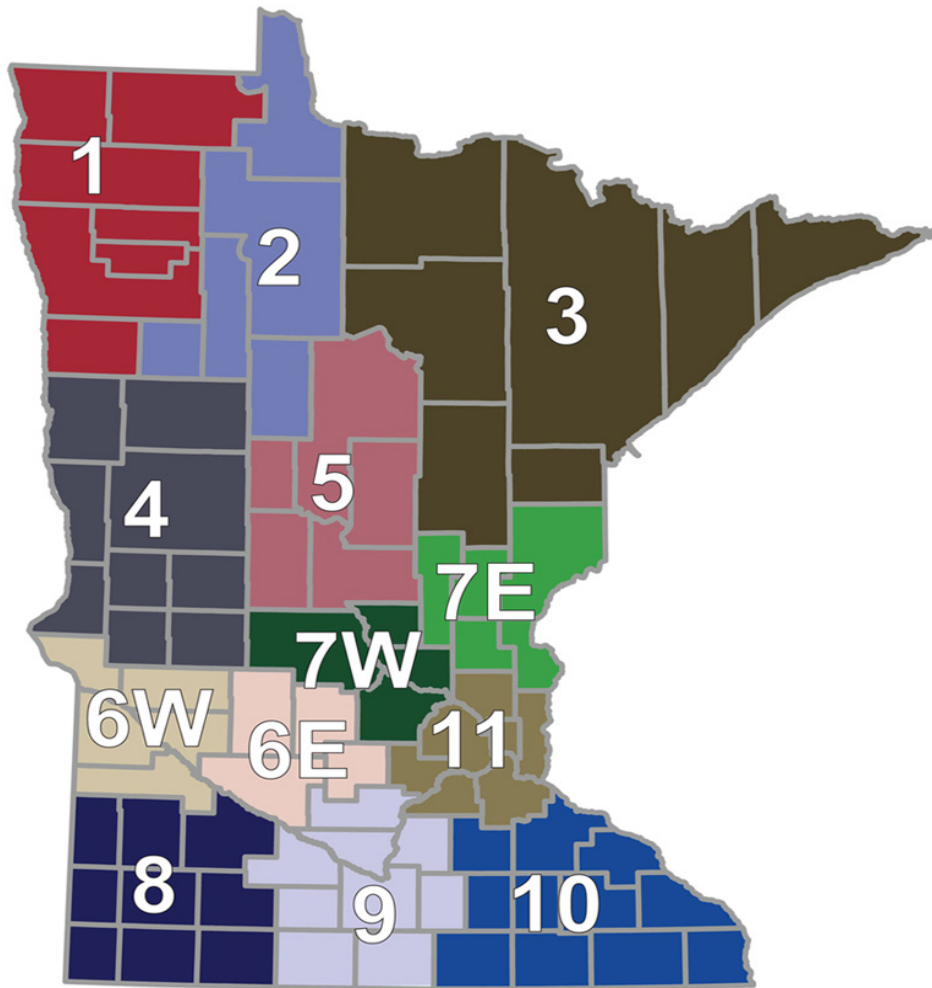


# Minnesota Regional Development Organizations



- 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 February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

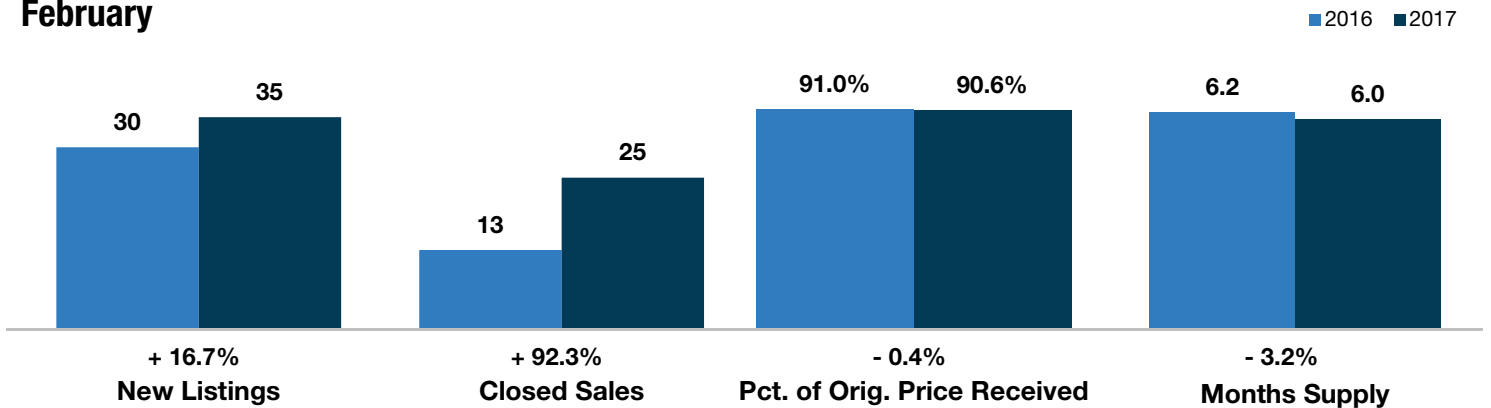


## 1 – Northwest Region

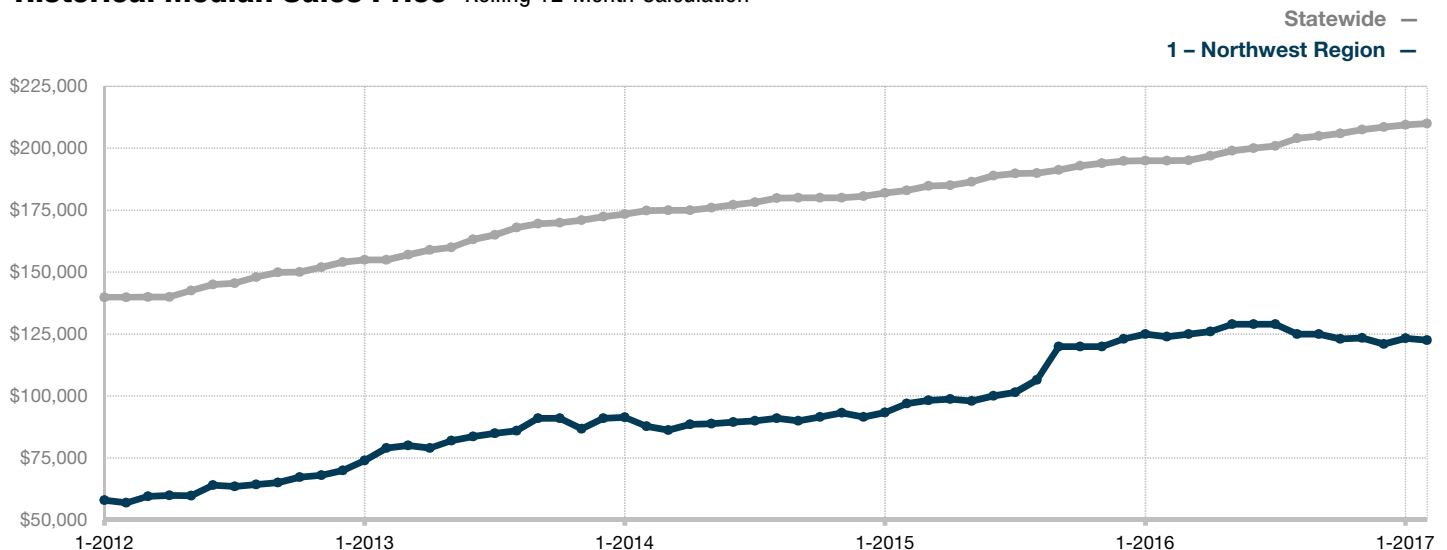
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	30	35	+ 16.7%	54	75	+ 38.9%
Closed Sales	13	25	+ 92.3%	28	53	+ 89.3%
Median Sales Price*	\$102,900	\$116,000	+ 12.7%	\$113,500	\$119,000	+ 4.8%
Percent of Original List Price Received*	91.0%	90.6%	- 0.4%	87.8%	92.2%	+ 5.0%
Days on Market Until Sale	97	141	+ 45.4%	135	135	0.0%
Months Supply of Inventory	6.2	6.0	- 3.2%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

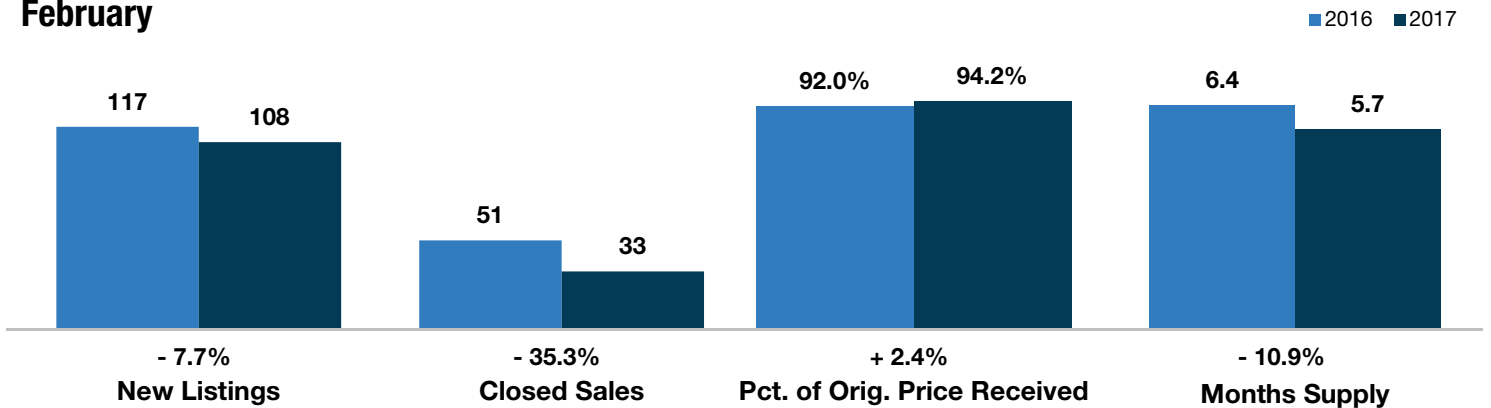


## 2 – Headwaters Region

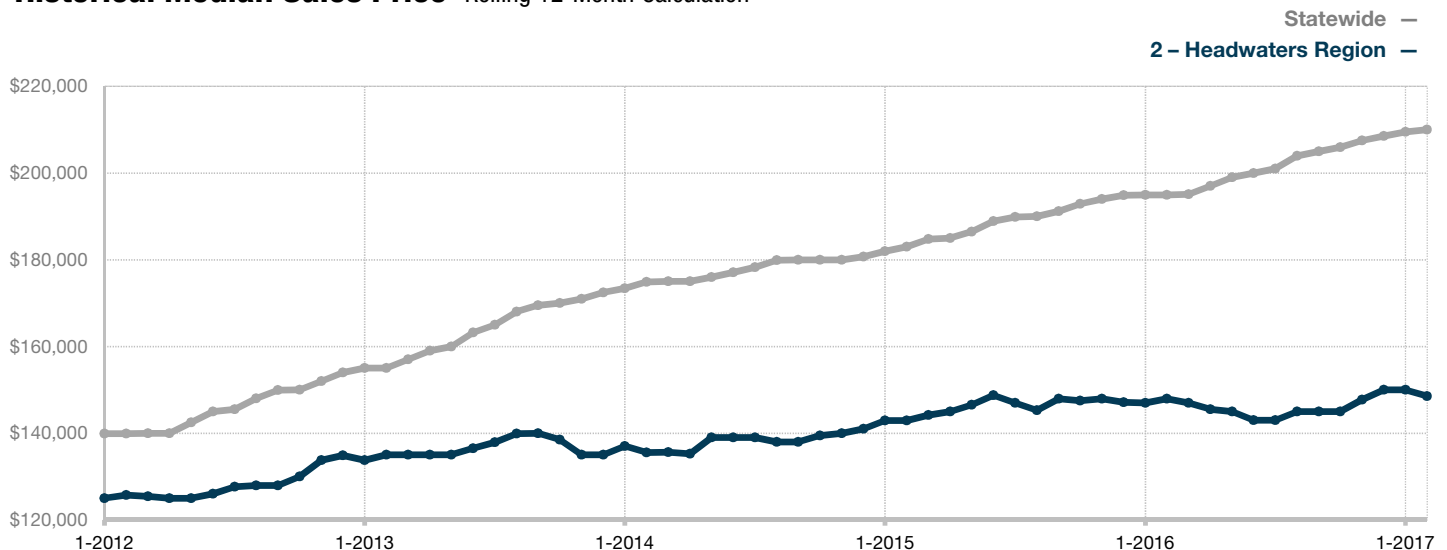
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	117	108	- 7.7%	203	174	- 14.3%
Closed Sales	51	33	- 35.3%	94	78	- 17.0%
Median Sales Price*	\$129,000	\$119,000	- 7.8%	\$130,000	\$136,500	+ 5.0%
Percent of Original List Price Received*	92.0%	94.2%	+ 2.4%	92.5%	92.6%	+ 0.1%
Days on Market Until Sale	155	92	- 40.6%	152	120	- 21.1%
Months Supply of Inventory	6.4	5.7	- 10.9%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

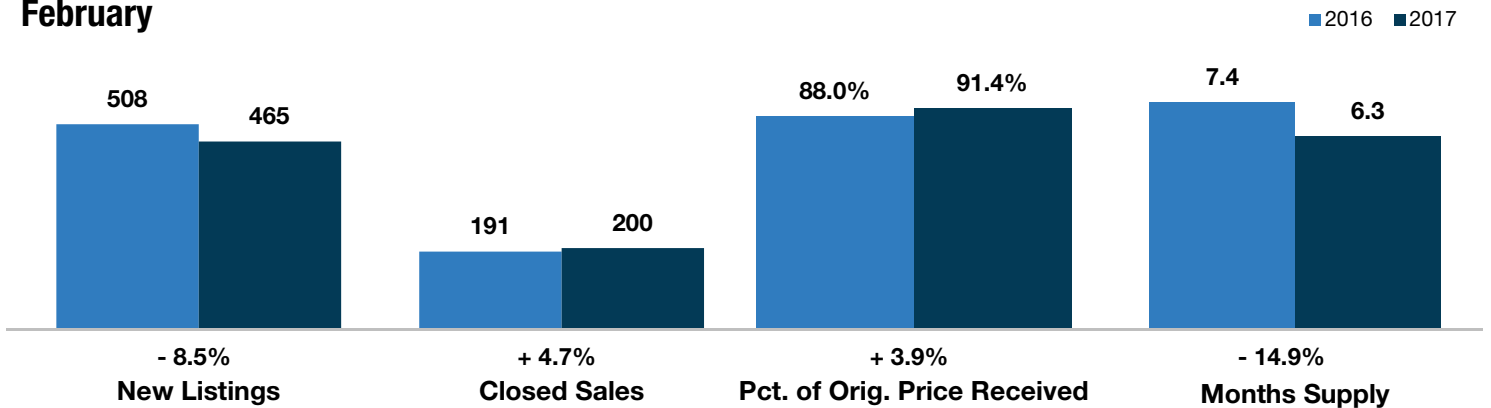


## 3 – Arrowhead Region

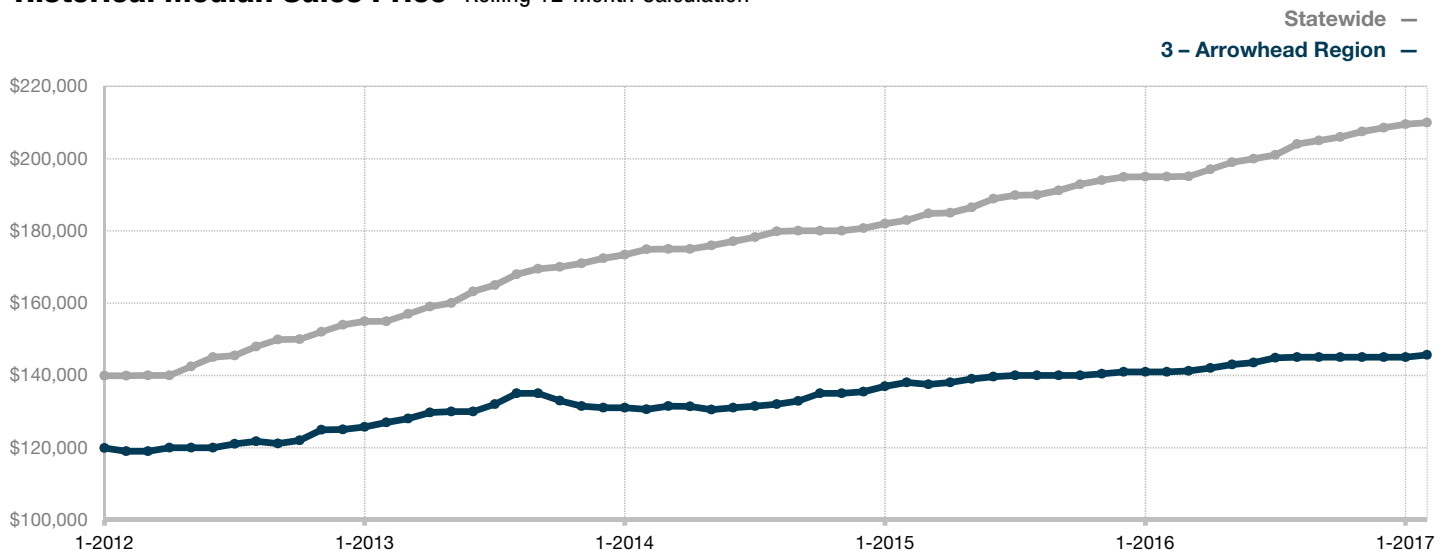
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	508	465	- 8.5%	921	840	- 8.8%
Closed Sales	191	200	+ 4.7%	395	435	+ 10.1%
Median Sales Price*	\$123,000	\$126,000	+ 2.4%	\$129,450	\$139,250	+ 7.6%
Percent of Original List Price Received*	88.0%	91.4%	+ 3.9%	89.3%	91.2%	+ 2.1%
Days on Market Until Sale	125	120	- 4.0%	121	120	- 0.8%
Months Supply of Inventory	7.4	6.3	- 14.9%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

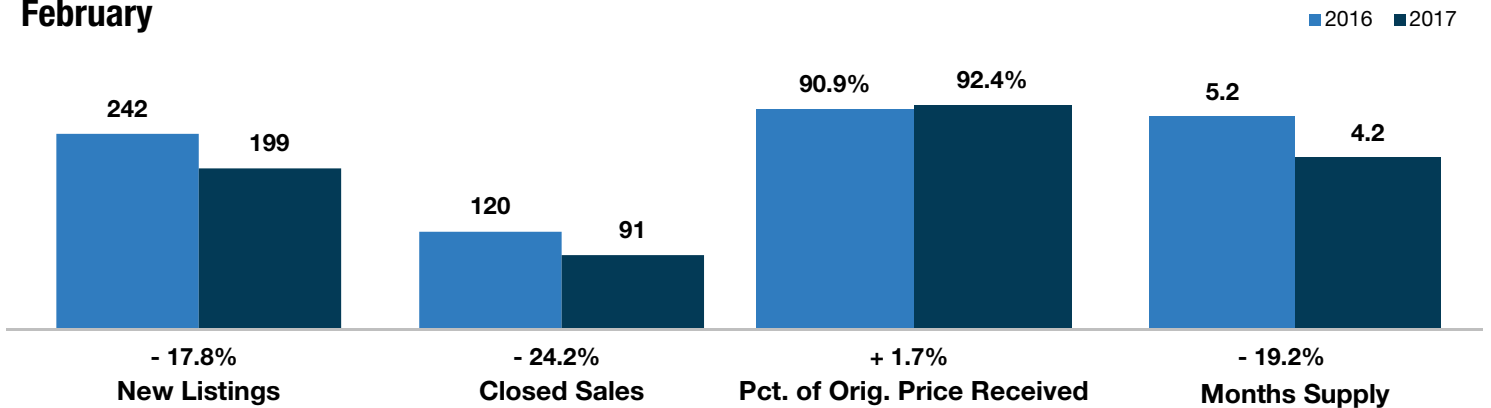


## 4 – West Central Region

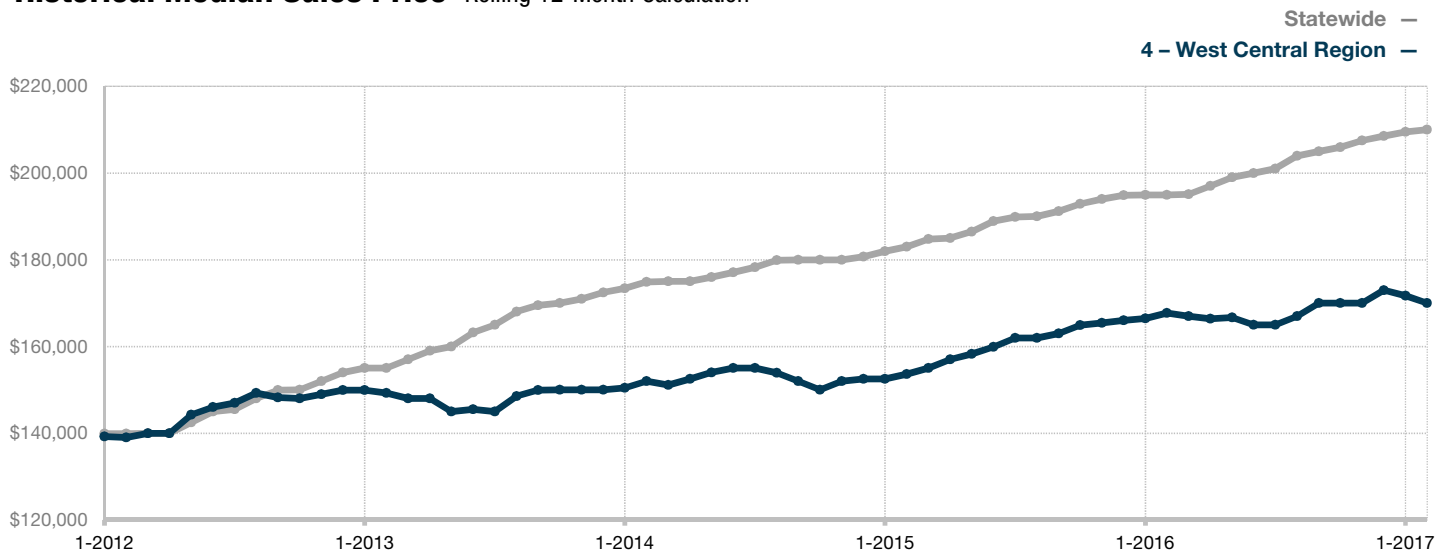
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	242	199	- 17.8%	402	355	- 11.7%
Closed Sales	120	91	- 24.2%	233	202	- 13.3%
Median Sales Price*	\$171,000	\$144,900	- 15.3%	\$173,500	\$157,500	- 9.2%
Percent of Original List Price Received*	90.9%	92.4%	+ 1.7%	91.5%	93.3%	+ 2.0%
Days on Market Until Sale	142	98	- 31.0%	124	90	- 27.4%
Months Supply of Inventory	5.2	4.2	- 19.2%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

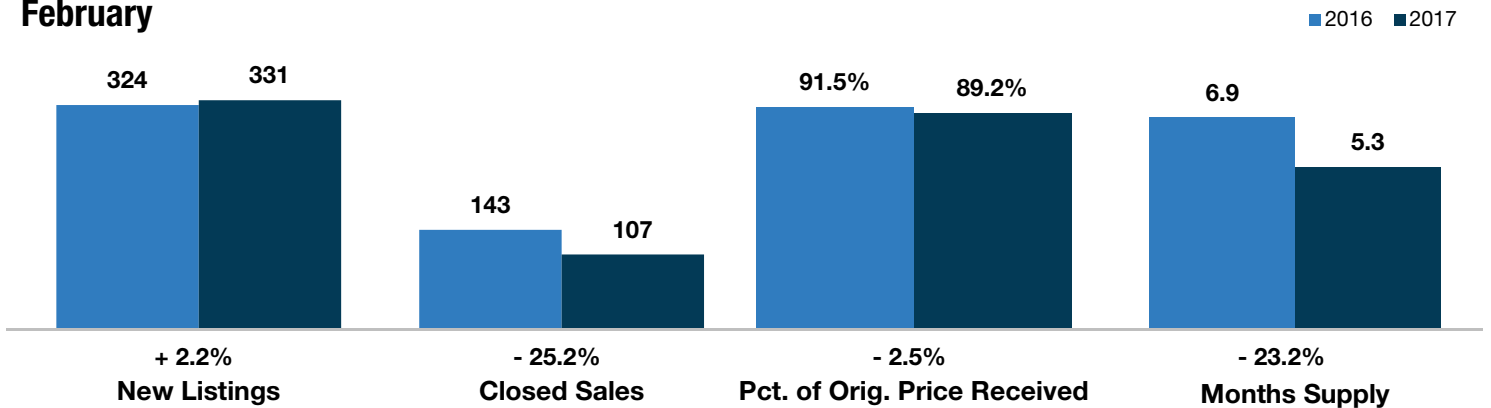


## 5 – North Central Region

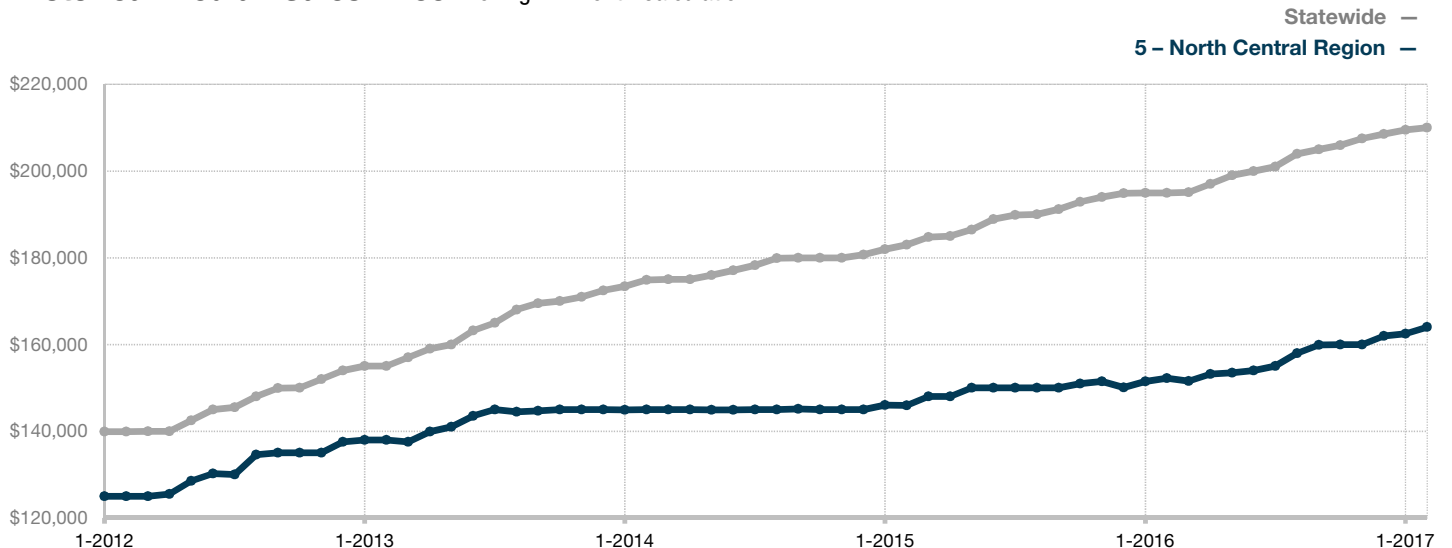
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	324	<b>331</b>	+ 2.2%	532	<b>551</b>	+ 3.6%
Closed Sales	143	<b>107</b>	- 25.2%	273	<b>235</b>	- 13.9%
Median Sales Price*	\$139,000	<b>\$153,450</b>	+ 10.4%	\$143,250	<b>\$155,450</b>	+ 8.5%
Percent of Original List Price Received*	91.5%	<b>89.2%</b>	- 2.5%	91.7%	<b>90.0%</b>	- 1.9%
Days on Market Until Sale	134	<b>129</b>	- 3.7%	122	<b>125</b>	+ 2.5%
Months Supply of Inventory	6.9	<b>5.3</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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

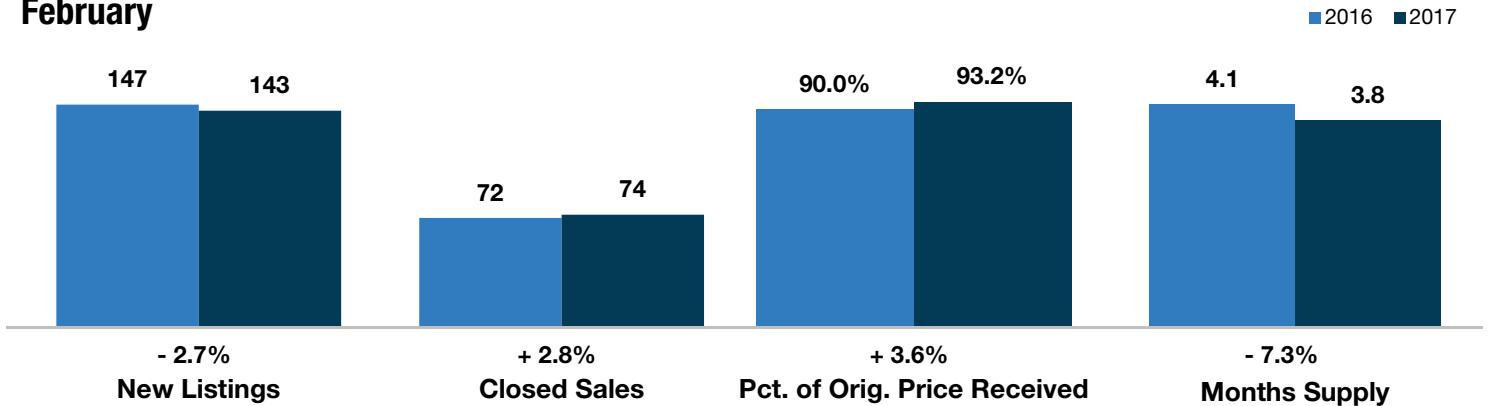


## 6E – Southwest Central Region

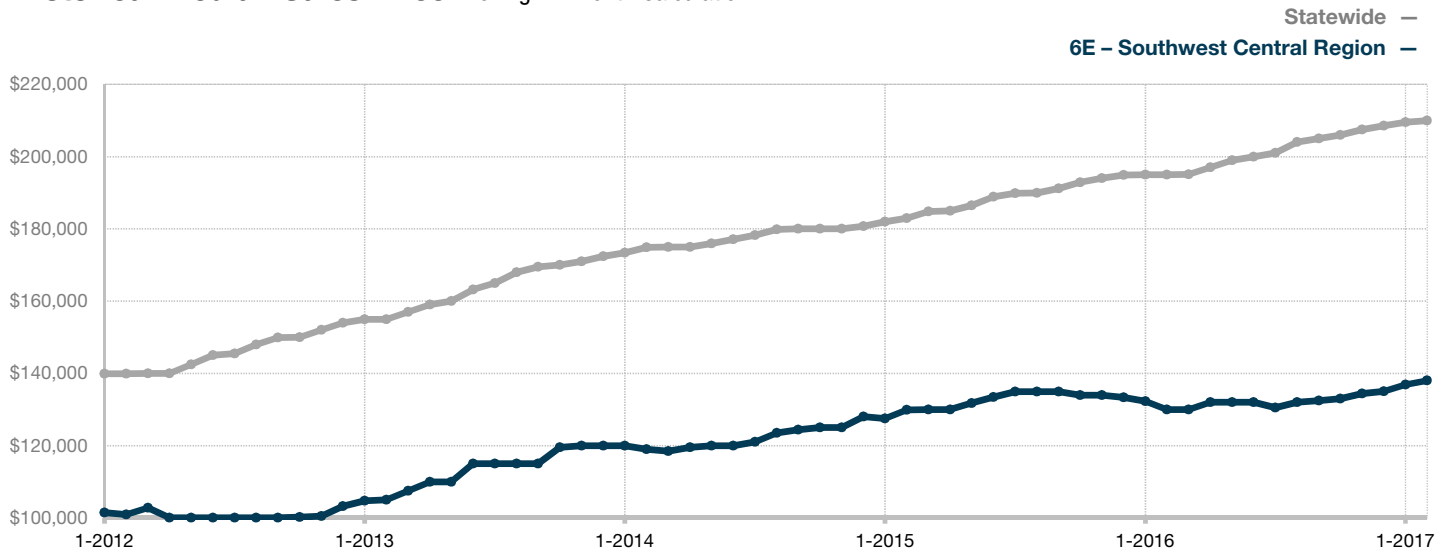
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	147	143	- 2.7%	270	236	- 12.6%
Closed Sales	72	74	+ 2.8%	173	150	- 13.3%
Median Sales Price*	\$102,250	\$129,500	+ 26.7%	\$115,000	\$127,900	+ 11.2%
Percent of Original List Price Received*	90.0%	93.2%	+ 3.6%	90.9%	92.0%	+ 1.2%
Days on Market Until Sale	94	78	- 17.0%	89	89	0.0%
Months Supply of Inventory	4.1	3.8	- 7.3%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

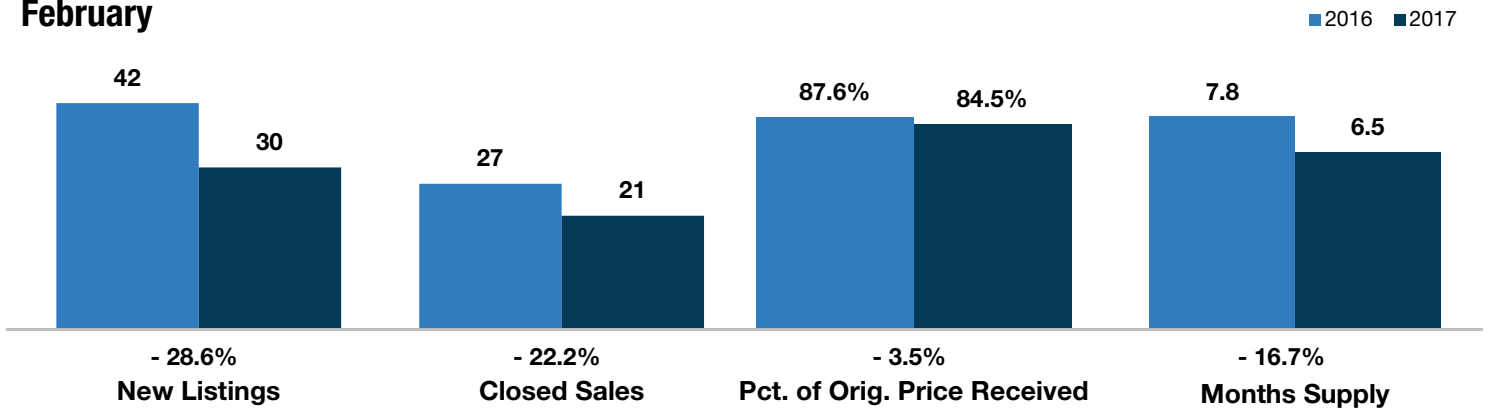


## 6W – Upper Minnesota Valley Region

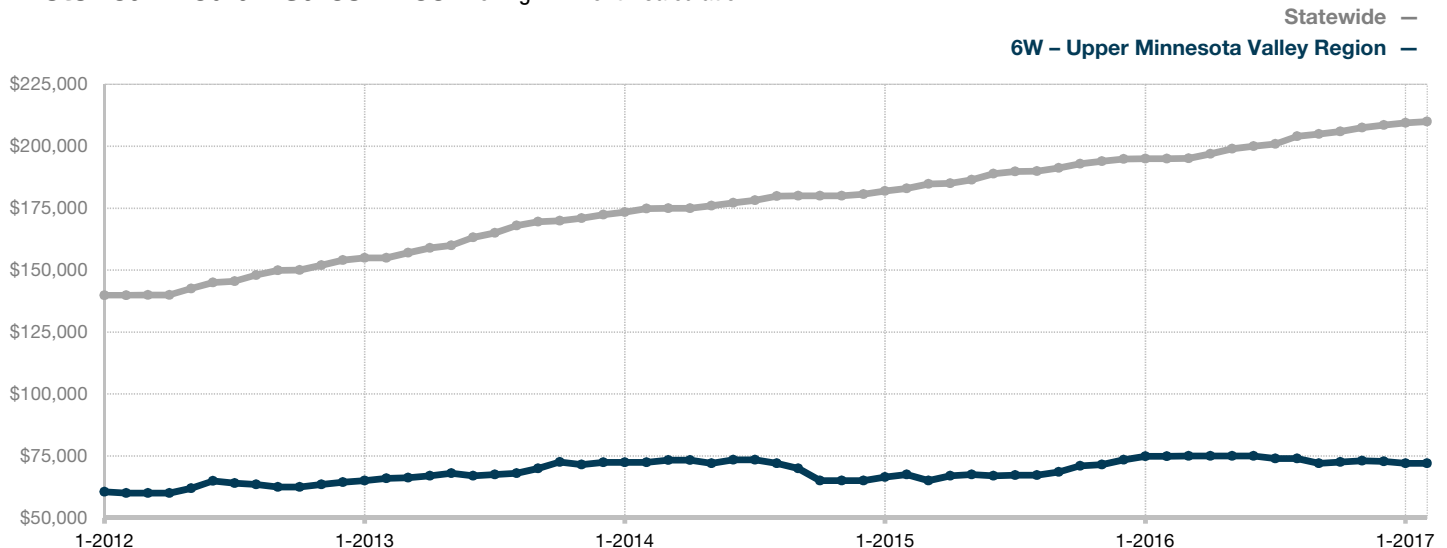
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	42	30	- 28.6%	81	54	- 33.3%
Closed Sales	27	21	- 22.2%	46	48	+ 4.3%
Median Sales Price*	\$77,000	<b>\$85,750</b>	+ 11.4%	\$76,250	<b>\$63,500</b>	- 16.7%
Percent of Original List Price Received*	87.6%	<b>84.5%</b>	- 3.5%	87.0%	<b>86.6%</b>	- 0.5%
Days on Market Until Sale	158	<b>156</b>	- 1.3%	162	<b>144</b>	- 11.1%
Months Supply of Inventory	7.8	<b>6.5</b>	- 16.7%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

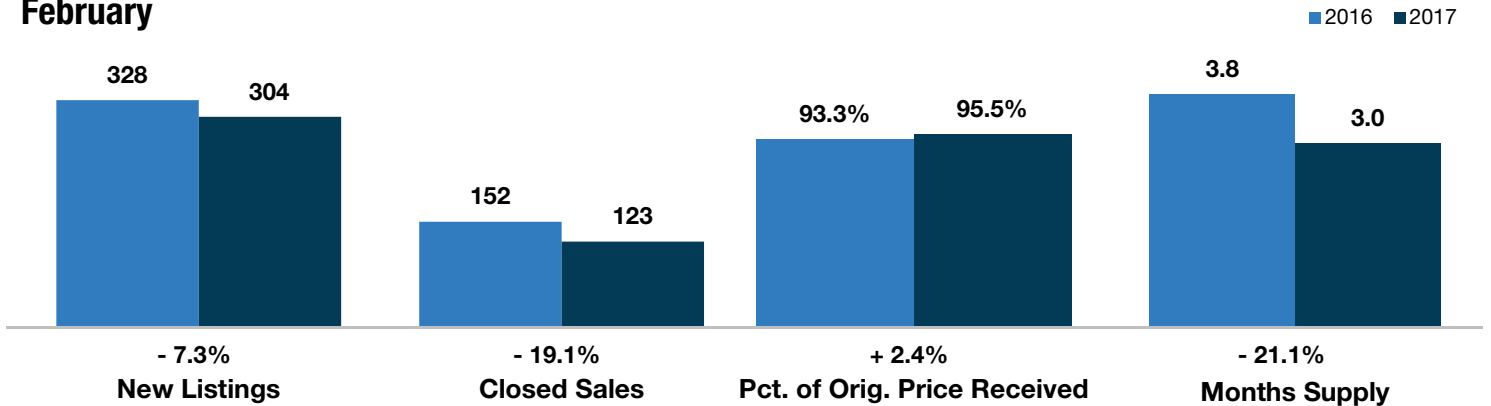


## 7E – East Central Region

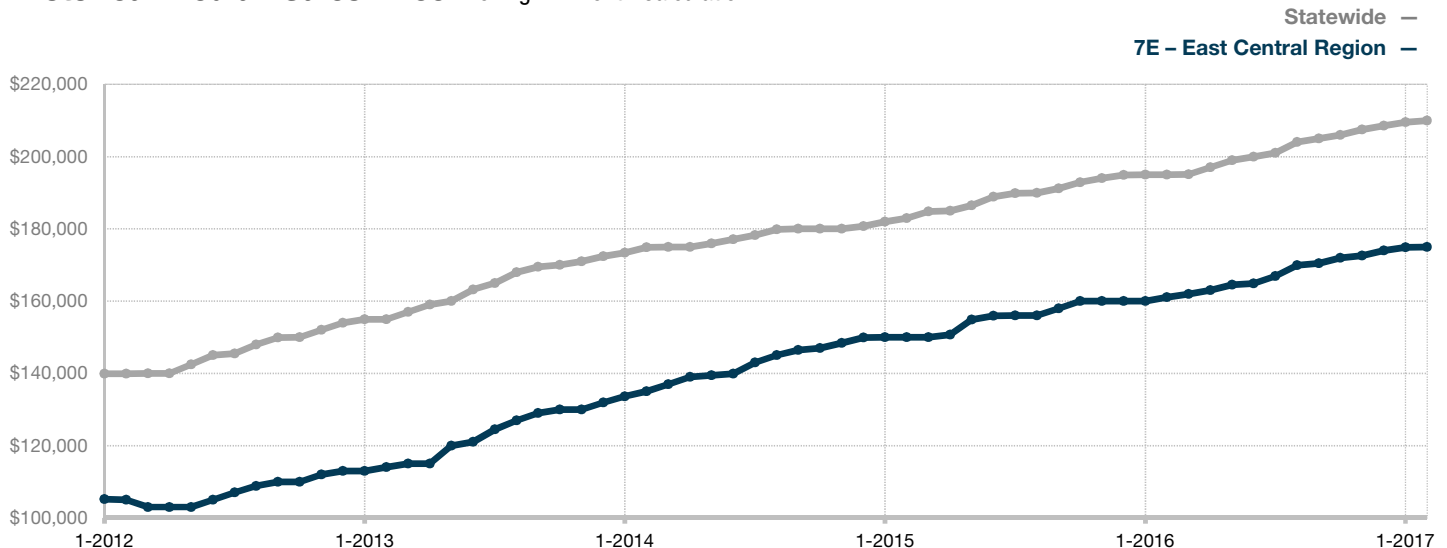
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	328	<b>304</b>	- 7.3%	534	<b>531</b>	- 0.6%
Closed Sales	152	<b>123</b>	- 19.1%	298	<b>260</b>	- 12.8%
Median Sales Price*	\$159,900	<b>\$169,450</b>	+ 6.0%	\$155,000	<b>\$166,000</b>	+ 7.1%
Percent of Original List Price Received*	93.3%	<b>95.5%</b>	+ 2.4%	93.1%	<b>95.1%</b>	+ 2.1%
Days on Market Until Sale	84	<b>79</b>	- 6.0%	93	<b>79</b>	- 15.1%
Months Supply of Inventory	3.8	<b>3.0</b>	- 21.1%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

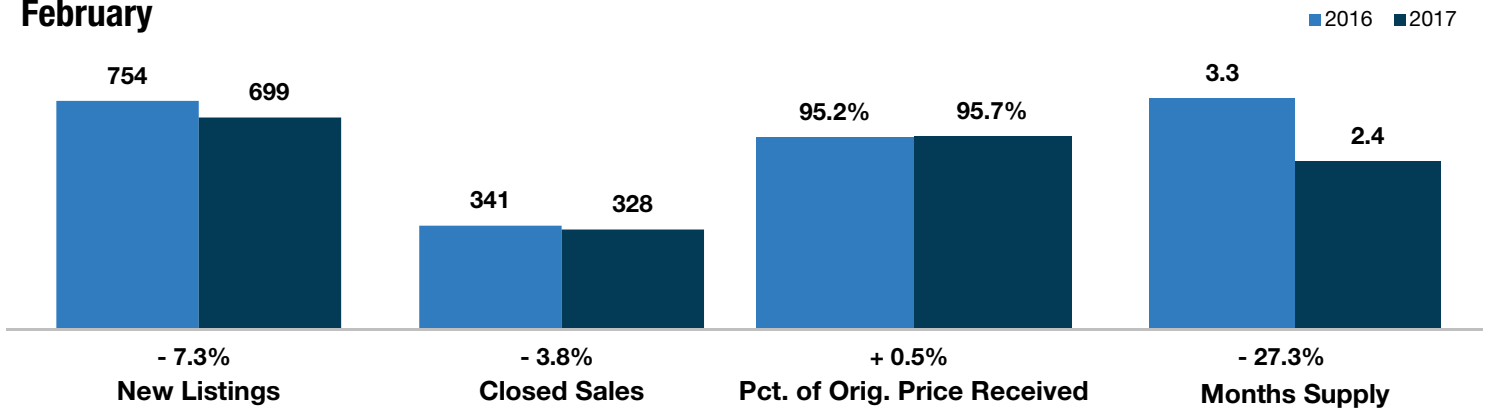


## 7W – Central Region

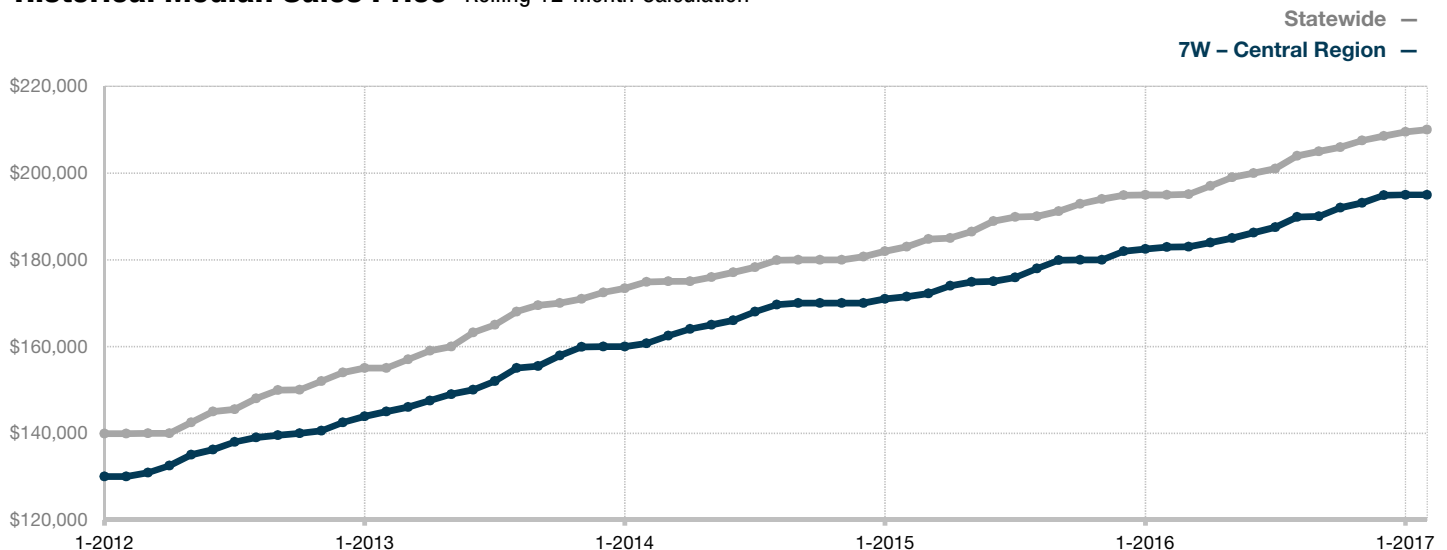
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	754	699	- 7.3%	1,284	1,286	+ 0.2%
Closed Sales	341	328	- 3.8%	675	659	- 2.4%
Median Sales Price*	\$178,000	\$190,000	+ 6.7%	\$178,000	\$188,500	+ 5.9%
Percent of Original List Price Received*	95.2%	95.7%	+ 0.5%	94.7%	95.9%	+ 1.3%
Days on Market Until Sale	84	67	- 20.2%	83	65	- 21.7%
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

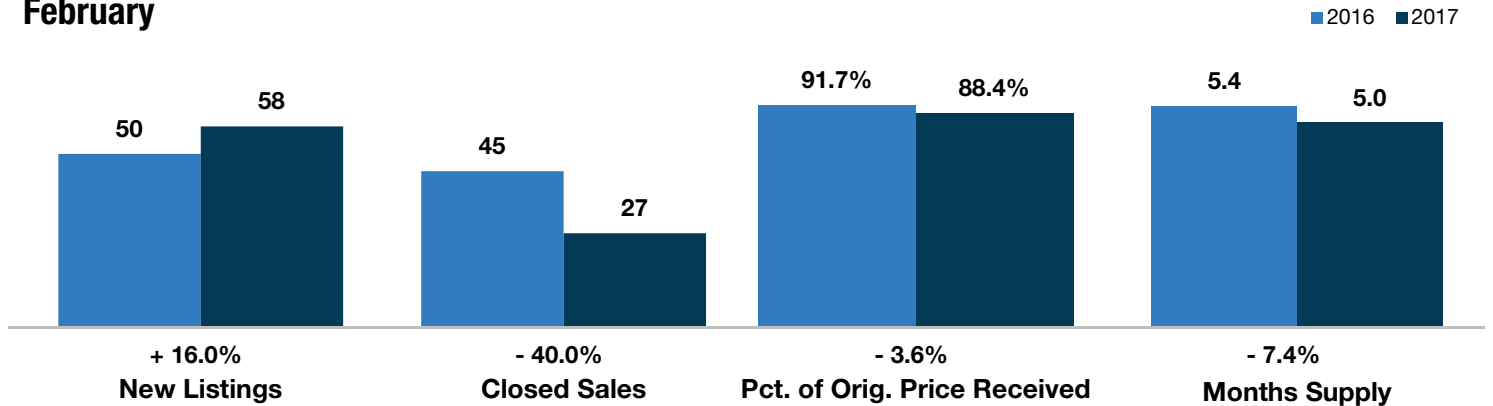


## 8 – Southwest Region

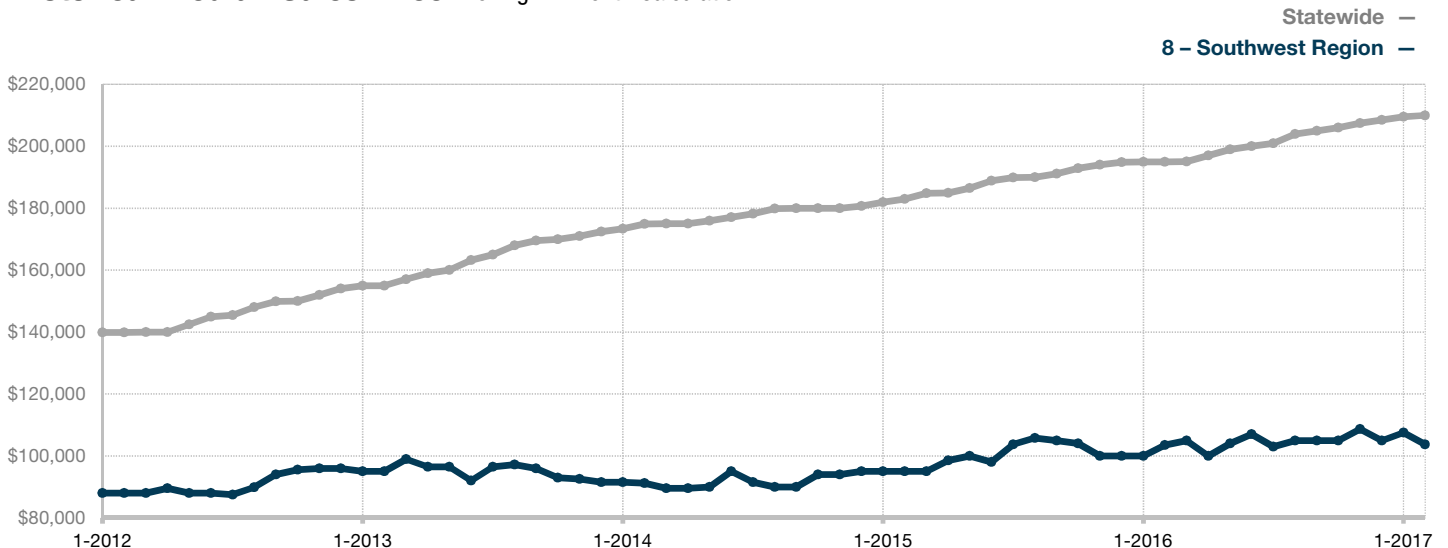
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	50	58	+ 16.0%	111	89	- 19.8%
Closed Sales	45	27	- 40.0%	73	66	- 9.6%
Median Sales Price*	\$119,000	\$88,800	- 25.4%	\$113,750	\$108,925	- 4.2%
Percent of Original List Price Received*	91.7%	88.4%	- 3.6%	89.8%	88.1%	- 1.9%
Days on Market Until Sale	98	163	+ 66.3%	111	144	+ 29.7%
Months Supply of Inventory	5.4	5.0	- 7.4%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

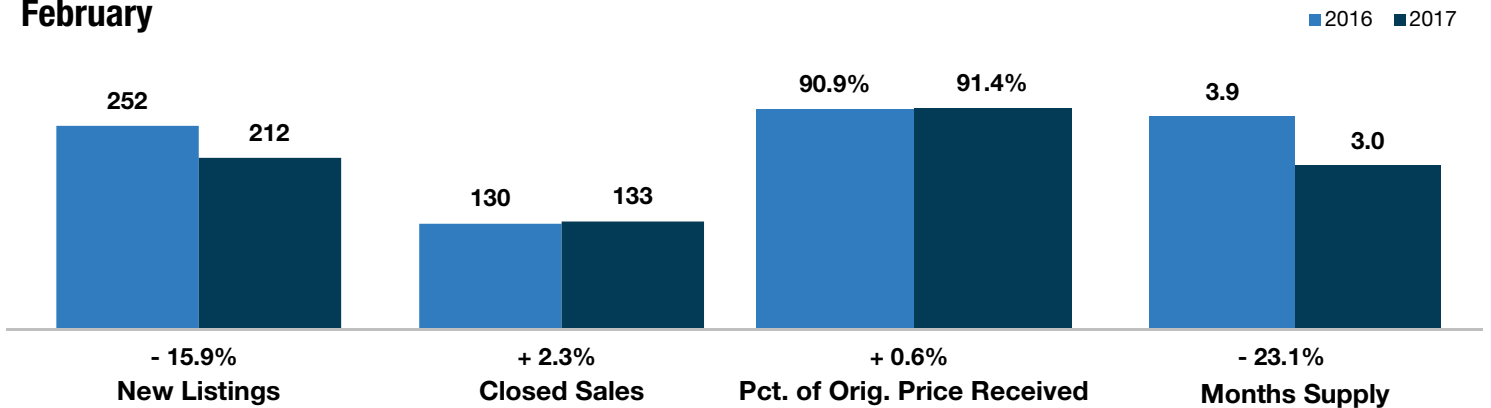


## 9 – South Central Region

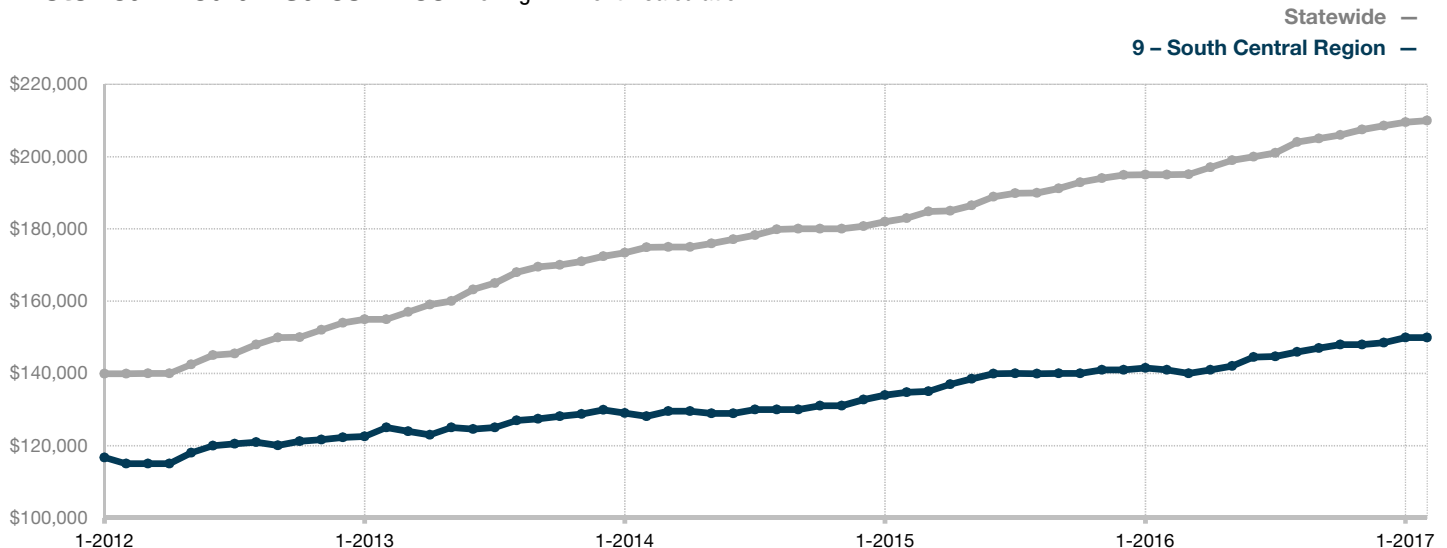
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	252	212	- 15.9%	429	393	- 8.4%
Closed Sales	130	133	+ 2.3%	286	307	+ 7.3%
Median Sales Price*	\$125,000	\$133,500	+ 6.8%	\$125,000	\$142,950	+ 14.4%
Percent of Original List Price Received*	90.9%	91.4%	+ 0.6%	92.3%	92.2%	- 0.1%
Days on Market Until Sale	141	121	- 14.2%	126	117	- 7.1%
Months Supply of Inventory	3.9	3.0	- 23.1%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

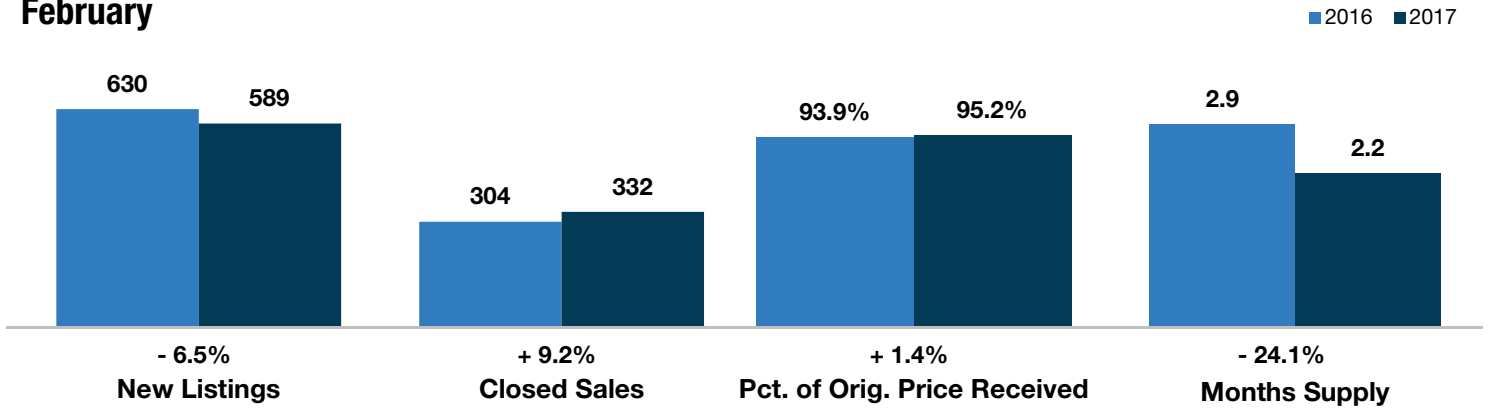


## 10 – Southeast Region

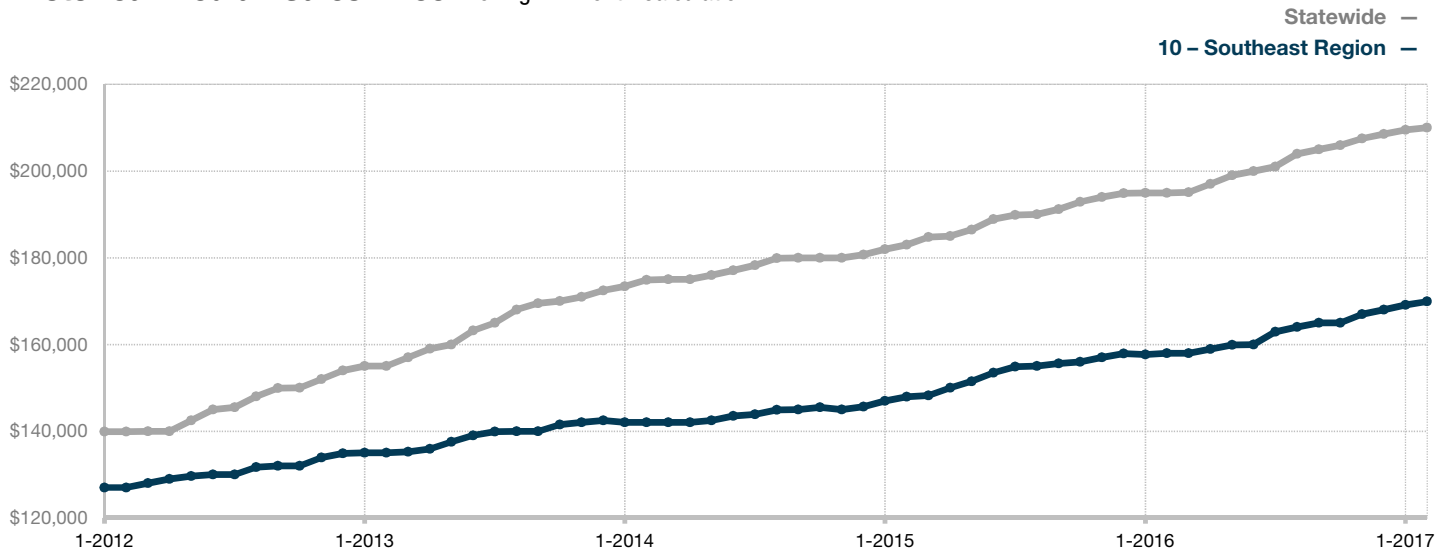
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	630	589	- 6.5%	1,056	970	- 8.1%
Closed Sales	304	332	+ 9.2%	653	674	+ 3.2%
Median Sales Price*	\$148,675	\$164,880	+ 10.9%	\$144,299	\$165,000	+ 14.3%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	93.7%	95.3%	+ 1.7%
Days on Market Until Sale	90	83	- 7.8%	85	82	- 3.5%
Months Supply of Inventory	2.9	2.2	- 24.1%	--	--	--

\* 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 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

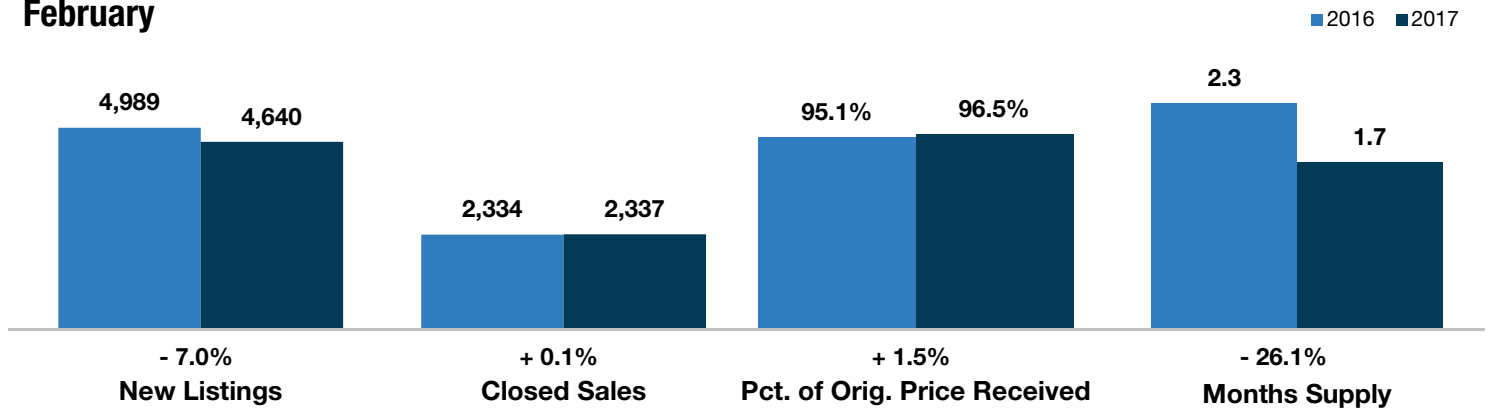


## 11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	4,989	<b>4,640</b>	- 7.0%	8,585	<b>8,238</b>	- 4.0%
Closed Sales	2,334	<b>2,337</b>	+ 0.1%	4,800	<b>4,769</b>	- 0.6%
Median Sales Price*	\$210,375	<b>\$225,000</b>	+ 7.0%	\$215,000	<b>\$226,000</b>	+ 5.1%
Percent of Original List Price Received*	95.1%	<b>96.5%</b>	+ 1.5%	95.1%	<b>96.2%</b>	+ 1.2%
Days on Market Until Sale	68	<b>60</b>	- 11.8%	66	<b>59</b>	- 10.6%
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	--	--	--

\* 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

