

Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

Forest Lake

- 41.7%

Change in
New Listings

- 27.8%

Change in
Closed Sales

- 31.8%

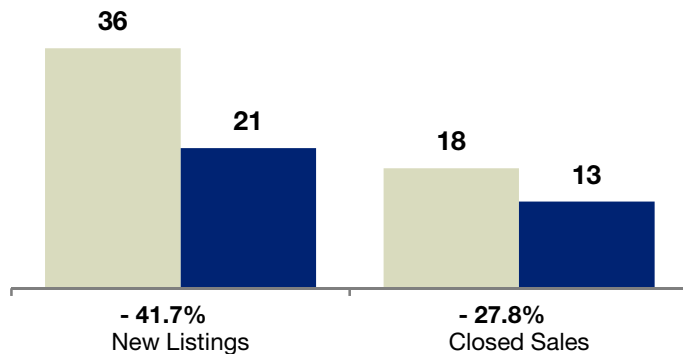
Change in
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	36	21	- 41.7%	36	21	- 41.7%
Closed Sales	18	13	- 27.8%	18	13	- 27.8%
Median Sales Price*	\$170,000	\$116,000	- 31.8%	\$170,000	\$116,000	- 31.8%
Average Sales Price*	\$193,542	\$146,308	- 24.4%	\$193,542	\$146,308	- 24.4%
Price Per Square Foot*	\$90	\$75	- 16.4%	\$90	\$75	- 16.4%
Percent of Original List Price Received*	91.3%	95.2%	+ 4.2%	91.3%	95.2%	+ 4.2%
Days on Market Until Sale	167	121	- 27.4%	167	121	- 27.4%
Inventory of Homes for Sale	157	128	- 18.5%	--	--	--
Months Supply of Inventory	7.3	5.7	- 21.5%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

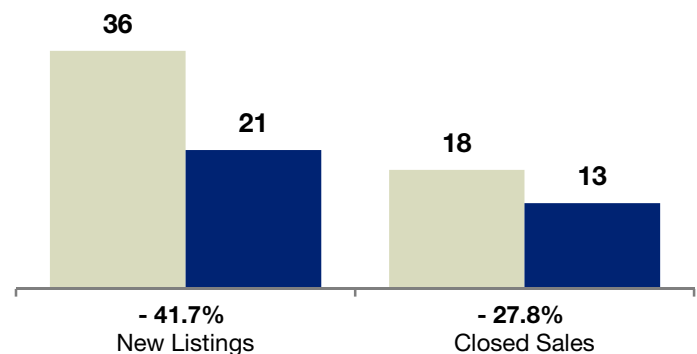
January

■ 2011 ■ 2012



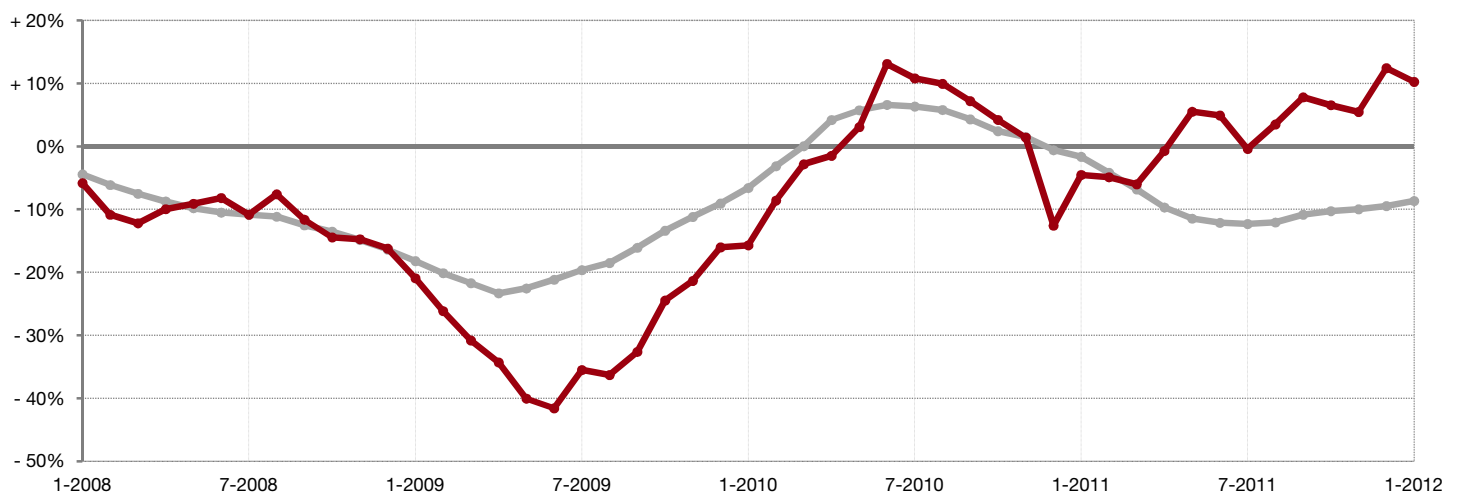
Year to Date


■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

Twin Cities Region —
Forest Lake —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of February 8, 2012. All data from Regional Multiple Listing Service, Inc. | Powered by 10K Research and Marketing. | Sponsored by Royal Credit Union  www.rcu.org