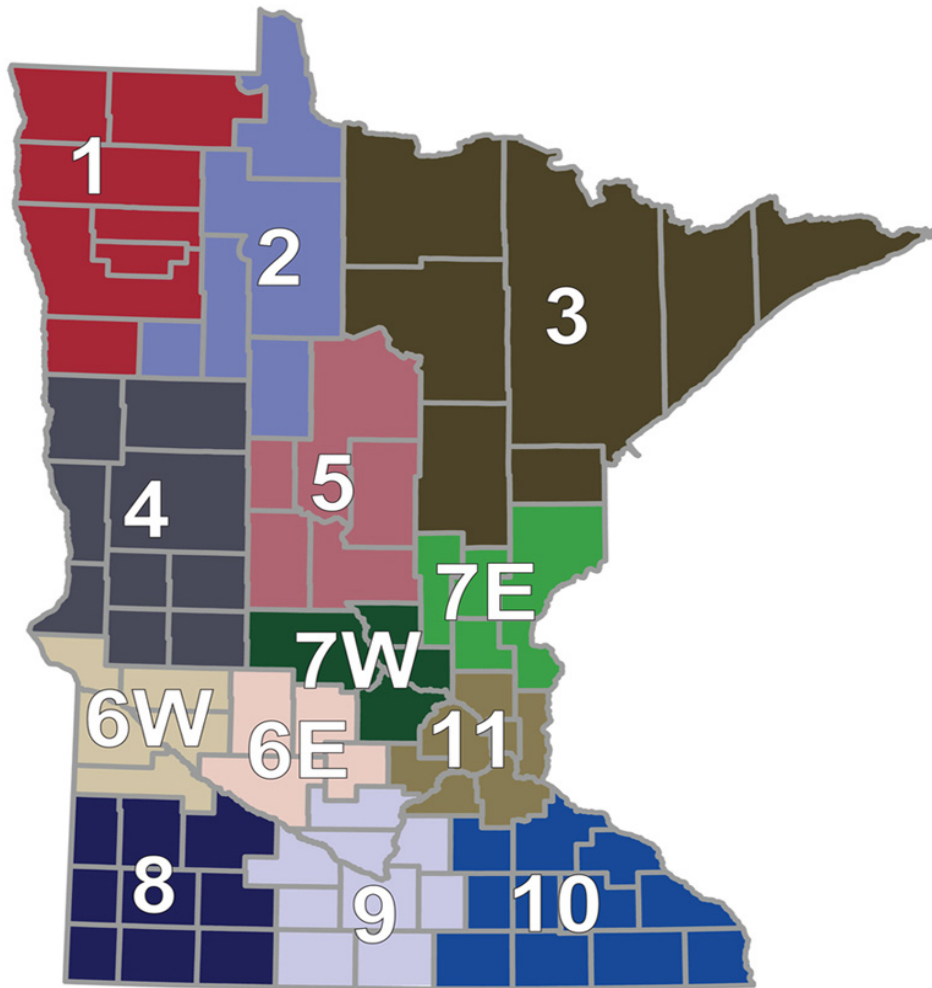


Minnesota Regional Development Organizations



- 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 January 2018

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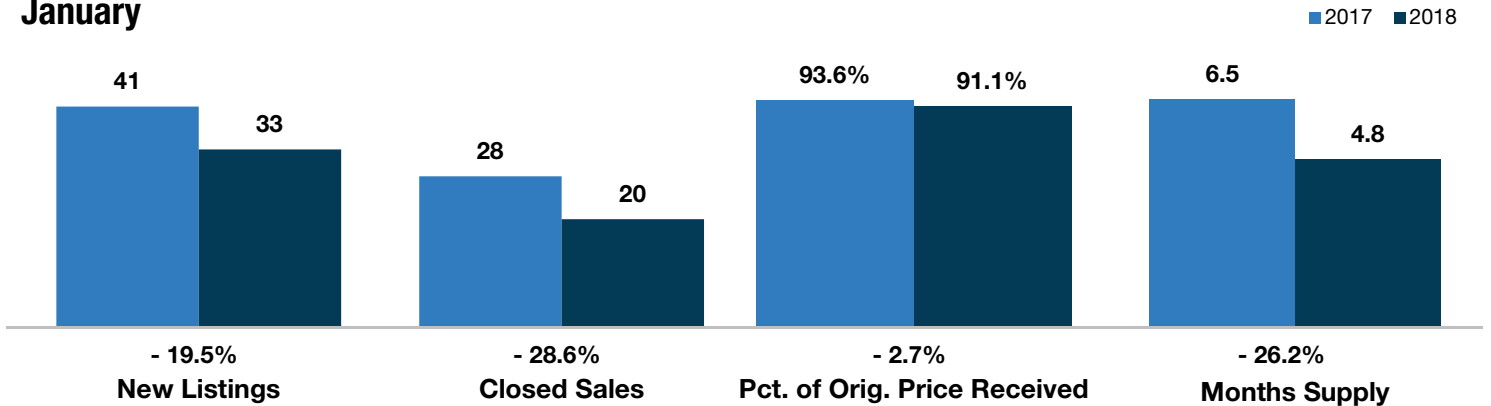


1 – Northwest Region

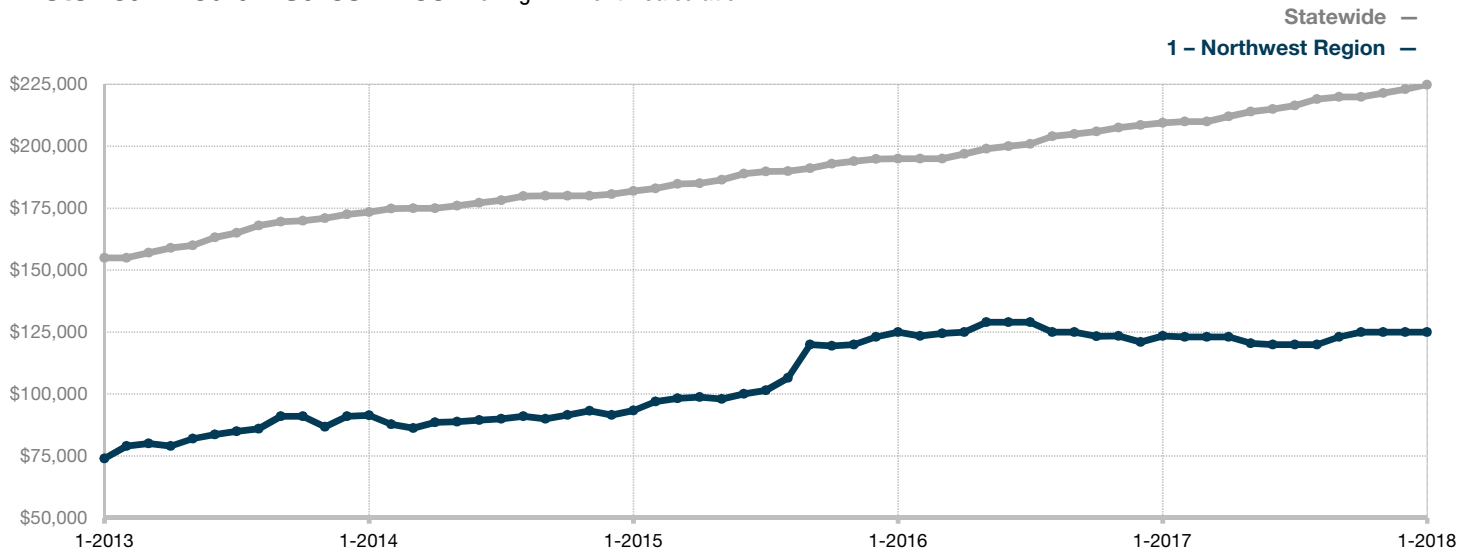
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	41	33	- 19.5%	41	33	- 19.5%
Closed Sales	28	20	- 28.6%	28	20	- 28.6%
Median Sales Price*	\$127,500	\$136,500	+ 7.1%	\$127,500	\$136,500	+ 7.1%
Percent of Original List Price Received*	93.6%	91.1%	- 2.7%	93.6%	91.1%	- 2.7%
Days on Market Until Sale	130	186	+ 43.1%	130	186	+ 43.1%
Months Supply of Inventory	6.5	4.8	- 26.2%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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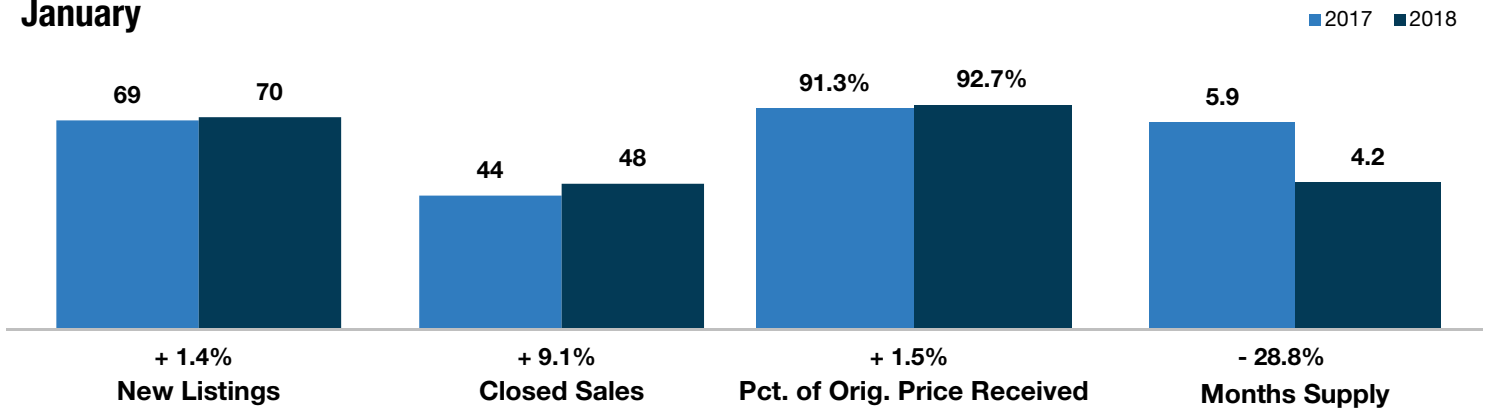


2 – Headwaters Region

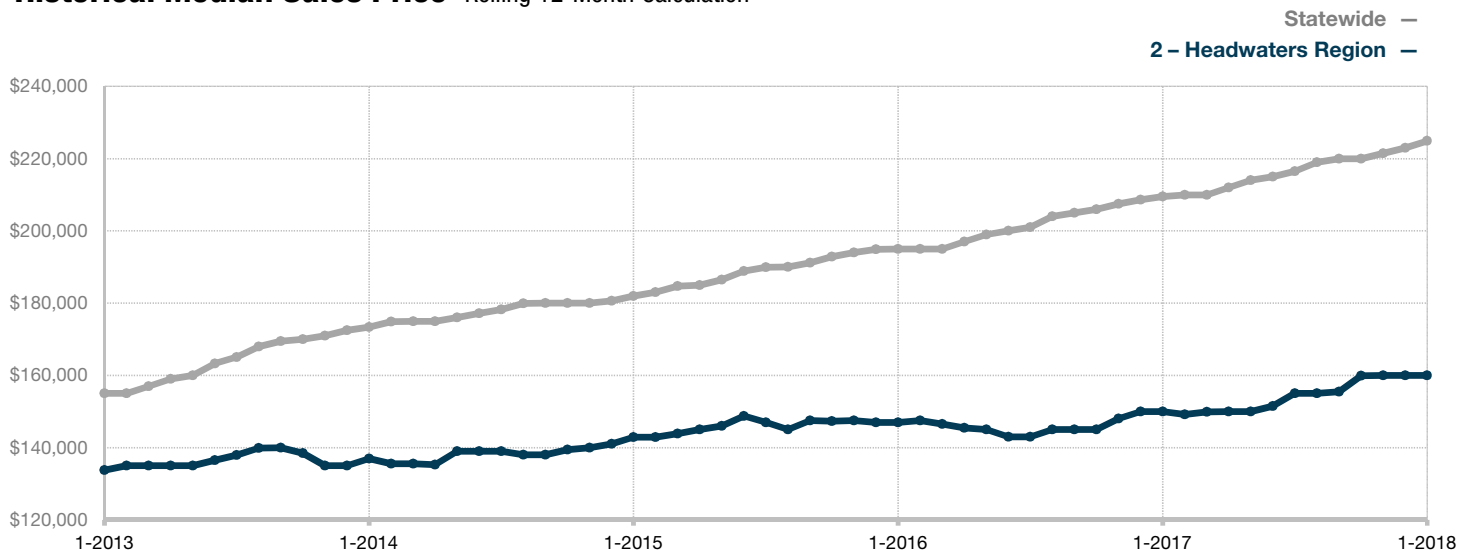
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	69	70	+ 1.4%	69	70	+ 1.4%
Closed Sales	44	48	+ 9.1%	44	48	+ 9.1%
Median Sales Price*	\$141,000	\$157,000	+ 11.3%	\$141,000	\$157,000	+ 11.3%
Percent of Original List Price Received*	91.3%	92.7%	+ 1.5%	91.3%	92.7%	+ 1.5%
Days on Market Until Sale	141	154	+ 9.2%	141	154	+ 9.2%
Months Supply of Inventory	5.9	4.2	- 28.8%	--	--	--

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January



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Local Market Update for January 2018

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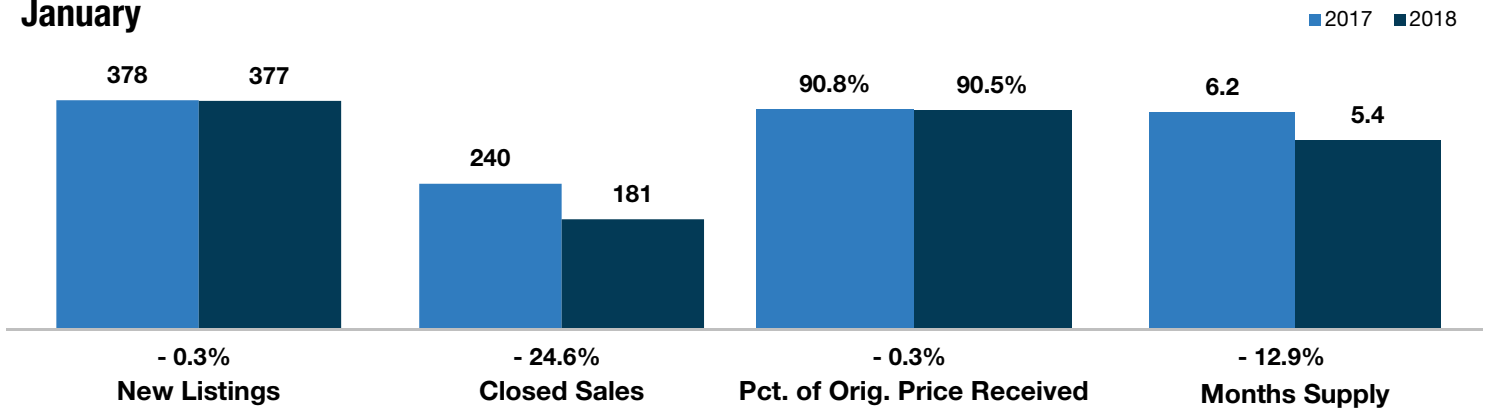


3 – Arrowhead Region

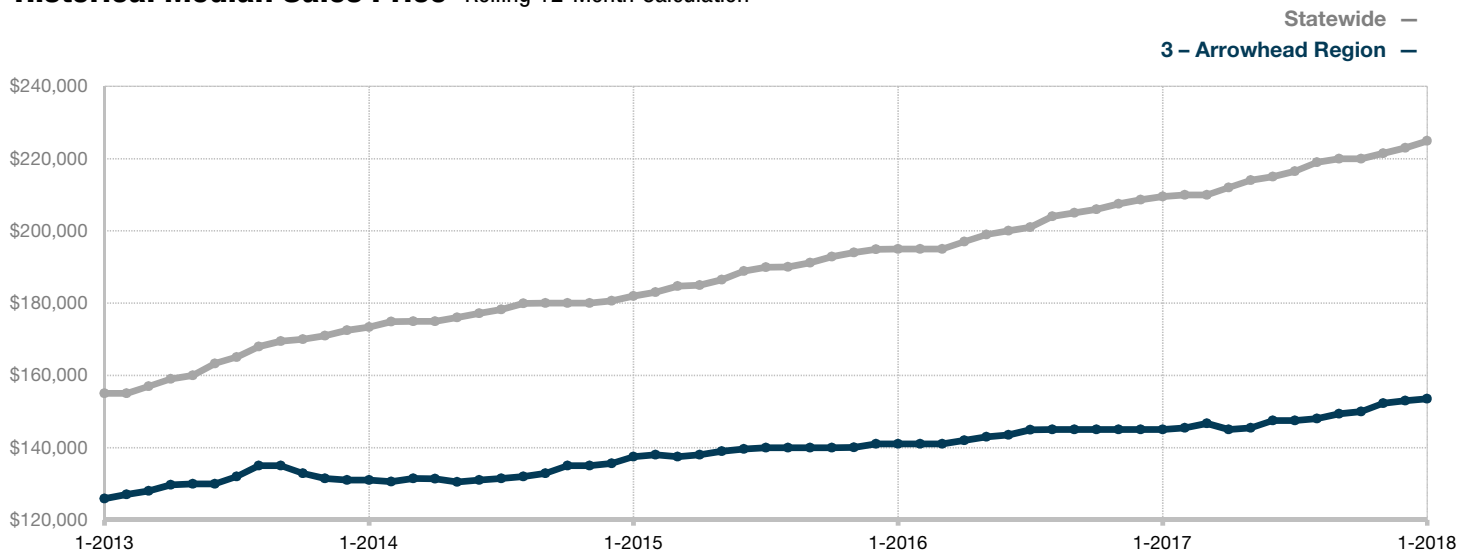
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	378	377	- 0.3%	378	377	- 0.3%
Closed Sales	240	181	- 24.6%	240	181	- 24.6%
Median Sales Price*	\$145,000	\$140,000	- 3.4%	\$145,000	\$140,000	- 3.4%
Percent of Original List Price Received*	90.8%	90.5%	- 0.3%	90.8%	90.5%	- 0.3%
Days on Market Until Sale	122	111	- 9.0%	122	111	- 9.0%
Months Supply of Inventory	6.2	5.4	- 12.9%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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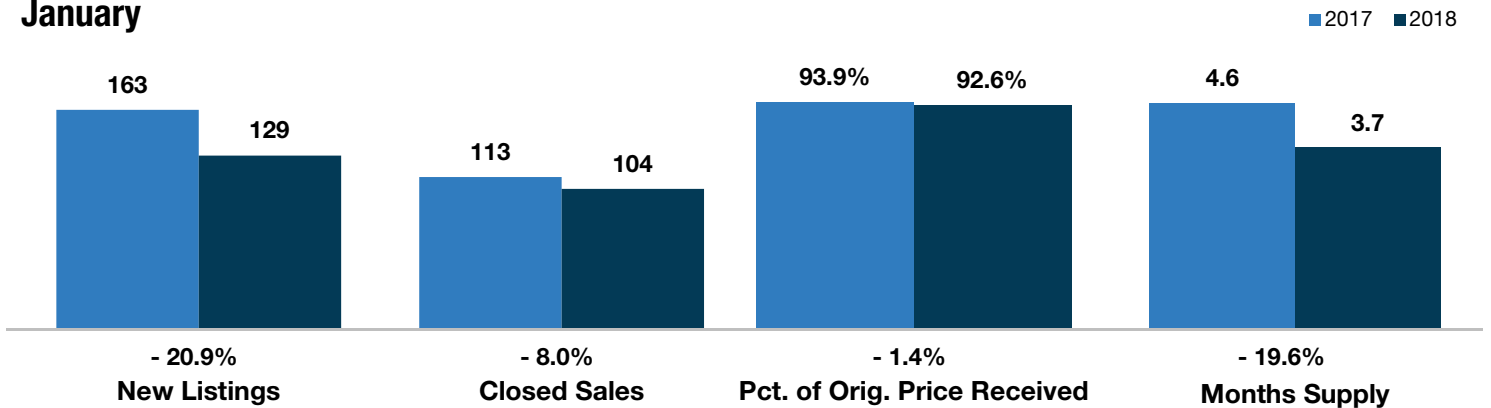


4 – West Central Region

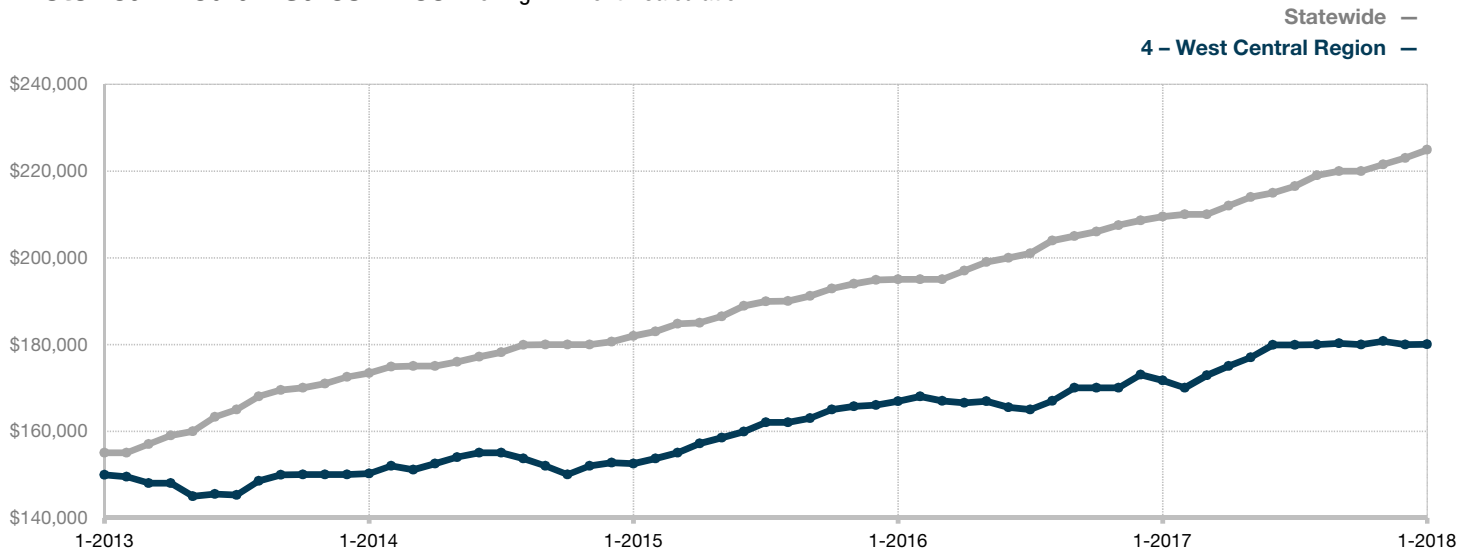
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	163	129	- 20.9%	163	129	- 20.9%
Closed Sales	113	104	- 8.0%	113	104	- 8.0%
Median Sales Price*	\$162,500	\$171,000	+ 5.2%	\$162,500	\$171,000	+ 5.2%
Percent of Original List Price Received*	93.9%	92.6%	- 1.4%	93.9%	92.6%	- 1.4%
Days on Market Until Sale	83	113	+ 36.1%	83	113	+ 36.1%
Months Supply of Inventory	4.6	3.7	- 19.6%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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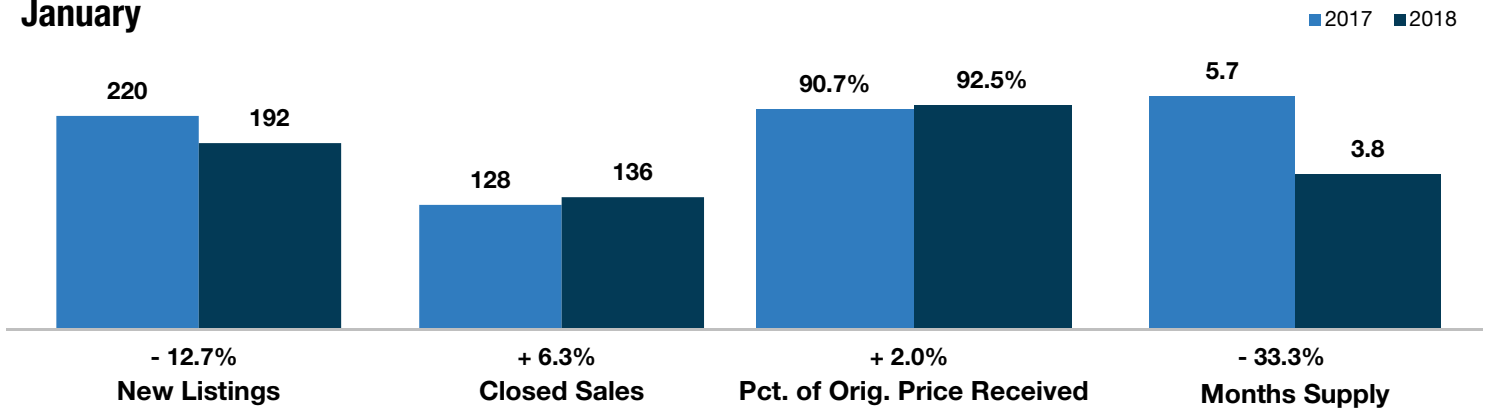


5 – North Central Region

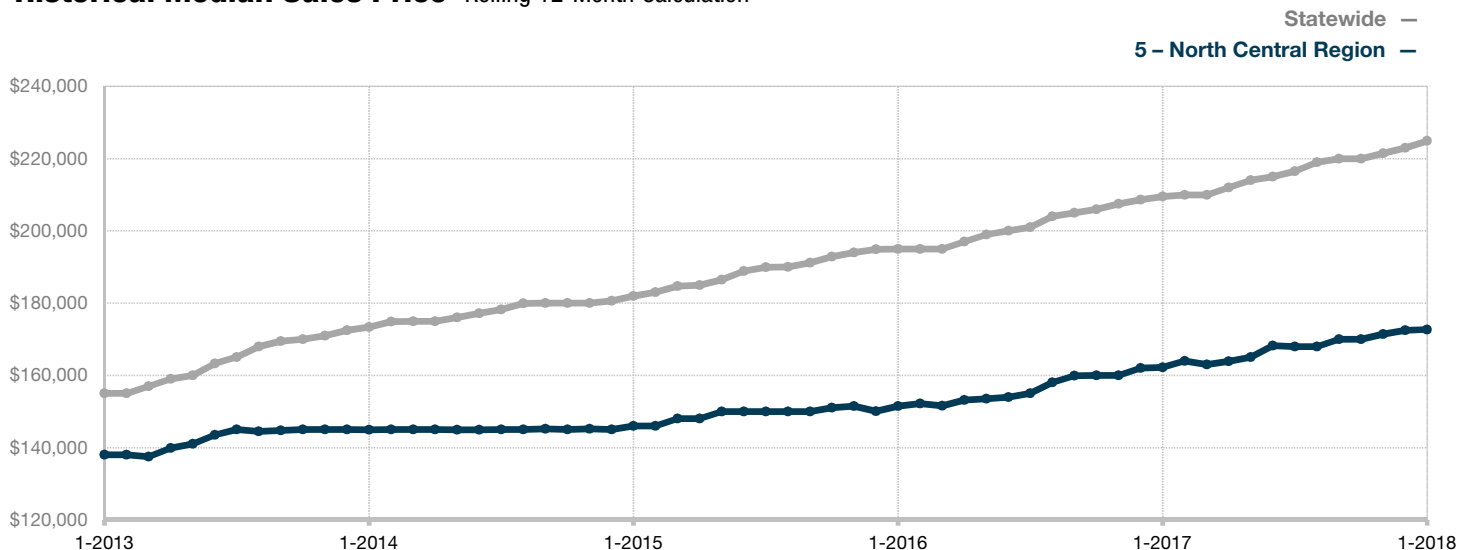
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	220	192	- 12.7%	220	192	- 12.7%
Closed Sales	128	136	+ 6.3%	128	136	+ 6.3%
Median Sales Price*	\$155,450	\$158,000	+ 1.6%	\$155,450	\$158,000	+ 1.6%
Percent of Original List Price Received*	90.7%	92.5%	+ 2.0%	90.7%	92.5%	+ 2.0%
Days on Market Until Sale	122	103	- 15.6%	122	103	- 15.6%
Months Supply of Inventory	5.7	3.8	- 33.3%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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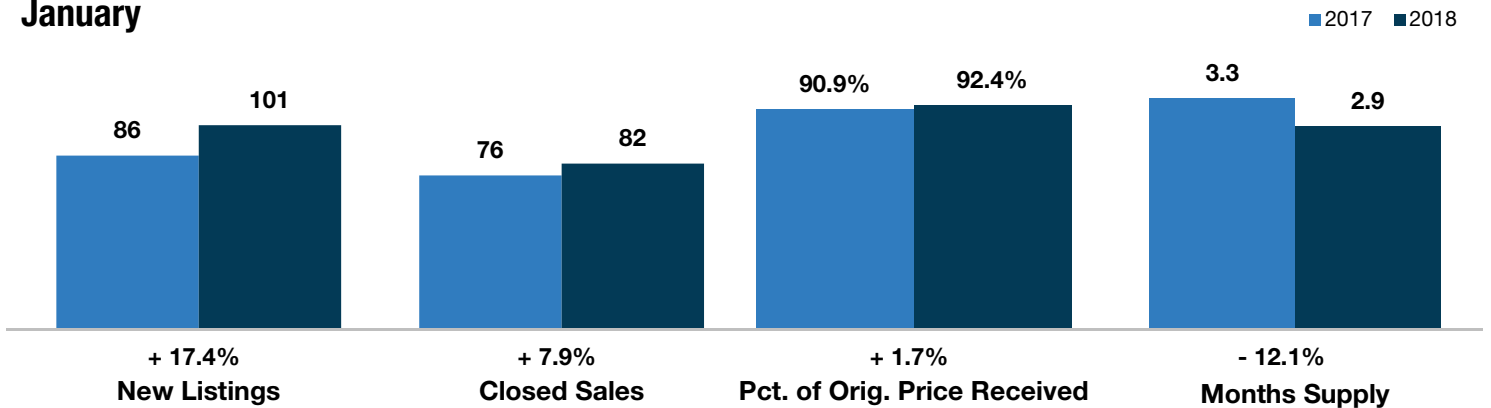


6E – Southwest Central Region

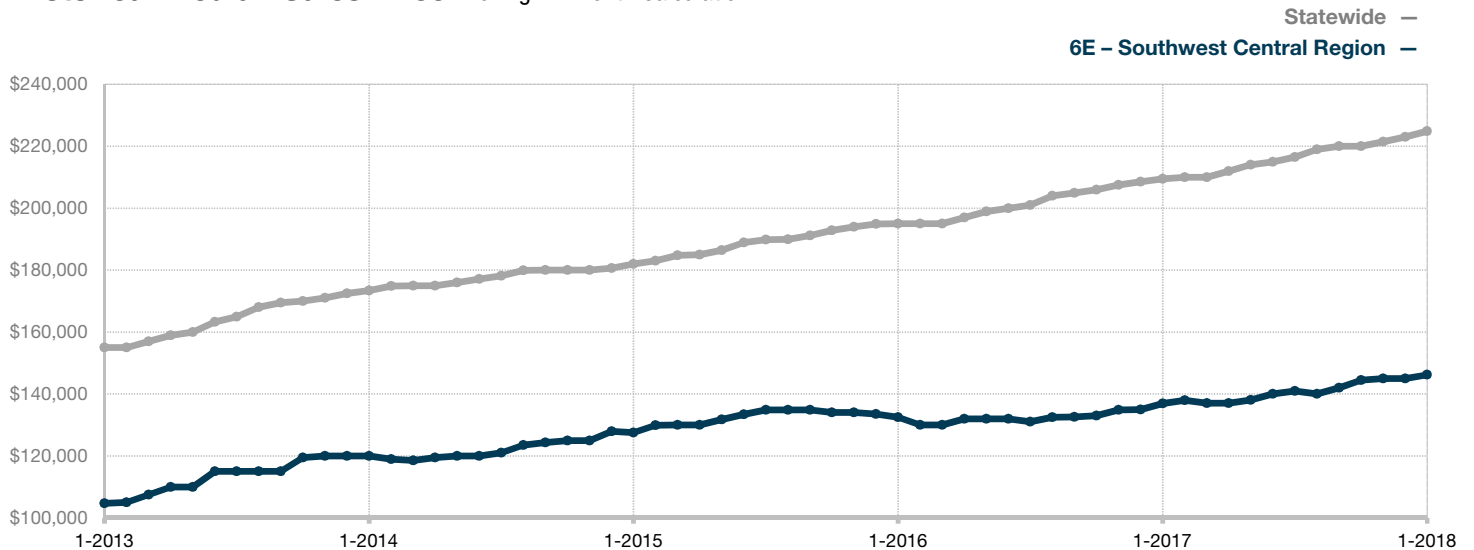
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	86	101	+ 17.4%	86	101	+ 17.4%
Closed Sales	76	82	+ 7.9%	76	82	+ 7.9%
Median Sales Price*	\$125,000	\$154,450	+ 23.6%	\$125,000	\$154,450	+ 23.6%
Percent of Original List Price Received*	90.9%	92.4%	+ 1.7%	90.9%	92.4%	+ 1.7%
Days on Market Until Sale	100	98	- 2.0%	100	98	- 2.0%
Months Supply of Inventory	3.3	2.9	- 12.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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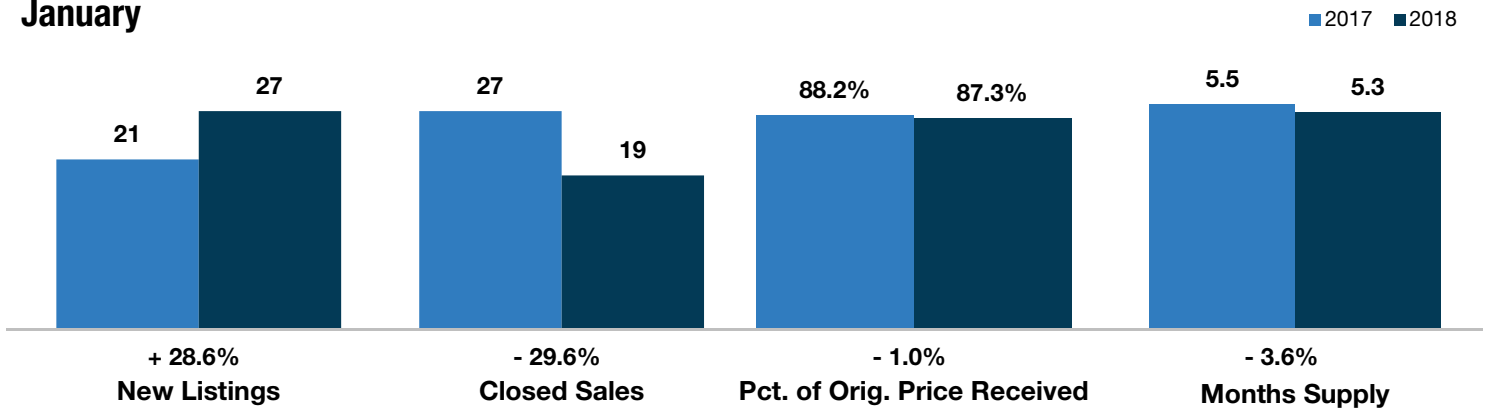


6W – Upper Minnesota Valley Region

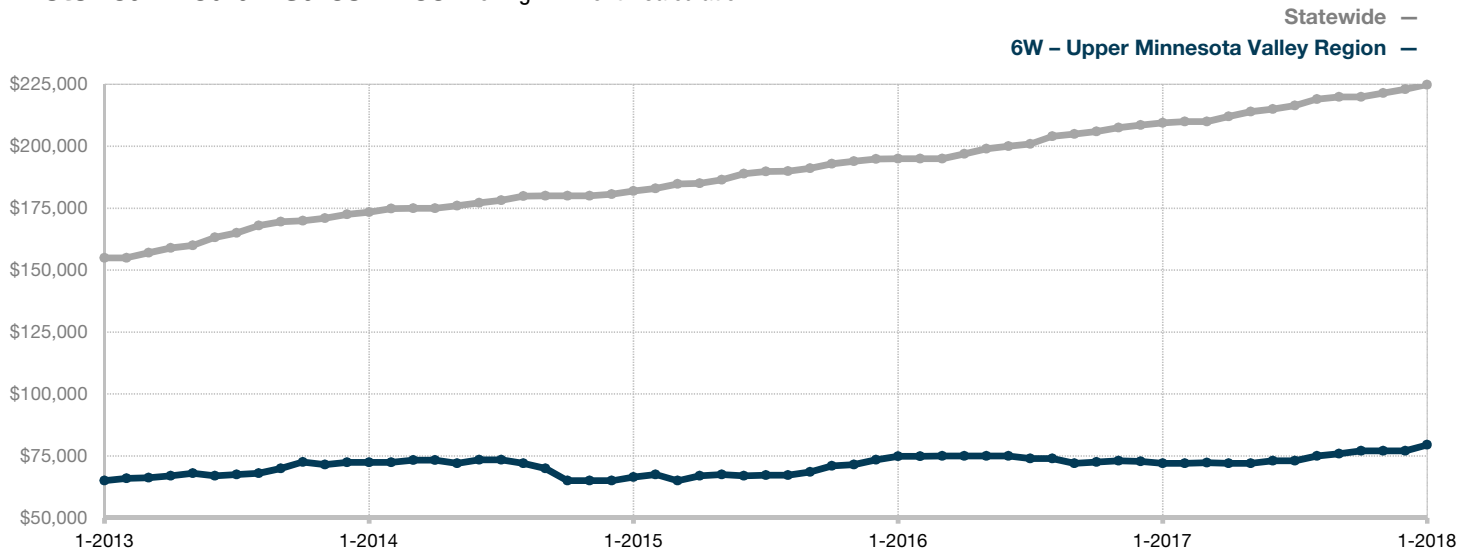
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	21	27	+ 28.6%	21	27	+ 28.6%
Closed Sales	27	19	- 29.6%	27	19	- 29.6%
Median Sales Price*	\$55,000	\$75,750	+ 37.7%	\$55,000	\$75,750	+ 37.7%
Percent of Original List Price Received*	88.2%	87.3%	- 1.0%	88.2%	87.3%	- 1.0%
Days on Market Until Sale	135	114	- 15.6%	135	114	- 15.6%
Months Supply of Inventory	5.5	5.3	- 3.6%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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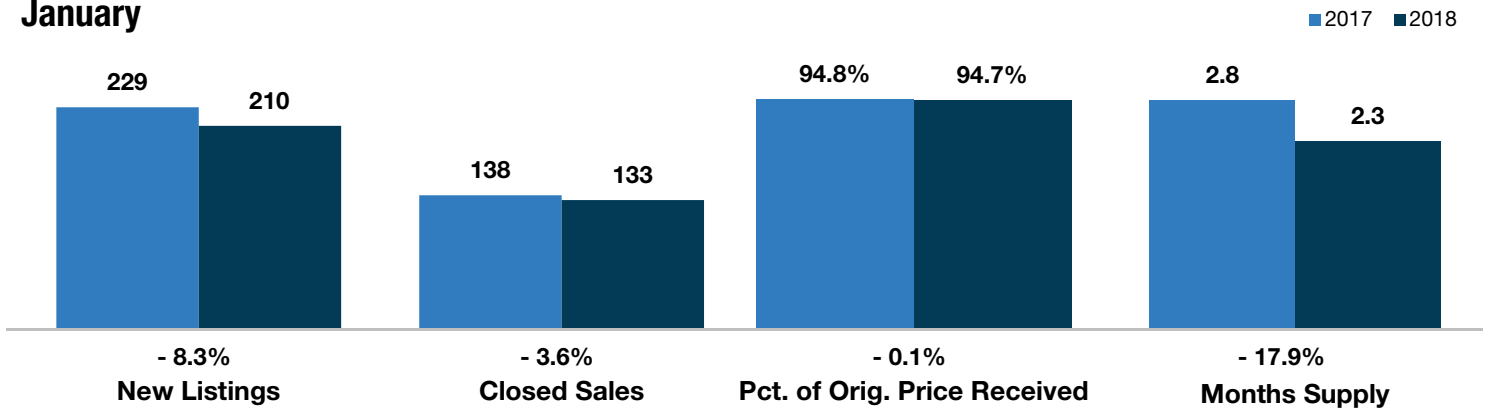


7E – East Central Region

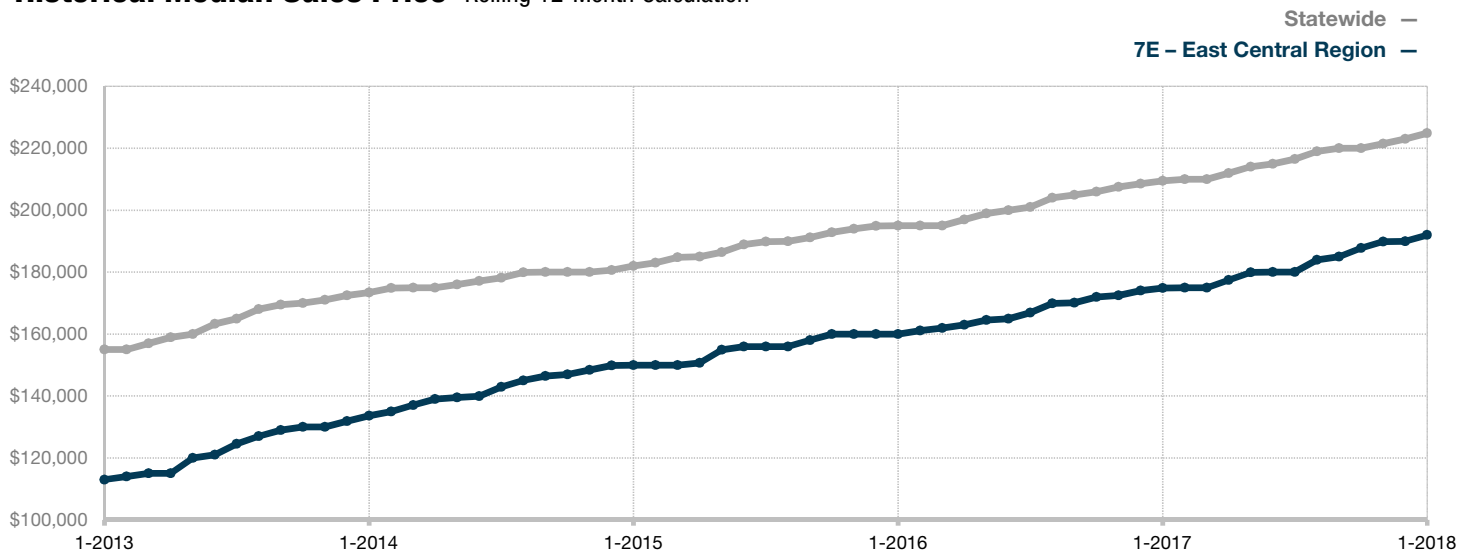
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	229	210	- 8.3%	229	210	- 8.3%
Closed Sales	138	133	- 3.6%	138	133	- 3.6%
Median Sales Price*	\$165,000	\$199,900	+ 21.2%	\$165,000	\$199,900	+ 21.2%
Percent of Original List Price Received*	94.8%	94.7%	- 0.1%	94.8%	94.7%	- 0.1%
Days on Market Until Sale	78	73	- 6.4%	78	73	- 6.4%
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

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January



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Local Market Update for January 2018

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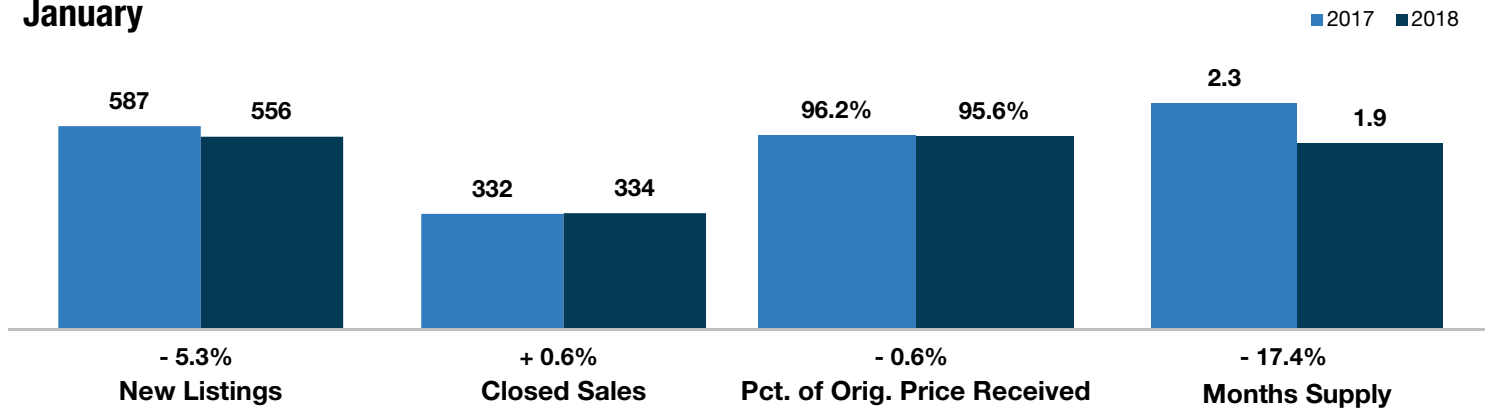


7W – Central Region

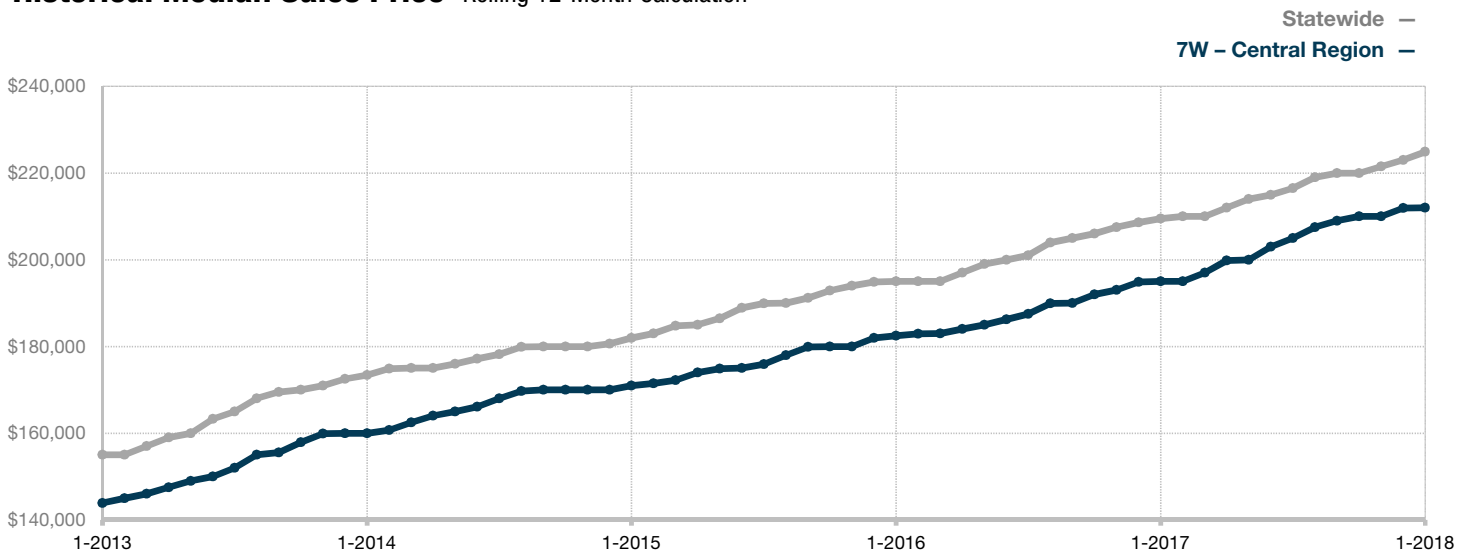
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	587	556	- 5.3%	587	556	- 5.3%
Closed Sales	332	334	+ 0.6%	332	334	+ 0.6%
Median Sales Price*	\$185,500	\$202,000	+ 8.9%	\$185,500	\$202,000	+ 8.9%
Percent of Original List Price Received*	96.2%	95.6%	- 0.6%	96.2%	95.6%	- 0.6%
Days on Market Until Sale	63	68	+ 7.9%	63	68	+ 7.9%
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

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January



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Local Market Update for January 2018

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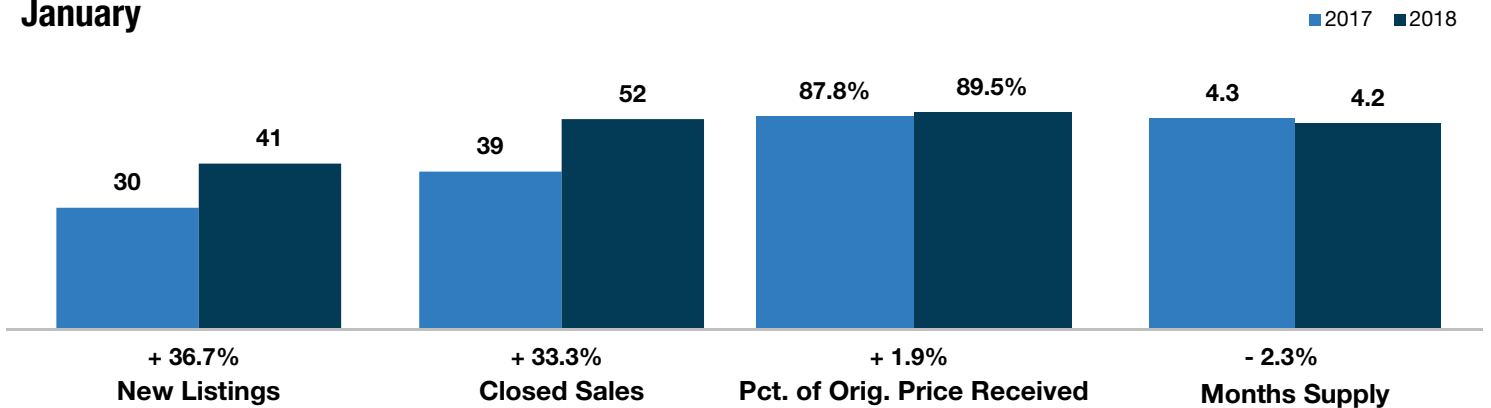


8 – Southwest Region

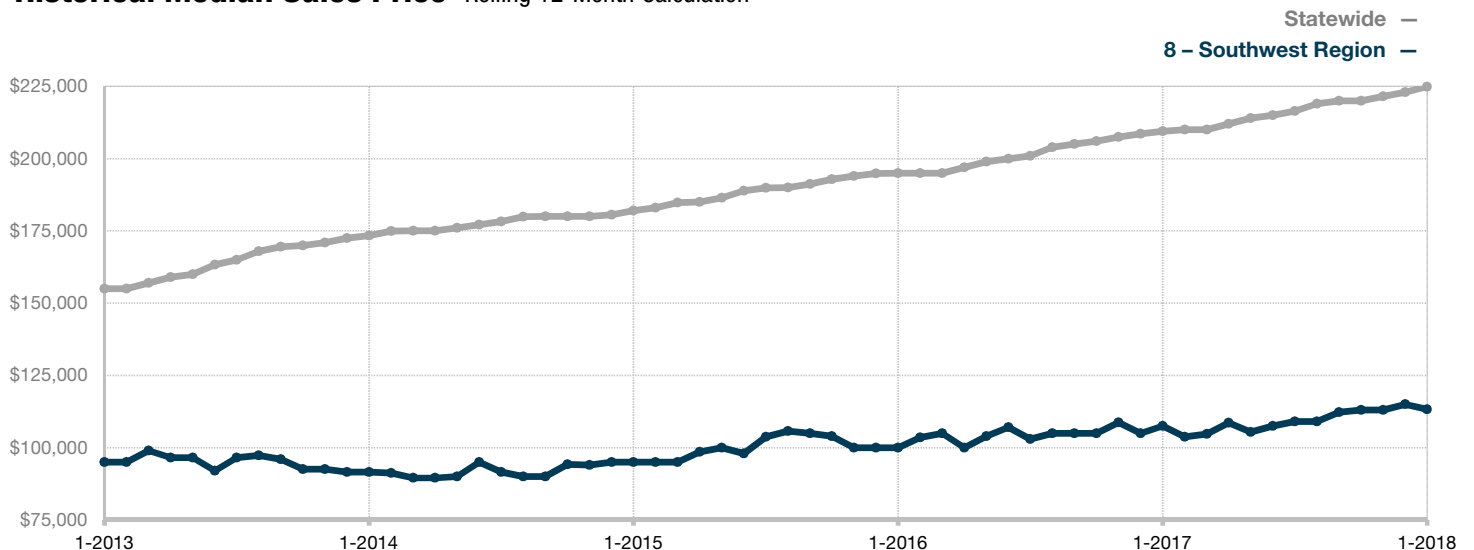
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	30	41	+ 36.7%	30	41	+ 36.7%
Closed Sales	39	52	+ 33.3%	39	52	+ 33.3%
Median Sales Price*	\$129,000	\$95,500	- 26.0%	\$129,000	\$95,500	- 26.0%
Percent of Original List Price Received*	87.8%	89.5%	+ 1.9%	87.8%	89.5%	+ 1.9%
Days on Market Until Sale	130	93	- 28.5%	130	93	- 28.5%
Months Supply of Inventory	4.3	4.2	- 2.3%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2018

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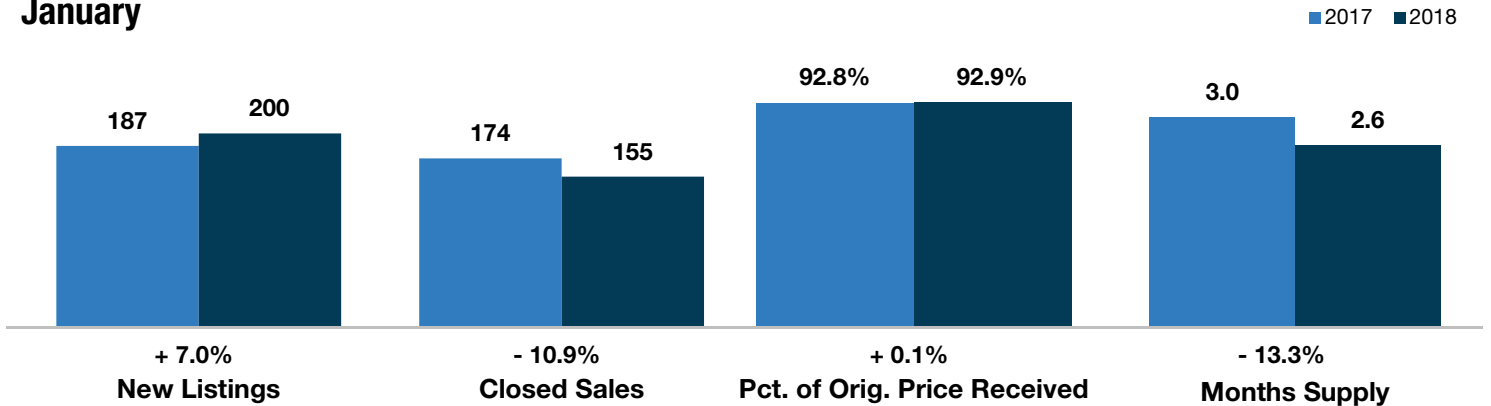


9 – South Central Region

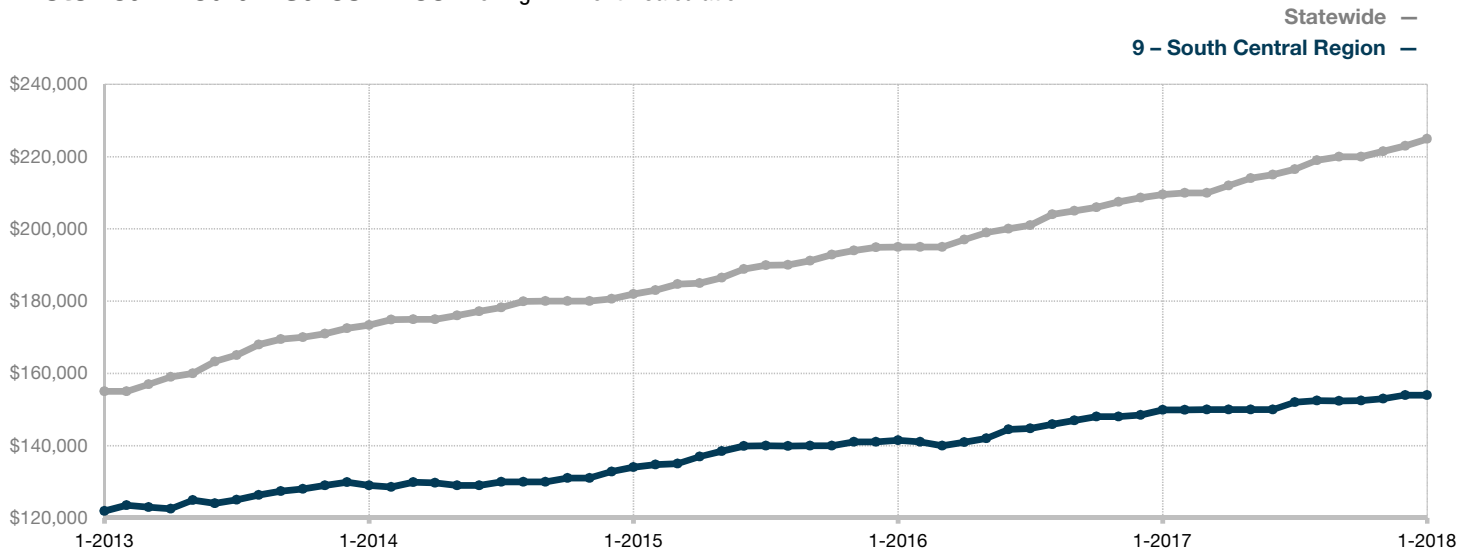
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	187	200	+ 7.0%	187	200	+ 7.0%
Closed Sales	174	155	- 10.9%	174	155	- 10.9%
Median Sales Price*	\$149,900	\$151,000	+ 0.7%	\$149,900	\$151,000	+ 0.7%
Percent of Original List Price Received*	92.8%	92.9%	+ 0.1%	92.8%	92.9%	+ 0.1%
Days on Market Until Sale	115	112	- 2.6%	115	112	- 2.6%
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--

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January



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Local Market Update for January 2018

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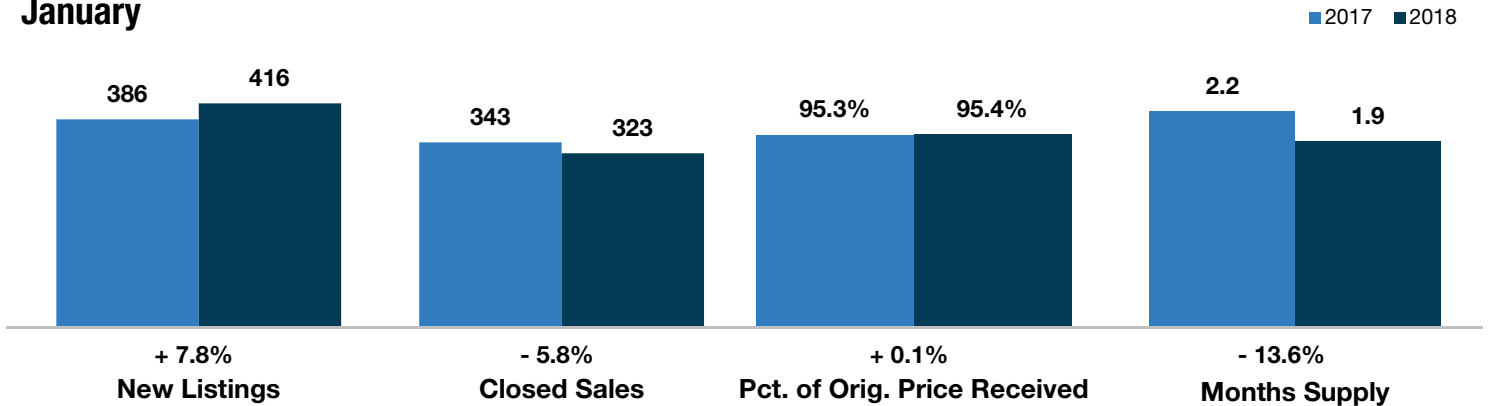


10 – Southeast Region

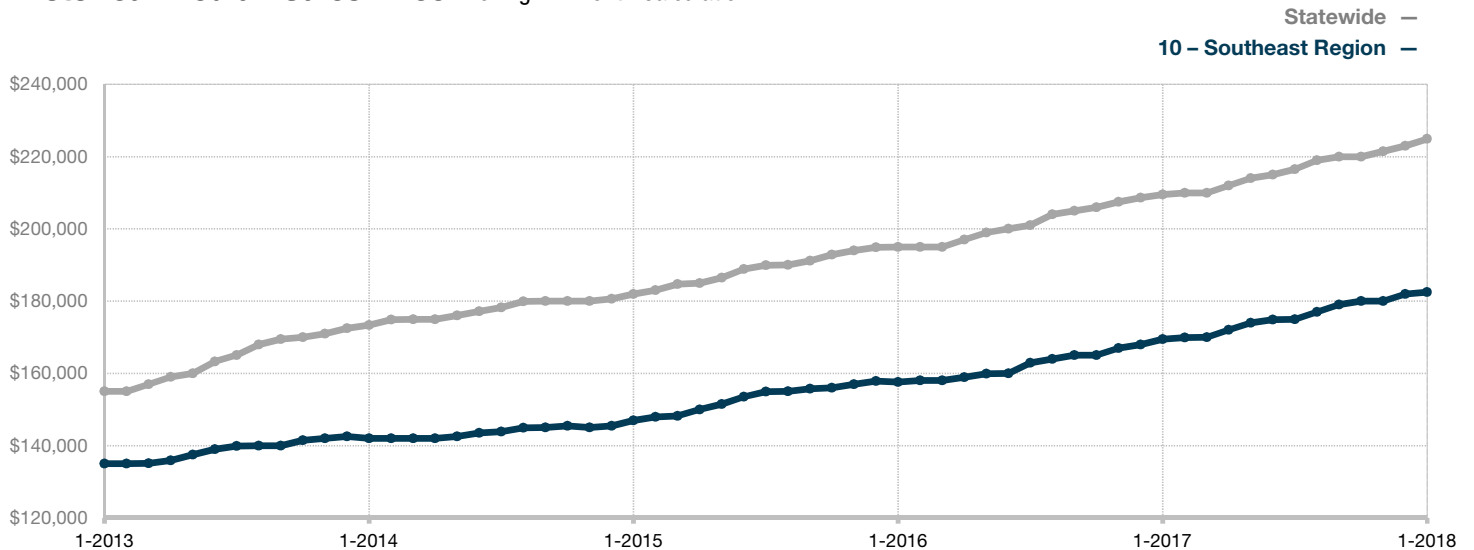
Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	386	416	+ 7.8%	386	416	+ 7.8%
Closed Sales	343	323	- 5.8%	343	323	- 5.8%
Median Sales Price*	\$170,000	\$176,250	+ 3.7%	\$170,000	\$176,250	+ 3.7%
Percent of Original List Price Received*	95.3%	95.4%	+ 0.1%	95.3%	95.4%	+ 0.1%
Days on Market Until Sale	82	69	- 15.9%	82	69	- 15.9%
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

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January



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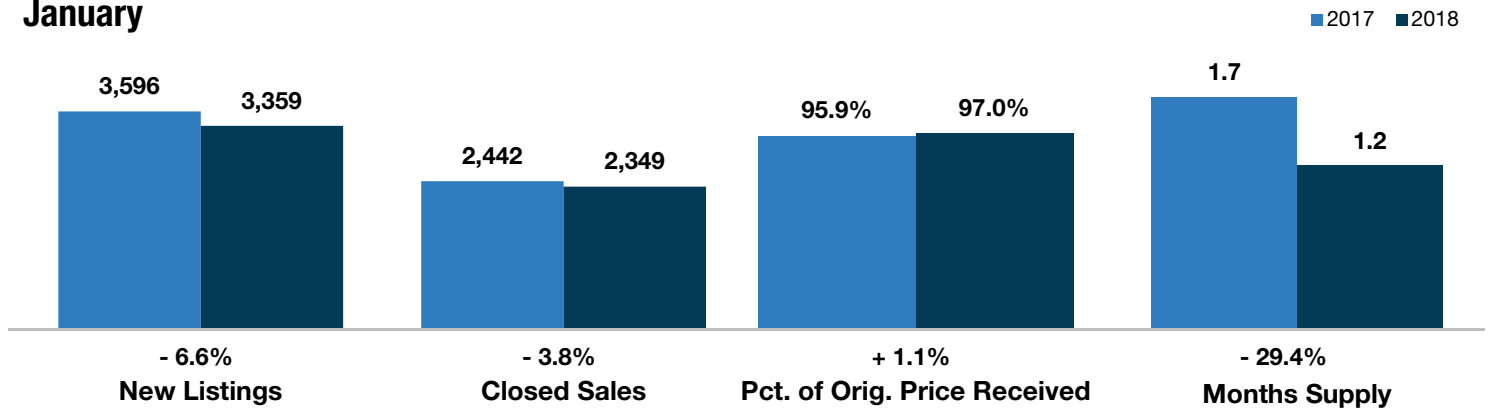


11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	3,596	3,359	- 6.6%	3,596	3,359	- 6.6%
Closed Sales	2,442	2,349	- 3.8%	2,442	2,349	- 3.8%
Median Sales Price*	\$227,700	\$248,000	+ 8.9%	\$227,700	\$248,000	+ 8.9%
Percent of Original List Price Received*	95.9%	97.0%	+ 1.1%	95.9%	97.0%	+ 1.1%
Days on Market Until Sale	59	53	- 10.2%	59	53	- 10.2%
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

