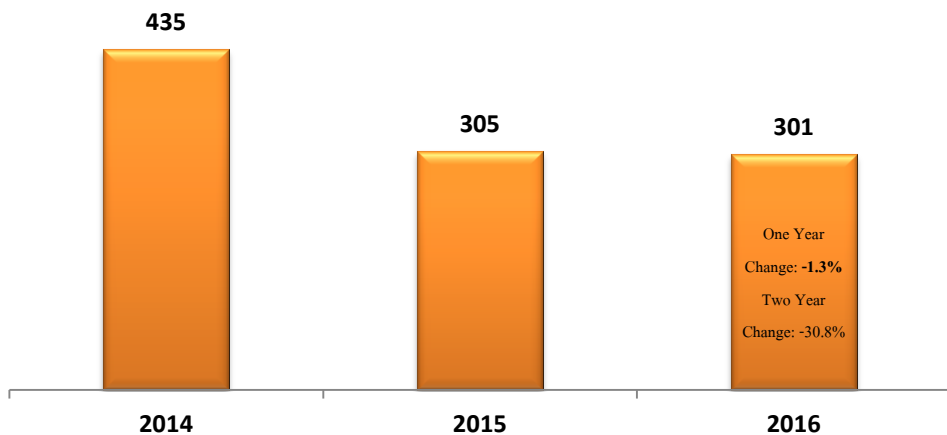


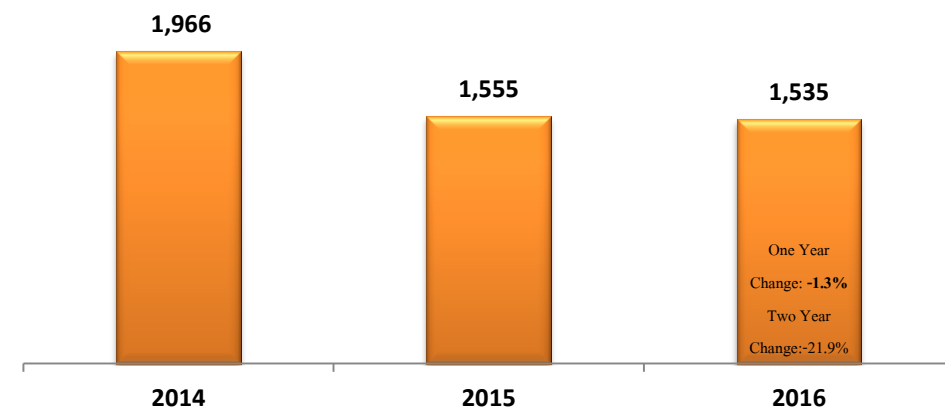
# New Listings

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

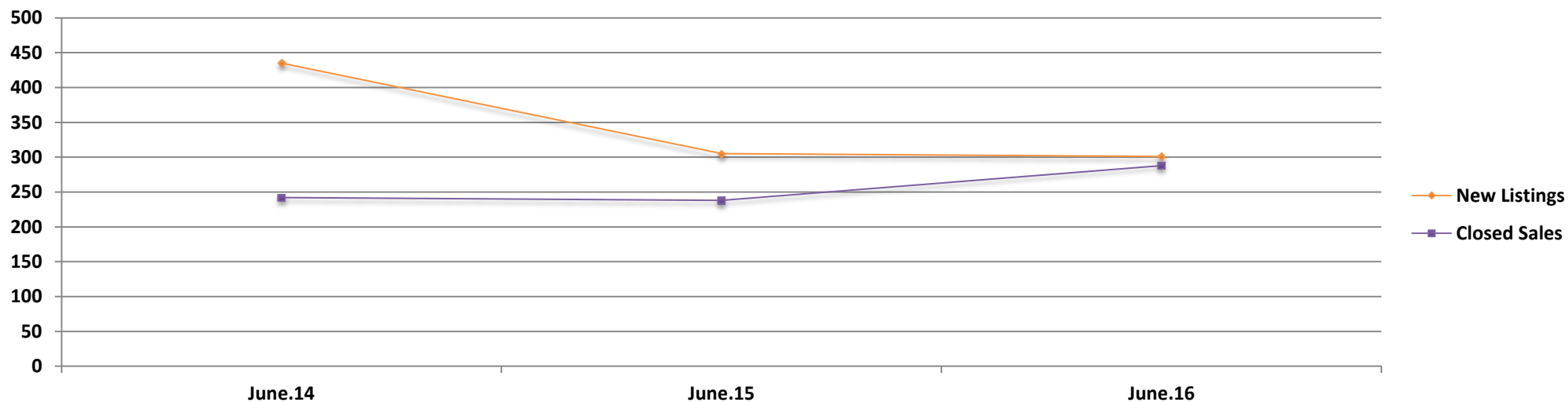
## June



## Year to Date



## Historical Market Activity



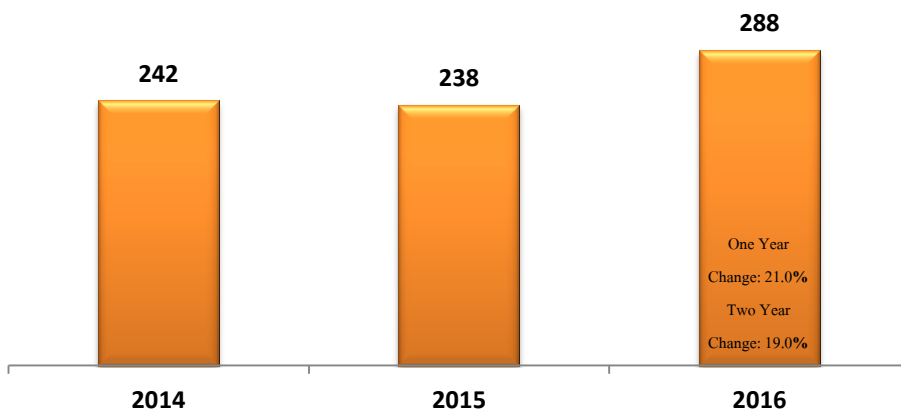
# Closed Sales

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

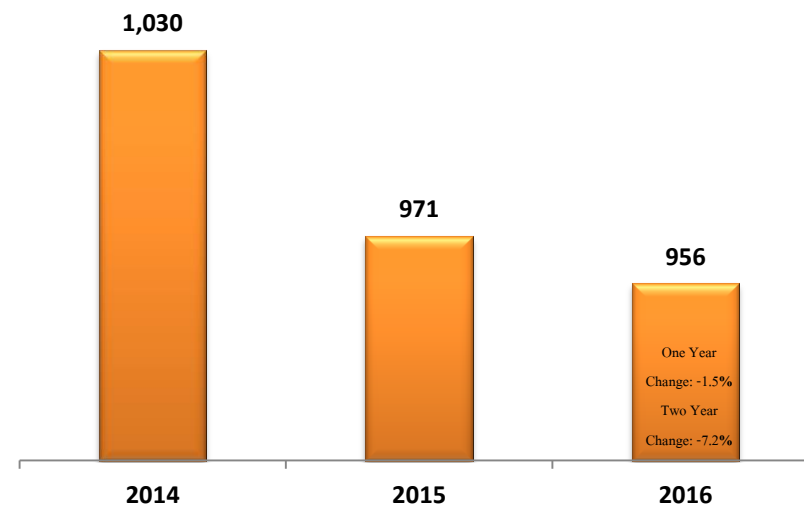


Late Sales recorded in MLS figured in  
Year to Date Totals

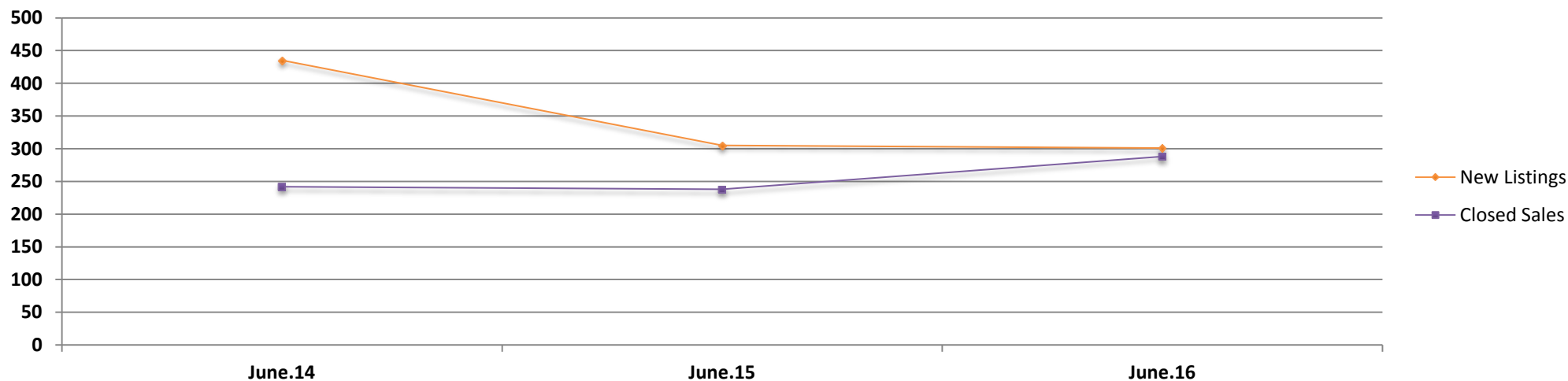
## June



## Year to Date



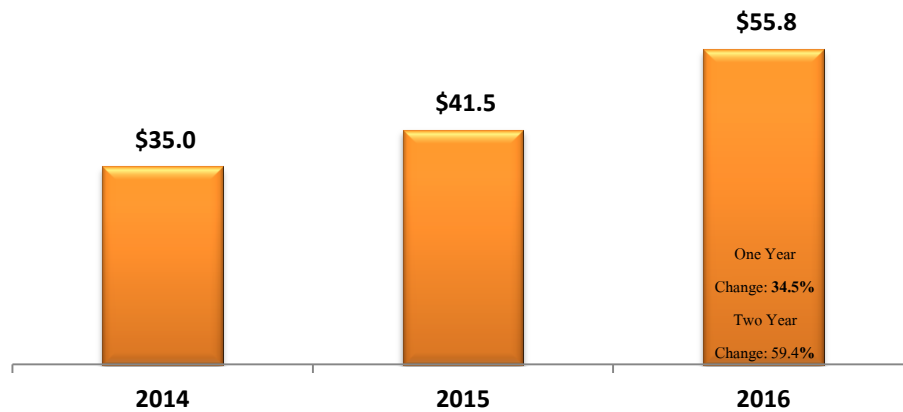
## Historical Market Activity



# Dollar Volume of Closed Sales (in millions)

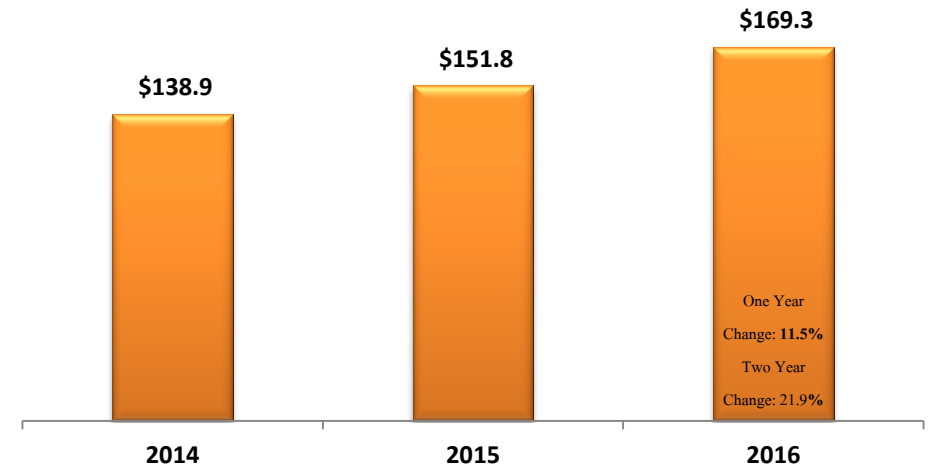
A Statistical Market Report from the REALTOR® Association of Southern Minnesota

## June

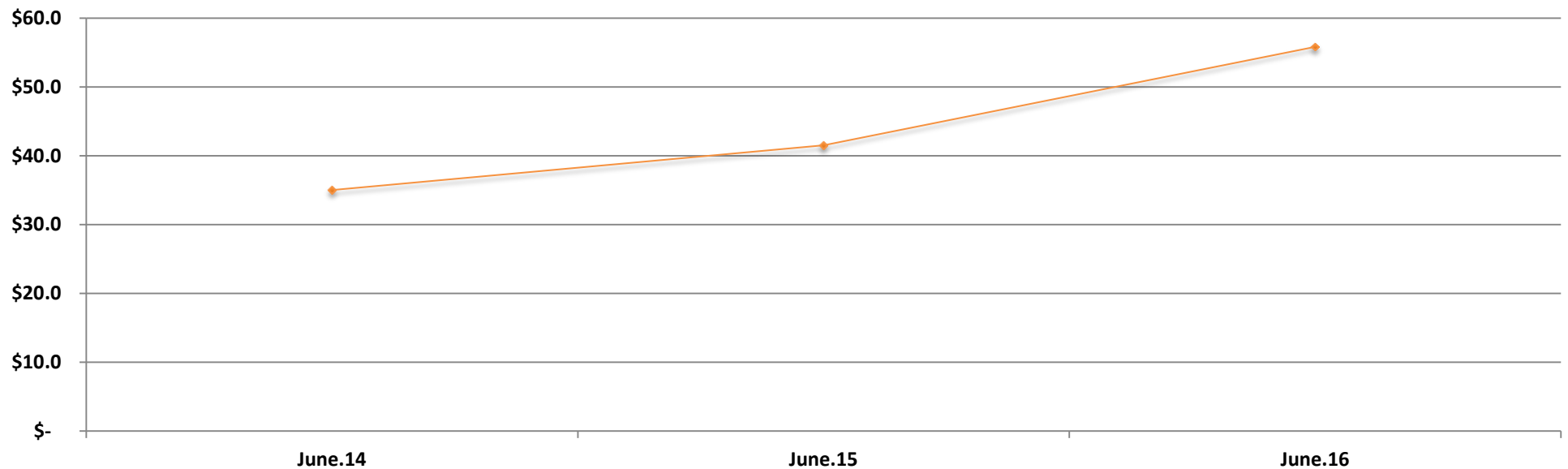


## Year to Date

Late Sales recorded in MLS figured in Year to Date Totals



## Historical Dollar Volume (in millions)



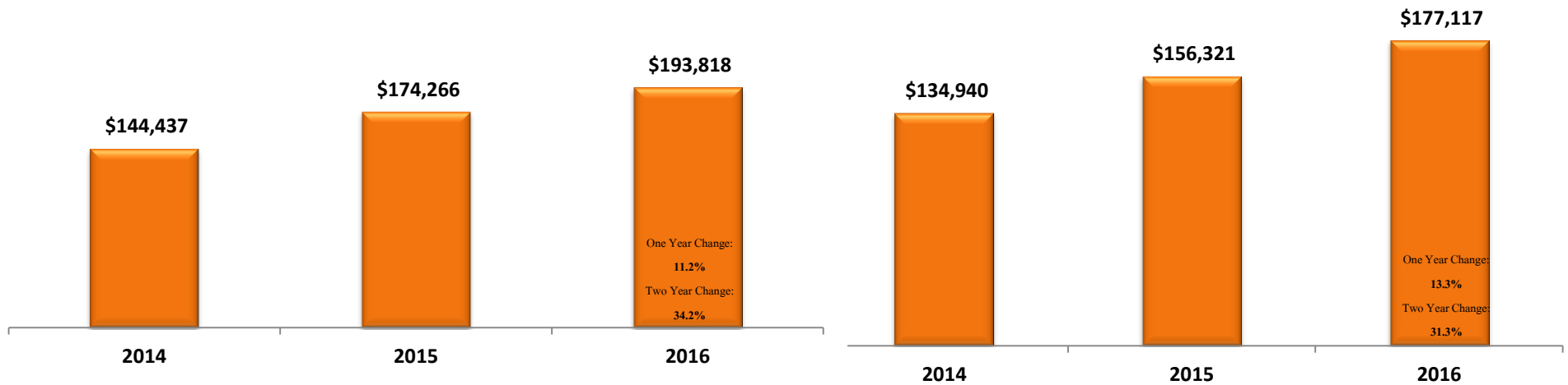
# Average Sales Price

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

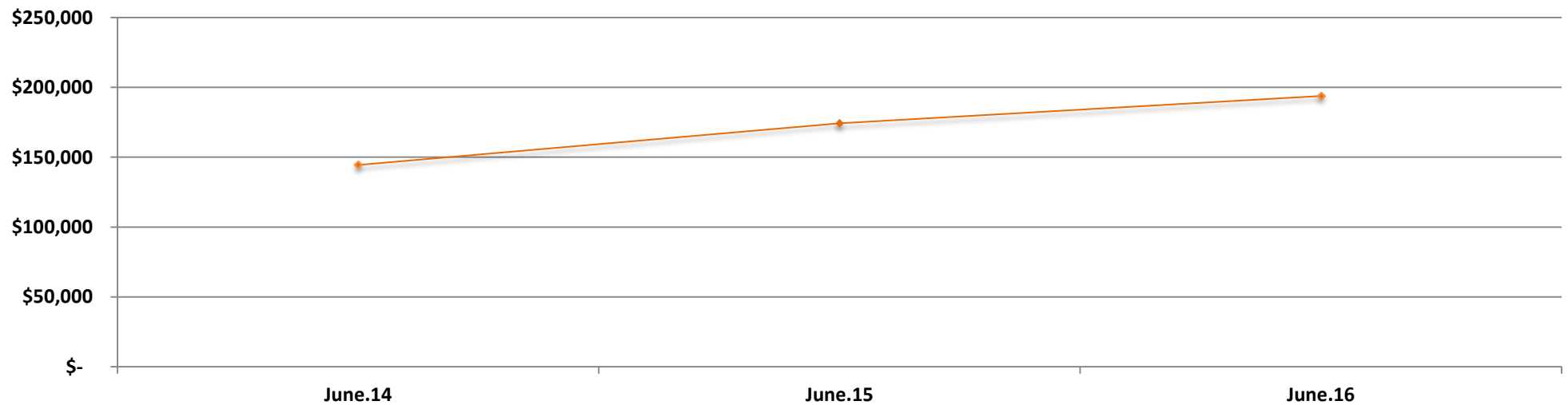
## June

## Year to Date

Late Sales recorded in MLS  
figured in Year to Date Totals



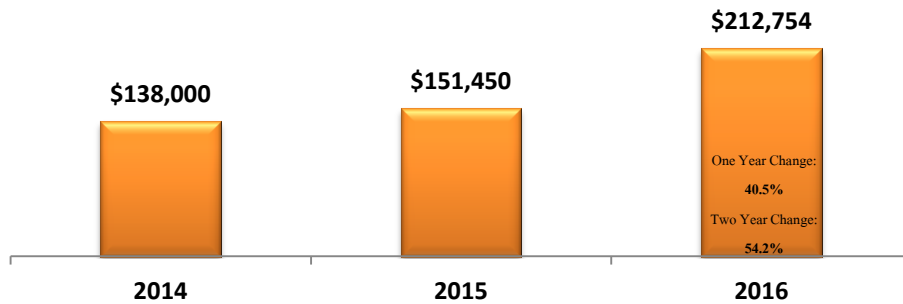
## Historical Average Prices



# Median Sales Price

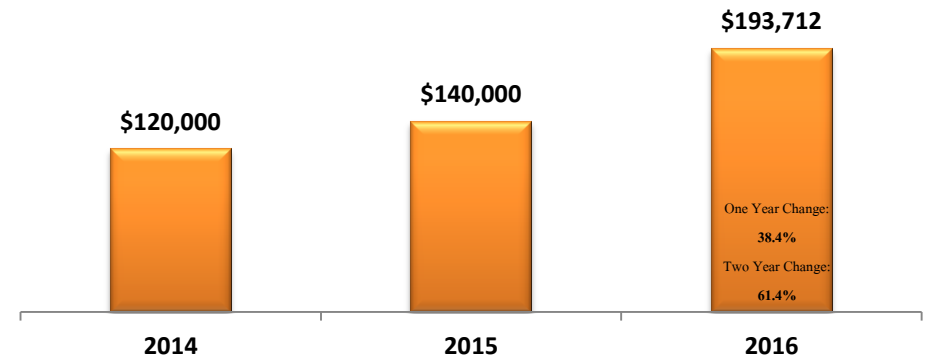
A Statistical Market Report from the REALTOR® Association of Southern Minnesota

## June

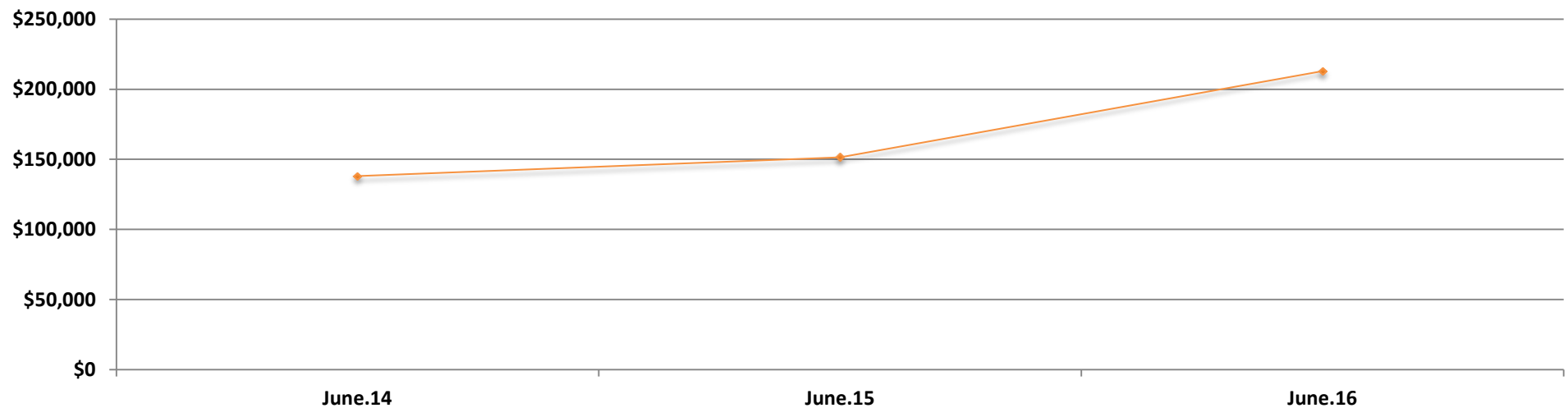


## Year to Date

Late Sales recorded in MLS figured in  
Year to Date Totals



## Historical Median Prices



# Percent of Original List Price Received at Sale

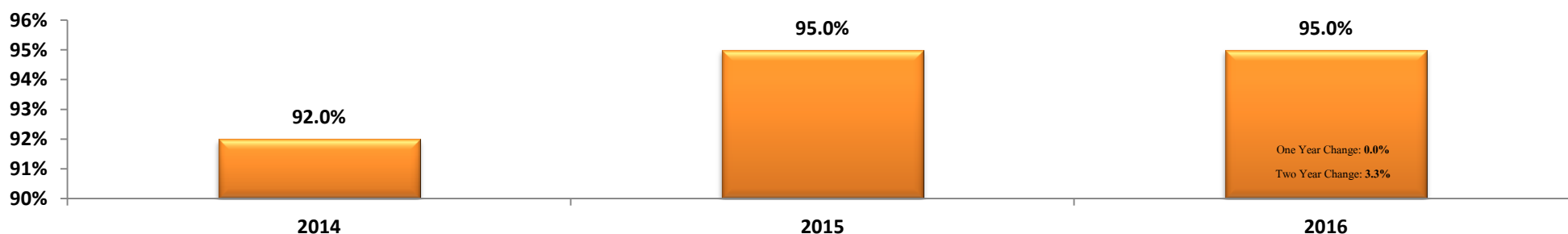
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



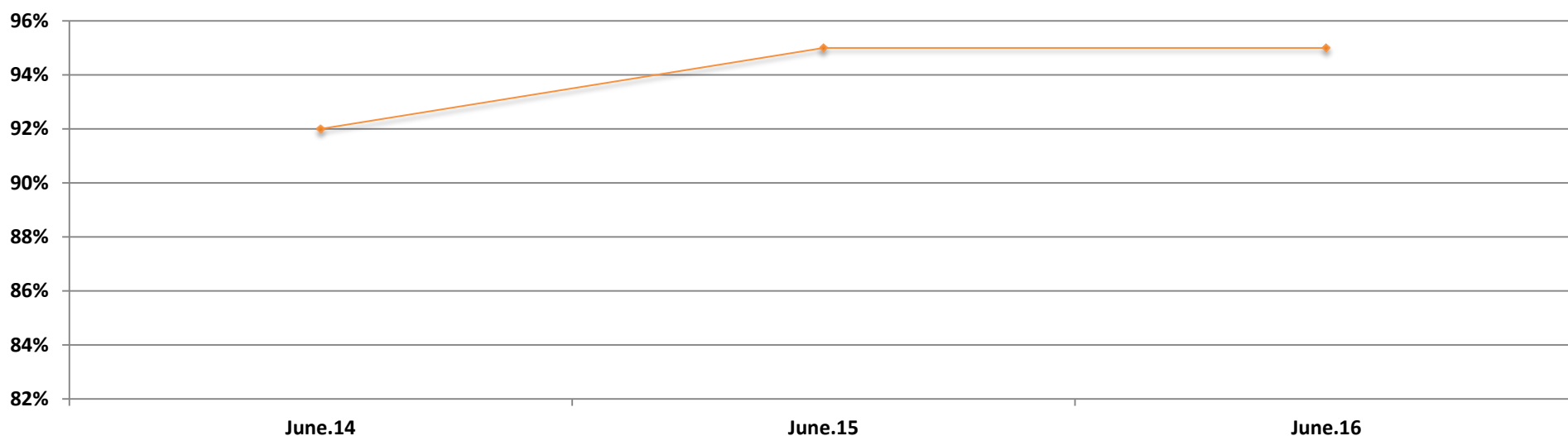
REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

June

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.



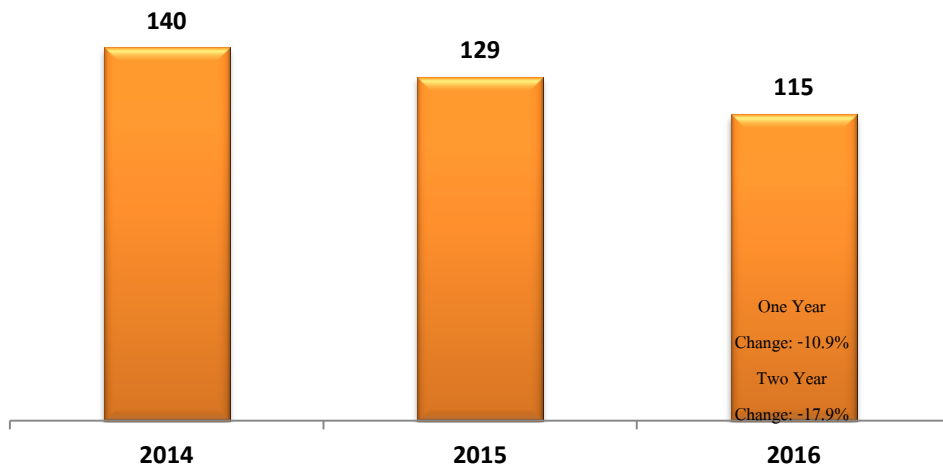
## Historical Percent of Original List Price Received at Sale



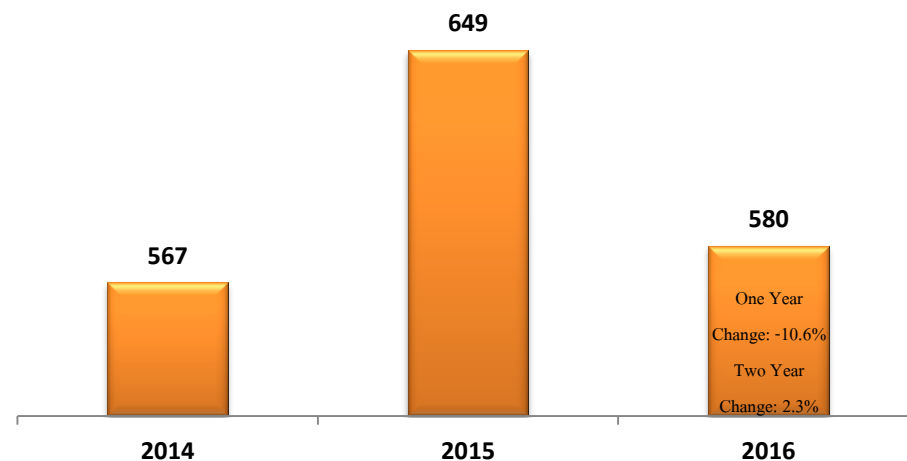
# New Listings in Zip Codes 56001 & 56003

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

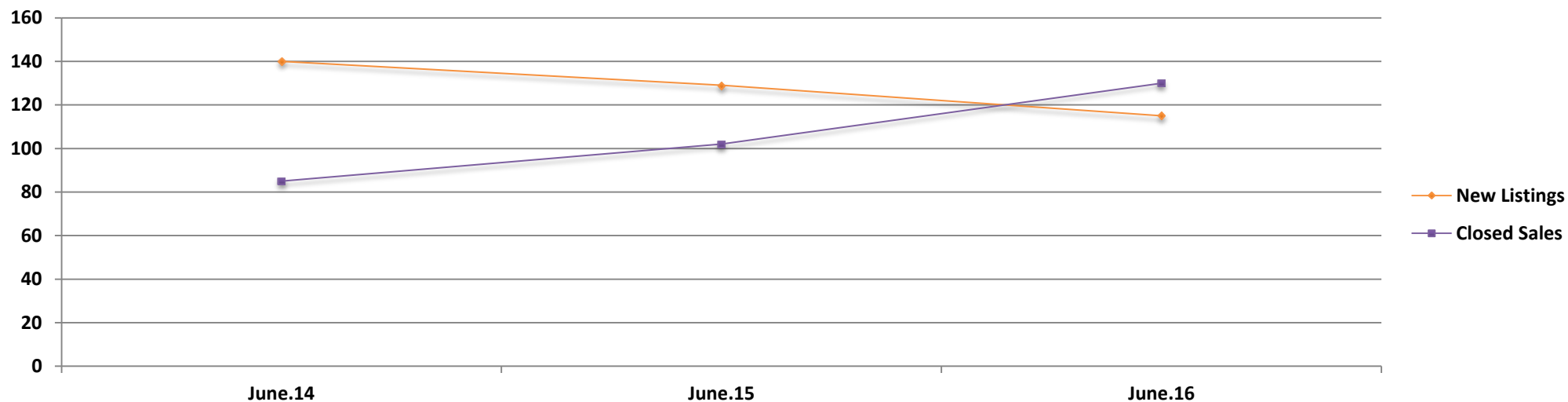
## June



## Year to Date



## Historical Market Activity



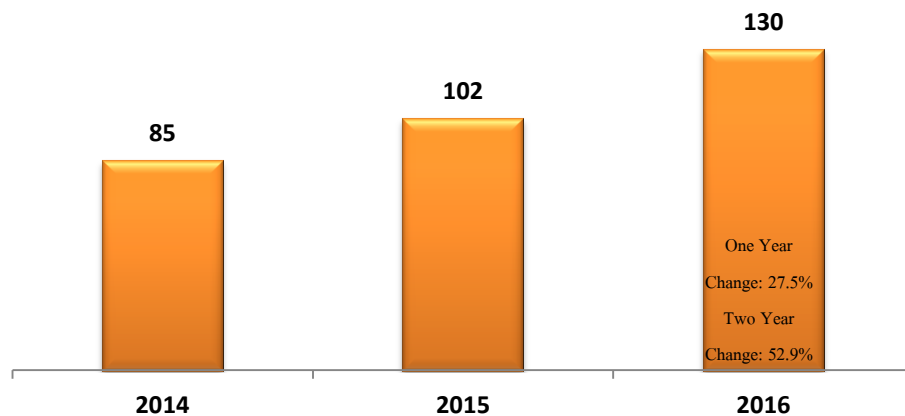
# Closed Sales in in Zip Codes 56001 & 56003

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

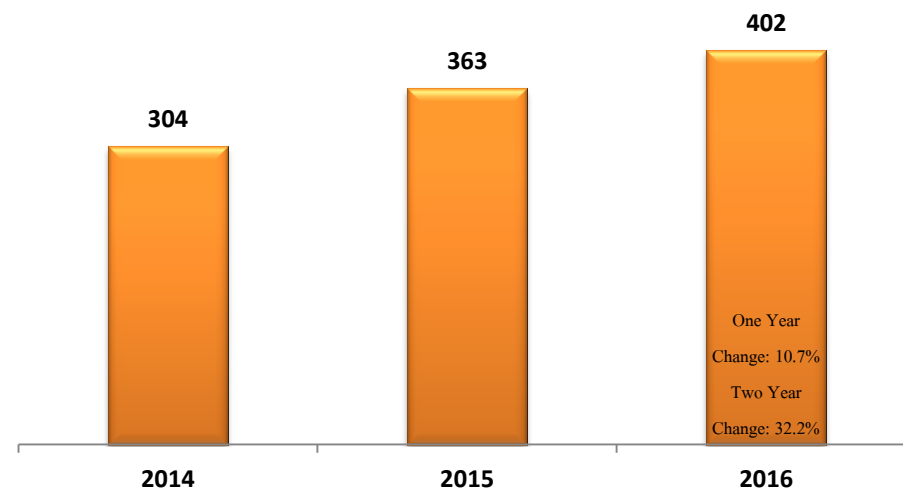


Late Sales recorded in MLS figured in  
Year to Date Totals

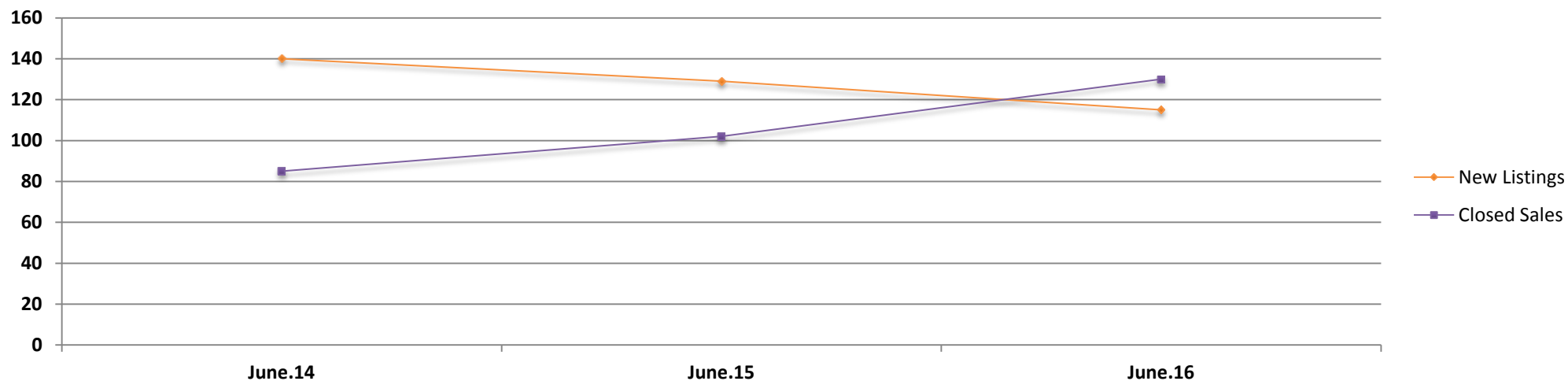
## June



## Year to Date



## Historical Market Activity



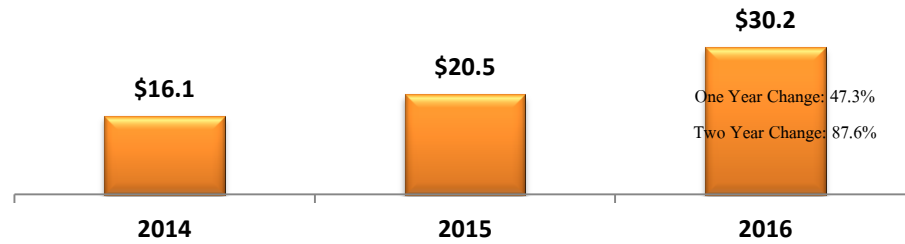


# Dollar Volume of Closed Sales (in millions) in Zip Codes 56001 & 56003

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

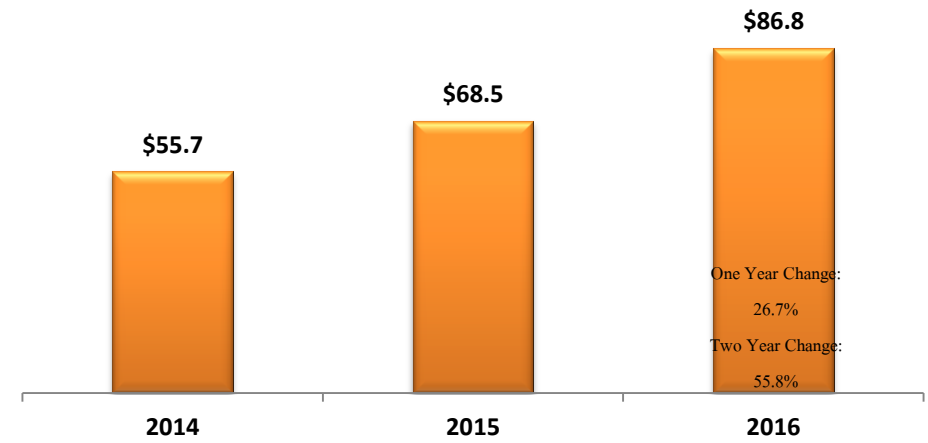


## June

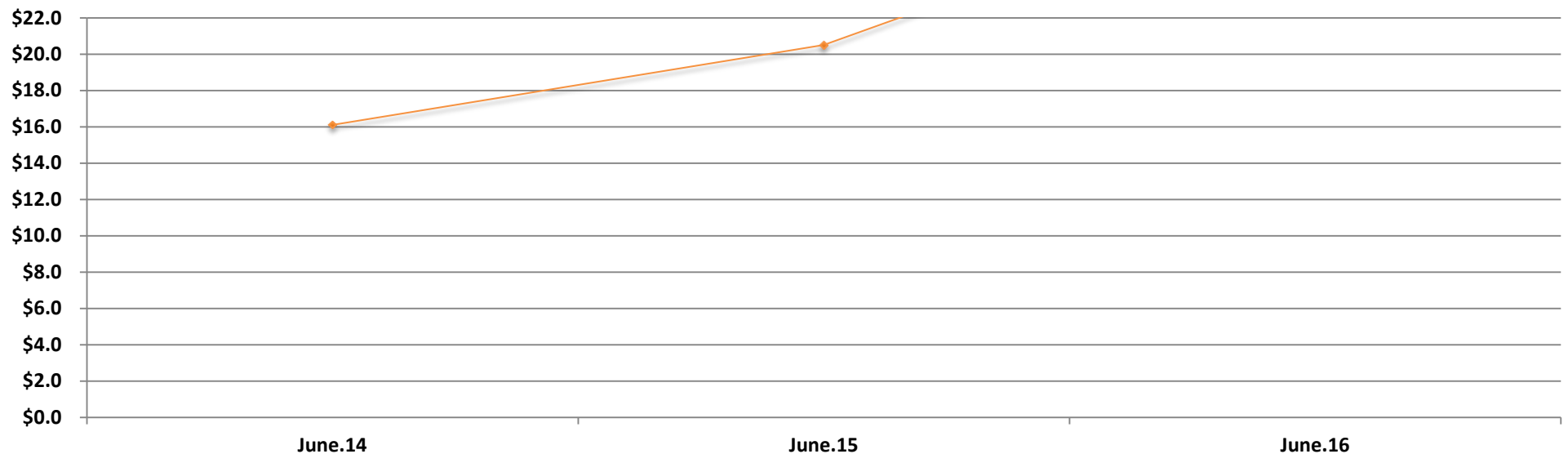


## Year to Date

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

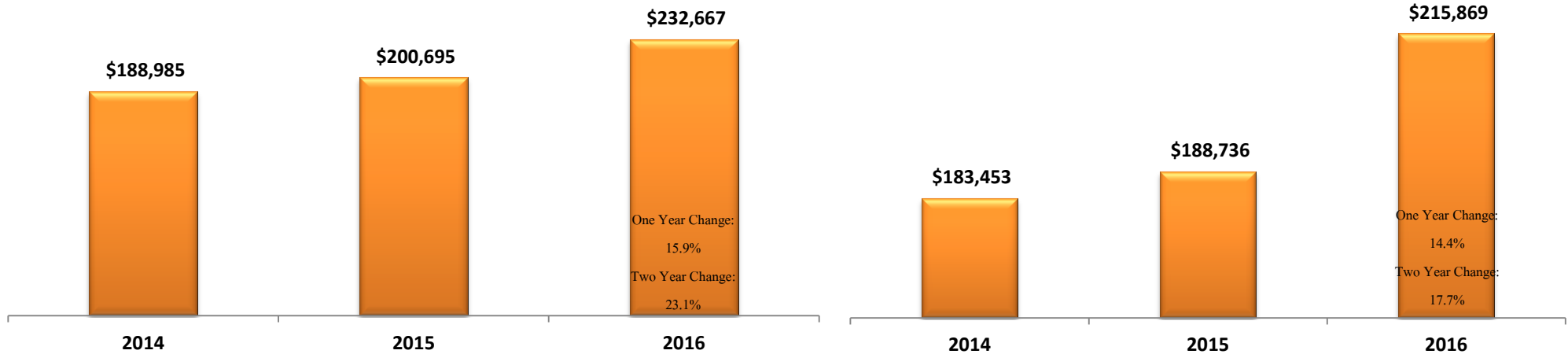


Figures do not take into account seller concessions.

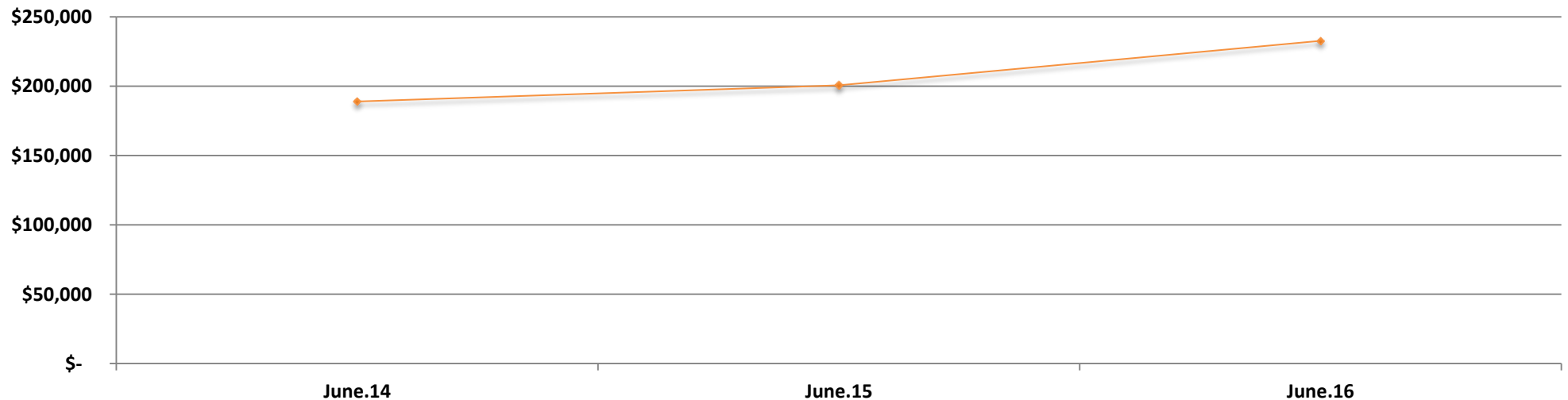
June

Late Sales recorded in MLS  
figured in Year to Date Totals

## Year to Date



## Historical Average Prices



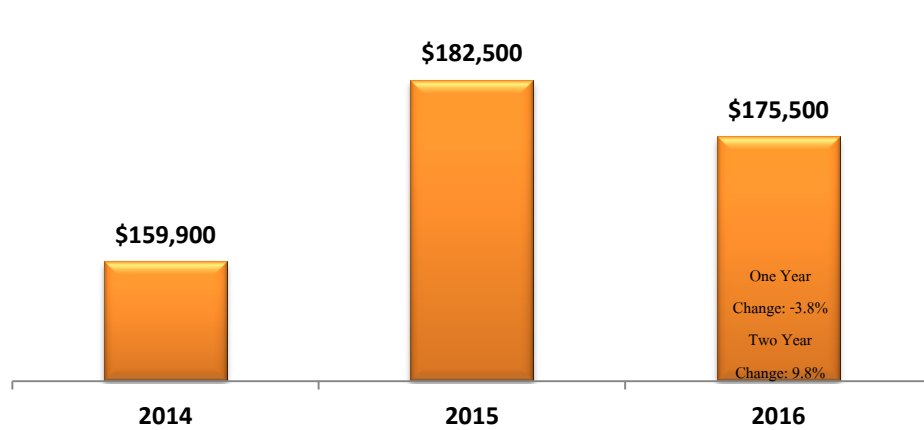
# Median Sales Price in Zip Codes 56001 & 56003

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



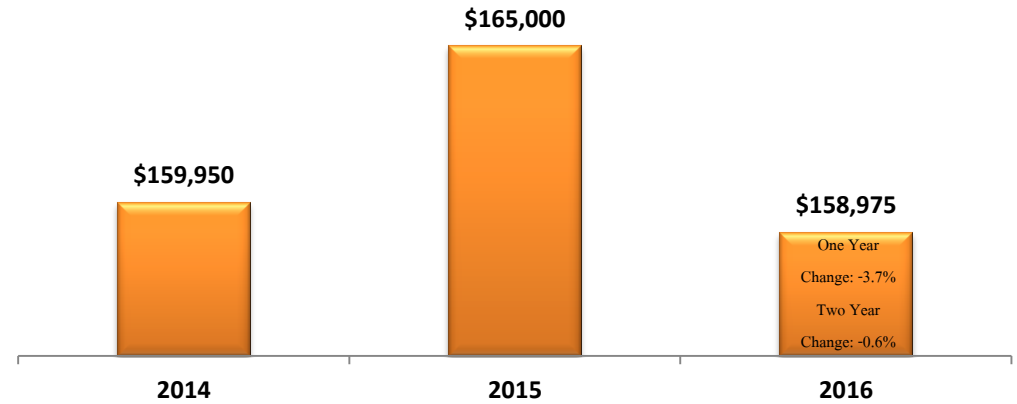
Figures do not take into account seller concessions

## June

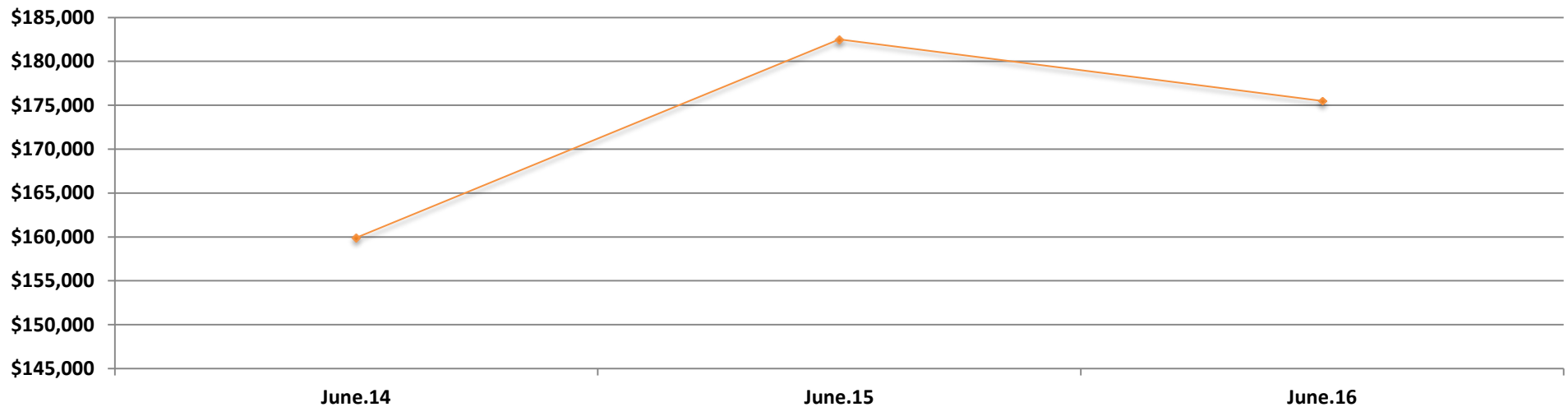


## Year to Date

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

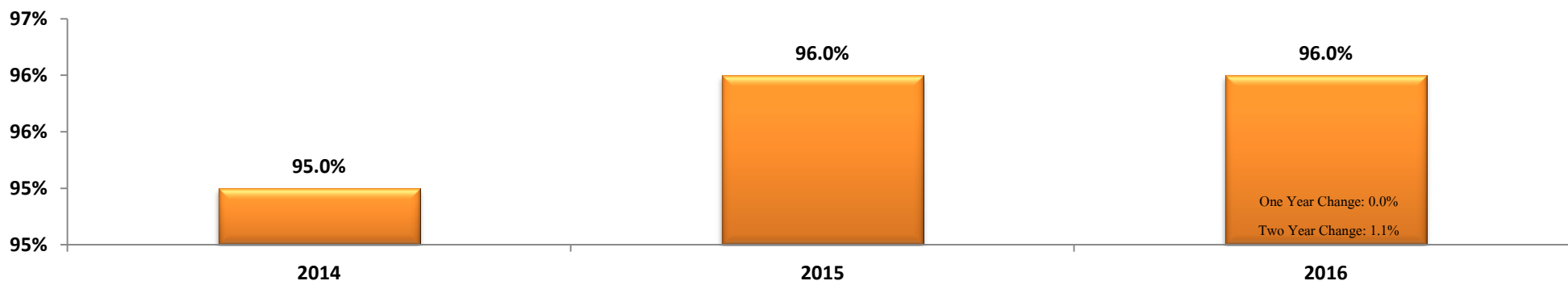
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



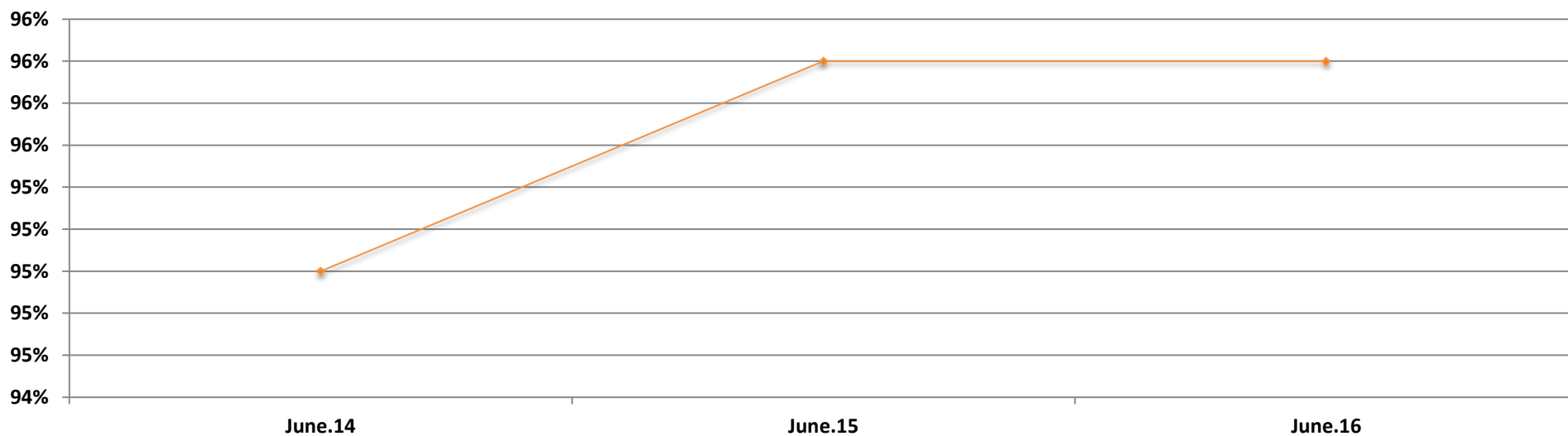
REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

June

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

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

Blue Earth/Winnebago/Wells/Kiester/Bricelyn

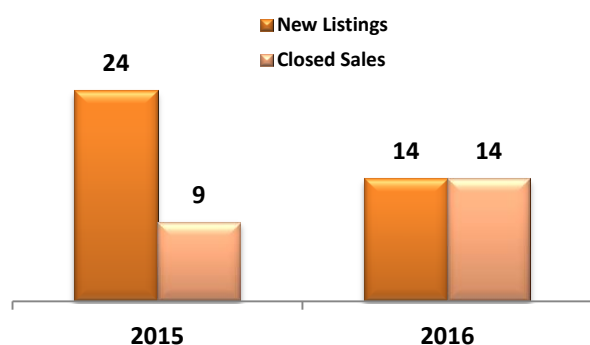
June

Year to Date

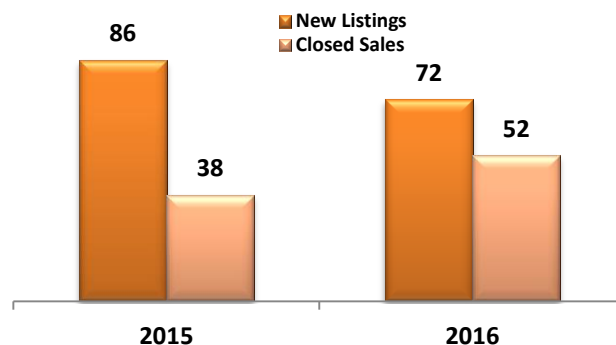
Faribault County, MN	2015	2016	Change	2015	2016	Change
New Listings	24	14	-41.7%	86	72	-16.3%
Closed Sales	9	14	55.6%	38	52	36.8%
Average Sales Price	\$102,561	\$85,617	-16.5%	\$89,267	\$70,948	-20.5%
Avg. Percent of Original List Price Received at Sale*	88.0%	93.0%	5.7%	86.0%	87.0%	1.2%
Average Days on Market Until Sale	226	93	-58.8%	229	181	-21.0%
Total Current Inventory**	88	67	-23.9%	-	-	-
Single-Family Detached Inventory	86	66	-23.3%	-	-	-

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

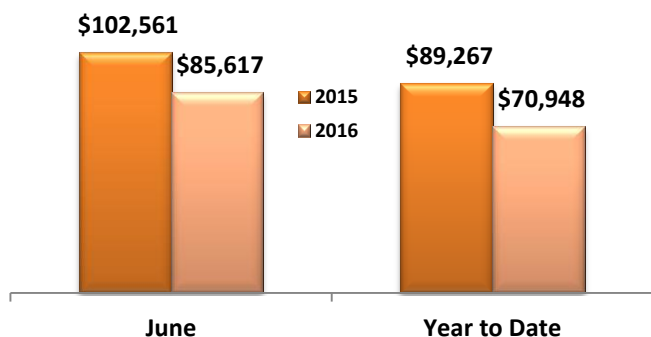
## Activity-Most Recent Month



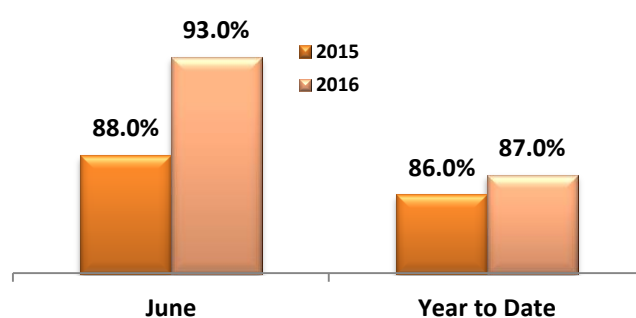
## Activity-Year to Date



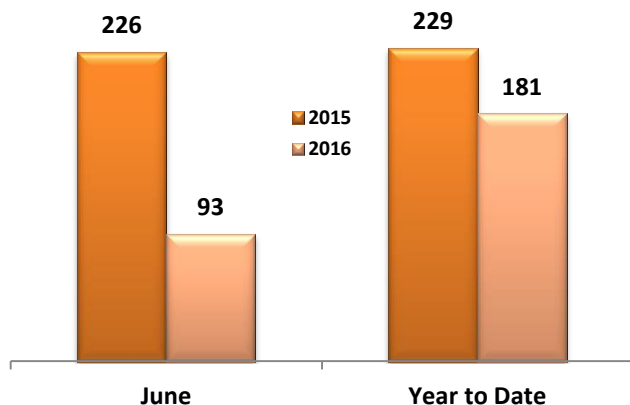
## Average Sales Price



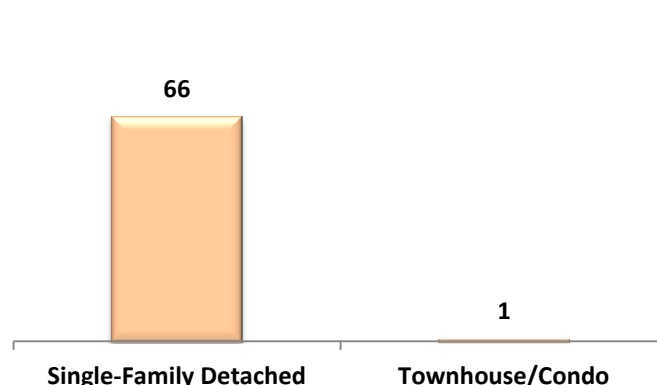
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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

# Local Market Updates

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



## Eagle Lake/Madison Lake

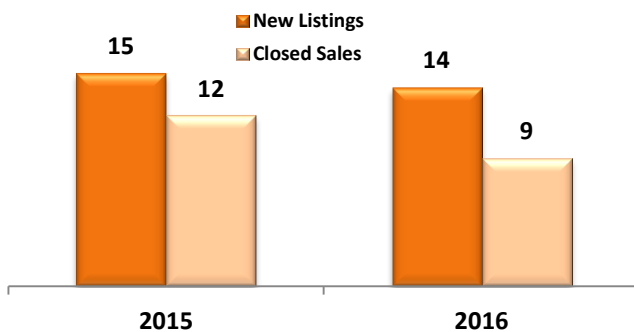
## June

## Year to Date

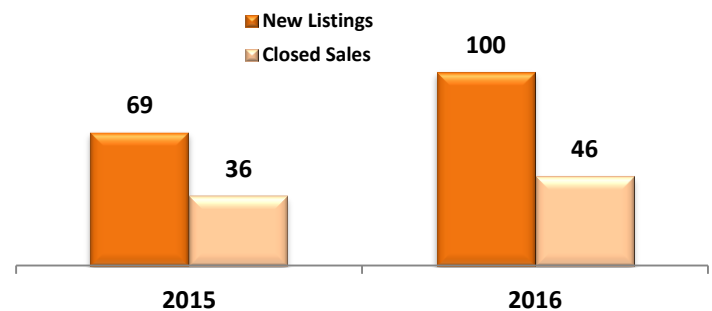
Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	15	14	-6.7%	69	100	44.9%
Closed Sales	12	9	-25.0%	36	46	27.8%
Average Sales Price	\$257,458	\$240,377	-6.6%	\$234,983	\$220,619	-6.1%
Avg. Percent of Original List Price Received at Sale*	97.0%	96.0%	-1.0%	96.0%	97.0%	1.0%
Average Days on Market Until Sale	88	126	43.2%	108	105	-2.8%
Total Current Inventory**	42	51	21.4%	-	-	-
Single-Family Detached Inventory	41	42	2.4%	-	-	-

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

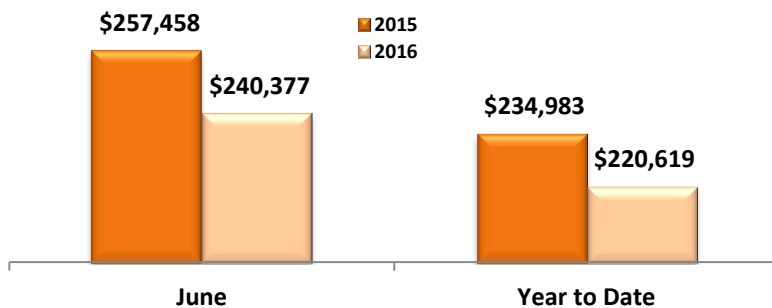
### Activity-Most Recent Month



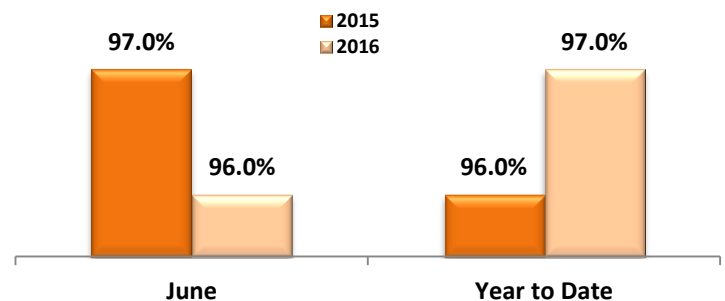
### Activity-Year to Date



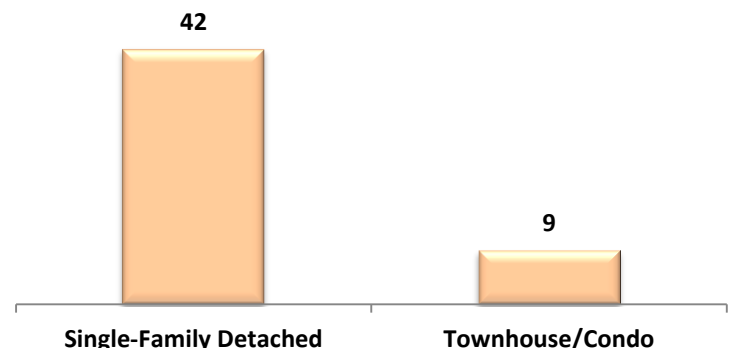
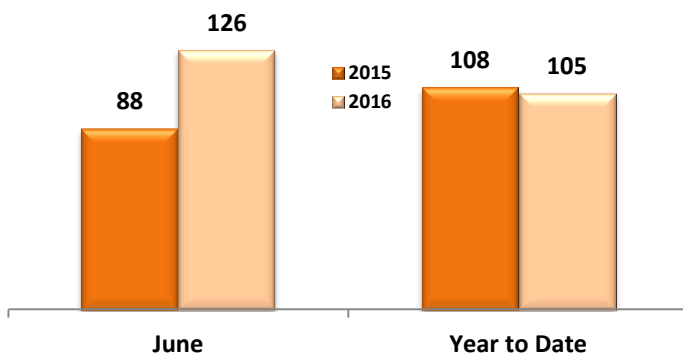
### Average Sales Price



### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



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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



Elysian/Waterville

June

Year to Date

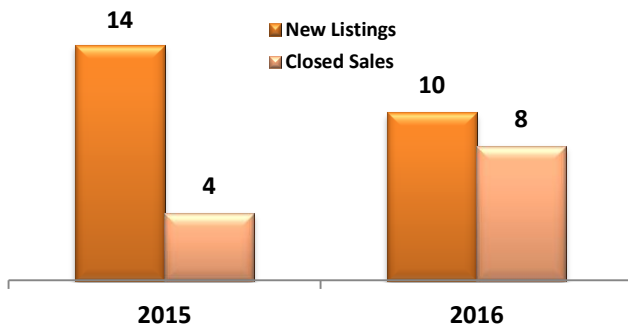
Le Sueur County, MN

	2015	2016	Change	2015	2016	Change
New Listings	14	10	-28.6%	54	40	-25.9%
Closed Sales	4	8	100.0%	32	22	-31.3%
Average Sales Price	\$231,250	\$254,850	10.2%	\$169,055	\$210,389	24.5%
Avg. Percent of Original List Price Received at Sale*	94.0%	96.0%	2.1%	91.0%	88.0%	-3.3%
Average Days on Market Until Sale	65	146	124.6%	142	195	37.3%
Total Current Inventory**	40	33	-17.5%	-	-	-
Single-Family Detached Inventory	40	30	-25.0%	-	-	-

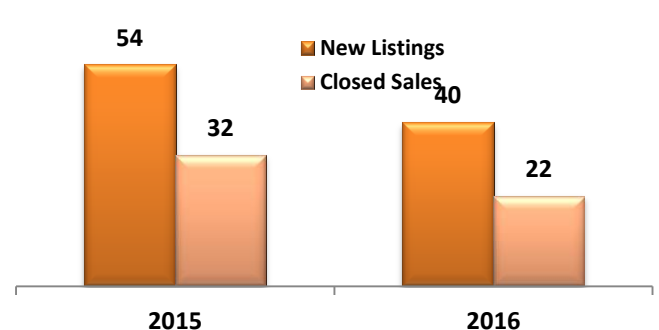
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

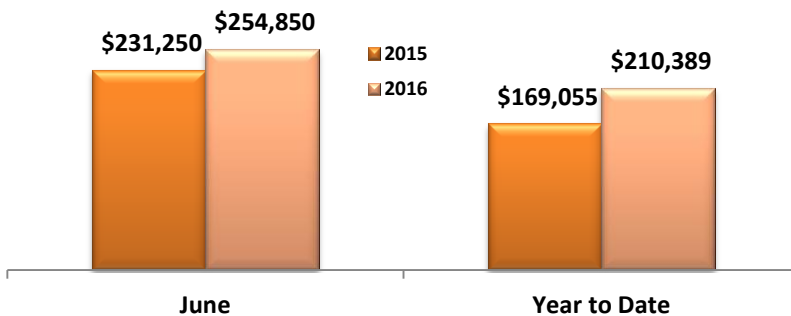
## Activity-Most Recent Month



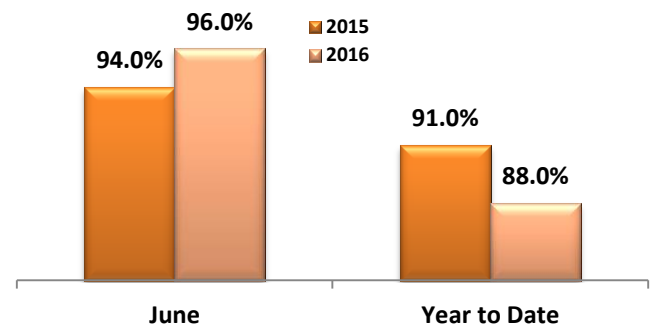
## Activity-Year to Date



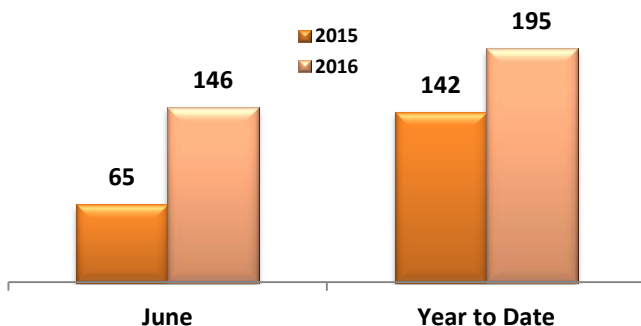
## Average Sales Price



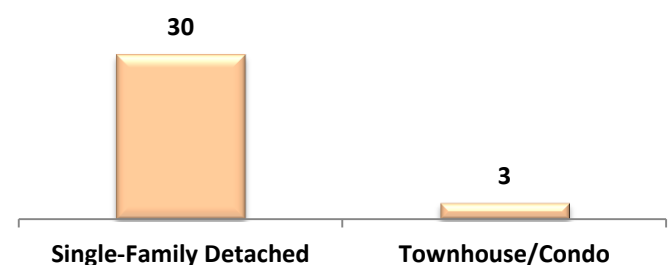
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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REALTOR® Association of Southern Minnesota Multiple Listing Service.

# Local Market Updates

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

## Lake Crystal

## June

## Year to Date

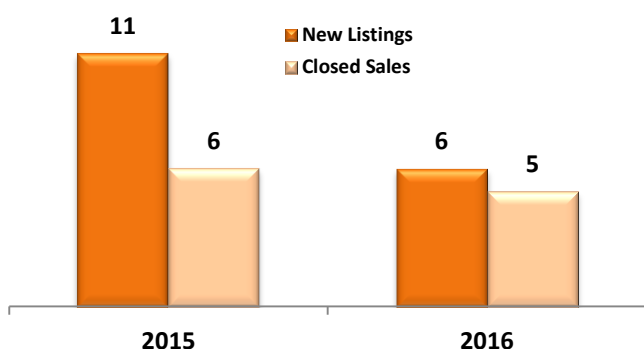
### Blue Earth County, MN

	2015	2016	Change	2015	2016	Change
New Listings	11	6	-45.5%	61	47	-23.0%
Closed Sales	6	5	-16.7%	25	21	-16.0%
Average Sales Price	\$129,658	\$179,700	38.6%	\$129,941	\$189,216	45.6%
Avg. Percent of Original List Price Received at Sale*	97.0%	98.0%	1.0%	93.0%	96.0%	3.2%
Average Days on Market Until Sale	167	108	-35.3%	108	136	25.9%
Total Current Inventory**	34	16	-52.9%	-	-	-
Single-Family Detached Inventory	33	14	-57.6%	-	-	-

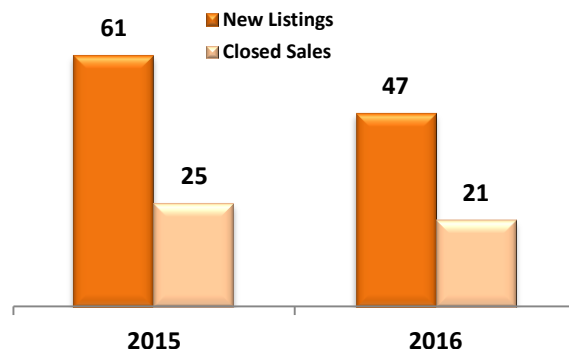
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

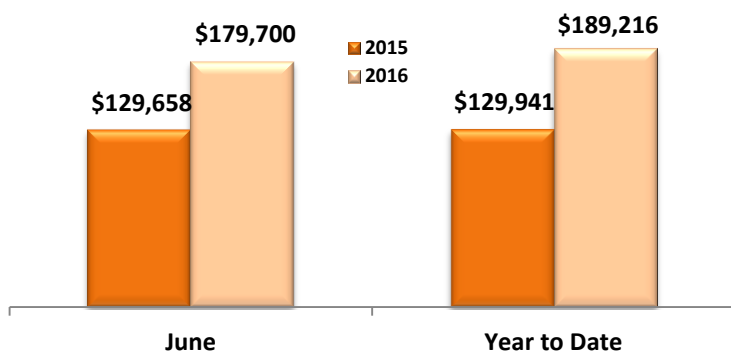
### Activity-Most Recent Month



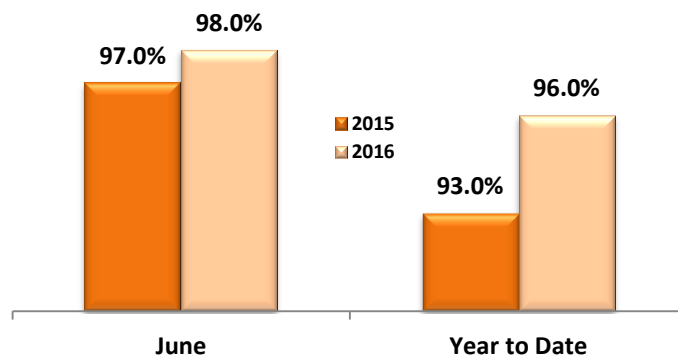
### Activity-Year to Date



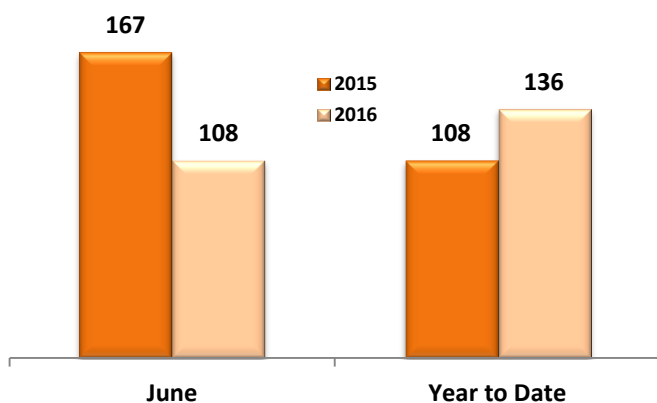
### Average Sales Price



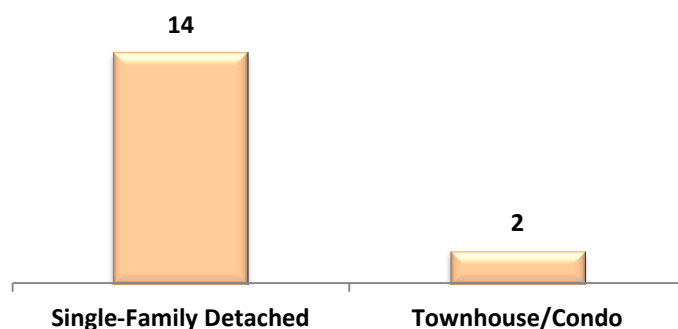
### Ratio of Sales Price to Original List Price



### 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

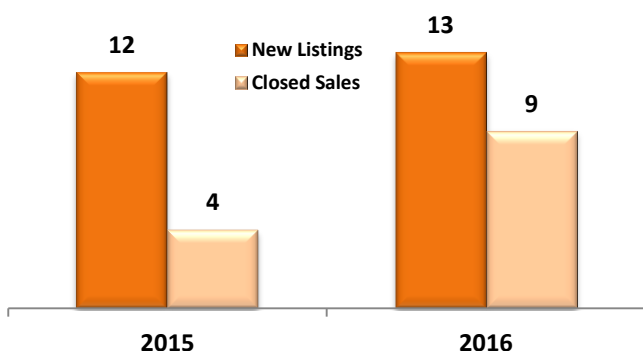
June

Year to Date

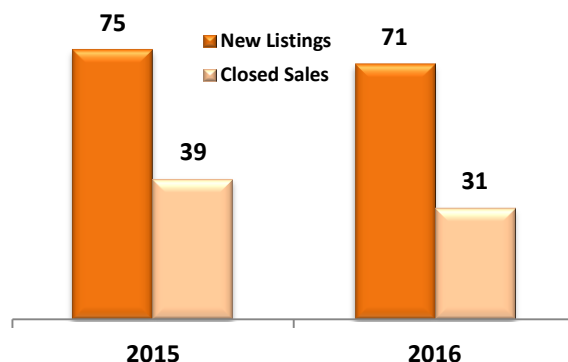
Le Sueur County, MN	2015	2016	Change	2015	2016	Change
New Listings	12	13	8.3%	75	71	-5.3%
Closed Sales	4	9	125.0%	39	31	-20.5%
Average Sales Price	\$132,500	\$151,111	14.0%	\$116,085	\$147,983	27.5%
Avg. Percent of Original List Price Received at Sale*	96.0%	92.0%	-4.2%	87.0%	94.0%	8.0%
Average Days on Market Until Sale	89	274	207.9%	119	195	63.9%
Total Current Inventory**	51	41	-19.6%	-	-	-
Single-Family Detached Inventory	48	38	-20.8%	-	-	-

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

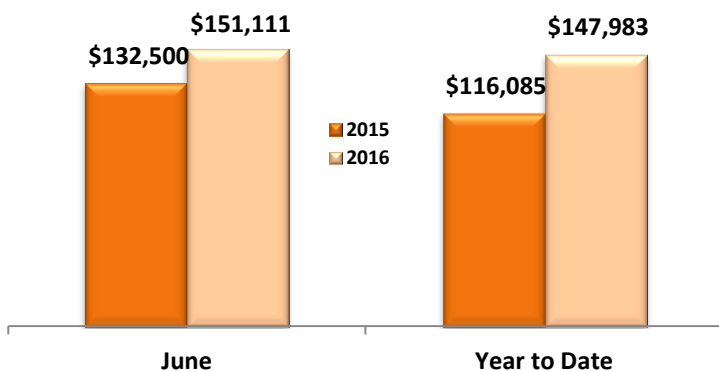
## Activity-Most Recent Month



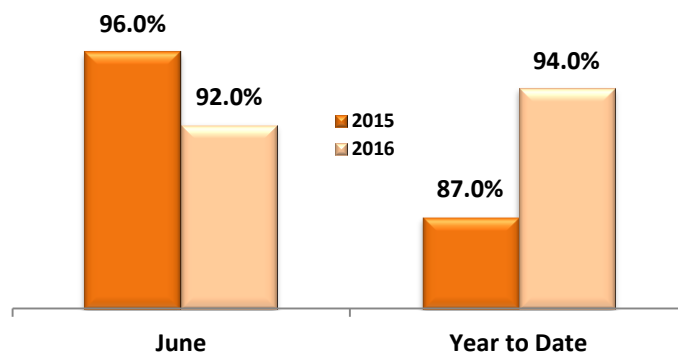
## Activity-Year to Date



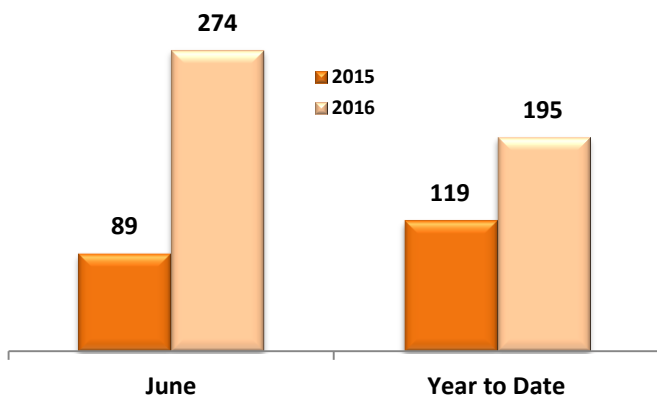
## Average Sales Price



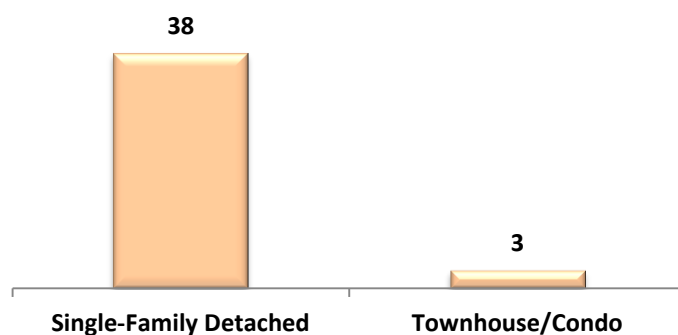
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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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

## June

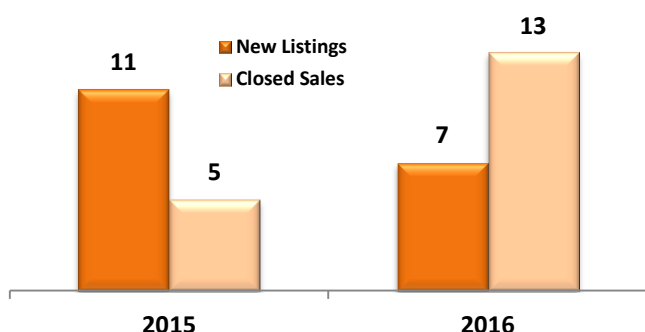
## Year to Date

Nicollet County, MN	2015	2016	Change	2015	2016	Change
New Listings	11	7	-36.4%	45	52	15.6%
Closed Sales	5	13	160.0%	27	36	33.3%
Average Sales Price	\$142,680	\$137,070	-3.9%	\$128,567	\$127,727	-0.7%
Avg. Percent of Original List Price Received at Sale*	98.0%	94.0%	-4.1%	95.0%	96.0%	1.1%
Average Days on Market Until Sale	73	140	91.8%	112	119	6.3%
Total Current Inventory**	17	15	-11.8%	-	-	-
Single-Family Detached Inventory	17	14	-17.6%	-	-	-

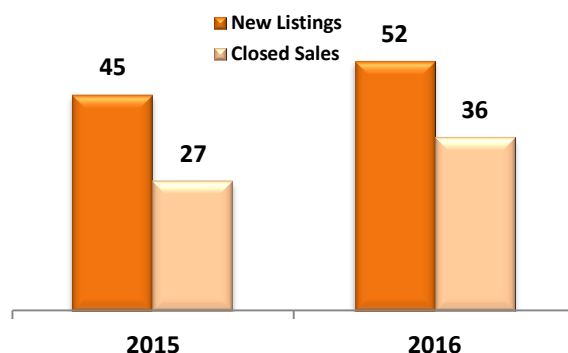
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

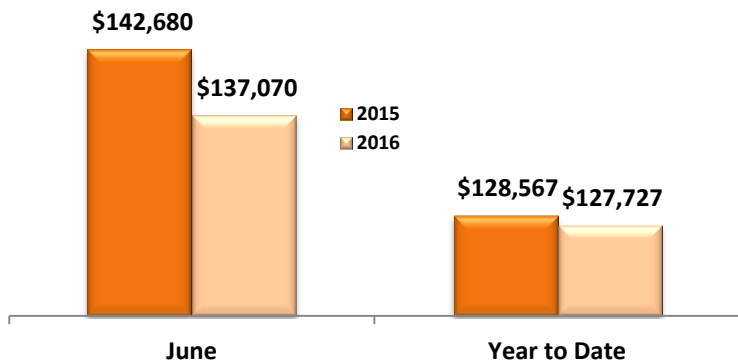
### Activity-Most Recent Month



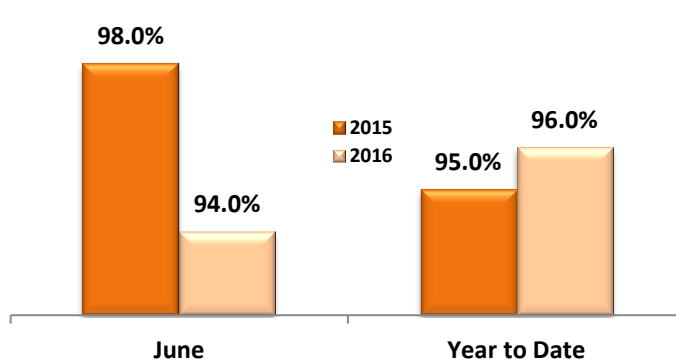
### Activity-Year to Date



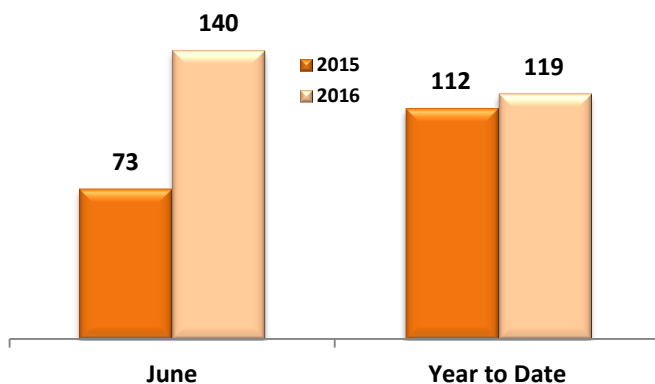
### Average Sales Price



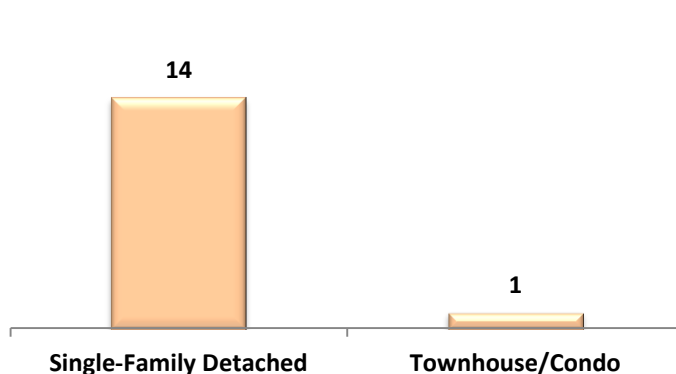
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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Madelia/St. James

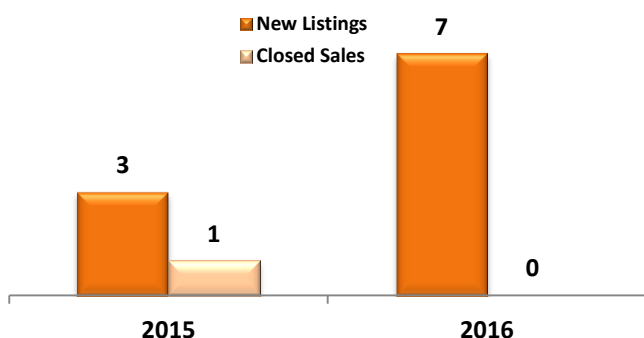
June

Year to Date

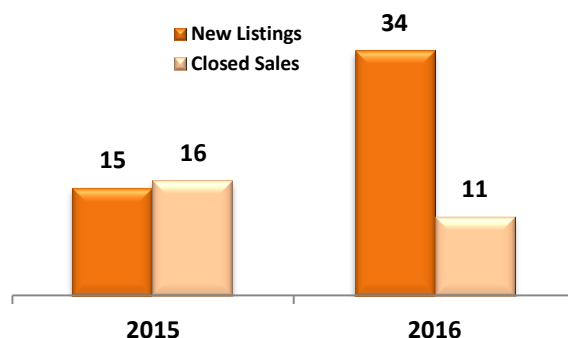
Watonwan County, MN	2015	2016	Change	2015	2016	Change
New Listings	3	7	133.3%	15	34	126.7%
Closed Sales	1	0	-100.0%	16	11	-31.3%
Average Sales Price	\$115,000	\$0	-100.0%	\$101,256	\$104,536	3.2%
Avg. Percent of Original List Price Received at Sale*	82.0%	0.0%	-100.0%	88.0%	96.0%	9.1%
Average Days on Market Until Sale	300	0	-100.0%	375	133	-64.5%
Total Current Inventory**	10	22	120.0%	-	-	-
Single-Family Detached Inventory	10	22	120.0%	-	-	-

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

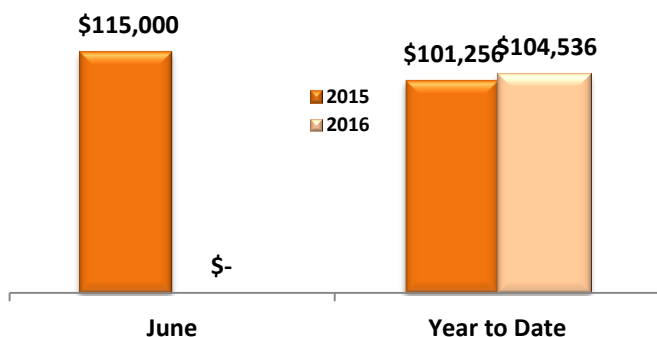
## Activity-Most Recent Month



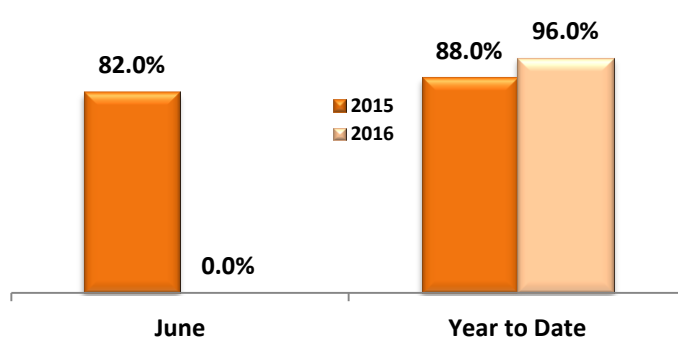
## Activity-Year to Date



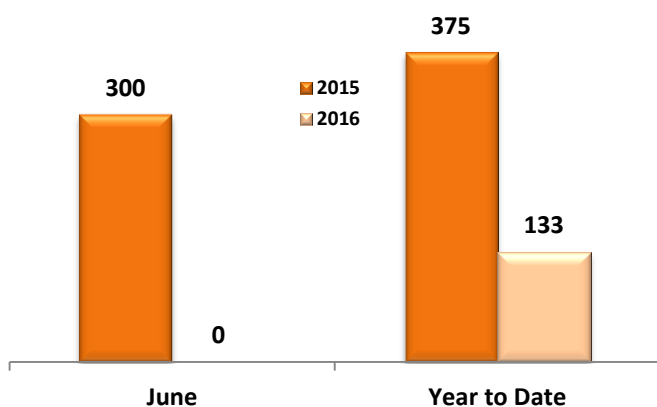
## Average Sales Price



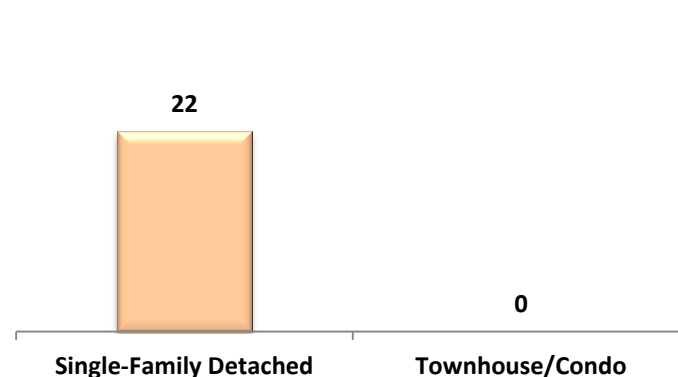
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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REALTOR® Association of Southern Minnesota Multiple Listing Service.

# Local Market Updates

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## Mankato Central

## June

## Year to Date

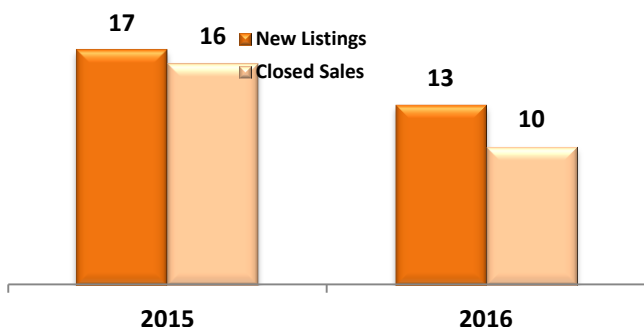
### Blue Earth County, MN

	2015	2016	Change	2015	2016	Change
New Listings	17	13	-23.5%	88	70	-20.5%
Closed Sales	16	10	-37.5%	46	50	8.7%
Average Sales Price	\$117,009	\$140,570	20.1%	\$115,024	\$133,094	15.7%
Avg. Percent of Original List Price Received at Sale*	97.0%	97.0%	0.0%	95.0%	96.0%	1.1%
Average Days on Market Until Sale	81	90	11.1%	120	116	-3.3%
Total Current Inventory**	40	34	-15.0%	-	-	-
Single-Family Detached Inventory	36	31	-13.9%	-	-	-

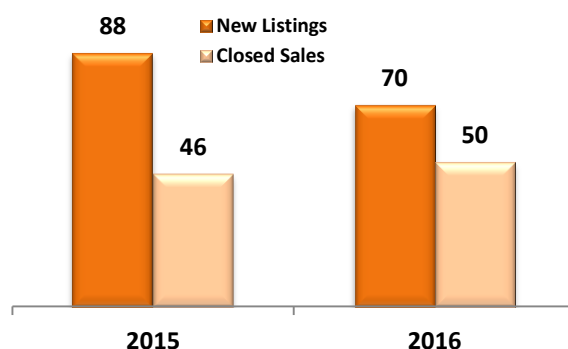
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

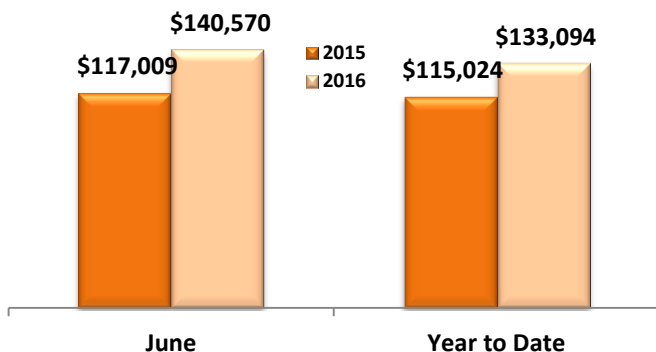
## Activity-Most Recent Month



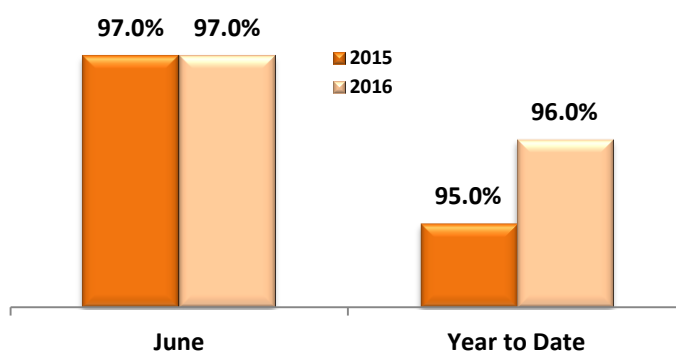
## Activity-Year to Date



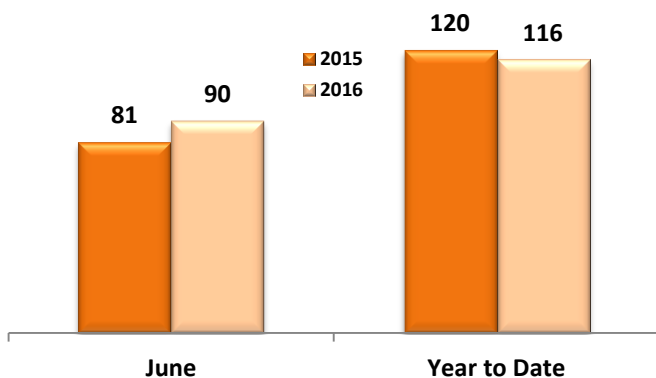
## Average Sales Price



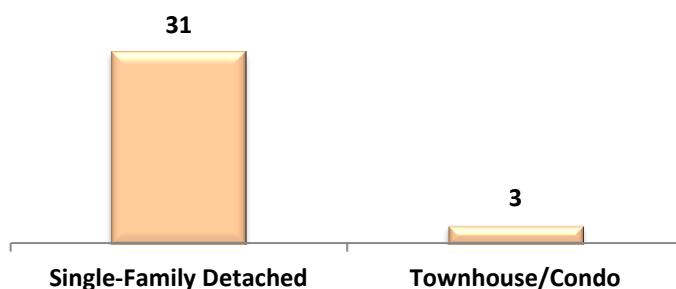
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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## Mankato Hilltop

## June

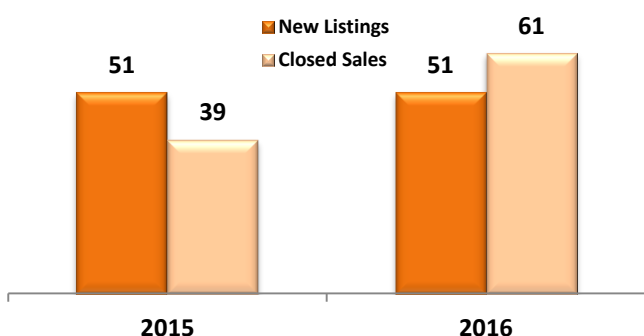
## Year to Date

Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	51	51	0.0%	247	228	-7.7%
Closed Sales	39	61	56.4%	161	167	3.7%
Average Sales Price	\$214,962	\$250,876	16.7%	\$194,733	\$231,202	18.7%
Avg. Percent of Original List Price Received at Sale*	97.0%	97.0%	0.0%	97.0%	97.0%	0.0%
Average Days on Market Until Sale	101	124	22.8%	116	117	0.9%
Total Current Inventory**	95	68	-28.4%	-	-	-
Single-Family Detached Inventory	75	53	-29.3%	-	-	-

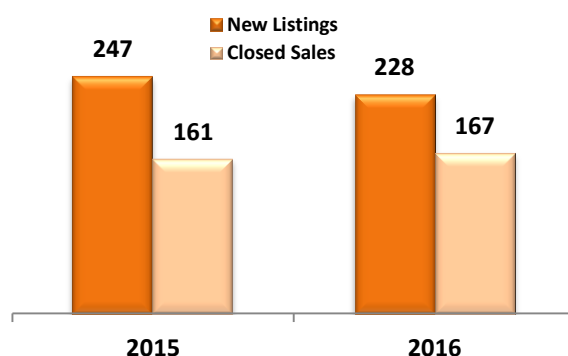
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

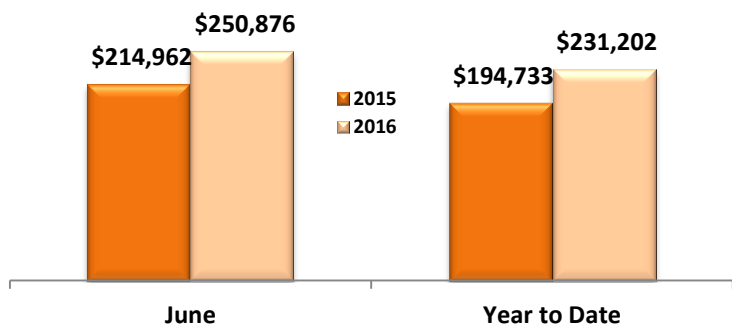
## Activity-Most Recent Month



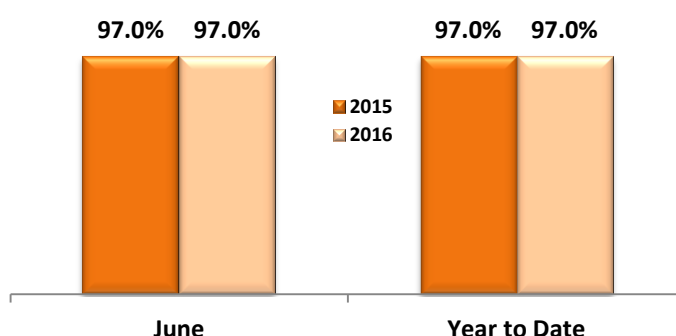
## Activity-Year to Date



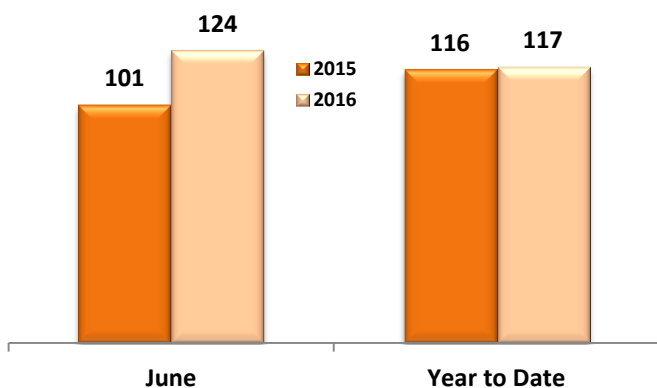
## Average Sales Price



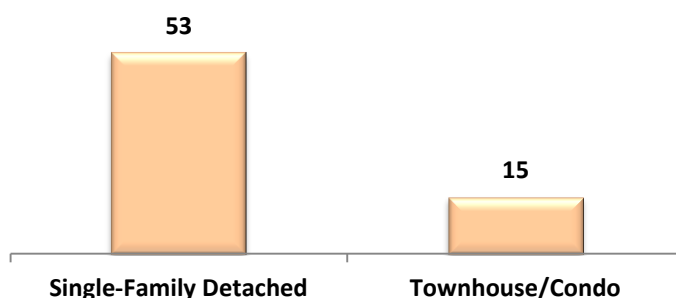
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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Mankato-James/SouthView/Viking Terrace/Kensington

June

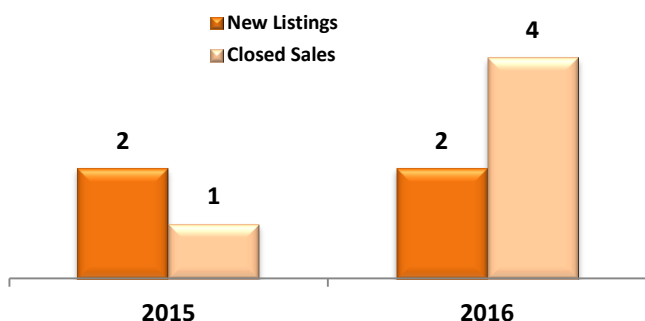
Year to Date

Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	2	2	0.0%	18	14	-22.2%
Closed Sales	1	4	300.0%	6	12	100.0%
Average Sales Price	\$340,000	\$382,500	12.5%	\$227,166	\$325,191	43.2%
Avg. Percent of Original List Price Received at Sale*	97.0%	94.0%	-3.1%	98.0%	96.0%	-2.0%
Average Days on Market Until Sale	47	95	102.1%	78	97	24.4%
Total Current Inventory**	11	3	-72.7%	-	-	-
Single-Family Detached Inventory	10	2	-80.0%	-	-	-

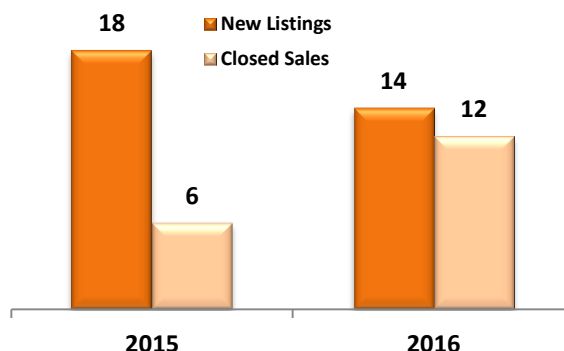
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

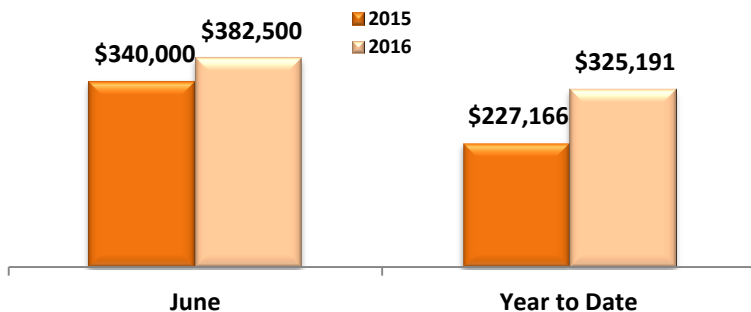
## Activity-Most Recent Month



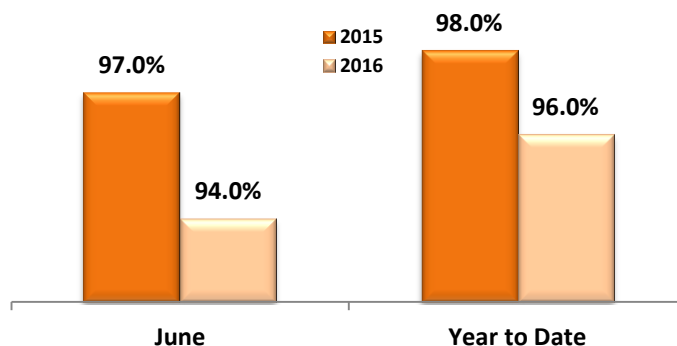
## Activity-Year to Date



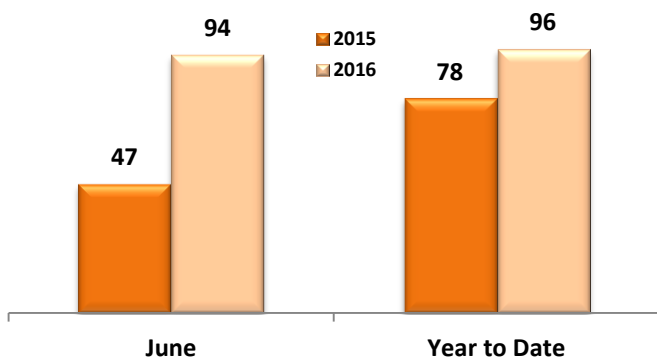
## Average Sales Price



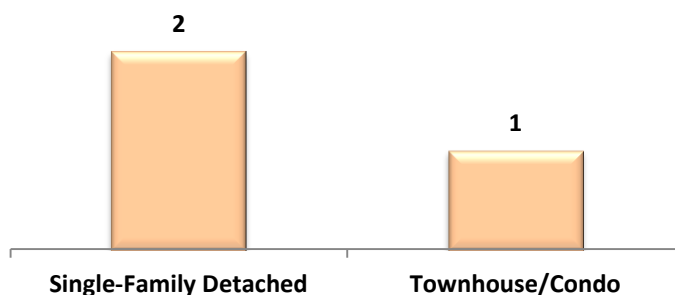
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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## Mankato and North Mankato

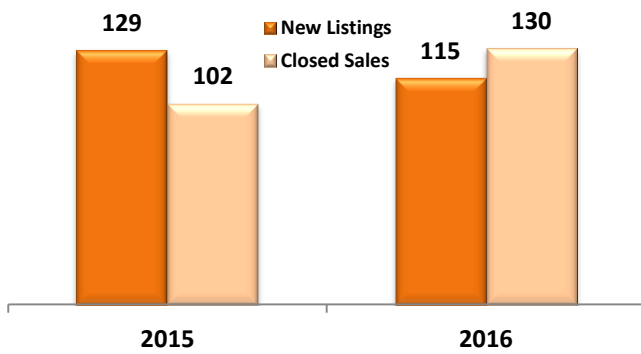
## June

## Year to Date

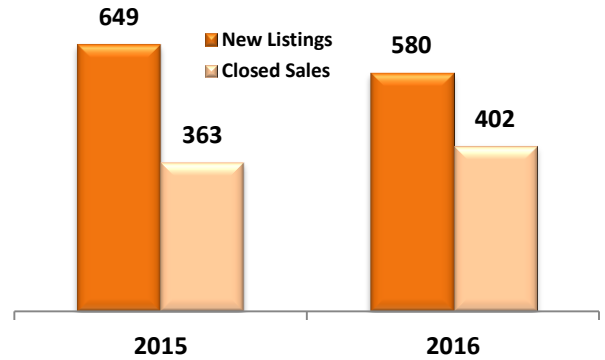
Blue Earth/Nicollet County, MN	2015	2016	Change	2015	2016	Change
New Listings	129	115	-10.9%	649	580	-10.6%
Closed Sales	102	130	27.5%	363	402	10.7%
Average Sales Price	\$200,695	\$232,667	15.9%	\$188,736	\$215,869	14.4%
Avg. Percent of Original List Price Received at Sale*	98.0%	96.0%	-2.0%	96.0%	96.0%	0.0%
Average Days on Market Until Sale	94	115	22.3%	120	118	-1.7%
Total Current Inventory**	294	194	-34.0%	-	-	-
Single-Family Detached Inventory	228	171	-25.0%	-	-	-

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

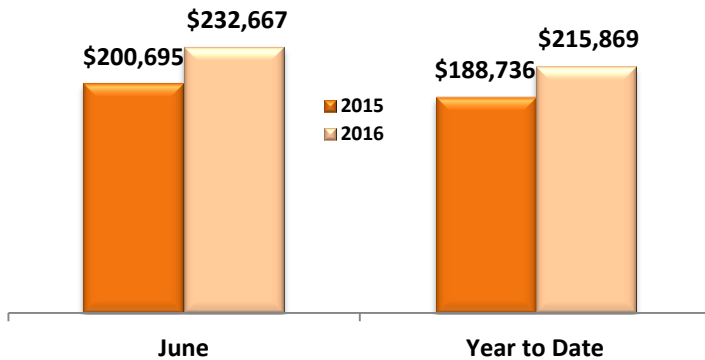
### Activity-Most Recent Month



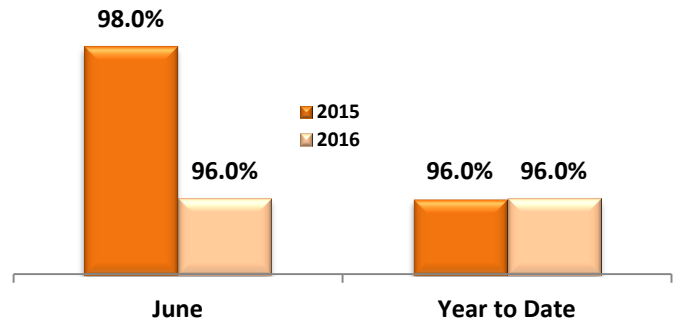
### Activity-Year to Date



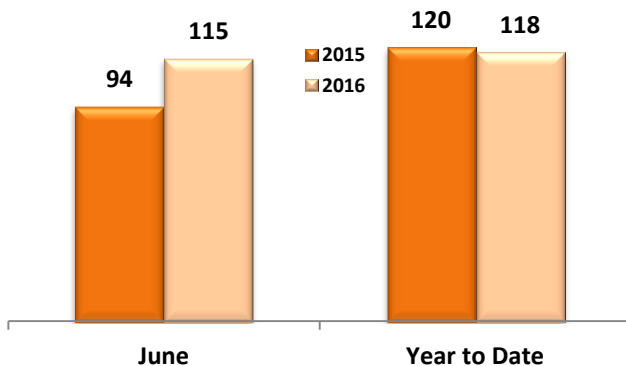
### Average Sales Price



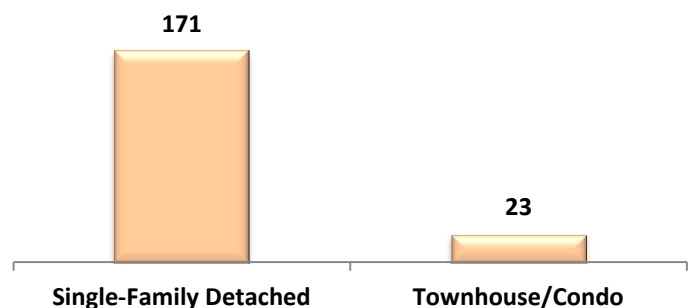
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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Mapleton/Amboy/Minnesota Lake/Good Thunder

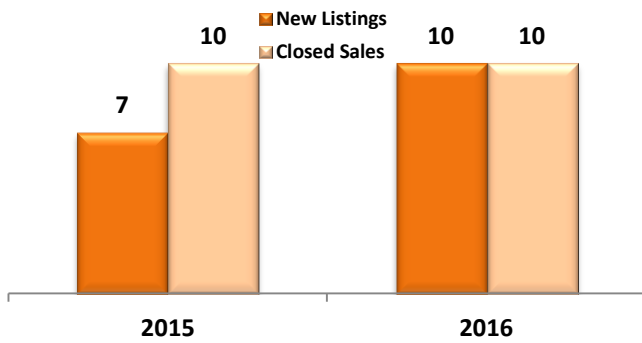
June

Year to Date

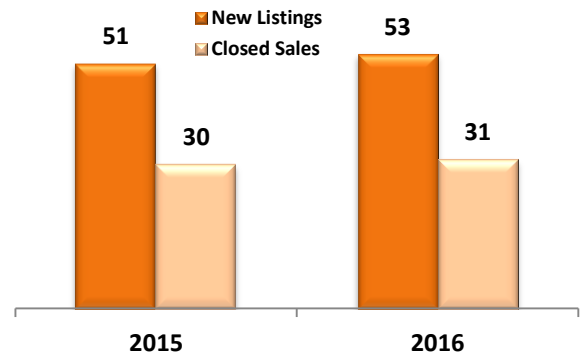
Blue Earth County, MN	2015	2016	Change	2015	2016	Change
New Listings	7	10	42.9%	51	53	3.9%
Closed Sales	10	10	0.0%	30	31	3.3%
Average Sales Price	\$90,260	\$158,560	75.7%	\$121,292	\$120,826	-0.4%
Avg. Percent of Original List Price Received at Sale*	85.0%	89.0%	4.7%	88.0%	84.0%	-4.5%
Average Days on Market Until Sale	250	156	-27.6%	202	205	1.5%
Total Current Inventory**	41	39	-4.9%	-	-	-
Single-Family Detached Inventory	41	39	-4.9%	-	-	-

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

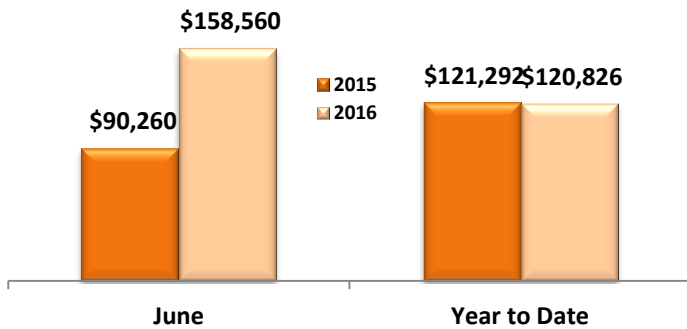
## Activity-Most Recent Month



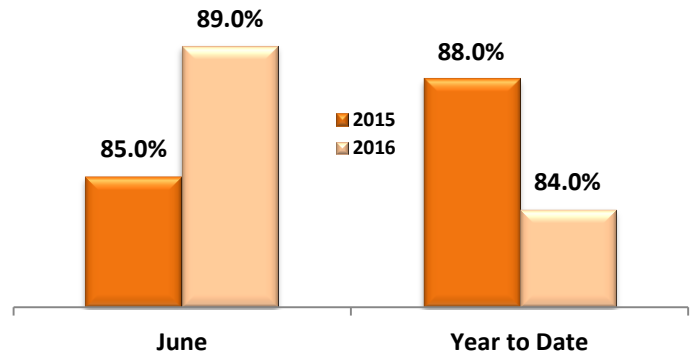
## Activity-Year to Date



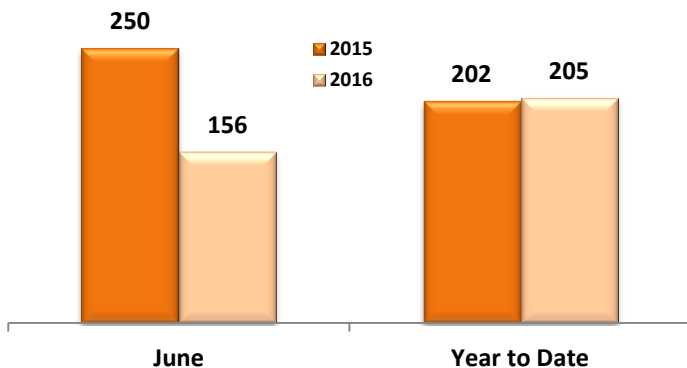
## Average Sales Price



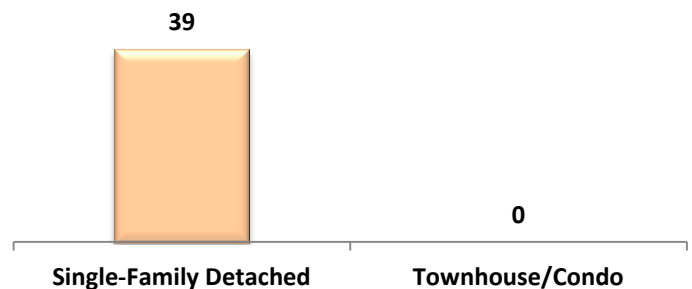
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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## New Ulm/Hanska/Lafayette/Courtland

## June

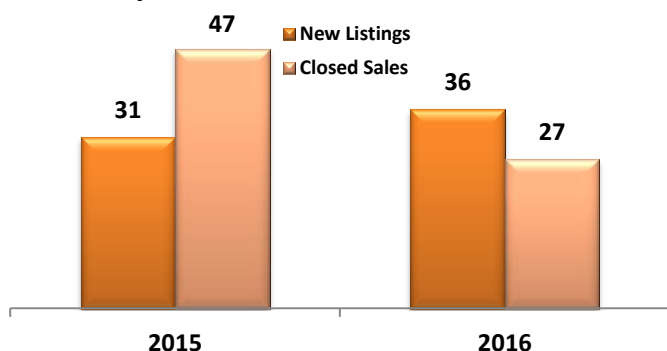
## Year to Date

Brown County, MN	2015	2016	Change	2015	2016	Change
New Listings	31	36	16.1%	159	144	-9.4%
Closed Sales	47	27	-42.6%	124	91	-26.6%
Average Sales Price	\$153,147	\$141,351	-7.7%	\$149,534	\$143,209	-4.2%
Avg. Percent of Original List Price Received at Sale*	96.0%	95.0%	-1.0%	93.0%	95.0%	2.2%
Average Days on Market Until Sale	135	96	-28.9%	142	125	-12.0%
Total Current Inventory**	66	56	-15.2%	-	-	-
Single-Family Detached Inventory	65	54	-16.9%	-	-	-

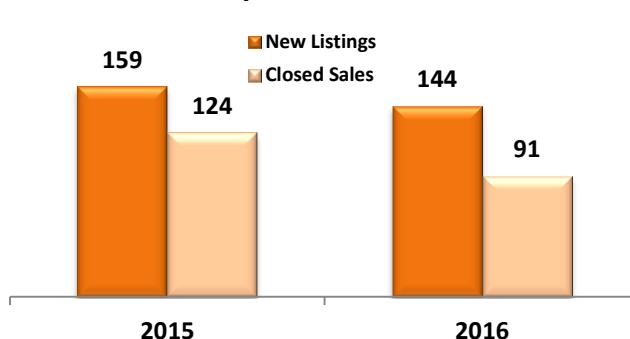
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

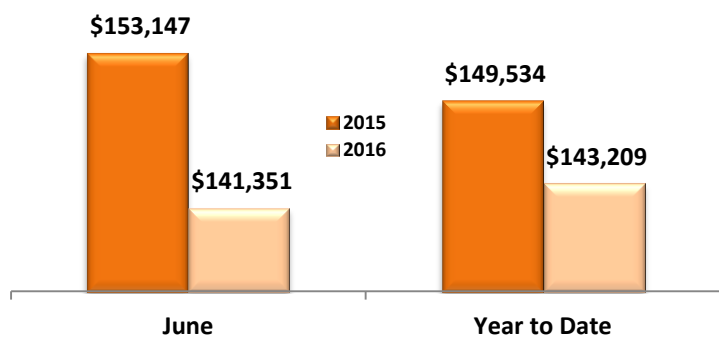
### Activity-Most Recent Month



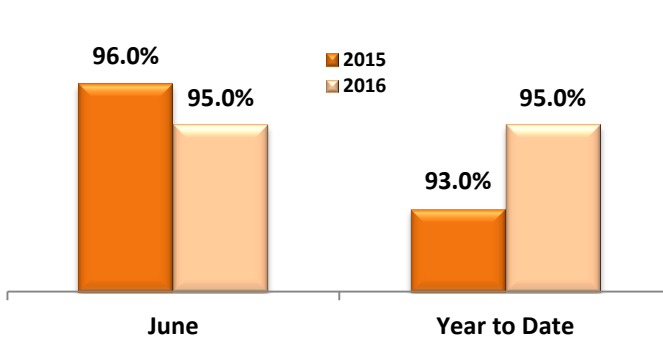
### Activity-Year to Date



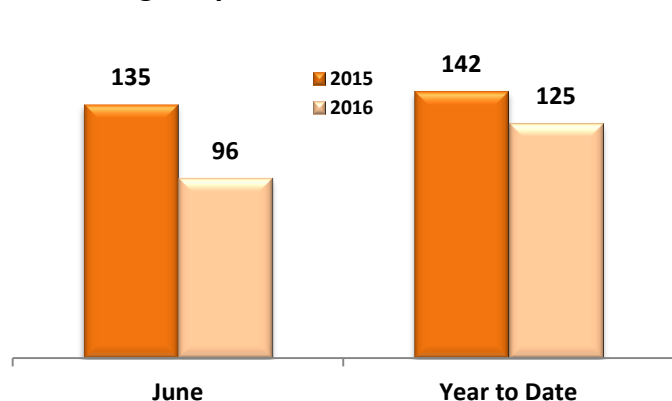
### Average Sales Price



### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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Nicollet/Judson

June

Year to Date

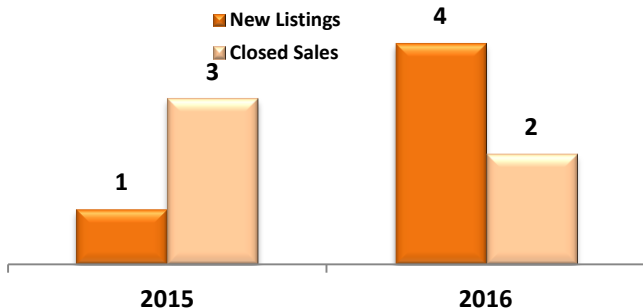
Late Sales recorded in MLS  
figured in Year to Date Totals

Multiple Counties, MN

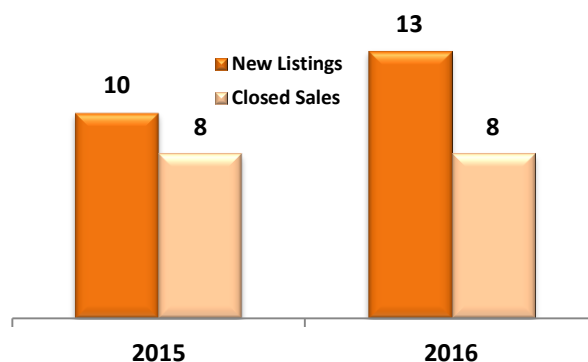
	2015	2016	Change	2015	2016	Change
New Listings	1	4	300.0%	10	13	30.0%
Closed Sales	3	2	-33.3%	8	8	0.0%
Average Sales Price	\$158,333	\$186,350	17.7%	\$140,787	\$155,393	10.4%
Avg. Percent of Original List Price Received at Sale*	99.0%	94.0%	-5.1%	96.0%	97.0%	1.0%
Average Days on Market Until Sale	60	120	100.0%	108	137	26.9%
Total Current Inventory**	4	4	0.0%	-	-	-
Single-Family Detached Inventory	4	4	0.0%	-	-	-

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

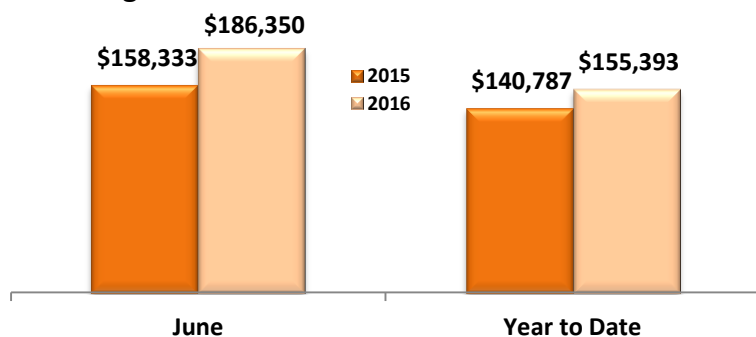
## Activity-Most Recent Month



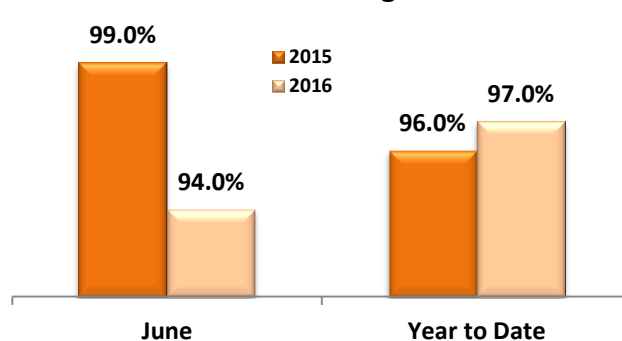
## Activity-Year to Date



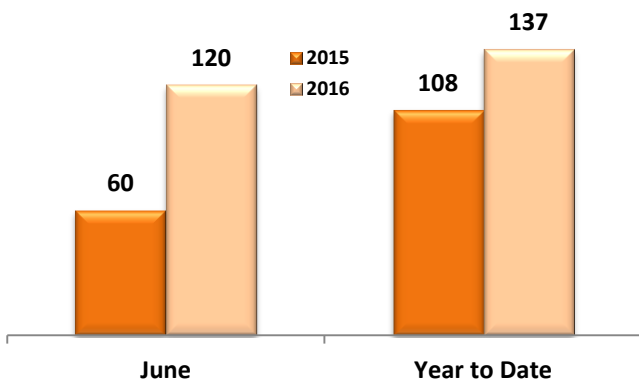
## Average Sales Price



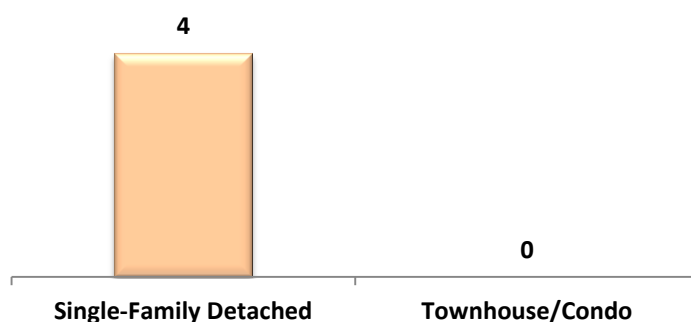
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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## Rural Mankato and North Mankato

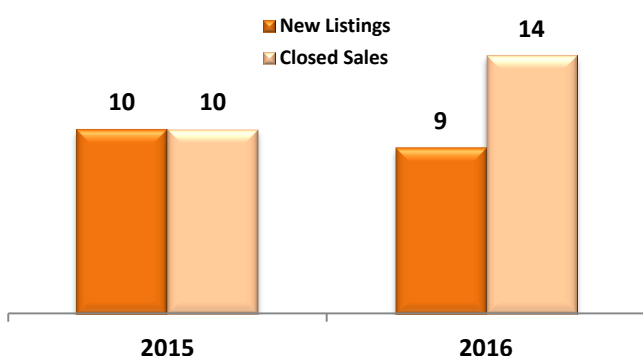
## June

## Year to Date

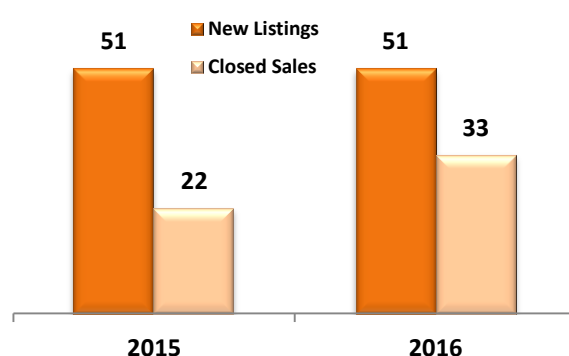
Multiple Counties, MN	2015	2016	Change	2015	2016	Change
New Listings	10	9	-10.0%	51	51	0.0%
Closed Sales	10	14	40.0%	22	33	50.0%
Average Sales Price	\$293,141	\$275,592	-6.0%	\$309,928	\$299,609	-3.3%
Avg. Percent of Original List Price Received at Sale*	111.0%	93.0%	-16.2%	94.0%	94.0%	0.0%
Average Days on Market Until Sale	96	116	20.8%	166	121	-27.1%
Total Current Inventory**	34	22	-35.3%	-	-	-
Single-Family Detached Inventory	34	22	-35.3%	-	-	-

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

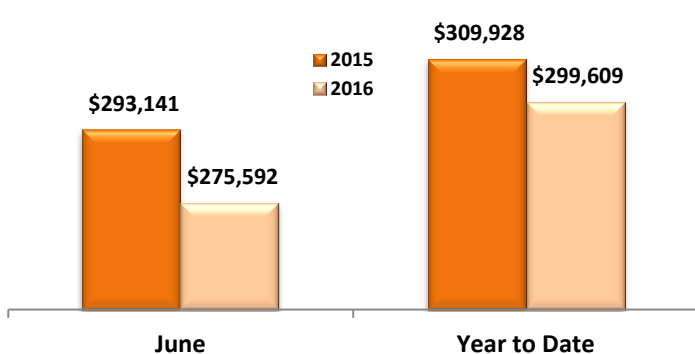
### Activity-Most Recent Month



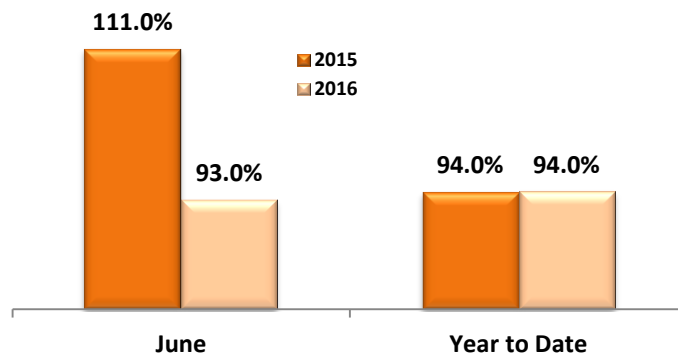
### Activity-Year to Date



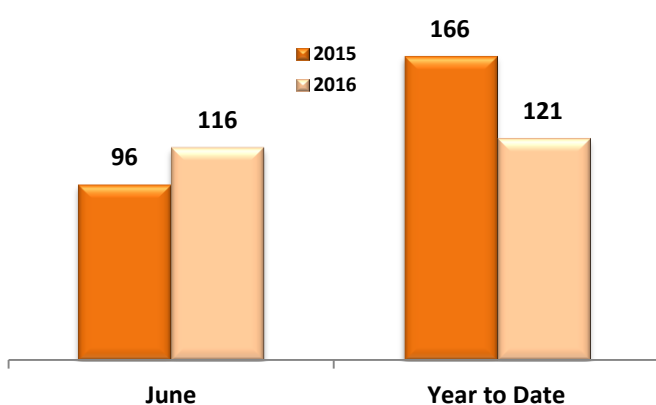
### Average Sales Price



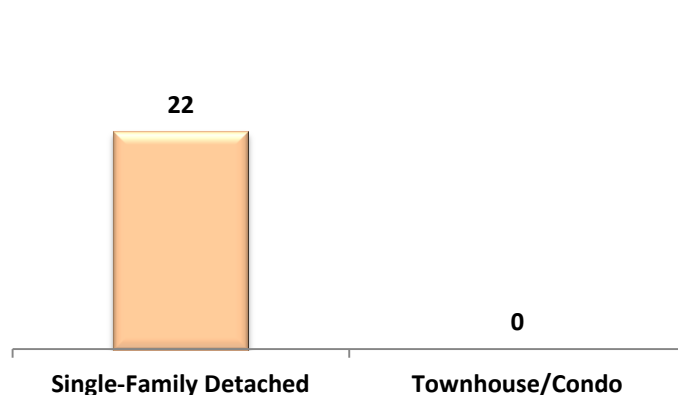
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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Sleepy Eye/Comfrey

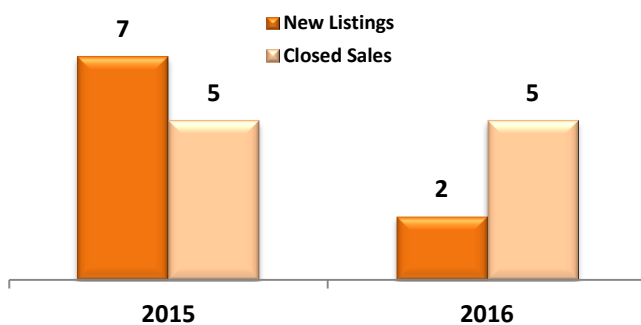
June

Year to Date

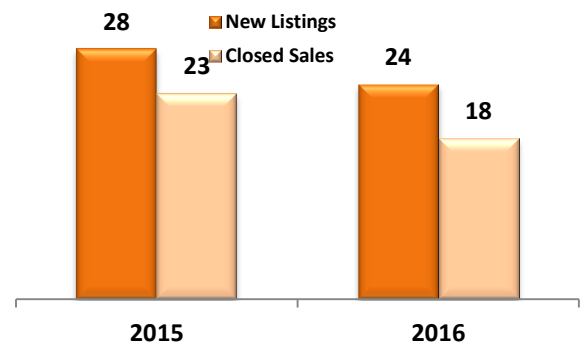
Brown County, MN	2015	2016	Change	2015	2016	Change
New Listings	7	2	-71.4%	28	24	-14.3%
Closed Sales	5	5	0.0%	23	18	-21.7%
Average Sales Price	\$85,800	\$96,419	12.4%	\$81,978	\$87,127	6.3%
Avg. Percent of Original List Price Received at Sale*	88.0%	95.0%	8.0%	88.0%	89.0%	1.1%
Average Days on Market Until Sale	126	317	151.6%	146	248	69.9%
Total Current Inventory**	34	16	-52.9%	-	-	-
Single-Family Detached Inventory	31	11	-64.5%	-	-	-

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

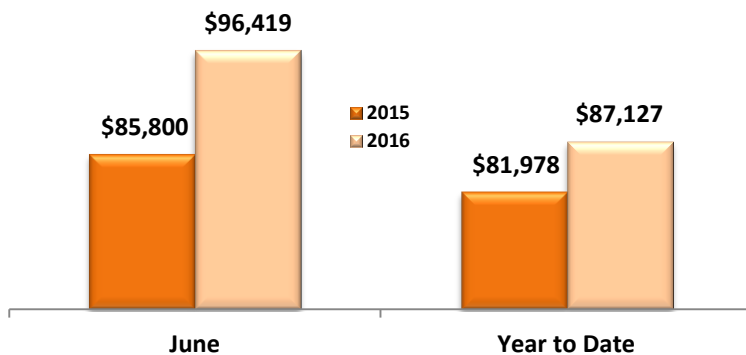
## Activity-Most Recent Month



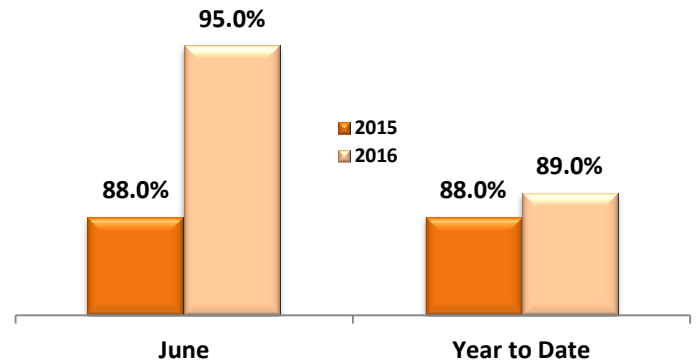
## Activity-Year to Date



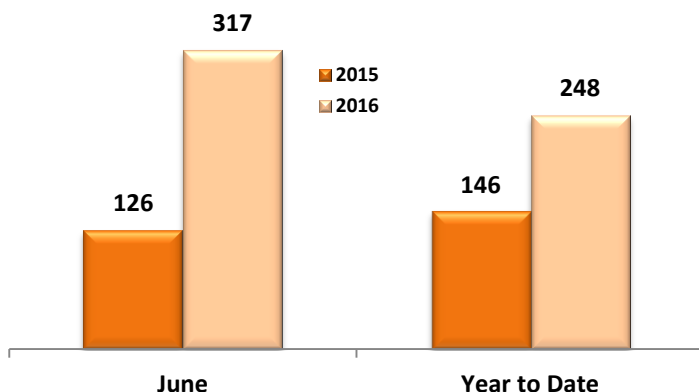
## Average Sales Price



## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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St. Clair/Waldorf/Pemberton/Janesville

June

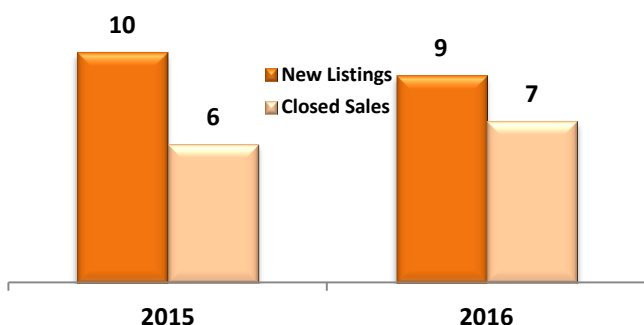
Year to Date

Late Sales recorded in  
MLS figured in Year to  
Date Totals

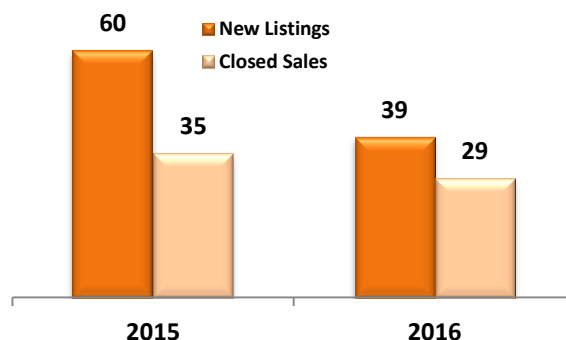
Multiple Counties, MN	2015	2016	Change	2015	2016	Change
New Listings	10	9	-10.0%	60	39	-35.0%
Closed Sales	6	7	16.7%	35	29	-17.1%
Average Sales Price	\$119,400	\$160,255	34.2%	\$121,074	\$134,860	11.4%
Avg. Percent of Original List Price Received at Sale*	95.0%	96.0%	1.1%	92.0%	92.0%	0.0%
Average Days on Market Until Sale	84	145	72.6%	136	148	8.8%
Total Current Inventory**	30	17	-43.3%	-	-	-
Single-Family Detached Inventory	28	17	-39.3%	-	-	-

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

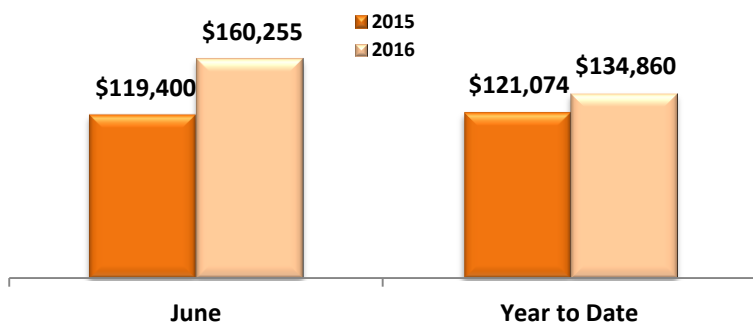
## Activity-Most Recent Month



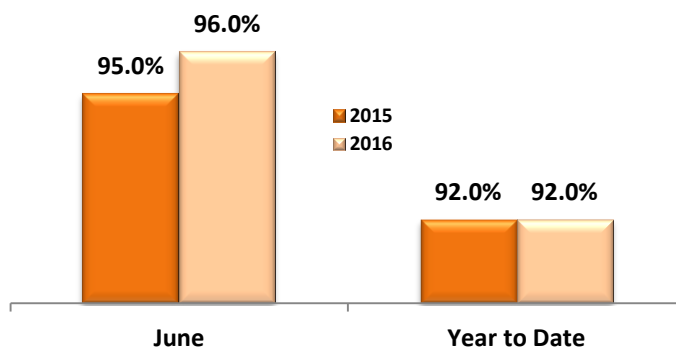
## Activity-Year to Date



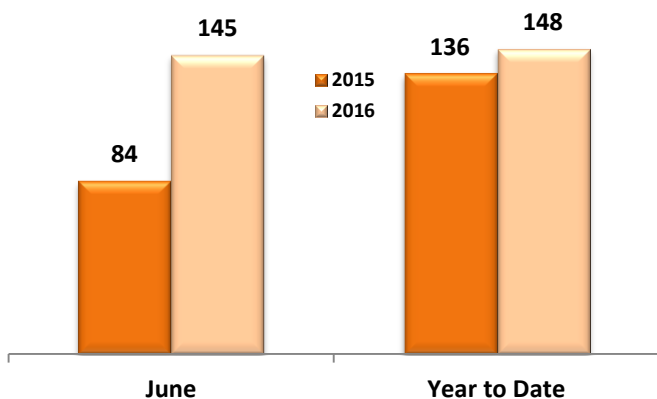
## Average Sales Price



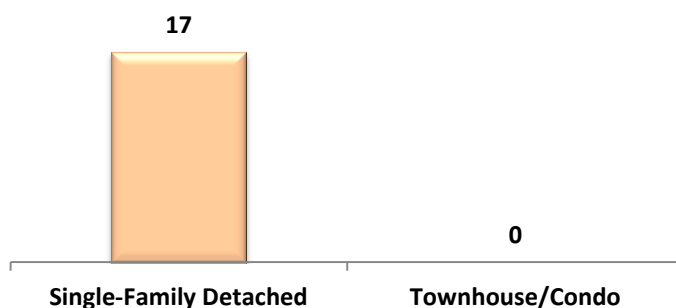
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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St. Peter/Kasota/Cleveland

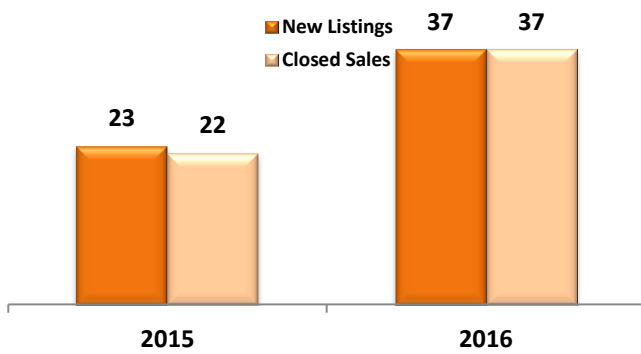
June

Year to Date

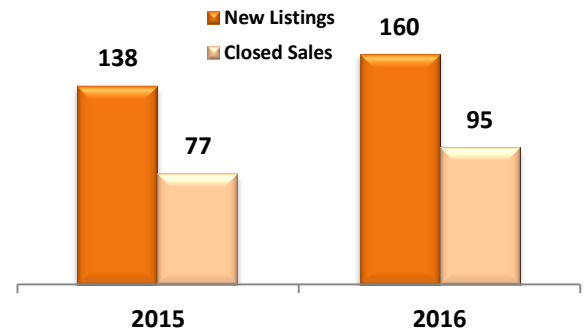
Multiple Counties, MN	2015	2016	Change	2015	2016	Change
New Listings	23	37	60.9%	138	160	15.9%
Closed Sales	22	37	68.2%	77	95	23.4%
Average Sales Price	\$173,464	\$190,055	9.6%	\$176,332	\$186,916	6.0%
Avg. Percent of Original List Price Received at Sale*	91.0%	93.0%	2.2%	91.0%	95.0%	4.4%
Average Days on Market Until Sale	140	172	22.9%	162	151	-6.8%
Total Current Inventory**	94	73	-22.3%	-	-	-
Single-Family Detached Inventory	83	69	-16.9%	-	-	-

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

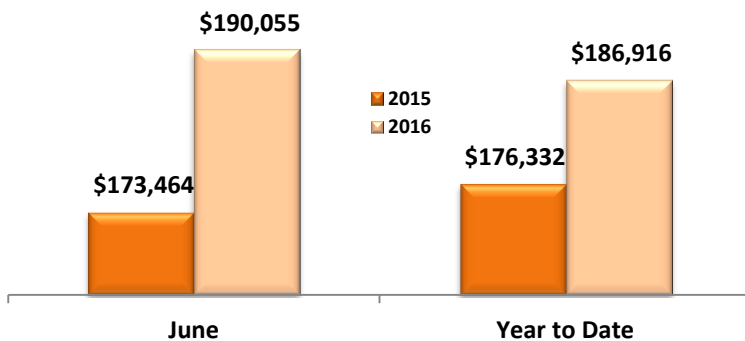
## Activity-Most Recent Month



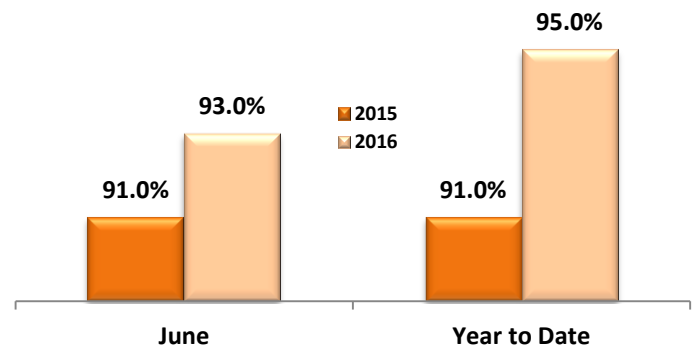
## Activity-Year to Date



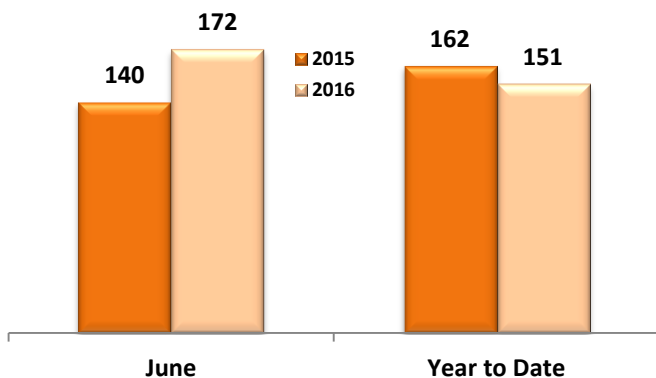
## Average Sales Price



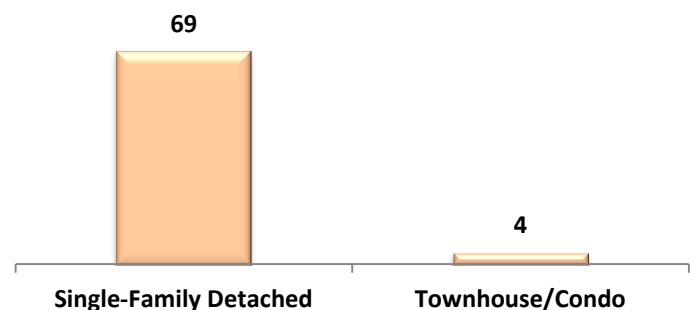
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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## Upper North Mankato

## June

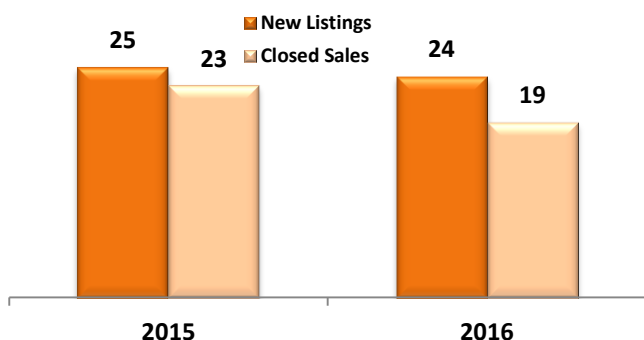
## Year to Date

Nicollet County, MN	2015	2016	Change	2015	2016	Change
New Listings	25	24	-4.0%	129	113	-12.4%
Closed Sales	23	19	-17.4%	73	70	-4.1%
Average Sales Price	\$215,288	\$257,728	19.7%	\$223,772	\$257,215	14.9%
Avg. Percent of Original List Price Received at Sale*	99.0%	95.0%	-4.0%	97.0%	96.0%	-1.0%
Average Days on Market Until Sale	102	114	11.8%	126	132	4.8%
Total Current Inventory**	53	39	-26.4%	-	-	-
Single-Family Detached Inventory	38	36	-5.3%	-	-	-

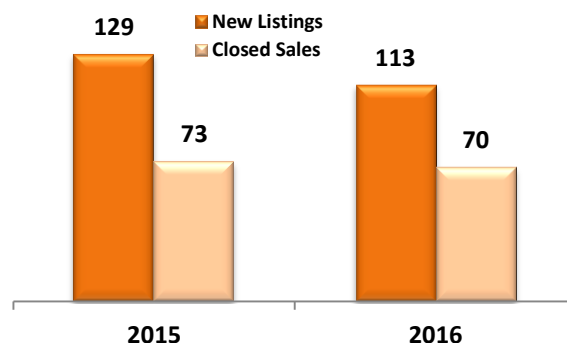
\*Does not account for list prices from any previous listing contracts or seller concessions

\*\*City inventory figures were first tracked in June 2007

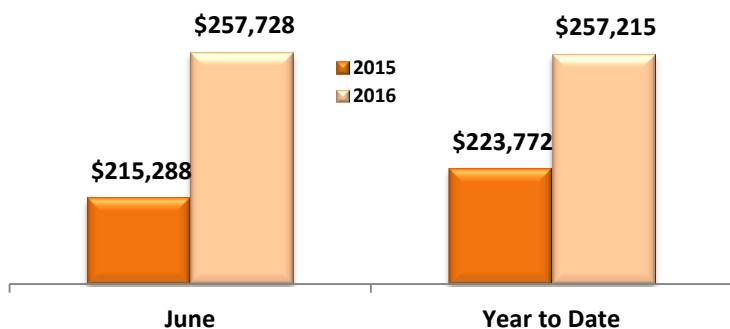
### Activity-Most Recent Month



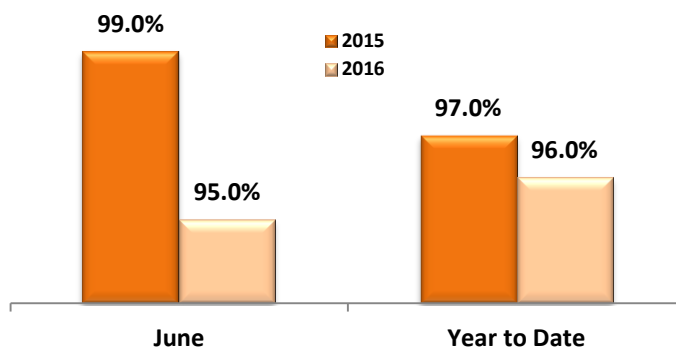
### Activity-Year to Date



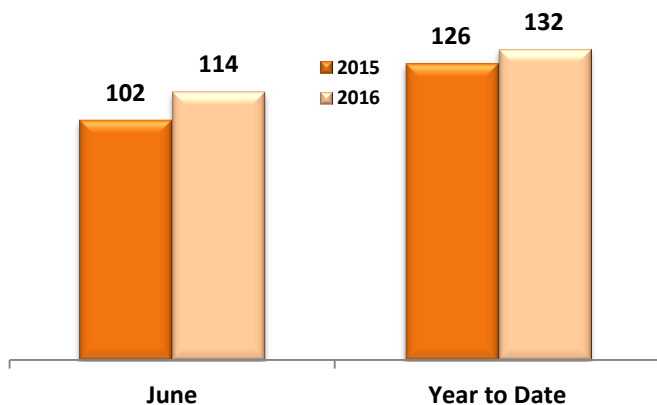
### Average Sales Price



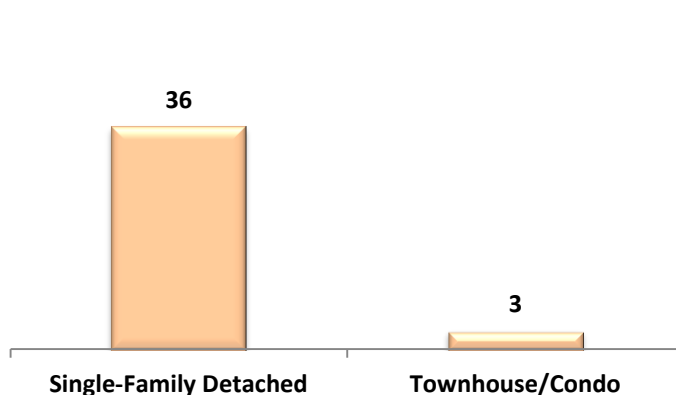
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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## West Mankato/Skyline

## June

## Year to Date

### Blue Earth County, MN

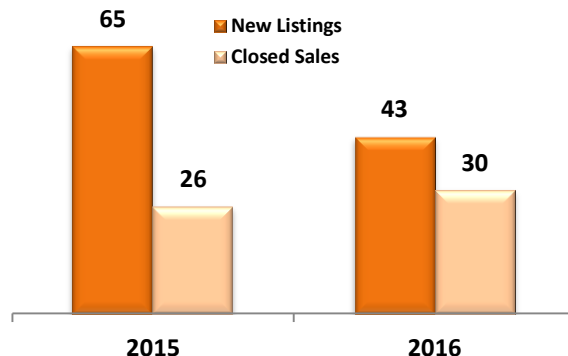
	2015	2016	Change	2015	2016	Change
New Listings	11	8	83.3%	65	43	-33.8%
Closed Sales	8	7	-28.6%	26	30	15.4%
Average Sales Price	\$159,854	<b>\$182,571</b>	11.5%	\$142,453	<b>\$158,692</b>	11.4%
Avg. Percent of Original List Price Received at Sale*	98.0%	<b>100.0%</b>	2.1%	96.0%	<b>97.0%</b>	1.0%
Average Days on Market Until Sale	78	<b>49</b>	-24.1%	115	<b>104</b>	-9.6%
Total Current Inventory**	40	9	-57.1%	-	-	-
Single-Family Detached Inventory	16	9	-36.4%	-	-	-

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

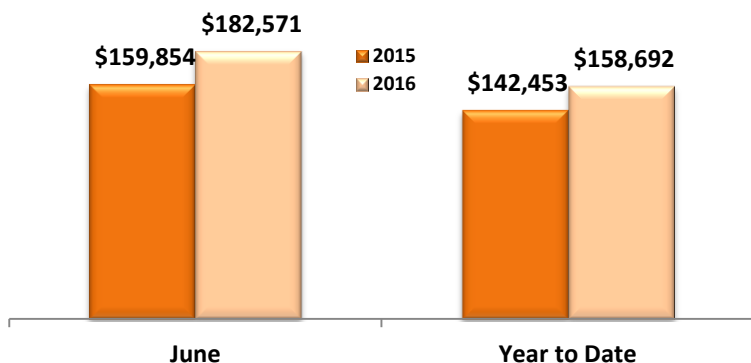
### Activity-Most Recent Month



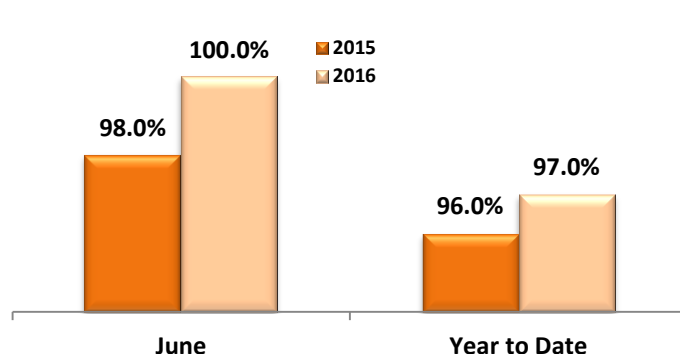
### Activity-Year to Date



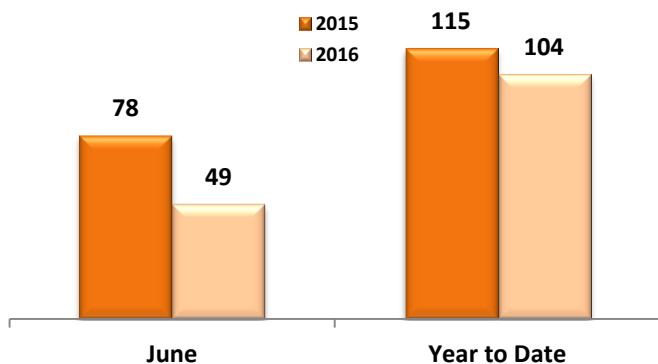
### Average Sales Price



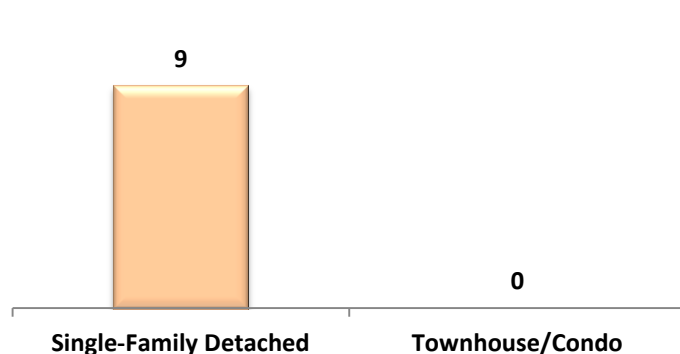
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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