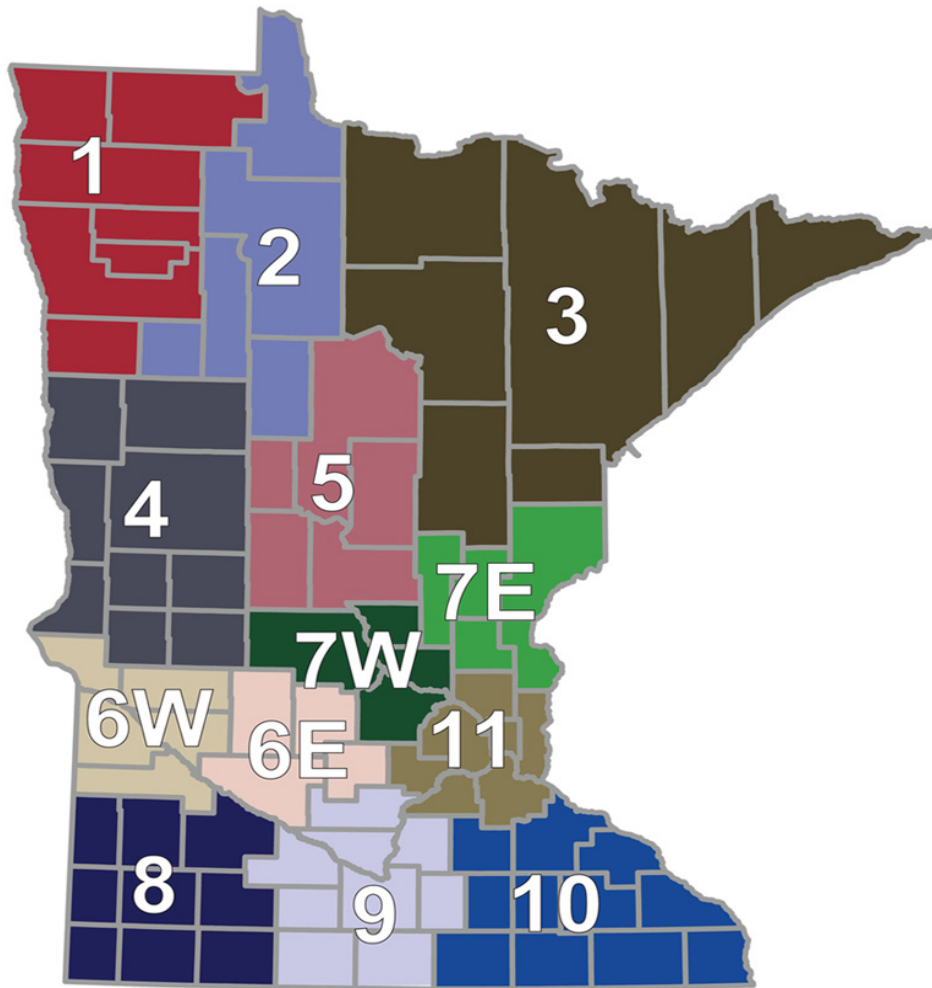











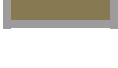
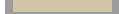


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region |  | 7E - East Central Region |
|  | 2 - Headwaters Region |  | 7W - Central Region |
|  | 3 - Arrowhead Region |  | 8 - Southwest Region |
|  | 4 - West Central Region |  | 9 - South Central Region |
|  | 5 - North Central Region |  | 10 - Southeast Region |
|  | 6E - Southwest Central Region |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region | | |

Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

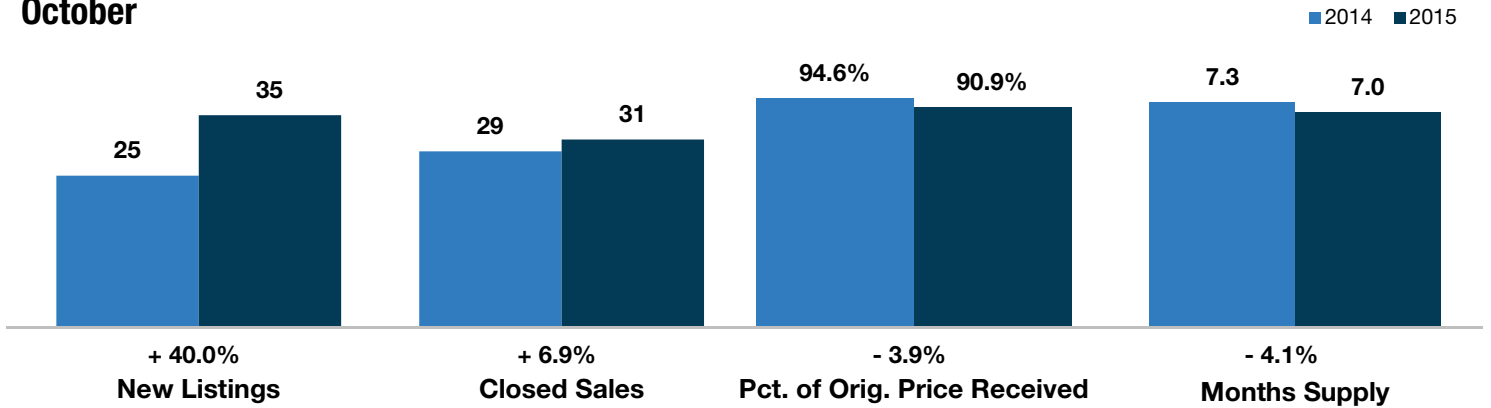


1 – Northwest Region

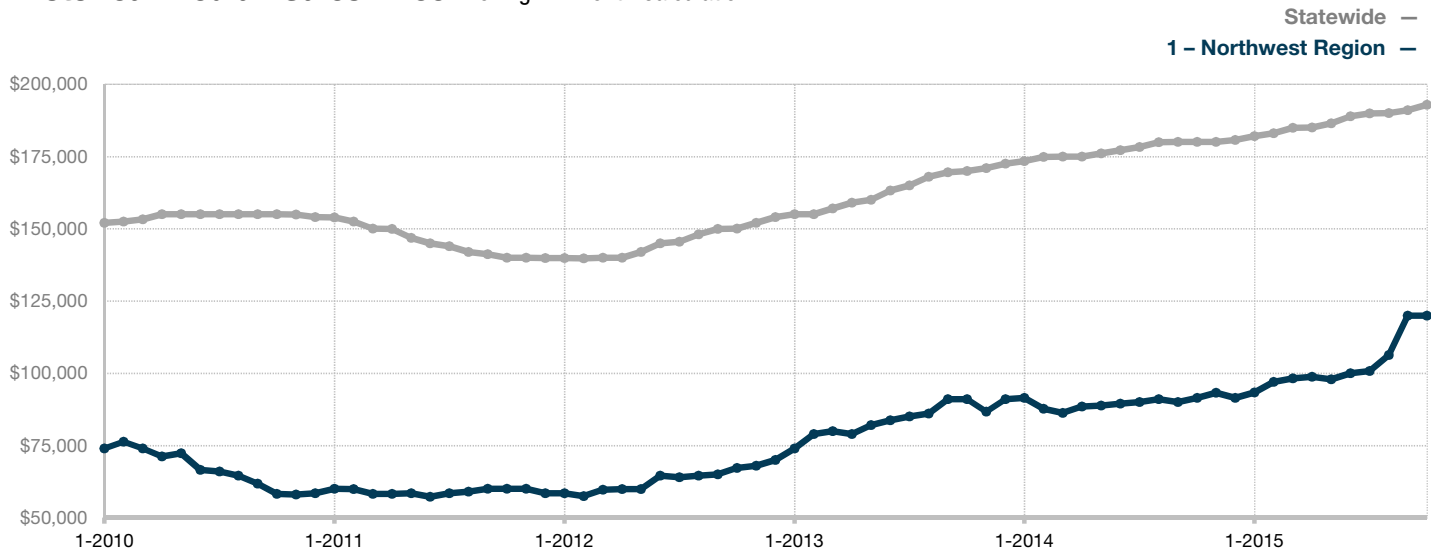
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	25	35	+ 40.0%	318	394	+ 23.9%
Closed Sales	29	31	+ 6.9%	188	242	+ 28.7%
Median Sales Price*	\$112,500	\$118,000	+ 4.9%	\$97,000	\$123,000	+ 26.8%
Percent of Original List Price Received*	94.6%	90.9%	- 3.9%	91.4%	93.0%	+ 1.8%
Days on Market Until Sale	137	103	- 24.8%	156	130	- 16.7%
Months Supply of Inventory	7.3	7.0	- 4.1%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

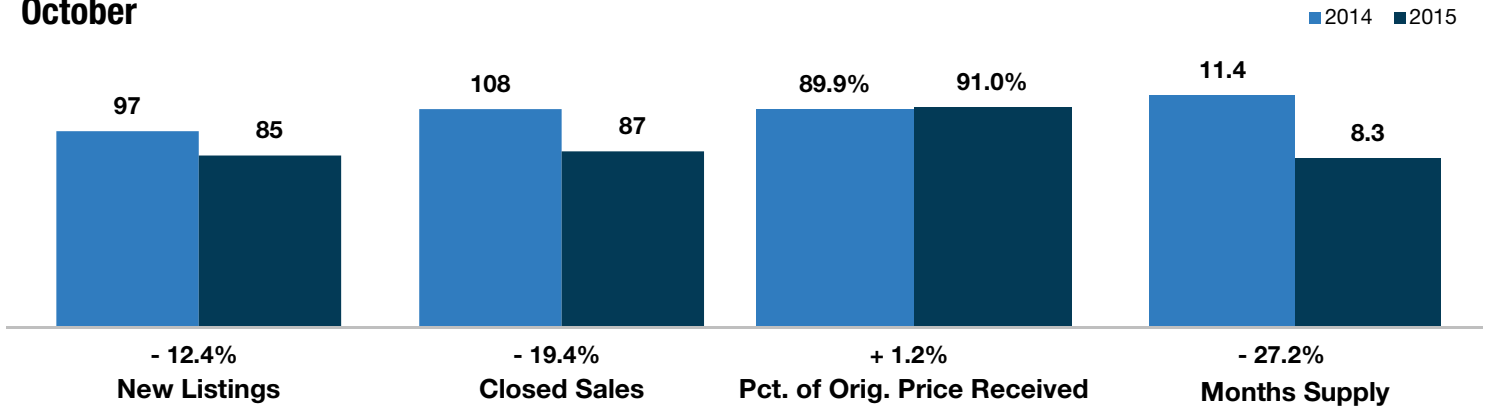


2 – Headwaters Region

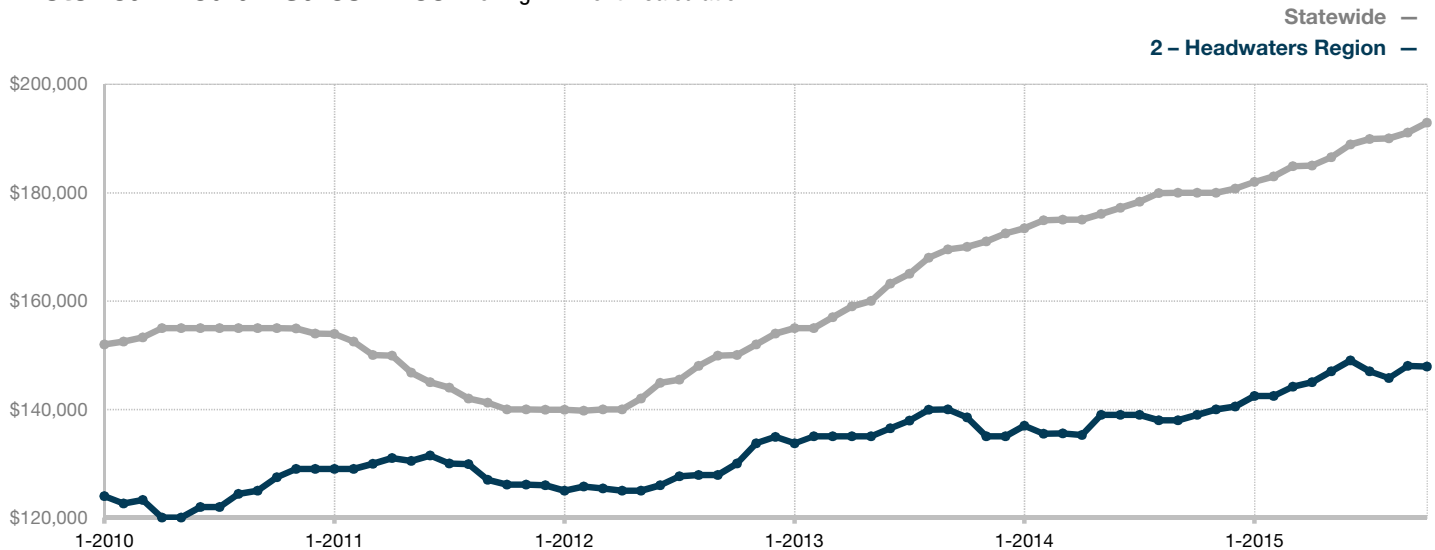
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	97	85	- 12.4%	1,648	1,567	- 4.9%
Closed Sales	108	87	- 19.4%	729	872	+ 19.6%
Median Sales Price*	\$143,000	\$140,000	- 2.1%	\$142,000	\$149,900	+ 5.6%
Percent of Original List Price Received*	89.9%	91.0%	+ 1.2%	90.6%	92.1%	+ 1.7%
Days on Market Until Sale	127	138	+ 8.7%	143	142	- 0.7%
Months Supply of Inventory	11.4	8.3	- 27.2%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

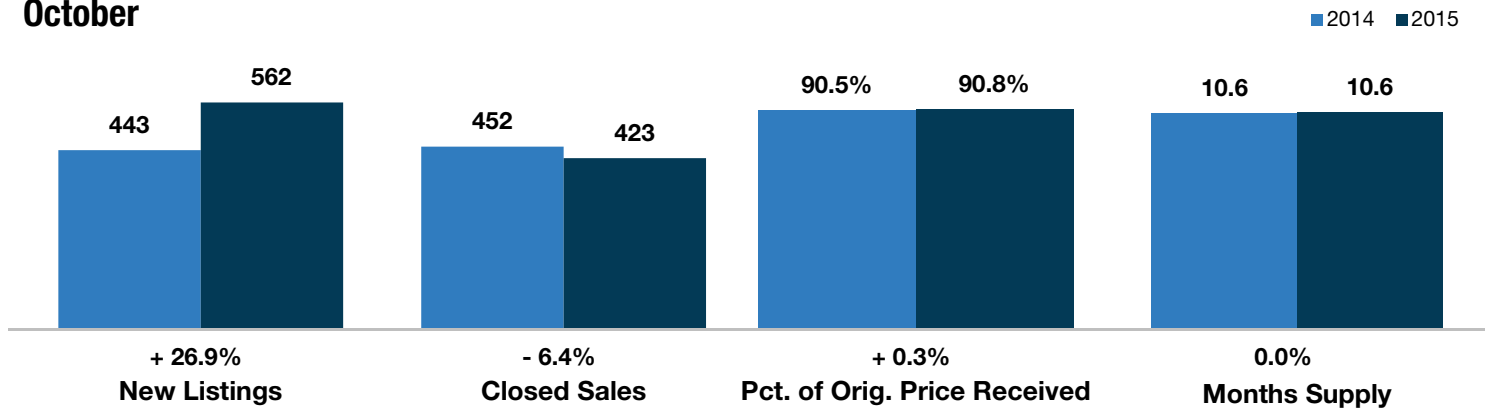


3 – Arrowhead Region

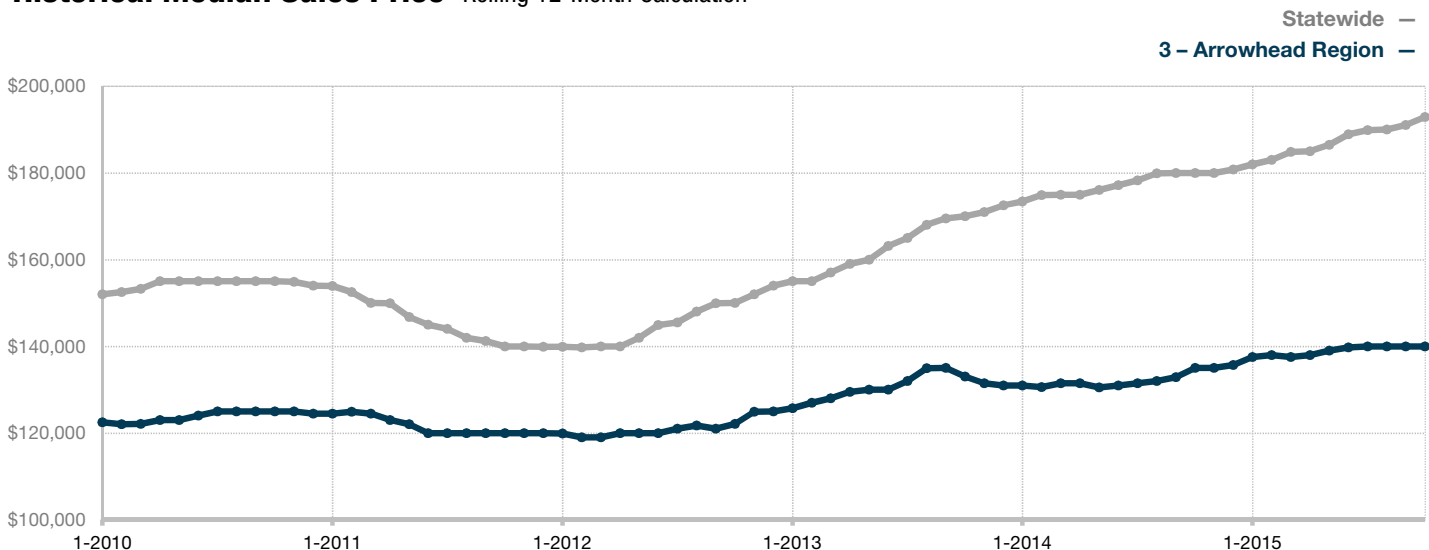
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	443	562	+ 26.9%	6,659	7,372	+ 10.7%
Closed Sales	452	423	- 6.4%	3,404	3,749	+ 10.1%
Median Sales Price*	\$139,950	\$139,925	- 0.0%	\$137,500	\$142,000	+ 3.3%
Percent of Original List Price Received*	90.5%	90.8%	+ 0.3%	91.6%	92.1%	+ 0.5%
Days on Market Until Sale	108	104	- 3.7%	107	111	+ 3.7%
Months Supply of Inventory	10.6	10.6	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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

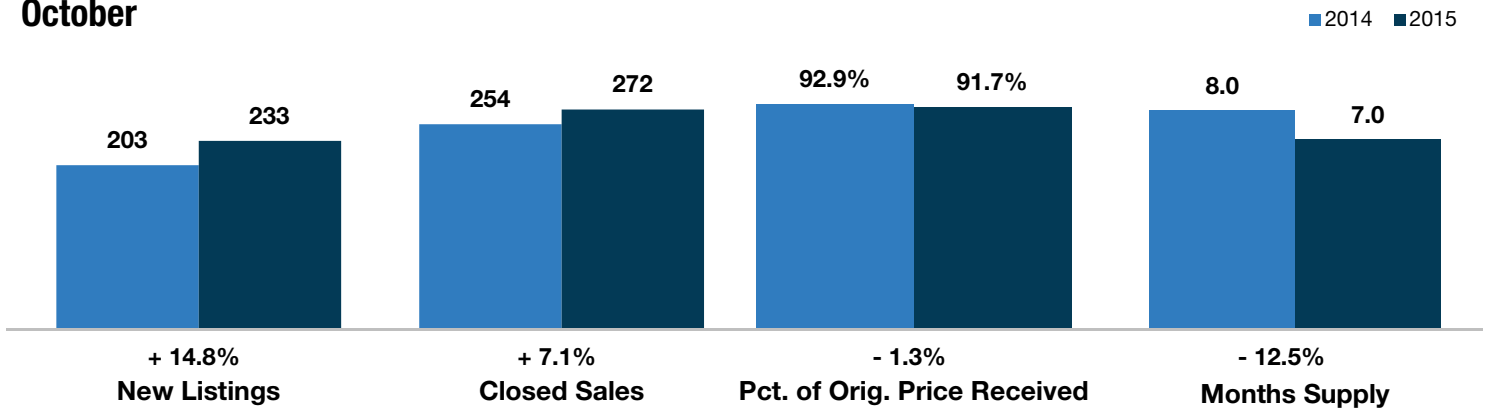


4 – West Central Region

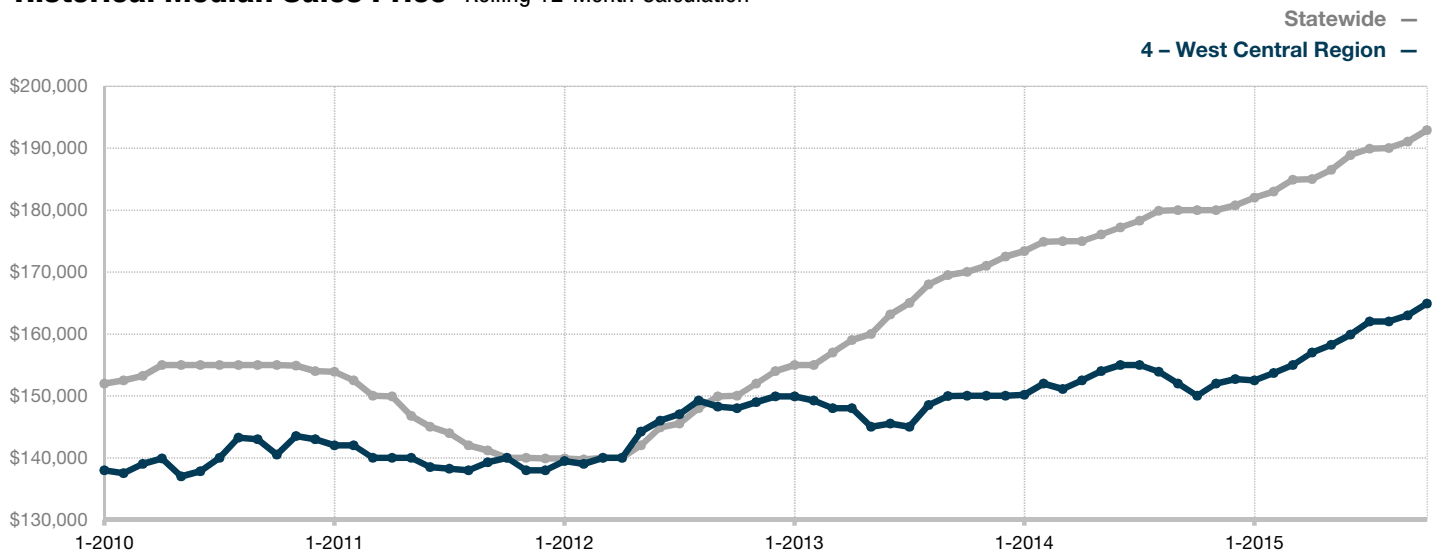
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	203	233	+ 14.8%	3,355	3,569	+ 6.4%
Closed Sales	254	272	+ 7.1%	2,023	2,182	+ 7.9%
Median Sales Price*	\$154,900	\$167,388	+ 8.1%	\$153,000	\$166,000	+ 8.5%
Percent of Original List Price Received*	92.9%	91.7%	- 1.3%	92.5%	92.9%	+ 0.4%
Days on Market Until Sale	111	91	- 18.0%	114	107	- 6.1%
Months Supply of Inventory	8.0	7.0	- 12.5%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

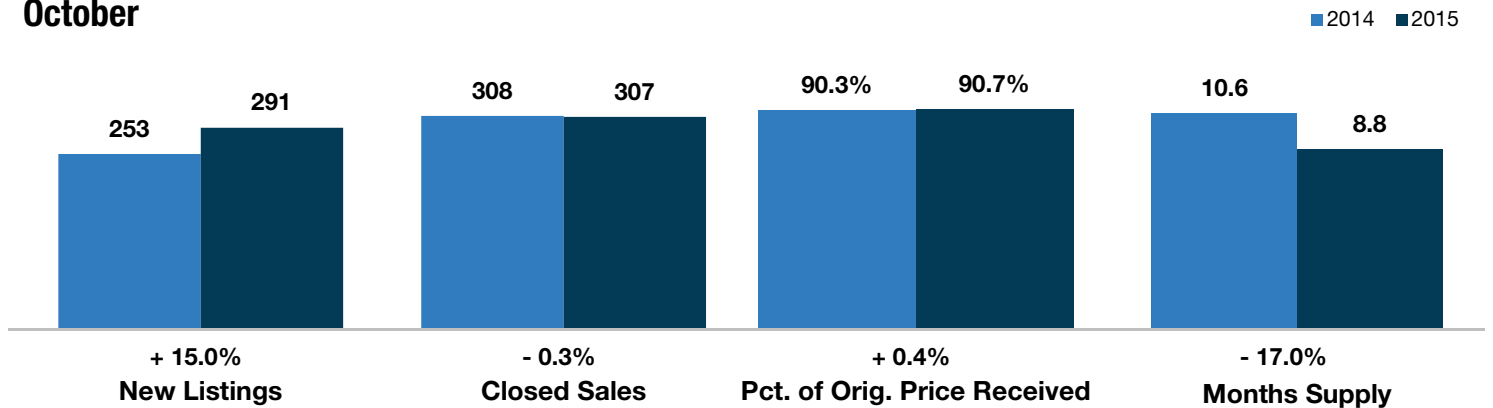


5 – North Central Region

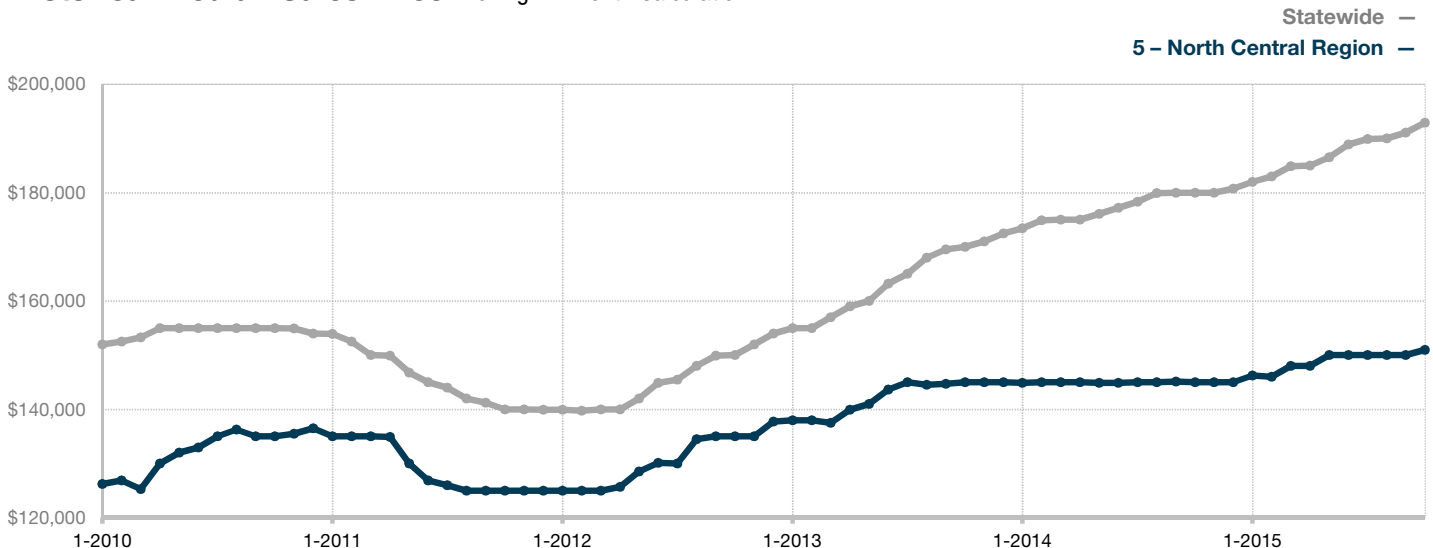
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	253	291	+ 15.0%	4,369	4,530	+ 3.7%
Closed Sales	308	307	- 0.3%	2,203	2,408	+ 9.3%
Median Sales Price*	\$145,000	\$148,750	+ 2.6%	\$145,000	\$152,000	+ 4.8%
Percent of Original List Price Received*	90.3%	90.7%	+ 0.4%	91.3%	92.0%	+ 0.8%
Days on Market Until Sale	121	112	- 7.4%	116	112	- 3.4%
Months Supply of Inventory	10.6	8.8	- 17.0%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

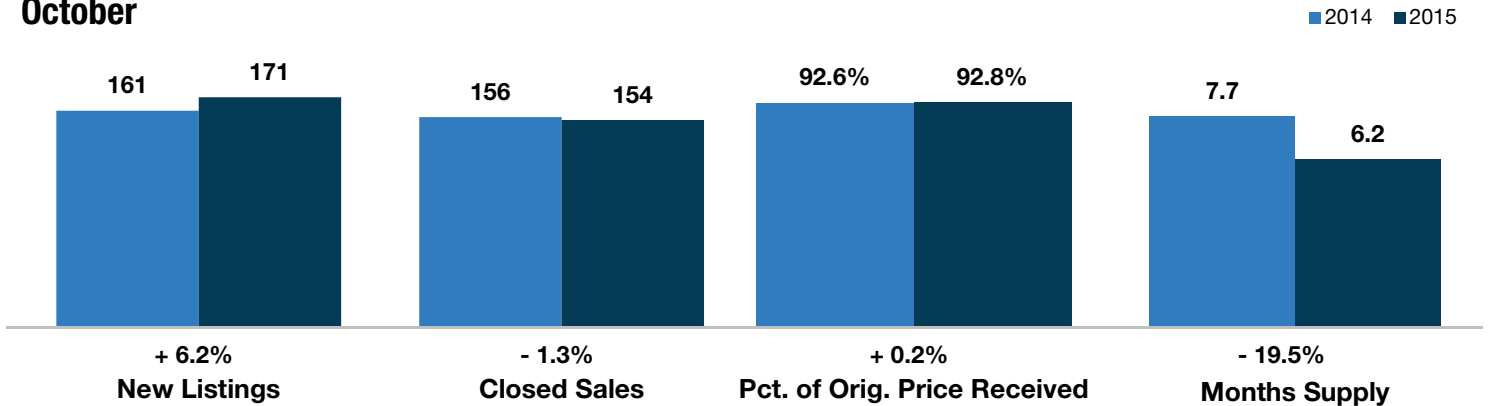


6E – Southwest Central Region

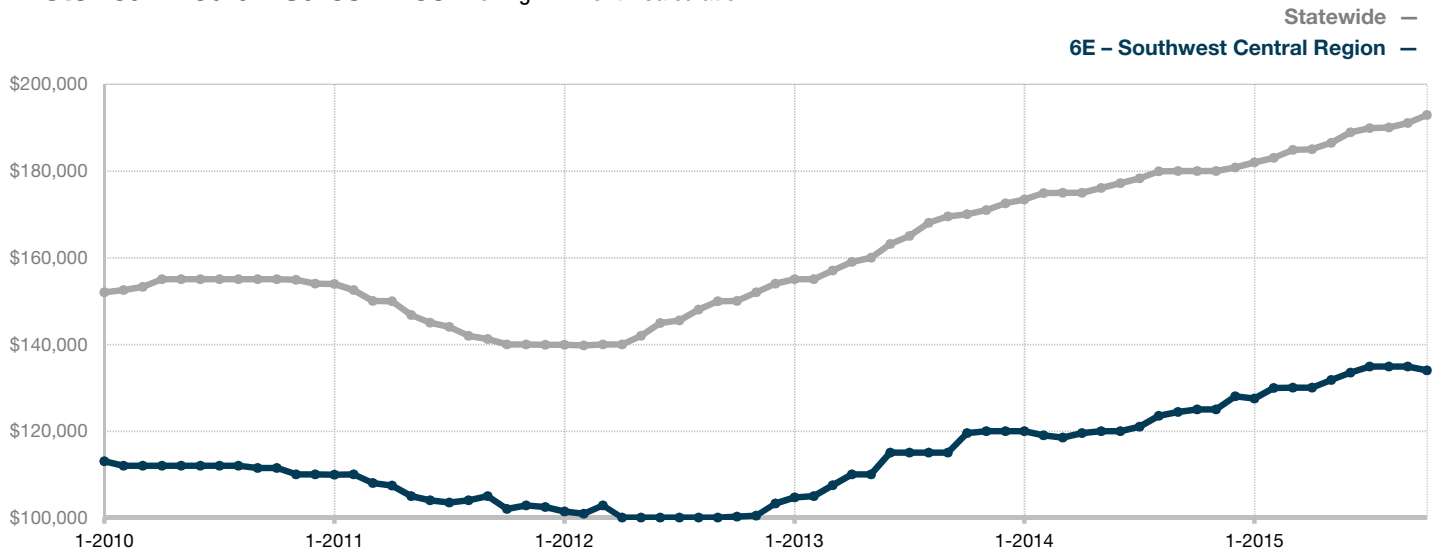
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	161	171	+ 6.2%	2,073	2,053	- 1.0%
Closed Sales	156	154	- 1.3%	1,219	1,399	+ 14.8%
Median Sales Price*	\$132,500	\$123,250	- 7.0%	\$127,000	\$134,900	+ 6.2%
Percent of Original List Price Received*	92.6%	92.8%	+ 0.2%	92.4%	93.5%	+ 1.2%
Days on Market Until Sale	98	80	- 18.4%	98	90	- 8.2%
Months Supply of Inventory	7.7	6.2	- 19.5%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

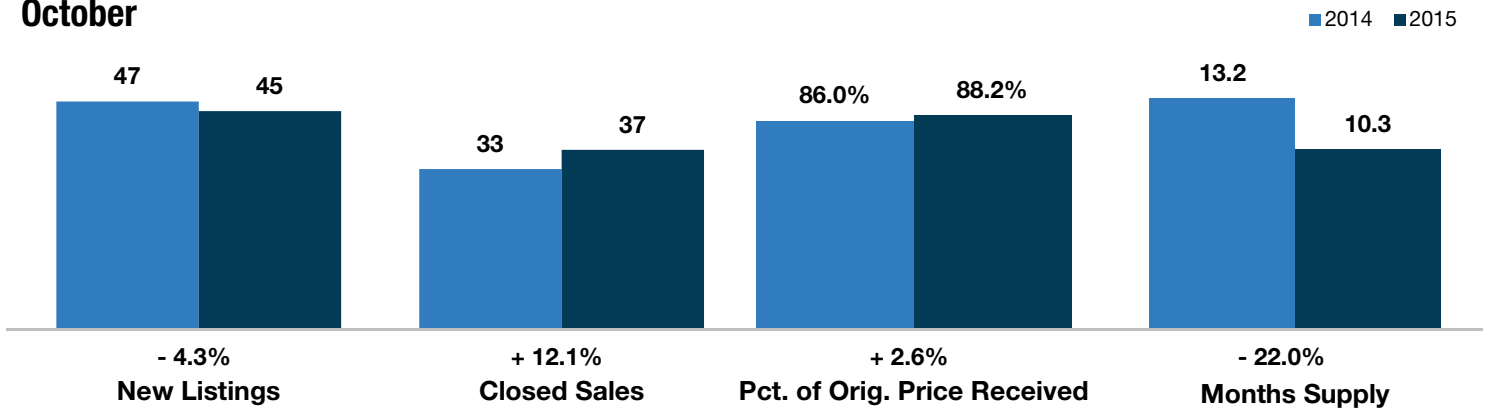


6W – Upper Minnesota Valley Region

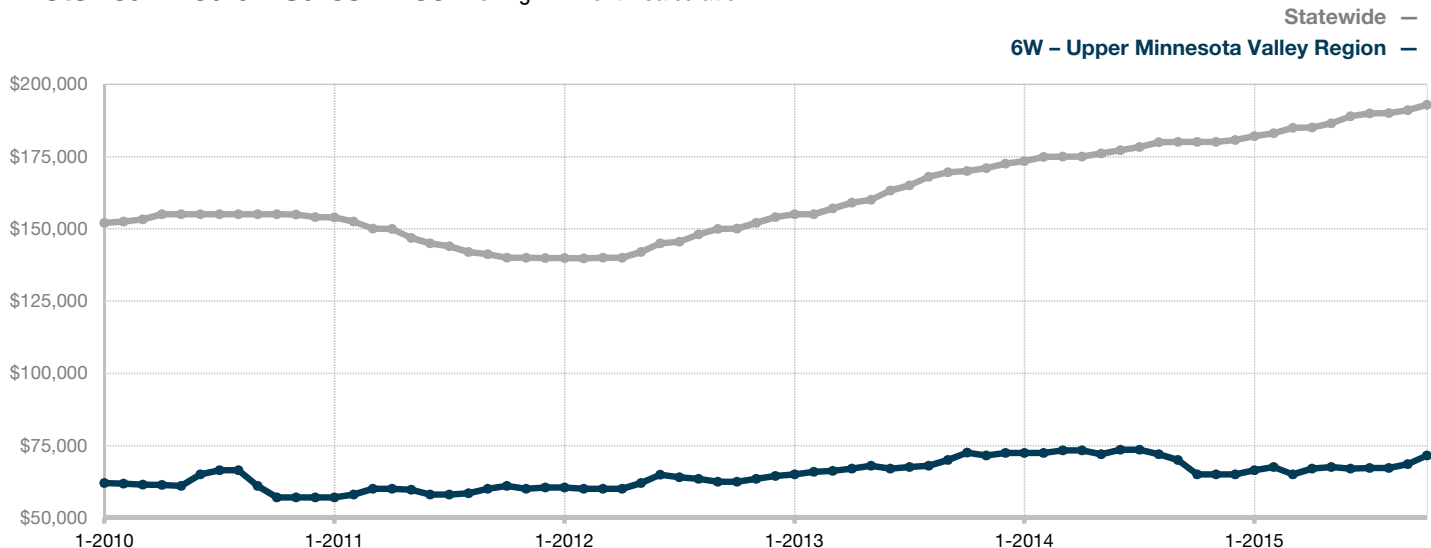
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	47	45	- 4.3%	487	501	+ 2.9%
Closed Sales	33	37	+ 12.1%	279	330	+ 18.3%
Median Sales Price*	\$56,000	\$89,000	+ 58.9%	\$65,000	\$72,000	+ 10.8%
Percent of Original List Price Received*	86.0%	88.2%	+ 2.6%	88.6%	87.2%	- 1.6%
Days on Market Until Sale	157	141	- 10.2%	158	158	0.0%
Months Supply of Inventory	13.2	10.3	- 22.0%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

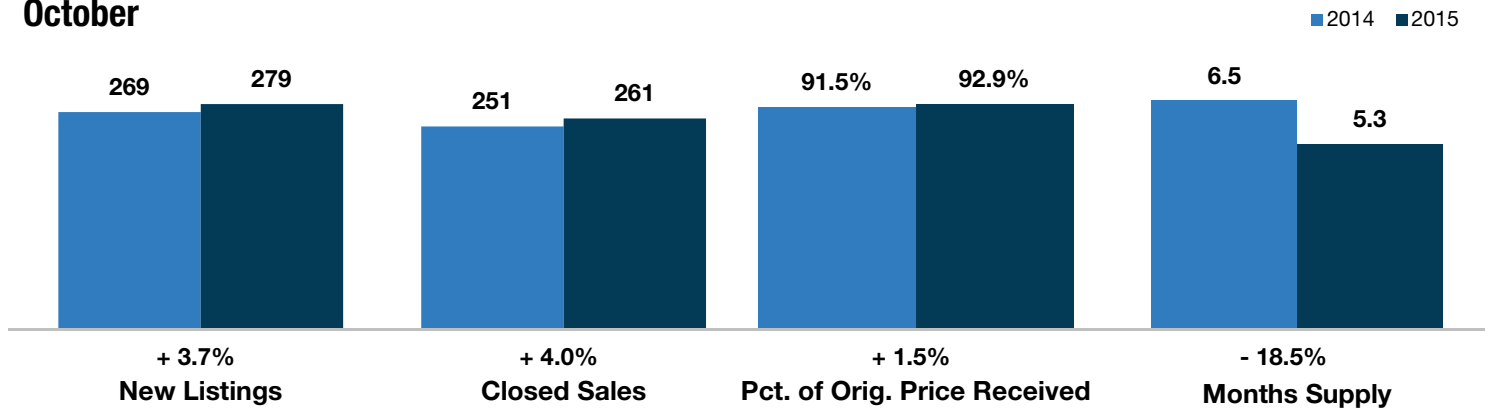


7E – East Central Region

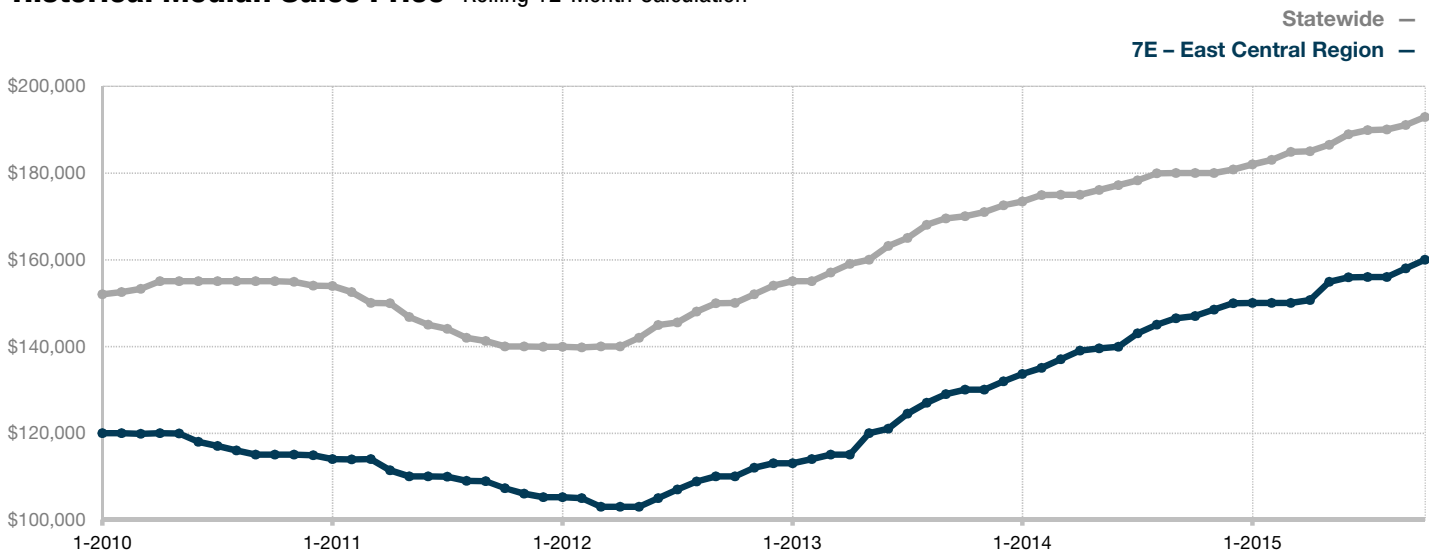
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	269	279	+ 3.7%	3,602	3,988	+ 10.7%
Closed Sales	251	261	+ 4.0%	2,029	2,346	+ 15.6%
Median Sales Price*	\$147,500	\$169,900	+ 15.2%	\$149,000	\$161,000	+ 8.1%
Percent of Original List Price Received*	91.5%	92.9%	+ 1.5%	93.5%	95.1%	+ 1.7%
Days on Market Until Sale	72	77	+ 6.9%	77	70	- 9.1%
Months Supply of Inventory	6.5	5.3	- 18.5%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

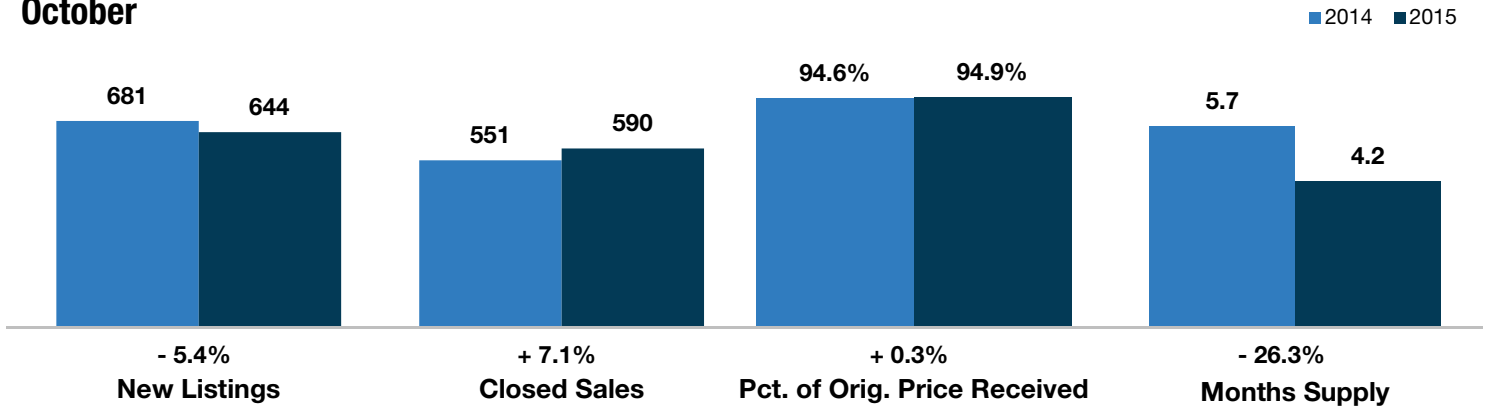


7W – Central Region

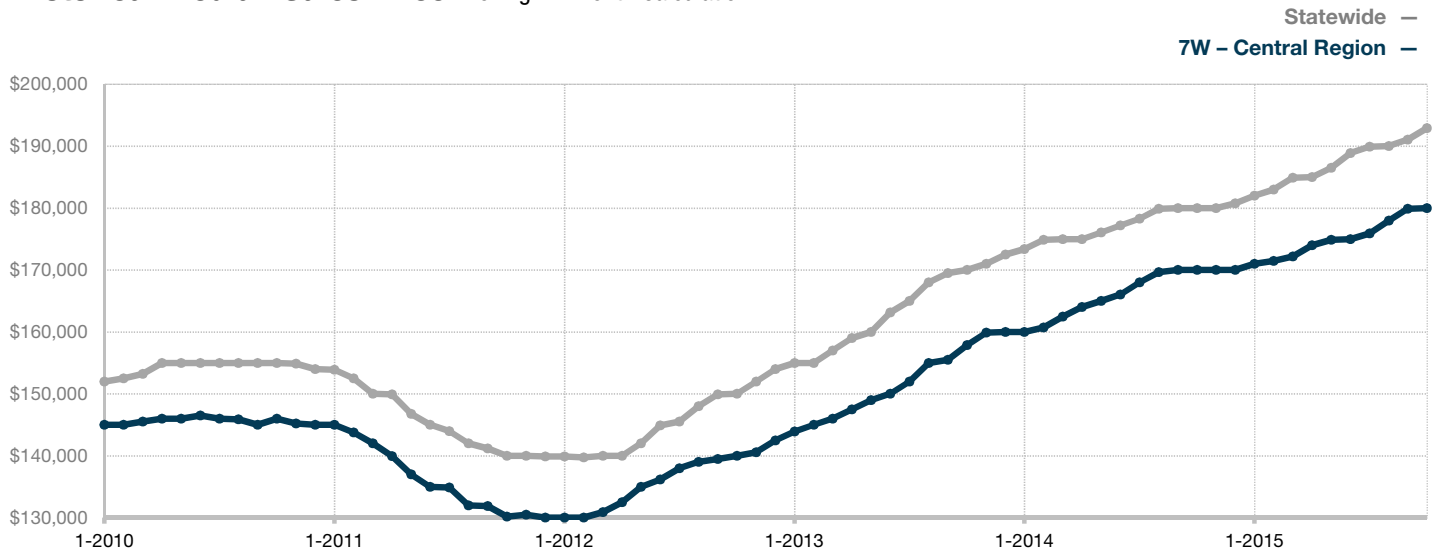
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	681	644	- 5.4%	8,330	8,773	+ 5.3%
Closed Sales	551	590	+ 7.1%	4,922	5,782	+ 17.5%
Median Sales Price*	\$166,250	\$182,400	+ 9.7%	\$170,000	\$182,900	+ 7.6%
Percent of Original List Price Received*	94.6%	94.9%	+ 0.3%	94.8%	95.9%	+ 1.2%
Days on Market Until Sale	71	75	+ 5.6%	72	72	0.0%
Months Supply of Inventory	5.7	4.2	- 26.3%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

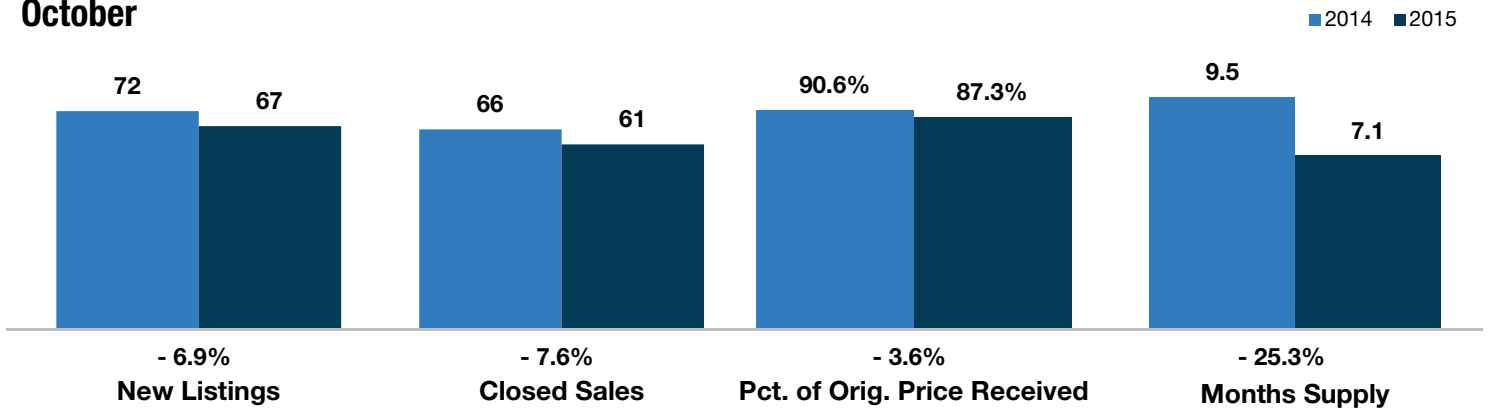


8 – Southwest Region

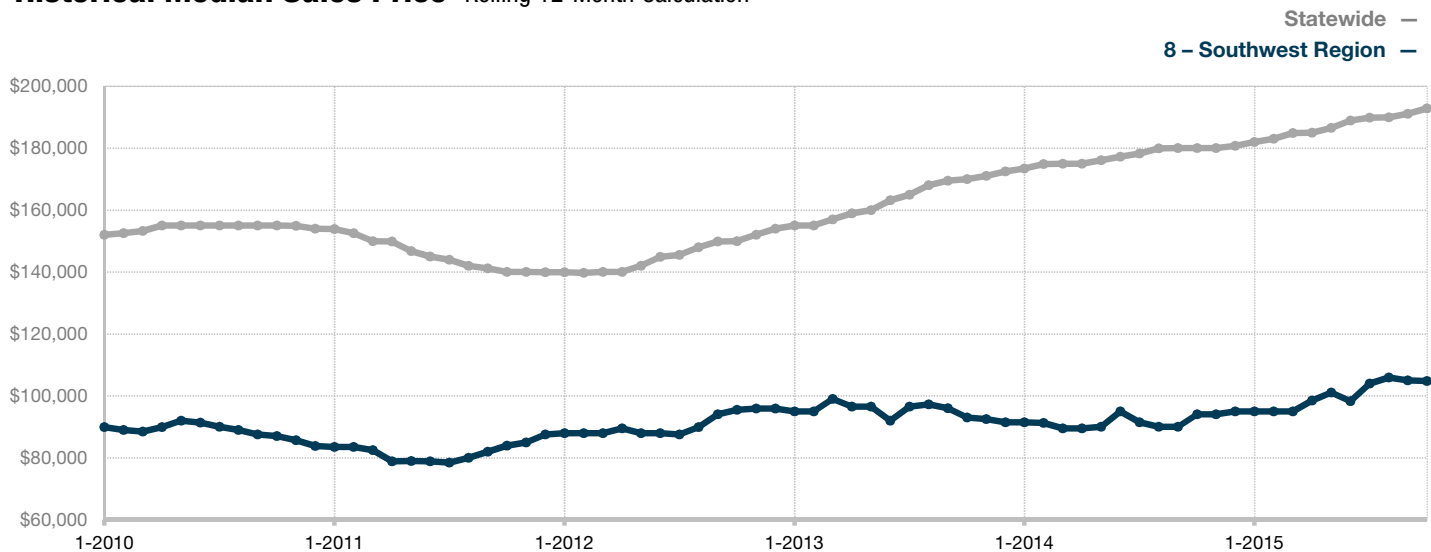
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	72	67	- 6.9%	854	752	- 11.9%
Closed Sales	66	61	- 7.6%	522	562	+ 7.7%
Median Sales Price*	\$119,500	\$105,000	- 12.1%	\$95,000	\$105,000	+ 10.5%
Percent of Original List Price Received*	90.6%	87.3%	- 3.6%	89.0%	90.2%	+ 1.3%
Days on Market Until Sale	99	173	+ 74.7%	126	129	+ 2.4%
Months Supply of Inventory	9.5	7.1	- 25.3%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

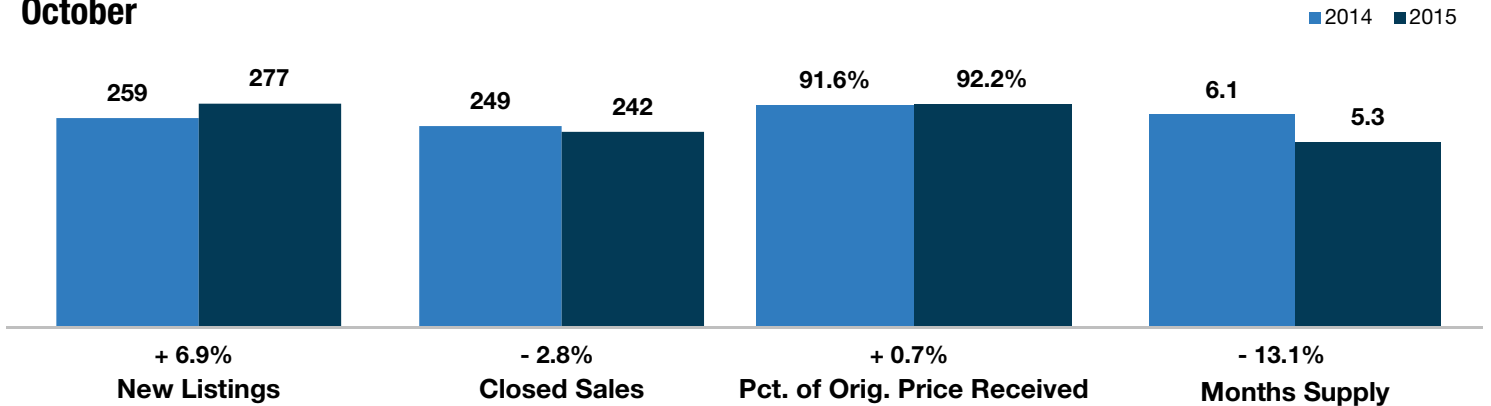


9 – South Central Region

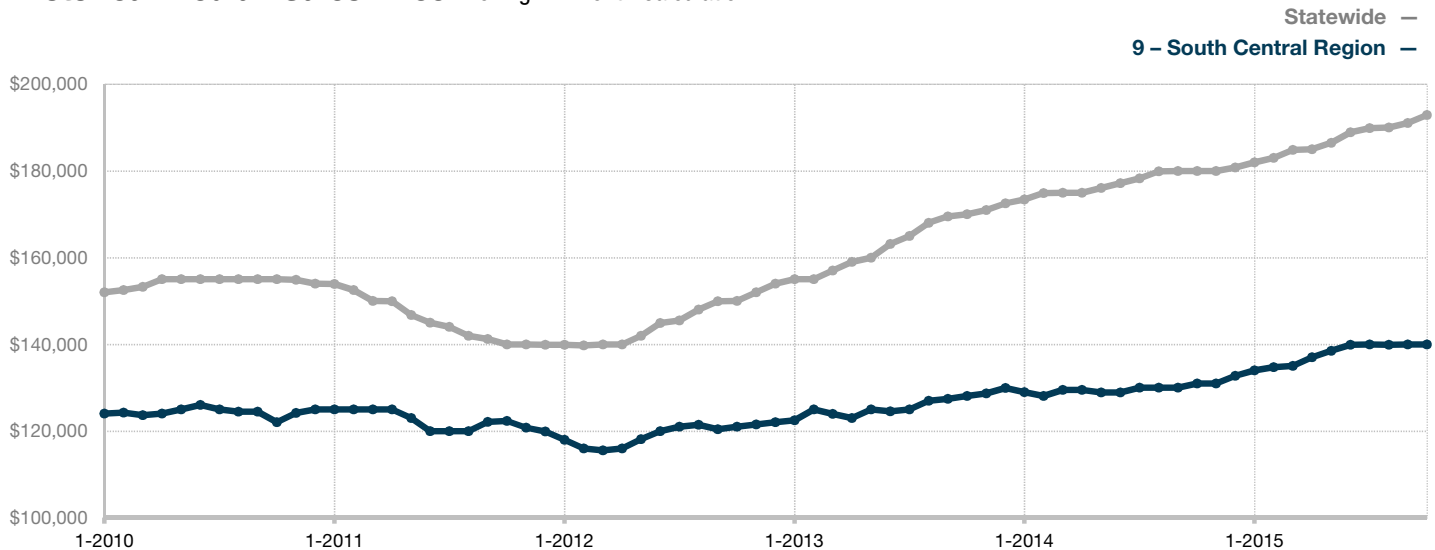
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	259	277	+ 6.9%	2,999	3,300	+ 10.0%
Closed Sales	249	242	- 2.8%	2,143	2,394	+ 11.7%
Median Sales Price*	\$132,000	\$137,500	+ 4.2%	\$133,000	\$142,000	+ 6.8%
Percent of Original List Price Received*	91.6%	92.2%	+ 0.7%	92.6%	93.5%	+ 1.0%
Days on Market Until Sale	118	123	+ 4.2%	124	120	- 3.2%
Months Supply of Inventory	6.1	5.3	- 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

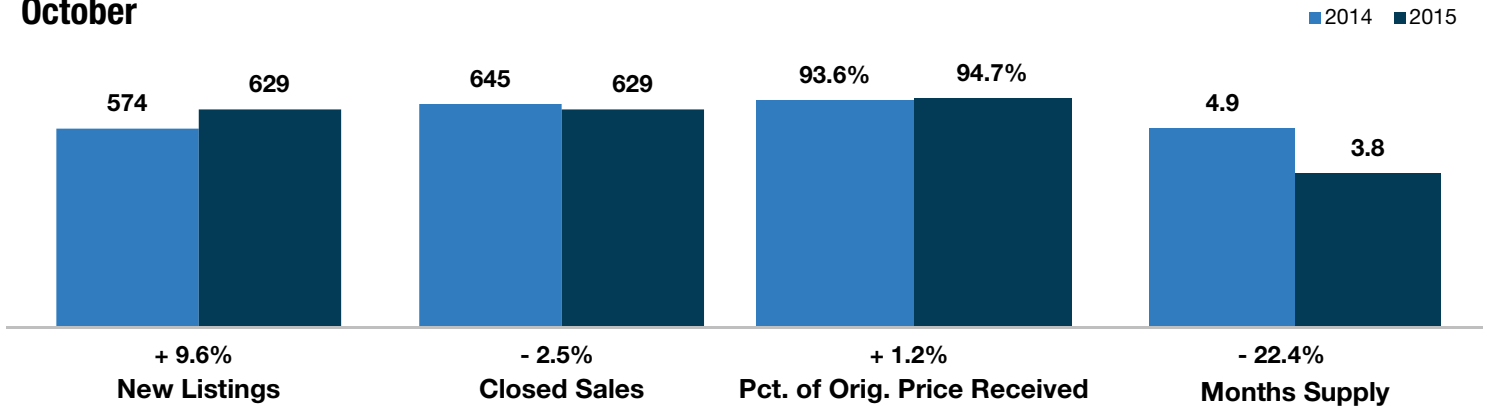


10 – Southeast Region

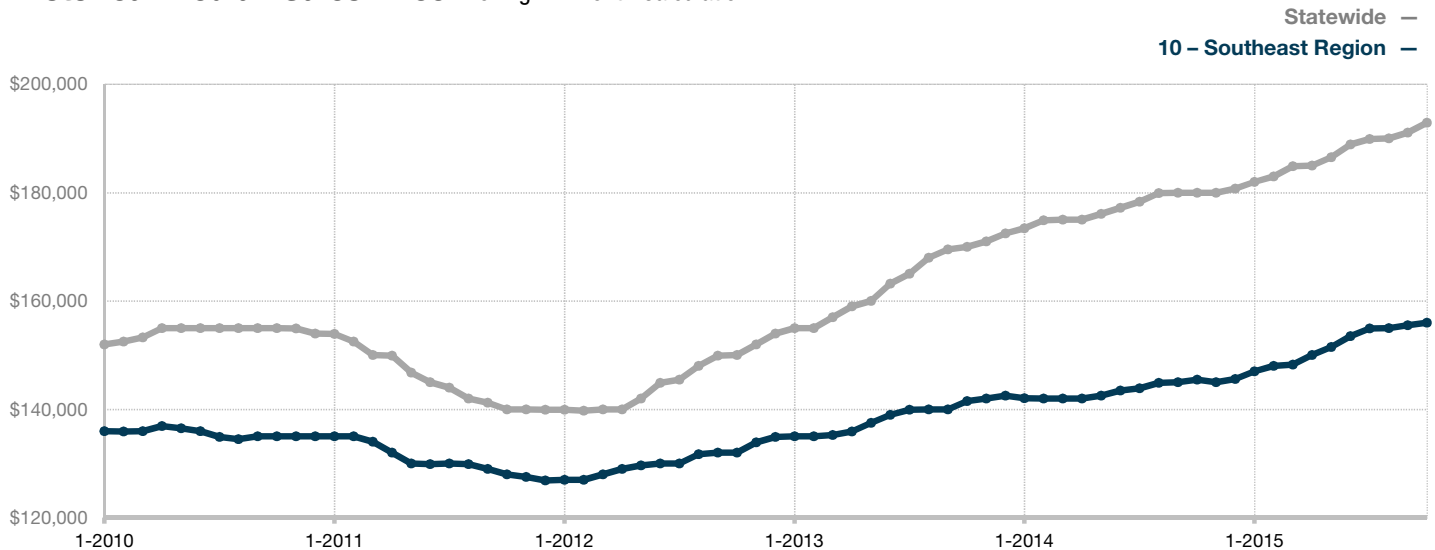
Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	574	629	+ 9.6%	7,272	8,056	+ 10.8%
Closed Sales	645	629	- 2.5%	5,539	6,410	+ 15.7%
Median Sales Price*	\$150,000	\$153,250	+ 2.2%	\$147,500	\$158,900	+ 7.7%
Percent of Original List Price Received*	93.6%	94.7%	+ 1.2%	93.6%	95.2%	+ 1.7%
Days on Market Until Sale	87	77	- 11.5%	92	83	- 9.8%
Months Supply of Inventory	4.9	3.8	- 22.4%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

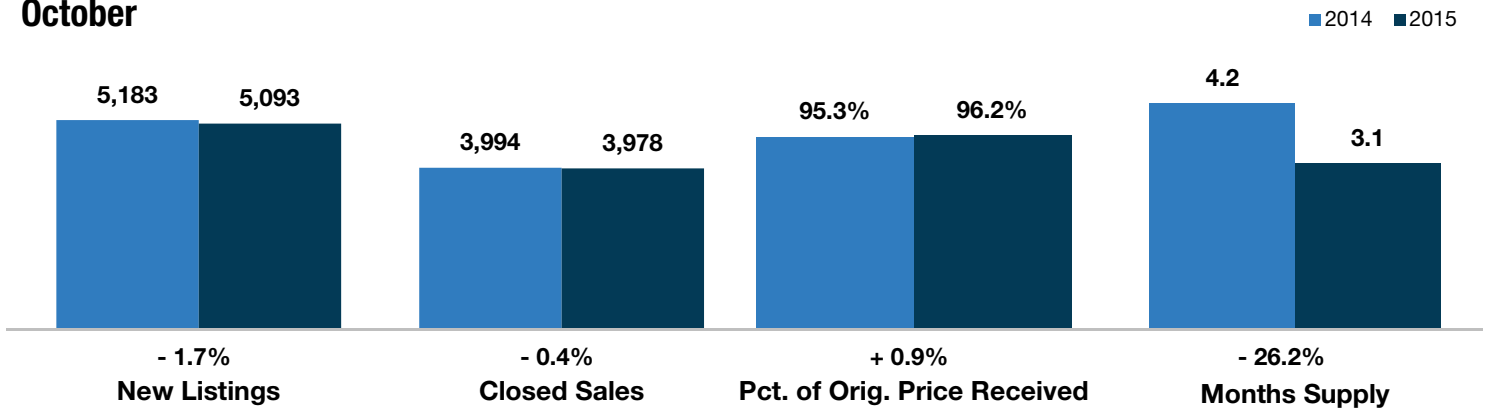


11 – 7-County Twin Cities Region

Key Metrics	October			Year to Date		
	2014	2015	Percent Change	Thru 10-2014	Thru 10-2015	Percent Change
New Listings	5,183	5,093	- 1.7%	58,267	60,987	+ 4.7%
Closed Sales	3,994	3,978	- 0.4%	37,137	42,252	+ 13.8%
Median Sales Price*	\$215,000	\$220,000	+ 2.3%	\$212,000	\$225,000	+ 6.1%
Percent of Original List Price Received*	95.3%	96.2%	+ 0.9%	96.0%	96.8%	+ 0.8%
Days on Market Until Sale	56	51	- 8.9%	55	53	- 3.6%
Months Supply of Inventory	4.2	3.1	- 26.2%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation

