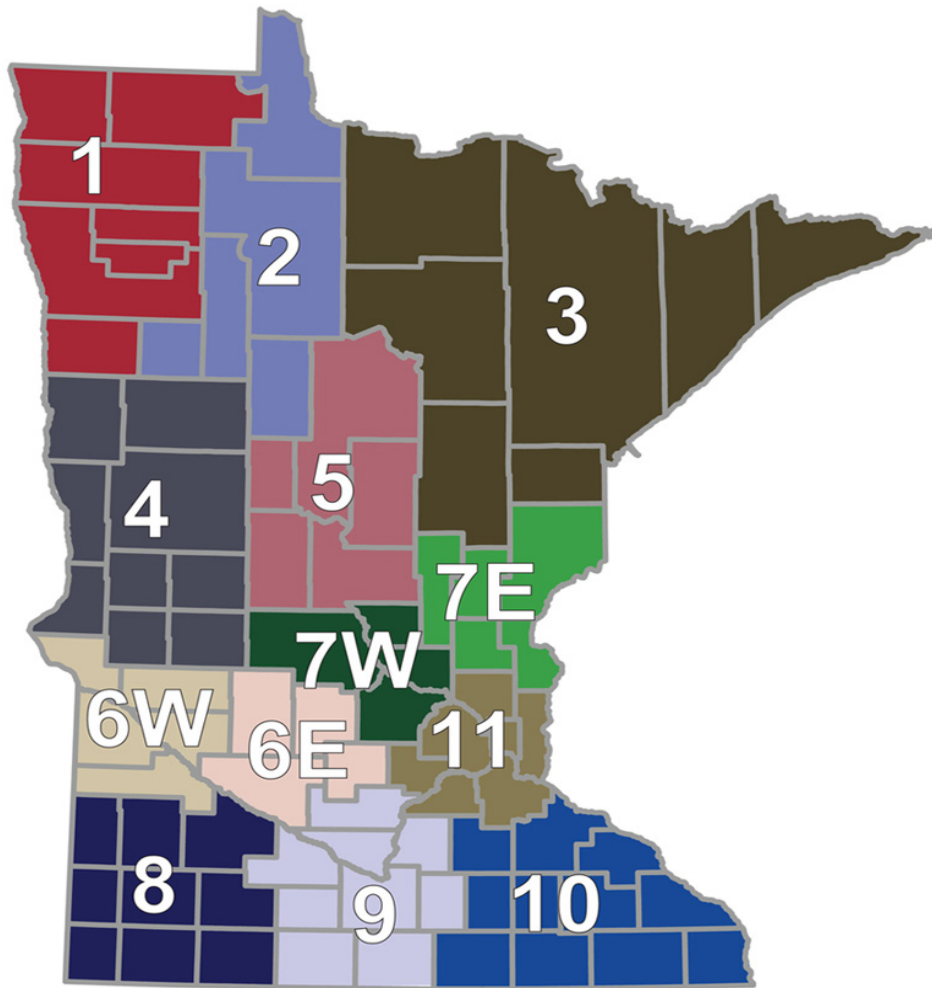


## Minnesota Regional Development Organizations



- 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 December 2014

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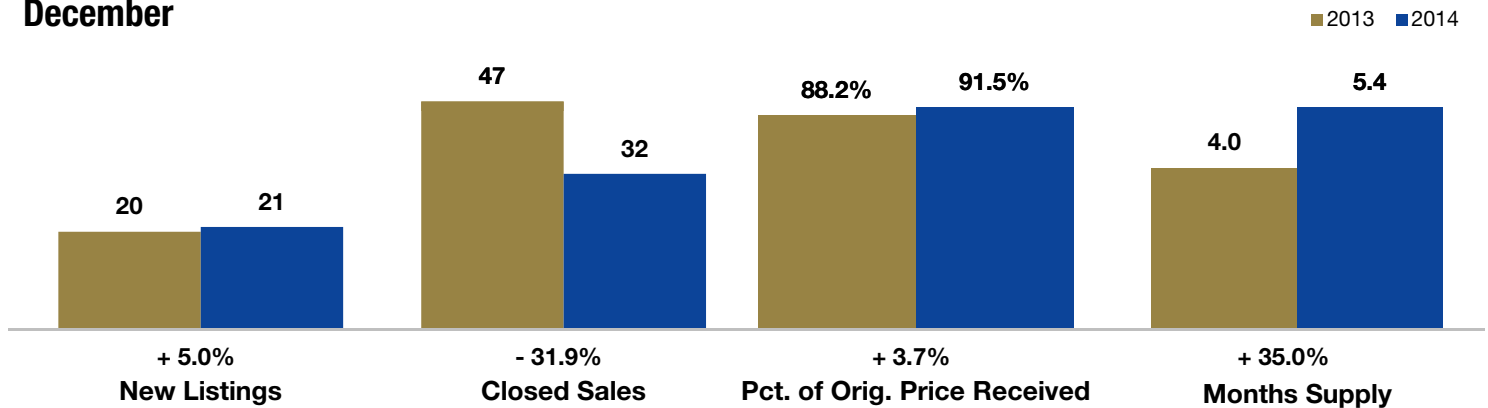


## 1 – Northwest Region

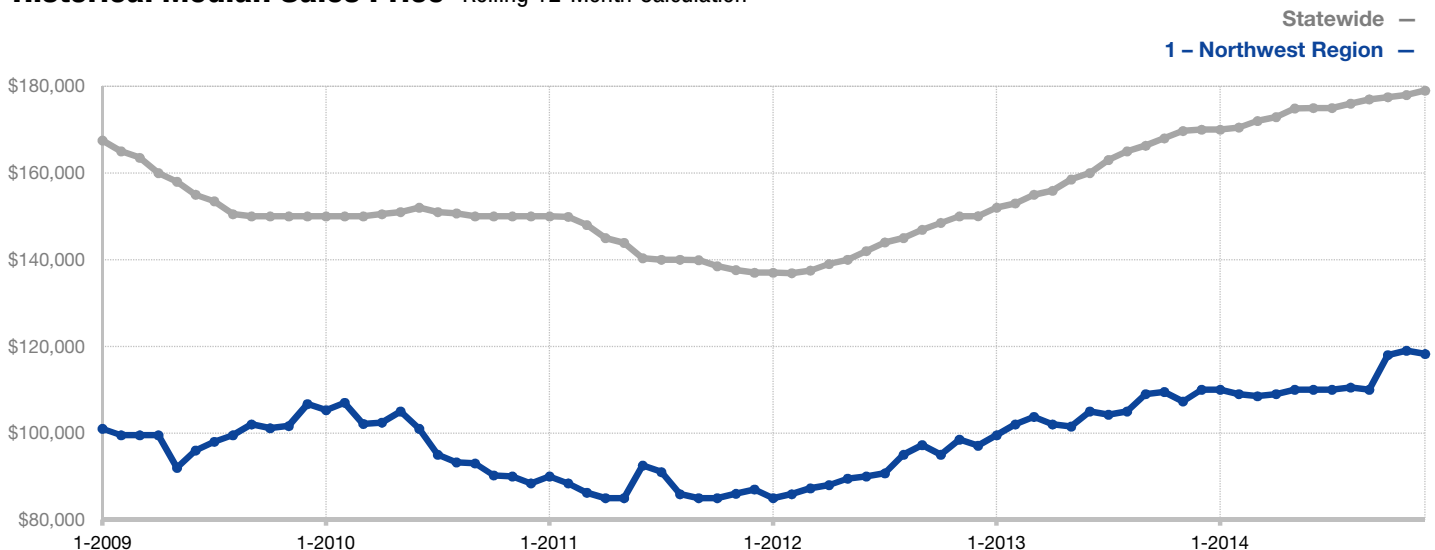
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	20	21	+ 5.0%	697	568	- 18.5%
Closed Sales	47	32	- 31.9%	537	428	- 20.3%
Median Sales Price*	\$110,000	\$91,491	- 16.8%	\$110,000	\$118,250	+ 7.5%
Percent of Original List Price Received*	88.2%	91.5%	+ 3.7%	91.3%	91.5%	+ 0.2%
Days on Market Until Sale	152	131	- 13.8%	153	169	+ 10.5%
Months Supply of Inventory	4.0	5.4	+ 35.0%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

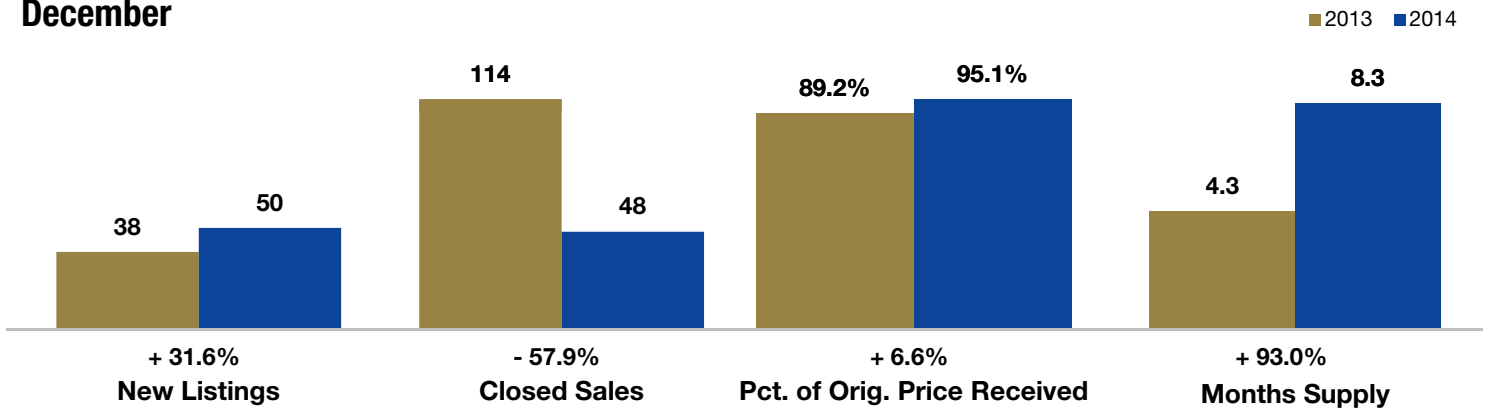


## 2 – Headwaters Region

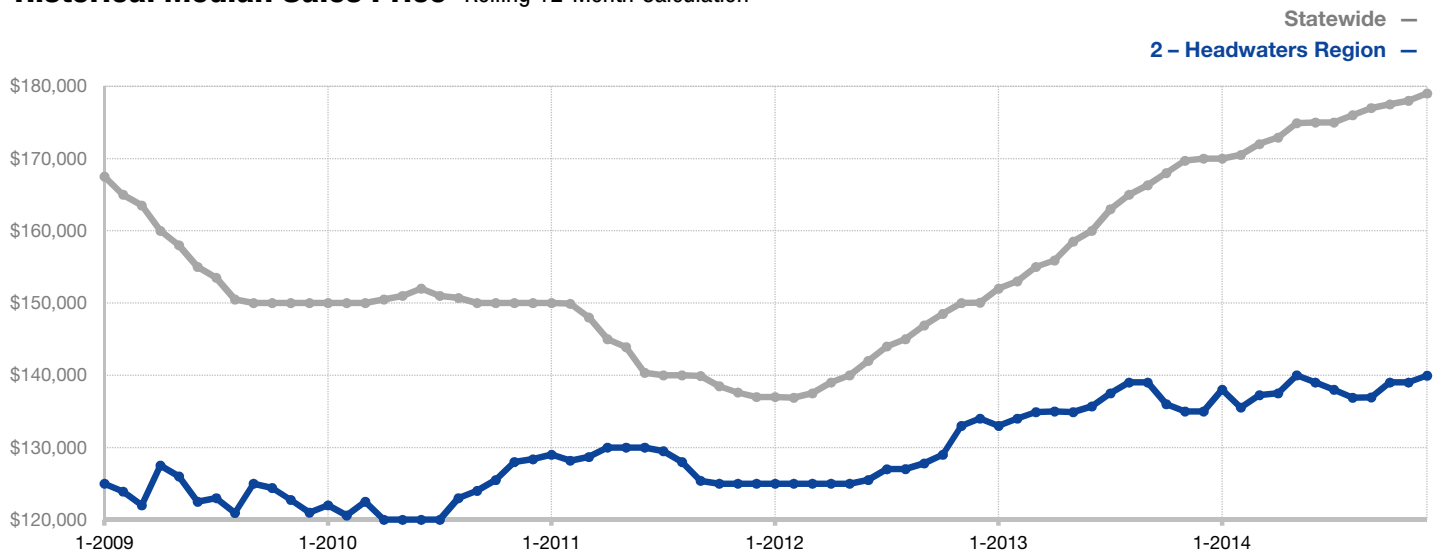
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	38	50	+ 31.6%	2,288	1,818	- 20.5%
Closed Sales	114	48	- 57.9%	1,524	952	- 37.5%
Median Sales Price*	\$138,750	\$139,000	+ 0.2%	\$135,000	\$139,950	+ 3.7%
Percent of Original List Price Received*	89.2%	95.1%	+ 6.6%	90.9%	90.4%	- 0.6%
Days on Market Until Sale	169	132	- 21.9%	141	158	+ 12.1%
Months Supply of Inventory	4.3	8.3	+ 93.0%	--	--	--

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### December



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



# Local Market Update for December 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

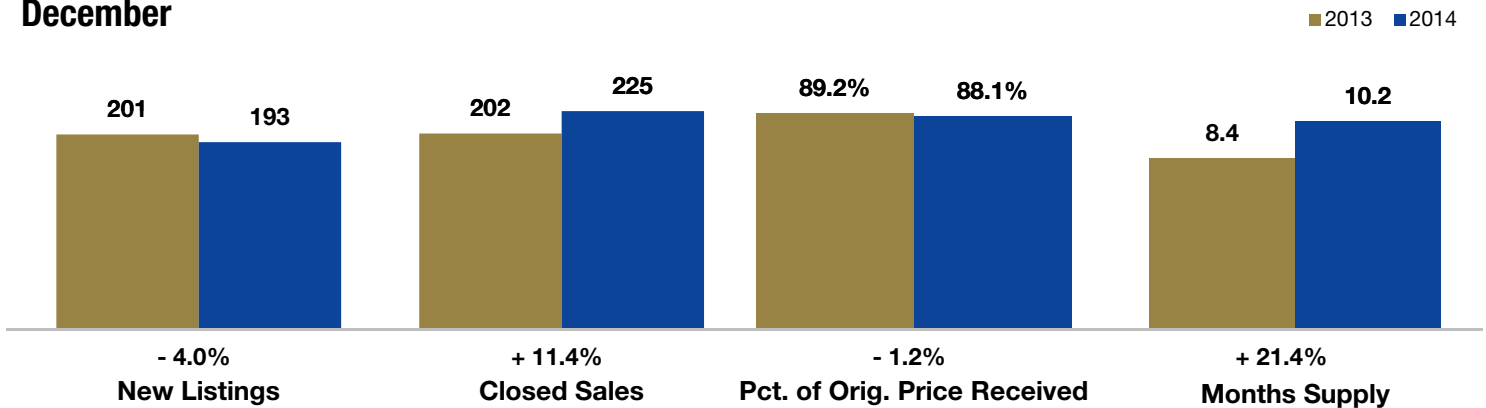


## 3 – Arrowhead Region

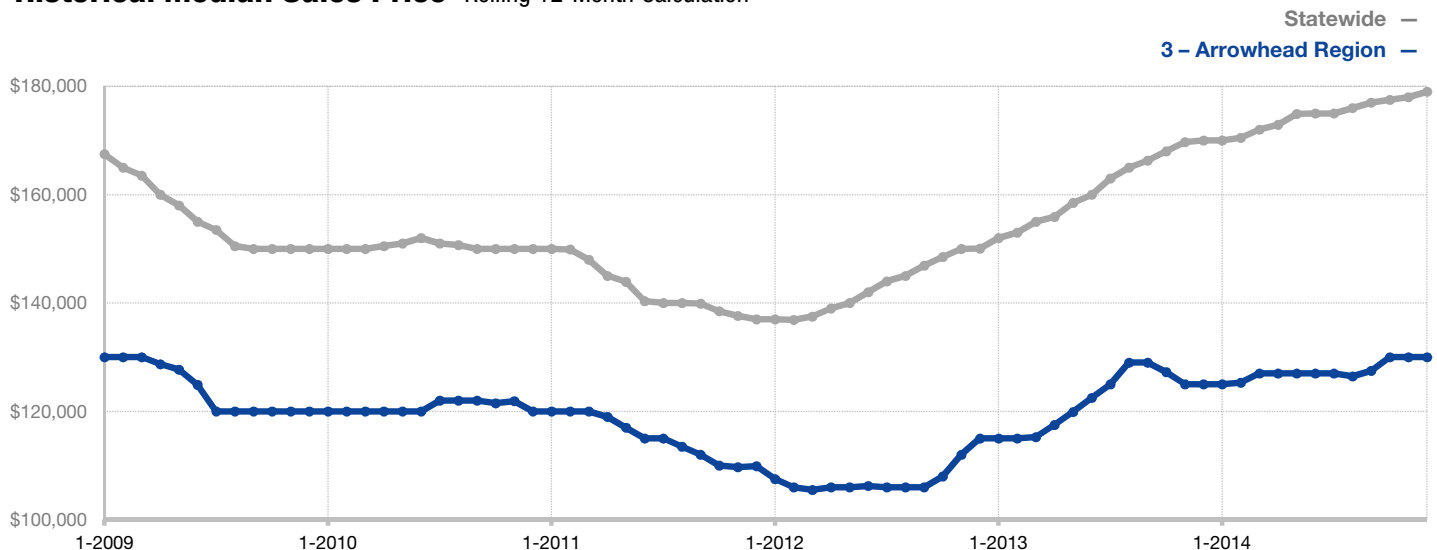
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	201	193	- 4.0%	5,962	6,573	+ 10.2%
Closed Sales	202	225	+ 11.4%	3,078	3,168	+ 2.9%
Median Sales Price*	\$115,000	\$129,090	+ 12.3%	\$125,000	\$130,000	+ 4.0%
Percent of Original List Price Received*	89.2%	88.1%	- 1.2%	90.2%	90.6%	+ 0.4%
Days on Market Until Sale	123	131	+ 6.5%	127	122	- 3.9%
Months Supply of Inventory	8.4	10.2	+ 21.4%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

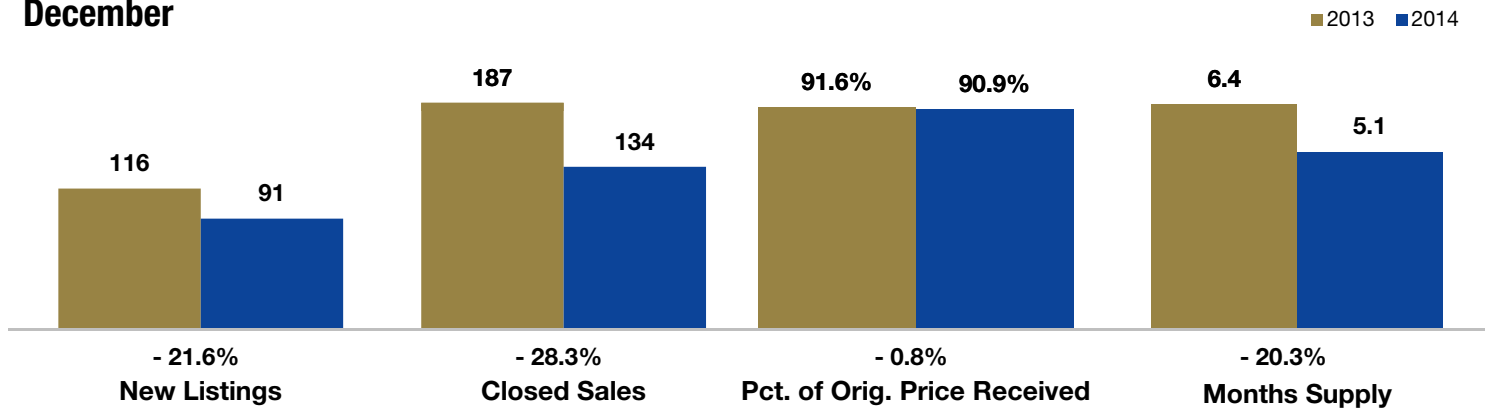


## 4 – West Central Region

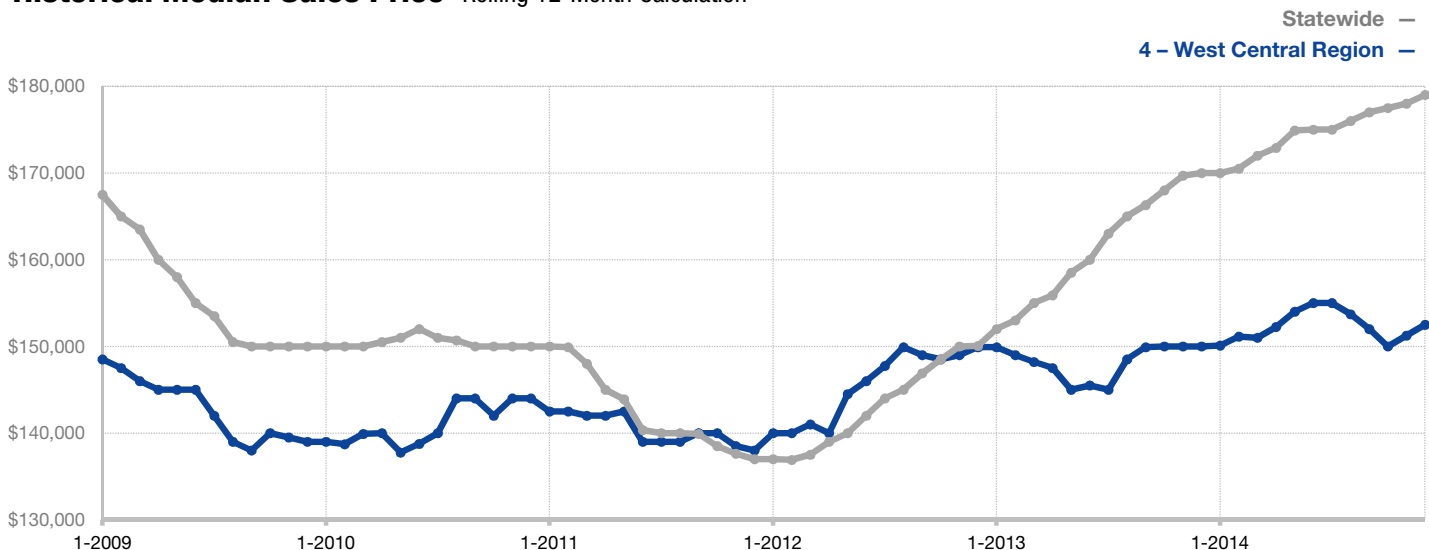
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	116	91	- 21.6%	3,777	4,014	+ 6.3%
Closed Sales	187	134	- 28.3%	2,370	2,337	- 1.4%
Median Sales Price*	\$136,450	\$154,250	+ 13.0%	\$150,000	\$152,500	+ 1.7%
Percent of Original List Price Received*	91.6%	90.9%	- 0.8%	91.5%	92.2%	+ 0.8%
Days on Market Until Sale	142	133	- 6.3%	142	125	- 12.0%
Months Supply of Inventory	6.4	5.1	- 20.3%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2014

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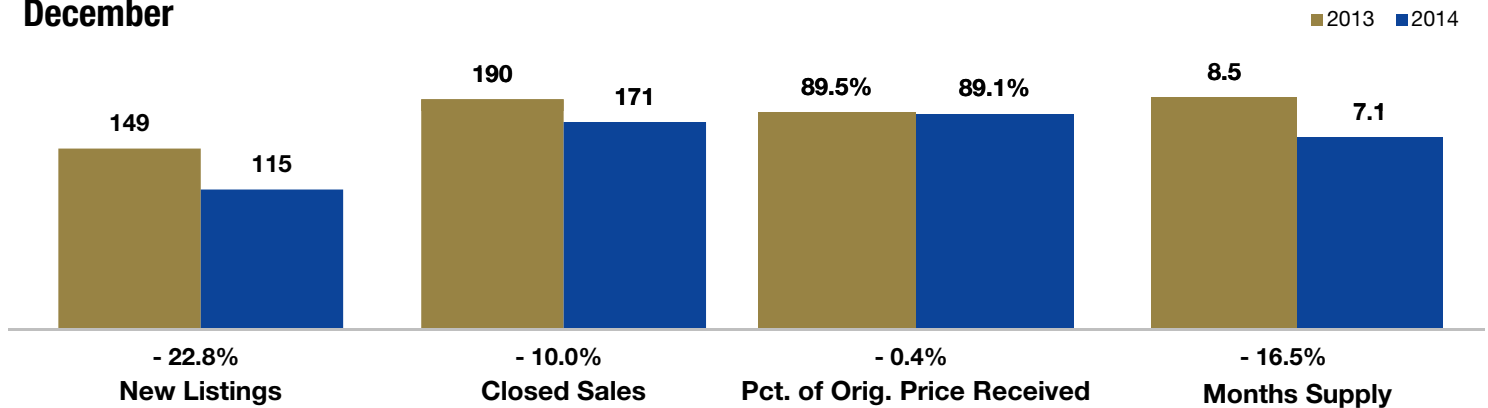


## 5 – North Central Region

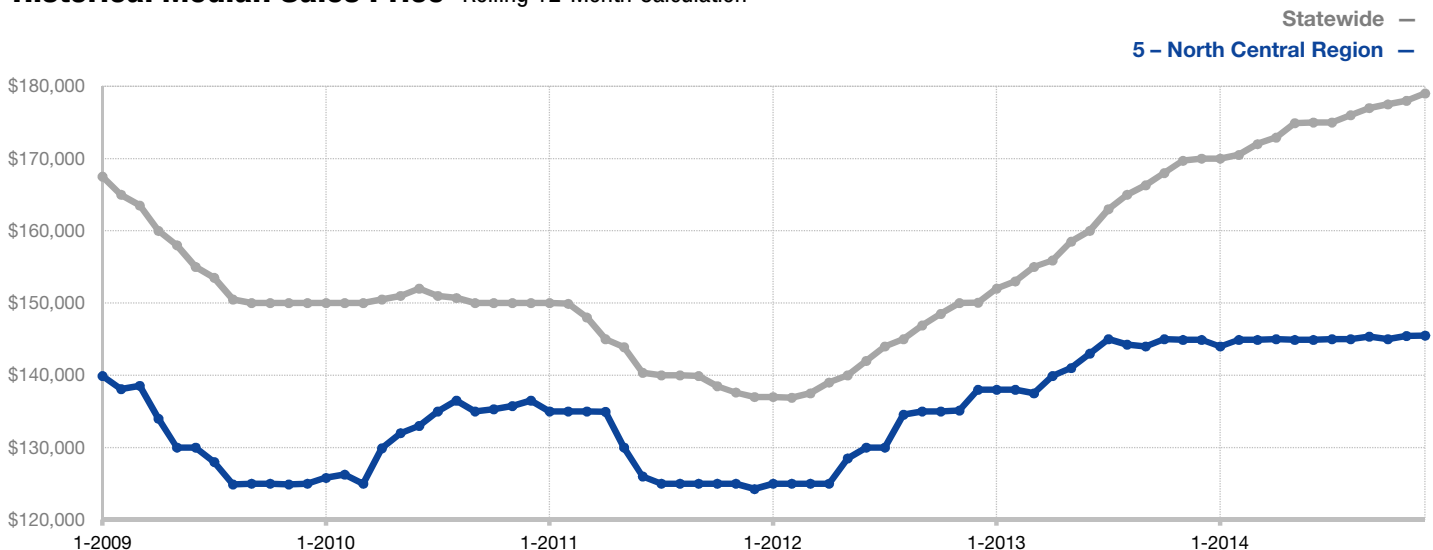
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	149	115	- 22.8%	4,594	4,717	+ 2.7%
Closed Sales	190	171	- 10.0%	2,522	2,600	+ 3.1%
Median Sales Price*	\$145,000	\$144,950	- 0.0%	\$144,900	\$145,500	+ 0.4%
Percent of Original List Price Received*	89.5%	89.1%	- 0.4%	90.3%	91.0%	+ 0.8%
Days on Market Until Sale	124	137	+ 10.5%	126	120	- 4.8%
Months Supply of Inventory	8.5	7.1	- 16.5%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

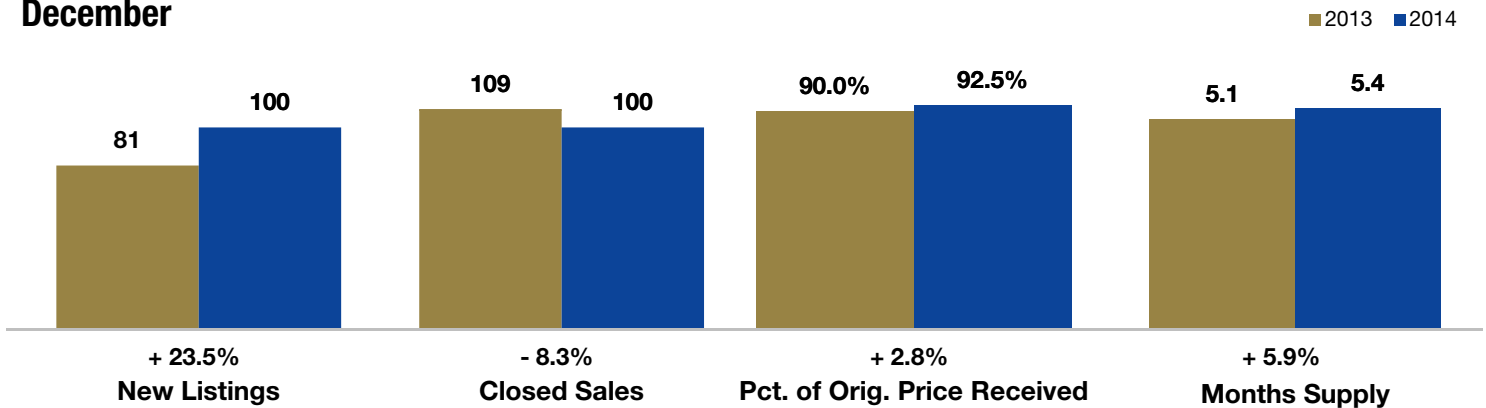


## 6E – Southwest Central Region

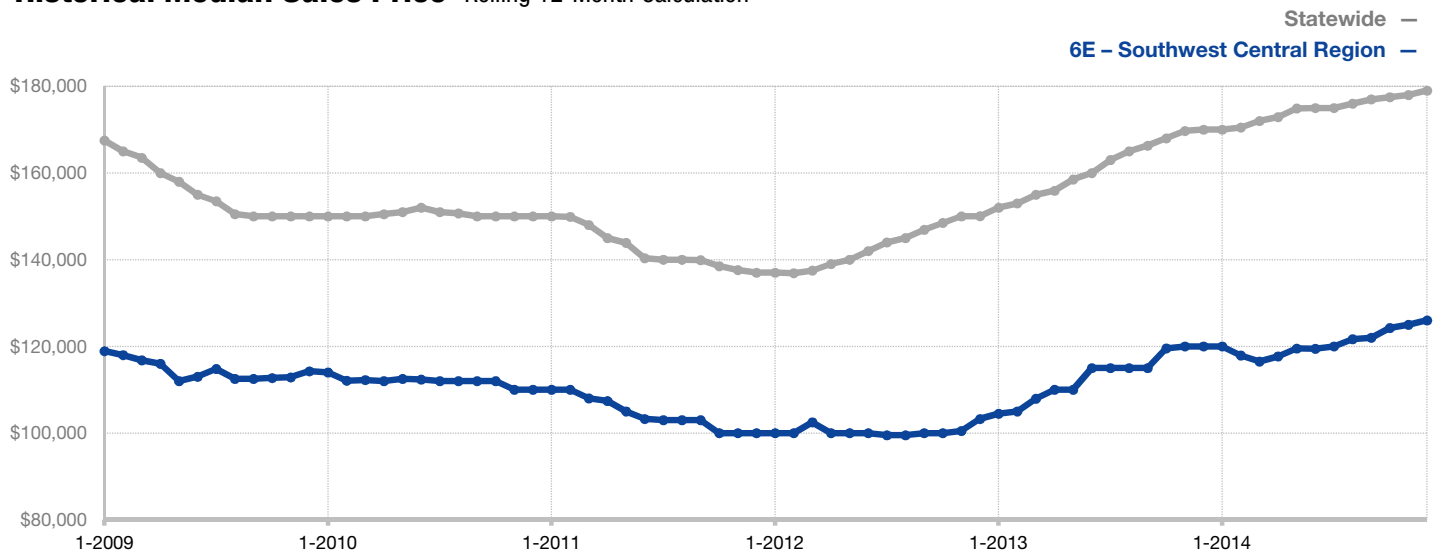
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	81	100	+ 23.5%	2,415	2,329	- 3.6%
Closed Sales	109	100	- 8.3%	1,492	1,480	- 0.8%
Median Sales Price*	\$108,650	\$133,500	+ 22.9%	\$120,000	\$126,000	+ 5.0%
Percent of Original List Price Received*	90.0%	92.5%	+ 2.8%	91.4%	92.1%	+ 0.8%
Days on Market Until Sale	124	131	+ 5.6%	116	116	0.0%
Months Supply of Inventory	5.1	5.4	+ 5.9%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2014

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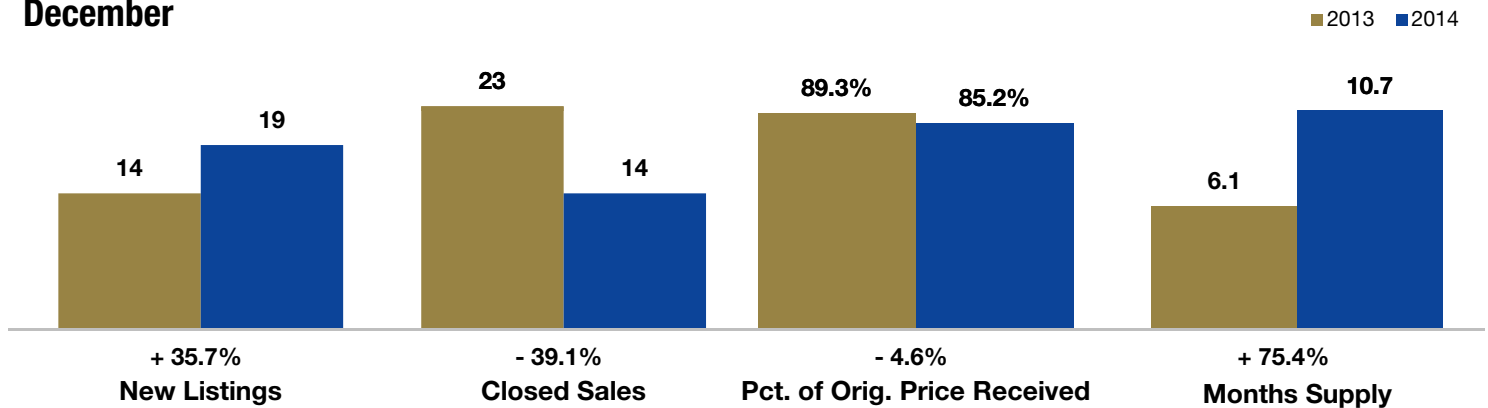


## 6W – Upper Minnesota Valley Region

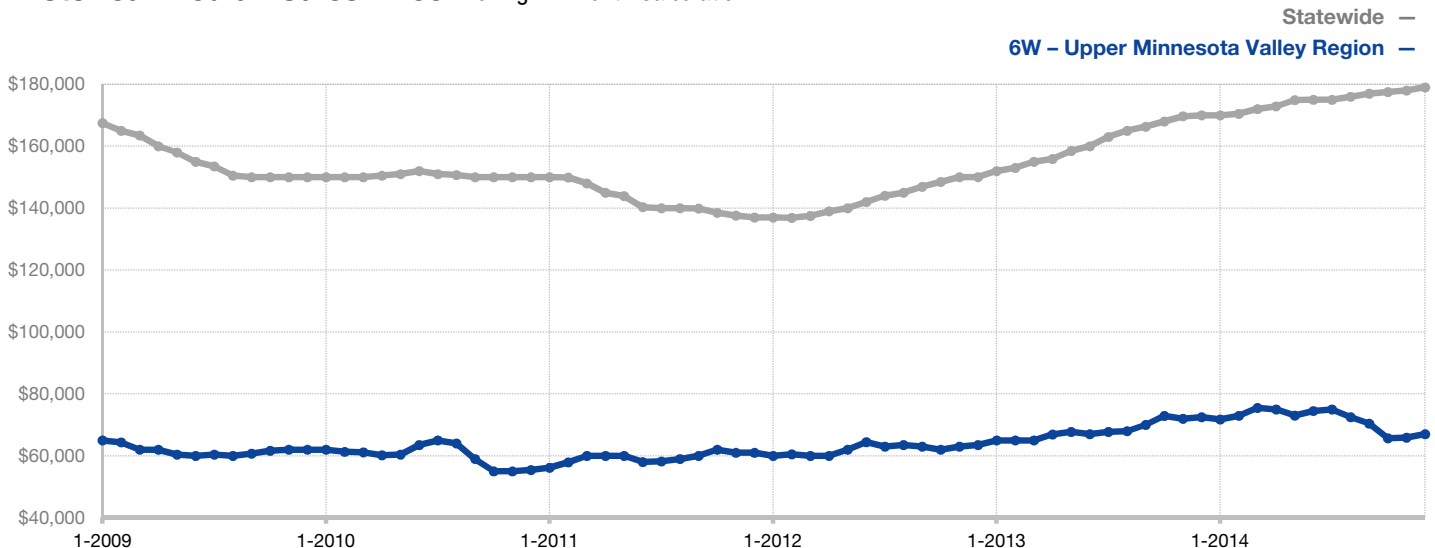
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	14	19	+ 35.7%	577	551	- 4.5%
Closed Sales	23	14	- 39.1%	348	320	- 8.0%
Median Sales Price*	\$71,000	\$97,500	+ 37.3%	\$72,500	\$67,000	- 7.6%
Percent of Original List Price Received*	89.3%	85.2%	- 4.6%	86.1%	88.2%	+ 2.4%
Days on Market Until Sale	169	173	+ 2.4%	200	194	- 3.0%
Months Supply of Inventory	6.1	10.7	+ 75.4%	--	--	--

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### December



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





# Local Market Update for December 2014

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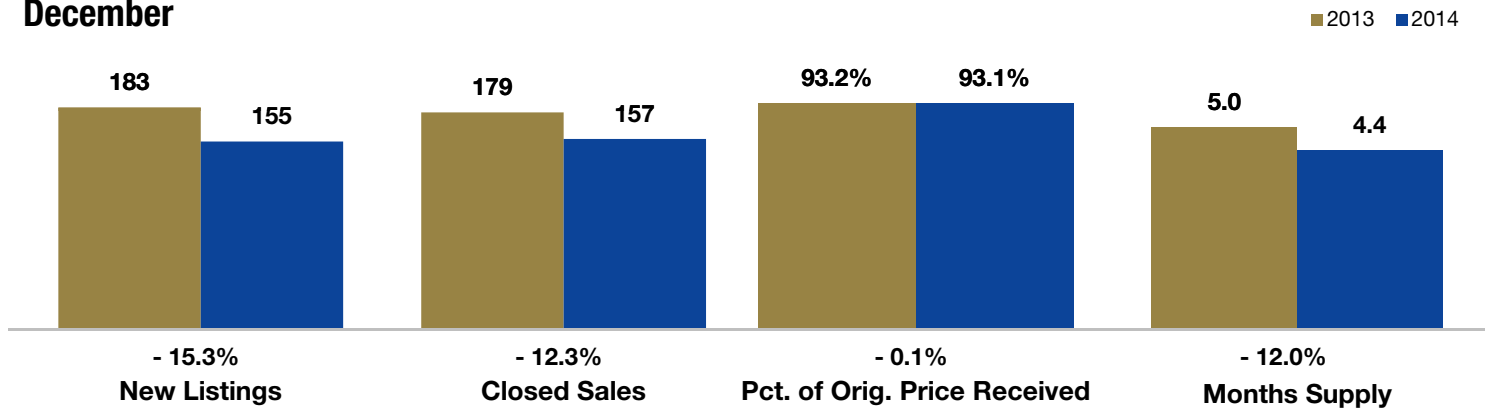


## 7E – East Central Region

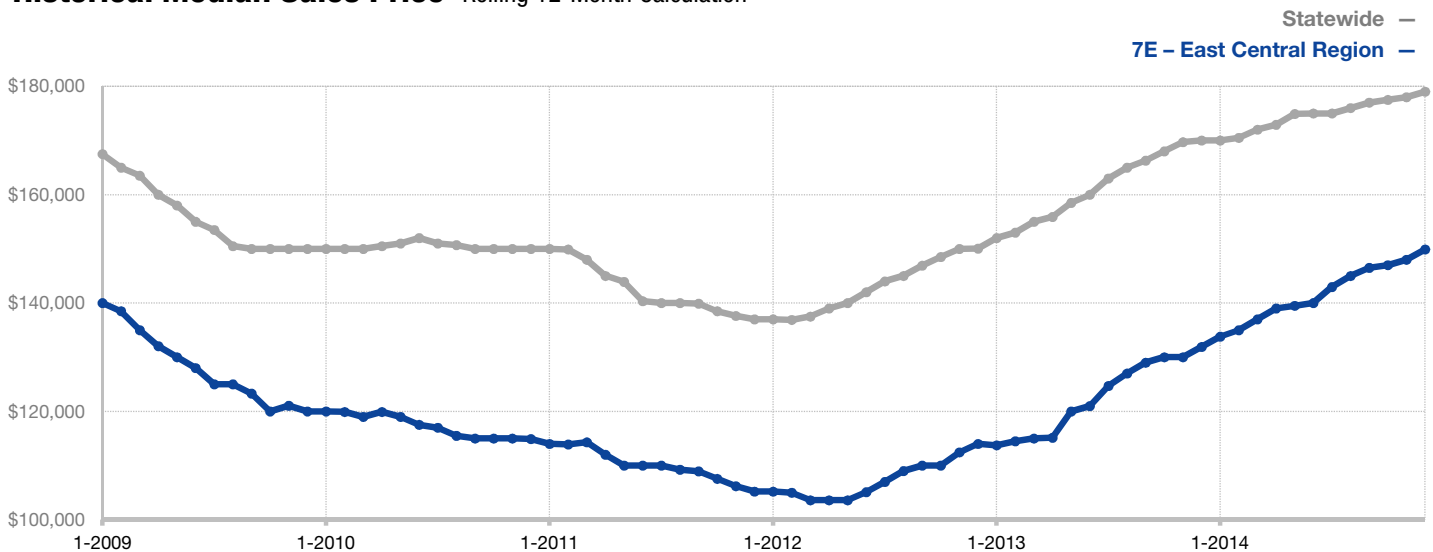
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	183	155	- 15.3%	4,014	3,930	- 2.1%
Closed Sales	179	157	- 12.3%	2,499	2,376	- 4.9%
Median Sales Price*	\$131,750	\$153,450	+ 16.5%	\$131,900	\$149,900	+ 13.6%
Percent of Original List Price Received*	93.2%	93.1%	- 0.1%	93.5%	93.4%	- 0.1%
Days on Market Until Sale	76	90	+ 18.4%	74	79	+ 6.8%
Months Supply of Inventory	5.0	4.4	- 12.0%	--	--	--

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### December



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



# Local Market Update for December 2014

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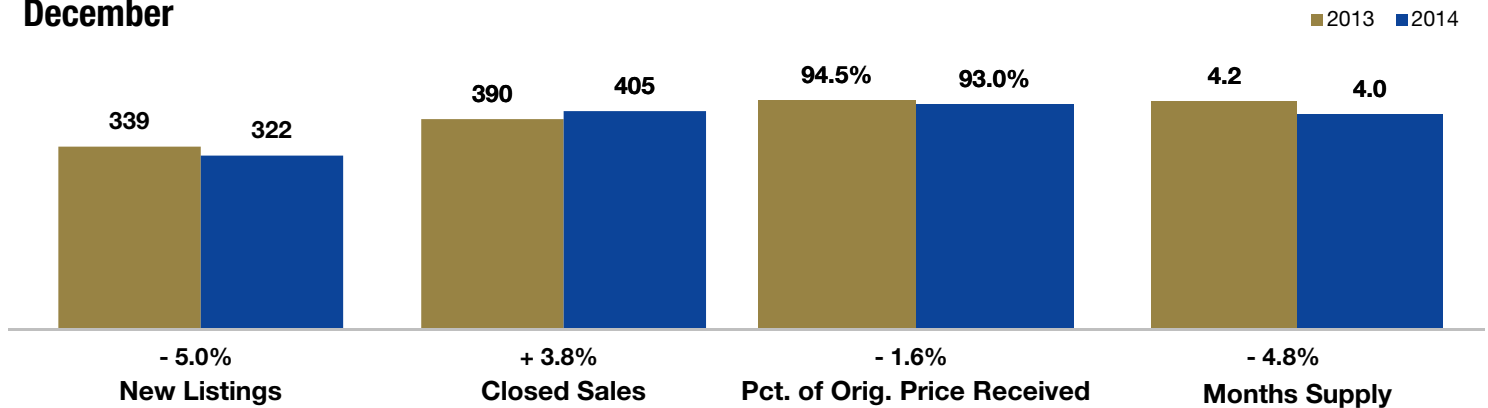


## 7W – Central Region

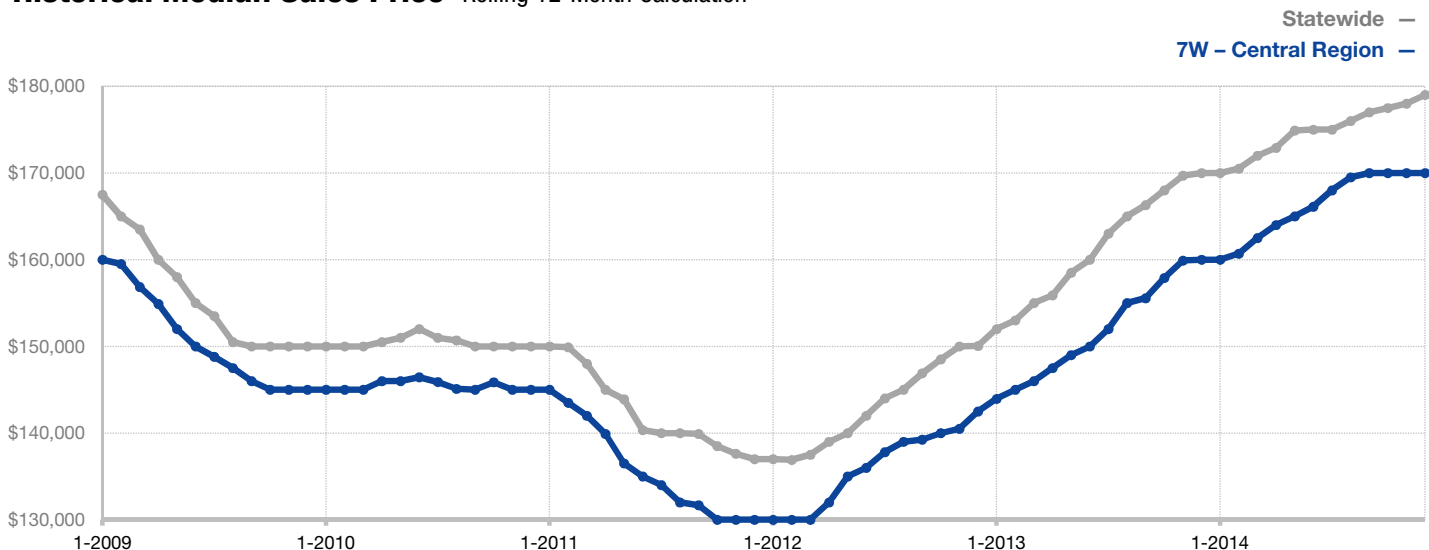
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	339	<b>322</b>	- 5.0%	8,799	<b>9,087</b>	+ 3.3%
Closed Sales	390	<b>405</b>	+ 3.8%	5,899	<b>5,746</b>	- 2.6%
Median Sales Price*	\$165,500	<b>\$164,950</b>	- 0.3%	\$160,000	<b>\$170,000</b>	+ 6.3%
Percent of Original List Price Received*	94.5%	<b>93.0%</b>	- 1.6%	94.7%	<b>94.6%</b>	- 0.1%
Days on Market Until Sale	73	<b>80</b>	+ 9.6%	74	<b>73</b>	- 1.4%
Months Supply of Inventory	4.2	<b>4.0</b>	- 4.8%	--	--	--

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### December



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



# Local Market Update for December 2014

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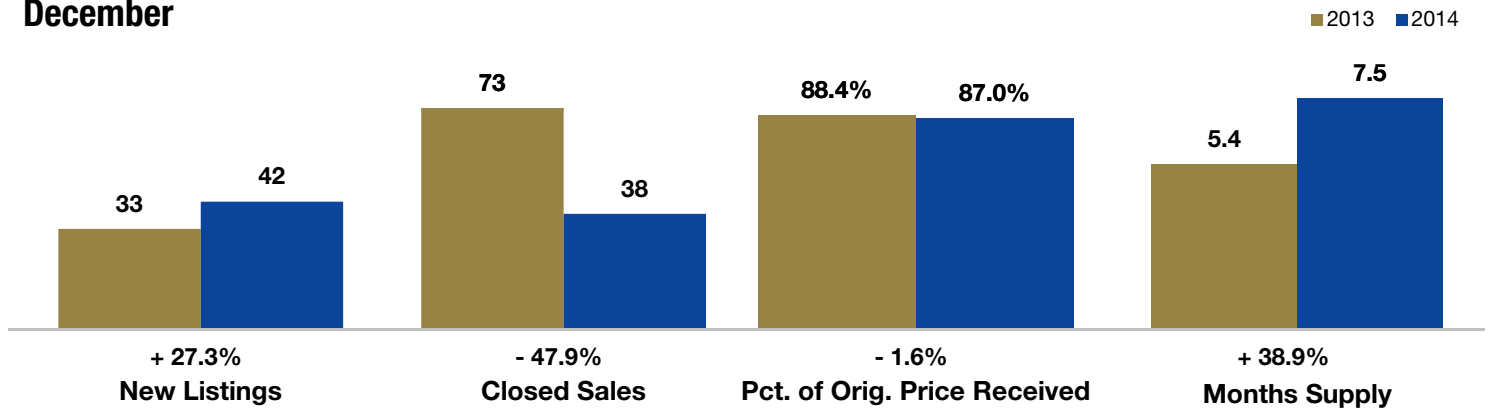


## 8 – Southwest Region

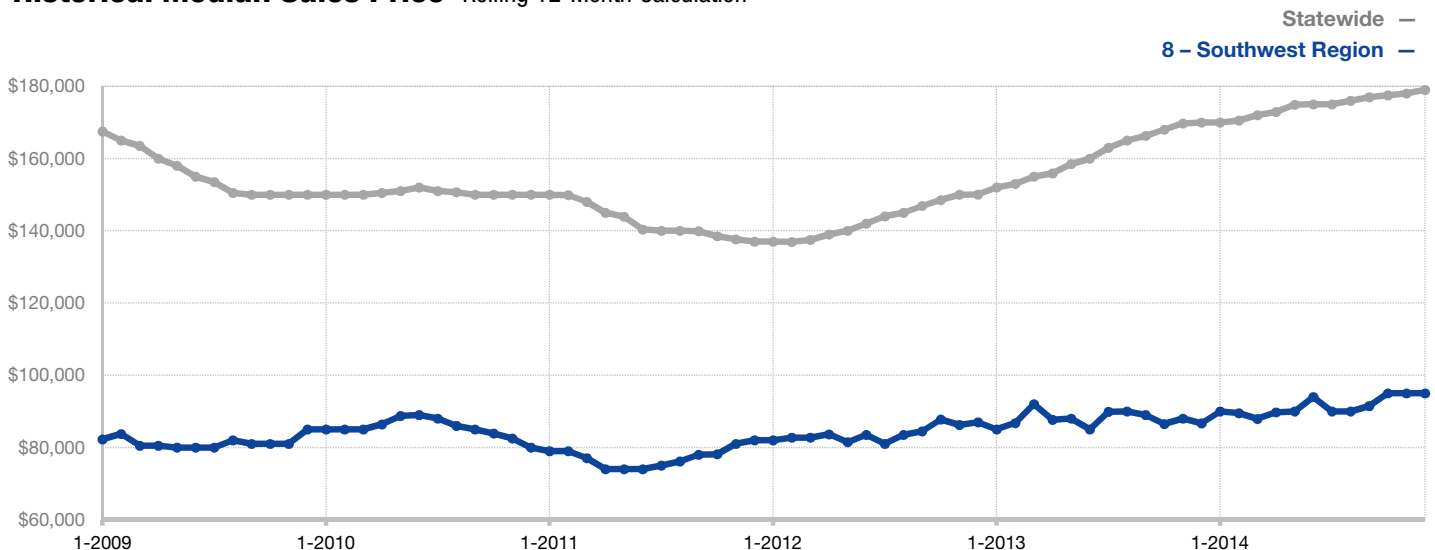
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	33	42	+ 27.3%	1,108	1,115	+ 0.6%
Closed Sales	73	38	- 47.9%	777	726	- 6.6%
Median Sales Price*	\$86,350	\$92,875	+ 7.6%	\$86,700	\$95,000	+ 9.6%
Percent of Original List Price Received*	88.4%	87.0%	- 1.6%	88.9%	89.2%	+ 0.3%
Days on Market Until Sale	201	223	+ 10.9%	171	169	- 1.2%
Months Supply of Inventory	5.4	7.5	+ 38.9%	--	--	--

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### December



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



# Local Market Update for December 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

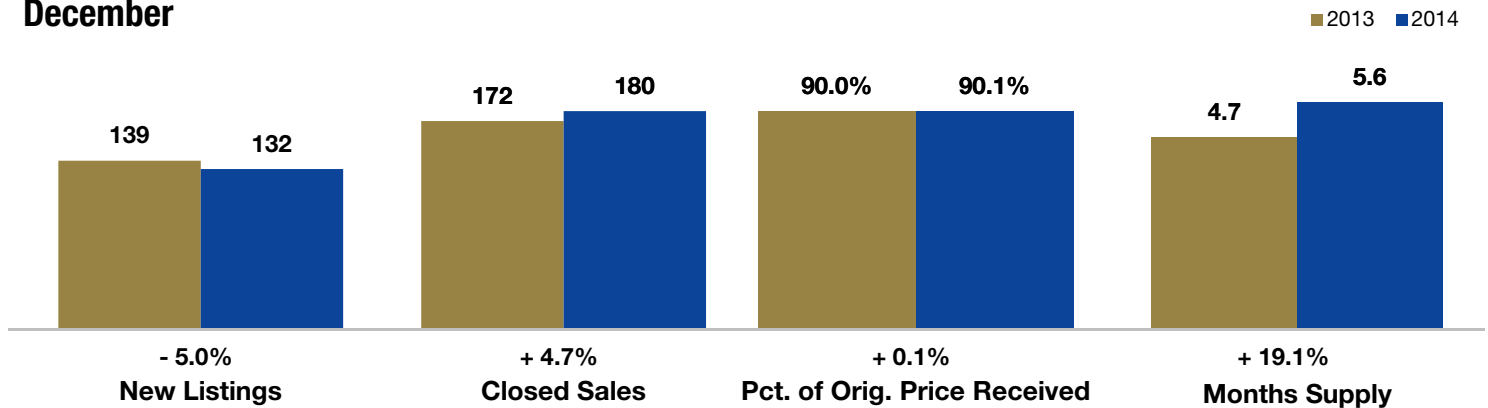


## 9 – South Central Region

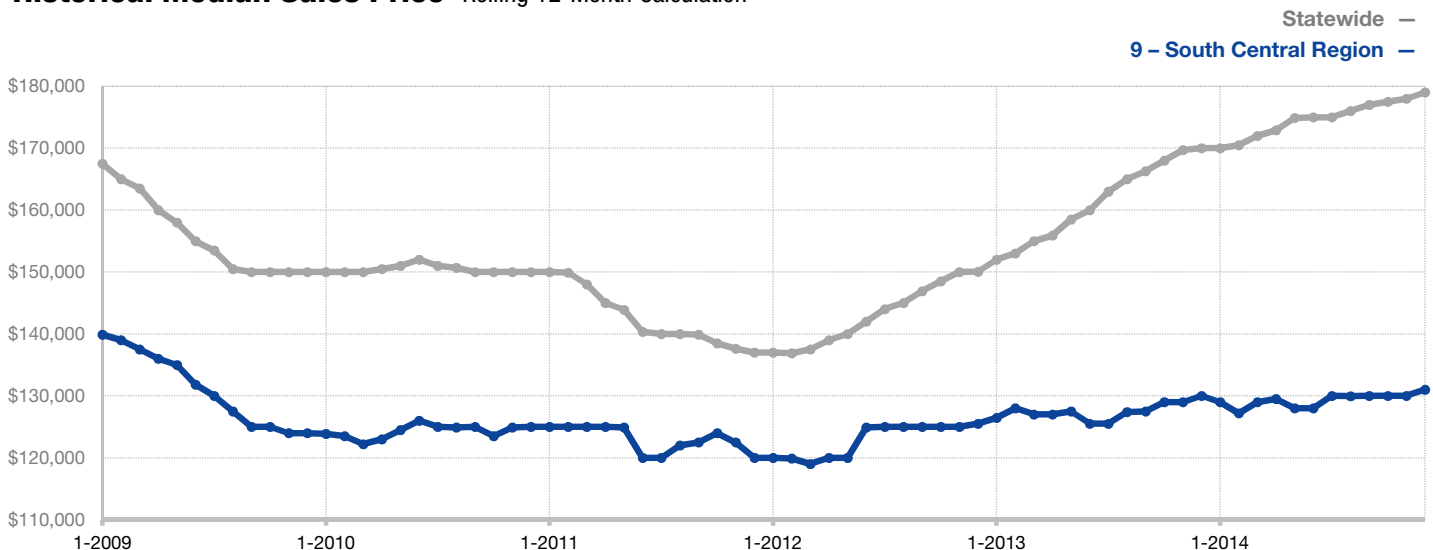
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	139	132	- 5.0%	3,803	3,770	- 0.9%
Closed Sales	172	180	+ 4.7%	2,688	2,577	- 4.1%
Median Sales Price*	\$121,000	\$135,000	+ 11.6%	\$130,000	\$131,000	+ 0.8%
Percent of Original List Price Received*	90.0%	90.1%	+ 0.1%	91.8%	92.2%	+ 0.4%
Days on Market Until Sale	124	141	+ 13.7%	136	131	- 3.7%
Months Supply of Inventory	4.7	5.6	+ 19.1%	--	--	--

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### December



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



# Local Market Update for December 2014

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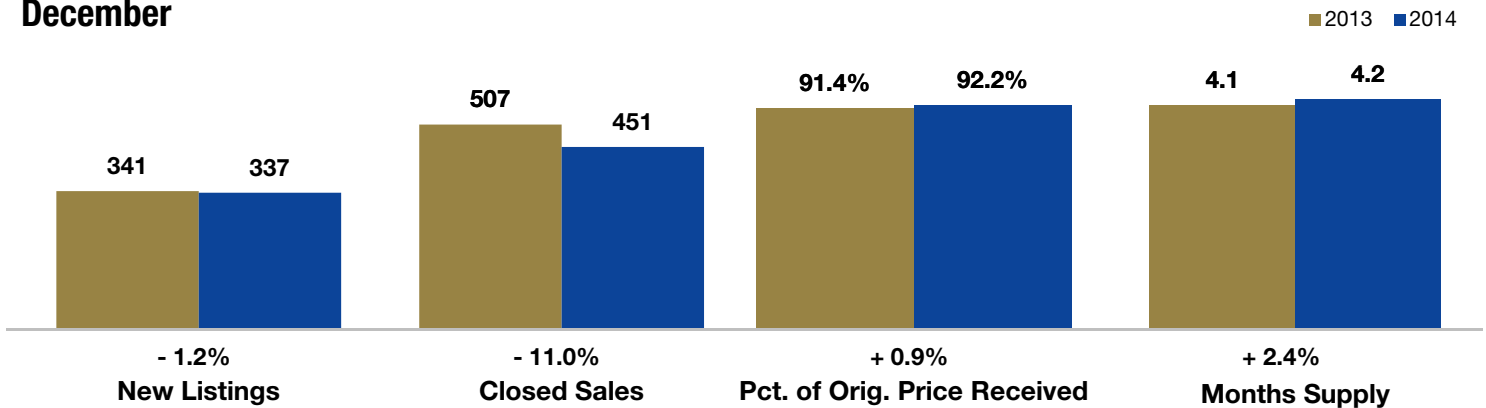


## 10 – Southeast Region

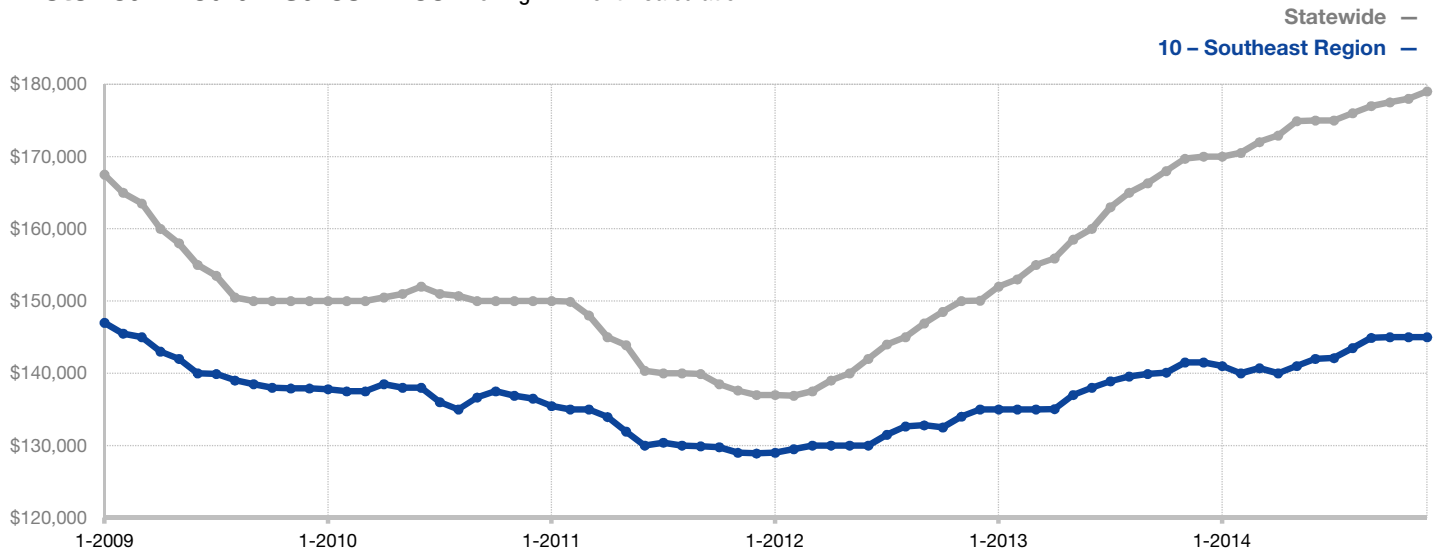
Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	341	<b>337</b>	- 1.2%	9,274	<b>9,125</b>	- 1.6%
Closed Sales	507	<b>451</b>	- 11.0%	6,755	<b>6,747</b>	- 0.1%
Median Sales Price*	\$126,100	<b>\$138,000</b>	+ 9.4%	\$141,500	<b>\$145,000</b>	+ 2.5%
Percent of Original List Price Received*	91.4%	<b>92.2%</b>	+ 0.9%	93.0%	<b>93.4%</b>	+ 0.4%
Days on Market Until Sale	116	<b>113</b>	- 2.6%	115	<b>109</b>	- 5.2%
Months Supply of Inventory	4.1	<b>4.2</b>	+ 2.4%	--	--	--

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### December



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



# Local Market Update for December 2014

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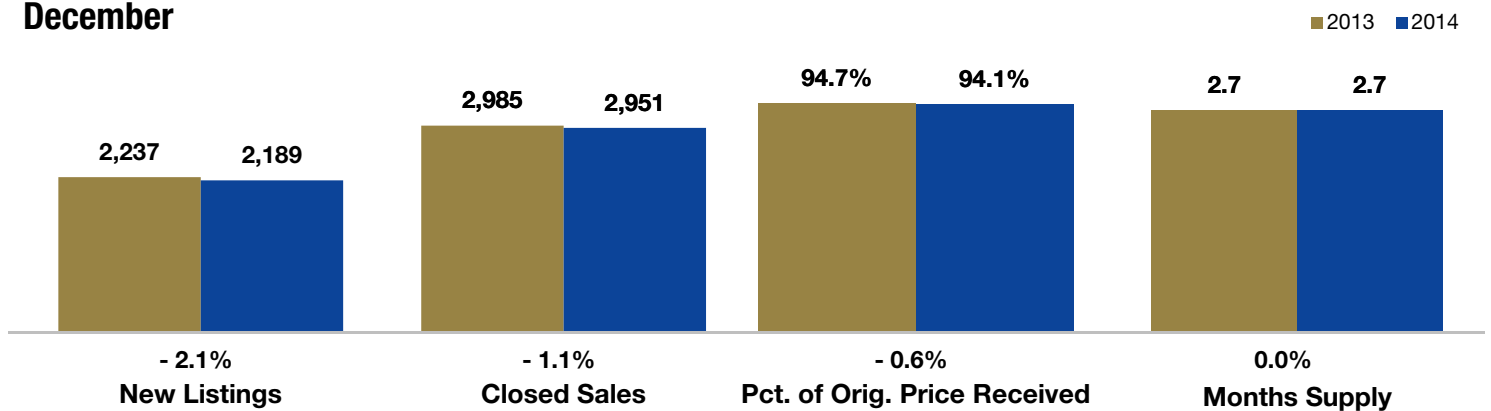


## 11 – 7-County Twin Cities Region

Key Metrics	December			Year to Date		
	2013	2014	Percent Change	Thru 12-2013	Thru 12-2014	Percent Change
New Listings	2,237	<b>2,189</b>	- 2.1%	61,946	<b>63,401</b>	+ 2.3%
Closed Sales	2,985	<b>2,951</b>	- 1.1%	46,156	<b>42,878</b>	- 7.1%
Median Sales Price*	\$195,000	<b>\$208,600</b>	+ 7.0%	\$199,000	<b>\$212,000</b>	+ 6.5%
Percent of Original List Price Received*	94.7%	<b>94.1%</b>	- 0.6%	96.2%	<b>95.8%</b>	- 0.4%
Days on Market Until Sale	59	<b>67</b>	+ 13.6%	53	<b>56</b>	+ 5.7%
Months Supply of Inventory	2.7	<b>2.7</b>	0.0%	--	--	--

\* 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.

### December



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

