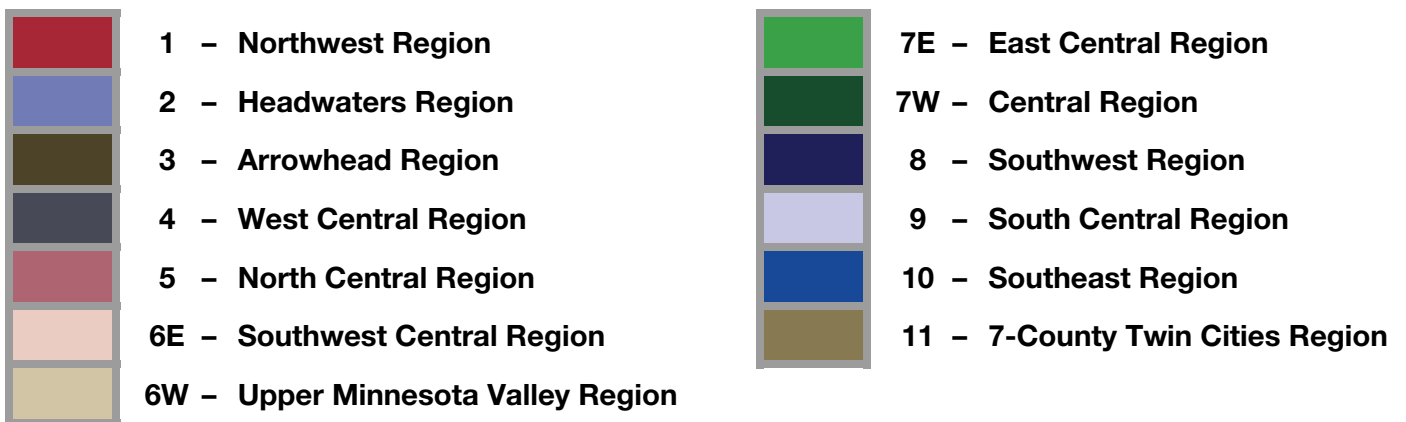
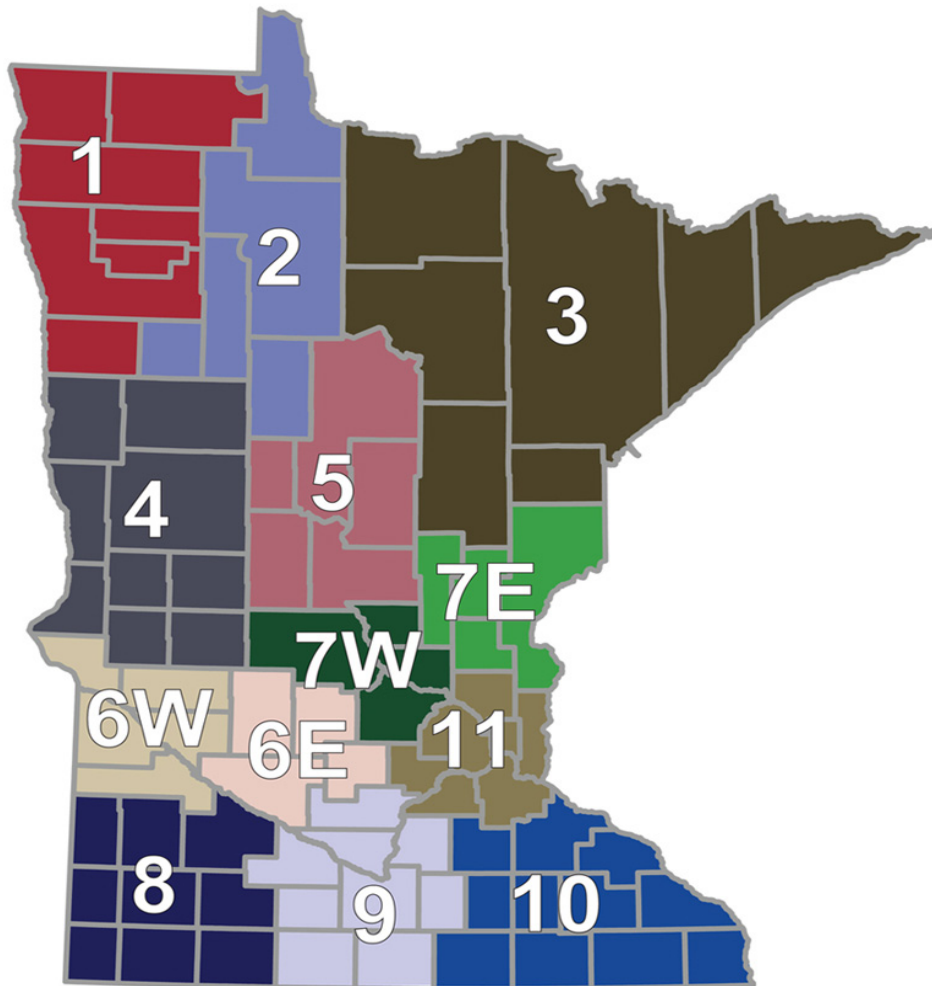


Minnesota Regional Development Organizations



Local Market Update for February 2018

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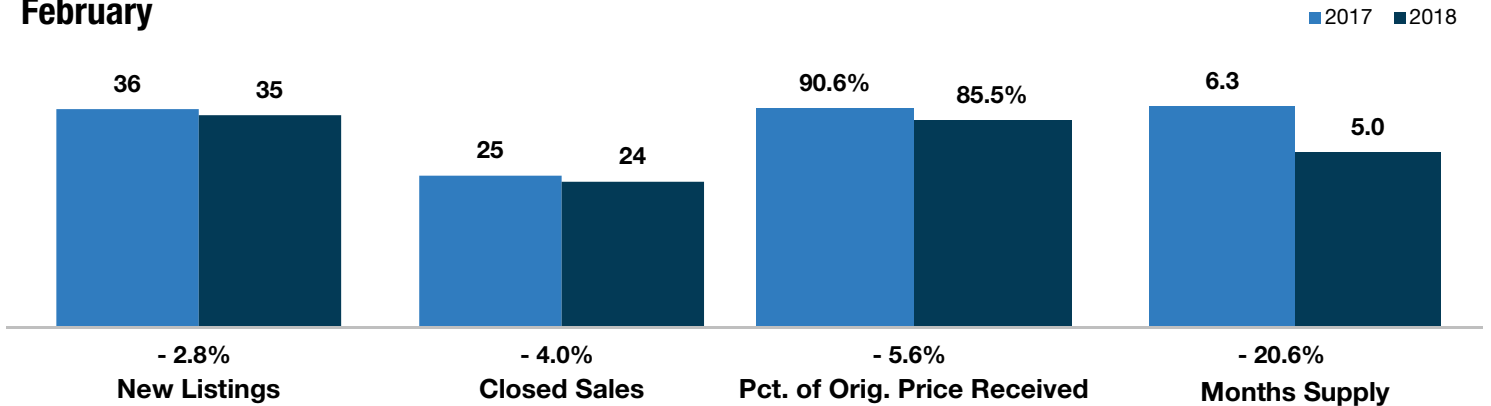


1 – Northwest Region

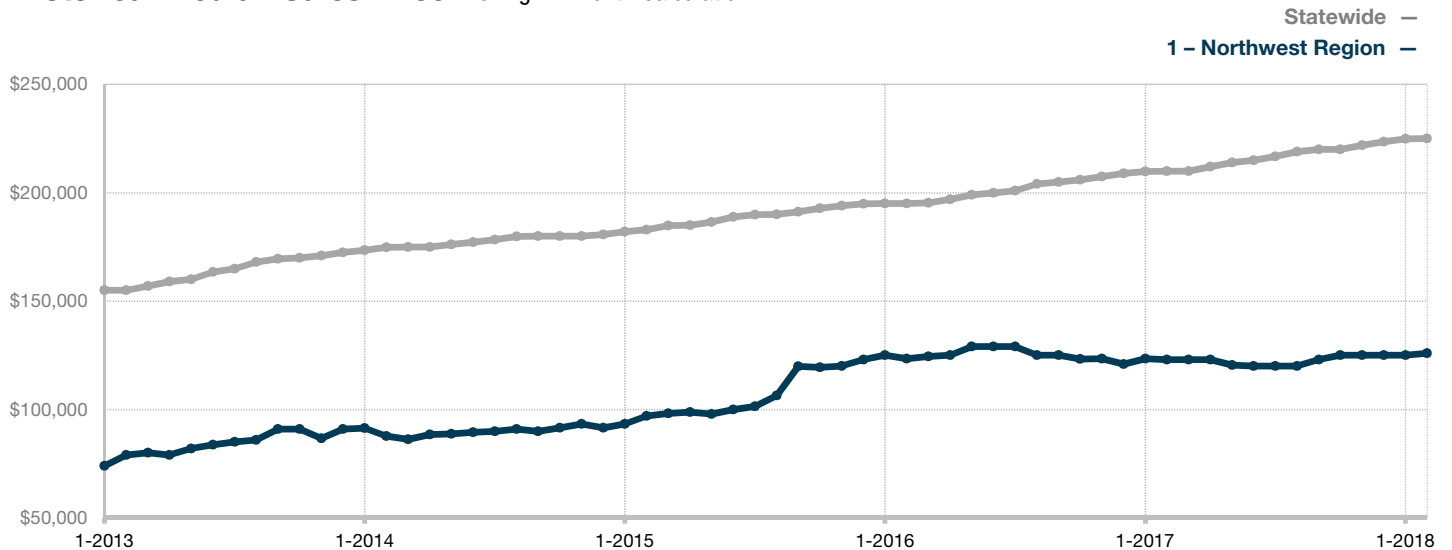
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	36	35	- 2.8%	77	69	- 10.4%
Closed Sales	25	24	- 4.0%	53	44	- 17.0%
Median Sales Price*	\$116,000	\$122,500	+ 5.6%	\$119,000	\$130,750	+ 9.9%
Percent of Original List Price Received*	90.6%	85.5%	- 5.6%	92.2%	87.9%	- 4.7%
Days on Market Until Sale	141	198	+ 40.4%	135	193	+ 43.0%
Months Supply of Inventory	6.3	5.0	- 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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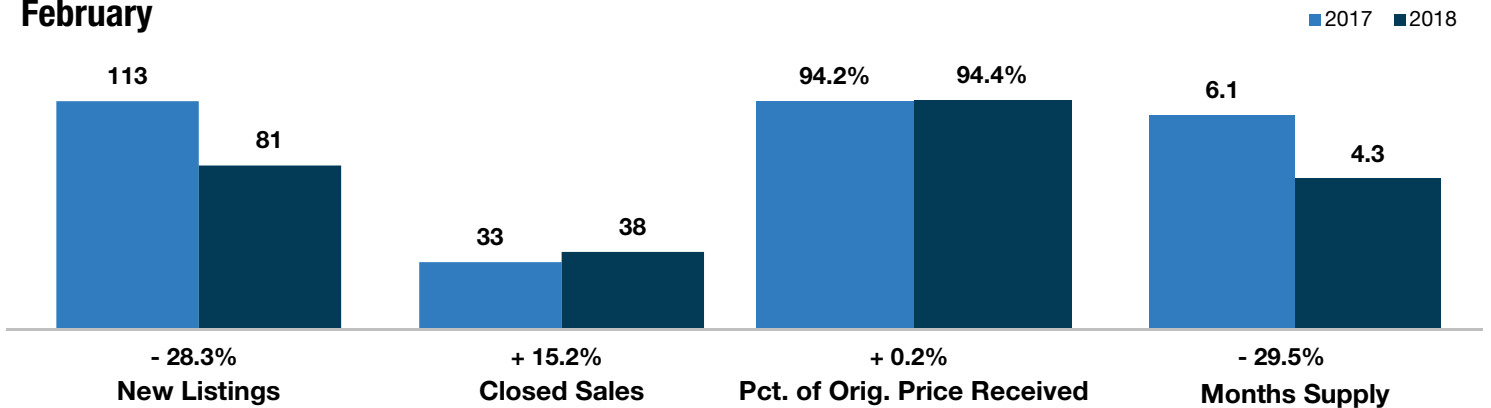


2 – Headwaters Region

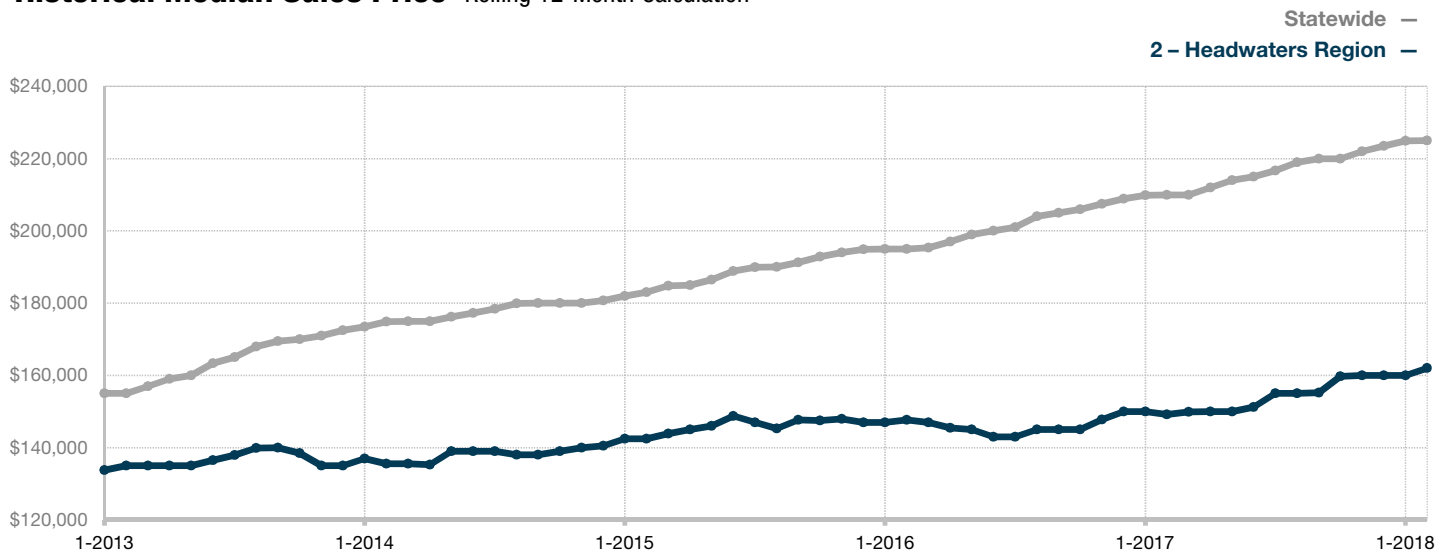
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	113	81	- 28.3%	182	152	- 16.5%
Closed Sales	33	38	+ 15.2%	76	87	+ 14.5%
Median Sales Price*	\$119,000	\$164,375	+ 38.1%	\$136,500	\$159,900	+ 17.1%
Percent of Original List Price Received*	94.2%	94.4%	+ 0.2%	92.6%	93.3%	+ 0.8%
Days on Market Until Sale	99	116	+ 17.2%	123	137	+ 11.4%
Months Supply of Inventory	6.1	4.3	- 29.5%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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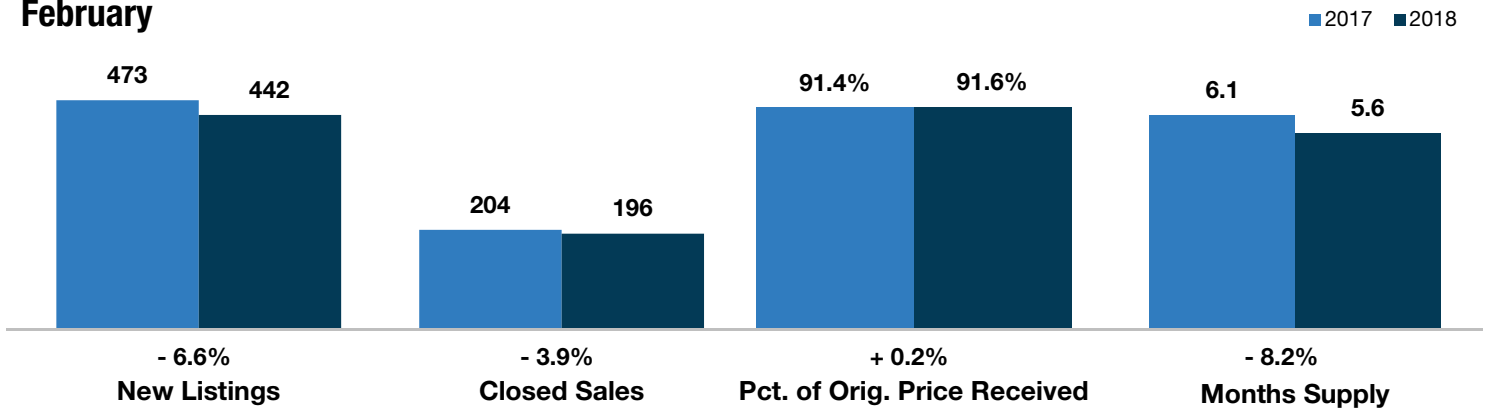


3 – Arrowhead Region

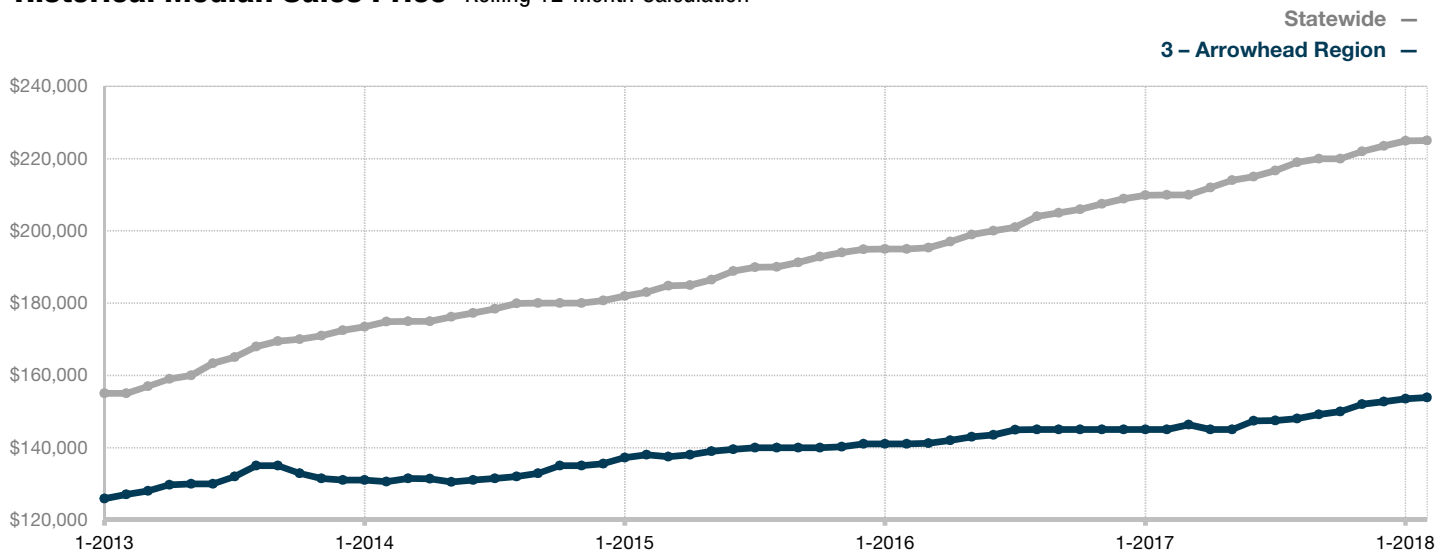
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	473	442	- 6.6%	850	818	- 3.8%
Closed Sales	204	196	- 3.9%	449	380	- 15.4%
Median Sales Price*	\$124,500	\$133,000	+ 6.8%	\$136,000	\$135,000	- 0.7%
Percent of Original List Price Received*	91.4%	91.6%	+ 0.2%	91.2%	91.1%	- 0.1%
Days on Market Until Sale	121	127	+ 5.0%	122	119	- 2.5%
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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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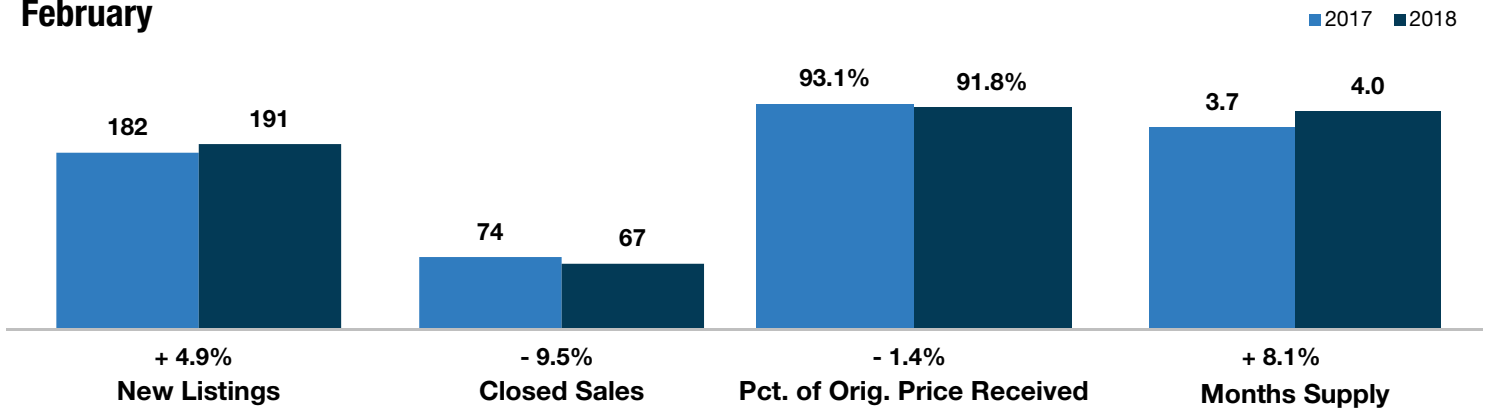


4 – West Central Region

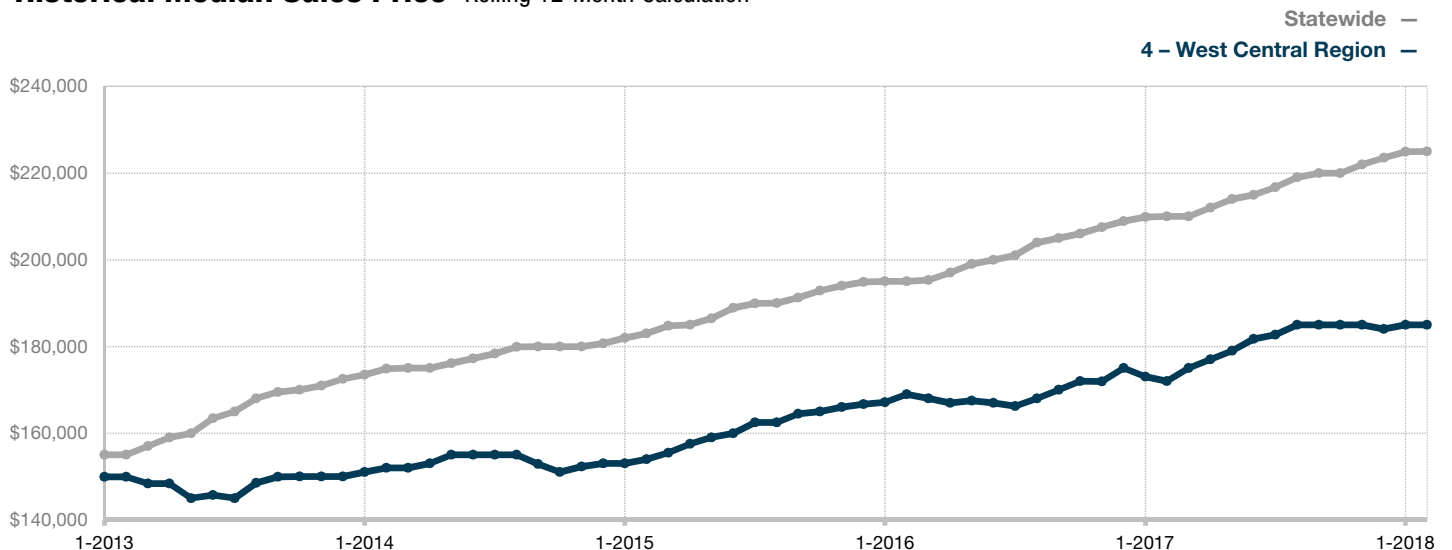
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	182	191	+ 4.9%	326	312	- 4.3%
Closed Sales	74	67	- 9.5%	163	159	- 2.5%
Median Sales Price*	\$155,000	\$158,625	+ 2.3%	\$158,500	\$164,500	+ 3.8%
Percent of Original List Price Received*	93.1%	91.8%	- 1.4%	94.0%	92.2%	- 1.9%
Days on Market Until Sale	94	84	- 10.6%	82	98	+ 19.5%
Months Supply of Inventory	3.7	4.0	+ 8.1%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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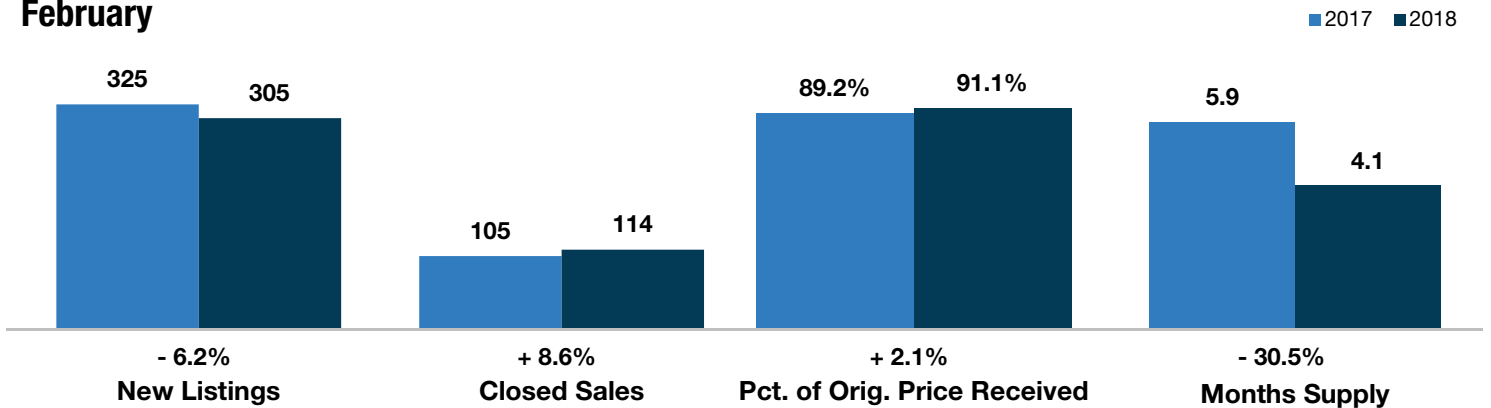


5 – North Central Region

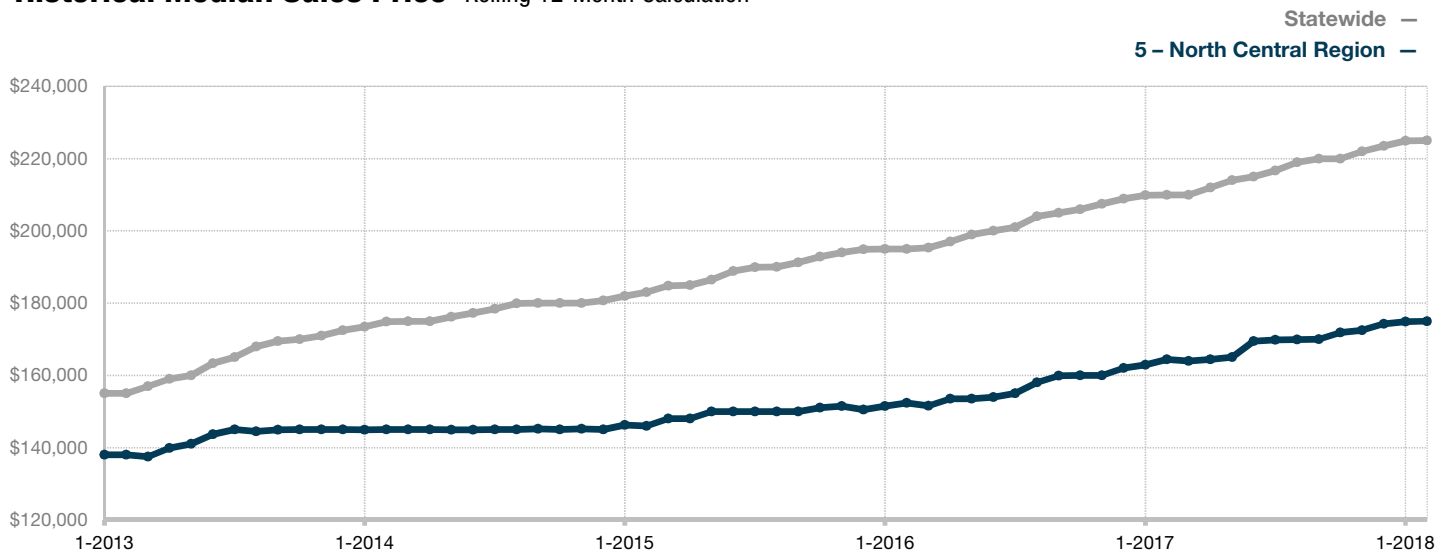
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	325	305	- 6.2%	544	493	- 9.4%
Closed Sales	105	114	+ 8.6%	232	249	+ 7.3%
Median Sales Price*	\$158,500	\$174,750	+ 10.3%	\$158,000	\$168,835	+ 6.9%
Percent of Original List Price Received*	89.2%	91.1%	+ 2.1%	90.0%	91.9%	+ 2.1%
Days on Market Until Sale	129	117	- 9.3%	125	108	- 13.6%
Months Supply of Inventory	5.9	4.1	- 30.5%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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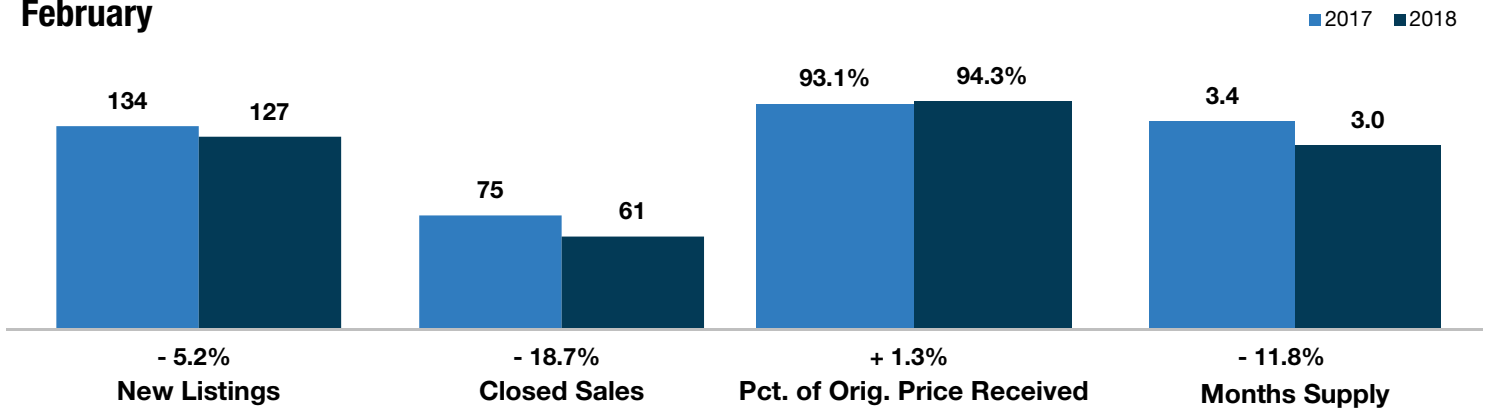


6E – Southwest Central Region

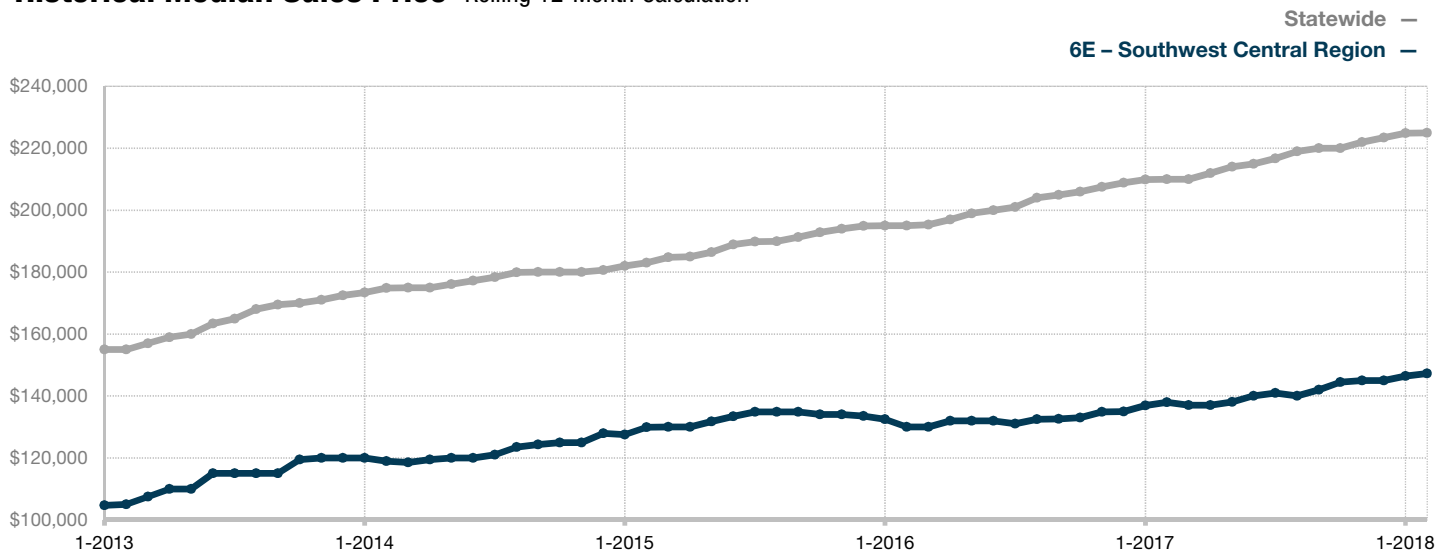
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	134	127	- 5.2%	220	228	+ 3.6%
Closed Sales	75	61	- 18.7%	151	145	- 4.0%
Median Sales Price*	\$129,000	\$134,900	+ 4.6%	\$126,700	\$145,000	+ 14.4%
Percent of Original List Price Received*	93.1%	94.3%	+ 1.3%	92.0%	93.2%	+ 1.3%
Days on Market Until Sale	77	77	0.0%	89	88	- 1.1%
Months Supply of Inventory	3.4	3.0	- 11.8%	--	--	--

* 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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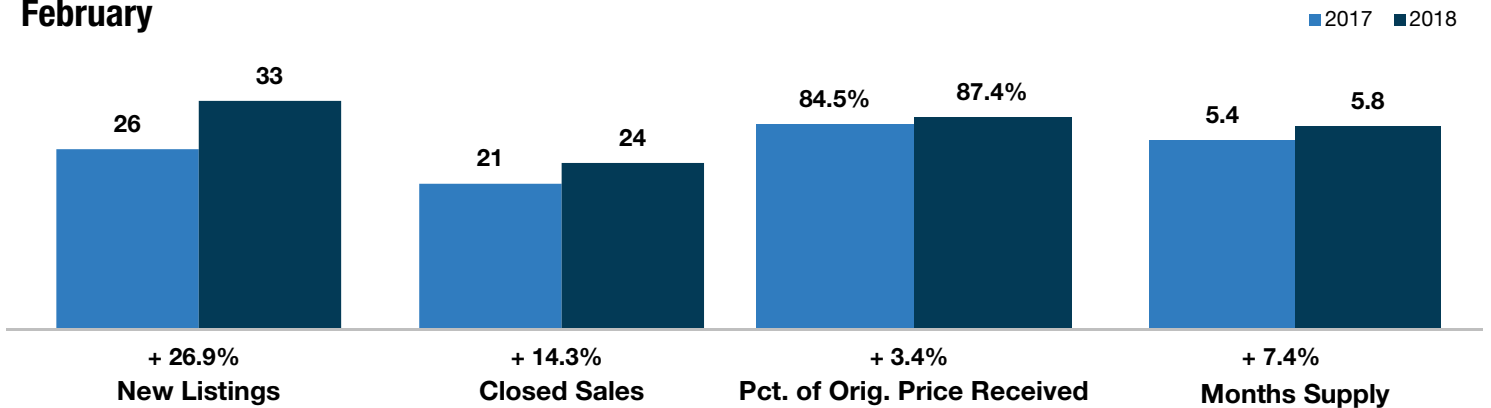


6W – Upper Minnesota Valley Region

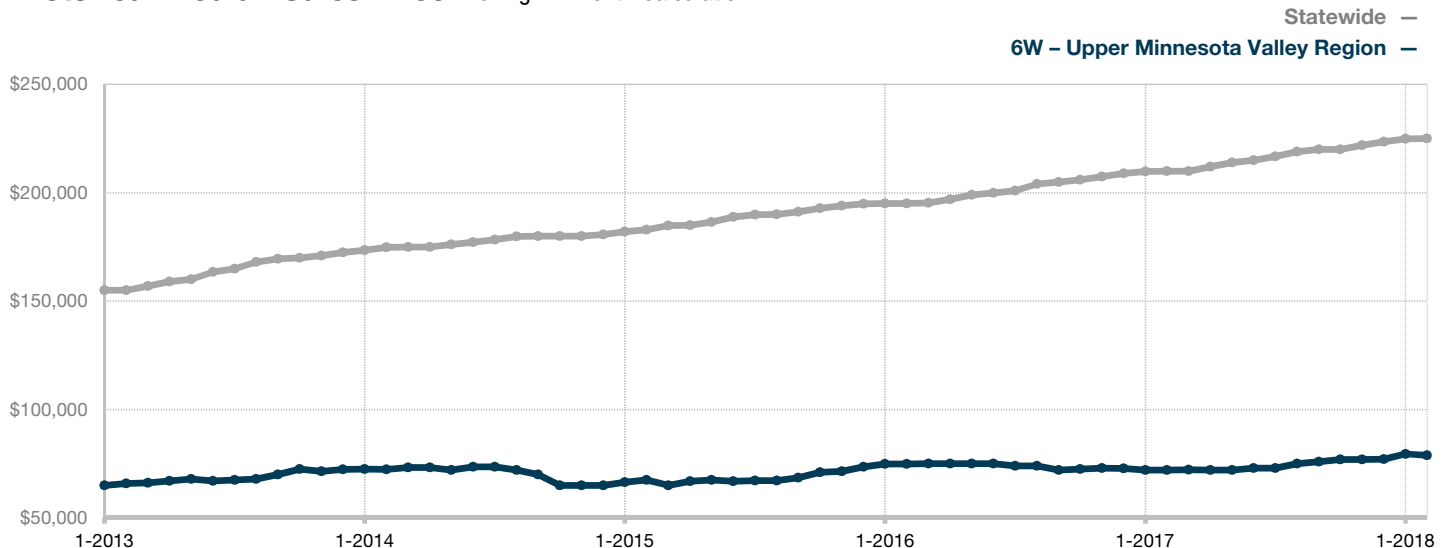
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	26	33	+ 26.9%	47	61	+ 29.8%
Closed Sales	21	24	+ 14.3%	48	43	- 10.4%
Median Sales Price*	\$85,750	\$75,000	- 12.5%	\$63,500	\$75,375	+ 18.7%
Percent of Original List Price Received*	84.5%	87.4%	+ 3.4%	86.6%	87.4%	+ 0.9%
Days on Market Until Sale	156	130	- 16.7%	144	123	- 14.6%
Months Supply of Inventory	5.4	5.8	+ 7.4%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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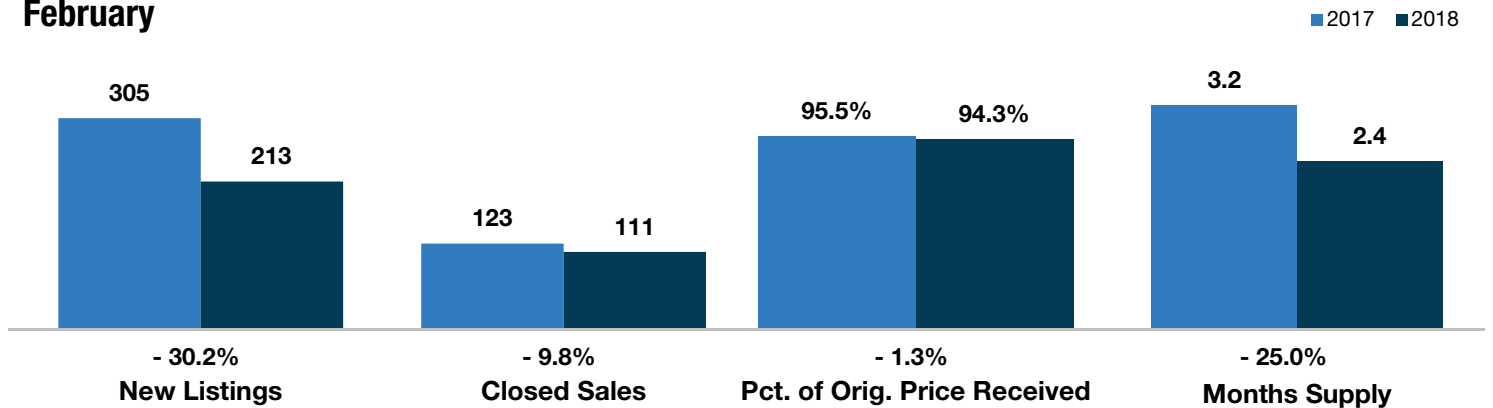


7E – East Central Region

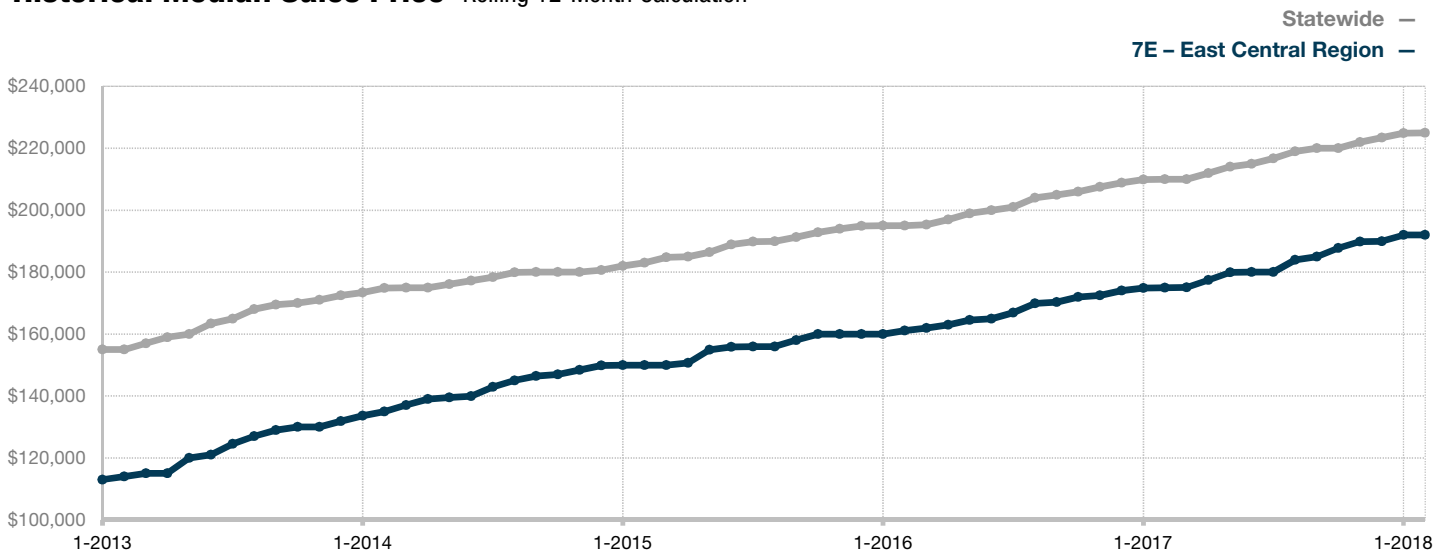
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	305	213	- 30.2%	533	422	- 20.8%
Closed Sales	123	111	- 9.8%	261	245	- 6.1%
Median Sales Price*	\$169,450	\$165,500	- 2.3%	\$166,000	\$180,000	+ 8.4%
Percent of Original List Price Received*	95.5%	94.3%	- 1.3%	95.1%	94.5%	- 0.6%
Days on Market Until Sale	79	80	+ 1.3%	79	77	- 2.5%
Months Supply of Inventory	3.2	2.4	- 25.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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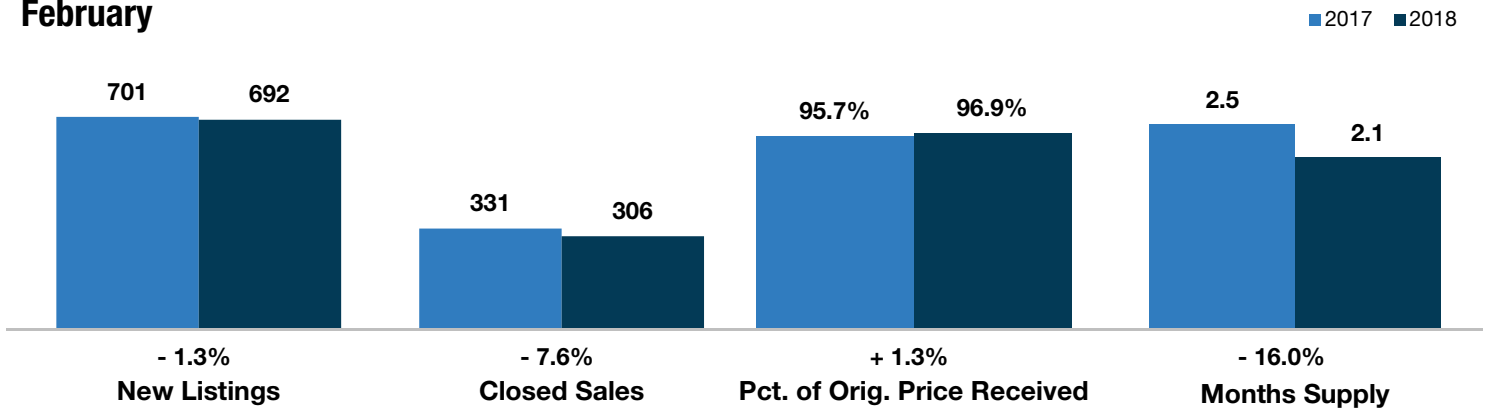


7W – Central Region

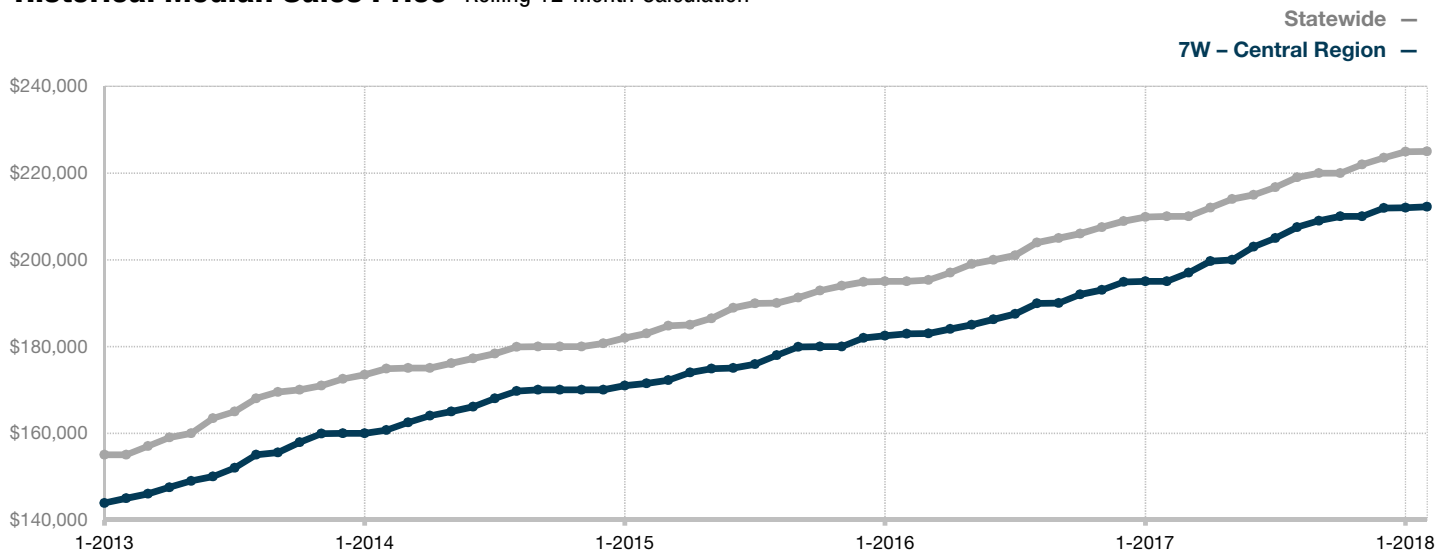
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	701	692	- 1.3%	1,288	1,248	- 3.1%
Closed Sales	331	306	- 7.6%	663	655	- 1.2%
Median Sales Price*	\$190,000	\$209,900	+ 10.5%	\$188,500	\$205,000	+ 8.8%
Percent of Original List Price Received*	95.7%	96.9%	+ 1.3%	95.9%	96.2%	+ 0.3%
Days on Market Until Sale	67	60	- 10.4%	65	64	- 1.5%
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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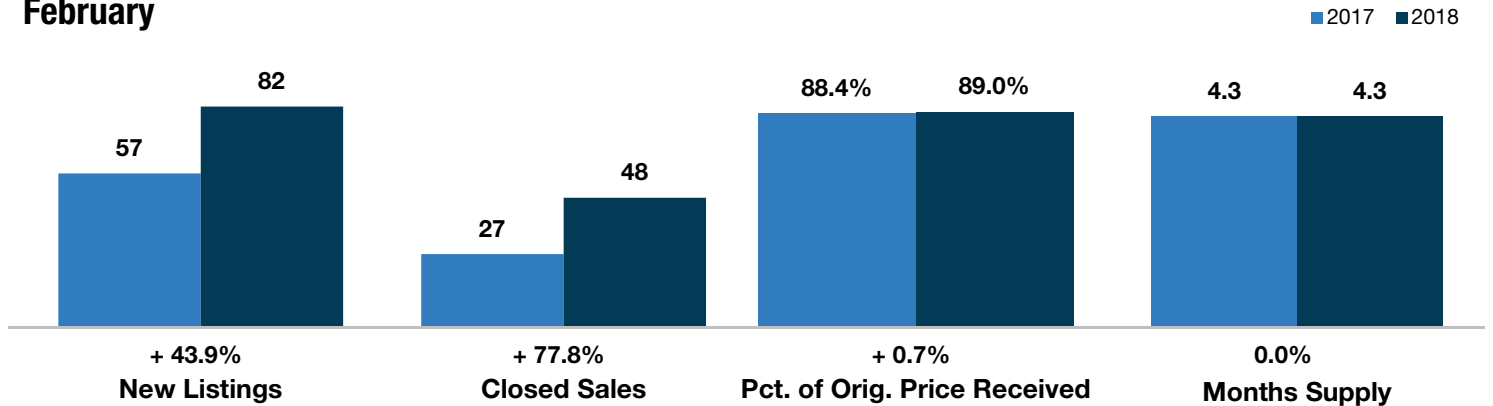


8 – Southwest Region

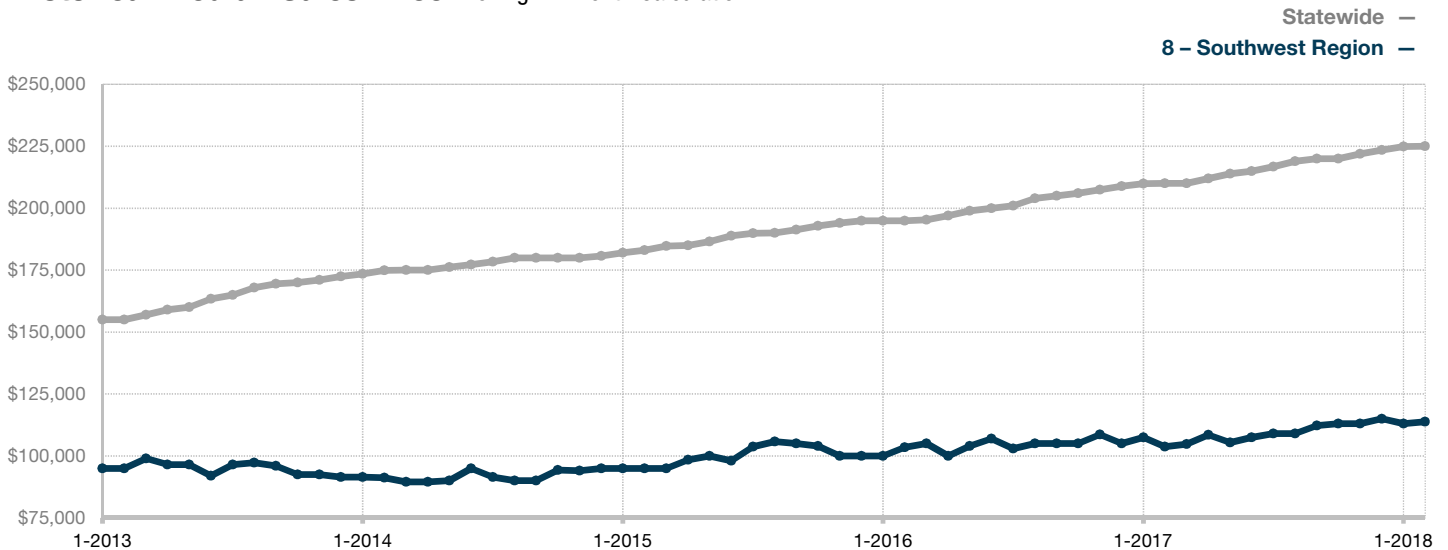
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	57	82	+ 43.9%	87	125	+ 43.7%
Closed Sales	27	48	+ 77.8%	66	101	+ 53.0%
Median Sales Price*	\$88,800	\$111,850	+ 26.0%	\$108,925	\$99,900	- 8.3%
Percent of Original List Price Received*	88.4%	89.0%	+ 0.7%	88.1%	89.4%	+ 1.5%
Days on Market Until Sale	163	105	- 35.6%	144	98	- 31.9%
Months Supply of Inventory	4.3	4.3	0.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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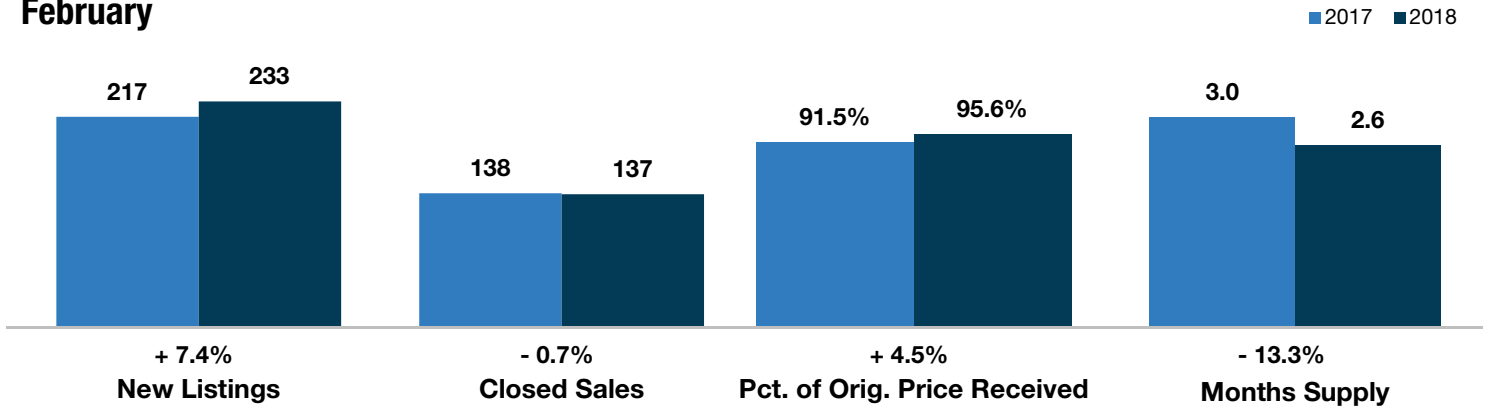


9 – South Central Region

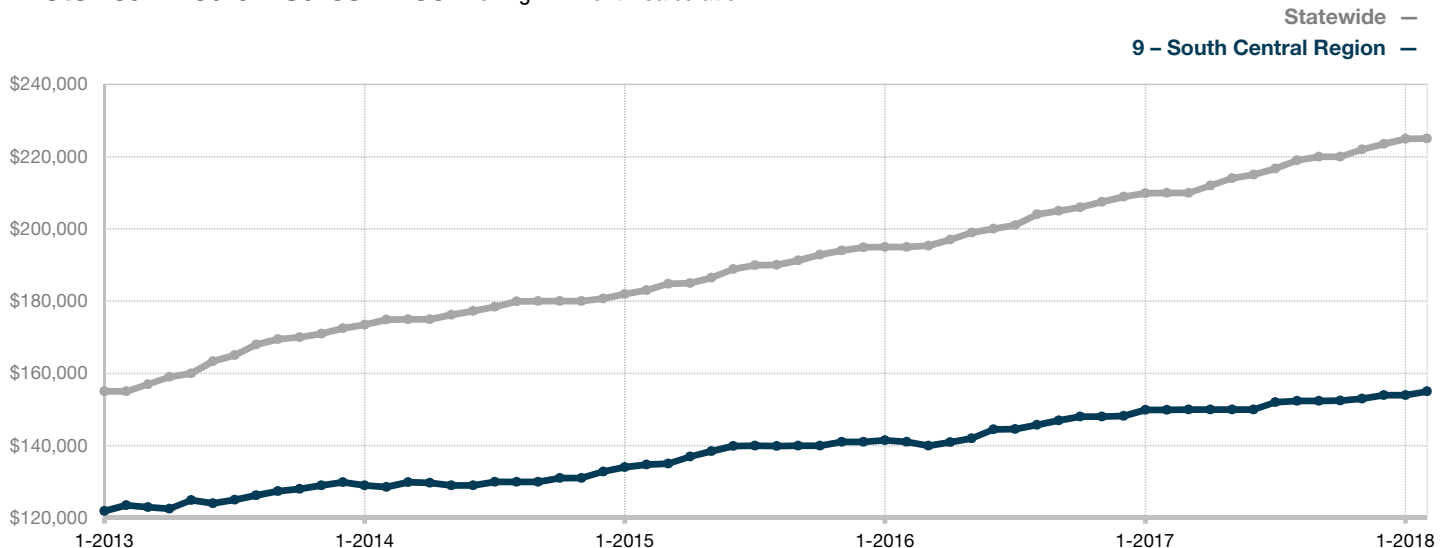
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	217	233	+ 7.4%	404	434	+ 7.4%
Closed Sales	138	137	- 0.7%	315	292	- 7.3%
Median Sales Price*	\$139,450	\$155,000	+ 11.2%	\$143,950	\$154,250	+ 7.2%
Percent of Original List Price Received*	91.5%	95.6%	+ 4.5%	92.2%	94.1%	+ 2.1%
Days on Market Until Sale	120	109	- 9.2%	117	111	- 5.1%
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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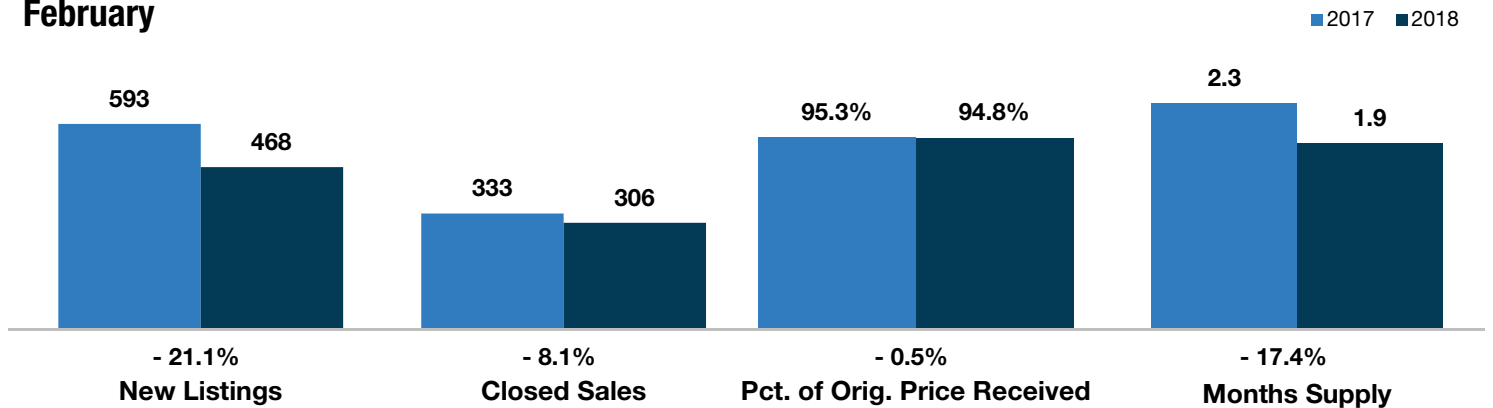


10 – Southeast Region

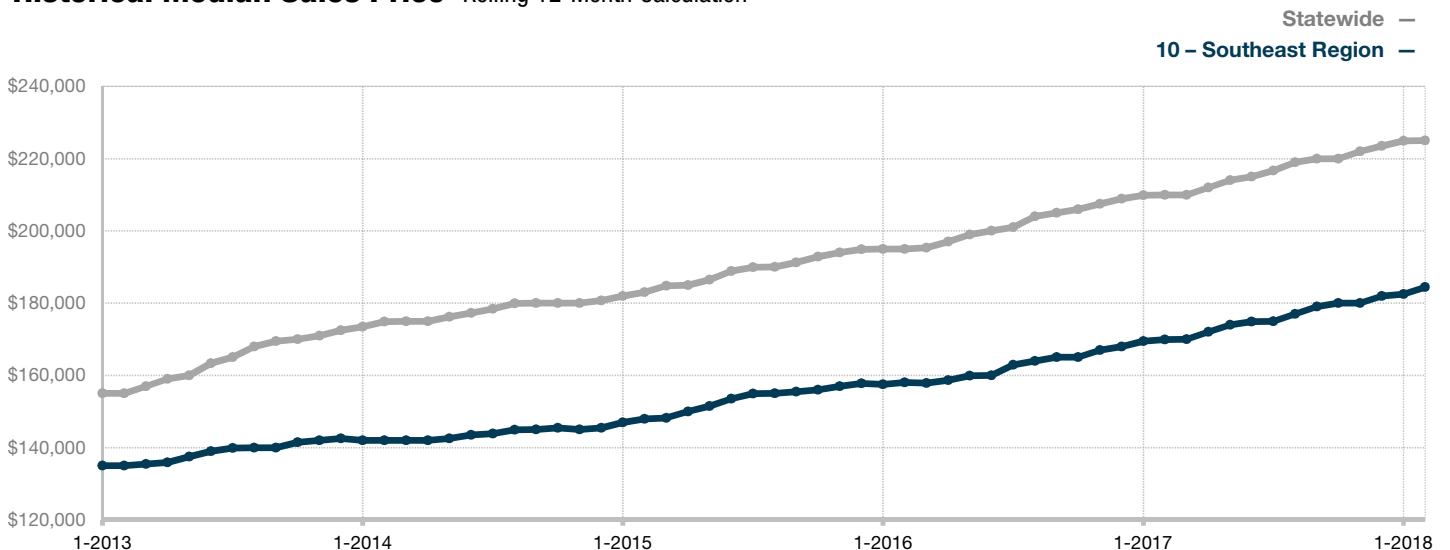
Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	593	468	- 21.1%	979	887	- 9.4%
Closed Sales	333	306	- 8.1%	676	630	- 6.8%
Median Sales Price*	\$164,860	\$190,000	+ 15.2%	\$165,000	\$180,000	+ 9.1%
Percent of Original List Price Received*	95.3%	94.8%	- 0.5%	95.3%	95.1%	- 0.2%
Days on Market Until Sale	83	83	0.0%	82	76	- 7.3%
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2018

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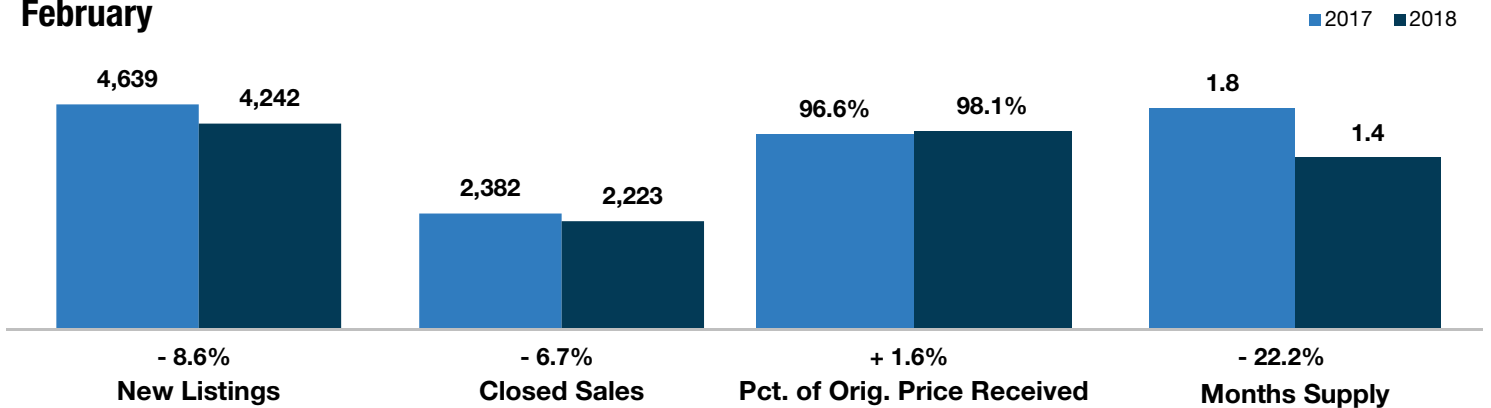


11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2017	2018	Percent Change	Thru 2-2017	Thru 2-2018	Percent Change
New Listings	4,639	4,242	- 8.6%	8,235	7,604	- 7.7%
Closed Sales	2,382	2,223	- 6.7%	4,824	4,613	- 4.4%
Median Sales Price*	\$225,000	\$258,000	+ 14.7%	\$226,000	\$252,000	+ 11.5%
Percent of Original List Price Received*	96.6%	98.1%	+ 1.6%	96.2%	97.5%	+ 1.4%
Days on Market Until Sale	60	52	- 13.3%	59	53	- 10.2%
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation

