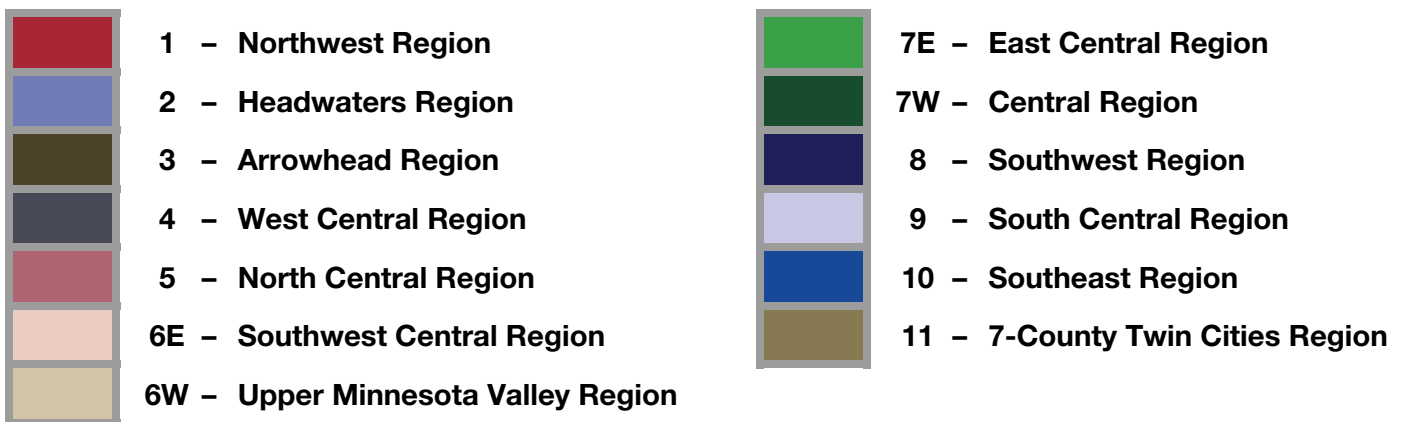
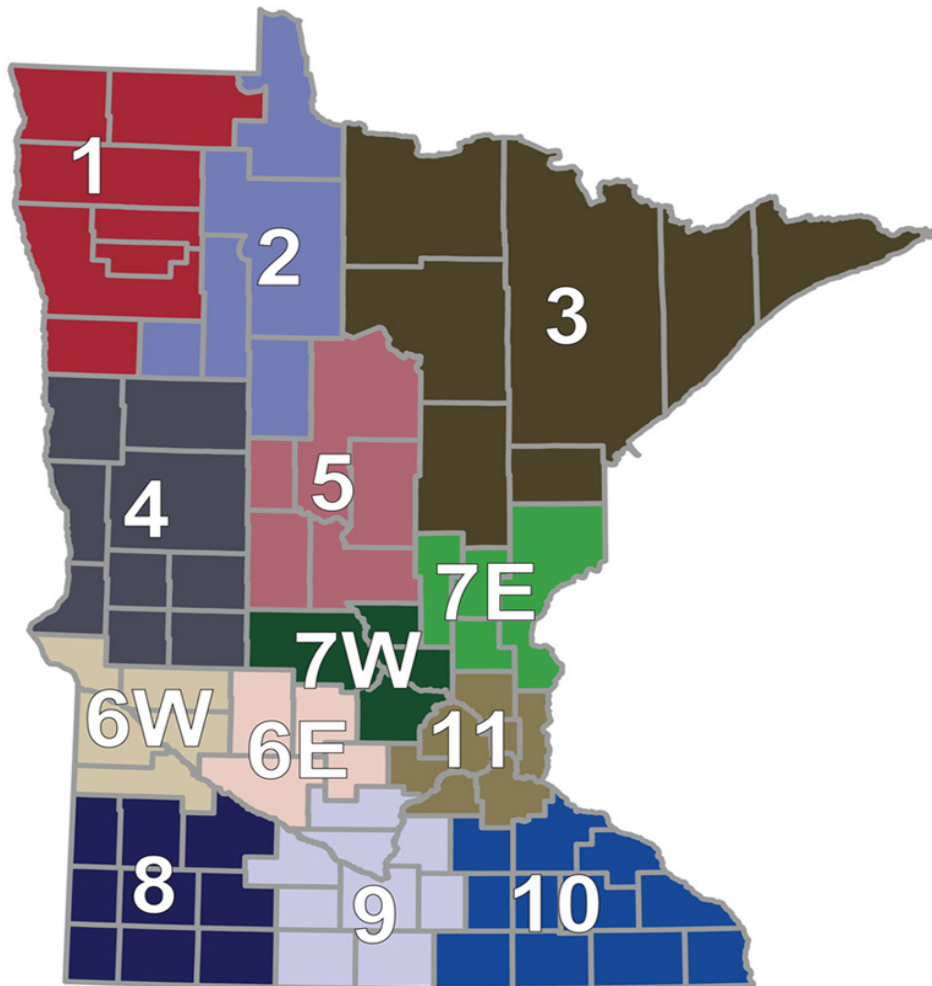


# Local Market Updates for August 2014

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



# Local Market Update for August 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

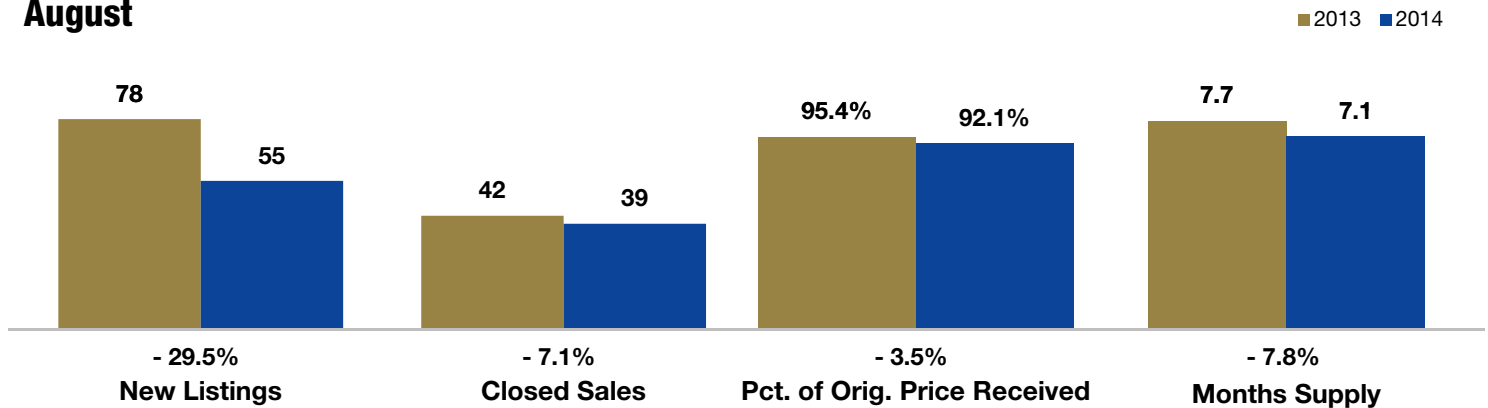


## 1 – Northwest Region

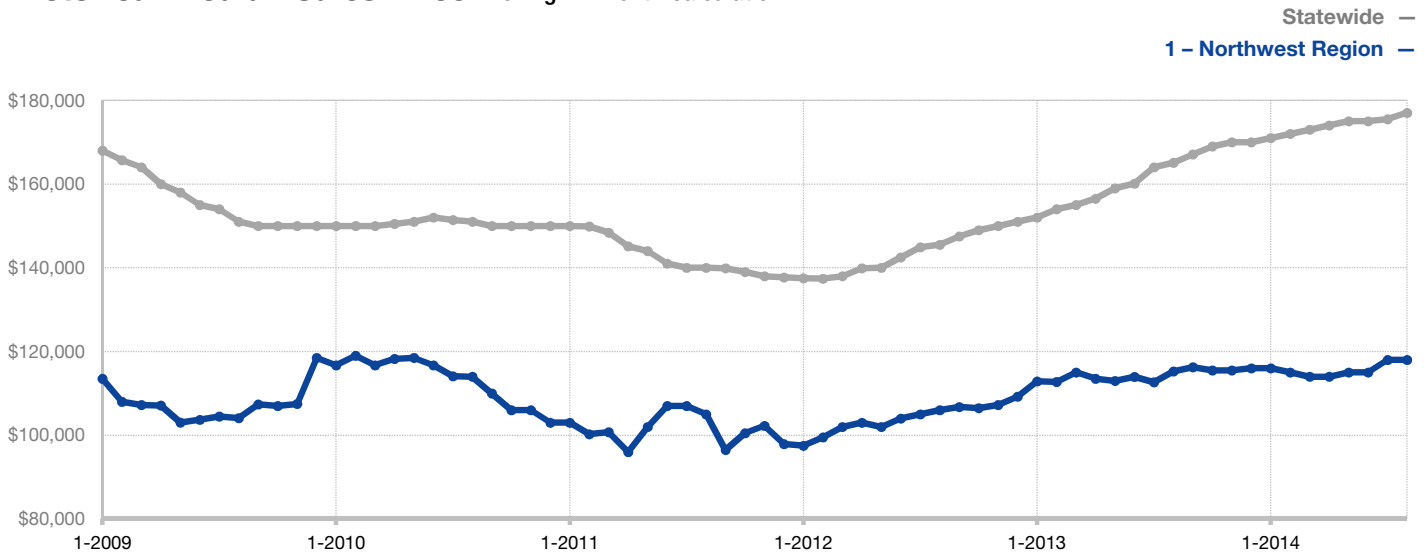
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	78	55	- 29.5%	404	409	+ 1.2%
Closed Sales	42	39	- 7.1%	226	228	+ 0.9%
Median Sales Price*	\$128,750	\$144,500	+ 12.2%	\$122,000	\$122,125	+ 0.1%
Percent of Original List Price Received*	95.4%	92.1%	- 3.5%	91.5%	91.6%	+ 0.1%
Days on Market Until Sale	139	156	+ 12.2%	151	153	+ 1.3%
Months Supply of Inventory	7.7	7.1	- 7.8%	--	--	--

\* 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



# Local Market Update for August 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

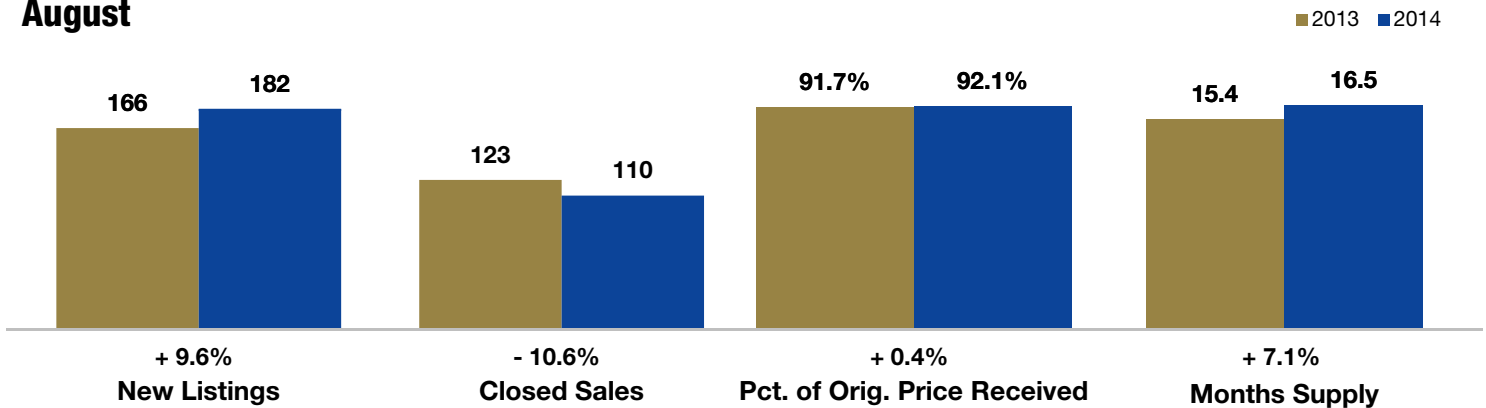


## 2 – Headwaters Region

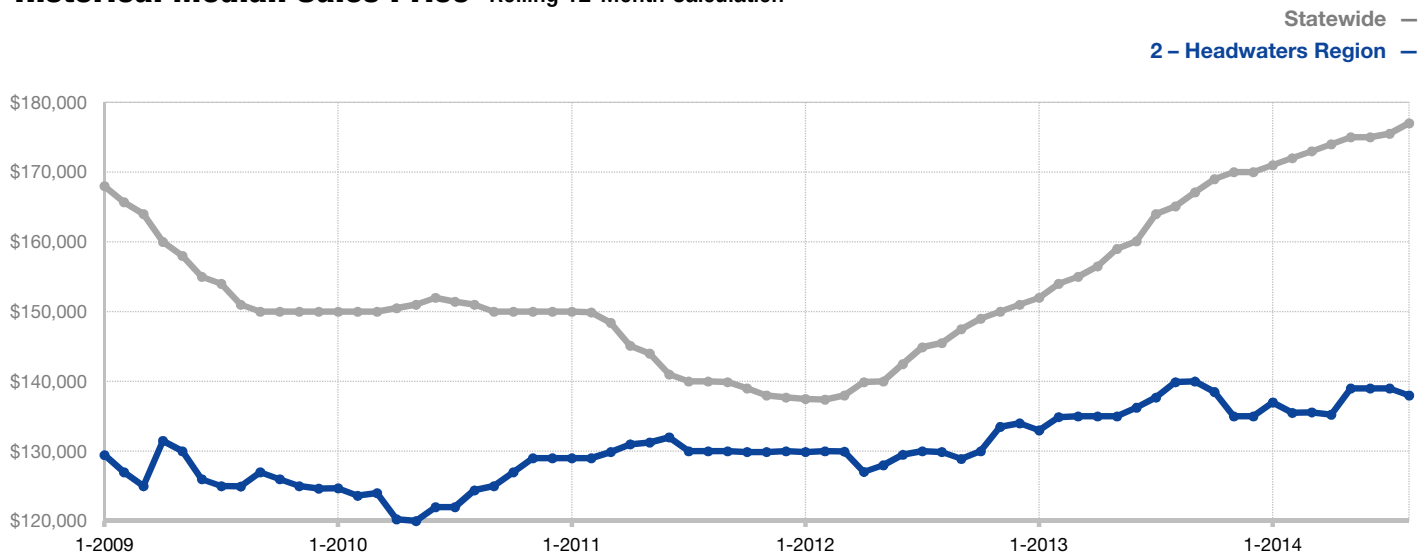
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	166	182	+ 9.6%	1,405	1,407	+ 0.1%
Closed Sales	123	110	- 10.6%	591	504	- 14.7%
Median Sales Price*	\$154,500	\$161,250	+ 4.4%	\$136,750	\$142,500	+ 4.2%
Percent of Original List Price Received*	91.7%	92.1%	+ 0.4%	91.3%	90.5%	- 0.9%
Days on Market Until Sale	128	130	+ 1.6%	137	151	+ 10.2%
Months Supply of Inventory	15.4	16.5	+ 7.1%	--	--	--

\* 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.

### August



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



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# Local Market Update for August 2014

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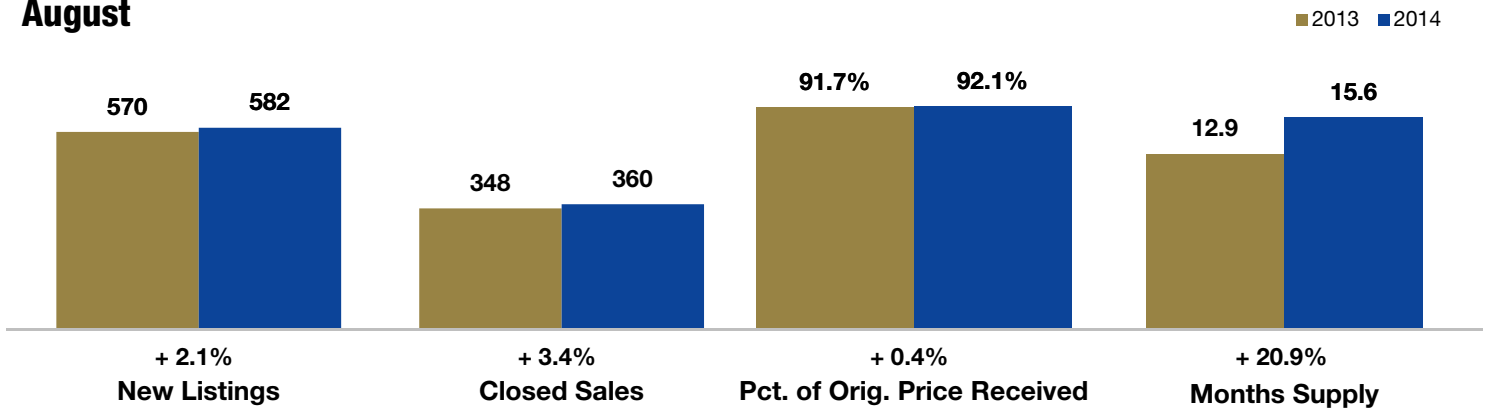


## 3 – Arrowhead Region

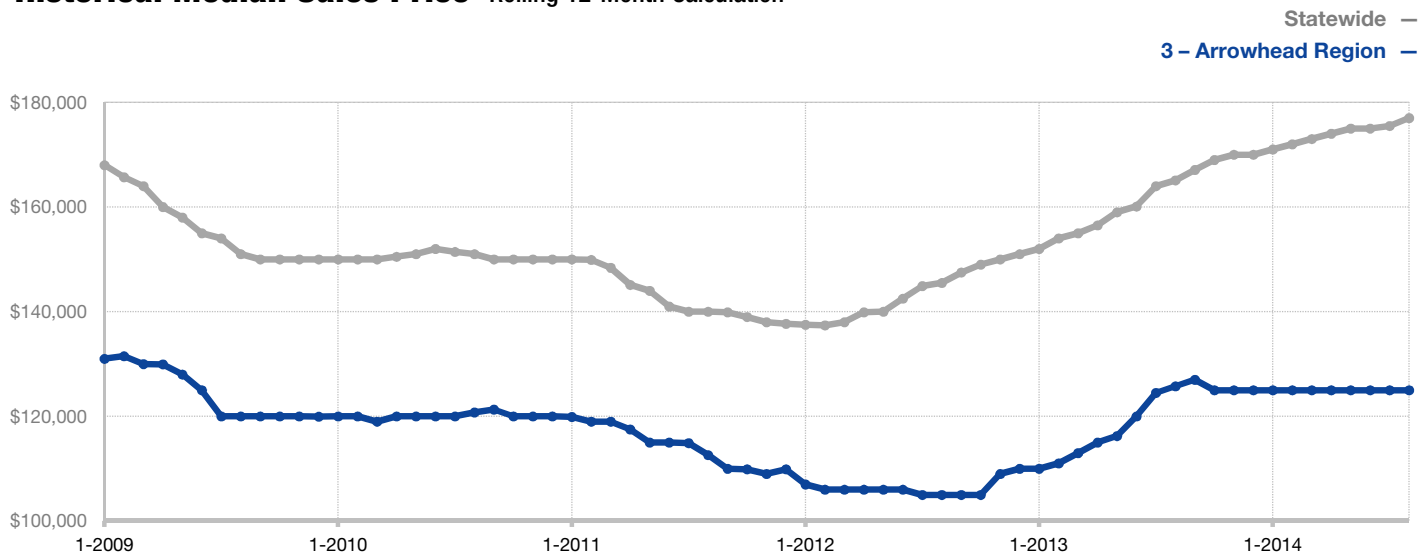
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	570	<b>582</b>	+ 2.1%	4,021	<b>4,661</b>	+ 15.9%
Closed Sales	348	<b>360</b>	+ 3.4%	1,715	<b>1,783</b>	+ 4.0%
Median Sales Price*	\$139,000	<b>\$141,200</b>	+ 1.6%	\$129,900	<b>\$129,900</b>	0.0%
Percent of Original List Price Received*	91.7%	<b>92.1%</b>	+ 0.4%	90.5%	<b>91.2%</b>	+ 0.8%
Days on Market Until Sale	111	<b>97</b>	- 12.6%	126	<b>113</b>	- 10.3%
Months Supply of Inventory	12.9	<b>15.6</b>	+ 20.9%	--	--	--

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### August



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



# Local Market Update for August 2014

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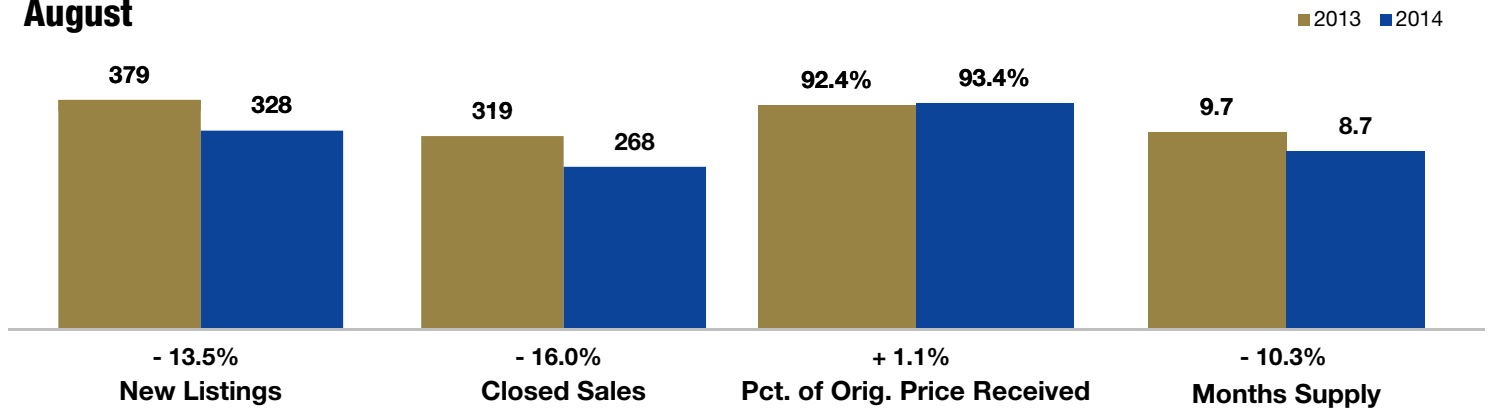


## 4 – West Central Region

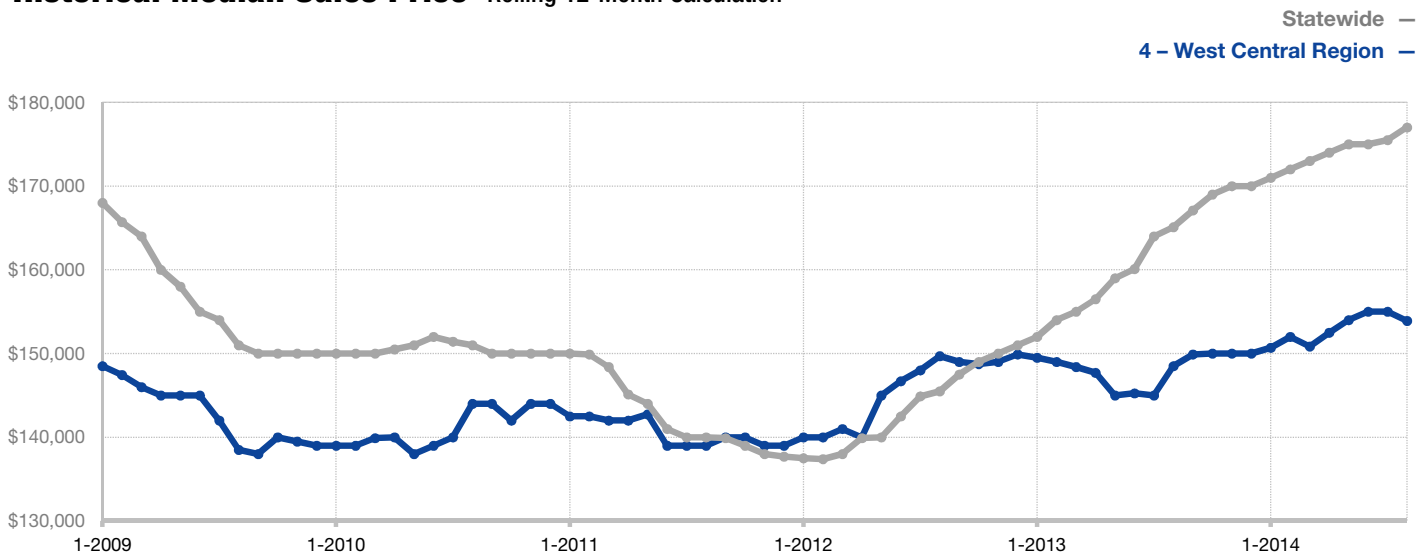
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	379	328	- 13.5%	2,977	3,245	+ 9.0%
Closed Sales	319	268	- 16.0%	1,527	1,499	- 1.8%
Median Sales Price*	\$170,000	\$166,750	- 1.9%	\$150,000	\$154,900	+ 3.3%
Percent of Original List Price Received*	92.4%	93.4%	+ 1.1%	91.5%	92.6%	+ 1.2%
Days on Market Until Sale	127	108	- 15.0%	144	124	- 13.9%
Months Supply of Inventory	9.7	8.7	- 10.3%	--	--	--

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### August



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



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# Local Market Update for August 2014

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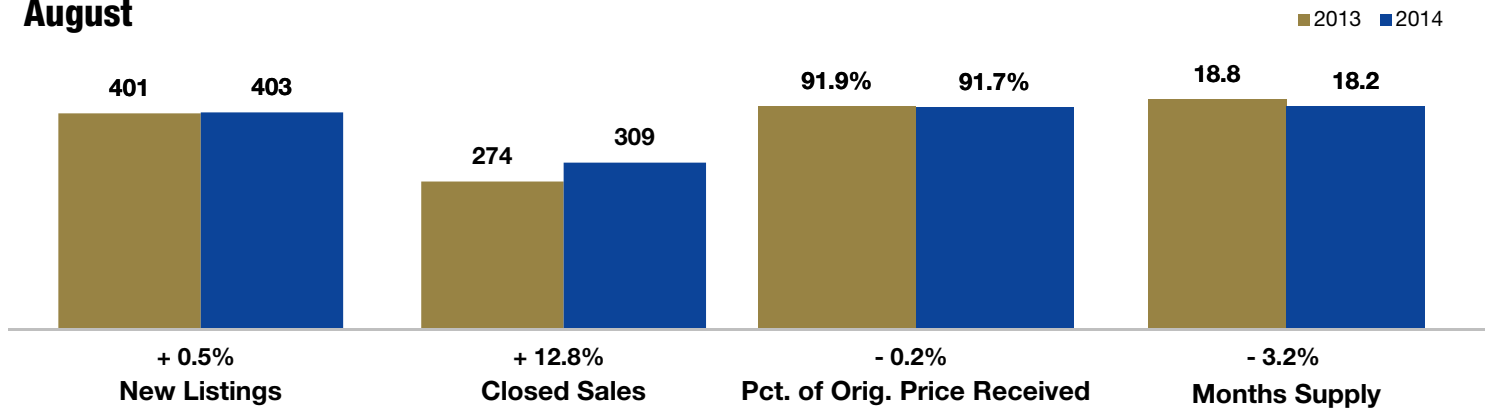


## 5 – North Central Region

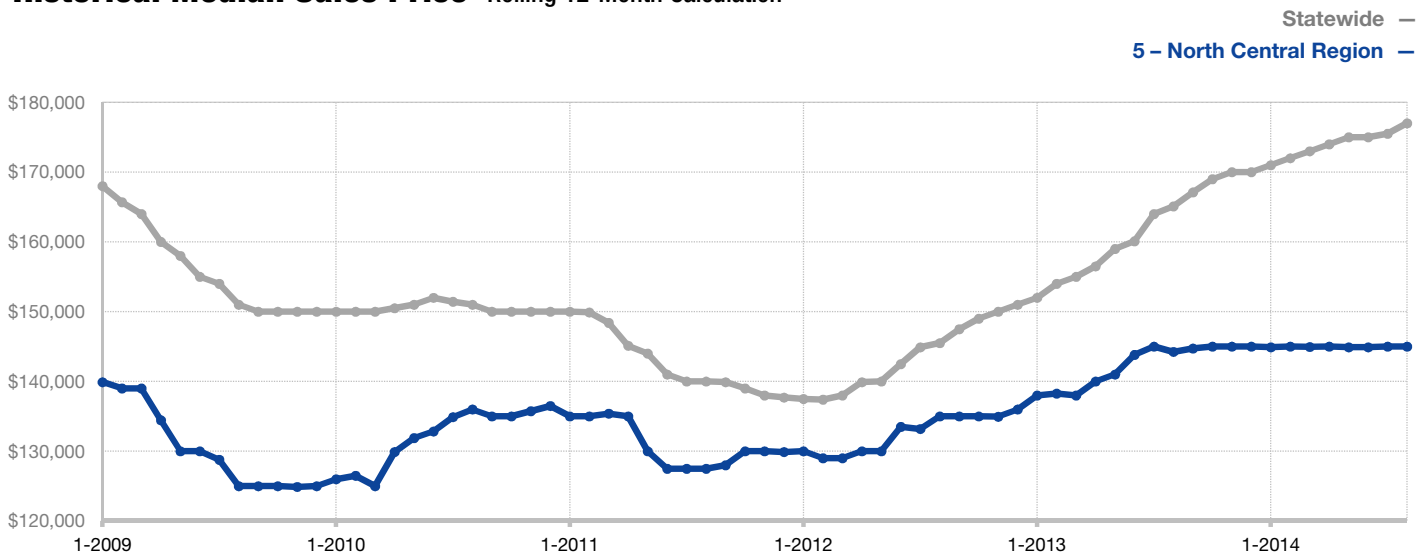
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	401	403	+ 0.5%	3,604	3,808	+ 5.7%
Closed Sales	274	309	+ 12.8%	1,599	1,645	+ 2.9%
Median Sales Price*	\$149,950	\$151,500	+ 1.0%	\$144,500	\$145,000	+ 0.3%
Percent of Original List Price Received*	91.9%	91.7%	- 0.2%	90.9%	91.4%	+ 0.6%
Days on Market Until Sale	119	111	- 6.7%	126	117	- 7.1%
Months Supply of Inventory	18.8	18.2	- 3.2%	--	--	--

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### August



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



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# Local Market Update for August 2014

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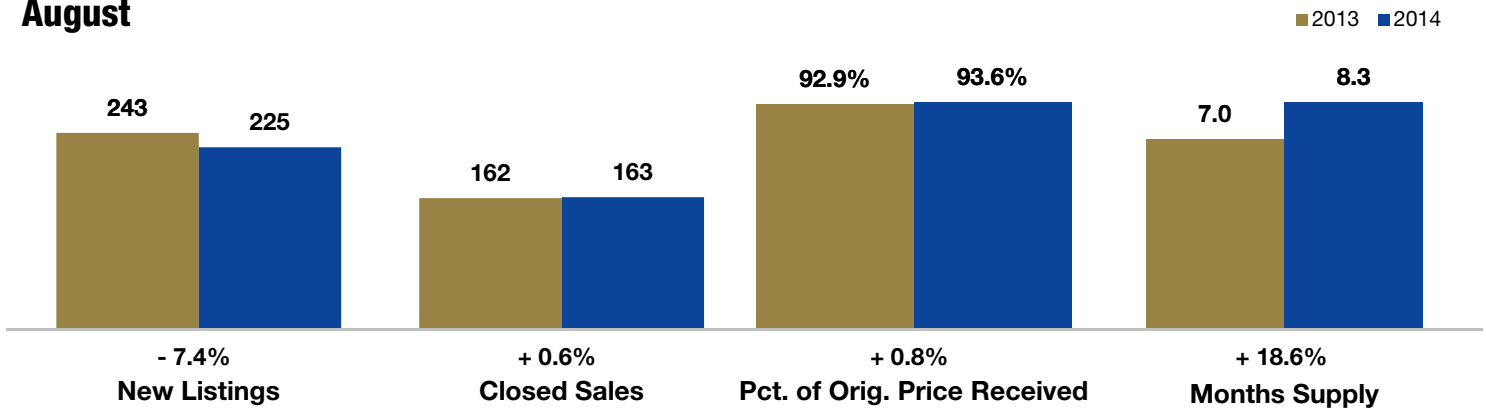


## 6E – Southwest Central Region

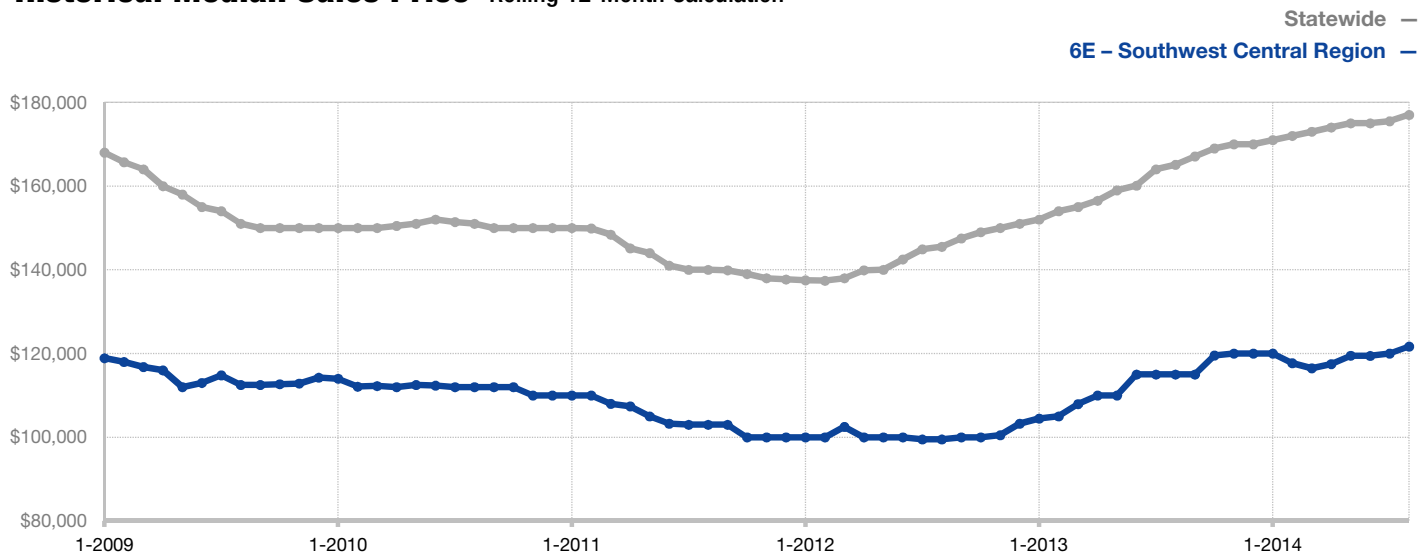
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	243	225	- 7.4%	1,834	1,783	- 2.8%
Closed Sales	162	163	+ 0.6%	965	956	- 0.9%
Median Sales Price*	\$119,750	\$128,950	+ 7.7%	\$120,000	\$124,500	+ 3.8%
Percent of Original List Price Received*	92.9%	93.6%	+ 0.8%	91.7%	91.9%	+ 0.2%
Days on Market Until Sale	109	115	+ 5.5%	118	117	- 0.8%
Months Supply of Inventory	7.0	8.3	+ 18.6%	--	--	--

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### August



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



# Local Market Update for August 2014

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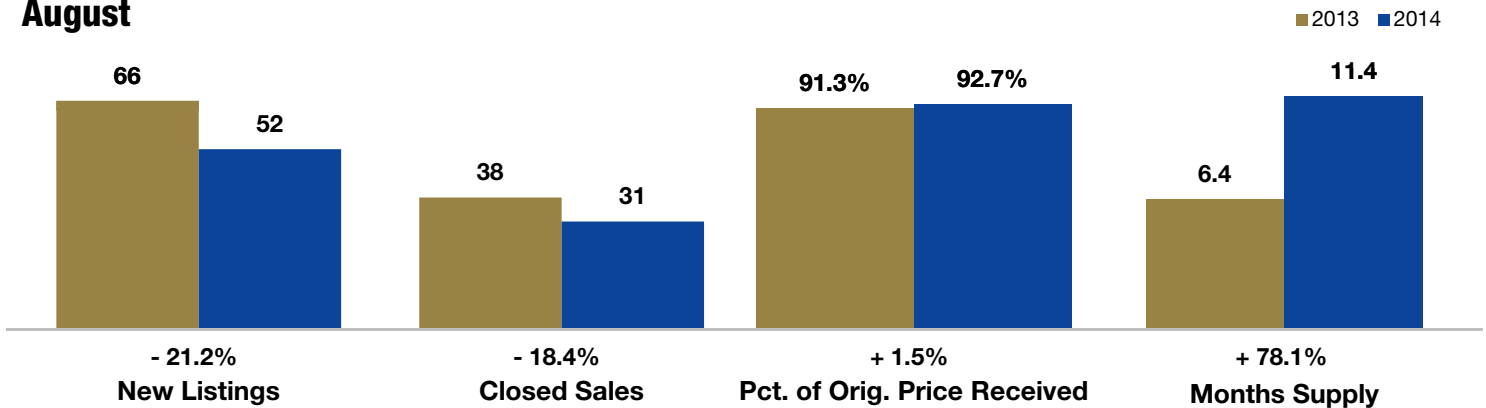


## 6W – Upper Minnesota Valley Region

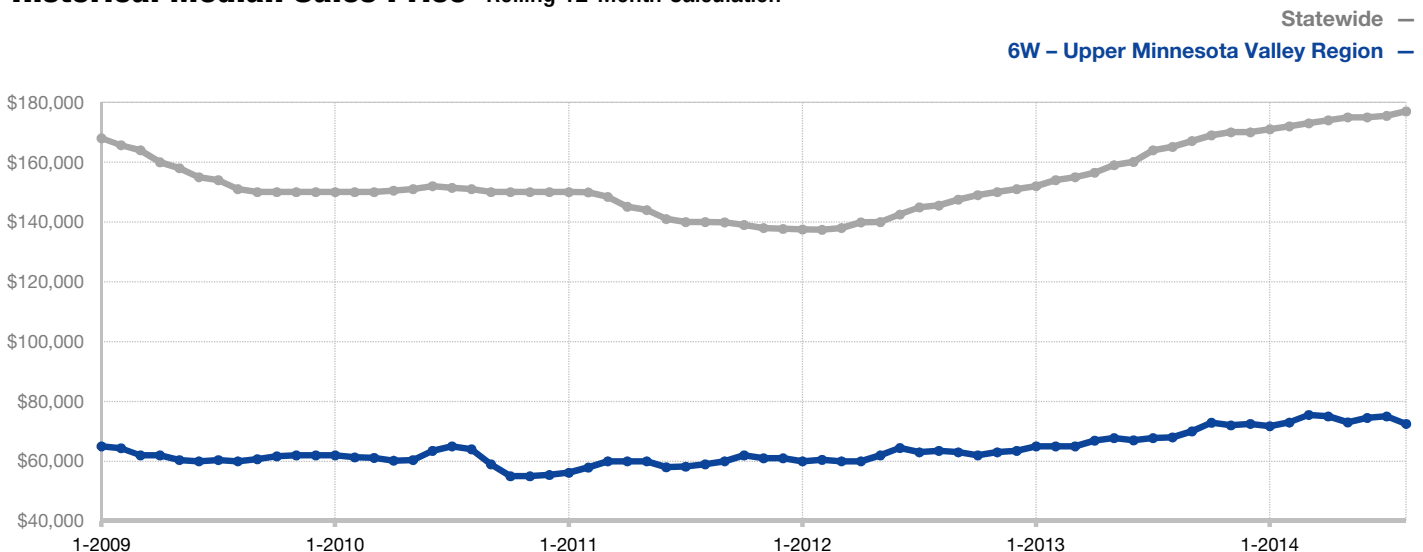
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	66	52	- 21.2%	441	417	- 5.4%
Closed Sales	38	31	- 18.4%	240	214	- 10.8%
Median Sales Price*	\$78,000	\$65,900	- 15.5%	\$70,000	\$71,500	+ 2.1%
Percent of Original List Price Received*	91.3%	92.7%	+ 1.5%	86.6%	89.2%	+ 3.0%
Days on Market Until Sale	139	180	+ 29.5%	202	195	- 3.5%
Months Supply of Inventory	6.4	11.4	+ 78.1%	--	--	--

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### August



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





# Local Market Update for August 2014

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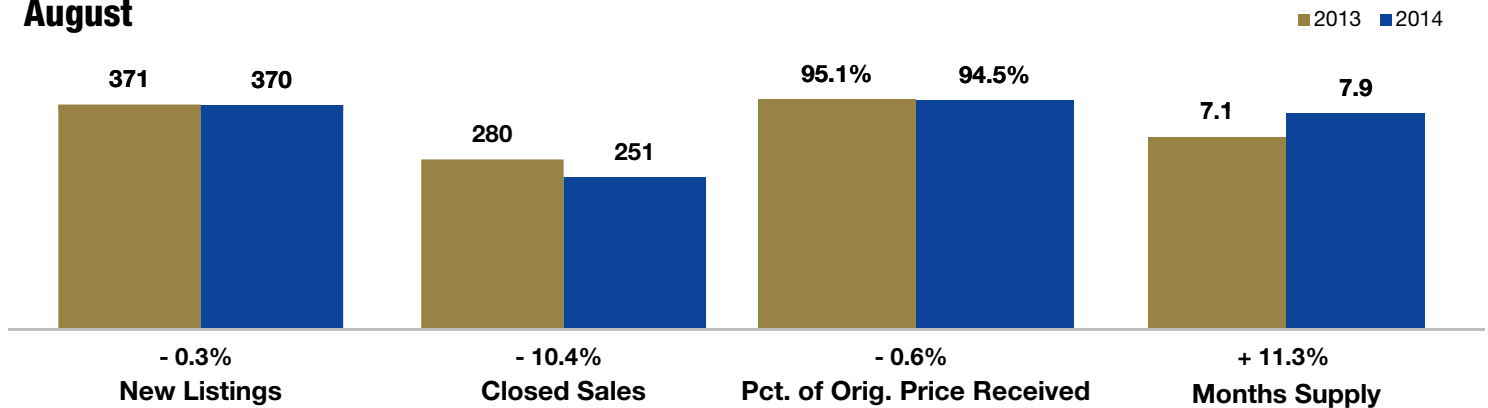


## 7E – East Central Region

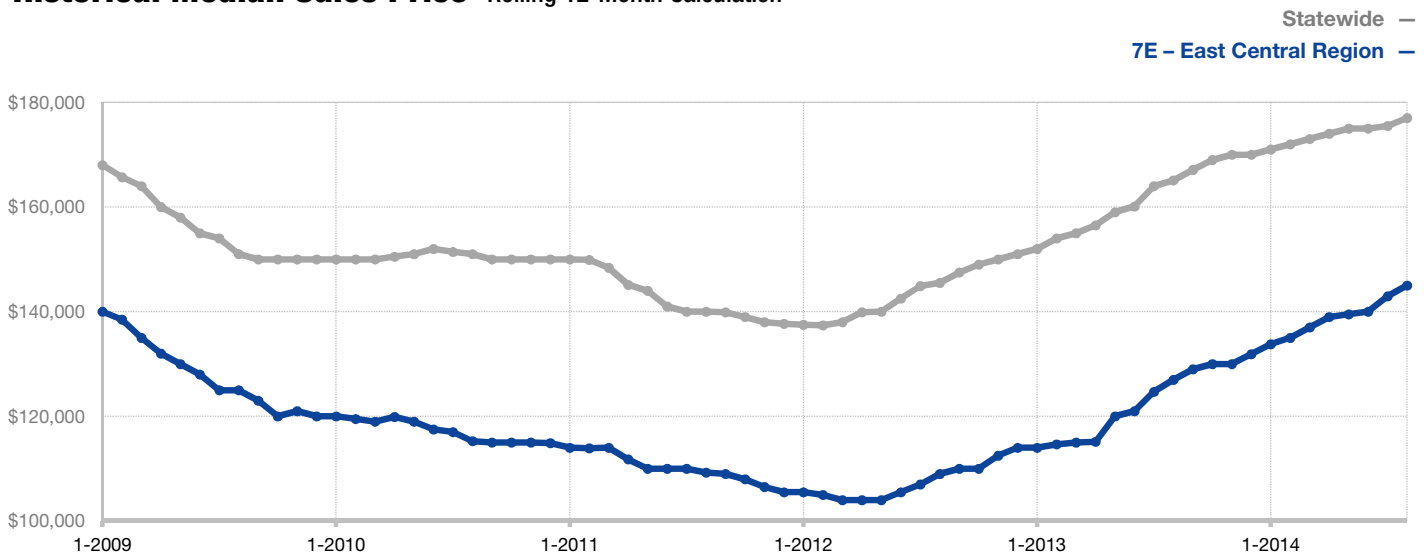
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	371	370	- 0.3%	3,033	3,013	- 0.7%
Closed Sales	280	251	- 10.4%	1,688	1,535	- 9.1%
Median Sales Price*	\$140,750	\$159,900	+ 13.6%	\$130,000	\$149,000	+ 14.6%
Percent of Original List Price Received*	95.1%	94.5%	- 0.6%	93.4%	93.7%	+ 0.3%
Days on Market Until Sale	67	72	+ 7.5%	75	78	+ 4.0%
Months Supply of Inventory	7.1	7.9	+ 11.3%	--	--	--

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### August



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



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# Local Market Update for August 2014

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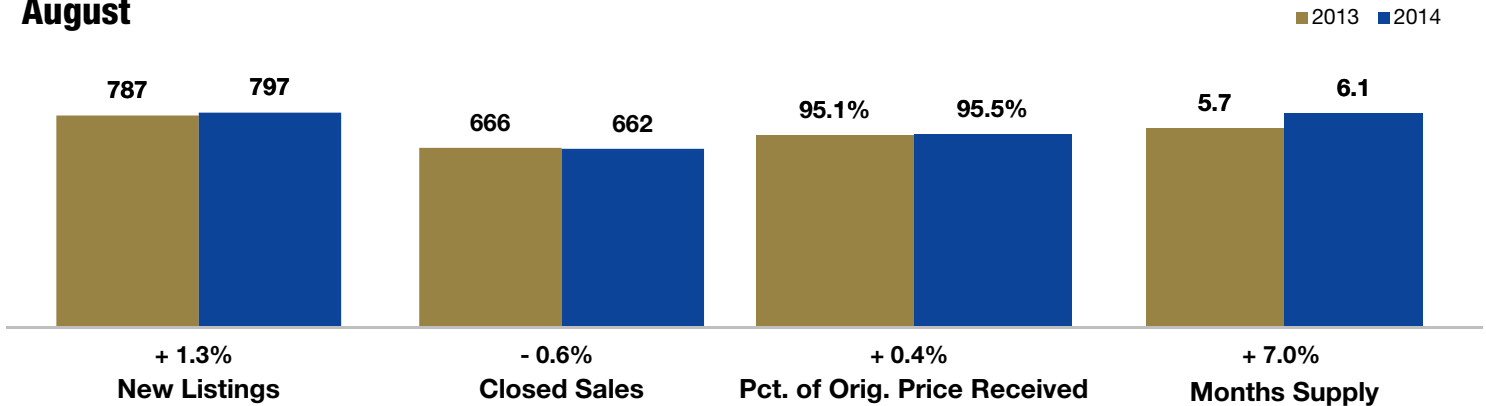


## 7W – Central Region

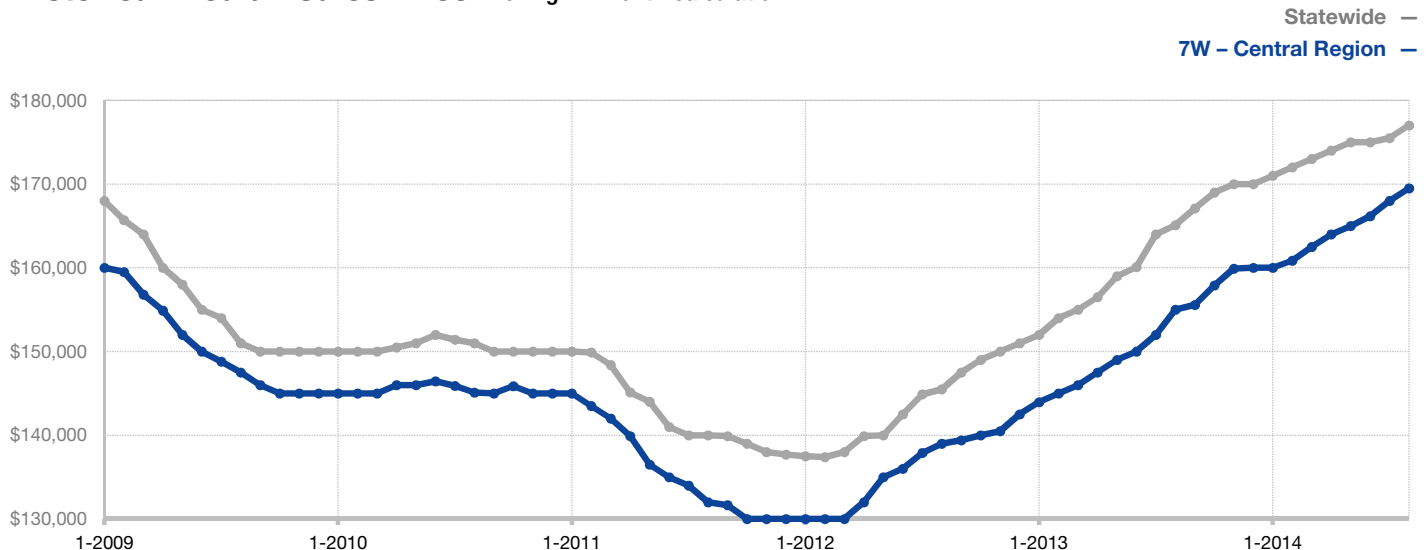
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	787	<b>797</b>	+ 1.3%	6,587	<b>6,888</b>	+ 4.6%
Closed Sales	666	<b>662</b>	- 0.6%	3,990	<b>3,824</b>	- 4.2%
Median Sales Price*	\$168,900	<b>\$174,700</b>	+ 3.4%	\$158,900	<b>\$170,000</b>	+ 7.0%
Percent of Original List Price Received*	95.1%	<b>95.5%</b>	+ 0.4%	94.6%	<b>94.8%</b>	+ 0.2%
Days on Market Until Sale	66	<b>67</b>	+ 1.5%	75	<b>73</b>	- 2.7%
Months Supply of Inventory	5.7	<b>6.1</b>	+ 7.0%	--	--	--

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### August



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



# Local Market Update for August 2014

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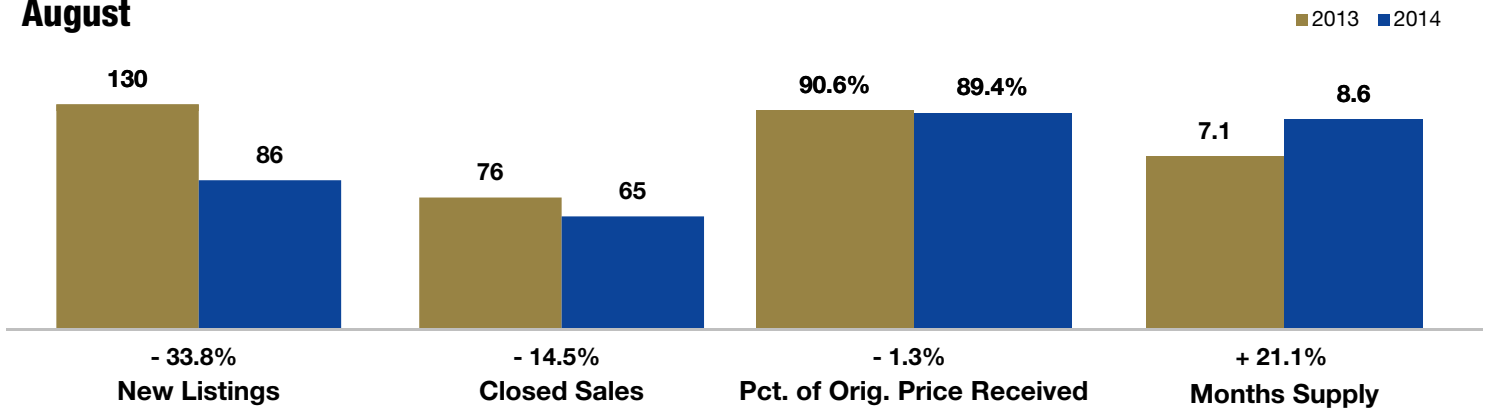


## 8 – Southwest Region

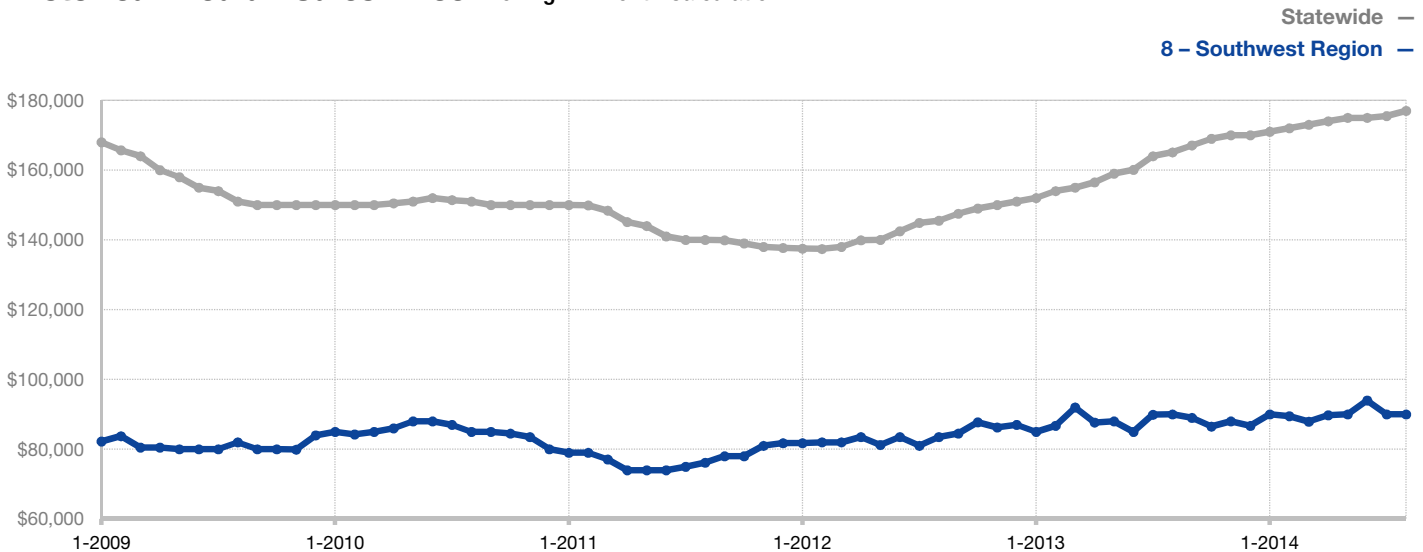
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	130	86	- 33.8%	848	848	0.0%
Closed Sales	76	65	- 14.5%	495	465	- 6.1%
Median Sales Price*	\$97,000	\$95,000	- 2.1%	\$86,500	\$94,000	+ 8.7%
Percent of Original List Price Received*	90.6%	89.4%	- 1.3%	89.1%	88.8%	- 0.3%
Days on Market Until Sale	148	167	+ 12.8%	165	175	+ 6.1%
Months Supply of Inventory	7.1	8.6	+ 21.1%	--	--	--

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### August



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



# Local Market Update for August 2014

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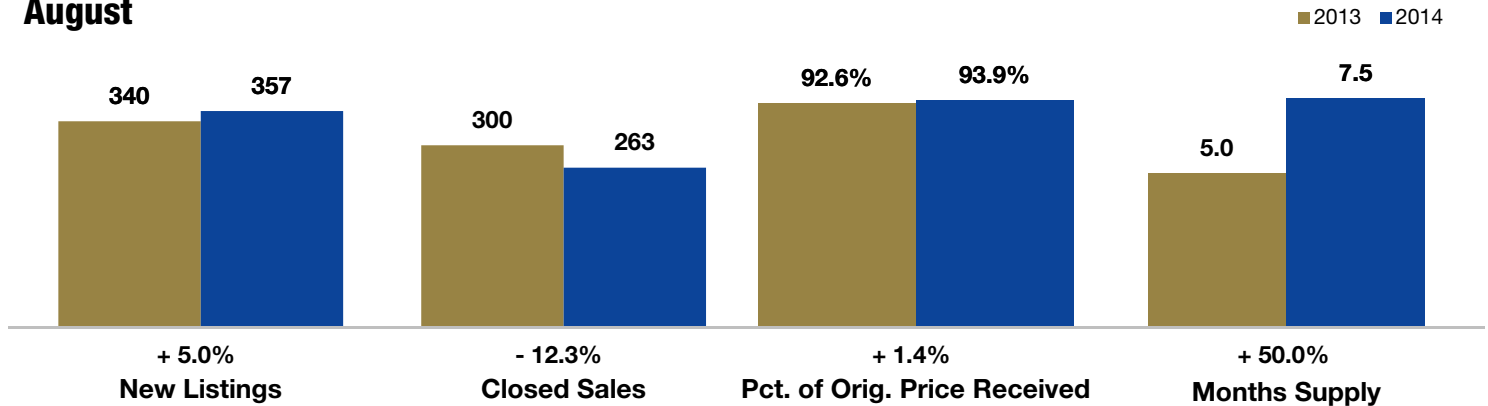


## 9 – South Central Region

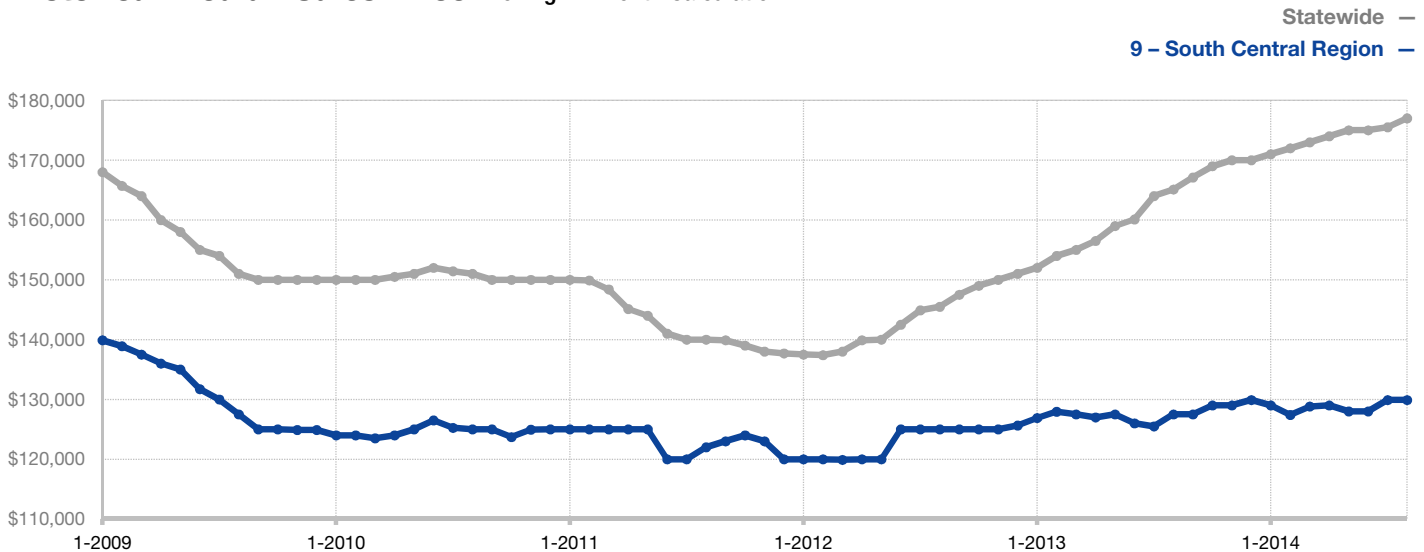
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	340	357	+ 5.0%	2,901	2,860	- 1.4%
Closed Sales	300	263	- 12.3%	1,888	1,716	- 9.1%
Median Sales Price*	\$144,100	\$141,500	- 1.8%	\$130,000	\$130,250	+ 0.2%
Percent of Original List Price Received*	92.6%	93.9%	+ 1.4%	91.9%	92.4%	+ 0.5%
Days on Market Until Sale	127	108	- 15.0%	139	133	- 4.3%
Months Supply of Inventory	5.0	7.5	+ 50.0%	--	--	--

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### August



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



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# Local Market Update for August 2014

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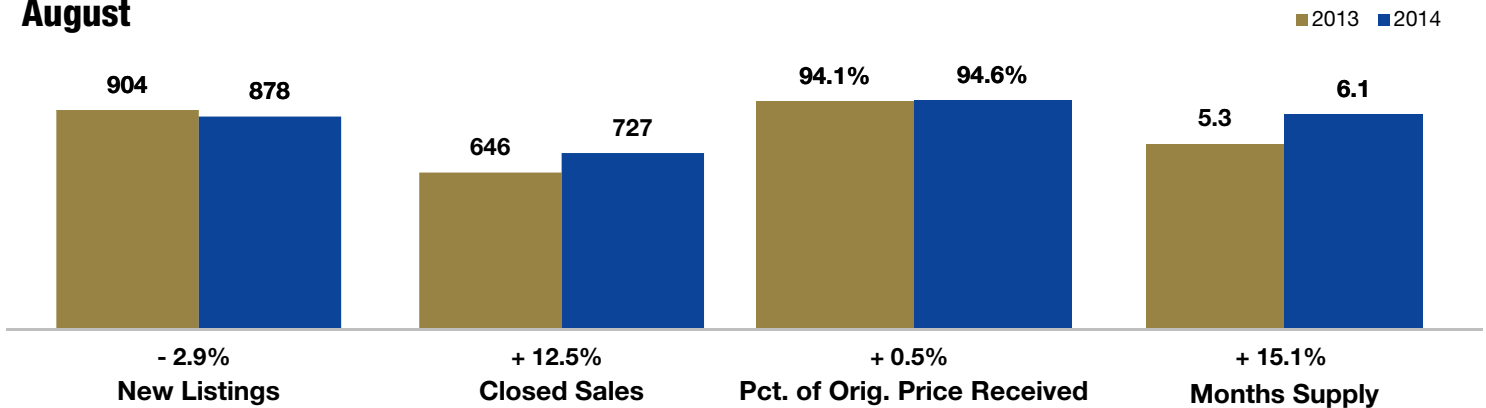


## 10 – Southeast Region

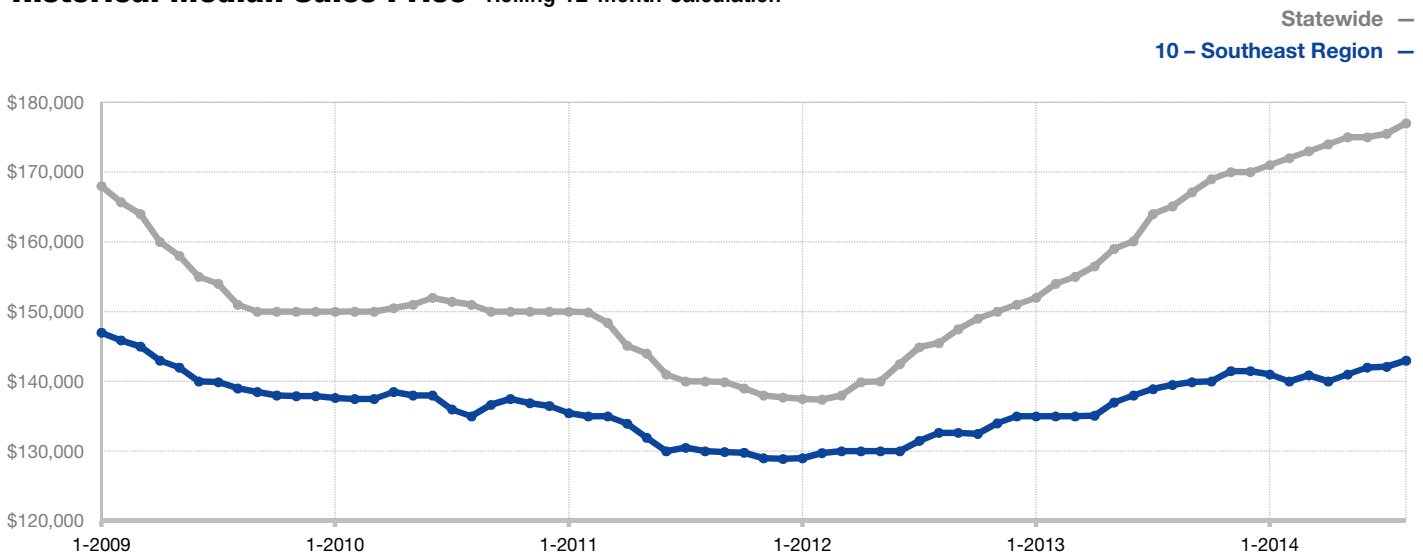
Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	904	878	- 2.9%	6,991	6,995	+ 0.1%
Closed Sales	646	727	+ 12.5%	4,567	4,524	- 0.9%
Median Sales Price*	\$144,000	\$150,000	+ 4.2%	\$143,000	\$145,000	+ 1.4%
Percent of Original List Price Received*	94.1%	94.6%	+ 0.5%	93.4%	93.5%	+ 0.1%
Days on Market Until Sale	105	101	- 3.8%	117	111	- 5.1%
Months Supply of Inventory	5.3	6.1	+ 15.1%	--	--	--

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### August



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# Local Market Update for August 2014

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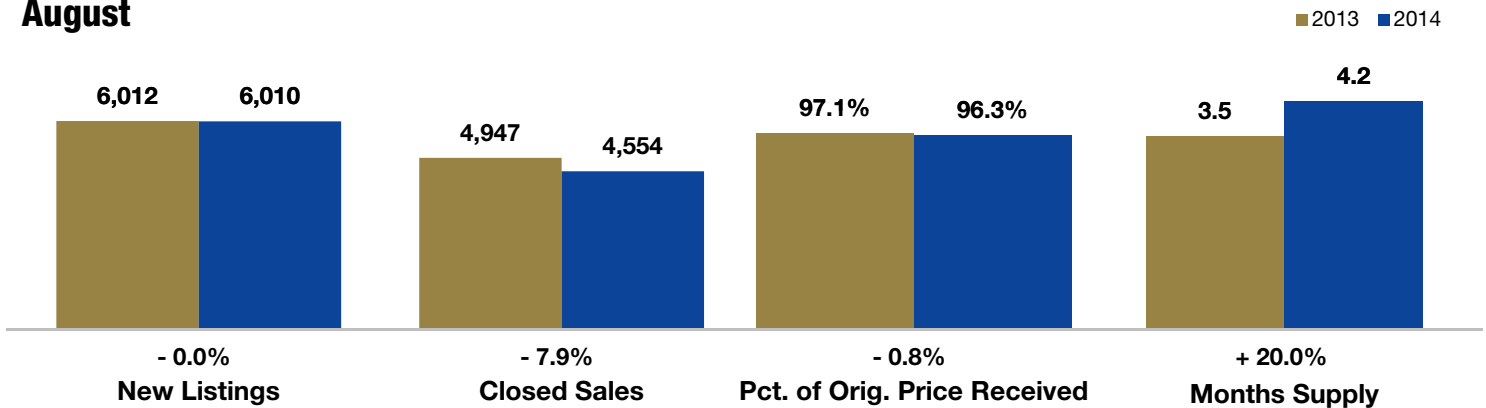


## 11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2013	2014	Percent Change	Thru 8-2013	Thru 8-2014	Percent Change
New Listings	6,012	<b>6,010</b>	- 0.0%	45,455	<b>47,151</b>	+ 3.7%
Closed Sales	4,947	<b>4,554</b>	- 7.9%	31,707	<b>29,035</b>	- 8.4%
Median Sales Price*	\$215,000	<b>\$225,000</b>	+ 4.7%	\$198,000	<b>\$212,000</b>	+ 7.1%
Percent of Original List Price Received*	97.1%	<b>96.3%</b>	- 0.8%	96.5%	<b>96.1%</b>	- 0.4%
Days on Market Until Sale	46	<b>50</b>	+ 8.7%	54	<b>55</b>	+ 1.9%
Months Supply of Inventory	3.5	<b>4.2</b>	+ 20.0%	--	--	--

\* 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

