

City: *Lakeville*

**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

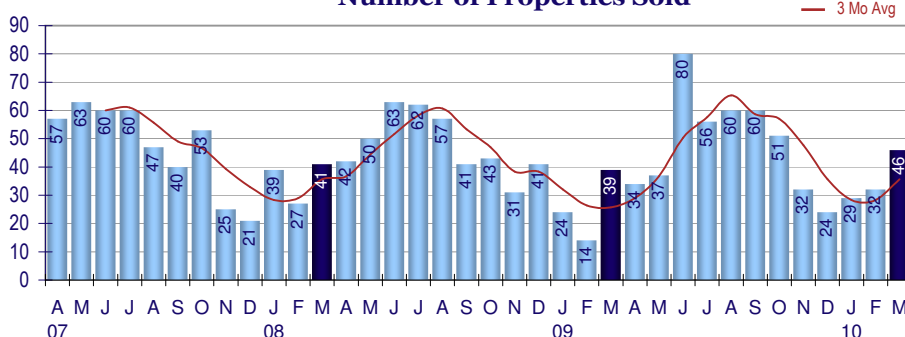
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$304,900	-2%		2%				
Average List Price of all Current Listings	\$347,995	-1%		-4%				
March Median Sales Price	\$260,900	-2%	-3%	14%	4%	\$271,000	19%	8%
March Average Sales Price	\$288,084	3%	-3%	13%	6%	\$290,933	13%	7%
Total Properties Currently for Sale (Inventory)	304	12%		-6%				
March Number of Properties Sold	46	44%		18%		107	39%	
March Average Days on Market (Solds)	82	-4%	-12%	11%	5%	89	20%	14%
Asking Price per Square Foot (based on New Listings)	\$118	-6%	-2%	-1%	-2%	\$121	0%	0%
March Sold Price per Square Foot	\$112	-2%	1%	6%	4%	\$111	7%	3%
March Month's Supply of Inventory	6.6	-22%	-15%	-20%	-25%	7.7	-48%	-12%
March Sale Price vs List Price Ratio	98.3%	.7%	1.3%	.6%	1.3%	97.6%	.6%	.6%

\* 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 46, up 17.9% from 39 in March of 2009 and 43.8% higher than the 32 sales last month. March 2010 sales were at their highest level compared to March of 2009 and 2008. March YTD sales of 107 are running 39.0% ahead of last year's year-to-date sales of 77.

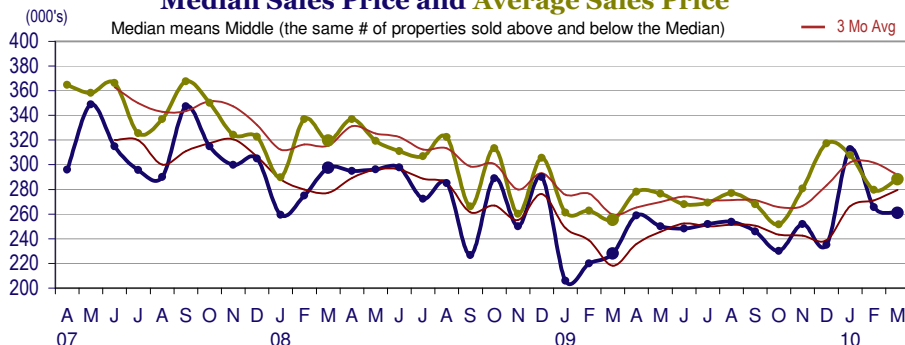
## Number of Properties Sold



## Prices

The Median Sales Price in March was \$260,900, up 14.4% from \$228,100 in March of 2009 and down -1.7% from \$265,500 last month. The Average Sales Price in March was \$288,084, up 12.9% from \$255,132 in March of 2009 and up 3.0% from \$279,610 last month. March 2010 ASP was at a mid range compared to March of 2009 and 2008.

## Median Sales Price and Average Sales Price

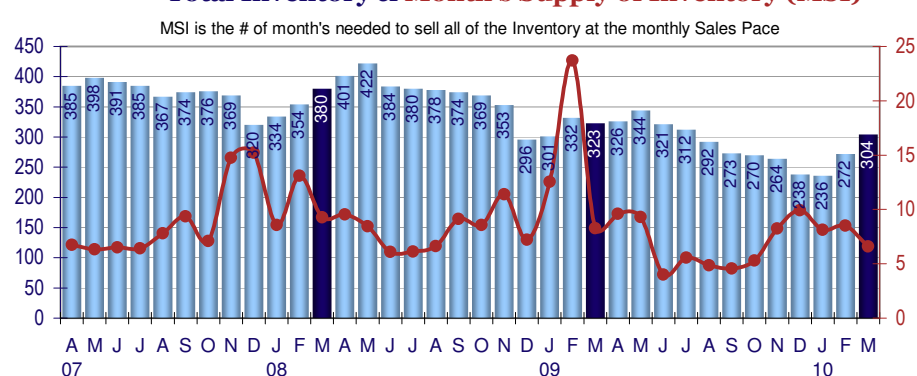


## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 304, up 11.8% from 272 last month and down -5.9% from 323 in March of last year. March 2010 Inventory was at its lowest level compared with March of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2010 MSI of 6.6 months was at its lowest level compared with March of 2009 and 2008.

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



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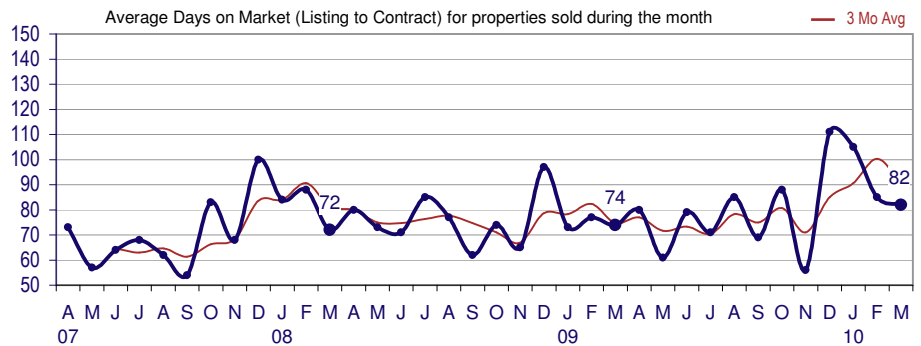


Price Range: All | Properties: Single Family

## 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, down -3.5% from 85 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.

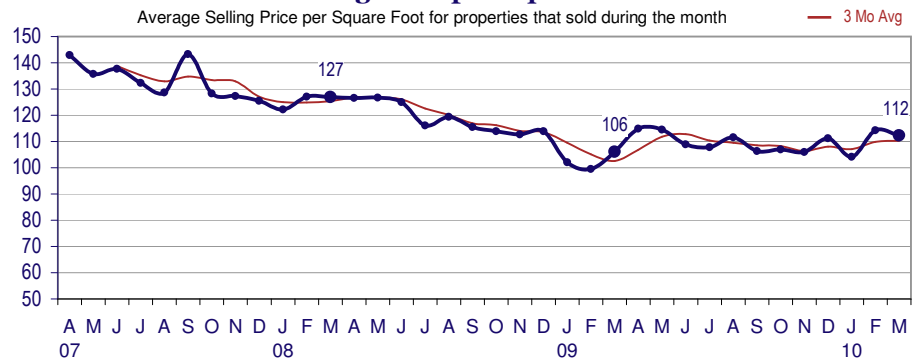
## Days On Market for Sold Properties



## 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 \$112 was down -1.6% from \$114 last month and up 5.9% from 106 in March of last year.

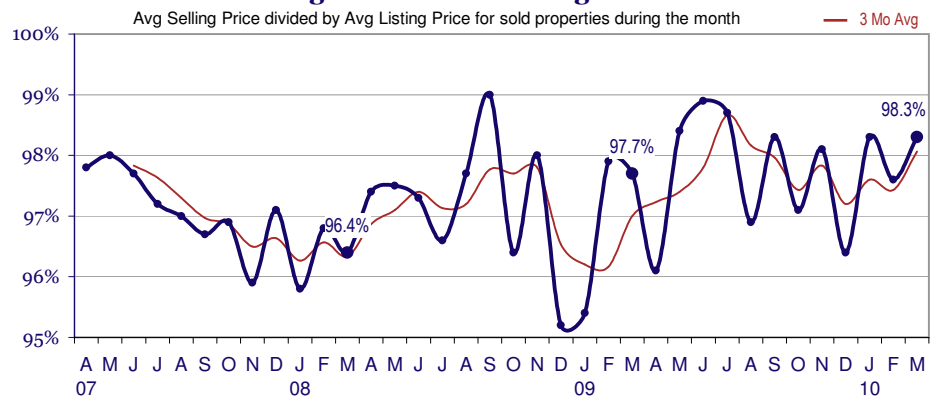
## Selling Price per Square Foot



## 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 98.3% was up from 97.6% last month and up from 97.7% in March of last year.

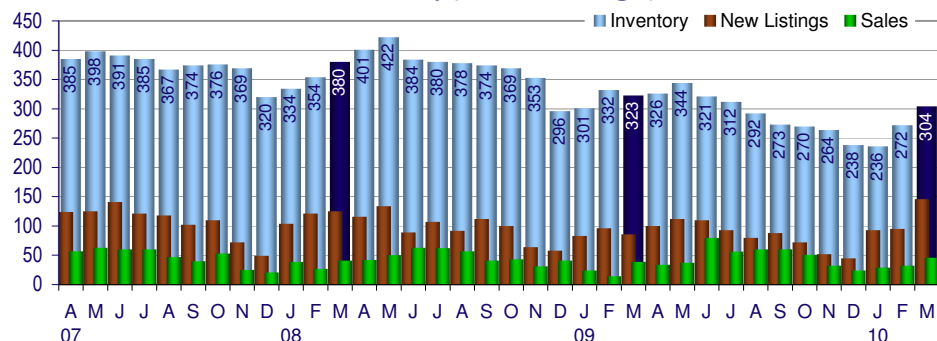
## Selling Price versus Listing Price Ratio



## 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 146, up 53.7% from 95 last month and up 69.8% from 86 in March of last year.

## Inventory / New Listings / Sales



## City: Lakeville

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	57	63	60	60	47	40	53	25	21	39	27	41	42	50	63	62	57	41	43	31	41	24	14	39	34	37	80	56	60	60	51	32	24	29	32	46
3 Mo. Roll Avg			60	61	56	49	47	39	33	28	29	36	37	44	52	58	61	53	47	38	38	32	26	26	29	37	50	58	65	59	57	48	36	28	28	36

(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	296	349	315	296	290	347	315	300	305	260	275	298	295	296	298	272	285	227	289	250	290	206	220	228	259	250	248	252	254	246	230	252	235	313	266	261
3 Mo. Roll Avg			320	320	300	311	317	321	307	288	280	277	289	296	296	289	285	261	267	255	276	249	239	218	236	246	252	250	251	251	243	243	239	266	271	280

	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	385	398	391	385	367	374	376	369	320	334	354	380	401	422	384	380	378	374	369	353	296	301	332	323	326	344	321	312	292	273	270	264	238	236	272	304
MSI	7	6	7	6	8	9	7	15	15	9	13	9	10	8	6	6	7	9	9	11	7	13	24	8	10	9	4	6	5	5	5	8	10	8	9	7

	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	73	57	64	68	62	54	83	68	100	84	88	72	80	73	71	85	77	62	74	65	97	73	77	74	80	61	79	71	85	69	88	56	111	105	85	82
3 Mo. Roll Avg			65	63	65	61	66	68	84	84	91	81	80	75	75	76	78	75	71	67	79	78	82	75	77	72	73	70	78	75	81	71	85	91	100	91

	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	143	136	138	132	129	143	128	127	125	122	127	127	127	127	125	116	119	115	114	113	114	102	100	106	115	114	109	108	112	106	107	106	111	104	114	112
3 Mo. Roll Avg			139	135	133	135	133	133	127	125	125	125	127	127	126	123	120	117	116	114	114	110	105	103	107	112	113	110	109	109	108	106	108	107	110	110

	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	0.978	0.980	0.977	0.972	0.970	0.967	0.969	0.959	0.971	0.958	0.968	0.964	0.974	0.975	0.973	0.966	0.977	0.990	0.964	0.980	0.952	0.954	0.979	0.977	0.961	0.984	0.989	0.987	0.969	0.983	0.971	0.981	0.964	0.983	0.976	0.983
3 Mo. Roll Avg			0.978	0.976	0.973	0.970	0.969	0.965	0.966	0.963	0.966	0.963	0.969	0.971	0.974	0.971	0.972	0.978	0.977	0.978	0.965	0.962	0.962	0.970	0.972	0.974	0.978	0.987	0.982	0.980	0.974	0.978	0.972	0.976	0.974	0.981

	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	124	125	141	121	118	102	110	72	49	104	121	125	116	134	89	107	92	112	100	64	58	83	96	86	100	112	110	93	80	88	72	52	45	93	95	146
Inventory	385	398	391	385	367	374	376	369	320	334	354	380	401	422	384	380	378	374	369	353	296	301	332	323	326	344	321	312	292	273	270	264	238	236	272	304
Sales	57	63	60	60	47	40	53	25	21	39	27	41	42	50	63	62	57	41	43	31	41	24	14	39	34	37	80	56	60	60	51	32	24	29	32	46

(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	365	358	366	326	337	368	350	324	323	290	337	320	337	319	311	307	322	266	313	260	306	261	263	255	278	277	268	269	277	268	252	281	317	308	280	288
3 Mo. Roll Avg			363	350	343	343	352	347	332	312	317	315	331	325	322	312	313	299	301	280	293	276	277	260	265	270	274	271	271	271	266	267	283	302	302	292

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