

FORECLOSURES AND SHORT SALES IN THE TWIN CITIES HOUSING MARKET



MINNEAPOLIS AREA Association
of REALTORS®
Q4-2009 Update

Area 630: Northfield

Lender-Mediated

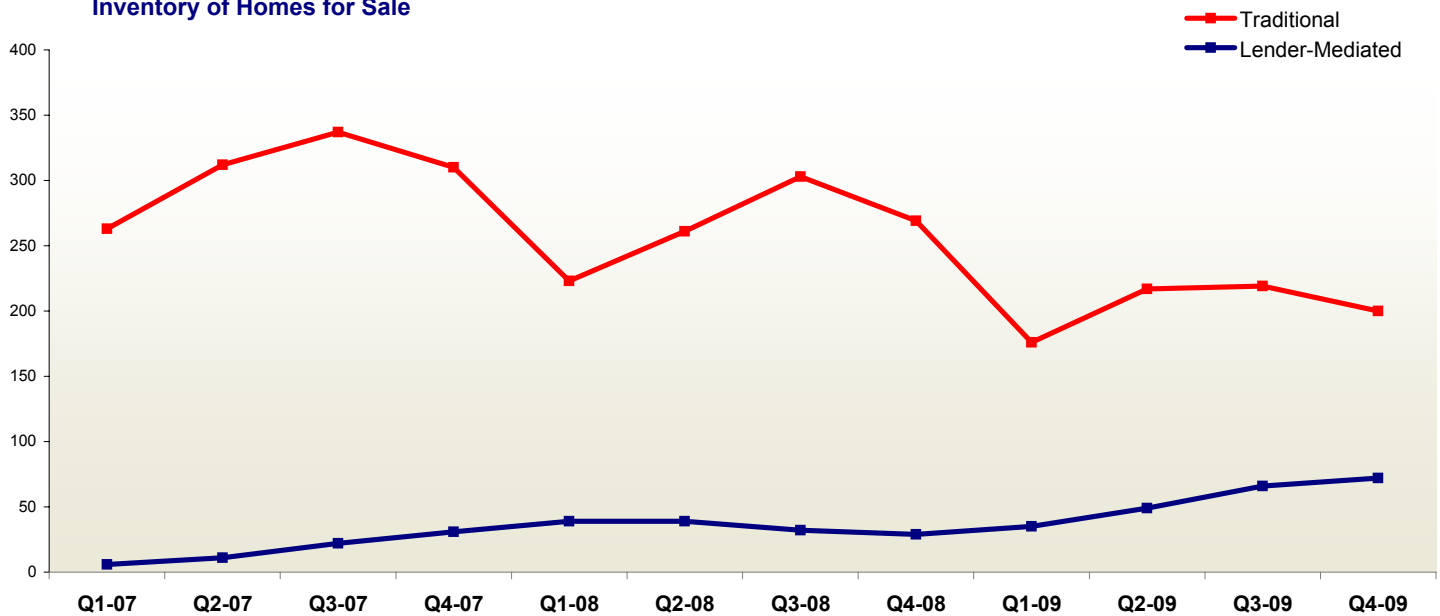
Traditional

| | 1-2009* | 1-2010* | +/- | 1-2009* | 1-2010* | +/- |
|-------------------------------|---------|---------|----------|---------|---------|---------|
| New Listings | 88 | 174 | + 97.7% | 508 | 391 | - 23.0% |
| Closed Sales | 37 | 88 | + 137.8% | 186 | 174 | - 6.5% |
| Inventory of Homes for Sale** | 29 | 72 | + 148.3% | 269 | 200 | - 25.7% |
| Months Supply of Inventory** | 12.0 | 8.5 | - 29.3% | 13.2 | 11.3 | - 14.0% |

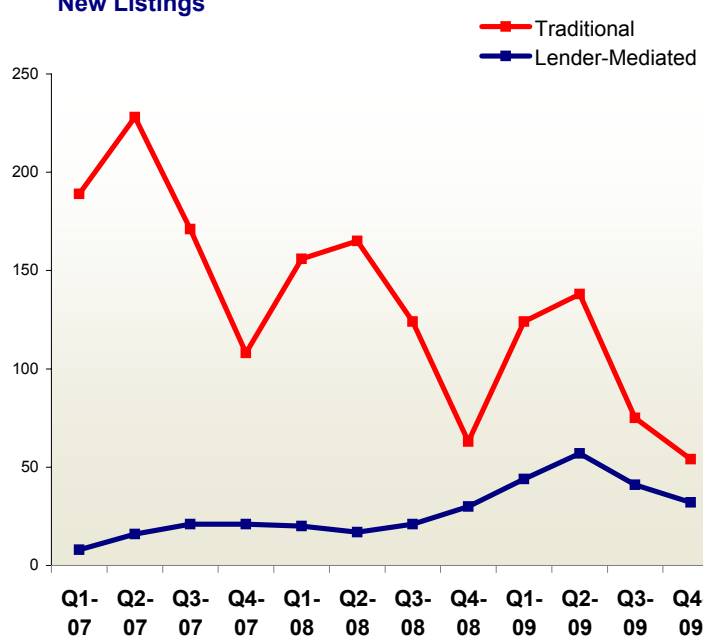
*For the prior twelve months through October

**As of the end of the period

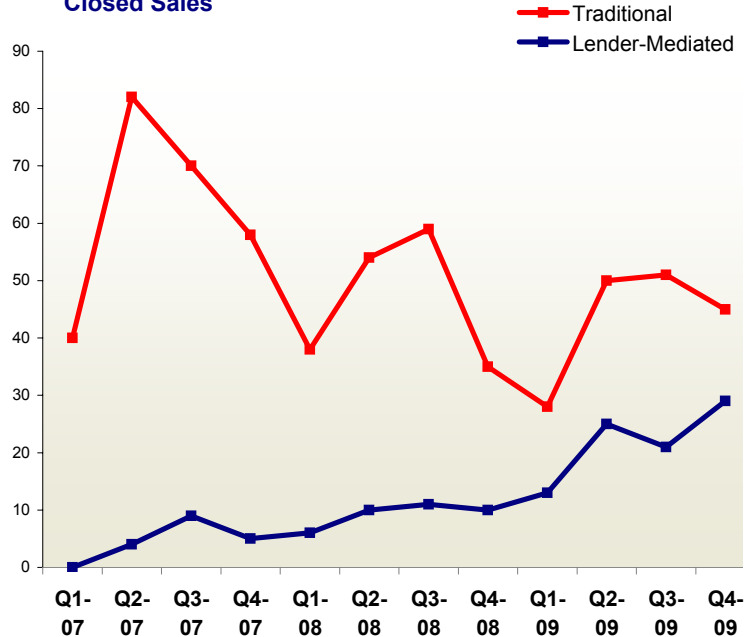
Inventory of Homes for Sale



New Listings



Closed Sales



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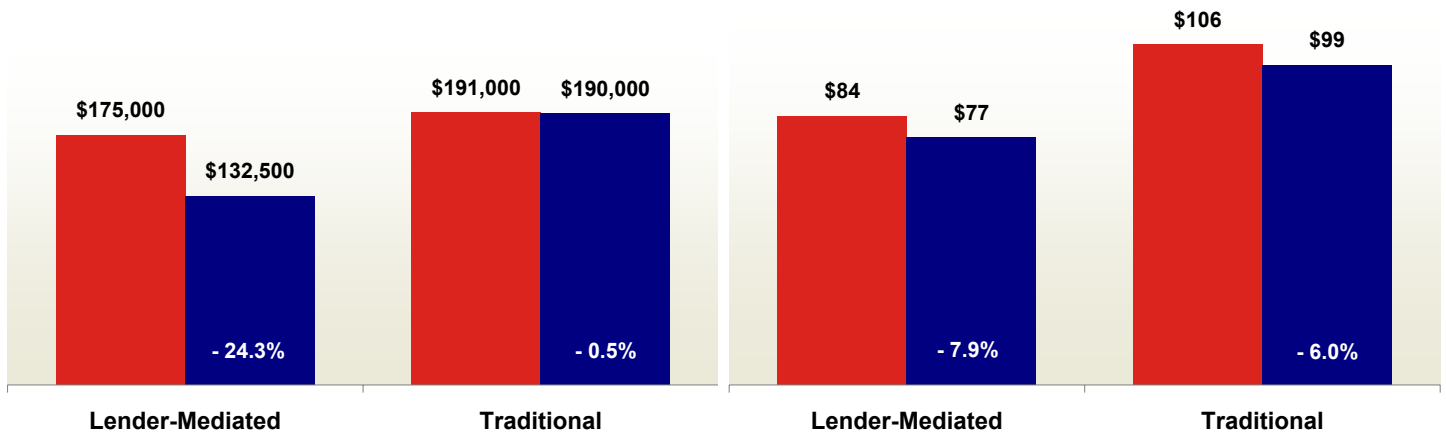
| | 1-2009* | 1-2010* | +/- | 1-2009* | 1-2010* | +/- |
|---|-----------|-----------|---------|-----------|-----------|---------|
| Median Sales Price | \$175,000 | \$132,500 | - 24.3% | \$191,000 | \$190,000 | - 0.5% |
| Median Price Per Square Foot | \$84 | \$77 | - 7.9% | \$106 | \$99 | - 6.0% |
| Percent of Original List Price Received at Sale | 85.0% | 90.3% | + 6.2% | 91.1% | 91.0% | - 0.2% |
| Days on Market Until Sale | 214 | 143 | - 33.1% | 159 | 209 | + 31.6% |

Median Sales Price

■ 1-2008 thru 12-2008
■ 1-2009 thru 12-2009

Median Price Per Square Foot

■ 1-2008 thru 12-2008
■ 1-2009 thru 12-2009



Percent of Original List Price Received

■ 1-2008 thru 12-2008
■ 1-2009 thru 12-2009

Days on Market Until Sale

■ 1-2008 thru 12-2008
■ 1-2009 thru 12-2009

