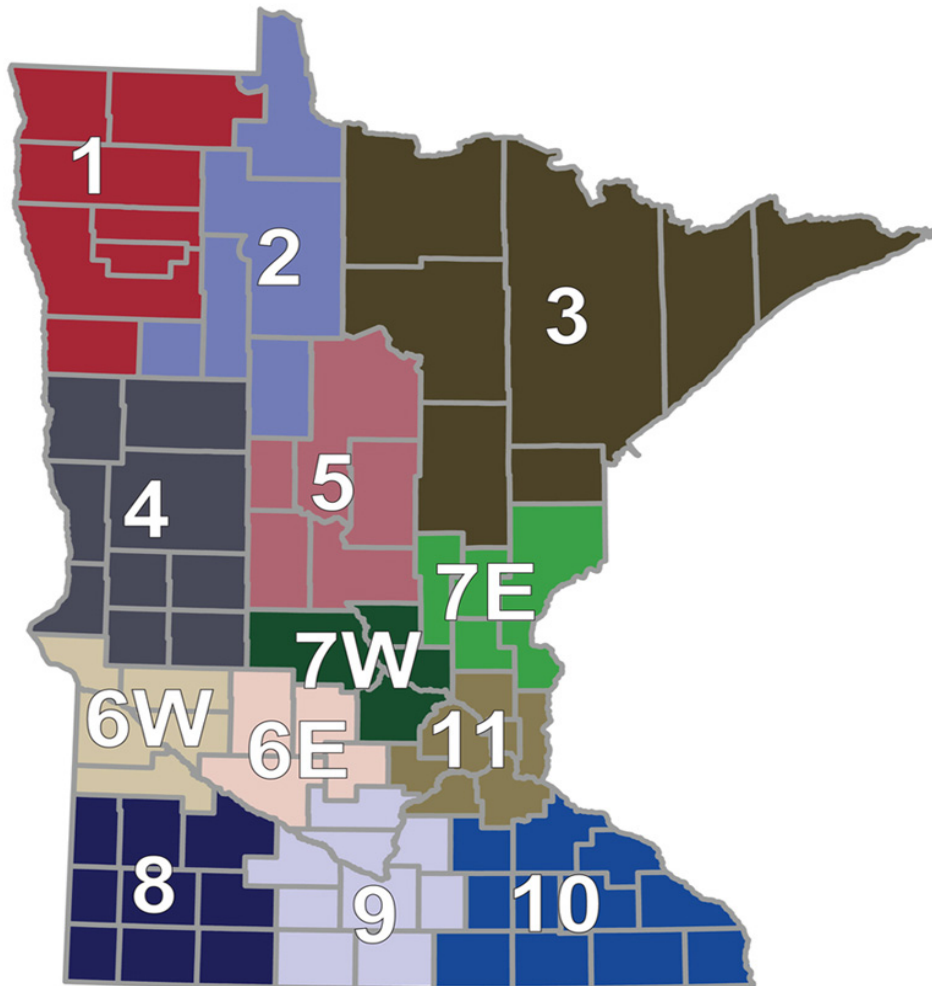














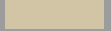
# Local Market Updates for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



- |   |   |   |   |
|---|---|---|---|
|  | <b>1 - Northwest Region</b>               |  | <b>7E - East Central Region</b>         |
|  | <b>2 - Headwaters Region</b>              |  | <b>7W - Central Region</b>              |
|  | <b>3 - Arrowhead Region</b>               |  | <b>8 - Southwest Region</b>             |
|  | <b>4 - West Central Region</b>            |  | <b>9 - South Central Region</b>         |
|  | <b>5 - North Central Region</b>           |  | <b>10 - Southeast Region</b>            |
|  | <b>6E - Southwest Central Region</b>      |  | <b>11 - 7-County Twin Cities Region</b> |
|  | <b>6W - Upper Minnesota Valley Region</b> |   |   |

# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

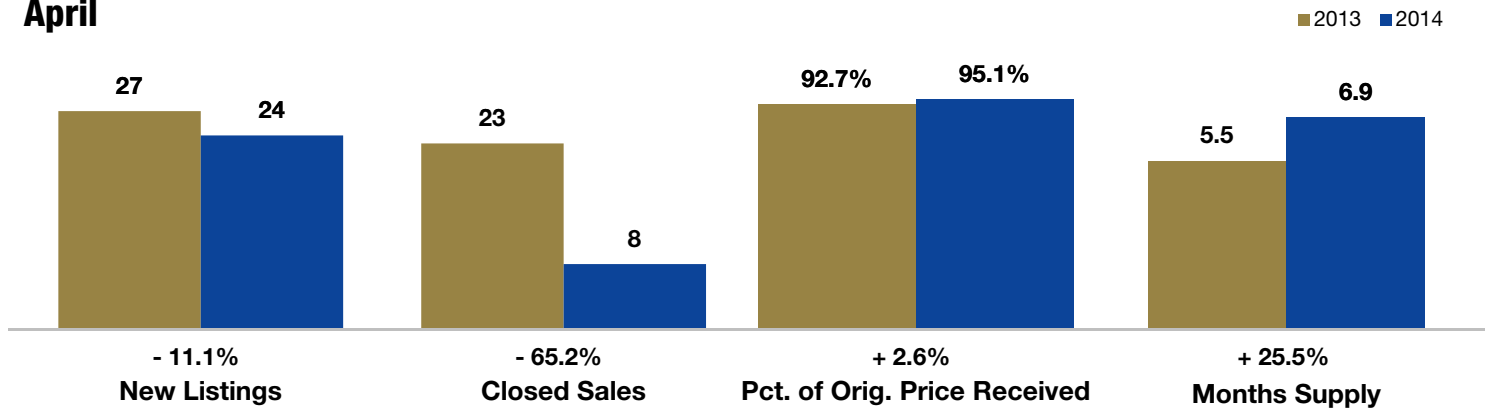


## 1 – Northwest Region

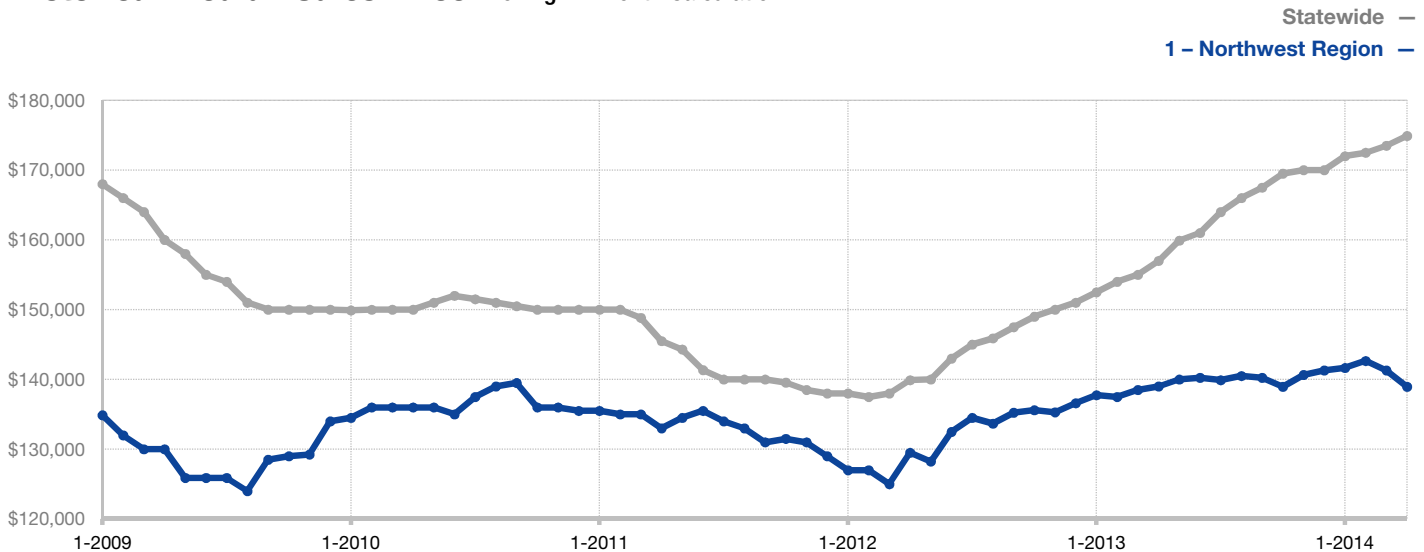
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	27	24	- 11.1%	94	80	- 14.9%
Closed Sales	23	8	- 65.2%	51	28	- 45.1%
Median Sales Price*	\$144,500	\$115,500	- 20.1%	\$142,000	\$132,525	- 6.7%
Percent of Original List Price Received*	92.7%	95.1%	+ 2.6%	91.4%	89.1%	- 2.5%
Days on Market Until Sale	142	101	- 28.9%	138	139	+ 0.7%
Months Supply of Inventory	5.5	6.9	+ 25.5%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

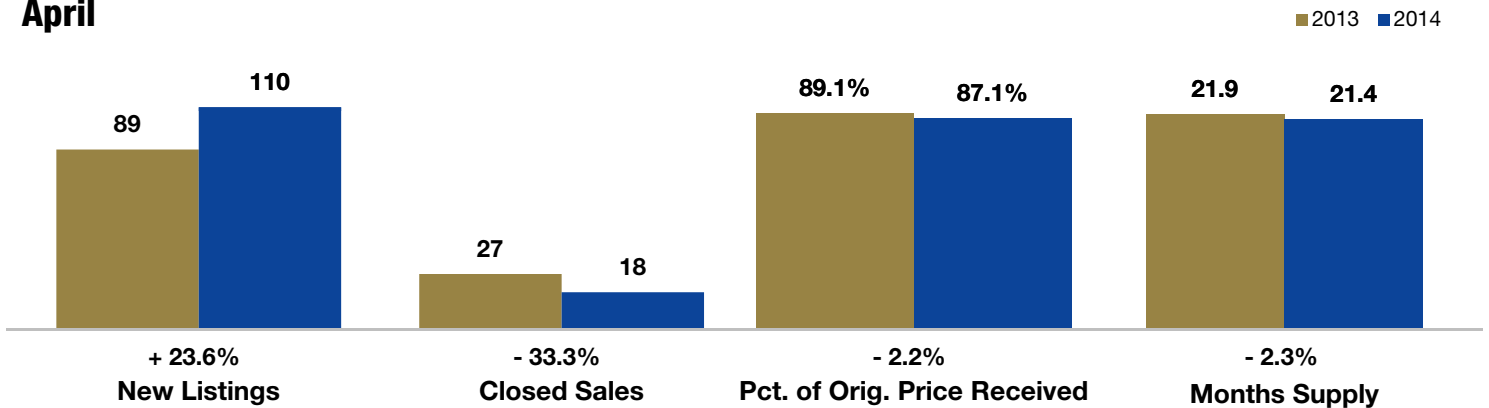


## 2 – Headwaters Region

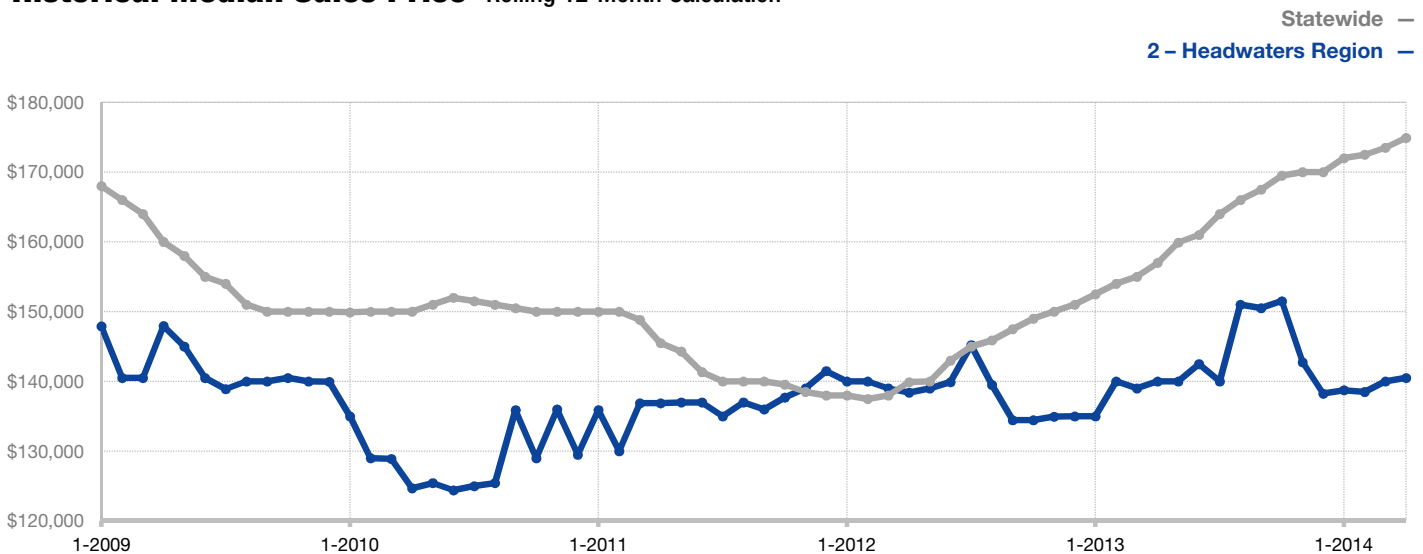
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	89	110	+ 23.6%	213	239	+ 12.2%
Closed Sales	27	18	- 33.3%	70	52	- 25.7%
Median Sales Price*	\$135,000	\$144,500	+ 7.0%	\$128,250	\$131,000	+ 2.1%
Percent of Original List Price Received*	89.1%	87.1%	- 2.2%	89.3%	87.3%	- 2.2%
Days on Market Until Sale	164	182	+ 11.0%	151	179	+ 18.5%
Months Supply of Inventory	21.9	21.4	- 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

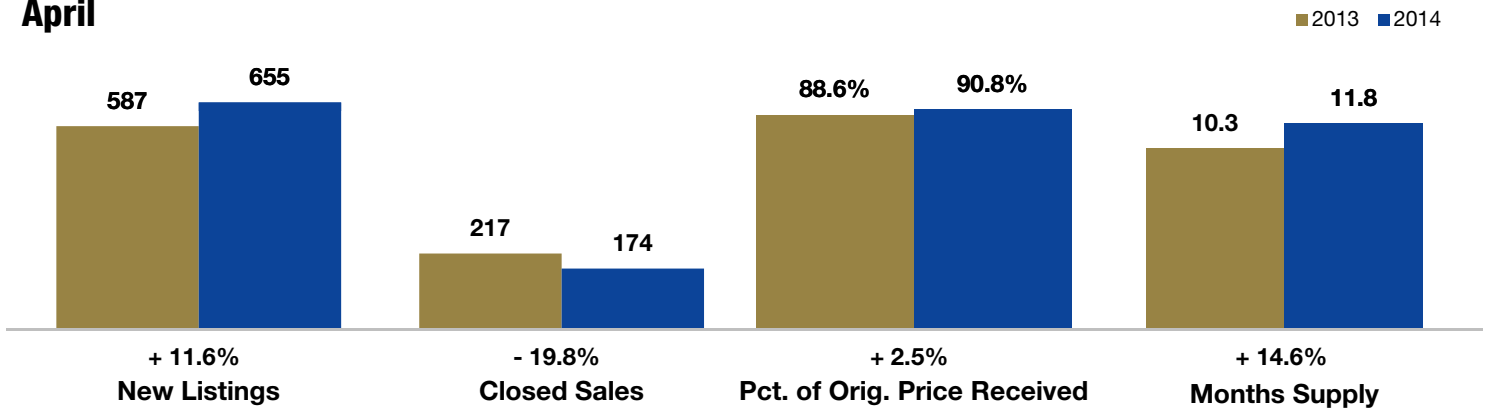


## 3 – Arrowhead Region

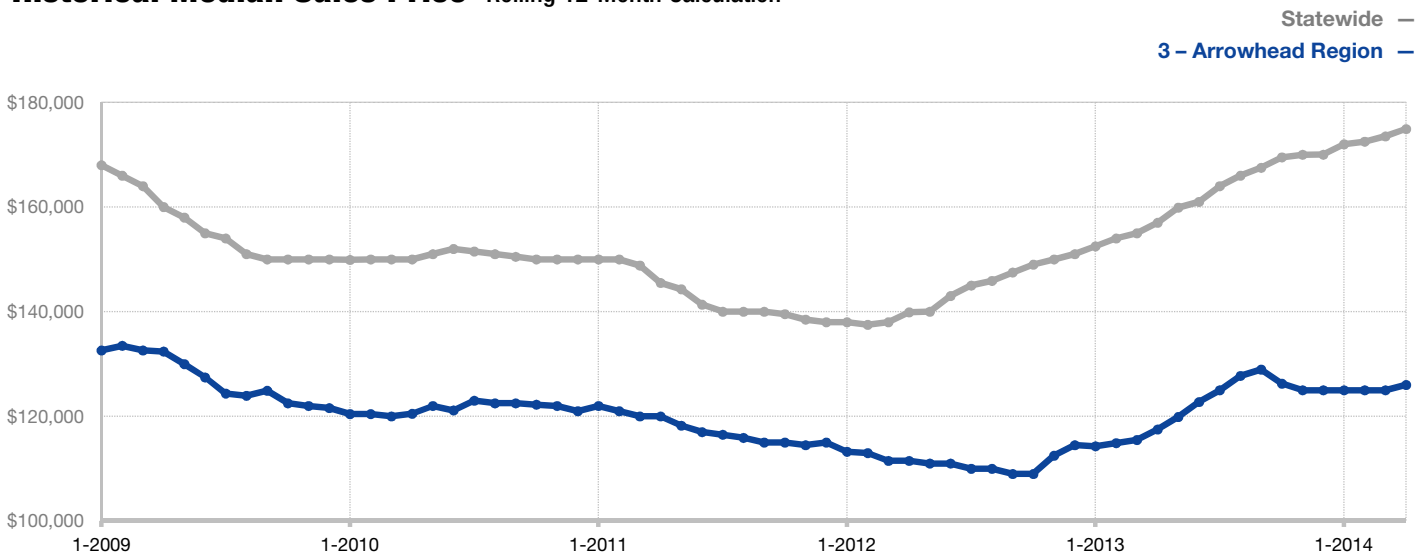
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	587	655	+ 11.6%	1,680	1,801	+ 7.2%
Closed Sales	217	174	- 19.8%	622	632	+ 1.6%
Median Sales Price*	\$124,500	\$131,250	+ 5.4%	\$105,000	\$119,000	+ 13.3%
Percent of Original List Price Received*	88.6%	90.8%	+ 2.5%	88.4%	89.5%	+ 1.2%
Days on Market Until Sale	141	148	+ 5.0%	146	140	- 4.1%
Months Supply of Inventory	10.3	11.8	+ 14.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

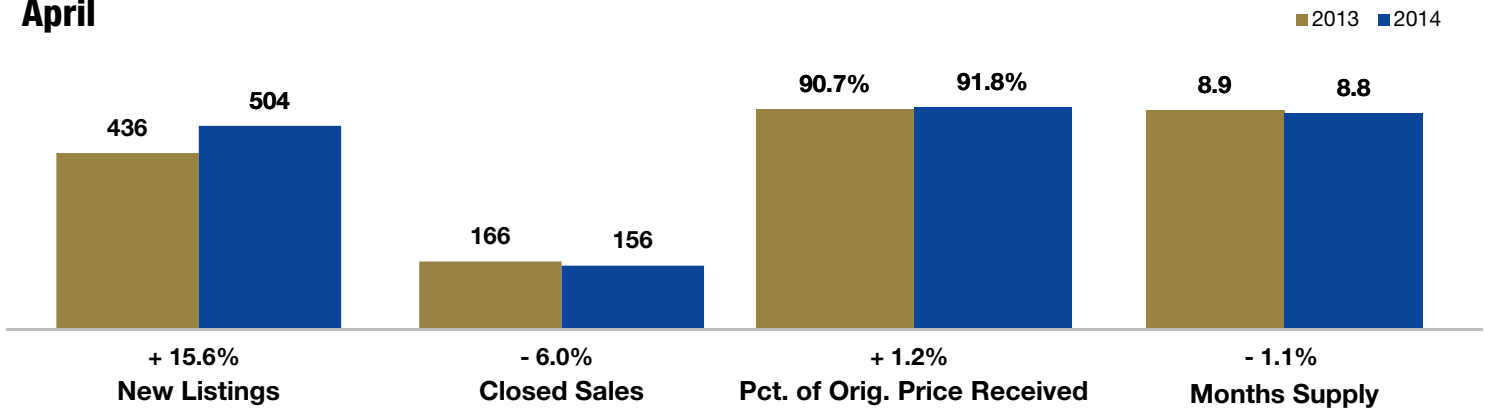


## 4 – West Central Region

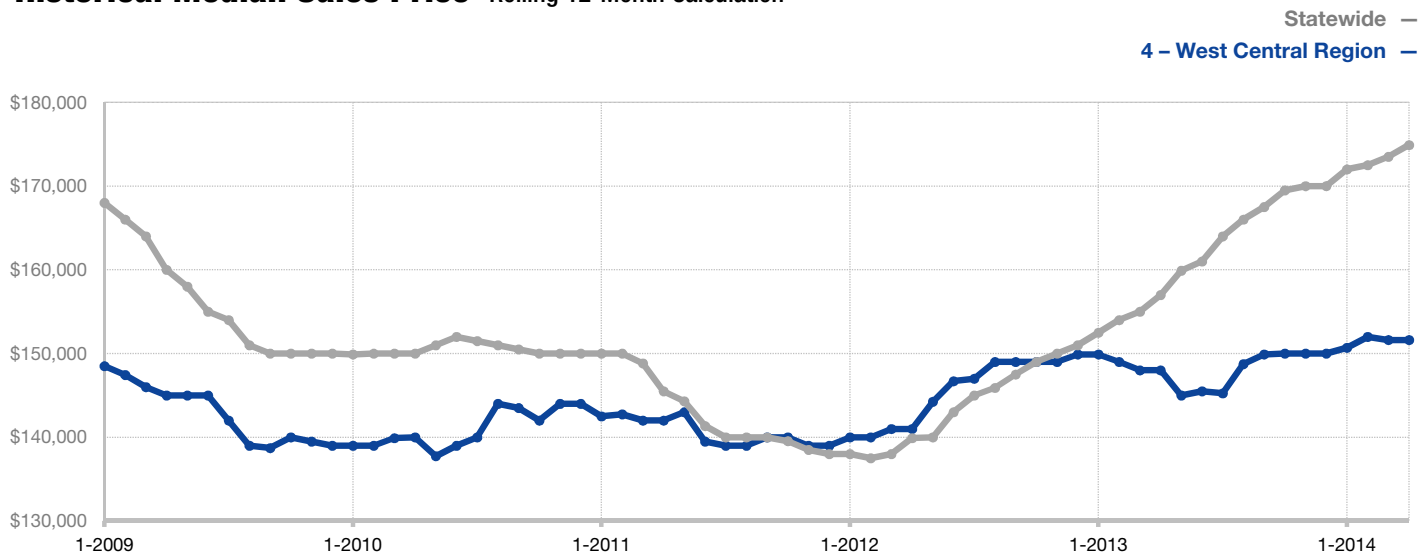
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	436	504	+ 15.6%	1,159	1,363	+ 17.6%
Closed Sales	166	156	- 6.0%	470	451	- 4.0%
Median Sales Price*	\$139,400	\$140,000	+ 0.4%	\$133,750	\$135,000	+ 0.9%
Percent of Original List Price Received*	90.7%	91.8%	+ 1.2%	90.1%	90.6%	+ 0.6%
Days on Market Until Sale	166	152	- 8.4%	159	158	- 0.6%
Months Supply of Inventory	8.9	8.8	- 1.1%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

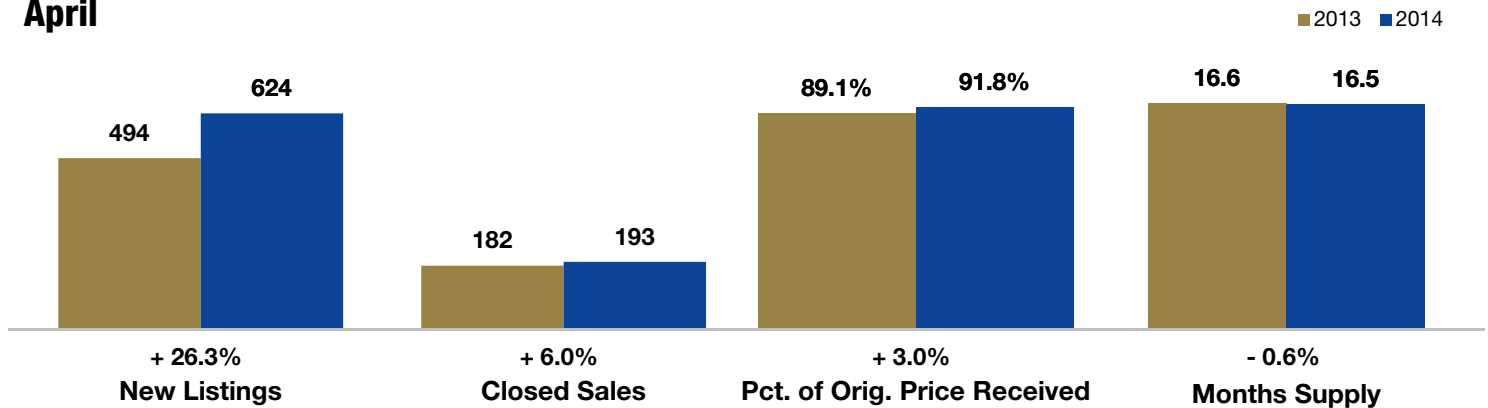


## 5 – North Central Region

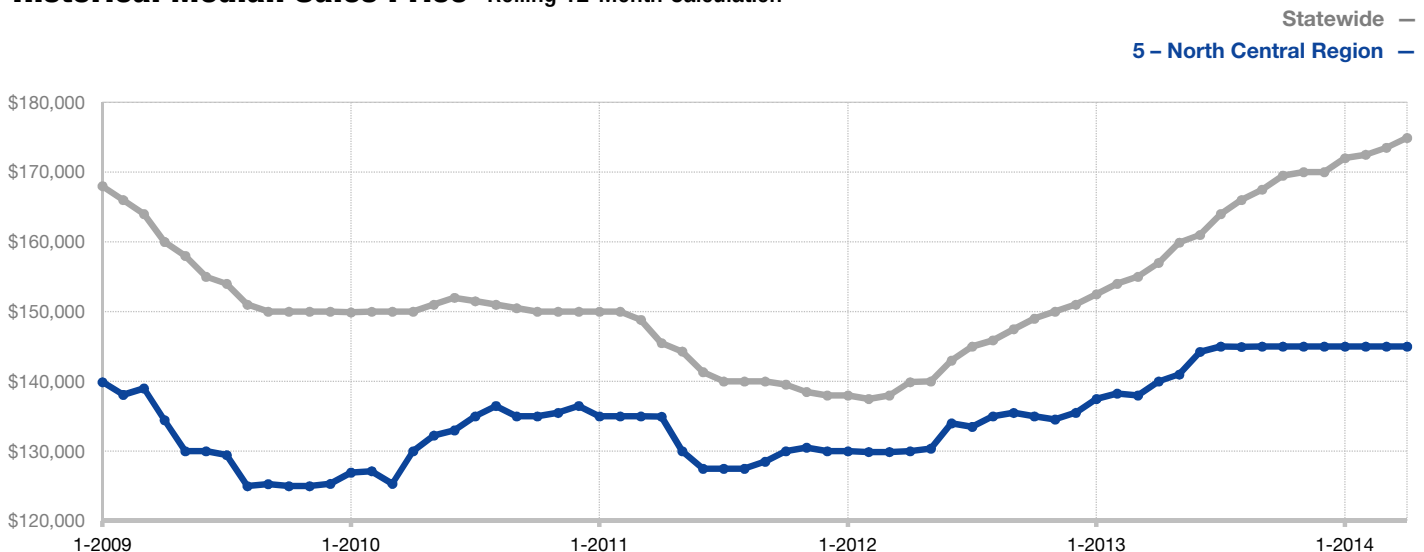
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	494	<b>624</b>	+ 26.3%	1,387	<b>1,560</b>	+ 12.5%
Closed Sales	182	<b>193</b>	+ 6.0%	551	<b>533</b>	- 3.3%
Median Sales Price*	\$142,000	<b>\$144,500</b>	+ 1.8%	\$125,000	<b>\$126,000</b>	+ 0.8%
Percent of Original List Price Received*	89.1%	<b>91.8%</b>	+ 3.0%	89.1%	<b>89.2%</b>	+ 0.1%
Days on Market Until Sale	130	<b>124</b>	- 4.6%	132	<b>129</b>	- 2.3%
Months Supply of Inventory	16.6	<b>16.5</b>	- 0.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

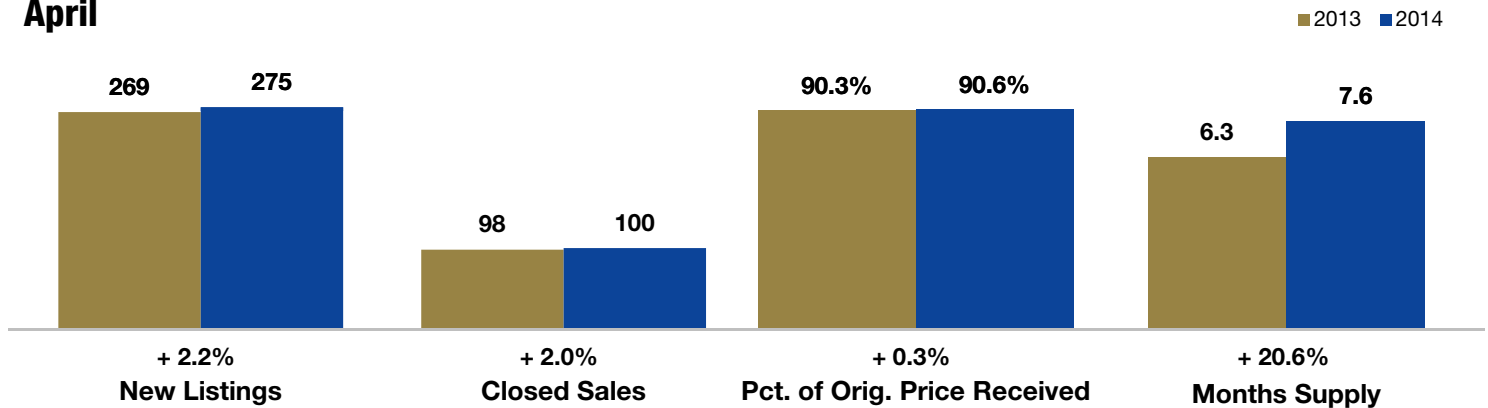


## 6E – Southwest Central Region

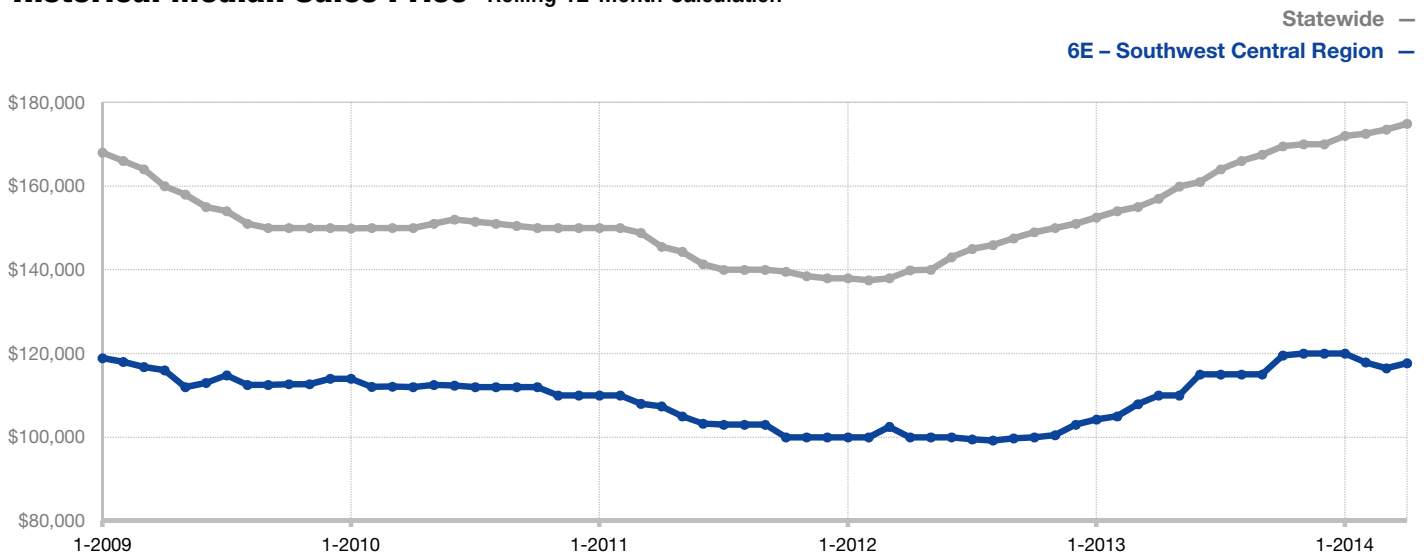
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	269	275	+ 2.2%	798	760	- 4.8%
Closed Sales	98	100	+ 2.0%	366	361	- 1.4%
Median Sales Price*	\$117,000	\$130,900	+ 11.9%	\$112,500	\$101,000	- 10.2%
Percent of Original List Price Received*	90.3%	90.6%	+ 0.3%	89.6%	89.4%	- 0.2%
Days on Market Until Sale	131	148	+ 13.0%	115	125	+ 8.7%
Months Supply of Inventory	6.3	7.6	+ 20.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

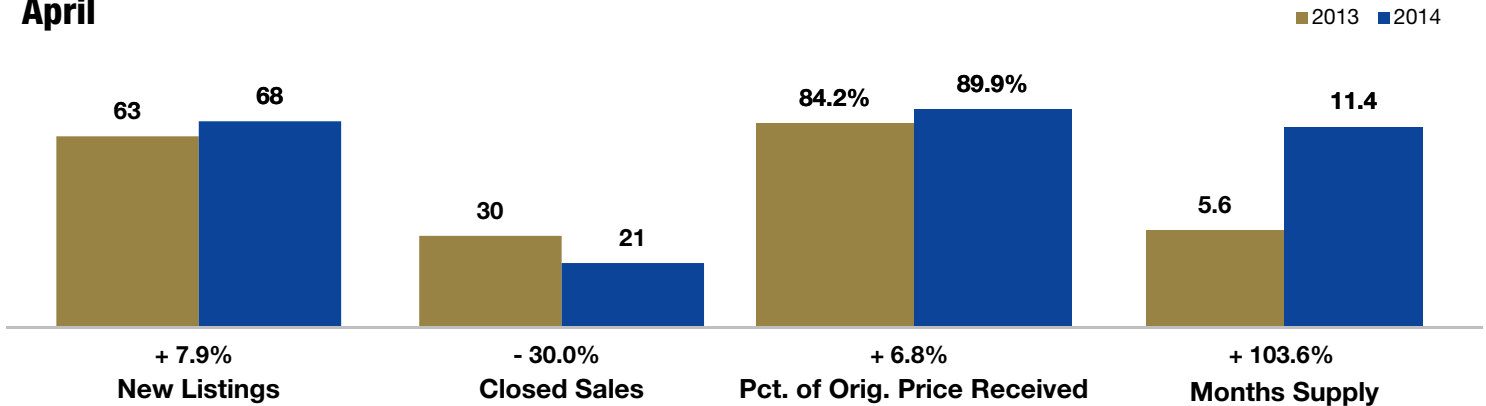


## 6W – Upper Minnesota Valley Region

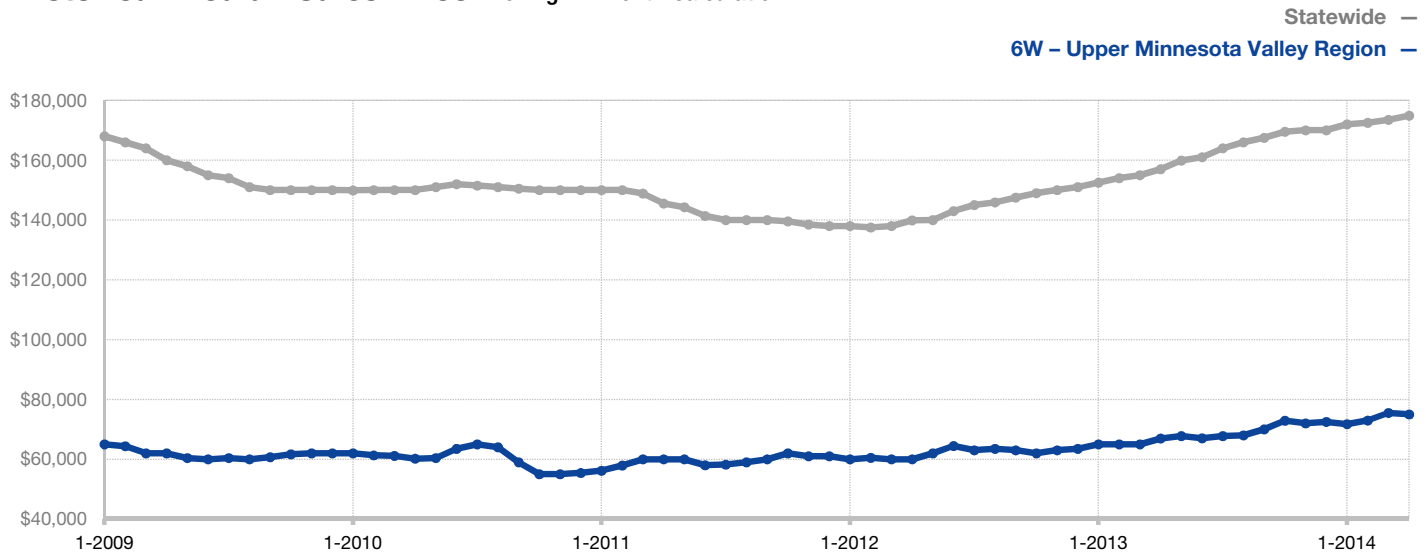
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	63	68	+ 7.9%	181	188	+ 3.9%
Closed Sales	30	21	- 30.0%	89	84	- 5.6%
Median Sales Price*	\$71,450	\$60,500	- 15.3%	\$64,950	\$69,600	+ 7.2%
Percent of Original List Price Received*	84.2%	89.9%	+ 6.8%	83.9%	87.5%	+ 4.3%
Days on Market Until Sale	237	231	- 2.5%	212	192	- 9.4%
Months Supply of Inventory	5.6	11.4	+ 103.6%	--	--	--

\* 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.

### April



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





# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

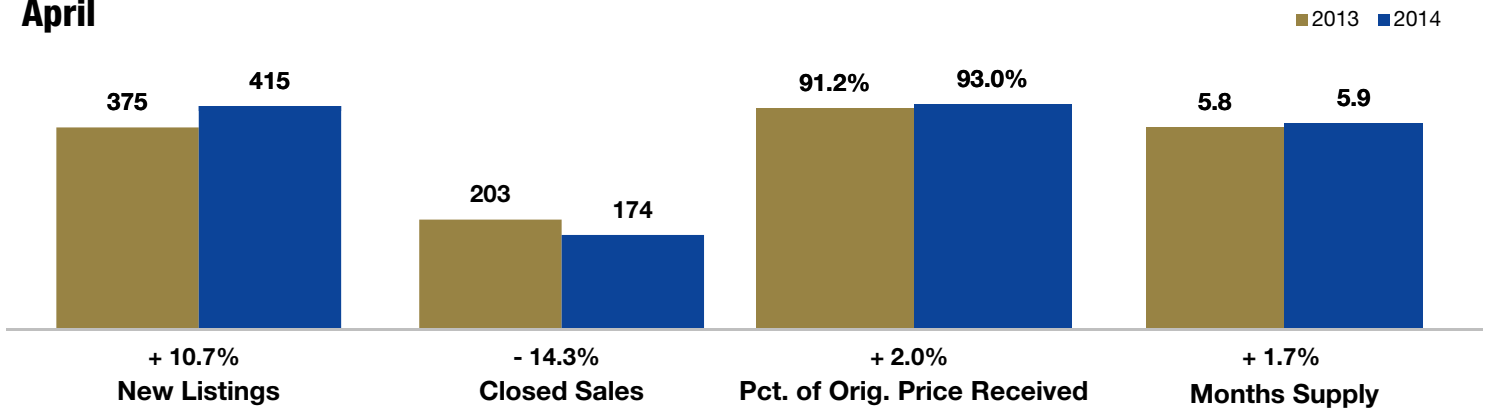


## 7E – East Central Region

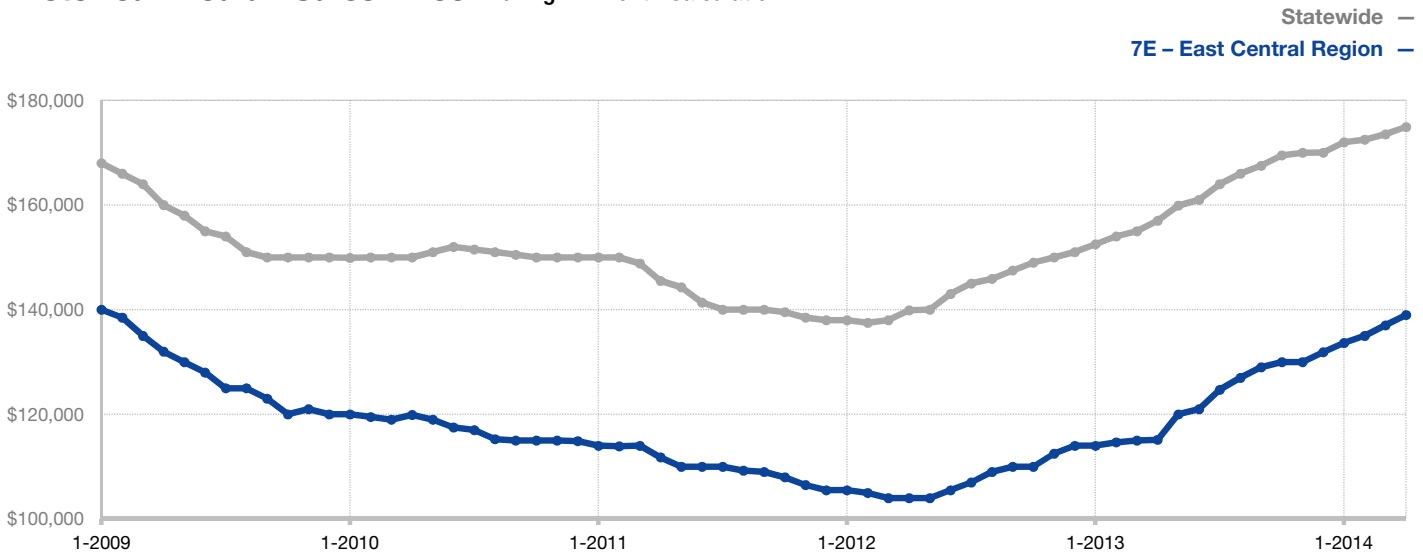
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	375	415	+ 10.7%	1,247	1,256	+ 0.7%
Closed Sales	203	174	- 14.3%	670	595	- 11.2%
Median Sales Price*	\$124,000	\$148,200	+ 19.5%	\$110,000	\$135,000	+ 22.7%
Percent of Original List Price Received*	91.2%	93.0%	+ 2.0%	90.8%	91.7%	+ 1.0%
Days on Market Until Sale	88	88	0.0%	83	88	+ 6.0%
Months Supply of Inventory	5.8	5.9	+ 1.7%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

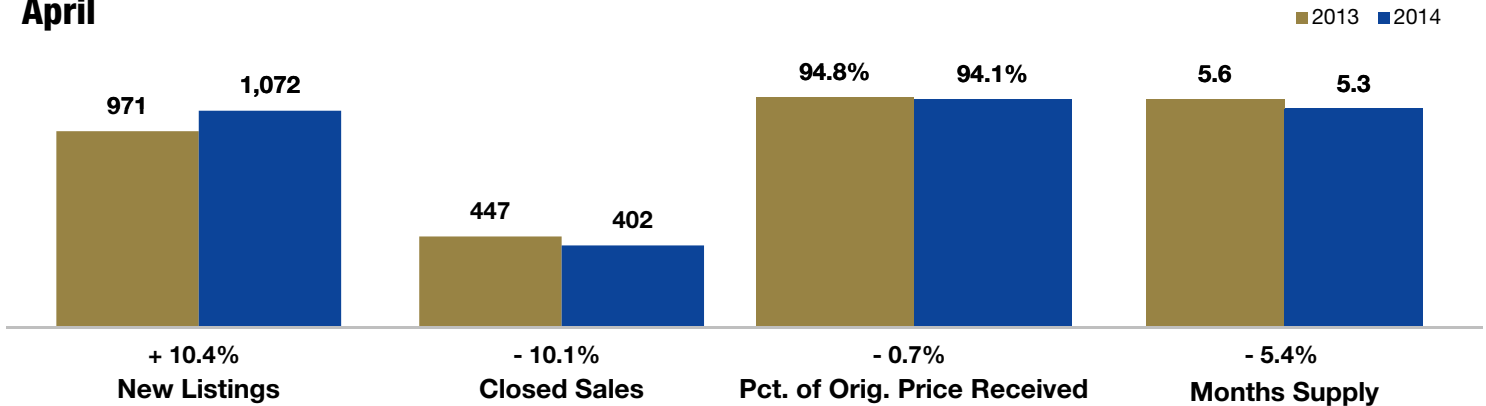


## 7W – Central Region

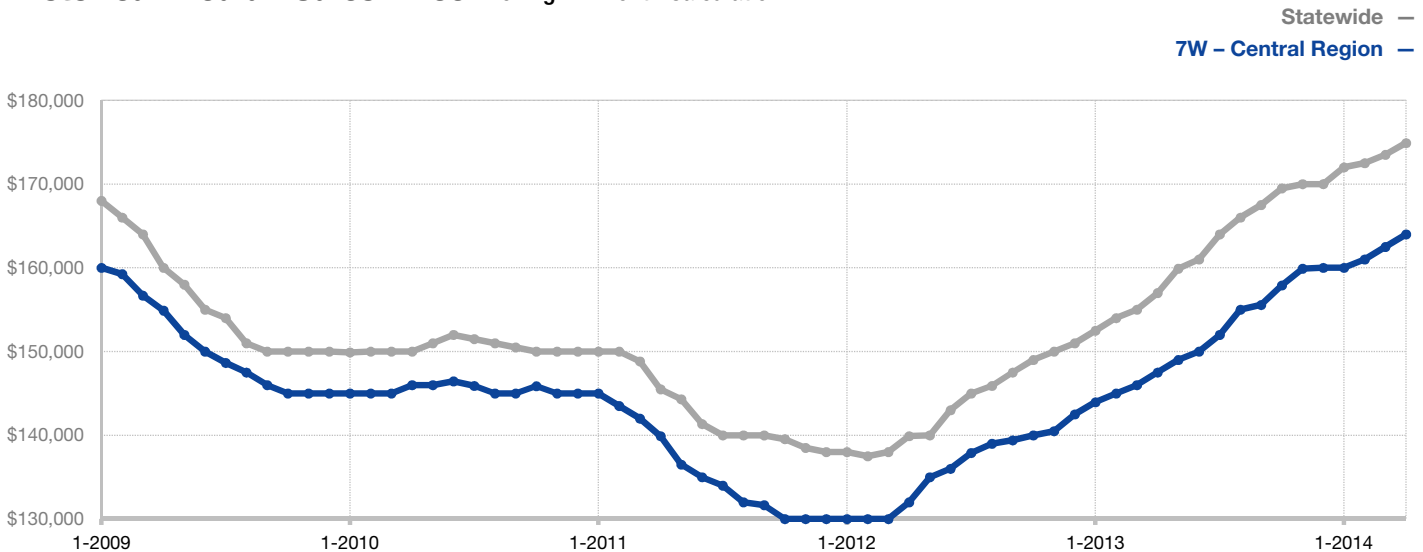
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	971	<b>1,072</b>	+ 10.4%	2,961	<b>3,050</b>	+ 3.0%
Closed Sales	447	<b>402</b>	- 10.1%	1,473	<b>1,340</b>	- 9.0%
Median Sales Price*	\$150,000	<b>\$162,450</b>	+ 8.3%	\$148,000	<b>\$158,000</b>	+ 6.8%
Percent of Original List Price Received*	94.8%	<b>94.1%</b>	- 0.7%	92.8%	<b>93.0%</b>	+ 0.2%
Days on Market Until Sale	85	<b>79</b>	- 7.1%	85	<b>82</b>	- 3.5%
Months Supply of Inventory	5.6	<b>5.3</b>	- 5.4%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

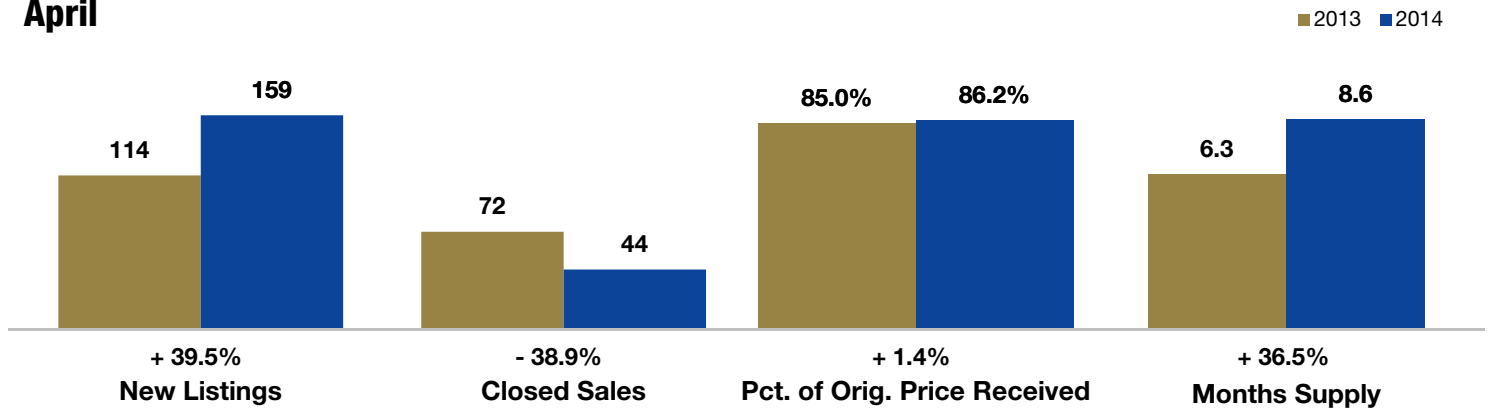


## 8 – Southwest Region

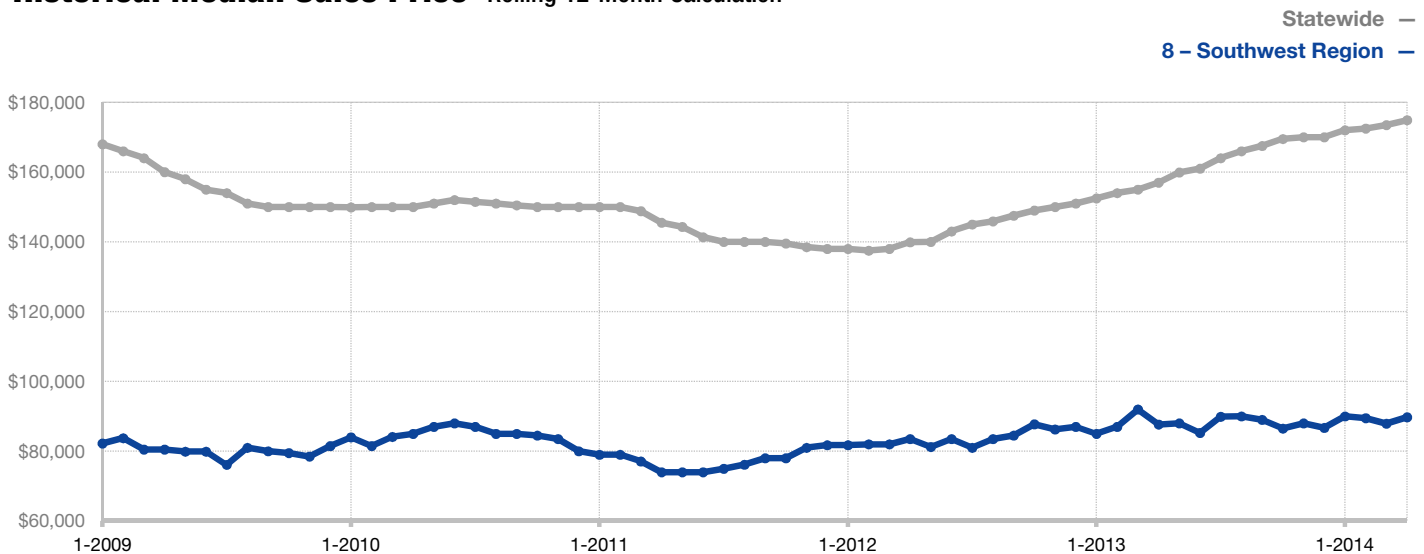
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	114	159	+ 39.5%	363	376	+ 3.6%
Closed Sales	72	44	- 38.9%	213	164	- 23.0%
Median Sales Price*	\$65,000	\$73,500	+ 13.1%	\$74,500	\$80,000	+ 7.4%
Percent of Original List Price Received*	85.0%	86.2%	+ 1.4%	86.6%	85.2%	- 1.6%
Days on Market Until Sale	203	198	- 2.5%	176	197	+ 11.9%
Months Supply of Inventory	6.3	8.6	+ 36.5%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

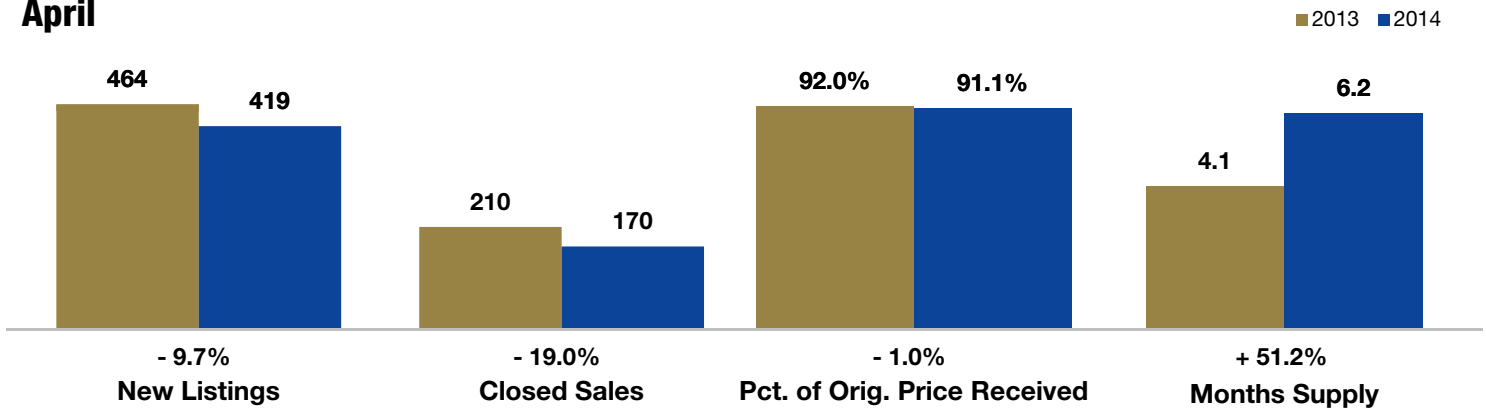


## 9 – South Central Region

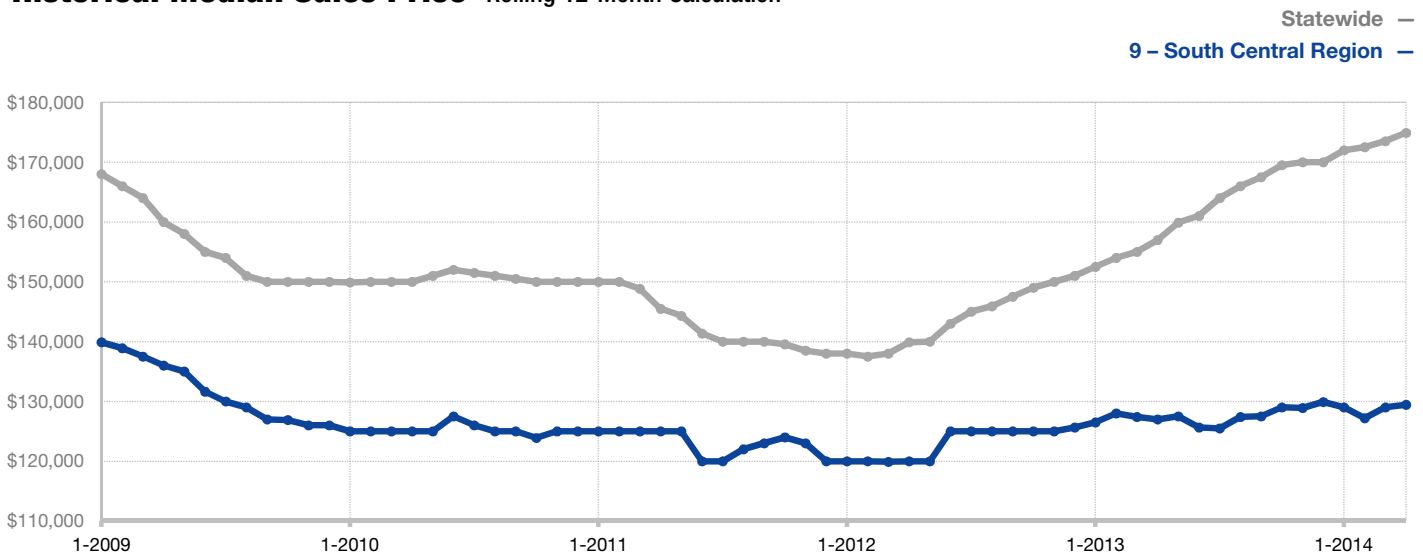
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	464	<b>419</b>	- 9.7%	1,318	<b>1,129</b>	- 14.3%
Closed Sales	210	<b>170</b>	- 19.0%	709	<b>615</b>	- 13.3%
Median Sales Price*	\$119,000	<b>\$111,000</b>	- 6.7%	\$114,000	<b>\$109,000</b>	- 4.4%
Percent of Original List Price Received*	92.0%	<b>91.1%</b>	- 1.0%	89.9%	<b>90.2%</b>	+ 0.3%
Days on Market Until Sale	147	<b>138</b>	- 6.1%	155	<b>145</b>	- 6.5%
Months Supply of Inventory	4.1	<b>6.2</b>	+ 51.2%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

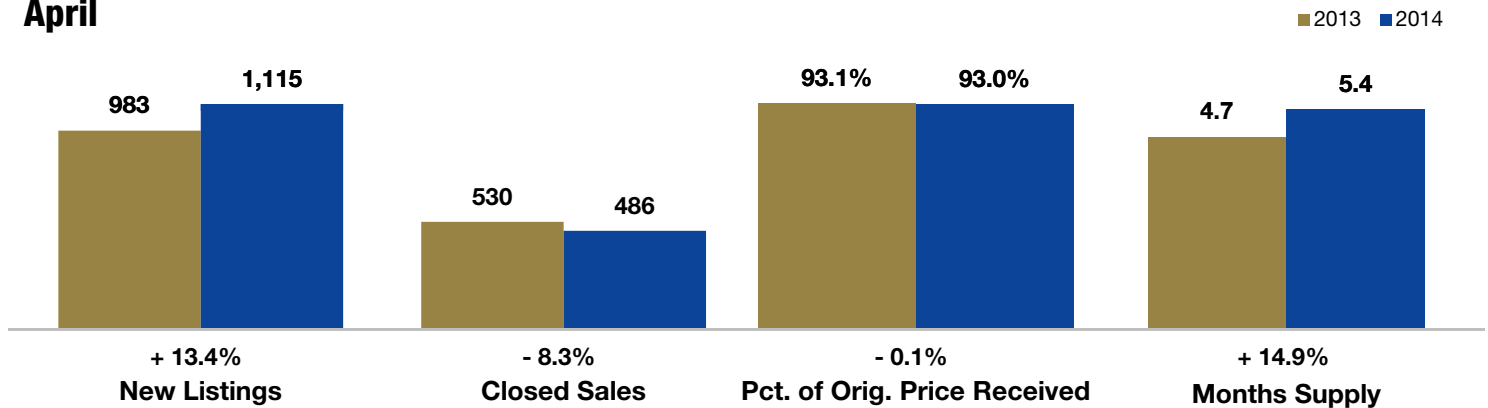


## 10 – Southeast Region

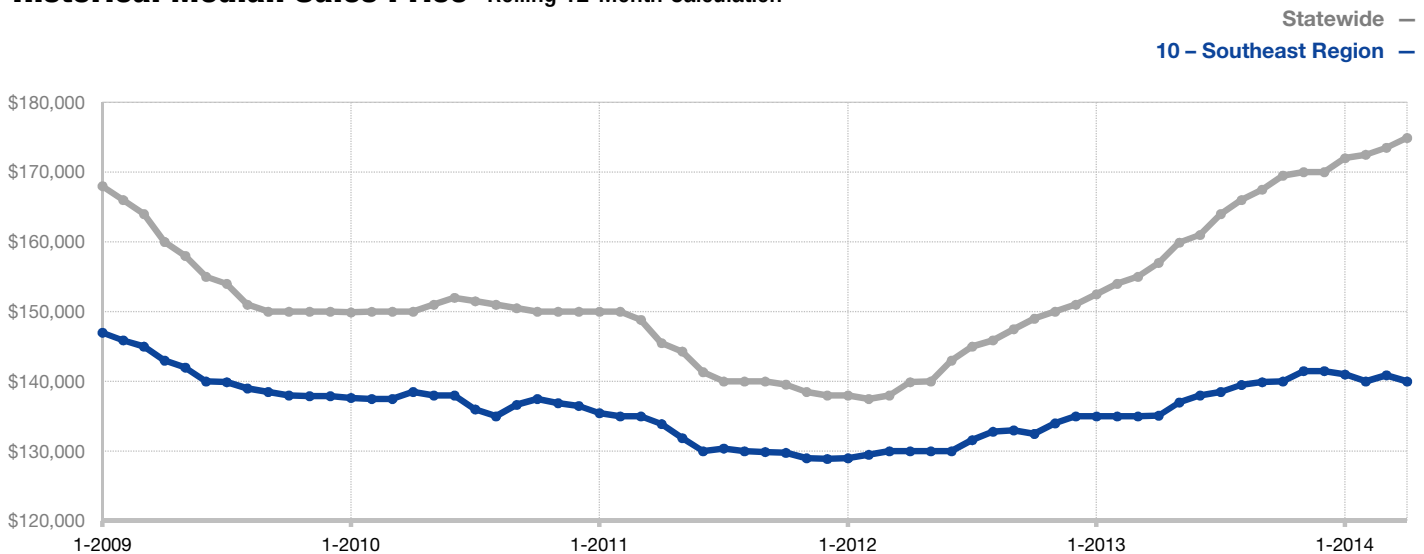
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	983	<b>1,115</b>	+ 13.4%	3,176	<b>3,092</b>	- 2.6%
Closed Sales	530	<b>486</b>	- 8.3%	1,790	<b>1,630</b>	- 8.9%
Median Sales Price*	\$139,600	<b>\$133,950</b>	- 4.0%	\$132,450	<b>\$129,500</b>	- 2.2%
Percent of Original List Price Received*	93.1%	<b>93.0%</b>	- 0.1%	91.8%	<b>91.8%</b>	0.0%
Days on Market Until Sale	131	<b>120</b>	- 8.4%	131	<b>123</b>	- 6.1%
Months Supply of Inventory	4.7	<b>5.4</b>	+ 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.

### April



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



Current as of May 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 April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

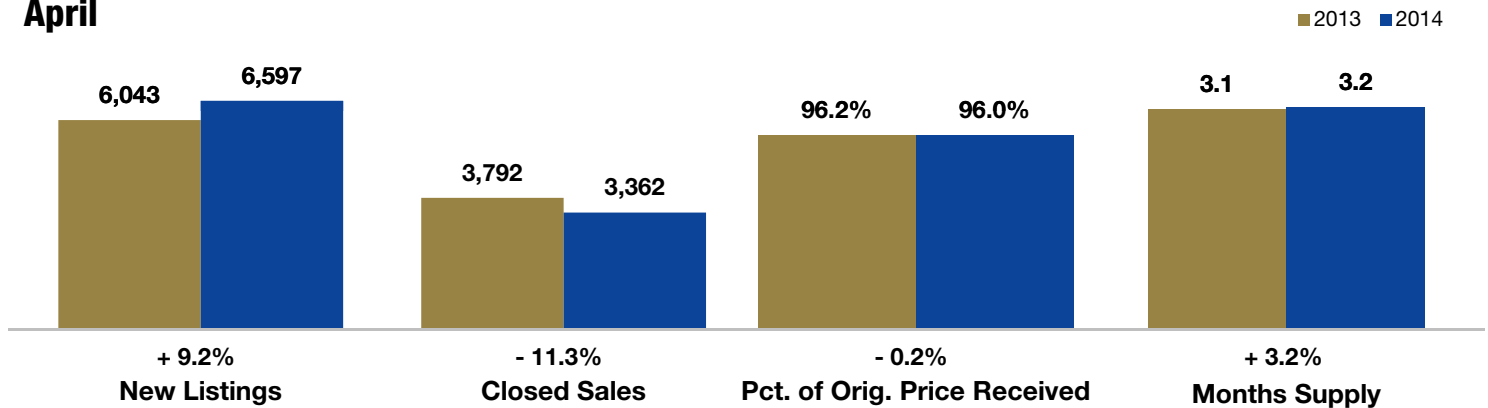


## 11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	6,043	<b>6,597</b>	+ 9.2%	19,582	<b>19,690</b>	+ 0.6%
Closed Sales	3,792	<b>3,362</b>	- 11.3%	12,057	<b>10,563</b>	- 12.4%
Median Sales Price*	\$189,900	<b>\$199,900</b>	+ 5.3%	\$176,000	<b>\$193,000</b>	+ 9.7%
Percent of Original List Price Received*	96.2%	<b>96.0%</b>	- 0.2%	95.0%	<b>94.8%</b>	- 0.2%
Days on Market Until Sale	58	<b>61</b>	+ 5.2%	65	<b>65</b>	0.0%
Months Supply of Inventory	3.1	<b>3.2</b>	+ 3.2%	--	--	--

\* 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.

### April



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

