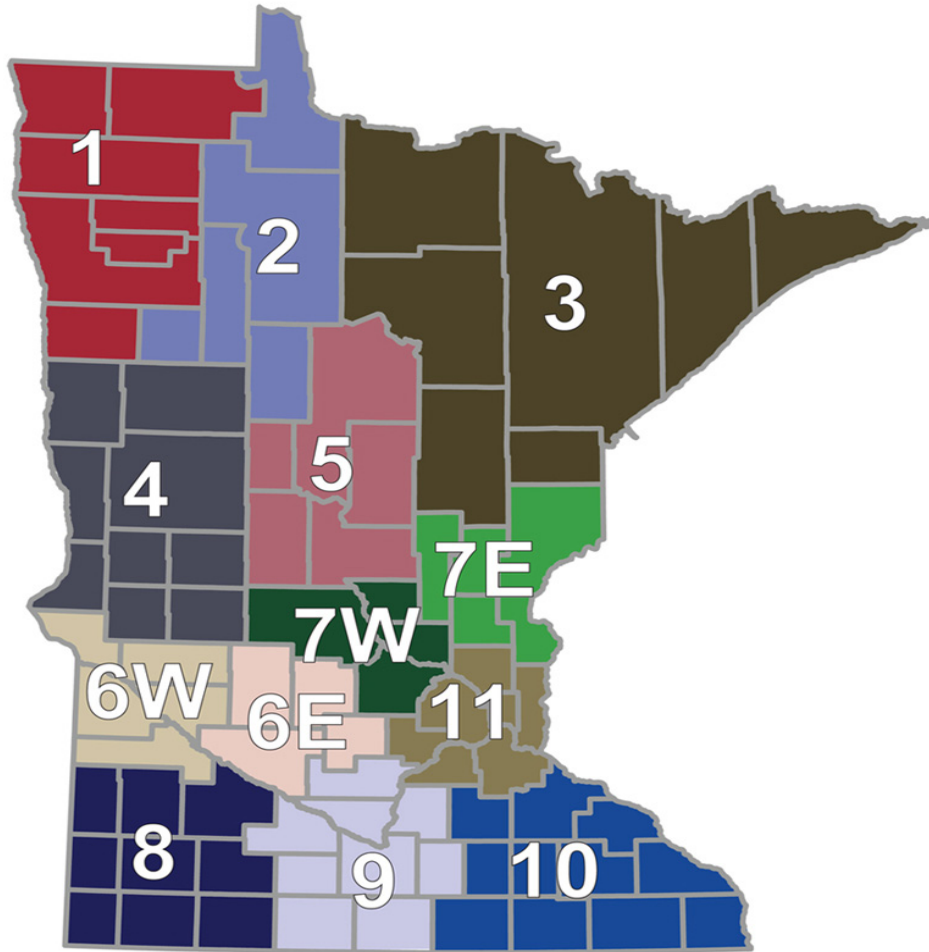


# Minnesota Regional Development Organizations



- 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 June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

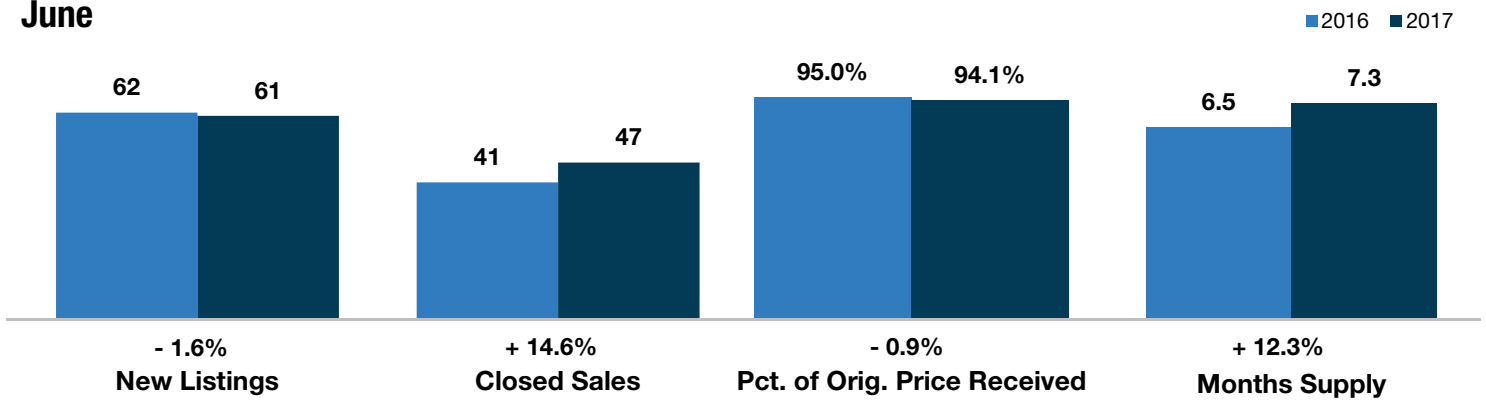


## 1 – Northwest Region

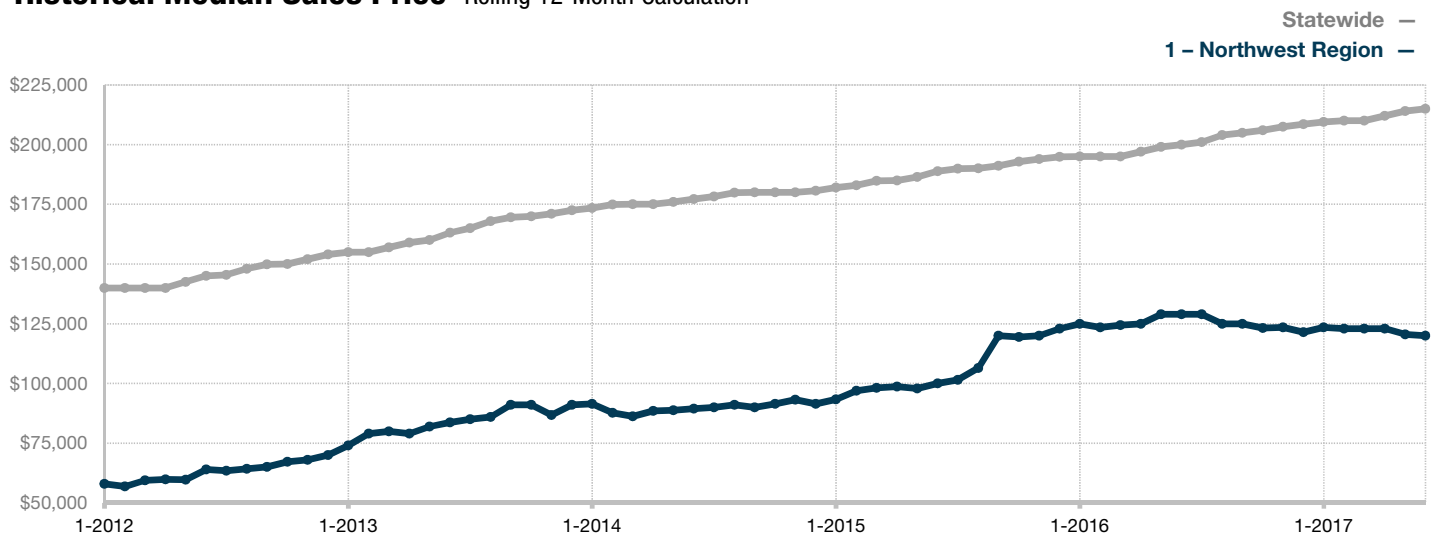
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	62	61	- 1.6%	272	349	+ 28.3%
Closed Sales	41	47	+ 14.6%	147	206	+ 40.1%
Median Sales Price*	\$141,500	<b>\$134,000</b>	- 5.3%	\$122,250	<b>\$120,000</b>	- 1.8%
Percent of Original List Price Received*	95.0%	<b>94.1%</b>	- 0.9%	91.1%	<b>92.0%</b>	+ 1.0%
Days on Market Until Sale	142	<b>132</b>	- 7.0%	154	<b>146</b>	- 5.2%
Months Supply of Inventory	6.5	<b>7.3</b>	+ 12.3%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

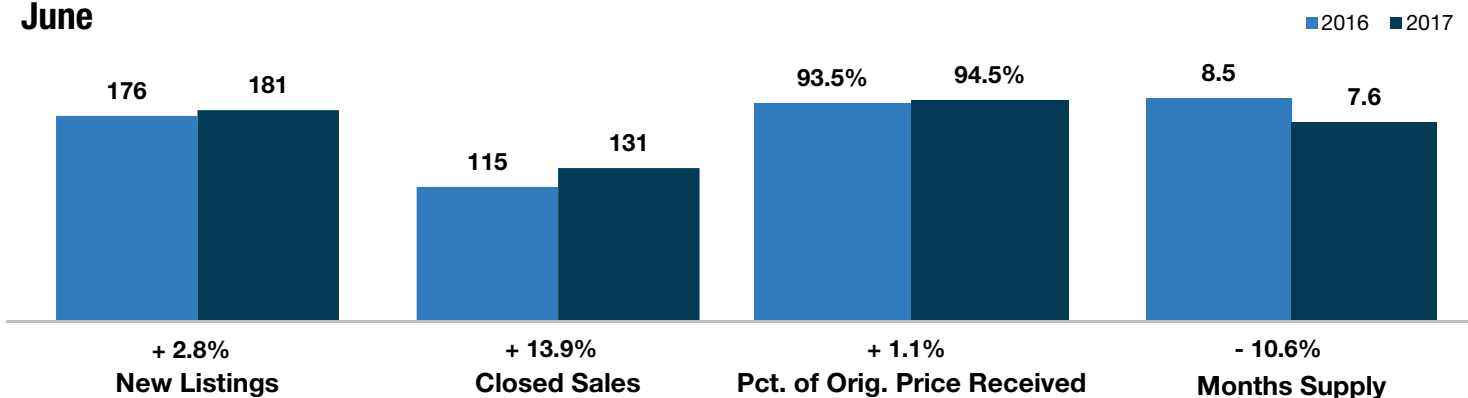


## 2 – Headwaters Region

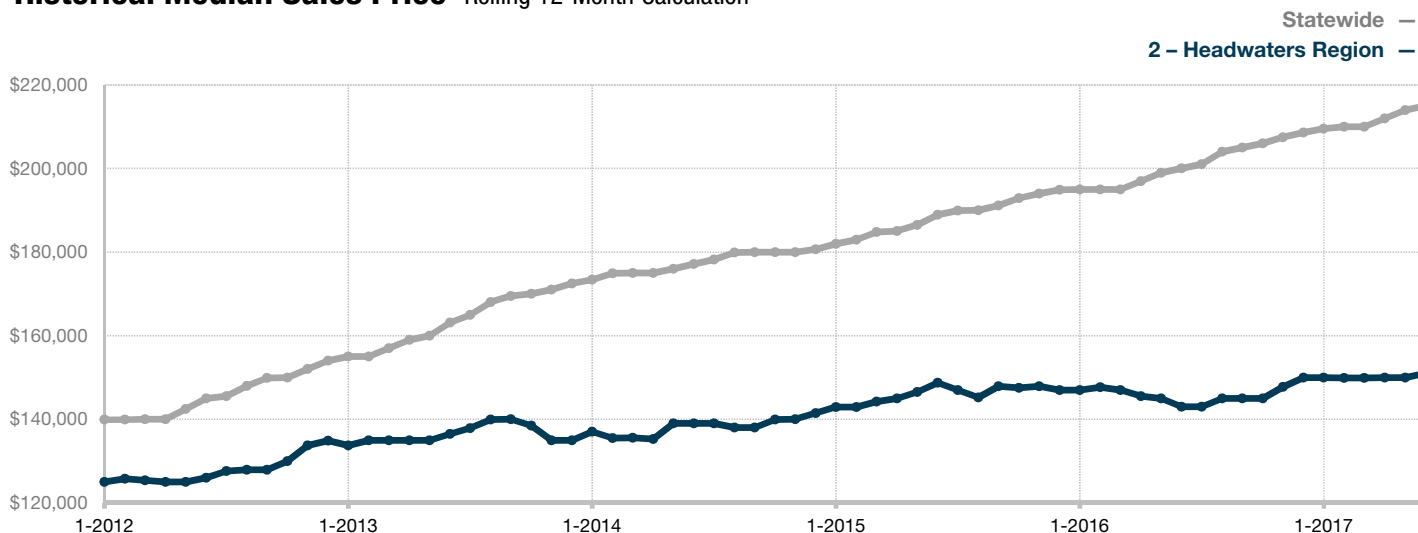
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	176	181	+ 2.8%	957	961	+ 0.4%
Closed Sales	115	131	+ 13.9%	466	464	- 0.4%
Median Sales Price*	\$152,500	\$164,000	+ 7.5%	\$140,300	\$146,000	+ 4.1%
Percent of Original List Price Received*	93.5%	94.5%	+ 1.1%	93.2%	93.4%	+ 0.2%
Days on Market Until Sale	122	99	- 18.9%	143	125	- 12.6%
Months Supply of Inventory	8.5	7.6	- 10.6%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

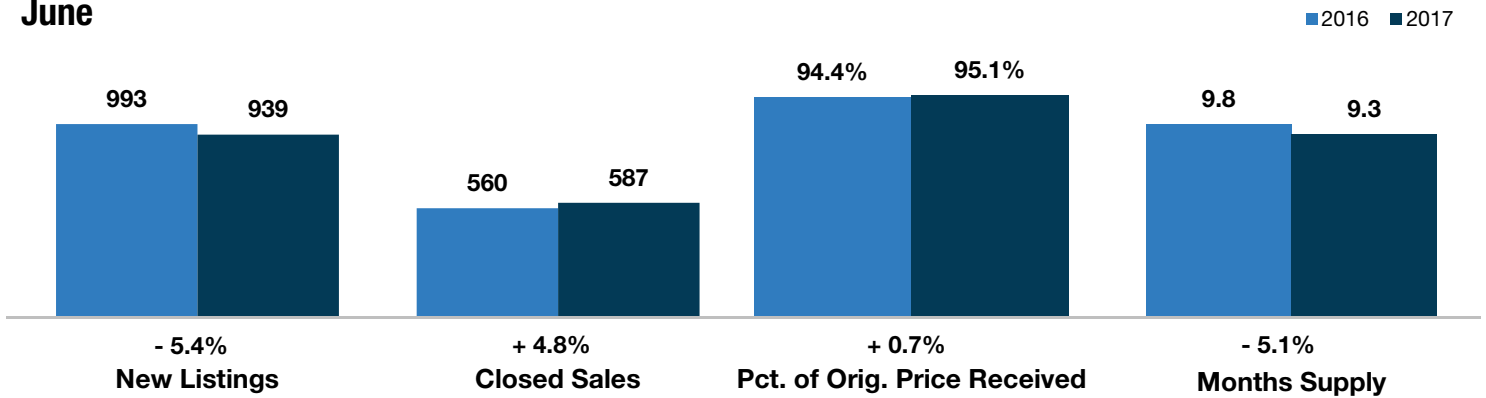


## 3 – Arrowhead Region

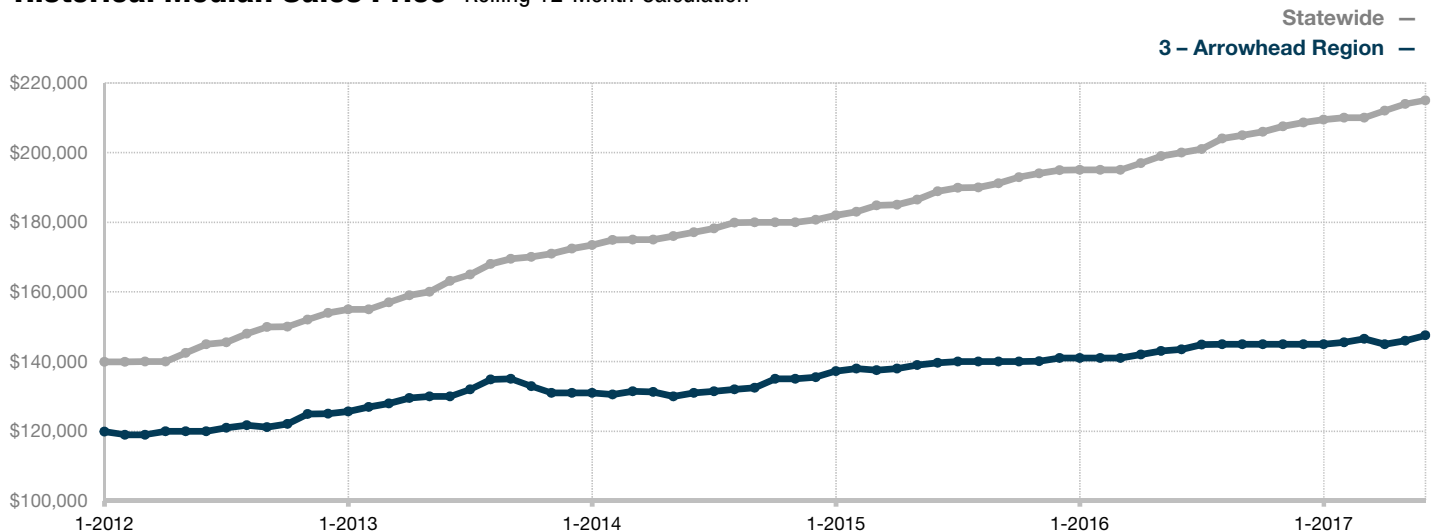
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	993	939	- 5.4%	4,741	4,308	- 9.1%
Closed Sales	560	587	+ 4.8%	2,005	2,102	+ 4.8%
Median Sales Price*	\$150,000	\$166,000	+ 10.7%	\$144,000	\$149,900	+ 4.1%
Percent of Original List Price Received*	94.4%	95.1%	+ 0.7%	92.1%	93.2%	+ 1.2%
Days on Market Until Sale	94	83	- 11.7%	116	108	- 6.9%
Months Supply of Inventory	9.8	9.3	- 5.1%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

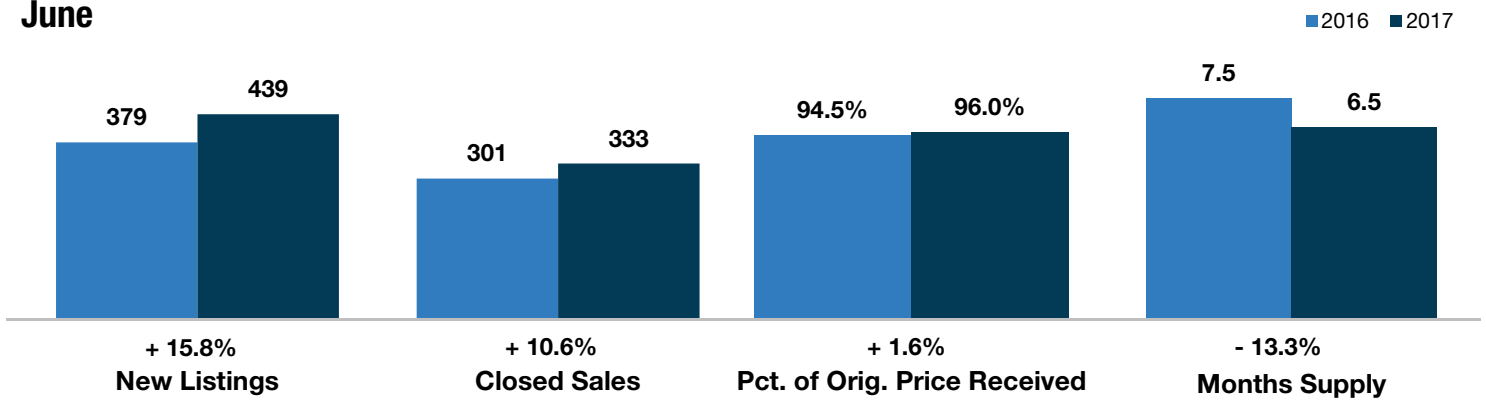


## 4 – West Central Region

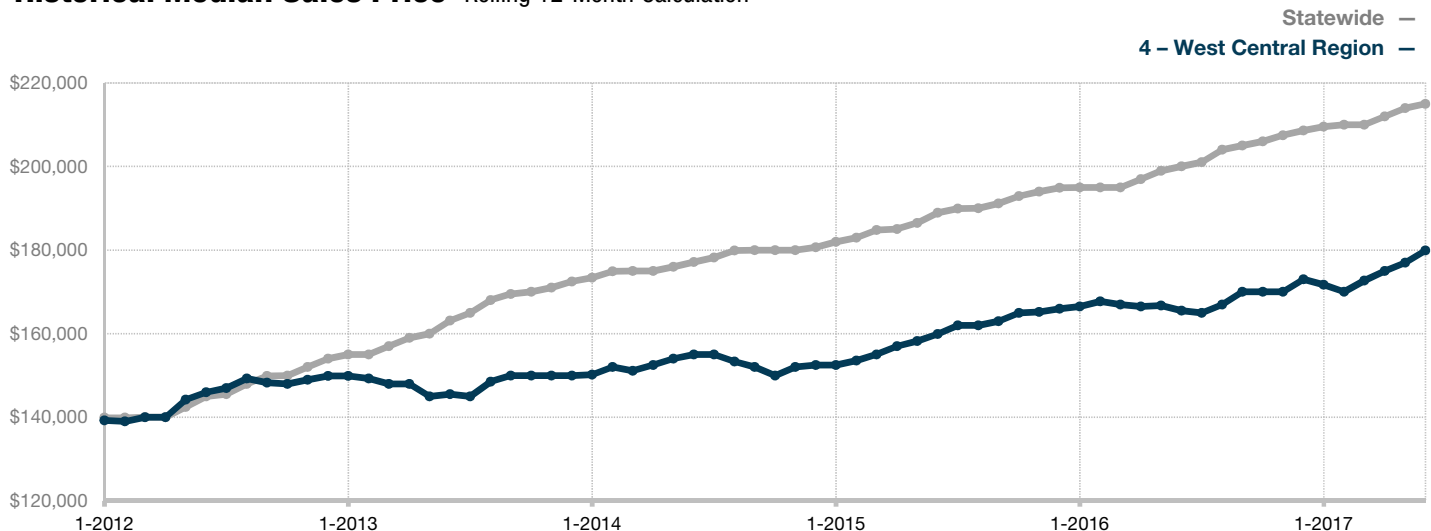
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	379	<b>439</b>	+ 15.8%	2,231	<b>2,166</b>	- 2.9%
Closed Sales	301	<b>333</b>	+ 10.6%	1,067	<b>1,152</b>	+ 8.0%
Median Sales Price*	\$173,400	<b>\$195,000</b>	+ 12.5%	\$162,500	<b>\$180,000</b>	+ 10.8%
Percent of Original List Price Received*	94.5%	<b>96.0%</b>	+ 1.6%	93.6%	<b>94.7%</b>	+ 1.2%
Days on Market Until Sale	85	<b>75</b>	- 11.8%	100	<b>93</b>	- 7.0%
Months Supply of Inventory	7.5	<b>6.5</b>	- 13.3%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

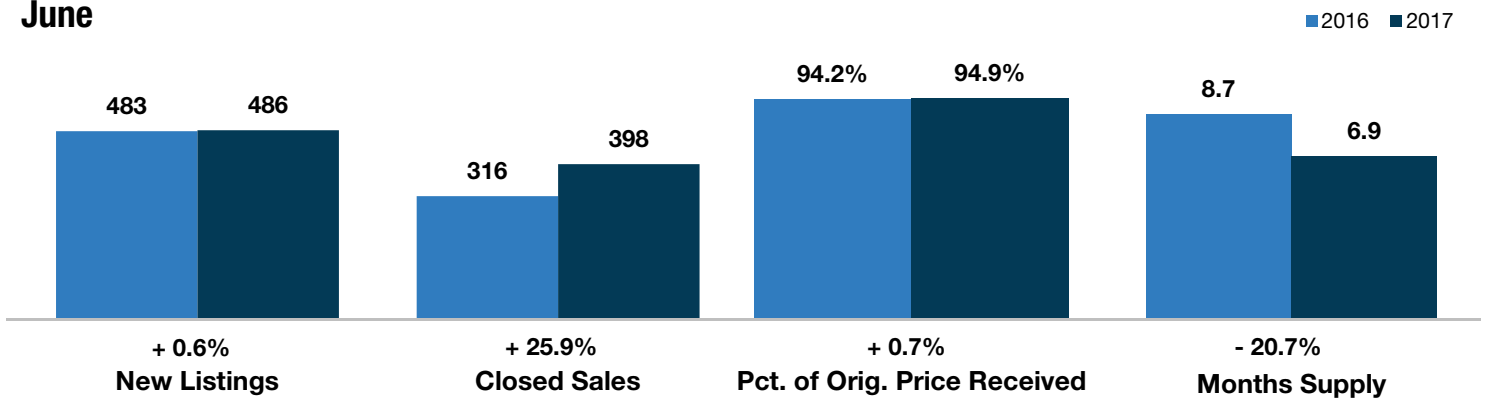


## 5 – North Central Region

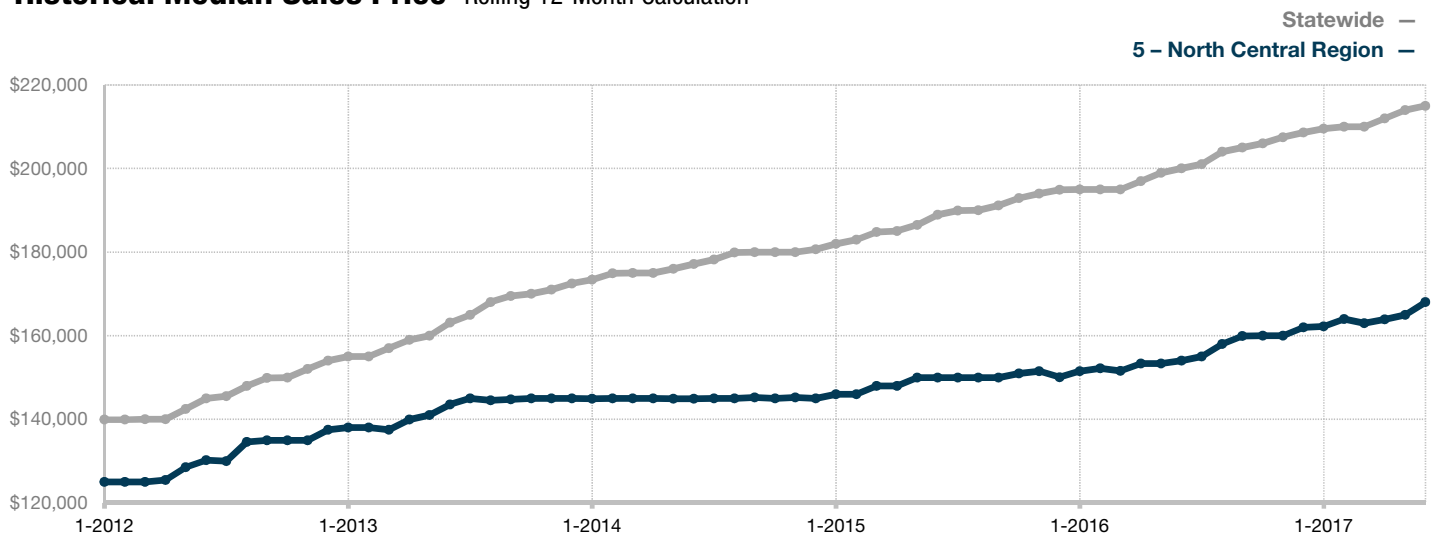
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	483	486	+ 0.6%	2,661	2,632	- 1.1%
Closed Sales	316	398	+ 25.9%	1,280	1,362	+ 6.4%
Median Sales Price*	\$175,000	\$187,500	+ 7.1%	\$156,750	\$169,900	+ 8.4%
Percent of Original List Price Received*	94.2%	94.9%	+ 0.7%	92.6%	93.6%	+ 1.1%
Days on Market Until Sale	94	81	- 13.8%	118	96	- 18.6%
Months Supply of Inventory	8.7	6.9	- 20.7%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

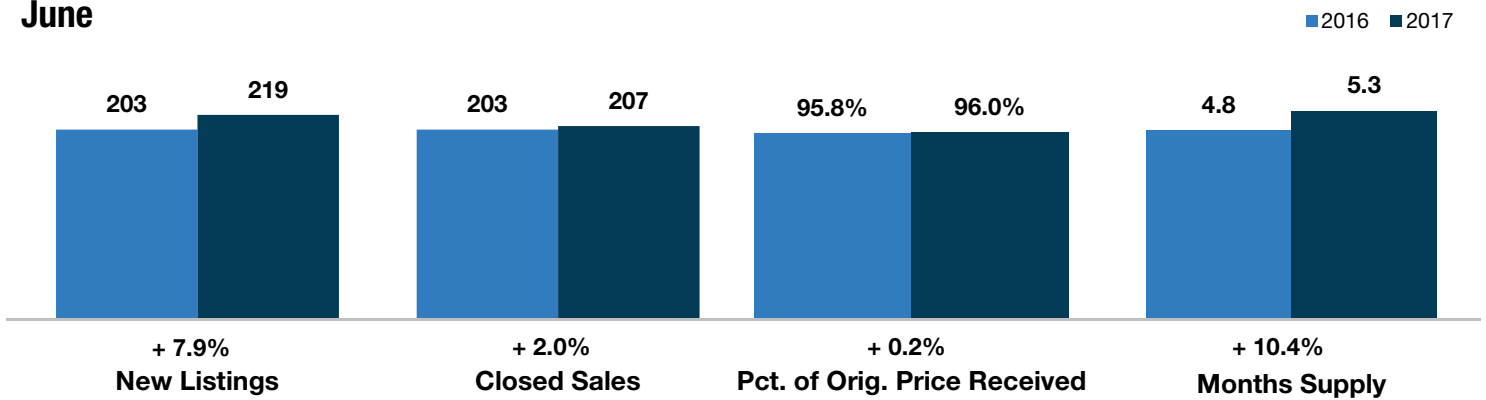


## 6E – Southwest Central Region

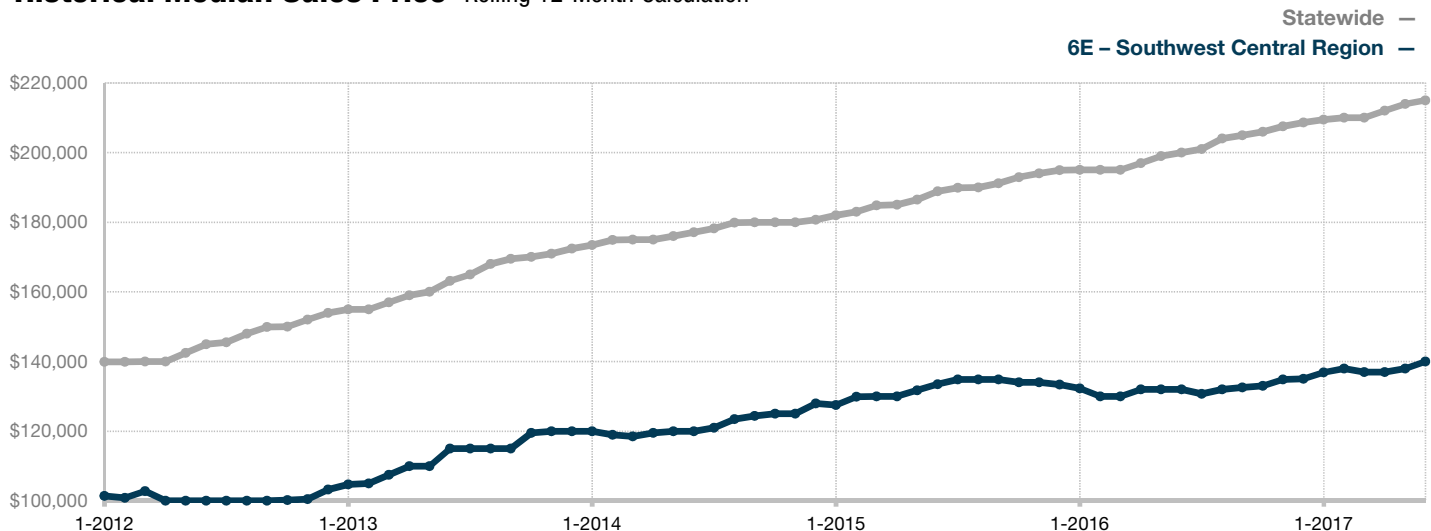
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	203	<b>219</b>	+ 7.9%	1,222	<b>1,135</b>	- 7.1%
Closed Sales	203	<b>207</b>	+ 2.0%	790	<b>719</b>	- 9.0%
Median Sales Price*	\$147,500	<b>\$173,500</b>	+ 17.6%	\$133,000	<b>\$142,000</b>	+ 6.8%
Percent of Original List Price Received*	95.8%	<b>96.0%</b>	+ 0.2%	94.3%	<b>94.9%</b>	+ 0.6%
Days on Market Until Sale	84	<b>73</b>	- 13.1%	90	<b>80</b>	- 11.1%
Months Supply of Inventory	4.8	<b>5.3</b>	+ 10.4%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

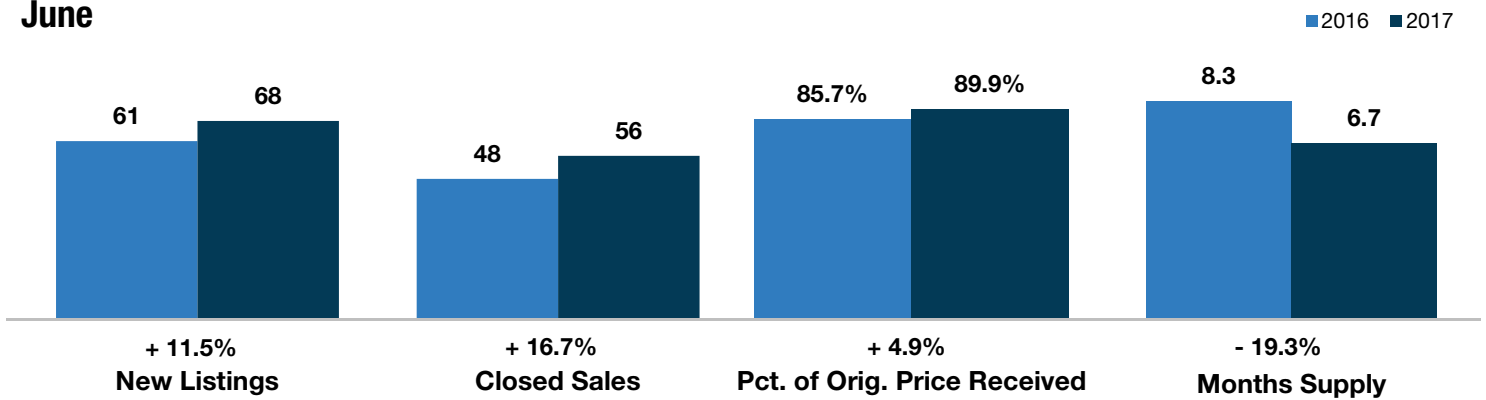


## 6W – Upper Minnesota Valley Region

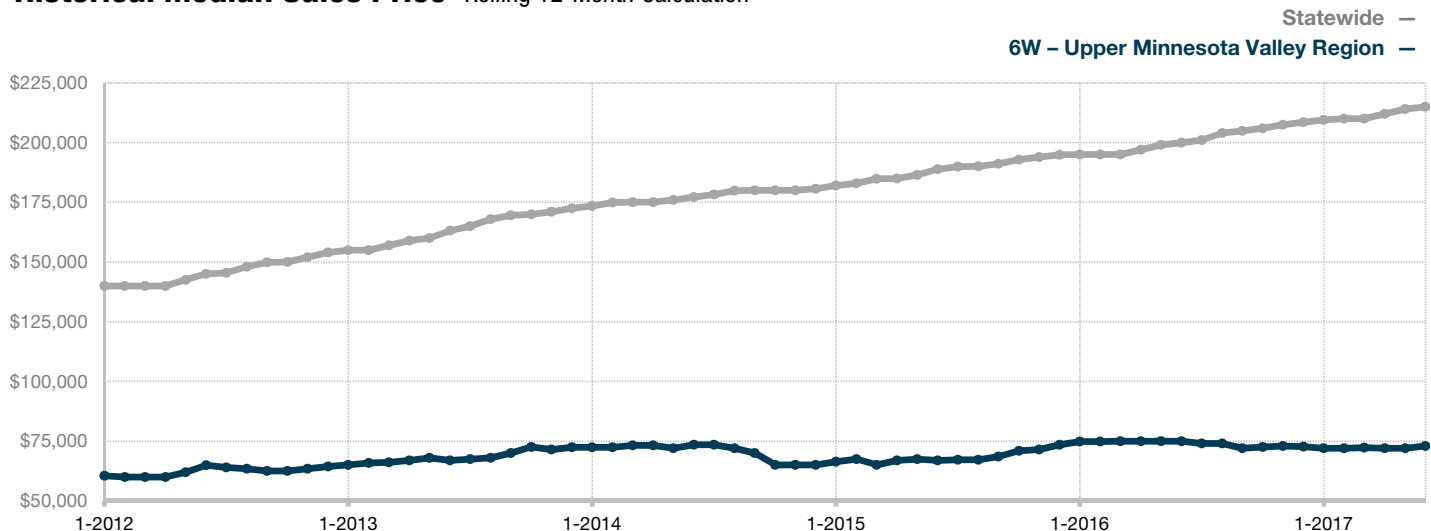
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	61	68	+ 11.5%	307	260	- 15.3%
Closed Sales	48	56	+ 16.7%	196	206	+ 5.1%
Median Sales Price*	\$72,000	\$79,500	+ 10.4%	\$73,000	\$73,995	+ 1.4%
Percent of Original List Price Received*	85.7%	89.9%	+ 4.9%	86.4%	88.8%	+ 2.8%
Days on Market Until Sale	175	128	- 26.9%	147	147	0.0%
Months Supply of Inventory	8.3	6.7	- 19.3%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.



# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®



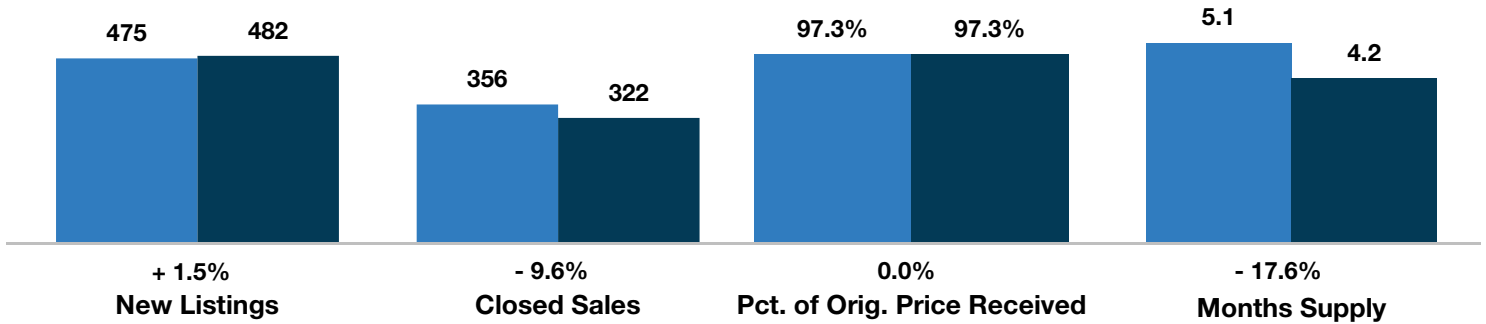
## 7E – East Central Region

Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	475	482	+ 1.5%	2,486	2,253	- 9.4%
Closed Sales	356	322	- 9.6%	1,368	1,297	- 5.2%
Median Sales Price*	\$176,700	\$200,000	+ 13.2%	\$169,000	\$186,750	+ 10.5%
Percent of Original List Price Received*	97.3%	97.3%	0.0%	95.4%	96.6%	+ 1.3%
Days on Market Until Sale	49	60	+ 22.4%	70	67	- 4.3%
Months Supply of Inventory	5.1	4.2	- 17.6%	--	--	--

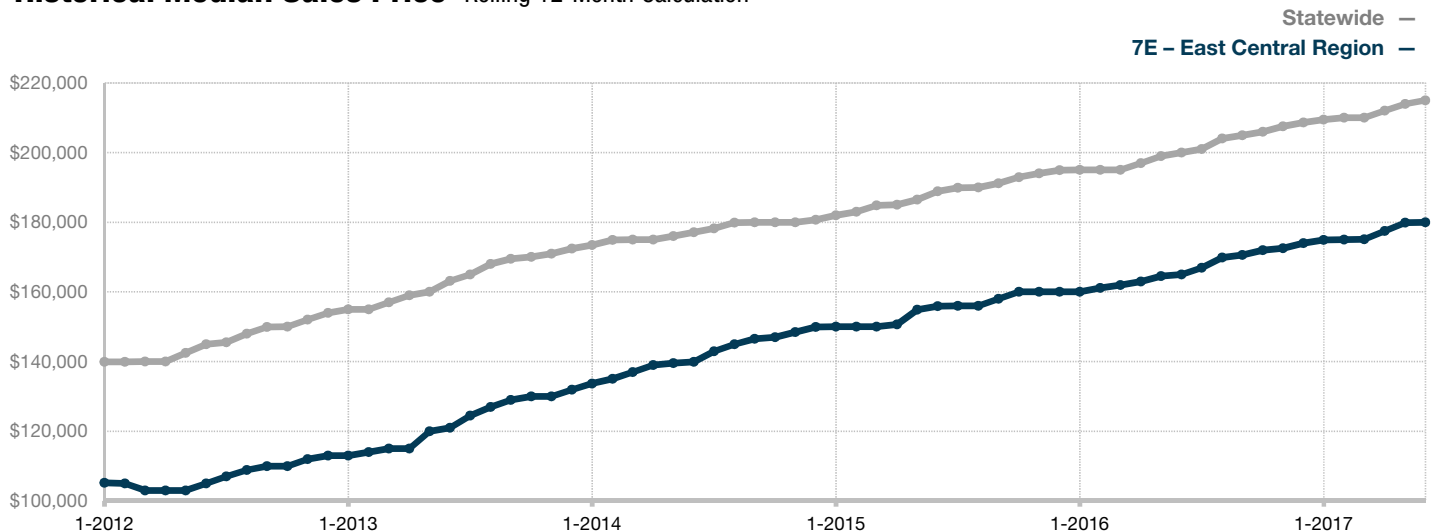
\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2016 ■ 2017



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

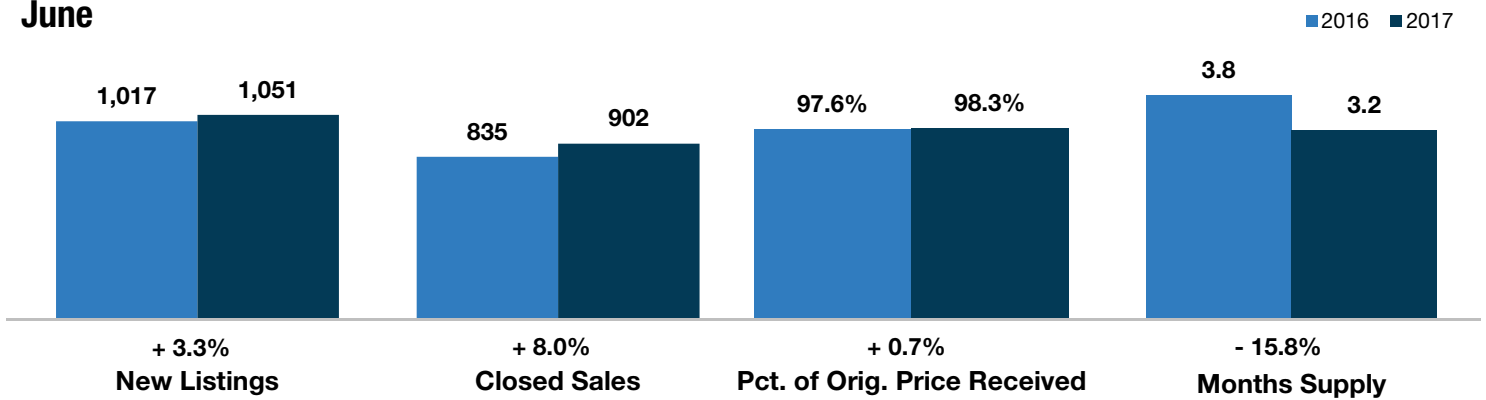


## 7W – Central Region

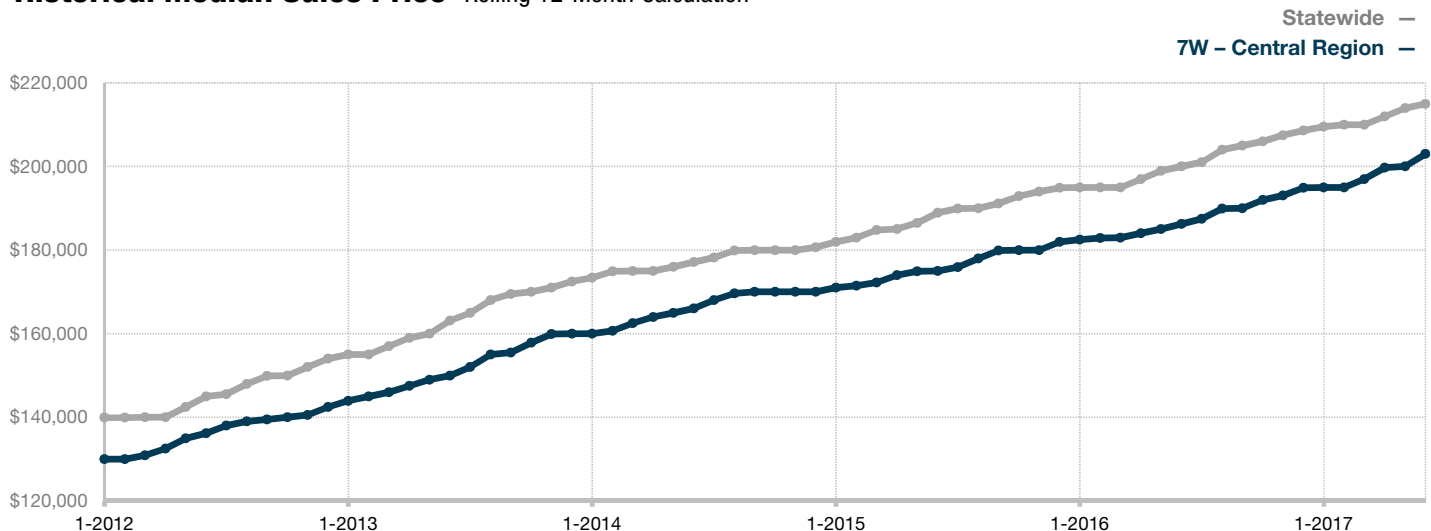
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	1,017	1,051	+ 3.3%	5,333	5,424	+ 1.7%
Closed Sales	835	902	+ 8.0%	3,336	3,500	+ 4.9%
Median Sales Price*	\$202,000	\$215,000	+ 6.4%	\$189,900	\$209,900	+ 10.5%
Percent of Original List Price Received*	97.6%	98.3%	+ 0.7%	96.6%	97.6%	+ 1.0%
Days on Market Until Sale	48	42	- 12.5%	63	53	- 15.9%
Months Supply of Inventory	3.8	3.2	- 15.8%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

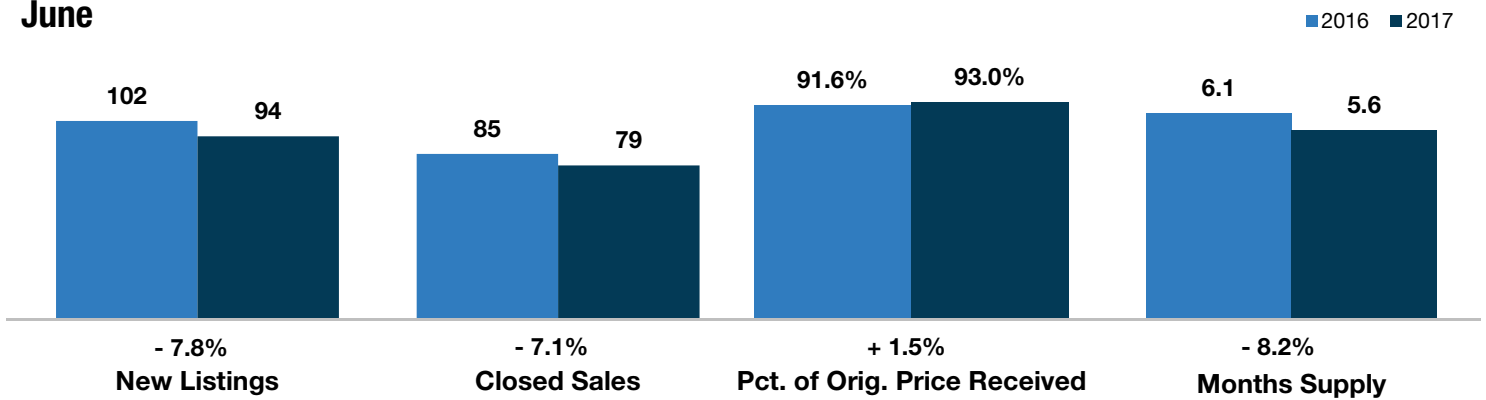


## 8 – Southwest Region

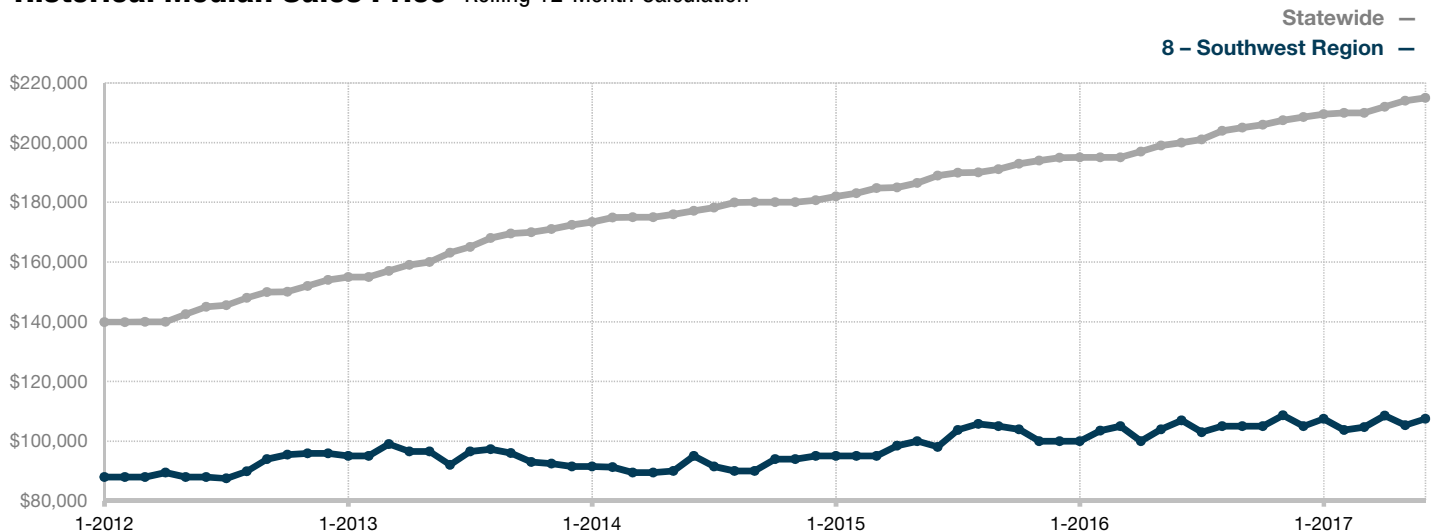
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	102	94	- 7.8%	521	496	- 4.8%
Closed Sales	85	79	- 7.1%	334	334	0.0%
Median Sales Price*	\$115,000	<b>\$118,000</b>	+ 2.6%	\$110,000	<b>\$116,000</b>	+ 5.5%
Percent of Original List Price Received*	91.6%	<b>93.0%</b>	+ 1.5%	90.9%	<b>91.3%</b>	+ 0.4%
Days on Market Until Sale	108	99	- 8.3%	116	114	- 1.7%
Months Supply of Inventory	6.1	5.6	- 8.2%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

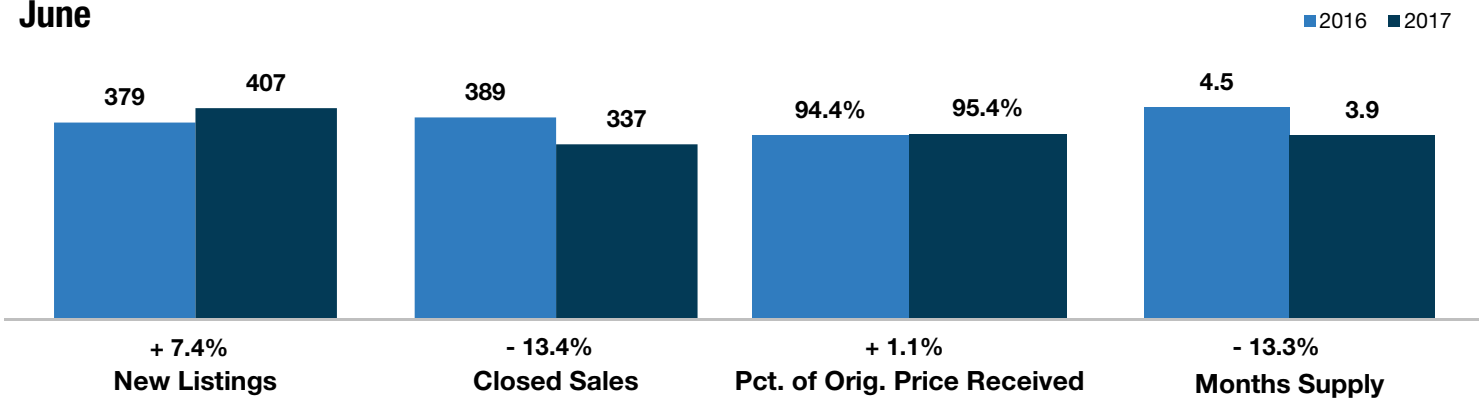


## 9 – South Central Region

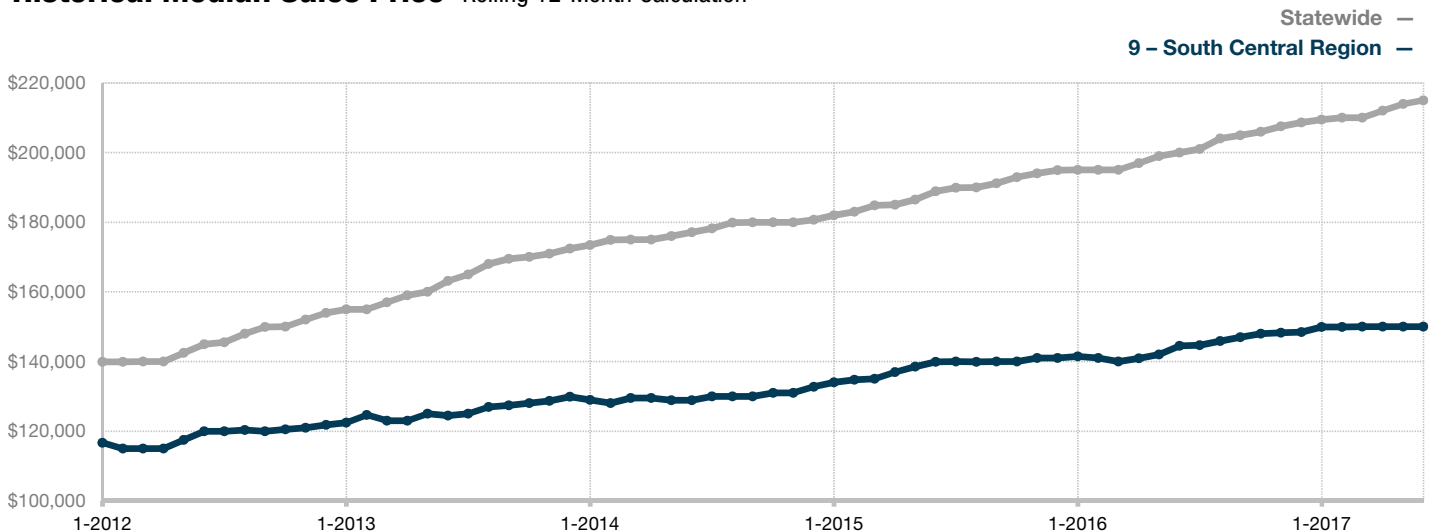
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	379	407	+ 7.4%	2,083	1,988	- 4.6%
Closed Sales	389	337	- 13.4%	1,344	1,418	+ 5.5%
Median Sales Price*	\$161,000	\$159,950	- 0.7%	\$145,000	\$149,900	+ 3.4%
Percent of Original List Price Received*	94.4%	95.4%	+ 1.1%	94.1%	94.4%	+ 0.3%
Days on Market Until Sale	123	96	- 22.0%	120	108	- 10.0%
Months Supply of Inventory	4.5	3.9	- 13.3%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®



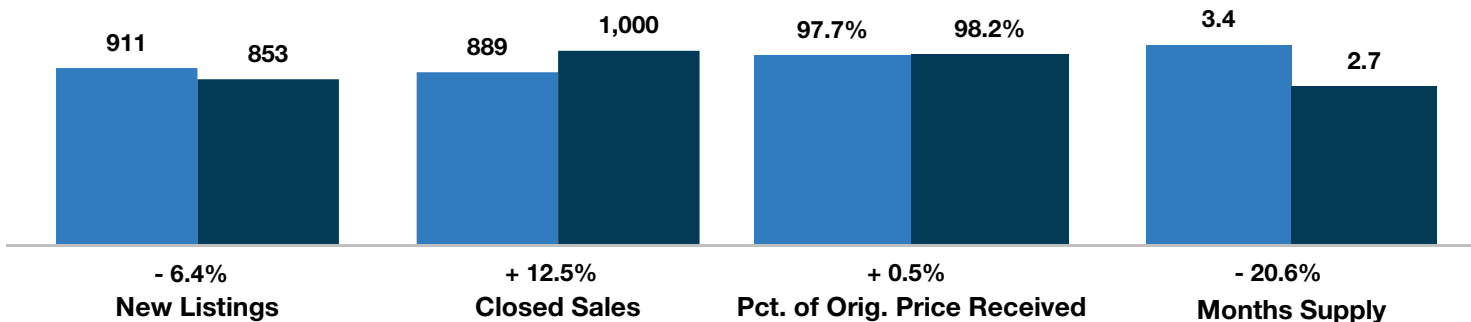
## 10 – Southeast Region

Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	911	853	- 6.4%	4,858	4,629	- 4.7%
Closed Sales	889	1,000	+ 12.5%	3,476	3,444	- 0.9%
Median Sales Price*	\$178,750	\$189,000	+ 5.7%	\$165,000	\$180,000	+ 9.1%
Percent of Original List Price Received*	97.7%	98.2%	+ 0.5%	96.2%	97.1%	+ 0.9%
Days on Market Until Sale	62	55	- 11.3%	75	68	- 9.3%
Months Supply of Inventory	3.4	2.7	- 20.6%	--	--	--

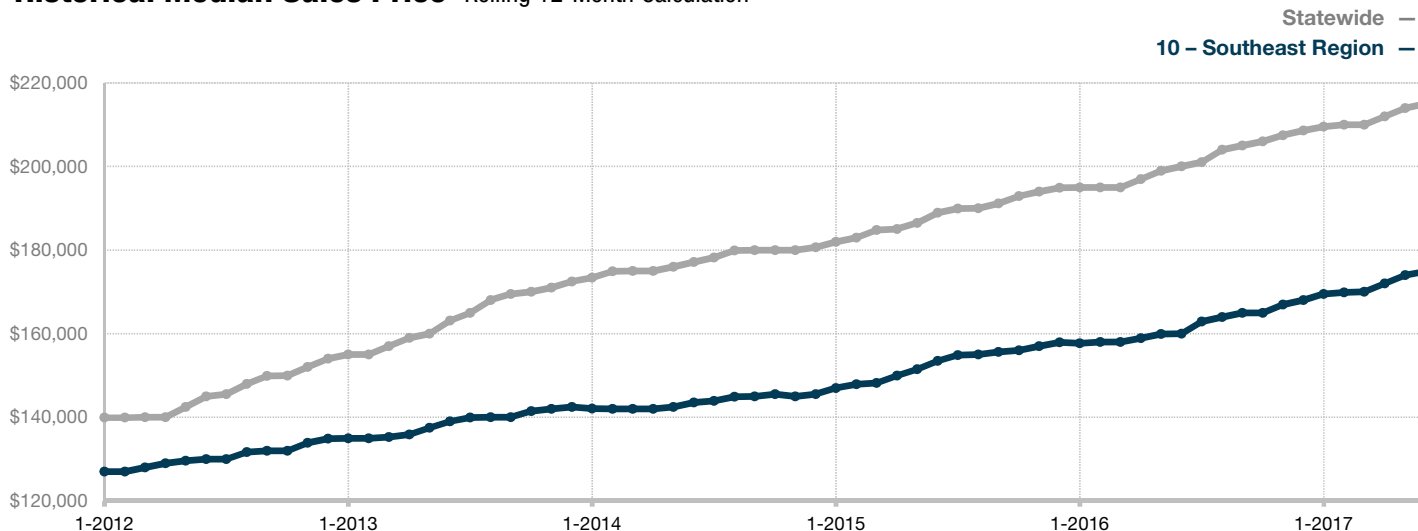
\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### June

■ 2016 ■ 2017



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for June 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

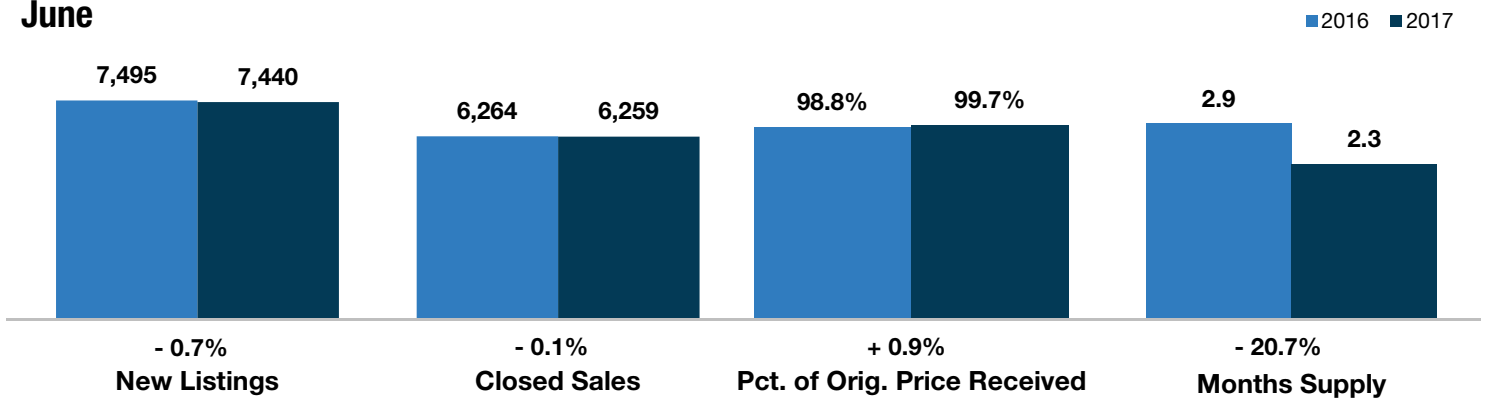


## 11 – 7-County Twin Cities Region

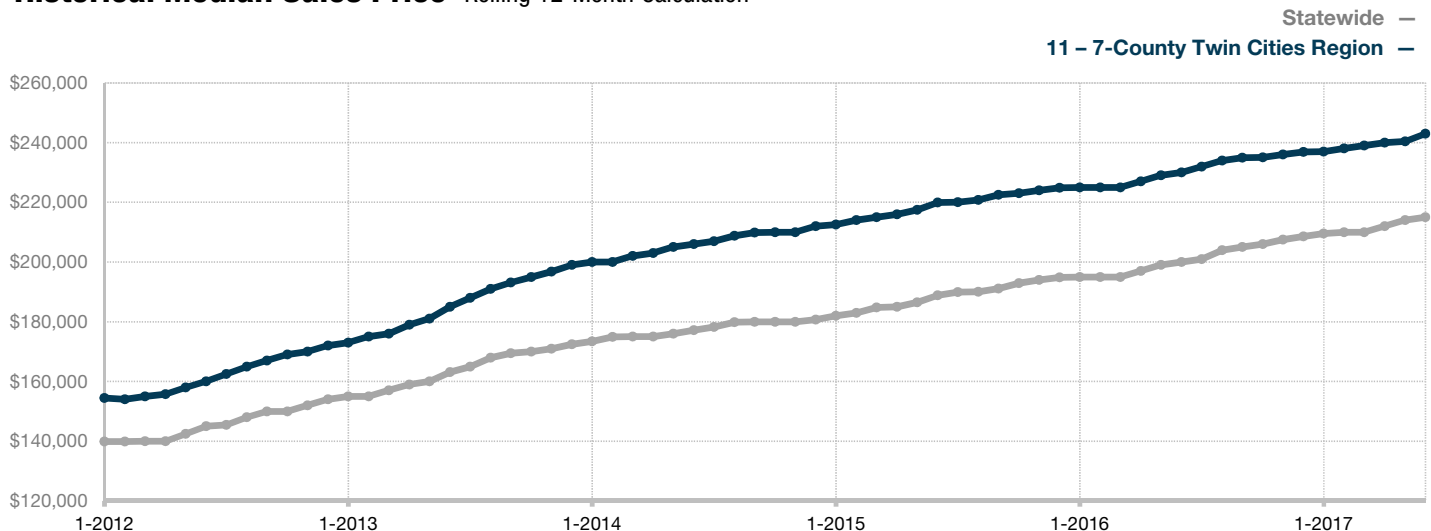
Key Metrics	June			Year to Date		
	2016	2017	Percent Change	Thru 6-2016	Thru 6-2017	Percent Change
New Listings	7,495	7,440	- 0.7%	37,505	36,683	- 2.2%
Closed Sales	6,264	6,259	- 0.1%	24,531	24,365	- 0.7%
Median Sales Price*	\$247,825	\$262,750	+ 6.0%	\$235,000	\$249,900	+ 6.3%
Percent of Original List Price Received*	98.8%	99.7%	+ 0.9%	97.6%	98.7%	+ 1.1%
Days on Market Until Sale	38	32	- 15.8%	49	42	- 14.3%
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

\* 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.

### June



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



Current as of July 7, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. Percent changes are calculated using rounded figures.