

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 March 2019

A Research Tool Provided by the Minnesota Association of REALTORS®

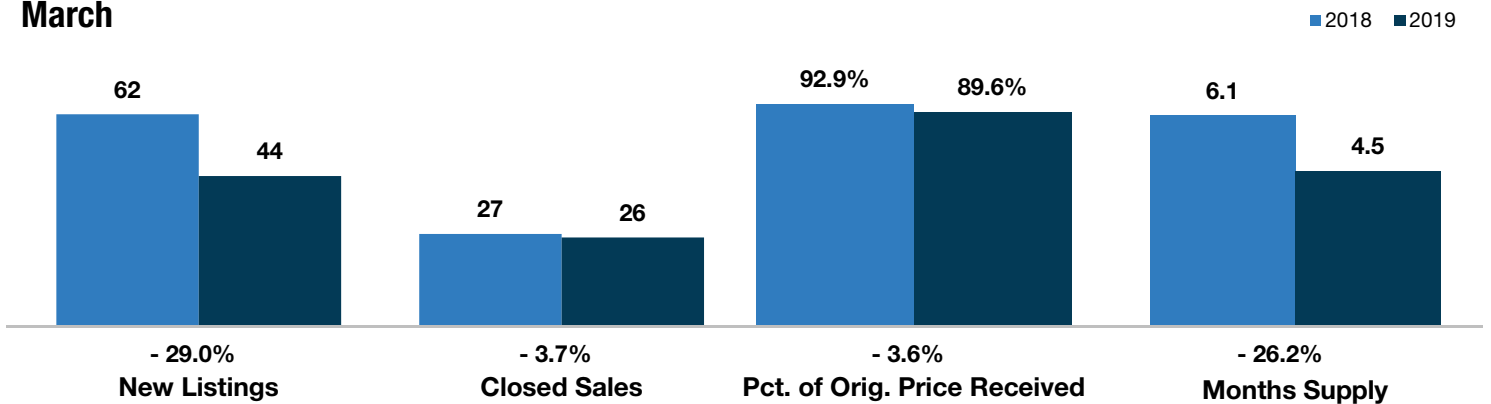


1 – Northwest Region

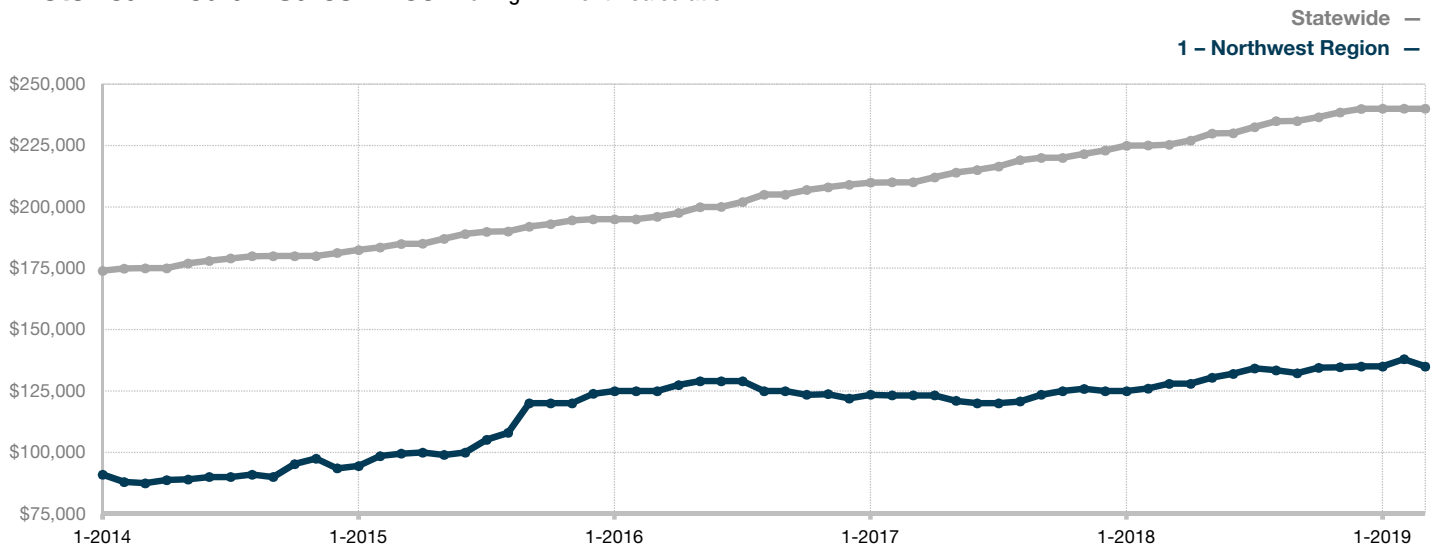
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	62	44	- 29.0%	131	121	- 7.6%
Closed Sales	27	26	- 3.7%	71	68	- 4.2%
Median Sales Price*	\$132,500	\$109,000	- 17.7%	\$132,500	\$133,750	+ 0.9%
Percent of Original List Price Received*	92.9%	89.6%	- 3.6%	89.8%	91.7%	+ 2.1%
Days on Market Until Sale	186	139	- 25.3%	190	148	- 22.1%
Months Supply of Inventory	6.1	4.5	- 26.2%	--	--	--

* 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



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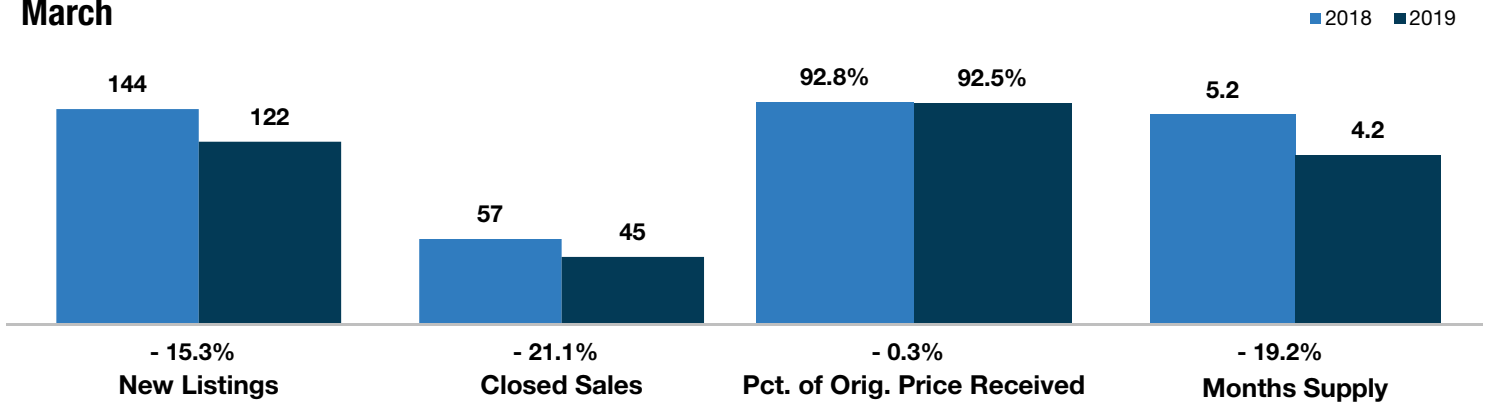


2 – Headwaters Region

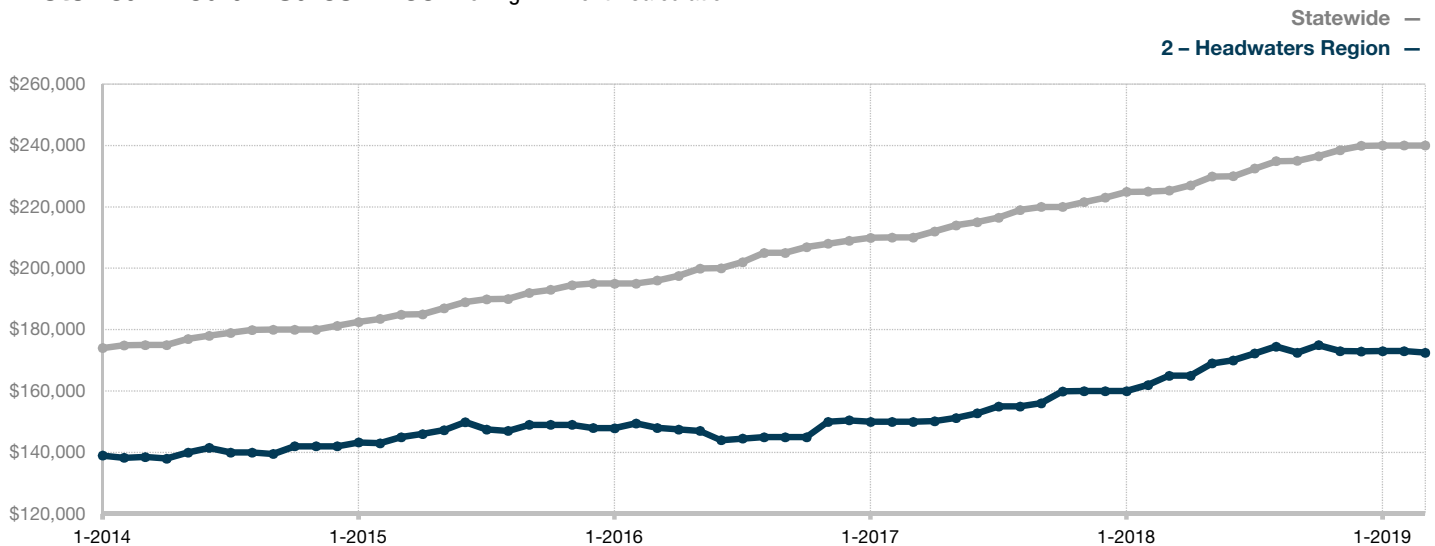
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	144	122	- 15.3%	299	269	- 10.0%
Closed Sales	57	45	- 21.1%	148	113	- 23.6%
Median Sales Price*	\$165,300	\$147,000	- 11.1%	\$159,900	\$154,750	- 3.2%
Percent of Original List Price Received*	92.8%	92.5%	- 0.3%	92.7%	91.9%	- 0.9%
Days on Market Until Sale	142	120	- 15.5%	138	137	- 0.7%
Months Supply of Inventory	5.2	4.2	- 19.2%	--	--	--

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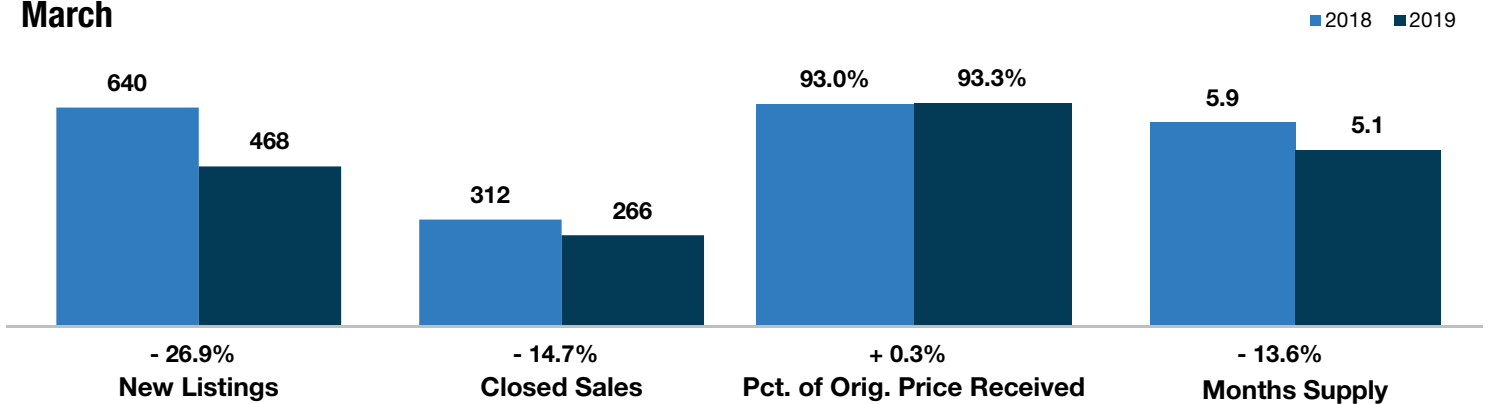


3 – Arrowhead Region

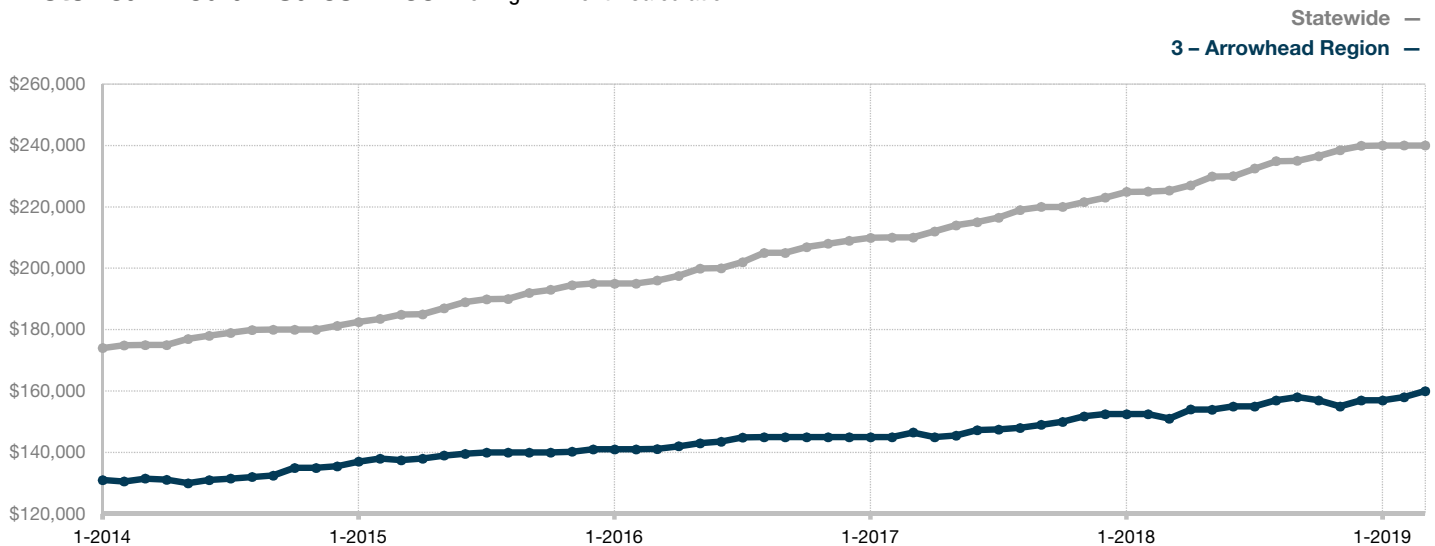
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	640	468	- 26.9%	1,476	1,155	- 21.7%
Closed Sales	312	266	- 14.7%	700	698	- 0.3%
Median Sales Price*	\$135,000	\$158,000	+ 17.0%	\$133,325	\$150,750	+ 13.1%
Percent of Original List Price Received*	93.0%	93.3%	+ 0.3%	91.9%	92.3%	+ 0.4%
Days on Market Until Sale	103	96	- 6.8%	112	94	- 16.1%
Months Supply of Inventory	5.9	5.1	- 13.6%	--	--	--

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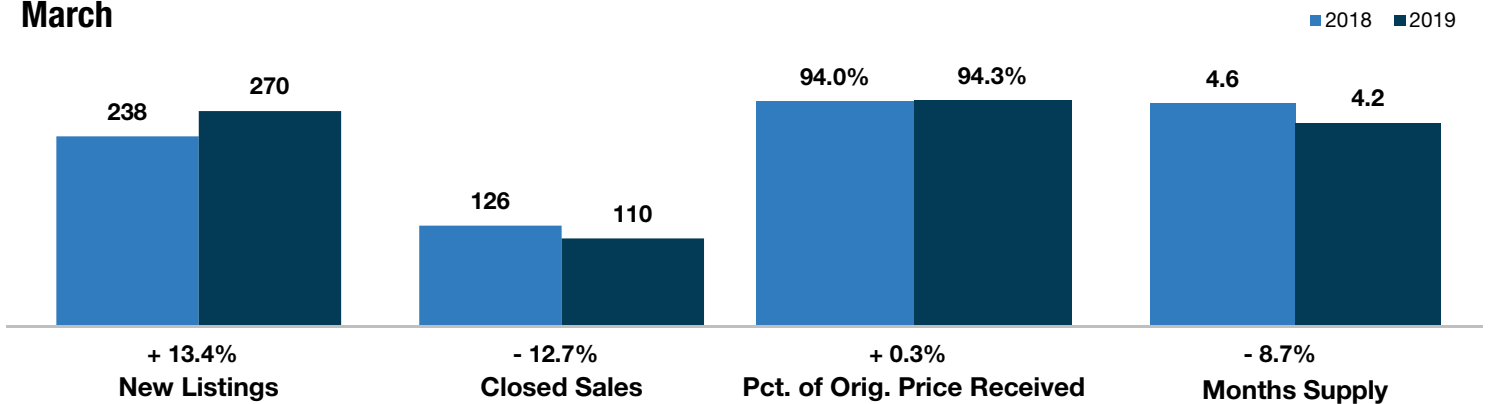


4 – West Central Region

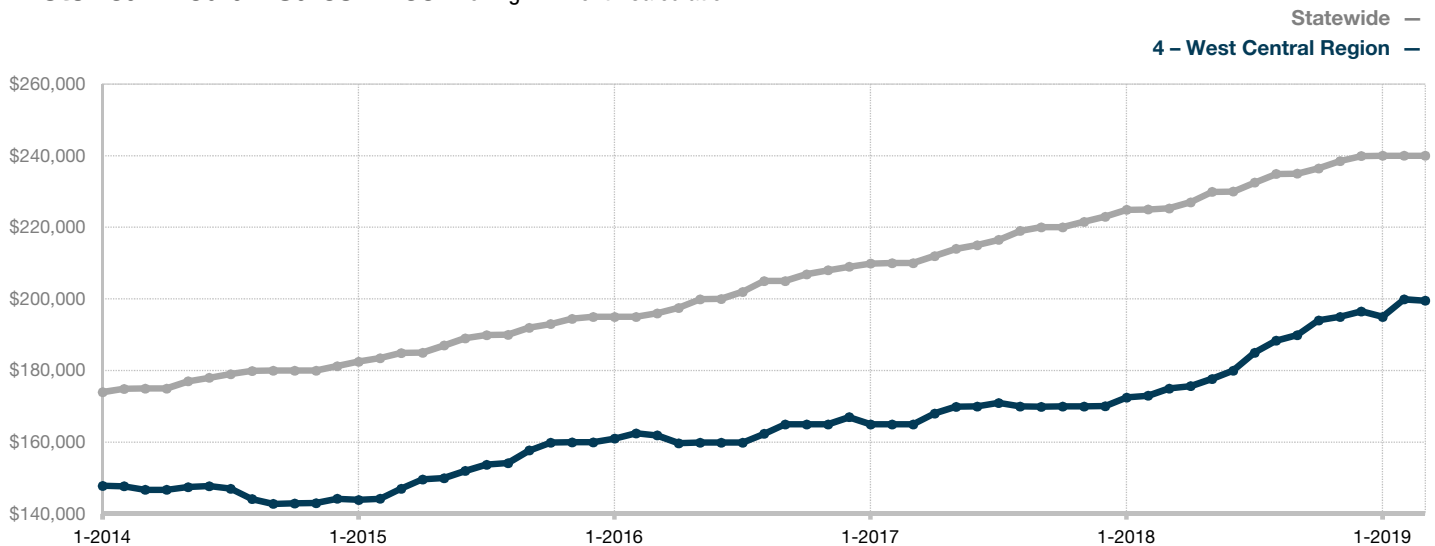
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	238	270	+ 13.4%	565	596	+ 5.5%
Closed Sales	126	110	- 12.7%	292	303	+ 3.8%
Median Sales Price*	\$176,000	\$164,950	- 6.3%	\$164,000	\$182,000	+ 11.0%
Percent of Original List Price Received*	94.0%	94.3%	+ 0.3%	93.2%	92.8%	- 0.4%
Days on Market Until Sale	98	91	- 7.1%	98	95	- 3.1%
Months Supply of Inventory	4.6	4.2	- 8.7%	--	--	--

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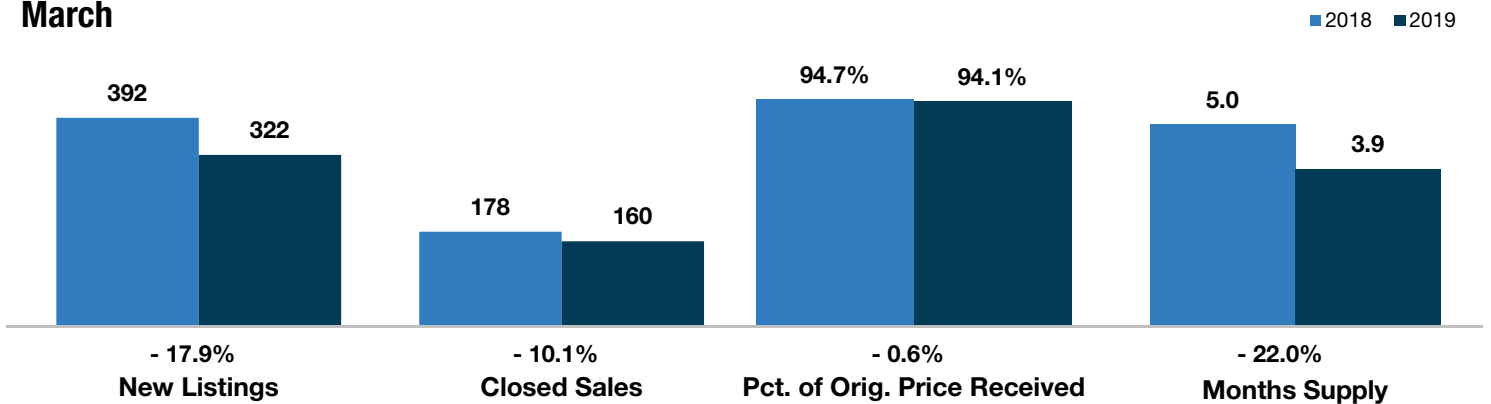


5 – North Central Region

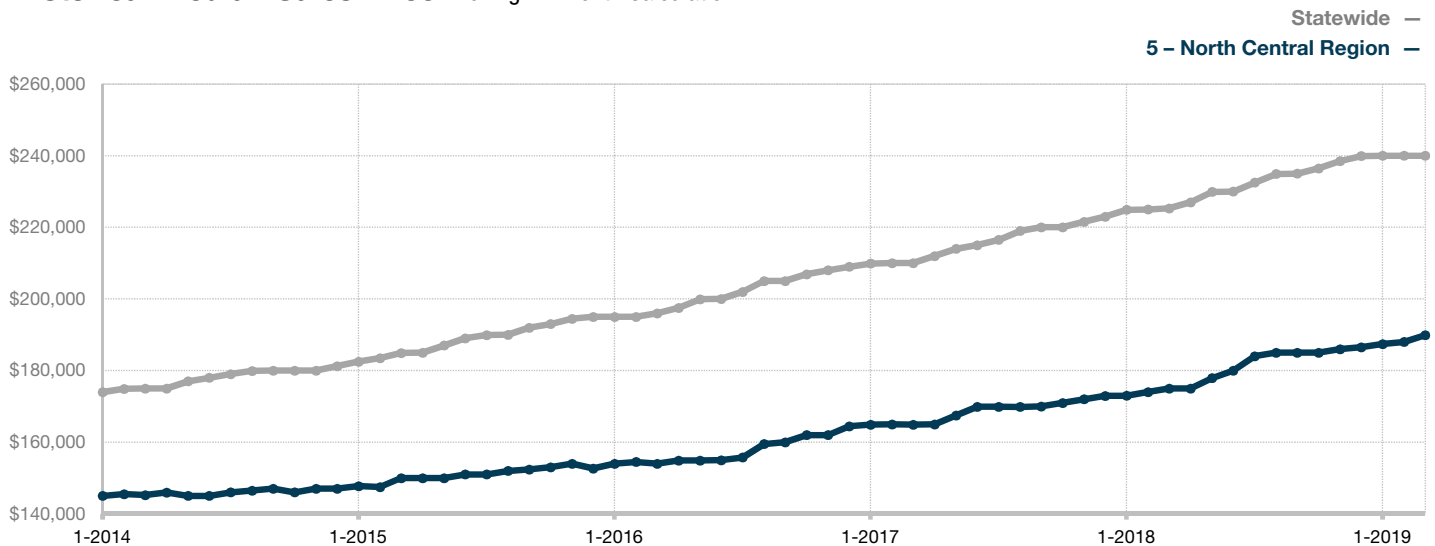
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	392	322	- 17.9%	889	777	- 12.6%
Closed Sales	178	160	- 10.1%	429	418	- 2.6%
Median Sales Price*	\$167,500	\$172,000	+ 2.7%	\$168,240	\$169,000	+ 0.5%
Percent of Original List Price Received*	94.7%	94.1%	- 0.6%	92.9%	93.5%	+ 0.6%
Days on Market Until Sale	90	98	+ 8.9%	103	91	- 11.7%
Months Supply of Inventory	5.0	3.9	- 22.0%	--	--	--

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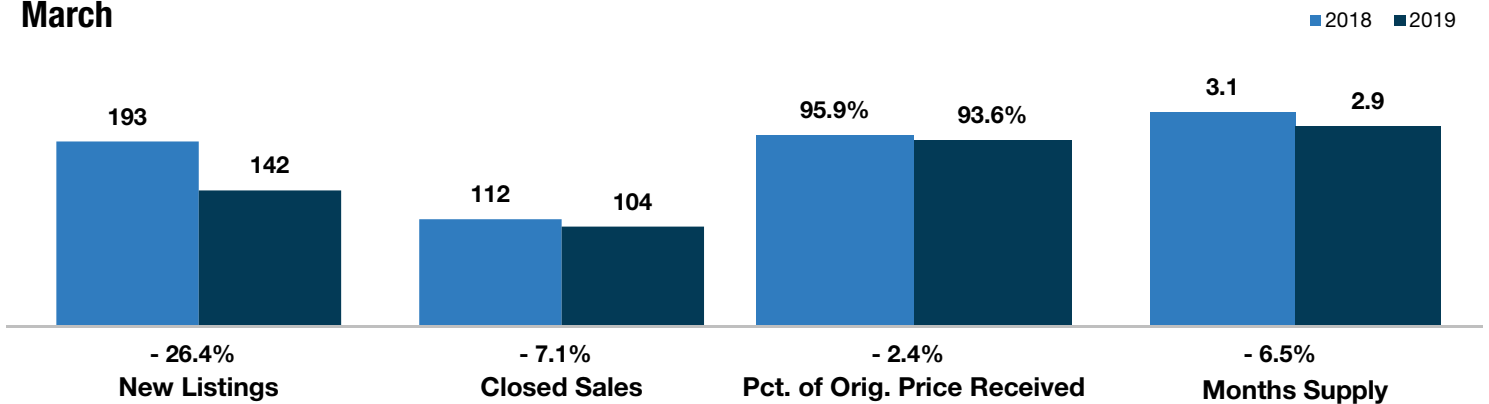


6E – Southwest Central Region

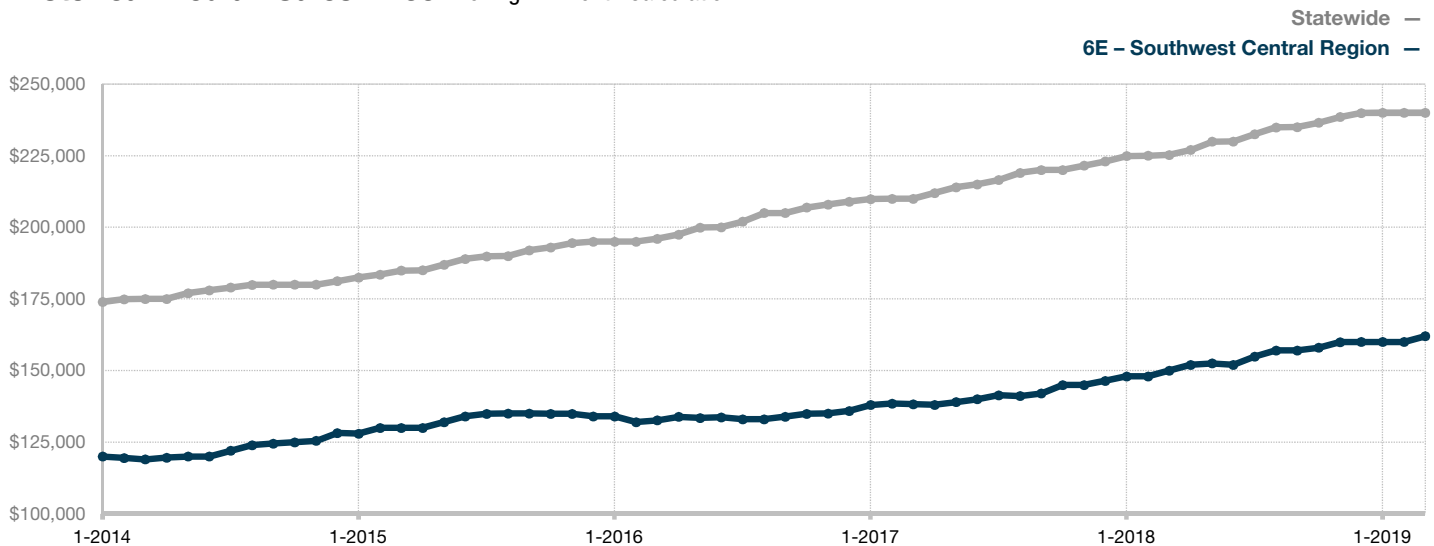
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	193	142	- 26.4%	415	348	- 16.1%
Closed Sales	112	104	- 7.1%	257	250	- 2.7%
Median Sales Price*	\$140,000	\$163,250	+ 16.6%	\$144,000	\$152,500	+ 5.9%
Percent of Original List Price Received*	95.9%	93.6%	- 2.4%	94.5%	92.9%	- 1.7%
Days on Market Until Sale	75	97	+ 29.3%	84	93	+ 10.7%
Months Supply of Inventory	3.1	2.9	- 6.5%	--	--	--

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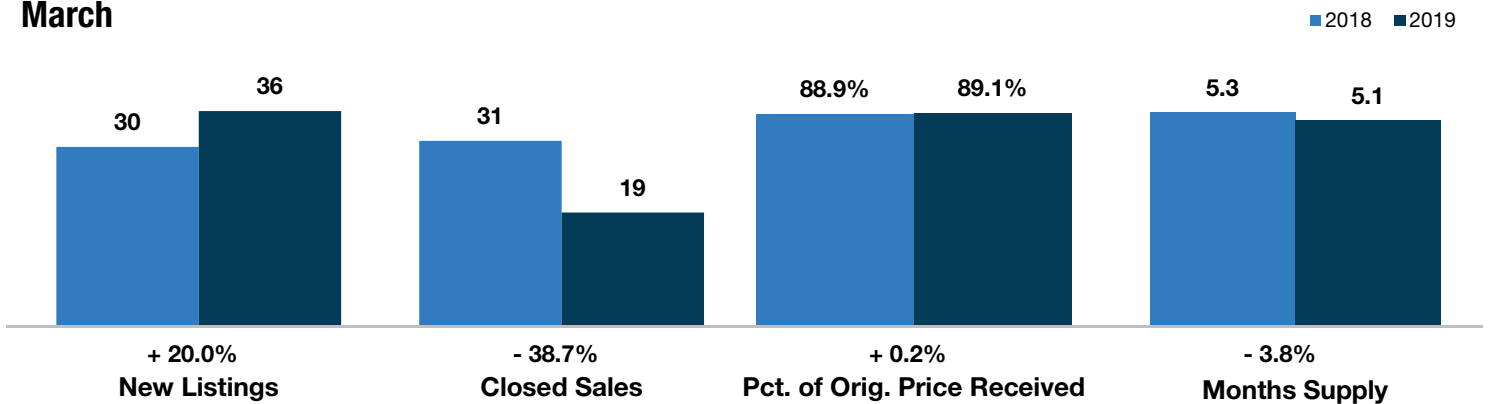


6W – Upper Minnesota Valley Region

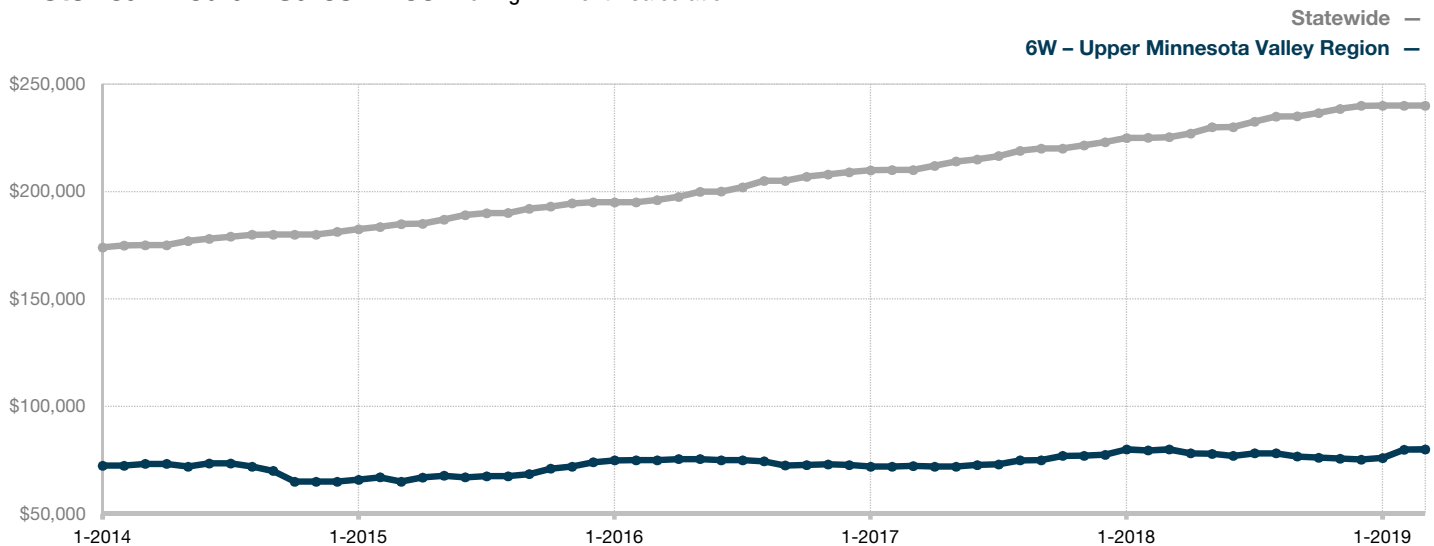
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	30	36	+ 20.0%	92	86	- 6.5%
Closed Sales	31	19	- 38.7%	75	63	- 16.0%
Median Sales Price*	\$79,500	\$80,000	+ 0.6%	\$77,625	\$85,000	+ 9.5%
Percent of Original List Price Received*	88.9%	89.1%	+ 0.2%	88.0%	88.8%	+ 0.9%
Days on Market Until Sale	146	110	- 24.7%	137	128	- 6.6%
Months Supply of Inventory	5.3	5.1	- 3.8%	--	--	--

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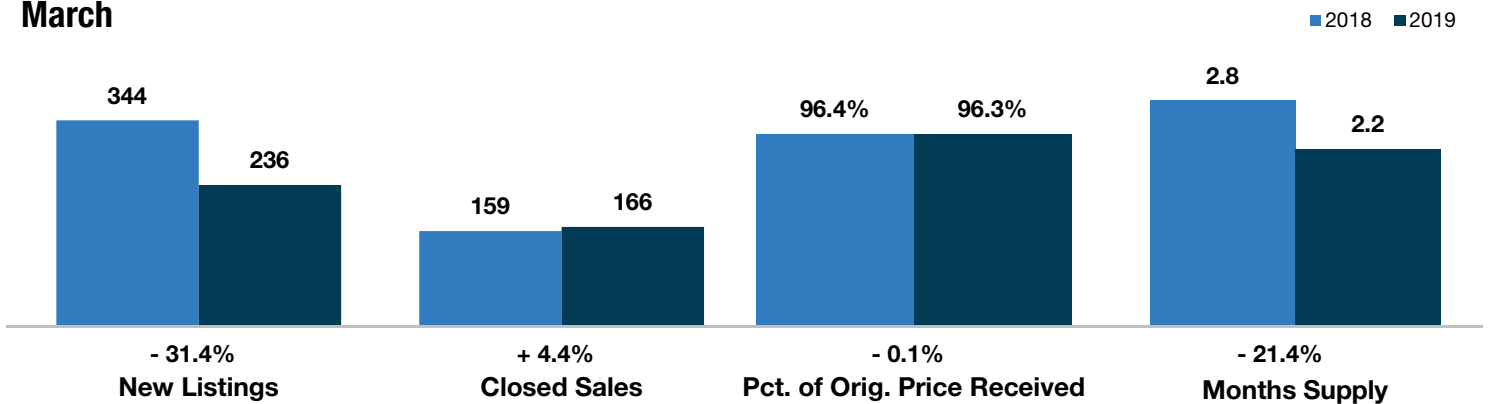


7E – East Central Region

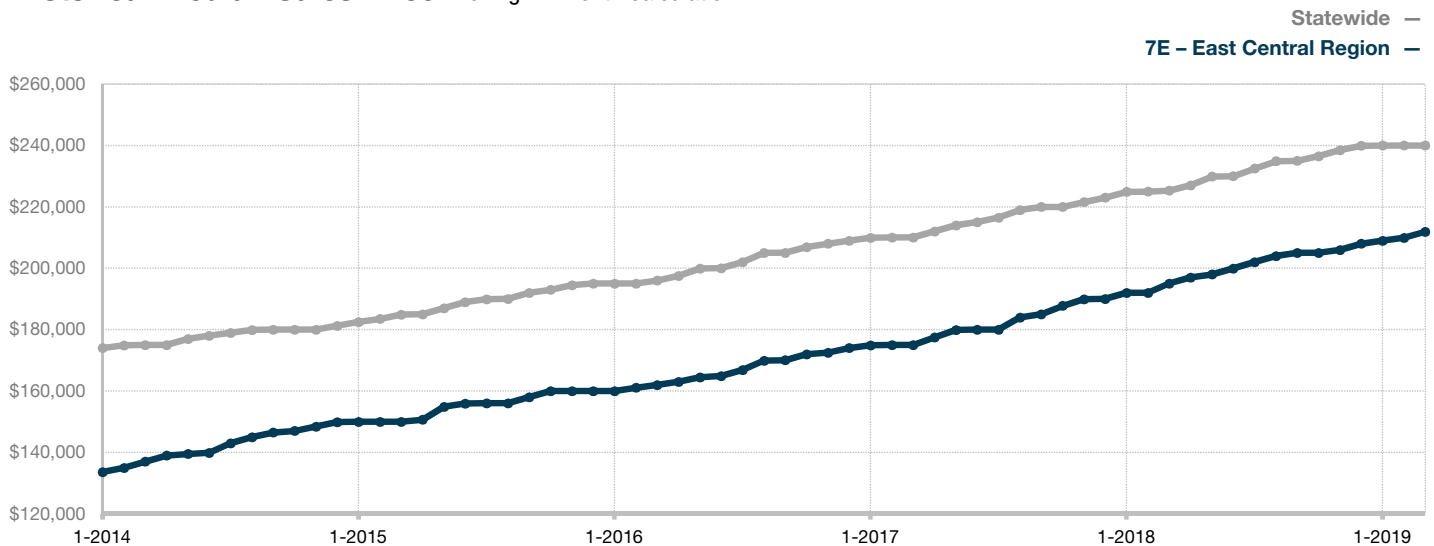
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	344	236	- 31.4%	771	621	- 19.5%
Closed Sales	159	166	+ 4.4%	406	462	+ 13.8%
Median Sales Price*	\$196,000	\$220,000	+ 12.2%	\$190,000	\$214,000	+ 12.6%
Percent of Original List Price Received*	96.4%	96.3%	- 0.1%	95.2%	96.4%	+ 1.3%
Days on Market Until Sale	60	75	+ 25.0%	70	71	+ 1.4%
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--

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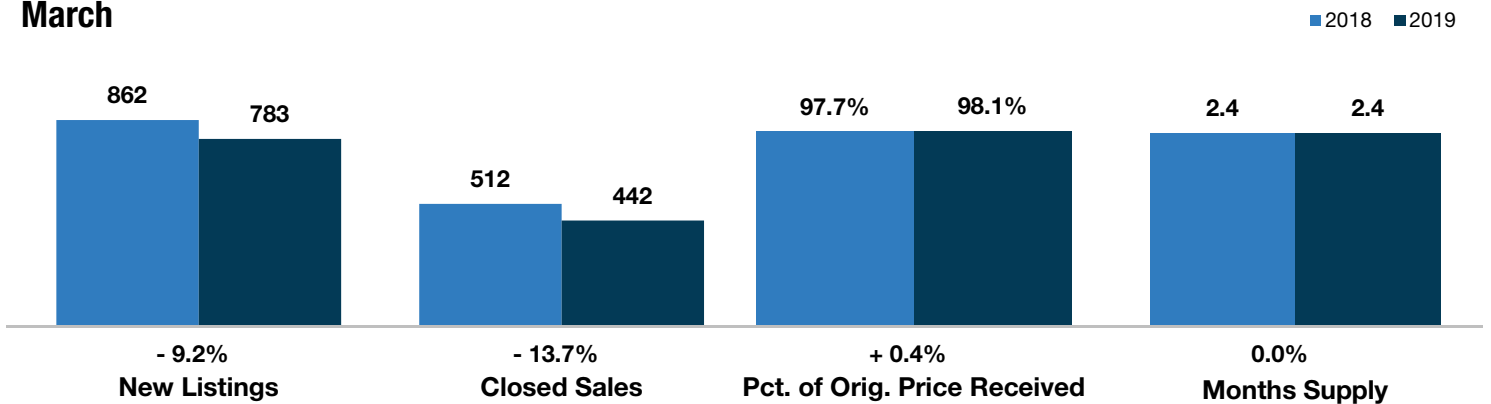


7W – Central Region

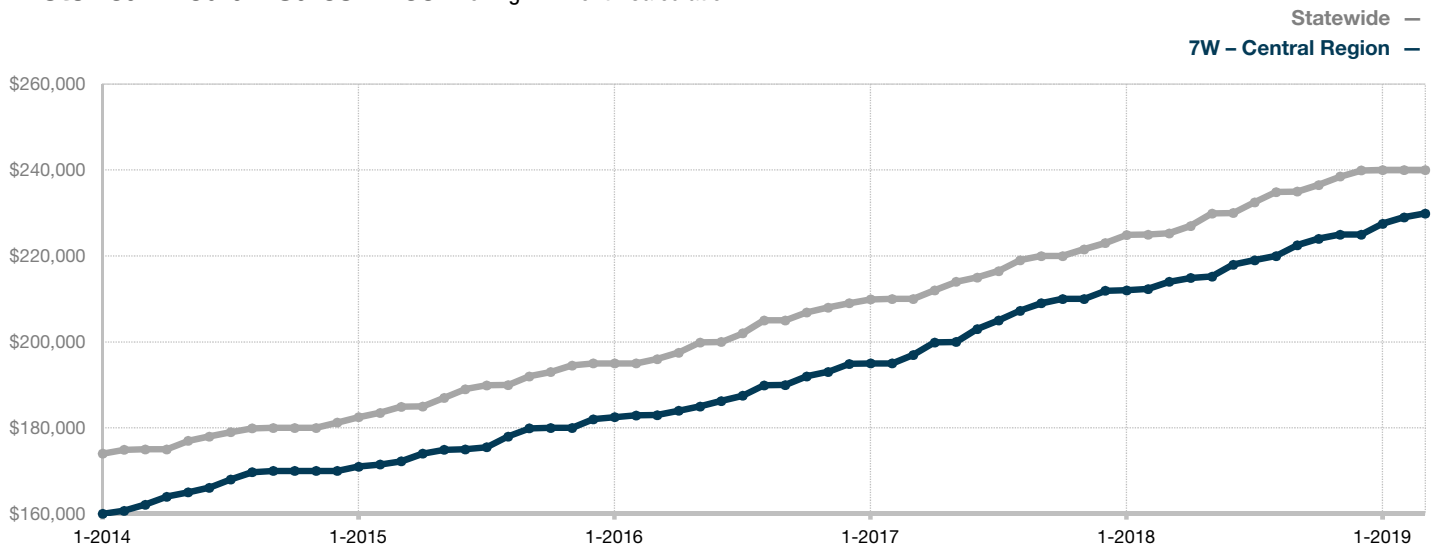
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	862	783	- 9.2%	2,111	1,848	- 12.5%
Closed Sales	512	442	- 13.7%	1,175	1,050	- 10.6%
Median Sales Price*	\$220,000	\$238,000	+ 8.2%	\$210,000	\$232,000	+ 10.5%
Percent of Original List Price Received*	97.7%	98.1%	+ 0.4%	96.9%	97.1%	+ 0.2%
Days on Market Until Sale	55	56	+ 1.8%	60	62	+ 3.3%
Months Supply of Inventory	2.4	2.4	0.0%	--	--	--

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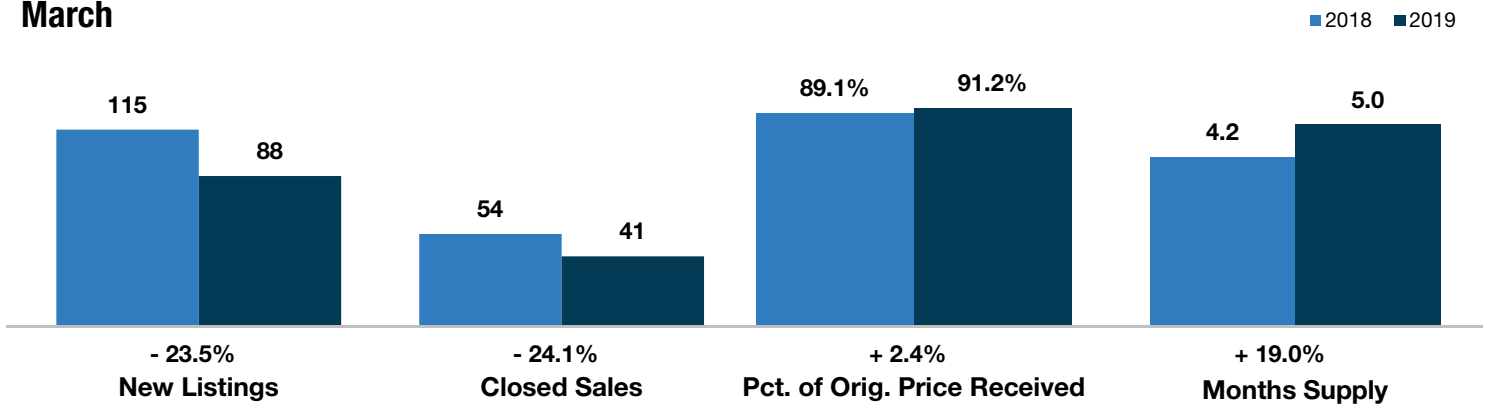


8 – Southwest Region

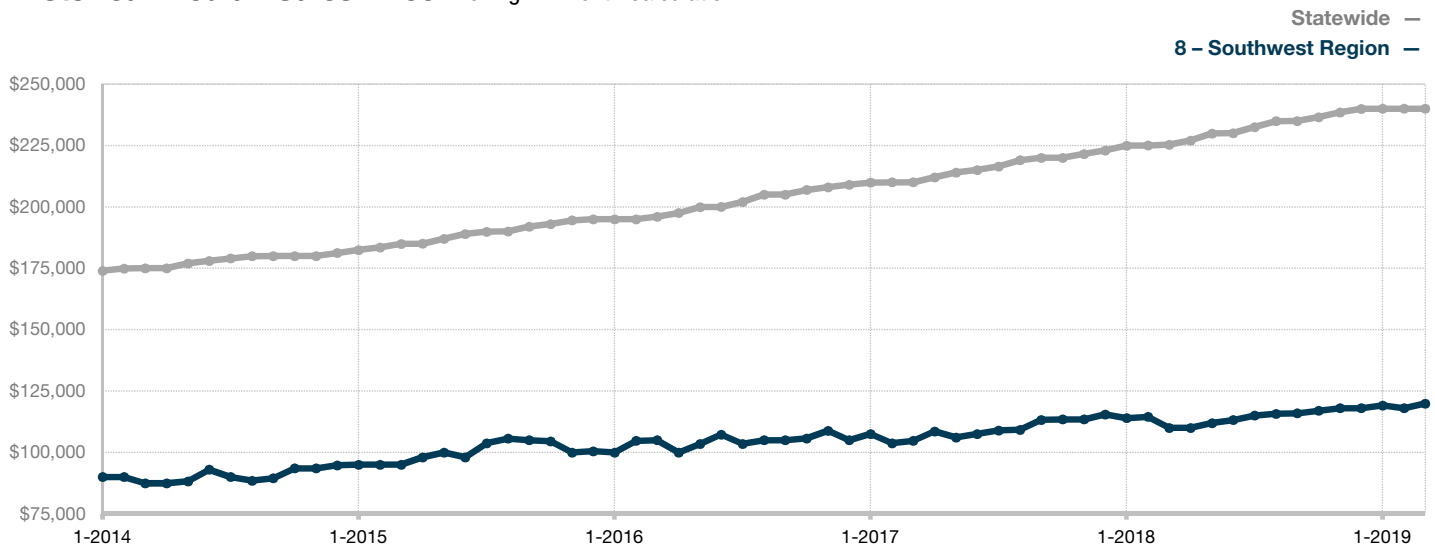
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	115	88	- 23.5%	249	199	- 20.1%
Closed Sales	54	41	- 24.1%	154	121	- 21.4%
Median Sales Price*	\$68,500	\$113,500	+ 65.7%	\$92,000	\$101,500	+ 10.3%
Percent of Original List Price Received*	89.1%	91.2%	+ 2.4%	89.1%	90.6%	+ 1.7%
Days on Market Until Sale	100	96	- 4.0%	110	116	+ 5.5%
Months Supply of Inventory	4.2	5.0	+ 19.0%	--	--	--

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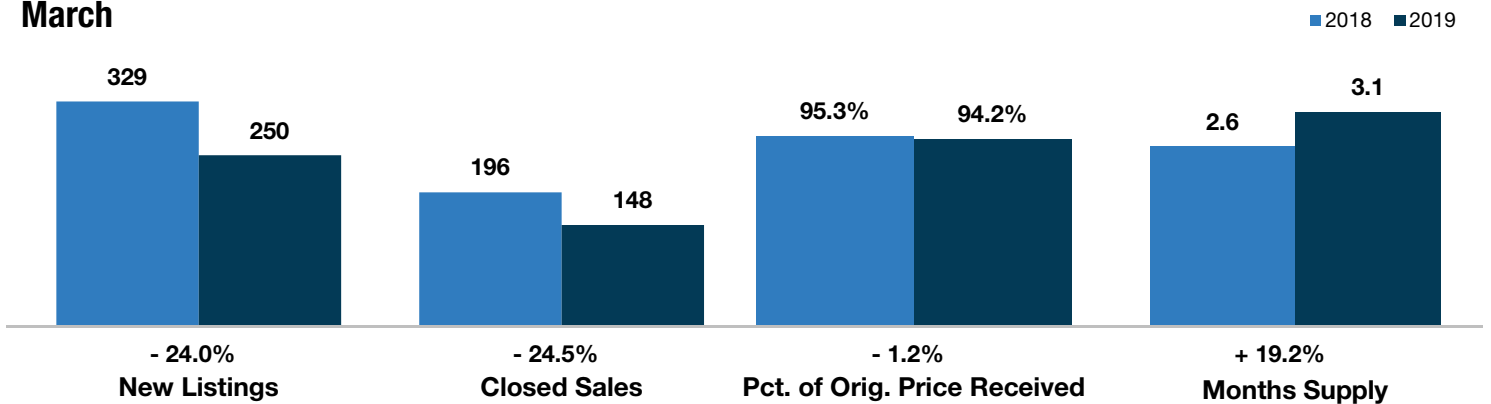


9 – South Central Region

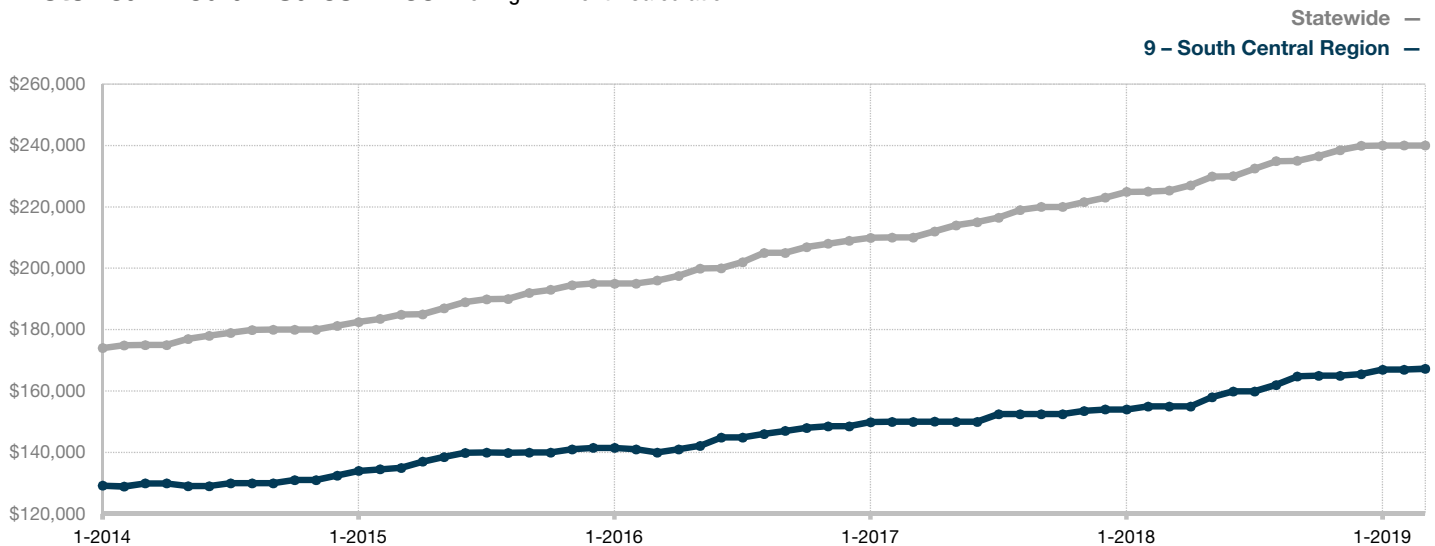
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	329	250	- 24.0%	783	611	- 22.0%
Closed Sales	196	148	- 24.5%	492	396	- 19.5%
Median Sales Price*	\$153,000	\$158,500	+ 3.6%	\$153,500	\$164,700	+ 7.3%
Percent of Original List Price Received*	95.3%	94.2%	- 1.2%	94.6%	92.9%	- 1.8%
Days on Market Until Sale	114	112	- 1.8%	115	112	- 2.6%
Months Supply of Inventory	2.6	3.1	+ 19.2%	--	--	--

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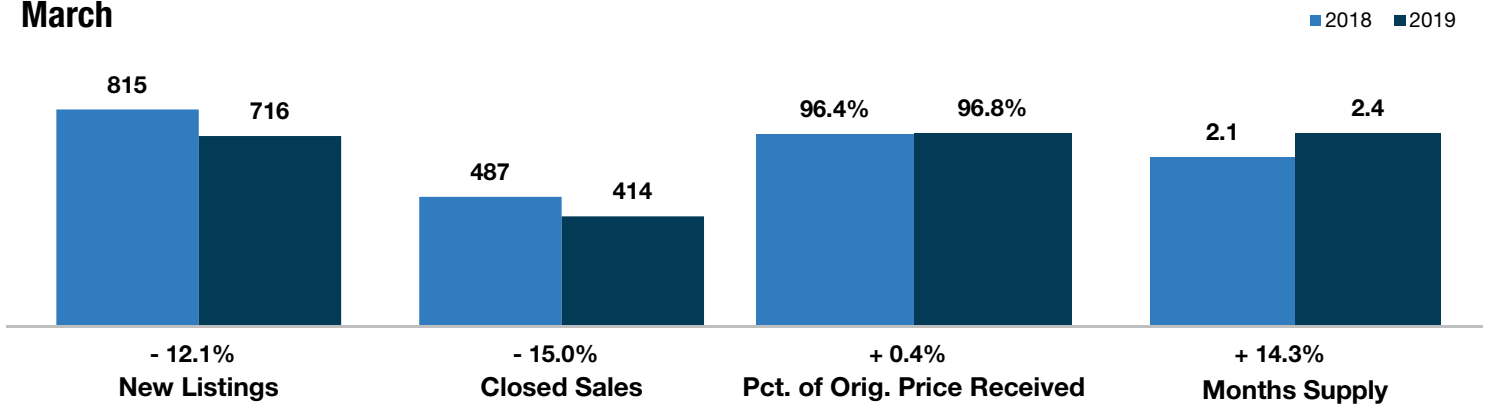


10 – Southeast Region

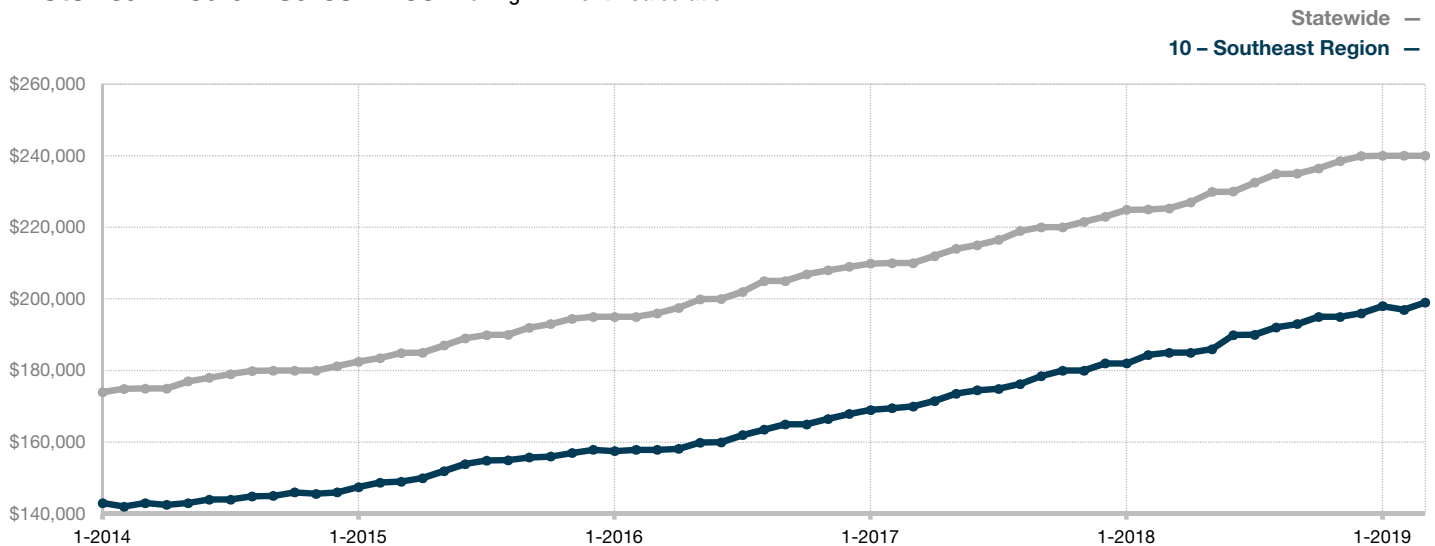
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	815	716	- 12.1%	1,742	1,569	- 9.9%
Closed Sales	487	414	- 15.0%	1,129	1,041	- 7.8%
Median Sales Price*	\$186,000	\$205,000	+ 10.2%	\$182,250	\$196,500	+ 7.8%
Percent of Original List Price Received*	96.4%	96.8%	+ 0.4%	95.7%	95.9%	+ 0.2%
Days on Market Until Sale	64	68	+ 6.3%	66	69	+ 4.5%
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 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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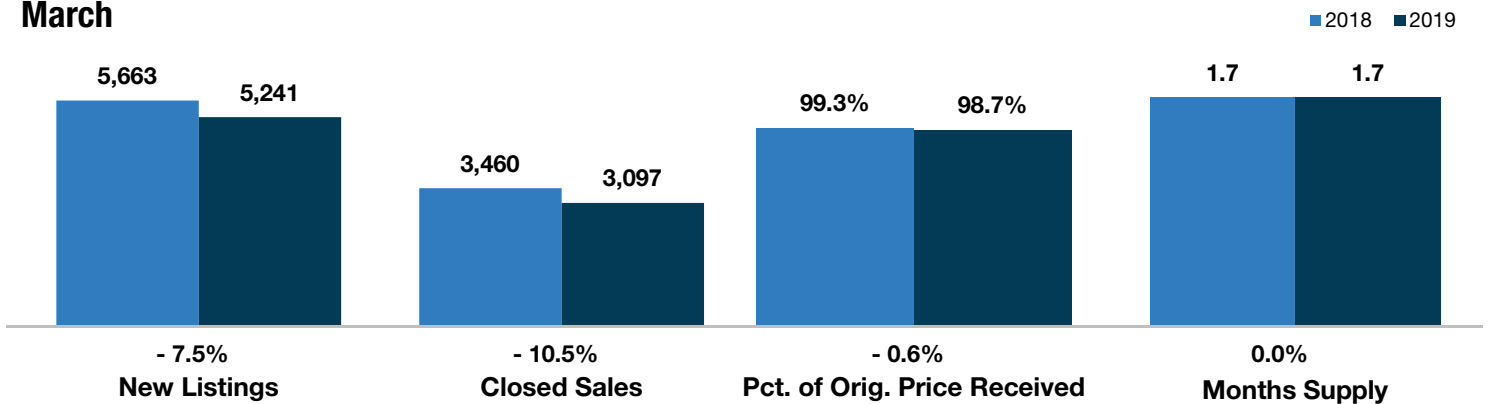


11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	5,663	5,241	- 7.5%	13,274	12,688	- 4.4%
Closed Sales	3,460	3,097	- 10.5%	8,164	7,819	- 4.2%
Median Sales Price*	\$265,000	\$283,000	+ 6.8%	\$257,900	\$274,900	+ 6.6%
Percent of Original List Price Received*	99.3%	98.7%	- 0.6%	98.3%	97.9%	- 0.4%
Days on Market Until Sale	41	46	+ 12.2%	47	50	+ 6.4%
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

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