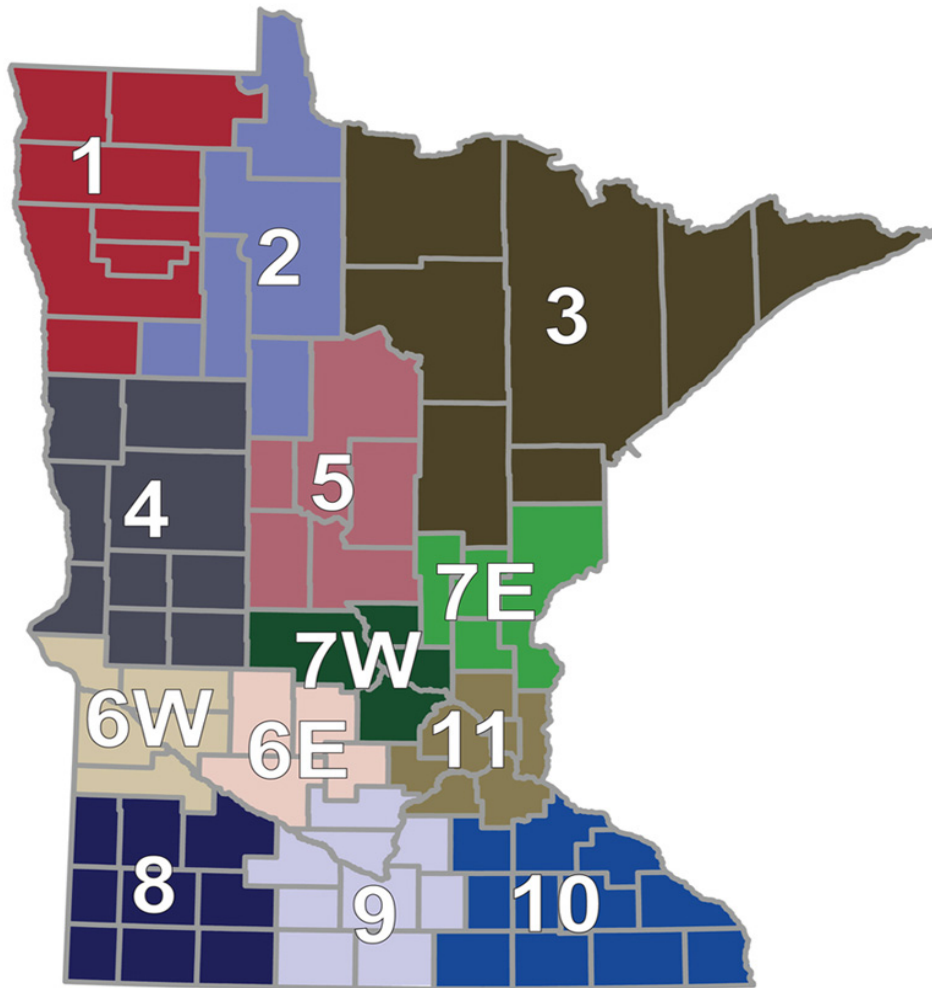


# Local Market Updates for March 2014

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 March 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

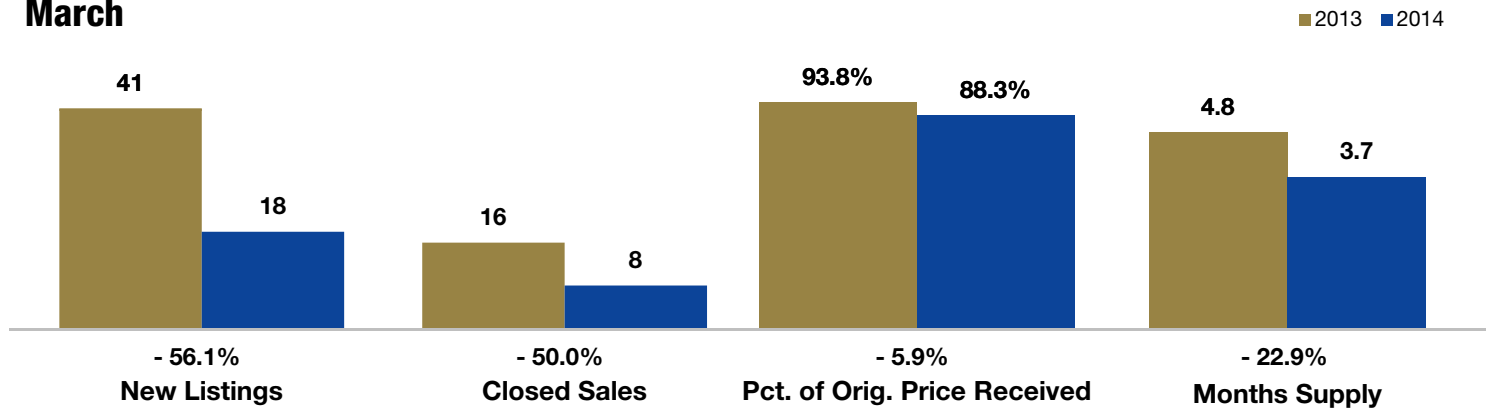


## 1 – Northwest Region

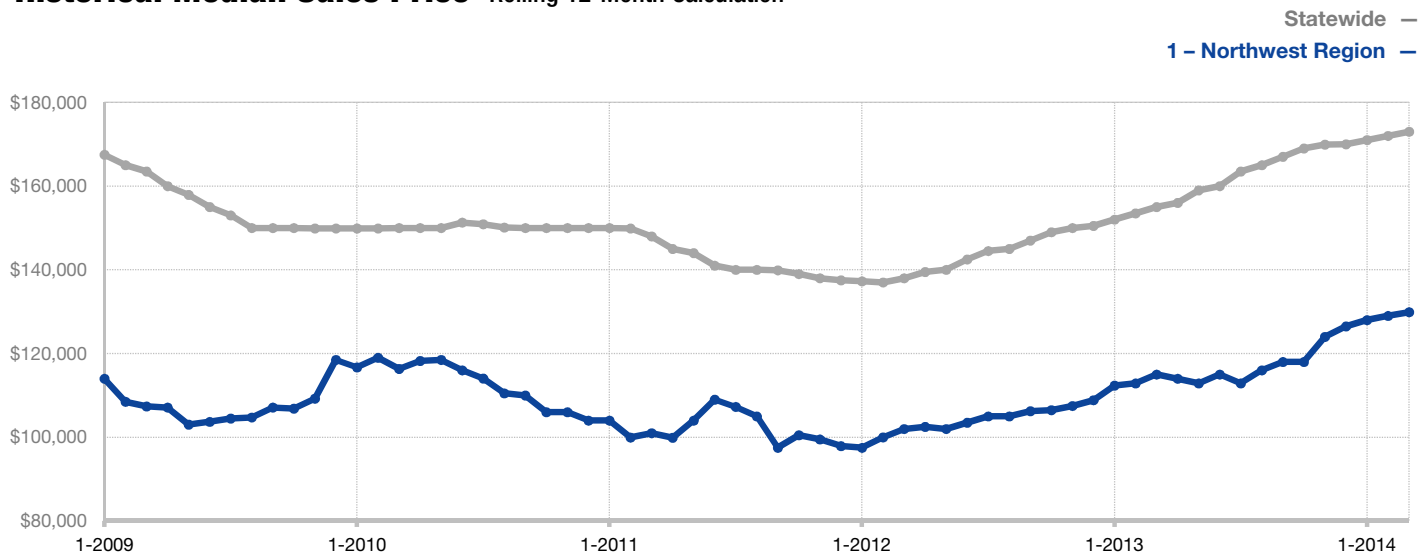
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	41	18	- 56.1%	108	55	- 49.1%
Closed Sales	16	8	- 50.0%	55	20	- 63.6%
Median Sales Price*	\$117,250	\$141,725	+ 20.9%	\$115,000	\$133,125	+ 15.8%
Percent of Original List Price Received*	93.8%	88.3%	- 5.9%	91.3%	86.5%	- 5.3%
Days on Market Until Sale	114	192	+ 68.4%	151	154	+ 2.0%
Months Supply of Inventory	4.8	3.7	- 22.9%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

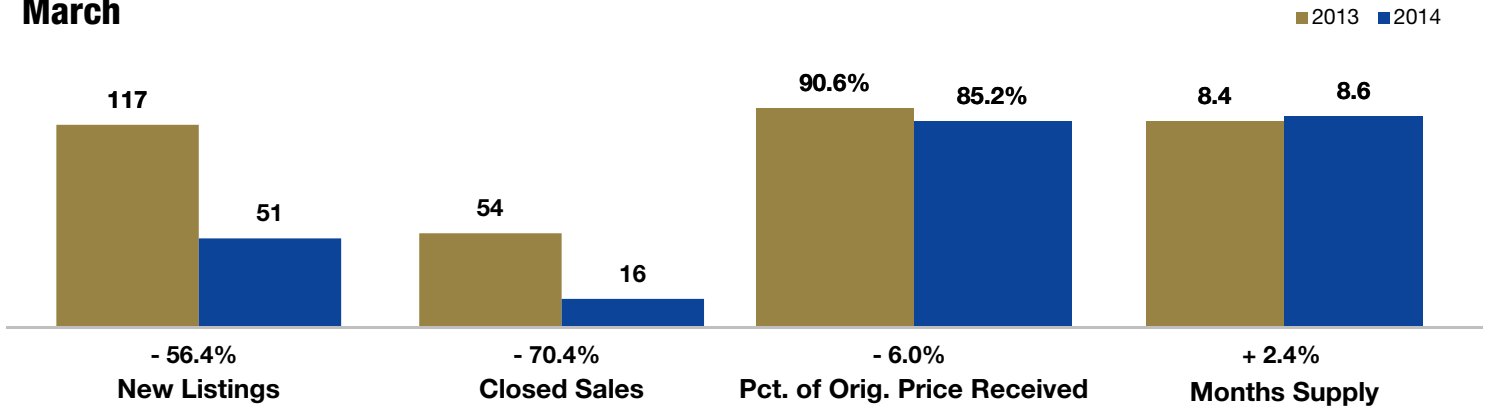


## 2 – Headwaters Region

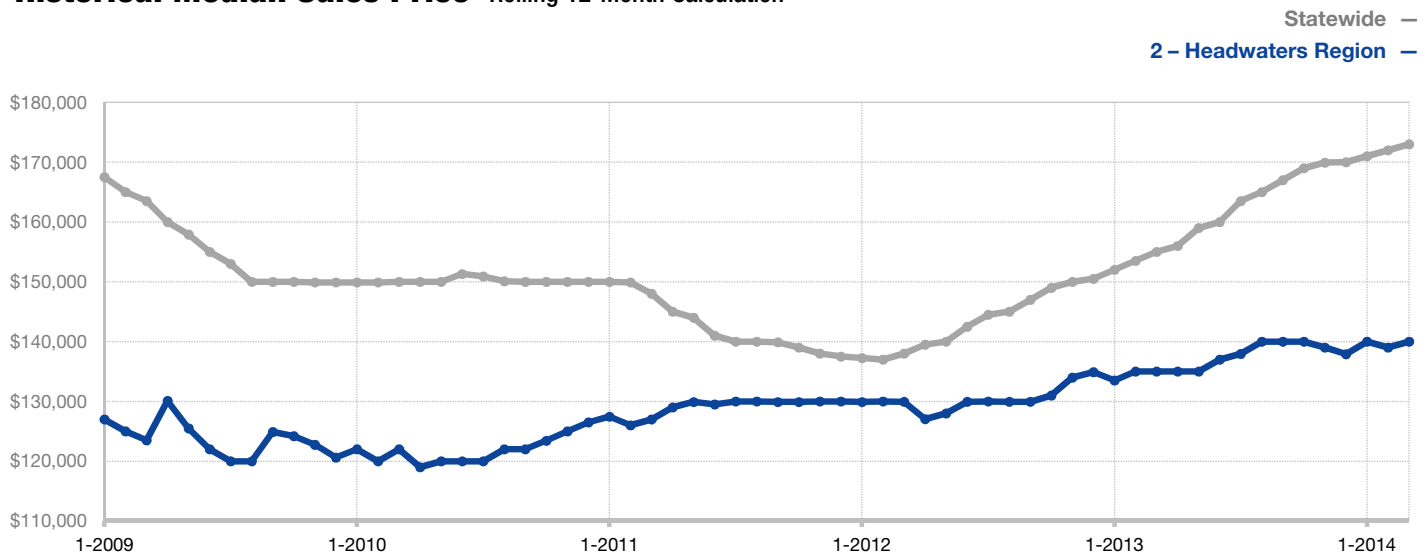
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	117	51	- 56.4%	310	129	- 58.4%
Closed Sales	54	16	- 70.4%	132	34	- 74.2%
Median Sales Price*	\$126,500	\$124,000	- 2.0%	\$125,000	\$120,667	- 3.5%
Percent of Original List Price Received*	90.6%	85.2%	- 6.0%	89.8%	87.3%	- 2.8%
Days on Market Until Sale	153	176	+ 15.0%	144	177	+ 22.9%
Months Supply of Inventory	8.4	8.6	+ 2.4%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 12, 2014. 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 March 2014

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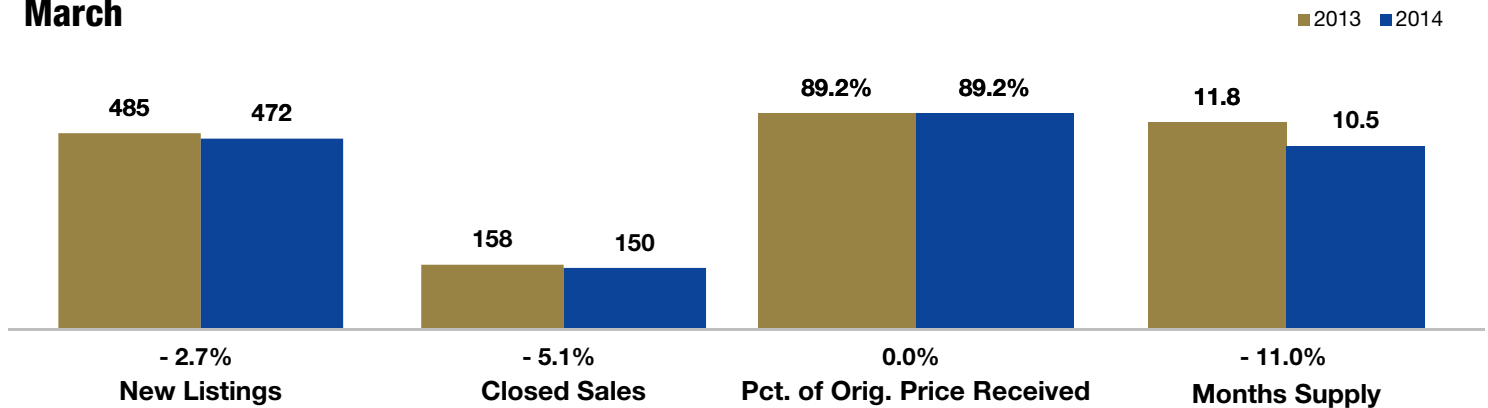


## 3 – Arrowhead Region

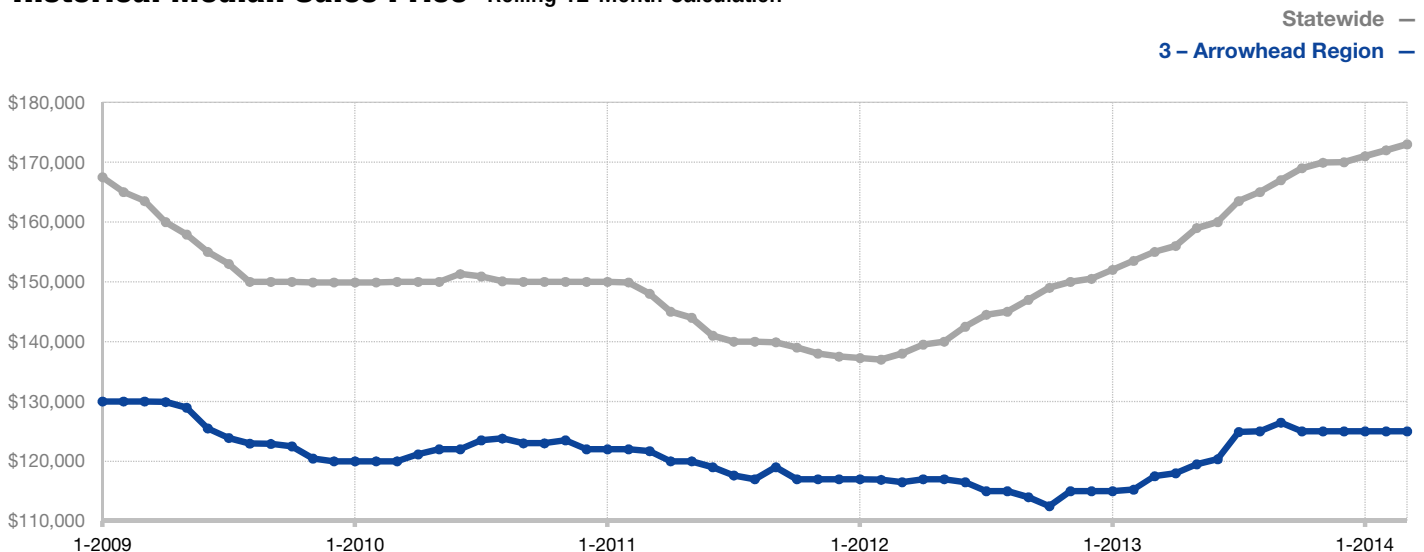
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	485	472	- 2.7%	1,147	1,141	- 0.5%
Closed Sales	158	150	- 5.1%	413	446	+ 8.0%
Median Sales Price*	\$118,500	\$125,345	+ 5.8%	\$99,250	\$111,000	+ 11.8%
Percent of Original List Price Received*	89.2%	89.2%	0.0%	88.1%	89.1%	+ 1.1%
Days on Market Until Sale	151	139	- 7.9%	155	138	- 11.0%
Months Supply of Inventory	11.8	10.5	- 11.0%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

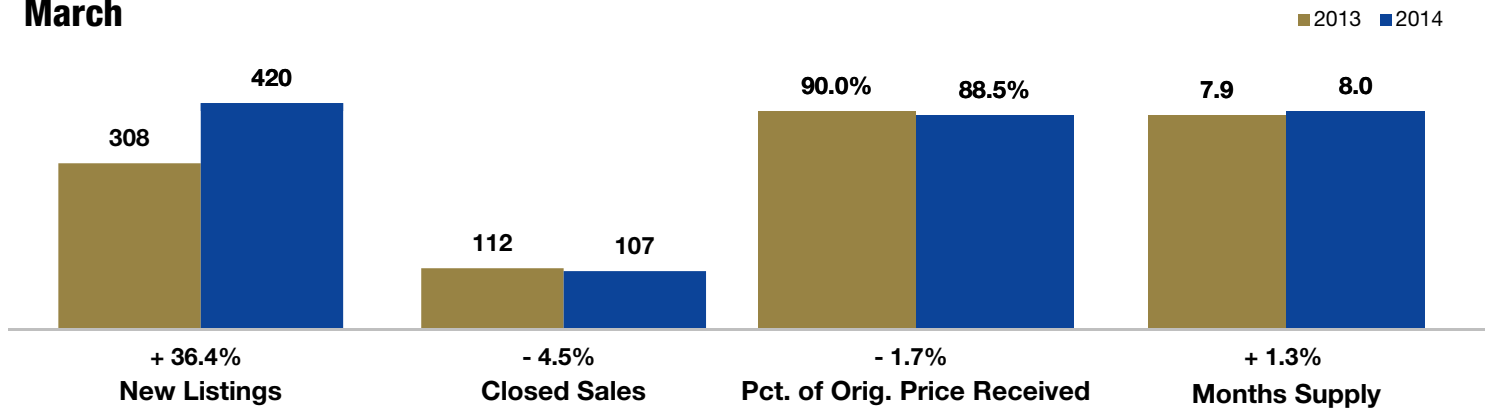


## 4 – West Central Region

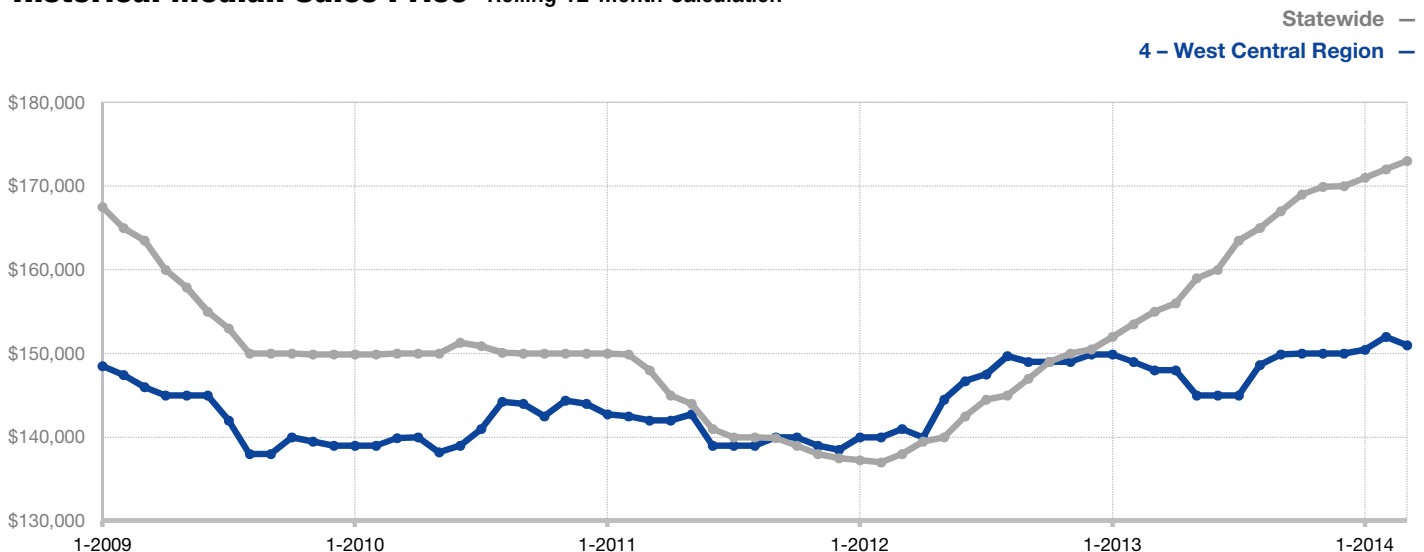
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	308	420	+ 36.4%	735	857	+ 16.6%
Closed Sales	112	107	- 4.5%	303	292	- 3.6%
Median Sales Price*	\$126,438	\$120,000	- 5.1%	\$127,438	\$135,000	+ 5.9%
Percent of Original List Price Received*	90.0%	88.5%	- 1.7%	89.8%	90.0%	+ 0.2%
Days on Market Until Sale	149	161	+ 8.1%	149	164	+ 10.1%
Months Supply of Inventory	7.9	8.0	+ 1.3%	--	--	--

\* 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.

### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

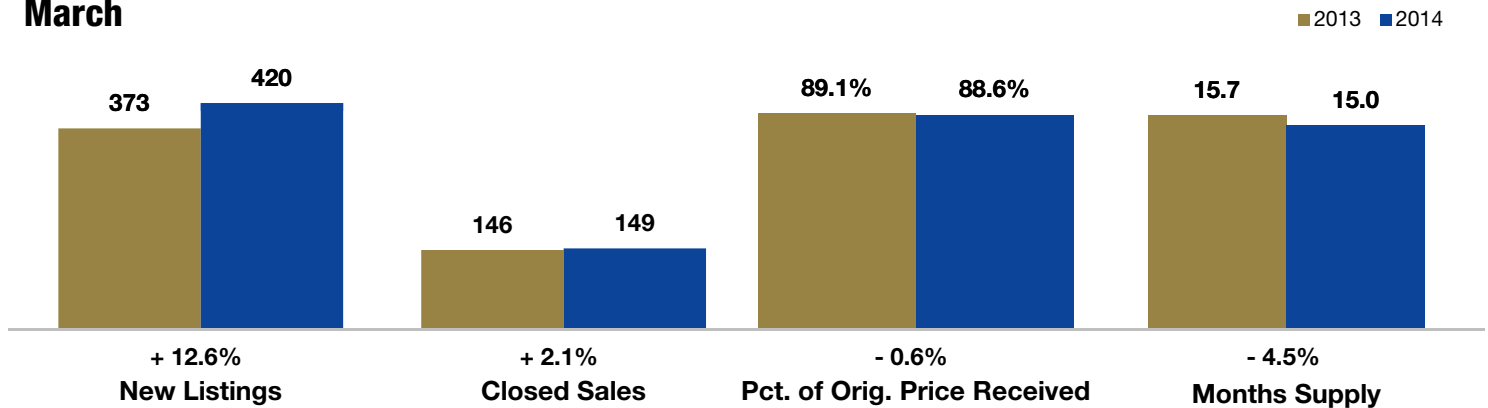


## 5 – North Central Region

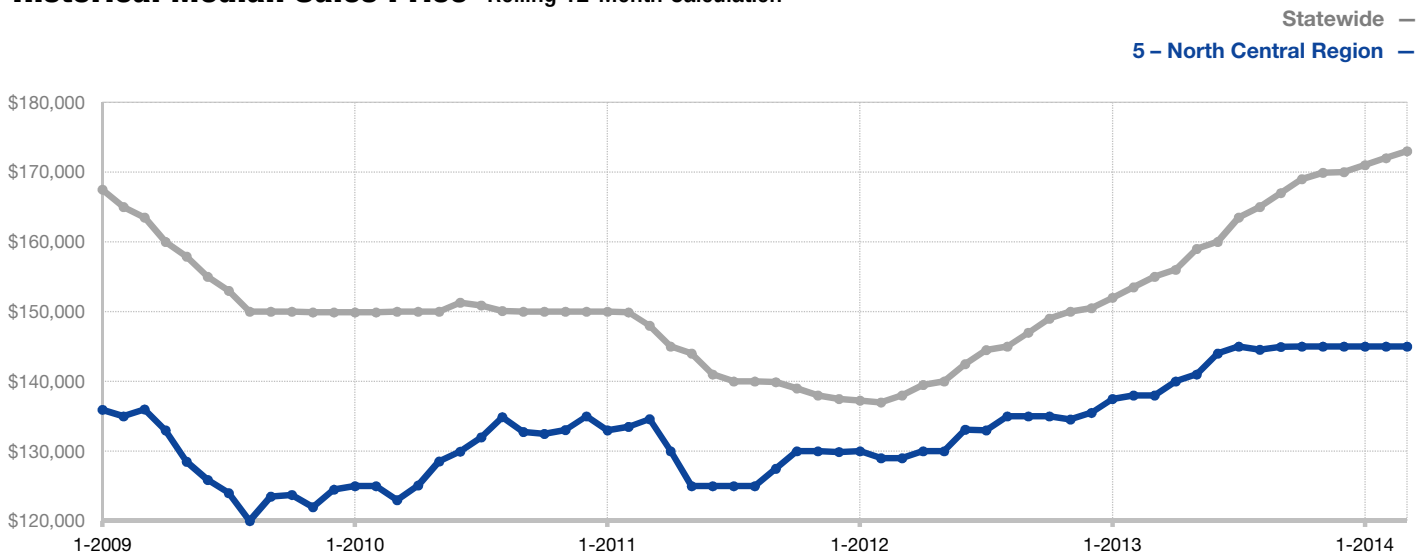
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	373	420	+ 12.6%	895	935	+ 4.5%
Closed Sales	146	149	+ 2.1%	371	340	- 8.4%
Median Sales Price*	\$122,500	\$125,500	+ 2.4%	\$123,900	\$118,150	- 4.6%
Percent of Original List Price Received*	89.1%	88.6%	- 0.6%	89.0%	87.8%	- 1.3%
Days on Market Until Sale	139	139	0.0%	133	132	- 0.8%
Months Supply of Inventory	15.7	15.0	- 4.5%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2014

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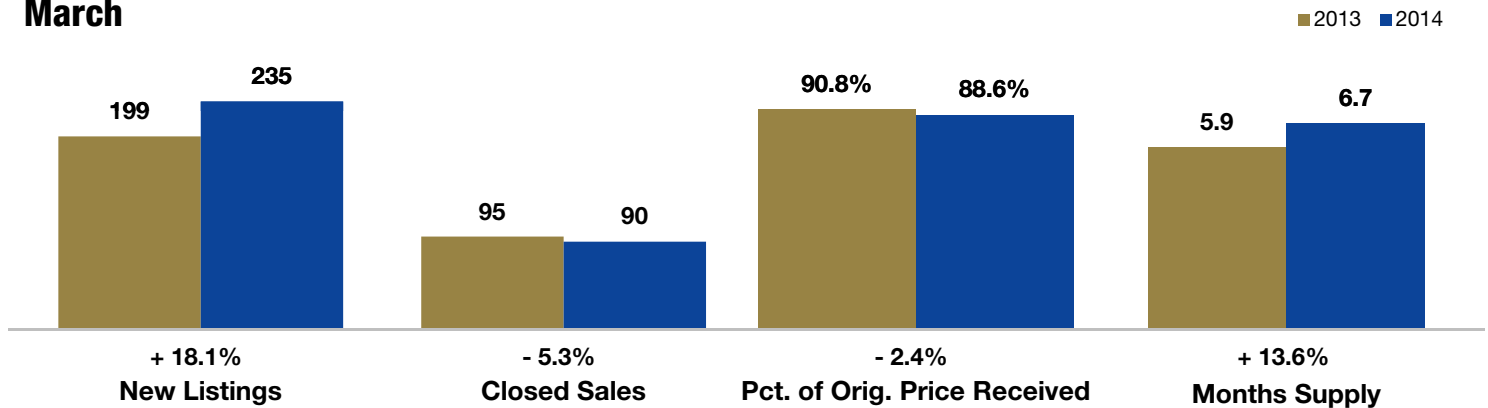


## 6E – Southwest Central Region

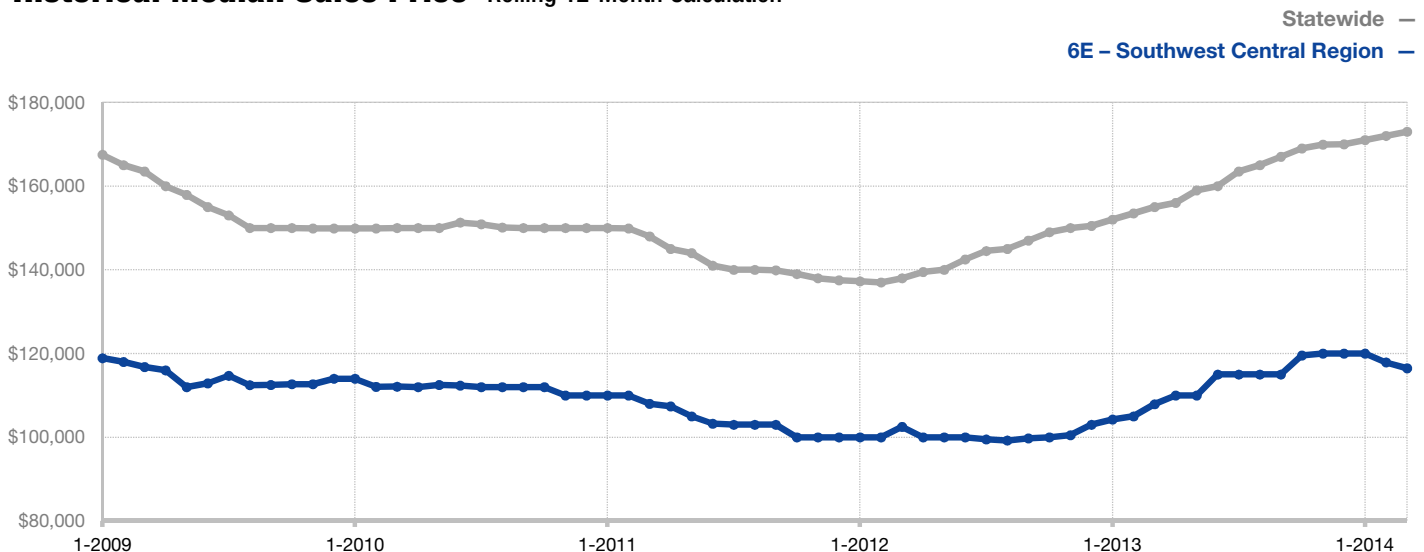
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	199	235	+ 18.1%	529	485	- 8.3%
Closed Sales	95	90	- 5.3%	268	260	- 3.0%
Median Sales Price*	\$113,250	\$98,950	- 12.6%	\$110,000	\$95,000	- 13.6%
Percent of Original List Price Received*	90.8%	88.6%	- 2.4%	89.3%	88.8%	- 0.6%
Days on Market Until Sale	110	126	+ 14.5%	110	116	+ 5.5%
Months Supply of Inventory	5.9	6.7	+ 13.6%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

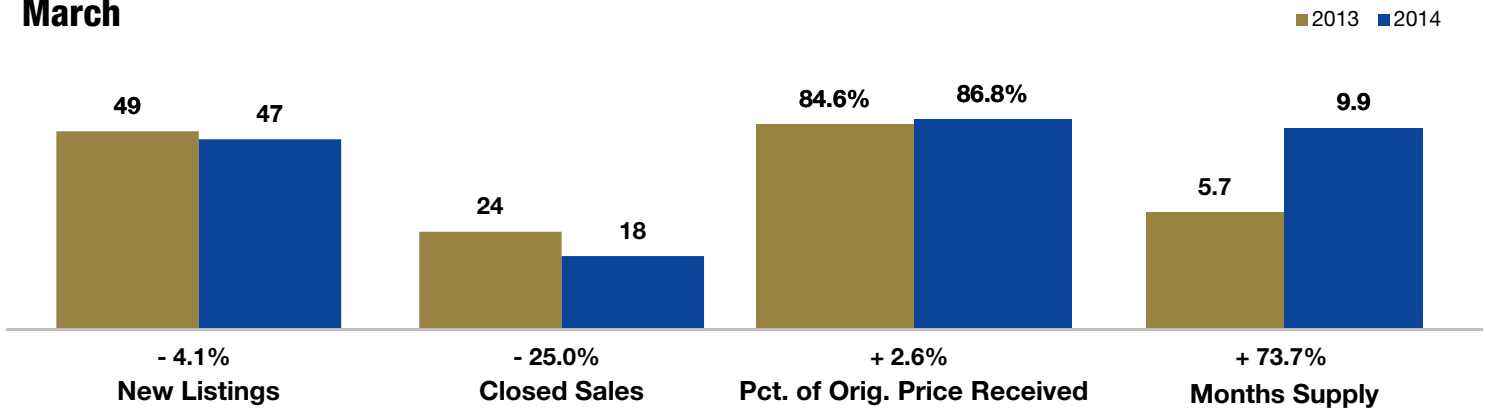


## 6W – Upper Minnesota Valley Region

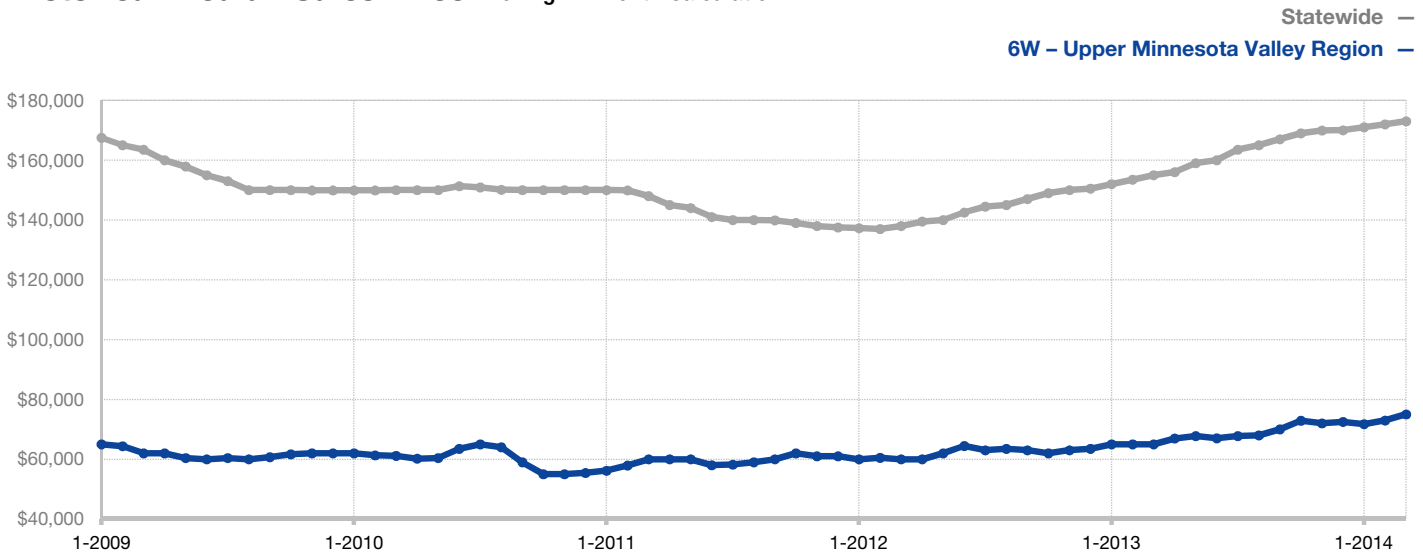
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	49	47	- 4.1%	118	116	- 1.7%
Closed Sales	24	18	- 25.0%	59	62	+ 5.1%
Median Sales Price*	\$54,000	\$75,750	+ 40.3%	\$59,000	\$69,600	+ 18.0%
Percent of Original List Price Received*	84.6%	86.8%	+ 2.6%	83.7%	86.7%	+ 3.6%
Days on Market Until Sale	213	189	- 11.3%	200	182	- 9.0%
Months Supply of Inventory	5.7	9.9	+ 73.7%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for March 2014

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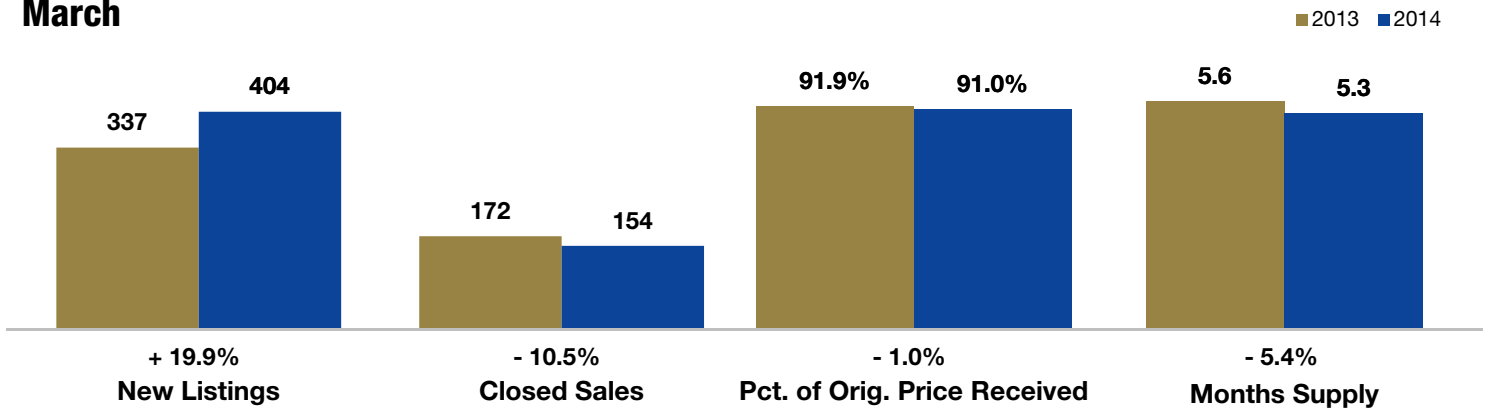


## 7E – East Central Region

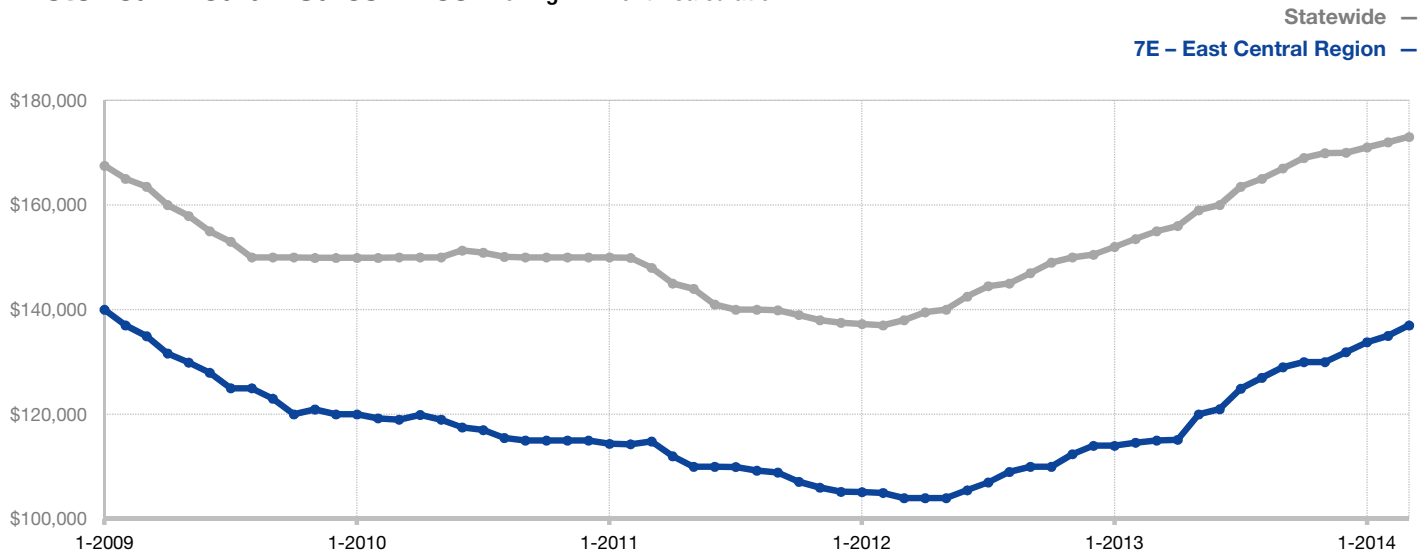
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	337	404	+ 19.9%	872	841	- 3.6%
Closed Sales	172	154	- 10.5%	468	418	- 10.7%
Median Sales Price*	\$118,000	\$135,000	+ 14.4%	\$105,000	\$130,750	+ 24.5%
Percent of Original List Price Received*	91.9%	91.0%	- 1.0%	90.6%	91.2%	+ 0.7%
Days on Market Until Sale	86	94	+ 9.3%	82	88	+ 7.3%
Months Supply of Inventory	5.6	5.3	- 5.4%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

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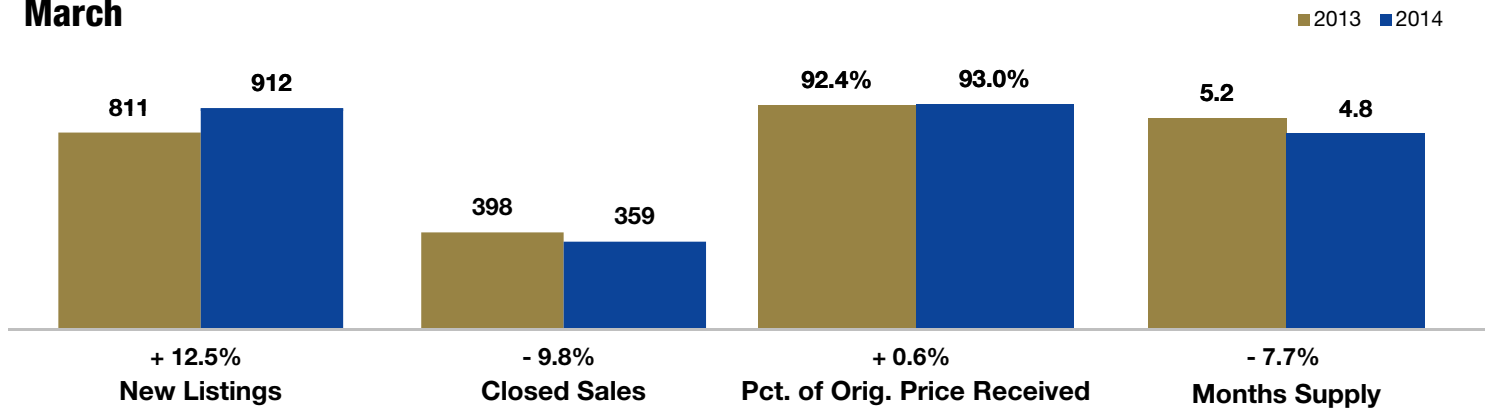


## 7W – Central Region

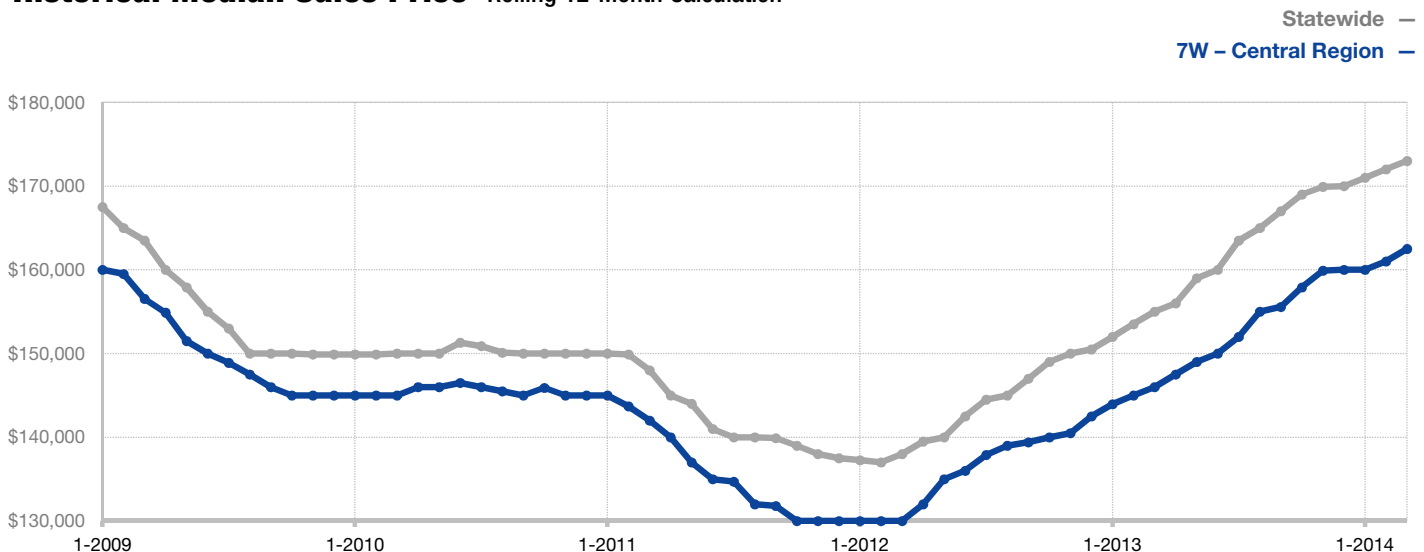
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	811	<b>912</b>	+ 12.5%	1,989	<b>1,980</b>	- 0.5%
Closed Sales	398	<b>359</b>	- 9.8%	1,026	<b>932</b>	- 9.2%
Median Sales Price*	\$149,900	<b>\$158,000</b>	+ 5.4%	\$145,000	<b>\$158,000</b>	+ 9.0%
Percent of Original List Price Received*	92.4%	<b>93.0%</b>	+ 0.6%	91.9%	<b>92.6%</b>	+ 0.8%
Days on Market Until Sale	84	<b>91</b>	+ 8.3%	85	<b>84</b>	- 1.2%
Months Supply of Inventory	5.2	<b>4.8</b>	- 7.7%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2014

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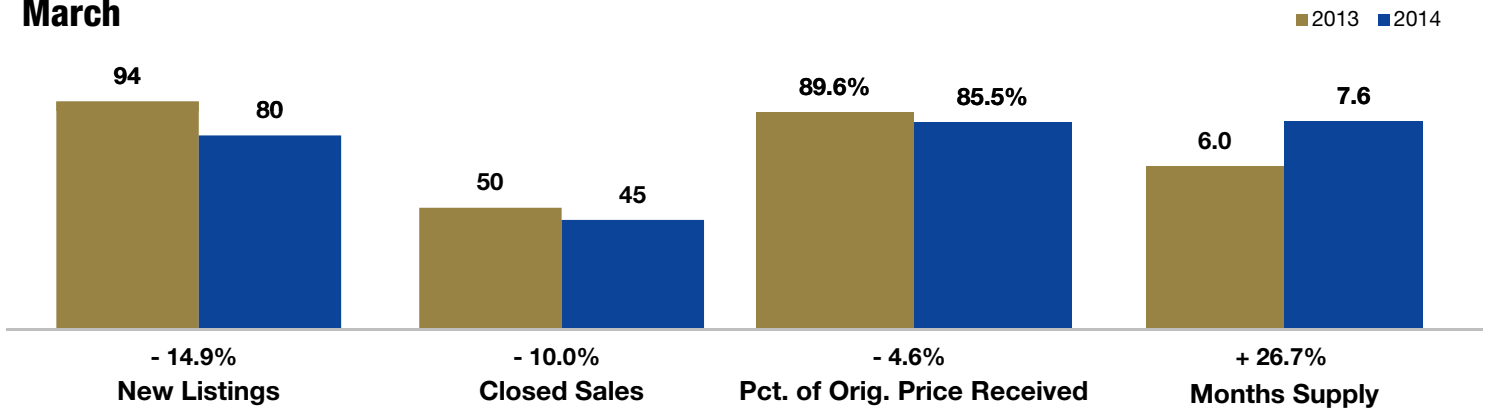


## 8 – Southwest Region

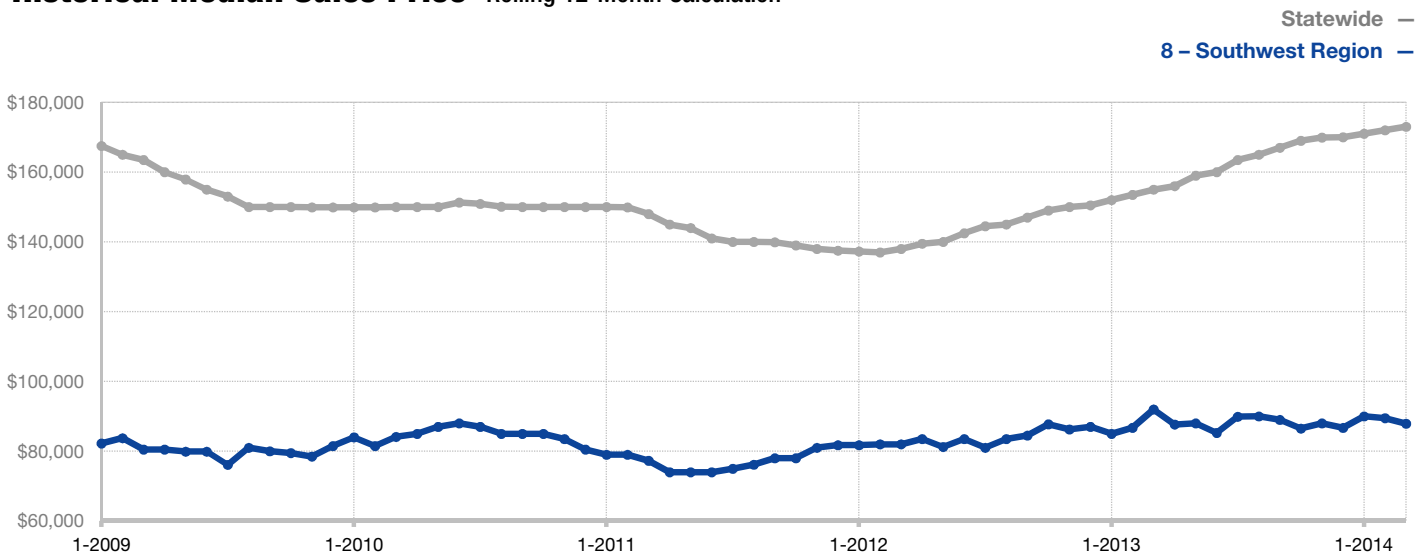
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	94	80	- 14.9%	249	217	- 12.9%
Closed Sales	50	45	- 10.0%	141	120	- 14.9%
Median Sales Price*	\$101,500	<b>\$82,900</b>	- 18.3%	\$81,000	<b>\$82,900</b>	+ 2.3%
Percent of Original List Price Received*	89.6%	<b>85.5%</b>	- 4.6%	87.5%	<b>84.9%</b>	- 3.0%
Days on Market Until Sale	149	<b>170</b>	+ 14.1%	162	<b>196</b>	+ 21.0%
Months Supply of Inventory	6.0	<b>7.6</b>	+ 26.7%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

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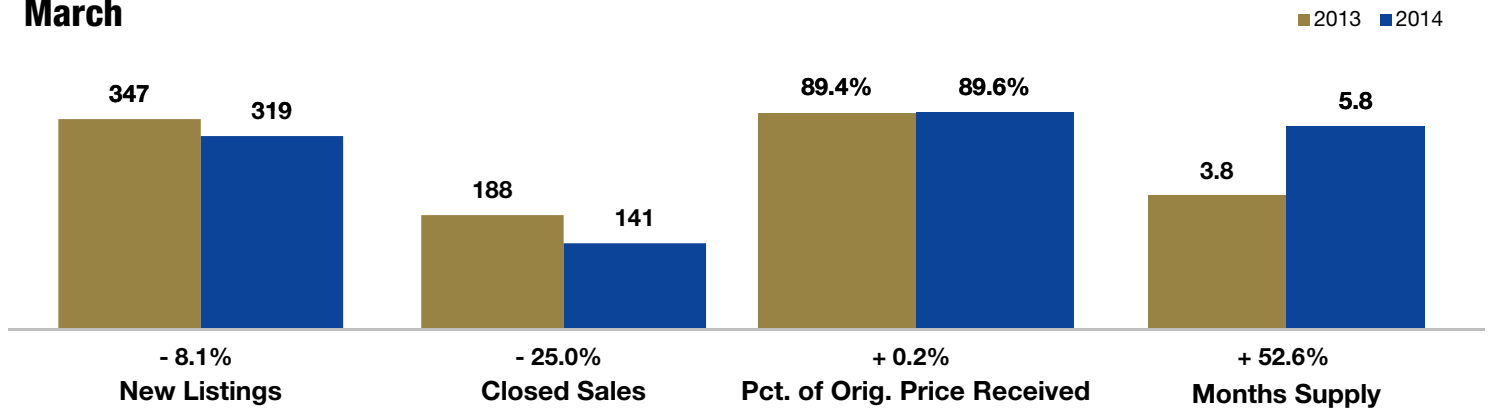


## 9 – South Central Region

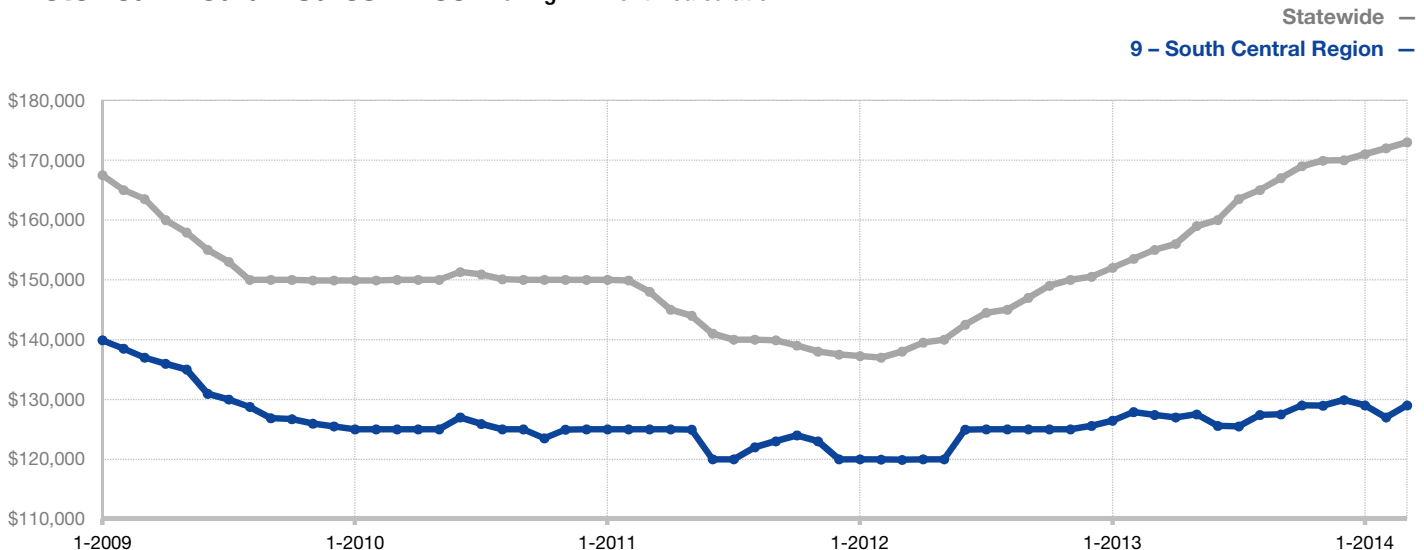
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	347	319	- 8.1%	852	714	- 16.2%
Closed Sales	188	141	- 25.0%	497	441	- 11.3%
Median Sales Price*	\$104,750	\$117,200	+ 11.9%	\$109,950	\$109,000	- 0.9%
Percent of Original List Price Received*	89.4%	89.6%	+ 0.2%	88.9%	90.0%	+ 1.2%
Days on Market Until Sale	142	150	+ 5.6%	158	148	- 6.3%
Months Supply of Inventory	3.8	5.8	+ 52.6%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for March 2014

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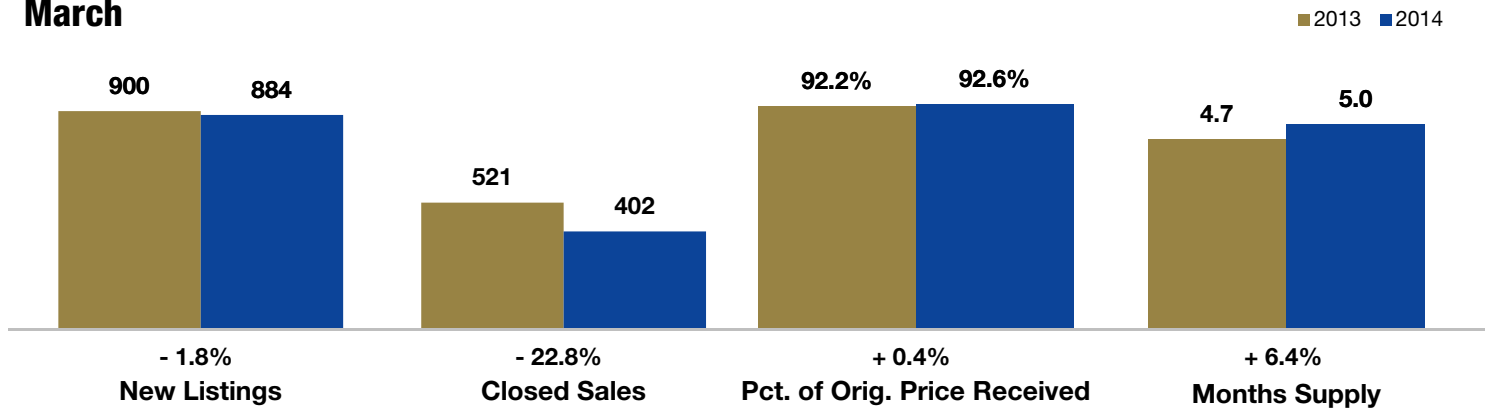


## 10 – Southeast Region

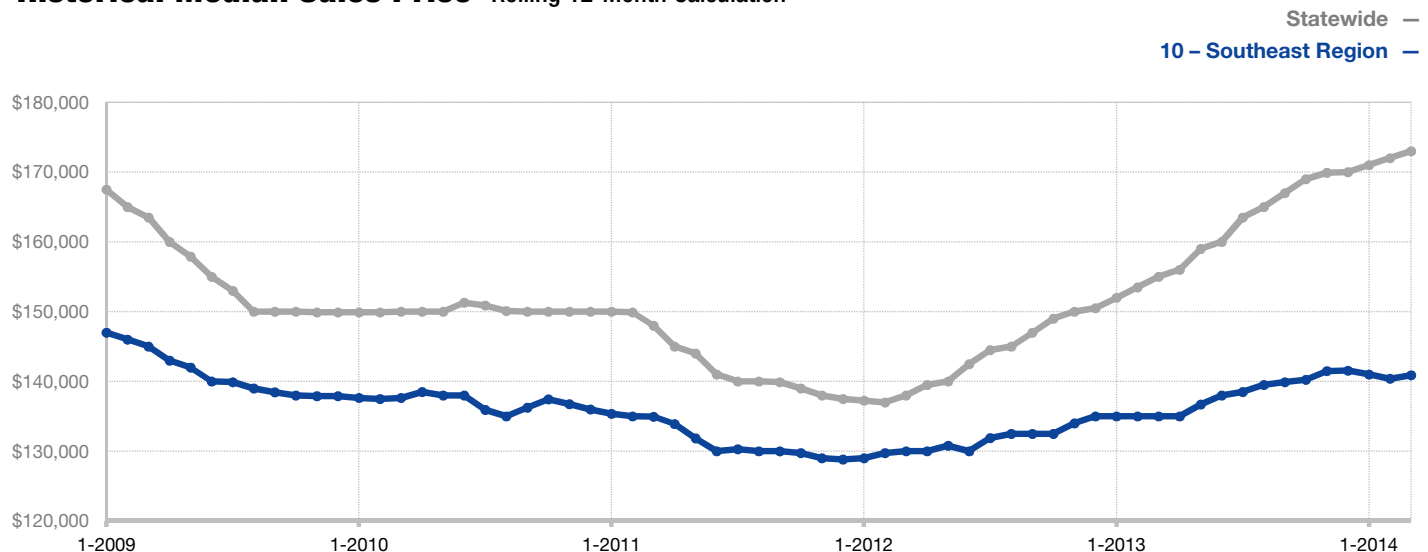
Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	900	884	- 1.8%	2,192	1,975	- 9.9%
Closed Sales	521	402	- 22.8%	1,261	1,139	- 9.7%
Median Sales Price*	\$136,750	\$137,250	+ 0.4%	\$130,000	\$128,000	- 1.5%
Percent of Original List Price Received*	92.2%	92.6%	+ 0.4%	91.3%	91.3%	0.0%
Days on Market Until Sale	123	122	- 0.8%	128	125	- 2.3%
Months Supply of Inventory	4.7	5.0	+ 6.4%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for March 2014

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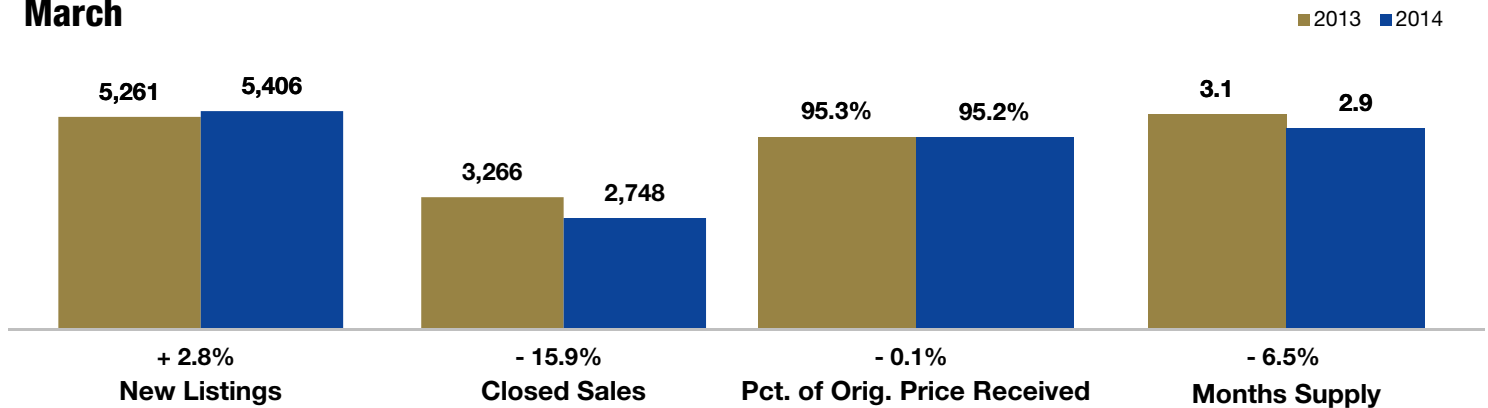


## 11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2013	2014	Percent Change	Thru 3-2013	Thru 3-2014	Percent Change
New Listings	5,261	<b>5,406</b>	+ 2.8%	13,539	<b>13,090</b>	- 3.3%
Closed Sales	3,266	<b>2,748</b>	- 15.9%	8,265	<b>7,163</b>	- 13.3%
Median Sales Price*	\$182,000	<b>\$196,000</b>	+ 7.7%	\$170,000	<b>\$189,900</b>	+ 11.7%
Percent of Original List Price Received*	95.3%	<b>95.2%</b>	- 0.1%	94.5%	<b>94.2%</b>	- 0.3%
Days on Market Until Sale	65	<b>66</b>	+ 1.5%	68	<b>67</b>	- 1.5%
Months Supply of Inventory	3.1	<b>2.9</b>	- 6.5%	--	--	--

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### March



### Historical Median Sales Price Rolling 12-Month Calculation

