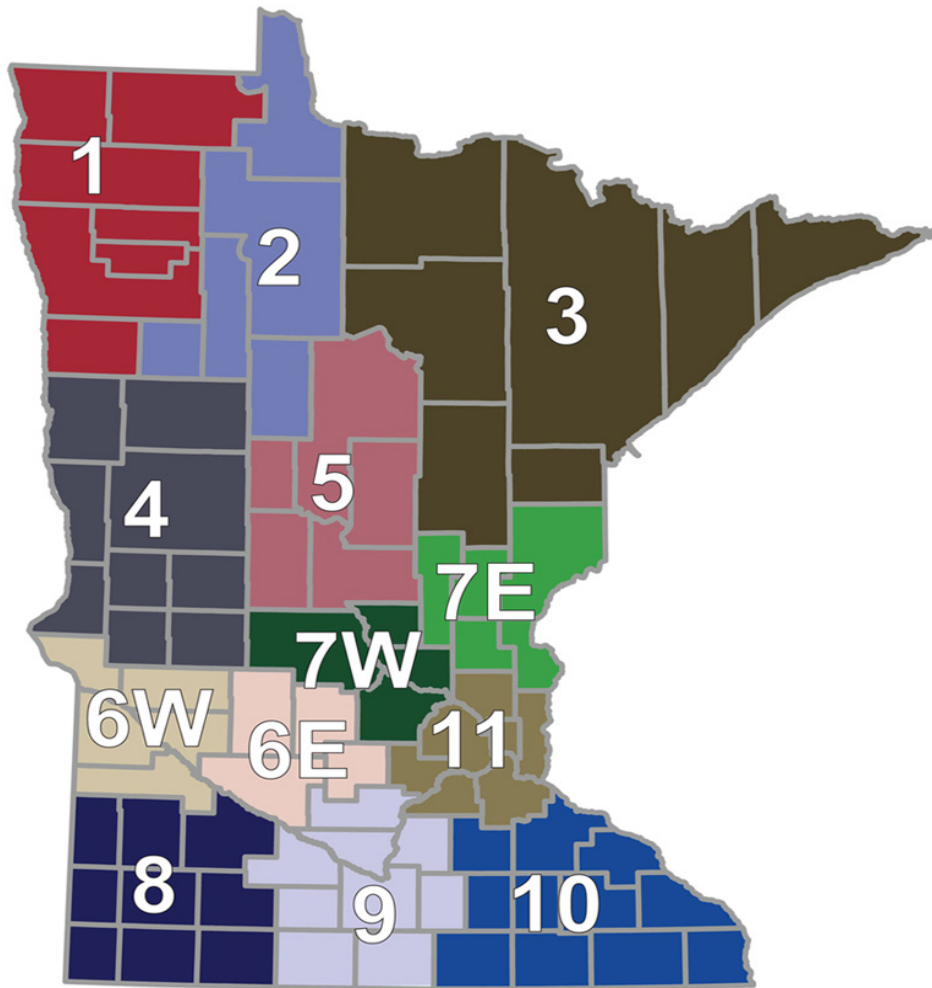











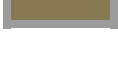
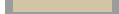


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 March 2018

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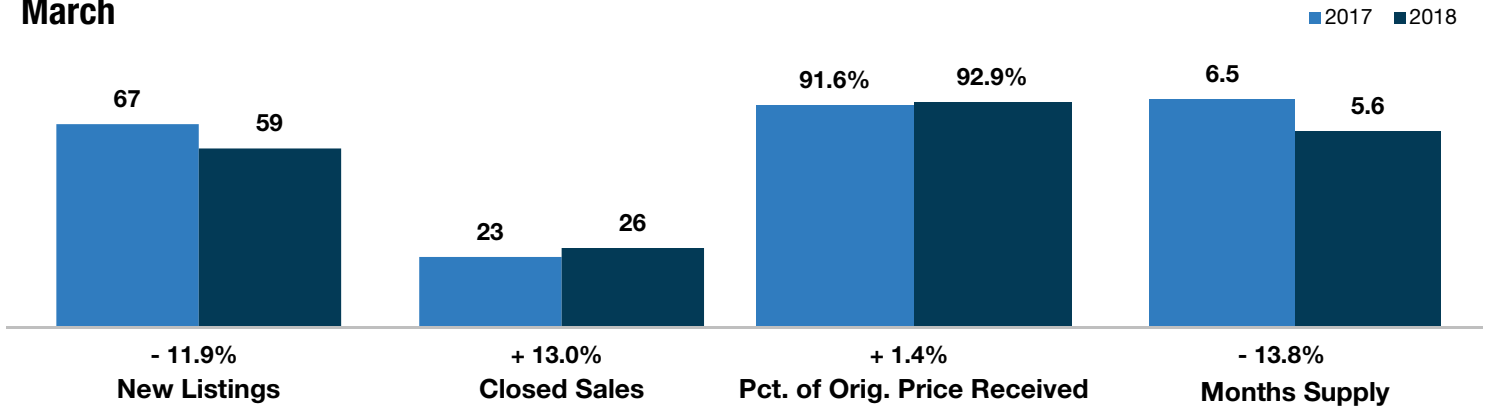


1 – Northwest Region

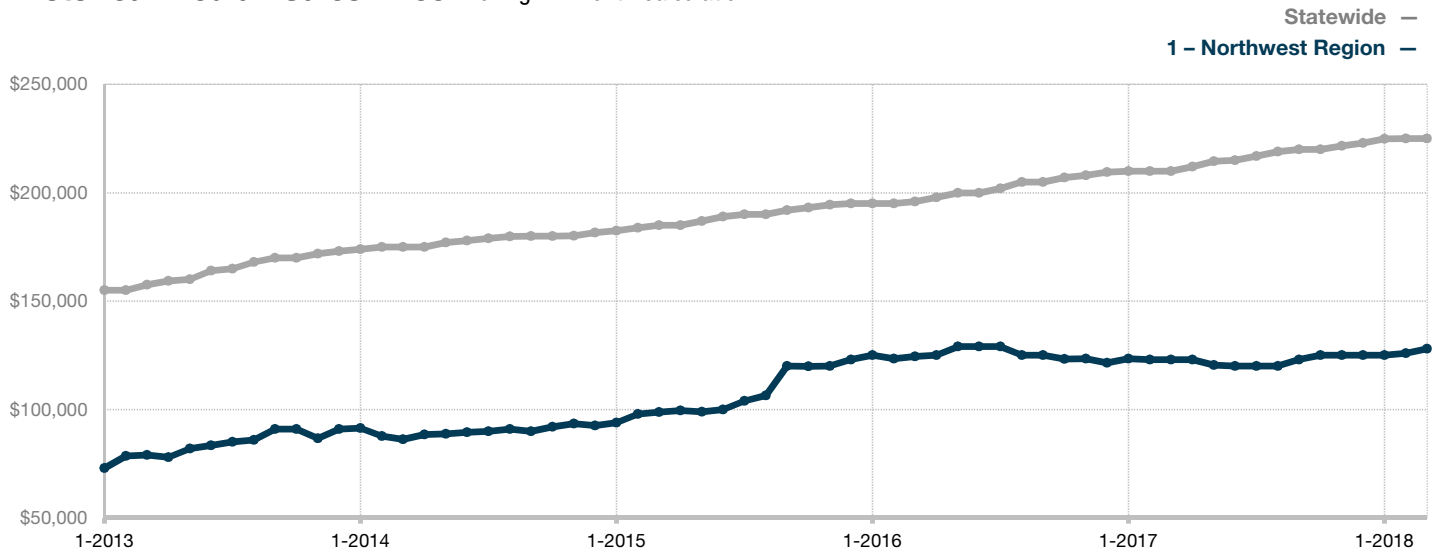
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	67	59	- 11.9%	144	128	- 11.1%
Closed Sales	23	26	+ 13.0%	76	70	- 7.9%
Median Sales Price*	\$114,500	\$135,750	+ 18.6%	\$117,500	\$132,750	+ 13.0%
Percent of Original List Price Received*	91.6%	92.9%	+ 1.4%	92.0%	89.8%	- 2.4%
Days on Market Until Sale	147	191	+ 29.9%	139	192	+ 38.1%
Months Supply of Inventory	6.5	5.6	- 13.8%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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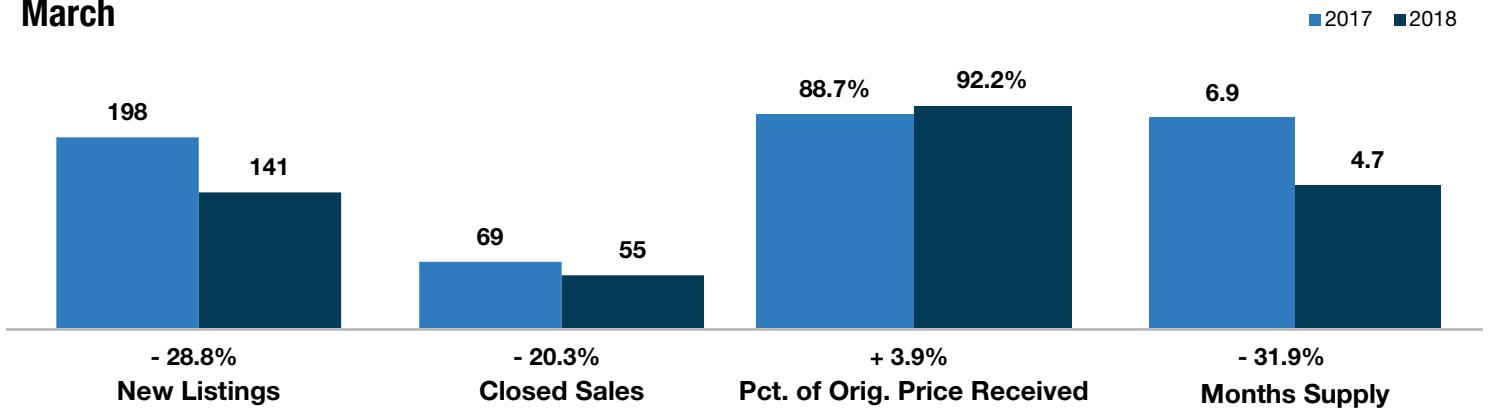


2 – Headwaters Region

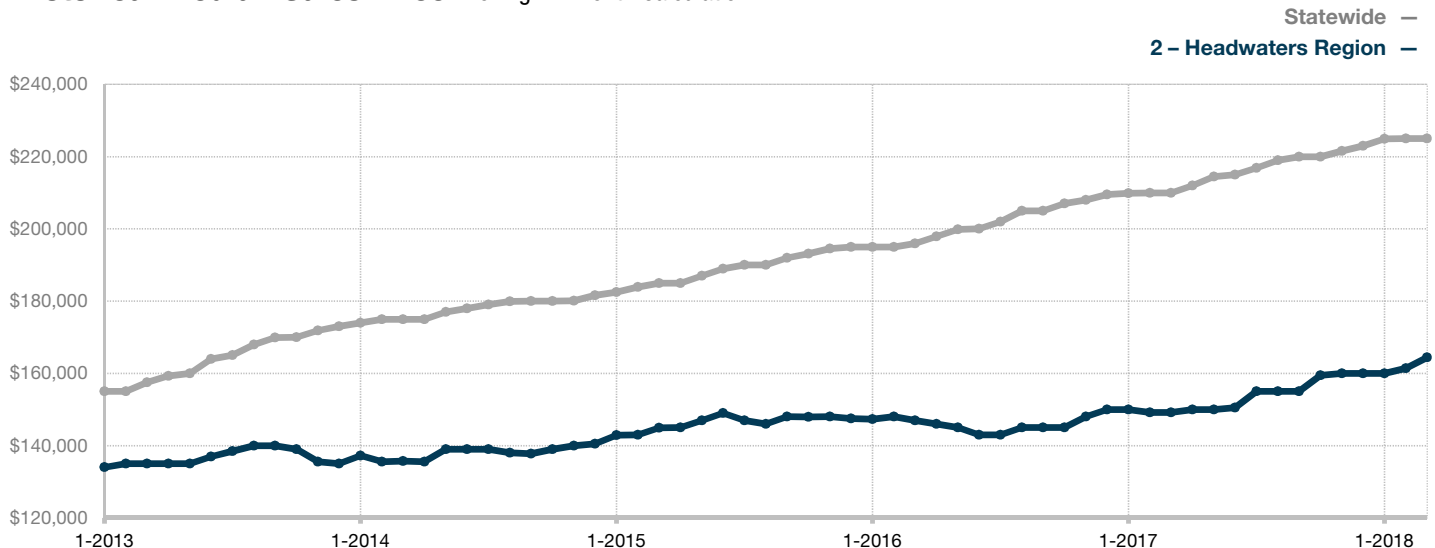
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	198	141	- 28.8%	380	295	- 22.4%
Closed Sales	69	55	- 20.3%	145	146	+ 0.7%
Median Sales Price*	\$136,500	\$165,300	+ 21.1%	\$136,000	\$159,450	+ 17.2%
Percent of Original List Price Received*	88.7%	92.2%	+ 3.9%	90.8%	92.6%	+ 2.0%
Days on Market Until Sale	158	141	- 10.8%	139	138	- 0.7%
Months Supply of Inventory	6.9	4.7	- 31.9%	--	--	--

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March



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Local Market Update for March 2018

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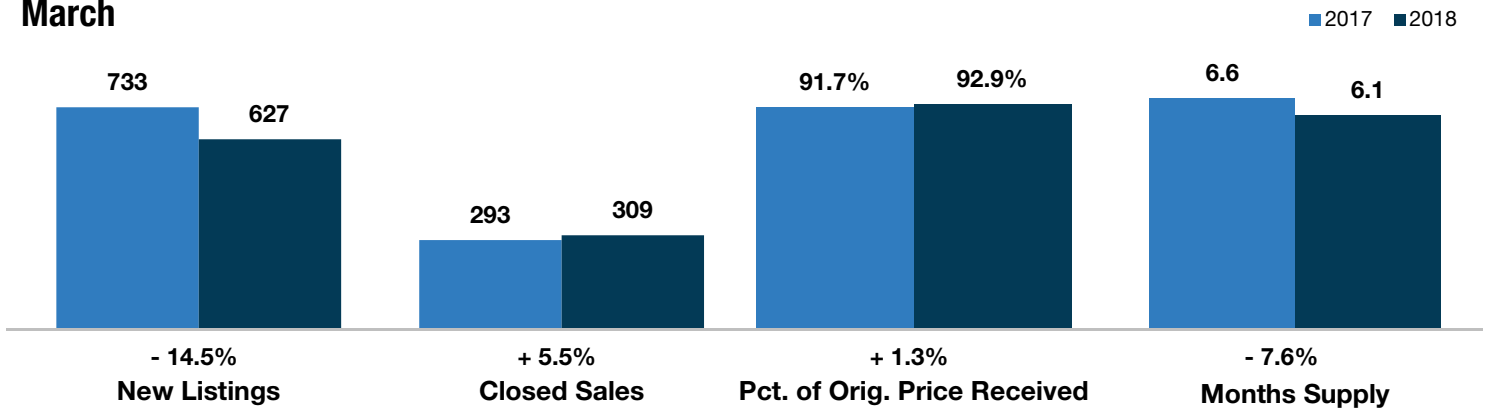


3 – Arrowhead Region

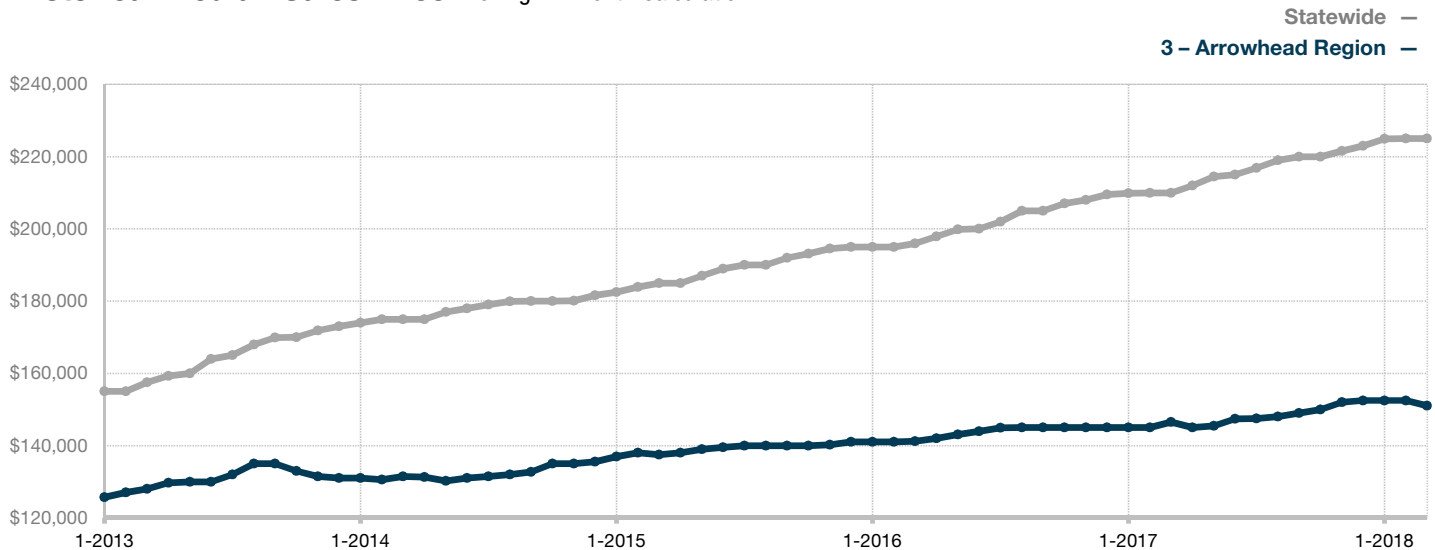
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	733	627	- 14.5%	1,585	1,454	- 8.3%
Closed Sales	293	309	+ 5.5%	739	696	- 5.8%
Median Sales Price*	\$145,950	\$133,000	- 8.9%	\$140,000	\$133,000	- 5.0%
Percent of Original List Price Received*	91.7%	92.9%	+ 1.3%	91.4%	91.9%	+ 0.5%
Days on Market Until Sale	120	105	- 12.5%	121	113	- 6.6%
Months Supply of Inventory	6.6	6.1	- 7.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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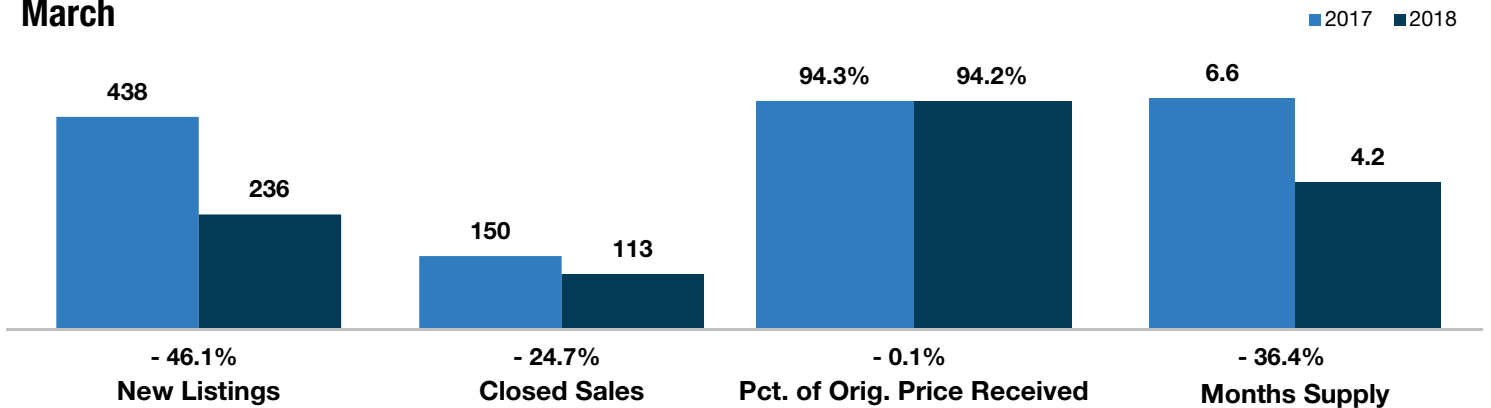


4 – West Central Region

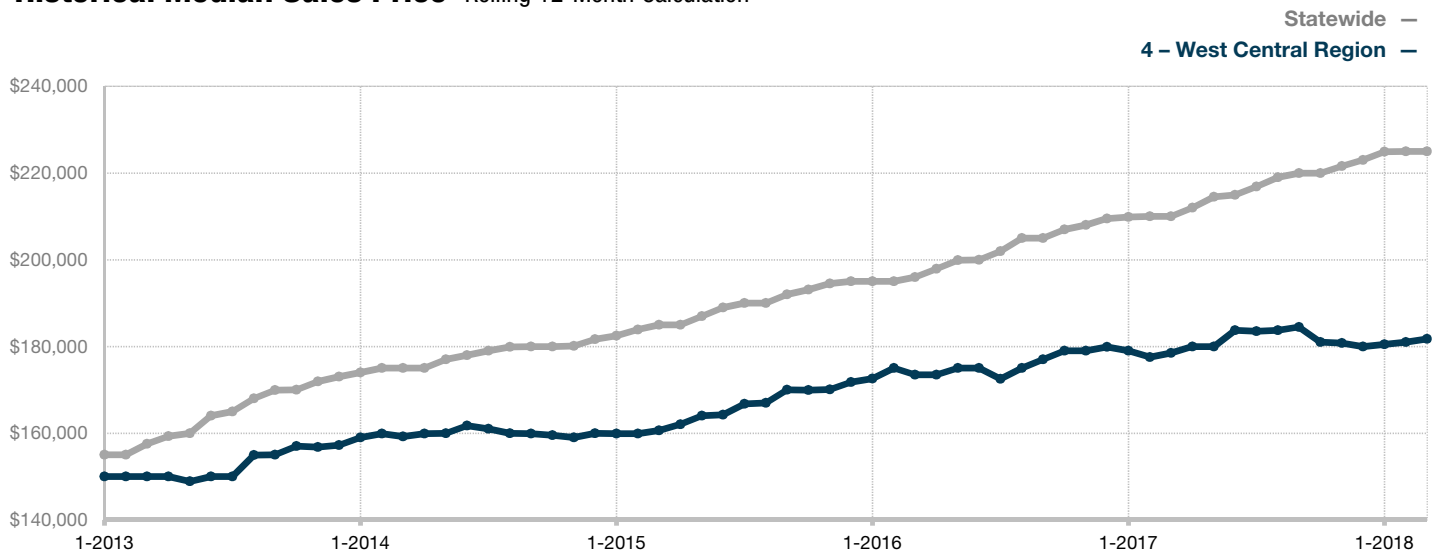
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	438	236	- 46.1%	803	524	- 34.7%
Closed Sales	150	113	- 24.7%	354	279	- 21.2%
Median Sales Price*	\$174,000	\$175,825	+ 1.0%	\$162,500	\$164,000	+ 0.9%
Percent of Original List Price Received*	94.3%	94.2%	- 0.1%	93.7%	92.8%	- 1.0%
Days on Market Until Sale	107	103	- 3.7%	97	102	+ 5.2%
Months Supply of Inventory	6.6	4.2	- 36.4%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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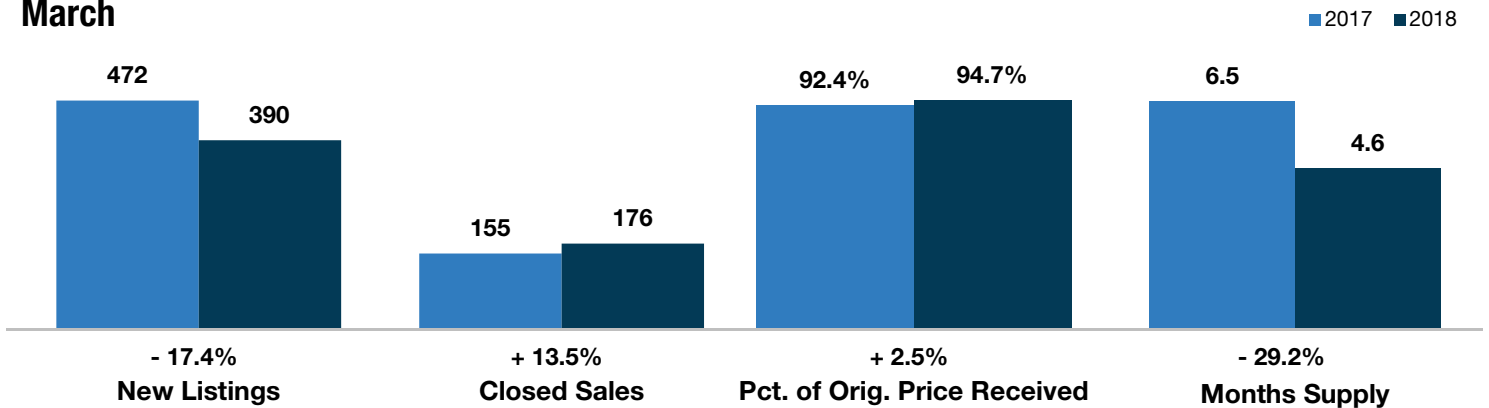


5 – North Central Region

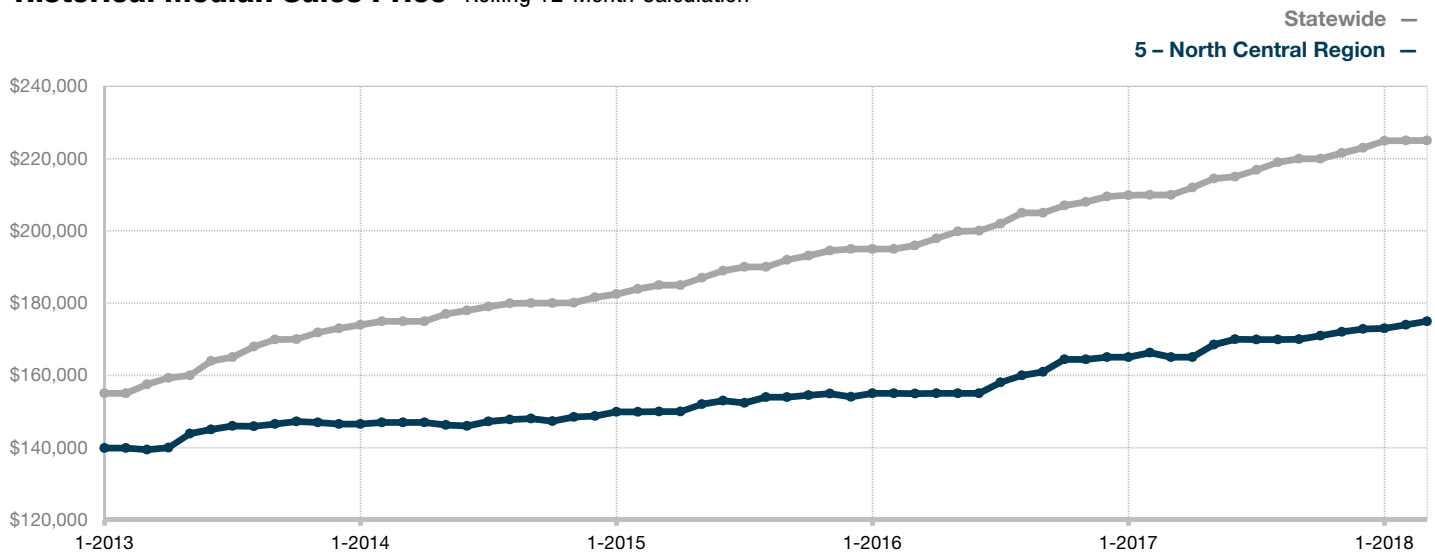
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	472	390	- 17.4%	1,022	885	- 13.4%
Closed Sales	155	176	+ 13.5%	390	425	+ 9.0%
Median Sales Price*	\$130,000	\$167,500	+ 28.8%	\$140,450	\$168,240	+ 19.8%
Percent of Original List Price Received*	92.4%	94.7%	+ 2.5%	91.0%	92.8%	+ 2.0%
Days on Market Until Sale	110	92	- 16.4%	119	103	- 13.4%
Months Supply of Inventory	6.5	4.6	- 29.2%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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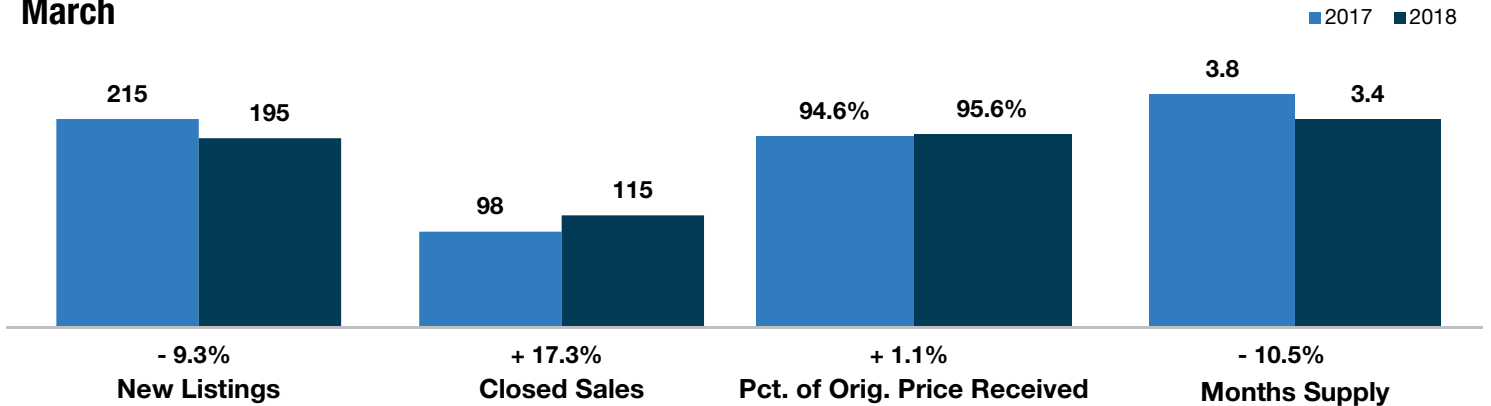


6E – Southwest Central Region

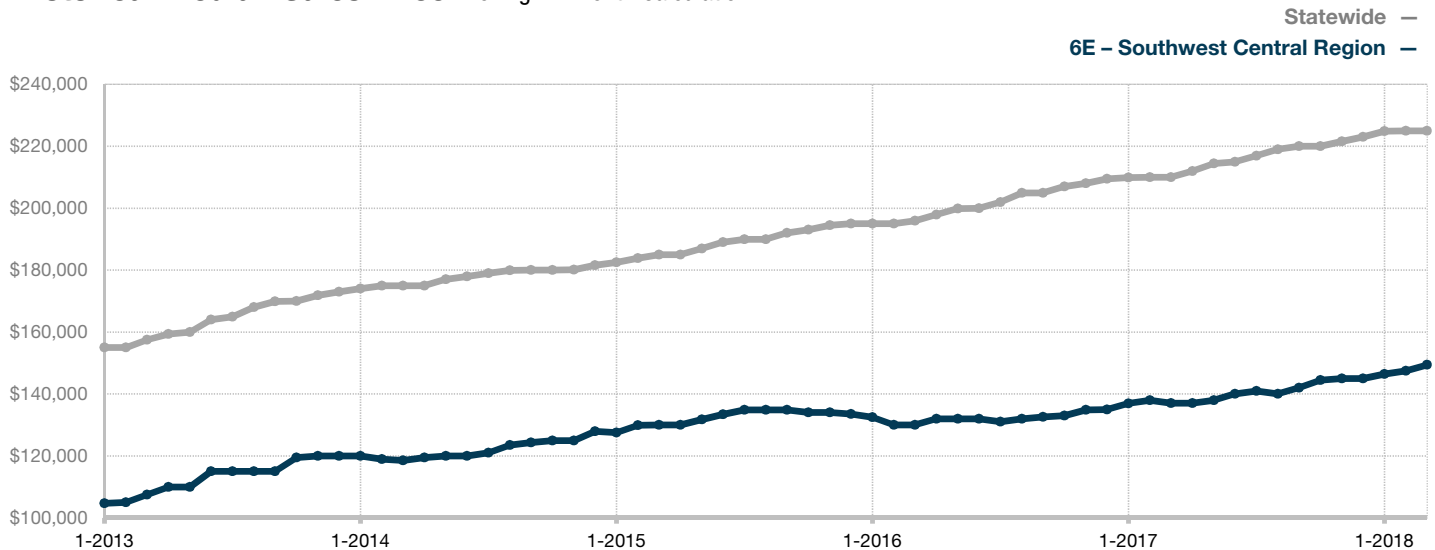
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	215	195	- 9.3%	436	424	- 2.8%
Closed Sales	98	115	+ 17.3%	249	261	+ 4.8%
Median Sales Price*	\$123,500	\$140,000	+ 13.4%	\$125,000	\$143,000	+ 14.4%
Percent of Original List Price Received*	94.6%	95.6%	+ 1.1%	93.0%	94.3%	+ 1.4%
Days on Market Until Sale	104	70	- 32.7%	95	81	- 14.7%
Months Supply of Inventory	3.8	3.4	- 10.5%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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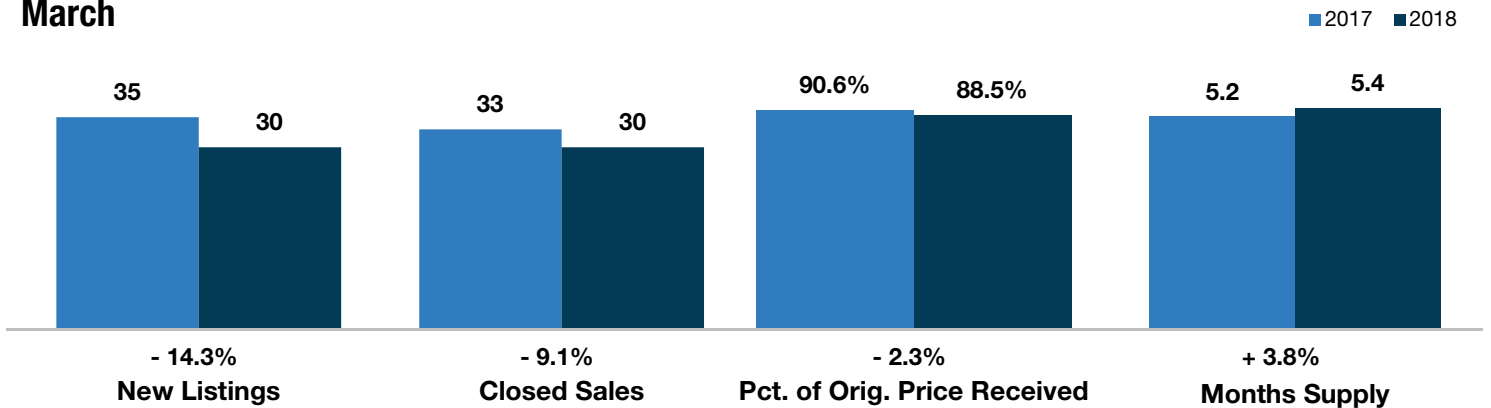


6W – Upper Minnesota Valley Region

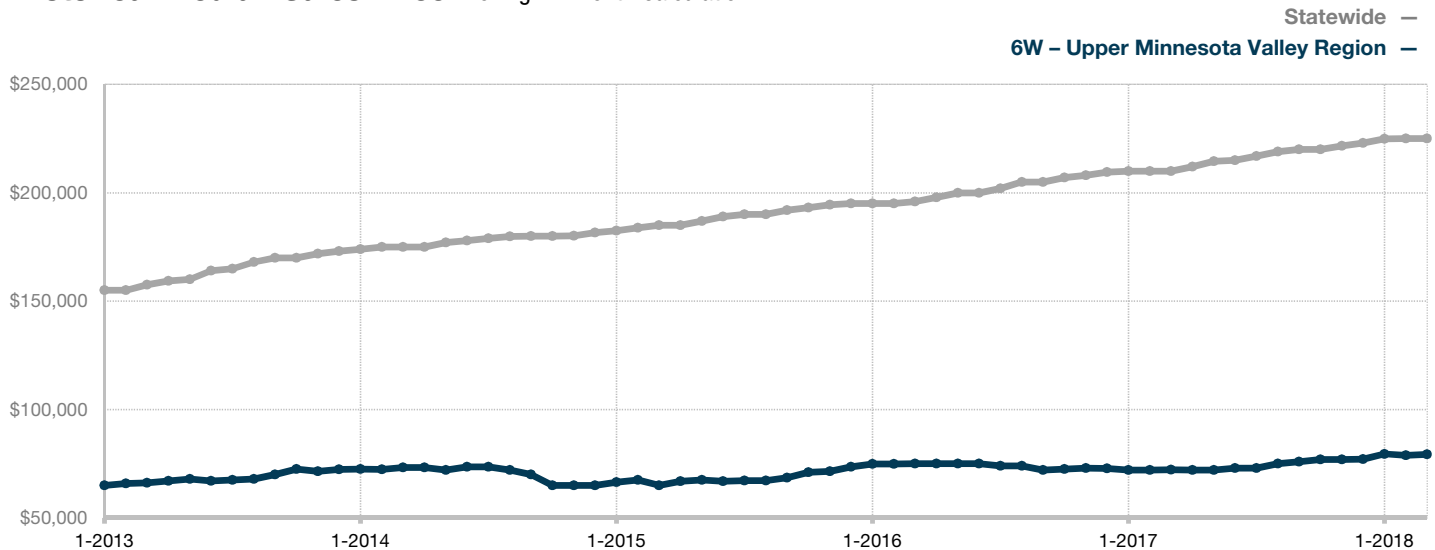
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	35	30	- 14.3%	82	91	+ 11.0%
Closed Sales	33	30	- 9.1%	81	73	- 9.9%
Median Sales Price*	\$76,000	\$77,250	+ 1.6%	\$72,500	\$75,375	+ 4.0%
Percent of Original List Price Received*	90.6%	88.5%	- 2.3%	88.3%	87.8%	- 0.6%
Days on Market Until Sale	176	140	- 20.5%	157	130	- 17.2%
Months Supply of Inventory	5.2	5.4	+ 3.8%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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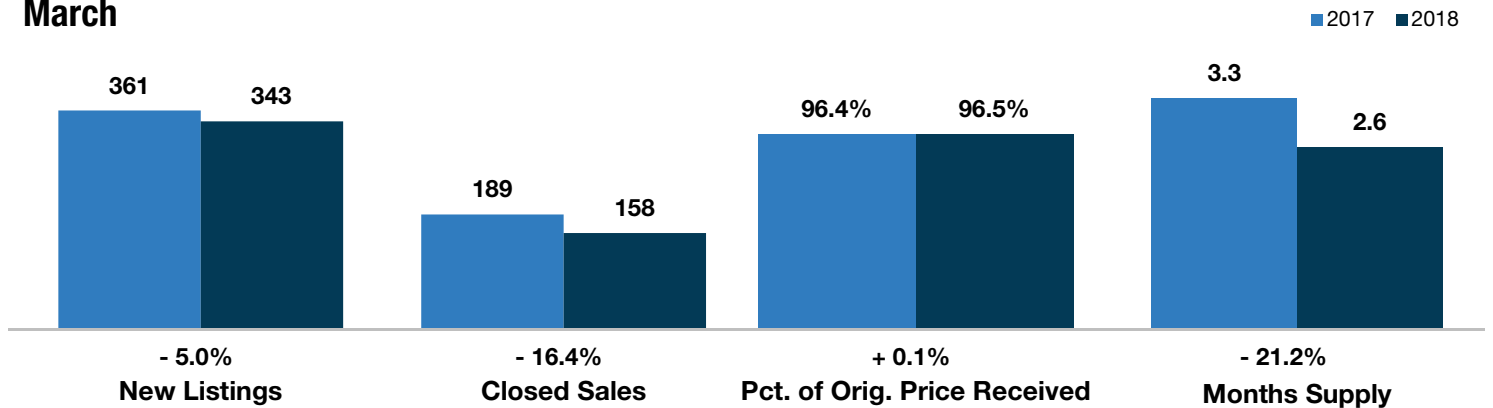


7E – East Central Region

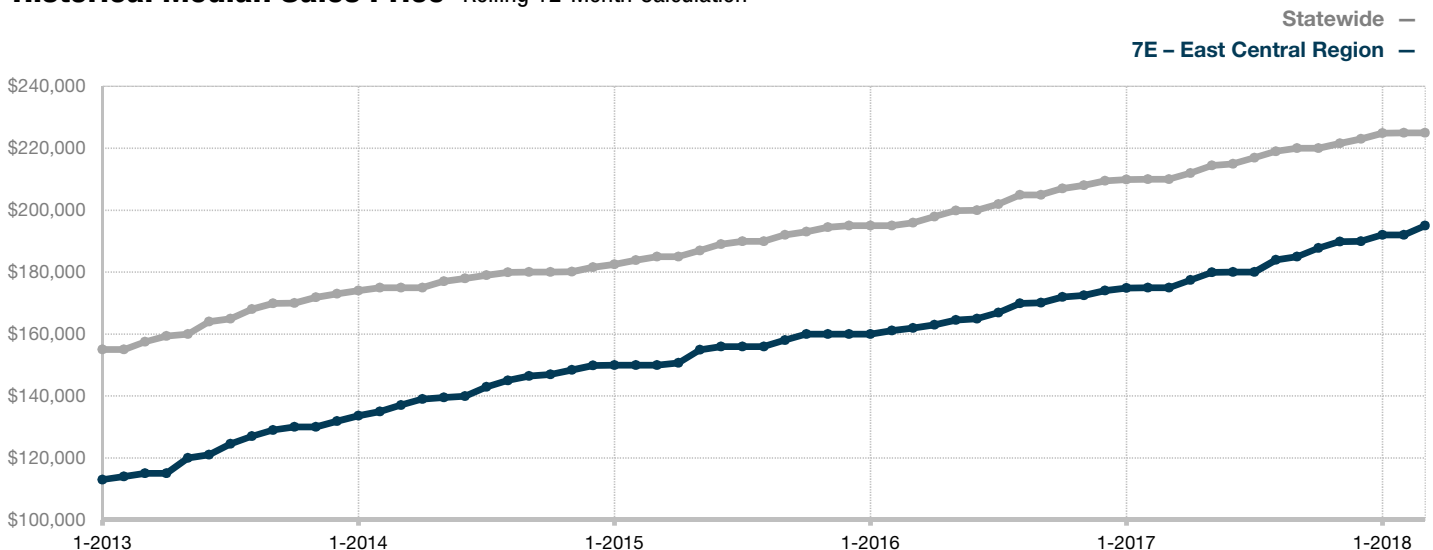
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	361	343	- 5.0%	895	768	- 14.2%
Closed Sales	189	158	- 16.4%	450	405	- 10.0%
Median Sales Price*	\$175,650	\$196,500	+ 11.9%	\$171,340	\$190,916	+ 11.4%
Percent of Original List Price Received*	96.4%	96.5%	+ 0.1%	95.7%	95.2%	- 0.5%
Days on Market Until Sale	77	59	- 23.4%	78	70	- 10.3%
Months Supply of Inventory	3.3	2.6	- 21.2%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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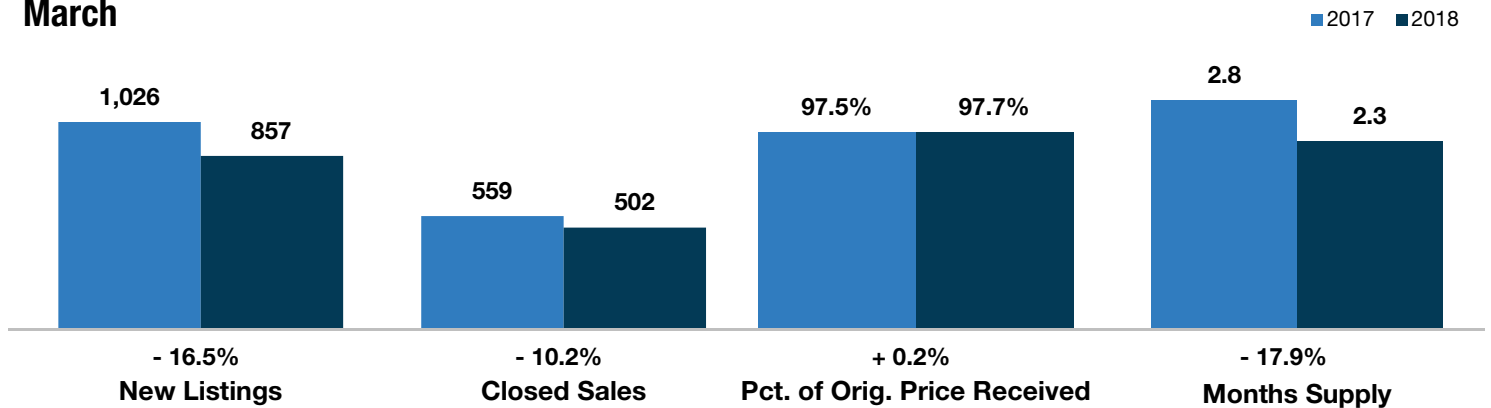


7W – Central Region

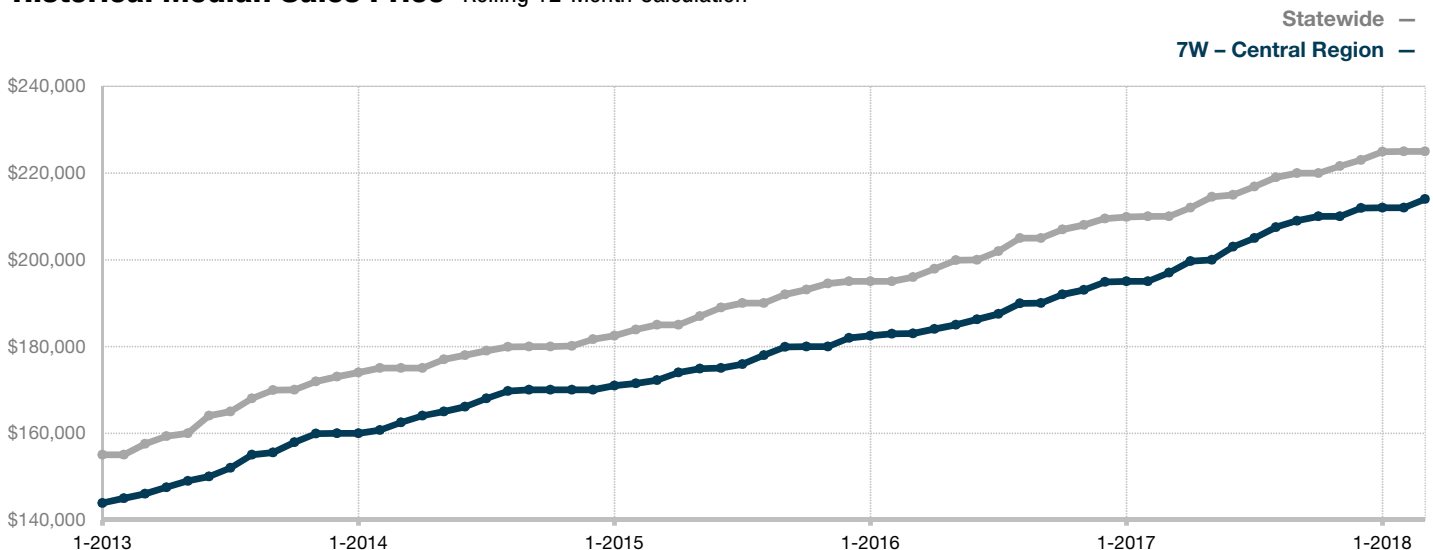
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	1,026	857	- 16.5%	2,314	2,106	- 9.0%
Closed Sales	559	502	- 10.2%	1,222	1,164	- 4.7%
Median Sales Price*	\$203,951	\$220,000	+ 7.9%	\$195,000	\$210,000	+ 7.7%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	96.6%	96.9%	+ 0.3%
Days on Market Until Sale	64	56	- 12.5%	64	60	- 6.3%
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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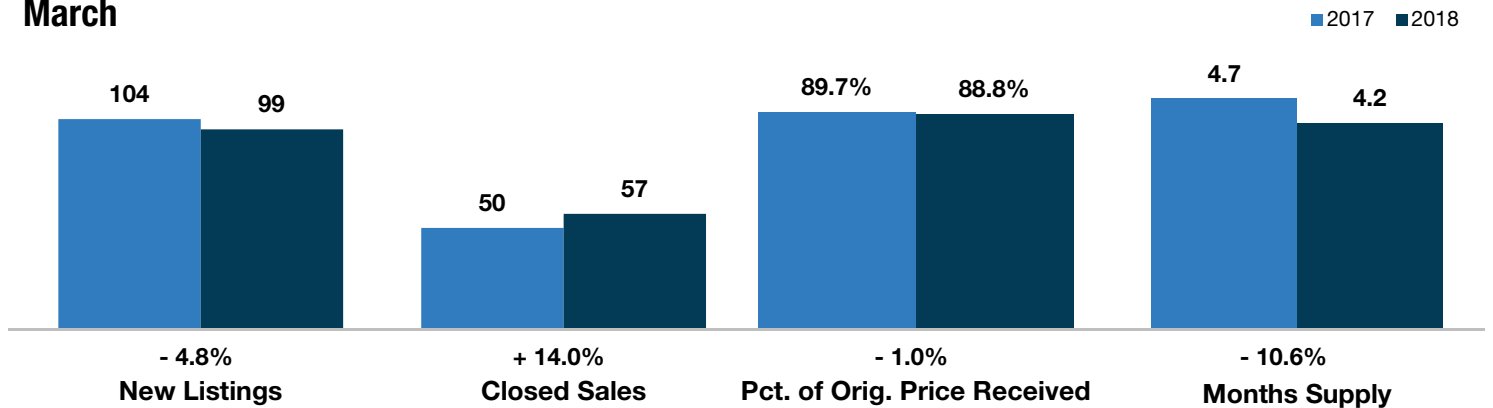


8 – Southwest Region

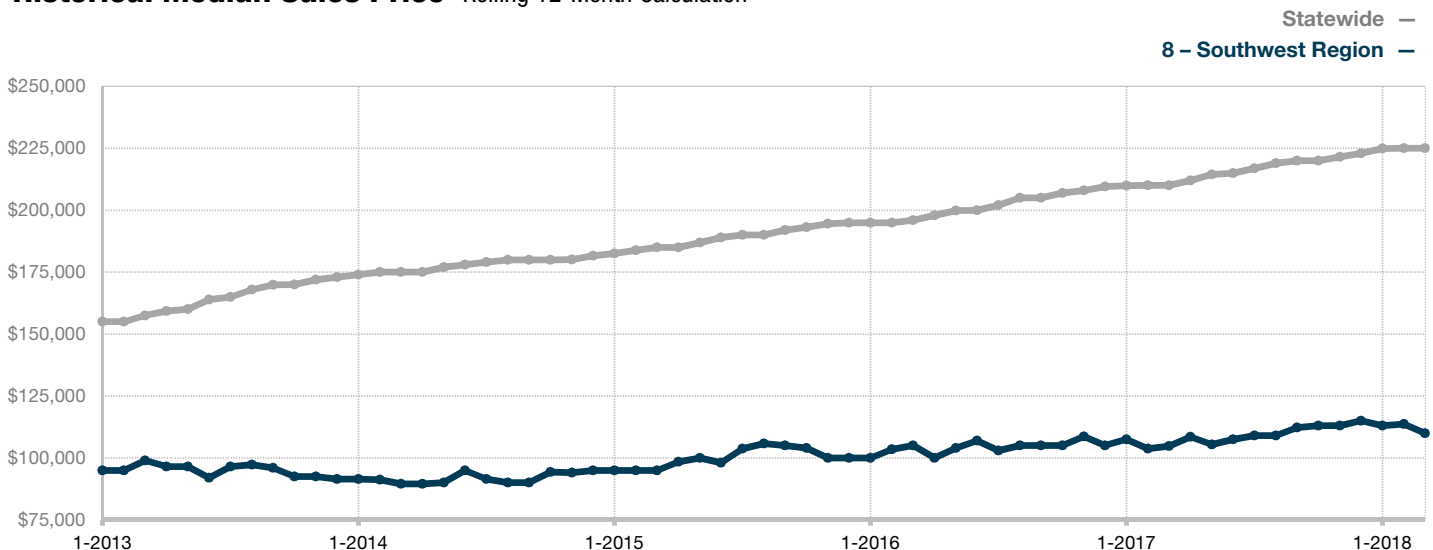
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	104	99	- 4.8%	190	233	+ 22.6%
Closed Sales	50	57	+ 14.0%	116	159	+ 37.1%
Median Sales Price*	\$122,084	\$70,500	- 42.3%	\$120,150	\$90,000	- 25.1%
Percent of Original List Price Received*	89.7%	88.8%	- 1.0%	88.8%	89.2%	+ 0.5%
Days on Market Until Sale	124	92	- 25.8%	135	96	- 28.9%
Months Supply of Inventory	4.7	4.2	- 10.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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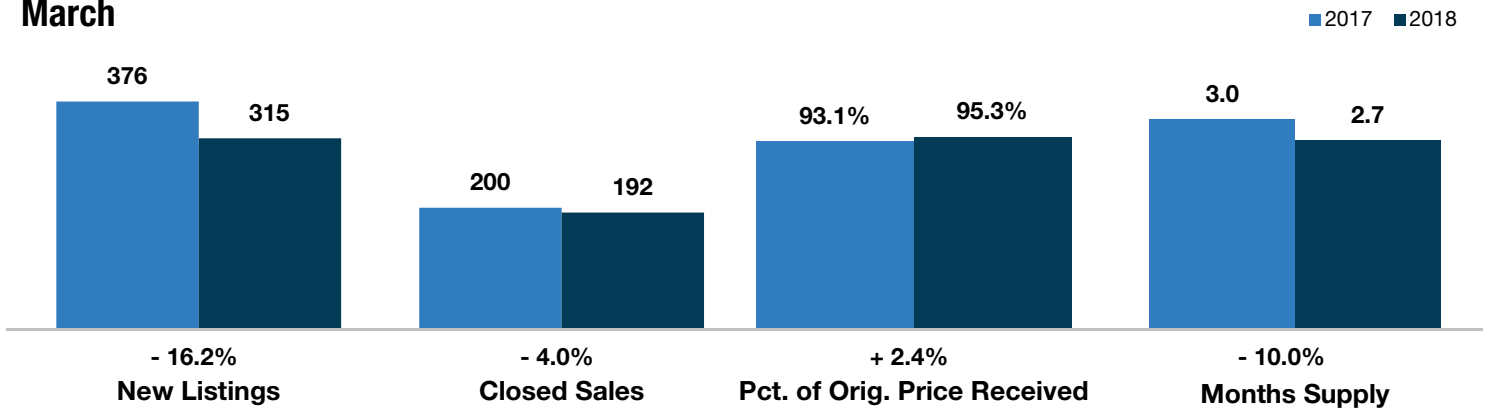


9 – South Central Region

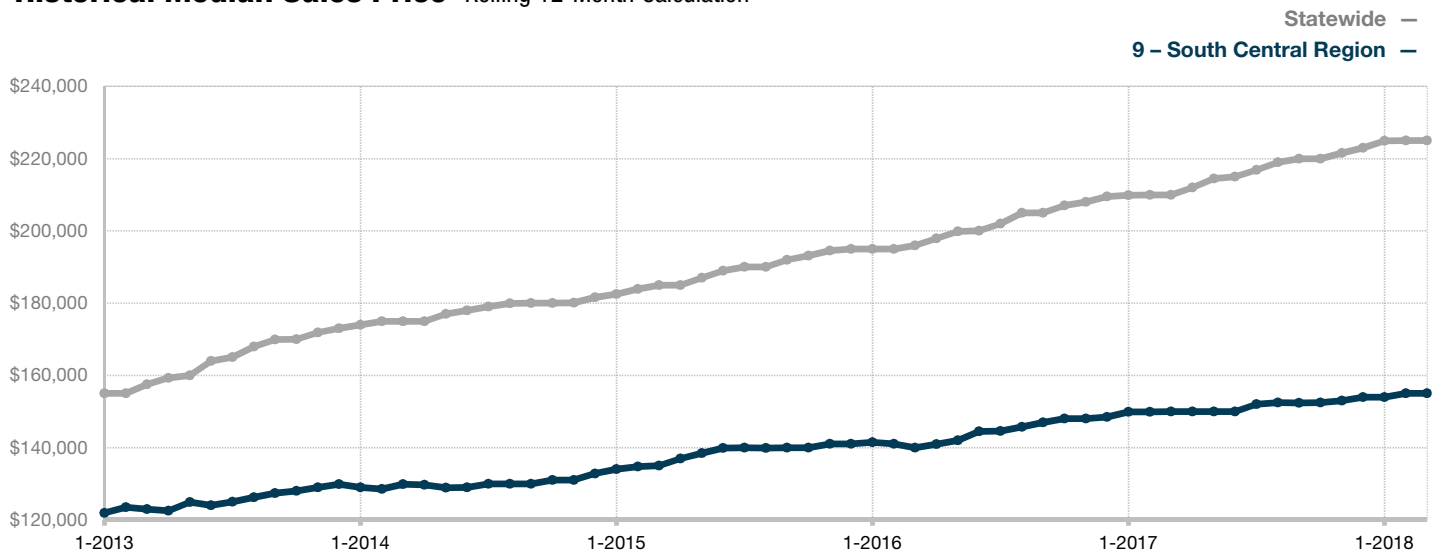
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	376	315	- 16.2%	779	758	- 2.7%
Closed Sales	200	192	- 4.0%	514	487	- 5.3%
Median Sales Price*	\$139,500	\$153,000	+ 9.7%	\$141,000	\$153,500	+ 8.9%
Percent of Original List Price Received*	93.1%	95.3%	+ 2.4%	92.6%	94.5%	+ 2.1%
Days on Market Until Sale	123	109	- 11.4%	119	110	- 7.6%
Months Supply of Inventory	3.0	2.7	- 10.0%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2018

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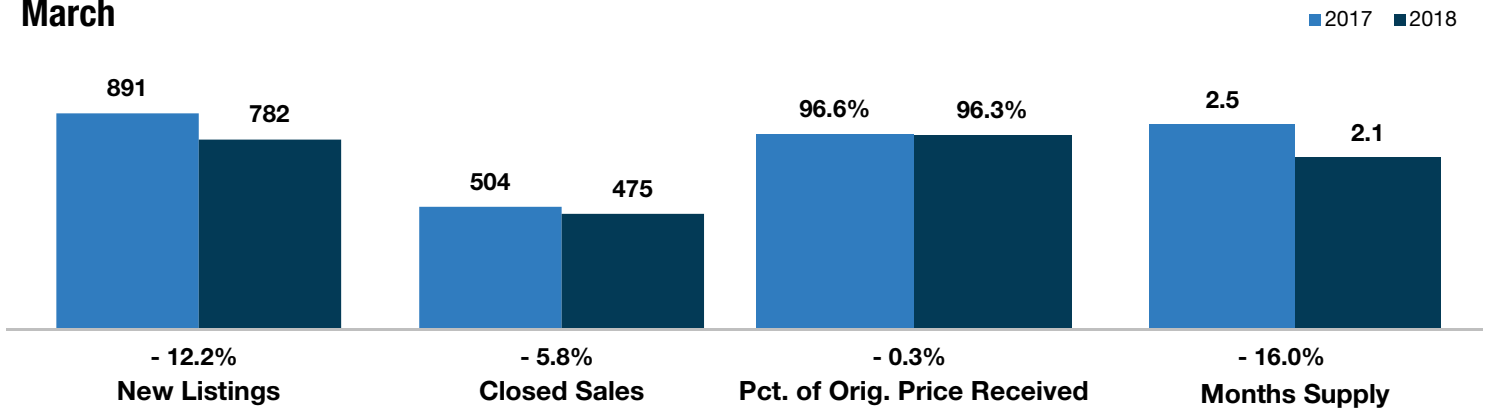


10 – Southeast Region

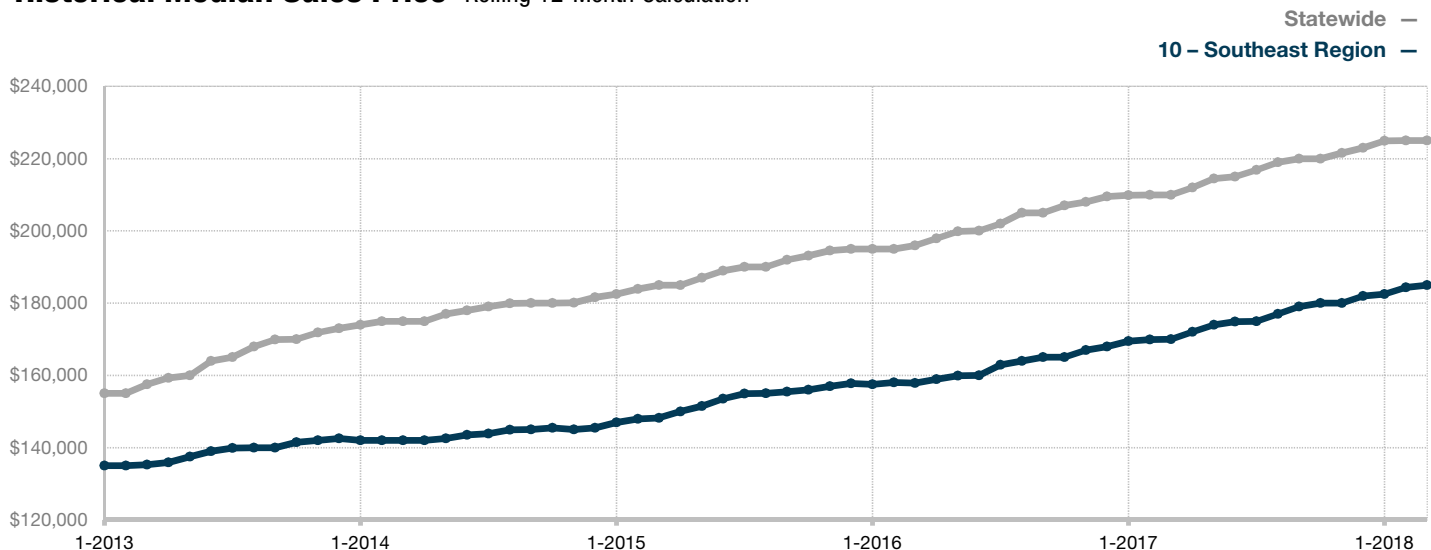
Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	891	782	- 12.2%	1,871	1,681	- 10.2%
Closed Sales	504	475	- 5.8%	1,179	1,108	- 6.0%
Median Sales Price*	\$172,500	\$185,000	+ 7.2%	\$169,900	\$180,875	+ 6.5%
Percent of Original List Price Received*	96.6%	96.3%	- 0.3%	95.8%	95.6%	- 0.2%
Days on Market Until Sale	82	73	- 11.0%	82	75	- 8.5%
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

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March



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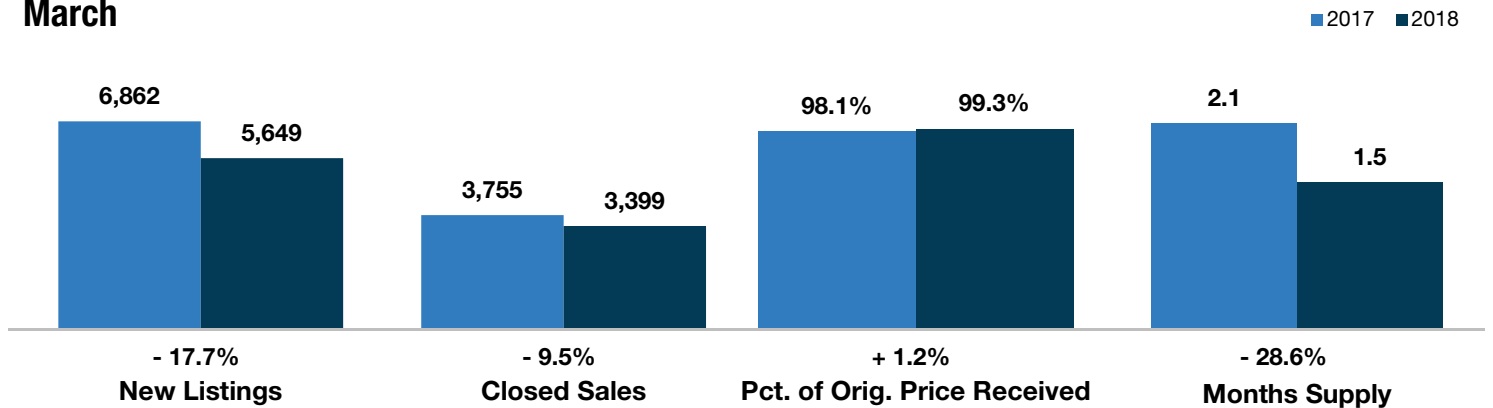


11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	6,862	5,649	- 17.7%	15,097	13,256	- 12.2%
Closed Sales	3,755	3,399	- 9.5%	8,579	8,087	- 5.7%
Median Sales Price*	\$240,000	\$265,000	+ 10.4%	\$233,900	\$257,547	+ 10.1%
Percent of Original List Price Received*	98.1%	99.3%	+ 1.2%	97.0%	98.3%	+ 1.3%
Days on Market Until Sale	49	41	- 16.3%	55	48	- 12.7%
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

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March



Historical Median Sales Price Rolling 12-Month Calculation

