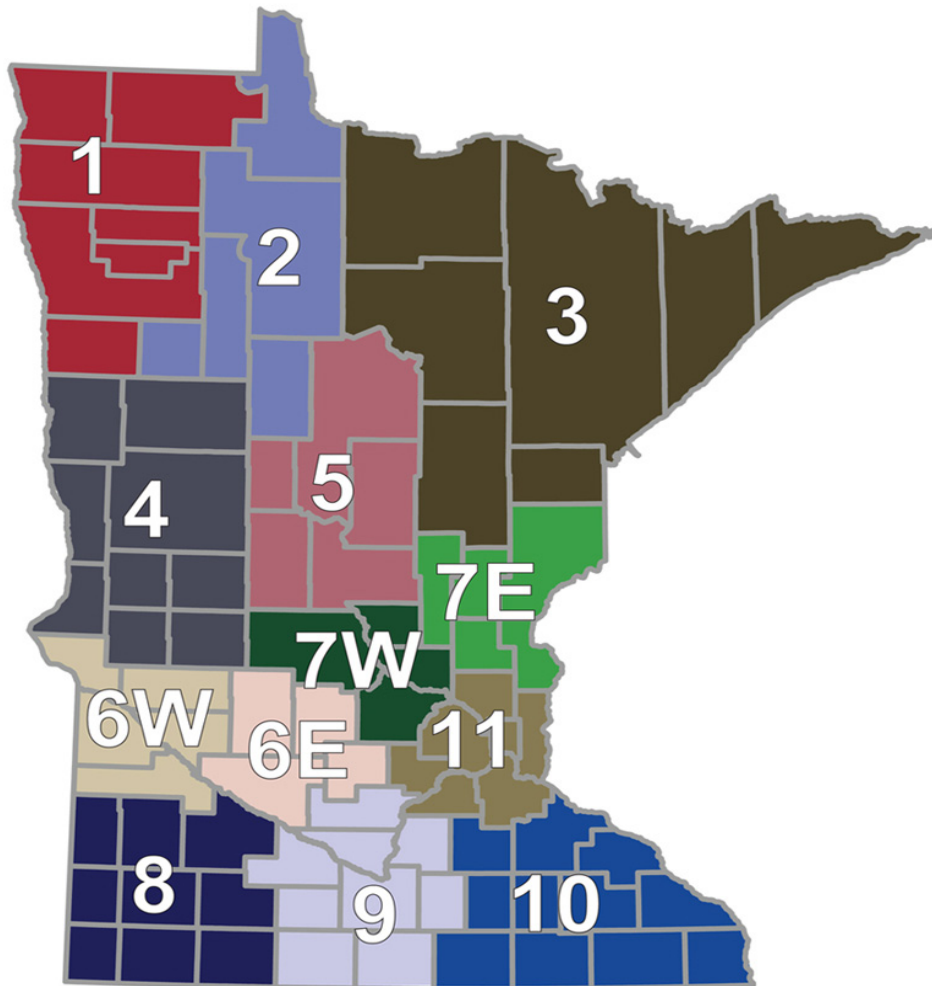



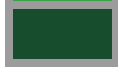








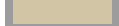


# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 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 November 2015

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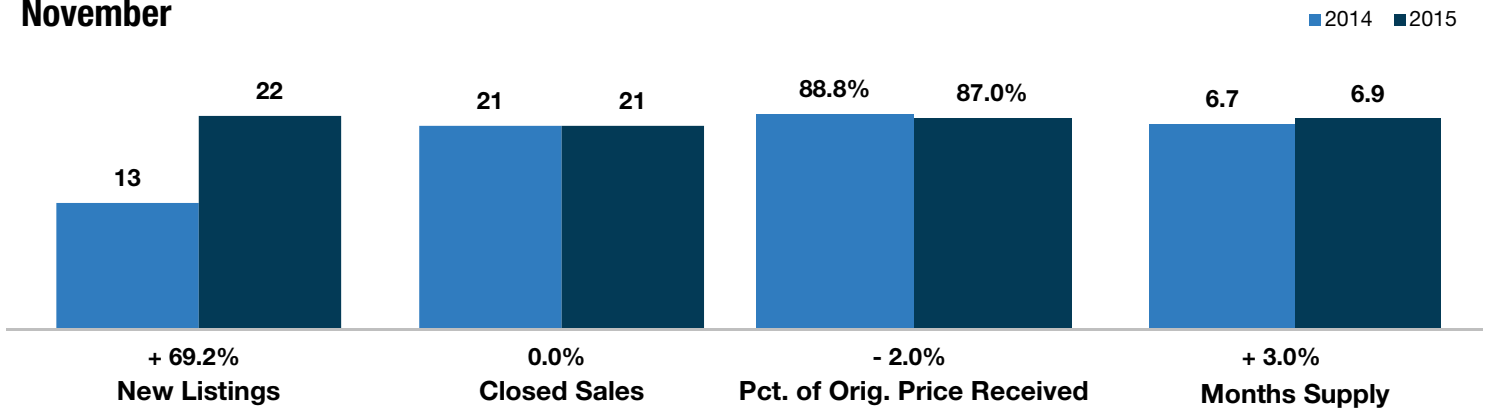


## 1 – Northwest Region

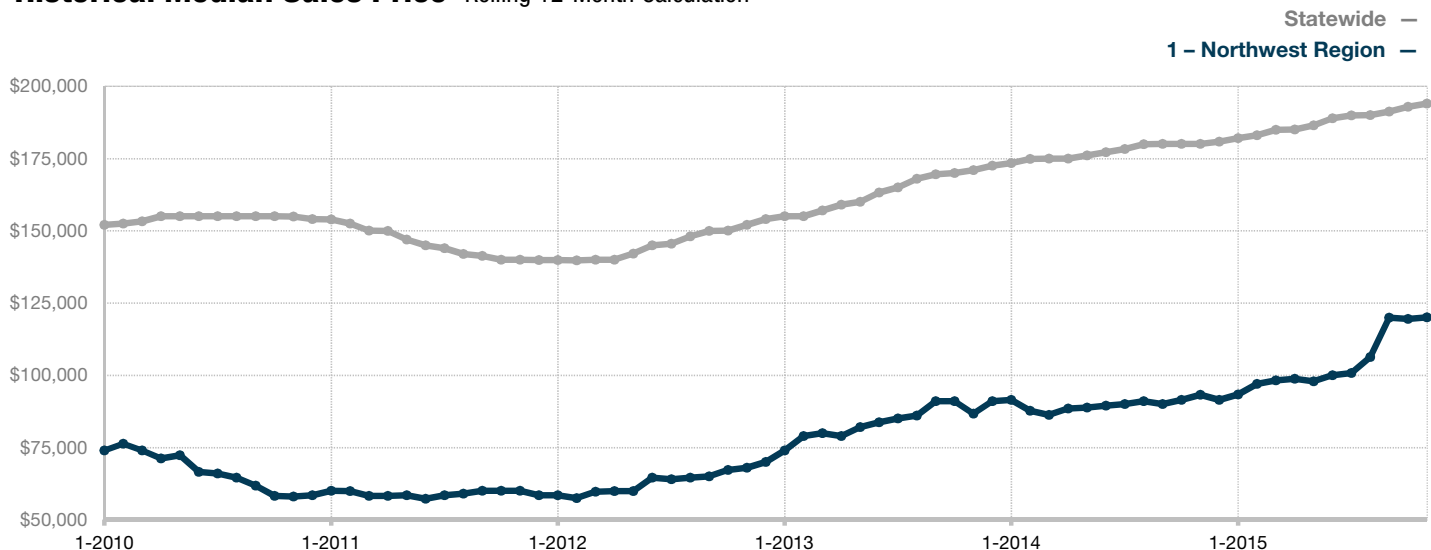
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	13	<b>22</b>	+ 69.2%	331	<b>408</b>	+ 23.3%
Closed Sales	21	<b>21</b>	0.0%	209	<b>264</b>	+ 26.3%
Median Sales Price*	\$88,000	<b>\$109,000</b>	+ 23.9%	\$92,625	<b>\$121,340</b>	+ 31.0%
Percent of Original List Price Received*	88.8%	<b>87.0%</b>	- 2.0%	91.1%	<b>92.4%</b>	+ 1.4%
Days on Market Until Sale	122	<b>140</b>	+ 14.8%	153	<b>131</b>	- 14.4%
Months Supply of Inventory	6.7	<b>6.9</b>	+ 3.0%	--	--	--

\* 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.

### November



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



Current as of December 12, 2015. All data from the multiple listing services in the state of Minnesota. Powered by ShowingTime 10K. Percent changes are calculated using rounded figures.

# Local Market Update for November 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

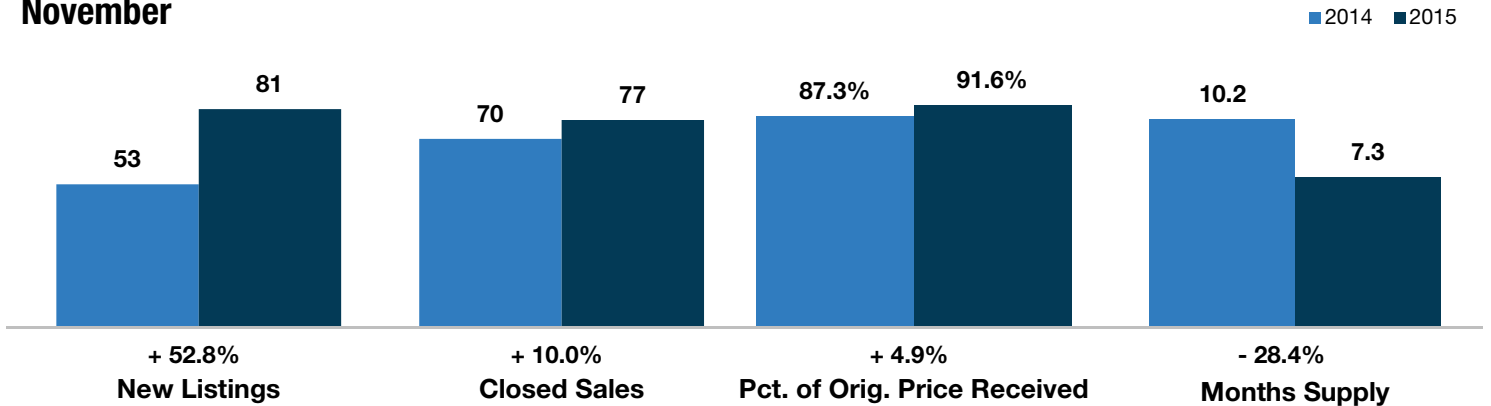


## 2 – Headwaters Region

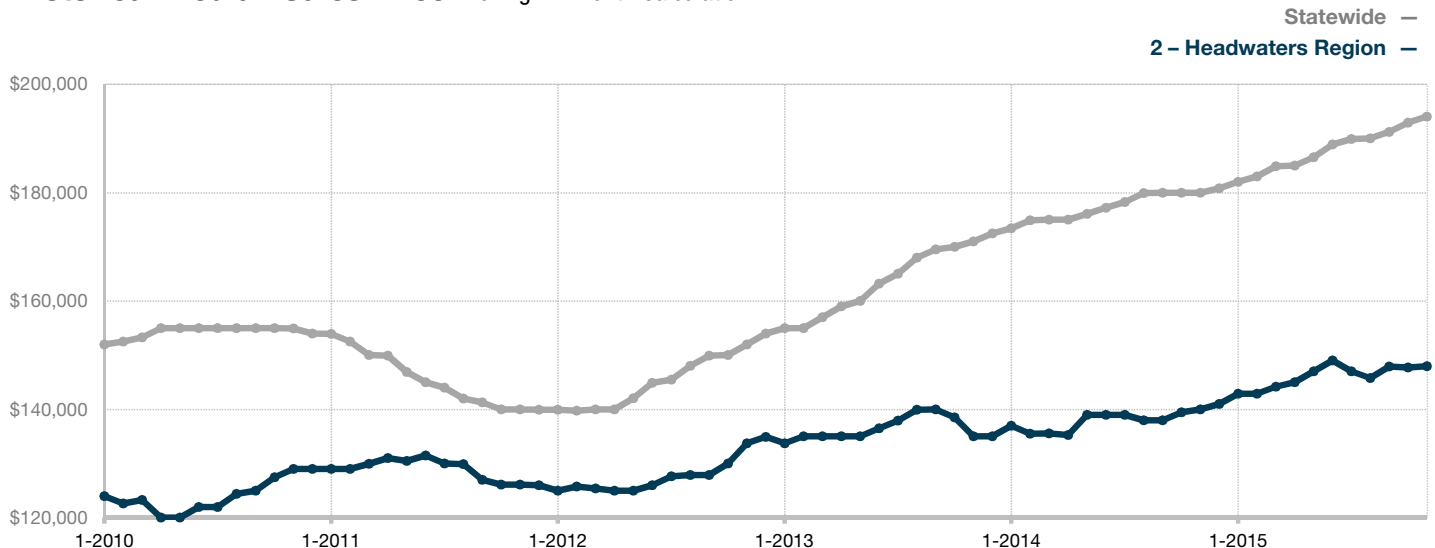
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	53	81	+ 52.8%	1,700	1,645	- 3.2%
Closed Sales	70	77	+ 10.0%	800	952	+ 19.0%
Median Sales Price*	\$132,000	\$132,685	+ 0.5%	\$142,000	\$148,000	+ 4.2%
Percent of Original List Price Received*	87.3%	91.6%	+ 4.9%	90.3%	92.1%	+ 2.0%
Days on Market Until Sale	139	157	+ 12.9%	143	143	0.0%
Months Supply of Inventory	10.2	7.3	- 28.4%	--	--	--

\* 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.

### November



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



# Local Market Update for November 2015

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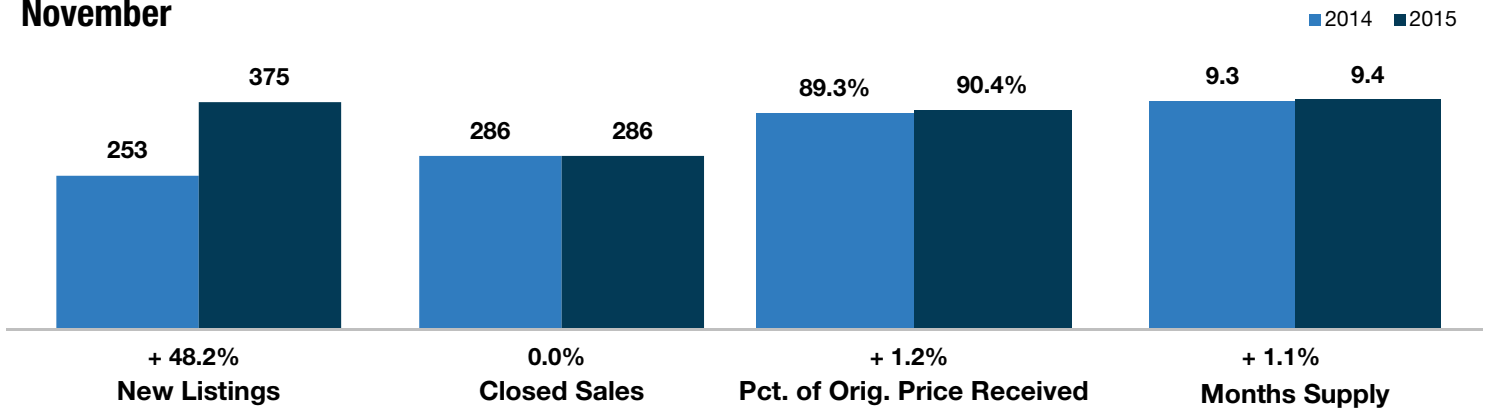


## 3 – Arrowhead Region

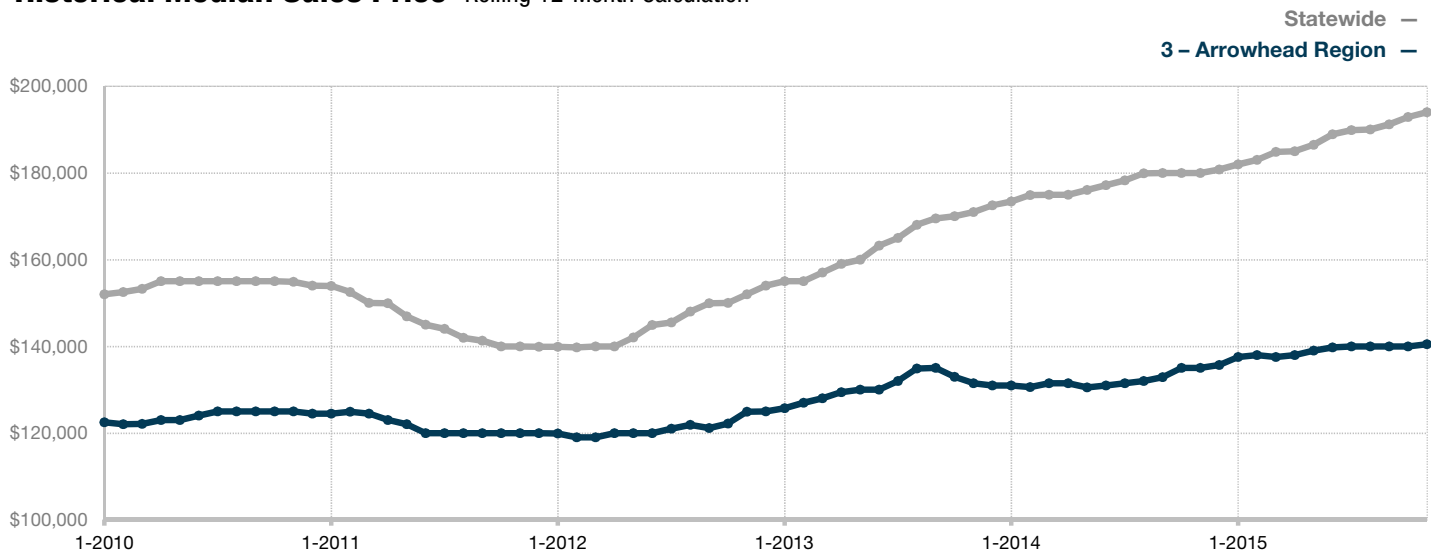
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	253	<b>375</b>	+ 48.2%	6,913	<b>7,769</b>	+ 12.4%
Closed Sales	286	<b>286</b>	0.0%	3,690	<b>4,049</b>	+ 9.7%
Median Sales Price*	\$128,000	<b>\$137,500</b>	+ 7.4%	\$135,700	<b>\$141,000</b>	+ 3.9%
Percent of Original List Price Received*	89.3%	<b>90.4%</b>	+ 1.2%	91.4%	<b>92.0%</b>	+ 0.7%
Days on Market Until Sale	121	<b>108</b>	- 10.7%	108	<b>110</b>	+ 1.9%
Months Supply of Inventory	9.3	<b>9.4</b>	+ 1.1%	--	--	--

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### November



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



# Local Market Update for November 2015

A Research Tool Provided by the Minnesota Association of REALTORS®

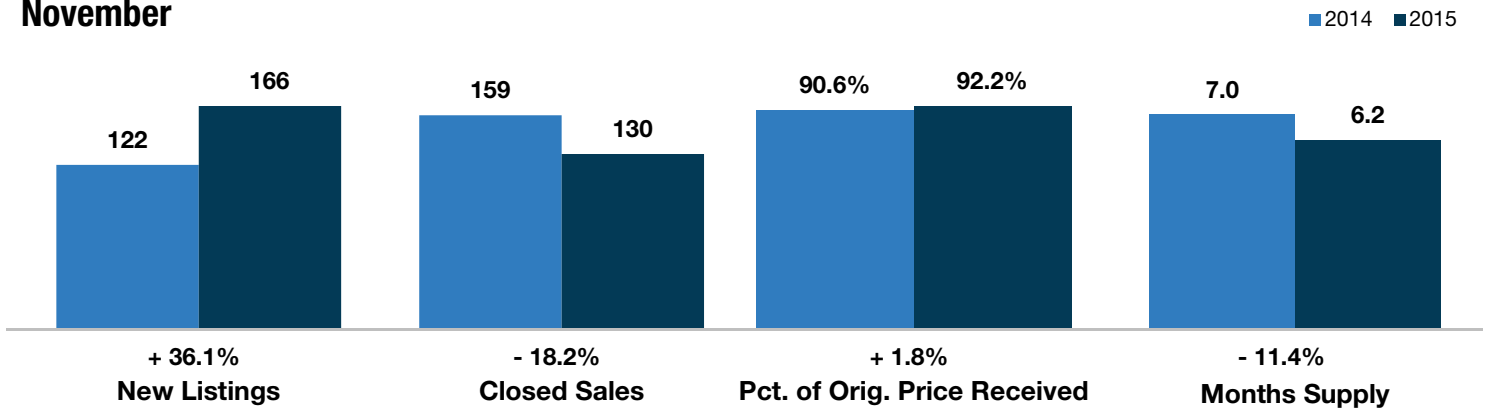


## 4 – West Central Region

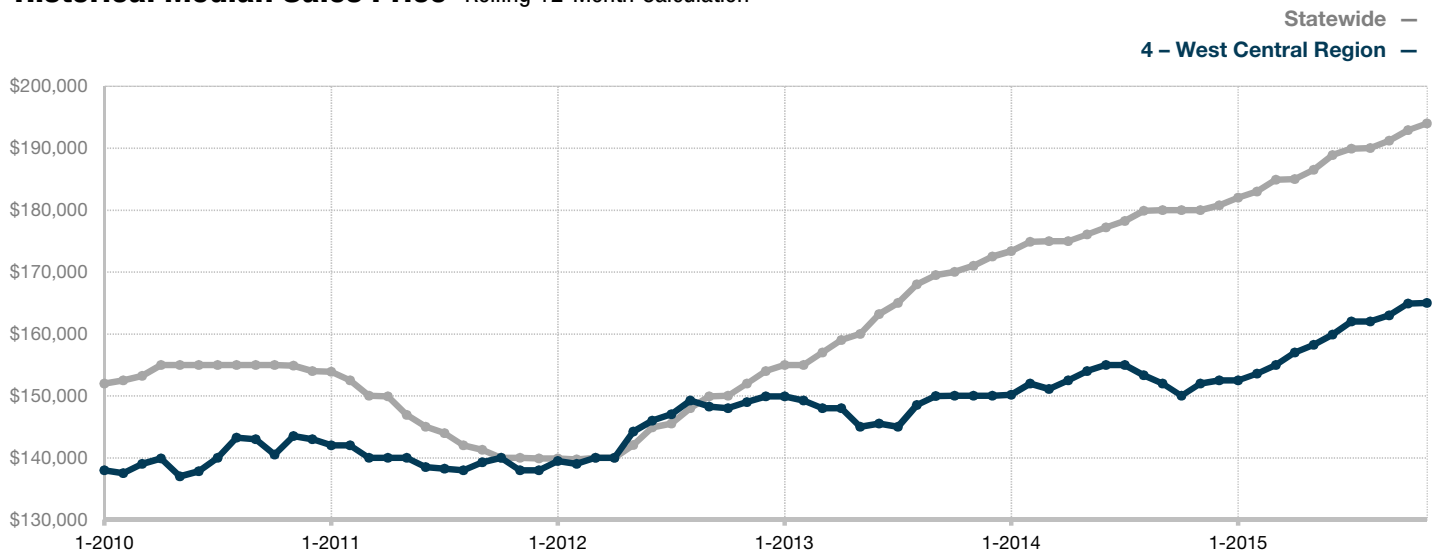
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	122	<b>166</b>	+ 36.1%	3,464	<b>3,724</b>	+ 7.5%
Closed Sales	159	<b>130</b>	- 18.2%	2,183	<b>2,317</b>	+ 6.1%
Median Sales Price*	\$148,450	<b>\$168,250</b>	+ 13.3%	\$152,500	<b>\$166,000</b>	+ 8.9%
Percent of Original List Price Received*	90.6%	<b>92.2%</b>	+ 1.8%	92.3%	<b>92.8%</b>	+ 0.5%
Days on Market Until Sale	112	<b>97</b>	- 13.4%	114	<b>106</b>	- 7.0%
Months Supply of Inventory	7.0	<b>6.2</b>	- 11.4%	--	--	--

\* 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.

### November



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



# Local Market Update for November 2015

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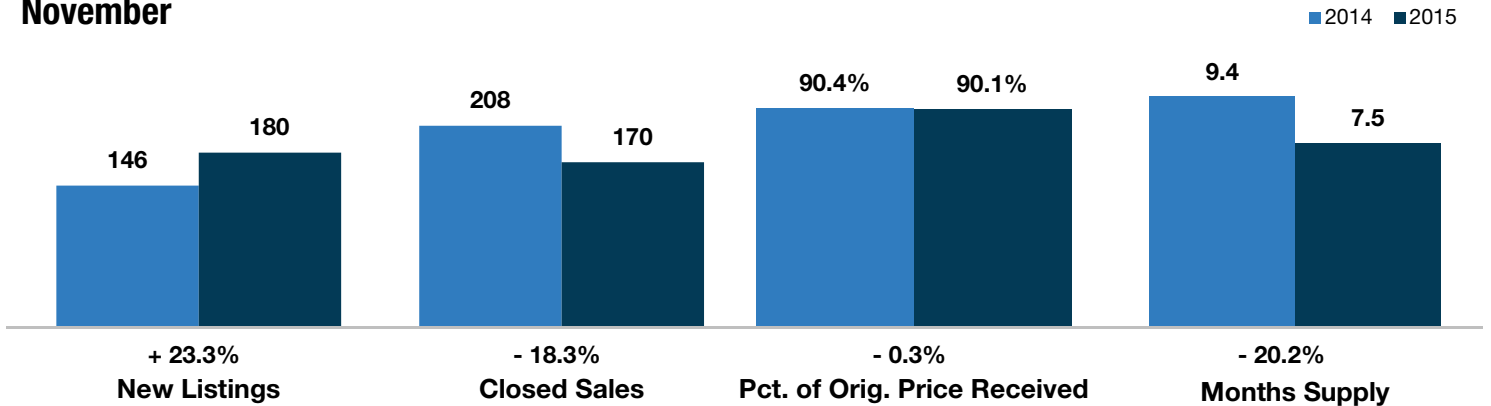


## 5 – North Central Region

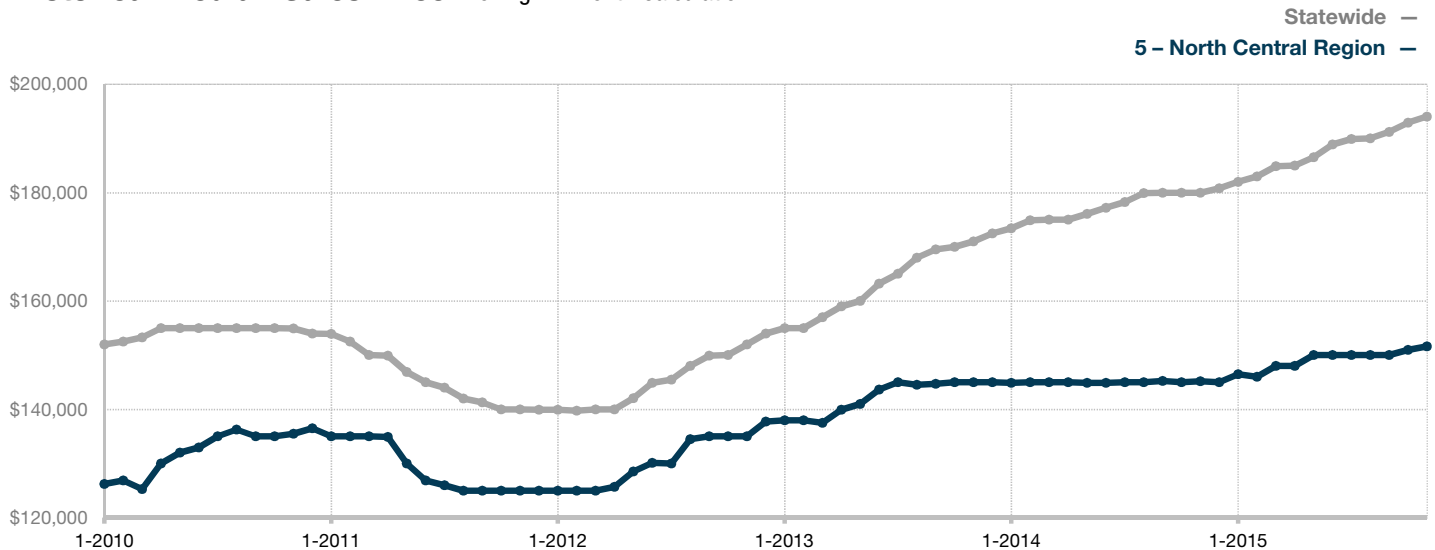
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	146	180	+ 23.3%	4,518	4,705	+ 4.1%
Closed Sales	208	170	- 18.3%	2,410	2,579	+ 7.0%
Median Sales Price*	\$148,200	\$154,900	+ 4.5%	\$145,200	\$152,000	+ 4.7%
Percent of Original List Price Received*	90.4%	90.1%	- 0.3%	91.2%	91.9%	+ 0.8%
Days on Market Until Sale	136	125	- 8.1%	117	113	- 3.4%
Months Supply of Inventory	9.4	7.5	- 20.2%	--	--	--

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### November



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



# Local Market Update for November 2015

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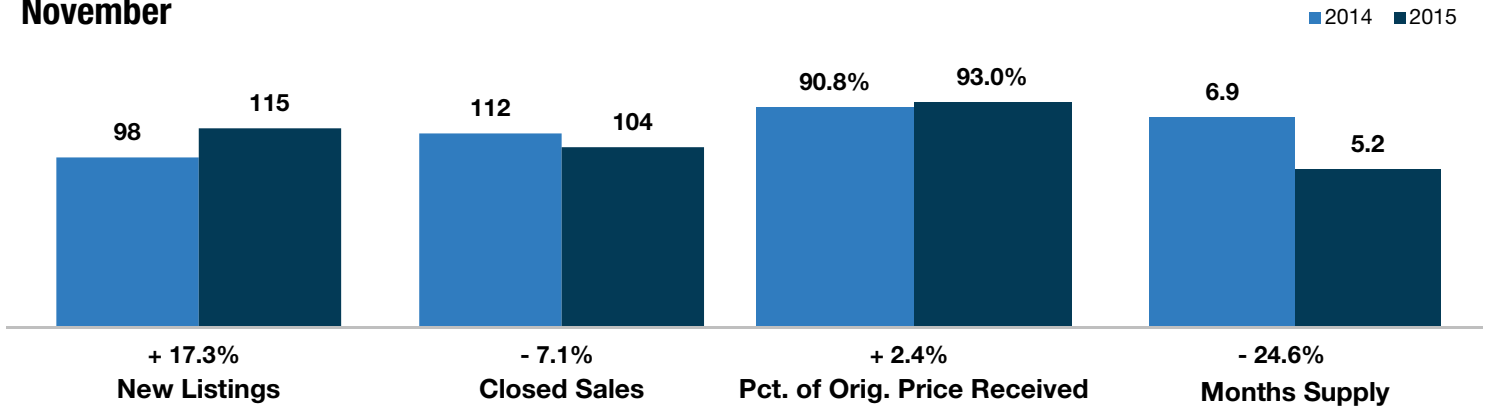


## 6E – Southwest Central Region

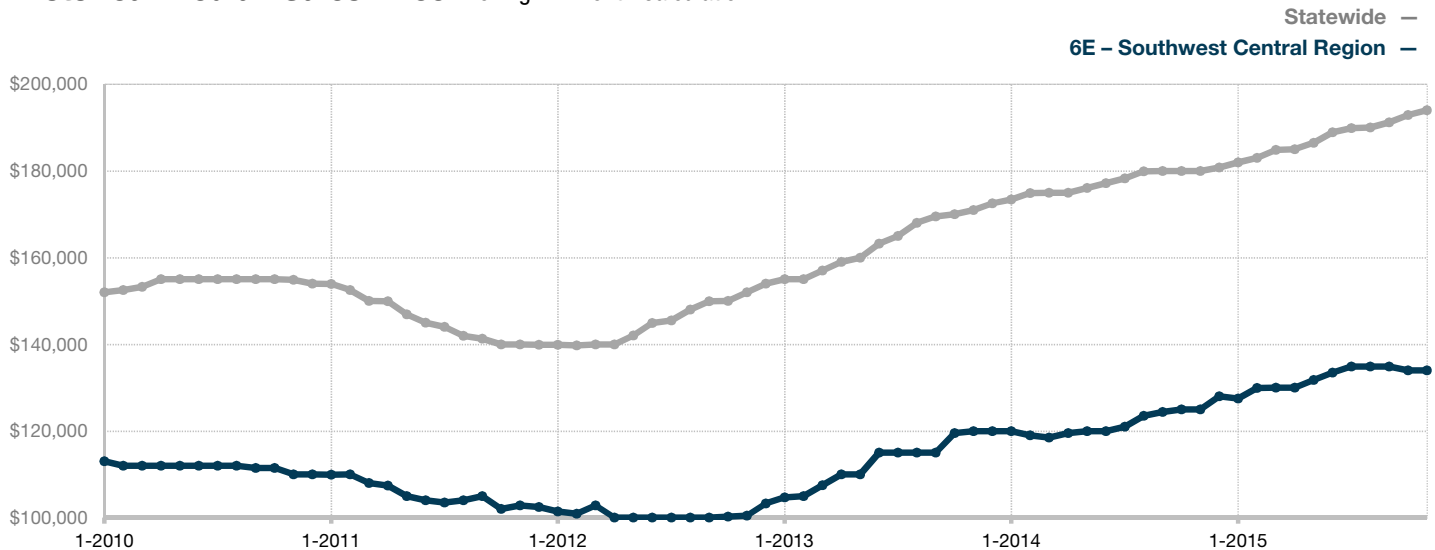
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	98	115	+ 17.3%	2,170	2,150	- 0.9%
Closed Sales	112	104	- 7.1%	1,331	1,504	+ 13.0%
Median Sales Price*	\$125,500	\$121,953	- 2.8%	\$126,500	\$134,000	+ 5.9%
Percent of Original List Price Received*	90.8%	93.0%	+ 2.4%	92.2%	93.5%	+ 1.4%
Days on Market Until Sale	80	81	+ 1.3%	97	90	- 7.2%
Months Supply of Inventory	6.9	5.2	- 24.6%	--	--	--

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### November



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



Current as of December 12, 2015. All data from the multiple listing services in the state of Minnesota. Powered by ShowingTime 10K. Percent changes are calculated using rounded figures.

# Local Market Update for November 2015

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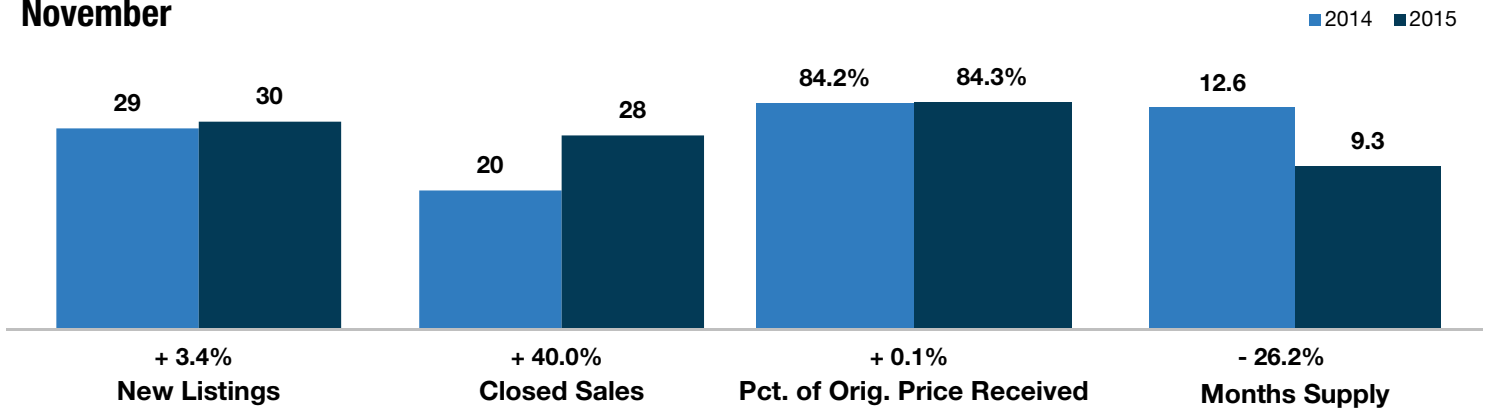


## 6W – Upper Minnesota Valley Region

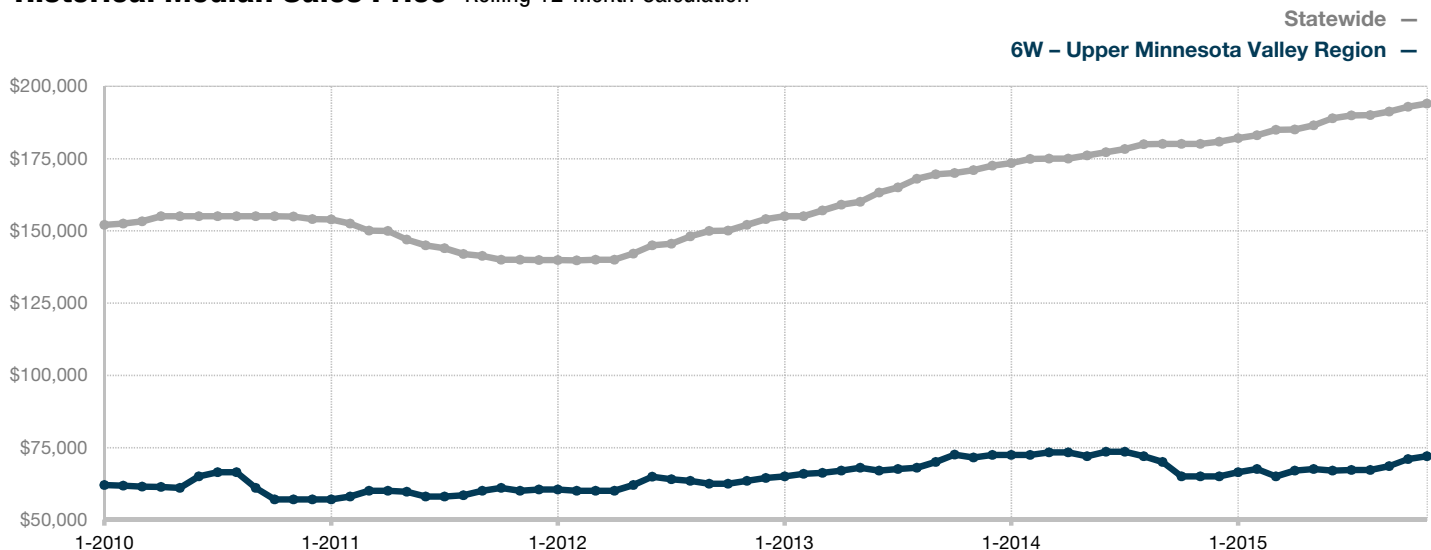
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	29	<b>30</b>	+ 3.4%	516	<b>525</b>	+ 1.7%
Closed Sales	20	<b>28</b>	+ 40.0%	299	<b>359</b>	+ 20.1%
Median Sales Price*	\$66,500	<b>\$74,000</b>	+ 11.3%	\$65,000	<b>\$71,500</b>	+ 10.0%
Percent of Original List Price Received*	84.2%	<b>84.3%</b>	+ 0.1%	88.3%	<b>87.0%</b>	- 1.5%
Days on Market Until Sale	114	<b>128</b>	+ 12.3%	155	<b>155</b>	0.0%
Months Supply of Inventory	12.6	<b>9.3</b>	- 26.2%	--	--	--

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### November



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





# Local Market Update for November 2015

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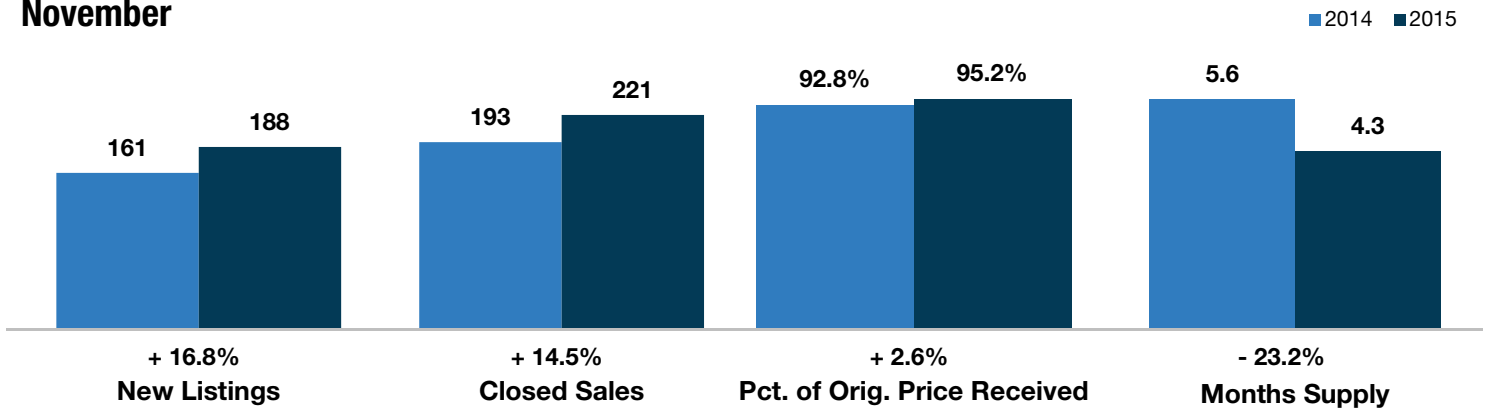


## 7E – East Central Region

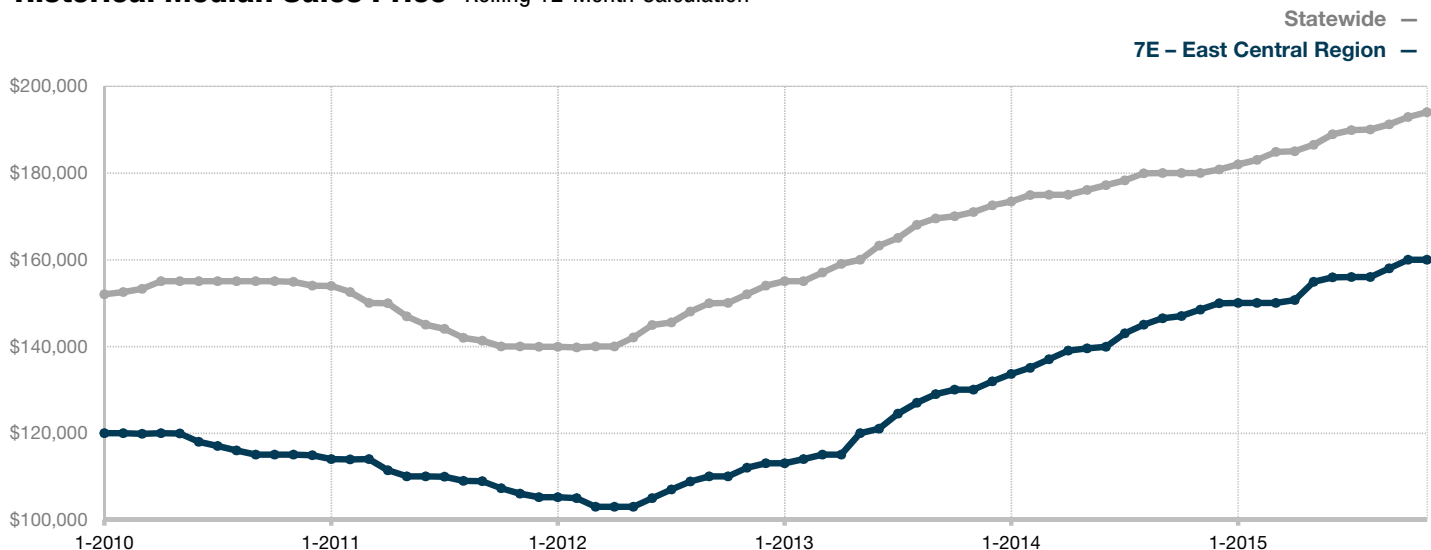
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	161	<b>188</b>	+ 16.8%	3,760	<b>4,177</b>	+ 11.1%
Closed Sales	193	<b>221</b>	+ 14.5%	2,222	<b>2,572</b>	+ 15.8%
Median Sales Price*	\$149,500	<b>\$159,000</b>	+ 6.4%	\$149,000	<b>\$160,000</b>	+ 7.4%
Percent of Original List Price Received*	92.8%	<b>95.2%</b>	+ 2.6%	93.5%	<b>95.1%</b>	+ 1.7%
Days on Market Until Sale	88	<b>72</b>	- 18.2%	78	<b>70</b>	- 10.3%
Months Supply of Inventory	5.6	<b>4.3</b>	- 23.2%	--	--	--

\* 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.

### November



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



# Local Market Update for November 2015

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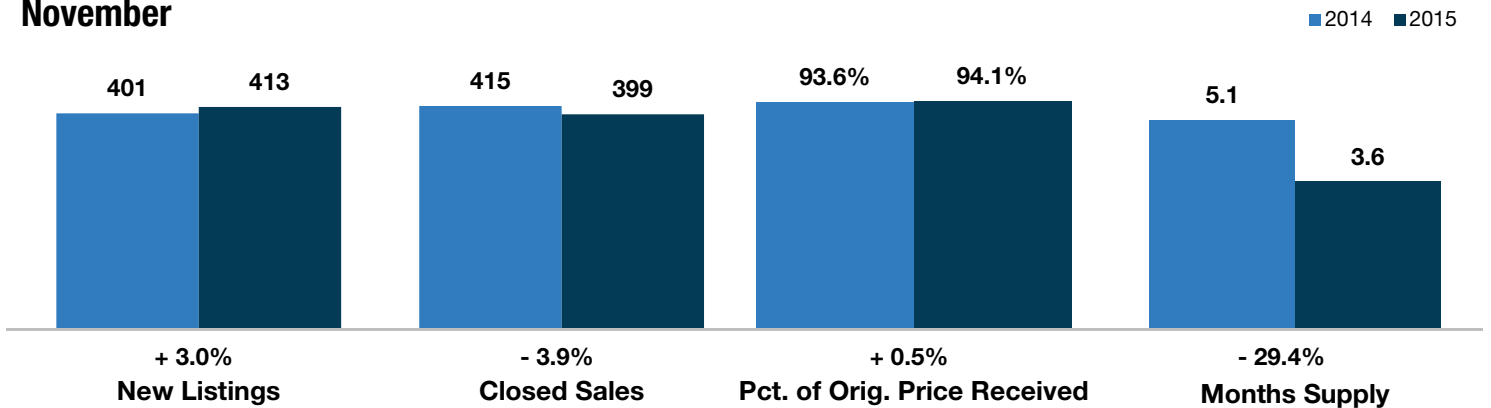


## 7W – Central Region

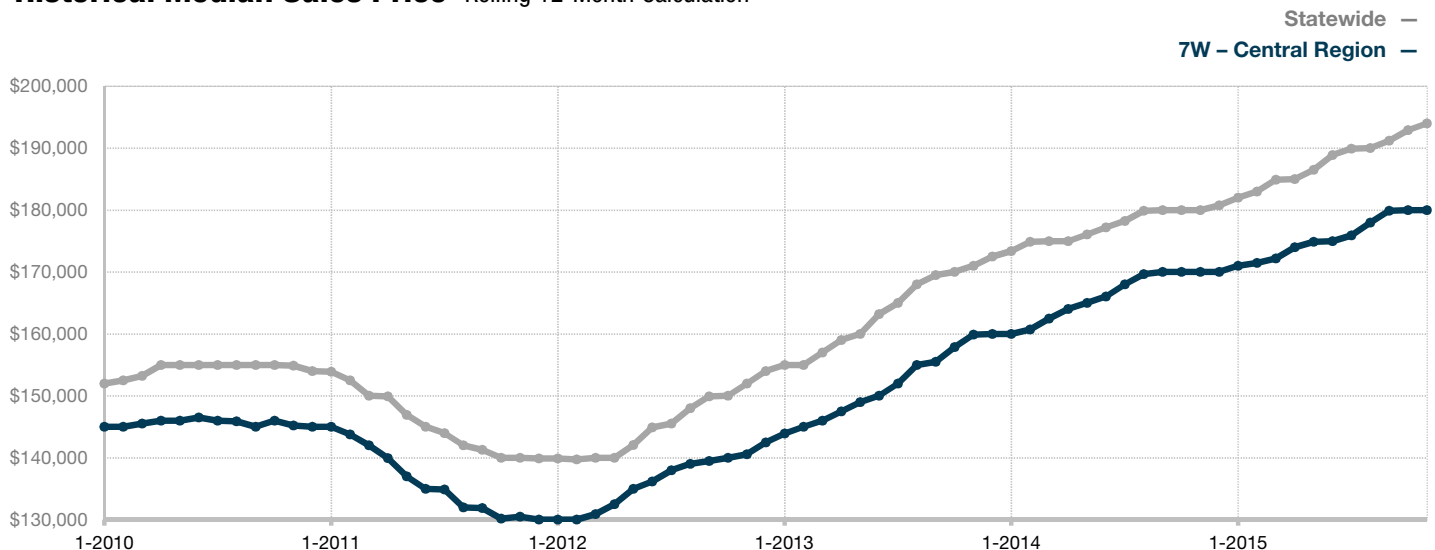
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	401	<b>413</b>	+ 3.0%	8,731	<b>9,186</b>	+ 5.2%
Closed Sales	415	<b>399</b>	- 3.9%	5,337	<b>6,188</b>	+ 15.9%
Median Sales Price*	\$172,250	<b>\$179,580</b>	+ 4.3%	\$170,000	<b>\$182,000</b>	+ 7.1%
Percent of Original List Price Received*	93.6%	<b>94.1%</b>	+ 0.5%	94.7%	<b>95.7%</b>	+ 1.1%
Days on Market Until Sale	80	<b>74</b>	- 7.5%	72	<b>72</b>	0.0%
Months Supply of Inventory	5.1	<b>3.6</b>	- 29.4%	--	--	--

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### November



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



# Local Market Update for November 2015

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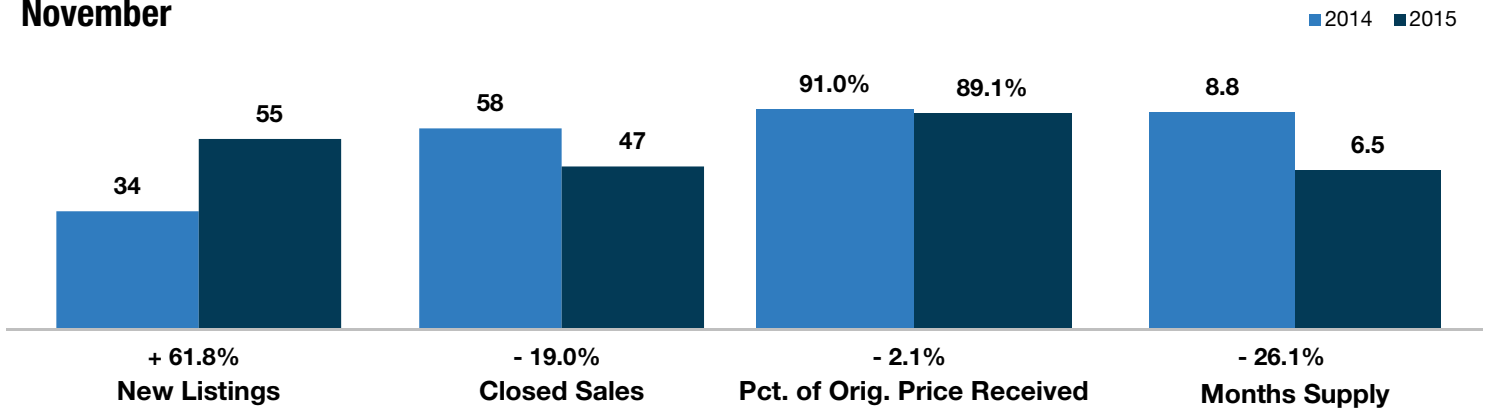


## 8 – Southwest Region

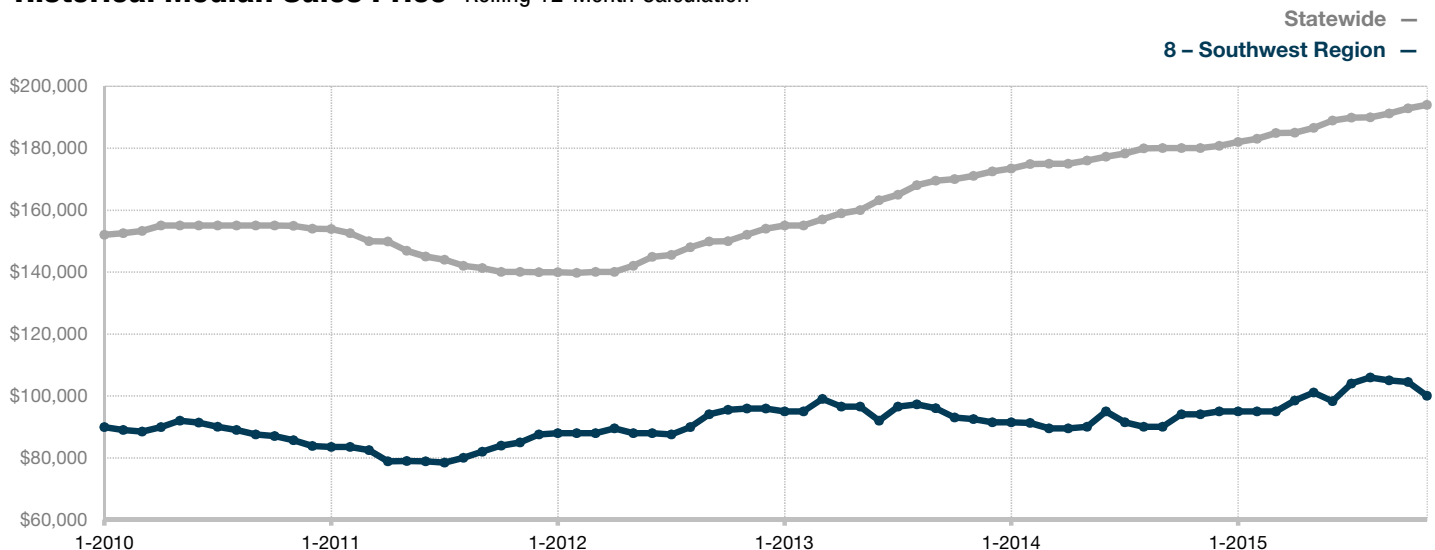
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	34	55	+ 61.8%	885	804	- 9.2%
Closed Sales	58	47	- 19.0%	580	608	+ 4.8%
Median Sales Price*	\$89,450	\$74,484	- 16.7%	\$95,000	\$100,000	+ 5.3%
Percent of Original List Price Received*	91.0%	89.1%	- 2.1%	89.2%	90.1%	+ 1.0%
Days on Market Until Sale	122	123	+ 0.8%	126	129	+ 2.4%
Months Supply of Inventory	8.8	6.5	- 26.1%	--	--	--

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### November



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



# Local Market Update for November 2015

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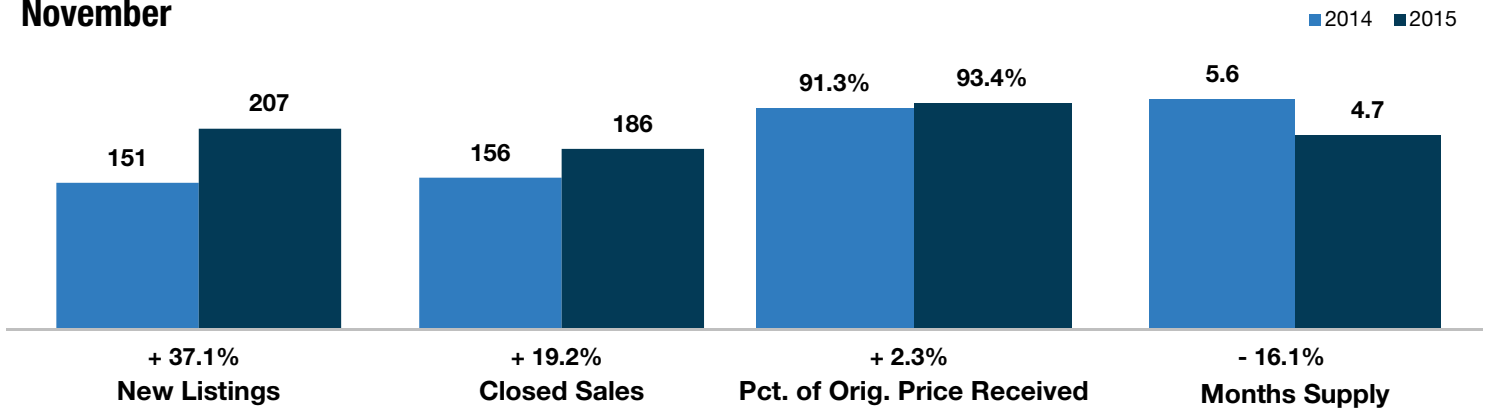


## 9 – South Central Region

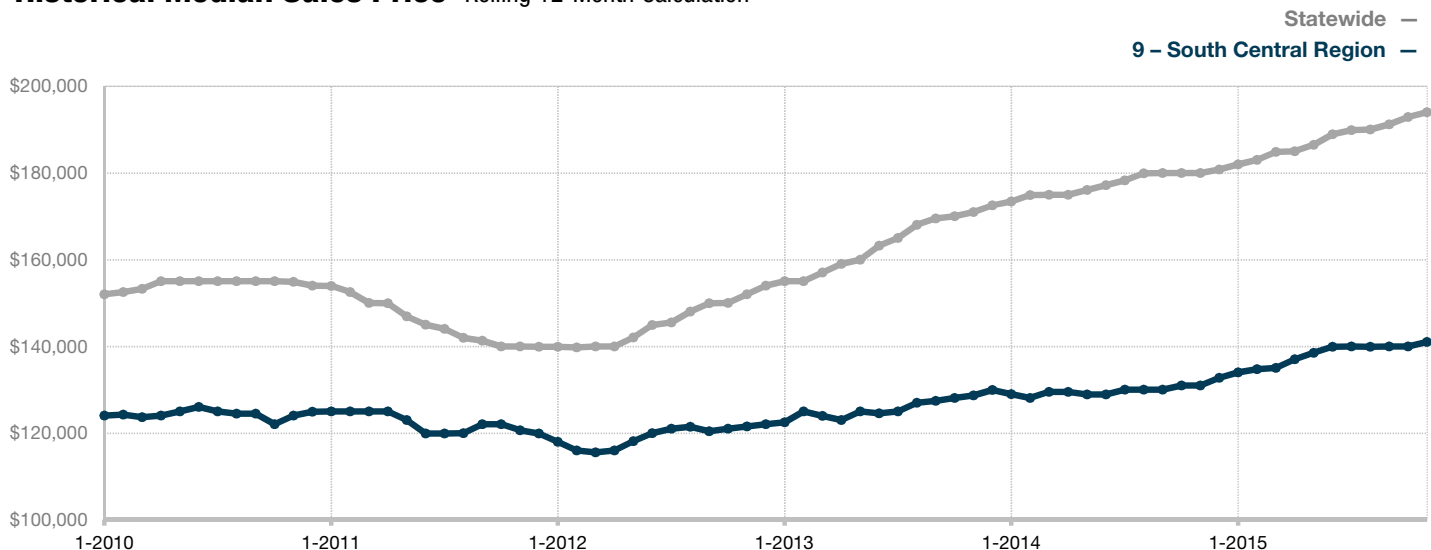
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	151	207	+ 37.1%	3,175	3,483	+ 9.7%
Closed Sales	156	186	+ 19.2%	2,299	2,580	+ 12.2%
Median Sales Price*	\$125,000	\$138,000	+ 10.4%	\$132,000	\$141,500	+ 7.2%
Percent of Original List Price Received*	91.3%	93.4%	+ 2.3%	92.5%	93.5%	+ 1.1%
Days on Market Until Sale	122	121	- 0.8%	124	121	- 2.4%
Months Supply of Inventory	5.6	4.7	- 16.1%	--	--	--

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### November



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



# Local Market Update for November 2015

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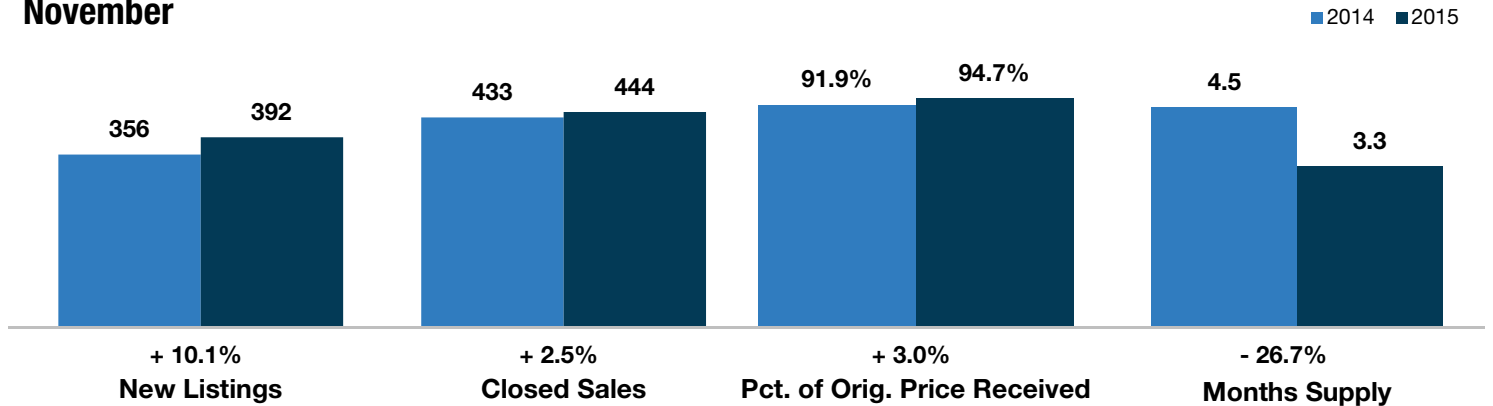


## 10 – Southeast Region

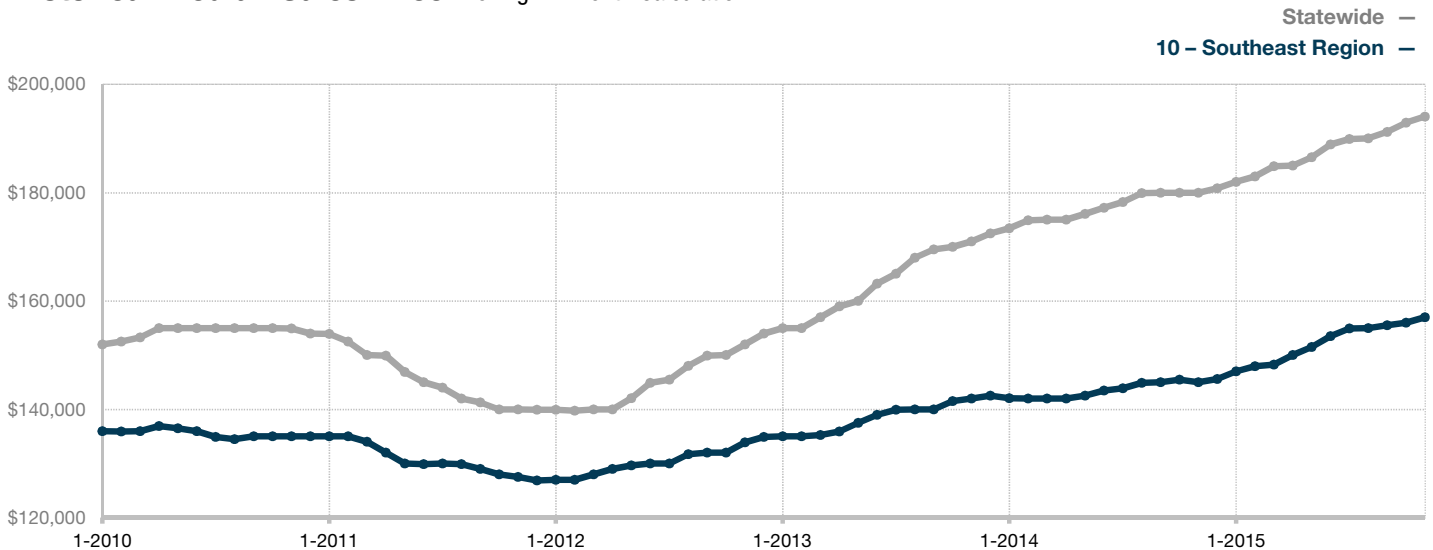
Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	356	<b>392</b>	+ 10.1%	7,632	<b>8,424</b>	+ 10.4%
Closed Sales	433	<b>444</b>	+ 2.5%	5,972	<b>6,873</b>	+ 15.1%
Median Sales Price*	\$136,000	<b>\$157,000</b>	+ 15.4%	\$146,200	<b>\$158,500</b>	+ 8.4%
Percent of Original List Price Received*	91.9%	<b>94.7%</b>	+ 3.0%	93.5%	<b>95.2%</b>	+ 1.8%
Days on Market Until Sale	96	<b>71</b>	- 26.0%	92	<b>82</b>	- 10.9%
Months Supply of Inventory	4.5	<b>3.3</b>	- 26.7%	--	--	--

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### November



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



# Local Market Update for November 2015

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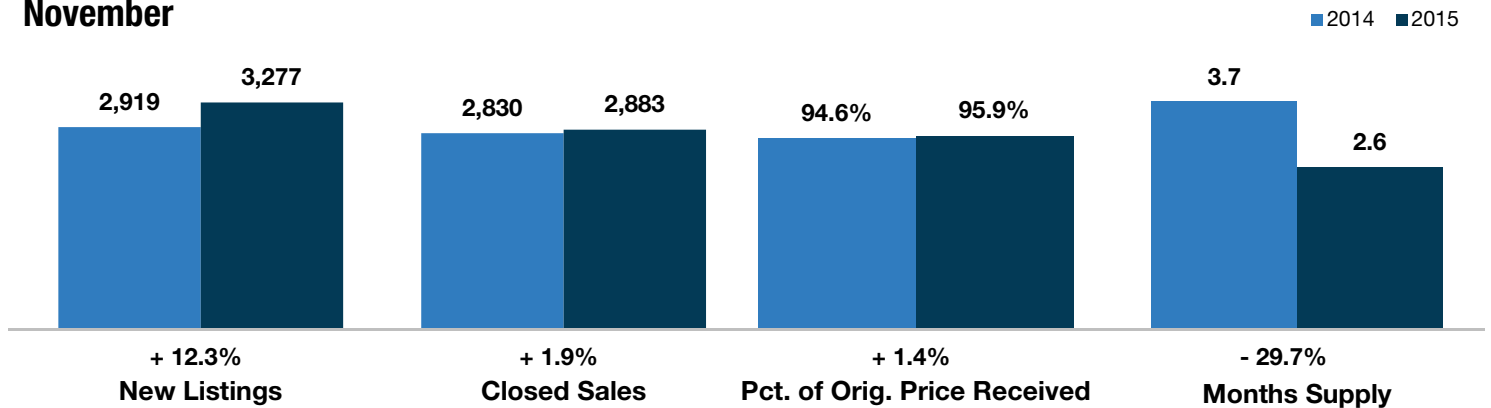


## 11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2014	2015	Percent Change	Thru 11-2014	Thru 11-2015	Percent Change
New Listings	2,919	<b>3,277</b>	+ 12.3%	61,189	<b>64,263</b>	+ 5.0%
Closed Sales	2,830	<b>2,883</b>	+ 1.9%	39,967	<b>45,236</b>	+ 13.2%
Median Sales Price*	\$210,000	<b>\$223,000</b>	+ 6.2%	\$212,000	<b>\$224,900</b>	+ 6.1%
Percent of Original List Price Received*	94.6%	<b>95.9%</b>	+ 1.4%	95.9%	<b>96.7%</b>	+ 0.8%
Days on Market Until Sale	59	<b>56</b>	- 5.1%	55	<b>53</b>	- 3.6%
Months Supply of Inventory	3.7	<b>2.6</b>	- 29.7%	--	--	--

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### November



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

