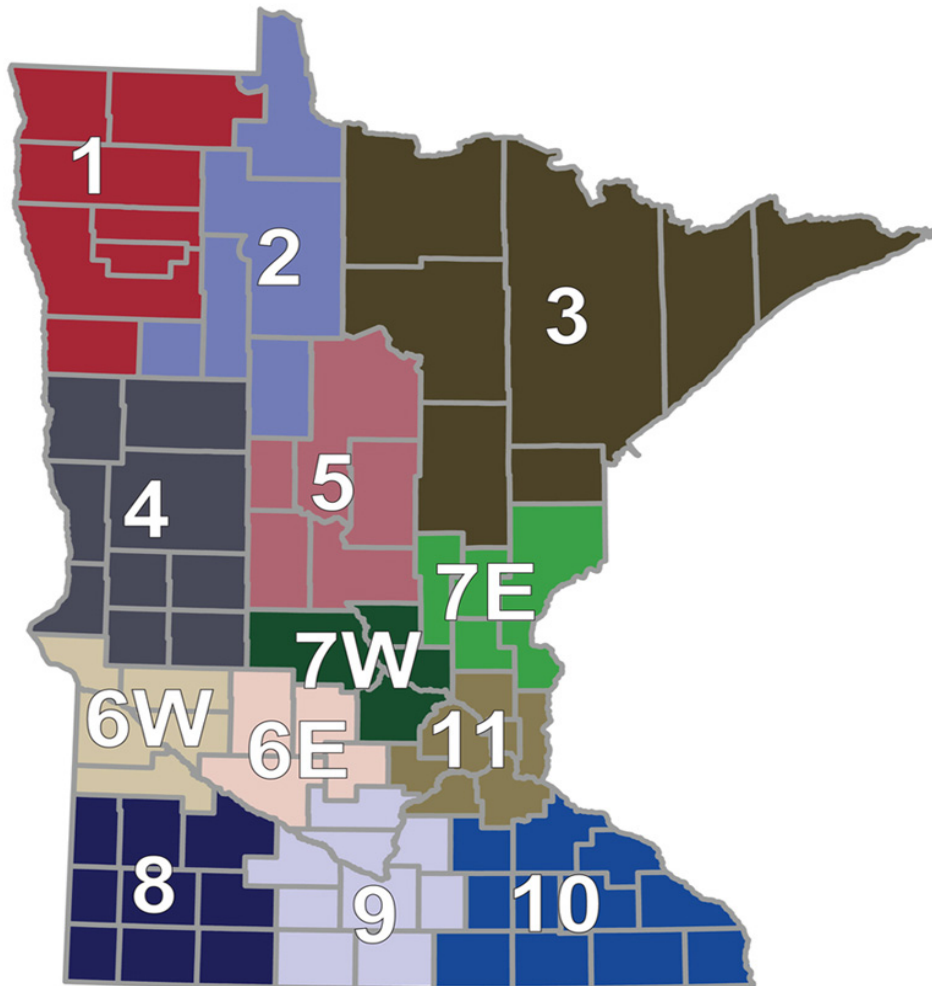


Local Market Updates for October 2013

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 October 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

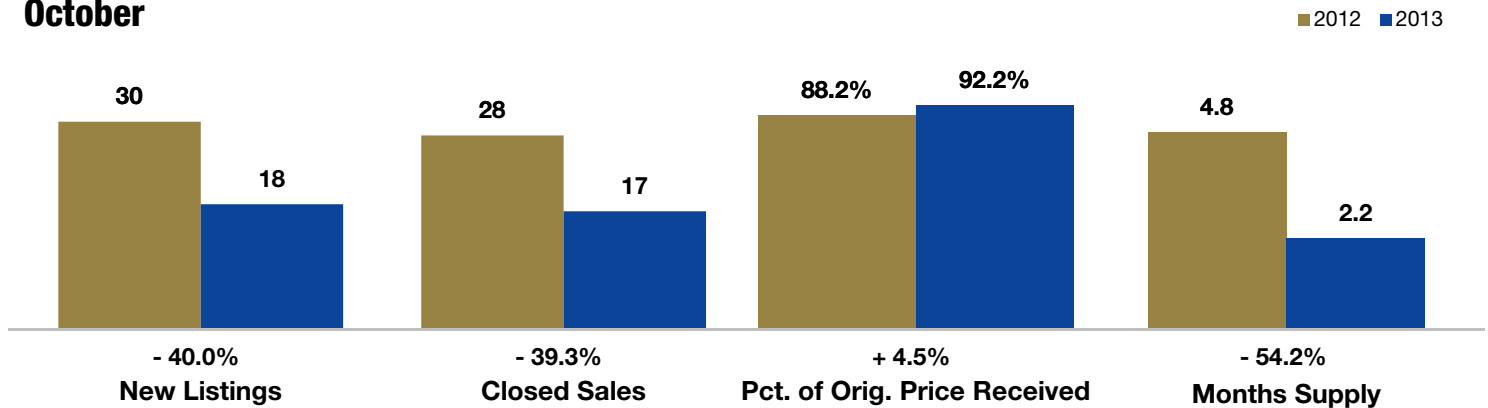


1 – Northwest Region

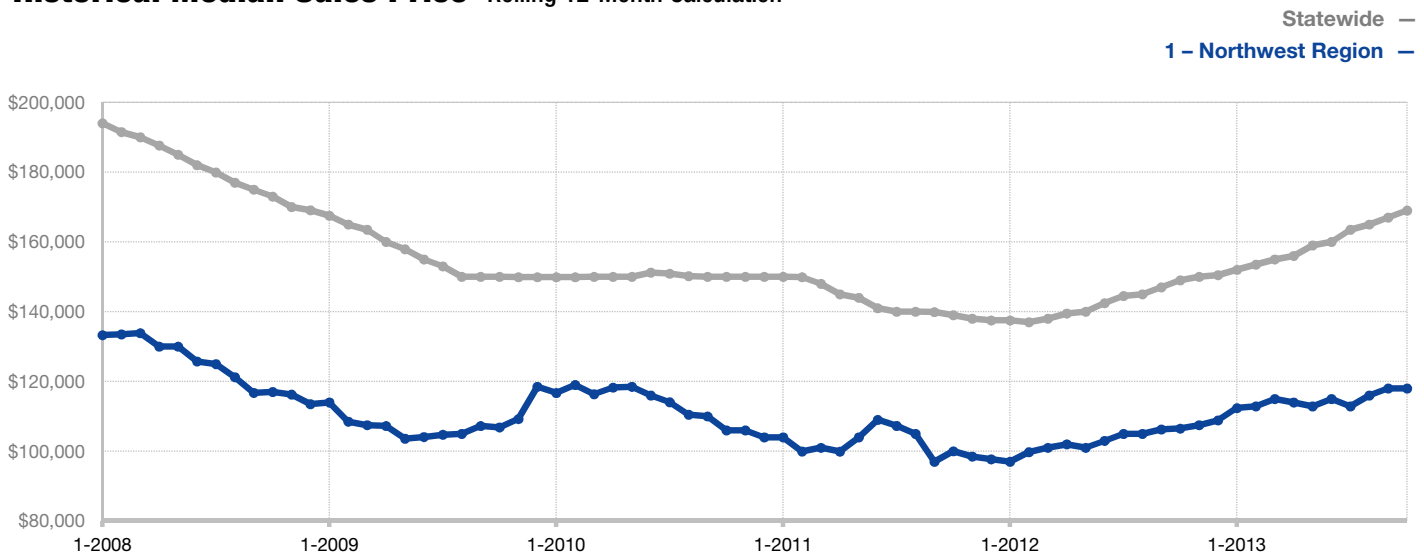
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	30	18	- 40.0%	427	319	- 25.3%
Closed Sales	28	17	- 39.3%	277	265	- 4.3%
Median Sales Price*	\$107,625	\$132,900	+ 23.5%	\$109,250	\$125,000	+ 14.4%
Percent of Original List Price Received*	88.2%	92.2%	+ 4.5%	87.9%	91.7%	+ 4.3%
Days on Market Until Sale	119	141	+ 18.5%	181	153	- 15.5%
Months Supply of Inventory	4.8	2.2	- 54.2%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Current as of November 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 October 2013

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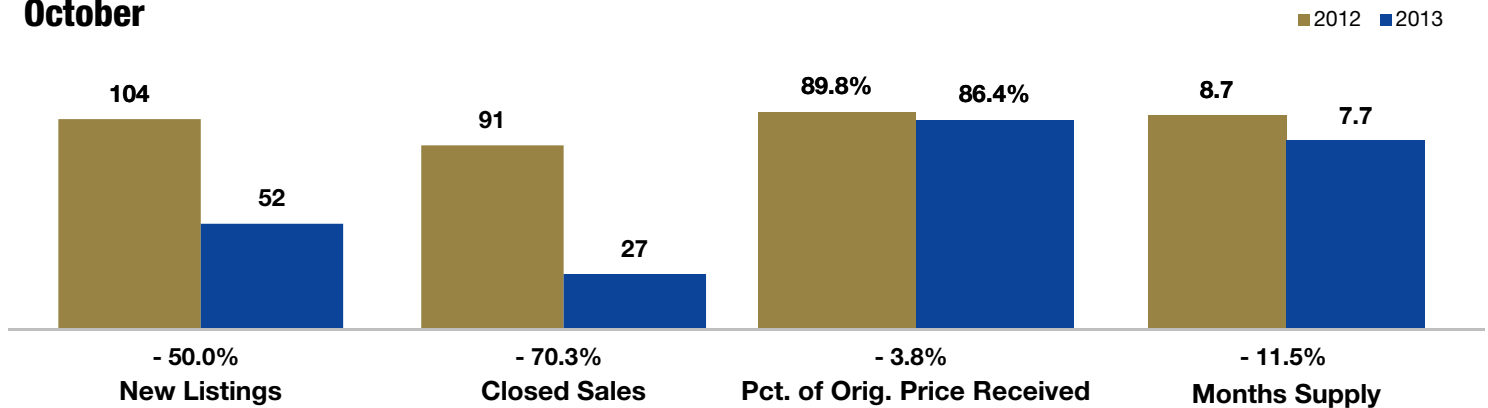


2 – Headwaters Region

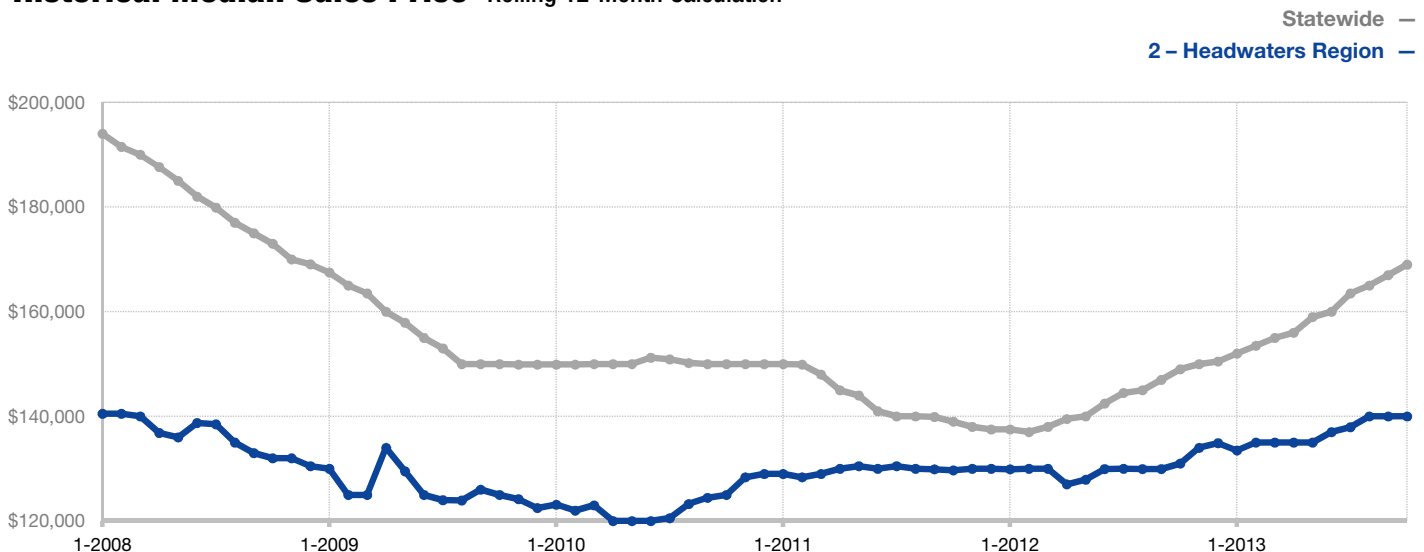
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	104	52	- 50.0%	1,633	1,097	- 32.8%
Closed Sales	91	27	- 70.3%	762	721	- 5.4%
Median Sales Price*	\$152,000	\$154,500	+ 1.6%	\$132,500	\$139,900	+ 5.6%
Percent of Original List Price Received*	89.8%	86.4%	- 3.8%	89.6%	91.1%	+ 1.7%
Days on Market Until Sale	158	154	- 2.5%	151	134	- 11.3%
Months Supply of Inventory	8.7	7.7	- 11.5%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for October 2013

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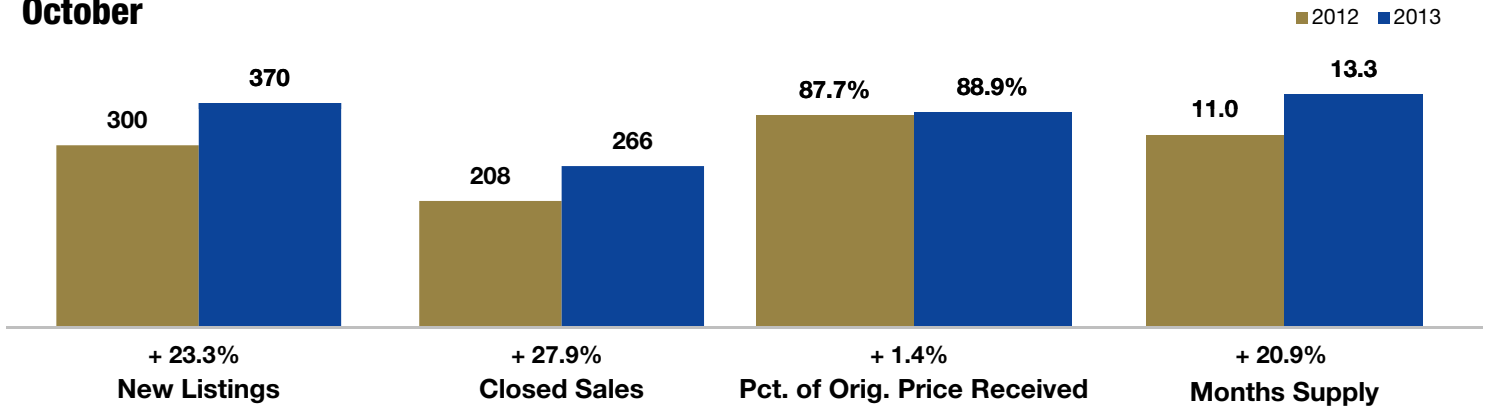


3 – Arrowhead Region

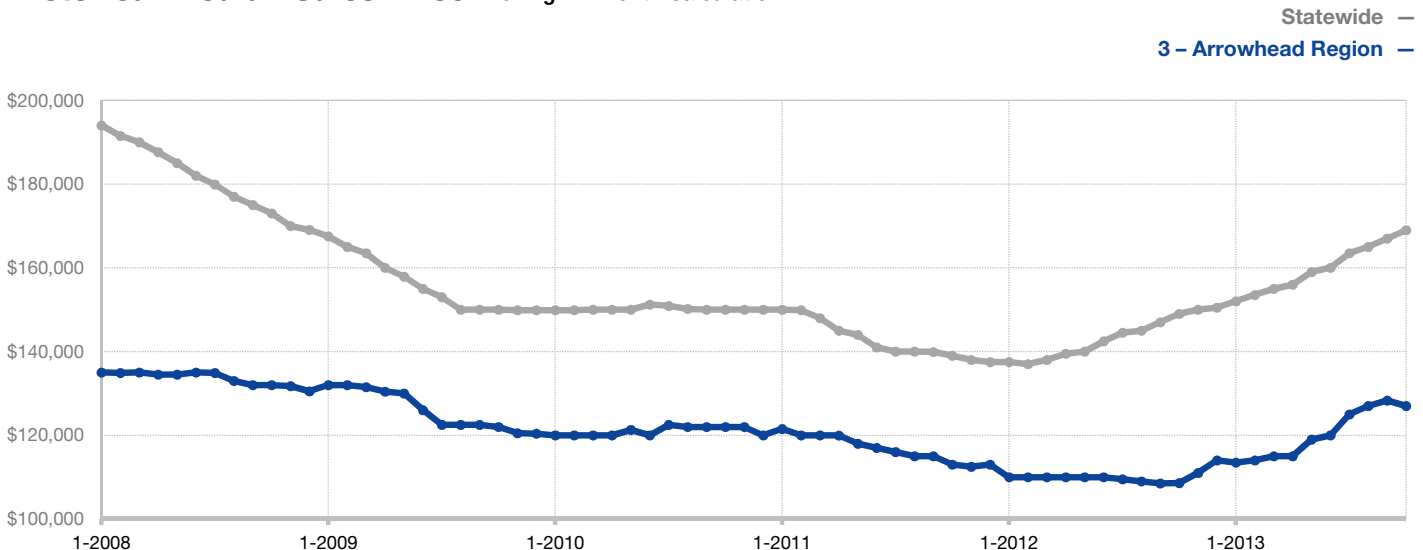
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	300	370	+ 23.3%	4,322	5,563	+ 28.7%
Closed Sales	208	266	+ 27.9%	1,917	2,450	+ 27.8%
Median Sales Price*	\$114,910	\$115,000	+ 0.1%	\$110,000	\$126,214	+ 14.7%
Percent of Original List Price Received*	87.7%	88.9%	+ 1.4%	88.1%	90.6%	+ 2.8%
Days on Market Until Sale	157	120	- 23.6%	159	125	- 21.4%
Months Supply of Inventory	11.0	13.3	+ 20.9%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

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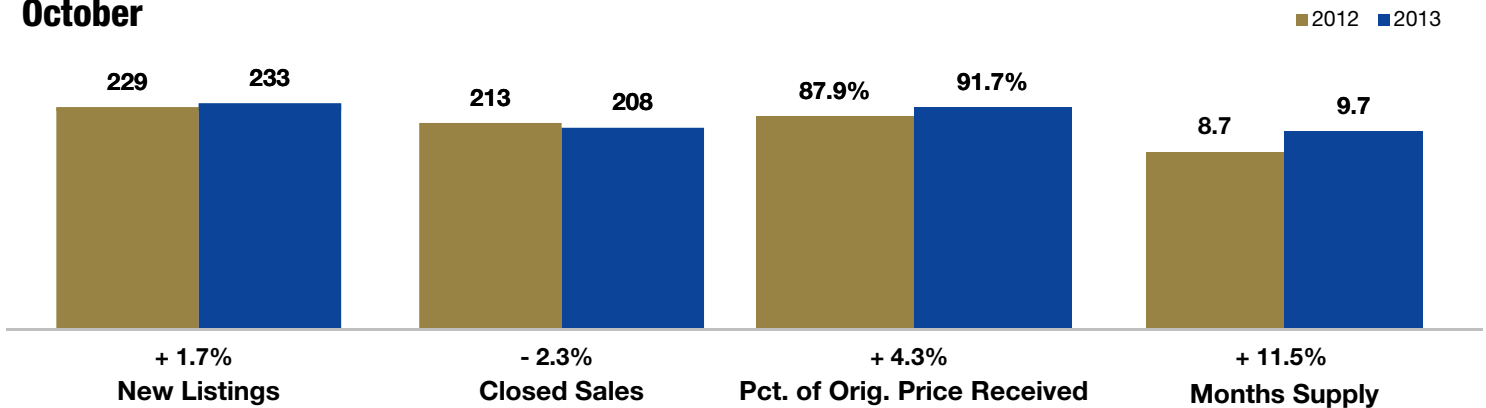


4 – West Central Region

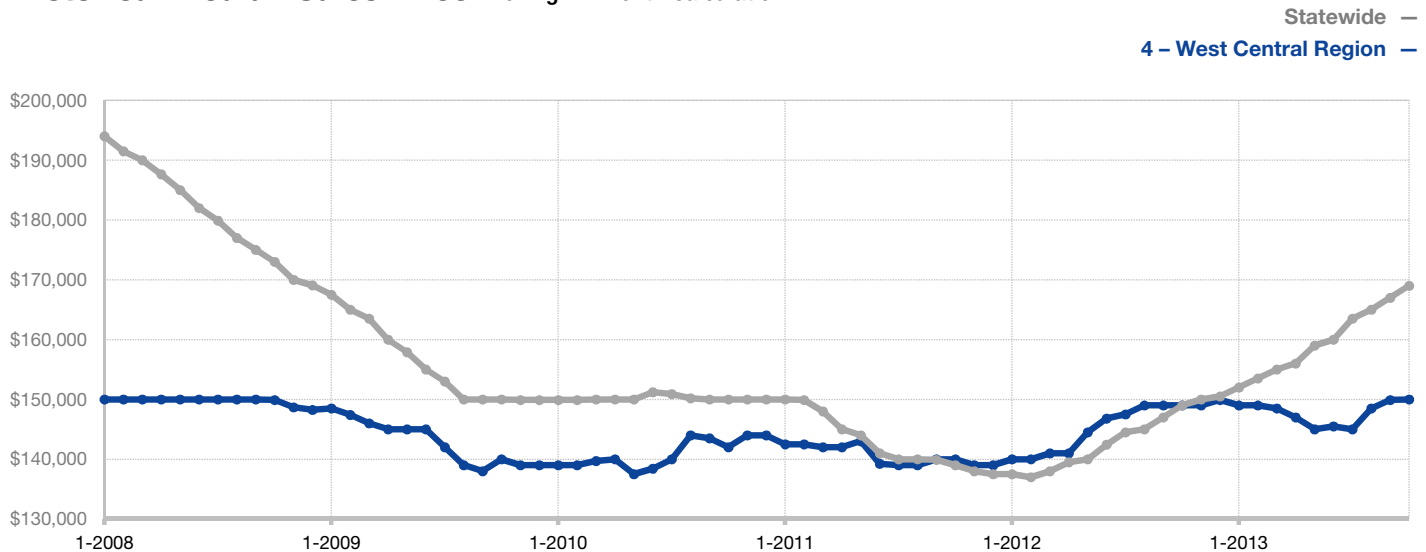
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	229	233	+ 1.7%	3,633	3,557	- 2.1%
Closed Sales	213	208	- 2.3%	1,881	1,986	+ 5.6%
Median Sales Price*	\$148,000	\$175,000	+ 18.2%	\$150,000	\$152,000	+ 1.3%
Percent of Original List Price Received*	87.9%	91.7%	+ 4.3%	89.5%	91.6%	+ 2.3%
Days on Market Until Sale	153	132	- 13.7%	157	145	- 7.6%
Months Supply of Inventory	8.7	9.7	+ 11.5%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

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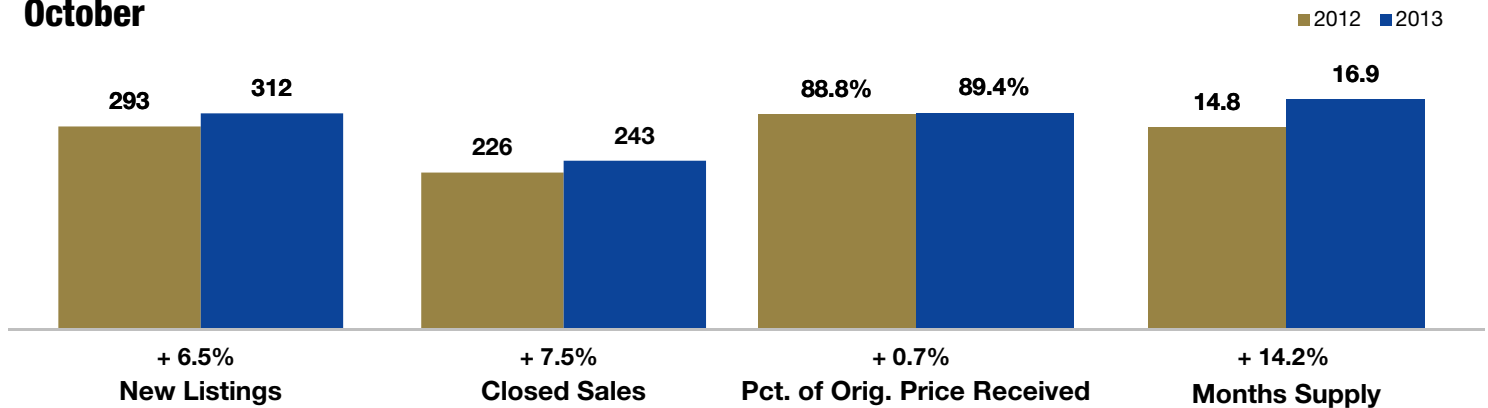


5 – North Central Region

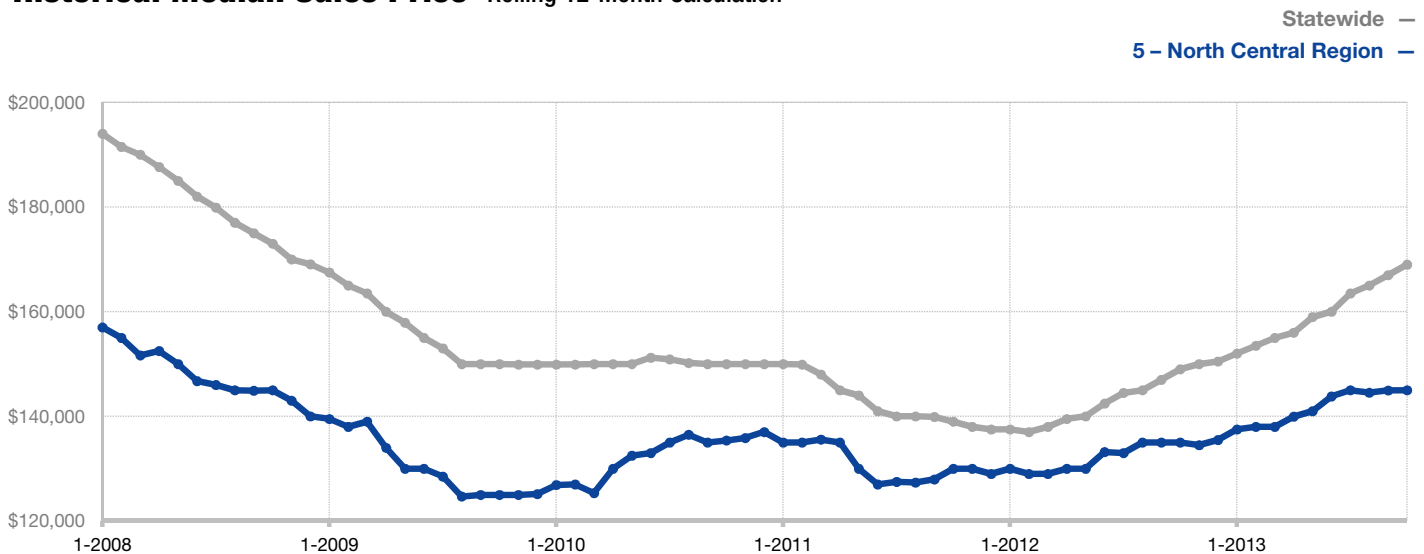
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	293	312	+ 6.5%	4,718	4,238	- 10.2%
Closed Sales	226	243	+ 7.5%	2,309	2,124	- 8.0%
Median Sales Price*	\$148,500	\$155,000	+ 4.4%	\$135,000	\$145,000	+ 7.4%
Percent of Original List Price Received*	88.8%	89.4%	+ 0.7%	88.7%	90.5%	+ 2.0%
Days on Market Until Sale	126	137	+ 8.7%	136	125	- 8.1%
Months Supply of Inventory	14.8	16.9	+ 14.2%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

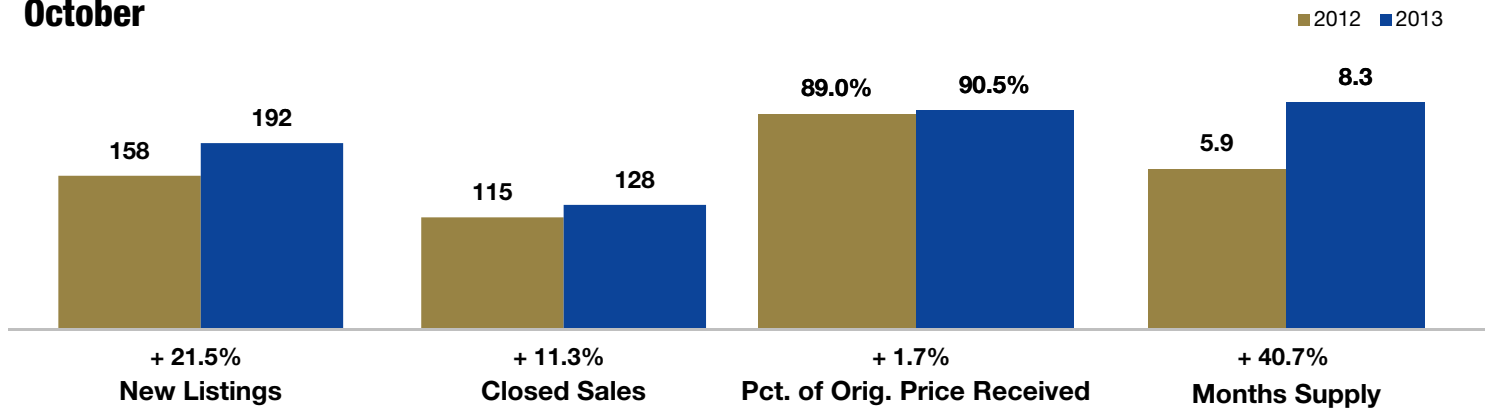


6E – Southwest Central Region

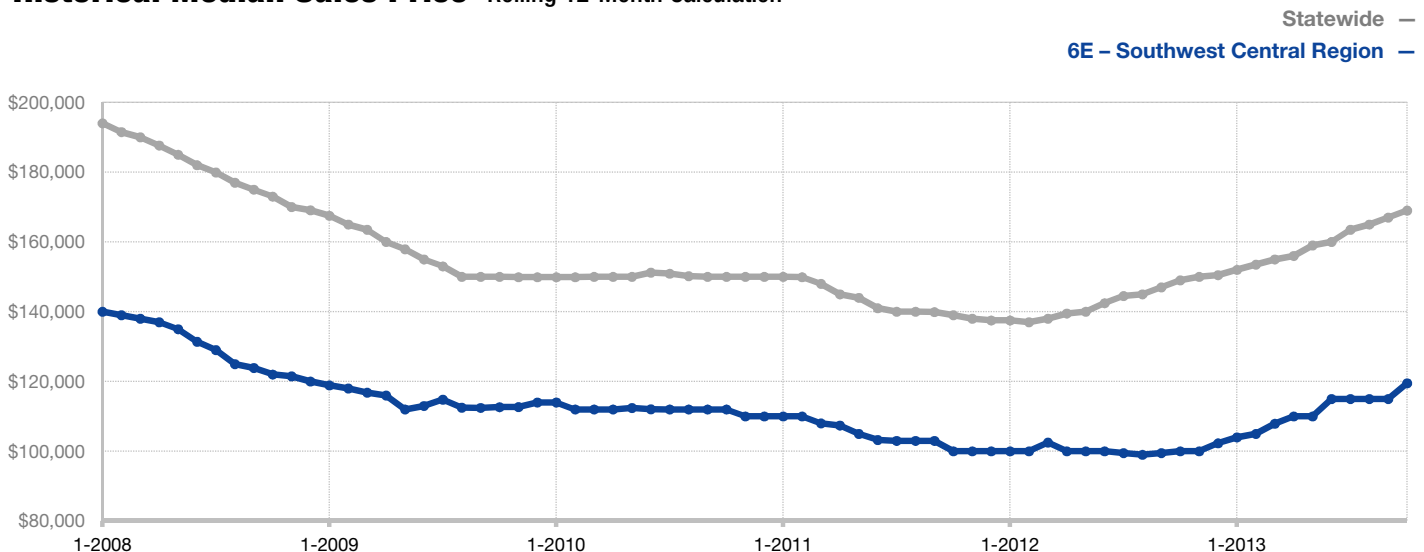
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	158	192	+ 21.5%	2,011	2,178	+ 8.3%
Closed Sales	115	128	+ 11.3%	1,175	1,233	+ 4.9%
Median Sales Price*	\$95,450	\$125,000	+ 31.0%	\$100,000	\$121,000	+ 21.0%
Percent of Original List Price Received*	89.0%	90.5%	+ 1.7%	89.5%	91.6%	+ 2.3%
Days on Market Until Sale	117	122	+ 4.3%	127	117	- 7.9%
Months Supply of Inventory	5.9	8.3	+ 40.7%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

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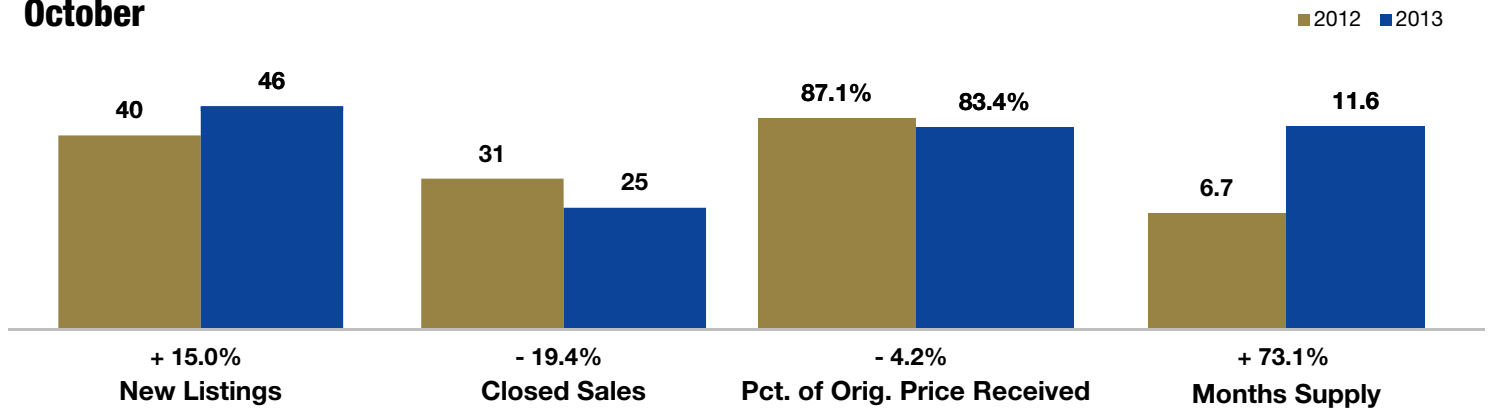


6W – Upper Minnesota Valley Region

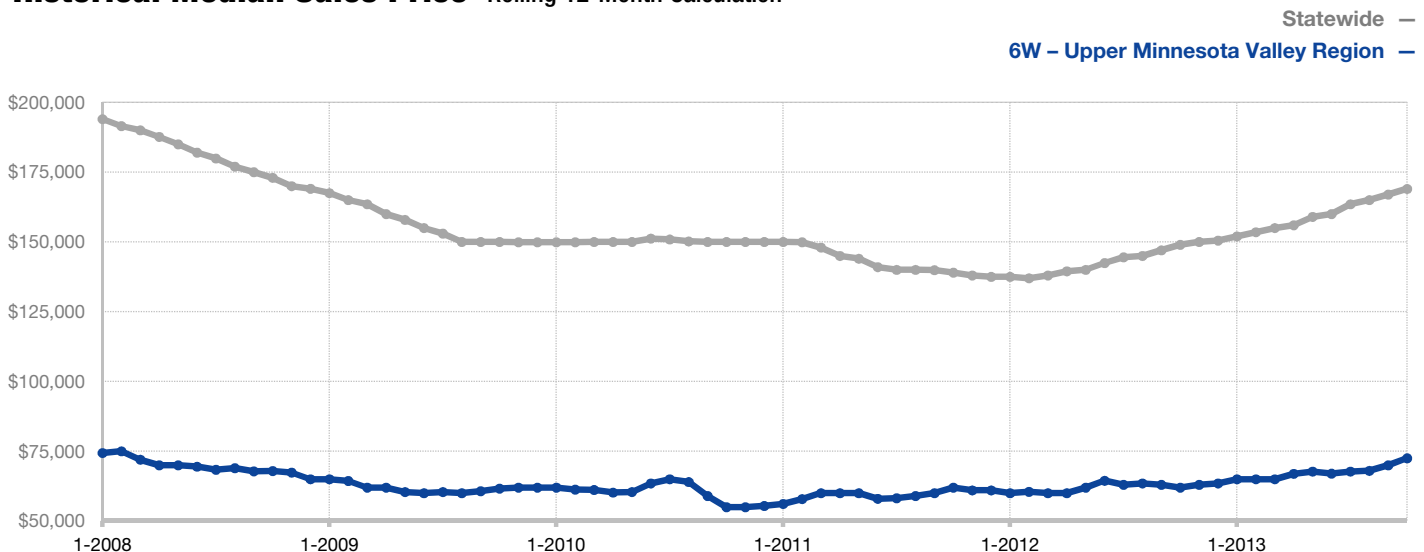
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	40	46	+ 15.0%	463	520	+ 12.3%
Closed Sales	31	25	- 19.4%	269	291	+ 8.2%
Median Sales Price*	\$58,900	\$90,000	+ 52.8%	\$62,500	\$72,950	+ 16.7%
Percent of Original List Price Received*	87.1%	83.4%	- 4.2%	85.1%	86.2%	+ 1.3%
Days on Market Until Sale	247	159	- 35.6%	218	199	- 8.7%
Months Supply of Inventory	6.7	11.6	+ 73.1%	--	--	--

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October



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Local Market Update for October 2013

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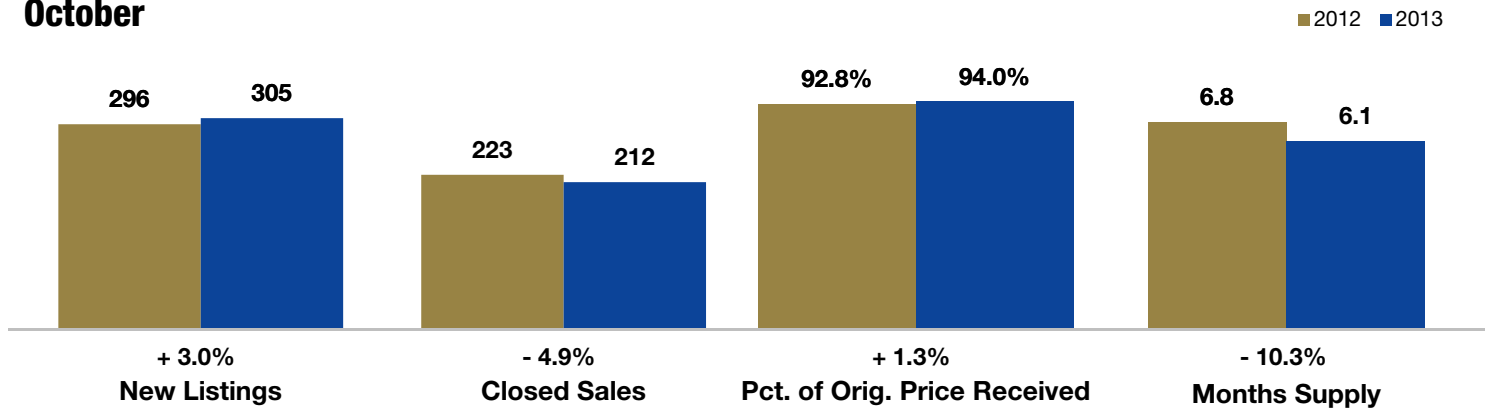


7E – East Central Region

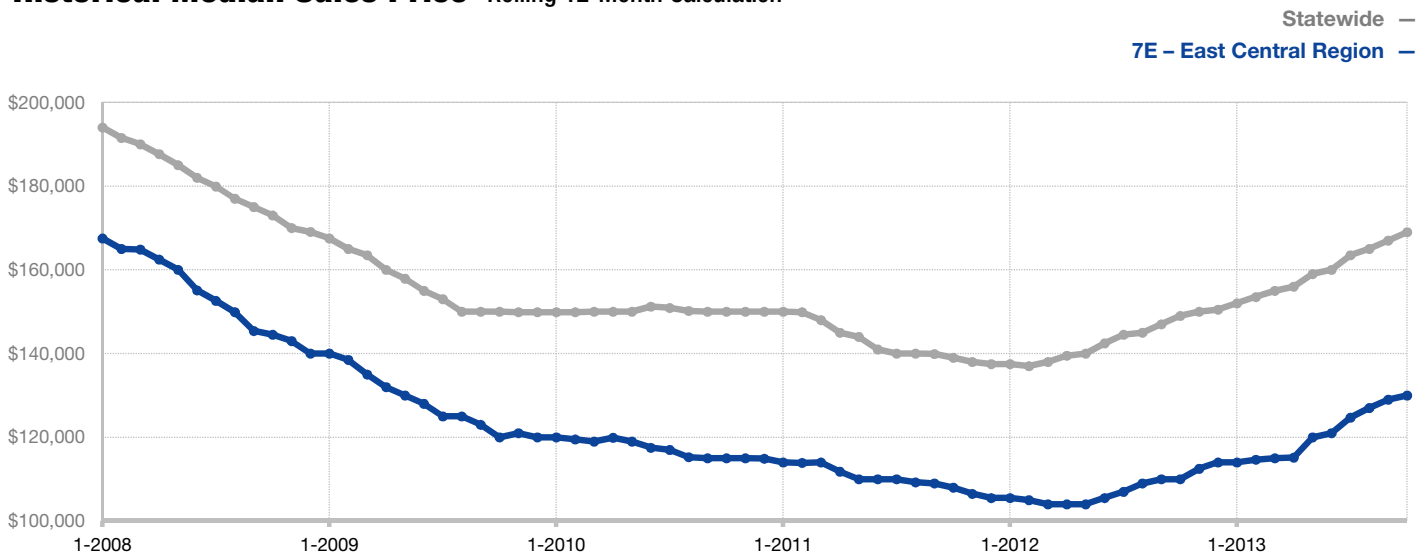
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	296	305	+ 3.0%	3,501	3,638	+ 3.9%
Closed Sales	223	212	- 4.9%	2,007	2,128	+ 6.0%
Median Sales Price*	\$115,000	\$138,498	+ 20.4%	\$110,050	\$132,000	+ 19.9%
Percent of Original List Price Received*	92.8%	94.0%	+ 1.3%	91.2%	93.5%	+ 2.5%
Days on Market Until Sale	78	71	- 9.0%	90	74	- 17.8%
Months Supply of Inventory	6.8	6.1	- 10.3%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

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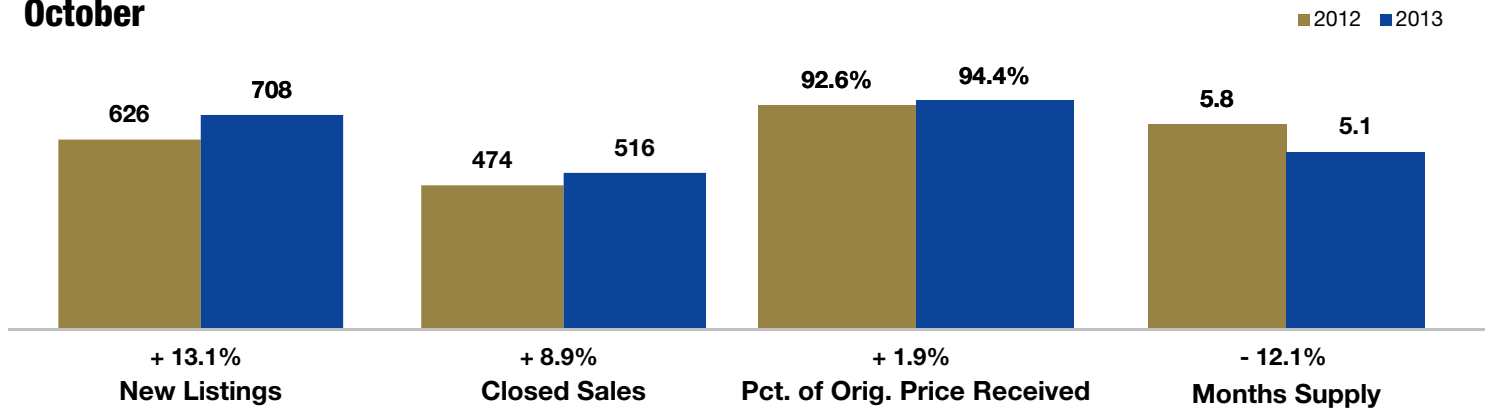


7W – Central Region

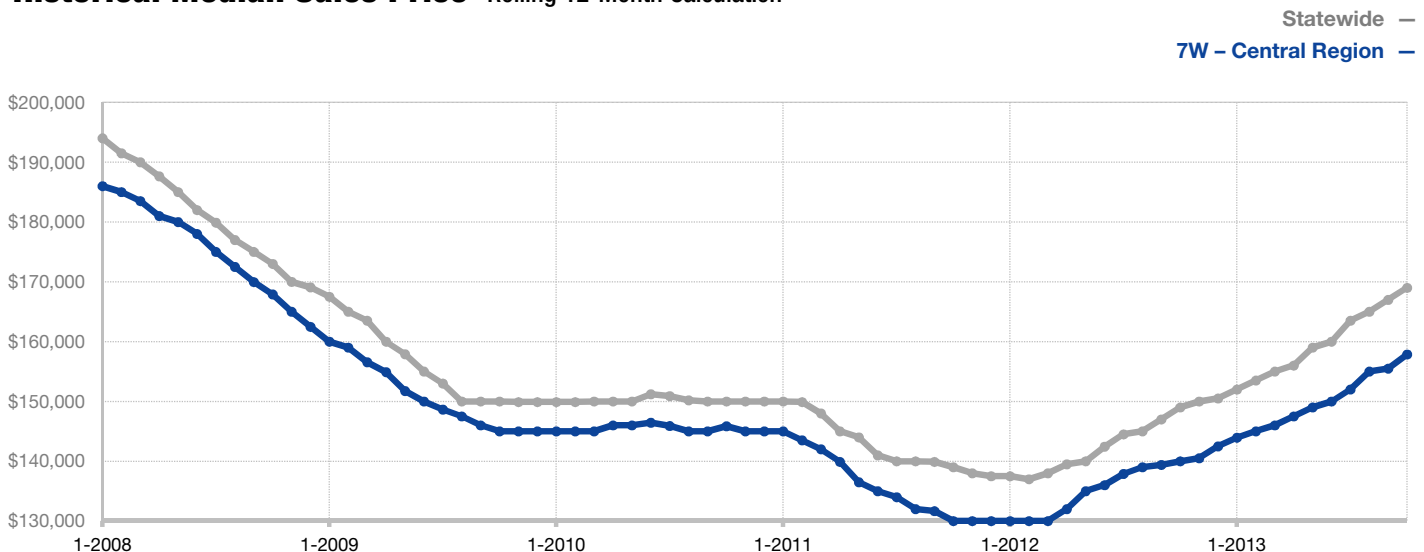
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	626	708	+ 13.1%	7,133	8,008	+ 12.3%
Closed Sales	474	516	+ 8.9%	4,384	5,068	+ 15.6%
Median Sales Price*	\$149,250	\$169,900	+ 13.8%	\$141,000	\$159,900	+ 13.4%
Percent of Original List Price Received*	92.6%	94.4%	+ 1.9%	93.1%	94.7%	+ 1.7%
Days on Market Until Sale	82	72	- 12.2%	86	74	- 14.0%
Months Supply of Inventory	5.8	5.1	- 12.1%	--	--	--

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October



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Local Market Update for October 2013

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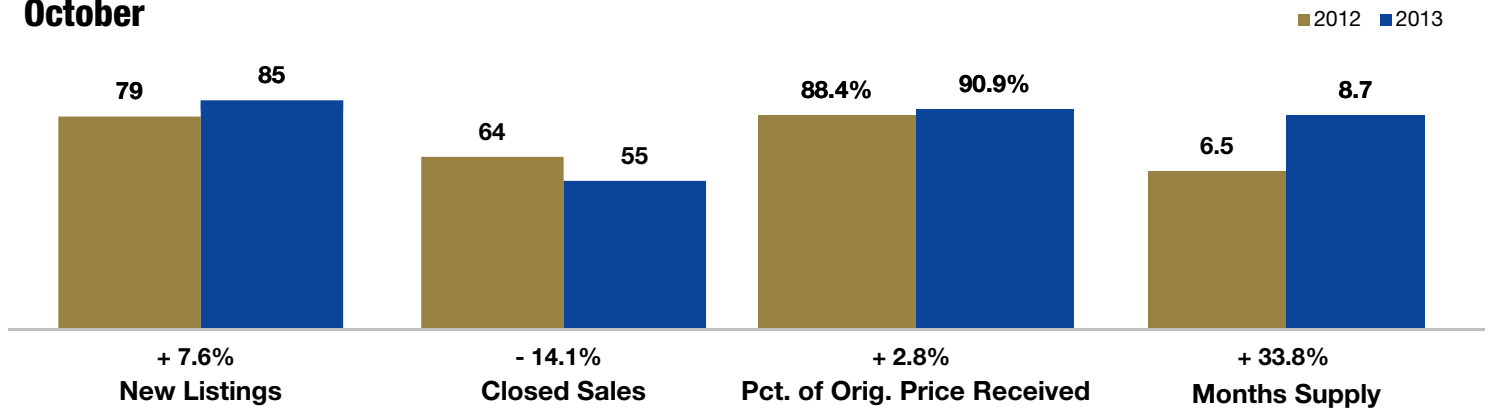


8 – Southwest Region

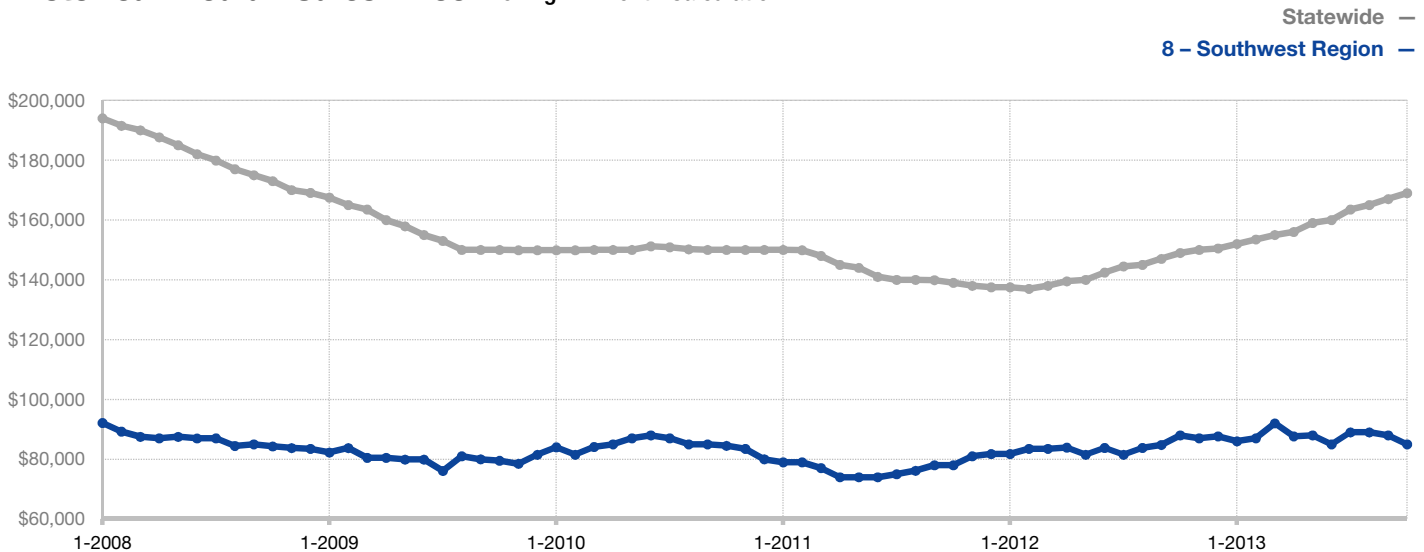
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	79	85	+ 7.6%	928	955	+ 2.9%
Closed Sales	64	55	- 14.1%	630	619	- 1.7%
Median Sales Price*	\$108,125	\$68,000	- 37.1%	\$88,175	\$85,000	- 3.6%
Percent of Original List Price Received*	88.4%	90.9%	+ 2.8%	86.3%	88.6%	+ 2.7%
Days on Market Until Sale	178	154	- 13.5%	201	166	- 17.4%
Months Supply of Inventory	6.5	8.7	+ 33.8%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

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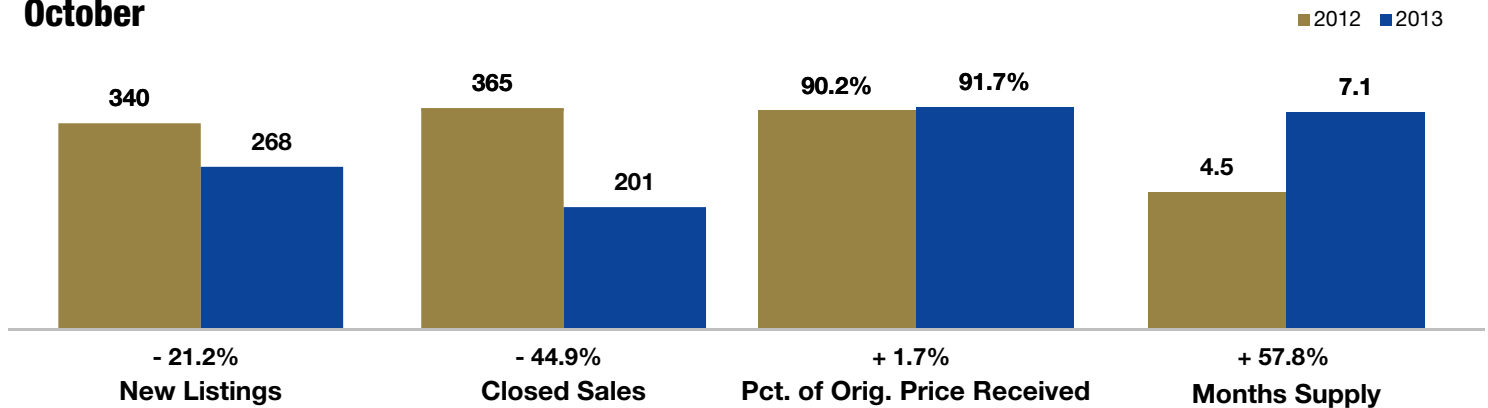


9 – South Central Region

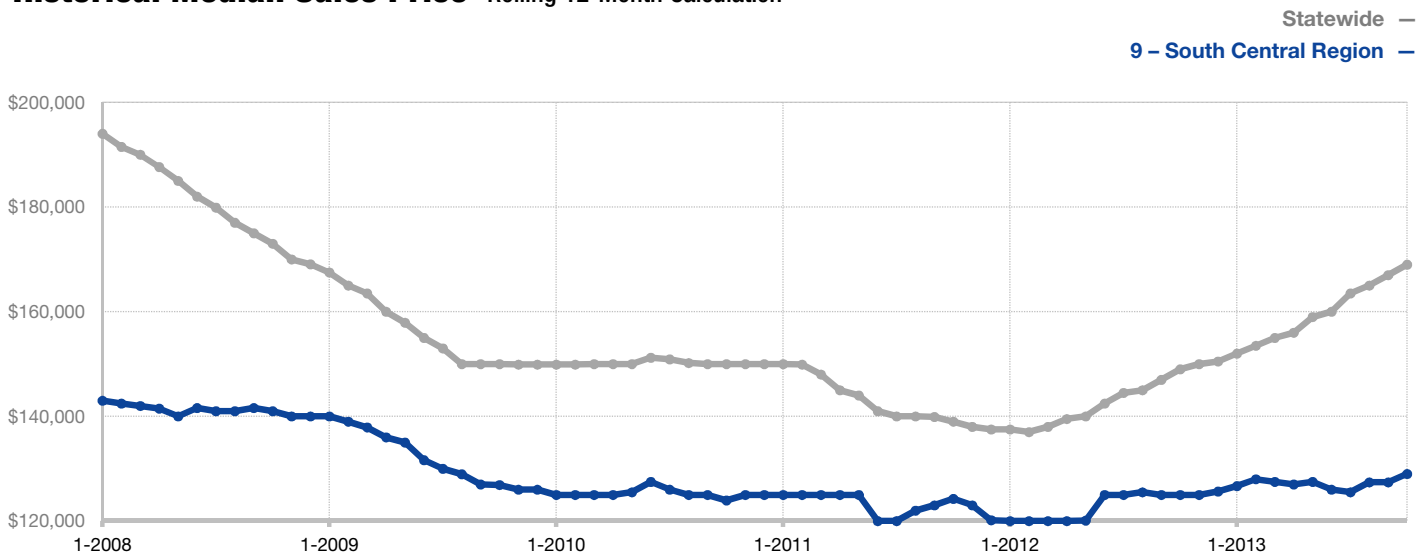
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	340	268	- 21.2%	4,887	3,491	- 28.6%
Closed Sales	365	201	- 44.9%	3,321	2,336	- 29.7%
Median Sales Price*	\$120,000	\$135,000	+ 12.5%	\$127,000	\$130,000	+ 2.4%
Percent of Original List Price Received*	90.2%	91.7%	+ 1.7%	90.6%	91.9%	+ 1.4%
Days on Market Until Sale	137	127	- 7.3%	149	136	- 8.7%
Months Supply of Inventory	4.5	7.1	+ 57.8%	--	--	--

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October



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Local Market Update for October 2013

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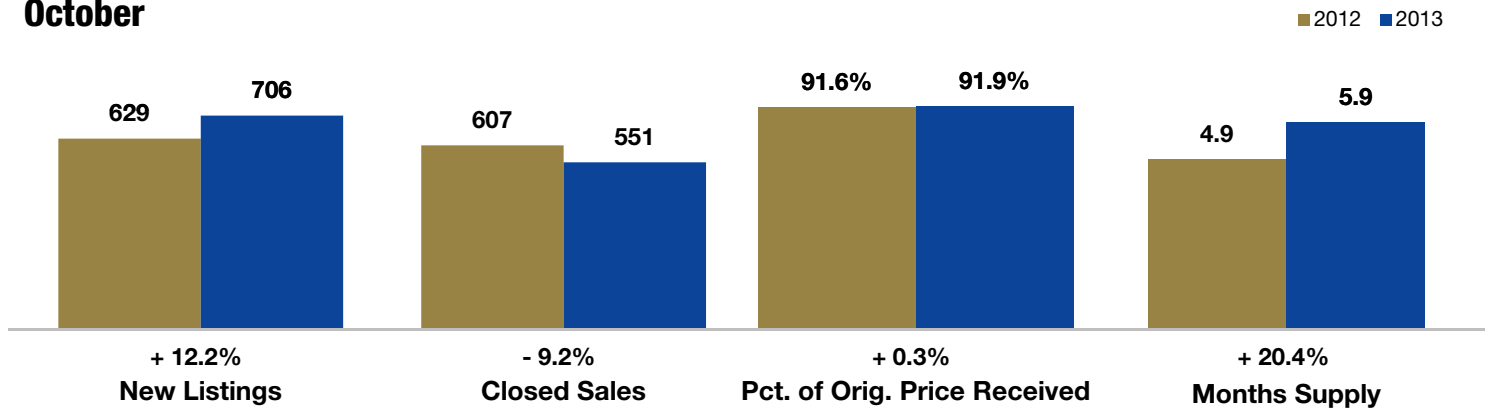


10 – Southeast Region

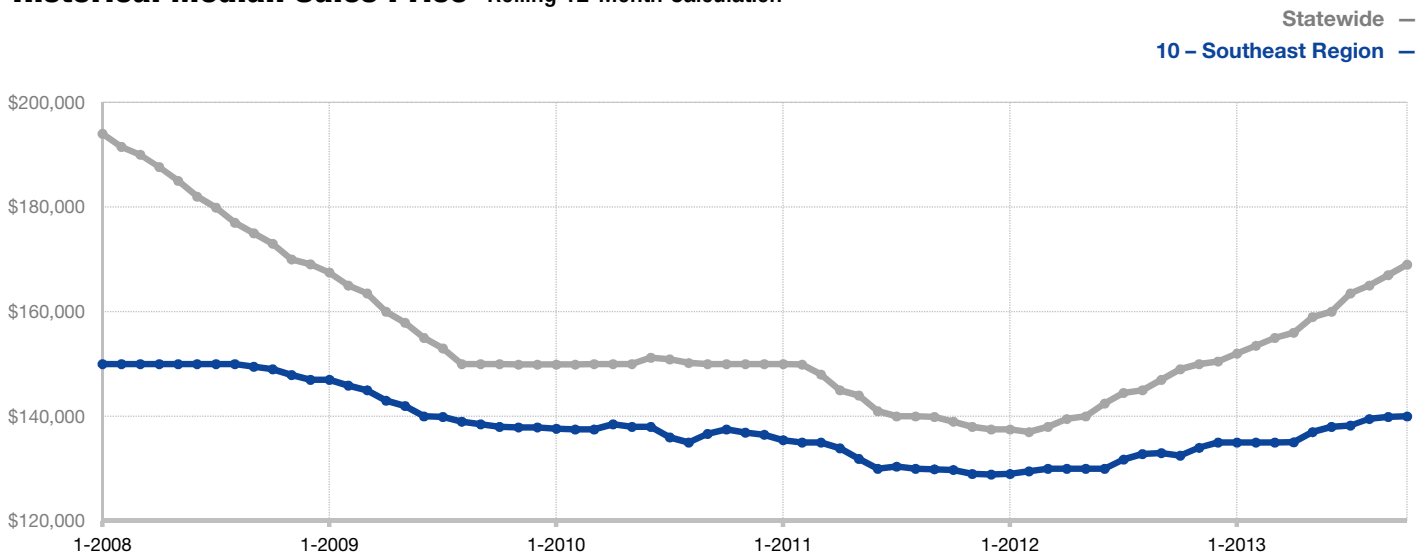
Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	629	706	+ 12.2%	7,976	8,467	+ 6.2%
Closed Sales	607	551	- 9.2%	5,600	5,721	+ 2.2%
Median Sales Price*	\$130,000	\$143,900	+ 10.7%	\$135,000	\$142,550	+ 5.6%
Percent of Original List Price Received*	91.6%	91.9%	+ 0.3%	91.5%	93.3%	+ 2.0%
Days on Market Until Sale	132	105	- 20.5%	139	114	- 18.0%
Months Supply of Inventory	4.9	5.9	+ 20.4%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2013

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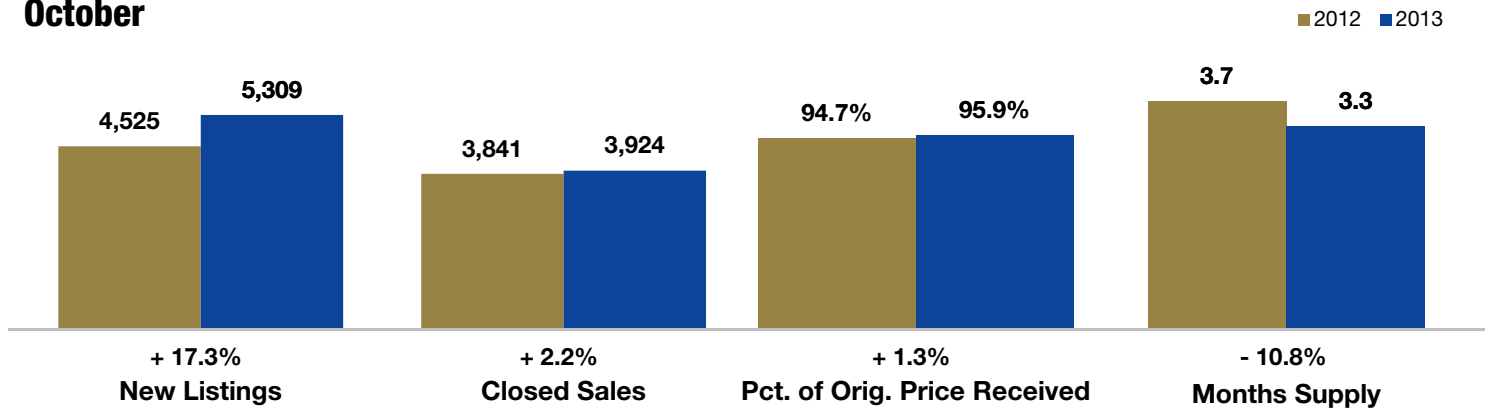


11 – 7-County Twin Cities Region

Key Metrics	October			Year to Date		
	2012	2013	Percent Change	Thru 10-2012	Thru 10-2013	Percent Change
New Listings	4,525	5,309	+ 17.3%	50,639	56,317	+ 11.2%
Closed Sales	3,841	3,924	+ 2.2%	36,092	39,702	+ 10.0%
Median Sales Price*	\$179,900	\$199,900	+ 11.1%	\$171,600	\$198,900	+ 15.9%
Percent of Original List Price Received*	94.7%	95.9%	+ 1.3%	94.1%	96.4%	+ 2.4%
Days on Market Until Sale	64	50	- 21.9%	70	53	- 24.3%
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation

