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Hi Everyone,

Happy New Year!!! The stress of the holidays is over and we all get a fresh start to the new year. Hope all is starting out well for you in 2014!

I'm starting out the new year with a new website. Stop by and take a look at the new look of <http://JohnsonRealtySolutions.com>! It is clean, easy to navigate and hopefully provides good information for my clients. Take a look and let me know what you think!

The market slowed a bit starting in mid October and I was a bit concerned but with the debt ceiling issue gone and nothing too negative in the markets other than bitter cold temps I'm seeing signs of momentum again in the real estate market. Pending properties are starting pop up everywhere meaning buyers are out looking in the lower price ranges. Standard larger family homes are not quite on the move yet but will be soon.

I have been saying that this year is the year to sell if you are looking to make a move and I am still sticking to my guns. The real estate market has gone up double digits for the past 2 years and unless we flatten or go up only 2-5% (or at least not double digits) this year we may see a dip in pricing. Another year of double digits gains could mean we see a dip in prices in 2015 or 2016. I think we will most likely keep our gains since I don't think the general public will want to see prices take another double digit hike. All that said we just never know exactly what will happen but my 6 month forecasts have pretty much been right on for the past decade. This spring I see moderate gains in pricing with a 2-5% increase. Then I see the market flattening out a bit but much will be decided on if rates take a jump or stay at these levels. I don't believe the economy can take too much of a rate increase at this time. Remember – if rates go up fast then home values will most likely take a dip but most likely not a dive. I don't see this happening this year but might want to watch it next year or in 2016.

Seller's market – Yes, we are still in a seller's market and will be, most likely, for the first half of the year. We ended with only a little over 11k properties for sale at the end of the year in 2013. That's about a 3<sup>rd</sup> of the inventory we had just 3-4 years ago. With a 2.5 month supply the signs point to a continued seller's market this spring. I do anticipate more inventory coming on the market but for those who locked in to a low interest refi it's hard to leave a low payment and take on more risk. I know my family has stuck it through in our current home even though we would like something a little bigger and maybe newer. If you're looking to sell, spring is looking pretty good this year. You can always call or e-mail me to schedule a free no obligation, no bull, market analysis to evaluate your situation. Those who know me know that I just don't know how to sugar coat information or my opinions.

Buyers – If you are still waiting, I don't know what to say. I have been telling everyone to buy the last few years and if you weren't in a position in the past but are now you should be finding a home now. You are going to have a whole lot of competition again this year, or at least that is what I am expecting early on through the spring. Not seeing the multiple offers right now but anticipate we will in the spring. The best deals will hover in the \$100 a finished sq. ft range or a little above depending on location. We are seeing prices in some areas have gone well beyond that pricing. It will become harder and harder to find homes priced in this range per sq. ft. A little over \$100 per sq. ft. will still be ok but watch out if you are looking in the \$200 per sq. ft. range. This does depend on what type of home you are looking to purchase. If the market takes a drop there will be a lot of pain with that kind of pricing. Still, some areas do hold on to values quite well even when the market takes a drop. If you plan on being in your home for 10+ years you don't have to be nearly as concerned as the buyers with only a 3-5 year plan. I suggest

planning on staying in whatever you buy for up to 7 years so you don't have visions of grandeur thinking you can sell in 3 years, make a profit and buy your next home. Don't think that is being realistic unless you make a lot of money and plan on keeping the house your already own as a rental and save for a hefty down payment. So if you haven't found your home yet make it a goal to find one early in 2014 or else you will pay more with either prices climbing or rates climbing. Either way, you will end up paying more for your home on a monthly basis if you wait.

There's a lot to find out on how 2014 will treat the real estate market and I will keep you up to speed as I see things change.

Refinancing – If you haven't refinanced and you can save over 1% on your interest rate I would do so soon. Everyone I'm talking to believes that rates will stay around where they are but will probably keep trickling up as they have been over the past year. If you are wondering if refinancing is a possibility for you just give me a call and I will check to see if you have a good chance or if it's not worth the risk in paying the \$450-500 it costs to get the appraisal done to refinance your home. I locked in on 2 refi's last year and am doing my last one on a rental within the next month. I'm not telling you to do anything I have not already done or am doing right now. If you need help I'm only a call or e-mail away.

Attachments – data on the latest jobs report and the 2013 Year End Report for all of you who like to follow the numbers and data.

Found a fun family activity and wanted to share the link with you: Best Sledding Hills in the Twin Cities - [http://applevalley-rosemount.patch.com/groups/holidays/p/best-sledding-hills-in-the-twin-cities\\_5fdc6625-applevalley-rosemount?ncid=newsltuspatc00000001&evan4=picks-2-post&newsRef=true](http://applevalley-rosemount.patch.com/groups/holidays/p/best-sledding-hills-in-the-twin-cities_5fdc6625-applevalley-rosemount?ncid=newsltuspatc00000001&evan4=picks-2-post&newsRef=true)

If you plan on going out and enjoy winter with the kids you might want to check on the hills on this site.

Hope all is well and have a great start to 2014. The past is the past and now you have yet another chance to make this year the best year you have ever lived.

I wish you the best and have a great January!

p.s. – time to change your dirty air filter and add salt to your water softener



Have you downloaded my **free** Results Radar app yet? If you like to know about homes on the market whether you are buying or just curious, this is your app! Just download, install, point your device at the property you are interested in and get all the information on your mobile device instantly! To download my app I have three options:

1. Click on the Results Radar graphic above to go to the page to learn more about it and get download instructions
2. Using your smartphone, Simply **text** the letters: **JRS to 952-955-9200** or go to: <http://rresu.lt/matt.johnson>



3. Scan this QR code

# Review of Latest Jobs Report

January 15, 2014

## Last Week in Review

The Jobs Report for December is in and the data was mixed. Read on as we un-mix the data and find out what it means for home loan rates.



Table Source: Vantage Production, LLC

Just when it looked like the job market was improving, the Jobs Report showed that only 74,000 jobs were added in December. This was well below expectations and was the smallest increase since January 2011. However, the number of job creations for November was revised higher by 38,000, bringing November's total to 241,000.

Adding to the confusion, the Unemployment Rate fell to 6.7 percent, which is the lowest level since October 2008. However, the Labor Force Participation Rate (LFPR) fell to 62.8 percent, matching the number from October 2013 as the lowest level since the late 1970s. The LFPR measures the proportion of working-age Americans who have a job or are looking for one, and it should be moving higher in a recovery. In addition, 347,000 people left the workforce last month, though it is unclear whether these are people retiring, people leaving the labor force because they can't find a job, or a mixture of both.

**What does this mean for home loan rates?** Overall, the December Jobs Report was weak, which gives the Fed cover to continue its bond purchases. Remember that the Fed had been purchasing \$85 billion in bonds and Treasuries each month to stimulate the economy and housing market. Due to strong economic data, the Fed decided at its December meeting to start tapering these purchases. Beginning this month, the Fed will now purchase \$40 billion in Treasuries and \$35 billion in mortgage bonds (the type of bonds on which home loan rates are based).

The decision to further taper these purchases will be dependent on economic data. If more economic reports are weak like the December Jobs Report, further tapering could be delayed and this timing could have a big impact on mortgage bonds and home loan rates this year.

**The bottom line is that home loan rates remain attractive compared to historical levels and now remains a great time to consider a home purchase or refinance.**

## Forecast for the week

Economic reports kick off on Tuesday and the calendar is busy the rest of the week.

- Tuesday brings the **Retail Sales Report** for December.
- Look for a double dose of manufacturing data with the **Empire State Index** on Wednesday and the **Philadelphia Fed Index** on Thursday.
- Inflation data from the **Producer Price Index** will be released on Wednesday, followed by the **Consumer Price Index** on Thursday.
- **Weekly Initial Jobless Claims** will be reported on Thursday, as usual.
- Over in housing, look for the **National Association of Home Builders** Housing Market Index on Thursday. **Housing Starts** and **Building Permits** for December will be released on Friday.
- Friday will also feature the **Consumer Sentiment Index** for January.

As you can see in the chart below, research firm CoreLogic reported that its Home Price Index (which includes distressed sales) rose by 11.8 percent in November 2013, compared to November 2012. This marks the twenty-first consecutive month of year-over-year gains.

# Annual Report on the Twin Cities Housing Market

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FOR RESIDENTIAL REAL ESTATE ACTIVITY IN THE  
13-COUNTY TWIN CITIES REGION



BETTER AGENTS ♦ BETTER COMMUNITIES  
SAINT PAUL AREA ASSOCIATION OF REALTORS®

# 2013

# Annual Report on the Twin Cities Housing Market



FOR RESIDENTIAL REAL ESTATE ACTIVITY IN THE  
13-COUNTY TWIN CITIES REGION

BETTER AGENTS ♦ BETTER COMMUNITIES  
SAINT PAUL AREA ASSOCIATION OF REALTORS®

**It** was a banner year for residential real estate across America. Nearly every metropolitan housing market embarked upon or continued along the road to recovery. Local and regional markets once burdened by excessive supply levels and heavy foreclosure loads have given way to multiple-offer situations, homes selling in record-low market times and prices rallying to multi-year highs in many cases.

The year 2013 brought tectonic shifts to housing's landscape. Many local markets transitioned from buyers' markets to sellers' markets. Closed sales are up. Days on market until sale is trending downward. The percent of list price received at sale is trending higher. Sellers even managed to post a notable gain.

Low (but upwardly mobile) mortgage rates, still affordable prices and a better jobs scene created a triple play that helped bolster consumer confidence and galvanize local markets. Rising prices have the dual benefit of further cementing confidence as well as lifting homeowners out of underwater positions, which should create more inventory in 2014.

**Sales** Favorable rates, more employment opportunities and a rising stock market mixed with rising prices, rising rents and shrinking inventory left buyers with a sense of empowerment and urgency. Unsurprisingly, buyers closed on 8.8 percent more homes in 2013 than in 2012, finishing at 53,087 for the year. That's the highest number of sales since 2005. Not only was there more demand in 2013, but the product mix of those additional sales also skewed toward higher-priced traditional homes. In 2014, buyers who endured foreclosure could become ready to purchase again. Also watch for signs of life among move-up buyers and in the upper-price echelons. Investor activity should continue to subside.

**Listings** At 11,646, inventory levels fell throughout most of the year, finishing 10.5 percent below 2012's tally. That is likely to change in 2014 as recovery continues. Rising prices should continue to unlock additional inventory. A better labor market meant more stable household finances. There was pent-up demand remaining from the economic downturn, and sellers were evidently eager to make a move. Sellers regained a lot of ground in 2013, listing 72,128 properties or 9.4 percent more than 2012. They must have caught wind of the robust demand, rising prices and speedy market times. And many of them got top dollar for their home – in some instances, an amount greater than their list price.

**Distressed Properties** Foreclosures and short sales exerted far less downward pressure on prices, partly due to recovery within those segments but mainly because of their dwindling market share. Plummeting from 50.0 percent to 26.4 percent in two years, the percentage of all sales that were in financial distress is on the decline. In this improving economy, fewer homeowners are defaulting, which means banks are listing fewer distressed homes, which means fewer are closing. That's a good thing, since these listings tend to sell for between \$130,000 and \$140,000 compared to \$220,000 for their traditional counterparts.

**Prices** We closed 2013 with a 14.4 percent median price increase compared to 2012. At \$192,000, the median sales price is proudly standing at a five-year high. Prices are now just 16.5 percent below their 2006 peak but 28.0 percent above their 2011 valley. Watch for move-up buyers, fewer foreclosures and new construction to impact prices in 2014. Prices are likely to grow but at a tempered pace.

Housing is closely tied to economic health. Households with gainfully employed wage earners are more likely to make bigger purchases like a house or a car. When gauging the housing market, it's important to closely track job growth and unemployment.

"A nation of homeowners is unconquerable." So said FDR. The American Dream was alive and well in 2013, as U.S. citizens proved that they still want a stake in the action. With countless benefits to families, cities and regions, homeownership continues to be the fabric of our communities, and we expect the national and local housing morale to remain sharp in 2014.

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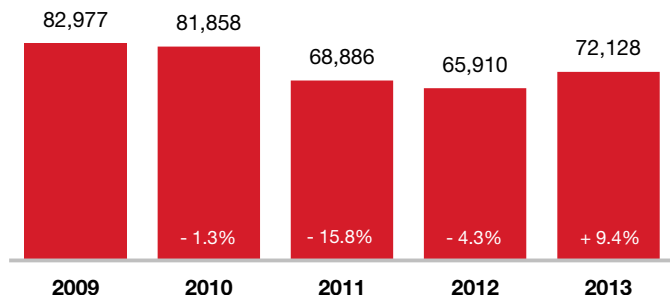
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[Click on desired metric to jump to that page.](#)

# Quick Facts

Rankings include geographies with 15 sales or more. County totals are not included.

## New Listings



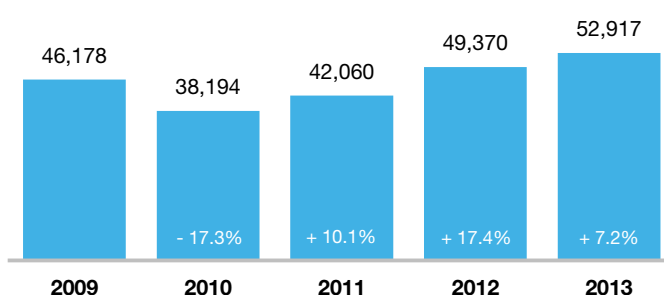
### Top 5 Areas: Change in New Listings from 2012

|                  |         |
|------------------|---------|
| Saint Francis    | + 63.4% |
| Cologne          | + 60.9% |
| Grant            | + 52.1% |
| Falcon Heights   | + 50.0% |
| Saint Bonifacius | + 48.6% |

### Bottom 5 Areas: Change in New Listings from 2012

|              |         |
|--------------|---------|
| Hampton      | - 18.2% |
| Spring Park  | - 24.2% |
| Long Lake    | - 28.3% |
| Circle Pines | - 29.1% |
| Tonka Bay    | - 32.1% |

## Pending Sales



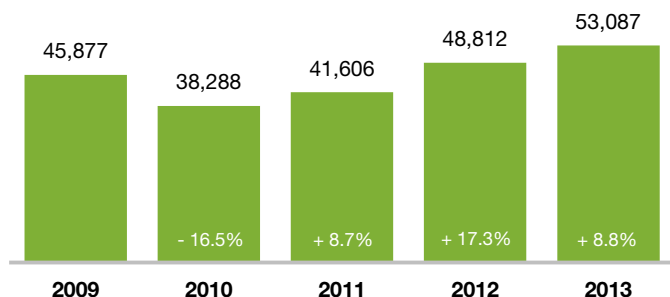
### Top 5 Areas: Change in Pending Sales from 2012

|                   |          |
|-------------------|----------|
| Birchwood Village | + 220.0% |
| Lauderdale        | + 94.4%  |
| Rush City         | + 79.4%  |
| Greenfield        | + 76.2%  |
| Hudson            | + 61.4%  |

### Bottom 5 Areas: Change in Pending Sales from 2012

|                          |         |
|--------------------------|---------|
| Becker                   | - 17.3% |
| South Saint Paul         | - 18.4% |
| Saint Paul - Thomas-Dale | - 18.8% |
| Minneapolis - Phillips   | - 26.9% |
| Circle Pines             | - 33.7% |

## Closed Sales



### Top 5 Areas: Change in Closed Sales from 2012

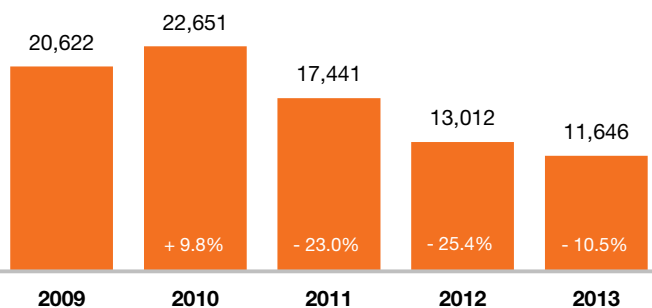
|                   |          |
|-------------------|----------|
| Birchwood Village | + 200.0% |
| Rush City         | + 68.6%  |
| Greenfield        | + 65.2%  |
| Corcoran          | + 64.1%  |
| Lauderdale        | + 63.2%  |

### Bottom 5 Areas: Change in Closed Sales from 2012

|                        |         |
|------------------------|---------|
| Columbus               | - 17.1% |
| Spring Park            | - 17.9% |
| Scandia                | - 18.2% |
| Minneapolis - Phillips | - 25.7% |
| Circle Pines           | - 26.0% |

## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Homes for Sale from 2012

|                  |          |
|------------------|----------|
| Maple Plain      | + 100.0% |
| Bayport          | + 80.0%  |
| Hammond          | + 77.8%  |
| Saint Bonifacius | + 66.7%  |
| Zumbrota         | + 52.0%  |

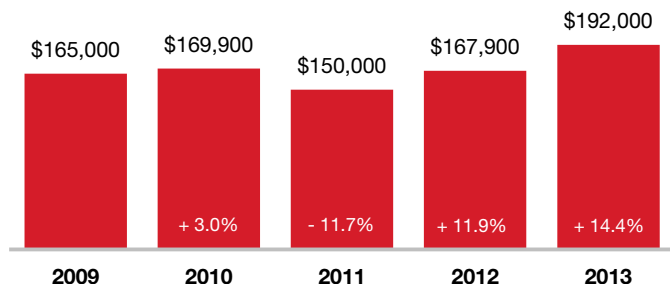
### Bottom 5 Areas: Change in Homes for Sale from 2012

|                   |         |
|-------------------|---------|
| Birchwood Village | - 57.1% |
| Spring Park       | - 63.6% |
| Tonka Bay         | - 69.2% |
| Loretto           | - 75.0% |
| Excelsior         | - 90.9% |

# Quick Facts

Rankings include geographies with 15 sales or more. County totals are not included.

## Median Sales Price



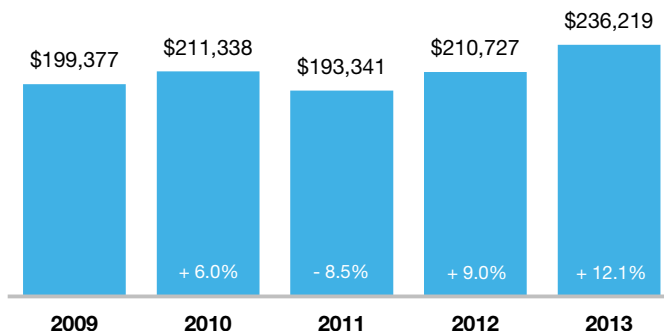
### Top 5 Areas: Change in Median Sales Price from 2012

|                             |         |
|-----------------------------|---------|
| Stacy                       | + 67.1% |
| Hampton                     | + 56.9% |
| Saint Paul - Dayton's Bluff | + 56.3% |
| Loretto                     | + 53.8% |
| Afton                       | + 48.9% |

### Bottom 5 Areas: Change in Median Sales Price from 2012

|                      |         |
|----------------------|---------|
| Osseo                | - 7.8%  |
| Wayzata              | - 18.6% |
| Spring Park          | - 22.7% |
| Lake St. Croix Beach | - 22.8% |
| Tonka Bay            | - 40.1% |

## Average Sales Price



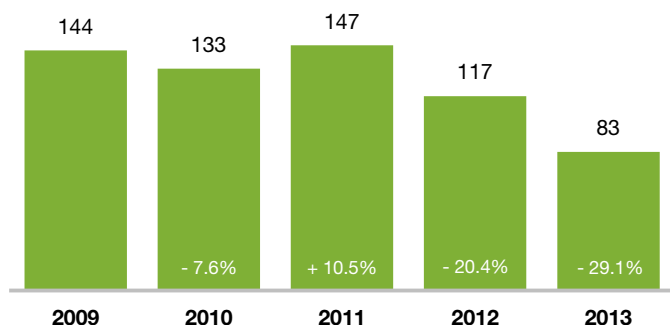
### Top 5 Areas: Change in Average Sales Price from 2012

|                   |         |
|-------------------|---------|
| Dellwood          | + 60.9% |
| Loretto           | + 59.2% |
| Newport           | + 55.2% |
| Stacy             | + 53.4% |
| Birchwood Village | + 48.7% |

### Bottom 5 Areas: Change in Average Sales Price from 2012

|                      |         |
|----------------------|---------|
| Greenfield           | - 10.3% |
| Spring Park          | - 11.2% |
| Lakeland             | - 13.8% |
| Tonka Bay            | - 19.4% |
| Lake St. Croix Beach | - 20.9% |

## Cumulative Days on Market Until Sale



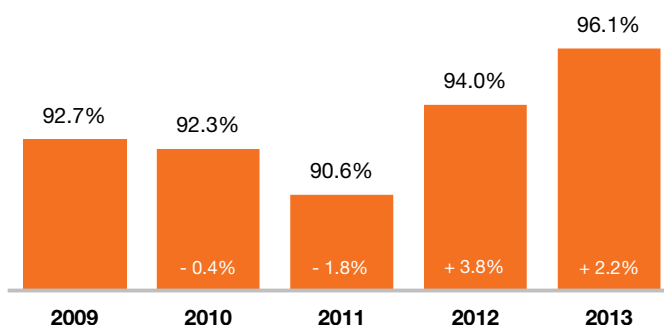
### Top 5 Areas: Change in Cumulative Days on Market from 2012

|                          |         |
|--------------------------|---------|
| Birchwood Village        | + 76.1% |
| Dayton                   | + 22.2% |
| Saint Paul - Summit Hill | + 18.5% |
| Corcoran                 | + 13.6% |
| Faribault                | + 12.7% |

### Bottom 5 Areas: Change in Cumulative Days on Market from 2012

|           |         |
|-----------|---------|
| Mayer     | - 49.0% |
| Osseo     | - 49.4% |
| Lake Elmo | - 49.5% |
| Rogers    | - 50.8% |
| Rockford  | - 61.4% |

## Percent of Original List Price Received



### Top 5 Areas: Change in Pct. of Orig. Price Received from 2012

|           |         |
|-----------|---------|
| Loretto   | + 19.2% |
| Dellwood  | + 8.3%  |
| Excelsior | + 7.9%  |
| Nowthen   | + 7.1%  |
| Afton     | + 6.5%  |

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2012

|                          |        |
|--------------------------|--------|
| Newport                  | - 2.0% |
| Maple Lake               | - 2.2% |
| Minneapolis - Near North | - 3.5% |
| Norwood Young America    | - 4.2% |
| Birchwood Village        | - 5.4% |



# Property Type Review

Rankings include geographies with 15 sales or more. County totals are not included.

**84**

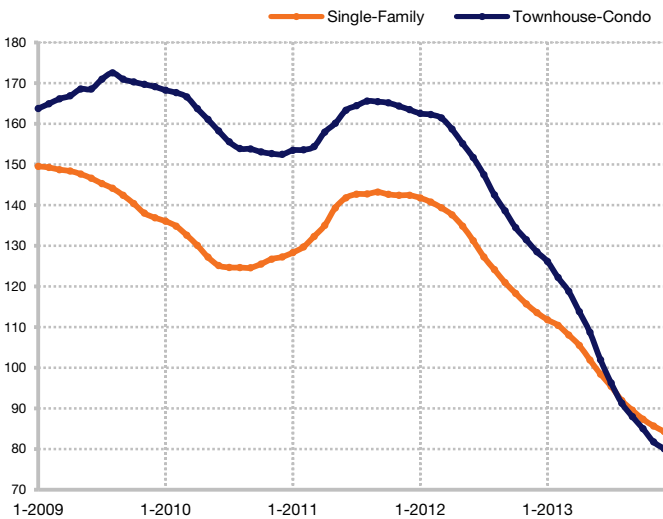
Average Cumulative Days on Market Single-Family Detached

**80**

Average Cumulative Days on Market Townhouse-Condo

## Cumulative Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



## Top Areas: Townhouse-Condo Attached Market Share in 2013

| Twin Cities Region             | Market Share |
|--------------------------------|--------------|
| Twin Cities Region             | 22.6%        |
| Minneapolis - Central          | 99.7%        |
| Saint Paul - Downtown          | 96.8%        |
| Lilydale                       | 95.8%        |
| Minneapolis - University       | 73.5%        |
| Hugo                           | 50.0%        |
| Minneapolis - Calhoun-Isle     | 47.2%        |
| Apple Valley                   | 46.2%        |
| Vadnais Heights                | 44.4%        |
| Saint Paul - Summit-University | 44.3%        |
| Burnsville                     | 44.3%        |
| Spring Park                    | 43.5%        |
| Little Canada                  | 43.0%        |
| Hopkins                        | 41.8%        |
| Saint Anthony                  | 38.8%        |
| Shoreview                      | 38.5%        |
| Minneapolis - Phillips         | 38.3%        |
| Woodbury                       | 37.9%        |
| Eagan                          | 36.6%        |
| Eden Prairie                   | 36.4%        |
| Inver Grove Heights            | 36.3%        |
| Saint Paul - Summit Hill       | 36.3%        |
| Maple Grove                    | 36.0%        |
| Edina                          | 35.5%        |
| Shakopee                       | 35.1%        |
| Saint Paul - St. Anthony Park  | 35.0%        |

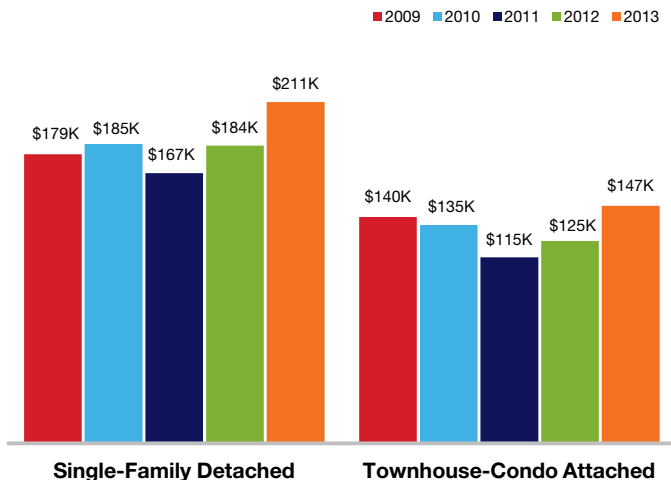
**+ 14.7%**

One-Year Change in Price Single-Family Detached

**+ 17.4%**

One-Year Change in Price Townhouse-Condo Attached

## Median Sales Price



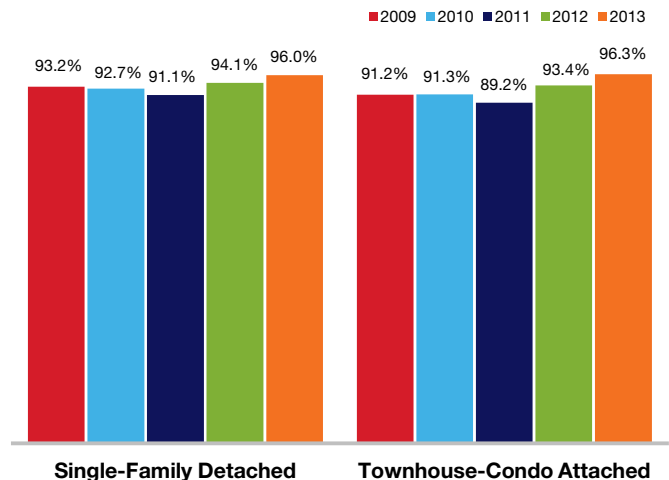
**96.0%**

Pct. of Orig. Price Received Single-Family Detached

**96.3%**

Pct. of Orig. Price Received Townhouse-Condo Attached

## Percent of Original List Price Received





# Distressed Homes Review

Rankings include geographies with 15 sales or more. County totals are not included.

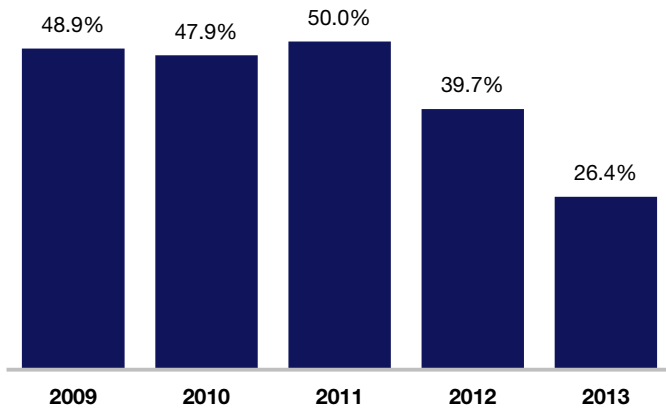
**26.4%**

Percent of Closed Sales in 2013 That Were Distressed

**- 27.8%**

One-Year Change in Sales of Distressed Properties

## Percent of Sales That Were Distressed



## Top Areas: Distressed Market Share in 2013

| Twin Cities Region                   | Distressed Market Share |
|--------------------------------------|-------------------------|
| Isanti                               | 57.2%                   |
| Circle Pines                         | 52.1%                   |
| Cambridge                            | 48.8%                   |
| Saint Paul - Thomas-Dale             | 48.2%                   |
| Mora                                 | 47.4%                   |
| Somerset                             | 47.1%                   |
| Minneapolis - Phillips               | 45.7%                   |
| Minneapolis - Near North             | 45.5%                   |
| Zimmerman                            | 44.6%                   |
| Pine City                            | 44.5%                   |
| Minneapolis - Camden                 | 44.0%                   |
| Saint Paul - West Side               | 43.4%                   |
| Saint Paul - Payne-Phalen            | 43.3%                   |
| Saint Francis                        | 43.2%                   |
| Princeton                            | 42.7%                   |
| Saint Paul - Greater East Side       | 42.7%                   |
| East Bethel                          | 41.7%                   |
| Belle Plaine                         | 41.6%                   |
| Saint Paul - North End / South Como  | 41.5%                   |
| Newport                              | 40.5%                   |
| Albertville                          | 40.3%                   |
| Saint Paul - Dayton's Bluff          | 40.3%                   |
| Brooklyn Center                      | 40.0%                   |
| Saint Paul - Battle Creek / Highwood | 40.0%                   |
| Greenfield                           | 39.5%                   |

**+ 13.0%**

Four-Year Change in Price All Properties

**+ 1.4%**

Four-Year Change in Price Traditional Properties

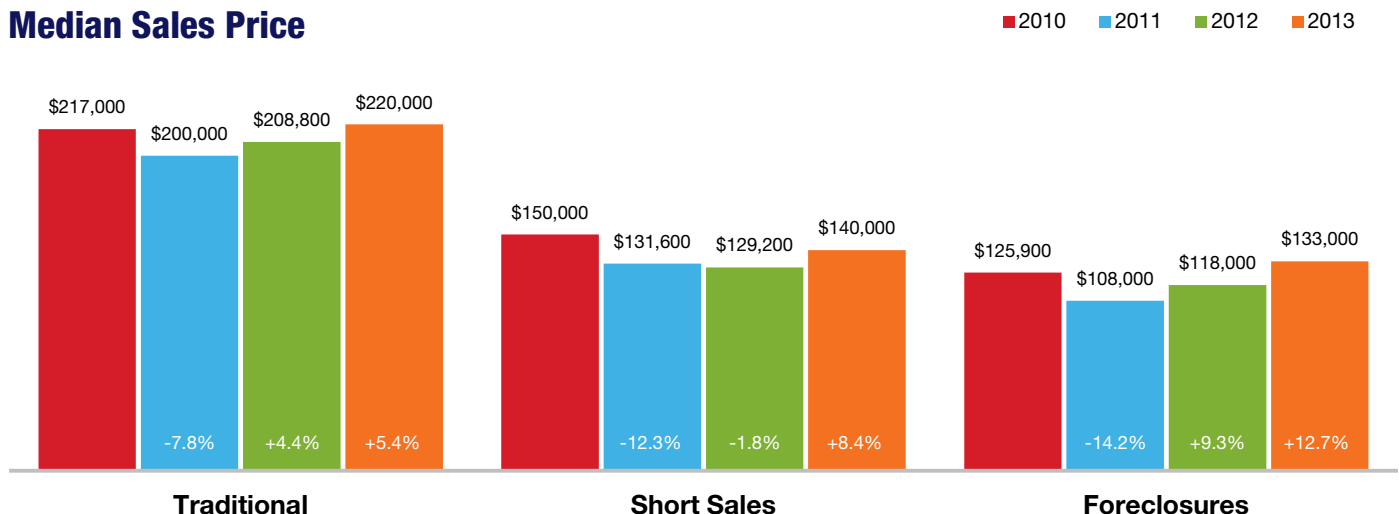
**- 6.7%**

Four-Year Change in Price Short Sales

**+ 5.6%**

Four-Year Change in Price Foreclosures

## Median Sales Price





# New Construction Review

Rankings include geographies with 15 sales or more. County totals are not included.

## Feb '09

Peak of  
New Construction Inventory

## 1,762

Drop in New Construction  
Inventory from Peak

### New Construction Homes for Sale



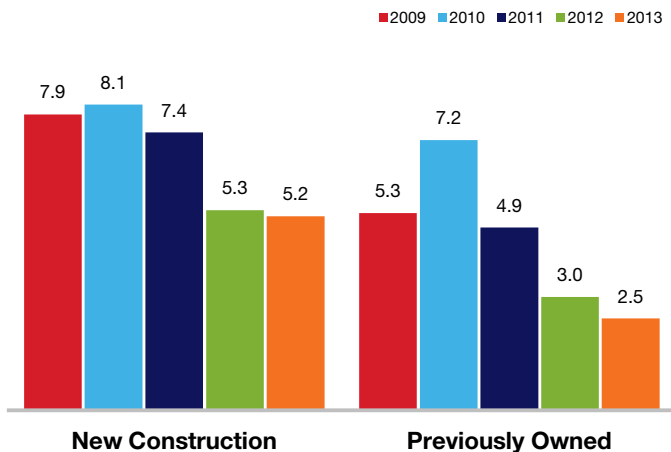
## 5.2

Year-End Months Supply  
New Construction

## 2.5

Year-End Months Supply  
Previously Owned

### Months Supply of Inventory



### Top Areas: New Construction Market Share in 2013

| Twin Cities Region | 6.9%  |
|--------------------|-------|
| Hanover            | 36.1% |
| Medina             | 35.3% |
| Bayport            | 33.3% |
| Otsego             | 31.6% |
| Rogers             | 29.8% |
| Victoria           | 27.8% |
| Delano             | 26.7% |
| Cologne            | 25.0% |
| North Oaks         | 25.0% |
| Mayer              | 24.4% |
| Chisago            | 22.1% |
| Minnetrissa        | 21.8% |
| Oak Grove          | 21.1% |
| Chanhassen         | 19.5% |
| Stacy              | 19.5% |
| Blaine             | 18.0% |
| Prior Lake         | 17.7% |
| Carver             | 17.1% |
| Elko New Market    | 16.9% |
| Ramsey             | 16.9% |
| Andover            | 16.8% |
| Montrose           | 16.5% |
| Waconia            | 16.2% |
| Lakeville          | 15.5% |
| Woodbury           | 15.0% |

## 100.3%

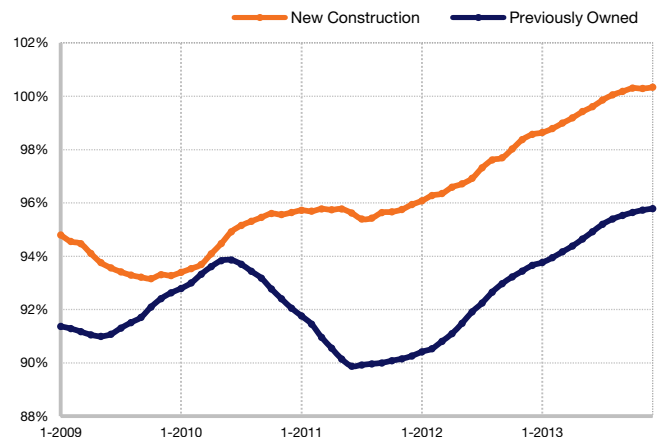
Pct. of Orig. Price Received  
New Construction

## 95.8%

Pct. of Orig. Price Received  
Previously Owned

### Percent of Original List Price Received

This chart uses a Rolling 12 Month Average for each data point.



# 2013 Annual Report on the Twin Cities Housing Market

## Area Overview – Around the Metro



|                           | Total<br>Closed Sales | Change<br>from 2012 | Percent New<br>Construction | Percent<br>Townhouse-<br>Condo | Percent<br>Distressed | Cumulative<br>Days on<br>Market | Pct. of Orig.<br>Price<br>Received |
|---------------------------|-----------------------|---------------------|-----------------------------|--------------------------------|-----------------------|---------------------------------|------------------------------------|
| <b>Twin Cities Region</b> | <b>53,087</b>         | <b>+ 8.8%</b>       | <b>6.9%</b>                 | <b>22.6%</b>                   | <b>26.4%</b>          | <b>83</b>                       | <b>96.1%</b>                       |
| Afton                     | 34                    | - 8.1%              | 2.9%                        | 0.0%                           | 35.3%                 | 158                             | 93.9%                              |
| Albertville               | 134                   | + 22.9%             | 6.0%                        | 17.2%                          | 40.3%                 | 67                              | 96.2%                              |
| Andover                   | 495                   | + 10.2%             | 16.8%                       | 6.9%                           | 24.2%                 | 70                              | 97.8%                              |
| Annandale                 | 105                   | + 10.5%             | 0.0%                        | 1.9%                           | 24.8%                 | 136                             | 93.4%                              |
| Anoka                     | 213                   | + 11.5%             | 0.5%                        | 13.1%                          | 35.2%                 | 69                              | 96.0%                              |
| Apple Valley              | 877                   | + 9.1%              | 5.5%                        | 46.2%                          | 28.6%                 | 71                              | 97.0%                              |
| Arden Hills               | 111                   | - 2.6%              | 5.4%                        | 14.4%                          | 15.3%                 | 90                              | 95.6%                              |
| Bayport                   | 36                    | 0.0%                | 33.3%                       | 2.8%                           | 22.2%                 | 88                              | 91.7%                              |
| Becker                    | 118                   | - 9.9%              | 6.8%                        | 8.5%                           | 33.1%                 | 102                             | 95.1%                              |
| Belle Plaine              | 149                   | + 19.2%             | 2.7%                        | 6.0%                           | 41.6%                 | 87                              | 96.3%                              |
| Bethel                    | 12                    | + 20.0%             | 0.0%                        | 0.0%                           | 41.7%                 | 111                             | 86.9%                              |
| Big Lake                  | 309                   | + 12.0%             | 4.5%                        | 7.4%                           | 37.5%                 | 79                              | 96.1%                              |
| Birchwood Village         | 15                    | + 200.0%            | 0.0%                        | 0.0%                           | 26.7%                 | 155                             | 86.4%                              |
| Blaine                    | 1,121                 | + 9.4%              | 18.0%                       | 29.8%                          | 27.3%                 | 67                              | 97.5%                              |
| Bloomington               | 1,164                 | + 6.4%              | 2.5%                        | 28.4%                          | 24.1%                 | 76                              | 96.7%                              |
| Bloomington – East        | 365                   | + 0.3%              | 4.7%                        | 22.5%                          | 33.4%                 | 83                              | 97.5%                              |
| Bloomington – West        | 799                   | + 9.6%              | 1.5%                        | 31.0%                          | 19.8%                 | 73                              | 96.4%                              |
| Brainerd MSA              | 1,725                 | - 3.7%              | 1.8%                        | 5.2%                           | 17.1%                 | 189                             | 90.9%                              |
| Brooklyn Center           | 447                   | - 15.8%             | 0.2%                        | 10.5%                          | 40.0%                 | 77                              | 97.2%                              |
| Brooklyn Park             | 1,274                 | - 0.4%              | 8.3%                        | 21.0%                          | 36.9%                 | 74                              | 97.2%                              |
| Buffalo                   | 311                   | + 4.0%              | 6.8%                        | 9.6%                           | 27.3%                 | 77                              | 95.6%                              |
| Burnsville                | 847                   | + 0.7%              | 2.4%                        | 44.3%                          | 29.9%                 | 72                              | 97.0%                              |
| Cambridge                 | 203                   | + 11.5%             | 6.9%                        | 11.3%                          | 48.8%                 | 84                              | 96.2%                              |
| Cannon Falls              | 135                   | + 26.2%             | 1.5%                        | 8.9%                           | 16.3%                 | 150                             | 92.8%                              |
| Carver                    | 117                   | + 21.9%             | 17.1%                       | 20.5%                          | 16.2%                 | 98                              | 96.5%                              |
| Centerville               | 78                    | + 30.0%             | 6.4%                        | 16.7%                          | 32.1%                 | 98                              | 95.6%                              |
| Champlin                  | 367                   | + 2.5%              | 0.5%                        | 21.3%                          | 32.7%                 | 65                              | 96.8%                              |
| Chanhassen                | 518                   | + 15.1%             | 19.5%                       | 32.0%                          | 12.2%                 | 82                              | 97.0%                              |
| Chaska                    | 448                   | + 4.2%              | 14.7%                       | 24.8%                          | 23.2%                 | 89                              | 96.5%                              |
| Chisago                   | 95                    | + 48.4%             | 22.1%                       | 10.5%                          | 27.4%                 | 130                             | 95.5%                              |
| Circle Pines              | 71                    | - 26.0%             | 0.0%                        | 28.2%                          | 52.1%                 | 66                              | 97.0%                              |
| Clear Lake                | 102                   | + 15.9%             | 2.9%                        | 2.0%                           | 26.5%                 | 140                             | 92.5%                              |
| Clearwater                | 61                    | + 8.9%              | 0.0%                        | 6.6%                           | 34.4%                 | 148                             | 92.1%                              |
| Coates                    | 0                     | --                  | 0.0%                        | 0.0%                           | 0.0%                  | 0                               | 0.0%                               |
| Cokato                    | 57                    | + 16.3%             | 0.0%                        | 1.8%                           | 21.1%                 | 132                             | 94.7%                              |
| Cologne                   | 56                    | + 33.3%             | 25.0%                       | 5.4%                           | 30.4%                 | 93                              | 97.0%                              |
| Columbia Heights          | 349                   | + 4.2%              | 0.0%                        | 14.3%                          | 36.7%                 | 73                              | 95.8%                              |
| Columbus                  | 29                    | - 17.1%             | 0.0%                        | 0.0%                           | 31.0%                 | 138                             | 93.8%                              |
| Coon Rapids               | 1,010                 | + 4.2%              | 3.0%                        | 28.8%                          | 36.7%                 | 65                              | 97.4%                              |
| Corcoran                  | 64                    | + 64.1%             | 1.6%                        | 0.0%                           | 26.6%                 | 142                             | 94.7%                              |
| Cottage Grove             | 539                   | - 3.4%              | 5.2%                        | 17.3%                          | 31.2%                 | 59                              | 97.9%                              |
| Crystal                   | 424                   | + 15.8%             | 2.1%                        | 4.2%                           | 32.1%                 | 67                              | 96.4%                              |
| Dayton                    | 61                    | + 8.9%              | 14.8%                       | 0.0%                           | 29.5%                 | 165                             | 96.7%                              |

# 2013 Annual Report on the Twin Cities Housing Market

## Area Overview – Around the Metro



|                      | Total<br>Closed Sales | Change<br>from 2012 | Percent New<br>Construction | Percent<br>Townhouse-<br>Condo | Percent<br>Distressed | Cumulative<br>Days on<br>Market | Pct. of Orig.<br>Price<br>Received |
|----------------------|-----------------------|---------------------|-----------------------------|--------------------------------|-----------------------|---------------------------------|------------------------------------|
| Deephaven            | 65                    | + 8.3%              | 3.1%                        | 1.5%                           | 6.2%                  | 97                              | 93.8%                              |
| Delano               | 150                   | + 50.0%             | 26.7%                       | 6.7%                           | 20.7%                 | 94                              | 97.0%                              |
| Dellwood             | 17                    | + 54.5%             | 0.0%                        | 0.0%                           | 17.6%                 | 196                             | 91.6%                              |
| Eagan                | 951                   | + 0.2%              | 7.2%                        | 36.6%                          | 23.0%                 | 68                              | 96.7%                              |
| East Bethel          | 151                   | - 8.5%              | 4.0%                        | 0.7%                           | 41.7%                 | 94                              | 95.3%                              |
| Eden Prairie         | 1,067                 | + 15.2%             | 3.4%                        | 36.4%                          | 17.0%                 | 75                              | 96.4%                              |
| Edina                | 986                   | + 3.4%              | 5.7%                        | 35.5%                          | 8.1%                  | 85                              | 95.5%                              |
| Elk River            | 447                   | + 13.7%             | 11.6%                       | 20.6%                          | 33.8%                 | 81                              | 95.9%                              |
| Elko New Market      | 118                   | + 19.2%             | 16.9%                       | 10.2%                          | 30.5%                 | 91                              | 97.2%                              |
| Excelsior            | 29                    | 0.0%                | 3.4%                        | 24.1%                          | 13.8%                 | 115                             | 98.1%                              |
| Falcon Heights       | 61                    | + 38.6%             | 0.0%                        | 18.0%                          | 9.8%                  | 91                              | 95.0%                              |
| Faribault            | 364                   | + 11.0%             | 1.1%                        | 9.3%                           | 31.9%                 | 115                             | 93.4%                              |
| Farmington           | 503                   | + 17.0%             | 9.7%                        | 23.3%                          | 34.6%                 | 74                              | 97.3%                              |
| Forest Lake          | 367                   | + 29.7%             | 9.3%                        | 25.6%                          | 27.2%                 | 106                             | 95.9%                              |
| Fridley              | 361                   | + 21.1%             | 1.1%                        | 16.9%                          | 36.6%                 | 76                              | 96.7%                              |
| Gem Lake             | 4                     | + 300.0%            | 0.0%                        | 0.0%                           | 50.0%                 | 53                              | 87.5%                              |
| Golden Valley        | 378                   | + 22.3%             | 1.6%                        | 15.9%                          | 12.7%                 | 71                              | 95.6%                              |
| Grant                | 45                    | + 50.0%             | 0.0%                        | 0.0%                           | 13.3%                 | 139                             | 96.1%                              |
| Greenfield           | 38                    | + 65.2%             | 0.0%                        | 21.1%                          | 39.5%                 | 129                             | 92.8%                              |
| Greenwood            | 16                    | - 15.8%             | 0.0%                        | 6.3%                           | 12.5%                 | 184                             | 93.5%                              |
| Ham Lake             | 212                   | + 1.0%              | 13.2%                       | 7.1%                           | 26.9%                 | 87                              | 96.8%                              |
| Hamburg              | 9                     | + 28.6%             | 0.0%                        | 0.0%                           | 22.2%                 | 223                             | 88.8%                              |
| Hammond              | 53                    | + 1.9%              | 1.9%                        | 5.7%                           | 34.0%                 | 168                             | 94.2%                              |
| Hampton              | 17                    | - 5.6%              | 0.0%                        | 0.0%                           | 5.9%                  | 81                              | 94.8%                              |
| Hanover              | 72                    | + 50.0%             | 36.1%                       | 0.0%                           | 36.1%                 | 95                              | 98.2%                              |
| Hastings             | 332                   | - 6.7%              | 4.8%                        | 28.6%                          | 29.5%                 | 80                              | 95.8%                              |
| Hilltop              | 1                     | 0.0%                | 0.0%                        | 100.0%                         | 100.0%                | 52                              | 92.0%                              |
| Hopkins              | 213                   | + 1.9%              | 0.9%                        | 41.8%                          | 28.6%                 | 88                              | 96.8%                              |
| Hudson               | 509                   | + 59.1%             | 9.4%                        | 22.0%                          | 18.7%                 | 116                             | 96.2%                              |
| Hugo                 | 346                   | + 8.5%              | 14.7%                       | 50.0%                          | 28.0%                 | 74                              | 97.3%                              |
| Hutchinson           | 285                   | + 3.6%              | 2.1%                        | 10.5%                          | 24.6%                 | 92                              | 93.7%                              |
| Independence         | 44                    | - 2.2%              | 0.0%                        | 0.0%                           | 18.2%                 | 220                             | 91.4%                              |
| Inver Grove Heights  | 463                   | + 15.5%             | 9.9%                        | 36.3%                          | 24.6%                 | 75                              | 96.3%                              |
| Isanti               | 201                   | + 20.4%             | 7.0%                        | 11.9%                          | 57.2%                 | 82                              | 96.7%                              |
| Jordan               | 112                   | + 4.7%              | 5.4%                        | 4.5%                           | 26.8%                 | 100                             | 95.8%                              |
| Lake Elmo            | 89                    | + 7.2%              | 6.7%                        | 1.1%                           | 22.5%                 | 94                              | 94.4%                              |
| Lake Minnetonka Area | 961                   | + 3.1%              | 7.7%                        | 11.9%                          | 20.2%                 | 133                             | 93.7%                              |
| Lake St. Croix Beach | 15                    | + 15.4%             | 0.0%                        | 0.0%                           | 33.3%                 | 101                             | 91.5%                              |
| Lakeland             | 33                    | + 26.9%             | 0.0%                        | 0.0%                           | 30.3%                 | 88                              | 93.2%                              |
| Lakeland Shores      | 5                     | - 28.6%             | 0.0%                        | 0.0%                           | 20.0%                 | 111                             | 90.5%                              |
| Lakeville            | 1,106                 | + 19.7%             | 15.5%                       | 20.1%                          | 24.2%                 | 76                              | 97.1%                              |
| Lauderdale           | 31                    | + 63.2%             | 0.0%                        | 22.6%                          | 22.6%                 | 96                              | 95.4%                              |
| Lexington            | 11                    | - 31.3%             | 0.0%                        | 0.0%                           | 27.3%                 | 90                              | 89.7%                              |
| Lilydale             | 24                    | + 14.3%             | 0.0%                        | 95.8%                          | 20.8%                 | 153                             | 93.4%                              |

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## Area Overview – Around the Metro



|                            | Total<br>Closed Sales | Change<br>from 2012 | Percent New<br>Construction | Percent<br>Townhouse-<br>Condo | Percent<br>Distressed | Cumulative<br>Days on<br>Market | Pct. of Orig.<br>Price<br>Received |
|----------------------------|-----------------------|---------------------|-----------------------------|--------------------------------|-----------------------|---------------------------------|------------------------------------|
| Lindstrom                  | 112                   | + 3.7%              | 4.5%                        | 17.0%                          | 37.5%                 | 144                             | 93.3%                              |
| Lino Lakes                 | 254                   | + 8.5%              | 7.1%                        | 16.9%                          | 28.3%                 | 83                              | 96.7%                              |
| Little Canada              | 121                   | + 11.0%             | 2.5%                        | 43.0%                          | 28.1%                 | 93                              | 94.5%                              |
| Long Lake                  | 31                    | + 14.8%             | 0.0%                        | 9.7%                           | 29.0%                 | 99                              | 92.3%                              |
| Lonsdale                   | 111                   | + 14.4%             | 2.7%                        | 0.0%                           | 38.7%                 | 81                              | 95.0%                              |
| Loretto                    | 15                    | + 50.0%             | 0.0%                        | 20.0%                          | 6.7%                  | 52                              | 96.9%                              |
| Mahtomedi                  | 132                   | + 30.7%             | 6.1%                        | 12.1%                          | 15.9%                 | 101                             | 94.6%                              |
| Maple Grove                | 1,302                 | + 11.5%             | 11.4%                       | 36.0%                          | 21.9%                 | 68                              | 96.9%                              |
| Maple Lake                 | 62                    | + 1.6%              | 1.6%                        | 6.5%                           | 35.5%                 | 117                             | 89.7%                              |
| Maple Plain                | 23                    | - 11.5%             | 0.0%                        | 0.0%                           | 30.4%                 | 86                              | 92.3%                              |
| Maplewood                  | 521                   | - 1.7%              | 1.9%                        | 24.8%                          | 31.9%                 | 76                              | 96.2%                              |
| Marine on St. Croix        | 21                    | + 40.0%             | 0.0%                        | 14.3%                          | 19.0%                 | 172                             | 84.6%                              |
| Mayer                      | 45                    | + 12.5%             | 24.4%                       | 0.0%                           | 35.6%                 | 53                              | 98.0%                              |
| Medicine Lake              | 4                     | + 300.0%            | 0.0%                        | 0.0%                           | 0.0%                  | 110                             | 86.8%                              |
| Medina                     | 119                   | + 33.7%             | 35.3%                       | 14.3%                          | 8.4%                  | 146                             | 94.1%                              |
| Mendota                    | 1                     | 0.0%                | 0.0%                        | 0.0%                           | 0.0%                  | 19                              | 104.4%                             |
| Mendota Heights            | 164                   | - 5.7%              | 1.2%                        | 33.5%                          | 12.2%                 | 90                              | 96.1%                              |
| Miesville                  | 4                     | + 300.0%            | 25.0%                       | 0.0%                           | 25.0%                 | 131                             | 94.2%                              |
| Minneapolis - (Citywide)   | 5,603                 | + 6.7%              | 2.0%                        | 23.5%                          | 23.9%                 | 77                              | 95.9%                              |
| Minneapolis - Calhoun-Isle | 434                   | + 0.9%              | 4.1%                        | 47.2%                          | 13.4%                 | 113                             | 93.7%                              |
| Minneapolis - Camden       | 645                   | + 14.8%             | 0.6%                        | 1.7%                           | 44.0%                 | 89                              | 93.1%                              |
| Minneapolis - Central      | 648                   | + 14.7%             | 4.9%                        | 99.7%                          | 16.5%                 | 76                              | 96.5%                              |
| Minneapolis - Longfellow   | 349                   | + 9.4%              | 1.4%                        | 3.7%                           | 18.3%                 | 51                              | 97.5%                              |
| Minneapolis - Near North   | 330                   | + 3.4%              | 1.5%                        | 8.2%                           | 45.5%                 | 98                              | 91.5%                              |
| Minneapolis - Nokomis      | 847                   | + 12.3%             | 0.7%                        | 3.8%                           | 22.8%                 | 65                              | 96.8%                              |
| Minneapolis - Northeast    | 497                   | + 4.0%              | 1.2%                        | 9.5%                           | 27.6%                 | 68                              | 97.0%                              |
| Minneapolis - Phillips     | 81                    | - 25.7%             | 1.2%                        | 38.3%                          | 45.7%                 | 94                              | 93.5%                              |
| Minneapolis - Powderhorn   | 605                   | + 9.6%              | 0.7%                        | 15.0%                          | 29.6%                 | 77                              | 96.8%                              |
| Minneapolis - Southwest    | 961                   | + 1.5%              | 2.6%                        | 5.9%                           | 9.3%                  | 62                              | 97.2%                              |
| Minneapolis - University   | 215                   | - 0.9%              | 3.3%                        | 73.5%                          | 18.1%                 | 117                             | 95.4%                              |
| Minnetonka                 | 837                   | + 3.3%              | 3.5%                        | 30.5%                          | 15.4%                 | 76                              | 95.8%                              |
| Minnetonka Beach           | 10                    | - 9.1%              | 0.0%                        | 0.0%                           | 10.0%                 | 185                             | 89.9%                              |
| Minnetrista                | 133                   | + 10.8%             | 21.8%                       | 3.0%                           | 13.5%                 | 152                             | 94.9%                              |
| Monticello                 | 254                   | + 28.9%             | 9.4%                        | 18.1%                          | 33.5%                 | 78                              | 96.0%                              |
| Montrose                   | 103                   | + 30.4%             | 16.5%                       | 13.6%                          | 21.4%                 | 96                              | 95.5%                              |
| Mora                       | 116                   | - 7.2%              | 0.0%                        | 2.6%                           | 47.4%                 | 157                             | 90.5%                              |
| Mound                      | 197                   | - 0.5%              | 3.0%                        | 6.1%                           | 31.0%                 | 107                             | 93.3%                              |
| Mounds View                | 121                   | - 6.2%              | 1.7%                        | 9.9%                           | 26.4%                 | 75                              | 95.4%                              |
| New Brighton               | 227                   | - 13.7%             | 5.7%                        | 32.6%                          | 22.9%                 | 75                              | 96.0%                              |
| New Germany                | 12                    | + 9.1%              | 0.0%                        | 0.0%                           | 33.3%                 | 102                             | 95.5%                              |
| New Hope                   | 258                   | + 13.7%             | 0.8%                        | 15.9%                          | 28.7%                 | 68                              | 94.7%                              |
| New Prague                 | 191                   | + 2.7%              | 5.2%                        | 20.4%                          | 27.7%                 | 110                             | 95.9%                              |
| New Richmond               | 228                   | + 20.0%             | 6.6%                        | 8.3%                           | 30.7%                 | 142                             | 95.2%                              |
| New Trier                  | 2                     | - 33.3%             | 0.0%                        | 0.0%                           | 0.0%                  | 53                              | 88.2%                              |

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|--------------------------------------|-----------------------|---------------------|-----------------------------|--------------------------------|-----------------------|---------------------------------|------------------------------------|
| Newport                              | 37                    | + 19.4%             | 0.0%                        | 0.0%                           | 40.5%                 | 74                              | 93.8%                              |
| North Branch                         | 243                   | + 23.4%             | 14.0%                       | 7.0%                           | 35.4%                 | 92                              | 96.0%                              |
| North Oaks                           | 100                   | + 44.9%             | 25.0%                       | 14.0%                          | 5.0%                  | 128                             | 94.5%                              |
| North Saint Paul                     | 176                   | + 6.7%              | 0.6%                        | 8.5%                           | 34.1%                 | 86                              | 94.1%                              |
| Northfield                           | 286                   | - 2.7%              | 5.9%                        | 26.6%                          | 28.7%                 | 109                             | 94.6%                              |
| Norwood Young America                | 61                    | 0.0%                | 11.5%                       | 14.8%                          | 29.5%                 | 133                             | 90.6%                              |
| Nowthen                              | 55                    | - 9.8%              | 0.0%                        | 0.0%                           | 34.5%                 | 102                             | 96.0%                              |
| Oak Grove                            | 109                   | - 2.7%              | 21.1%                       | 0.0%                           | 28.4%                 | 81                              | 96.6%                              |
| Oak Park Heights                     | 47                    | - 4.1%              | 0.0%                        | 21.3%                          | 36.2%                 | 133                             | 95.0%                              |
| Oakdale                              | 461                   | + 19.1%             | 1.3%                        | 34.3%                          | 28.2%                 | 78                              | 95.8%                              |
| Orono                                | 175                   | + 8.7%              | 13.7%                       | 13.1%                          | 27.4%                 | 168                             | 93.3%                              |
| Osseo                                | 36                    | + 28.6%             | 0.0%                        | 16.7%                          | 38.9%                 | 90                              | 93.0%                              |
| Otsego                               | 412                   | + 31.2%             | 31.6%                       | 22.3%                          | 30.6%                 | 75                              | 98.3%                              |
| Pine City                            | 119                   | + 3.5%              | 1.7%                        | 2.5%                           | 44.5%                 | 135                             | 92.8%                              |
| Pine Springs                         | 2                     | - 50.0%             | 0.0%                        | 0.0%                           | 50.0%                 | 97                              | 97.6%                              |
| Plymouth                             | 1,347                 | + 21.4%             | 14.6%                       | 32.7%                          | 14.5%                 | 74                              | 96.7%                              |
| Princeton                            | 206                   | + 0.5%              | 1.0%                        | 4.9%                           | 42.7%                 | 86                              | 94.1%                              |
| Prior Lake                           | 549                   | + 5.4%              | 17.7%                       | 27.3%                          | 19.9%                 | 89                              | 96.2%                              |
| Ramsey                               | 437                   | + 17.8%             | 16.9%                       | 23.8%                          | 33.2%                 | 73                              | 97.4%                              |
| Randolph                             | 11                    | + 37.5%             | 9.1%                        | 0.0%                           | 18.2%                 | 114                             | 91.8%                              |
| Red Wing                             | 284                   | + 29.7%             | 0.7%                        | 12.0%                          | 27.5%                 | 155                             | 90.1%                              |
| Richfield                            | 581                   | + 6.2%              | 0.3%                        | 12.0%                          | 22.9%                 | 64                              | 97.0%                              |
| River Falls                          | 215                   | + 18.1%             | 9.8%                        | 13.0%                          | 26.0%                 | 129                             | 95.7%                              |
| Robbinsdale                          | 273                   | + 1.9%              | 1.1%                        | 11.7%                          | 31.1%                 | 80                              | 93.9%                              |
| Rockford                             | 52                    | - 11.9%             | 5.8%                        | 5.8%                           | 23.1%                 | 59                              | 97.4%                              |
| Rogers                               | 215                   | + 32.7%             | 29.8%                       | 16.7%                          | 15.8%                 | 64                              | 97.6%                              |
| Rosemount                            | 408                   | + 8.5%              | 10.8%                       | 34.3%                          | 29.2%                 | 66                              | 97.4%                              |
| Roseville                            | 440                   | + 5.8%              | 2.0%                        | 23.0%                          | 18.6%                 | 75                              | 95.2%                              |
| Rush City                            | 59                    | + 68.6%             | 6.8%                        | 1.7%                           | 33.9%                 | 108                             | 92.3%                              |
| Saint Anthony                        | 121                   | + 26.0%             | 0.8%                        | 38.8%                          | 17.4%                 | 68                              | 95.5%                              |
| Saint Bonifacius                     | 45                    | + 36.4%             | 0.0%                        | 28.9%                          | 37.8%                 | 100                             | 94.9%                              |
| Saint Cloud MSA                      | 2,143                 | + 10.4%             | 3.7%                        | 5.3%                           | 21.6%                 | 147                             | 92.8%                              |
| Saint Francis                        | 148                   | + 48.0%             | 4.1%                        | 18.9%                          | 43.2%                 | 78                              | 95.2%                              |
| Saint Louis Park                     | 908                   | + 12.7%             | 1.8%                        | 24.3%                          | 17.1%                 | 62                              | 97.4%                              |
| Saint Mary's Point                   | 8                     | + 300.0%            | 0.0%                        | 0.0%                           | 37.5%                 | 223                             | 97.3%                              |
| Saint Michael                        | 284                   | + 13.1%             | 7.7%                        | 22.5%                          | 30.6%                 | 75                              | 96.1%                              |
| Saint Paul                           | 3,586                 | + 2.8%              | 0.8%                        | 12.4%                          | 31.1%                 | 88                              | 95.3%                              |
| Saint Paul - Battle Creek / Highwood | 285                   | + 6.3%              | 0.0%                        | 7.7%                           | 40.0%                 | 81                              | 96.6%                              |
| Saint Paul - Como Park               | 183                   | + 5.8%              | 0.5%                        | 2.7%                           | 15.8%                 | 69                              | 96.4%                              |
| Saint Paul - Dayton's Bluff          | 211                   | + 1.4%              | 0.5%                        | 5.2%                           | 40.3%                 | 89                              | 95.4%                              |
| Saint Paul - Downtown                | 125                   | 0.0%                | 0.8%                        | 96.8%                          | 23.2%                 | 140                             | 94.4%                              |
| Saint Paul - Greater East Side       | 417                   | - 2.6%              | 1.2%                        | 1.7%                           | 42.7%                 | 80                              | 95.4%                              |
| Saint Paul - Hamline-Midway          | 135                   | 0.0%                | 0.0%                        | 0.7%                           | 34.8%                 | 62                              | 96.7%                              |
| Saint Paul - Highland Park           | 339                   | + 1.2%              | 0.9%                        | 13.3%                          | 14.2%                 | 70                              | 95.8%                              |

# 2013 Annual Report on the Twin Cities Housing Market

## Area Overview – Around the Metro



|                                     | Total<br>Closed Sales | Change<br>from 2012 | Percent New<br>Construction | Percent<br>Townhouse-<br>Condo | Percent<br>Distressed | Cumulative<br>Days on<br>Market | Pct. of Orig.<br>Price<br>Received |
|-------------------------------------|-----------------------|---------------------|-----------------------------|--------------------------------|-----------------------|---------------------------------|------------------------------------|
| Saint Paul - Lexington-Hamline      | 166                   | + 9.9%              | 0.6%                        | 6.0%                           | 18.7%                 | 89                              | 94.7%                              |
| Saint Paul - Macalester-Groveland   | 314                   | + 12.1%             | 0.6%                        | 8.9%                           | 10.5%                 | 69                              | 96.7%                              |
| Saint Paul - North End / South Como | 277                   | - 9.8%              | 0.4%                        | 4.0%                           | 41.5%                 | 97                              | 93.0%                              |
| Saint Paul - Payne-Phalen           | 351                   | + 7.0%              | 0.9%                        | 1.4%                           | 43.3%                 | 92                              | 95.1%                              |
| Saint Paul - St. Anthony Park       | 60                    | + 11.1%             | 8.3%                        | 35.0%                          | 13.3%                 | 100                             | 95.3%                              |
| Saint Paul - Summit Hill            | 91                    | + 11.0%             | 0.0%                        | 36.3%                          | 9.9%                  | 179                             | 91.9%                              |
| Saint Paul - Summit-University      | 185                   | + 20.9%             | 0.0%                        | 44.3%                          | 30.8%                 | 113                             | 94.5%                              |
| Saint Paul - Thomas-Dale            | 110                   | - 11.3%             | 1.8%                        | 1.8%                           | 48.2%                 | 73                              | 94.4%                              |
| Saint Paul - West Seventh           | 161                   | + 1.9%              | 0.0%                        | 21.1%                          | 31.7%                 | 91                              | 95.1%                              |
| Saint Paul - West Side              | 175                   | - 2.2%              | 1.7%                        | 3.4%                           | 43.4%                 | 101                             | 95.4%                              |
| Saint Paul Park                     | 94                    | + 16.0%             | 7.4%                        | 11.7%                          | 39.4%                 | 77                              | 95.6%                              |
| Savage                              | 566                   | + 8.2%              | 11.0%                       | 25.1%                          | 20.7%                 | 72                              | 96.9%                              |
| Scandia                             | 45                    | - 18.2%             | 8.9%                        | 0.0%                           | 22.2%                 | 165                             | 93.5%                              |
| Shakopee                            | 720                   | + 19.0%             | 3.3%                        | 35.1%                          | 33.2%                 | 69                              | 97.1%                              |
| Shoreview                           | 403                   | + 3.9%              | 1.0%                        | 38.5%                          | 18.1%                 | 72                              | 96.3%                              |
| Shorewood                           | 127                   | + 6.7%              | 7.1%                        | 10.2%                          | 12.6%                 | 136                             | 93.5%                              |
| Somerset                            | 68                    | - 9.3%              | 2.9%                        | 7.4%                           | 47.1%                 | 138                             | 94.8%                              |
| South Haven                         | 54                    | + 17.4%             | 0.0%                        | 0.0%                           | 24.1%                 | 167                             | 92.3%                              |
| South Saint Paul                    | 311                   | - 14.6%             | 2.6%                        | 5.5%                           | 38.6%                 | 71                              | 96.4%                              |
| Spring Lake Park                    | 95                    | - 15.9%             | 1.1%                        | 22.1%                          | 35.8%                 | 63                              | 96.7%                              |
| Spring Park                         | 23                    | - 17.9%             | 0.0%                        | 43.5%                          | 8.7%                  | 162                             | 91.4%                              |
| Stacy                               | 77                    | + 60.4%             | 19.5%                       | 10.4%                          | 31.2%                 | 89                              | 98.8%                              |
| Stillwater                          | 384                   | + 10.3%             | 11.2%                       | 24.2%                          | 18.2%                 | 110                             | 95.4%                              |
| Sunfish Lake                        | 7                     | 0.0%                | 0.0%                        | 0.0%                           | 0.0%                  | 175                             | 84.6%                              |
| Tonka Bay                           | 32                    | - 13.5%             | 0.0%                        | 9.4%                           | 12.5%                 | 163                             | 92.2%                              |
| Vadnais Heights                     | 187                   | + 16.9%             | 0.5%                        | 44.4%                          | 29.4%                 | 77                              | 94.5%                              |
| Vermillion                          | 2                     | - 33.3%             | 0.0%                        | 0.0%                           | 0.0%                  | 178                             | 92.2%                              |
| Victoria                            | 223                   | + 22.5%             | 27.8%                       | 25.6%                          | 9.0%                  | 103                             | 96.6%                              |
| Waconia                             | 247                   | + 21.7%             | 16.2%                       | 16.6%                          | 17.4%                 | 82                              | 95.7%                              |
| Watertown                           | 90                    | + 42.9%             | 2.2%                        | 4.4%                           | 30.0%                 | 100                             | 94.6%                              |
| Wayzata                             | 69                    | - 8.0%              | 4.3%                        | 34.8%                          | 10.1%                 | 115                             | 94.5%                              |
| West Saint Paul                     | 262                   | - 2.6%              | 1.5%                        | 22.5%                          | 29.4%                 | 84                              | 95.1%                              |
| White Bear Lake                     | 406                   | + 18.0%             | 1.7%                        | 22.7%                          | 26.4%                 | 88                              | 94.9%                              |
| Willernie                           | 13                    | + 44.4%             | 0.0%                        | 0.0%                           | 30.8%                 | 159                             | 92.1%                              |
| Woodbury                            | 1,416                 | + 26.3%             | 15.0%                       | 37.9%                          | 18.9%                 | 68                              | 97.4%                              |
| Woodland                            | 9                     | - 40.0%             | 0.0%                        | 0.0%                           | 11.1%                 | 234                             | 84.8%                              |
| Wyoming                             | 112                   | + 40.0%             | 13.4%                       | 4.5%                           | 25.9%                 | 90                              | 95.4%                              |
| Zimmerman                           | 240                   | + 12.1%             | 3.8%                        | 4.2%                           | 44.6%                 | 94                              | 96.0%                              |
| Zumbrota                            | 59                    | 0.0%                | 1.7%                        | 3.4%                           | 15.3%                 | 116                             | 93.8%                              |



2013 Annual Report on the Twin Cities Housing Market  
**Area Overview – Counties**



|                   | <b>Total<br/>Closed Sales</b> | <b>Change<br/>from 2012</b> | <b>Percent New<br/>Construction</b> | <b>Percent<br/>Townhouse-<br/>Condo</b> | <b>Percent<br/>Distressed</b> | <b>Cumulative<br/>Days on<br/>Market</b> | <b>Pct. of Orig.<br/>Price<br/>Received</b> |
|-------------------|-------------------------------|-----------------------------|-------------------------------------|---|-------------------------------|--|---|
| Anoka County      | 5,294                         | + 7.5%                      | 9.4%                                | 19.6%                                   | 32.5%                         | 74                                       | 96.9%                                       |
| Carver County     | 1,848                         | + 14.6%                     | 17.5%                               | 22.5%                                   | 18.4%                         | 92                                       | 96.2%                                       |
| Chisago County    | 900                           | + 13.1%                     | 12.0%                               | 7.0%                                    | 33.6%                         | 112                                      | 95.1%                                       |
| Dakota County     | 6,336                         | + 4.9%                      | 7.6%                                | 32.1%                                   | 27.4%                         | 74                                       | 96.7%                                       |
| Goodhue County    | 639                           | + 19.4%                     | 0.8%                                | 10.3%                                   | 23.5%                         | 149                                      | 91.4%                                       |
| Hennepin County   | 19,107                        | + 7.9%                      | 5.0%                                | 24.5%                                   | 22.4%                         | 78                                       | 96.1%                                       |
| Isanti County     | 642                           | + 15.1%                     | 4.5%                                | 7.6%                                    | 50.9%                         | 95                                       | 95.2%                                       |
| Kanabec County    | 203                           | - 18.5%                     | 0.5%                                | 1.5%                                    | 41.4%                         | 161                                      | 88.9%                                       |
| Mille Lacs County | 360                           | - 14.9%                     | 0.6%                                | 7.8%                                    | 36.9%                         | 114                                      | 91.7%                                       |
| Ramsey County     | 6,699                         | + 4.7%                      | 1.8%                                | 19.2%                                   | 28.0%                         | 85                                       | 95.3%                                       |
| Rice County       | 831                           | + 7.2%                      | 3.0%                                | 14.6%                                   | 33.5%                         | 111                                      | 93.9%                                       |
| Scott County      | 2,461                         | + 11.9%                     | 9.4%                                | 24.0%                                   | 26.7%                         | 81                                       | 96.6%                                       |
| Sherburne County  | 1,500                         | + 8.2%                      | 7.9%                                | 10.1%                                   | 36.1%                         | 95                                       | 95.6%                                       |
| St. Croix County  | 1,339                         | + 12.5%                     | 6.6%                                | 12.6%                                   | 28.0%                         | 141                                      | 95.0%                                       |
| Washington County | 4,295                         | + 15.1%                     | 9.7%                                | 27.7%                                   | 23.9%                         | 85                                       | 96.3%                                       |
| Wright County     | 2,244                         | + 18.7%                     | 13.2%                               | 13.1%                                   | 29.5%                         | 91                                       | 95.8%                                       |

# Area Overview – Western WI School Districts



|  | Total<br>Closed Sales | Change<br>from 2012 | Percent New<br>Construction | Percent<br>Townhouse-<br>Condo | Percent<br>Distressed | Cumulative<br>Days on<br>Market | Pct. of Orig.<br>Price<br>Received |
|--|-----------------------|---------------------|-----------------------------|--------------------------------|-----------------------|---------------------------------|------------------------------------|
| Amery, WI – School District 119              | 120                   | - 3.2%              | 1.7%                        | 3.3%                           | 29.2%                 | 199                             | 88.5%                              |
| Baldwin-Woodville, WI – School District 231  | 115                   | - 3.4%              | 0.0%                        | 4.3%                           | 34.8%                 | 136                             | 92.3%                              |
| Clayton, WI – School District 1120           | 18                    | - 14.3%             | 0.0%                        | 5.6%                           | 27.8%                 | 142                             | 86.4%                              |
| Clear Lake, WI – School District 1127        | 35                    | + 25.0%             | 0.0%                        | 0.0%                           | 45.7%                 | 130                             | 89.6%                              |
| Cumberland, WI – School District 1260        | 53                    | + 1.9%              | 0.0%                        | 3.8%                           | 13.2%                 | 156                             | 90.4%                              |
| Ellsworth, WI – School District 1659         | 116                   | + 0.9%              | 0.9%                        | 0.9%                           | 33.6%                 | 195                             | 90.1%                              |
| Elmwood, WI – School District 1666           | 17                    | + 13.3%             | 0.0%                        | 0.0%                           | 35.3%                 | 194                             | 81.3%                              |
| Frederic, WI – School District 1939          | 43                    | - 24.6%             | 2.3%                        | 2.3%                           | 34.9%                 | 196                             | 85.7%                              |
| Glenwood City, WI – School District 2198     | 30                    | - 16.7%             | 0.0%                        | 0.0%                           | 46.7%                 | 211                             | 89.9%                              |
| Grantsburg, WI – School District 2233        | 48                    | - 5.9%              | 0.0%                        | 0.0%                           | 33.3%                 | 176                             | 86.7%                              |
| Hudson, WI – School District 2611            | 564                   | + 31.2%             | 9.0%                        | 20.4%                          | 21.1%                 | 123                             | 95.7%                              |
| Luck, WI – School District 3213              | 48                    | - 2.0%              | 0.0%                        | 0.0%                           | 31.3%                 | 237                             | 86.9%                              |
| New Richmond, WI – School District 3962      | 273                   | + 11.4%             | 6.2%                        | 7.0%                           | 31.9%                 | 148                             | 95.2%                              |
| Osceola, WI – School District 4165           | 151                   | + 31.3%             | 0.0%                        | 8.6%                           | 32.5%                 | 159                             | 91.9%                              |
| Pepin, WI – School District 4270             | 32                    | + 39.1%             | 0.0%                        | 6.3%                           | 18.8%                 | 213                             | 85.2%                              |
| Plum City, WI – School District 4459         | 16                    | + 45.5%             | 0.0%                        | 0.0%                           | 43.8%                 | 176                             | 81.4%                              |
| Prescott, WI – School District 4578          | 108                   | + 40.3%             | 5.6%                        | 12.0%                          | 40.7%                 | 165                             | 91.9%                              |
| River Falls, WI – School District 4893       | 259                   | + 12.6%             | 10.4%                       | 10.8%                          | 23.6%                 | 142                             | 95.4%                              |
| Somerset, WI – School District 5432          | 102                   | - 21.5%             | 2.0%                        | 4.9%                           | 43.1%                 | 156                             | 95.0%                              |
| Spring Valley, WI – School District 5586     | 40                    | + 11.1%             | 0.0%                        | 0.0%                           | 52.5%                 | 137                             | 87.7%                              |
| St. Croix Central, WI – School District 2422 | 107                   | + 5.9%              | 0.9%                        | 4.7%                           | 30.8%                 | 157                             | 95.3%                              |
| St. Croix Falls, WI – School District 5019   | 134                   | + 50.6%             | 0.0%                        | 9.0%                           | 35.1%                 | 152                             | 91.4%                              |
| Turtle Lake, WI – School District 5810       | 50                    | - 3.8%              | 0.0%                        | 0.0%                           | 22.0%                 | 177                             | 88.7%                              |
| Unity, WI – School District 238              | 129                   | + 1.6%              | 1.6%                        | 0.0%                           | 26.4%                 | 194                             | 88.1%                              |

# 2013 Annual Report on the Twin Cities Housing Market

## Median Prices – Around the Metro



|                           | 2009             | 2010             | 2011             | 2012             | 2013             | Change<br>From 2012 | Change<br>From 2009 |
|---------------------------|------------------|------------------|------------------|------------------|------------------|---------------------|---------------------|
| <b>Twin Cities Region</b> | <b>\$165,000</b> | <b>\$169,900</b> | <b>\$150,000</b> | <b>\$167,900</b> | <b>\$192,000</b> | <b>+ 14.4%</b>      | <b>+ 16.4%</b>      |
| Afton                     | \$307,000        | \$330,000        | \$430,000        | \$275,000        | \$409,500        | + 48.9%             | + 33.4%             |
| Albertville               | \$167,190        | \$150,200        | \$142,500        | \$149,950        | \$178,900        | + 19.3%             | + 7.0%              |
| Andover                   | \$205,000        | \$205,000        | \$182,000        | \$205,000        | \$227,500        | + 11.0%             | + 11.0%             |
| Annandale                 | \$154,700        | \$154,110        | \$153,889        | \$170,000        | \$159,000        | - 6.5%              | + 2.8%              |
| Anoka                     | \$130,000        | \$136,312        | \$113,500        | \$122,900        | \$146,950        | + 19.6%             | + 13.0%             |
| Apple Valley              | \$170,500        | \$177,150        | \$149,950        | \$175,000        | \$195,000        | + 11.4%             | + 14.4%             |
| Arden Hills               | \$232,250        | \$241,025        | \$157,500        | \$325,000        | \$300,300        | - 7.6%              | + 29.3%             |
| Bayport                   | \$186,000        | \$157,500        | \$147,000        | \$184,500        | \$200,000        | + 8.4%              | + 7.5%              |
| Becker                    | \$134,500        | \$131,950        | \$131,700        | \$149,375        | \$155,900        | + 4.4%              | + 15.9%             |
| Belle Plaine              | \$149,900        | \$142,250        | \$137,300        | \$145,000        | \$159,000        | + 9.7%              | + 6.1%              |
| Bethel                    | \$140,000        | \$147,600        | \$100,000        | \$115,950        | \$135,000        | + 16.4%             | - 3.6%              |
| Big Lake                  | \$135,900        | \$140,000        | \$117,500        | \$134,900        | \$154,500        | + 14.5%             | + 13.7%             |
| Birchwood Village         | \$299,000        | \$0              | \$240,500        | \$227,900        | \$287,375        | + 26.1%             | - 3.9%              |
| Blaine                    | \$169,900        | \$170,500        | \$154,900        | \$175,000        | \$199,500        | + 14.0%             | + 17.4%             |
| Bloomington               | \$181,200        | \$178,322        | \$157,000        | \$171,000        | \$193,050        | + 12.9%             | + 6.5%              |
| Bloomington – East        | \$157,250        | \$157,000        | \$140,000        | \$145,300        | \$169,350        | + 16.6%             | + 7.7%              |
| Bloomington – West        | \$210,000        | \$206,950        | \$181,725        | \$191,000        | \$215,000        | + 12.6%             | + 2.4%              |
| Brainerd MSA              | \$142,250        | \$151,000        | \$145,000        | \$154,000        | \$160,000        | + 3.9%              | + 12.5%             |
| Brooklyn Center           | \$90,000         | \$110,000        | \$82,300         | \$95,000         | \$122,000        | + 28.4%             | + 35.6%             |
| Brooklyn Park             | \$134,020        | \$140,000        | \$127,000        | \$146,000        | \$167,000        | + 14.4%             | + 24.6%             |
| Buffalo                   | \$145,500        | \$150,000        | \$131,500        | \$141,000        | \$171,810        | + 21.9%             | + 18.1%             |
| Burnsville                | \$175,000        | \$167,000        | \$147,750        | \$165,300        | \$185,000        | + 11.9%             | + 5.7%              |
| Cambridge                 | \$110,125        | \$105,000        | \$94,000         | \$101,300        | \$127,000        | + 25.4%             | + 15.3%             |
| Cannon Falls              | \$146,500        | \$139,450        | \$121,450        | \$145,000        | \$177,500        | + 22.4%             | + 21.2%             |
| Carver                    | \$237,950        | \$225,900        | \$225,000        | \$245,000        | \$282,500        | + 15.3%             | + 18.7%             |
| Centerville               | \$222,000        | \$180,000        | \$154,600        | \$180,000        | \$189,950        | + 5.5%              | - 14.4%             |
| Champlin                  | \$162,000        | \$172,078        | \$148,000        | \$159,400        | \$182,700        | + 14.6%             | + 12.8%             |
| Chanhassen                | \$287,500        | \$313,500        | \$297,500        | \$280,500        | \$303,500        | + 8.2%              | + 5.6%              |
| Chaska                    | \$177,500        | \$210,750        | \$170,000        | \$207,500        | \$252,000        | + 21.4%             | + 42.0%             |
| Chisago                   | \$175,000        | \$159,500        | \$155,700        | \$168,500        | \$199,850        | + 18.6%             | + 14.2%             |
| Circle Pines              | \$148,750        | \$139,900        | \$124,150        | \$139,450        | \$144,300        | + 3.5%              | - 3.0%              |
| Clear Lake                | \$113,000        | \$168,950        | \$146,800        | \$152,450        | \$162,700        | + 6.7%              | + 44.0%             |
| Clearwater                | \$122,000        | \$159,900        | \$127,750        | \$150,000        | \$160,000        | + 6.7%              | + 31.1%             |
| Coates                    | \$0              | \$0              | \$0              | \$0              | \$0              | --                  | --                  |
| Cokato                    | \$120,000        | \$99,000         | \$107,500        | \$105,000        | \$129,900        | + 23.7%             | + 8.3%              |
| Cologne                   | \$205,013        | \$193,000        | \$189,900        | \$182,550        | \$181,500        | - 0.6%              | - 11.5%             |
| Columbia Heights          | \$122,500        | \$120,000        | \$101,500        | \$99,950         | \$132,000        | + 32.1%             | + 7.8%              |
| Columbus                  | \$222,000        | \$232,000        | \$177,277        | \$208,500        | \$202,800        | - 2.7%              | - 8.6%              |
| Coon Rapids               | \$136,500        | \$133,000        | \$114,900        | \$125,105        | \$150,000        | + 19.9%             | + 9.9%              |
| Corcoran                  | \$315,000        | \$291,500        | \$246,000        | \$230,000        | \$300,000        | + 30.4%             | - 4.8%              |
| Cottage Grove             | \$180,000        | \$174,450        | \$160,000        | \$174,650        | \$194,000        | + 11.1%             | + 7.8%              |
| Crystal                   | \$139,950        | \$139,900        | \$105,000        | \$127,550        | \$149,500        | + 17.2%             | + 6.8%              |
| Dayton                    | \$197,000        | \$205,000        | \$142,000        | \$191,500        | \$274,000        | + 43.1%             | + 39.1%             |

2013 Annual Report on the Twin Cities Housing Market  
**Median Prices – Around the Metro**



|                      | 2009      | 2010      | 2011      | 2012      | 2013      | Change<br>From 2012 | Change<br>From 2009 |
|----------------------|-----------|-----------|-----------|-----------|-----------|---------------------|---------------------|
| Deephaven            | \$545,000 | \$509,000 | \$322,000 | \$493,250 | \$518,500 | + 5.1%              | - 4.9%              |
| Delano               | \$201,500 | \$195,000 | \$173,150 | \$205,500 | \$230,000 | + 11.9%             | + 14.1%             |
| Dellwood             | \$462,500 | \$617,575 | \$499,000 | \$360,000 | \$507,500 | + 41.0%             | + 9.7%              |
| Eagan                | \$182,150 | \$189,000 | \$170,950 | \$193,990 | \$220,000 | + 13.4%             | + 20.8%             |
| East Bethel          | \$158,950 | \$150,400 | \$162,500 | \$165,000 | \$179,900 | + 9.0%              | + 13.2%             |
| Eden Prairie         | \$250,000 | \$264,800 | \$257,110 | \$257,000 | \$280,000 | + 8.9%              | + 12.0%             |
| Edina                | \$324,900 | \$339,000 | \$339,000 | \$343,875 | \$350,000 | + 1.8%              | + 7.7%              |
| Elk River            | \$158,000 | \$160,000 | \$132,000 | \$157,000 | \$171,500 | + 9.2%              | + 8.5%              |
| Elko New Market      | \$230,000 | \$209,900 | \$193,000 | \$215,000 | \$247,627 | + 15.2%             | + 7.7%              |
| Excelsior            | \$332,450 | \$277,000 | \$350,000 | \$291,500 | \$409,750 | + 40.6%             | + 23.3%             |
| Falcon Heights       | \$267,500 | \$239,500 | \$207,500 | \$228,706 | \$244,000 | + 6.7%              | - 8.8%              |
| Faribault            | \$115,500 | \$118,500 | \$100,000 | \$115,000 | \$128,450 | + 11.7%             | + 11.2%             |
| Farmington           | \$175,600 | \$172,000 | \$140,500 | \$163,000 | \$192,250 | + 17.9%             | + 9.5%              |
| Forest Lake          | \$142,000 | \$135,450 | \$153,750 | \$185,000 | \$191,000 | + 3.2%              | + 34.5%             |
| Fridley              | \$138,900 | \$136,545 | \$120,000 | \$127,000 | \$153,500 | + 20.9%             | + 10.5%             |
| Gem Lake             | \$302,500 | \$225,450 | \$240,000 | \$352,261 | \$169,450 | - 51.9%             | - 44.0%             |
| Golden Valley        | \$220,000 | \$235,500 | \$199,000 | \$218,500 | \$246,000 | + 12.6%             | + 11.8%             |
| Grant                | \$432,500 | \$395,000 | \$422,500 | \$367,500 | \$415,500 | + 13.1%             | - 3.9%              |
| Greenfield           | \$153,250 | \$237,750 | \$373,000 | \$350,000 | \$354,000 | + 1.1%              | + 131.0%            |
| Greenwood            | \$796,750 | \$659,900 | \$755,000 | \$675,000 | \$921,500 | + 36.5%             | + 15.7%             |
| Ham Lake             | \$235,500 | \$227,500 | \$211,500 | \$230,000 | \$271,600 | + 18.1%             | + 15.3%             |
| Hamburg              | \$124,900 | \$102,450 | \$75,200  | \$111,500 | \$95,500  | - 14.3%             | - 23.5%             |
| Hammond              | \$127,500 | \$116,500 | \$115,750 | \$121,450 | \$144,000 | + 18.6%             | + 12.9%             |
| Hampton              | \$173,875 | \$189,950 | \$172,000 | \$138,500 | \$217,250 | + 56.9%             | + 24.9%             |
| Hanover              | \$229,900 | \$208,875 | \$214,950 | \$211,000 | \$239,950 | + 13.7%             | + 4.4%              |
| Hastings             | \$150,000 | \$148,500 | \$128,500 | \$142,000 | \$169,900 | + 19.6%             | + 13.3%             |
| Hilltop              | \$120,000 | \$35,000  | \$0       | \$24,500  | \$34,500  | + 40.8%             | - 71.3%             |
| Hopkins              | \$160,000 | \$148,000 | \$125,000 | \$159,950 | \$180,500 | + 12.8%             | + 12.8%             |
| Hudson               | \$195,000 | \$194,848 | \$184,500 | \$195,000 | \$228,500 | + 17.2%             | + 17.2%             |
| Hugo                 | \$154,900 | \$158,338 | \$137,000 | \$164,199 | \$195,000 | + 18.8%             | + 25.9%             |
| Hutchinson           | \$124,950 | \$127,950 | \$115,000 | \$111,500 | \$125,000 | + 12.1%             | + 0.0%              |
| Independence         | \$306,500 | \$433,500 | \$247,950 | \$387,250 | \$405,000 | + 4.6%              | + 32.1%             |
| Inver Grove Heights  | \$165,751 | \$165,500 | \$155,000 | \$160,000 | \$194,950 | + 21.8%             | + 17.6%             |
| Isanti               | \$120,950 | \$114,114 | \$91,500  | \$117,000 | \$125,000 | + 6.8%              | + 3.3%              |
| Jordan               | \$204,000 | \$174,150 | \$178,000 | \$177,000 | \$214,500 | + 21.2%             | + 5.1%              |
| Lake Elmo            | \$405,250 | \$369,500 | \$374,800 | \$367,500 | \$374,900 | + 2.0%              | - 7.5%              |
| Lake Minnetonka Area | \$337,900 | \$341,250 | \$329,860 | \$339,000 | \$370,000 | + 9.1%              | + 9.5%              |
| Lake St. Croix Beach | \$158,000 | \$154,850 | \$85,250  | \$180,000 | \$139,000 | - 22.8%             | - 12.0%             |
| Lakeland             | \$169,000 | \$211,000 | \$221,000 | \$195,500 | \$204,990 | + 4.9%              | + 21.3%             |
| Lakeland Shores      | \$270,000 | \$738,100 | \$178,139 | \$270,000 | \$265,000 | - 1.9%              | - 1.9%              |
| Lakeville            | \$224,188 | \$225,000 | \$205,000 | \$226,000 | \$258,000 | + 14.2%             | + 15.1%             |
| Lauderdale           | \$189,950 | \$173,900 | \$128,150 | \$168,000 | \$175,000 | + 4.2%              | - 7.9%              |
| Lexington            | \$138,250 | \$130,000 | \$108,563 | \$136,950 | \$149,900 | + 9.5%              | + 8.4%              |
| Lilydale             | \$180,000 | \$201,500 | \$177,500 | \$190,000 | \$200,250 | + 5.4%              | + 11.3%             |

# Median Prices – Around the Metro



|                            | 2009        | 2010      | 2011        | 2012      | 2013      | Change<br>From 2012 | Change<br>From 2009 |
|----------------------------|-------------|-----------|-------------|-----------|-----------|---------------------|---------------------|
| Lindstrom                  | \$180,000   | \$150,000 | \$143,900   | \$140,000 | \$160,025 | + 14.3%             | - 11.1%             |
| Lino Lakes                 | \$218,950   | \$211,250 | \$174,200   | \$208,375 | \$229,900 | + 10.3%             | + 5.0%              |
| Little Canada              | \$175,250   | \$106,500 | \$140,000   | \$175,000 | \$184,250 | + 5.3%              | + 5.1%              |
| Long Lake                  | \$197,450   | \$198,500 | \$186,500   | \$227,500 | \$231,500 | + 1.8%              | + 17.2%             |
| Lonsdale                   | \$160,750   | \$150,000 | \$135,000   | \$144,900 | \$171,000 | + 18.0%             | + 6.4%              |
| Loretto                    | \$190,800   | \$215,572 | \$217,875   | \$130,000 | \$199,900 | + 53.8%             | + 4.8%              |
| Mahtomedi                  | \$199,000   | \$249,995 | \$257,500   | \$249,900 | \$245,000 | - 2.0%              | + 23.1%             |
| Maple Grove                | \$222,000   | \$258,000 | \$214,000   | \$219,453 | \$232,750 | + 6.1%              | + 4.8%              |
| Maple Lake                 | \$100,000   | \$100,000 | \$112,840   | \$134,950 | \$145,000 | + 7.4%              | + 45.0%             |
| Maple Plain                | \$161,250   | \$166,700 | \$153,500   | \$187,450 | \$178,750 | - 4.6%              | + 10.9%             |
| Maplewood                  | \$162,000   | \$156,000 | \$139,400   | \$145,000 | \$165,000 | + 13.8%             | + 1.9%              |
| Marine on St. Croix        | \$283,500   | \$272,500 | \$242,000   | \$274,450 | \$320,000 | + 16.6%             | + 12.9%             |
| Mayer                      | \$169,900   | \$174,950 | \$169,900   | \$164,405 | \$189,900 | + 15.5%             | + 11.8%             |
| Medicine Lake              | \$0         | \$600,000 | \$315,000   | \$650,000 | \$542,000 | - 16.6%             | --                  |
| Medina                     | \$580,000   | \$615,000 | \$525,000   | \$460,000 | \$527,500 | + 14.7%             | - 9.1%              |
| Mendota                    | \$0         | \$493,500 | \$80,000    | \$154,500 | \$287,000 | + 85.8%             | --                  |
| Mendota Heights            | \$289,450   | \$305,000 | \$286,500   | \$272,000 | \$282,500 | + 3.9%              | - 2.4%              |
| Miesville                  | \$0         | \$165,350 | \$0         | \$140,000 | \$231,671 | + 65.5%             | --                  |
| Minneapolis - (Citywide)   | \$145,000   | \$160,000 | \$140,000   | \$165,000 | \$189,075 | + 14.6%             | + 30.4%             |
| Minneapolis - Calhoun-Isle | \$272,750   | \$315,000 | \$267,021   | \$300,000 | \$327,780 | + 9.3%              | + 20.2%             |
| Minneapolis - Camden       | \$49,000    | \$66,002  | \$45,000    | \$59,500  | \$77,000  | + 29.4%             | + 57.1%             |
| Minneapolis - Central      | \$237,500   | \$225,000 | \$214,250   | \$220,000 | \$247,500 | + 12.5%             | + 4.2%              |
| Minneapolis - Longfellow   | \$172,000   | \$170,500 | \$147,500   | \$169,000 | \$185,200 | + 9.6%              | + 7.7%              |
| Minneapolis - Near North   | \$36,950    | \$55,000  | \$43,000    | \$60,000  | \$81,000  | + 35.0%             | + 119.2%            |
| Minneapolis - Nokomis      | \$189,892   | \$195,200 | \$162,700   | \$176,500 | \$199,900 | + 13.3%             | + 5.3%              |
| Minneapolis - Northeast    | \$150,000   | \$151,500 | \$125,000   | \$140,000 | \$169,900 | + 21.4%             | + 13.3%             |
| Minneapolis - Phillips     | \$78,000    | \$110,000 | \$72,500    | \$88,000  | \$90,225  | + 2.5%              | + 15.7%             |
| Minneapolis - Powderhorn   | \$123,950   | \$135,000 | \$110,000   | \$116,400 | \$157,500 | + 35.3%             | + 27.1%             |
| Minneapolis - Southwest    | \$260,000   | \$276,000 | \$264,450   | \$277,000 | \$306,000 | + 10.5%             | + 17.7%             |
| Minneapolis - University   | \$215,000   | \$207,950 | \$205,250   | \$209,950 | \$221,500 | + 5.5%              | + 3.0%              |
| Minnetonka                 | \$245,000   | \$265,713 | \$233,000   | \$255,000 | \$278,950 | + 9.4%              | + 13.9%             |
| Minnetonka Beach           | \$2,700,000 | \$825,000 | \$1,130,000 | \$675,000 | \$892,500 | + 32.2%             | - 66.9%             |
| Minnetrista                | \$346,639   | \$325,086 | \$349,950   | \$385,000 | \$435,000 | + 13.0%             | + 25.5%             |
| Monticello                 | \$133,000   | \$135,000 | \$124,000   | \$137,095 | \$155,990 | + 13.8%             | + 17.3%             |
| Montrose                   | \$133,943   | \$131,371 | \$114,950   | \$130,357 | \$149,000 | + 14.3%             | + 11.2%             |
| Mora                       | \$87,700    | \$79,900  | \$84,400    | \$86,500  | \$98,000  | + 13.3%             | + 11.7%             |
| Mound                      | \$181,000   | \$188,000 | \$150,000   | \$169,000 | \$192,750 | + 14.1%             | + 6.5%              |
| Mounds View                | \$153,000   | \$166,700 | \$134,950   | \$139,500 | \$163,000 | + 16.8%             | + 6.5%              |
| New Brighton               | \$187,000   | \$178,000 | \$157,500   | \$165,000 | \$171,000 | + 3.6%              | - 8.6%              |
| New Germany                | \$109,000   | \$105,000 | \$110,000   | \$100,000 | \$142,450 | + 42.5%             | + 30.7%             |
| New Hope                   | \$158,250   | \$148,000 | \$126,125   | \$155,000 | \$173,000 | + 11.6%             | + 9.3%              |
| New Prague                 | \$170,000   | \$161,250 | \$143,000   | \$174,000 | \$195,000 | + 12.1%             | + 14.7%             |
| New Richmond               | \$139,950   | \$135,400 | \$110,000   | \$124,900 | \$137,850 | + 10.4%             | - 1.5%              |
| New Trier                  | \$0         | \$149,900 | \$0         | \$75,000  | \$63,700  | - 15.1%             | --                  |

# 2013 Annual Report on the Twin Cities Housing Market

## Median Prices – Around the Metro



|                                      | 2009      | 2010      | 2011        | 2012      | 2013      | Change<br>From 2012 | Change<br>From 2009 |
|--------------------------------------|-----------|-----------|-------------|-----------|-----------|---------------------|---------------------|
| Newport                              | \$127,400 | \$123,500 | \$72,175    | \$98,500  | \$141,000 | + 43.1%             | + 10.7%             |
| North Branch                         | \$144,350 | \$136,000 | \$115,000   | \$123,650 | \$150,000 | + 21.3%             | + 3.9%              |
| North Oaks                           | \$475,000 | \$584,000 | \$480,000   | \$510,000 | \$625,000 | + 22.5%             | + 31.6%             |
| North Saint Paul                     | \$160,000 | \$145,000 | \$120,000   | \$139,950 | \$151,000 | + 7.9%              | - 5.6%              |
| Northfield                           | \$165,000 | \$159,900 | \$144,550   | \$157,250 | \$182,500 | + 16.1%             | + 10.6%             |
| Norwood Young America                | \$134,500 | \$155,450 | \$119,900   | \$128,912 | \$146,000 | + 13.3%             | + 8.6%              |
| Nowthen                              | \$230,000 | \$216,000 | \$180,000   | \$209,500 | \$234,500 | + 11.9%             | + 2.0%              |
| Oak Grove                            | \$207,000 | \$200,450 | \$175,000   | \$200,825 | \$229,000 | + 14.0%             | + 10.6%             |
| Oak Park Heights                     | \$127,000 | \$136,100 | \$130,000   | \$134,799 | \$176,200 | + 30.7%             | + 38.7%             |
| Oakdale                              | \$159,900 | \$164,600 | \$133,000   | \$134,950 | \$164,000 | + 21.5%             | + 2.6%              |
| Orono                                | \$595,000 | \$565,000 | \$532,500   | \$377,223 | \$501,000 | + 32.8%             | - 15.8%             |
| Osseo                                | \$146,250 | \$136,000 | \$115,000   | \$153,950 | \$141,950 | - 7.8%              | - 2.9%              |
| Otsego                               | \$159,900 | \$160,610 | \$159,900   | \$163,450 | \$194,150 | + 18.8%             | + 21.4%             |
| Pine City                            | \$122,500 | \$100,000 | \$81,500    | \$105,260 | \$111,275 | + 5.7%              | - 9.2%              |
| Pine Springs                         | \$485,000 | \$390,000 | \$300,000   | \$271,500 | \$320,000 | + 17.9%             | - 34.0%             |
| Plymouth                             | \$253,500 | \$249,000 | \$245,000   | \$275,500 | \$301,500 | + 9.4%              | + 18.9%             |
| Princeton                            | \$103,160 | \$113,900 | \$111,000   | \$105,000 | \$140,000 | + 33.3%             | + 35.7%             |
| Prior Lake                           | \$234,500 | \$223,900 | \$211,000   | \$227,500 | \$270,100 | + 18.7%             | + 15.2%             |
| Ramsey                               | \$152,250 | \$156,830 | \$137,000   | \$153,000 | \$182,900 | + 19.5%             | + 20.1%             |
| Randolph                             | \$169,400 | \$198,900 | \$168,937   | \$139,950 | \$195,900 | + 40.0%             | + 15.6%             |
| Red Wing                             | \$139,900 | \$125,000 | \$119,850   | \$127,500 | \$126,900 | - 0.5%              | - 9.3%              |
| Richfield                            | \$165,000 | \$160,000 | \$140,250   | \$155,000 | \$174,900 | + 12.8%             | + 6.0%              |
| River Falls                          | \$165,000 | \$172,500 | \$143,600   | \$151,000 | \$168,500 | + 11.6%             | + 2.1%              |
| Robbinsdale                          | \$145,000 | \$131,500 | \$104,750   | \$123,500 | \$140,000 | + 13.4%             | - 3.4%              |
| Rockford                             | \$192,500 | \$169,800 | \$130,000   | \$154,000 | \$197,400 | + 28.2%             | + 2.5%              |
| Rogers                               | \$226,825 | \$212,000 | \$210,000   | \$236,000 | \$265,000 | + 12.3%             | + 16.8%             |
| Rosemount                            | \$193,500 | \$201,500 | \$170,000   | \$180,000 | \$215,000 | + 19.4%             | + 11.1%             |
| Roseville                            | \$198,000 | \$190,000 | \$158,500   | \$187,450 | \$197,535 | + 5.4%              | - 0.2%              |
| Rush City                            | \$87,000  | \$95,000  | \$113,000   | \$92,000  | \$122,750 | + 33.4%             | + 41.1%             |
| Saint Anthony                        | \$210,000 | \$181,000 | \$178,200   | \$154,950 | \$179,950 | + 16.1%             | - 14.3%             |
| Saint Bonifacius                     | \$170,000 | \$178,850 | \$145,000   | \$189,500 | \$185,500 | - 2.1%              | + 9.1%              |
| Saint Cloud MSA                      | \$135,200 | \$135,000 | \$127,000   | \$135,000 | \$144,500 | + 7.0%              | + 6.9%              |
| Saint Francis                        | \$133,000 | \$135,000 | \$122,100   | \$130,000 | \$149,450 | + 15.0%             | + 12.4%             |
| Saint Louis Park                     | \$212,500 | \$213,250 | \$185,000   | \$198,450 | \$219,000 | + 10.4%             | + 3.1%              |
| Saint Mary's Point                   | \$235,000 | \$134,500 | \$1,100,000 | \$170,500 | \$258,800 | + 51.8%             | + 10.1%             |
| Saint Michael                        | \$179,950 | \$165,000 | \$165,000   | \$183,363 | \$199,450 | + 8.8%              | + 10.8%             |
| Saint Paul                           | \$117,500 | \$121,250 | \$100,000   | \$120,000 | \$144,000 | + 20.0%             | + 22.6%             |
| Saint Paul - Battle Creek / Highwood | \$116,000 | \$121,500 | \$89,700    | \$111,950 | \$135,050 | + 20.6%             | + 16.4%             |
| Saint Paul - Como Park               | \$199,900 | \$190,400 | \$145,000   | \$170,000 | \$190,000 | + 11.8%             | - 5.0%              |
| Saint Paul - Dayton's Bluff          | \$60,000  | \$74,950  | \$50,000    | \$59,450  | \$92,900  | + 56.3%             | + 54.8%             |
| Saint Paul - Downtown                | \$140,000 | \$152,500 | \$128,250   | \$136,500 | \$157,975 | + 15.7%             | + 12.8%             |
| Saint Paul - Greater East Side       | \$103,000 | \$102,000 | \$85,000    | \$88,900  | \$115,750 | + 30.2%             | + 12.4%             |
| Saint Paul - Hamline-Midway          | \$149,450 | \$142,000 | \$104,500   | \$126,350 | \$149,125 | + 18.0%             | - 0.2%              |
| Saint Paul - Highland Park           | \$225,000 | \$232,250 | \$235,000   | \$229,900 | \$249,500 | + 8.5%              | + 10.9%             |

# 2013 Annual Report on the Twin Cities Housing Market

## Median Prices – Around the Metro



|                                     | 2009      | 2010      | 2011        | 2012      | 2013      | Change<br>From 2012 | Change<br>From 2009 |
|-------------------------------------|-----------|-----------|-------------|-----------|-----------|---------------------|---------------------|
| Saint Paul - Lexington-Hamline      | \$214,900 | \$217,000 | \$210,000   | \$240,000 | \$229,900 | - 4.2%              | + 7.0%              |
| Saint Paul - Macalester-Groveland   | \$240,000 | \$250,000 | \$228,750   | \$235,000 | \$264,250 | + 12.4%             | + 10.1%             |
| Saint Paul - North End / South Como | \$75,000  | \$76,250  | \$57,313    | \$74,050  | \$99,900  | + 34.9%             | + 33.2%             |
| Saint Paul - Payne-Phalen           | \$70,000  | \$82,000  | \$65,000    | \$80,500  | \$101,000 | + 25.5%             | + 44.3%             |
| Saint Paul - St. Anthony Park       | \$258,000 | \$216,750 | \$180,000   | \$190,000 | \$259,500 | + 36.6%             | + 0.6%              |
| Saint Paul - Summit Hill            | \$315,000 | \$377,500 | \$325,000   | \$288,000 | \$341,450 | + 18.6%             | + 8.4%              |
| Saint Paul - Summit-University      | \$125,000 | \$157,325 | \$130,000   | \$148,750 | \$170,000 | + 14.3%             | + 36.0%             |
| Saint Paul - Thomas-Dale            | \$49,500  | \$65,450  | \$45,000    | \$55,000  | \$80,950  | + 47.2%             | + 63.5%             |
| Saint Paul - West Seventh           | \$148,450 | \$142,900 | \$103,626   | \$121,000 | \$145,000 | + 19.8%             | - 2.3%              |
| Saint Paul - West Side              | \$91,000  | \$113,000 | \$82,000    | \$90,000  | \$122,000 | + 35.6%             | + 34.1%             |
| Saint Paul Park                     | \$129,900 | \$134,600 | \$117,000   | \$127,750 | \$145,200 | + 13.7%             | + 11.8%             |
| Savage                              | \$210,000 | \$200,000 | \$186,500   | \$208,000 | \$235,000 | + 13.0%             | + 11.9%             |
| Scandia                             | \$255,000 | \$235,000 | \$240,000   | \$247,870 | \$290,000 | + 17.0%             | + 13.7%             |
| Shakopee                            | \$175,000 | \$180,000 | \$154,900   | \$167,000 | \$193,000 | + 15.6%             | + 10.3%             |
| Shoreview                           | \$204,950 | \$205,000 | \$180,000   | \$191,000 | \$222,500 | + 16.5%             | + 8.6%              |
| Shorewood                           | \$356,200 | \$359,288 | \$349,950   | \$414,900 | \$425,000 | + 2.4%              | + 19.3%             |
| Somerset                            | \$136,400 | \$130,950 | \$127,000   | \$119,900 | \$144,500 | + 20.5%             | + 5.9%              |
| South Haven                         | \$160,000 | \$215,500 | \$187,500   | \$153,500 | \$184,950 | + 20.5%             | + 15.6%             |
| South Saint Paul                    | \$130,250 | \$131,500 | \$114,995   | \$112,000 | \$139,900 | + 24.9%             | + 7.4%              |
| Spring Lake Park                    | \$136,500 | \$131,000 | \$92,250    | \$118,000 | \$141,000 | + 19.5%             | + 3.3%              |
| Spring Park                         | \$270,000 | \$266,500 | \$199,900   | \$352,500 | \$272,500 | - 22.7%             | + 0.9%              |
| Stacy                               | \$153,450 | \$138,500 | \$139,000   | \$108,750 | \$181,750 | + 67.1%             | + 18.4%             |
| Stillwater                          | \$208,500 | \$230,000 | \$208,000   | \$216,000 | \$234,000 | + 8.3%              | + 12.2%             |
| Sunfish Lake                        | \$830,000 | \$300,000 | \$550,320   | \$685,000 | \$819,000 | + 19.6%             | - 1.3%              |
| Tonka Bay                           | \$525,000 | \$495,000 | \$550,000   | \$797,500 | \$477,500 | - 40.1%             | - 9.0%              |
| Vadnais Heights                     | \$153,500 | \$165,000 | \$165,000   | \$149,900 | \$167,250 | + 11.6%             | + 9.0%              |
| Vermillion                          | \$169,900 | \$145,013 | \$153,500   | \$187,500 | \$157,500 | - 16.0%             | - 7.3%              |
| Victoria                            | \$330,375 | \$374,695 | \$351,250   | \$344,123 | \$371,500 | + 8.0%              | + 12.4%             |
| Waconia                             | \$199,700 | \$213,500 | \$187,500   | \$204,250 | \$228,500 | + 11.9%             | + 14.4%             |
| Watertown                           | \$175,263 | \$159,500 | \$118,000   | \$153,000 | \$175,000 | + 14.4%             | - 0.2%              |
| Wayzata                             | \$500,000 | \$439,000 | \$426,000   | \$427,500 | \$348,000 | - 18.6%             | - 30.4%             |
| West Saint Paul                     | \$126,500 | \$136,500 | \$120,000   | \$125,700 | \$142,750 | + 13.6%             | + 12.8%             |
| White Bear Lake                     | \$167,000 | \$175,000 | \$148,500   | \$161,950 | \$178,500 | + 10.2%             | + 6.9%              |
| Willernie                           | \$70,000  | \$117,699 | \$77,000    | \$141,500 | \$128,900 | - 8.9%              | + 84.1%             |
| Woodbury                            | \$239,000 | \$243,750 | \$219,700   | \$240,000 | \$267,000 | + 11.3%             | + 11.7%             |
| Woodland                            | \$847,500 | \$561,000 | \$1,065,000 | \$700,000 | \$370,000 | - 47.1%             | - 56.3%             |
| Wyoming                             | \$165,000 | \$156,700 | \$150,000   | \$163,750 | \$190,000 | + 16.0%             | + 15.2%             |
| Zimmerman                           | \$135,000 | \$143,700 | \$118,000   | \$130,000 | \$151,250 | + 16.3%             | + 12.0%             |
| Zumbrota                            | \$154,000 | \$129,700 | \$132,950   | \$149,900 | \$155,000 | + 3.4%              | + 0.6%              |

# Median Prices – Counties



|                   | 2009      | 2010      | 2011      | 2012      | 2013      | Change<br>From 2012 | Change<br>From 2009 |
|-------------------|-----------|-----------|-----------|-----------|-----------|---------------------|---------------------|
| Anoka County      | \$155,000 | \$155,000 | \$136,900 | \$152,000 | \$174,900 | + 15.1%             | + 12.8%             |
| Carver County     | \$218,000 | \$230,000 | \$215,784 | \$230,000 | \$251,820 | + 9.5%              | + 15.5%             |
| Chisago County    | \$155,000 | \$145,250 | \$136,000 | \$139,000 | \$165,000 | + 18.7%             | + 6.5%              |
| Dakota County     | \$174,250 | \$175,000 | \$156,000 | \$170,359 | \$200,000 | + 17.4%             | + 14.8%             |
| Goodhue County    | \$144,950 | \$134,500 | \$127,000 | \$134,900 | \$149,000 | + 10.5%             | + 2.8%              |
| Hennepin County   | \$174,025 | \$184,000 | \$162,500 | \$182,500 | \$209,900 | + 15.0%             | + 20.6%             |
| Isanti County     | \$119,000 | \$109,900 | \$94,950  | \$117,900 | \$128,100 | + 8.7%              | + 7.6%              |
| Kanabec County    | \$84,950  | \$85,000  | \$76,250  | \$79,500  | \$100,000 | + 25.8%             | + 17.7%             |
| Mille Lacs County | \$92,000  | \$89,000  | \$85,000  | \$92,010  | \$110,000 | + 19.6%             | + 19.6%             |
| Ramsey County     | \$144,000 | \$145,000 | \$125,500 | \$142,000 | \$163,000 | + 14.8%             | + 13.2%             |
| Rice County       | \$145,000 | \$140,000 | \$125,000 | \$134,000 | \$155,250 | + 15.9%             | + 7.1%              |
| Scott County      | \$200,000 | \$190,000 | \$180,000 | \$197,001 | \$226,550 | + 15.0%             | + 13.3%             |
| Sherburne County  | \$144,000 | \$149,900 | \$129,900 | \$143,400 | \$162,300 | + 13.2%             | + 12.7%             |
| St. Croix County  | \$161,450 | \$160,000 | \$144,650 | \$149,000 | \$177,250 | + 19.0%             | + 9.8%              |
| Washington County | \$189,000 | \$195,000 | \$179,000 | \$200,000 | \$220,000 | + 10.0%             | + 16.4%             |
| Wright County     | \$153,450 | \$152,390 | \$139,000 | \$151,900 | \$176,000 | + 15.9%             | + 14.7%             |



# Median Prices – Western WI School Districts



|  | 2009      | 2010      | 2011      | 2012      | 2013      | Change From 2012 | Change From 2009 |
|--|-----------|-----------|-----------|-----------|-----------|------------------|------------------|
| Amery, WI – School District 119              | \$110,000 | \$105,000 | \$95,000  | \$109,900 | \$105,000 | - 4.5%           | - 4.5%           |
| Baldwin-Woodville, WI – School District 231  | \$120,000 | \$122,000 | \$105,000 | \$107,000 | \$126,100 | + 17.9%          | + 5.1%           |
| Clayton, WI – School District 1120           | \$79,000  | \$114,000 | \$93,000  | \$100,000 | \$122,500 | + 22.5%          | + 55.1%          |
| Clear Lake, WI – School District 1127        | \$102,500 | \$112,450 | \$99,700  | \$66,388  | \$87,400  | + 31.7%          | - 14.7%          |
| Cumberland, WI – School District 1260        | \$153,000 | \$145,000 | \$120,000 | \$150,000 | \$121,500 | - 19.0%          | - 20.6%          |
| Ellsworth, WI – School District 1659         | \$133,500 | \$123,400 | \$111,501 | \$110,500 | \$135,000 | + 22.2%          | + 1.1%           |
| Elmwood, WI – School District 1666           | \$72,200  | \$127,418 | \$65,750  | \$68,000  | \$85,000  | + 25.0%          | + 17.7%          |
| Frederic, WI – School District 1939          | \$91,750  | \$80,375  | \$69,500  | \$71,500  | \$84,000  | + 17.5%          | - 8.4%           |
| Glenwood City, WI – School District 2198     | \$96,750  | \$110,000 | \$105,000 | \$83,200  | \$101,500 | + 22.0%          | + 4.9%           |
| Grantsburg, WI – School District 2233        | \$78,900  | \$115,000 | \$77,000  | \$75,000  | \$92,700  | + 23.6%          | + 17.5%          |
| Hudson, WI – School District 2611            | \$204,400 | \$214,250 | \$185,000 | \$203,250 | \$225,000 | + 10.7%          | + 10.1%          |
| Luck, WI – School District 3213              | \$94,500  | \$109,805 | \$90,000  | \$100,550 | \$91,700  | - 8.8%           | - 3.0%           |
| New Richmond, WI – School District 3962      | \$140,000 | \$140,750 | \$118,500 | \$125,000 | \$144,500 | + 15.6%          | + 3.2%           |
| Osceola, WI – School District 4165           | \$138,000 | \$131,000 | \$131,000 | \$140,250 | \$138,200 | - 1.5%           | + 0.1%           |
| Pepin, WI – School District 4270             | \$80,950  | \$174,000 | \$92,000  | \$88,500  | \$89,500  | + 1.1%           | + 10.6%          |
| Plum City, WI – School District 4459         | \$80,238  | \$115,000 | \$164,250 | \$101,000 | \$98,500  | - 2.5%           | + 22.8%          |
| Prescott, WI – School District 4578          | \$162,175 | \$179,900 | \$162,000 | \$180,000 | \$189,000 | + 5.0%           | + 16.5%          |
| River Falls, WI – School District 4893       | \$171,425 | \$180,000 | \$155,000 | \$168,000 | \$177,000 | + 5.4%           | + 3.3%           |
| Somerset, WI – School District 5432          | \$150,000 | \$149,450 | \$137,000 | \$134,000 | \$168,500 | + 25.7%          | + 12.3%          |
| Spring Valley, WI – School District 5586     | \$93,765  | \$119,750 | \$132,500 | \$102,500 | \$137,700 | + 34.3%          | + 46.9%          |
| St. Croix Central, WI – School District 2422 | \$158,000 | \$139,900 | \$148,500 | \$125,450 | \$170,000 | + 35.5%          | + 7.6%           |
| St. Croix Falls, WI – School District 5019   | \$112,000 | \$97,250  | \$100,000 | \$92,000  | \$121,750 | + 32.3%          | + 8.7%           |
| Turtle Lake, WI – School District 5810       | \$103,000 | \$135,000 | \$121,952 | \$133,500 | \$145,000 | + 8.6%           | + 40.8%          |
| Unity, WI – School District 238              | \$118,450 | \$121,750 | \$133,250 | \$122,000 | \$125,000 | + 2.5%           | + 5.5%           |