

Foreclosures and Short Sales in the Twin Cities

December 2025



Contents

New Listings	2
Pending Sales	3
Closed Sales	4
New Listing Market Share	5
Closed Sales Market Share	6
Median Sales Price	7
Percent of Original List Price Received	8
Days on Market Until Sale	9
Inventory of Homes for Sale	10
Months Supply of Inventory	11
Explanation of Methodology	12

Lender-Owned means foreclosure properties in which the financial institution has repossessed the home from the owner due to nonpayment of mortgage obligations.

Short Sales means a unique arrangement where the financial institution and in-default homeowner work together to attempt to sell the home before it's foreclosed upon.

Traditional refers to a property listed by a typical seller who is not in either of the prior two categories.

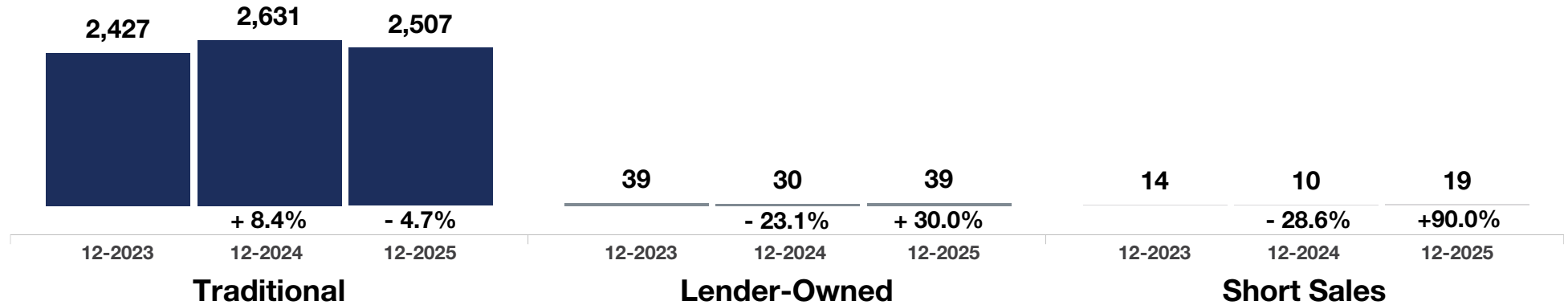
The numbers provided in this report are best estimates based upon data from NorthstarMLS and may not match other data sources perfectly. See Page 12 for an explanation of methodology.

Foreclosures and Short Sales in the Twin Cities

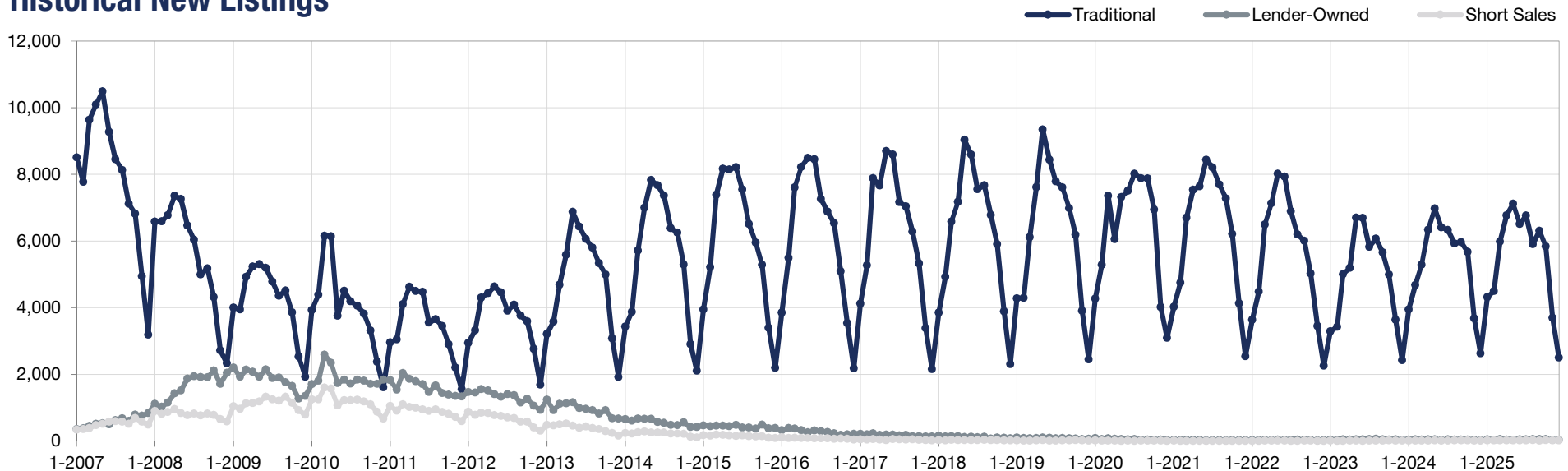
December 2025



New Listings



Historical New Listings

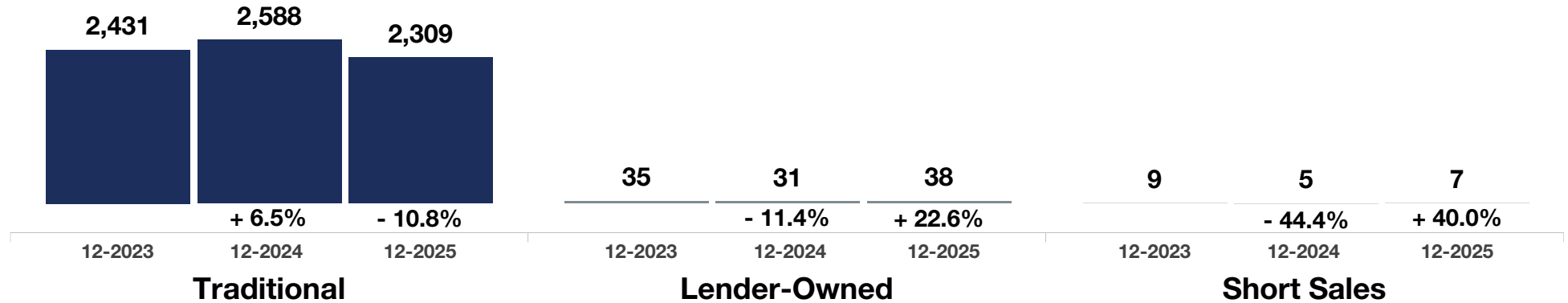


Foreclosures and Short Sales in the Twin Cities

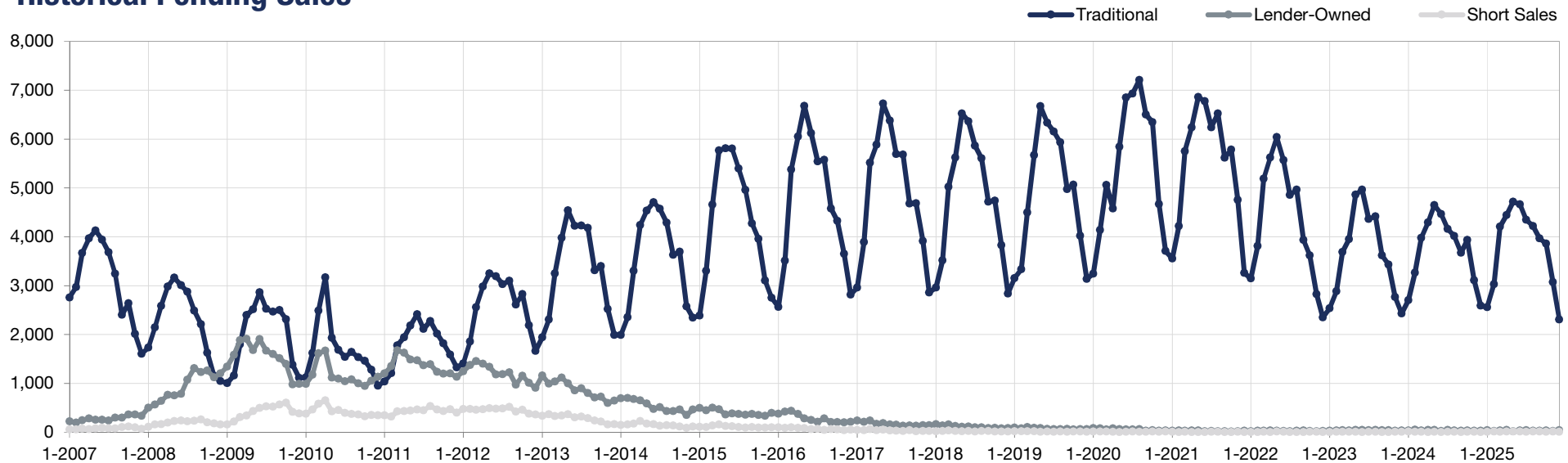
December 2025



Pending Sales



Historical Pending Sales

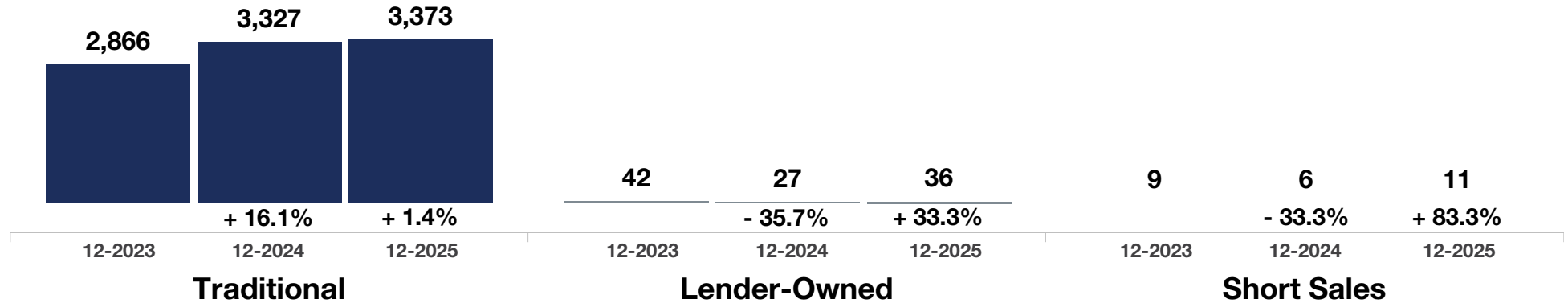


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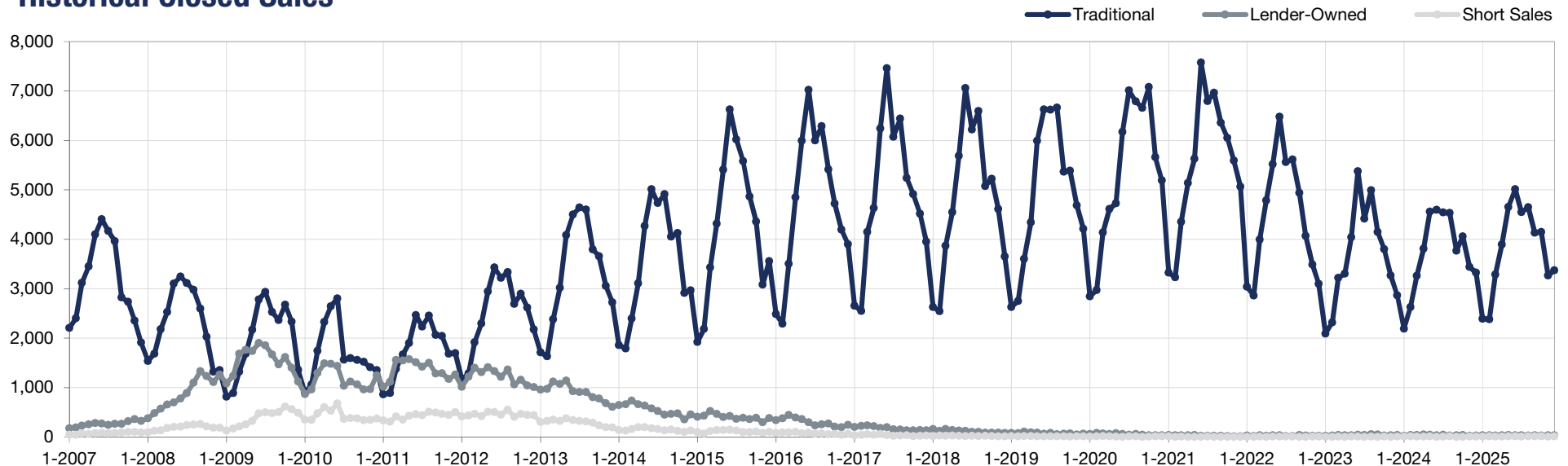
December 2025



Closed Sales



Historical Closed Sales

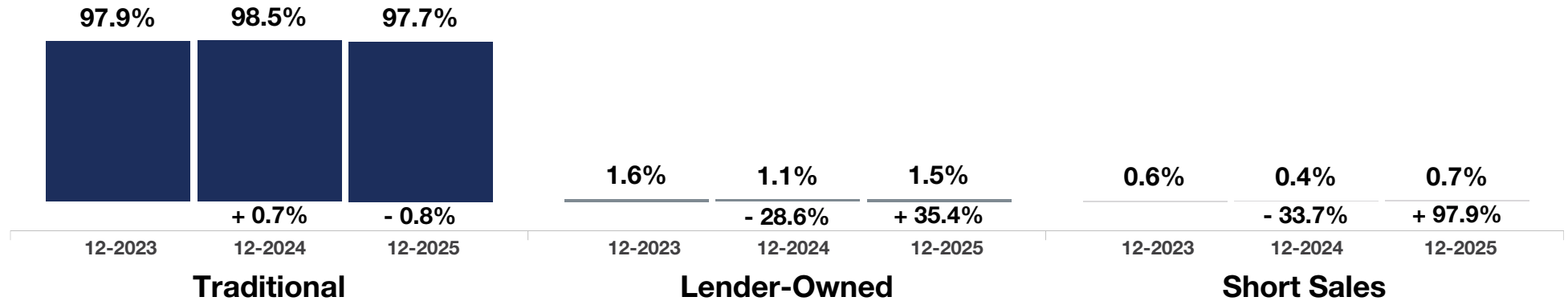


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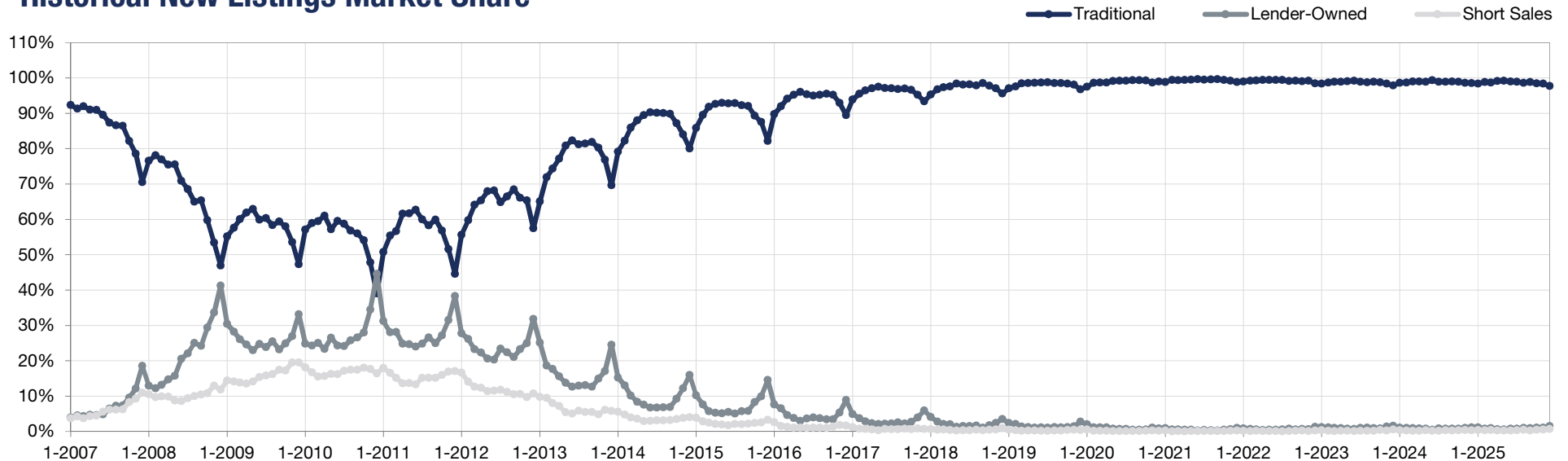
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New Listing Market Share (share of all new listings by segment)



Historical New Listings Market Share

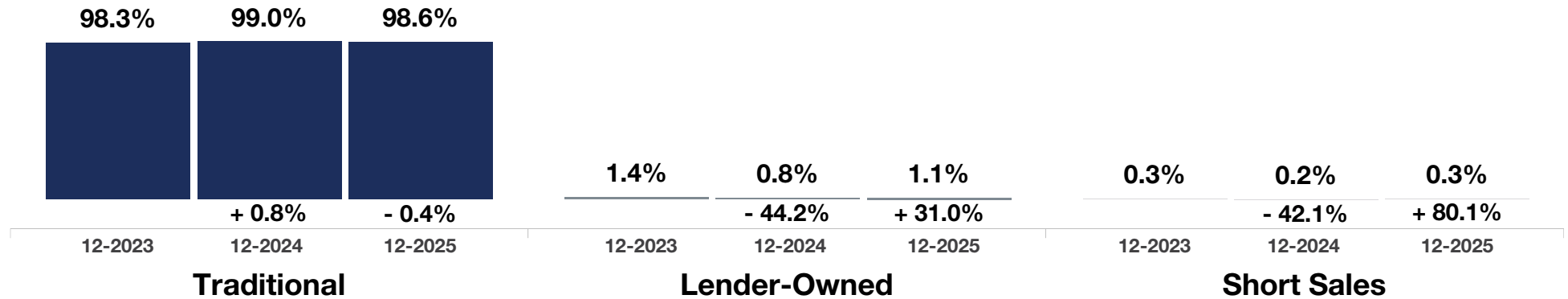


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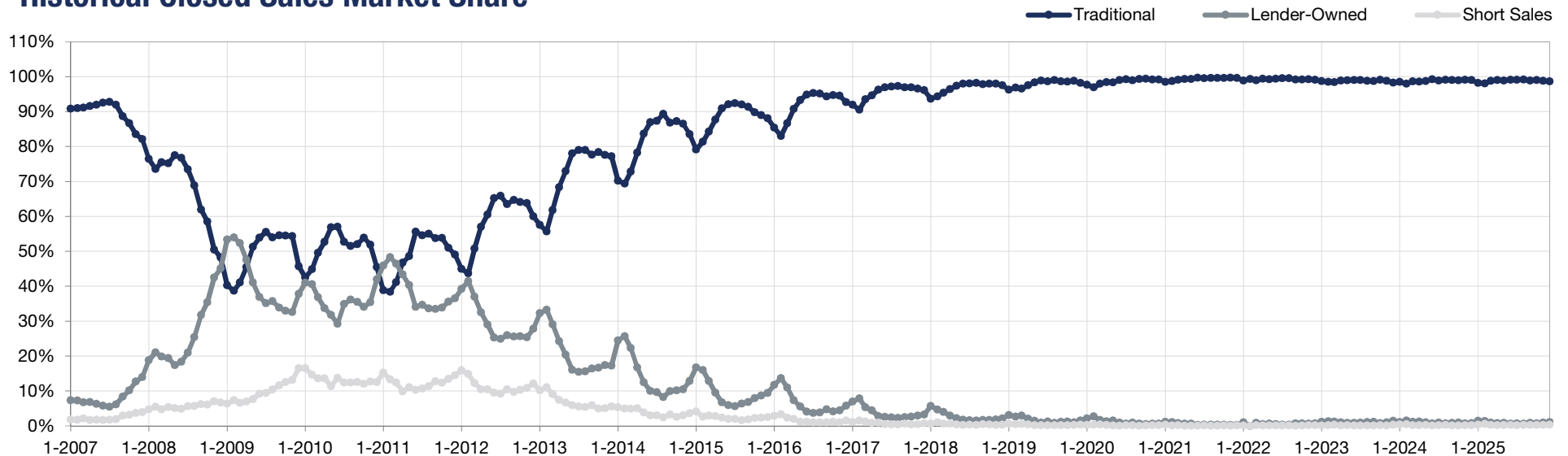
December 2025



Closed Sales Market Share (share of all closed sales by segment)



Historical Closed Sales Market Share

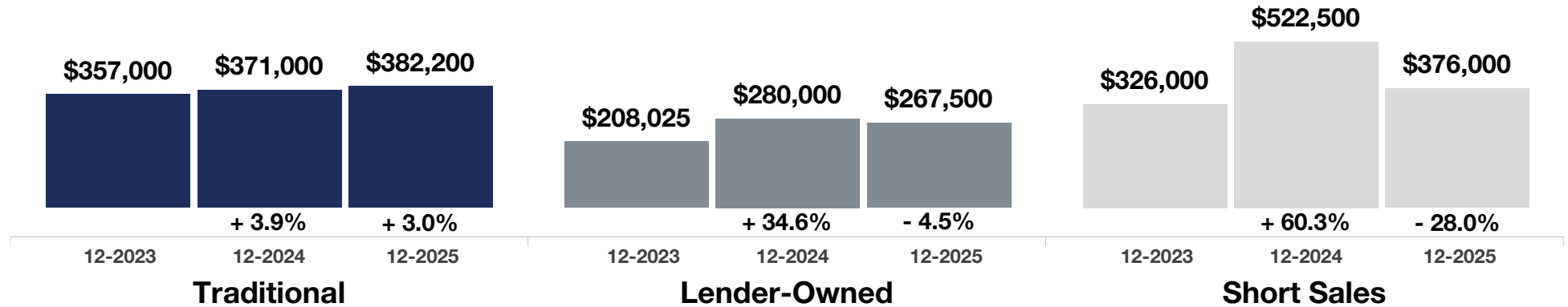


Foreclosures and Short Sales in the Twin Cities

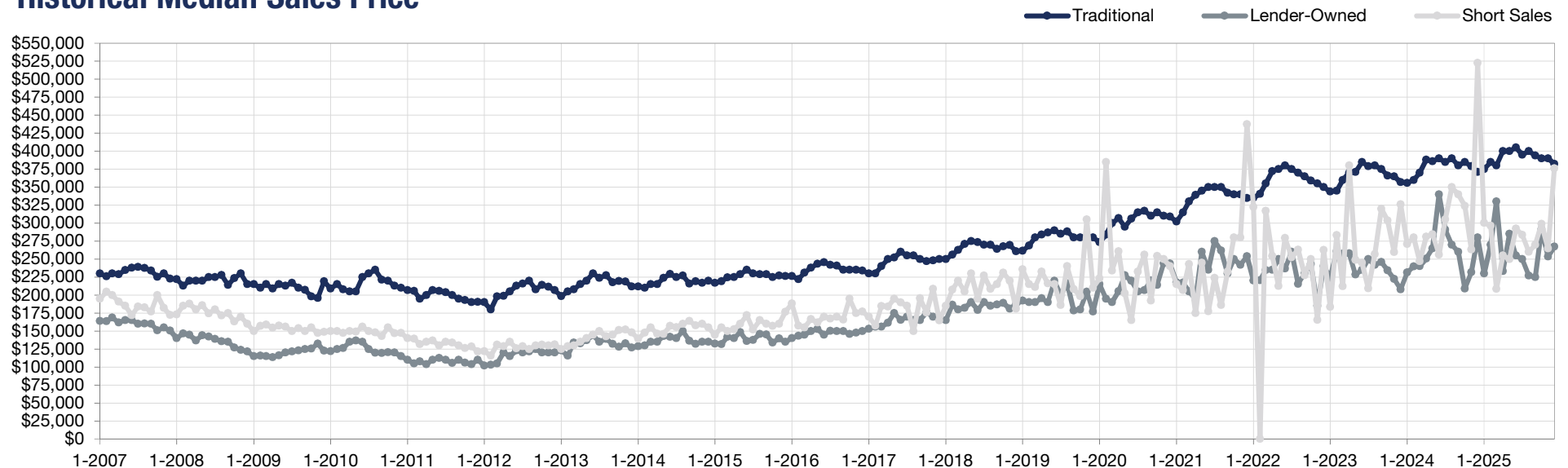
December 2025



Median Sales Price



Historical Median Sales Price

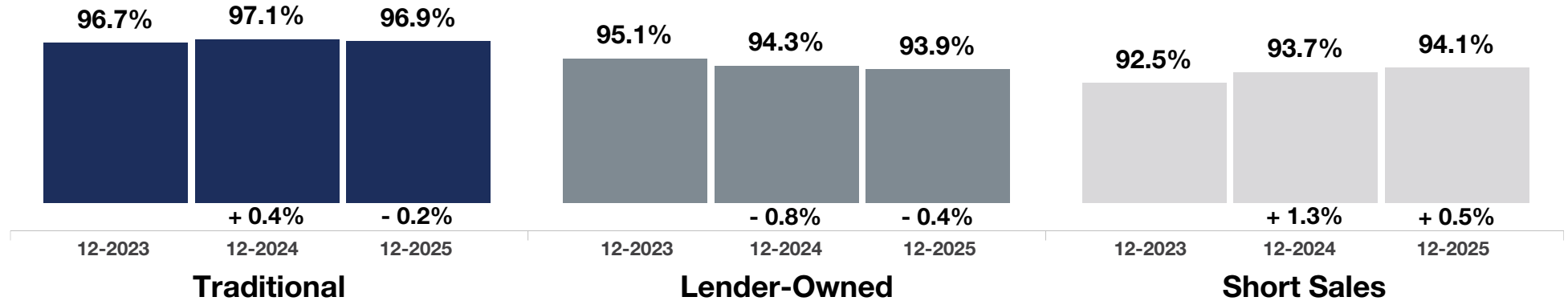


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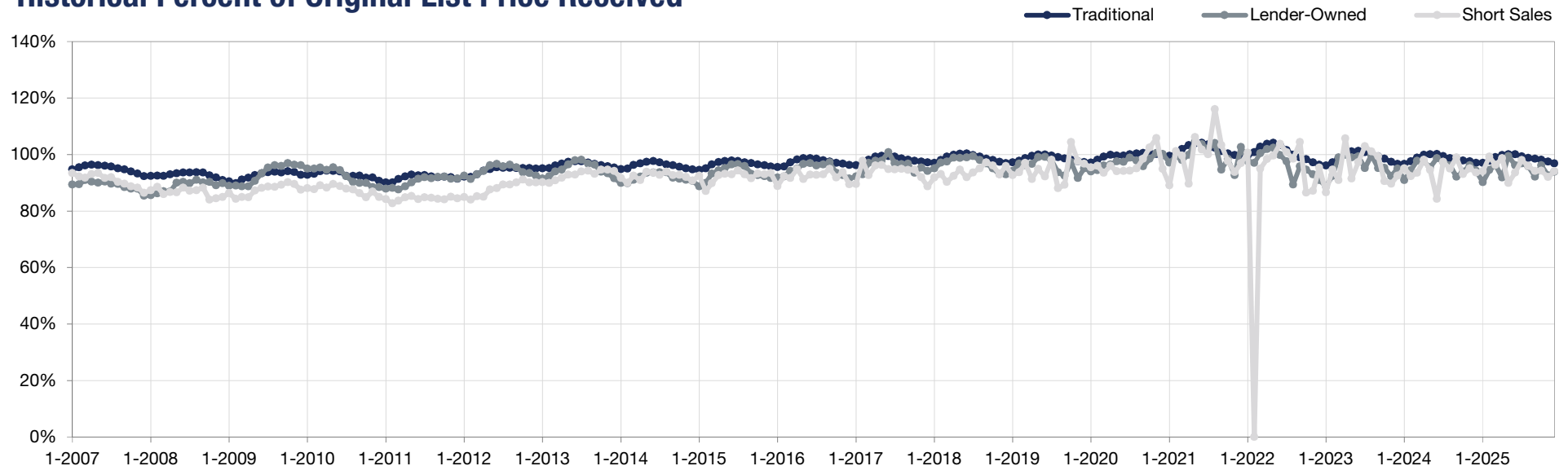
December 2025



Percent of Original List Price Received



Historical Percent of Original List Price Received

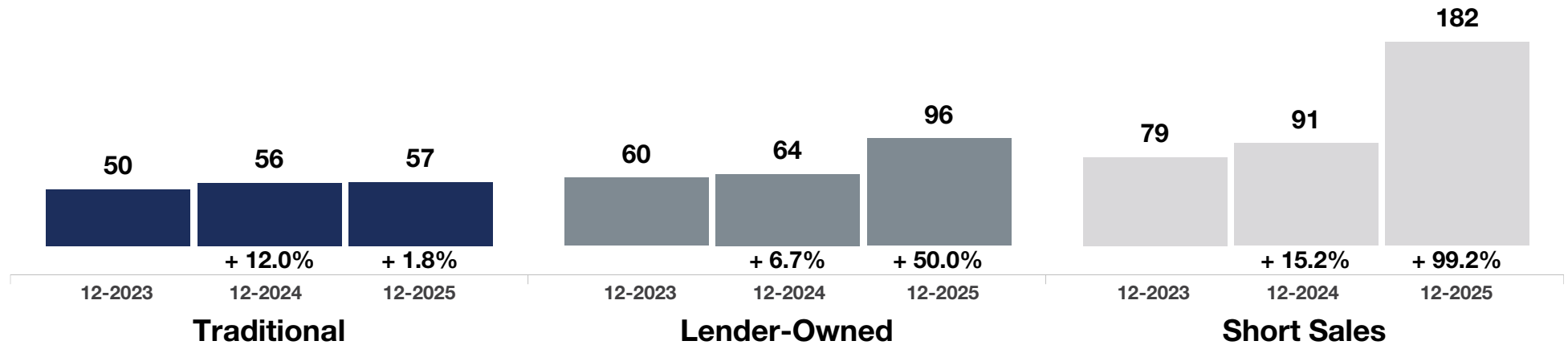


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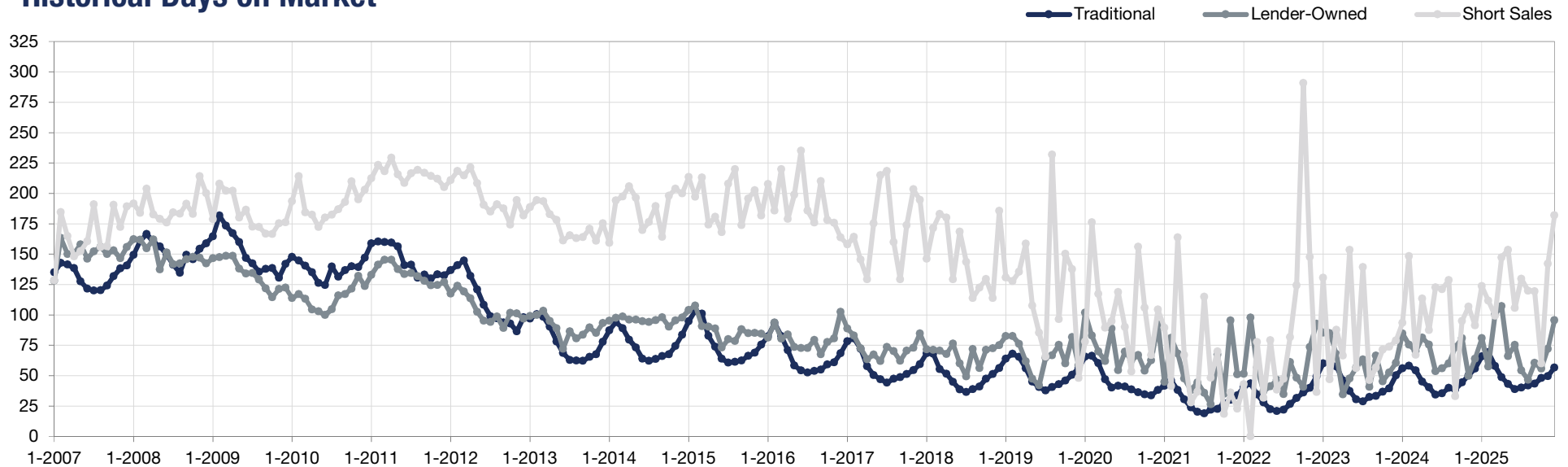
December 2025



Days on Market Until Sale



Historical Days on Market

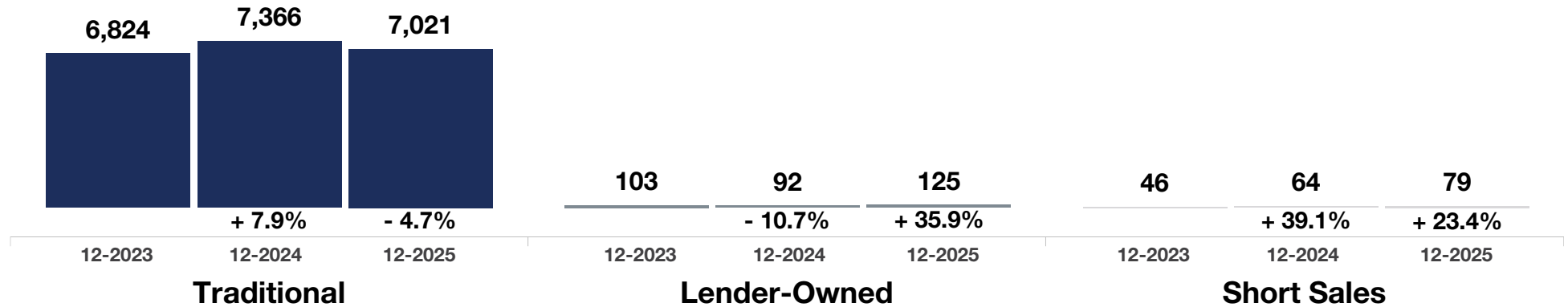


Foreclosures and Short Sales in the Twin Cities

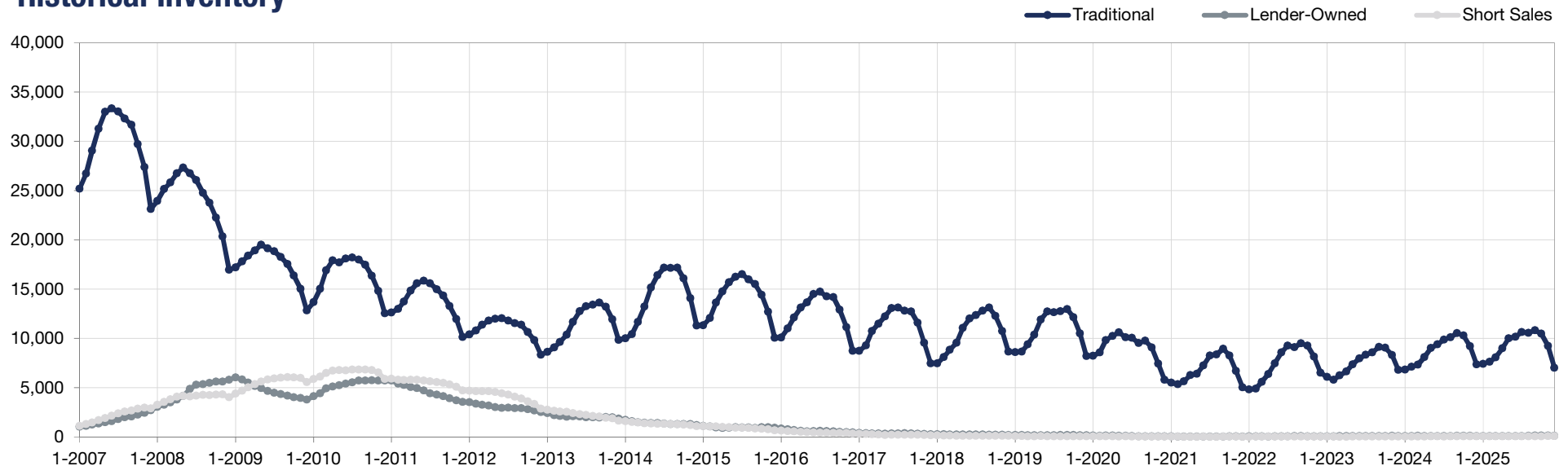
December 2025



Inventory of Homes for Sale



Historical Inventory

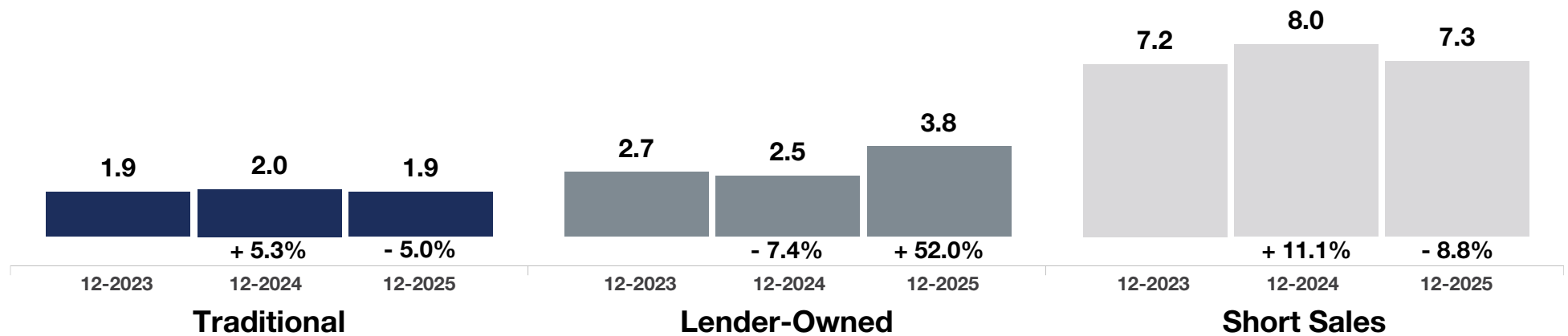


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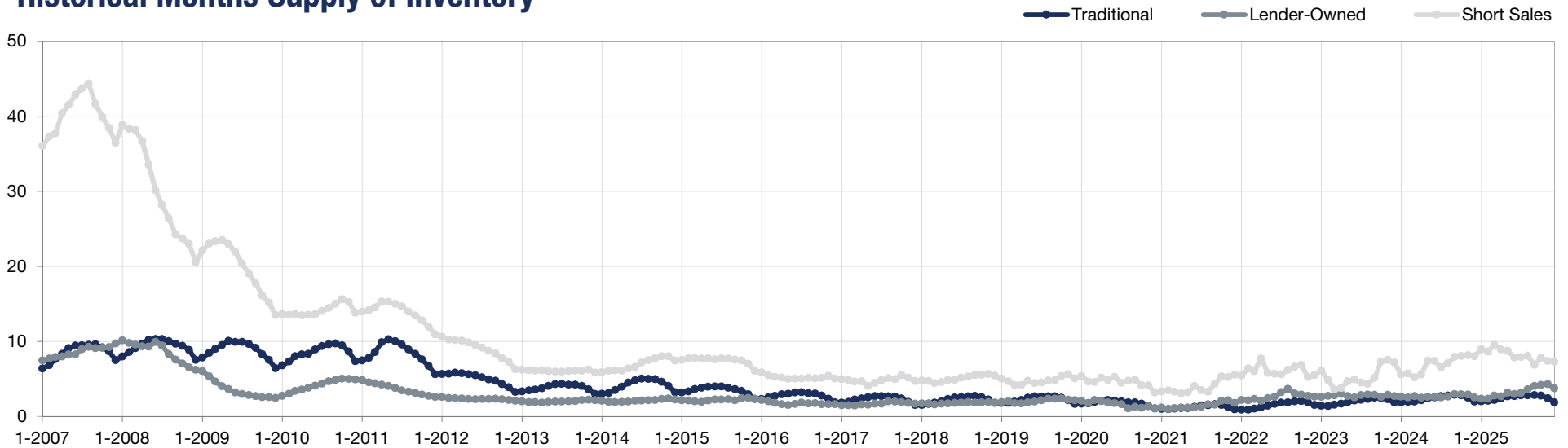
December 2025



Months Supply of Inventory



Historical Months Supply of Inventory



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December 2025



Explanation of Methodology

These property definitions rely on the analysis of remarks left by REALTORS® in NorthstarMLS listings and upon the following selected data fields in NorthstarMLS: In Foreclosure, Bank-Owned, Short Sale.

A property is a “Lender-Owned Foreclosure” when any of the following rules are met:

- Lender-Owned = “Yes”
- One of the following terms are found in Agent Remarks, Public Remarks or Financial Remarks:
 - bank owned
 - bank-owned
 - bank-owne
 - foreclosure
 - forclosure
 - reo
 - hud acquire
 - hud-acquire
 - hud-acquired
 - corporate owned
 - corporate-owned
 - corp owned
 - corp. owned
 - corp-owned
 - corp owner

A property is a “Short Sale” when any of the following rules are met:

- Short Sale = “Yes”
- One of the following terms are found in Agent Remarks, Public Remarks or Financial Remarks:
 - short sale
 - shortsale
 - short-sale
 - in foreclosure
 - in forclosure
 - preforeclosure
 - preforsale
 - bank approv
 - lender approve
 - subject to bank
 - subject to lender
 - redemption
 - subject to corp
 - subj to corp
 - 3rd-party approval
 - third-party approval
 - 3rd party approve
 - subject to third
 - subject to 3rd

Properties containing these specific phrases in the same remark fields are NOT counted in either category:

- | | | | |
|---------------------|--------------------|-----------------|------------------------|
| • not a foreclosure | • not a short sale | • no short sale | • tired of short sale |
| • not a forclosure | • not a shortsale | • no shortsale | • tired of shortsale |
| • no foreclosure | • not a short-sale | • no short-sale | • tired of short-sale |
| • no forclosure | • not short sale | • not a bank | • tired of foreclosure |
| • not foreclosure | • not shortsale | • not bank | • tired of forclosure |
| • not forclosure | • not short-sale | • no bank | |

Methodology originally developed in part by Aaron Dickinson, REALTOR®, www.aaronsold.com.