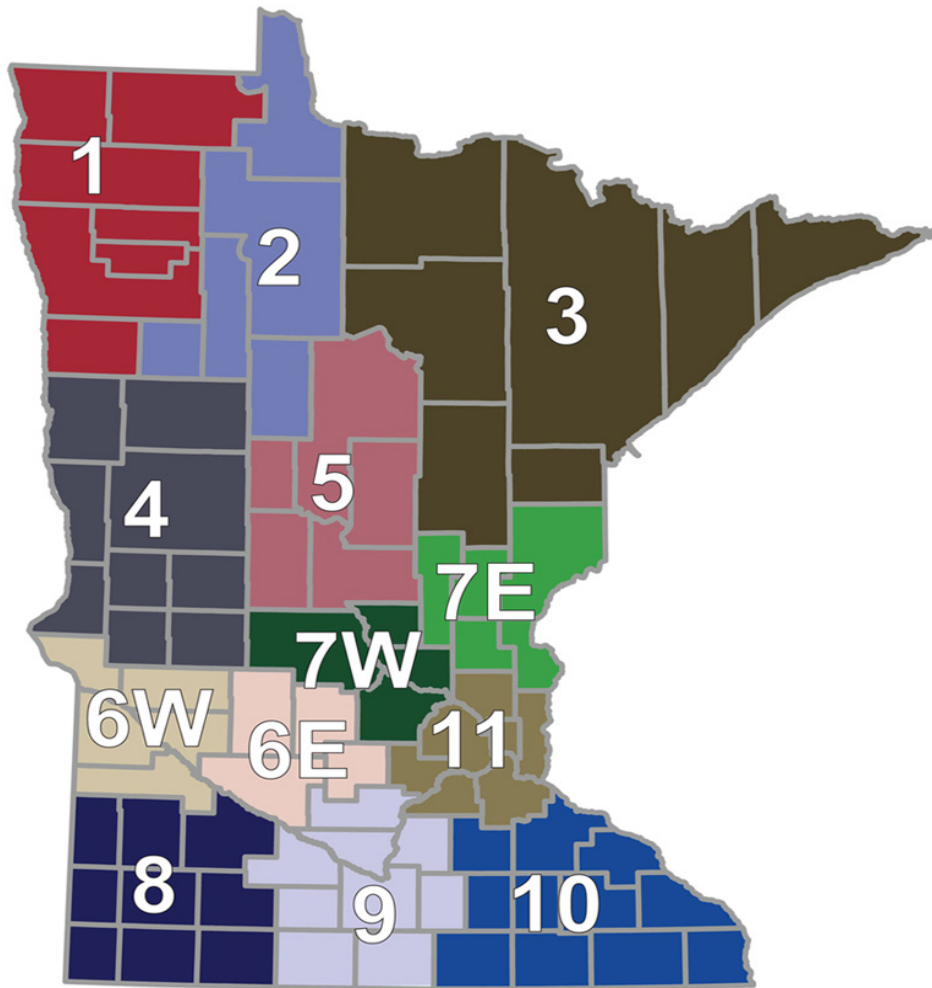
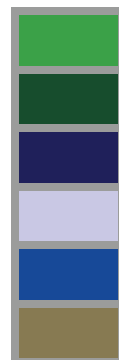


# Minnesota Regional Development Organizations



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



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

# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

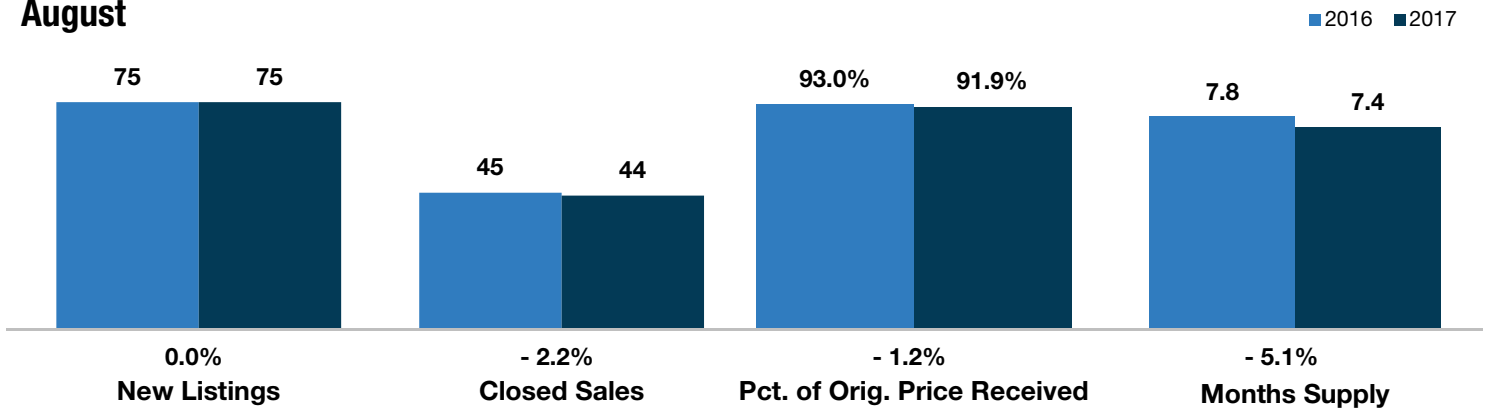


## 1 – Northwest Region

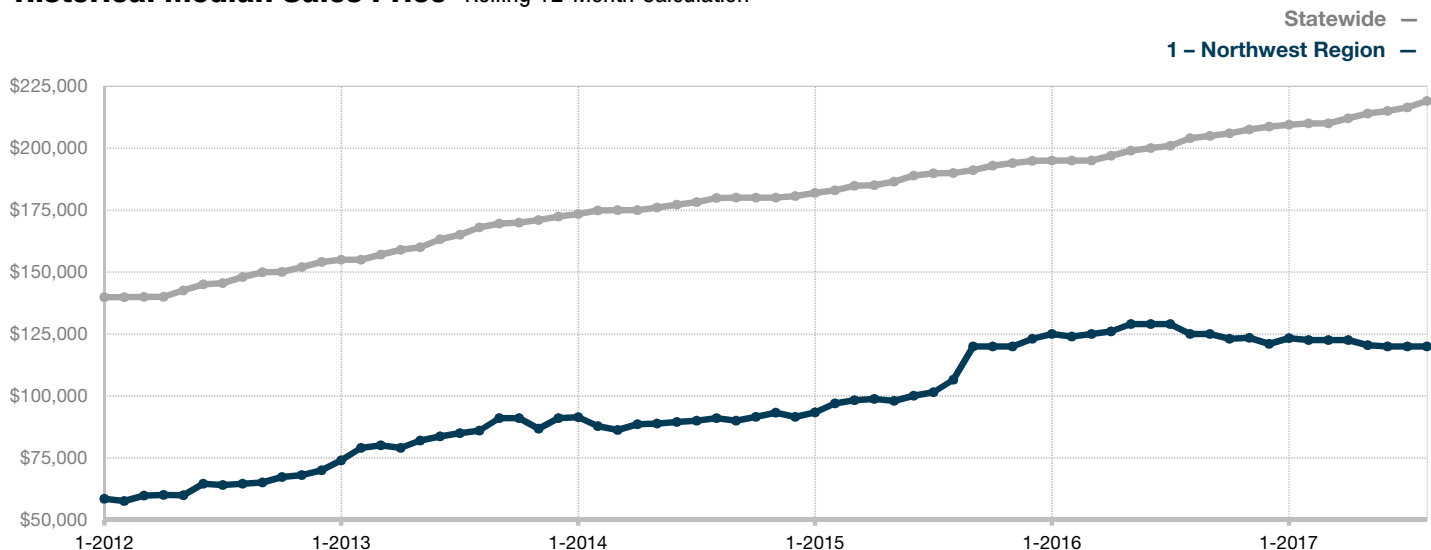
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	75	<b>75</b>	0.0%	411	<b>494</b>	+ 20.2%
Closed Sales	45	<b>44</b>	- 2.2%	224	<b>281</b>	+ 25.4%
Median Sales Price*	\$124,000	<b>\$132,250</b>	+ 6.7%	\$125,000	<b>\$124,500</b>	- 0.4%
Percent of Original List Price Received*	93.0%	<b>91.9%</b>	- 1.2%	92.1%	<b>92.0%</b>	- 0.1%
Days on Market Until Sale	108	<b>164</b>	+ 51.9%	142	<b>143</b>	+ 0.7%
Months Supply of Inventory	7.8	<b>7.4</b>	- 5.1%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

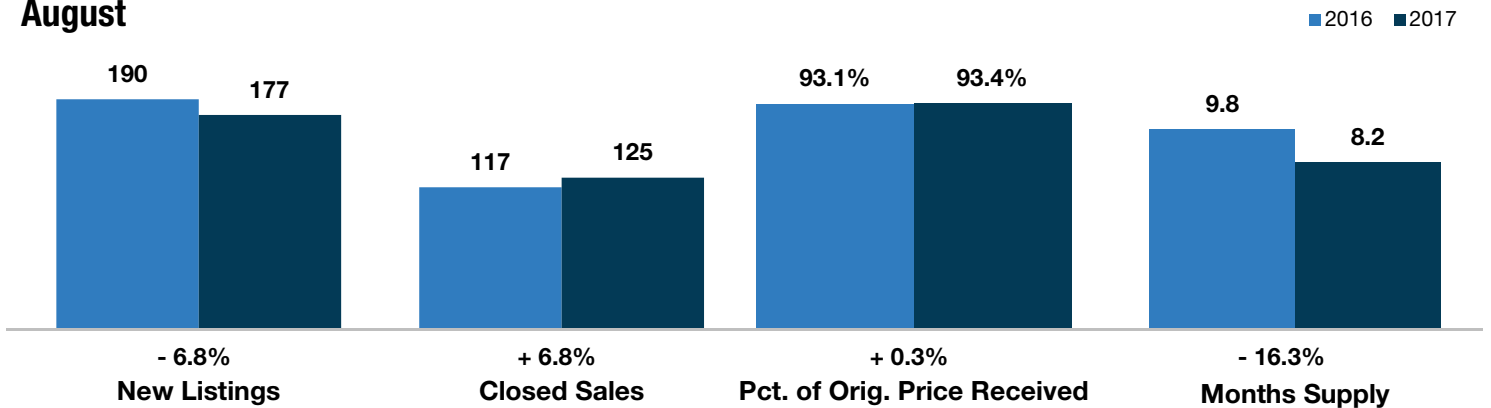


## 2 – Headwaters Region

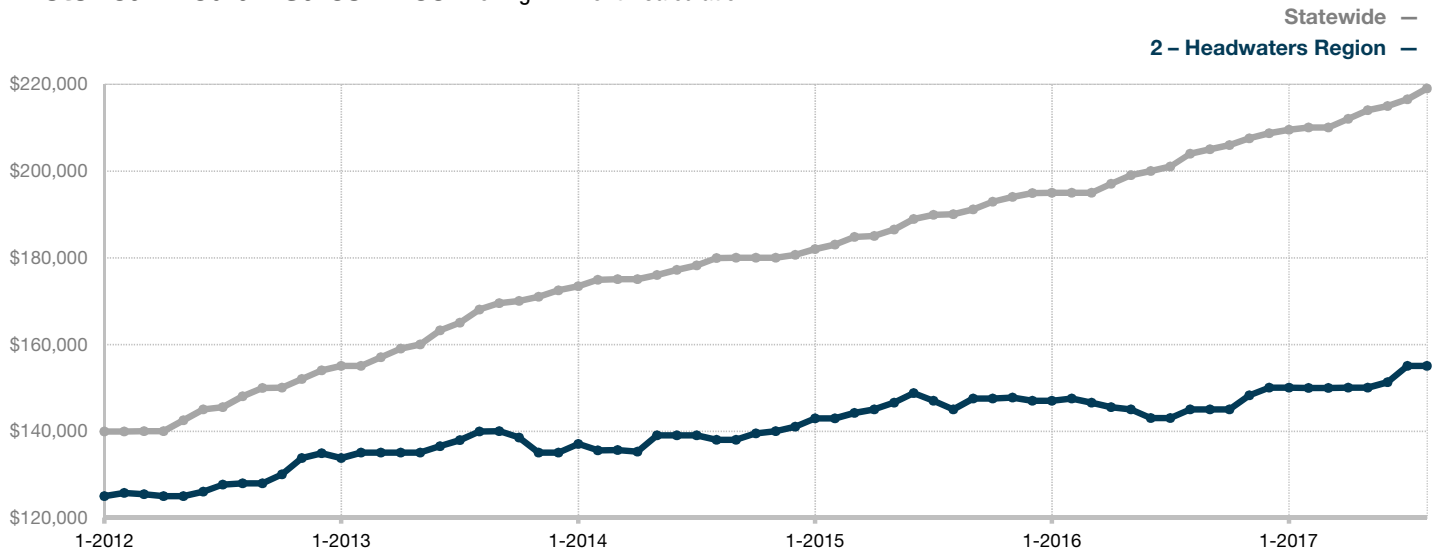
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	190	177	- 6.8%	1,343	1,296	- 3.5%
Closed Sales	117	125	+ 6.8%	701	695	- 0.9%
Median Sales Price*	\$165,000	\$169,000	+ 2.4%	\$145,000	\$155,000	+ 6.9%
Percent of Original List Price Received*	93.1%	93.4%	+ 0.3%	92.9%	93.6%	+ 0.8%
Days on Market Until Sale	110	109	- 0.9%	141	119	- 15.6%
Months Supply of Inventory	9.8	8.2	- 16.3%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

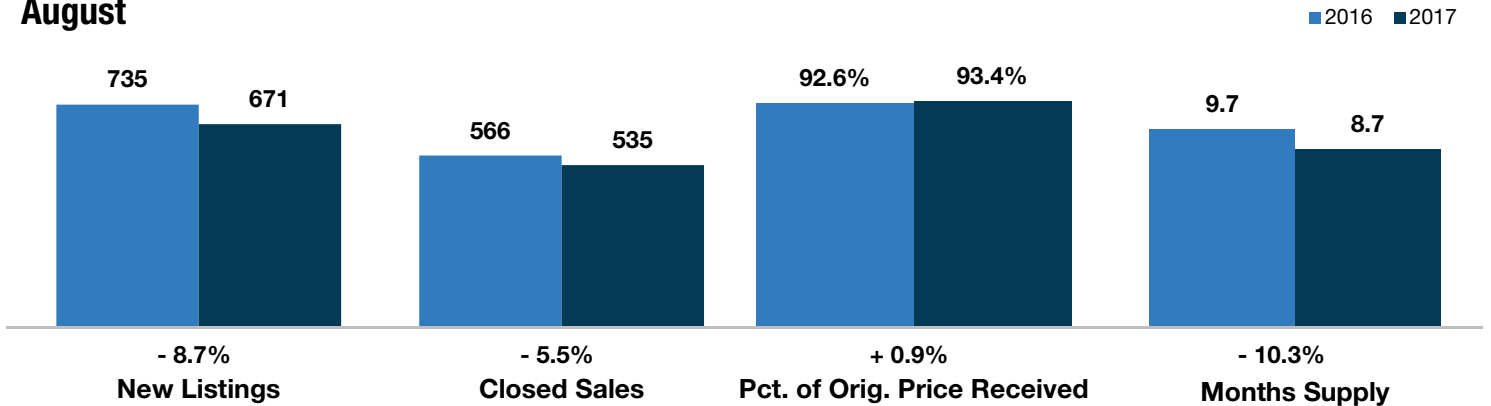


## 3 – Arrowhead Region

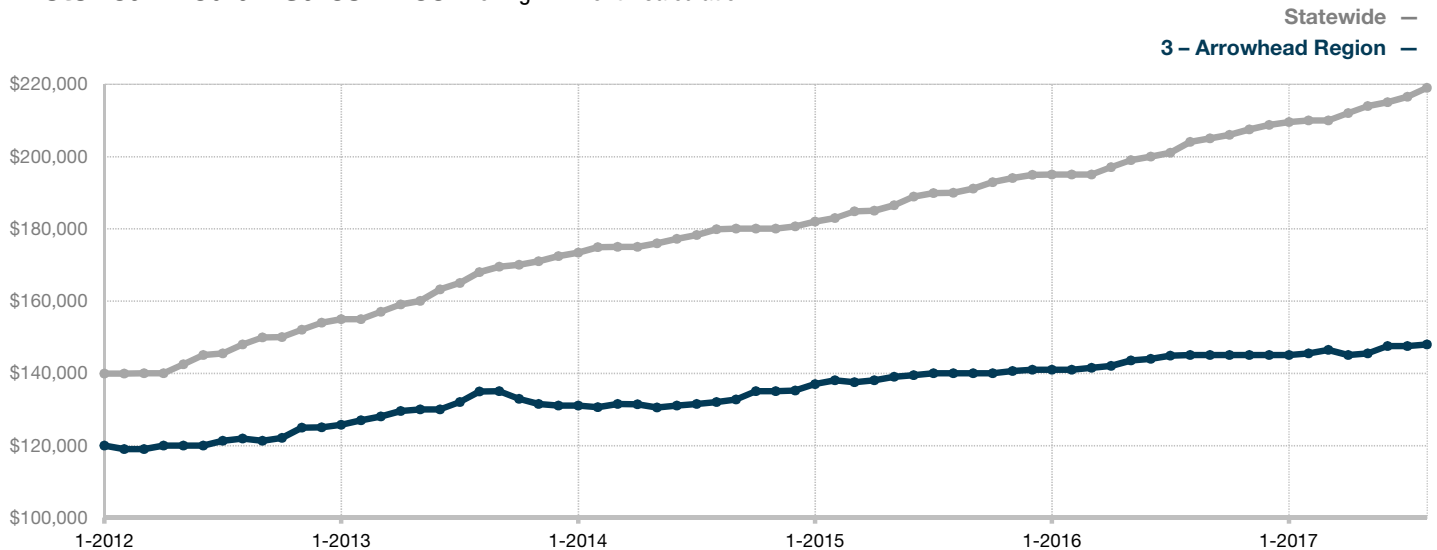
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	735	671	- 8.7%	6,217	5,702	- 8.3%
Closed Sales	566	535	- 5.5%	3,103	3,154	+ 1.6%
Median Sales Price*	\$152,700	\$159,900	+ 4.7%	\$147,000	\$150,500	+ 2.4%
Percent of Original List Price Received*	92.6%	93.4%	+ 0.9%	92.5%	93.3%	+ 0.9%
Days on Market Until Sale	85	78	- 8.2%	106	99	- 6.6%
Months Supply of Inventory	9.7	8.7	- 10.3%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

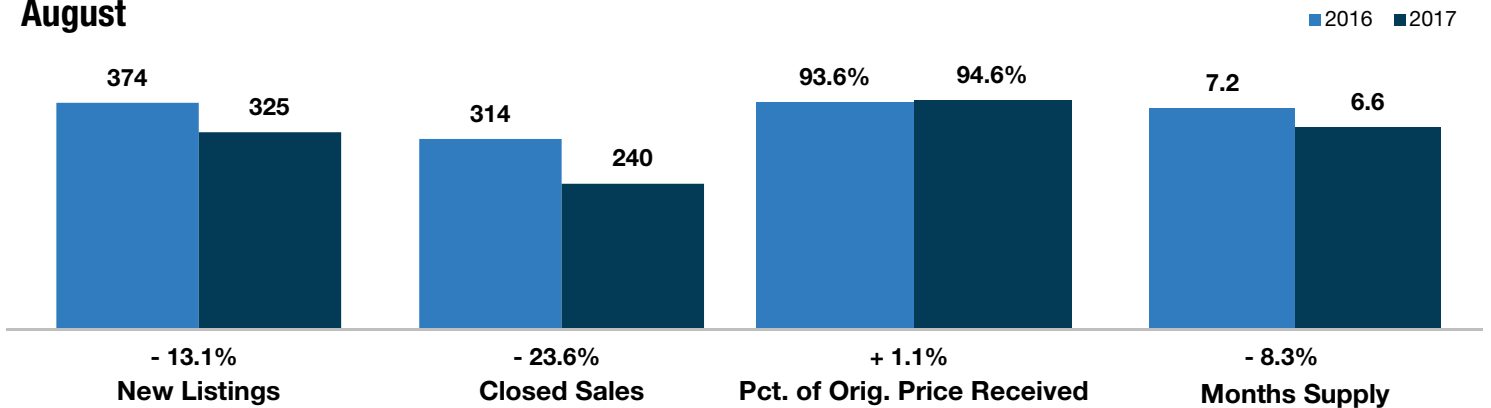


## 4 – West Central Region

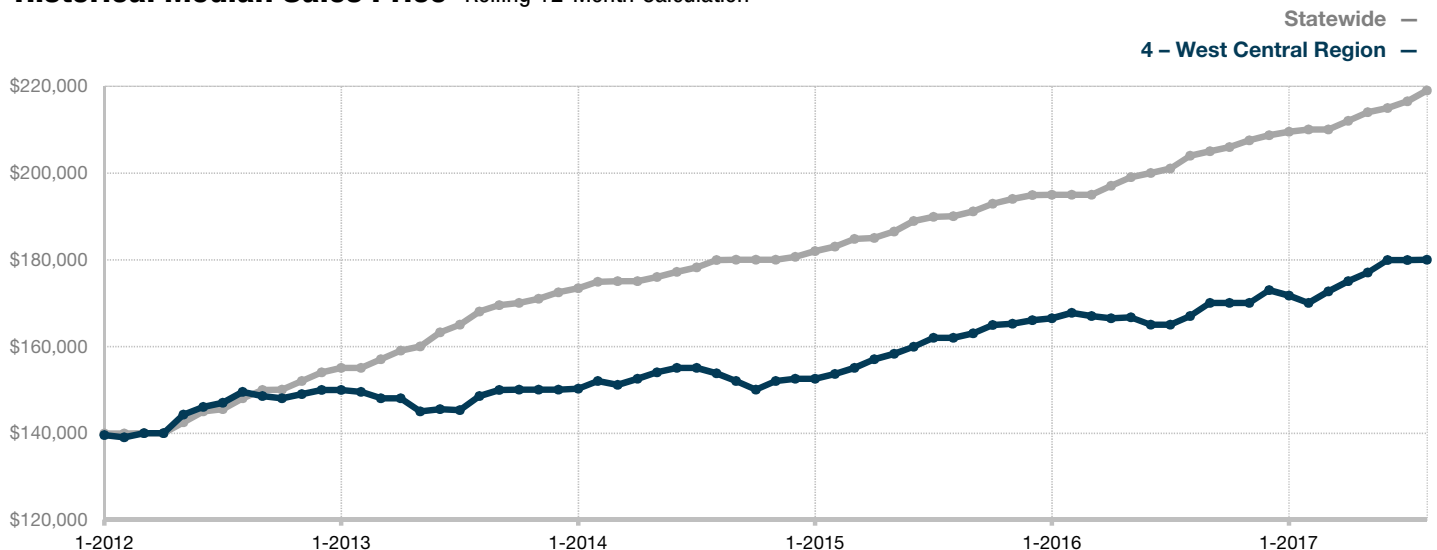
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	374	<b>325</b>	- 13.1%	2,923	<b>2,851</b>	- 2.5%
Closed Sales	314	<b>240</b>	- 23.6%	1,657	<b>1,658</b>	+ 0.1%
Median Sales Price*	\$174,000	<b>\$178,950</b>	+ 2.8%	\$168,000	<b>\$179,900</b>	+ 7.1%
Percent of Original List Price Received*	93.6%	<b>94.6%</b>	+ 1.1%	93.6%	<b>94.8%</b>	+ 1.3%
Days on Market Until Sale	95	<b>71</b>	- 25.3%	98	<b>86</b>	- 12.2%
Months Supply of Inventory	7.2	<b>6.6</b>	- 8.3%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

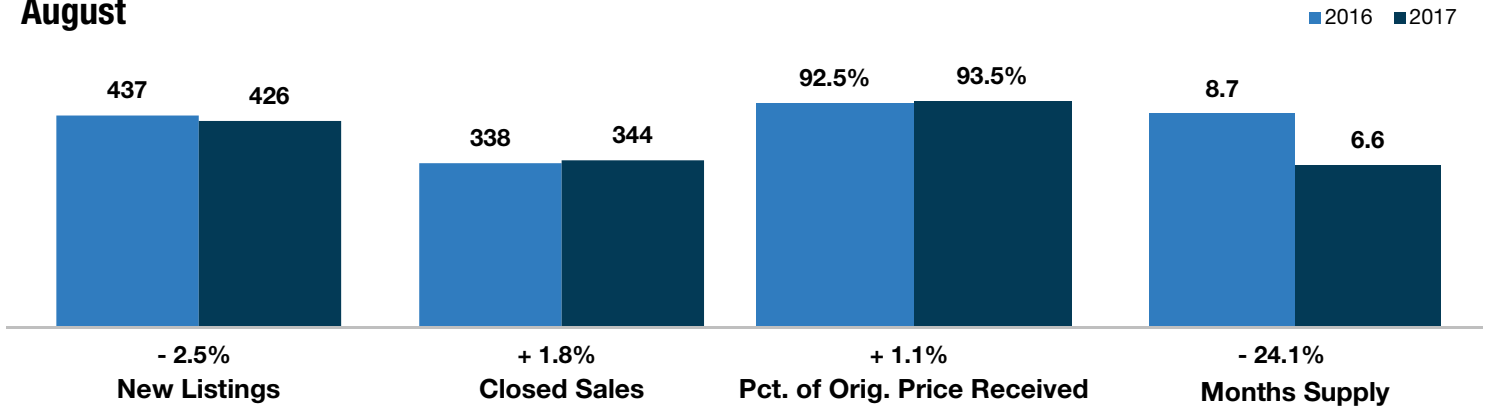


## 5 – North Central Region

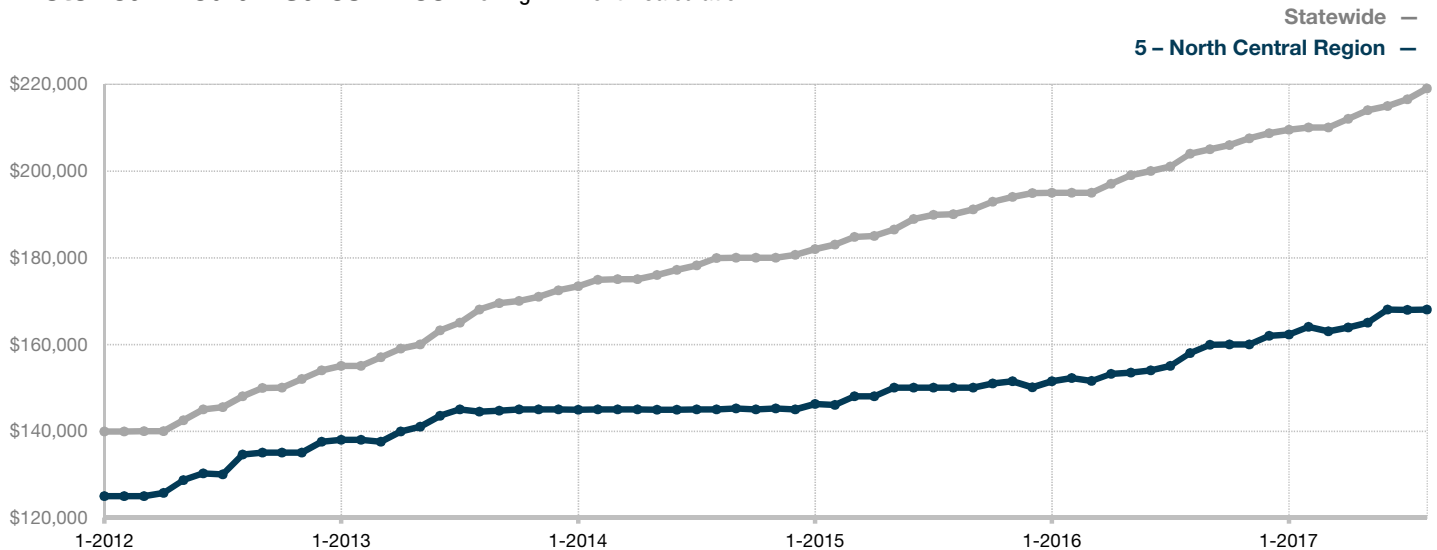
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	437	426	- 2.5%	3,521	3,481	- 1.1%
Closed Sales	338	344	+ 1.8%	1,918	2,038	+ 6.3%
Median Sales Price*	\$181,000	\$177,250	- 2.1%	\$162,900	\$170,000	+ 4.4%
Percent of Original List Price Received*	92.5%	93.5%	+ 1.1%	92.7%	93.8%	+ 1.2%
Days on Market Until Sale	98	92	- 6.1%	110	93	- 15.5%
Months Supply of Inventory	8.7	6.6	- 24.1%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

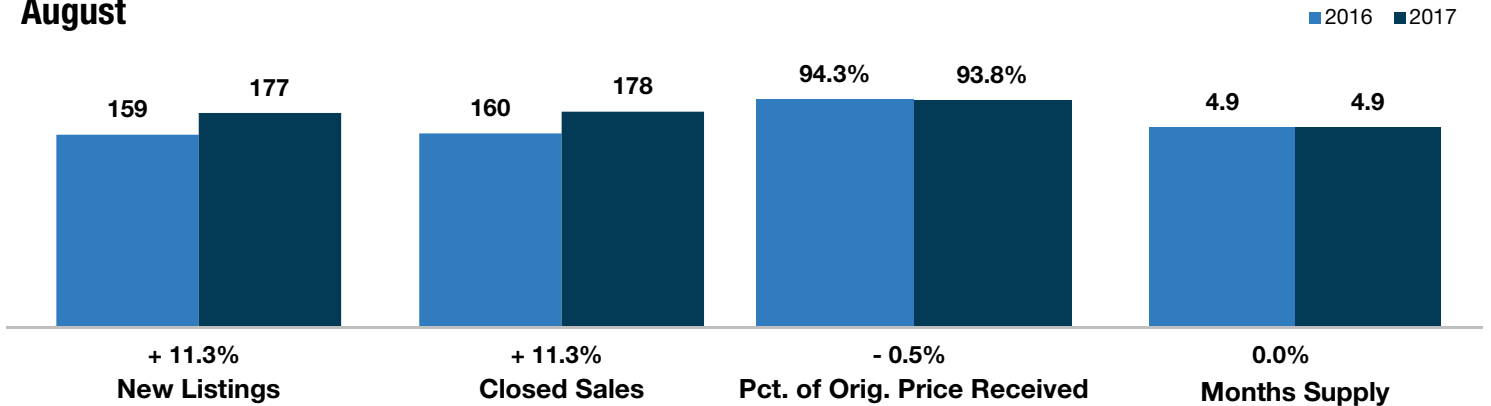


## 6E – Southwest Central Region

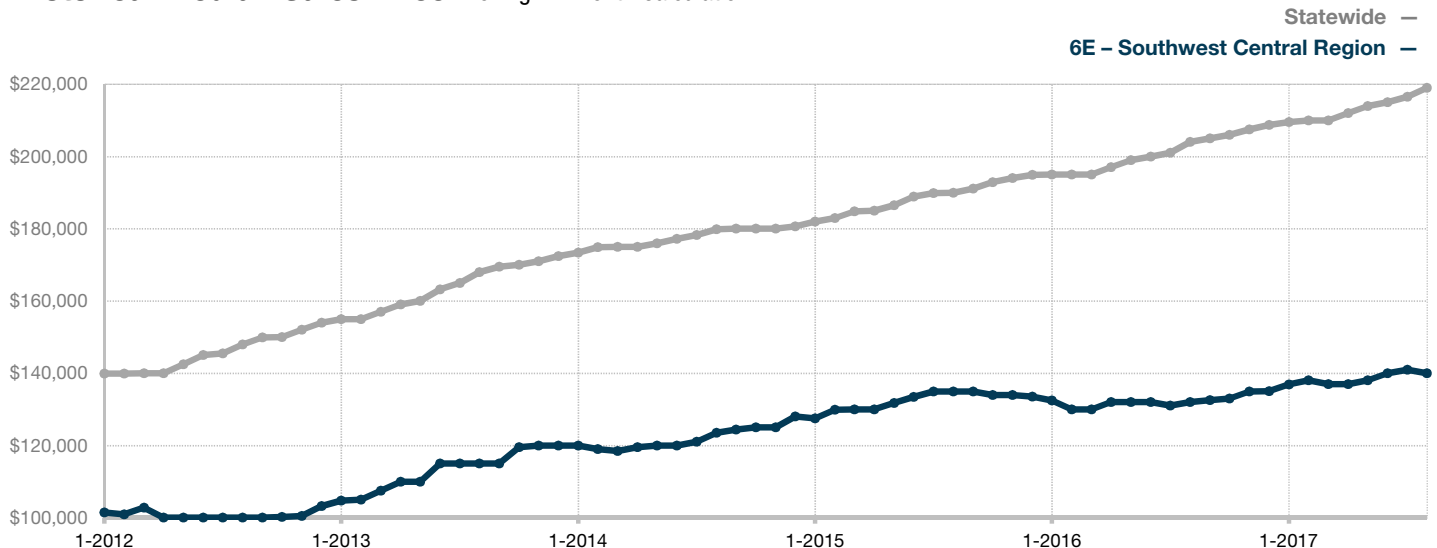
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	159	177	+ 11.3%	1,571	1,502	- 4.4%
Closed Sales	160	178	+ 11.3%	1,125	1,037	- 7.8%
Median Sales Price*	\$140,450	\$137,000	- 2.5%	\$134,900	\$142,500	+ 5.6%
Percent of Original List Price Received*	94.3%	93.8%	- 0.5%	94.5%	94.8%	+ 0.3%
Days on Market Until Sale	86	66	- 23.3%	87	76	- 12.6%
Months Supply of Inventory	4.9	4.9	0.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

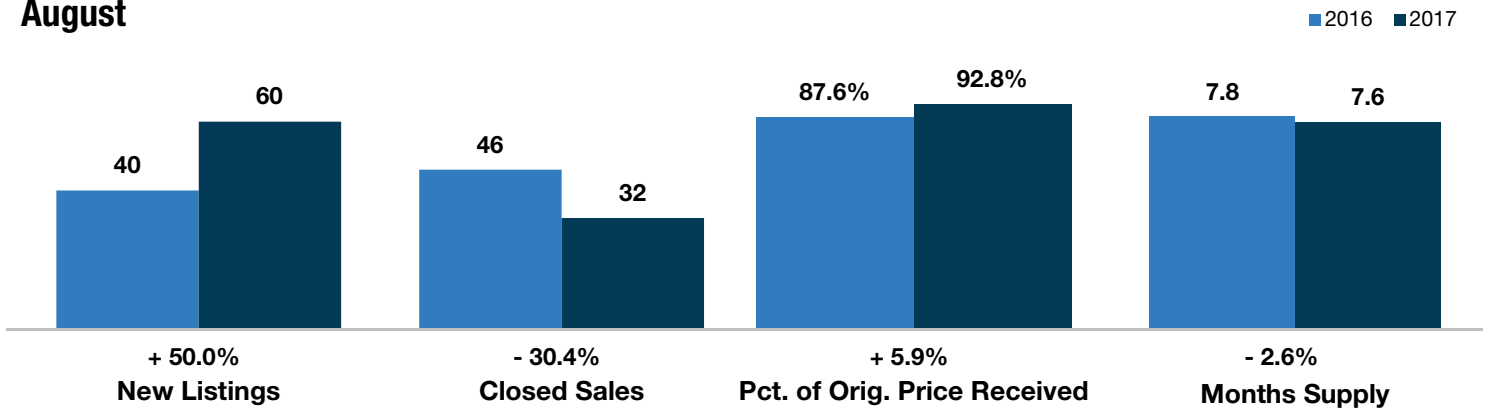


## 6W – Upper Minnesota Valley Region

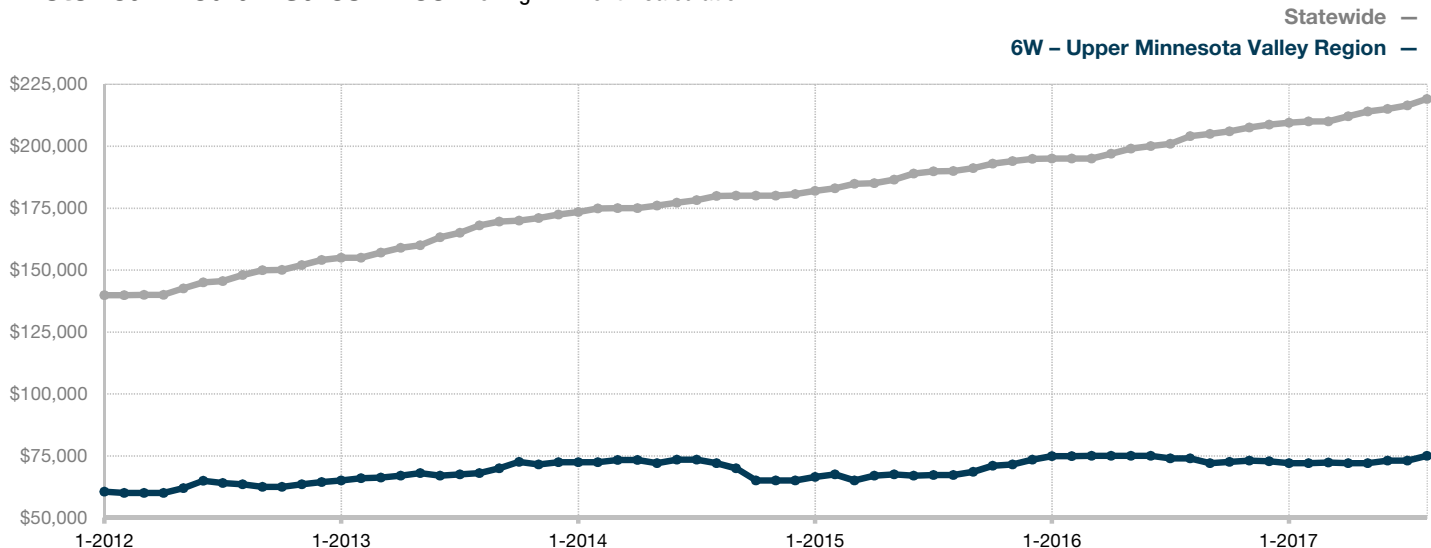
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	40	60	+ 50.0%	389	359	- 7.7%
Closed Sales	46	32	- 30.4%	286	261	- 8.7%
Median Sales Price*	\$65,750	\$92,000	+ 39.9%	\$72,250	\$75,000	+ 3.8%
Percent of Original List Price Received*	87.6%	92.8%	+ 5.9%	87.1%	89.2%	+ 2.4%
Days on Market Until Sale	117	71	- 39.3%	142	137	- 3.5%
Months Supply of Inventory	7.8	7.6	- 2.6%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

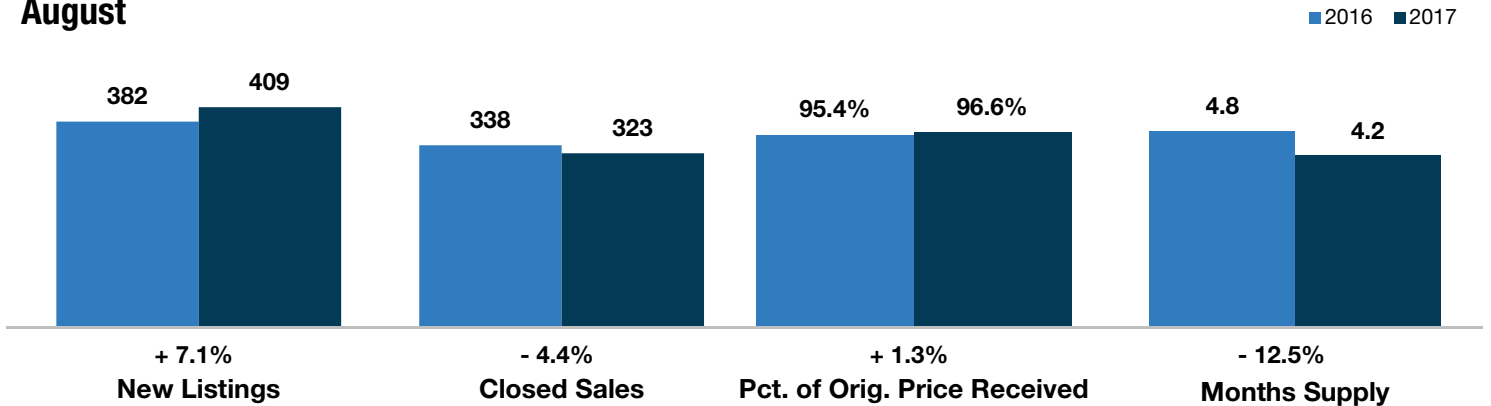


## 7E – East Central Region

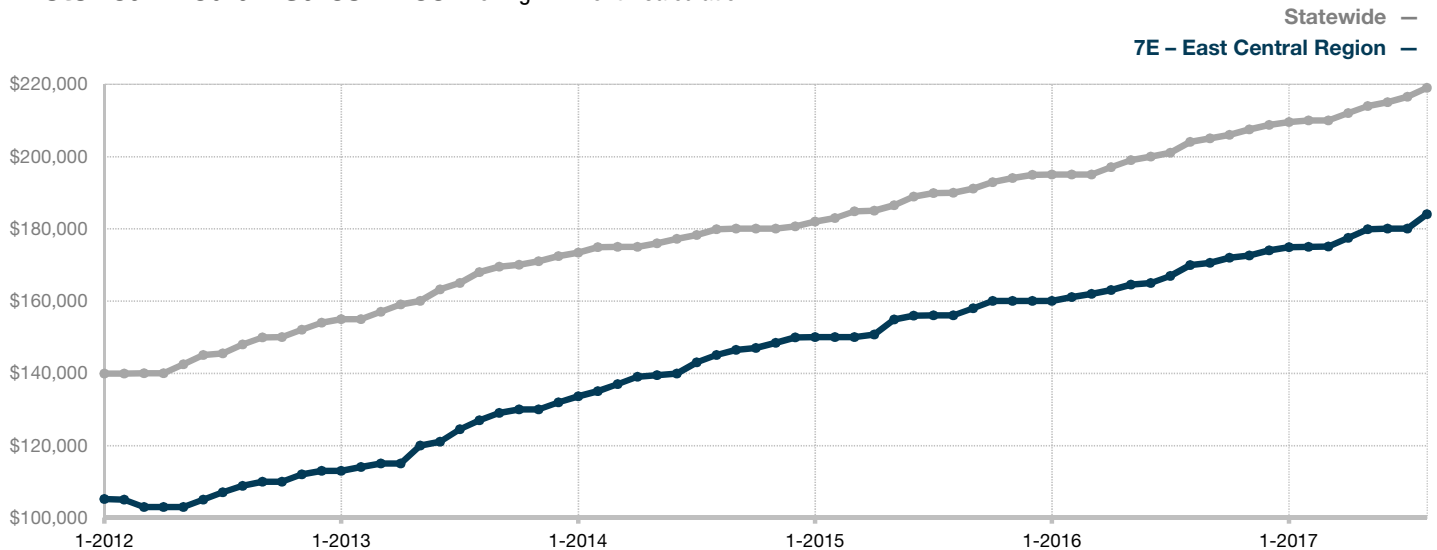
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	382	409	+ 7.1%	3,239	3,074	- 5.1%
Closed Sales	338	323	- 4.4%	2,032	1,920	- 5.5%
Median Sales Price*	\$177,250	\$205,000	+ 15.7%	\$173,000	\$189,500	+ 9.5%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	95.6%	96.8%	+ 1.3%
Days on Market Until Sale	57	53	- 7.0%	65	62	- 4.6%
Months Supply of Inventory	4.8	4.2	- 12.5%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

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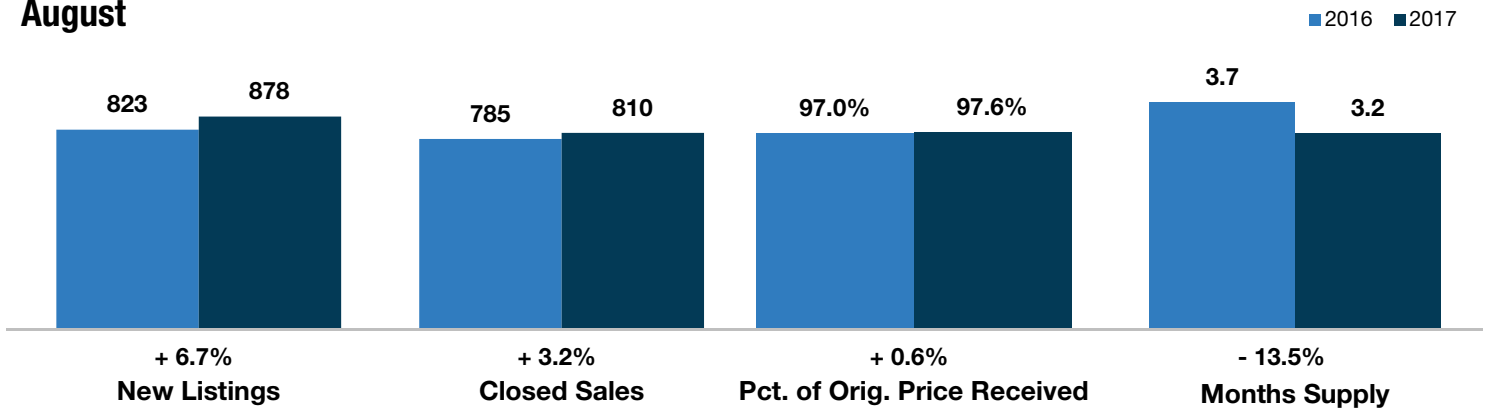


## 7W – Central Region

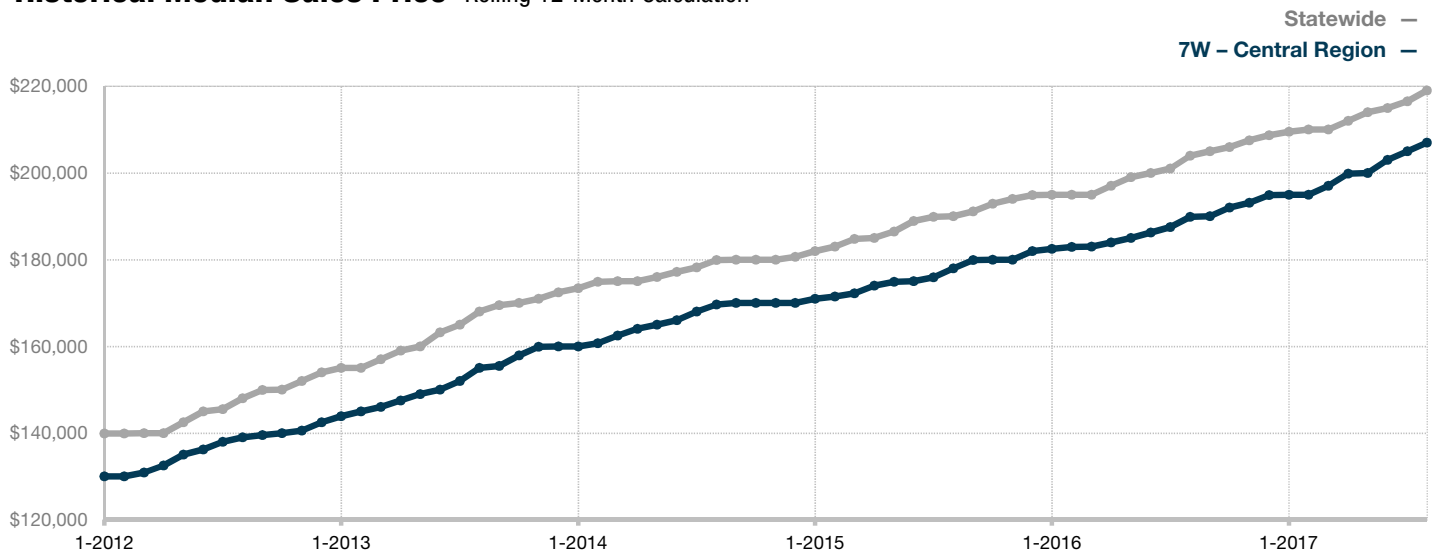
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	823	<b>878</b>	+ 6.7%	7,059	<b>7,162</b>	+ 1.5%
Closed Sales	785	<b>810</b>	+ 3.2%	4,855	<b>5,066</b>	+ 4.3%
Median Sales Price*	\$200,000	<b>\$220,000</b>	+ 10.0%	\$193,000	<b>\$212,000</b>	+ 9.8%
Percent of Original List Price Received*	97.0%	<b>97.6%</b>	+ 0.6%	96.7%	<b>97.7%</b>	+ 1.0%
Days on Market Until Sale	52	<b>44</b>	- 15.4%	60	<b>50</b>	- 16.7%
Months Supply of Inventory	3.7	<b>3.2</b>	- 13.5%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

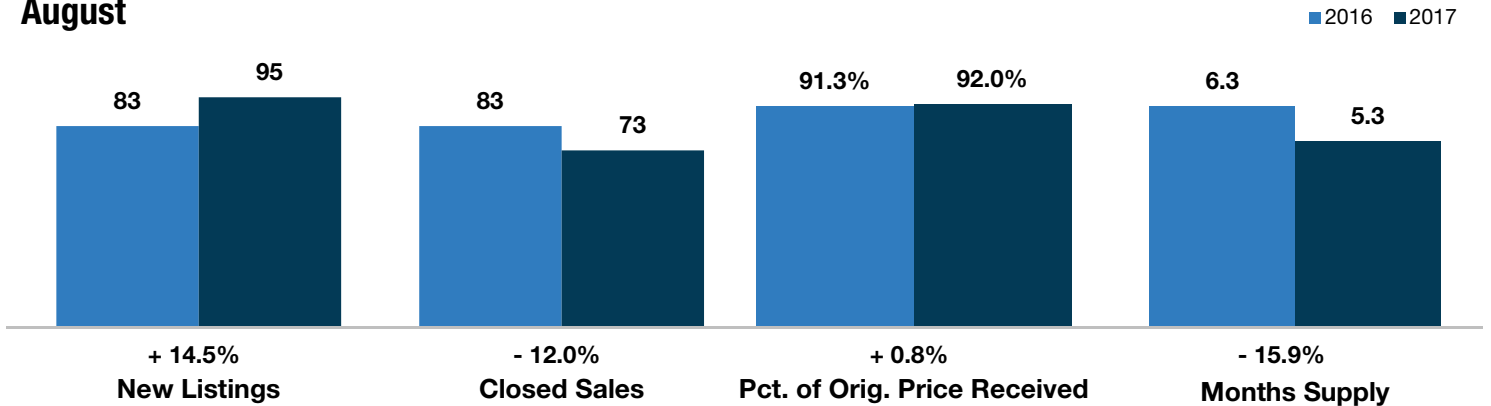


## 8 – Southwest Region

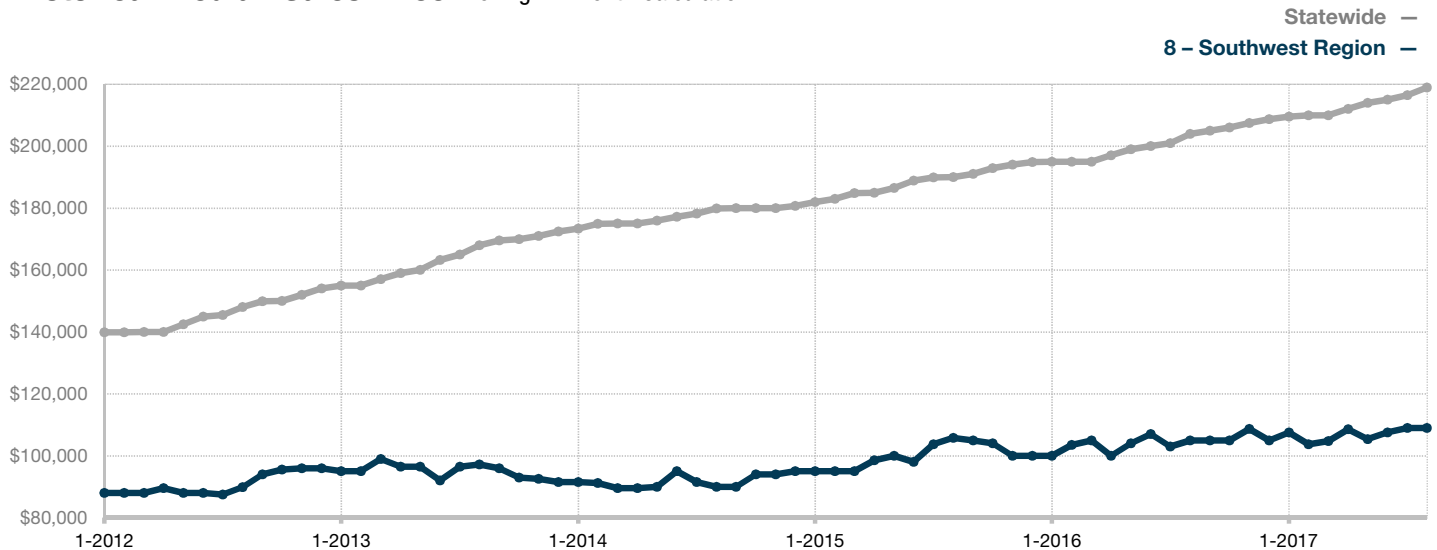
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	83	95	+ 14.5%	690	668	- 3.2%
Closed Sales	83	73	- 12.0%	495	505	+ 2.0%
Median Sales Price*	\$122,168	\$136,000	+ 11.3%	\$110,000	\$116,800	+ 6.2%
Percent of Original List Price Received*	91.3%	92.0%	+ 0.8%	91.0%	91.8%	+ 0.9%
Days on Market Until Sale	113	93	- 17.7%	116	104	- 10.3%
Months Supply of Inventory	6.3	5.3	- 15.9%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

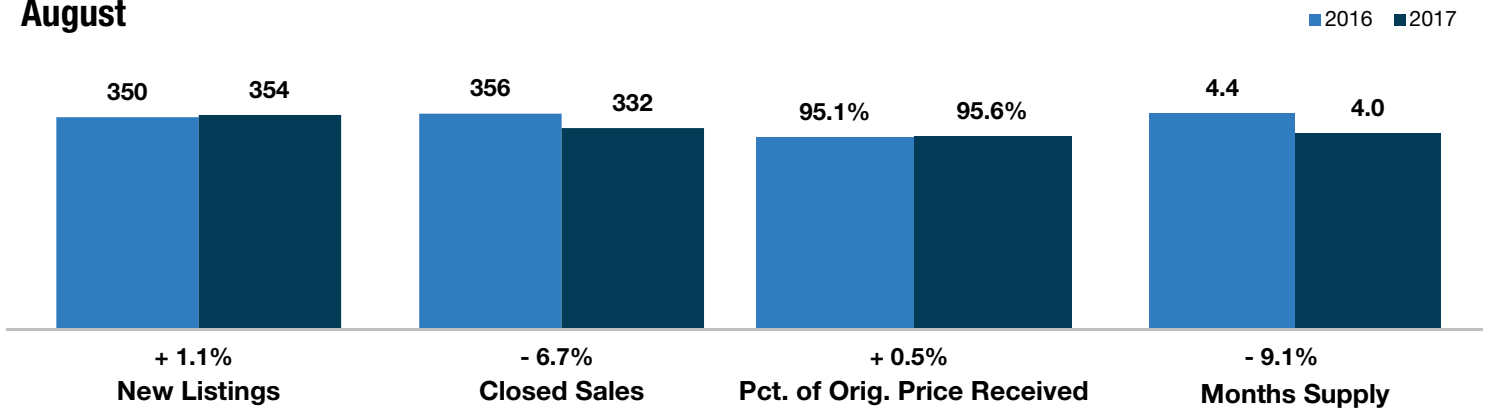


## 9 – South Central Region

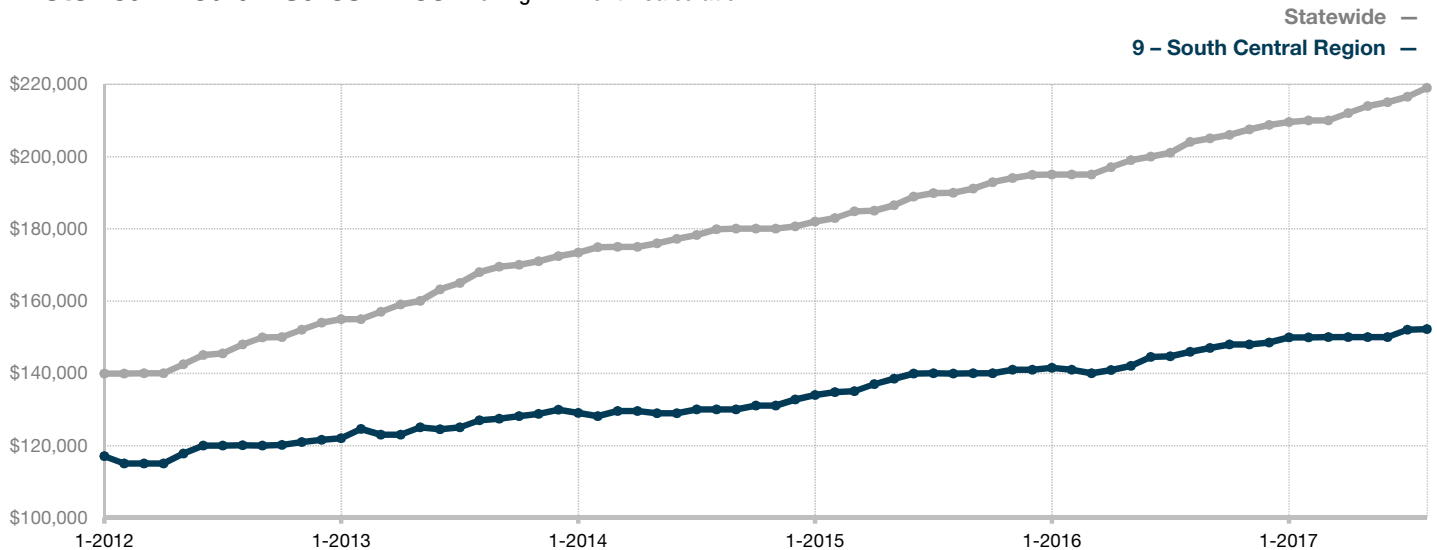
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	350	<b>354</b>	+ 1.1%	2,741	<b>2,744</b>	+ 0.1%
Closed Sales	356	<b>332</b>	- 6.7%	2,022	<b>2,069</b>	+ 2.3%
Median Sales Price*	\$155,000	<b>\$155,000</b>	0.0%	\$148,000	<b>\$154,000</b>	+ 4.1%
Percent of Original List Price Received*	95.1%	<b>95.6%</b>	+ 0.5%	94.3%	<b>95.0%</b>	+ 0.7%
Days on Market Until Sale	103	<b>84</b>	- 18.4%	115	<b>101</b>	- 12.2%
Months Supply of Inventory	4.4	<b>4.0</b>	- 9.1%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

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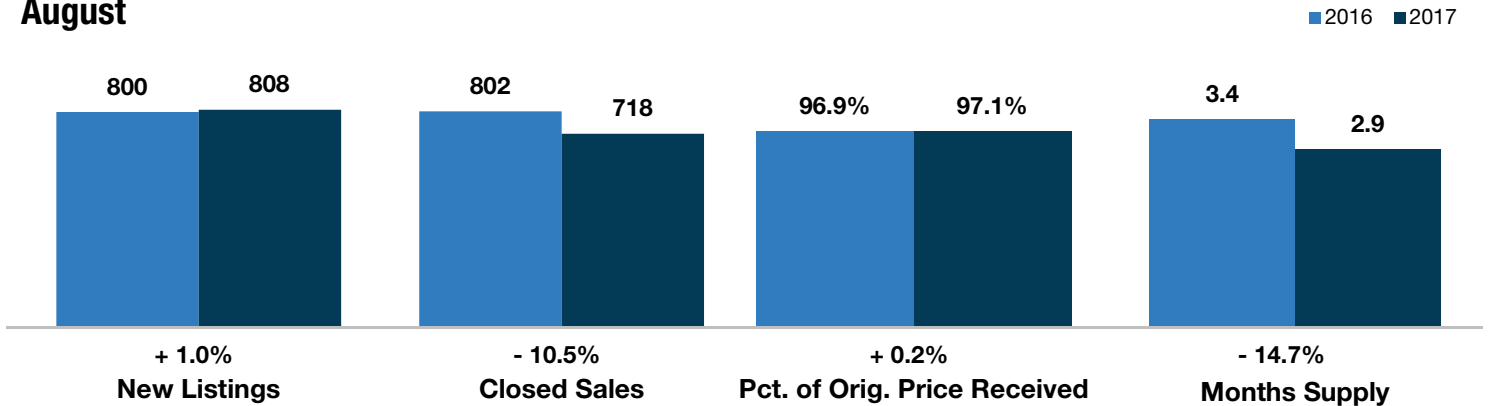


## 10 – Southeast Region

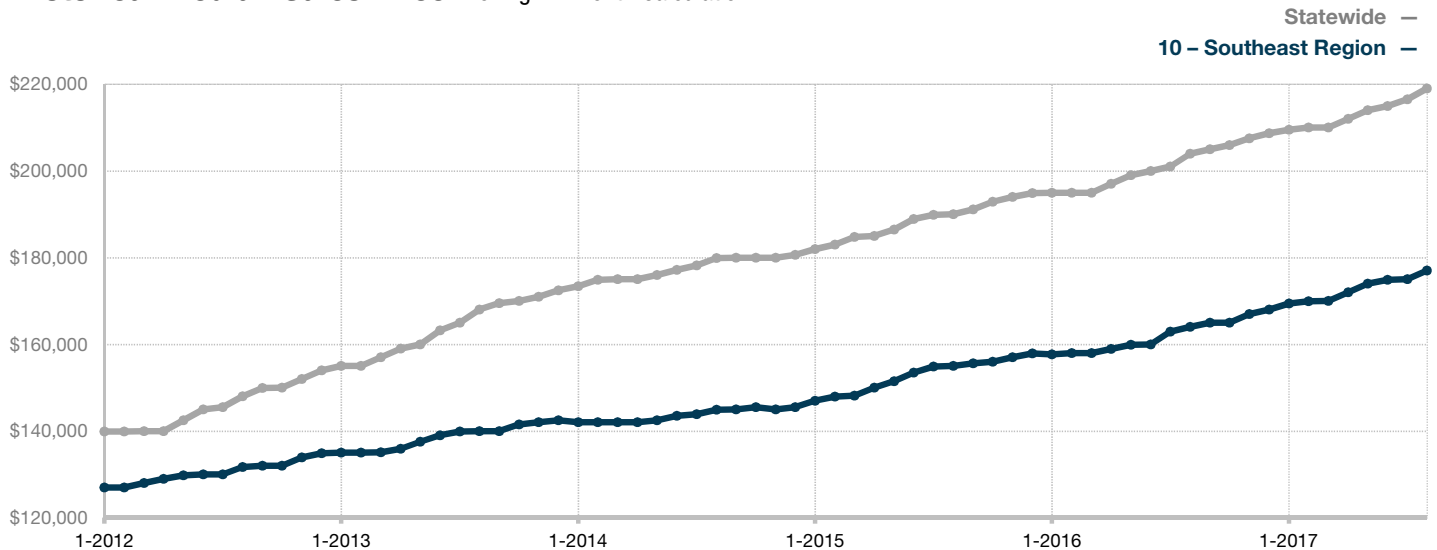
Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	800	<b>808</b>	+ 1.0%	6,428	<b>6,257</b>	- 2.7%
Closed Sales	802	<b>718</b>	- 10.5%	5,051	<b>4,897</b>	- 3.0%
Median Sales Price*	\$171,000	<b>\$192,850</b>	+ 12.8%	\$167,500	<b>\$182,000</b>	+ 8.7%
Percent of Original List Price Received*	96.9%	<b>97.1%</b>	+ 0.2%	96.4%	<b>97.2%</b>	+ 0.8%
Days on Market Until Sale	60	<b>52</b>	- 13.3%	71	<b>63</b>	- 11.3%
Months Supply of Inventory	3.4	<b>2.9</b>	- 14.7%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for August 2017

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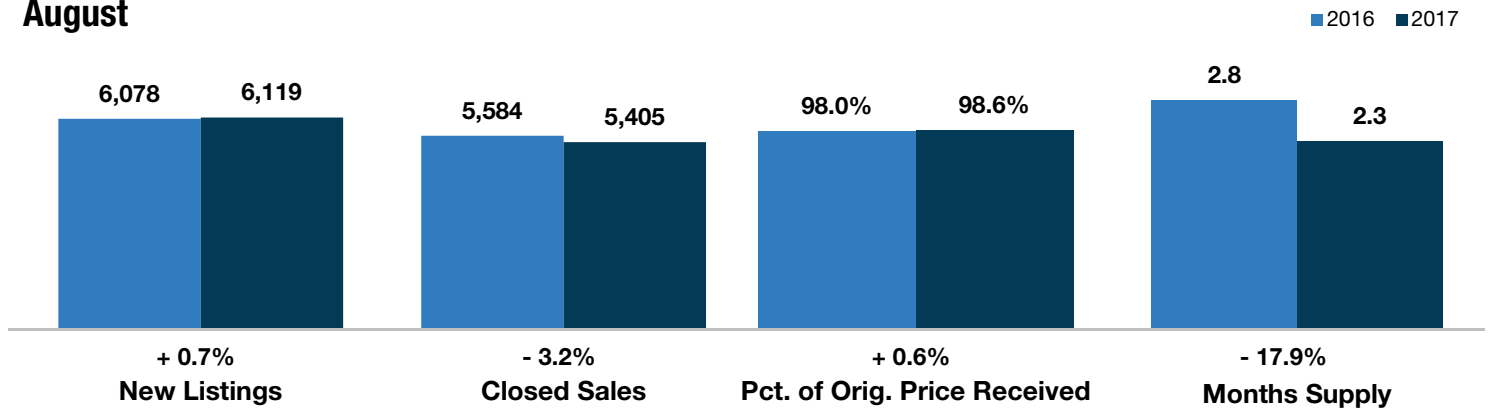


## 11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2016	2017	Percent Change	Thru 8-2016	Thru 8-2017	Percent Change
New Listings	6,078	<b>6,119</b>	+ 0.7%	50,069	<b>49,048</b>	- 2.0%
Closed Sales	5,584	<b>5,405</b>	- 3.2%	35,463	<b>35,296</b>	- 0.5%
Median Sales Price*	\$242,600	<b>\$257,000</b>	+ 5.9%	\$238,000	<b>\$251,815</b>	+ 5.8%
Percent of Original List Price Received*	98.0%	<b>98.6%</b>	+ 0.6%	97.8%	<b>98.8%</b>	+ 1.0%
Days on Market Until Sale	40	<b>36</b>	- 10.0%	46	<b>39</b>	- 15.2%
Months Supply of Inventory	2.8	<b>2.3</b>	- 17.9%	--	--	--

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### August



### Historical Median Sales Price Rolling 12-Month Calculation

