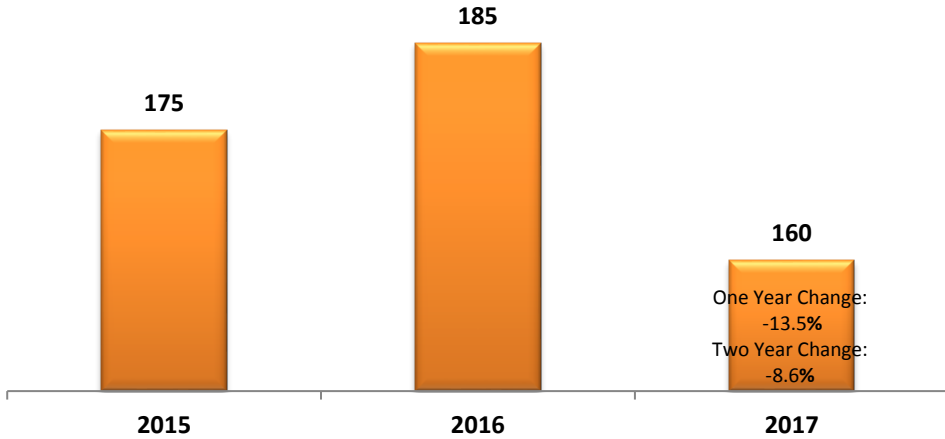


# New Listings

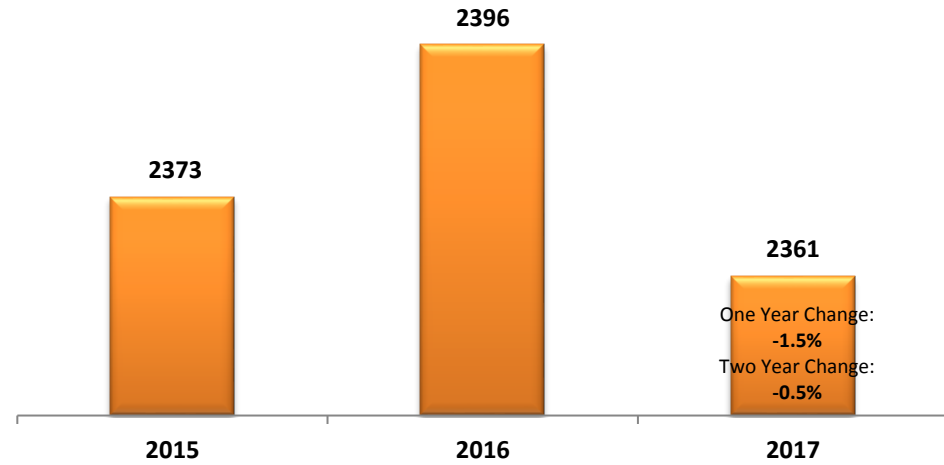
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



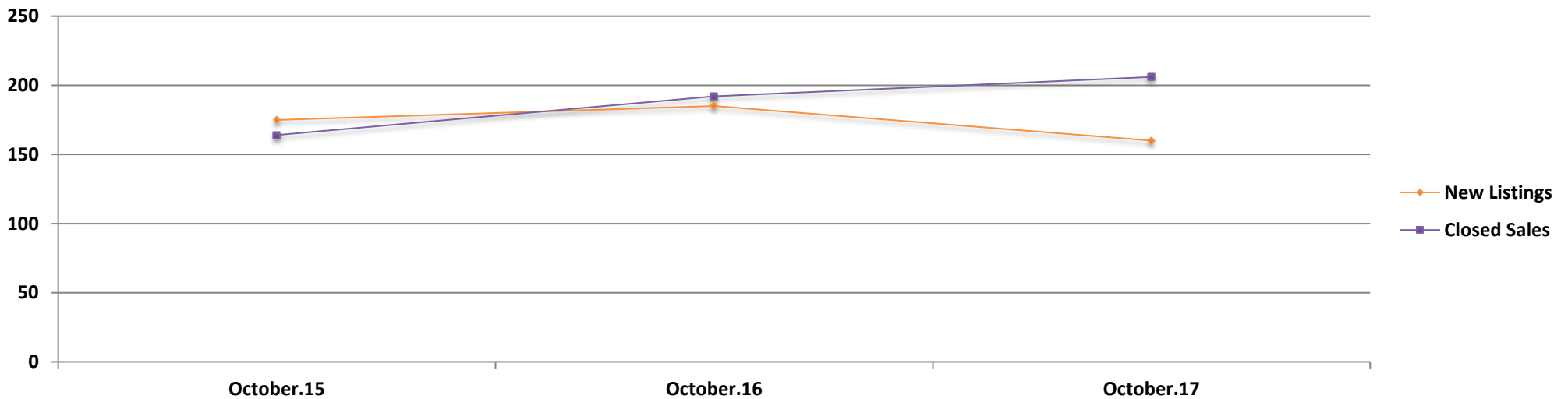
## October



## Year to Date



## Historical Market Activity



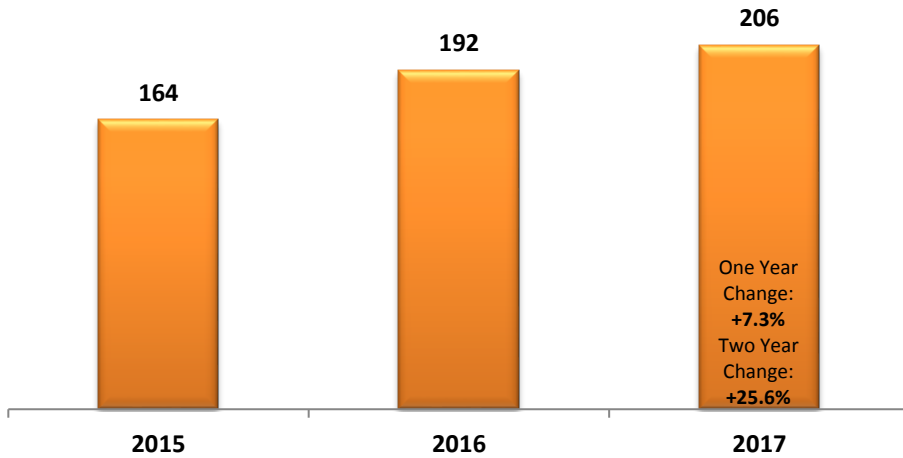
# Closed Sales

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

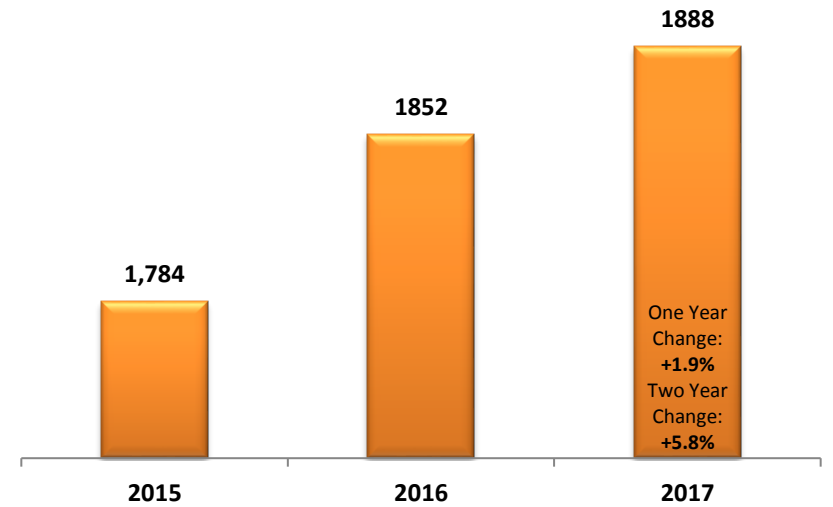


Late Sales recorded in MLS figured in Year to Date Totals

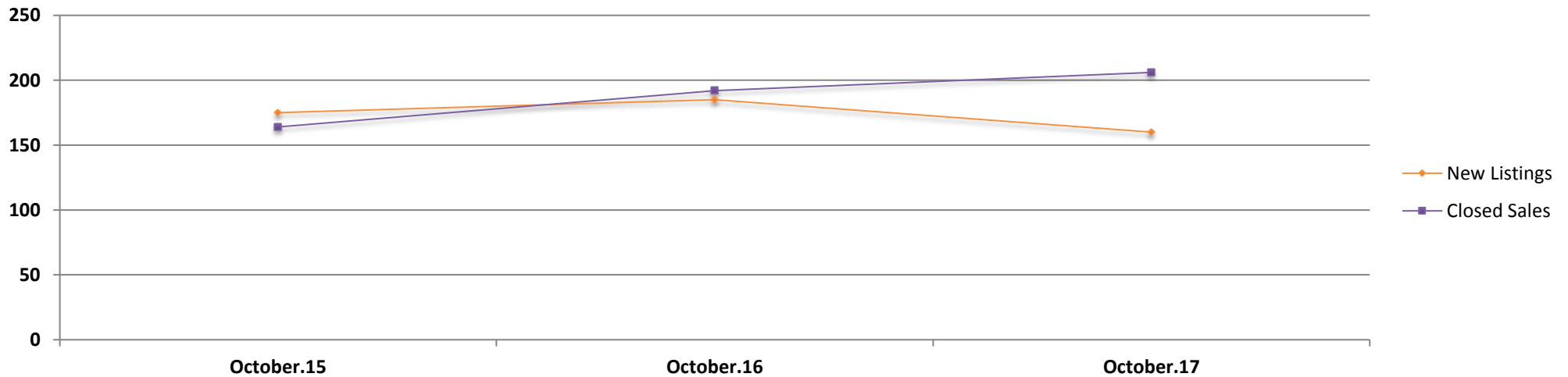
## October



## Year to Date



## Historical Market Activity

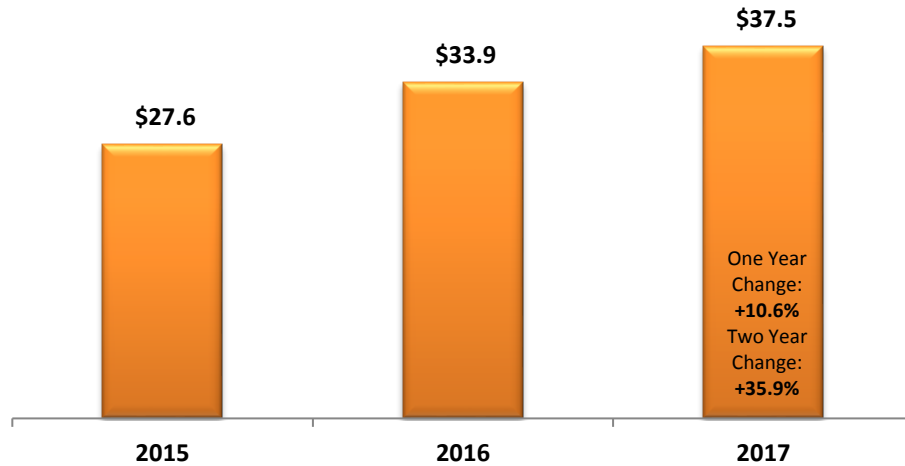


# Dollar Volume of Closed Sales (in millions)

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

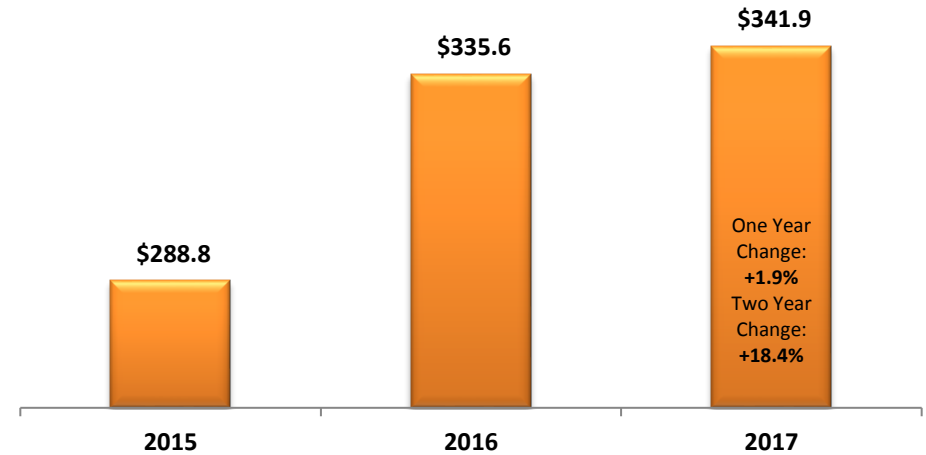


## October

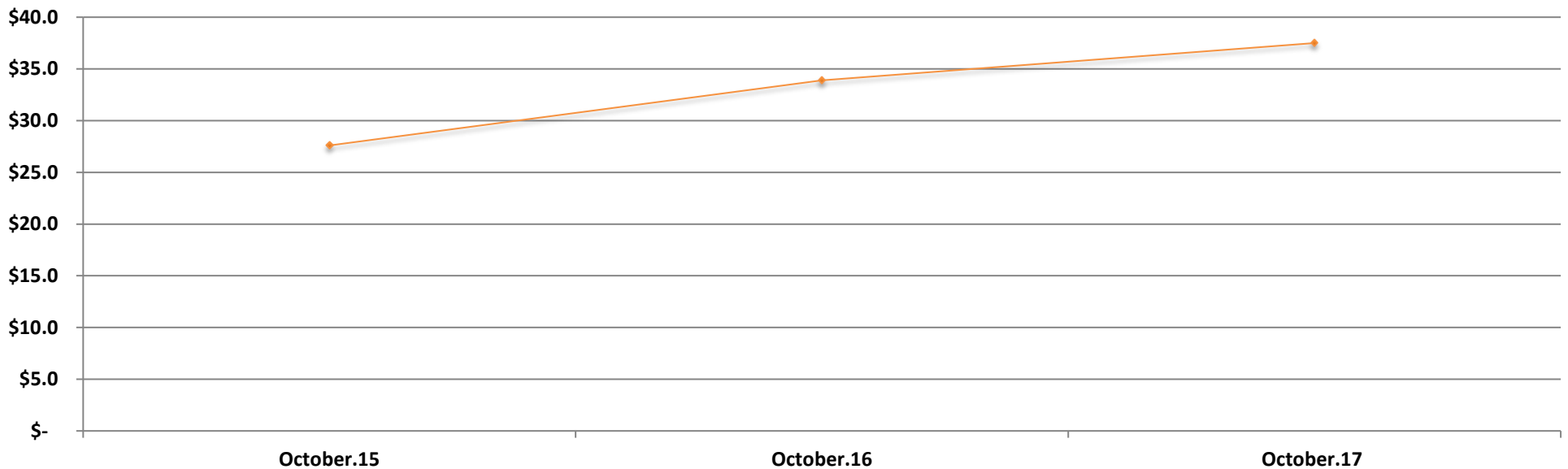


## Year to Date

Late Sales recorded in MLS figured in Year to Date Totals



## Historical Dollar Volume (in millions)



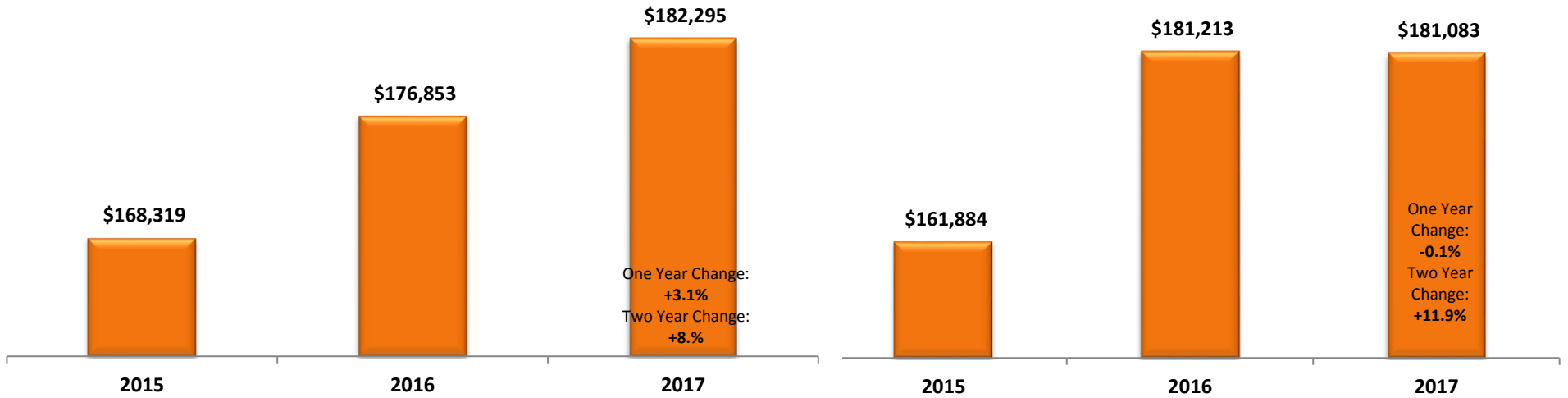
# Average Sales Price

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

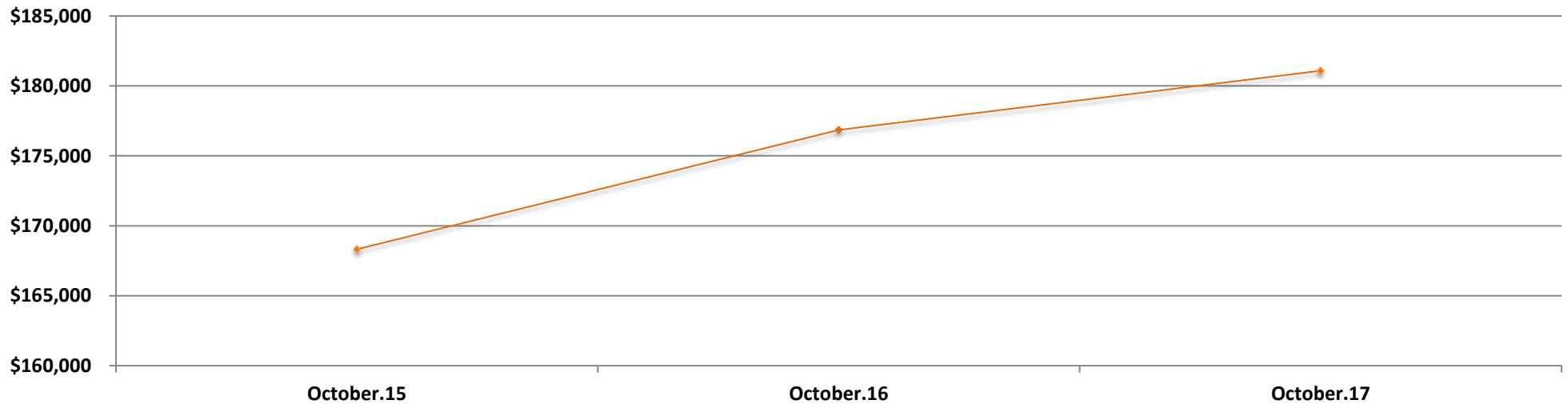
## October

## Year to Date

Late Sales recorded in MLS  
 figured in Year to Date Totals



## Historical Average Prices



# Median Sales Price

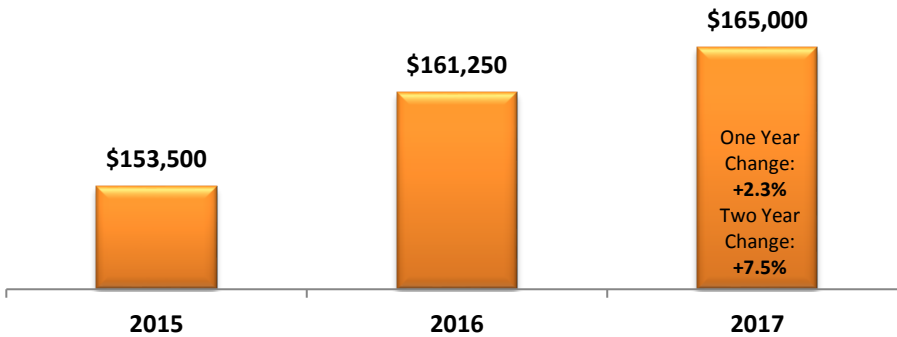
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

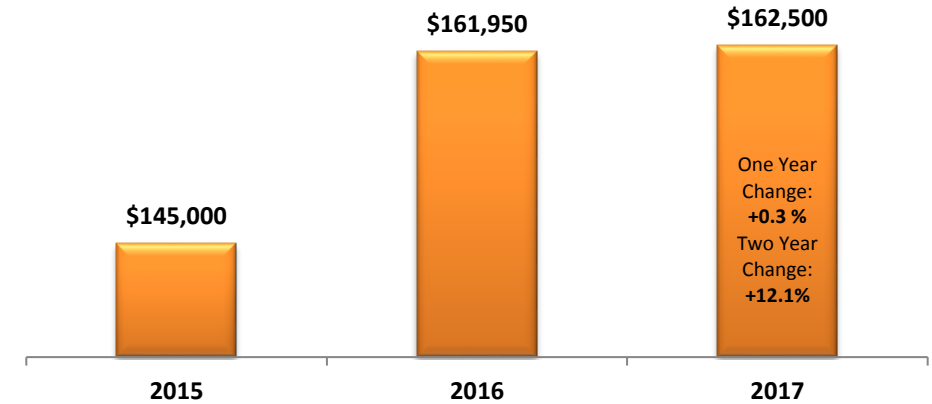
Figures do not take into account seller concessions

## October

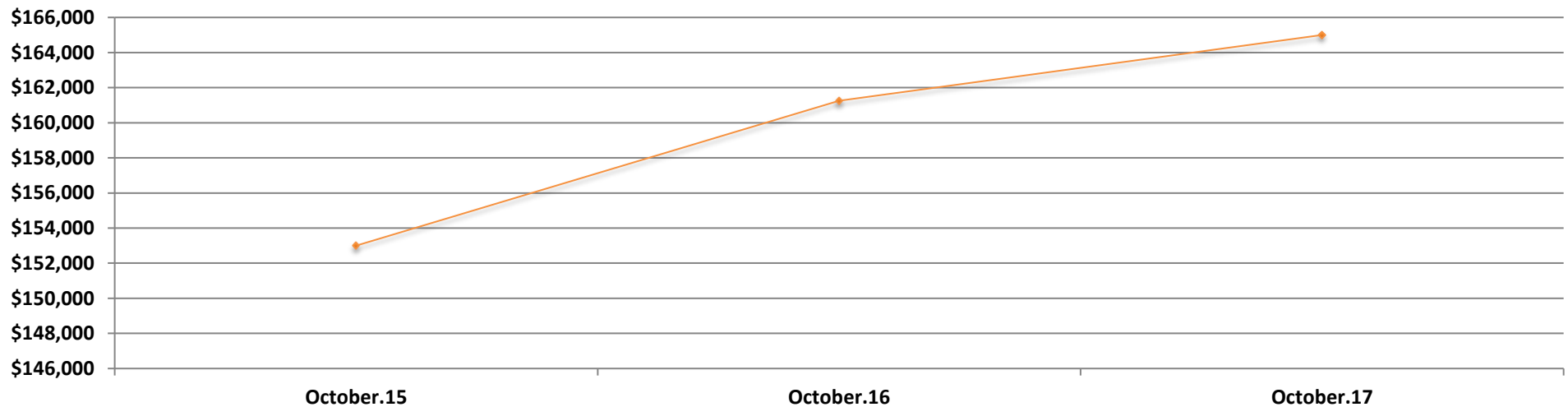


## Year to Date

Late Sales recorded in MLS figured in Year to Date Totals



## Historical Median Prices



# Percent of Original List Price Received at Sale

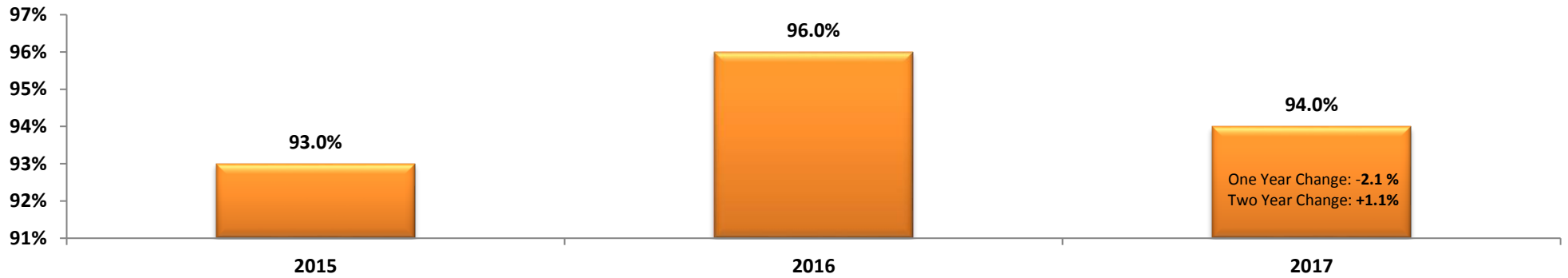
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



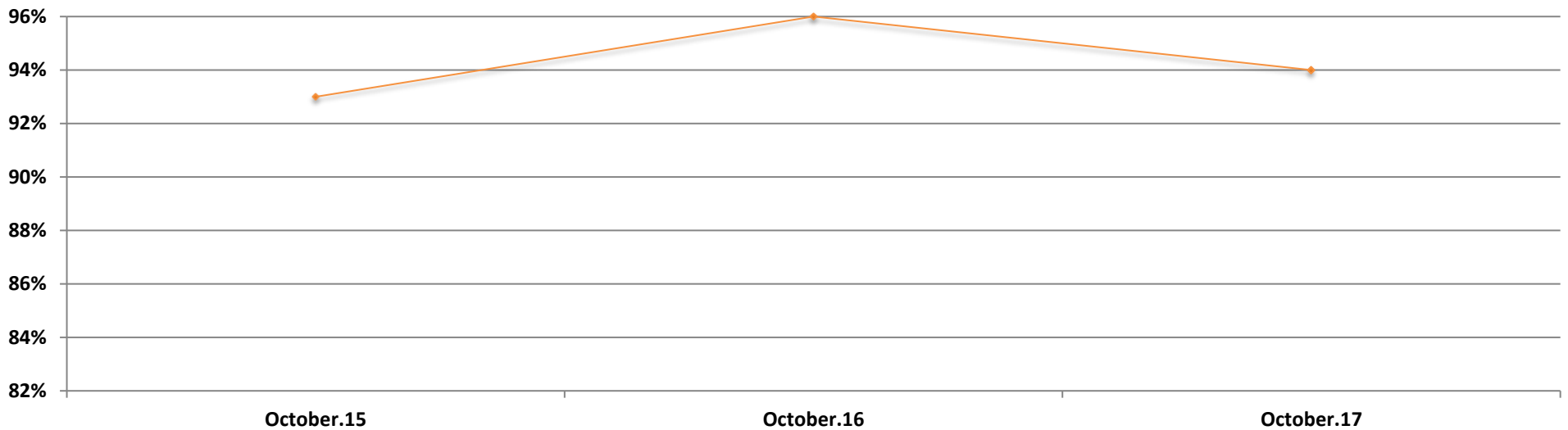
REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

## October

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

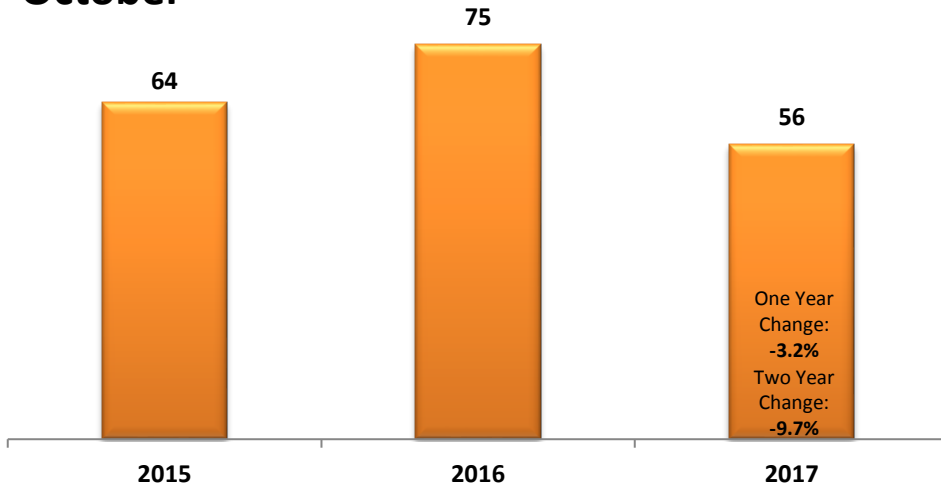


# New Listings in Zip Codes 56001 & 56003

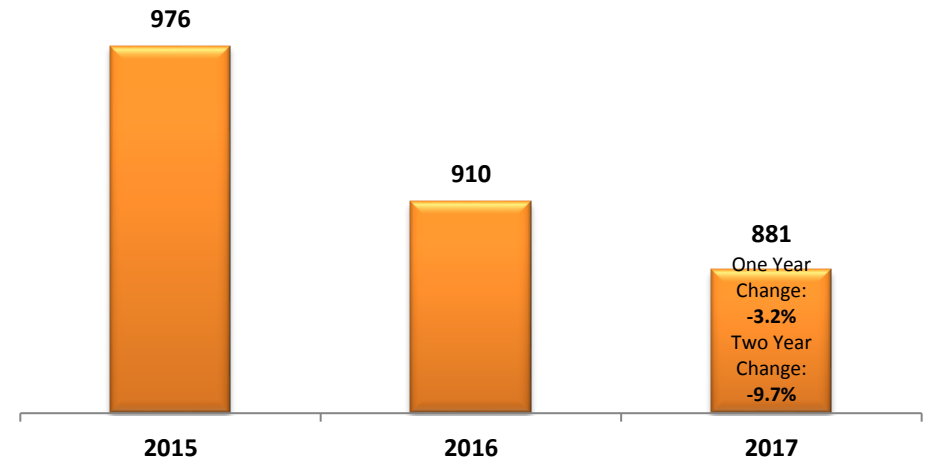
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



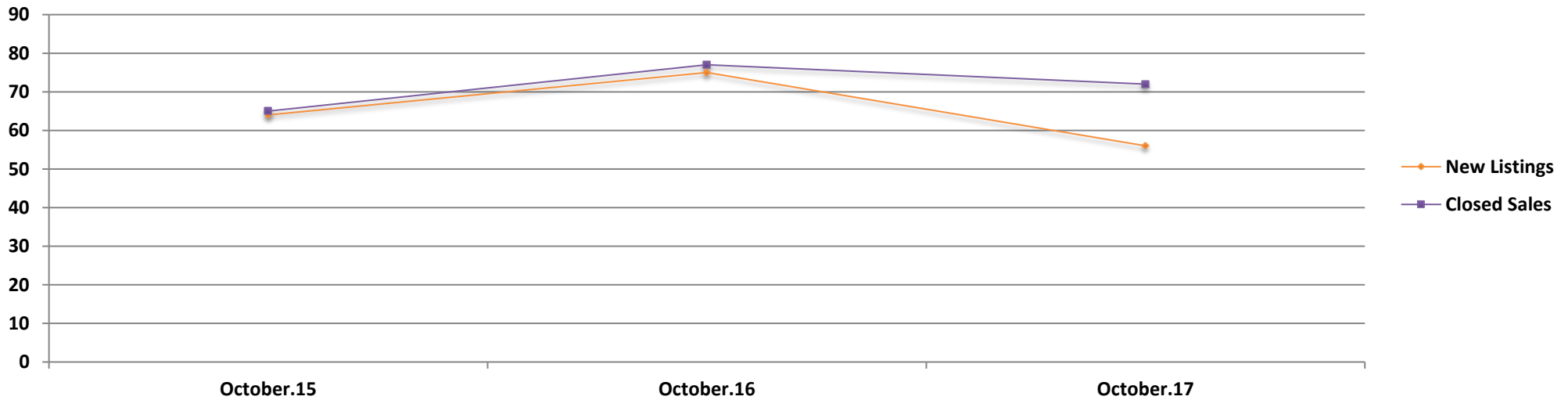
## October



## Year to Date



## Historical Market Activity

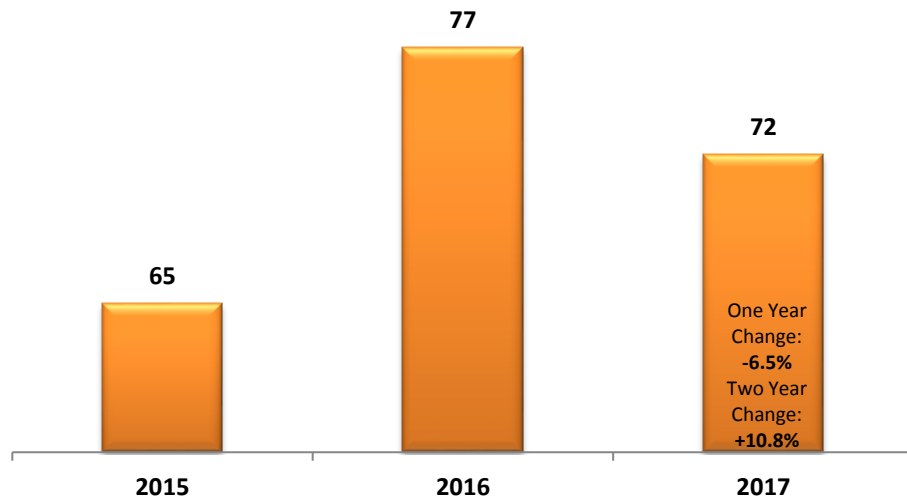


# Closed Sales in Zip Codes 56001 & 56003

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

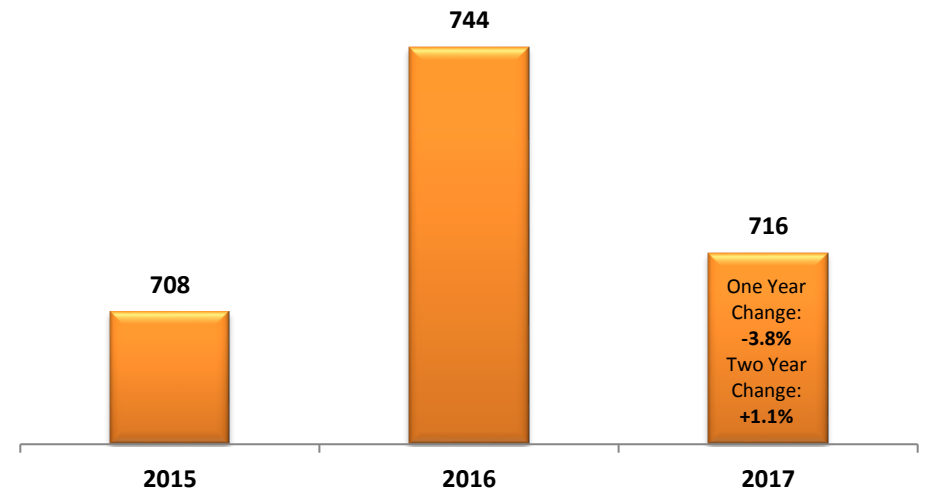


## October

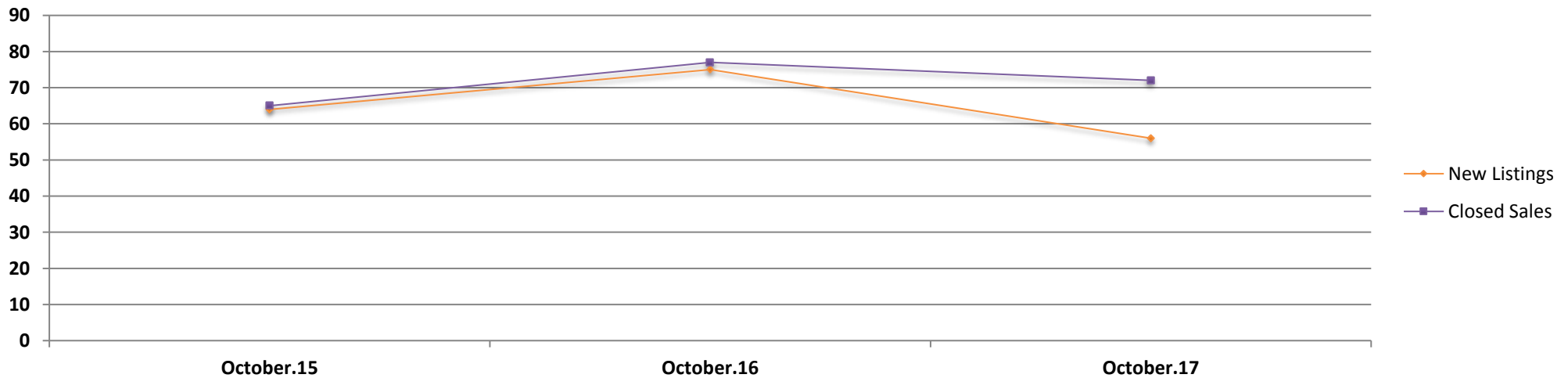


## Year to Date

Late Sales recorded in MLS figured in Year to Date Totals



## Historical Market Activity



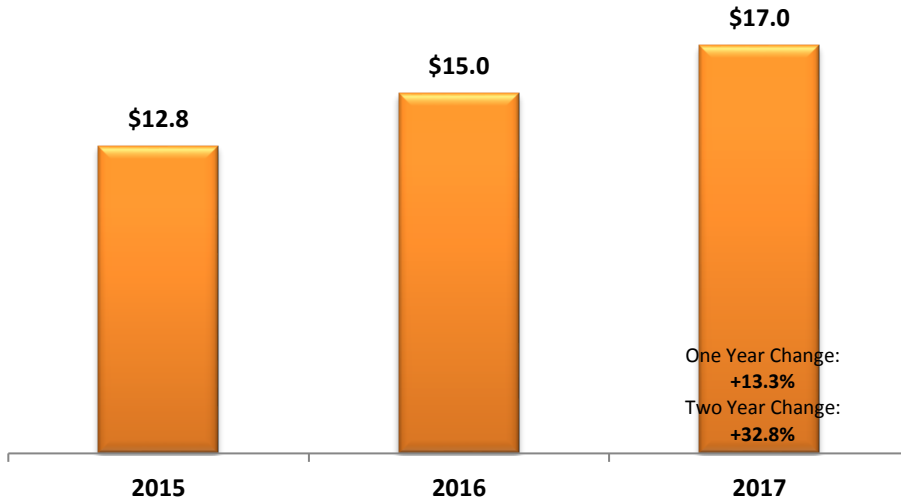


# Dollar Volume of Closed Sales (in millions) in Zip Codes 56001 & 56003

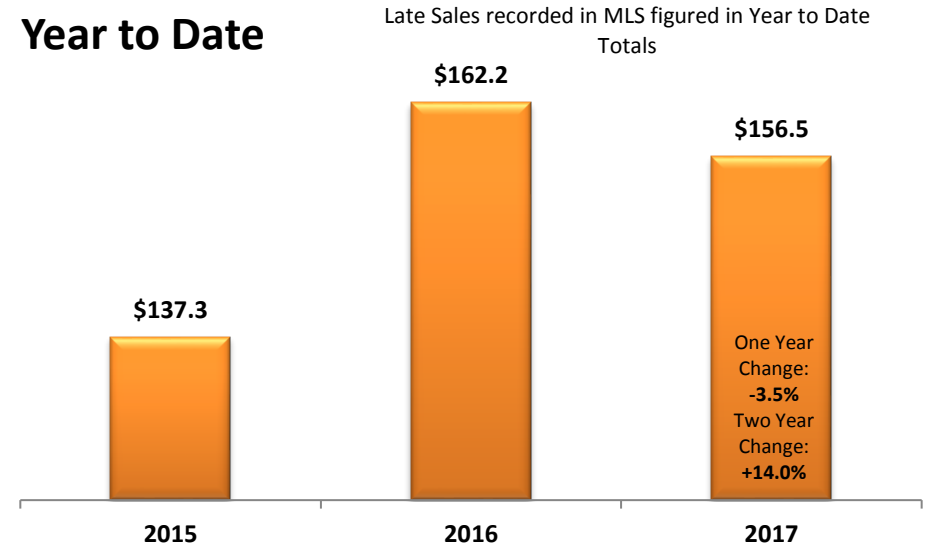
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



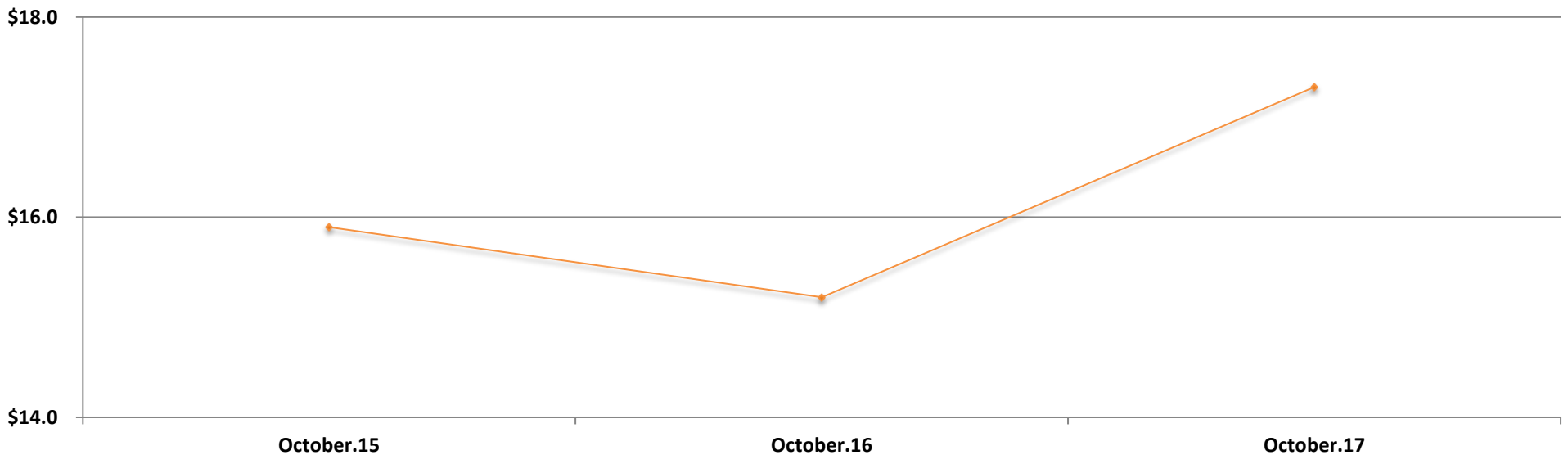
## October



## Year to Date



## Historical Dollar Volume (in millions)



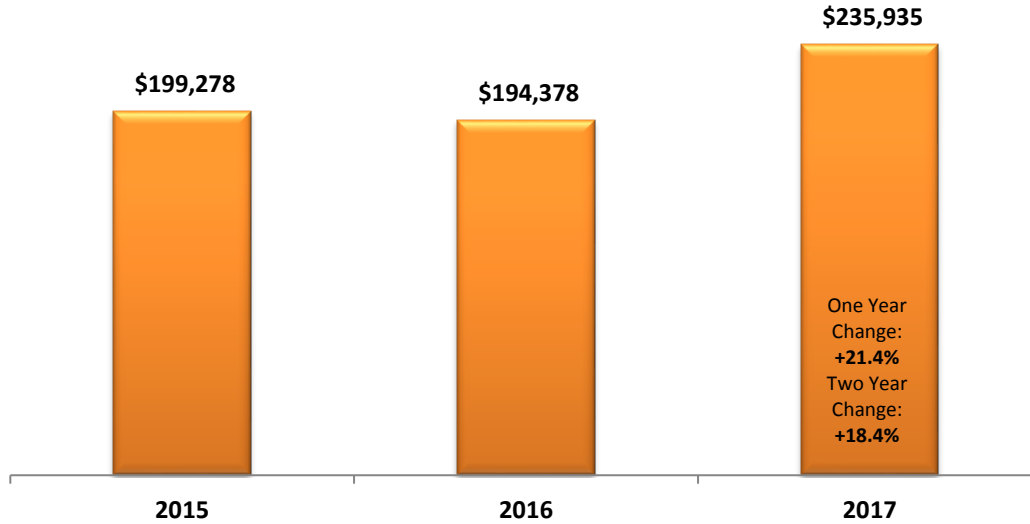
# Average Sales Price in Zip Codes 56001 & 56003

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



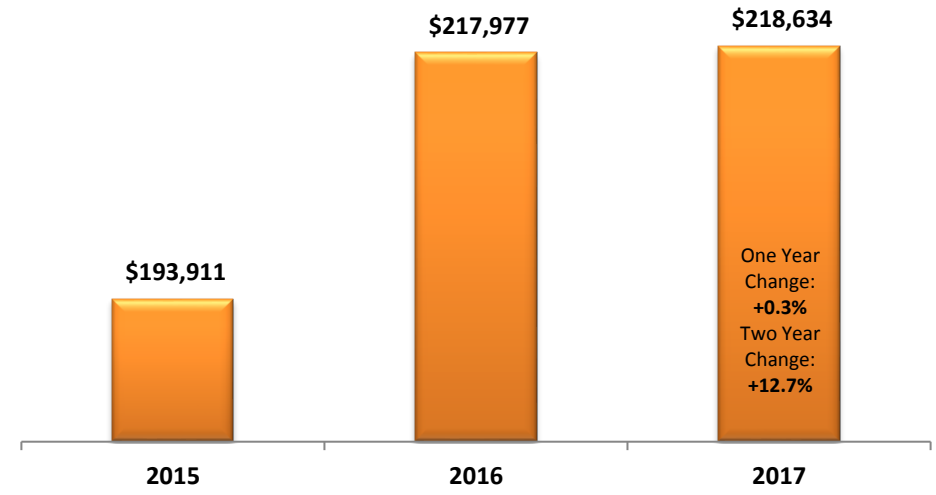
Figures do not take into account seller concessions.

## October

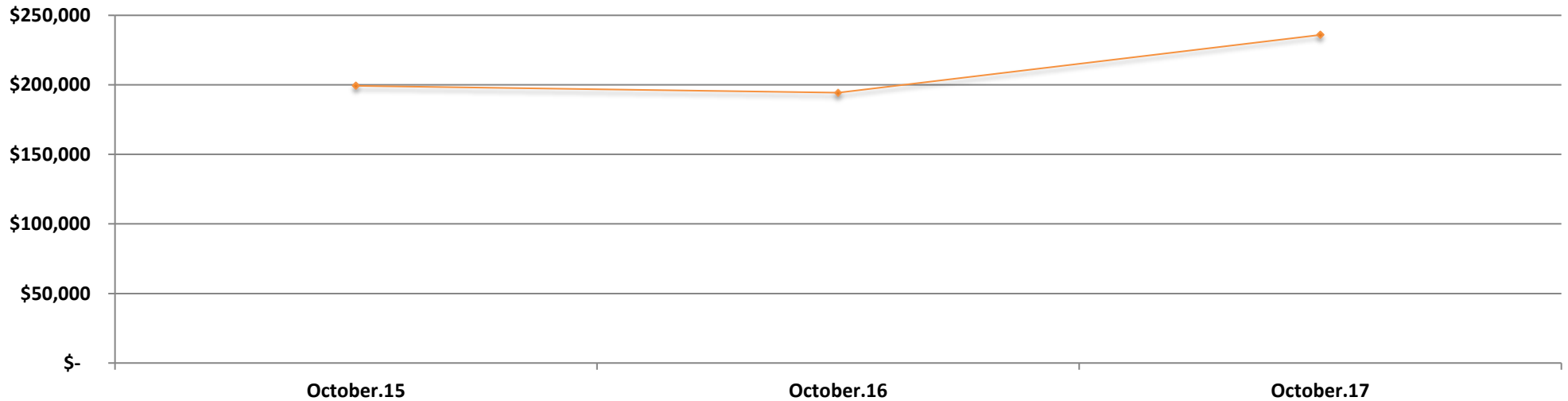


## Year to Date

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

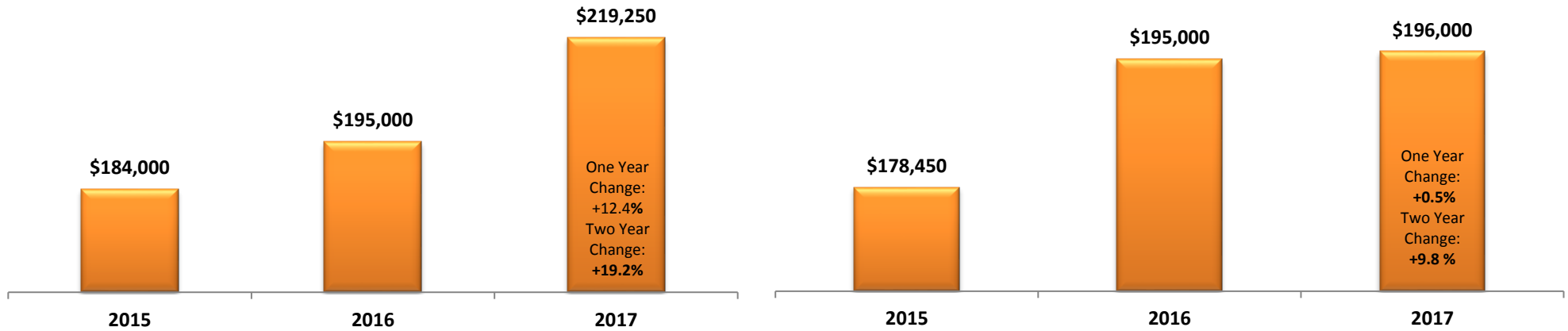


Figures do not take into account seller concessions

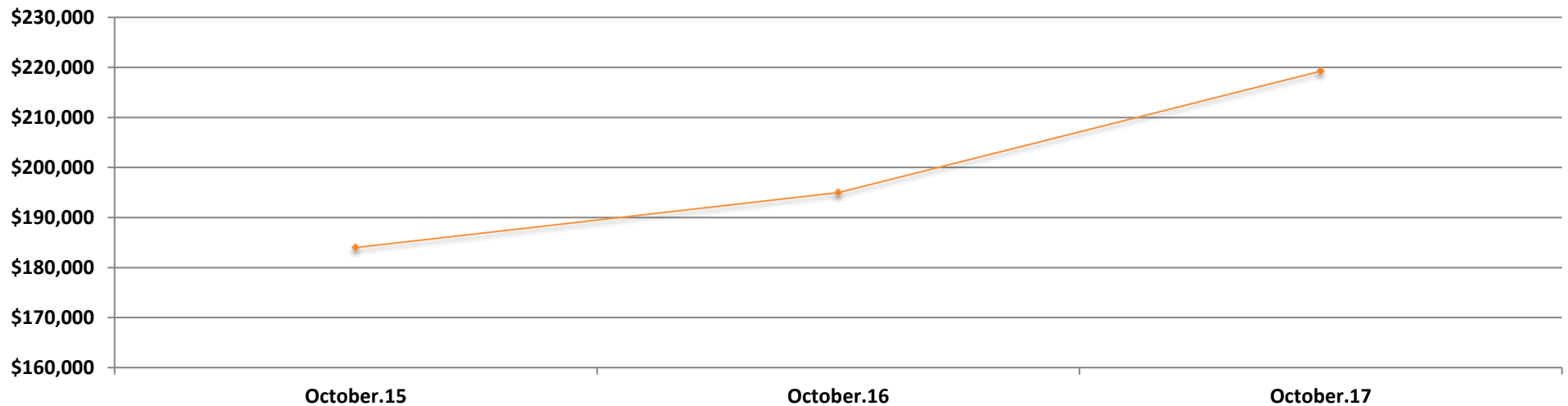
## October

## 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

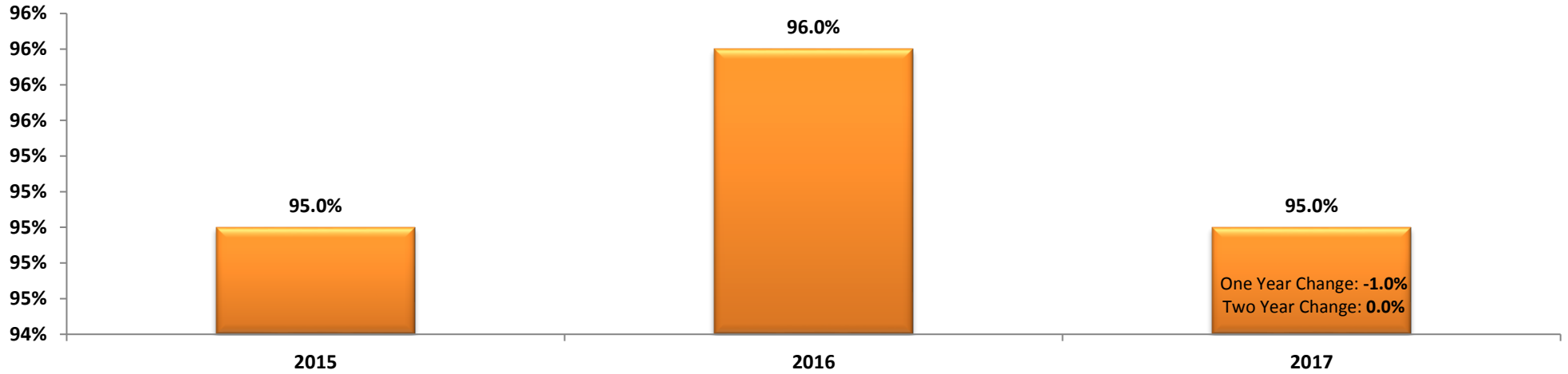
A Statistical Market Report from the REALTOR® Association of Southern Minnesota



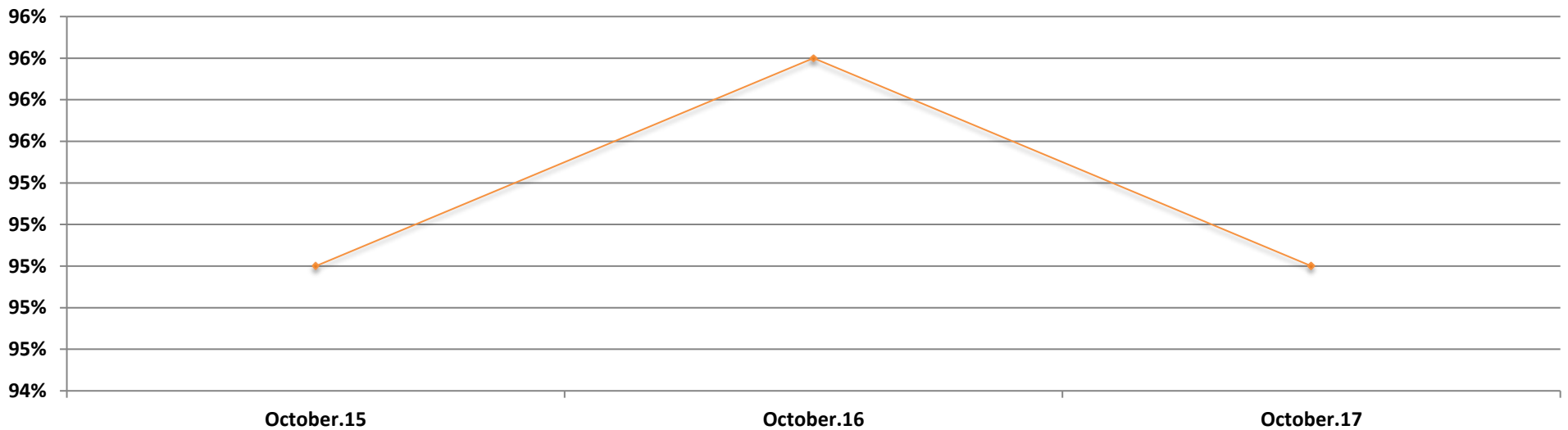
REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

## October

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

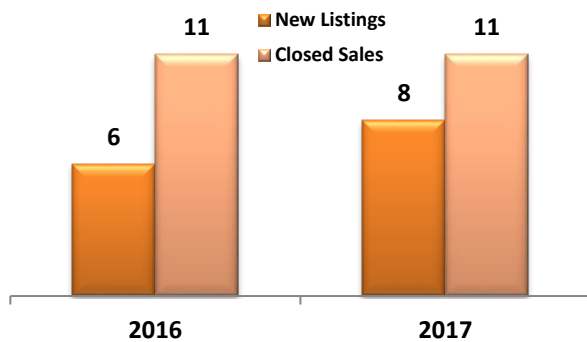
October

Year to Date

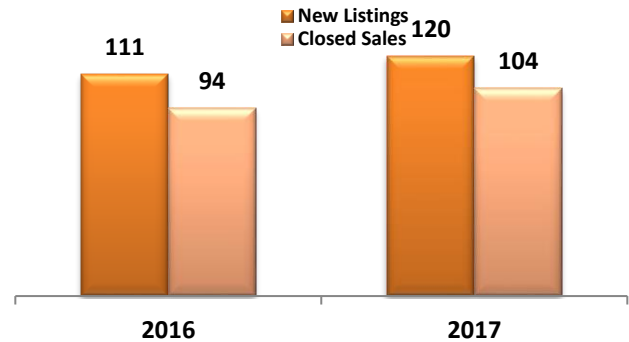
Faribault County, MN	2016	2017	Change	2016	2017	Change
New Listings	6	8	33.3%	111	120	8.1%
Closed Sales	11	11	0.0%	94	104	10.6%
Average Sales Price	\$ 129,250	\$ 81,425	-37.0%	\$ 85,252	\$ 98,503	15.5%
Percent of Original Last Price Received at Sale*	91.0%	93.0%	2.2%	88.0%	90.0%	2.3%
Average Days on Market Until Sale	175	109	-37.7%	198	164	-17.2%
Total Current Inventory**	48	37	-22.9%	.	.	.
Single-Family Detached Inventory	48	35	-27.1%	.	.	.

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

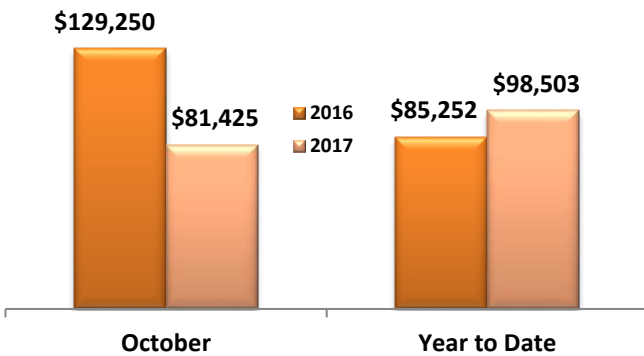
## Activity-Most Recent Month



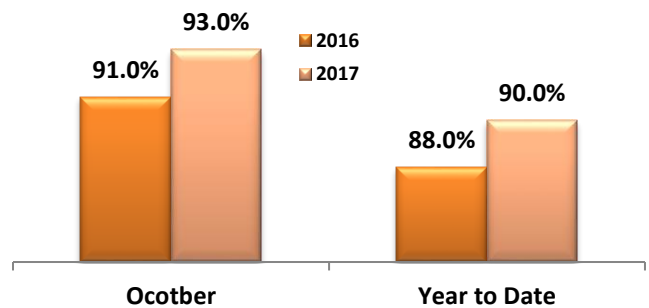
## Activity-Year to Date



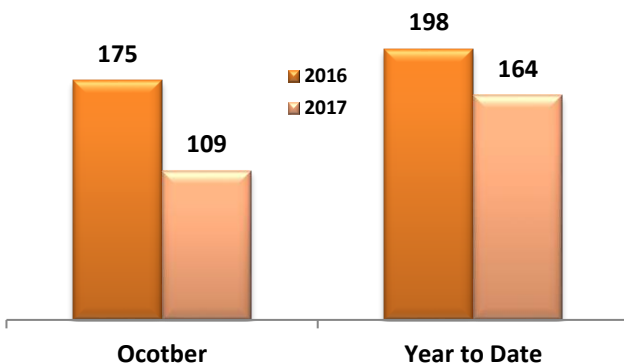
## Average Sales Price



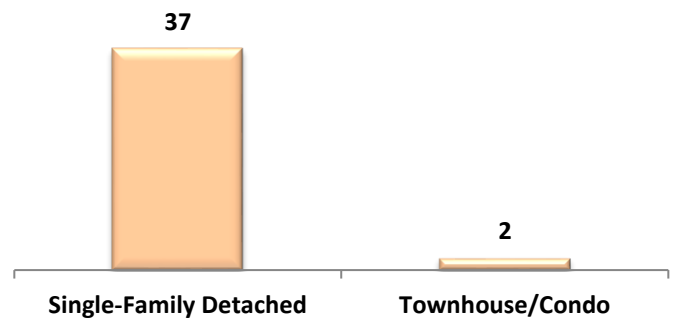
## Ratio of Sales Price to Original List Price



## 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

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## Eagle Lake/Madison Lake

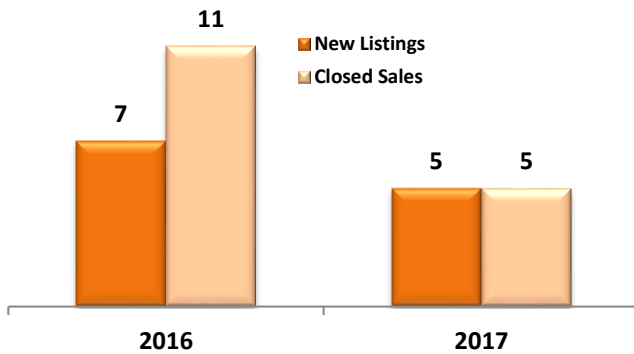
## October

## Year to Date

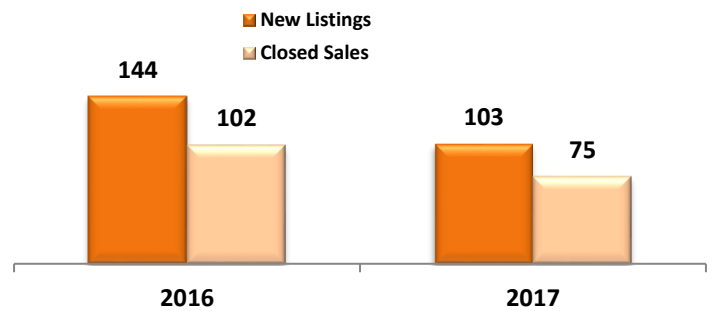
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	7	5	-28.6%	144	103	-28.5%
Closed Sales	11	5	-54.5%	102	75	-26.5%
Average Sales Price	\$ 277,960	\$ 223,101	-19.7%	\$ 227,439	\$ 257,321	13.1%
Percent of Original Last Price Received at Sale*	96.0%	97.0%	1.0%	96.0%	96.0%	0.0%
Average Days on Market Until Sale	156	68	-56.4%	116	133	14.7%
Total Current Inventory**	33	31	-6.1%	.	.	.
Single-Family Detached Inventory	28	28	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

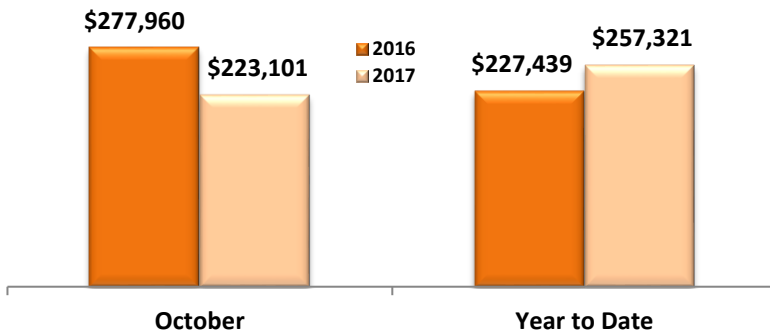
### Activity-Most Recent Month



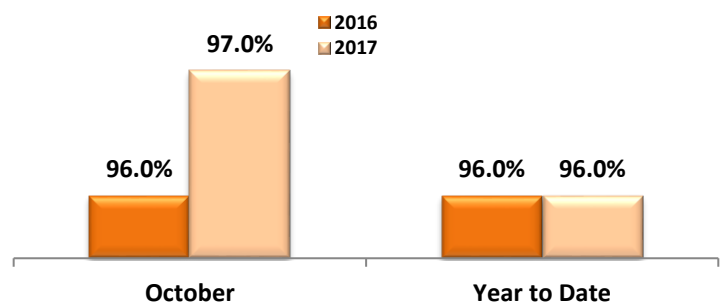
### Activity-Year to Date



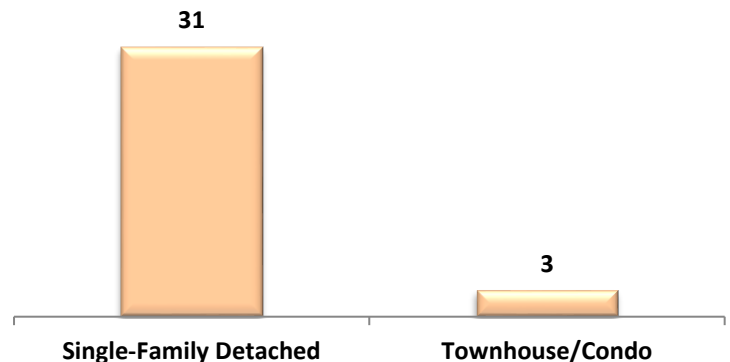
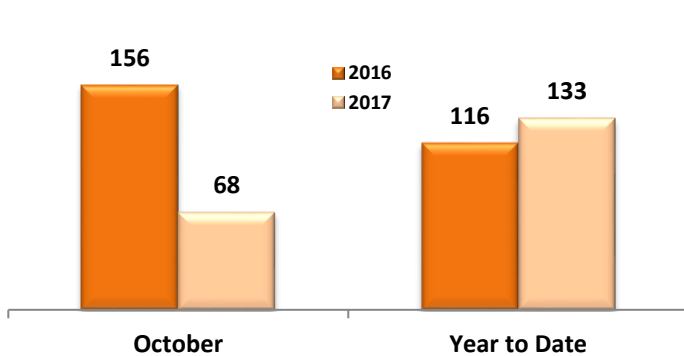
### Average Sales Price



### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



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

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## Elysian/Waterville

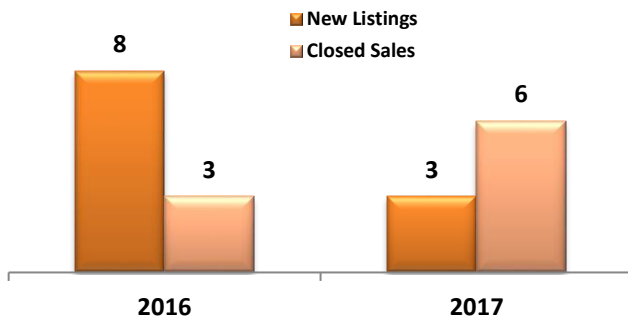
## October

## Year to Date

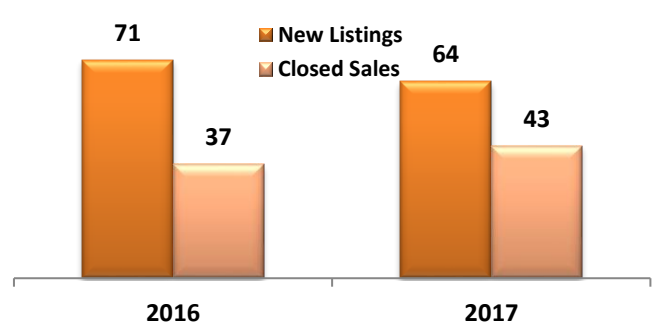
Le Sueur County, MN	2016	2017	Change	2016	2017	Change
New Listings	8	3	-62.5%	71	64	-9.9%
Closed Sales	3	6	100.0%	37	43	16.2%
Average Sales Price	\$ 120,333	\$ 251,742	109.2%	\$ 215,161	\$ 210,015	-2.4%
Percent of Original Last Price Received at Sale*	83.0%	91.0%	9.6%	87.0%	92.0%	5.7%
Average Days on Market Until Sale	101	168	66.3%	181	129	-28.7%
Total Current Inventory**	36	12	-66.7%	.	.	.
Single-Family Detached Inventory	35	12	-65.7%	.	.	.

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

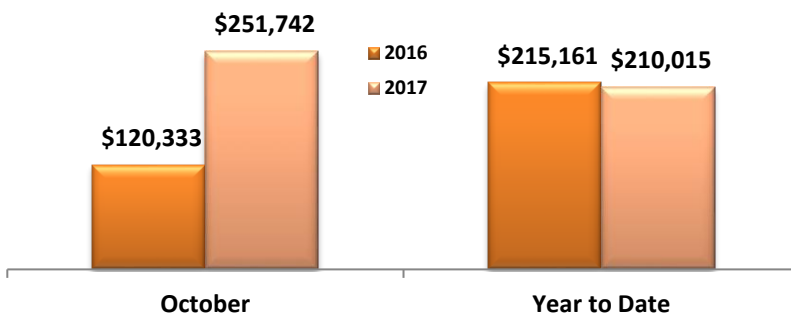
### Activity-Most Recent Month



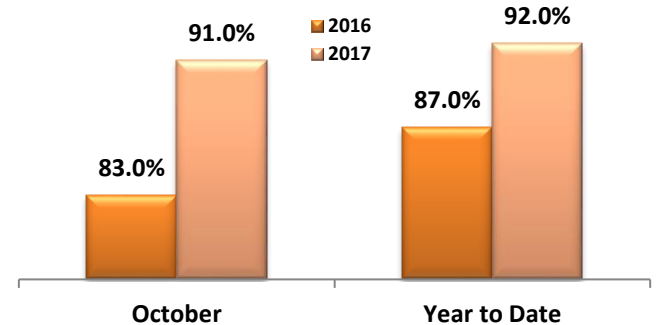
### Activity-Year to Date



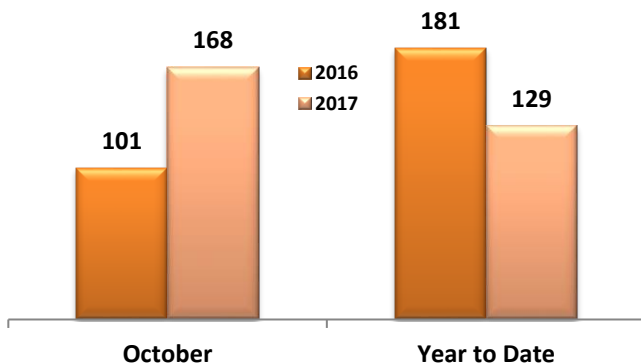
### Average Sales Price



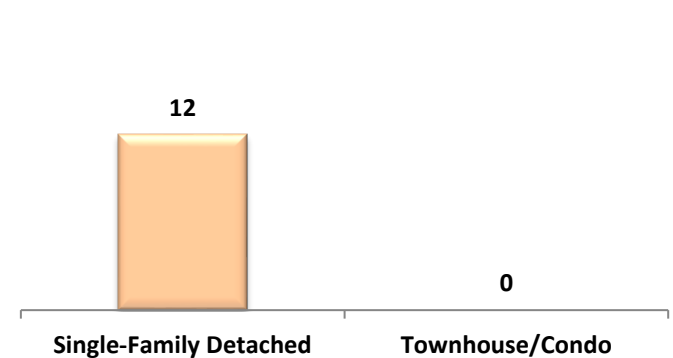
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



Some of the figures referenced in this report are for only one month, month or quarterly. 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



## Lake Crystal

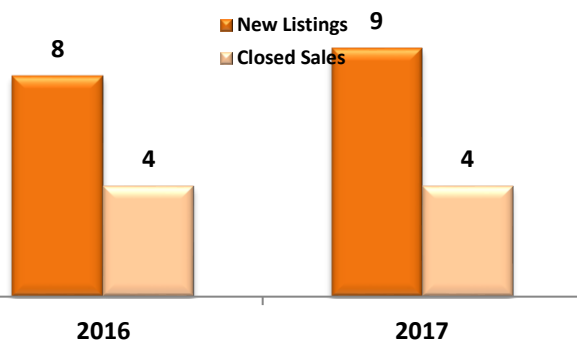
## October

## Year to Date

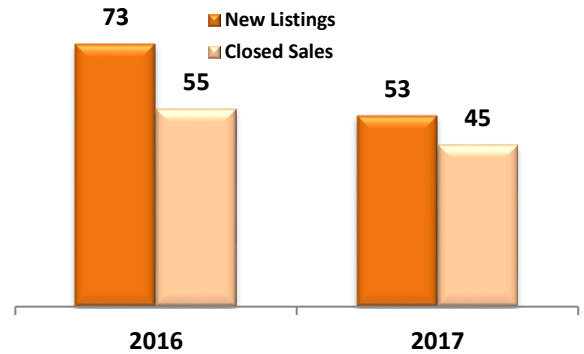
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	8	9	12.5%	73	53	-27.4%
Closed Sales	4	4	0.0%	55	45	-18.2%
Average Sales Price	\$ 128,500	\$ 147,004	14.4%	\$ 164,063	\$ 152,067	-7.3%
Percent of Original Last Price Received at Sale*	86.0%	91.0%	5.8%	95.0%	93.0%	-2.1%
Average Days on Market Until Sale	126	106	-15.9%	130	123	-5.4%
Total Current Inventory**	20	16	-20.0%	.	.	.
Single-Family Detached Inventory	18	15	-16.7%	.	.	.

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

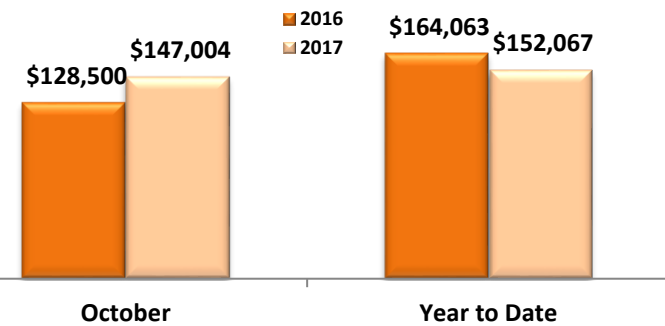
### Activity-Most Recent Month



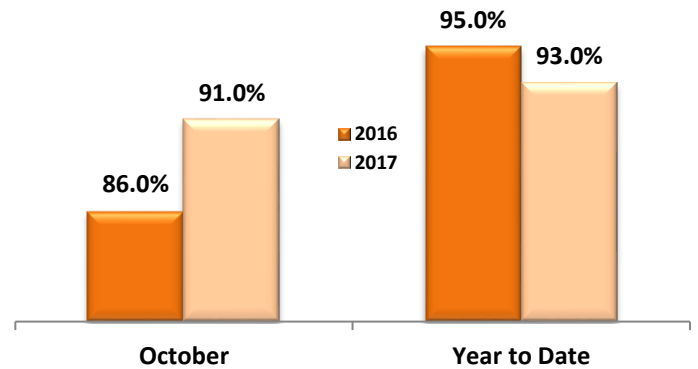
### Activity-Year to Date



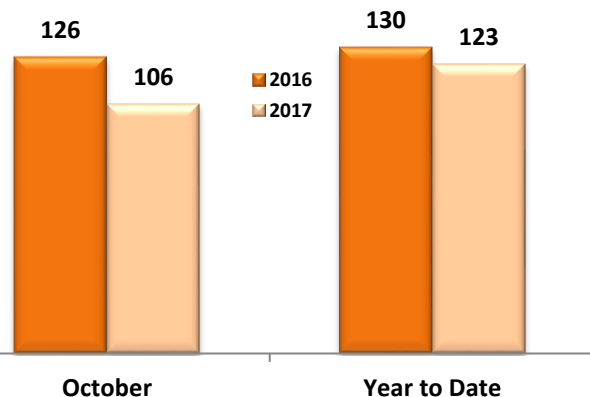
### Average Sales Price



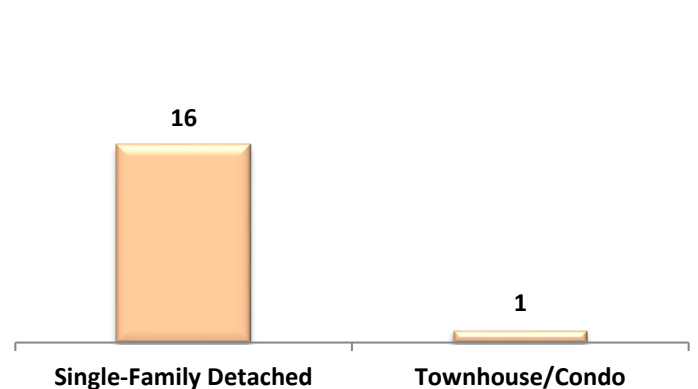
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



Some of the highest percentage increases are for only one month in one category. 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



LeSueur/LeCenter/Henderson

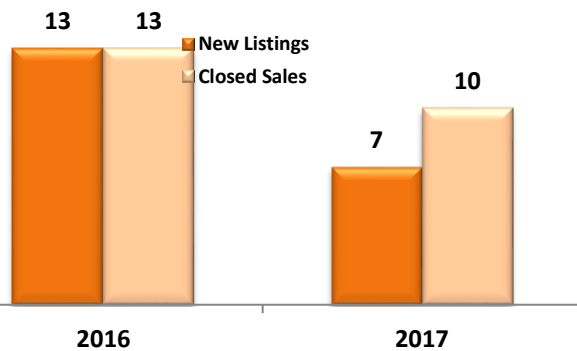
October

Year to Date

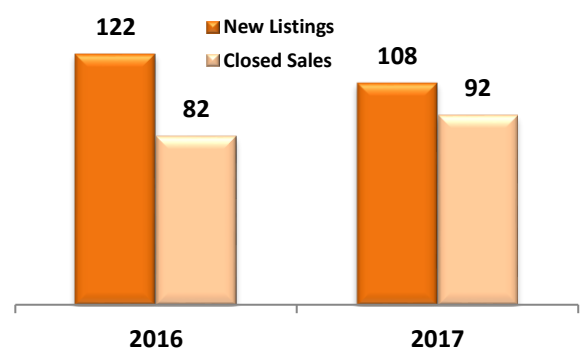
Le Sueur County, MN	2016	2017	Change	2016	2017	Change
New Listings	13	7	-46.2%	122	108	-11.5%
Closed Sales	13	10	-23.1%	82	92	12.2%
Average Sales Price	\$ 156,284	\$ 146,540	-6.2%	\$ 153,607	\$ 160,096	4.2%
Percent of Original Last Price Received at Sale*	92.0%	91.0%	-1.1%	94.0%	95.0%	1.1%
Average Days on Market Until Sale	167	150	-10.2%	160	133	-16.9%
Total Current Inventory**	36	18	-50.0%	.	.	.
Single-Family Detached Inventory	31	17	-45.2%	.	.	.

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

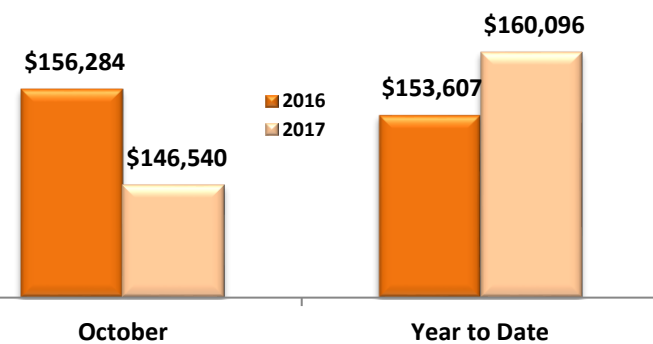
## Activity-Most Recent Month



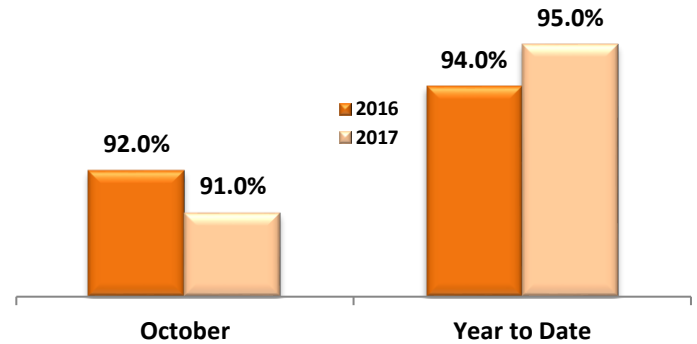
## Activity-Year to Date



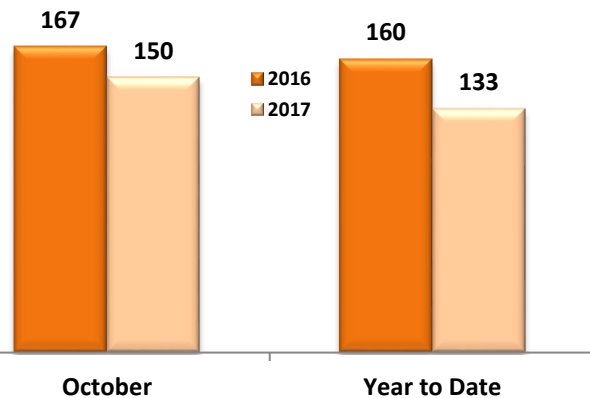
## Average Sales Price



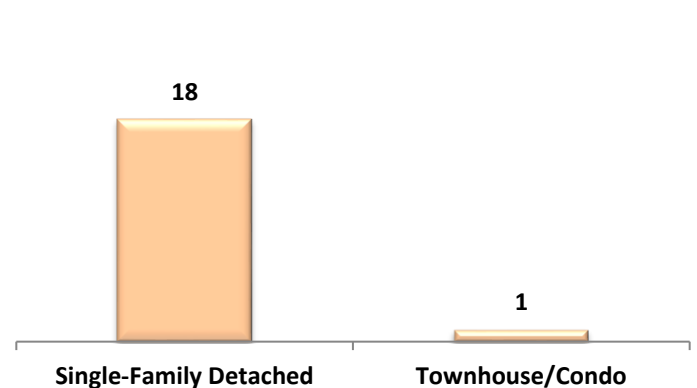
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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# Local Market Updates

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## Lower North Mankato

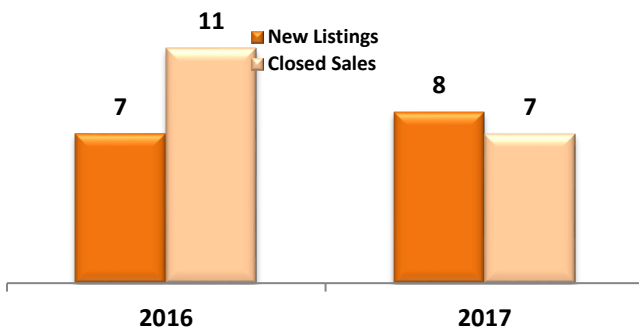
## October

## Year to Date

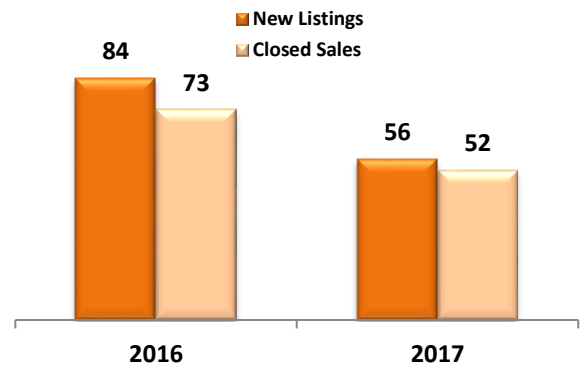
Nicollet County, MN	2016	2017	Change	2016	2017	Change
New Listings	7	8	14.3%	84	56	-33.3%
Closed Sales	11	7	-36.4%	73	52	-28.8%
Average Sales Price	\$ 126,320	\$ 154,139	22.0%	\$ 134,501	\$ 147,718	9.8%
Percent of Original Last Price Received at Sale*	94.0%	96.0%	2.1%	96.0%	96.0%	0.0%
Average Days on Market Until Sale	96	79	-17.7%	99	83	-16.2%
Total Current Inventory**	13	6	-53.8%	.	.	.
Single-Family Detached Inventory	13	6	-53.8%	.	.	.

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

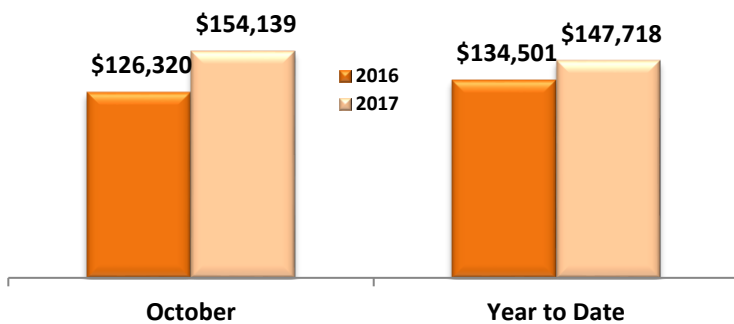
### Activity-Most Recent Month



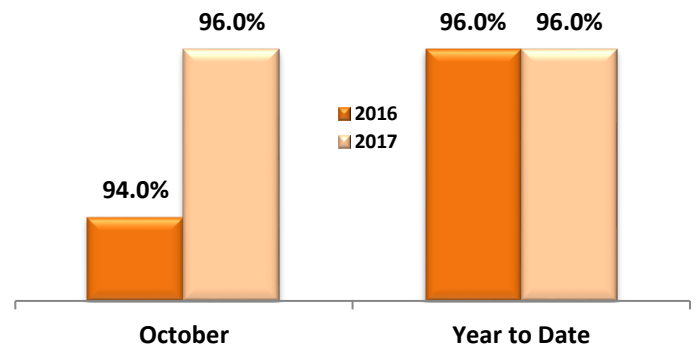
### Activity-Year to Date



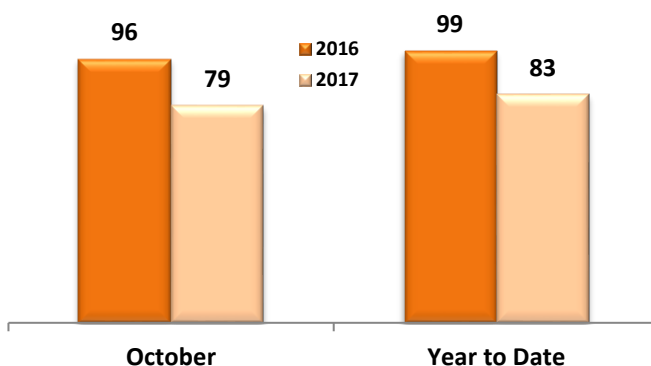
### Average Sales Price



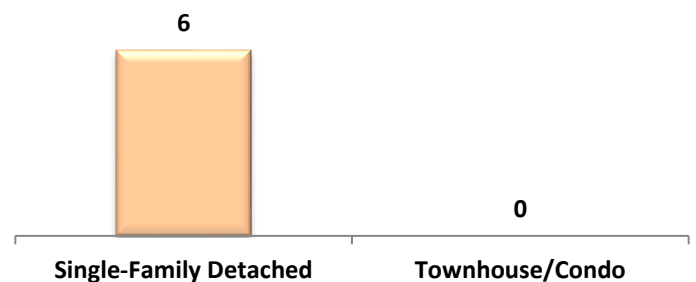
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



Some of the highest percentage increases and decreases are for only one month in time. As such, they can sometimes look extreme due to small sample size involved. All data from the

# Local Market Updates

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## Madelia/St. James

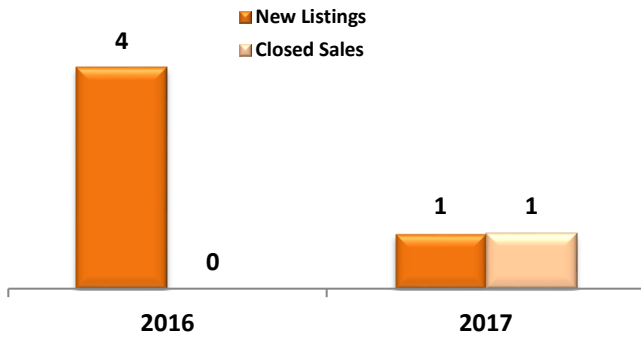
### October

### Year to Date

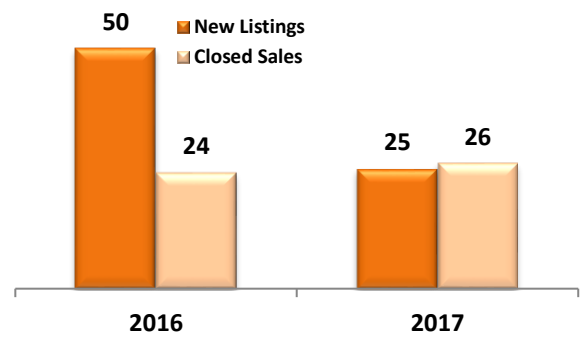
Watonwan County, MN	2016	2017	Change	2016	2017	Change
New Listings	4	1	-75.0%	50	25	-50.0%
Closed Sales	0	1	#DIV/0!	24	26	8.3%
Average Sales Price	N/A	\$59,400	#VALUE!	\$111,604	\$101,742	-8.8%
Percent of Original Last Price Received at Sale*	N/A	85.0%	#VALUE!	92.0%	84.0%	-8.7%
Average Days on Market Until Sale	N/A	402	#VALUE!	116	215	85.3%
Total Current Inventory**	21	7	-66.7%	.	.	.
Single-Family Detached Inventory	20	7	-65.0%	.	.	.

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

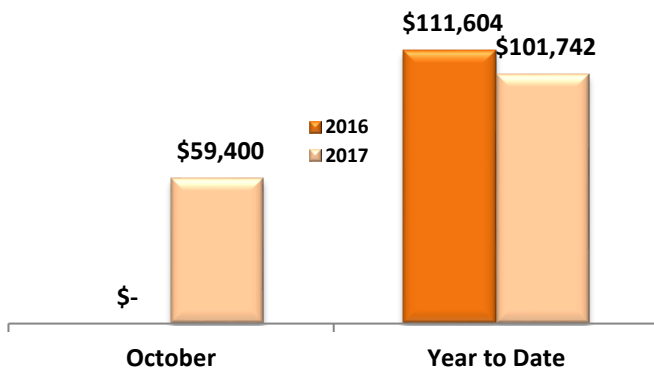
### Activity-Most Recent Month



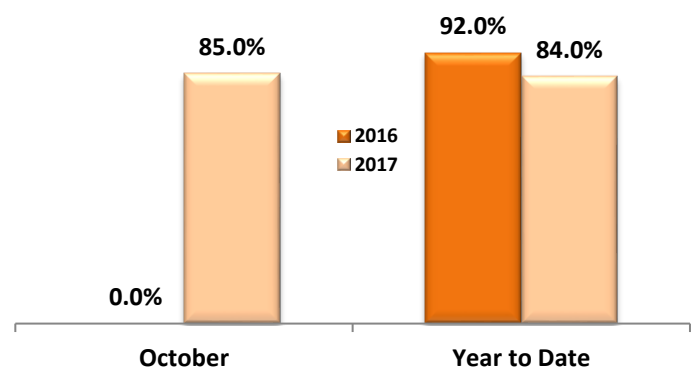
### Activity-Year to Date



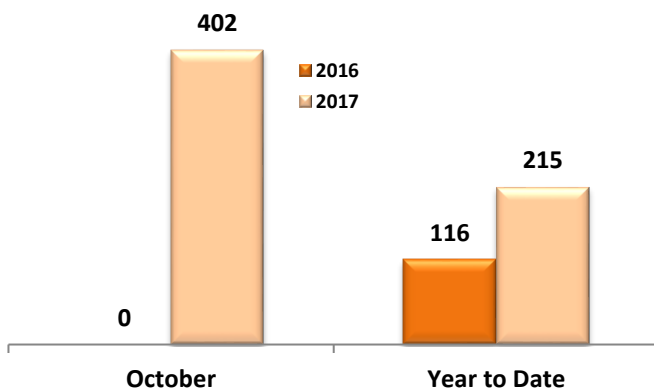
### Average Sales Price



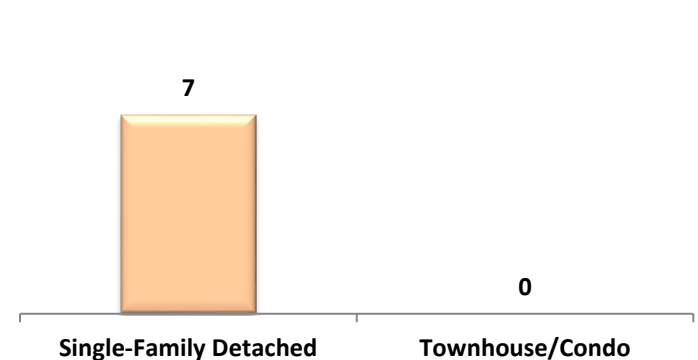
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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## Mankato Central

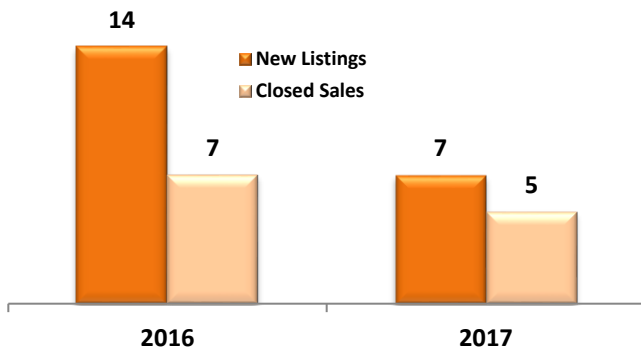
## October

## Year to Date

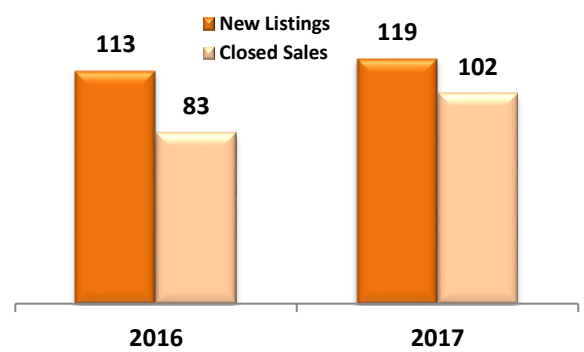
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	14	7	-50.0%	113	119	5.3%
Closed Sales	7	5	-28.6%	83	102	22.9%
Average Sales Price	\$ 107,828	\$ 137,270	27.3%	\$ 133,985	\$ 132,545	-1.1%
Percent of Original Last Price Received at Sale*	94.0%	99.0%	5.3%	96.0%	94.0%	-2.1%
Average Days on Market Until Sale	167	67	-59.9%	118	100	-15.3%
Total Current Inventory**	34	13	-61.8%	.	.	.
Single-Family Detached Inventory	33	12	-63.6%	.	.	.

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

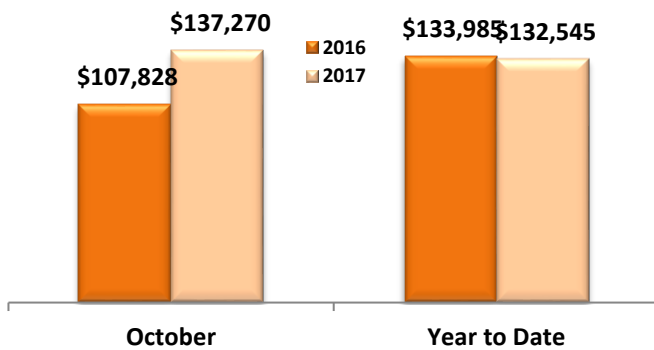
### Activity-Most Recent Month



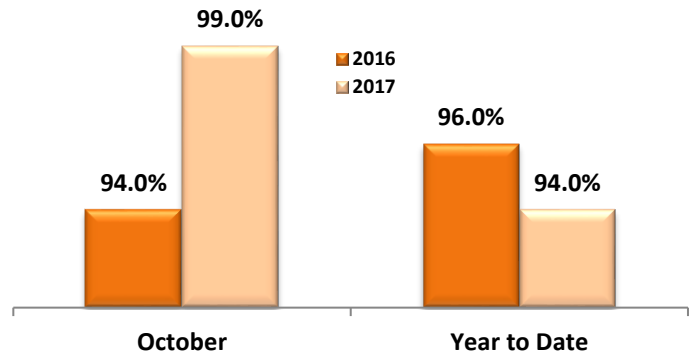
### Activity-Year to Date



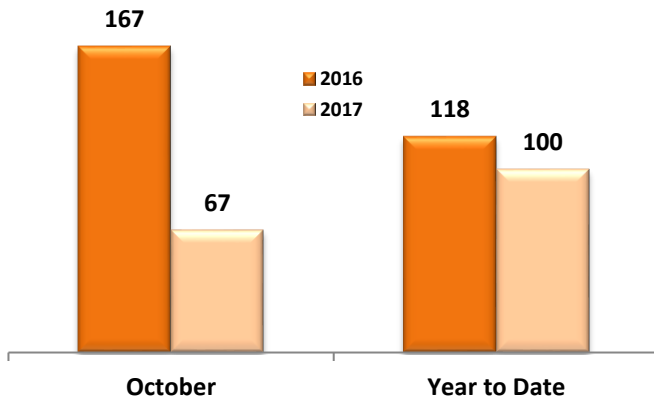
### Average Sales Price



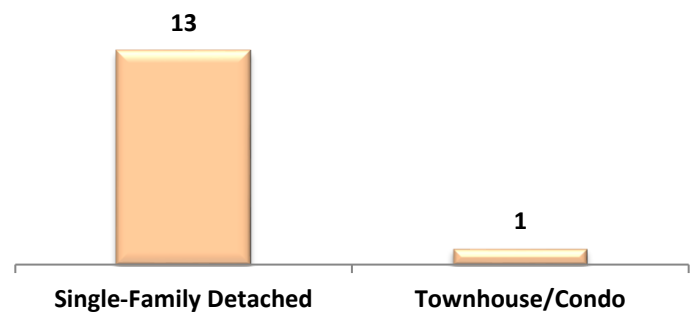
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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## Mankato Hilltop

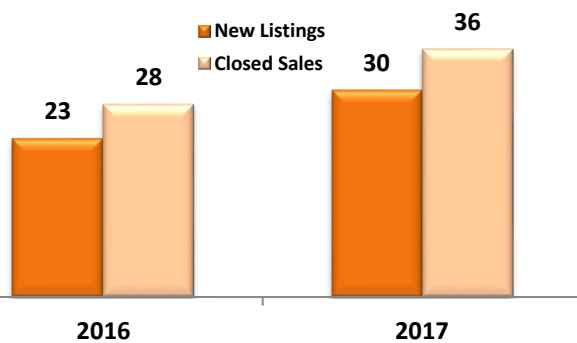
## October

## Year to Date

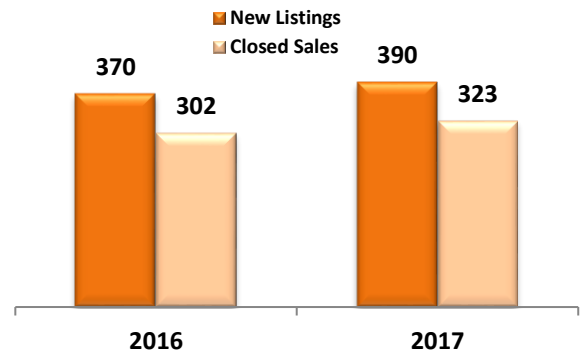
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	23	30	30.4%	370	390	5.4%
Closed Sales	28	36	28.6%	302	323	7.0%
Average Sales Price	\$ 216,373	\$ 232,287	7.4%	\$ 229,485	\$ 227,503	-0.9%
Percent of Original Last Price Received at Sale*	98.0%	97.0%	-1.0%	97.0%	98.0%	1.0%
Average Days on Market Until Sale	92	95	3.3%	104	94	-9.6%
Total Current Inventory**	66	82	24.2%	.	.	.
Single-Family Detached Inventory	51	61	19.6%	.	.	.

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

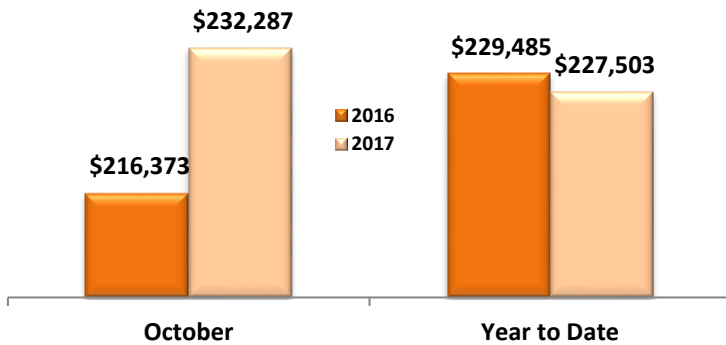
### Activity-Most Recent Month



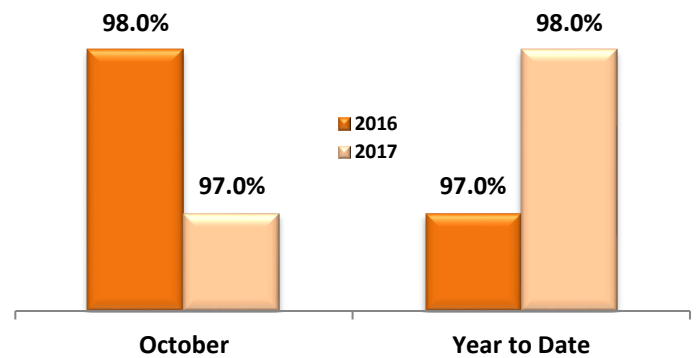
### Activity-Year to Date



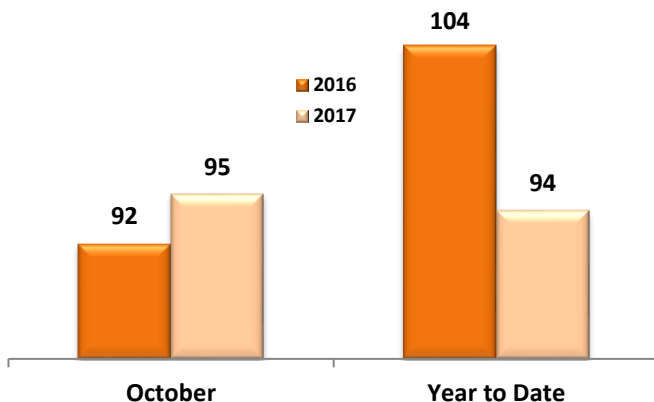
### Average Sales Price



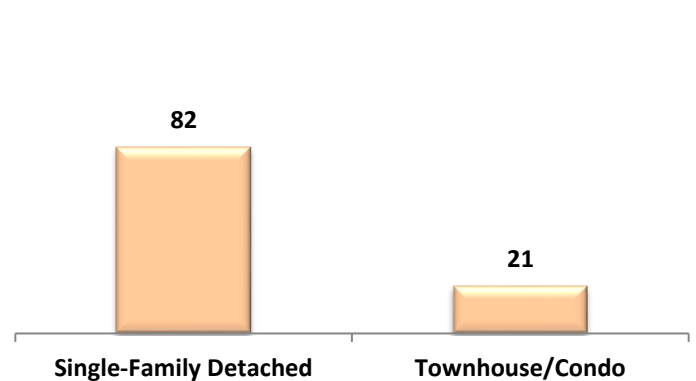
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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## Mankato-James/SouthView/Viking Terrace/Kensington

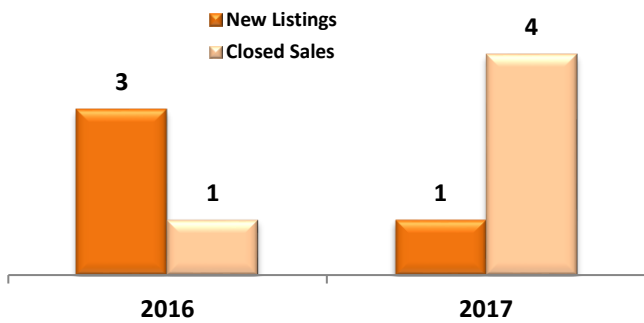
### October

### Year to Date

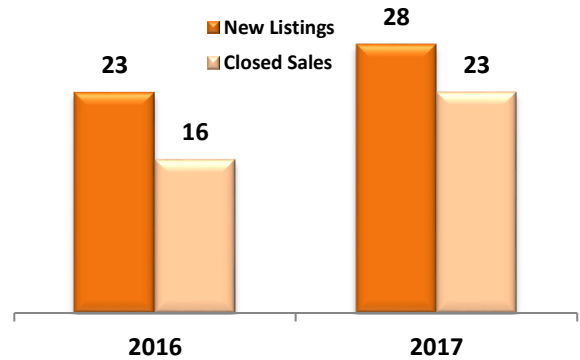
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	3	1	-66.7%	23	28	21.7%
Closed Sales	1	4	300.0%	16	23	43.8%
Average Sales Price	\$ 180,000	\$ 523,625	190.9%	\$ 321,331	\$ 302,689	-5.8%
Percent of Original Last Price Received at Sale*	100.0%	95.0%	-5.0%	96.0%	97.0%	1.0%
Average Days on Market Until Sale	37	185	400.0%	98	105	7.1%
Total Current Inventory**	8	9	12.5%	.	.	.
Single-Family Detached Inventory	7	8	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

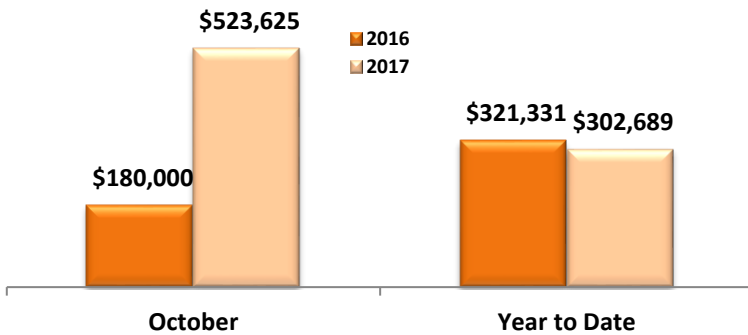
### Activity-Most Recent Month



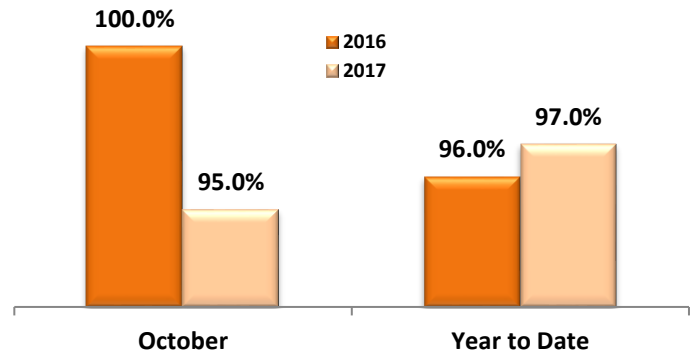
### Activity-Year to Date



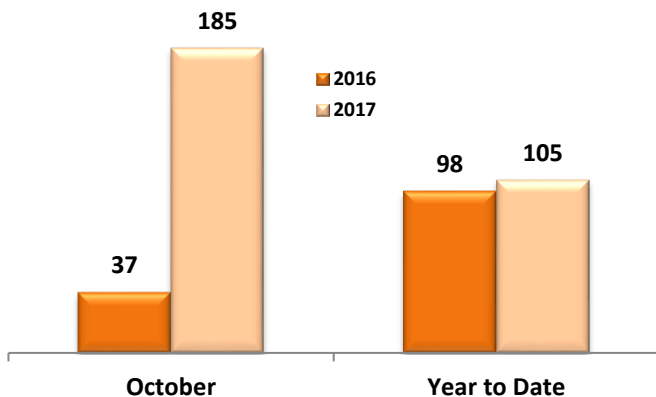
### Average Sales Price



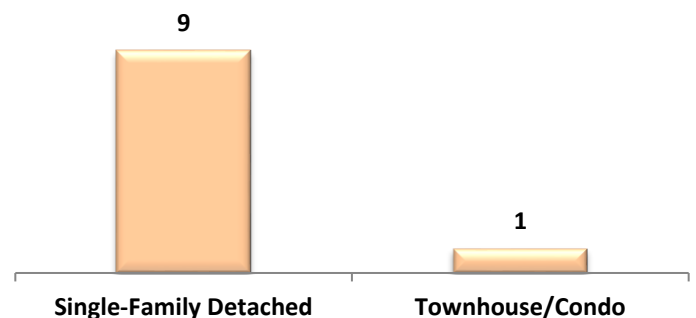
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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## Rural Mankato and North Mankato

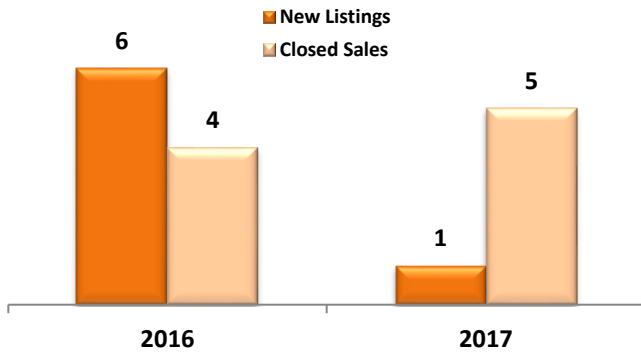
### October

### Year to Date

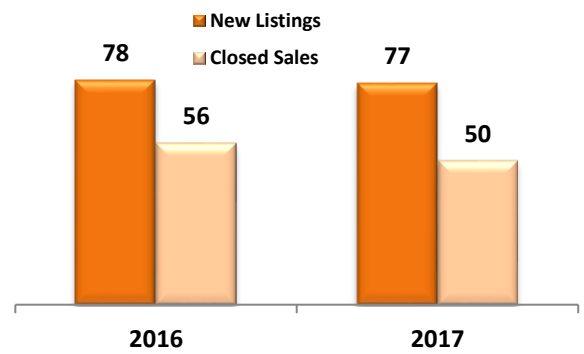
Multiple Counties, MN	2016	2017	Change	2016	2017	Change
New Listings	6	1	-83.3%	78	77	-1.3%
Closed Sales	4	5	25.0%	56	50	-10.7%
Average Sales Price	\$ 266,500	\$ 294,460	10.5%	\$ 320,404	\$ 303,404	-5.3%
Percent of Original Last Price Received at Sale*	94.0%	91.0%	-3.2%	94.0%	95.0%	1.1%
Average Days on Market Until Sale	170	111	-34.7%	133	102	-23.3%
Total Current Inventory**	22	18	-18.2%	.	.	.
Single-Family Detached Inventory	22	17	-22.7%	.	.	.

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

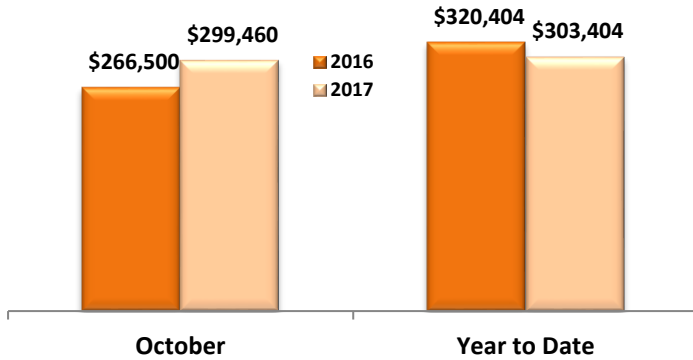
### Activity-Most Recent Month



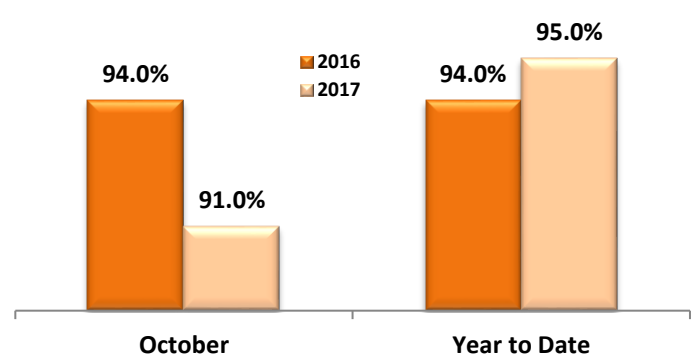
### Activity-Year to Date



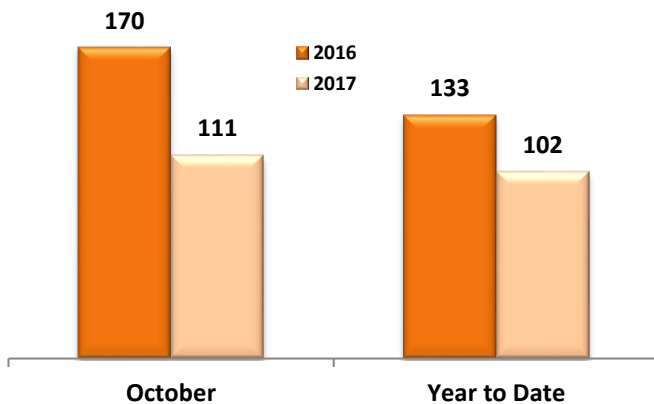
### Average Sales Price



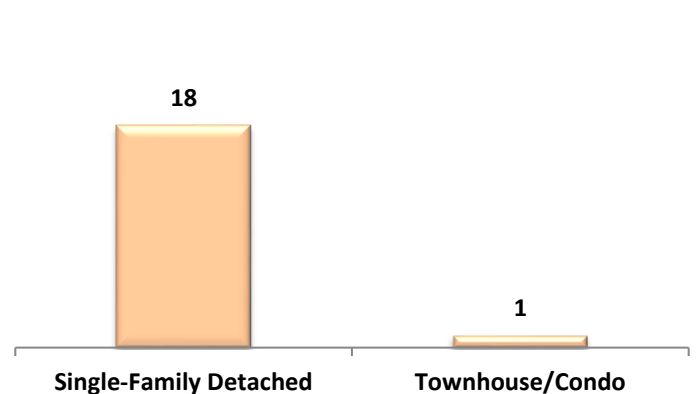
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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## Upper North Mankato

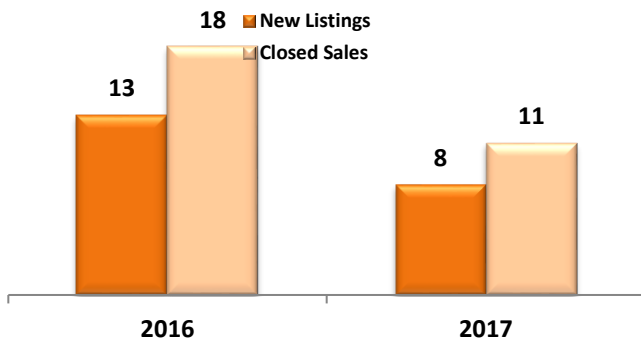
## October

## Year to Date

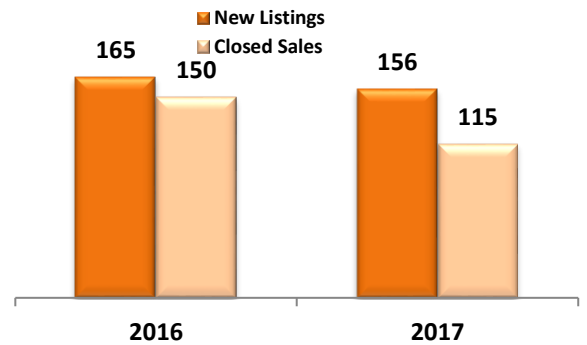
Nicollet County, MN	2016	2017	Change	2016	2017	Change
New Listings	13	8	-38.5%	165	156	-5.5%
Closed Sales	18	11	-38.9%	150	115	-23.3%
Average Sales Price	\$ 237,975	\$ 231,627	-2.7%	\$ 261,491	\$ 258,551	-1.1%
Percent of Original Last Price Received at Sale*	96.0%	86.0%	-10.4%	95.0%	96.0%	1.1%
Average Days on Market Until Sale	100	74	-26.0%	113	82	-27.4%
Total Current Inventory**	23	27	17.4%	.	.	.
Single-Family Detached Inventory	18	22	22.2%	.	.	.

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

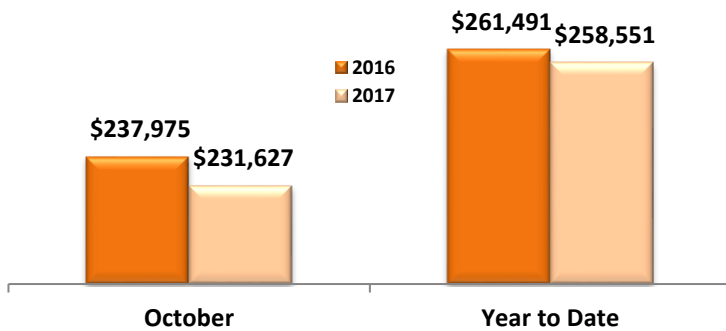
### Activity-Most Recent Month



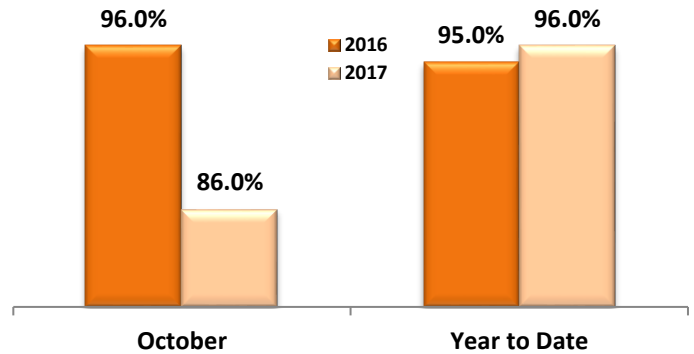
### Activity-Year to Date



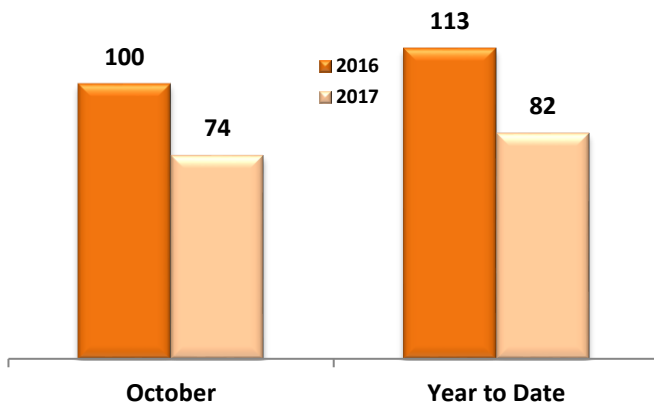
### Average Sales Price



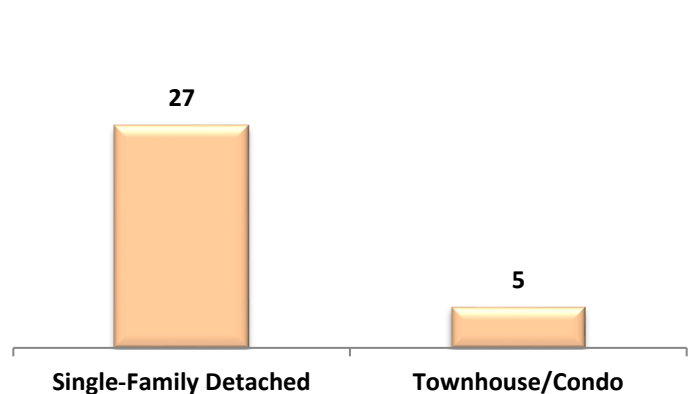
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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## Mankato and North Mankato

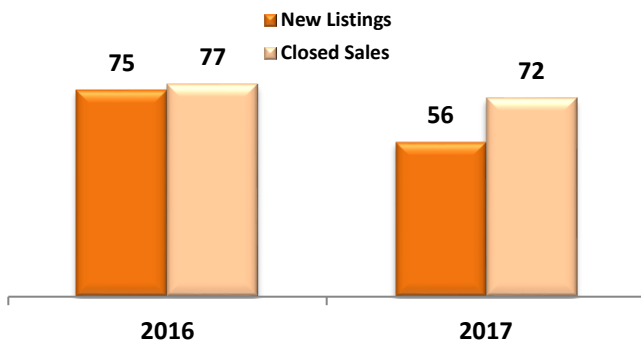
## October

## Year to Date

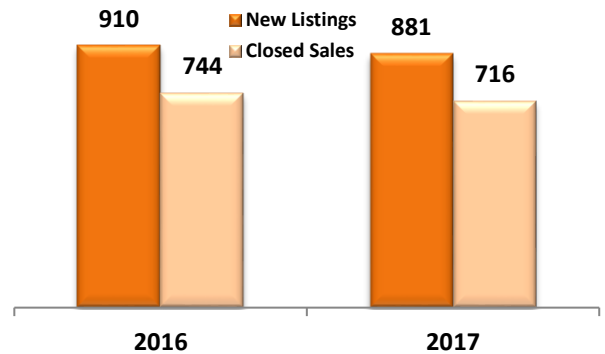
Blue Earth/Nicollet County, MN	2016	2017	Change	2016	2017	Change
New Listings	75	56	-25.3%	910	881	-3.2%
Closed Sales	77	72	-6.5%	744	716	-3.8%
Average Sales Price	\$ 194,378	\$ 235,935	21.4%	\$ 217,977	\$ 218,634	0.3%
Percent of Original Last Price Received at Sale*	96.0%	95.0%	-1.0%	96.0%	97.0%	1.0%
Average Days on Market Until Sale	104	94	-9.6%	108	92	-14.8%
Total Current Inventory**	182	159	-12.6%	.	.	.
Single-Family Detached Inventory	160	130	-18.8%	.	.	.

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

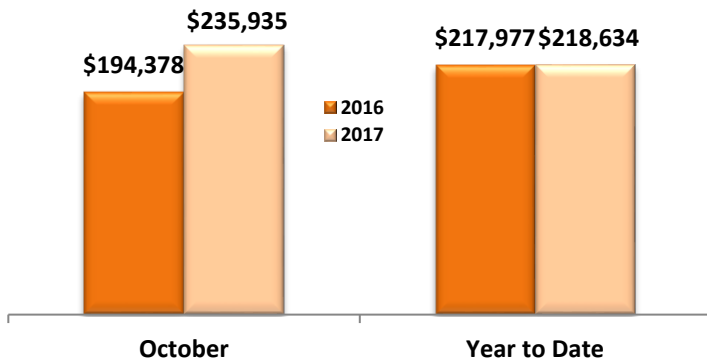
### Activity-Most Recent Month



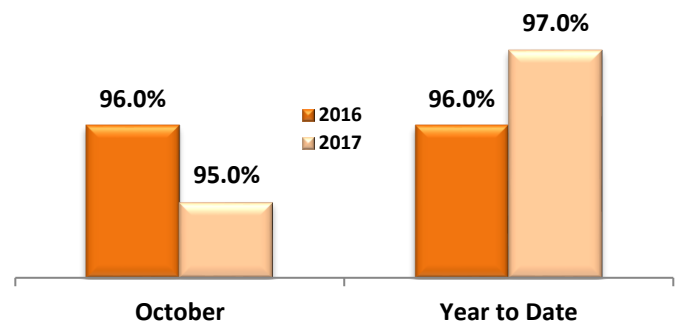
### Activity-Year to Date



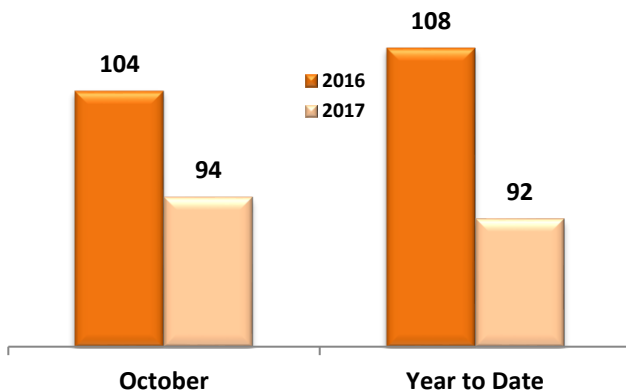
### Average Sales Price



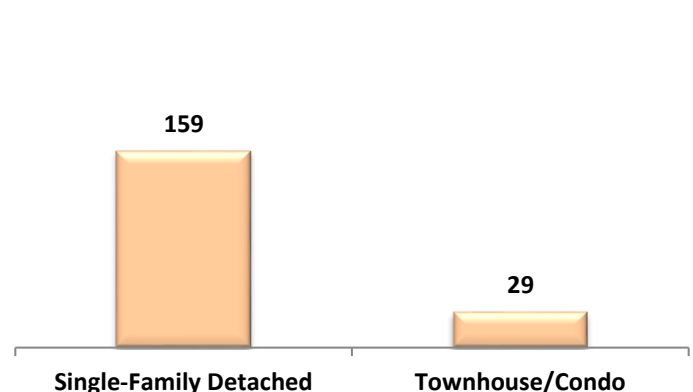
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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# Local Market Updates

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## West Mankato/Skyline

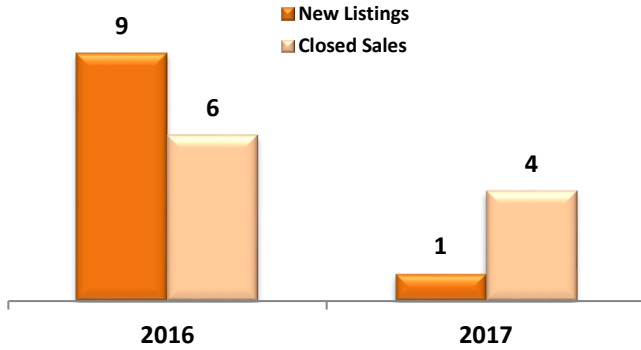
## October

## Year to Date

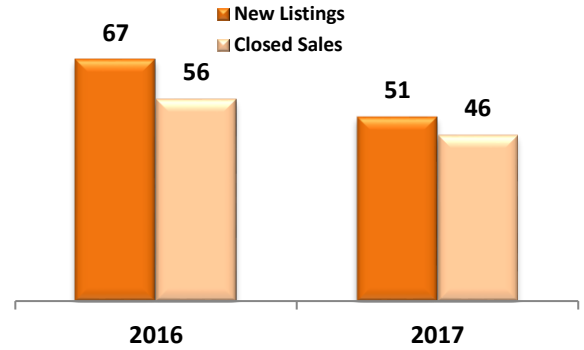
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	9	1	-88.9%	67	51	-23.9%
Closed Sales	6	4	-33.3%	56	46	-17.9%
Average Sales Price	\$ 149,166	\$ 180,000	20.7%	\$ 154,732	\$ 200,940	29.9%
Percent of Original Last Price Received at Sale*	95.0%	98.0%	3.2%	96.0%	96.0%	0.0%
Average Days on Market Until Sale	79	90	13.9%	94	77	-18.1%
Total Current Inventory**	13	4	-69.2%	.	.	.
Single-Family Detached Inventory	13	4	-69.2%	.	.	.

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

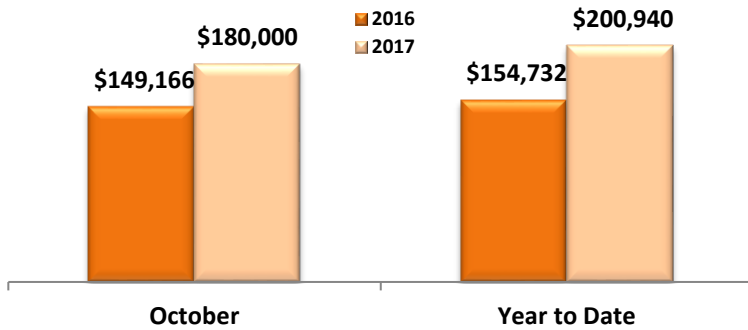
### Activity-Most Recent Month



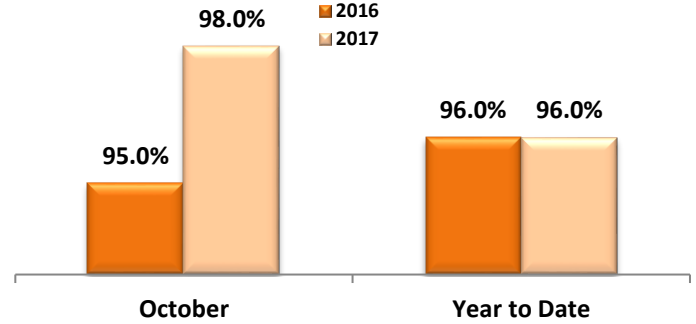
### Activity-Year to Date



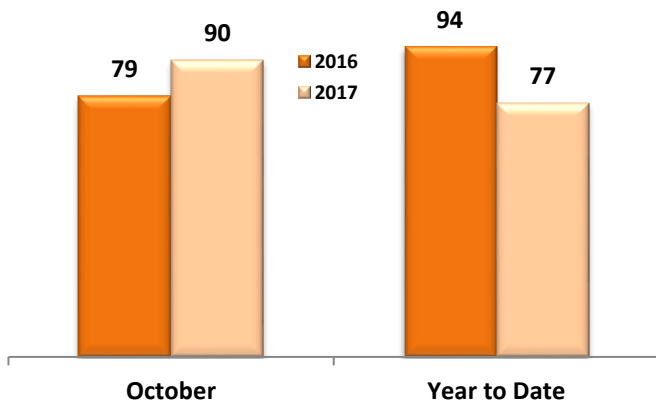
### Average Sales Price



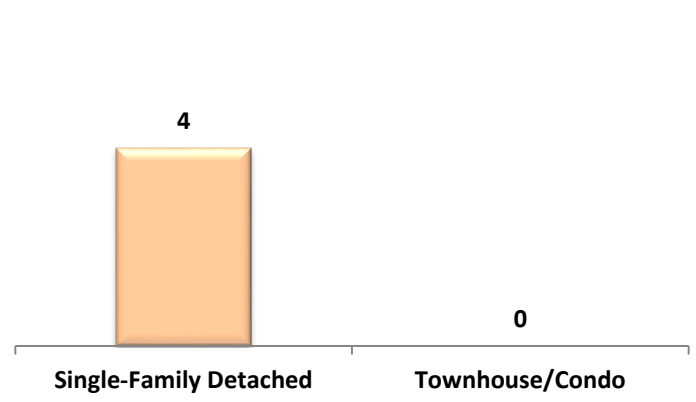
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



# Local Market Updates

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## Mapleton/Amboy/Minnesota Lake/Good Thunder

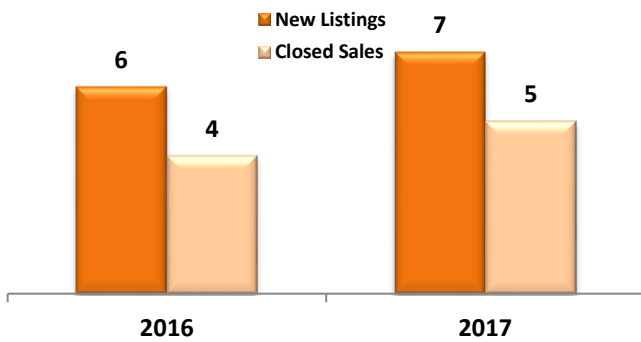
## October

## Year to Date

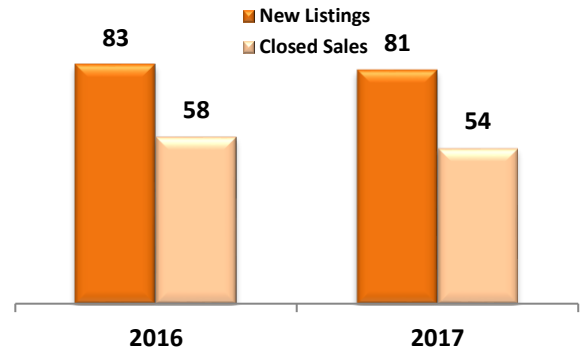
Blue Earth County, MN	2016	2017	Change	2016	2017	Change
New Listings	6	7	16.7%	83	81	-2.4%
Closed Sales	4	5	25.0%	58	54	-6.9%
Average Sales Price	\$ 107,987	\$ 97,234	-10.0%	\$ 121,552	\$ 134,106	10.3%
Percent of Original Last Price Received at Sale*	83.0%	95.0%	14.5%	86.0%	92.0%	7.0%
Average Days on Market Until Sale	185	117	-36.8%	184	118	-35.9%
Total Current Inventory**	20	20	0.0%	.	.	.
Single-Family Detached Inventory	20	20	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

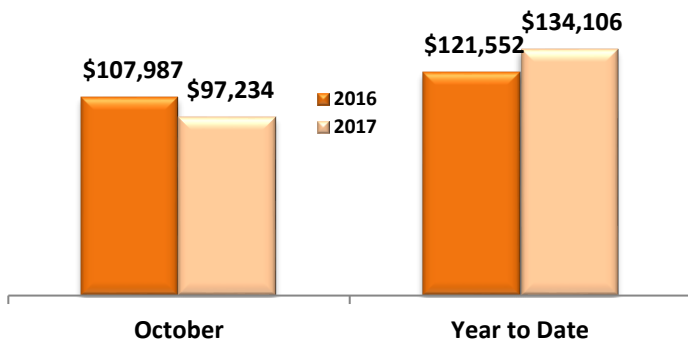
### Activity-Most Recent Month



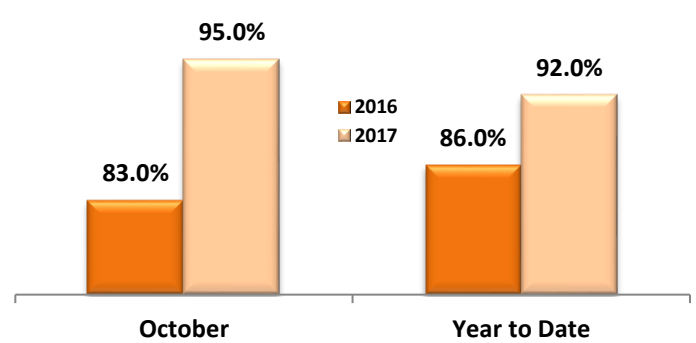
### Activity-Year to Date



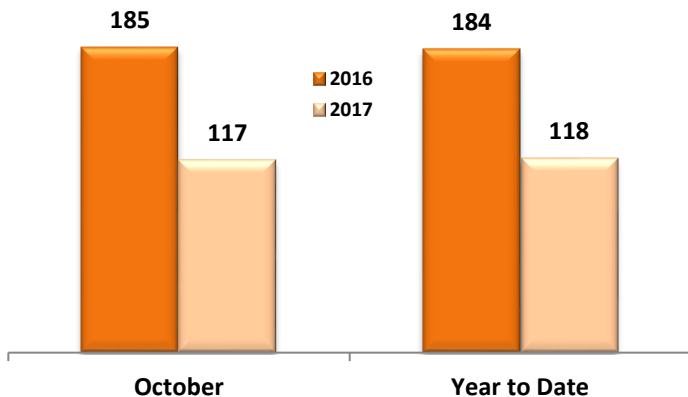
### Average Sales Price



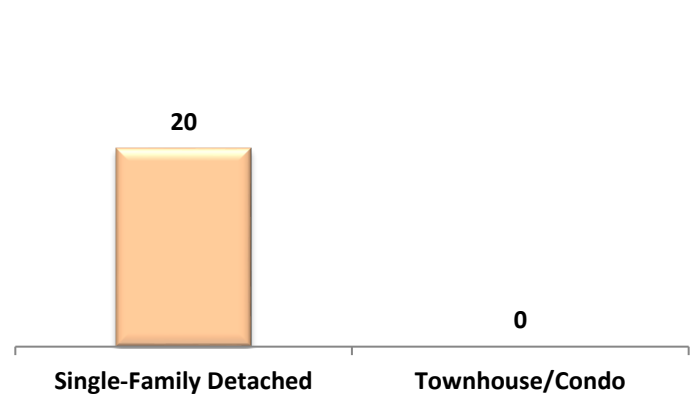
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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## New Ulm/Hanska/Lafayette/Courtland

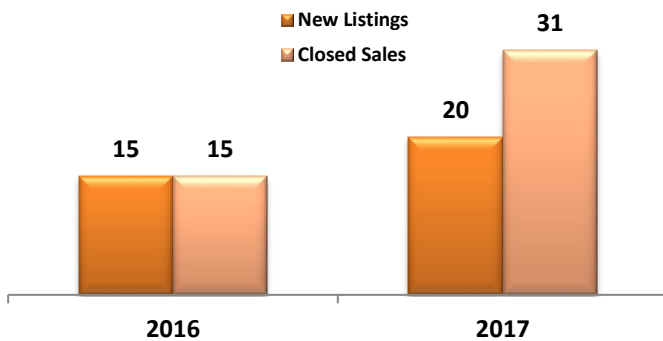
## October

## Year to Date

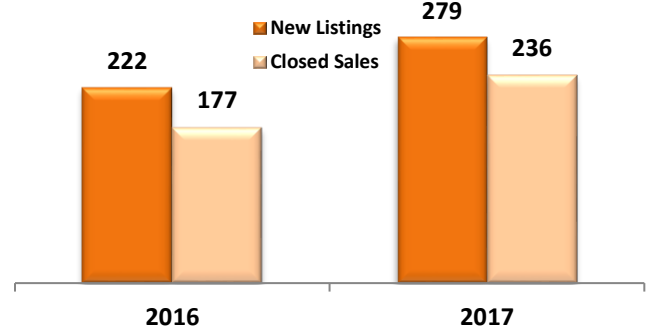
Brown County, MN	2016	2017	Change	2016	2017	Change
New Listings	15	20	33.3%	222	279	25.7%
Closed Sales	15	31	106.7%	177	236	33.3%
Average Sales Price	\$ 132,164	\$ 150,779	14.1%	\$ 149,082	\$ 148,512	-0.4%
Percent of Original Last Price Received at Sale*	96.0%	96.0%	0.0%	96.0%	96.0%	0.0%
Average Days on Market Until Sale	69	89	29.0%	109	95	-12.8%
Total Current Inventory**	55	48	-12.7%	.	.	.
Single-Family Detached Inventory	52	44	-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

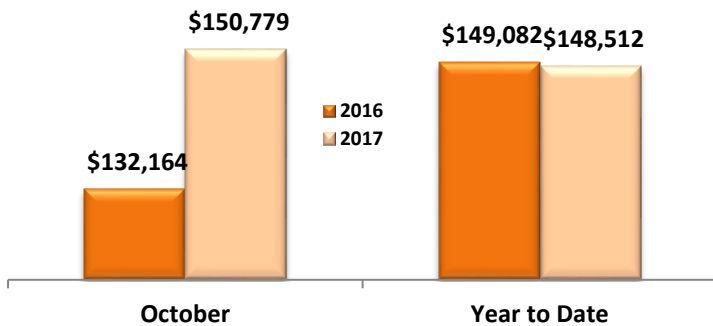
### Activity-Most Recent Month



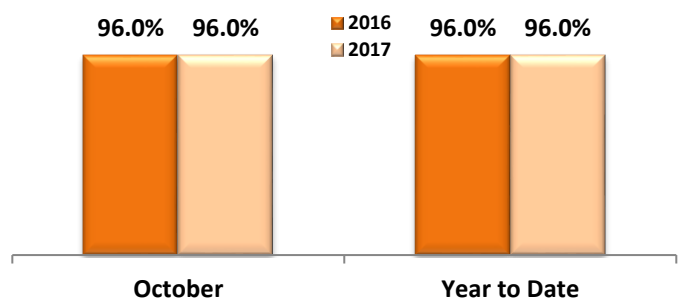
### Activity-Year to Date



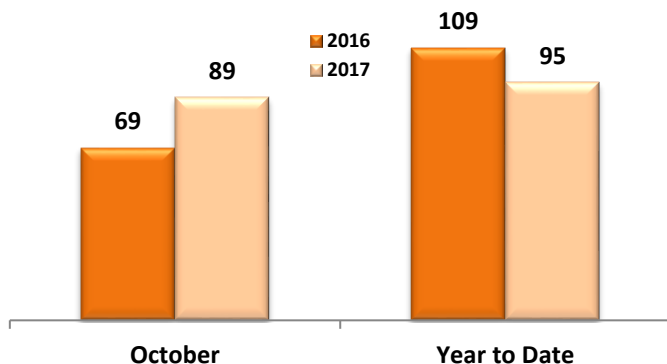
### Average Sales Price



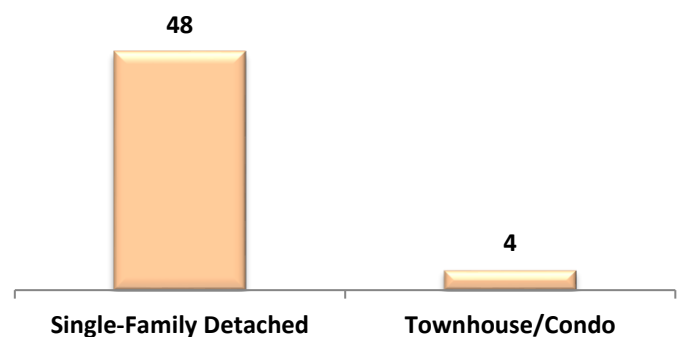
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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Nicollet/Judson

October

Year to Date

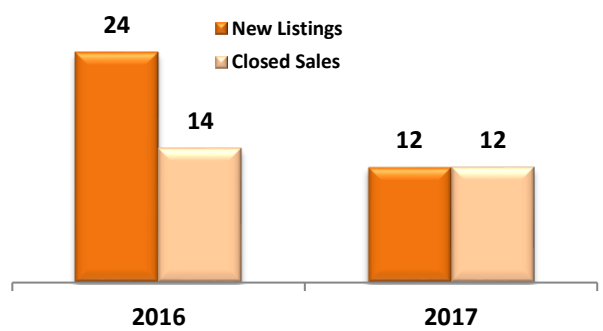
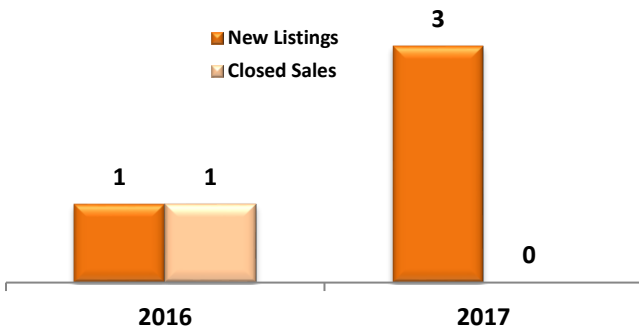
Late Sales recorded in  
MLS figured in Year to  
Date Totals

Multiple Counties, MN	2016	2017	Change	2016	2017	Change
New Listings	1	3	200.0%	24	12	-50.0%
Closed Sales	1	0	-100.0%	14	12	-14.3%
Average Sales Price	\$ 158,000	N/A	#VALUE!	\$181,139	\$207,862	14.8%
Percent of Original Last Price Received at Sale*	102.0%	N/A	#VALUE!	98.0%	94.0%	-4.1%
Average Days on Market Until Sale	68	N/A	#VALUE!	105	141	34.3%
Total Current Inventory**	10	3	-70.0%	.	.	.
Single-Family Detached Inventory	10	3	-70.0%	.	.	.

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

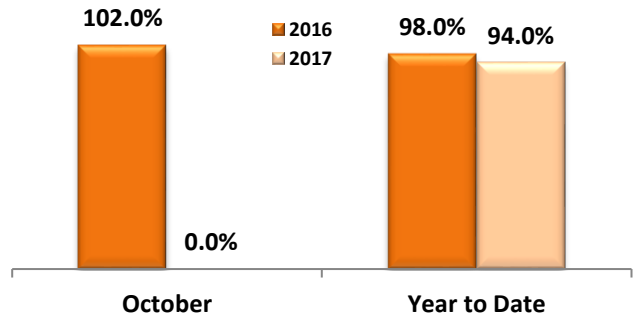
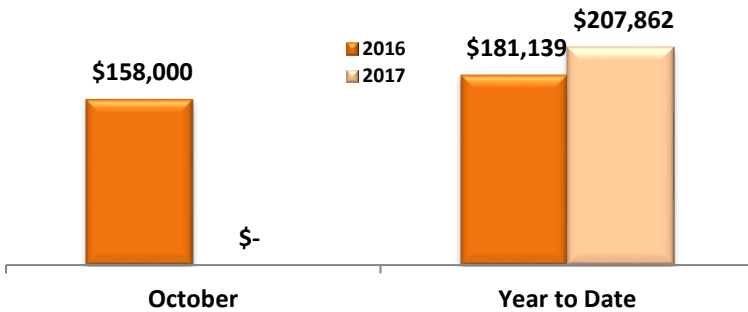
## Activity-Most Recent Month

## Activity-Year to Date



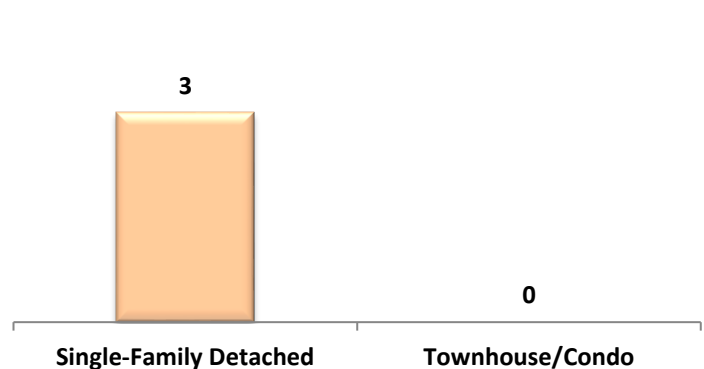
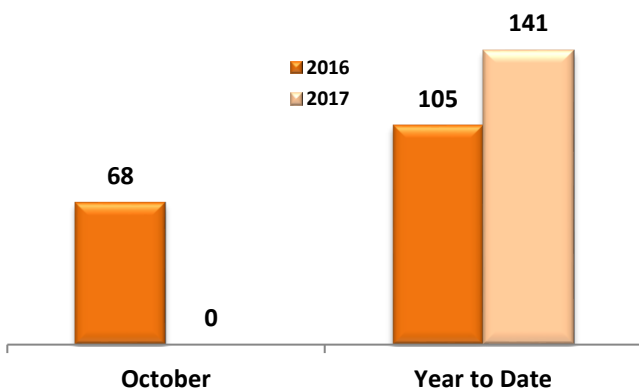
## Average Sales Price

## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale

## Current Inventory



h, they can sometimes look extreme due to small sample size involved. All data from the

# Local Market Updates

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Sleepy Eye/Comfrey

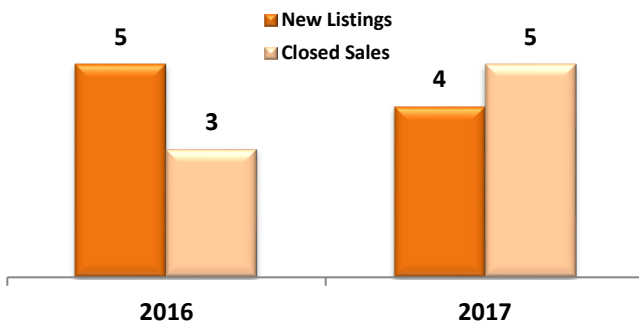
October

Year to Date

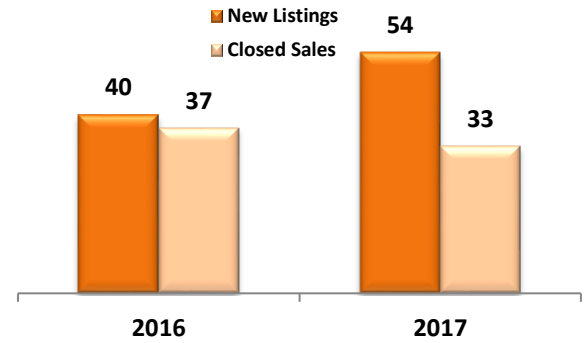
Brown County, MN	2016	2017	Change	2016	2017	Change
<b>New Listings</b>	5	4	-20.0%	40	54	35.0%
<b>Closed Sales</b>	3	5	66.7%	37	33	-10.8%
<b>Average Sales Price</b>	\$ 100,633	\$ 145,004	44.1%	\$ 92,293	\$ 112,452	21.8%
<b>Percent of Original Last Price Received at Sale*</b>	89.0%	96.0%	7.9%	89.0%	93.0%	4.5%
<b>Average Days on Market Until Sale</b>	246	129	-47.6%	249	143	-42.6%
<b>Total Current Inventory**</b>	11	20	81.8%	.	.	.
<b>Single-Family Detached Inventory</b>	9	18	100.0%	.	.	.

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

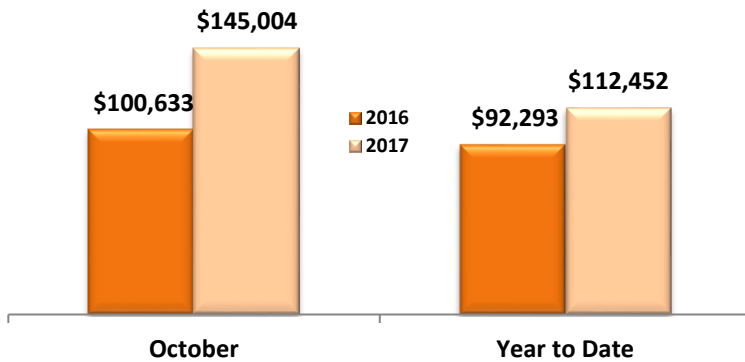
## Activity-Most Recent Month



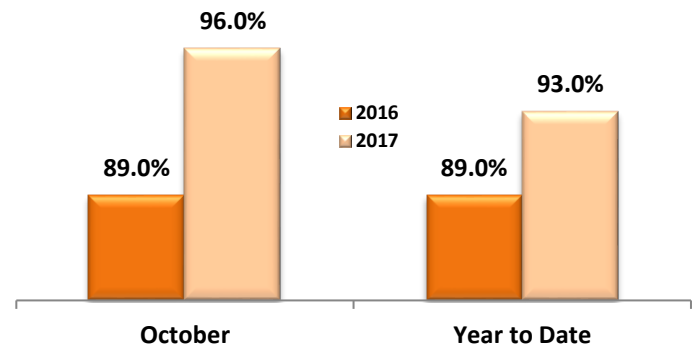
## Activity-Year to Date



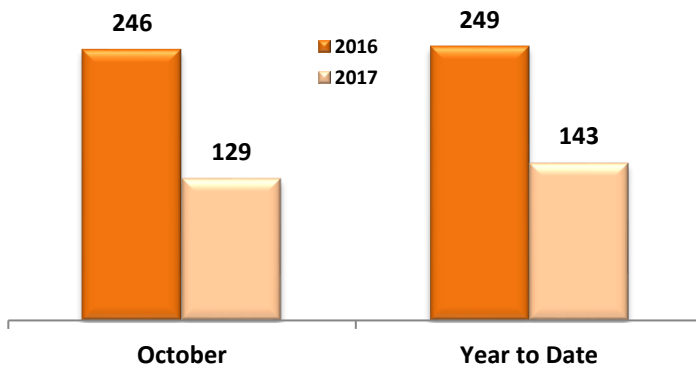
## Average Sales Price



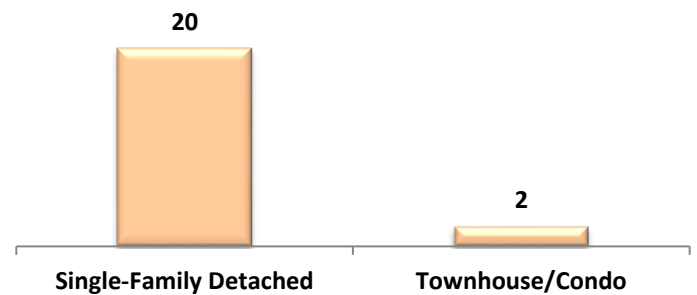
## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale



## Current Inventory



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St. Clair/Waldorf/Pemberton/Janesville

October

Year to Date

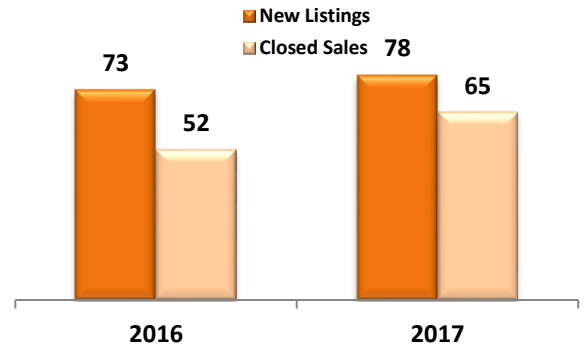
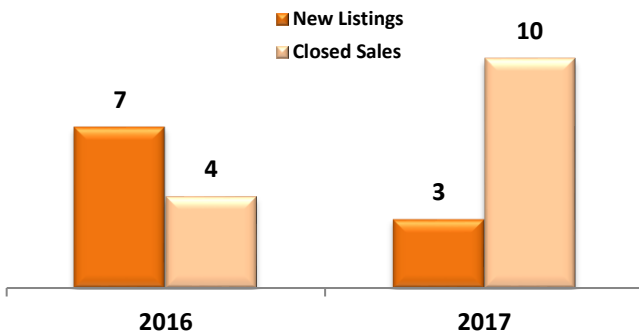
Late Sales recorded in  
MLS figured in Year to  
Date Totals

Multiple Counties, MN	2016	2017	Change	2016	2017	Change
New Listings	7	3	-57.1%	73	78	6.8%
Closed Sales	4	10	150.0%	52	65	25.0%
Average Sales Price	\$ 113,725	\$ 155,455	36.7%	\$ 139,981	\$ 139,228	-0.5%
Percent of Original Last Price Received at Sale*	101.0%	93.0%	-7.9%	93.0%	95.0%	2.2%
Average Days on Market Until Sale	53	87	64.2%	126	106	-15.9%
Total Current Inventory**	16	11	-31.3%	.	.	.
Single-Family Detached Inventory	16	10	-37.5%	.	.	.

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

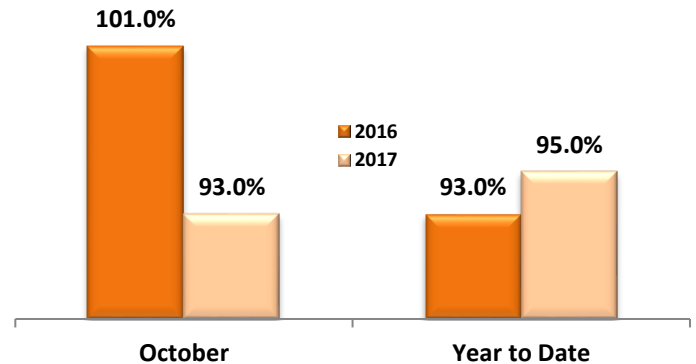
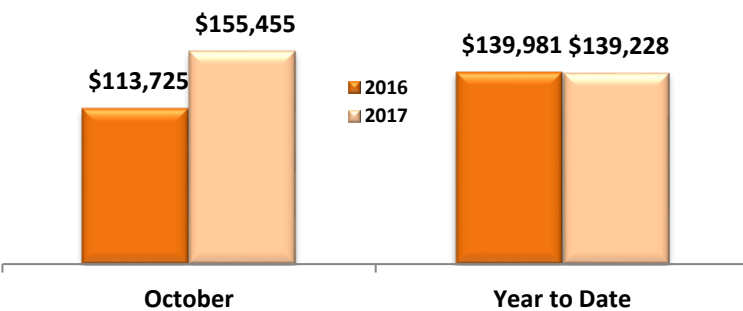
## Activity-Most Recent Month

## Activity-Year to Date



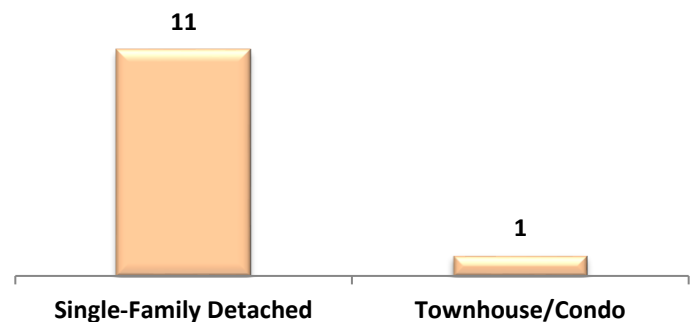
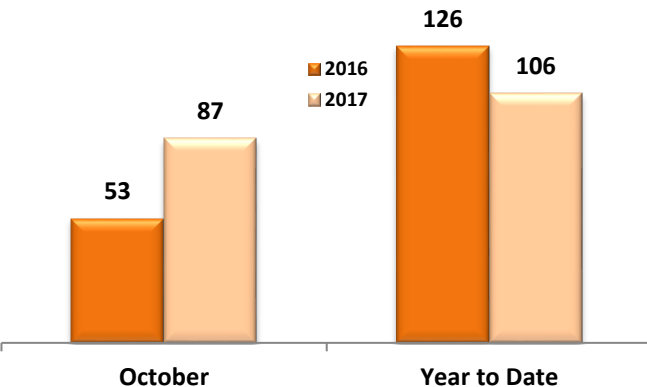
## Average Sales Price

## Ratio of Sales Price to Original List Price



## Average Days on Market Until Sale

## Current Inventory



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## St. Peter/Kasota/Cleveland

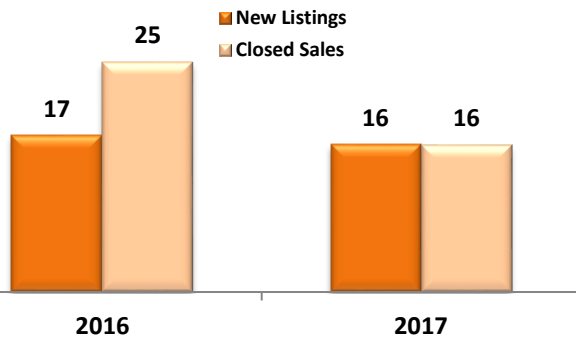
## October

## Year to Date

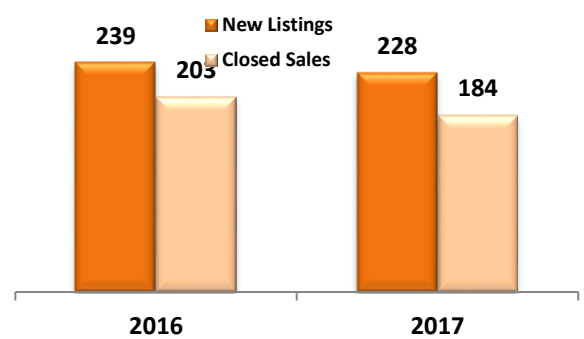
Multiple Counties, MN	2016	2017	Change	2016	2017	Change
New Listings	17	16	-5.9%	239	228	-4.6%
Closed Sales	25	16	-36.0%	203	184	-9.4%
Average Sales Price	\$ 214,414	\$ 193,568	-9.7%	\$ 193,854	\$ 197,674	2.0%
Percent of Original Last Price Received at Sale*	96.0%	93.0%	-3.1%	95.0%	118.0%	24.2%
Average Days on Market Until Sale	112	124	10.7%	132	117	-11.4%
Total Current Inventory**	56	44	-21.4%	.	.	.
Single-Family Detached Inventory	51	37	-27.5%	.	.	.

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

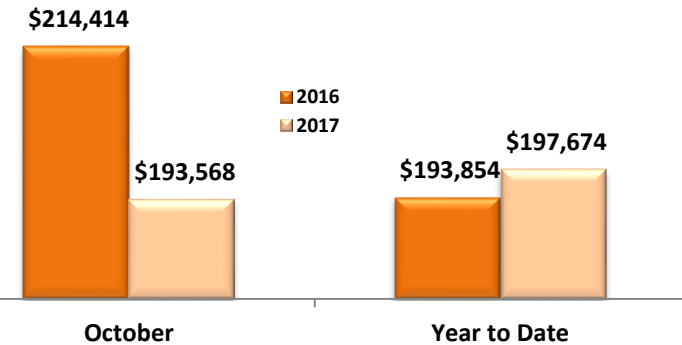
### Activity-Most Recent Month



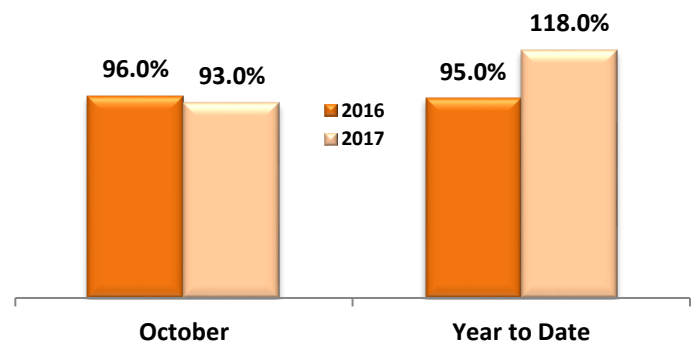
### Activity-Year to Date



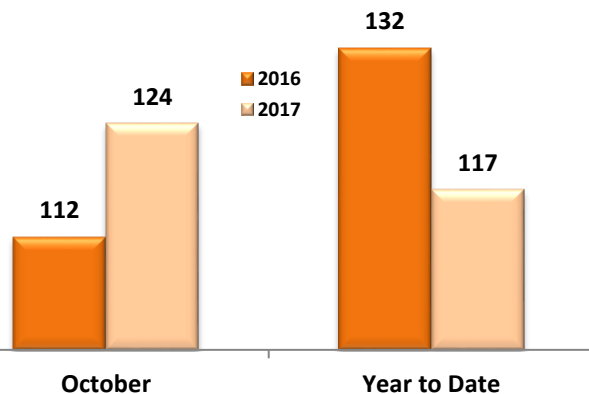
### Average Sales Price



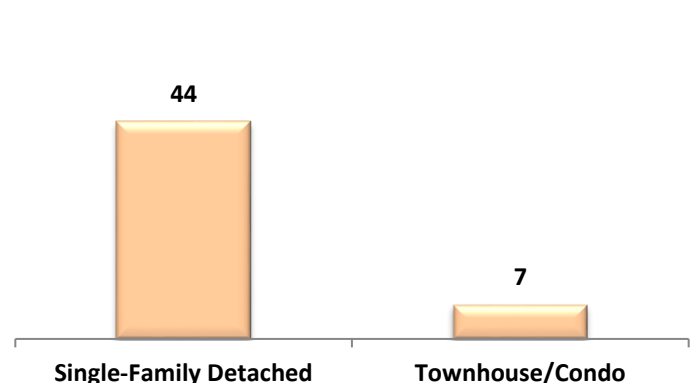
### Ratio of Sales Price to Original List Price



### Average Days on Market Until Sale



### Current Inventory



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