



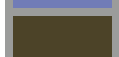
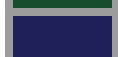



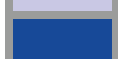


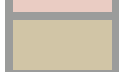


# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 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 May 2019

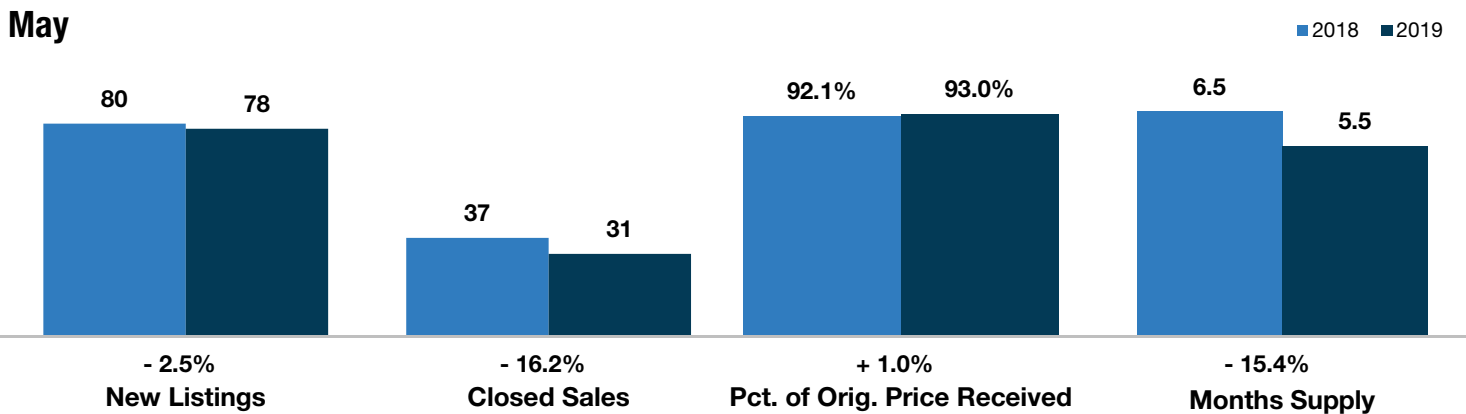
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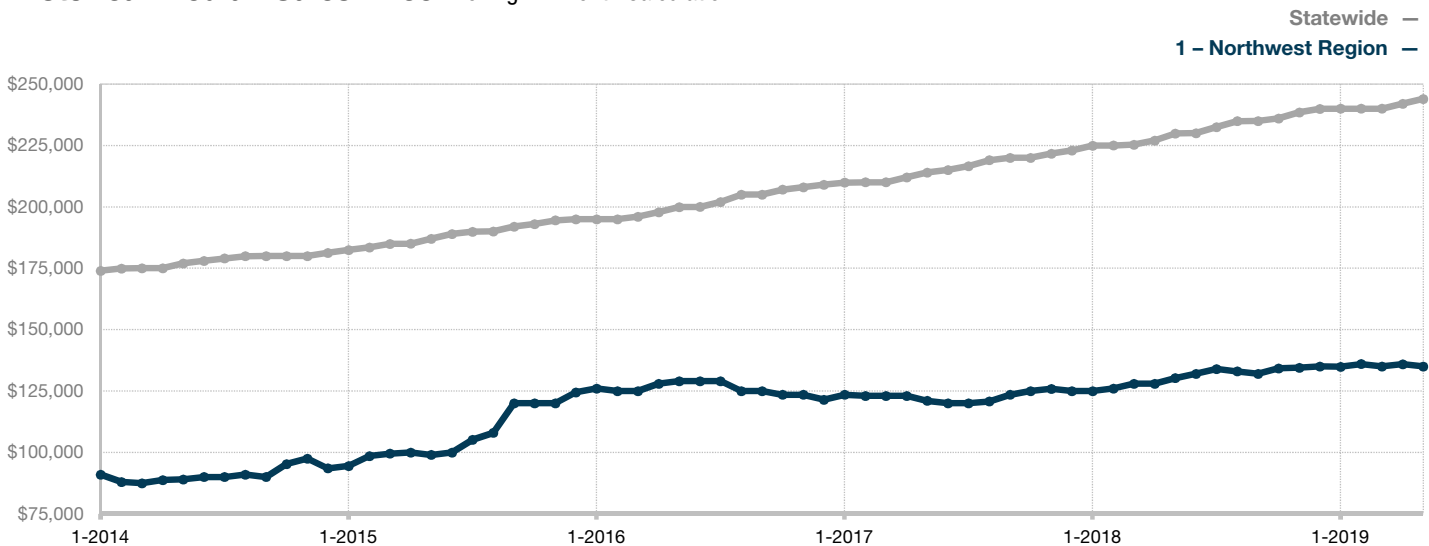
## 1 – Northwest Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	80	78	- 2.5%	279	259	- 7.2%
Closed Sales	37	31	- 16.2%	133	131	- 1.5%
Median Sales Price*	\$157,000	\$157,450	+ 0.3%	\$138,000	\$137,500	- 0.4%
Percent of Original List Price Received*	92.1%	93.0%	+ 1.0%	90.4%	92.3%	+ 2.1%
Days on Market Until Sale	159	213	+ 34.0%	188	162	- 13.8%
Months Supply of Inventory	6.5	5.5	- 15.4%	--	--	--

\* 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 May 2019

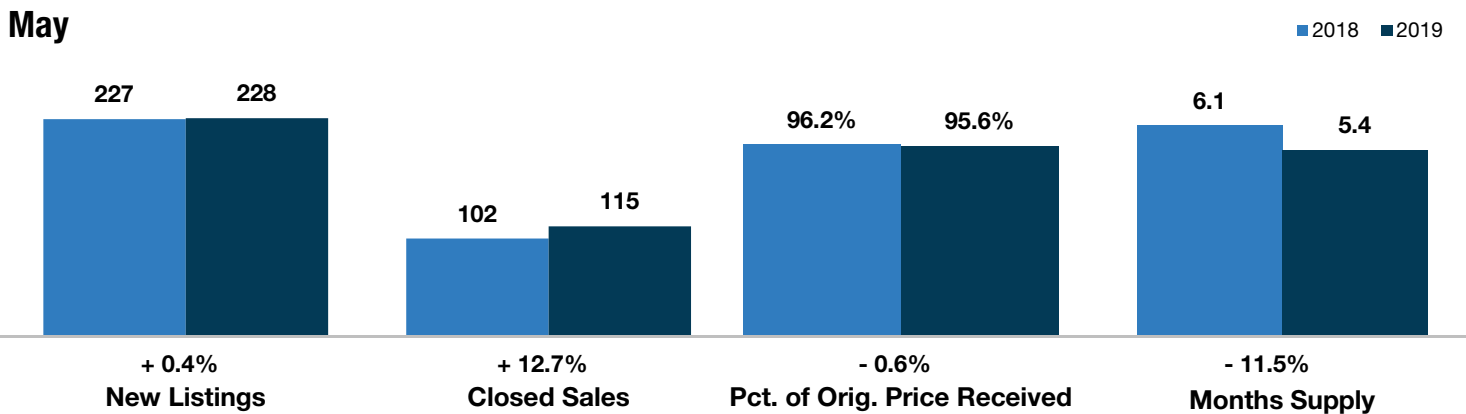
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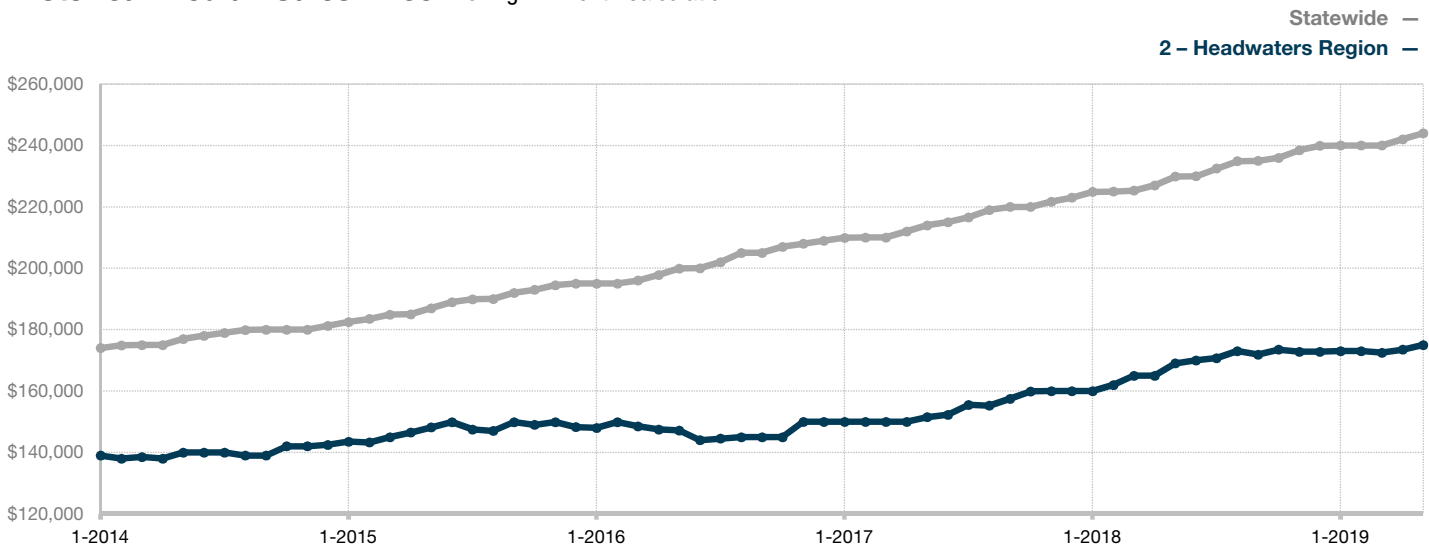
## 2 – Headwaters Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	227	<b>228</b>	+ 0.4%	697	<b>708</b>	+ 1.6%
Closed Sales	102	<b>115</b>	+ 12.7%	319	<b>299</b>	- 6.3%
Median Sales Price*	\$190,000	<b>\$190,000</b>	0.0%	\$169,000	<b>\$175,000</b>	+ 3.6%
Percent of Original List Price Received*	96.2%	<b>95.6%</b>	- 0.6%	94.2%	<b>94.4%</b>	+ 0.2%
Days on Market Until Sale	110	<b>111</b>	+ 0.9%	127	<b>120</b>	- 5.5%
Months Supply of Inventory	6.1	<b>5.4</b>	- 11.5%	--	--	--

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



# Local Market Update for May 2019

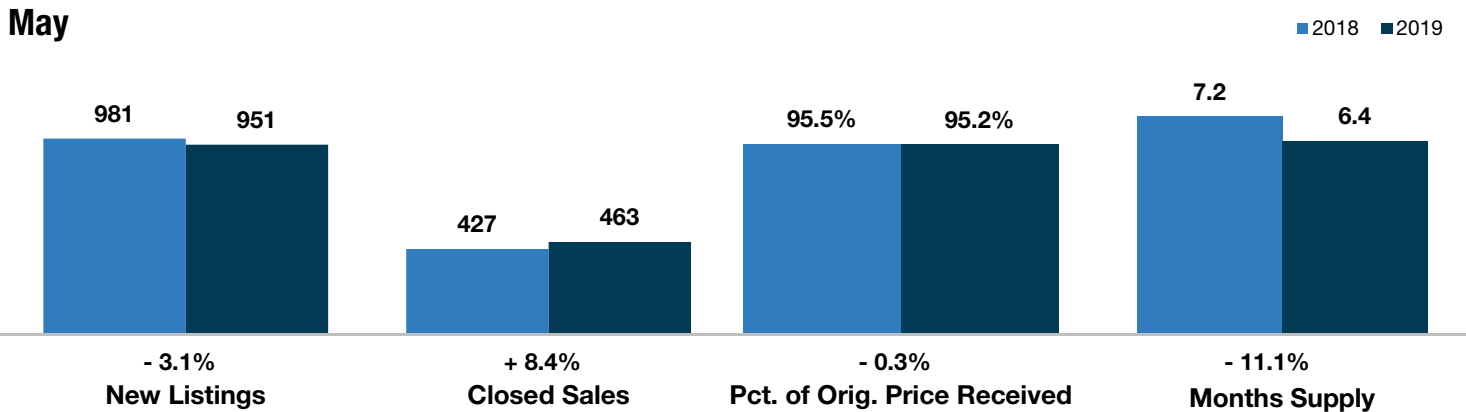
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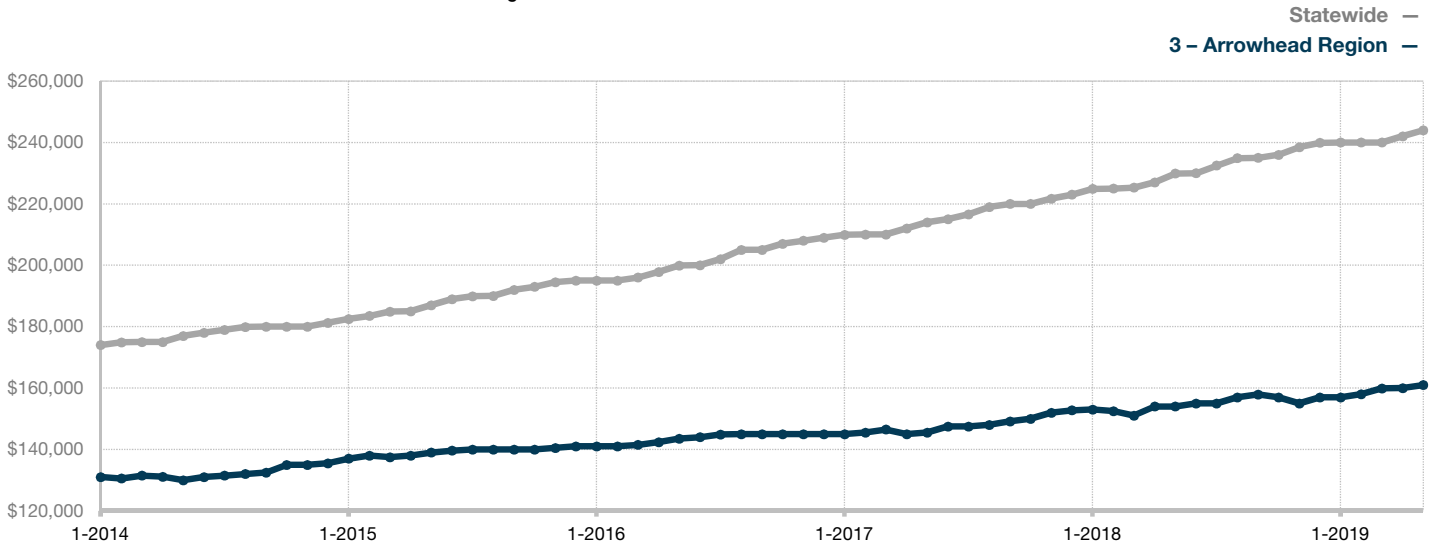
## 3 – Arrowhead Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	981	951	- 3.1%	3,174	2,837	- 10.6%
Closed Sales	427	463	+ 8.4%	1,461	1,457	- 0.3%
Median Sales Price*	\$155,000	\$166,500	+ 7.4%	\$143,125	\$160,000	+ 11.8%
Percent of Original List Price Received*	95.5%	95.2%	- 0.3%	93.3%	93.4%	+ 0.1%
Days on Market Until Sale	99	86	- 13.1%	107	94	- 12.1%
Months Supply of Inventory	7.2	6.4	- 11.1%	--	--	--

\* 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.



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



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

# Local Market Update for May 2019

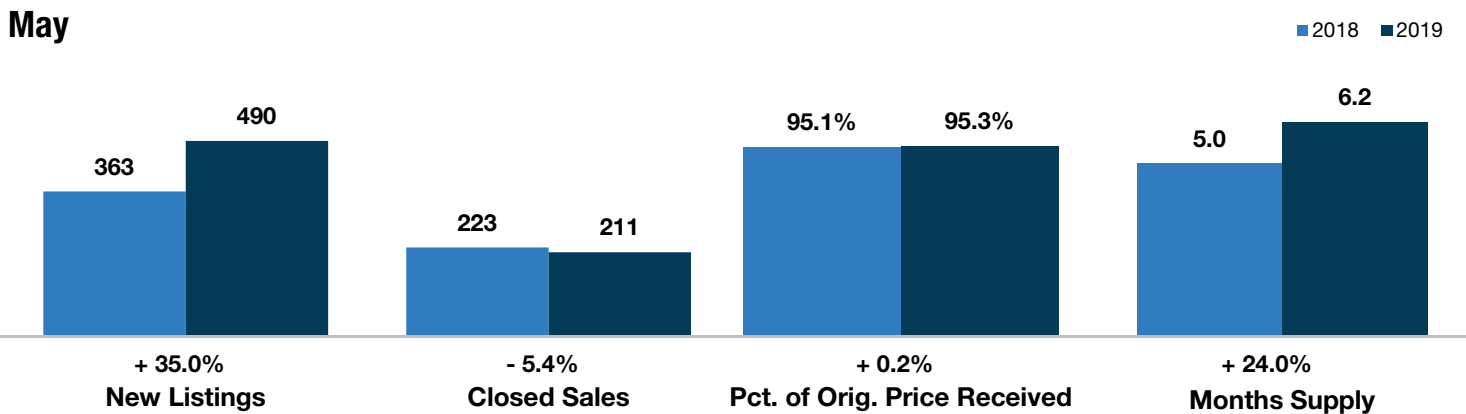
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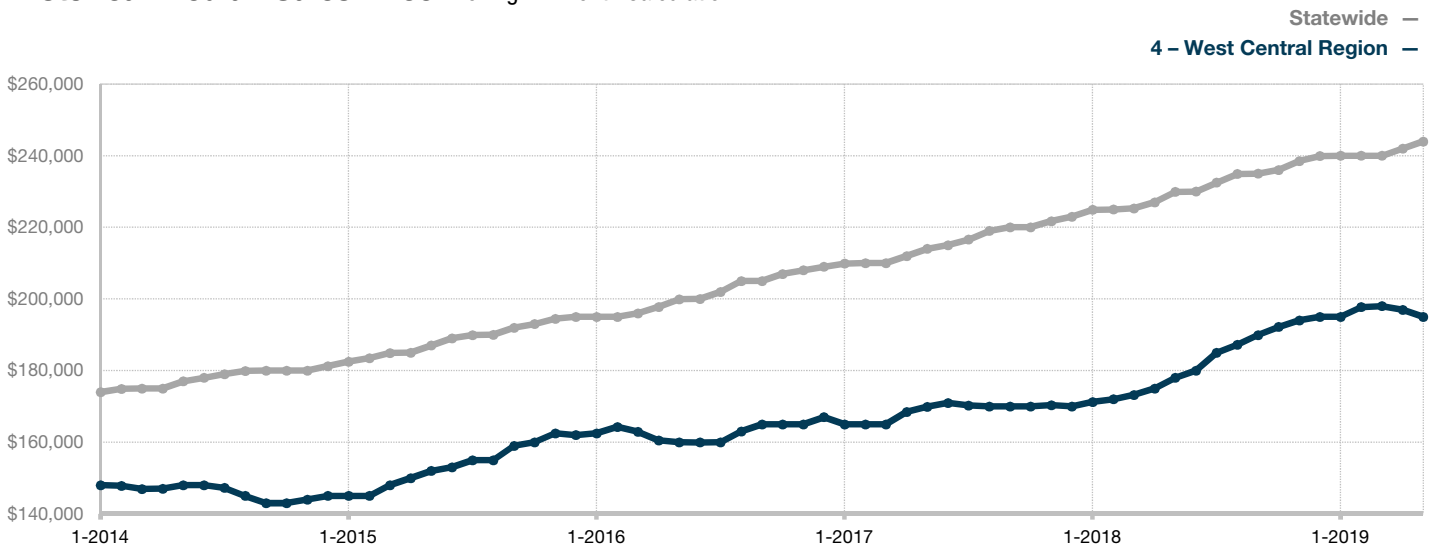
## 4 – West Central Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	363	490	+ 35.0%	1,209	1,536	+ 27.0%
Closed Sales	223	211	- 5.4%	654	644	- 1.5%
Median Sales Price*	\$202,500	\$199,500	- 1.5%	\$189,900	\$189,900	0.0%
Percent of Original List Price Received*	95.1%	95.3%	+ 0.2%	93.9%	94.0%	+ 0.1%
Days on Market Until Sale	93	80	- 14.0%	98	89	- 9.2%
Months Supply of Inventory	5.0	6.2	+ 24.0%	--	--	--

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



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# Local Market Update for May 2019

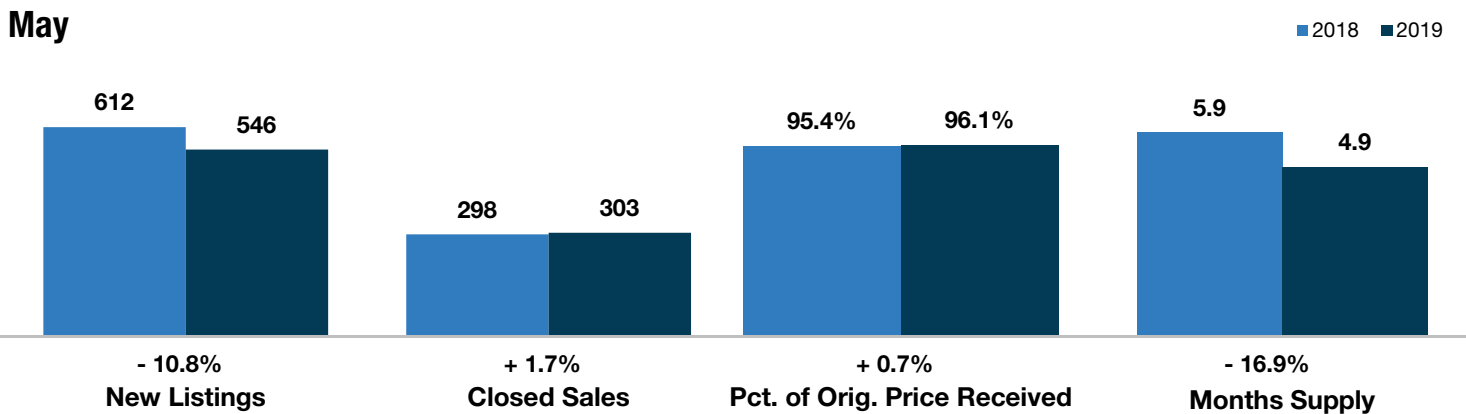
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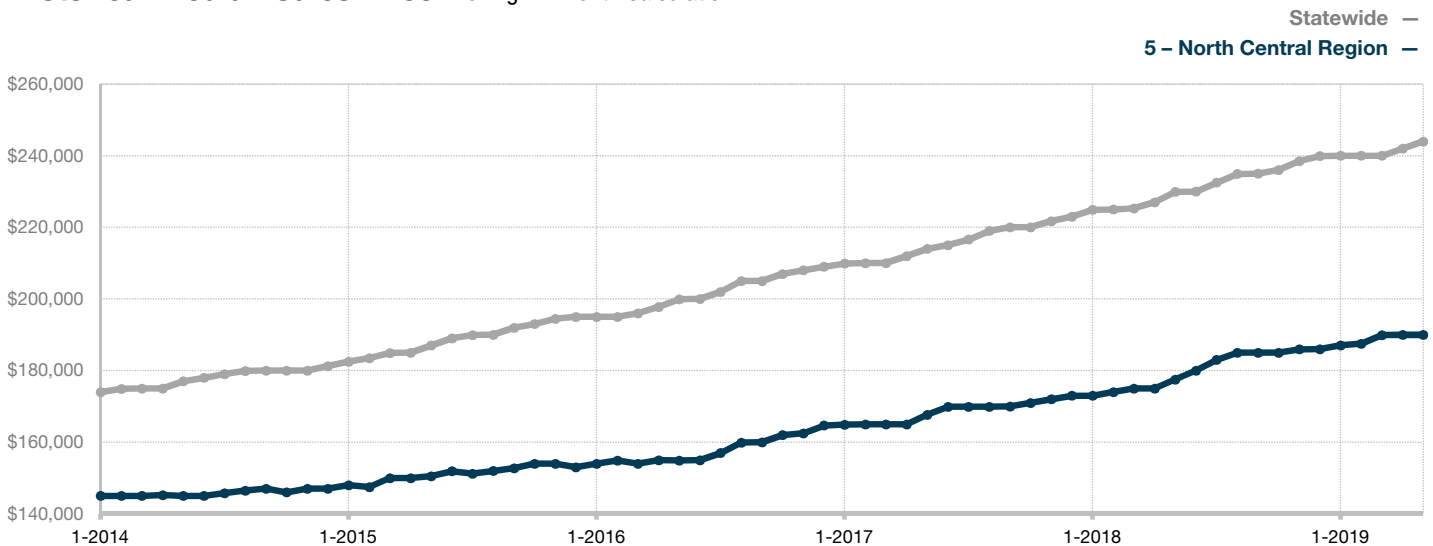
## 5 – North Central Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	612	546	- 10.8%	1,864	1,763	- 5.4%
Closed Sales	298	303	+ 1.7%	942	913	- 3.1%
Median Sales Price*	\$198,000	\$210,000	+ 6.1%	\$175,000	\$189,900	+ 8.5%
Percent of Original List Price Received*	95.4%	96.1%	+ 0.7%	93.9%	94.7%	+ 0.9%
Days on Market Until Sale	94	73	- 22.3%	100	84	- 16.0%
Months Supply of Inventory	5.9	4.9	- 16.9%	--	--	--

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



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# Local Market Update for May 2019

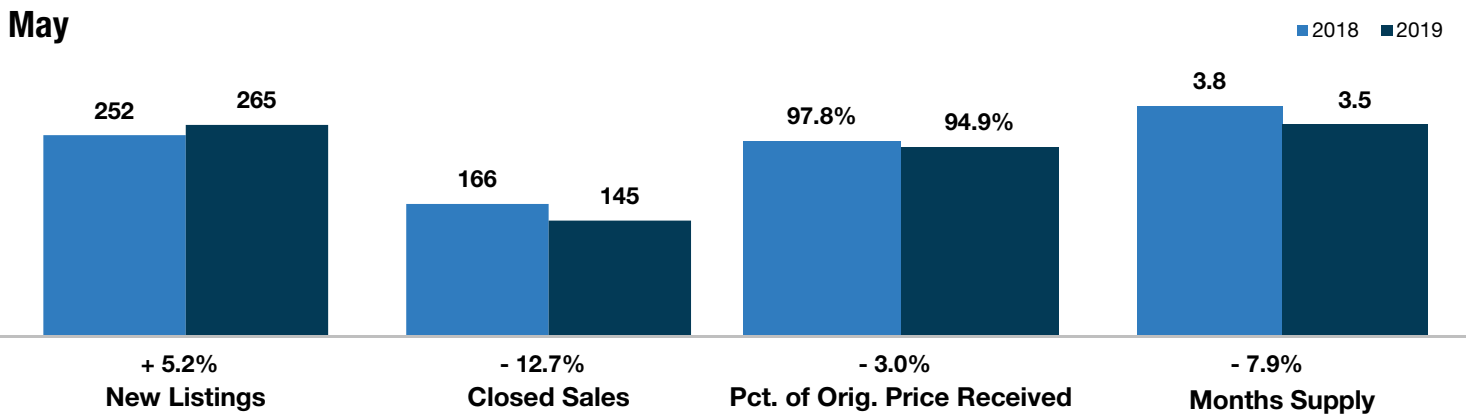
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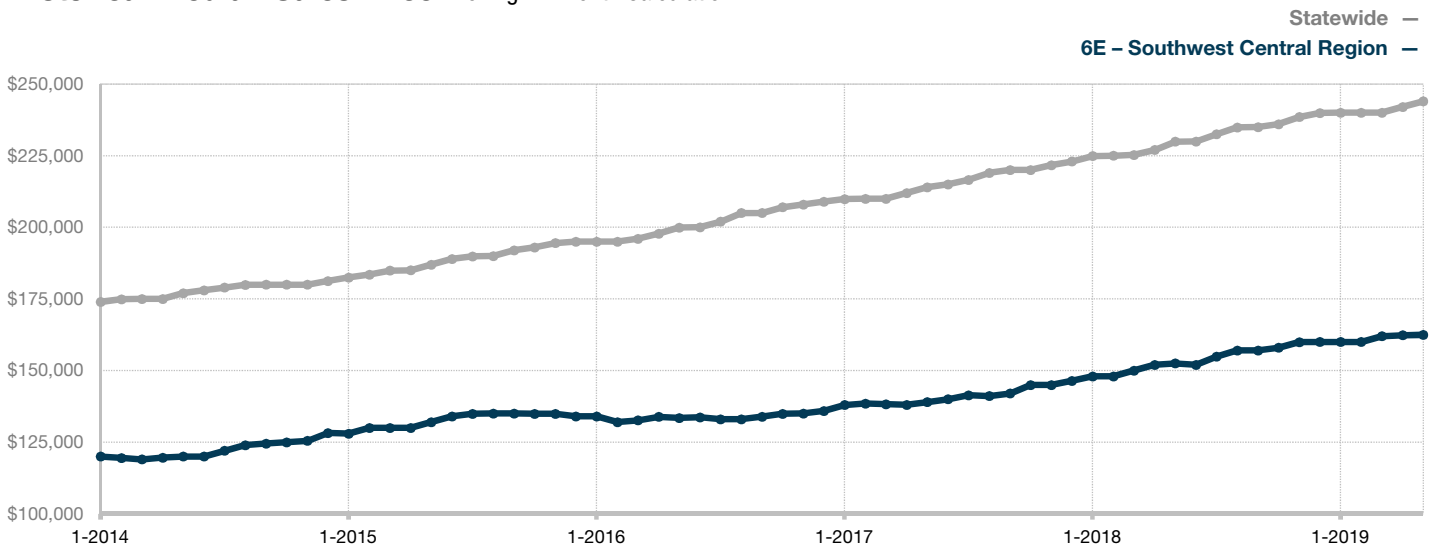
## 6E – Southwest Central Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	252	<b>265</b>	+ 5.2%	857	<b>805</b>	- 6.1%
Closed Sales	166	<b>145</b>	- 12.7%	537	<b>498</b>	- 7.3%
Median Sales Price*	\$164,000	<b>\$165,750</b>	+ 1.1%	\$151,200	<b>\$158,000</b>	+ 4.5%
Percent of Original List Price Received*	97.8%	<b>94.9%</b>	- 3.0%	95.8%	<b>94.3%</b>	- 1.6%
Days on Market Until Sale	83	<b>78</b>	- 6.0%	84	<b>87</b>	+ 3.6%
Months Supply of Inventory	3.8	<b>3.5</b>	- 7.9%	--	--	--

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



# Local Market Update for May 2019

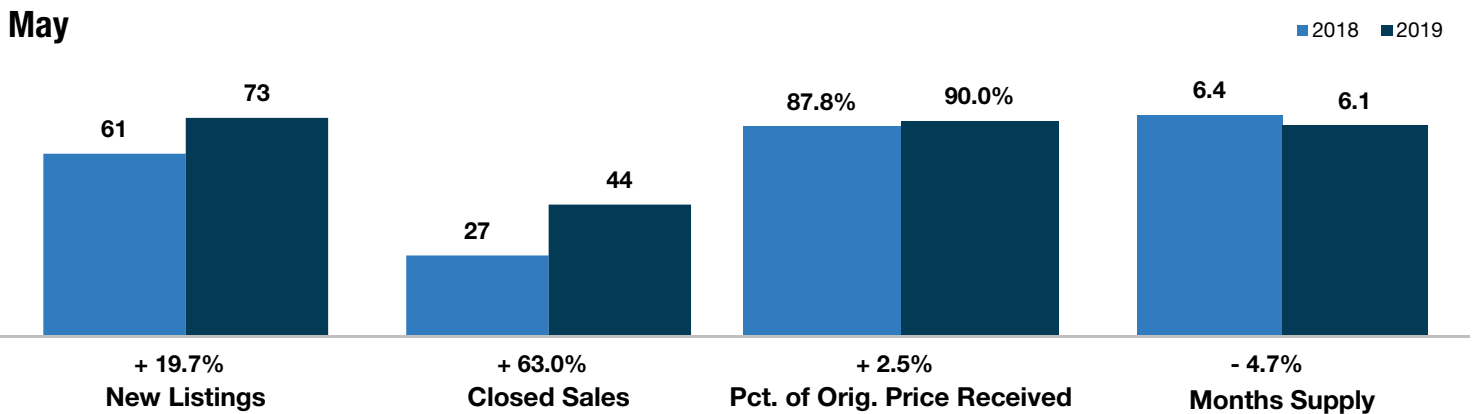
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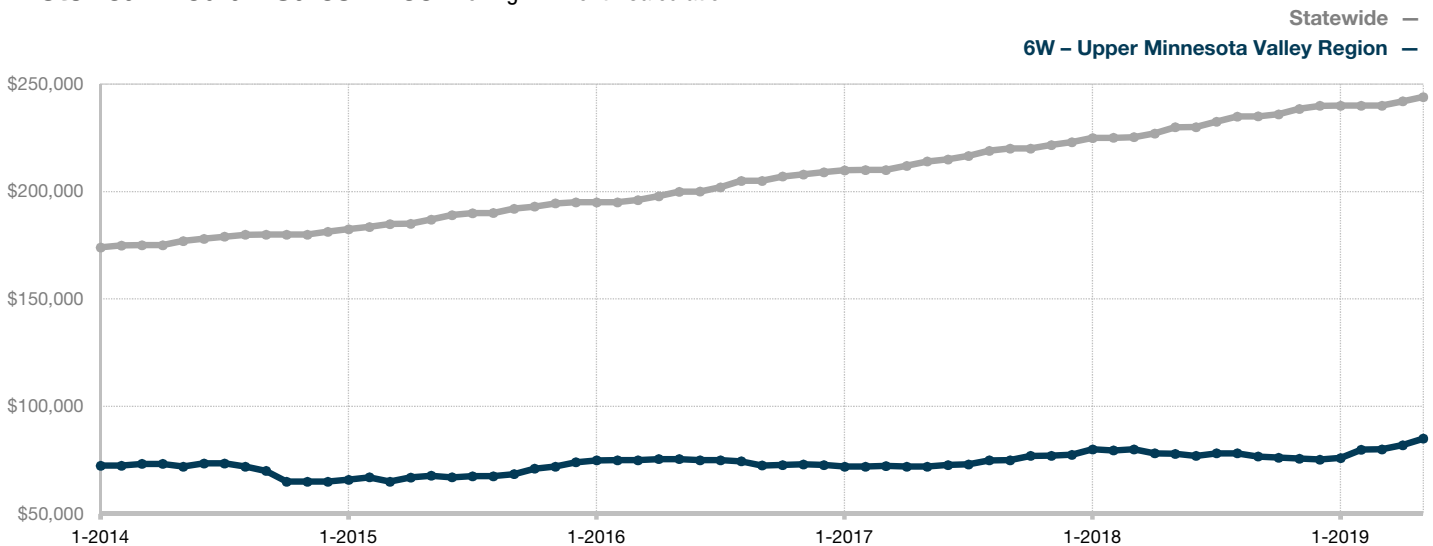
## 6W – Upper Minnesota Valley Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	61	73	+ 19.7%	202	207	+ 2.5%
Closed Sales	27	44	+ 63.0%	130	129	- 0.8%
Median Sales Price*	\$64,000	\$86,750	+ 35.5%	\$68,500	\$85,500	+ 24.8%
Percent of Original List Price Received*	87.8%	90.0%	+ 2.5%	88.4%	89.7%	+ 1.5%
Days on Market Until Sale	128	137	+ 7.0%	128	134	+ 4.7%
Months Supply of Inventory	6.4	6.1	- 4.7%	--	--	--

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





# Local Market Update for May 2019

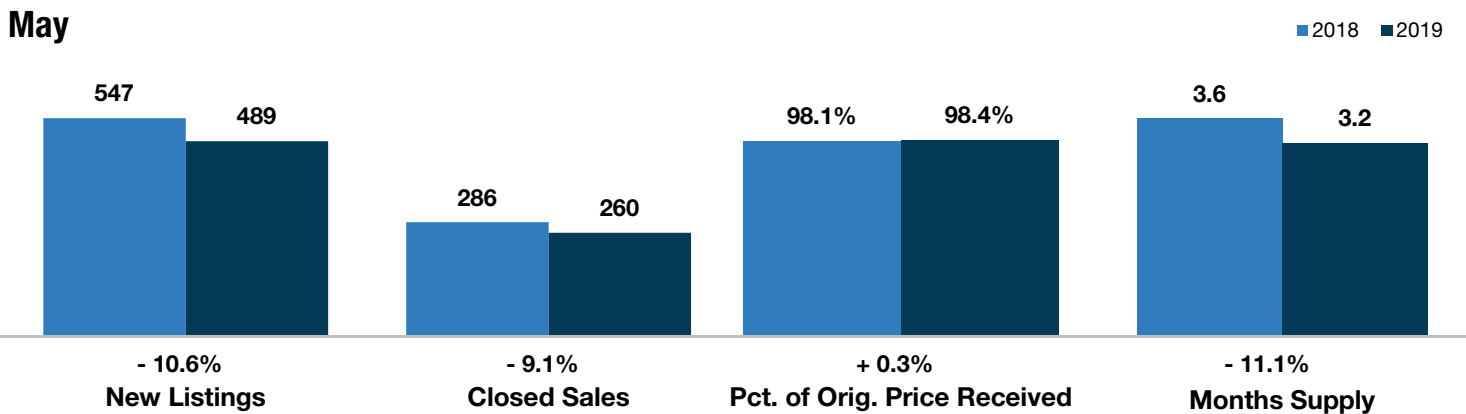
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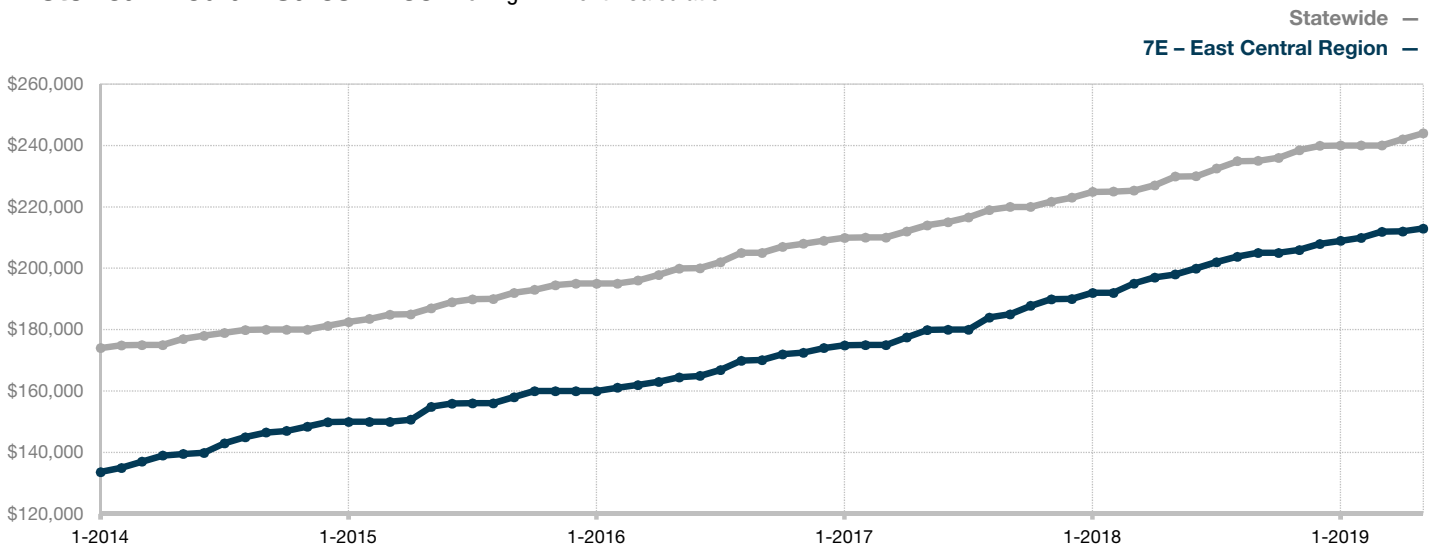
## 7E – East Central Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	547	489	- 10.6%	1,646	1,518	- 7.8%
Closed Sales	286	260	- 9.1%	898	910	+ 1.3%
Median Sales Price*	\$220,470	\$223,000	+ 1.1%	\$205,000	\$217,150	+ 5.9%
Percent of Original List Price Received*	98.1%	98.4%	+ 0.3%	96.6%	97.4%	+ 0.8%
Days on Market Until Sale	50	55	+ 10.0%	62	63	+ 1.6%
Months Supply of Inventory	3.6	3.2	- 11.1%	--	--	--

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



# Local Market Update for May 2019

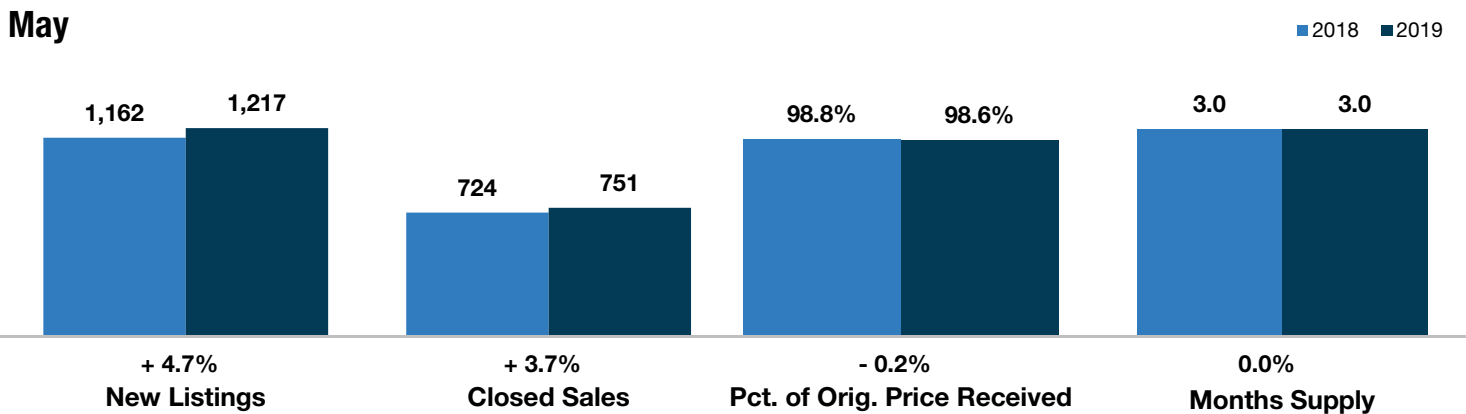
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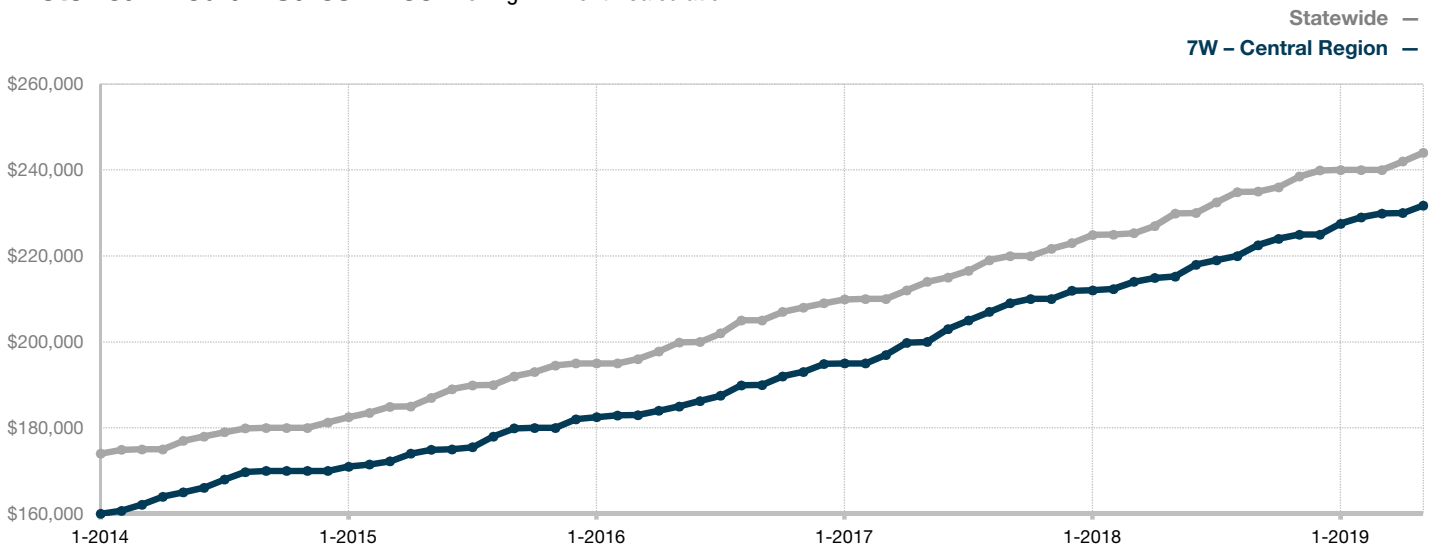
## 7W – Central Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	1,162	<b>1,217</b>	+ 4.7%	4,226	<b>4,043</b>	- 4.3%
Closed Sales	724	<b>751</b>	+ 3.7%	2,471	<b>2,354</b>	- 4.7%
Median Sales Price*	\$230,000	<b>\$244,900</b>	+ 6.5%	\$219,900	<b>\$236,000</b>	+ 7.3%
Percent of Original List Price Received*	98.8%	<b>98.6%</b>	- 0.2%	97.9%	<b>97.8%</b>	- 0.1%
Days on Market Until Sale	44	<b>47</b>	+ 6.8%	52	<b>56</b>	+ 7.7%
Months Supply of Inventory	3.0	<b>3.0</b>	0.0%	--	--	--

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



# Local Market Update for May 2019

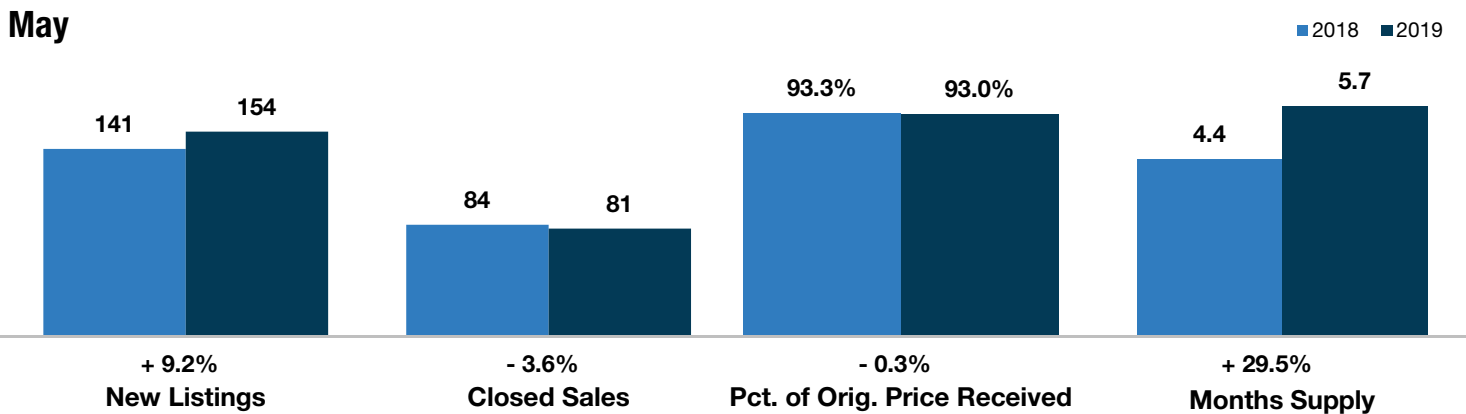
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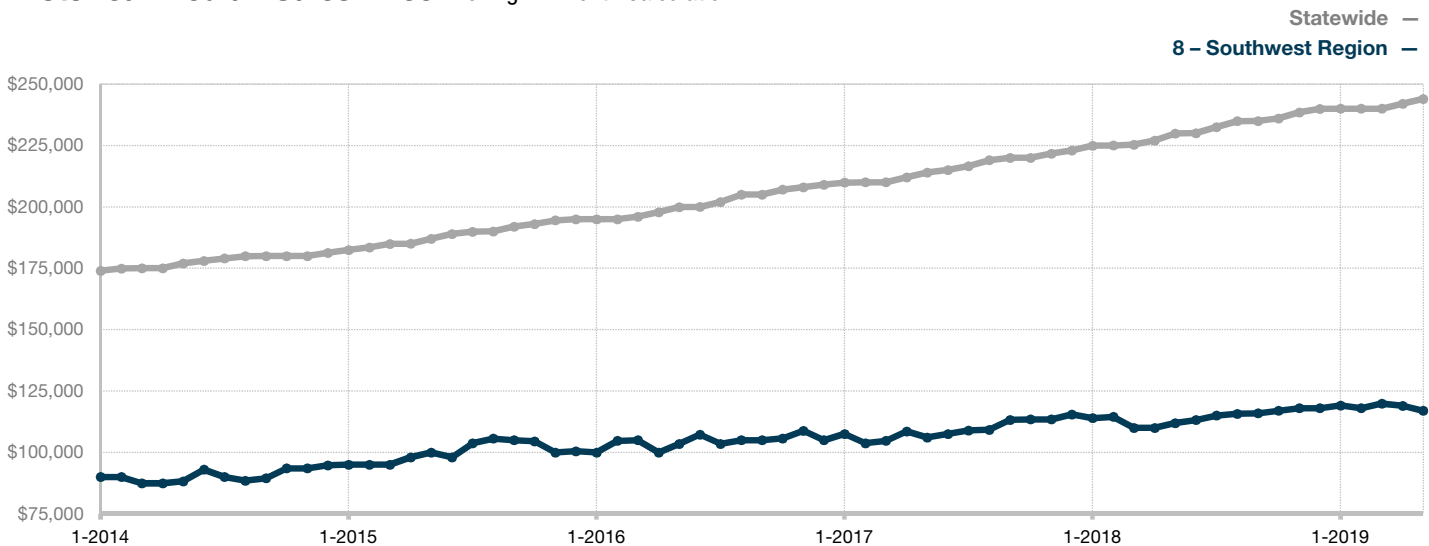
## 8 – Southwest Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	141	154	+ 9.2%	495	498	+ 0.6%
Closed Sales	84	81	- 3.6%	311	269	- 13.5%
Median Sales Price*	\$132,650	\$108,000	- 18.6%	\$104,500	\$101,000	- 3.3%
Percent of Original List Price Received*	93.3%	93.0%	- 0.3%	90.6%	90.5%	- 0.1%
Days on Market Until Sale	105	85	- 19.0%	108	112	+ 3.7%
Months Supply of Inventory	4.4	5.7	+ 29.5%	--	--	--

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



# Local Market Update for May 2019

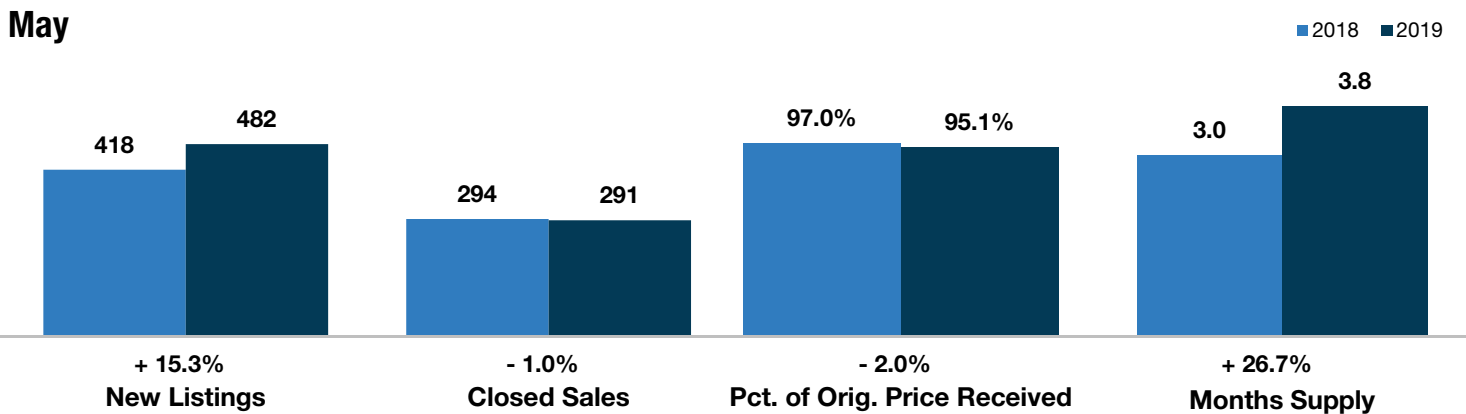
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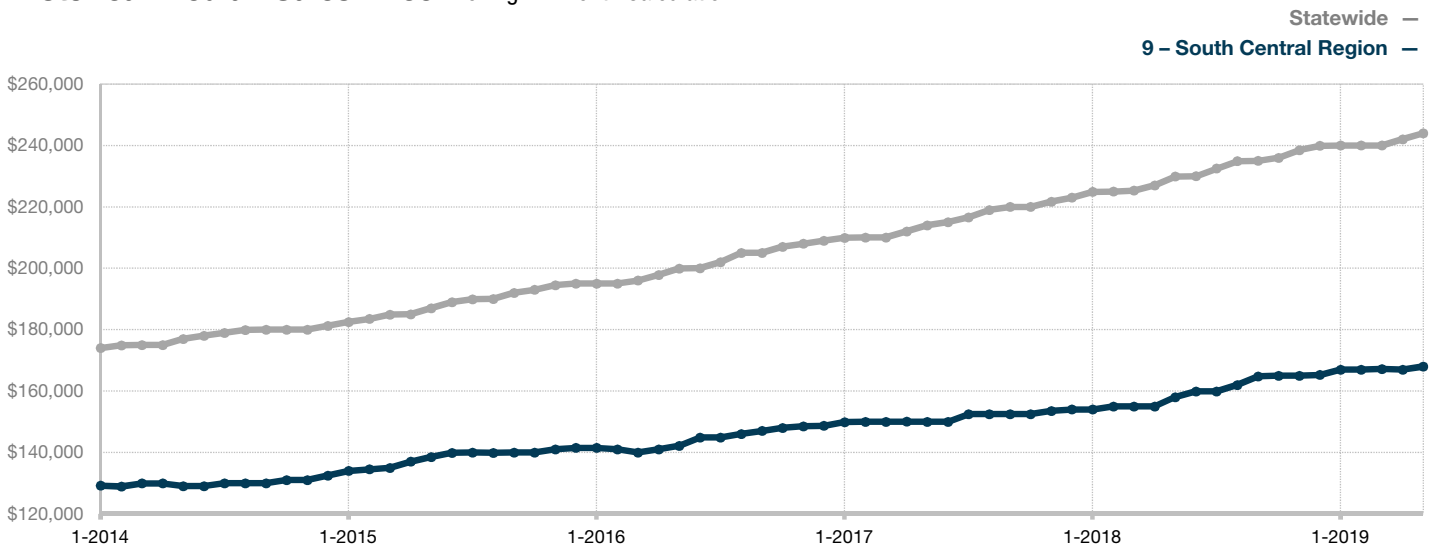
## 9 – South Central Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	418	<b>482</b>	+ 15.3%	1,585	<b>1,515</b>	- 4.4%
Closed Sales	294	<b>291</b>	- 1.0%	1,009	<b>899</b>	- 10.9%
Median Sales Price*	\$167,000	<b>\$175,000</b>	+ 4.8%	\$159,900	<b>\$165,000</b>	+ 3.2%
Percent of Original List Price Received*	97.0%	<b>95.1%</b>	- 2.0%	95.5%	<b>94.0%</b>	- 1.6%
Days on Market Until Sale	91	<b>103</b>	+ 13.2%	103	<b>108</b>	+ 4.9%
Months Supply of Inventory	3.0	<b>3.8</b>	+ 26.7%	--	--	--

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



# Local Market Update for May 2019

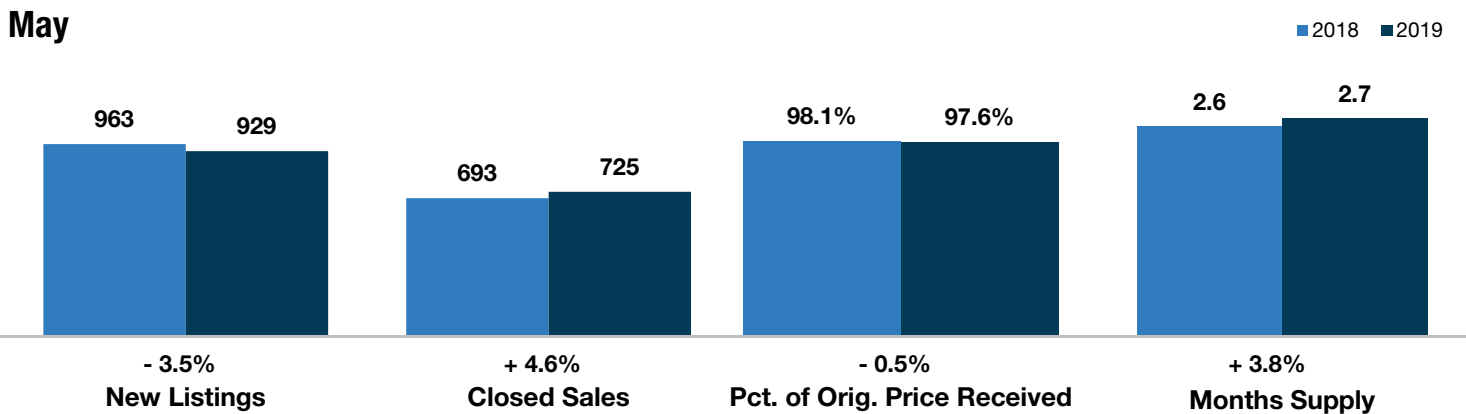
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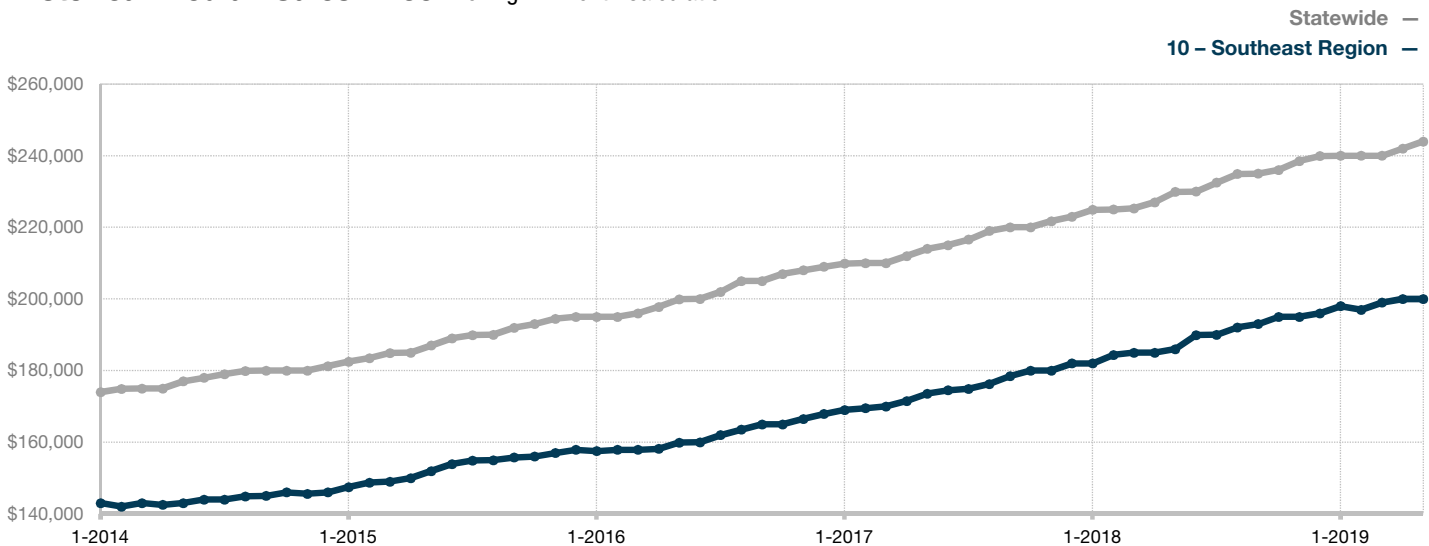
## 10 – Southeast Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	963	<b>929</b>	- 3.5%	3,579	<b>3,403</b>	- 4.9%
Closed Sales	693	<b>725</b>	+ 4.6%	2,355	<b>2,248</b>	- 4.5%
Median Sales Price*	\$199,900	<b>\$210,000</b>	+ 5.1%	\$189,900	<b>\$203,000</b>	+ 6.9%
Percent of Original List Price Received*	98.1%	<b>97.6%</b>	- 0.5%	96.8%	<b>96.7%</b>	- 0.1%
Days on Market Until Sale	56	<b>59</b>	+ 5.4%	61	<b>65</b>	+ 6.6%
Months Supply of Inventory	2.6	<b>2.7</b>	+ 3.8%	--	--	--

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



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# Local Market Update for May 2019

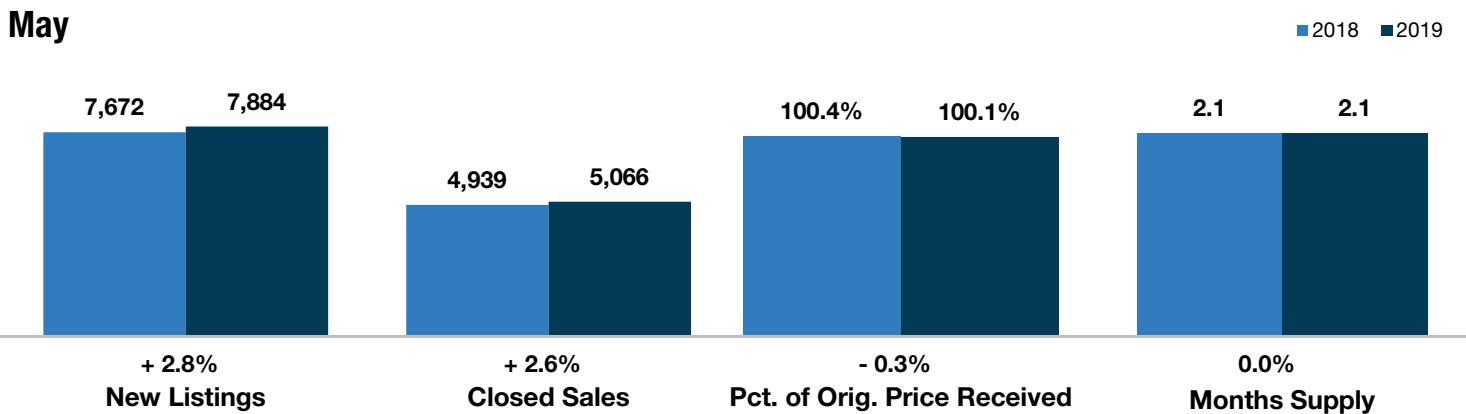
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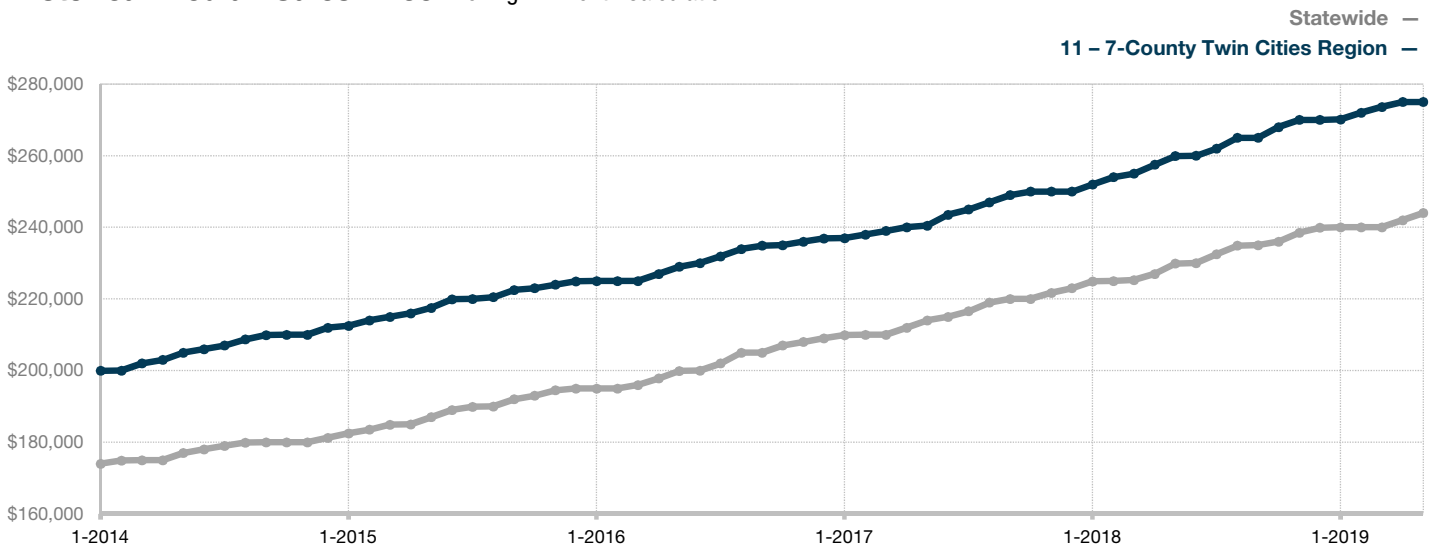
## 11 – 7-County Twin Cities Region

Key Metrics	May			Year to Date		
	2018	2019	Percent Change	Thru 5-2018	Thru 5-2019	Percent Change
New Listings	7,672	<b>7,884</b>	+ 2.8%	27,079	<b>27,093</b>	+ 0.1%
Closed Sales	4,939	<b>5,066</b>	+ 2.6%	17,105	<b>16,695</b>	- 2.4%
Median Sales Price*	\$280,000	<b>\$292,000</b>	+ 4.3%	\$267,900	<b>\$282,800</b>	+ 5.6%
Percent of Original List Price Received*	100.4%	<b>100.1%</b>	- 0.3%	99.3%	<b>99.0%</b>	- 0.3%
Days on Market Until Sale	32	<b>32</b>	0.0%	40	<b>42</b>	+ 5.0%
Months Supply of Inventory	2.1	<b>2.1</b>	0.0%	--	--	--

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