



MINNEAPOLIS AREA Association
of REALTORS®

NEWS RELEASE

FOR IMMEDIATE RELEASE

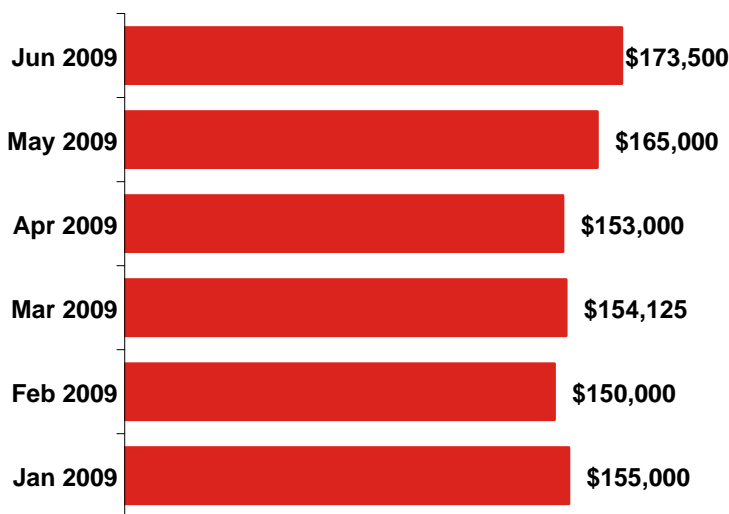
Contact: Greg Sax, Communications Manager
Minneapolis Area Association of REALTORS®
952.988.3123 (office)
612.860.2668 (cell)
gregs@mplsrealtor.com

Jeff Allen, Research Manager
Minneapolis Area Association of REALTORS®
952.988.3126 (office)
612.702.4101 (cell)
jeffa@mplsrealtor.com

Prices creep up as traditional sales grow

Minneapolis, Minnesota (July 10, 2009) – After increasing by \$12,000 from April to May, the median sales price in the Twin Cities housing market jumped another \$8,500 in June as traditional homes—those excluding foreclosures and short sales—again increased their market share, according to the Minneapolis Area Association of REALTORS® (MAAR) based on data from the Regional Multiple Listing Service of Minnesota, Inc.

Median Sales Price



Of the 4,764 closed sales in June, 40.7 percent were lender-mediated foreclosures and short sales, down from the 59.7 percent seen at the beginning of the year.

Since lender-mediated properties consistently have a lower median sales price, their decline in market share means a stronger overall median sales price.

The overall June median sales price for all properties was \$173,500, down 15.4 percent from one year ago. The median sales price of traditional homes in June was \$210,000, down 7.7 percent from a year ago. Lender-mediated homes posted a May figure of \$124,025, down 16.8 percent from a year ago.

“Having 41 percent of our sales be foreclosures and short sales is still too high, but it’s an improvement from six months ago,” said Steve Havig, MAAR President. “It’s also another sign that low rates and the tax credit are helping spur some traditional sales.”

Pending sales posted their 12th consecutive month of year-over-year increase with 5,812 signed purchase agreements, up 33.7 percent from this time last year. The Percent of Original List Price Received at Sale appears near bottom, as the June mark of 92.9 is nearly even with last June.

The supply of homes for sale continues to drop. At the beginning of July there were 26,204 homes on the market in the metro area, down 21.6 percent from a year ago. That’s good for 7.3 months of supply, down significantly from the mark of 10.6 seen last year at this time.

“Sellers still face a challenging market, but things look better for them than they have in awhile,” said MAAR President-Elect, Brad Fisher.

Established in 1887, the Minneapolis Area Association of REALTORS® (MAAR) is the leading regional advocate and provider of information services, research and education on the real estate industry for brokers, real estate professionals and the public. With more than 8,000 members, MAAR is one of the 25 largest local REALTOR® associations in the nation and serves the Twin Cities 13-county metro area and western Wisconsin.

###