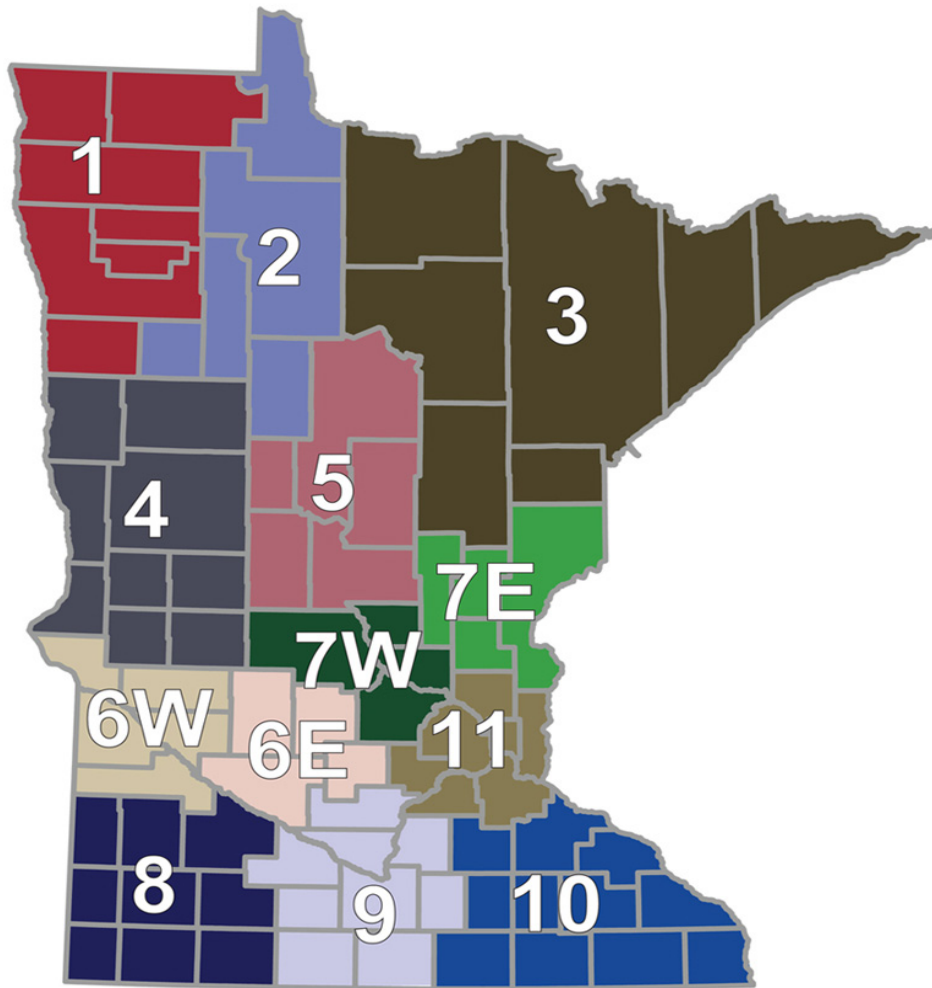











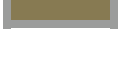
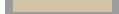


# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 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 August 2016

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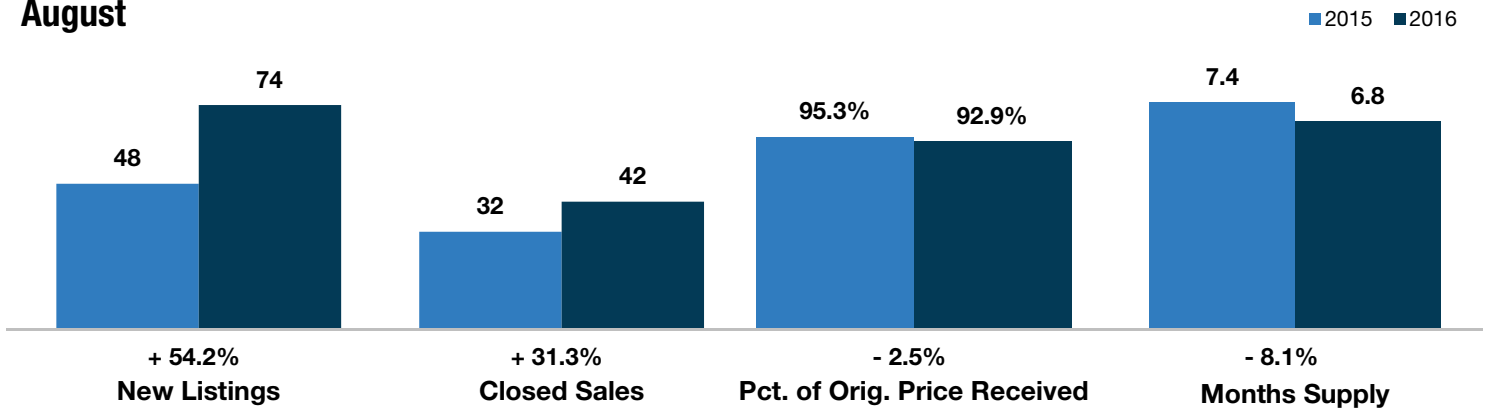


## 1 – Northwest Region

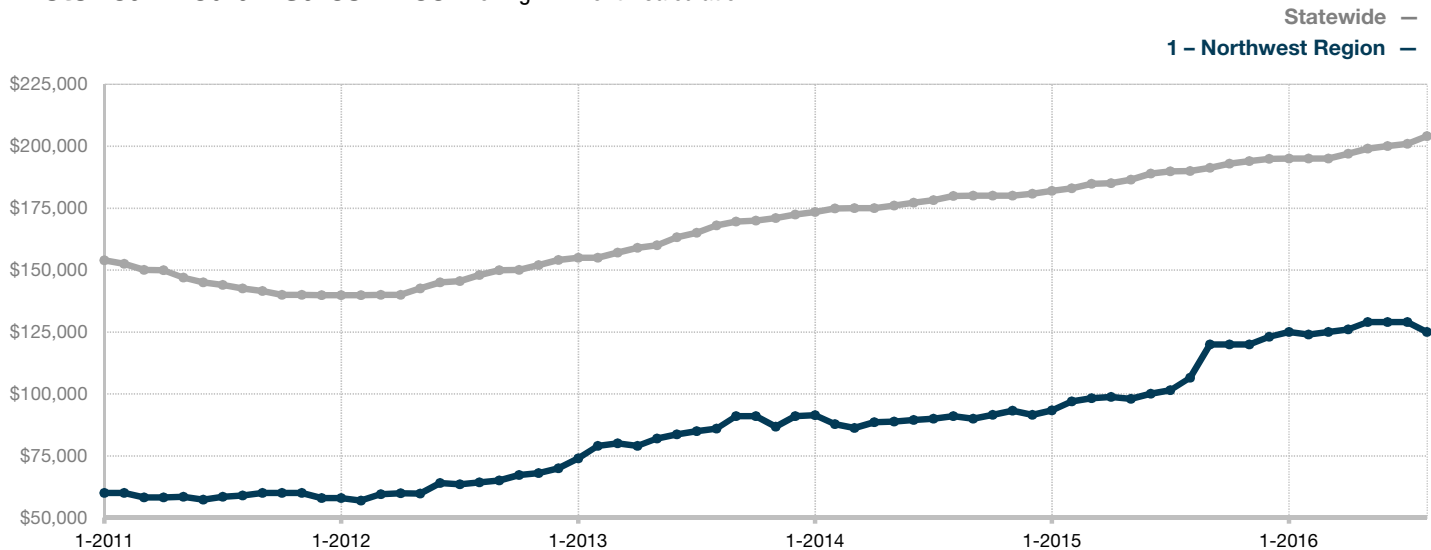
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	48	<b>74</b>	+ 54.2%	312	<b>400</b>	+ 28.2%
Closed Sales	32	<b>42</b>	+ 31.3%	169	<b>221</b>	+ 30.8%
Median Sales Price*	\$138,000	<b>\$124,500</b>	- 9.8%	\$121,680	<b>\$125,000</b>	+ 2.7%
Percent of Original List Price Received*	95.3%	<b>92.9%</b>	- 2.5%	92.7%	<b>92.1%</b>	- 0.6%
Days on Market Until Sale	126	<b>111</b>	- 11.9%	139	<b>143</b>	+ 2.9%
Months Supply of Inventory	7.4	<b>6.8</b>	- 8.1%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2016

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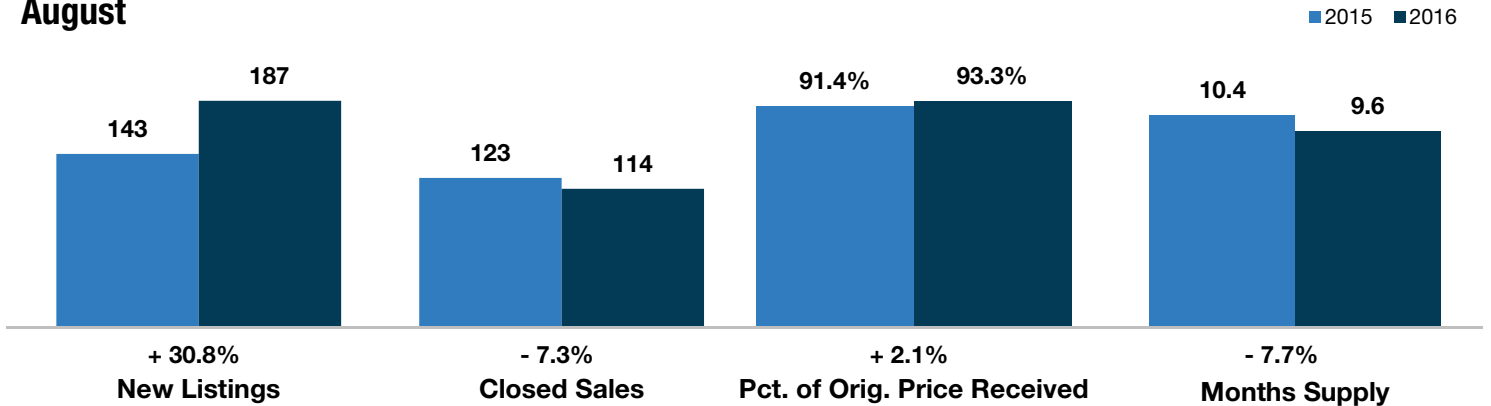


## 2 – Headwaters Region

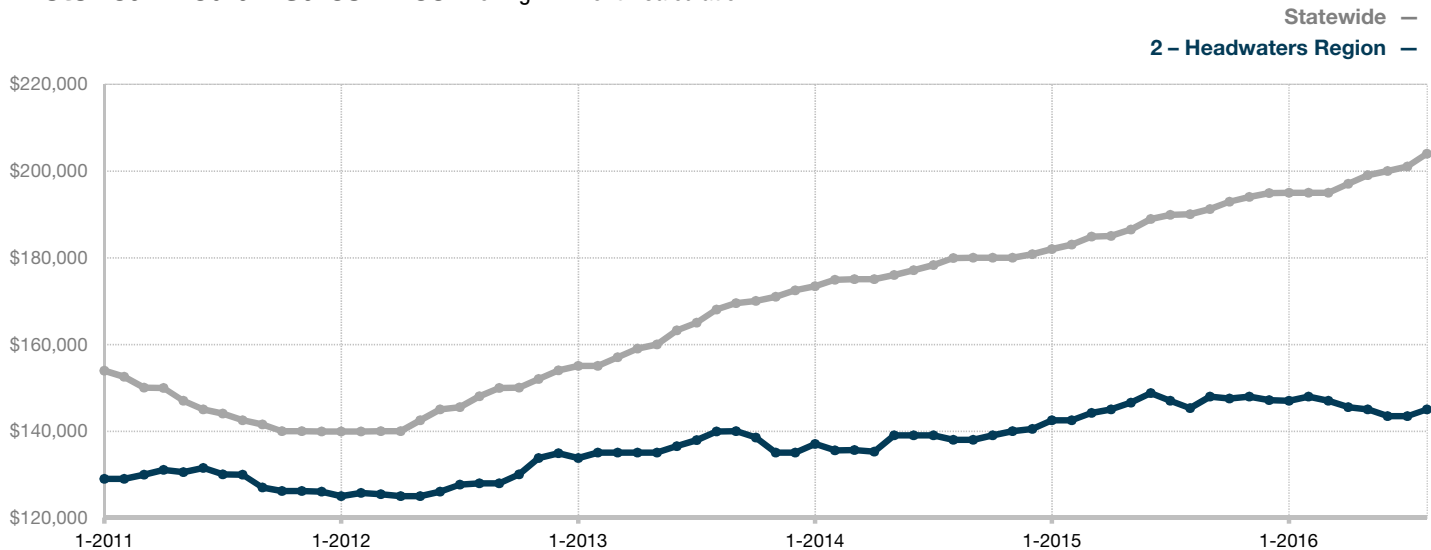
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	143	<b>187</b>	+ 30.8%	1,357	<b>1,333</b>	- 1.8%
Closed Sales	123	<b>114</b>	- 7.3%	677	<b>694</b>	+ 2.5%
Median Sales Price*	\$150,000	<b>\$165,000</b>	+ 10.0%	\$147,950	<b>\$145,000</b>	- 2.0%
Percent of Original List Price Received*	91.4%	<b>93.3%</b>	+ 2.1%	92.0%	<b>92.9%</b>	+ 1.0%
Days on Market Until Sale	142	<b>110</b>	- 22.5%	145	<b>140</b>	- 3.4%
Months Supply of Inventory	10.4	<b>9.6</b>	- 7.7%	--	--	--

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### August



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



# Local Market Update for August 2016

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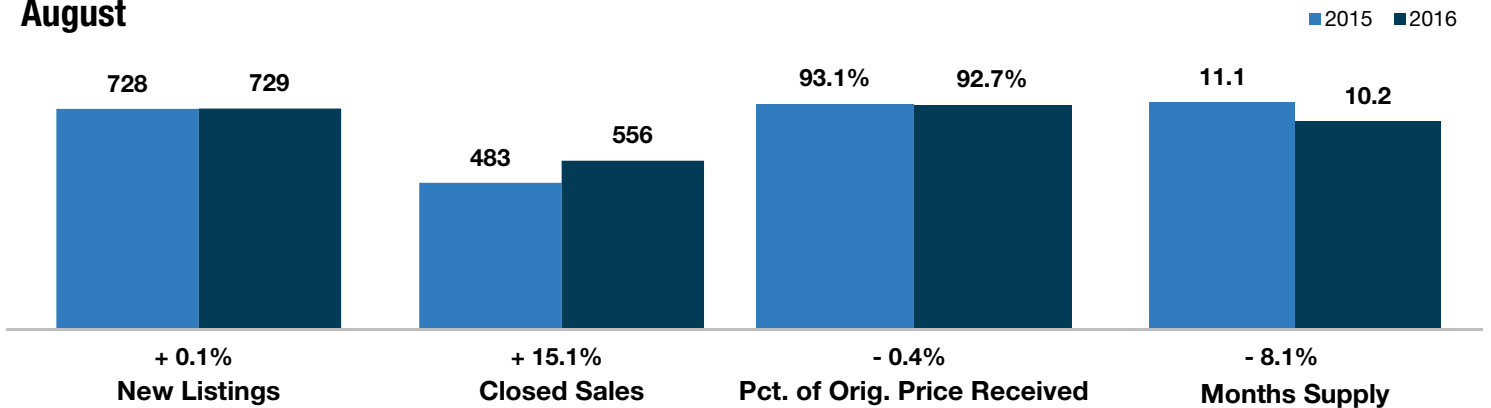


## 3 – Arrowhead Region

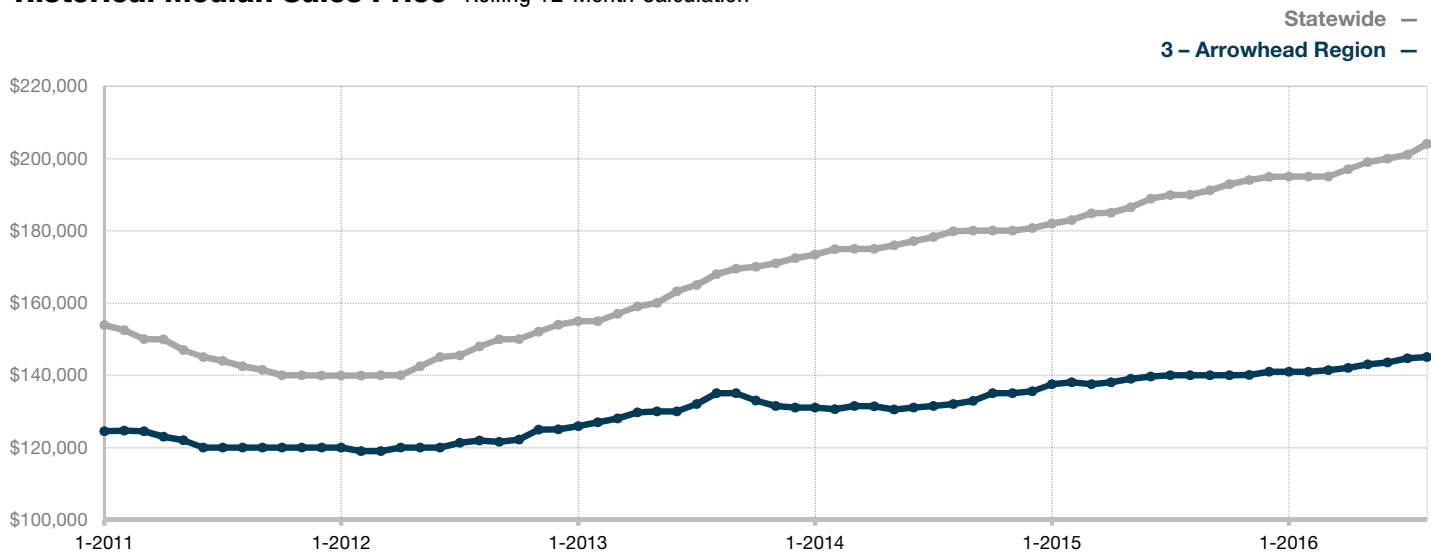
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	728	<b>729</b>	+ 0.1%	6,195	<b>6,202</b>	+ 0.1%
Closed Sales	483	<b>556</b>	+ 15.1%	2,869	<b>3,086</b>	+ 7.6%
Median Sales Price*	\$147,500	<b>\$154,950</b>	+ 5.1%	\$142,000	<b>\$147,000</b>	+ 3.5%
Percent of Original List Price Received*	93.1%	<b>92.7%</b>	- 0.4%	92.3%	<b>92.5%</b>	+ 0.2%
Days on Market Until Sale	89	<b>85</b>	- 4.5%	113	<b>106</b>	- 6.2%
Months Supply of Inventory	11.1	<b>10.2</b>	- 8.1%	--	--	--

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### August



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



# Local Market Update for August 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

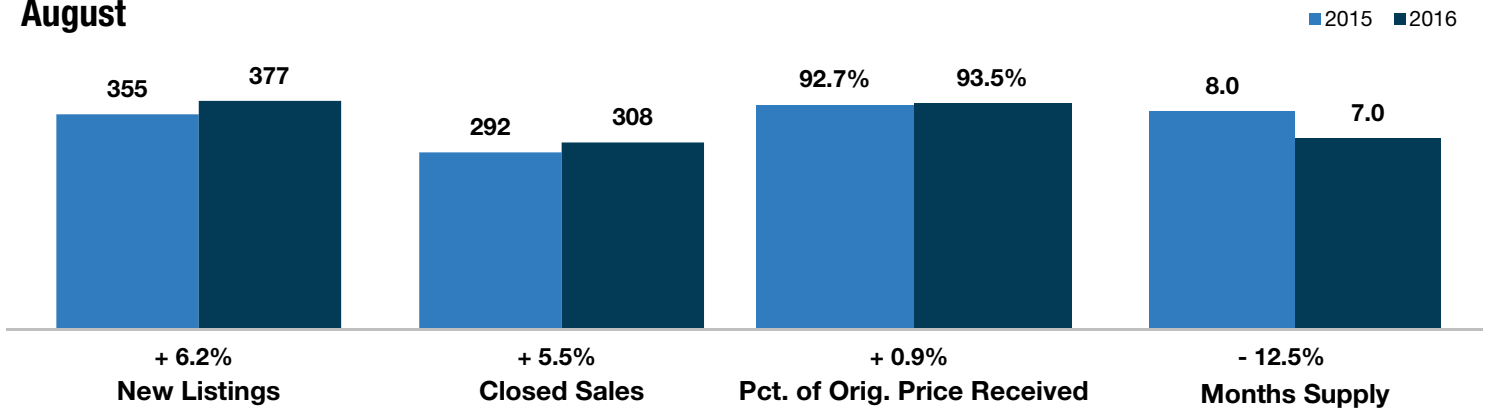


## 4 – West Central Region

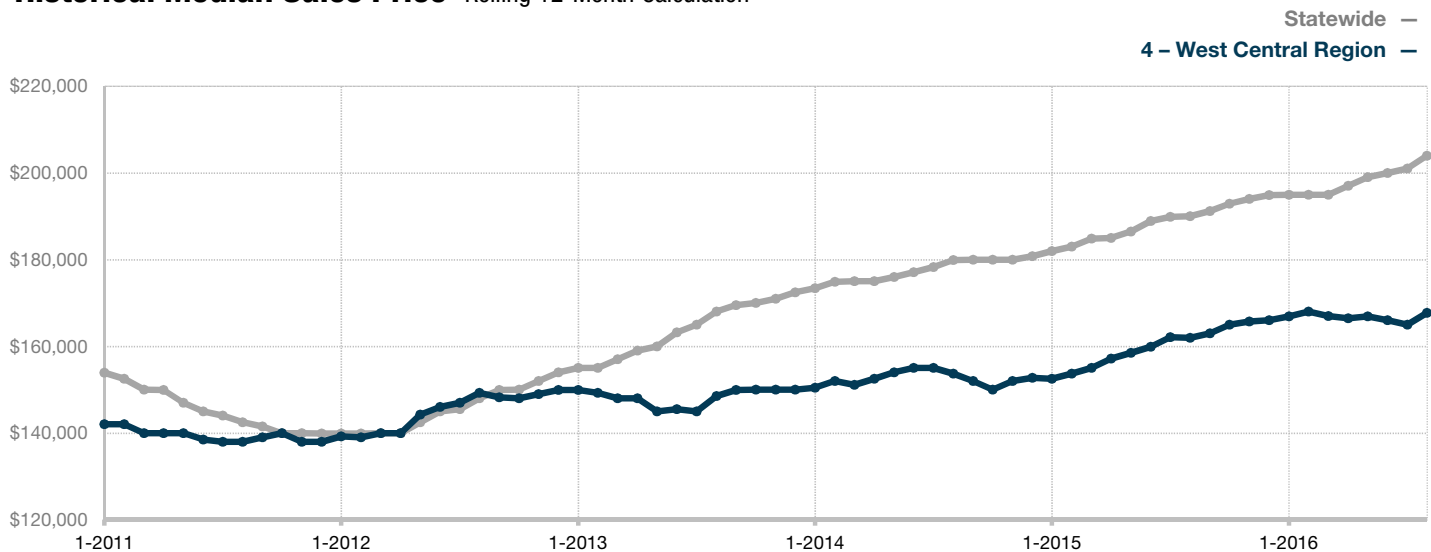
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	355	<b>377</b>	+ 6.2%	3,024	<b>2,926</b>	- 3.2%
Closed Sales	292	<b>308</b>	+ 5.5%	1,643	<b>1,644</b>	+ 0.1%
Median Sales Price*	\$164,900	<b>\$175,000</b>	+ 6.1%	\$166,000	<b>\$168,000</b>	+ 1.2%
Percent of Original List Price Received*	92.7%	<b>93.5%</b>	+ 0.9%	93.3%	<b>93.5%</b>	+ 0.2%
Days on Market Until Sale	120	<b>96</b>	- 20.0%	107	<b>99</b>	- 7.5%
Months Supply of Inventory	8.0	<b>7.0</b>	- 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.

### August



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



# Local Market Update for August 2016

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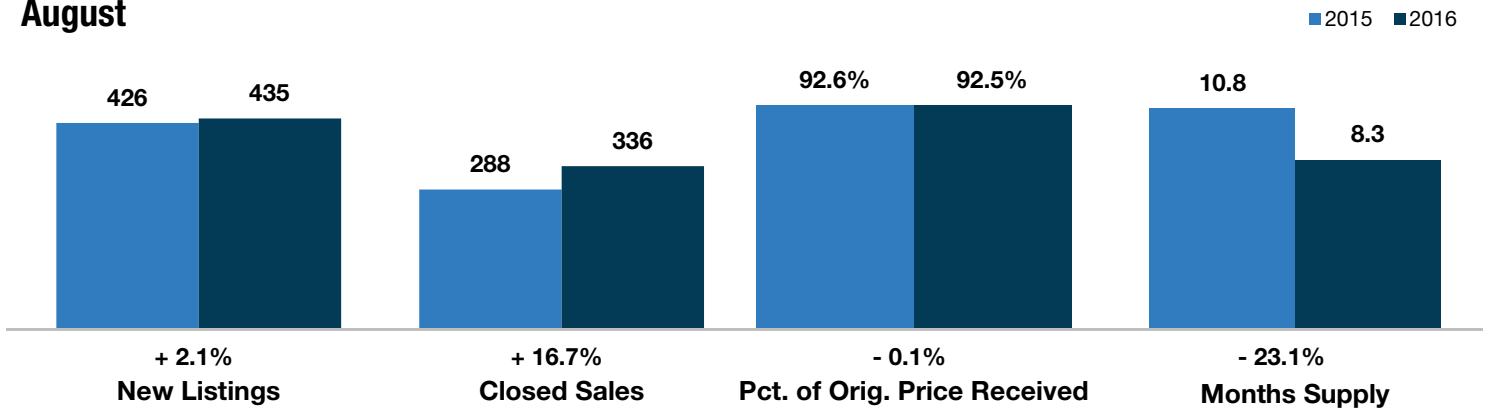


## 5 – North Central Region

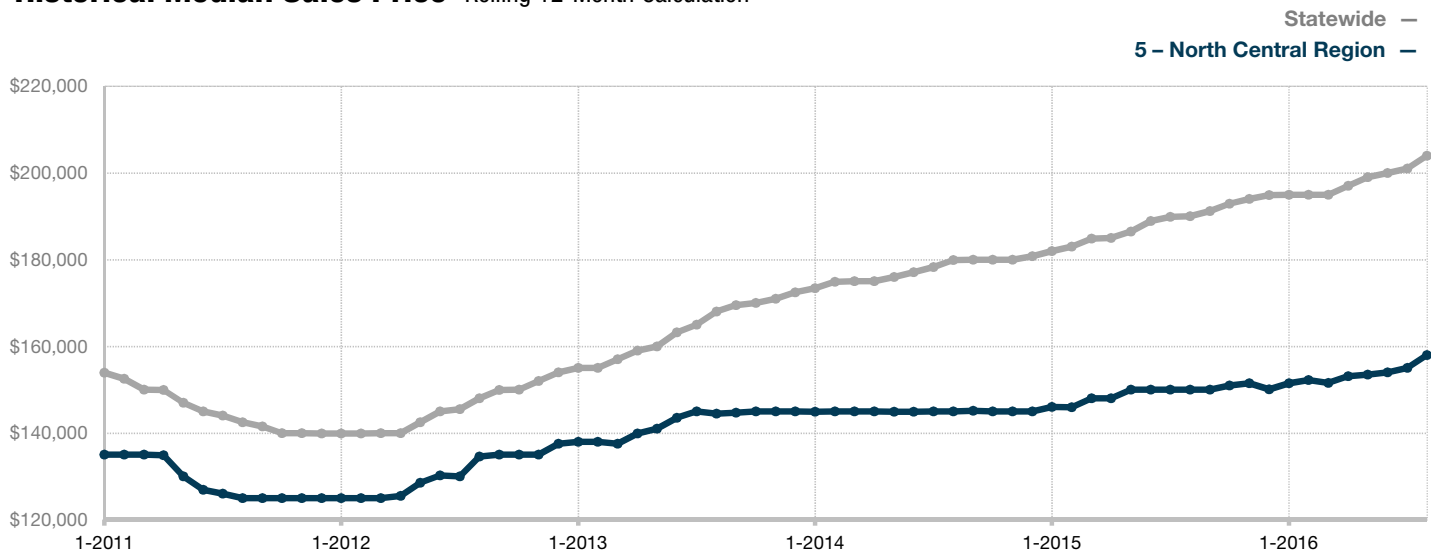
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	426	<b>435</b>	+ 2.1%	3,904	<b>3,517</b>	- 9.9%
Closed Sales	288	<b>336</b>	+ 16.7%	1,808	<b>1,915</b>	+ 5.9%
Median Sales Price*	\$156,000	<b>\$182,000</b>	+ 16.7%	\$152,000	<b>\$162,900</b>	+ 7.2%
Percent of Original List Price Received*	92.6%	<b>92.5%</b>	- 0.1%	92.3%	<b>92.7%</b>	+ 0.4%
Days on Market Until Sale	92	<b>97</b>	+ 5.4%	113	<b>110</b>	- 2.7%
Months Supply of Inventory	10.8	<b>8.3</b>	- 23.1%	--	--	--

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### August



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



# Local Market Update for August 2016

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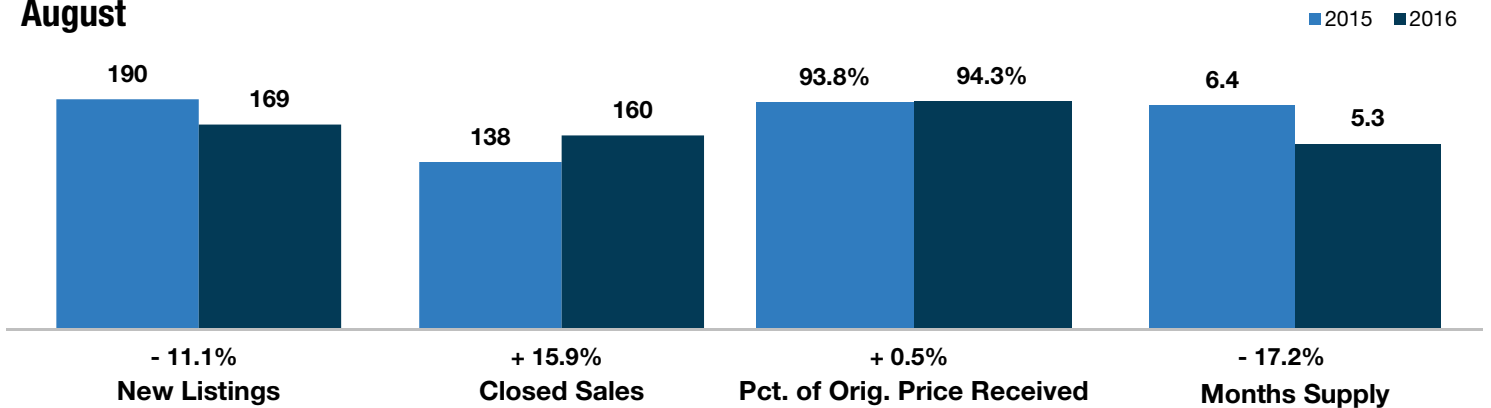


## 6E – Southwest Central Region

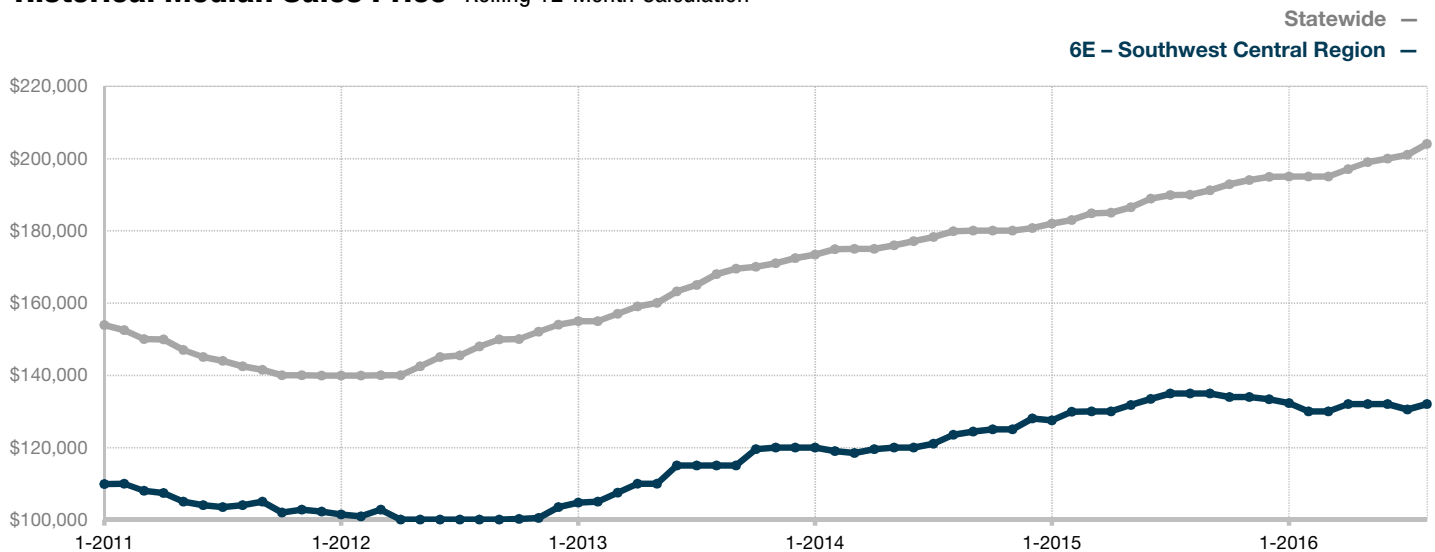
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	190	169	- 11.1%	1,680	1,621	- 3.5%
Closed Sales	138	160	+ 15.9%	1,082	1,120	+ 3.5%
Median Sales Price*	\$139,000	\$140,450	+ 1.0%	\$135,000	\$134,900	- 0.1%
Percent of Original List Price Received*	93.8%	94.3%	+ 0.5%	93.7%	94.5%	+ 0.9%
Days on Market Until Sale	82	86	+ 4.9%	92	88	- 4.3%
Months Supply of Inventory	6.4	5.3	- 17.2%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2016

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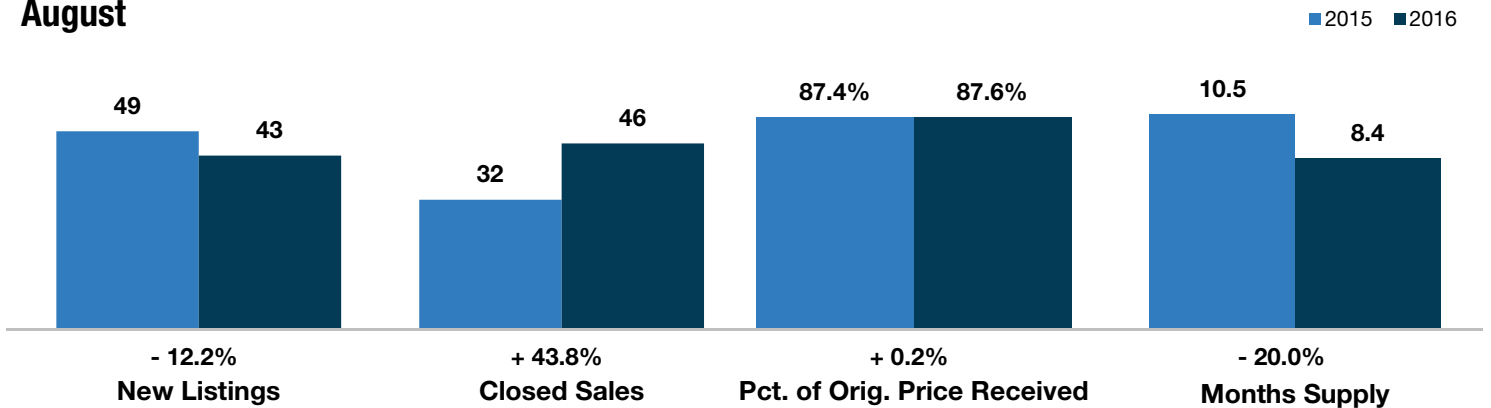


## 6W – Upper Minnesota Valley Region

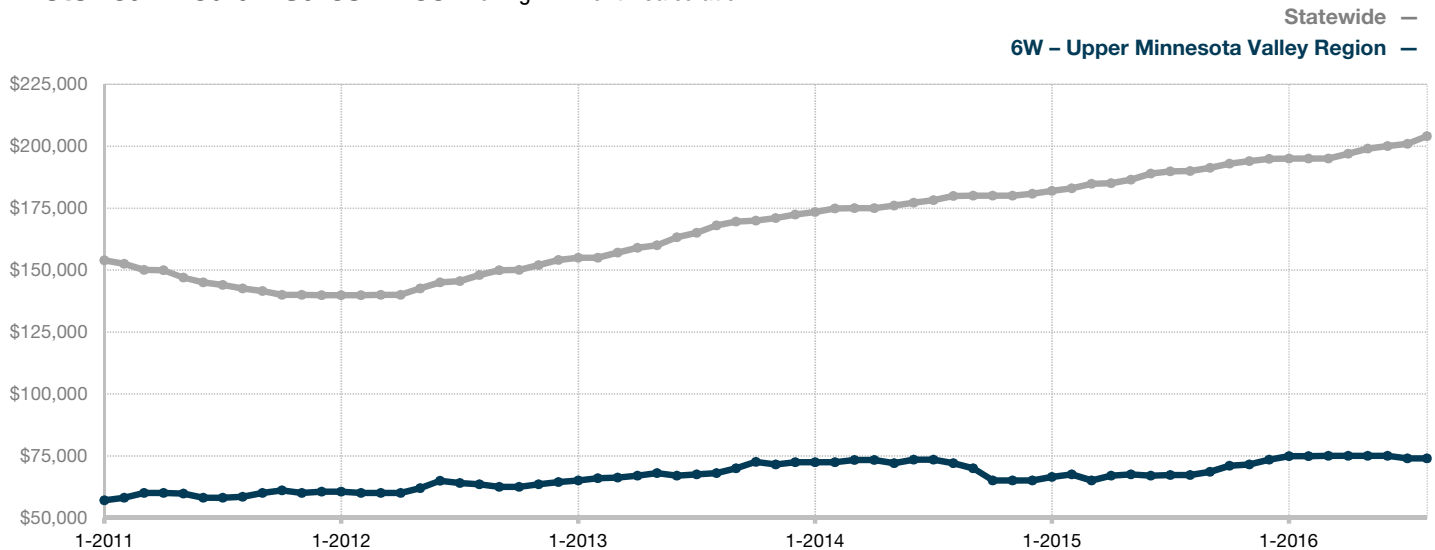
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	49	43	- 12.2%	408	409	+ 0.2%
Closed Sales	32	46	+ 43.8%	254	286	+ 12.6%
Median Sales Price*	\$68,400	\$65,750	- 3.9%	\$69,000	\$72,250	+ 4.7%
Percent of Original List Price Received*	87.4%	87.6%	+ 0.2%	86.5%	87.1%	+ 0.7%
Days on Market Until Sale	107	117	+ 9.3%	163	142	- 12.9%
Months Supply of Inventory	10.5	8.4	- 20.0%	--	--	--

\* 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.

### August



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





# Local Market Update for August 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

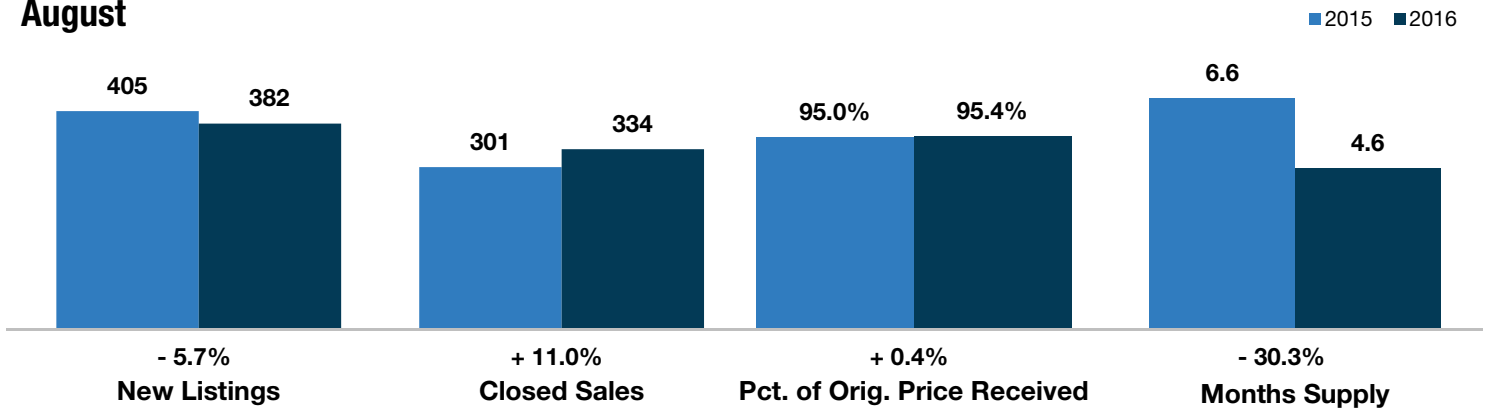


## 7E – East Central Region

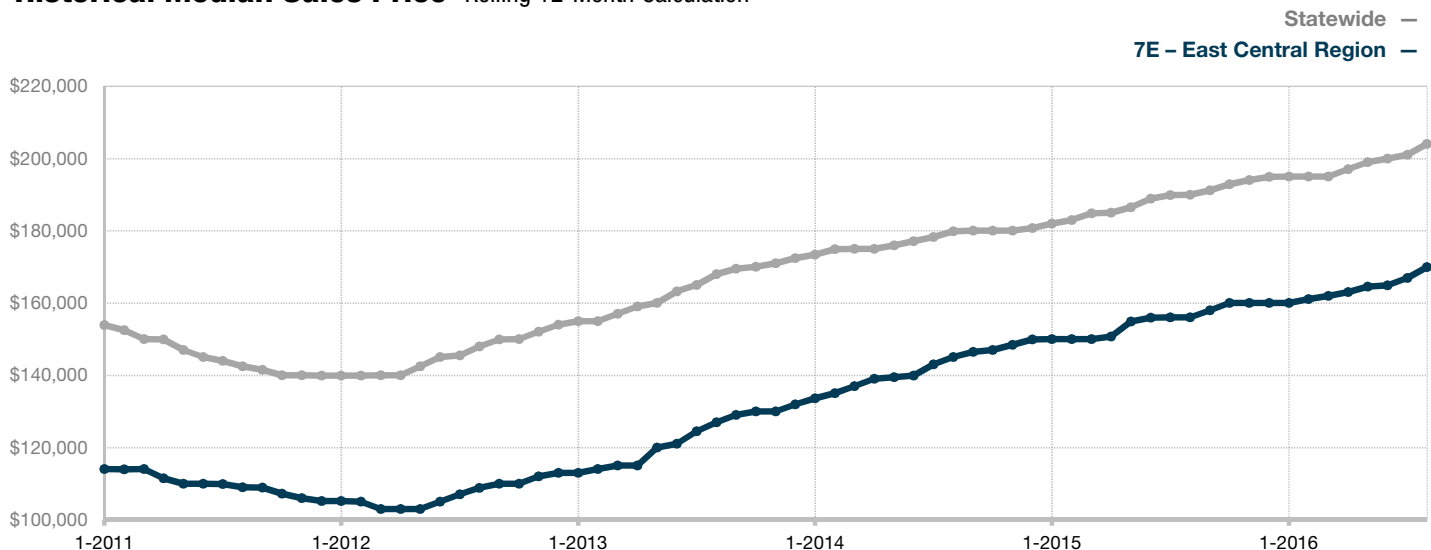
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	405	382	- 5.7%	3,378	3,236	- 4.2%
Closed Sales	301	334	+ 11.0%	1,821	2,024	+ 11.1%
Median Sales Price*	\$161,500	\$175,950	+ 8.9%	\$160,000	\$172,950	+ 8.1%
Percent of Original List Price Received*	95.0%	95.4%	+ 0.4%	95.4%	95.6%	+ 0.2%
Days on Market Until Sale	68	57	- 16.2%	70	65	- 7.1%
Months Supply of Inventory	6.6	4.6	- 30.3%	--	--	--

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### August



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



# Local Market Update for August 2016

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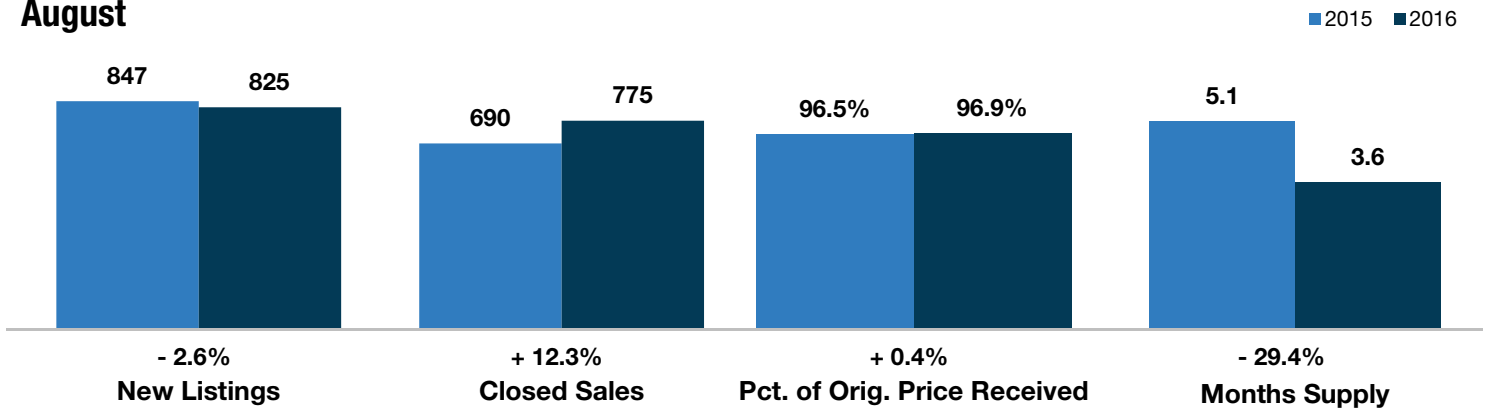


## 7W – Central Region

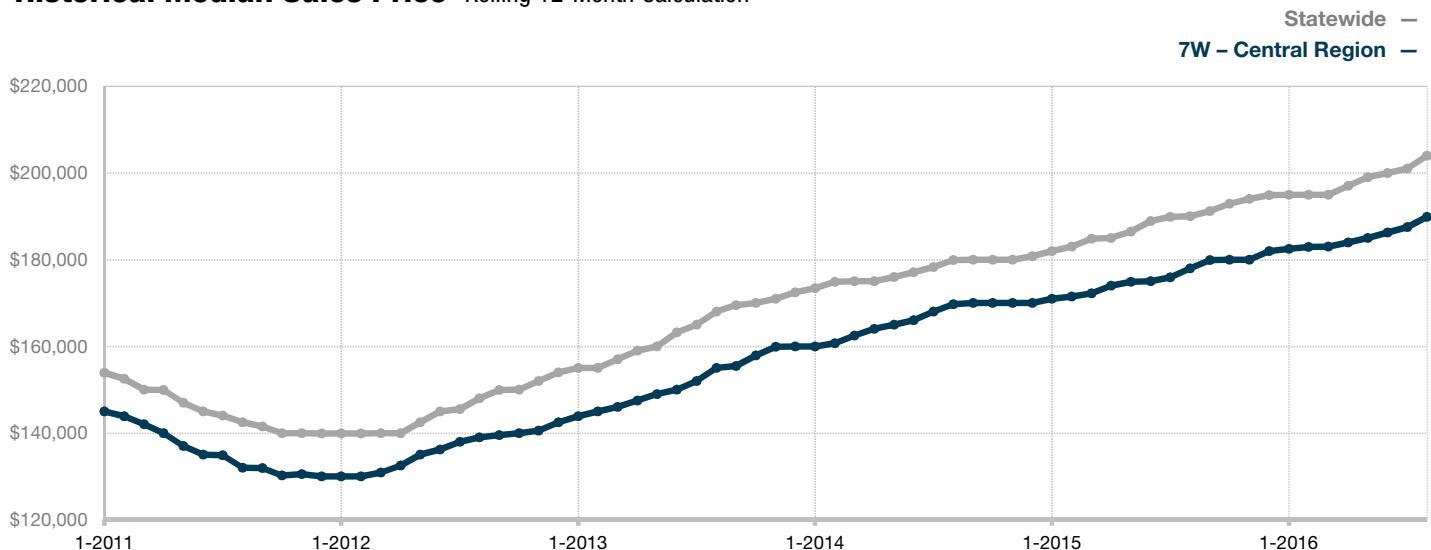
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	847	<b>825</b>	- 2.6%	7,423	<b>7,069</b>	- 4.8%
Closed Sales	690	<b>775</b>	+ 12.3%	4,539	<b>4,836</b>	+ 6.5%
Median Sales Price*	\$186,000	<b>\$200,050</b>	+ 7.6%	\$182,000	<b>\$193,000</b>	+ 6.0%
Percent of Original List Price Received*	96.5%	<b>96.9%</b>	+ 0.4%	96.0%	<b>96.7%</b>	+ 0.7%
Days on Market Until Sale	64	<b>52</b>	- 18.8%	72	<b>60</b>	- 16.7%
Months Supply of Inventory	5.1	<b>3.6</b>	- 29.4%	--	--	--

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### August



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



# Local Market Update for August 2016

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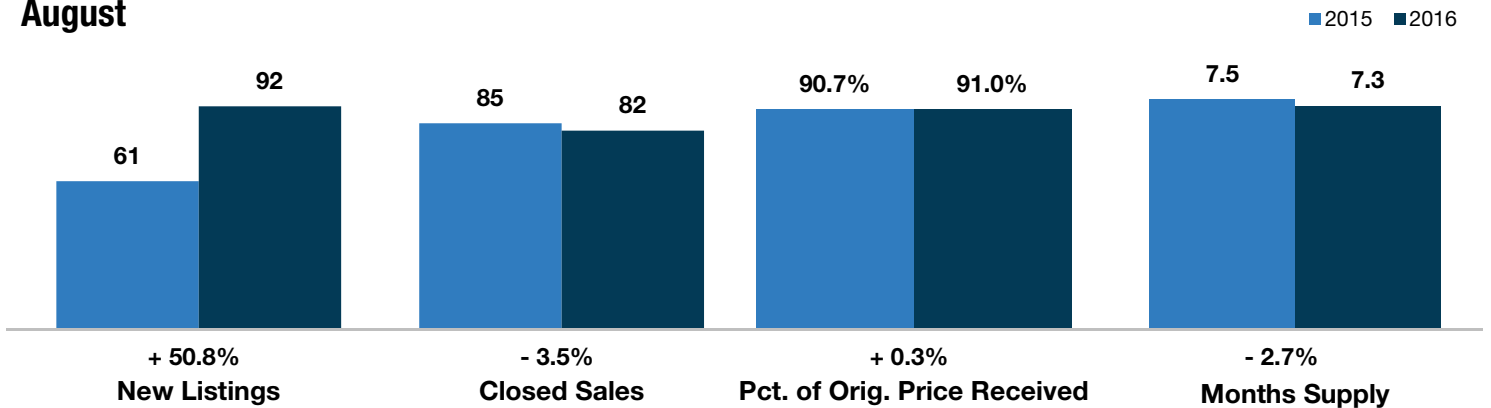


## 8 – Southwest Region

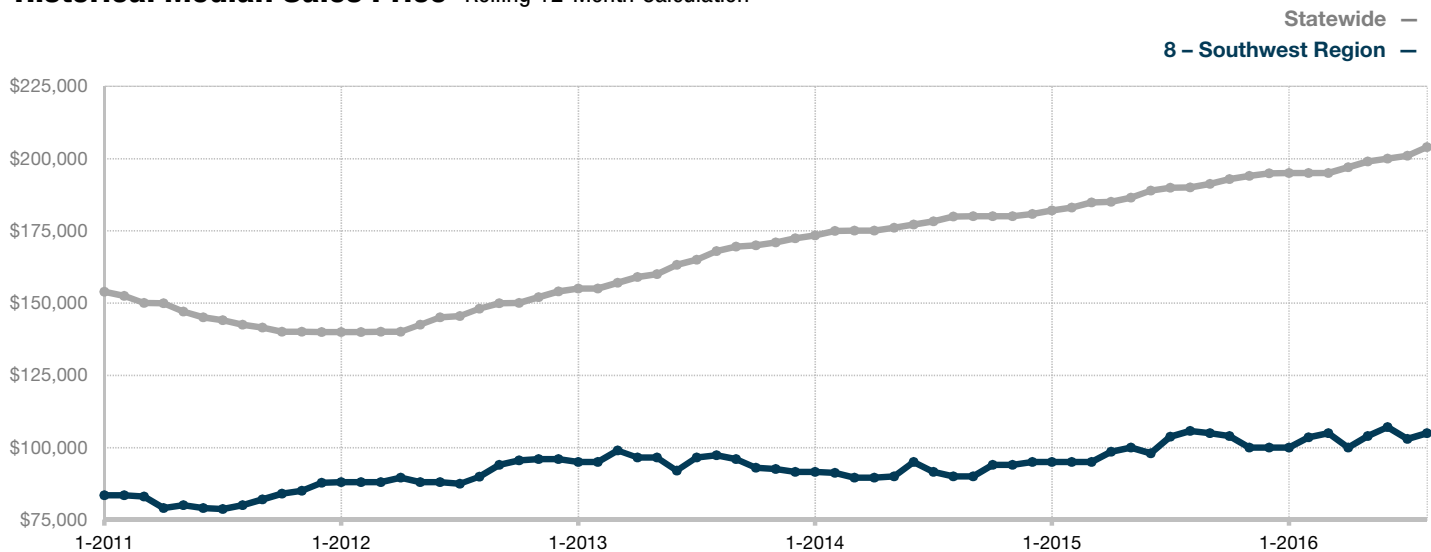
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	61	<b>92</b>	+ 50.8%	611	<b>722</b>	+ 18.2%
Closed Sales	85	<b>82</b>	- 3.5%	443	<b>494</b>	+ 11.5%
Median Sales Price*	\$108,500	<b>\$121,250</b>	+ 11.8%	\$106,000	<b>\$110,000</b>	+ 3.8%
Percent of Original List Price Received*	90.7%	<b>91.0%</b>	+ 0.3%	90.3%	<b>91.2%</b>	+ 1.0%
Days on Market Until Sale	120	<b>113</b>	- 5.8%	126	<b>116</b>	- 7.9%
Months Supply of Inventory	7.5	<b>7.3</b>	- 2.7%	--	--	--

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### August



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



# Local Market Update for August 2016

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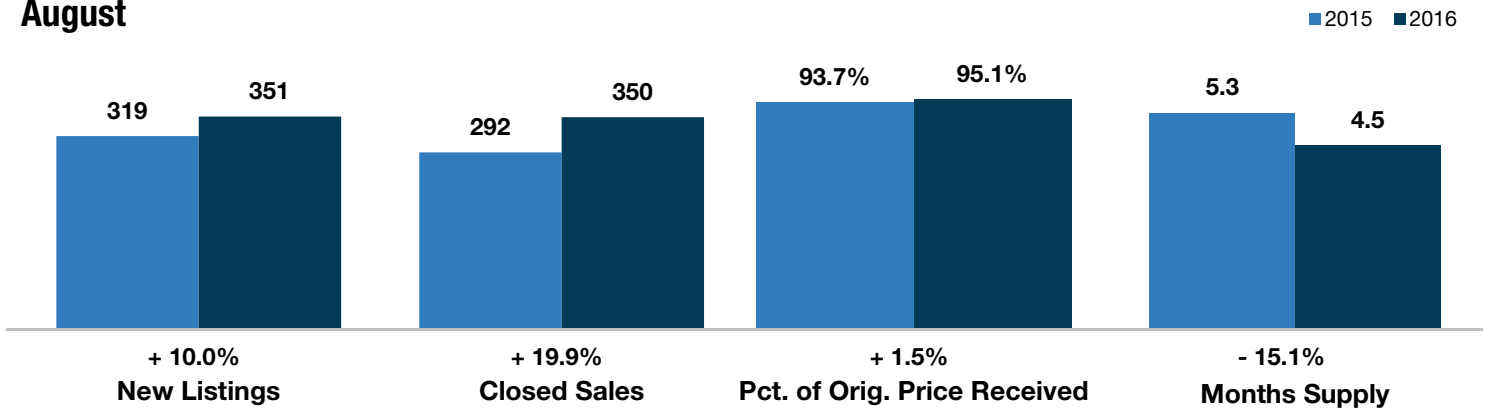


## 9 – South Central Region

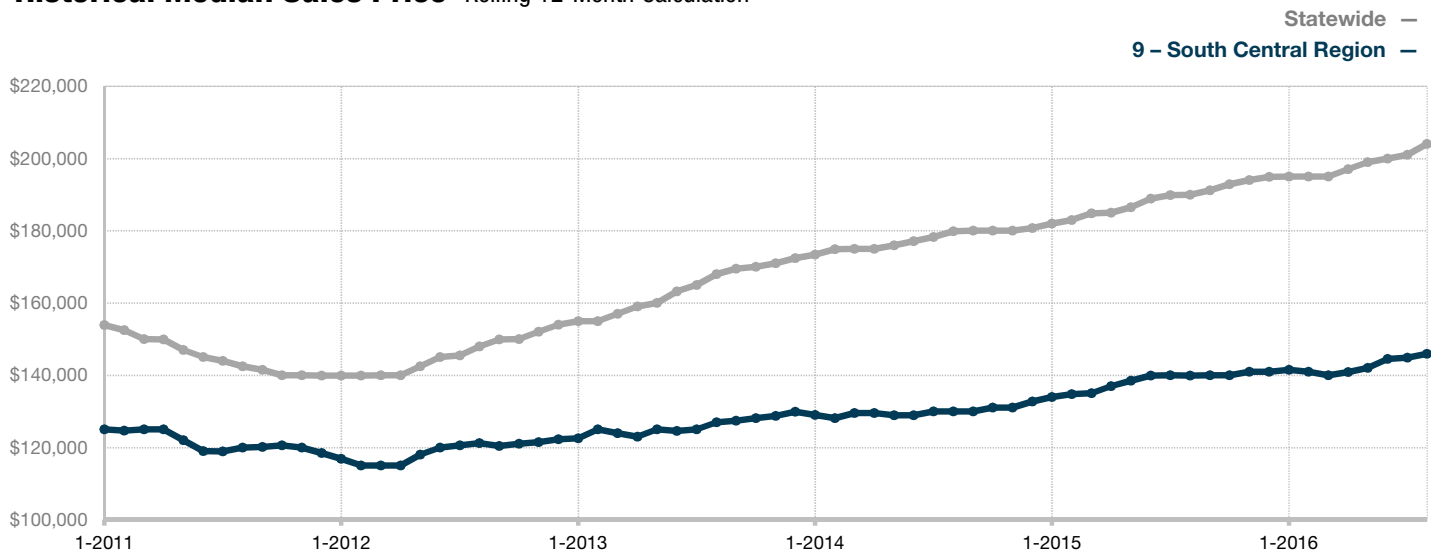
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	319	<b>351</b>	+ 10.0%	2,743	<b>2,760</b>	+ 0.6%
Closed Sales	292	<b>350</b>	+ 19.9%	1,901	<b>2,013</b>	+ 5.9%
Median Sales Price*	\$138,000	<b>\$155,000</b>	+ 12.3%	\$142,000	<b>\$148,000</b>	+ 4.2%
Percent of Original List Price Received*	93.7%	<b>95.1%</b>	+ 1.5%	93.6%	<b>94.3%</b>	+ 0.7%
Days on Market Until Sale	110	<b>103</b>	- 6.4%	121	<b>115</b>	- 5.0%
Months Supply of Inventory	5.3	<b>4.5</b>	- 15.1%	--	--	--

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### August



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



# Local Market Update for August 2016

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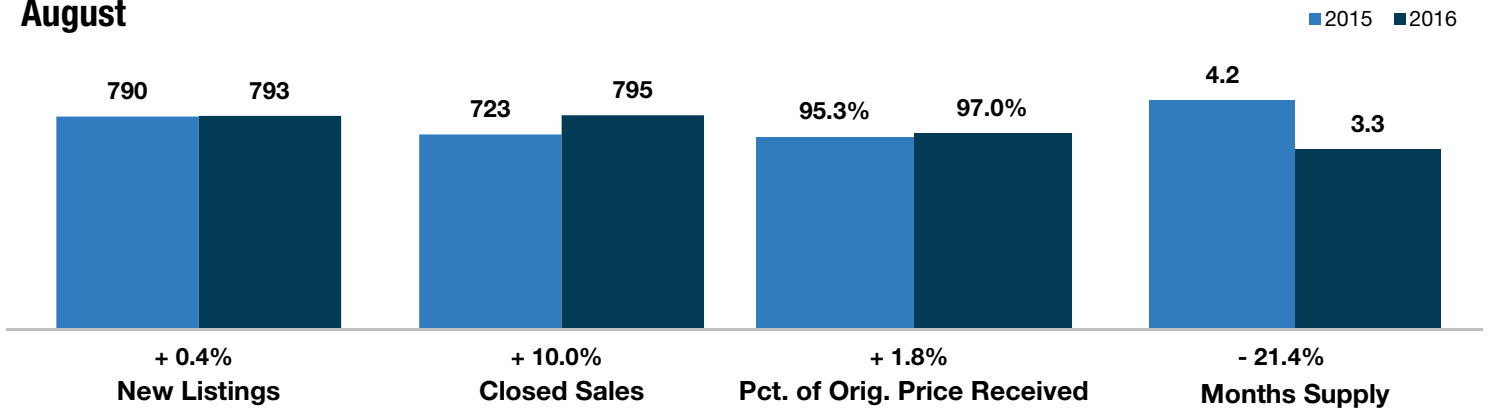


## 10 – Southeast Region

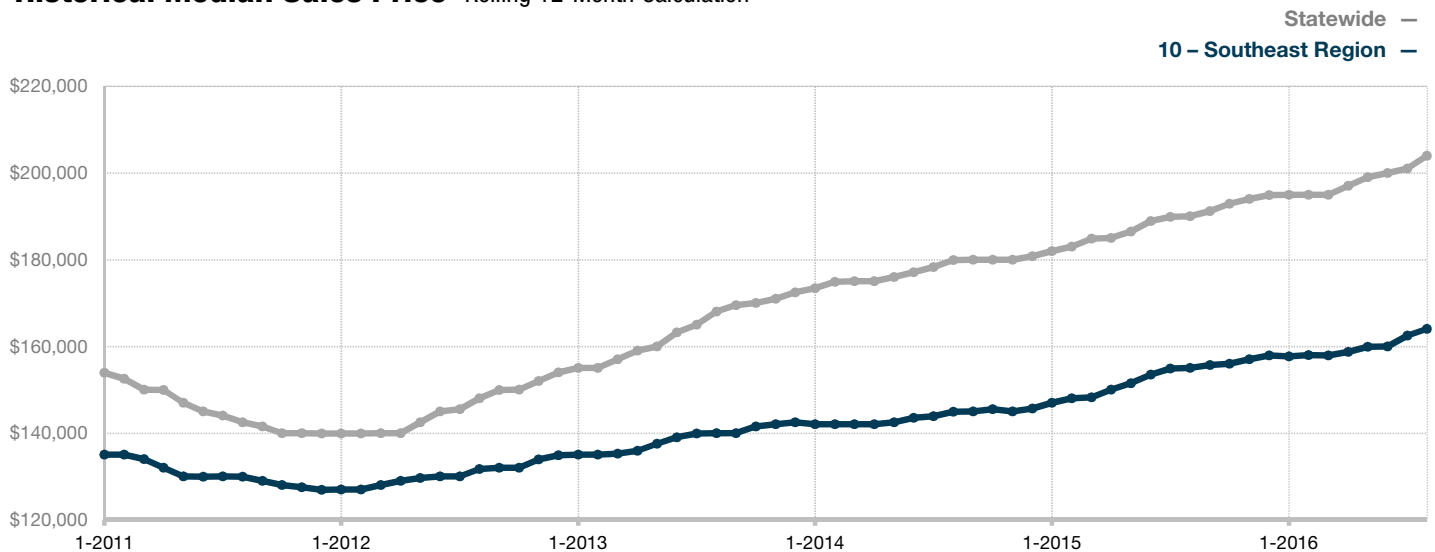
Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	790	<b>793</b>	+ 0.4%	6,656	<b>6,412</b>	- 3.7%
Closed Sales	723	<b>795</b>	+ 10.0%	5,162	<b>5,029</b>	- 2.6%
Median Sales Price*	\$164,349	<b>\$171,000</b>	+ 4.0%	\$159,500	<b>\$167,500</b>	+ 5.0%
Percent of Original List Price Received*	95.3%	<b>97.0%</b>	+ 1.8%	95.3%	<b>96.4%</b>	+ 1.2%
Days on Market Until Sale	77	<b>59</b>	- 23.4%	84	<b>71</b>	- 15.5%
Months Supply of Inventory	4.2	<b>3.3</b>	- 21.4%	--	--	--

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### August



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



# Local Market Update for August 2016

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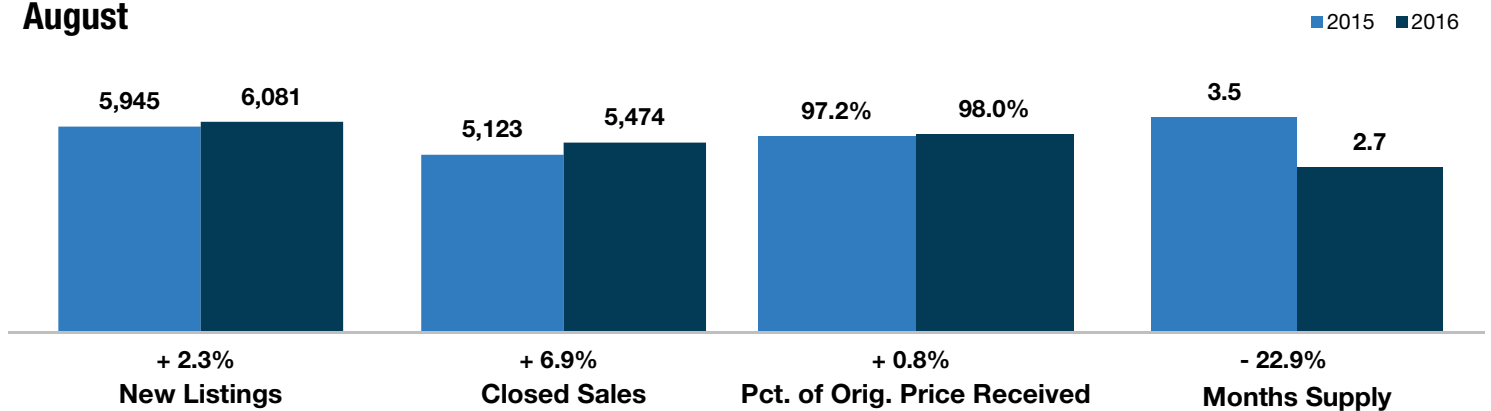


## 11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
New Listings	5,945	<b>6,081</b>	+ 2.3%	50,373	<b>50,072</b>	- 0.6%
Closed Sales	5,123	<b>5,474</b>	+ 6.9%	33,838	<b>35,250</b>	+ 4.2%
Median Sales Price*	\$229,000	<b>\$242,500</b>	+ 5.9%	\$225,000	<b>\$238,000</b>	+ 5.8%
Percent of Original List Price Received*	97.2%	<b>98.0%</b>	+ 0.8%	96.9%	<b>97.8%</b>	+ 0.9%
Days on Market Until Sale	46	<b>40</b>	- 13.0%	53	<b>46</b>	- 13.2%
Months Supply of Inventory	3.5	<b>2.7</b>	- 22.9%	--	--	--

\* 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.

### August



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

