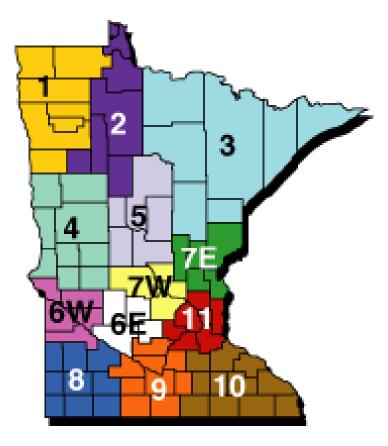
**Local Market Updates** 



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### **Minnesota Regional Development Organizations**



- 1 Northwest Region
- 2 Headwaters Region
- 3 Arrowhead Region
- 4 West Central Region
- 5 North Central Region
- 6E Southwest Region
- 6W Upper Minnesota Valley

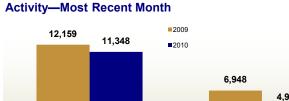
- 7E East Central Region
- 7W Central Region
- 8 Southwest Region
- 9 South Central Region
- 10 Southeast Region
- 11 7-County Twin Cities

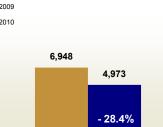
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Entire State	ŀ	August			Year to Date		
	2009	2010	Change	2009	2010	Change	
New Listings	12,159	11,348	- 6.7%	102,977	103,764	+ 0.8%	
Closed Sales	6,948	4,973	- 28.4%	45,382	42,935	- 5.4%	
Median Sales Price	\$157,000	\$156,000	- 0.6%	\$150,500	\$154,000	+ 2.3%	
Percent of Original List Price Received at Sale*	92.8%	90.0%	- 3.0%	91.0%	92.0%	+ 1.0%	
Months Supply of Inventory	11.6	11.8	+ 1.7%				
Inventory of Homes for Sale	63,995	65,608	+ 2.5%				

\*Does not account for list prices from any previous listing contracts



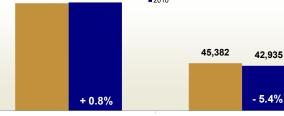


**New Listings** 

- 6.7%

**Closed Sales** 

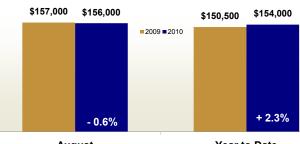




**New Listings** 

**Closed Sales** 

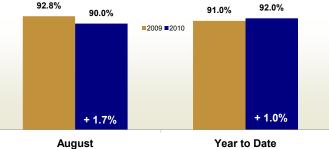




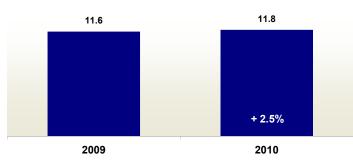
August

Year to Date

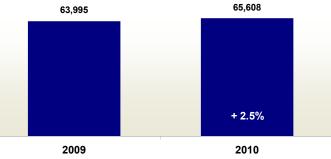




**Months Supply of Inventory** 



**Inventory of Homes for Sale** 63,995

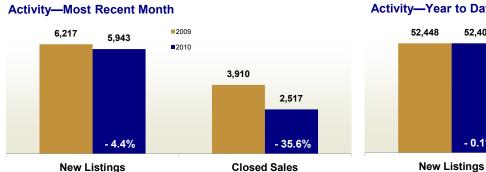


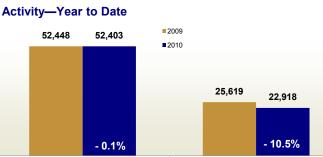
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7 County Twin Cities	August			Year to Date		
Region	2009	2010	Change	2009	2010	Change
New Listings	6,217	5,943	- 4.4%	52,448	52,403	- 0.1%
Closed Sales	3,910	2,517	- 35.6%	25,619	22,918	- 10.5%
Median Sales Price	\$177,000	\$180,000	+ 1.7%	\$170,000	\$176,000	+ 3.5%
Percent of Original List Price Received at Sale*	94.4%	91.3%	- 3.3%	92.1%	93.3%	+ 1.4%
Months Supply of Inventory	9.1	9.4	+ 3.5%			
Inventory of Homes for Sale	27,525	28,340	+ 3.0%			

\*Does not account for list prices from any previous listing contracts



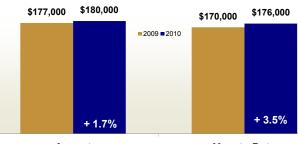


**Closed Sales** 

**New Listings** 



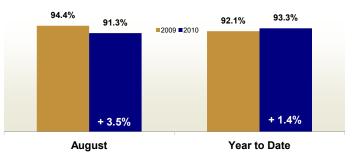




August

Year to Date

#### Percent of Original List Price Received



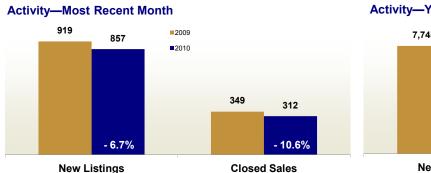
**Months Supply of Inventory Inventory of Homes for Sale** 9.4 28,340 27,525 9.1 + 3.0% + 3.0% 2009 2010 2009 2010

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Arrowhead Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	919	857	- 6.7%	7,745	7,781	+ 0.5%
Closed Sales	349	312	- 10.6%	2,167	2,378	+ 9.7%
Median Sales Price	\$138,000	\$133,500	- 3.3%	\$129,000	\$129,900	+ 0.7%
Percent of Original List Price Received at Sale*	90.2%	89.1%	- 1.2%	89.8%	89.7%	- 0.1%
Months Supply of Inventory	19.7	20.0	+ 1.4%			
Inventory of Homes for Sale	5,678	6,059	+ 6.7%			

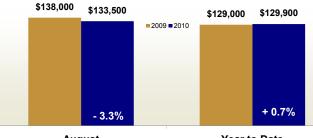
\*Does not account for list prices from any previous listing contracts





**Closed Sales** 

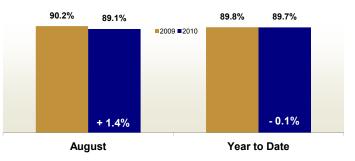
#### **Median Sales Price**



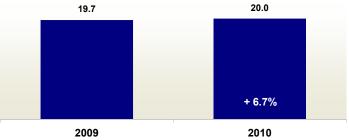
August

Year to Date

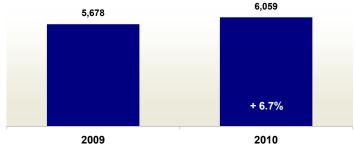
#### Percent of Original List Price Received







**Inventory of Homes for Sale** 

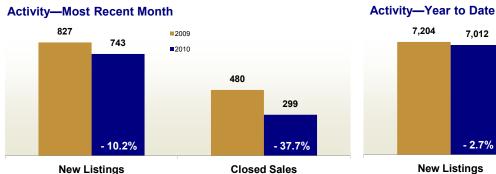


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<b>Central Region</b>	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	827	743	- 10.2%	7,204	7,012	- 2.7%
Closed Sales	480	299	- 37.7%	3,285	3,027	- 7.9%
Median Sales Price	\$150,000	\$154,900	+ 3.3%	\$145,000	\$147,000	+ 1.4%
Percent of Original List Price Received at Sale*	93.8%	90.6%	- 3.4%	91.1%	92.5%	+ 1.6%
Months Supply of Inventory	10.4	10.4	+ 0.2%			
Inventory of Homes for Sale	4,154	4,080	- 1.8%			

\*Does not account for list prices from any previous listing contracts

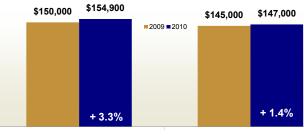


### 3,285 3,027 - 7.9% - 2.7% New Listings **Closed Sales**

2009

2010





August

Year to Date

90.6%

Percent of Original List Price Received

7,012



2009 2010

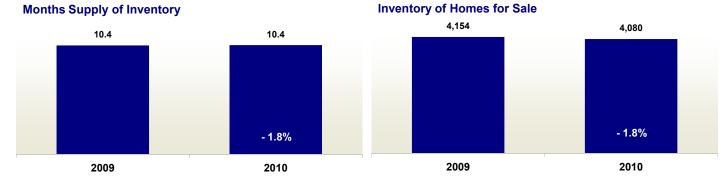
August

93.8%

Year to Date

91.1%

92.5%

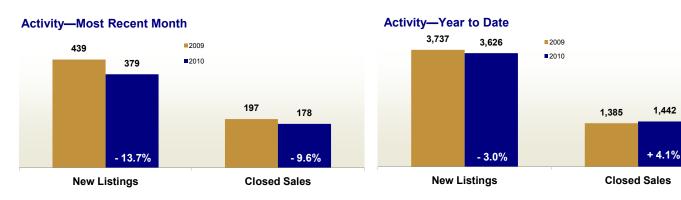


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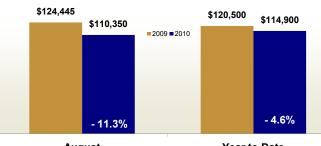


East Central Region	-	August			Year to Date		
	2009	2010	Change	2009	2010	Change	
New Listings	439	379	- 13.7%	3,737	3,626	- 3.0%	
Closed Sales	197	178	- 9.6%	1,385	1,442	+ 4.1%	
Median Sales Price	\$124,445	\$110,350	- 11.3%	\$120,500	\$114,900	- 4.6%	
Percent of Original List Price Received at Sale*	88.8%	88.8%	- 0.1%	87.9%	90.5%	+ 3.0%	
Months Supply of Inventory	13.8	13.0	- 5.7%				
Inventory of Homes for Sale	2,361	2,291	- 3.0%				

\*Does not account for list prices from any previous listing contracts



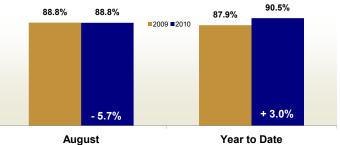




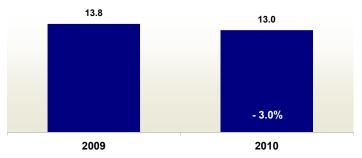
August

Year to Date

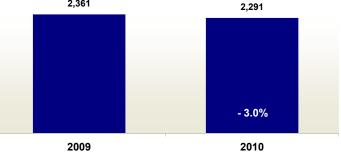
### Percent of Original List Price Received



**Months Supply of Inventory** 



**Inventory of Homes for Sale** 2,361

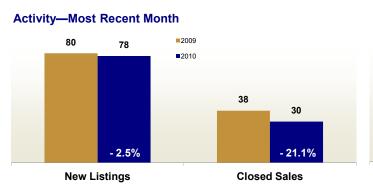


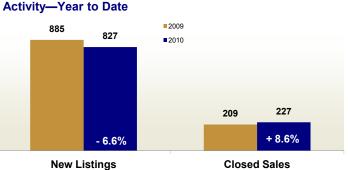
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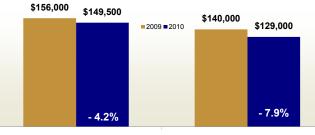
Headwaters Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	80	78	- 2.5%	885	827	- 6.6%
Closed Sales	38	30	- 21.1%	209	227	+ 8.6%
Median Sales Price	\$156,000	\$149,500	- 4.2%	\$140,000	\$129,000	- 7.9%
Percent of Original List Price Received at Sale*	91.6%	87.9%	- 4.0%	87.8%	87.4%	- 0.5%
Months Supply of Inventory	33.2	24.0	- 27.5%			
Inventory of Homes for Sale	854	754	- 11.7%			

\*Does not account for list prices from any previous listing contracts





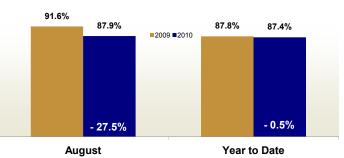




August

Year to Date





754

- 11.7%

2010

 
 Months Supply of Inventory 33.2
 Inventory of Homes for Sale 854

 24.0
 -11.7%

 2009
 2010

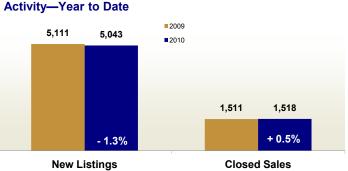
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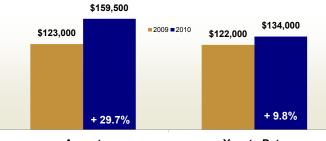
North Central Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	558	514	- 7.9%	5,111	5,043	- 1.3%
Closed Sales	251	219	- 12.7%	1,511	1,518	+ 0.5%
Median Sales Price	\$123,000	\$159,500	+ 29.7%	\$122,000	\$134,000	+ 9.8%
Percent of Original List Price Received at Sale*	86.1%	86.4%	+ 0.3%	87.2%	88.1%	+ 1.1%
Months Supply of Inventory	22.9	22.5	- 1.7%			
Inventory of Homes for Sale	4,365	4,497	+ 3.0%			

\*Does not account for list prices from any previous listing contracts





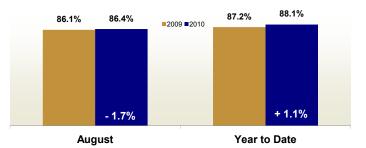
#### **Median Sales Price**



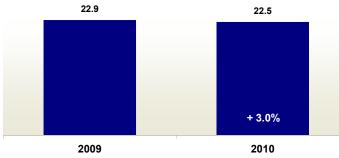
August

Year to Date

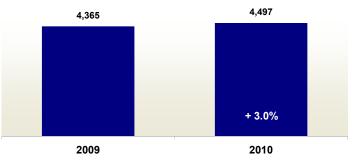
#### Percent of Original List Price Received



Months Supply of Inventory







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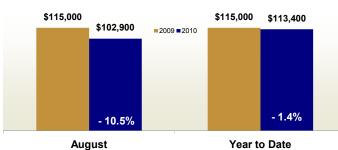
Northwest Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	122	97	- 20.5%	911	1,026	+ 12.6%
Closed Sales	52	54	+ 3.8%	301	311	+ 3.3%
Median Sales Price	\$115,000	\$102,900	- 10.5%	\$115,000	\$113,400	- 1.4%
Percent of Original List Price Received at Sale*	84.6%	85.9%	+ 1.6%	84.6%	86.0%	+ 1.6%
Months Supply of Inventory	20.7	21.5	+ 3.7%			
Inventory of Homes for Sale	776	796	+ 2.6%			

\*Does not account for list prices from any previous listing contracts

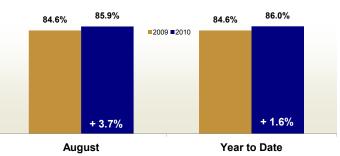




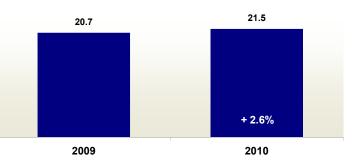
#### **Median Sales Price**



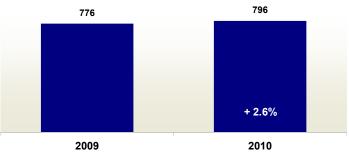
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale

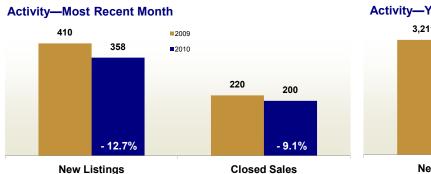


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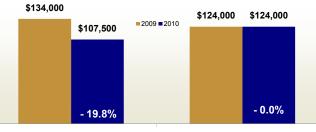
South Central Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	410	358	- 12.7%	3,211	2,990	- 6.9%
Closed Sales	220	200	- 9.1%	1,589	1,469	- 7.6%
Median Sales Price	\$134,000	\$107,500	- 19.8%	\$124,000	\$124,000	- 0.0%
Percent of Original List Price Received at Sale*	89.9%	88.2%	- 1.8%	89.8%	90.5%	+ 0.8%
Months Supply of Inventory	10.8	11.4	+ 4.9%			
Inventory of Homes for Sale	2,143	2,135	- 0.4%			

\*Does not account for list prices from any previous listing contracts





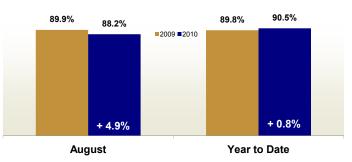




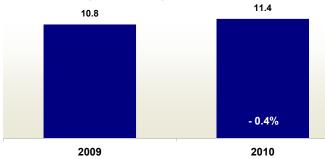
August

Year to Date

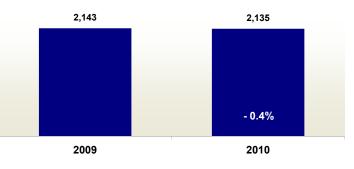
#### Percent of Original List Price Received











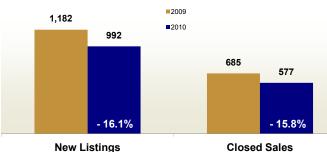
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Southeast Region	ŀ	August			Year to Date		
	2009	2010	Change	2009	2010	Change	
New Listings	1,182	992	- 16.1%	9,572	10,223	+ 6.8%	
Closed Sales	685	577	- 15.8%	4,827	4,897	+ 1.5%	
Median Sales Price	\$144,950	\$138,900	- 4.2%	\$140,080	\$138,000	- 1.5%	
Percent of Original List Price Received at Sale*	92.2%	89.1%	- 3.3%	91.2%	91.6%	+ 0.4%	
Months Supply of Inventory	10.5	10.9	+ 4.5%				
Inventory of Homes for Sale	6,301	6,626	+ 5.2%				

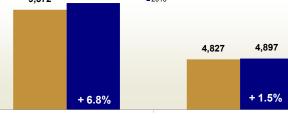
\*Does not account for list prices from any previous listing contracts







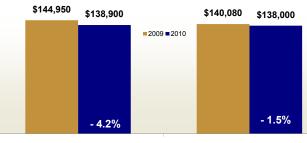




**New Listings** 

**Closed Sales** 

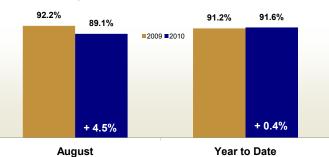


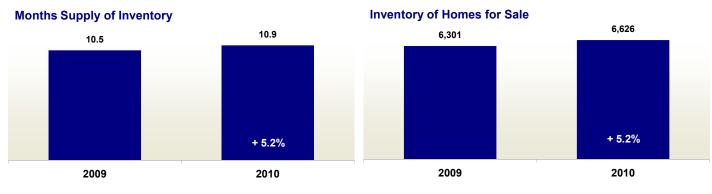


August

Year to Date







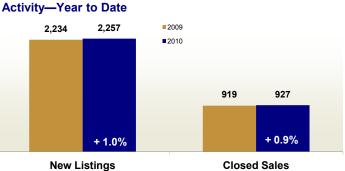
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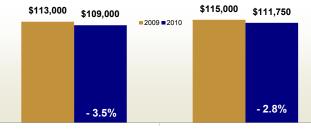
Southwest Central Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	281	276	- 1.8%	2,234	2,257	+ 1.0%
Closed Sales	140	136	- 2.9%	919	927	+ 0.9%
Median Sales Price	\$113,000	\$109,000	- 3.5%	\$115,000	\$111,750	- 2.8%
Percent of Original List Price Received at Sale*	89.7%	87.8%	- 2.0%	89.3%	89.2%	- 0.1%
Months Supply of Inventory	14.4	14.4	- 0.2%			
Inventory of Homes for Sale	1,616	1,624	+ 0.5%			

\*Does not account for list prices from any previous listing contracts





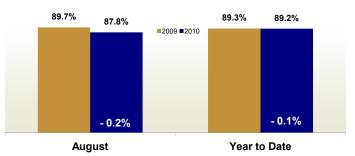
#### **Median Sales Price**



August

Year to Date

#### Percent of Original List Price Received



 Months Supply of Inventory
 Inventory of Homes for Sale

 14.4
 14.4
 1,616
 1,624

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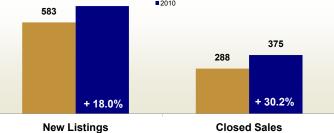


Southwest Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	79	88	+ 11.4%	583	688	+ 18.0%
Closed Sales	51	50	- 2.0%	288	375	+ 30.2%
Median Sales Price	\$106,000	\$83,500	- 21.2%	\$94,000	\$90,000	- 4.3%
Percent of Original List Price Received at Sale*	88.6%	87.3%	- 1.4%	86.1%	87.7%	+ 1.8%
Months Supply of Inventory	13.9	10.8	- 22.3%			
Inventory of Homes for Sale	516	538	+ 4.3%			

\*Does not account for list prices from any previous listing contracts



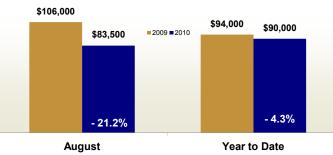




**New Listings** 

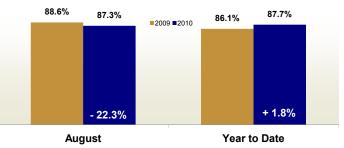
**Closed Sales** 





Percent of Original List Price Received

**Inventory of Homes for Sale** 

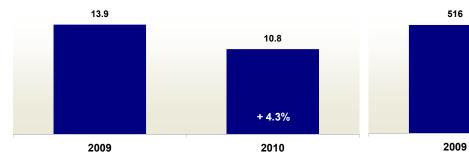


538

+ 4.3%

2010

**Months Supply of Inventory** 

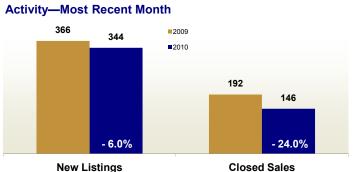


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West Central Region	August			Year to Date		
	2009	2010	Change	2009	2010	Change
New Listings	366	344	- 6.0%	3,287	3,400	+ 3.4%
Closed Sales	192	146	- 24.0%	1,081	1,165	+ 7.8%
Median Sales Price	\$125,000	\$132,000	+ 5.6%	\$128,800	\$132,500	+ 2.9%
Percent of Original List Price Received at Sale*	90.5%	88.3%	- 2.4%	89.1%	89.8%	+ 0.7%
Months Supply of Inventory	20.5	18.9	- 7.8%			
Inventory of Homes for Sale	2,822	2,737	- 3.0%			

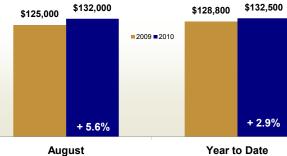
\*Does not account for list prices from any previous listing contracts









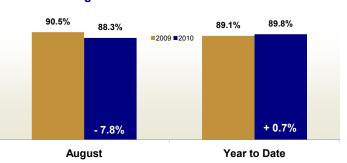


Percent of Original List Price Received

**Inventory of Homes for Sale** 

2,822

2009



2,737

- 3.0%

2010

**Months Supply of Inventory** 

