



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

### By County compared from 2012 to 2013 by Month

St. Croix County, WI	2012												YTD	
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Average
Median Price Sold	\$148,795	\$167,000	\$164,500	\$168,000	\$152,000									\$162,875
% Change from '12	3.1%	25.9%	30.4%	10.6%	3.8%									8.6%
Units for Sale	836	669	631	686	723									677
% Change from '12	-19.3%	-20.8%	-24.5%	-20.3%	-19.5%									-23.4%
Units for Sale at month end		500	517	533	566									529
Units under Contract	96	93	73	105	115									97
% Change from '12	21.2%	16.2%	17.7%	8.2%	-17.3%									0.5%
Sold	89	61	61	95	101									80
% Change from '12	22.3%	-4.7%	-10.3%	15.9%	7.4%									-11.9%
Month Supply of Inventory	7.2	5.4	7.1	5.1	4.9									5.6

Pierce County, WI	2012												YTD	
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Average
Median Price Sold	\$143,032	\$140,400	\$140,500	\$159,500	\$167,000									\$151,850
% Change from '12	2.4%	-10.0%	27.1%	22.7%	35.6%									5.8%
Units for Sale	383	319	319	331	348									329
% Change from '12	-9.2%	-8.6%	-12.4%	-17.0%	-17.1%									-16.3%
Units for Sale at month end		265	272	280	293									278
Units under Contract	32	32	28	29	35									31
% Change from '12	18.8%	60.0%	3.7%	26.1%	-7.9%									-3.2%
Sold	27	21	30	30	21									26
% Change from '12	15.9%	50.0%	42.9%	20.0%	-19.2%									-5.9%
Month Supply of Inventory	10.7	8.3	9.7	9.7	8.4									9.0

Polk County, WI	2012												YTD	
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Average
Median Price Sold	\$101,492	\$71,000	\$121,500	\$85,000	\$121,450									\$99,738
% Change from '12	-1.2%	-8.3%	54.8%	0.1%	61.9%									-1.8%
Units for Sale	672	464	478	506	578									507
% Change from '12	-15.4%	-36.7%	-35.1%	-32.5%	-25.3%									-32.7%
Units for Sale at month end		387	419	435	493									434
Units under Contract	52	43	37	50	51									45
% Change from '12	17.6%	22.9%	-26.0%	19.0%	27.5%									-14.9%
Sold	46	32	28	40	50									38
% Change from '12	15.8%	45.5%	-26.3%	-27.3%	4.2%									-22.7%
Month Supply of Inventory	10.8	9.0	11.3	8.7	9.7									9.7













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

St. Croix County, WI	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$144,250	\$132,625	\$126,500	\$156,000	\$145,000	\$135,000	\$151,000	\$160,115	\$149,000	\$150,000	\$156,600	\$169,950	\$153,750	\$148,795
% Change from '11	-10.0%	1.6%	-13.2%	8.8%	3.2%	-9.5%	2.7%	6.0%	-0.3%	3.4%	2.4%	20.5%	11.4%	3.1%
Units for Sale	998	834	829	854	887	903	906	884	882	823	830	731	674	836
% Change from 11	-14.6%	-15.3%	-21.3%	-17.0%	-15.7%	-17.1%	-18.1%	-19.4%	-18.3%	-19.9%	-13.2%	-18.2%	-18.8%	-19.3%
Units under Contract	76	78	64	95	133	117	105	107	117	100	97	79	65	96
% Change from '11	6.6%	20.0%	-12.3%	21.8%	62.2%	41.0%	38.2%	24.4%	19.4%	19.0%	27.6%	46.3%	25.0%	21.2%
Sold	69	58	65	71	87	111	133	92	95	91	96	86	80	89
% Change from '11	-0.7%	16.0%	30.0%	-1.4%	8.8%	58.6%	64.2%	9.5%	5.6%	-1.1%	10.3%	41.0%	23.1%	22.3%
Month Supply of Inventory	11.2	8.6	10.6	7.2	5.2	6.2	7.1	6.6	6.0	6.7	6.7	7.7	8.2	7.2

Pierce County, WI	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$139,553	\$175,000	\$129,500	\$118,250	\$128,500	\$147,230	\$148,950	\$174,500	\$154,450	\$146,500	\$141,000	\$122,500	\$130,000	\$143,032
% Change from '11	-6.7%	73.2%	-20.3%	-17.6%	-4.1%	1.5%	21.1%	44.2%	3.0%	-5.5%	-0.5%	-18.3%	0.0%	2.4%
Units for Sale	418	346	359	392	413	413	423	411	421	388	369	343	315	383
% Change from 11	-11.5%	-13.9%	-10.5%	-2.7%	-1.0%	-6.3%	-12.4%	-12.7%	-10.6%	-16.7%	-17.3%	-12.1%	-10.8%	-9.2%
Units under Contract	26	20	27	25	40	35	42	33	51	38	30	23	20	32
% Change from '11	10.0%	-13.0%	35.0%	-28.6%	37.9%	40.0%	23.5%	37.5%	88.9%	58.3%	15.4%	-30.3%	53.0%	18.8%
Sold	23	12	18	22	22	23	42	34	42	30	39	23	21	27
% Change from '11	-6.8%	-29.4%	28.6%	-26.7%	10.0%	-34.3%	7.7%	25.9%	55.6%	0.0%	116.7%	-11.5%	-25.0%	15.9%
Month Supply of Inventory	14.3	14.7	11.5	13.5	8.7	9.9	8.4	10.8	6.7	8.3	10.2	12.9	12.9	10.7

Polk County, WI	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$102,754	\$75,000	\$77,000	\$87,975	\$75,000	\$116,250	\$119,180	\$130,500	\$125,500	\$95,000	\$109,000	\$90,000	\$117,500	\$101,492
% Change from '11	-67.0%	-44.3%	-15.3%	25.7%	0.0%	18.6%	13.5%	3.6%	54.5%	2.2%	-9.2%	-28.4%	56.7%	-1.2%
Units for Sale	775	595	692	701	653	816	754	736	738	673	659	558	487	672
% Change from 11	-12.4%	-20.7%	-5.5%	-9.3%	-20.7%	-11.2%	-22.6%	-25.1%	-25.1%	-30.5%	-30.9%	-37.5%	-36.6%	-15.4%
Units under Contract	43	39	54	43	42	69	59	66	72	47	59	45	31	52
% Change from '11	11.8%	30.0%	74.2%	30.3%	7.7%	40.8%	25.5%	8.2%	41.2%	4.4%	47.5%	2.3%	-20.5%	17.6%
Sold	39	21	37	47	44	38	62	42	75	53	53	46	38	46
% Change from '11	1.5%	-25.0%	42.3%	27.0%	41.9%	-19.1%	26.5%	-17.6%	56.2%	-13.1%	29.3%	9.5%	-11.6%	15.8%
Month Supply of Inventory	15.2	12.7	11.0	12.0	13.7	9.1	10.7	9.4	8.3	12.0	8.6	9.9	12.5	10.8

## By County compared from 2011 to 2012 by Month

Washington County, MN	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$180,363	\$171,950	\$171,000	\$170,000	\$199,000	\$205,000	\$197,500	\$209,000	\$219,000	\$210,000	\$219,500	\$220,416	\$195,000	\$198,947
% Change from '11	-8.1%	-3.4%	-5.0%	9.7%	13.7%	10.8%	4.0%	9.0%	13.0%	23.5%	9.8%	31.2%	8.4%	9.3%
Units for Sale	2,218	1,778	1,797	1,903	1,947	1,987	1,944	1,897	1,889	1,815	1,766	1,607	1,415	1,812
% Change from 11	-15.1%	-23.0%	-20.0%	-19.1%	-19.7%	-19.4%	-22.2%	-19.8%	-19.7%	-18.7%	-18.8%	-21.0%	-24.2%	-22.4%
Units under Contract	285	248	285	325	362	373	370	386	422	312	330	287	218	327
% Change from '11	13.4%	6.4%	30.7%	18.6%	7.7%	11.3%	3.6%	39.4%	39.7%	18.6%	36.9%	25.3%	-0.5%	12.7%
Sold	245	162	210	234	266	342	317	309	379	295	294	280	247	278
% Change from '11	-3.1%	-14.3%	13.5%	-11.4%	-0.4%	10.0%	-14.6%	7.3%	5.9%	8.5%	10.9%	14.3%	-1.2%	11.8%
Month Supply of Inventory	6.1	5.5	4.8	4.4	4.0	3.8	3.8	3.7	3.2	4.3	3.8	4.1	4.6	4.2

Ramsey County, MN	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$125,965	\$115,000	\$109,000	\$125,000	\$135,000	\$149,400	\$154,000	\$152,000	\$155,000	\$140,000	\$150,000	\$148,000	\$150,000	\$140,200
% Change from '11	-13.2%	0.0%	-13.9%	7.6%	8.7%	12.8%	14.1%	12.6%	19.7%	9.3%	20.0%	19.4%	24.5%	10.2%
Units for Sale	3,734	2,915	2,900	3,045	3,080	3,143	3,126	3,013	2,991	3,000	2,944	2,530	2,235	2,910
% Change from 11	-12.3%	-21.3%	-20.9%	18.9%	-20.4%	-21.6%	-23.2%	-23.5%	-24.5%	-21.3%	-19.1%	-24.5%	-26.4%	-28.3%
Units under Contract	452	415	469	555	657	661	671	639	605	548	649	432	401	559
% Change from '11	8.4%	26.1%	32.9%	18.0%	37.2%	40.3%	20.9%	27.5%	9.4%	14.4%	48.2%	2.9%	5.2%	19.1%
Sold	459	337	397	477	458	557	612	553	563	424	552	470	451	488
% Change from '11	3.9%	14.2%	40.8%	16.9%	5.5%	18.0%	25.9%	4.5%	-3.3%	-14.9%	10.2%	19.3%	1.6%	5.9%
Month Supply of Inventory	6.6	5.4	4.7	4.1	3.3	3.4	3.3	3.4	3.6	3.9	3.0	4.2	3.8	3.8



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

New Richmond/ Star Prairie	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$123,336	\$124,750	\$116,450	\$124,900	\$140,000	\$120,500	\$138,700	\$158,000	\$127,800	\$129,900	\$149,000	\$144,500	\$122,500	\$133,083
% Change from '11	-11.8%	-4.8%	39.5%	27.4%	0.2%	-4.5%	-5.6%	38.6%	0.2%	-1.6%	-9.7%	7.0%	32.5%	7.3%
Units for Sale	259	242	243	238	230	216	216	227	225	206	197	176	170	216
% Change from '11	-16.3%	-6.9%	2.1%	-9.5%	-16.7%	-22.0%	-21.7%	-22.3%	-19.9%	-25.6%	-24.5%	-28.7%	-28.9%	-20.2%
Units under Contract	18	16	17	23	40	27	21	18	27	25	19	15	13	22
% Change from '11	9.0%	-23.8%	41.7%	21.1%	110.5%	3.8%	50.0%	-28.0%	125.0%	8.7%	35.7%	7.1%	-13.3%	17.2%
Sold	16	12	14	19	28	28	30	15	24	15	27	12	18	20
% Change from '11	1.2%	-20.0%	0.0%	26.7%	55.6%	47.4%	57.9%	-44.4%	26.3%	15.4%	28.6%	-20.0%	28.6%	20.7%
Month Supply of Inventory	13.0	12.4	11.6	8.1	4.4	6.5	8.8	10.8	6.7	6.6	8.3	10.1	10.1	8.7

River Falls	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$144,276	\$108,450	\$150,550	\$148,460	\$132,000	\$168,000	\$240,900	\$195,450	\$250,000	\$150,500	\$205,724	\$177,520	\$188,200	\$176,313
% Change from '11	-17.7%	11.2%	-8.8%	-10.7%	-4.3%	6.2%	37.5%	1.1%	7.3%	6.0%	33.7%	7.1%	24.1%	18.2%
Units for Sale	201	160	164	185	191	197	364	349	336	186	186	176	164	222
% Change from '11	-10.8%	-21.2%	-21.9%	-5.1%	-10.7%	-8.8%	-15.3%	-13.6%	-15.2%	-15.5%	-11.0%	-1.7%	5.1%	9.3%
Units under Contract	12	13	13	12	22	16	40	49	47	17	19	14	12	23
% Change from '11	2.3%	116.7%	-27.8%	50.0%	29.4%	0.0%	2.6%	40.0%	4.4%	70.0%	72.7%	-33.3%	100.0%	47.4%
Sold	12	6	12	19	5	11	50	34	33	18	17	18	14	20
% Change from '11	6.8%	-33.3%	71.4%	5.6%	-28.6%	-45.0%	38.9%	-12.8%	-10.8%	50.0%	70.0%	-5.3%	0.0%	39.2%
Month Supply of Inventory	15.8	10.7	11.0	13.5	7.3	10.8	7.6	5.4	5.6	9.4	8.2	11.1	11.1	9.3

Hammond & Roberts	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$146,873	\$107,000	\$55,500	\$123,600	\$114,950	\$124,000	\$131,000	\$142,950	\$132,000	\$147,950	\$105,000	\$167,000	\$142,500	\$124,454
% Change from '11	28.7%	-28.2%	-70.7%	-5.8%	-21.7%	-37.8%	-5.9%	3.0%	-12.2%	4.6%	1.1%	67.0%	9.6%	-18.0%
Units for Sale	99	79	85	88	94	105	91	90	90	78	74	64	58	83
% Change from '11	-19.8%	-26.2%	-17.5%	-22.1%	-6.9%	1.0%	-11.7%	-12.6%	-15.1%	-22.0%	-26.0%	-29.7%	-27.5%	-19.3%
Units under Contract	7	6	6	9	11	15	10	9	16	8	8	7	5	9
% Change from '11	12.8%	-14.3%	-33.3%	-18.2%	83.3%	66.7%	-9.1%	125.0%	60.0%	60.0%	-20.0%	0.0%	0.0%	23.6%
Sold	7	5	4	7	4	13	15	8	9	10	7	11	4	8
% Change from '11	12.7%	0.0%	-20.0%	-30.0%	-60.0%	85.7%	87.5%	0.0%	0.0%	0.0%	40.0%	57.1%	-55.6%	13.4%
Month Supply of Inventory	13.0	10.8	11.7	8.2	7.3	5.7	7.5	8.6	4.2	7.2	7.4	7.6	10.2	8.0

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

Baldwin & Woodville	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$94,469	\$77,750	\$113,400	\$97,450	\$148,000	\$99,925	\$122,000	\$107,000	\$105,000	\$103,250	\$130,000	\$130,000	\$117,500	\$112,606
% Change from '11	-15.7%	-0.3%	84.4%	21.1%	68.9%	66.5%	10.9%	18.9%	16.8%	-2.8%	92.6%	-4.1%	-11.7%	16.1%
Units for Sale	88	73	76	81	82	75	74	75	71	68	70	61	55	72
% Change from '11	-18.7%	-24.0%	-18.3%	-6.9%	-4.7%	-14.8%	-21.3%	-28.6%	-34.3%	-23.6%	-9.1%	-17.6%	-23.6%	-22.6%
Units under Contract	6	9	6	10	11	9	7	9	11	10	8	11	4	9
% Change from '11	66.2%	80.0%	200.0%	-16.7%	83.3%	125.0%	133.3%	125.0%	-31.2%	-9.1%	33.3%	37.5%	0.0%	31.4%
Sold	6	8	7	6	7	12	12	9	9	8	11	10	6	9
% Change from '11	8.1%	33.3%	16.7%	50.0%	40.0%	71.4%	71.4%	200.0%	-18.2%	-38.5%	37.5%	66.7%	0.0%	31.4%
Month Supply of Inventory	16.8	6.4	10.8	6.8	6.1	7.1	8.9	6.7	5.2	5.4	7.2	4.5	11.5	7.2

Somerset	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$123,563	\$134,000	\$147,500	\$199,900	\$68,500	\$126,000	\$122,450	\$169,750	\$134,500	\$139,500	\$120,400	\$152,950	\$152,250	\$138,975
% Change from '11	-3.8%	-10.7%	96.7%	38.1%	-54.3%	25.4%	15.0%	-13.4%	-21.1%	11.7%	-5.2%		10.3%	11.1%
Units for Sale	93	93	84	82	88	89	81	71	74	70	69	59	54	76
% Change from '11	-5.2%	-8.8%	-9.7%	-13.7%	-10.2%	-13.6%	-20.6%	-26.8%	-19.6%	-21.3%	-20.7%	-33.0%	-32.5%	-22.1%
Units under Contract	5	8	6	10	16	13	10	9	9	12	11	10	3	10
% Change from '11	33.0%	33.3%	200.0%	150.0%	100.0%	44.4%	900.0%	28.6%	28.6%	100.0%	450.0%	233.3%	-25.0%	48.7%
Sold	5	9	8	3	9	13	14	12	8	9	9	14	4	9
% Change from '11	1.4%	200.0%	300.0%	-40.0%	28.6%	225.0%	133.3%	140.0%	166.7%	28.6%	0.0%		33.3%	46.4%
Month Supply of Inventory	27.1	8.9	11.2	6.4	4.2	5.2	6.9	6.6	6.8	4.5	4.7	4.3	15.0	7.1

Hudson	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$198,496	\$178,000	\$162,000	\$215,125	\$192,000	\$225,000	\$186,000	\$161,500	\$192,000	\$185,000	\$200,000	\$208,000	\$198,572	\$191,933
% Change from '11	-6.7%	18.7%	-28.6%	8.1%	20.7%	-9.3%	35.1%	24.2%	32.7%	0.3%	-7.0%	20.5%	-0.7%	-3.4%
Units for Sale	367	273	271	294	333	344	207	195	203	319	319	285	264	276
% Change from '11	-10.5%	-23.1%	-24.9%	-22.6%	-16.5%	-18.5%	-7.6%	-14.8%	-11.0%	-15.4%	-9.1%	-12.0%	-9.6%	-33.2%
Units under Contract	32	27	21	29	47	43	25	22	24	38	35	24	34	31
% Change from '11	13.0%	17.4%	-32.3%	7.4%	38.2%	43.3%	78.6%	69.2%	60.0%	22.6%	6.1%	20.0%	61.9%	-4.1%
Sold	28	23	19	26	31	37	19	22	21	35	37	27	32	27
% Change from '11	2.0%	21.1%	-26.9%	-13.3%	3.3%	48.0%	18.8%	83.3%	61.5%	-14.6%	12.1%	22.7%	10.3%	-2.1%
Month Supply of Inventory	9.9	8.4	10.8	8.3	5.6	6.3	6.8	7.5	6.9	6.9	7.1	10.0	5.9	7.5

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

Prescott	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$159,088	\$183,000	\$85,000	\$103,250	\$166,000	\$150,100	\$157,000	\$230,000	\$169,000	\$133,000	\$190,000	\$297,500	\$130,000	\$166,154
% Change from '11	-19.0%	18.1%	-38.4%	-42.6%	-26.2%	-28.2%	16.3%	27.8%	-17.6%	-22.4%	52.2%	197.5%	-34.2%	4.3%
Units for Sale	88	69	72	83	89	89	90	87	84	73	73	70	69	79
% Change from '11	-10.0%	-13.8%	-5.3%	1.2%	11.2%	1.1%	-6.2%	-11.2%	-13.4%	-19.8%	-18.9%	-5.4%	-5.5%	-11.4%
Units under Contract	5	2	2	5	6	7	8	7	13	11	5	1	5	6
% Change from '11	75.0%	-71.4%	0.0%	-37.5%	20.0%	133.3%	100.0%	75.0%	85.7%	83.3%	-37.5%	-50.0%	25.0%	16.7%
Sold	5	3	3	2	4	4	11	8	13	5	9	2	5	6
% Change from '11	84.0%	-40.0%	0.0%	-60.0%	-20.0%	0.0%	120.0%	60.0%	160.0%	-50.0%	125.0%	-33.3%	25.0%	13.0%
Month Supply of Inventory	17.0	29.0	32.0	14.4	13.0	10.7	9.5	10.0	4.8	5.0	12.2	63.0	10.8	17.9

Ellsworth	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$120,453	\$175,000	\$101,250	\$80,000	\$125,000	\$147,230	\$138,125	\$111,750	\$143,750	\$172,250	\$120,450	\$85,250	\$132,900	\$127,746
% Change from '11	-3.0%	141.4%	-39.4%	-39.3%	8.7%	31.5%	-13.0%	-10.1%	19.8%	30.5%	-21.7%	38.6%	37.2%	5.7%
Units for Sale	81	74	79	77	87	87	86	87	89	78	67	60	57	77
% Change from '11	-4.0%	5.7%	14.5%	14.9%	17.6%	2.4%	-7.5%	-4.4%	1.1%	-16.1%	-24.7%	-23.1%	-19.7%	-4.7%
Units under Contract	5	6	10	3	9	7	8	9	12	8	3	4	4	7
% Change from '11	43.0%	20.0%	400.0%	-57.1%	125.0%	133.3%	33.3%	50.0%	500.0%	0.0%	-40.0%	-55.6%	300.0%	27.7%
Sold	5	3	6	7	9	5	10	6	12	6	6	2	3	6
% Change from '11	33.0%	-25.0%	100.0%	75.0%	125.0%	-28.6%	150.0%	50.0%	100.0%	50.0%	0.0%	-71.4%	-40.0%	20.0%
Month Supply of Inventory	21.0	10.7	6.3	23.7	8.0	10.4	9.4	8.4	6.1	7.8	19.0	12.8	12.5	11.3

## By School District compared from 2011 to 2012 by Month

Woodbury School District (South Washington Cty #833)	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$168,375	\$167,500	\$159,450	\$179,200	\$200,000	\$215,775	\$198,450	\$186,000	\$218,500	\$218,300	\$230,000	\$201,450	\$197,000	\$197,635
% Change from '11	12.0%	11.7%	-11.4%	22.1%	38.9%	16.6%	24.0%	9.3%	11.3%	15.0%	23.7%	32.1%	6.5%	14.8%
Units for Sale	674	594	601	641	633	633	600	615	591	560	562	526	443	583
% Change from '11	21.4%	8.0%	5.3%	0.8%	-5.1%	-11.1%	-19.6%	-19.6%	-24.6%	-22.8%	-18.8%	-18.8%	-24.8%	-15.6%
Units under Contract	97	98	112	135	139	152	143	160	181	119	131	130	95	133
% Change from '11	98.7%	63.3%	80.6%	43.6%	33.7%	65.2%	10.9%	35.6%	38.2%	7.2%	40.9%	47.7%	21.8%	27.0%
Sold	94	80	84	110	129	144	140	149	186	122	123	118	100	124
% Change from '11	121.8%	56.9%	58.5%	25.0%	76.7%	48.5%	22.8%	69.3%	19.2%	4.3%	16.0%	15.7%	23.5%	24.0%
Month Supply of Inventory	5.6	4.5	4.0	3.4	3.2	2.8	2.9	2.6	2.1	3.3	3.0	2.7	3.1	3.1

Stillwater School District #834	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$223,268	\$237,500	\$250,000	\$239,000	\$215,000	\$255,000	\$230,000	\$272,450	\$240,000	\$245,000	\$255,000	\$290,000	\$217,662	\$245,551
% Change from '11	8.9%	20.6%	11.1%	17.2%	9.1%	8.3%	11.7%	17.2%	-5.0%	5.9%	7.0%	22.4%	-2.4%	9.1%
Units for Sale	552	523	522	561	575	589	592	576	571	529	491	435	370	528
% Change from '11	34.5%	20.5%	21.4%	17.9%	10.8%	6.7%	-0.2%	-4.0%	-8.5%	-15.9%	-23.8%	-25.3%	-31.5%	-4.6%
Units under Contract	54	57	62	80	91	80	82	89	102	86	75	60	47	76
% Change from '11	118.6%	50.0%	82.4%	110.5%	37.9%	9.6%	36.7%	81.6%	72.9%	72.0%	23.0%	15.4%	-24.2%	28.9%
Sold	51	45	47	79	63	89	88	72	104	83	67	65	54	71
% Change from '11	102.9%	136.8%	56.7%	139.4%	31.2%	43.5%	23.9%	56.5%	44.4%	53.7%	24.1%	10.2%	-18.2%	28.5%
Month Supply of Inventory	8.8	7.4	6.8	5.5	4.9	5.7	5.7	5.2	4.1	4.6	4.7	5.4	5.7	5.5

Oakdale/Maplewood School District #622	2011													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold	\$138,821	\$121,000	\$129,500	\$113,000	\$151,900	\$142,500	\$163,000	\$152,250	\$142,000	\$139,850	\$149,000	\$154,800	\$135,000	\$141,150
% Change from '11	12.1%	-9.7%	-4.1%	-14.4%	-4.5%	7.1%	1.9%	18.0%	2.9%	10.8%	-5.5%	1.0%	-7.1%	1.7%
Units for Sale	505	456	462	480	479	502	487	450	432	430	427	407	362	448
% Change from '11	20.2%	13.4%	12.4%	5.5%	-1.4%	-0.6%	-15.2%	-21.3%	-28.0%	-22.0%	-20.2%	-2.2%	-10.4%	-12.8%
Units under Contract	68	71	68	103	94	110	112	102	102	96	99	80	64	92
% Change from '11	63.7%	54.3%	58.1%	83.9%	25.3%	69.2%	47.4%	39.7%	-3.8%	37.1%	45.6%	70.2%	93.9%	25.9%
Sold	66	53	72	73	85	108	108	110	113	82	84	79	71	87
% Change from '11	68.3%	51.4%	84.6%	46.0%	54.5%	54.3%	58.8%	64.2%	5.6%	-8.9%	10.5%	58.0%	42.0%	23.7%
Month Supply of Inventory	6.0	4.9	5.3	3.4	3.9	3.2	3.1	3.1	3.0	3.1	3.0	3.6	3.9	3.6



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

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

St. Croix County, WI	2010													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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

## By County compared from 2010 to 2011 by Month

Washington County, MN	2010													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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

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

Baldwin & Woodville	2010													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
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



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

Ellsworth	2010 Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD Average
Median Price Sold	\$125,804	72,500	167,000	131,750	115,000	112,000	158,750	124,250	119,950	132,000	153,875	61,500	96,860	\$120,453
% Change from '11									10.0%	51.0%	3.9%	-62.6%	-19.3%	-3%
Units for Sale	86	70	69	67	74	85	93	91	88	93	89	78	71	81
% Change from '11									-14.6%	1.1%	4.7%	-4.9%	-4.1%	-4%
Units under Contract	5	5	2	7	4	3	6	6	2	8	5	9	1	5
% Change from '11									-66.7%	300.0%	0.0%	50.0%	-66.7%	43%
Sold	5	4	3	4	4	7	4	4	6	4	6	7	5	5
% Change from '11									50.0%	-20.0%	50.0%	16.7%	66.7%	33%
Month Supply of Inventory	20	12.8	31.0	8.1	17.2	26.3	14.2	13.2	39.0	9.6	14.6	6.9	59.0	21.0

Prescott	2010 Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	YTD Average
Median Price Sold							135,000	179,900	205,000	171,350	124,868	100,000	197,500	\$159,088
% Change from '11							-22.4%	9.7%	-21.2%	-22.3%	-13.9%	-58.2%	-6.0%	-19%
Units for Sale							96	98	97	91	90	74	73	88
% Change from '11							-8.6%	-13.3%	-7.6%	-15.7%	-5.3%	-11.9%	-8.8%	-10%
Units under Contract							4	4	7	6	8	2	5	5
% Change from '11							0.0%	-20.0%	250.0%	200.0%	60.0%	-33.3%	66.7%	75%
Sold							5	5	5	10	4	3	4	5
% Change from '11							-16.7%	-37.5%	400.0%	233.3%	-20.0%	50.0%	-20.0%	84%
Month Supply of Inventory							21.8	21.5	11.4	12.5	8.5	32.5	11.0	17.0

## By School District compared from 2010 to 2011 by Month

Woodbury School District (South Washington Cty #833)	2010													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold		\$150,000	\$179,900	\$146,750	\$144,000	\$185,000	\$160,000	\$170,250	\$171,250	\$189,900	\$186,000	\$152,450	\$185,000	\$168,375
% Change from '11									14.7%	19.5%	6.3%	4.7%	15.0%	12.0%
Units for Sale		550	571	636	667	712	746	765	784	725	692	648	589	674
% Change from '11									37.1%	26.5%	18.1%	18.7%	6.5%	21.4%
Units under Contract		60	62	94	104	92	129	118	131	111	93	88	78	97
% Change from '11									125.9%	158.1%	60.3%	114.6%	34.5%	98.7%
Sold		51	53	88	73	97	114	88	156	117	106	102	81	94
% Change from '11									200.0%	112.7%	146.5%	112.5%	37.3%	121.8%
Month Supply of Inventory		7.5	7.5	5.4	5.2	6.2	4.5	5.2	4.4	5.0	5.6	5.5	5.6	5.6

Stillwater School District #834	2010													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold		\$197,000	\$225,000	\$204,000	\$197,000	\$235,500	\$205,900	\$232,500	\$252,500	\$231,382	\$238,428	\$237,000	\$223,000	\$223,268
% Change from '11									29.5%	14.5%	-2.7%	3.1%	0.2%	8.9%
Units for Sale		434	430	476	519	552	593	600	624	629	644	582	539	552
% Change from '11									35.9%	41.3%	44.1%	28.8%	22.5%	34.5%
Units under Contract		38	34	38	66	73	60	49	59	50	61	53	62	54
% Change from '11									43.9%	72.4%	125.9%	140.9%	210.0%	118.6%
Sold		19	30	33	48	62	71	46	72	54	54	59	66	51
% Change from '11									100.0%	63.6%	125.0%	90.3%	135.7%	102.9%
Month Supply of Inventory		9.5	10.8	10.7	6.4	6.1	8.3	10.6	8.7	10.5	8.3	9.0	6.7	8.8

Oakdale/Maplewood School District #622	2010													YTD Average
	Average	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
Median Price Sold		\$134,000	\$135,000	\$132,000	\$159,000	\$133,000	\$159,900	\$129,000	\$138,000	\$126,250	\$157,700	\$125,000	\$137,000	\$138,821
% Change from '11										-24.6%	0.4%	-18.5%	-5.7%	-12.1%
Units for Sale		402	411	455	486	505	574	572	600	551	535	503	468	505
% Change from '11										23.8%	19.7%	21.2%	16.1%	20.2%
Units under Contract		46	43	56	75	65	76	73	106	70	68	70	73	68
% Change from '11										42.9%	41.7%	48.9%	121.2%	63.7%
Sold		35	39	50	55	70	68	67	107	90	76	58	81	66
% Change from '11										136.8%	58.3%	16.0%	62.0%	68.3%
Month Supply of Inventory		7.1	7.9	6.6	5.1	6.4	6.1	6.5	4.3	6.2	6.1	5.5	4.7	6.0



## 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

## By County compared from 2009 to 2010 by Month

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

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

Baldwin & Woodville	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

Somerset	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

Hudson	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

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

Ellsworth	January	February	March	April	May	June	July	August	September	October	November	December	YTD Average
Median Price Sold								109,000	87,418	148,100	164,500	120,000	\$125,804
% Change from '11													
Units for Sale								103	92	85	78	71	86
% Change from '11													
Units under Contract								6	2	5	9	1	5
% Change from '11													
Sold								4	5	4	7	5	5
% Change from '11													
Month Supply of Inventory								14.0	39.5	14.4	11.7	20.3	20













