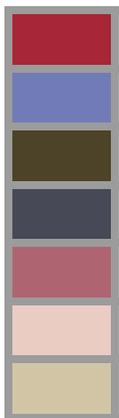
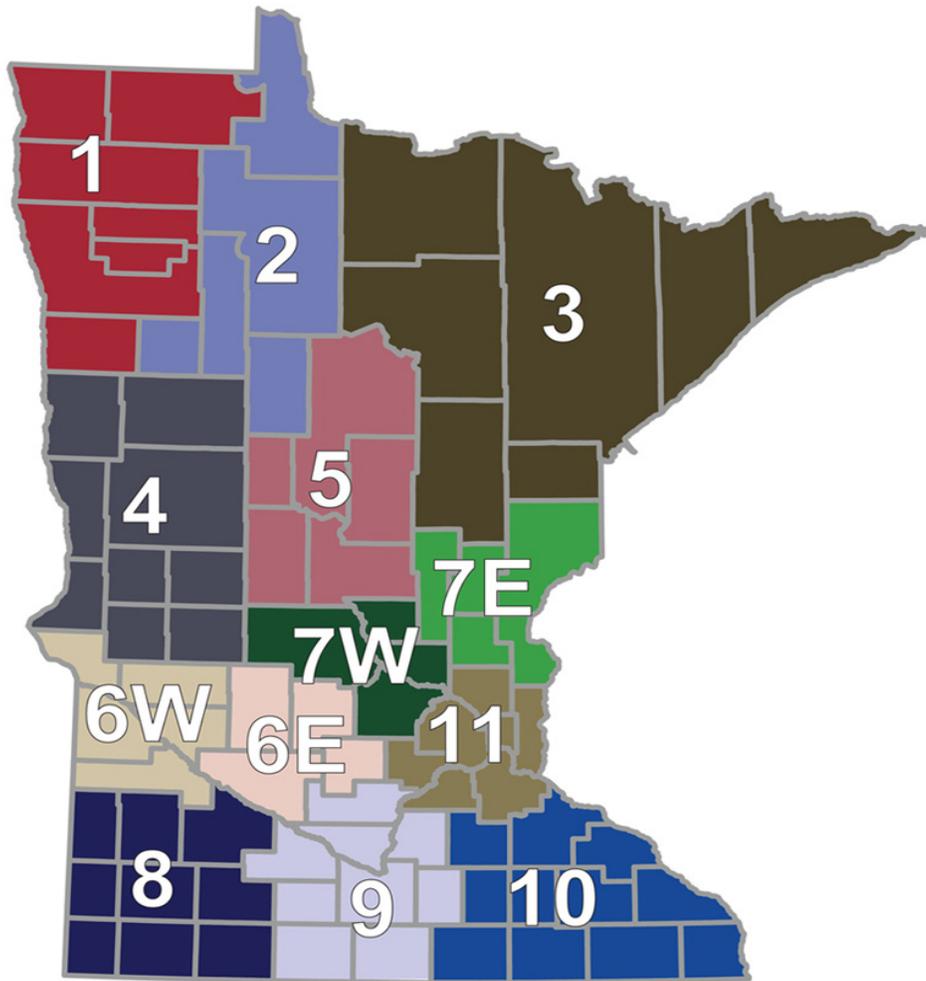
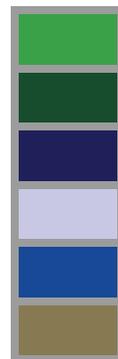


# Minnesota Regional Development Organizations



- 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 January 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

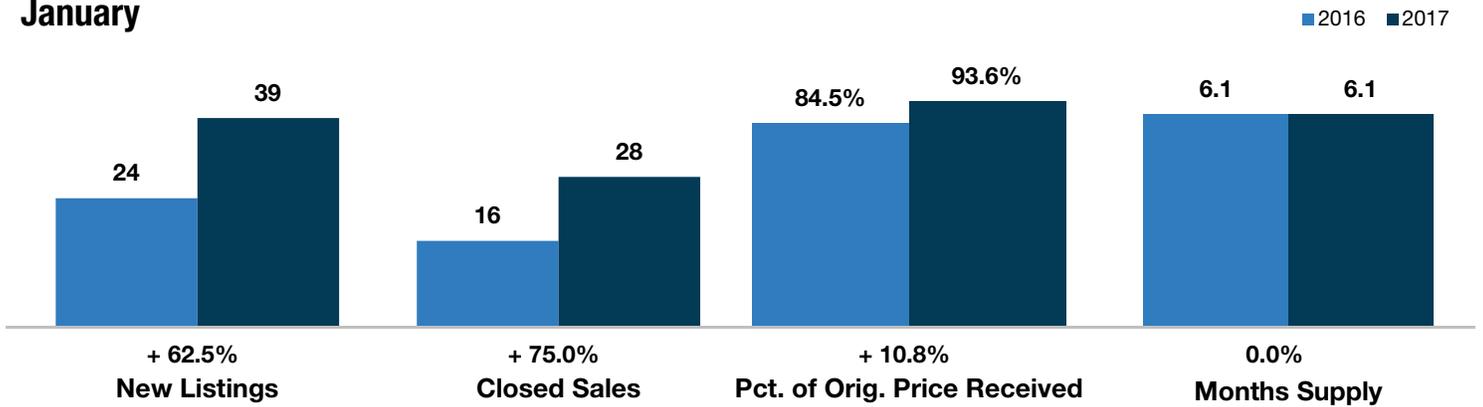


## 1 – Northwest Region

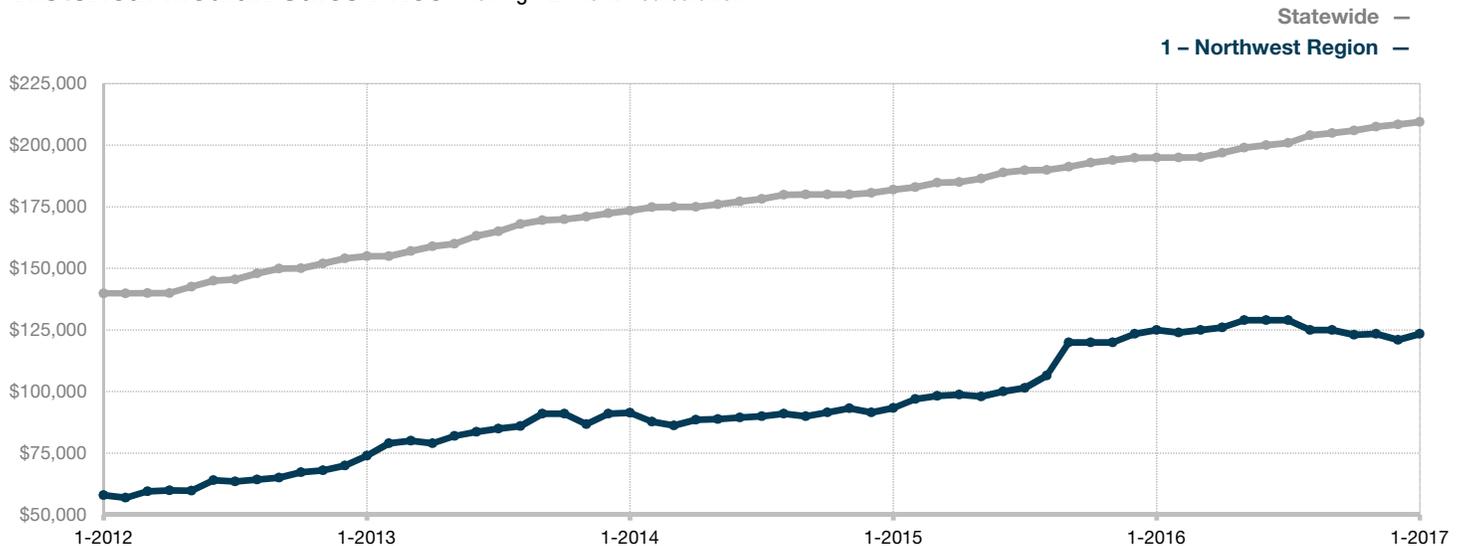
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	24	<b>39</b>	+ 62.5%	24	<b>39</b>	+ 62.5%
Closed Sales	16	<b>28</b>	+ 75.0%	16	<b>28</b>	+ 75.0%
Median Sales Price*	\$116,750	<b>\$127,500</b>	+ 9.2%	\$116,750	<b>\$127,500</b>	+ 9.2%
Percent of Original List Price Received*	84.5%	<b>93.6%</b>	+ 10.8%	84.5%	<b>93.6%</b>	+ 10.8%
Days on Market Until Sale	176	<b>130</b>	- 26.1%	176	<b>130</b>	- 26.1%
Months Supply of Inventory	6.1	<b>6.1</b>	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.

### January



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



# Local Market Update for January 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

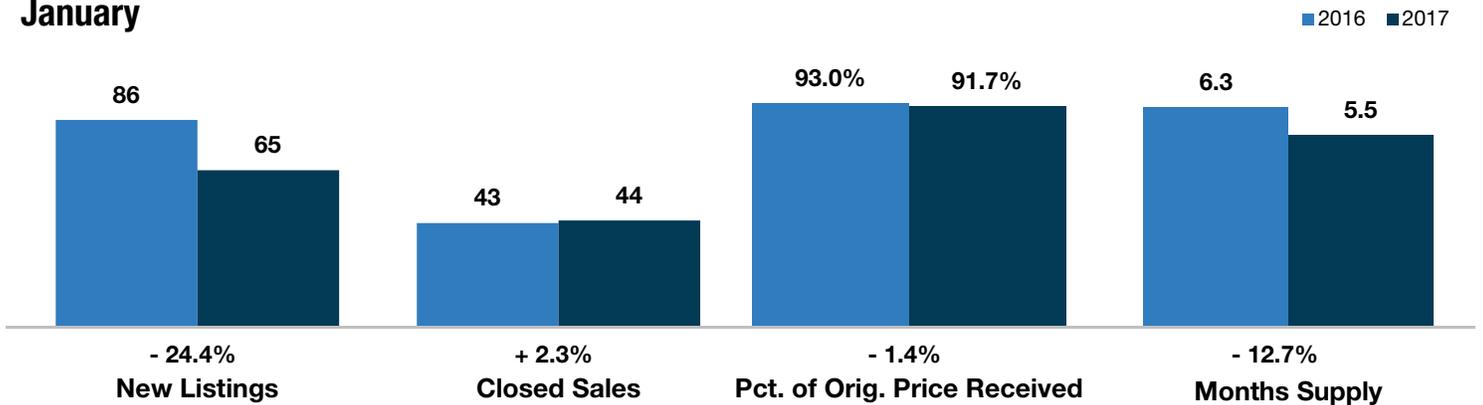


## 2 – Headwaters Region

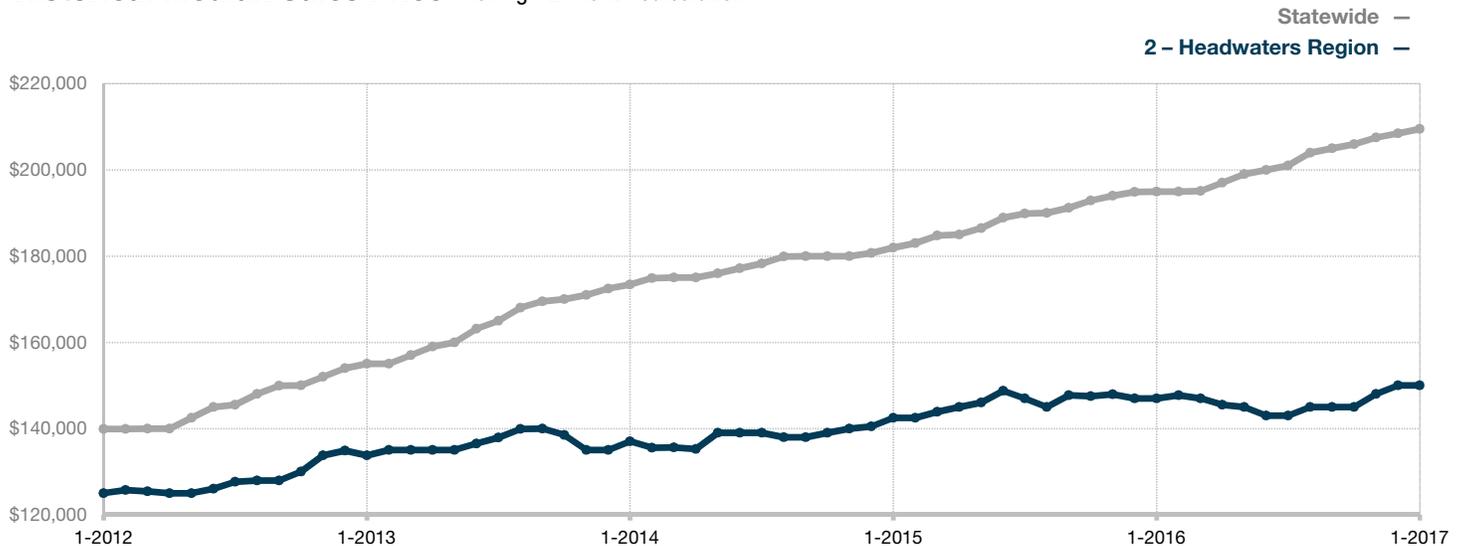
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	86	65	- 24.4%	86	65	- 24.4%
Closed Sales	43	44	+ 2.3%	43	44	+ 2.3%
Median Sales Price*	\$130,000	<b>\$143,250</b>	+ 10.2%	\$130,000	<b>\$143,250</b>	+ 10.2%
Percent of Original List Price Received*	93.0%	<b>91.7%</b>	- 1.4%	93.0%	<b>91.7%</b>	- 1.4%
Days on Market Until Sale	149	<b>142</b>	- 4.7%	149	<b>142</b>	- 4.7%
Months Supply of Inventory	6.3	<b>5.5</b>	- 12.7%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

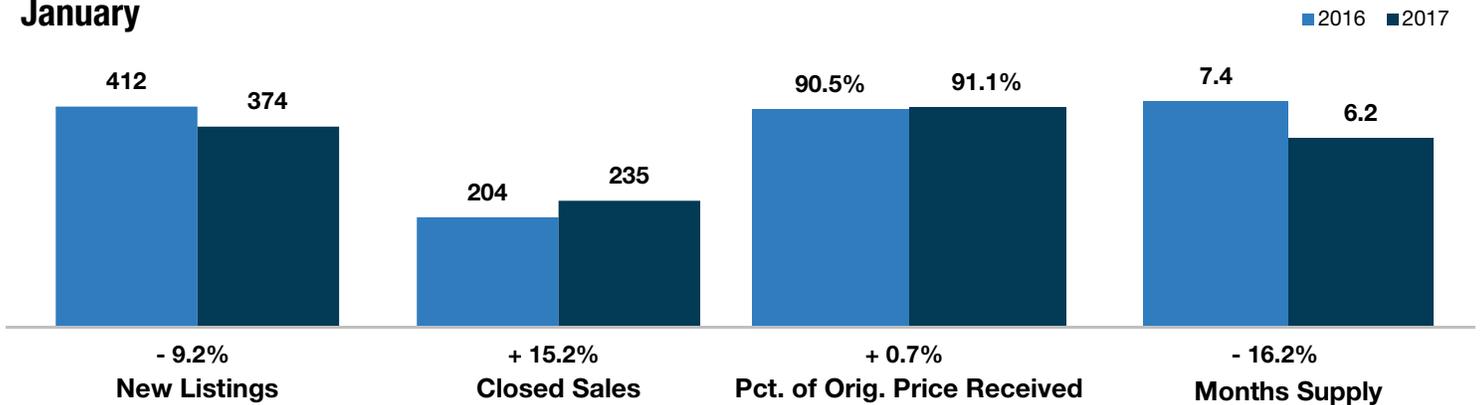


## 3 – Arrowhead Region

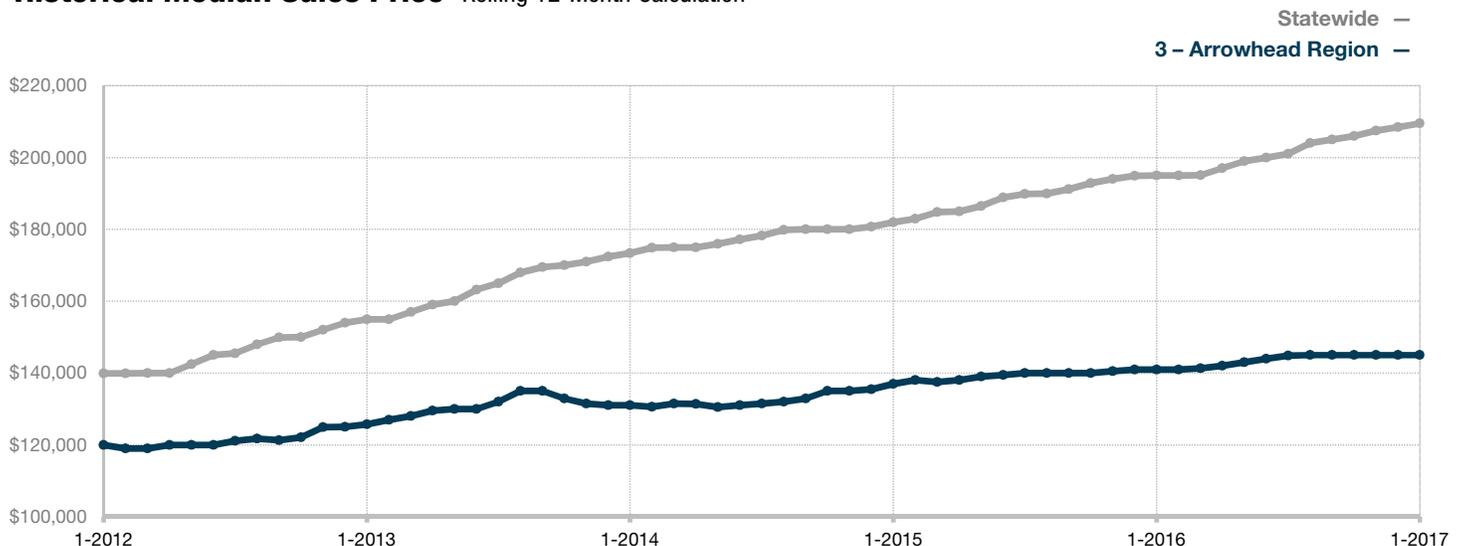
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	412	374	- 9.2%	412	374	- 9.2%
Closed Sales	204	235	+ 15.2%	204	235	+ 15.2%
Median Sales Price*	\$134,000	\$145,000	+ 8.2%	\$134,000	\$145,000	+ 8.2%
Percent of Original List Price Received*	90.5%	91.1%	+ 0.7%	90.5%	91.1%	+ 0.7%
Days on Market Until Sale	118	121	+ 2.5%	118	121	+ 2.5%
Months Supply of Inventory	7.4	6.2	- 16.2%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

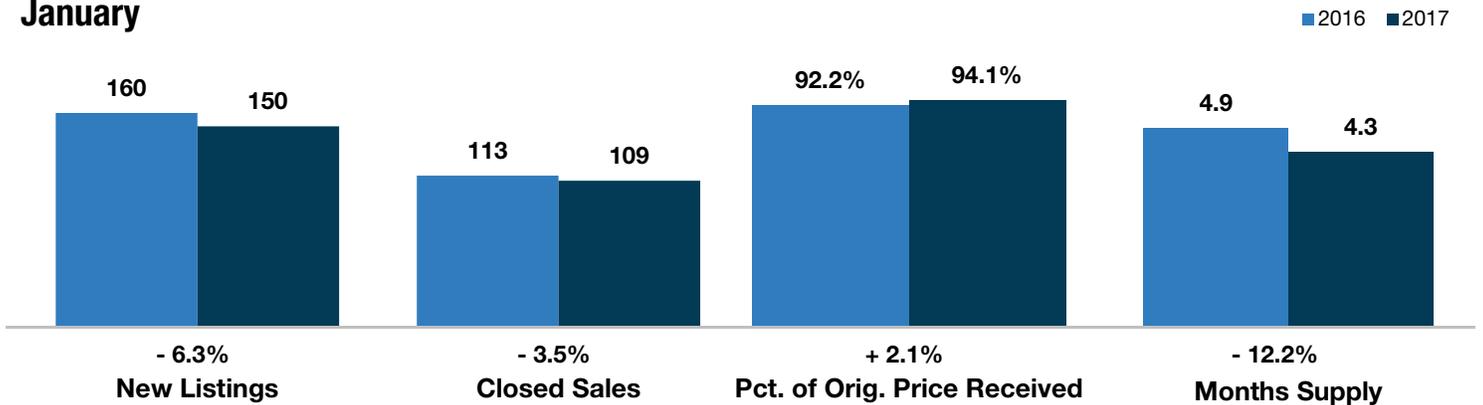


## 4 – West Central Region

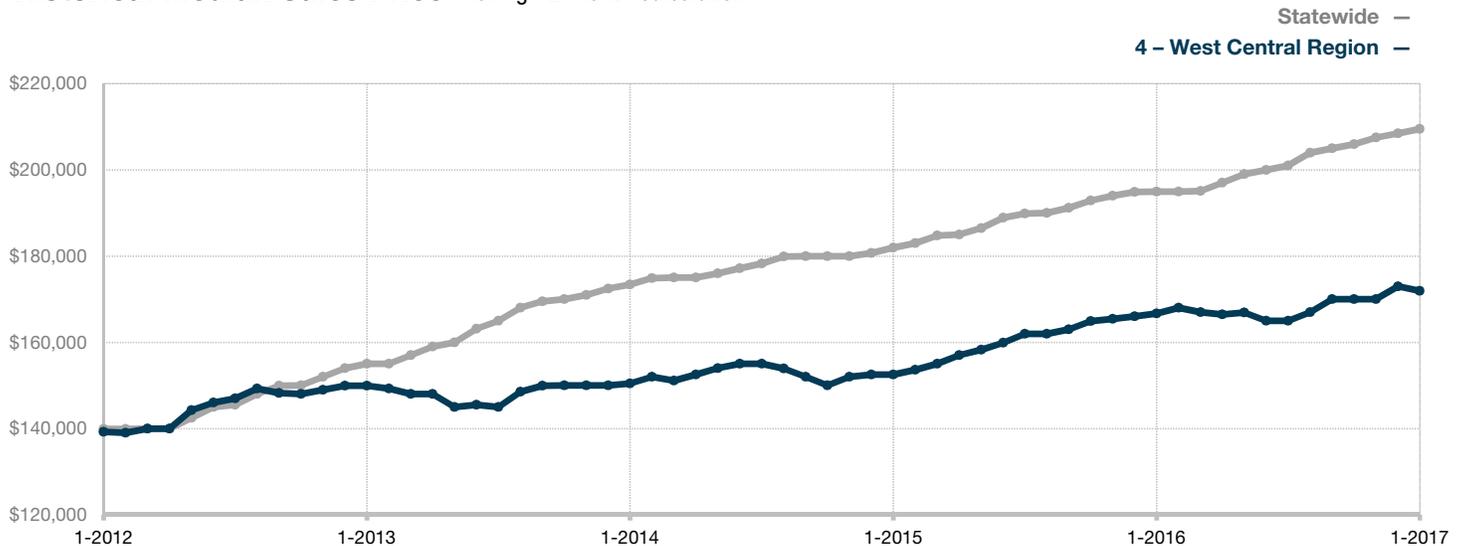
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	160	150	- 6.3%	160	150	- 6.3%
Closed Sales	113	109	- 3.5%	113	109	- 3.5%
Median Sales Price*	\$175,000	\$165,000	- 5.7%	\$175,000	\$165,000	- 5.7%
Percent of Original List Price Received*	92.2%	94.1%	+ 2.1%	92.2%	94.1%	+ 2.1%
Days on Market Until Sale	105	85	- 19.0%	105	85	- 19.0%
Months Supply of Inventory	4.9	4.3	- 12.2%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

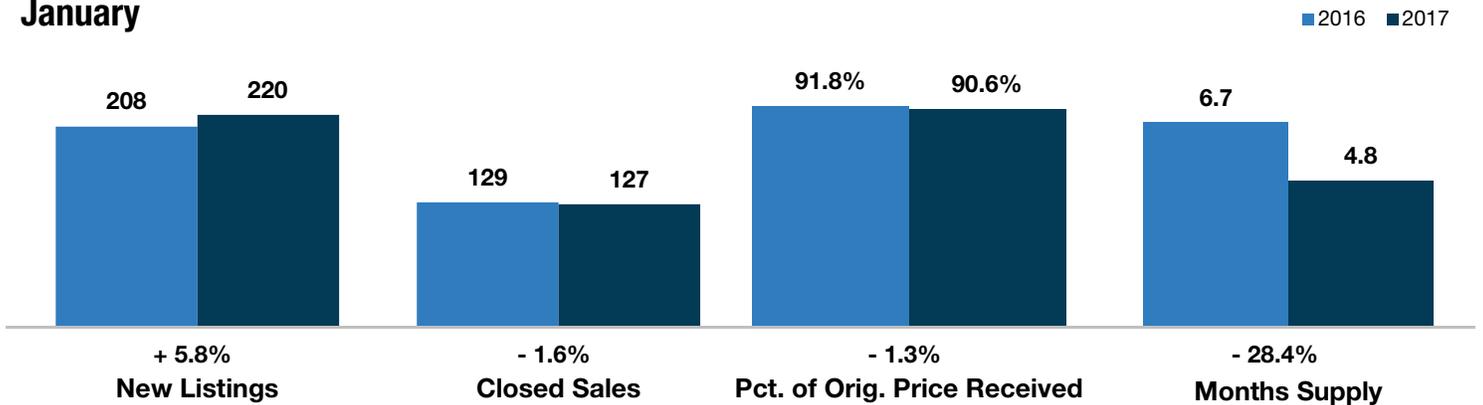


## 5 – North Central Region

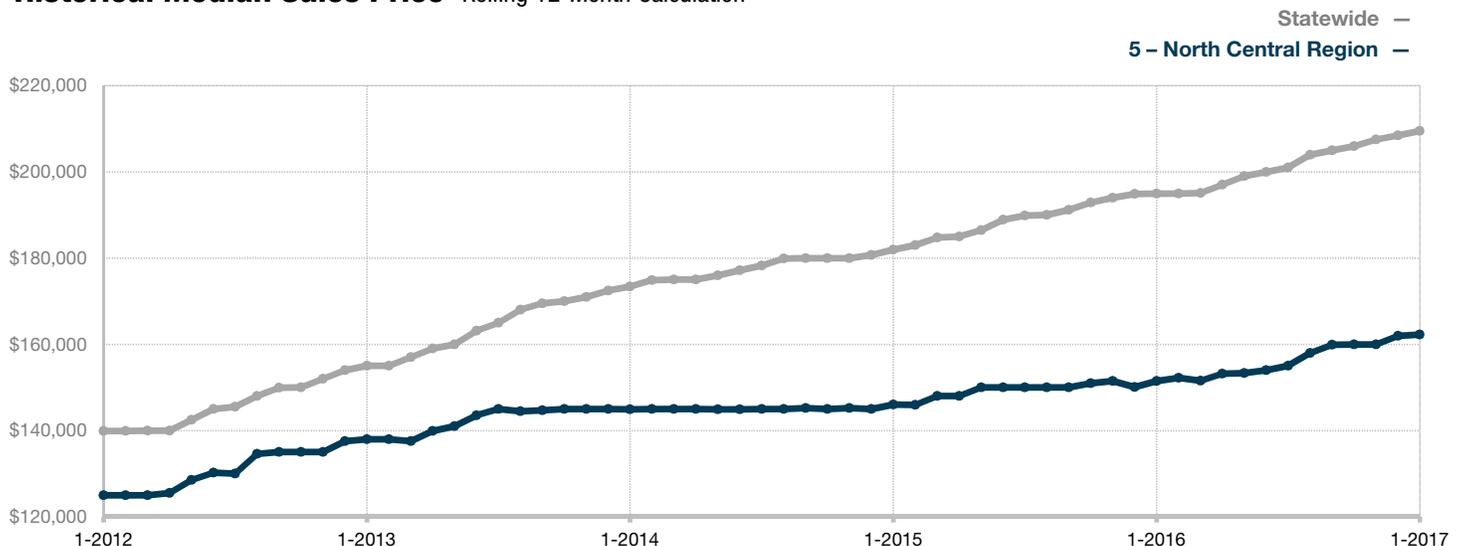
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	208	<b>220</b>	+ 5.8%	208	<b>220</b>	+ 5.8%
Closed Sales	129	<b>127</b>	- 1.6%	129	<b>127</b>	- 1.6%
Median Sales Price*	\$148,500	<b>\$155,900</b>	+ 5.0%	\$148,500	<b>\$155,900</b>	+ 5.0%
Percent of Original List Price Received*	91.8%	<b>90.6%</b>	- 1.3%	91.8%	<b>90.6%</b>	- 1.3%
Days on Market Until Sale	109	<b>120</b>	+ 10.1%	109	<b>120</b>	+ 10.1%
Months Supply of Inventory	6.7	<b>4.8</b>	- 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.

### January



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



# Local Market Update for January 2017

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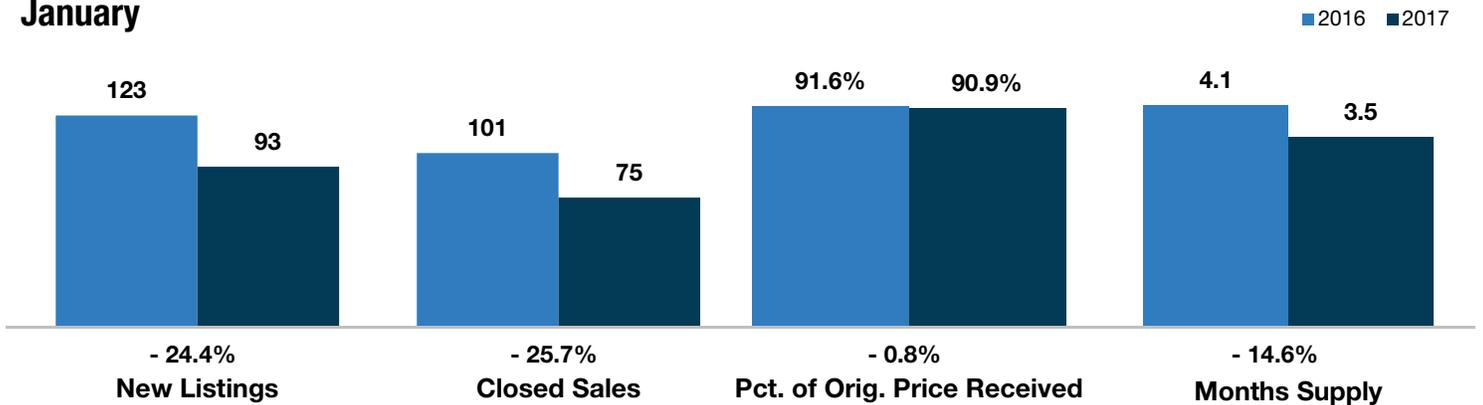


## 6E – Southwest Central Region

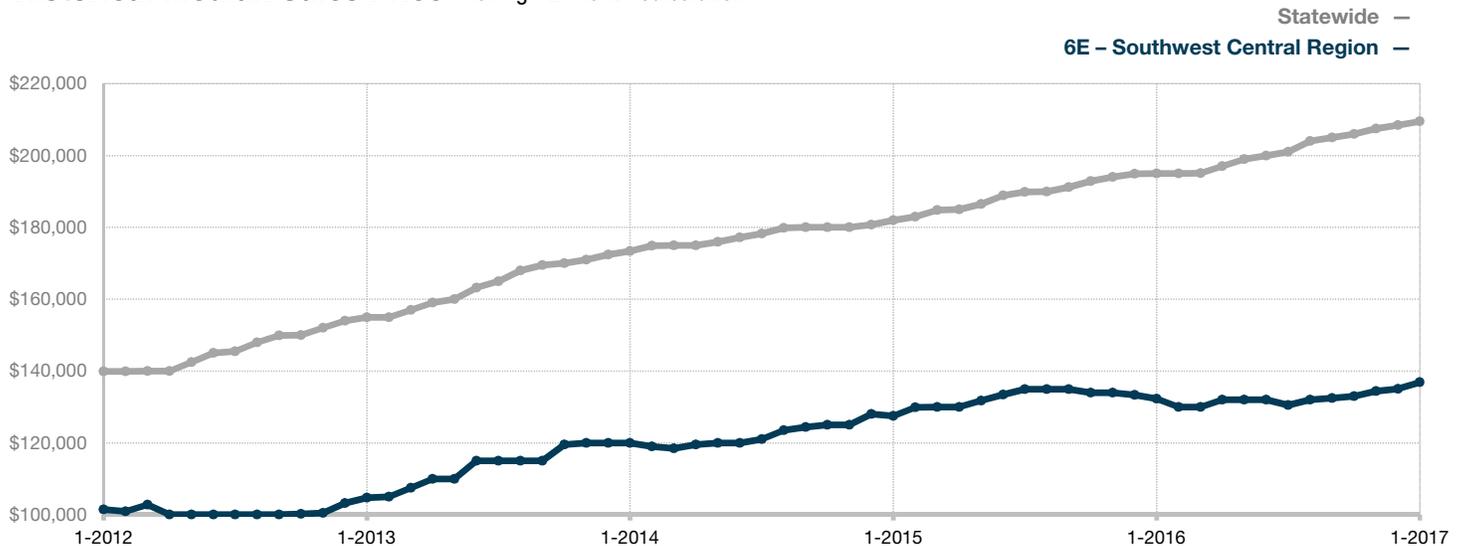
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	123	93	- 24.4%	123	93	- 24.4%
Closed Sales	101	75	- 25.7%	101	75	- 25.7%
Median Sales Price*	\$119,900	\$125,000	+ 4.3%	\$119,900	\$125,000	+ 4.3%
Percent of Original List Price Received*	91.6%	90.9%	- 0.8%	91.6%	90.9%	- 0.8%
Days on Market Until Sale	86	101	+ 17.4%	86	101	+ 17.4%
Months Supply of Inventory	4.1	3.5	- 14.6%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

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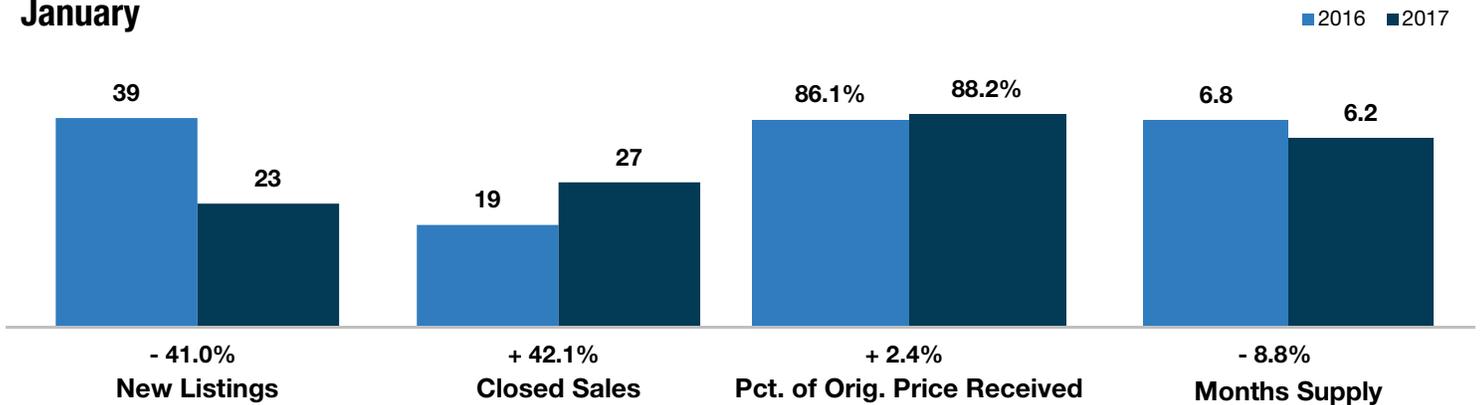


## 6W – Upper Minnesota Valley Region

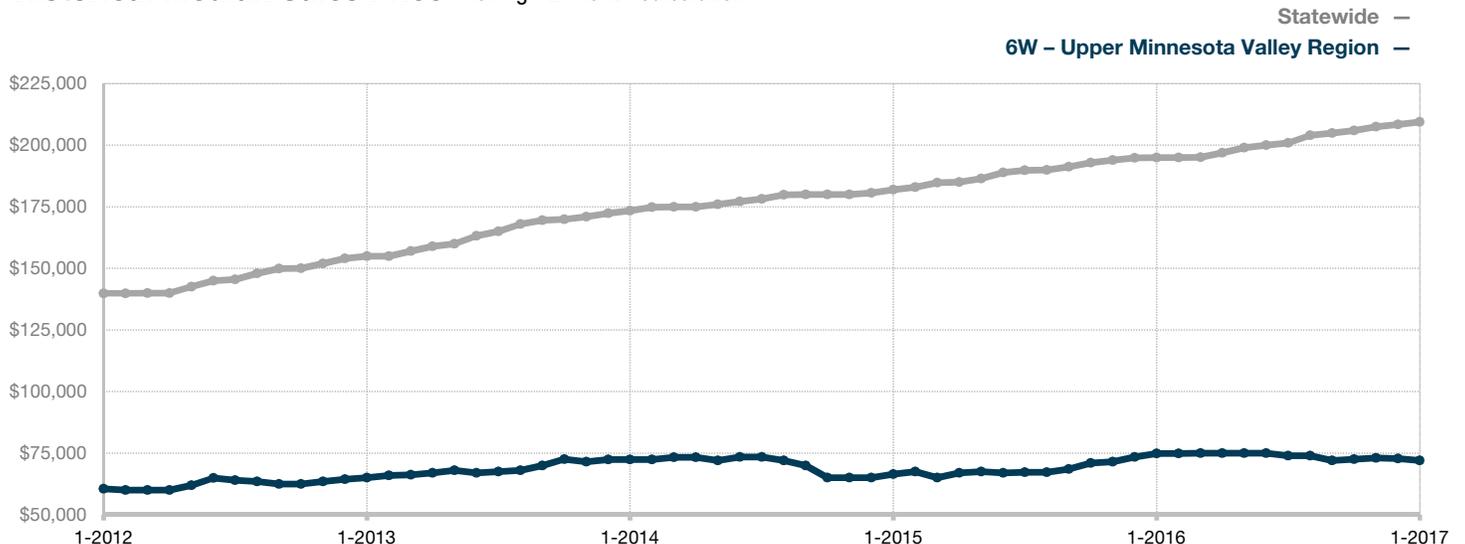
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	39	23	- 41.0%	39	23	- 41.0%
Closed Sales	19	27	+ 42.1%	19	27	+ 42.1%
Median Sales Price*	\$66,500	\$55,000	- 17.3%	\$66,500	\$55,000	- 17.3%
Percent of Original List Price Received*	86.1%	88.2%	+ 2.4%	86.1%	88.2%	+ 2.4%
Days on Market Until Sale	166	135	- 18.7%	166	135	- 18.7%
Months Supply of Inventory	6.8	6.2	- 8.8%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

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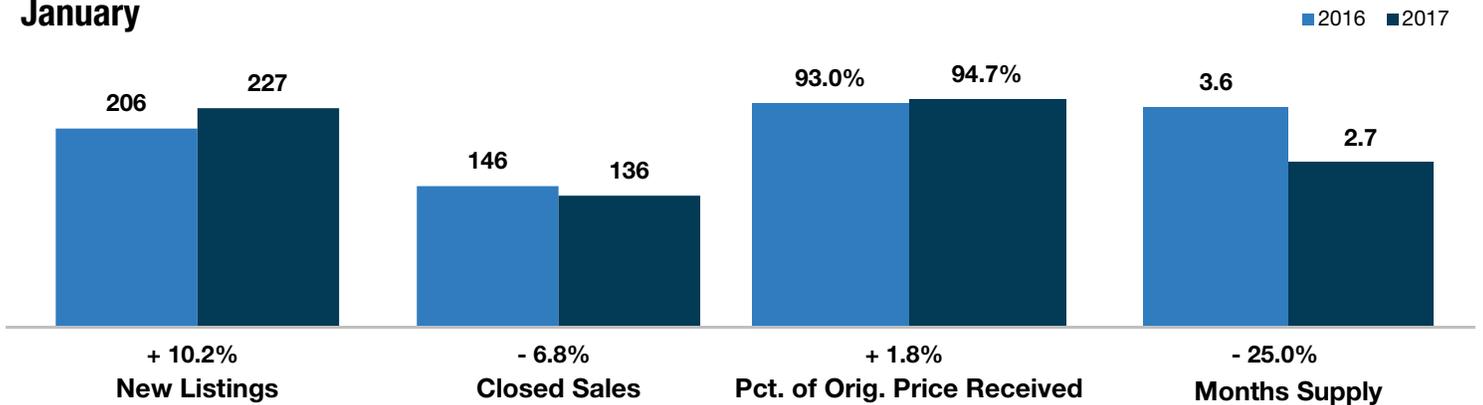


## 7E – East Central Region

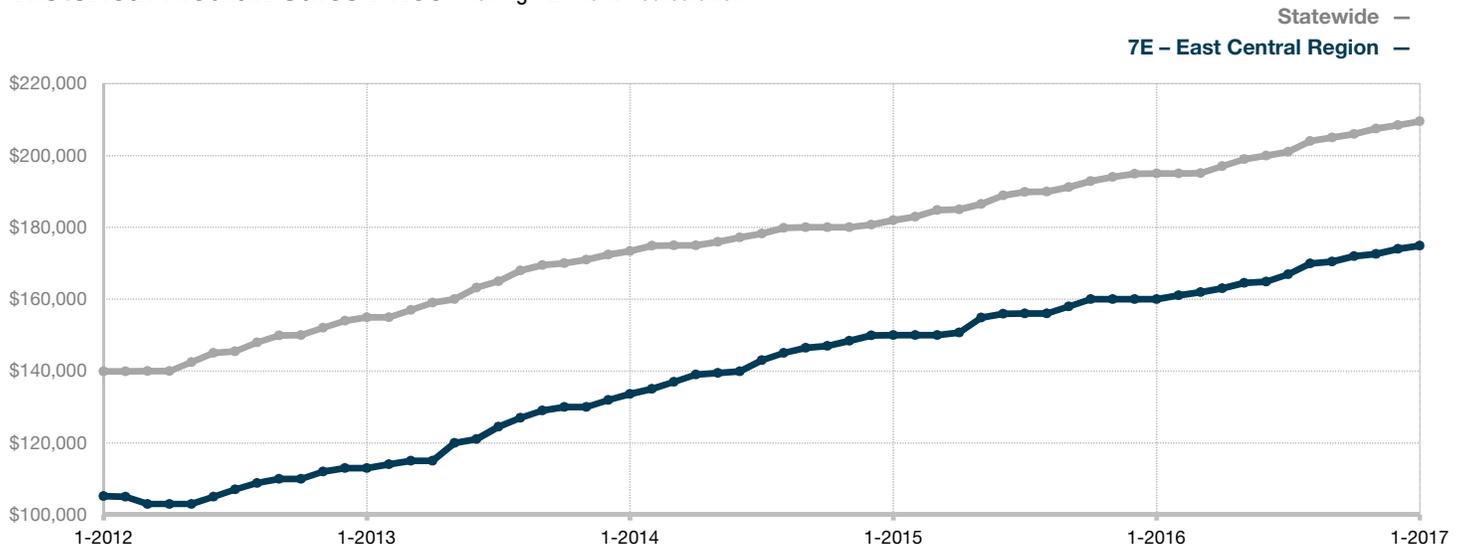
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	206	<b>227</b>	+ 10.2%	206	<b>227</b>	+ 10.2%
Closed Sales	146	<b>136</b>	- 6.8%	146	<b>136</b>	- 6.8%
Median Sales Price*	\$147,125	<b>\$165,500</b>	+ 12.5%	\$147,125	<b>\$165,500</b>	+ 12.5%
Percent of Original List Price Received*	93.0%	<b>94.7%</b>	+ 1.8%	93.0%	<b>94.7%</b>	+ 1.8%
Days on Market Until Sale	102	<b>79</b>	- 22.5%	102	<b>79</b>	- 22.5%
Months Supply of Inventory	3.6	<b>2.7</b>	- 25.0%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

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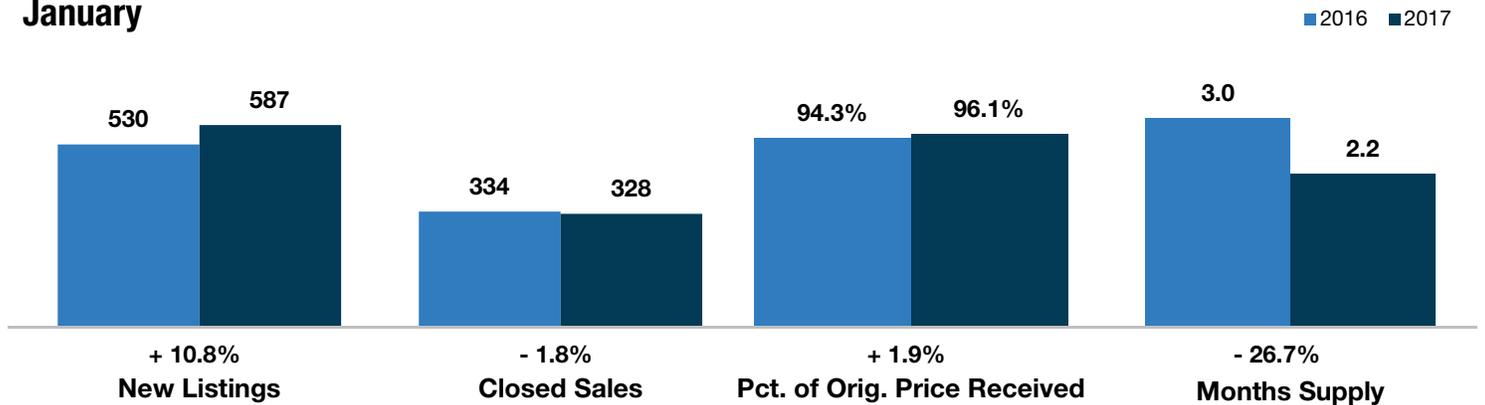


## 7W – Central Region

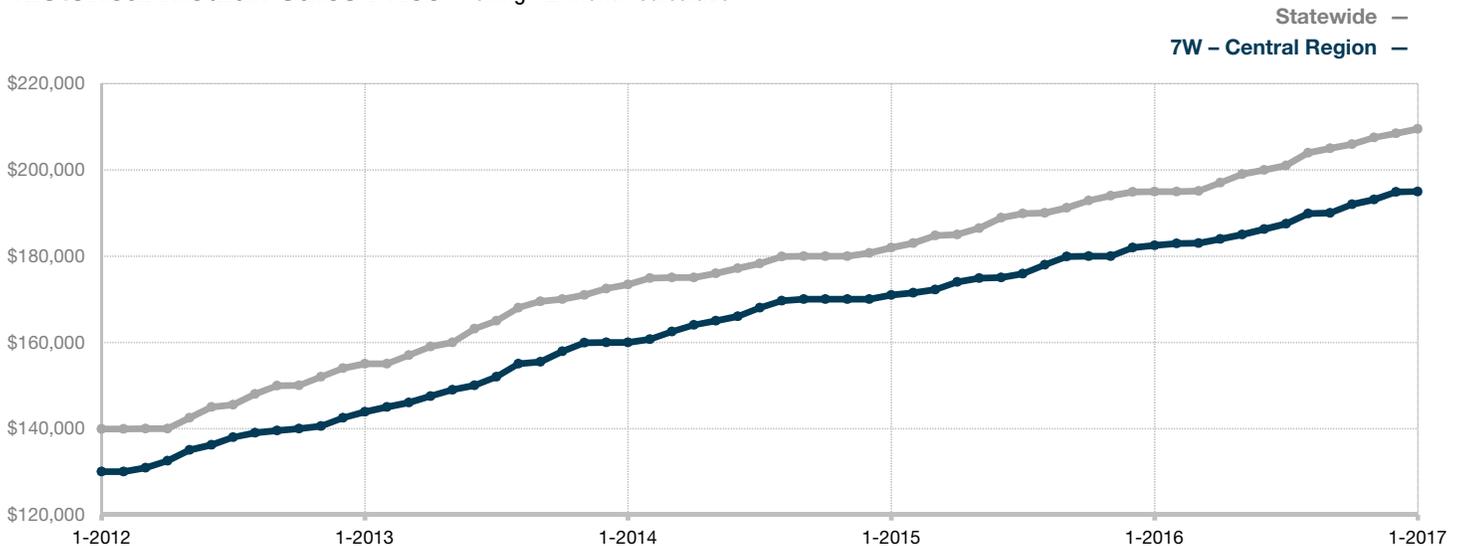
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	530	<b>587</b>	+ 10.8%	530	<b>587</b>	+ 10.8%
Closed Sales	334	<b>328</b>	- 1.8%	334	<b>328</b>	- 1.8%
Median Sales Price*	\$178,000	<b>\$185,000</b>	+ 3.9%	\$178,000	<b>\$185,000</b>	+ 3.9%
Percent of Original List Price Received*	94.3%	<b>96.1%</b>	+ 1.9%	94.3%	<b>96.1%</b>	+ 1.9%
Days on Market Until Sale	82	<b>63</b>	- 23.2%	82	<b>63</b>	- 23.2%
Months Supply of Inventory	3.0	<b>2.2</b>	- 26.7%	--	--	--

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### January



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



# Local Market Update for January 2017

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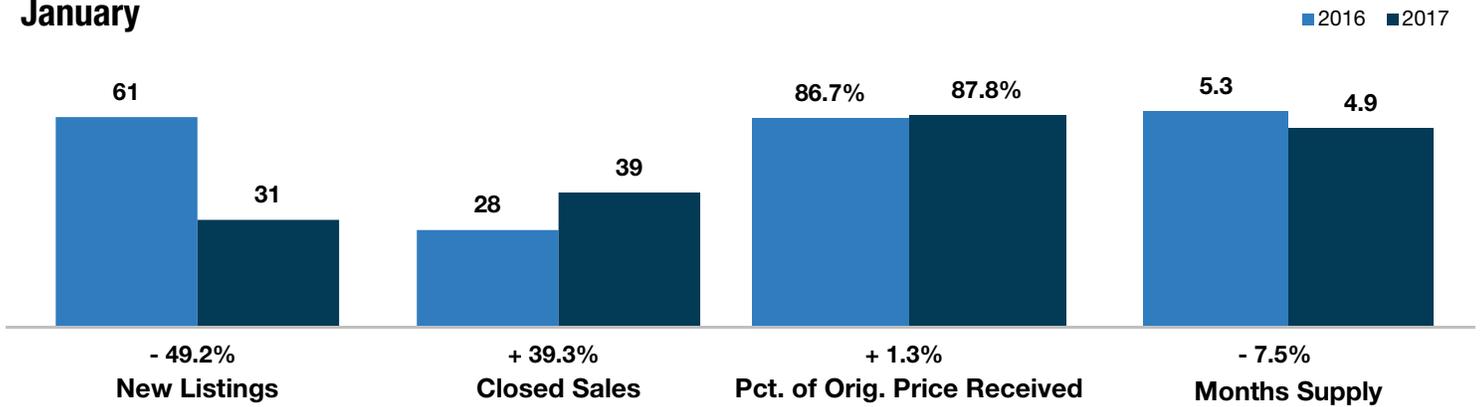


## 8 – Southwest Region

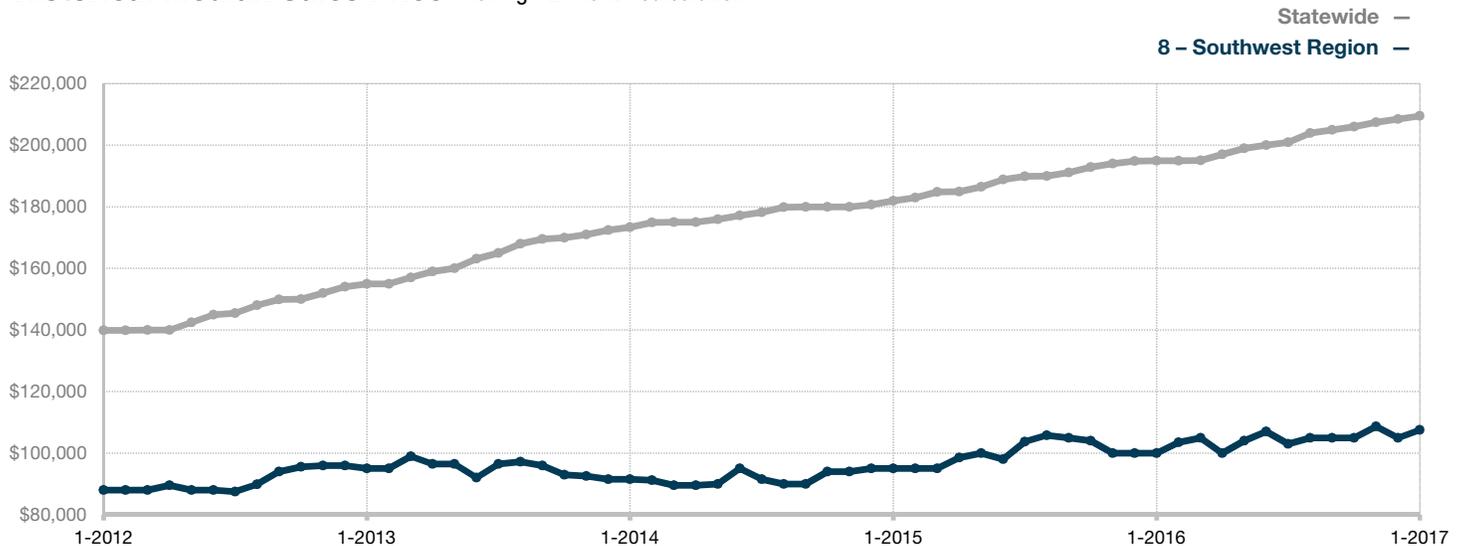
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	61	31	- 49.2%	61	31	- 49.2%
Closed Sales	28	39	+ 39.3%	28	39	+ 39.3%
Median Sales Price*	\$77,500	<b>\$129,000</b>	+ 66.5%	\$77,500	<b>\$129,000</b>	+ 66.5%
Percent of Original List Price Received*	86.7%	<b>87.8%</b>	+ 1.3%	86.7%	<b>87.8%</b>	+ 1.3%
Days on Market Until Sale	131	<b>130</b>	- 0.8%	131	<b>130</b>	- 0.8%
Months Supply of Inventory	5.3	<b>4.9</b>	- 7.5%	--	--	--

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### January



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



# Local Market Update for January 2017

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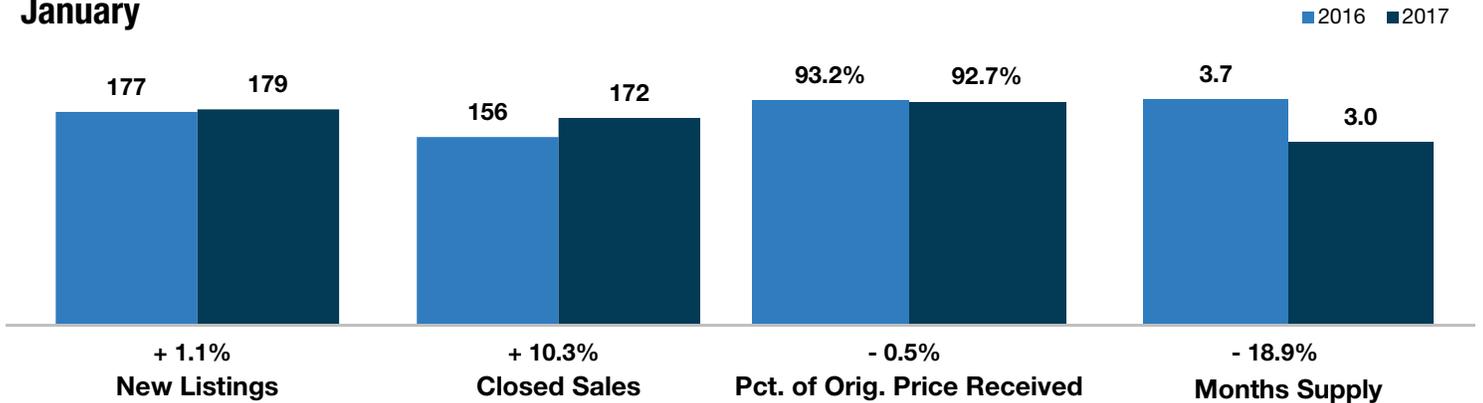


## 9 – South Central Region

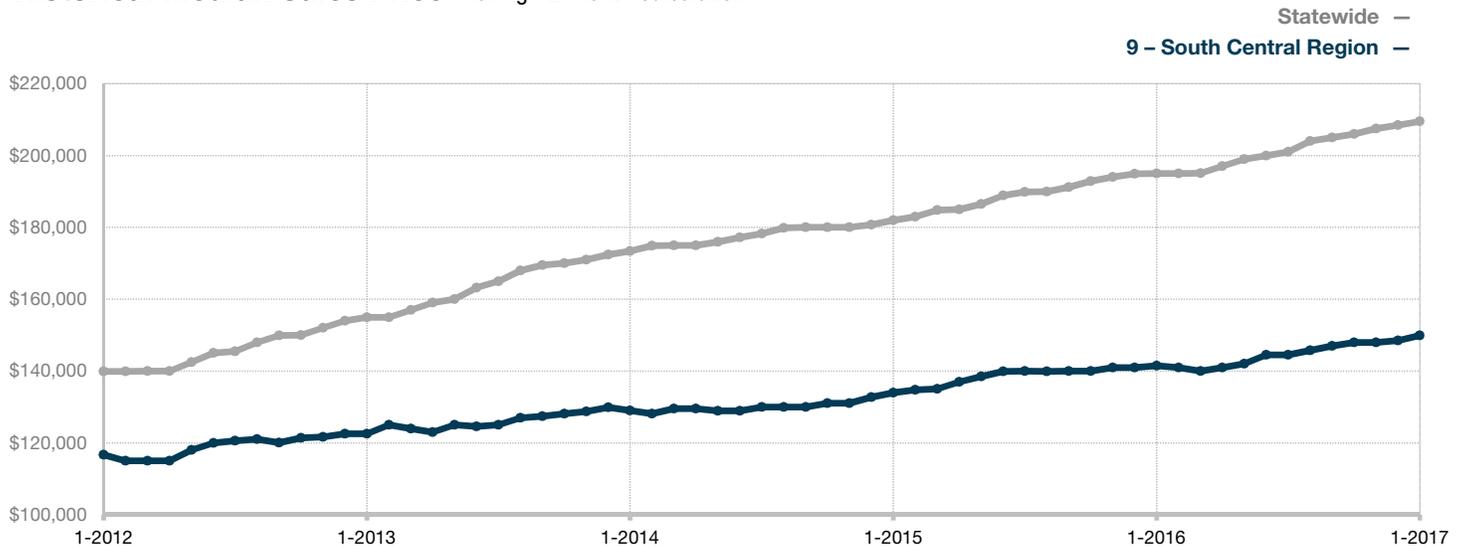
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	177	<b>179</b>	+ 1.1%	177	<b>179</b>	+ 1.1%
Closed Sales	156	<b>172</b>	+ 10.3%	156	<b>172</b>	+ 10.3%
Median Sales Price*	\$126,750	<b>\$152,000</b>	+ 19.9%	\$126,750	<b>\$152,000</b>	+ 19.9%
Percent of Original List Price Received*	93.2%	<b>92.7%</b>	- 0.5%	93.2%	<b>92.7%</b>	- 0.5%
Days on Market Until Sale	114	<b>114</b>	0.0%	114	<b>114</b>	0.0%
Months Supply of Inventory	3.7	<b>3.0</b>	- 18.9%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

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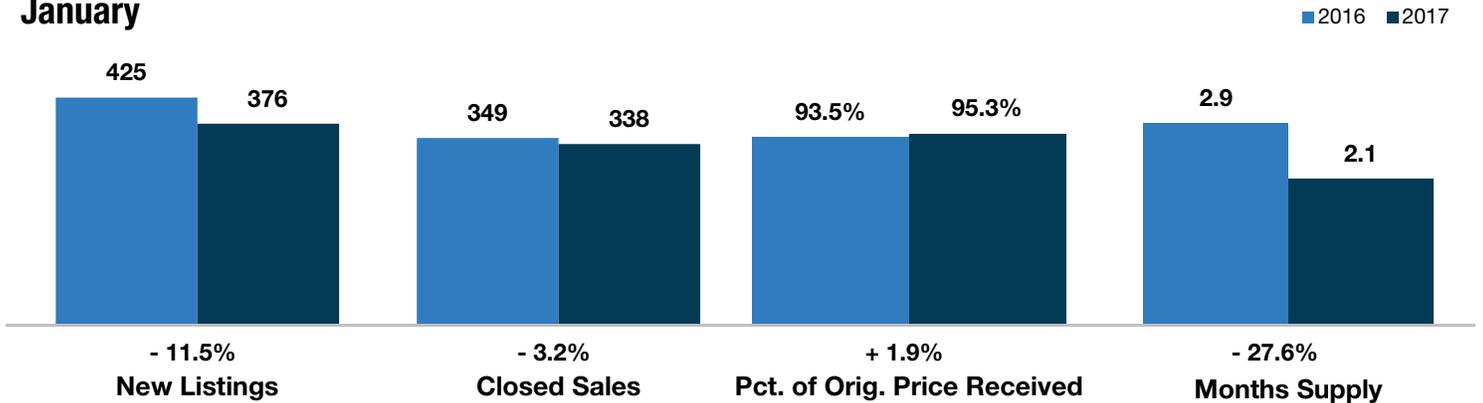


## 10 – Southeast Region

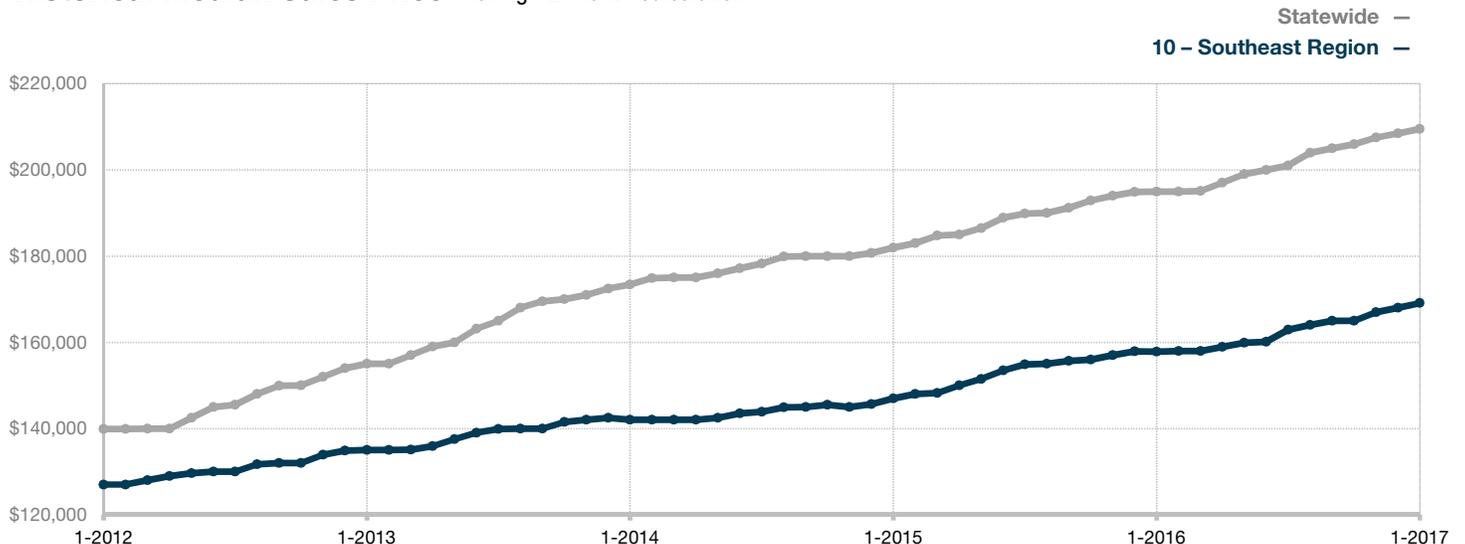
Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	425	<b>376</b>	- 11.5%	425	<b>376</b>	- 11.5%
Closed Sales	349	<b>338</b>	- 3.2%	349	<b>338</b>	- 3.2%
Median Sales Price*	\$139,000	<b>\$170,000</b>	+ 22.3%	\$139,000	<b>\$170,000</b>	+ 22.3%
Percent of Original List Price Received*	93.5%	<b>95.3%</b>	+ 1.9%	93.5%	<b>95.3%</b>	+ 1.9%
Days on Market Until Sale	82	<b>82</b>	0.0%	82	<b>82</b>	0.0%
Months Supply of Inventory	2.9	<b>2.1</b>	- 27.6%	--	--	--

\* 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.

### January



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



# Local Market Update for January 2017

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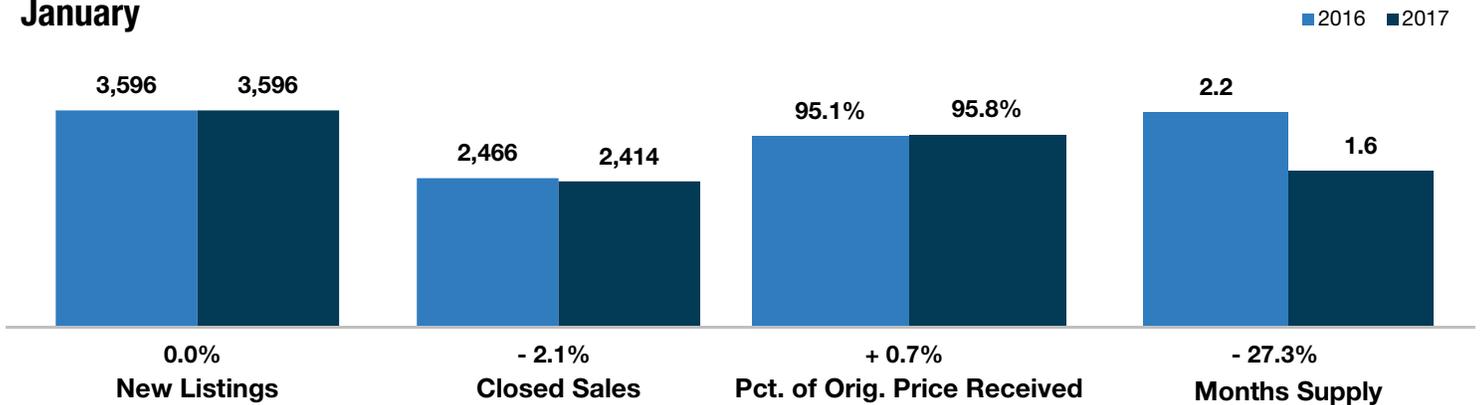


## 11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2016	2017	Percent Change	Thru 1-2016	Thru 1-2017	Percent Change
New Listings	3,596	<b>3,596</b>	0.0%	3,596	<b>3,596</b>	0.0%
Closed Sales	2,466	<b>2,414</b>	- 2.1%	2,466	<b>2,414</b>	- 2.1%
Median Sales Price*	\$219,900	<b>\$229,000</b>	+ 4.1%	\$219,900	<b>\$229,000</b>	+ 4.1%
Percent of Original List Price Received*	95.1%	<b>95.8%</b>	+ 0.7%	95.1%	<b>95.8%</b>	+ 0.7%
Days on Market Until Sale	64	<b>58</b>	- 9.4%	64	<b>58</b>	- 9.4%
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	--	<b>--</b>	--

\* 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.

### January



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

