

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 June 2019

A Research Tool Provided by the Minnesota Association of REALTORS®

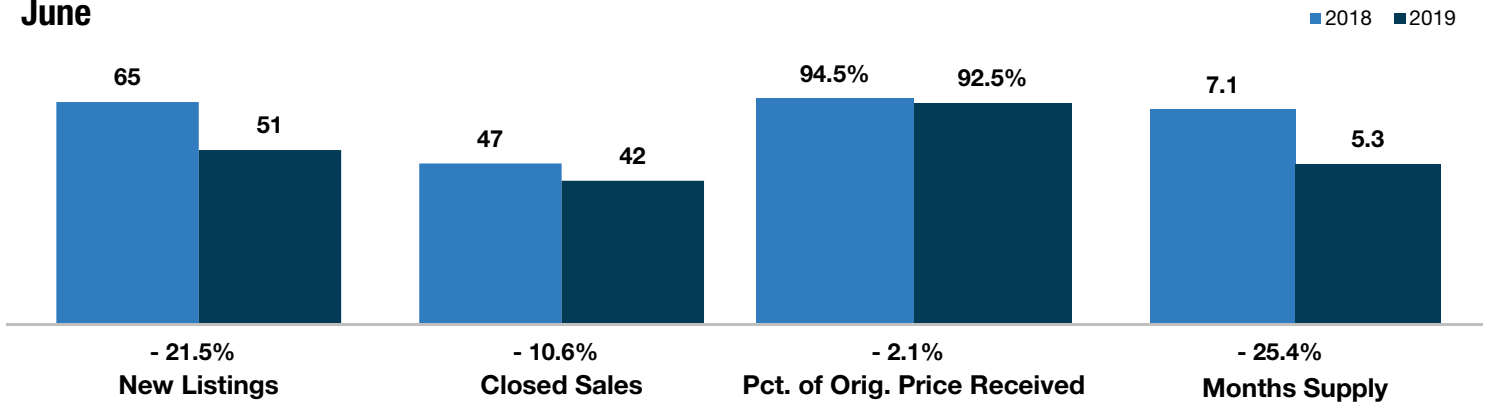


1 – Northwest Region

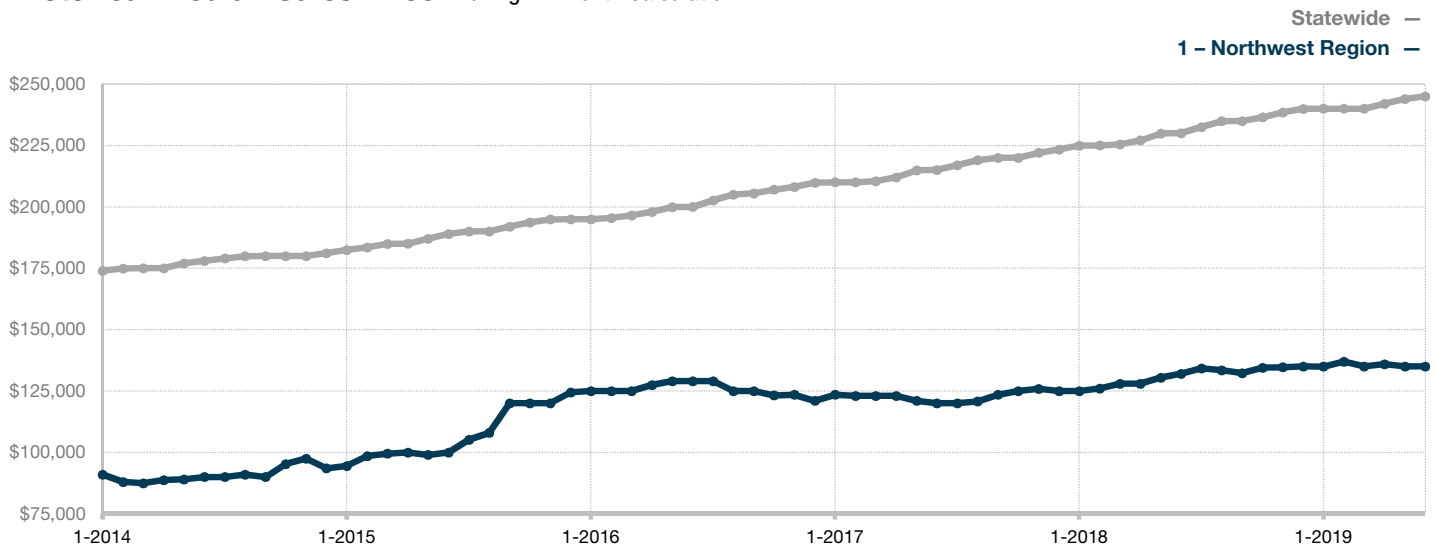
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	65	51	- 21.5%	346	311	- 10.1%
Closed Sales	47	42	- 10.6%	181	173	- 4.4%
Median Sales Price*	\$138,500	\$138,950	+ 0.3%	\$138,500	\$138,000	- 0.4%
Percent of Original List Price Received*	94.5%	92.5%	- 2.1%	91.5%	92.3%	+ 0.9%
Days on Market Until Sale	109	143	+ 31.2%	166	157	- 5.4%
Months Supply of Inventory	7.1	5.3	- 25.4%	--	--	--

* 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.

June



Historical Median Sales Price Rolling 12-Month Calculation



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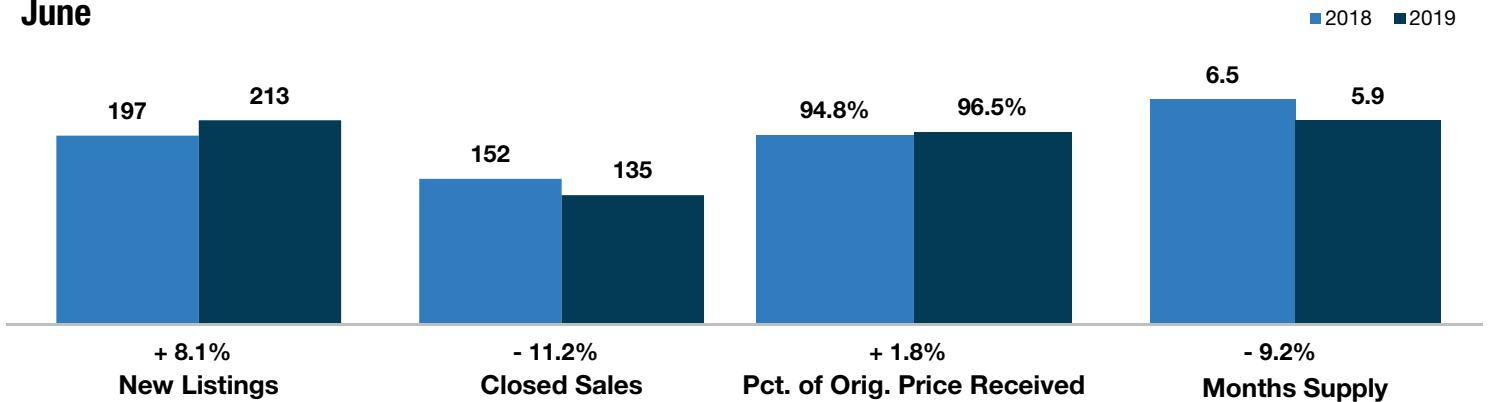


2 – Headwaters Region

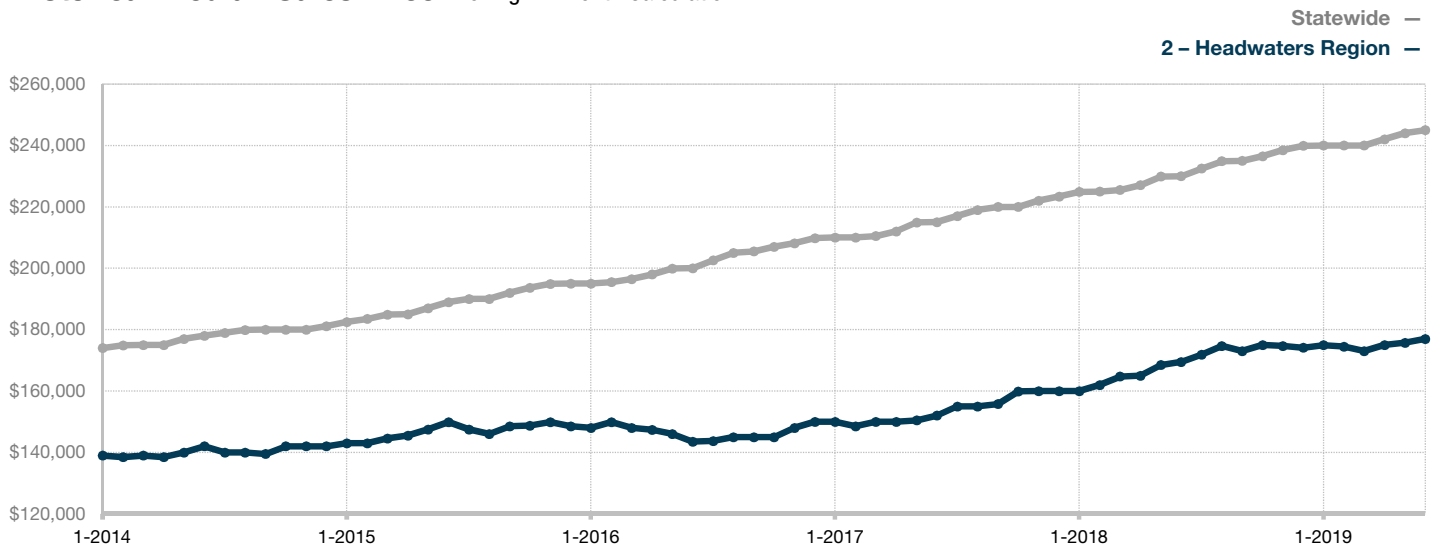
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	197	213	+ 8.1%	886	923	+ 4.2%
Closed Sales	152	135	- 11.2%	473	437	- 7.6%
Median Sales Price*	\$181,000	\$192,000	+ 6.1%	\$171,900	\$180,000	+ 4.7%
Percent of Original List Price Received*	94.8%	96.5%	+ 1.8%	94.2%	95.0%	+ 0.8%
Days on Market Until Sale	108	70	- 35.2%	121	104	- 14.0%
Months Supply of Inventory	6.5	5.9	- 9.2%	--	--	--

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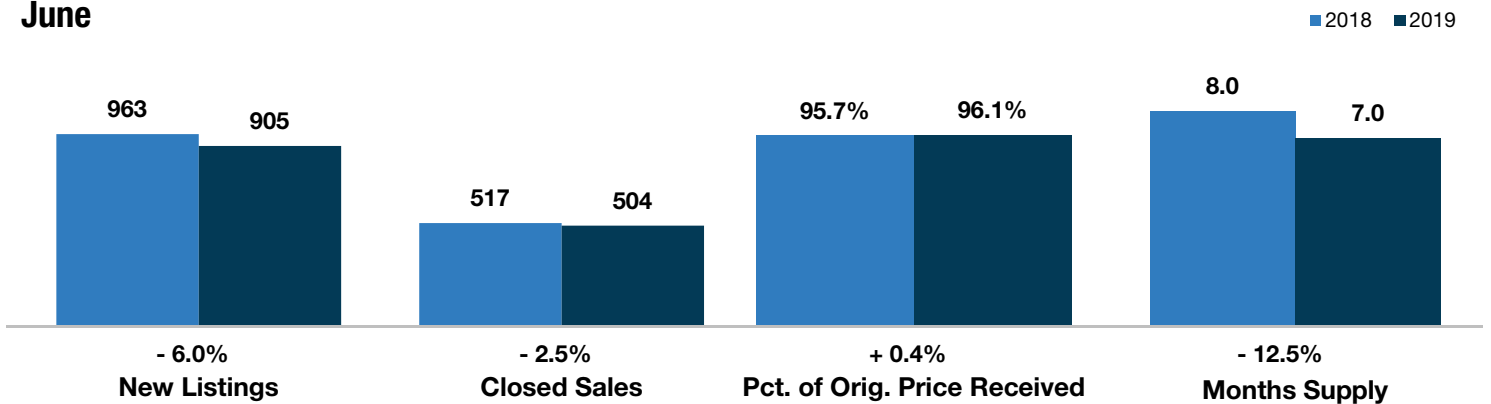


3 – Arrowhead Region

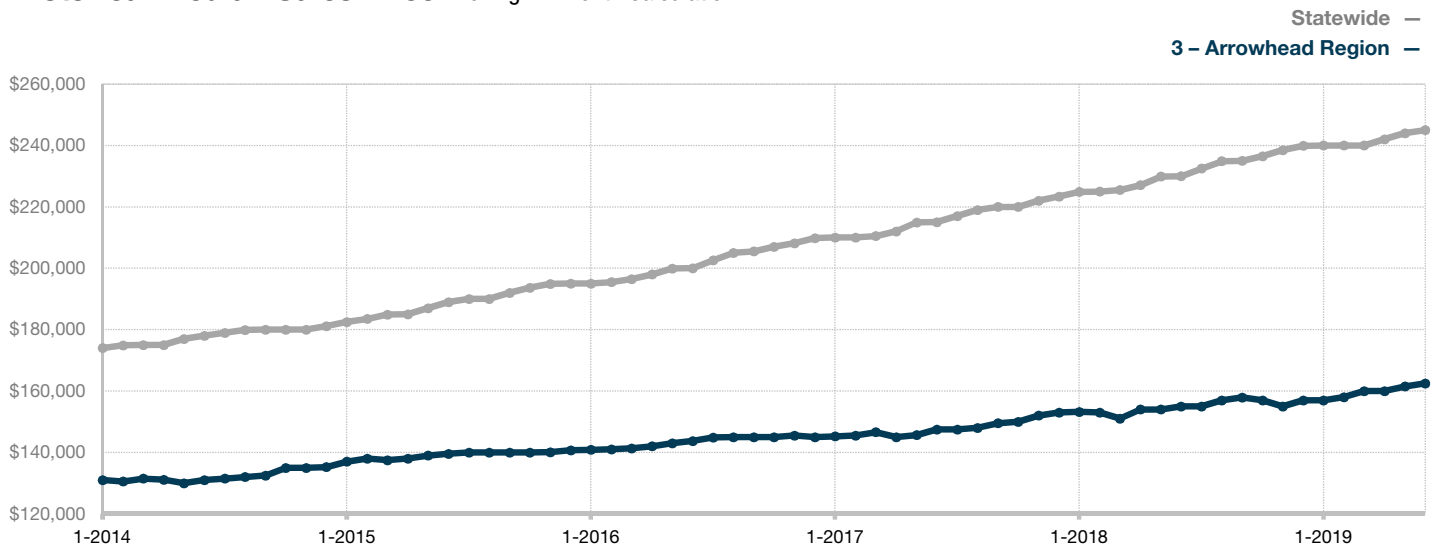
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	963	905	- 6.0%	4,140	3,761	- 9.2%
Closed Sales	517	504	- 2.5%	1,978	1,966	- 0.6%
Median Sales Price*	\$173,000	\$180,000	+ 4.0%	\$150,200	\$165,000	+ 9.9%
Percent of Original List Price Received*	95.7%	96.1%	+ 0.4%	94.0%	94.1%	+ 0.1%
Days on Market Until Sale	86	86	0.0%	101	92	- 8.9%
Months Supply of Inventory	8.0	7.0	- 12.5%	--	--	--

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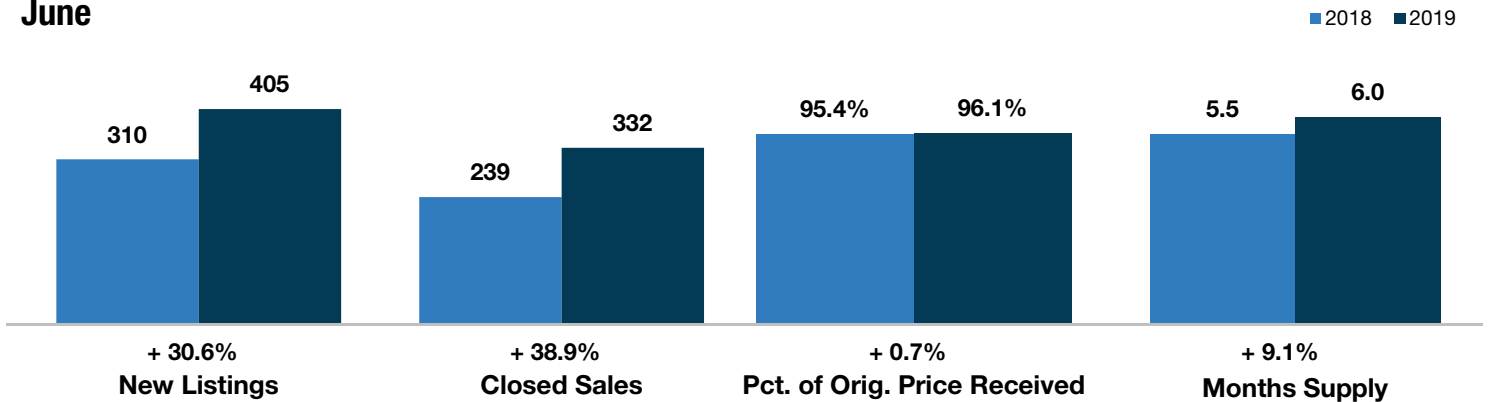


4 – West Central Region

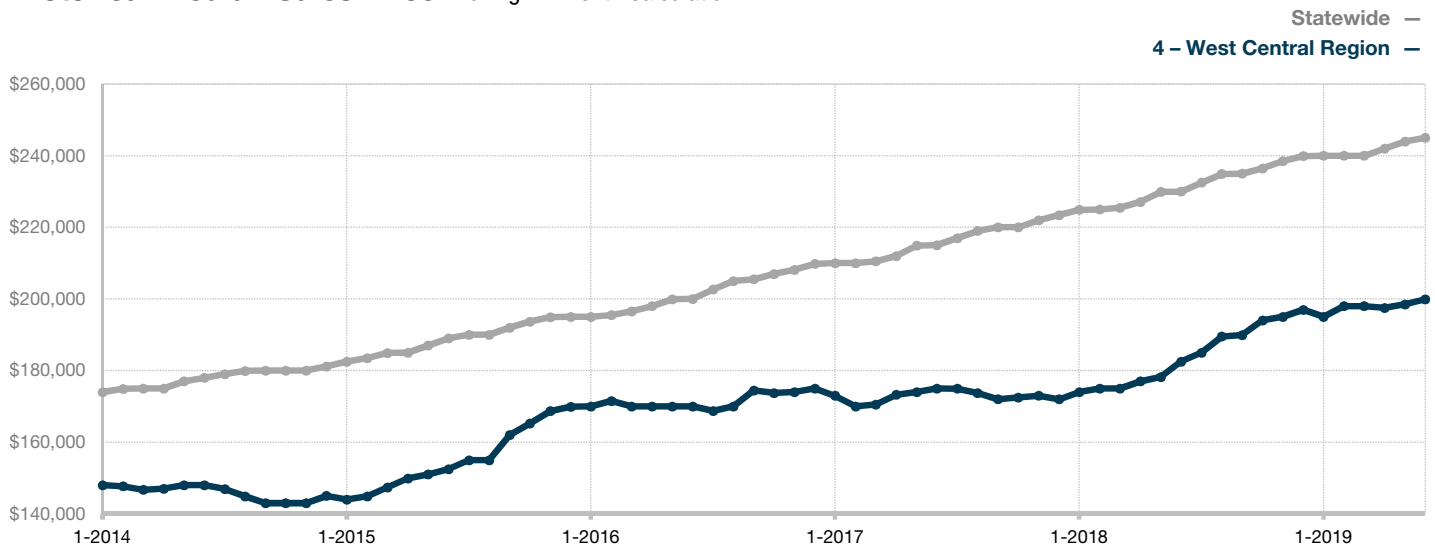
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	310	405	+ 30.6%	1,514	1,956	+ 29.2%
Closed Sales	239	332	+ 38.9%	878	985	+ 12.2%
Median Sales Price*	\$217,000	\$221,000	+ 1.8%	\$195,000	\$199,950	+ 2.5%
Percent of Original List Price Received*	95.4%	96.1%	+ 0.7%	94.5%	94.6%	+ 0.1%
Days on Market Until Sale	67	61	- 9.0%	86	80	- 7.0%
Months Supply of Inventory	5.5	6.0	+ 9.1%	--	--	--

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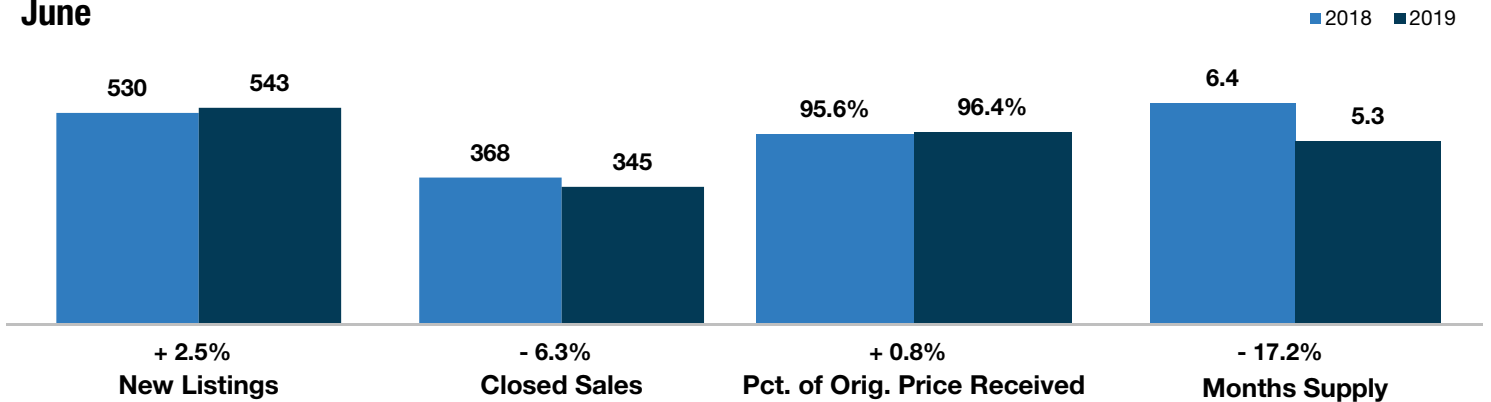


5 – North Central Region

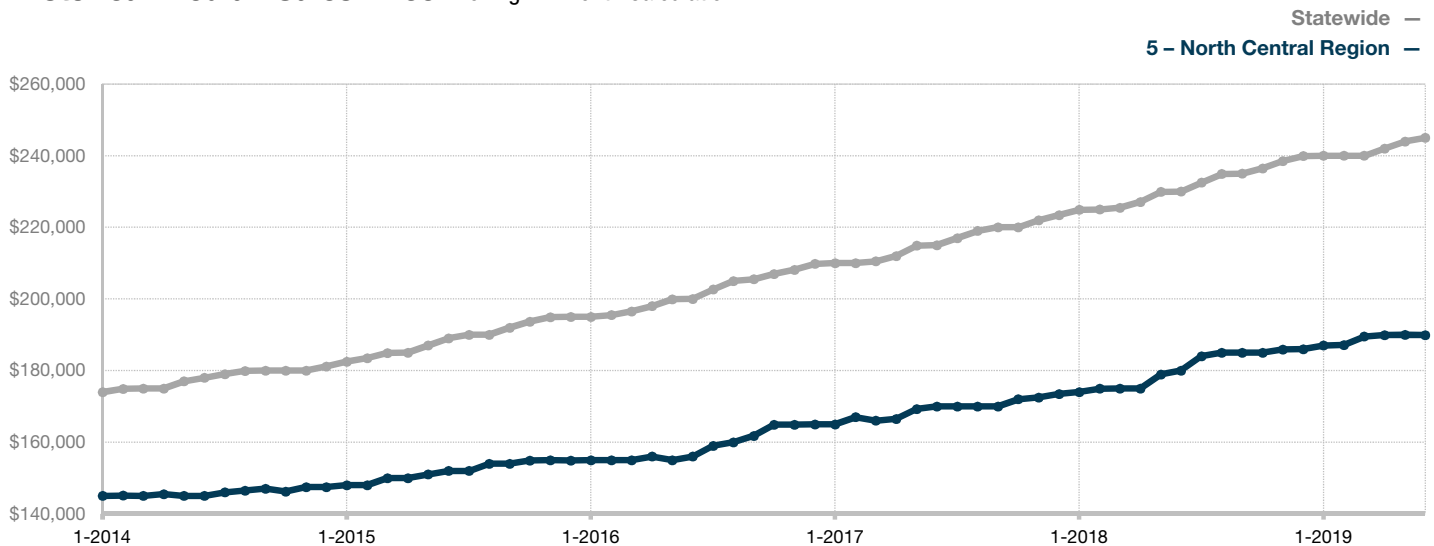
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	530	543	+ 2.5%	2,392	2,314	- 3.3%
Closed Sales	368	345	- 6.3%	1,305	1,260	- 3.4%
Median Sales Price*	\$205,000	\$194,000	- 5.4%	\$184,000	\$190,000	+ 3.3%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	94.3%	95.2%	+ 1.0%
Days on Market Until Sale	73	60	- 17.8%	92	77	- 16.3%
Months Supply of Inventory	6.4	5.3	- 17.2%	--	--	--

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Local Market Update for June 2019

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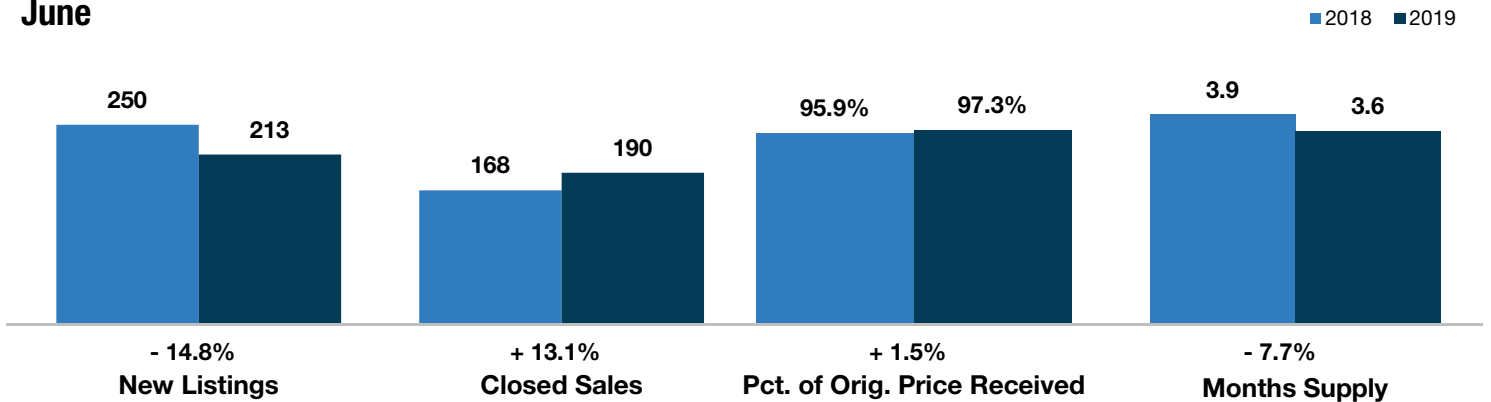


6E – Southwest Central Region

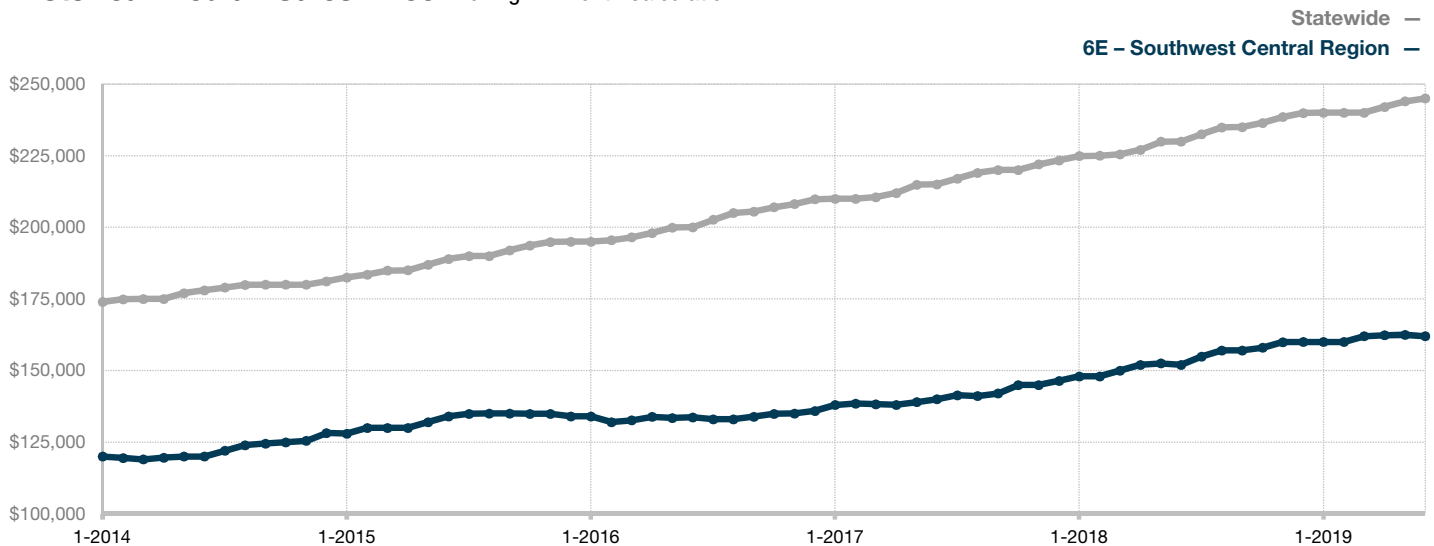
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	250	213	- 14.8%	1,107	1,019	- 7.9%
Closed Sales	168	190	+ 13.1%	705	690	- 2.1%
Median Sales Price*	\$164,400	\$160,000	- 2.7%	\$155,000	\$159,900	+ 3.2%
Percent of Original List Price Received*	95.9%	97.3%	+ 1.5%	95.8%	95.1%	- 0.7%
Days on Market Until Sale	71	56	- 21.1%	81	78	- 3.7%
Months Supply of Inventory	3.9	3.6	- 7.7%	--	--	--

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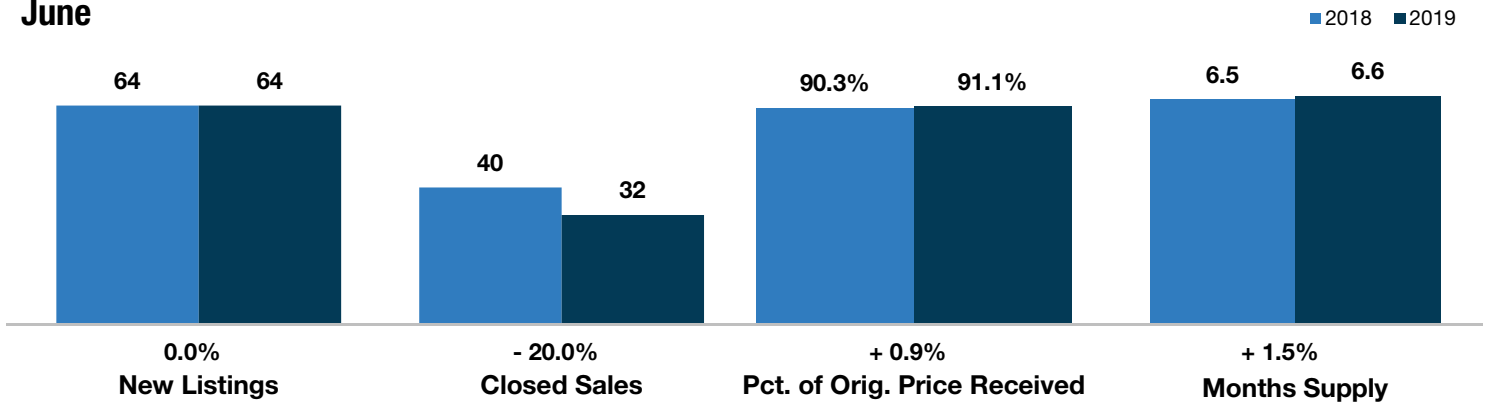


6W – Upper Minnesota Valley Region

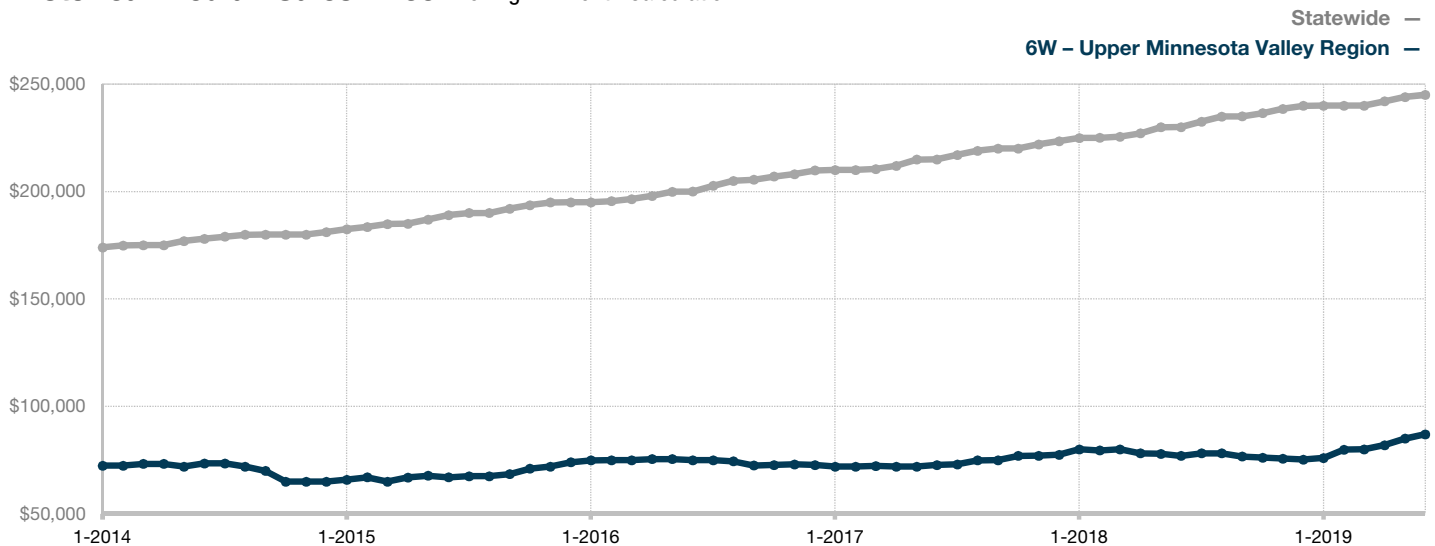
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	64	64	0.0%	266	271	+ 1.9%
Closed Sales	40	32	- 20.0%	170	161	- 5.3%
Median Sales Price*	\$75,250	\$104,200	+ 38.5%	\$70,000	\$87,500	+ 25.0%
Percent of Original List Price Received*	90.3%	91.1%	+ 0.9%	88.8%	90.0%	+ 1.4%
Days on Market Until Sale	129	124	- 3.9%	128	132	+ 3.1%
Months Supply of Inventory	6.5	6.6	+ 1.5%	--	--	--

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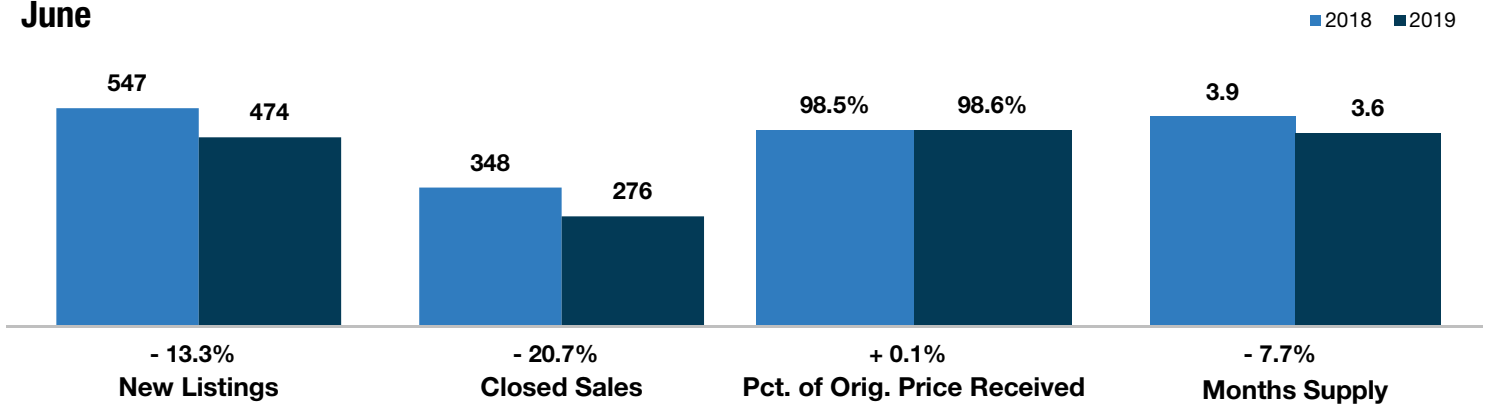


7E – East Central Region

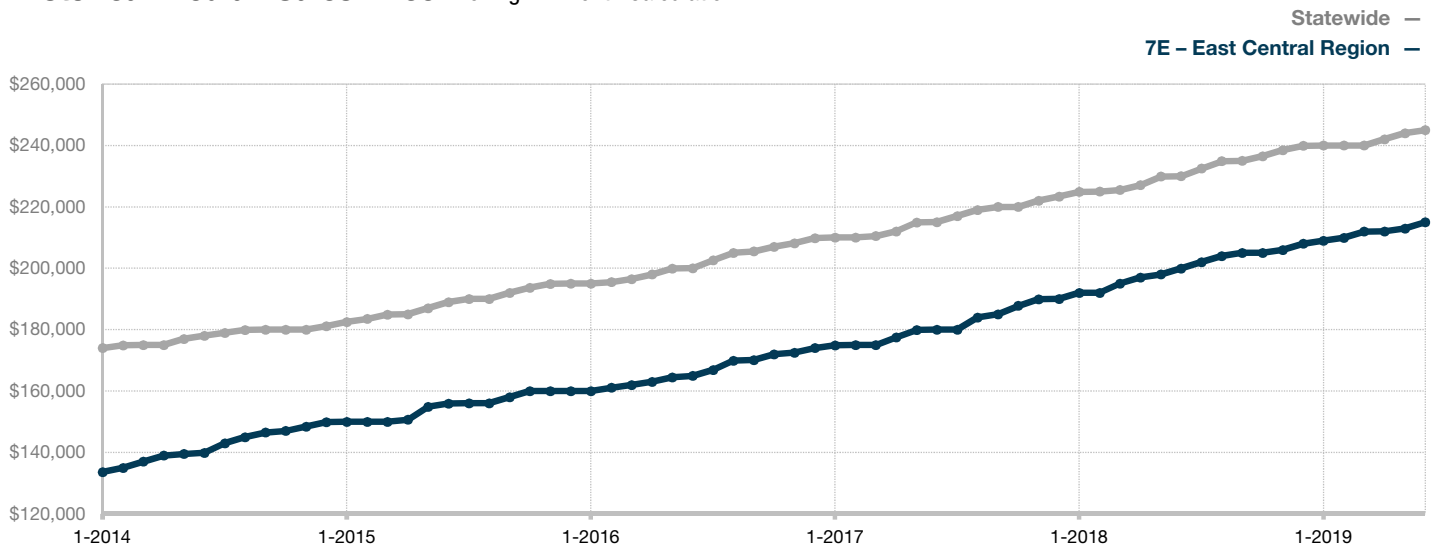
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	547	474	- 13.3%	2,193	1,997	- 8.9%
Closed Sales	348	276	- 20.7%	1,245	1,188	- 4.6%
Median Sales Price*	\$210,000	\$230,000	+ 9.5%	\$205,000	\$219,900	+ 7.3%
Percent of Original List Price Received*	98.5%	98.6%	+ 0.1%	97.1%	97.7%	+ 0.6%
Days on Market Until Sale	47	45	- 4.3%	58	59	+ 1.7%
Months Supply of Inventory	3.9	3.6	- 7.7%	--	--	--

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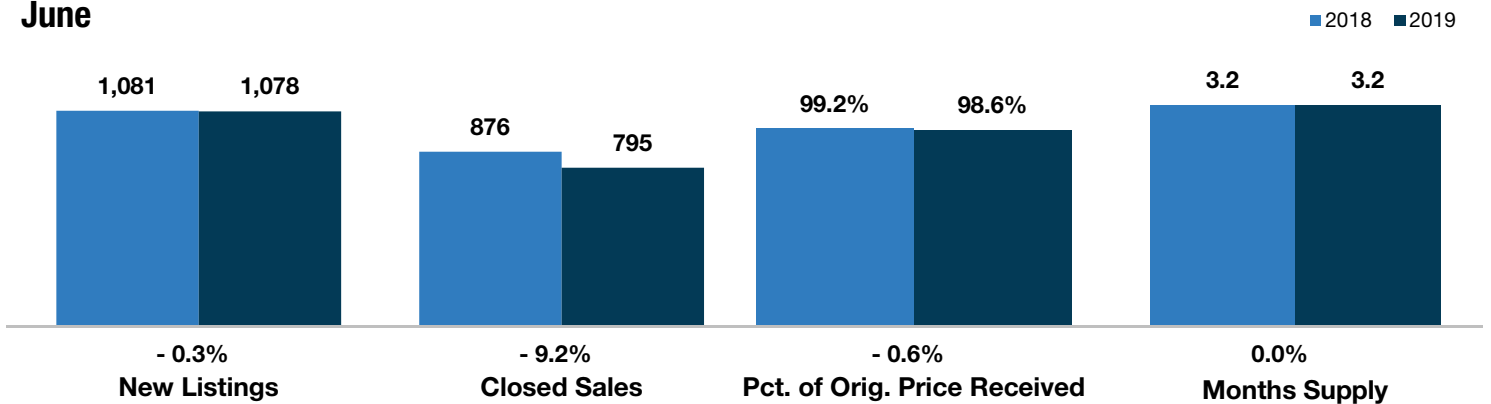


7W – Central Region

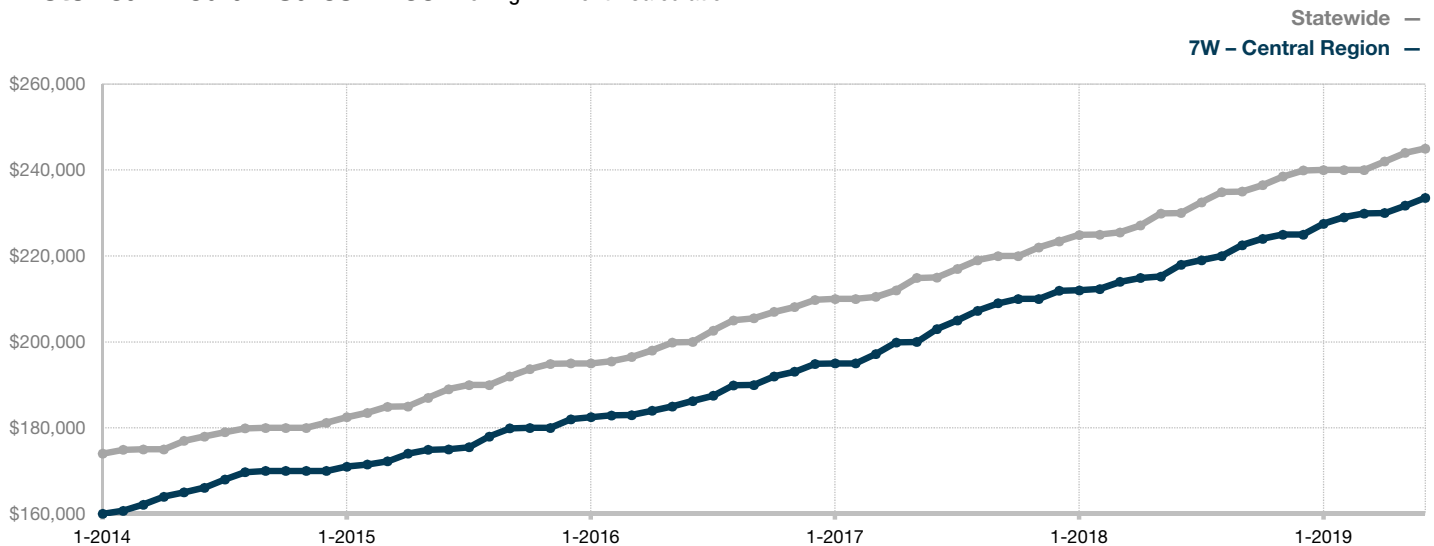
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	1,081	1,078	- 0.3%	5,307	5,131	- 3.3%
Closed Sales	876	795	- 9.2%	3,347	3,155	- 5.7%
Median Sales Price*	\$234,900	\$244,450	+ 4.1%	\$223,125	\$239,000	+ 7.1%
Percent of Original List Price Received*	99.2%	98.6%	- 0.6%	98.3%	98.0%	- 0.3%
Days on Market Until Sale	39	40	+ 2.6%	49	52	+ 6.1%
Months Supply of Inventory	3.2	3.2	0.0%	--	--	--

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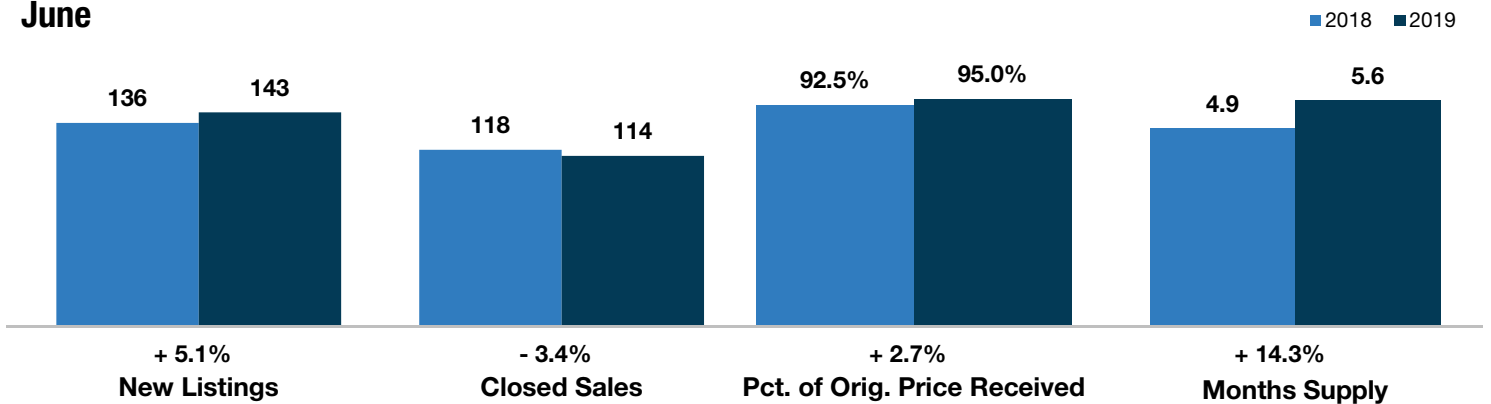


8 – Southwest Region

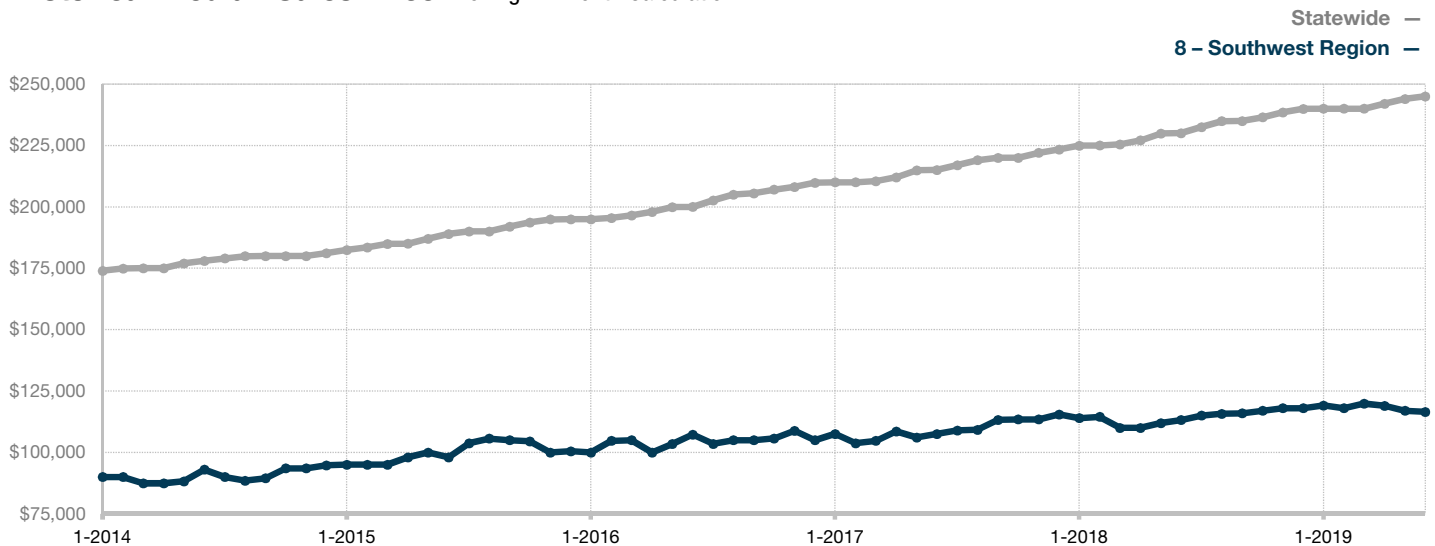
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	136	143	+ 5.1%	631	641	+ 1.6%
Closed Sales	118	114	- 3.4%	429	383	- 10.7%
Median Sales Price*	\$123,500	\$140,000	+ 13.4%	\$111,650	\$110,000	- 1.5%
Percent of Original List Price Received*	92.5%	95.0%	+ 2.7%	91.1%	91.8%	+ 0.8%
Days on Market Until Sale	85	86	+ 1.2%	102	104	+ 2.0%
Months Supply of Inventory	4.9	5.6	+ 14.3%	--	--	--

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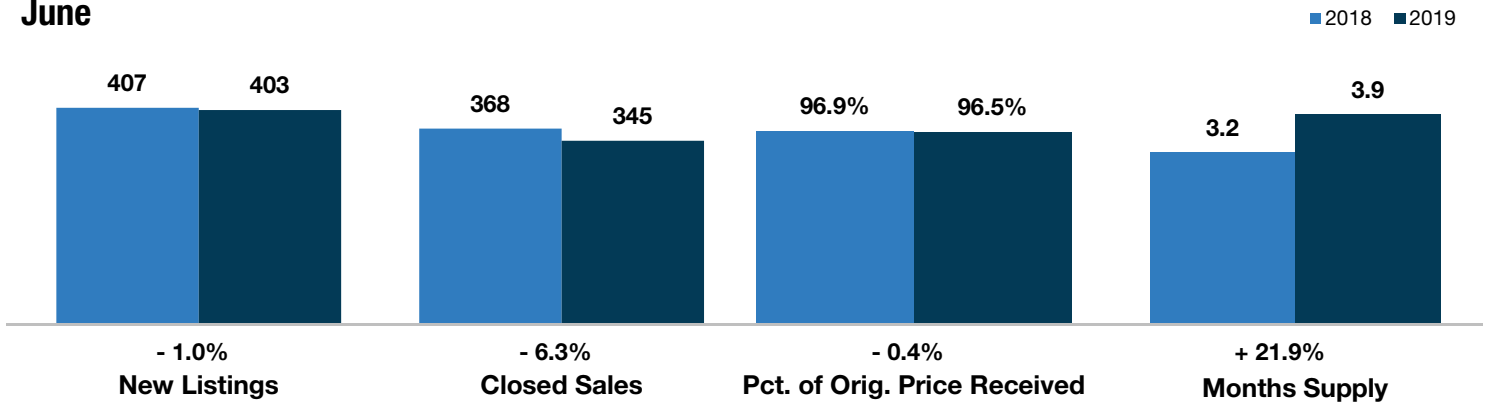


9 – South Central Region

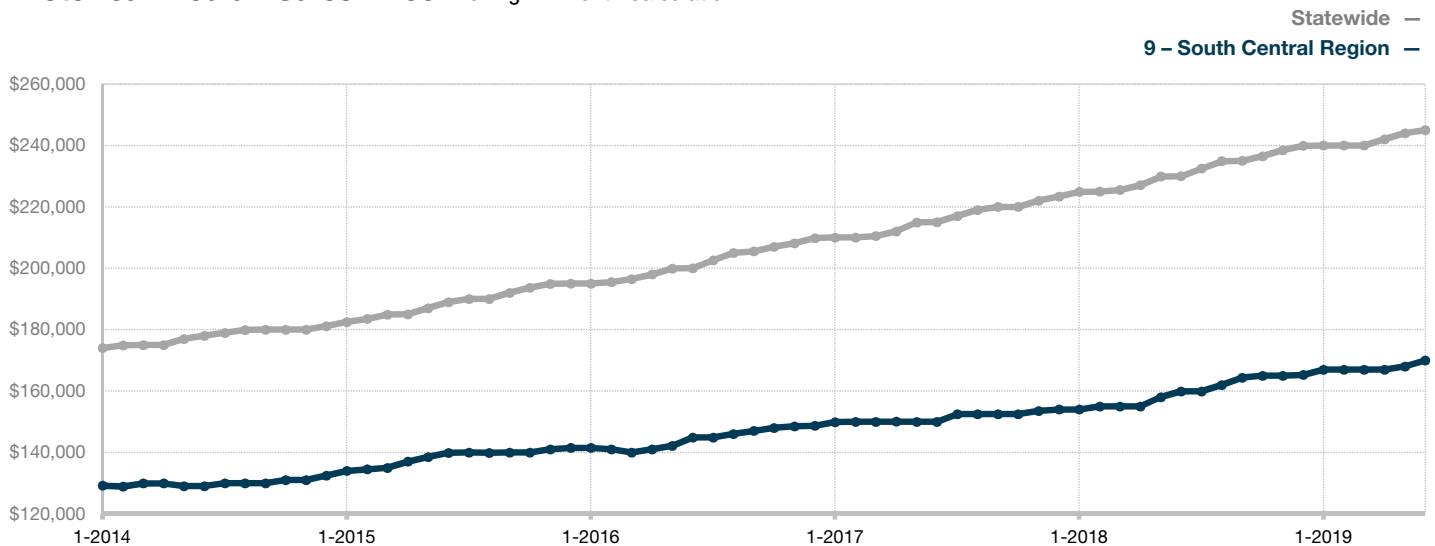
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	407	403	- 1.0%	1,992	1,926	- 3.3%
Closed Sales	368	345	- 6.3%	1,377	1,245	- 9.6%
Median Sales Price*	\$170,000	\$188,500	+ 10.9%	\$164,850	\$174,900	+ 6.1%
Percent of Original List Price Received*	96.9%	96.5%	- 0.4%	95.9%	94.7%	- 1.3%
Days on Market Until Sale	83	94	+ 13.3%	98	104	+ 6.1%
Months Supply of Inventory	3.2	3.9	+ 21.9%	--	--	--

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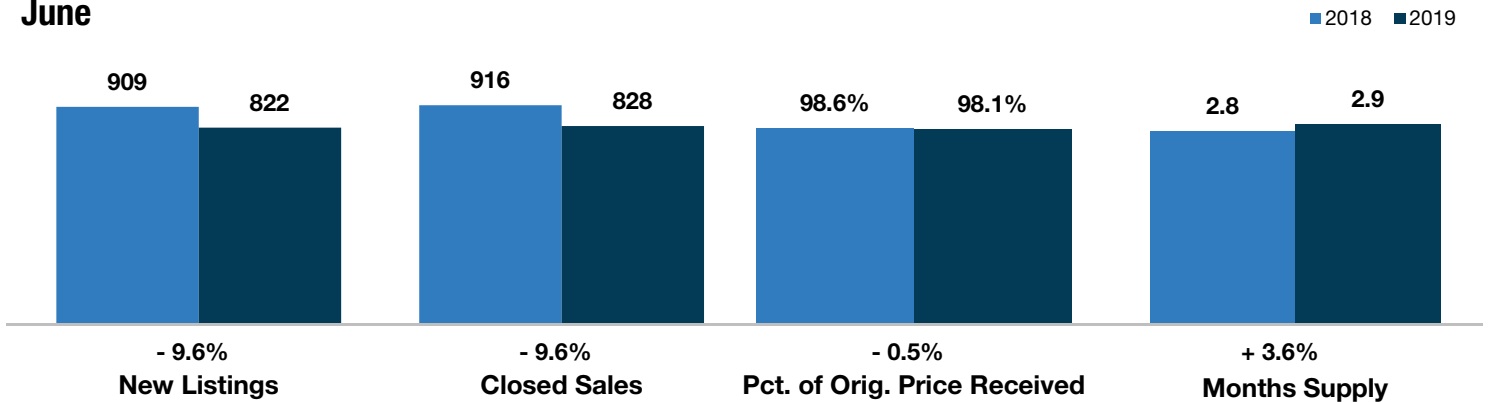


10 – Southeast Region

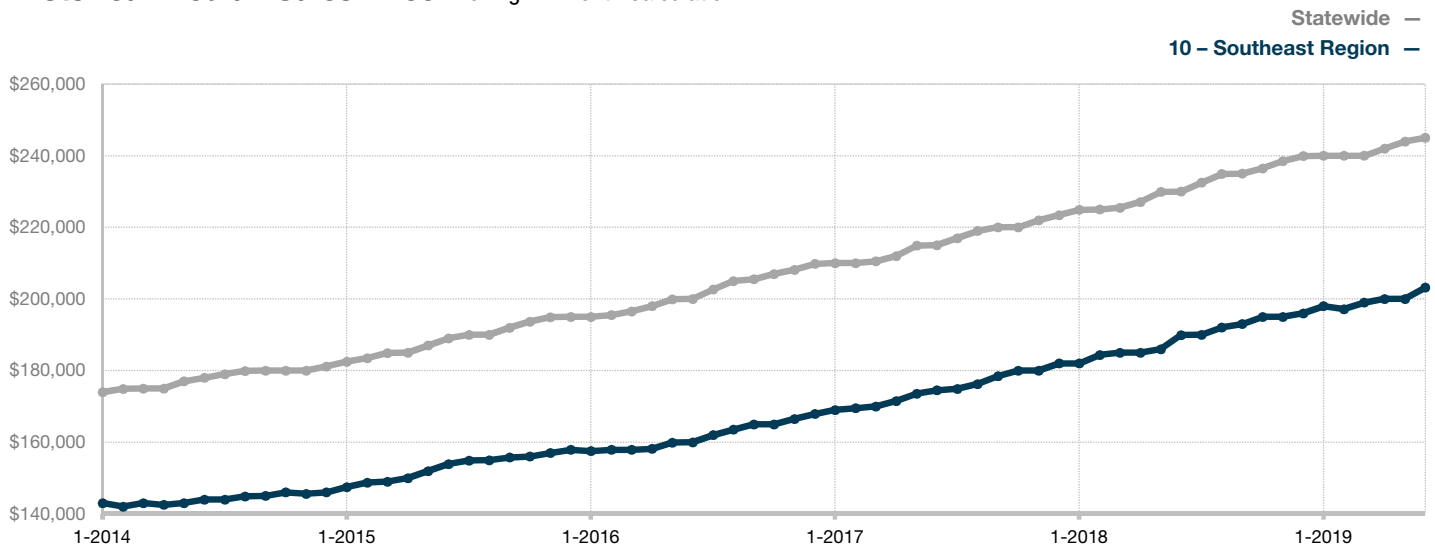
Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	909	822	- 9.6%	4,488	4,229	- 5.8%
Closed Sales	916	828	- 9.6%	3,271	3,082	- 5.8%
Median Sales Price*	\$207,318	\$226,900	+ 9.4%	\$195,000	\$209,900	+ 7.6%
Percent of Original List Price Received*	98.6%	98.1%	- 0.5%	97.3%	97.1%	- 0.2%
Days on Market Until Sale	40	51	+ 27.5%	55	61	+ 10.9%
Months Supply of Inventory	2.8	2.9	+ 3.6%	--	--	--

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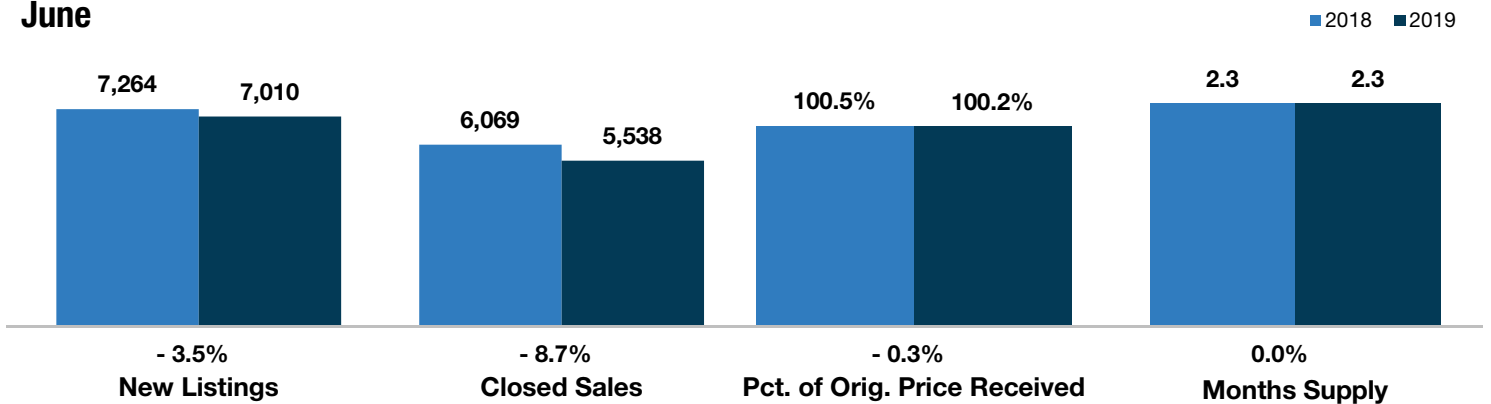


11 – 7-County Twin Cities Region

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	7,264	7,010	- 3.5%	34,342	34,156	- 0.5%
Closed Sales	6,069	5,538	- 8.7%	23,174	22,337	- 3.6%
Median Sales Price*	\$279,900	\$299,500	+ 7.0%	\$270,000	\$285,000	+ 5.6%
Percent of Original List Price Received*	100.5%	100.2%	- 0.3%	99.6%	99.3%	- 0.3%
Days on Market Until Sale	28	30	+ 7.1%	37	39	+ 5.4%
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--

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