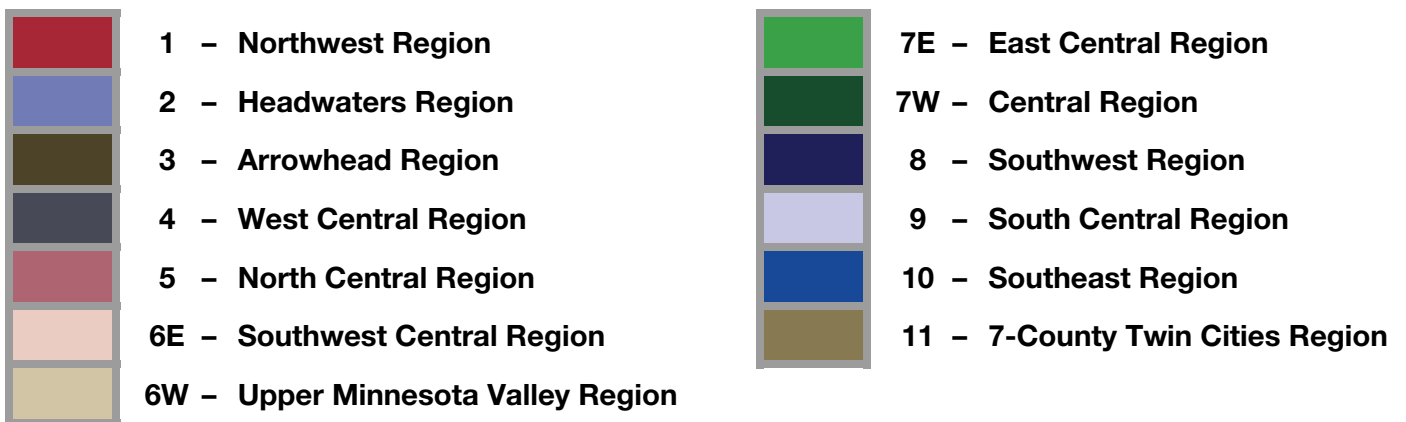
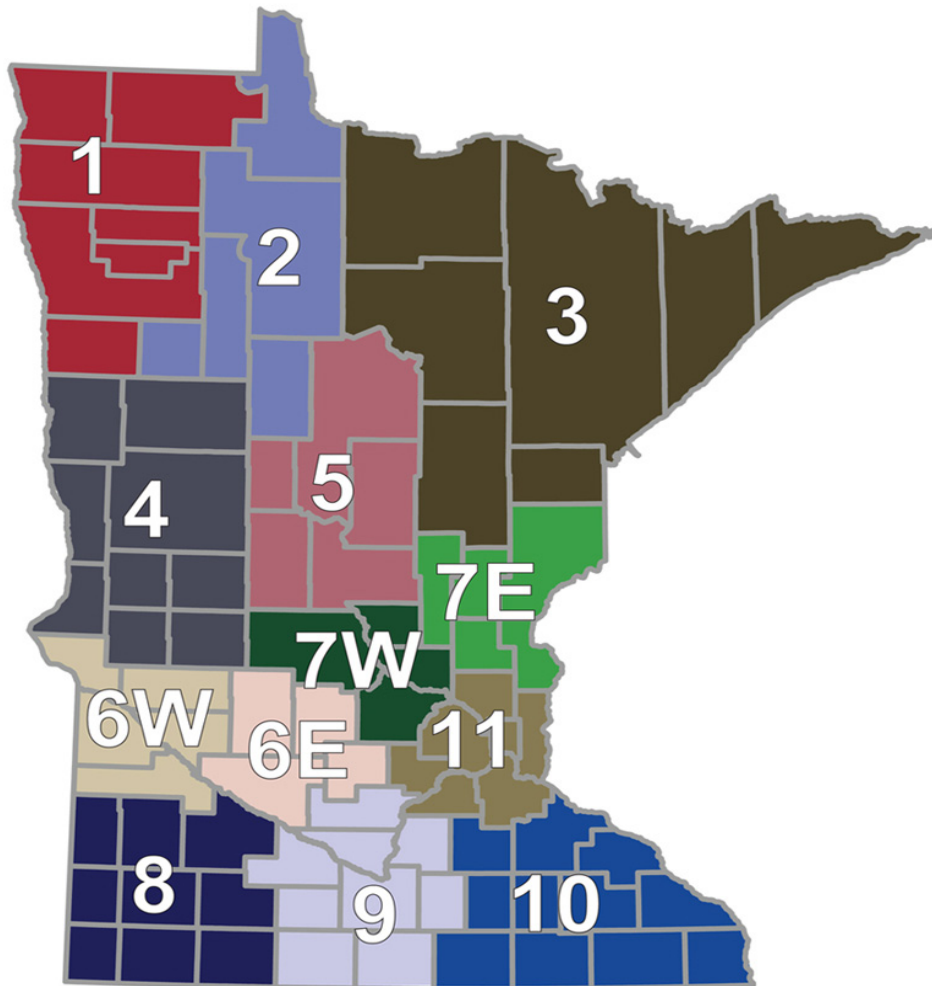


Minnesota Regional Development Organizations



Local Market Update for September 2017

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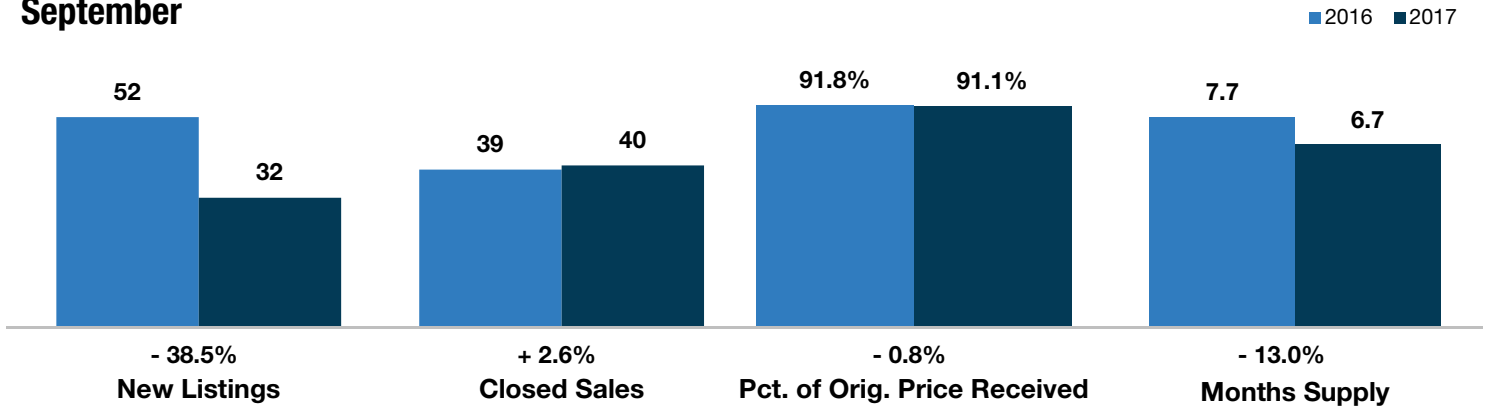


1 – Northwest Region

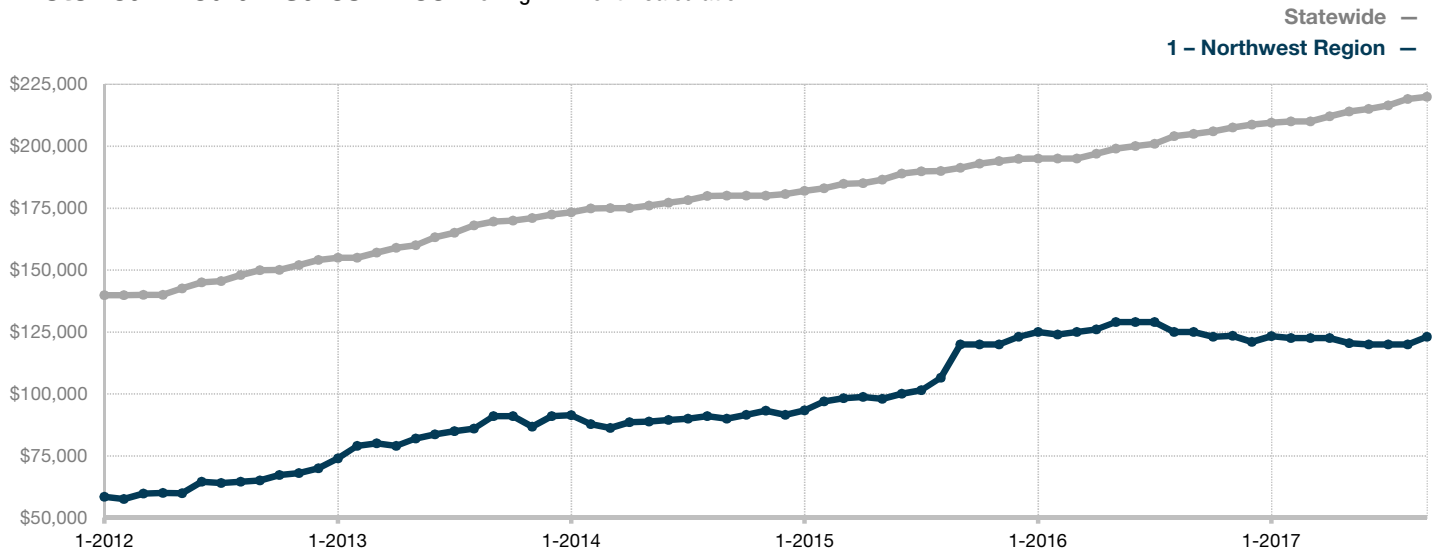
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	52	32	- 38.5%	463	527	+ 13.8%
Closed Sales	39	40	+ 2.6%	263	324	+ 23.2%
Median Sales Price*	\$124,900	\$131,000	+ 4.9%	\$125,000	\$125,000	0.0%
Percent of Original List Price Received*	91.8%	91.1%	- 0.8%	92.1%	92.0%	- 0.1%
Days on Market Until Sale	151	167	+ 10.6%	144	146	+ 1.4%
Months Supply of Inventory	7.7	6.7	- 13.0%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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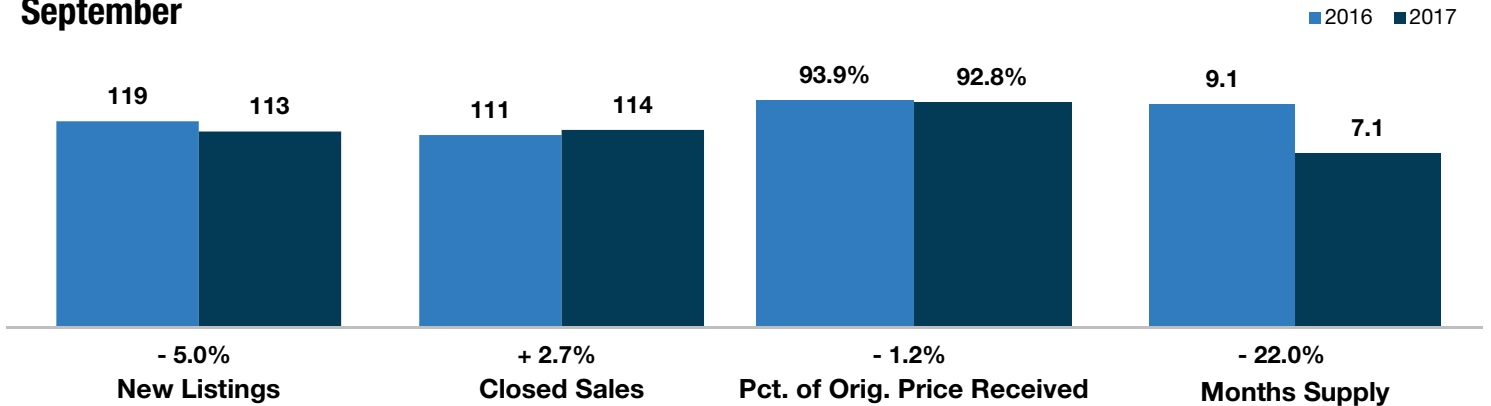


2 – Headwaters Region

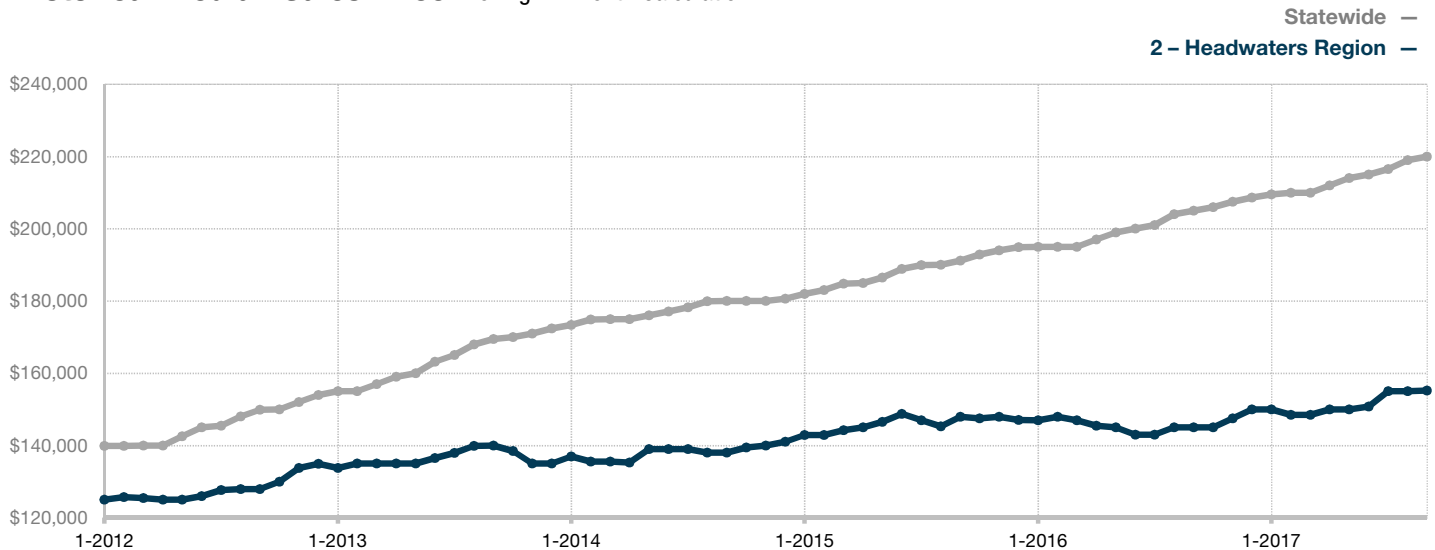
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	119	113	- 5.0%	1,464	1,407	- 3.9%
Closed Sales	111	114	+ 2.7%	812	815	+ 0.4%
Median Sales Price*	\$165,000	\$178,000	+ 7.9%	\$148,500	\$159,000	+ 7.1%
Percent of Original List Price Received*	93.9%	92.8%	- 1.2%	93.0%	93.5%	+ 0.5%
Days on Market Until Sale	117	137	+ 17.1%	137	122	- 10.9%
Months Supply of Inventory	9.1	7.1	- 22.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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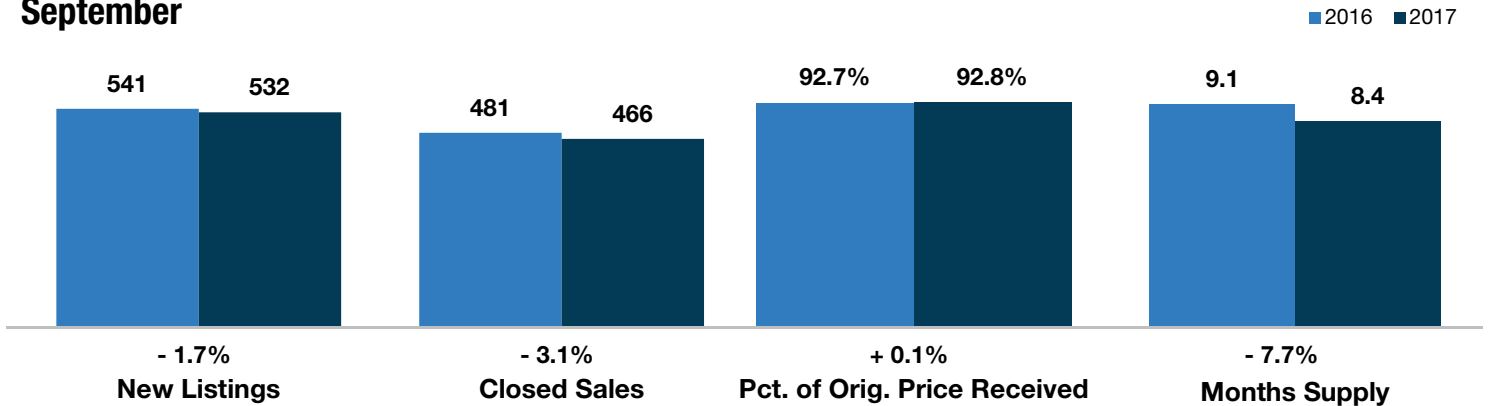


3 – Arrowhead Region

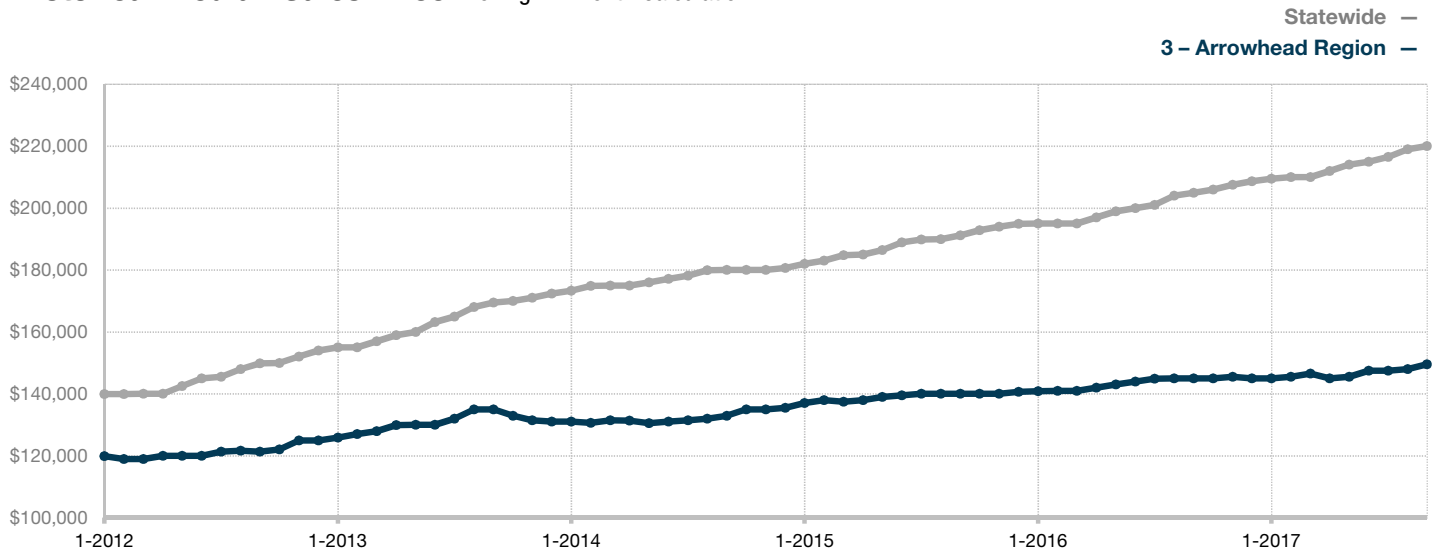
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	541	532	- 1.7%	6,763	6,246	- 7.6%
Closed Sales	481	466	- 3.1%	3,590	3,640	+ 1.4%
Median Sales Price*	\$147,000	\$159,800	+ 8.7%	\$147,000	\$152,500	+ 3.7%
Percent of Original List Price Received*	92.7%	92.8%	+ 0.1%	92.5%	93.2%	+ 0.8%
Days on Market Until Sale	97	108	+ 11.3%	105	100	- 4.8%
Months Supply of Inventory	9.1	8.4	- 7.7%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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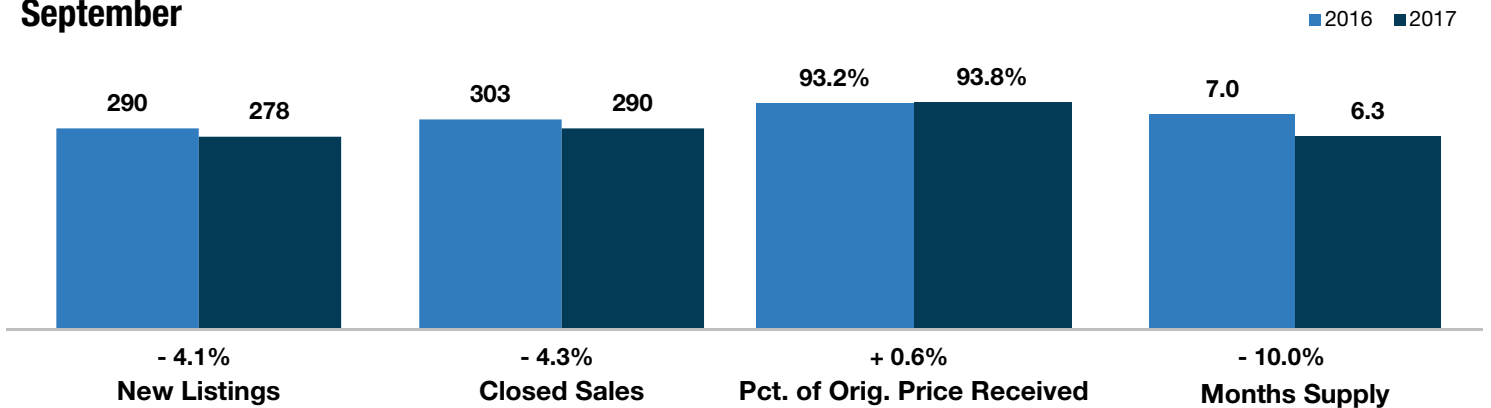


4 – West Central Region

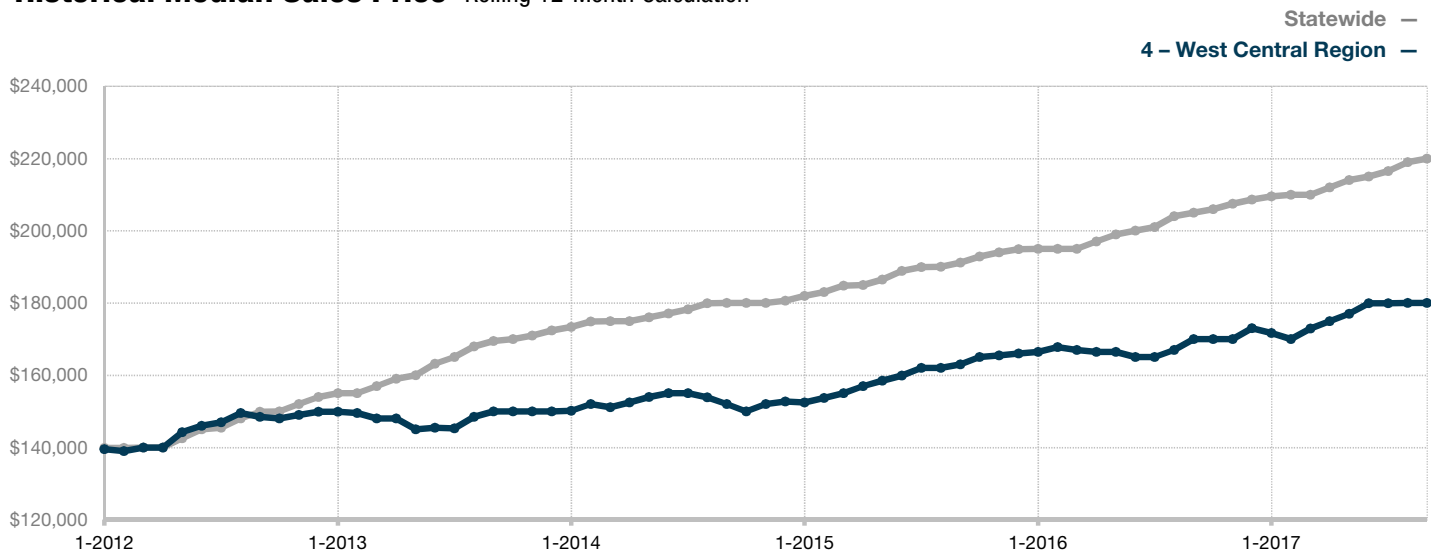
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	290	278	- 4.1%	3,215	3,144	- 2.2%
Closed Sales	303	290	- 4.3%	1,960	1,962	+ 0.1%
Median Sales Price*	\$190,000	\$194,900	+ 2.6%	\$170,000	\$181,000	+ 6.5%
Percent of Original List Price Received*	93.2%	93.8%	+ 0.6%	93.5%	94.6%	+ 1.2%
Days on Market Until Sale	90	80	- 11.1%	97	85	- 12.4%
Months Supply of Inventory	7.0	6.3	- 10.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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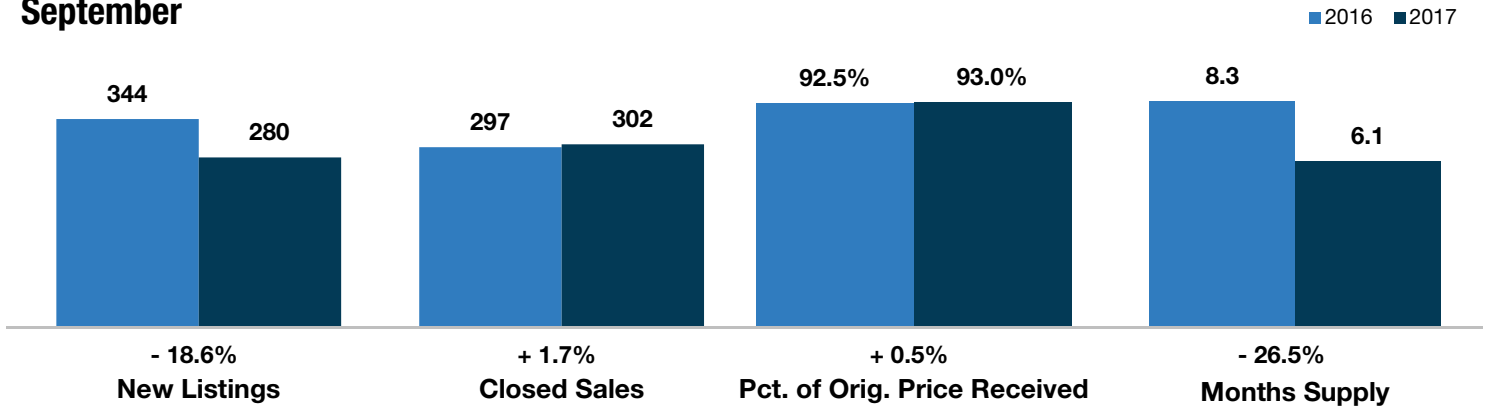


5 – North Central Region

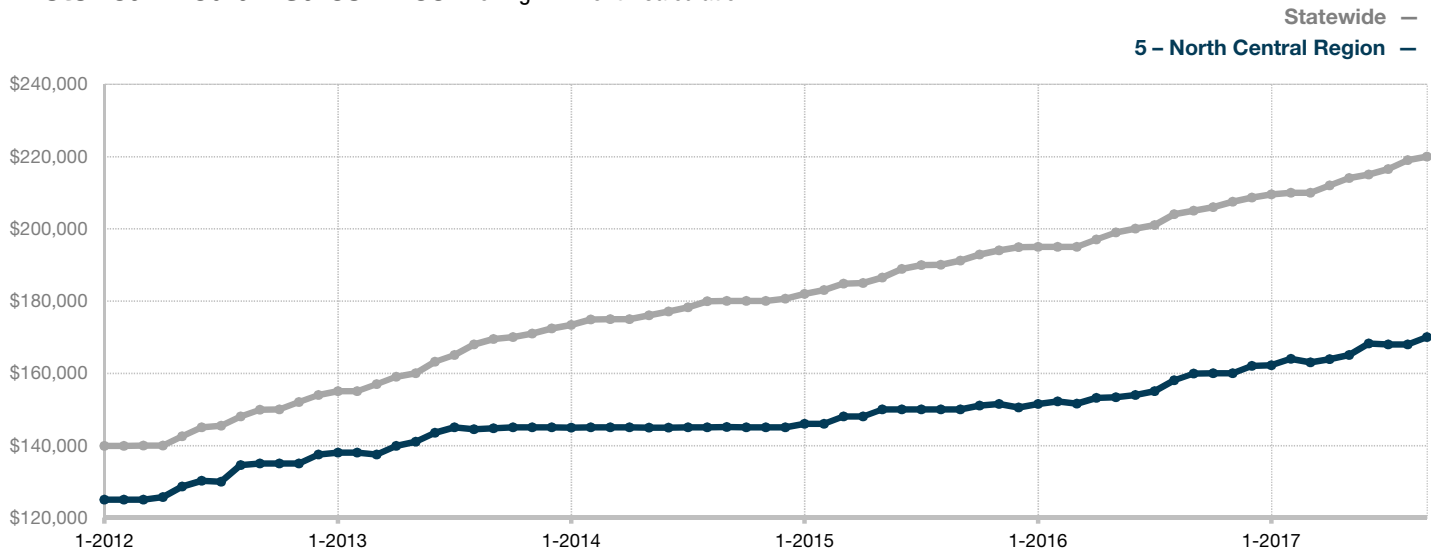
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	344	280	- 18.6%	3,863	3,759	- 2.7%
Closed Sales	297	302	+ 1.7%	2,213	2,343	+ 5.9%
Median Sales Price*	\$168,000	\$185,000	+ 10.1%	\$164,000	\$171,363	+ 4.5%
Percent of Original List Price Received*	92.5%	93.0%	+ 0.5%	92.7%	93.7%	+ 1.1%
Days on Market Until Sale	108	87	- 19.4%	110	92	- 16.4%
Months Supply of Inventory	8.3	6.1	- 26.5%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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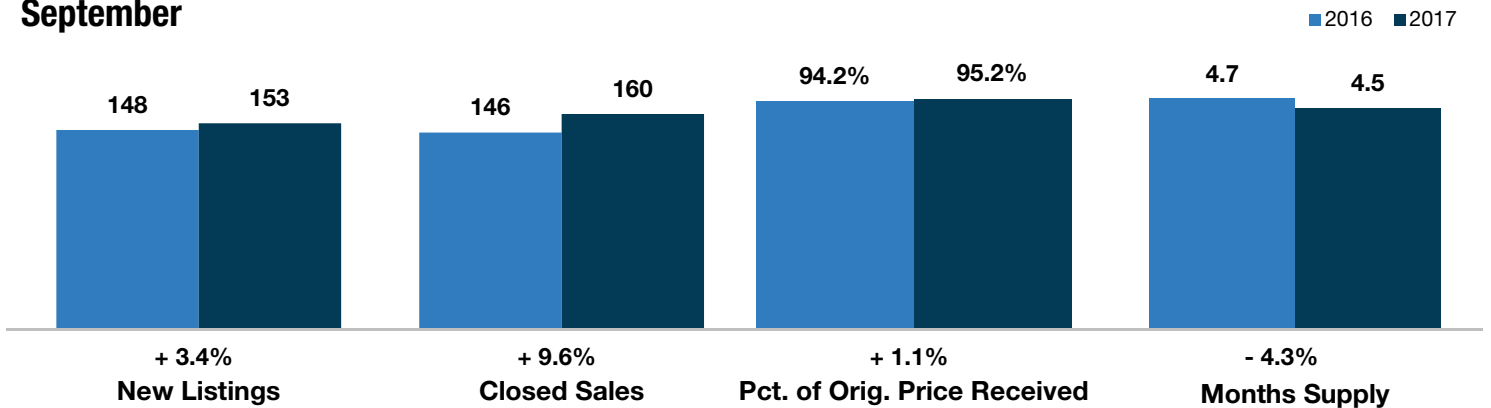


6E – Southwest Central Region

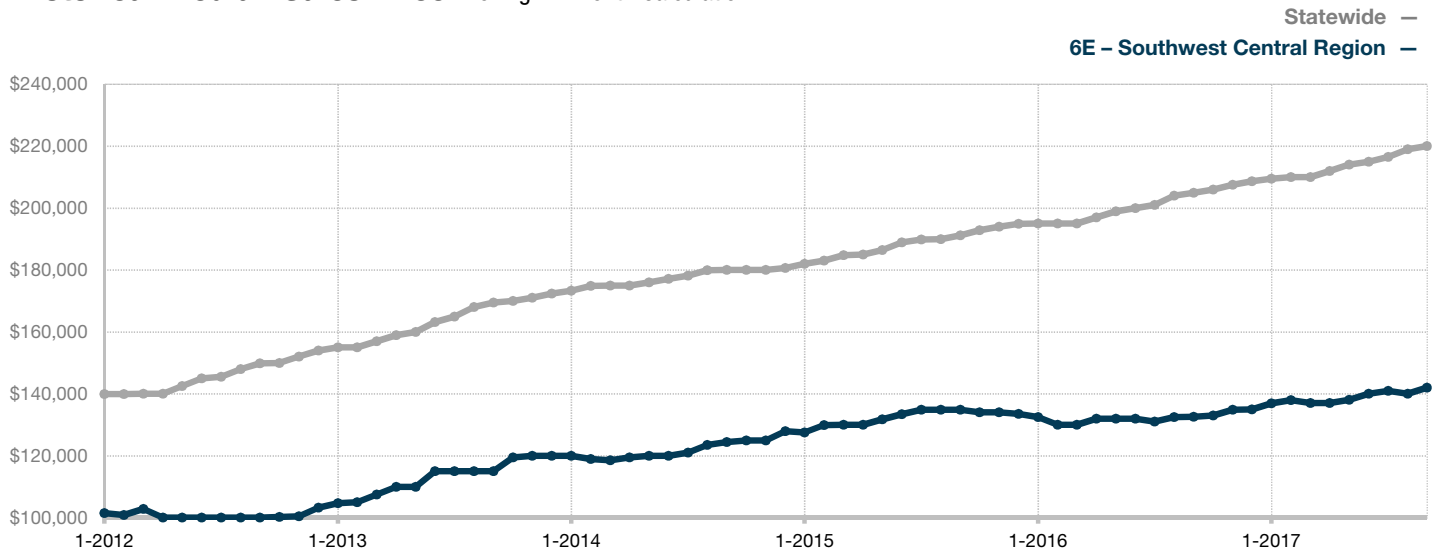
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	148	153	+ 3.4%	1,722	1,647	- 4.4%
Closed Sales	146	160	+ 9.6%	1,273	1,199	- 5.8%
Median Sales Price*	\$136,822	\$154,500	+ 12.9%	\$135,000	\$144,500	+ 7.0%
Percent of Original List Price Received*	94.2%	95.2%	+ 1.1%	94.5%	94.9%	+ 0.4%
Days on Market Until Sale	87	65	- 25.3%	87	75	- 13.8%
Months Supply of Inventory	4.7	4.5	- 4.3%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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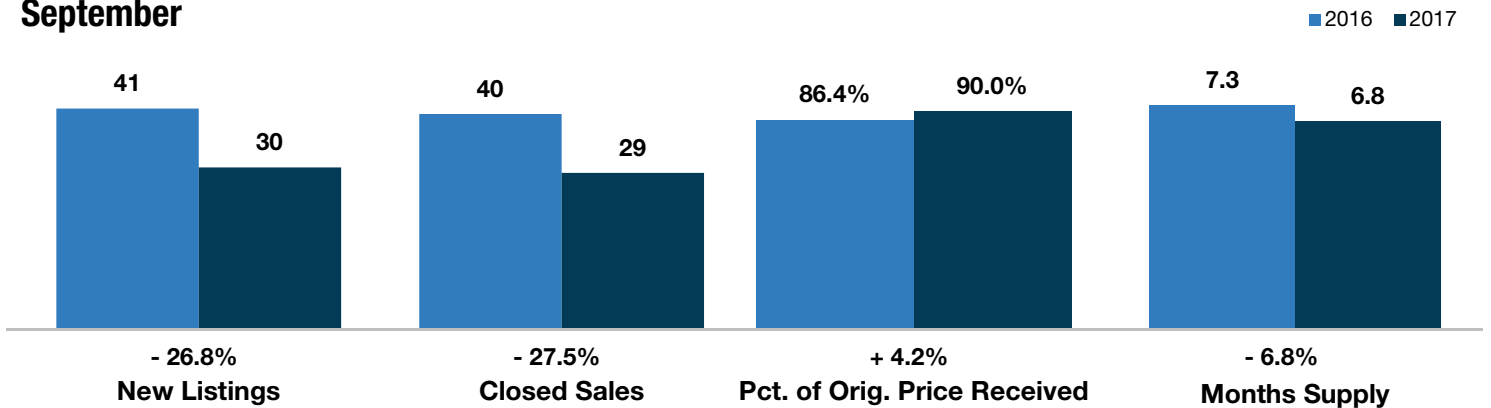


6W – Upper Minnesota Valley Region

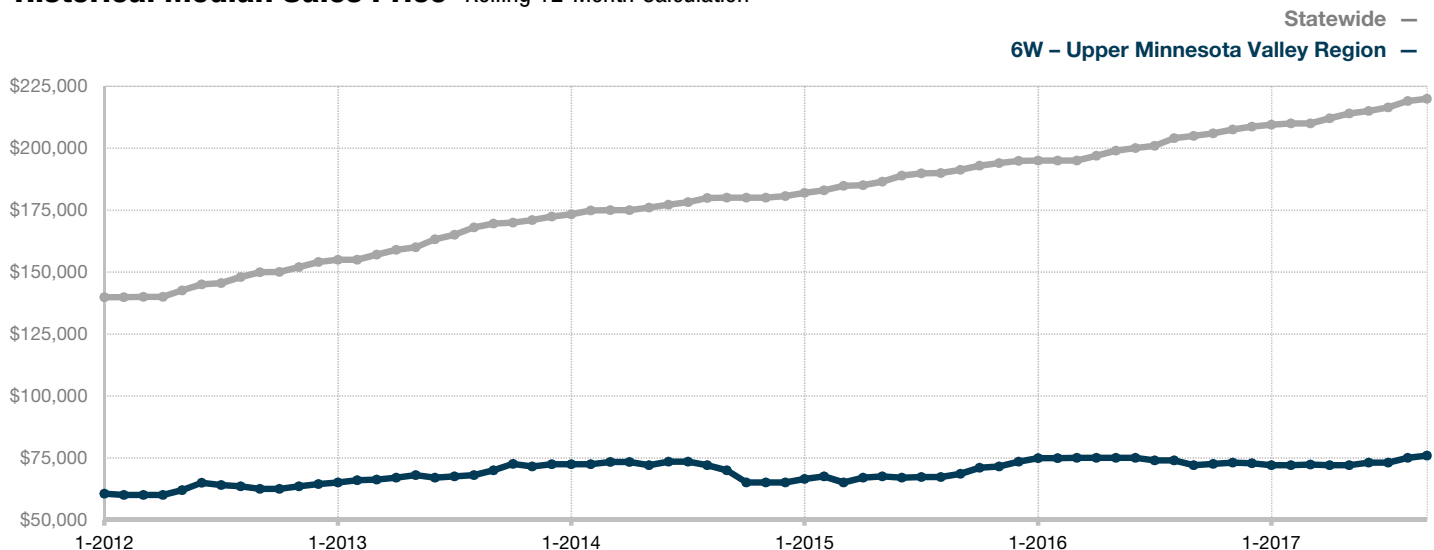
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	41	30	- 26.8%	429	387	- 9.8%
Closed Sales	40	29	- 27.5%	326	291	- 10.7%
Median Sales Price*	\$55,500	\$86,500	+ 55.9%	\$71,000	\$75,000	+ 5.6%
Percent of Original List Price Received*	86.4%	90.0%	+ 4.2%	87.0%	89.3%	+ 2.6%
Days on Market Until Sale	151	83	- 45.0%	143	131	- 8.4%
Months Supply of Inventory	7.3	6.8	- 6.8%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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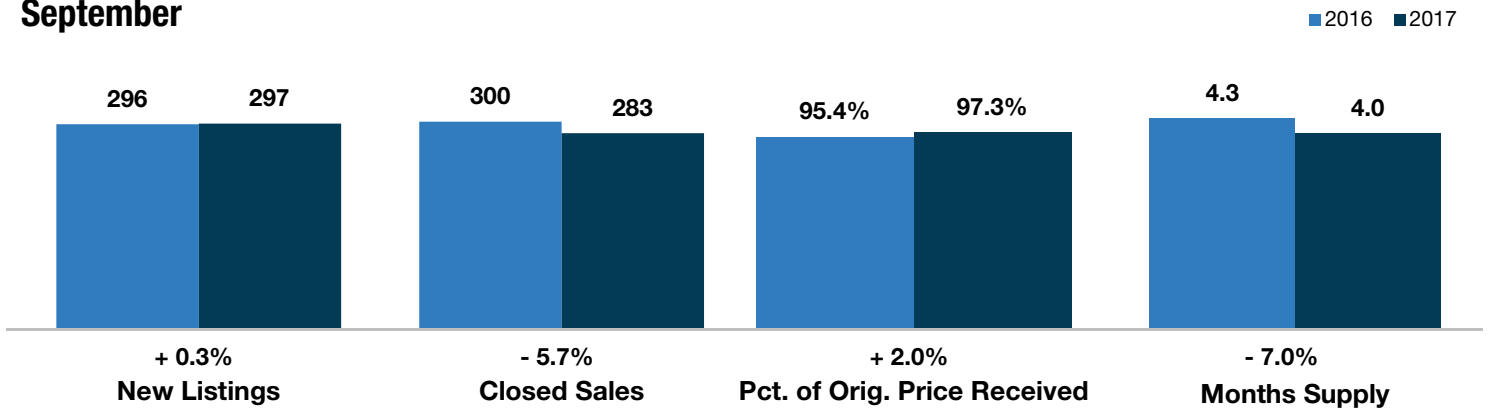


7E – East Central Region

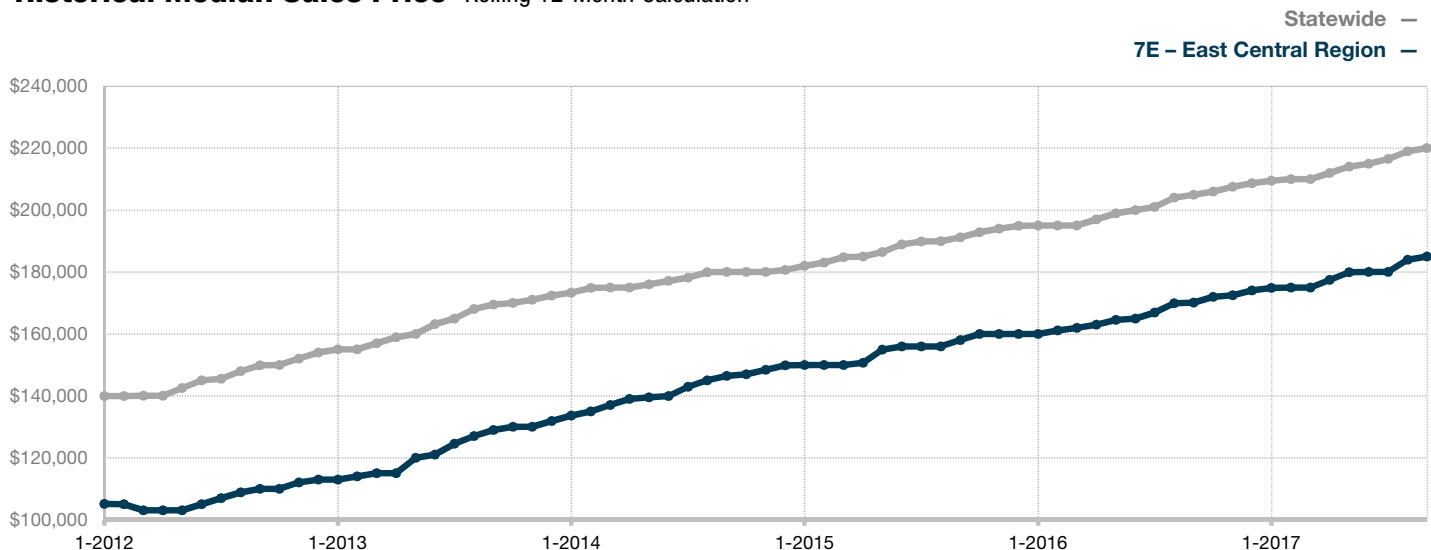
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	296	297	+ 0.3%	3,533	3,372	- 4.6%
Closed Sales	300	283	- 5.7%	2,331	2,208	- 5.3%
Median Sales Price*	\$183,608	\$199,900	+ 8.9%	\$174,950	\$189,900	+ 8.5%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	95.6%	96.9%	+ 1.4%
Days on Market Until Sale	71	53	- 25.4%	66	61	- 7.6%
Months Supply of Inventory	4.3	4.0	- 7.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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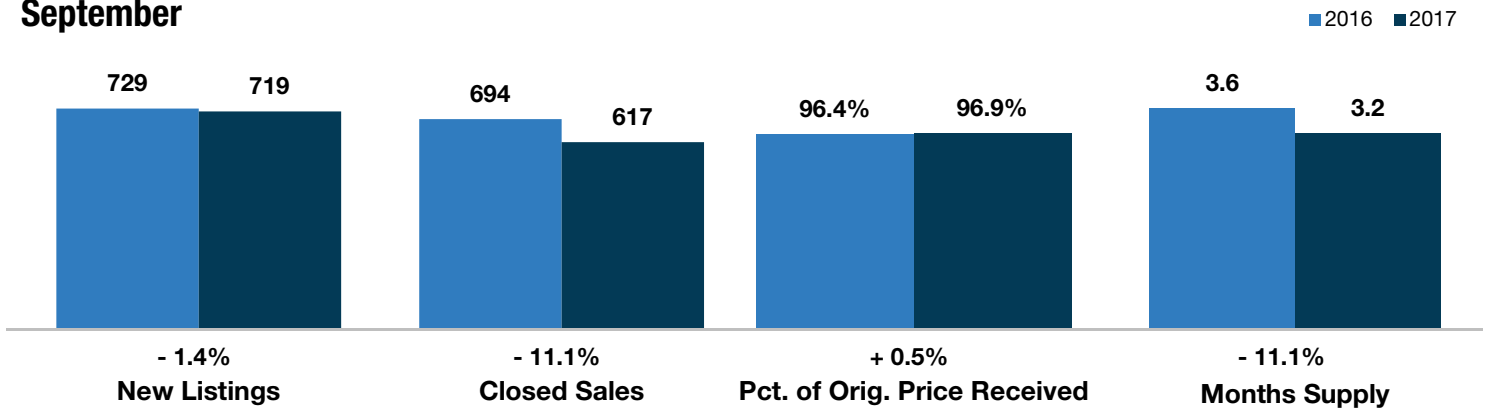


7W – Central Region

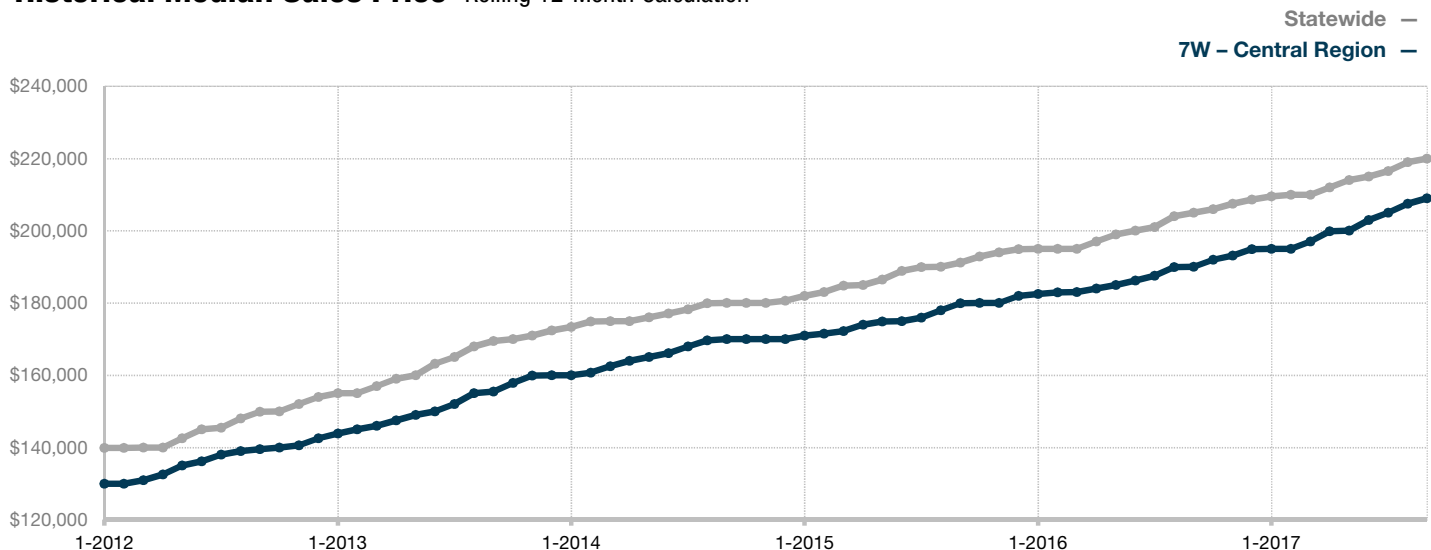
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	729	719	- 1.4%	7,788	7,881	+ 1.2%
Closed Sales	694	617	- 11.1%	5,548	5,697	+ 2.7%
Median Sales Price*	\$203,500	\$211,950	+ 4.2%	\$194,714	\$212,000	+ 8.9%
Percent of Original List Price Received*	96.4%	96.9%	+ 0.5%	96.7%	97.6%	+ 0.9%
Days on Market Until Sale	60	50	- 16.7%	60	50	- 16.7%
Months Supply of Inventory	3.6	3.2	- 11.1%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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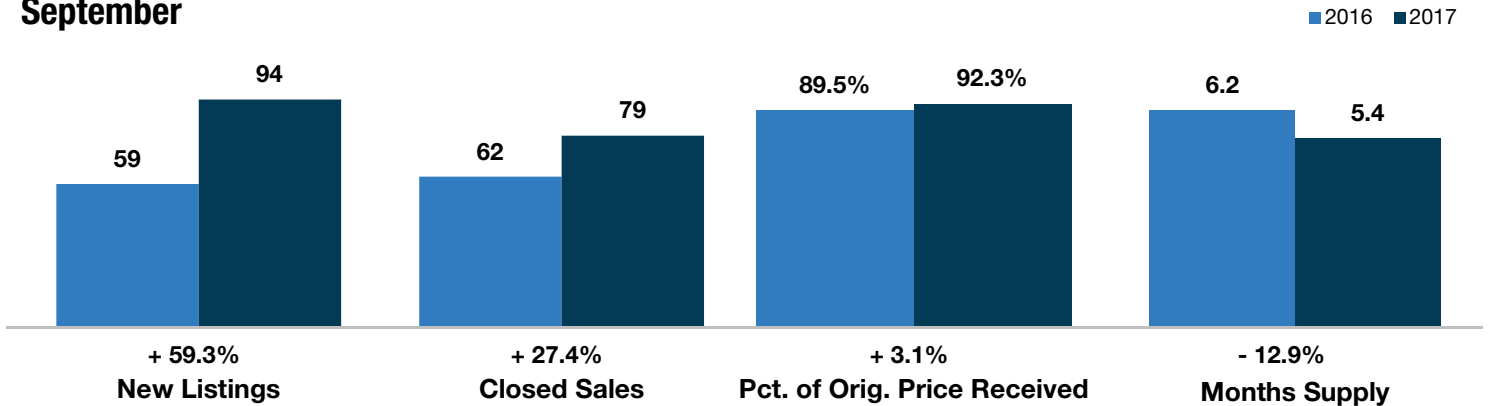


8 – Southwest Region

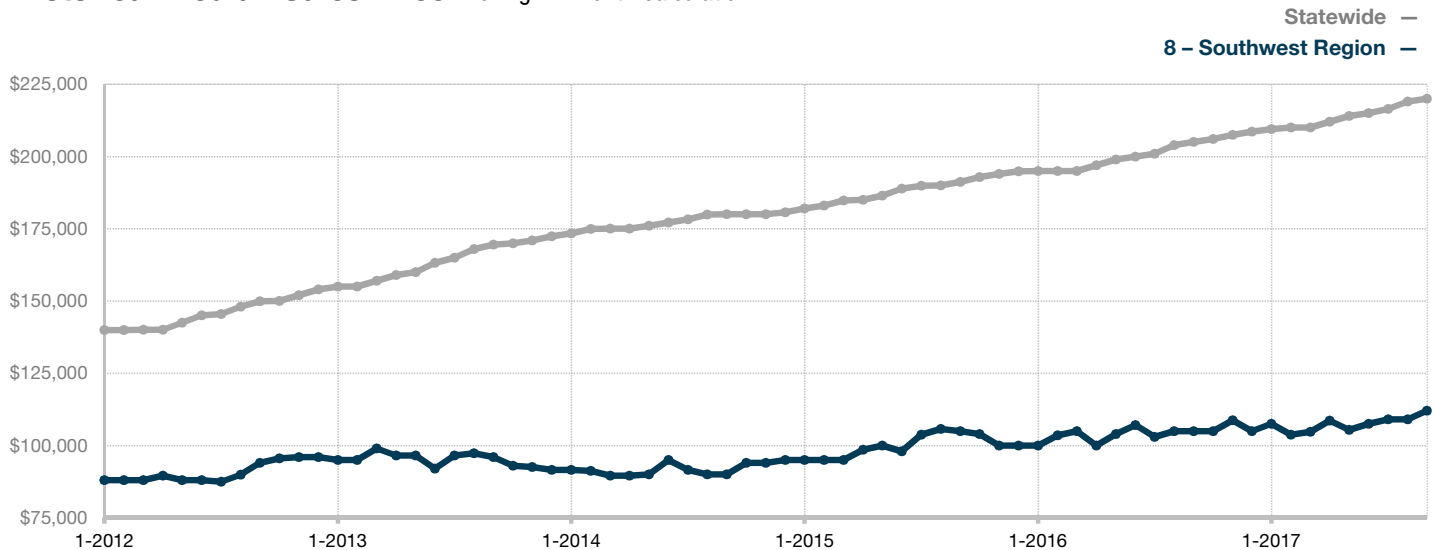
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	59	94	+ 59.3%	748	793	+ 6.0%
Closed Sales	62	79	+ 27.4%	557	584	+ 4.8%
Median Sales Price*	\$85,500	\$126,250	+ 47.7%	\$109,500	\$117,750	+ 7.5%
Percent of Original List Price Received*	89.5%	92.3%	+ 3.1%	90.9%	91.9%	+ 1.1%
Days on Market Until Sale	94	77	- 18.1%	114	100	- 12.3%
Months Supply of Inventory	6.2	5.4	- 12.9%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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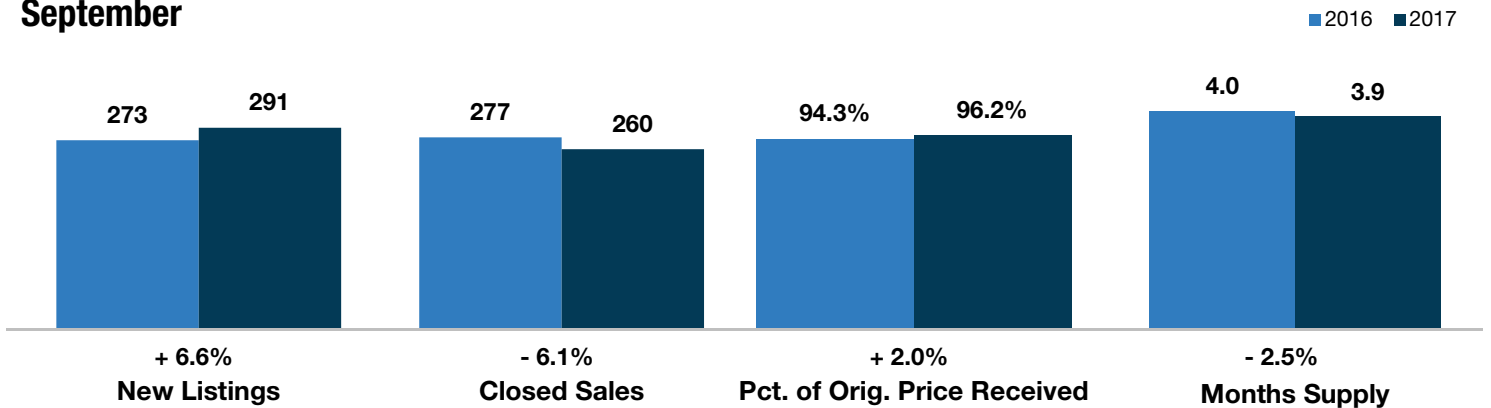


9 – South Central Region

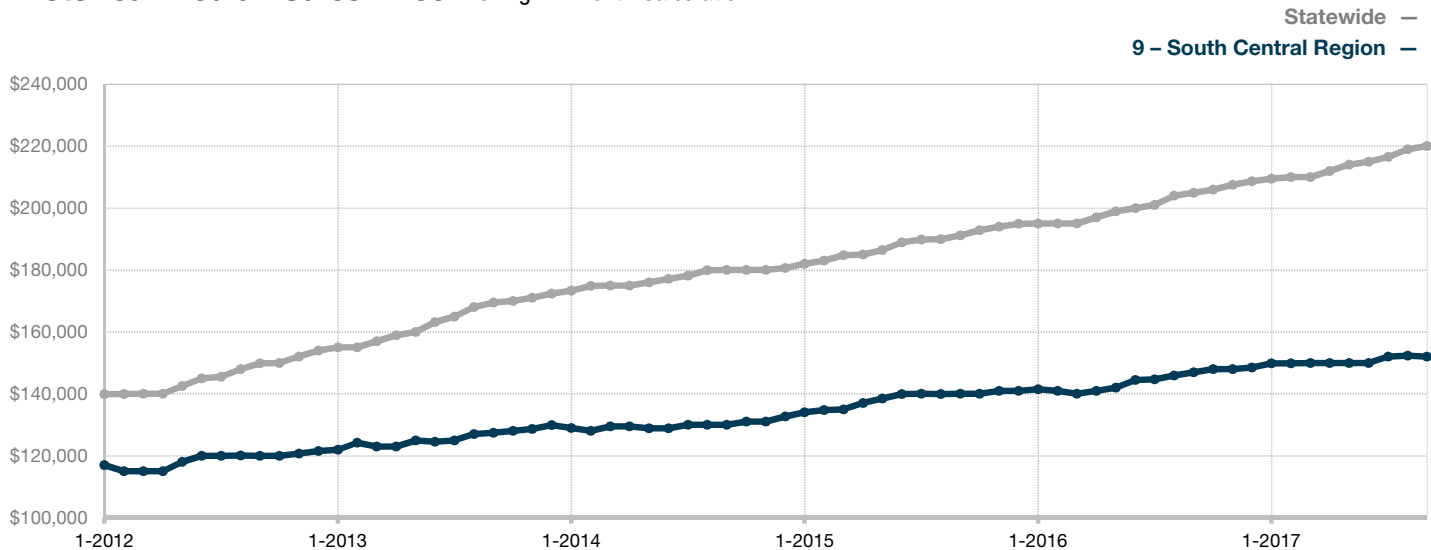
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	273	291	+ 6.6%	3,015	3,043	+ 0.9%
Closed Sales	277	260	- 6.1%	2,299	2,334	+ 1.5%
Median Sales Price*	\$154,900	\$153,900	- 0.6%	\$148,900	\$154,000	+ 3.4%
Percent of Original List Price Received*	94.3%	96.2%	+ 2.0%	94.3%	95.1%	+ 0.8%
Days on Market Until Sale	113	83	- 26.5%	115	99	- 13.9%
Months Supply of Inventory	4.0	3.9	- 2.5%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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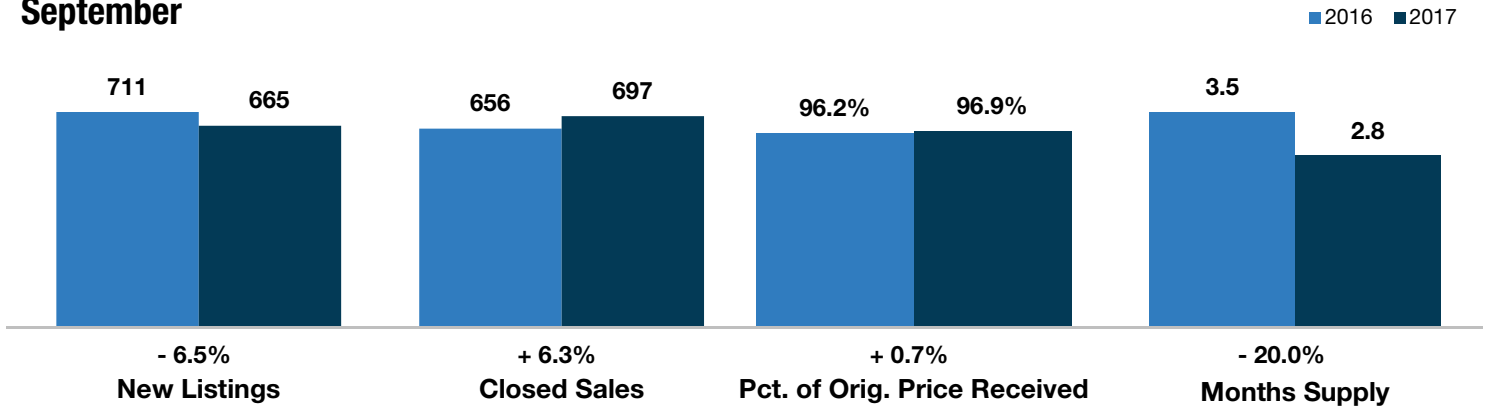


10 – Southeast Region

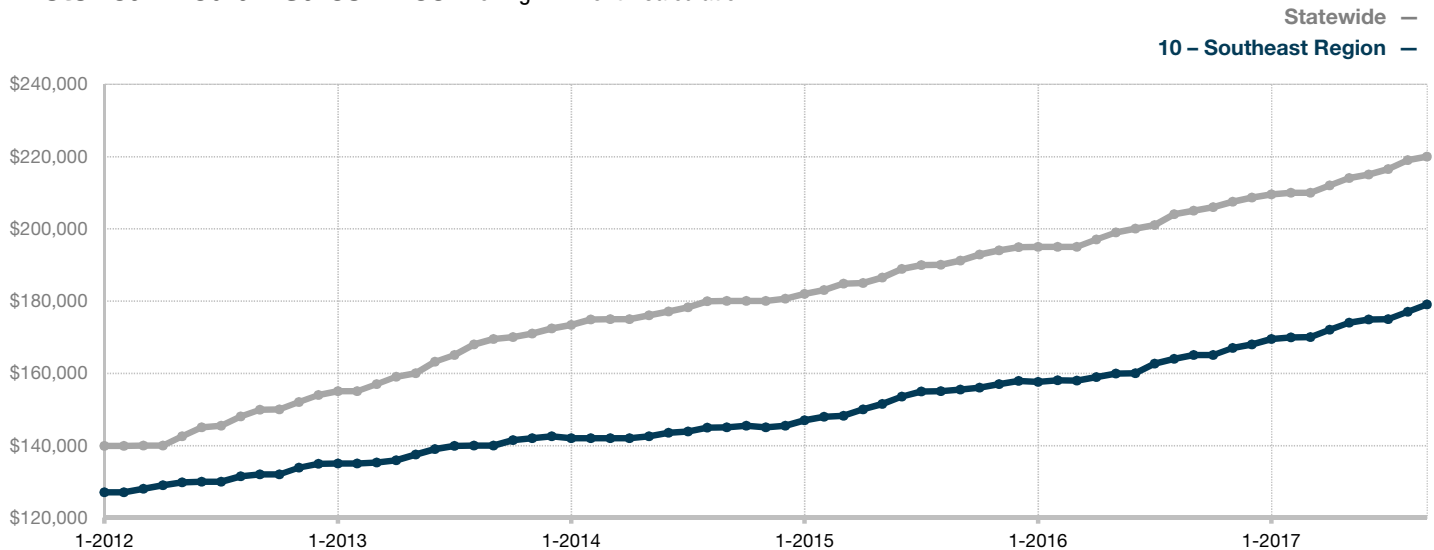
Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	711	665	- 6.5%	7,140	6,937	- 2.8%
Closed Sales	656	697	+ 6.3%	5,707	5,599	- 1.9%
Median Sales Price*	\$171,750	\$189,900	+ 10.6%	\$168,000	\$183,500	+ 9.2%
Percent of Original List Price Received*	96.2%	96.9%	+ 0.7%	96.4%	97.2%	+ 0.8%
Days on Market Until Sale	67	55	- 17.9%	70	62	- 11.4%
Months Supply of Inventory	3.5	2.8	- 20.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2017

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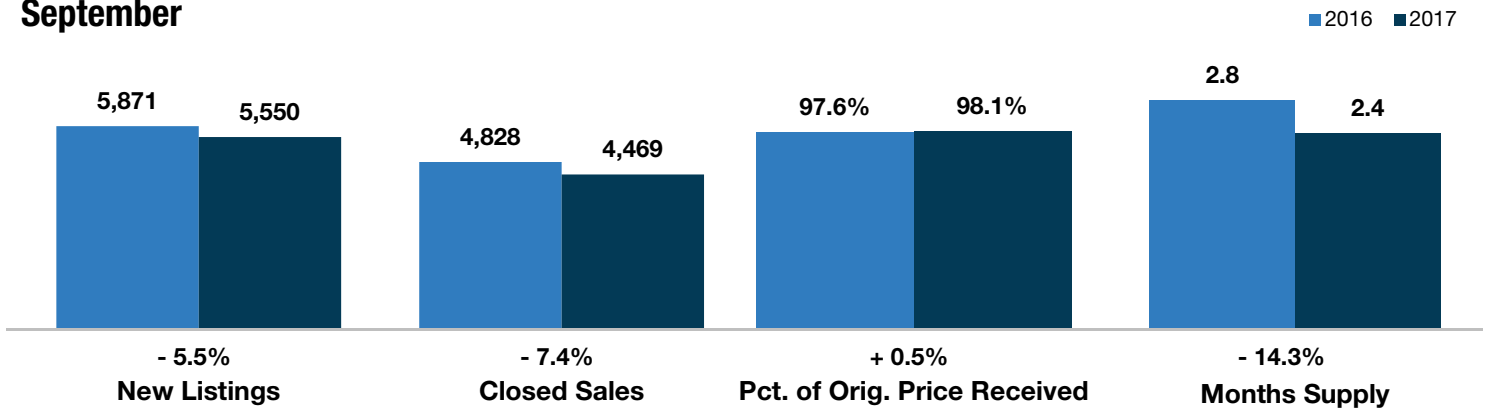


11 – 7-County Twin Cities Region

Key Metrics	September			Year to Date		
	2016	2017	Percent Change	Thru 9-2016	Thru 9-2017	Percent Change
New Listings	5,871	5,550	- 5.5%	55,939	54,600	- 2.4%
Closed Sales	4,828	4,469	- 7.4%	40,292	39,920	- 0.9%
Median Sales Price*	\$235,000	\$251,000	+ 6.8%	\$237,500	\$251,800	+ 6.0%
Percent of Original List Price Received*	97.6%	98.1%	+ 0.5%	97.8%	98.7%	+ 0.9%
Days on Market Until Sale	42	38	- 9.5%	45	39	- 13.3%
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation

