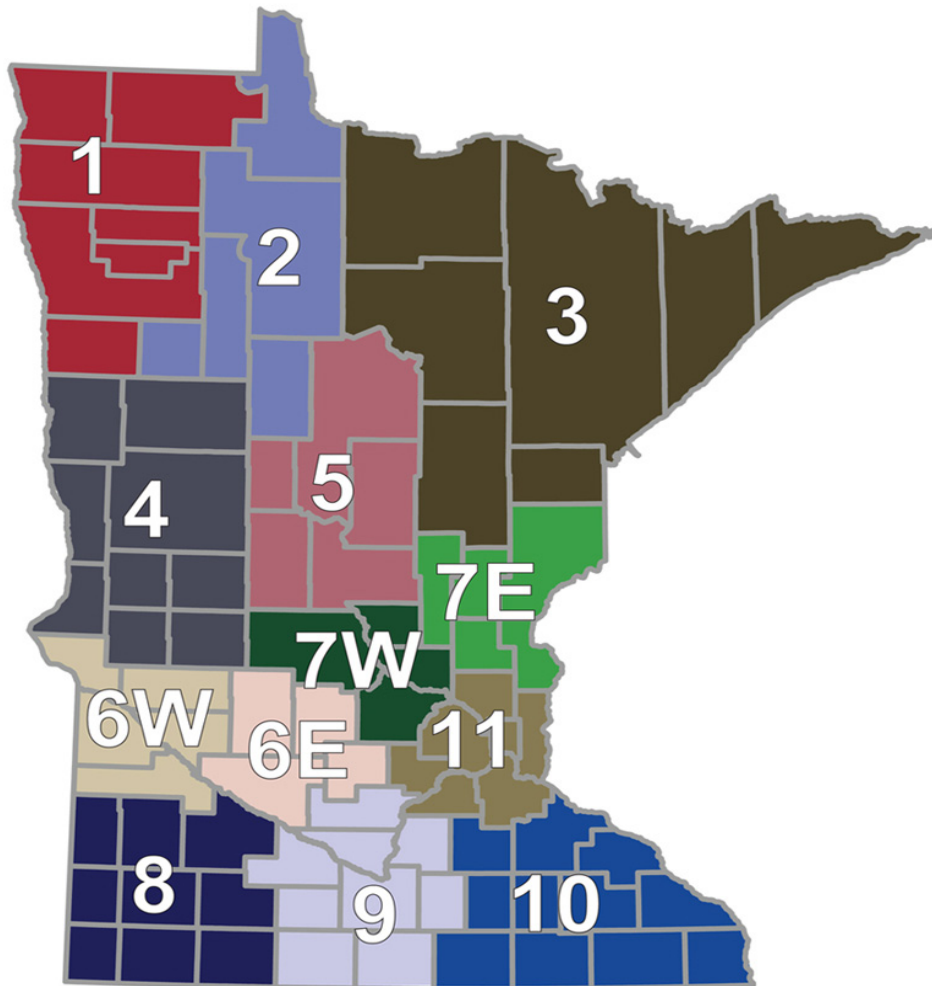


# Minnesota Regional Development Organizations



- 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 June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

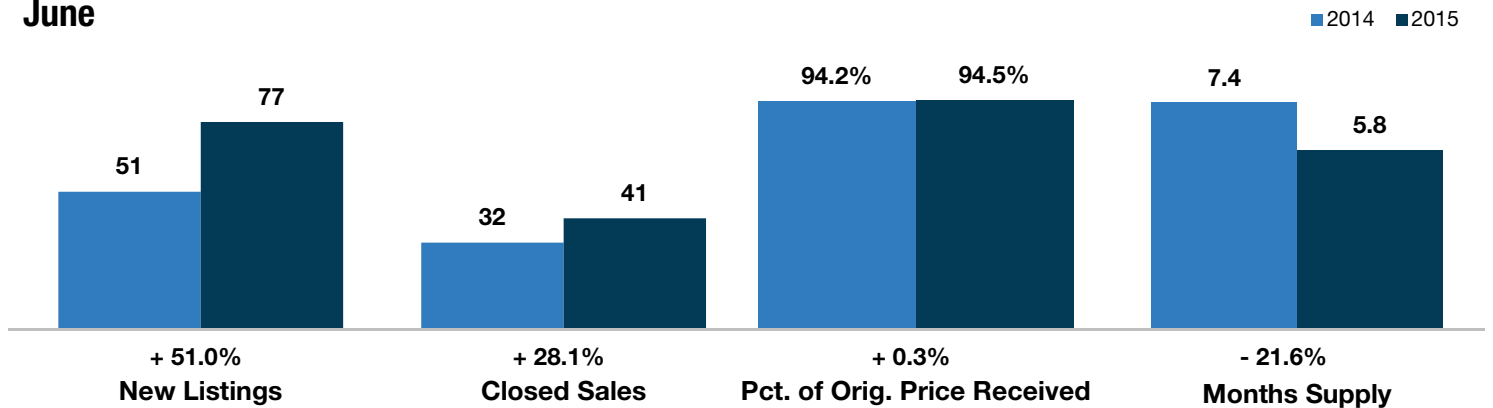


## 1 – Northwest Region

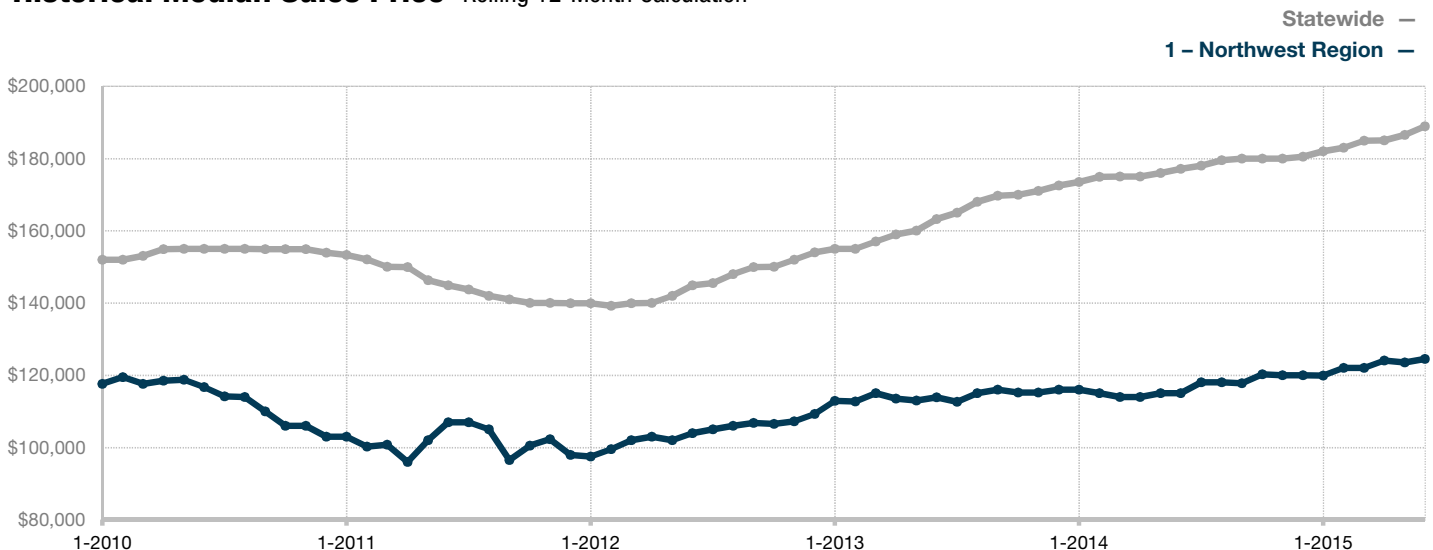
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	51	<b>77</b>	+ 51.0%	295	<b>315</b>	+ 6.8%
Closed Sales	32	<b>41</b>	+ 28.1%	146	<b>187</b>	+ 28.1%
Median Sales Price*	\$143,450	<b>\$148,000</b>	+ 3.2%	\$118,250	<b>\$126,500</b>	+ 7.0%
Percent of Original List Price Received*	94.2%	<b>94.5%</b>	+ 0.3%	91.0%	<b>93.1%</b>	+ 2.3%
Days on Market Until Sale	176	<b>123</b>	- 30.1%	161	<b>139</b>	- 13.7%
Months Supply of Inventory	7.4	<b>5.8</b>	- 21.6%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

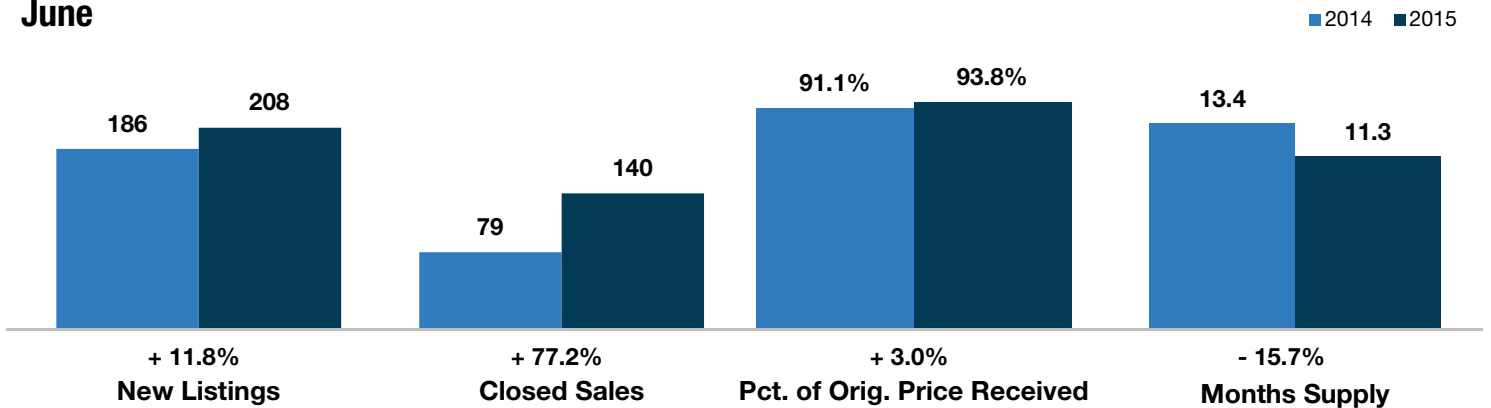


## 2 – Headwaters Region

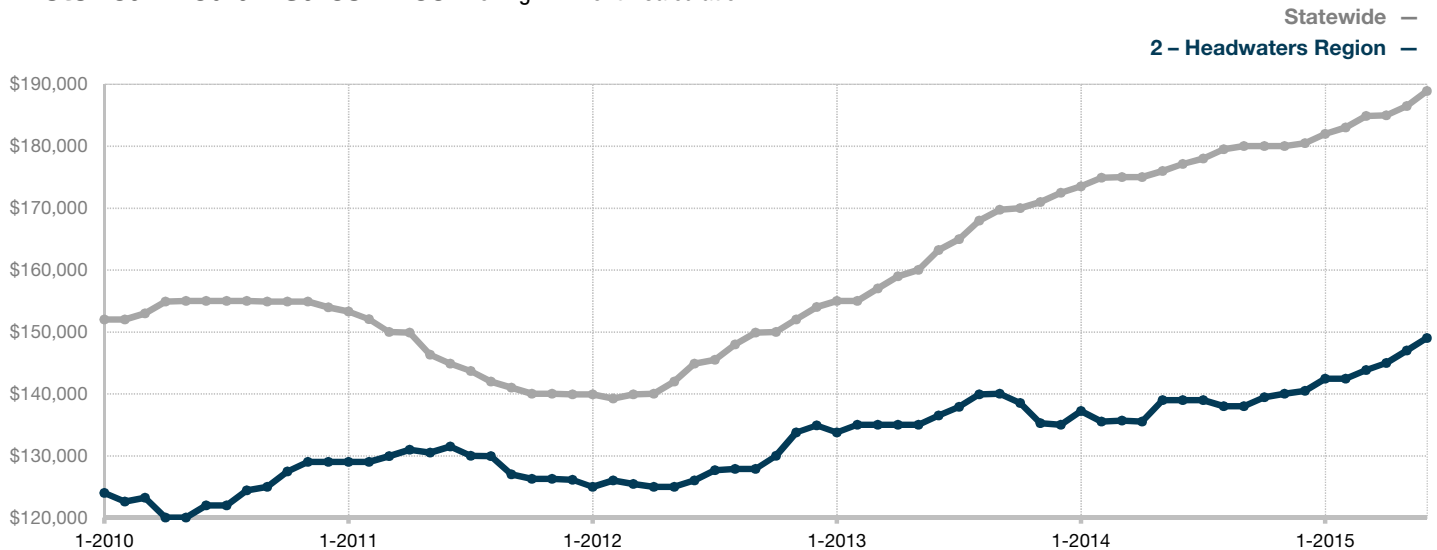
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	186	208	+ 11.8%	1,029	1,057	+ 2.7%
Closed Sales	79	140	+ 77.2%	304	431	+ 41.8%
Median Sales Price*	\$164,900	\$163,500	- 0.8%	\$137,250	\$149,450	+ 8.9%
Percent of Original List Price Received*	91.1%	93.8%	+ 3.0%	89.3%	92.0%	+ 3.0%
Days on Market Until Sale	183	133	- 27.3%	165	146	- 11.5%
Months Supply of Inventory	13.4	11.3	- 15.7%	--	--	--

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### June



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



# Local Market Update for June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

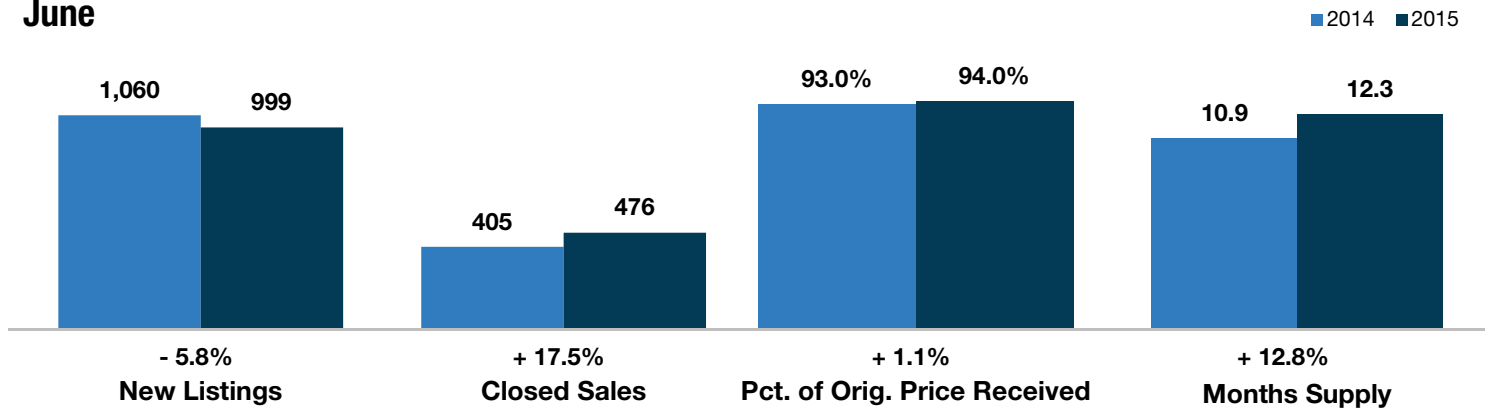


## 3 – Arrowhead Region

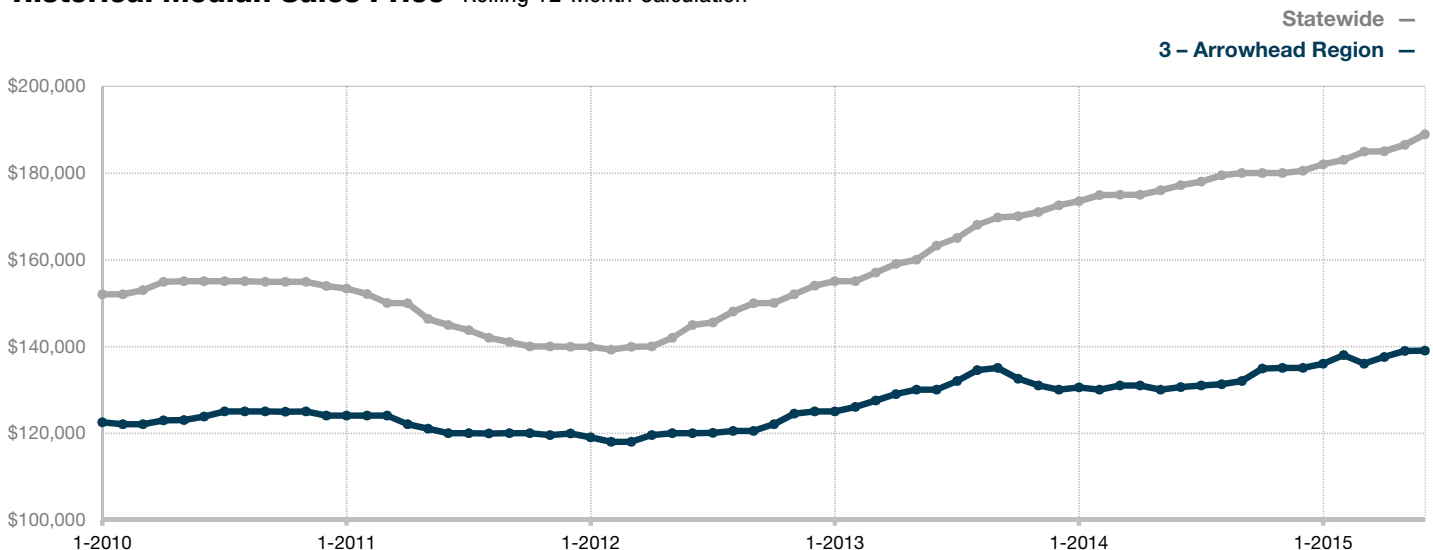
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	1,060	999	- 5.8%	4,051	4,698	+ 16.0%
Closed Sales	405	476	+ 17.5%	1,589	1,850	+ 16.4%
Median Sales Price*	\$151,250	\$157,500	+ 4.1%	\$131,000	\$139,000	+ 6.1%
Percent of Original List Price Received*	93.0%	94.0%	+ 1.1%	91.0%	92.2%	+ 1.3%
Days on Market Until Sale	111	100	- 9.9%	120	116	- 3.3%
Months Supply of Inventory	10.9	12.3	+ 12.8%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

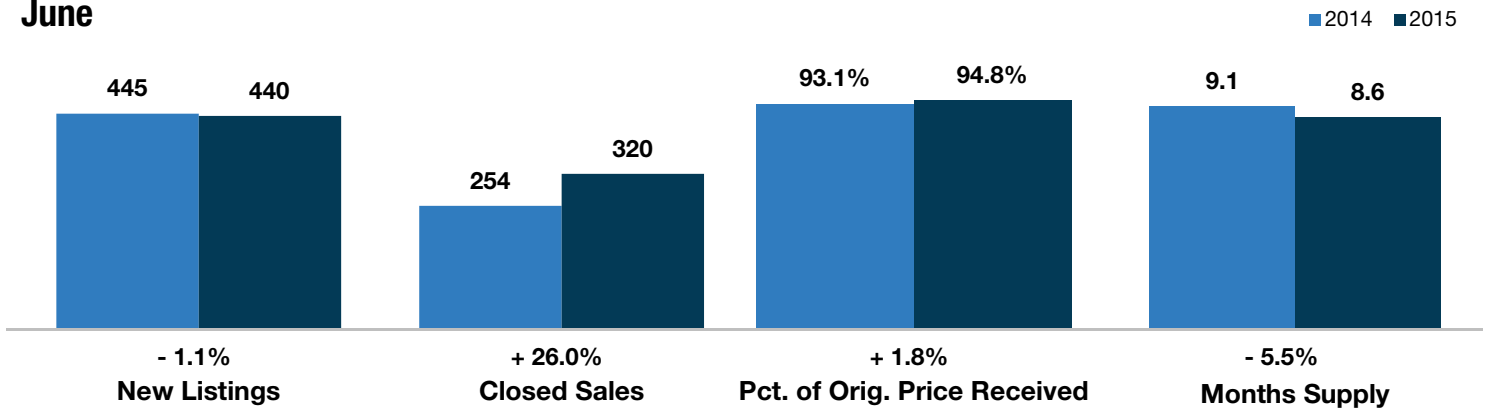


## 4 – West Central Region

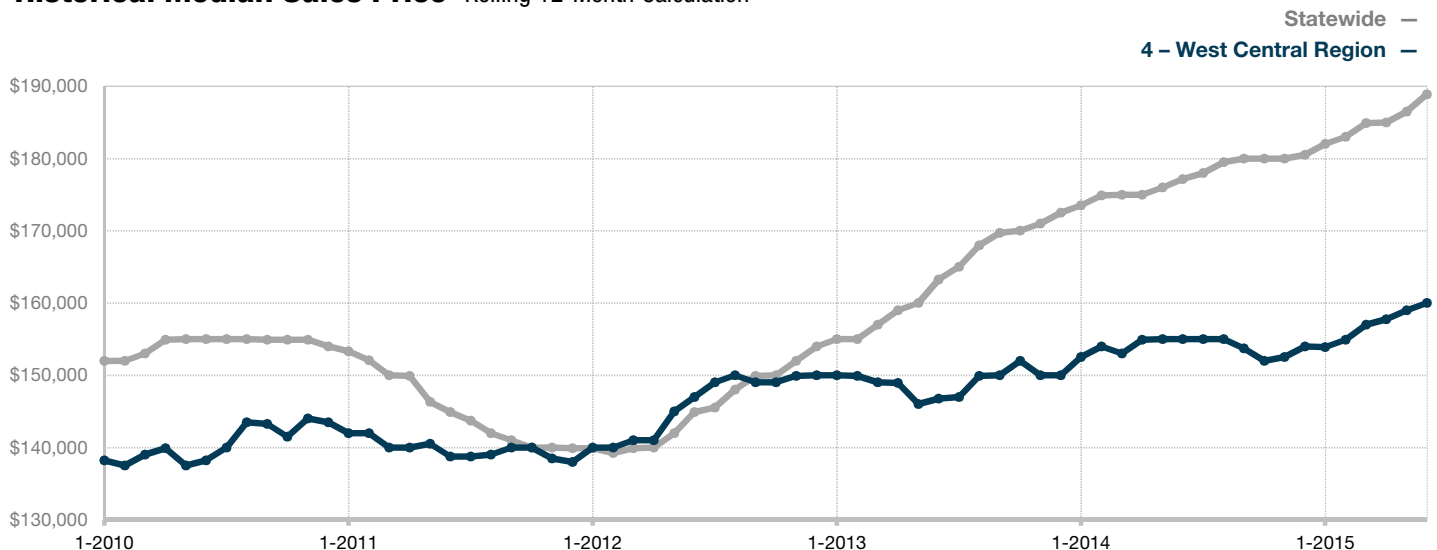
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	445	440	- 1.1%	2,201	2,261	+ 2.7%
Closed Sales	254	320	+ 26.0%	940	1,043	+ 11.0%
Median Sales Price*	\$163,000	\$175,000	+ 7.4%	\$149,900	\$164,900	+ 10.0%
Percent of Original List Price Received*	93.1%	94.8%	+ 1.8%	92.1%	93.5%	+ 1.5%
Days on Market Until Sale	108	91	- 15.7%	124	113	- 8.9%
Months Supply of Inventory	9.1	8.6	- 5.5%	--	--	--

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### June



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



# Local Market Update for June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

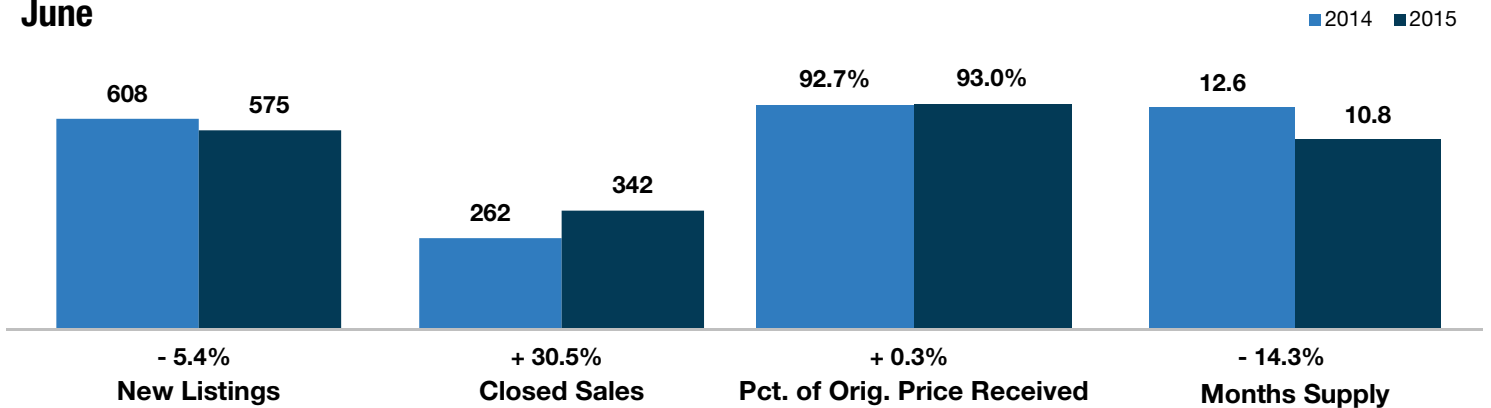


## 5 – North Central Region

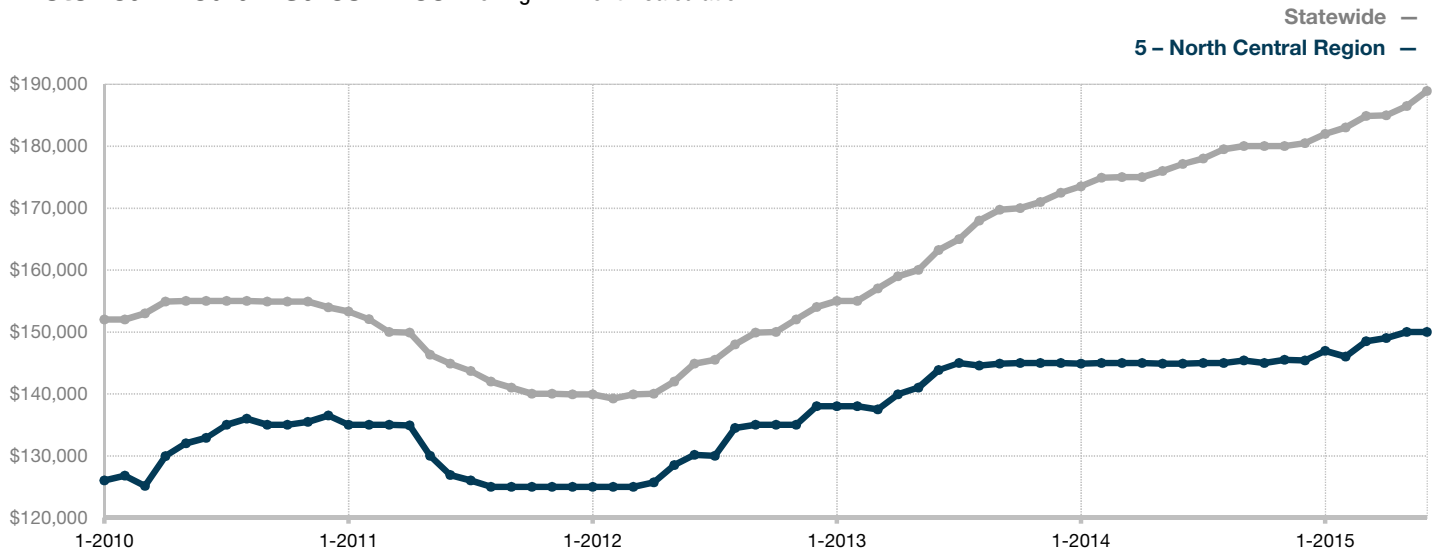
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	608	<b>575</b>	- 5.4%	2,820	<b>3,027</b>	+ 7.3%
Closed Sales	262	<b>342</b>	+ 30.5%	1,058	<b>1,204</b>	+ 13.8%
Median Sales Price*	\$162,450	<b>\$169,000</b>	+ 4.0%	\$143,000	<b>\$151,000</b>	+ 5.6%
Percent of Original List Price Received*	92.7%	<b>93.0%</b>	+ 0.3%	91.0%	<b>92.4%</b>	+ 1.5%
Days on Market Until Sale	101	<b>106</b>	+ 5.0%	119	<b>122</b>	+ 2.5%
Months Supply of Inventory	12.6	<b>10.8</b>	- 14.3%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

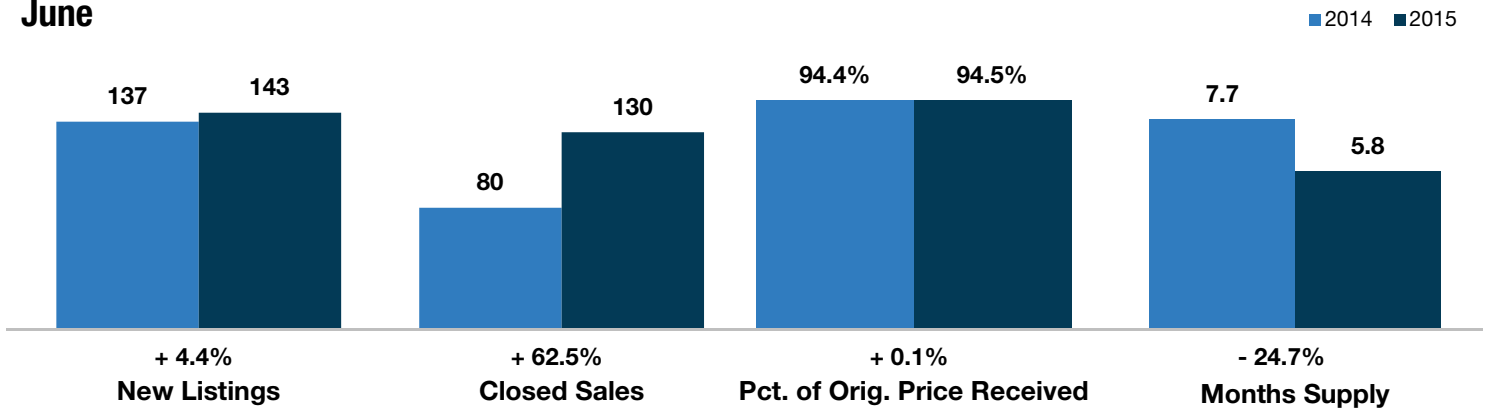


## 6E – Southwest Central Region

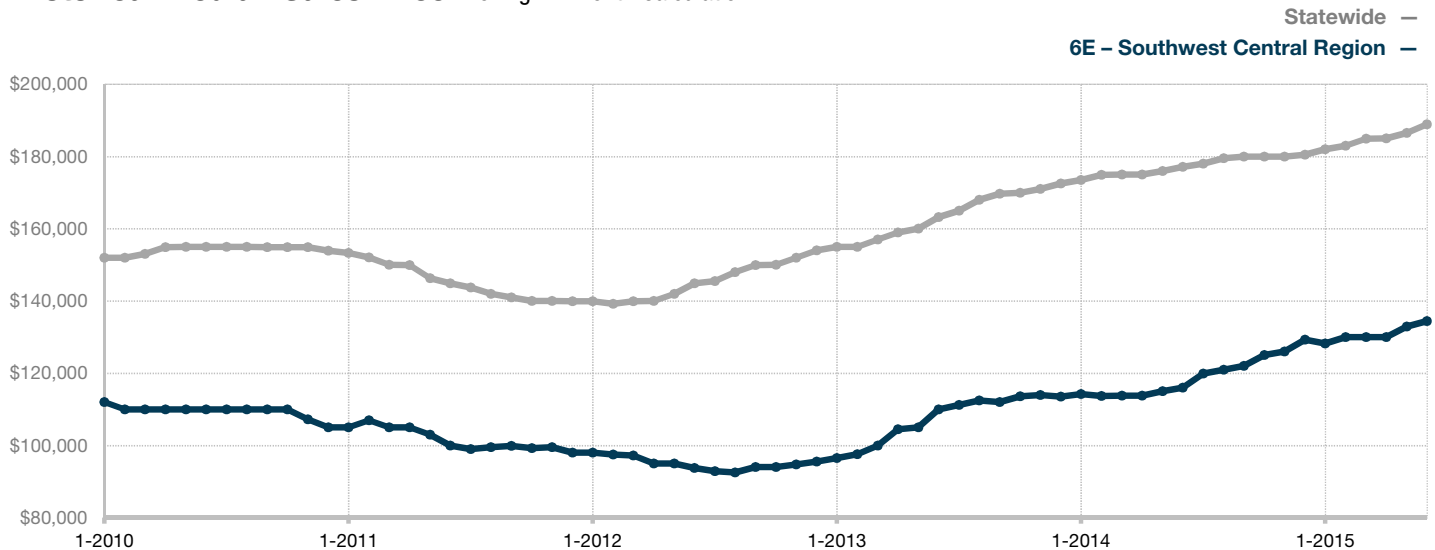
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	137	<b>143</b>	+ 4.4%	750	<b>808</b>	+ 7.7%
Closed Sales	80	<b>130</b>	+ 62.5%	367	<b>479</b>	+ 30.5%
Median Sales Price*	\$132,000	<b>\$141,450</b>	+ 7.2%	\$118,500	<b>\$131,500</b>	+ 11.0%
Percent of Original List Price Received*	94.4%	<b>94.5%</b>	+ 0.1%	92.2%	<b>94.3%</b>	+ 2.3%
Days on Market Until Sale	88	<b>70</b>	- 20.5%	99	<b>84</b>	- 15.2%
Months Supply of Inventory	7.7	<b>5.8</b>	- 24.7%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

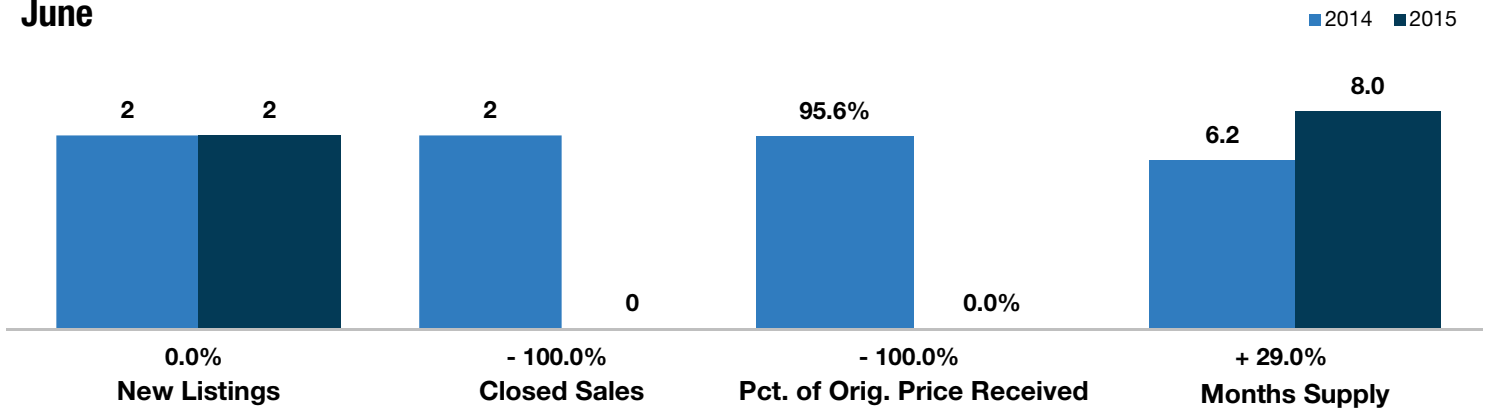


## 6W – Upper Minnesota Valley Region

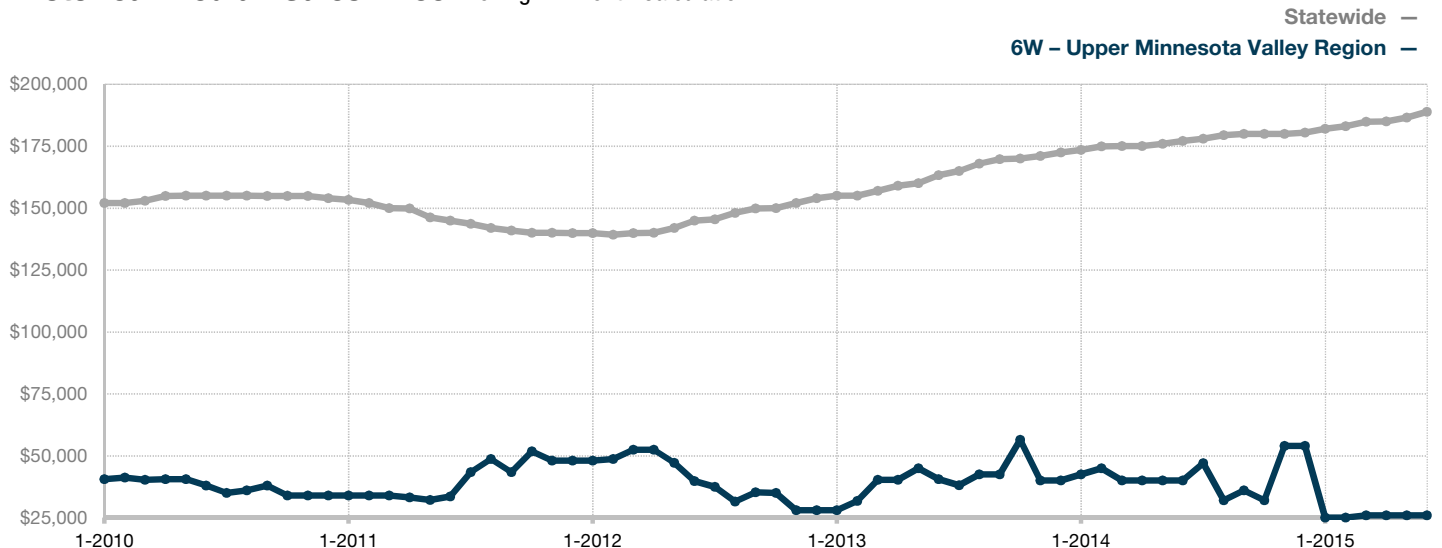
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	2	2	0.0%	11	11	0.0%
Closed Sales	2	0	- 100.0%	7	9	+ 28.6%
Median Sales Price*	\$38,000	\$0	- 100.0%	\$54,000	\$25,900	- 52.0%
Percent of Original List Price Received*	95.6%	0.0%	- 100.0%	90.3%	81.5%	- 9.7%
Days on Market Until Sale	371	0	- 100.0%	171	142	- 17.0%
Months Supply of Inventory	6.2	8.0	+ 29.0%	--	--	--

\* 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.

### June



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





# Local Market Update for June 2015

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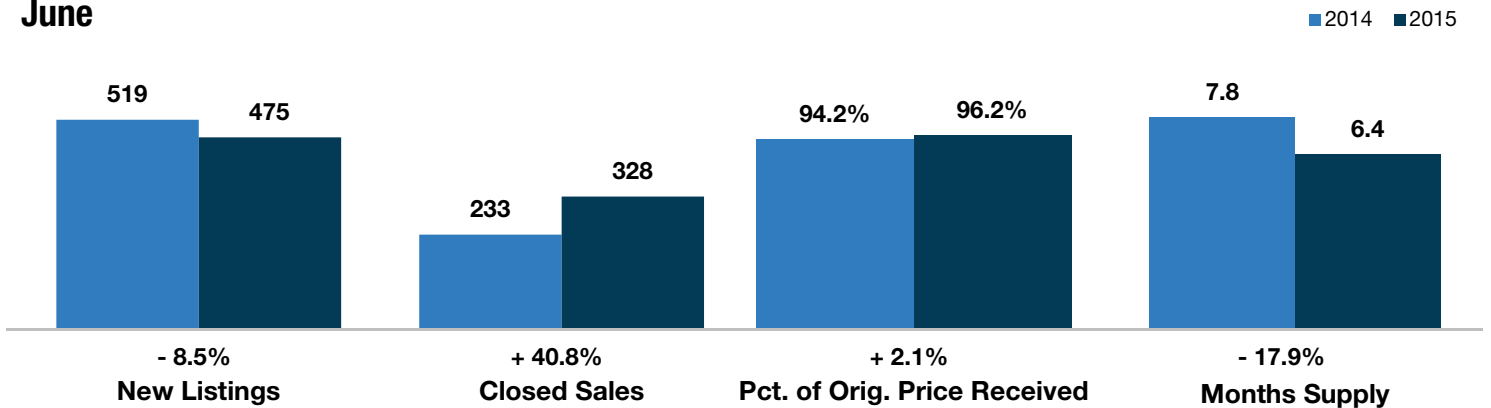


## 7E – East Central Region

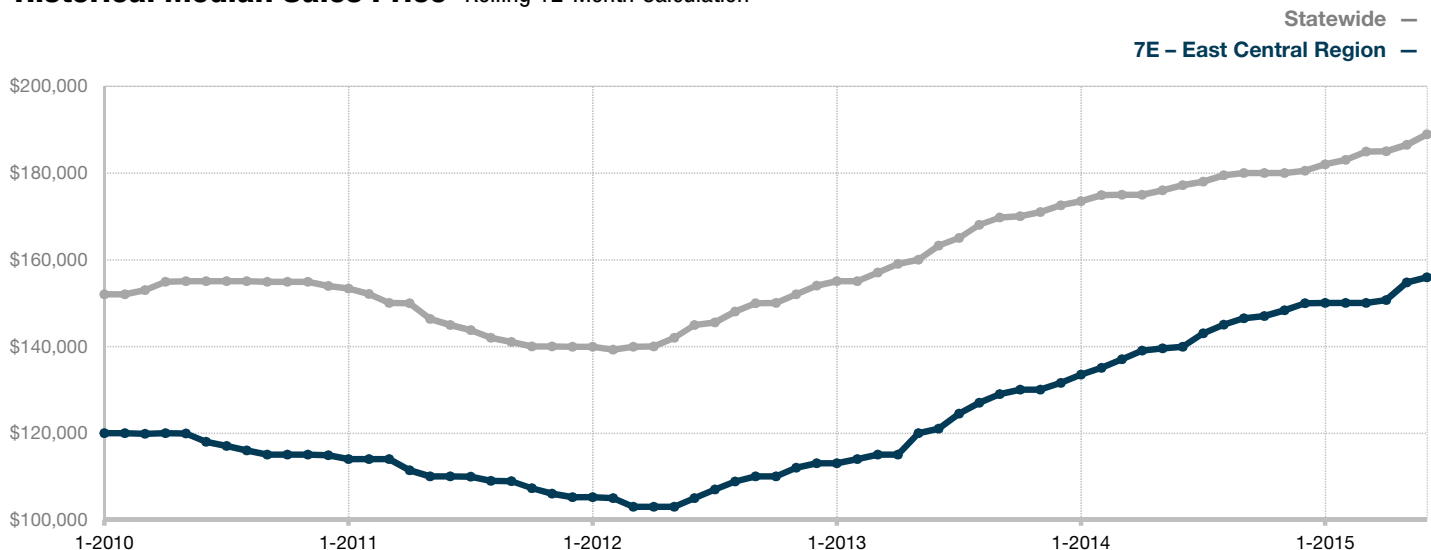
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	519	475	- 8.5%	2,244	2,510	+ 11.9%
Closed Sales	233	328	+ 40.8%	1,053	1,234	+ 17.2%
Median Sales Price*	\$154,900	\$170,500	+ 10.1%	\$141,000	\$159,000	+ 12.8%
Percent of Original List Price Received*	94.2%	96.2%	+ 2.1%	93.2%	95.2%	+ 2.1%
Days on Market Until Sale	72	61	- 15.3%	82	72	- 12.2%
Months Supply of Inventory	7.8	6.4	- 17.9%	--	--	--

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### June



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



# Local Market Update for June 2015

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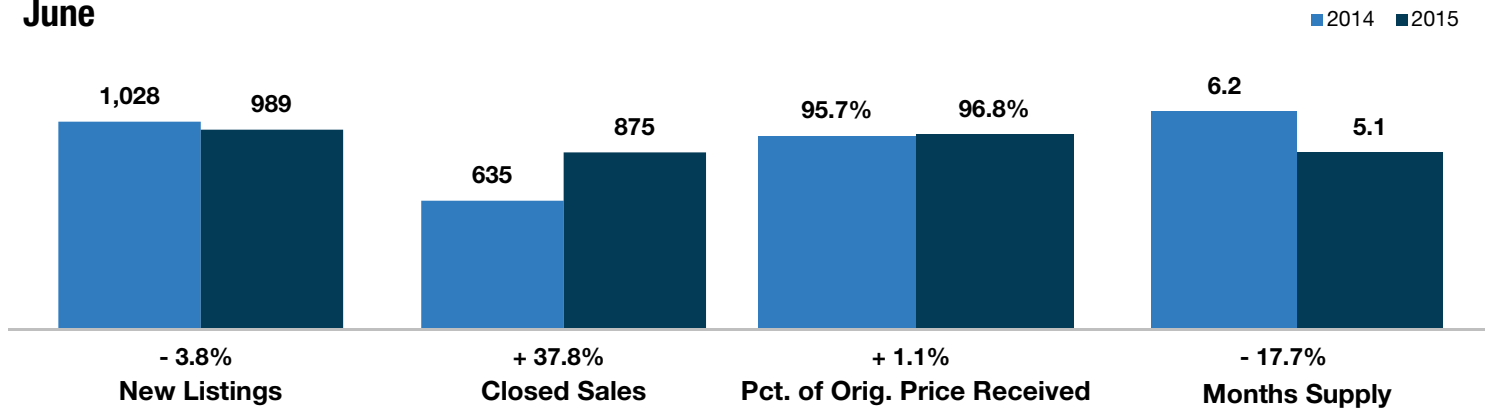


## 7W – Central Region

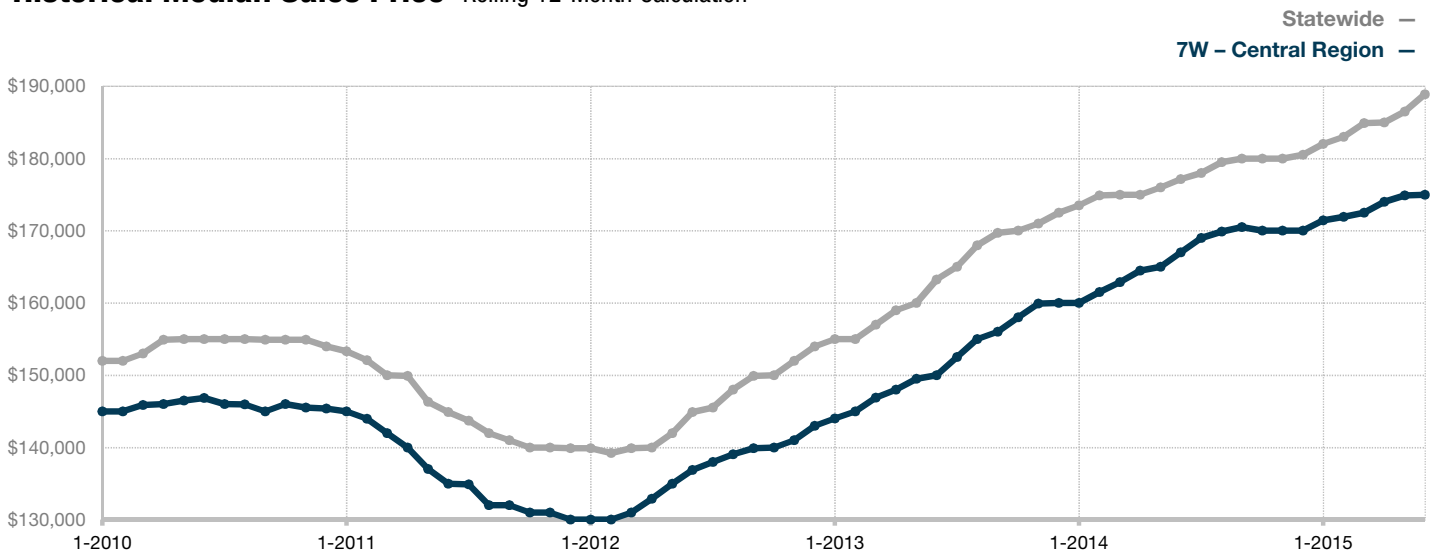
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	1,028	989	- 3.8%	5,072	5,598	+ 10.4%
Closed Sales	635	875	+ 37.8%	2,499	3,082	+ 23.3%
Median Sales Price*	\$180,000	\$188,000	+ 4.4%	\$166,100	\$179,900	+ 8.3%
Percent of Original List Price Received*	95.7%	96.8%	+ 1.1%	94.4%	95.8%	+ 1.5%
Days on Market Until Sale	69	63	- 8.7%	76	76	0.0%
Months Supply of Inventory	6.2	5.1	- 17.7%	--	--	--

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### June



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



# Local Market Update for June 2015

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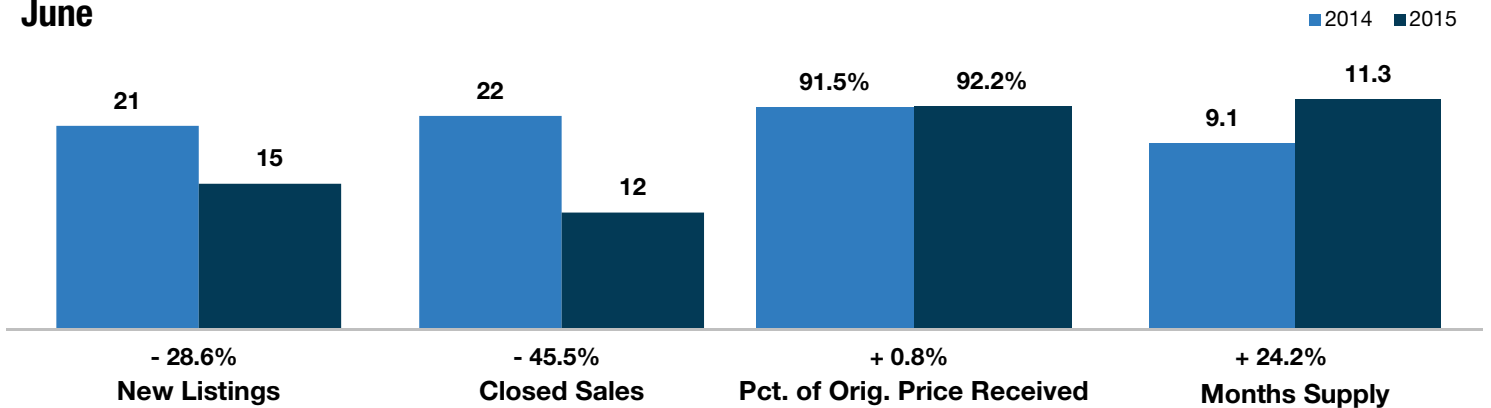


## 8 – Southwest Region

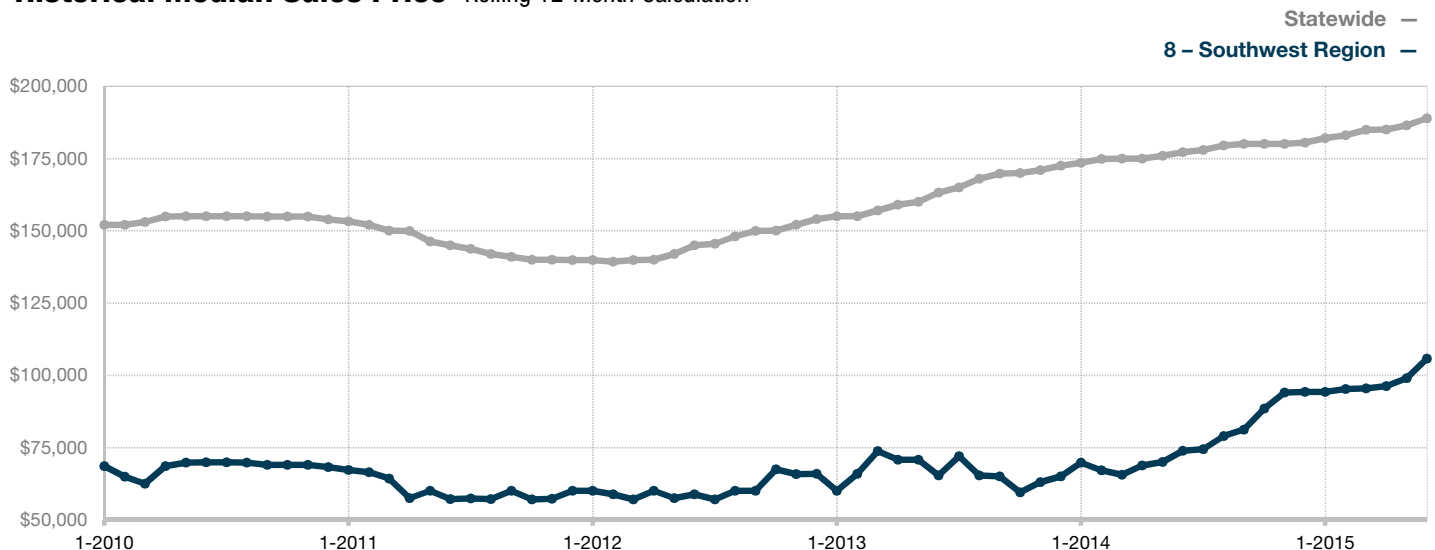
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	21	15	- 28.6%	121	97	- 19.8%
Closed Sales	22	12	- 45.5%	61	49	- 19.7%
Median Sales Price*	\$76,450	<b>\$111,000</b>	+ 45.2%	\$78,500	<b>\$105,000</b>	+ 33.8%
Percent of Original List Price Received*	91.5%	<b>92.2%</b>	+ 0.8%	88.3%	<b>91.2%</b>	+ 3.3%
Days on Market Until Sale	134	<b>182</b>	+ 35.8%	207	<b>186</b>	- 10.1%
Months Supply of Inventory	9.1	<b>11.3</b>	+ 24.2%	--	--	--

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### June



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



# Local Market Update for June 2015

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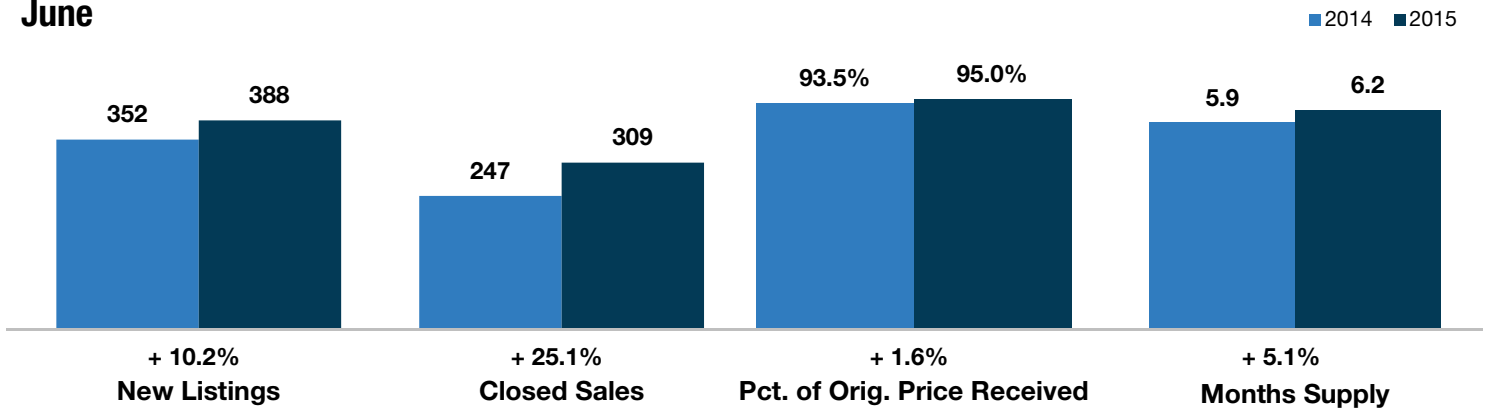


## 9 – South Central Region

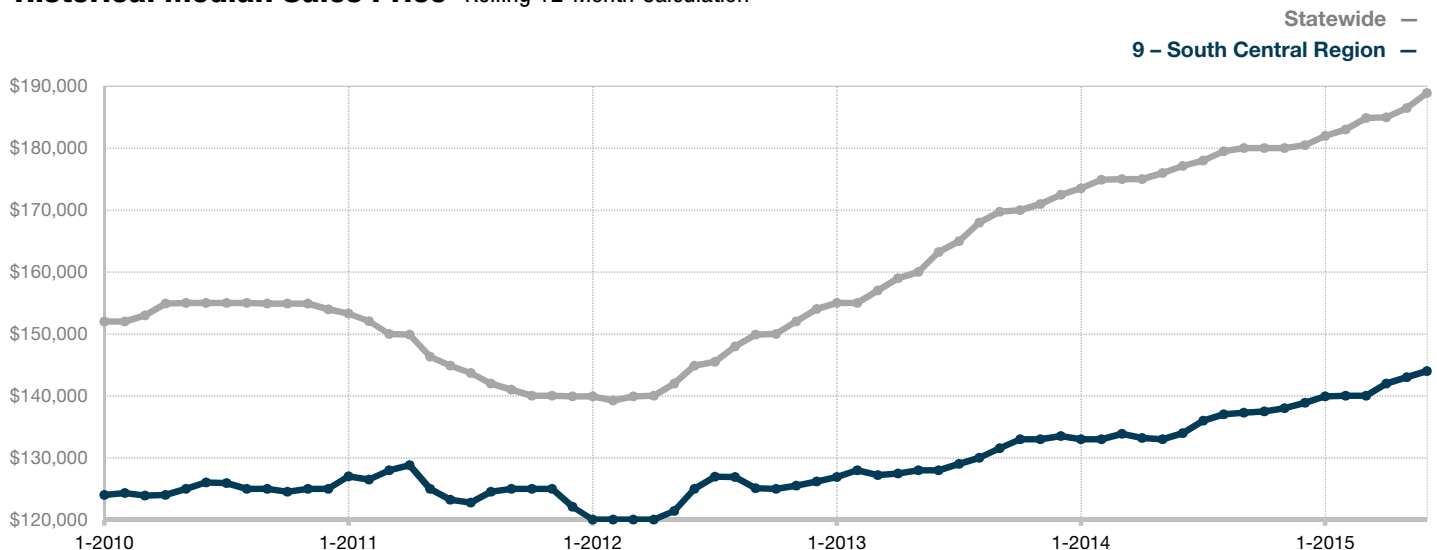
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	352	<b>388</b>	+ 10.2%	1,653	<b>1,909</b>	+ 15.5%
Closed Sales	247	<b>309</b>	+ 25.1%	1,004	<b>1,116</b>	+ 11.2%
Median Sales Price*	\$142,000	<b>\$150,000</b>	+ 5.6%	\$130,000	<b>\$143,000</b>	+ 10.0%
Percent of Original List Price Received*	93.5%	<b>95.0%</b>	+ 1.6%	92.0%	<b>93.6%</b>	+ 1.7%
Days on Market Until Sale	132	<b>114</b>	- 13.6%	137	<b>125</b>	- 8.8%
Months Supply of Inventory	5.9	<b>6.2</b>	+ 5.1%	--	--	--

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### June



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



# Local Market Update for June 2015

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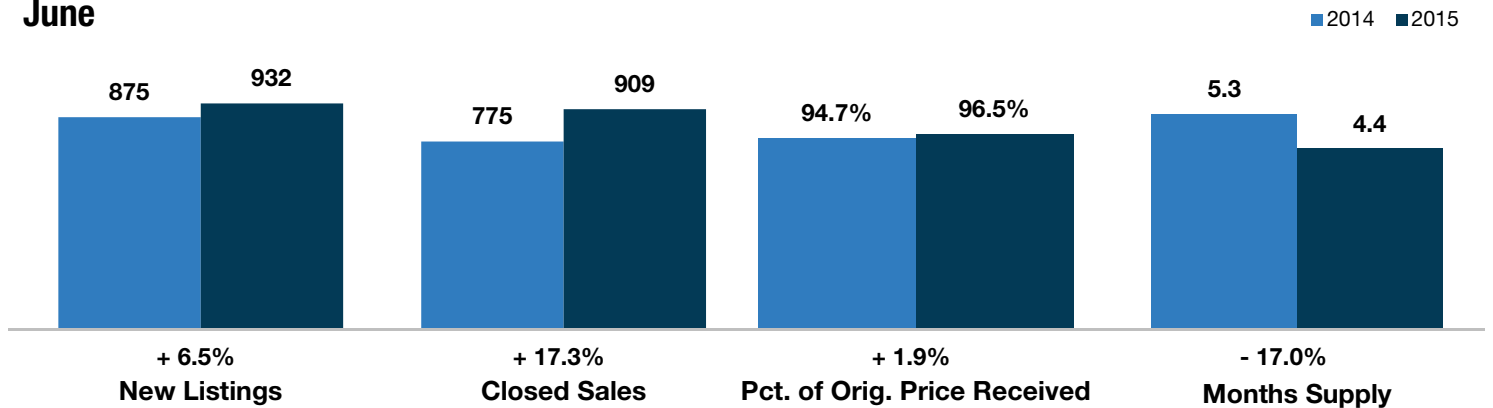


## 10 – Southeast Region

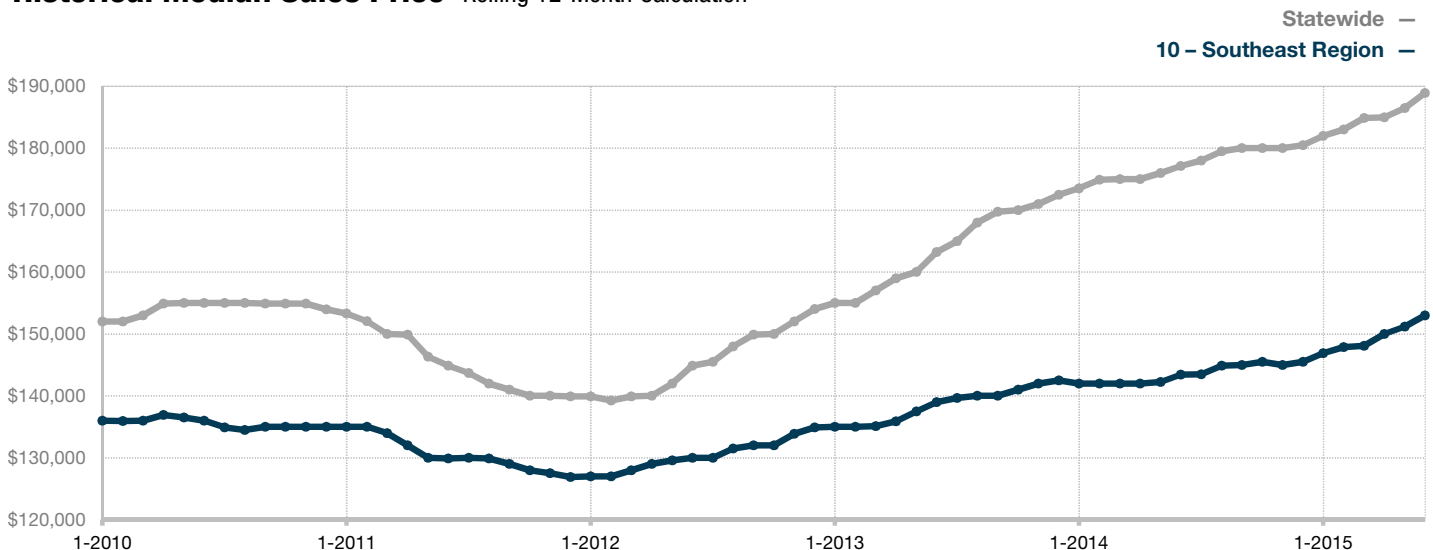
Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	875	<b>932</b>	+ 6.5%	4,506	<b>4,998</b>	+ 10.9%
Closed Sales	775	<b>909</b>	+ 17.3%	2,956	<b>3,556</b>	+ 20.3%
Median Sales Price*	\$157,437	<b>\$169,900</b>	+ 7.9%	\$143,000	<b>\$157,000</b>	+ 9.8%
Percent of Original List Price Received*	94.7%	<b>96.5%</b>	+ 1.9%	93.1%	<b>95.1%</b>	+ 2.1%
Days on Market Until Sale	88	<b>74</b>	- 15.9%	97	<b>90</b>	- 7.2%
Months Supply of Inventory	5.3	<b>4.4</b>	- 17.0%	--	--	--

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### June



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



# Local Market Update for June 2015

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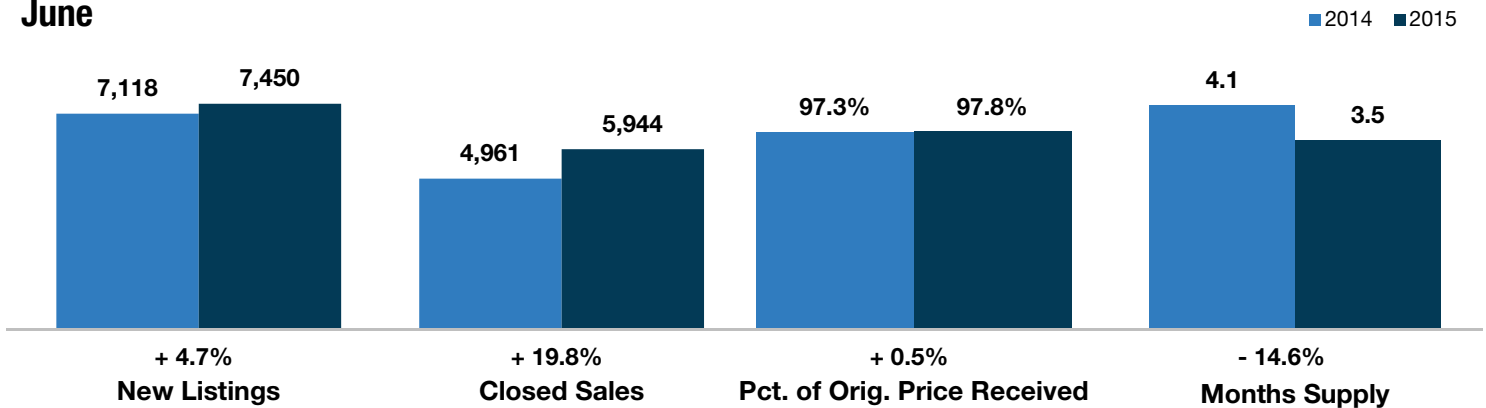


## 11 – 7-County Twin Cities Region

Key Metrics	June			Year to Date		
	2014	2015	Percent Change	Thru 6-2014	Thru 6-2015	Percent Change
New Listings	7,118	<b>7,450</b>	+ 4.7%	34,191	<b>37,520</b>	+ 9.7%
Closed Sales	4,961	<b>5,944</b>	+ 19.8%	19,957	<b>22,956</b>	+ 15.0%
Median Sales Price*	\$225,000	<b>\$235,000</b>	+ 4.4%	\$207,000	<b>\$222,500</b>	+ 7.5%
Percent of Original List Price Received*	97.3%	<b>97.8%</b>	+ 0.5%	95.9%	<b>96.6%</b>	+ 0.7%
Days on Market Until Sale	48	<b>44</b>	- 8.3%	58	<b>57</b>	- 1.7%
Months Supply of Inventory	4.1	<b>3.5</b>	- 14.6%	--	--	--

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### June



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

