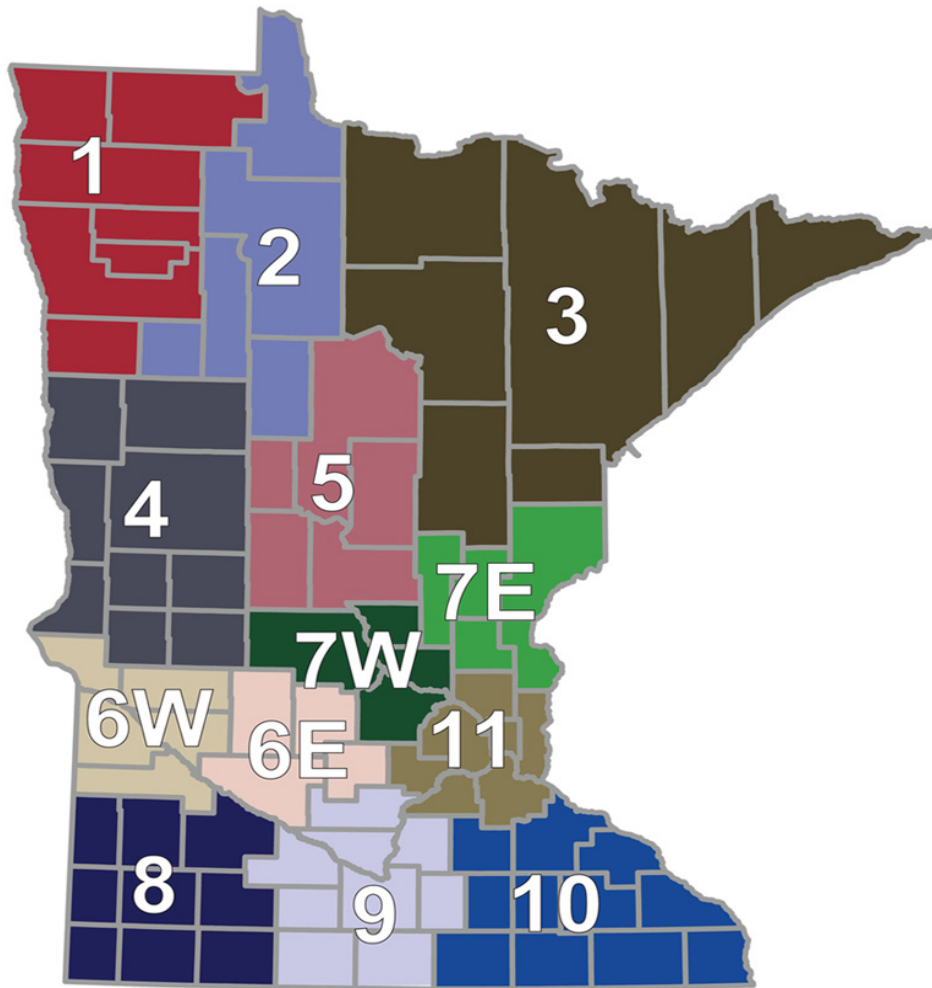


# Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

# Local Market Update for July 2018

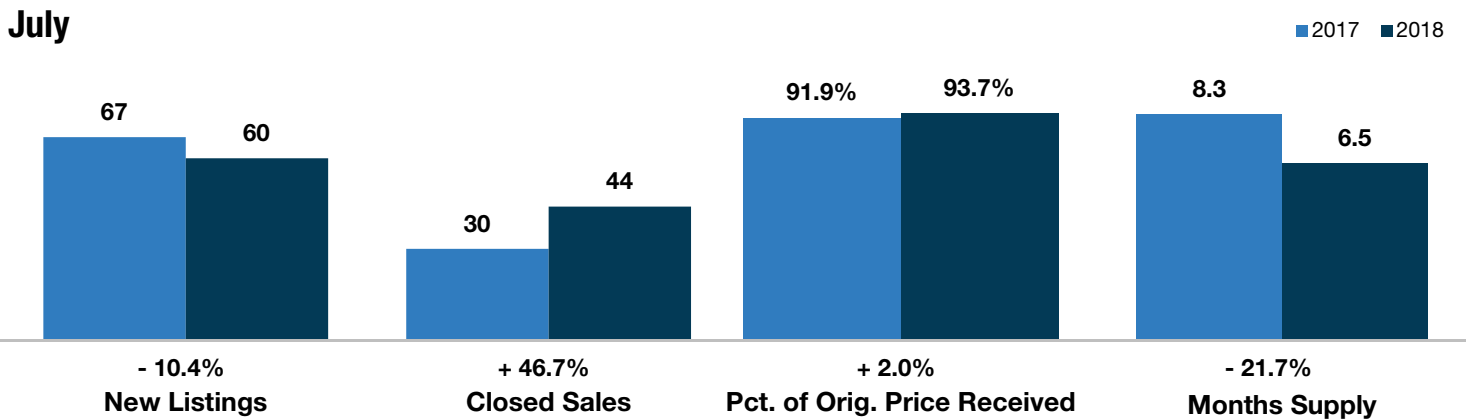
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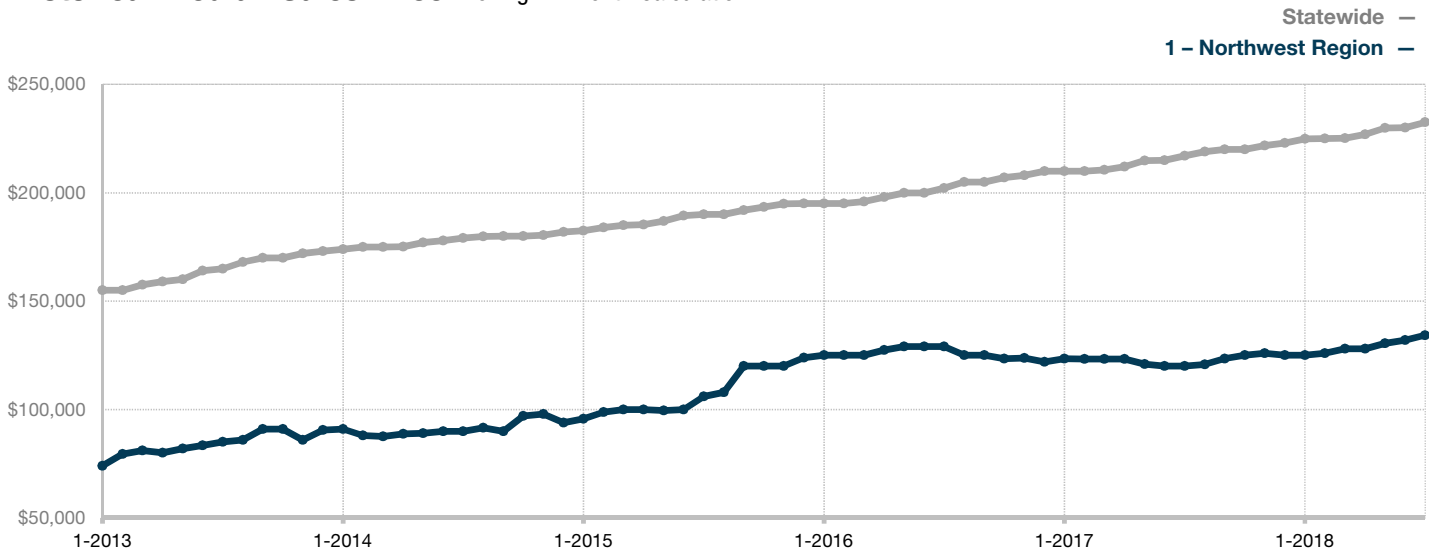
## 1 – Northwest Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	67	60	- 10.4%	419	404	- 3.6%
Closed Sales	30	44	+ 46.7%	236	225	- 4.7%
Median Sales Price*	\$124,000	\$158,500	+ 27.8%	\$120,000	\$140,000	+ 16.7%
Percent of Original List Price Received*	91.9%	93.7%	+ 2.0%	92.0%	91.9%	- 0.1%
Days on Market Until Sale	103	140	+ 35.9%	140	161	+ 15.0%
Months Supply of Inventory	8.3	6.5	- 21.7%	--	--	--

\* 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.



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



# Local Market Update for July 2018

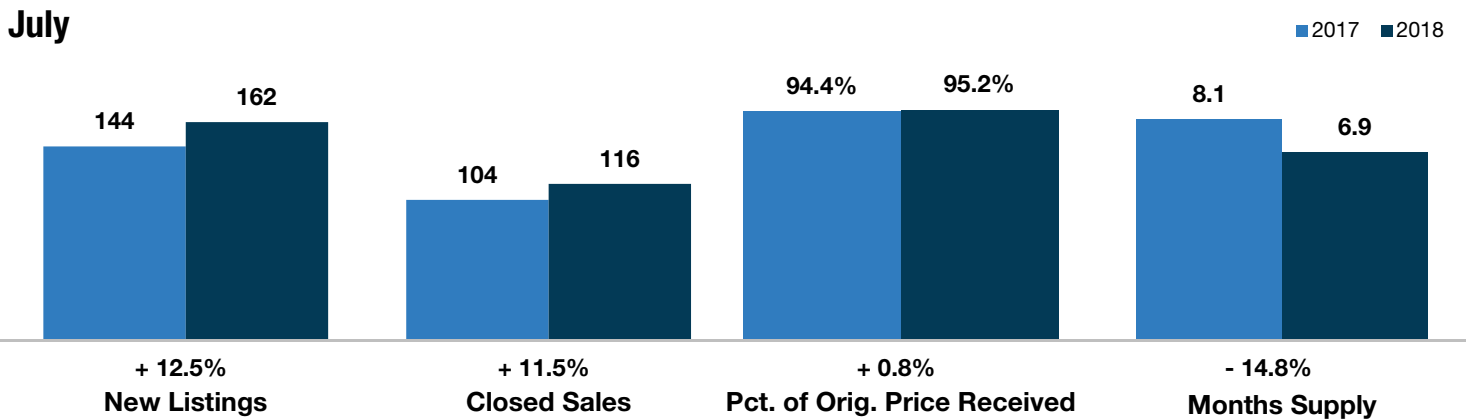
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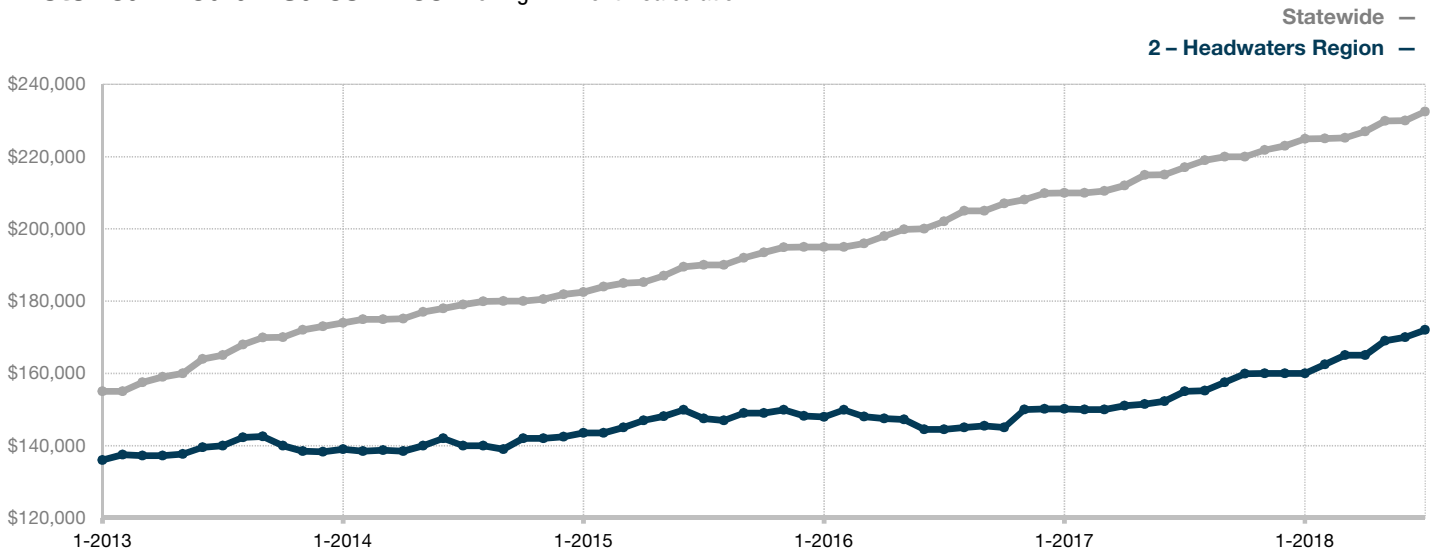
## 2 – Headwaters Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	144	<b>162</b>	+ 12.5%	1,065	<b>1,057</b>	- 0.8%
Closed Sales	104	<b>116</b>	+ 11.5%	539	<b>583</b>	+ 8.2%
Median Sales Price*	\$165,000	<b>\$184,900</b>	+ 12.1%	\$155,000	<b>\$175,000</b>	+ 12.9%
Percent of Original List Price Received*	94.4%	<b>95.2%</b>	+ 0.8%	93.8%	<b>94.4%</b>	+ 0.6%
Days on Market Until Sale	109	<b>89</b>	- 18.3%	120	<b>115</b>	- 4.2%
Months Supply of Inventory	8.1	<b>6.9</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.



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



# Local Market Update for July 2018

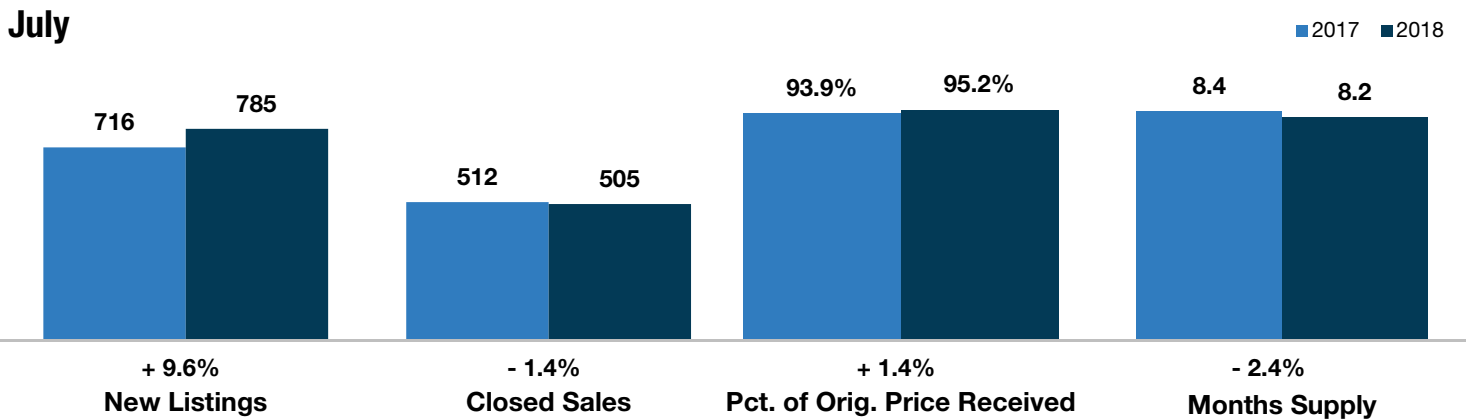
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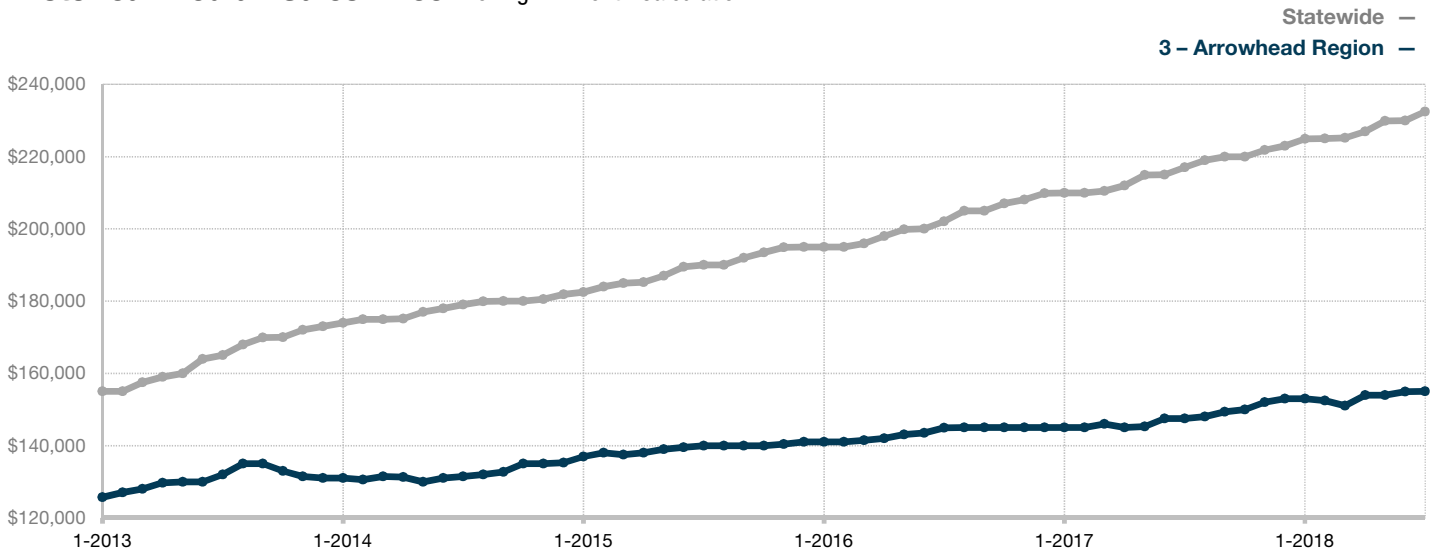
## 3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	716	<b>785</b>	+ 9.6%	5,056	<b>4,855</b>	- 4.0%
Closed Sales	512	<b>505</b>	- 1.4%	2,630	<b>2,470</b>	- 6.1%
Median Sales Price*	\$158,000	<b>\$165,500</b>	+ 4.7%	\$150,000	<b>\$154,900</b>	+ 3.3%
Percent of Original List Price Received*	93.9%	<b>95.2%</b>	+ 1.4%	93.3%	<b>94.2%</b>	+ 1.0%
Days on Market Until Sale	83	<b>86</b>	+ 3.6%	103	<b>98</b>	- 4.9%
Months Supply of Inventory	8.4	<b>8.2</b>	- 2.4%	--	--	--

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



# Local Market Update for July 2018

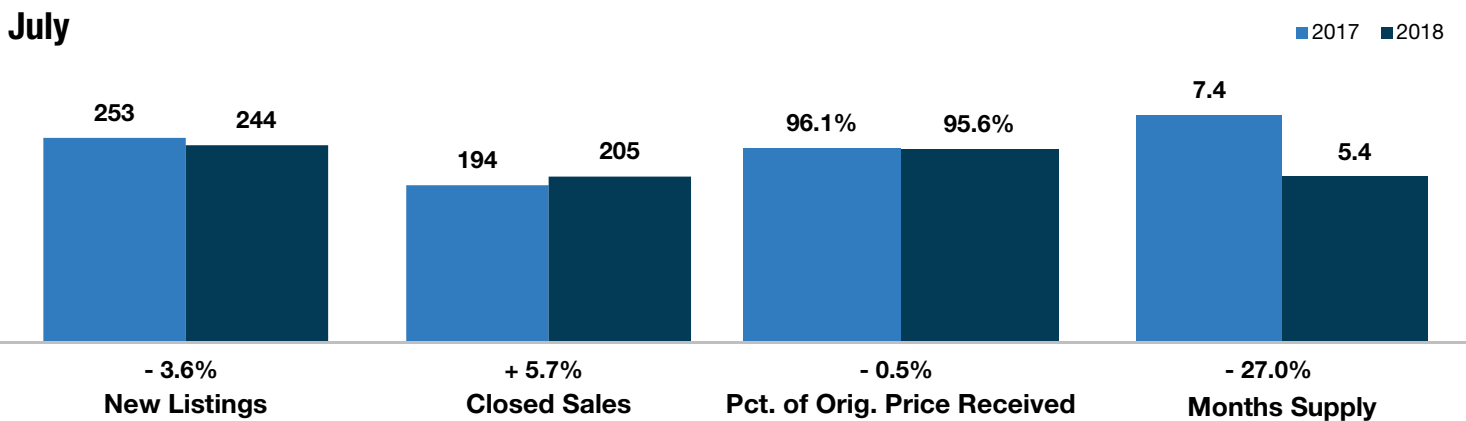
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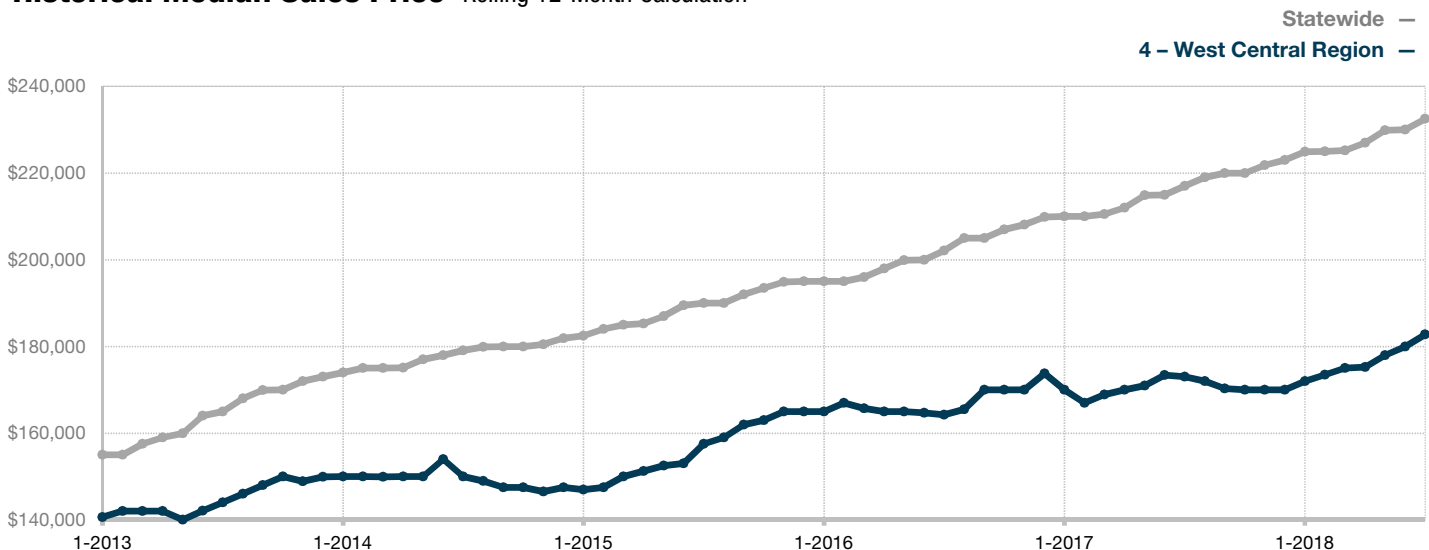
## 4 – West Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	253	<b>244</b>	- 3.6%	1,864	<b>1,775</b>	- 4.8%
Closed Sales	194	<b>205</b>	+ 5.7%	1,082	<b>1,100</b>	+ 1.7%
Median Sales Price*	\$175,000	<b>\$189,900</b>	+ 8.5%	\$170,000	<b>\$191,500</b>	+ 12.6%
Percent of Original List Price Received*	96.1%	<b>95.6%</b>	- 0.5%	94.9%	<b>94.7%</b>	- 0.2%
Days on Market Until Sale	68	<b>66</b>	- 2.9%	86	<b>83</b>	- 3.5%
Months Supply of Inventory	7.4	<b>5.4</b>	- 27.0%	--	--	--

\* 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.



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



# Local Market Update for July 2018

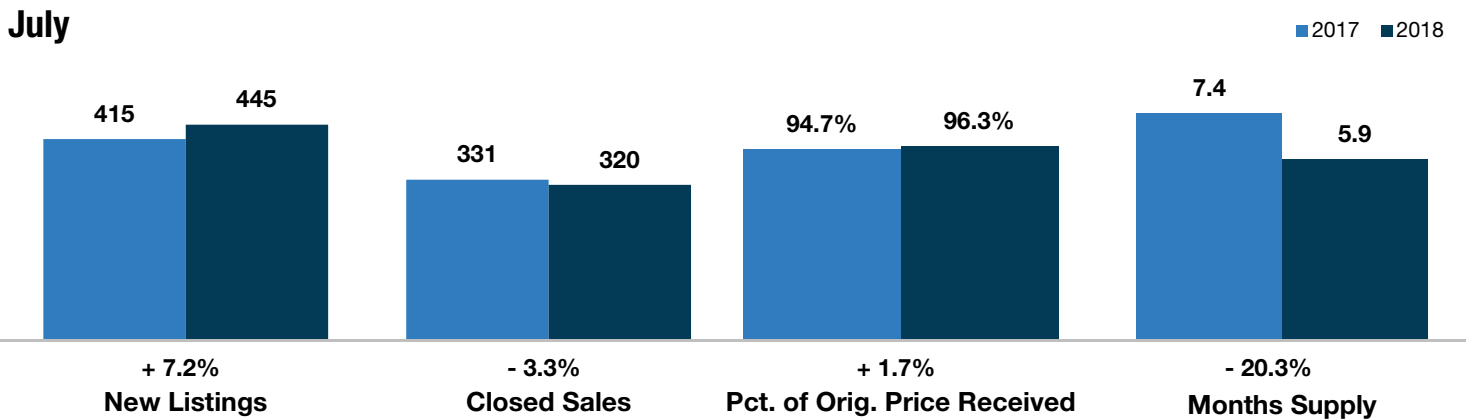
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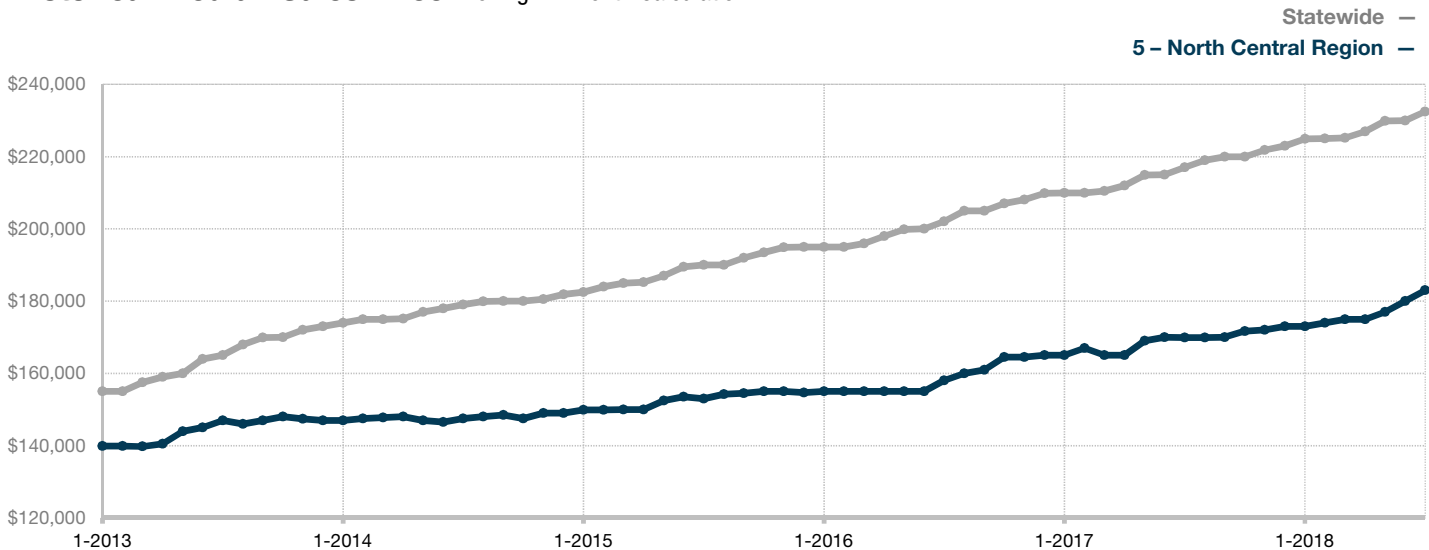
## 5 – North Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	415	<b>445</b>	+ 7.2%	3,043	<b>2,828</b>	- 7.1%
Closed Sales	331	<b>320</b>	- 3.3%	1,684	<b>1,624</b>	- 3.6%
Median Sales Price*	\$167,950	<b>\$199,200</b>	+ 18.6%	\$169,900	<b>\$185,700</b>	+ 9.3%
Percent of Original List Price Received*	94.7%	<b>96.3%</b>	+ 1.7%	93.9%	<b>94.7%</b>	+ 0.9%
Days on Market Until Sale	83	<b>59</b>	- 28.9%	93	<b>86</b>	- 7.5%
Months Supply of Inventory	7.4	<b>5.9</b>	- 20.3%	--	--	--

\* 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.



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



# Local Market Update for July 2018

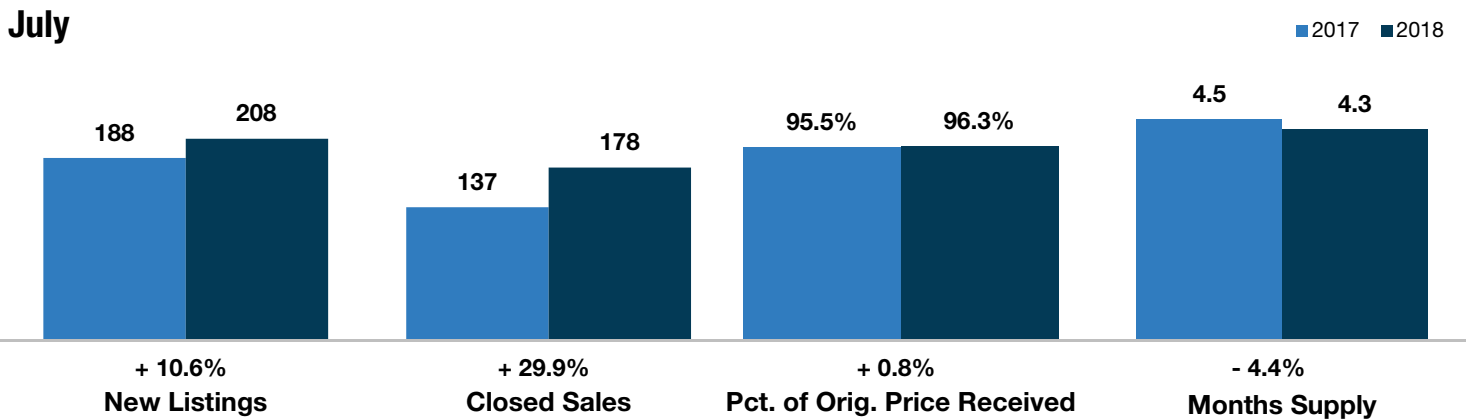
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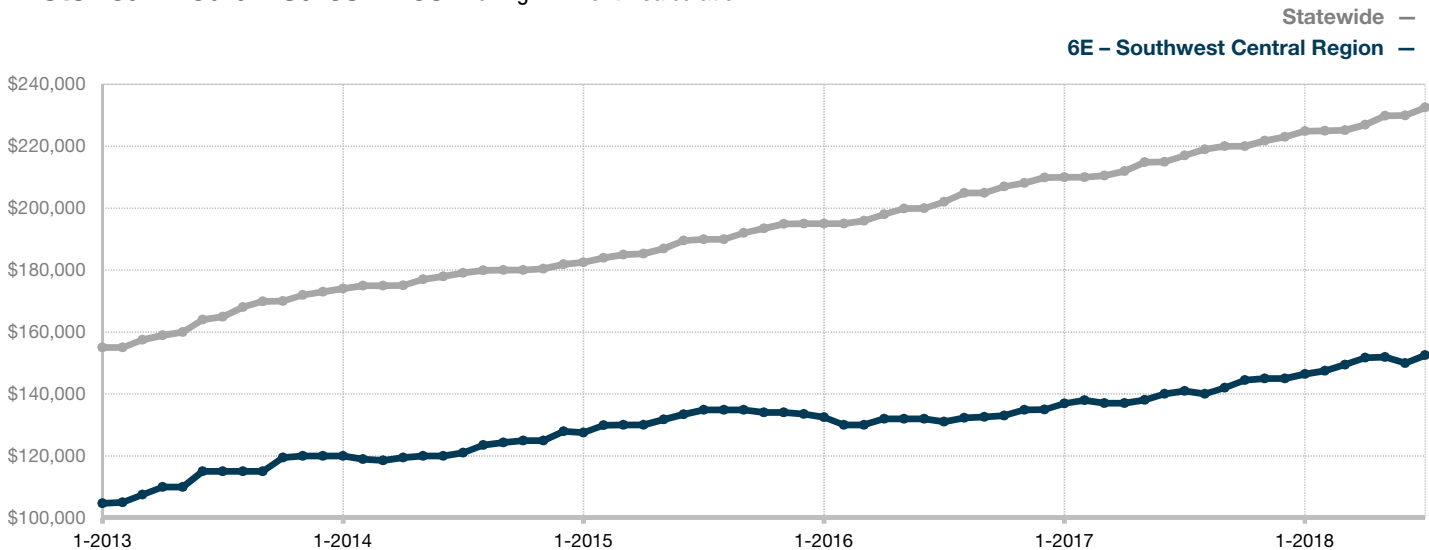
## 6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	188	<b>208</b>	+ 10.6%	1,288	<b>1,316</b>	+ 2.2%
Closed Sales	137	<b>178</b>	+ 29.9%	860	<b>892</b>	+ 3.7%
Median Sales Price*	\$146,000	<b>\$160,000</b>	+ 9.6%	\$144,000	<b>\$155,000</b>	+ 7.6%
Percent of Original List Price Received*	95.5%	<b>96.3%</b>	+ 0.8%	95.0%	<b>95.9%</b>	+ 0.9%
Days on Market Until Sale	69	<b>56</b>	- 18.8%	78	<b>71</b>	- 9.0%
Months Supply of Inventory	4.5	<b>4.3</b>	- 4.4%	--	--	--

\* 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.



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



# Local Market Update for July 2018

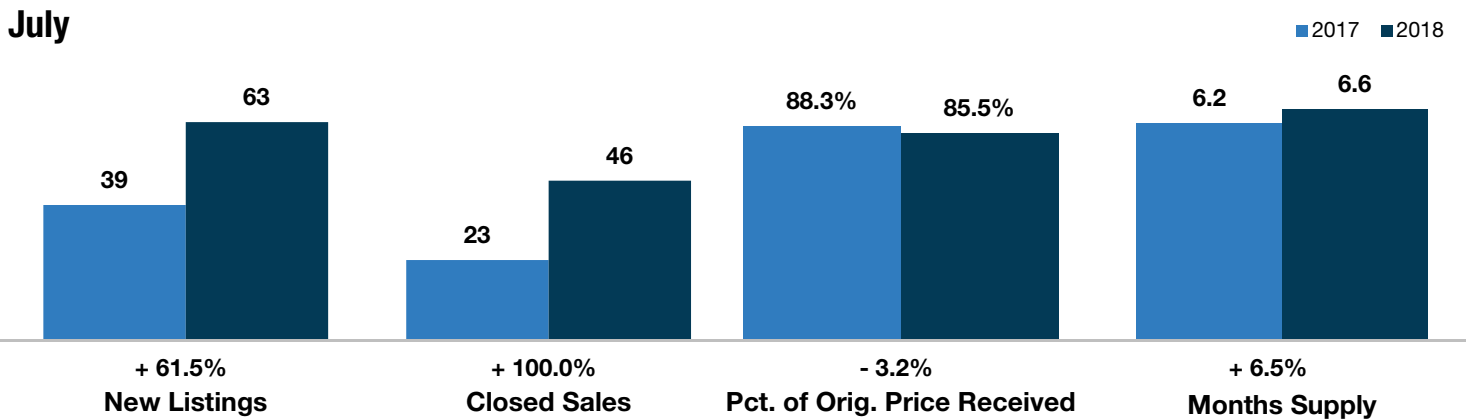
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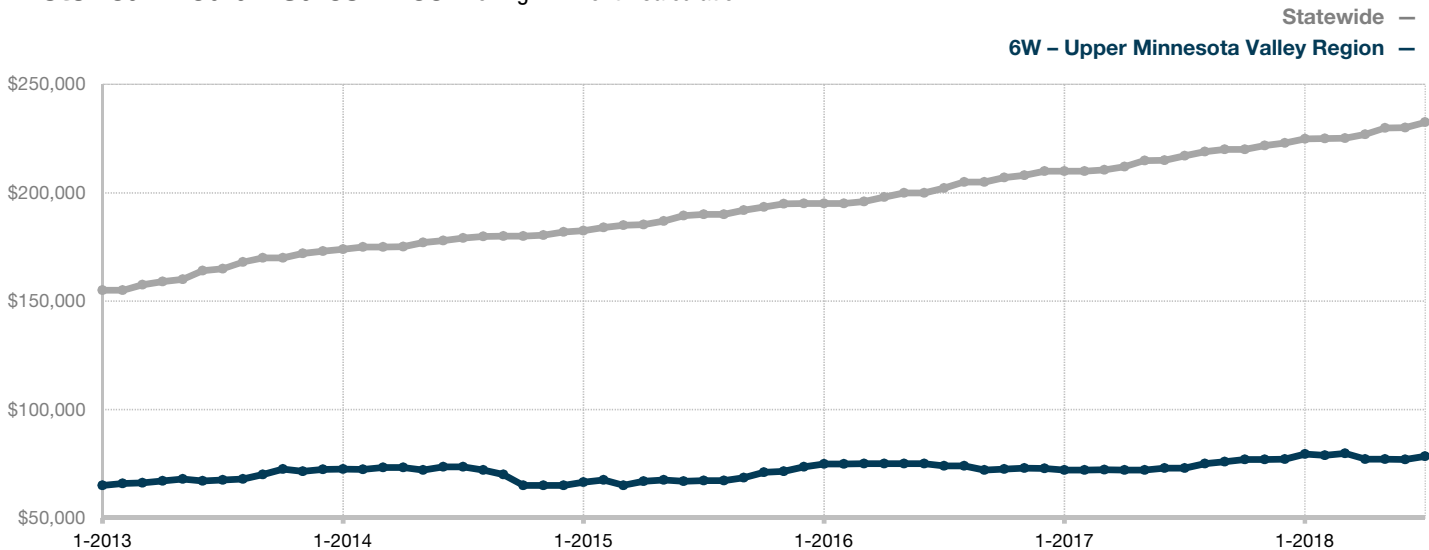
## 6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	39	<b>63</b>	+ 61.5%	282	<b>318</b>	+ 12.8%
Closed Sales	23	<b>46</b>	+ 100.0%	229	<b>215</b>	- 6.1%
Median Sales Price*	\$74,000	<b>\$89,000</b>	+ 20.3%	\$73,995	<b>\$72,750</b>	- 1.7%
Percent of Original List Price Received*	88.3%	<b>85.5%</b>	- 3.2%	88.7%	<b>88.1%</b>	- 0.7%
Days on Market Until Sale	134	<b>134</b>	0.0%	146	<b>126</b>	- 13.7%
Months Supply of Inventory	6.2	<b>6.6</b>	+ 6.5%	--	--	--

\* 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.



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





# Local Market Update for July 2018

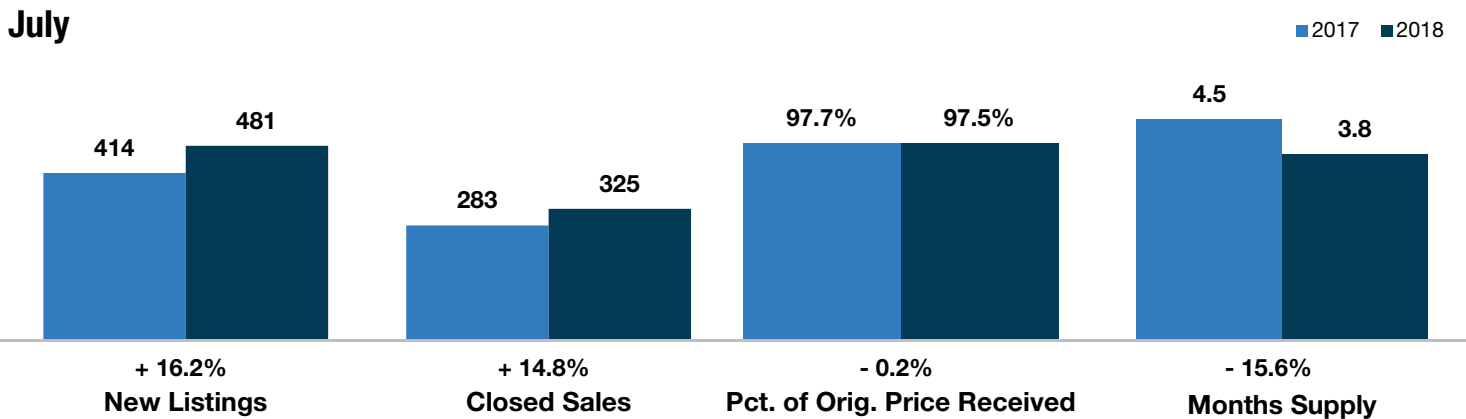
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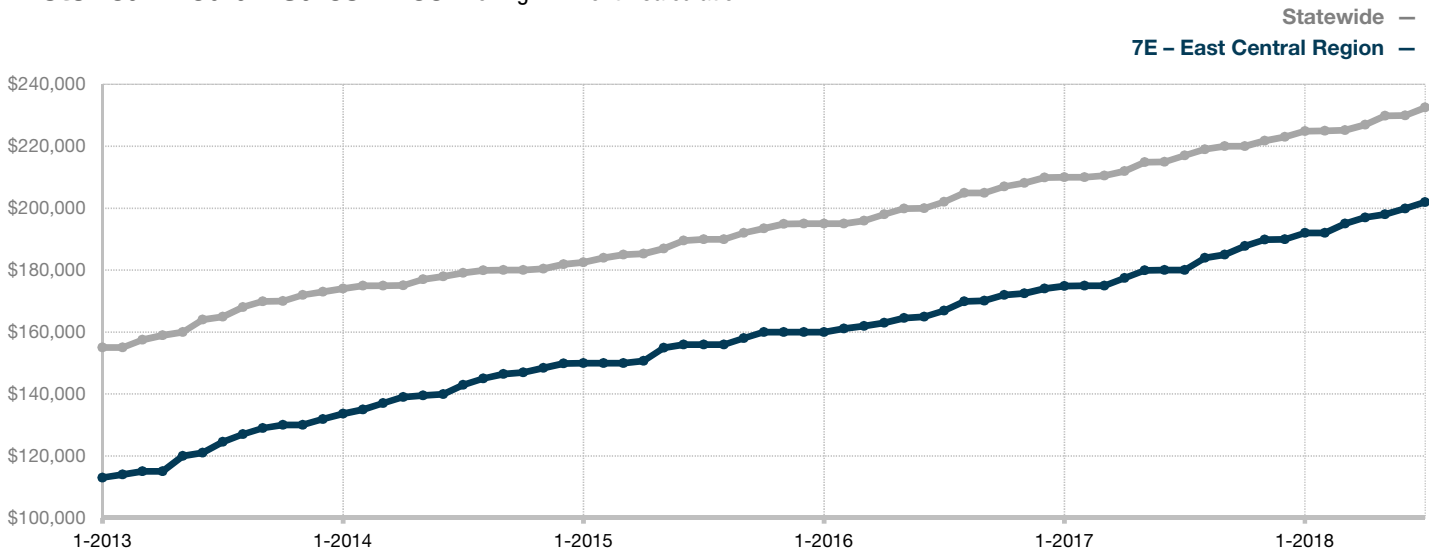
## 7E – East Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	414	<b>481</b>	+ 16.2%	2,665	<b>2,667</b>	+ 0.1%
Closed Sales	283	<b>325</b>	+ 14.8%	1,596	<b>1,567</b>	- 1.8%
Median Sales Price*	\$182,400	<b>\$215,500</b>	+ 18.1%	\$186,000	<b>\$208,000</b>	+ 11.8%
Percent of Original List Price Received*	97.7%	<b>97.5%</b>	- 0.2%	96.8%	<b>97.2%</b>	+ 0.4%
Days on Market Until Sale	50	<b>44</b>	- 12.0%	64	<b>55</b>	- 14.1%
Months Supply of Inventory	4.5	<b>3.8</b>	- 15.6%	--	--	--

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



# Local Market Update for July 2018

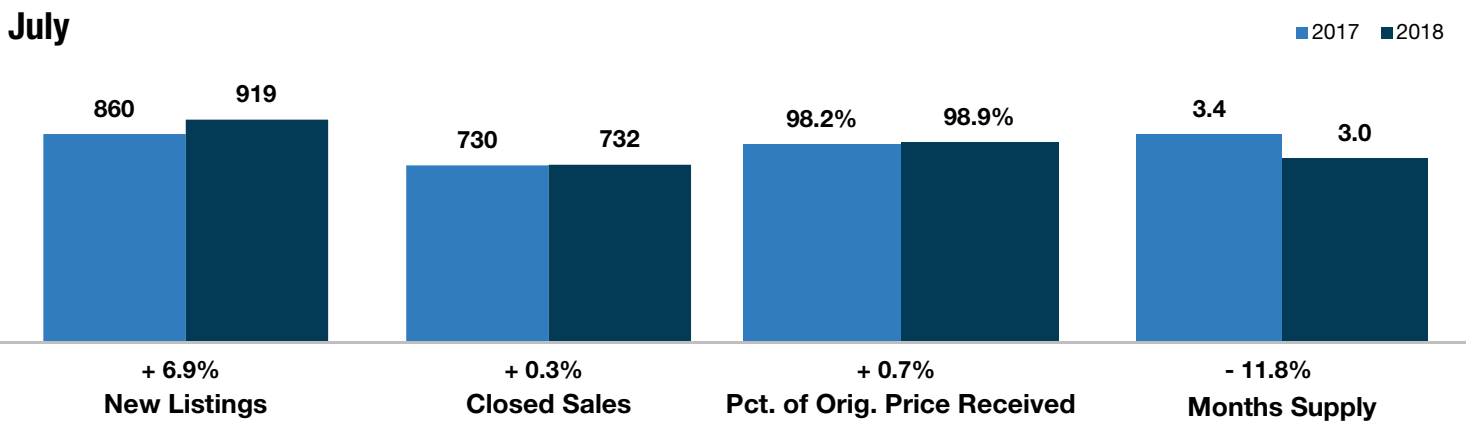
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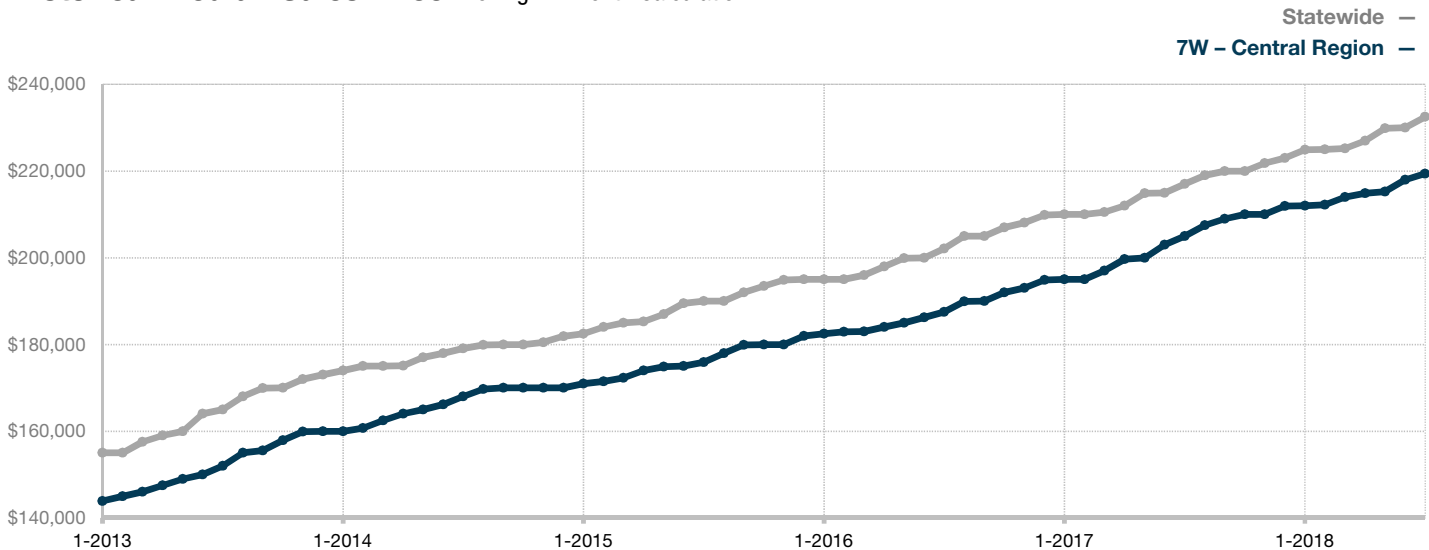
## 7W – Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	860	<b>919</b>	+ 6.9%	6,283	<b>6,219</b>	- 1.0%
Closed Sales	730	<b>732</b>	+ 0.3%	4,258	<b>4,073</b>	- 4.3%
Median Sales Price*	\$216,213	<b>\$225,000</b>	+ 4.1%	\$210,000	<b>\$224,900</b>	+ 7.1%
Percent of Original List Price Received*	98.2%	<b>98.9%</b>	+ 0.7%	97.7%	<b>98.4%</b>	+ 0.7%
Days on Market Until Sale	42	<b>40</b>	- 4.8%	51	<b>47</b>	- 7.8%
Months Supply of Inventory	3.4	<b>3.0</b>	- 11.8%	--	--	--

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



# Local Market Update for July 2018

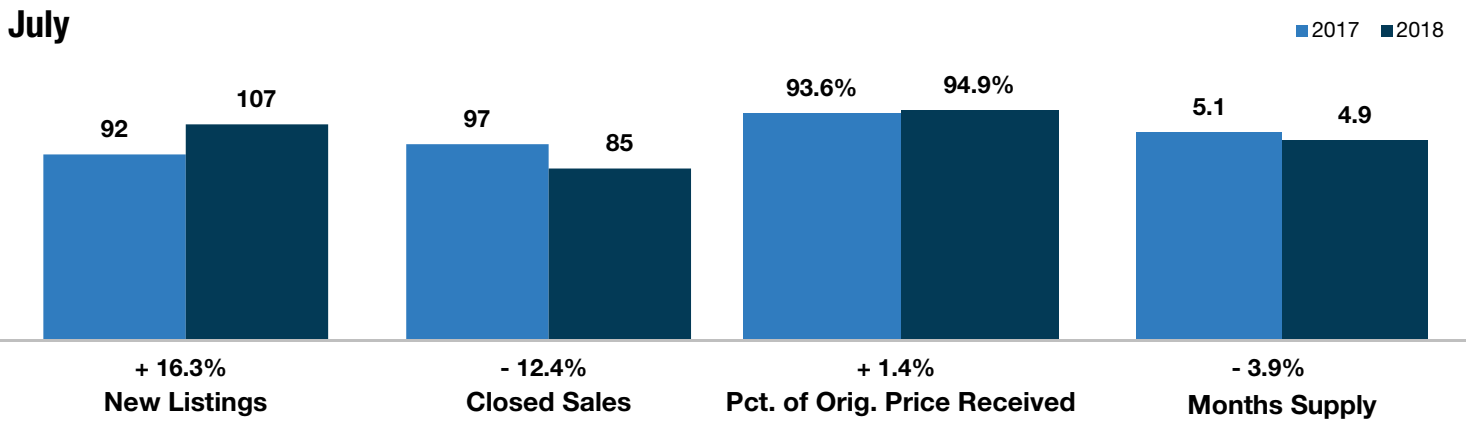
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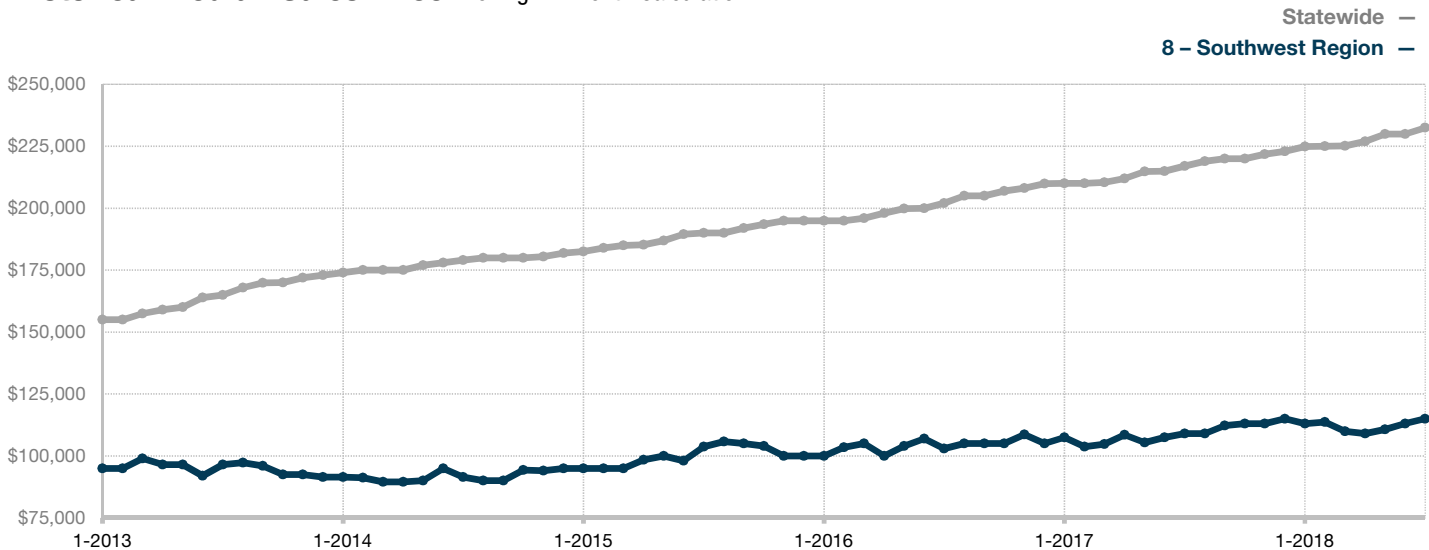
## 8 – Southwest Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	92	107	+ 16.3%	579	707	+ 22.1%
Closed Sales	97	85	- 12.4%	432	521	+ 20.6%
Median Sales Price*	\$117,000	\$160,000	+ 36.8%	\$116,000	\$115,000	- 0.9%
Percent of Original List Price Received*	93.6%	94.9%	+ 1.4%	91.8%	91.8%	0.0%
Days on Market Until Sale	80	73	- 8.8%	106	86	- 18.9%
Months Supply of Inventory	5.1	4.9	- 3.9%	--	--	--

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



# Local Market Update for July 2018

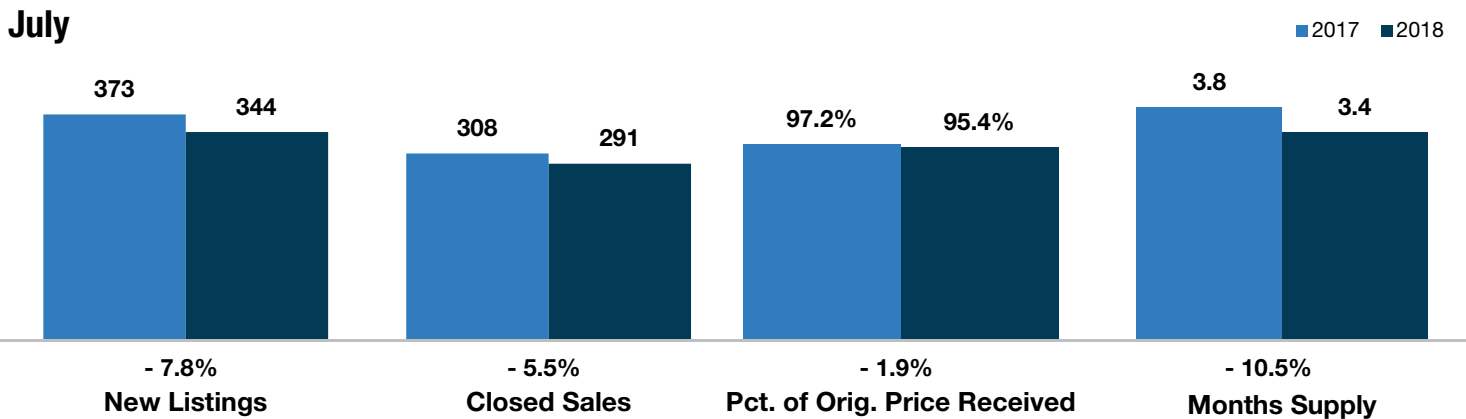
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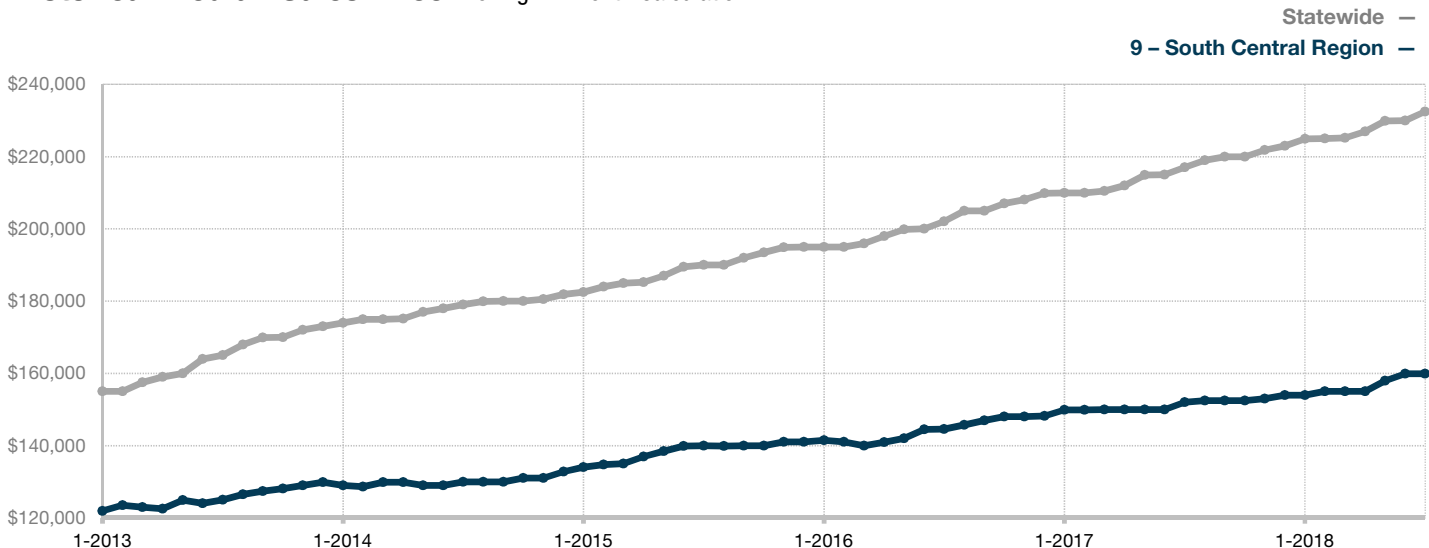
## 9 – South Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	373	<b>344</b>	- 7.8%	2,385	<b>2,313</b>	- 3.0%
Closed Sales	308	<b>291</b>	- 5.5%	1,745	<b>1,672</b>	- 4.2%
Median Sales Price*	\$171,000	<b>\$172,500</b>	+ 0.9%	\$153,000	<b>\$165,000</b>	+ 7.8%
Percent of Original List Price Received*	97.2%	<b>95.4%</b>	- 1.9%	94.9%	<b>95.8%</b>	+ 0.9%
Days on Market Until Sale	89	<b>81</b>	- 9.0%	104	<b>93</b>	- 10.6%
Months Supply of Inventory	3.8	<b>3.4</b>	- 10.5%	--	--	--

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



# Local Market Update for July 2018

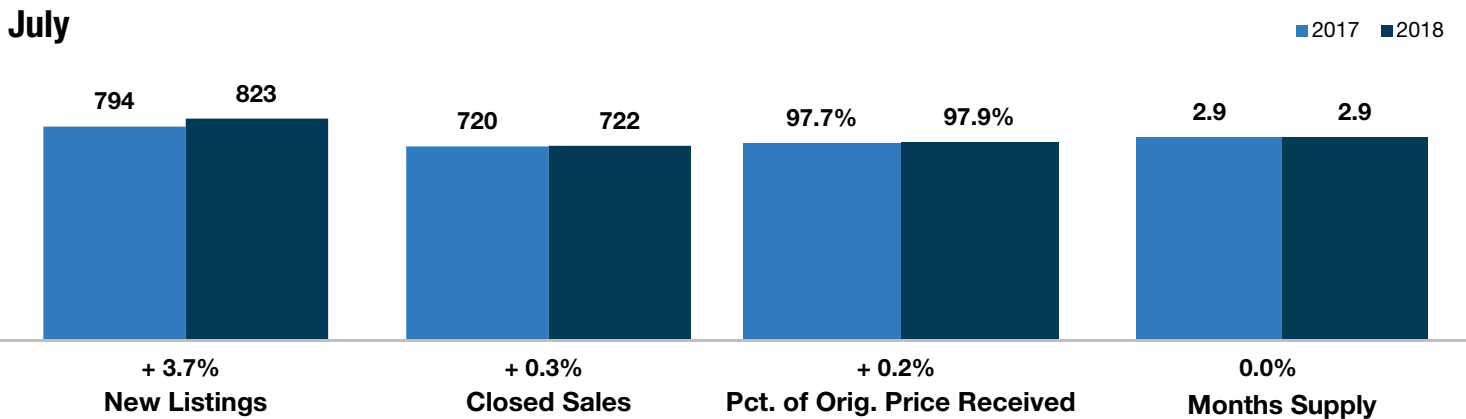
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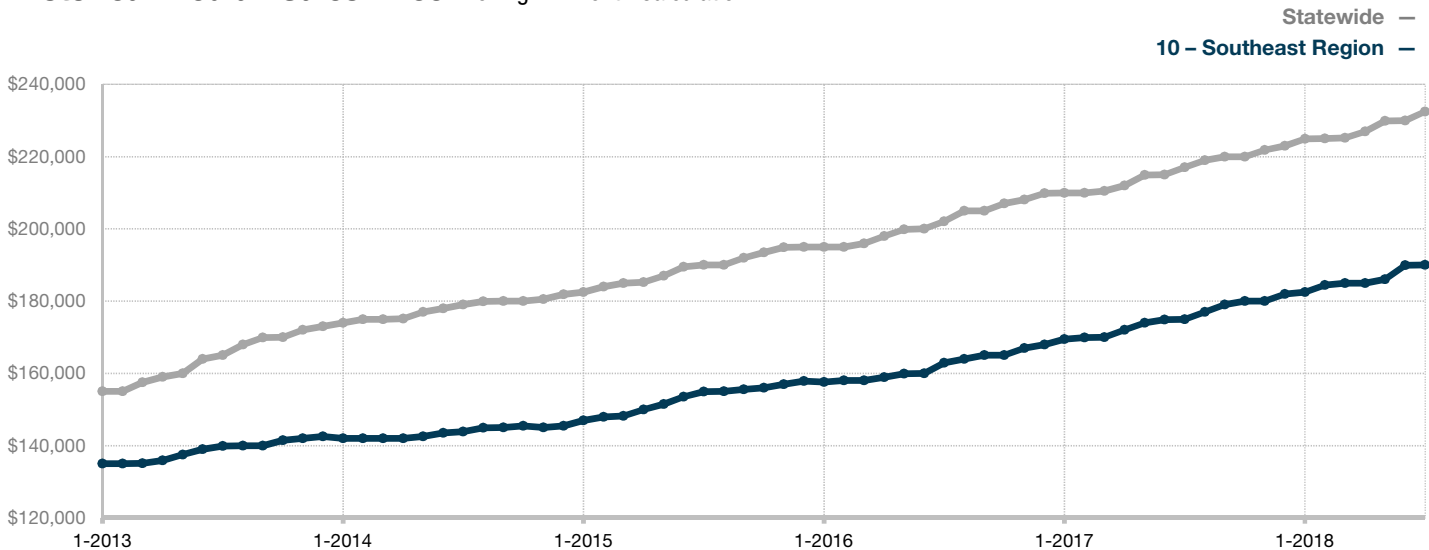
## 10 – Southeast Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	794	<b>823</b>	+ 3.7%	5,464	<b>5,200</b>	- 4.8%
Closed Sales	720	<b>722</b>	+ 0.3%	4,180	<b>3,937</b>	- 5.8%
Median Sales Price*	\$186,000	<b>\$204,000</b>	+ 9.7%	\$180,000	<b>\$196,000</b>	+ 8.9%
Percent of Original List Price Received*	97.7%	<b>97.9%</b>	+ 0.2%	97.2%	<b>97.4%</b>	+ 0.2%
Days on Market Until Sale	48	<b>51</b>	+ 6.3%	65	<b>60</b>	- 7.7%
Months Supply of Inventory	2.9	<b>2.9</b>	0.0%	--	--	--

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



# Local Market Update for July 2018

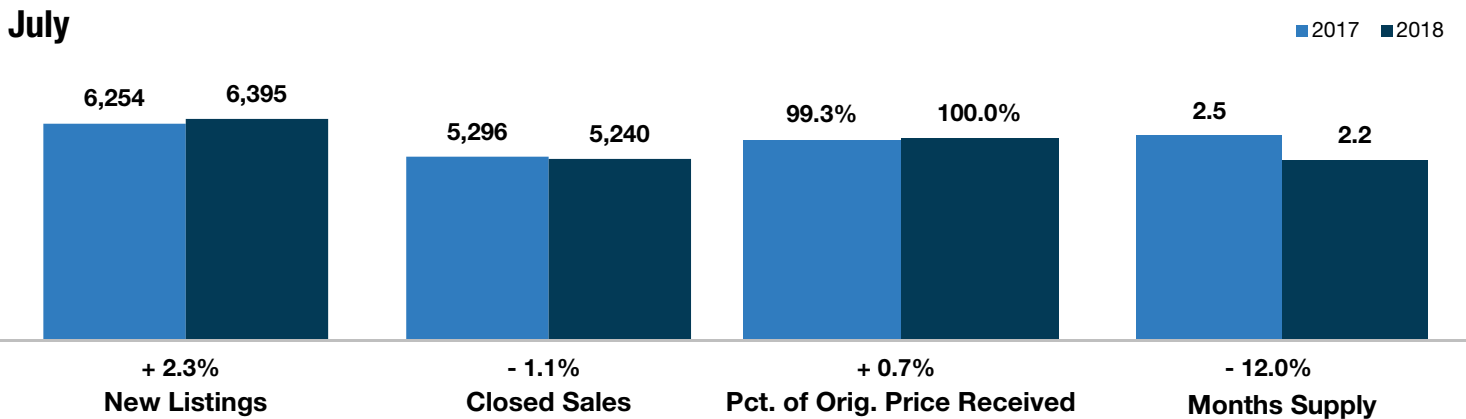
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## 11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	6,254	<b>6,395</b>	+ 2.3%	42,928	<b>40,728</b>	- 5.1%
Closed Sales	5,296	<b>5,240</b>	- 1.1%	29,982	<b>28,330</b>	- 5.5%
Median Sales Price*	\$260,000	<b>\$274,400</b>	+ 5.5%	\$250,000	<b>\$270,000</b>	+ 8.0%
Percent of Original List Price Received*	99.3%	<b>100.0%</b>	+ 0.7%	98.8%	<b>99.7%</b>	+ 0.9%
Days on Market Until Sale	33	<b>29</b>	- 12.1%	40	<b>35</b>	- 12.5%
Months Supply of Inventory	2.5	<b>2.2</b>	- 12.0%	--	--	--

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

