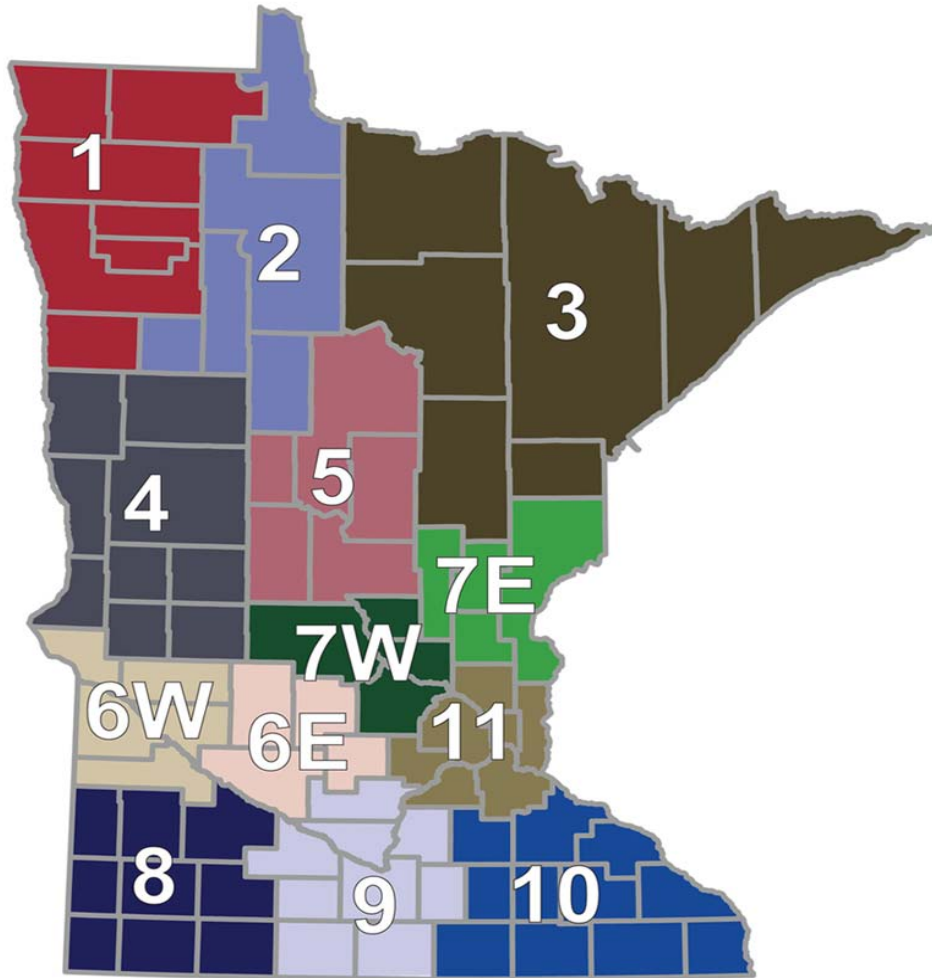



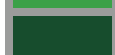











Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region |  | 7E - East Central Region |
|  | 2 - Headwaters Region |  | 7W - Central Region |
|  | 3 - Arrowhead Region |  | 8 - Southwest Region |
|  | 4 - West Central Region |  | 9 - South Central Region |
|  | 5 - North Central Region |  | 10 - Southeast Region |
|  | 6E - Southwest Central Region |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region | | |

Local Market Update for July 2019

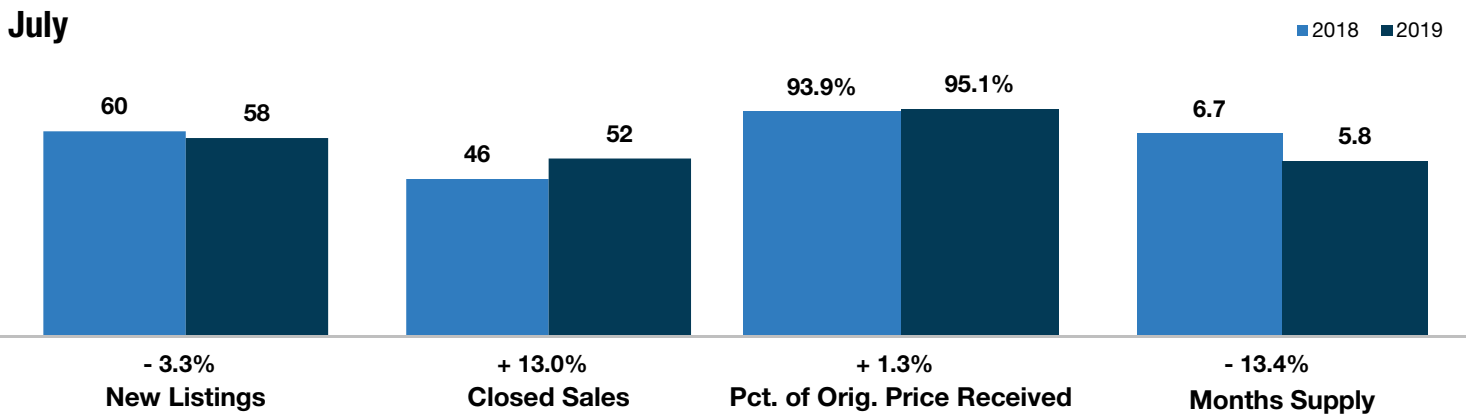
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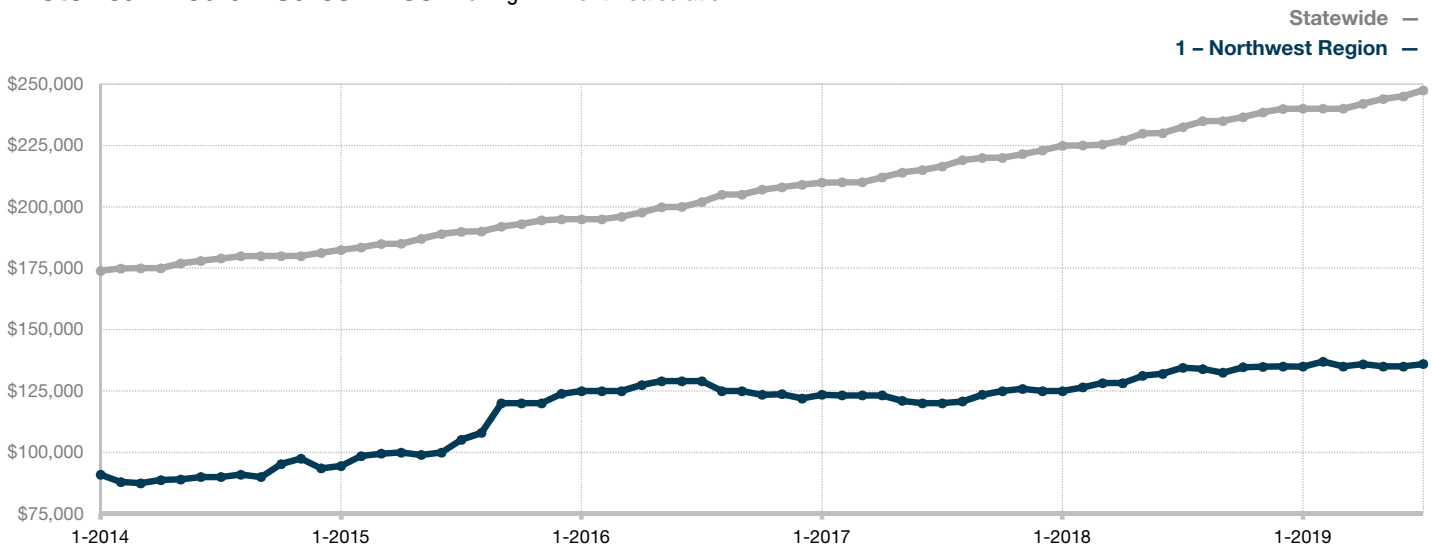
1 – Northwest Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	60	58	- 3.3%	405	371	- 8.4%
Closed Sales	46	52	+ 13.0%	227	225	- 0.9%
Median Sales Price*	\$158,500	\$159,450	+ 0.6%	\$140,000	\$140,500	+ 0.4%
Percent of Original List Price Received*	93.9%	95.1%	+ 1.3%	92.0%	92.9%	+ 1.0%
Days on Market Until Sale	138	118	- 14.5%	161	148	- 8.1%
Months Supply of Inventory	6.7	5.8	- 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

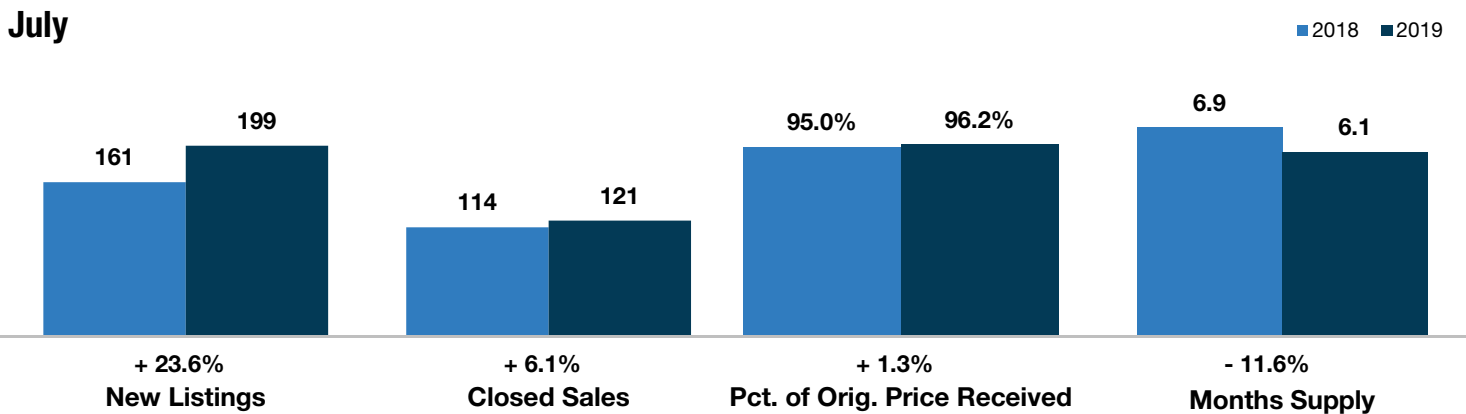
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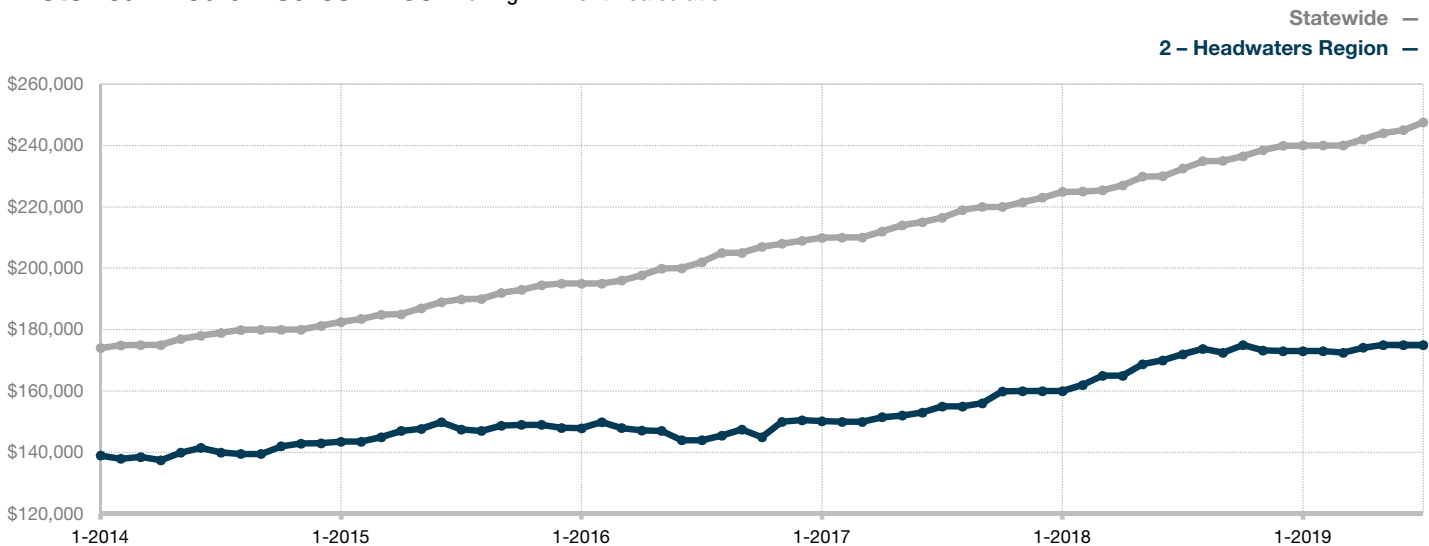
2 – Headwaters Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	161	199	+ 23.6%	1,048	1,125	+ 7.3%
Closed Sales	114	121	+ 6.1%	583	560	- 3.9%
Median Sales Price*	\$181,200	\$169,000	- 6.7%	\$174,950	\$177,250	+ 1.3%
Percent of Original List Price Received*	95.0%	96.2%	+ 1.3%	94.6%	95.3%	+ 0.7%
Days on Market Until Sale	93	82	- 11.8%	116	99	- 14.7%
Months Supply of Inventory	6.9	6.1	- 11.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

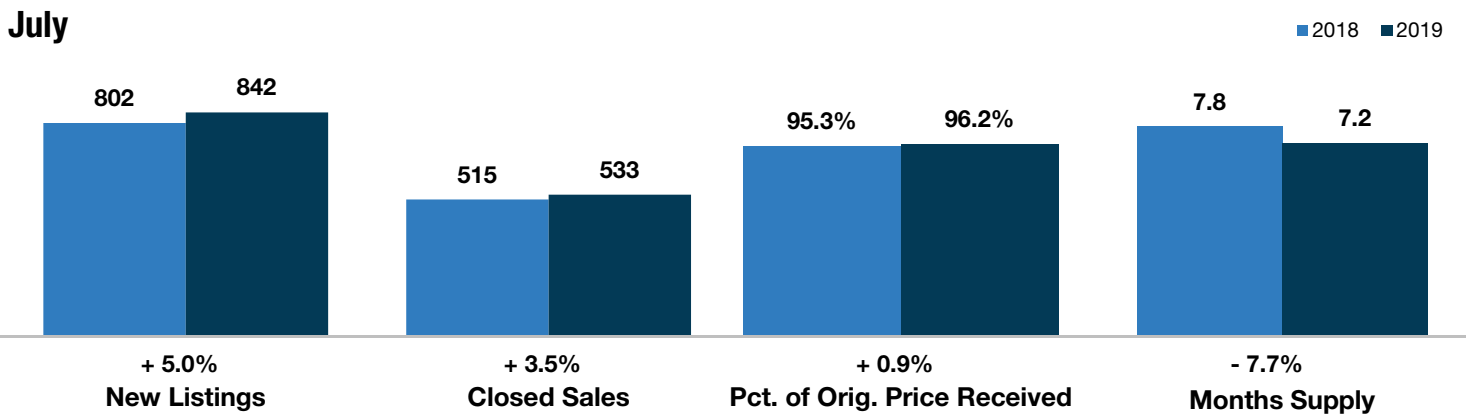
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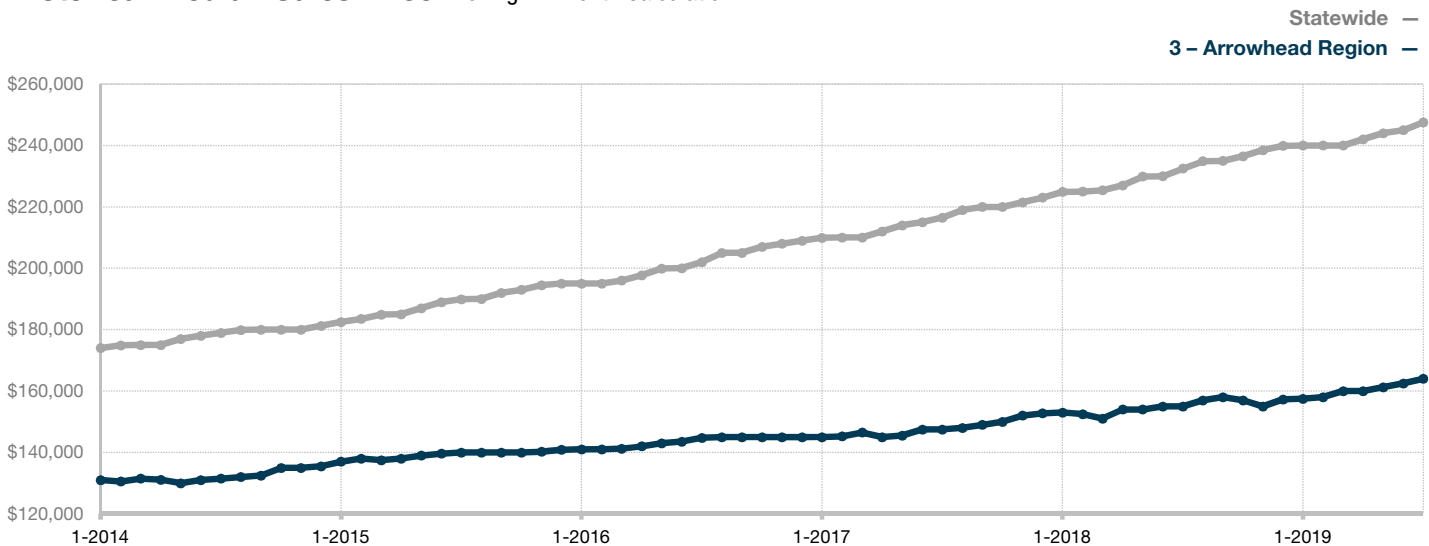
3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	802	842	+ 5.0%	4,932	4,617	- 6.4%
Closed Sales	515	533	+ 3.5%	2,492	2,509	+ 0.7%
Median Sales Price*	\$163,300	\$172,000	+ 5.3%	\$154,950	\$167,500	+ 8.1%
Percent of Original List Price Received*	95.3%	96.2%	+ 0.9%	94.2%	94.6%	+ 0.4%
Days on Market Until Sale	84	72	- 14.3%	98	88	- 10.2%
Months Supply of Inventory	7.8	7.2	- 7.7%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

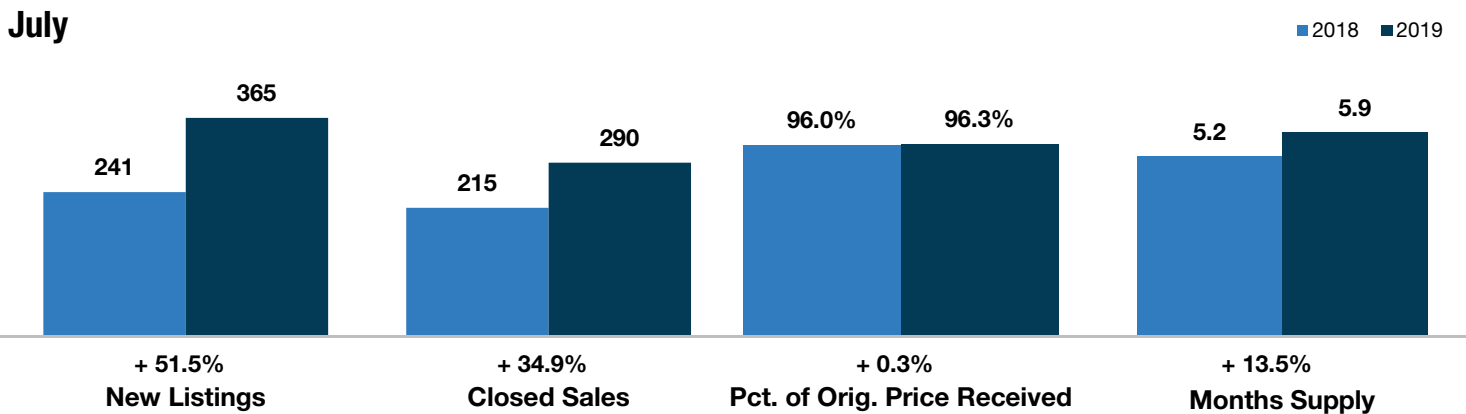
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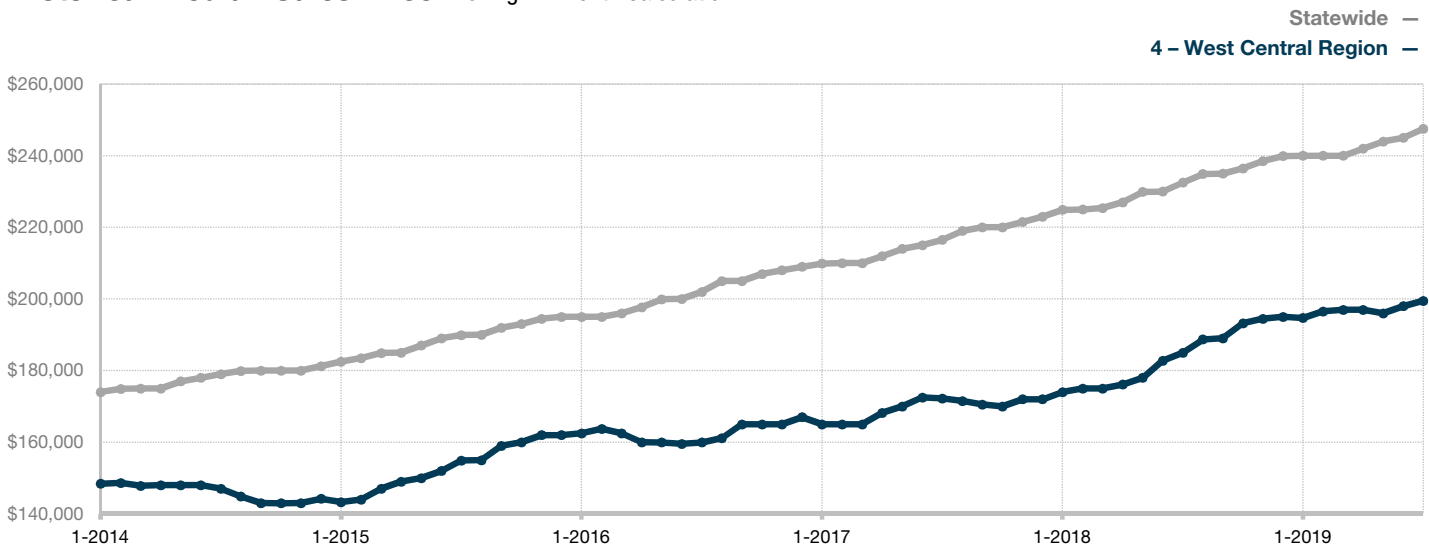
4 – West Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	241	365	+ 51.5%	1,730	2,325	+ 34.4%
Closed Sales	215	290	+ 34.9%	1,082	1,283	+ 18.6%
Median Sales Price*	\$189,900	\$198,500	+ 4.5%	\$194,900	\$200,000	+ 2.6%
Percent of Original List Price Received*	96.0%	96.3%	+ 0.3%	94.7%	95.0%	+ 0.3%
Days on Market Until Sale	66	50	- 24.2%	84	73	- 13.1%
Months Supply of Inventory	5.2	5.9	+ 13.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

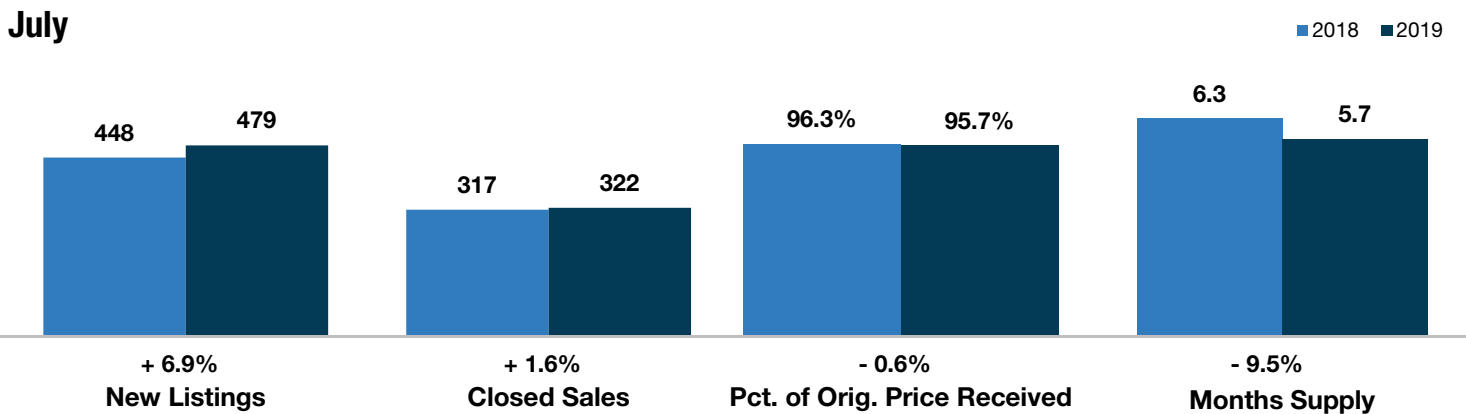
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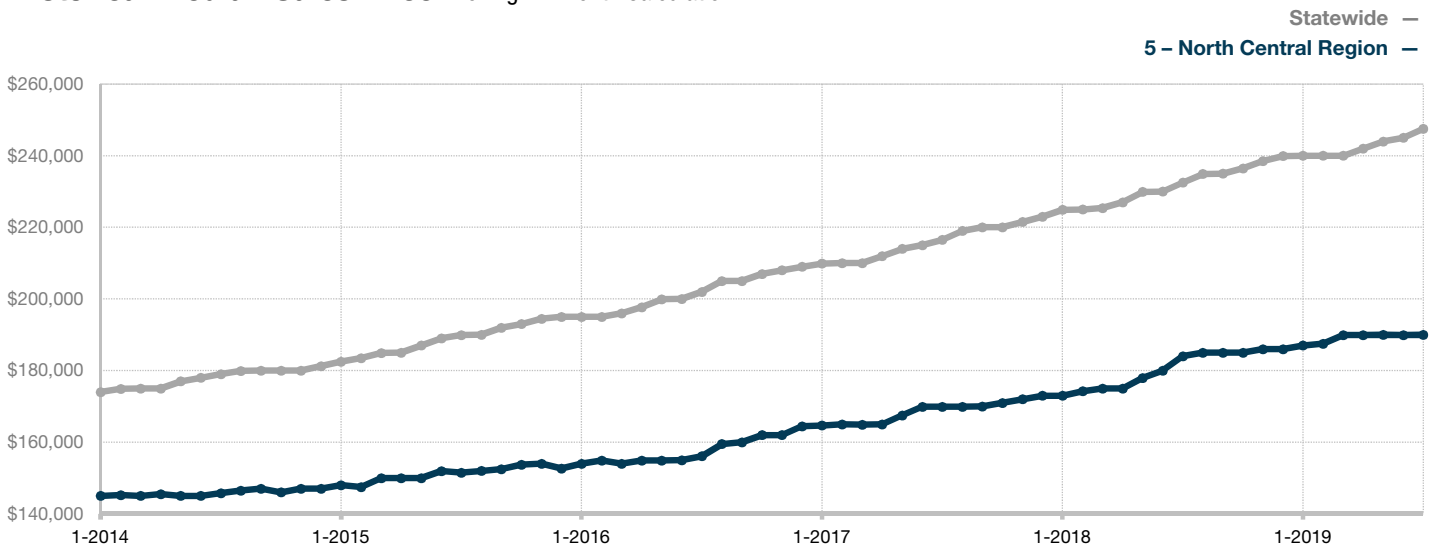
5 – North Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	448	479	+ 6.9%	2,825	2,797	- 1.0%
Closed Sales	317	322	+ 1.6%	1,620	1,587	- 2.0%
Median Sales Price*	\$199,950	\$217,500	+ 8.8%	\$186,500	\$195,600	+ 4.9%
Percent of Original List Price Received*	96.3%	95.7%	- 0.6%	94.7%	95.2%	+ 0.5%
Days on Market Until Sale	60	53	- 11.7%	86	72	- 16.3%
Months Supply of Inventory	6.3	5.7	- 9.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

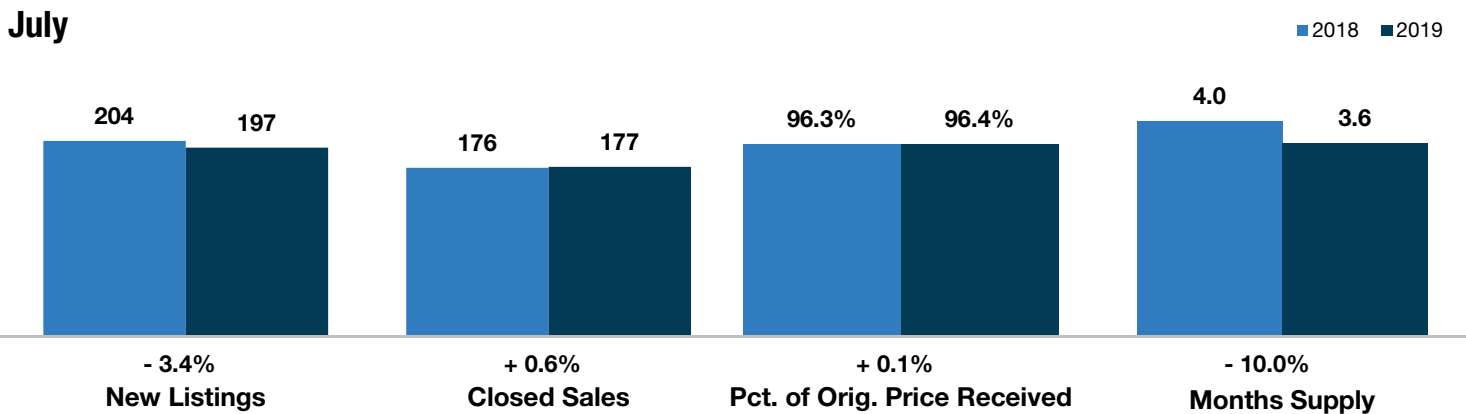
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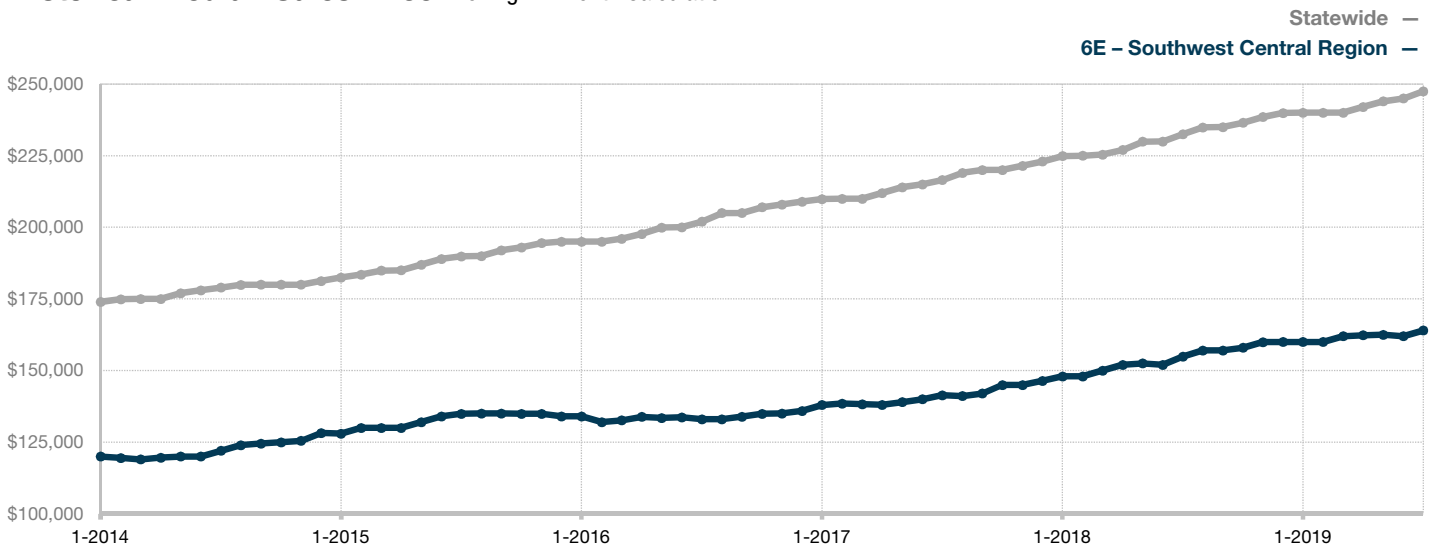
6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	204	197	- 3.4%	1,311	1,217	- 7.2%
Closed Sales	176	177	+ 0.6%	881	870	- 1.2%
Median Sales Price*	\$160,700	\$179,900	+ 11.9%	\$157,200	\$162,700	+ 3.5%
Percent of Original List Price Received*	96.3%	96.4%	+ 0.1%	95.9%	95.4%	- 0.5%
Days on Market Until Sale	68	56	- 17.6%	78	73	- 6.4%
Months Supply of Inventory	4.0	3.6	- 10.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

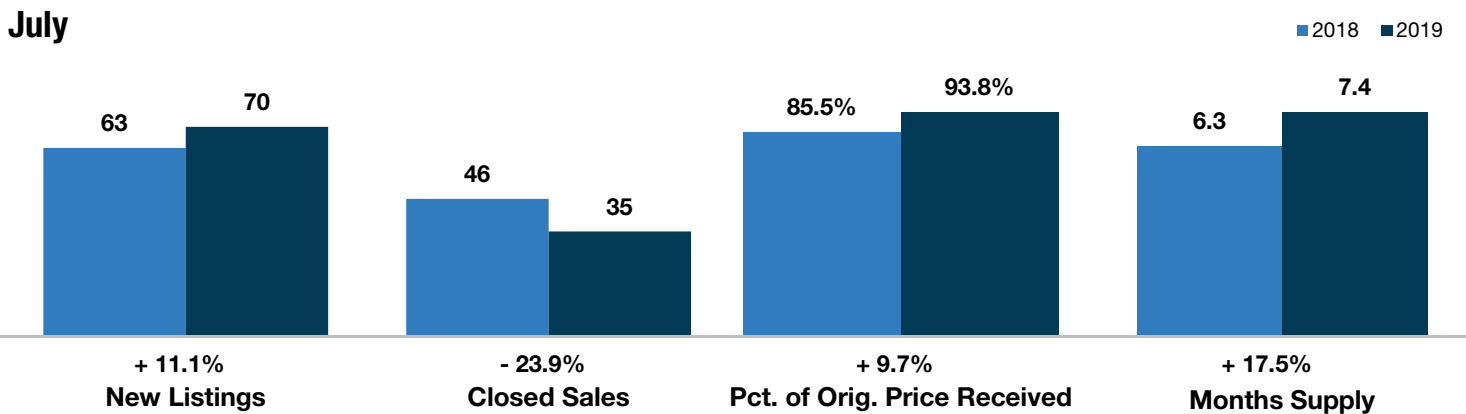
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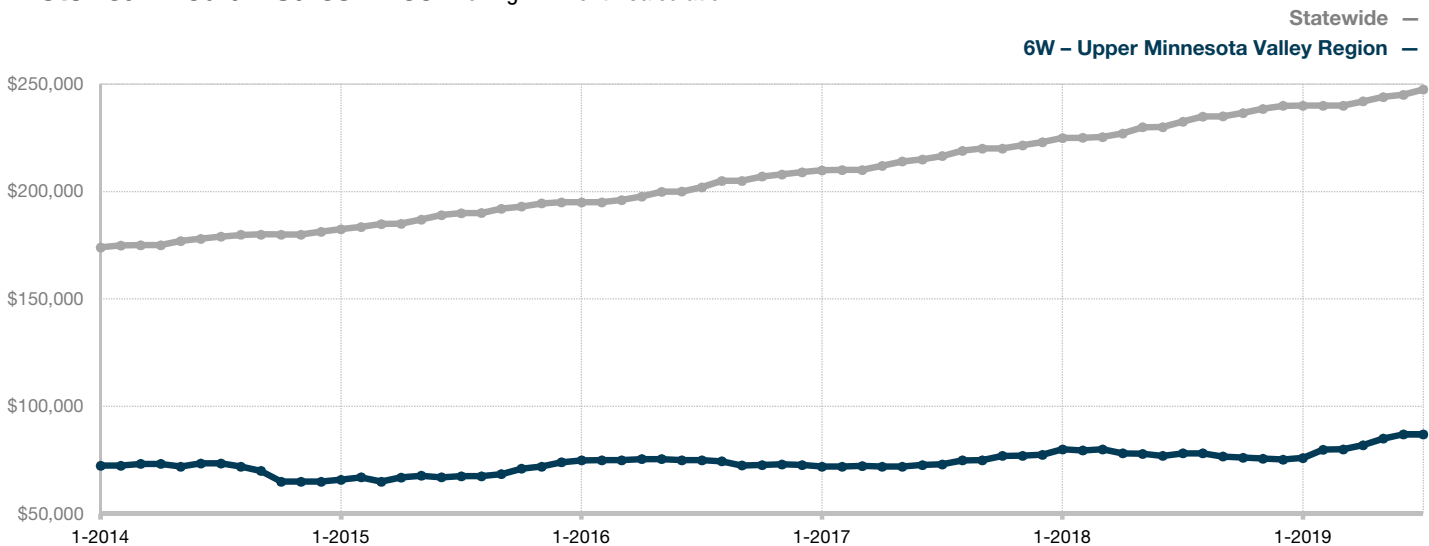
6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	63	70	+ 11.1%	329	341	+ 3.6%
Closed Sales	46	35	- 23.9%	216	196	- 9.3%
Median Sales Price*	\$89,000	\$89,500	+ 0.6%	\$72,500	\$88,000	+ 21.4%
Percent of Original List Price Received*	85.5%	93.8%	+ 9.7%	88.1%	90.7%	+ 3.0%
Days on Market Until Sale	138	118	- 14.5%	130	130	0.0%
Months Supply of Inventory	6.3	7.4	+ 17.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

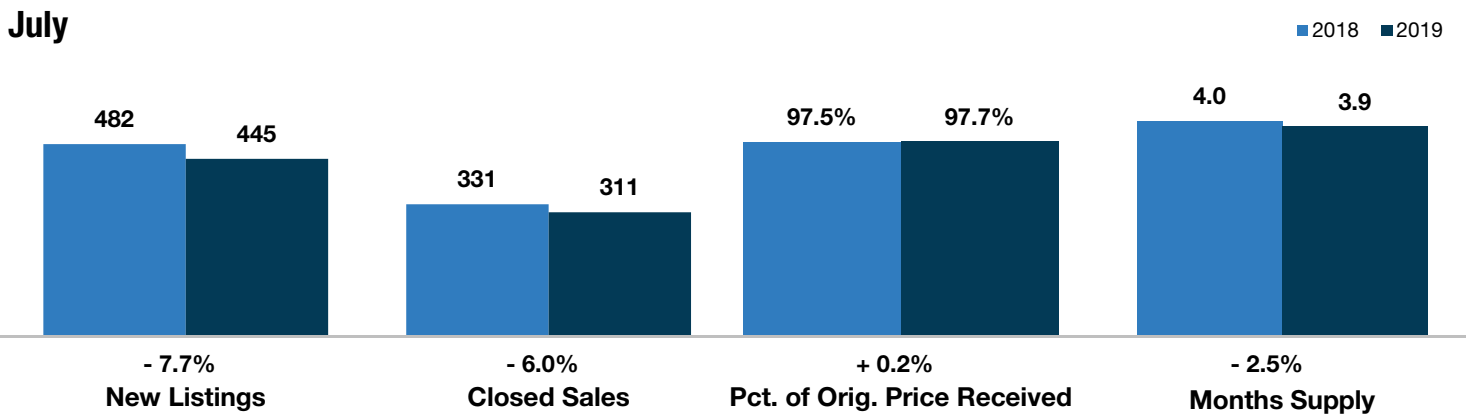
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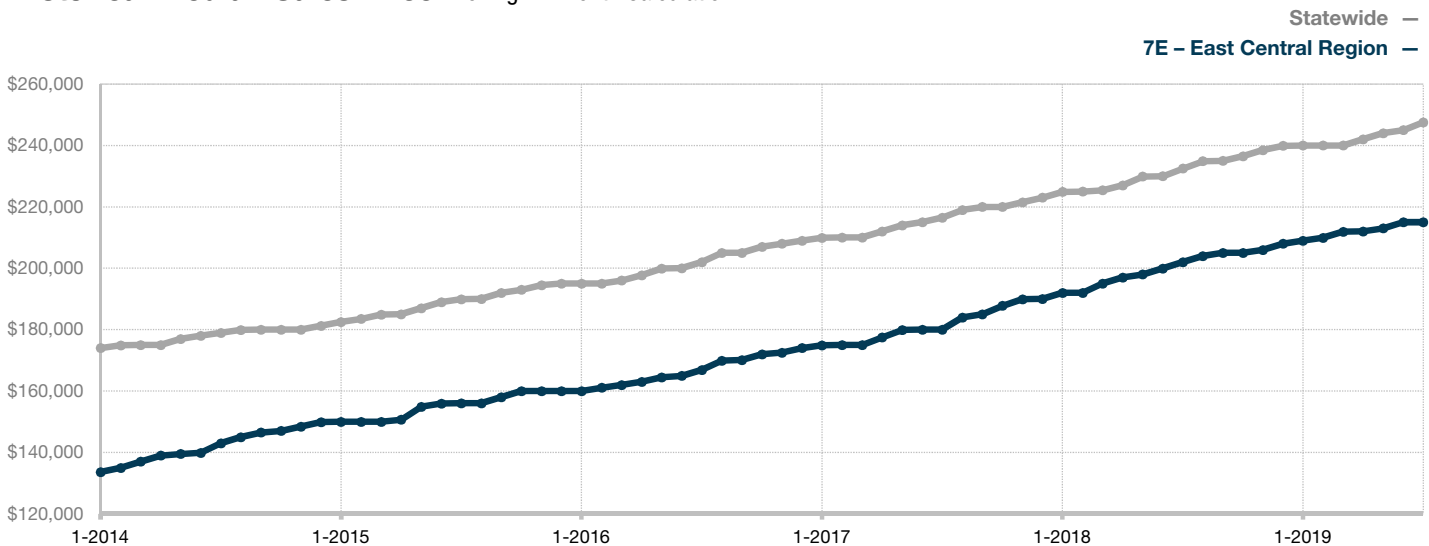
7E – East Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	482	445	- 7.7%	2,676	2,445	- 8.6%
Closed Sales	331	311	- 6.0%	1,577	1,512	- 4.1%
Median Sales Price*	\$215,250	\$225,000	+ 4.5%	\$208,000	\$220,000	+ 5.8%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	97.2%	97.7%	+ 0.5%
Days on Market Until Sale	44	40	- 9.1%	55	55	0.0%
Months Supply of Inventory	4.0	3.9	- 2.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

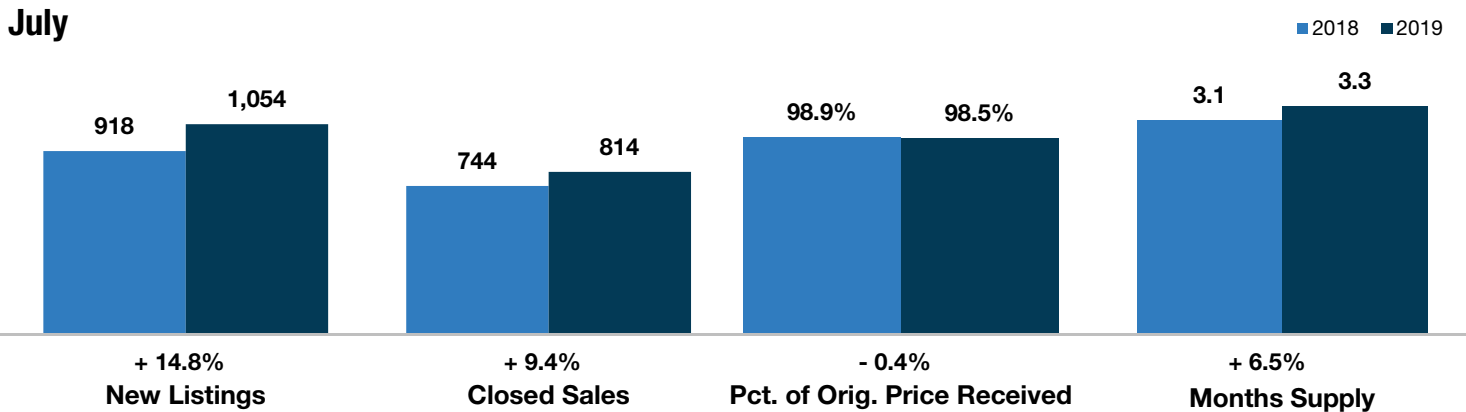
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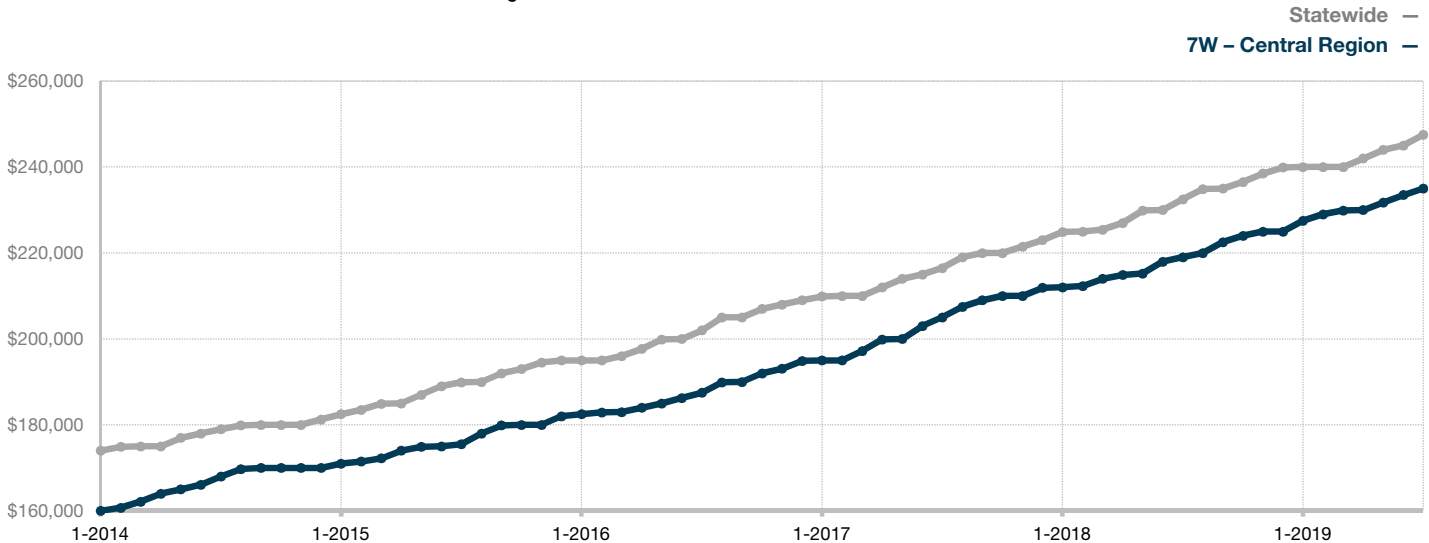
7W – Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	918	1,054	+ 14.8%	6,226	6,201	- 0.4%
Closed Sales	744	814	+ 9.4%	4,091	3,983	- 2.6%
Median Sales Price*	\$225,500	\$244,450	+ 8.4%	\$224,650	\$239,900	+ 6.8%
Percent of Original List Price Received*	98.9%	98.5%	- 0.4%	98.4%	98.1%	- 0.3%
Days on Market Until Sale	40	38	- 5.0%	47	49	+ 4.3%
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

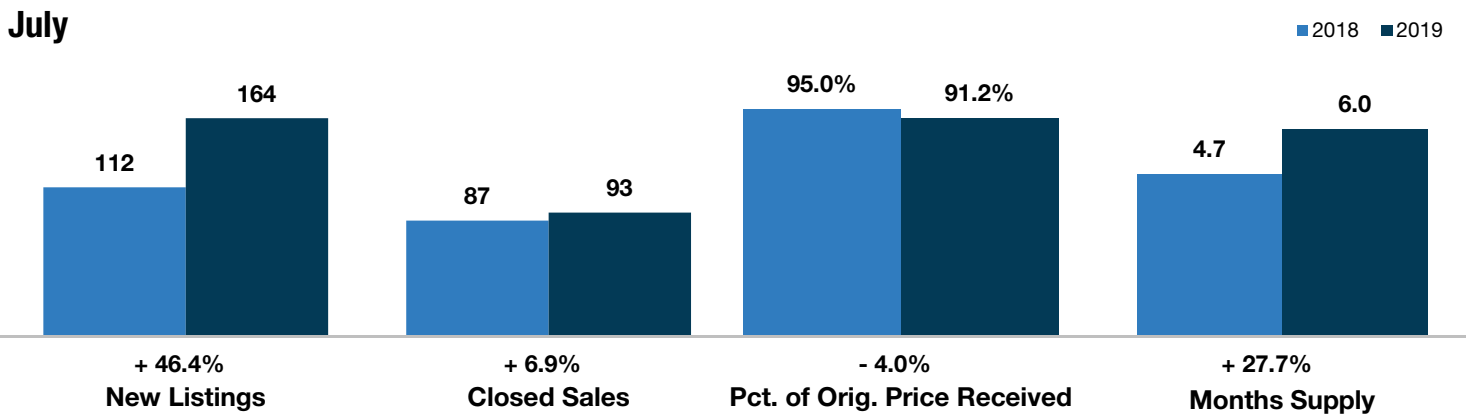
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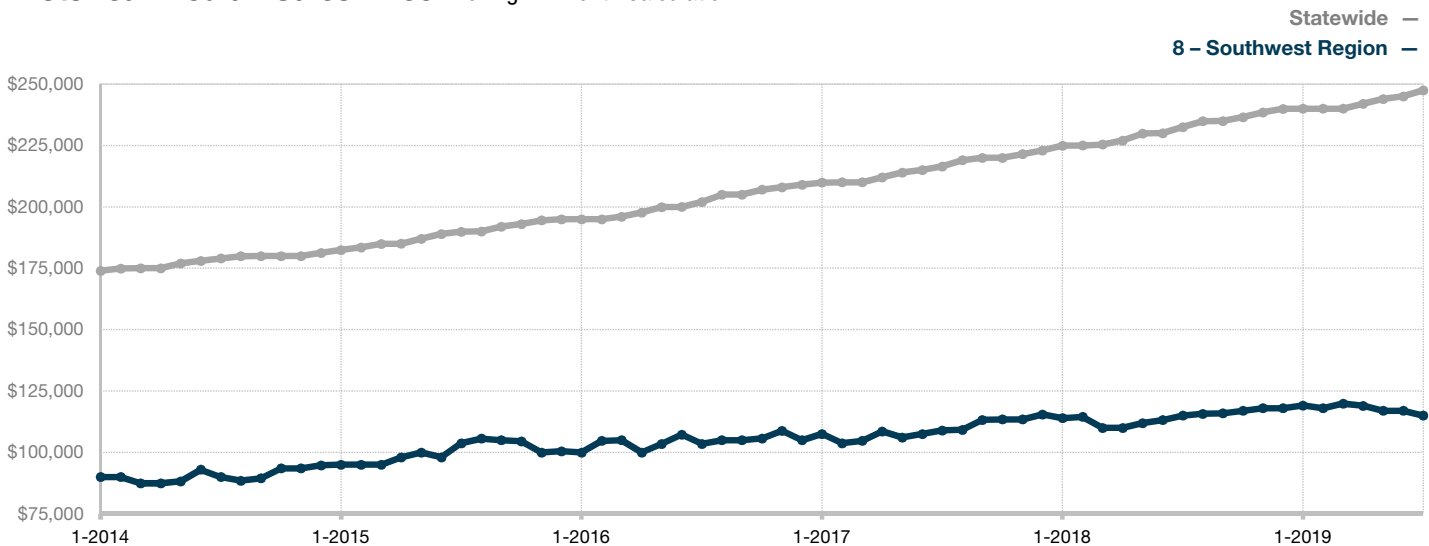
8 – Southwest Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	112	164	+ 46.4%	743	807	+ 8.6%
Closed Sales	87	93	+ 6.9%	516	479	- 7.2%
Median Sales Price*	\$166,000	\$133,000	- 19.9%	\$115,000	\$113,500	- 1.3%
Percent of Original List Price Received*	95.0%	91.2%	- 4.0%	91.8%	91.8%	0.0%
Days on Market Until Sale	85	84	- 1.2%	99	100	+ 1.0%
Months Supply of Inventory	4.7	6.0	+ 27.7%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

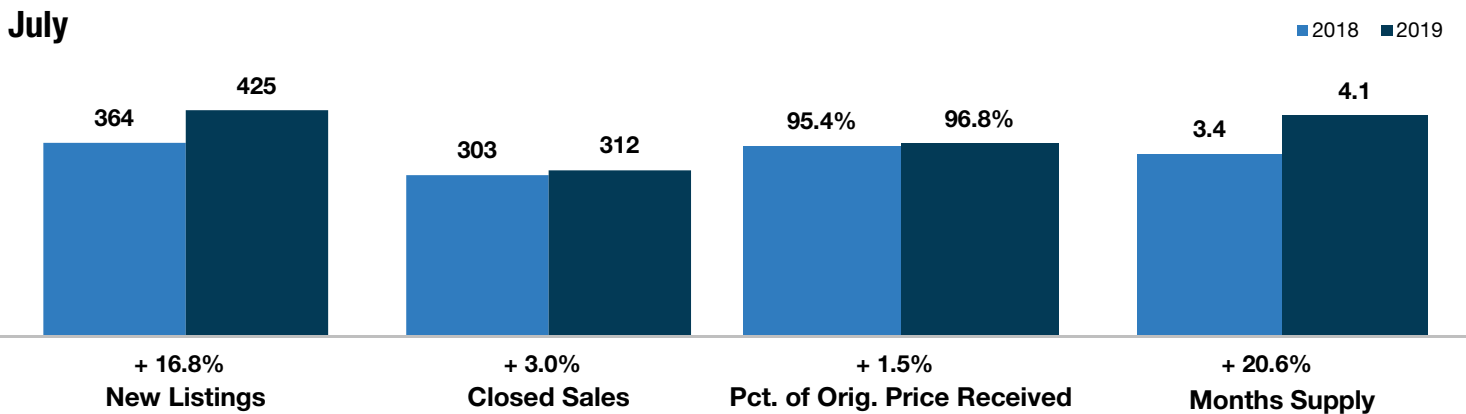
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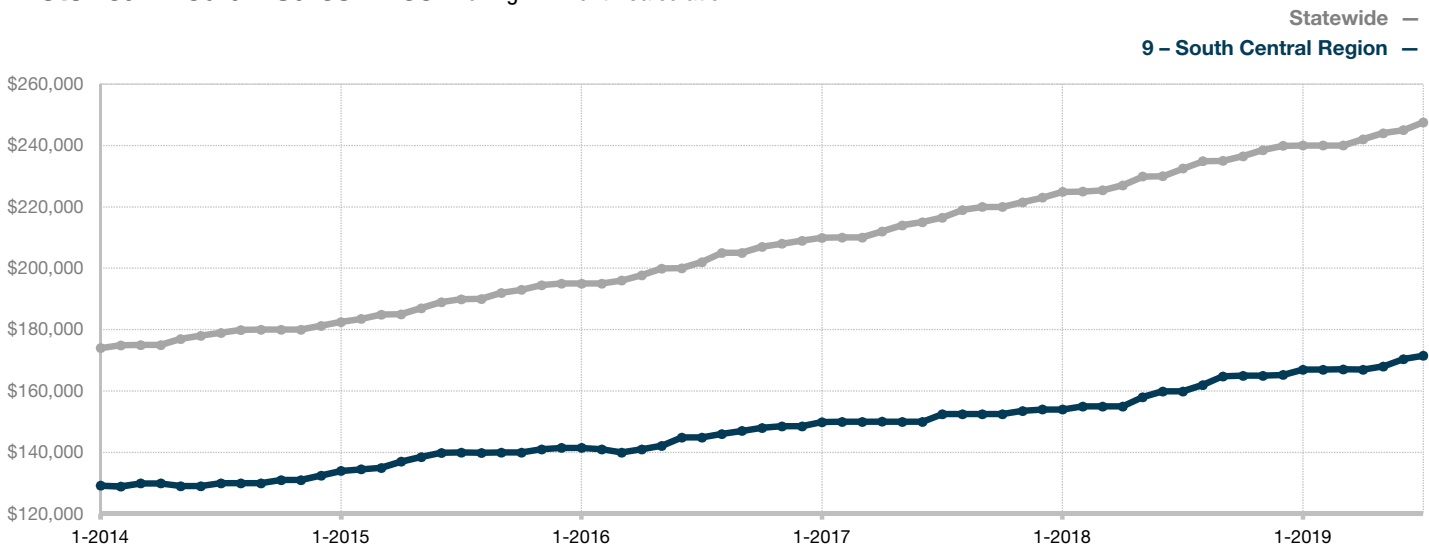
9 – South Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	364	425	+ 16.8%	2,356	2,360	+ 0.2%
Closed Sales	303	312	+ 3.0%	1,679	1,568	- 6.6%
Median Sales Price*	\$175,000	\$180,000	+ 2.9%	\$165,000	\$175,000	+ 6.1%
Percent of Original List Price Received*	95.4%	96.8%	+ 1.5%	95.8%	95.1%	- 0.7%
Days on Market Until Sale	84	78	- 7.1%	95	99	+ 4.2%
Months Supply of Inventory	3.4	4.1	+ 20.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

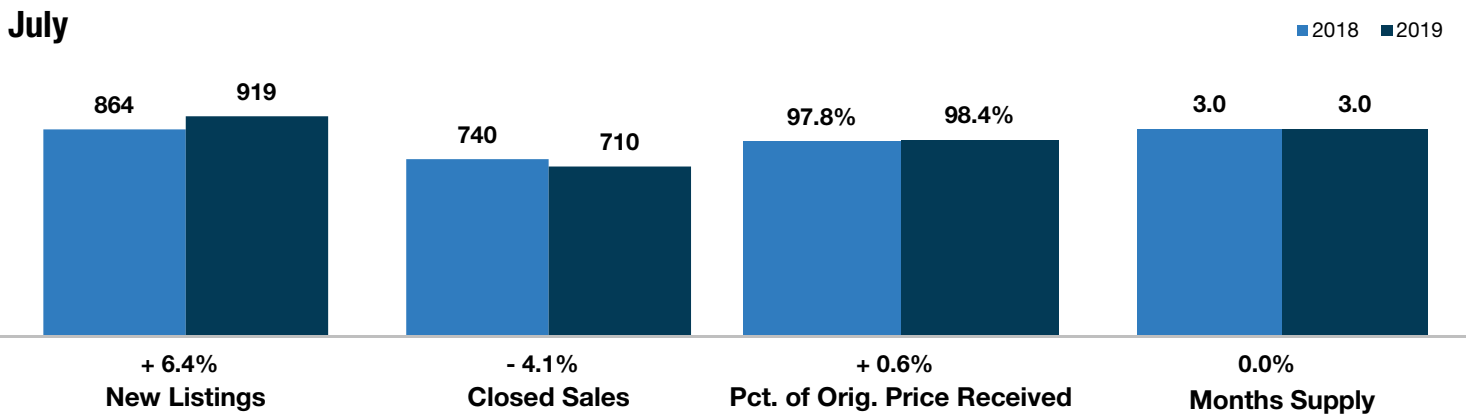
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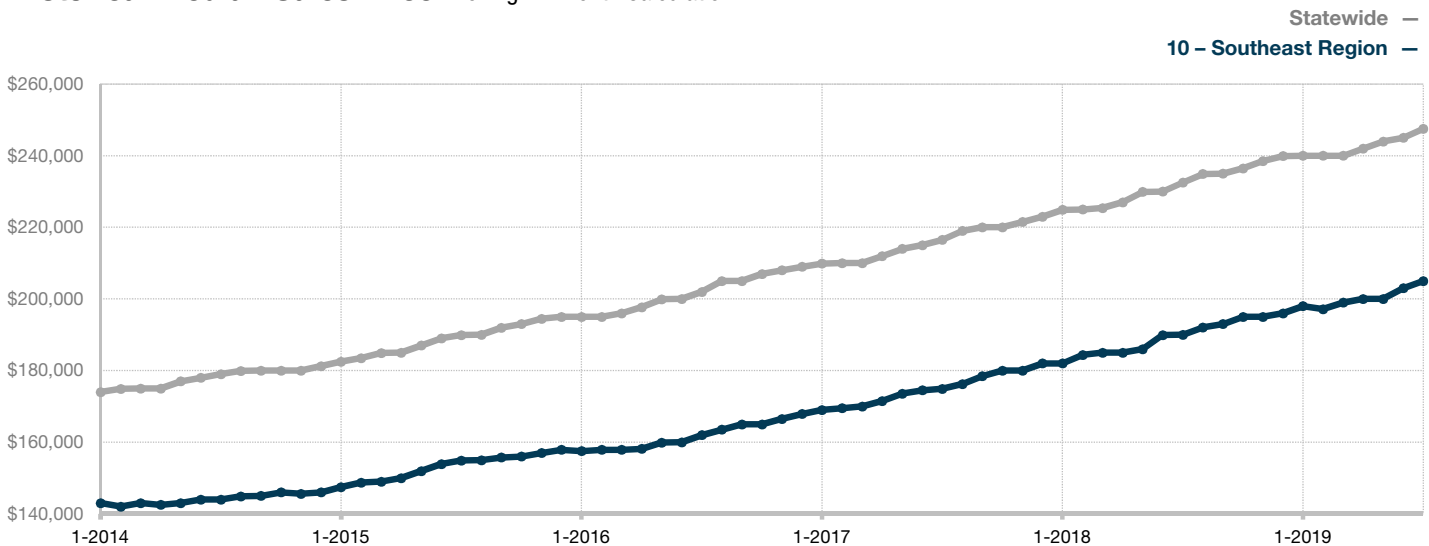
10 – Southeast Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	864	919	+ 6.4%	5,352	5,154	- 3.7%
Closed Sales	740	710	- 4.1%	4,011	3,804	- 5.2%
Median Sales Price*	\$203,000	\$220,000	+ 8.4%	\$196,000	\$210,000	+ 7.1%
Percent of Original List Price Received*	97.8%	98.4%	+ 0.6%	97.4%	97.3%	- 0.1%
Days on Market Until Sale	47	44	- 6.4%	54	58	+ 7.4%
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2019

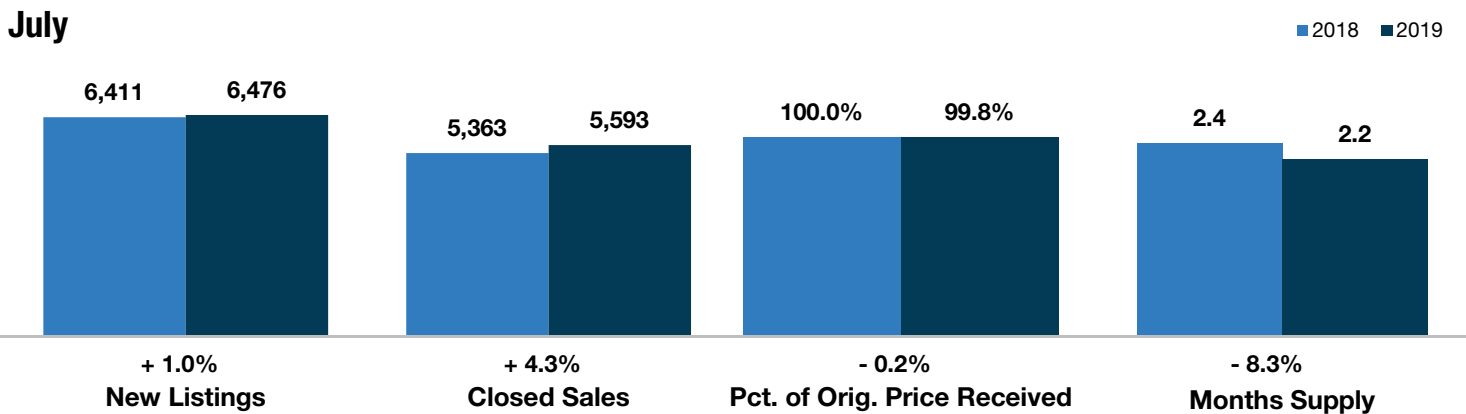
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11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	6,411	6,476	+ 1.0%	40,754	40,713	- 0.1%
Closed Sales	5,363	5,593	+ 4.3%	28,539	28,068	- 1.7%
Median Sales Price*	\$273,900	\$290,000	+ 5.9%	\$270,000	\$286,500	+ 6.1%
Percent of Original List Price Received*	100.0%	99.8%	- 0.2%	99.7%	99.4%	- 0.3%
Days on Market Until Sale	29	28	- 3.4%	35	37	+ 5.7%
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

