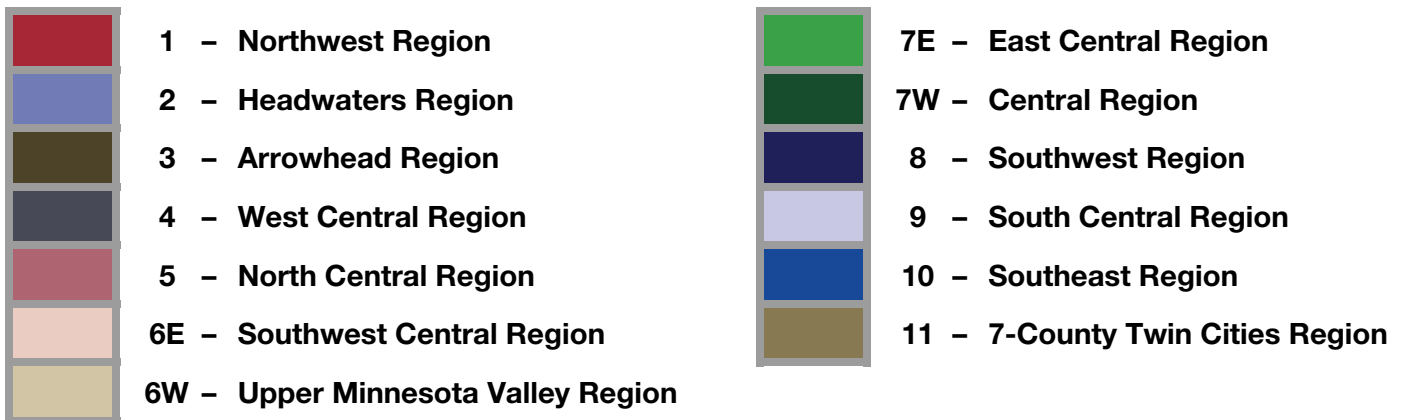
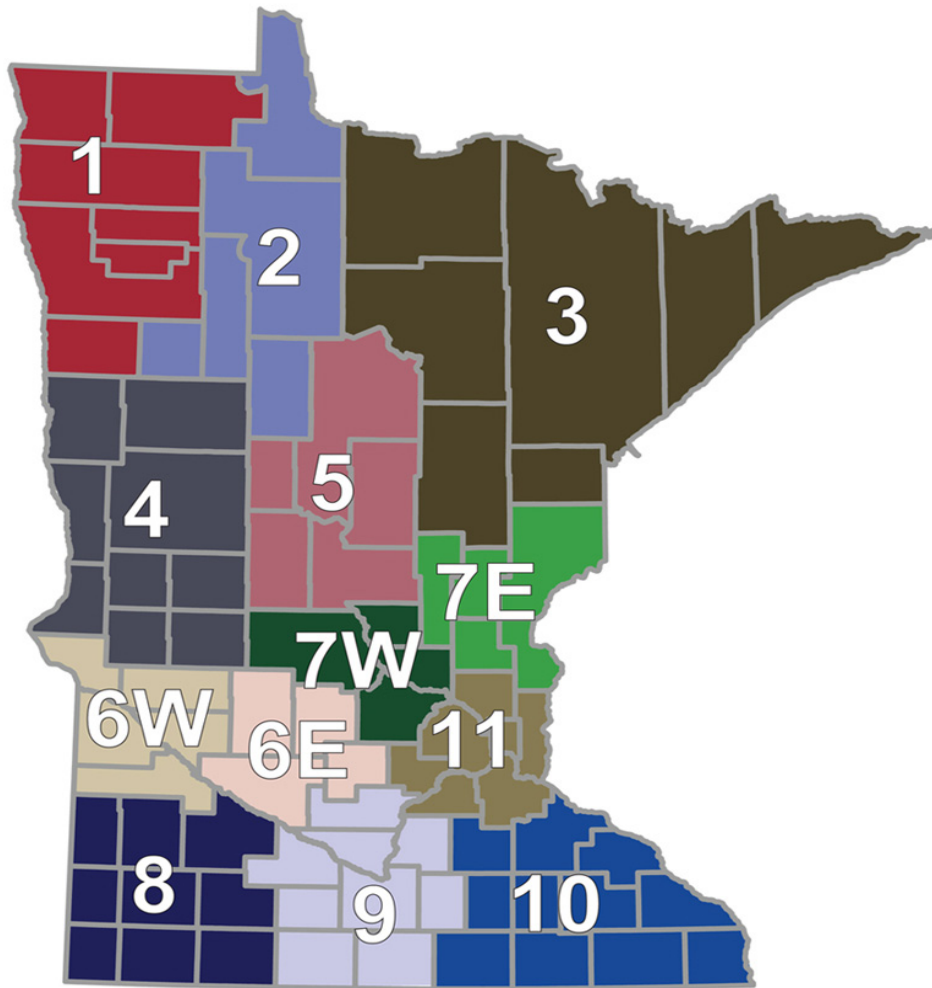


# Minnesota Regional Development Organizations



# Local Market Update for October 2017

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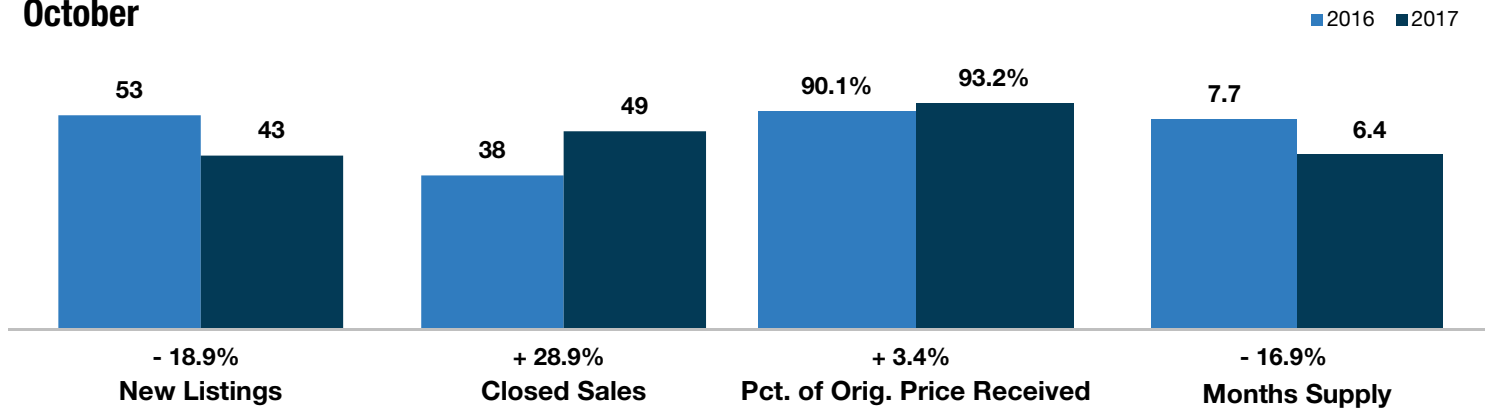


## 1 – Northwest Region

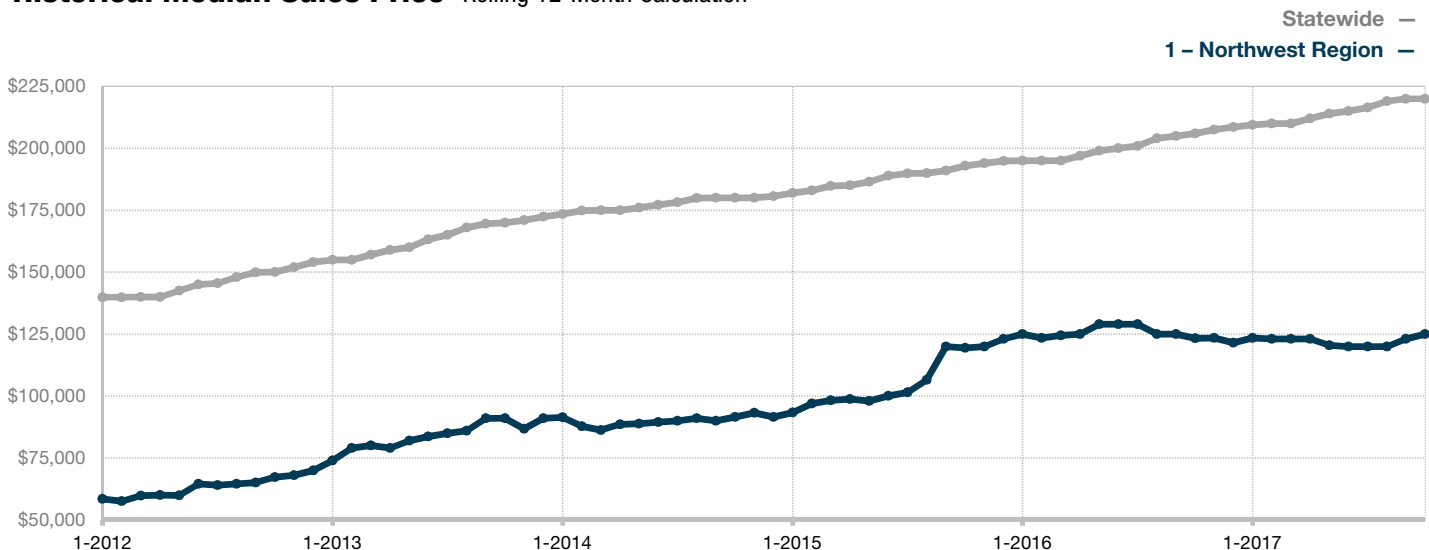
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	53	43	- 18.9%	516	570	+ 10.5%
Closed Sales	38	49	+ 28.9%	302	375	+ 24.2%
Median Sales Price*	\$90,950	\$124,750	+ 37.2%	\$121,000	\$125,000	+ 3.3%
Percent of Original List Price Received*	90.1%	93.2%	+ 3.4%	91.9%	92.2%	+ 0.3%
Days on Market Until Sale	174	151	- 13.2%	148	147	- 0.7%
Months Supply of Inventory	7.7	6.4	- 16.9%	--	--	--

\* 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.

### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

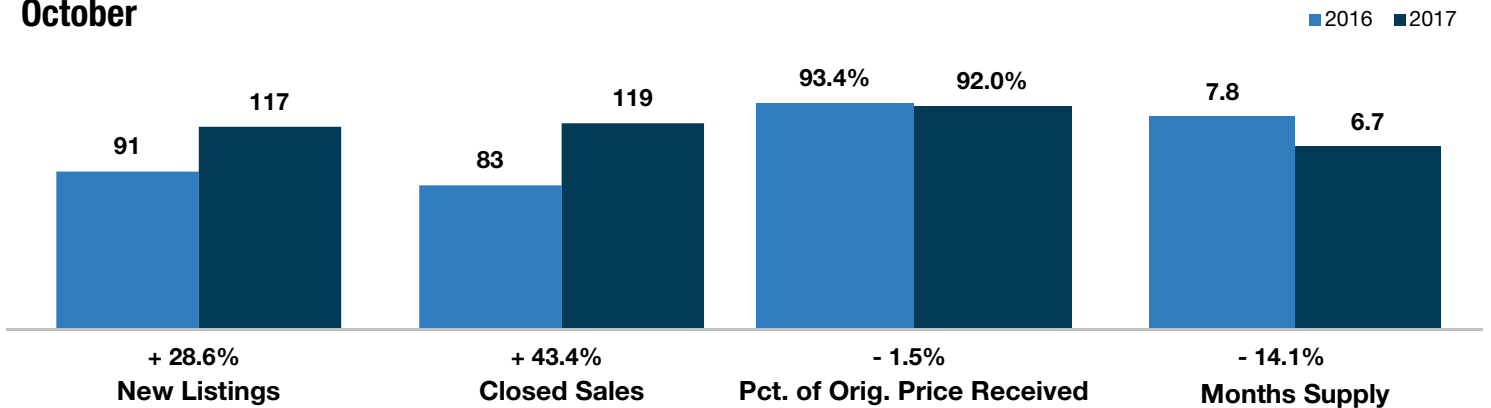


## 2 – Headwaters Region

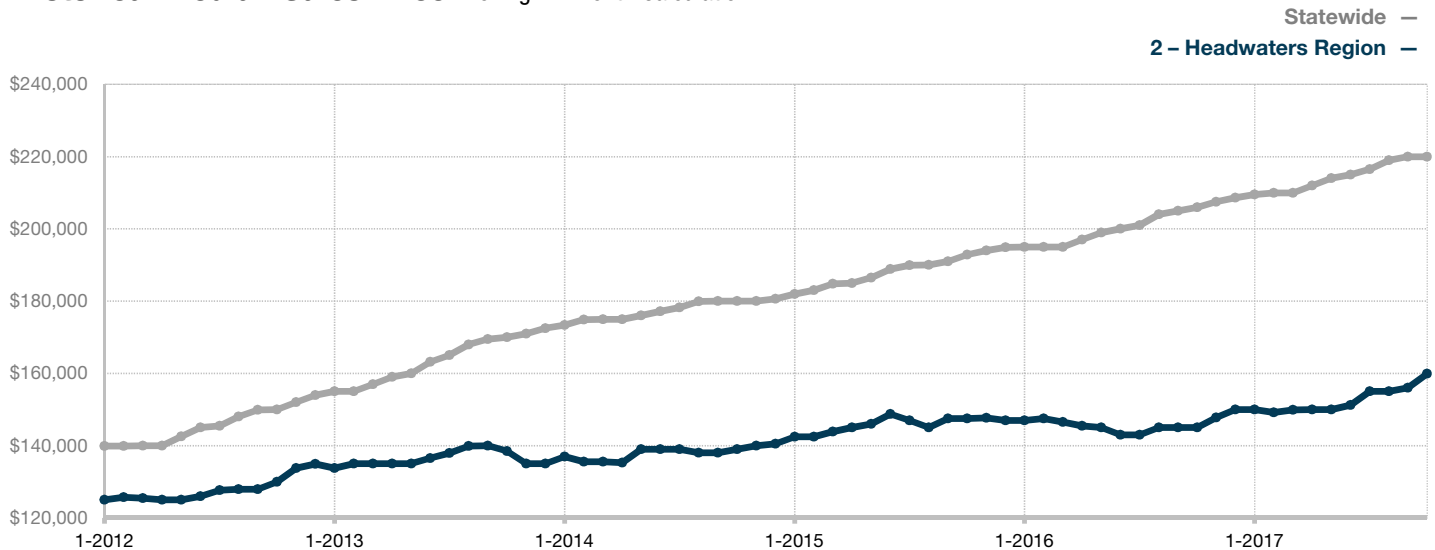
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	91	117	+ 28.6%	1,551	1,531	- 1.3%
Closed Sales	83	119	+ 43.4%	895	933	+ 4.2%
Median Sales Price*	\$138,950	\$162,000	+ 16.6%	\$145,900	\$160,000	+ 9.7%
Percent of Original List Price Received*	93.4%	92.0%	- 1.5%	93.0%	93.3%	+ 0.3%
Days on Market Until Sale	114	122	+ 7.0%	135	122	- 9.6%
Months Supply of Inventory	7.8	6.7	- 14.1%	--	--	--

\* 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.

### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

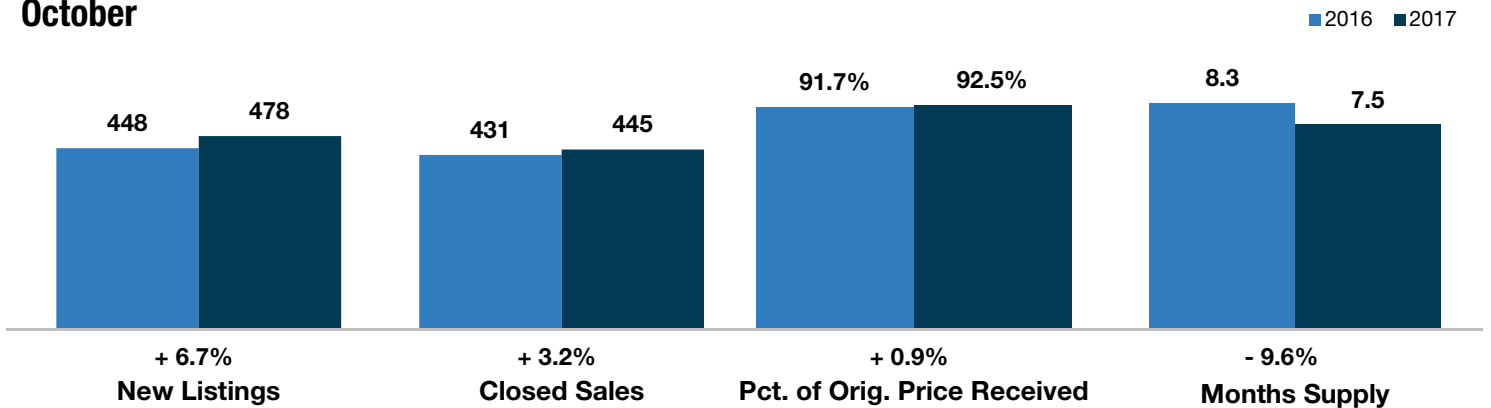


## 3 – Arrowhead Region

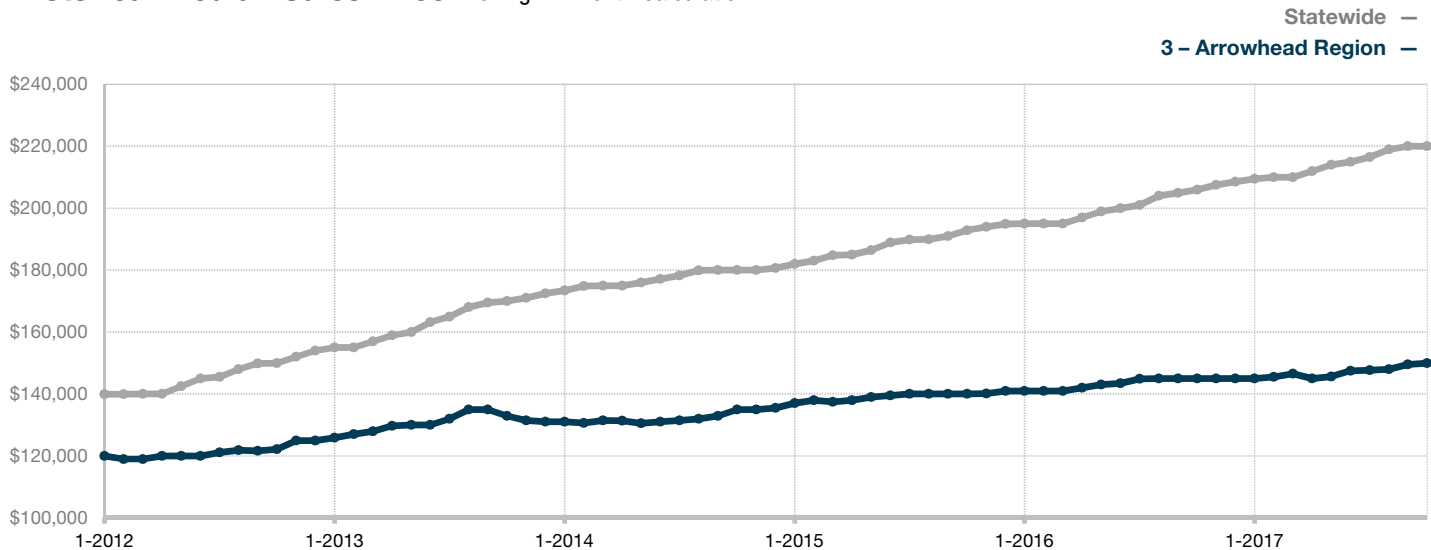
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	448	<b>478</b>	+ 6.7%	7,211	<b>6,735</b>	- 6.6%
Closed Sales	431	<b>445</b>	+ 3.2%	4,013	<b>4,093</b>	+ 2.0%
Median Sales Price*	\$135,000	<b>\$157,250</b>	+ 16.5%	\$145,500	<b>\$154,000</b>	+ 5.8%
Percent of Original List Price Received*	91.7%	<b>92.5%</b>	+ 0.9%	92.4%	<b>93.1%</b>	+ 0.8%
Days on Market Until Sale	100	<b>96</b>	- 4.0%	104	<b>99</b>	- 4.8%
Months Supply of Inventory	8.3	<b>7.5</b>	- 9.6%	--	--	--

\* 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.

### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

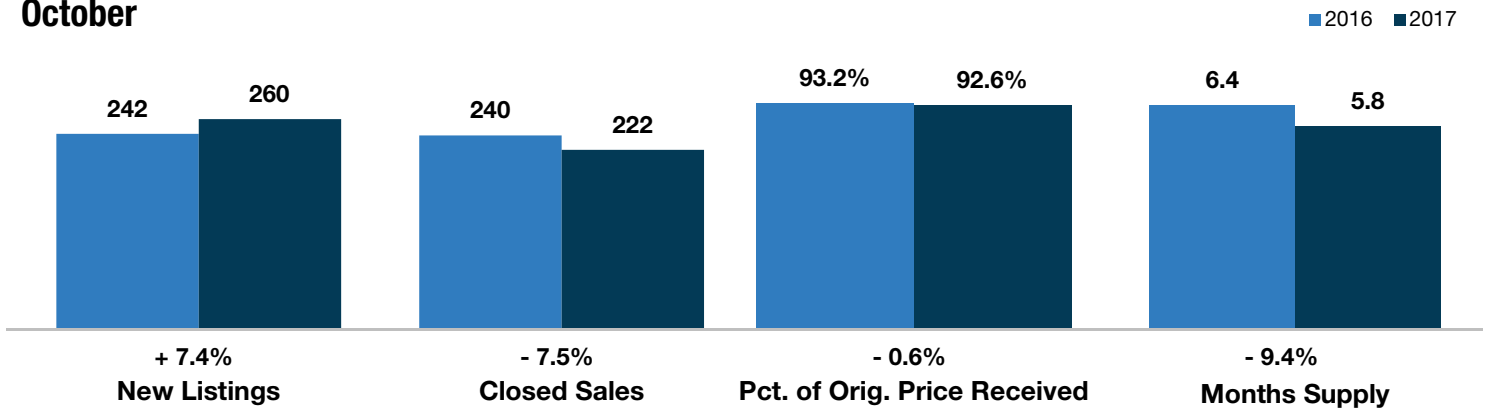


## 4 – West Central Region

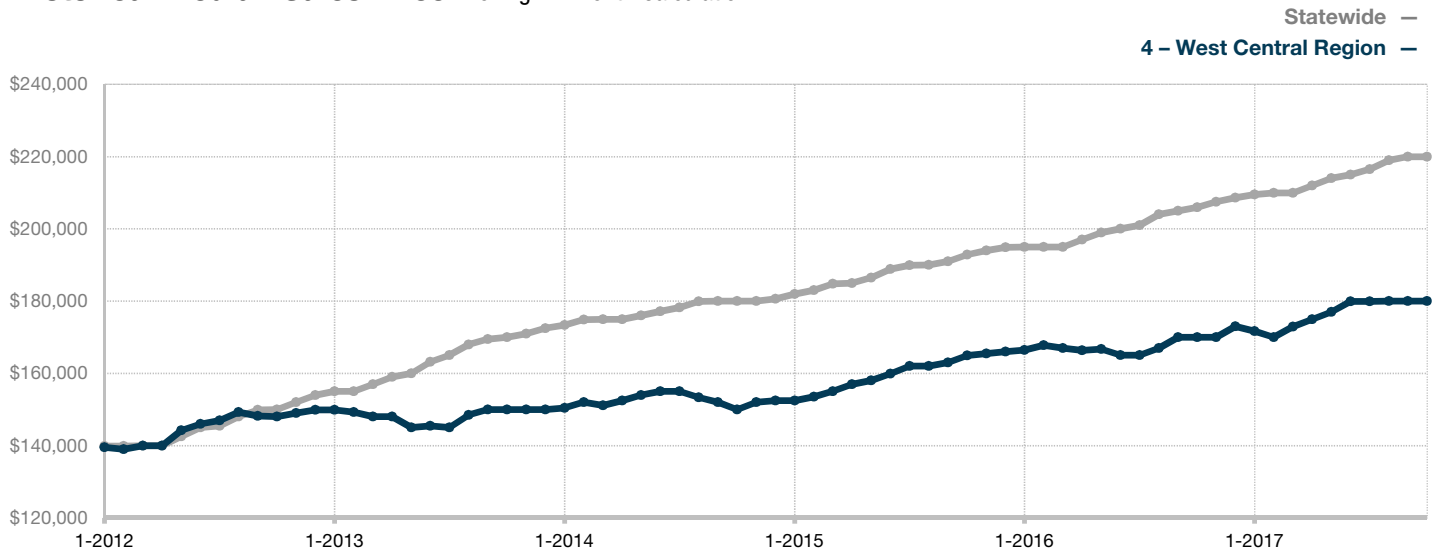
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	242	<b>260</b>	+ 7.4%	3,460	<b>3,444</b>	- 0.5%
Closed Sales	240	<b>222</b>	- 7.5%	2,200	<b>2,189</b>	- 0.5%
Median Sales Price*	\$178,950	<b>\$176,200</b>	- 1.5%	\$172,000	<b>\$180,000</b>	+ 4.7%
Percent of Original List Price Received*	93.2%	<b>92.6%</b>	- 0.6%	93.5%	<b>94.4%</b>	+ 1.0%
Days on Market Until Sale	87	<b>88</b>	+ 1.1%	96	<b>85</b>	- 11.5%
Months Supply of Inventory	6.4	<b>5.8</b>	- 9.4%	--	--	--

\* 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.

### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

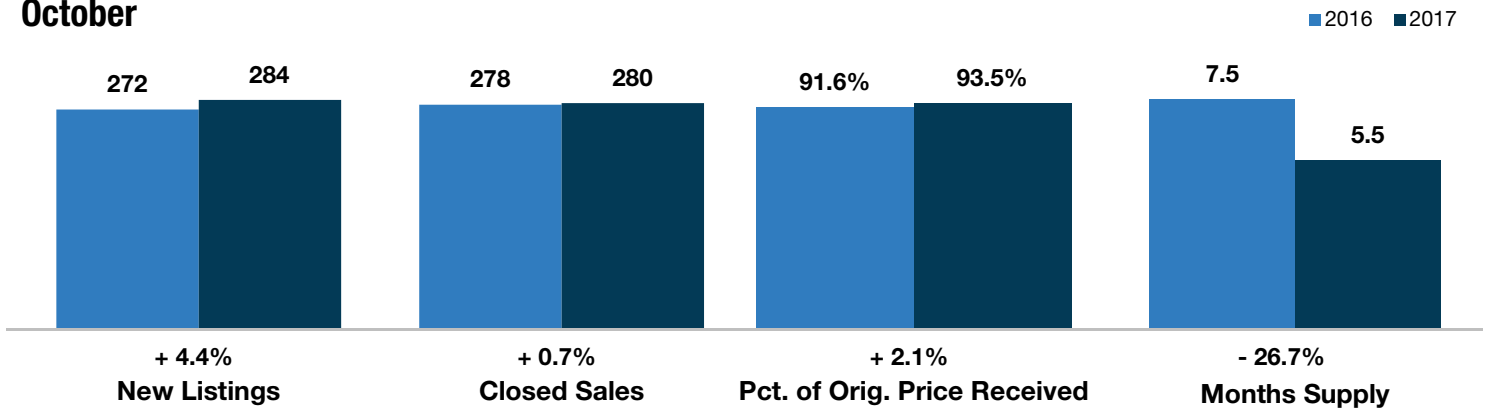


## 5 – North Central Region

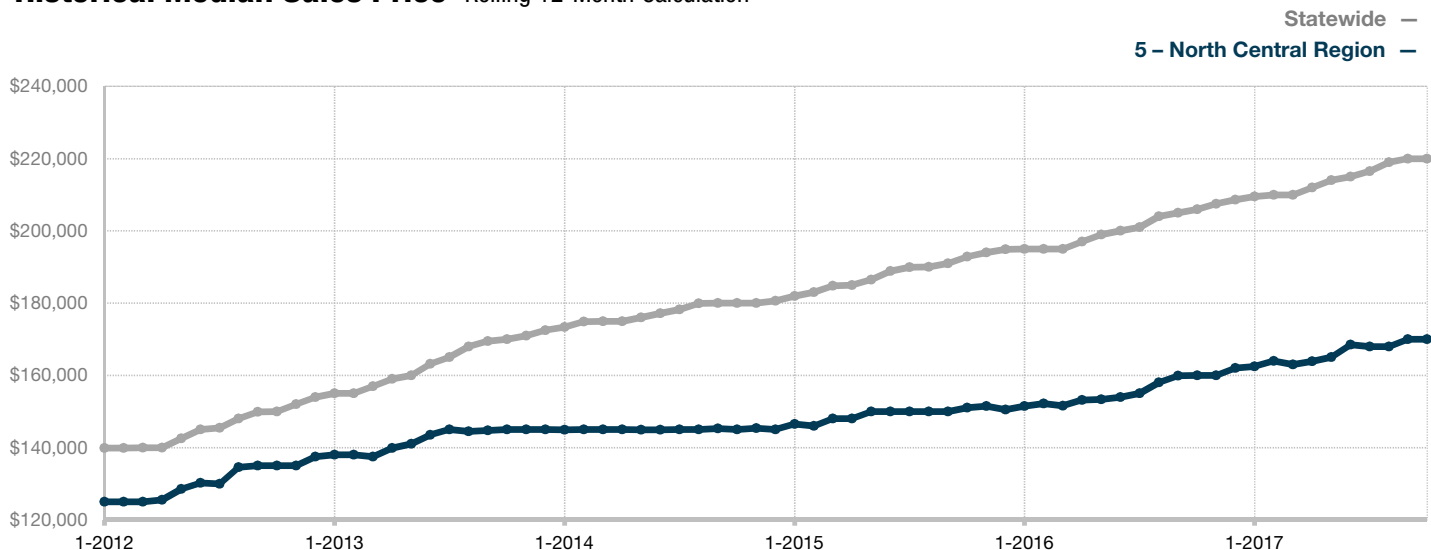
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	272	<b>284</b>	+ 4.4%	4,137	<b>4,044</b>	- 2.2%
Closed Sales	278	<b>280</b>	+ 0.7%	2,491	<b>2,623</b>	+ 5.3%
Median Sales Price*	\$165,000	<b>\$185,000</b>	+ 12.1%	\$164,450	<b>\$172,500</b>	+ 4.9%
Percent of Original List Price Received*	91.6%	<b>93.5%</b>	+ 2.1%	92.6%	<b>93.7%</b>	+ 1.2%
Days on Market Until Sale	113	<b>84</b>	- 25.7%	110	<b>91</b>	- 17.3%
Months Supply of Inventory	7.5	<b>5.5</b>	- 26.7%	--	--	--

\* 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.

### October



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



# Local Market Update for October 2017

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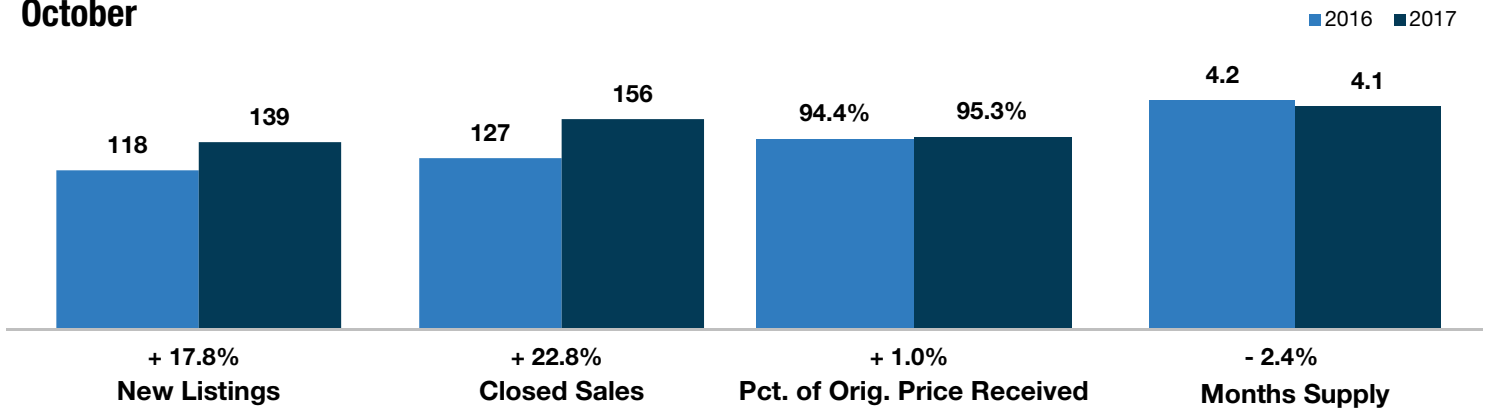


## 6E – Southwest Central Region

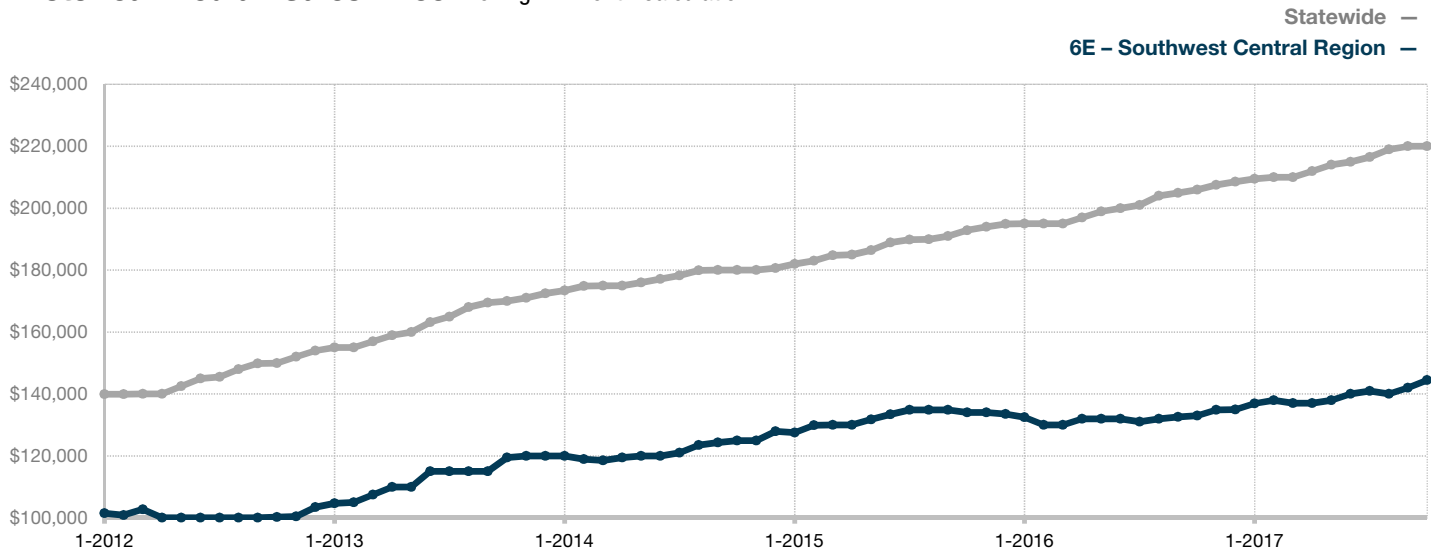
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	118	<b>139</b>	+ 17.8%	1,835	<b>1,775</b>	- 3.3%
Closed Sales	127	<b>156</b>	+ 22.8%	1,399	<b>1,357</b>	- 3.0%
Median Sales Price*	\$134,000	<b>\$159,000</b>	+ 18.7%	\$134,900	<b>\$145,000</b>	+ 7.5%
Percent of Original List Price Received*	94.4%	<b>95.3%</b>	+ 1.0%	94.5%	<b>94.9%</b>	+ 0.4%
Days on Market Until Sale	76	<b>65</b>	- 14.5%	86	<b>73</b>	- 15.1%
Months Supply of Inventory	4.2	<b>4.1</b>	- 2.4%	--	--	--

\* 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.

### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

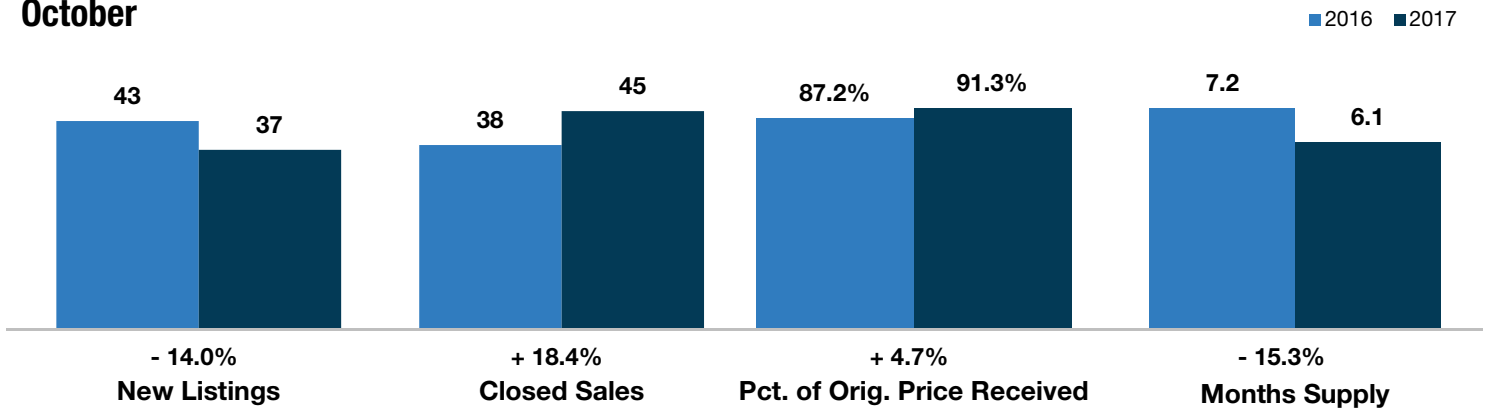


## 6W – Upper Minnesota Valley Region

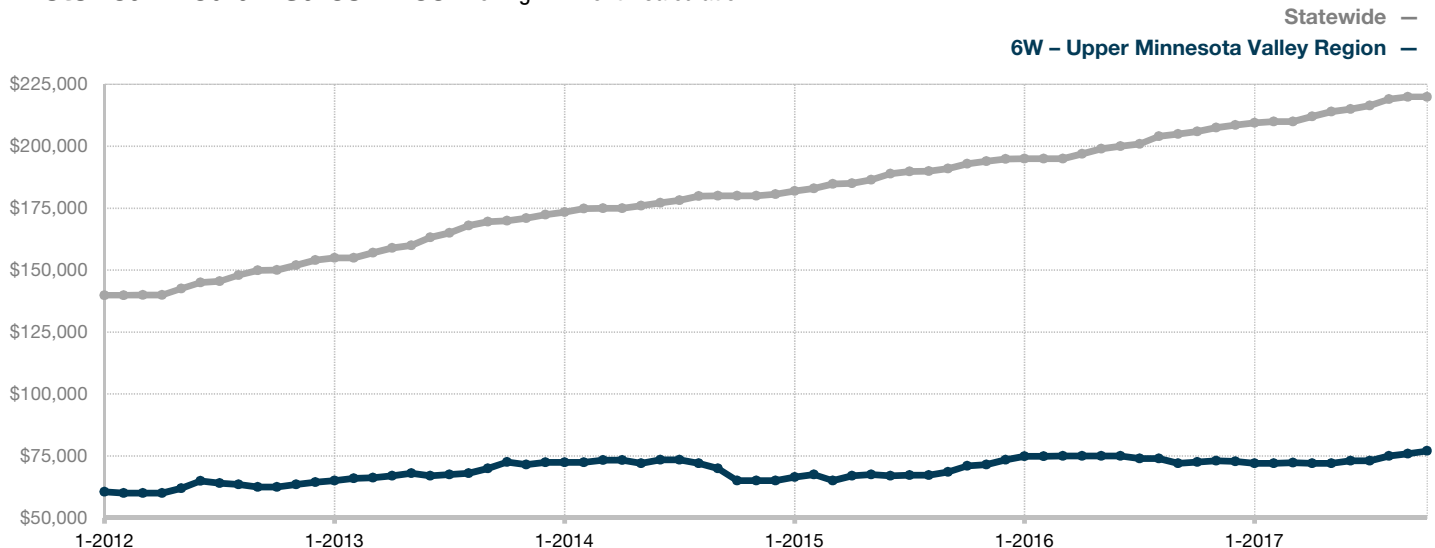
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	43	37	- 14.0%	471	421	- 10.6%
Closed Sales	38	45	+ 18.4%	364	336	- 7.7%
Median Sales Price*	\$75,000	\$98,900	+ 31.9%	\$72,000	\$76,750	+ 6.6%
Percent of Original List Price Received*	87.2%	91.3%	+ 4.7%	87.0%	89.6%	+ 3.0%
Days on Market Until Sale	132	100	- 24.2%	142	127	- 10.6%
Months Supply of Inventory	7.2	6.1	- 15.3%	--	--	--

\* 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.

### October



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





# Local Market Update for October 2017

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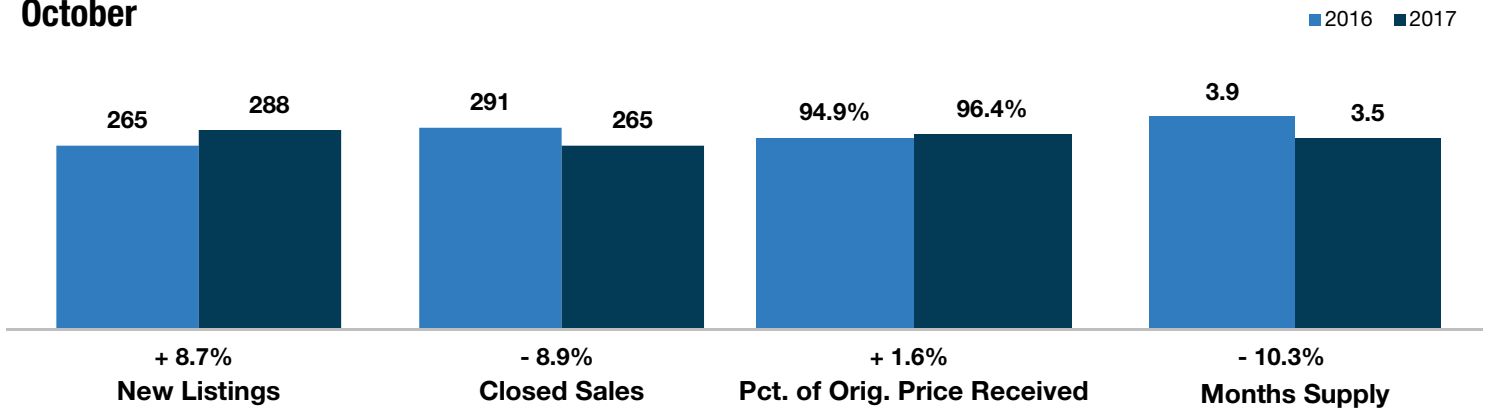


## 7E – East Central Region

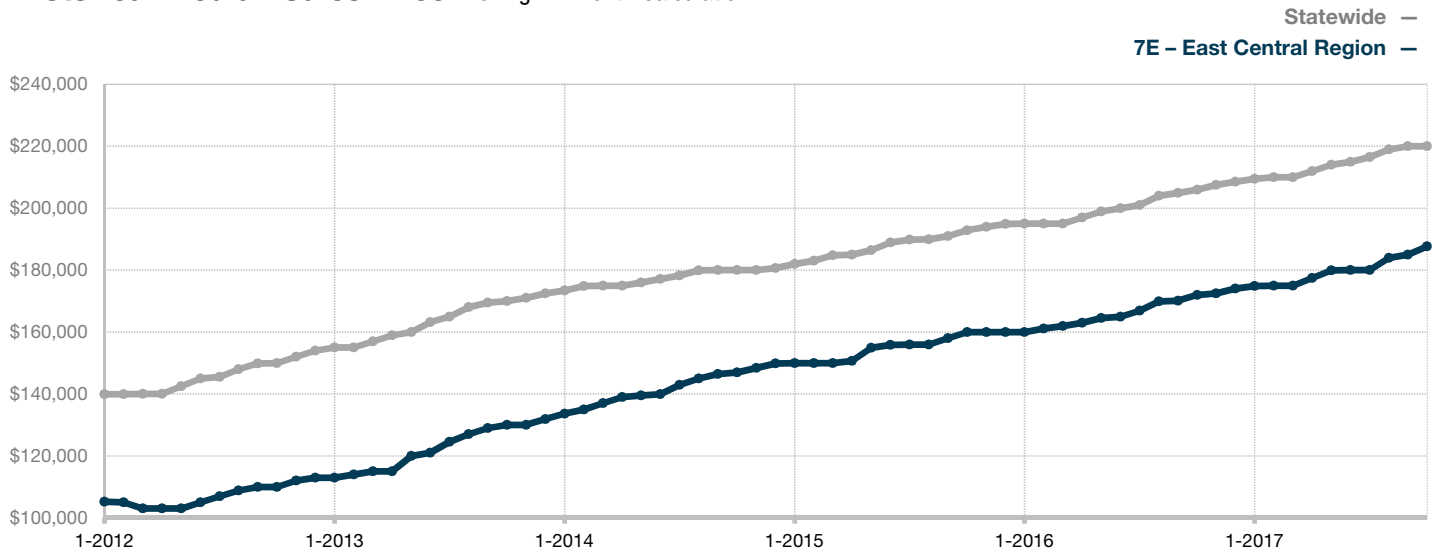
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	265	<b>288</b>	+ 8.7%	3,798	<b>3,660</b>	- 3.6%
Closed Sales	291	<b>265</b>	- 8.9%	2,622	<b>2,477</b>	- 5.5%
Median Sales Price*	\$179,000	<b>\$204,700</b>	+ 14.4%	\$175,000	<b>\$190,000</b>	+ 8.6%
Percent of Original List Price Received*	94.9%	<b>96.4%</b>	+ 1.6%	95.5%	<b>96.8%</b>	+ 1.4%
Days on Market Until Sale	64	<b>59</b>	- 7.8%	66	<b>60</b>	- 9.1%
Months Supply of Inventory	3.9	<b>3.5</b>	- 10.3%	--	--	--

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### October



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



# Local Market Update for October 2017

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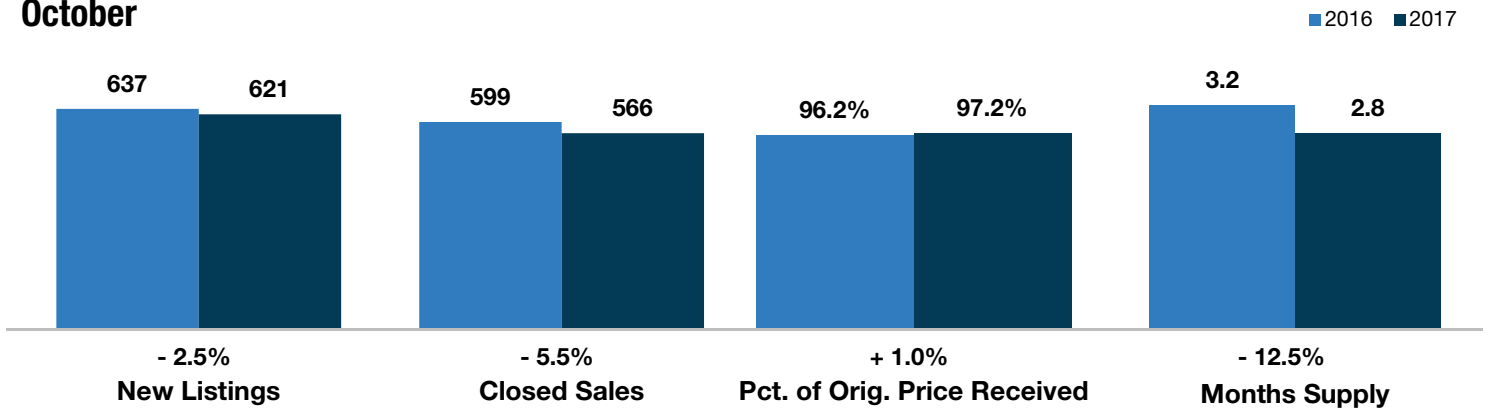


## 7W – Central Region

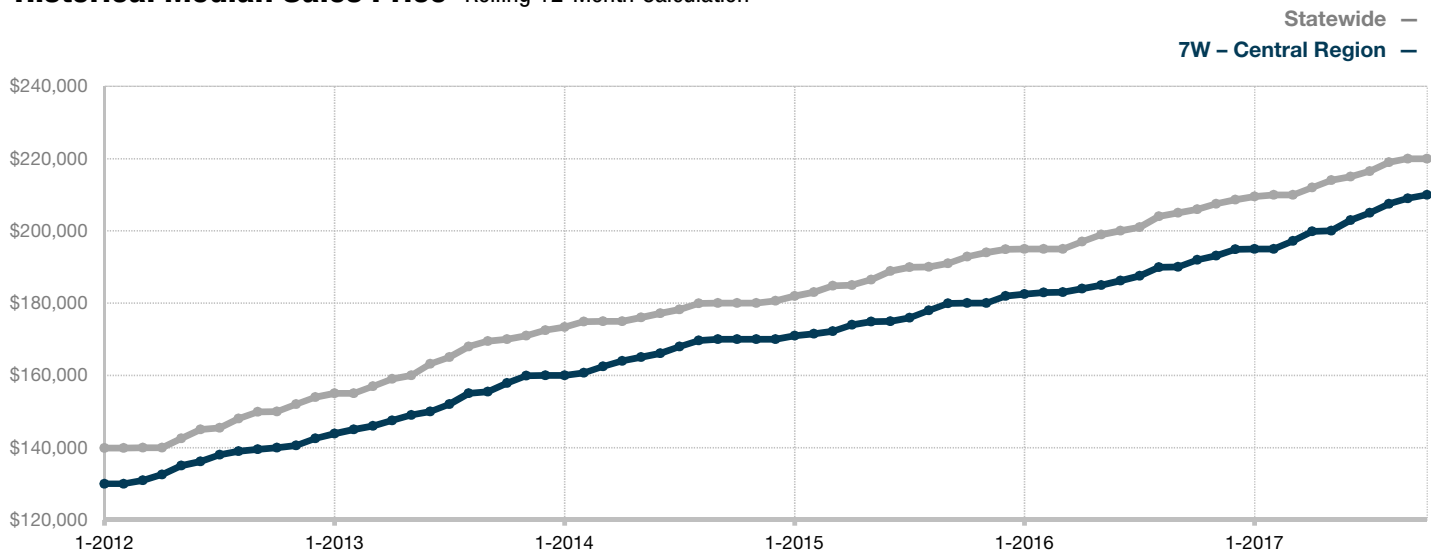
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	637	<b>621</b>	- 2.5%	8,428	<b>8,503</b>	+ 0.9%
Closed Sales	599	<b>566</b>	- 5.5%	6,148	<b>6,272</b>	+ 2.0%
Median Sales Price*	\$196,000	<b>\$209,936</b>	+ 7.1%	\$194,900	<b>\$212,000</b>	+ 8.8%
Percent of Original List Price Received*	96.2%	<b>97.2%</b>	+ 1.0%	96.7%	<b>97.6%</b>	+ 0.9%
Days on Market Until Sale	56	<b>50</b>	- 10.7%	60	<b>50</b>	- 16.7%
Months Supply of Inventory	3.2	<b>2.8</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.

### October



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



# Local Market Update for October 2017

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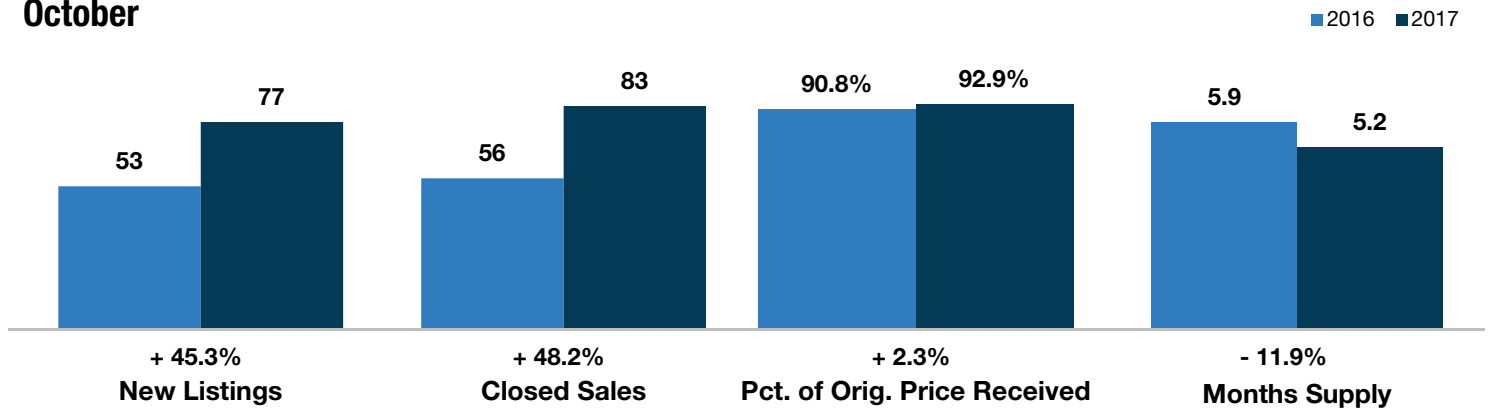


## 8 – Southwest Region

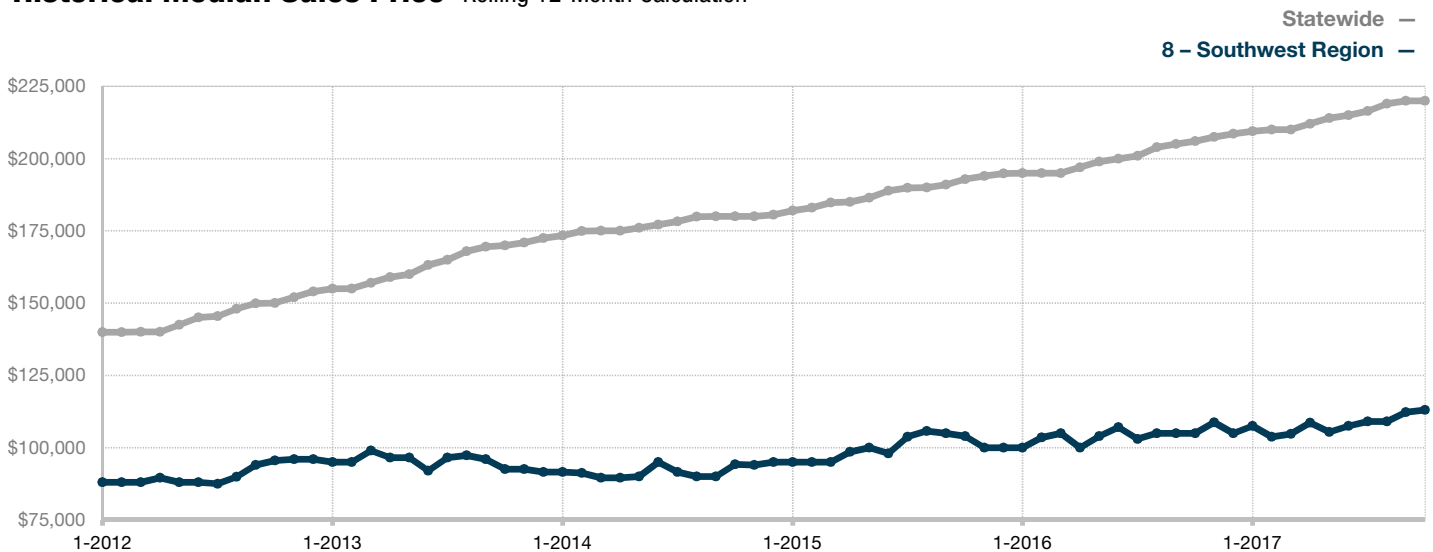
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	53	77	+ 45.3%	801	871	+ 8.7%
Closed Sales	56	83	+ 48.2%	613	668	+ 9.0%
Median Sales Price*	\$92,950	\$110,500	+ 18.9%	\$108,923	\$117,000	+ 7.4%
Percent of Original List Price Received*	90.8%	92.9%	+ 2.3%	90.9%	92.0%	+ 1.2%
Days on Market Until Sale	109	88	- 19.3%	113	99	- 12.4%
Months Supply of Inventory	5.9	5.2	- 11.9%	--	--	--

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### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

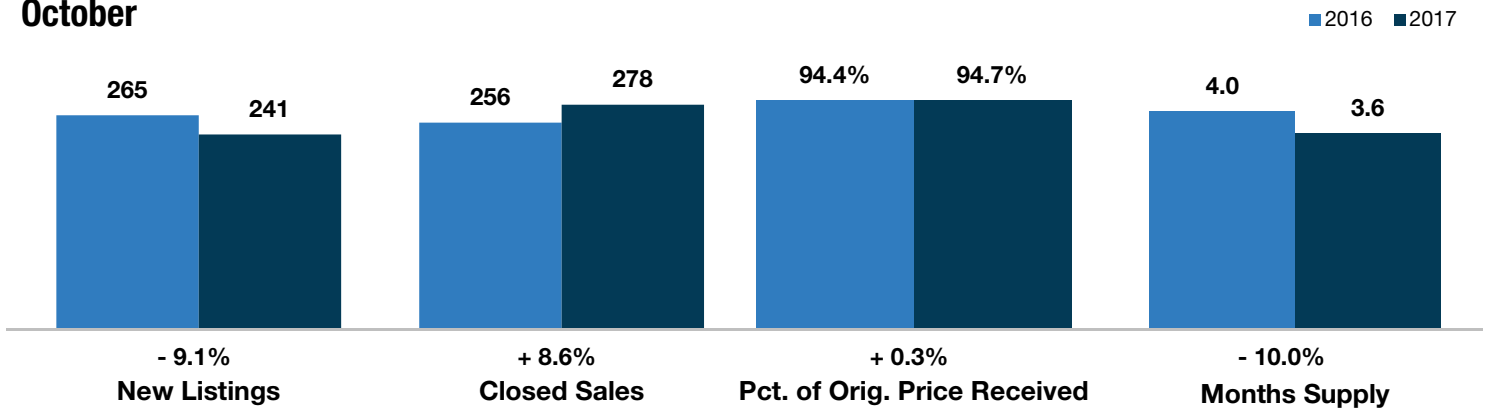


## 9 – South Central Region

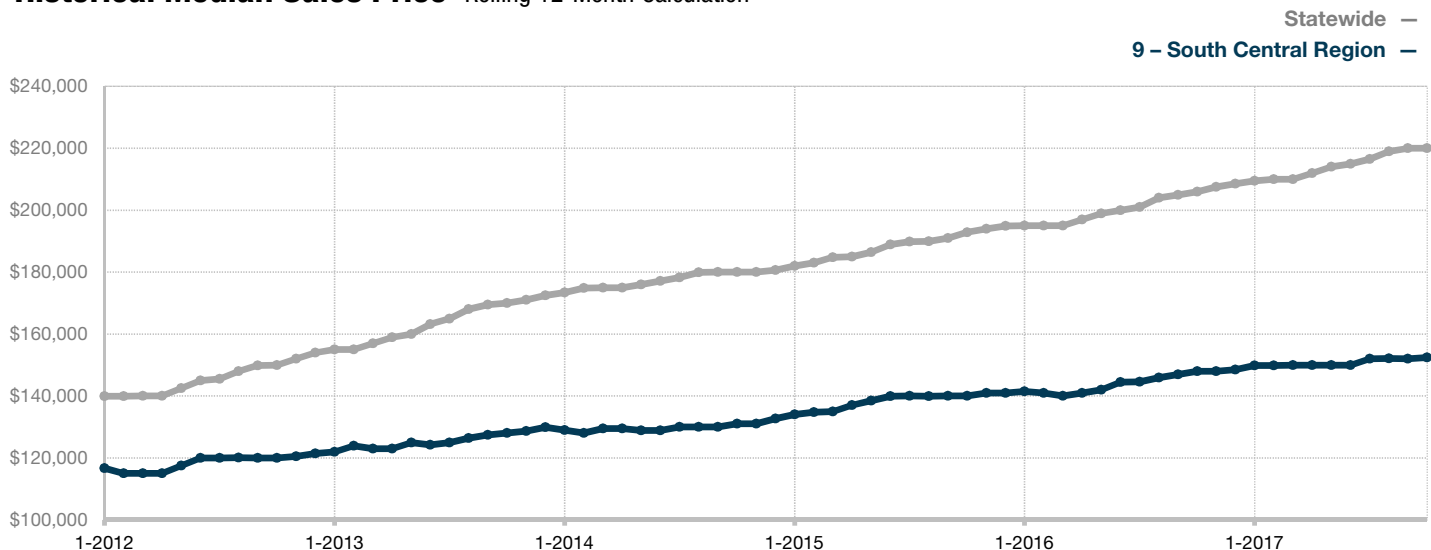
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	265	241	- 9.1%	3,281	3,284	+ 0.1%
Closed Sales	256	278	+ 8.6%	2,554	2,620	+ 2.6%
Median Sales Price*	\$153,000	\$157,450	+ 2.9%	\$149,000	\$154,350	+ 3.6%
Percent of Original List Price Received*	94.4%	94.7%	+ 0.3%	94.3%	95.1%	+ 0.8%
Days on Market Until Sale	109	89	- 18.3%	114	98	- 14.0%
Months Supply of Inventory	4.0	3.6	- 10.0%	--	--	--

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### October



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



# Local Market Update for October 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

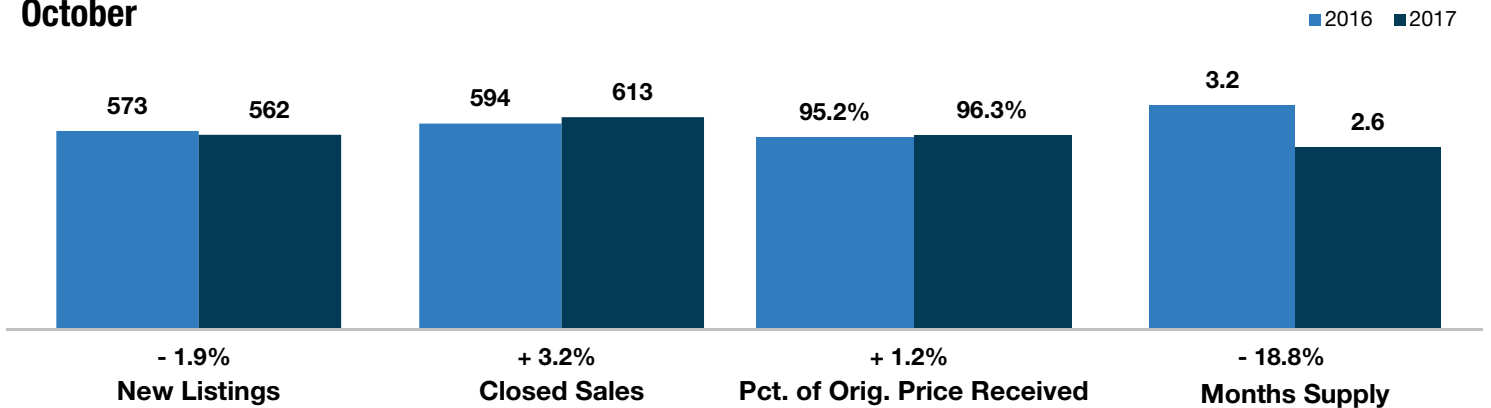


## 10 – Southeast Region

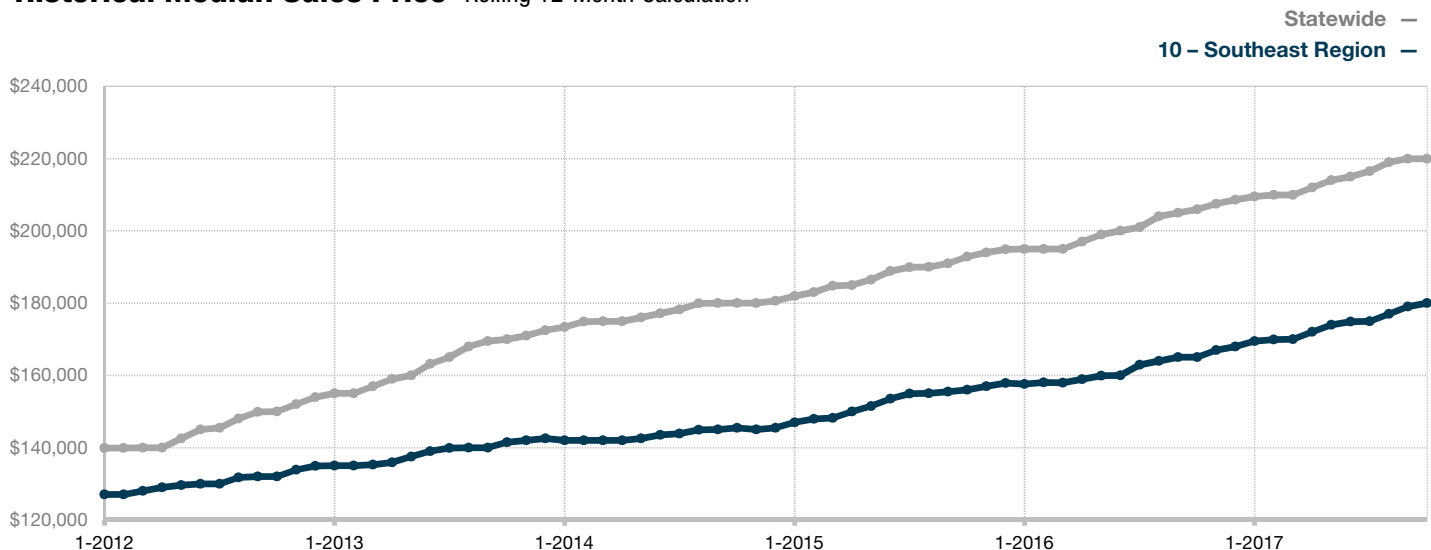
Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	573	<b>562</b>	- 1.9%	7,712	<b>7,513</b>	- 2.6%
Closed Sales	594	<b>613</b>	+ 3.2%	6,301	<b>6,215</b>	- 1.4%
Median Sales Price*	\$162,250	<b>\$180,000</b>	+ 10.9%	\$167,585	<b>\$182,900</b>	+ 9.1%
Percent of Original List Price Received*	95.2%	<b>96.3%</b>	+ 1.2%	96.3%	<b>97.1%</b>	+ 0.8%
Days on Market Until Sale	70	<b>57</b>	- 18.6%	70	<b>61</b>	- 12.9%
Months Supply of Inventory	3.2	<b>2.6</b>	- 18.8%	--	--	--

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### October



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



# Local Market Update for October 2017

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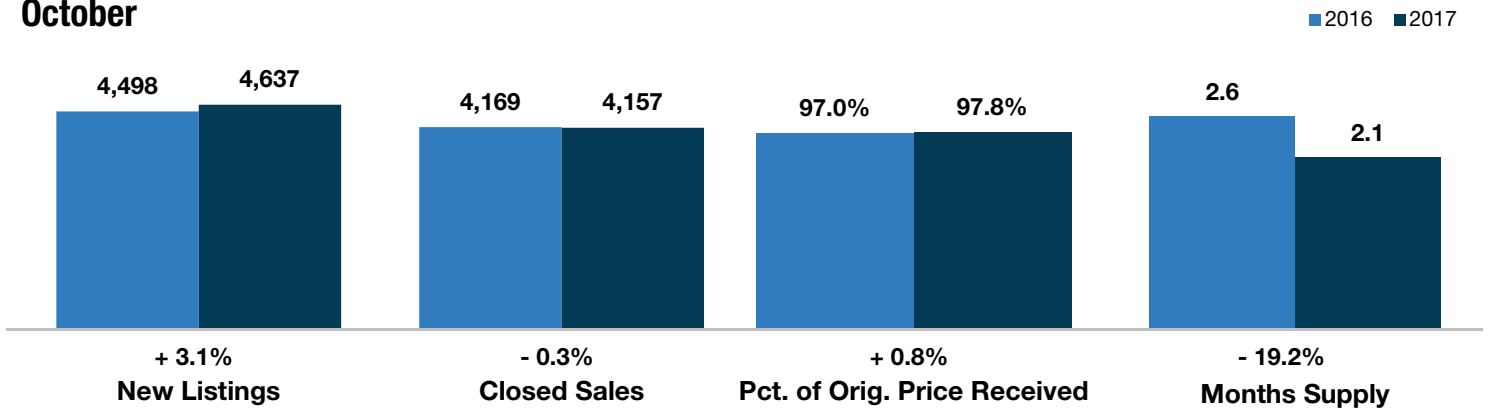


## 11 – 7-County Twin Cities Region

Key Metrics	October			Year to Date		
	2016	2017	Percent Change	Thru 10-2016	Thru 10-2017	Percent Change
New Listings	4,498	<b>4,637</b>	+ 3.1%	60,441	<b>59,239</b>	- 2.0%
Closed Sales	4,169	<b>4,157</b>	- 0.3%	44,461	<b>44,177</b>	- 0.6%
Median Sales Price*	\$235,000	<b>\$249,000</b>	+ 6.0%	\$237,000	<b>\$251,000</b>	+ 5.9%
Percent of Original List Price Received*	97.0%	<b>97.8%</b>	+ 0.8%	97.7%	<b>98.6%</b>	+ 0.9%
Days on Market Until Sale	45	<b>40</b>	- 11.1%	45	<b>39</b>	- 13.3%
Months Supply of Inventory	2.6	<b>2.1</b>	- 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.

### October



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

