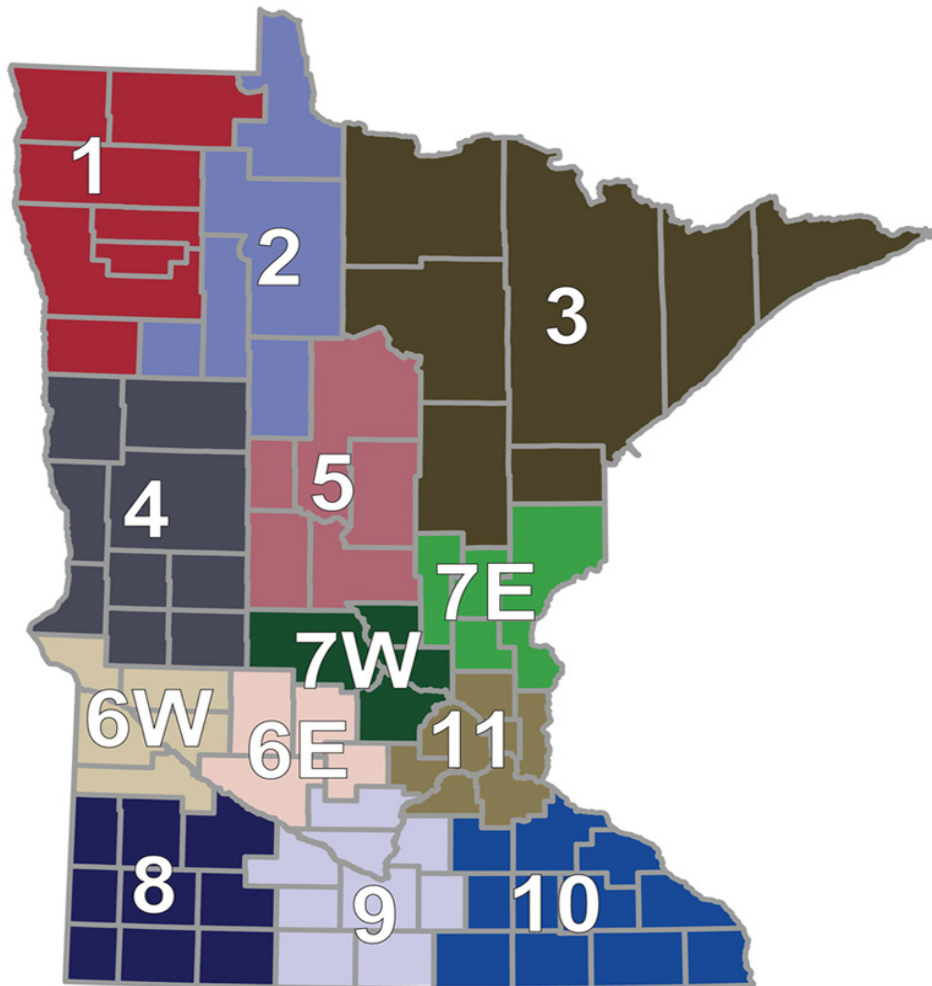



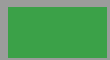











Local Market Updates for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®



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 June 2013

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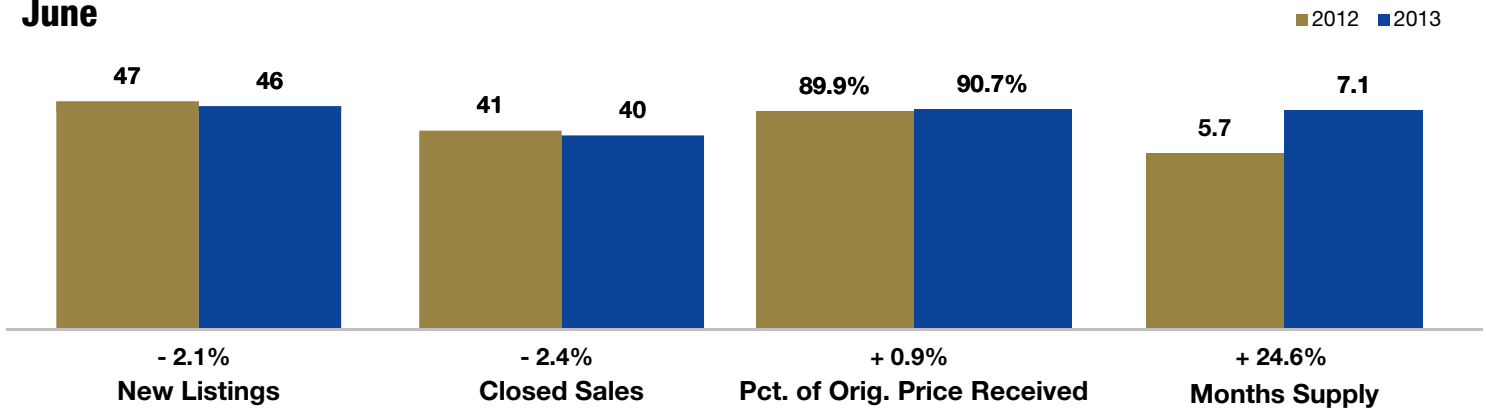


1 – Northwest Region

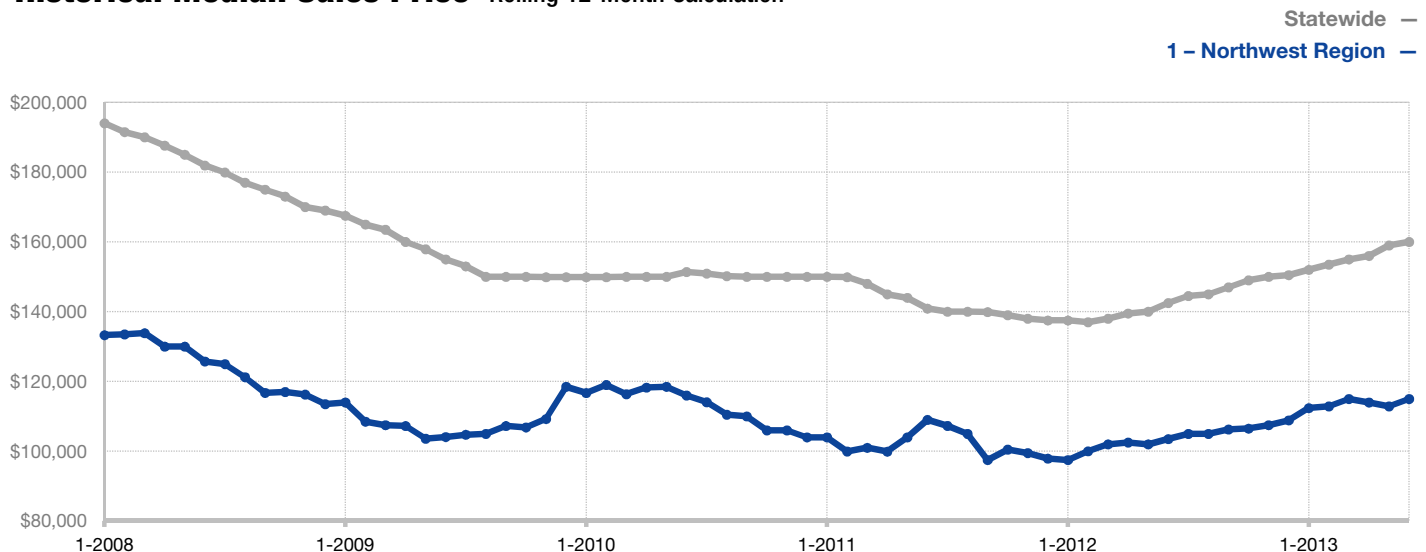
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	47	46	- 2.1%	253	272	+ 7.5%
Closed Sales	41	40	- 2.4%	155	166	+ 7.1%
Median Sales Price*	\$132,500	\$142,000	+ 7.2%	\$112,000	\$122,000	+ 8.9%
Percent of Original List Price Received*	89.9%	90.7%	+ 0.9%	87.3%	90.6%	+ 3.8%
Days on Market Until Sale	208	153	- 26.4%	194	155	- 20.1%
Months Supply of Inventory	5.7	7.1	+ 24.6%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

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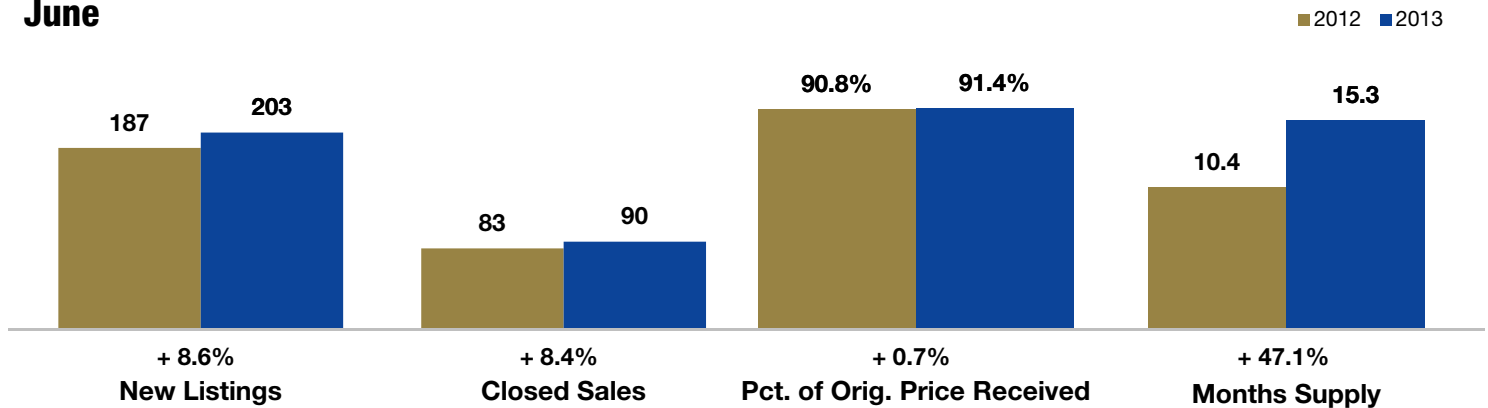


2 – Headwaters Region

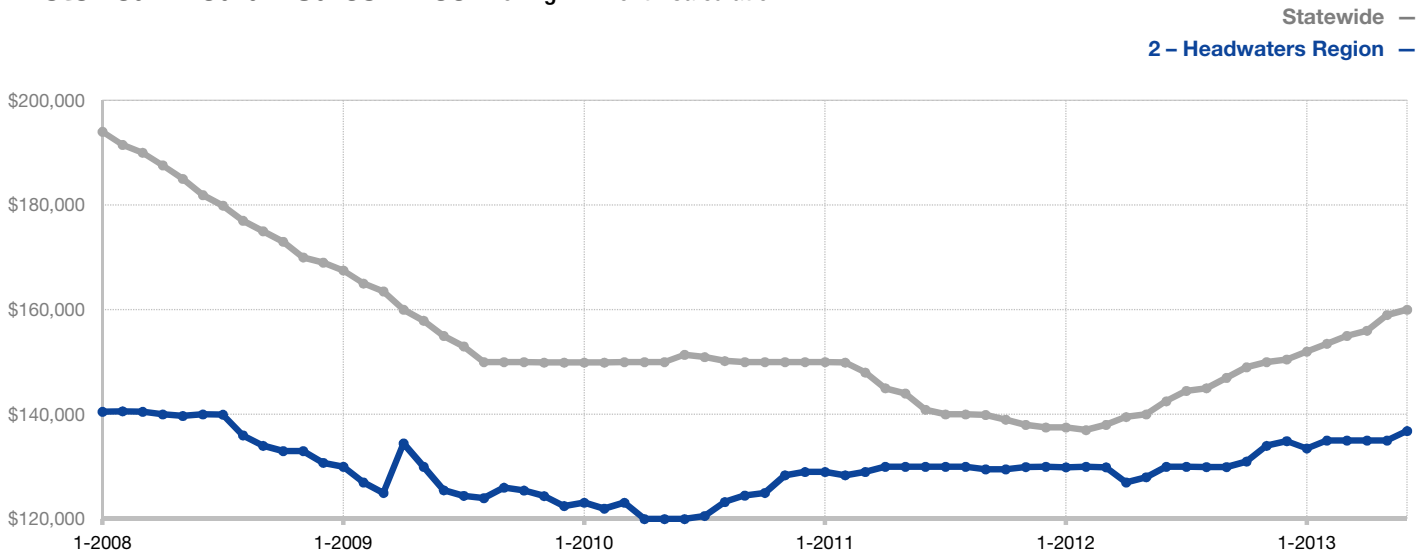
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	187	203	+ 8.6%	1,108	1,026	- 7.4%
Closed Sales	83	90	+ 8.4%	410	371	- 9.5%
Median Sales Price*	\$133,500	\$154,000	+ 15.4%	\$124,450	\$132,000	+ 6.1%
Percent of Original List Price Received*	90.8%	91.4%	+ 0.7%	88.8%	90.6%	+ 2.0%
Days on Market Until Sale	169	141	- 16.6%	156	143	- 8.3%
Months Supply of Inventory	10.4	15.3	+ 47.1%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Current as of July 12, 2013. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. Percent changes are calculated using rounded figures.

Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

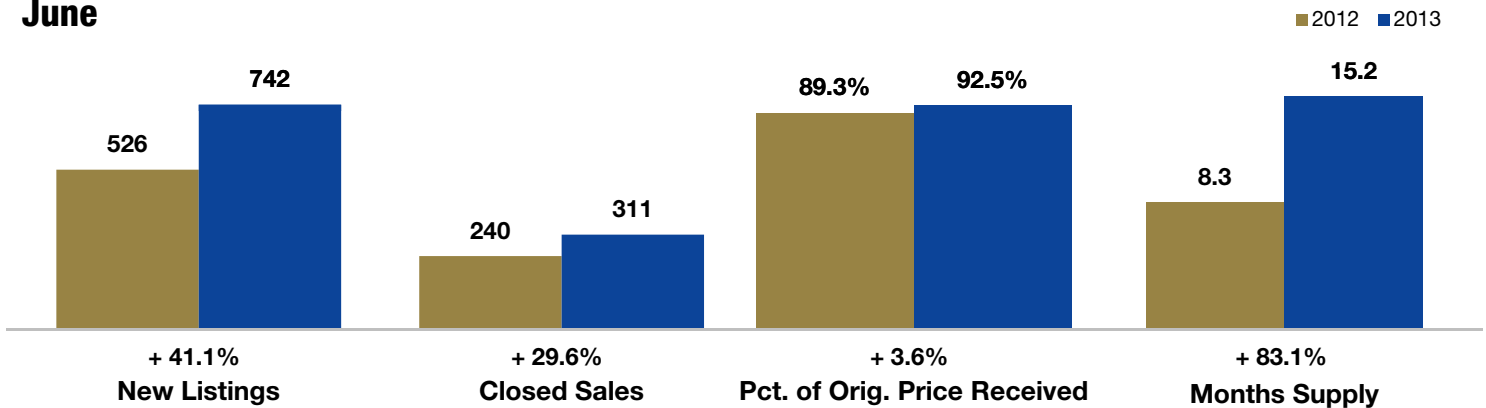


3 – Arrowhead Region

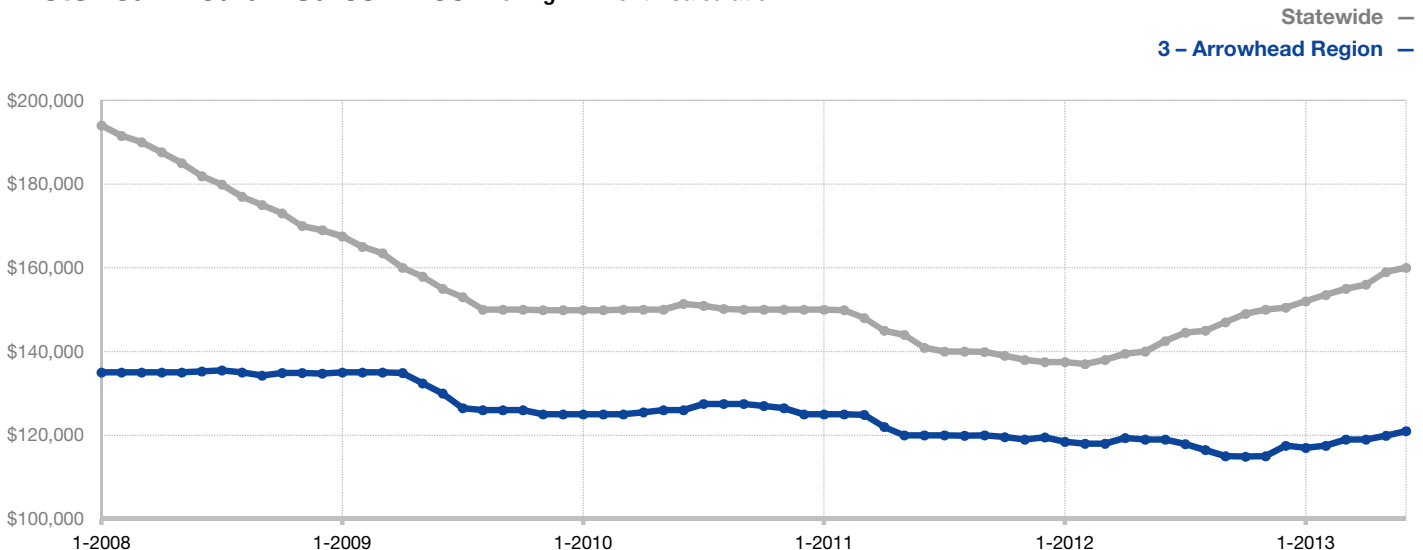
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	526	742	+ 41.1%	2,964	3,251	+ 9.7%
Closed Sales	240	311	+ 29.6%	1,370	1,188	- 13.3%
Median Sales Price*	\$126,250	\$136,000	+ 7.7%	\$114,000	\$121,250	+ 6.4%
Percent of Original List Price Received*	89.3%	92.5%	+ 3.6%	88.0%	90.1%	+ 2.4%
Days on Market Until Sale	161	119	- 26.1%	148	138	- 6.8%
Months Supply of Inventory	8.3	15.2	+ 83.1%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

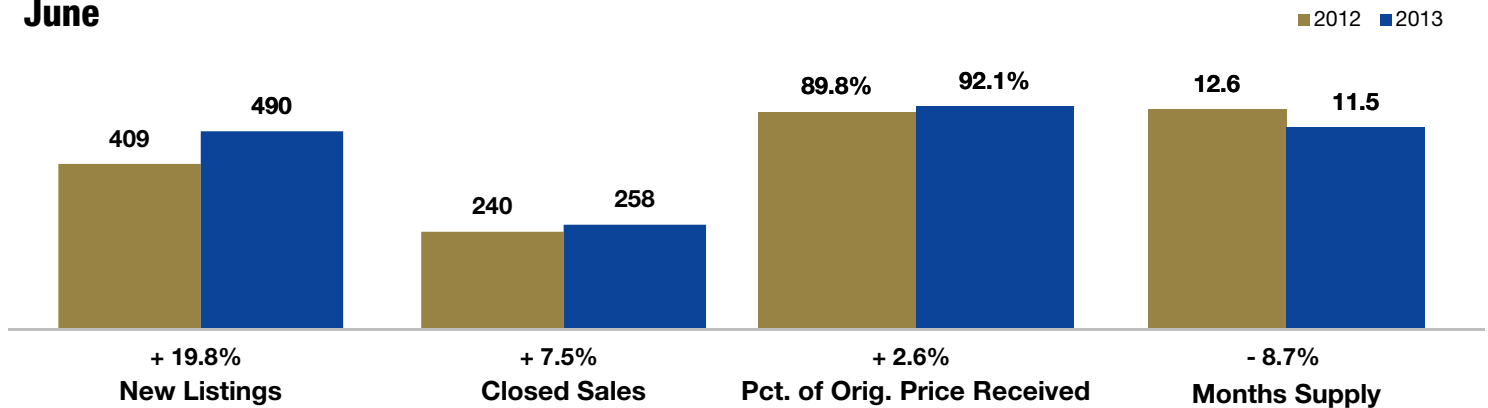


4 – West Central Region

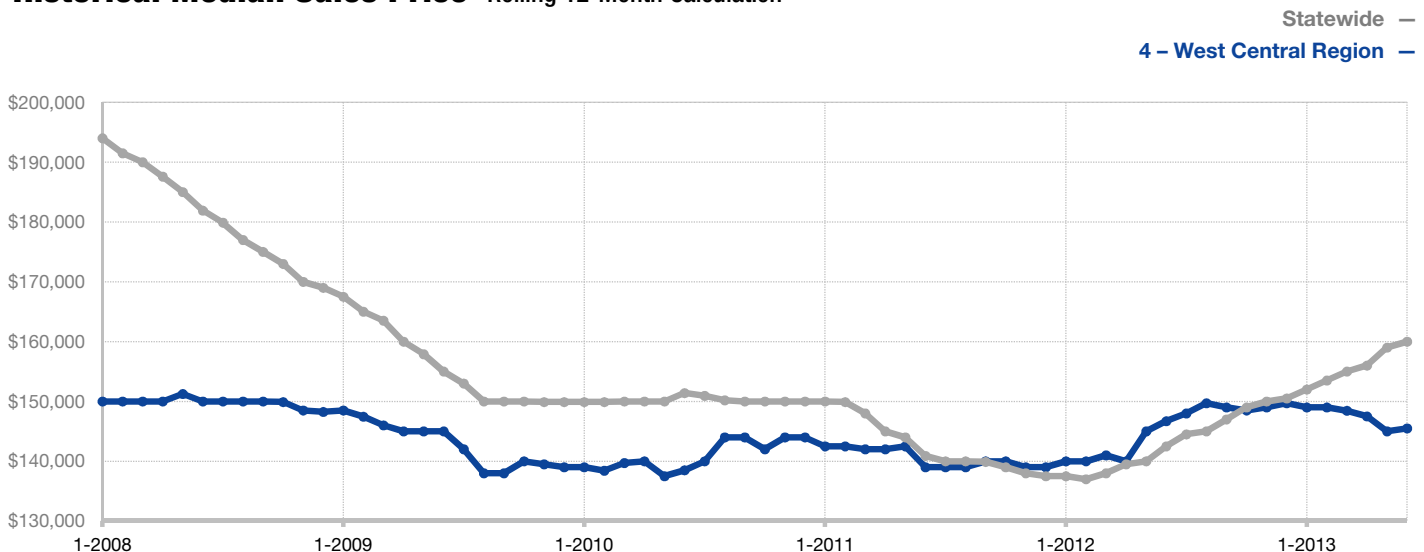
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	409	490	+ 19.8%	2,443	2,299	- 5.9%
Closed Sales	240	258	+ 7.5%	968	933	- 3.6%
Median Sales Price*	\$159,900	\$164,000	+ 2.6%	\$149,000	\$142,000	- 4.7%
Percent of Original List Price Received*	89.8%	92.1%	+ 2.6%	88.9%	90.7%	+ 2.0%
Days on Market Until Sale	125	140	+ 12.0%	153	152	- 0.7%
Months Supply of Inventory	12.6	11.5	- 8.7%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

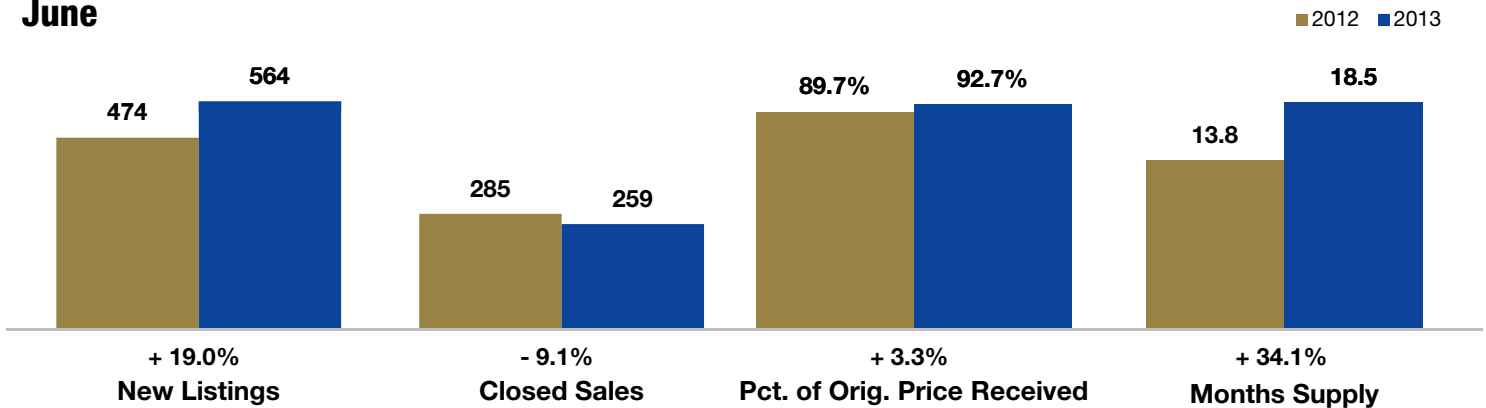


5 – North Central Region

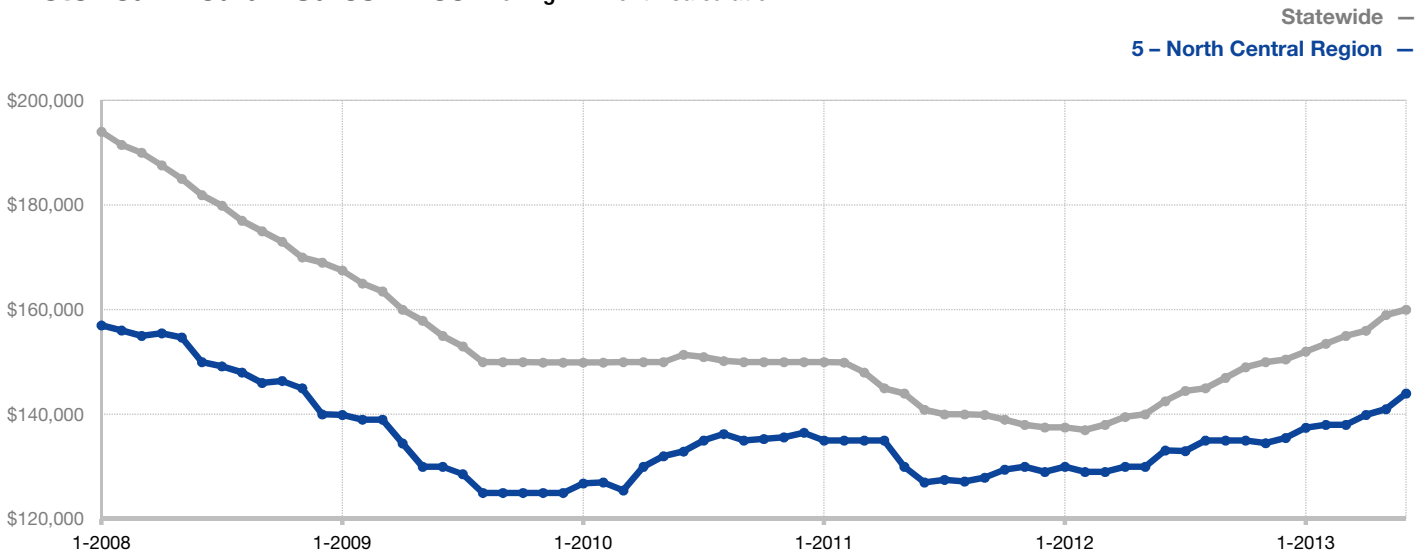
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	474	564	+ 19.0%	3,296	2,709	- 17.8%
Closed Sales	285	259	- 9.1%	1,378	1,070	- 22.4%
Median Sales Price*	\$147,000	\$174,500	+ 18.7%	\$127,000	\$142,250	+ 12.0%
Percent of Original List Price Received*	89.7%	92.7%	+ 3.3%	88.2%	90.3%	+ 2.4%
Days on Market Until Sale	136	118	- 13.2%	145	131	- 9.7%
Months Supply of Inventory	13.8	18.5	+ 34.1%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

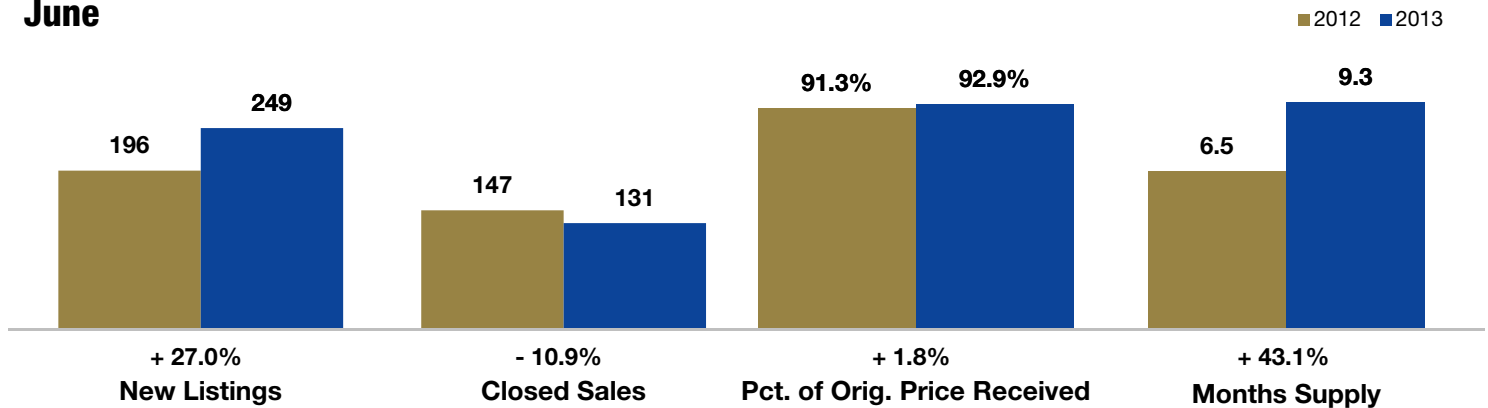


6E – Southwest Central Region

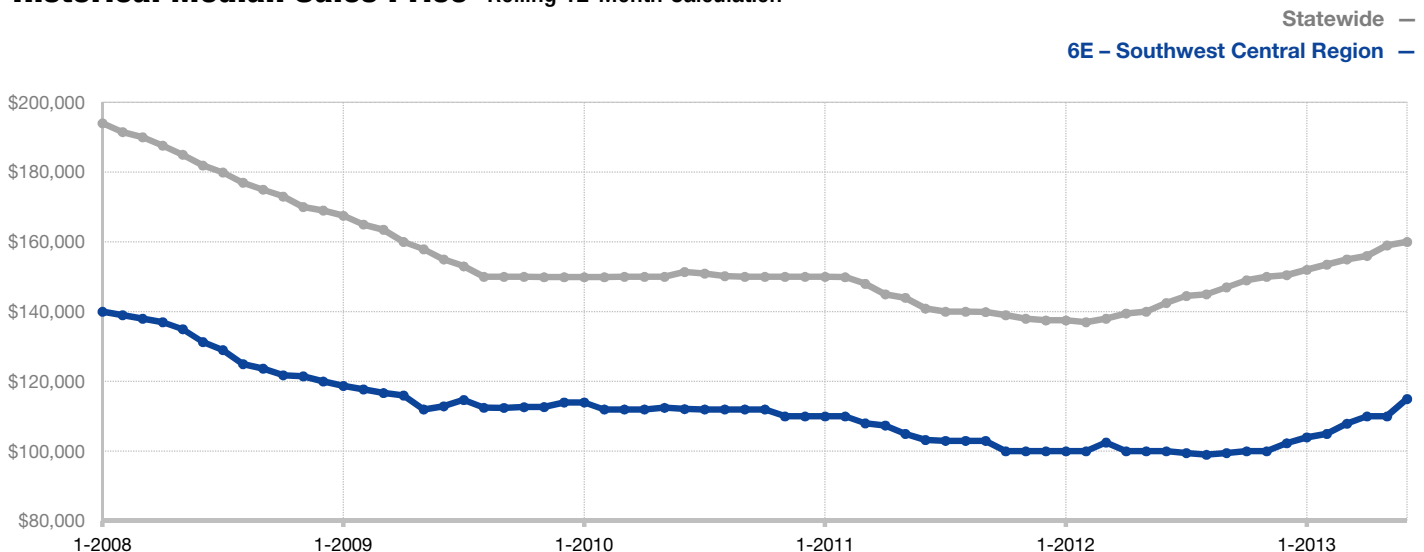
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	196	249	+ 27.0%	1,280	1,324	+ 3.4%
Closed Sales	147	131	- 10.9%	665	652	- 2.0%
Median Sales Price*	\$105,500	\$139,450	+ 32.2%	\$94,000	\$119,000	+ 26.6%
Percent of Original List Price Received*	91.3%	92.9%	+ 1.8%	89.2%	90.9%	+ 1.9%
Days on Market Until Sale	112	113	+ 0.9%	129	121	- 6.2%
Months Supply of Inventory	6.5	9.3	+ 43.1%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

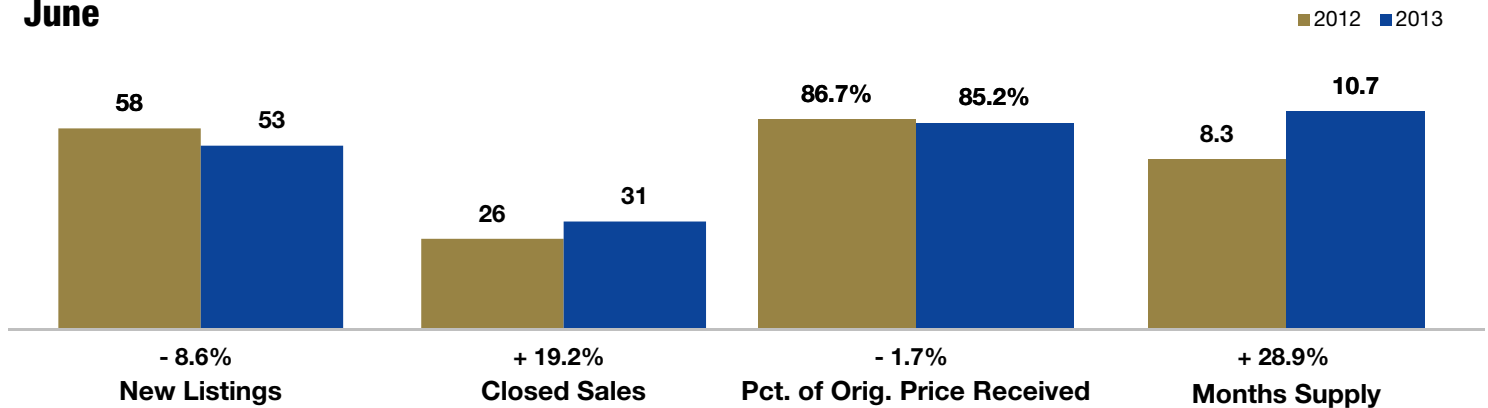


6W – Upper Minnesota Valley Region

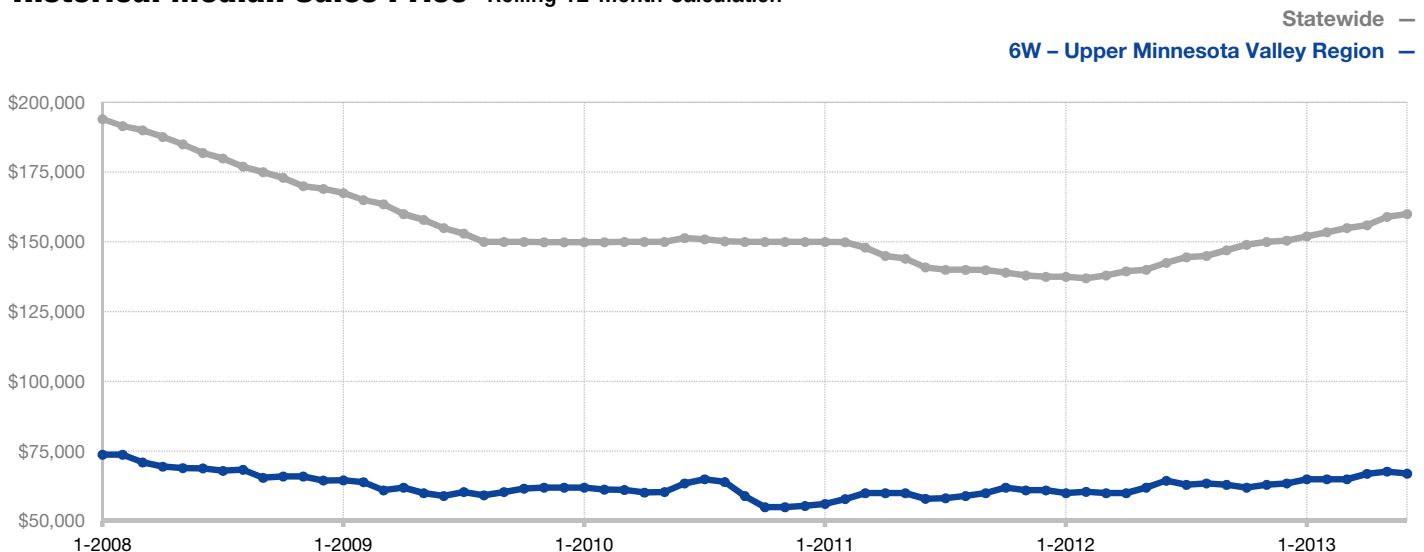
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	58	53	- 8.6%	289	295	+ 2.1%
Closed Sales	26	31	+ 19.2%	147	168	+ 14.3%
Median Sales Price*	\$84,750	\$48,665	- 42.6%	\$63,000	\$67,500	+ 7.1%
Percent of Original List Price Received*	86.7%	85.2%	- 1.7%	85.3%	85.5%	+ 0.2%
Days on Market Until Sale	161	205	+ 27.3%	198	206	+ 4.0%
Months Supply of Inventory	8.3	10.7	+ 28.9%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

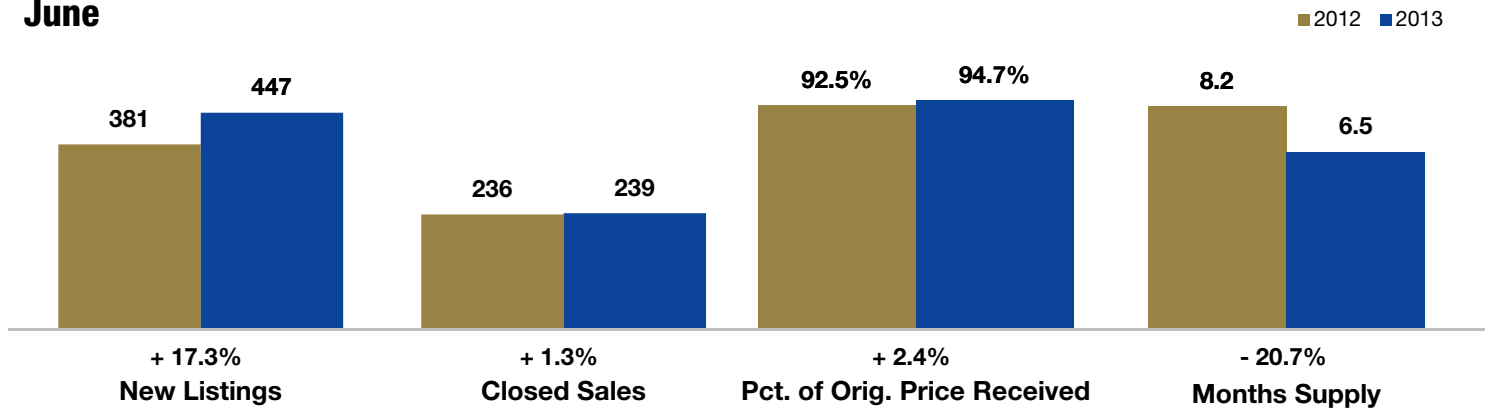


7E – East Central Region

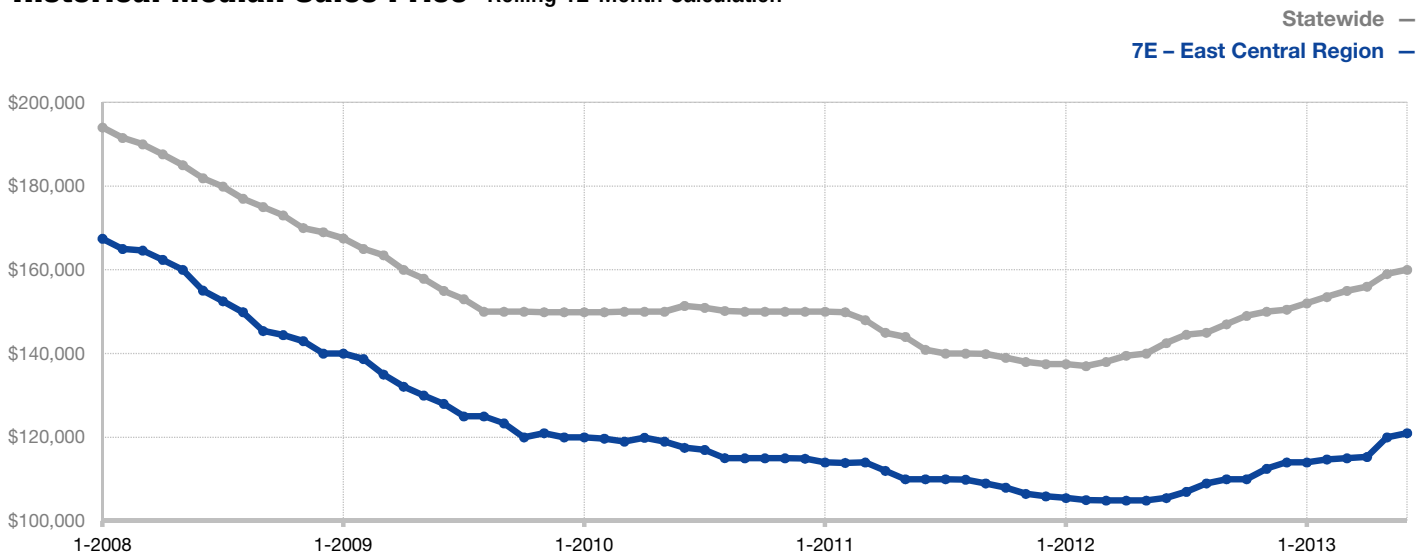
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	381	447	+ 17.3%	2,222	2,221	- 0.0%
Closed Sales	236	239	+ 1.3%	1,087	1,143	+ 5.2%
Median Sales Price*	\$119,320	\$144,000	+ 20.7%	\$104,000	\$122,000	+ 17.3%
Percent of Original List Price Received*	92.5%	94.7%	+ 2.4%	90.0%	92.4%	+ 2.7%
Days on Market Until Sale	101	66	- 34.7%	94	78	- 17.0%
Months Supply of Inventory	8.2	6.5	- 20.7%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

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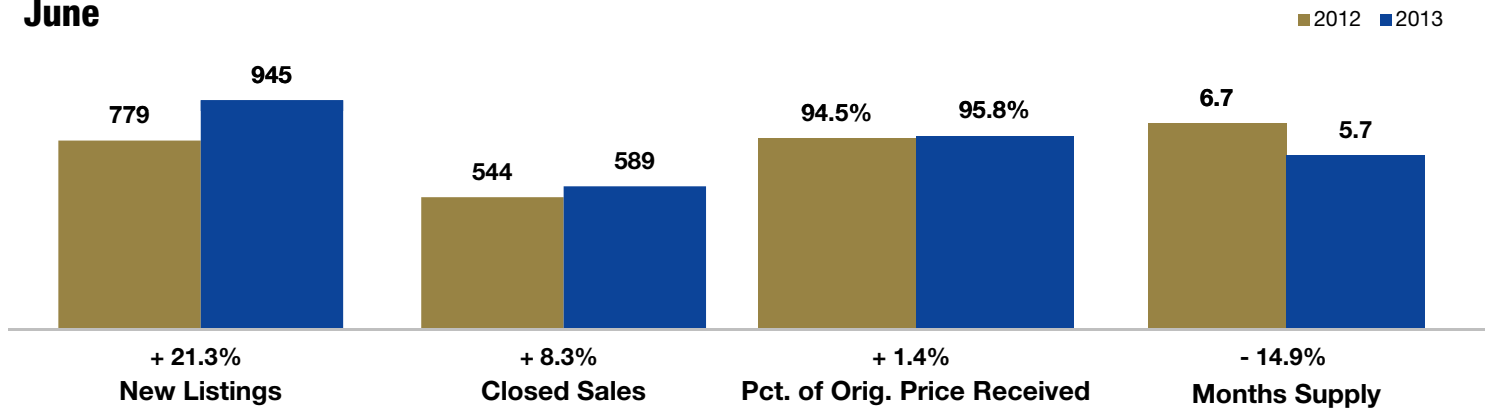


7W – Central Region

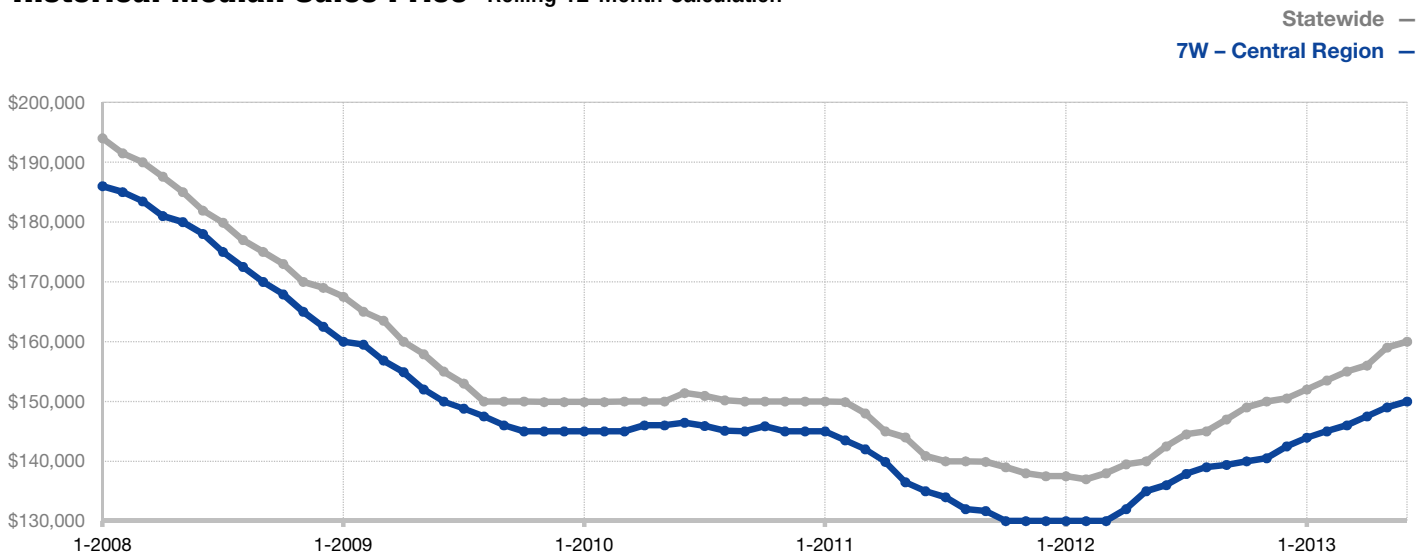
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	779	945	+ 21.3%	4,421	4,890	+ 10.6%
Closed Sales	544	589	+ 8.3%	2,436	2,667	+ 9.5%
Median Sales Price*	\$152,000	\$164,900	+ 8.5%	\$138,000	\$153,000	+ 10.9%
Percent of Original List Price Received*	94.5%	95.8%	+ 1.4%	92.8%	94.2%	+ 1.5%
Days on Market Until Sale	82	67	- 18.3%	89	79	- 11.2%
Months Supply of Inventory	6.7	5.7	- 14.9%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

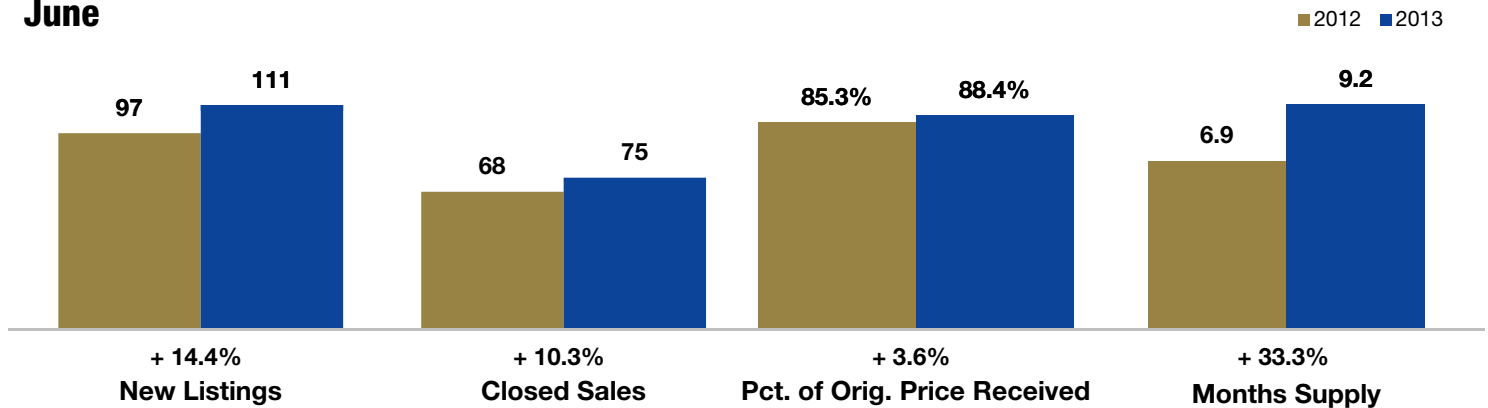


8 – Southwest Region

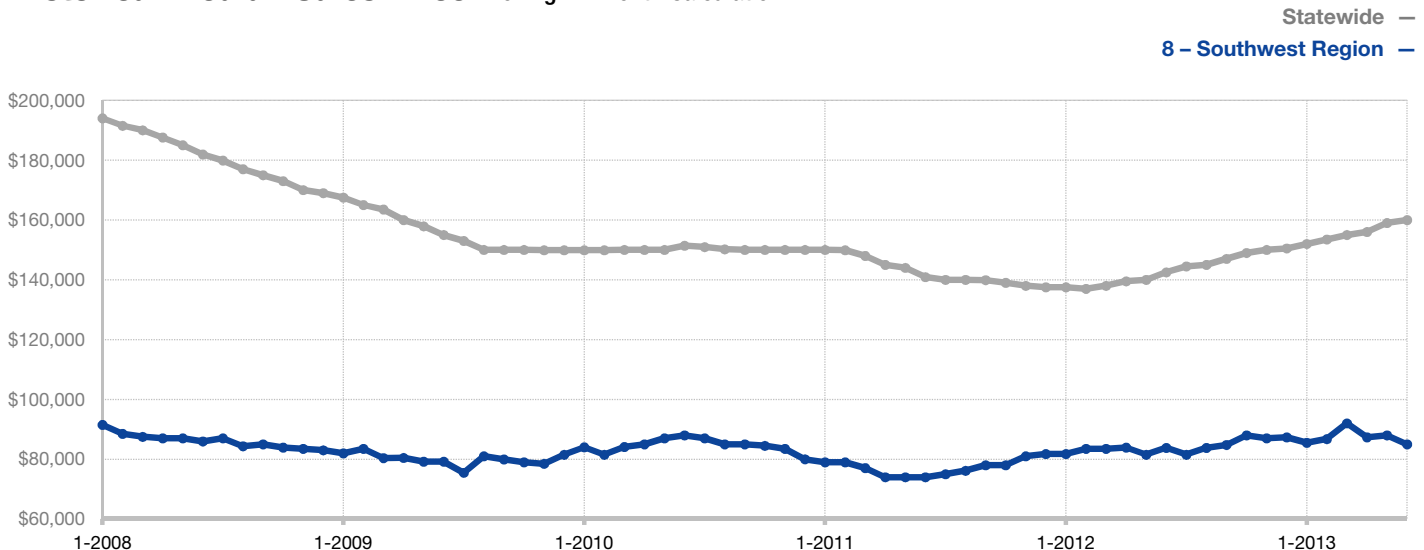
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	97	111	+ 14.4%	545	568	+ 4.2%
Closed Sales	68	75	+ 10.3%	342	344	+ 0.6%
Median Sales Price*	\$109,000	\$85,500	- 21.6%	\$82,850	\$77,500	- 6.5%
Percent of Original List Price Received*	85.3%	88.4%	+ 3.6%	85.5%	87.2%	+ 2.0%
Days on Market Until Sale	227	180	- 20.7%	208	172	- 17.3%
Months Supply of Inventory	6.9	9.2	+ 33.3%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

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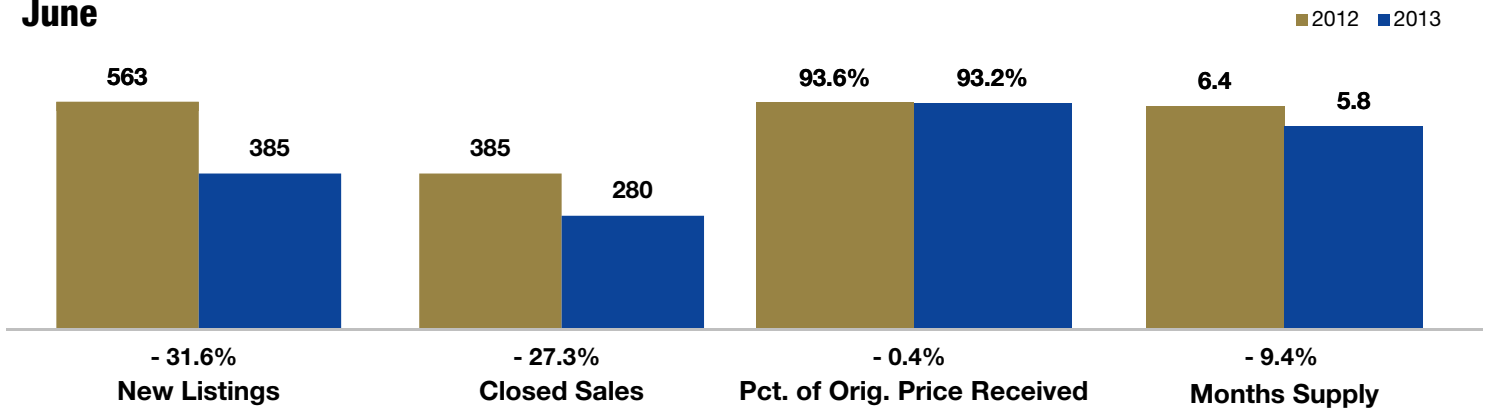


9 – South Central Region

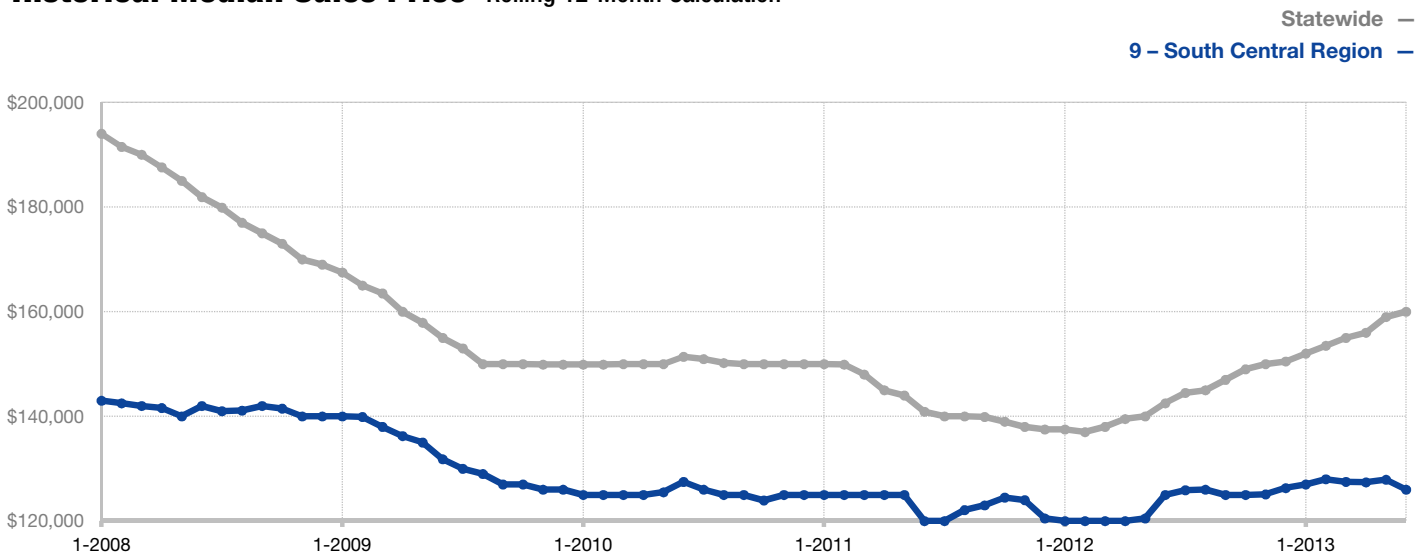
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	563	385	- 31.6%	3,314	2,135	- 35.6%
Closed Sales	385	280	- 27.3%	1,760	1,259	- 28.5%
Median Sales Price*	\$140,000	\$138,900	- 0.8%	\$125,250	\$125,000	- 0.2%
Percent of Original List Price Received*	93.6%	93.2%	- 0.4%	91.0%	91.4%	+ 0.4%
Days on Market Until Sale	132	131	- 0.8%	152	146	- 3.9%
Months Supply of Inventory	6.4	5.8	- 9.4%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

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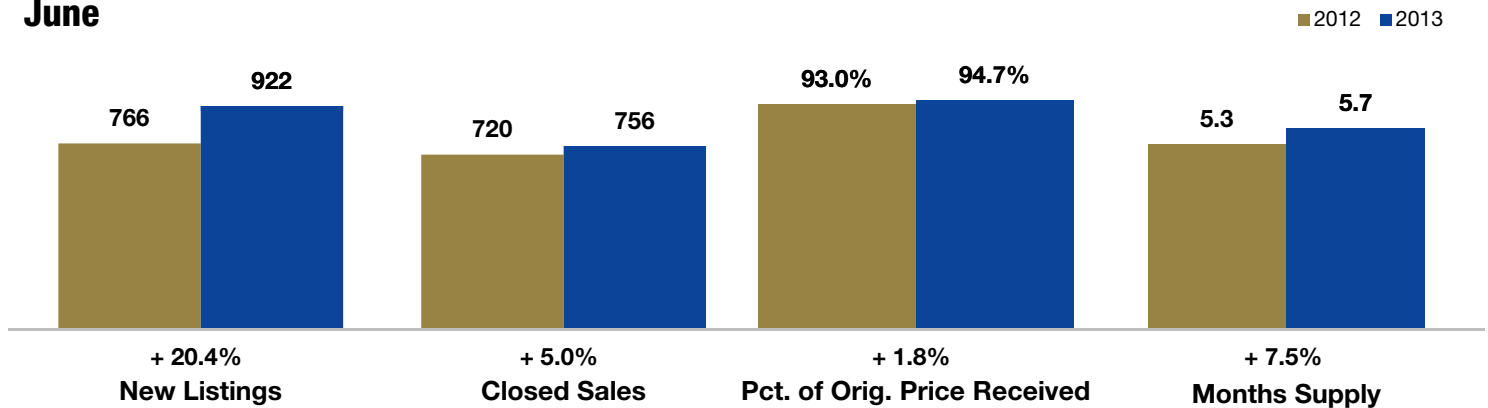


10 – Southeast Region

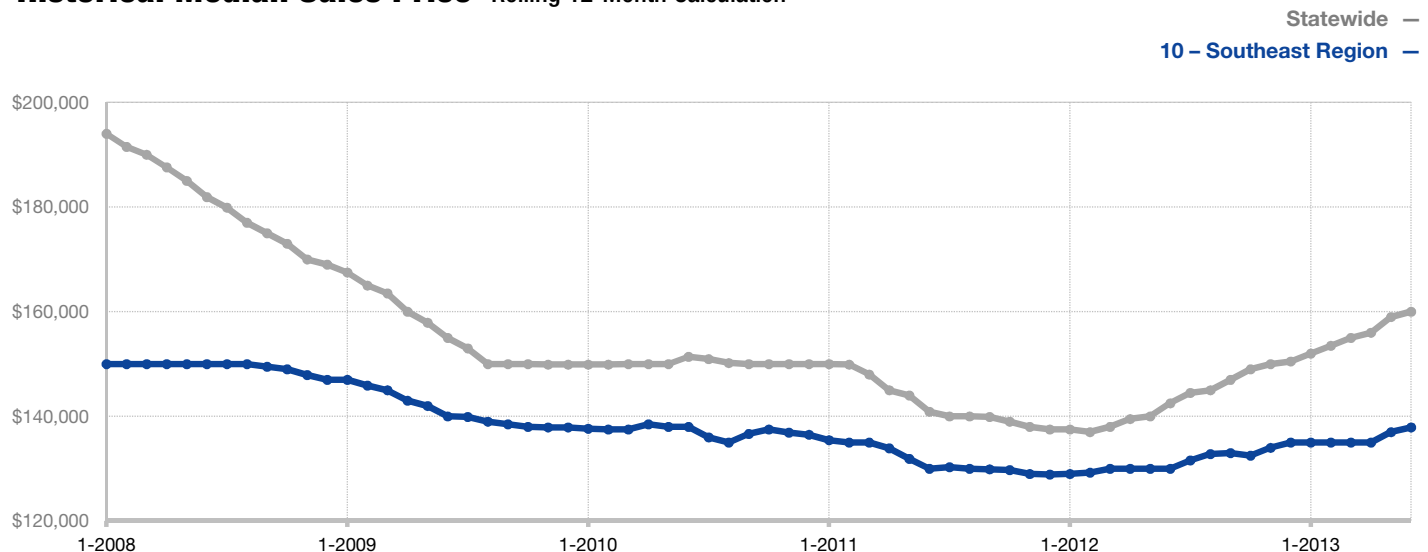
Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	766	922	+ 20.4%	5,078	5,135	+ 1.1%
Closed Sales	720	756	+ 5.0%	3,191	3,232	+ 1.3%
Median Sales Price*	\$144,700	\$150,000	+ 3.7%	\$134,000	\$140,000	+ 4.5%
Percent of Original List Price Received*	93.0%	94.7%	+ 1.8%	91.2%	93.0%	+ 2.0%
Days on Market Until Sale	125	108	- 13.6%	147	124	- 15.6%
Months Supply of Inventory	5.3	5.7	+ 7.5%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for June 2013

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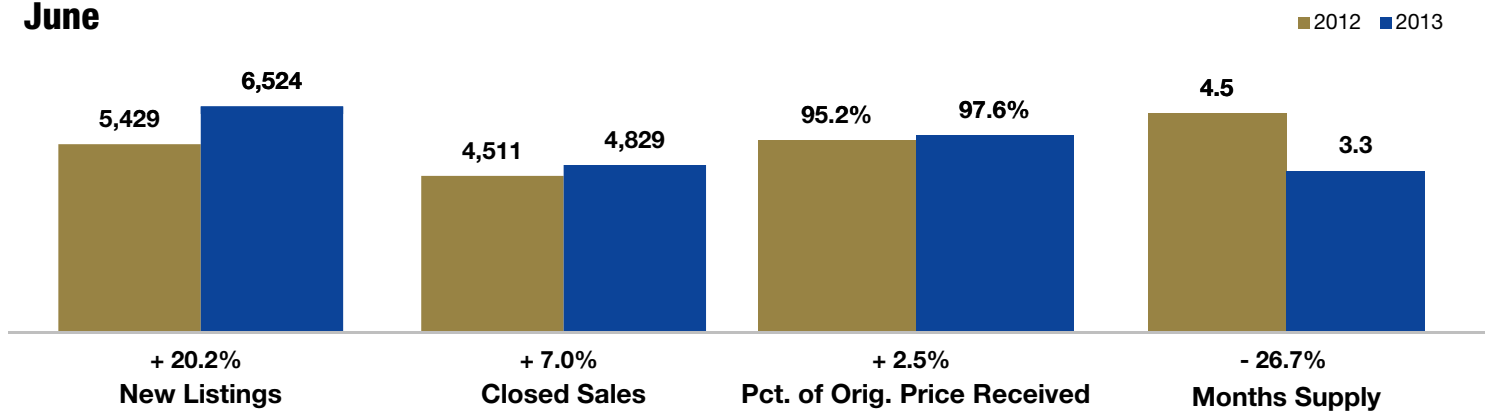


11 – 7-County Twin Cities Region

Key Metrics	June			Year to Date		
	2012	2013	Percent Change	Thru 6-2012	Thru 6-2013	Percent Change
New Listings	5,429	6,524	+ 20.2%	31,318	33,204	+ 6.0%
Closed Sales	4,511	4,829	+ 7.0%	20,092	21,588	+ 7.4%
Median Sales Price*	\$184,000	\$216,900	+ 17.9%	\$165,000	\$190,000	+ 15.2%
Percent of Original List Price Received*	95.2%	97.6%	+ 2.5%	93.3%	96.0%	+ 2.9%
Days on Market Until Sale	65	47	- 27.7%	76	58	- 23.7%
Months Supply of Inventory	4.5	3.3	- 26.7%	--	--	--

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June



Historical Median Sales Price Rolling 12-Month Calculation

