	-12.2%	-11.0%	-11.2%	-9.8%	-3.6%	-13.2%
Units for Sale		3,702	3,665	3,755	3,867	4,009	4,073	3,941	3,965	3,811	3,638	3,350	3,035	3,734
% Change from 11		-11.1%	-12.0%	-9.8%	-15.3%	-5.4%	-5.7%	-8.2%	-9.8%	-14.4%	-16.5%	-18.7%	-20.7%	-12.3%
Units under Contract		329	353	466	479	471	555	501	553	479	438	421	383	452
% Change from '11		-44.8%	-40.8%	-21.8%	-36.2%	2.6%	44.2%	39.9%	40.0%	37.2%	31.9%	23.8%	24.4%	8.4%
Sold		295	469	408	434	472	486	529	582	498	501	394	444	459
% Change from '11		-37.1%	-39.9%	-13.0%	-23.5%	-23.3%	-20.7%	41.4%	42.0%	43.1%	34.0%	19.0%	24.7%	3.9%
Month Supply of Inventory		9.0	8.3	6.3	6.5	6.8	5.7	6.2	5.5	6.3	6.4	6.1	6.0	6.6

### By Zip Code compared from 2010 to 2011 by Month

New Richmond/ Star Prairie	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$141,458	\$131,000	\$83,500	\$90,000	\$142,000	\$126,150	\$148,500	\$114,000	\$121,430	\$131,000	\$165,000	\$135,000	\$92,450	\$123,336
% Change from '10	0.0%	-5.4%	-40.3%	-40.4%	-2.1%	-13.0%	2.9%	-2.6%	-28.6%	0.8%	22.2%	-8.5%	-26.6%	-14.7%
Units for Sale	273	245	235	258	271	274	263	274	279	276	258	244	236	259
% Change from 10	5.7%	-7.9%	-15.5%	-22.1%	-24.7%	-23.0%	-24.2%	-16.2%	-14.4%	-13.2%	-13.4%	-10.6%	-10.6%	-5.2%
Units under Contract	16	21	14	18	18	24	12	27	13	22	15	16	15	18
% Change from '10	2.0%	16.7%	7.7%	0.0%	-33.3%	-25.0%	-29.4%	22.7%	-23.5%	10.0%	50.0%	45.5%	66.7%	10.7%
Sold	15	13	14	13	17	19	18	23	18	12	21	15	14	16
% Change from '10	-6.1%	8.3%	7.7%	-13.3%	-19.0%	-24.0%	-47.1%	0.0%	5.9%	-20.0%	23.5%	36.4%	55.6%	8.6%
Month Supply of Inventory	16.3	9.3	14.4	12.2	13.0	9.8	19.8	8.1	18.2	10.5	13.9	13.1	13.6	13.0

River Falls	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$179,625	\$101,050	\$165,000	\$166,000	\$118,000	\$158,250	\$137,700	\$142,500	\$144,640	\$140,000	\$149,900	\$164,275	\$144,000	\$144,276
% Change from '10	5.1%	-33.5%	-12.7%	-3.9%	-32.2%	0.2%	-31.8%	-22.5%	-7.9%	-11.4%	-16.7%	-14.7%	-25.8%	-24.5%
Units for Sale	208	175	207	192	212	216	205	213	228	220	208	177	158	201
% Change from 10	-8.3%	6.1%	0.0%	-15.8%	-10.9%	-6.9%	-11.3%	-8.2%	-14.0%	-12.4%	-12.2%	-19.9%	-23.7%	-3.5%
Units under Contract	13	5	19	9	13	15	13	14	14	11	11	16	7	12
% Change from '10	-6.7%	-58.3%	46.2%	-40.0%	-38.1%	-6.2%	-18.8%	-6.7%	16.7%	-21.4%	10.0%	166.7%	-22.2%	-6.1%
Sold	13	7	7	18	6	20	16	10	13	11	9	18	13	12
% Change from '10	-3.2%	-22.2%	40.0%	28.6%	-76.9%	17.6%	-11.1%	-23.1%	18.2%	-15.4%	-40.0%	80.0%	85.7%	-5.4%
Month Supply of Inventory	16.0	32.2	8.9	19.3	14.5	12.5	13.8	13.5	14.2	17.1	15.3	8.7	19.0	15.8

Hammond & Roberts	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$134,417	\$160,000	\$189,000	\$130,000	\$147,000	\$199,500	\$148,500	\$138,750	\$150,400	\$158,750	\$103,830	\$106,750	\$130,000	\$146,873
% Change from '10	-6.8%	-10.6%	320.9%	-13.4%	0.7%	69.8%	15.6%	8.8%	11.7%	15.0%	-31.0%	-17.9%	-25.7%	8.5%
Units for Sale	117	99	100	111	99	102	101	99	105	99	99	91	79	99
% Change from 10	12.0%	2.1%	-4.8%	-10.5%	-18.2%	-22.7%	-26.3%	-26.7%	-29.5%	-27.7%	-23.3%	-23.5%	-26.2%	-18.6%
Units under Contract	7	6	8	10	6	7	10	3	9	5	10	7	5	7
% Change from '10	1.7%	50.0%	33.3%	0.0%	0.0%	-12.5%	-9.1%	-25.0%	28.6%	-28.6%	100.0%	16.7%	0.0%	2.3%
Sold	6	4	5	7	10	7	7	6	9	8	5	6	7	7
% Change from '10	-9.5%	0.0%	66.7%	0.0%	0.0%	-12.5%	-41.7%	50.0%	12.5%	14.3%	0.0%	100.0%	-36.4%	11.1%
Month Supply of Inventory	16.0	14.3	11.0	9.3	14.0	12.7	8.6	28.3	9.2	17.2	8.1	10.4	12.6	13.0

Baldwin & Woodville	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$122,833	\$78,000	\$53,000	\$80,000	\$98,050	\$60,000	\$114,000	\$104,250	\$99,450	\$106,875	\$77,000	\$130,000	\$133,000	\$94,469
% Change from '10	2.6%	-61.5%	-57.3%	-32.9%	-21.6%	-41.7%	-0.8%	-13.1%	-25.3%	5.3%	-36.9%	52.9%	44.3%	-30.0%
Units for Sale	104	96	95	91	81	84	87	98	108	89	77	75	73	88
% Change from 10	-2.0%	-5.9%	-5.9%	-23.5%	-22.1%	-25.7%	-26.3%	-13.3%	-2.7%	-20.5%	-28.7%	-24.2%	-25.5%	-18.4%
Units under Contract	7	5	2	11	4	5	2	5	17	10	6	7	3	6
% Change from '10	-5.0%	-37.5%	-60.0%	-21.4%	-42.9%	-44.4%	-75.0%	-44.4%	466.7%	100.0%	20.0%	600.0%	-66.7%	-9.1%
Sold	7	6	3	2	4	7	6	2	10	12	7	5	6	6
% Change from '10	-1.6%	50.0%	-50.0%	-81.8%	-63.6%	0.0%	-40.0%	-77.8%	100.0%	200.0%	40.0%	0.0%	20.0%	-20.0%
Month Supply of Inventory	19.7	17.0	37.0	6.6	17.2	14.2	40.5	16.6	4.6	7.1	10.5	9.0	20.7	16.8

Somerset	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$140,292	\$150,000	\$75,000	\$145,000	\$149,900	\$100,500	\$106,450	\$196,000	\$170,000	\$124,900	\$127,000	\$0	\$138,000	\$123,563
% Change from '10	-2.3%	42.2%	-26.1%	-15.3%	-3.3%	-19.9%	-19.4%	22.5%	21.8%	-15.6%	-19.1%		-13.0%	-13.5%
Units for Sale	96	100	93	95	95	101	102	96	92	87	85	88	81	93
% Change from 10	-13.3%	22.0%	4.5%	-2.1%	-6.9%	2.0%	-1.0%	-14.3%	-10.7%	-16.3%	-15.0%	-10.2%	-14.7%	-3.3%
Units under Contract	6	6	1	4	8	10	1	8	8	7	2	4	5	5
% Change from '10	-4.9%	100.0%	-83.3%	-55.6%	-27.3%	233.3%	-50.0%	60.0%	60.0%	75.0%	-66.7%	0.0%	150.0%	-12.5%
Sold	5	3	2	5	7	4	6	5	3	7	9	0	3	5
% Change from '10	2.3%	0.0%	-33.3%	-44.4%	40.0%	-50.0%	20.0%	66.7%	-25.0%	16.7%	50.0%		-25.0%	-11.1%
Month Supply of Inventory	17.4	13.7	87.0	19.8	9.9	8.6	86.0	9.2	10.0	10.4	39.0	18.5	13.4	27.1

Hudson	2010													YTD
	Average	January	February	March	April	May	June	July	August	September	October	November	December	Average
Median Price Sold	\$212,500	\$150,000	\$227,000	\$220,000	\$168,000	\$244,000	\$175,500	\$185,000	\$234,000	\$179,750	\$223,750	\$175,000	\$199,950	\$198,496
% Change from '10	3.3%	-29.7%	37.6%	-17.0%	-22.7%	4.3%	-20.2%	-14.7%	1.7%	-18.7%	3.9%	8.0%	-13.1%	-7.1%
Units for Sale	395	335	359	377	392	417	418	394	388	375	346	317	285	367
% Change from 10	-6.8%	-2.6%	-4.5%	-12.3%	-12.3%	-3.2%	-3.2%	-9.6%	-12.4%	-9.6%	-15.8%	-18.5%	-21.5%	-7.7%
Units under Contract	31	22	30	31	35	30	43	36	43	33	34	22	22	32
% Change from '10	12.1%	4.8%	3.4%	-29.5%	-23.9%	-14.3%	79.2%	24.1%	43.3%	43.5%	70.0%	-26.7%	-18.5%	2.4%
Sold	28	17	26	29	20	24	35	35	36	34	30	21	28	28
% Change from '10	1.1%	-22.7%	23.8%	-12.1%	-57.4%	-40.0%	-12.5%	16.7%	71.4%	25.9%	50.0%	-16.0%	-3.4%	-0.3%
Month Supply of Inventory	11.1	13.1	10.0	10.5	9.5	11.8	7.8	9.1	7.4	9.3	8.2	12.0	10.3	9.9





## Market Dynamics Comparison - Single Family, Condo's, Townhomes

By County compared from 2009 to 2010 by Month

St. Croix County, WI	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$178,000	\$146,000	\$173,000	\$172,000	\$170,000	\$154,000	\$150,000	\$168,000	\$142,000	\$150,000	\$150,000	\$169,000	\$160,167
% Change from '09	17.0%	-6.0%	15.0%	5.0%	-5.4%	-3.0%	-15.0%	-4.3%	-13.5%	-9.4%	0.0%	-0.7%	-1.7%
Units for Sale	992	1,049	1,203	1,243	1,275	1,295	1,275	1,248	1,208	1,149	1,066	976	1,165
% Change from '09	-14.0%	-11.0%	-3.0%	-2.0%	0.0%	-17.0%	5.0%	8.8%	6.1%	2.5%	3.6%	-0.1%	-1.5%
Units under Contract	57	74	104	112	107	82	80	70	68	57	60	53	77
% Change from '09	14.0%	21.0%	32.0%	12.0%	11.5%	0.0%	-20.0%	-29.3%	-21.8%	-44.7%	22.4%	-17.2%	-1.7%
Sold	48	50	84	111	85	107	71	57	61	52	49	56	69
% Change from '09	55.0%	6.0%	40.0%	37.0%	-24.0%	-6.0%	-30.0%	-46.7%	-31.5%	-40.2%	-45.6%	-27.3%	-9.4%
Month Supply of Inventory	15.1	12.4	9.5	9.5	10.2	13.5	13.5	15.4	15.1	16.8	14.6	15.1	13.4

Pierce County, WI	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$142,000	\$110,000	\$171,000	\$158,000	\$150,000	\$178,000	\$148,000	\$135,000	\$149,000	\$180,000	\$180,000	\$135,000	\$153,000
% Change from '09	13.9%	-19.1%	6.6%	8.8%	2.0%	16.3%	8.0%	-15.6%	0.3%	32.6%	14.2%	-8.4%	5.0%
Units for Sale	386	421	460	484	479	481	486	477	456	415	387	367	442
% Change from '09	-16.6%	-9.7%	-9.3%	-8.5%	-7.9%	-9.1%	-9.0%	-8.3%	-8.4%	-12.6%	-12.8%	-7.3%	-10.4%
Units under Contract	21	28	33	43	35	24	32	21	23	17	18	12	26
% Change from '09	10.5%	55.6%	57.1%	19.4%	16.7%	-41.5%	-22.0%	-55.3%	-41.0%	-32.0%	-25.0%	-45.5%	-8.6%
Sold	22	15	33	37	43	33	28	25	22	18	17	17	26
% Change from '09	46.7%	7.1%	37.5%	68.2%	22.9%	-25.0%	-6.7%	-47.9%	-31.2%	-59.1%	-32.0%	-19.0%	-3.2%
Month Supply of Inventory	16.2	12.9	11.8	9.6	11.7	17.8	12.9	19.3	17.0	20.6	18.8	24.3	16.1

Polk County, WI	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$109,000	\$96,000	\$85,000	\$105,000	\$130,000	\$130,000	\$136,000	\$94,000	\$82,000	\$124,000	\$129,000	\$91,000	\$109,250
% Change from '09	10.8%	5.1%	1.7%	-10.6%	23.1%	17.8%	3.8%	-15.4%	-28.2%	2.1%	16.2%	-5.3%	1.8%
Units for Sale	607	628	719	800	831	891	893	872	832	774	654	712	768
% Change from '09	3.1%	5.2%	12.7%	15.6%	11.7%	10.5%	11.2%	6.7%	2.7%	2.7%	-4.7%	4.4%	6.1%
Units under Contract	28	24	48	60	31	45	44	51	37	45	29	29	39
% Change from '09	27.3%	-17.2%	14.3%	62.2%	-6.1%	-6.2%	-10.2%	13.3%	-7.5%	-11.8%	-19.4%	31.8%	5.9%
Sold	24	23	41	39	44	48	38	49	23	40	35	34	37
% Change from '09	41.2%	4.5%	32.3%	39.3%	-10.2%	-2.0%	-20.8%	-5.8%	-47.7%	-2.4%	-25.5%	30.8%	2.8%
Month Supply of Inventory	19.1	23.4	12.8	11.6	24.1	17.5	17.7	14.6	19.0	13.4	19.6	18.6	17.6

Washington County, MN	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$181,000	\$185,000	\$187,000	\$193,000	\$193,850	\$225,000	\$223,000	\$200,000	\$198,000	\$235,000	\$190,000	\$194,000	\$200,404
% Change from '09	-5.0%	-4.0%	3.0%	8.0%	-3.0%	12.0%	6.0%	0.5%	9.2%	26.1%	8.7%	4.8%	5.5%
Units for Sale	2,512	2,292	2,572	2,690	2,527	2,577	2,608	2,628	2,585	2,543	2,380	2,242	2,513
% Change from '09	-20.0%	-12.0%	-7.0%	-4.0%	-12.0%	-20.0%	-10.0%	-8.1%	-7.8%	-3.0%	-0.3%	0.9%	-8.7%
Units under Contract	178	238	393	380	279	279	243	270	257	259	211	203	266
% Change from '09	-3.0%	22.0%	40.0%	34.0%	-21.0%	3.0%	-25.0%	-23.9%	-24.0%	-18.3%	-3.7%	-1.5%	-1.8%
Sold	153	197	261	353	270	339	196	219	202	196	200	195	232
% Change from '09	38.0%	38.0%	28.0%	45.0%	-10.0%	13.0%	-46.0%	-35.6%	-33.6%	-44.6%	-39.6%	-23.8%	-5.9%
Month Supply of Inventory	8.9	7.9	5.0	5.5	7.3	7.4	8.6	7.7	8.0	7.7	8.9	8.2	7.6

### By Zip Code compared from 2009 to 2010 by Month

New Richmond	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$138,000	\$140,000	\$150,000	\$145,000	\$145,500	\$142,000	\$117,000	\$170,000	\$133,000	\$130,000	\$154,000	\$133,000	\$141,458
% Change from '09	25.0%	0.0%	4.0%	9.0%	-9.0%	-7.0%	-26.0%	-2.8%	1.5%	-20.7%	3.4%	22.0%	0.0%
Units for Sale	240	247	296	321	317	310	292	274	272	251	228	222	273
% Change from '09	-4.0%	1.0%	11.0%	16.0%	15.0%	-10.0%	14.0%	13.7%	11.0%	3.7%	-1.3%	0.0%	5.7%
Units under Contract	16	13	15	25	32	16	20	14	18	8	11	7	16
% Change from '09	78.0%	-13.0%	-12.0%	9.0%	60.0%	0.0%	-31.0%	-33.3%	-5.3%	-55.6%	57.1%	-30.0%	2.0%
Sold	12	11	14	19	18	32	19	11	13	10	9	8	15
% Change from '09	50.0%	38.0%	-7.0%	19.0%	-36.0%	100.0%	-32.0%	-59.3%	-43.5%	-23.1%	-59.1%	-20.0%	-6.1%
Month Supply of Inventory	12.9	17.0	17.4	11.2	8.4	16.4	12.2	17.1	12.4	26.1	18.0	26.7	16.3

River Falls	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$152,000	\$189,000	\$173,000	\$175,000	\$161,500	\$209,000	\$218,000	\$157,000	\$172,000	\$180,000	\$175,000	\$194,000	\$179,625
% Change from '09	-13.0%	-7.0%	-7.0%	-2.0%	-5.0%	31.0%	27.0%	-12.4%	1.2%	10.8%	6.1%	31.7%	5.1%
Units for Sale	165	193	213	221	215	230	228	236	224	207	191	178	208
% Change from '09	-24.0%	-11.0%	-4.0%	-9.0%	-10.0%	-24.0%	-7.0%	0.4%	0.0%	-4.2%	-3.5%	4.7%	-8.3%
Units under Contract	12	13	15	22	16	16	13	11	15	8	5	7	13
% Change from '09	33.0%	30.0%	25.0%	69.0%	14.0%	-6.0%	-35.0%	-59.3%	-28.6%	-55.6%	-44.4%	-22.2%	-6.7%
Sold	9	5	14	26	16	17	10	11	12	15	9	7	13
% Change from '09	12.0%	-17.0%	40.0%	189.0%	-16.0%	-6.0%	-38.0%	-59.3%	-36.8%	-44.4%	-40.0%	-22.2%	-3.2%
Month Supply of Inventory	12.1	12.3	11.3	8.5	11.9	12.6	15.4	18.3	13.2	22.6	33.8	20.3	16.0

Hammond & Roberts	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$178,000	\$45,000	\$150,000	\$146,000	\$120,000	\$140,000	\$128,000	\$135,000	\$138,000	\$133,000	\$130,000	\$170,000	\$134,417
% Change from '09	36.0%	-72.0%	0.0%	38.0%	-36.0%	-9.0%	-28.0%	-14.8%	-19.3%	-13.4%	-9.2%	45.9%	-6.8%
Units for Sale	97	102	118	113	123	132	129	139	127	119	107	98	117
% Change from '09	-13.0%	-6.0%	-1.0%	-6.0%	4.0%	-8.0%	32.0%	52.7%	38.0%	21.4%	15.1%	14.0%	12.0%
Units under Contract	4	6	10	6	7	11	7	8	7	5	4	5	7
% Change from '09	-33.0%	100.0%	25.0%	-25.0%	-41.0%	83.0%	-42.0%	0.0%	16.7%	-54.5%	-33.3%	25.0%	1.7%
Sold	4	3	7	10	7	10	4	8	7	4	3	8	6
% Change from '09	0.0%	-50.0%	40.0%	67.0%	16.0%	0.0%	-67.0%	-27.3%	-36.4%	-20.0%	-70.0%	33.3%	-9.5%
Month Supply of Inventory	21.0	15.3	9.6	17.0	15.7	10.4	16.4	15.0	15.4	18.6	22.5	15.4	16.0



<b>Baldwin &amp; Woodville</b>	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$202,000	\$124,000	\$120,000	\$125,000	\$103,000	\$115,000	\$120,000	\$133,000	\$102,000	\$122,000	\$98,000	\$110,000	\$122,833
% Change from '09	28.9%	5.7%	19.4%	25.1%	-27.1%	-25.2%	-23.1%	15.3%	-29.5%	-6.9%	2.9%	45.9%	2.6%
Units for Sale	96	95	113	106	115	121	115	102	103	101	90	88	104
% Change from '09	-16.5%	-14.4%	0.9%	-9.4%	1.8%	4.3%	-4.2%	-6.4%	1.0%	12.2%	3.4%	-4.3%	-2.0%
Units under Contract	8	5	14	7	9	8	9	3	4	5	1	9	7
% Change from '09	100.0%	-37.5%	133.3%	-30.0%	0.0%	-33.3%	-30.8%	-57.1%	-66.7%	-37.5%	-50.0%	50.0%	-5.0%
Sold	4	6	11	11	7	10	9	5	4	5	4	4	7
% Change from '09	33.3%	20.0%	37.5%	22.2%	12.5%	-23.1%	-30.8%	-37.5%	-55.6%	-37.5%	-60.0%	100.0%	-1.6%
Month Supply of Inventory	10.1	17.4	6.1	13.9	11.6	13.1	10.1	30.0	21.8	16.2	78.0	8.0	19.7

<b>Somerset</b>	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$106,000	\$102,000	\$171,000	\$155,000	\$125,500	\$116,000	\$160,000	\$140,000	\$142,000	\$157,000	\$150,000	\$159,000	\$140,292
% Change from '09	-22.0%	-24.0%	49.0%	-1.0%	-15.0%	-10.0%	-16.0%	-0.5%	-29.0%	6.4%	42.9%	-8.9%	-2.3%
Units for Sale	82	89	96	99	96	96	108	102	101	96	95	90	96
% Change from '09	-24.0%	-24.0%	-21.0%	-23.0%	-20.0%	-29.0%	2.0%	-4.7%	0.0%	-14.3%	-1.0%	11.1%	-13.3%
Units under Contract	3	7	10	11	6	3	5	6	5	7	5	2	6
% Change from '09	50.0%	75.0%	11.0%	0.0%	-53.0%	-62.0%	-38.0%	-40.0%	150.0%	-36.4%	-44.4%	-71.4%	-4.9%
Sold	3	3	9	5	8	4	3	4	5	6	3	4	5
% Change from '09	200.0%	50.0%	125.0%	-58.0%	14.0%	-20.0%	-77.0%	-60.0%	-28.6%	20.0%	-66.7%	-71.4%	2.3%
Month Supply of Inventory	26.0	10.9	6.9	7.5	14.2	27.0	18.0	14.3	17.2	11.3	16.0	39.0	17.4

<b>Hudson</b>	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold	\$214,000	\$165,000	\$265,000	\$218,000	\$235,000	\$208,000	\$217,000	\$235,000	\$198,000	\$215,000	\$150,000	\$230,000	\$212,500
% Change from '09	15.0%	0.0%	18.0%	6.0%	16.0%	7.0%	-16.0%	-1.1%	7.0%	7.6%	-31.7%	11.4%	3.3%
Units for Sale	341	369	423	437	418	415	421	418	395	389	365	343	395
% Change from '09	-29.0%	-8.0%	1.0%	2.0%	-5.0%	-26.0%	0.0%	-1.4%	-7.1%	-5.4%	-1.4%	-7.5%	-6.8%
Units under Contract	21	29	45	48	40	25	31	30	25	23	31	27	31
% Change from '09	-13.0%	38.0%	61.0%	50.0%	33.0%	-29.0%	41.0%	-18.9%	-26.5%	-39.5%	72.2%	-22.9%	12.1%
Sold	22	21	33	47	41	38	28	20	24	16	21	26	28
% Change from '09	24.0%	0.0%	65.0%	68.0%	-11.0%	-33.0%	33.0%	-37.5%	11.1%	-54.3%	-19.2%	-33.3%	1.1%
Month Supply of Inventory	14.1	11.0	7.7	7.4	8.7	14.4	11.4	11.5	13.2	14.3	9.9	10.1	11.1