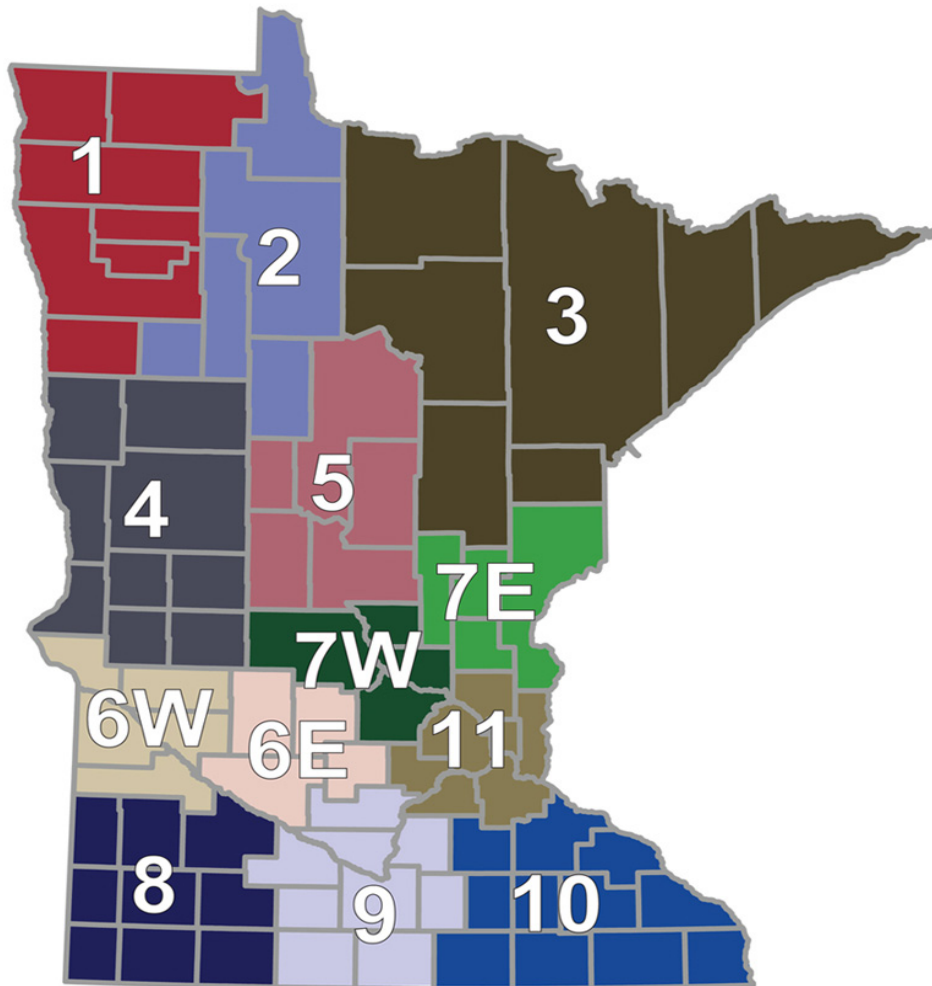


# Minnesota Regional Development Organizations



- 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 February 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

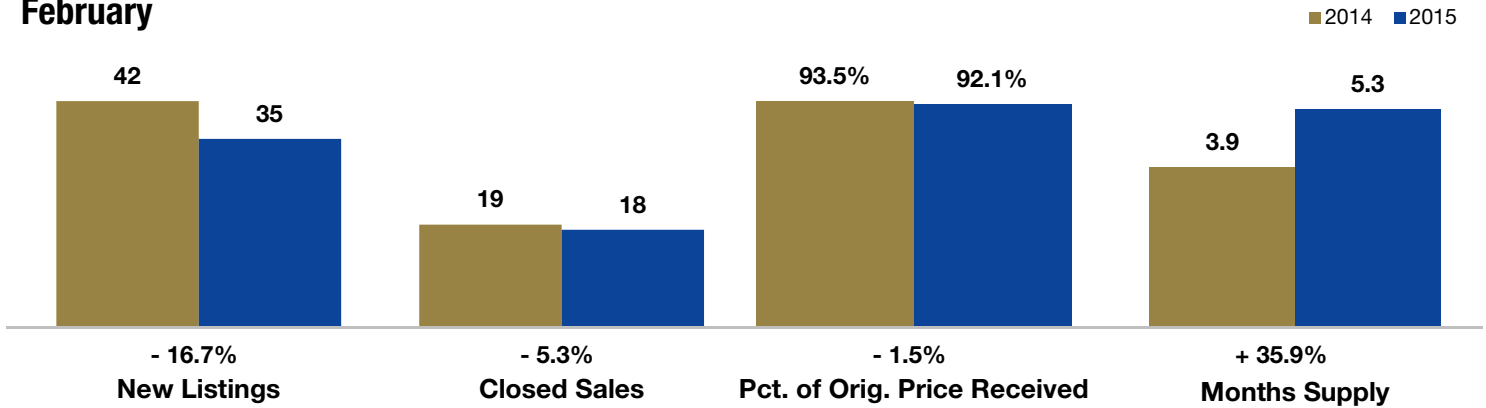


## 1 – Northwest Region

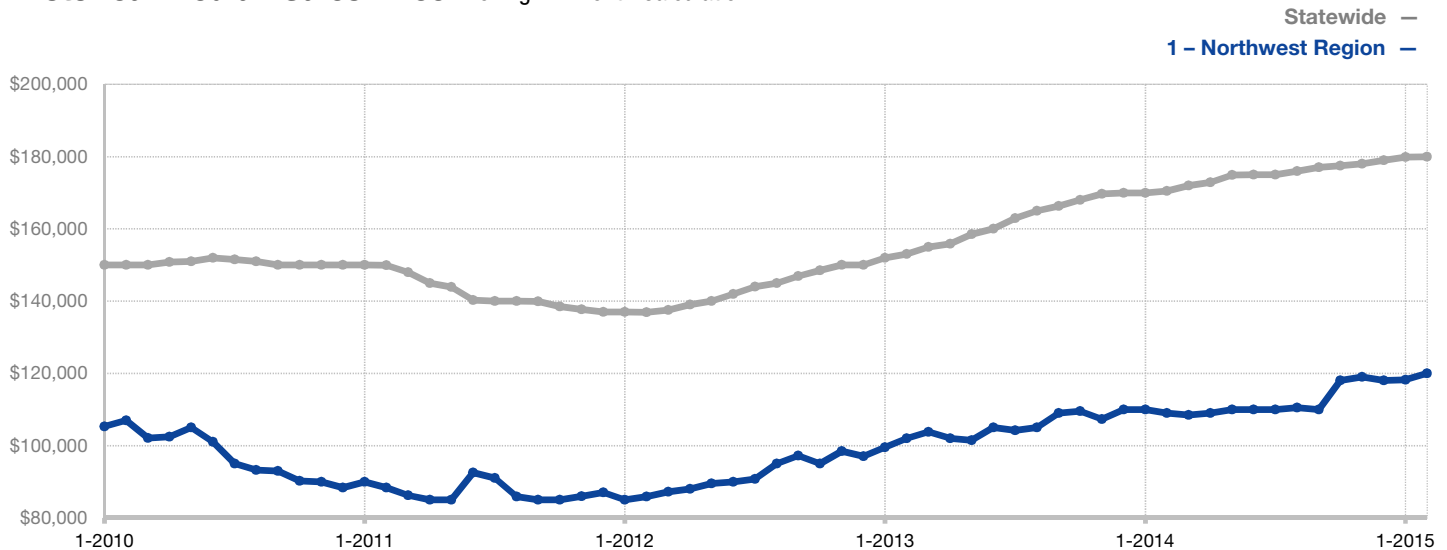
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	42	35	- 16.7%	80	58	- 27.5%
Closed Sales	19	18	- 5.3%	39	39	0.0%
Median Sales Price*	\$81,899	<b>\$128,300</b>	+ 56.7%	\$88,000	<b>\$123,000</b>	+ 39.8%
Percent of Original List Price Received*	93.5%	<b>92.1%</b>	- 1.5%	88.8%	<b>91.3%</b>	+ 2.8%
Days on Market Until Sale	157	<b>140</b>	- 10.8%	162	<b>134</b>	- 17.3%
Months Supply of Inventory	3.9	<b>5.3</b>	+ 35.9%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

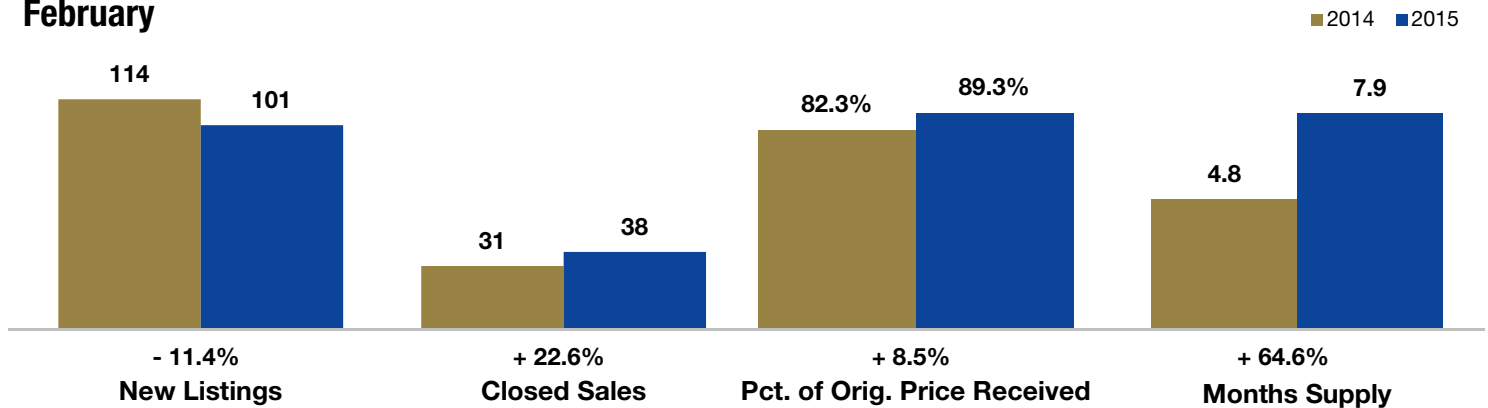


## 2 – Headwaters Region

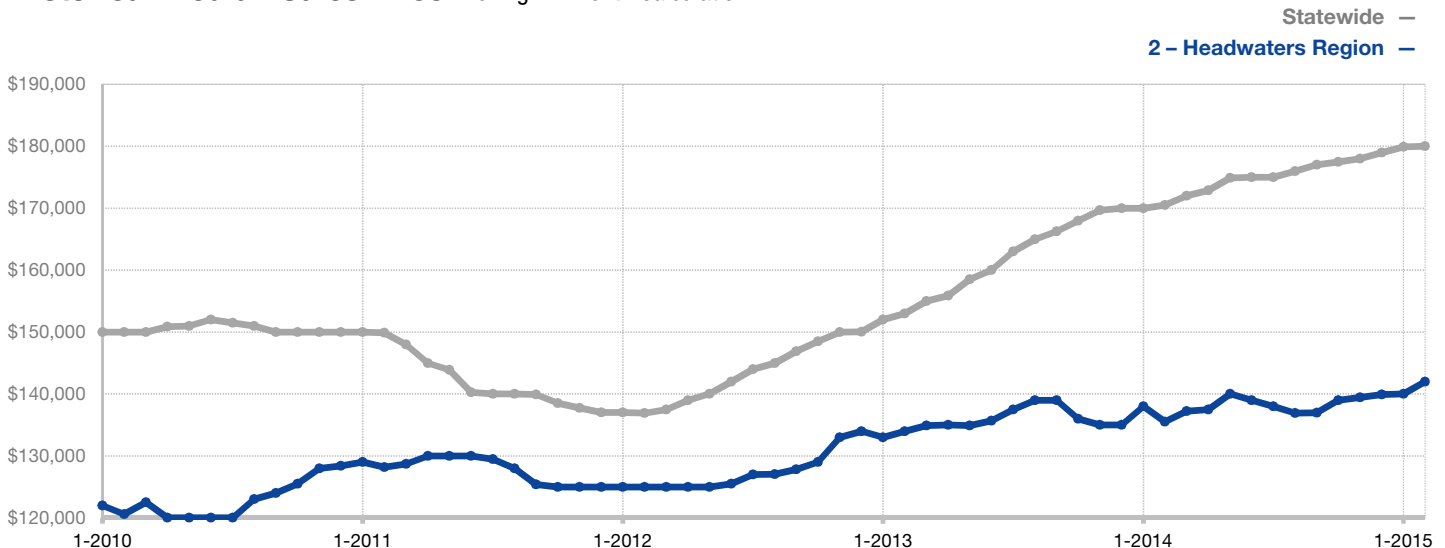
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	114	101	- 11.4%	217	188	- 13.4%
Closed Sales	31	38	+ 22.6%	90	77	- 14.4%
Median Sales Price*	\$76,000	\$112,500	+ 48.0%	\$109,250	\$129,900	+ 18.9%
Percent of Original List Price Received*	82.3%	89.3%	+ 8.5%	87.1%	89.5%	+ 2.8%
Days on Market Until Sale	232	202	- 12.9%	170	171	+ 0.6%
Months Supply of Inventory	4.8	7.9	+ 64.6%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

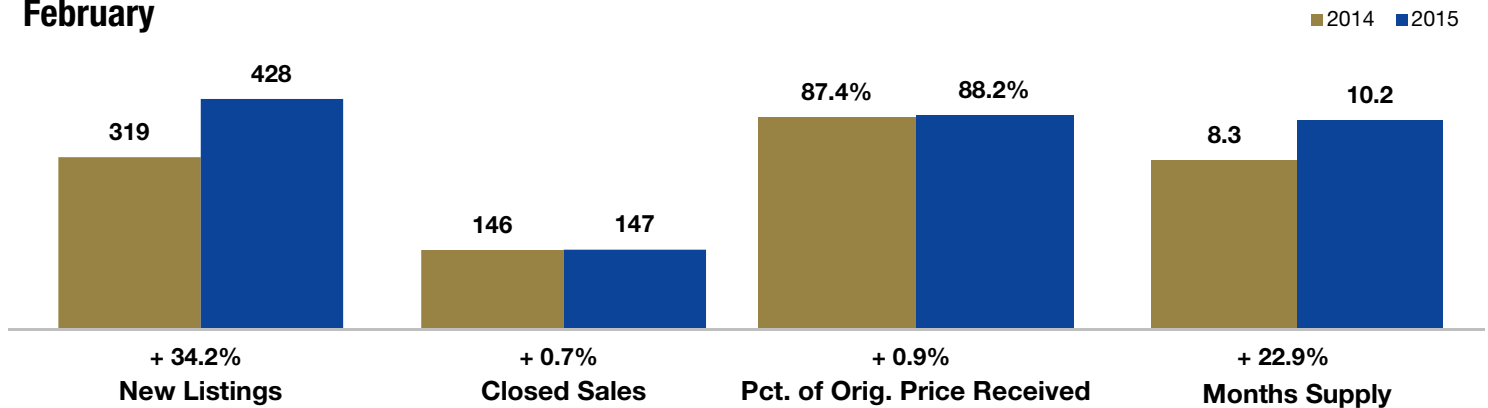


## 3 – Arrowhead Region

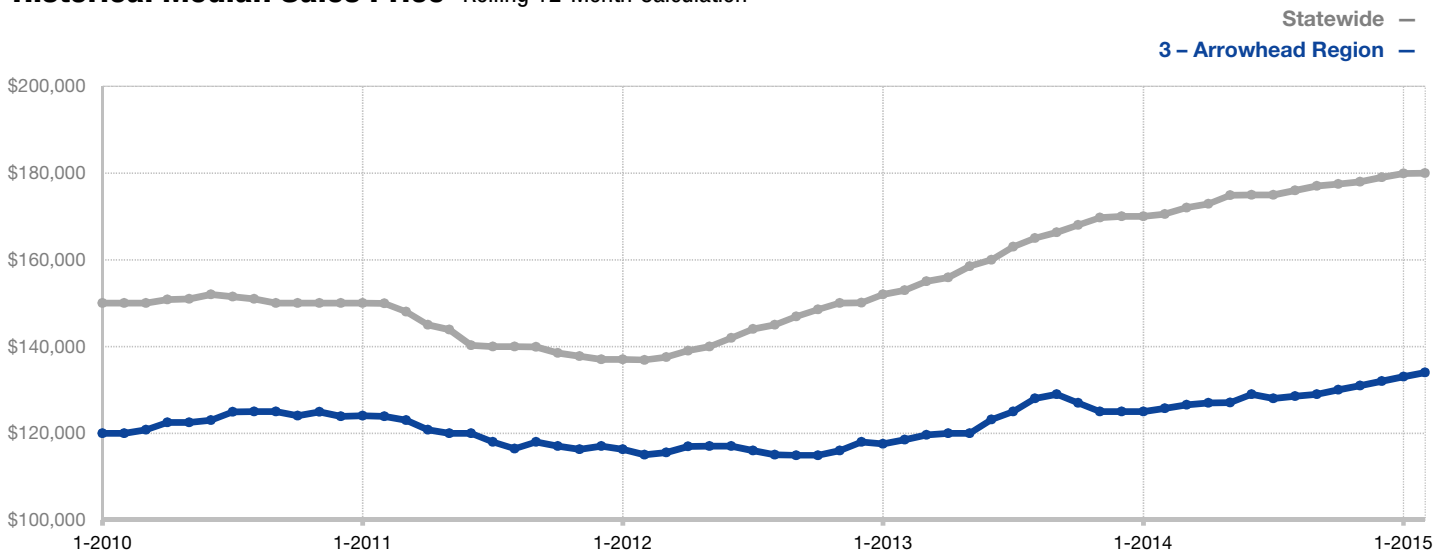
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	319	<b>428</b>	+ 34.2%	665	<b>836</b>	+ 25.7%
Closed Sales	146	<b>147</b>	+ 0.7%	314	<b>289</b>	- 8.0%
Median Sales Price*	\$105,000	<b>\$120,000</b>	+ 14.3%	\$109,000	<b>\$120,000</b>	+ 10.1%
Percent of Original List Price Received*	87.4%	<b>88.2%</b>	+ 0.9%	88.3%	<b>88.6%</b>	+ 0.3%
Days on Market Until Sale	140	<b>138</b>	- 1.4%	140	<b>148</b>	+ 5.7%
Months Supply of Inventory	8.3	<b>10.2</b>	+ 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.

### February



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



# Local Market Update for February 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

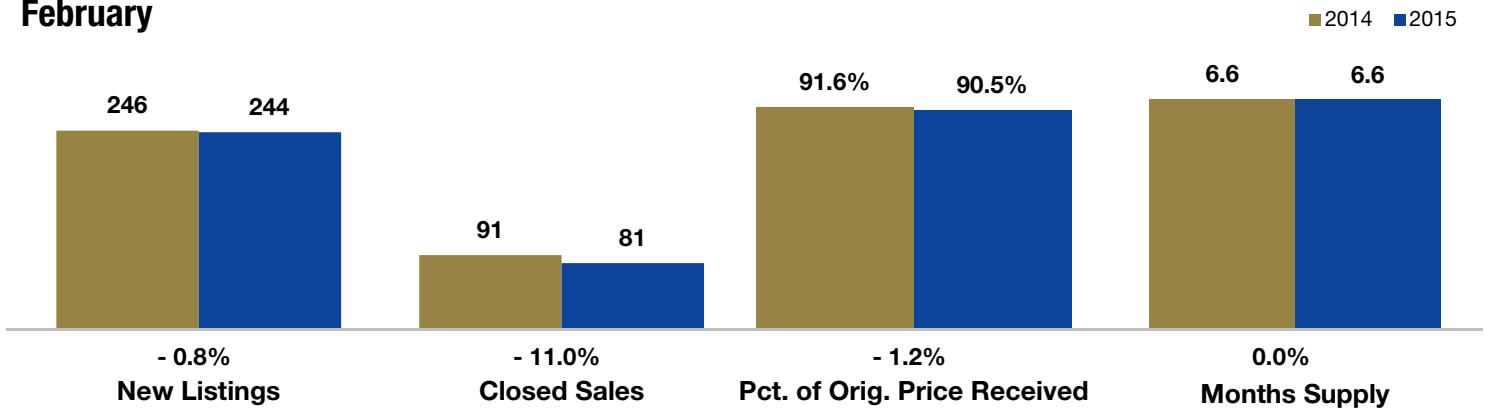


## 4 – West Central Region

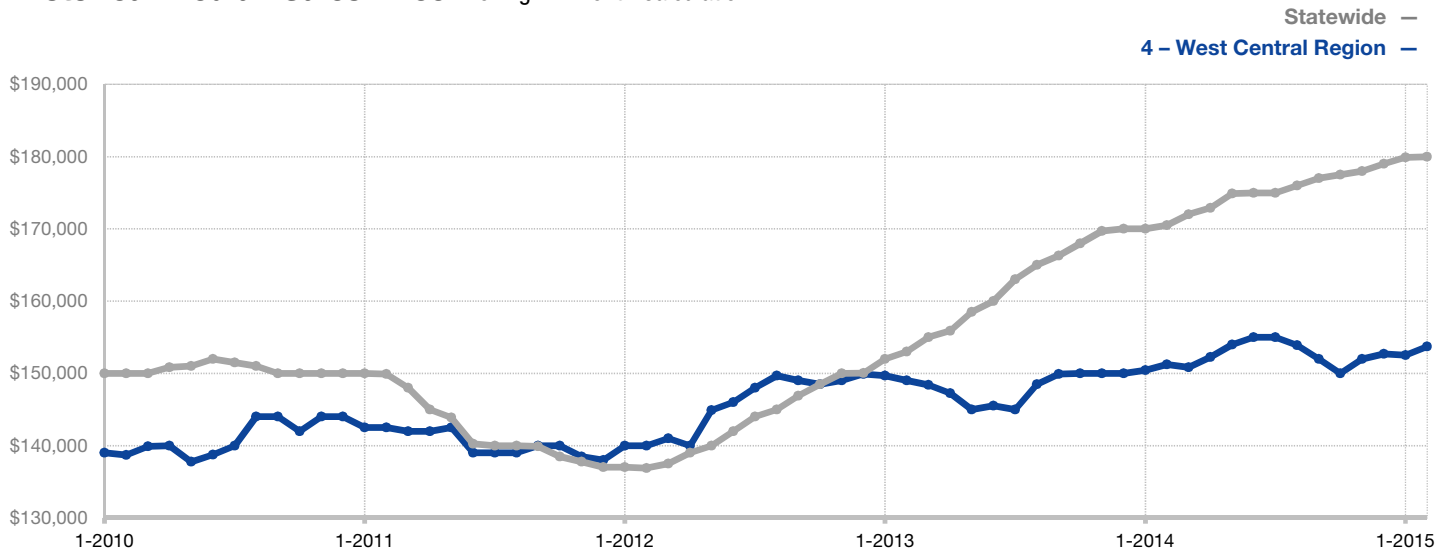
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	246	<b>244</b>	- 0.8%	438	<b>446</b>	+ 1.8%
Closed Sales	91	<b>81</b>	- 11.0%	187	<b>158</b>	- 15.5%
Median Sales Price*	\$135,000	<b>\$140,000</b>	+ 3.7%	\$143,450	<b>\$135,000</b>	- 5.9%
Percent of Original List Price Received*	91.6%	<b>90.5%</b>	- 1.2%	90.8%	<b>89.8%</b>	- 1.1%
Days on Market Until Sale	169	<b>144</b>	- 14.8%	157	<b>134</b>	- 14.6%
Months Supply of Inventory	6.6	<b>6.6</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.

### February



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



# Local Market Update for February 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

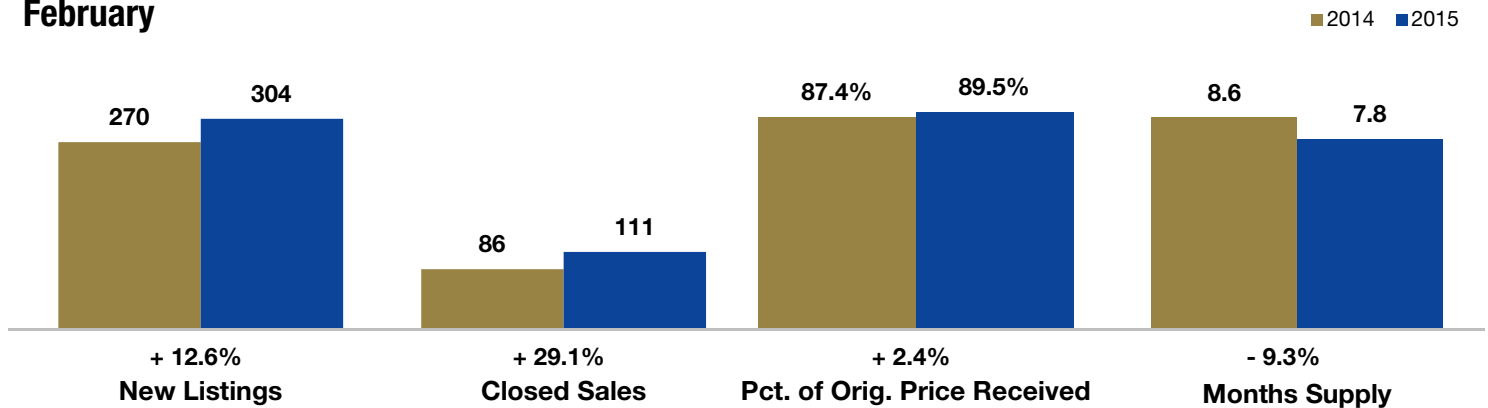


## 5 – North Central Region

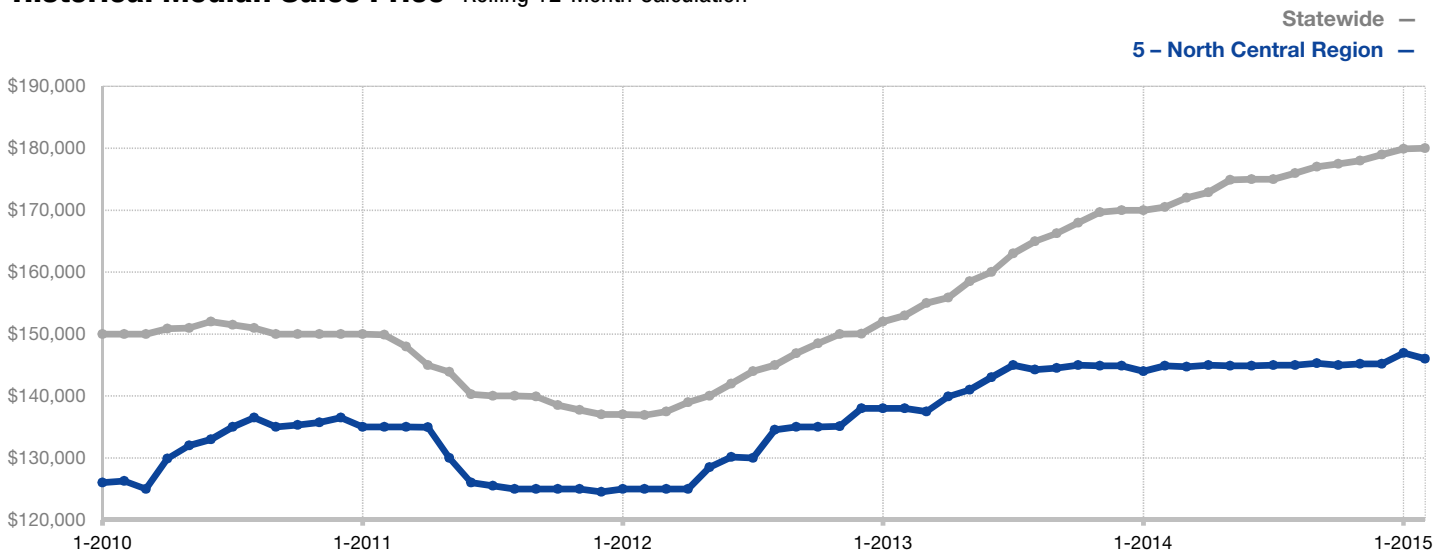
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	270	<b>304</b>	+ 12.6%	516	<b>562</b>	+ 8.9%
Closed Sales	86	<b>111</b>	+ 29.1%	193	<b>204</b>	+ 5.7%
Median Sales Price*	\$116,000	<b>\$118,000</b>	+ 1.7%	\$113,450	<b>\$122,400</b>	+ 7.9%
Percent of Original List Price Received*	87.4%	<b>89.5%</b>	+ 2.4%	87.1%	<b>88.3%</b>	+ 1.4%
Days on Market Until Sale	132	<b>148</b>	+ 12.1%	124	<b>156</b>	+ 25.8%
Months Supply of Inventory	8.6	<b>7.8</b>	- 9.3%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2015

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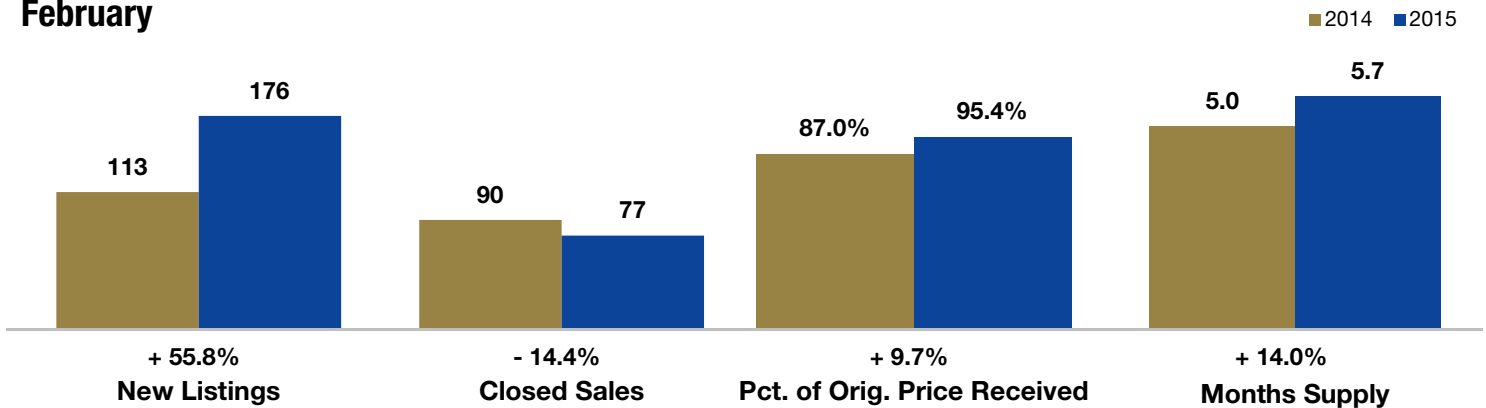


## 6E – Southwest Central Region

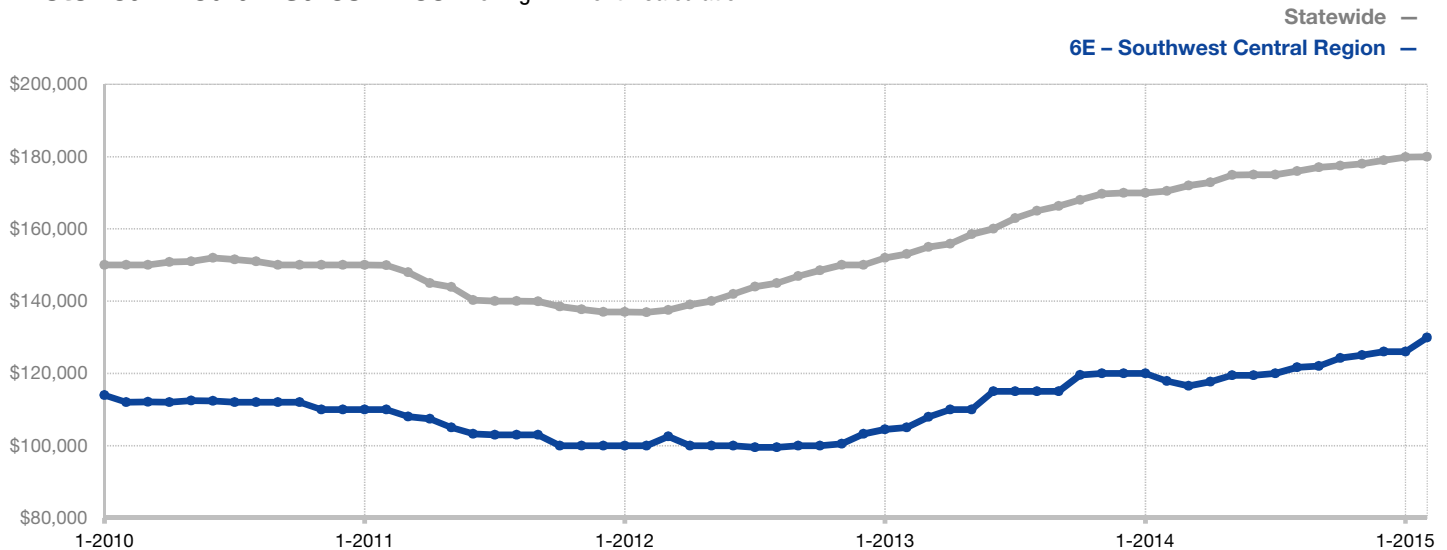
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	113	<b>176</b>	+ 55.8%	251	<b>295</b>	+ 17.5%
Closed Sales	90	<b>77</b>	- 14.4%	170	<b>170</b>	0.0%
Median Sales Price*	\$73,450	<b>\$141,500</b>	+ 92.6%	\$93,825	<b>\$125,000</b>	+ 33.2%
Percent of Original List Price Received*	87.0%	<b>95.4%</b>	+ 9.7%	89.0%	<b>91.9%</b>	+ 3.3%
Days on Market Until Sale	118	<b>116</b>	- 1.7%	111	<b>121</b>	+ 9.0%
Months Supply of Inventory	5.0	<b>5.7</b>	+ 14.0%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

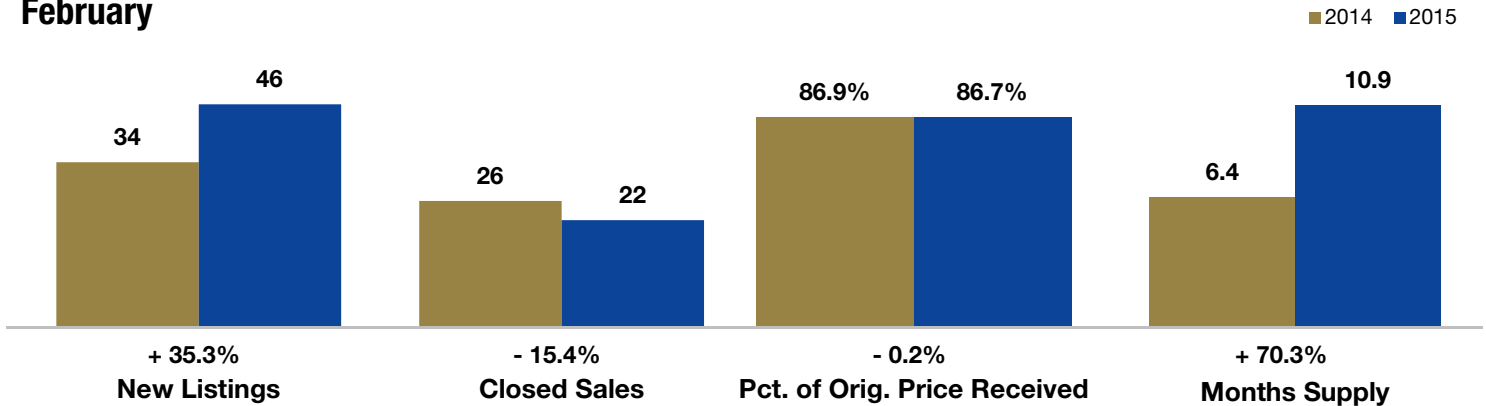


## 6W – Upper Minnesota Valley Region

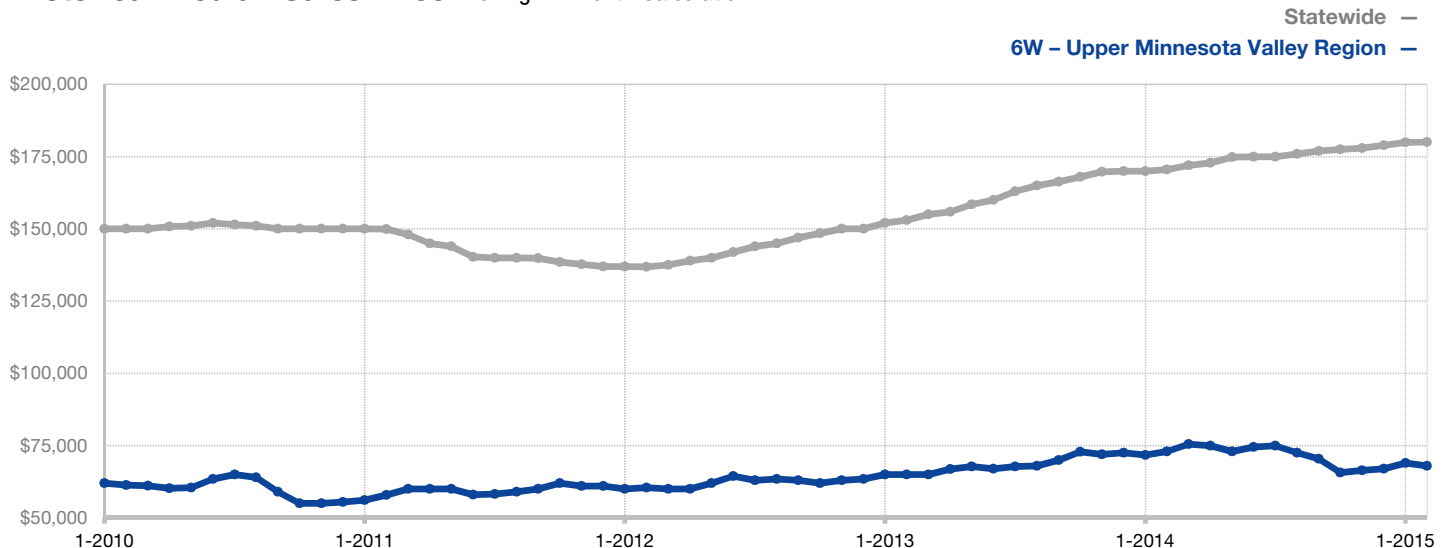
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	34	46	+ 35.3%	69	83	+ 20.3%
Closed Sales	26	22	- 15.4%	44	40	- 9.1%
Median Sales Price*	\$76,500	\$87,500	+ 14.4%	\$66,100	\$73,500	+ 11.2%
Percent of Original List Price Received*	86.9%	86.7%	- 0.2%	86.7%	84.3%	- 2.8%
Days on Market Until Sale	193	213	+ 10.4%	179	199	+ 11.2%
Months Supply of Inventory	6.4	10.9	+ 70.3%	--	--	--

\* 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.

### February



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





# Local Market Update for February 2015

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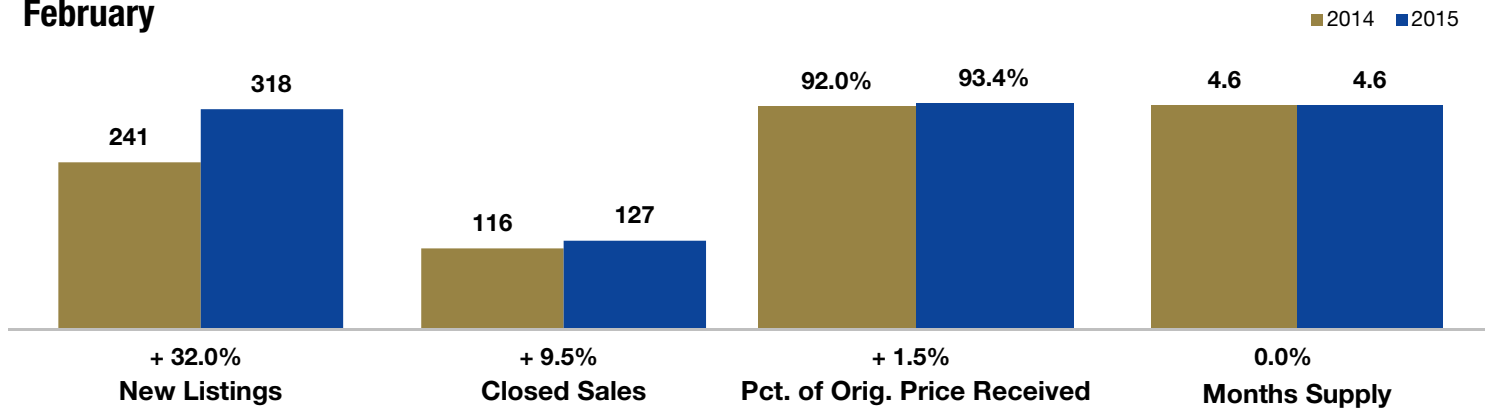


## 7E – East Central Region

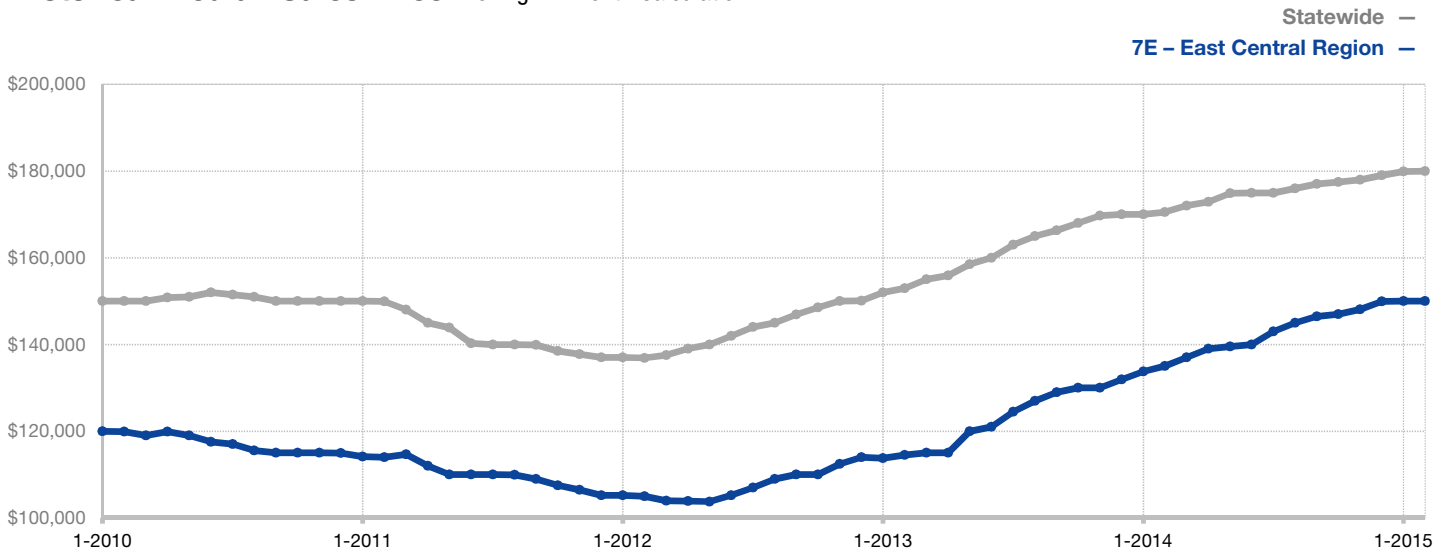
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	241	<b>318</b>	+ 32.0%	438	<b>537</b>	+ 22.6%
Closed Sales	116	<b>127</b>	+ 9.5%	264	<b>252</b>	- 4.5%
Median Sales Price*	\$122,000	<b>\$132,660</b>	+ 8.7%	\$125,500	<b>\$135,375</b>	+ 7.9%
Percent of Original List Price Received*	92.0%	<b>93.4%</b>	+ 1.5%	91.3%	<b>92.8%</b>	+ 1.6%
Days on Market Until Sale	82	<b>87</b>	+ 6.1%	85	<b>86</b>	+ 1.2%
Months Supply of Inventory	4.6	<b>4.6</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.

### February



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



# Local Market Update for February 2015

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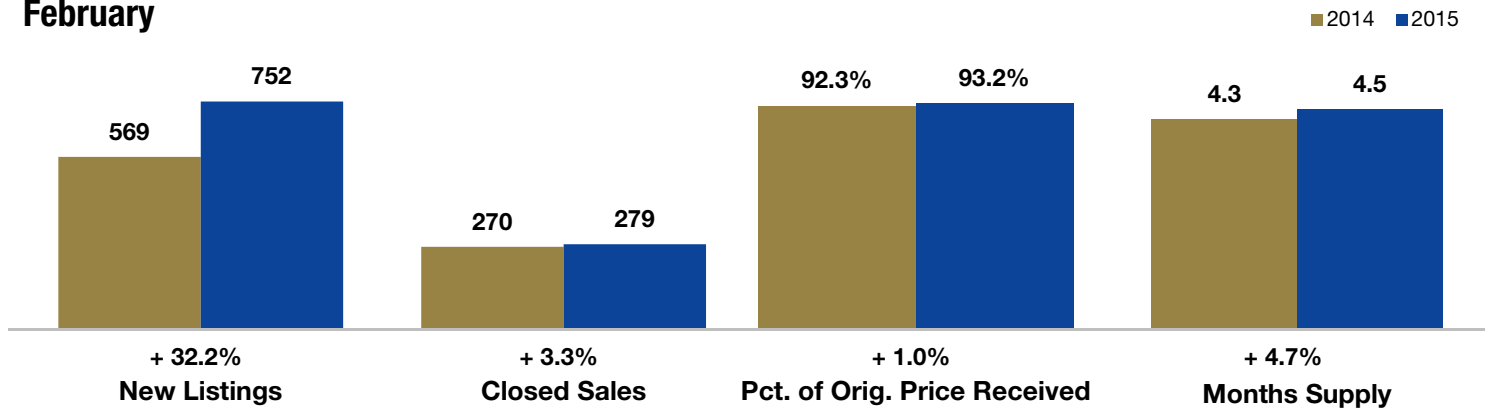


## 7W – Central Region

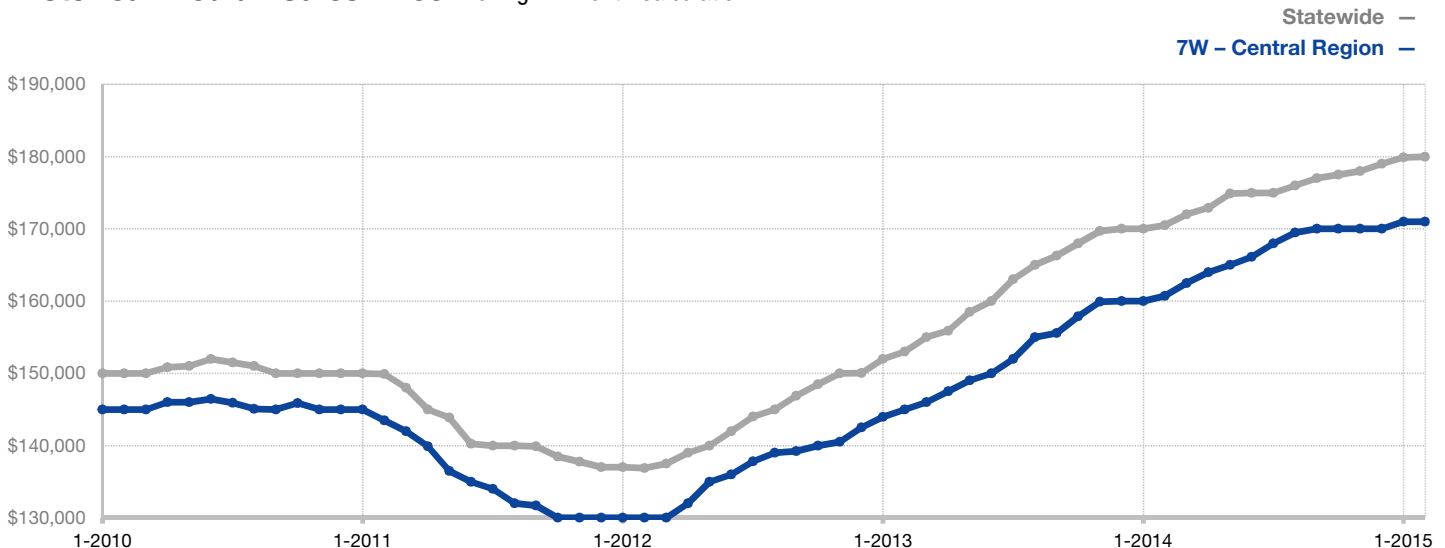
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	569	<b>752</b>	+ 32.2%	1,066	<b>1,378</b>	+ 29.3%
Closed Sales	270	<b>279</b>	+ 3.3%	576	<b>559</b>	- 3.0%
Median Sales Price*	\$162,900	<b>\$168,250</b>	+ 3.3%	\$157,500	<b>\$168,000</b>	+ 6.7%
Percent of Original List Price Received*	92.3%	<b>93.2%</b>	+ 1.0%	92.3%	<b>93.5%</b>	+ 1.3%
Days on Market Until Sale	84	<b>85</b>	+ 1.2%	80	<b>87</b>	+ 8.7%
Months Supply of Inventory	4.3	<b>4.5</b>	+ 4.7%	--	--	--

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### February



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



# Local Market Update for February 2015

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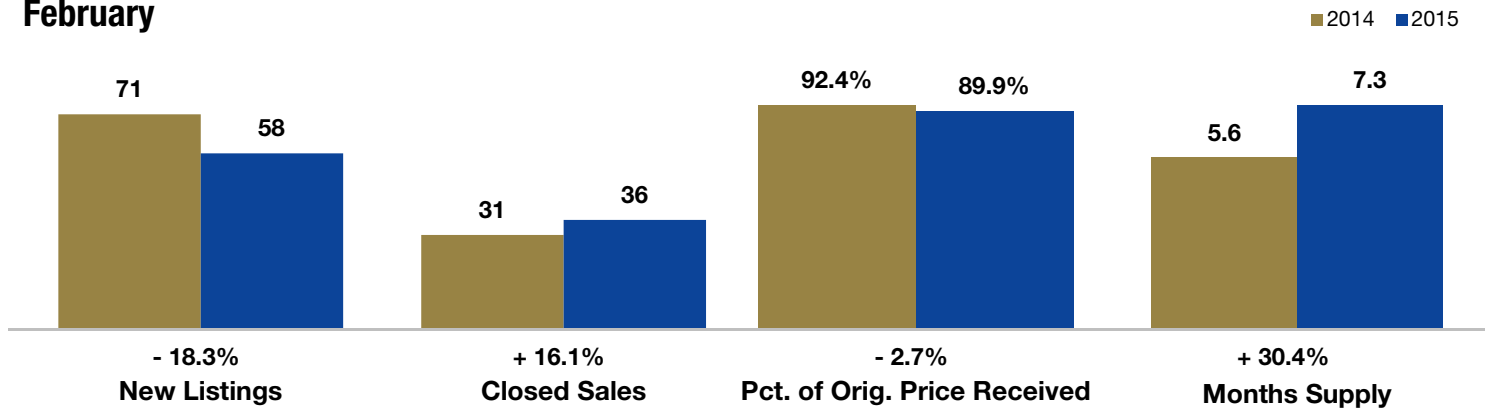


## 8 – Southwest Region

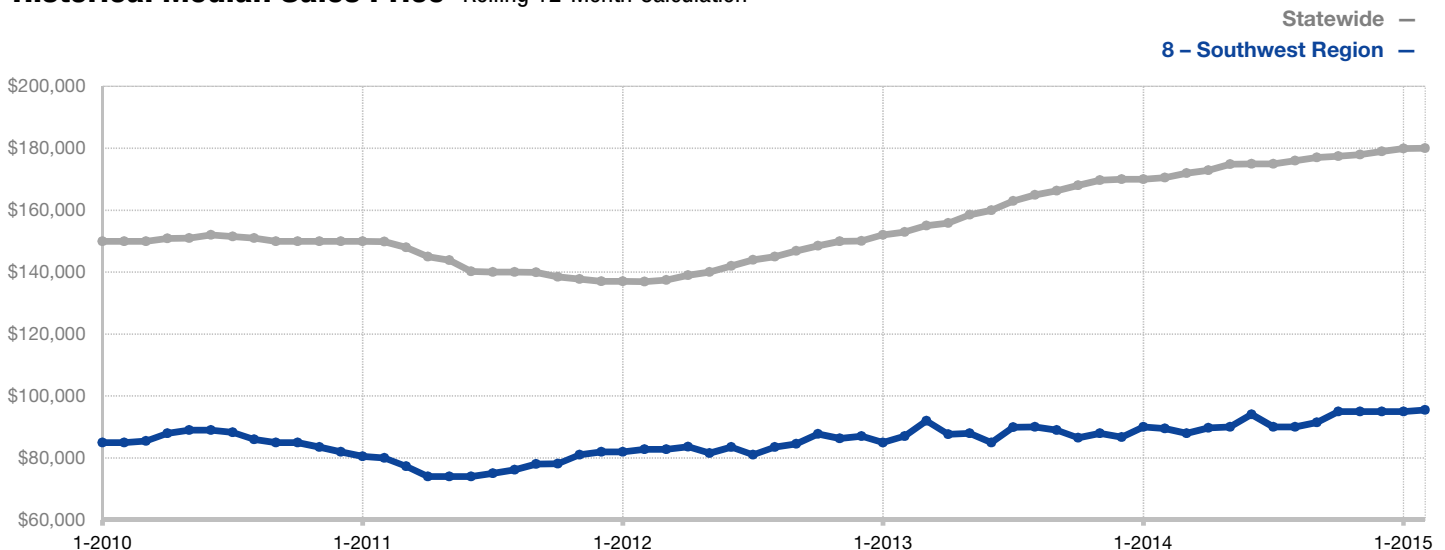
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	71	58	- 18.3%	133	128	- 3.8%
Closed Sales	31	36	+ 16.1%	75	73	- 2.7%
Median Sales Price*	\$80,000	\$106,000	+ 32.5%	\$80,000	\$107,000	+ 33.8%
Percent of Original List Price Received*	92.4%	89.9%	- 2.7%	84.5%	88.1%	+ 4.3%
Days on Market Until Sale	147	186	+ 26.5%	212	167	- 21.2%
Months Supply of Inventory	5.6	7.3	+ 30.4%	--	--	--

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### February



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



# Local Market Update for February 2015

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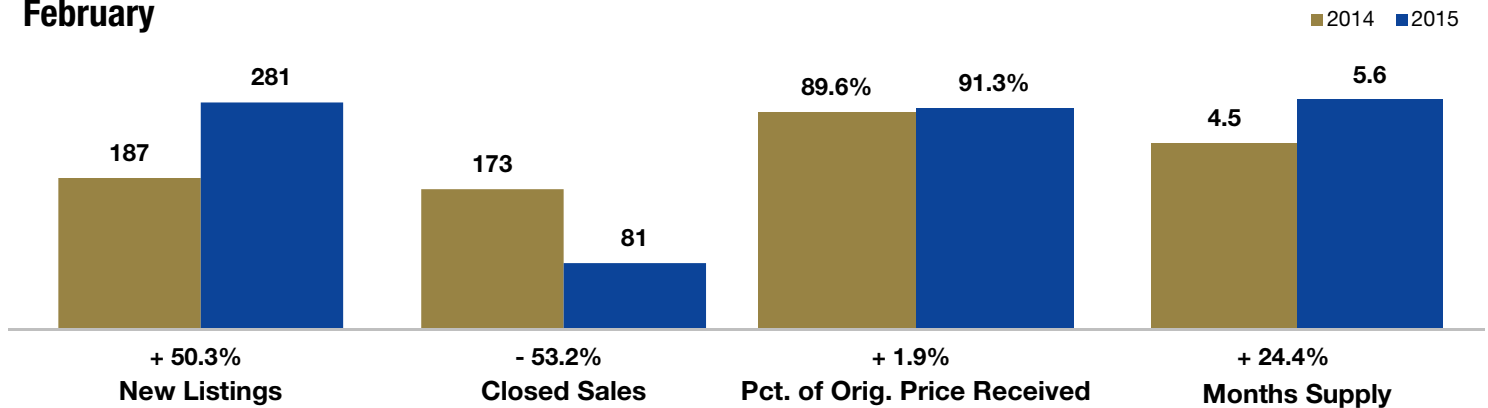


## 9 – South Central Region

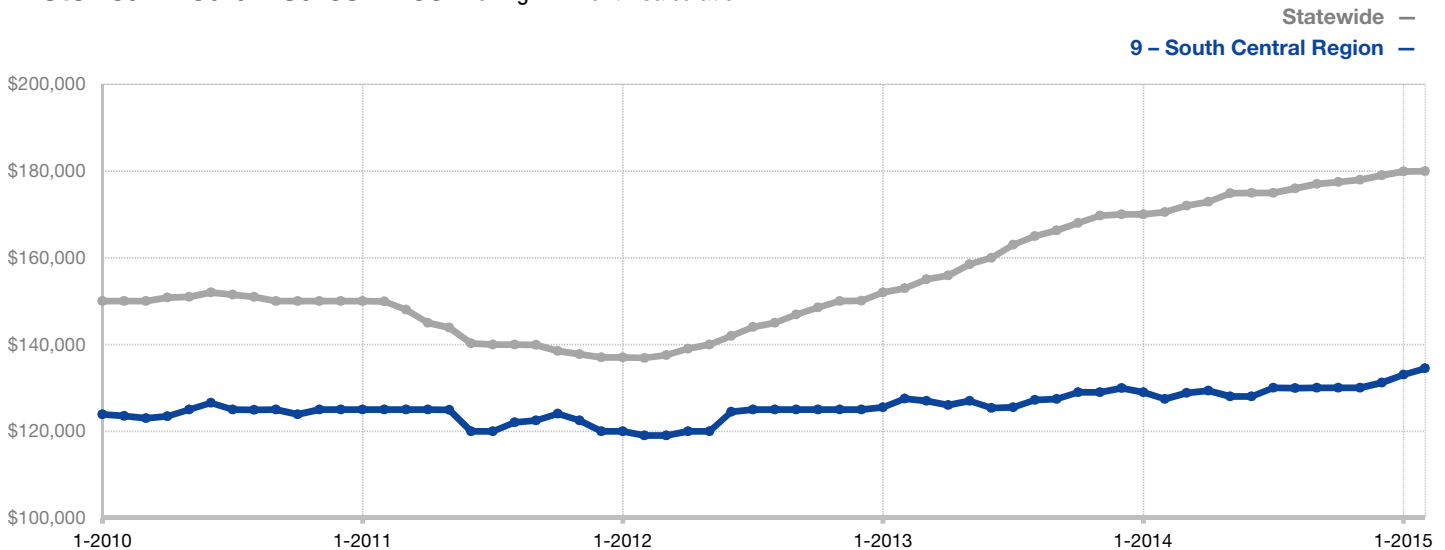
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	187	<b>281</b>	+ 50.3%	395	<b>481</b>	+ 21.8%
Closed Sales	173	<b>81</b>	- 53.2%	301	<b>211</b>	- 29.9%
Median Sales Price*	\$107,000	<b>\$116,500</b>	+ 8.9%	\$102,600	<b>\$120,407</b>	+ 17.4%
Percent of Original List Price Received*	89.6%	<b>91.3%</b>	+ 1.9%	90.0%	<b>90.2%</b>	+ 0.2%
Days on Market Until Sale	150	<b>159</b>	+ 6.0%	146	<b>133</b>	- 8.9%
Months Supply of Inventory	4.5	<b>5.6</b>	+ 24.4%	--	--	--

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### February



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



# Local Market Update for February 2015

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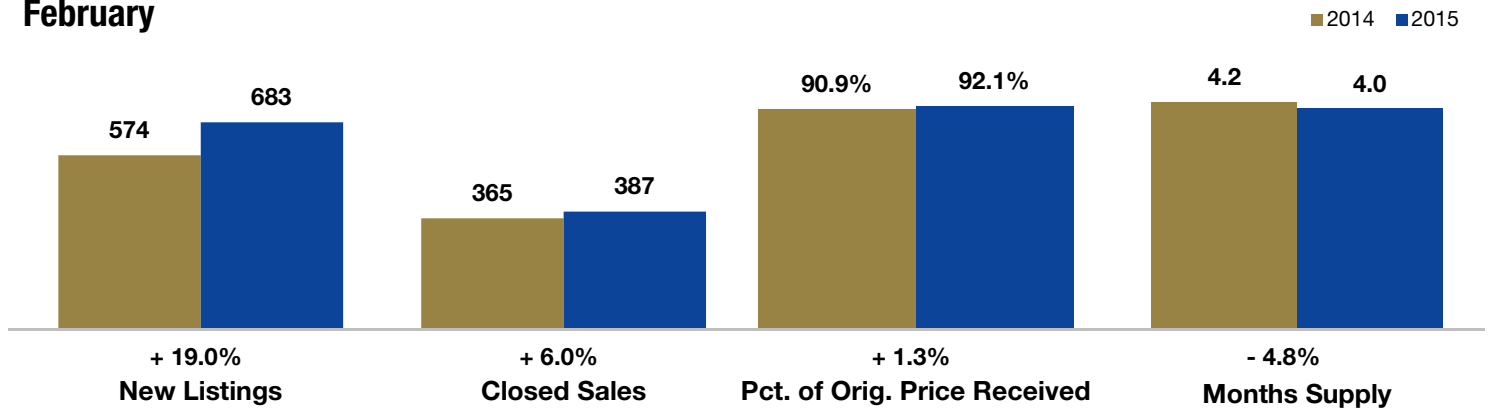


## 10 – Southeast Region

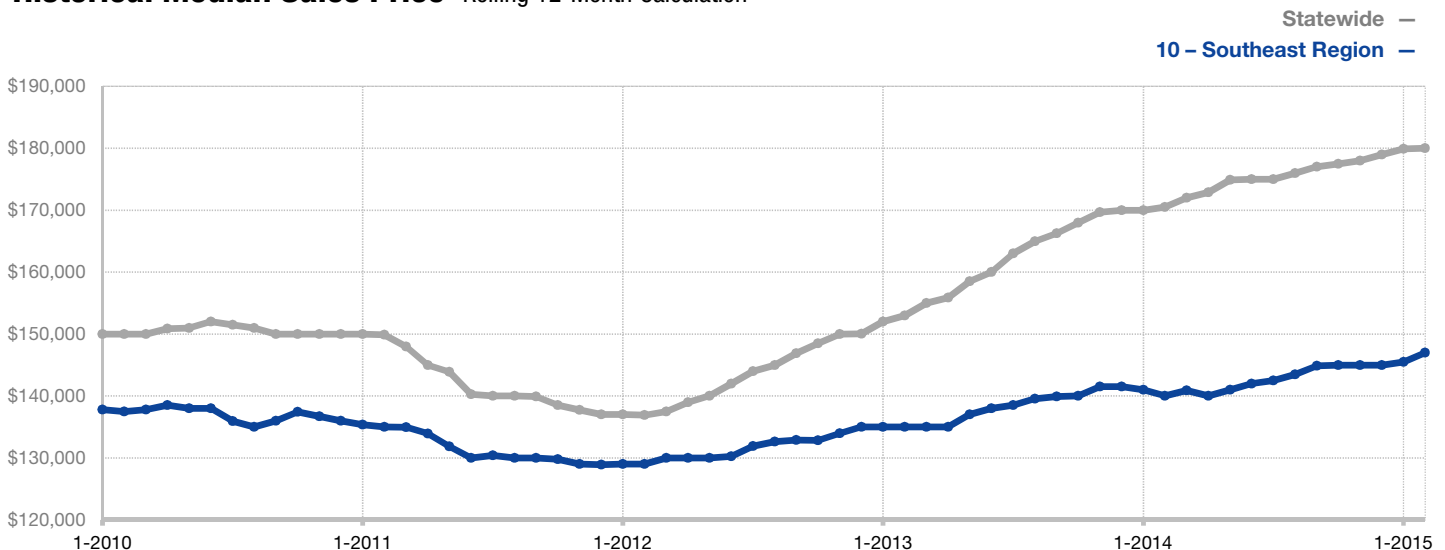
Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	574	<b>683</b>	+ 19.0%	1,094	<b>1,171</b>	+ 7.0%
Closed Sales	365	<b>387</b>	+ 6.0%	739	<b>727</b>	- 1.6%
Median Sales Price*	\$125,000	<b>\$140,000</b>	+ 12.0%	\$124,900	<b>\$143,000</b>	+ 14.5%
Percent of Original List Price Received*	90.9%	<b>92.1%</b>	+ 1.3%	90.5%	<b>92.5%</b>	+ 2.2%
Days on Market Until Sale	122	<b>130</b>	+ 6.6%	124	<b>126</b>	+ 1.6%
Months Supply of Inventory	4.2	<b>4.0</b>	- 4.8%	--	--	--

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### February



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



# Local Market Update for February 2015

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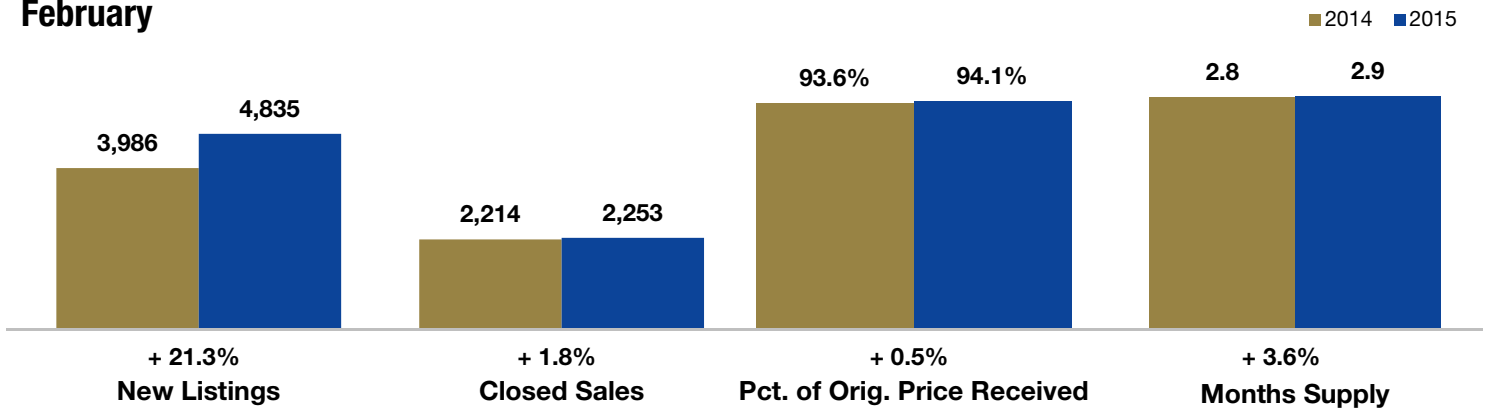


## 11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2014	2015	Percent Change	Thru 2-2014	Thru 2-2015	Percent Change
New Listings	3,986	<b>4,835</b>	+ 21.3%	7,683	<b>8,705</b>	+ 13.3%
Closed Sales	2,214	<b>2,253</b>	+ 1.8%	4,432	<b>4,316</b>	- 2.6%
Median Sales Price*	\$185,500	<b>\$205,000</b>	+ 10.5%	\$185,000	<b>\$204,500</b>	+ 10.5%
Percent of Original List Price Received*	93.6%	<b>94.1%</b>	+ 0.5%	93.6%	<b>93.9%</b>	+ 0.3%
Days on Market Until Sale	71	<b>77</b>	+ 8.5%	68	<b>76</b>	+ 11.8%
Months Supply of Inventory	2.8	<b>2.9</b>	+ 3.6%	--	--	--

\* 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.

### February



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

