



MINNEAPOLIS AREA Association
of REALTORS®

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September 2009

Buyer activity took another step up in September as the final days of the federal tax credit for first-time buyers ticked toward a November 30 deadline, contrary to the typical September slowdown.

There were 4,986 signed purchase agreements during the month, up 23.5 percent from a year ago—the 15th consecutive month of year-over-year increases in pending sales. Since first-time home buyers don't typically go high end, a healthy portion of these sales are taking place in price ranges below \$200,000.

The influx of new buyers has helped home prices grow over the course of the year. The September median sales price of \$170,000 represents a slight dip from the prior month, but the dip is much less extreme than typical. Compared to last September, it's a 10.5 percent decline—the lowest year-over-year decline in 17 months.

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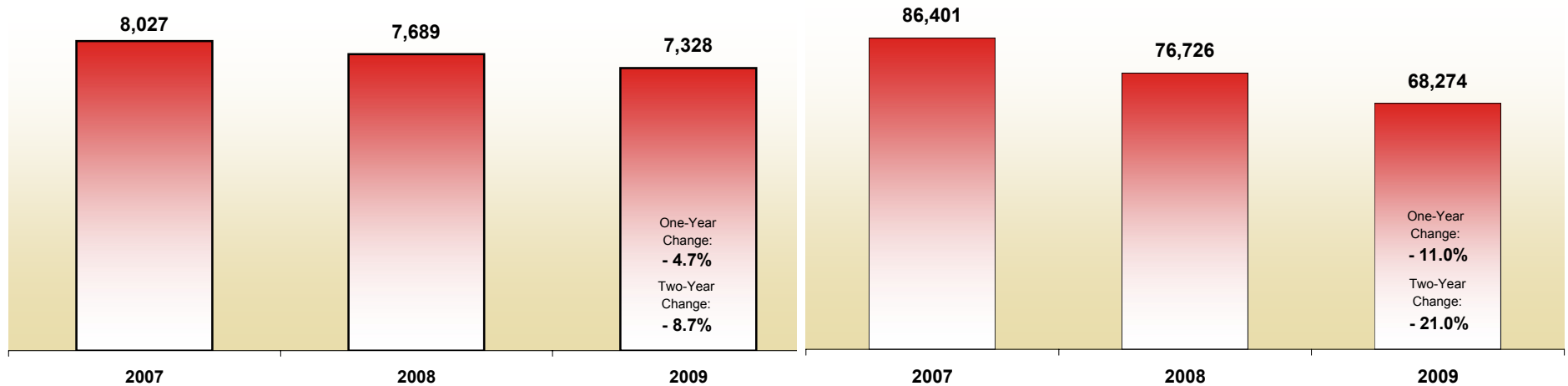
New Listings

A Monthly Indicator from the **Minneapolis Area Association of REALTORS®**

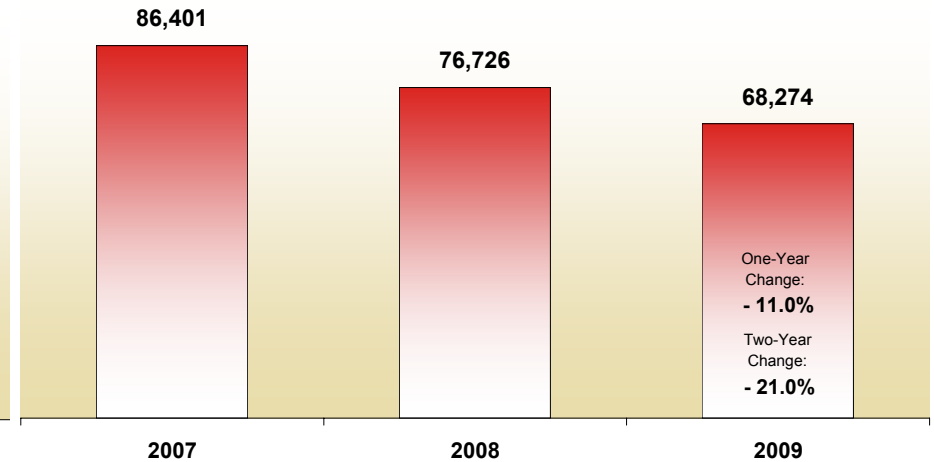


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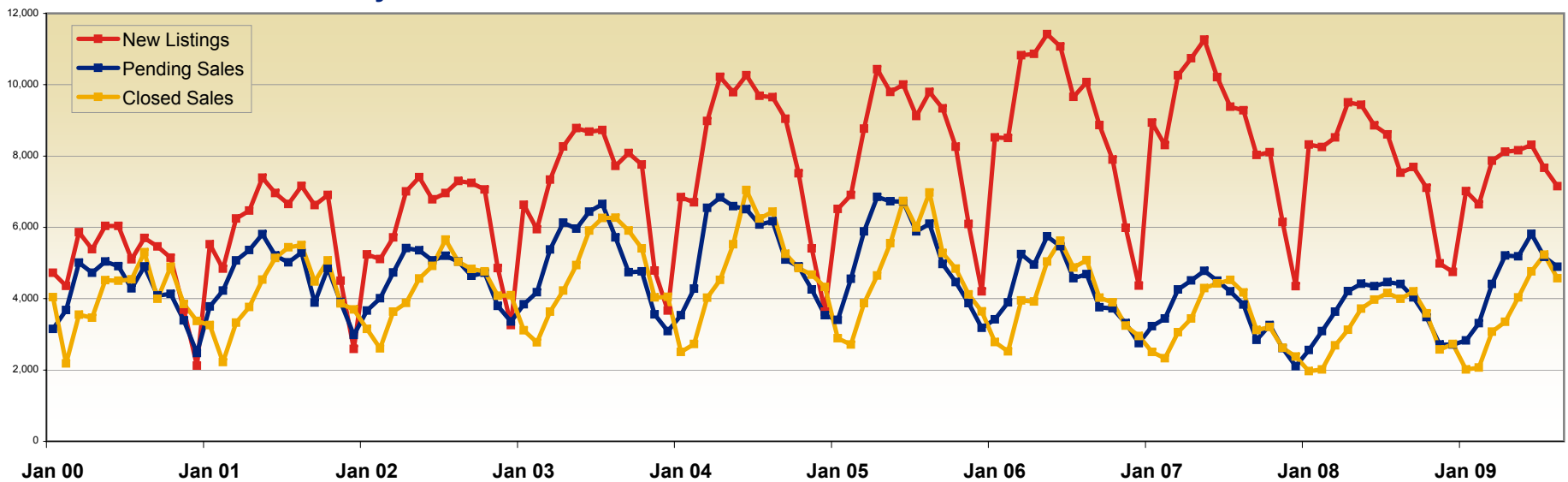
September



Year to Date



Historical Market Activity



Pending Sales

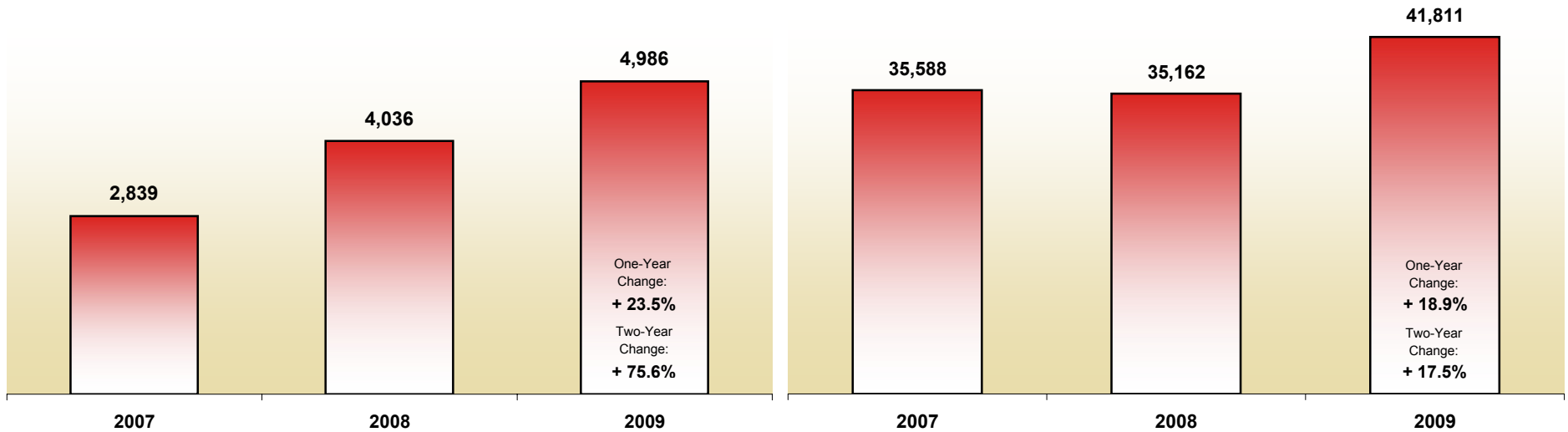
A Monthly Indicator from the **Minneapolis Area Association of REALTORS®**



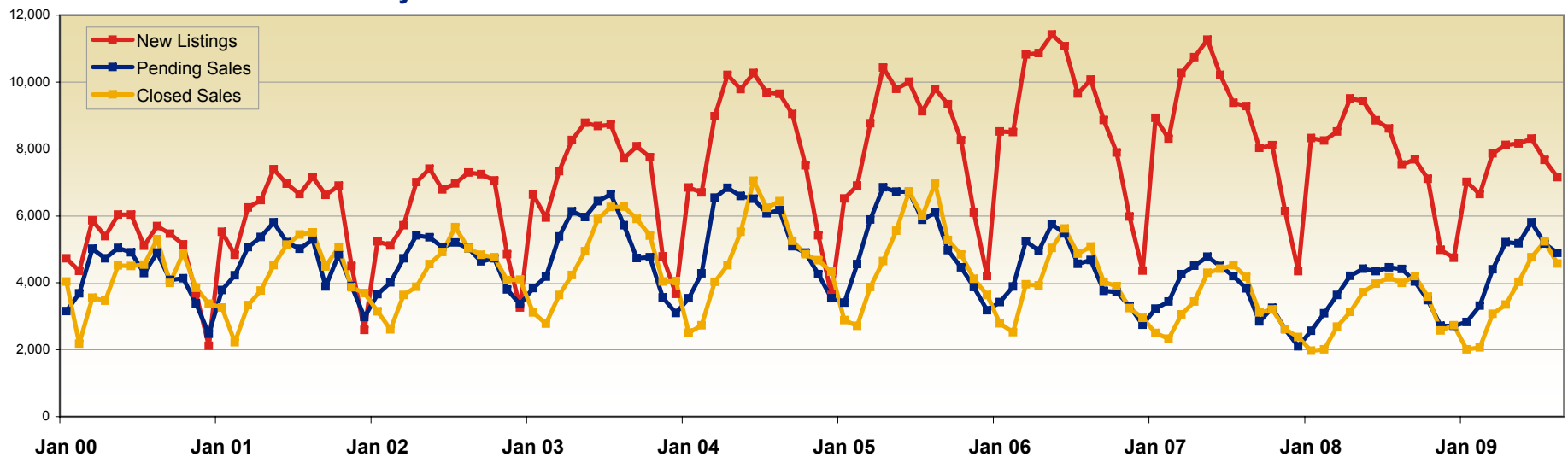
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September

Year to Date



Historical Market Activity



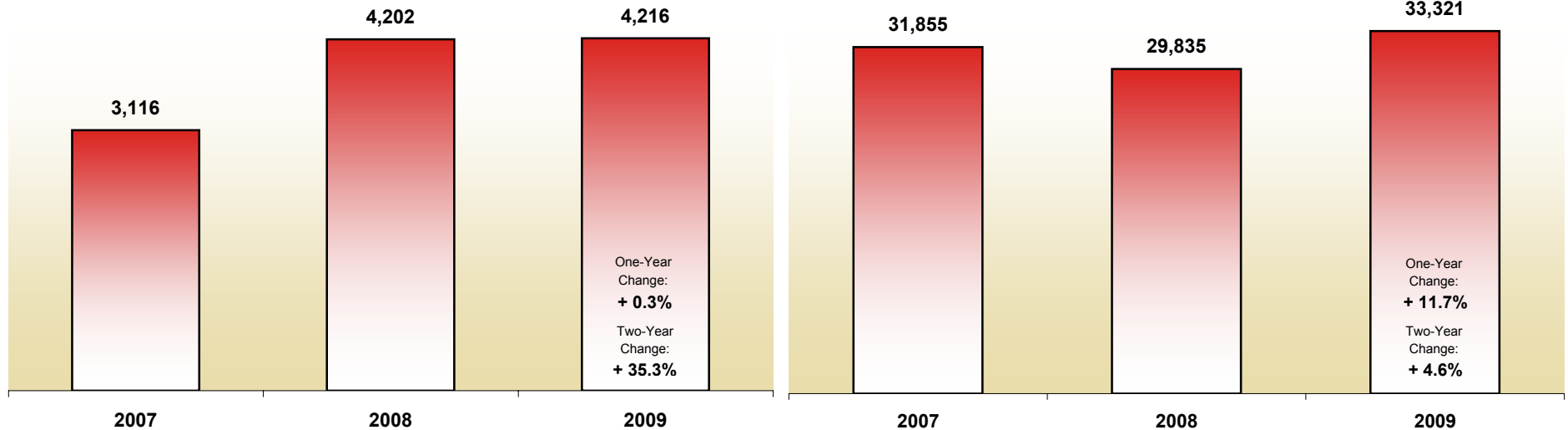
Closed Sales

A Monthly Indicator from the **Minneapolis Area Association of REALTORS®**

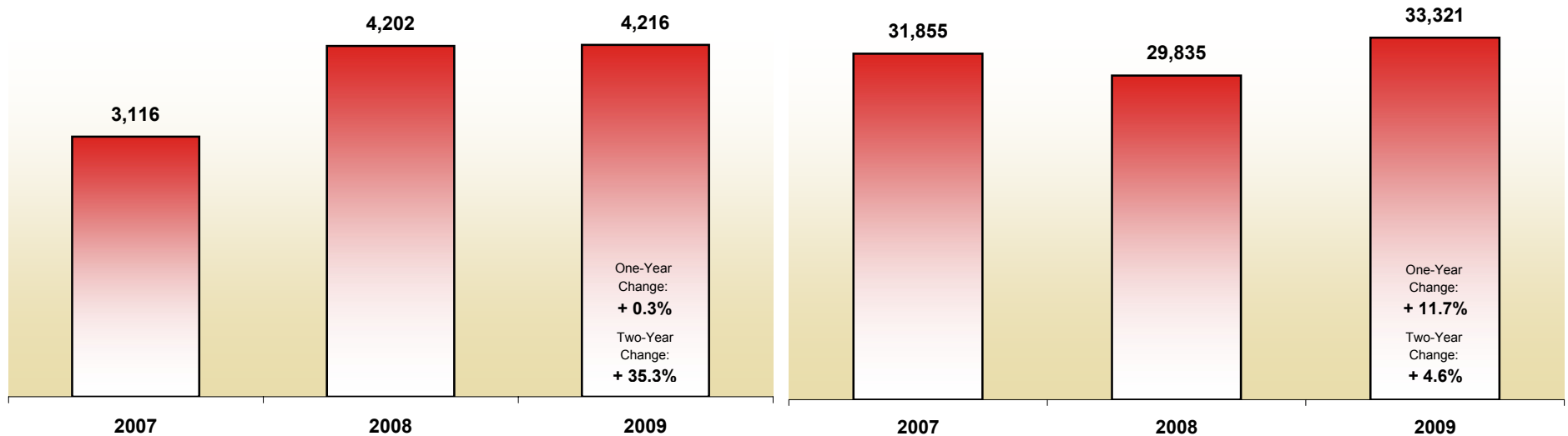


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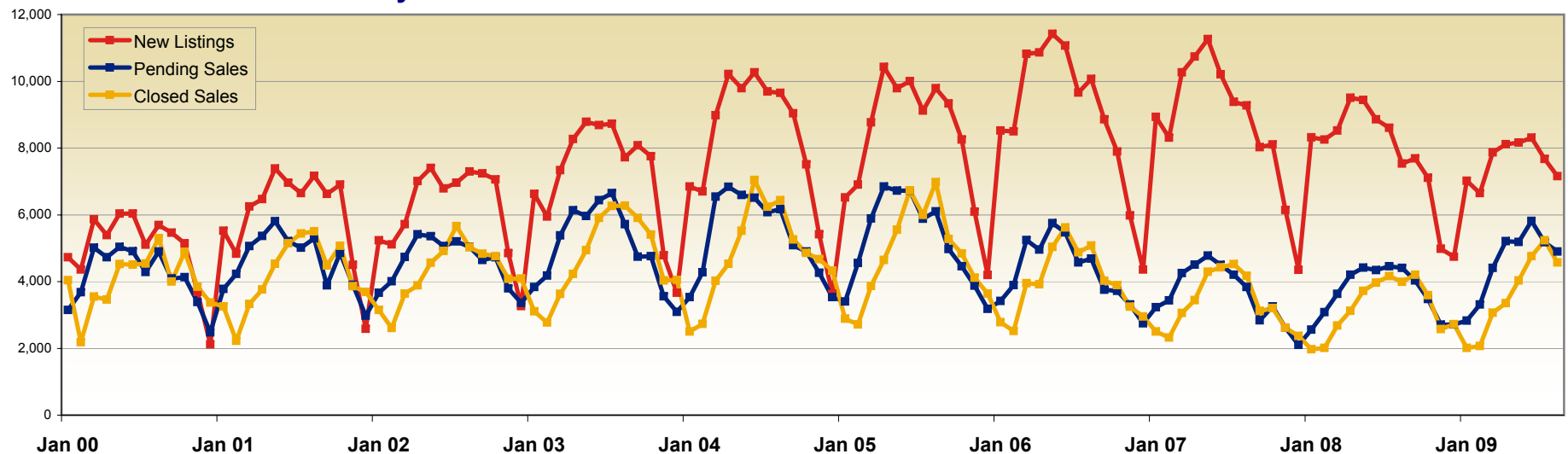
September



Year to Date



Historical Market Activity



Dollar Volume of Closed Sales (in millions)

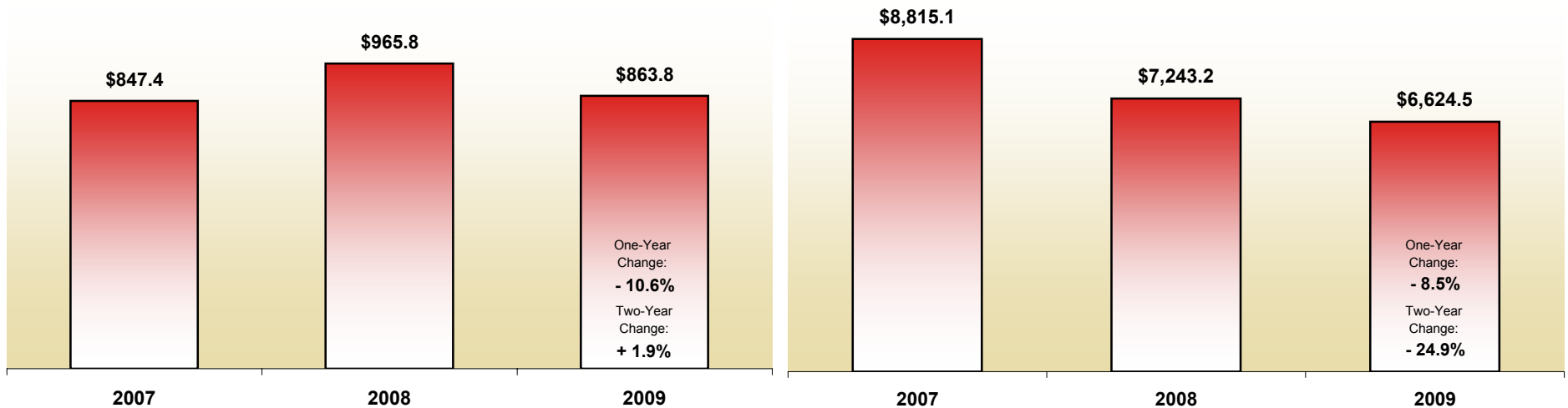
A Monthly Indicator from the Minneapolis Area Association of REALTORS®



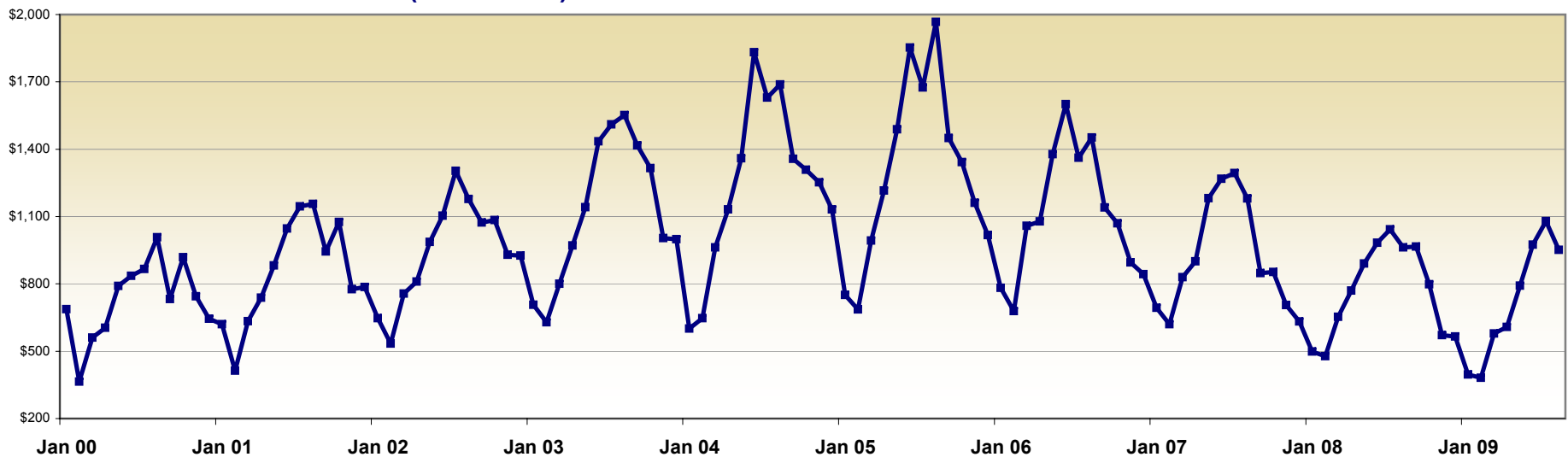
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September

Year to Date



Historical Dollar Volume (in millions)



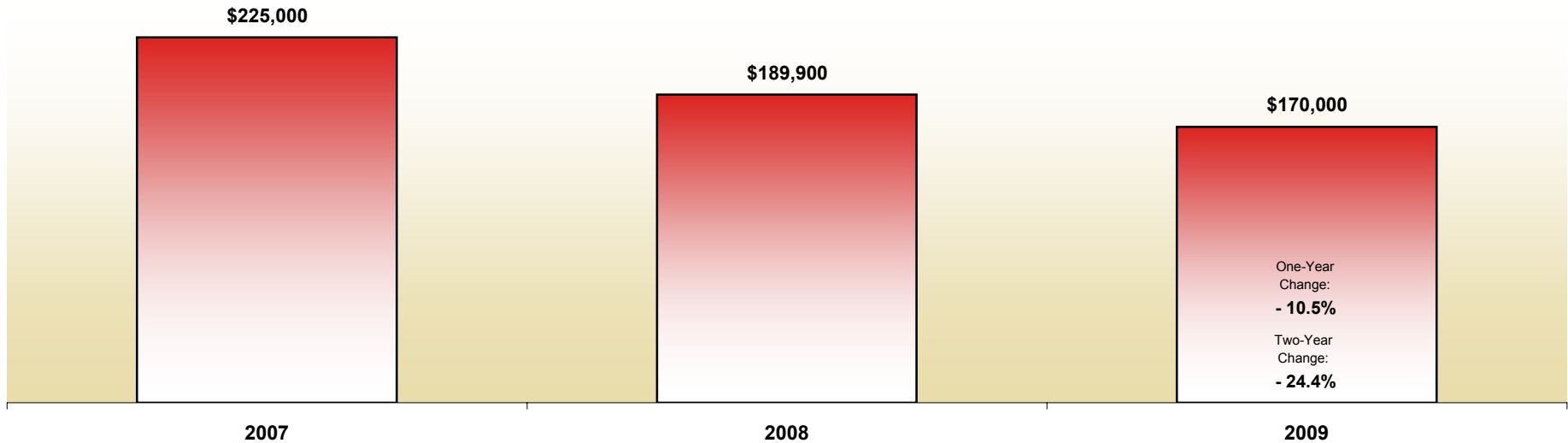
Median Sales Price

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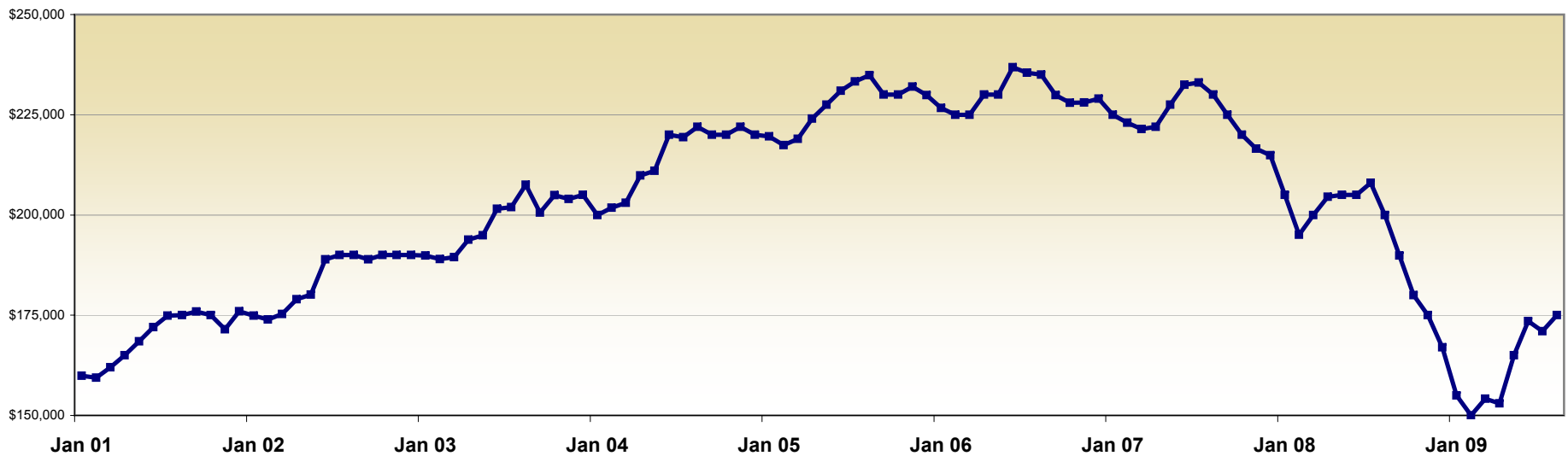


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Historical Median Sales Prices



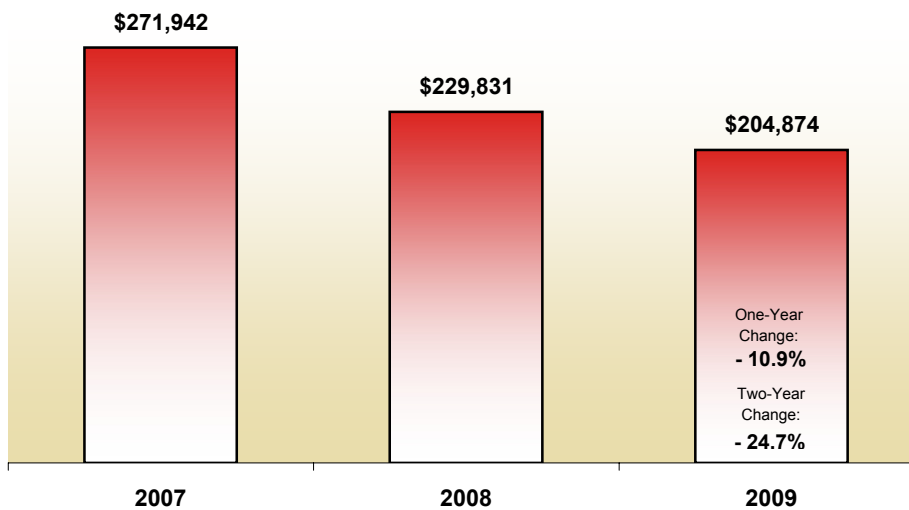
Average Sales Price

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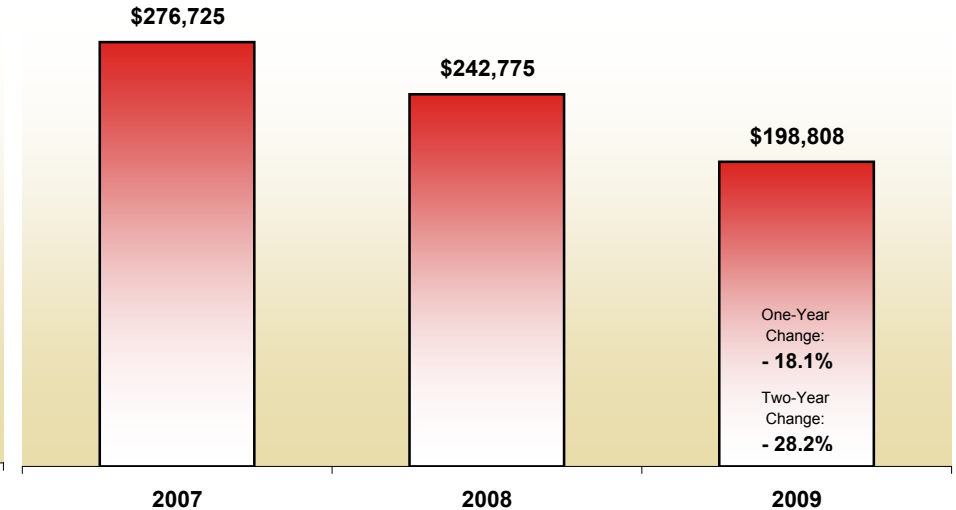


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September



Year to Date



Historical Average Prices



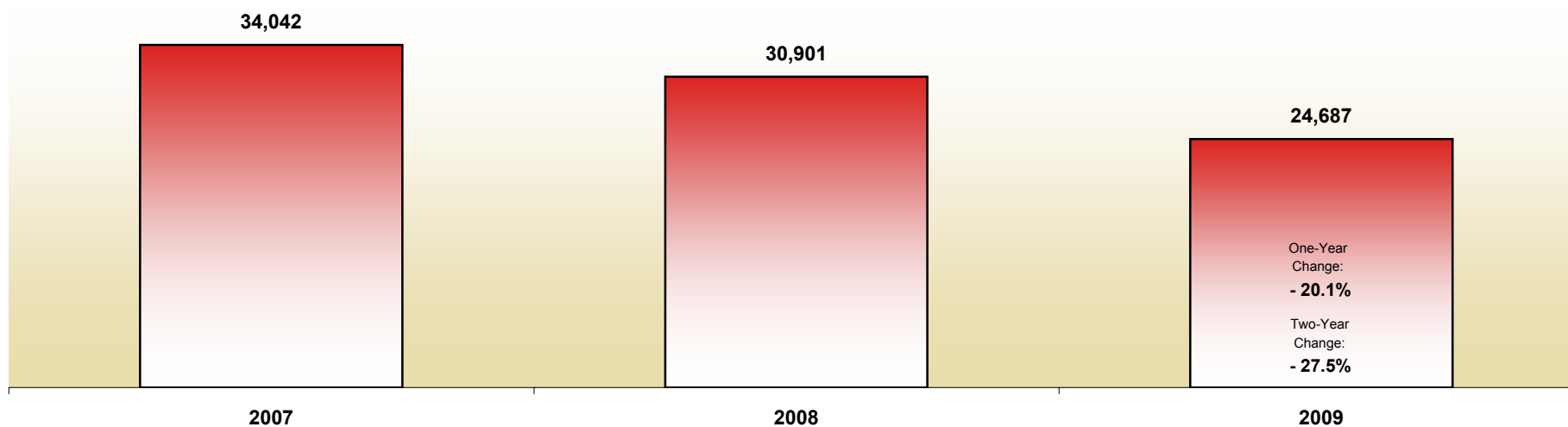
Total Active Listings Available

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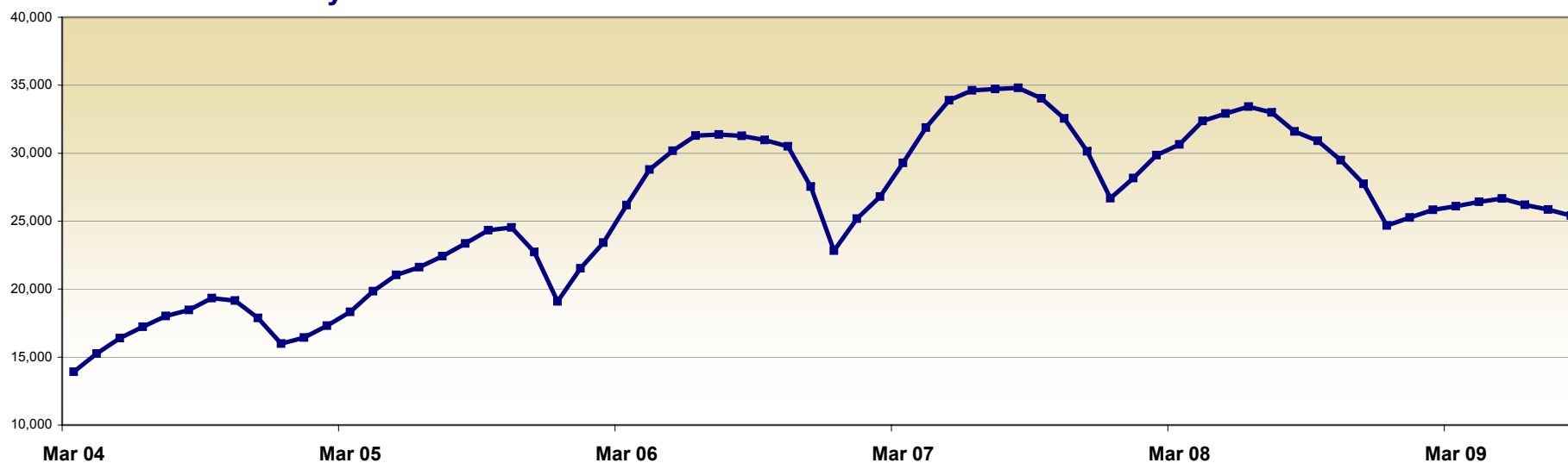


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Historical Inventory Count



Percent of Original List Price Received at Sale

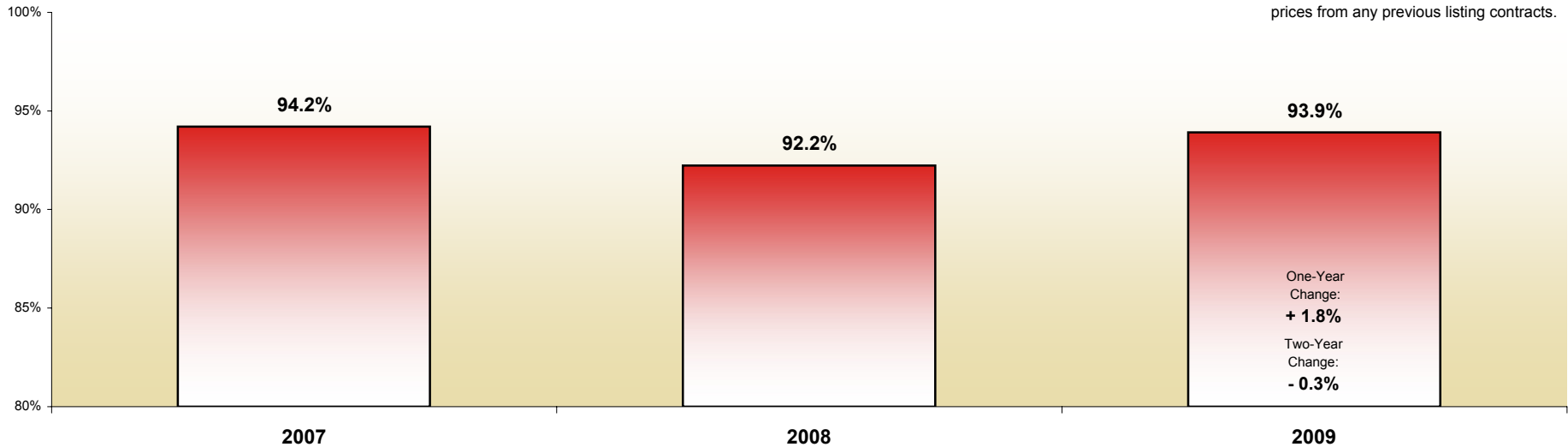
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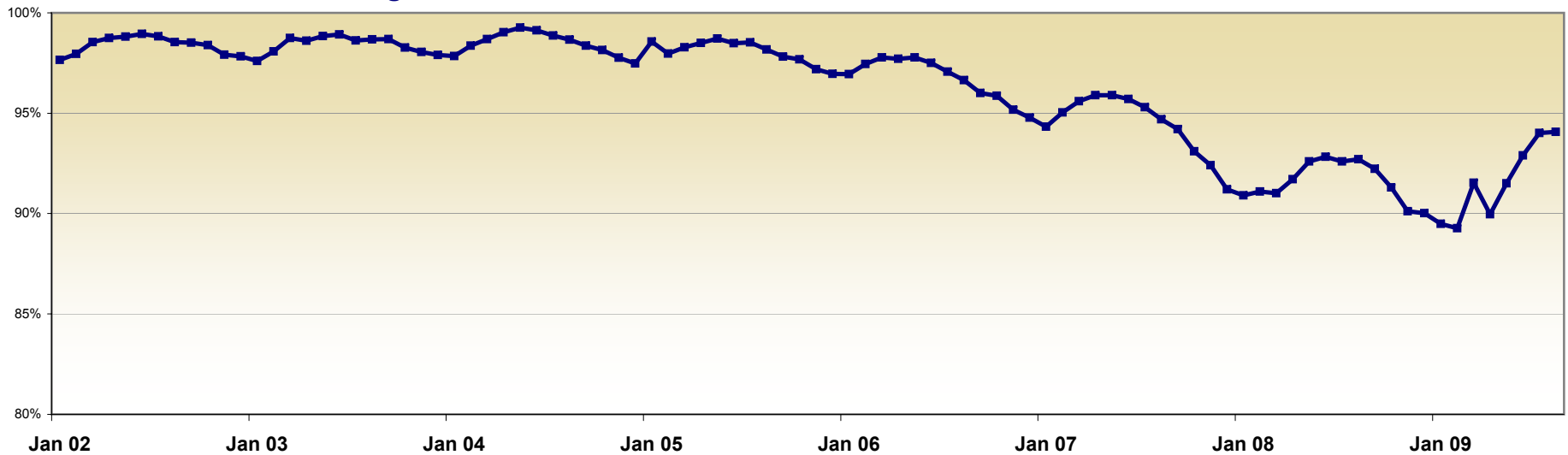
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The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts.



Historical Percent of Original List Price Received at Sale



Mortgage Rates

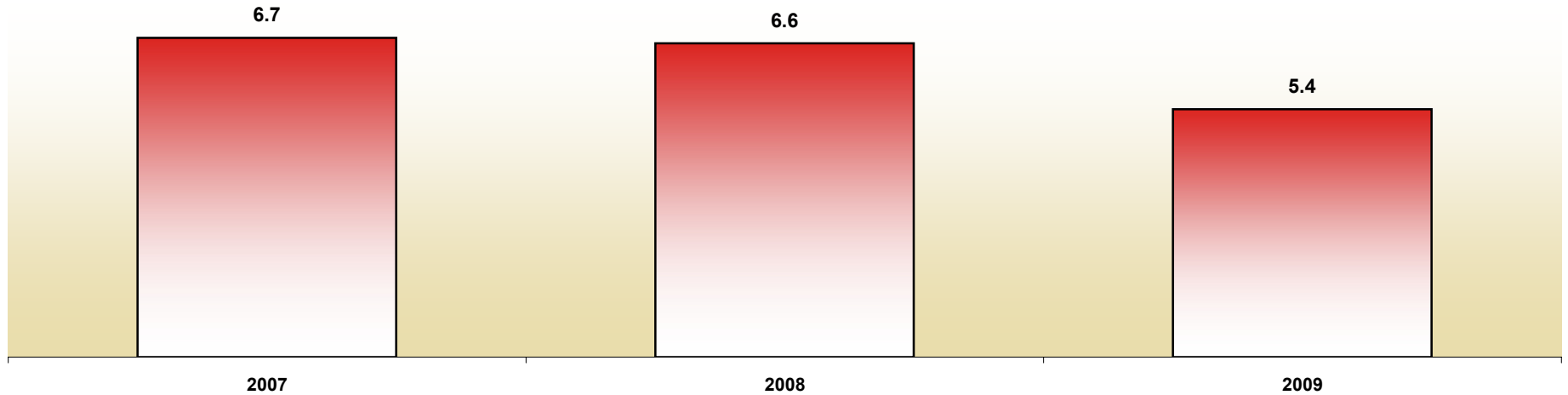
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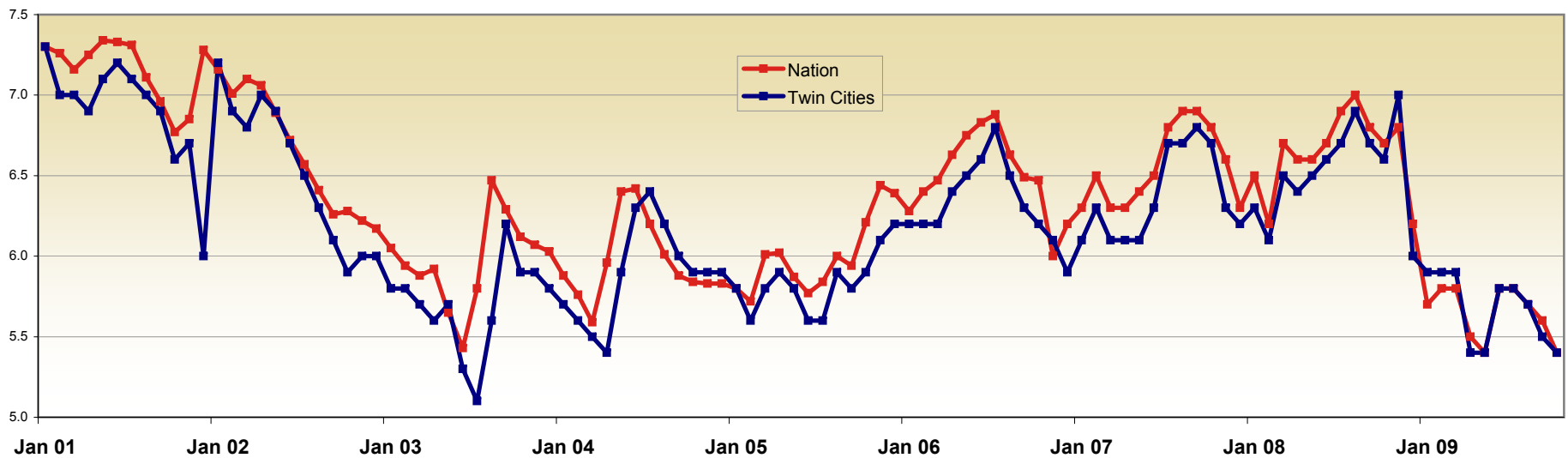
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Mortgage rate information is gathered from HSH Associates Financial Publishers, Inc (www.hsh.com). Data represents 30-year fixed-rate mortgages in the Twin Cities region.



Historical Interest Rates



Supply-Demand Ratio

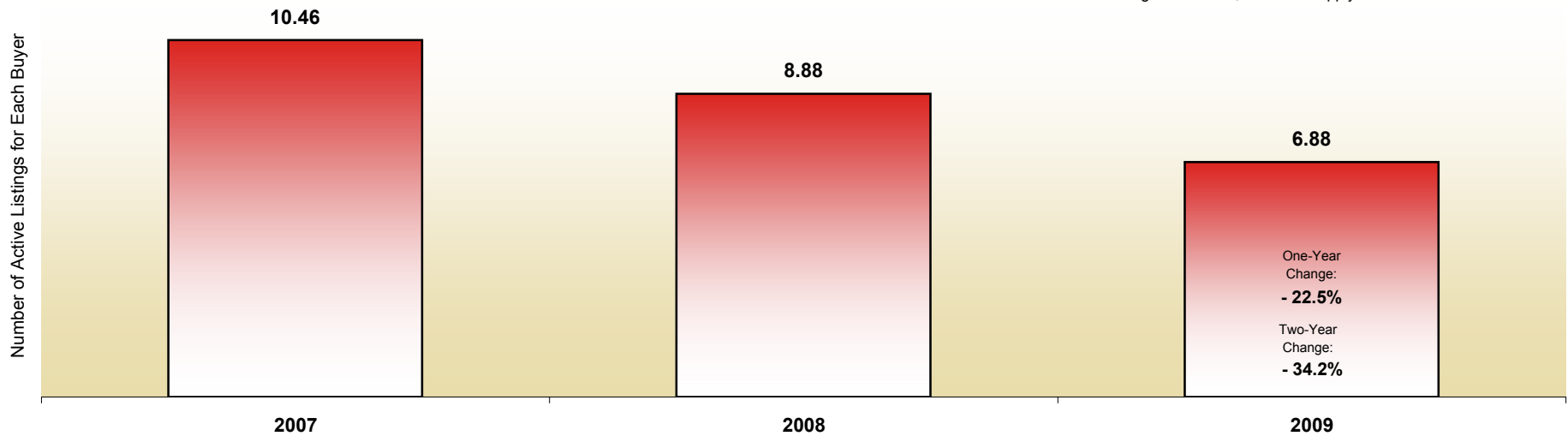
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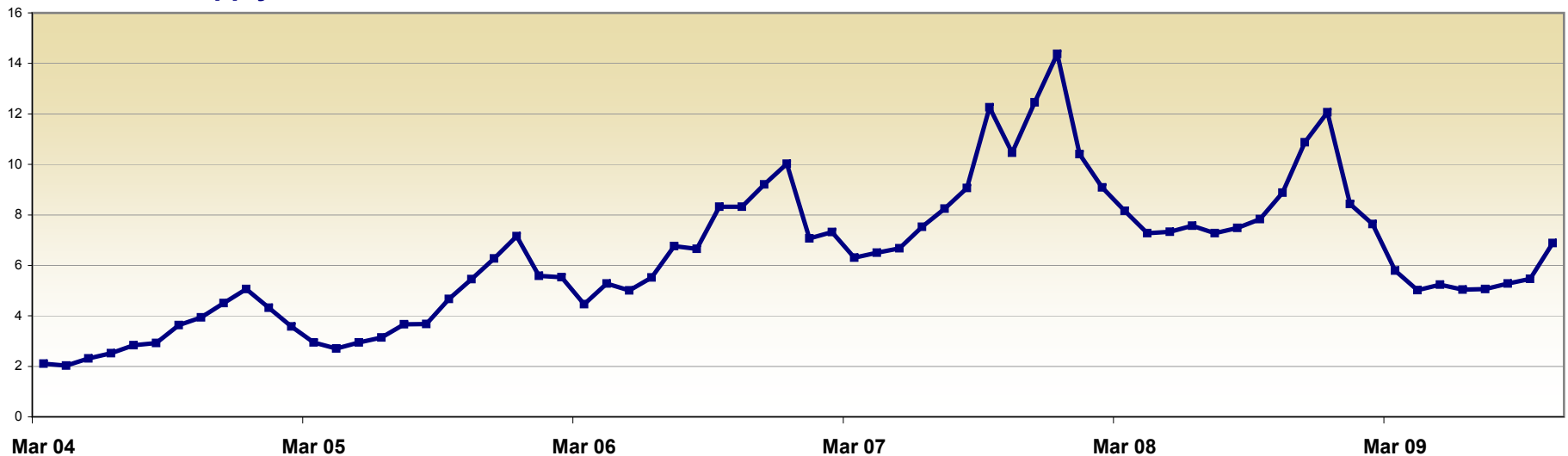
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The Supply-Demand Ratio (SDR) is calculated by comparing the number of homes for sale at the beginning of each month with the number of total pending sales for the month. The higher the SDR, the more supply there is relative to demand.



Historical Supply-Demand Ratio



Housing Affordability Index

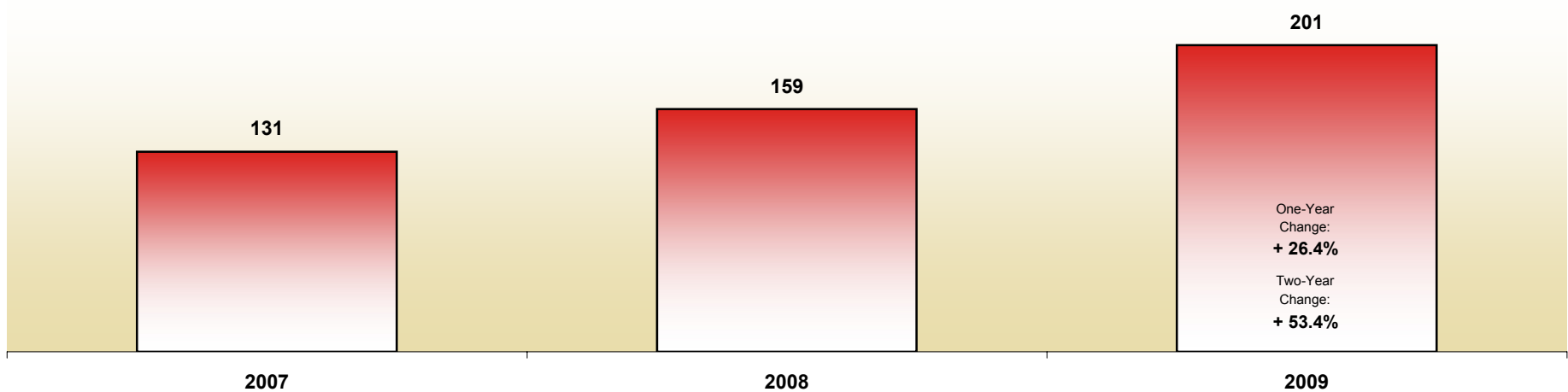
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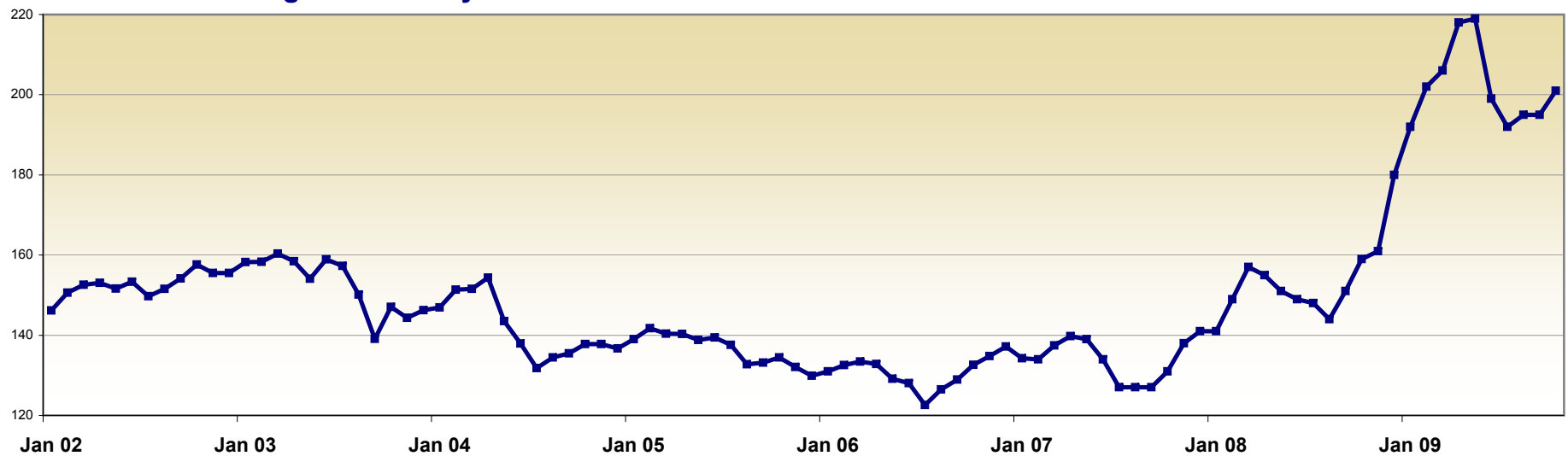
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Note: The HAI formula measures housing affordability for the Minneapolis/St. Paul market. An HAI of 201 means the median family income is 201% of the necessary income to qualify for the median priced home using a 20% down payment, 30-year fixed mortgage.



Historical Housing Affordability Index



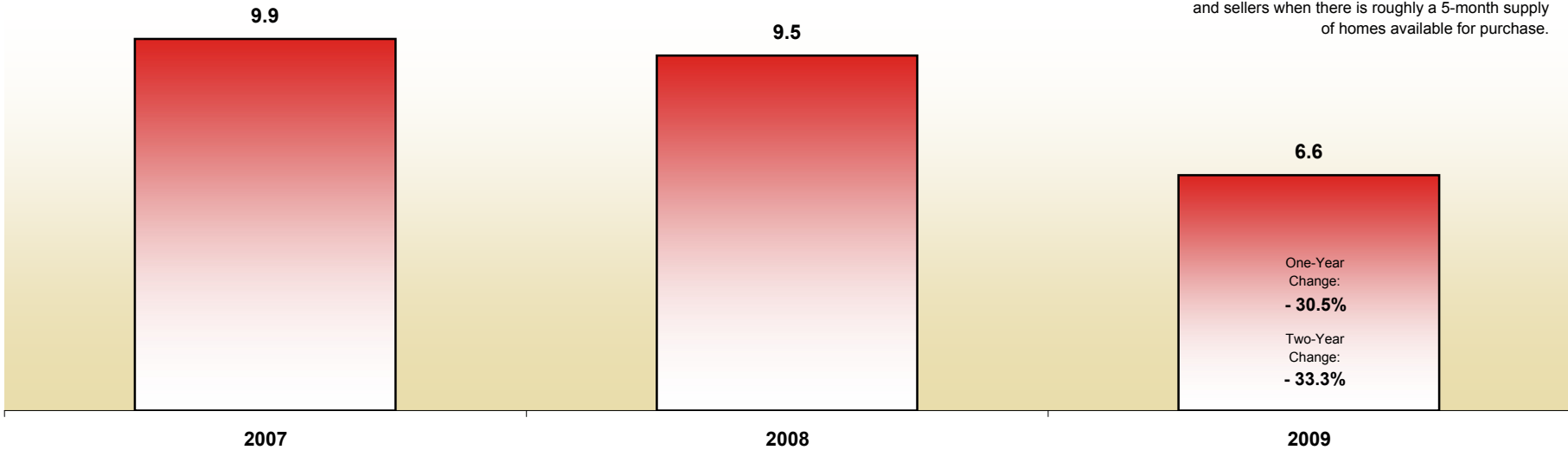
Months Supply of Inventory

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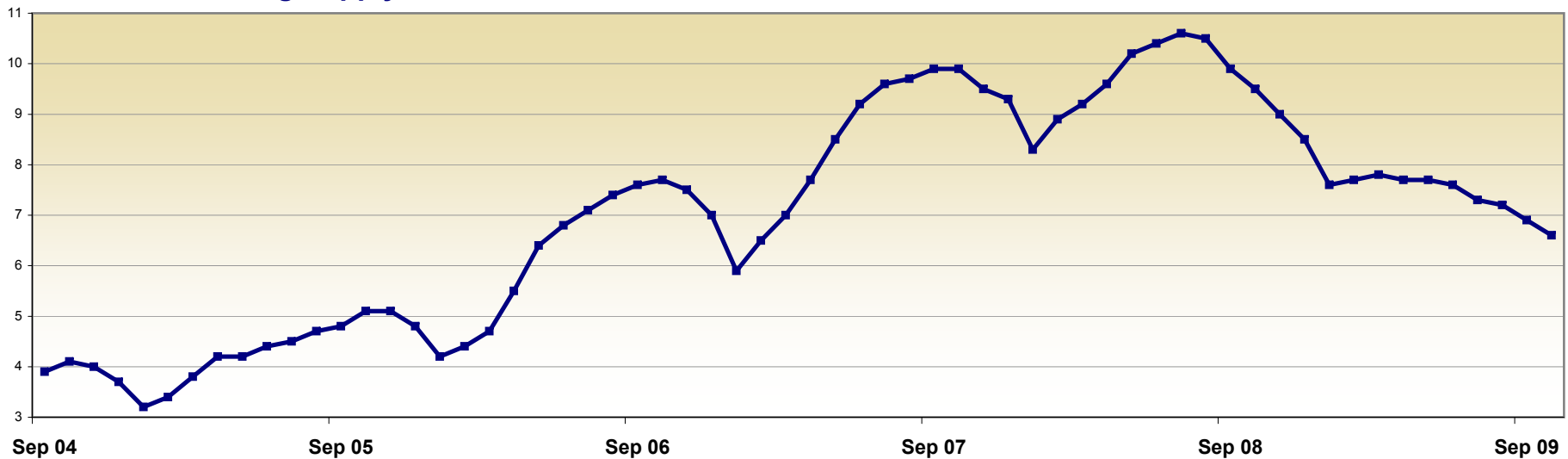


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Historical Housing Supply Outlook



Market Overview

A Monthly Indicator from the **Minneapolis Area Association of REALTORS®**



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September 2009

		2009	2008	Percent Change	5-Year Average	2009 Year-to-Date	2008 Year-to-Date	Percent Change	5-Year Year-to-Date Average
New Listings	Jul	7,669	8,608	- 10.9%	8,887	53,792	61,505	- 12.5%	63,356
	Aug	7,154	7,532	- 5.0%	8,766	60,946	69,037	- 11.7%	72,122
	Sep	7,328	7,689	- 4.7%	8,248	68,274	76,726	- 11.0%	80,370
Pending Sales	Jul	5,174	4,462	+ 16.0%	4,858	31,928	26,715	+ 19.5%	32,178
	Aug	4,897	4,411	+ 11.0%	4,785	36,825	31,126	+ 18.3%	36,964
	Sep	4,986	4,036	+ 23.5%	4,118	41,811	35,162	+ 18.9%	41,081
Closed Sales	Jul	5,235	4,160	+ 25.8%	4,957	24,533	21,641	+ 13.4%	26,368
	Aug	4,572	3,992	+ 14.5%	4,959	29,105	25,633	+ 13.5%	31,327
	Sep	4,216	4,202	+ 0.3%	4,167	33,321	29,835	+ 11.7%	35,495
Dollar Volume of Closed Sales (in millions)	Jul	\$1,079.7	\$1,042.6	+ 3.6%	\$1,290.6	\$4,809.7	\$5,315.0	- 9.5%	\$6,702.3
	Aug	\$951.1	\$962.5	- 1.2%	\$1,302.4	\$5,760.7	\$6,277.4	- 8.2%	\$8,004.7
	Sep	\$863.8	\$965.8	- 10.6%	\$1,053.4	\$6,624.5	\$7,243.2	- 8.5%	\$9,058.1
Median Sales Price	Jul	\$171,000	\$208,000	- 17.8%		--	--	--	--
	Aug	\$175,000	\$200,000	- 12.5%	--	--	--	--	--
	Sep	\$170,000	\$189,900	- 10.5%					
Average Sales Price	Jul	\$206,251	\$250,619	- 17.7%	\$260,380	\$196,049	\$245,598	- 20.2%	\$252,366
	Aug	\$208,022	\$241,096	- 13.7%	\$259,898	\$197,930	\$244,897	- 19.2%	\$253,581
	Sep	\$204,874	\$229,831	- 10.9%	\$252,980	\$198,808	\$242,775	- 18.1%	\$253,457
Total Active Listings Available at Month End	Jul	25,862	33,005	- 21.6%					
	Aug	25,407	31,592	- 19.6%	--	--	--	--	--
	Sep	24,687	30,901	- 20.1%					
Percent of Original List Price Received At Sale	Jul	94.0%	92.6%	+ 1.5%	95.5%	91.7%	92.0%	- 0.3%	95.0%
	Aug	94.1%	92.7%	+ 1.5%	95.3%	92.1%	92.1%	- 0.0%	95.1%
	Sep	93.9%	92.2%	+ 1.8%	94.8%	92.3%	92.1%	+ 0.2%	95.1%
Mortgage Rates	Aug	5.7	6.9	- 17.4%	6.3				
	Sep	5.5	6.7	- 17.9%	6.2	--	--	--	--
	Oct	5.4	6.6	- 18.2%	6.2				
Supply-Demand Ratio (Homes for Sale Per Buyer)	Aug	5.28	7.48	- 29.4%					
	Sep	5.46	7.83	- 30.3%	--	--	--	--	--
	Oct	6.88	8.88	- 22.5%					
Housing Affordability Index	Aug	195	144	+ 35.4%	145				
	Sep	195	151	+ 29.1%	147	--	--	--	--
	Oct	201	159	+ 26.4%	152				
Months Supply of Inventory	Aug	7.2	10.5	- 31.4%					
	Sep	6.9	9.9	- 30.3%	--	--	--	--	--
	Oct	6.6	9.5	- 30.5%					