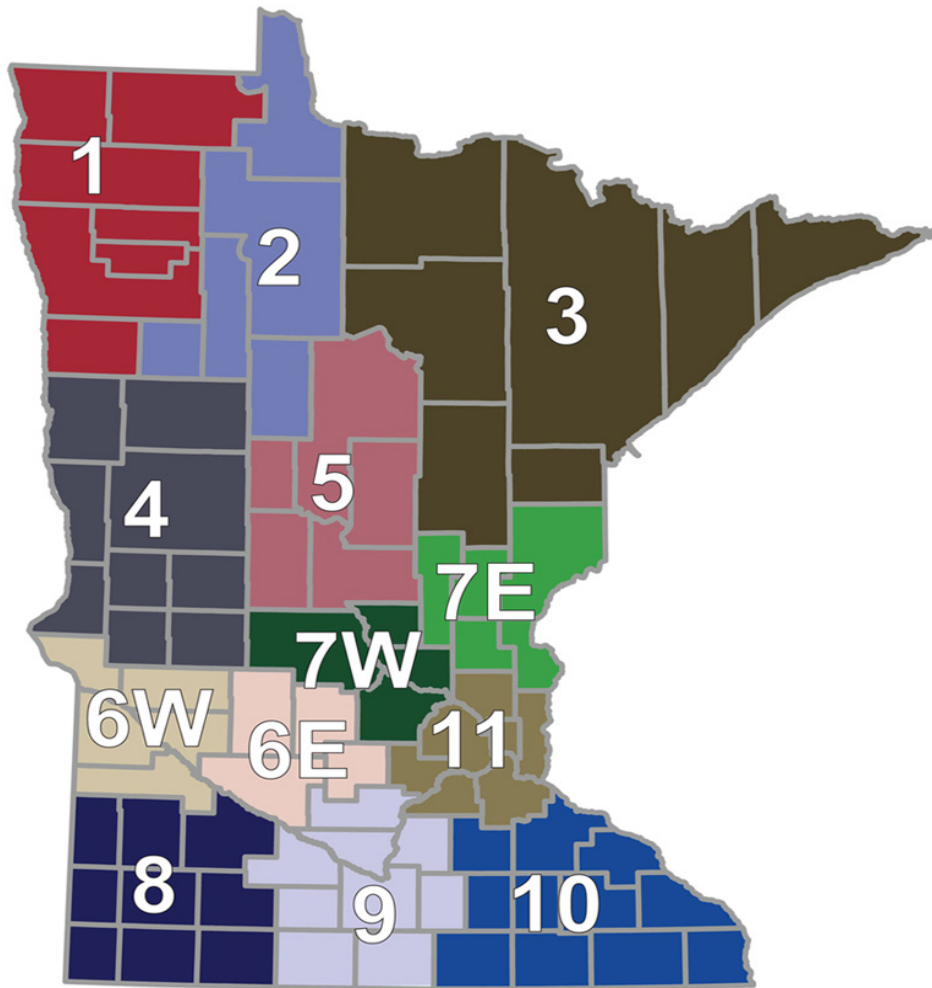


# Minnesota Regional Development Organizations



- 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 April 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

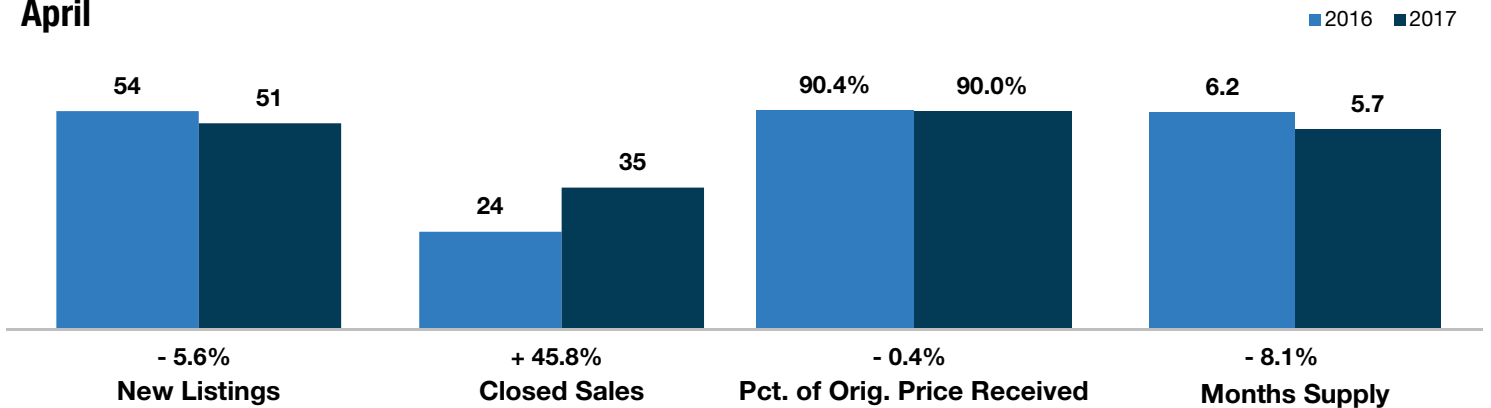


## 1 – Northwest Region

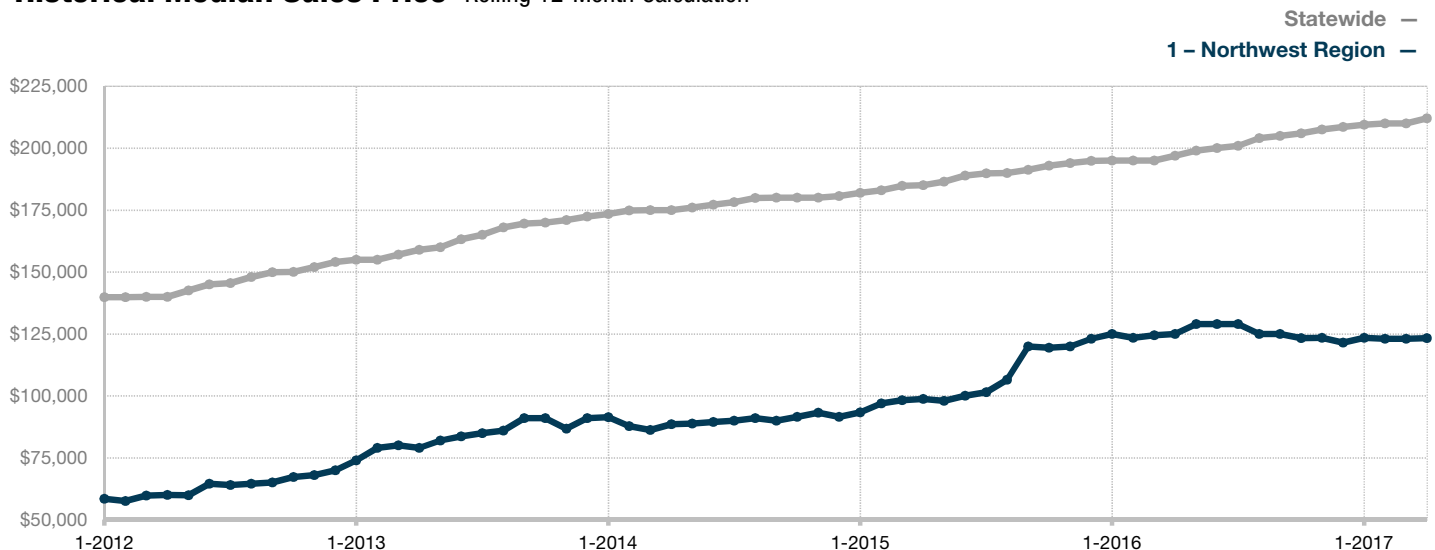
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	54	51	- 5.6%	154	191	+ 24.0%
Closed Sales	24	35	+ 45.8%	76	111	+ 46.1%
Median Sales Price*	\$126,250	<b>\$128,500</b>	+ 1.8%	\$110,000	<b>\$119,000</b>	+ 8.2%
Percent of Original List Price Received*	90.4%	<b>90.0%</b>	- 0.4%	88.8%	<b>91.4%</b>	+ 2.9%
Days on Market Until Sale	161	<b>166</b>	+ 3.1%	152	<b>147</b>	- 3.3%
Months Supply of Inventory	6.2	<b>5.7</b>	- 8.1%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

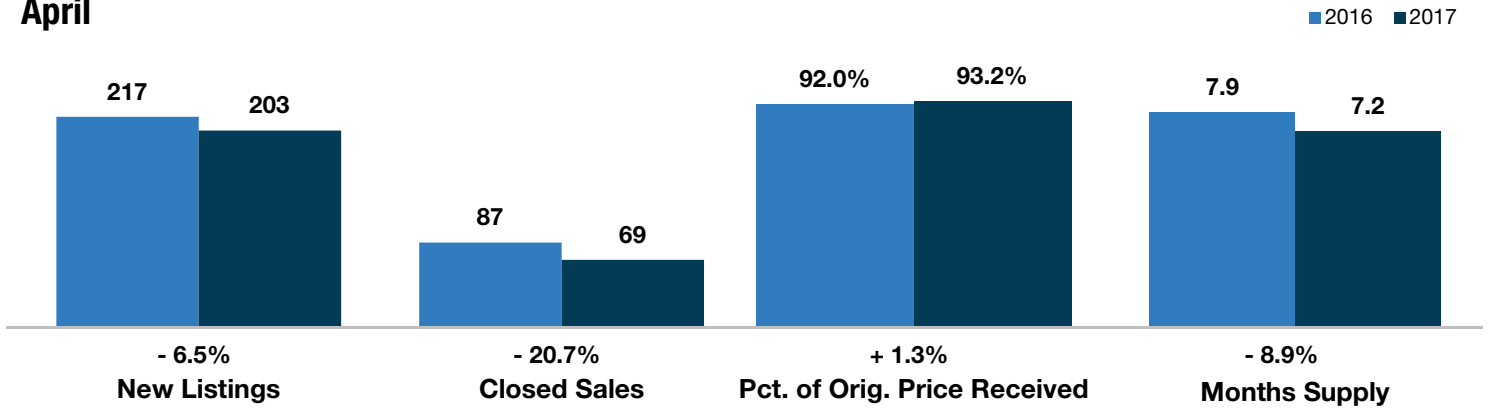


## 2 – Headwaters Region

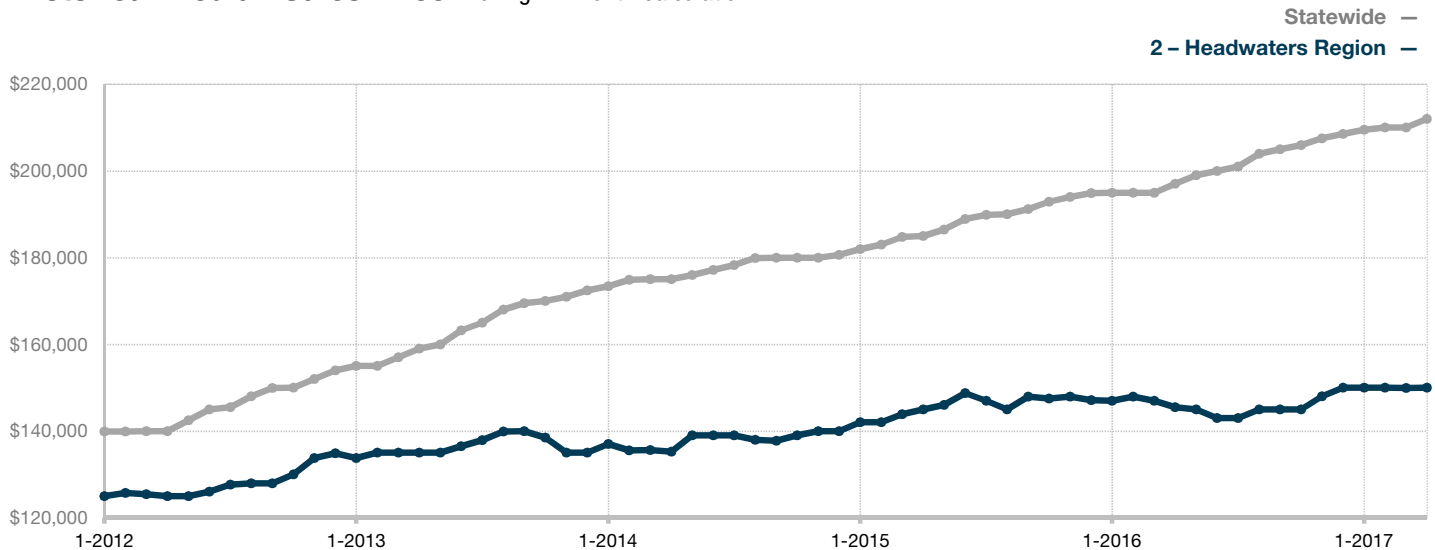
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	217	<b>203</b>	- 6.5%	581	<b>575</b>	- 1.0%
Closed Sales	87	<b>69</b>	- 20.7%	251	<b>215</b>	- 14.3%
Median Sales Price*	\$128,000	<b>\$134,000</b>	+ 4.7%	\$132,000	<b>\$136,000</b>	+ 3.0%
Percent of Original List Price Received*	92.0%	<b>93.2%</b>	+ 1.3%	92.3%	<b>91.6%</b>	- 0.8%
Days on Market Until Sale	137	<b>154</b>	+ 12.4%	155	<b>144</b>	- 7.1%
Months Supply of Inventory	7.9	<b>7.2</b>	- 8.9%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2017

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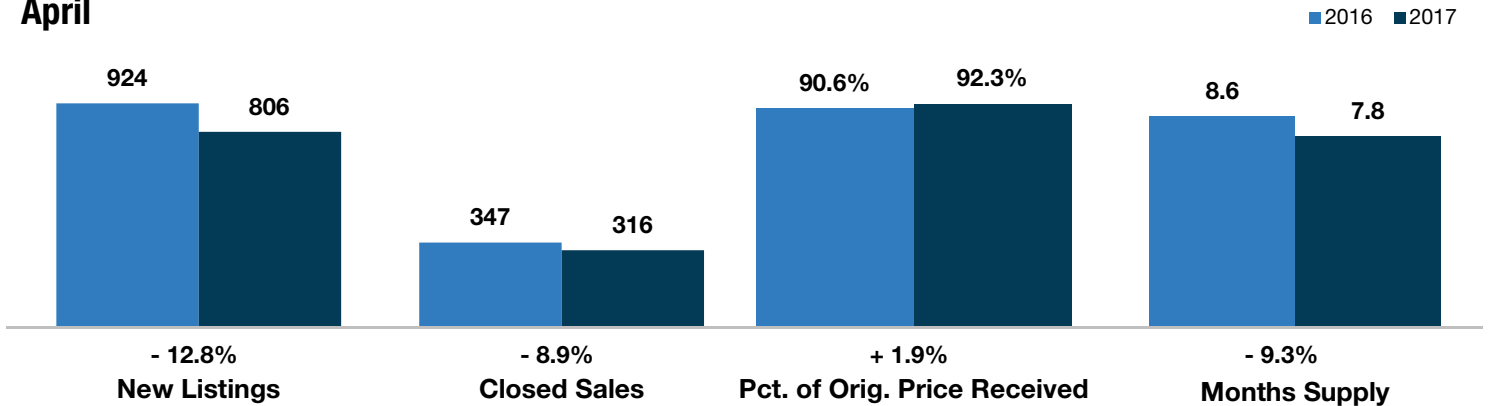


## 3 – Arrowhead Region

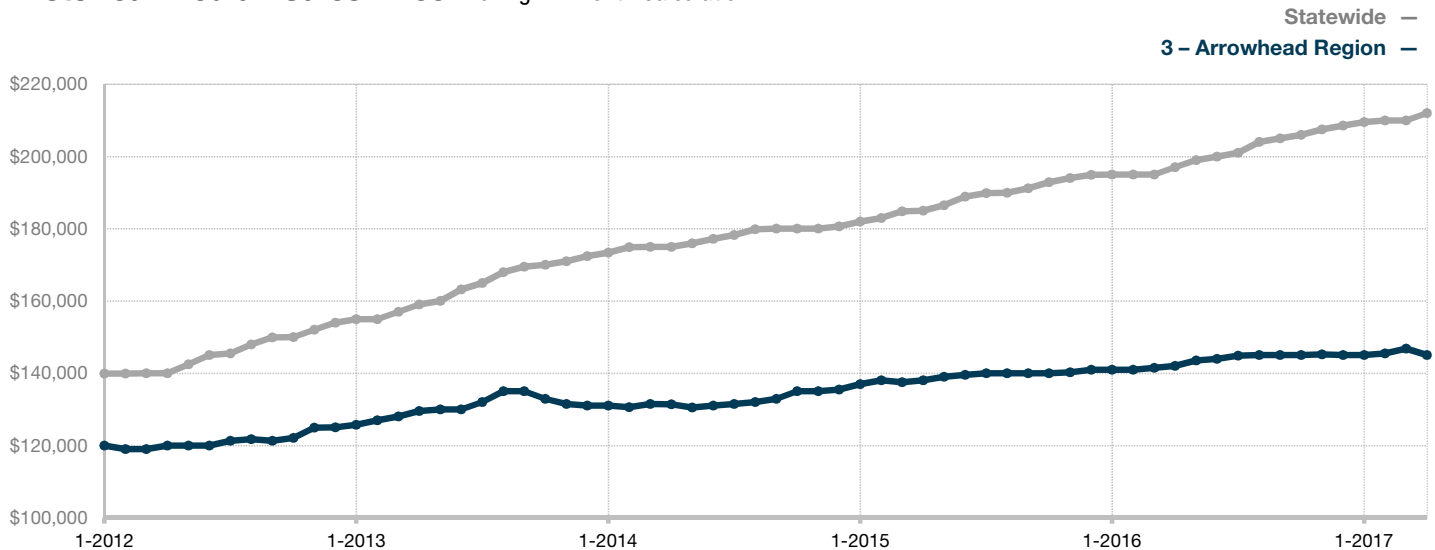
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	924	<b>806</b>	- 12.8%	2,645	<b>2,385</b>	- 9.8%
Closed Sales	347	<b>316</b>	- 8.9%	999	<b>1,054</b>	+ 5.5%
Median Sales Price*	\$145,000	<b>\$132,500</b>	- 8.6%	\$132,000	<b>\$138,000</b>	+ 4.5%
Percent of Original List Price Received*	90.6%	<b>92.3%</b>	+ 1.9%	90.0%	<b>91.7%</b>	+ 1.9%
Days on Market Until Sale	139	<b>125</b>	- 10.1%	129	<b>123</b>	- 4.7%
Months Supply of Inventory	8.6	<b>7.8</b>	- 9.3%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

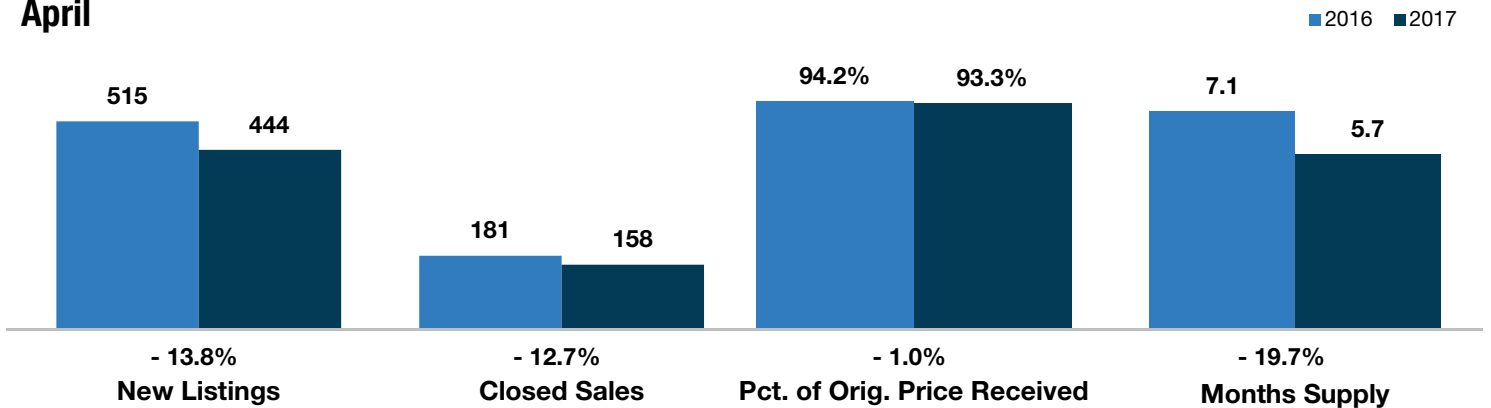


## 4 – West Central Region

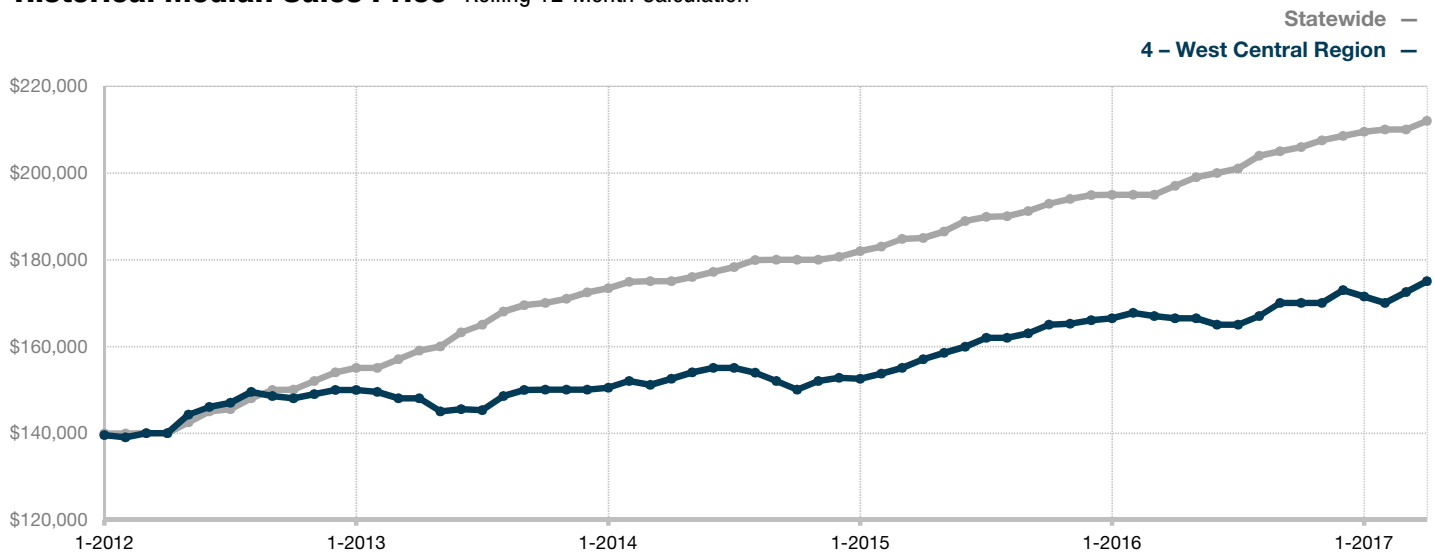
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	515	444	- 13.8%	1,408	1,238	- 12.1%
Closed Sales	181	158	- 12.7%	539	512	- 5.0%
Median Sales Price*	\$142,500	\$178,000	+ 24.9%	\$152,700	\$167,500	+ 9.7%
Percent of Original List Price Received*	94.2%	93.3%	- 1.0%	92.7%	93.6%	+ 1.0%
Days on Market Until Sale	99	116	+ 17.2%	117	103	- 12.0%
Months Supply of Inventory	7.1	5.7	- 19.7%	--	--	--

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### April



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



# Local Market Update for April 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

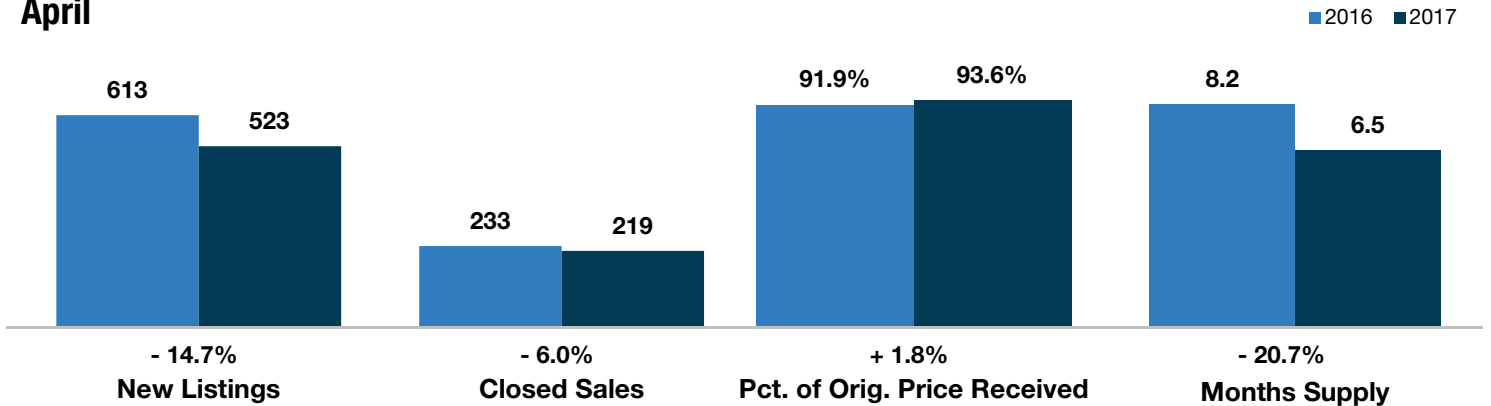


## 5 – North Central Region

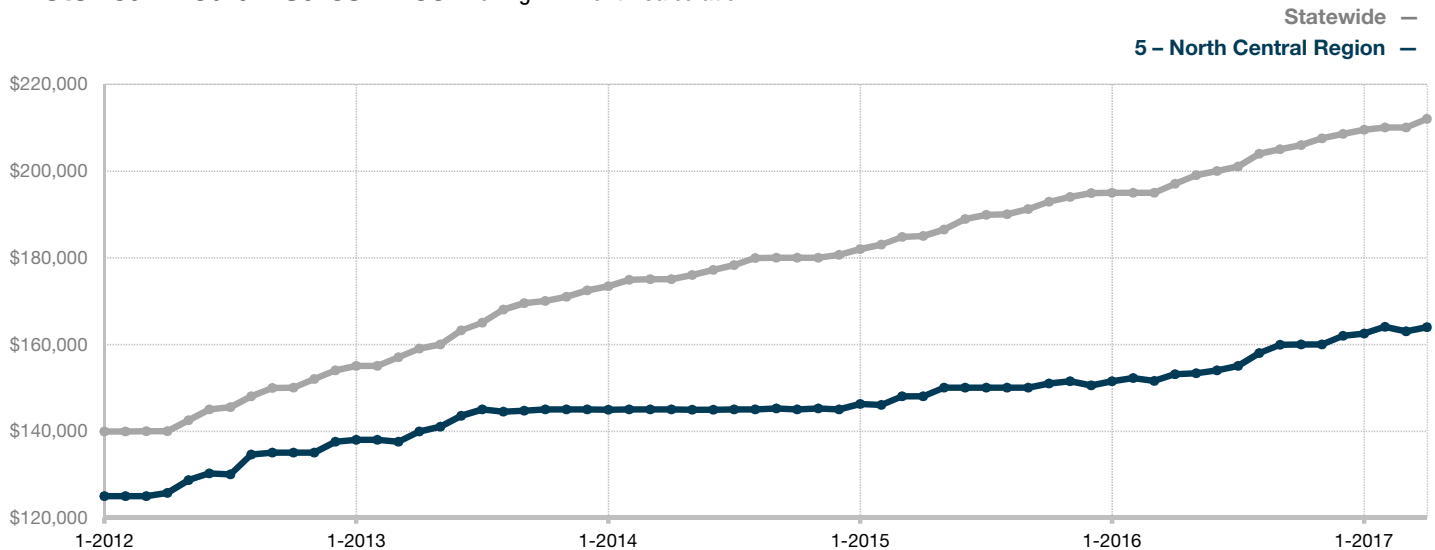
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	613	<b>523</b>	- 14.7%	1,646	<b>1,547</b>	- 6.0%
Closed Sales	233	<b>219</b>	- 6.0%	661	<b>609</b>	- 7.9%
Median Sales Price*	\$162,000	<b>\$167,800</b>	+ 3.6%	\$146,250	<b>\$150,000</b>	+ 2.6%
Percent of Original List Price Received*	91.9%	<b>93.6%</b>	+ 1.8%	91.5%	<b>91.9%</b>	+ 0.4%
Days on Market Until Sale	129	<b>93</b>	- 27.9%	124	<b>110</b>	- 11.3%
Months Supply of Inventory	8.2	<b>6.5</b>	- 20.7%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2017

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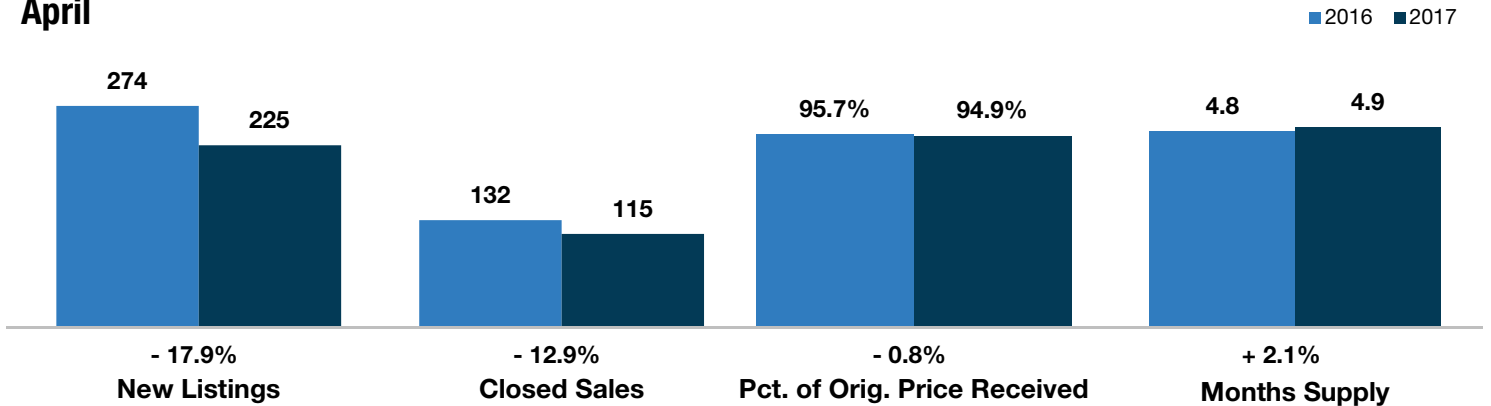


## 6E – Southwest Central Region

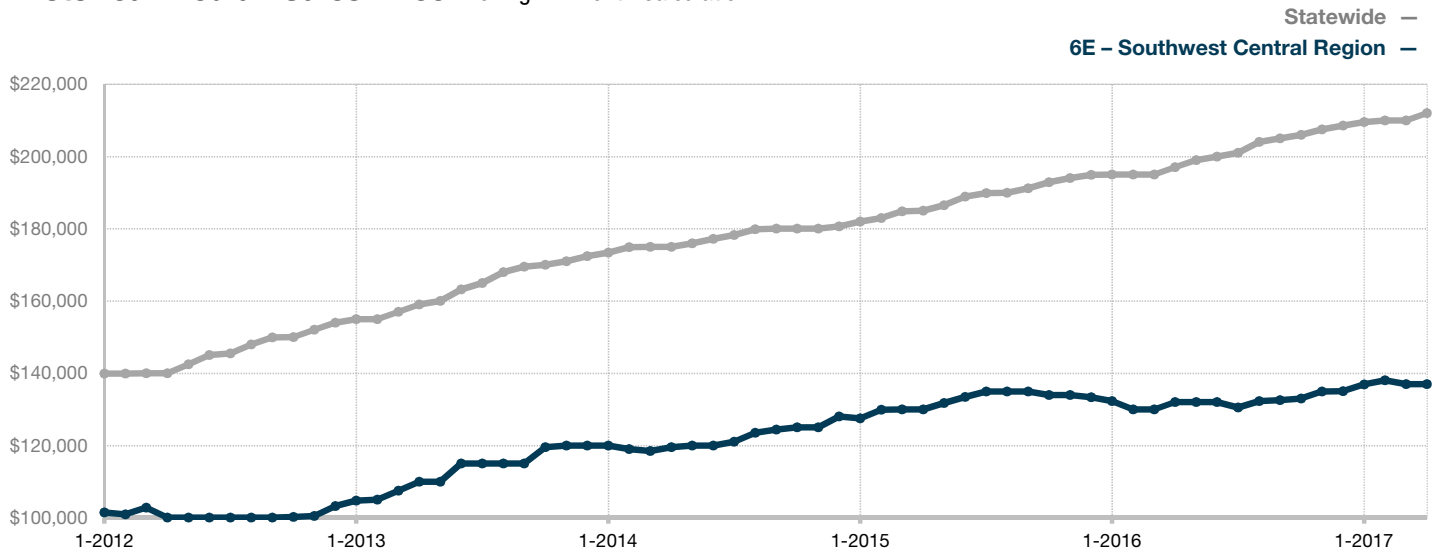
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	274	<b>225</b>	- 17.9%	774	<b>679</b>	- 12.3%
Closed Sales	132	<b>115</b>	- 12.9%	413	<b>364</b>	- 11.9%
Median Sales Price*	\$135,000	<b>\$137,000</b>	+ 1.5%	\$127,000	<b>\$128,600</b>	+ 1.3%
Percent of Original List Price Received*	95.7%	<b>94.9%</b>	- 0.8%	93.1%	<b>93.6%</b>	+ 0.5%
Days on Market Until Sale	90	<b>78</b>	- 13.3%	90	<b>90</b>	0.0%
Months Supply of Inventory	4.8	<b>4.9</b>	+ 2.1%	--	--	--

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### April



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



# Local Market Update for April 2017

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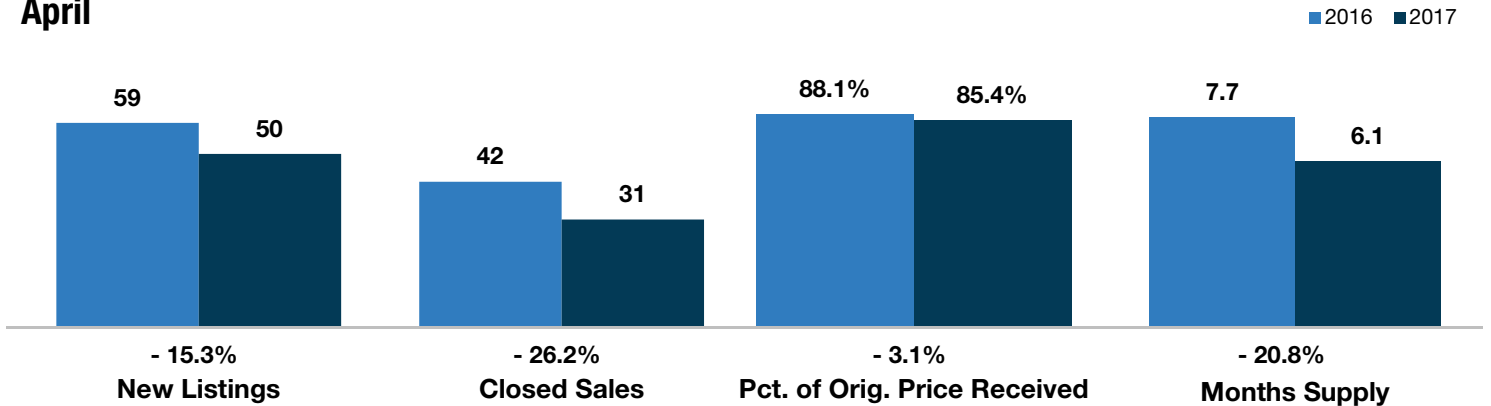


## 6W – Upper Minnesota Valley Region

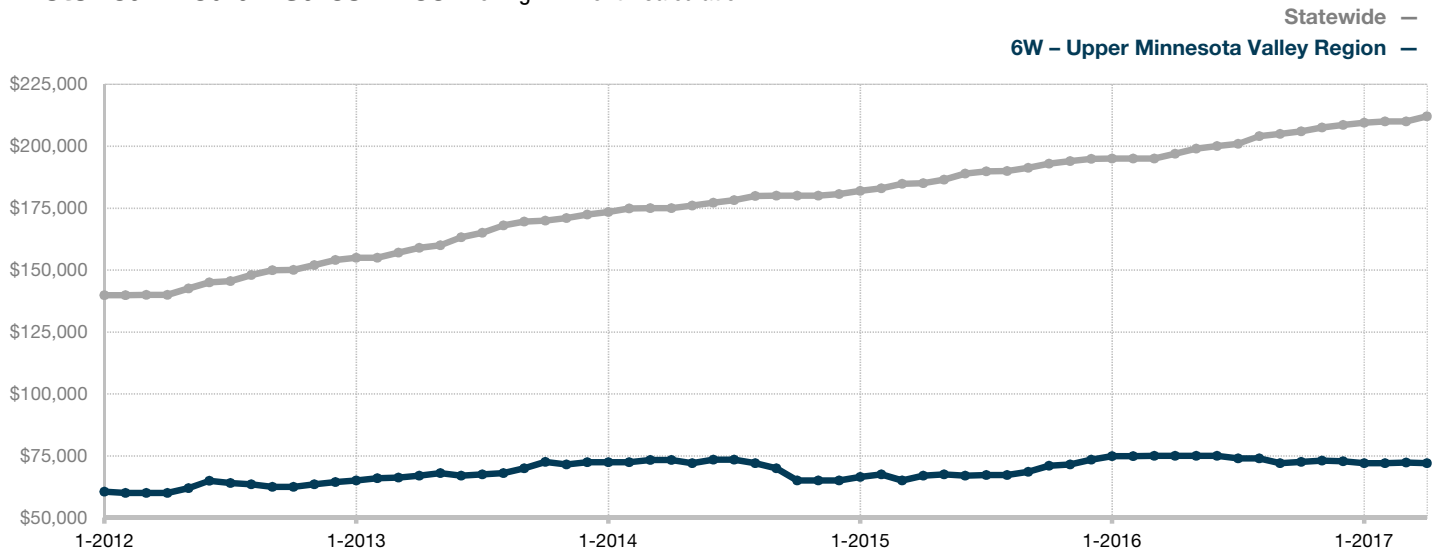
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	59	50	- 15.3%	176	145	- 17.6%
Closed Sales	42	31	- 26.2%	120	112	- 6.7%
Median Sales Price*	\$72,500	\$59,900	- 17.4%	\$73,500	\$72,000	- 2.0%
Percent of Original List Price Received*	88.1%	85.4%	- 3.1%	87.7%	87.5%	- 0.2%
Days on Market Until Sale	153	178	+ 16.3%	143	163	+ 14.0%
Months Supply of Inventory	7.7	6.1	- 20.8%	--	--	--

\* 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.

### April



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





# Local Market Update for April 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

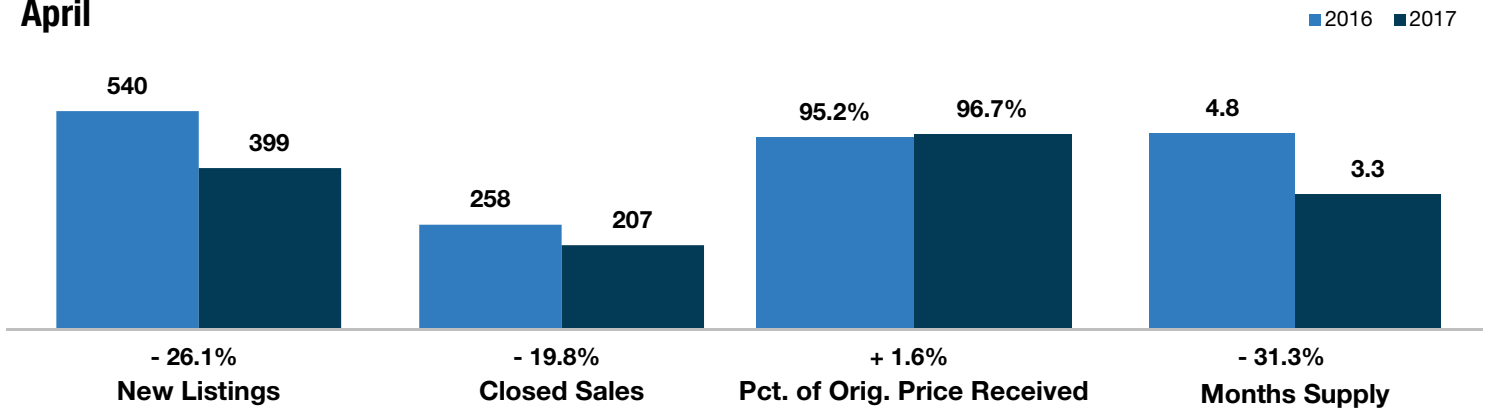


## 7E – East Central Region

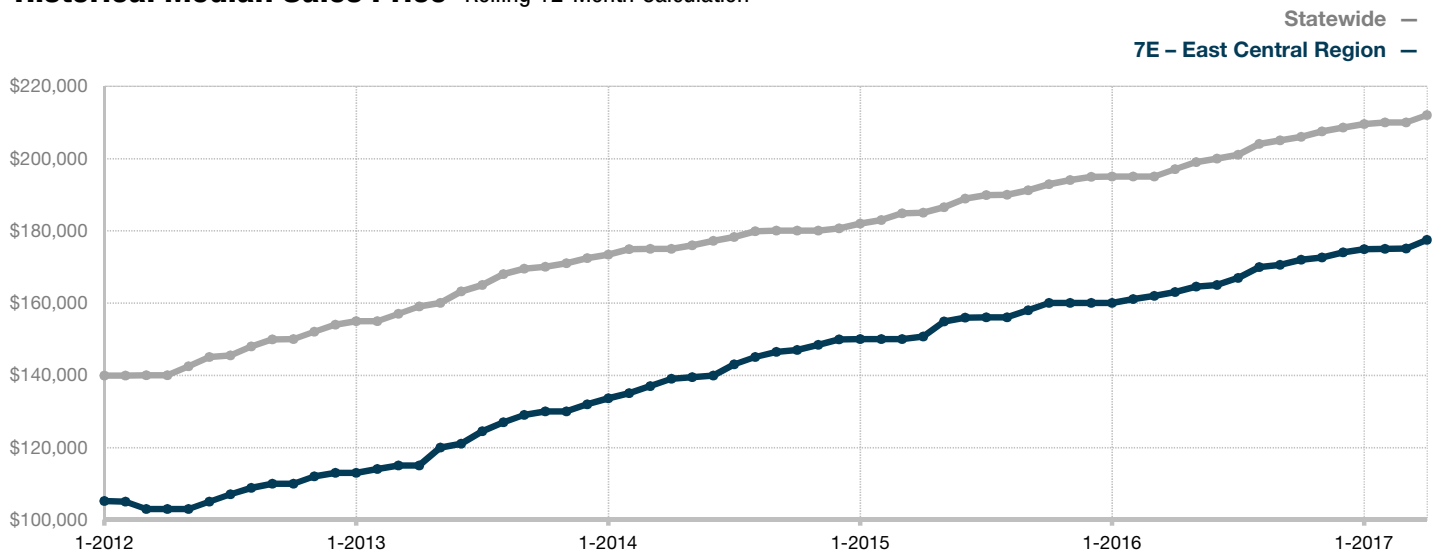
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	540	<b>399</b>	- 26.1%	1,498	<b>1,293</b>	- 13.7%
Closed Sales	258	<b>207</b>	- 19.8%	736	<b>657</b>	- 10.7%
Median Sales Price*	\$166,821	<b>\$182,500</b>	+ 9.4%	\$160,000	<b>\$174,949</b>	+ 9.3%
Percent of Original List Price Received*	95.2%	<b>96.7%</b>	+ 1.6%	94.3%	<b>96.0%</b>	+ 1.8%
Days on Market Until Sale	68	<b>61</b>	- 10.3%	79	<b>73</b>	- 7.6%
Months Supply of Inventory	4.8	<b>3.3</b>	- 31.3%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2017

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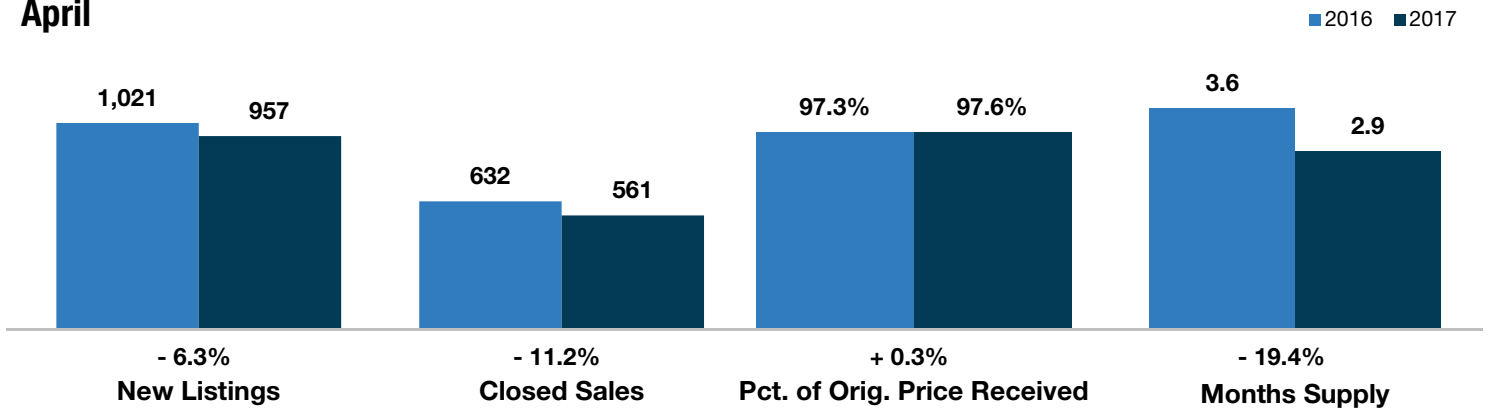


## 7W – Central Region

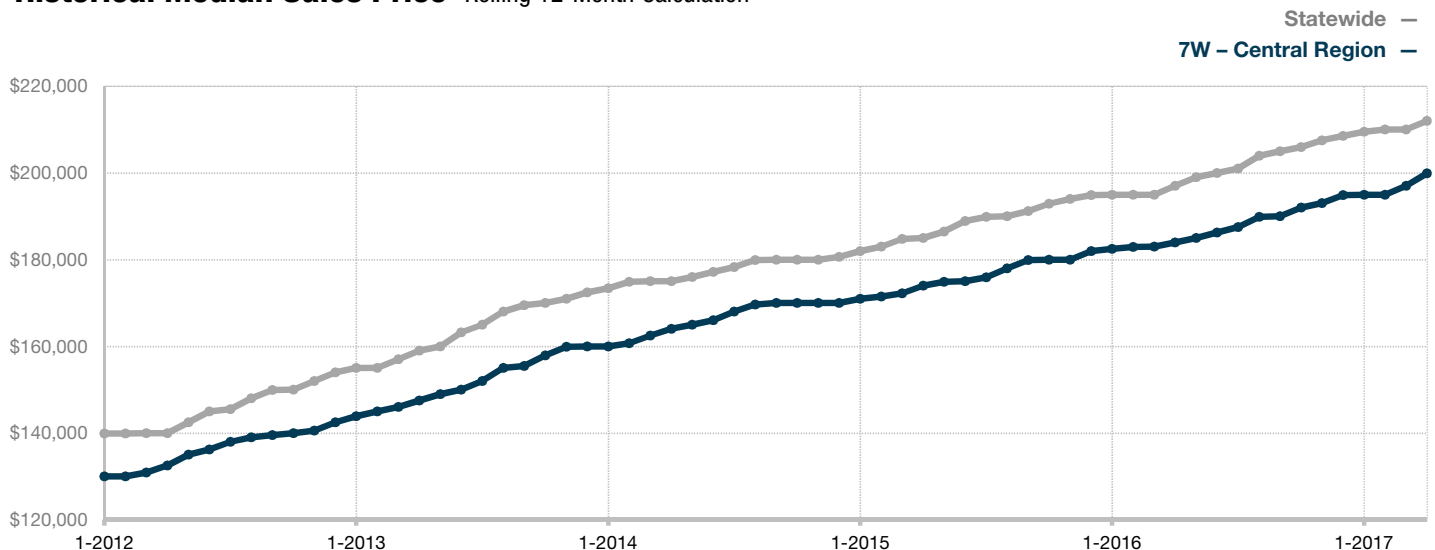
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	1,021	957	- 6.3%	3,296	3,271	- 0.8%
Closed Sales	632	561	- 11.2%	1,747	1,782	+ 2.0%
Median Sales Price*	\$187,900	\$214,900	+ 14.4%	\$180,000	\$200,000	+ 11.1%
Percent of Original List Price Received*	97.3%	97.6%	+ 0.3%	95.9%	96.9%	+ 1.0%
Days on Market Until Sale	61	56	- 8.2%	73	62	- 15.1%
Months Supply of Inventory	3.6	2.9	- 19.4%	--	--	--

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### April



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



# Local Market Update for April 2017

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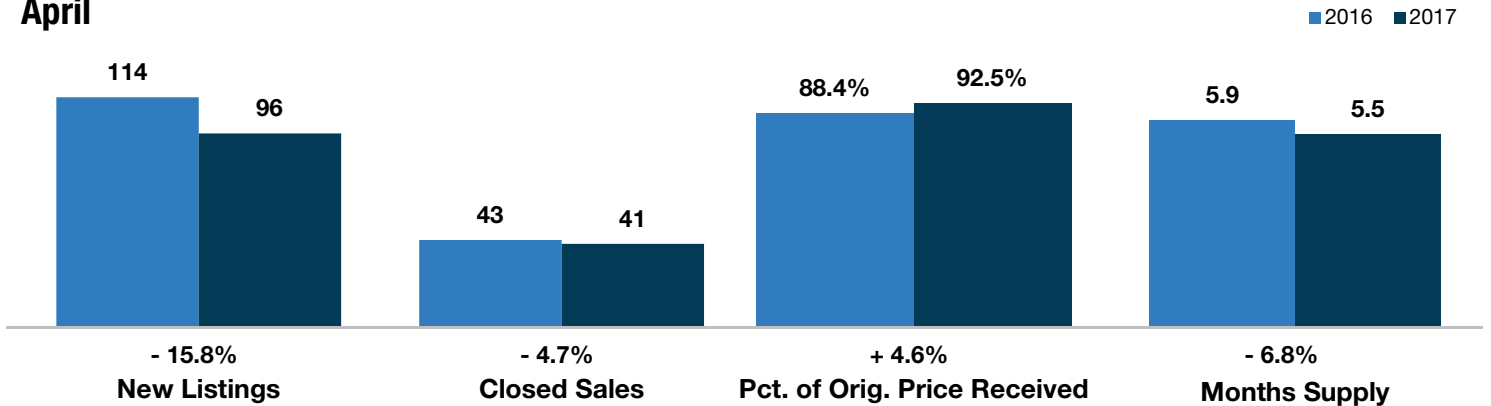


## 8 – Southwest Region

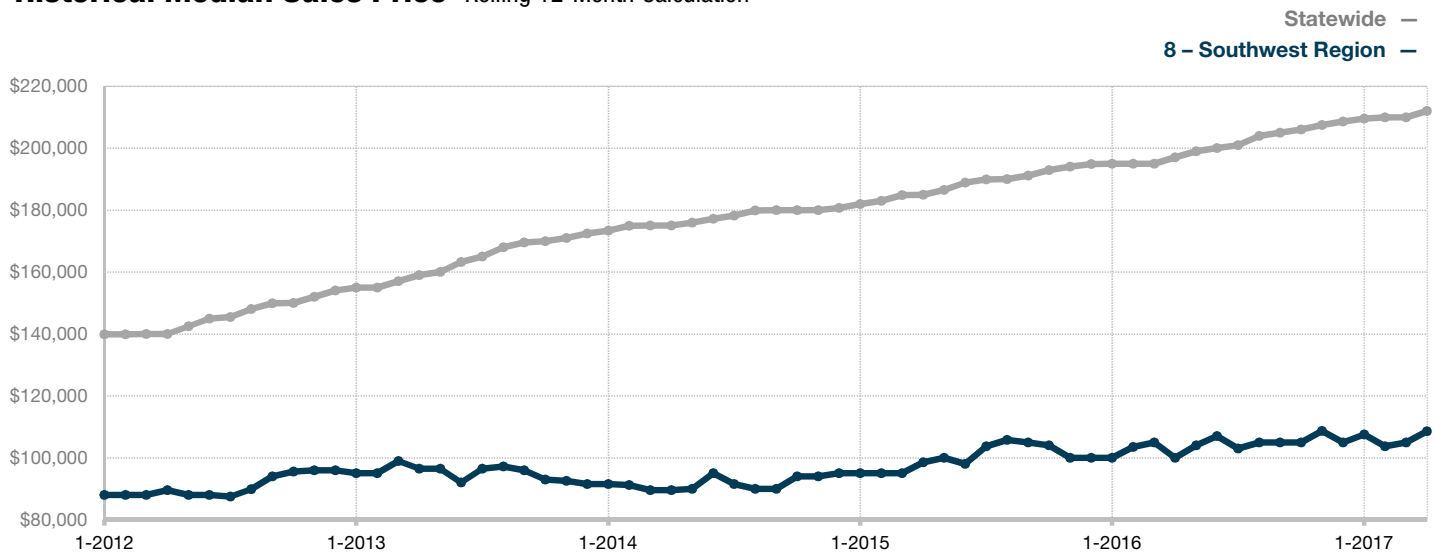
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	114	96	- 15.8%	328	287	- 12.5%
Closed Sales	43	41	- 4.7%	174	155	- 10.9%
Median Sales Price*	\$85,000	\$99,500	+ 17.1%	\$101,000	\$116,000	+ 14.9%
Percent of Original List Price Received*	88.4%	92.5%	+ 4.6%	89.9%	89.6%	- 0.3%
Days on Market Until Sale	135	109	- 19.3%	117	128	+ 9.4%
Months Supply of Inventory	5.9	5.5	- 6.8%	--	--	--

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### April



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



# Local Market Update for April 2017

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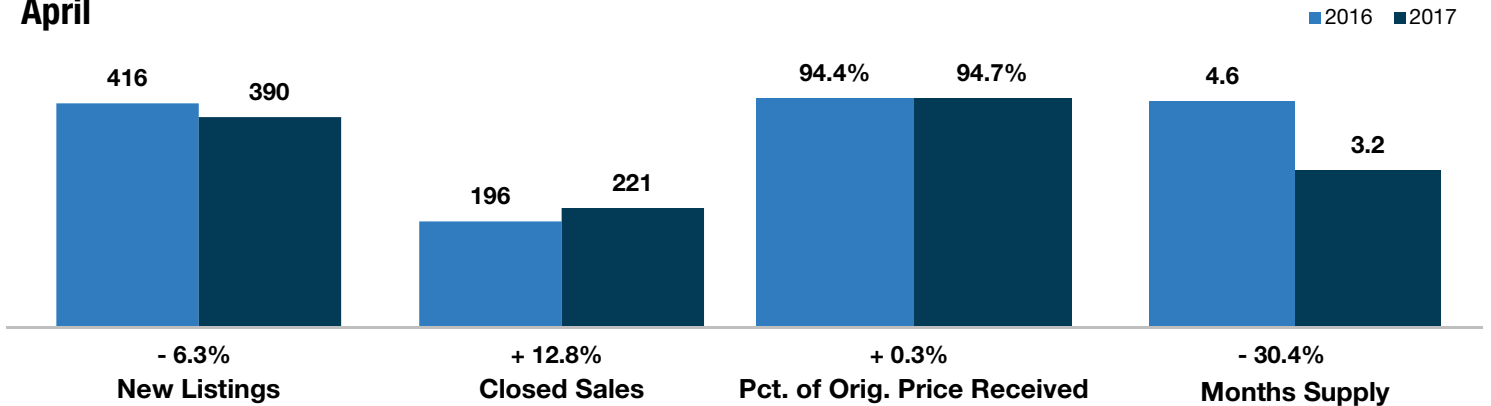


## 9 – South Central Region

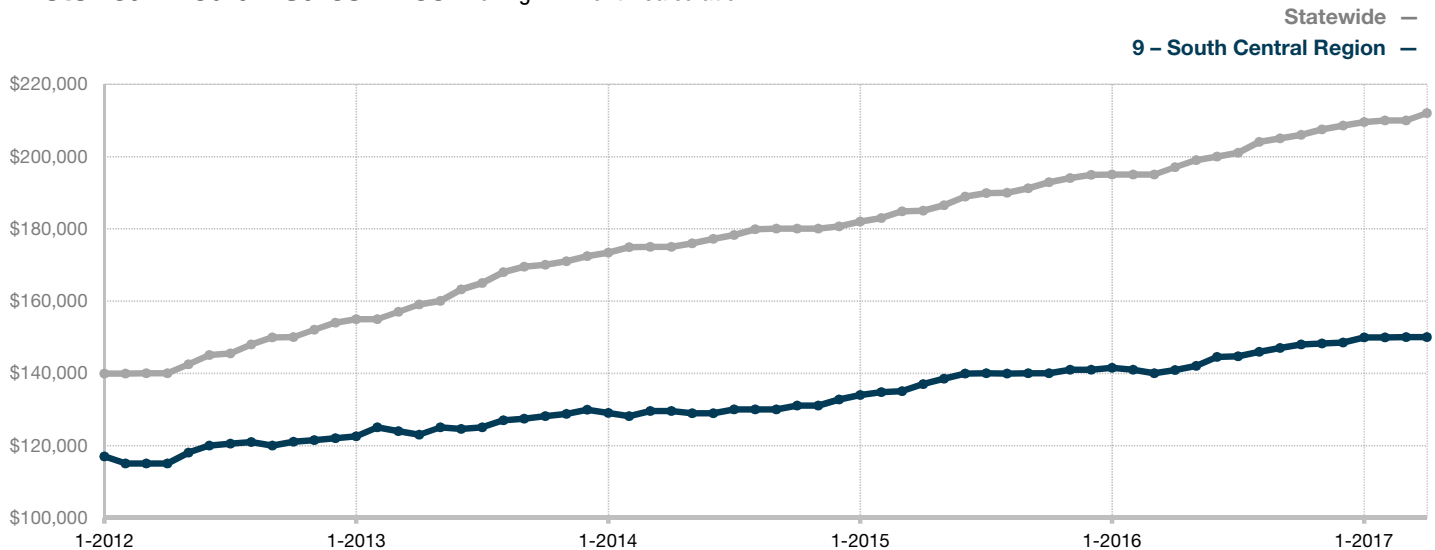
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	416	390	- 6.3%	1,300	1,158	- 10.9%
Closed Sales	196	221	+ 12.8%	644	734	+ 14.0%
Median Sales Price*	\$147,491	\$150,000	+ 1.7%	\$132,000	\$143,900	+ 9.0%
Percent of Original List Price Received*	94.4%	94.7%	+ 0.3%	93.3%	93.2%	- 0.1%
Days on Market Until Sale	127	122	- 3.9%	127	120	- 5.5%
Months Supply of Inventory	4.6	3.2	- 30.4%	--	--	--

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### April



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



# Local Market Update for April 2017

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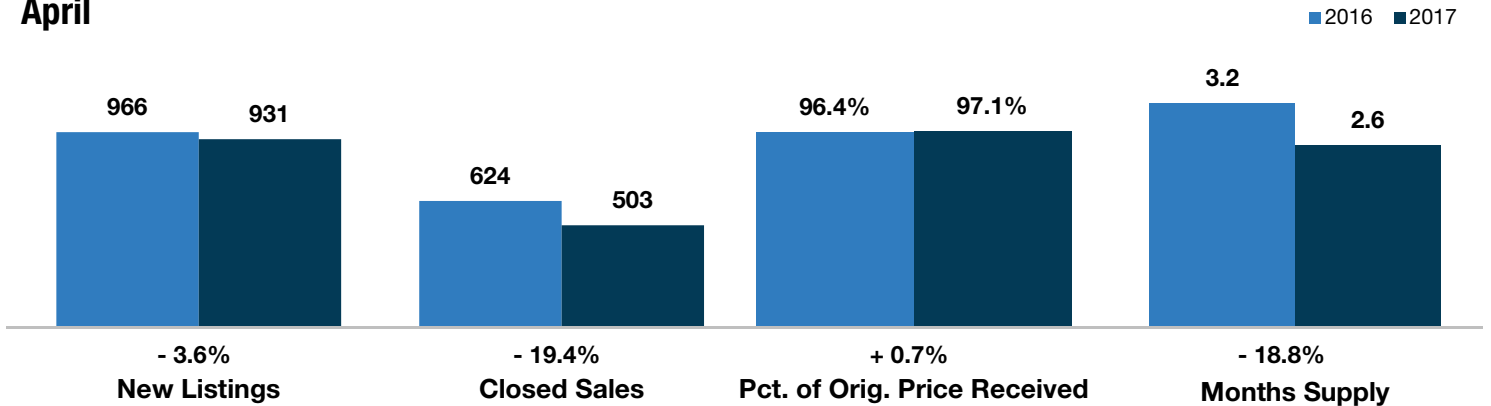


## 10 – Southeast Region

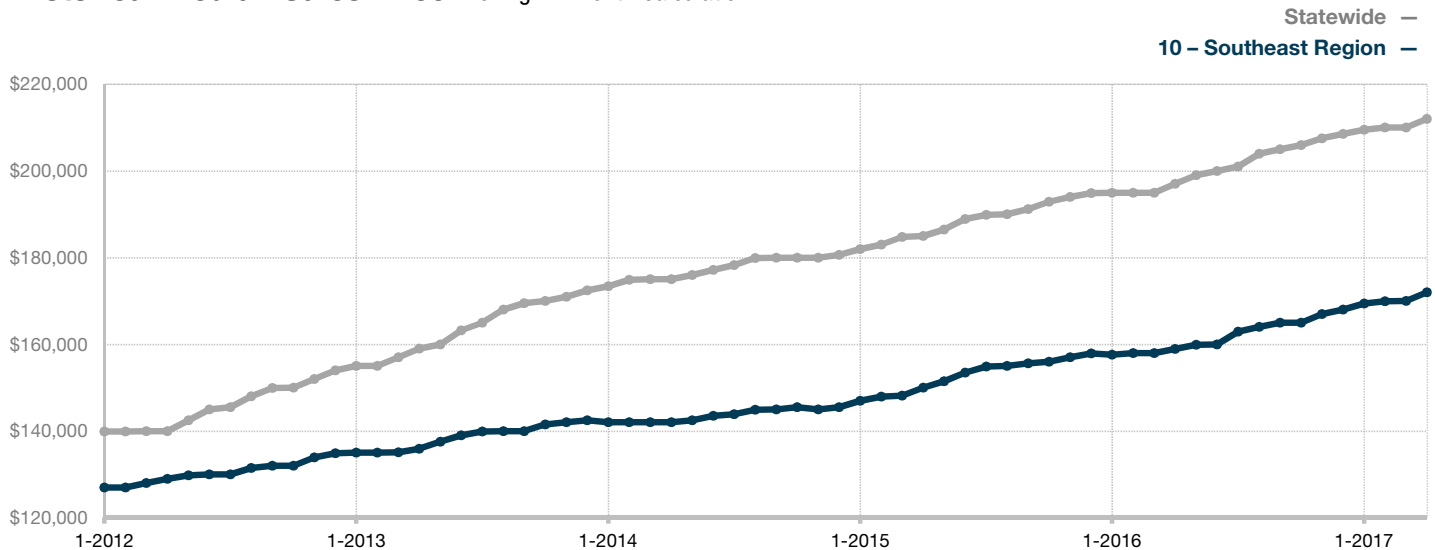
Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	966	931	- 3.6%	2,994	2,790	- 6.8%
Closed Sales	624	503	- 19.4%	1,777	1,682	- 5.3%
Median Sales Price*	\$168,500	\$185,000	+ 9.8%	\$155,000	\$174,900	+ 12.8%
Percent of Original List Price Received*	96.4%	97.1%	+ 0.7%	94.9%	96.2%	+ 1.4%
Days on Market Until Sale	77	74	- 3.9%	84	80	- 4.8%
Months Supply of Inventory	3.2	2.6	- 18.8%	--	--	--

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### April



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



# Local Market Update for April 2017

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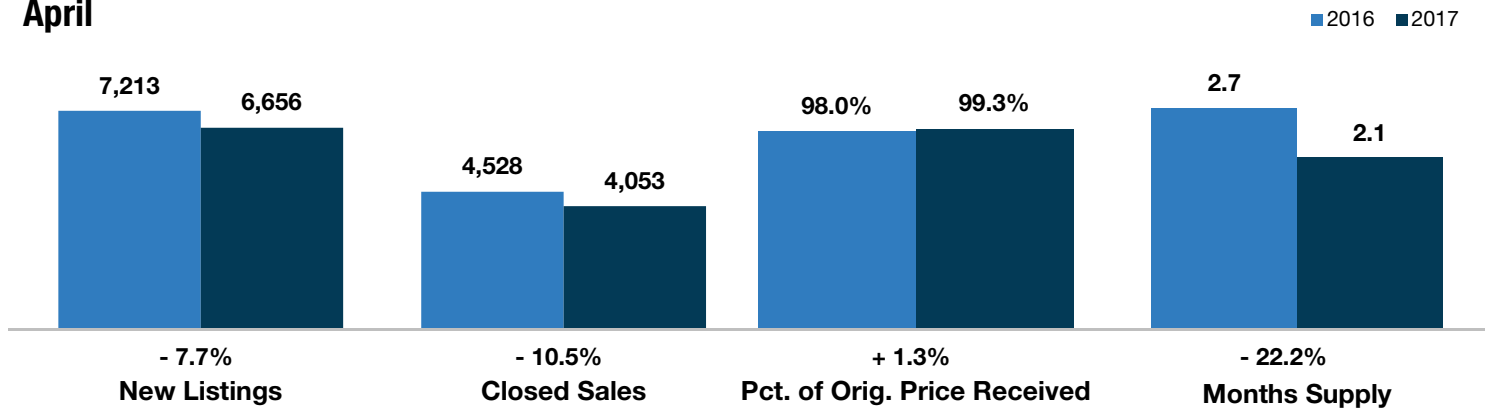


## 11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2016	2017	Percent Change	Thru 4-2016	Thru 4-2017	Percent Change
New Listings	7,213	<b>6,656</b>	- 7.7%	22,590	<b>21,756</b>	- 3.7%
Closed Sales	4,528	<b>4,053</b>	- 10.5%	12,801	<b>12,591</b>	- 1.6%
Median Sales Price*	\$235,500	<b>\$250,000</b>	+ 6.2%	\$225,000	<b>\$239,844</b>	+ 6.6%
Percent of Original List Price Received*	98.0%	<b>99.3%</b>	+ 1.3%	96.6%	<b>97.8%</b>	+ 1.2%
Days on Market Until Sale	48	<b>38</b>	- 20.8%	58	<b>49</b>	- 15.5%
Months Supply of Inventory	2.7	<b>2.1</b>	- 22.2%	--	--	--

\* 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.

### April



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

