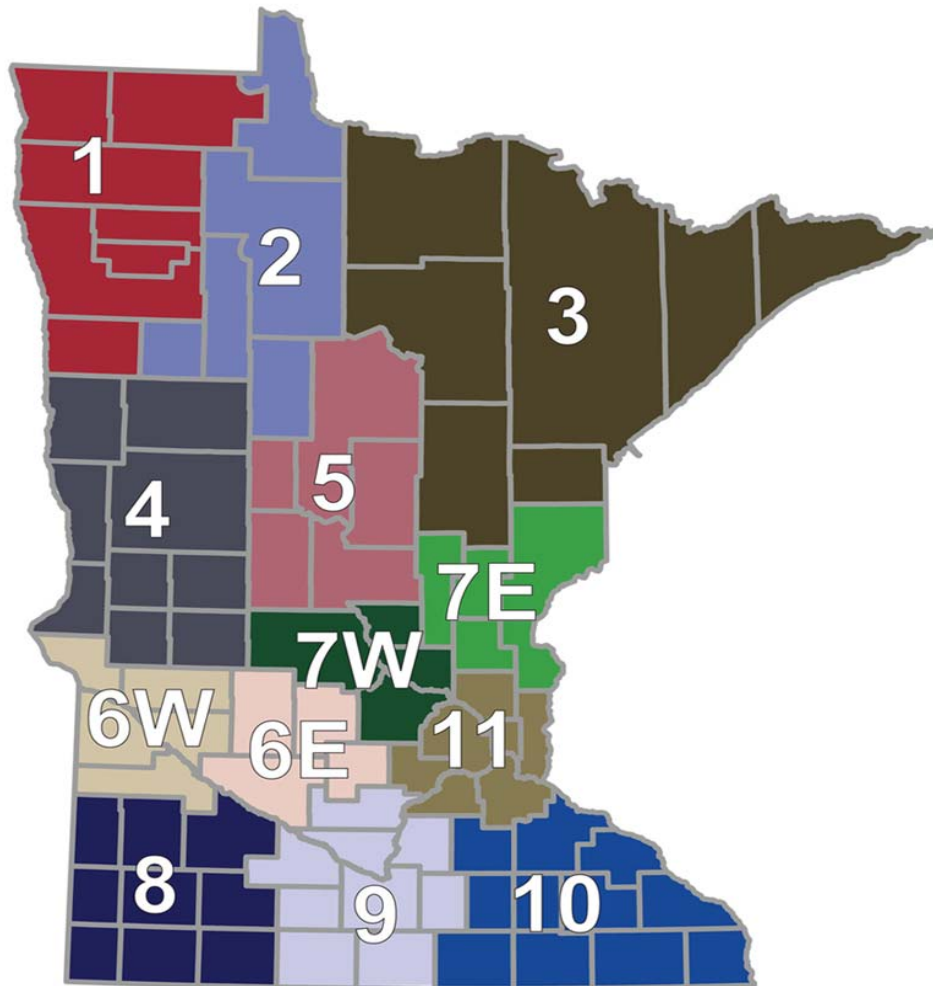


# Minnesota Regional Development Organizations



- 1 – Northwest Region
- 2 – Headwaters Region
- 3 – Arrowhead Region
- 4 – West Central Region
- 5 – North Central Region
- 6E – Southwest Central Region
- 6W – Upper Minnesota Valley Region



- 7E – East Central Region
- 7W – Central Region
- 8 – Southwest Region
- 9 – South Central Region
- 10 – Southeast Region
- 11 – 7-County Twin Cities Region

# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

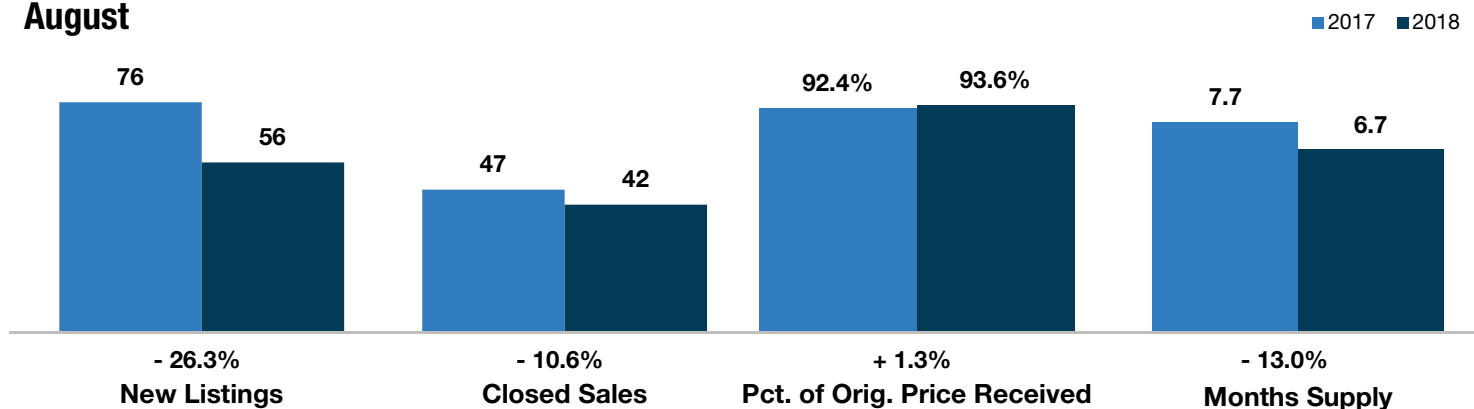


## 1 – Northwest Region

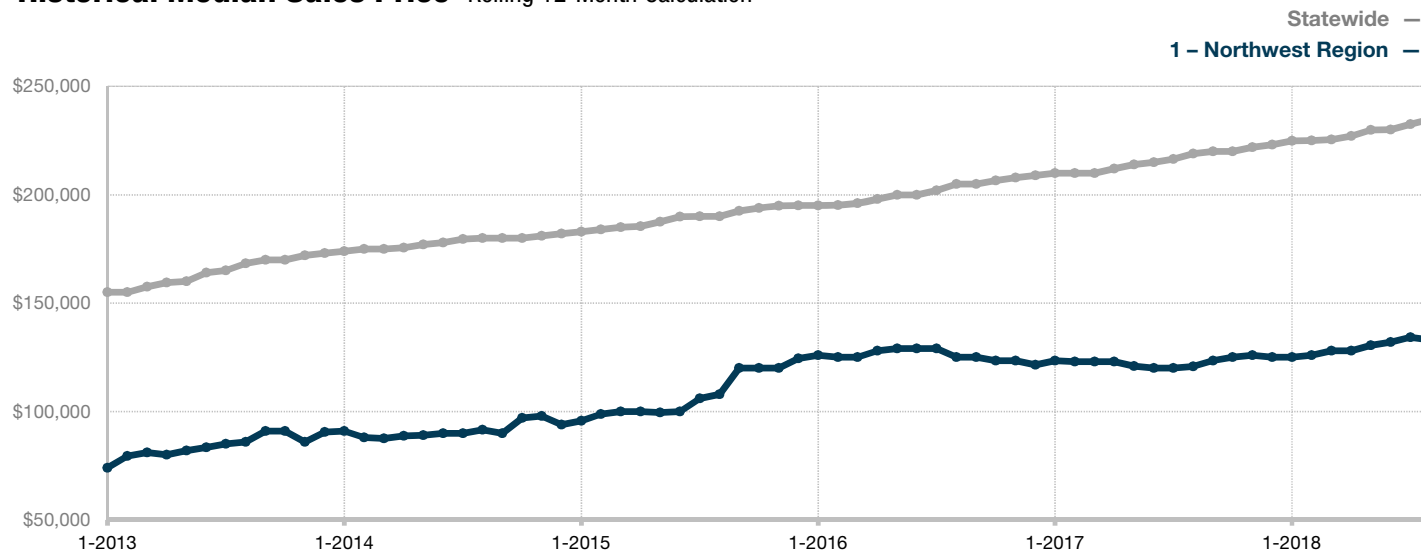
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	76	56	- 26.3%	495	460	- 7.1%
Closed Sales	47	42	- 10.6%	283	269	- 4.9%
Median Sales Price*	\$127,000	<b>\$125,500</b>	- 1.2%	\$125,000	<b>\$137,500</b>	+ 10.0%
Percent of Original List Price Received*	92.4%	<b>93.6%</b>	+ 1.3%	92.1%	<b>92.3%</b>	+ 0.2%
Days on Market Until Sale	160	<b>116</b>	- 27.5%	143	<b>154</b>	+ 7.7%
Months Supply of Inventory	7.7	<b>6.7</b>	- 13.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



Current as of September 7, 2018. All data from the multiple listing services in the state of Minnesota. Report © 2018 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for August 2018

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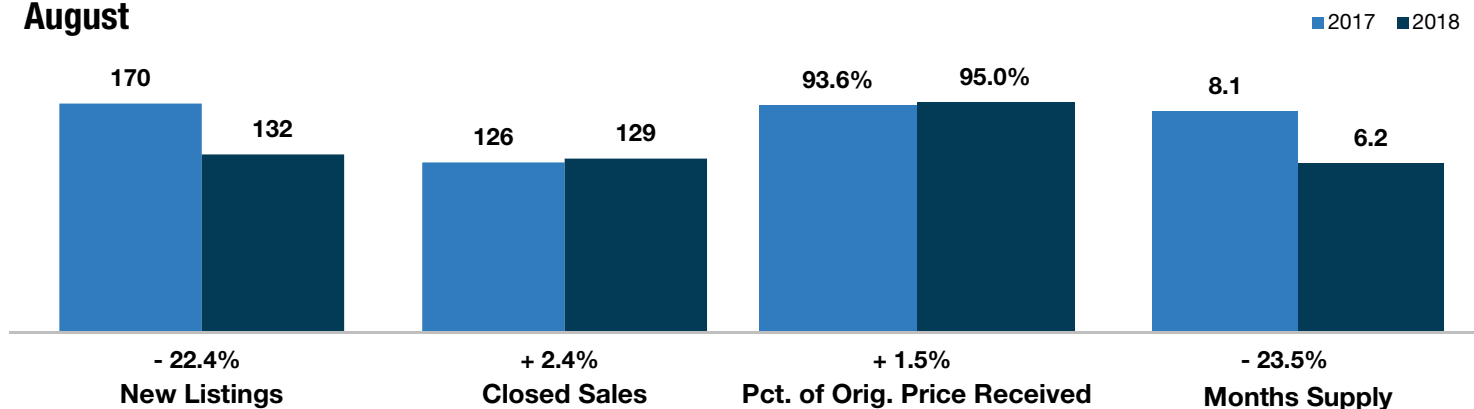


## 2 – Headwaters Region

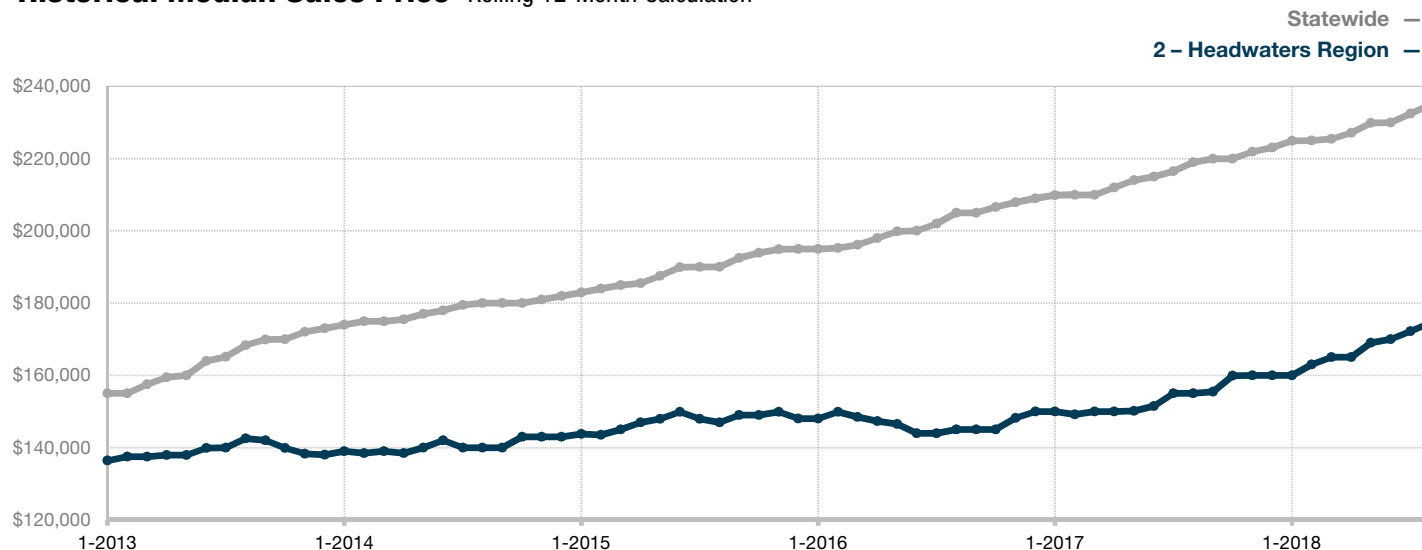
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	170	132	- 22.4%	1,237	1,191	- 3.7%
Closed Sales	126	129	+ 2.4%	674	705	+ 4.6%
Median Sales Price*	\$170,000	\$179,000	+ 5.3%	\$155,500	\$176,250	+ 13.3%
Percent of Original List Price Received*	93.6%	95.0%	+ 1.5%	93.8%	94.6%	+ 0.9%
Days on Market Until Sale	111	89	- 19.8%	118	111	- 5.9%
Months Supply of Inventory	8.1	6.2	- 23.5%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



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# Local Market Update for August 2018

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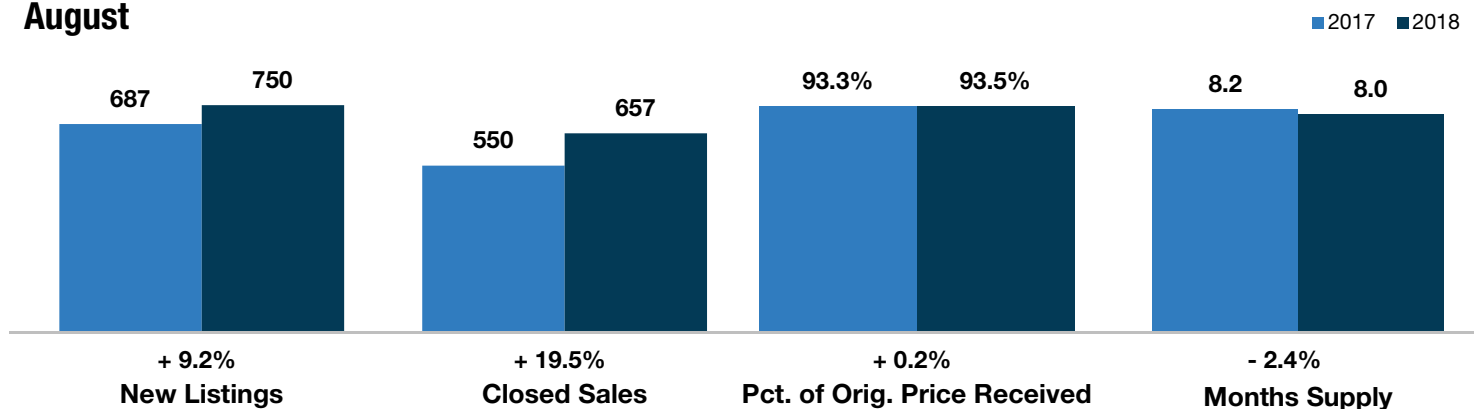


## 3 – Arrowhead Region

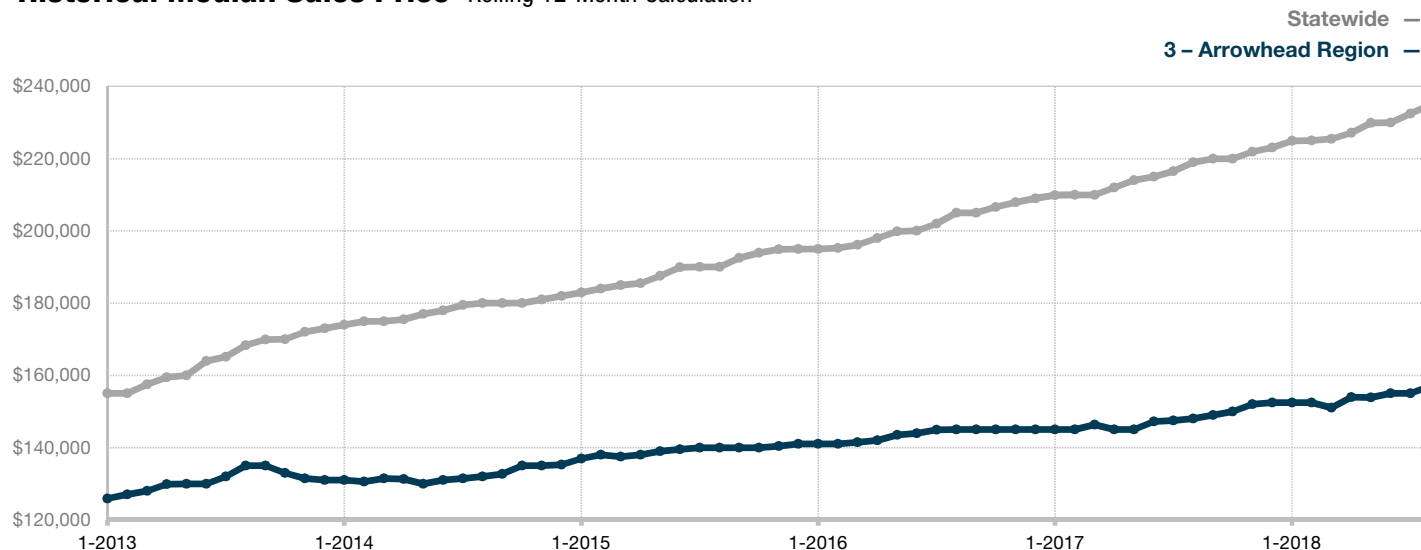
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	687	750	+ 9.2%	5,738	5,621	- 2.0%
Closed Sales	550	657	+ 19.5%	3,178	3,140	- 1.2%
Median Sales Price*	\$158,250	\$168,000	+ 6.2%	\$150,000	\$159,000	+ 6.0%
Percent of Original List Price Received*	93.3%	93.5%	+ 0.2%	93.3%	94.1%	+ 0.9%
Days on Market Until Sale	77	93	+ 20.8%	99	97	- 2.0%
Months Supply of Inventory	8.2	8.0	- 2.4%	--	--	--

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### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

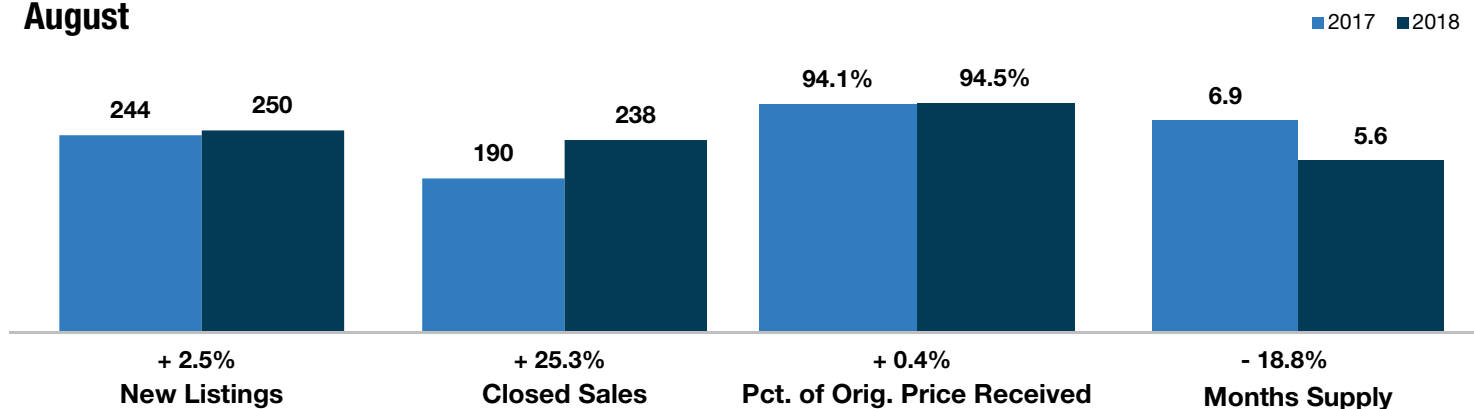


## 4 – West Central Region

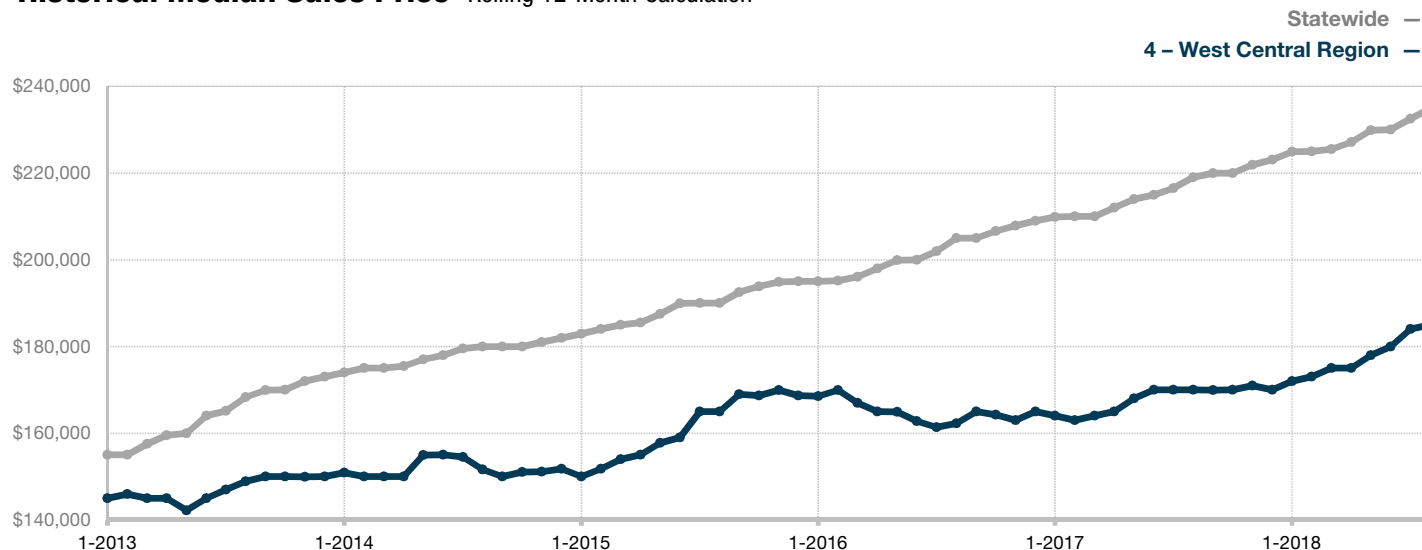
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	244	250	+ 2.5%	2,087	2,063	- 1.1%
Closed Sales	190	238	+ 25.3%	1,239	1,369	+ 10.5%
Median Sales Price*	\$168,900	\$197,000	+ 16.6%	\$170,000	\$194,900	+ 14.6%
Percent of Original List Price Received*	94.1%	94.5%	+ 0.4%	94.8%	94.6%	- 0.2%
Days on Market Until Sale	72	82	+ 13.9%	79	82	+ 3.8%
Months Supply of Inventory	6.9	5.6	- 18.8%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



# Local Market Update for August 2018

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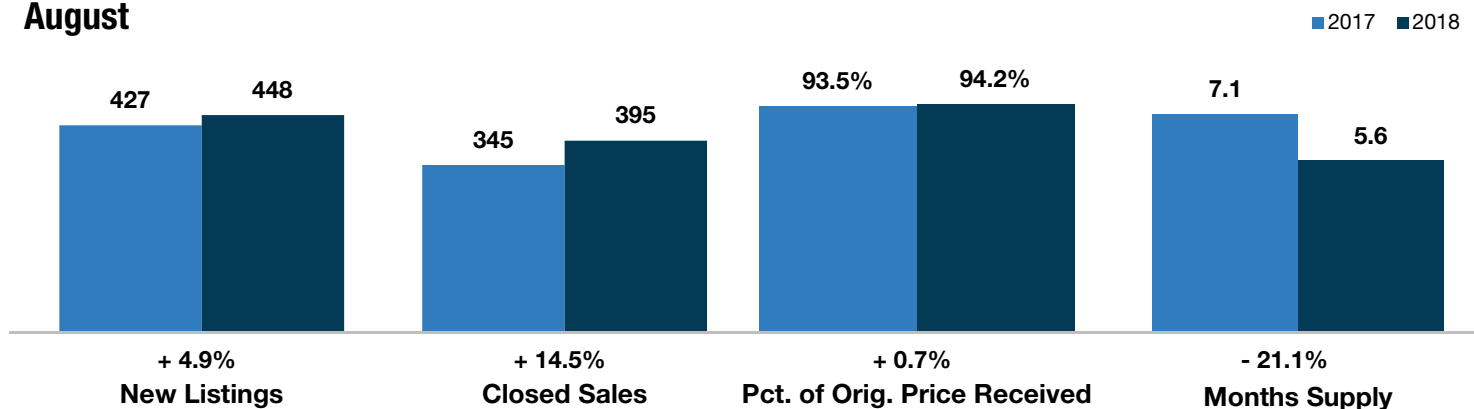


## 5 – North Central Region

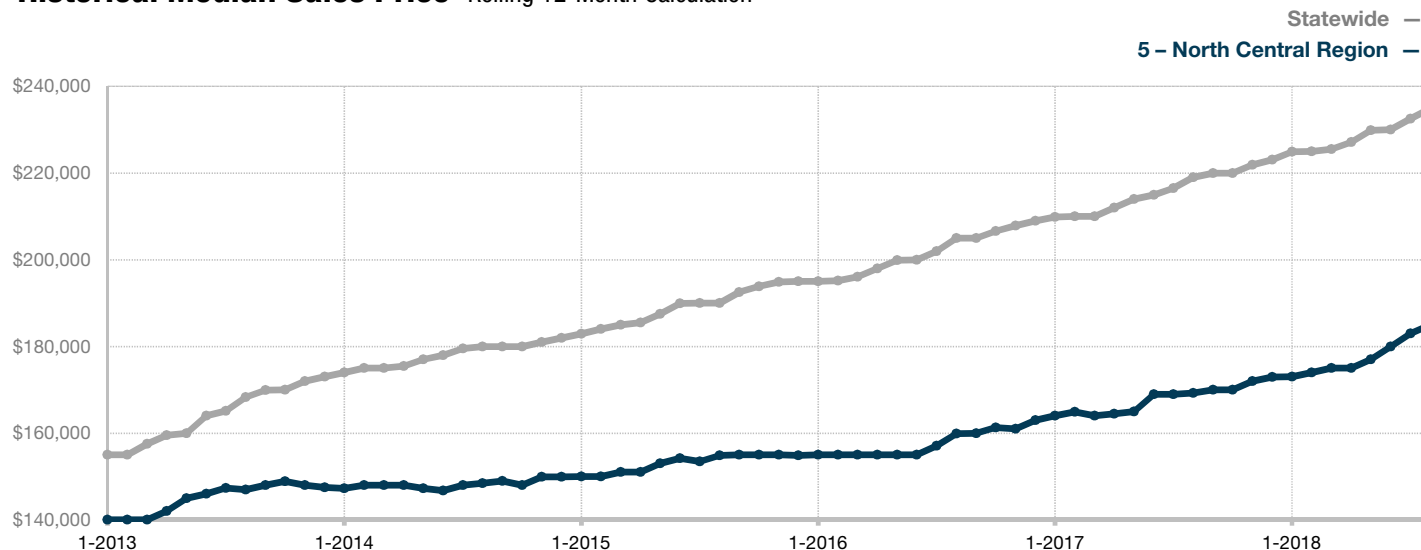
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	427	448	+ 4.9%	3,472	3,277	- 5.6%
Closed Sales	345	395	+ 14.5%	2,028	2,019	- 0.4%
Median Sales Price*	\$177,000	\$189,900	+ 7.3%	\$170,000	\$187,000	+ 10.0%
Percent of Original List Price Received*	93.5%	94.2%	+ 0.7%	93.9%	94.6%	+ 0.7%
Days on Market Until Sale	91	78	- 14.3%	92	84	- 8.7%
Months Supply of Inventory	7.1	5.6	- 21.1%	--	--	--

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### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

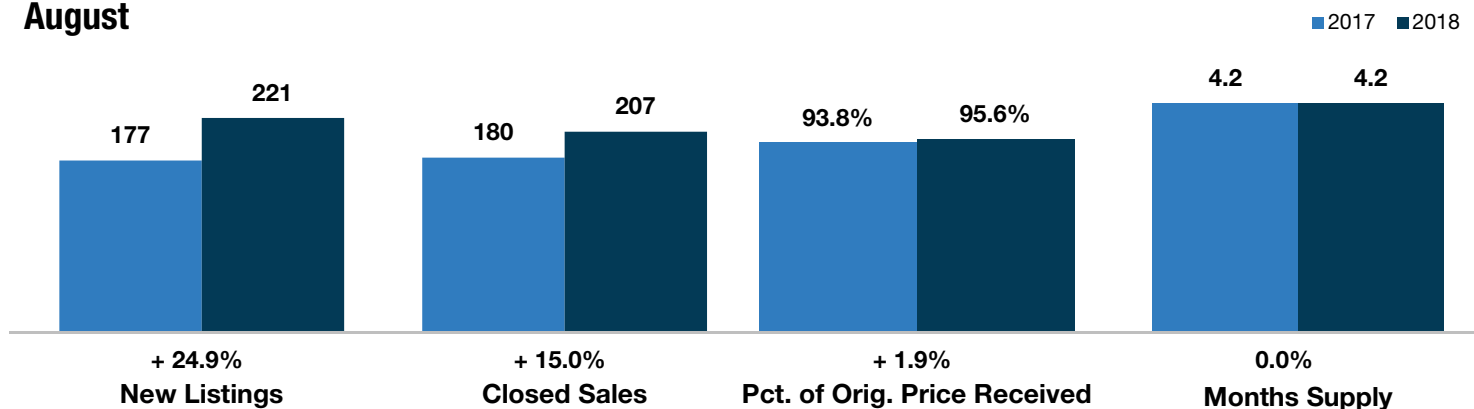


## 6E – Southwest Central Region

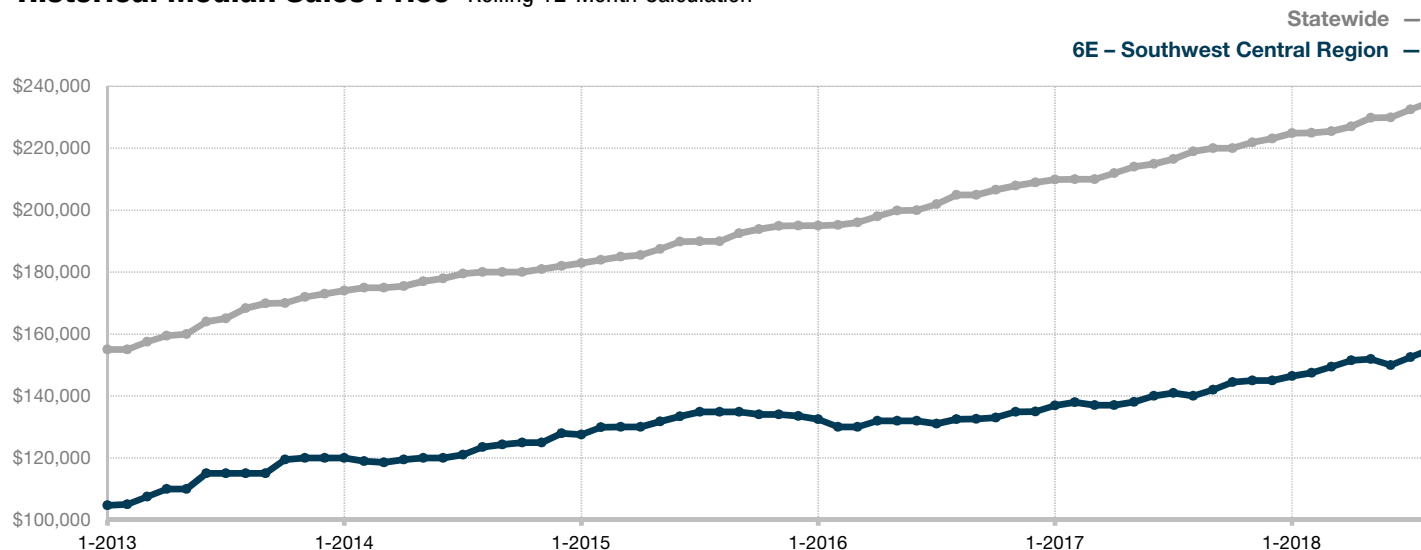
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	177	221	+ 24.9%	1,464	1,533	+ 4.7%
Closed Sales	180	207	+ 15.0%	1,040	1,100	+ 5.8%
Median Sales Price*	\$136,500	\$170,400	+ 24.8%	\$142,375	\$159,000	+ 11.7%
Percent of Original List Price Received*	93.8%	95.6%	+ 1.9%	94.8%	95.8%	+ 1.1%
Days on Market Until Sale	67	57	- 14.9%	76	68	- 10.5%
Months Supply of Inventory	4.2	4.2	0.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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



# Local Market Update for August 2018

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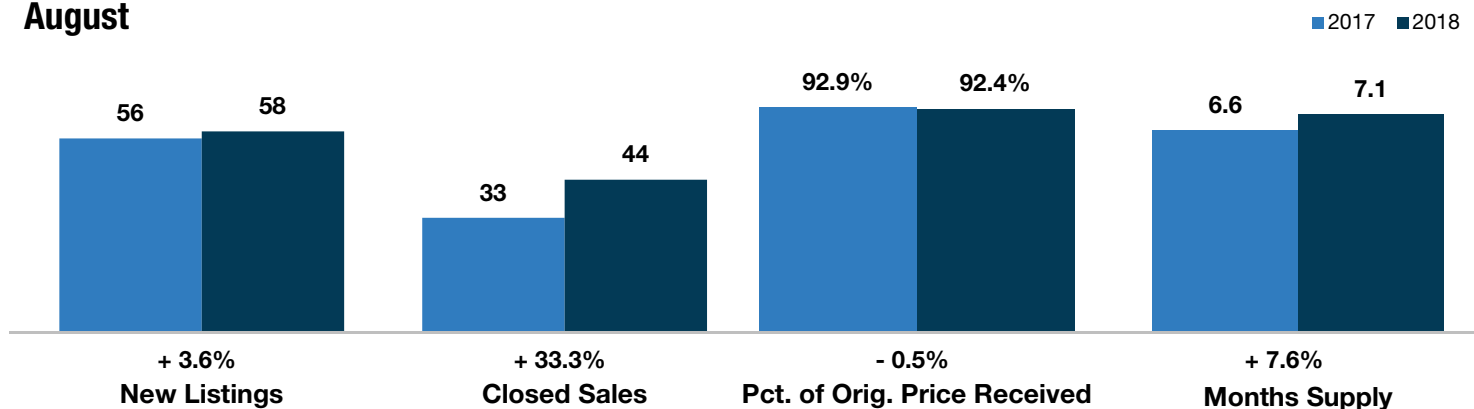


## 6W – Upper Minnesota Valley Region

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	56	58	+ 3.6%	338	376	+ 11.2%
Closed Sales	33	44	+ 33.3%	262	259	- 1.1%
Median Sales Price*	\$92,350	<b>\$93,500</b>	+ 1.2%	\$75,000	<b>\$75,000</b>	0.0%
Percent of Original List Price Received*	92.9%	<b>92.4%</b>	- 0.5%	89.2%	<b>88.8%</b>	- 0.4%
Days on Market Until Sale	69	88	+ 27.5%	136	120	- 11.8%
Months Supply of Inventory	6.6	7.1	+ 7.6%	--	--	--

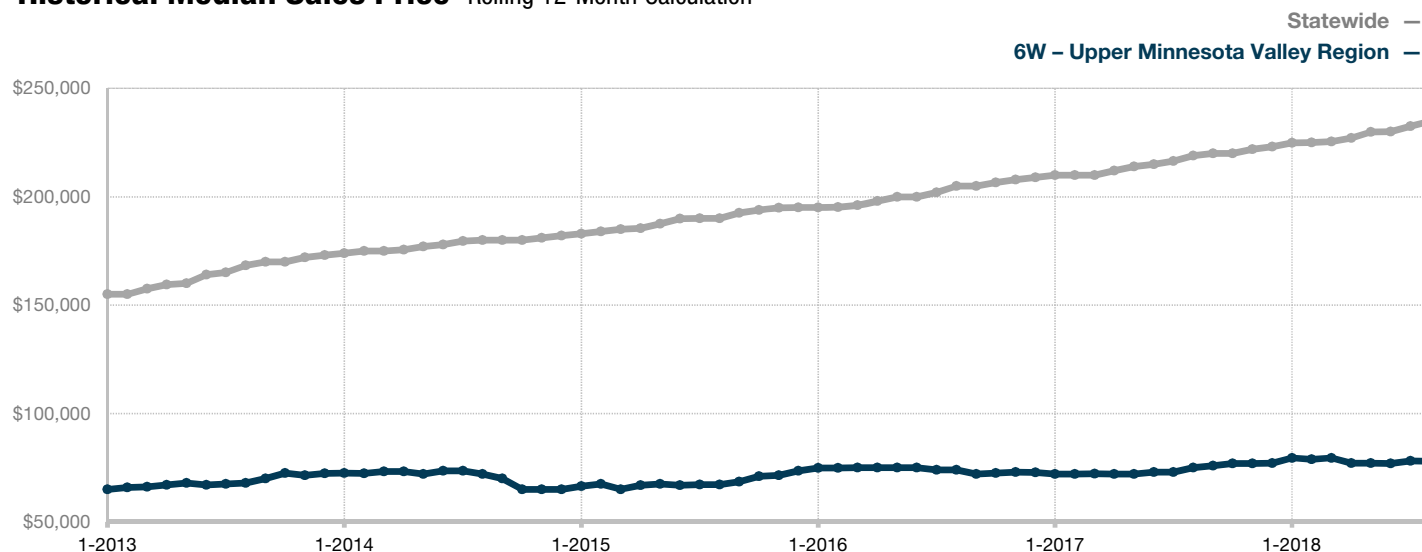
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### August



### Historical Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for August 2018

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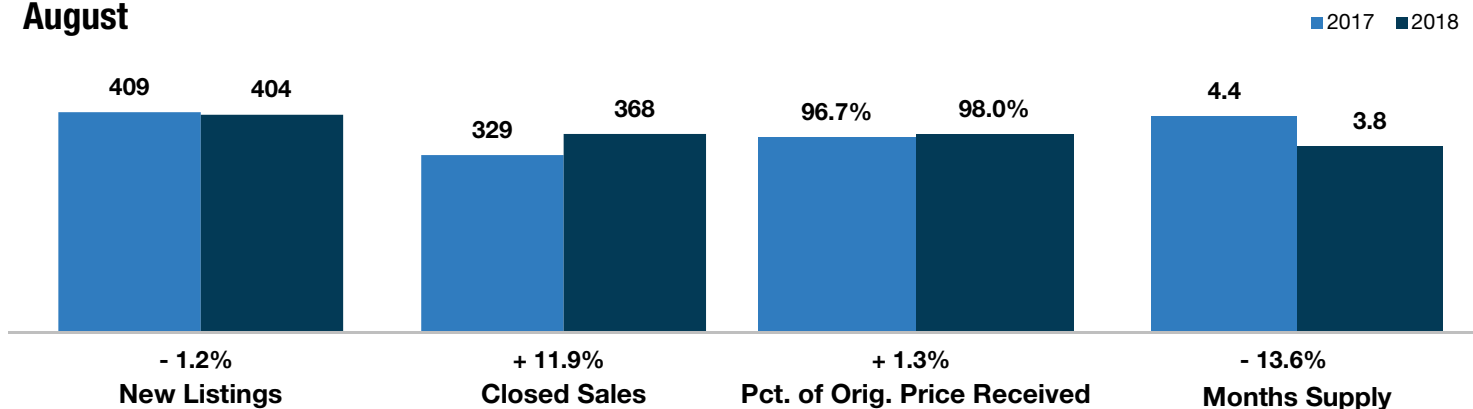


## 7E – East Central Region

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	409	<b>404</b>	- 1.2%	3,073	<b>3,075</b>	+ 0.1%
Closed Sales	329	<b>368</b>	+ 11.9%	1,925	<b>1,943</b>	+ 0.9%
Median Sales Price*	\$205,000	<b>\$212,100</b>	+ 3.5%	\$189,500	<b>\$210,000</b>	+ 10.8%
Percent of Original List Price Received*	96.7%	<b>98.0%</b>	+ 1.3%	96.8%	<b>97.3%</b>	+ 0.5%
Days on Market Until Sale	53	<b>47</b>	- 11.3%	62	<b>53</b>	- 14.5%
Months Supply of Inventory	4.4	<b>3.8</b>	- 13.6%	--	--	--

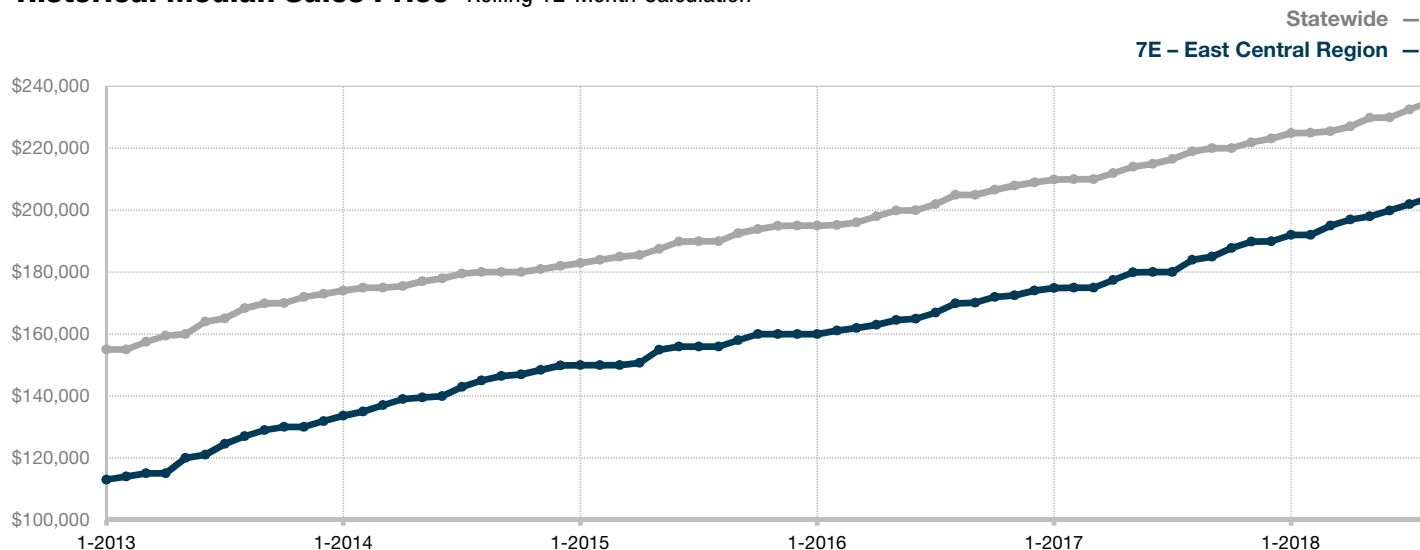
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### August



### Historical Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for August 2018

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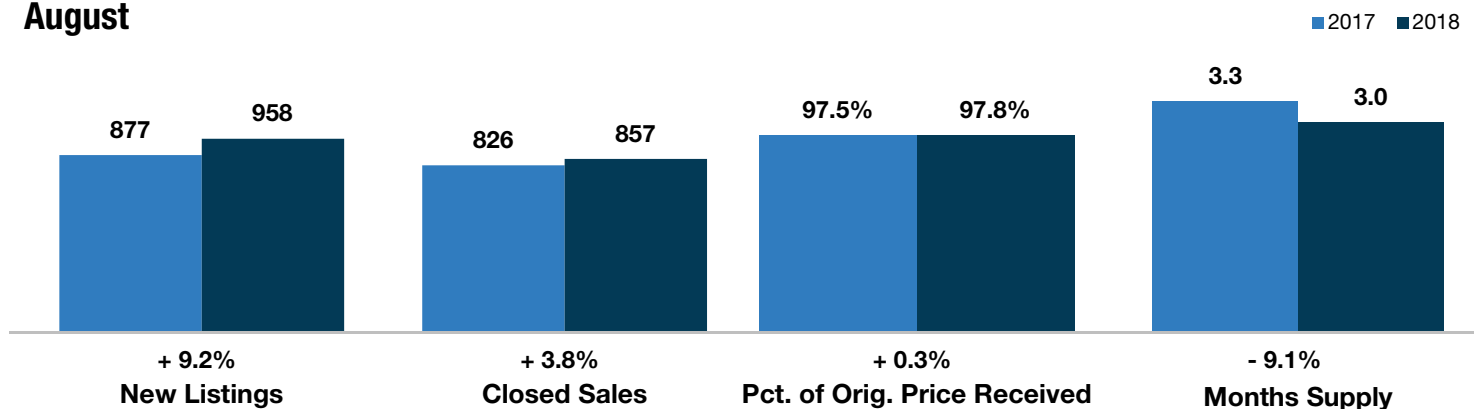


## 7W – Central Region

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	877	958	+ 9.2%	7,160	7,178	+ 0.3%
Closed Sales	826	857	+ 3.8%	5,083	4,943	- 2.8%
Median Sales Price*	\$220,000	\$235,500	+ 7.0%	\$212,000	\$225,000	+ 6.1%
Percent of Original List Price Received*	97.5%	97.8%	+ 0.3%	97.7%	98.3%	+ 0.6%
Days on Market Until Sale	45	40	- 11.1%	50	46	- 8.0%
Months Supply of Inventory	3.3	3.0	- 9.1%	--	--	--

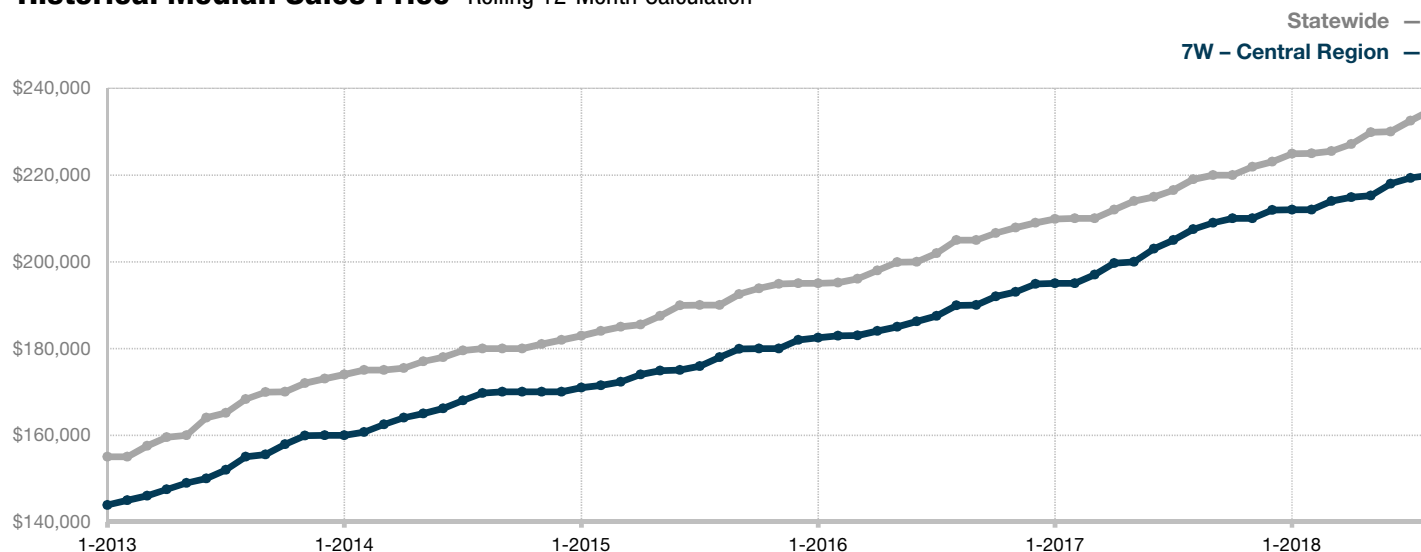
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### August



### Historical Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for August 2018

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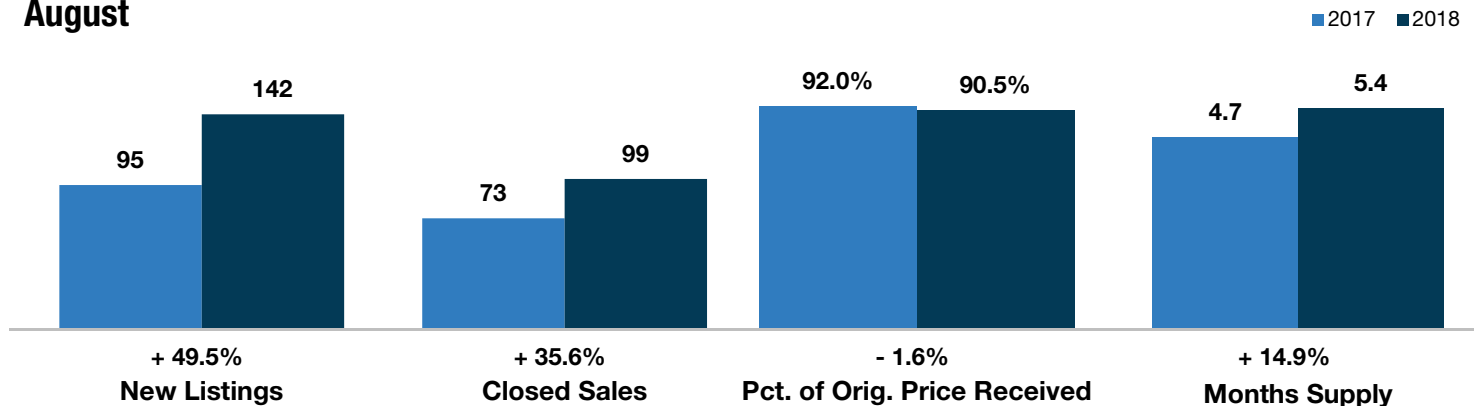


## 8 – Southwest Region

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	95	142	+ 49.5%	673	850	+ 26.3%
Closed Sales	73	99	+ 35.6%	505	622	+ 23.2%
Median Sales Price*	\$136,000	\$128,000	- 5.9%	\$116,800	\$118,000	+ 1.0%
Percent of Original List Price Received*	92.0%	90.5%	- 1.6%	91.8%	91.6%	- 0.2%
Days on Market Until Sale	93	91	- 2.2%	104	86	- 17.3%
Months Supply of Inventory	4.7	5.4	+ 14.9%	--	--	--

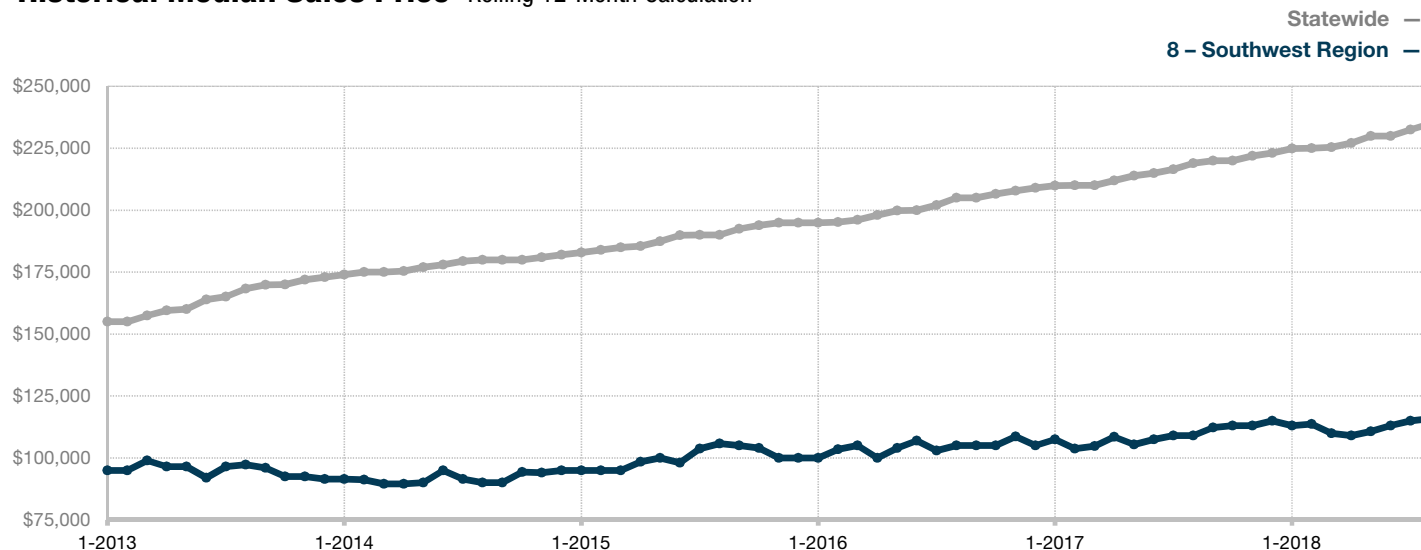
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### August



### Historical Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for August 2018

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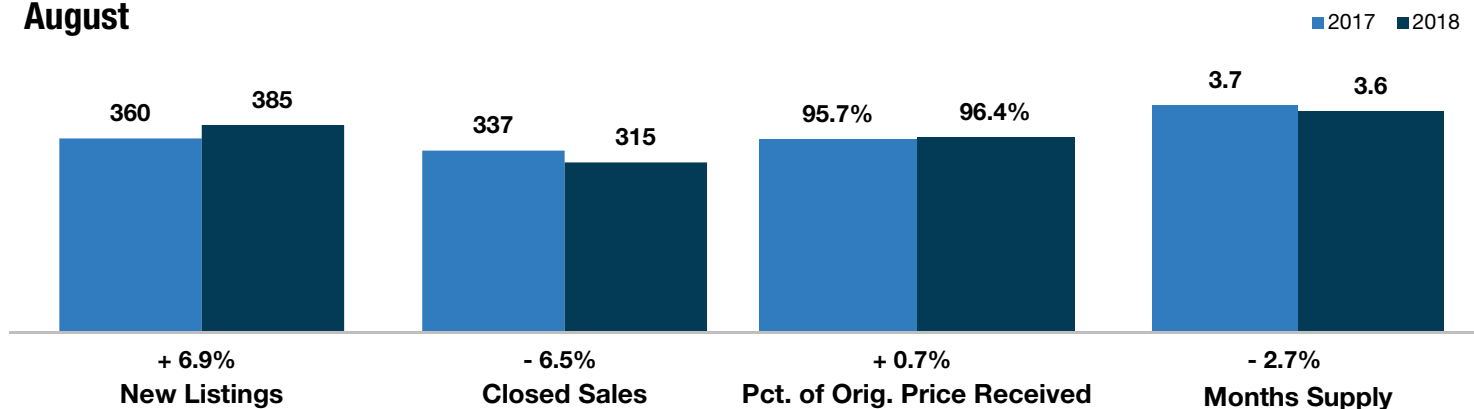


## 9 – South Central Region

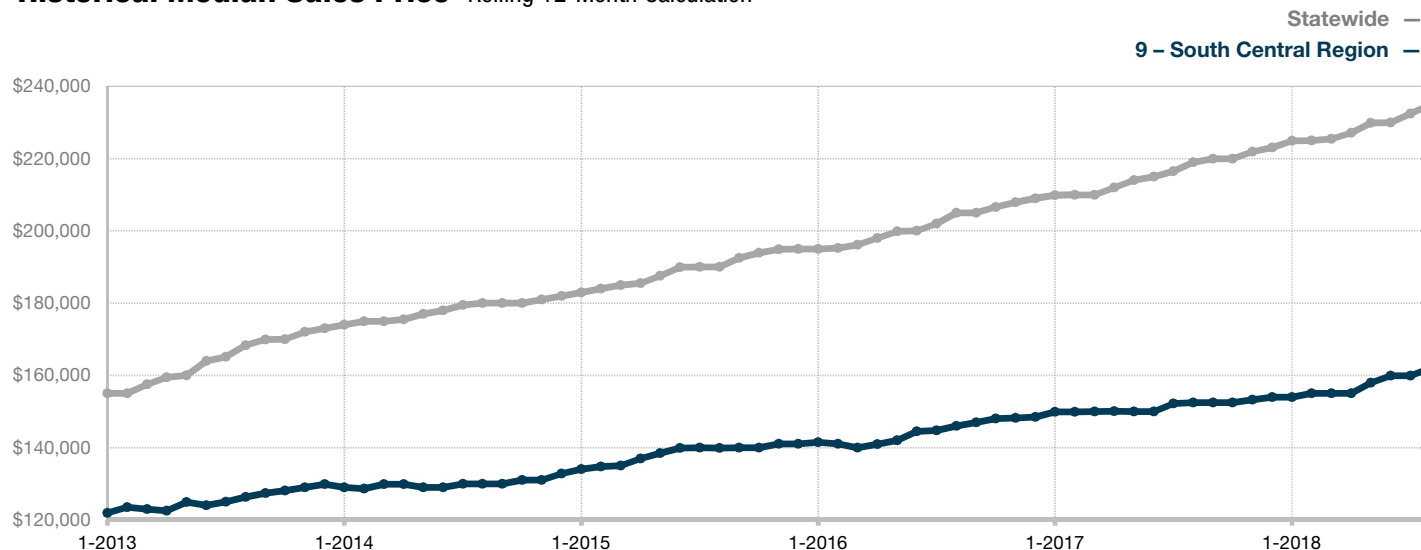
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	360	385	+ 6.9%	2,746	2,716	- 1.1%
Closed Sales	337	315	- 6.5%	2,081	1,998	- 4.0%
Median Sales Price*	\$155,000	\$180,000	+ 16.1%	\$154,400	\$168,000	+ 8.8%
Percent of Original List Price Received*	95.7%	96.4%	+ 0.7%	95.0%	95.9%	+ 0.9%
Days on Market Until Sale	84	73	- 13.1%	101	89	- 11.9%
Months Supply of Inventory	3.7	3.6	- 2.7%	--	--	--

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### August



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



# Local Market Update for August 2018

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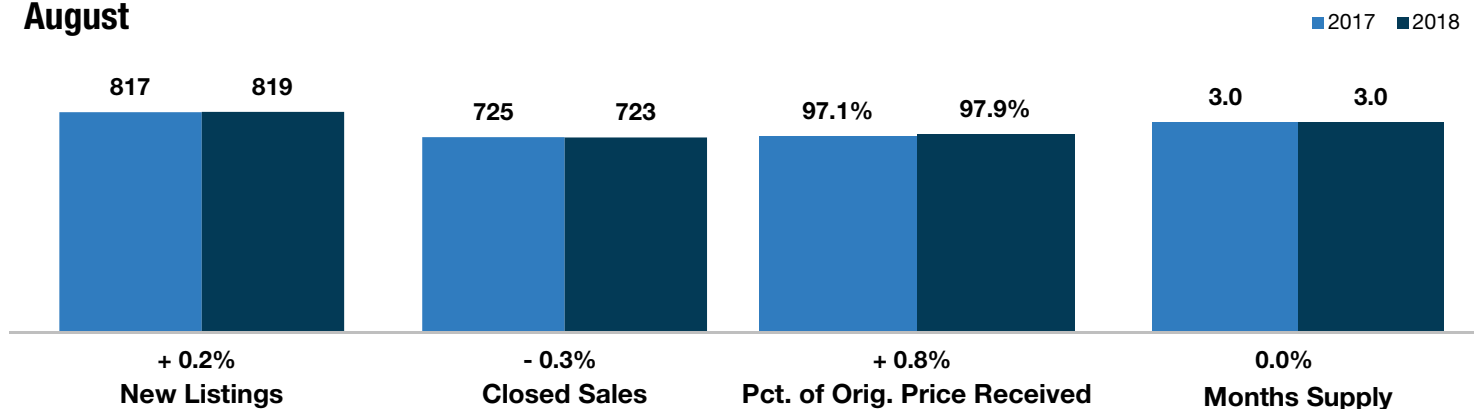


## 10 – Southeast Region

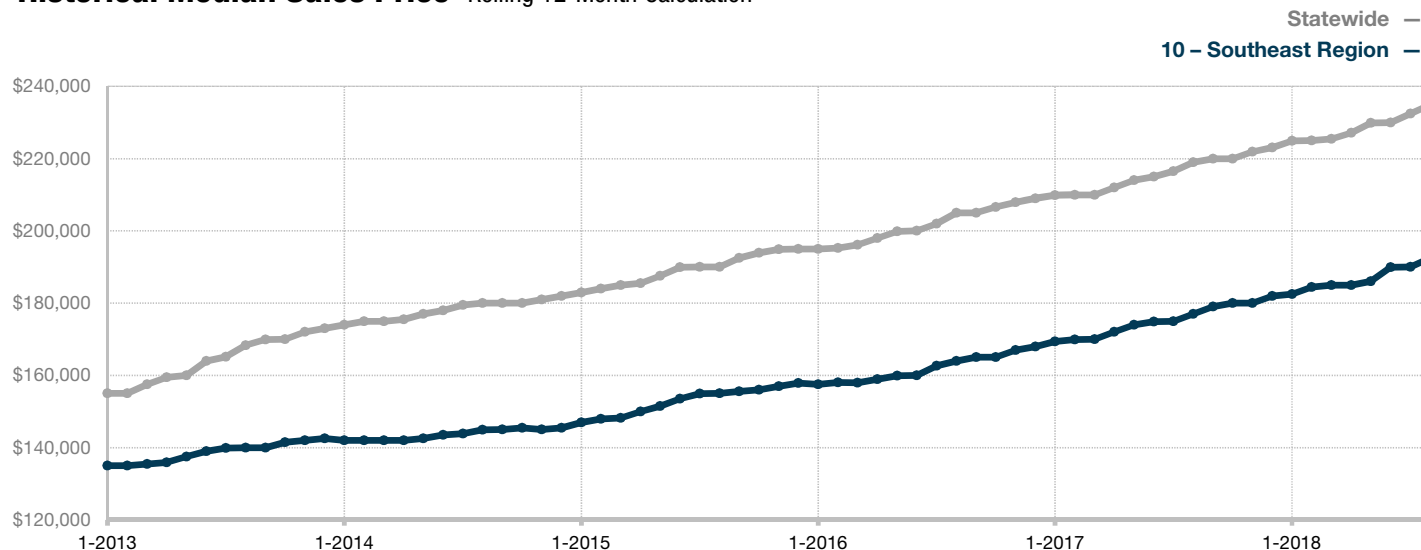
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	817	819	+ 0.2%	6,280	6,034	- 3.9%
Closed Sales	725	723	- 0.3%	4,904	4,674	- 4.7%
Median Sales Price*	\$193,000	\$214,000	+ 10.9%	\$182,000	\$199,000	+ 9.3%
Percent of Original List Price Received*	97.1%	97.9%	+ 0.8%	97.2%	97.4%	+ 0.2%
Days on Market Until Sale	51	48	- 5.9%	63	58	- 7.9%
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

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### August



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



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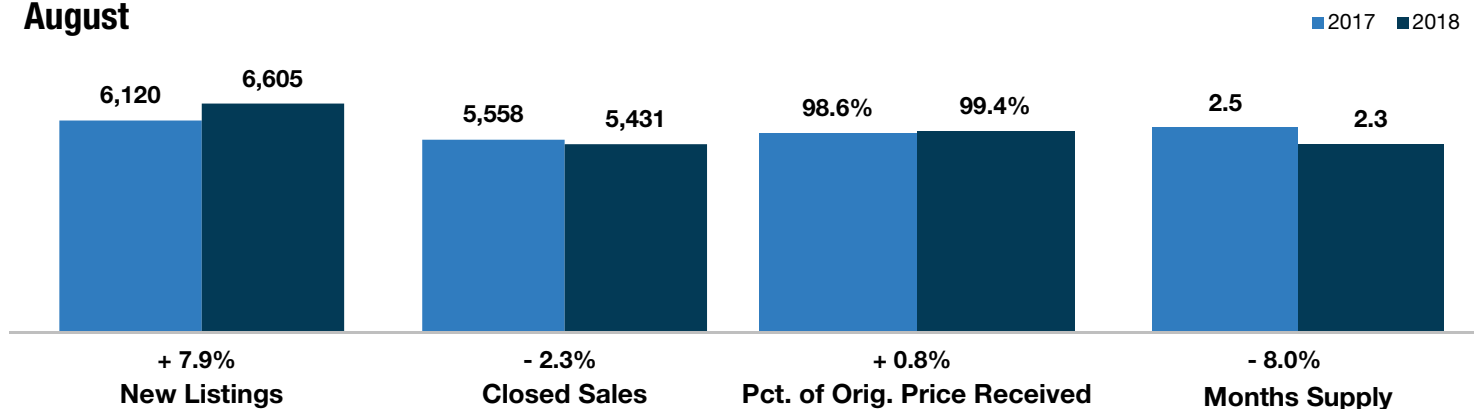


## 11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	6,120	<b>6,605</b>	+ 7.9%	49,049	<b>47,347</b>	- 3.5%
Closed Sales	5,558	<b>5,431</b>	- 2.3%	35,540	<b>33,870</b>	- 4.7%
Median Sales Price*	\$257,138	<b>\$273,000</b>	+ 6.2%	\$252,000	<b>\$270,700</b>	+ 7.4%
Percent of Original List Price Received*	98.6%	<b>99.4%</b>	+ 0.8%	98.8%	<b>99.6%</b>	+ 0.8%
Days on Market Until Sale	36	<b>32</b>	- 11.1%	39	<b>35</b>	- 10.3%
Months Supply of Inventory	2.5	<b>2.3</b>	- 8.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### August



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

