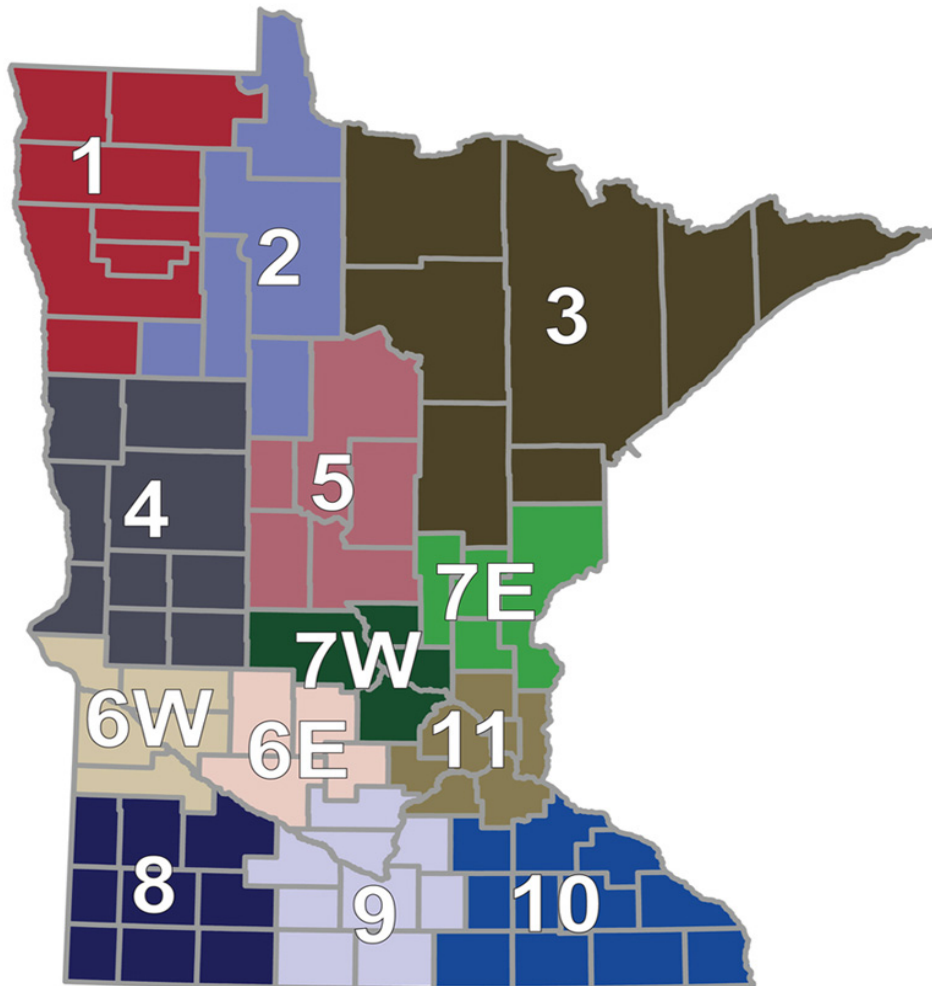














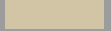
Local Market Updates for January 2014

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 January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

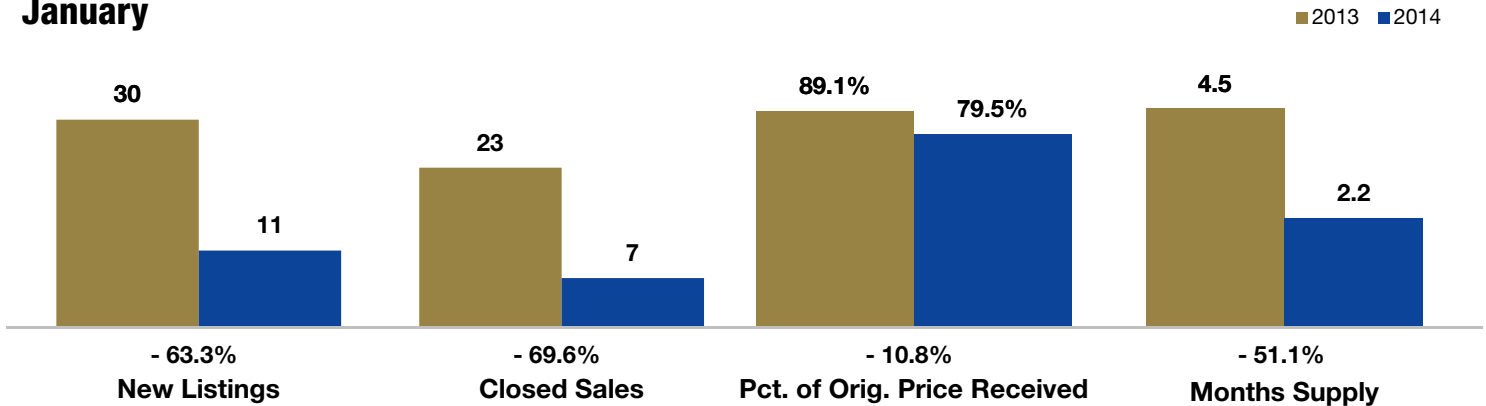


1 – Northwest Region

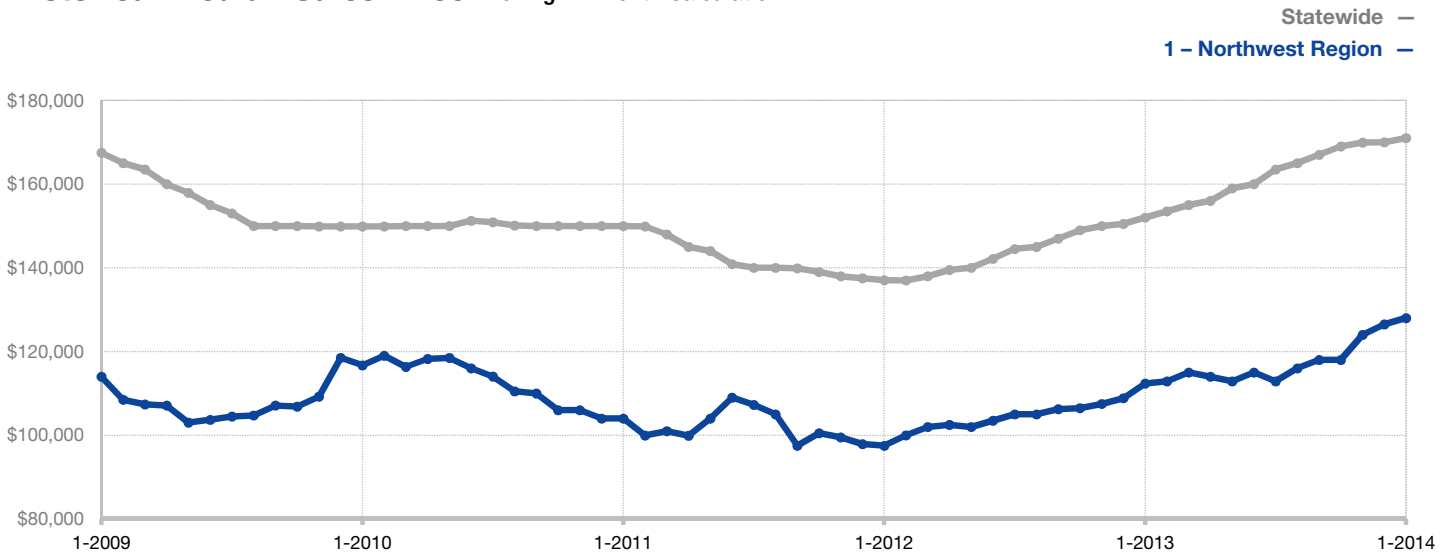
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	30	11	- 63.3%	30	11	- 63.3%
Closed Sales	23	7	- 69.6%	23	7	- 69.6%
Median Sales Price*	\$115,500	\$130,800	+ 13.2%	\$115,500	\$130,800	+ 13.2%
Percent of Original List Price Received*	89.1%	79.5%	- 10.8%	89.1%	79.5%	- 10.8%
Days on Market Until Sale	176	152	- 13.6%	176	152	- 13.6%
Months Supply of Inventory	4.5	2.2	- 51.1%	--	--	--

* 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 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

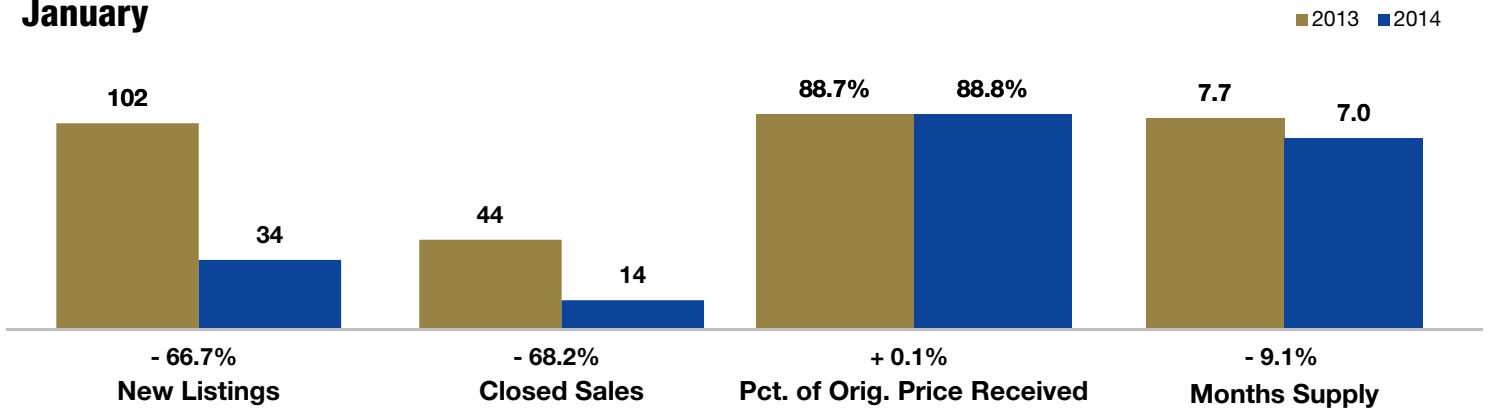


2 – Headwaters Region

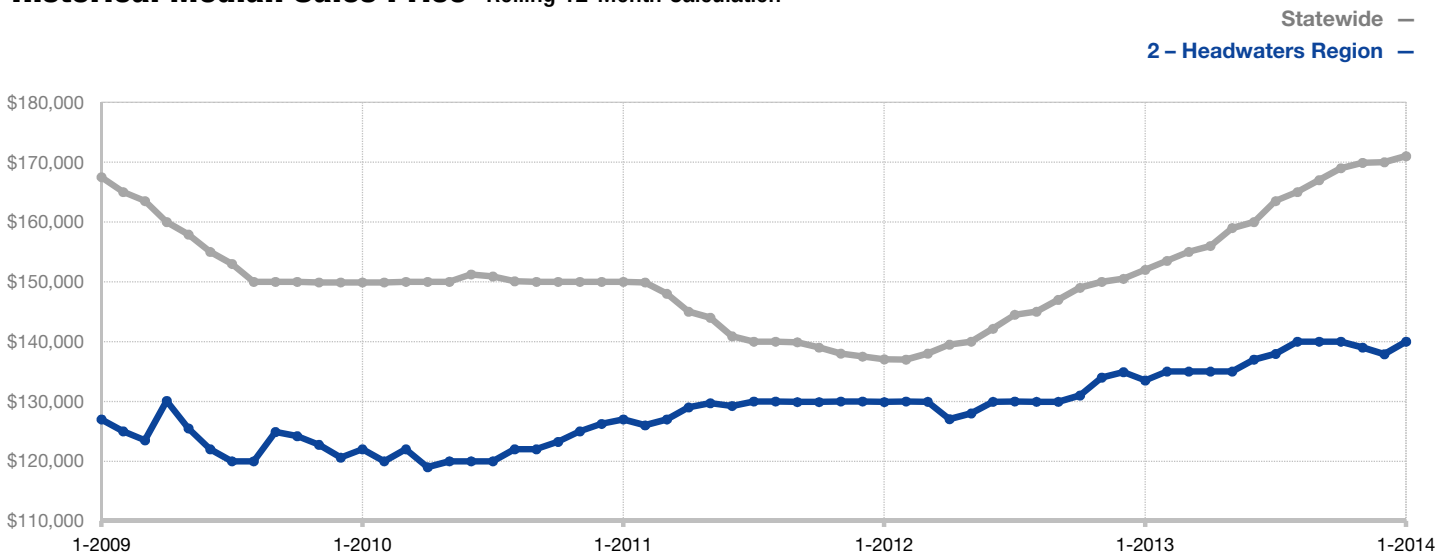
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	102	34	- 66.7%	102	34	- 66.7%
Closed Sales	44	14	- 68.2%	44	14	- 68.2%
Median Sales Price*	\$94,000	\$129,167	+ 37.4%	\$94,000	\$129,167	+ 37.4%
Percent of Original List Price Received*	88.7%	88.8%	+ 0.1%	88.7%	88.8%	+ 0.1%
Days on Market Until Sale	129	130	+ 0.8%	129	130	+ 0.8%
Months Supply of Inventory	7.7	7.0	- 9.1%	--	--	--

* 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 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

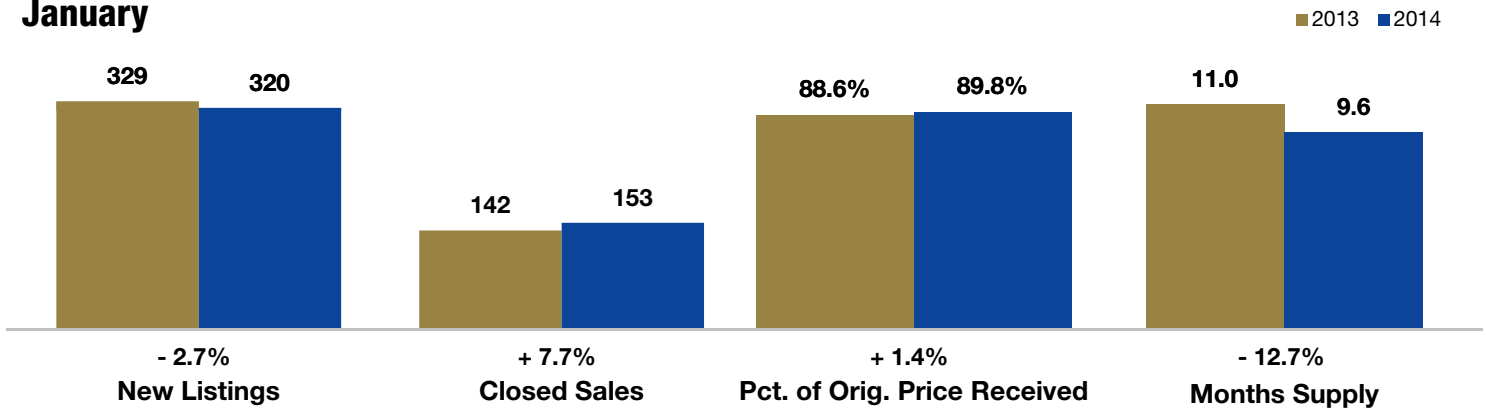


3 – Arrowhead Region

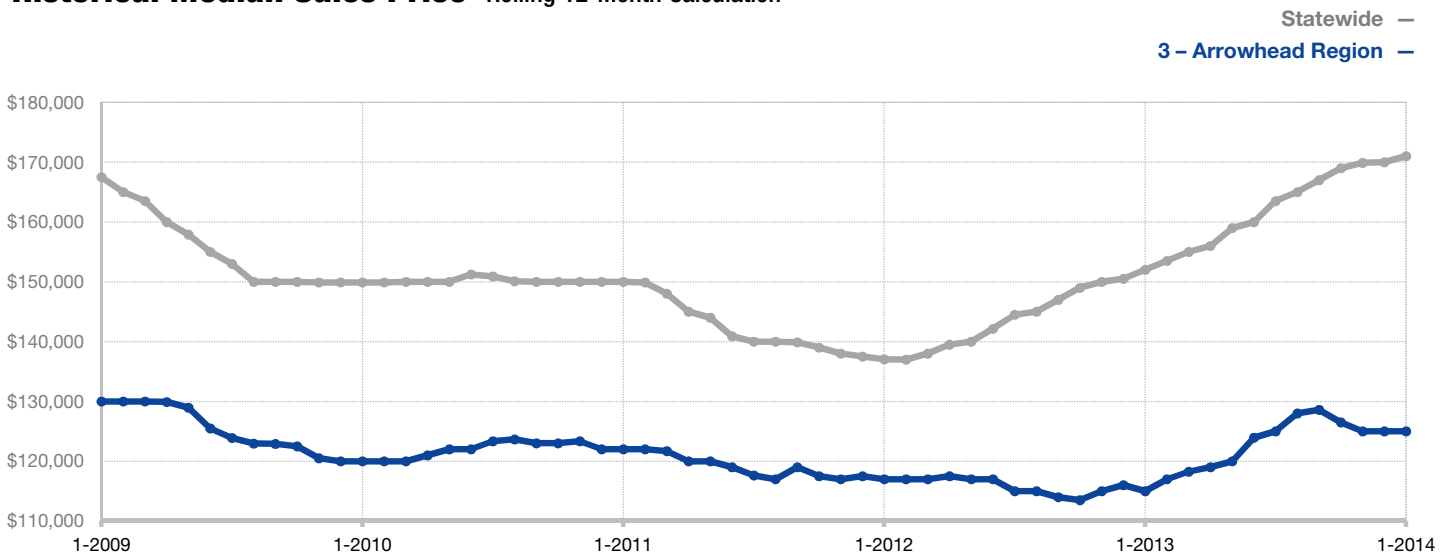
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	329	320	- 2.7%	329	320	- 2.7%
Closed Sales	142	153	+ 7.7%	142	153	+ 7.7%
Median Sales Price*	\$89,000	\$106,500	+ 19.7%	\$89,000	\$106,500	+ 19.7%
Percent of Original List Price Received*	88.6%	89.8%	+ 1.4%	88.6%	89.8%	+ 1.4%
Days on Market Until Sale	137	132	- 3.6%	137	132	- 3.6%
Months Supply of Inventory	11.0	9.6	- 12.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

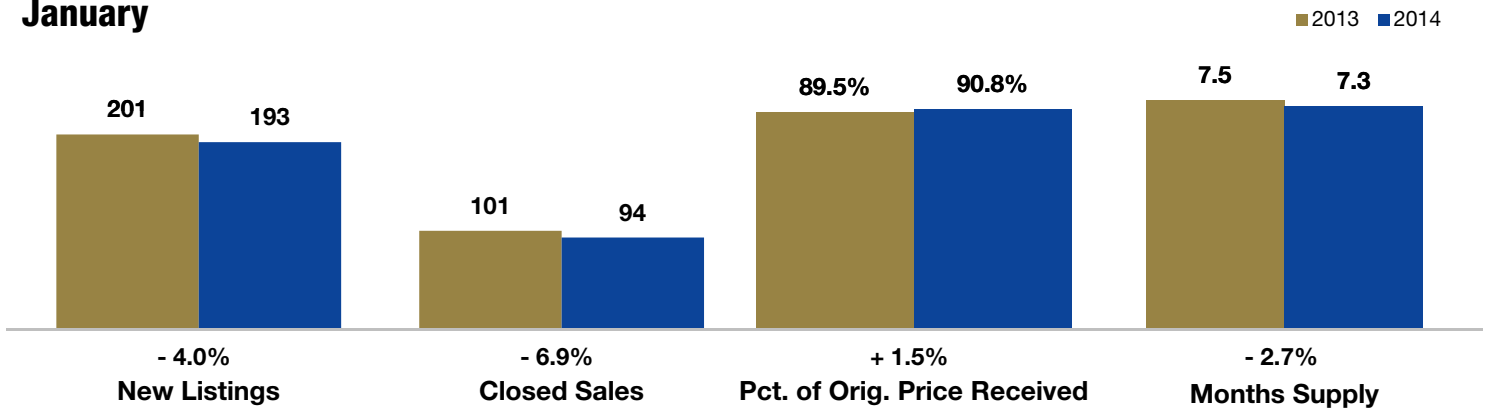


4 – West Central Region

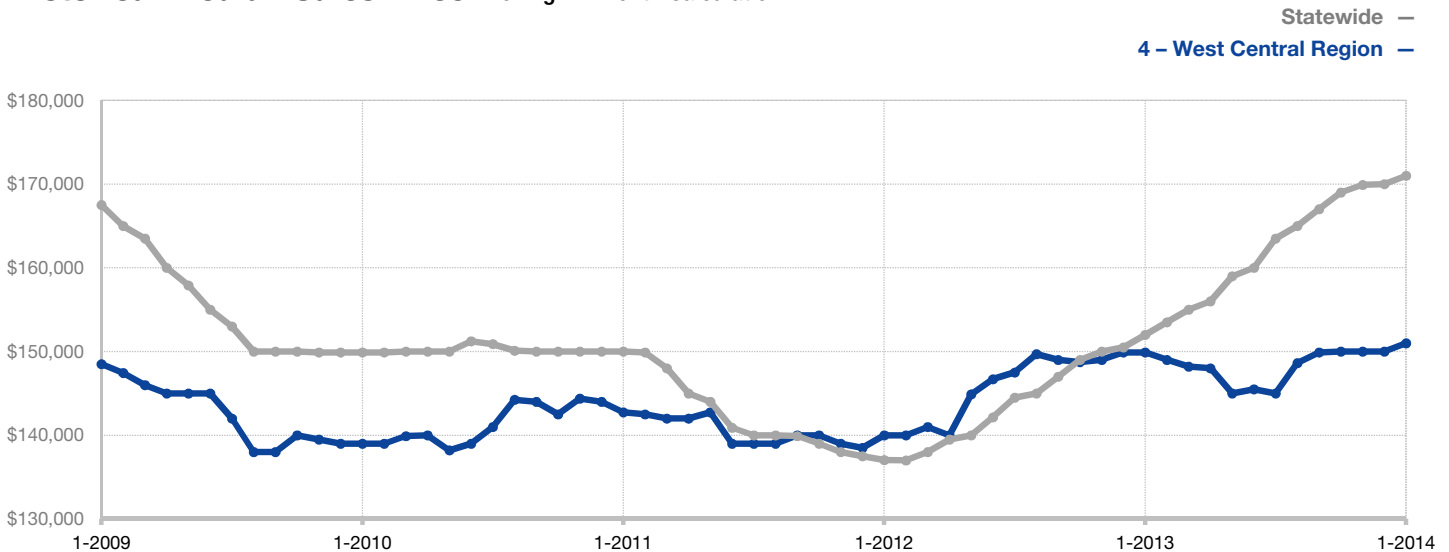
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	201	193	- 4.0%	201	193	- 4.0%
Closed Sales	101	94	- 6.9%	101	94	- 6.9%
Median Sales Price*	\$129,400	\$150,000	+ 15.9%	\$129,400	\$150,000	+ 15.9%
Percent of Original List Price Received*	89.5%	90.8%	+ 1.5%	89.5%	90.8%	+ 1.5%
Days on Market Until Sale	143	153	+ 7.0%	143	153	+ 7.0%
Months Supply of Inventory	7.5	7.3	- 2.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

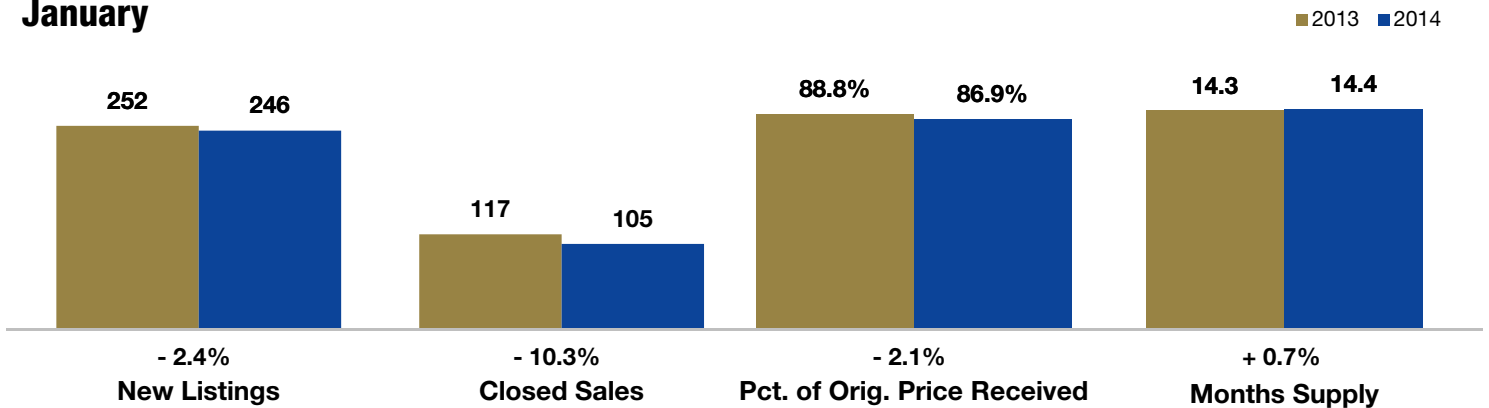


5 – North Central Region

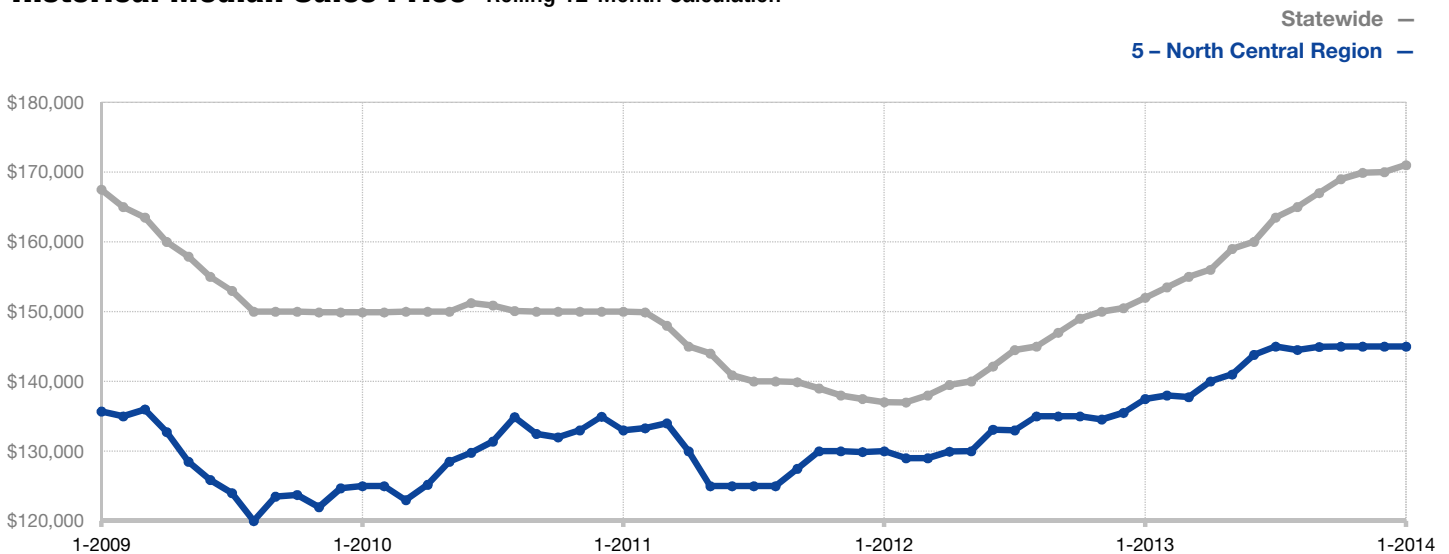
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	252	246	- 2.4%	252	246	- 2.4%
Closed Sales	117	105	- 10.3%	117	105	- 10.3%
Median Sales Price*	\$130,000	\$114,900	- 11.6%	\$130,000	\$114,900	- 11.6%
Percent of Original List Price Received*	88.8%	86.9%	- 2.1%	88.8%	86.9%	- 2.1%
Days on Market Until Sale	143	120	- 16.1%	143	120	- 16.1%
Months Supply of Inventory	14.3	14.4	+ 0.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

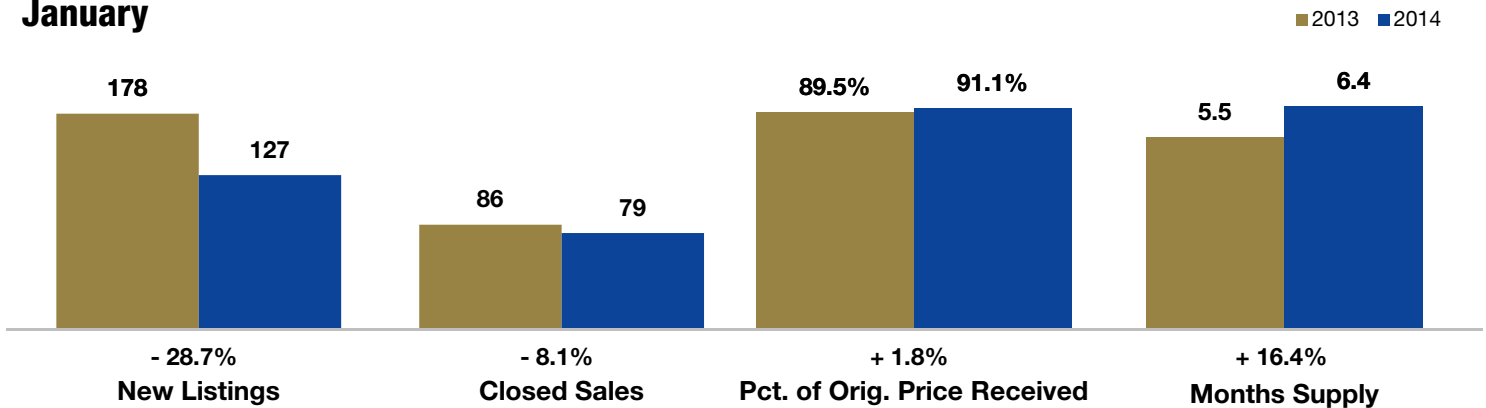


6E – Southwest Central Region

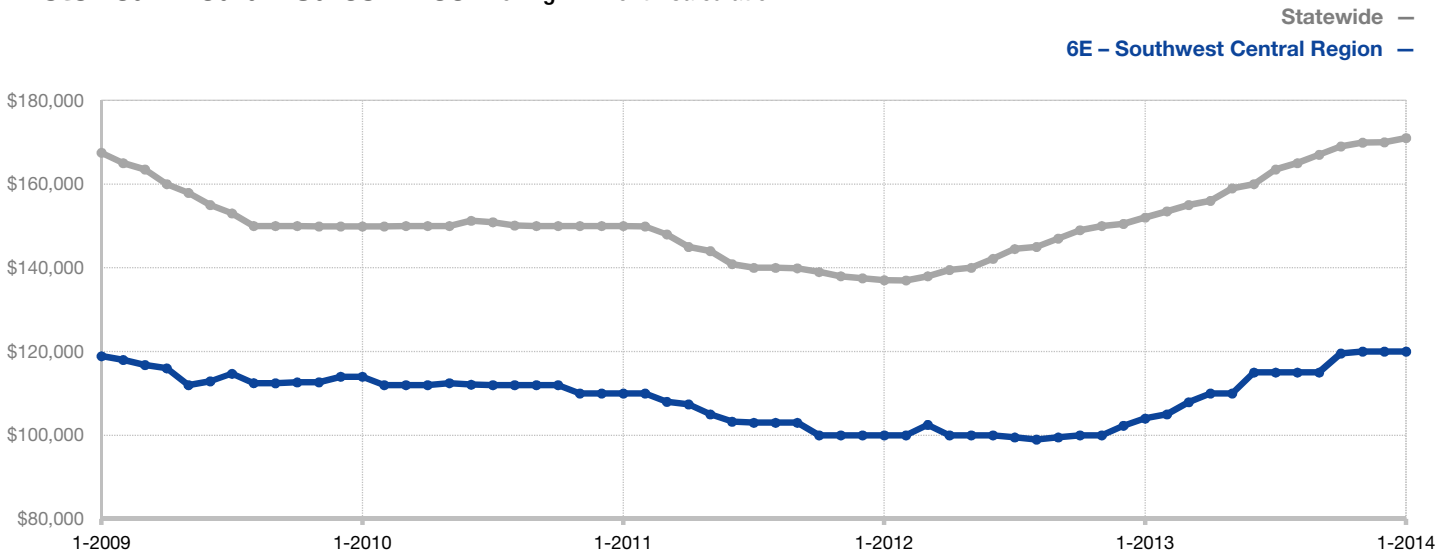
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	178	127	- 28.7%	178	127	- 28.7%
Closed Sales	86	79	- 8.1%	86	79	- 8.1%
Median Sales Price*	\$92,500	\$105,000	+ 13.5%	\$92,500	\$105,000	+ 13.5%
Percent of Original List Price Received*	89.5%	91.1%	+ 1.8%	89.5%	91.1%	+ 1.8%
Days on Market Until Sale	102	103	+ 1.0%	102	103	+ 1.0%
Months Supply of Inventory	5.5	6.4	+ 16.4%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

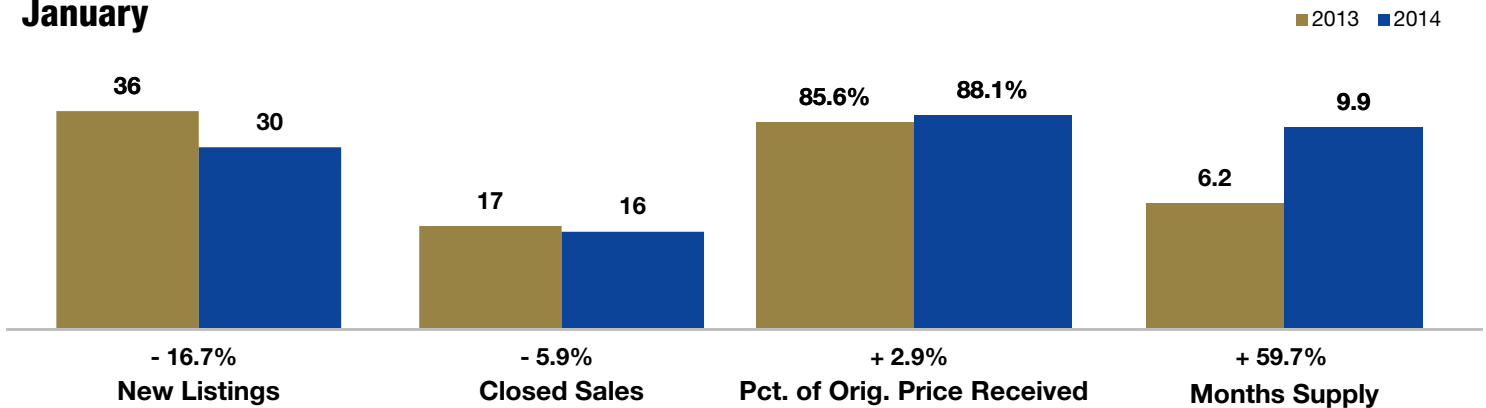


6W – Upper Minnesota Valley Region

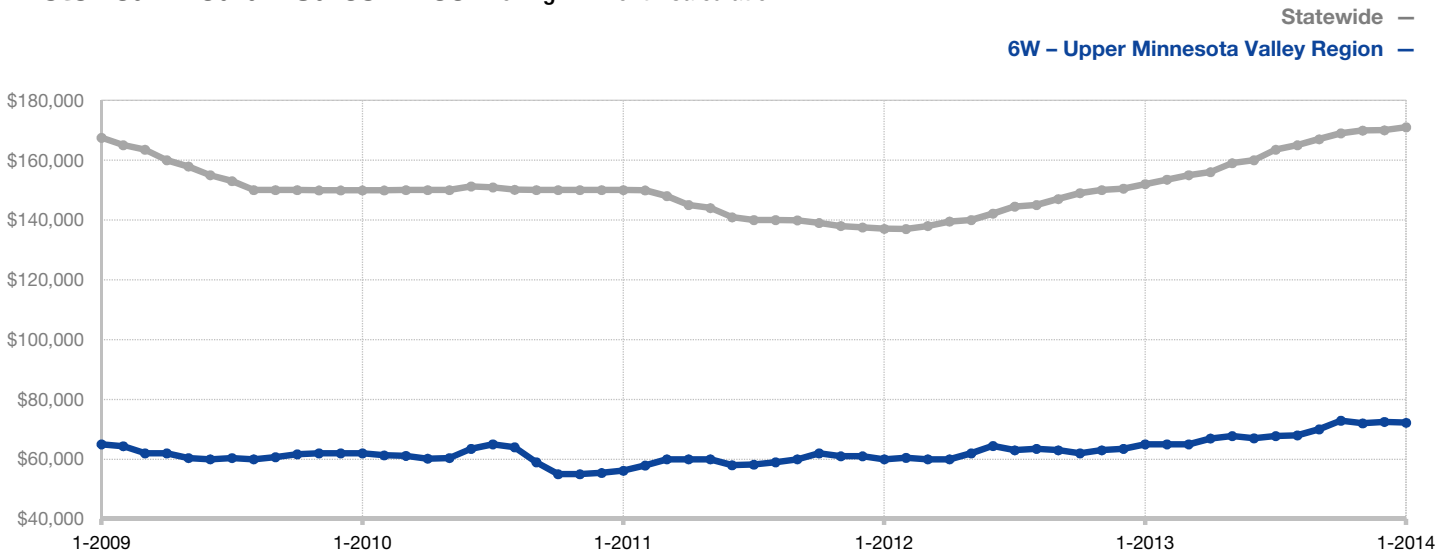
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	36	30	- 16.7%	36	30	- 16.7%
Closed Sales	17	16	- 5.9%	17	16	- 5.9%
Median Sales Price*	\$66,900	\$62,625	- 6.4%	\$66,900	\$62,625	- 6.4%
Percent of Original List Price Received*	85.6%	88.1%	+ 2.9%	85.6%	88.1%	+ 2.9%
Days on Market Until Sale	129	160	+ 24.0%	129	160	+ 24.0%
Months Supply of Inventory	6.2	9.9	+ 59.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

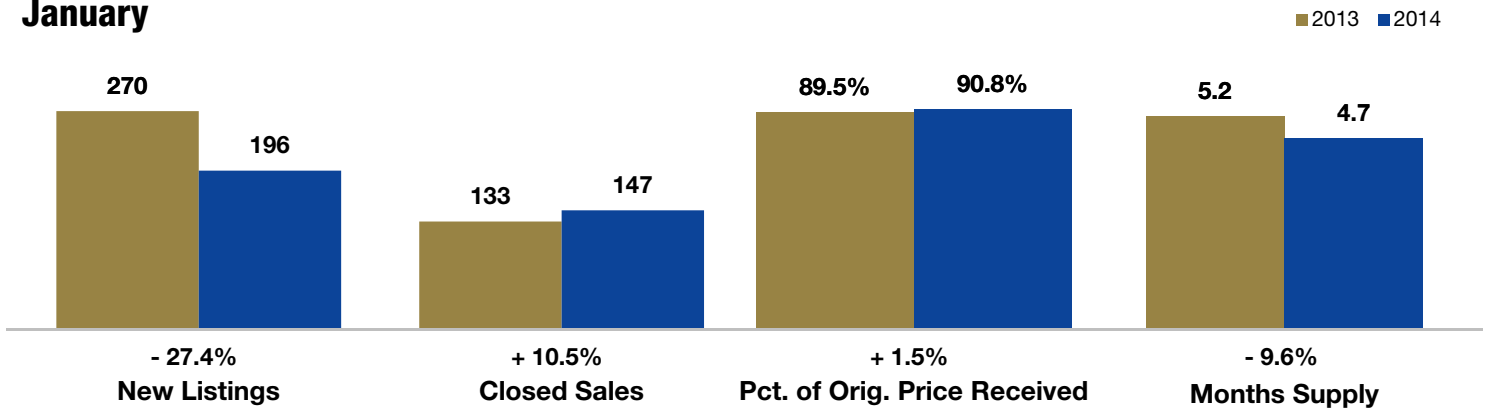


7E – East Central Region

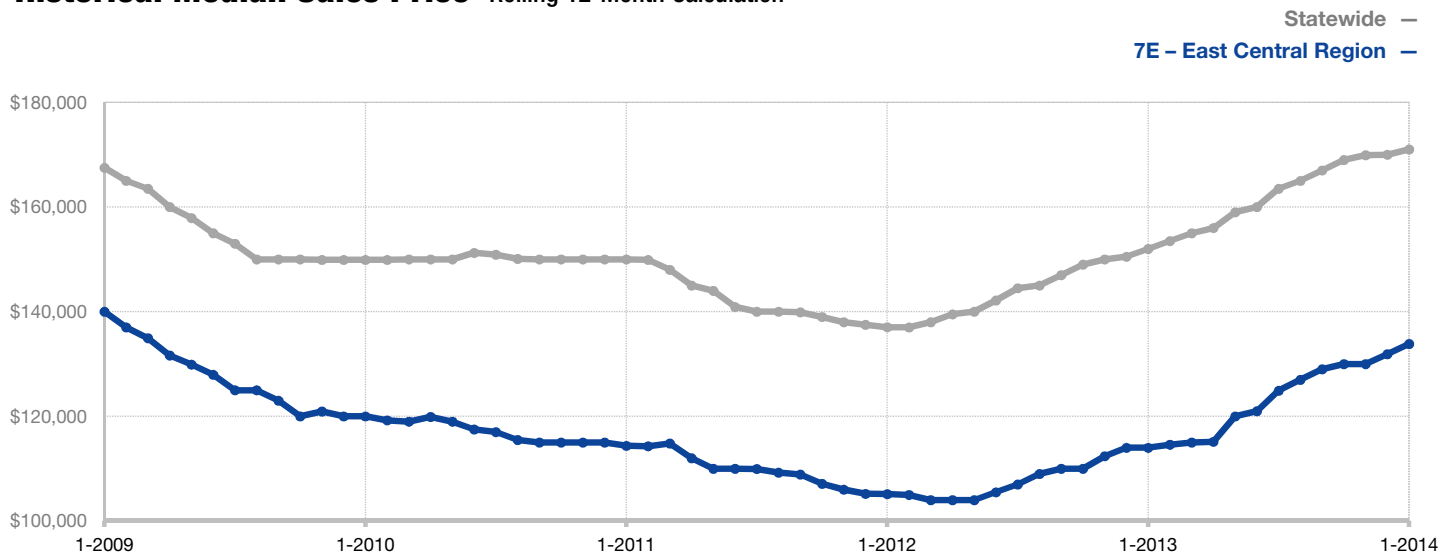
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	270	196	- 27.4%	270	196	- 27.4%
Closed Sales	133	147	+ 10.5%	133	147	+ 10.5%
Median Sales Price*	\$95,000	\$132,000	+ 38.9%	\$95,000	\$132,000	+ 38.9%
Percent of Original List Price Received*	89.5%	90.8%	+ 1.5%	89.5%	90.8%	+ 1.5%
Days on Market Until Sale	82	88	+ 7.3%	82	88	+ 7.3%
Months Supply of Inventory	5.2	4.7	- 9.6%	--	--	--

* 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 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

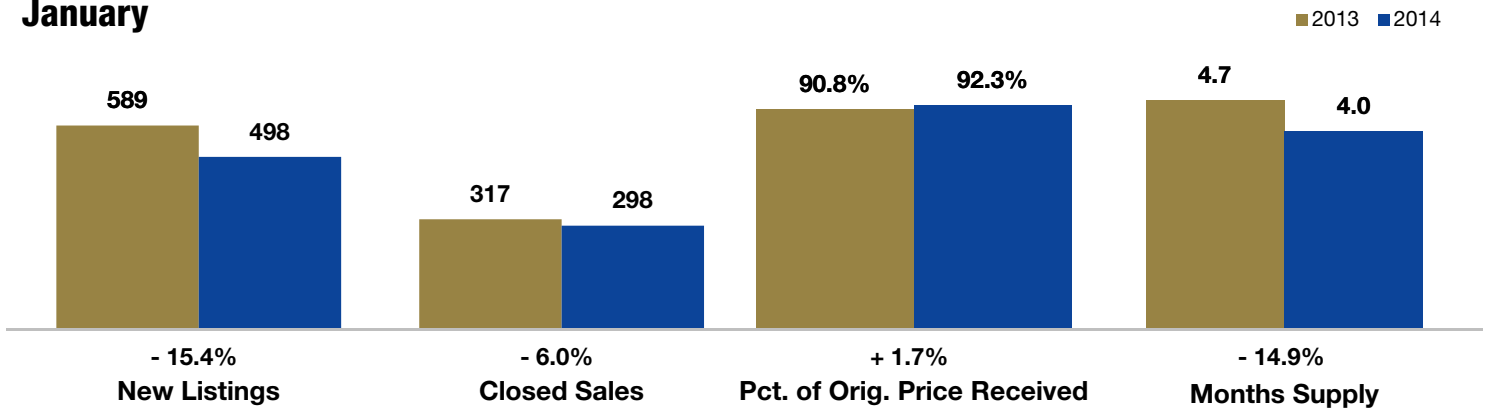


7W – Central Region

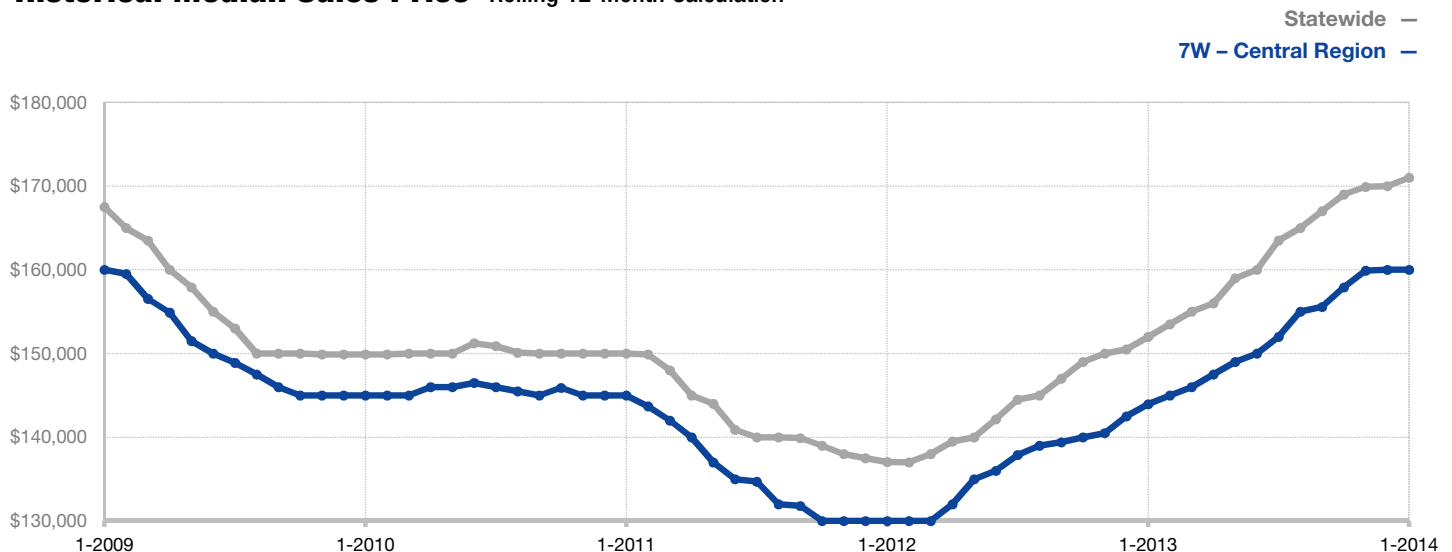
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	589	498	- 15.4%	589	498	- 15.4%
Closed Sales	317	298	- 6.0%	317	298	- 6.0%
Median Sales Price*	\$142,000	\$155,000	+ 9.2%	\$142,000	\$155,000	+ 9.2%
Percent of Original List Price Received*	90.8%	92.3%	+ 1.7%	90.8%	92.3%	+ 1.7%
Days on Market Until Sale	90	79	- 12.2%	90	79	- 12.2%
Months Supply of Inventory	4.7	4.0	- 14.9%	--	--	--

* 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 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

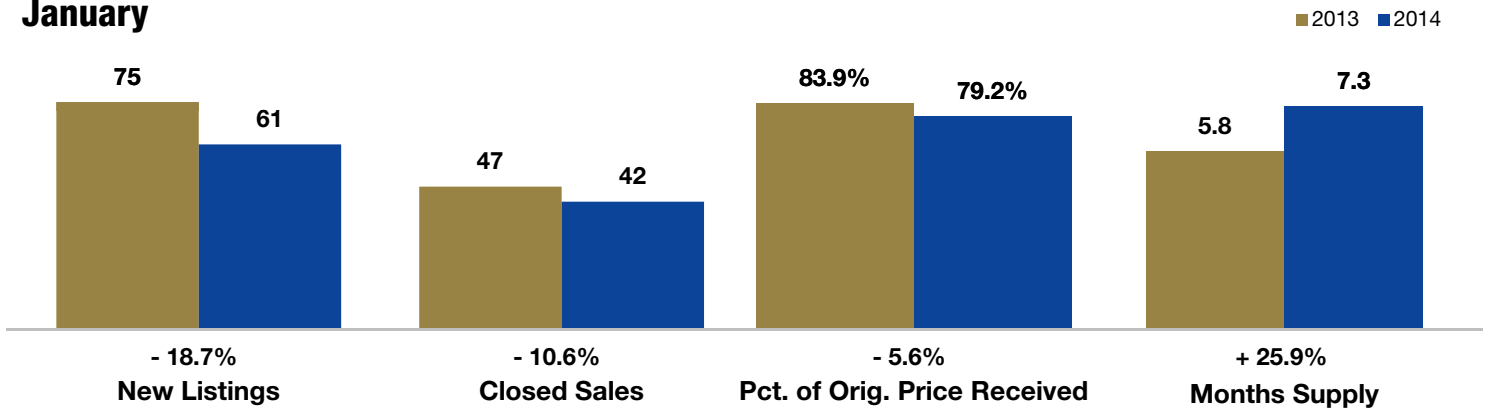


8 – Southwest Region

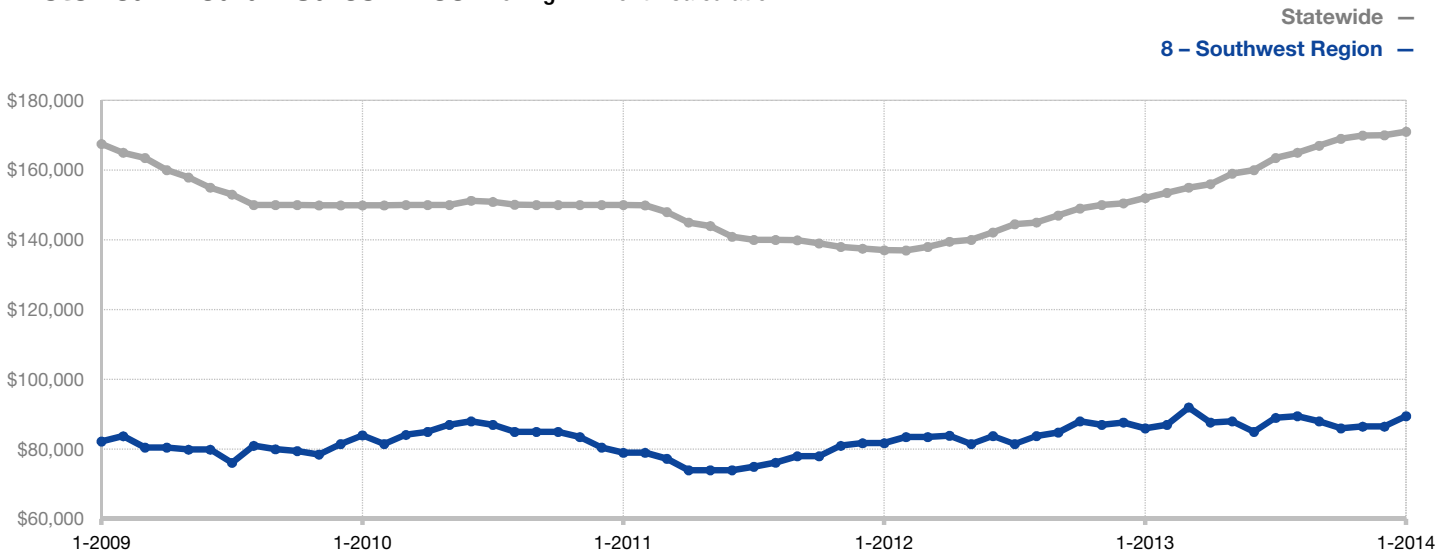
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	75	61	- 18.7%	75	61	- 18.7%
Closed Sales	47	42	- 10.6%	47	42	- 10.6%
Median Sales Price*	\$48,500	\$76,250	+ 57.2%	\$48,500	\$76,250	+ 57.2%
Percent of Original List Price Received*	83.9%	79.2%	- 5.6%	83.9%	79.2%	- 5.6%
Days on Market Until Sale	147	261	+ 77.6%	147	261	+ 77.6%
Months Supply of Inventory	5.8	7.3	+ 25.9%	--	--	--

* 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 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

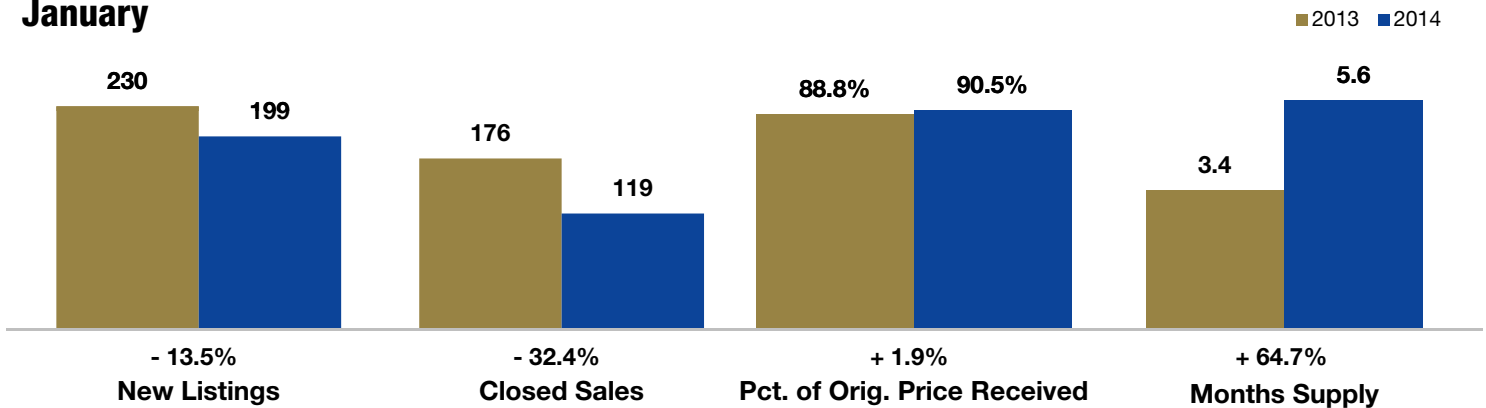


9 – South Central Region

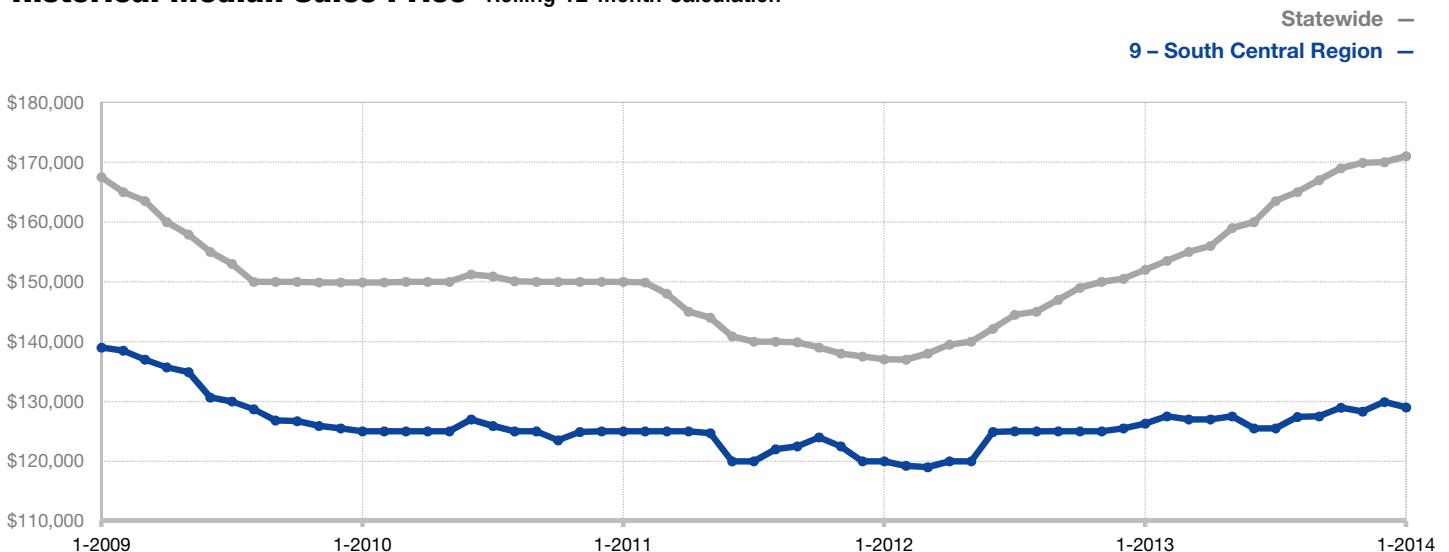
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	230	199	- 13.5%	230	199	- 13.5%
Closed Sales	176	119	- 32.4%	176	119	- 32.4%
Median Sales Price*	\$123,186	\$100,000	- 18.8%	\$123,186	\$100,000	- 18.8%
Percent of Original List Price Received*	88.8%	90.5%	+ 1.9%	88.8%	90.5%	+ 1.9%
Days on Market Until Sale	171	139	- 18.7%	171	139	- 18.7%
Months Supply of Inventory	3.4	5.6	+ 64.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

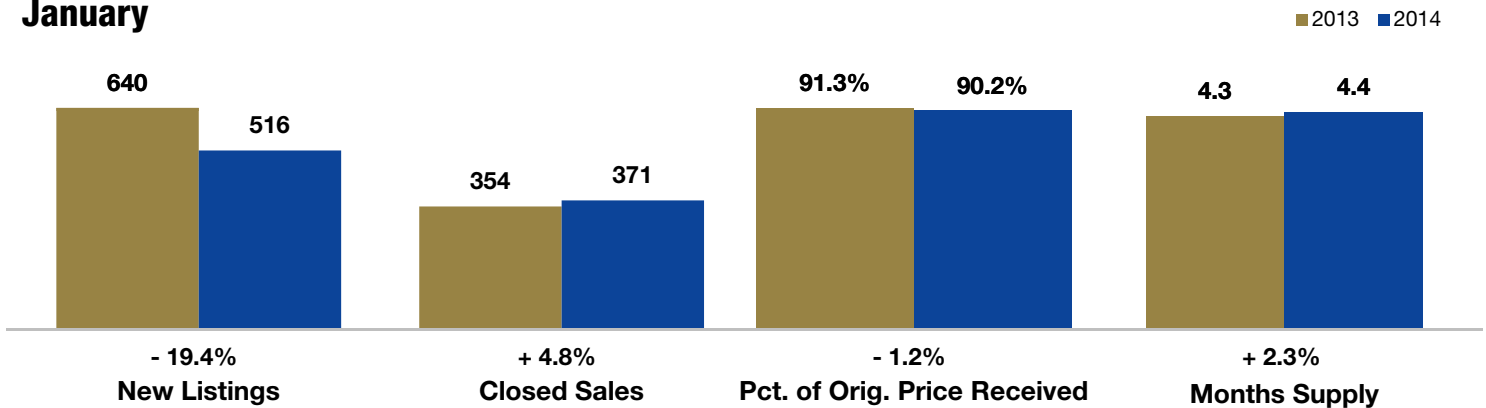


10 – Southeast Region

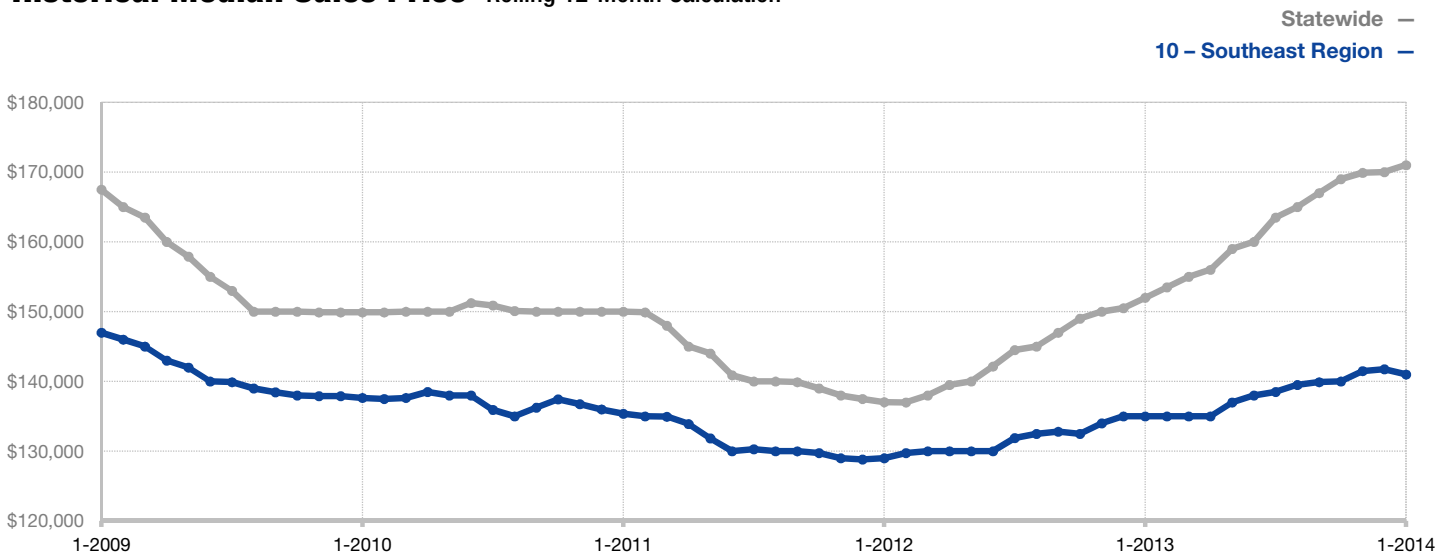
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	640	516	- 19.4%	640	516	- 19.4%
Closed Sales	354	371	+ 4.8%	354	371	+ 4.8%
Median Sales Price*	\$127,250	\$121,325	- 4.7%	\$127,250	\$121,325	- 4.7%
Percent of Original List Price Received*	91.3%	90.2%	- 1.2%	91.3%	90.2%	- 1.2%
Days on Market Until Sale	132	127	- 3.8%	132	127	- 3.8%
Months Supply of Inventory	4.3	4.4	+ 2.3%	--	--	--

* 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 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

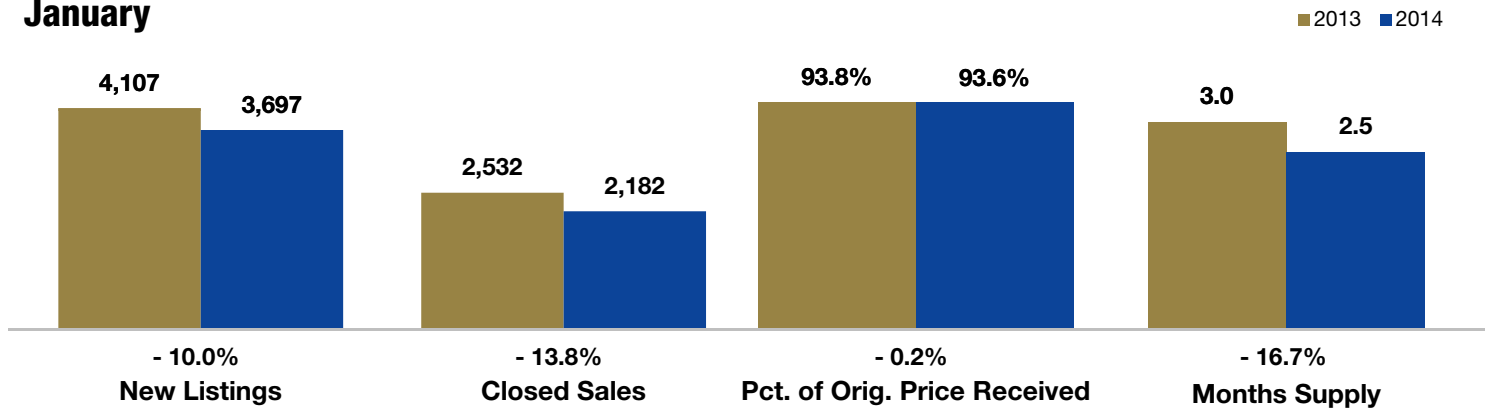


11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	4,107	3,697	- 10.0%	4,107	3,697	- 10.0%
Closed Sales	2,532	2,182	- 13.8%	2,532	2,182	- 13.8%
Median Sales Price*	\$164,900	\$184,995	+ 12.2%	\$164,900	\$184,995	+ 12.2%
Percent of Original List Price Received*	93.8%	93.6%	- 0.2%	93.8%	93.6%	- 0.2%
Days on Market Until Sale	68	66	- 2.9%	68	66	- 2.9%
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation

