

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 February 2019

A Research Tool Provided by the Minnesota Association of REALTORS®

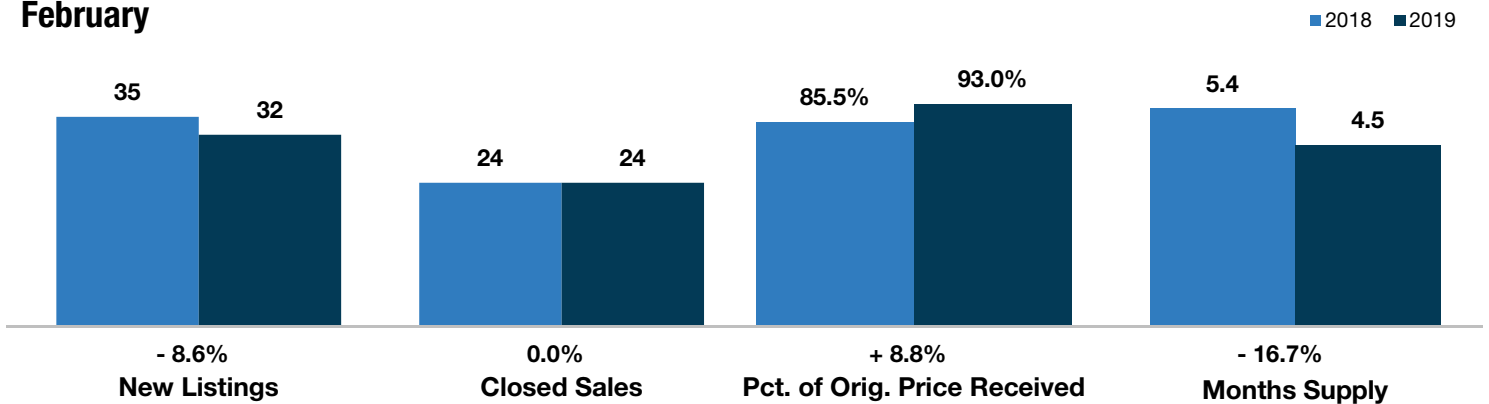


1 – Northwest Region

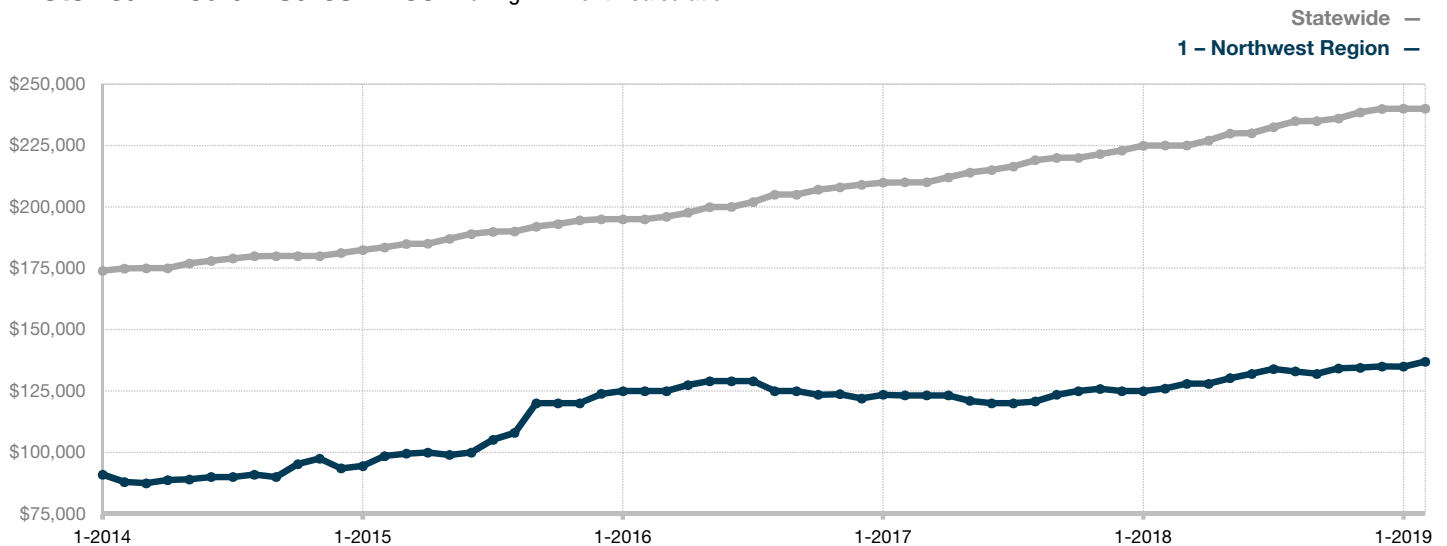
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	35	32	- 8.6%	69	77	+ 11.6%
Closed Sales	24	24	0.0%	44	42	- 4.5%
Median Sales Price*	\$122,500	\$151,500	+ 23.7%	\$130,750	\$143,500	+ 9.8%
Percent of Original List Price Received*	85.5%	93.0%	+ 8.8%	87.9%	93.0%	+ 5.8%
Days on Market Until Sale	198	149	- 24.7%	193	153	- 20.7%
Months Supply of Inventory	5.4	4.5	- 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



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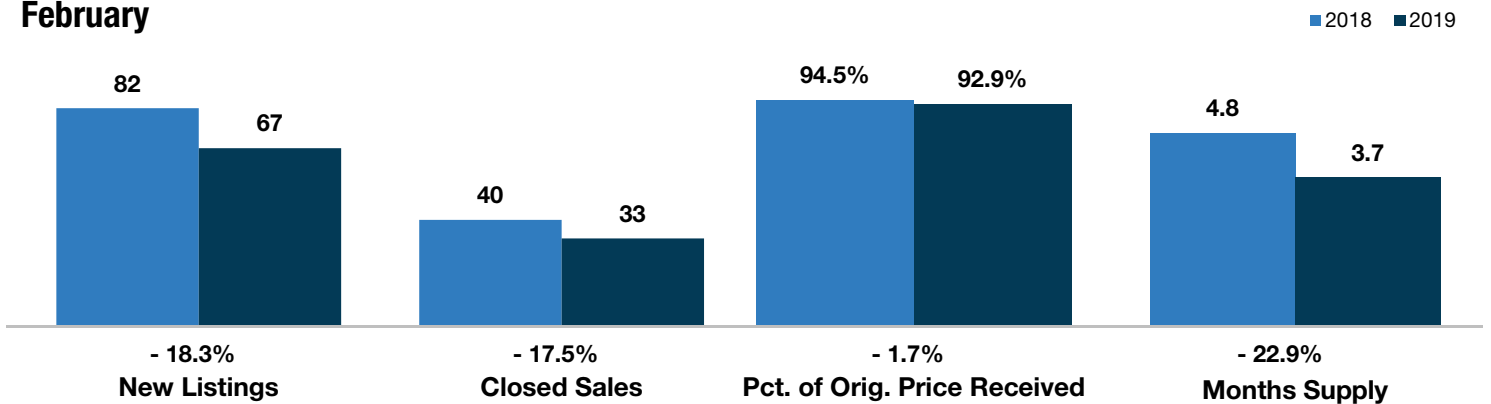


2 – Headwaters Region

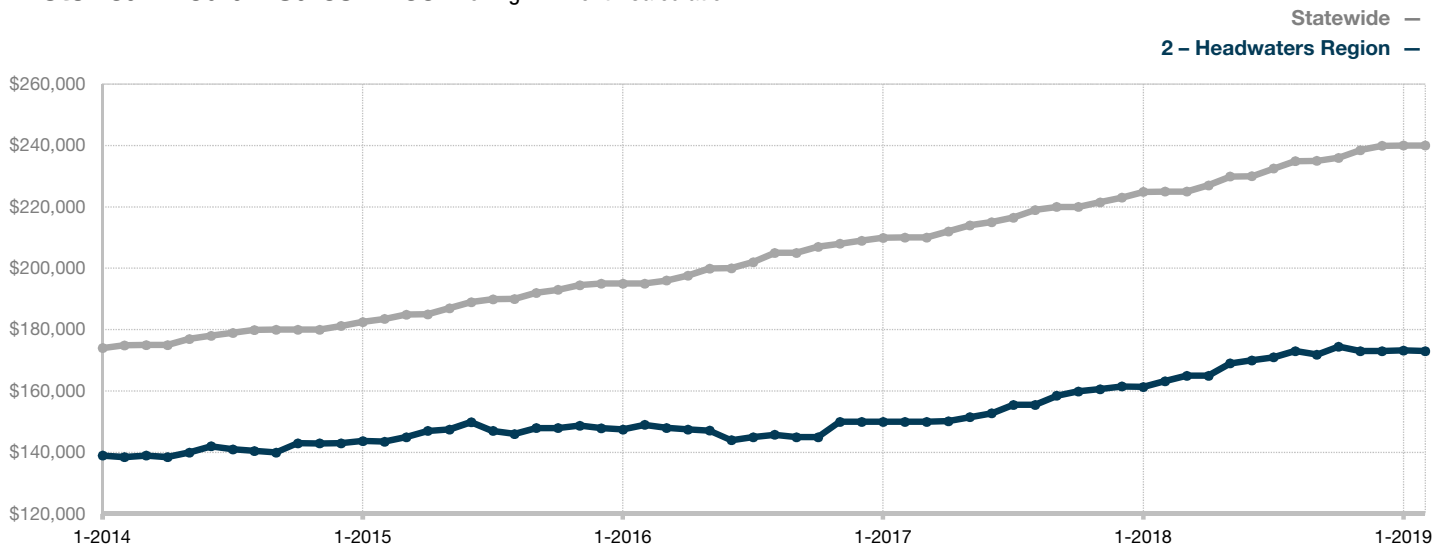
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	82	67	- 18.3%	152	147	- 3.3%
Closed Sales	40	33	- 17.5%	90	67	- 25.6%
Median Sales Price*	\$168,250	\$155,000	- 7.9%	\$159,000	\$155,000	- 2.5%
Percent of Original List Price Received*	94.5%	92.9%	- 1.7%	92.7%	91.4%	- 1.4%
Days on Market Until Sale	117	150	+ 28.2%	135	150	+ 11.1%
Months Supply of Inventory	4.8	3.7	- 22.9%	--	--	--

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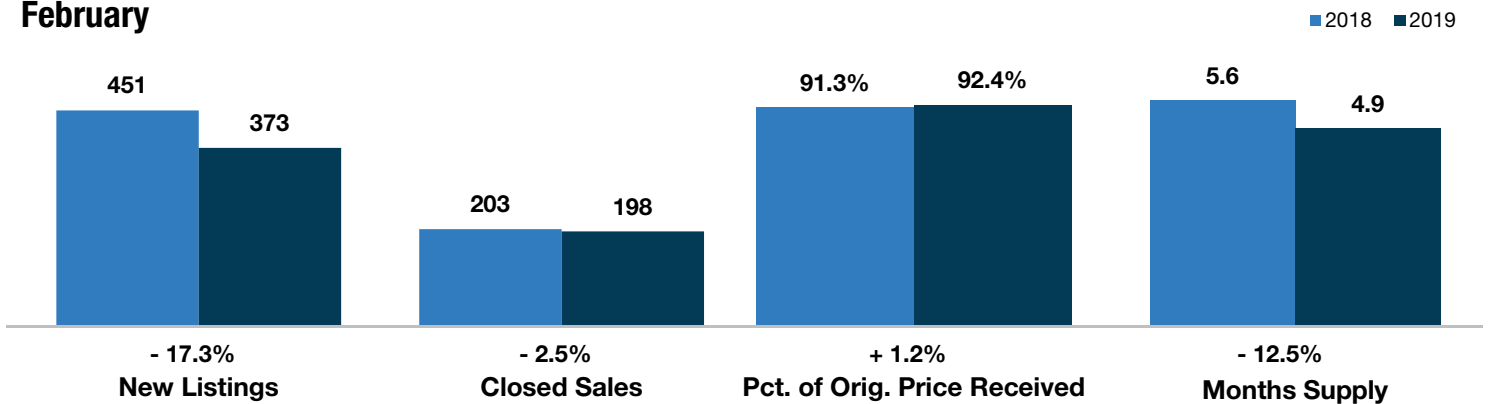


3 – Arrowhead Region

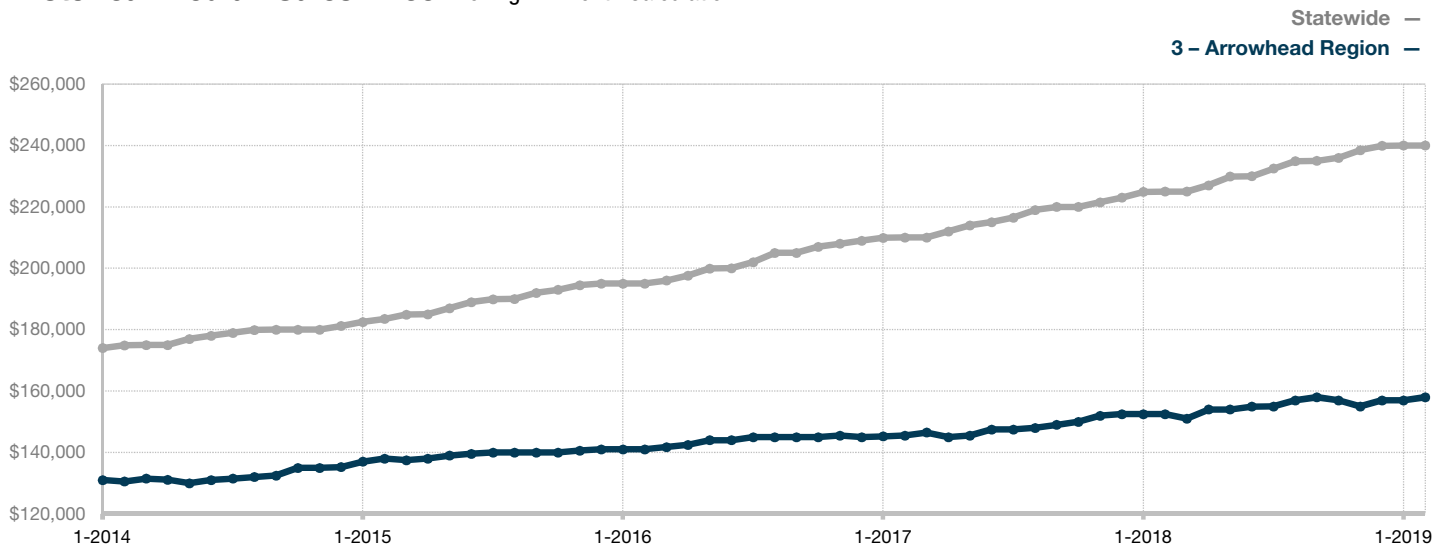
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	451	373	- 17.3%	835	687	- 17.7%
Closed Sales	203	198	- 2.5%	390	426	+ 9.2%
Median Sales Price*	\$129,950	\$149,900	+ 15.4%	\$133,000	\$147,678	+ 11.0%
Percent of Original List Price Received*	91.3%	92.4%	+ 1.2%	91.1%	91.7%	+ 0.7%
Days on Market Until Sale	126	106	- 15.9%	119	94	- 21.0%
Months Supply of Inventory	5.6	4.9	- 12.5%	--	--	--

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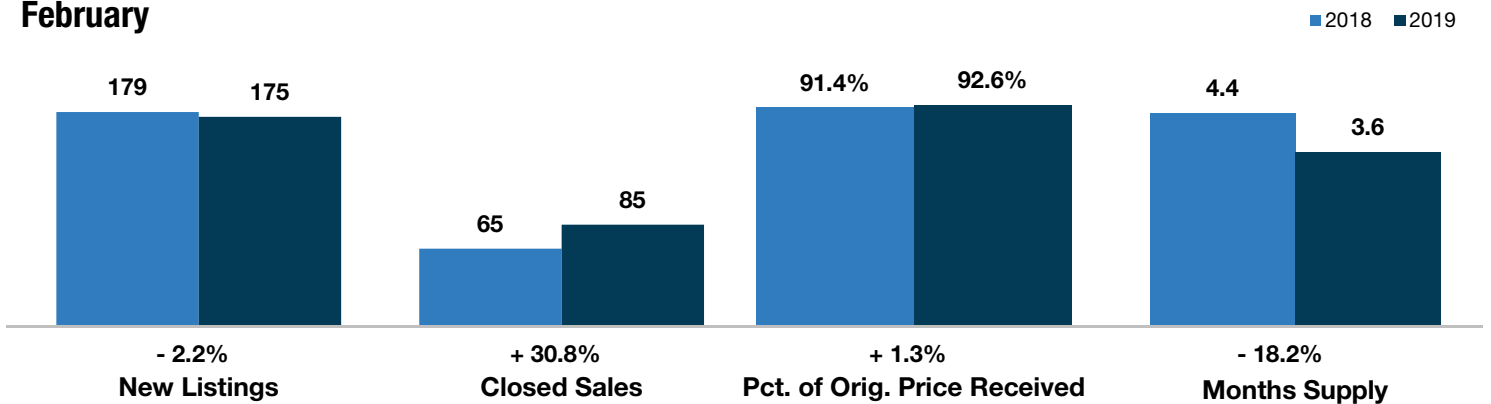


4 – West Central Region

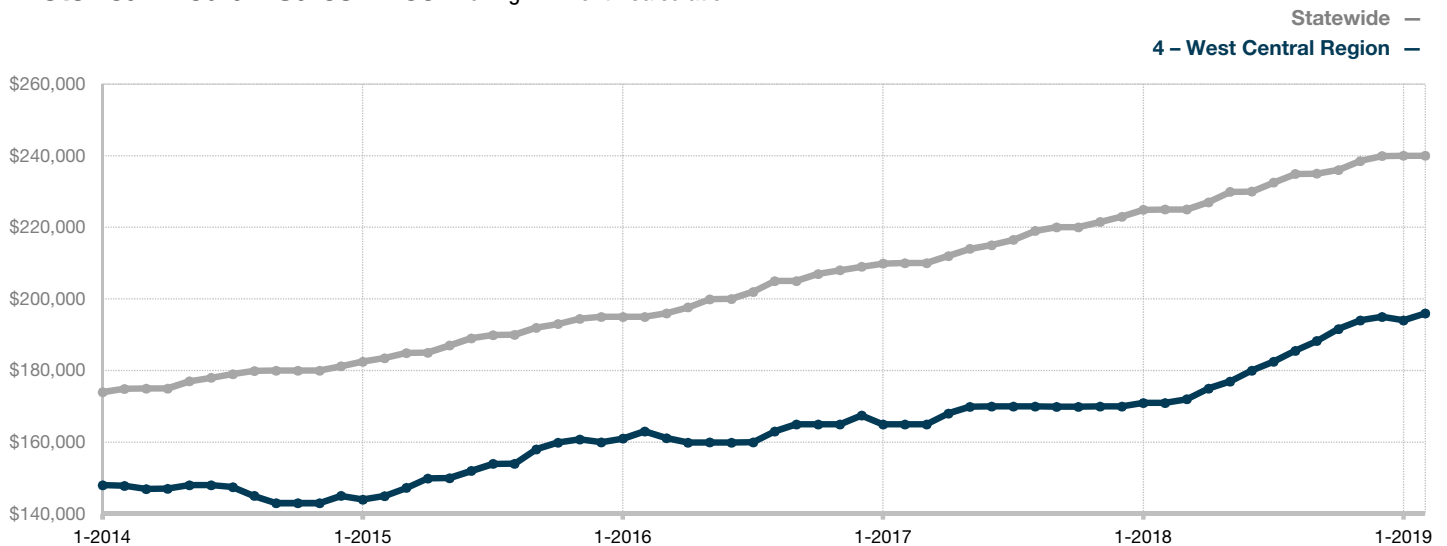
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	179	175	- 2.2%	291	320	+ 10.0%
Closed Sales	65	85	+ 30.8%	154	189	+ 22.7%
Median Sales Price*	\$148,000	\$210,000	+ 41.9%	\$160,000	\$184,000	+ 15.0%
Percent of Original List Price Received*	91.4%	92.6%	+ 1.3%	92.2%	91.9%	- 0.3%
Days on Market Until Sale	87	96	+ 10.3%	103	97	- 5.8%
Months Supply of Inventory	4.4	3.6	- 18.2%	--	--	--

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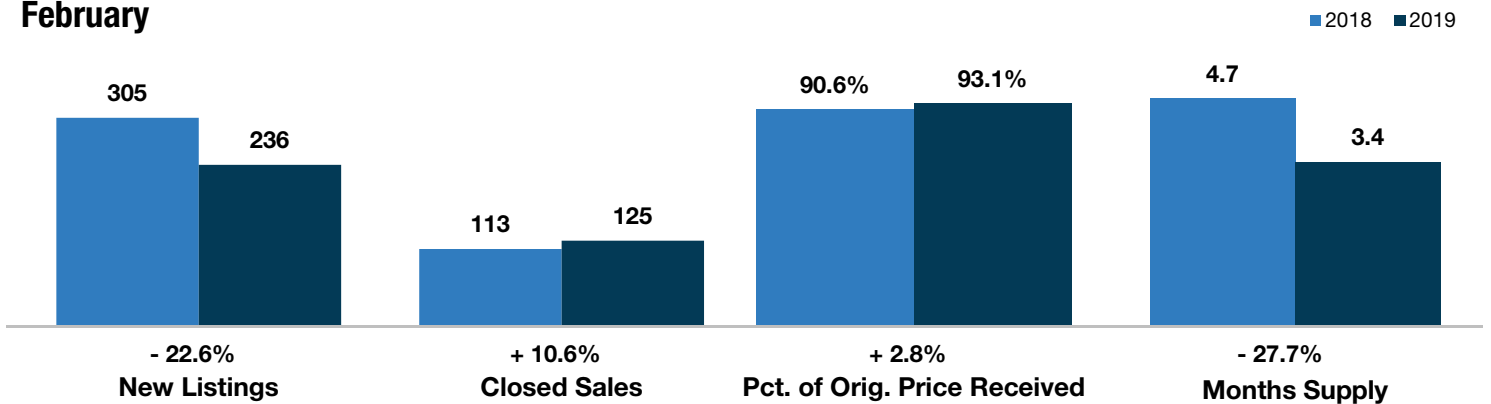


5 – North Central Region

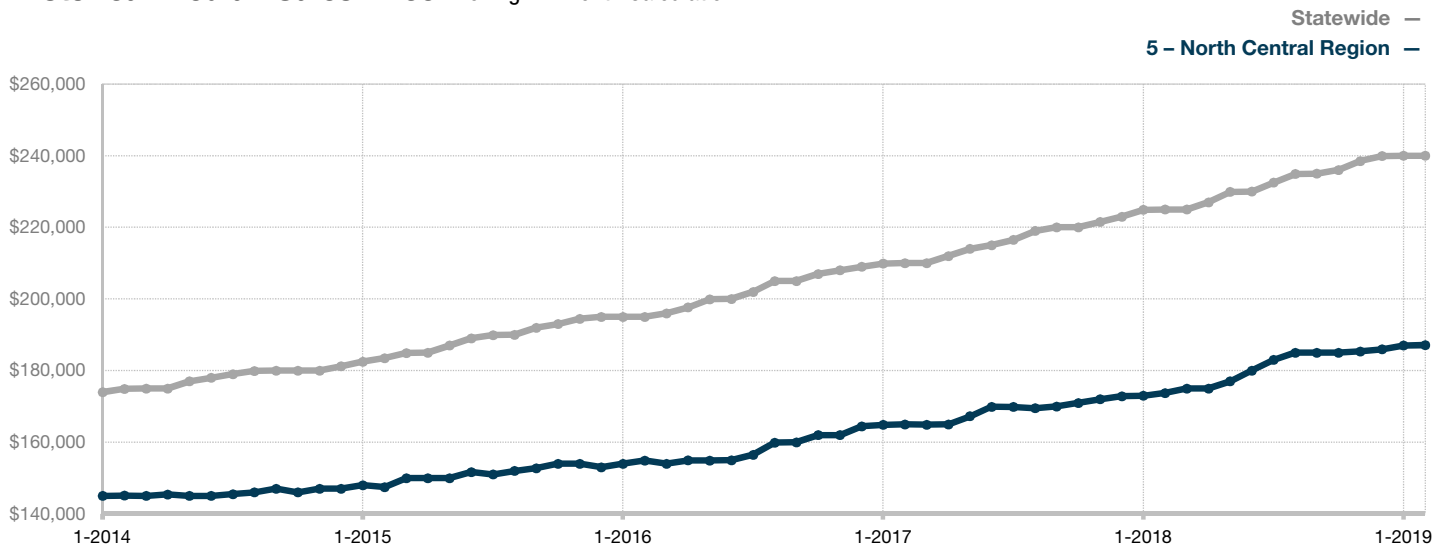
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	305	236	- 22.6%	493	454	- 7.9%
Closed Sales	113	125	+ 10.6%	250	257	+ 2.8%
Median Sales Price*	\$175,000	\$175,000	0.0%	\$168,670	\$167,575	- 0.6%
Percent of Original List Price Received*	90.6%	93.1%	+ 2.8%	91.6%	93.1%	+ 1.6%
Days on Market Until Sale	116	75	- 35.3%	109	86	- 21.1%
Months Supply of Inventory	4.7	3.4	- 27.7%	--	--	--

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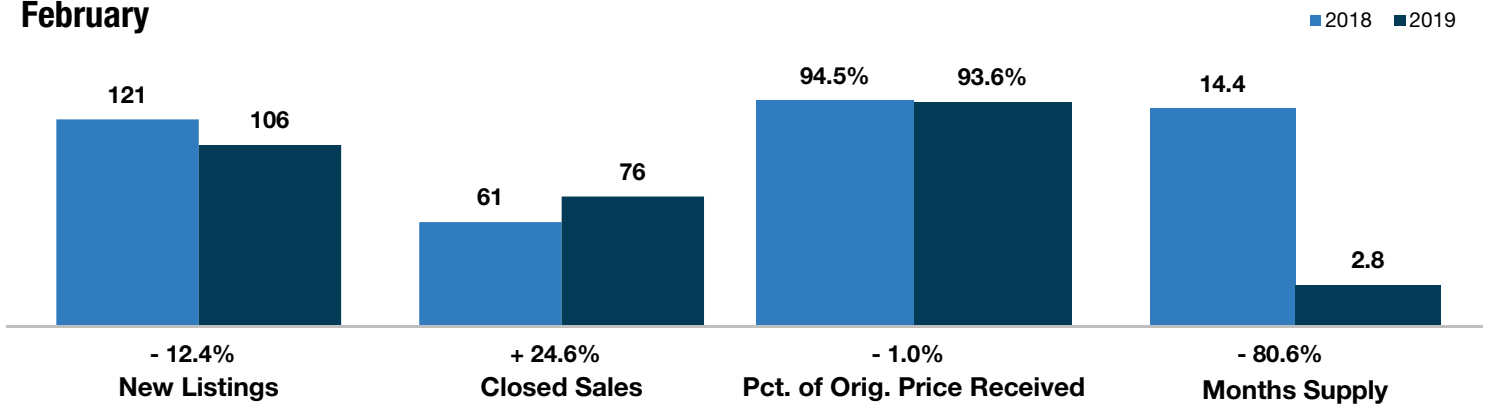


6E – Southwest Central Region

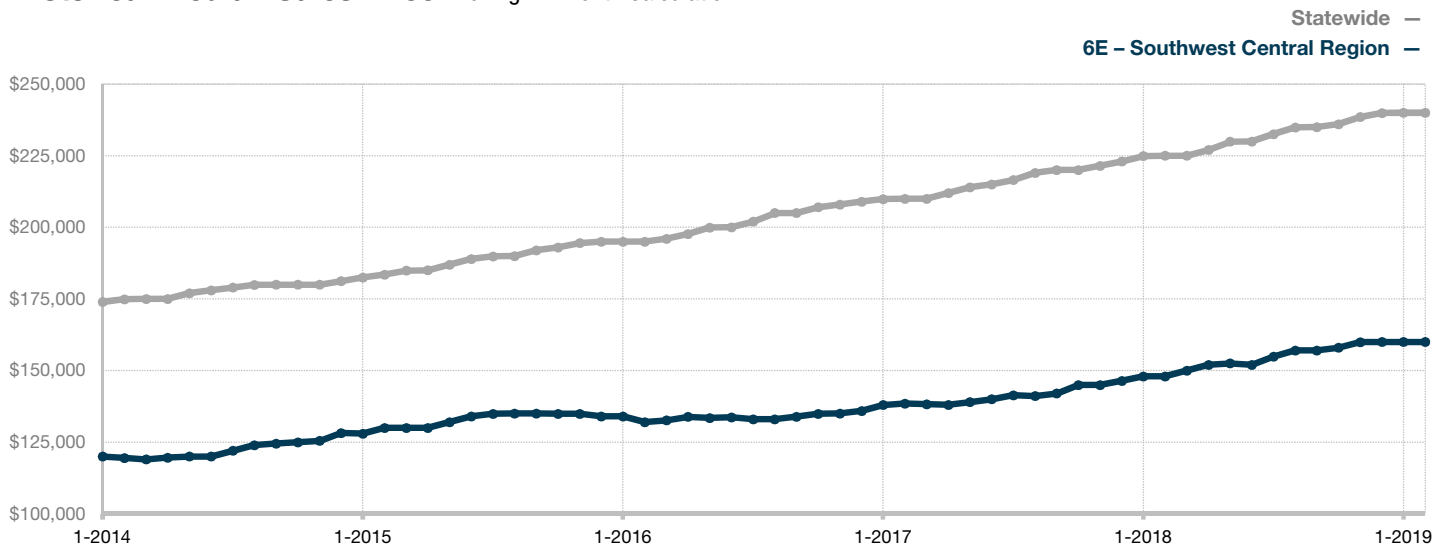
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	121	106	- 12.4%	222	204	- 8.1%
Closed Sales	61	76	+ 24.6%	145	146	+ 0.7%
Median Sales Price*	\$134,900	\$146,500	+ 8.6%	\$145,000	\$147,000	+ 1.4%
Percent of Original List Price Received*	94.5%	93.6%	- 1.0%	93.4%	92.4%	- 1.1%
Days on Market Until Sale	76	93	+ 22.4%	91	89	- 2.2%
Months Supply of Inventory	14.4	2.8	- 80.6%	--	--	--

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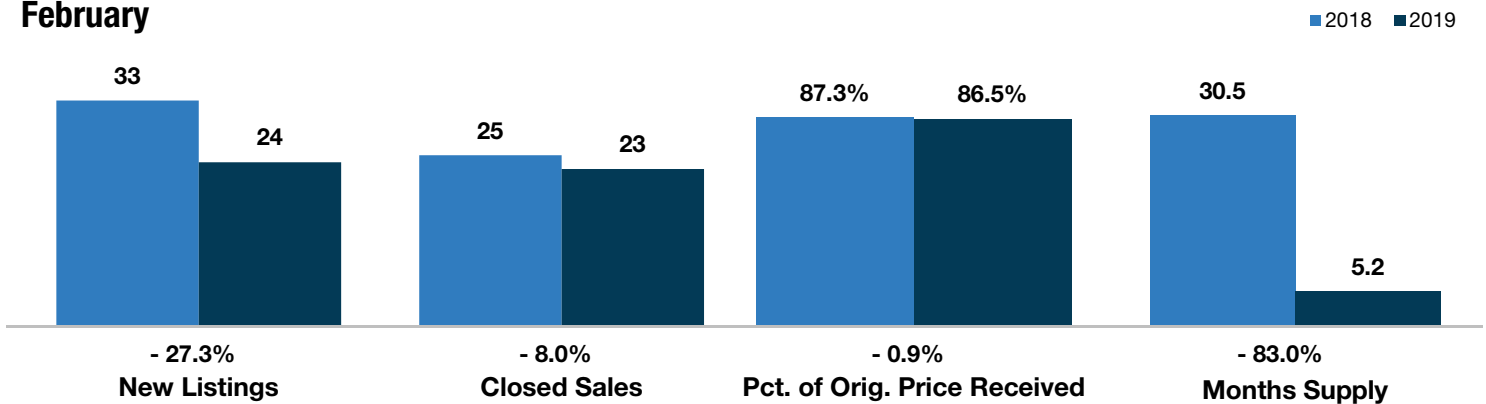


6W – Upper Minnesota Valley Region

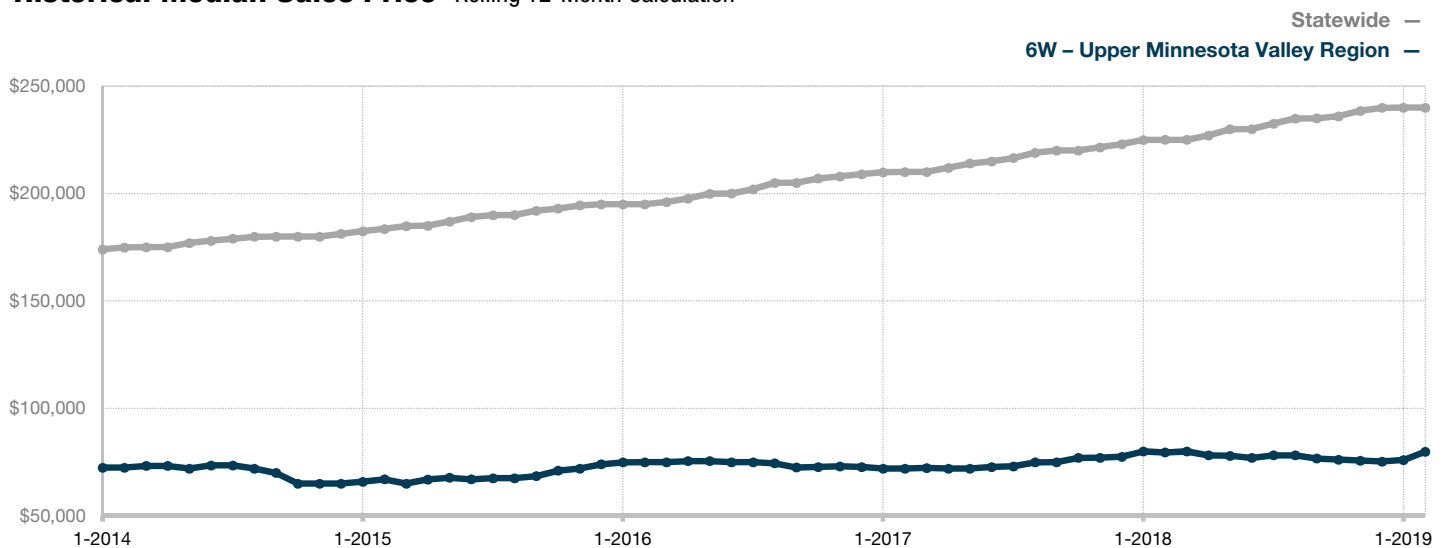
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	33	24	- 27.3%	62	50	- 19.4%
Closed Sales	25	23	- 8.0%	44	44	0.0%
Median Sales Price*	\$79,250	\$88,510	+ 11.7%	\$75,750	\$86,755	+ 14.5%
Percent of Original List Price Received*	87.3%	86.5%	- 0.9%	87.3%	88.7%	+ 1.6%
Days on Market Until Sale	139	164	+ 18.0%	130	136	+ 4.6%
Months Supply of Inventory	30.5	5.2	- 83.0%	--	--	--

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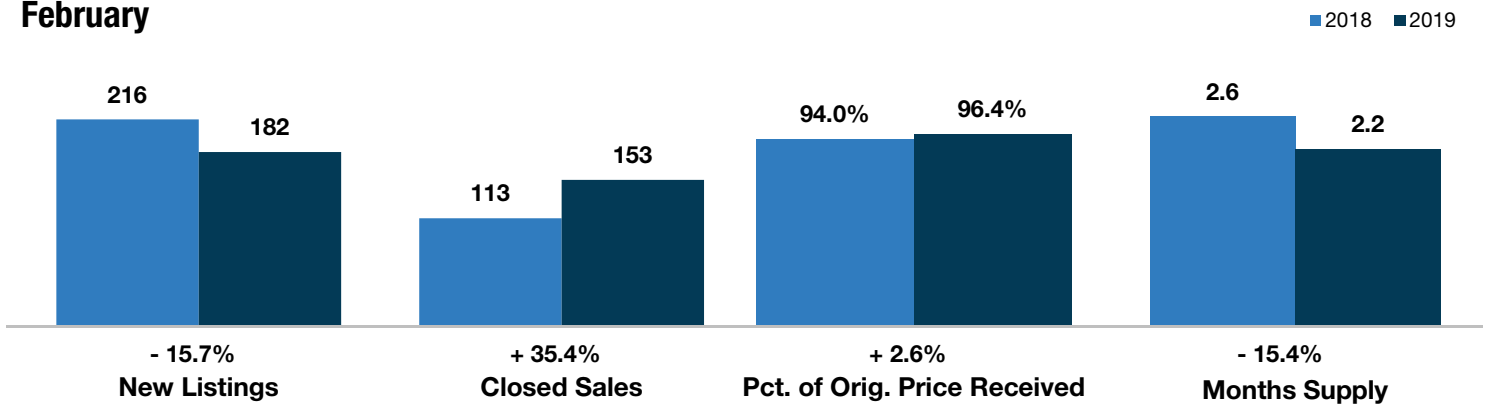


7E – East Central Region

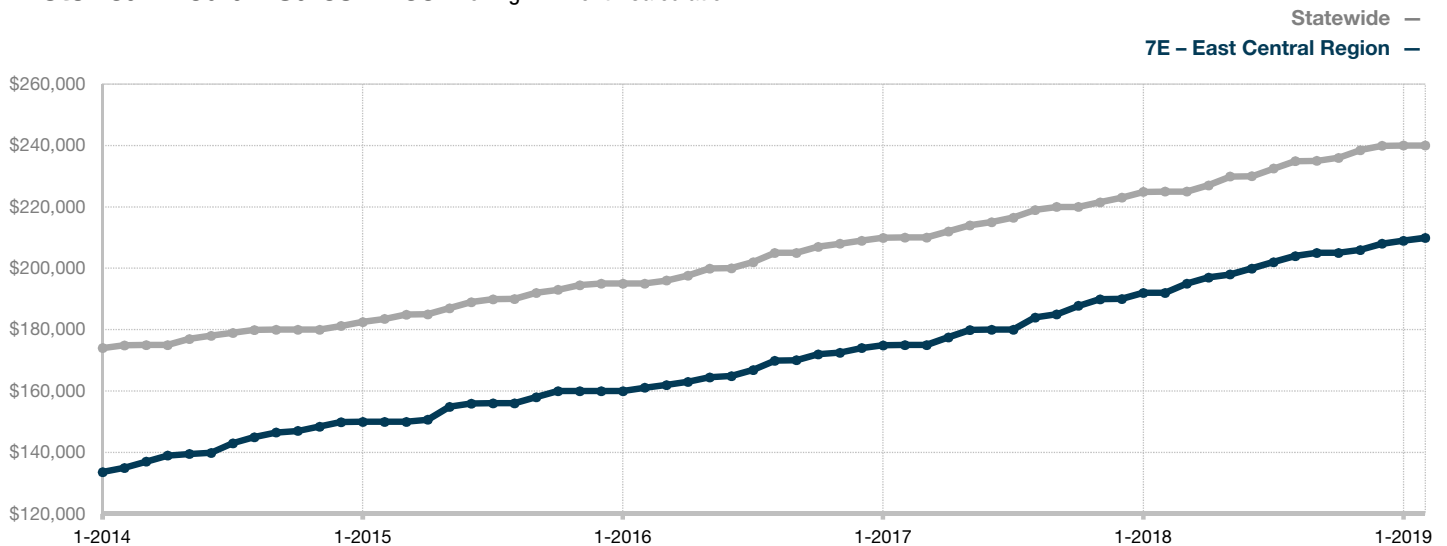
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	216	182	- 15.7%	427	384	- 10.1%
Closed Sales	113	153	+ 35.4%	247	292	+ 18.2%
Median Sales Price*	\$167,500	\$199,000	+ 18.8%	\$181,500	\$205,000	+ 12.9%
Percent of Original List Price Received*	94.0%	96.4%	+ 2.6%	94.4%	96.4%	+ 2.1%
Days on Market Until Sale	80	67	- 16.3%	77	68	- 11.7%
Months Supply of Inventory	2.6	2.2	- 15.4%	--	--	--

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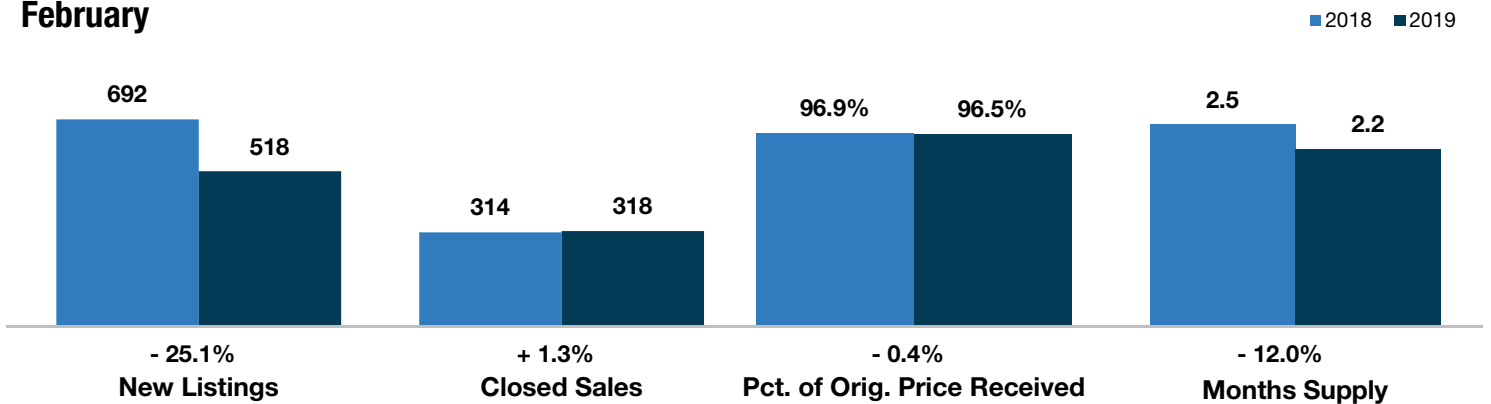


7W – Central Region

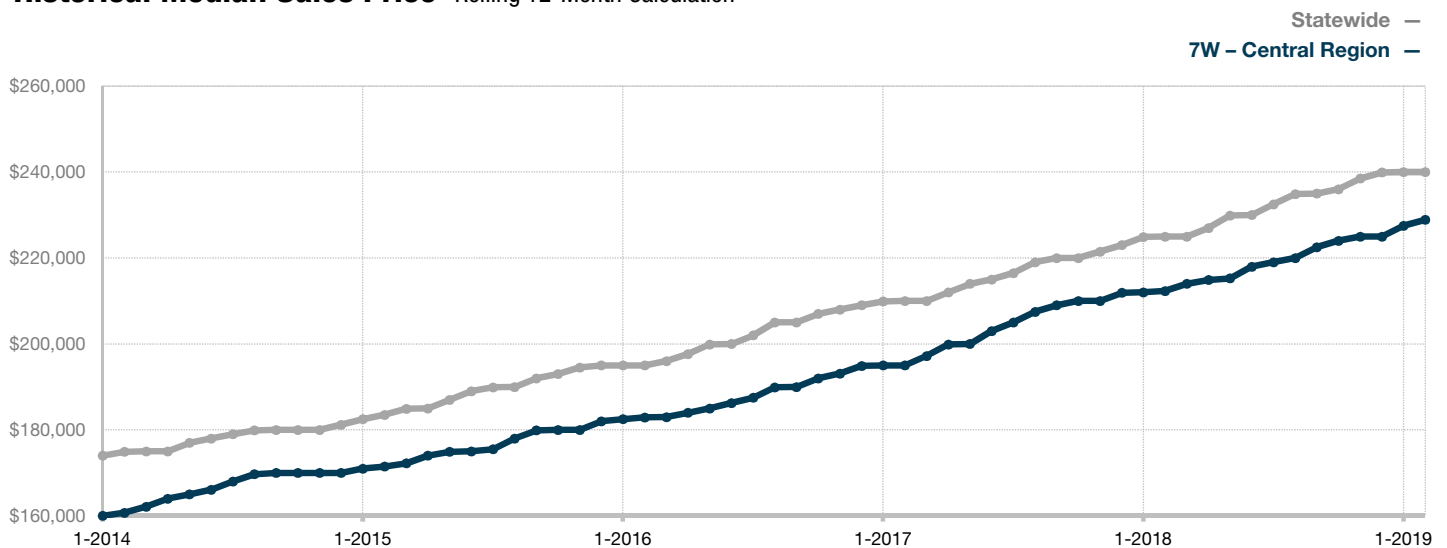
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	692	518	- 25.1%	1,249	1,056	- 15.5%
Closed Sales	314	318	+ 1.3%	663	601	- 9.4%
Median Sales Price*	\$209,187	\$229,949	+ 9.9%	\$205,000	\$228,250	+ 11.3%
Percent of Original List Price Received*	96.9%	96.5%	- 0.4%	96.3%	96.3%	0.0%
Days on Market Until Sale	59	65	+ 10.2%	64	67	+ 4.7%
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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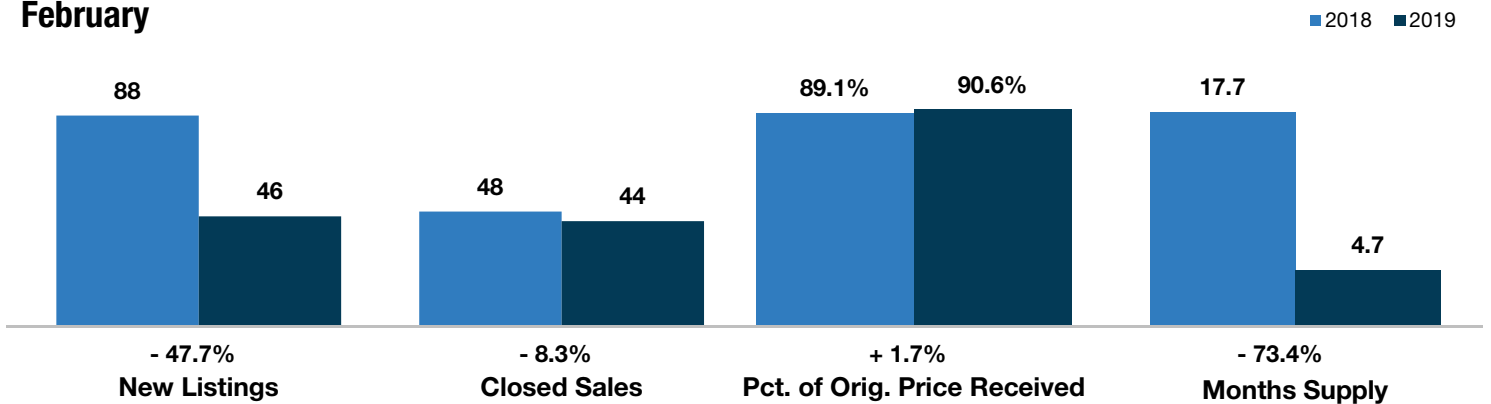


8 – Southwest Region

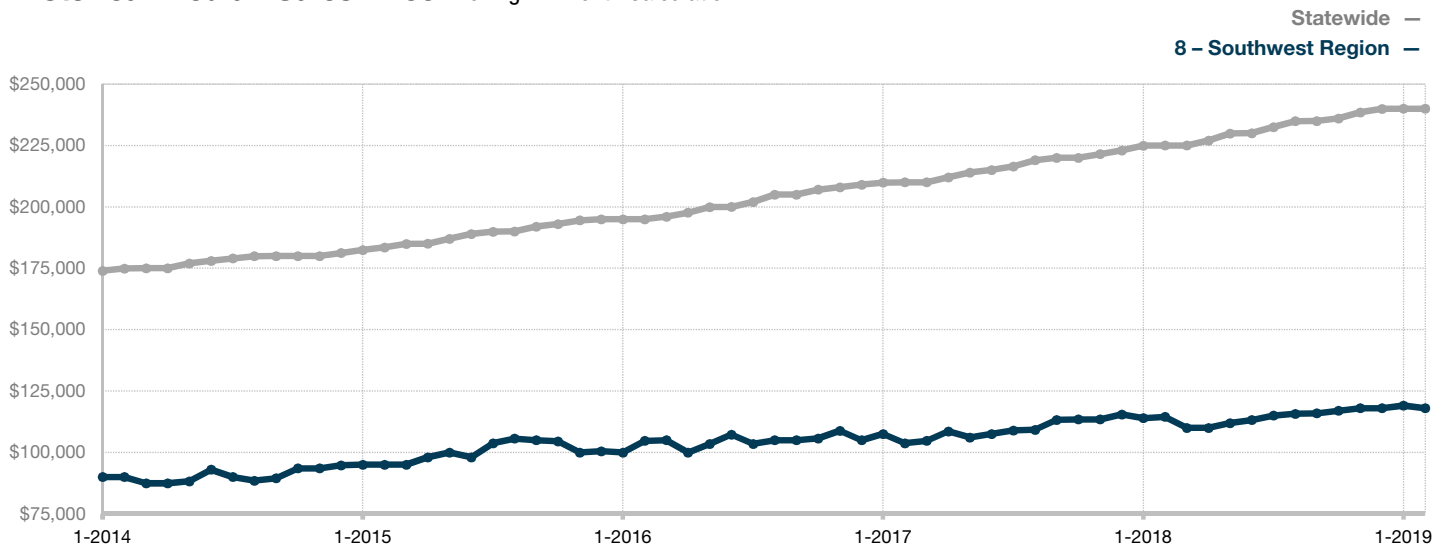
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	88	46	- 47.7%	134	110	- 17.9%
Closed Sales	48	44	- 8.3%	100	80	- 20.0%
Median Sales Price*	\$111,850	\$103,000	- 7.9%	\$99,950	\$95,000	- 5.0%
Percent of Original List Price Received*	89.1%	90.6%	+ 1.7%	89.0%	90.3%	+ 1.5%
Days on Market Until Sale	120	124	+ 3.3%	115	126	+ 9.6%
Months Supply of Inventory	17.7	4.7	- 73.4%	--	--	--

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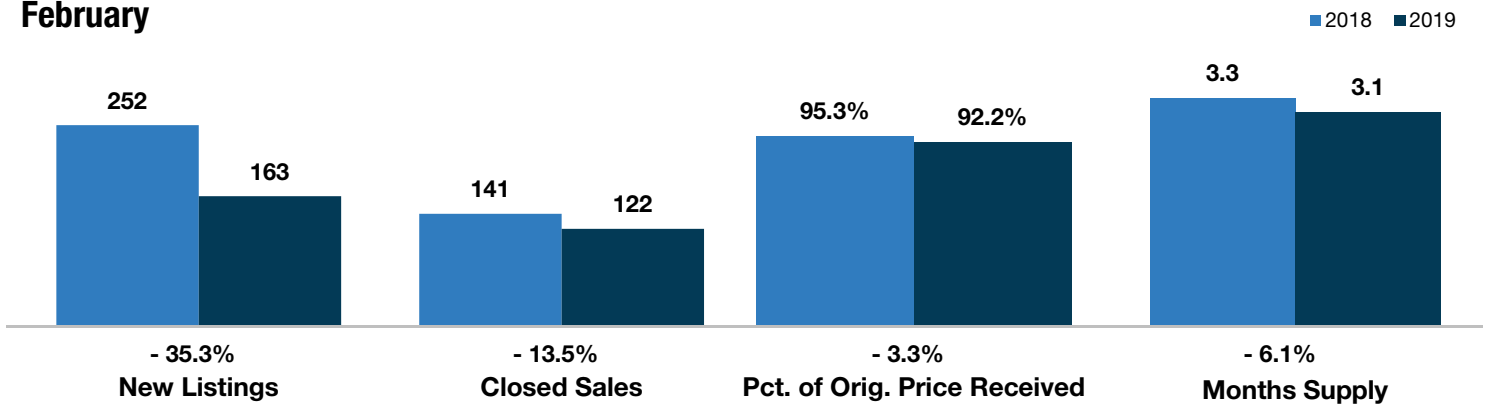


9 – South Central Region

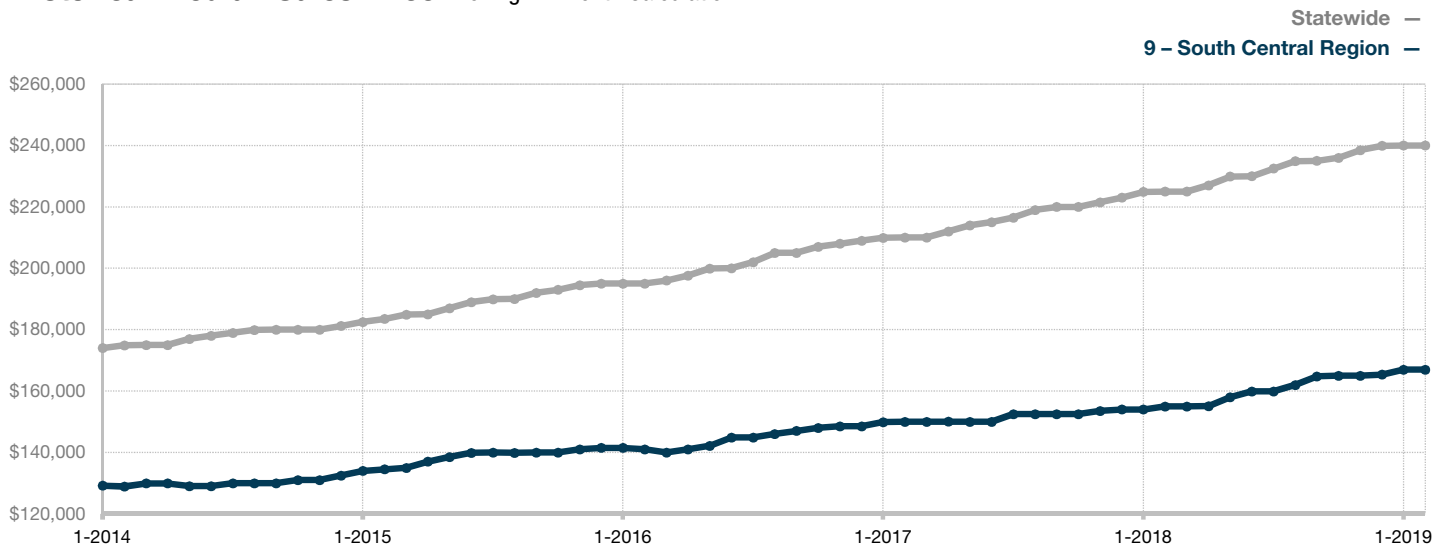
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	252	163	- 35.3%	454	358	- 21.1%
Closed Sales	141	122	- 13.5%	296	244	- 17.6%
Median Sales Price*	\$155,000	\$158,688	+ 2.4%	\$154,250	\$165,000	+ 7.0%
Percent of Original List Price Received*	95.3%	92.2%	- 3.3%	94.0%	92.3%	- 1.8%
Days on Market Until Sale	115	116	+ 0.9%	116	111	- 4.3%
Months Supply of Inventory	3.3	3.1	- 6.1%	--	--	--

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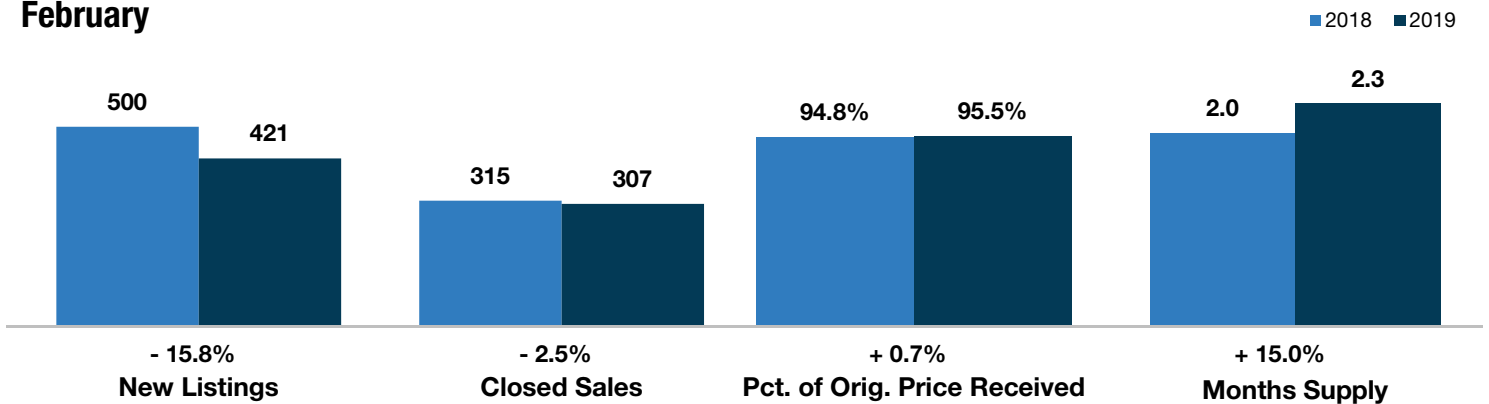


10 – Southeast Region

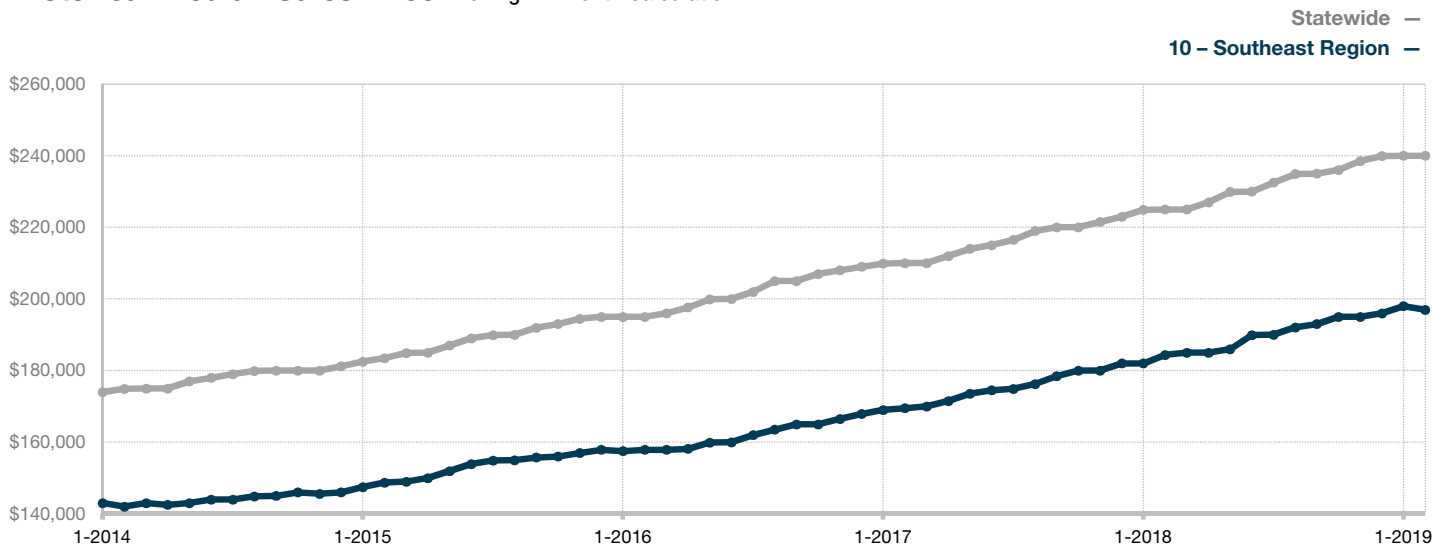
Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	500	421	- 15.8%	927	846	- 8.7%
Closed Sales	315	307	- 2.5%	642	625	- 2.6%
Median Sales Price*	\$195,000	\$187,150	- 4.0%	\$180,000	\$191,700	+ 6.5%
Percent of Original List Price Received*	94.8%	95.5%	+ 0.7%	95.2%	95.3%	+ 0.1%
Days on Market Until Sale	76	67	- 11.8%	69	69	0.0%
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

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Current as of March 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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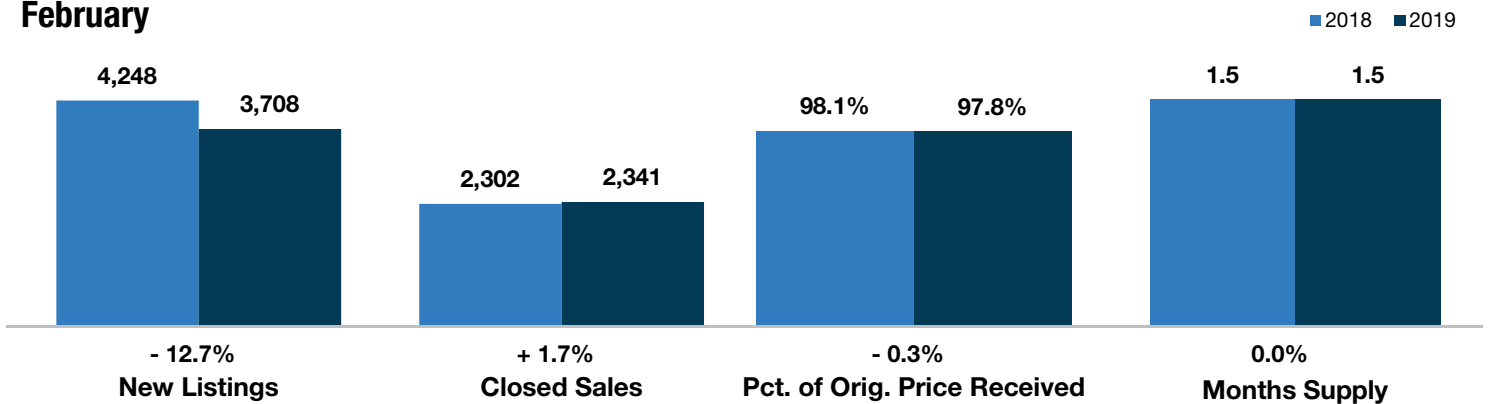


11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2018	2019	Percent Change	Thru 2-2018	Thru 2-2019	Percent Change
New Listings	4,248	3,708	- 12.7%	7,611	7,411	- 2.6%
Closed Sales	2,302	2,341	+ 1.7%	4,704	4,668	- 0.8%
Median Sales Price*	\$258,000	\$270,000	+ 4.7%	\$252,480	\$267,000	+ 5.8%
Percent of Original List Price Received*	98.1%	97.8%	- 0.3%	97.5%	97.4%	- 0.1%
Days on Market Until Sale	52	53	+ 1.9%	52	53	+ 1.9%
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

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