

City: *Lakeville*

## Kenden Post

From Dreams to Reality  
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Price Range: Below to 1,000,000,000 | Properties: Single Family

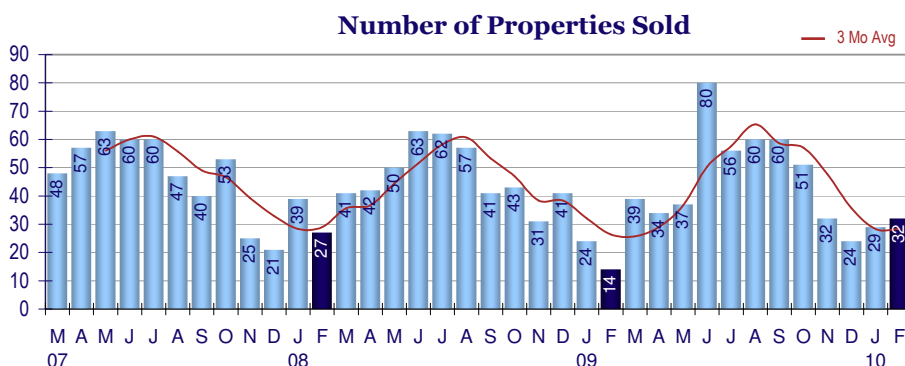
### Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$323,900	3%		-3%				
Average List Price of all Current Listings	\$368,740	1%		-5%				
February Median Sales Price	\$265,500	-15%	0%	21%	6%	\$282,515	37%	13%
February Average Sales Price	\$279,610	-9%	-5%	6%	3%	\$293,081	12%	8%
Total Properties Currently for Sale (Inventory)	269	15%		-19%				
February Number of Properties Sold	32	10%		129%		61	61%	
February Average Days on Market (Solds)	85	-19%	-2%	10%	9%	95	27%	22%
Asking Price per Square Foot (based on New Listings)	\$130	9%	11%	7%	12%	\$123	-1%	6%
February Sold Price per Square Foot	\$114	10%	5%	15%	6%	\$109	8%	1%
February Month's Supply of Inventory	8.4	4%	-4%	-65%	-5%	8.2	-55%	-7%
February Sale Price vs List Price Ratio	93.3%	.6%	1.3%	5.9%	1.1%	91.6%	2.1%	-8%

\* 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)

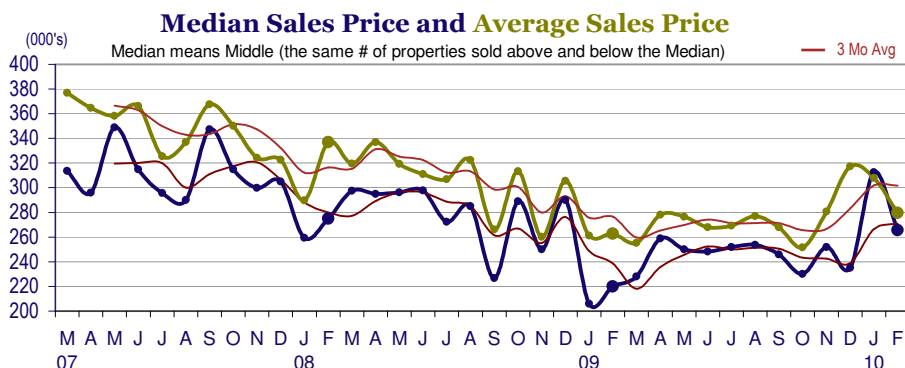
### Property Sales

February Property sales were 32, up 128.6% from 14 in February of 2009 and 10.3% higher than the 29 sales last month. February 2010 sales were at their highest level compared to February of 2009 and 2008. February YTD sales of 61 are running 60.5% ahead of last year's year-to-date sales of 38.



### Prices

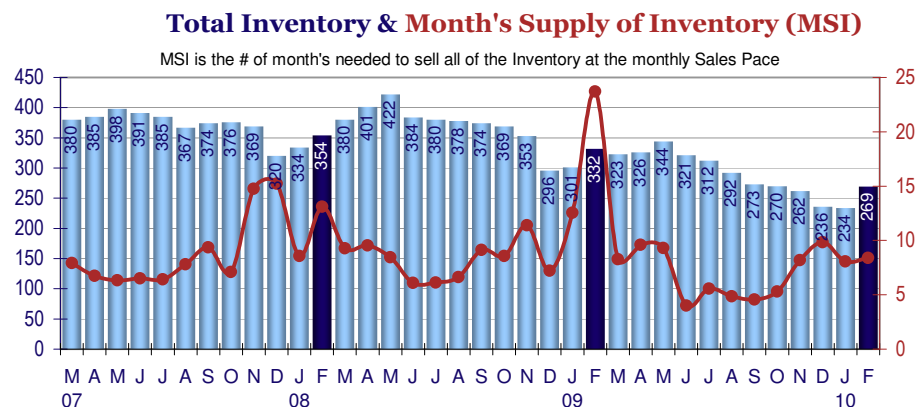
The Median Sales Price in February was \$265,500, up 20.7% from \$220,000 in February of 2009 and down -15.0% from \$312,500 last month. The Average Sales Price in February was \$279,610, up 6.4% from \$262,750 in February of 2009 and down -9.2% from \$307,946 last month. February 2010 ASP was at a mid range compared to February of 2009 and 2008.



### Inventory & MSI

The Total Inventory of Properties available for sale as of February was 269, up 15.0% from 234 last month and down -19.0% from 332 in February of last year. February 2010 Inventory was at its lowest level compared with February of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2010 MSI of 8.4 months was at its lowest level compared with February of 2009 and 2008.



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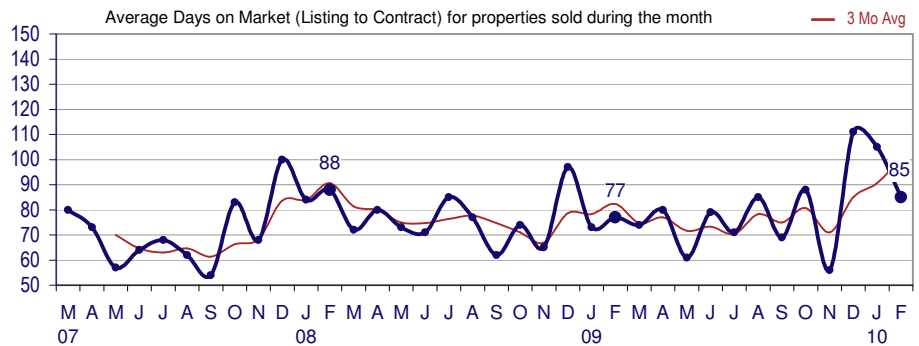


Price Range: Below to 1,000,000,000 | Properties: Single Family

## 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 February was 85, down -19.0% from 105 days last month and up 10.4% from 77 days in February of last year. The February 2010 DOM was at a mid level compared with February of 2009 and 2008.

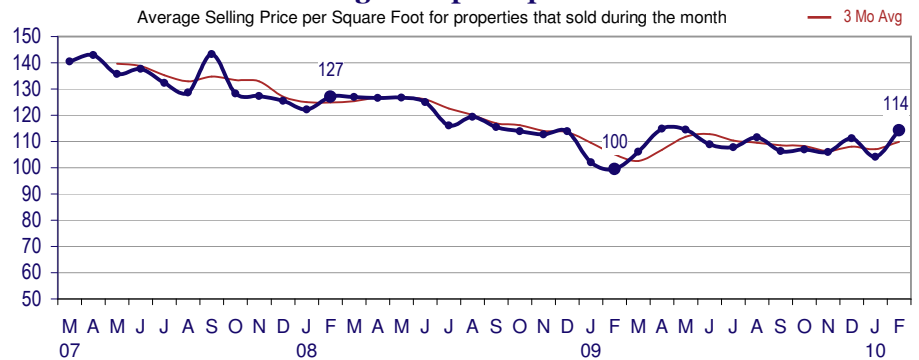
## Days On Market for Sold Properties



## 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 February 2010 Selling Price per Square Foot of \$114 was up 9.6% from \$104 last month and up 14.8% from 100 in February of last year.

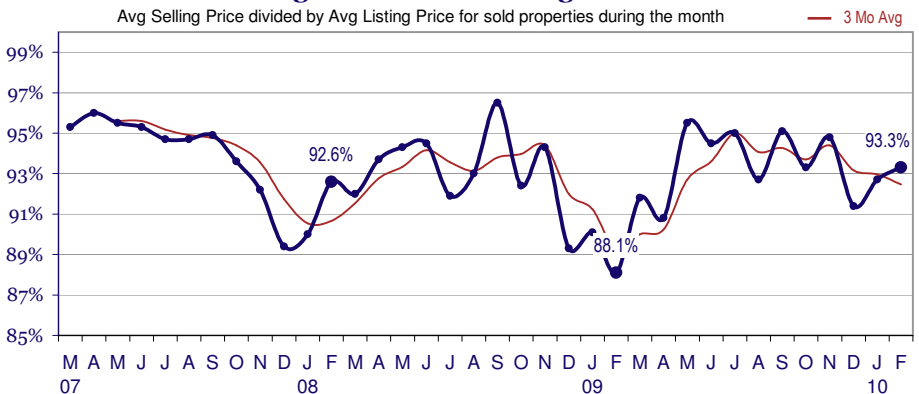
## Selling Price per Square Foot



## 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 February 2010 Selling Price vs Original List Price of 93.3% was up from 92.7% last month and up from 88.1% in February of last year.

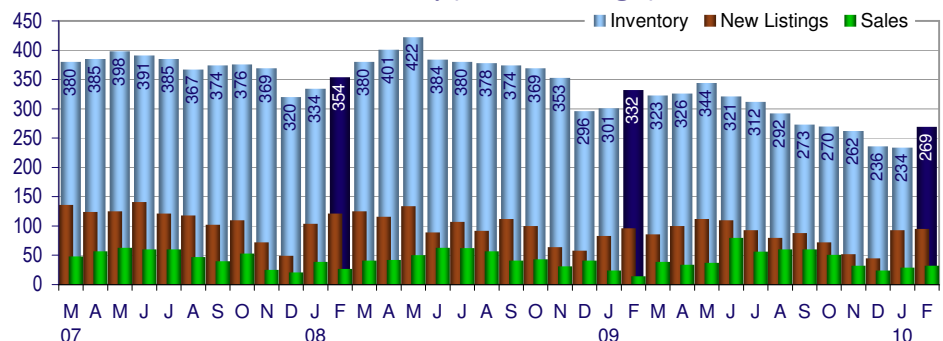
## Selling Price versus Listing Price Ratio



## 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 February 2010 was 95, up 2.2% from 93 last month and down -1.0% from 96 in February of last year.

## Inventory / New Listings / Sales



## City: Lakeville

Price Range: Below to 1,000,000,000 | Property Types: Single Family

	M 07	A	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
Homes Sold	48	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
3 Mo. Roll Avg			56	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

(000's)	M 07	A	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
Median Sale Price	314	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
3 Mo. Roll Avg			320	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

	M 07	A	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
Inventory	380	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	262	236	234	269
MSI	8	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	8

	M 07	A	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
Days on Market	80	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
3 Mo. Roll Avg			70	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

	M 07	A	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
Price per Sq Ft	140	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
3 Mo. Roll Avg			140	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

	M 07	A	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
Sale to List Price	0.953	0.960	0.955	0.953	0.947	0.947	0.949	0.936	0.922	0.894	0.900	0.926	0.920	0.937	0.943	0.945	0.919	0.930	0.965	0.924	0.943	0.893	0.901	0.881	0.918	0.908	0.955	0.945	0.950	0.927	0.951	0.933	0.948	0.914	0.927	0.933
3 Mo. Roll Avg			0.956	0.956	0.952	0.949	0.948	0.944	0.936	0.917	0.905	0.907	0.915	0.928	0.933	0.942	0.936	0.931	0.938	0.940	0.944	0.920	0.912	0.892	0.900	0.902	0.927	0.936	0.950	0.941	0.943	0.937	0.944	0.932	0.930	0.925

	M 07	A	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
New Listings	136	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
Inventory	380	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	262	236	234	269
Sales	48	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

(000's)	M 07	A	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
Avg Sale Price	377	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
3 Mo. Roll Avg			367	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

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