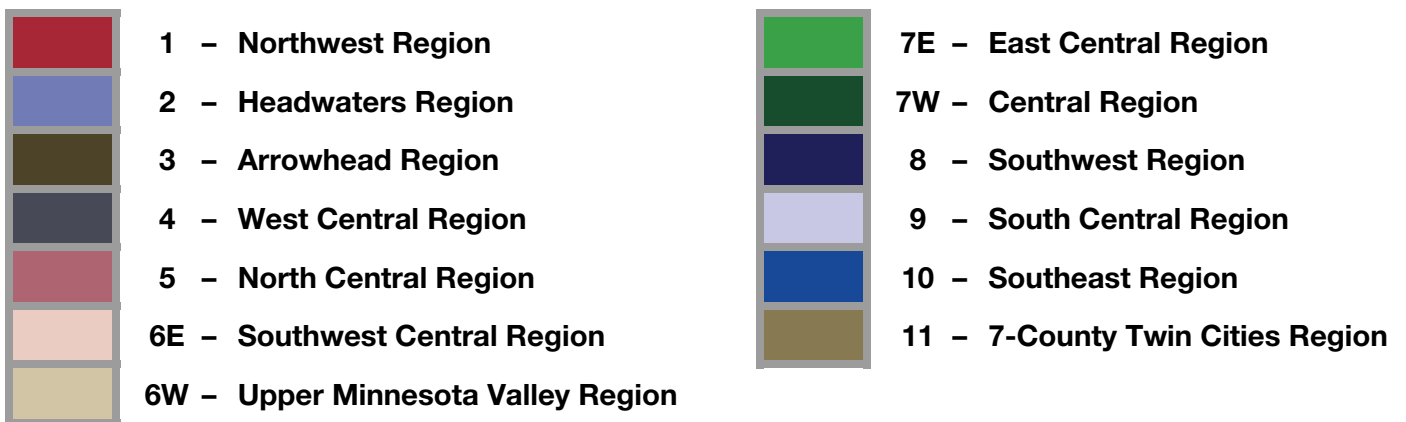
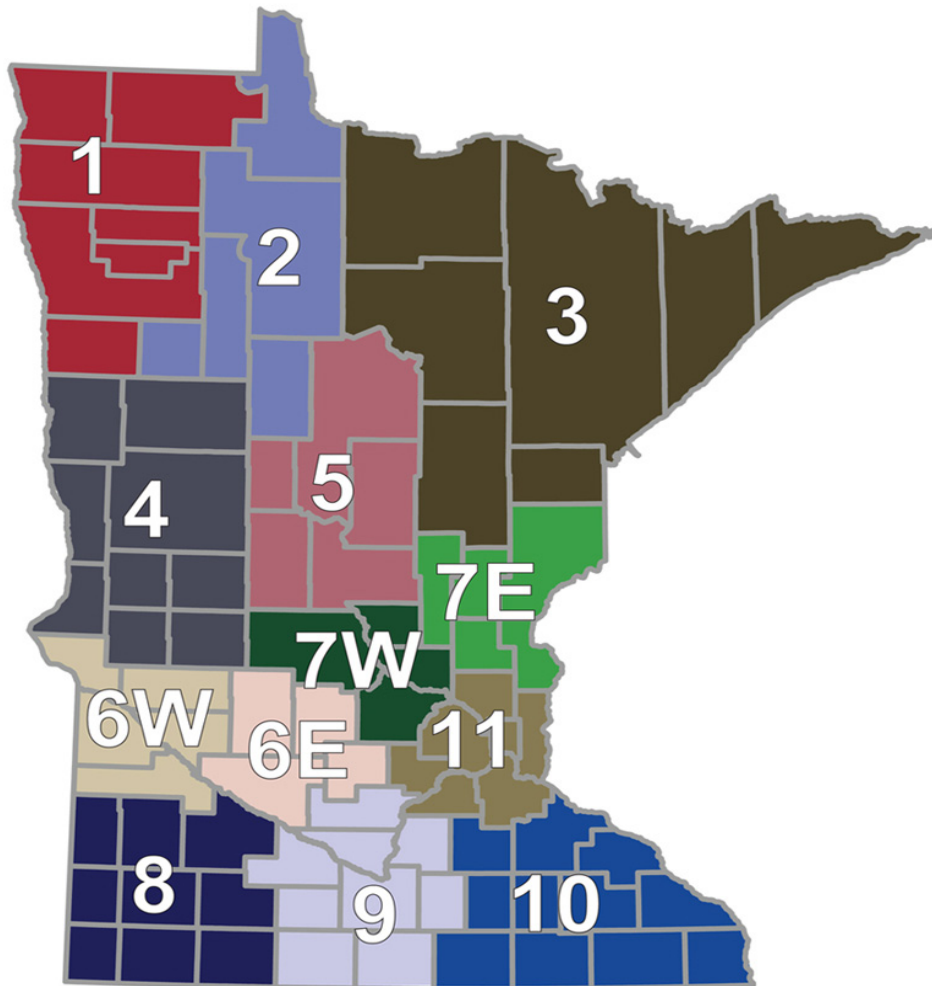


# Minnesota Regional Development Organizations



# Local Market Update for February 2016

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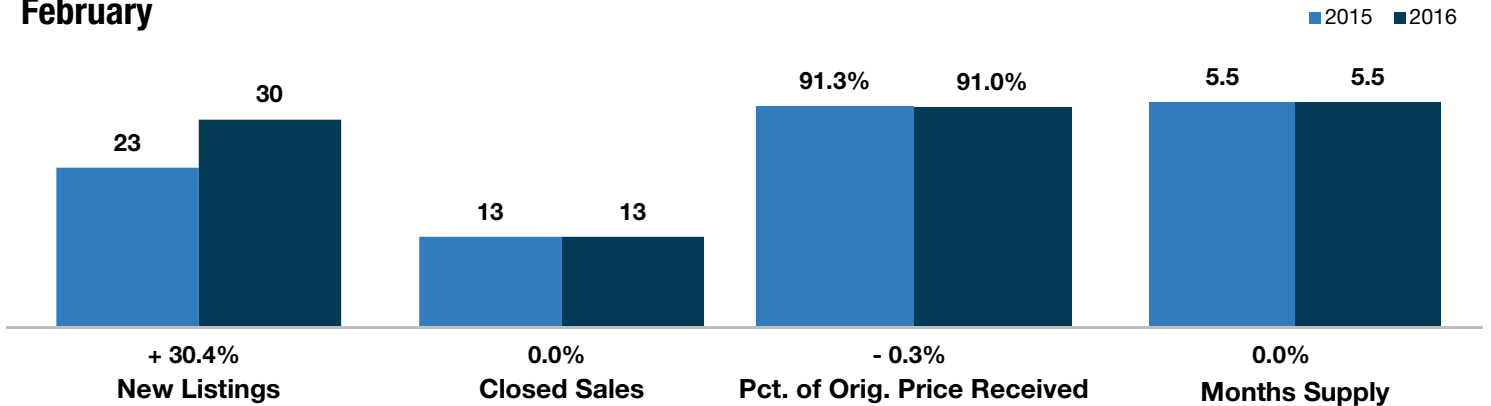


## 1 – Northwest Region

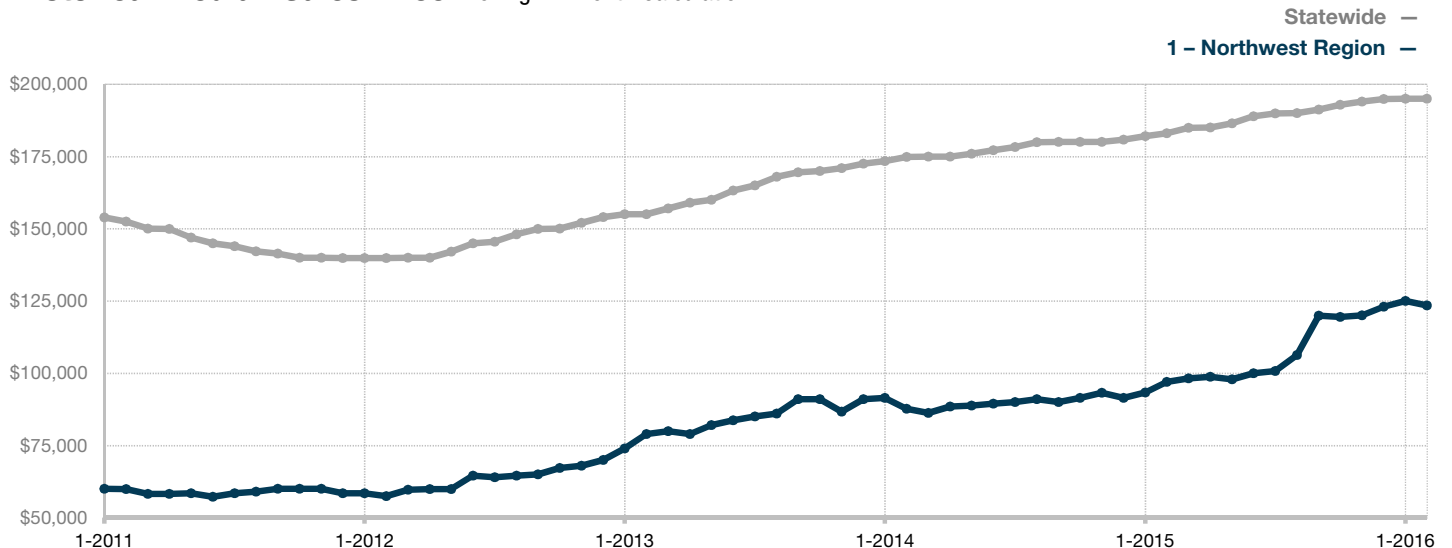
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	23	30	+ 30.4%	35	54	+ 54.3%
Closed Sales	13	13	0.0%	28	28	0.0%
Median Sales Price*	\$120,000	\$102,900	- 14.3%	\$104,250	\$113,500	+ 8.9%
Percent of Original List Price Received*	91.3%	91.0%	- 0.3%	90.4%	87.8%	- 2.9%
Days on Market Until Sale	125	97	- 22.4%	135	135	0.0%
Months Supply of Inventory	5.5	5.5	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 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

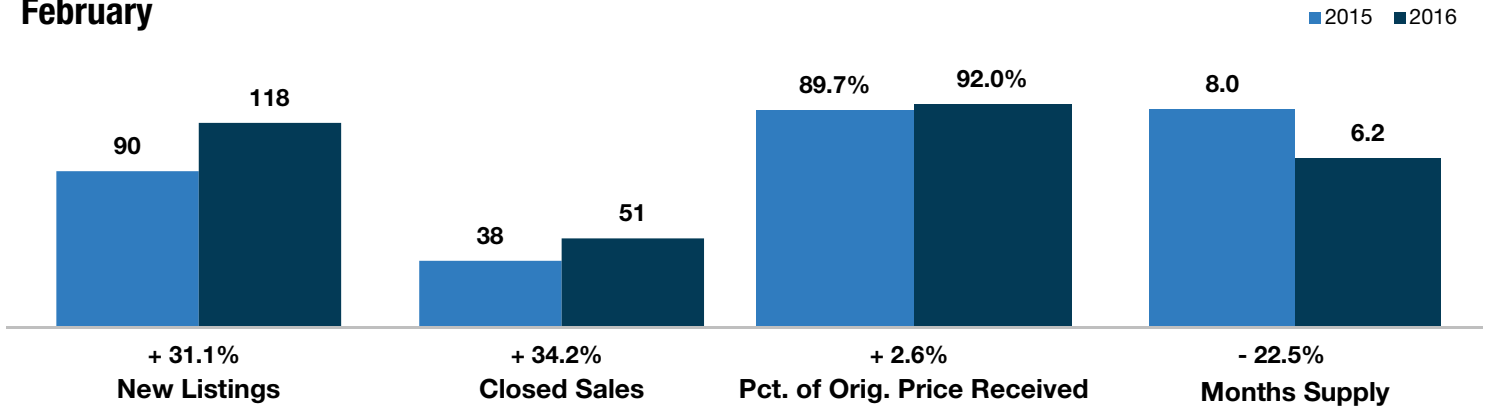


## 2 – Headwaters Region

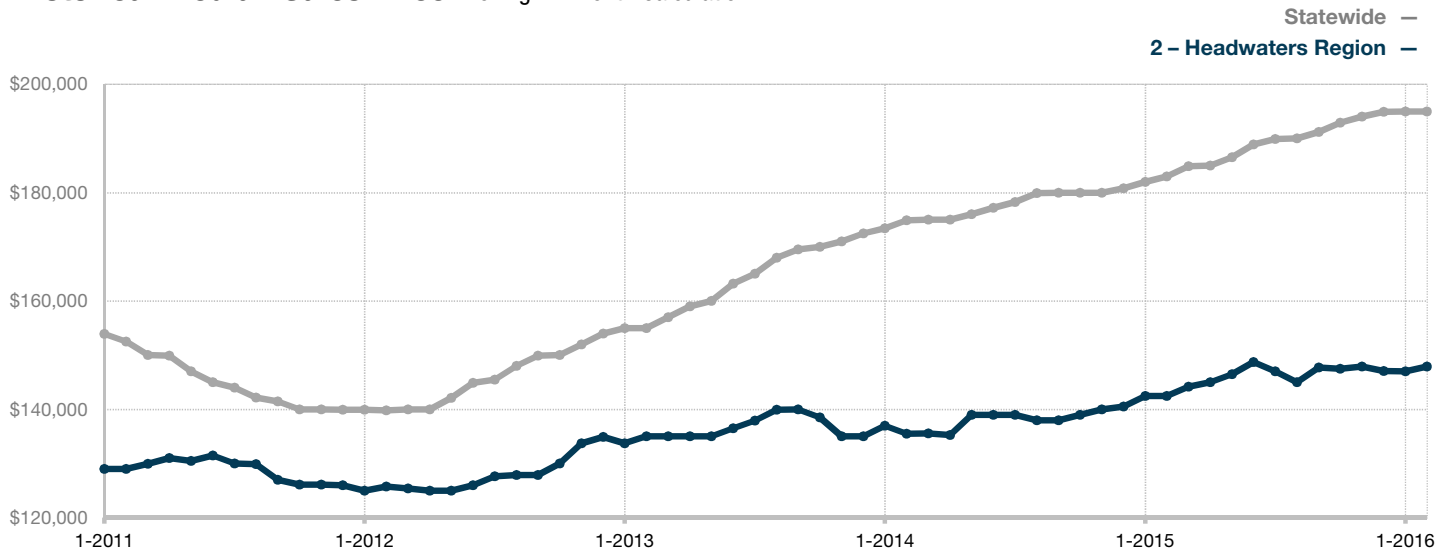
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	90	<b>118</b>	+ 31.1%	168	<b>203</b>	+ 20.8%
Closed Sales	38	<b>51</b>	+ 34.2%	76	<b>94</b>	+ 23.7%
Median Sales Price*	\$112,500	<b>\$129,000</b>	+ 14.7%	\$125,500	<b>\$130,000</b>	+ 3.6%
Percent of Original List Price Received*	89.7%	<b>92.0%</b>	+ 2.6%	89.6%	<b>92.5%</b>	+ 3.2%
Days on Market Until Sale	190	<b>158</b>	- 16.8%	164	<b>154</b>	- 6.1%
Months Supply of Inventory	8.0	<b>6.2</b>	- 22.5%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

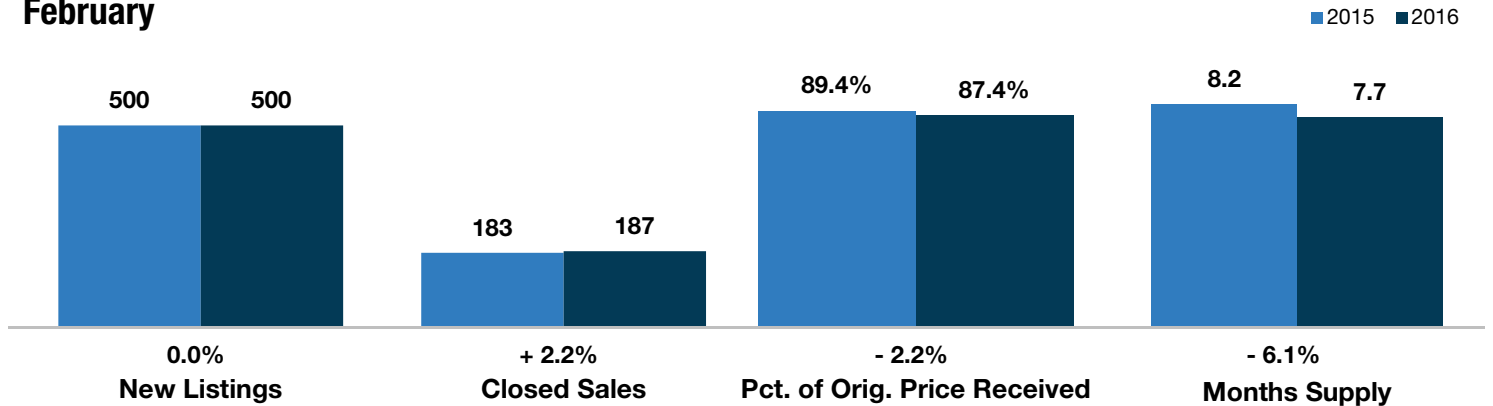


## 3 – Arrowhead Region

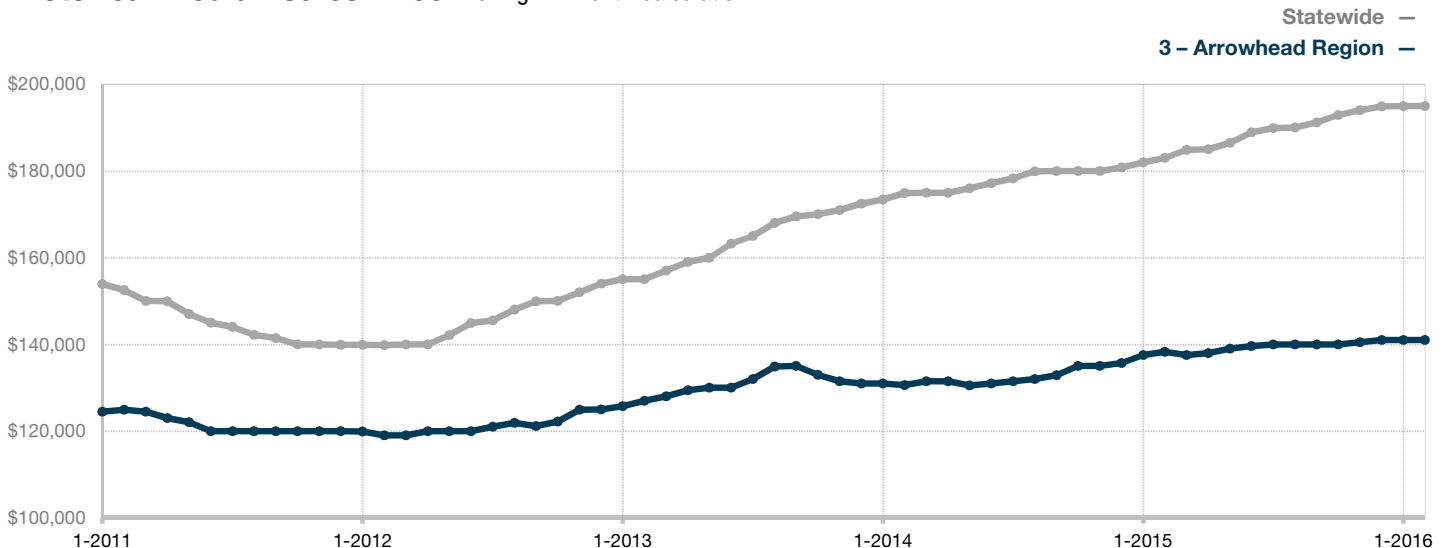
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	500	<b>500</b>	0.0%	960	<b>904</b>	- 5.8%
Closed Sales	183	<b>187</b>	+ 2.2%	360	<b>389</b>	+ 8.1%
Median Sales Price*	\$120,000	<b>\$124,500</b>	+ 3.8%	\$122,500	<b>\$130,950</b>	+ 6.9%
Percent of Original List Price Received*	89.4%	<b>87.4%</b>	- 2.2%	89.4%	<b>89.2%</b>	- 0.2%
Days on Market Until Sale	121	<b>125</b>	+ 3.3%	131	<b>121</b>	- 7.6%
Months Supply of Inventory	8.2	<b>7.7</b>	- 6.1%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

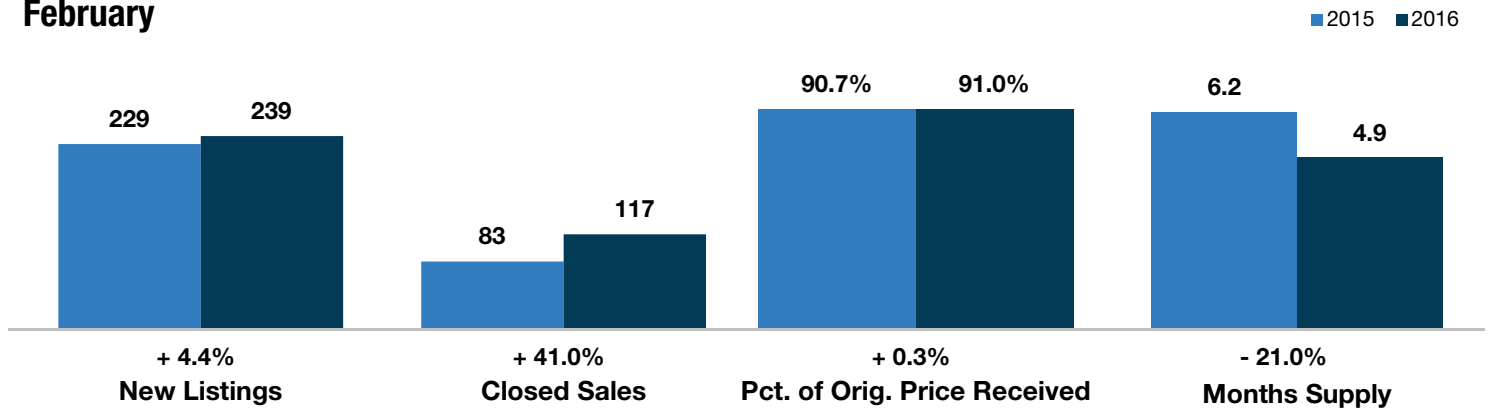


## 4 – West Central Region

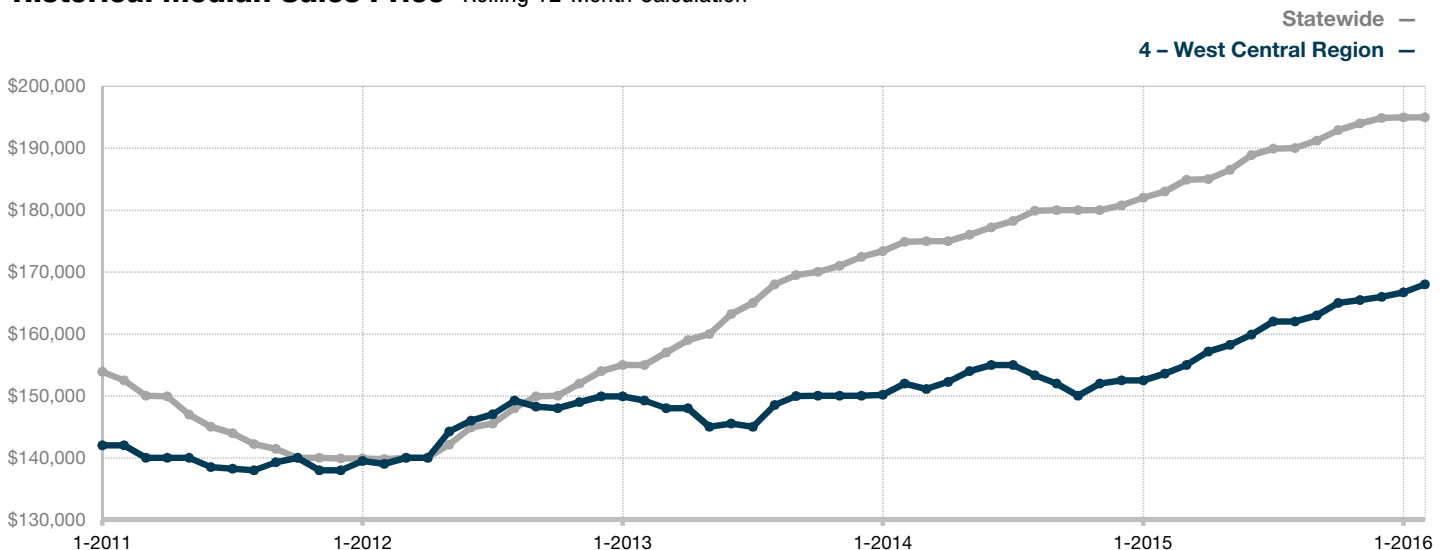
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	229	<b>239</b>	+ 4.4%	414	<b>398</b>	- 3.9%
Closed Sales	83	<b>117</b>	+ 41.0%	159	<b>230</b>	+ 44.7%
Median Sales Price*	\$142,941	<b>\$172,000</b>	+ 20.3%	\$137,125	<b>\$175,000</b>	+ 27.6%
Percent of Original List Price Received*	90.7%	<b>91.0%</b>	+ 0.3%	90.0%	<b>91.6%</b>	+ 1.8%
Days on Market Until Sale	118	<b>143</b>	+ 21.2%	109	<b>124</b>	+ 13.8%
Months Supply of Inventory	6.2	<b>4.9</b>	- 21.0%	--	--	--

\* 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 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

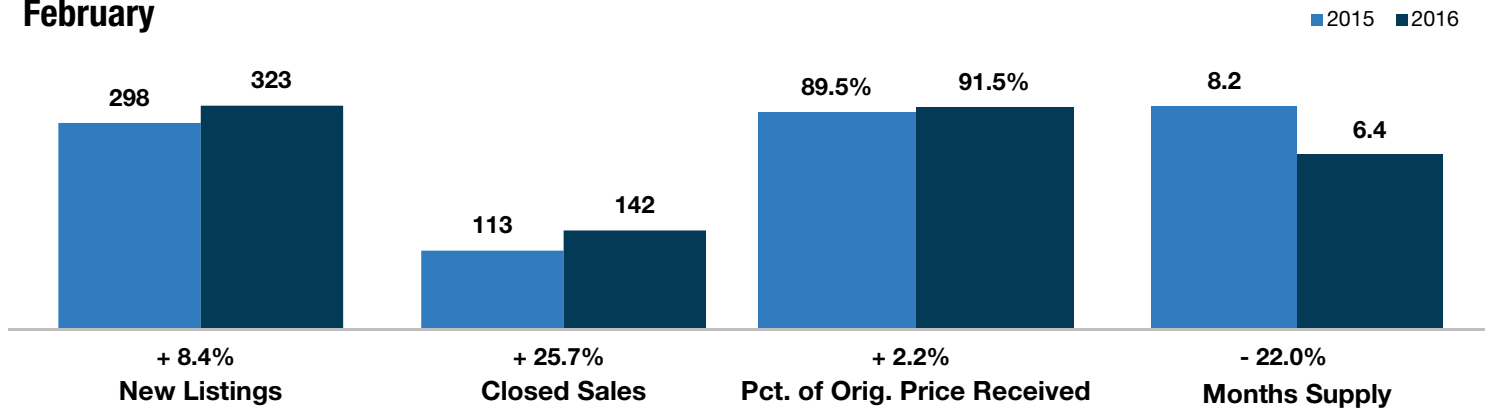


## 5 – North Central Region

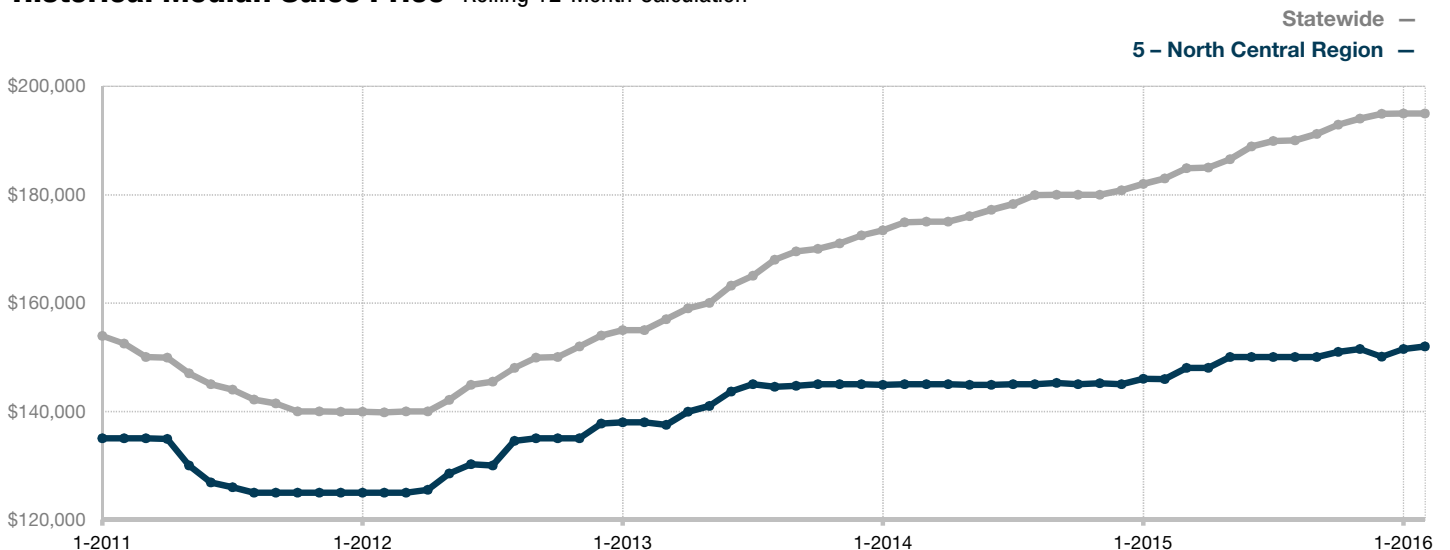
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	298	<b>323</b>	+ 8.4%	554	<b>530</b>	- 4.3%
Closed Sales	113	<b>142</b>	+ 25.7%	207	<b>271</b>	+ 30.9%
Median Sales Price*	\$118,000	<b>\$138,000</b>	+ 16.9%	\$122,400	<b>\$142,250</b>	+ 16.2%
Percent of Original List Price Received*	89.5%	<b>91.5%</b>	+ 2.2%	88.1%	<b>91.6%</b>	+ 4.0%
Days on Market Until Sale	140	<b>135</b>	- 3.6%	150	<b>123</b>	- 18.0%
Months Supply of Inventory	8.2	<b>6.4</b>	- 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.

### February



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



# Local Market Update for February 2016

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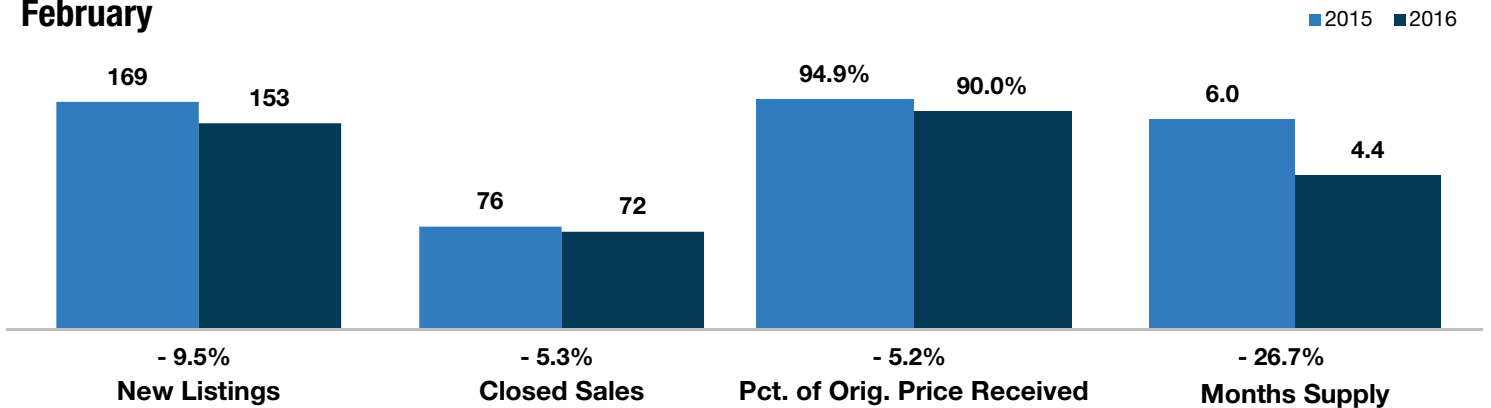


## 6E – Southwest Central Region

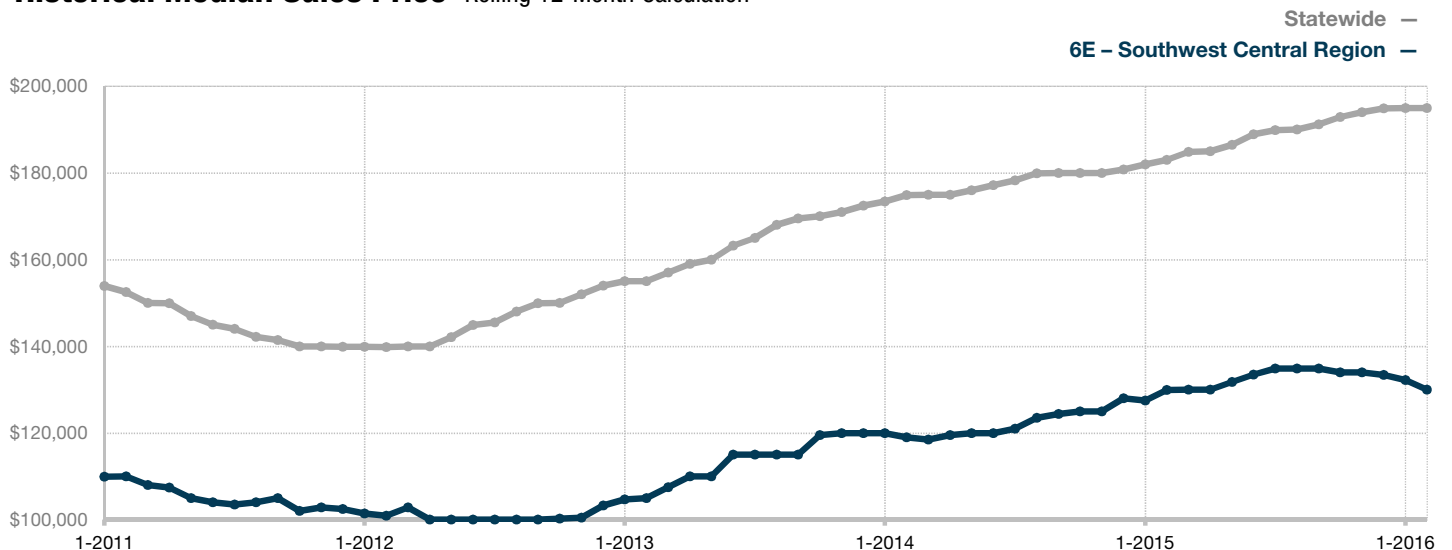
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	169	153	- 9.5%	283	279	- 1.4%
Closed Sales	76	72	- 5.3%	169	173	+ 2.4%
Median Sales Price*	\$142,000	\$102,250	- 28.0%	\$125,000	\$115,000	- 8.0%
Percent of Original List Price Received*	94.9%	90.0%	- 5.2%	91.6%	90.9%	- 0.8%
Days on Market Until Sale	104	94	- 9.6%	102	90	- 11.8%
Months Supply of Inventory	6.0	4.4	- 26.7%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2016

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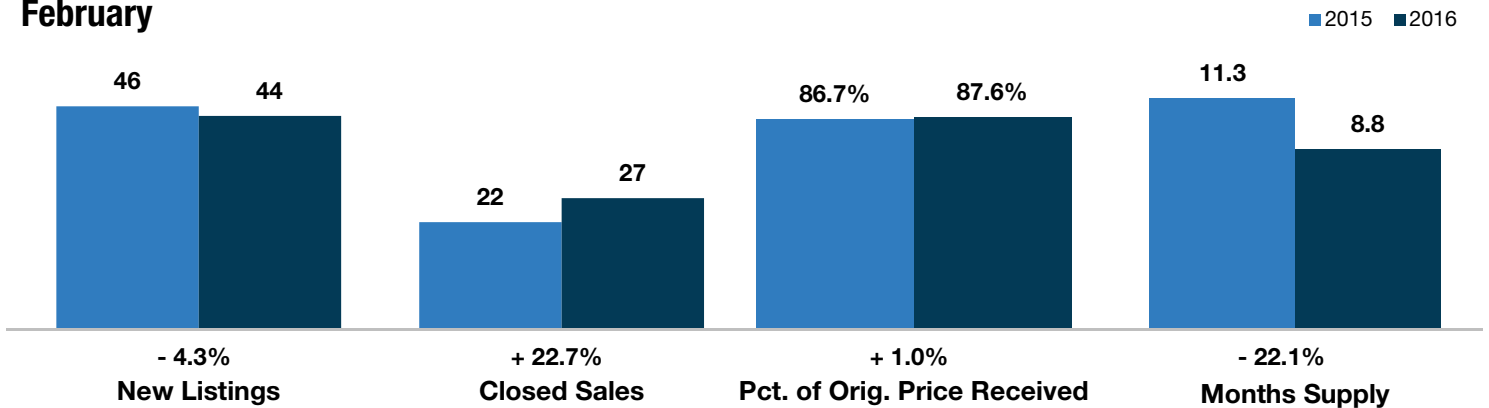


## 6W – Upper Minnesota Valley Region

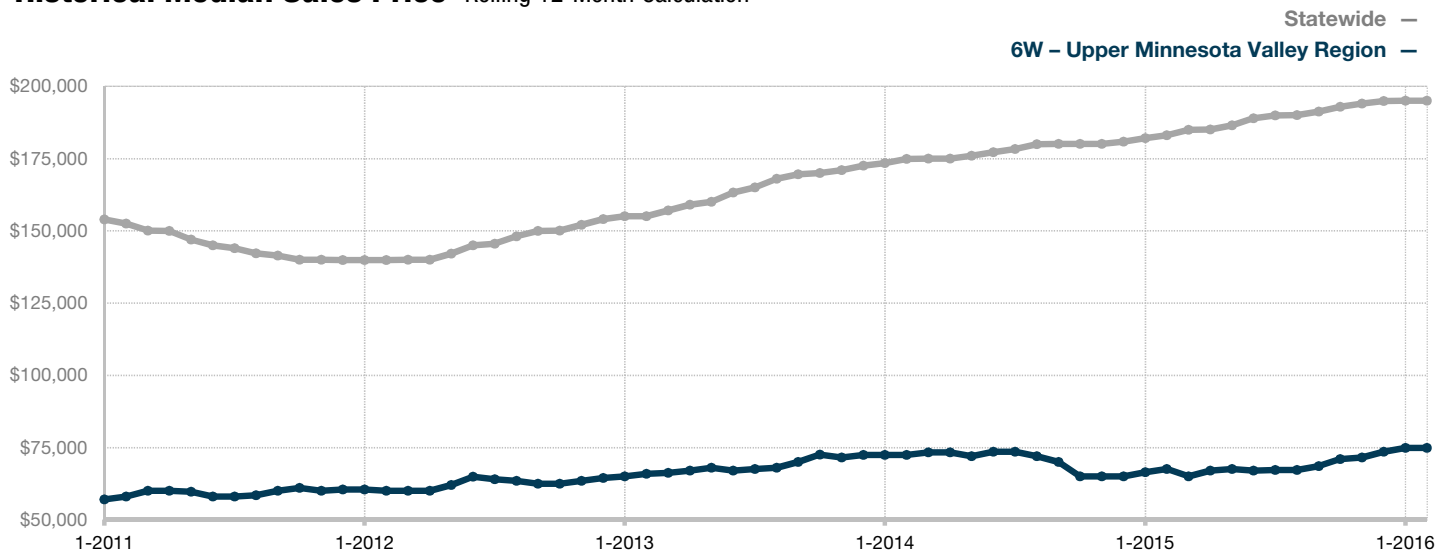
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	46	44	- 4.3%	82	85	+ 3.7%
Closed Sales	22	27	+ 22.7%	40	46	+ 15.0%
Median Sales Price*	\$87,500	\$77,000	- 12.0%	\$73,500	\$76,250	+ 3.7%
Percent of Original List Price Received*	86.7%	87.6%	+ 1.0%	84.3%	87.0%	+ 3.2%
Days on Market Until Sale	167	159	- 4.8%	145	162	+ 11.7%
Months Supply of Inventory	11.3	8.8	- 22.1%	--	--	--

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### February



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





# Local Market Update for February 2016

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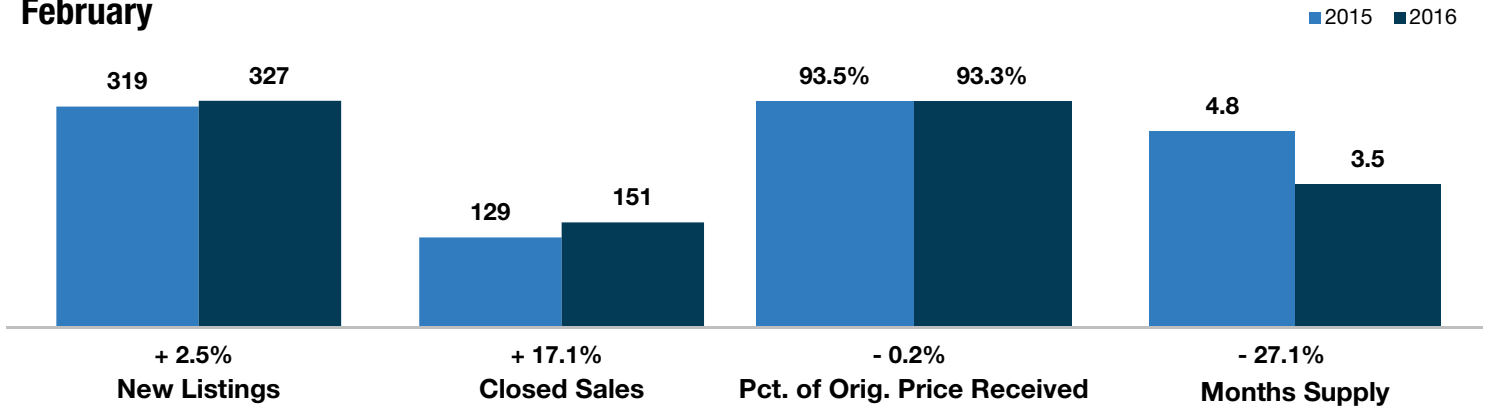


## 7E – East Central Region

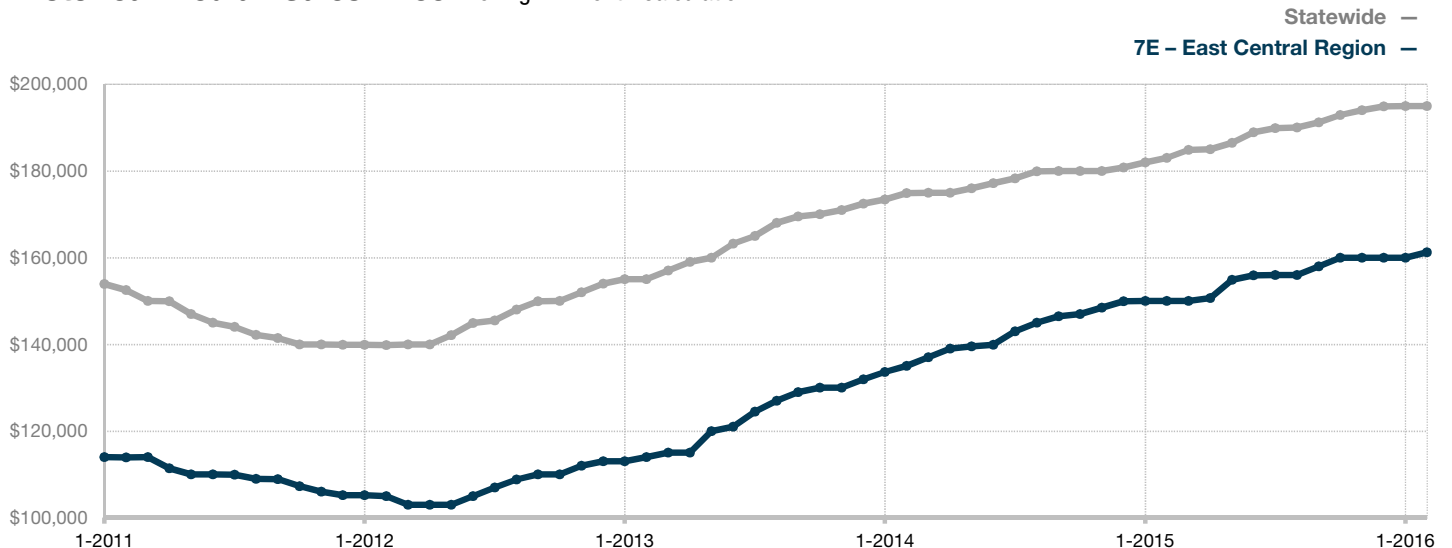
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	319	<b>327</b>	+ 2.5%	539	<b>532</b>	- 1.3%
Closed Sales	129	<b>151</b>	+ 17.1%	254	<b>297</b>	+ 16.9%
Median Sales Price*	\$135,000	<b>\$159,900</b>	+ 18.4%	\$136,875	<b>\$155,000</b>	+ 13.2%
Percent of Original List Price Received*	93.5%	<b>93.3%</b>	- 0.2%	92.8%	<b>93.1%</b>	+ 0.3%
Days on Market Until Sale	87	<b>85</b>	- 2.3%	86	<b>93</b>	+ 8.1%
Months Supply of Inventory	4.8	<b>3.5</b>	- 27.1%	--	--	--

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### February



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



# Local Market Update for February 2016

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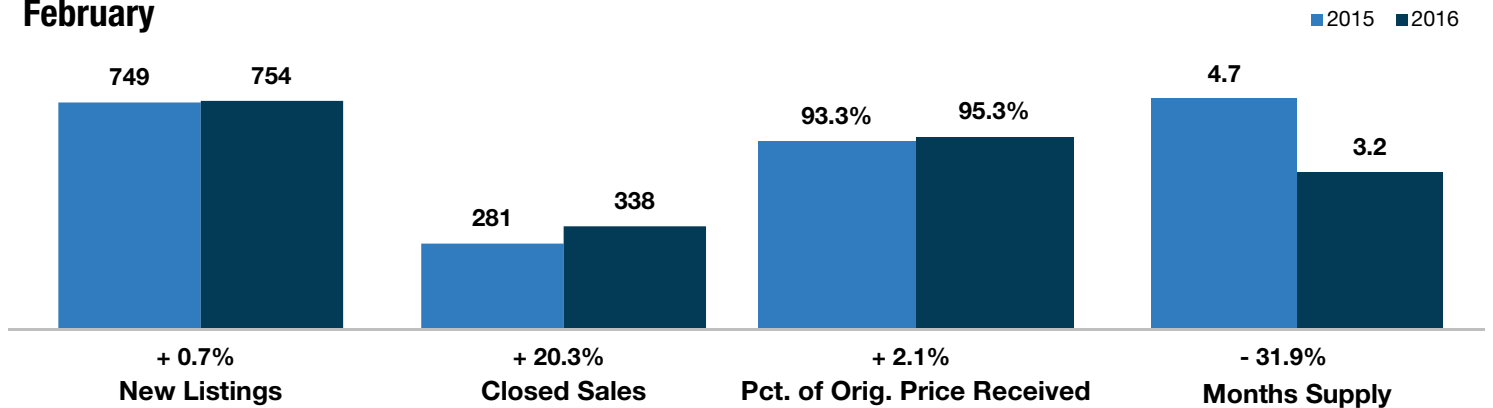


## 7W – Central Region

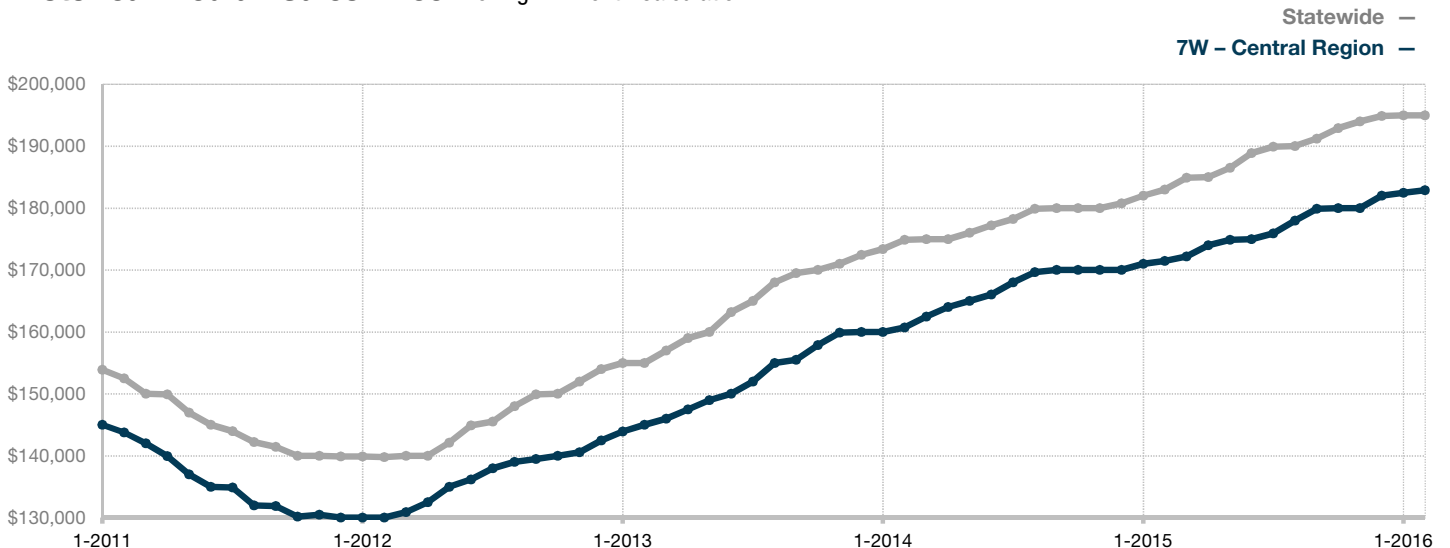
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	749	<b>754</b>	+ 0.7%	1,375	<b>1,285</b>	- 6.5%
Closed Sales	281	<b>338</b>	+ 20.3%	561	<b>669</b>	+ 19.3%
Median Sales Price*	\$168,250	<b>\$178,250</b>	+ 5.9%	\$168,000	<b>\$178,000</b>	+ 6.0%
Percent of Original List Price Received*	93.3%	<b>95.3%</b>	+ 2.1%	93.5%	<b>94.8%</b>	+ 1.4%
Days on Market Until Sale	85	<b>84</b>	- 1.2%	87	<b>83</b>	- 4.6%
Months Supply of Inventory	4.7	<b>3.2</b>	- 31.9%	--	--	--

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### February



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



# Local Market Update for February 2016

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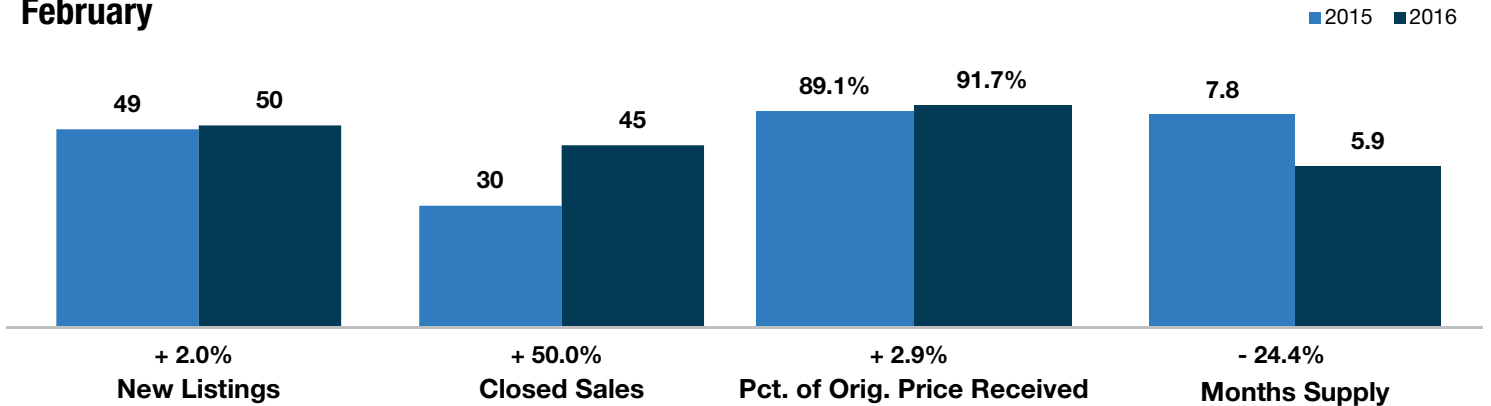


## 8 – Southwest Region

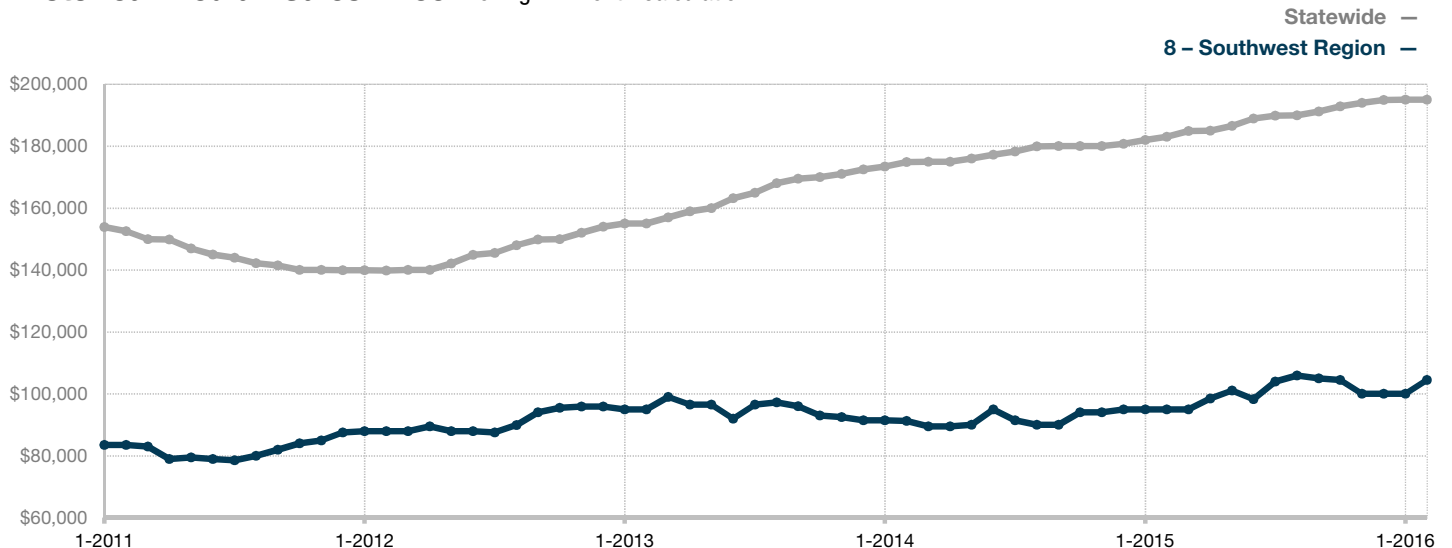
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	49	50	+ 2.0%	104	114	+ 9.6%
Closed Sales	30	45	+ 50.0%	61	73	+ 19.7%
Median Sales Price*	\$97,435	\$119,000	+ 22.1%	\$93,500	\$113,750	+ 21.7%
Percent of Original List Price Received*	89.1%	91.7%	+ 2.9%	88.1%	89.8%	+ 1.9%
Days on Market Until Sale	148	98	- 33.8%	138	111	- 19.6%
Months Supply of Inventory	7.8	5.9	- 24.4%	--	--	--

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### February



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



# Local Market Update for February 2016

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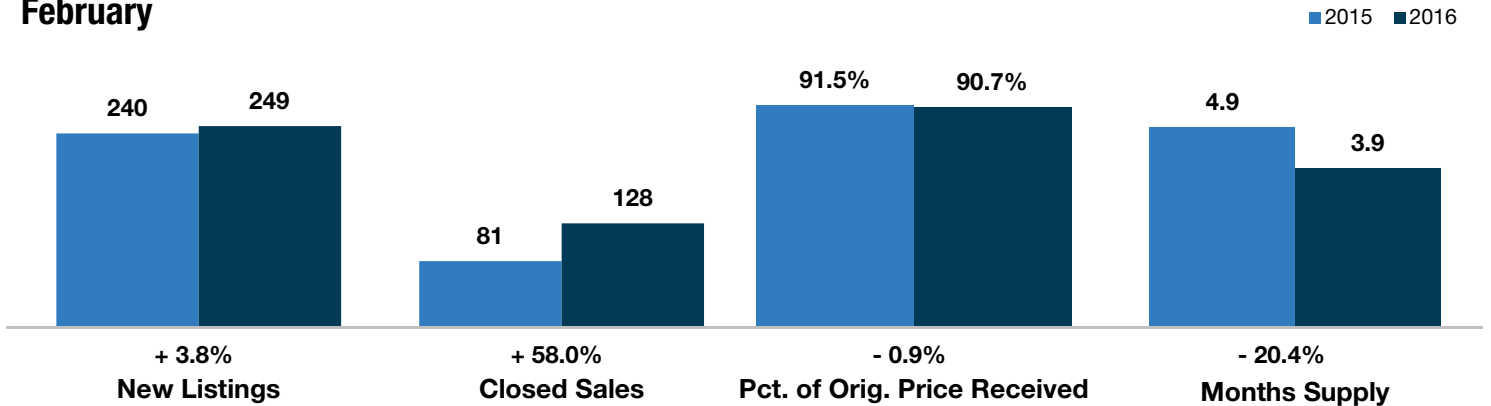


## 9 – South Central Region

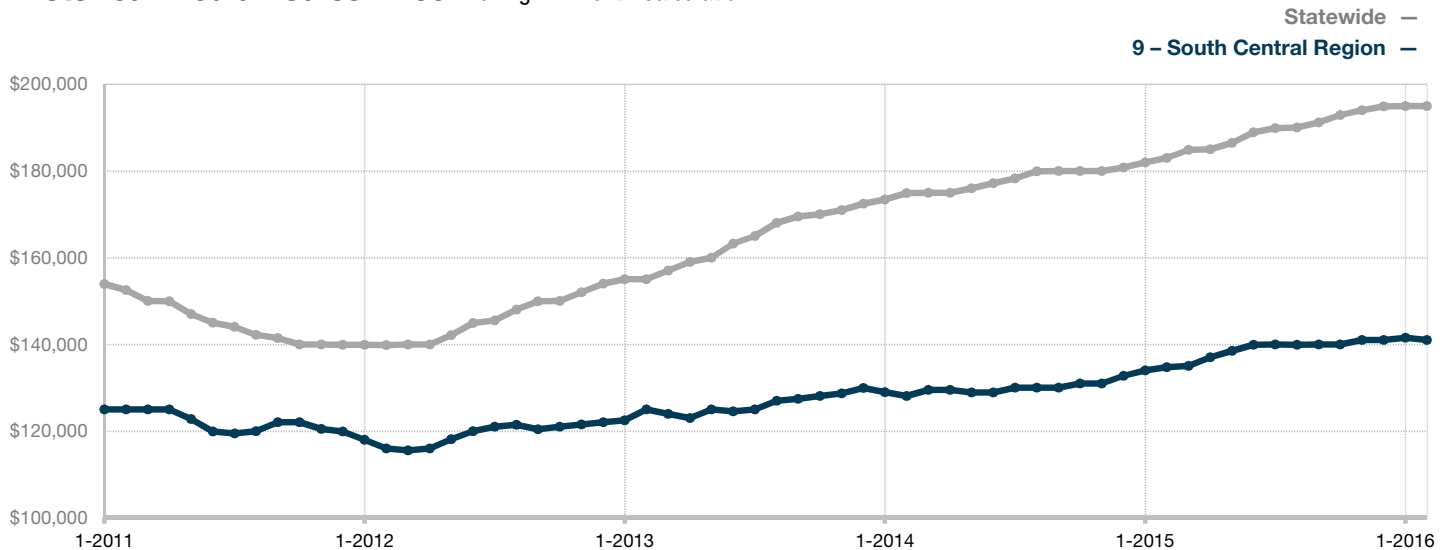
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	240	<b>249</b>	+ 3.8%	415	<b>421</b>	+ 1.4%
Closed Sales	81	<b>128</b>	+ 58.0%	208	<b>284</b>	+ 36.5%
Median Sales Price*	\$117,500	<b>\$125,000</b>	+ 6.4%	\$122,520	<b>\$125,000</b>	+ 2.0%
Percent of Original List Price Received*	91.5%	<b>90.7%</b>	- 0.9%	90.6%	<b>92.1%</b>	+ 1.7%
Days on Market Until Sale	156	<b>142</b>	- 9.0%	132	<b>127</b>	- 3.8%
Months Supply of Inventory	4.9	<b>3.9</b>	- 20.4%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

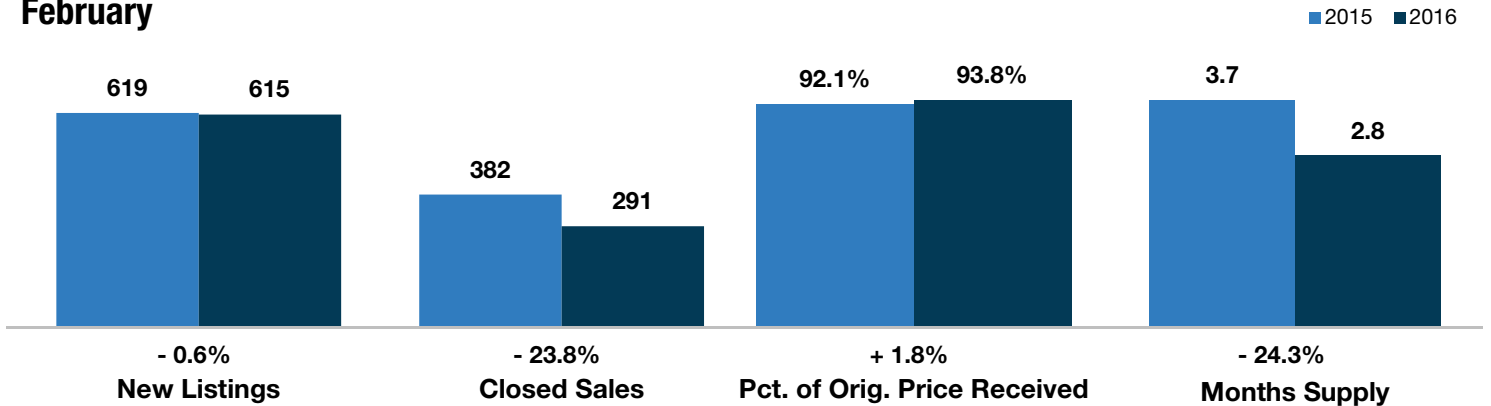


## 10 – Southeast Region

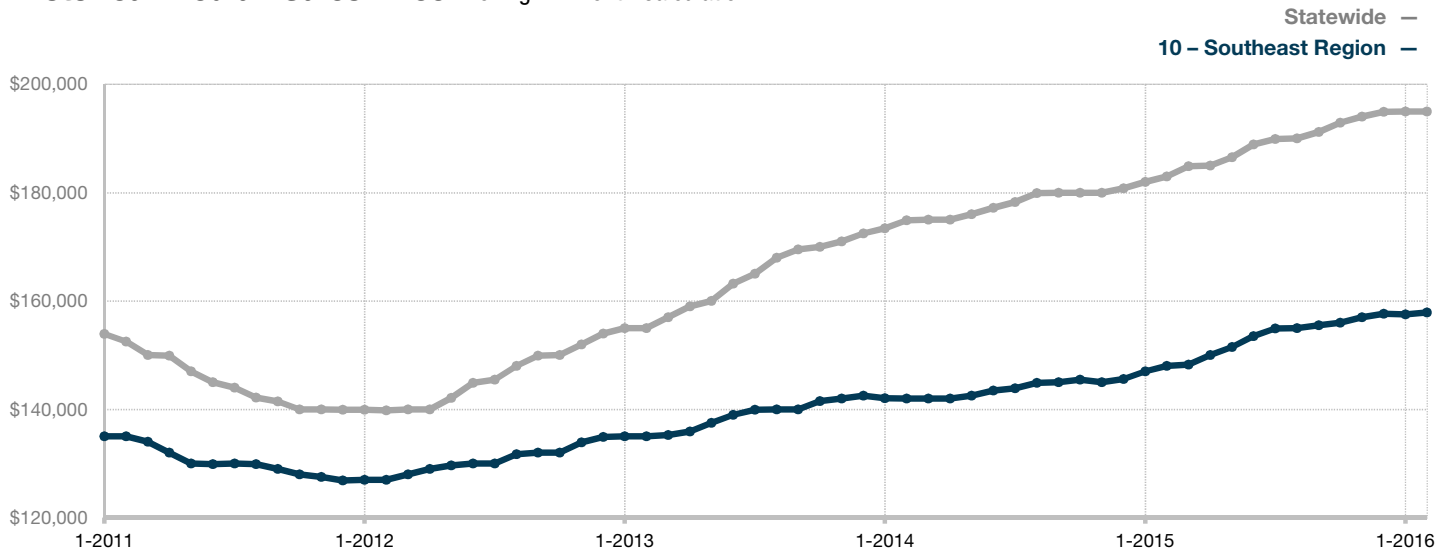
Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	619	<b>615</b>	- 0.6%	1,063	<b>1,034</b>	- 2.7%
Closed Sales	382	<b>291</b>	- 23.8%	702	<b>637</b>	- 9.3%
Median Sales Price*	\$140,000	<b>\$147,000</b>	+ 5.0%	\$143,000	<b>\$143,000</b>	0.0%
Percent of Original List Price Received*	92.1%	<b>93.8%</b>	+ 1.8%	92.5%	<b>93.6%</b>	+ 1.2%
Days on Market Until Sale	114	<b>89</b>	- 21.9%	109	<b>85</b>	- 22.0%
Months Supply of Inventory	3.7	<b>2.8</b>	- 24.3%	--	--	--

\* 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 2016

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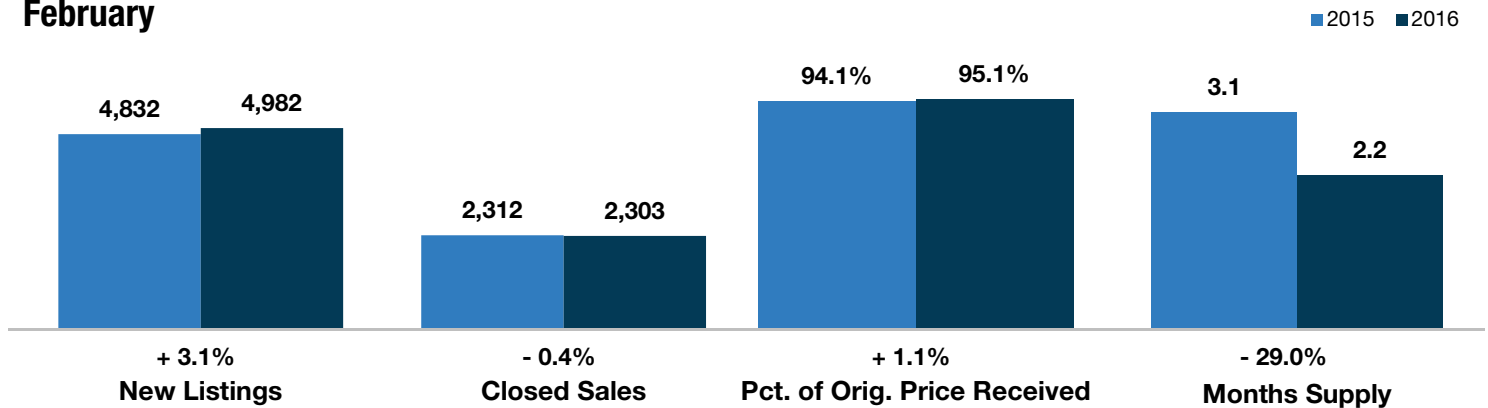


## 11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2015	2016	Percent Change	Thru 2-2015	Thru 2-2016	Percent Change
New Listings	4,832	<b>4,982</b>	+ 3.1%	8,699	<b>8,578</b>	- 1.4%
Closed Sales	2,312	<b>2,303</b>	- 0.4%	4,378	<b>4,759</b>	+ 8.7%
Median Sales Price*	\$205,000	<b>\$210,875</b>	+ 2.9%	\$204,500	<b>\$215,000</b>	+ 5.1%
Percent of Original List Price Received*	94.1%	<b>95.1%</b>	+ 1.1%	93.9%	<b>95.1%</b>	+ 1.3%
Days on Market Until Sale	76	<b>69</b>	- 9.2%	76	<b>66</b>	- 13.2%
Months Supply of Inventory	3.1	<b>2.2</b>	- 29.0%	--	--	--

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### February



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

