

City: *Apple Valley*

Kenden Post

From Dreams to Reality

952-997-1960

www.OurFirstMinnesotaHome.com

KLPost@CBBurnet.com



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

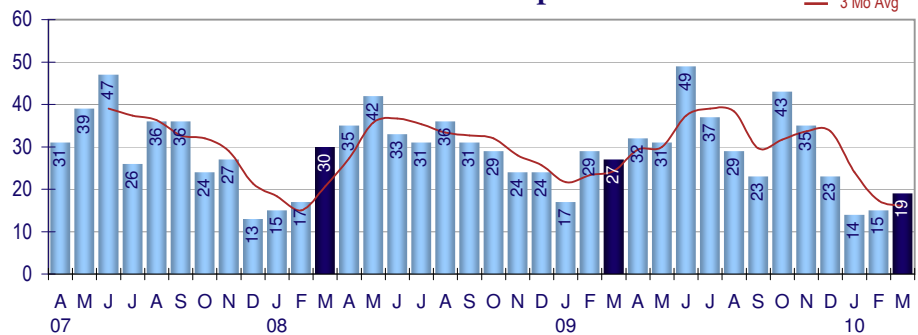
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$254,900	2%		-6%				
Average List Price of all Current Listings	\$298,493	5%		-10%				
March Median Sales Price	\$230,500	11%	1%	1%	3%	\$226,950	11%	1%
March Average Sales Price	\$239,292	18%	-7%	-4%	-5%	\$243,585	6%	-3%
Total Properties Currently for Sale (Inventory)	189	21%		7%				
March Number of Properties Sold	19	27%		-30%		48	-34%	
March Average Days on Market (Solds)	82	46%	17%	11%	15%	75	7%	6%
Asking Price per Square Foot (based on New Listings)	\$117	3%	2%	4%	3%	\$116	5%	2%
March Sold Price per Square Foot	\$103	4%	-1%	6%	-2%	\$102	4%	-3%
March Month's Supply of Inventory	9.9	-4%	1%	52%	77%	9.8	31%	74%
March Sale Price vs List Price Ratio	95.7%	-6.9%	-2.1%	-7%	-9%	97.9%	1.0%	1.4%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2009) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

March Property sales were 19, down -29.6% from 27 in March of 2009 and 26.7% higher than the 15 sales last month. March 2010 sales were at their lowest level compared to March of 2009 and 2008. March YTD sales of 48 are running -34.2% behind last year's year-to-date sales of 73.

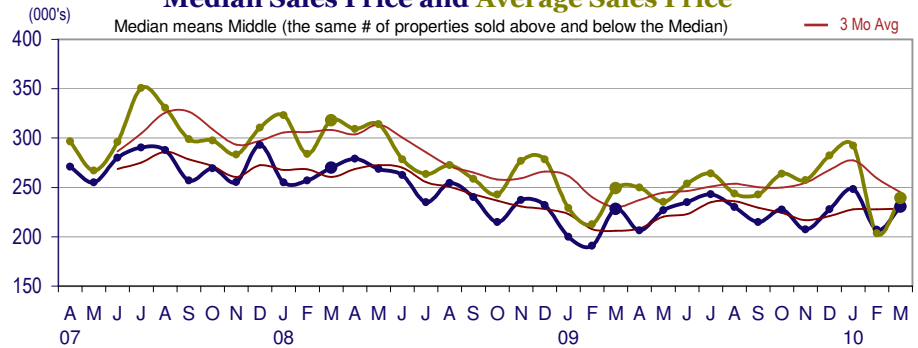
Number of Properties Sold



Prices

The Median Sales Price in March was \$230,500, up 1.1% from \$228,000 in March of 2009 and up 11.4% from \$207,000 last month. The Average Sales Price in March was \$239,292, down -4.0% from \$249,241 in March of 2009 and up 17.6% from \$203,400 last month. March 2010 ASP was at the lowest level compared to March of 2009 and 2008.

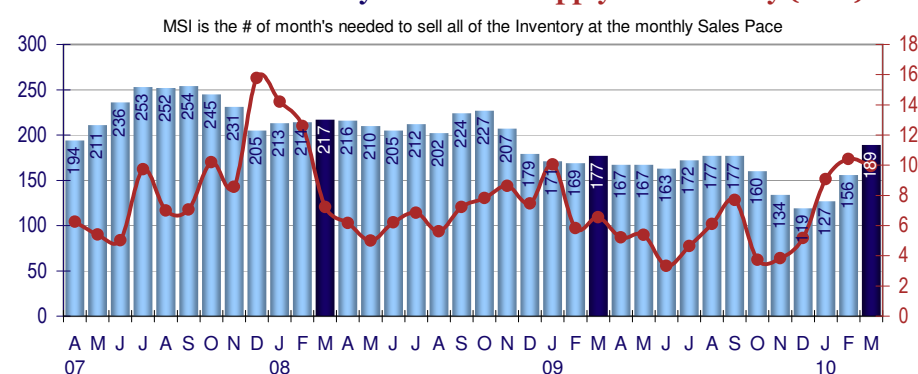
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 189, up 21.2% from 156 last month and up 6.8% from 177 in March of last year. March 2010 Inventory was at a mid level compared with March of 2009 and 2008.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 9.9 months was at its highest level compared with March of 2009 and 2008.

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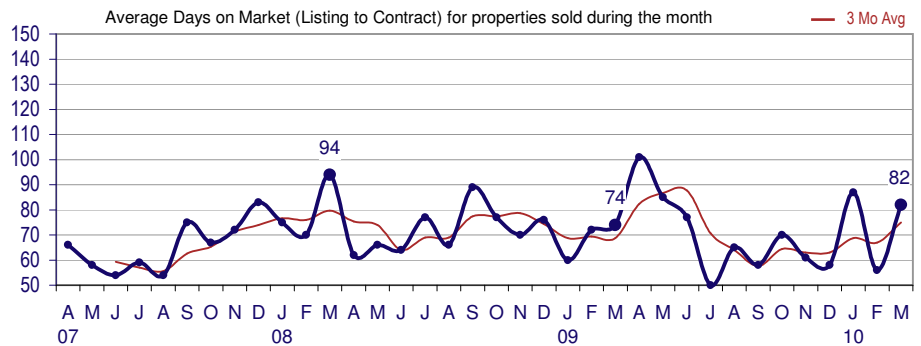


Price Range: All | Properties: Single Family

Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 82, up 46.4% from 56 days last month and up 10.8% from 74 days in March of last year. The March 2010 DOM was at a mid level compared with March of 2009 and 2008.

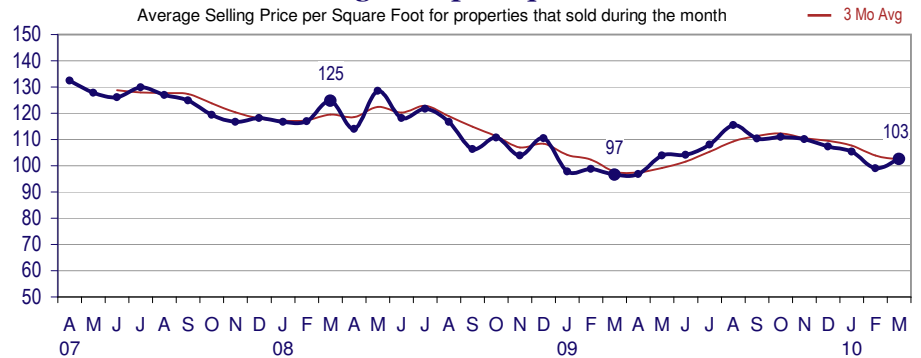
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2010 Selling Price per Square Foot of \$103 was up 3.6% from \$99 last month and up 6.1% from 97 in March of last year.

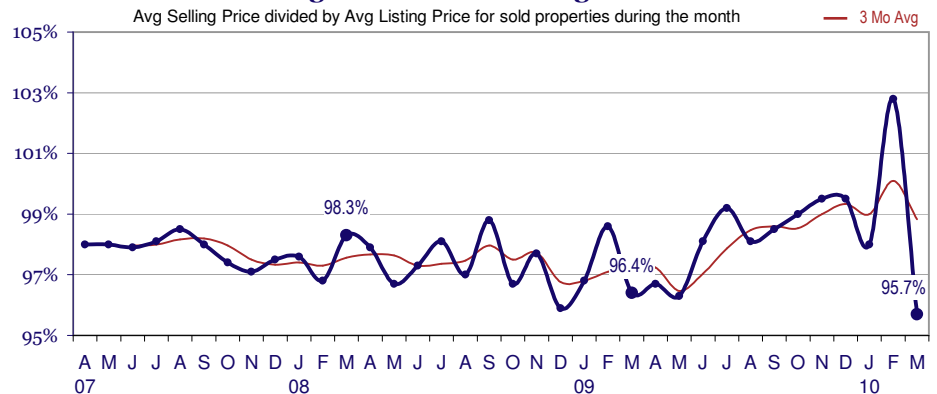
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2010 Selling Price vs Original List Price of 95.7% was down from 102.8% last month and down from 96.4% in March of last year.

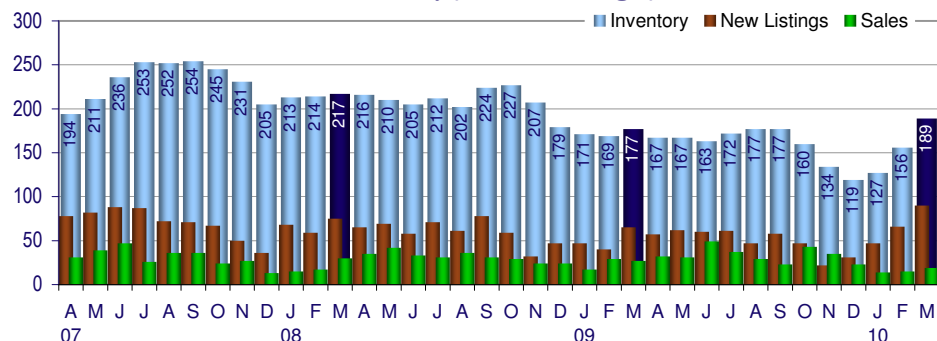
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2010 was 90, up 36.4% from 66 last month and up 38.5% from 65 in March of last year.

Inventory / New Listings / Sales



City: Apple Valley

Price Range: All | Property Types: Single Family

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Homes Sold	31	39	47	26	36	36	24	27	13	15	17	30	35	42	33	31	36	31	29	24	24	17	29	27	32	31	49	37	29	23	43	35	23	14	15	19
3 Mo. Roll Avg			39	37	36	33	32	29	21	18	15	21	27	36	37	35	33	33	32	28	26	22	23	24	29	30	37	39	38	30	32	34	34	24	17	16

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Median Sale Price	271	255	280	290	288	257	269	256	293	255	257	270	279	269	263	235	255	240	215	237	232	200	191	228	207	227	235	243	230	215	228	208	228	248	207	231
3 Mo. Roll Avg			269	275	286	278	271	261	273	268	268	261	269	273	270	255	251	243	237	231	228	223	208	206	208	221	223	235	236	229	224	217	221	228	228	229

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Inventory	194	211	236	253	252	254	245	231	205	213	214	217	216	210	205	212	202	224	227	207	179	171	169	177	167	167	163	172	177	177	160	134	119	127	156	189
MSI	6	5	5	10	7	7	10	9	16	14	13	7	6	5	6	7	6	7	8	9	7	10	6	7	5	5	3	5	6	8	4	4	5	9	10	10

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Days on Market	66	58	54	59	54	75	67	72	83	75	70	94	62	66	64	77	66	89	77	70	76	60	72	74	101	85	77	50	65	58	70	61	58	87	56	82
3 Mo. Roll Avg			59	57	56	63	65	71	74	77	76	80	75	74	64	69	69	77	77	79	74	69	69	69	82	87	88	71	64	58	64	63	63	69	67	75

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Price per Sq Ft	132	128	126	130	127	125	119	117	118	117	117	125	114	129	118	122	117	106	111	104	110	98	99	97	97	104	104	108	116	110	111	110	107	105	99	103
3 Mo. Roll Avg			129	128	128	127	124	120	118	117	117	119	119	122	120	123	119	115	111	107	108	104	102	98	97	99	102	105	109	111	112	110	109	108	104	102

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Sale to List Price	0.980	0.980	0.979	0.981	0.985	0.980	0.974	0.971	0.975	0.976	0.968	0.983	0.979	0.967	0.973	0.981	0.970	0.988	0.967	0.977	0.959	0.968	0.986	0.964	0.967	0.963	0.981	0.992	0.981	0.985	0.990	0.995	0.995	0.980	1.028	0.957
3 Mo. Roll Avg			0.980	0.980	0.982	0.982	0.980	0.975	0.973	0.974	0.973	0.976	0.977	0.976	0.973	0.974	0.975	0.980	0.975	0.977	0.968	0.968	0.971	0.973	0.972	0.965	0.970	0.979	0.985	0.986	0.985	0.990	0.993	0.990	1.001	0.988

	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
New Listings	78	82	88	87	72	71	67	50	36	68	59	75	65	69	58	71	61	78	59	32	47	47	40	65	57	62	60	61	47	58	47	22	31	47	66	90
Inventory	194	211	236	253	252	254	245	231	205	213	214	217	216	210	205	212	202	224	227	207	179	171	169	177	167	167	163	172	177	177	160	134	119	127	156	189
Sales	31	39	47	26	36	36	24	27	13	15	17	30	35	42	33	31	36	31	29	24	24	17	29	27	32	31	49	37	29	23	43	35	23	14	15	19

(000's)	A 07	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D	J 10	F	M
Avg Sale Price	297	267	296	351	331	299	297	283	311	323	284	318	309	314	278	264	273	259	243	277	279	229	212	249	250	235	254	264	244	243	264	257	282	292	203	239
3 Mo. Roll Avg			287	305	326	327	309	293	297	306	306	308	304	314	301	285	272	265	258	259	266	261	240	230	237	245	246	251	254	250	250	255	268	277	259	245

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