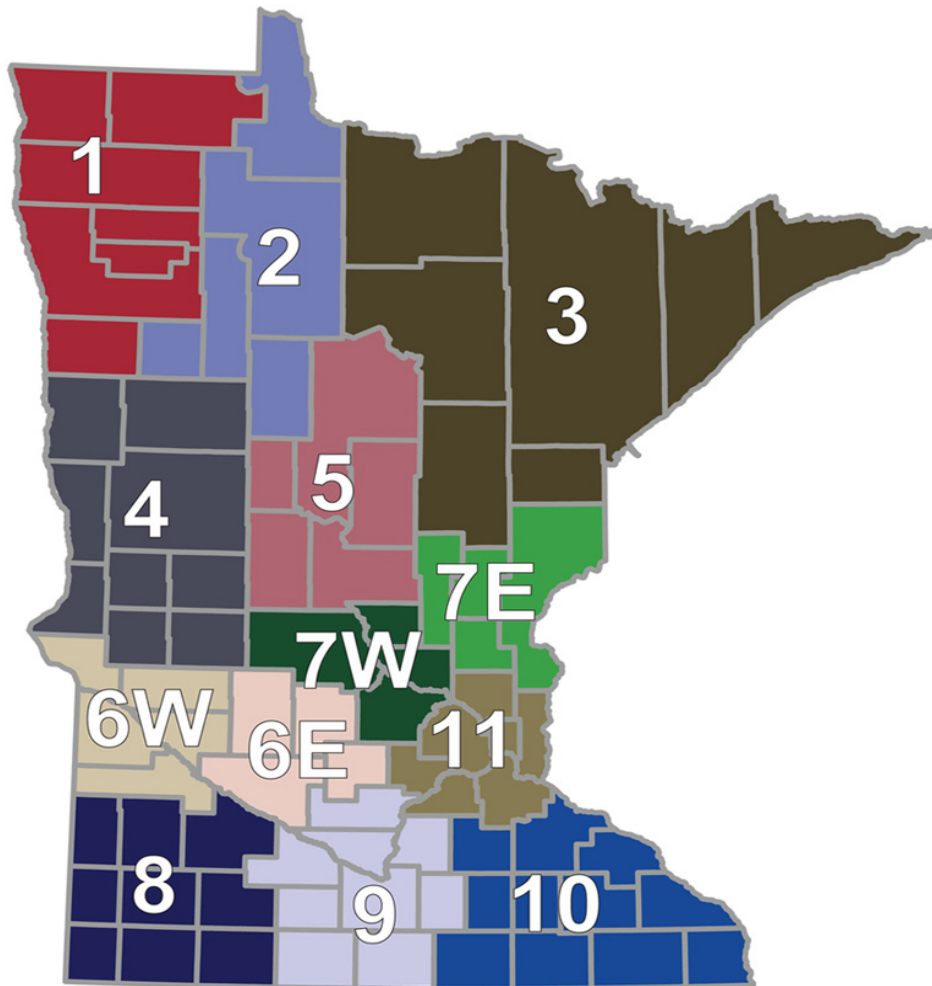



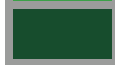
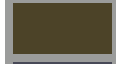







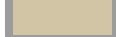


# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 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 June 2018

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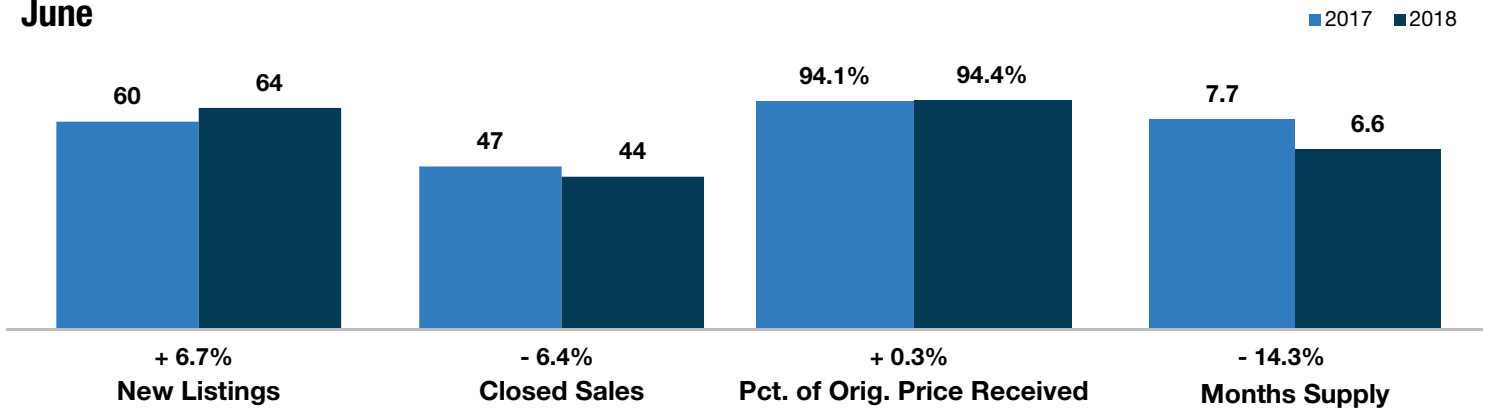


## 1 – Northwest Region

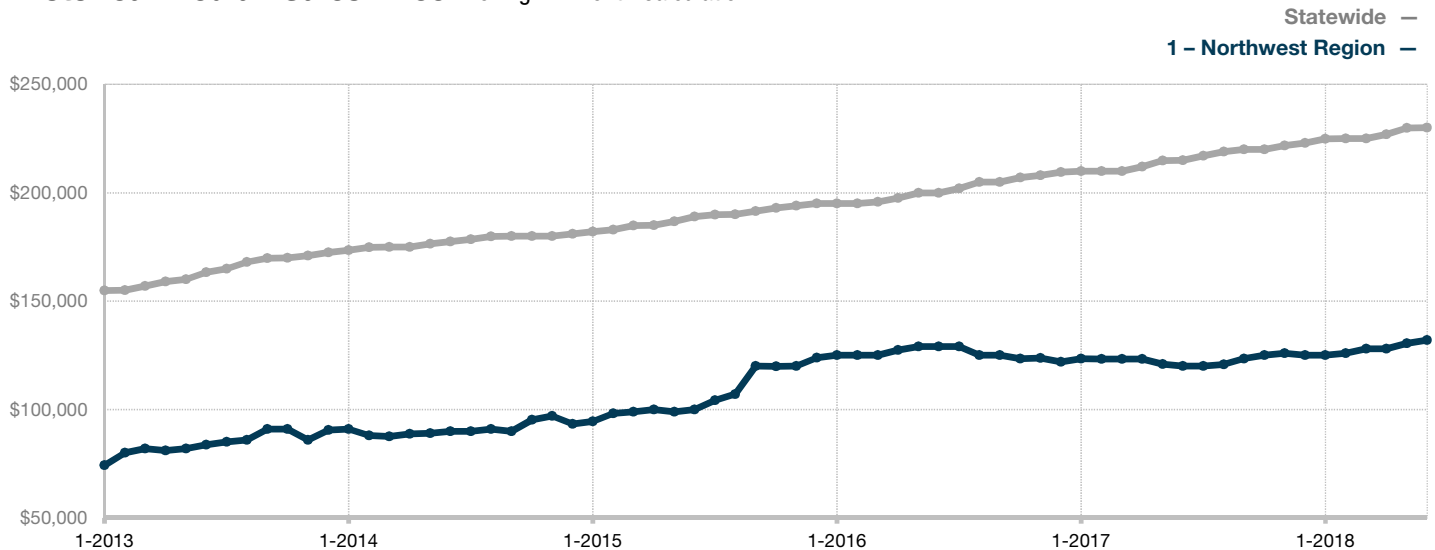
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	60	<b>64</b>	+ 6.7%	351	<b>346</b>	- 1.4%
Closed Sales	47	<b>44</b>	- 6.4%	206	<b>178</b>	- 13.6%
Median Sales Price*	\$134,000	<b>\$142,000</b>	+ 6.0%	\$120,000	<b>\$139,000</b>	+ 15.8%
Percent of Original List Price Received*	94.1%	<b>94.4%</b>	+ 0.3%	92.0%	<b>91.4%</b>	- 0.7%
Days on Market Until Sale	132	<b>112</b>	- 15.2%	146	<b>168</b>	+ 15.1%
Months Supply of Inventory	7.7	<b>6.6</b>	- 14.3%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2018

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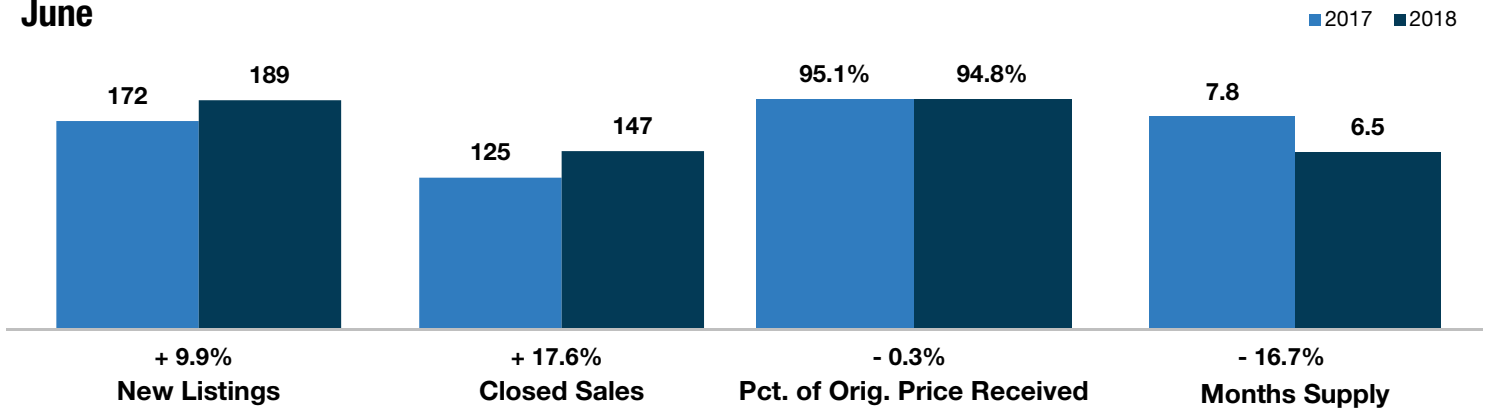


## 2 – Headwaters Region

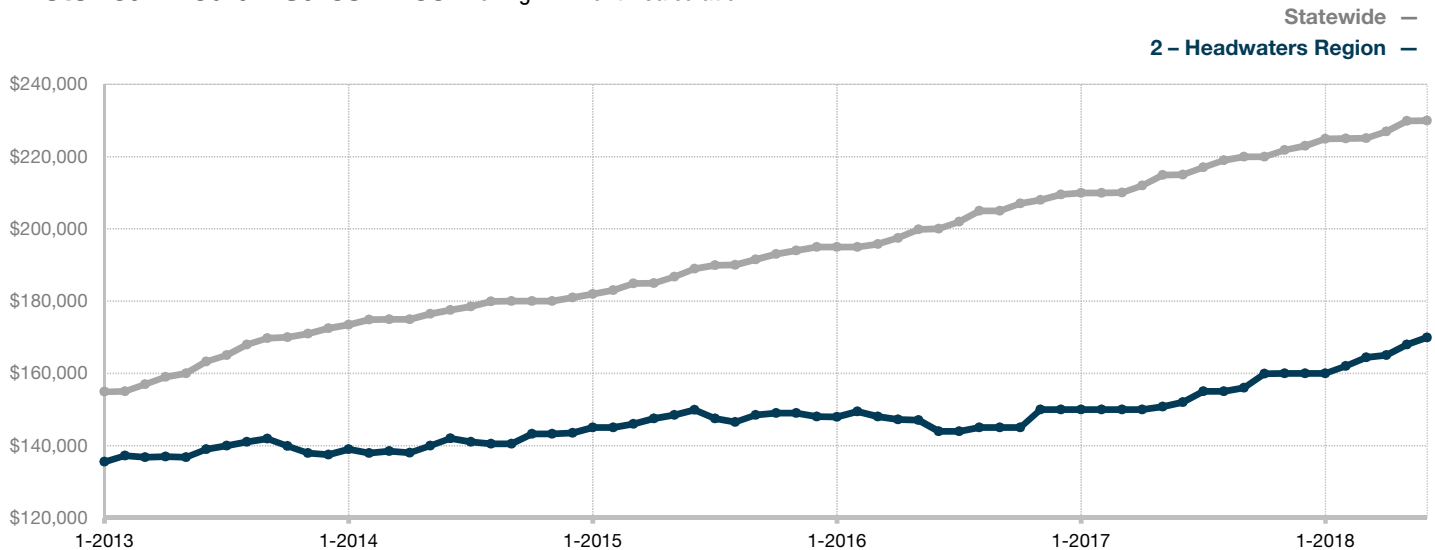
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	172	<b>189</b>	+ 9.9%	920	<b>881</b>	- 4.2%
Closed Sales	125	<b>147</b>	+ 17.6%	441	<b>462</b>	+ 4.8%
Median Sales Price*	\$165,000	<b>\$186,000</b>	+ 12.7%	\$148,950	<b>\$172,000</b>	+ 15.5%
Percent of Original List Price Received*	95.1%	<b>94.8%</b>	- 0.3%	93.7%	<b>94.3%</b>	+ 0.6%
Days on Market Until Sale	91	<b>108</b>	+ 18.7%	123	<b>122</b>	- 0.8%
Months Supply of Inventory	7.8	<b>6.5</b>	- 16.7%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

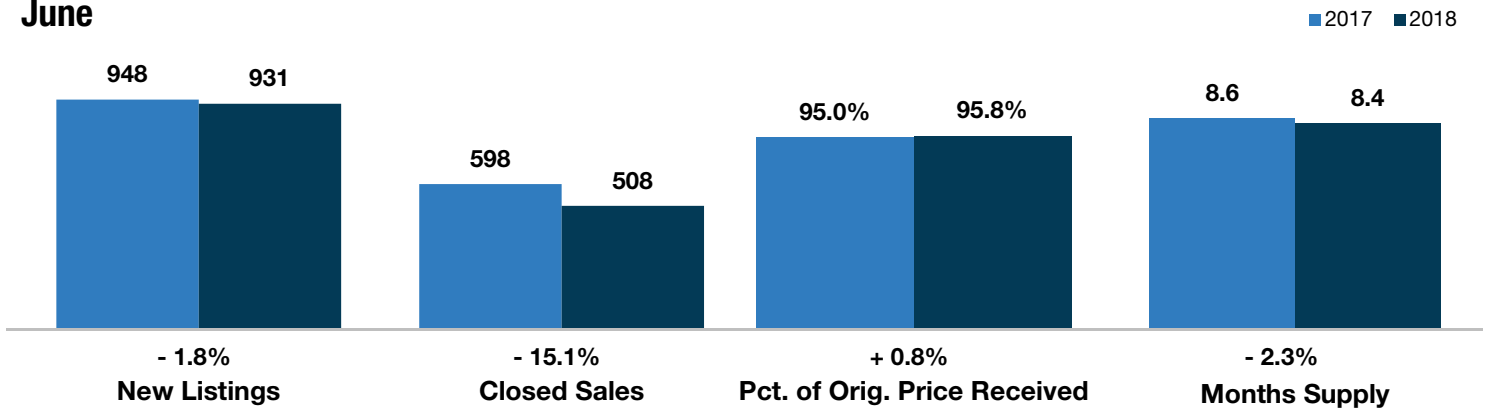


## 3 – Arrowhead Region

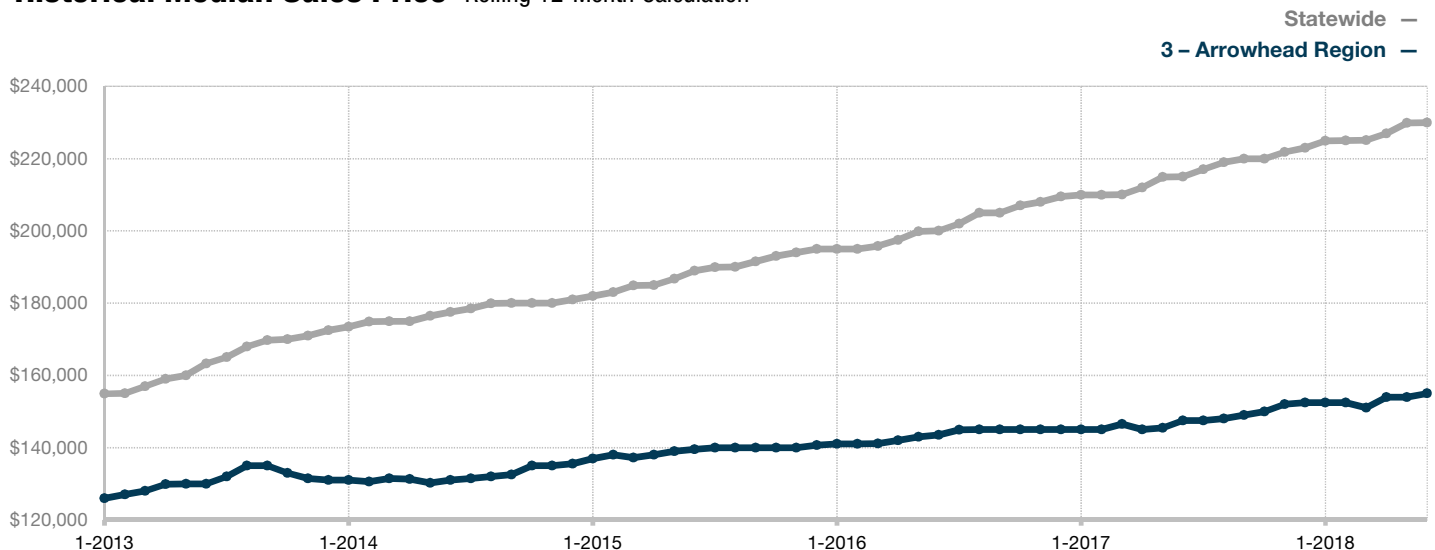
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	948	931	- 1.8%	4,338	4,065	- 6.3%
Closed Sales	598	508	- 15.1%	2,117	1,955	- 7.7%
Median Sales Price*	\$165,000	\$175,000	+ 6.1%	\$149,900	\$151,116	+ 0.8%
Percent of Original List Price Received*	95.0%	95.8%	+ 0.8%	93.1%	94.0%	+ 1.0%
Days on Market Until Sale	85	87	+ 2.4%	108	101	- 6.5%
Months Supply of Inventory	8.6	8.4	- 2.3%	--	--	--

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### June



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



# Local Market Update for June 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

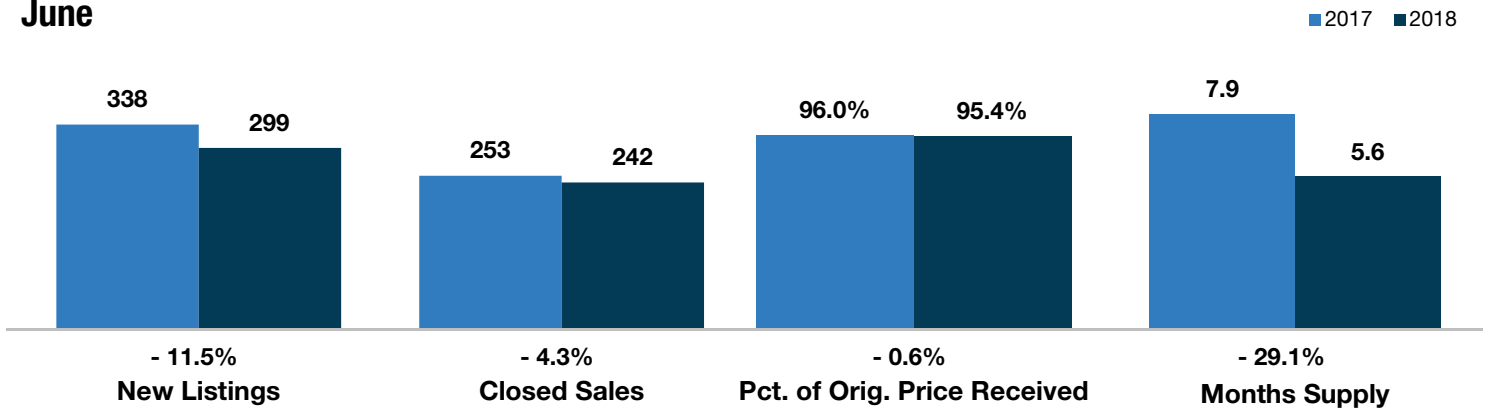


## 4 – West Central Region

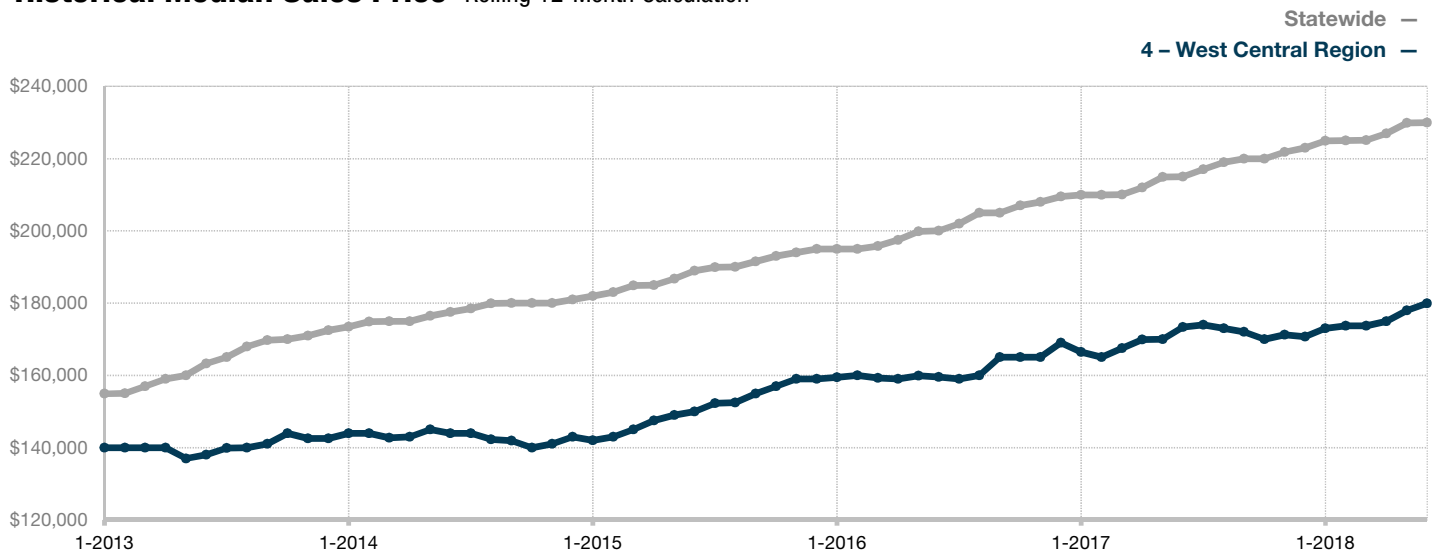
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	338	299	- 11.5%	1,602	1,528	- 4.6%
Closed Sales	253	242	- 4.3%	880	895	+ 1.7%
Median Sales Price*	\$180,500	\$199,900	+ 10.7%	\$170,000	\$190,000	+ 11.8%
Percent of Original List Price Received*	96.0%	95.4%	- 0.6%	94.6%	94.3%	- 0.3%
Days on Market Until Sale	74	64	- 13.5%	90	86	- 4.4%
Months Supply of Inventory	7.9	5.6	- 29.1%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2018

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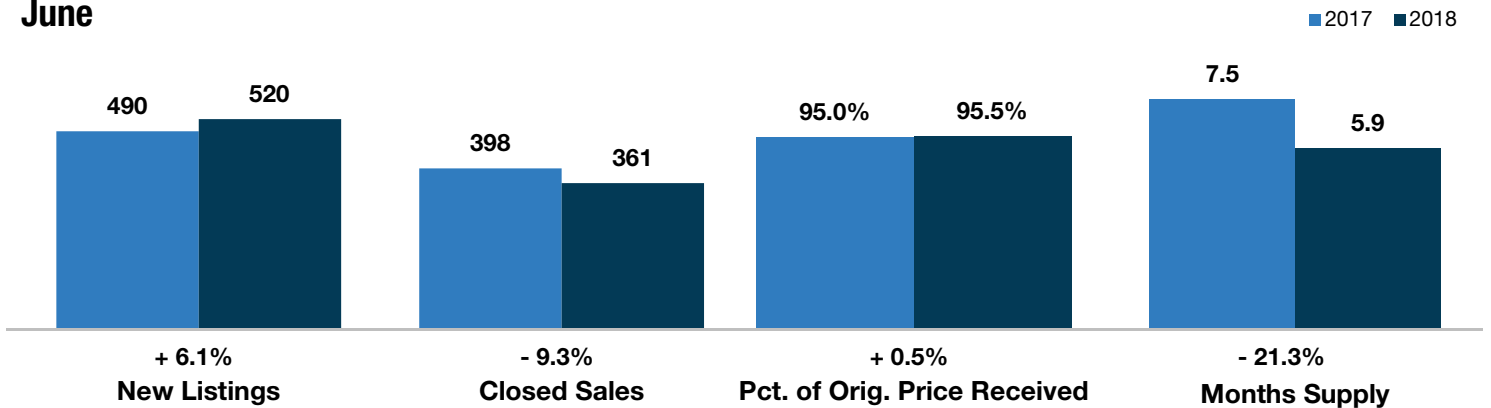


## 5 – North Central Region

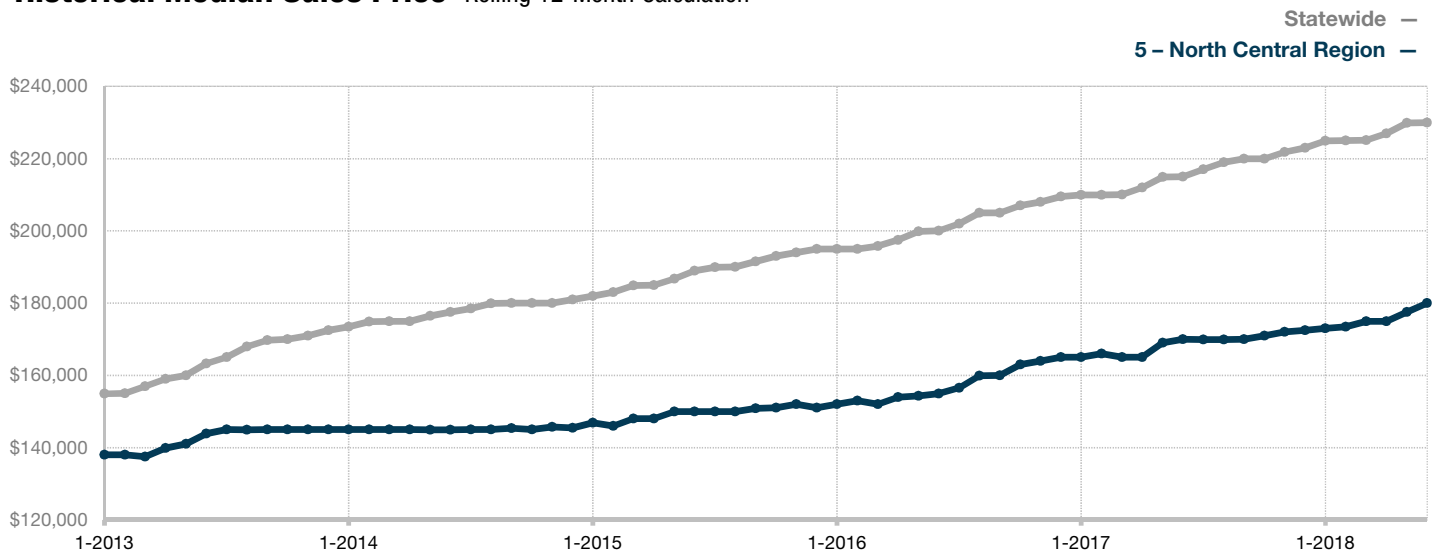
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	490	520	+ 6.1%	2,629	2,378	- 9.5%
Closed Sales	398	361	- 9.3%	1,358	1,296	- 4.6%
Median Sales Price*	\$187,500	\$205,000	+ 9.3%	\$169,900	\$184,000	+ 8.3%
Percent of Original List Price Received*	95.0%	95.5%	+ 0.5%	93.7%	94.3%	+ 0.6%
Days on Market Until Sale	79	73	- 7.6%	95	92	- 3.2%
Months Supply of Inventory	7.5	5.9	- 21.3%	--	--	--

\* 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.

### June



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



# Local Market Update for June 2018

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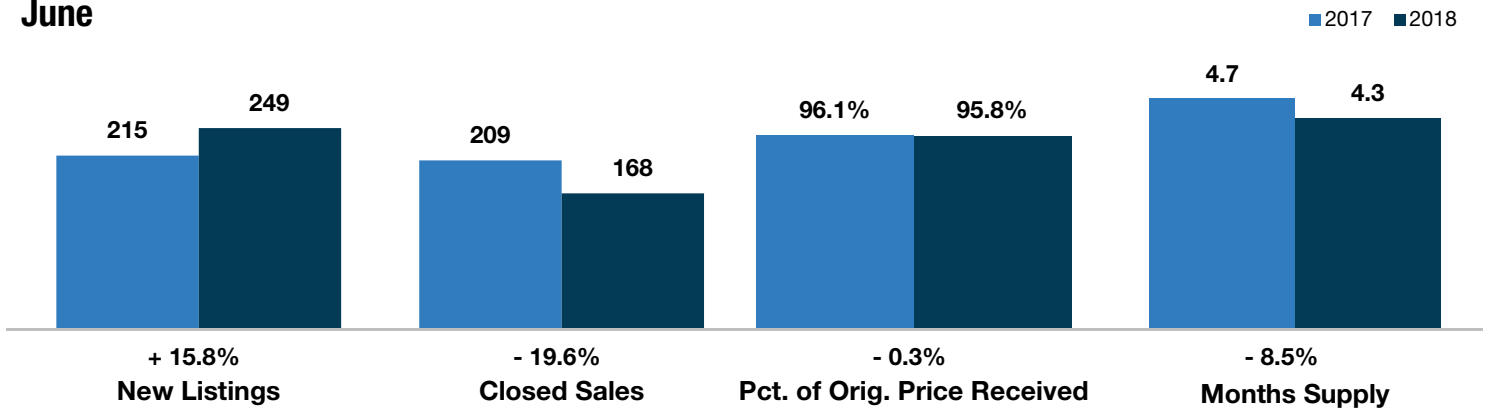


## 6E – Southwest Central Region

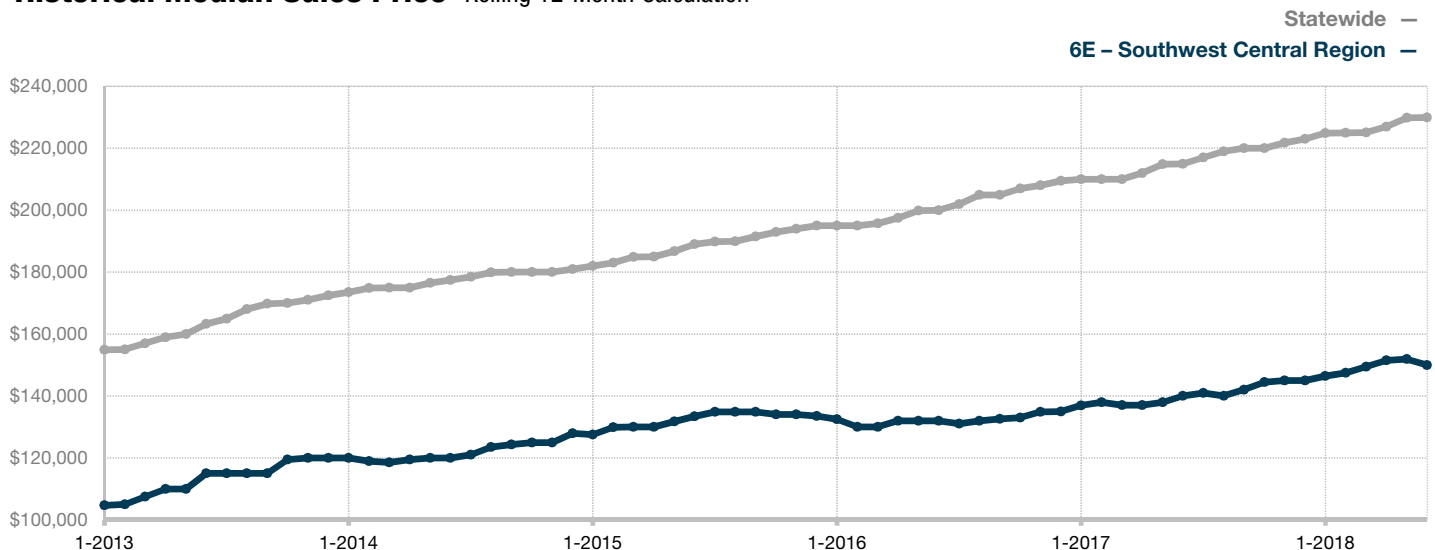
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	215	<b>249</b>	+ 15.8%	1,102	<b>1,113</b>	+ 1.0%
Closed Sales	209	<b>168</b>	- 19.6%	723	<b>712</b>	- 1.5%
Median Sales Price*	\$173,500	<b>\$162,950</b>	- 6.1%	\$142,750	<b>\$154,900</b>	+ 8.5%
Percent of Original List Price Received*	96.1%	<b>95.8%</b>	- 0.3%	94.9%	<b>95.7%</b>	+ 0.8%
Days on Market Until Sale	73	<b>64</b>	- 12.3%	80	<b>75</b>	- 6.3%
Months Supply of Inventory	4.7	<b>4.3</b>	- 8.5%	--	--	--

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### June



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



# Local Market Update for June 2018

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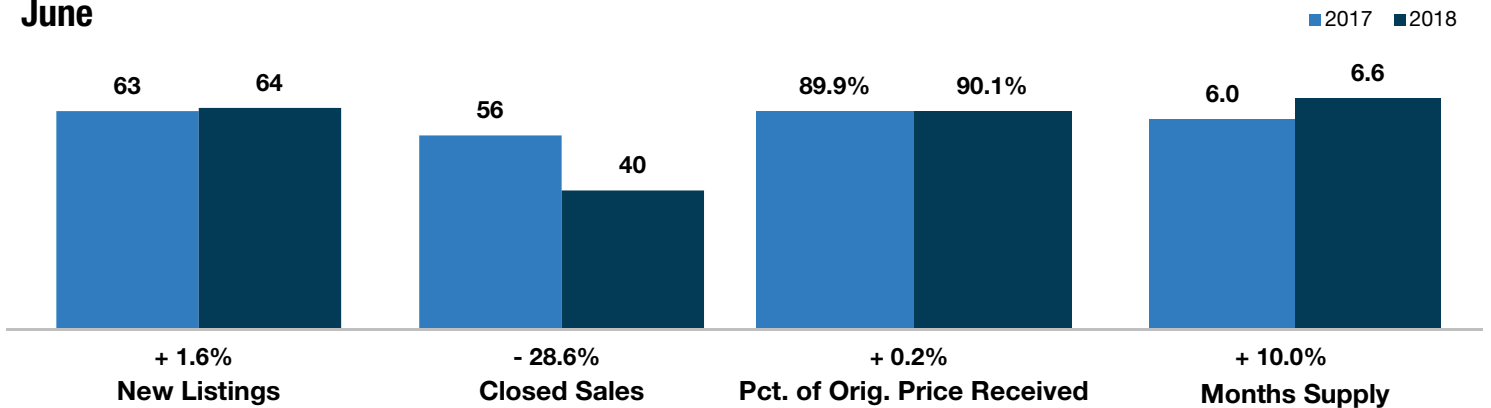


## 6W – Upper Minnesota Valley Region

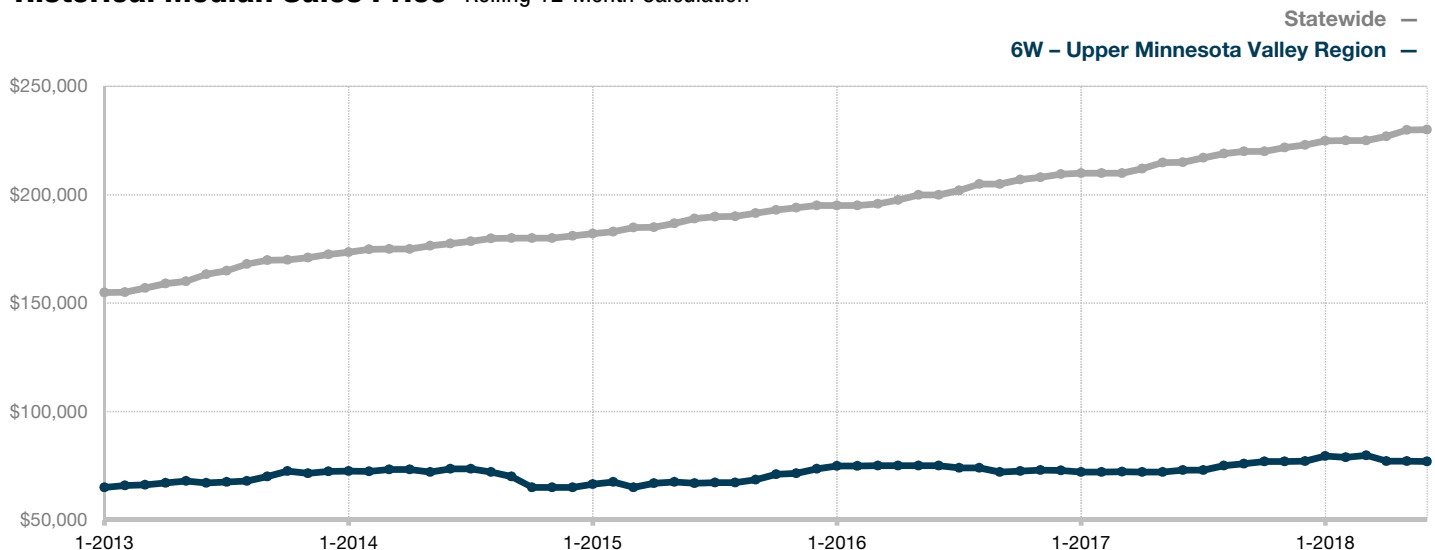
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	63	<b>64</b>	+ 1.6%	244	<b>260</b>	+ 6.6%
Closed Sales	56	<b>40</b>	- 28.6%	206	<b>169</b>	- 18.0%
Median Sales Price*	\$79,500	<b>\$75,950</b>	- 4.5%	\$73,995	<b>\$70,500</b>	- 4.7%
Percent of Original List Price Received*	89.9%	<b>90.1%</b>	+ 0.2%	88.8%	<b>88.8%</b>	0.0%
Days on Market Until Sale	128	<b>124</b>	- 3.1%	147	<b>124</b>	- 15.6%
Months Supply of Inventory	6.0	<b>6.6</b>	+ 10.0%	--	--	--

\* 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.

### June



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





# Local Market Update for June 2018

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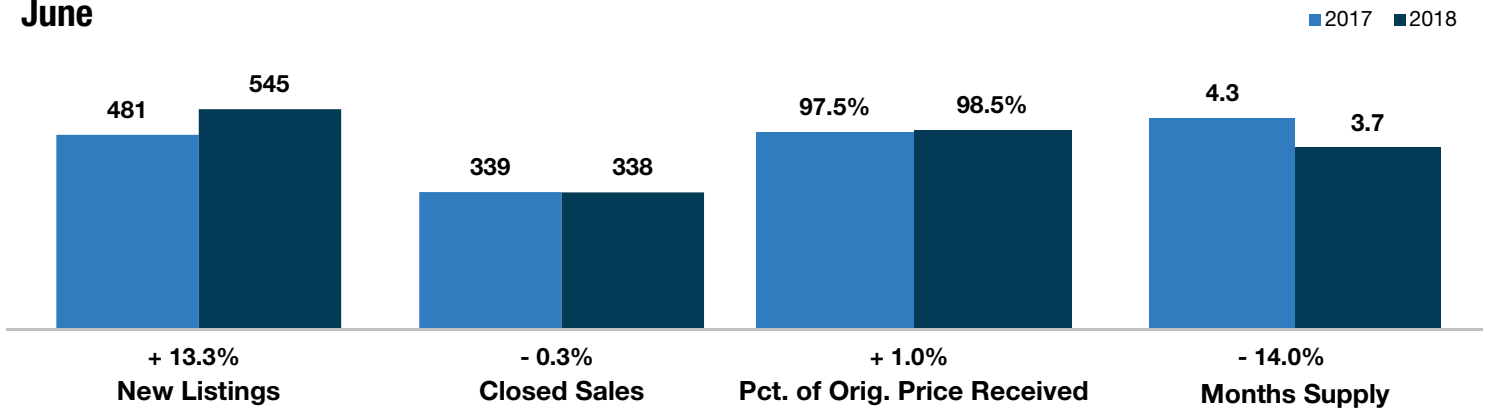


## 7E – East Central Region

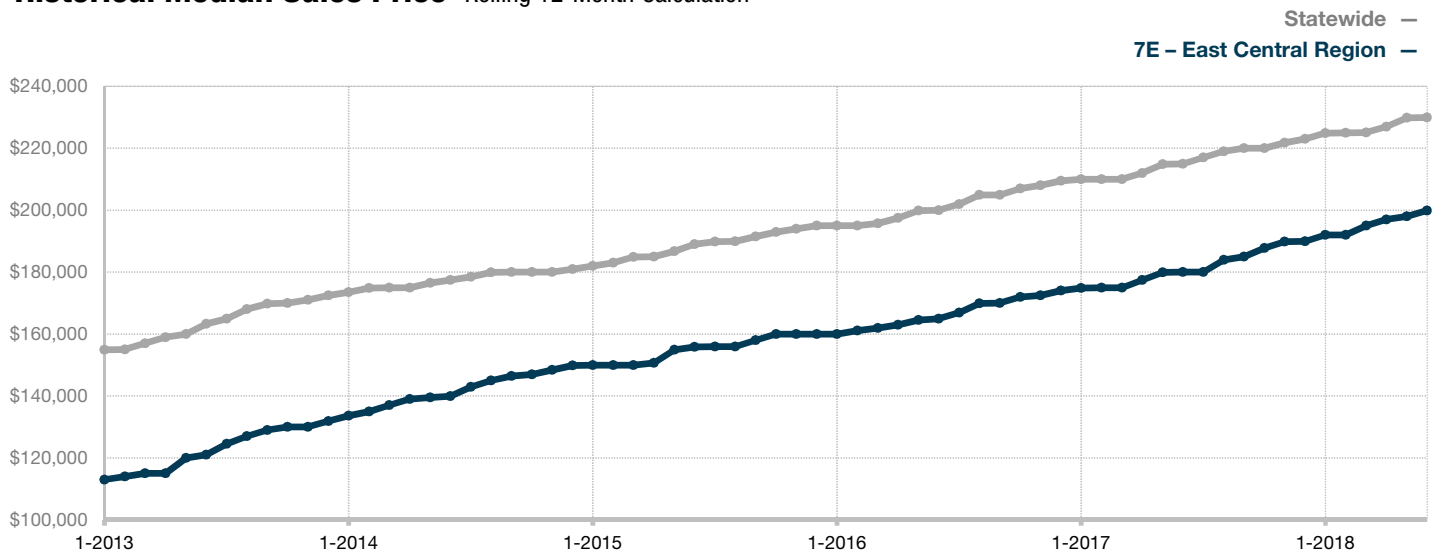
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	481	<b>545</b>	+ 13.3%	2,250	<b>2,186</b>	- 2.8%
Closed Sales	339	<b>338</b>	- 0.3%	1,313	<b>1,235</b>	- 5.9%
Median Sales Price*	\$200,000	<b>\$210,000</b>	+ 5.0%	\$187,000	<b>\$205,000</b>	+ 9.6%
Percent of Original List Price Received*	97.5%	<b>98.5%</b>	+ 1.0%	96.6%	<b>97.1%</b>	+ 0.5%
Days on Market Until Sale	59	<b>46</b>	- 22.0%	67	<b>57</b>	- 14.9%
Months Supply of Inventory	4.3	<b>3.7</b>	- 14.0%	--	--	--

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### June



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



# Local Market Update for June 2018

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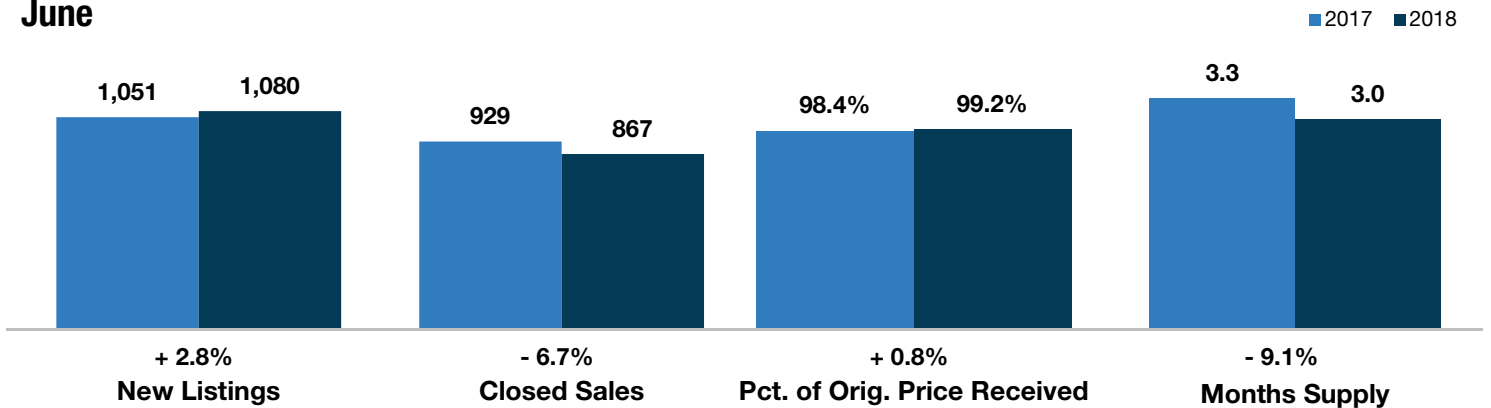


## 7W – Central Region

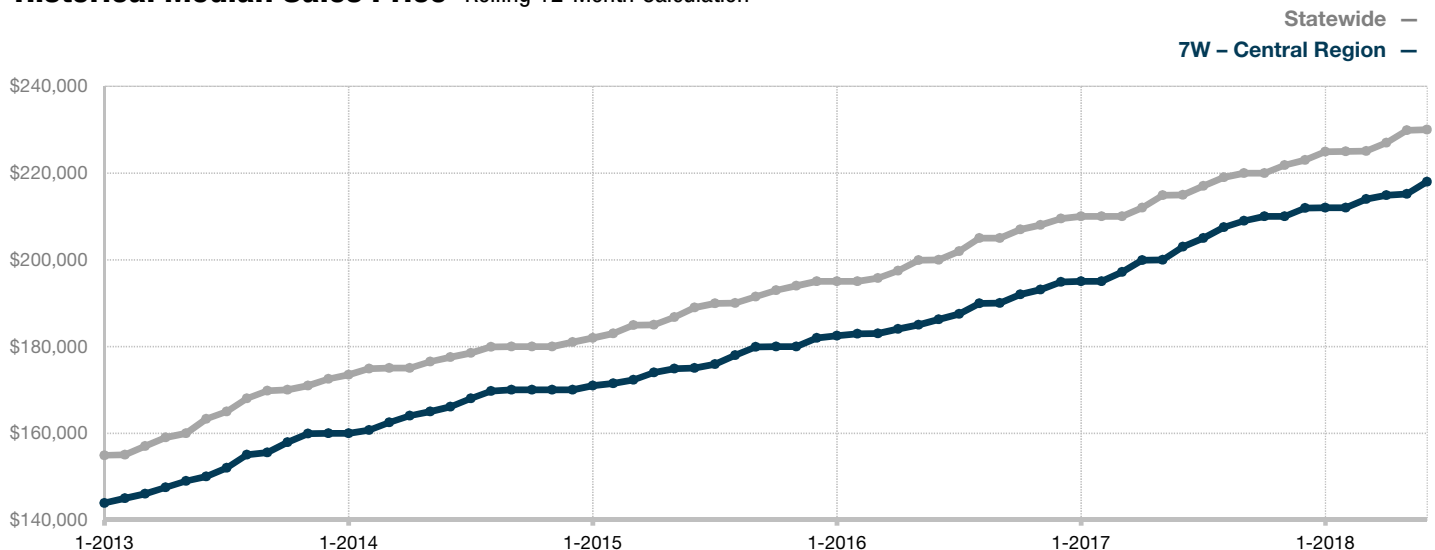
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	1,051	<b>1,080</b>	+ 2.8%	5,421	<b>5,301</b>	- 2.2%
Closed Sales	929	<b>867</b>	- 6.7%	3,527	<b>3,336</b>	- 5.4%
Median Sales Price*	\$215,000	<b>\$234,900</b>	+ 9.3%	\$209,900	<b>\$223,375</b>	+ 6.4%
Percent of Original List Price Received*	98.4%	<b>99.2%</b>	+ 0.8%	97.7%	<b>98.3%</b>	+ 0.6%
Days on Market Until Sale	41	<b>39</b>	- 4.9%	53	<b>49</b>	- 7.5%
Months Supply of Inventory	3.3	<b>3.0</b>	- 9.1%	--	--	--

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### June



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



# Local Market Update for June 2018

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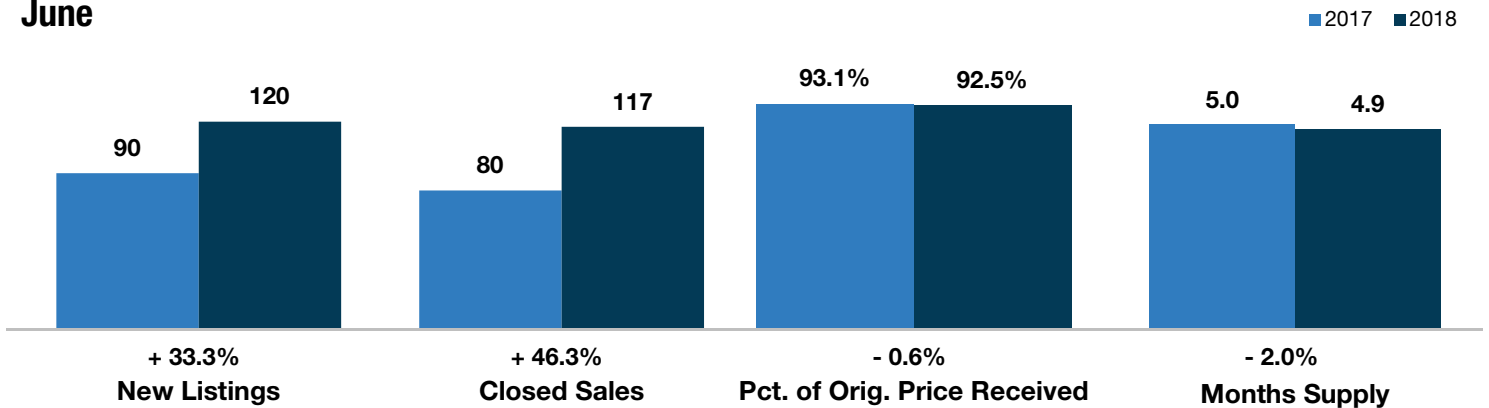


## 8 – Southwest Region

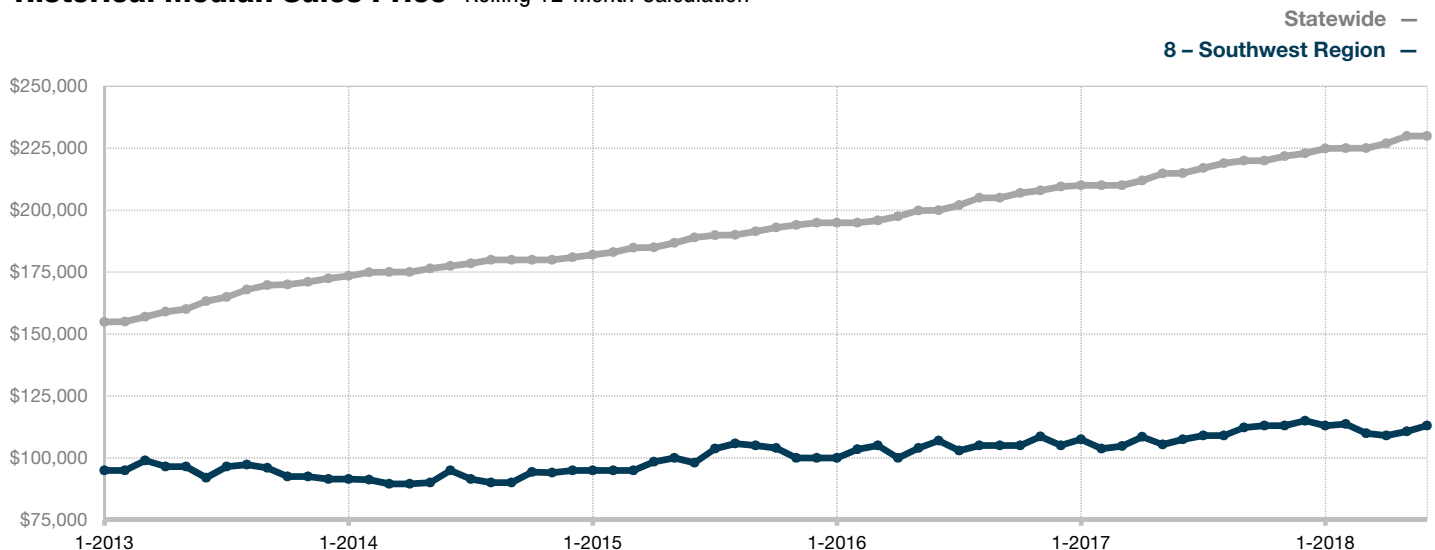
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	90	120	+ 33.3%	488	590	+ 20.9%
Closed Sales	80	117	+ 46.3%	335	435	+ 29.9%
Median Sales Price*	\$119,000	\$123,250	+ 3.6%	\$116,000	\$111,650	- 3.8%
Percent of Original List Price Received*	93.1%	92.5%	- 0.6%	91.3%	91.1%	- 0.2%
Days on Market Until Sale	98	73	- 25.5%	114	88	- 22.8%
Months Supply of Inventory	5.0	4.9	- 2.0%	--	--	--

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### June



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



# Local Market Update for June 2018

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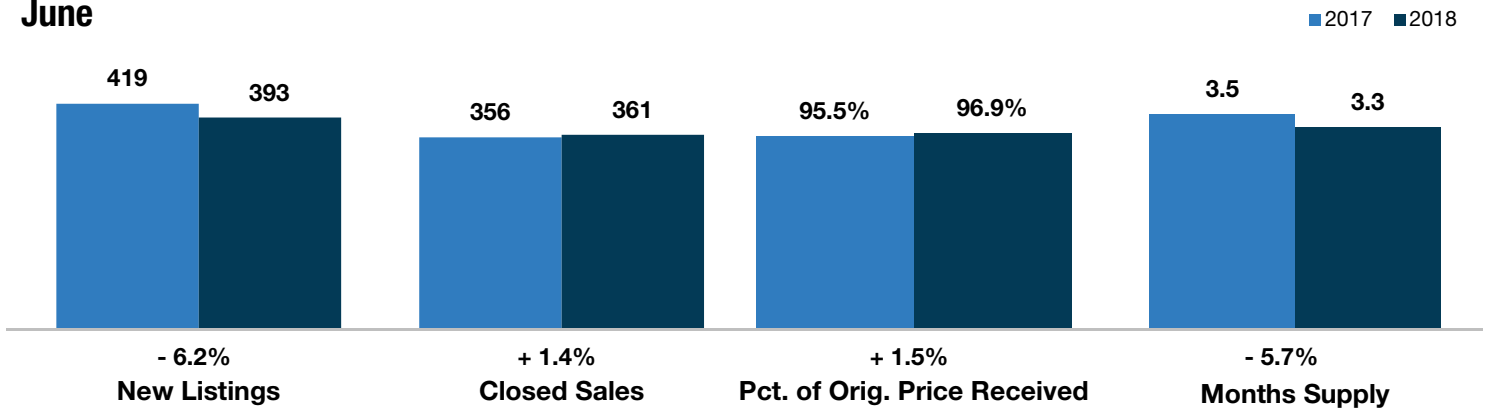


## 9 – South Central Region

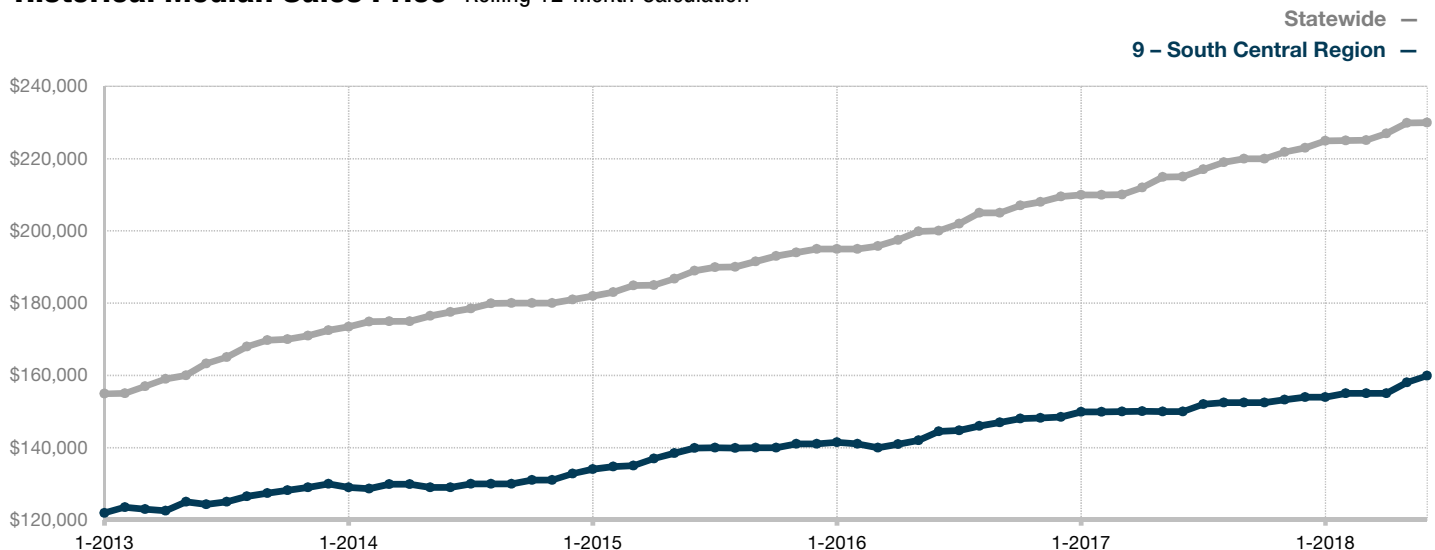
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	419	<b>393</b>	- 6.2%	2,012	<b>1,958</b>	- 2.7%
Closed Sales	356	<b>361</b>	+ 1.4%	1,437	<b>1,371</b>	- 4.6%
Median Sales Price*	\$157,500	<b>\$170,000</b>	+ 7.9%	\$149,900	<b>\$164,850</b>	+ 10.0%
Percent of Original List Price Received*	95.5%	<b>96.9%</b>	+ 1.5%	94.4%	<b>95.9%</b>	+ 1.6%
Days on Market Until Sale	94	<b>81</b>	- 13.8%	107	<b>95</b>	- 11.2%
Months Supply of Inventory	3.5	<b>3.3</b>	- 5.7%	--	--	--

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### June



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



# Local Market Update for June 2018

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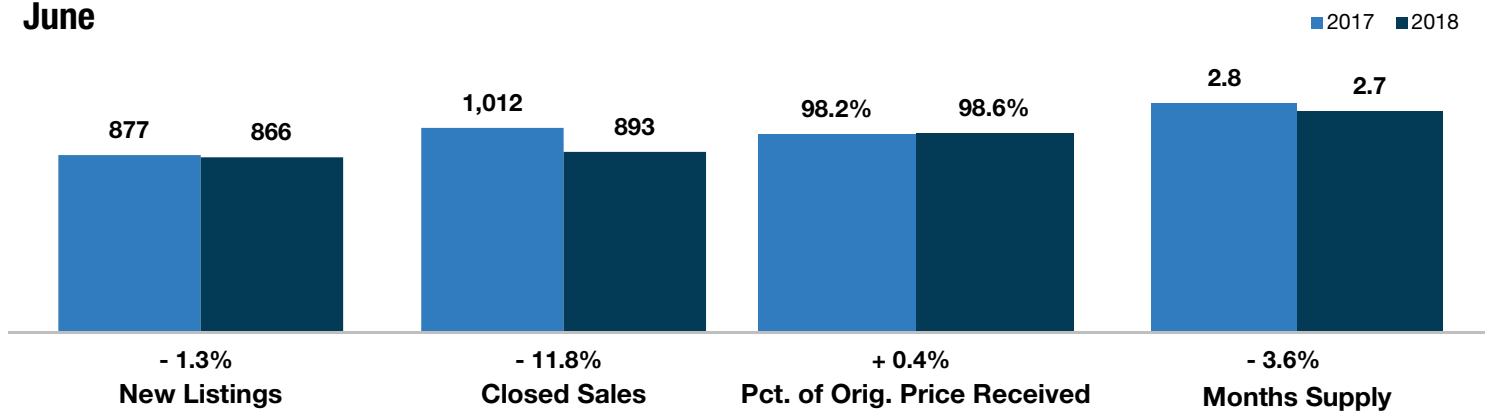


## 10 – Southeast Region

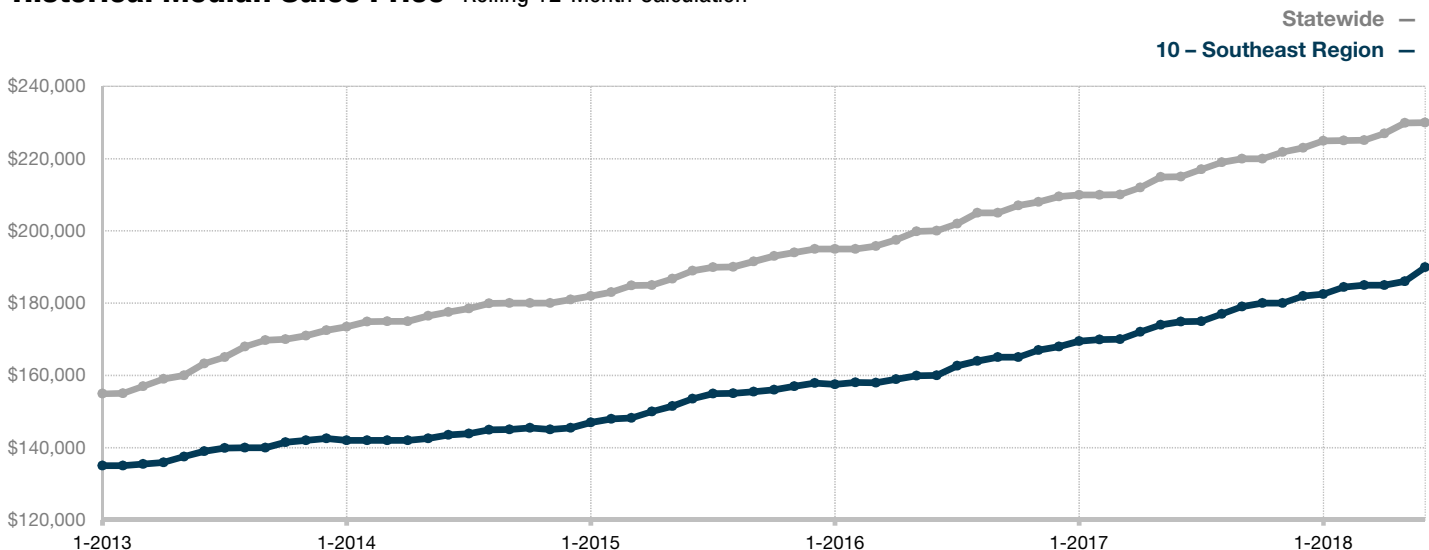
Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	877	866	- 1.3%	4,670	4,363	- 6.6%
Closed Sales	1,012	893	- 11.8%	3,459	3,211	- 7.2%
Median Sales Price*	\$188,250	\$208,104	+ 10.5%	\$179,900	\$195,000	+ 8.4%
Percent of Original List Price Received*	98.2%	98.6%	+ 0.4%	97.1%	97.3%	+ 0.2%
Days on Market Until Sale	55	45	- 18.2%	68	62	- 8.8%
Months Supply of Inventory	2.8	2.7	- 3.6%	--	--	--

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### June



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



# Local Market Update for June 2018

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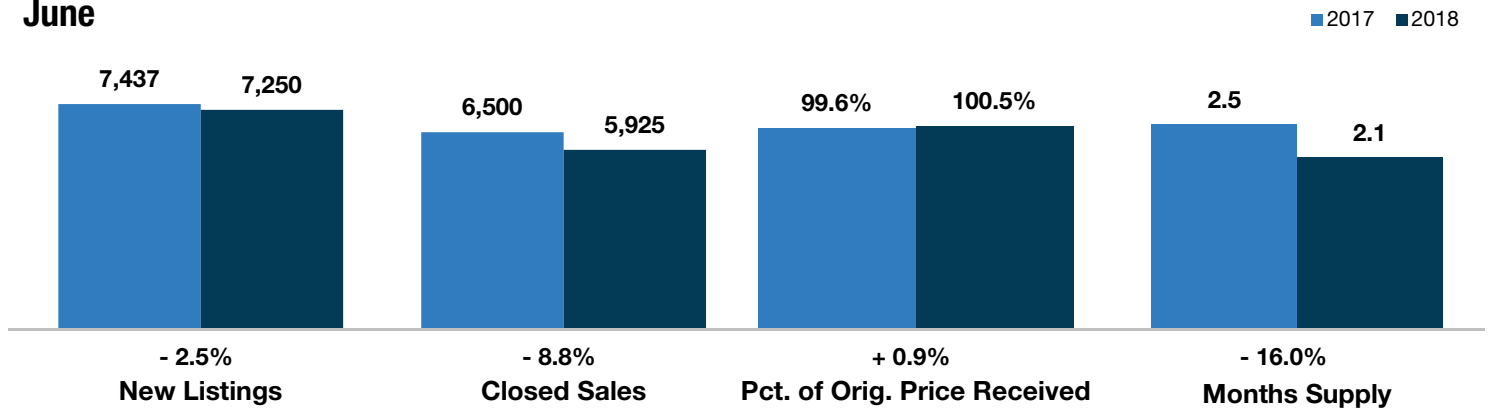


## 11 – 7-County Twin Cities Region

Key Metrics	June			Year to Date		
	2017	2018	Percent Change	Thru 6-2017	Thru 6-2018	Percent Change
New Listings	7,437	<b>7,250</b>	- 2.5%	36,674	<b>34,319</b>	- 6.4%
Closed Sales	6,500	<b>5,925</b>	- 8.8%	24,686	<b>22,966</b>	- 7.0%
Median Sales Price*	\$262,900	<b>\$279,900</b>	+ 6.5%	\$249,950	<b>\$270,000</b>	+ 8.0%
Percent of Original List Price Received*	99.6%	<b>100.5%</b>	+ 0.9%	98.7%	<b>99.6%</b>	+ 0.9%
Days on Market Until Sale	32	<b>28</b>	- 12.5%	41	<b>37</b>	- 9.8%
Months Supply of Inventory	2.5	<b>2.1</b>	- 16.0%	--	--	--

\* 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.

### June



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

