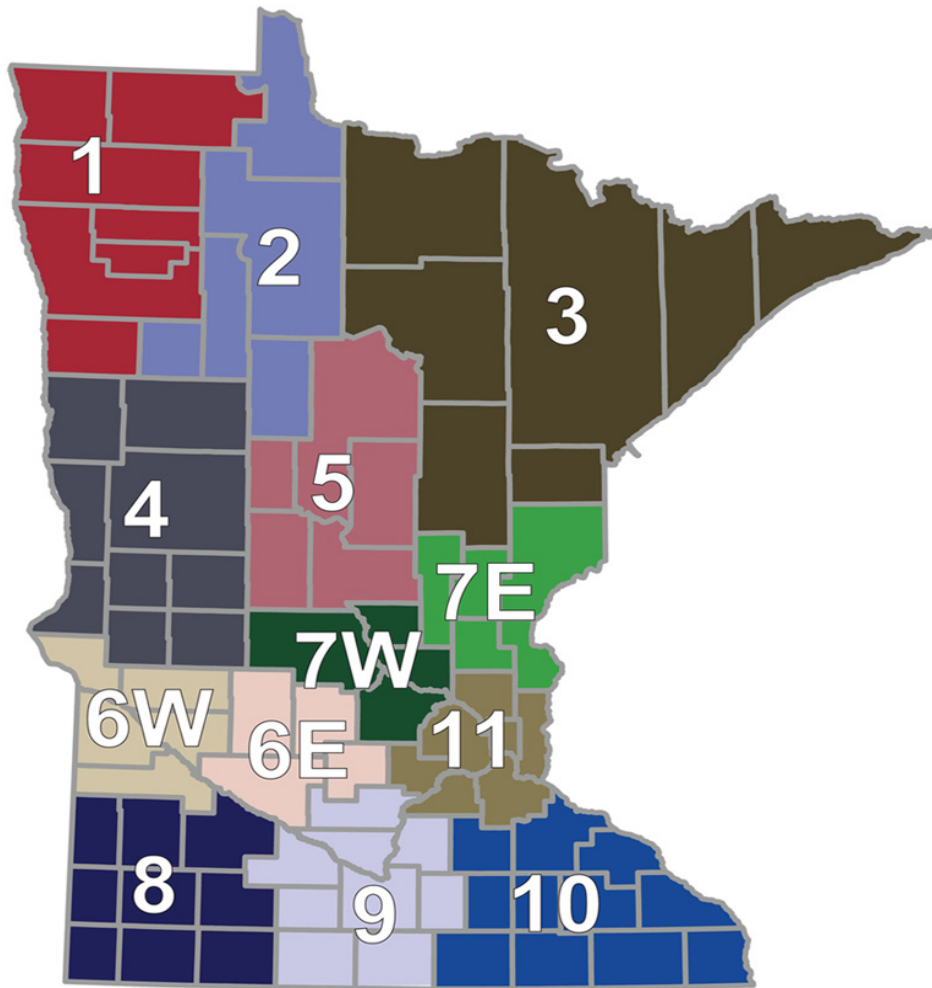











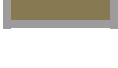
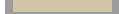


# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region               |  | 7E - East Central Region         |
|  | 2 - Headwaters Region              |  | 7W - Central Region              |
|  | 3 - Arrowhead Region               |  | 8 - Southwest Region             |
|  | 4 - West Central Region            |  | 9 - South Central Region         |
|  | 5 - North Central Region           |  | 10 - Southeast Region            |
|  | 6E - Southwest Central Region      |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region |   |                                  |

# Local Market Update for December 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

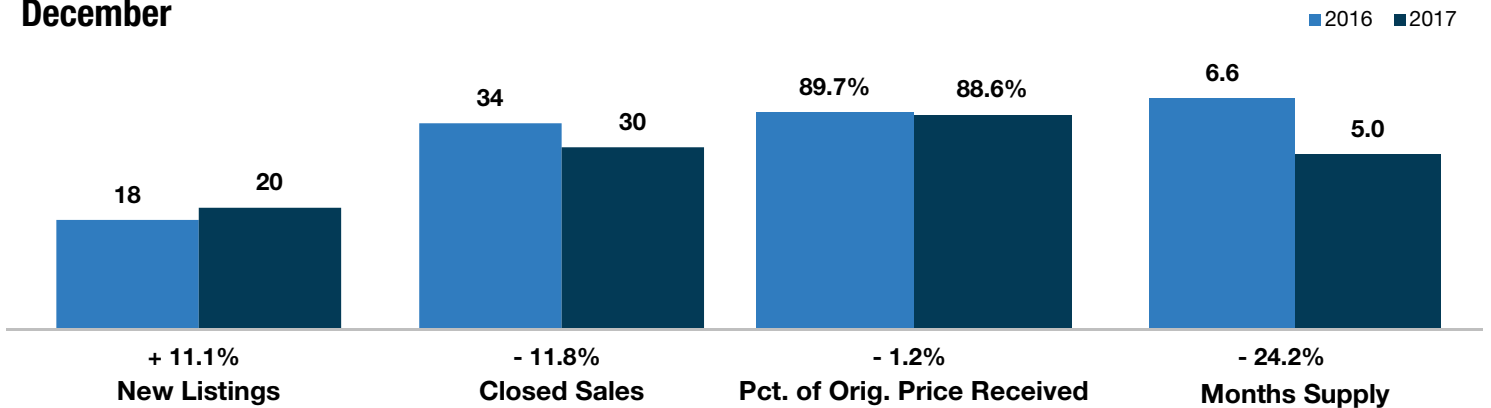


## 1 – Northwest Region

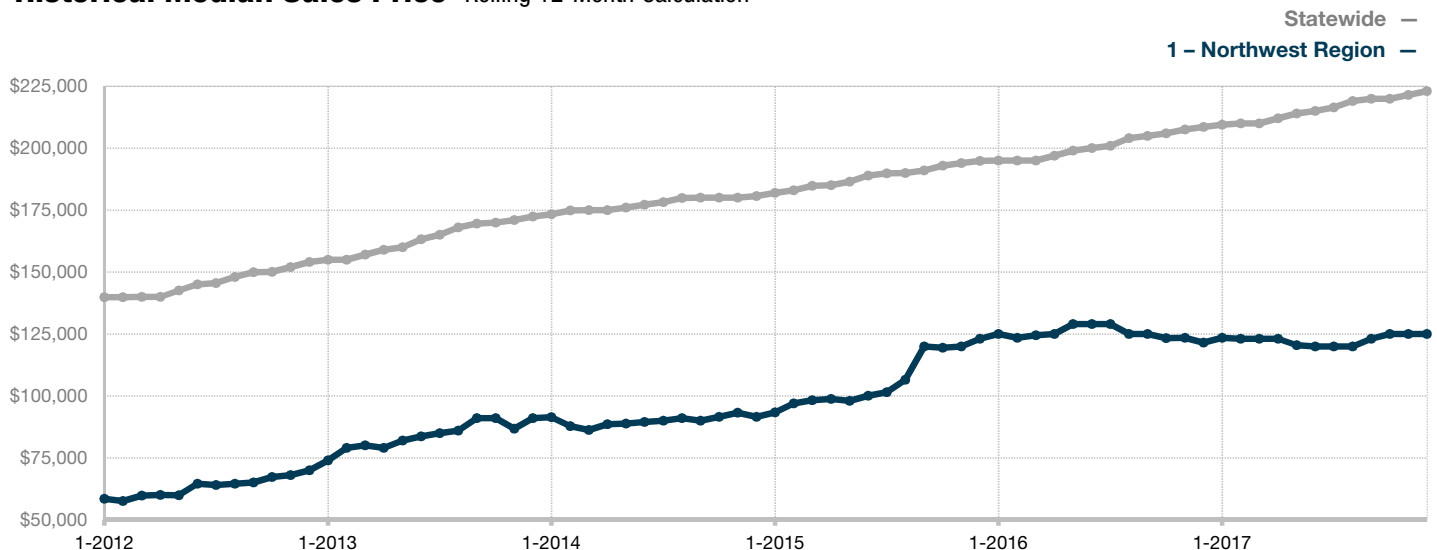
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	18	20	+ 11.1%	578	615	+ 6.4%
Closed Sales	34	30	- 11.8%	371	444	+ 19.7%
Median Sales Price*	\$128,950	\$109,250	- 15.3%	\$121,500	\$125,000	+ 2.9%
Percent of Original List Price Received*	89.7%	88.6%	- 1.2%	92.0%	92.0%	0.0%
Days on Market Until Sale	176	119	- 32.4%	149	145	- 2.7%
Months Supply of Inventory	6.6	5.0	- 24.2%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

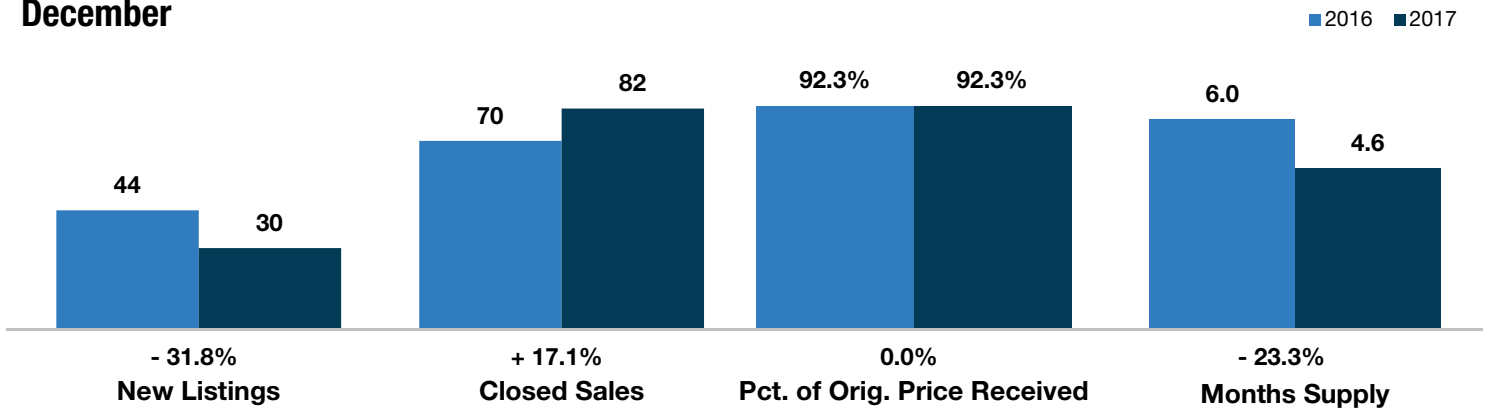


## 2 – Headwaters Region

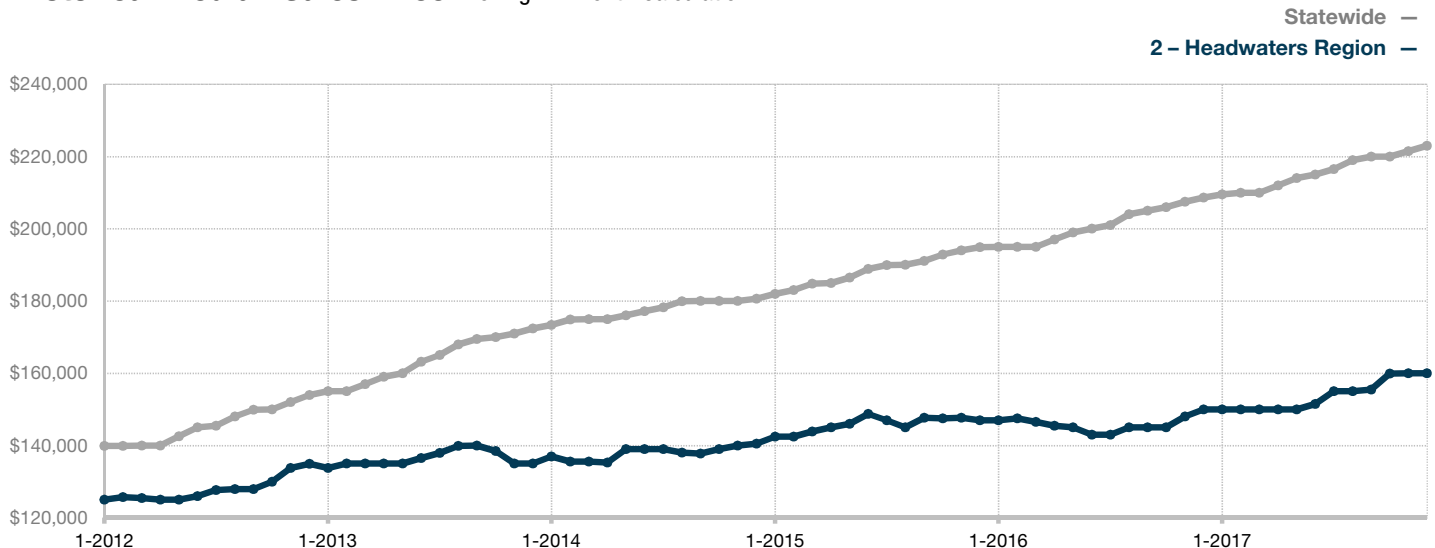
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	44	30	- 31.8%	1,659	1,627	- 1.9%
Closed Sales	70	82	+ 17.1%	1,059	1,099	+ 3.8%
Median Sales Price*	\$150,250	\$150,000	- 0.2%	\$150,000	\$160,000	+ 6.7%
Percent of Original List Price Received*	92.3%	92.3%	0.0%	93.0%	93.3%	+ 0.3%
Days on Market Until Sale	146	127	- 13.0%	136	122	- 10.3%
Months Supply of Inventory	6.0	4.6	- 23.3%	--	--	--

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### December



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



# Local Market Update for December 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

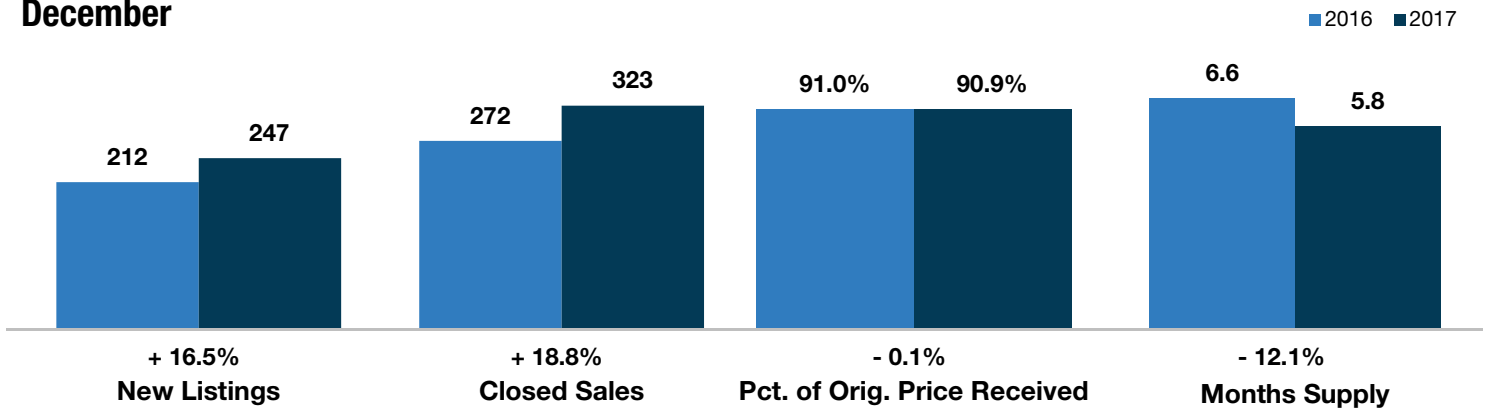


## 3 – Arrowhead Region

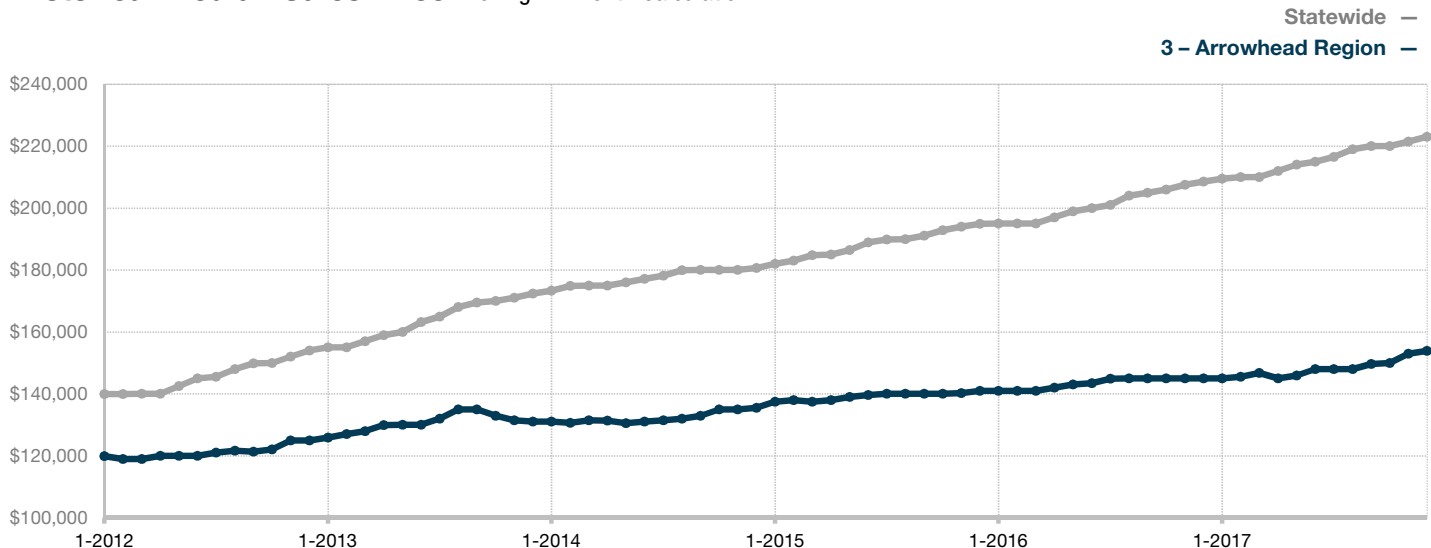
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	212	<b>247</b>	+ 16.5%	7,767	<b>7,302</b>	- 6.0%
Closed Sales	272	<b>323</b>	+ 18.8%	4,661	<b>4,808</b>	+ 3.2%
Median Sales Price*	\$127,000	<b>\$130,000</b>	+ 2.4%	\$145,000	<b>\$153,900</b>	+ 6.1%
Percent of Original List Price Received*	91.0%	<b>90.9%</b>	- 0.1%	92.2%	<b>92.9%</b>	+ 0.8%
Days on Market Until Sale	104	<b>111</b>	+ 6.7%	105	<b>101</b>	- 3.8%
Months Supply of Inventory	6.6	<b>5.8</b>	- 12.1%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2017

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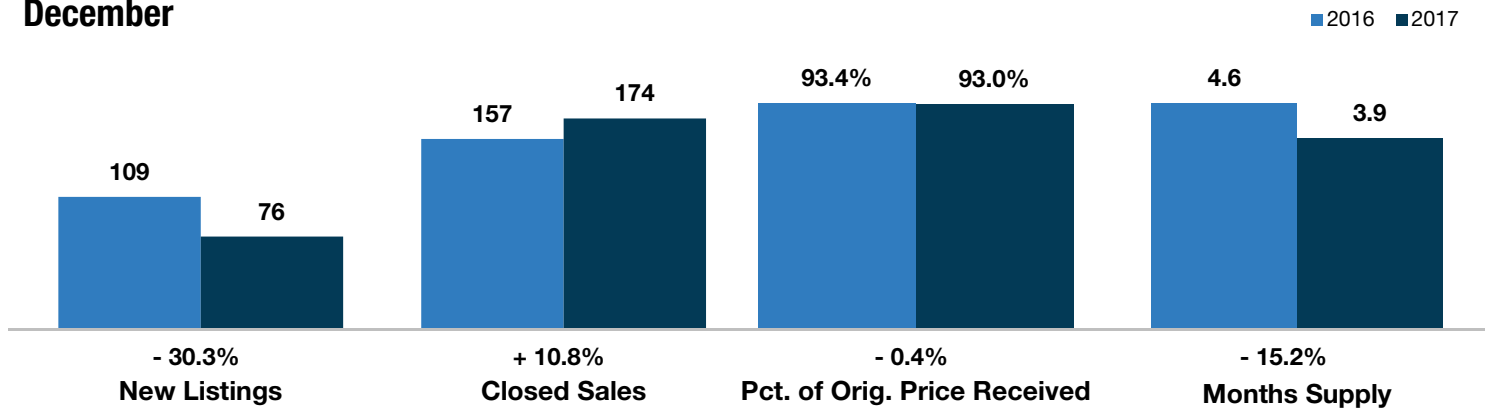


## 4 – West Central Region

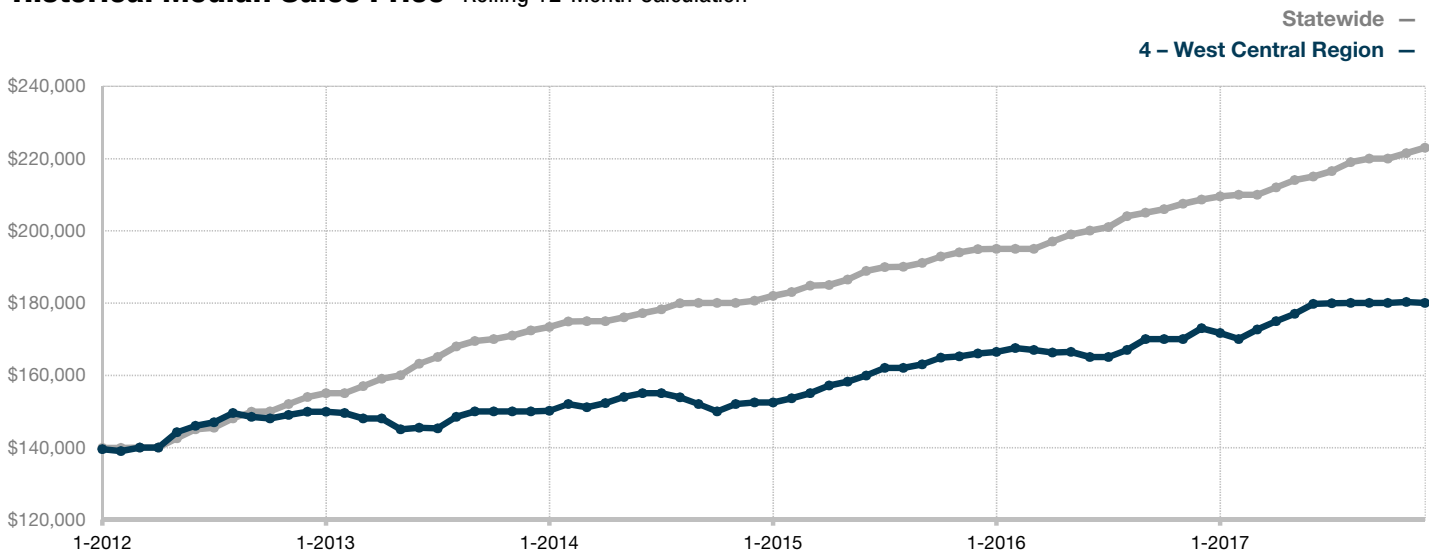
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	109	76	- 30.3%	3,731	3,653	- 2.1%
Closed Sales	157	174	+ 10.8%	2,556	2,575	+ 0.7%
Median Sales Price*	\$189,000	\$170,000	- 10.1%	\$173,000	\$180,000	+ 4.0%
Percent of Original List Price Received*	93.4%	93.0%	- 0.4%	93.5%	94.2%	+ 0.7%
Days on Market Until Sale	92	79	- 14.1%	95	84	- 11.6%
Months Supply of Inventory	4.6	3.9	- 15.2%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2017

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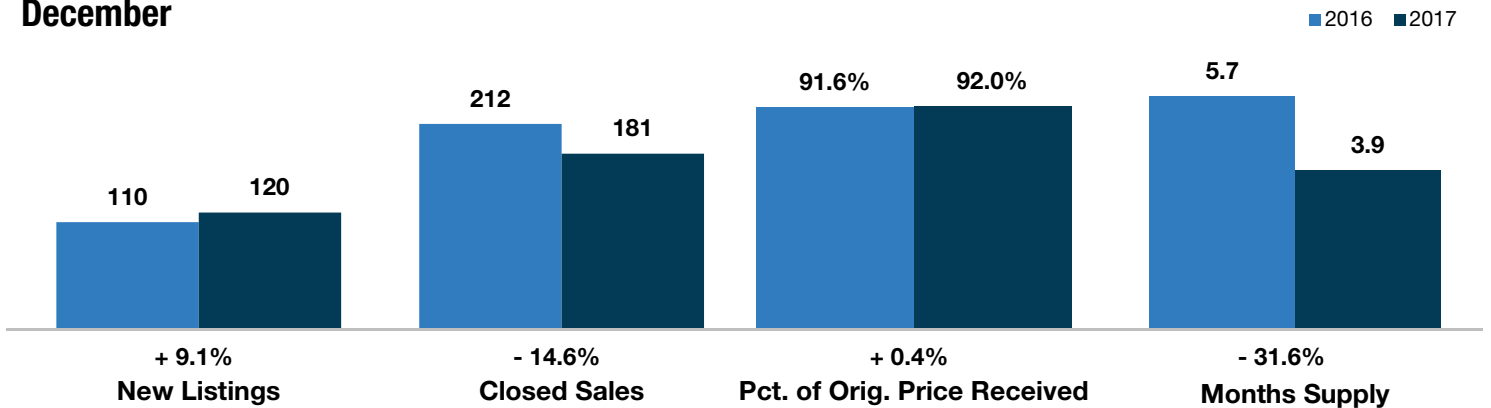


## 5 – North Central Region

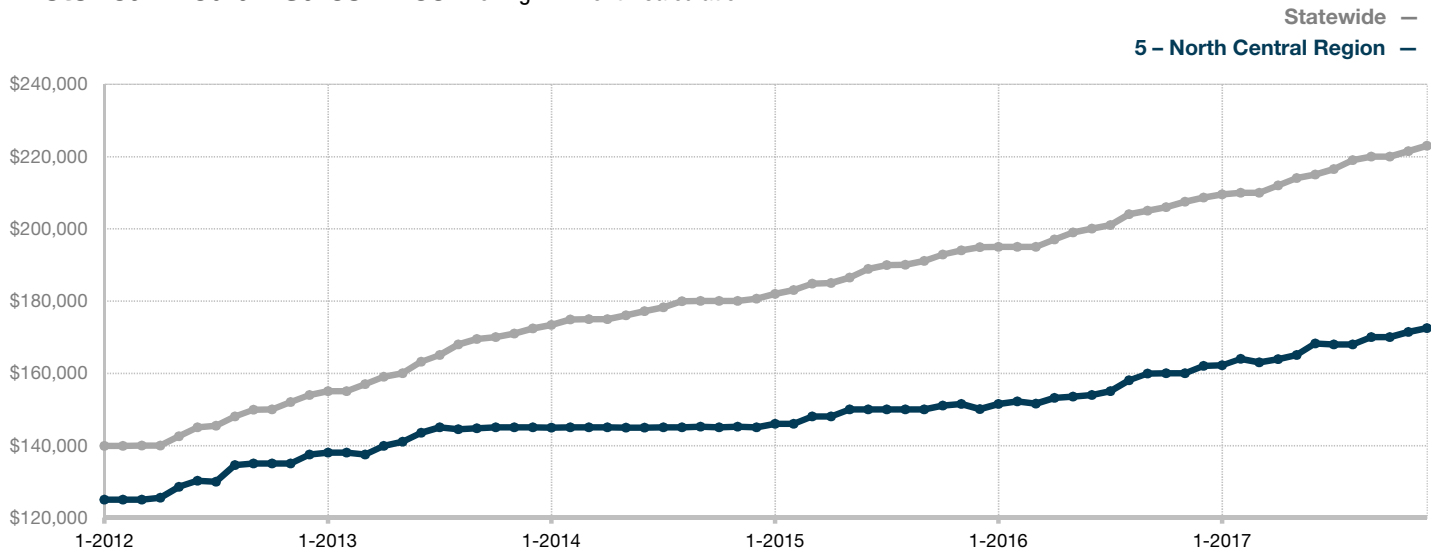
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	110	120	+ 9.1%	4,399	4,322	- 1.8%
Closed Sales	212	181	- 14.6%	2,920	3,032	+ 3.8%
Median Sales Price*	\$150,800	\$175,000	+ 16.0%	\$162,000	\$172,500	+ 6.5%
Percent of Original List Price Received*	91.6%	92.0%	+ 0.4%	92.4%	93.6%	+ 1.3%
Days on Market Until Sale	102	112	+ 9.8%	109	93	- 14.7%
Months Supply of Inventory	5.7	3.9	- 31.6%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2017

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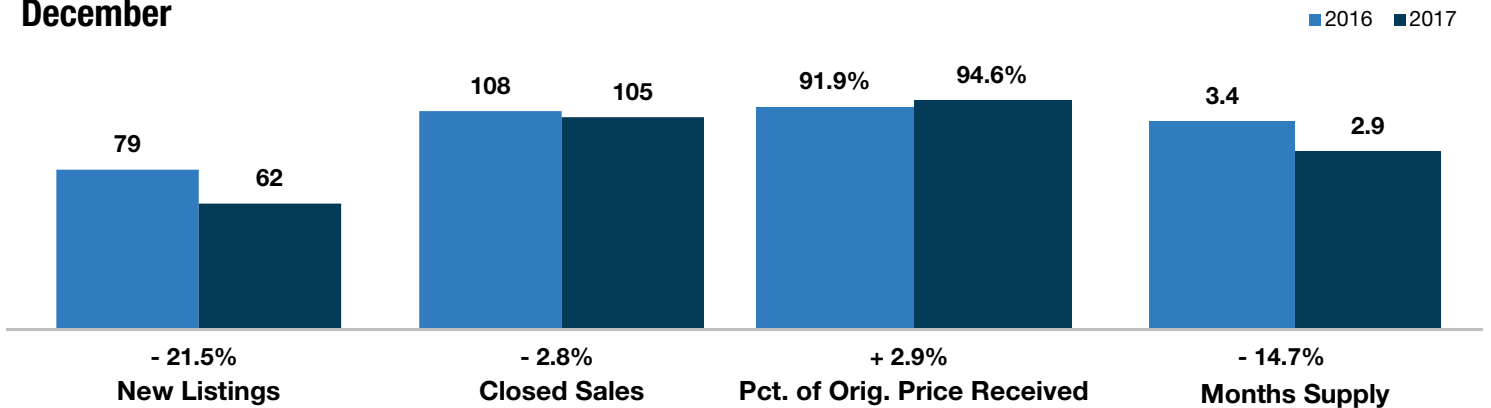


## 6E – Southwest Central Region

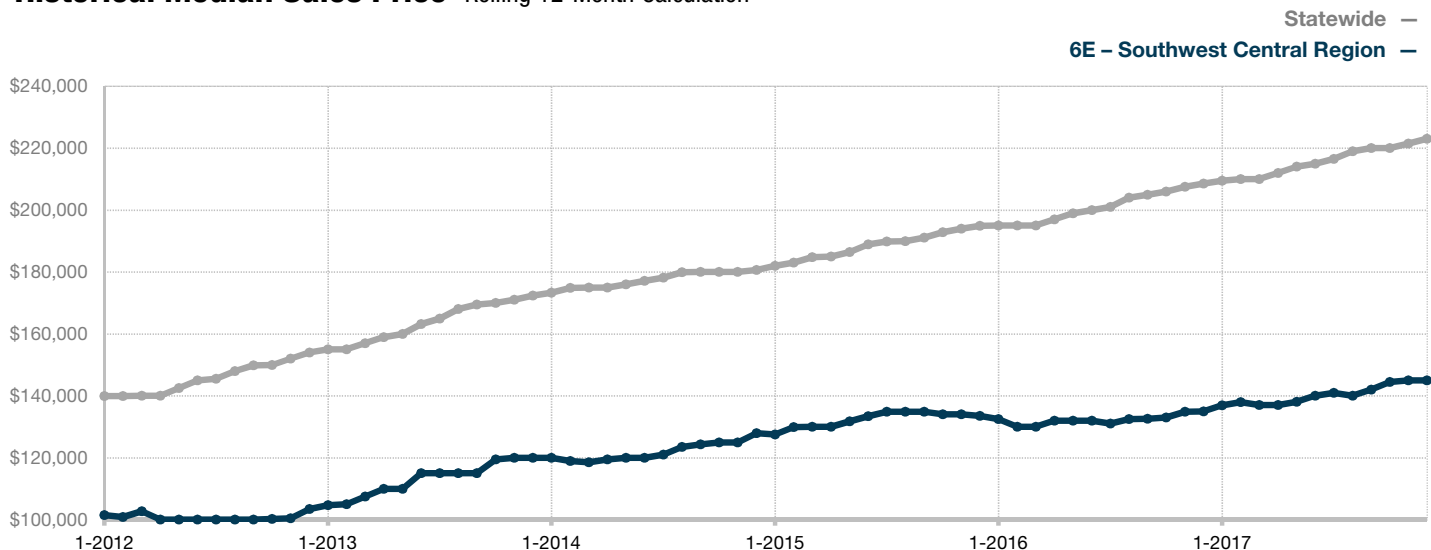
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	79	62	- 21.5%	2,009	1,937	- 3.6%
Closed Sales	108	105	- 2.8%	1,637	1,587	- 3.1%
Median Sales Price*	\$137,750	\$147,000	+ 6.7%	\$135,000	\$145,000	+ 7.4%
Percent of Original List Price Received*	91.9%	94.6%	+ 2.9%	94.3%	94.9%	+ 0.6%
Days on Market Until Sale	82	71	- 13.4%	85	73	- 14.1%
Months Supply of Inventory	3.4	2.9	- 14.7%	--	--	--

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### December



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



# Local Market Update for December 2017

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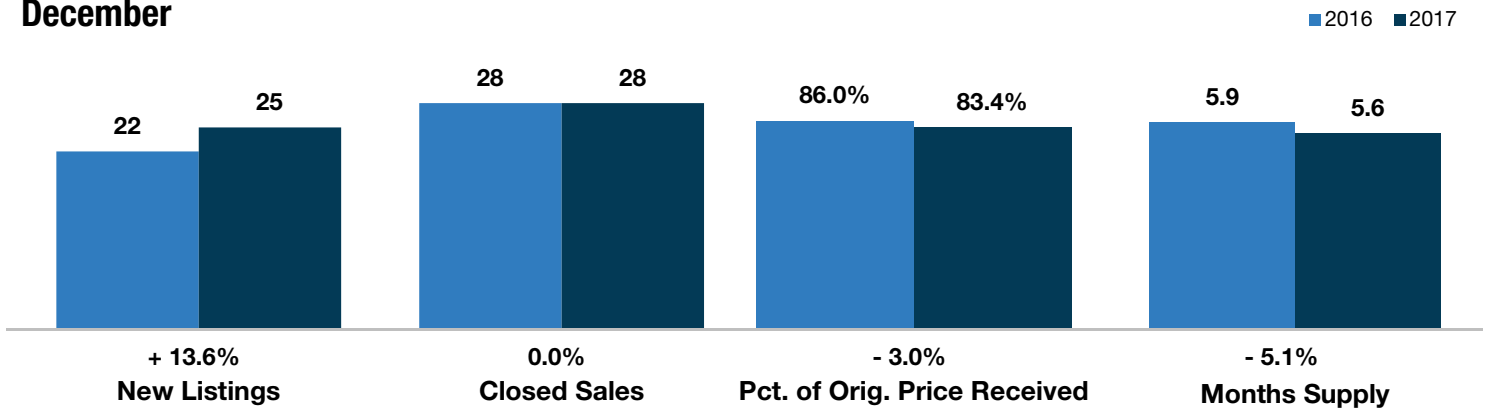


## 6W – Upper Minnesota Valley Region

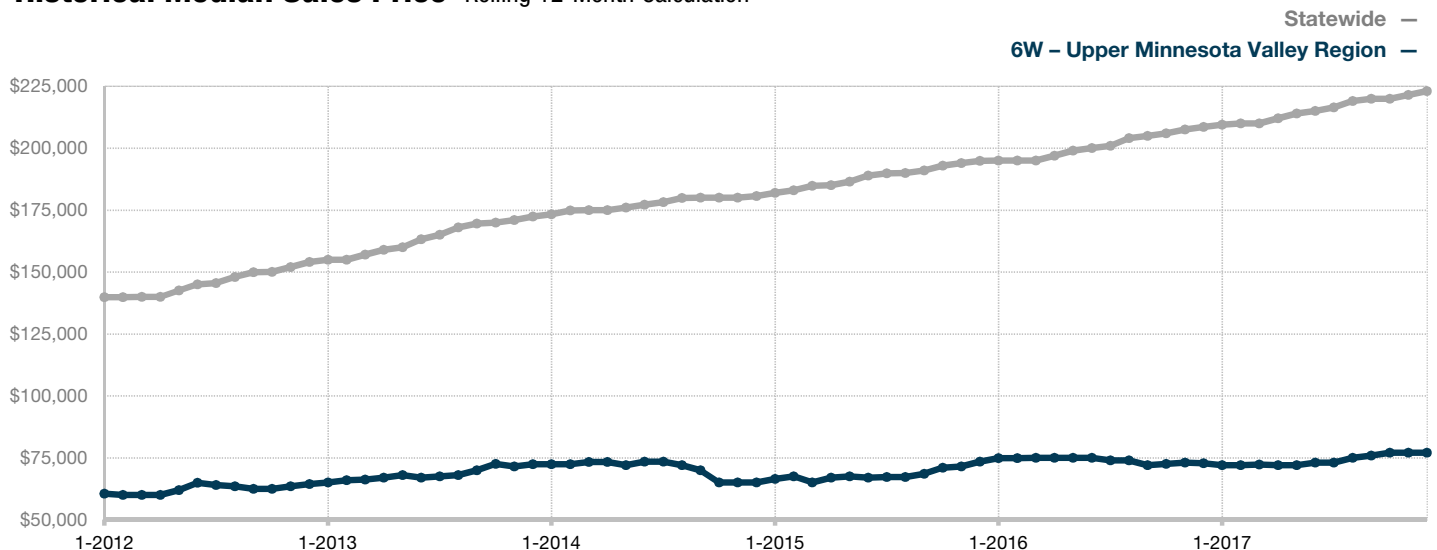
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	22	25	+ 13.6%	518	464	- 10.4%
Closed Sales	28	28	0.0%	420	407	- 3.1%
Median Sales Price*	\$83,000	\$78,400	- 5.5%	\$72,750	\$77,075	+ 5.9%
Percent of Original List Price Received*	86.0%	83.4%	- 3.0%	87.0%	88.9%	+ 2.2%
Days on Market Until Sale	128	128	0.0%	142	131	- 7.7%
Months Supply of Inventory	5.9	5.6	- 5.1%	--	--	--

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### December



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





# Local Market Update for December 2017

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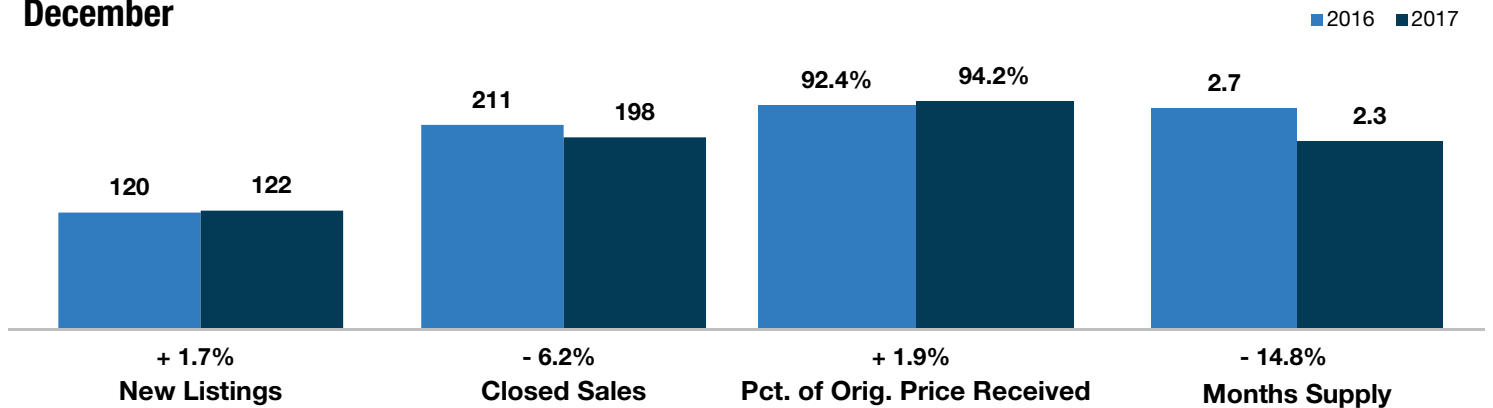


## 7E – East Central Region

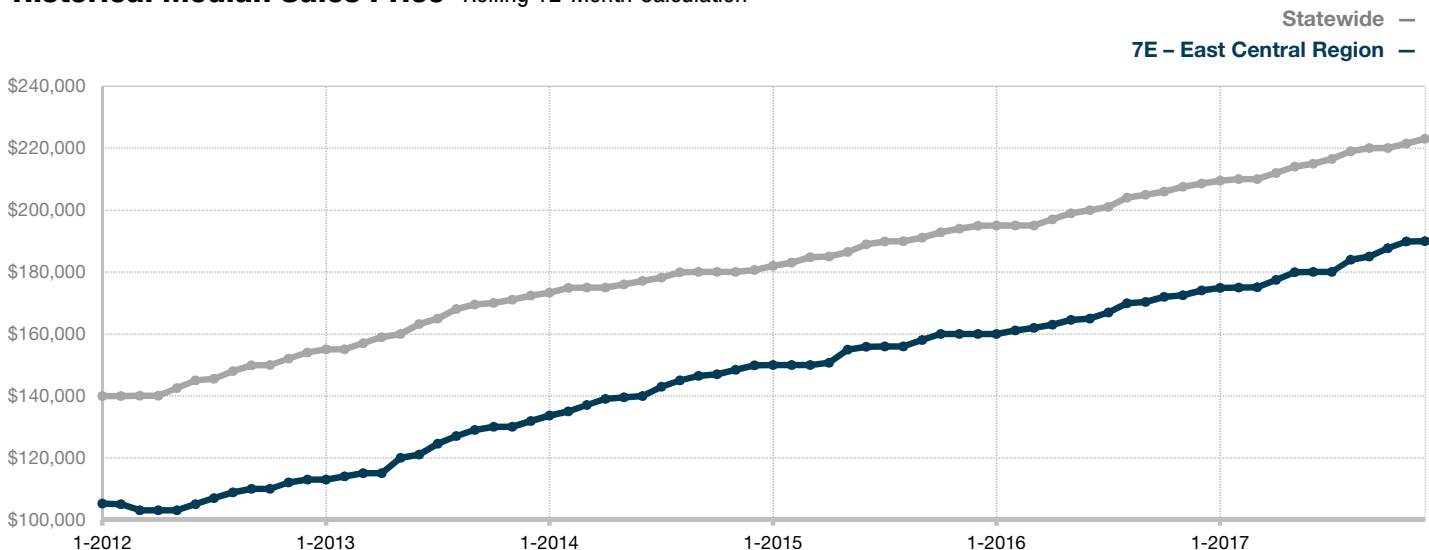
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	120	<b>122</b>	+ 1.7%	4,096	<b>3,944</b>	- 3.7%
Closed Sales	211	<b>198</b>	- 6.2%	3,055	<b>2,949</b>	- 3.5%
Median Sales Price*	\$164,900	<b>\$180,000</b>	+ 9.2%	\$174,000	<b>\$190,000</b>	+ 9.2%
Percent of Original List Price Received*	92.4%	<b>94.2%</b>	+ 1.9%	95.2%	<b>96.6%</b>	+ 1.5%
Days on Market Until Sale	90	<b>70</b>	- 22.2%	68	<b>60</b>	- 11.8%
Months Supply of Inventory	2.7	<b>2.3</b>	- 14.8%	--	--	--

\* 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.

### December



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



# Local Market Update for December 2017

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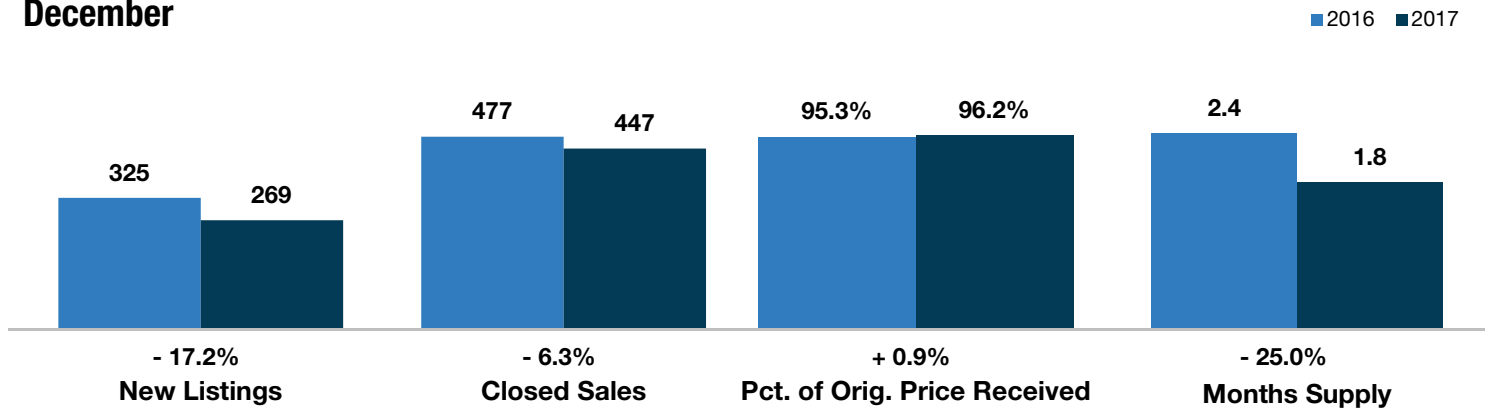


## 7W – Central Region

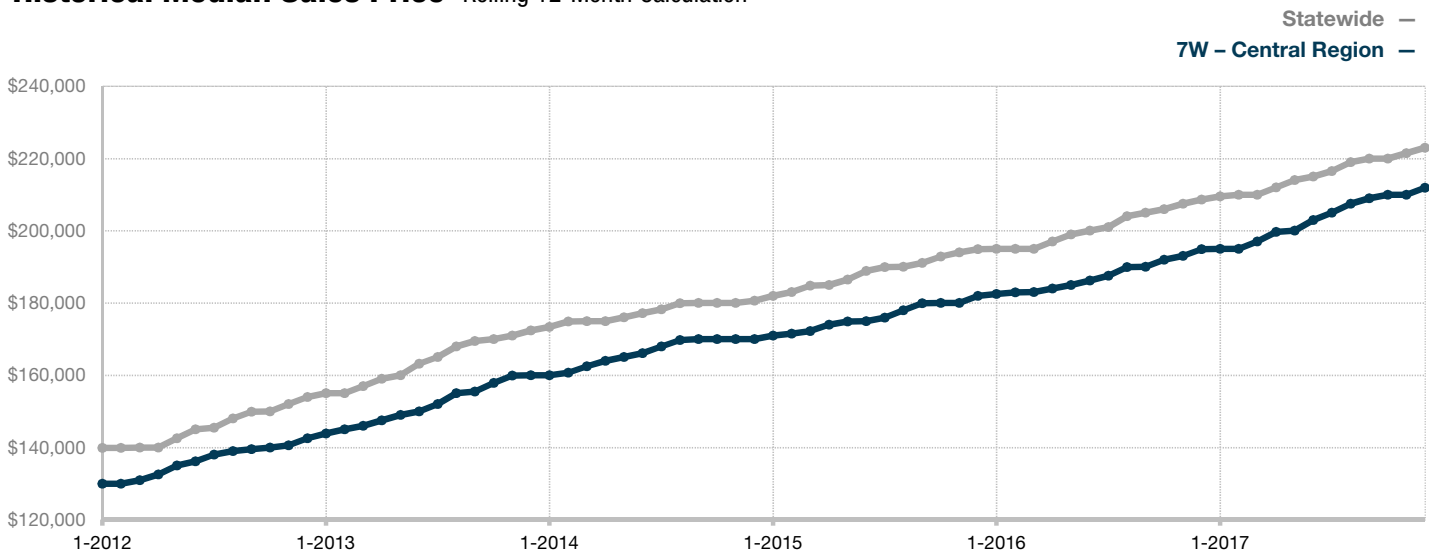
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	325	269	- 17.2%	9,190	9,175	- 0.2%
Closed Sales	477	447	- 6.3%	7,167	7,296	+ 1.8%
Median Sales Price*	\$194,750	\$215,000	+ 10.4%	\$194,900	\$211,900	+ 8.7%
Percent of Original List Price Received*	95.3%	96.2%	+ 0.9%	96.5%	97.4%	+ 0.9%
Days on Market Until Sale	65	64	- 1.5%	60	51	- 15.0%
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--

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### December



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



# Local Market Update for December 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

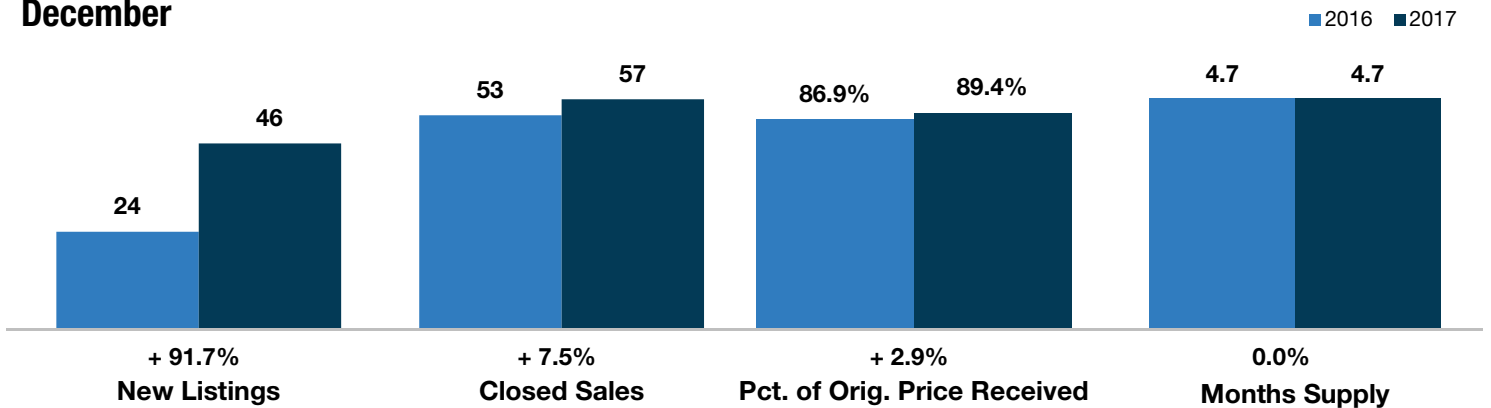


## 8 – Southwest Region

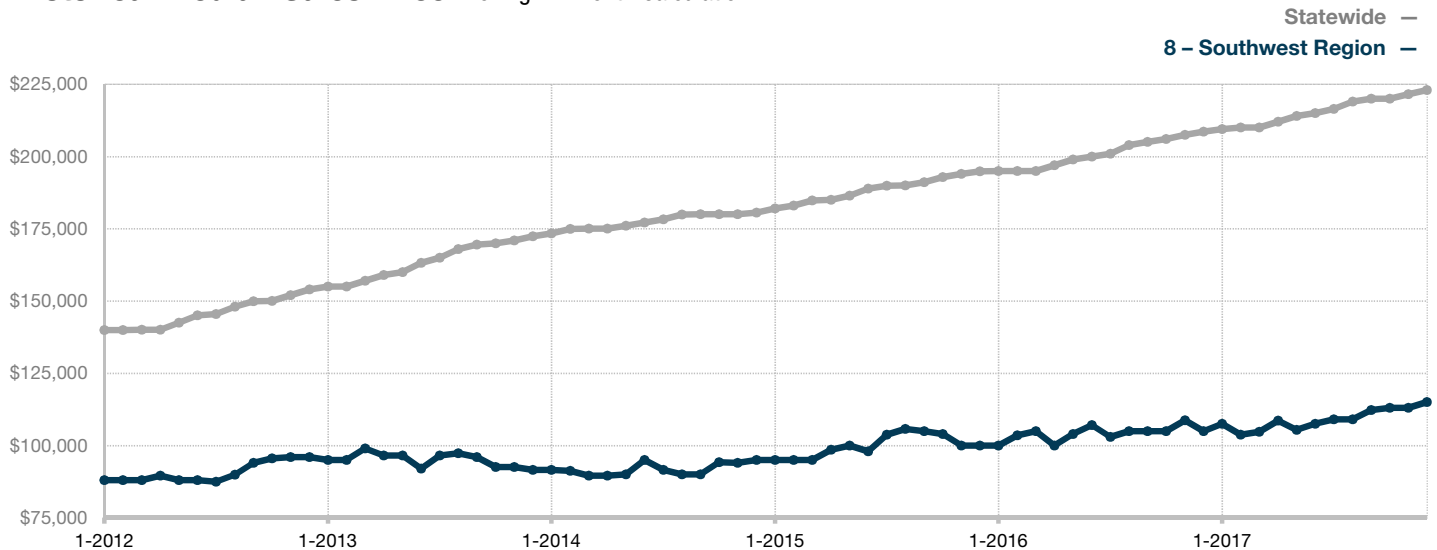
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	24	46	+ 91.7%	869	972	+ 11.9%
Closed Sales	53	57	+ 7.5%	720	811	+ 12.6%
Median Sales Price*	\$68,000	\$95,200	+ 40.0%	\$105,000	\$115,000	+ 9.5%
Percent of Original List Price Received*	86.9%	89.4%	+ 2.9%	90.5%	91.9%	+ 1.5%
Days on Market Until Sale	130	122	- 6.2%	114	97	- 14.9%
Months Supply of Inventory	4.7	4.7	0.0%	--	--	--

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### December



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



# Local Market Update for December 2017

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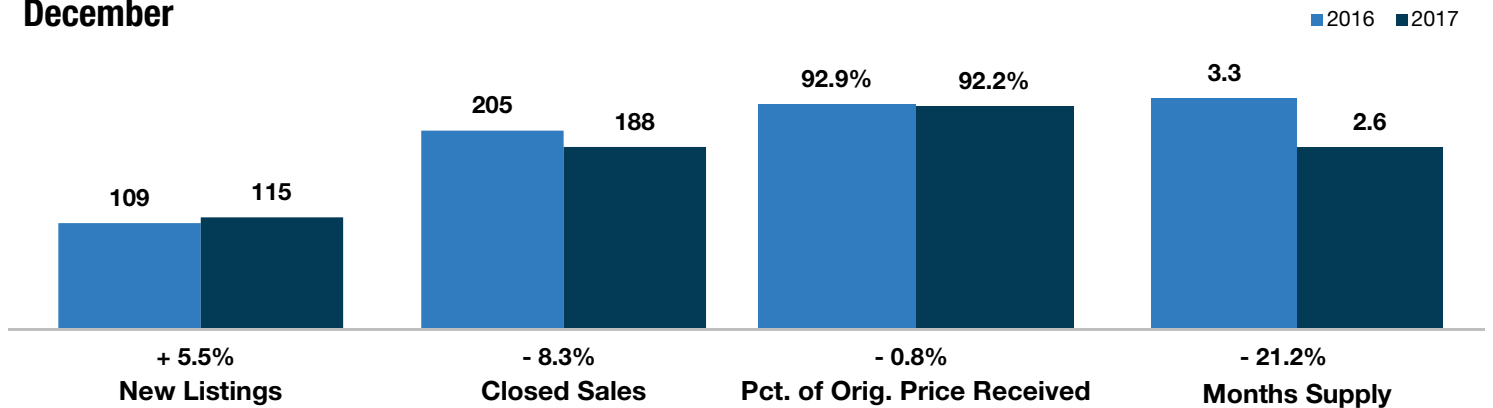


## 9 – South Central Region

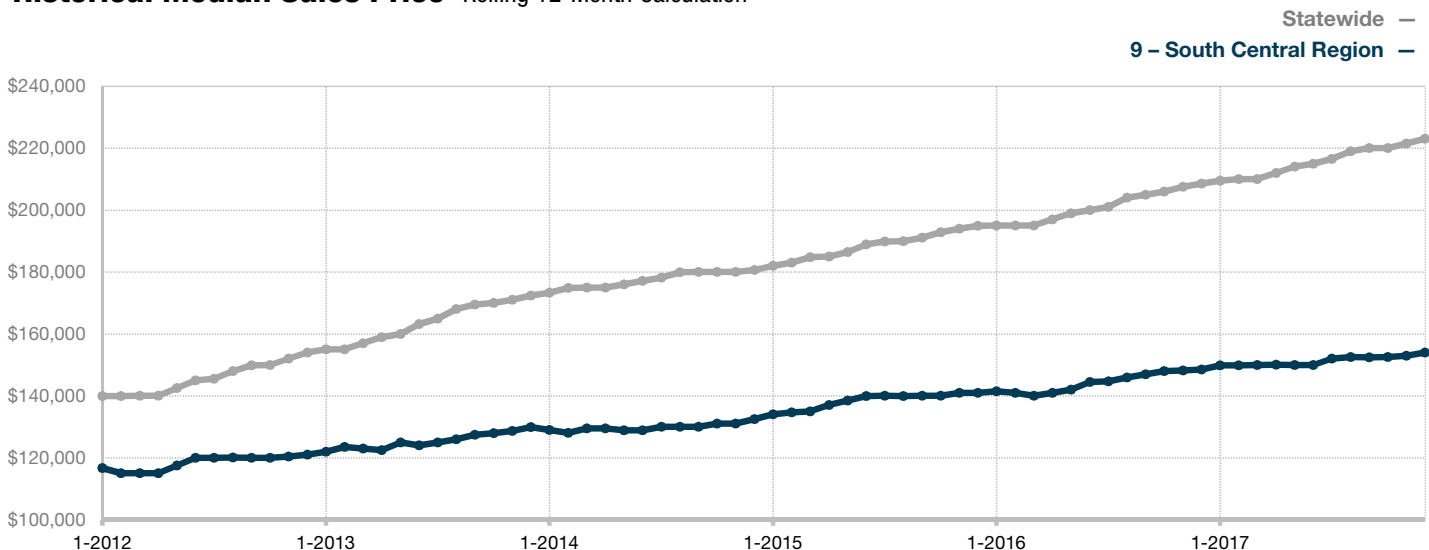
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	109	115	+ 5.5%	3,588	3,558	- 0.8%
Closed Sales	205	188	- 8.3%	2,956	3,081	+ 4.2%
Median Sales Price*	\$142,000	\$147,000	+ 3.5%	\$148,500	\$154,000	+ 3.7%
Percent of Original List Price Received*	92.9%	92.2%	- 0.8%	94.2%	94.9%	+ 0.7%
Days on Market Until Sale	116	103	- 11.2%	114	97	- 14.9%
Months Supply of Inventory	3.3	2.6	- 21.2%	--	--	--

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### December



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



# Local Market Update for December 2017

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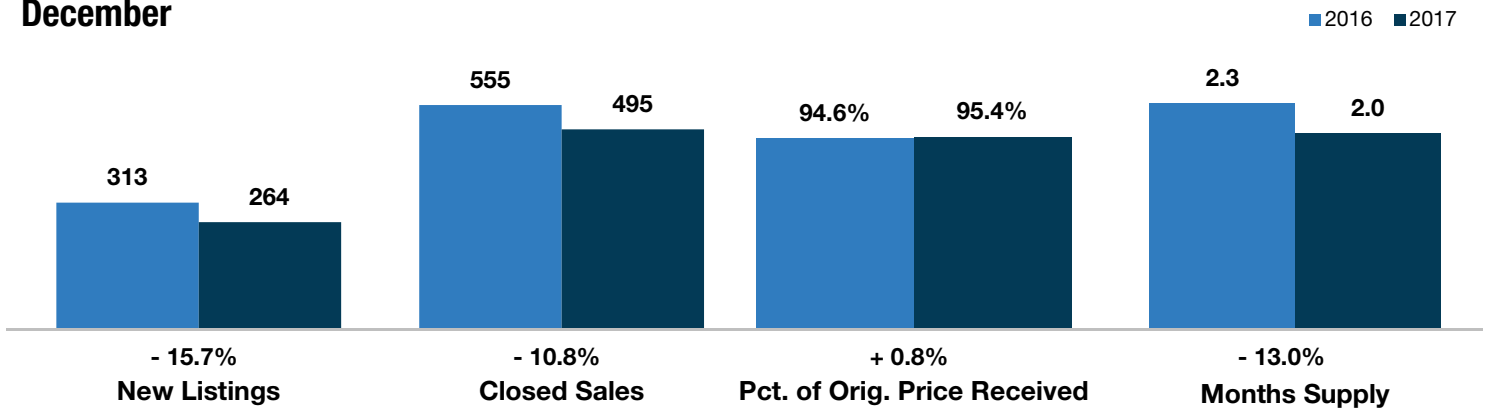


## 10 – Southeast Region

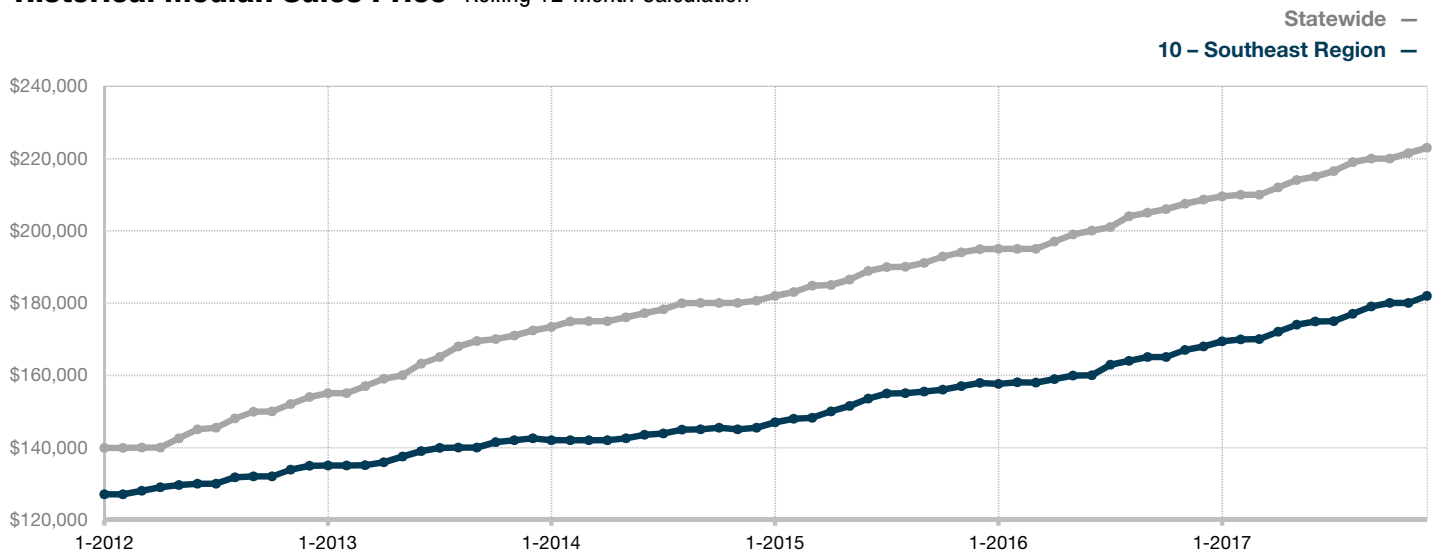
Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	313	264	- 15.7%	8,465	8,203	- 3.1%
Closed Sales	555	495	- 10.8%	7,451	7,280	- 2.3%
Median Sales Price*	\$164,000	\$179,900	+ 9.7%	\$168,000	\$182,000	+ 8.3%
Percent of Original List Price Received*	94.6%	95.4%	+ 0.8%	96.1%	96.9%	+ 0.8%
Days on Market Until Sale	78	68	- 12.8%	72	62	- 13.9%
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

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### December



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



# Local Market Update for December 2017

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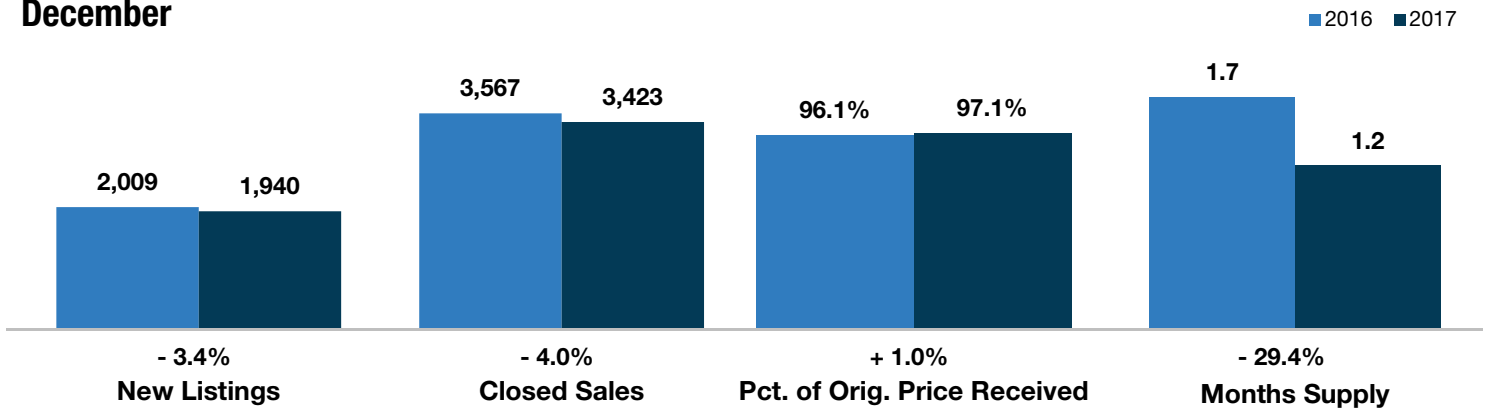


## 11 – 7-County Twin Cities Region

Key Metrics	December			Year to Date		
	2016	2017	Percent Change	Thru 12-2016	Thru 12-2017	Percent Change
New Listings	2,009	<b>1,940</b>	- 3.4%	65,676	<b>64,203</b>	- 2.2%
Closed Sales	3,567	<b>3,423</b>	- 4.0%	51,743	<b>51,622</b>	- 0.2%
Median Sales Price*	\$231,750	<b>\$250,000</b>	+ 7.9%	\$236,900	<b>\$250,000</b>	+ 5.5%
Percent of Original List Price Received*	96.1%	<b>97.1%</b>	+ 1.0%	97.5%	<b>98.4%</b>	+ 0.9%
Days on Market Until Sale	52	<b>47</b>	- 9.6%	46	<b>40</b>	- 13.0%
Months Supply of Inventory	1.7	<b>1.2</b>	- 29.4%	--	--	--

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### December



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

