

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 January 2019

A Research Tool Provided by the Minnesota Association of REALTORS®

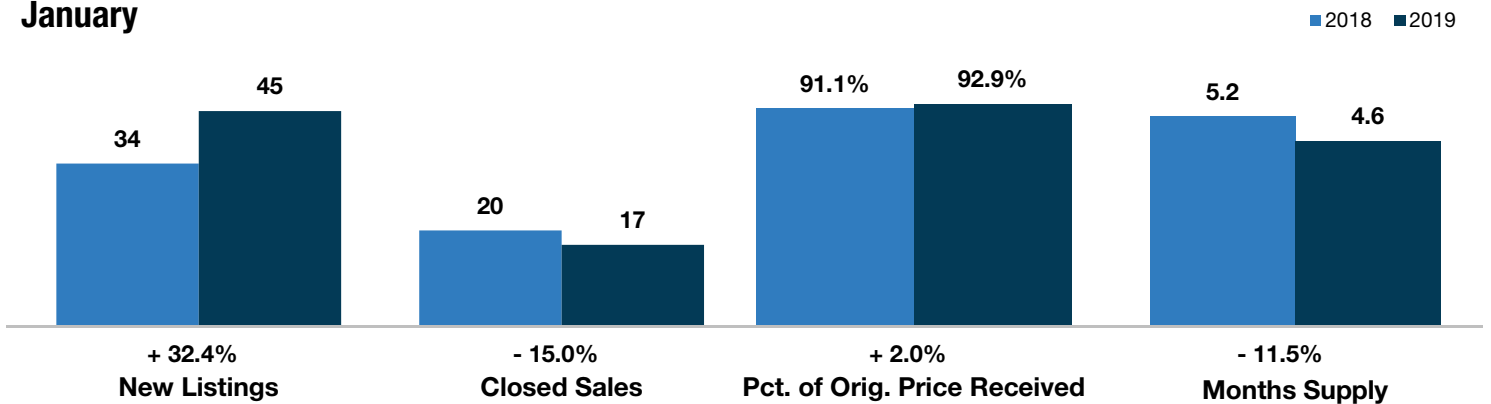


1 – Northwest Region

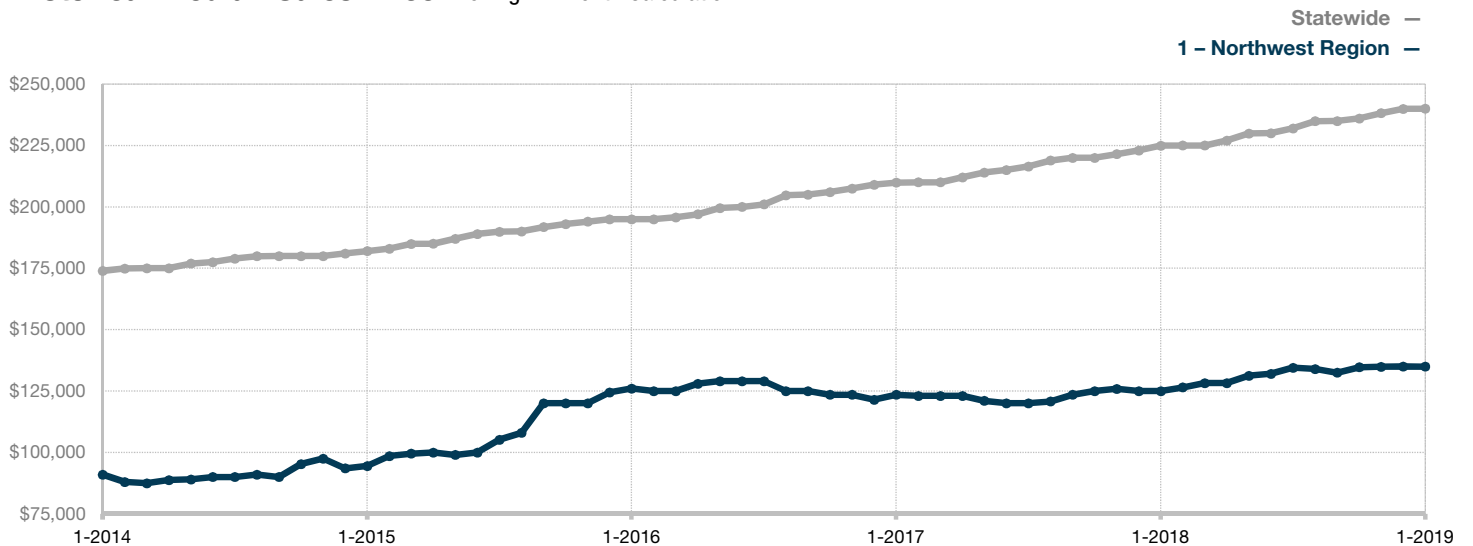
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	34	45	+ 32.4%	34	45	+ 32.4%
Closed Sales	20	17	- 15.0%	20	17	- 15.0%
Median Sales Price*	\$136,500	\$132,500	- 2.9%	\$136,500	\$132,500	- 2.9%
Percent of Original List Price Received*	91.1%	92.9%	+ 2.0%	91.1%	92.9%	+ 2.0%
Days on Market Until Sale	186	156	- 16.1%	186	156	- 16.1%
Months Supply of Inventory	5.2	4.6	- 11.5%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



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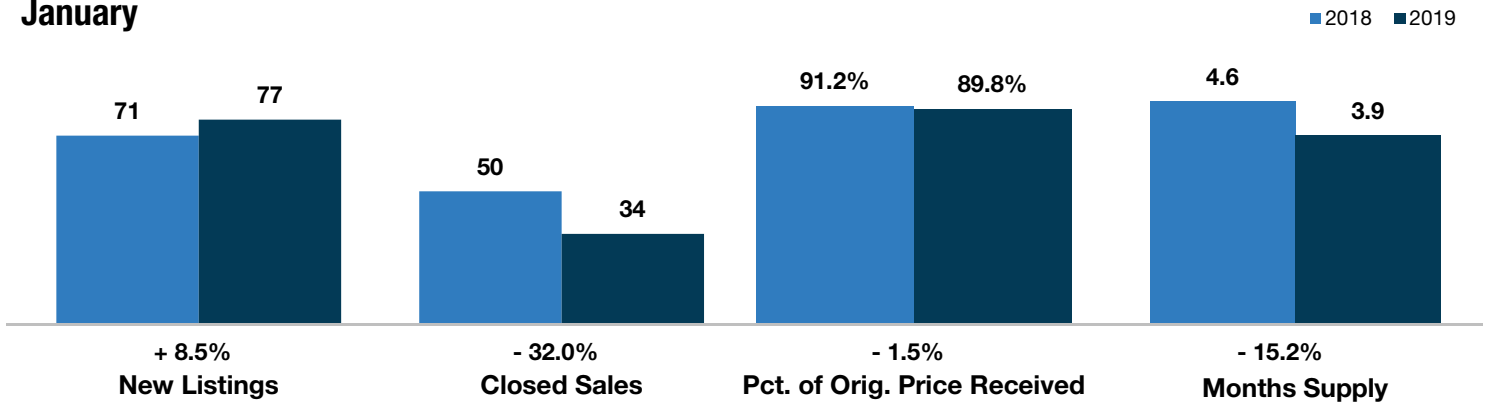


2 – Headwaters Region

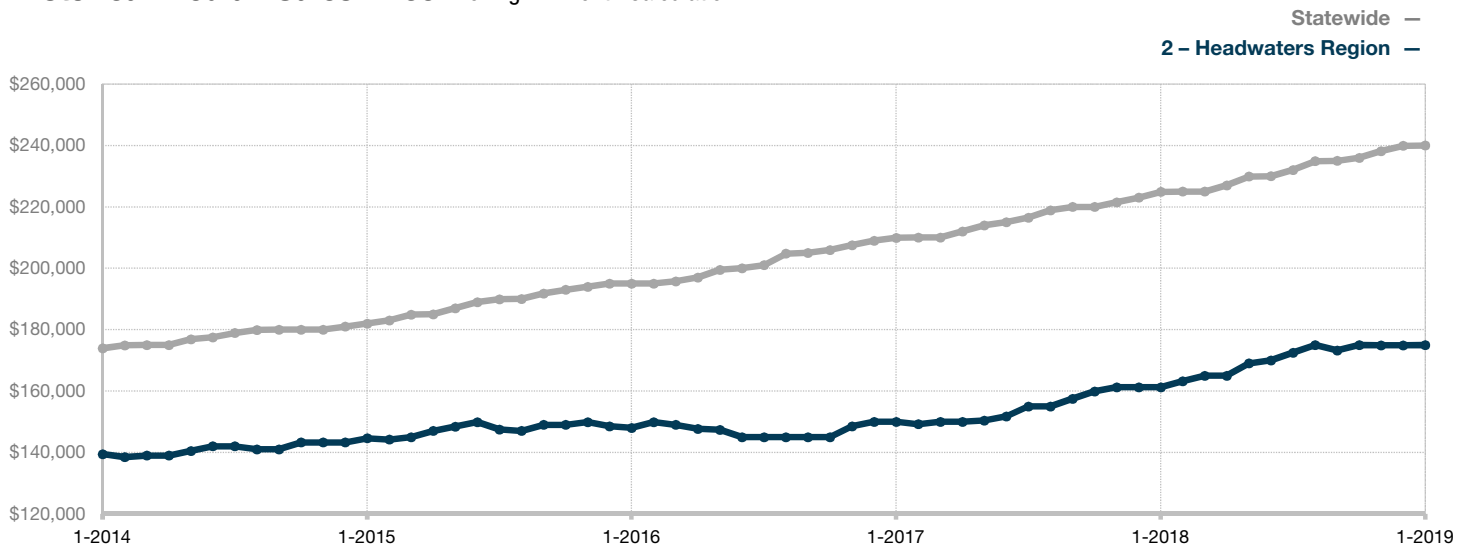
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	71	77	+ 8.5%	71	77	+ 8.5%
Closed Sales	50	34	- 32.0%	50	34	- 32.0%
Median Sales Price*	\$152,750	\$154,500	+ 1.1%	\$152,750	\$154,500	+ 1.1%
Percent of Original List Price Received*	91.2%	89.8%	- 1.5%	91.2%	89.8%	- 1.5%
Days on Market Until Sale	154	149	- 3.2%	154	149	- 3.2%
Months Supply of Inventory	4.6	3.9	- 15.2%	--	--	--

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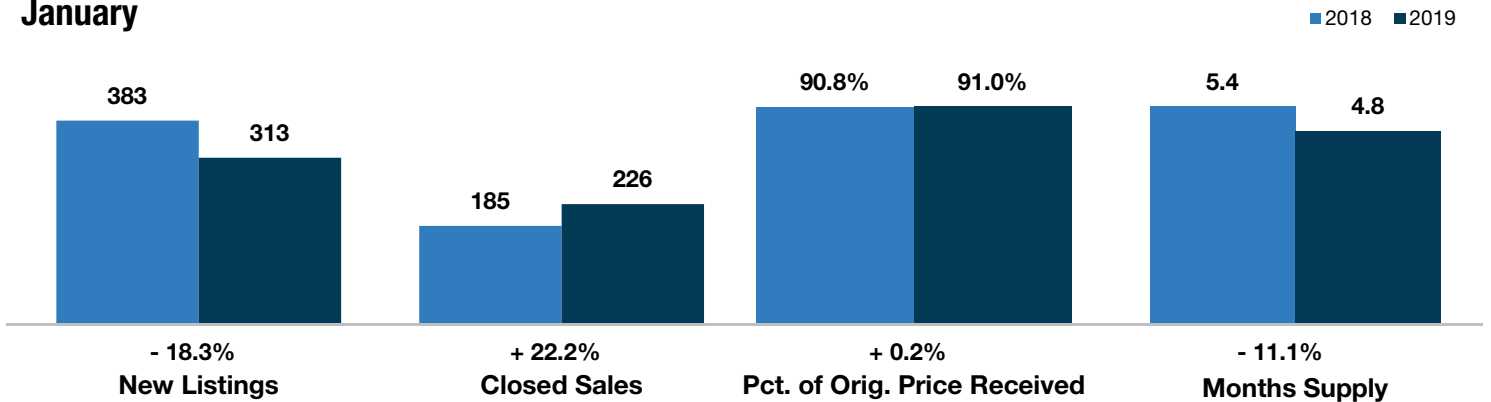


3 – Arrowhead Region

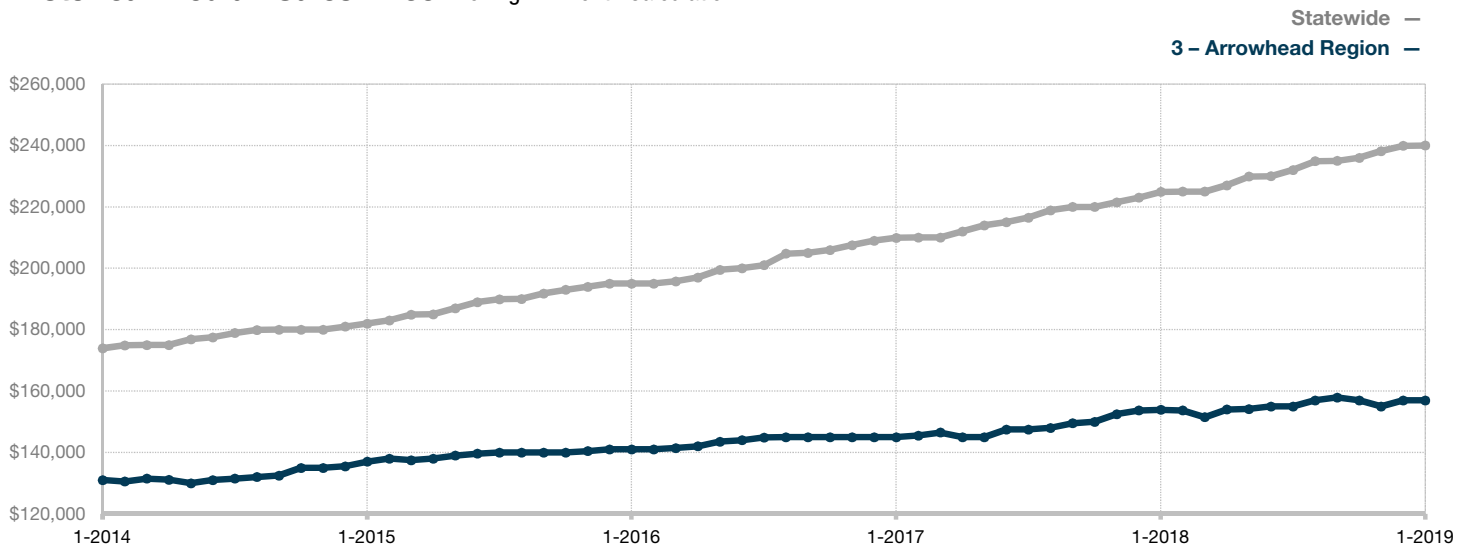
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	383	313	- 18.3%	383	313	- 18.3%
Closed Sales	185	226	+ 22.2%	185	226	+ 22.2%
Median Sales Price*	\$135,000	\$147,678	+ 9.4%	\$135,000	\$147,678	+ 9.4%
Percent of Original List Price Received*	90.8%	91.0%	+ 0.2%	90.8%	91.0%	+ 0.2%
Days on Market Until Sale	112	83	- 25.9%	112	83	- 25.9%
Months Supply of Inventory	5.4	4.8	- 11.1%	--	--	--

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January



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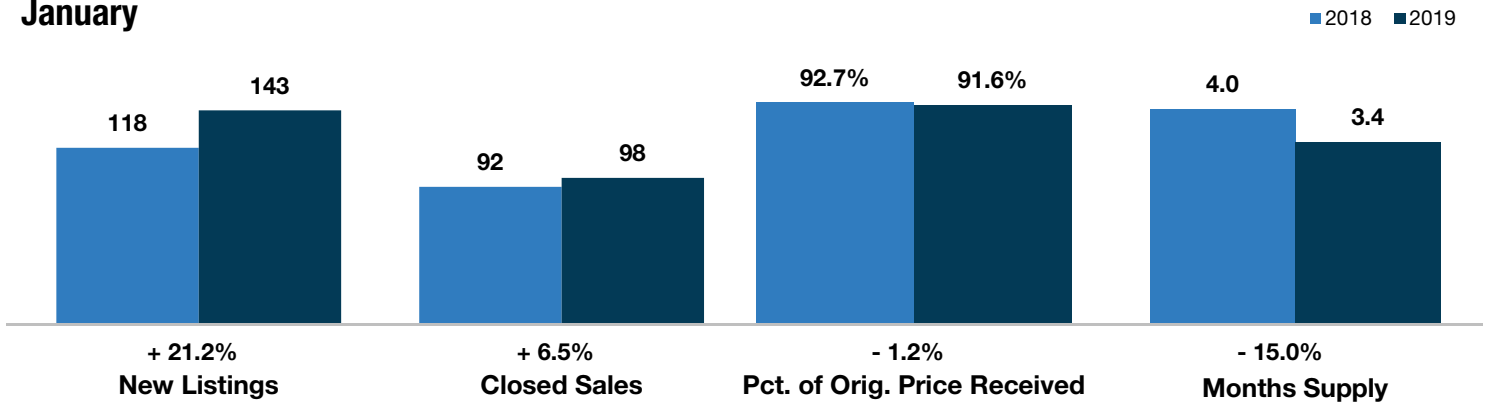


4 – West Central Region

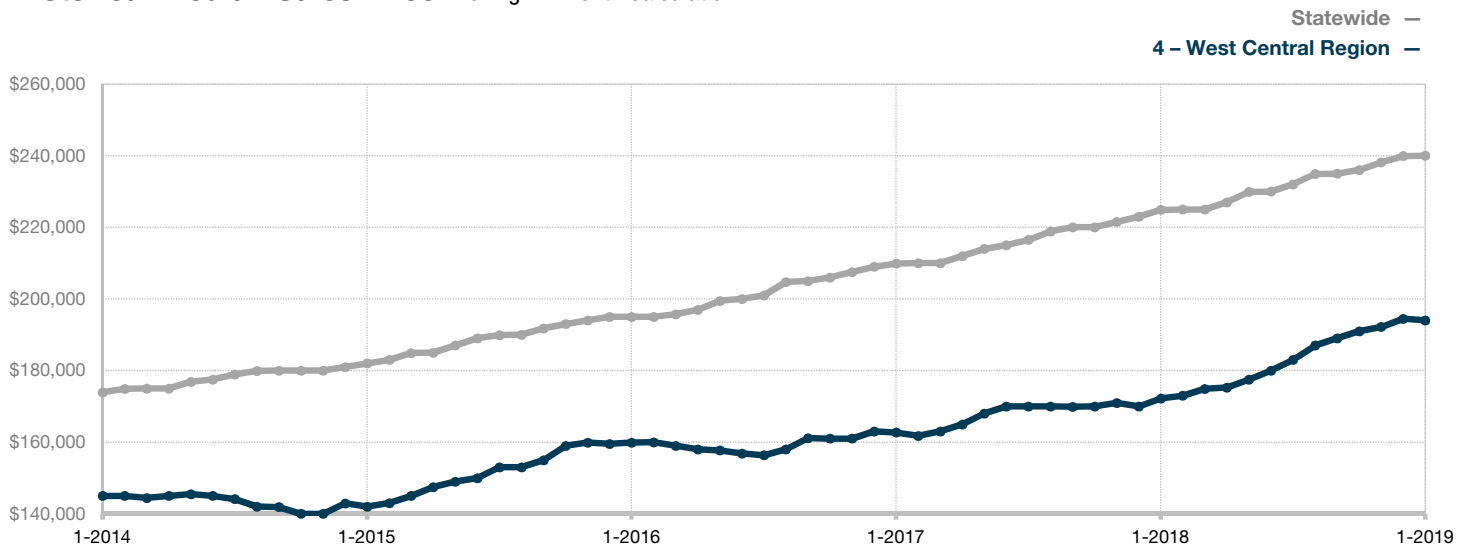
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	118	143	+ 21.2%	118	143	+ 21.2%
Closed Sales	92	98	+ 6.5%	92	98	+ 6.5%
Median Sales Price*	\$164,250	\$170,750	+ 4.0%	\$164,250	\$170,750	+ 4.0%
Percent of Original List Price Received*	92.7%	91.6%	- 1.2%	92.7%	91.6%	- 1.2%
Days on Market Until Sale	114	94	- 17.5%	114	94	- 17.5%
Months Supply of Inventory	4.0	3.4	- 15.0%	--	--	--

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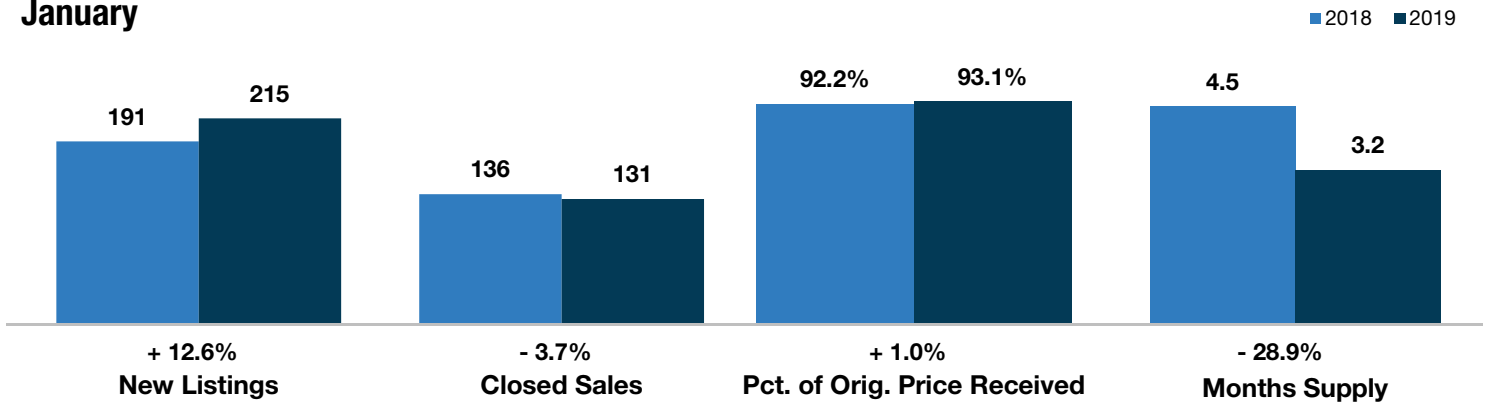


5 – North Central Region

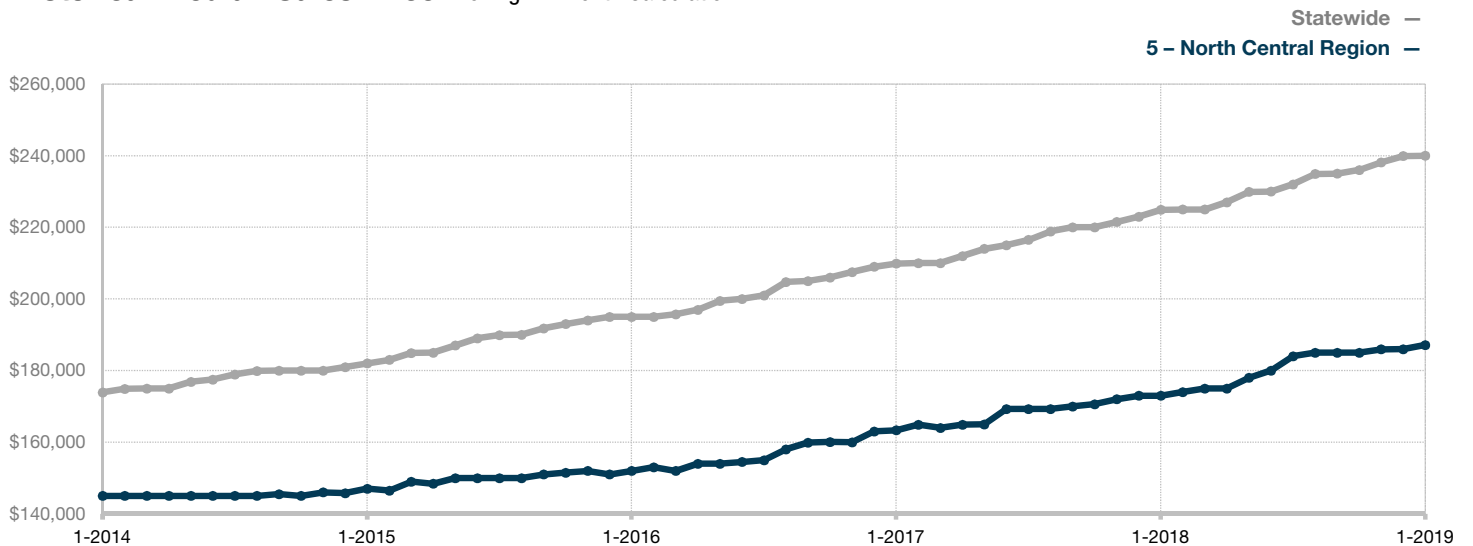
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	191	215	+ 12.6%	191	215	+ 12.6%
Closed Sales	136	131	- 3.7%	136	131	- 3.7%
Median Sales Price*	\$158,000	\$165,000	+ 4.4%	\$158,000	\$165,000	+ 4.4%
Percent of Original List Price Received*	92.2%	93.1%	+ 1.0%	92.2%	93.1%	+ 1.0%
Days on Market Until Sale	104	97	- 6.7%	104	97	- 6.7%
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--

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January



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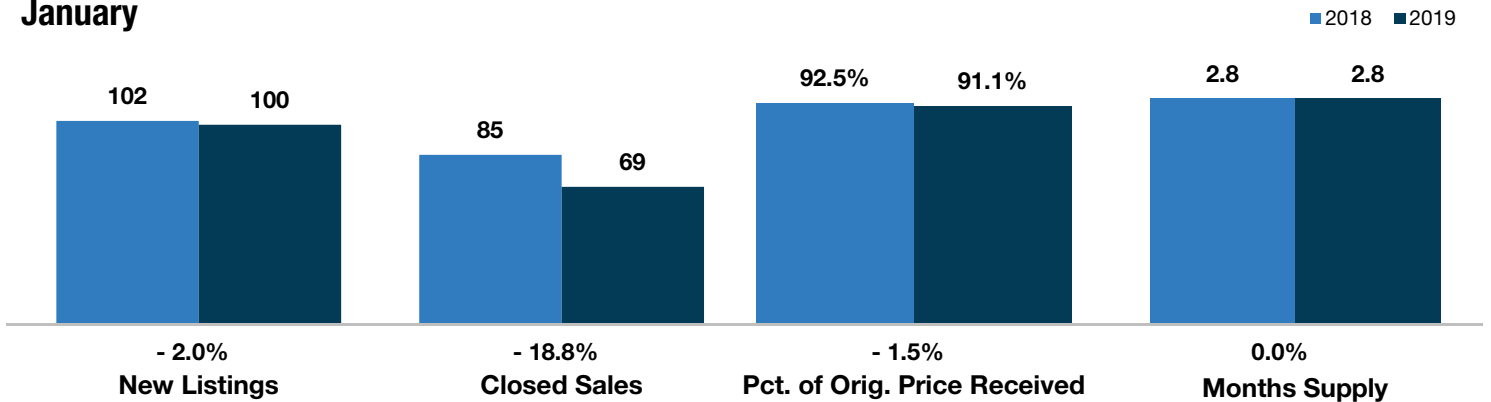


6E – Southwest Central Region

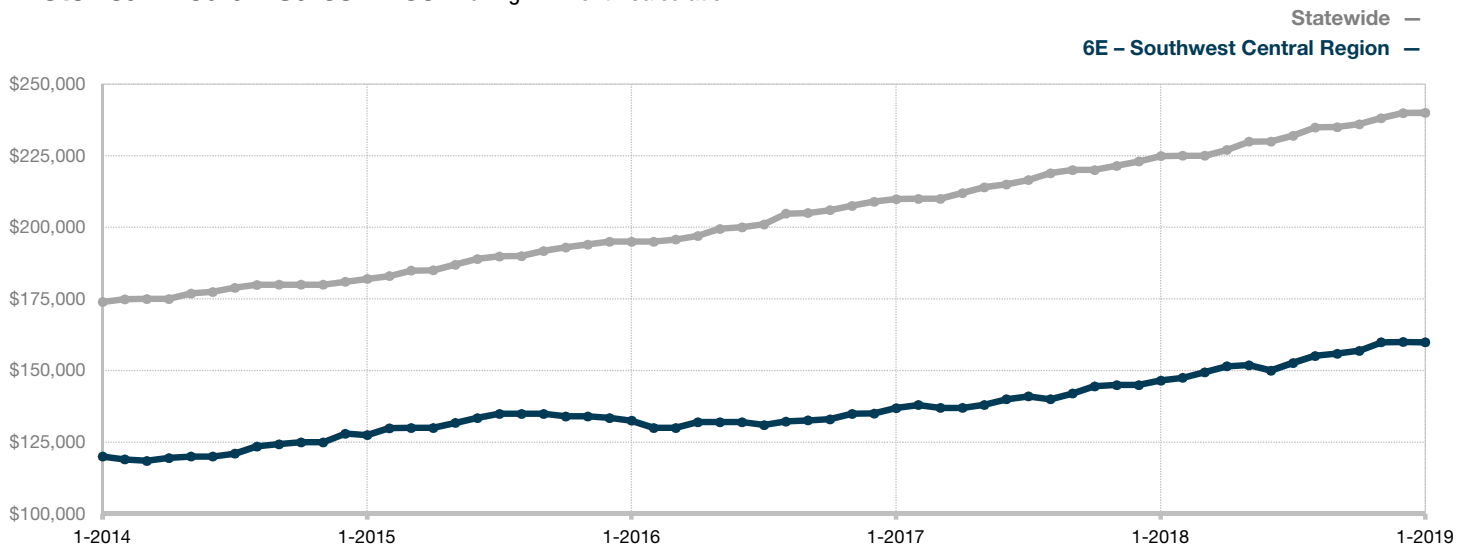
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	102	100	- 2.0%	102	100	- 2.0%
Closed Sales	85	69	- 18.8%	85	69	- 18.8%
Median Sales Price*	\$159,900	\$147,000	- 8.1%	\$159,900	\$147,000	- 8.1%
Percent of Original List Price Received*	92.5%	91.1%	- 1.5%	92.5%	91.1%	- 1.5%
Days on Market Until Sale	98	79	- 19.4%	98	79	- 19.4%
Months Supply of Inventory	2.8	2.8	0.0%	--	--	--

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January



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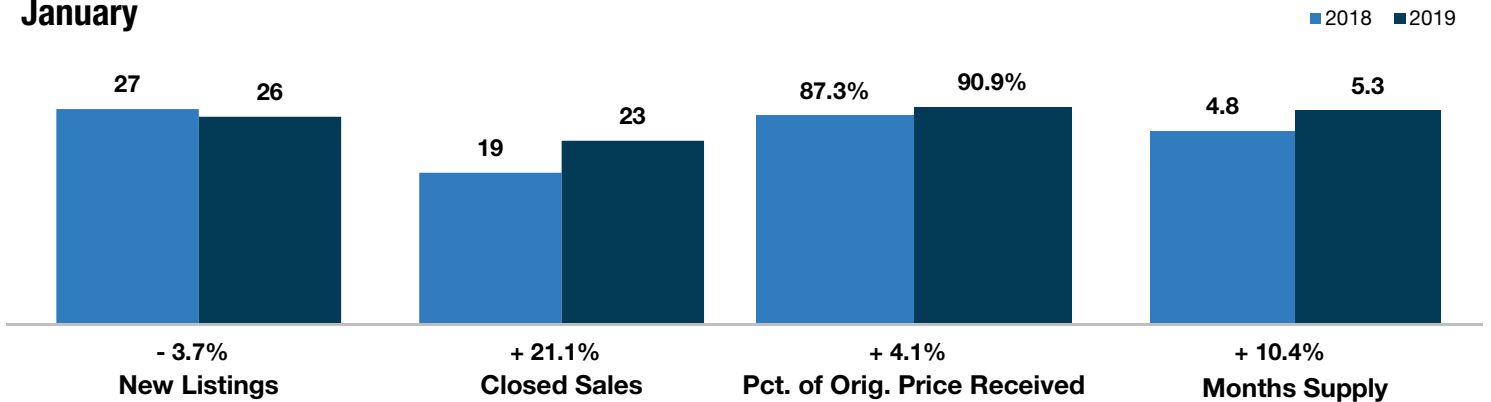


6W – Upper Minnesota Valley Region

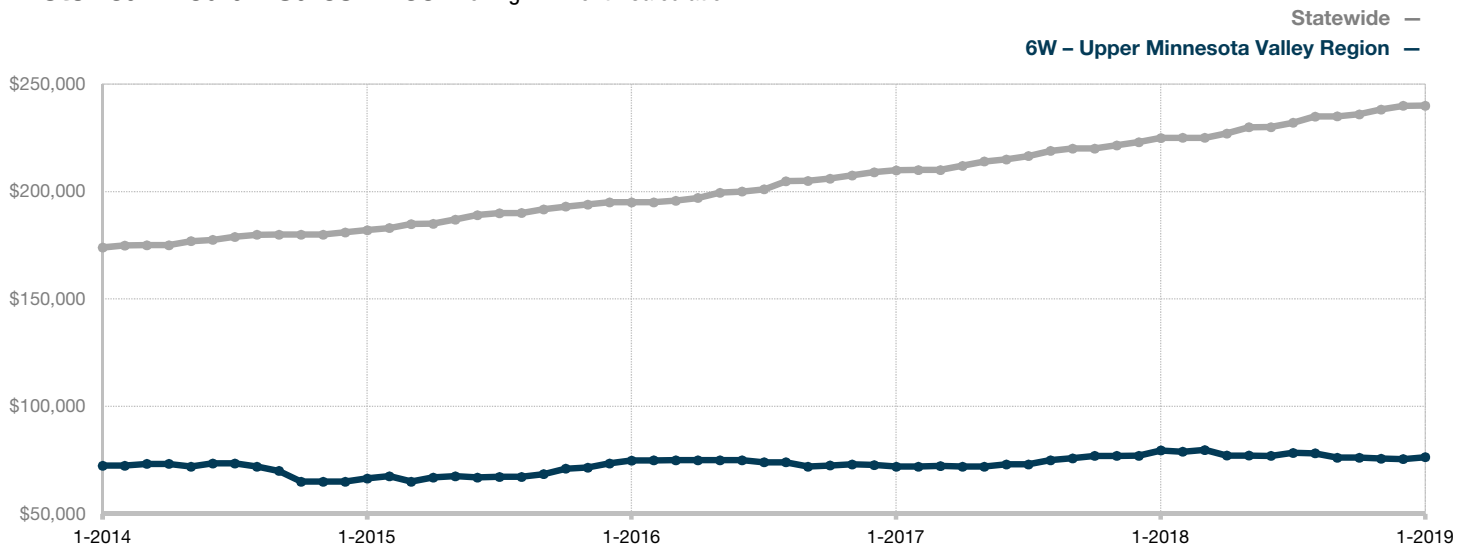
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	27	26	- 3.7%	27	26	- 3.7%
Closed Sales	19	23	+ 21.1%	19	23	+ 21.1%
Median Sales Price*	\$75,750	\$85,000	+ 12.2%	\$75,750	\$85,000	+ 12.2%
Percent of Original List Price Received*	87.3%	90.9%	+ 4.1%	87.3%	90.9%	+ 4.1%
Days on Market Until Sale	114	91	- 20.2%	114	91	- 20.2%
Months Supply of Inventory	4.8	5.3	+ 10.4%	--	--	--

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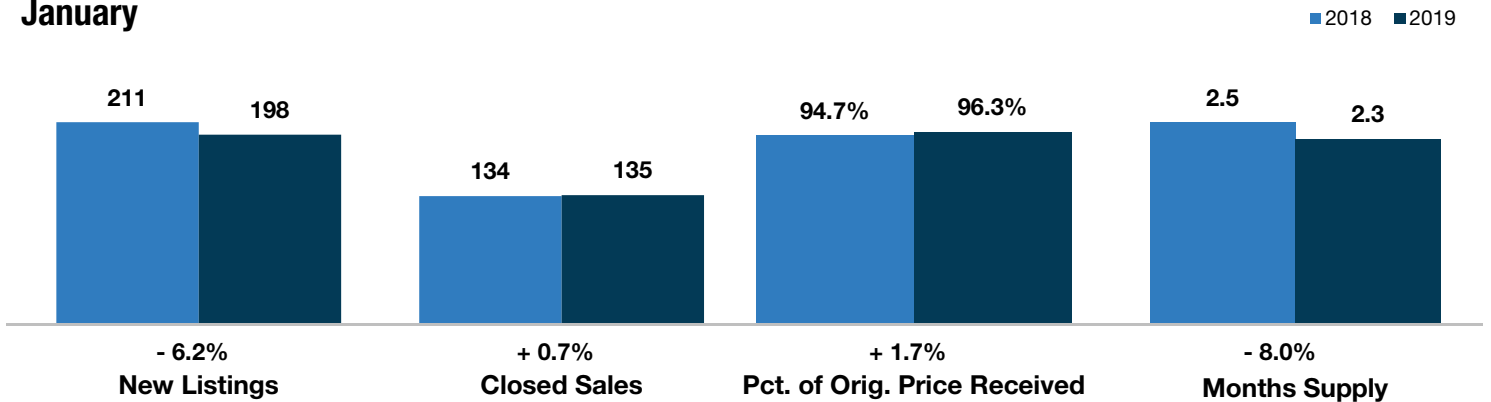


7E – East Central Region

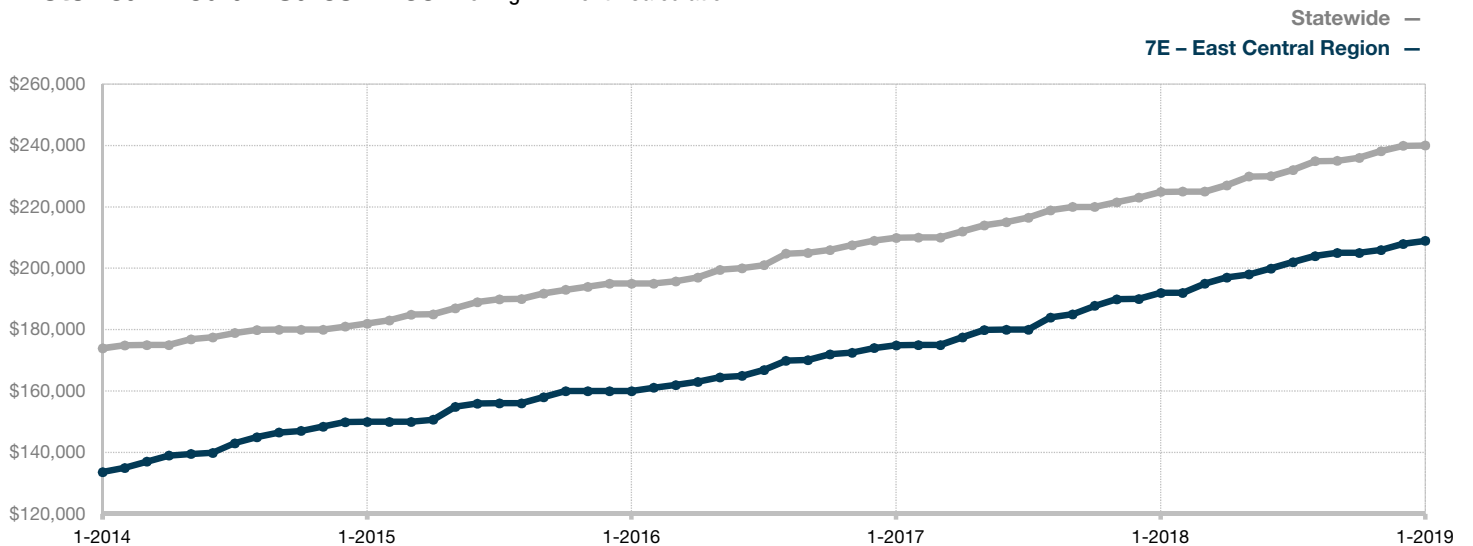
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	211	198	- 6.2%	211	198	- 6.2%
Closed Sales	134	135	+ 0.7%	134	135	+ 0.7%
Median Sales Price*	\$199,950	\$215,450	+ 7.8%	\$199,950	\$215,450	+ 7.8%
Percent of Original List Price Received*	94.7%	96.3%	+ 1.7%	94.7%	96.3%	+ 1.7%
Days on Market Until Sale	74	68	- 8.1%	74	68	- 8.1%
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--

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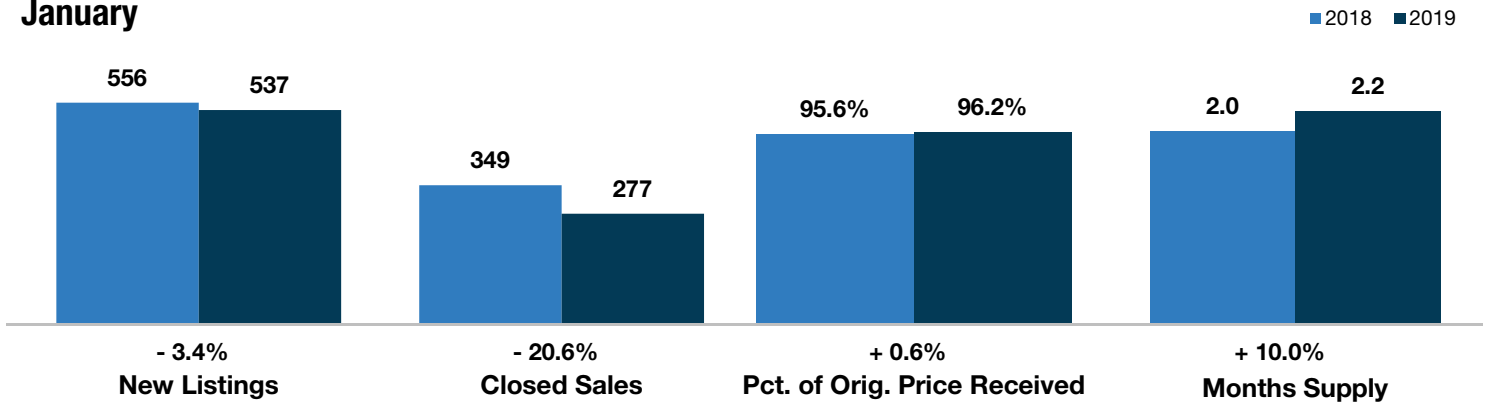


7W – Central Region

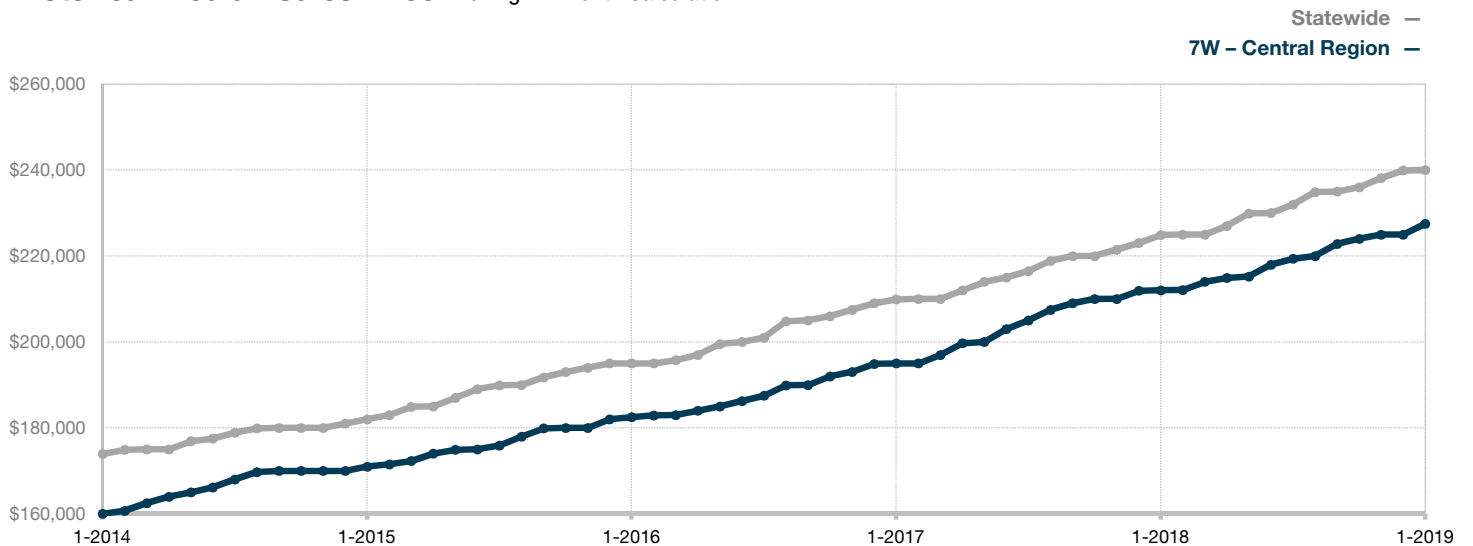
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	556	537	- 3.4%	556	537	- 3.4%
Closed Sales	349	277	- 20.6%	349	277	- 20.6%
Median Sales Price*	\$200,777	\$225,000	+ 12.1%	\$200,777	\$225,000	+ 12.1%
Percent of Original List Price Received*	95.6%	96.2%	+ 0.6%	95.6%	96.2%	+ 0.6%
Days on Market Until Sale	68	70	+ 2.9%	68	70	+ 2.9%
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

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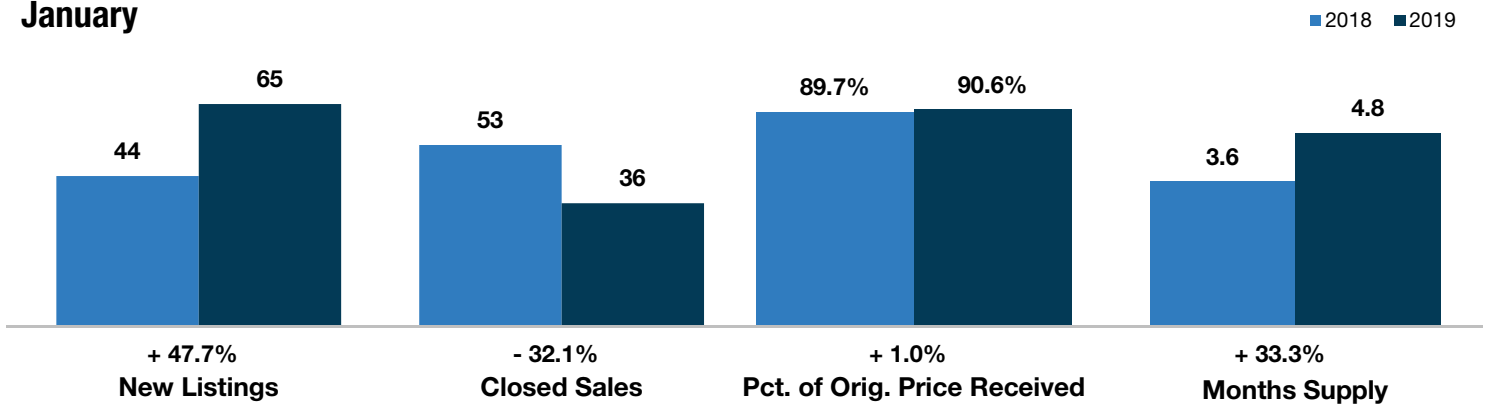


8 – Southwest Region

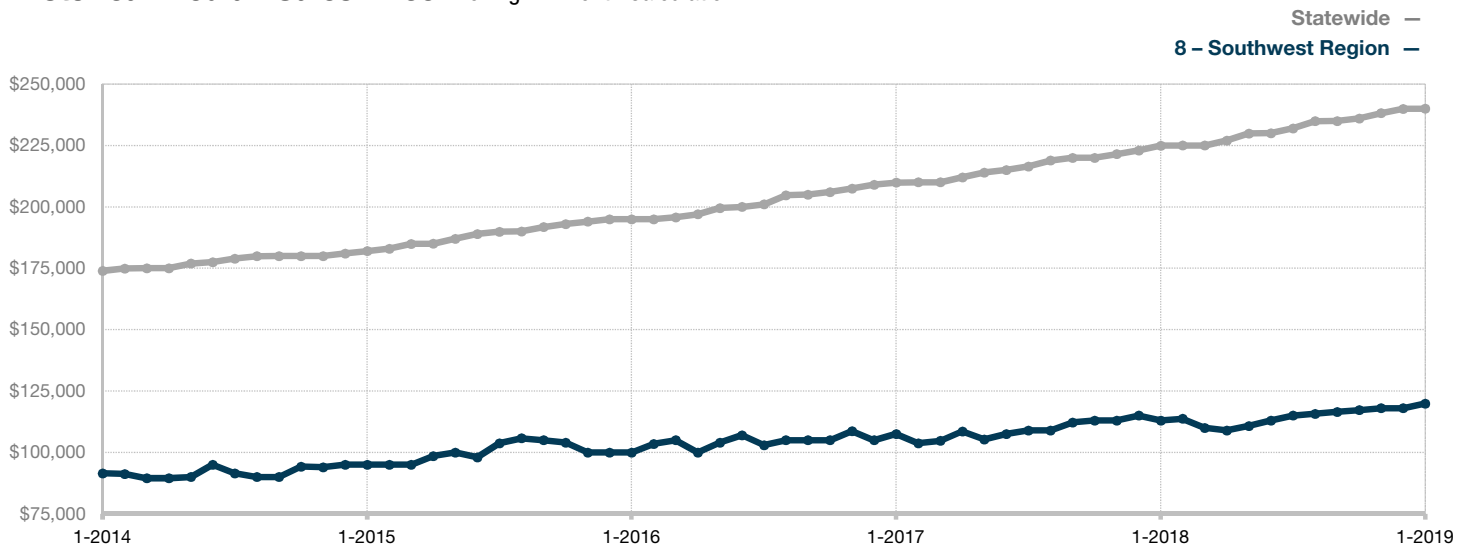
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	44	65	+ 47.7%	44	65	+ 47.7%
Closed Sales	53	36	- 32.1%	53	36	- 32.1%
Median Sales Price*	\$95,000	\$85,000	- 10.5%	\$95,000	\$85,000	- 10.5%
Percent of Original List Price Received*	89.7%	90.6%	+ 1.0%	89.7%	90.6%	+ 1.0%
Days on Market Until Sale	92	112	+ 21.7%	92	112	+ 21.7%
Months Supply of Inventory	3.6	4.8	+ 33.3%	--	--	--

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January



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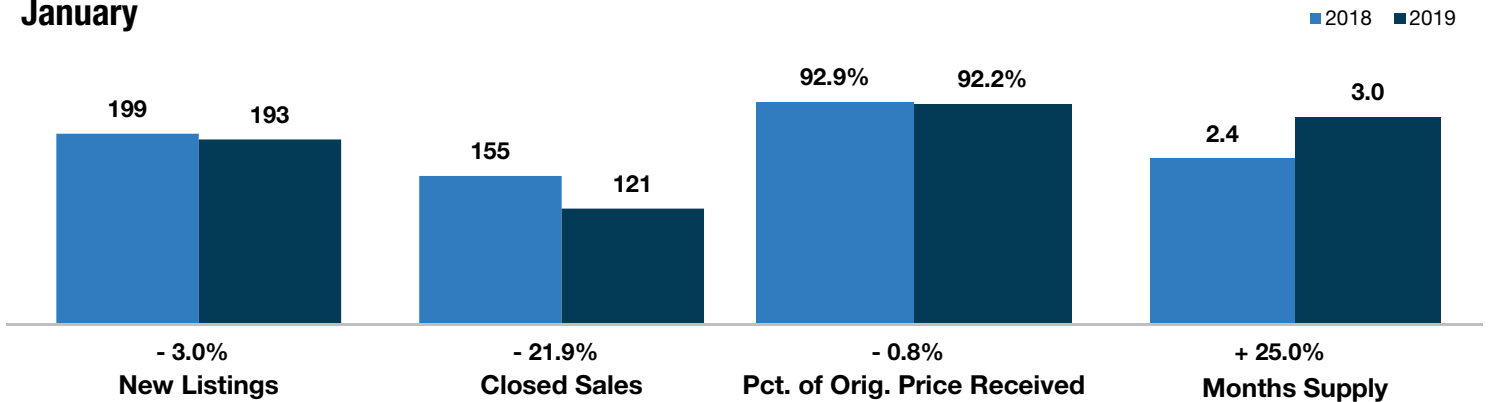


9 – South Central Region

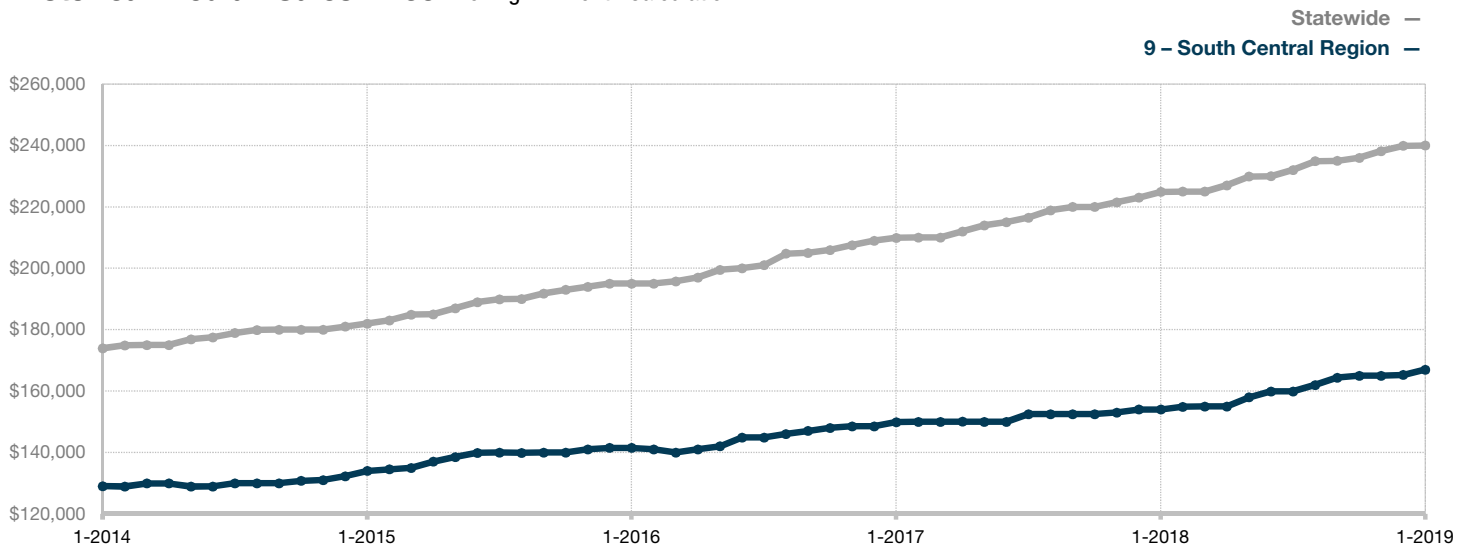
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	199	193	- 3.0%	199	193	- 3.0%
Closed Sales	155	121	- 21.9%	155	121	- 21.9%
Median Sales Price*	\$151,000	\$175,595	+ 16.3%	\$151,000	\$175,595	+ 16.3%
Percent of Original List Price Received*	92.9%	92.2%	- 0.8%	92.9%	92.2%	- 0.8%
Days on Market Until Sale	113	102	- 9.7%	113	102	- 9.7%
Months Supply of Inventory	2.4	3.0	+ 25.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2019. All data from the multiple listing services in the state of Minnesota. Report © 2019 ShowingTime. Percent changes are calculated using rounded figures.

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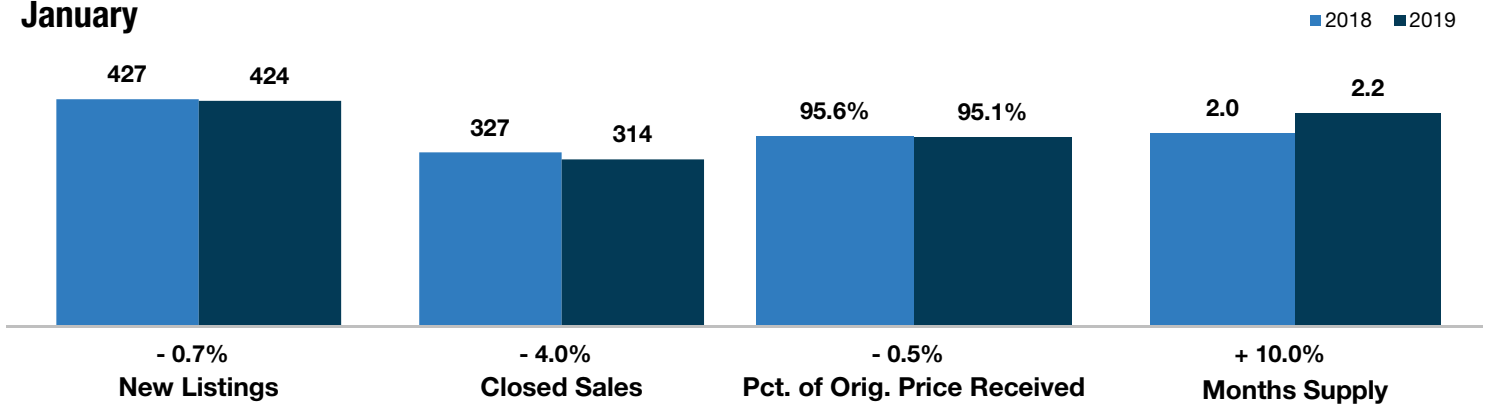


10 – Southeast Region

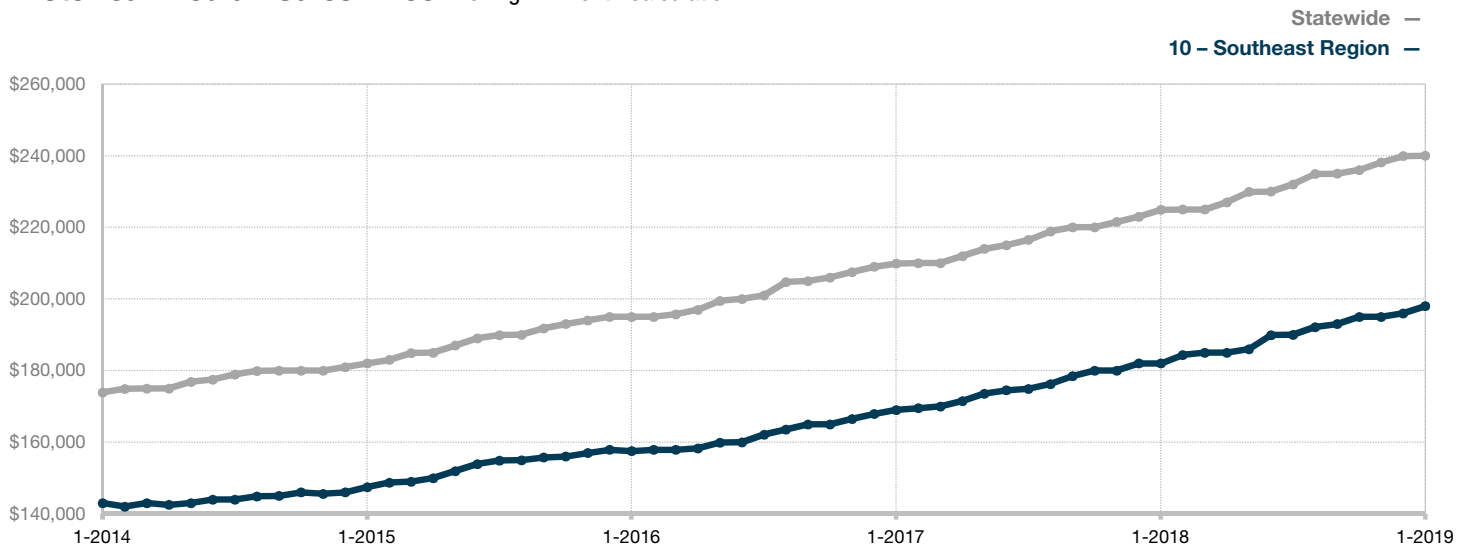
Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	427	424	- 0.7%	427	424	- 0.7%
Closed Sales	327	314	- 4.0%	327	314	- 4.0%
Median Sales Price*	\$175,950	\$195,500	+ 11.1%	\$175,950	\$195,500	+ 11.1%
Percent of Original List Price Received*	95.6%	95.1%	- 0.5%	95.6%	95.1%	- 0.5%
Days on Market Until Sale	62	71	+ 14.5%	62	71	+ 14.5%
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

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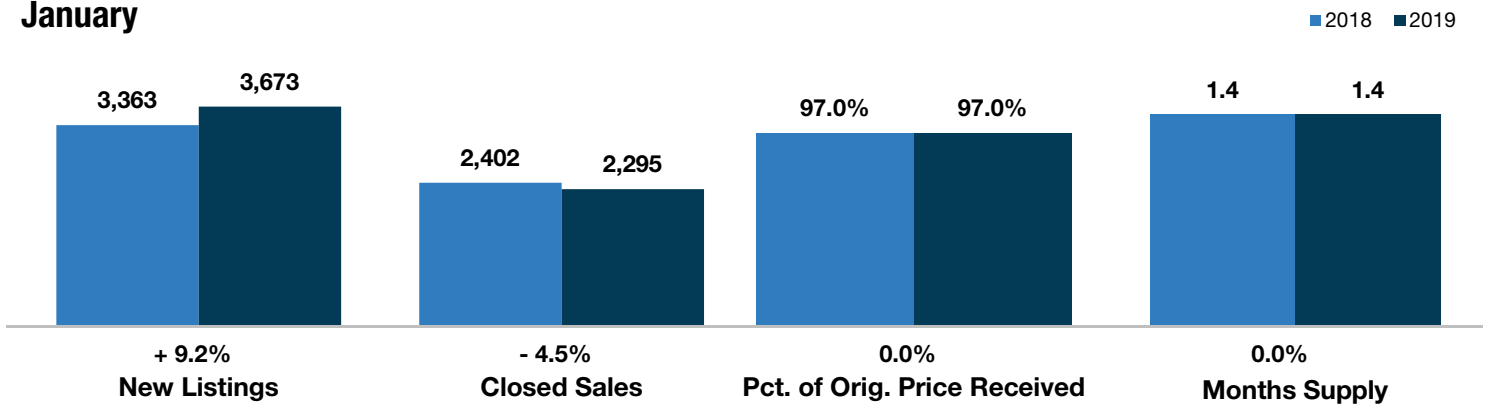


11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	3,363	3,673	+ 9.2%	3,363	3,673	+ 9.2%
Closed Sales	2,402	2,295	- 4.5%	2,402	2,295	- 4.5%
Median Sales Price*	\$248,061	\$262,650	+ 5.9%	\$248,061	\$262,650	+ 5.9%
Percent of Original List Price Received*	97.0%	97.0%	0.0%	97.0%	97.0%	0.0%
Days on Market Until Sale	53	53	0.0%	53	53	0.0%
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--

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