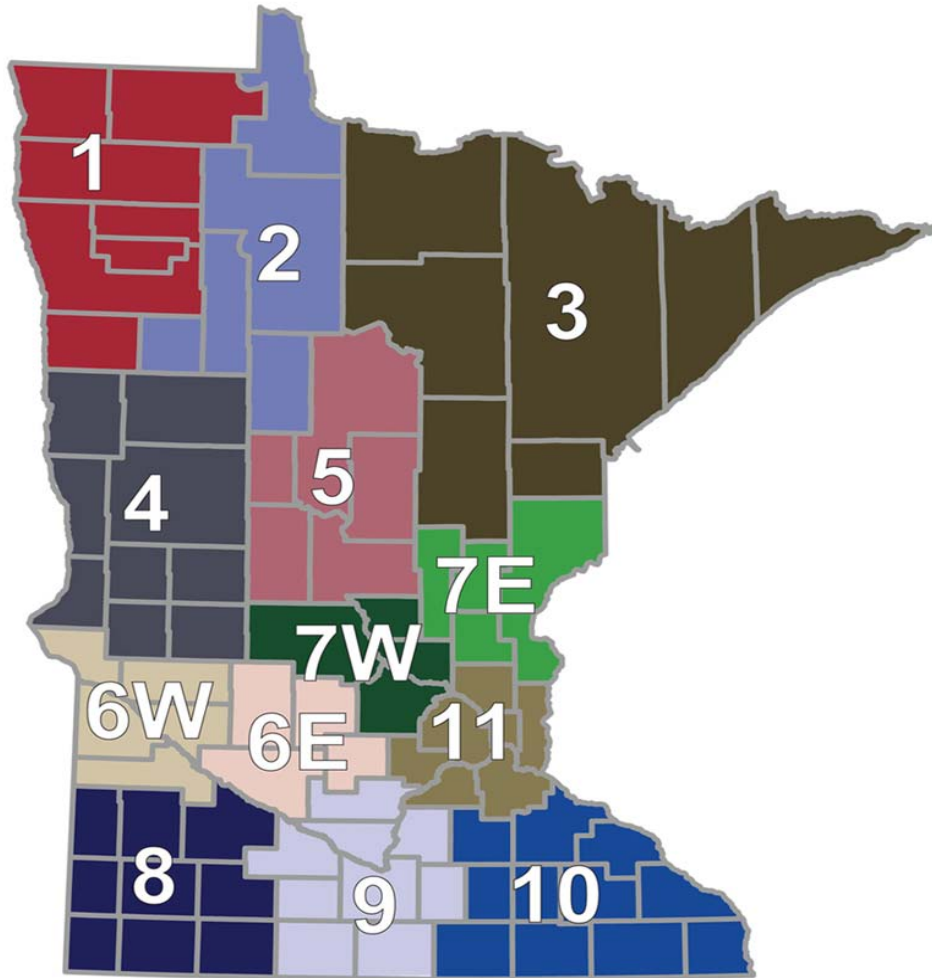


Minnesota Regional Development Organizations



- 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 September 2019

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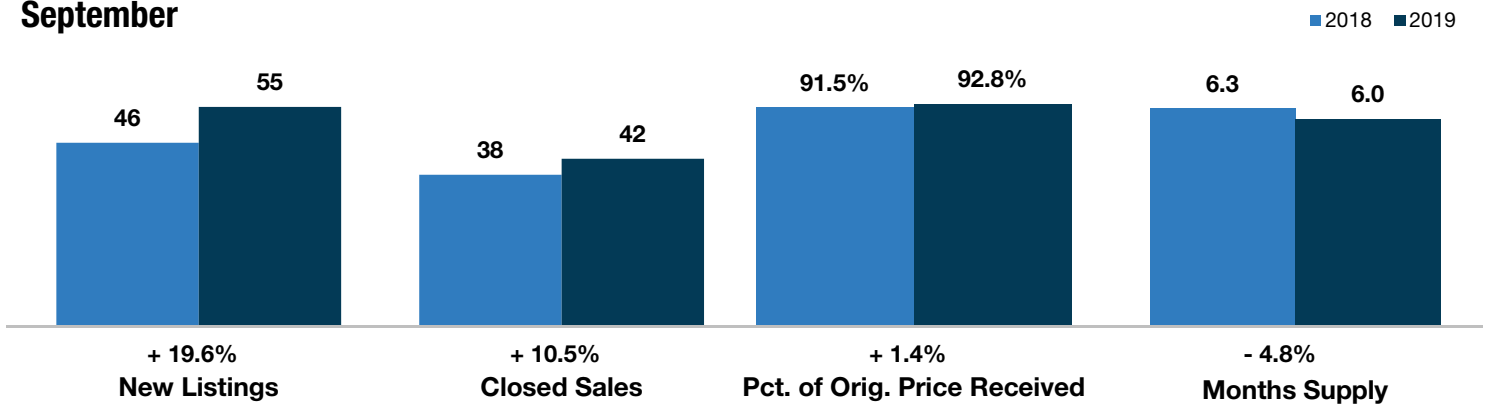


1 – Northwest Region

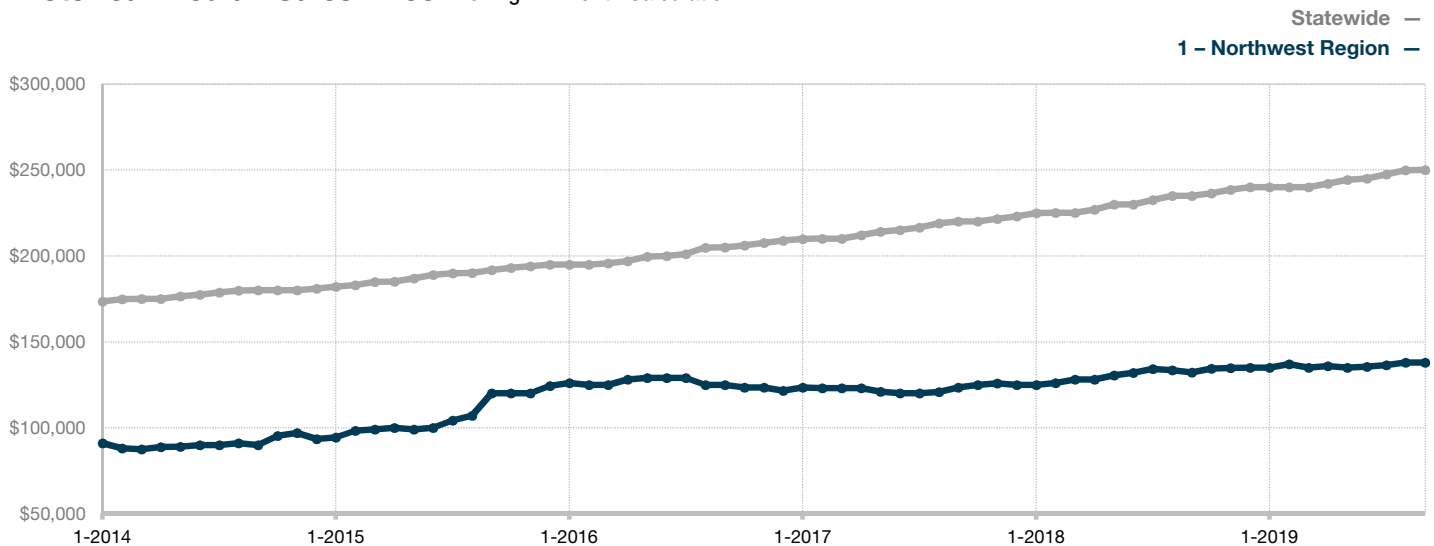
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	46	55	+ 19.6%	507	503	- 0.8%
Closed Sales	38	42	+ 10.5%	308	308	0.0%
Median Sales Price*	\$124,513	\$130,750	+ 5.0%	\$135,000	\$139,000	+ 3.0%
Percent of Original List Price Received*	91.5%	92.8%	+ 1.4%	92.1%	92.9%	+ 0.9%
Days on Market Until Sale	144	111	- 22.9%	153	140	- 8.5%
Months Supply of Inventory	6.3	6.0	- 4.8%	--	--	--

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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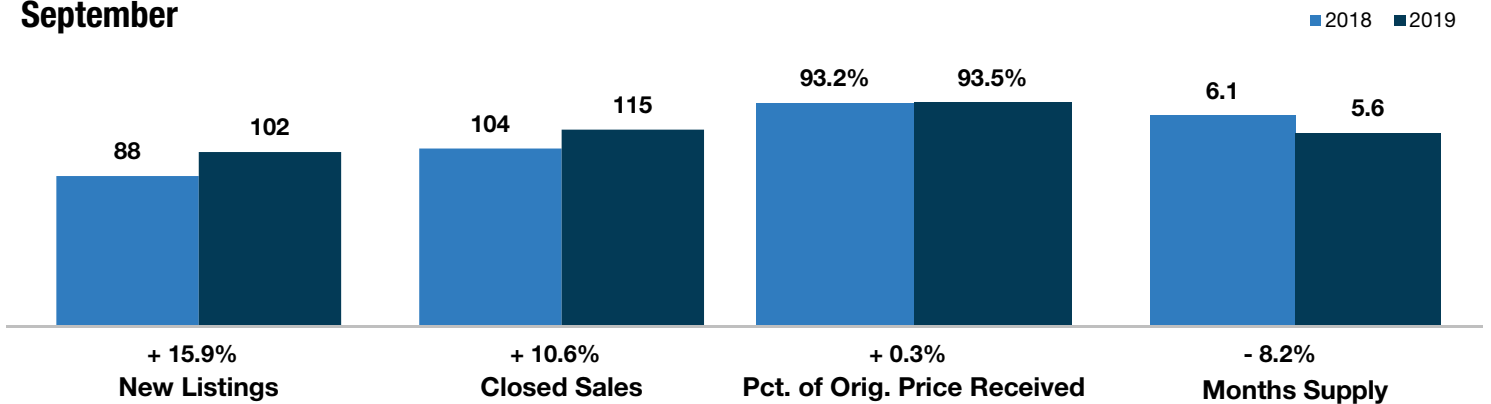


2 – Headwaters Region

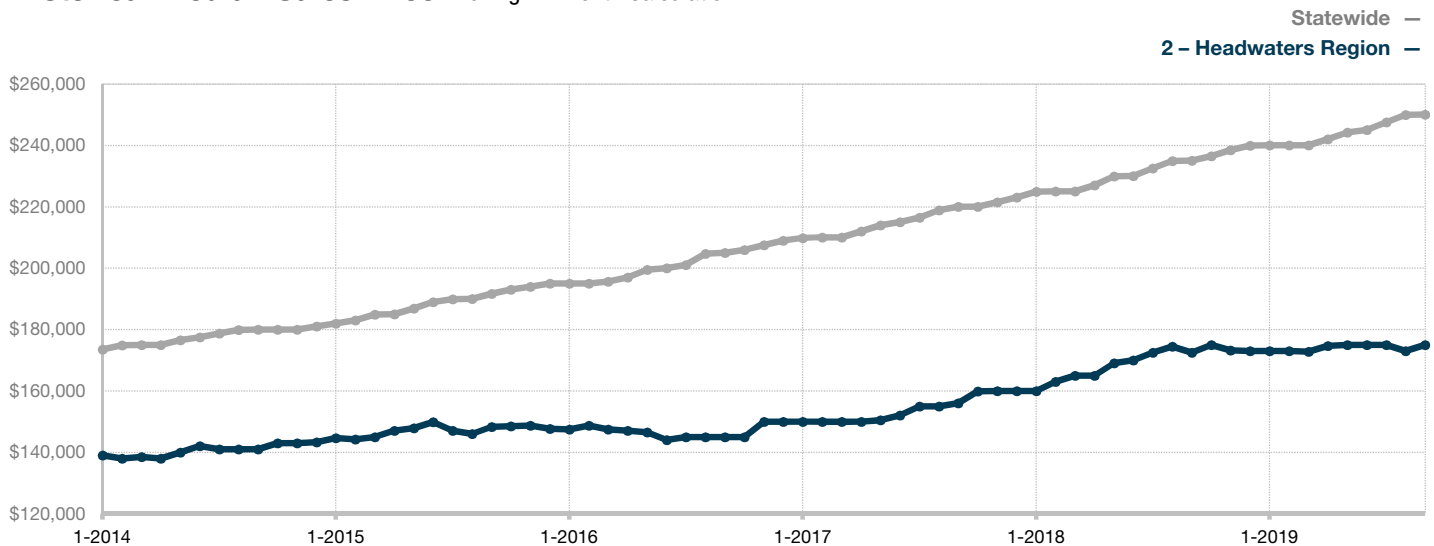
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	88	102	+ 15.9%	1,280	1,372	+ 7.2%
Closed Sales	104	115	+ 10.6%	817	814	- 0.4%
Median Sales Price*	\$167,000	\$190,000	+ 13.8%	\$175,000	\$180,000	+ 2.9%
Percent of Original List Price Received*	93.2%	93.5%	+ 0.3%	94.4%	94.8%	+ 0.4%
Days on Market Until Sale	86	85	- 1.2%	108	96	- 11.1%
Months Supply of Inventory	6.1	5.6	- 8.2%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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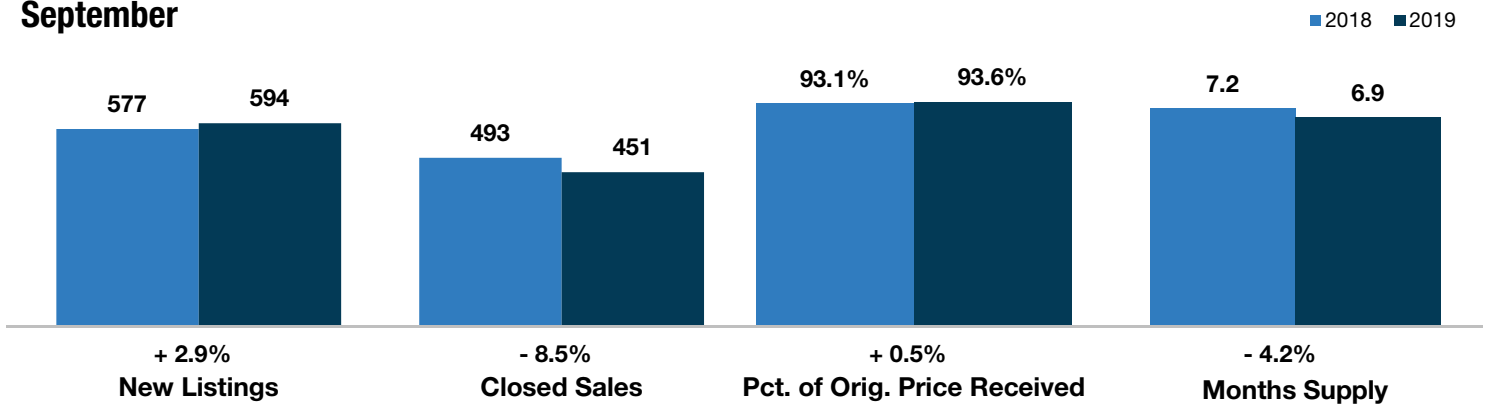


3 – Arrowhead Region

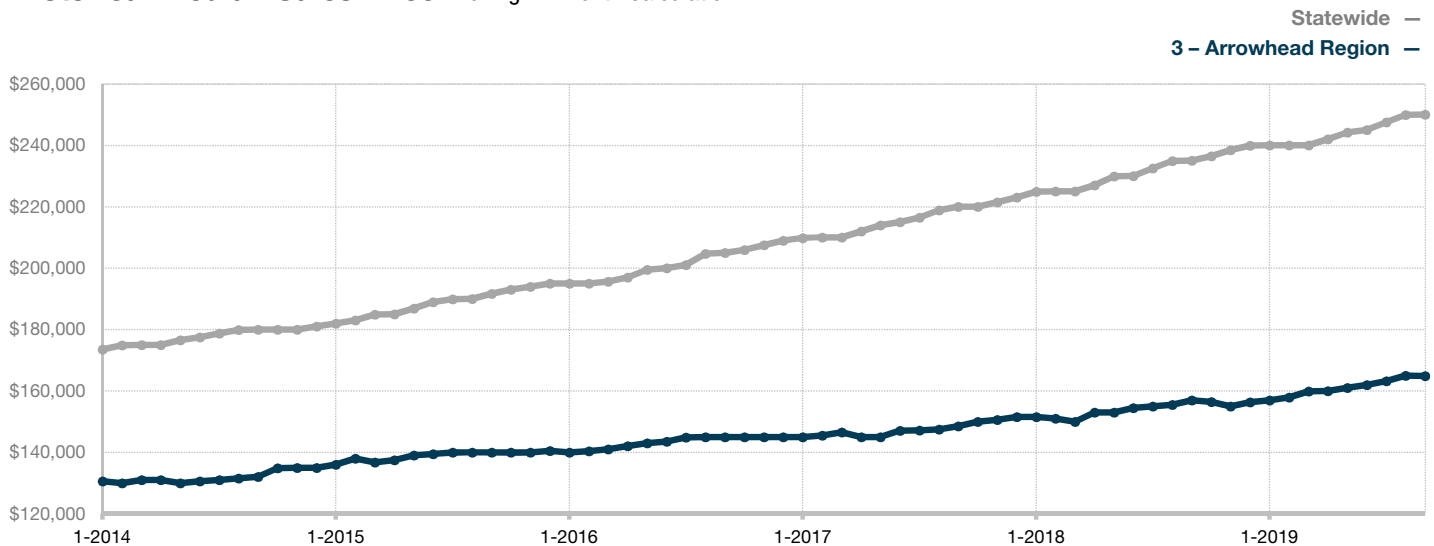
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	577	594	+ 2.9%	6,475	6,113	- 5.6%
Closed Sales	493	451	- 8.5%	3,761	3,686	- 2.0%
Median Sales Price*	\$167,000	\$160,000	- 4.2%	\$158,850	\$169,000	+ 6.4%
Percent of Original List Price Received*	93.1%	93.6%	+ 0.5%	93.9%	94.5%	+ 0.6%
Days on Market Until Sale	80	80	0.0%	93	82	- 11.8%
Months Supply of Inventory	7.2	6.9	- 4.2%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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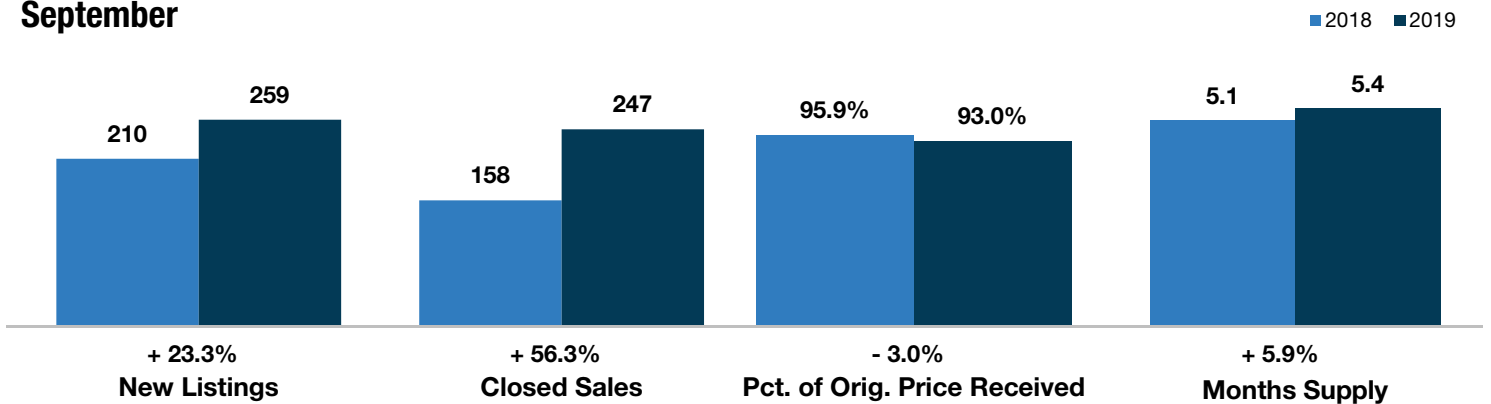


4 – West Central Region

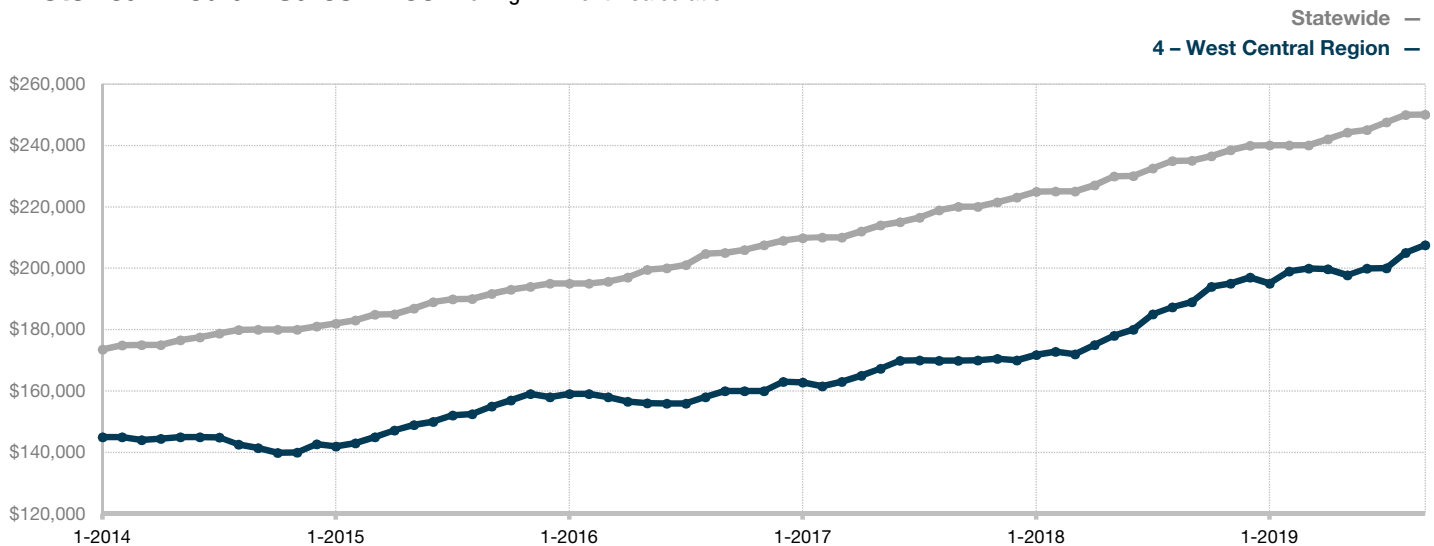
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	210	259	+ 23.3%	2,180	2,986	+ 37.0%
Closed Sales	158	247	+ 56.3%	1,498	1,833	+ 22.4%
Median Sales Price*	\$200,450	\$214,000	+ 6.8%	\$195,000	\$208,000	+ 6.7%
Percent of Original List Price Received*	95.9%	93.0%	- 3.0%	94.7%	94.7%	0.0%
Days on Market Until Sale	61	74	+ 21.3%	83	71	- 14.5%
Months Supply of Inventory	5.1	5.4	+ 5.9%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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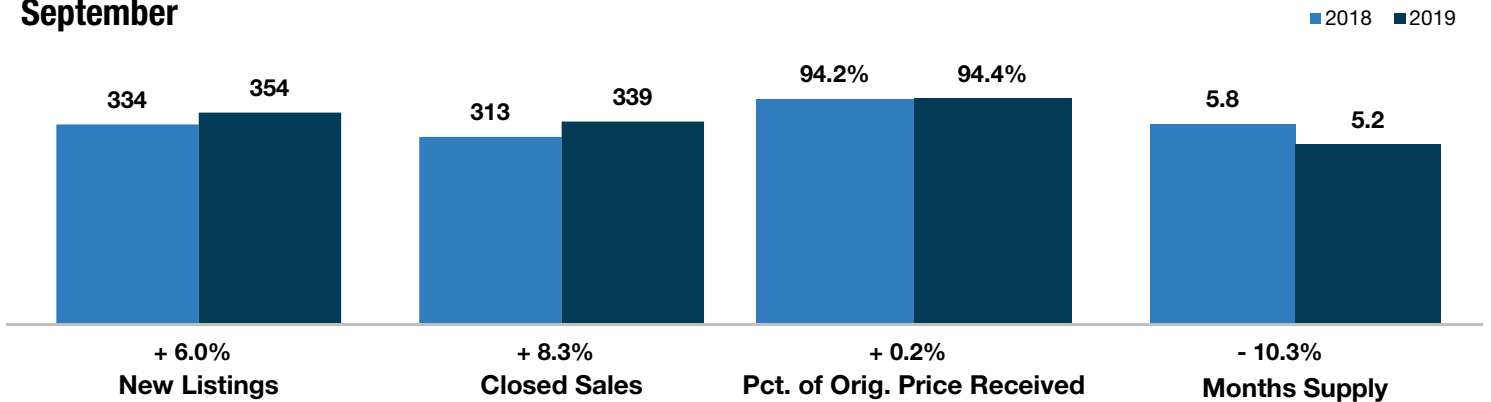


5 – North Central Region

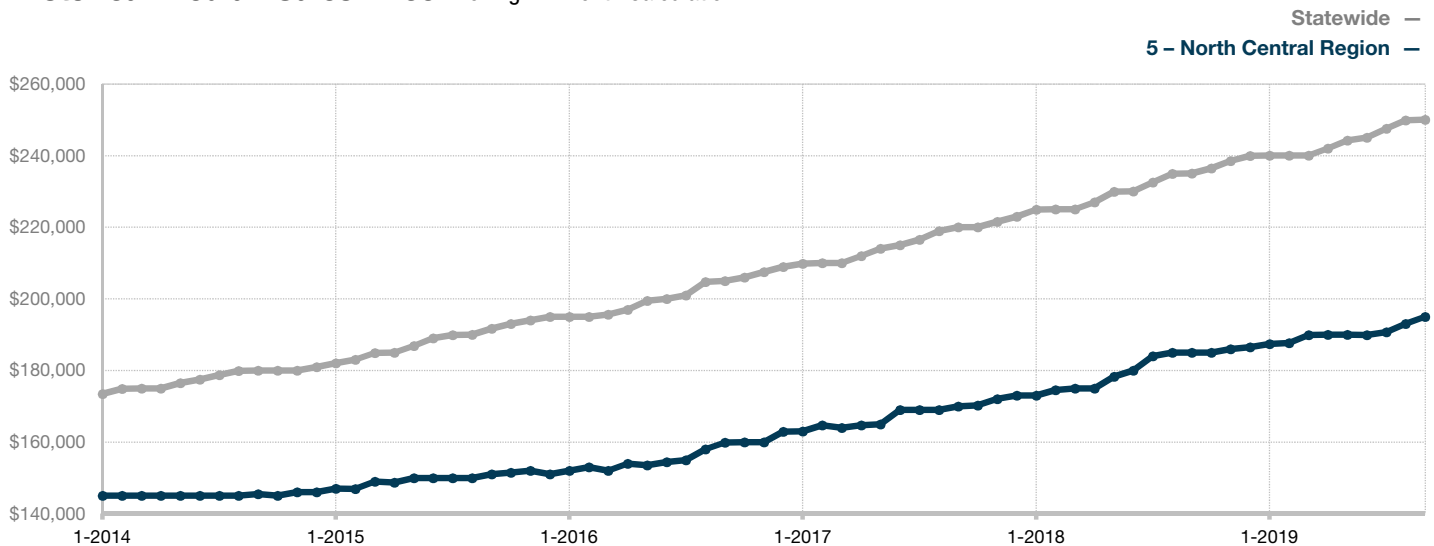
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	334	354	+ 6.0%	3,617	3,568	- 1.4%
Closed Sales	313	339	+ 8.3%	2,330	2,300	- 1.3%
Median Sales Price*	\$179,900	\$195,000	+ 8.4%	\$187,000	\$196,900	+ 5.3%
Percent of Original List Price Received*	94.2%	94.4%	+ 0.2%	94.5%	95.2%	+ 0.7%
Days on Market Until Sale	83	65	- 21.7%	84	69	- 17.9%
Months Supply of Inventory	5.8	5.2	- 10.3%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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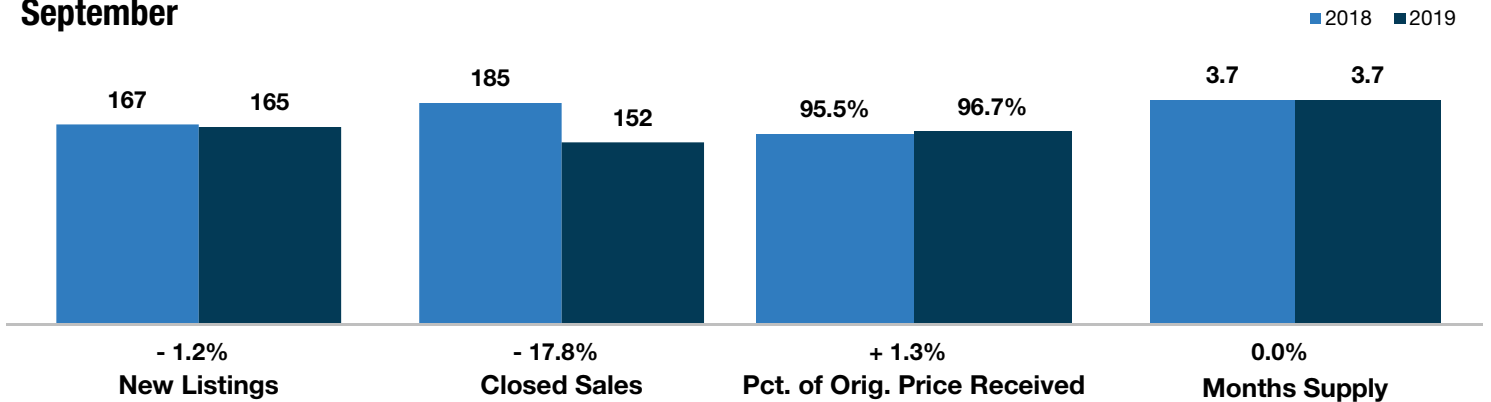


6E – Southwest Central Region

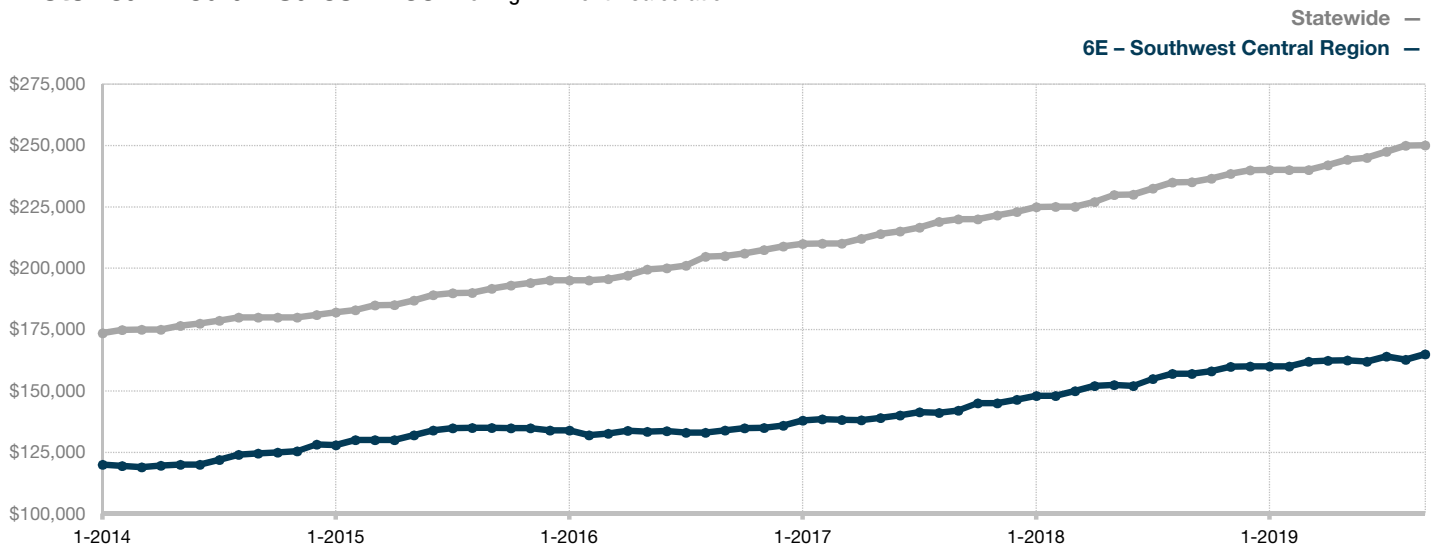
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	167	165	- 1.2%	1,702	1,587	- 6.8%
Closed Sales	185	152	- 17.8%	1,274	1,199	- 5.9%
Median Sales Price*	\$151,000	\$175,750	+ 16.4%	\$159,000	\$165,000	+ 3.8%
Percent of Original List Price Received*	95.5%	96.7%	+ 1.3%	95.8%	95.6%	- 0.2%
Days on Market Until Sale	66	51	- 22.7%	74	68	- 8.1%
Months Supply of Inventory	3.7	3.7	0.0%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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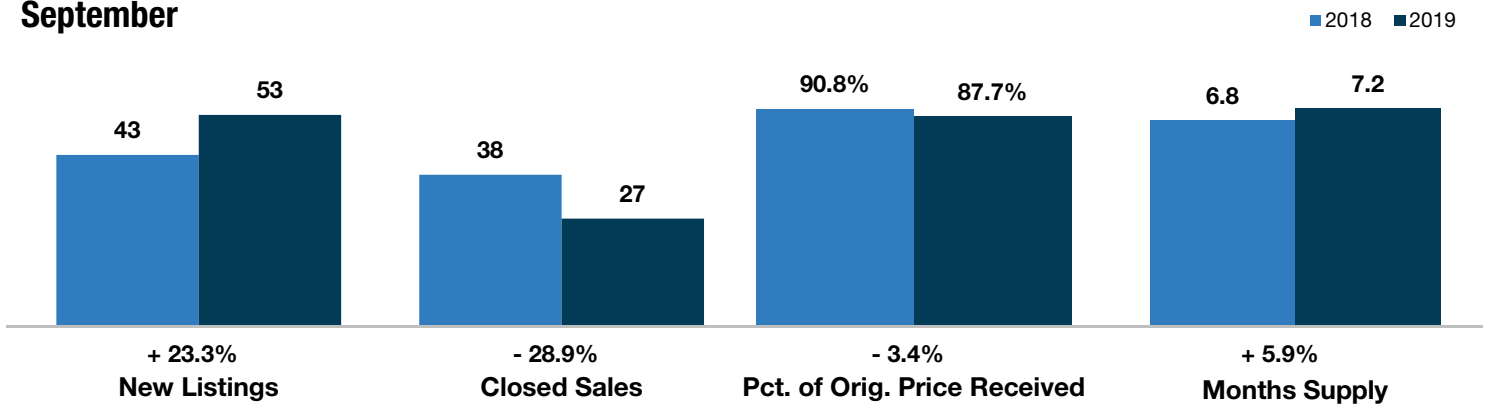


6W – Upper Minnesota Valley Region

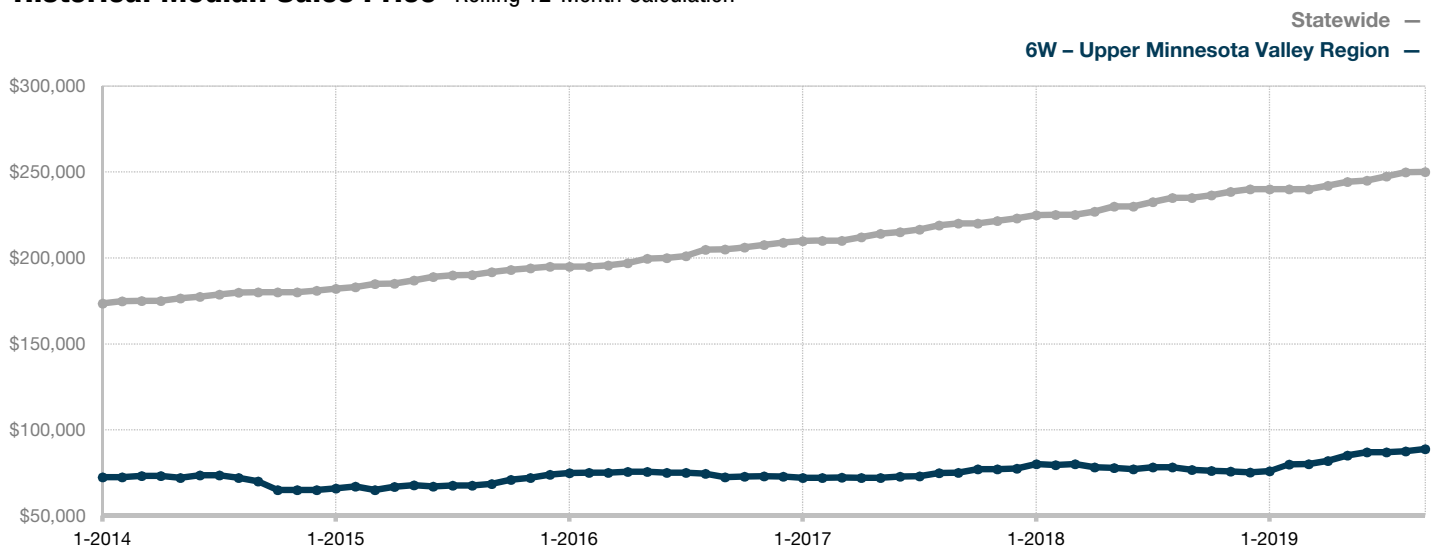
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	43	53	+ 23.3%	430	453	+ 5.3%
Closed Sales	38	27	- 28.9%	298	275	- 7.7%
Median Sales Price*	\$70,505	\$98,000	+ 39.0%	\$73,000	\$88,755	+ 21.6%
Percent of Original List Price Received*	90.8%	87.7%	- 3.4%	89.1%	90.9%	+ 2.0%
Days on Market Until Sale	110	106	- 3.6%	122	121	- 0.8%
Months Supply of Inventory	6.8	7.2	+ 5.9%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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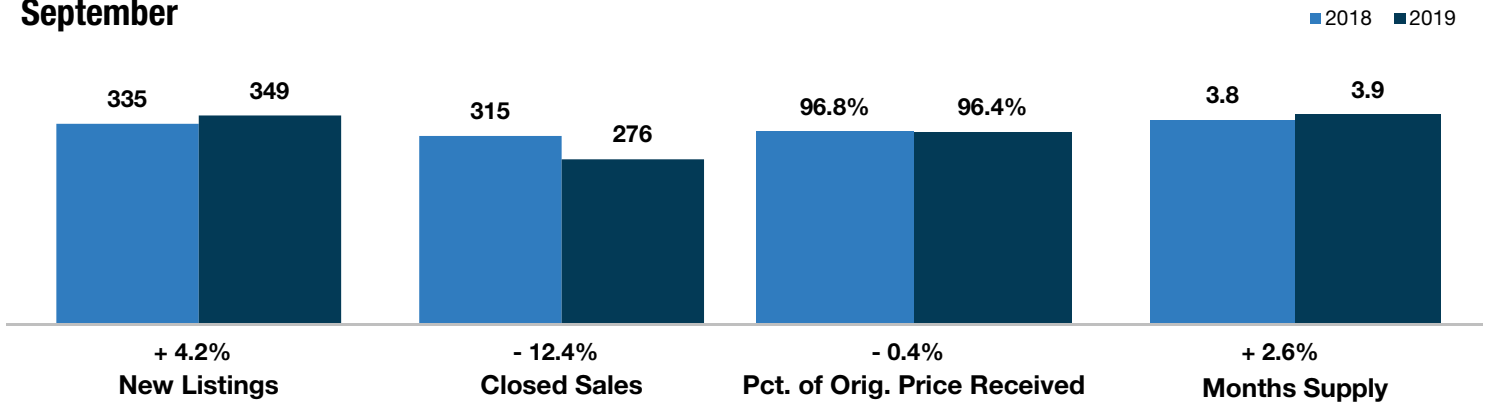


7E – East Central Region

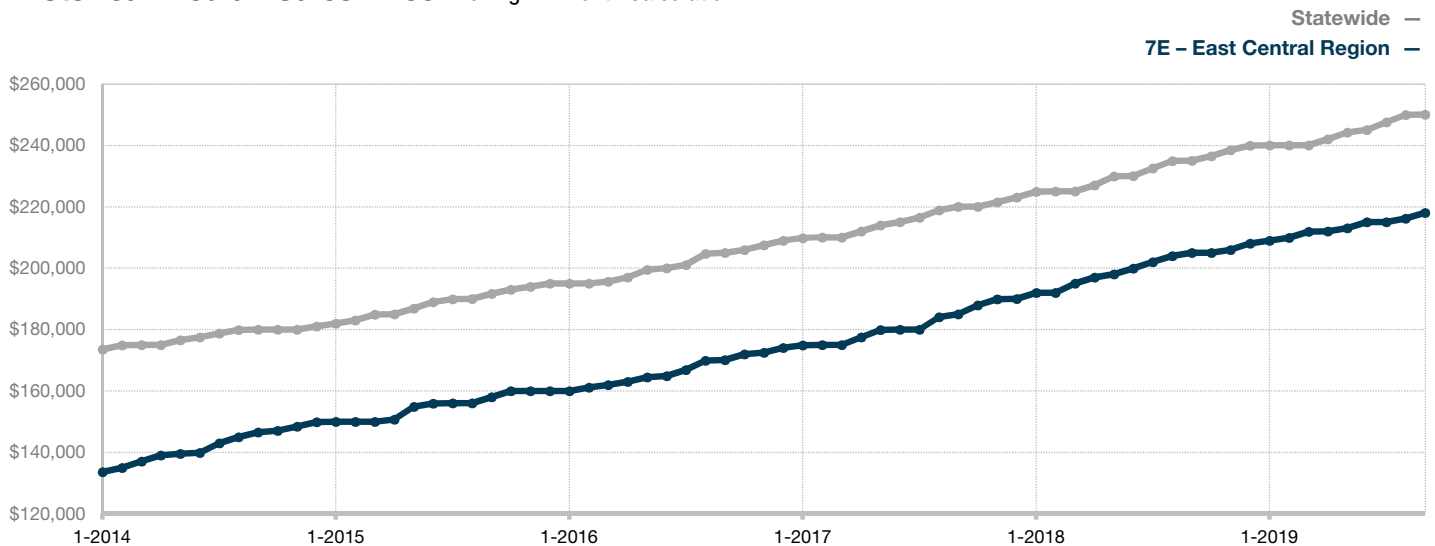
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	335	349	+ 4.2%	3,415	3,249	- 4.9%
Closed Sales	315	276	- 12.4%	2,268	2,143	- 5.5%
Median Sales Price*	\$209,650	\$219,900	+ 4.9%	\$210,000	\$220,000	+ 4.8%
Percent of Original List Price Received*	96.8%	96.4%	- 0.4%	97.3%	97.5%	+ 0.2%
Days on Market Until Sale	48	45	- 6.3%	53	52	- 1.9%
Months Supply of Inventory	3.8	3.9	+ 2.6%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for September 2019

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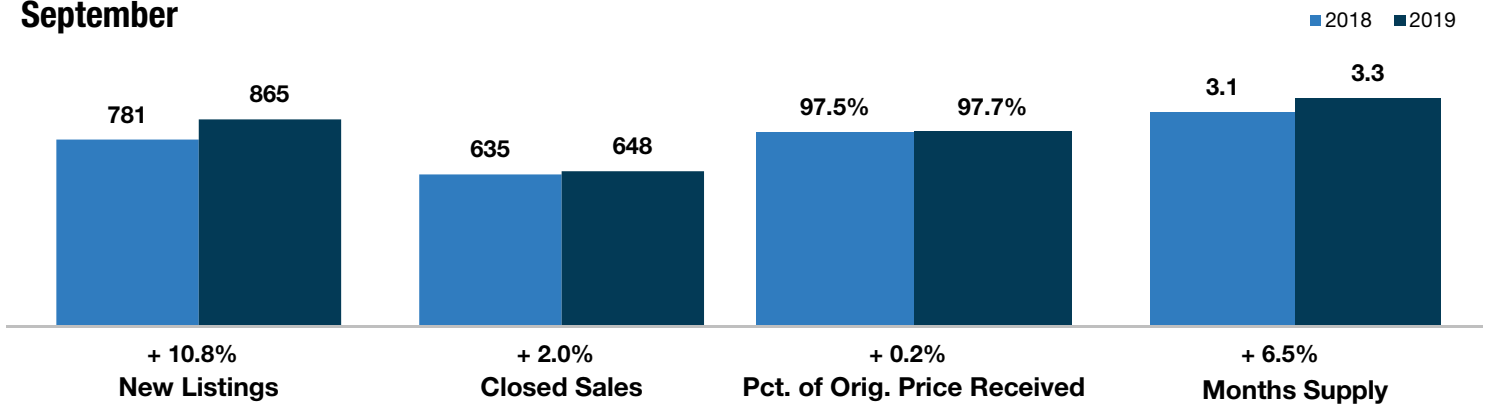


7W – Central Region

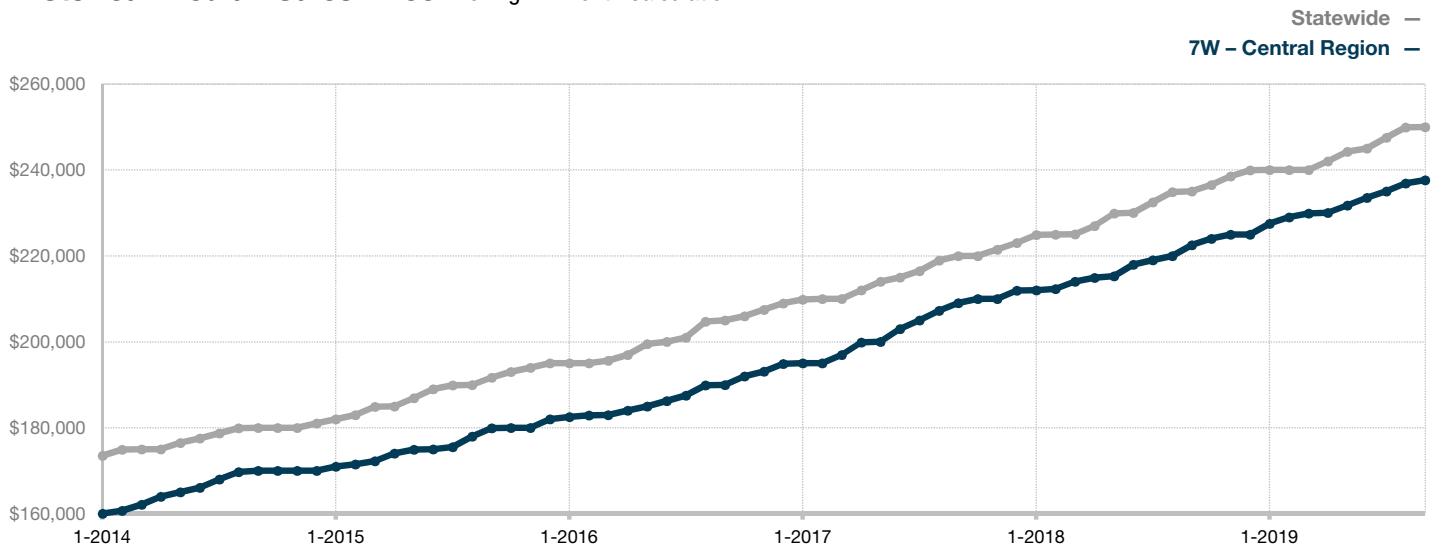
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	781	865	+ 10.8%	7,965	8,046	+ 1.0%
Closed Sales	635	648	+ 2.0%	5,601	5,483	- 2.1%
Median Sales Price*	\$228,126	\$237,528	+ 4.1%	\$225,000	\$240,000	+ 6.7%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	98.2%	98.1%	- 0.1%
Days on Market Until Sale	45	41	- 8.9%	46	47	+ 2.2%
Months Supply of Inventory	3.1	3.3	+ 6.5%	--	--	--

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September



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for September 2019

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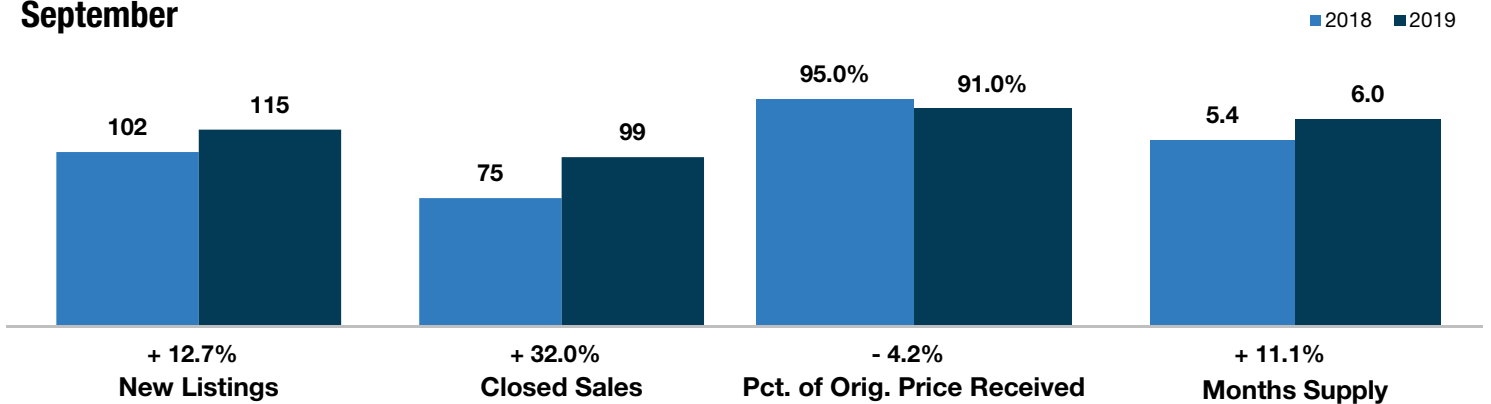


8 – Southwest Region

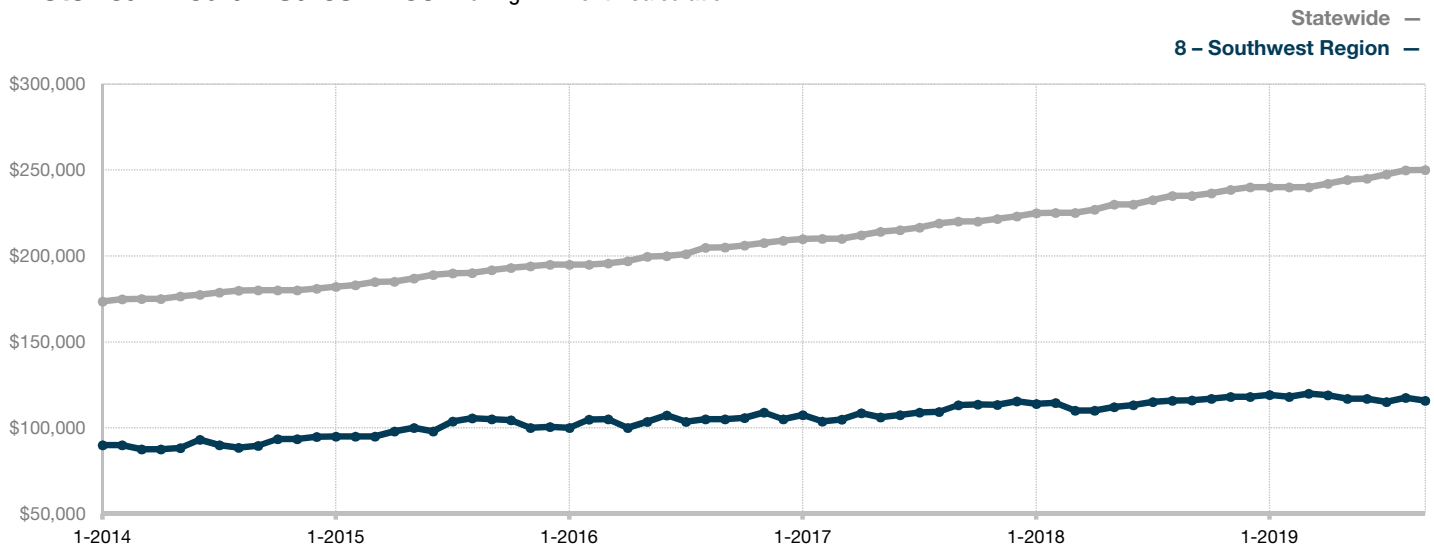
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	102	115	+ 12.7%	994	1,060	+ 6.6%
Closed Sales	75	99	+ 32.0%	692	705	+ 1.9%
Median Sales Price*	\$131,500	\$118,625	- 9.8%	\$118,950	\$117,000	- 1.6%
Percent of Original List Price Received*	95.0%	91.0%	- 4.2%	91.9%	91.8%	- 0.1%
Days on Market Until Sale	91	82	- 9.9%	98	94	- 4.1%
Months Supply of Inventory	5.4	6.0	+ 11.1%	--	--	--

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September



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Local Market Update for September 2019

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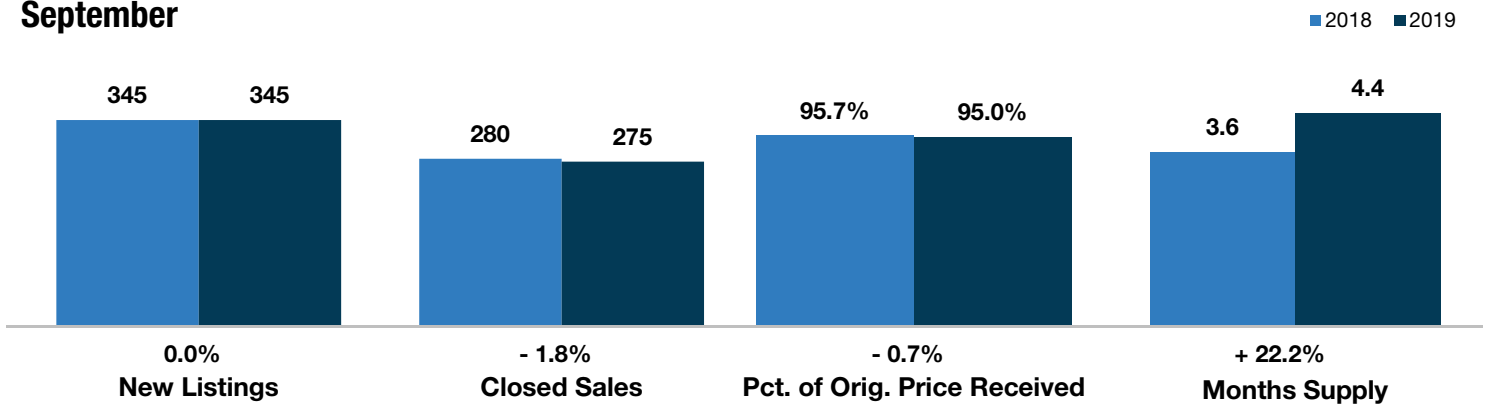


9 – South Central Region

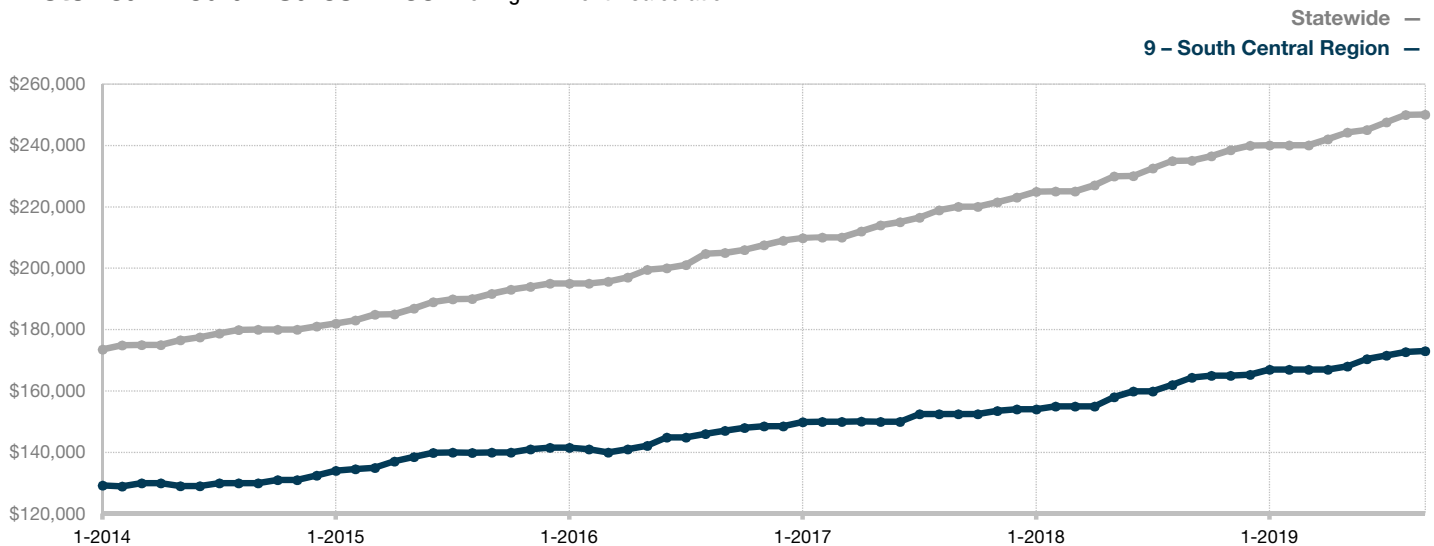
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	345	345	0.0%	3,098	3,129	+ 1.0%
Closed Sales	280	275	- 1.8%	2,285	2,208	- 3.4%
Median Sales Price*	\$169,900	\$173,500	+ 2.1%	\$168,000	\$177,500	+ 5.7%
Percent of Original List Price Received*	95.7%	95.0%	- 0.7%	95.9%	95.2%	- 0.7%
Days on Market Until Sale	82	76	- 7.3%	91	91	0.0%
Months Supply of Inventory	3.6	4.4	+ 22.2%	--	--	--

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September



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Local Market Update for September 2019

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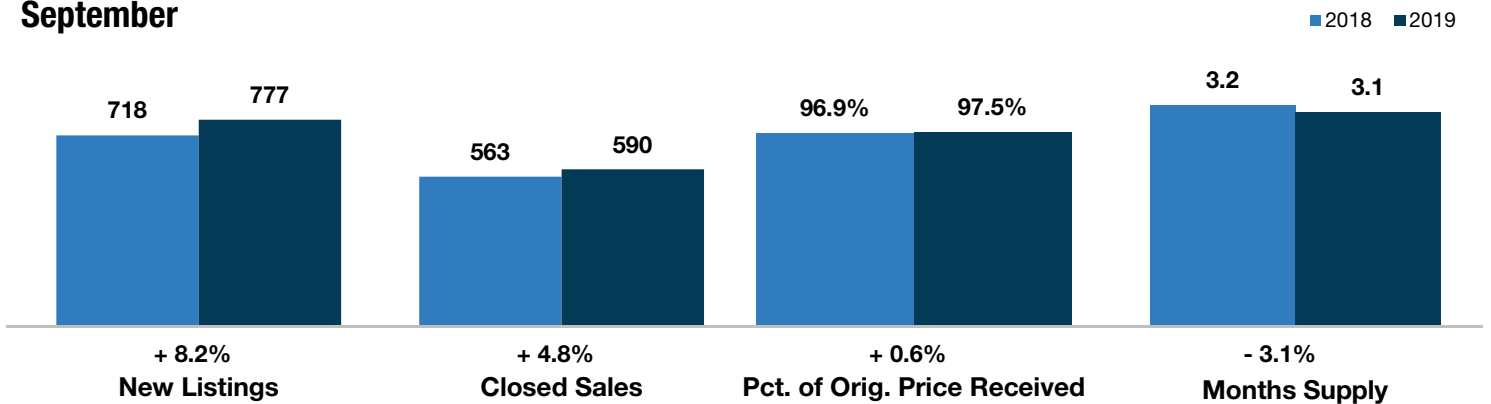


10 – Southeast Region

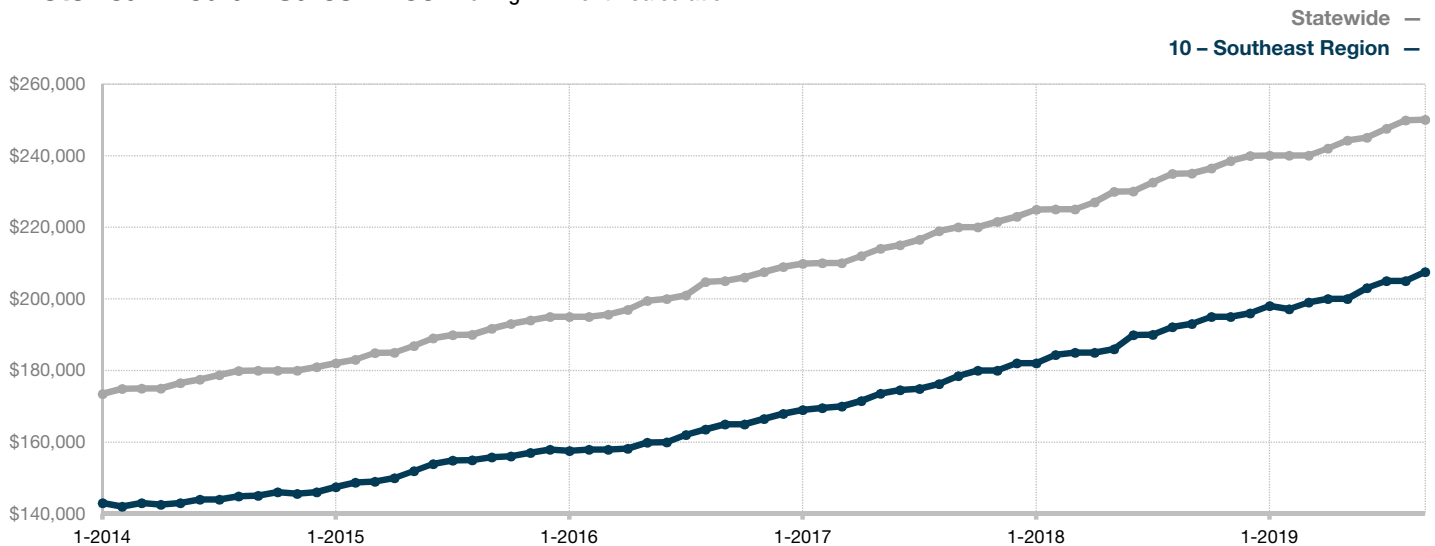
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	718	777	+ 8.2%	6,929	6,767	- 2.3%
Closed Sales	563	590	+ 4.8%	5,313	5,215	- 1.8%
Median Sales Price*	\$195,000	\$210,000	+ 7.7%	\$198,450	\$211,525	+ 6.6%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	97.4%	97.3%	- 0.1%
Days on Market Until Sale	46	50	+ 8.7%	52	55	+ 5.8%
Months Supply of Inventory	3.2	3.1	- 3.1%	--	--	--

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September



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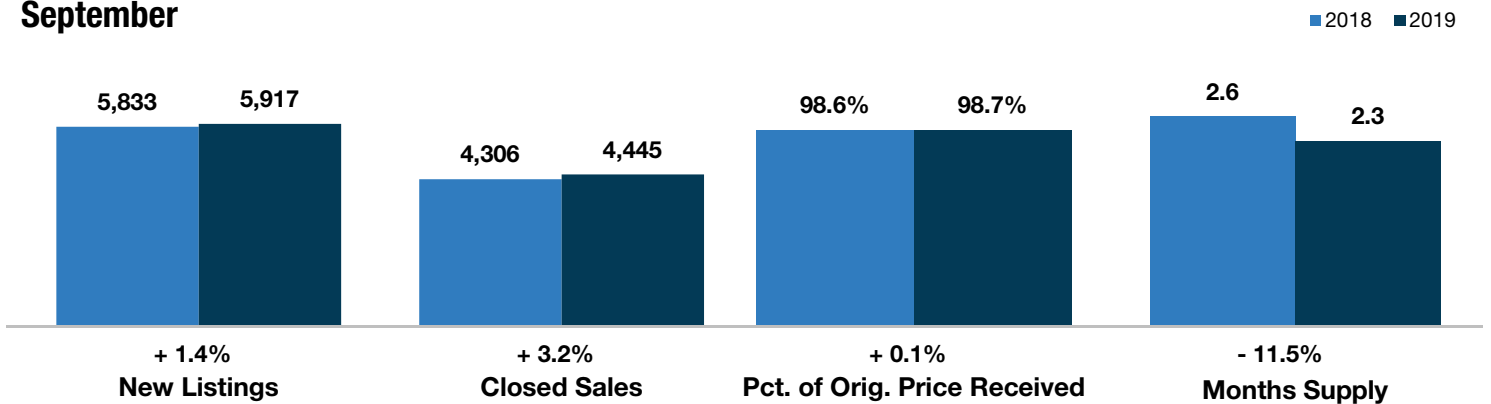


11 – 7-County Twin Cities Region

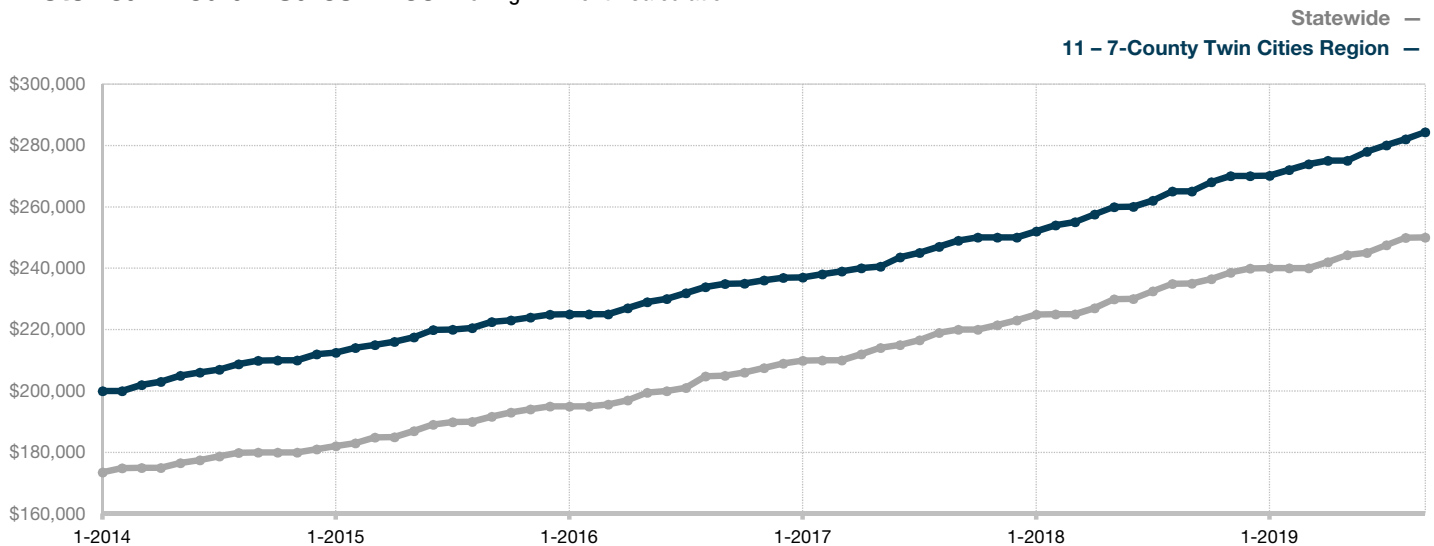
Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	5,833	5,917	+ 1.4%	53,206	53,080	- 0.2%
Closed Sales	4,306	4,445	+ 3.2%	38,418	38,229	- 0.5%
Median Sales Price*	\$267,000	\$286,000	+ 7.1%	\$270,000	\$288,500	+ 6.9%
Percent of Original List Price Received*	98.6%	98.7%	+ 0.1%	99.5%	99.3%	- 0.2%
Days on Market Until Sale	36	33	- 8.3%	35	36	+ 2.9%
Months Supply of Inventory	2.6	2.3	- 11.5%	--	--	--

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September



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