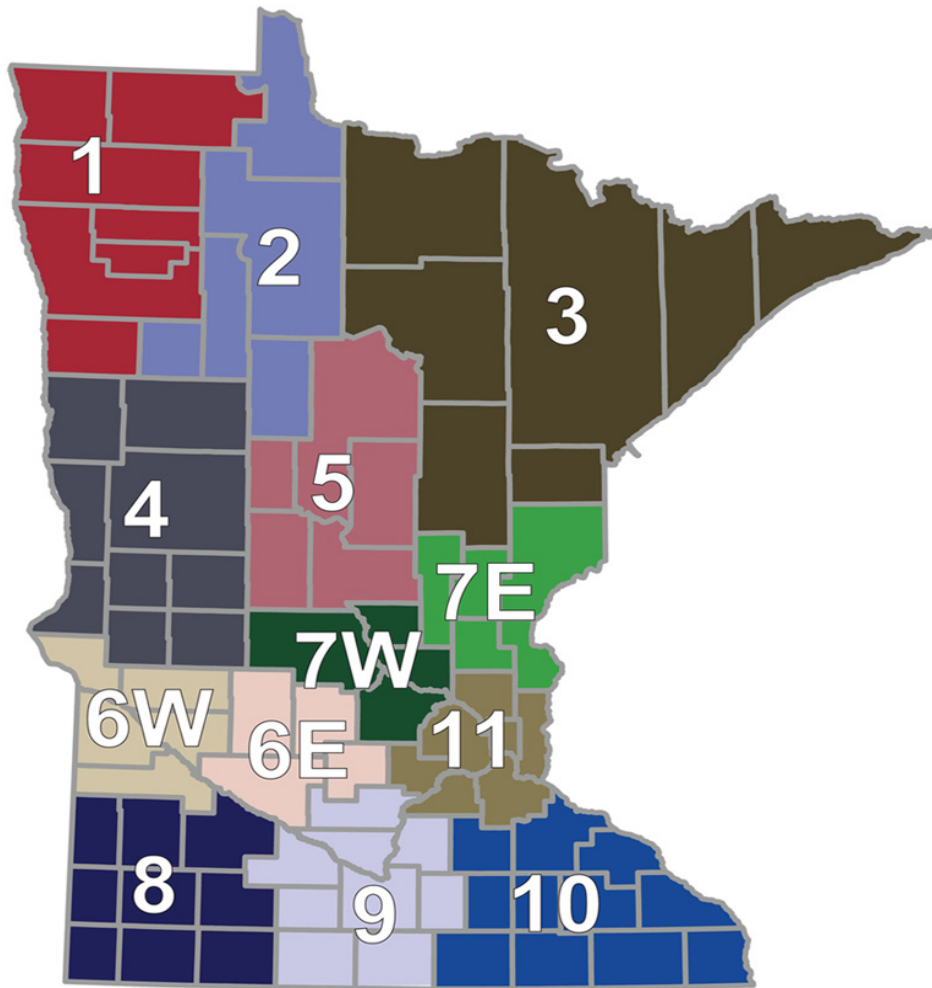


# Minnesota Regional Development Organizations



- 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 September 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

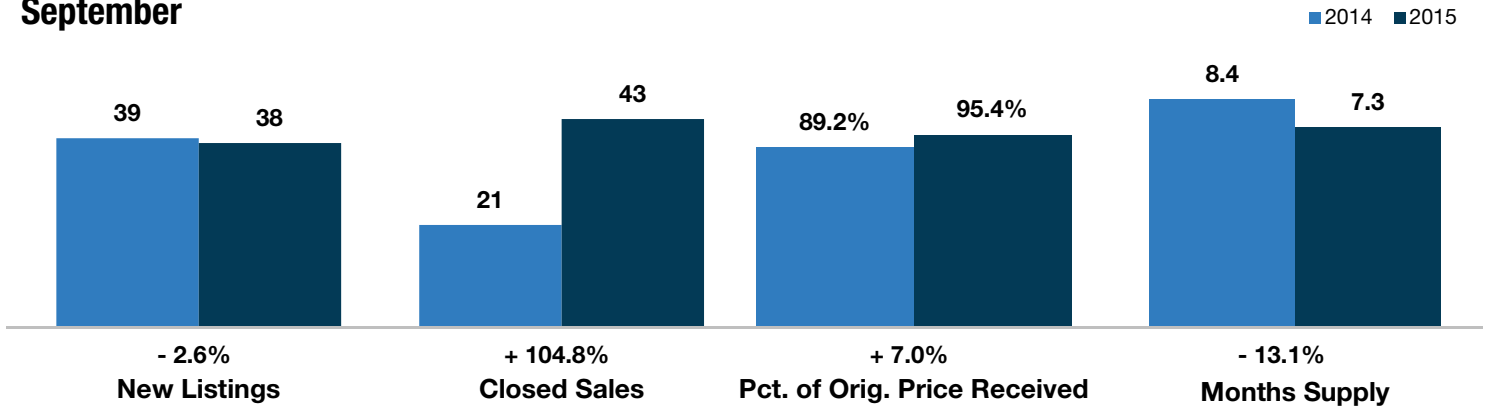


## 1 – Northwest Region

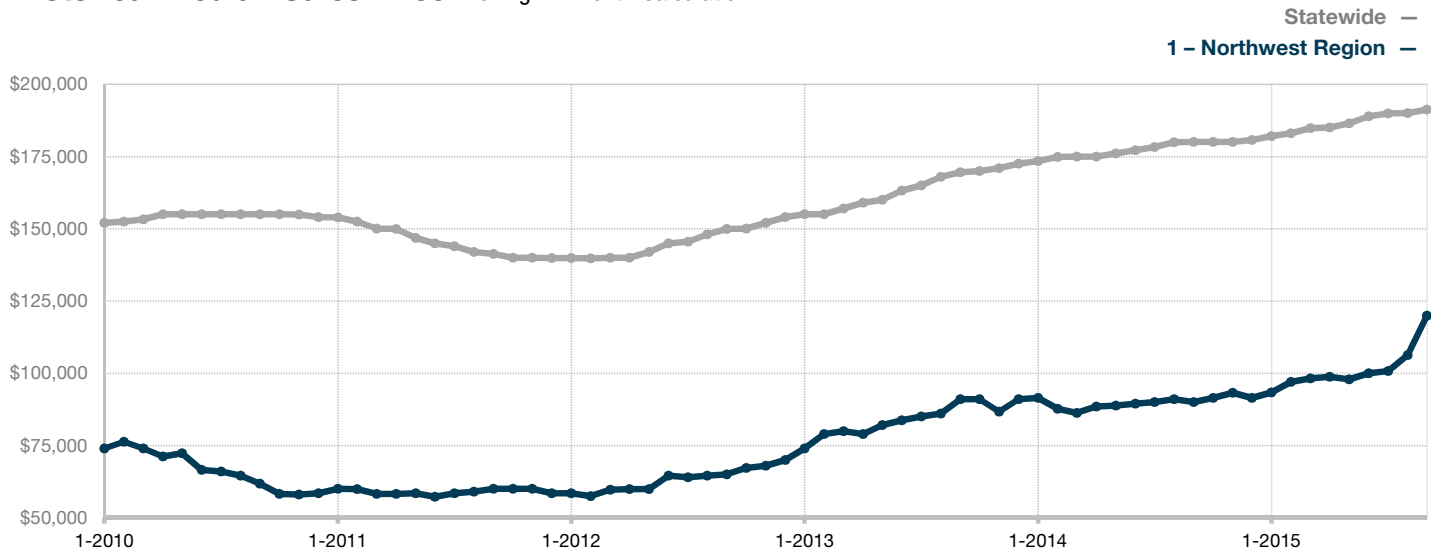
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	39	38	- 2.6%	293	360	+ 22.9%
Closed Sales	21	43	+ 104.8%	159	211	+ 32.7%
Median Sales Price*	\$89,000	\$134,000	+ 50.6%	\$92,000	\$123,000	+ 33.7%
Percent of Original List Price Received*	89.2%	95.4%	+ 7.0%	90.8%	93.3%	+ 2.8%
Days on Market Until Sale	157	114	- 27.4%	160	134	- 16.3%
Months Supply of Inventory	8.4	7.3	- 13.1%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

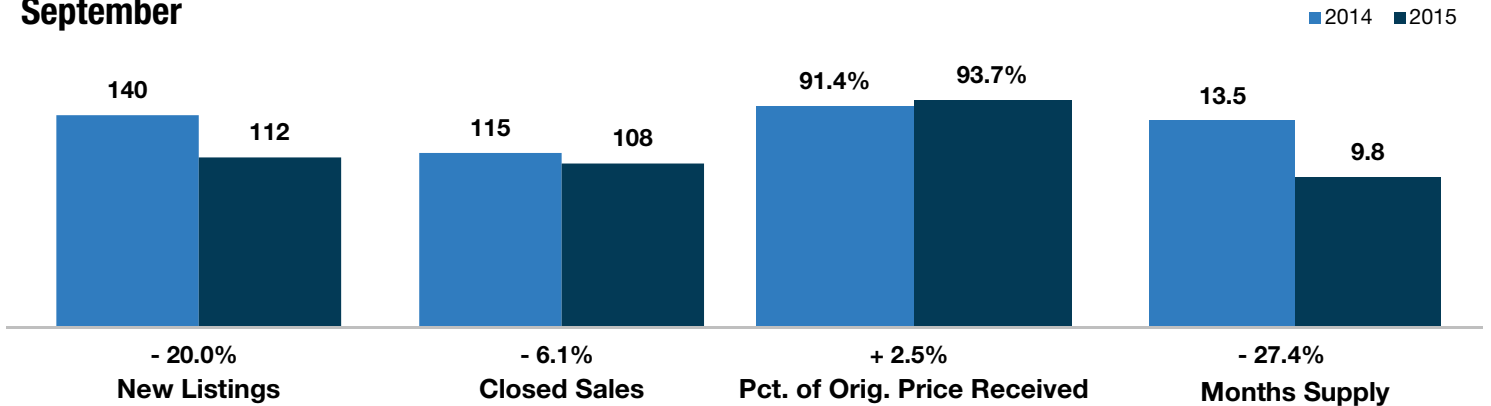


## 2 – Headwaters Region

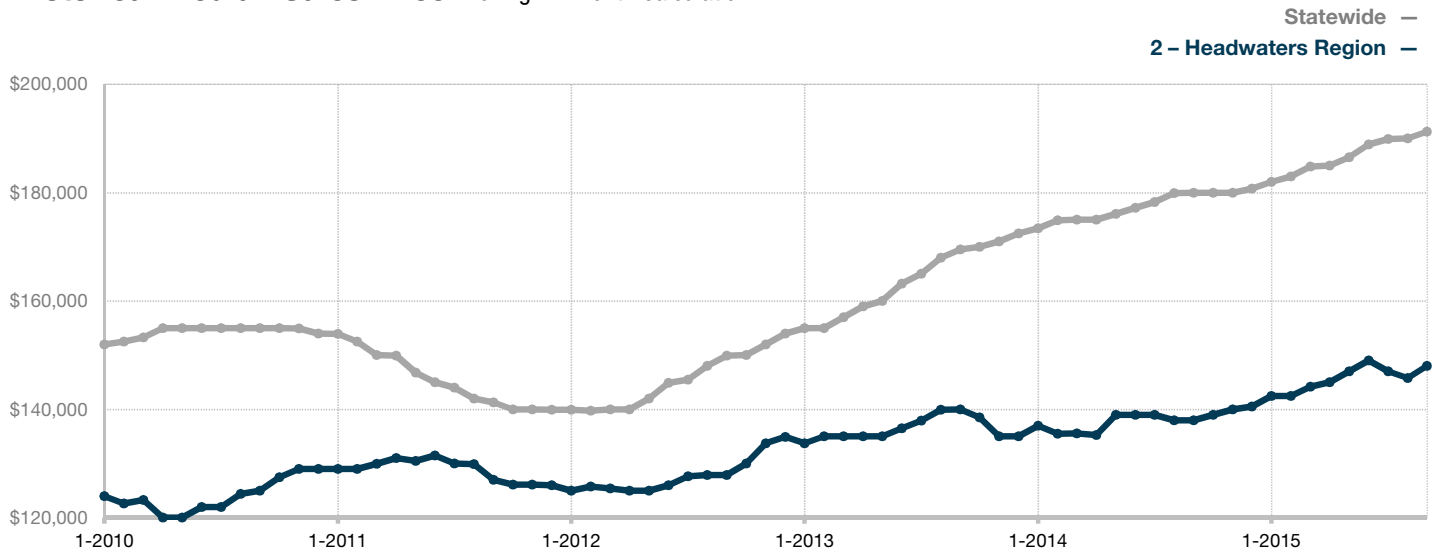
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	140	112	- 20.0%	1,550	1,476	- 4.8%
Closed Sales	115	108	- 6.1%	621	785	+ 26.4%
Median Sales Price*	\$137,500	\$167,925	+ 22.1%	\$142,000	\$149,950	+ 5.6%
Percent of Original List Price Received*	91.4%	93.7%	+ 2.5%	90.7%	92.3%	+ 1.8%
Days on Market Until Sale	124	129	+ 4.0%	145	143	- 1.4%
Months Supply of Inventory	13.5	9.8	- 27.4%	--	--	--

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### September



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



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# Local Market Update for September 2015

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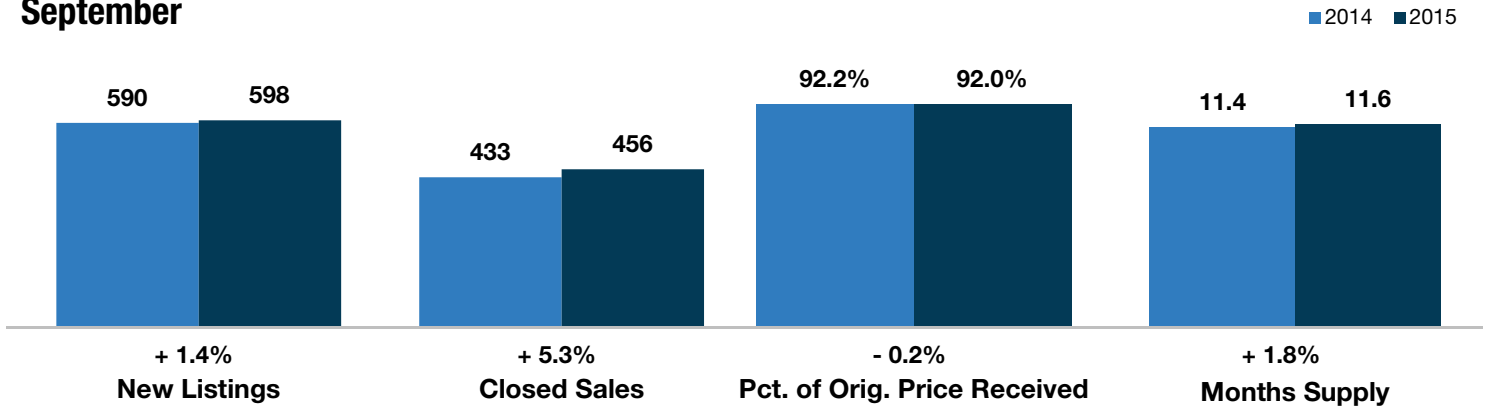


## 3 – Arrowhead Region

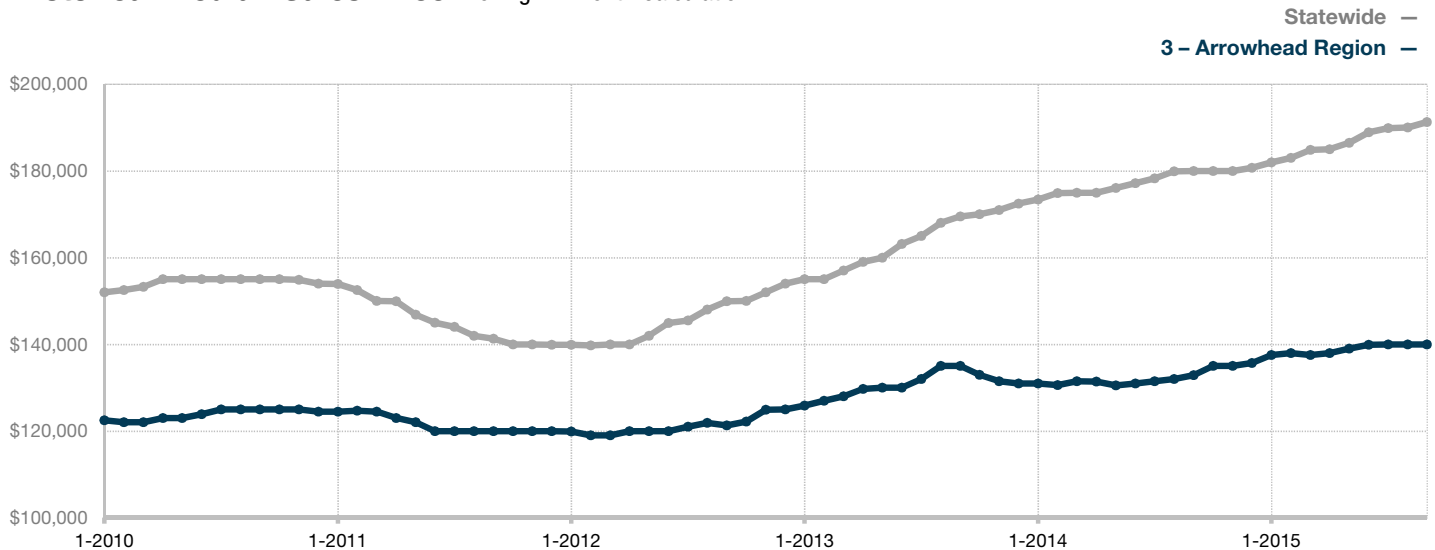
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	590	<b>598</b>	+ 1.4%	6,186	<b>6,810</b>	+ 10.1%
Closed Sales	433	<b>456</b>	+ 5.3%	2,952	<b>3,315</b>	+ 12.3%
Median Sales Price*	\$135,000	<b>\$141,250</b>	+ 4.6%	\$135,900	<b>\$142,000</b>	+ 4.5%
Percent of Original List Price Received*	92.2%	<b>92.0%</b>	- 0.2%	91.7%	<b>92.3%</b>	+ 0.7%
Days on Market Until Sale	101	<b>103</b>	+ 2.0%	107	<b>112</b>	+ 4.7%
Months Supply of Inventory	11.4	<b>11.6</b>	+ 1.8%	--	--	--

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### September



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



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# Local Market Update for September 2015

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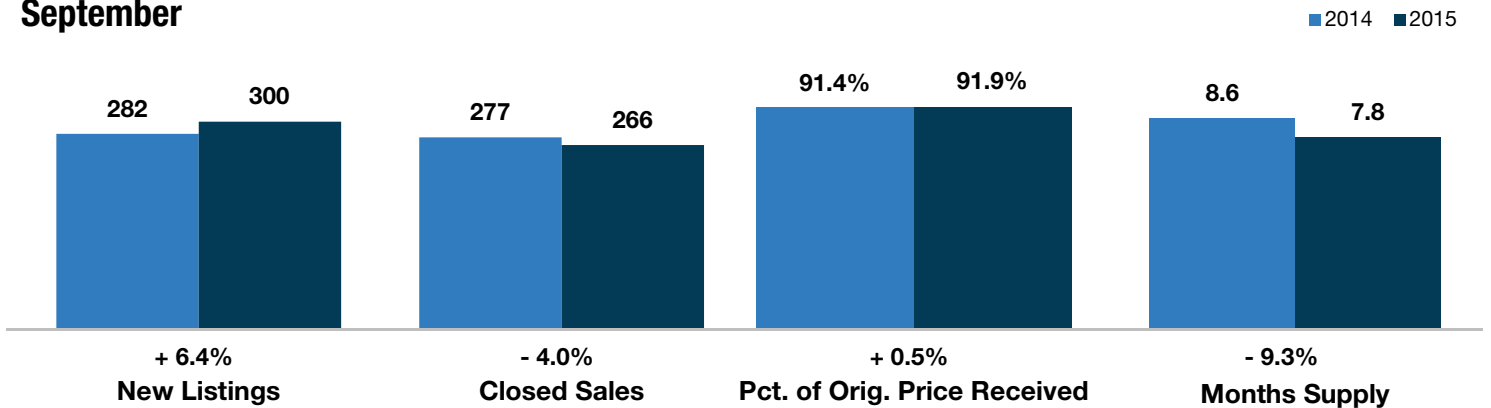


## 4 – West Central Region

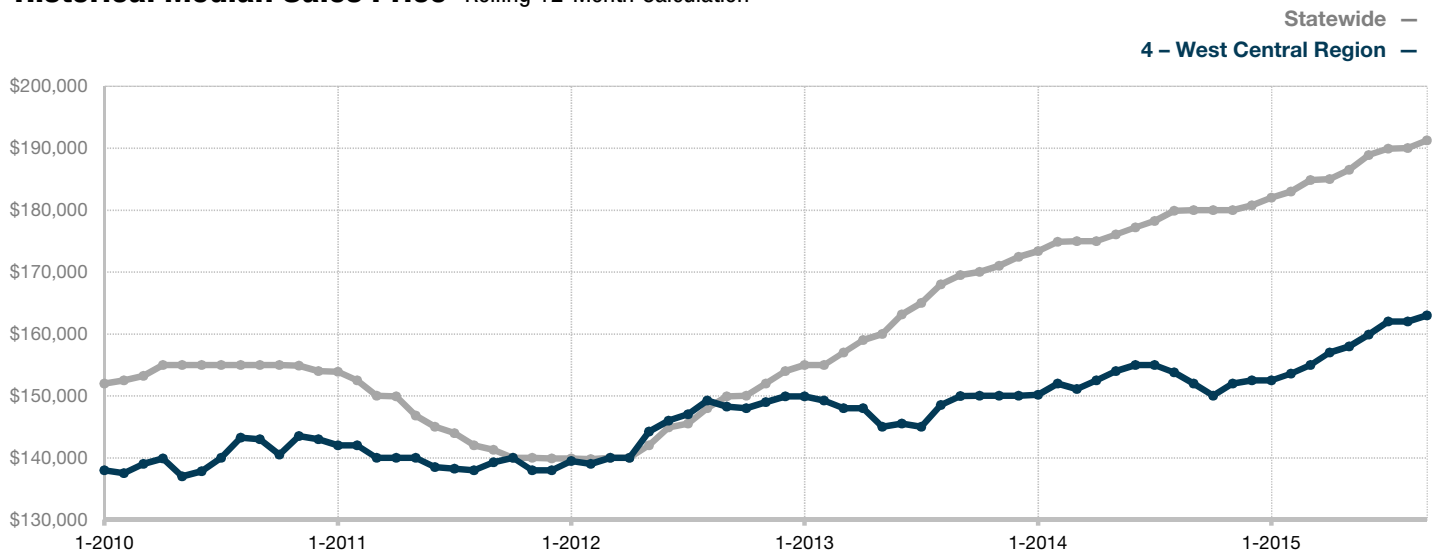
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	282	300	+ 6.4%	3,153	3,353	+ 6.3%
Closed Sales	277	266	- 4.0%	1,769	1,905	+ 7.7%
Median Sales Price*	\$146,500	\$166,000	+ 13.3%	\$152,500	\$166,000	+ 8.9%
Percent of Original List Price Received*	91.4%	91.9%	+ 0.5%	92.4%	93.1%	+ 0.8%
Days on Market Until Sale	115	92	- 20.0%	115	109	- 5.2%
Months Supply of Inventory	8.6	7.8	- 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.

### September



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



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# Local Market Update for September 2015

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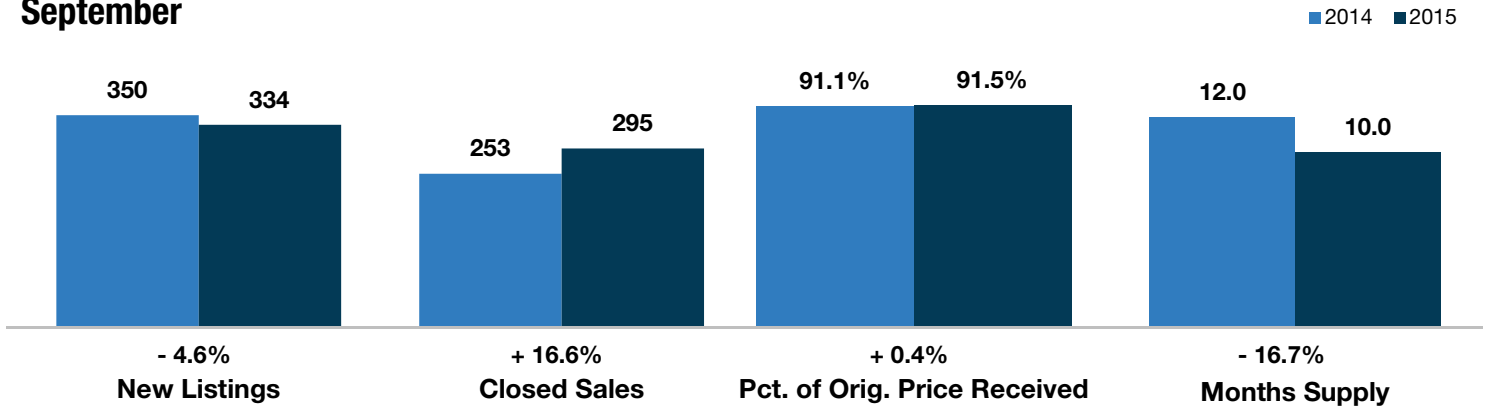


## 5 – North Central Region

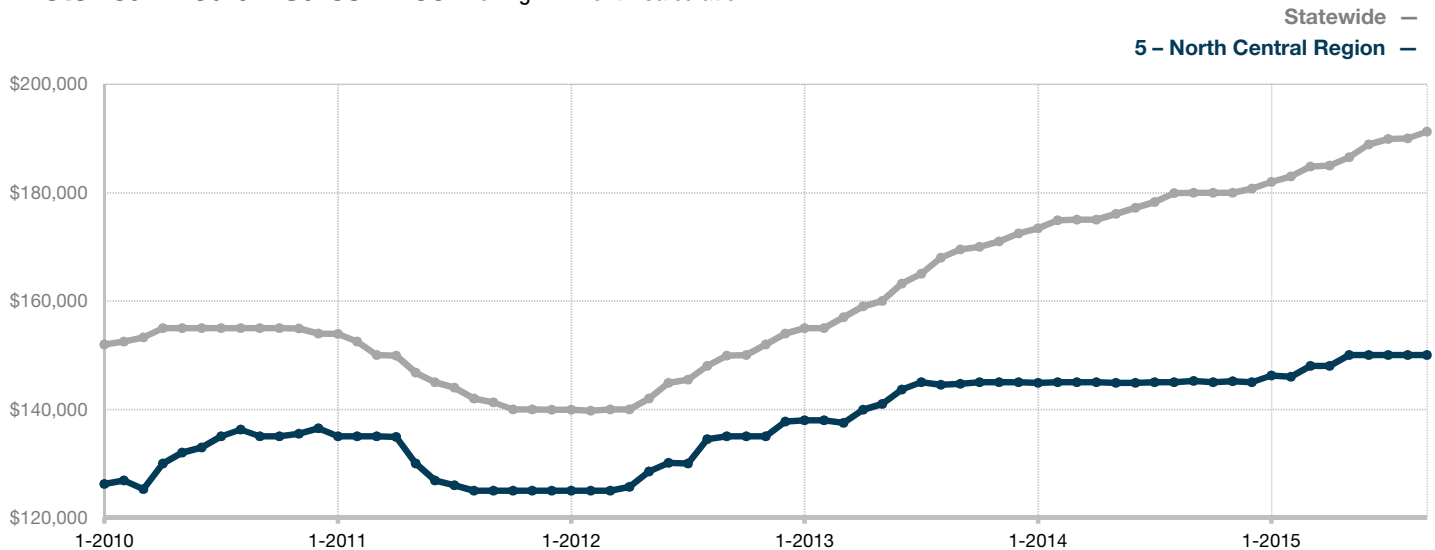
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	350	<b>334</b>	- 4.6%	4,124	<b>4,238</b>	+ 2.8%
Closed Sales	253	<b>295</b>	+ 16.6%	1,894	<b>2,101</b>	+ 10.9%
Median Sales Price*	\$155,000	<b>\$155,000</b>	0.0%	\$145,400	<b>\$152,400</b>	+ 4.8%
Percent of Original List Price Received*	91.1%	<b>91.5%</b>	+ 0.4%	91.4%	<b>92.2%</b>	+ 0.9%
Days on Market Until Sale	109	<b>103</b>	- 5.5%	115	<b>113</b>	- 1.7%
Months Supply of Inventory	12.0	<b>10.0</b>	- 16.7%	--	--	--

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### September



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



# Local Market Update for September 2015

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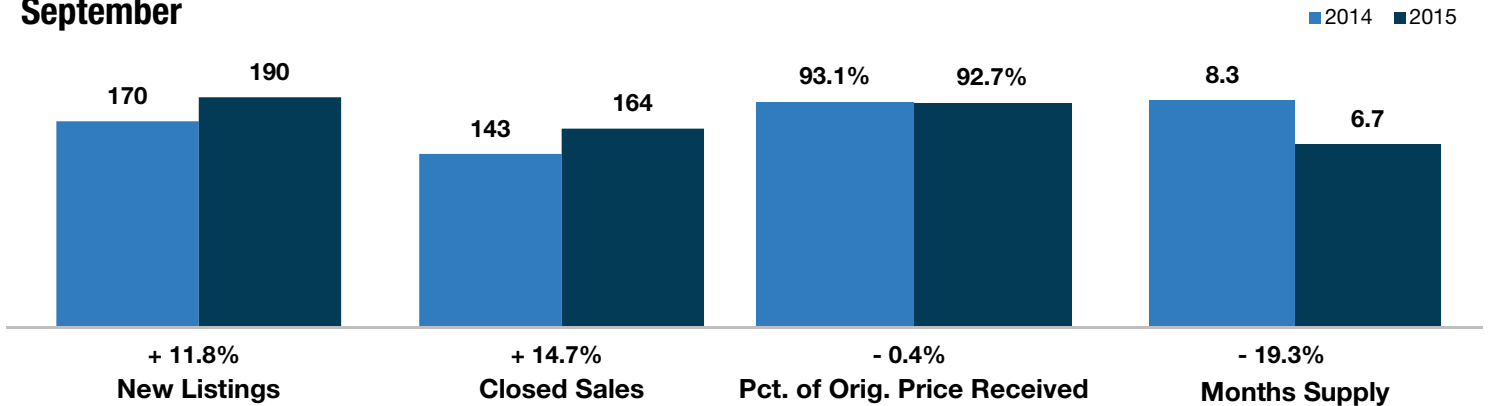


## 6E – Southwest Central Region

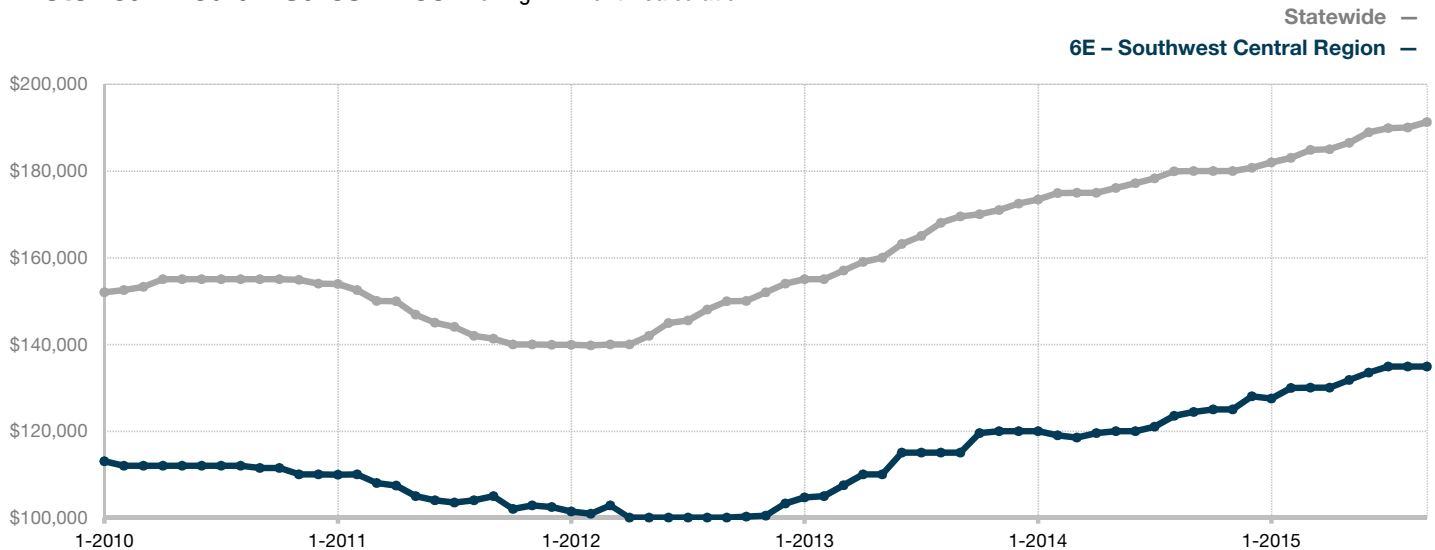
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	170	190	+ 11.8%	1,915	1,918	+ 0.2%
Closed Sales	143	164	+ 14.7%	1,063	1,244	+ 17.0%
Median Sales Price*	\$130,000	\$133,175	+ 2.4%	\$125,000	\$135,000	+ 8.0%
Percent of Original List Price Received*	93.1%	92.7%	- 0.4%	92.3%	93.6%	+ 1.4%
Days on Market Until Sale	98	92	- 6.1%	98	92	- 6.1%
Months Supply of Inventory	8.3	6.7	- 19.3%	--	--	--

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### September



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



# Local Market Update for September 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

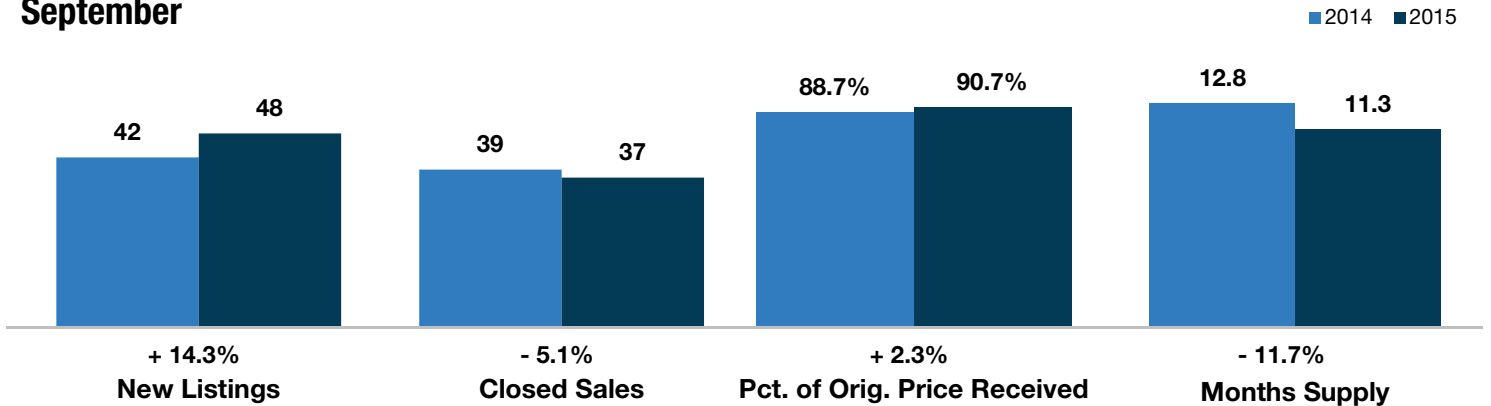


## 6W – Upper Minnesota Valley Region

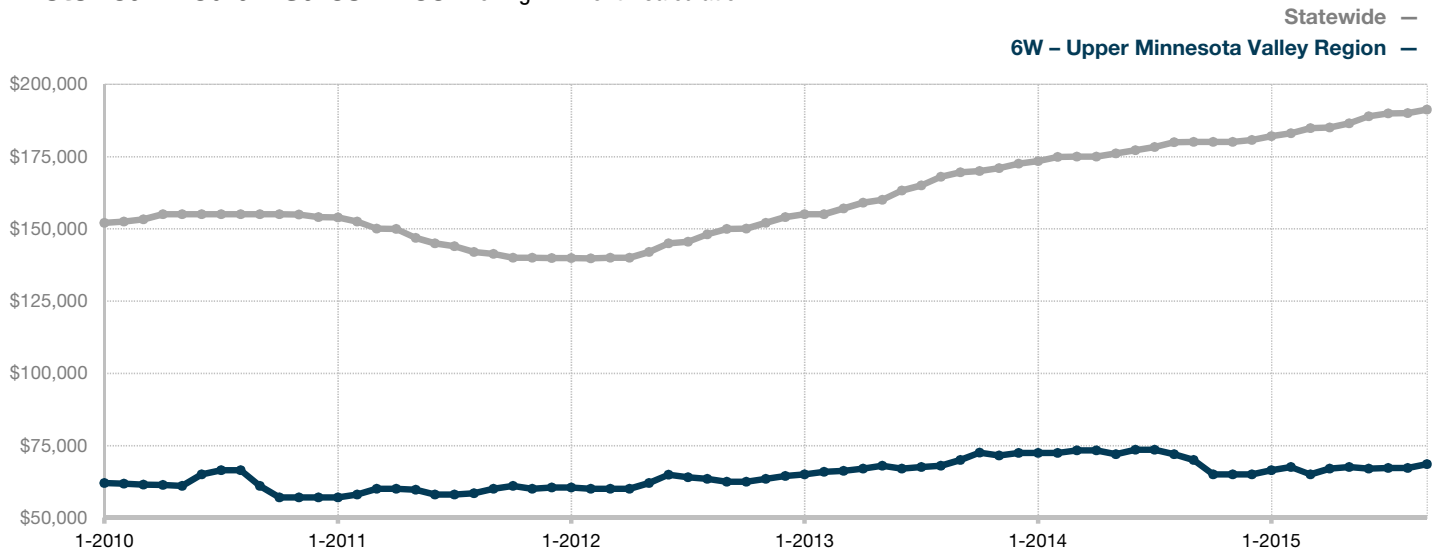
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	42	48	+ 14.3%	442	477	+ 7.9%
Closed Sales	39	37	- 5.1%	246	291	+ 18.3%
Median Sales Price*	\$70,000	\$77,000	+ 10.0%	\$70,000	\$70,250	+ 0.4%
Percent of Original List Price Received*	88.7%	90.7%	+ 2.3%	88.9%	87.1%	- 2.0%
Days on Market Until Sale	142	135	- 4.9%	158	160	+ 1.3%
Months Supply of Inventory	12.8	11.3	- 11.7%	--	--	--

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### September



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





# Local Market Update for September 2015

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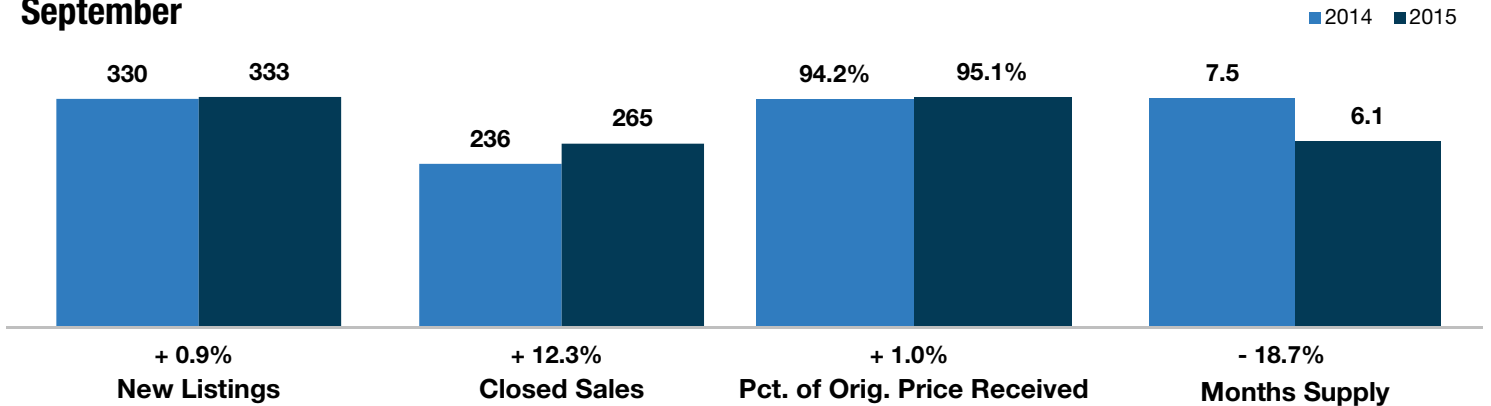


## 7E – East Central Region

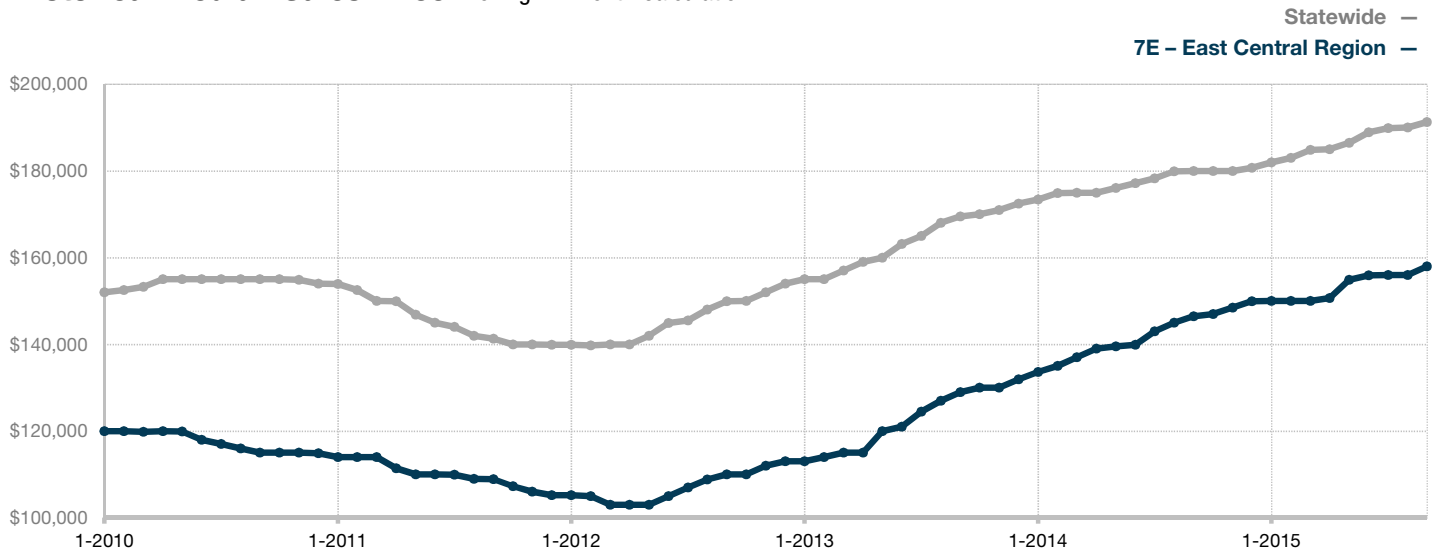
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	330	<b>333</b>	+ 0.9%	3,335	<b>3,711</b>	+ 11.3%
Closed Sales	236	<b>265</b>	+ 12.3%	1,778	<b>2,081</b>	+ 17.0%
Median Sales Price*	\$152,000	<b>\$163,000</b>	+ 7.2%	\$149,900	<b>\$160,000</b>	+ 6.7%
Percent of Original List Price Received*	94.2%	<b>95.1%</b>	+ 1.0%	93.8%	<b>95.3%</b>	+ 1.6%
Days on Market Until Sale	74	<b>68</b>	- 8.1%	77	<b>70</b>	- 9.1%
Months Supply of Inventory	7.5	<b>6.1</b>	- 18.7%	--	--	--

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### September



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



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# Local Market Update for September 2015

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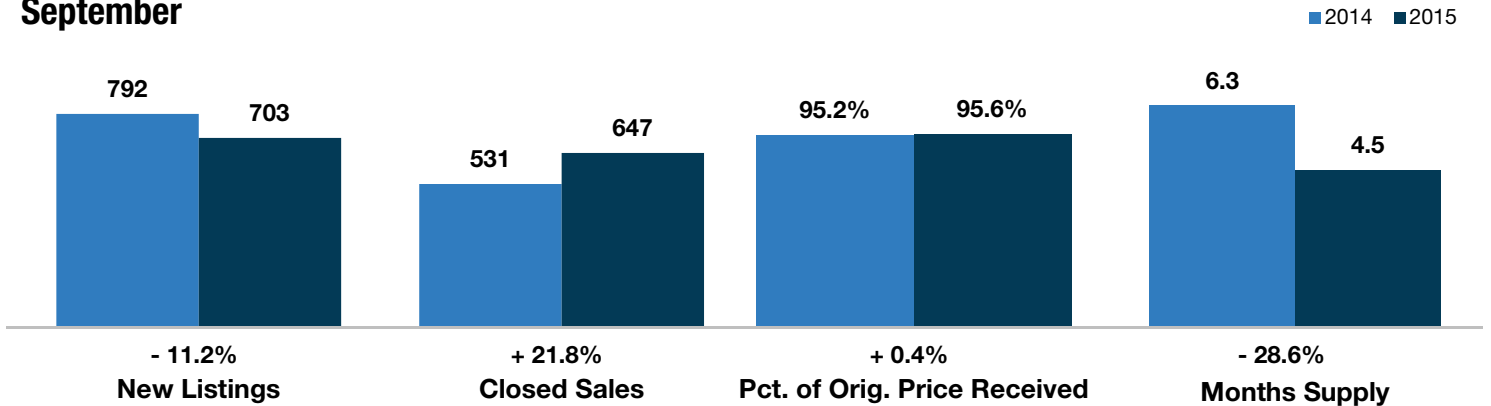


## 7W – Central Region

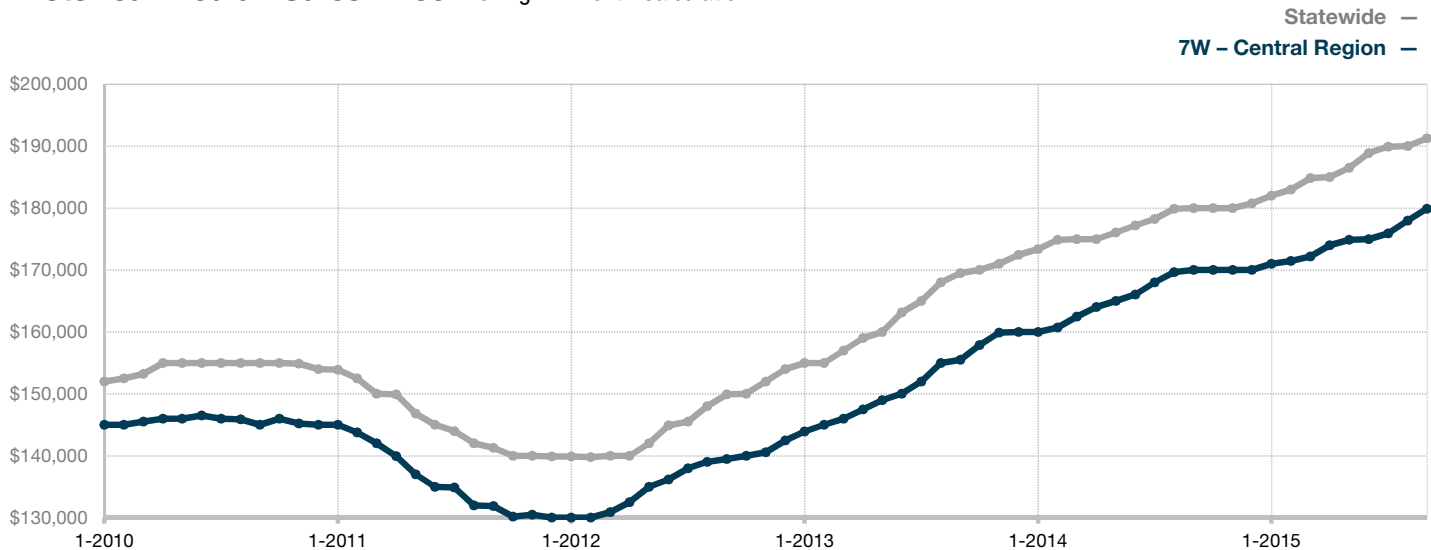
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	792	703	- 11.2%	7,651	8,137	+ 6.4%
Closed Sales	531	647	+ 21.8%	4,371	5,180	+ 18.5%
Median Sales Price*	\$174,500	\$185,000	+ 6.0%	\$171,500	\$182,900	+ 6.6%
Percent of Original List Price Received*	95.2%	95.6%	+ 0.4%	94.8%	96.0%	+ 1.3%
Days on Market Until Sale	66	69	+ 4.5%	72	72	0.0%
Months Supply of Inventory	6.3	4.5	- 28.6%	--	--	--

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### September



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



# Local Market Update for September 2015

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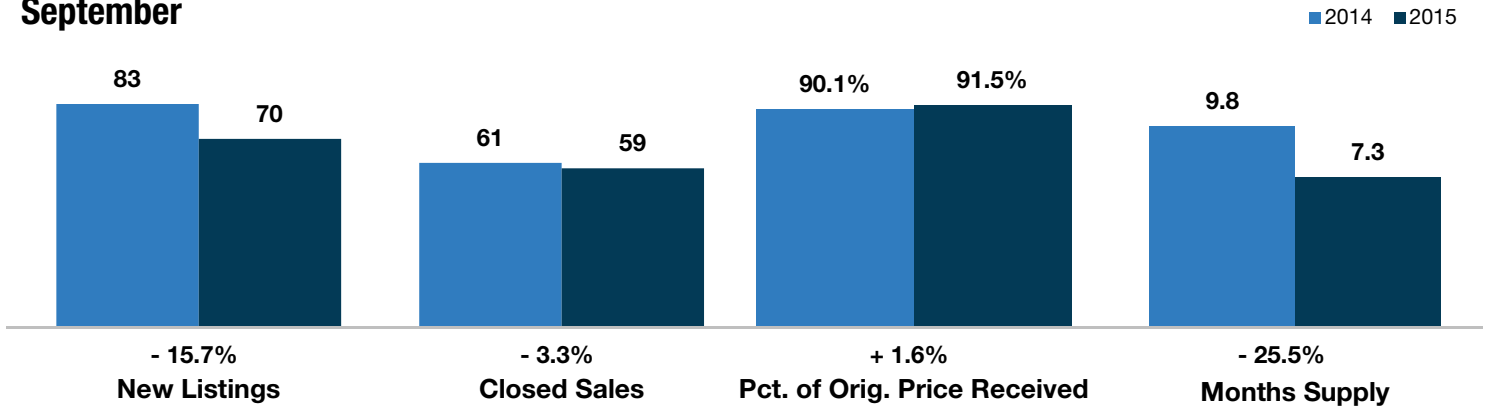


## 8 – Southwest Region

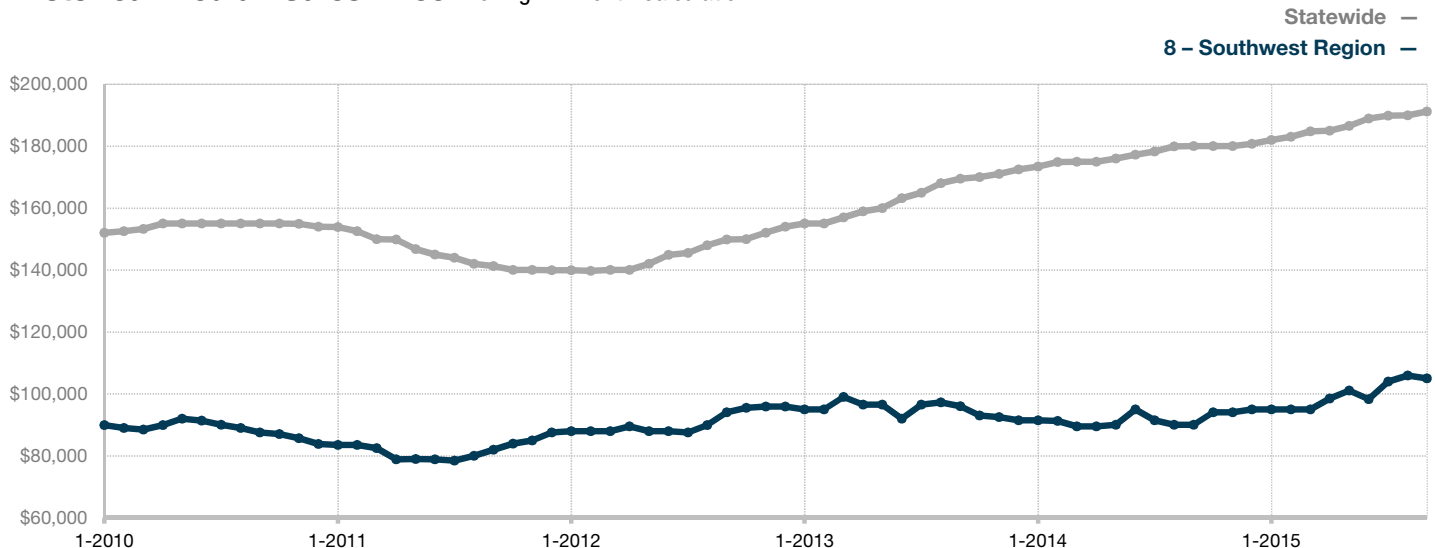
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	83	70	- 15.7%	786	698	- 11.2%
Closed Sales	61	59	- 3.3%	456	500	+ 9.6%
Median Sales Price*	\$108,000	\$85,000	- 21.3%	\$90,000	\$105,250	+ 16.9%
Percent of Original List Price Received*	90.1%	91.5%	+ 1.6%	88.8%	90.5%	+ 1.9%
Days on Market Until Sale	103	110	+ 6.8%	130	124	- 4.6%
Months Supply of Inventory	9.8	7.3	- 25.5%	--	--	--

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### September



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



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# Local Market Update for September 2015

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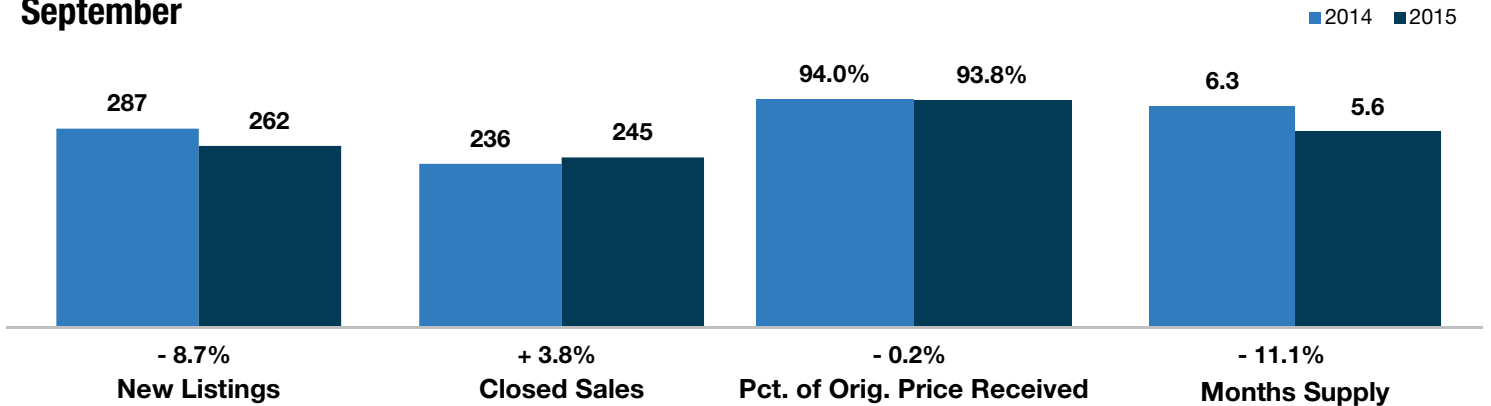


## 9 – South Central Region

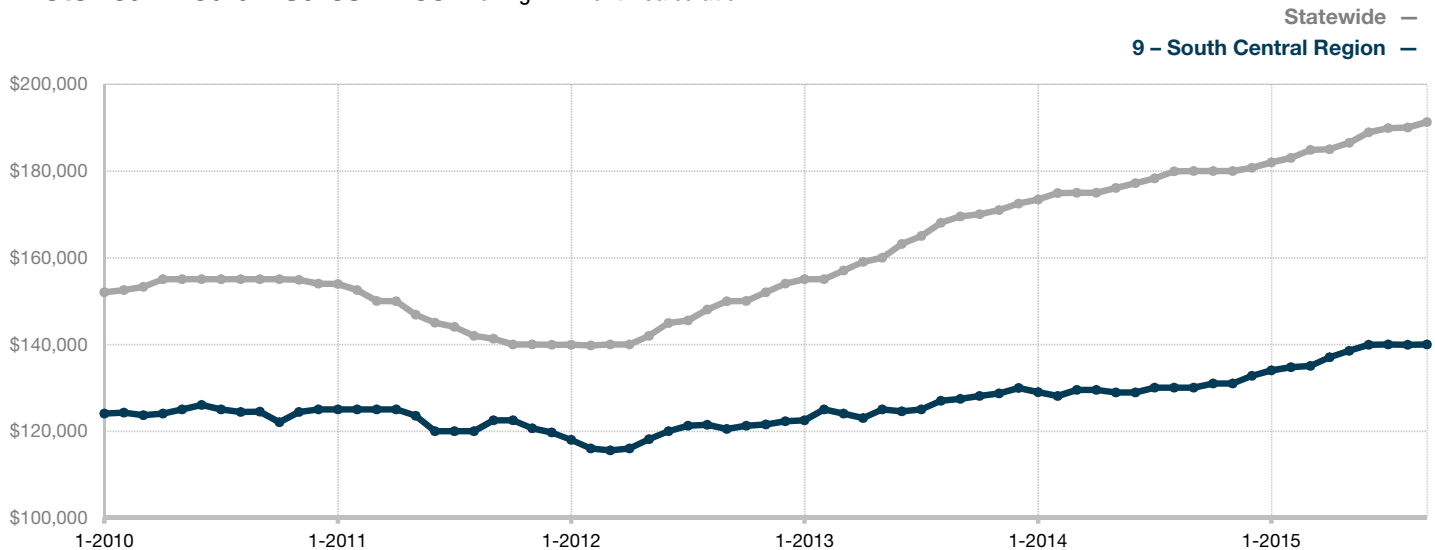
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	287	262	- 8.7%	2,755	3,025	+ 9.8%
Closed Sales	236	245	+ 3.8%	1,894	2,143	+ 13.1%
Median Sales Price*	\$134,900	\$146,500	+ 8.6%	\$133,000	\$142,500	+ 7.1%
Percent of Original List Price Received*	94.0%	93.8%	- 0.2%	92.7%	93.6%	+ 1.0%
Days on Market Until Sale	109	113	+ 3.7%	125	120	- 4.0%
Months Supply of Inventory	6.3	5.6	- 11.1%	--	--	--

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### September



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



# Local Market Update for September 2015

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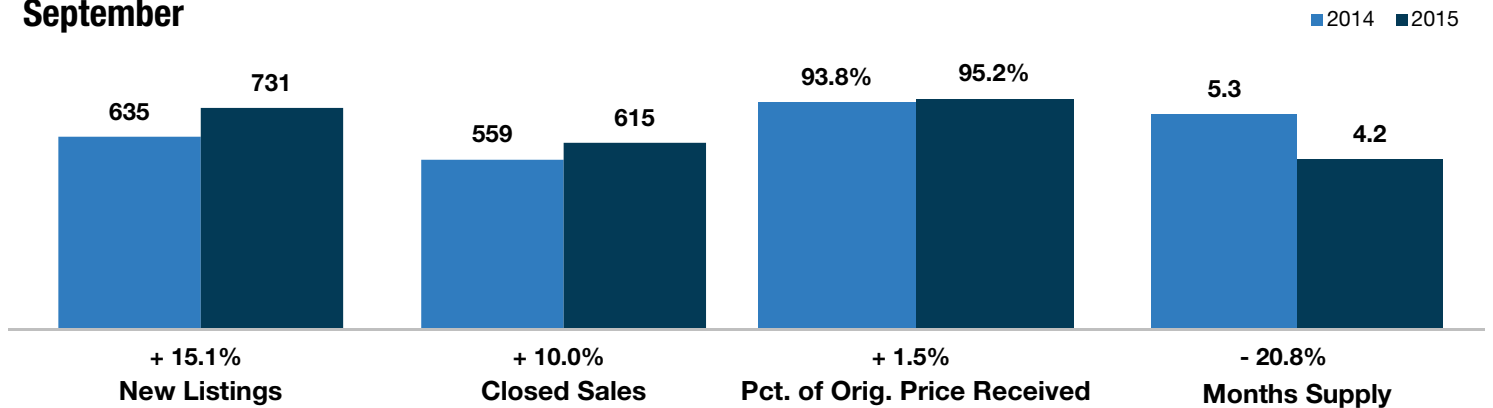


## 10 – Southeast Region

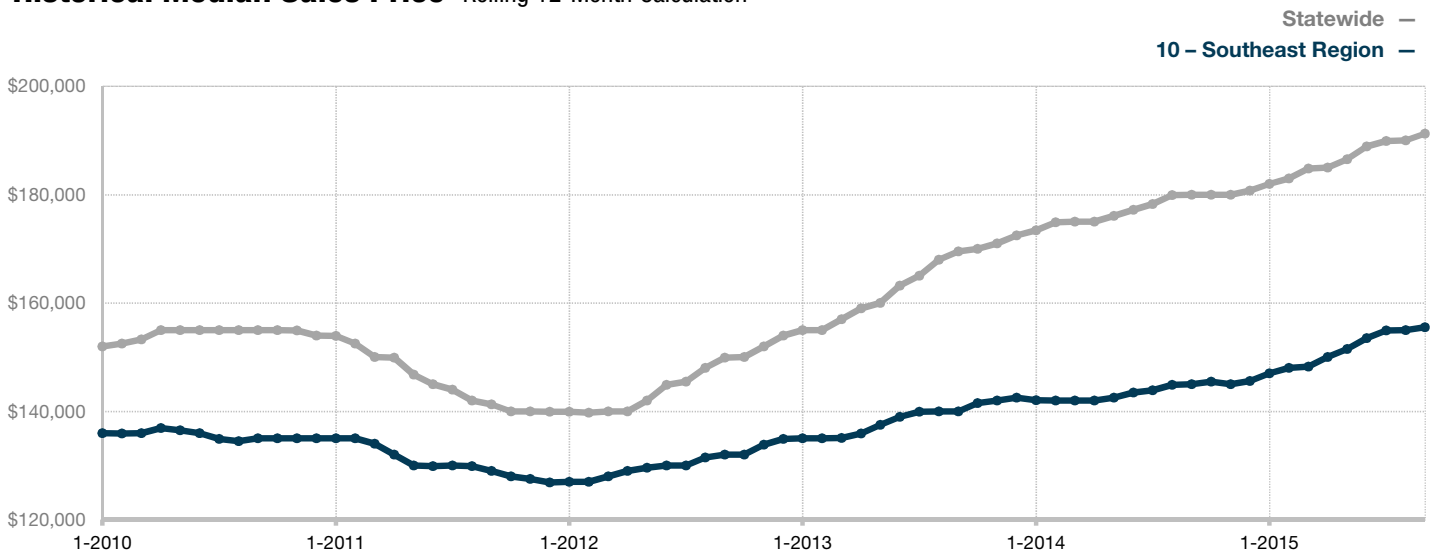
Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	635	731	+ 15.1%	6,731	7,408	+ 10.1%
Closed Sales	559	615	+ 10.0%	4,893	5,764	+ 17.8%
Median Sales Price*	\$150,500	\$156,500	+ 4.0%	\$147,000	\$159,400	+ 8.4%
Percent of Original List Price Received*	93.8%	95.2%	+ 1.5%	93.6%	95.3%	+ 1.8%
Days on Market Until Sale	86	80	- 7.0%	93	84	- 9.7%
Months Supply of Inventory	5.3	4.2	- 20.8%	--	--	--

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### September



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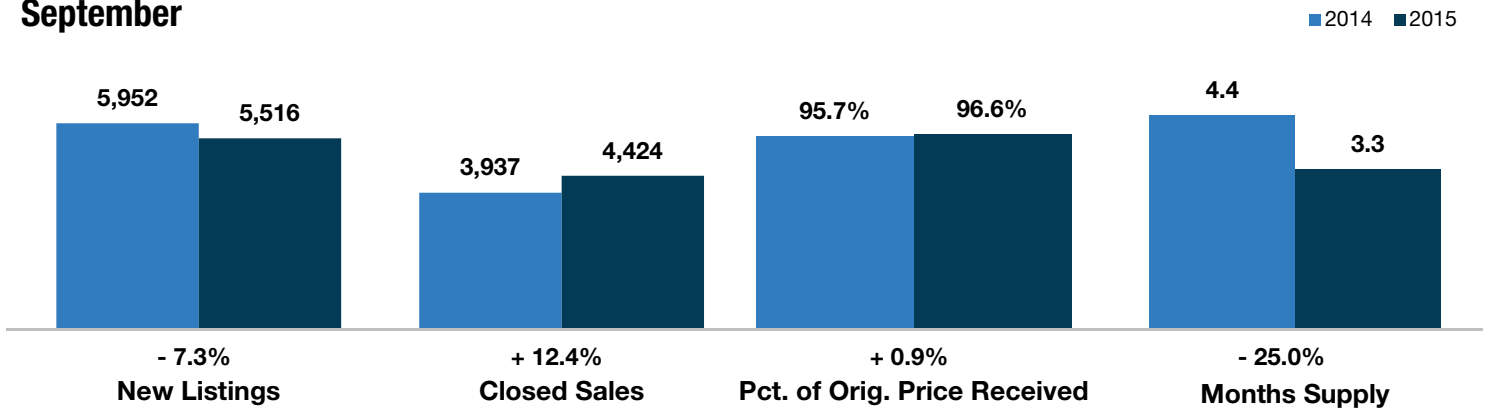


## 11 – 7-County Twin Cities Region

Key Metrics	September			Year to Date		
	2014	2015	Percent Change	Thru 9-2014	Thru 9-2015	Percent Change
New Listings	5,952	<b>5,516</b>	- 7.3%	53,085	<b>55,892</b>	+ 5.3%
Closed Sales	3,937	<b>4,424</b>	+ 12.4%	33,142	<b>38,175</b>	+ 15.2%
Median Sales Price*	\$212,000	<b>\$225,000</b>	+ 6.1%	\$212,000	<b>\$225,000</b>	+ 6.1%
Percent of Original List Price Received*	95.7%	<b>96.6%</b>	+ 0.9%	96.1%	<b>96.8%</b>	+ 0.7%
Days on Market Until Sale	53	<b>48</b>	- 9.4%	55	<b>53</b>	- 3.6%
Months Supply of Inventory	4.4	<b>3.3</b>	- 25.0%	--	--	--

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### September



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

