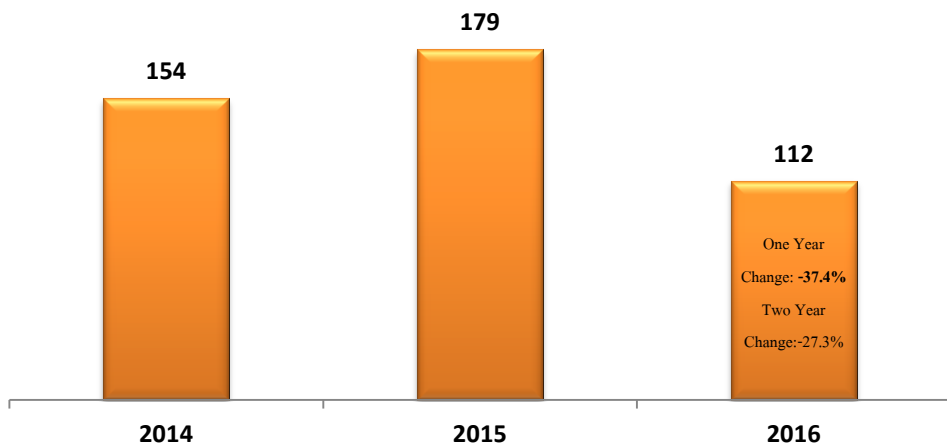


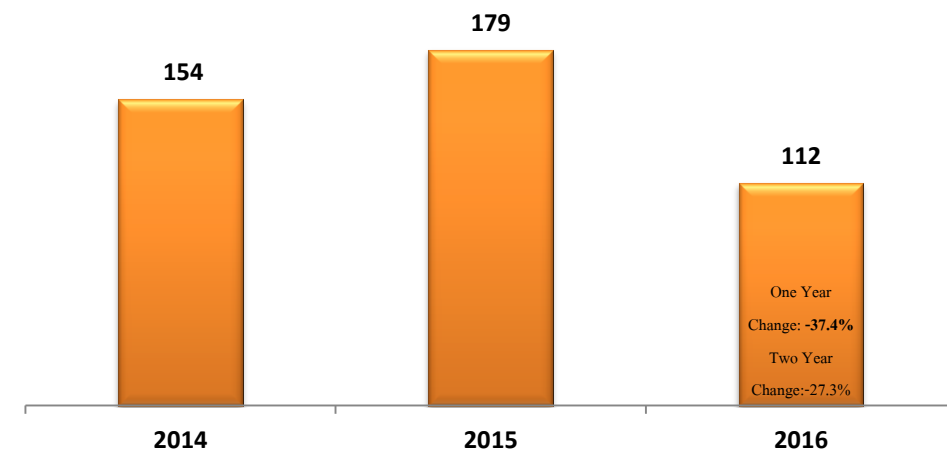
New Listings

A Statistical Market Report from the REALTOR® Association of Southern Minnesota

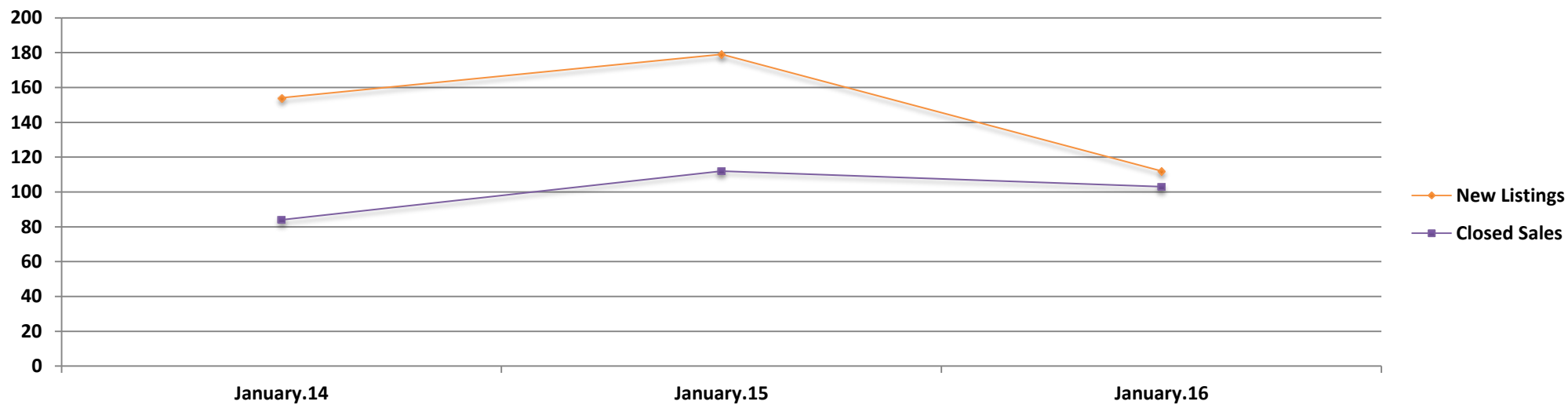
January



Year to Date



Historical Market Activity

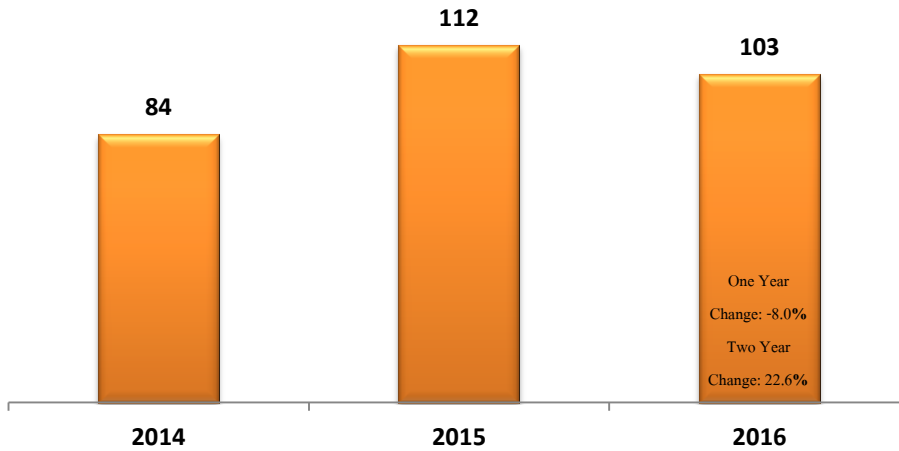


Closed Sales

A Statistical Market Report from the REALTOR® Association of Southern Minnesota

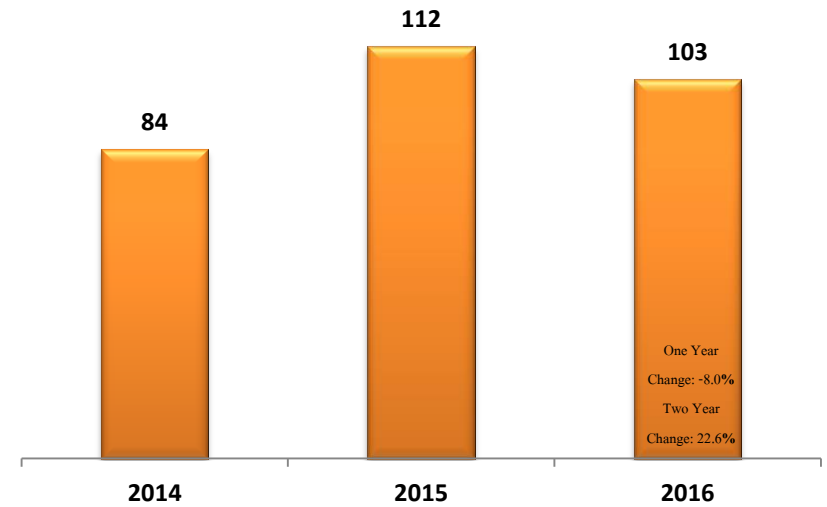


January

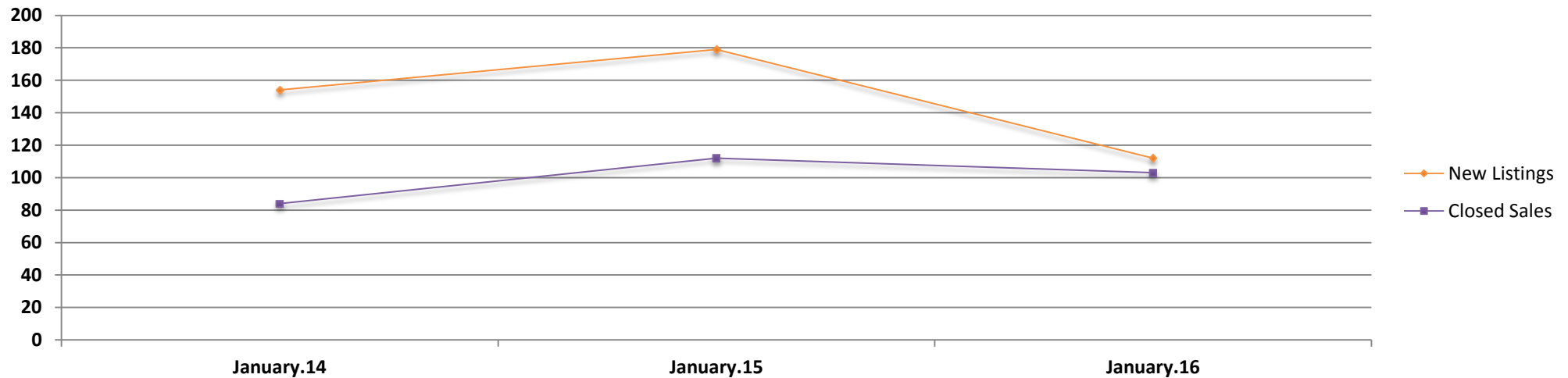


Year to Date

Late Sales recorded in MLS figured in
Year to Date Totals



Historical Market Activity



Dollar Volume of Closed Sales (in millions)

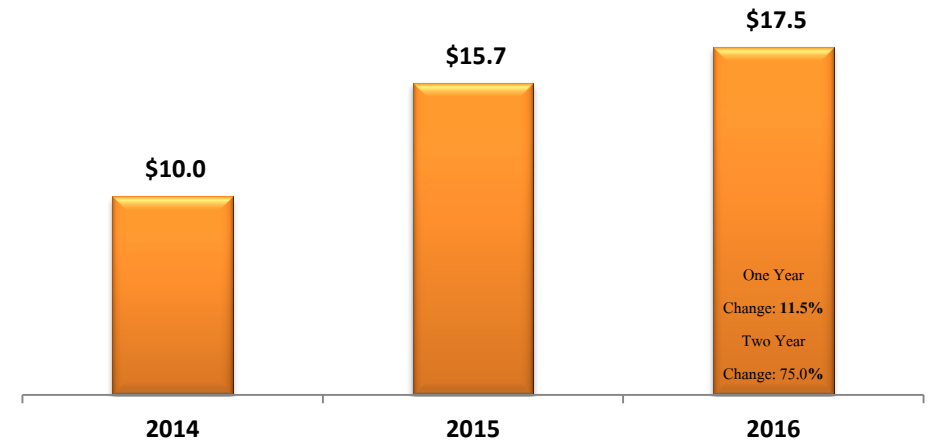
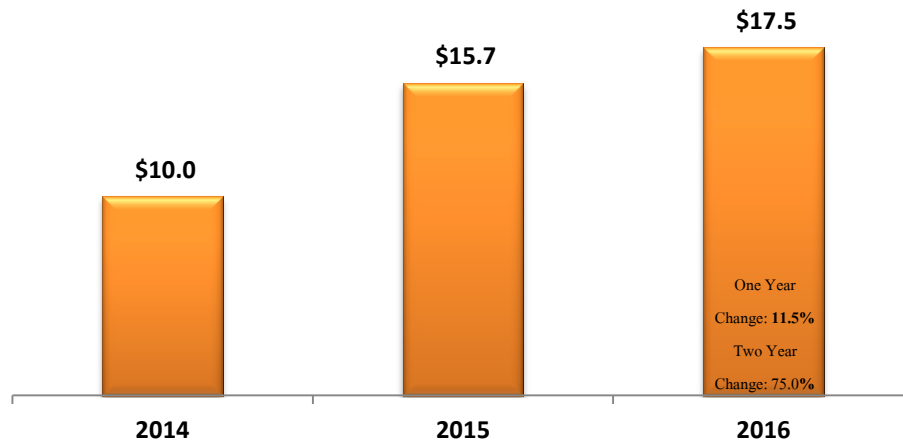
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



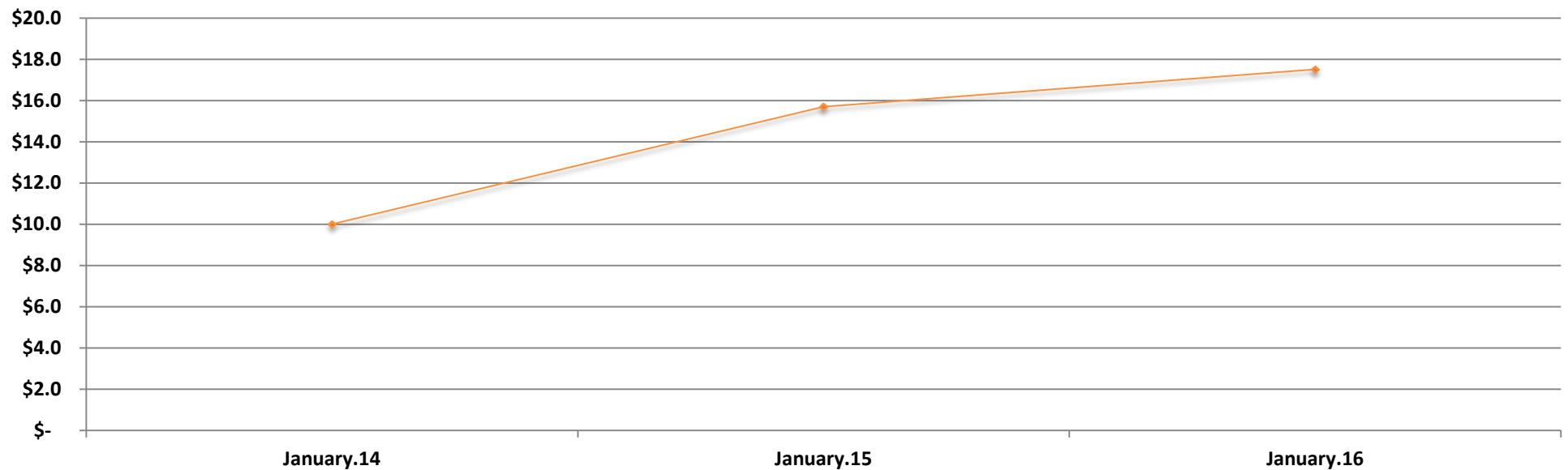
January

Year to Date

Late Sales recorded in MLS figured in Year to Date Totals



Historical Dollar Volume (in millions)



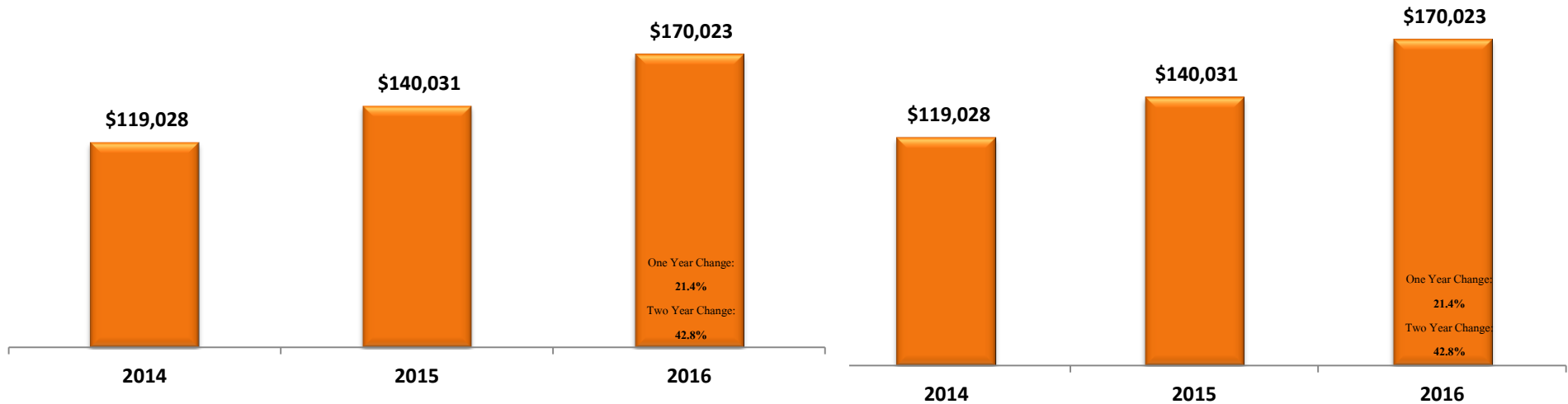
Average Sales Price

A Statistical Market Report from the REALTOR® Association of Southern Minnesota

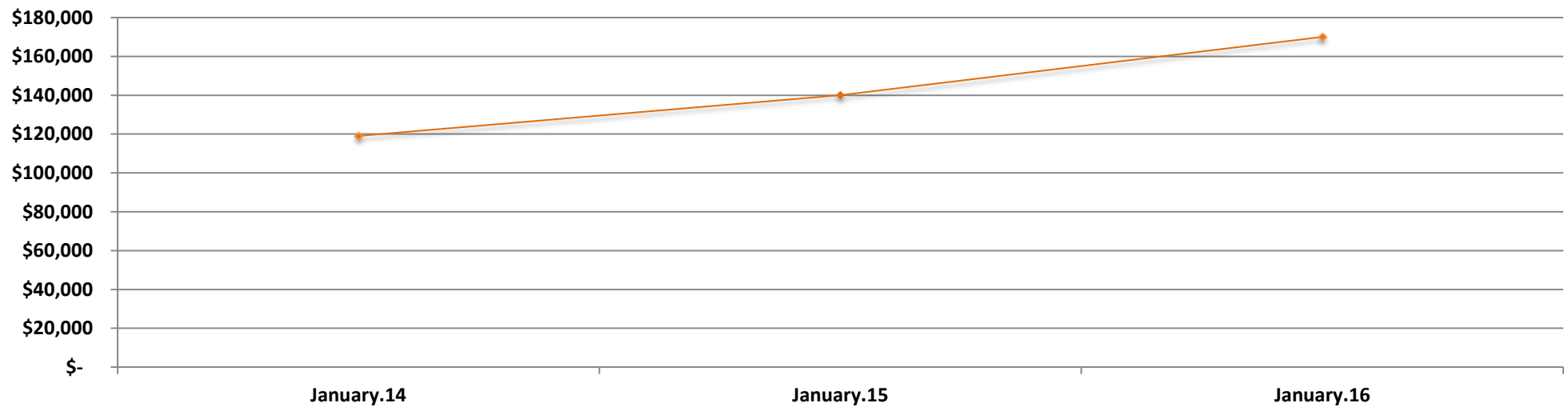
January

Year to Date

Late Sales recorded in MLS
figured in Year to Date Totals



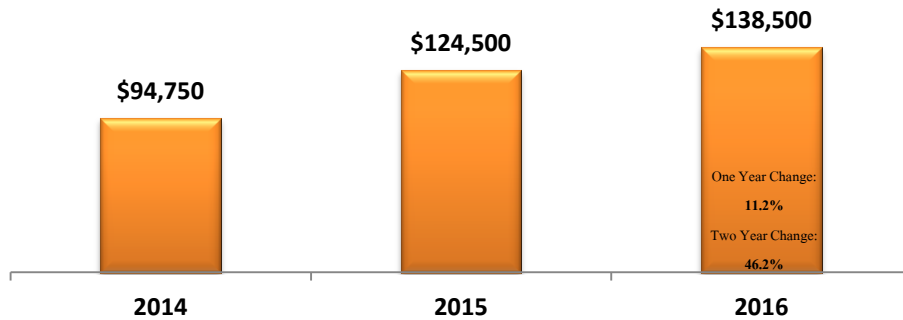
Historical Average Prices



Median Sales Price

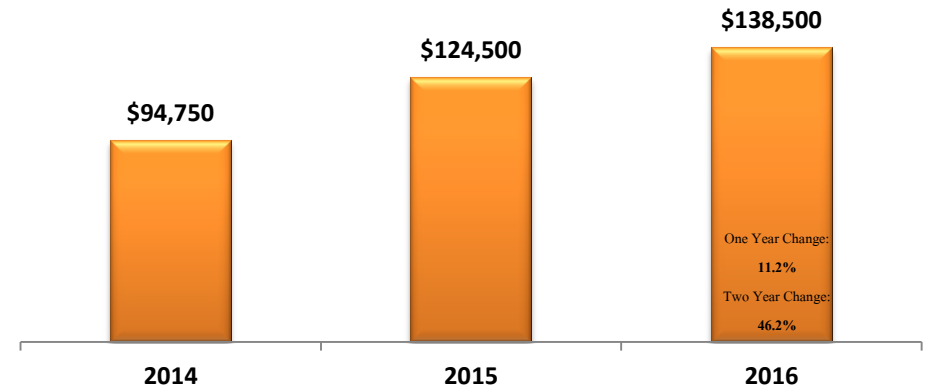
A Statistical Market Report from the REALTOR® Association of Southern Minnesota

January

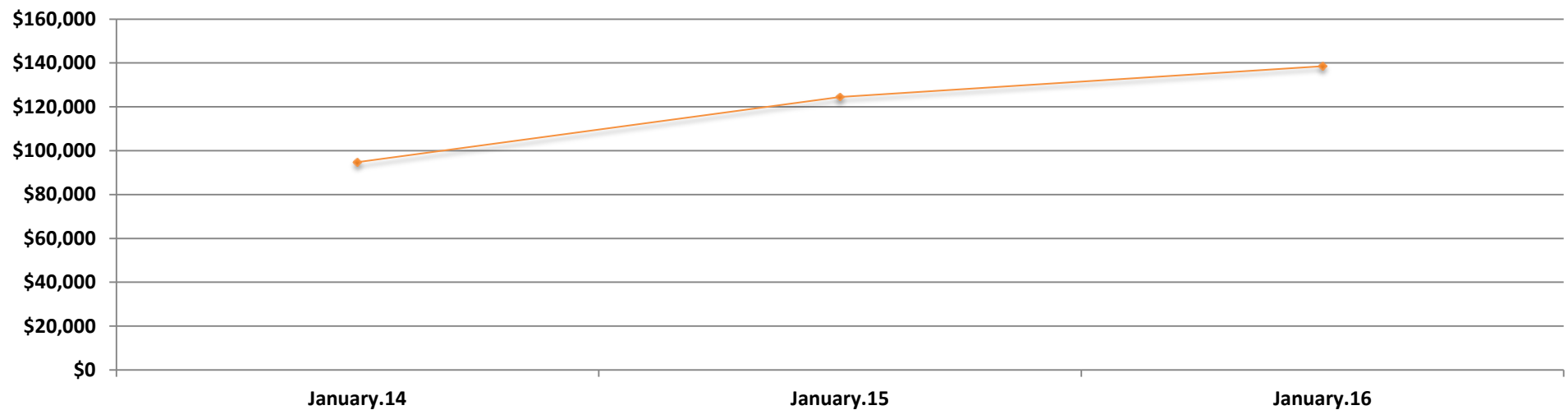


Year to Date

Late Sales recorded in MLS figured in
Year to Date Totals



Historical Median Prices



Percent of Original List Price Received at Sale

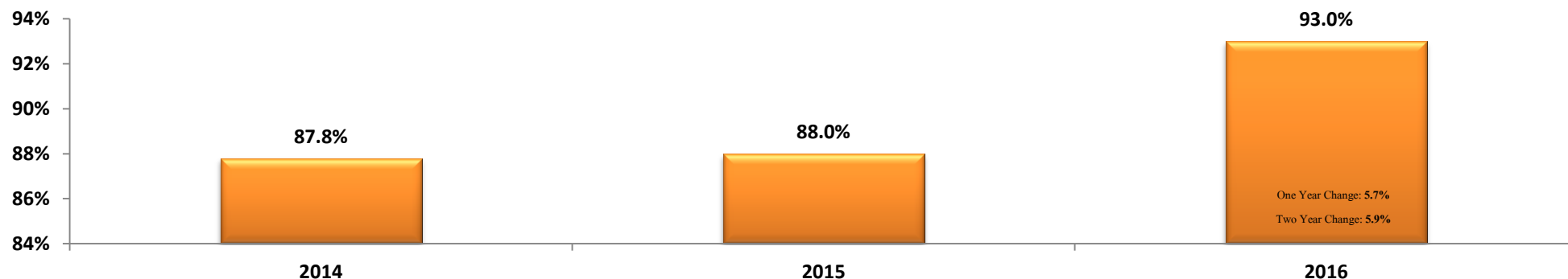
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



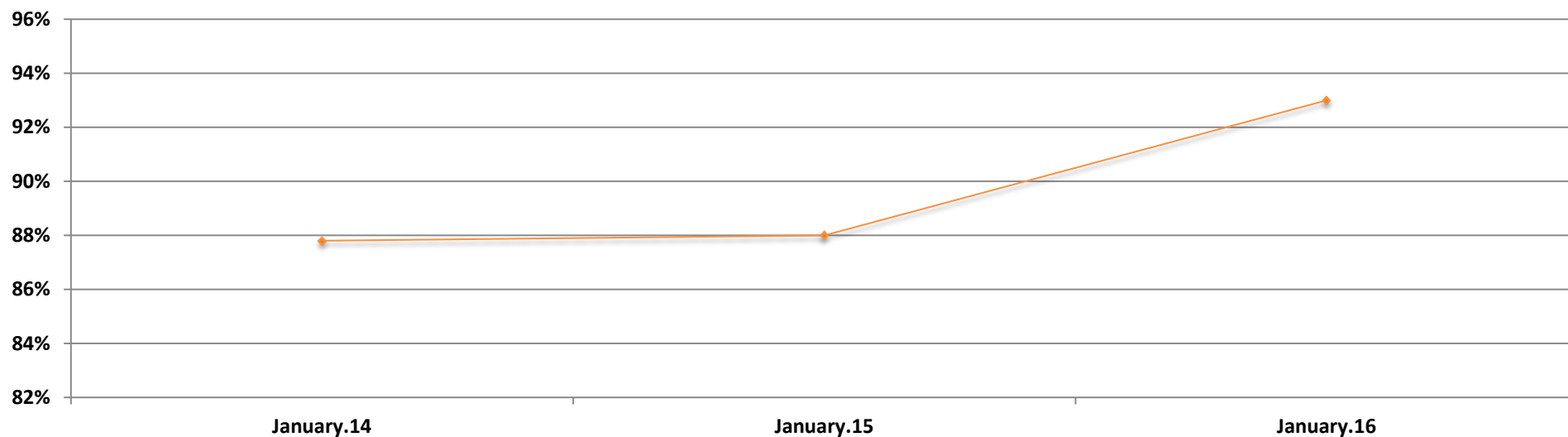
REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

January

The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.



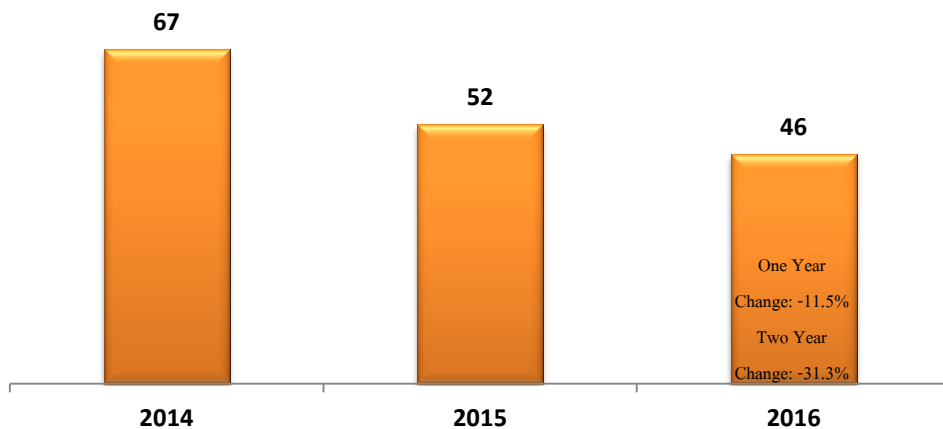
Historical Percent of Original List Price Received at Sale



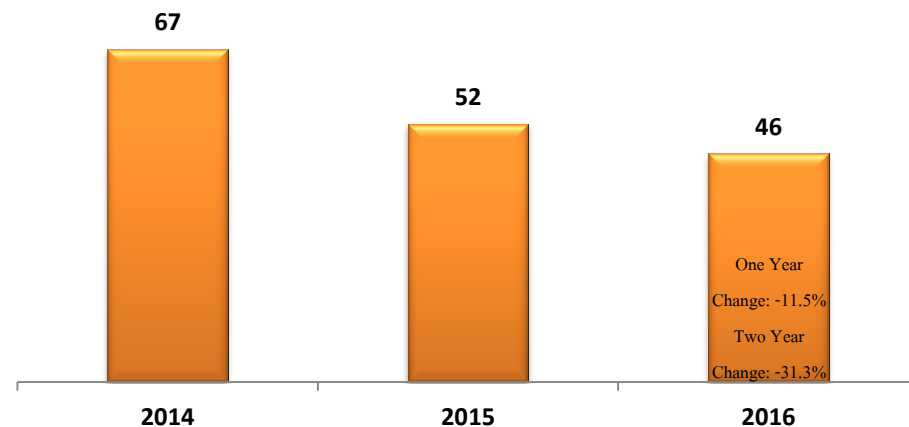
New Listings in Zip Codes 56001 & 56003

A Statistical Market Report from the REALTOR® Association of Southern Minnesota

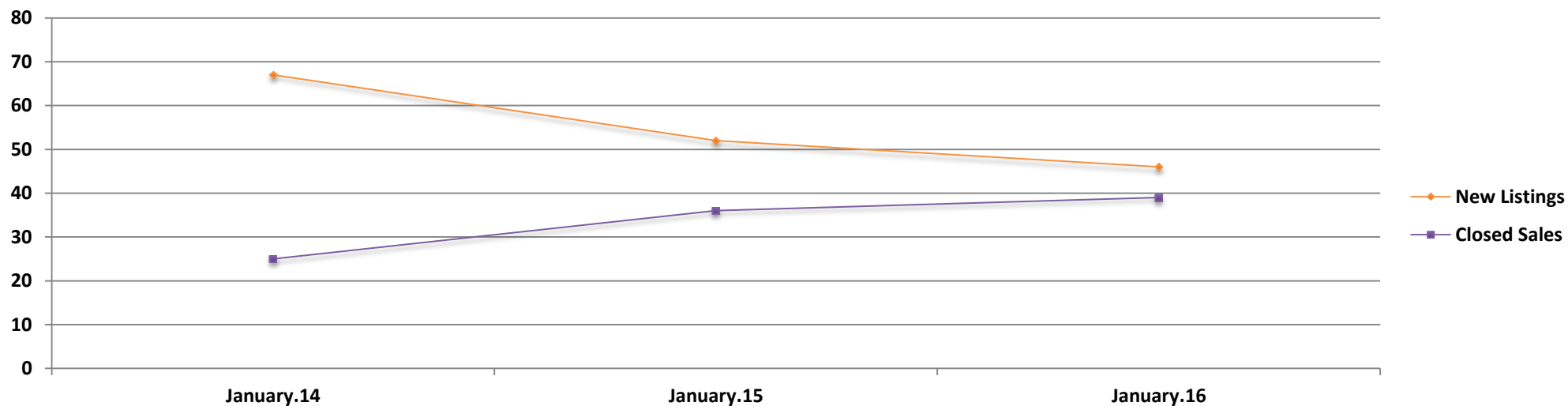
January



Year to Date



Historical Market Activity

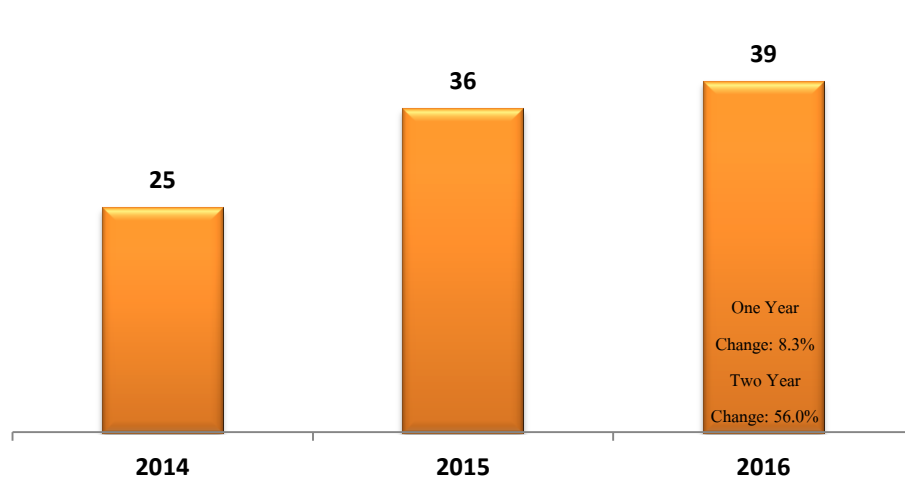


Closed Sales in in Zip Codes 56001 & 56003

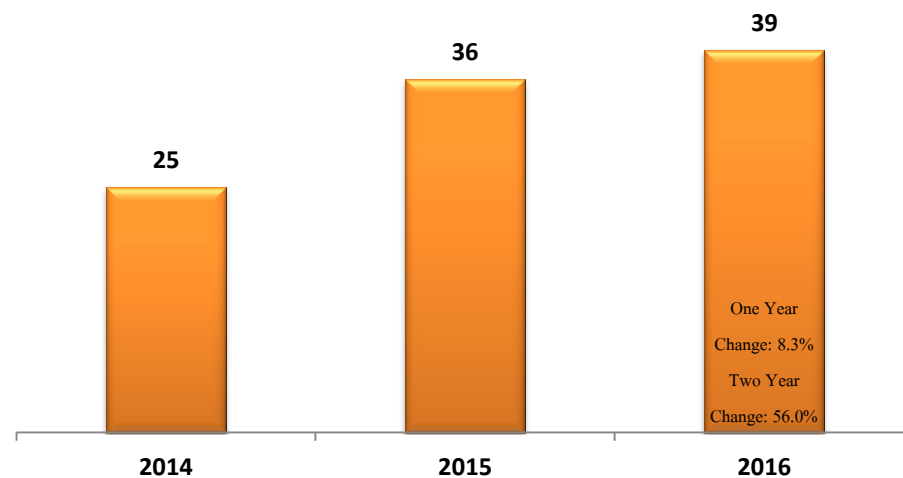
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



January

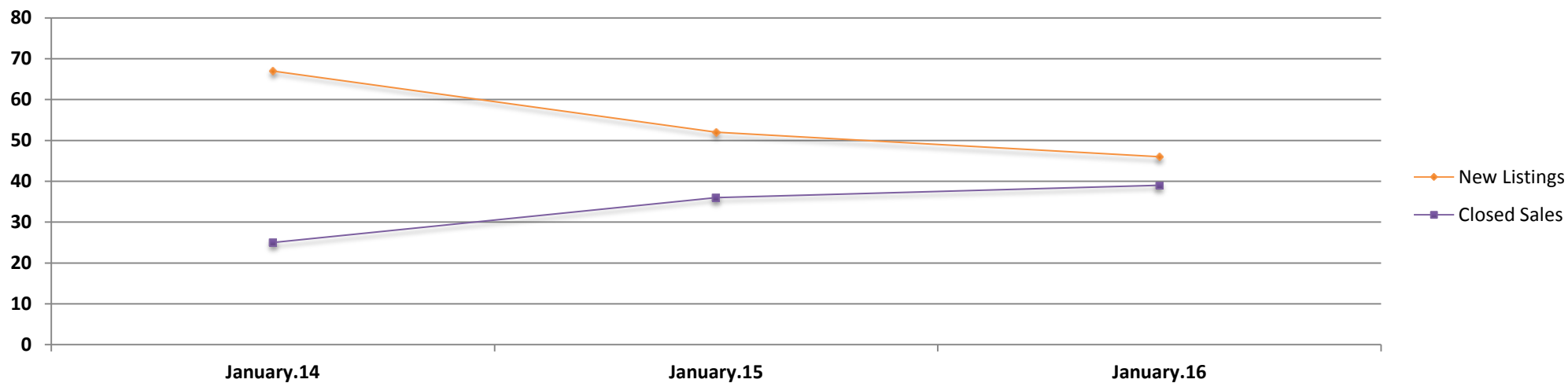


Year to Date



Late Sales recorded in MLS figured in
Year to Date Totals

Historical Market Activity

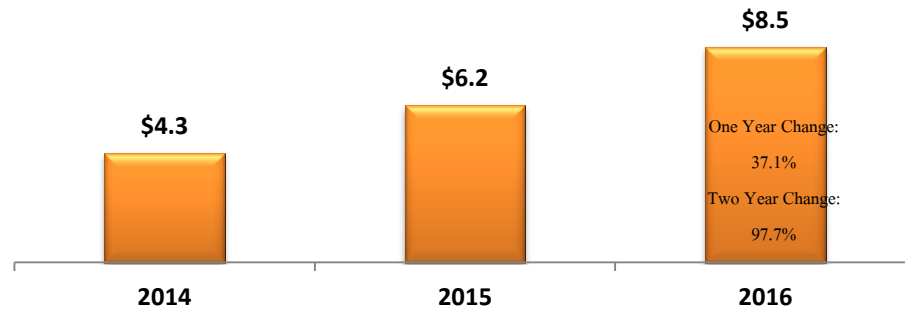


Dollar Volume of Closed Sales (in millions) in Zip Codes 56001 & 56003

A Statistical Market Report from the REALTOR® Association of Southern Minnesota

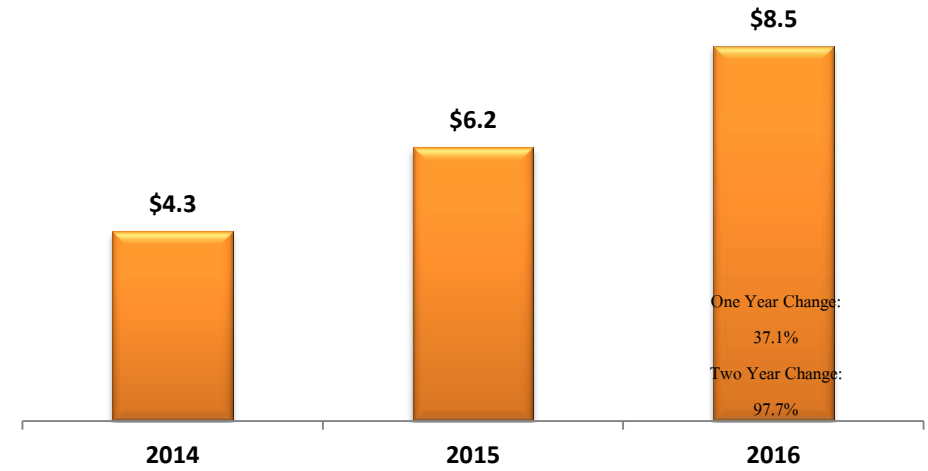


January

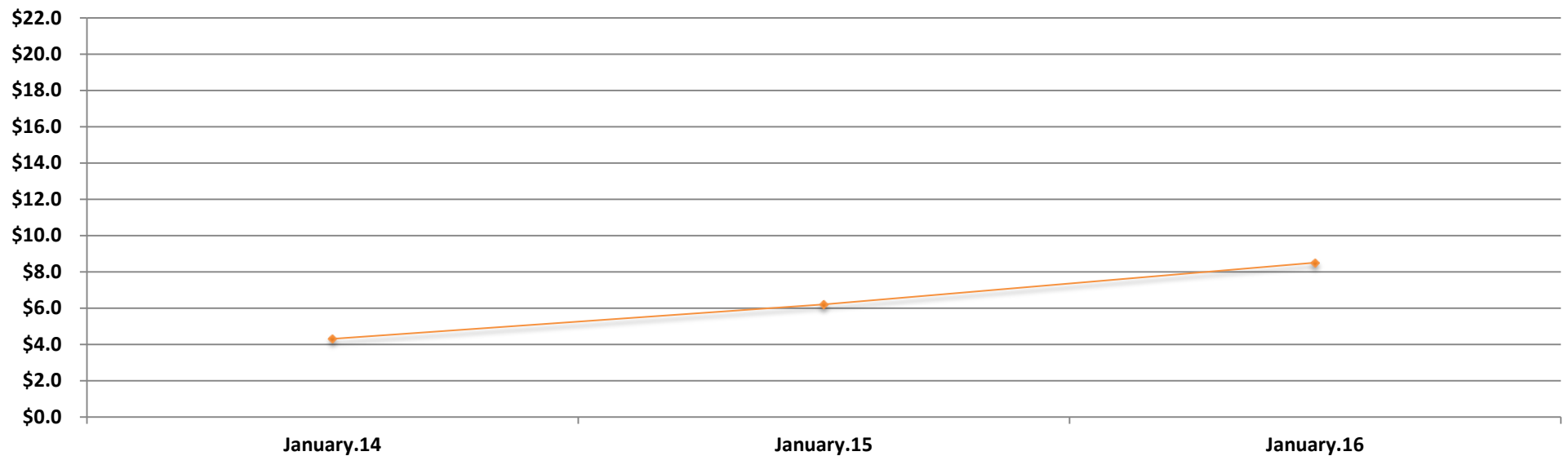


Year to Date

Late Sales recorded in MLS figured in Year to Date Totals



Historical Dollar Volume (in millions)



Average Sales Price in Zip Codes 56001 & 56003

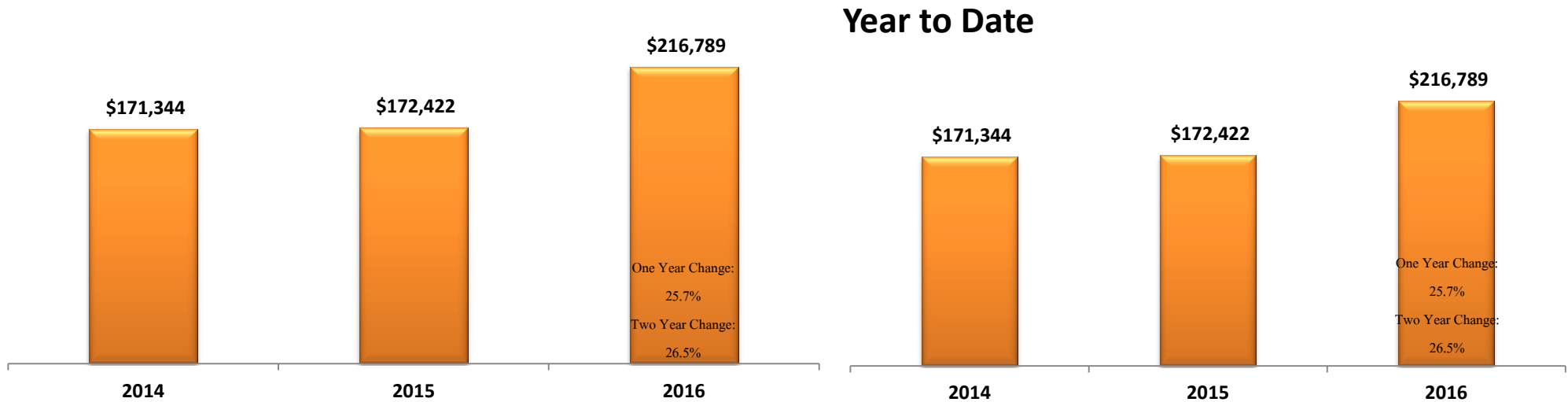
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



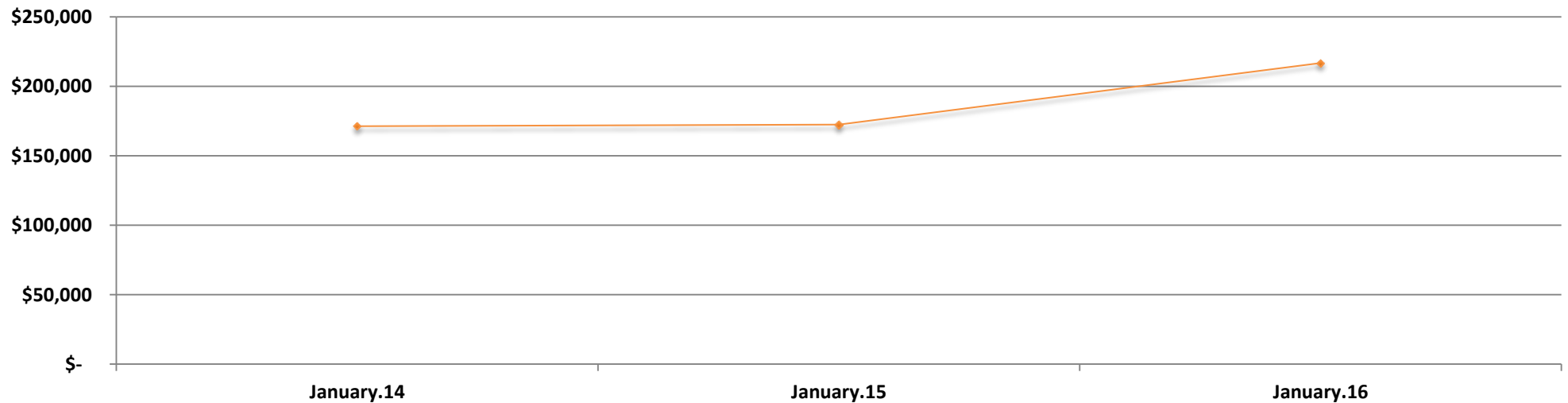
Figures do not take into account seller concessions.

January

Late Sales recorded in MLS
figured in Year to Date Totals



Historical Average Prices



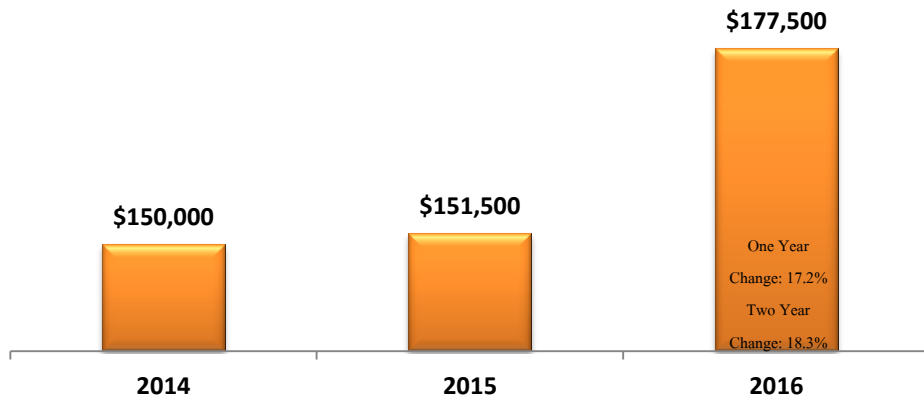
Median Sales Price in Zip Codes 56001 & 56003

A Statistical Market Report from the REALTOR® Association of Southern Minnesota



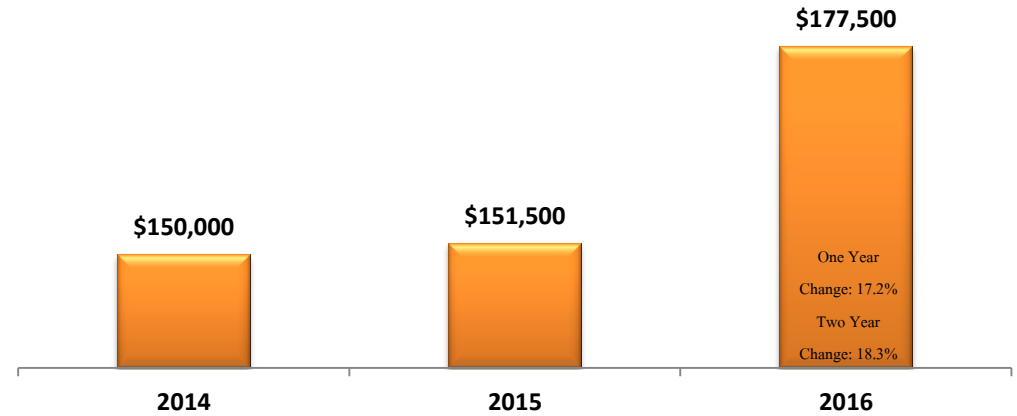
Figures do not take into account seller concessions

January

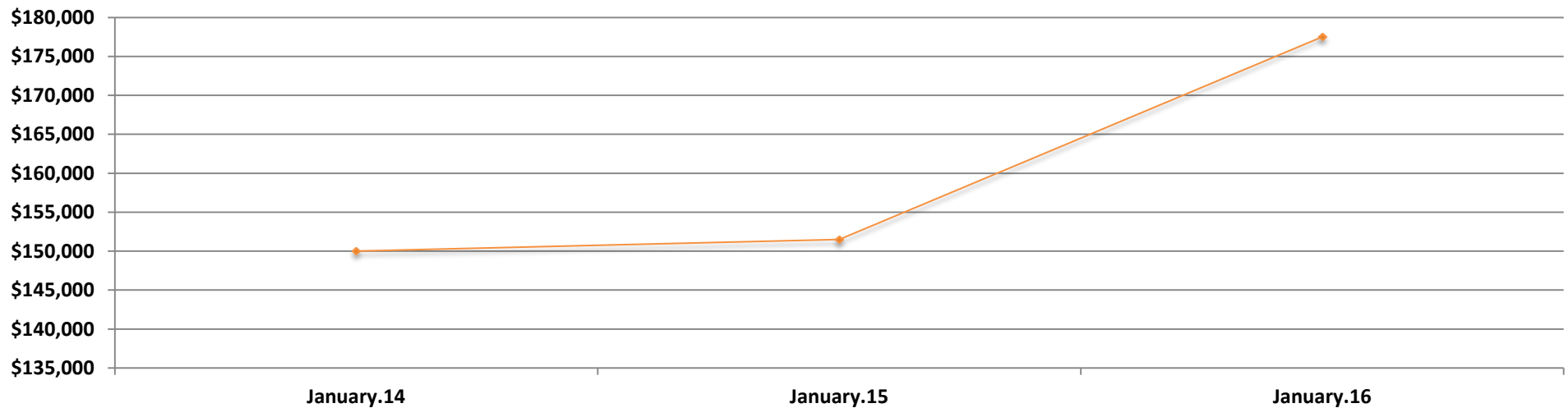


Year to Date

Late Sales recorded in MLS figured in
Year to Date Totals



Historical Median Prices



Percent of Original List Price Received at Sale in Zip Codes 56001 & 56003

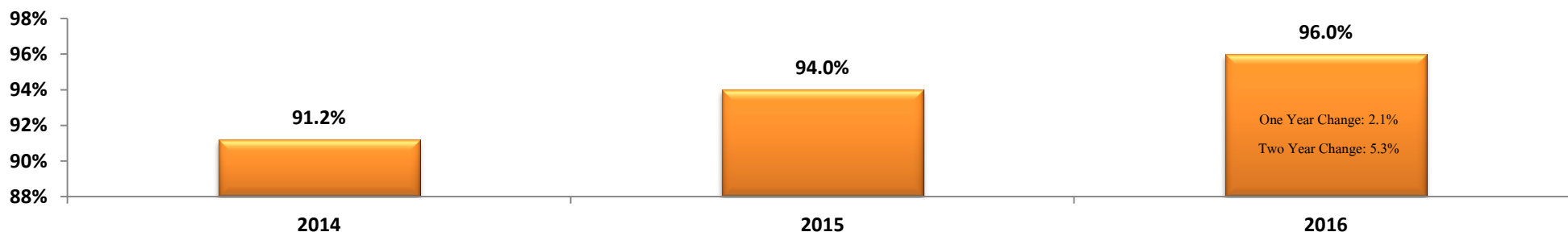
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



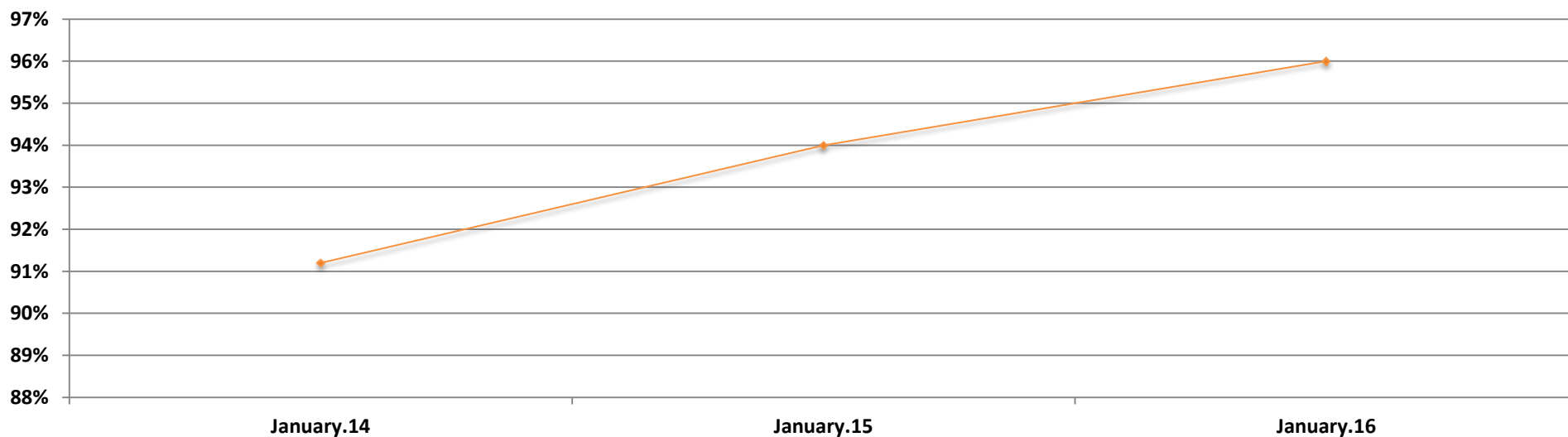
REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

January

The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.



Historical Percent of Original List Price Received at Sale



Local Market Updates

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Blue Earth/Winnebago/Wells/Kiester/Bricelyn

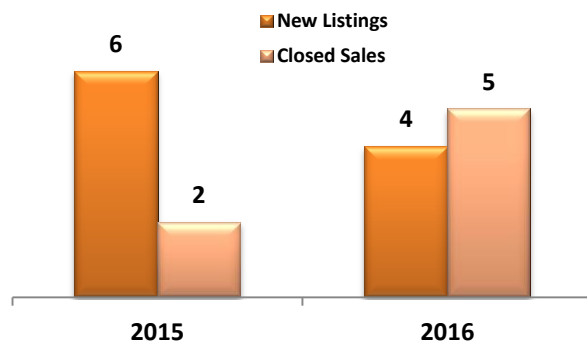
January

Year to Date

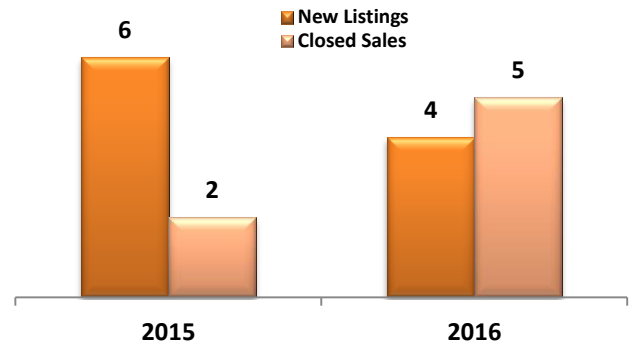
Faribault County, MN	2015	2016	Change	2015	2016	Change
New Listings	6	4	-33.3%	6	4	-33.3%
Closed Sales	2	5	150.0%	2	5	150.0%
Average Sales Price	\$46,500	\$113,320	143.7%	\$46,500	\$113,320	143.7%
Avg. Percent of Original List Price Received at Sale*	73.0%	84.0%	15.1%	73.0%	84.0%	15.1%
Average Days on Market Until Sale	69	262	-279.7%	69	262	-279.7%
Total Current Inventory**	80	57	-28.8%	-	-	-
Single-Family Detached Inventory	80	57	-28.8%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

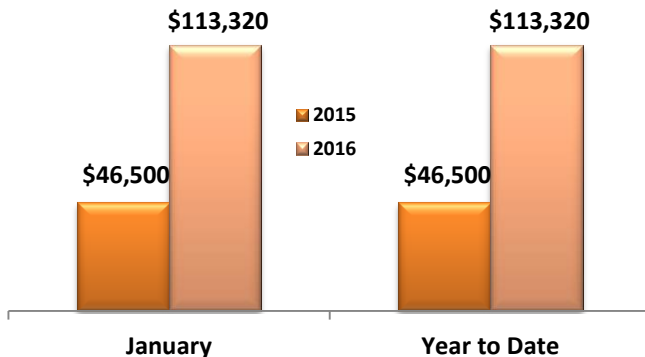
Activity-Most Recent Month



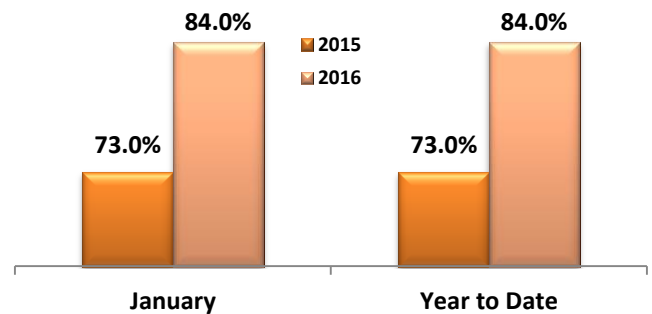
Activity-Year to Date



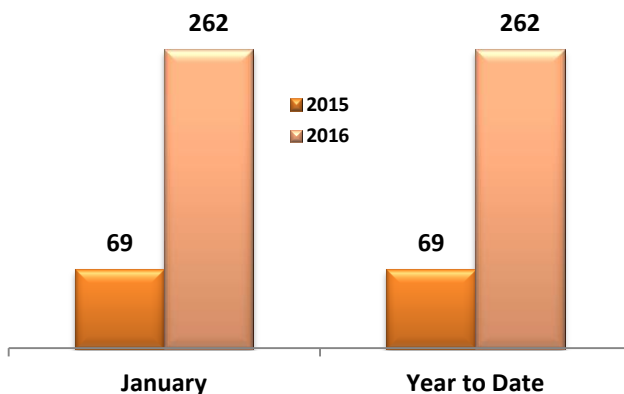
Average Sales Price



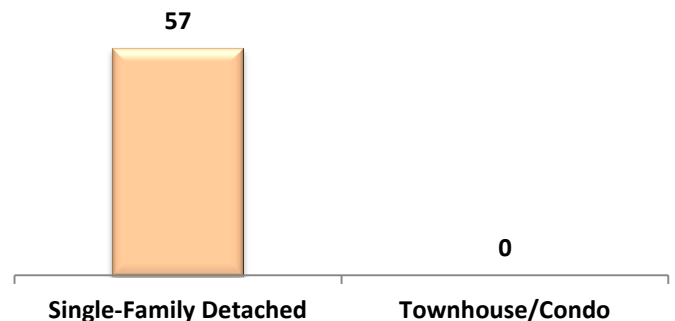
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



Some of the figures referenced in this report are for only one month worth of activity. As such, they can sometimes look extreme due to small sample size involved. All data from the

REALTOR® Association of Southern Minnesota Multiple Listing Service.

Local Market Updates

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Eagle Lake/Madison Lake

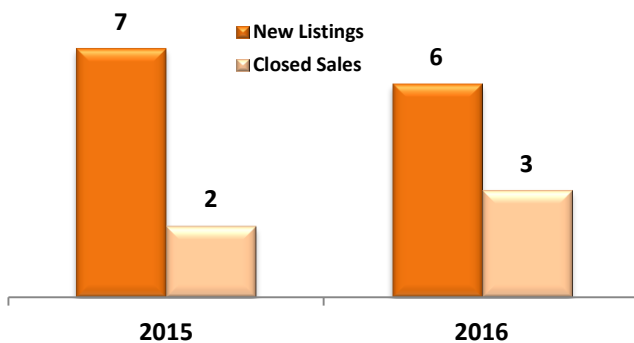
January

Year to Date

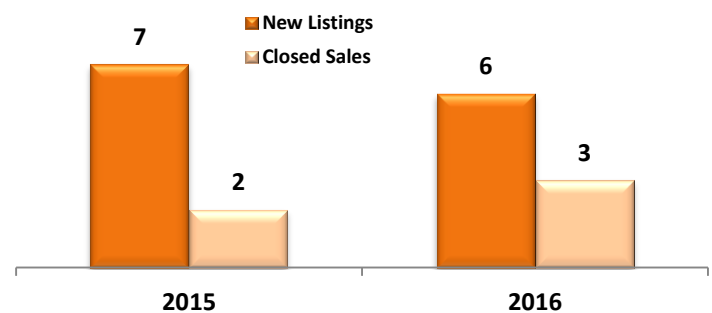
Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	7	6	-14.3%	7	6	-14.3%
Closed Sales	2	3	50.0%	2	3	50.0%
Average Sales Price	\$242,100	\$134,707	-44.4%	\$242,100	\$134,707	-44.4%
Avg. Percent of Original List Price Received at Sale*	89.0%	90.0%	1.1%	89.0%	90.0%	1.1%
Average Days on Market Until Sale	126	89	-29.4%	126	89	-29.4%
Total Current Inventory**	41	27	-34.1%	-	-	-
Single-Family Detached Inventory	35	20	-42.9%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

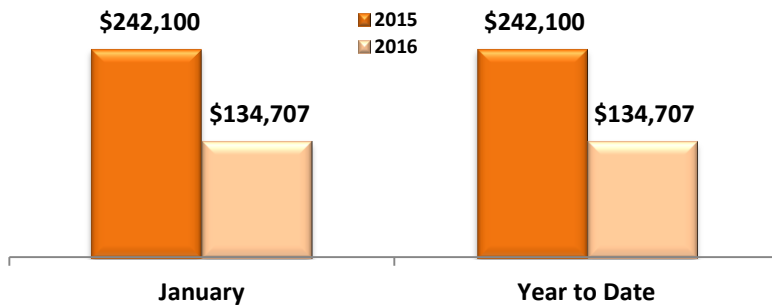
Activity-Most Recent Month



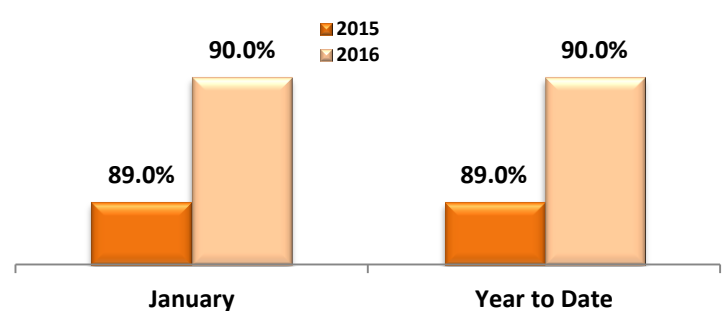
Activity-Year to Date



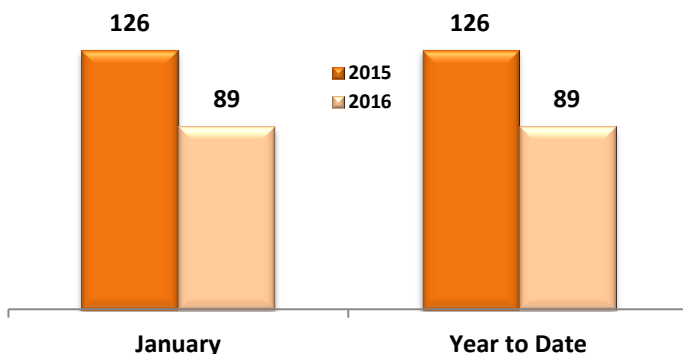
Average Sales Price



Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



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Local Market Updates

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Elysian/Waterville

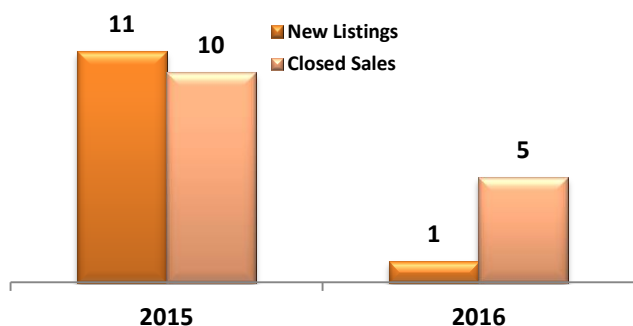
January

Year to Date

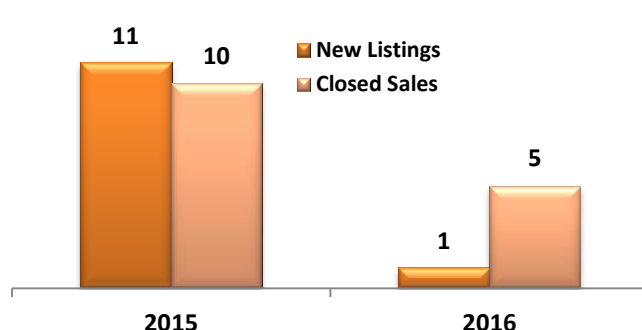
Le Sueur County, MN	2015	2016	Change	2015	2016	Change
New Listings	11	1	-90.9%	11	1	-90.9%
Closed Sales	10	5	-50.0%	10	5	-50.0%
Average Sales Price	\$138,000	\$281,055	103.7%	\$138,000	\$281,055	103.7%
Avg. Percent of Original List Price Received at Sale*	82.0%	84.0%	2.4%	82.0%	84.0%	2.4%
Average Days on Market Until Sale	138	348	152.2%	138	348	152.2%
Total Current Inventory**	55	16	-70.9%	-	-	-
Single-Family Detached Inventory	53	14	-73.6%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

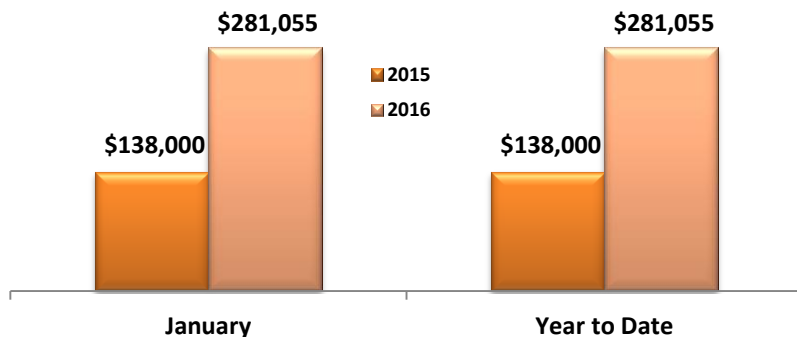
Activity-Most Recent Month



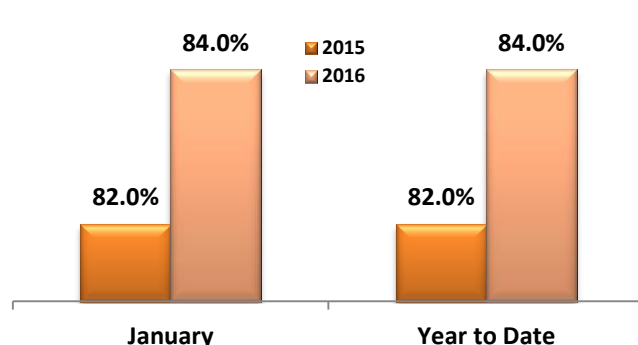
Activity-Year to Date



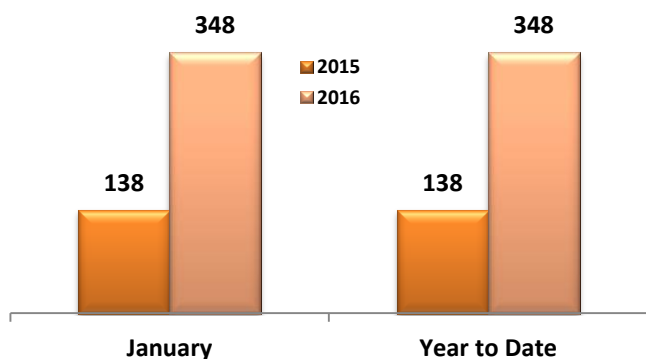
Average Sales Price



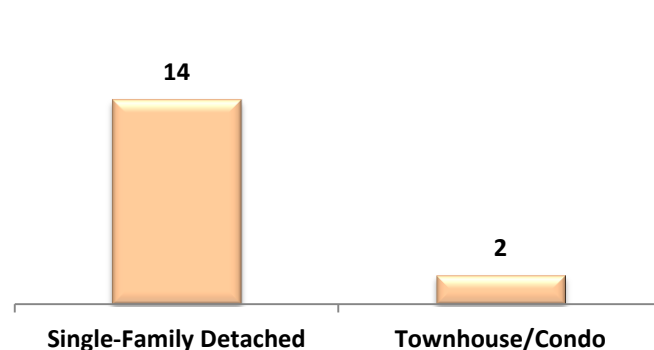
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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REALTOR® Association of Southern Minnesota Multiple Listing Service.

Local Market Updates

A free research tool from the REALTOR® Association of Southern Minnesota

Lake Crystal

January

Year to Date

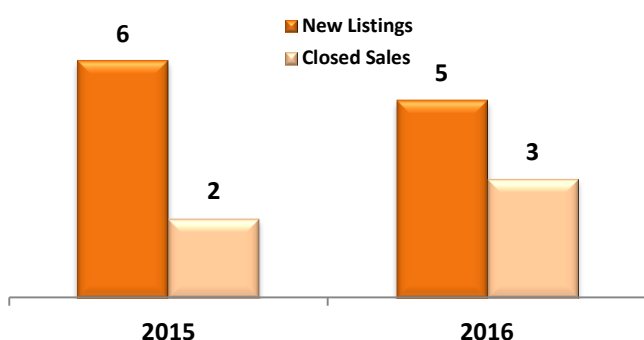
Blue Earth County, MN

	2015	2016	Change	2015	2016	Change
New Listings	6	5	-16.7%	6	5	-16.7%
Closed Sales	2	3	50.0%	2	3	50.0%
Average Sales Price	\$131,250	\$153,418	16.9%	\$131,250	\$153,418	16.9%
Avg. Percent of Original List Price Received at Sale*	95.0%	94.0%	-1.1%	95.0%	94.0%	-1.1%
Average Days on Market Until Sale	138	93	-32.6%	138	93	-32.6%
Total Current Inventory**	20	15	-25.0%	-	-	-
Single-Family Detached Inventory	17	14	-17.6%	-	-	-

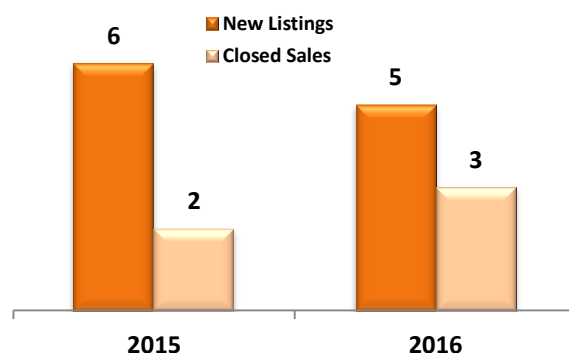
*Does not account for list prices from any previous listing contracts or seller concessions

**City inventory figures were first tracked in June 2007

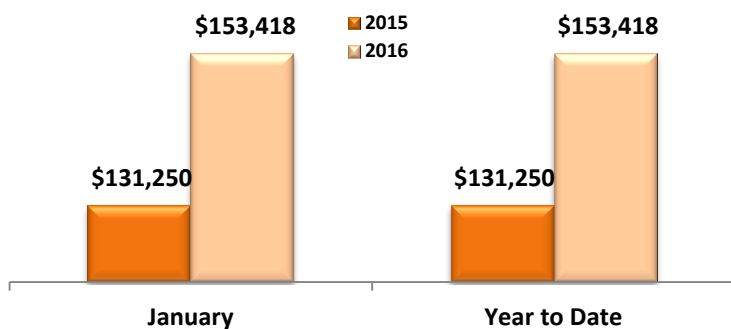
Activity-Most Recent Month



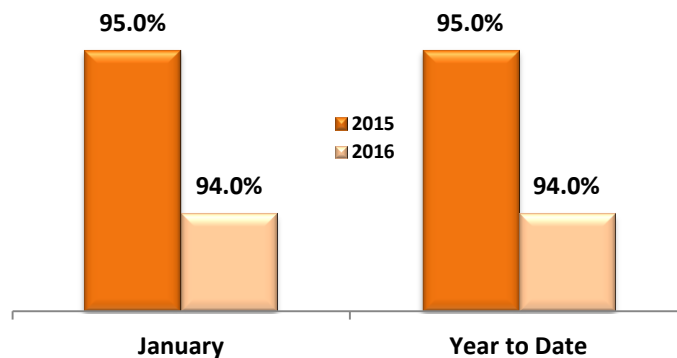
Activity-Year to Date



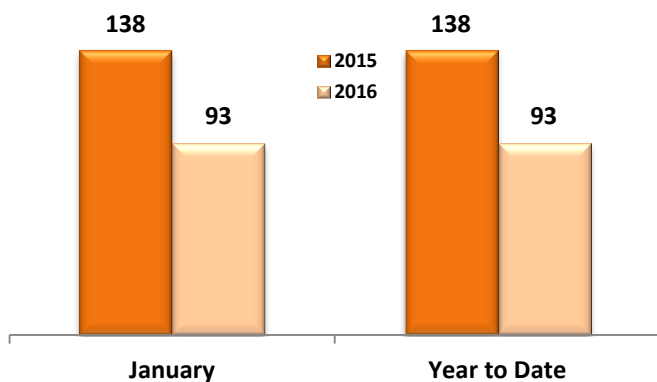
Average Sales Price



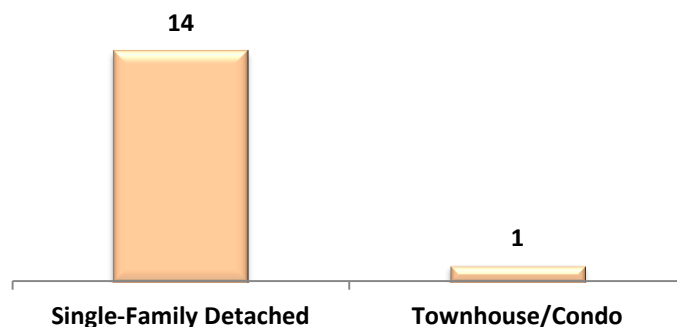
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Local Market Updates

A free research tool from the REALTOR® Association of Southern Minnesota



LeSueur/LeCenter/Henderson

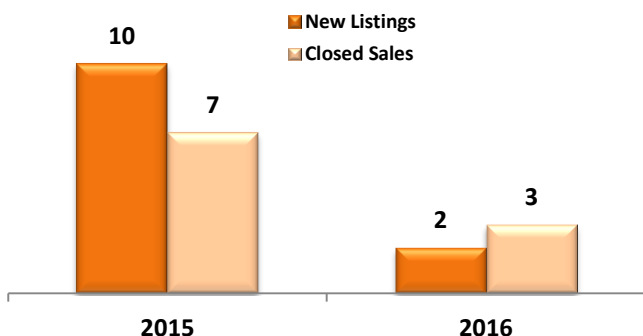
January

Year to Date

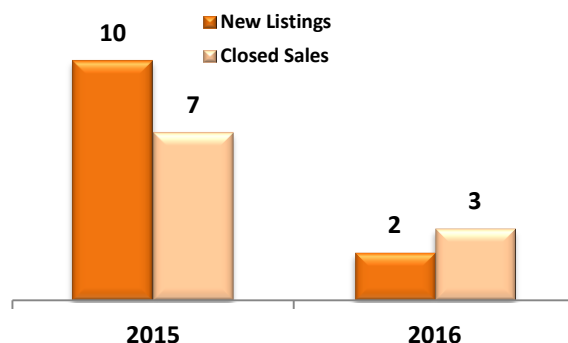
Le Sueur County, MN	2015	2016	Change	2015	2016	Change
New Listings	10	2	-80.0%	10	2	-80.0%
Closed Sales	7	3	-57.1%	7	3	-57.1%
Average Sales Price	\$62,714	\$146,300	133.3%	\$62,714	\$146,300	133.3%
Avg. Percent of Original List Price Received at Sale*	71.0%	90.0%	26.8%	71.0%	90.0%	26.8%
Average Days on Market Until Sale	124	91	-26.6%	124	91	-26.6%
Total Current Inventory**	78	28	-64.1%	-	-	-
Single-Family Detached Inventory	71	24	-66.2%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

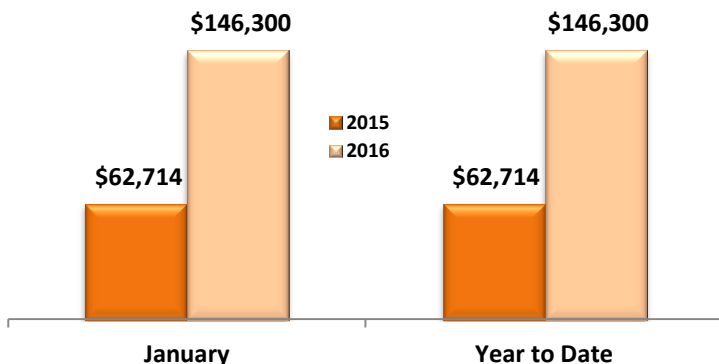
Activity-Most Recent Month



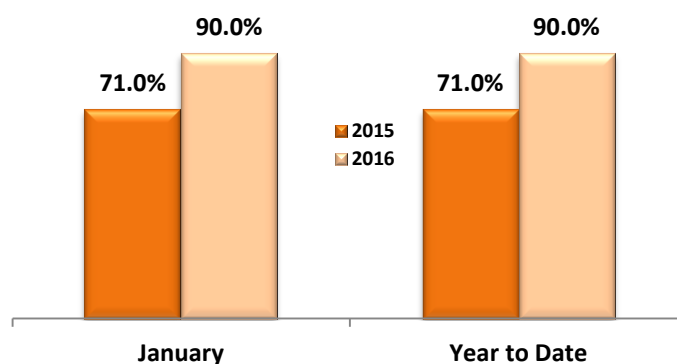
Activity-Year to Date



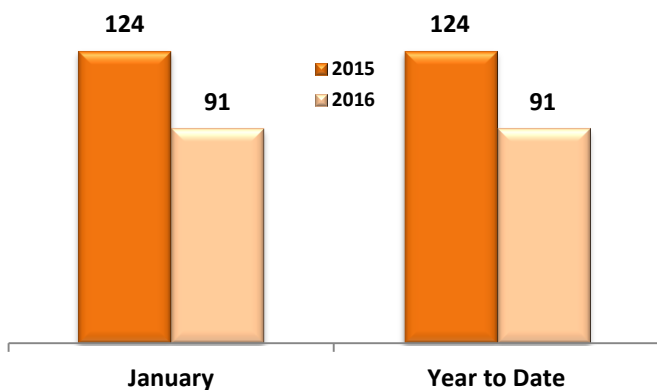
Average Sales Price



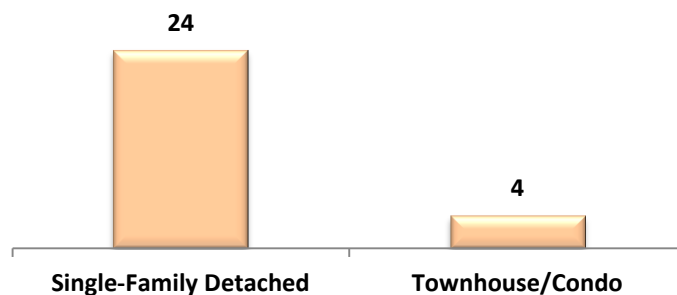
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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REALTOR® Association of Southern Minnesota Multiple Listing Service.

Local Market Updates

A free research tool from the REALTOR® Association of Southern Minnesota

Lower North Mankato

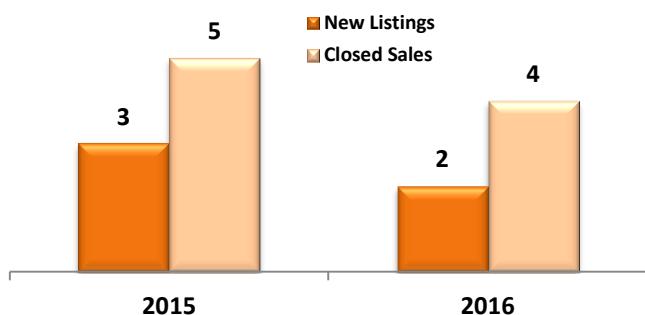
January

Year to Date

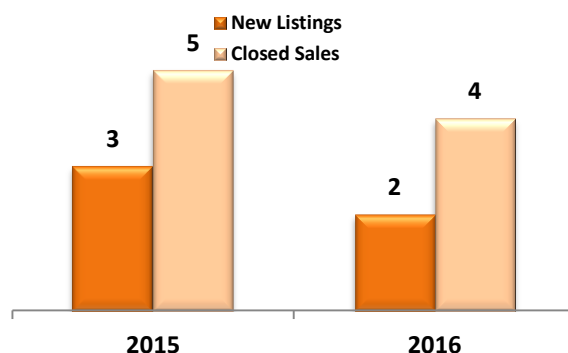
Nicollet County, MN	2015	2016	Change	2015	2016	Change
New Listings	3	2	-33.3%	3	2	-33.3%
Closed Sales	5	4	-20.0%	5	4	-20.0%
Average Sales Price	\$108,080	\$119,125	10.2%	\$108,080	\$119,125	10.2%
Avg. Percent of Original List Price Received at Sale*	85.0%	106.0%	24.7%	85.0%	106.0%	24.7%
Average Days on Market Until Sale	137	75	-45.3%	137	75	-45.3%
Total Current Inventory**	13	15	15.4%	-	-	-
Single-Family Detached Inventory	13	15	15.4%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

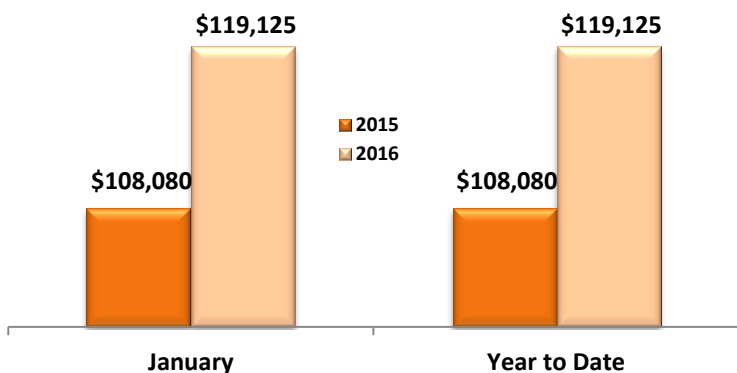
Activity-Most Recent Month



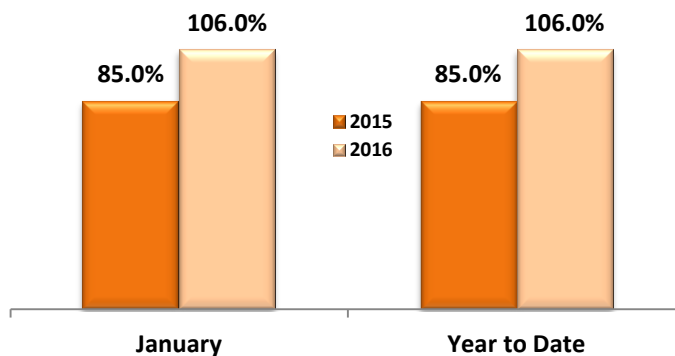
Activity-Year to Date



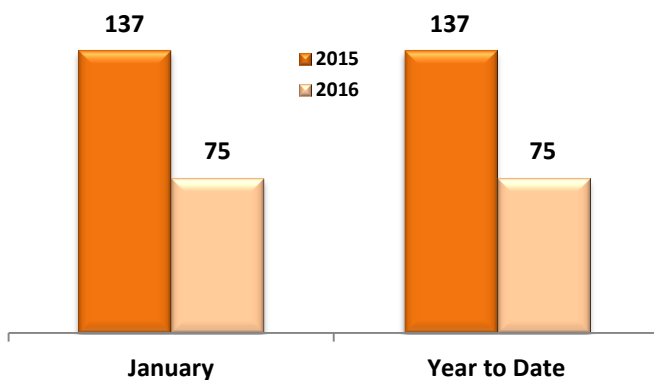
Average Sales Price



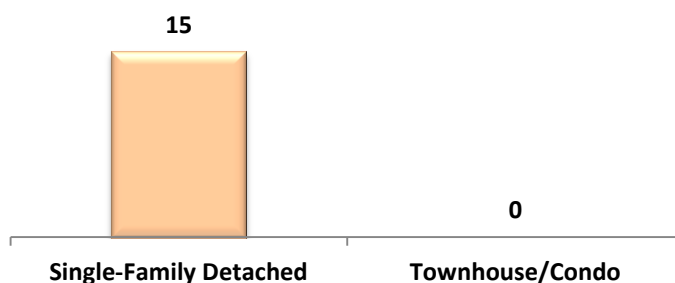
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Madelia/St. James

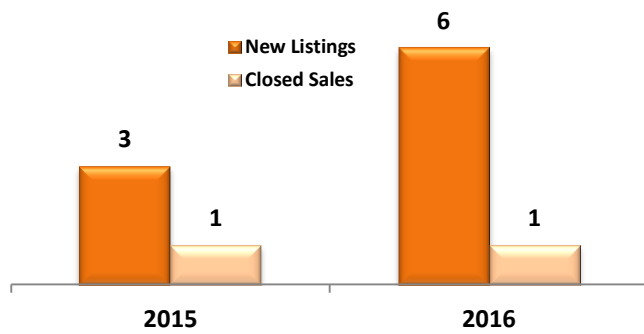
January

Year to Date

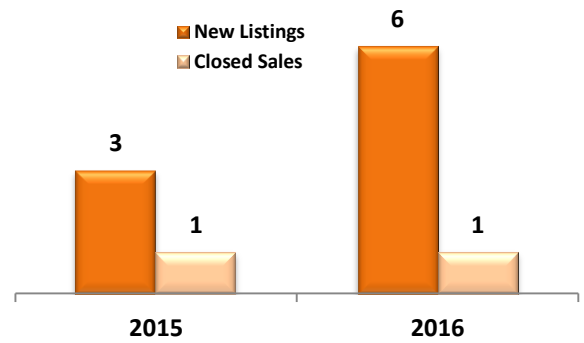
Watonwan County, MN	2015	2016	Change	2015	2016	Change
New Listings	3	6	100.0%	3	6	100.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Average Sales Price	\$140,000	\$83,500	-40.4%	\$140,000	\$83,500	-40.4%
Avg. Percent of Original List Price Received at Sale*	82.0%	81.0%	-1.2%	82.0%	81.0%	-1.2%
Average Days on Market Until Sale	514	81	-84.2%	514	81	-84.2%
Total Current Inventory**	21	11	-47.6%	-	-	-
Single-Family Detached Inventory	21	11	-47.6%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

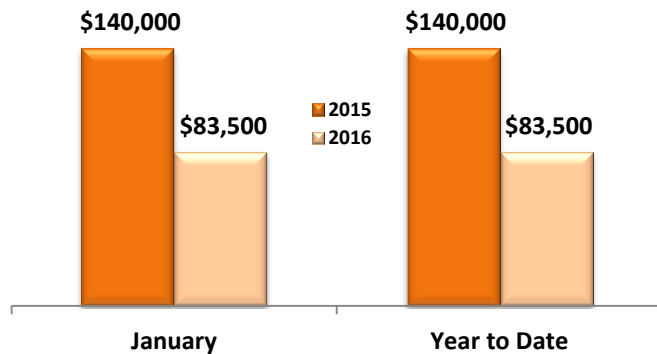
Activity-Most Recent Month



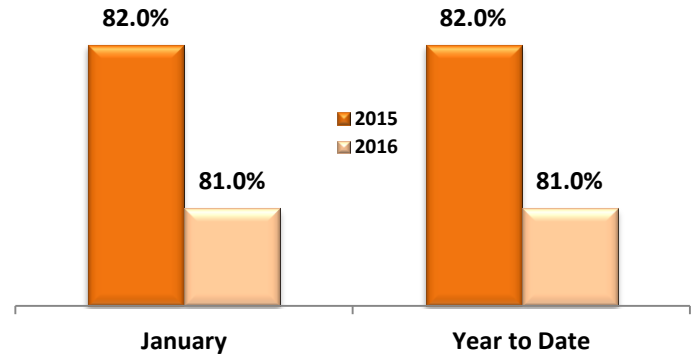
Activity-Year to Date



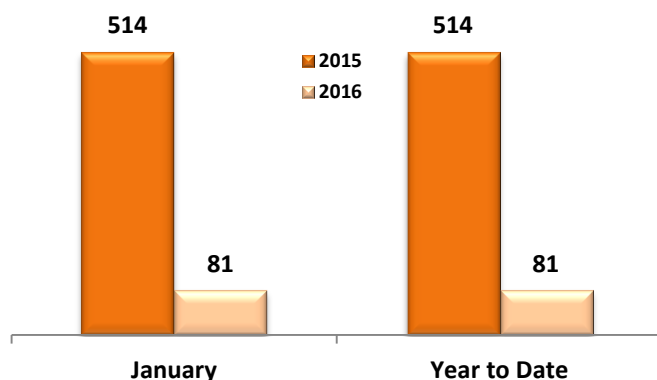
Average Sales Price



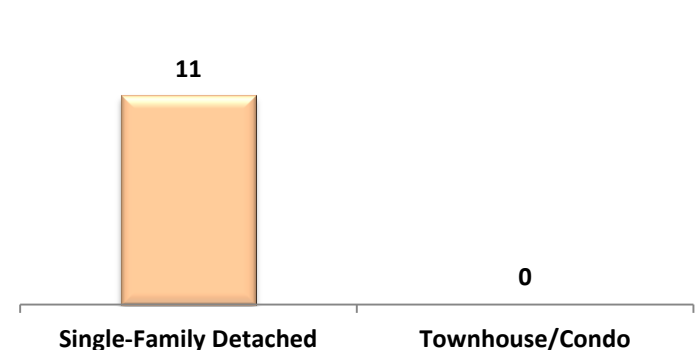
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Mankato Central

January

Year to Date

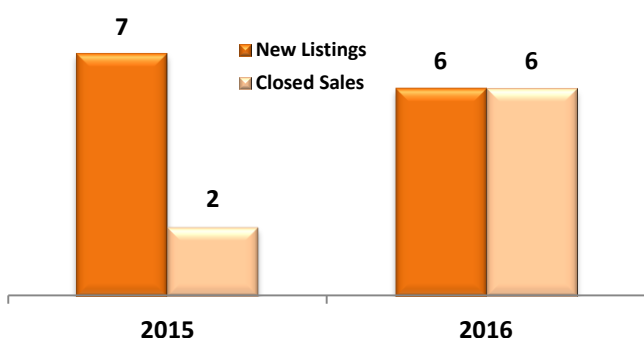
Blue Earth County, MN

	2015	2016	Change	2015	2016	Change
New Listings	7	6	-14.3%	7	6	-14.3%
Closed Sales	2	6	200.0%	2	6	200.0%
Average Sales Price	\$80,719	\$161,666	100.3%	\$80,719	\$161,666	100.3%
Avg. Percent of Original List Price Received at Sale*	83.0%	101.0%	21.7%	83.0%	101.0%	21.7%
Average Days on Market Until Sale	117	94	-19.7%	117	94	-19.7%
Total Current Inventory**	27	27	0.0%	-	-	-
Single-Family Detached Inventory	26	25	-3.8%	-	-	-

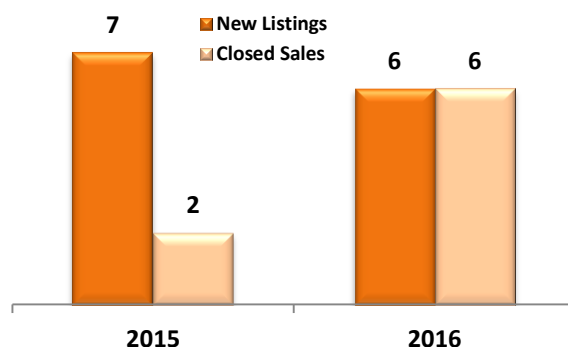
*Does not account for list prices from any previous listing contracts or seller concessions

**City inventory figures were first tracked in June 2007

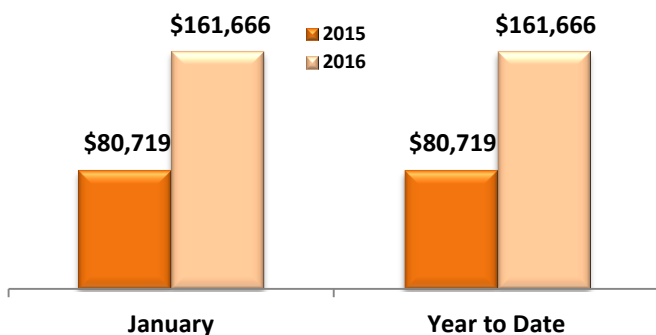
Activity-Most Recent Month



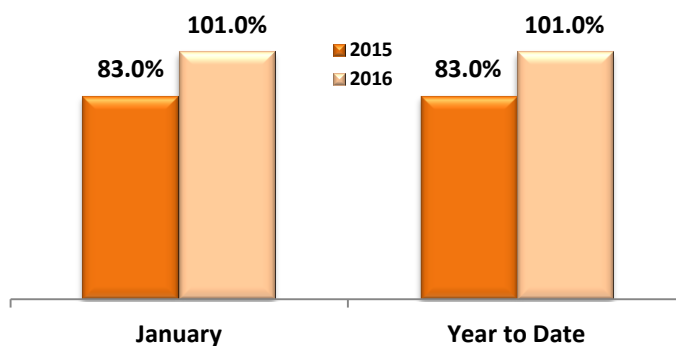
Activity-Year to Date



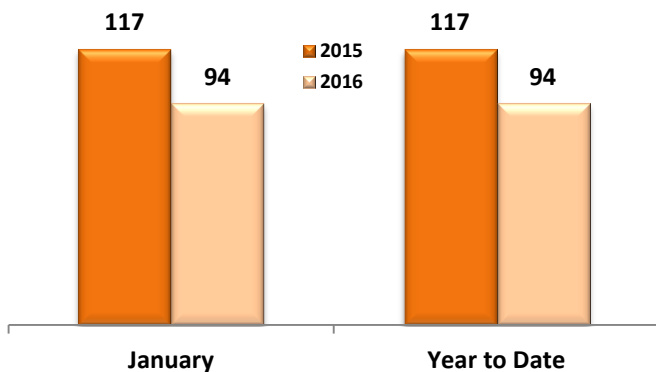
Average Sales Price



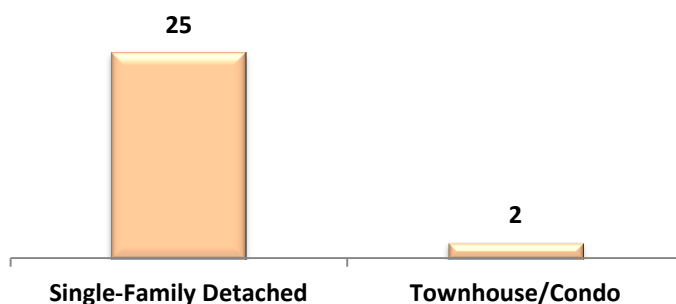
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Mankato Hilltop

January

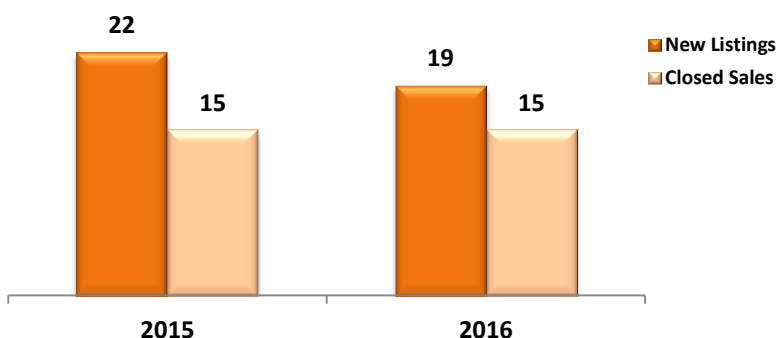
Year to Date

Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	22	19	-13.6%	22	19	-13.6%
Closed Sales	15	15	0.0%	15	15	0.0%
Average Sales Price	\$161,002	\$227,853	41.5%	\$161,002	\$227,853	41.5%
Avg. Percent of Original List Price Received at Sale*	98.0%	96.0%	-2.0%	98.0%	96.0%	-2.0%
Average Days on Market Until Sale	110	137	24.5%	110	137	24.5%
Total Current Inventory**	81	61	-24.7%	-	-	-
Single-Family Detached Inventory	68	43	-36.8%	-	-	-

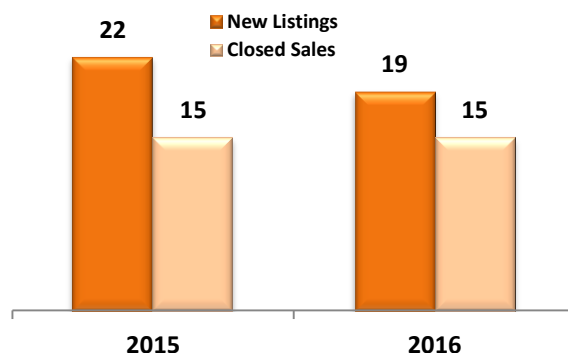
*Does not account for list prices from any previous listing contracts or seller concessions

**City inventory figures were first tracked in June 2007

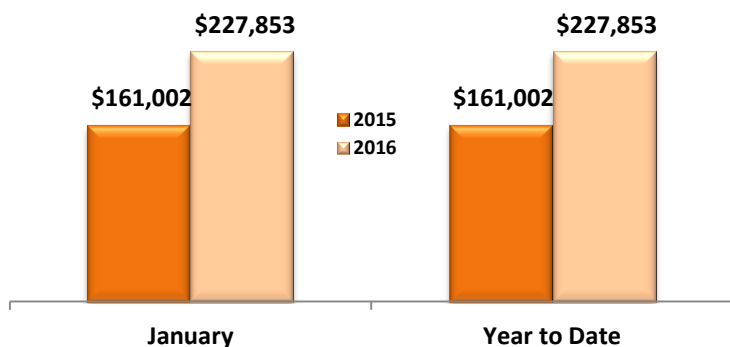
Activity-Most Recent Month



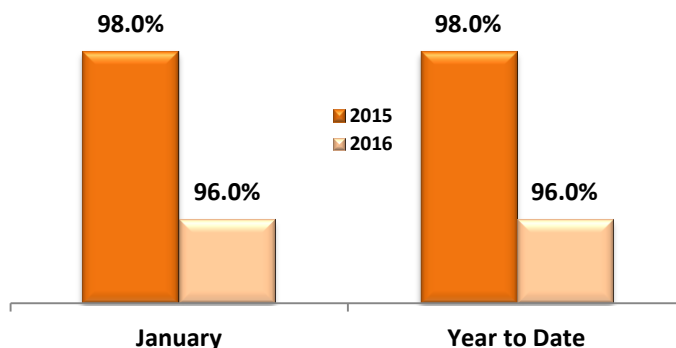
Activity-Year to Date



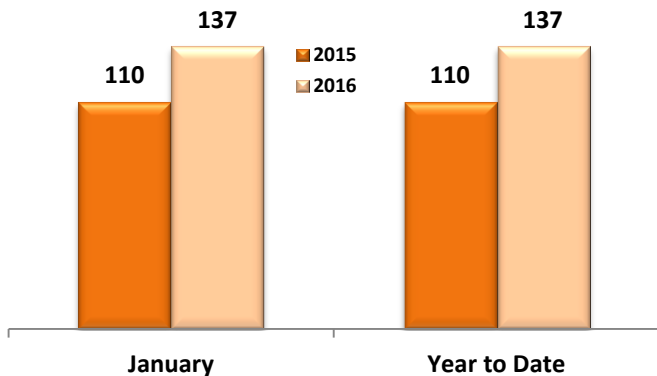
Average Sales Price



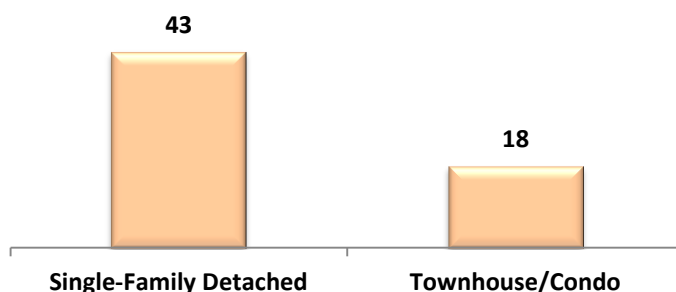
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Mankato-James/SouthView/Viking Terrace/Kensington

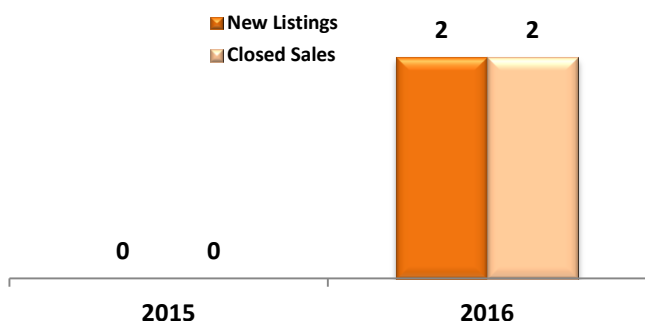
January

Year to Date

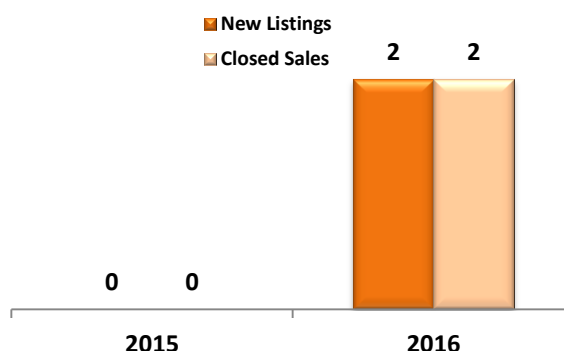
Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	0	2	N/A	0	2	N/A
Closed Sales	0	2	N/A	0	2	N/A
Average Sales Price	\$0	\$327,000	N/A	\$0	\$327,000	N/A
Avg. Percent of Original List Price Received at Sale*	0.0%	90.0%	N/A	0.0%	90.0%	N/A
Average Days on Market Until Sale	0	209	N/A	0	209	N/A
Total Current Inventory**	4	3	-25.0%	-	-	-
Single-Family Detached Inventory	3	2	-33.3%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

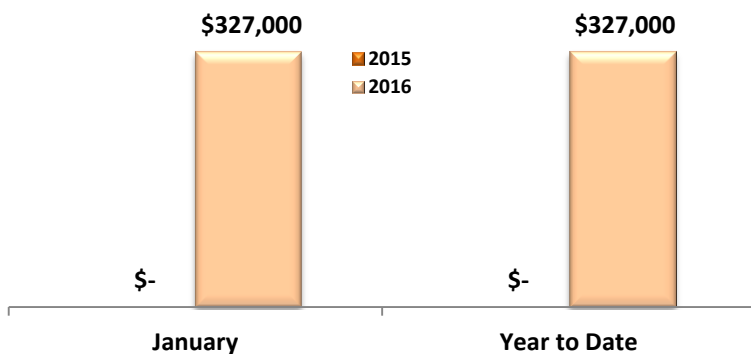
Activity-Most Recent Month



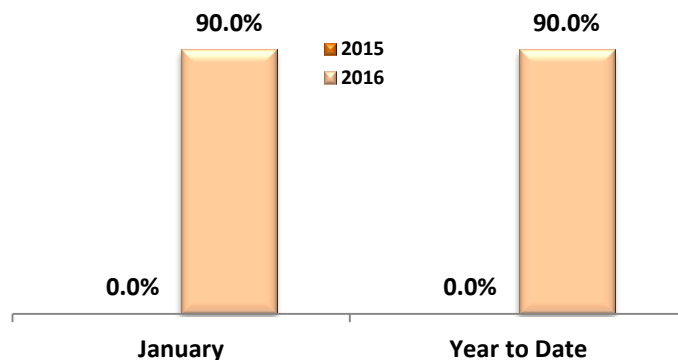
Activity-Year to Date



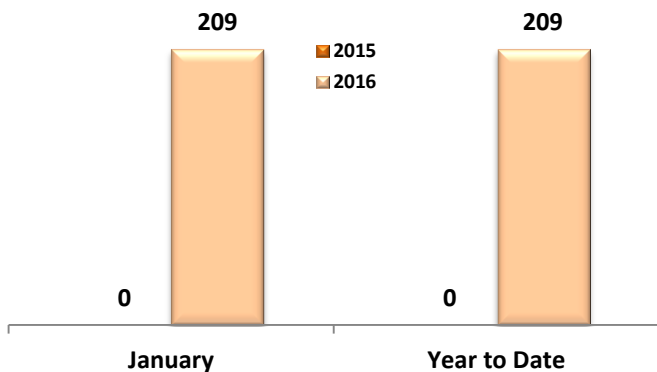
Average Sales Price



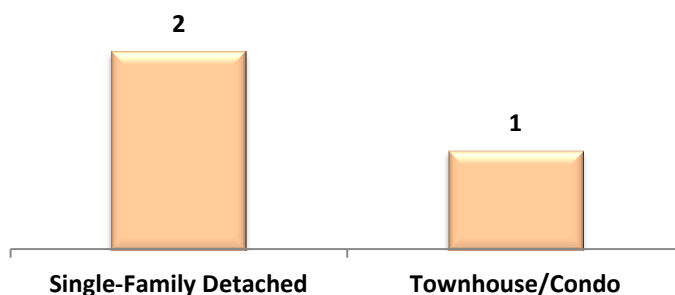
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Local Market Updates

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Mankato and North Mankato

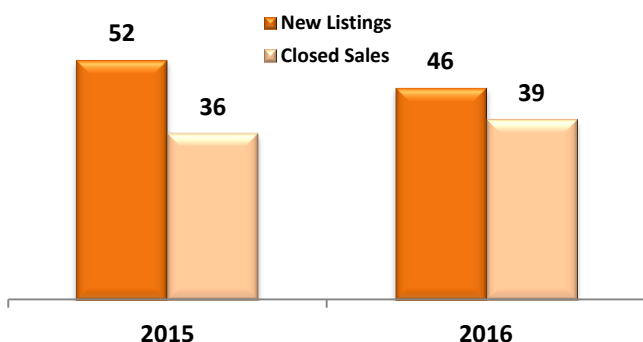
January

Year to Date

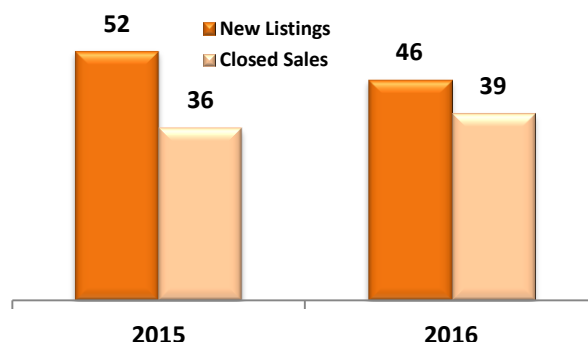
Blue Earth/Nicollet County, MN	2015	2016	Change	2015	2016	Change
New Listings	52	46	-11.5%	52	46	-11.5%
Closed Sales	36	39	8.3%	36	39	8.3%
Average Sales Price	\$172,422	\$216,789	25.7%	\$172,422	\$216,789	25.7%
Avg. Percent of Original List Price Received at Sale*	94.0%	96.0%	2.1%	94.0%	96.0%	2.1%
Average Days on Market Until Sale	115	158	37.4%	115	158	37.4%
Total Current Inventory**	220	161	-27.5%	-	-	-
Single-Family Detached Inventory	175	137	-21.7%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

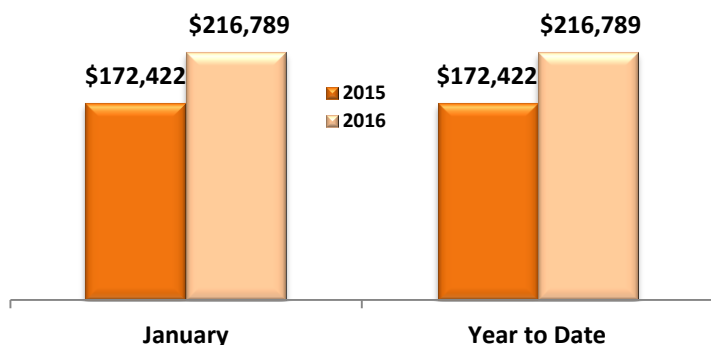
Activity-Most Recent Month



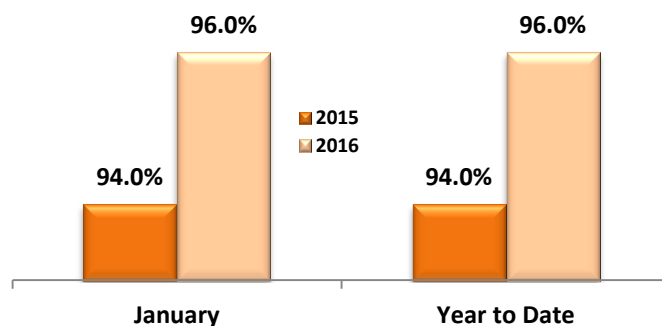
Activity-Year to Date



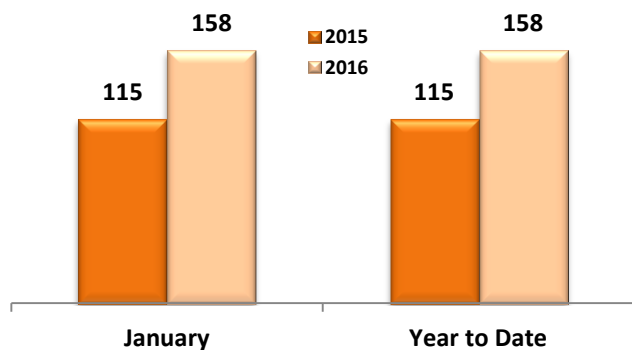
Average Sales Price



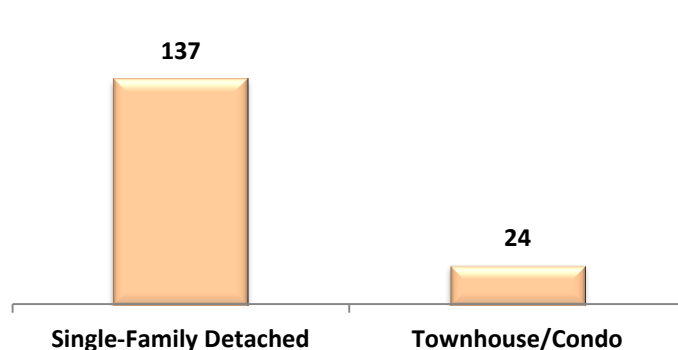
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Mapleton/Amboy/Minnesota Lake/Good Thunder

January

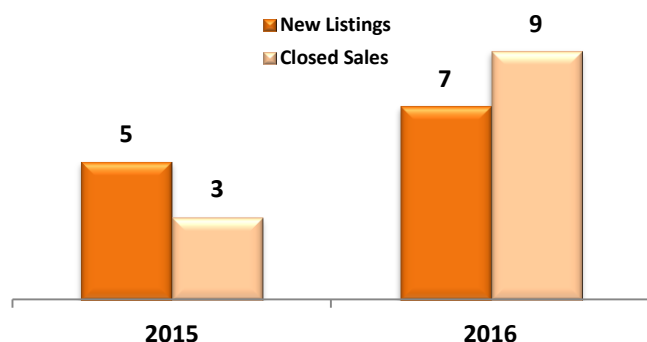
Year to Date

Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	5	7	40.0%	5	7	40.0%
Closed Sales	3	9	200.0%	3	9	200.0%
Average Sales Price	\$103,966	\$137,744	32.5%	\$103,966	\$137,744	32.5%
Avg. Percent of Original List Price Received at Sale*	91.0%	91.0%	0.0%	91.0%	91.0%	0.0%
Average Days on Market Until Sale	148	185	25.0%	148	185	25.0%
Total Current Inventory**	40	32	-20.0%	-	-	-
Single-Family Detached Inventory	40	32	-20.0%	-	-	-

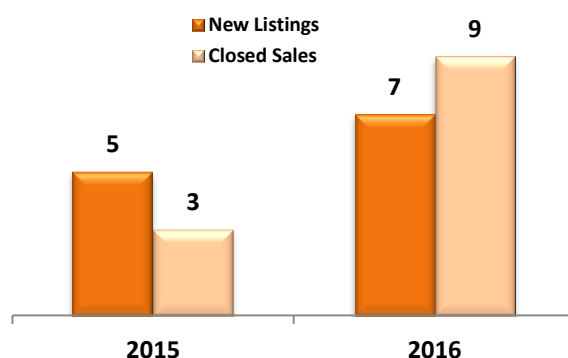
*Does not account for list prices from any previous listing contracts or seller concessions

**City inventory figures were first tracked in June 2007

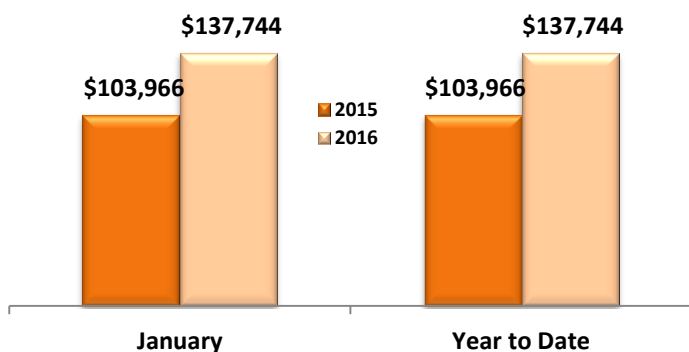
Activity-Most Recent Month



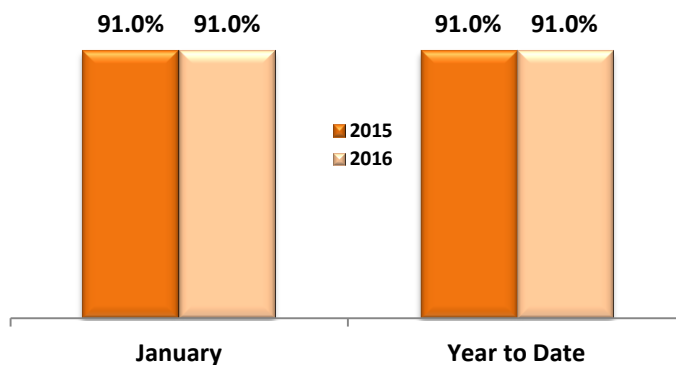
Activity-Year to Date



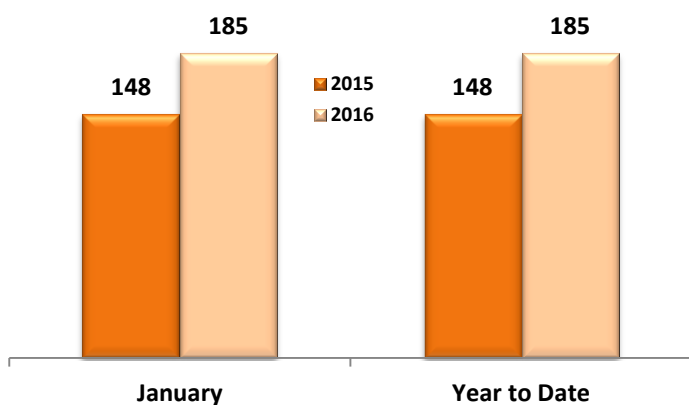
Average Sales Price



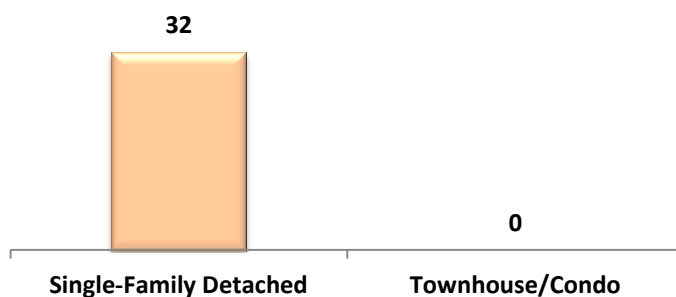
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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New Ulm/Hanska/Lafayette/Courtland

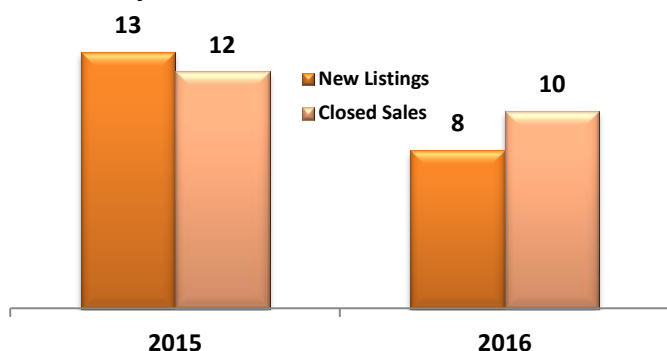
January

Year to Date

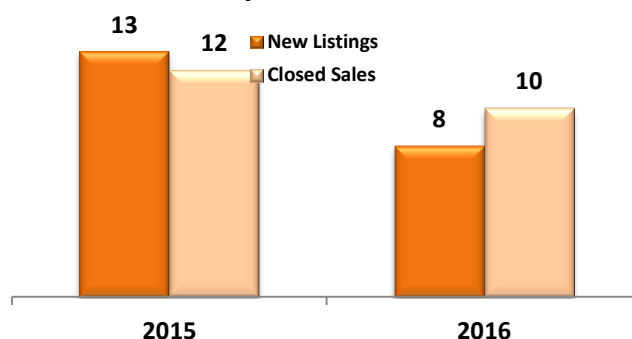
Brown County, MN	2015	2016	Change	2015	2016	Change
New Listings	13	8	-38.5%	13	8	-38.5%
Closed Sales	12	10	-16.7%	12	10	-16.7%
Average Sales Price	\$175,292	\$120,040	-31.5%	\$175,292	\$120,040	-31.5%
Avg. Percent of Original List Price Received at Sale*	91.0%	95.0%	4.4%	91.0%	95.0%	4.4%
Average Days on Market Until Sale	121	117	-3.3%	121	117	-3.3%
Total Current Inventory**	66	46	-30.3%	-	-	-
Single-Family Detached Inventory	66	45	-31.8%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

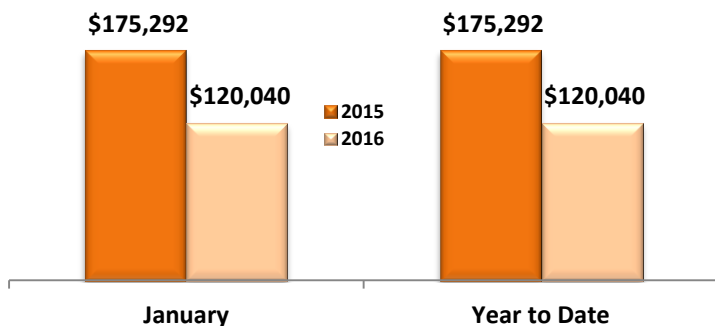
Activity-Most Recent Month



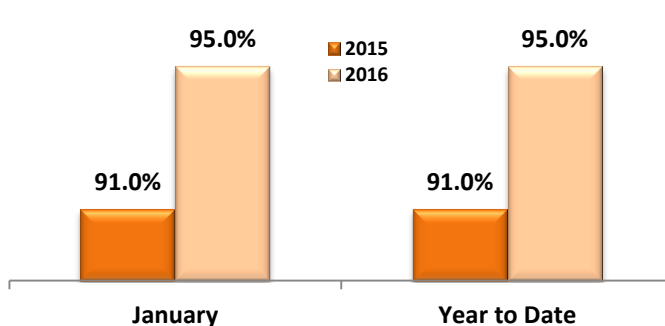
Activity-Year to Date



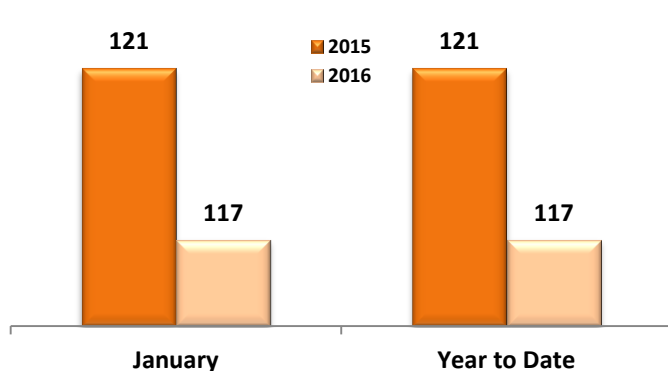
Average Sales Price



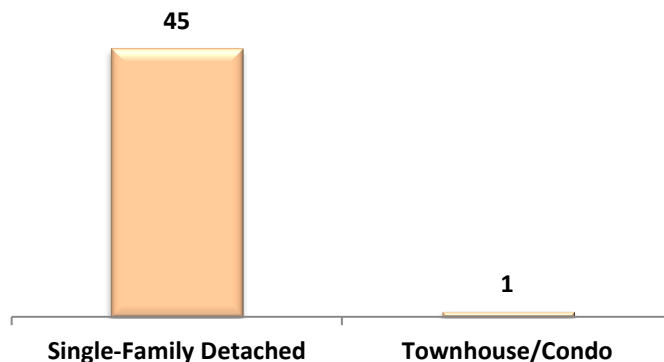
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Nicollet/Judson

January

Year to Date

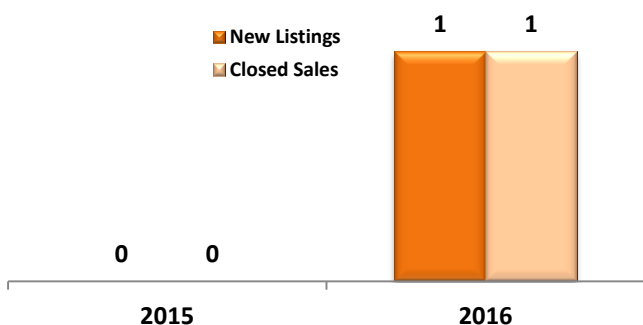
Late Sales recorded in MLS
figured in Year to Date Totals

Multiple Counties, MN

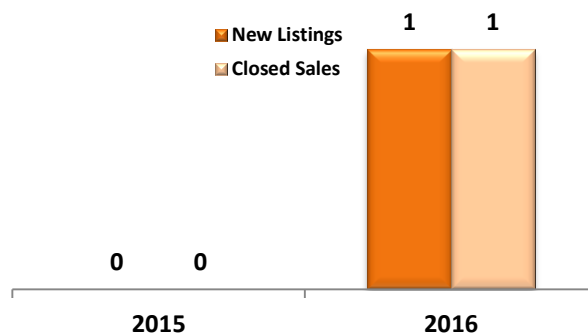
	2015	2016	Change	2015	2016	Change
New Listings	0	1	N/A	0	1	N/A
Closed Sales	0	1	N/A	0	1	N/A
Average Sales Price	\$0	\$70,000	N/A	\$0	\$70,000	N/A
Avg. Percent of Original List Price Received at Sale*	0.0%	100.0%	N/A	0.0%	100.0%	N/A
Average Days on Market Until Sale	0	76	N/A	0	76	N/A
Total Current Inventory**	2	3	50.0%	-	-	-
Single-Family Detached Inventory	2	3	50.0%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

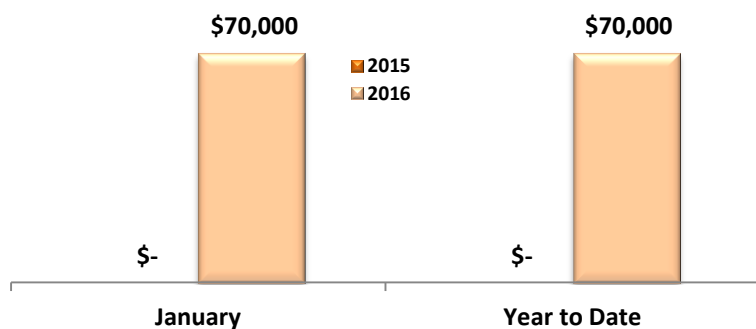
Activity-Most Recent Month



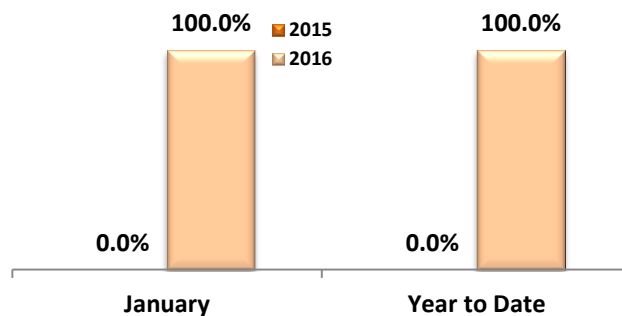
Activity-Year to Date



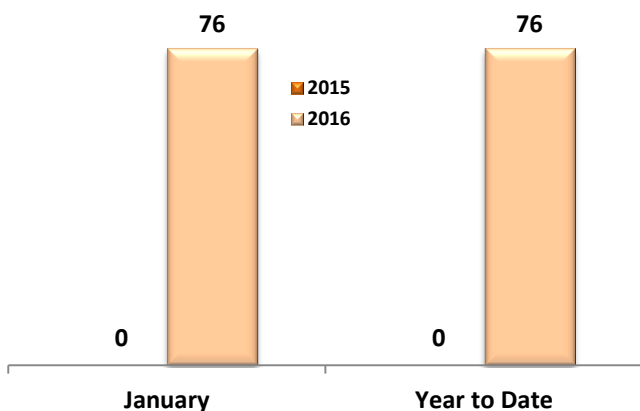
Average Sales Price



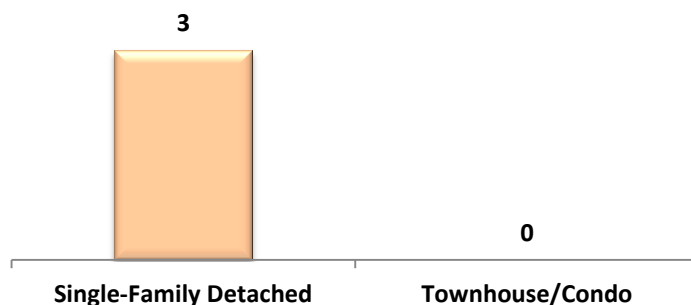
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Local Market Updates

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Rural Mankato and North Mankato

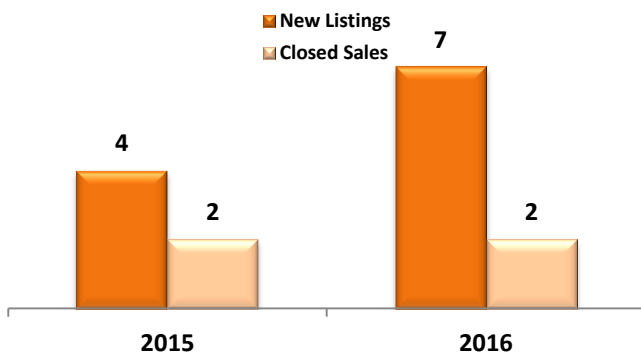
January

Year to Date

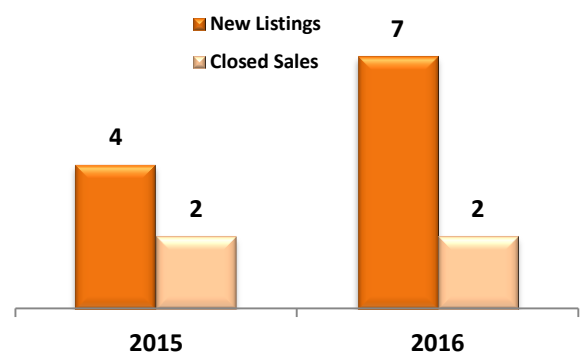
Multiple Counties, MN	2015	2016	Change	2015	2016	Change
New Listings	4	7	75.0%	4	7	75.0%
Closed Sales	2	2	0.0%	2	2	0.0%
Average Sales Price	\$512,500	\$551,200	7.6%	\$512,500	\$551,200	7.6%
Avg. Percent of Original List Price Received at Sale*	94.0%	94.0%	0.0%	94.0%	94.0%	0.0%
Average Days on Market Until Sale	172	131	-23.8%	172	131	-23.8%
Total Current Inventory**	20	19	-5.0%	-	-	-
Single-Family Detached Inventory	20	19	-5.0%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

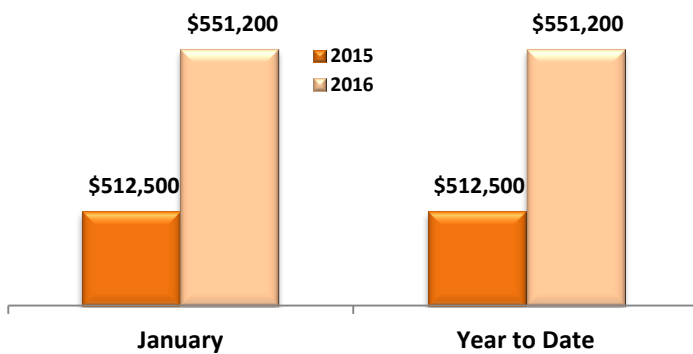
Activity-Most Recent Month



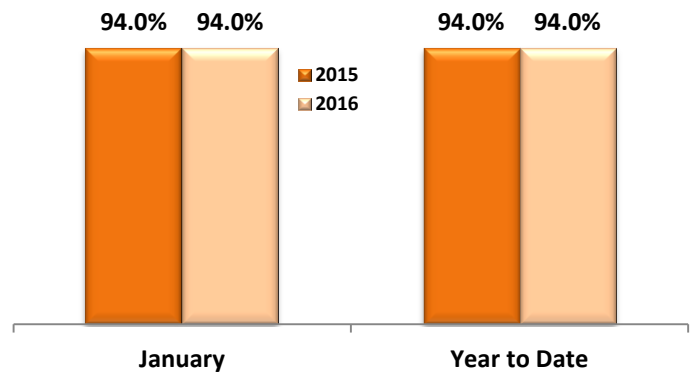
Activity-Year to Date



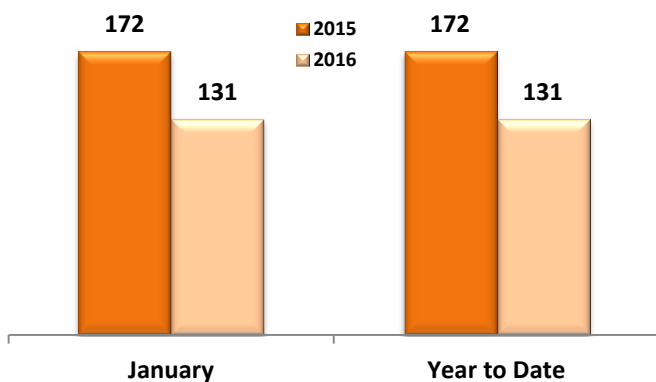
Average Sales Price



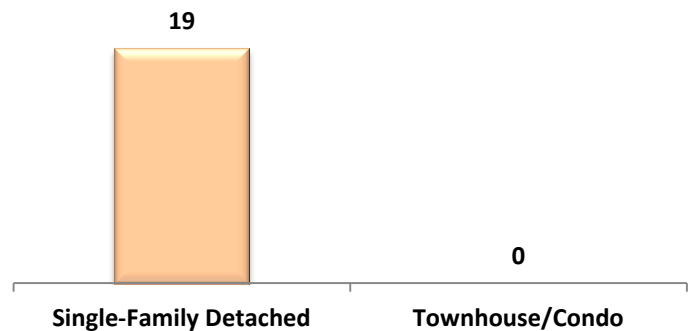
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Sleepy Eye/Comfrey

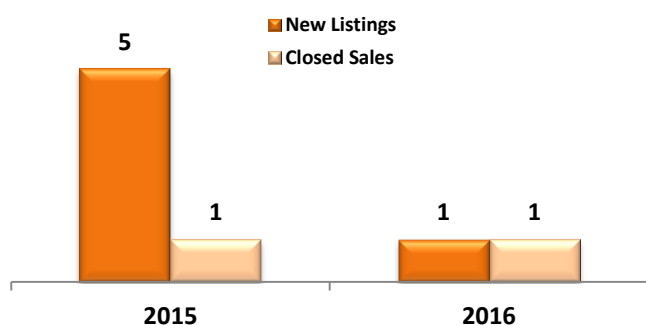
January

Year to Date

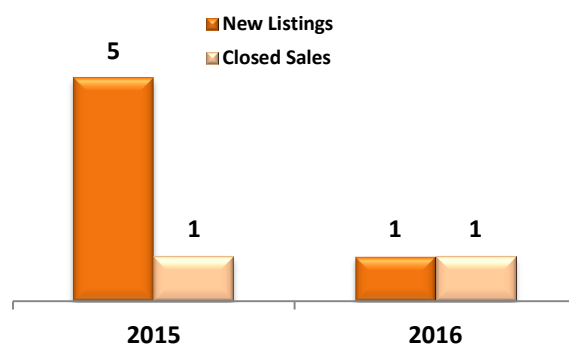
Brown County, MN	2015	2016	Change	2015	2016	Change
New Listings	5	1	-80.0%	5	1	-80.0%
Closed Sales	1	1	0.0%	1	1	0.0%
Average Sales Price	\$65,000	\$50,500	-22.3%	\$65,000	\$50,500	-22.3%
Avg. Percent of Original List Price Received at Sale*	75.0%	78.0%	4.0%	75.0%	78.0%	4.0%
Average Days on Market Until Sale	143	60	-58.0%	143	60	-58.0%
Total Current Inventory**	39	19	-51.3%	-	-	-
Single-Family Detached Inventory	35	17	-51.4%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

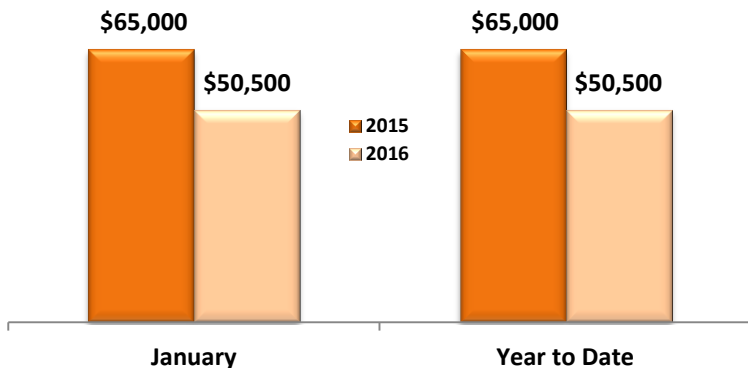
Activity-Most Recent Month



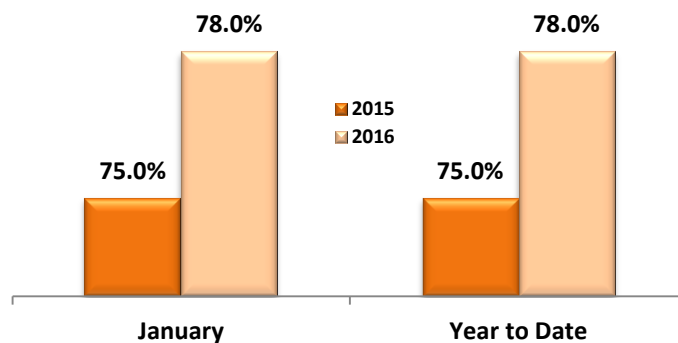
Activity-Year to Date



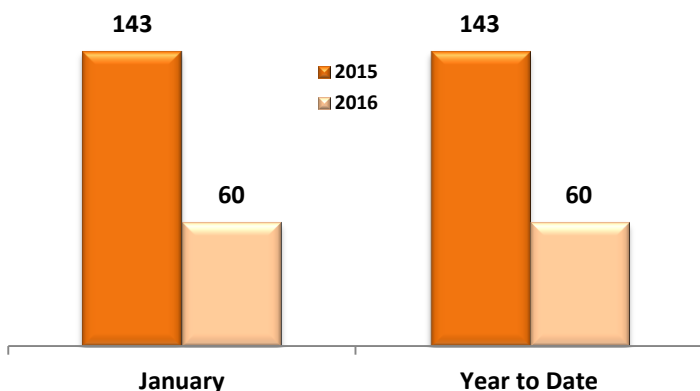
Average Sales Price



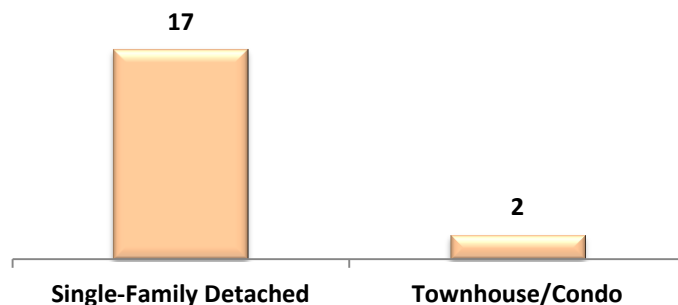
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Local Market Updates

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St. Clair/Waldorf/Pemberton/Janesville

January

Year to Date

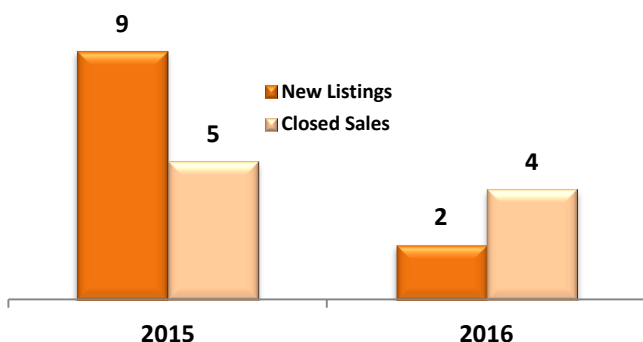
Late Sales recorded in
MLS figured in Year to
Date Totals

Multiple Counties, MN	2015	2016	Change	2015	2016	Change
New Listings	9	2	-77.8%	9	2	-77.8%
Closed Sales	5	4	-20.0%	5	4	-20.0%
Average Sales Price	\$92,800	\$101,900	9.8%	\$92,800	\$101,900	9.8%
Avg. Percent of Original List Price Received at Sale*	87.0%	73.0%	-16.1%	87.0%	73.0%	-16.1%
Average Days on Market Until Sale	88	112	27.3%	88	112	27.3%
Total Current Inventory**	27	9	-66.7%	-	-	-
Single-Family Detached Inventory	27	9	-66.7%	-	-	-

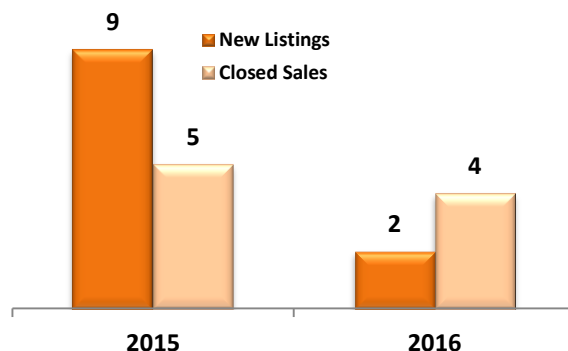
*Does not account for list prices from any previous listing contracts or seller concessions

**City inventory figures were first tracked in June 2007

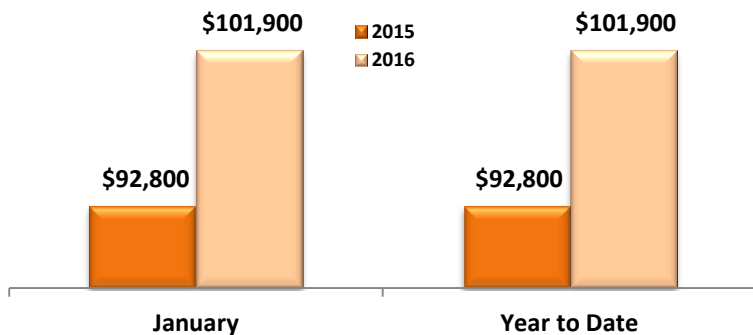
Activity-Most Recent Month



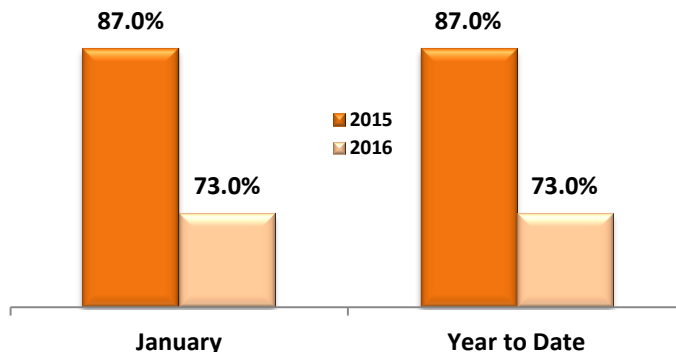
Activity-Year to Date



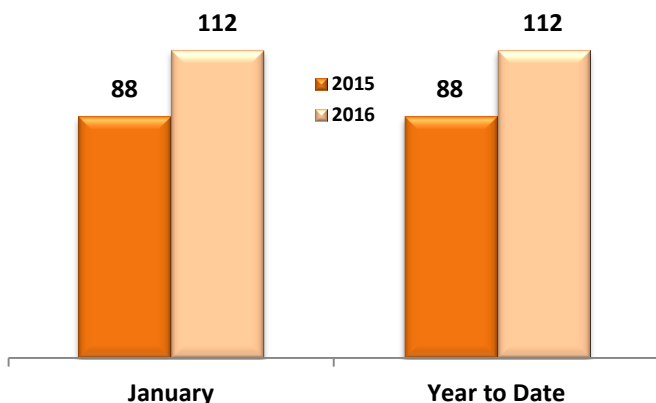
Average Sales Price



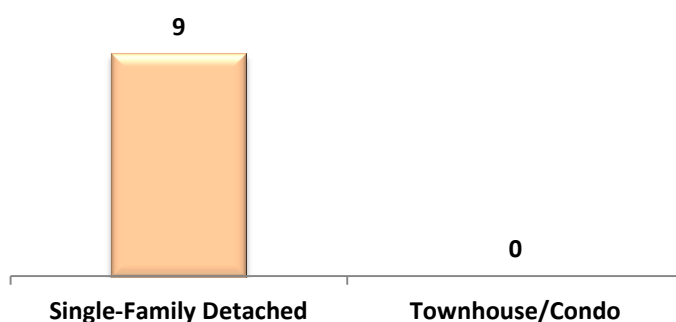
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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REALTOR® Association of Southern Minnesota Multiple Listing Service.

Local Market Updates

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St. Peter/Kasota/Cleveland

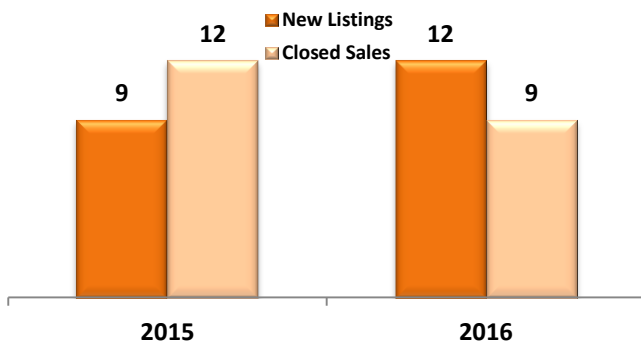
January

Year to Date

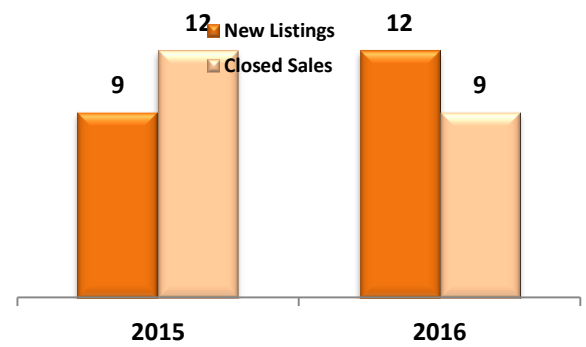
Multiple Counties, MN	2015	2016	Change	2015	2016	Change
New Listings	9	12	33.3%	9	12	33.3%
Closed Sales	12	9	-25.0%	12	9	-25.0%
Average Sales Price	\$150,600	\$192,005	27.5%	\$150,600	\$192,005	27.5%
Avg. Percent of Original List Price Received at Sale*	88.0%	101.0%	14.8%	88.0%	101.0%	14.8%
Average Days on Market Until Sale	167	119	-28.7%	167	119	-28.7%
Total Current Inventory**	61	53	-13.1%	-	-	-
Single-Family Detached Inventory	57	44	-22.8%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

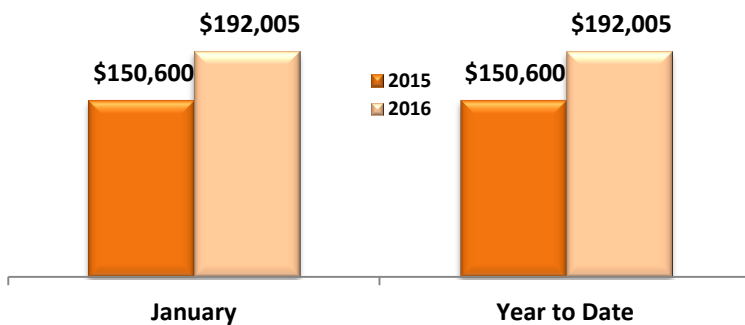
Activity-Most Recent Month



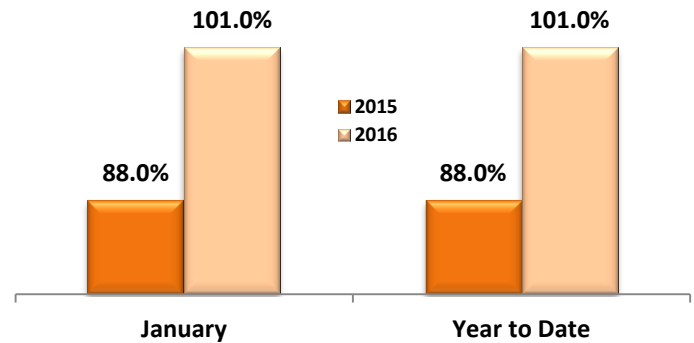
Activity-Year to Date



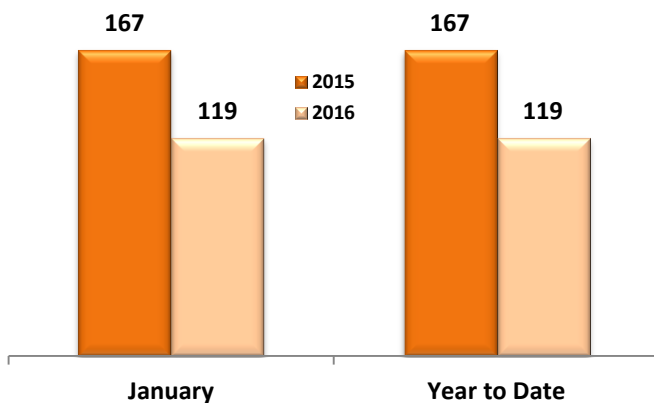
Average Sales Price



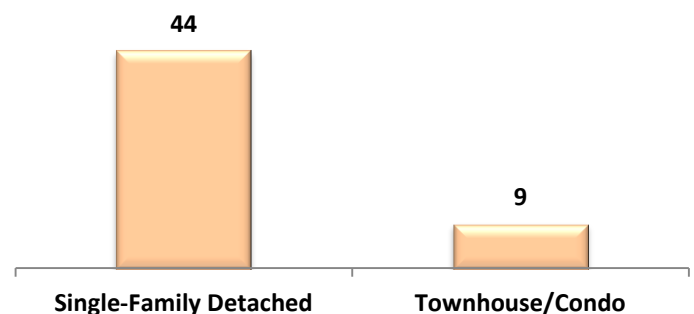
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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Local Market Updates

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Upper North Mankato

January

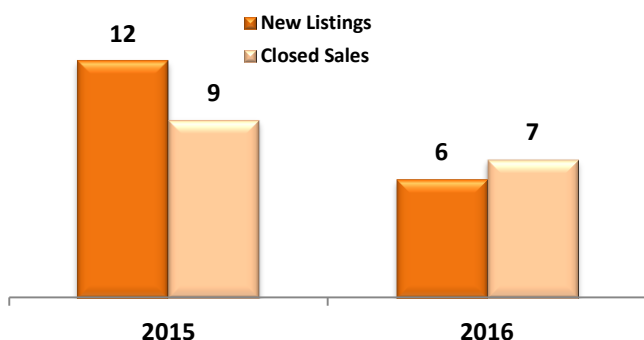
Year to Date

Nicollet County, MN	2015	2016	Change	2015	2016	Change
New Listings	12	6	-50.0%	12	6	-50.0%
Closed Sales	9	7	-22.2%	9	7	-22.2%
Average Sales Price	\$200,888	\$209,742	4.4%	\$200,888	\$209,742	4.4%
Avg. Percent of Original List Price Received at Sale*	93.0%	91.0%	-2.2%	93.0%	91.0%	-2.2%
Average Days on Market Until Sale	112	303	170.5%	112	303	170.5%
Total Current Inventory**	39	23	-41.0%	-	-	-
Single-Family Detached Inventory	31	20	-35.5%	-	-	-

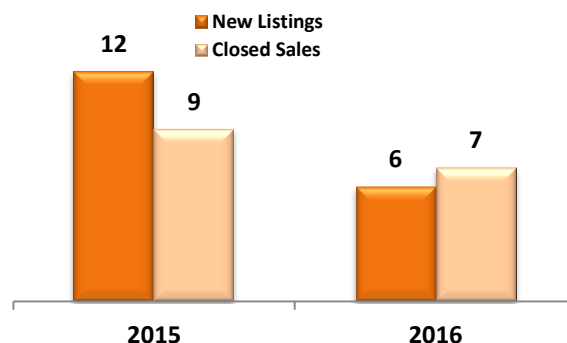
*Does not account for list prices from any previous listing contracts or seller concessions

**City inventory figures were first tracked in June 2007

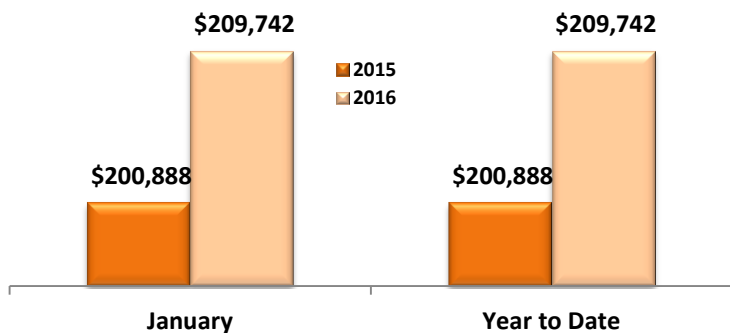
Activity-Most Recent Month



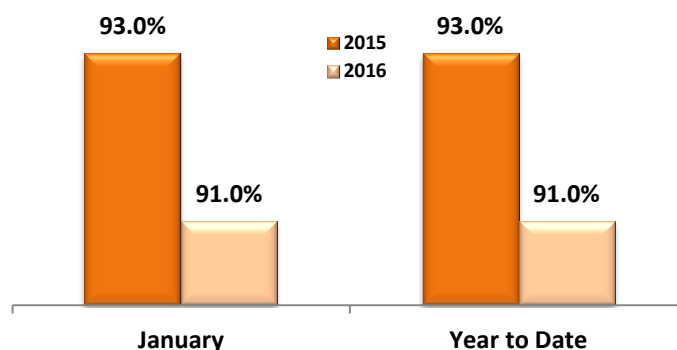
Activity-Year to Date



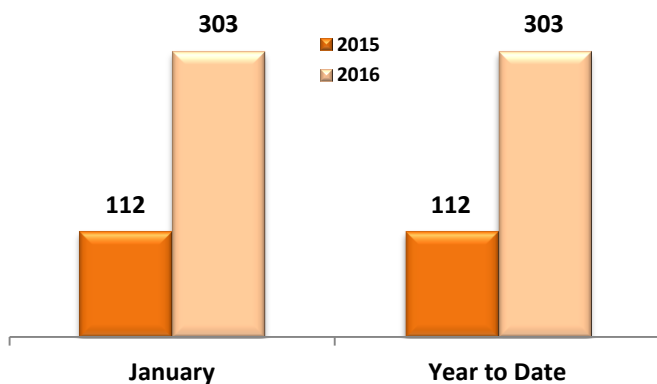
Average Sales Price



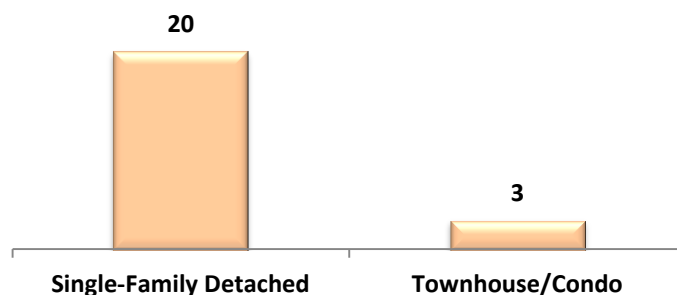
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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West Mankato/Skyline

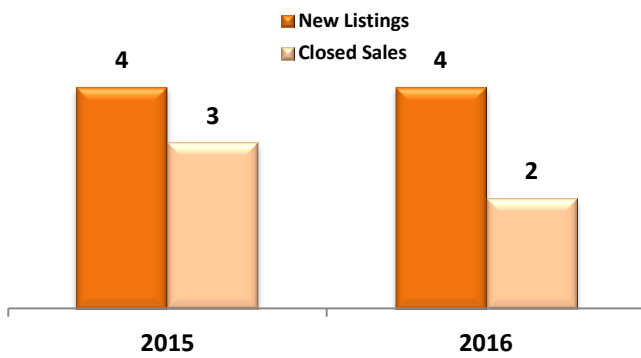
January

Year to Date

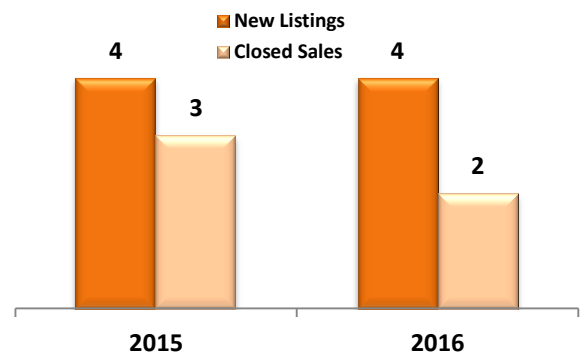
Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	4	4	0.0%	4	4	0.0%
Closed Sales	3	2	-33.3%	3	2	-33.3%
Average Sales Price	\$85,783	\$144,450	68.4%	\$85,783	\$144,450	68.4%
Avg. Percent of Original List Price Received at Sale*	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market Until Sale	67	103	53.7%	67	103	53.7%
Total Current Inventory**	38	12	-68.4%	-	-	-
Single-Family Detached Inventory	14	12	-14.3%	-	-	-

*Does not account for list prices from any previous listing contracts or seller concessions **City inventory figures were first tracked in June 2007

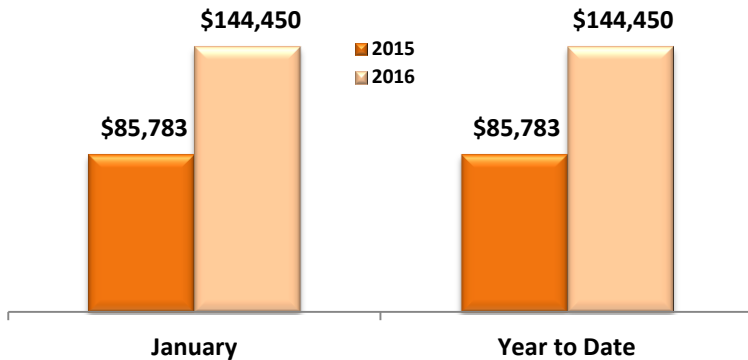
Activity-Most Recent Month



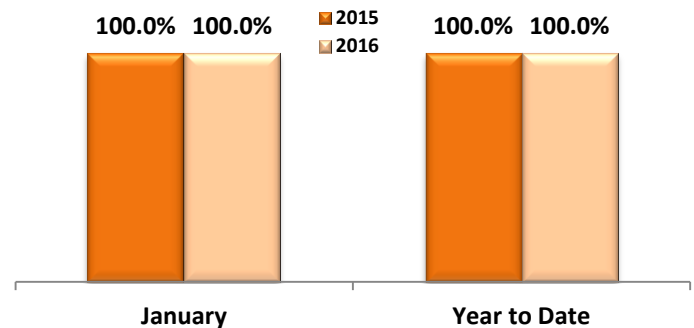
Activity-Year to Date



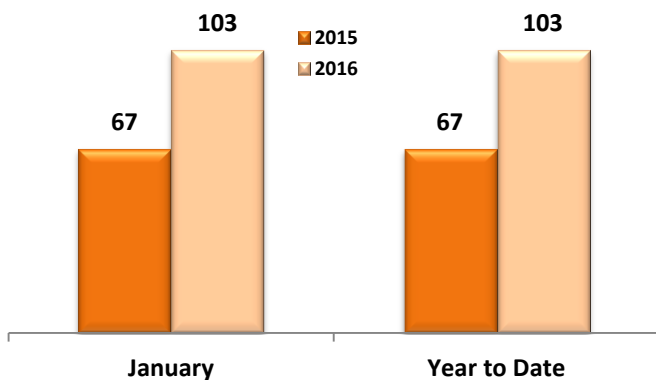
Average Sales Price



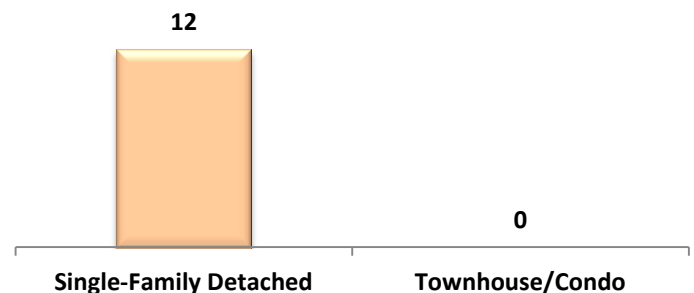
Ratio of Sales Price to Original List Price



Average Days on Market Until Sale



Current Inventory



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