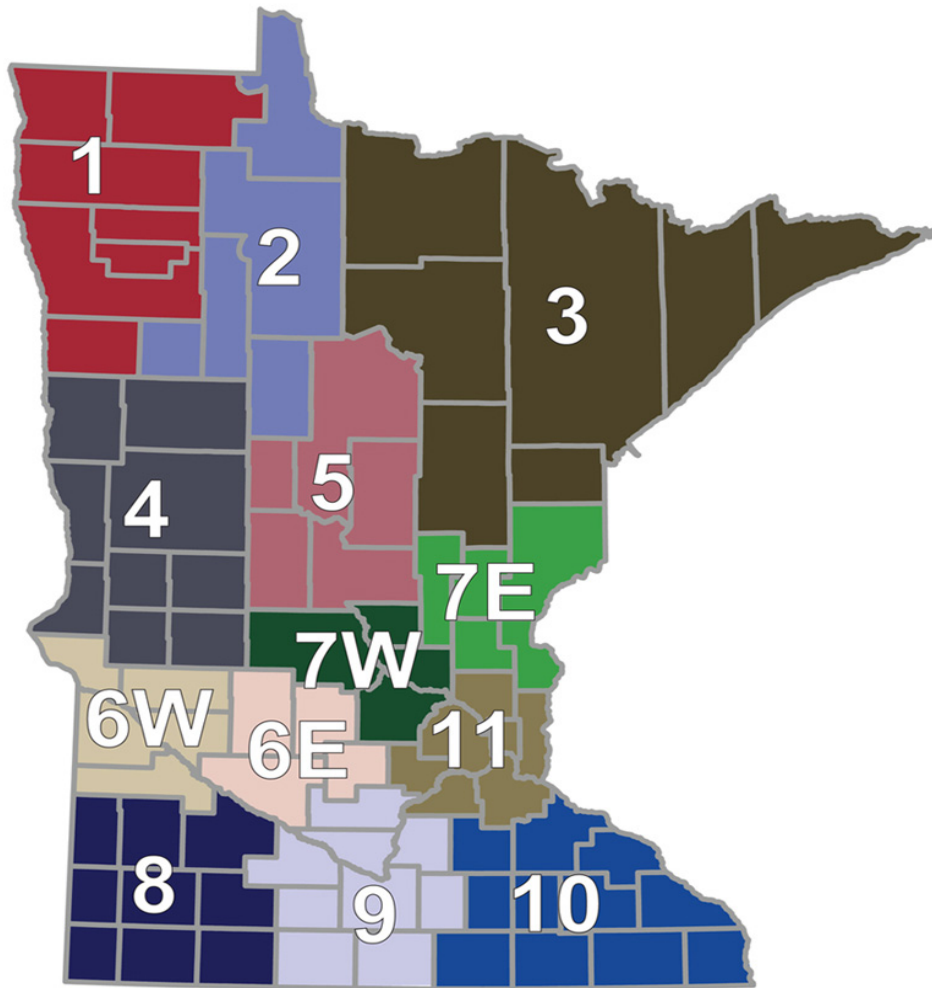


Local Market Updates for August 2013

A Research Tool Provided by the Minnesota Association of REALTORS®



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 August 2013

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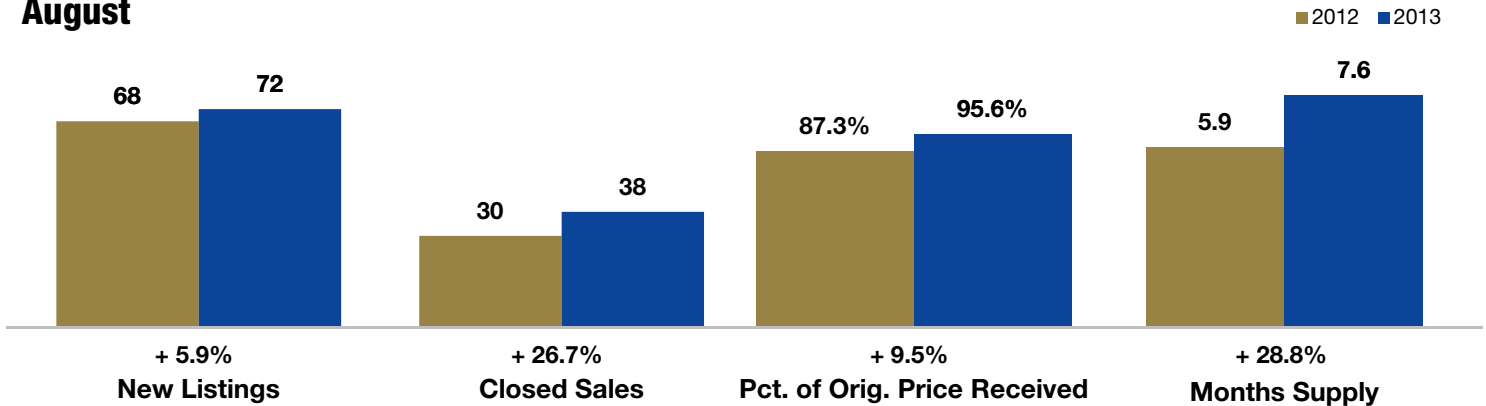


1 – Northwest Region

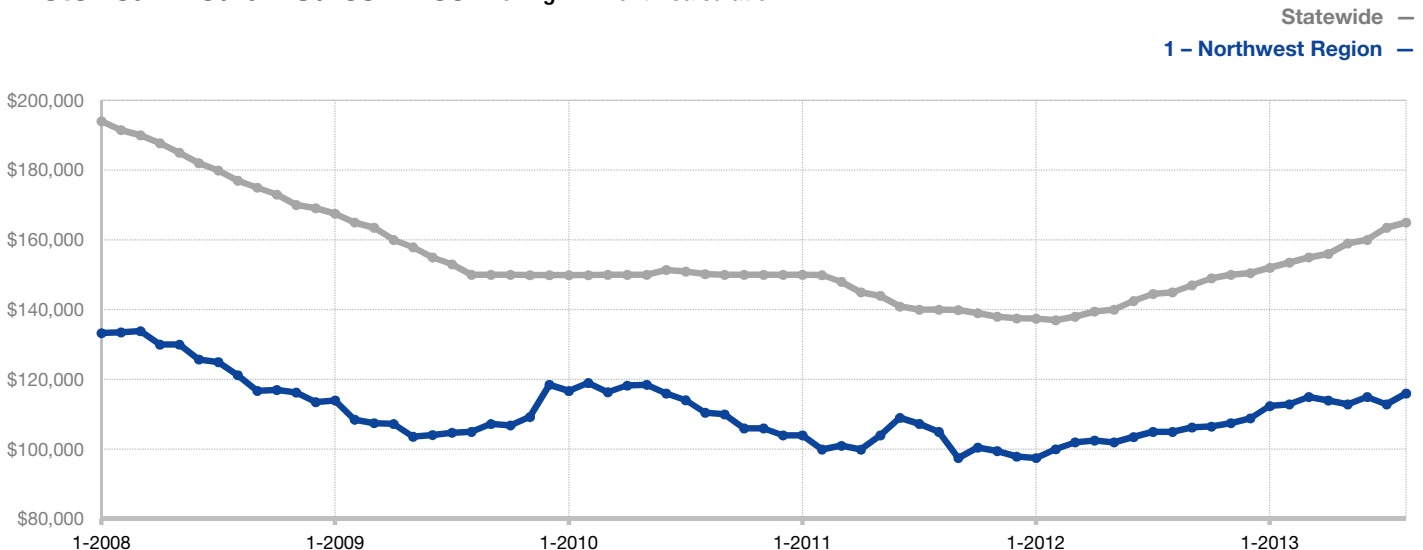
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	68	72	+ 5.9%	372	397	+ 6.7%
Closed Sales	30	38	+ 26.7%	210	226	+ 7.6%
Median Sales Price*	\$104,500	\$130,000	+ 24.4%	\$114,000	\$125,500	+ 10.1%
Percent of Original List Price Received*	87.3%	95.6%	+ 9.5%	87.6%	91.6%	+ 4.6%
Days on Market Until Sale	179	129	- 27.9%	190	155	- 18.4%
Months Supply of Inventory	5.9	7.6	+ 28.8%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for August 2013

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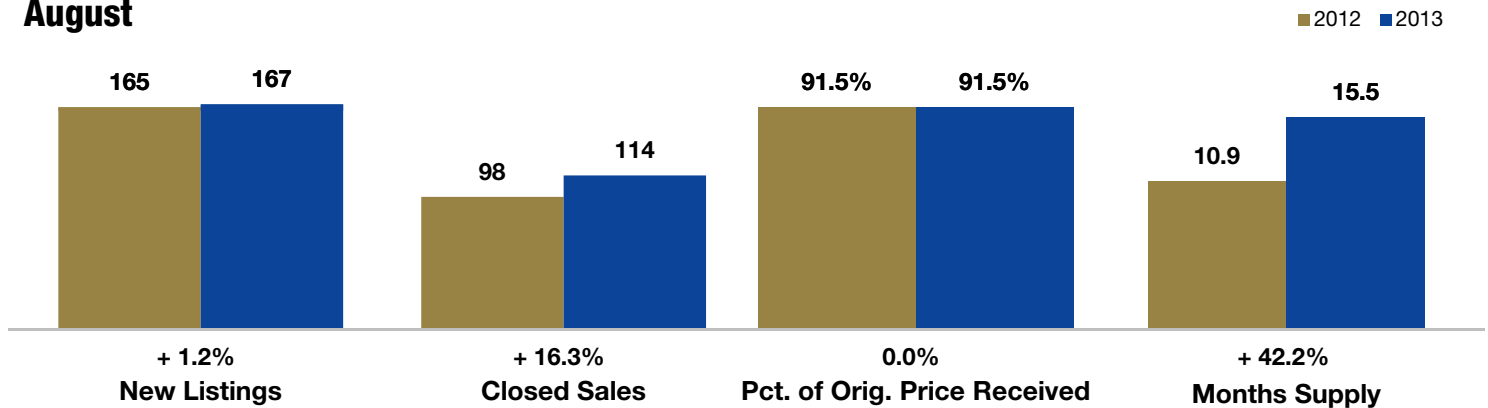


2 – Headwaters Region

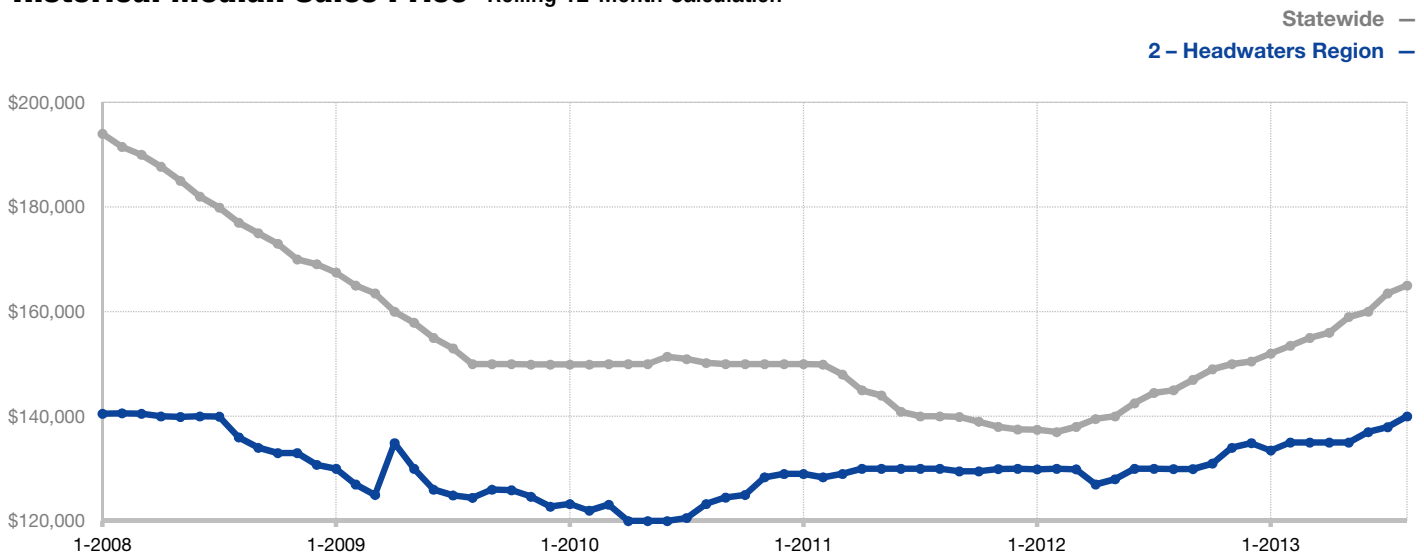
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	165	167	+ 1.2%	1,446	1,408	- 2.6%
Closed Sales	98	114	+ 16.3%	576	588	+ 2.1%
Median Sales Price*	\$140,000	\$159,700	+ 14.1%	\$127,500	\$138,000	+ 8.2%
Percent of Original List Price Received*	91.5%	91.5%	0.0%	89.5%	91.2%	+ 1.9%
Days on Market Until Sale	133	127	- 4.5%	152	136	- 10.5%
Months Supply of Inventory	10.9	15.5	+ 42.2%	--	--	--

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August



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Local Market Update for August 2013

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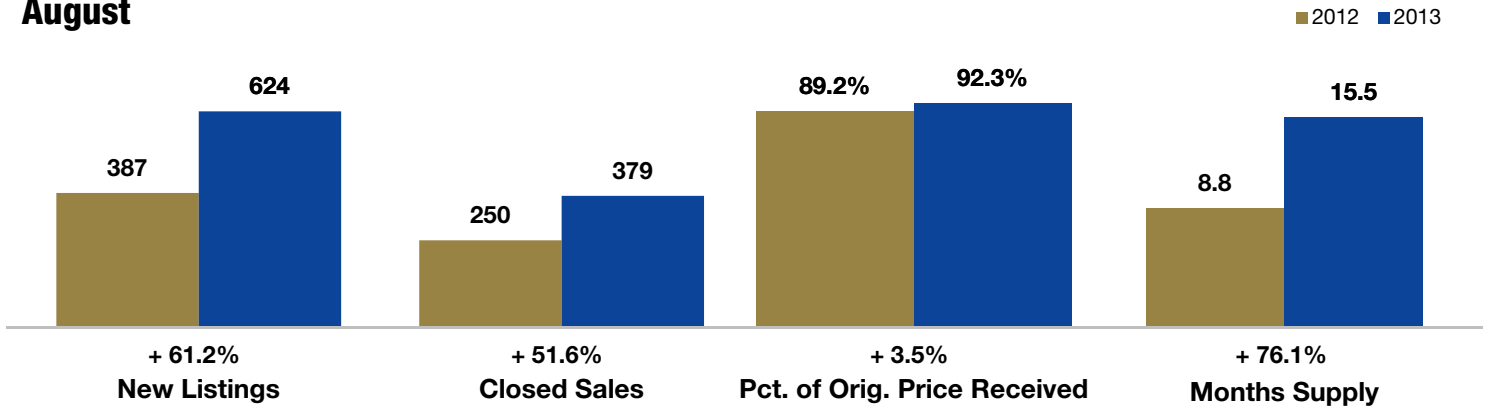


3 – Arrowhead Region

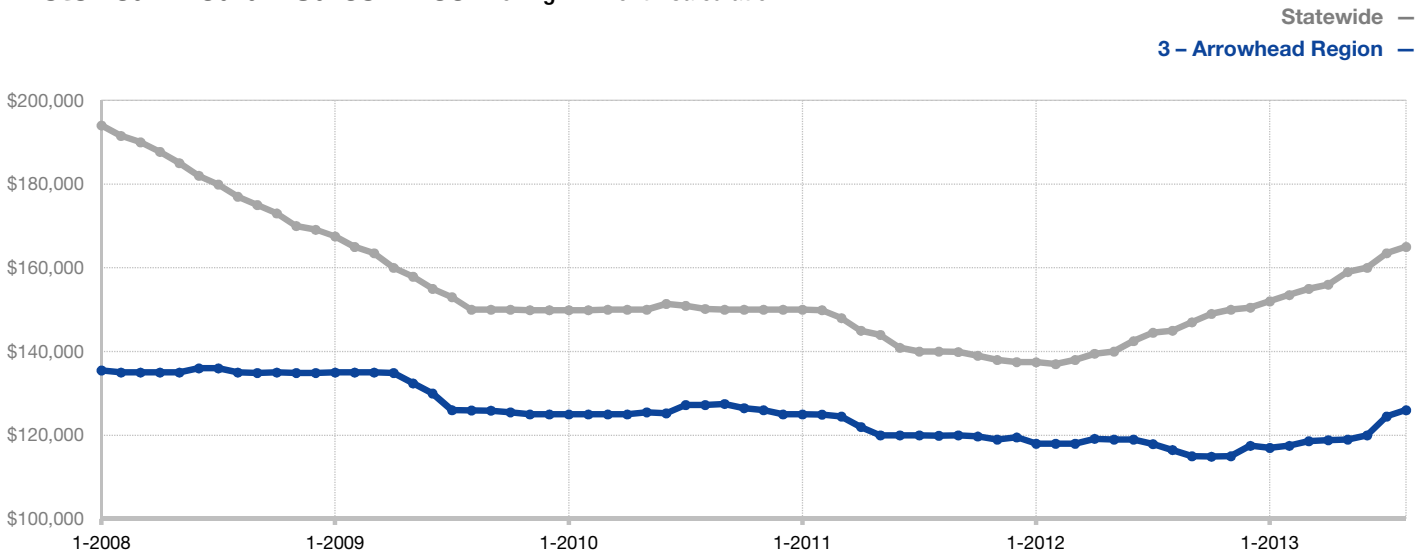
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	387	624	+ 61.2%	3,858	4,607	+ 19.4%
Closed Sales	250	379	+ 51.6%	1,852	1,832	- 1.1%
Median Sales Price*	\$119,000	\$139,950	+ 17.6%	\$115,000	\$129,000	+ 12.2%
Percent of Original List Price Received*	89.2%	92.3%	+ 3.5%	88.3%	90.8%	+ 2.8%
Days on Market Until Sale	152	110	- 27.6%	150	131	- 12.7%
Months Supply of Inventory	8.8	15.5	+ 76.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2013

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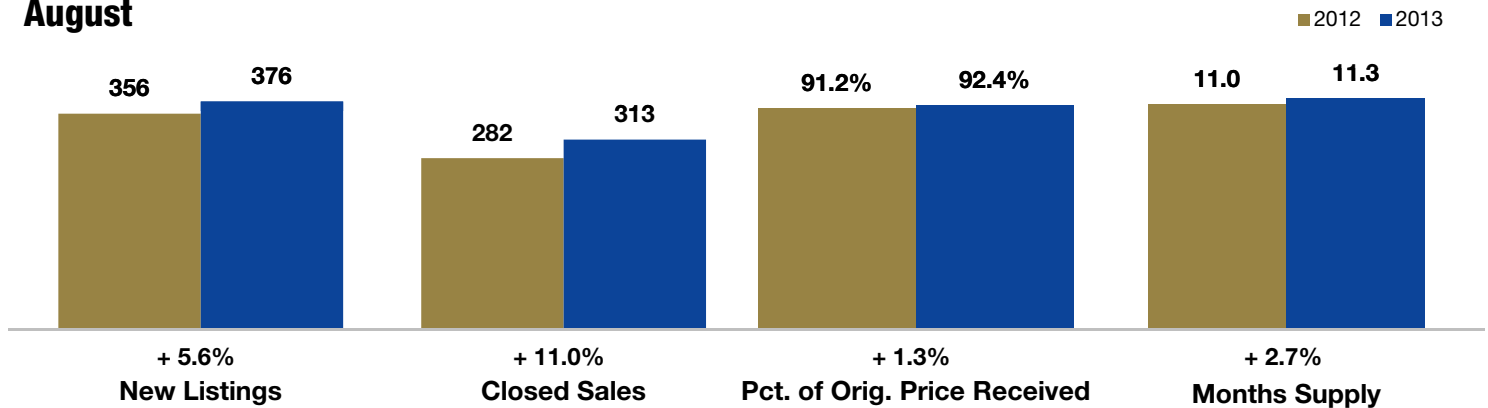


4 – West Central Region

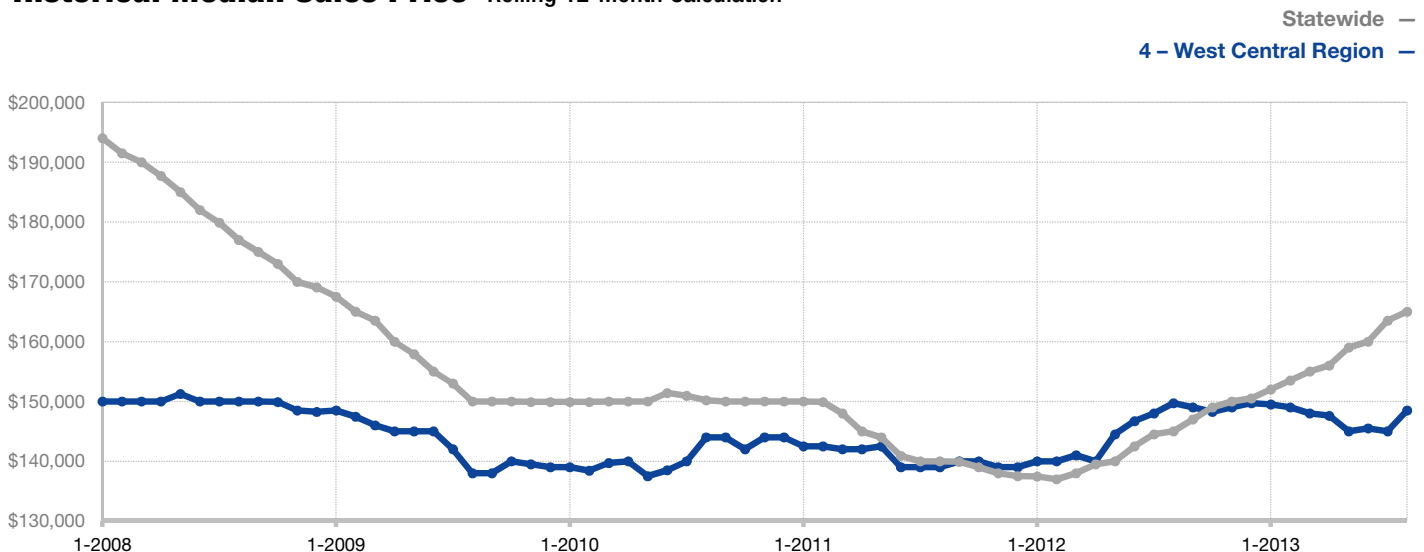
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	356	376	+ 5.6%	3,163	3,116	- 1.5%
Closed Sales	282	313	+ 11.0%	1,468	1,518	+ 3.4%
Median Sales Price*	\$153,488	\$170,000	+ 10.8%	\$150,000	\$150,000	0.0%
Percent of Original List Price Received*	91.2%	92.4%	+ 1.3%	89.7%	91.5%	+ 2.0%
Days on Market Until Sale	144	125	- 13.2%	150	143	- 4.7%
Months Supply of Inventory	11.0	11.3	+ 2.7%	--	--	--

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August



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Local Market Update for August 2013

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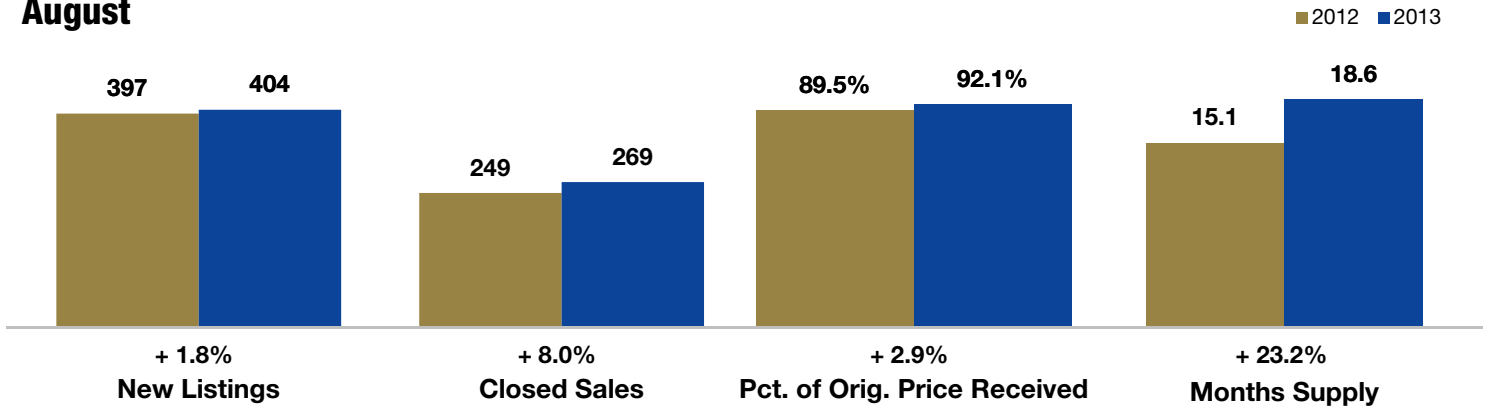


5 – North Central Region

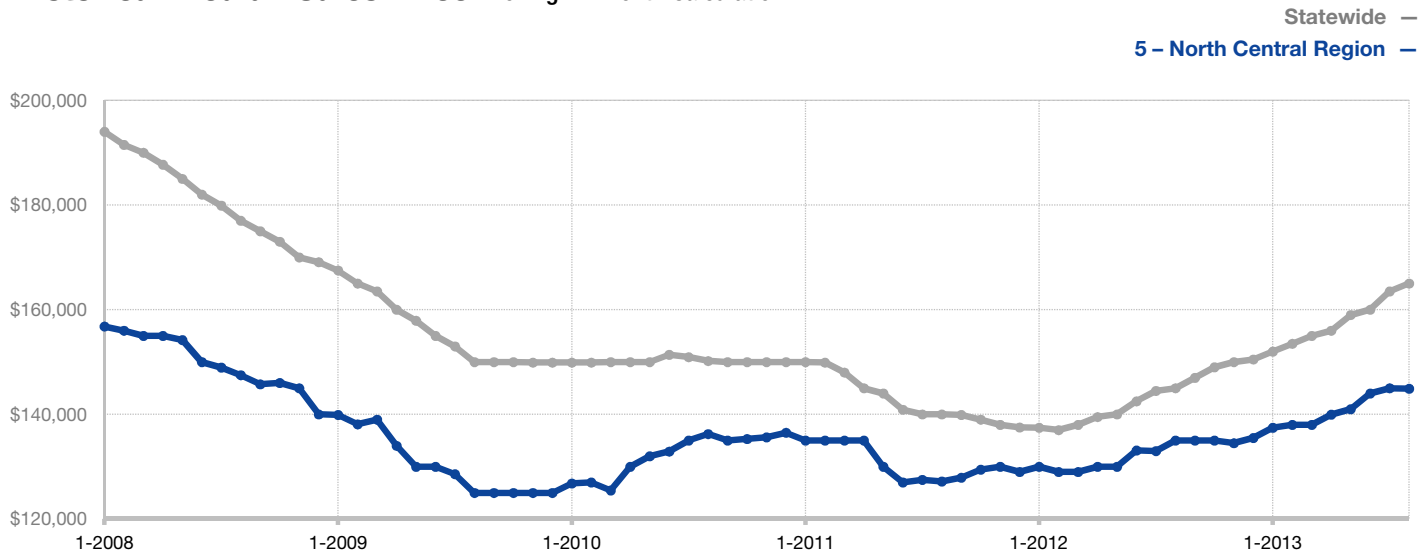
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	397	404	+ 1.8%	4,112	3,641	- 11.5%
Closed Sales	249	269	+ 8.0%	1,846	1,602	- 13.2%
Median Sales Price*	\$164,500	\$150,000	- 8.8%	\$133,500	\$144,950	+ 8.6%
Percent of Original List Price Received*	89.5%	92.1%	+ 2.9%	88.7%	90.8%	+ 2.4%
Days on Market Until Sale	123	120	- 2.4%	138	126	- 8.7%
Months Supply of Inventory	15.1	18.6	+ 23.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2013

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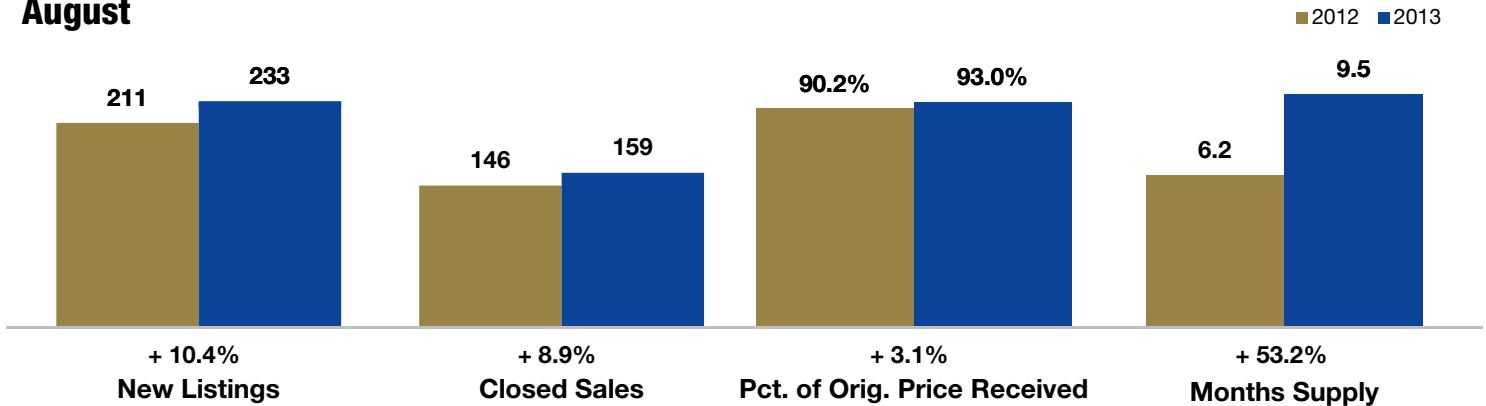


6E – Southwest Central Region

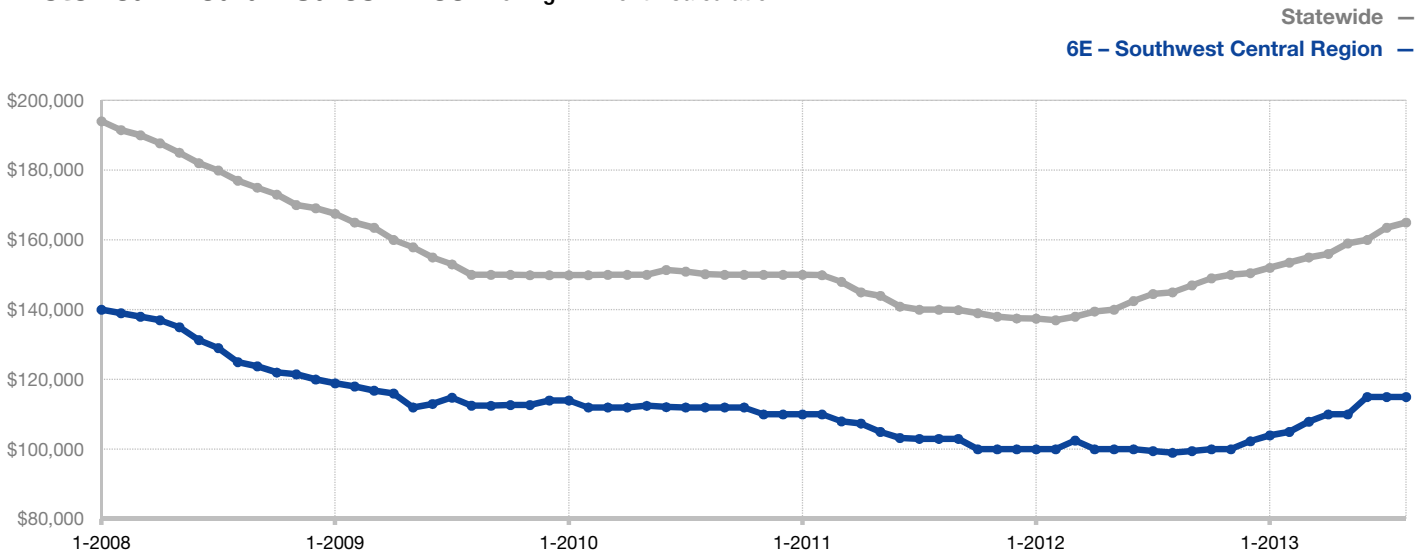
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	211	233	+ 10.4%	1,695	1,812	+ 6.9%
Closed Sales	146	159	+ 8.9%	928	961	+ 3.6%
Median Sales Price*	\$116,900	\$120,000	+ 2.7%	\$98,000	\$120,000	+ 22.4%
Percent of Original List Price Received*	90.2%	93.0%	+ 3.1%	89.4%	91.7%	+ 2.6%
Days on Market Until Sale	117	110	- 6.0%	127	118	- 7.1%
Months Supply of Inventory	6.2	9.5	+ 53.2%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2013

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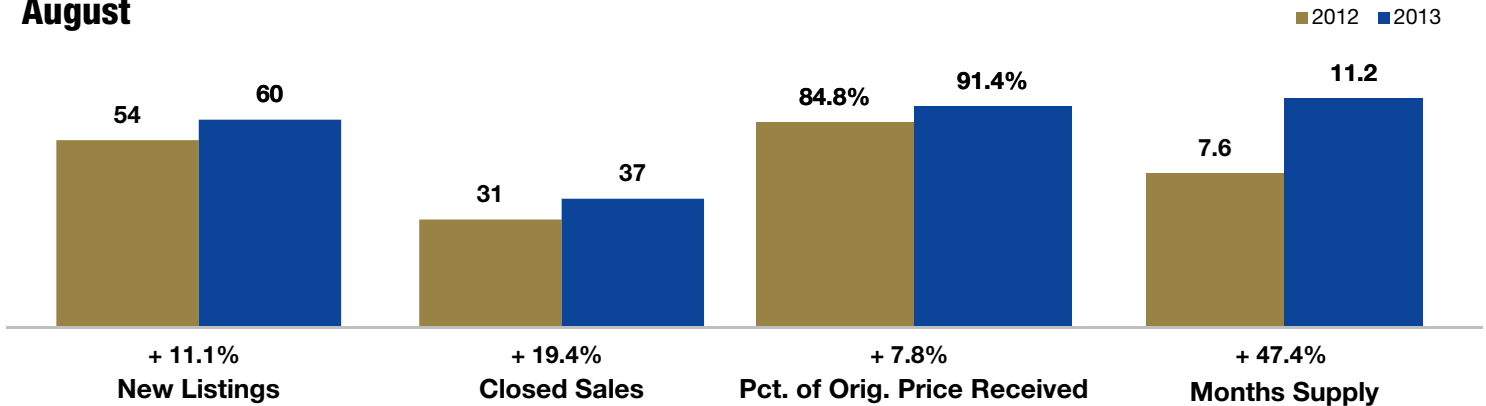


6W – Upper Minnesota Valley Region

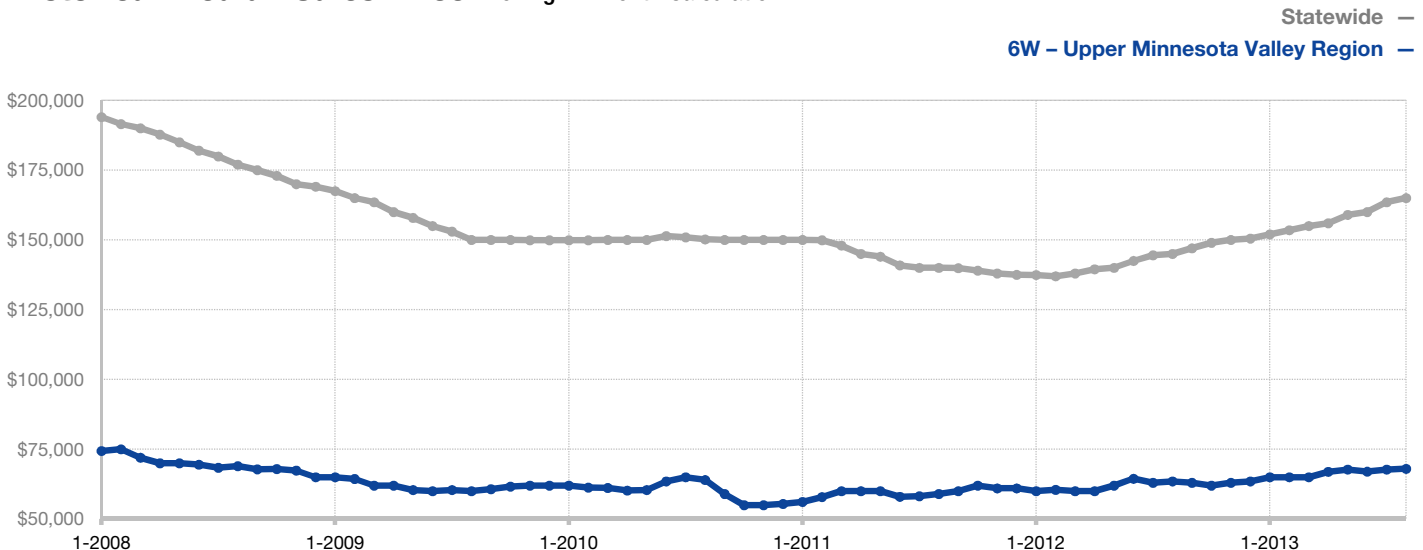
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	54	60	+ 11.1%	384	427	+ 11.2%
Closed Sales	31	37	+ 19.4%	203	239	+ 17.7%
Median Sales Price*	\$71,000	\$78,000	+ 9.9%	\$63,000	\$69,450	+ 10.2%
Percent of Original List Price Received*	84.8%	91.4%	+ 7.8%	85.3%	86.6%	+ 1.5%
Days on Market Until Sale	252	141	- 44.0%	208	202	- 2.9%
Months Supply of Inventory	7.6	11.2	+ 47.4%	--	--	--

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August



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Local Market Update for August 2013

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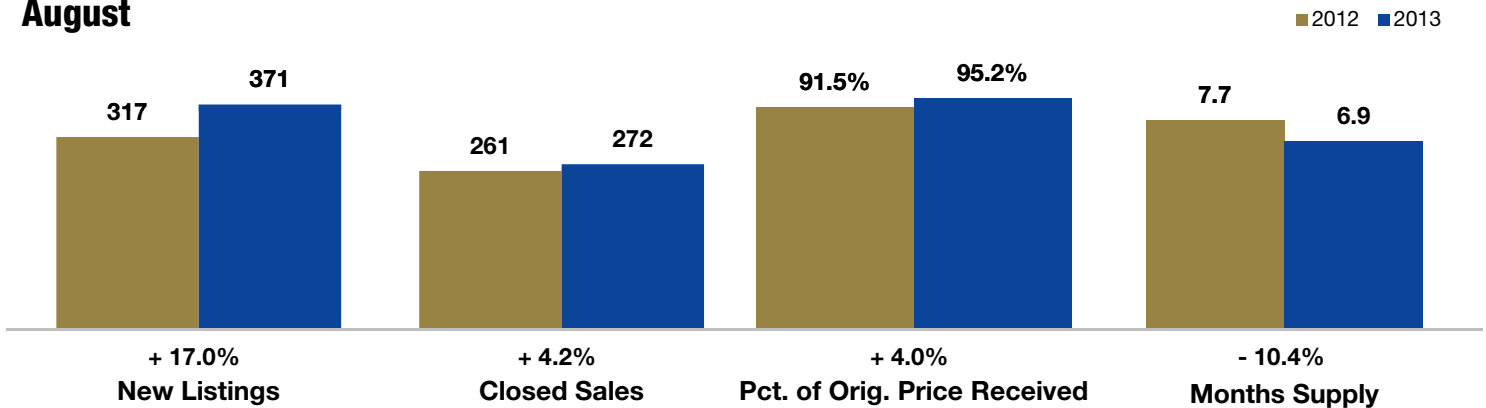


7E – East Central Region

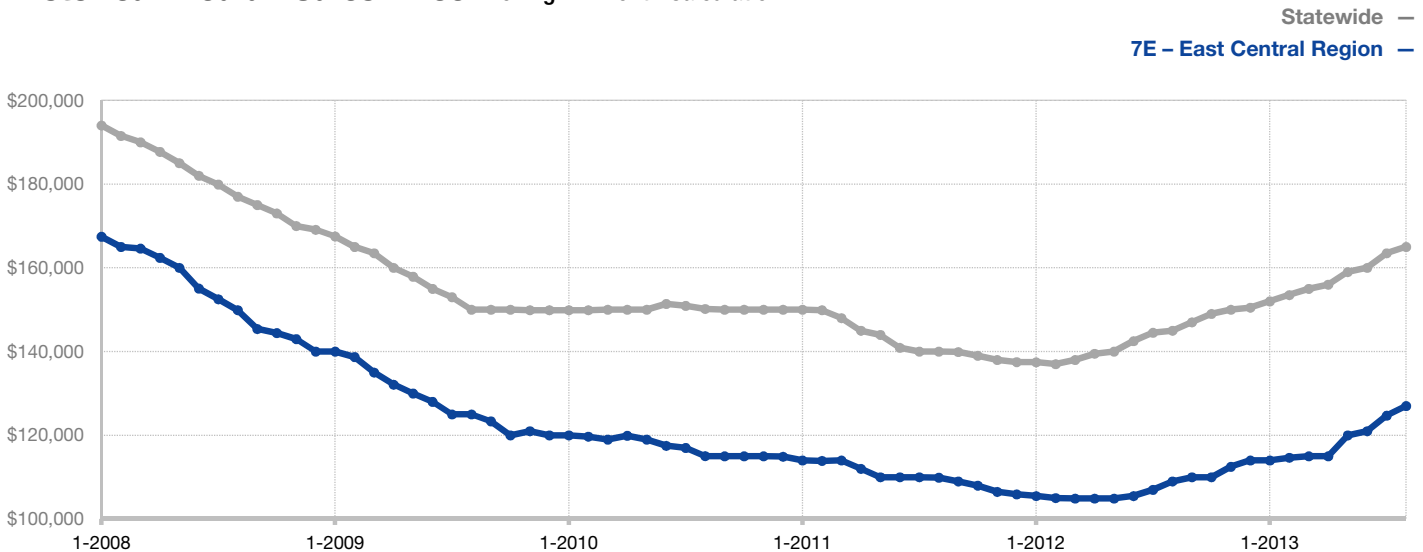
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	317	371	+ 17.0%	2,896	3,033	+ 4.7%
Closed Sales	261	272	+ 4.2%	1,572	1,680	+ 6.9%
Median Sales Price*	\$116,000	\$141,750	+ 22.2%	\$109,700	\$130,000	+ 18.5%
Percent of Original List Price Received*	91.5%	95.2%	+ 4.0%	90.9%	93.4%	+ 2.8%
Days on Market Until Sale	102	67	- 34.3%	92	75	- 18.5%
Months Supply of Inventory	7.7	6.9	- 10.4%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2013

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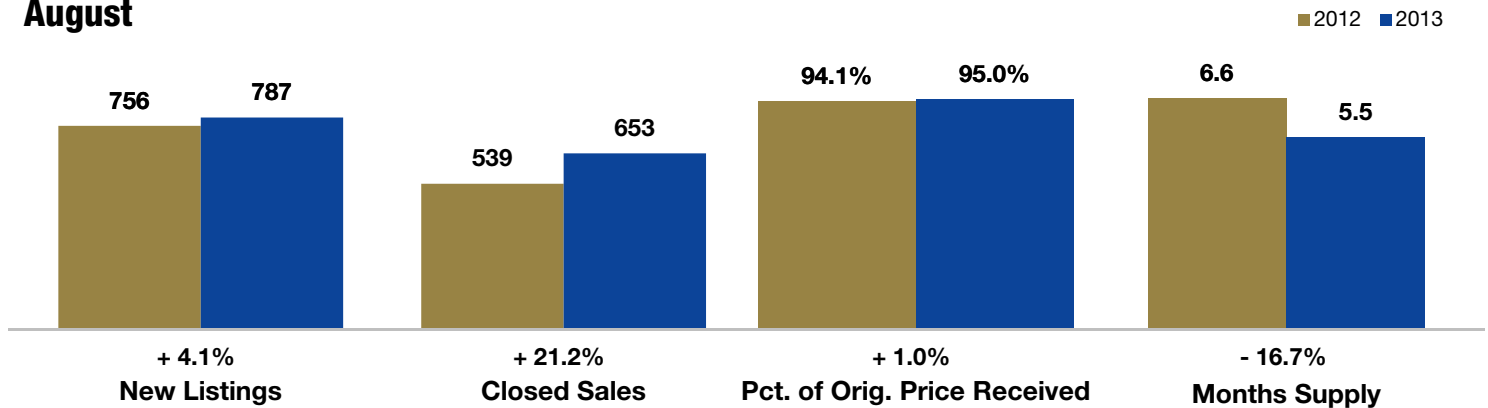


7W – Central Region

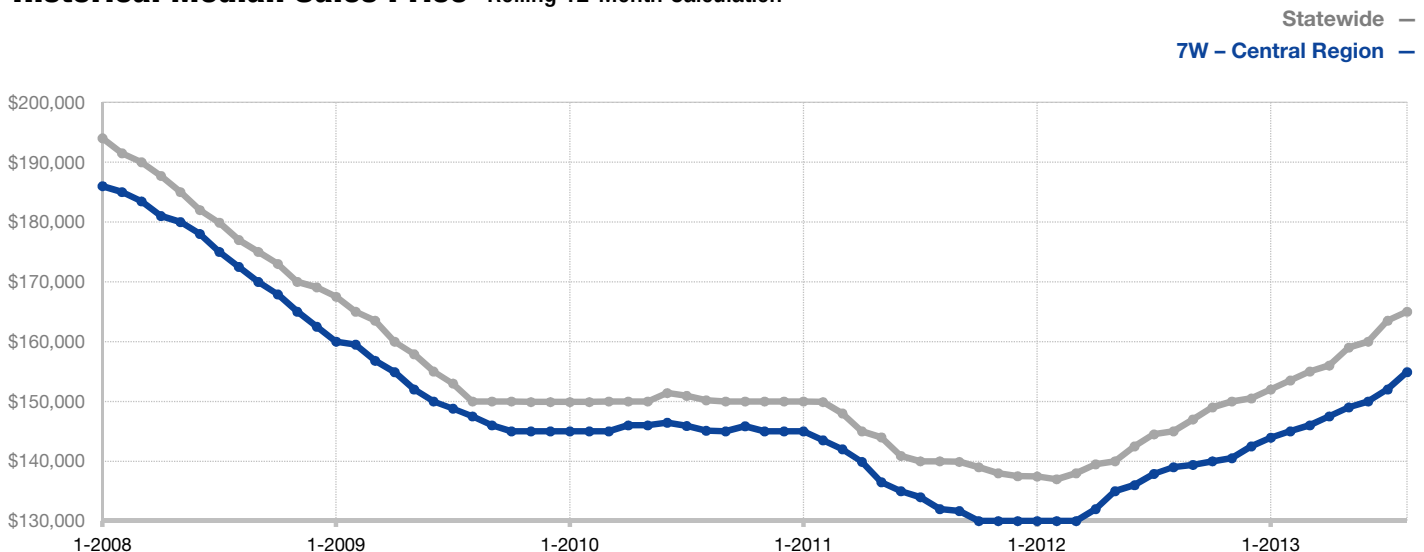
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	756	787	+ 4.1%	5,886	6,587	+ 11.9%
Closed Sales	539	653	+ 21.2%	3,481	3,971	+ 14.1%
Median Sales Price*	\$148,370	\$168,100	+ 13.3%	\$140,000	\$158,113	+ 12.9%
Percent of Original List Price Received*	94.1%	95.0%	+ 1.0%	93.1%	94.6%	+ 1.6%
Days on Market Until Sale	84	67	- 20.2%	87	76	- 12.6%
Months Supply of Inventory	6.6	5.5	- 16.7%	--	--	--

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August



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Local Market Update for August 2013

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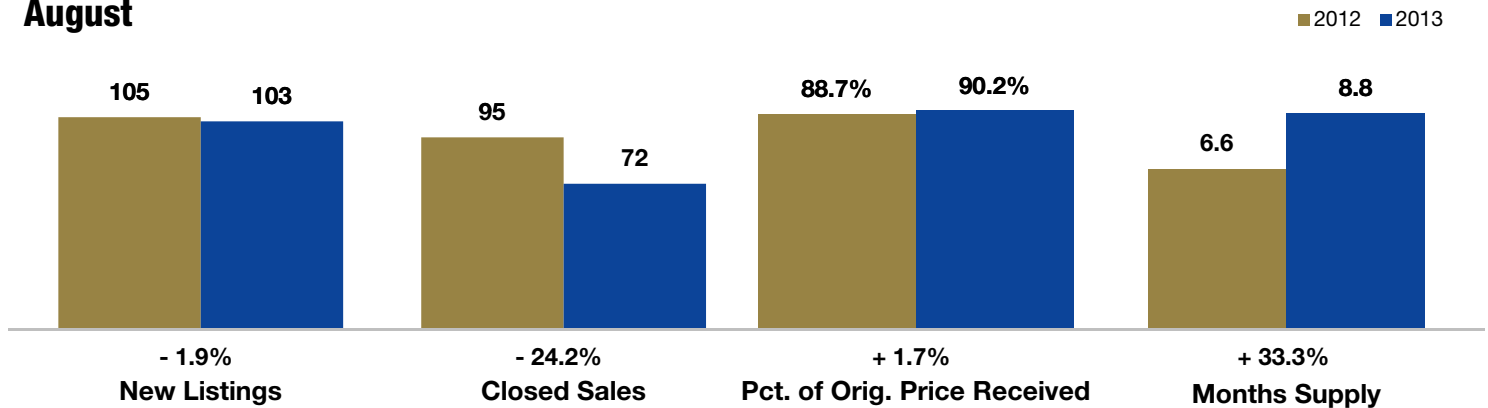


8 – Southwest Region

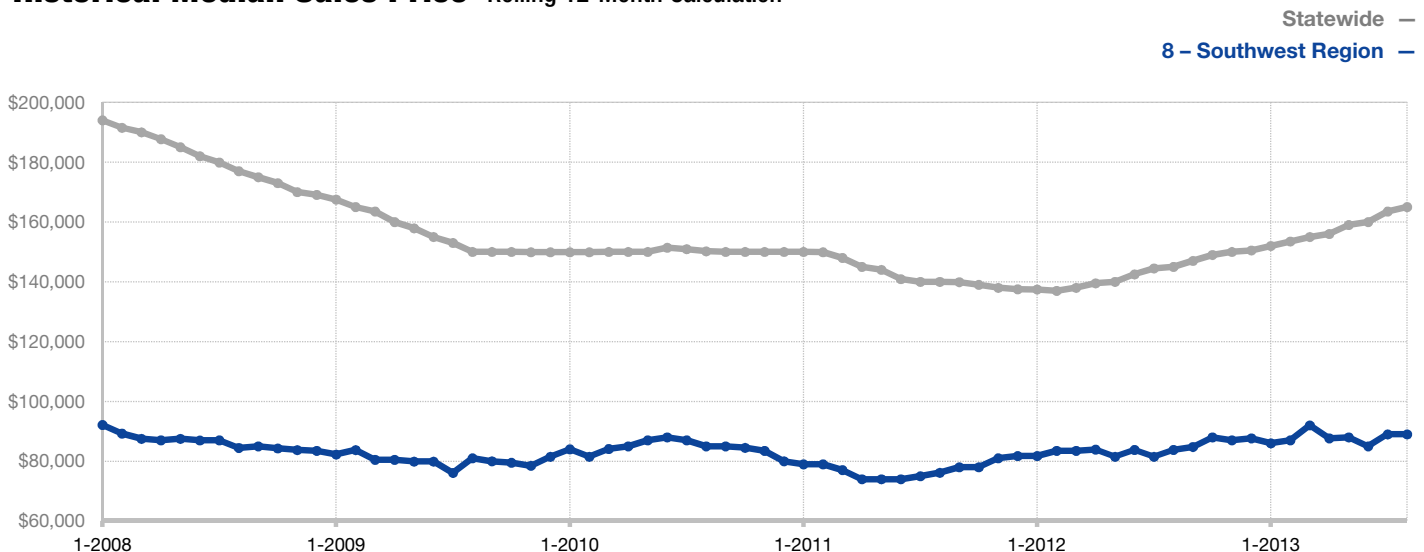
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	105	103	- 1.9%	760	776	+ 2.1%
Closed Sales	95	72	- 24.2%	502	488	- 2.8%
Median Sales Price*	\$95,950	\$96,000	+ 0.1%	\$84,000	\$85,500	+ 1.8%
Percent of Original List Price Received*	88.7%	90.2%	+ 1.7%	86.2%	88.3%	+ 2.4%
Days on Market Until Sale	217	152	- 30.0%	206	166	- 19.4%
Months Supply of Inventory	6.6	8.8	+ 33.3%	--	--	--

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August



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Local Market Update for August 2013

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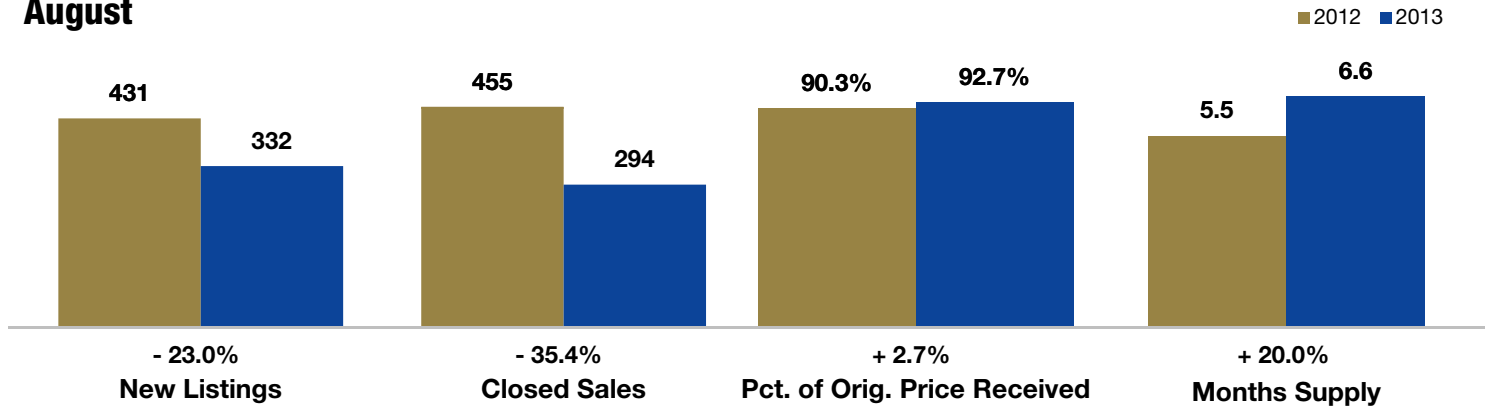


9 – South Central Region

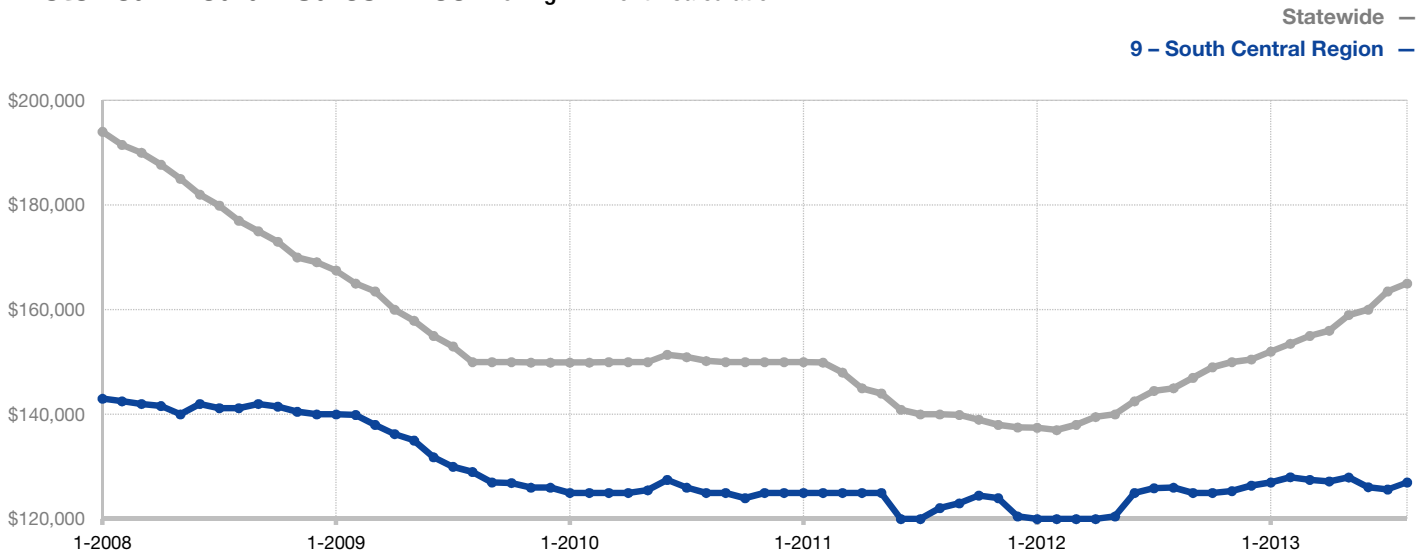
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	431	332	- 23.0%	4,195	2,883	- 31.3%
Closed Sales	455	294	- 35.4%	2,626	1,864	- 29.0%
Median Sales Price*	\$128,000	\$141,000	+ 10.2%	\$128,000	\$130,000	+ 1.6%
Percent of Original List Price Received*	90.3%	92.7%	+ 2.7%	90.8%	91.9%	+ 1.2%
Days on Market Until Sale	147	123	- 16.3%	152	138	- 9.2%
Months Supply of Inventory	5.5	6.6	+ 20.0%	--	--	--

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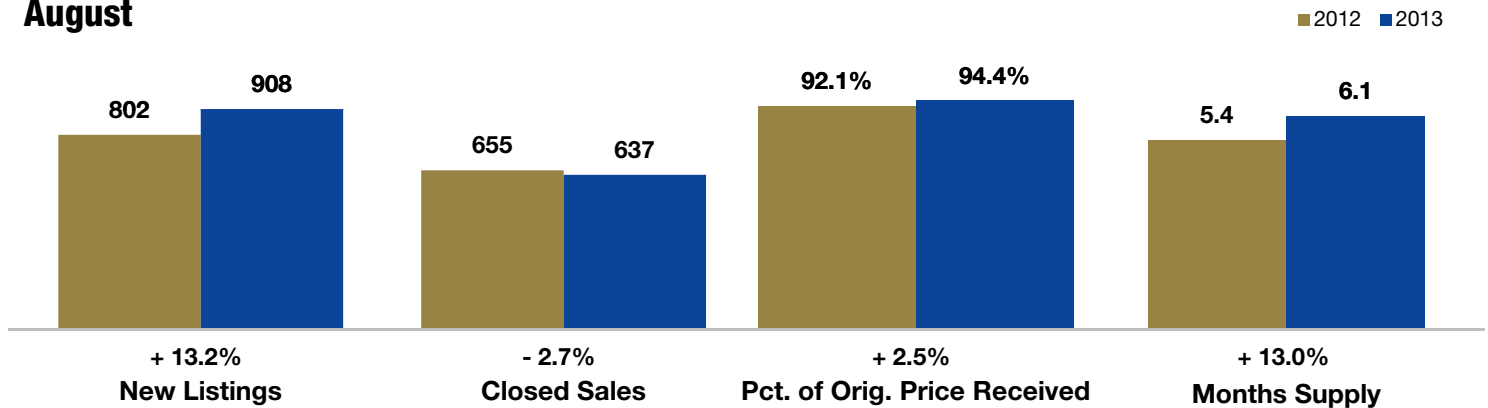


10 – Southeast Region

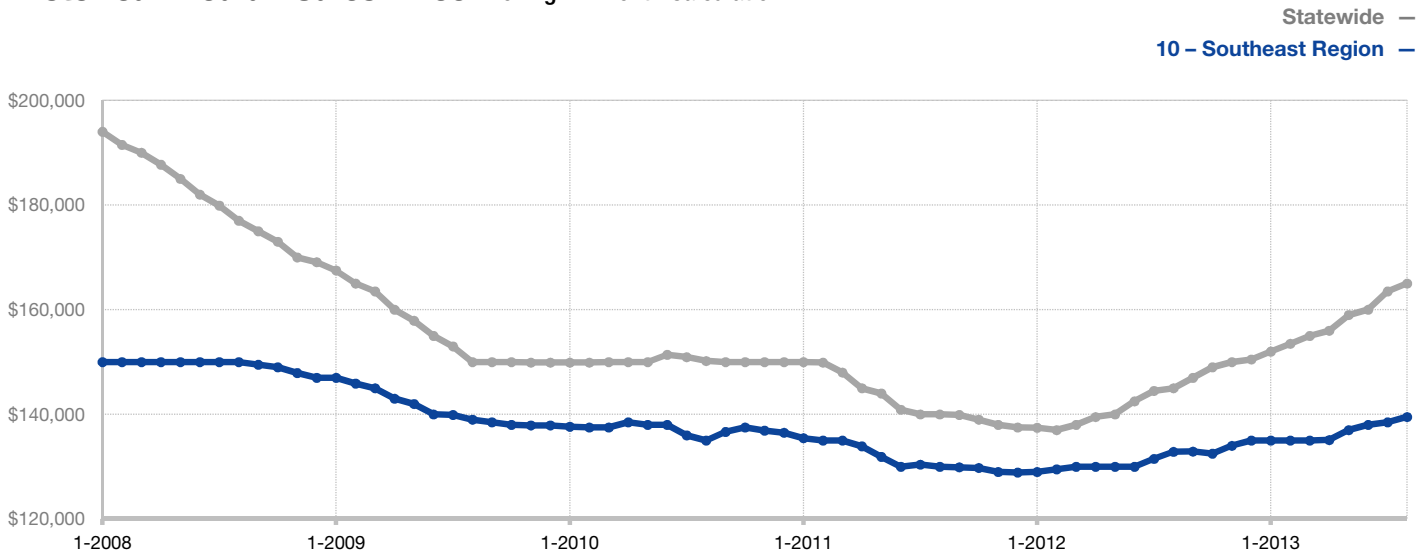
Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	802	908	+ 13.2%	6,707	6,990	+ 4.2%
Closed Sales	655	637	- 2.7%	4,451	4,549	+ 2.2%
Median Sales Price*	\$139,250	\$145,900	+ 4.8%	\$136,950	\$143,000	+ 4.4%
Percent of Original List Price Received*	92.1%	94.4%	+ 2.5%	91.5%	93.4%	+ 2.1%
Days on Market Until Sale	123	102	- 17.1%	141	116	- 17.7%
Months Supply of Inventory	5.4	6.1	+ 13.0%	--	--	--

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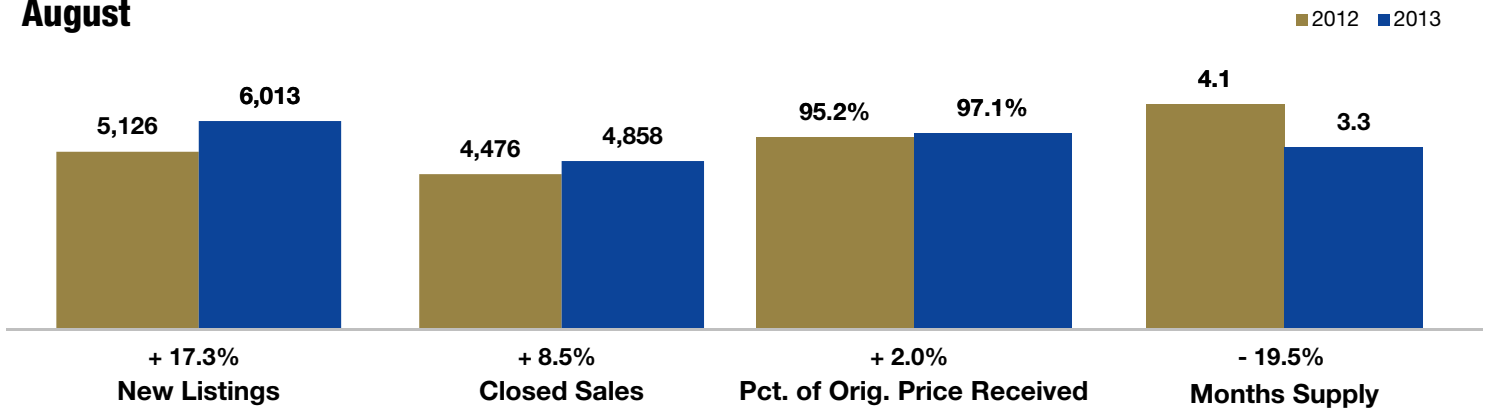


11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2012	2013	Percent Change	Thru 8-2012	Thru 8-2013	Percent Change
New Listings	5,126	6,013	+ 17.3%	41,461	45,451	+ 9.6%
Closed Sales	4,476	4,858	+ 8.5%	28,737	31,531	+ 9.7%
Median Sales Price*	\$182,000	\$215,000	+ 18.1%	\$170,000	\$198,000	+ 16.5%
Percent of Original List Price Received*	95.2%	97.1%	+ 2.0%	93.9%	96.5%	+ 2.8%
Days on Market Until Sale	62	46	- 25.8%	72	54	- 25.0%
Months Supply of Inventory	4.1	3.3	- 19.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

