

# FORECLOSURES AND SHORT SALES IN THE TWIN CITIES HOUSING MARKET

## Q4 2008 UPDATE

A SPECIAL RESEARCH REPORT FROM THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®

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**F**oreclosures and short sales (i.e. lender-mediated properties) showed early signs of slowing growth in new supply in the fourth quarter of 2008. There were actually 4.3 percent fewer new lender-mediated listings than in the third quarter. That's the first quarter-to-quarter decrease since 2003.

As a result of this reduction in new supply and continued buyer interest in these properties, the total number of lender-mediated homes for sale dropped 600 units over the course of the quarter. This is only one quarter of downward movement, so time will tell whether the trend continues. Regardless, we are encouraged by this hopeful sign.

Foreclosures are properties in which the financial institution has repossessed the home from the owner due to nonpayment of mortgage obligations. Short sales are unique arrangements where the financial institution and in-default homeowner work together in an attempt to sell the home before it is foreclosed upon.

**This Q4 2008 Update features some exciting new features. To access an interactive data board and in-depth neighborhood reports and commentary, [click here](#).**



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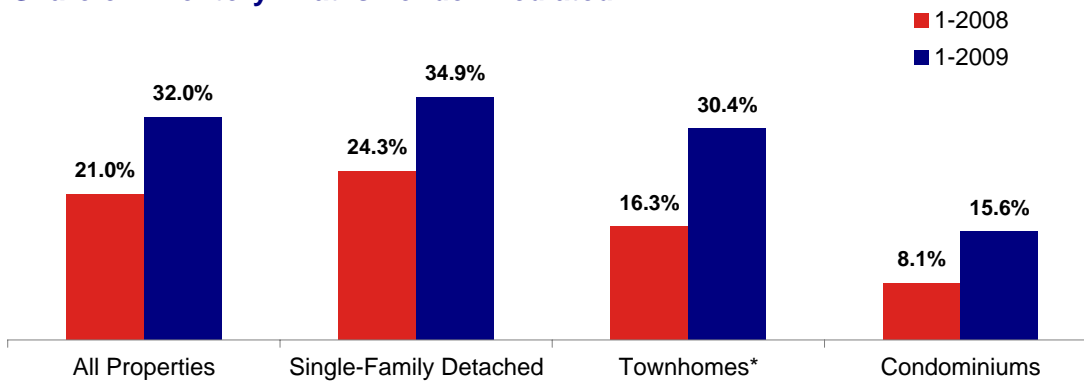


# Inventory of Homes for Sale

Property Type	Lender-Mediated			Traditional			Total			Share of Total Inventory That Is Lender-Mediated	
	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009
<b>All Properties</b>	<b>6,128</b>	<b>8,077</b>	<b>+ 31.8%</b>	<b>23,107</b>	<b>17,146</b>	<b>- 25.8%</b>	<b>29,235</b>	<b>25,223</b>	<b>- 13.7%</b>	<b>21.0%</b>	<b>32.0%</b>
Single-Family Detached	4,924	6,147	+ 24.8%	15,372	11,477	- 25.3%	20,296	17,624	- 13.2%	24.3%	34.9%
Townhomes*	956	1,533	+ 60.4%	4,919	3,516	- 28.5%	5,875	5,049	- 14.1%	16.3%	30.4%
Condominiums	248	397	+ 60.1%	2,816	2,153	- 23.5%	3,064	2,550	- 16.8%	8.1%	15.6%

\*Includes twinhomes

## Share of Inventory That Is Lender-Mediated



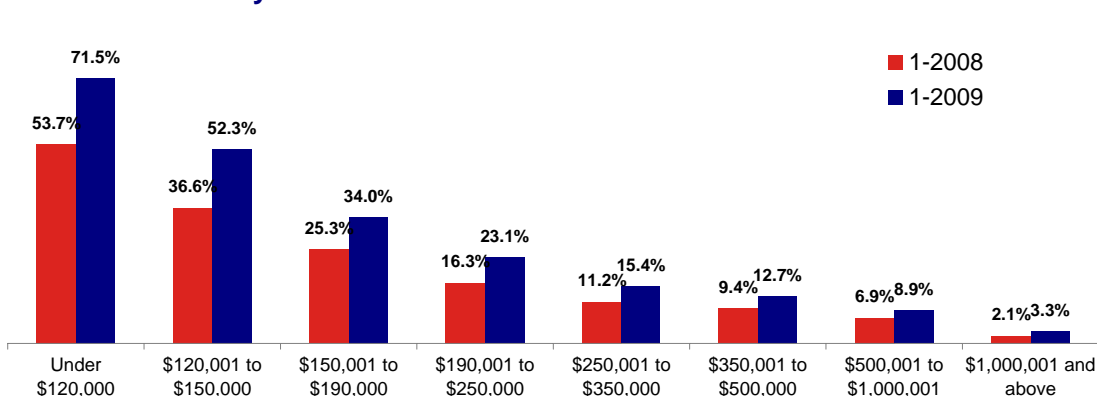
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Traditional sellers continue to pull back, while the inventory of lender-mediated properties grows.

However, Q4 lender-mediated inventory actually declined from Q3 by almost 600 units. Time will tell whether this trend continues.

Price Range	Lender-Mediated			Traditional			Total			Share of Total Inventory That Is Lender-Mediated	
	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009	Change	1-2008	1-2009
Under \$120,000	1,624	2,793	+ 72.0%	1,400	1,116	- 20.3%	3,024	3,909	+ 29.3%	53.7%	71.5%
\$120,001 to \$150,000	1,055	1,638	+ 55.3%	1,829	1,493	- 18.4%	2,884	3,131	+ 8.6%	36.6%	52.3%
\$150,001 to \$190,000	1,318	1,455	+ 10.4%	3,885	2,827	- 27.2%	5,203	4,282	- 17.7%	25.3%	34.0%
\$190,001 to \$250,000	1,041	1,047	+ 0.6%	5,334	3,476	- 34.8%	6,375	4,523	- 29.1%	16.3%	23.1%
\$250,001 to \$350,000	592	584	- 1.4%	4,696	3,220	- 31.4%	5,288	3,804	- 28.1%	11.2%	15.4%
\$350,001 to \$500,000	311	346	+ 11.3%	2,997	2,384	- 20.5%	3,308	2,730	- 17.5%	9.4%	12.7%
\$500,001 to \$1,000,001	173	191	+ 10.4%	2,323	1,964	- 15.5%	2,496	2,155	- 13.7%	6.9%	8.9%
\$1,000,001 and above	14	23	+ 64.3%	643	666	+ 3.6%	657	689	+ 4.9%	2.1%	3.3%
<b>All Prices</b>	<b>6,128</b>	<b>8,077</b>	<b>+ 31.8%</b>	<b>23,107</b>	<b>17,146</b>	<b>- 25.8%</b>	<b>29,235</b>	<b>25,223</b>	<b>- 13.7%</b>	<b>21.0%</b>	<b>32.0%</b>

## Share of Inventory That Is Lender-Mediated



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There's a direct relationship between price range and lender-mediated activity. The more affordable the market segment, the more common foreclosures and short sales become.



# Median Prices

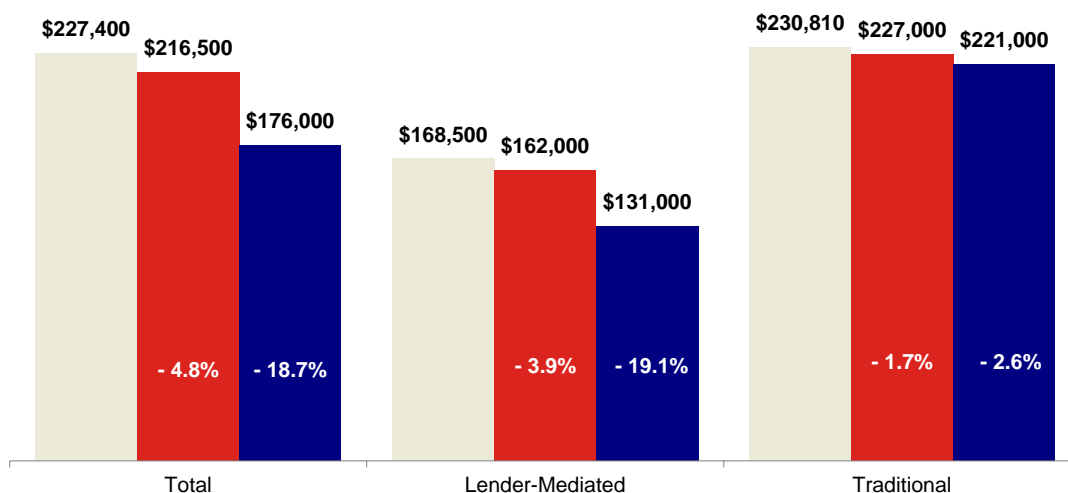
	Lender-Mediated				Traditional				Total			
	Q4 2006	Q4 2007	Q4 2008	1-Yr Change	Q4 2006	Q4 2007	Q4 2008	1-Yr Change	Q4 2006	Q4 2007	Q4 2008	1-Yr Change
<b>All Properties</b>	\$168,500	\$162,000	\$131,000	-19.1%	\$230,810	\$227,000	\$221,000	-2.6%	\$227,400	\$216,500	\$176,000	-18.7%
Single-Family Detached	\$174,000	\$170,000	\$138,900	-18.3%	\$250,000	\$245,000	\$236,400	-3.5%	\$245,000	\$230,000	\$189,700	-17.5%
Townhomes*	\$156,000	\$145,000	\$122,950	-15.2%	\$190,000	\$186,830	\$175,000	-6.3%	\$188,900	\$178,500	\$150,000	-16.0%
Condominiums	\$122,450	\$111,500	\$92,550	-17.0%	\$171,500	\$189,900	\$181,050	-4.7%	\$169,700	\$185,000	\$152,750	-17.4%

\*Includes twinhomes

## Q4 Median Sales Prices

■ Q4-2006 ■ Q4-2007 ■ Q4-2008

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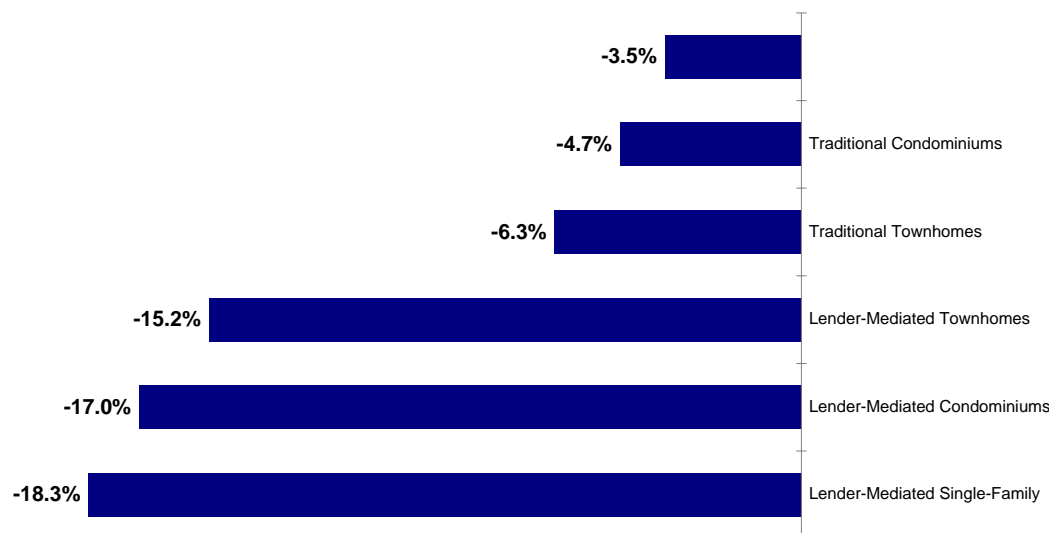


Q4-2008 saw a massive decline in lender-mediated sales price compared to one year ago, while traditional properties declined at a much softer rate.

This continues a recent trend, and illustrates that consumers are willing to pay more for traditional homes.

## One-Year Change in Median Price by Property Type

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Marketwide, values are in decline as the market remains firmly in the buyer's favor.

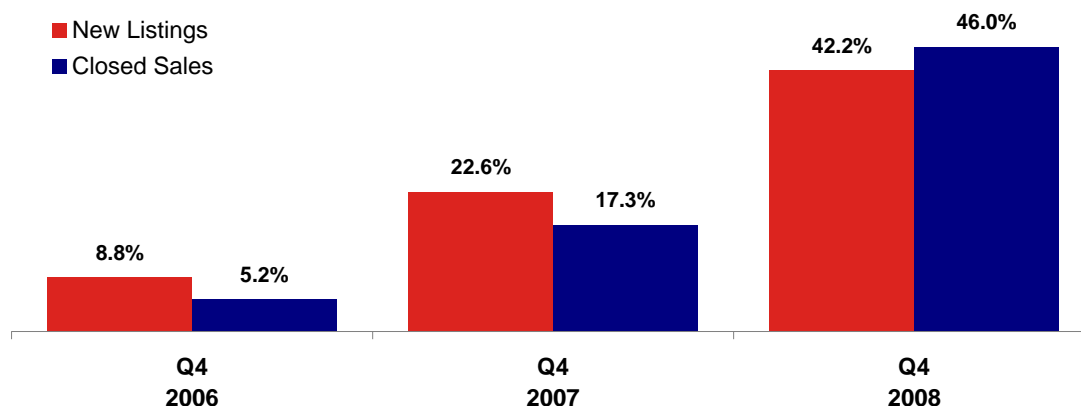
Lender-mediated property types are seeing faster declines as financial institutions price them to move, and condition issues decrease their value.



# New Listings and Closed Sales

	Lender-Mediated				Traditional				Total				Share of Market Activity That is Lender-Mediated		
	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008	2-Yr Change	Q4 2006	Q4 2007	Q4 2008
New Listings	1,602	4,202	7,078	+ 341.8%	16,584	14,397	9,703	- 41.5%	18,186	18,599	16,781	- 7.7%	8.8%	22.6%	42.2%
Closed Sales	513	1,367	3,904	+ 661.0%	9,268	6,549	4,579	- 50.6%	9,781	7,916	8,483	- 13.3%	5.2%	17.3%	46.0%

## Share of Market Activity That Is Lender-Mediated

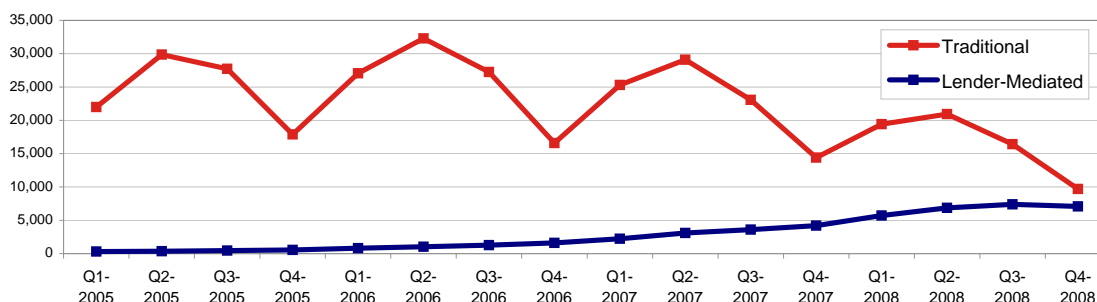


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Market share for lender-mediated foreclosures and short sales continues to grow, and will into the foreseeable future as traditional sellers pull back.

The good news is that the flow of lender-mediated new listings is showing early signs of slowing.

## New Listings

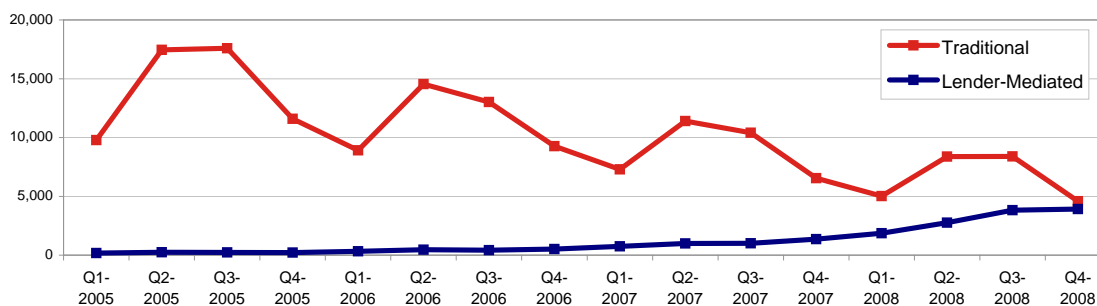


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There were actually 4.3 percent fewer new foreclosure or short sale listings during the fourth quarter of this year than there was in the third quarter.

That's the first quarter-to-quarter decrease since 2003.

## Closed Sales





**Appendix A: MLS Area Breakdown**

<b>MLS Area</b>	<b>January 2009 Inventory of Homes for Sale</b>			<b>All 2008 Home Sales</b>		
	<b>Total</b>	<b>Lender-Mediated</b>	<b>Share</b>	<b>Total</b>	<b>Lender-Mediated</b>	<b>Share</b>
300 - MPLS - Calhoun-Isles	335	39	11.6%	458	62	13.5%
301 - MPLS - Camden	320	184	57.5%	743	492	66.2%
302 - MPLS - Central	442	35	7.9%	626	62	9.9%
303 - MPLS - Longfellow	101	44	43.6%	350	87	24.9%
304 - MPLS - Nokomis	221	76	34.4%	677	155	22.9%
305 - MPLS - North	256	172	67.2%	746	535	71.7%
306 - MPLS - Northeast	197	92	46.7%	401	121	30.2%
307 - MPLS - Phillips	82	36	43.9%	87	52	59.8%
308 - MPLS - Powderhorn	213	113	53.1%	405	198	48.9%
309 - MPLS - Southwest	226	42	18.6%	685	82	12.0%
310 - MPLS - University	88	42	47.7%	91	17	18.7%
340 - Buffalo	159	64	40.3%	267	132	49.4%
341 - Wright County (Ext Buffalo)	1,125	390	34.7%	1,444	543	37.6%
342 - Hutchinson	178	20	11.2%	225	33	14.7%
343 - Mcleod County	172	45	26.2%	177	46	26.0%
360 - Robbinsdale	130	38	29.2%	200	78	39.0%
361 - Crystal	121	58	47.9%	299	120	40.1%
362 - New Hope	104	35	33.7%	186	61	32.8%
363 - Brooklyn Center	326	225	69.0%	363	241	66.4%
364 - Brooklyn Park	776	429	55.3%	1,003	534	53.2%
365 - Maple Grove/Osseo	518	113	21.8%	969	188	19.4%
366 - Champlin	144	58	40.3%	265	88	33.2%
367 - Hennepin-North	136	48	35.3%	172	59	34.3%
368 - Hennepin-Northwest	181	44	24.3%	140	44	31.4%
370 - Sibley County	99	28	28.3%	102	31	30.4%
373 - Golden Valley	143	29	20.3%	219	30	13.7%
374 - Plymouth	409	68	16.6%	802	96	12.0%
378 - Richfield	217	92	42.4%	412	103	25.0%
379 - Bloomington-East	140	48	34.3%	343	114	33.2%
380 - Bloomington-West	289	55	19.0%	521	94	18.0%
381 - Lake Minnetonka	691	113	16.4%	628	143	22.8%
385 - Edina	422	19	4.5%	652	53	8.1%
386 - Hopkins	98	33	33.7%	149	48	32.2%
387 - Minnetonka	358	62	17.3%	524	77	14.7%
391 - Saint Louis Park	298	52	17.4%	602	84	14.0%
392 - Eden Prairie	419	89	21.2%	802	126	15.7%
394 - Carver County	312	62	19.9%	396	90	22.7%
396 - Chanhassen	188	26	13.8%	310	43	13.9%
397 - Chaska	182	48	26.4%	309	82	26.5%
398 - Victoria	61	7	11.5%	101	10	9.9%
600 - West St. Paul	113	55	48.7%	221	88	39.8%
602 - South St. Paul	154	79	51.3%	240	90	37.5%
604 - Mendota/Lilydale/Mendota H	89	17	19.1%	113	14	12.4%
605 - Sunfish Lake	8	0	0.0%	4	0	0.0%
608 - Inver Grove Heights	183	65	35.5%	282	78	27.7%
610 - Eagan	385	102	26.5%	679	204	30.0%
612 - Burnsville	390	143	36.7%	617	224	36.3%
614 - Apple Valley	360	117	32.5%	660	195	29.5%
616 - Rosemount	196	59	30.1%	343	79	23.0%
617 - Hastings	198	55	27.8%	258	91	35.3%
618 - Eastern Dakota County	11	2	18.2%	10	2	20.0%
624 - Farmington	277	101	36.5%	414	151	36.5%
626 - Lakeville	395	87	22.0%	677	174	25.7%
628 - Southern Dakota County	14	1	7.1%	26	8	30.8%



Appendix A: MLS Area Breakdown

MLS Area	January 2009 Inventory of Homes for Sale			All 2008 Home Sales		
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share
630 - Northfield	235	37	15.7%	224	37	16.5%
632 - Rice County	295	90	30.5%	332	91	27.4%
640 - Shakopee	374	161	43.0%	542	207	38.2%
642 - Prior Lake	367	86	23.4%	363	117	32.2%
644 - Savage	246	85	34.6%	346	81	23.4%
646 - Jordan	63	25	39.7%	89	35	39.3%
648 - New Prague/New Market/Elko	219	77	35.2%	369	159	43.1%
650 - Belle Plaine	96	30	31.3%	101	42	41.6%
658 - Le Sueur County	210	55	26.2%	131	28	21.4%
660 - Goodhue County	309	48	15.5%	321	80	24.9%
702 - Falcon Hgths/Lauderdale/Ro	144	22	15.3%	340	39	11.5%
705 - Lino Lakes/Hugo/Centerville	287	85	29.6%	398	112	28.1%
706 - North Central Suburban	186	46	24.7%	222	41	18.5%
707 - Ham Lake	142	49	34.5%	118	54	45.8%
708 - White Bear Area	326	83	25.5%	453	97	21.4%
709 - Forest Lake Area	241	77	32.0%	308	109	35.4%
710 - Northeast Anoka County	61	17	27.9%	69	29	42.0%
711 - Southern Chisago County	384	139	36.2%	399	179	44.9%
712 - Maplewood/North St. Paul	314	110	35.0%	487	160	32.9%
713 - Bethel	112	58	51.8%	121	64	52.9%
714 - SP-Phalen	294	175	59.5%	400	221	55.3%
716 - SP-Hillcrest/Hazel Park/Da	436	253	58.0%	641	389	60.7%
720 - SP-Southeast St. Paul	64	30	46.9%	101	44	43.6%
721 - Lakeland/Afton/Denmark	72	17	23.6%	62	21	33.9%
722 - Newport/St. Paul Park/Cott	292	117	40.1%	574	223	38.9%
725 - Pine Springs/Lake Elmo/Oak	234	79	33.8%	339	112	33.0%
726 - Woodbury	492	115	23.4%	937	211	22.5%
727 - Stillwater/Bayport	462	72	15.6%	429	91	21.2%
728 - SP-Riverview/Cherokee	107	56	52.3%	138	78	56.5%
738 - SP-Home Croft/W 7Th	40	19	47.5%	123	52	42.3%
740 - SP-Crocus Hill	136	25	18.4%	169	44	26.0%
741 - SP-Downtown Stp/Capital Hg	117	13	11.1%	144	27	18.8%
742 - SP-Central	206	127	61.7%	366	256	69.9%
744 - SP-Como	78	29	37.2%	197	34	17.3%
746 - SP-St. Anthony/Midway	89	27	30.3%	195	52	26.7%
748 - SP-Town & Country/Merriam	43	13	30.2%	103	20	19.4%
750 - SP-Mac/Groveland/River Roa	87	15	17.2%	217	17	7.8%
752 - SP-Highland Area	104	25	24.0%	245	31	12.7%
754 - Big Lake Township	190	110	57.9%	325	179	55.1%
756 - Elk River	232	93	40.1%	338	161	47.6%
758 - Northwestern Anoka County	208	78	37.5%	208	120	57.7%
760 - Ramsey	212	92	43.4%	338	131	38.8%
762 - Andover	237	75	31.6%	338	138	40.8%
764 - Blaine	463	166	35.9%	759	244	32.1%
765 - Arden Hills/Shoreview	174	37	21.3%	318	51	16.0%
766 - Moundsvw/New Brightn/St.An	179	53	29.6%	364	69	19.0%
767 - Coon Rapids	426	213	50.0%	672	315	46.9%
768 - Fridley	134	50	37.3%	275	96	34.9%
769 - Anoka	114	55	48.2%	155	69	44.5%
770 - Hilltop/Columbia Heights	176	83	47.2%	285	131	46.0%
771 - Spring Lake Park	38	20	52.6%	72	29	40.3%
772 - Lexington/Circle Pines	53	19	35.8%	79	28	35.4%
780 - Sherburne County	394	153	38.8%	489	248	50.7%
782 - Isanti County	340	153	45.0%	361	183	50.7%
783 - Cambridge	115	58	50.4%	115	57	49.6%

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**Appendix B: Municipality Breakdown**

<b>City</b>	<b>January 2009 Inventory of Homes for Sale</b>			<b>All 2008 Home Sales</b>		
	<b>Total</b>	<b>Lender-Mediated</b>	<b>Share</b>	<b>Total</b>	<b>Lender-Mediated</b>	<b>Share</b>
Afton	28	4	14.3%	19	3	15.8%
Albertville	85	32	37.6%	115	57	49.6%
Albion Twp	4	0	0.0%	6	0	0.0%
Andover	235	74	31.5%	339	138	40.7%
Annandale	55	9	16.4%	64	20	31.3%
Anoka	110	54	49.1%	150	67	44.7%
Apple Valley	361	119	33.0%	658	194	29.5%
Arden Hills	22	5	22.7%	65	7	10.8%
Baldwin Twp	35	18	51.4%	37	21	56.8%
Bayport	22	2	9.1%	24	6	25.0%
Baytown Twp	10	3	30.0%	8	2	25.0%
Becker	73	25	34.2%	82	40	48.8%
Becker Twp	23	8	34.8%	20	10	50.0%
Belle Plaine	94	30	31.9%	103	41	39.8%
Bethel	7	5	71.4%	13	6	46.2%
Big Lake	147	90	61.2%	294	162	55.1%
Big Lake Twp	35	24	68.6%	29	15	51.7%
Birchwood Village	5	0	0.0%	6	1	16.7%
Blaine	459	166	36.2%	762	246	32.3%
Bloomington	430	104	24.2%	863	207	24.0%
Blue Hill Twp	7	5	71.4%	16	10	62.5%
Brooklyn Center	325	226	69.5%	367	243	66.2%
Brooklyn Park	773	425	55.0%	998	529	53.0%
Buffalo	156	61	39.1%	255	129	50.6%
Burns Twp	20	6	30.0%	21	11	52.4%
Burnsville	391	144	36.8%	616	224	36.4%
Cannon Falls	57	6	10.5%	56	16	28.6%
Carver	30	2	6.7%	57	13	22.8%
Cedar Lake Twp	36	6	16.7%	23	2	8.7%
Center City	16	5	31.3%	11	2	18.2%
Centerville	29	8	27.6%	57	24	42.1%
Champlin	144	60	41.7%	256	87	34.0%
Chanhausen	198	29	14.6%	316	46	14.6%
Chaska	173	47	27.2%	302	78	25.8%
Chatham Twp	2	1	50.0%	4	2	50.0%
Chisago City	56	18	32.1%	49	18	36.7%
Chisago Lake Twp	26	7	26.9%	17	9	52.9%
Circle Pines	44	15	34.1%	58	20	34.5%
Clear Lake	41	8	19.5%	36	6	16.7%
Clearwater	44	15	34.1%	25	6	24.0%
Cokato	38	7	18.4%	48	13	27.1%
Cologne	23	1	4.3%	24	4	16.7%
Columbia Heights	175	83	47.4%	285	131	46.0%
Columbus	19	5	26.3%	24	7	29.2%
Coon Rapids	429	212	49.4%	673	316	47.0%
Corcoran	26	5	19.2%	24	4	16.7%
Corinna Twp	17	1	5.9%	10	4	40.0%
Cottage Grove	209	81	38.8%	451	161	35.7%
Credit River	1	1	100.0%	4	0	0.0%
Credit River Twp	39	10	25.6%	20	7	35.0%
Crystal	122	57	46.7%	304	122	40.1%
Dayton	22	6	27.3%	30	10	33.3%
Deephaven	30	6	20.0%	46	2	4.3%
Delano	80	14	17.5%	82	15	18.3%



Appendix B: Municipality Breakdown	January 2009 Inventory of Homes for Sale			All 2008 Home Sales		
City	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share
Dellwood	16	1	6.3%	13	2	15.4%
Denmark Twp	16	2	12.5%	4	1	25.0%
Dundas	27	3	11.1%	40	4	10.0%
Eagan	382	102	26.7%	680	204	30.0%
East Bethel	111	55	49.5%	114	62	54.4%
Eden Prairie	419	89	21.2%	811	132	16.3%
Edina	422	19	4.5%	652	53	8.1%
Elk River	234	93	39.7%	337	162	48.1%
Elko New Market	51	14	27.5%	107	43	40.2%
Excelsior	18	2	11.1%	35	3	8.6%
Falcon Heights	15	3	20.0%	38	2	5.3%
Faribault	192	48	25.0%	240	64	26.7%
Farmington	252	95	37.7%	399	147	36.8%
Fish Lake Twp	23	15	65.2%	6	3	50.0%
Forest Lake	178	52	29.2%	226	77	34.1%
Franconia Twp	17	4	23.5%	10	5	50.0%
Fridley	135	50	37.0%	275	96	34.9%
Golden Valley	143	29	20.3%	217	29	13.4%
Goodhue	12	0	0.0%	5	3	60.0%
Grant	25	4	16.0%	17	6	35.3%
Greenfield	39	13	33.3%	37	20	54.1%
Greenwood	12	5	41.7%	12	3	25.0%
Ham Lake	145	50	34.5%	114	51	44.7%
Hampton	4	0	0.0%	10	2	20.0%
Hanover	28	5	17.9%	40	16	40.0%
Harris	21	14	66.7%	18	8	44.4%
Hassan Twp	16	4	25.0%	7	3	42.9%
Hastings	196	55	28.1%	264	92	34.8%
Haven Twp	6	1	16.7%	4	0	0.0%
Hopkins	98	33	33.7%	147	48	32.7%
Howard Lake	28	10	35.7%	23	10	43.5%
Hugo	141	47	33.3%	190	54	28.4%
Independence	27	8	29.6%	18	11	61.1%
Inver Grove Heights	187	65	34.8%	286	81	28.3%
Jordan	62	22	35.5%	89	35	39.3%
Kenyon	24	6	25.0%	32	7	21.9%
Lake Elmo	50	11	22.0%	59	13	22.0%
Lake St Croix Beach	7	3	42.9%	22	10	45.5%
Lakeland	15	7	46.7%	13	5	38.5%
Lakeville	413	90	21.8%	691	175	25.3%
Lauderdale	3	1	33.3%	17	2	11.8%
Lexington	8	3	37.5%	19	7	36.8%
Lilydale	18	3	16.7%	6	0	0.0%
Lindstrom	78	22	28.2%	69	31	44.9%
Lino Lakes	125	34	27.2%	154	37	24.0%
Linwood Twp	37	11	29.7%	39	18	46.2%
Little Canada	50	13	26.0%	68	9	13.2%
Livonia Twp	21	9	42.9%	23	11	47.8%
Long Lake	11	5	45.5%	18	2	11.1%
Lonsdale	72	38	52.8%	86	24	27.9%
Loretto	3	0	0.0%	9	2	22.2%
Mahtomedi	40	5	12.5%	80	12	15.0%
Maple Grove	489	106	21.7%	949	179	18.9%
Maple Lake	36	18	50.0%	28	11	39.3%

**FORECLOSURES AND SHORT SALES  
IN THE TWIN CITIES HOUSING MARKET**

**Q4 2008 UPDATE**



MINNEAPOLIS AREA Association  
of REALTORS®

**Appendix B: Municipality Breakdown**

<b>City</b>	<b>January 2009 Inventory of Homes for Sale</b>			<b>All 2008 Home Sales</b>		
	<b>Total</b>	<b>Lender-Mediated</b>	<b>Share</b>	<b>Total</b>	<b>Lender-Mediated</b>	<b>Share</b>
Maple Plain	14	4	28.6%	9	3	33.3%
Maplewood	240	75	31.3%	370	109	29.5%
Marine On St Croix	23	2	8.7%	14	3	21.4%
May Twp	16	2	12.5%	10	1	10.0%
Mayer	41	9	22.0%	36	8	22.2%
Medina	62	8	12.9%	50	3	6.0%
Mendota Heights	69	14	20.3%	105	13	12.4%
Minneapolis	2,481	877	35.3%	5,273	1,868	35.4%
Minnetonka	365	63	17.3%	529	77	14.6%
Minnetrissa	106	6	5.7%	95	19	20.0%
Monticello	123	59	48.0%	201	85	42.3%
Monticello Twp	7	3	42.9%	7	3	42.9%
Montrose	52	24	46.2%	66	28	42.4%
Morristown	8	3	37.5%	16	2	12.5%
Mound	140	44	31.4%	104	35	33.7%
Mounds View	42	19	45.2%	91	33	36.3%
Nerstrand	7	1	14.3%	4	1	25.0%
Nessel Twp	22	10	45.5%	10	5	50.0%
New Brighton	88	25	28.4%	167	27	16.2%
New Hope	102	36	35.3%	183	61	33.3%
New Market Twp	11	3	27.3%	12	3	25.0%
New Prague	113	44	38.9%	192	95	49.5%
New Scandia Twp	7	0	0.0%	5	1	20.0%
Newport	26	9	34.6%	39	18	46.2%
North Branch	101	40	39.6%	144	71	49.3%
North Oaks	46	8	17.4%	42	6	14.3%
North St Paul	69	32	46.4%	107	45	42.1%
Northfield	199	32	16.1%	182	35	19.2%
Norwood Young America	37	13	35.1%	41	11	26.8%
Oak Grove	92	32	34.8%	83	48	57.8%
Oak Park Heights	31	8	25.8%	41	16	39.0%
Oakdale	184	68	37.0%	277	96	34.7%
Orono	142	15	10.6%	94	19	20.2%
Orrock Twp	17	2	11.8%	22	9	40.9%
Osseo	31	6	19.4%	23	10	43.5%
Otsego	196	84	42.9%	342	140	40.9%
Pine Island	22	3	13.6%	32	1	3.1%
Plymouth	400	68	17.0%	792	96	12.1%
Princeton	139	61	43.9%	179	93	52.0%
Prior Lake	300	73	24.3%	320	102	31.9%
Ramsey	215	94	43.7%	339	131	38.6%
Randolph	5	1	20.0%	7	3	42.9%
Red Wing	169	26	15.4%	187	50	26.7%
Richfield	217	92	42.4%	409	101	24.7%
Robbinsdale	129	37	28.7%	198	75	37.9%
Rockford	33	3	9.1%	40	13	32.5%
Rockford Twp	10	6	60.0%	12	4	33.3%
Rogers	100	39	39.0%	131	40	30.5%
Rosemount	193	57	29.5%	349	84	24.1%
Roseville	124	18	14.5%	278	34	12.2%
Rush City	54	21	38.9%	52	16	30.8%
Savage	250	87	34.8%	350	81	23.1%
Scandia	32	7	21.9%	15	4	26.7%
Shafer	15	8	53.3%	23	14	60.9%



Appendix B: Municipality Breakdown	January 2009 Inventory of Homes for Sale			All 2008 Home Sales		
City	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share
Shakopee	365	159	43.6%	534	206	38.6%
Shoreview	152	32	21.1%	252	44	17.5%
Shorewood	77	11	14.3%	80	20	25.0%
Silver Creek Twp	11	3	27.3%	7	3	42.9%
South Haven	24	3	12.5%	27	10	37.0%
South St Paul	154	79	51.3%	238	88	37.0%
Southside Twp	16	2	12.5%	5	1	20.0%
Spring Lake Park	38	20	52.6%	69	27	39.1%
Spring Lake Twp	13	1	7.7%	11	4	36.4%
Spring Park	12	2	16.7%	19	14	73.7%
St Anthony	49	9	18.4%	107	9	8.4%
St Bonifacius	14	3	21.4%	32	8	25.0%
St Cloud	466	78	16.7%	503	110	21.9%
St Francis	95	39	41.1%	102	60	58.8%
St Louis Park	303	53	17.5%	604	84	13.9%
St Michael	145	65	44.8%	218	80	36.7%
St Paul	1,810	811	44.8%	3,055	1,273	41.7%
St Paul Park	56	28	50.0%	78	43	55.1%
Stacy	22	11	50.0%	35	12	34.3%
Stillwater	258	39	15.1%	271	51	18.8%
Stillwater Twp	14	1	7.1%	4	1	25.0%
Sunfish Lake	8	0	0.0%	4	0	0.0%
Sunrise Twp	8	4	50.0%	3	1	33.3%
Taylors Falls	15	3	20.0%	21	8	38.1%
Tonka Bay	23	4	17.4%	14	2	14.3%
Vadnais Heights	88	24	27.3%	116	26	22.4%
Victoria	62	7	11.3%	103	11	10.7%
Waconia	113	15	13.3%	170	29	17.1%
Wanamingo	12	3	25.0%	13	3	23.1%
Watertown	41	17	41.5%	55	21	38.2%
Waverly	33	13	39.4%	30	12	40.0%
Wayzata	67	4	6.0%	49	8	16.3%
Webster	42	6	14.3%	34	4	11.8%
Welch	2	1	50.0%	3	1	33.3%
West Lakeland	6	1	16.7%	7	4	57.1%
West Lakeland Twp	19	2	10.5%	26	5	19.2%
West St Paul	113	54	47.8%	219	87	39.7%
White Bear Lake	149	53	35.6%	259	55	21.2%
White Bear Twp	80	18	22.5%	75	19	25.3%
Willernie	15	3	20.0%	5	2	40.0%
Woodbury	492	115	23.4%	937	211	22.5%
Wyoming	32	16	50.0%	51	17	33.3%
Wyoming Twp	25	4	16.0%	24	10	41.7%
Zimmerman	121	54	44.6%	194	109	56.2%
Zumbrota	33	1	3.0%	31	0	0.0%

## POSTSCRIPT: A FINAL NOTE ON METHODOLOGY

As with previous reports, the Q4 2008 Update relies in part upon the analysis of subjective remarks that REALTORS® employ when listing properties in the Twin Cities Regional Multiple Listing Service, and in part upon a data field in this same system called “In Foreclosure/Bank-Owned,” which allows users to mark properties that fit within this legal definition.

As such, a property is lender-mediated when either of the following rules are met:

- In Foreclosure/Bank-Owned = “Yes”
- One of the following terms are found in Agent Remarks, Public Remarks or Financial Remarks:

- |                    |                     |                        |                    |
|--------------------|---------------------|------------------------|--------------------|
| • bank owned       | • preforeclosure    | • subject to corp      | • subject to third |
| • short sale       | • subject to bank   | • corporate owned      | • hud-acquire      |
| • bank approv      | • subject to 3rd    | • corp owned           | • hud-acquired     |
| • lender approv    | • subject to lender | • corp. owned          | • corporate-owned  |
| • 3rd party approv | • redemption        | • bank-owned           | • corp-owned       |
| • foreclosure      | • shortsale         | • short-sale           | • corp owner       |
| • preforeclosure   | • reo               | • 3rd-party approval   | • subj to corp     |
| • forclosure       | • hud acquire       | • third-party approval |                    |

*Note: properties containing these specific phrases in the same remark fields are NOT counted as lender-mediated*

- |                     |                    |                    |
|---------------------|--------------------|--------------------|
| • not a foreclosure | • not a short sale | • not a short-sale |
| • not a forclosure  | • not a shortsale  |                    |