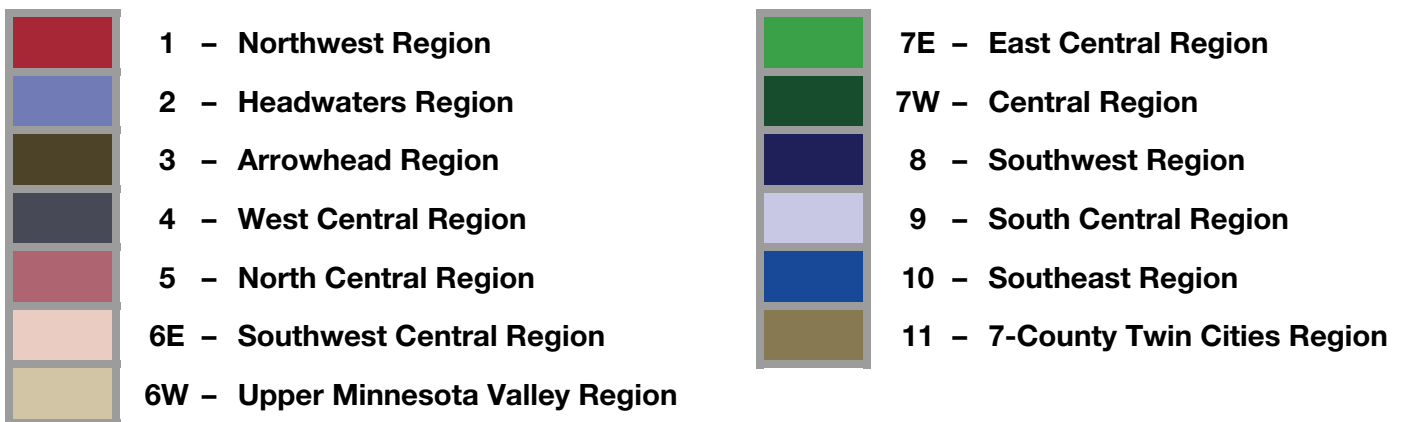
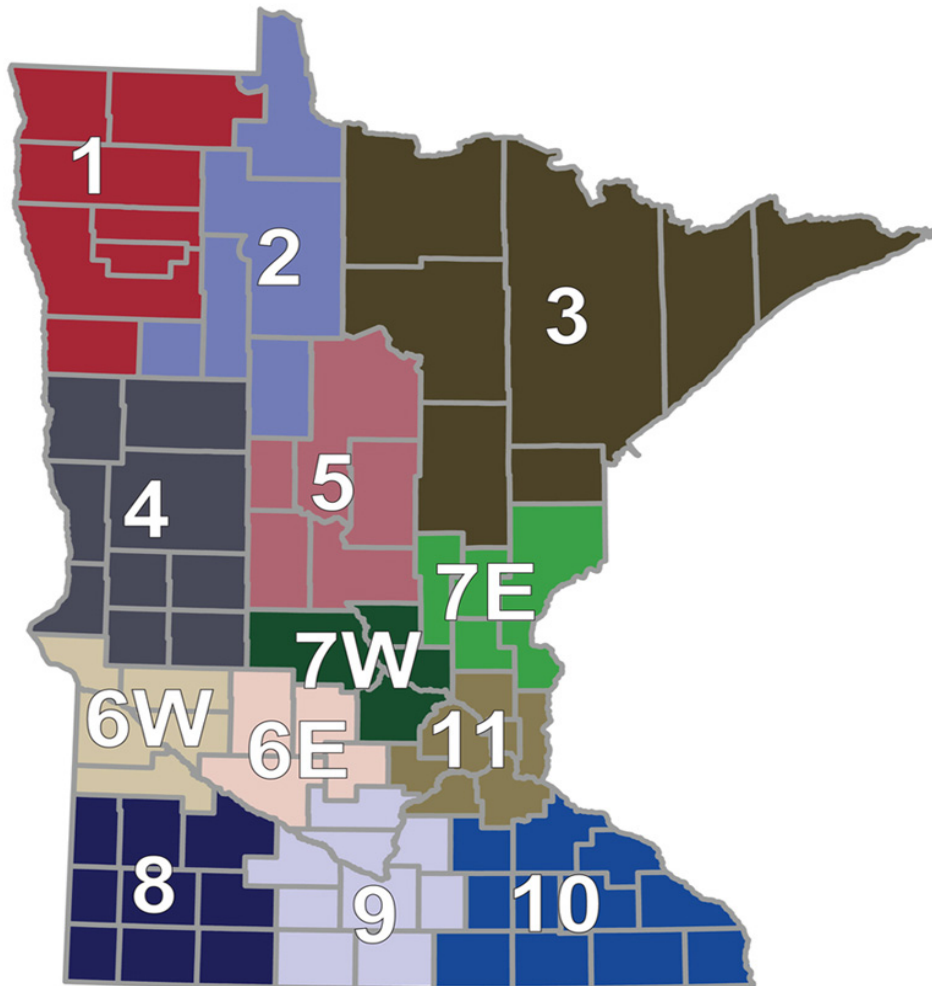


# Local Market Updates for July 2013

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



# Local Market Update for July 2013

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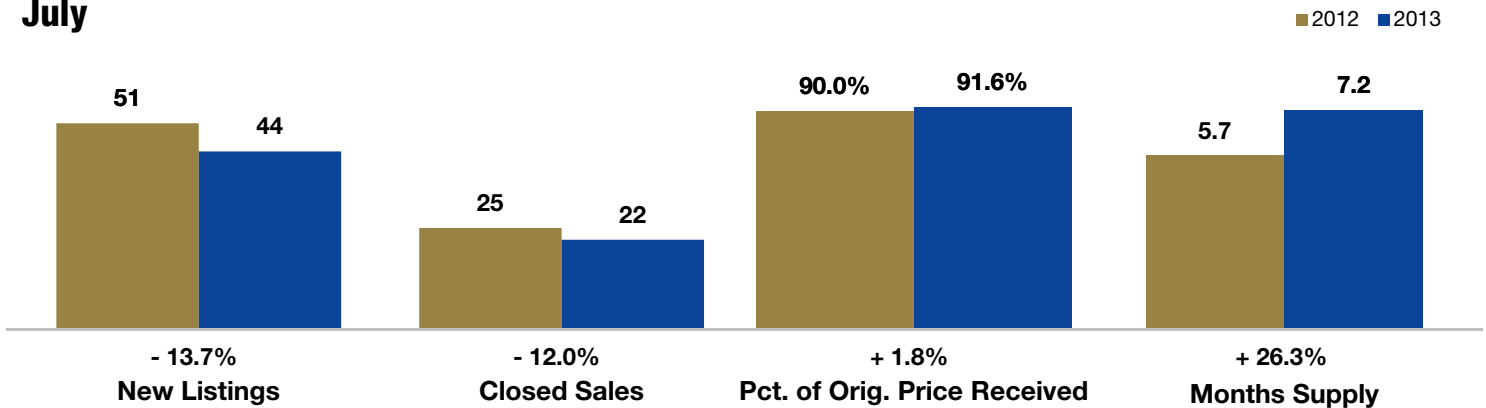


## 1 – Northwest Region

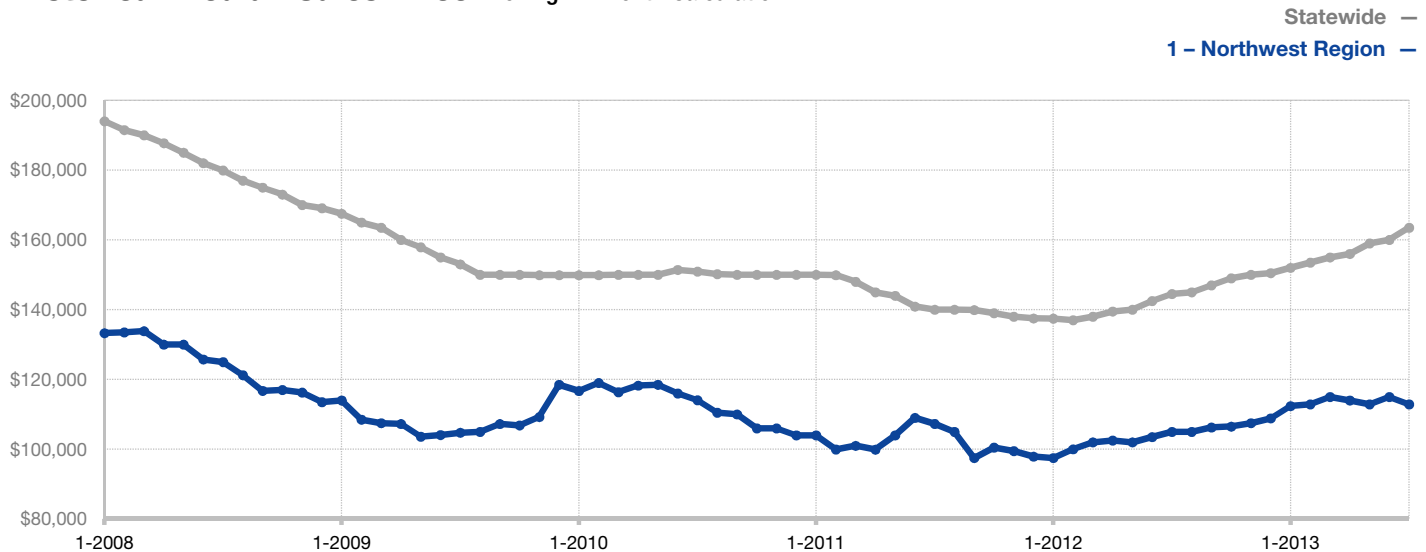
Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	51	44	- 13.7%	304	320	+ 5.3%
Closed Sales	25	22	- 12.0%	180	188	+ 4.4%
Median Sales Price*	\$131,200	\$114,250	- 12.9%	\$115,000	\$119,250	+ 3.7%
Percent of Original List Price Received*	90.0%	91.6%	+ 1.8%	87.7%	90.8%	+ 3.5%
Days on Market Until Sale	183	202	+ 10.4%	192	161	- 16.1%
Months Supply of Inventory	5.7	7.2	+ 26.3%	--	--	--

\* 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.

### July



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



# Local Market Update for July 2013

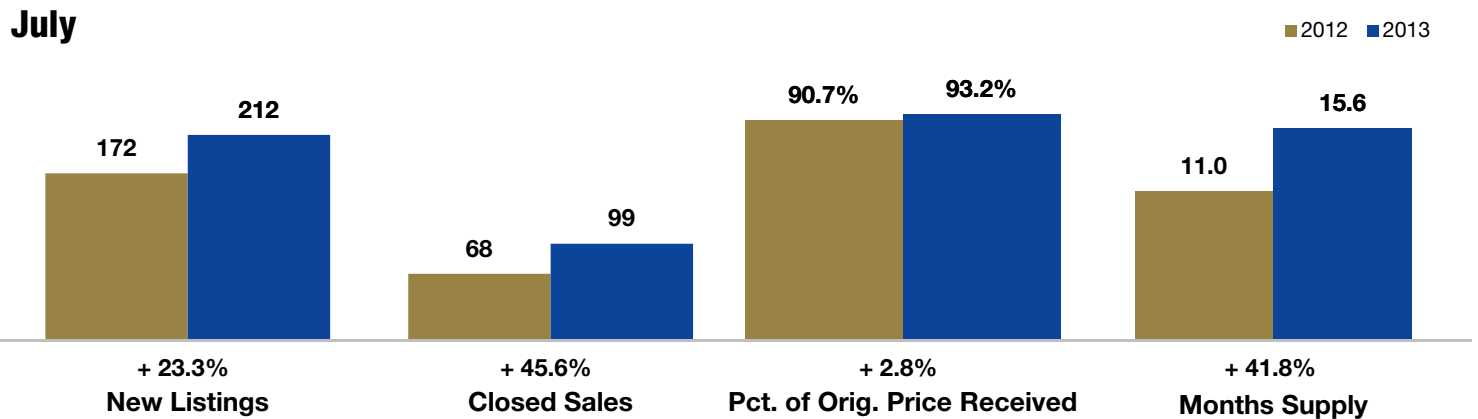
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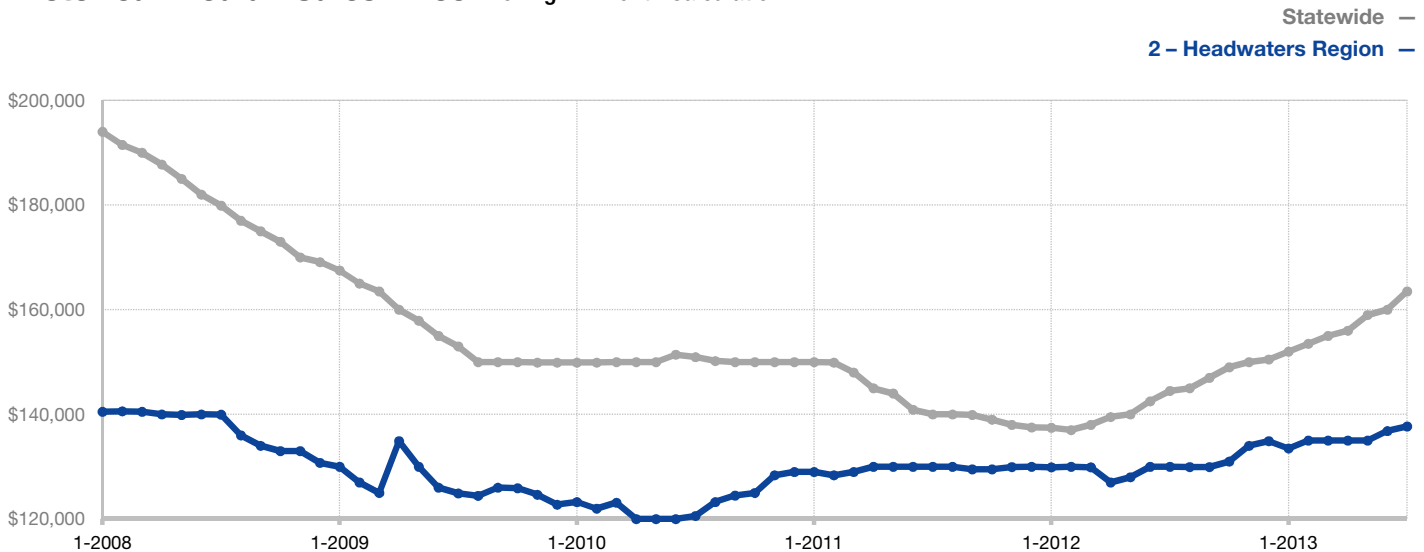
## 2 – Headwaters Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	172	212	+ 23.3%	1,279	1,240	- 3.0%
Closed Sales	68	99	+ 45.6%	478	470	- 1.7%
Median Sales Price*	\$145,000	\$150,350	+ 3.7%	\$125,500	\$134,900	+ 7.5%
Percent of Original List Price Received*	90.7%	93.2%	+ 2.8%	89.1%	91.1%	+ 2.2%
Days on Market Until Sale	156	122	- 21.8%	156	138	- 11.5%
Months Supply of Inventory	11.0	15.6	+ 41.8%	--	--	--

\* 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.



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



# Local Market Update for July 2013

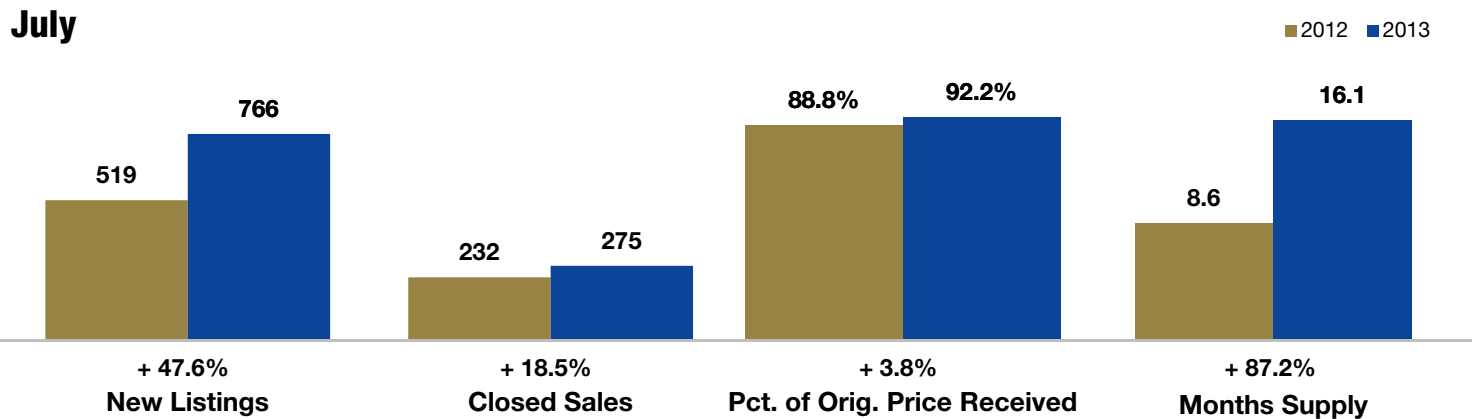
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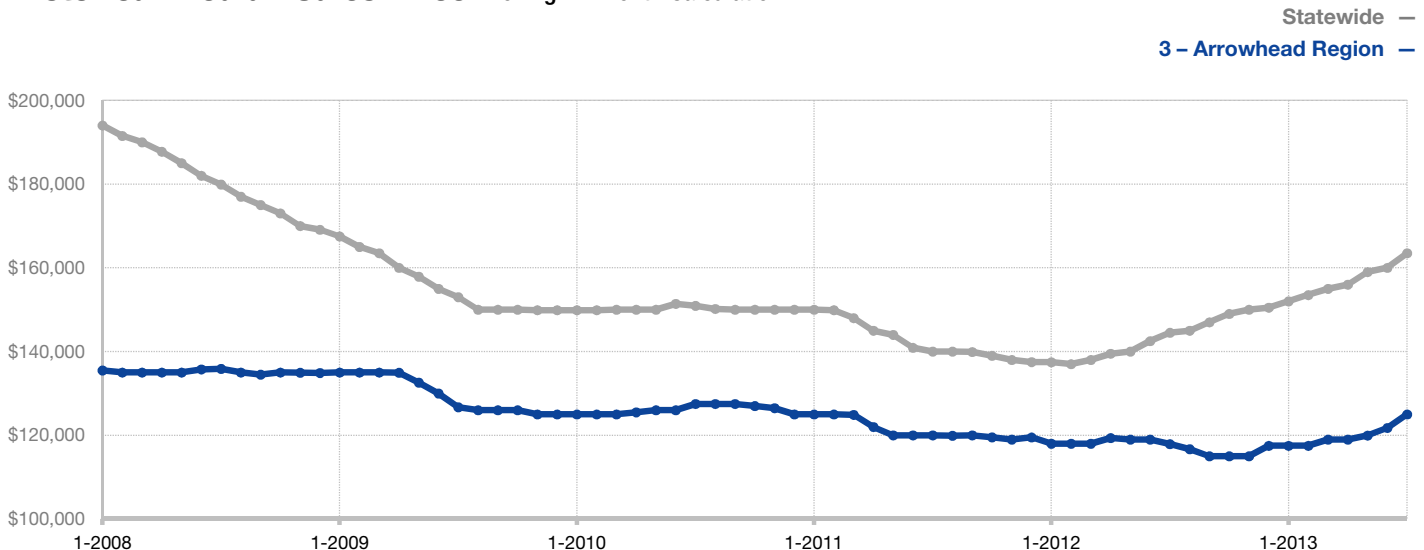
## 3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	519	766	+ 47.6%	3,481	4,031	+ 15.8%
Closed Sales	232	275	+ 18.5%	1,601	1,479	- 7.6%
Median Sales Price*	\$120,500	\$134,500	+ 11.6%	\$115,000	\$128,000	+ 11.3%
Percent of Original List Price Received*	88.8%	92.2%	+ 3.8%	88.1%	90.6%	+ 2.8%
Days on Market Until Sale	154	125	- 18.8%	149	135	- 9.4%
Months Supply of Inventory	8.6	16.1	+ 87.2%	--	--	--

\* 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.



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



# Local Market Update for July 2013

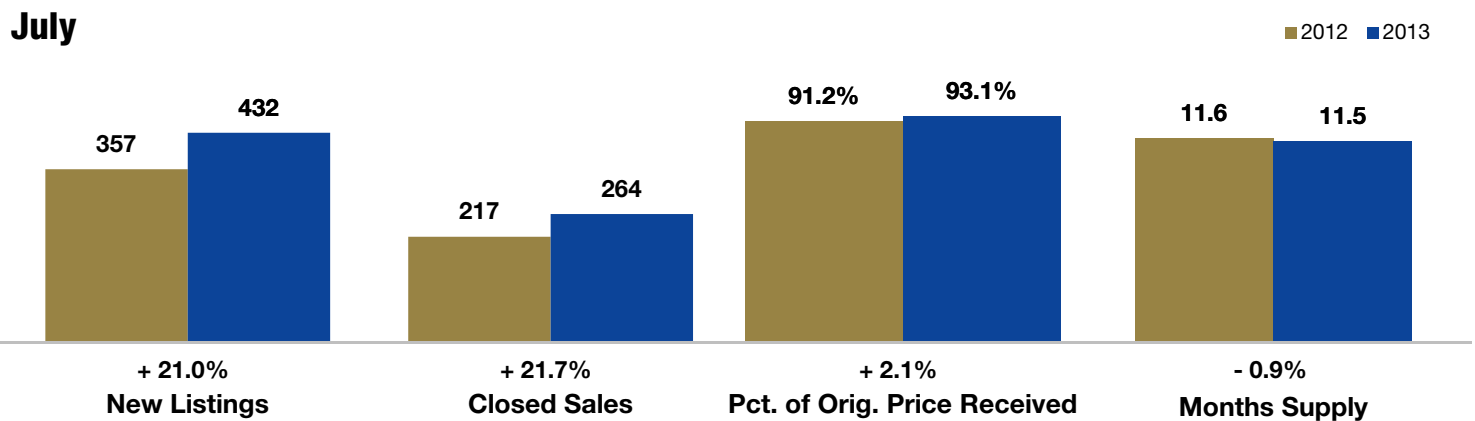
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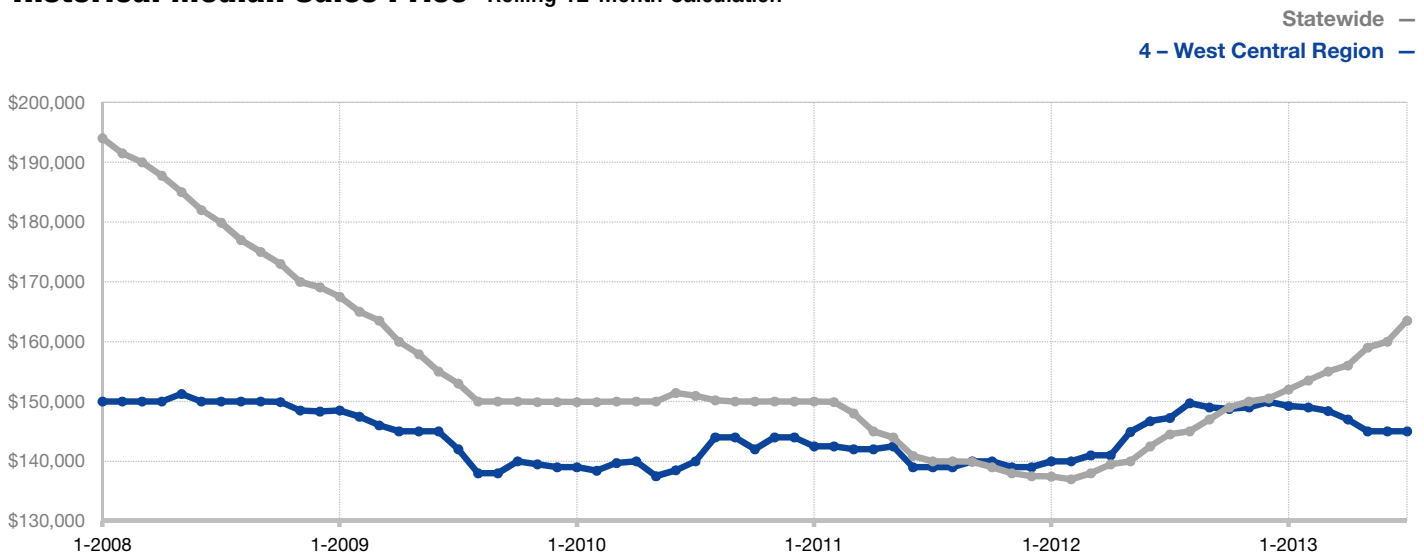
## 4 – West Central Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	357	432	+ 21.0%	2,805	2,738	- 2.4%
Closed Sales	217	264	+ 21.7%	1,185	1,196	+ 0.9%
Median Sales Price*	\$158,500	\$154,950	- 2.2%	\$150,000	\$145,000	- 3.3%
Percent of Original List Price Received*	91.2%	93.1%	+ 2.1%	89.3%	91.2%	+ 2.1%
Days on Market Until Sale	143	128	- 10.5%	151	148	- 2.0%
Months Supply of Inventory	11.6	11.5	- 0.9%	--	--	--

\* 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.



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



# Local Market Update for July 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

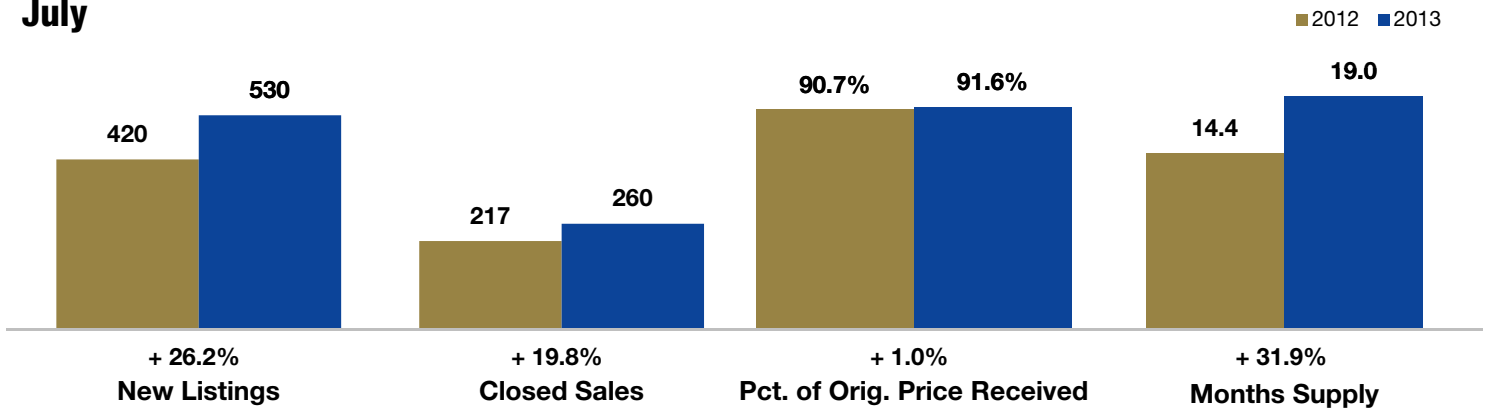


## 5 – North Central Region

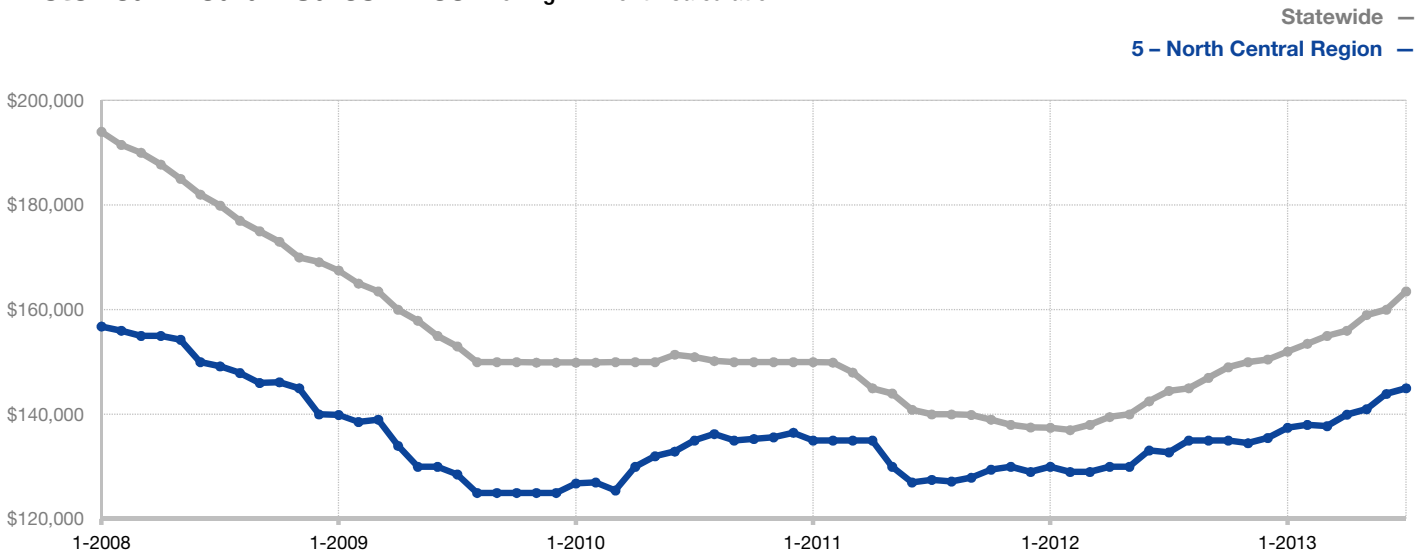
Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	420	530	+ 26.2%	3,716	3,238	- 12.9%
Closed Sales	217	260	+ 19.8%	1,595	1,333	- 16.4%
Median Sales Price*	\$135,500	\$141,450	+ 4.4%	\$128,000	\$142,000	+ 10.9%
Percent of Original List Price Received*	90.7%	91.6%	+ 1.0%	88.5%	90.6%	+ 2.4%
Days on Market Until Sale	112	112	0.0%	140	127	- 9.3%
Months Supply of Inventory	14.4	19.0	+ 31.9%	--	--	--

\* 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.

### July



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



# Local Market Update for July 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

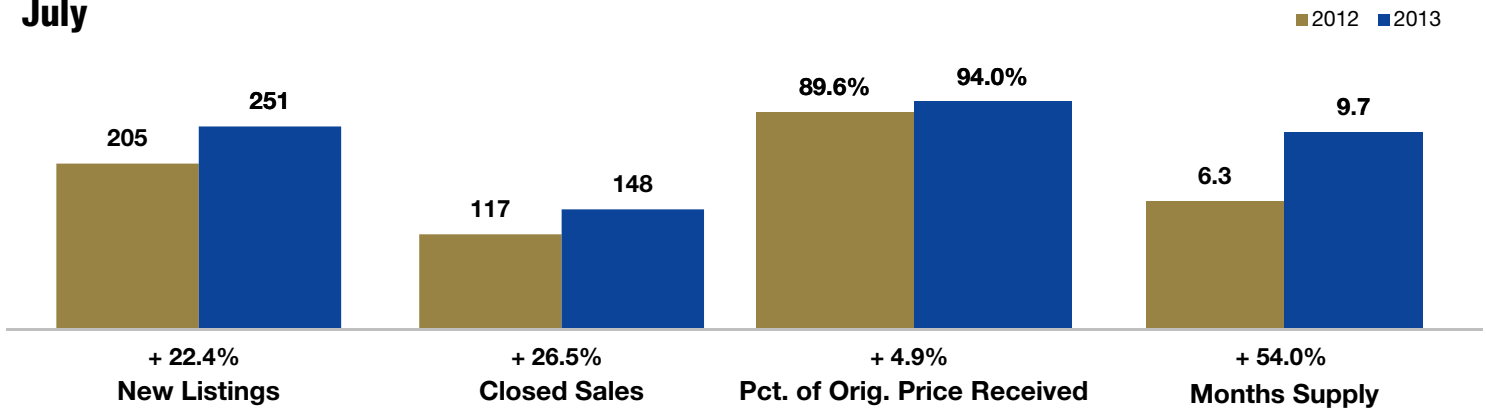


## 6E – Southwest Central Region

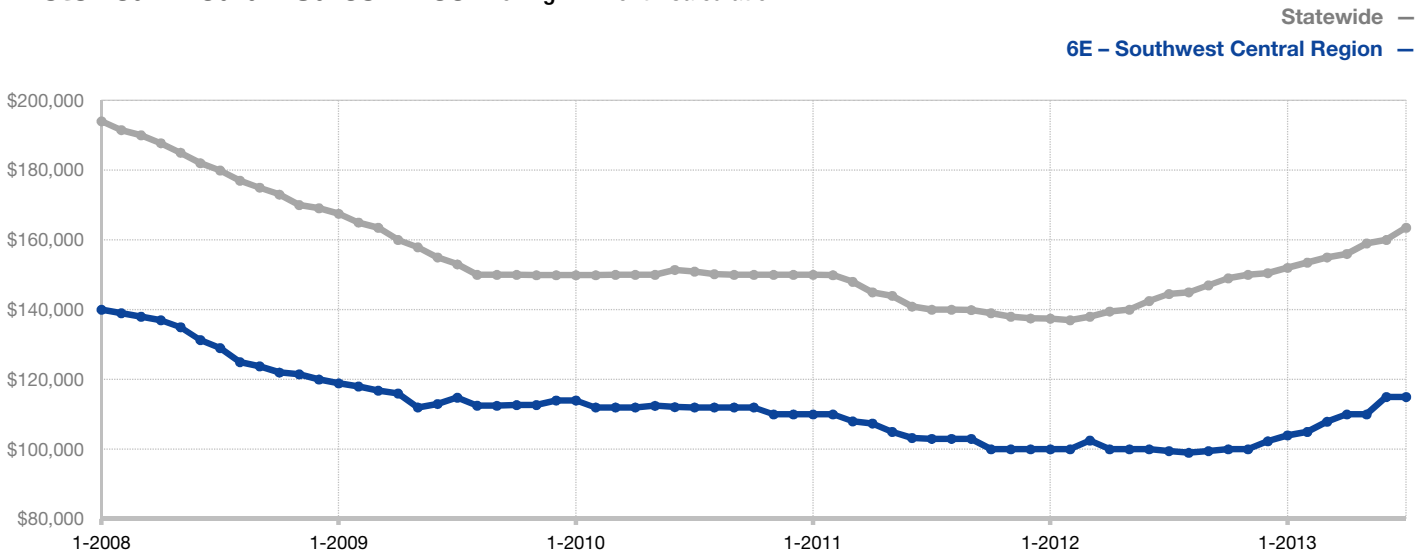
Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	205	251	+ 22.4%	1,485	1,577	+ 6.2%
Closed Sales	117	148	+ 26.5%	782	801	+ 2.4%
Median Sales Price*	\$103,500	\$125,000	+ 20.8%	\$95,250	\$120,000	+ 26.0%
Percent of Original List Price Received*	89.6%	94.0%	+ 4.9%	89.3%	91.4%	+ 2.4%
Days on Market Until Sale	131	116	- 11.5%	129	120	- 7.0%
Months Supply of Inventory	6.3	9.7	+ 54.0%	--	--	--

\* 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.

### July



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



# Local Market Update for July 2013

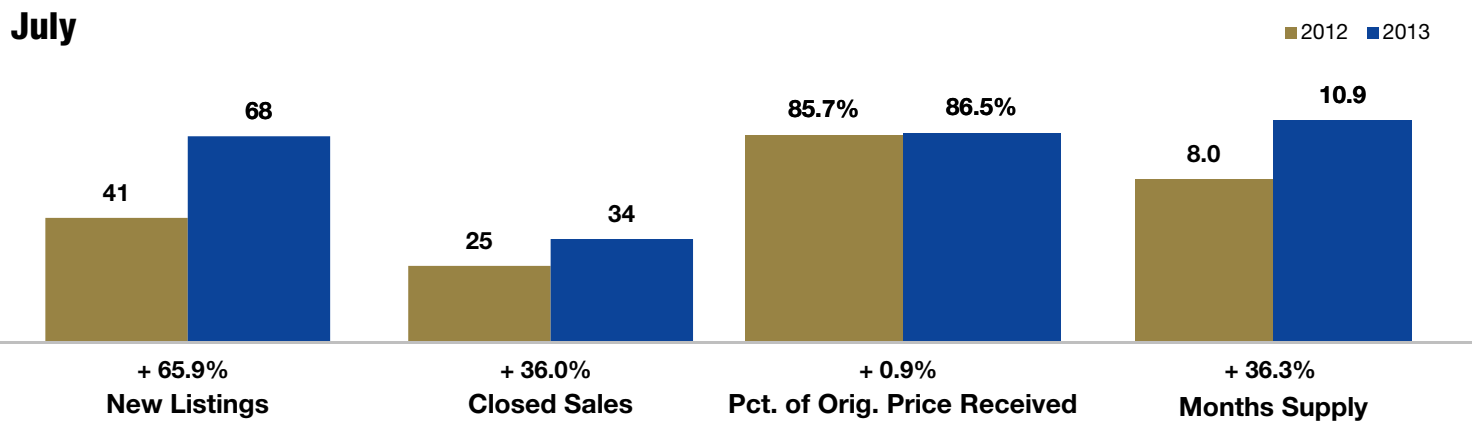
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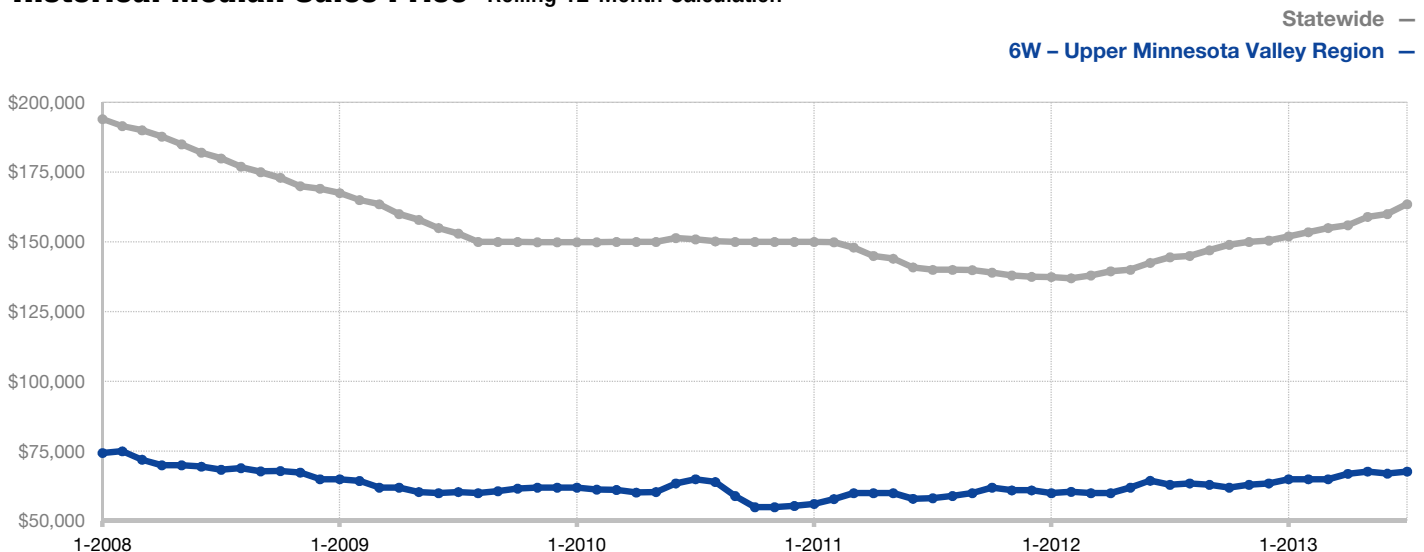
## 6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	41	68	+ 65.9%	330	364	+ 10.3%
Closed Sales	25	34	+ 36.0%	172	203	+ 18.0%
Median Sales Price*	\$62,500	\$78,500	+ 25.6%	\$62,750	\$68,700	+ 9.5%
Percent of Original List Price Received*	85.7%	86.5%	+ 0.9%	85.4%	85.8%	+ 0.5%
Days on Market Until Sale	214	247	+ 15.4%	200	212	+ 6.0%
Months Supply of Inventory	8.0	10.9	+ 36.3%	--	--	--

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





# Local Market Update for July 2013

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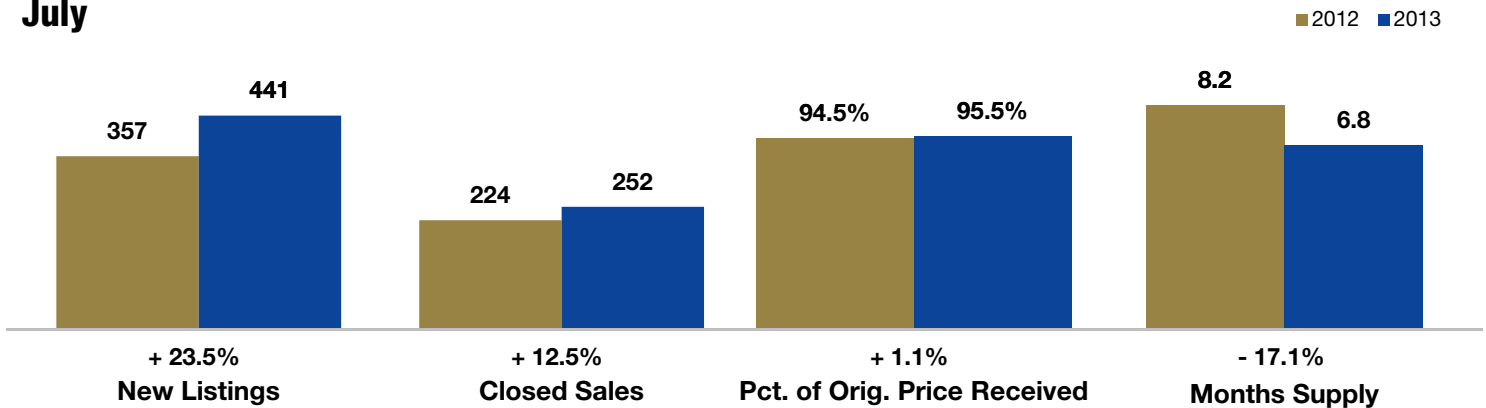


## 7E – East Central Region

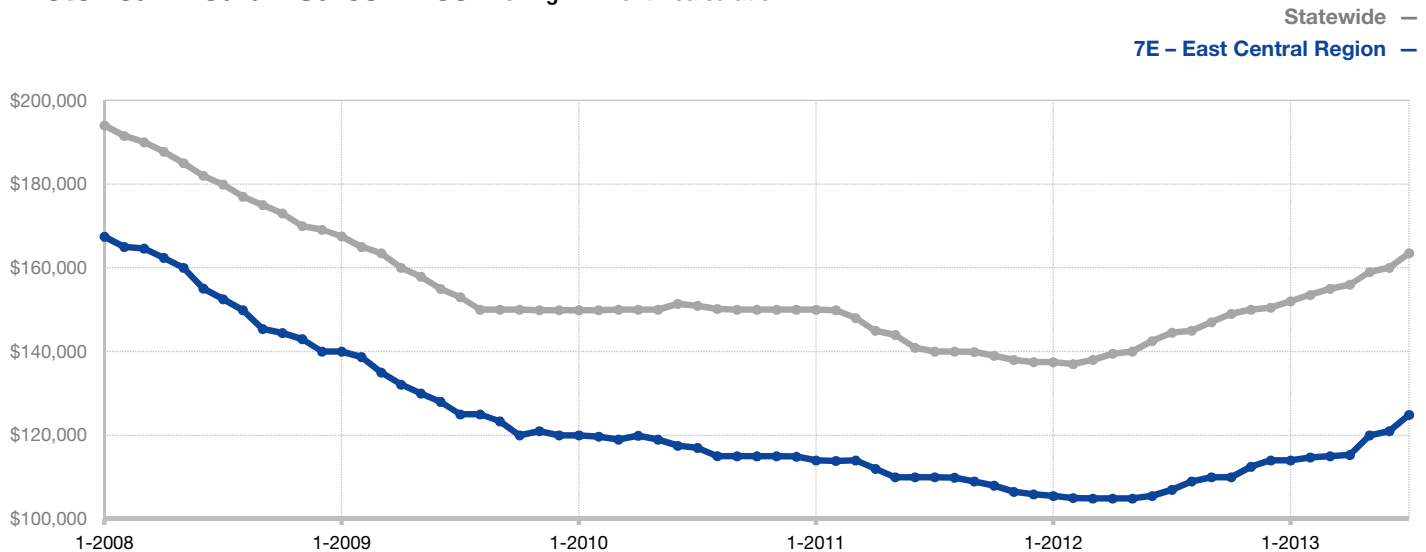
Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	357	441	+ 23.5%	2,579	2,662	+ 3.2%
Closed Sales	224	252	+ 12.5%	1,311	1,405	+ 7.2%
Median Sales Price*	\$120,000	\$142,900	+ 19.1%	\$107,000	\$127,000	+ 18.7%
Percent of Original List Price Received*	94.5%	95.5%	+ 1.1%	90.8%	93.0%	+ 2.4%
Days on Market Until Sale	69	71	+ 2.9%	90	76	- 15.6%
Months Supply of Inventory	8.2	6.8	- 17.1%	--	--	--

\* 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.

### July



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



# Local Market Update for July 2013

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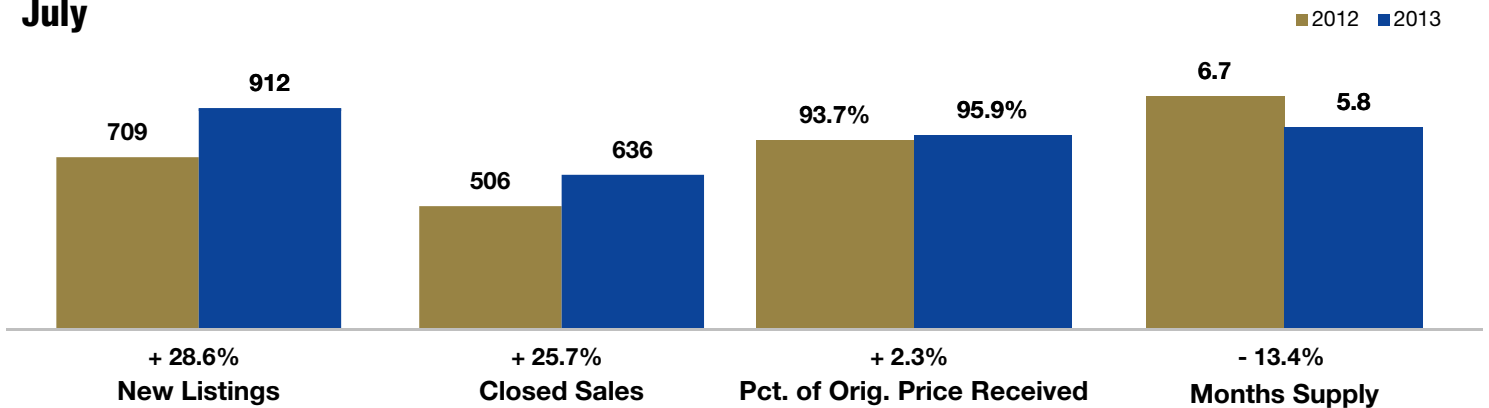


## 7W – Central Region

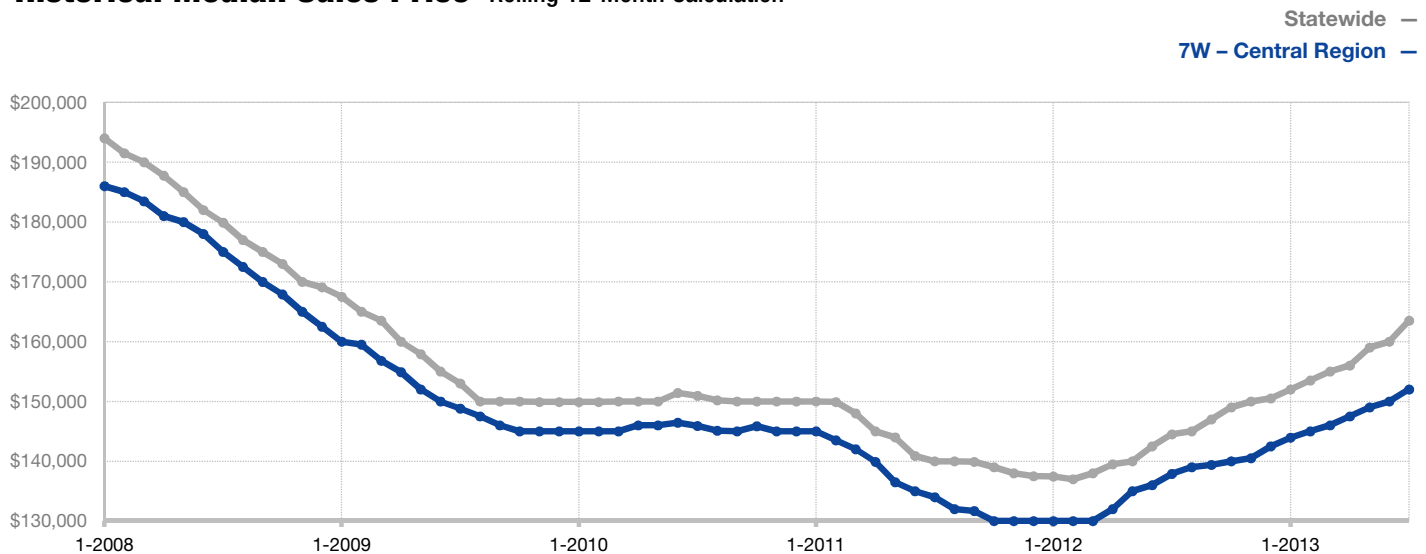
Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	709	<b>912</b>	+ 28.6%	5,130	<b>5,802</b>	+ 13.1%
Closed Sales	506	<b>636</b>	+ 25.7%	2,942	<b>3,308</b>	+ 12.4%
Median Sales Price*	\$149,900	<b>\$169,000</b>	+ 12.7%	\$139,900	<b>\$155,300</b>	+ 11.0%
Percent of Original List Price Received*	93.7%	<b>95.9%</b>	+ 2.3%	92.9%	<b>94.5%</b>	+ 1.7%
Days on Market Until Sale	82	<b>70</b>	- 14.6%	88	<b>77</b>	- 12.5%
Months Supply of Inventory	6.7	<b>5.8</b>	- 13.4%	--	--	--

\* 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.

### July



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



# Local Market Update for July 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

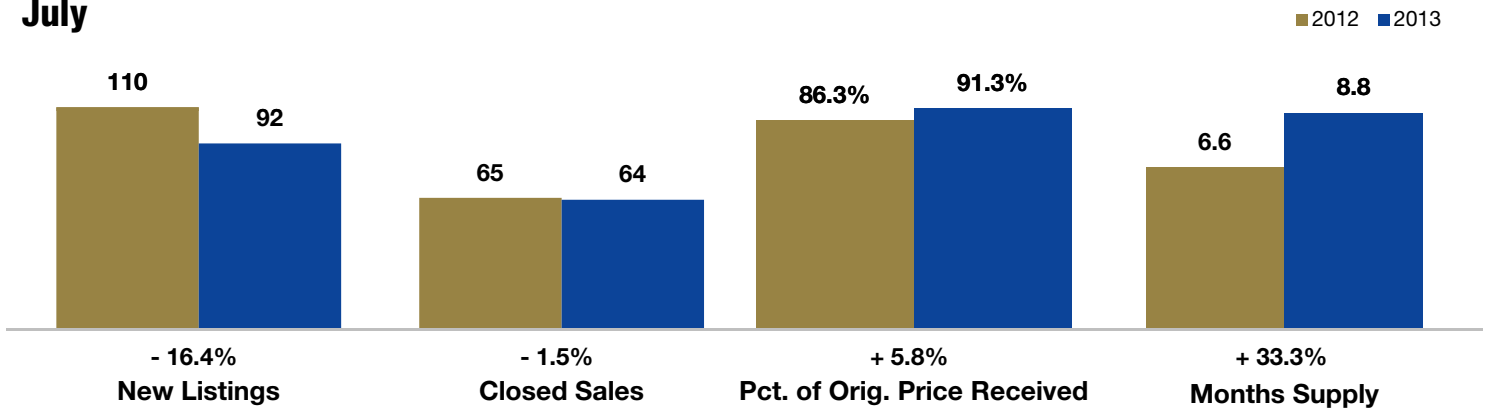


## 8 – Southwest Region

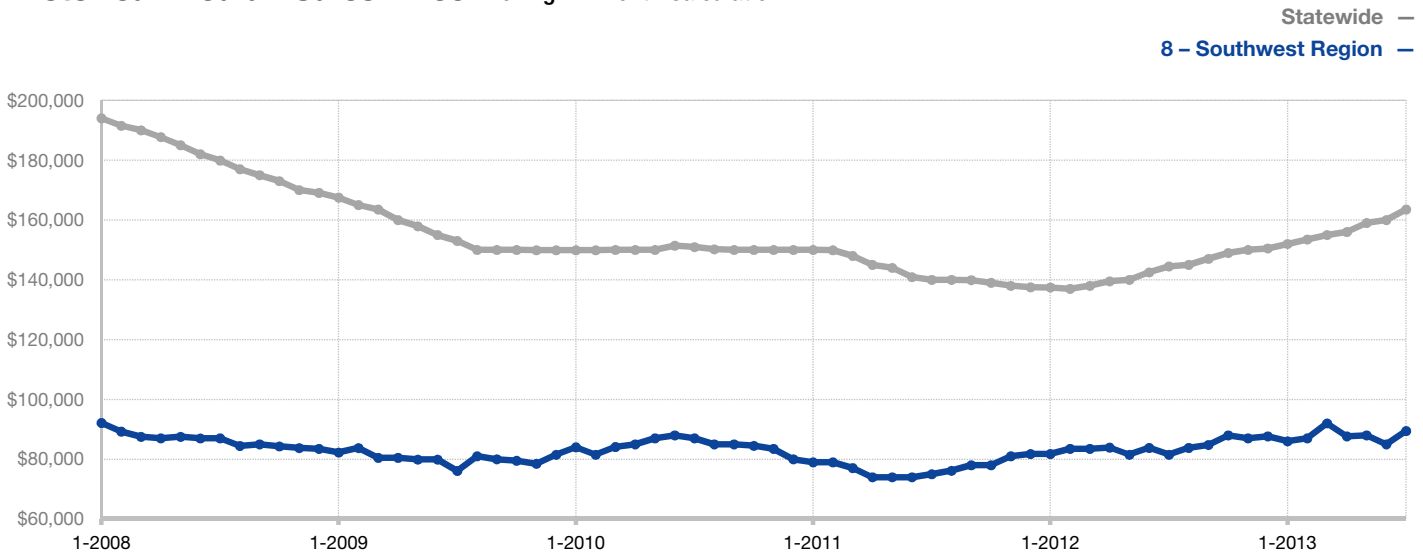
Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	110	92	- 16.4%	655	664	+ 1.4%
Closed Sales	65	64	- 1.5%	407	412	+ 1.2%
Median Sales Price*	\$65,650	\$108,500	+ 65.3%	\$79,825	\$81,000	+ 1.5%
Percent of Original List Price Received*	86.3%	91.3%	+ 5.8%	85.6%	87.9%	+ 2.7%
Days on Market Until Sale	180	158	- 12.2%	203	169	- 16.7%
Months Supply of Inventory	6.6	8.8	+ 33.3%	--	--	--

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### July



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



# Local Market Update for July 2013

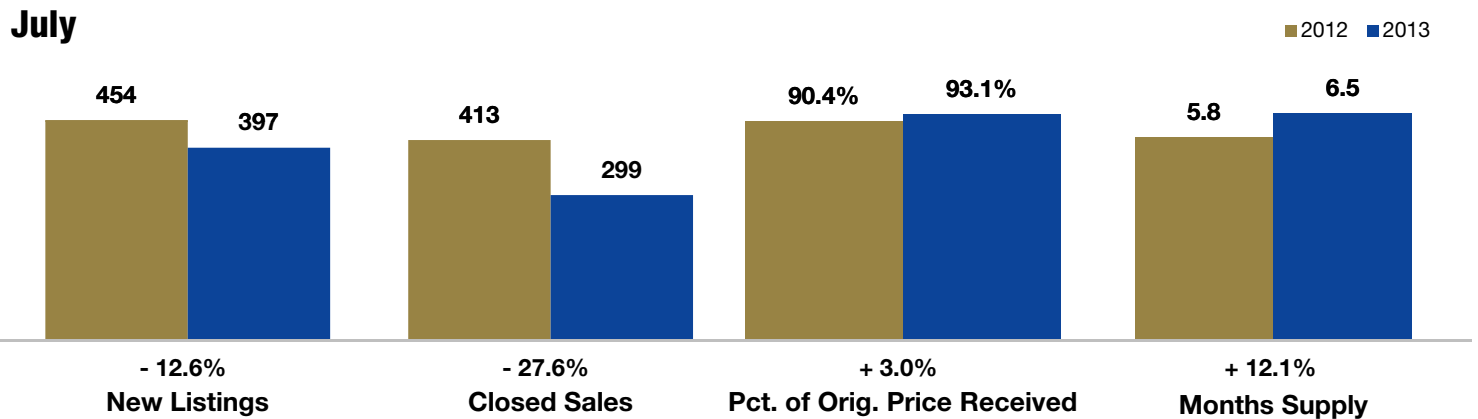
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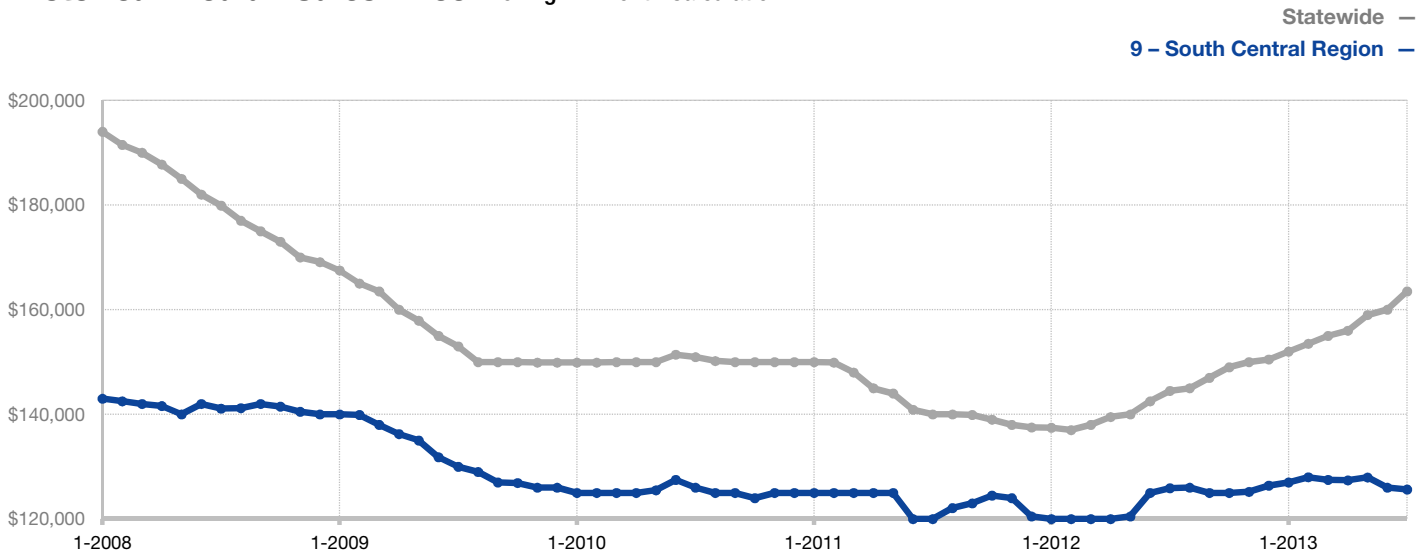
## 9 – South Central Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	454	397	- 12.6%	3,766	2,545	- 32.4%
Closed Sales	413	299	- 27.6%	2,171	1,565	- 27.9%
Median Sales Price*	\$137,000	\$140,000	+ 2.2%	\$128,000	\$129,000	+ 0.8%
Percent of Original List Price Received*	90.4%	93.1%	+ 3.0%	90.9%	91.7%	+ 0.9%
Days on Market Until Sale	160	120	- 25.0%	154	141	- 8.4%
Months Supply of Inventory	5.8	6.5	+ 12.1%	--	--	--

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



# Local Market Update for July 2013

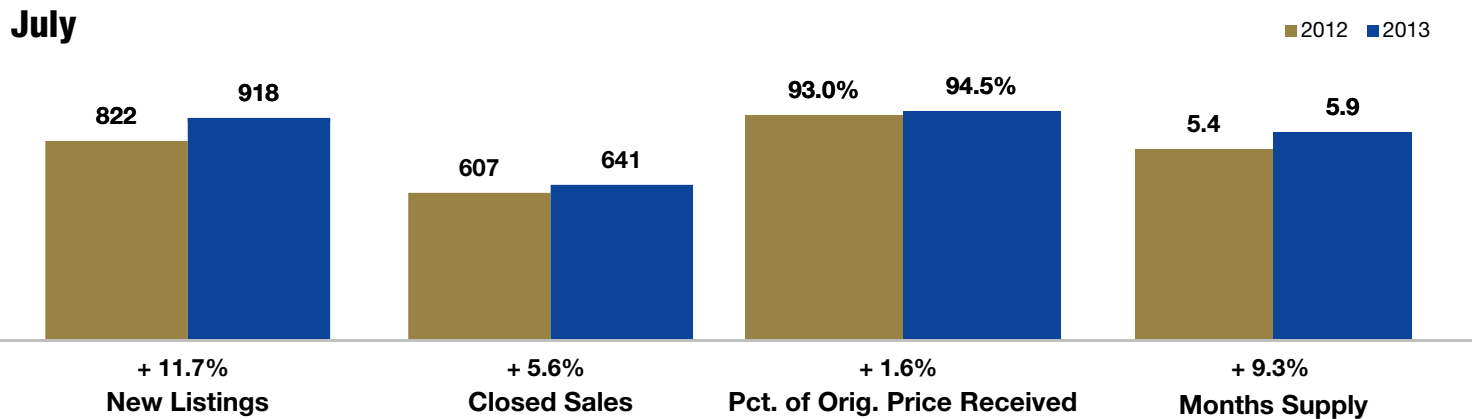
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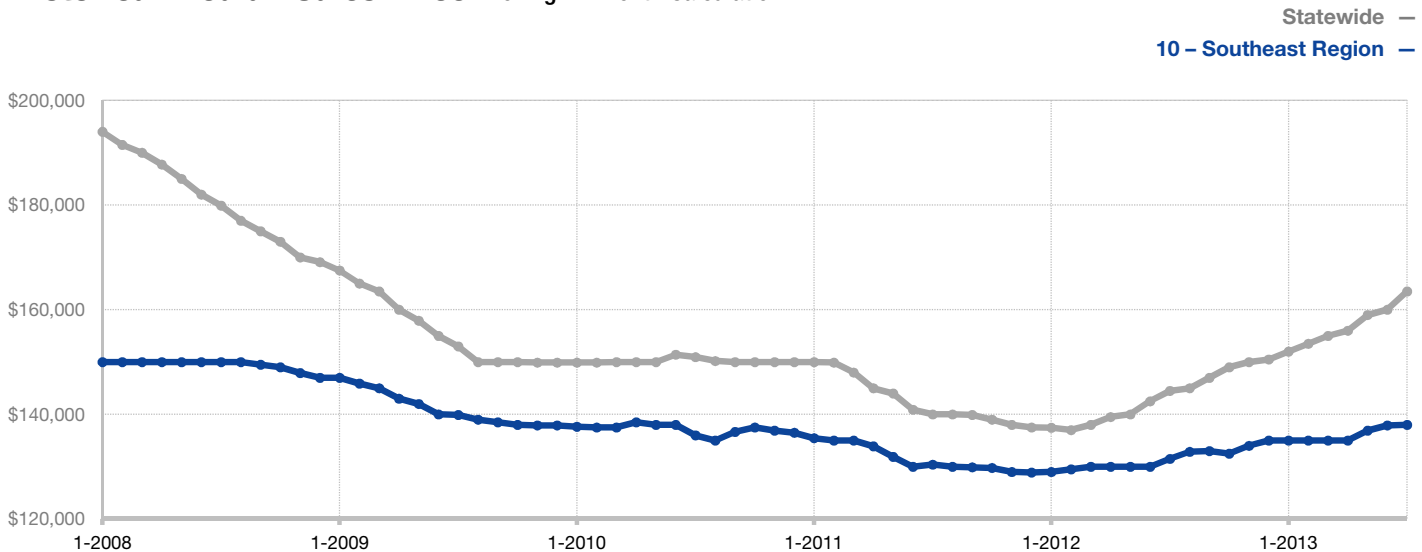
## 10 – Southeast Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	822	<b>918</b>	+ 11.7%	5,895	<b>6,055</b>	+ 2.7%
Closed Sales	607	<b>641</b>	+ 5.6%	3,798	<b>3,899</b>	+ 2.7%
Median Sales Price*	\$148,600	<b>\$154,000</b>	+ 3.6%	\$136,000	<b>\$142,000</b>	+ 4.4%
Percent of Original List Price Received*	93.0%	<b>94.5%</b>	+ 1.6%	91.5%	<b>93.3%</b>	+ 2.0%
Days on Market Until Sale	127	<b>95</b>	- 25.2%	144	<b>118</b>	- 18.1%
Months Supply of Inventory	5.4	<b>5.9</b>	+ 9.3%	--	--	--

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



# Local Market Update for July 2013

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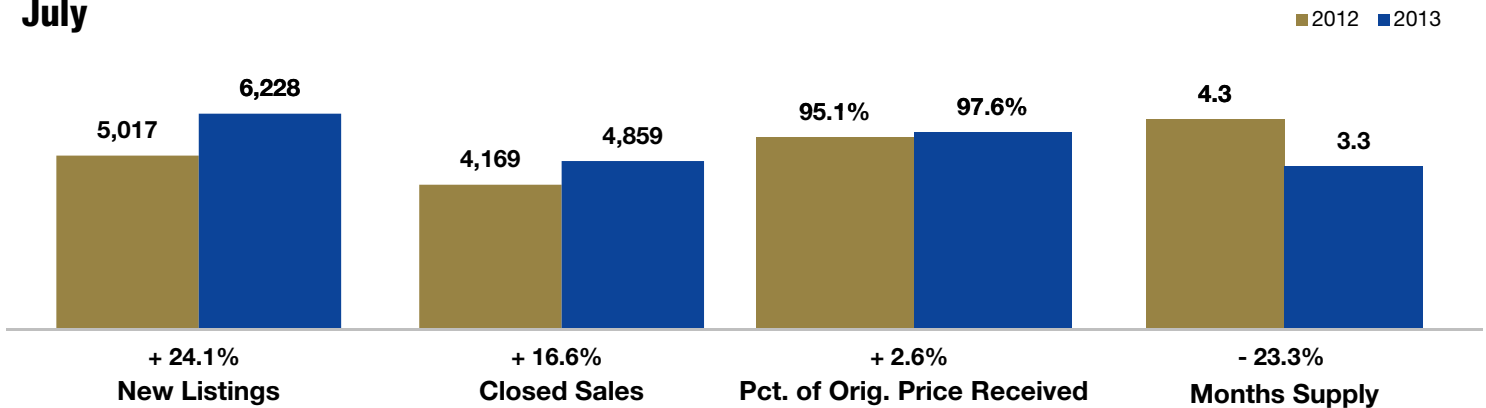


## 11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2012	2013	Percent Change	Thru 7-2012	Thru 7-2013	Percent Change
New Listings	5,017	<b>6,228</b>	+ 24.1%	36,335	<b>39,434</b>	+ 8.5%
Closed Sales	4,169	<b>4,859</b>	+ 16.6%	24,261	<b>26,560</b>	+ 9.5%
Median Sales Price*	\$185,000	<b>\$214,000</b>	+ 15.7%	\$168,000	<b>\$195,000</b>	+ 16.1%
Percent of Original List Price Received*	95.1%	<b>97.6%</b>	+ 2.6%	93.6%	<b>96.3%</b>	+ 2.9%
Days on Market Until Sale	62	<b>46</b>	- 25.8%	73	<b>56</b>	- 23.3%
Months Supply of Inventory	4.3	<b>3.3</b>	- 23.3%	--	--	--

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### July



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

