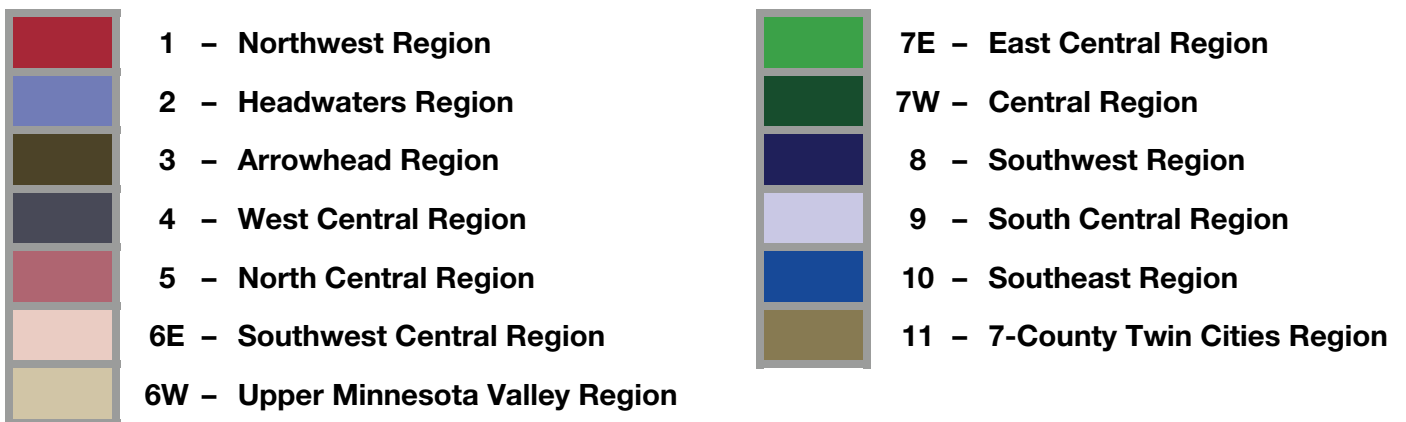
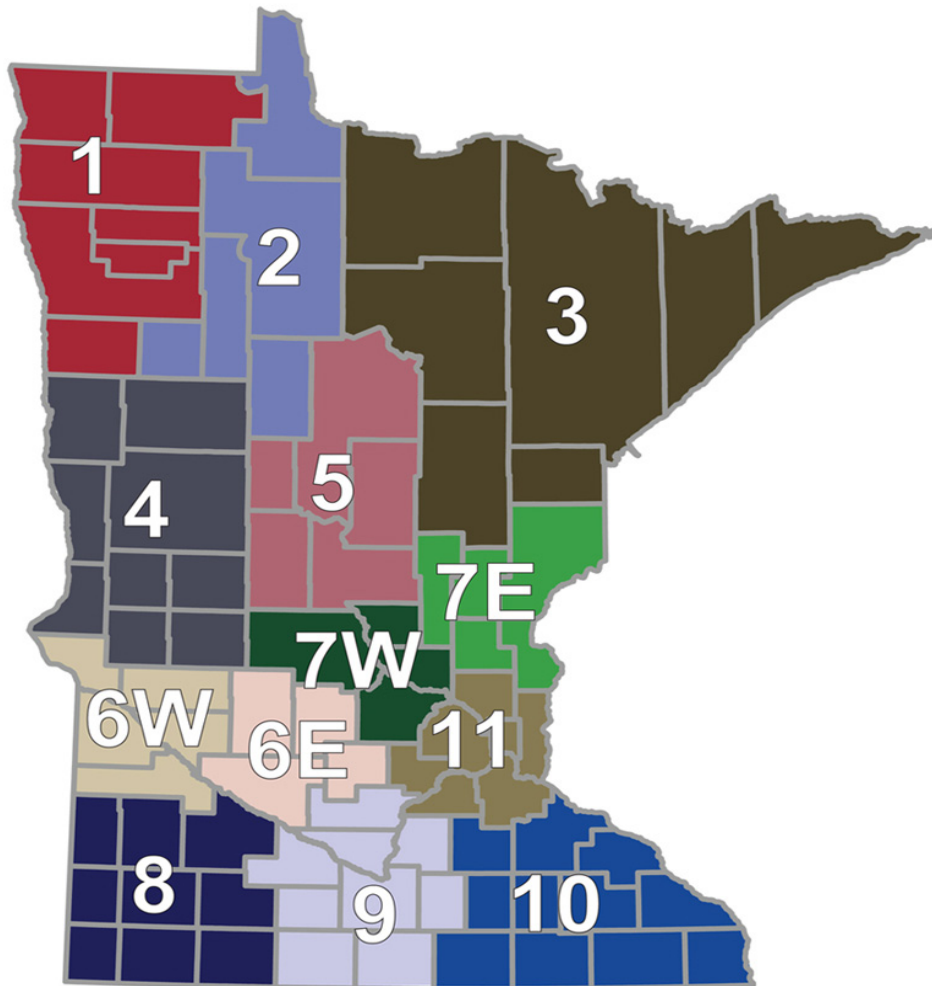


Minnesota Regional Development Organizations



Local Market Update for November 2017

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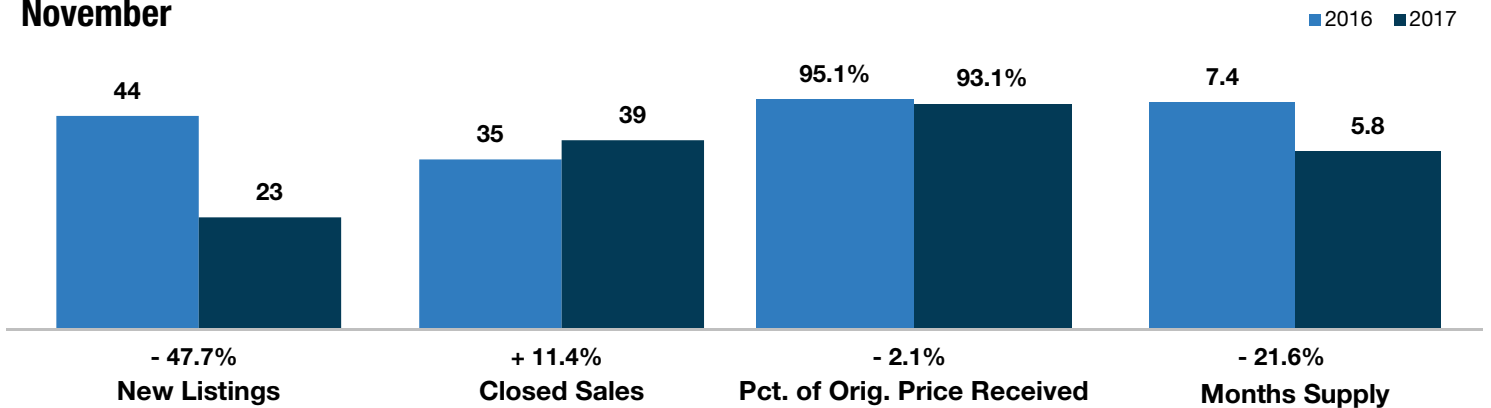


1 – Northwest Region

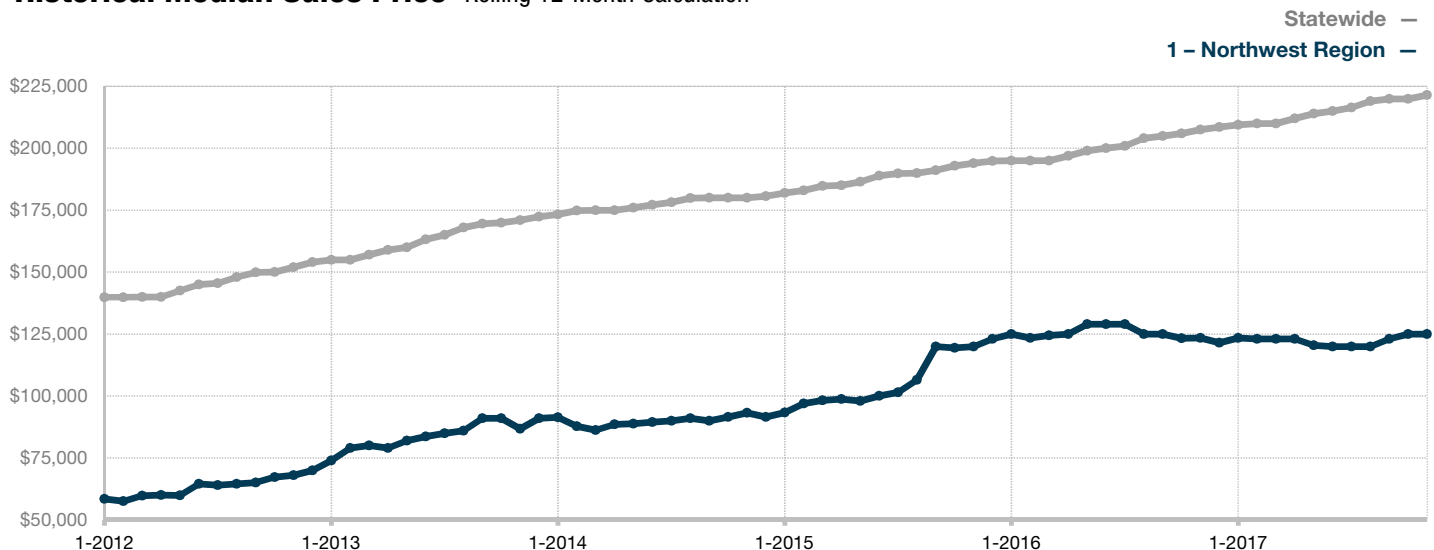
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	44	23	- 47.7%	560	595	+ 6.3%
Closed Sales	35	39	+ 11.4%	337	414	+ 22.8%
Median Sales Price*	\$120,000	\$132,000	+ 10.0%	\$120,500	\$125,000	+ 3.7%
Percent of Original List Price Received*	95.1%	93.1%	- 2.1%	92.2%	92.2%	0.0%
Days on Market Until Sale	131	152	+ 16.0%	147	147	0.0%
Months Supply of Inventory	7.4	5.8	- 21.6%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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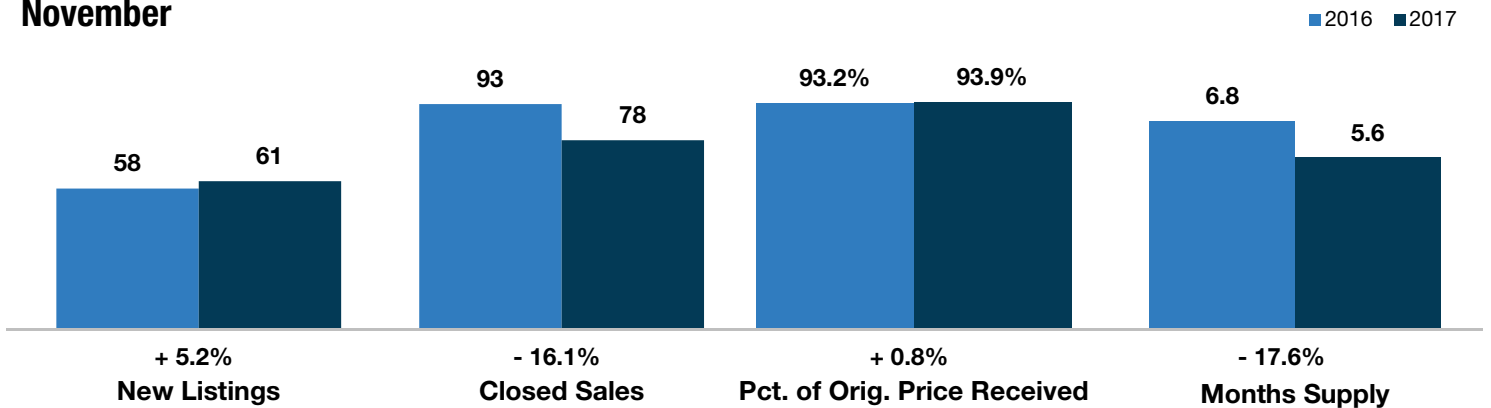


2 – Headwaters Region

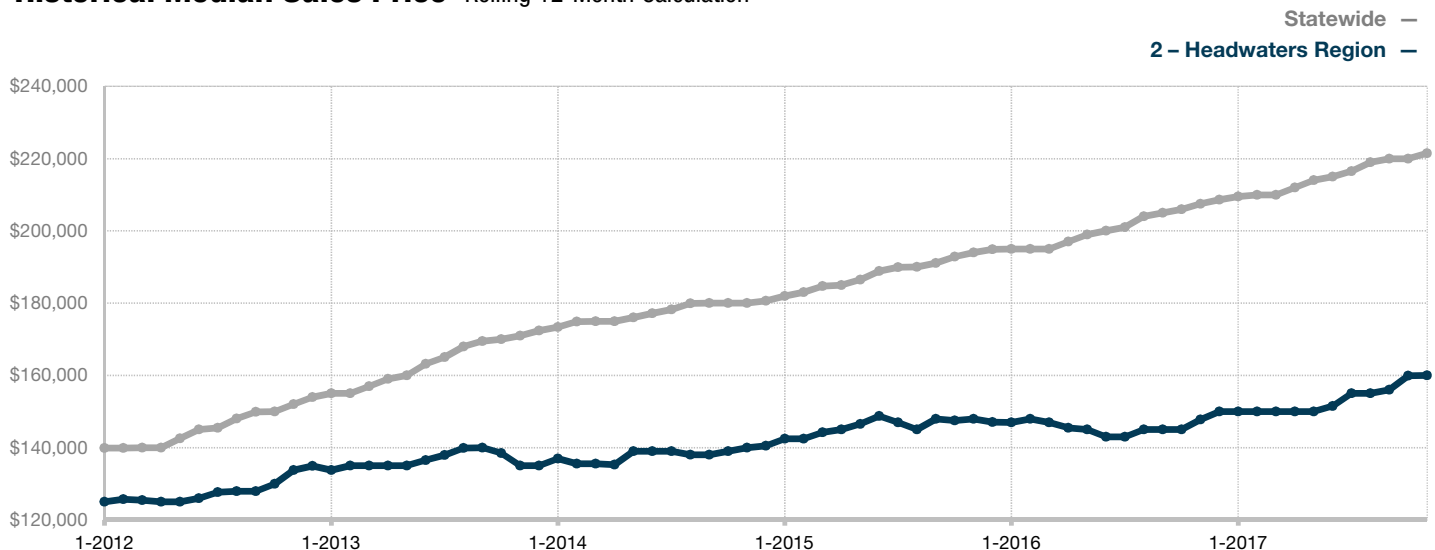
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	58	61	+ 5.2%	1,612	1,594	- 1.1%
Closed Sales	93	78	- 16.1%	988	1,014	+ 2.6%
Median Sales Price*	\$159,500	\$183,250	+ 14.9%	\$150,000	\$162,000	+ 8.0%
Percent of Original List Price Received*	93.2%	93.9%	+ 0.8%	93.1%	93.4%	+ 0.3%
Days on Market Until Sale	138	114	- 17.4%	136	121	- 11.0%
Months Supply of Inventory	6.8	5.6	- 17.6%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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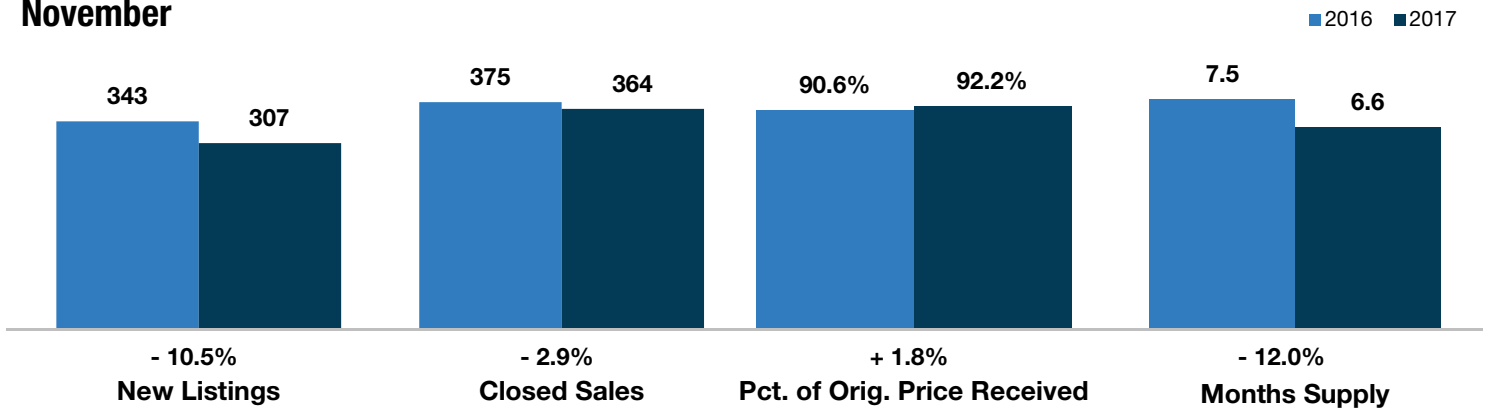


3 – Arrowhead Region

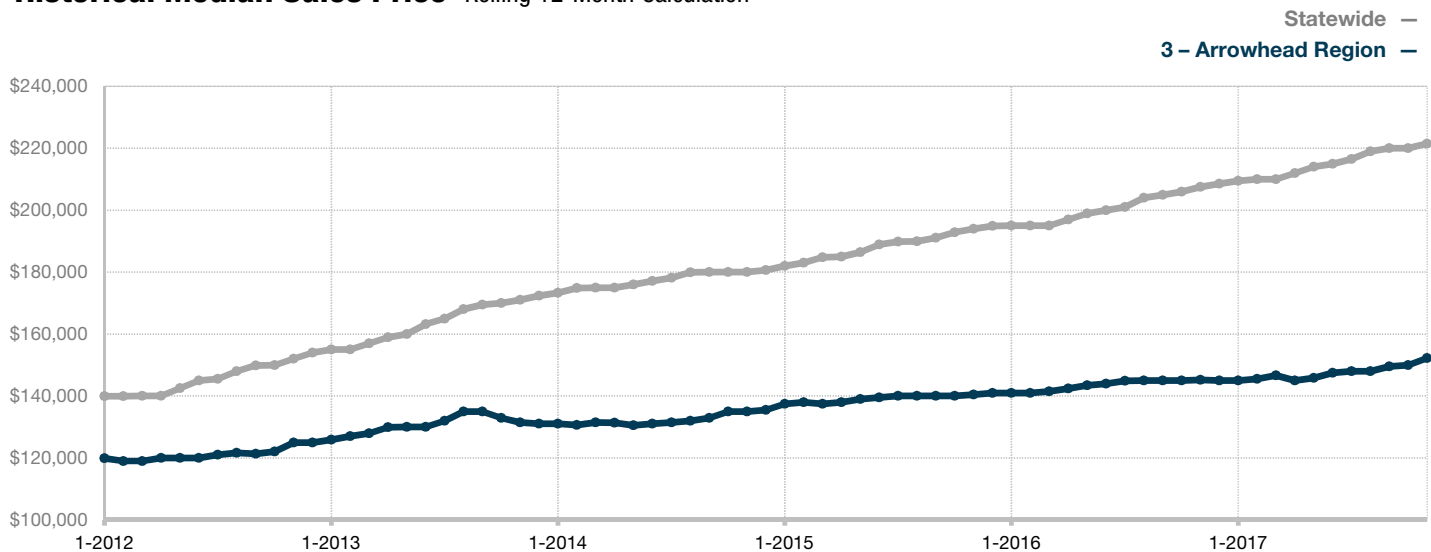
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	343	307	- 10.5%	7,546	7,047	- 6.6%
Closed Sales	375	364	- 2.9%	4,386	4,468	+ 1.9%
Median Sales Price*	\$144,900	\$164,900	+ 13.8%	\$145,850	\$154,900	+ 6.2%
Percent of Original List Price Received*	90.6%	92.2%	+ 1.8%	92.3%	93.1%	+ 0.9%
Days on Market Until Sale	120	109	- 9.2%	105	100	- 4.8%
Months Supply of Inventory	7.5	6.6	- 12.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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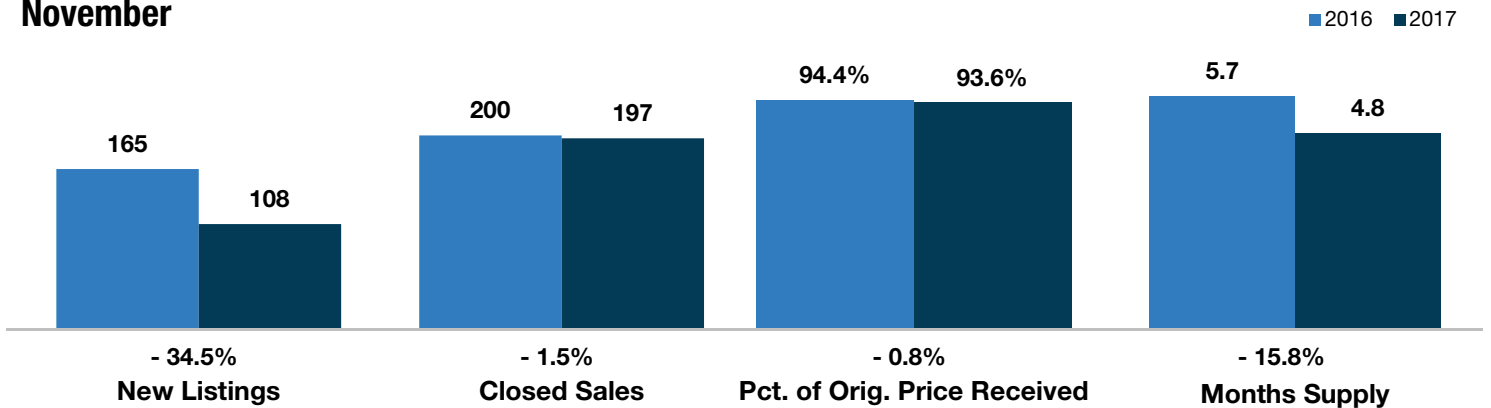


4 – West Central Region

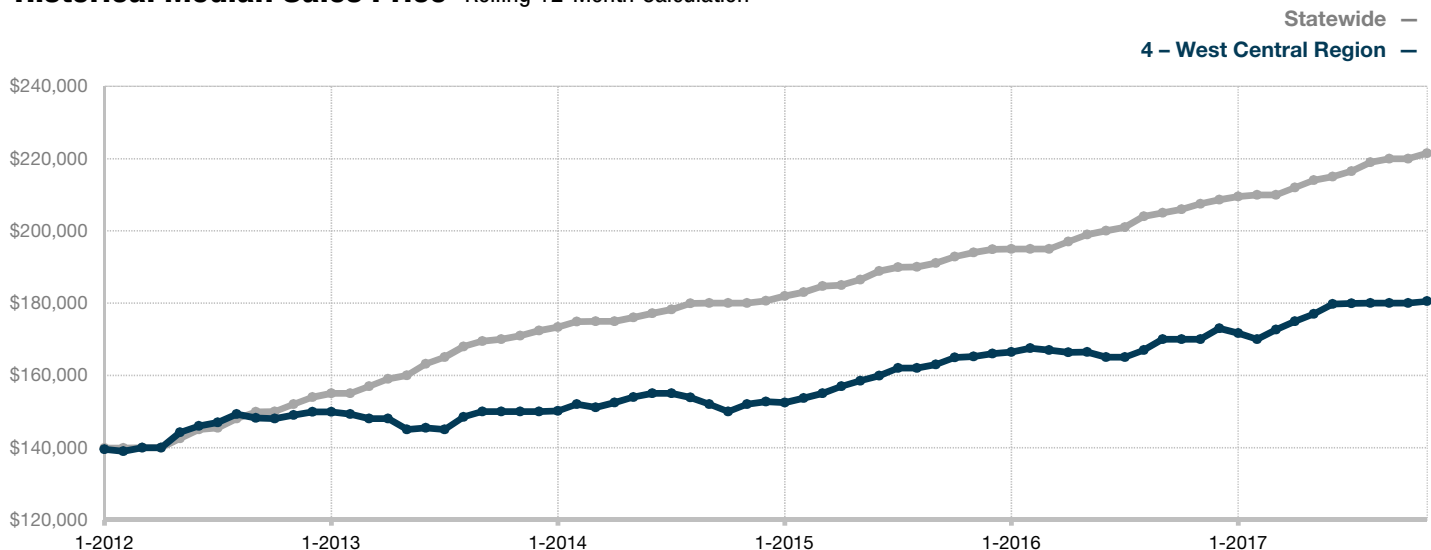
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	165	108	- 34.5%	3,622	3,574	- 1.3%
Closed Sales	200	197	- 1.5%	2,400	2,391	- 0.4%
Median Sales Price*	\$164,000	\$184,500	+ 12.5%	\$171,950	\$180,000	+ 4.7%
Percent of Original List Price Received*	94.4%	93.6%	- 0.8%	93.5%	94.3%	+ 0.9%
Days on Market Until Sale	89	84	- 5.6%	95	85	- 10.5%
Months Supply of Inventory	5.7	4.8	- 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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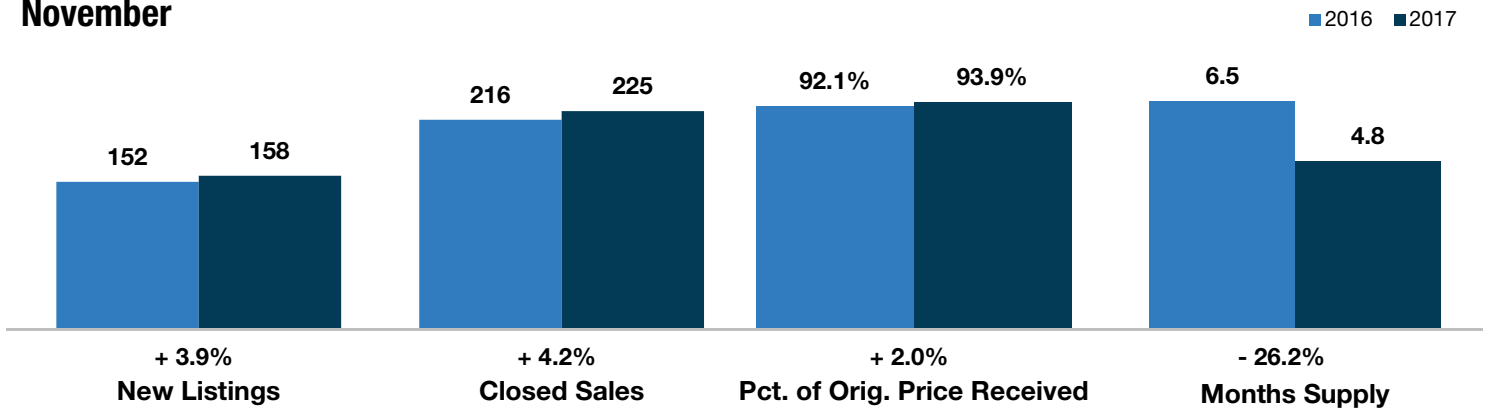


5 – North Central Region

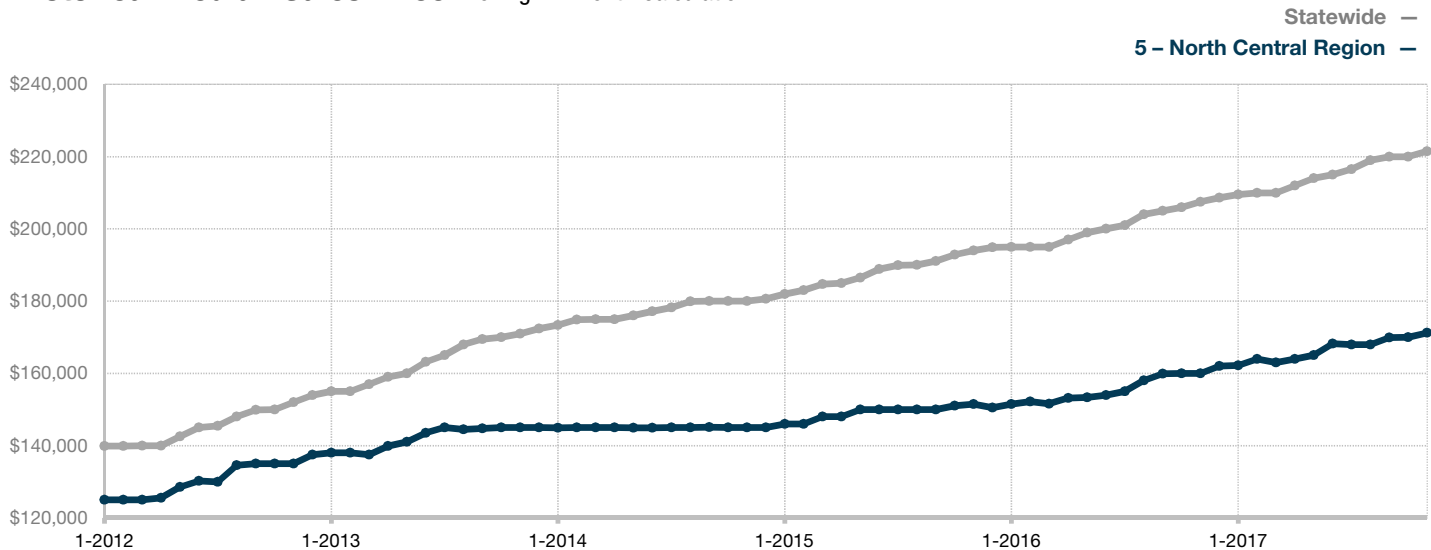
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	152	158	+ 3.9%	4,287	4,204	- 1.9%
Closed Sales	216	225	+ 4.2%	2,707	2,850	+ 5.3%
Median Sales Price*	\$146,500	\$168,950	+ 15.3%	\$163,000	\$172,000	+ 5.5%
Percent of Original List Price Received*	92.1%	93.9%	+ 2.0%	92.5%	93.7%	+ 1.3%
Days on Market Until Sale	100	96	- 4.0%	109	92	- 15.6%
Months Supply of Inventory	6.5	4.8	- 26.2%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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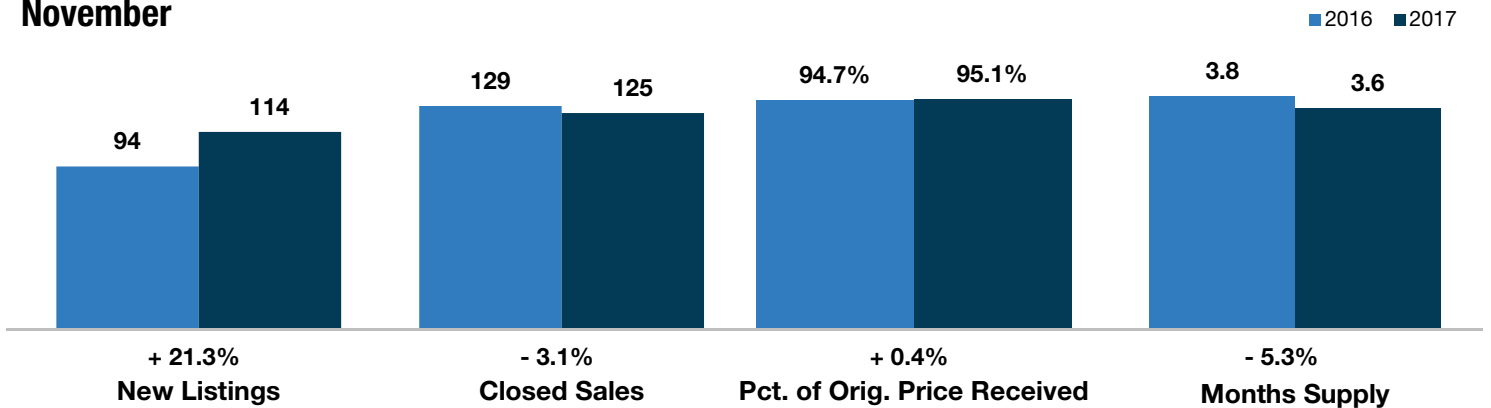


6E – Southwest Central Region

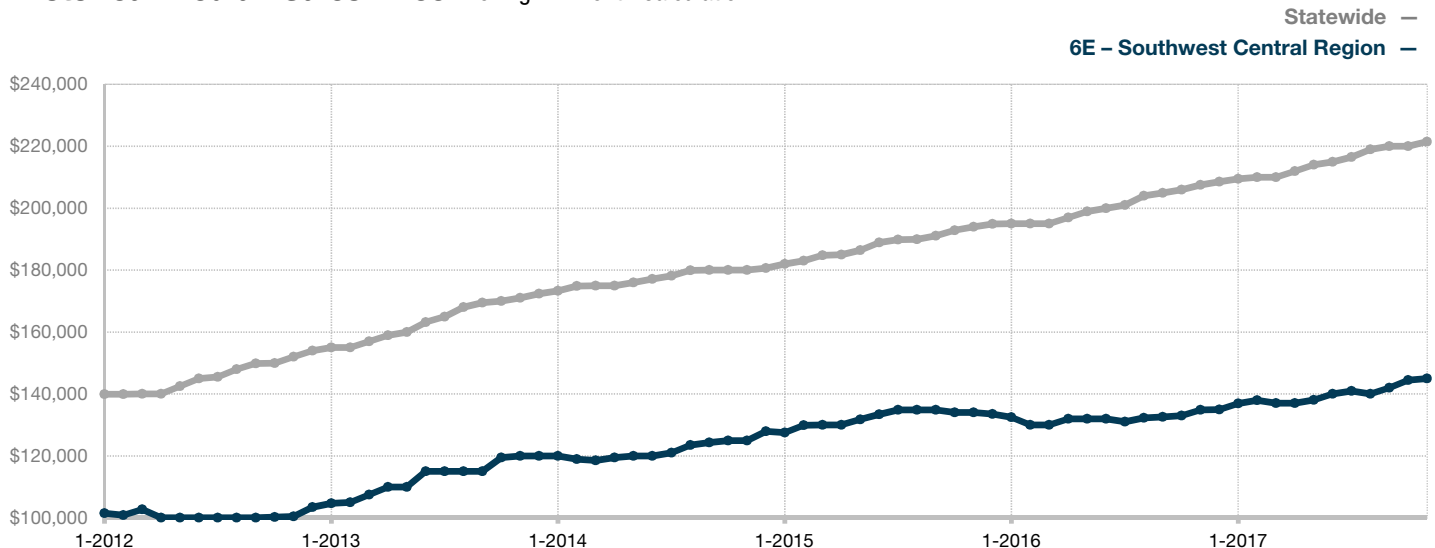
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	94	114	+ 21.3%	1,933	1,880	- 2.7%
Closed Sales	129	125	- 3.1%	1,529	1,482	- 3.1%
Median Sales Price*	\$140,000	\$144,950	+ 3.5%	\$135,000	\$145,000	+ 7.4%
Percent of Original List Price Received*	94.7%	95.1%	+ 0.4%	94.5%	94.9%	+ 0.4%
Days on Market Until Sale	69	72	+ 4.3%	85	73	- 14.1%
Months Supply of Inventory	3.8	3.6	- 5.3%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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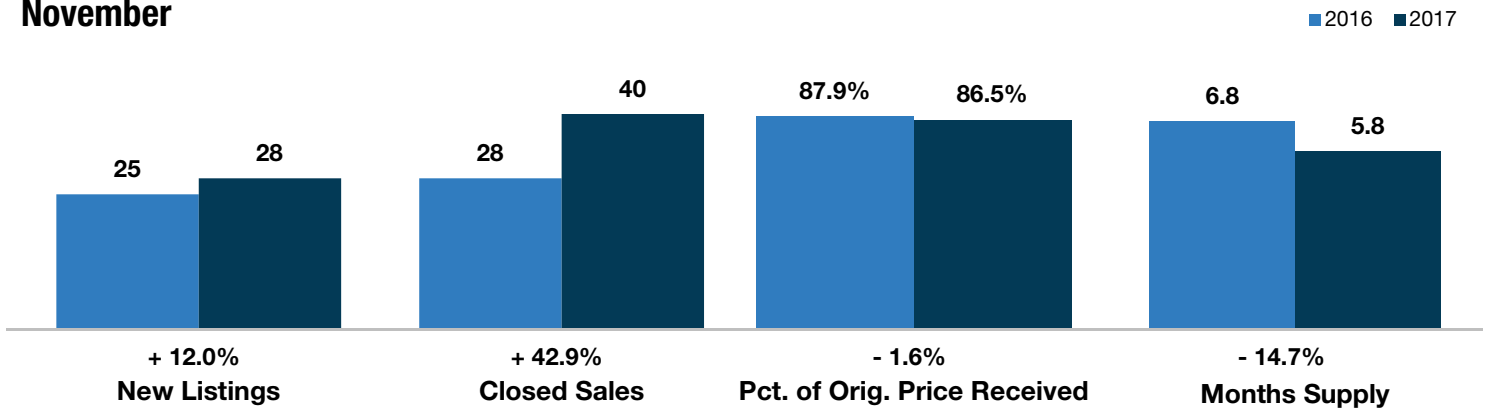


6W – Upper Minnesota Valley Region

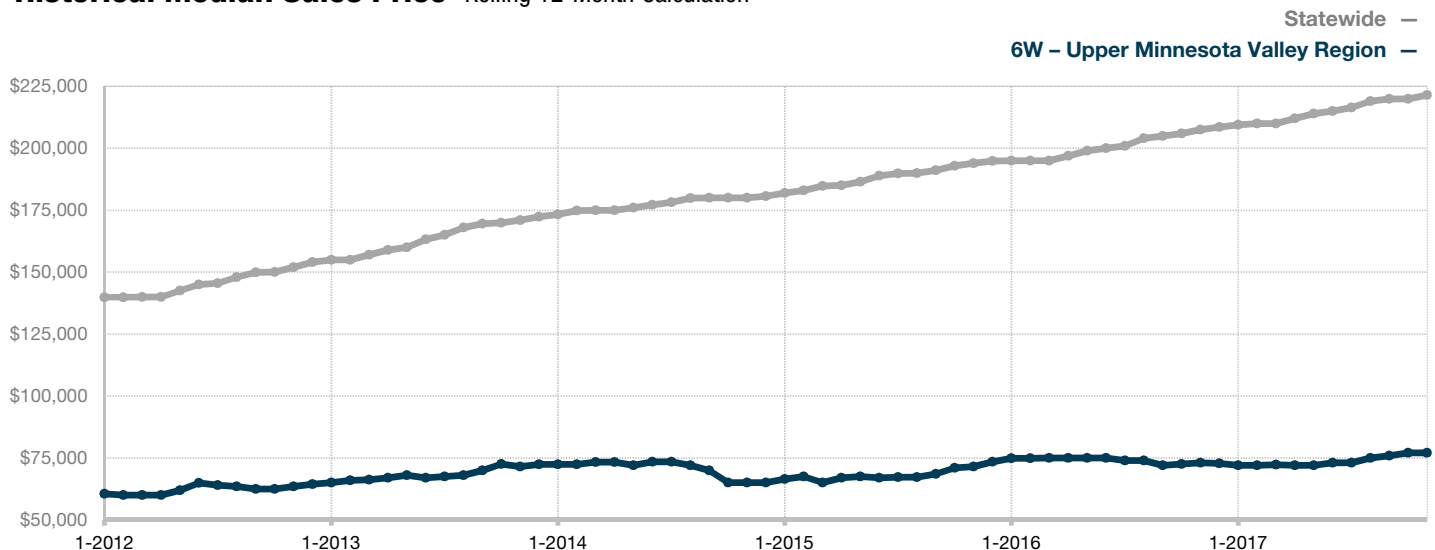
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	25	28	+ 12.0%	496	444	- 10.5%
Closed Sales	28	40	+ 42.9%	392	377	- 3.8%
Median Sales Price*	\$78,750	\$87,000	+ 10.5%	\$72,500	\$77,075	+ 6.3%
Percent of Original List Price Received*	87.9%	86.5%	- 1.6%	87.1%	89.3%	+ 2.5%
Days on Market Until Sale	148	170	+ 14.9%	142	131	- 7.7%
Months Supply of Inventory	6.8	5.8	- 14.7%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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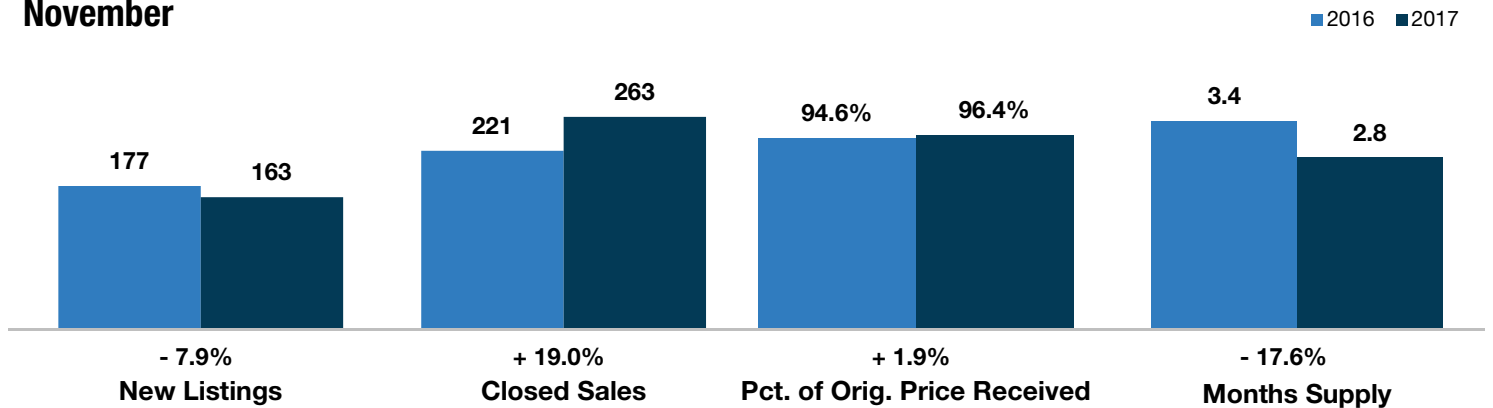


7E – East Central Region

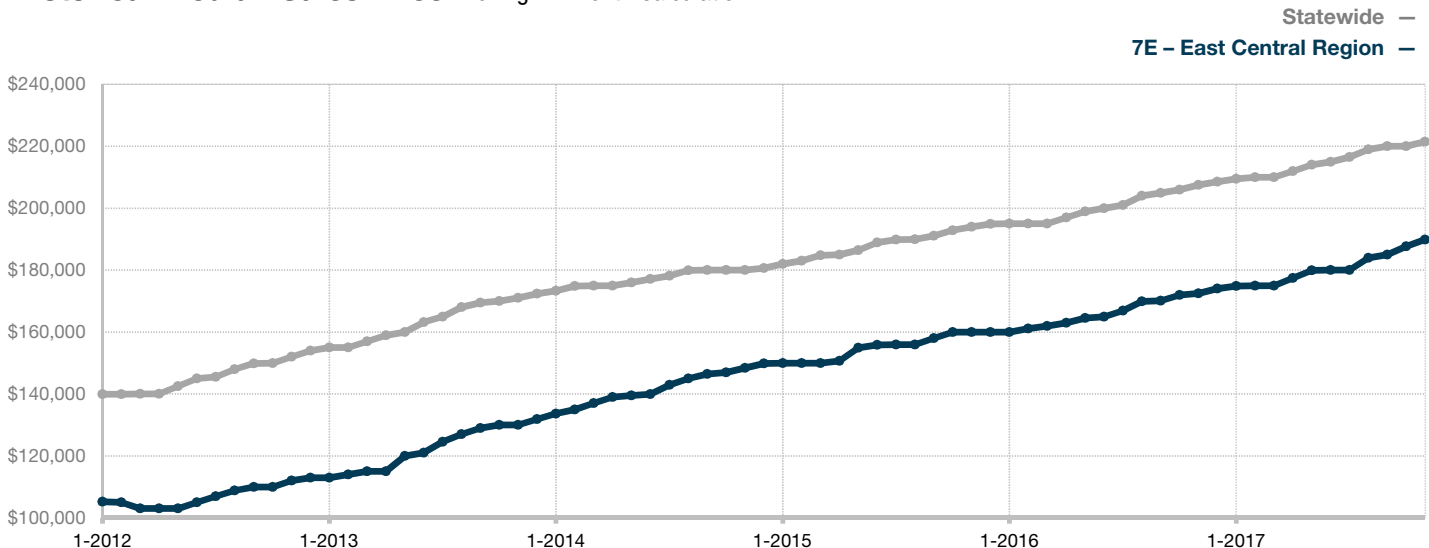
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	177	163	- 7.9%	3,974	3,823	- 3.8%
Closed Sales	221	263	+ 19.0%	2,843	2,744	- 3.5%
Median Sales Price*	\$165,000	\$189,900	+ 15.1%	\$174,900	\$190,000	+ 8.6%
Percent of Original List Price Received*	94.6%	96.4%	+ 1.9%	95.4%	96.8%	+ 1.5%
Days on Market Until Sale	70	54	- 22.9%	66	60	- 9.1%
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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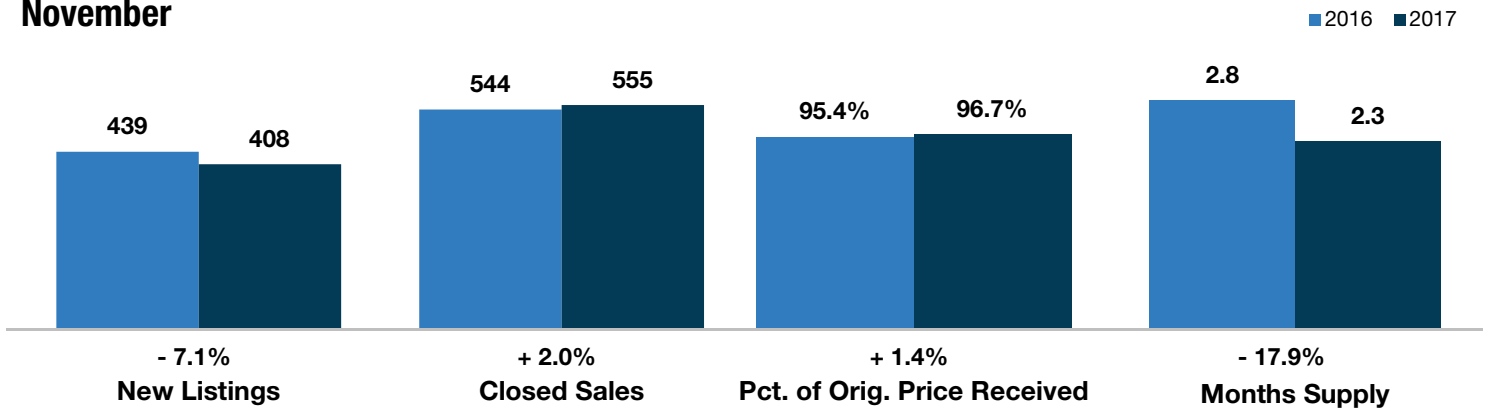


7W – Central Region

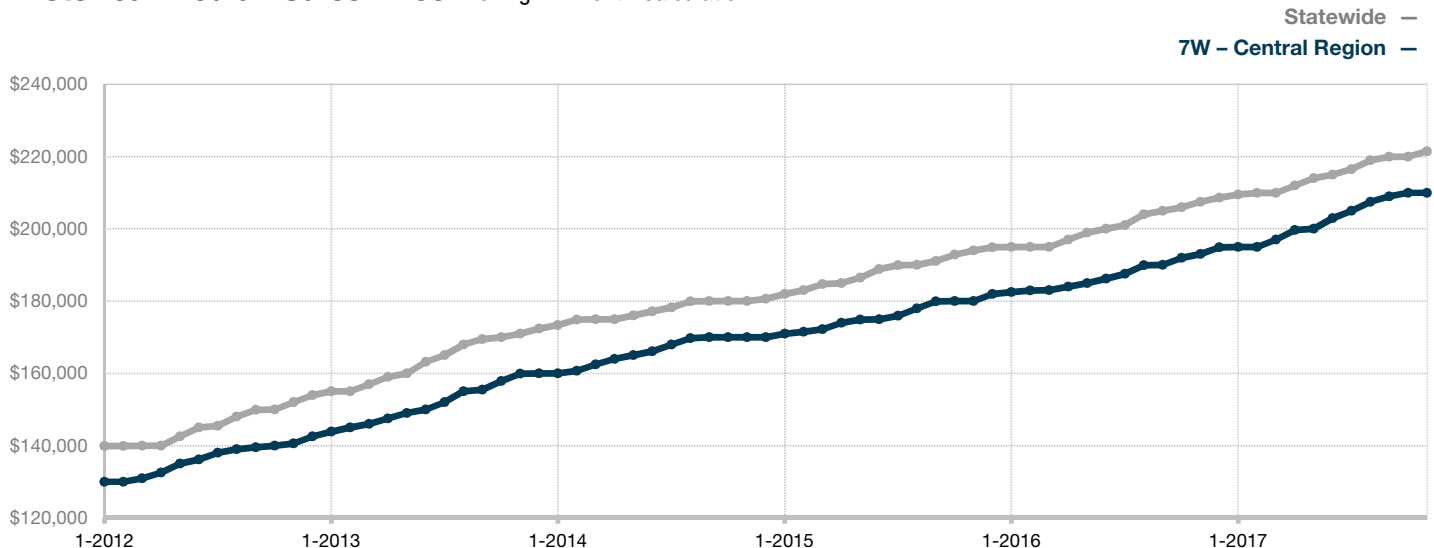
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	439	408	- 7.1%	8,863	8,909	+ 0.5%
Closed Sales	544	555	+ 2.0%	6,691	6,838	+ 2.2%
Median Sales Price*	\$194,000	\$205,000	+ 5.7%	\$194,900	\$211,550	+ 8.5%
Percent of Original List Price Received*	95.4%	96.7%	+ 1.4%	96.5%	97.5%	+ 1.0%
Days on Market Until Sale	59	55	- 6.8%	60	50	- 16.7%
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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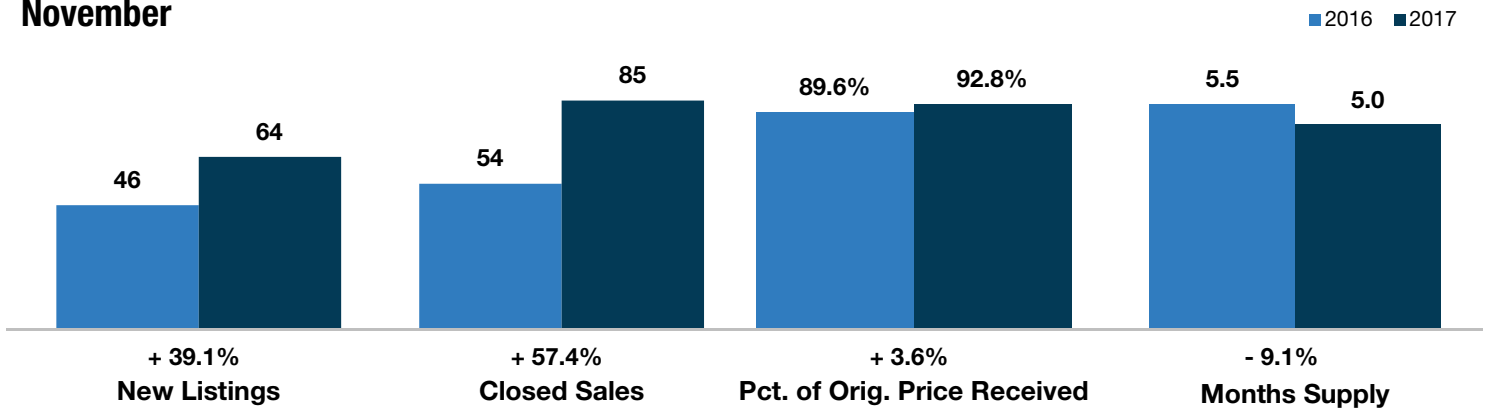


8 – Southwest Region

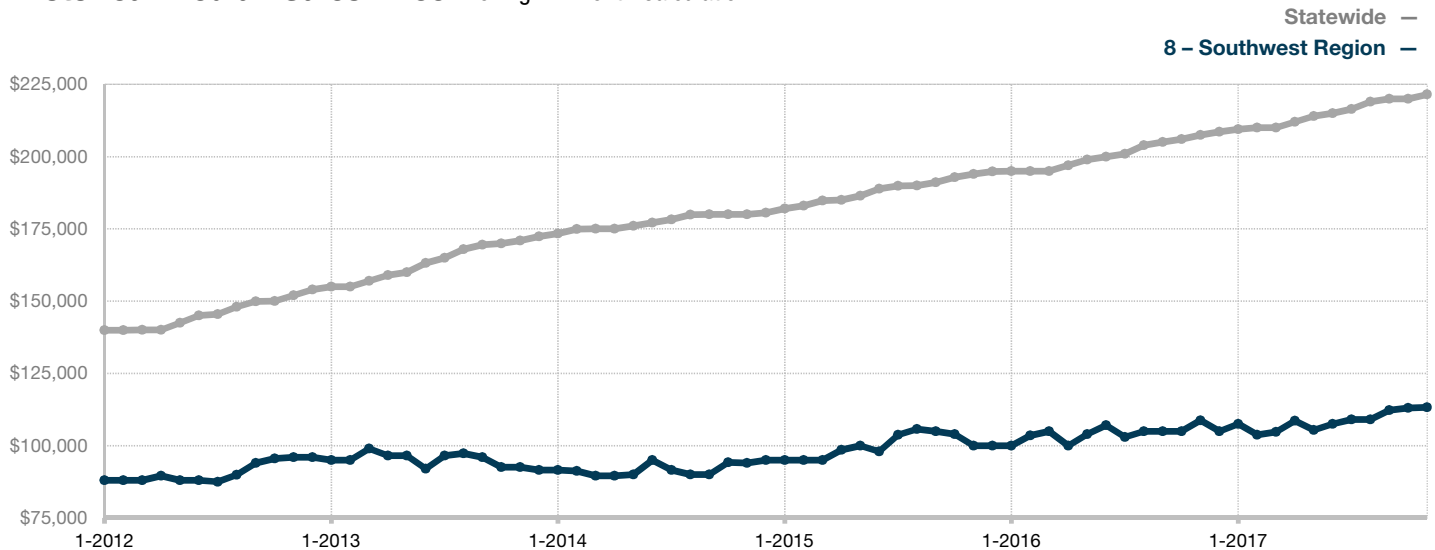
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	46	64	+ 39.1%	846	930	+ 9.9%
Closed Sales	54	85	+ 57.4%	667	753	+ 12.9%
Median Sales Price*	\$103,000	\$110,100	+ 6.9%	\$108,923	\$116,600	+ 7.0%
Percent of Original List Price Received*	89.6%	92.8%	+ 3.6%	90.8%	92.1%	+ 1.4%
Days on Market Until Sale	108	59	- 45.4%	113	95	- 15.9%
Months Supply of Inventory	5.5	5.0	- 9.1%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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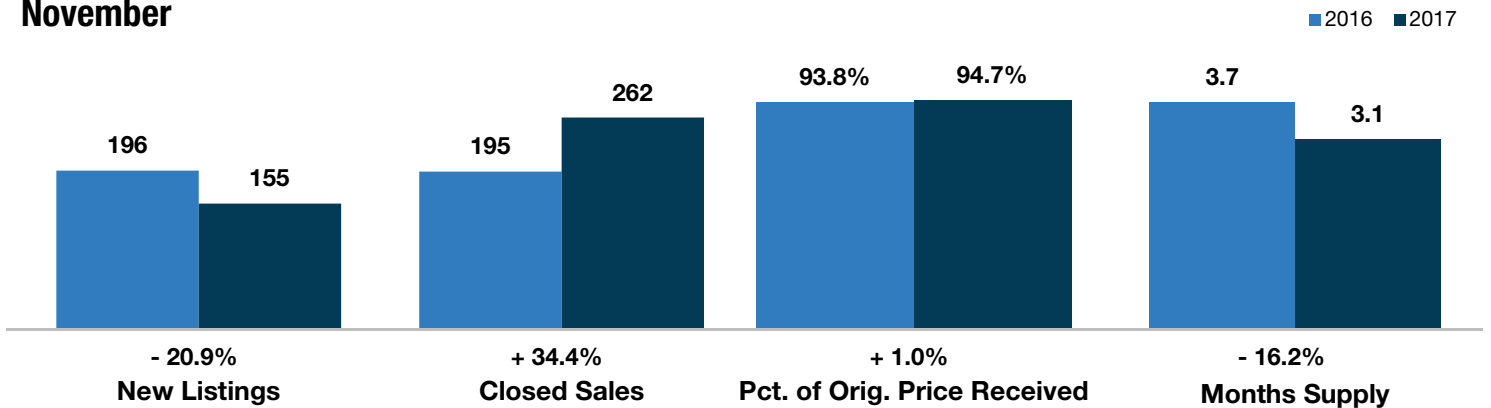


9 – South Central Region

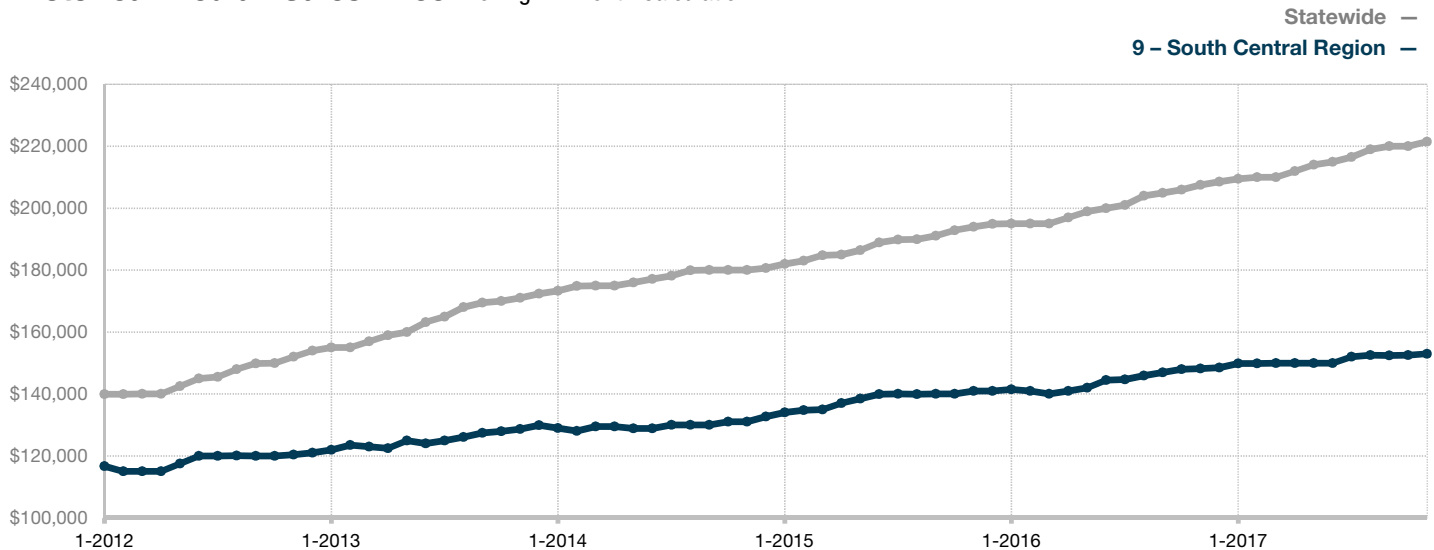
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	196	155	- 20.9%	3,479	3,447	- 0.9%
Closed Sales	195	262	+ 34.4%	2,751	2,891	+ 5.1%
Median Sales Price*	\$145,500	\$153,500	+ 5.5%	\$149,000	\$154,450	+ 3.7%
Percent of Original List Price Received*	93.8%	94.7%	+ 1.0%	94.3%	95.1%	+ 0.8%
Days on Market Until Sale	111	92	- 17.1%	114	97	- 14.9%
Months Supply of Inventory	3.7	3.1	- 16.2%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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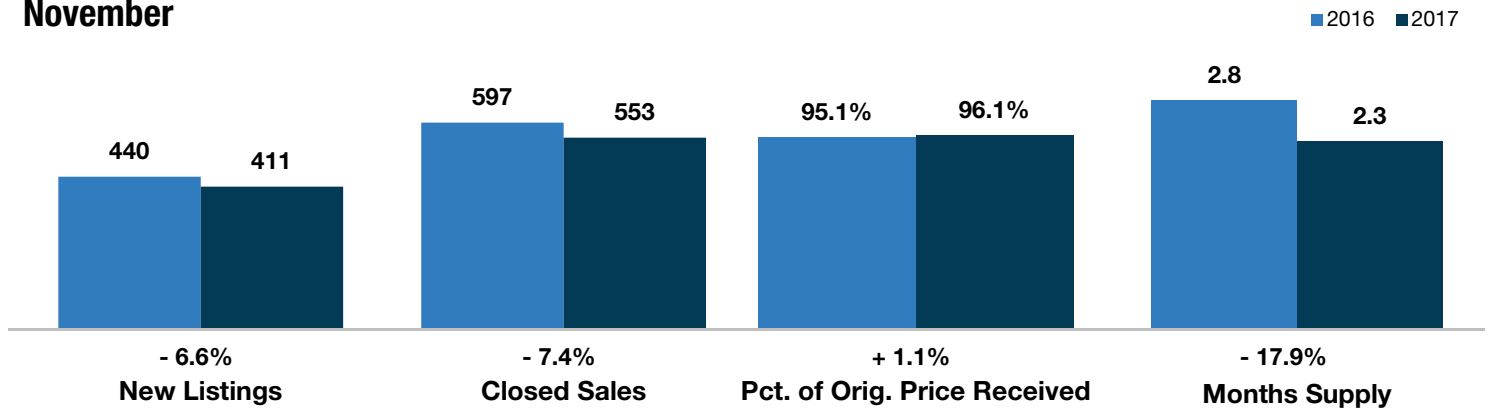


10 – Southeast Region

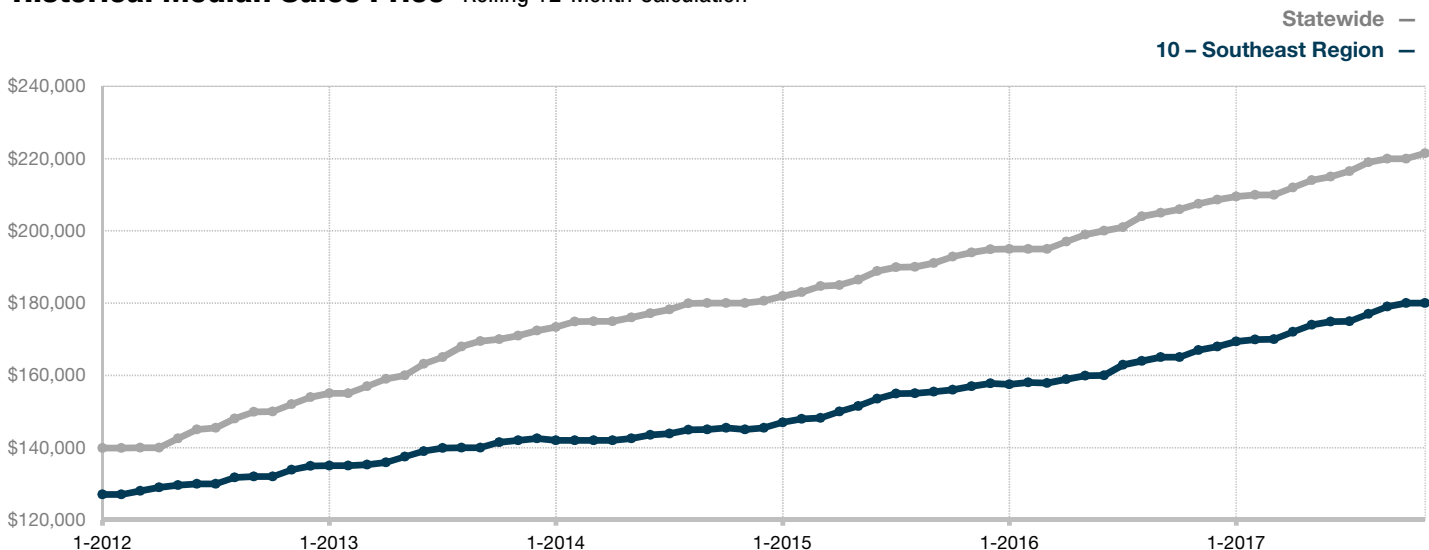
Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	440	411	- 6.6%	8,153	7,929	- 2.7%
Closed Sales	597	553	- 7.4%	6,896	6,775	- 1.8%
Median Sales Price*	\$172,250	\$180,000	+ 4.5%	\$168,000	\$182,500	+ 8.6%
Percent of Original List Price Received*	95.1%	96.1%	+ 1.1%	96.2%	97.0%	+ 0.8%
Days on Market Until Sale	80	61	- 23.8%	71	61	- 14.1%
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2017

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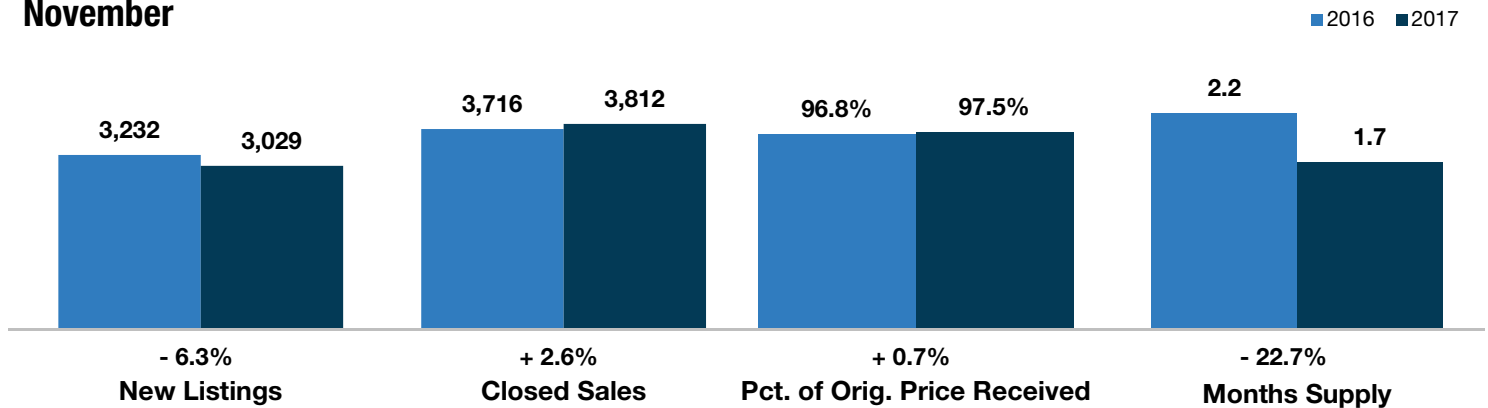


11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2016	2017	Percent Change	Thru 11-2016	Thru 11-2017	Percent Change
New Listings	3,232	3,029	- 6.3%	63,668	62,267	- 2.2%
Closed Sales	3,716	3,812	+ 2.6%	48,176	48,088	- 0.2%
Median Sales Price*	\$236,000	\$250,000	+ 5.9%	\$237,000	\$250,000	+ 5.5%
Percent of Original List Price Received*	96.8%	97.5%	+ 0.7%	97.6%	98.5%	+ 0.9%
Days on Market Until Sale	46	43	- 6.5%	45	40	- 11.1%
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation

