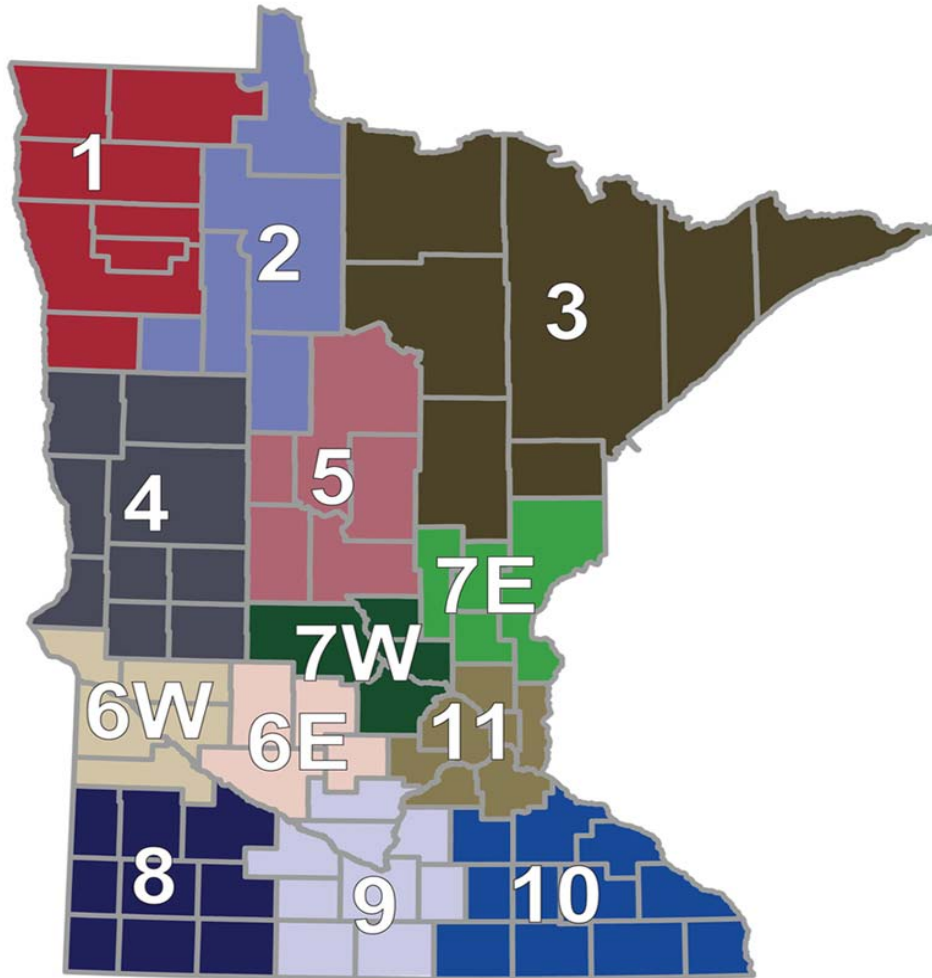



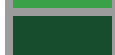











# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region               |  | 7E - East Central Region         |
|  | 2 - Headwaters Region              |  | 7W - Central Region              |
|  | 3 - Arrowhead Region               |  | 8 - Southwest Region             |
|  | 4 - West Central Region            |  | 9 - South Central Region         |
|  | 5 - North Central Region           |  | 10 - Southeast Region            |
|  | 6E - Southwest Central Region      |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region |   |                                  |

# Local Market Update for July 2019

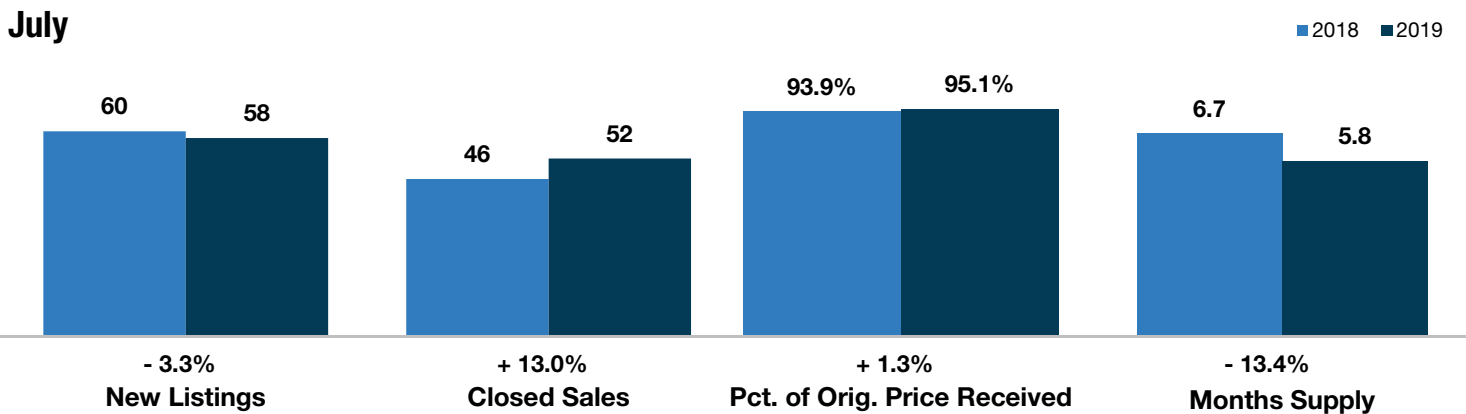
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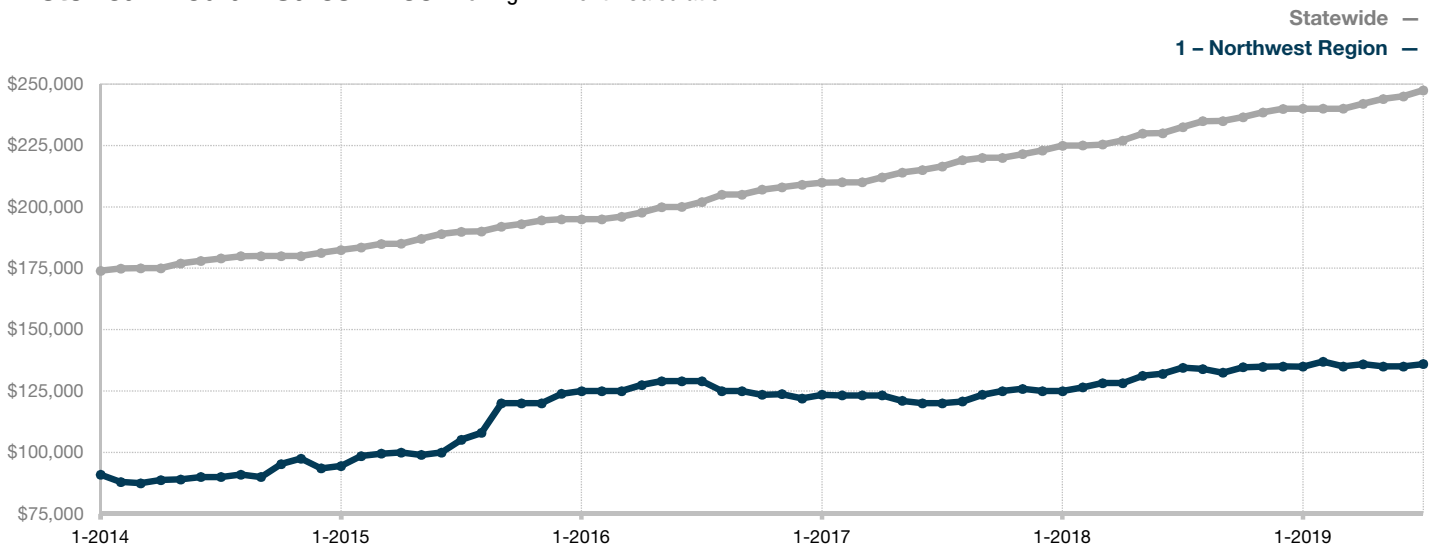
## 1 – Northwest Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	60	58	- 3.3%	405	371	- 8.4%
Closed Sales	46	52	+ 13.0%	227	225	- 0.9%
Median Sales Price*	\$158,500	\$159,450	+ 0.6%	\$140,000	\$140,500	+ 0.4%
Percent of Original List Price Received*	93.9%	95.1%	+ 1.3%	92.0%	92.9%	+ 1.0%
Days on Market Until Sale	138	118	- 14.5%	161	148	- 8.1%
Months Supply of Inventory	6.7	5.8	- 13.4%	--	--	--

\* 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.



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



# Local Market Update for July 2019

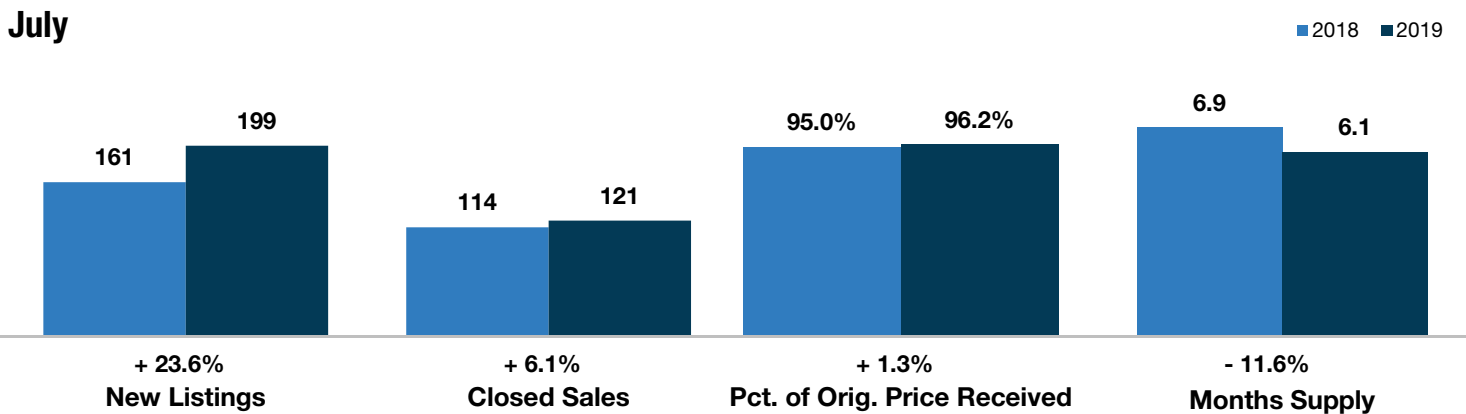
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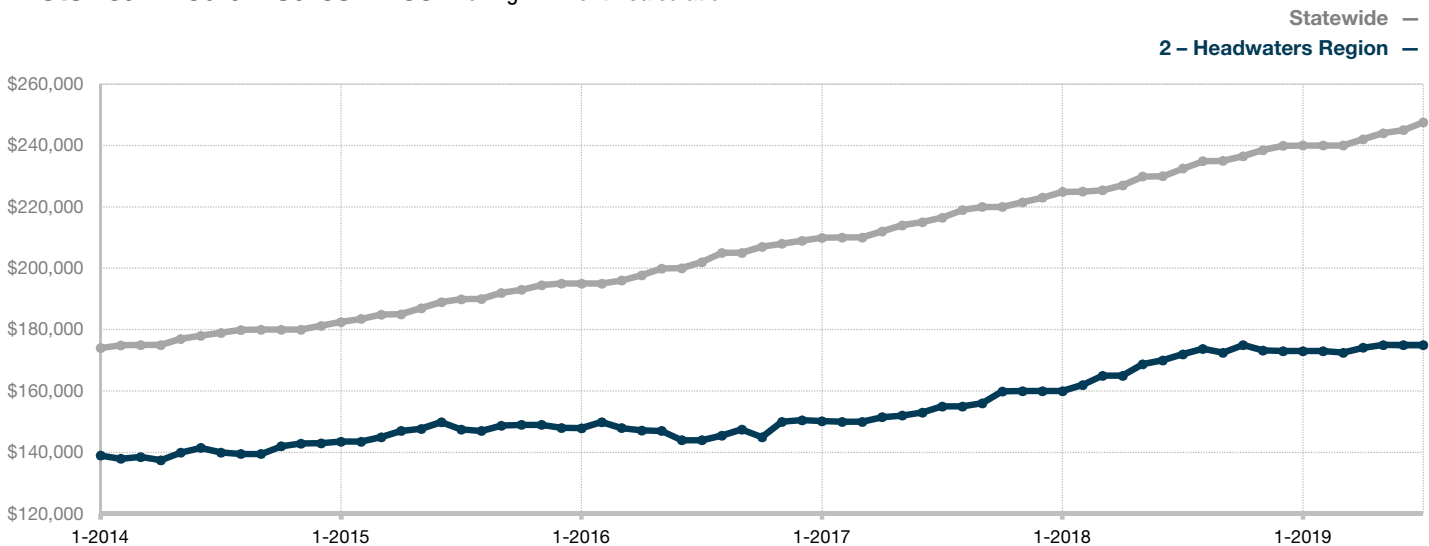
## 2 – Headwaters Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	161	199	+ 23.6%	1,048	1,125	+ 7.3%
Closed Sales	114	121	+ 6.1%	583	560	- 3.9%
Median Sales Price*	\$181,200	\$169,000	- 6.7%	\$174,950	\$177,250	+ 1.3%
Percent of Original List Price Received*	95.0%	96.2%	+ 1.3%	94.6%	95.3%	+ 0.7%
Days on Market Until Sale	93	82	- 11.8%	116	99	- 14.7%
Months Supply of Inventory	6.9	6.1	- 11.6%	--	--	--

\* 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.



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



# Local Market Update for July 2019

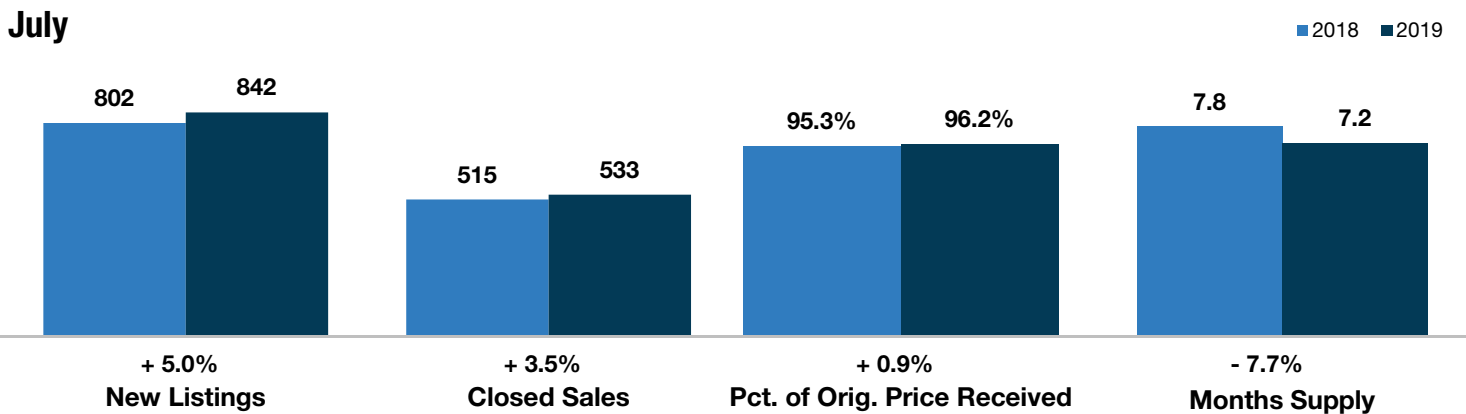
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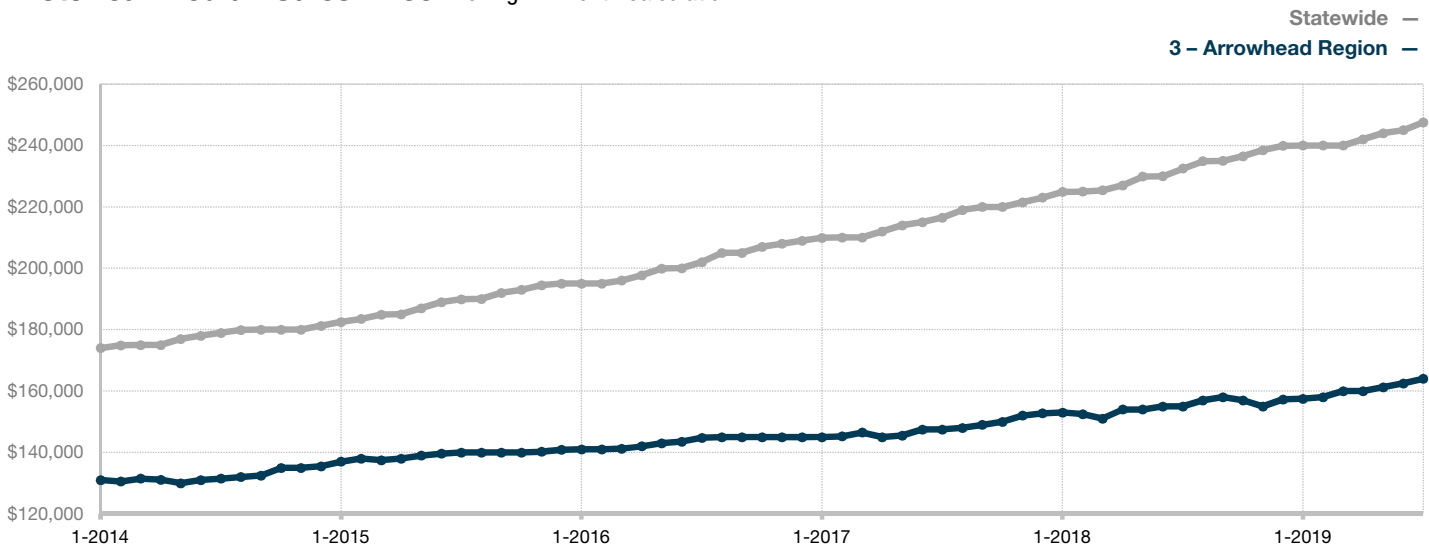
## 3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	802	<b>842</b>	+ 5.0%	4,932	<b>4,617</b>	- 6.4%
Closed Sales	515	<b>533</b>	+ 3.5%	2,492	<b>2,509</b>	+ 0.7%
Median Sales Price*	\$163,300	<b>\$172,000</b>	+ 5.3%	\$154,950	<b>\$167,500</b>	+ 8.1%
Percent of Original List Price Received*	95.3%	<b>96.2%</b>	+ 0.9%	94.2%	<b>94.6%</b>	+ 0.4%
Days on Market Until Sale	84	<b>72</b>	- 14.3%	98	<b>88</b>	- 10.2%
Months Supply of Inventory	7.8	<b>7.2</b>	- 7.7%	--	--	--

\* 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.



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



# Local Market Update for July 2019

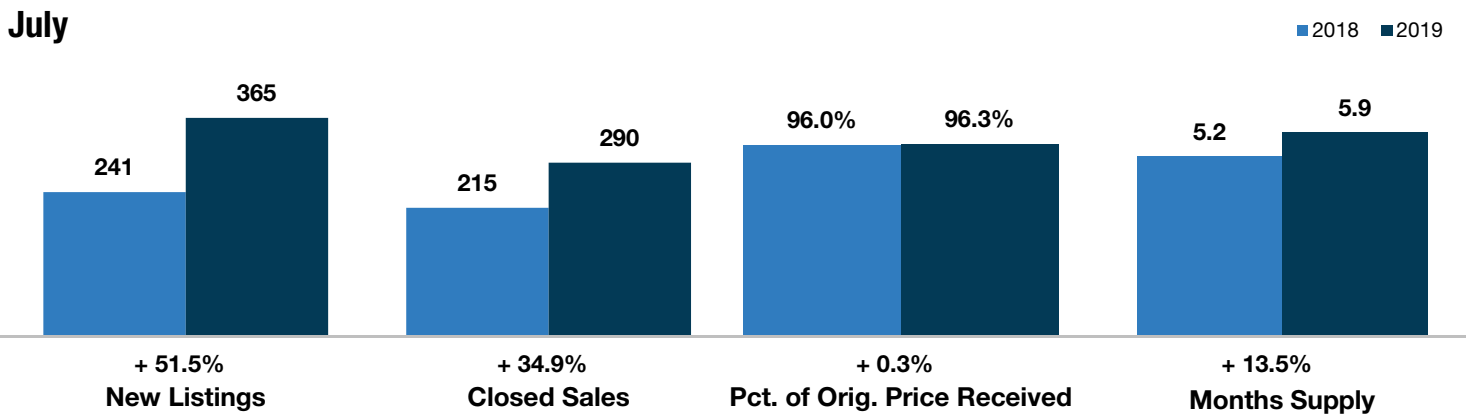
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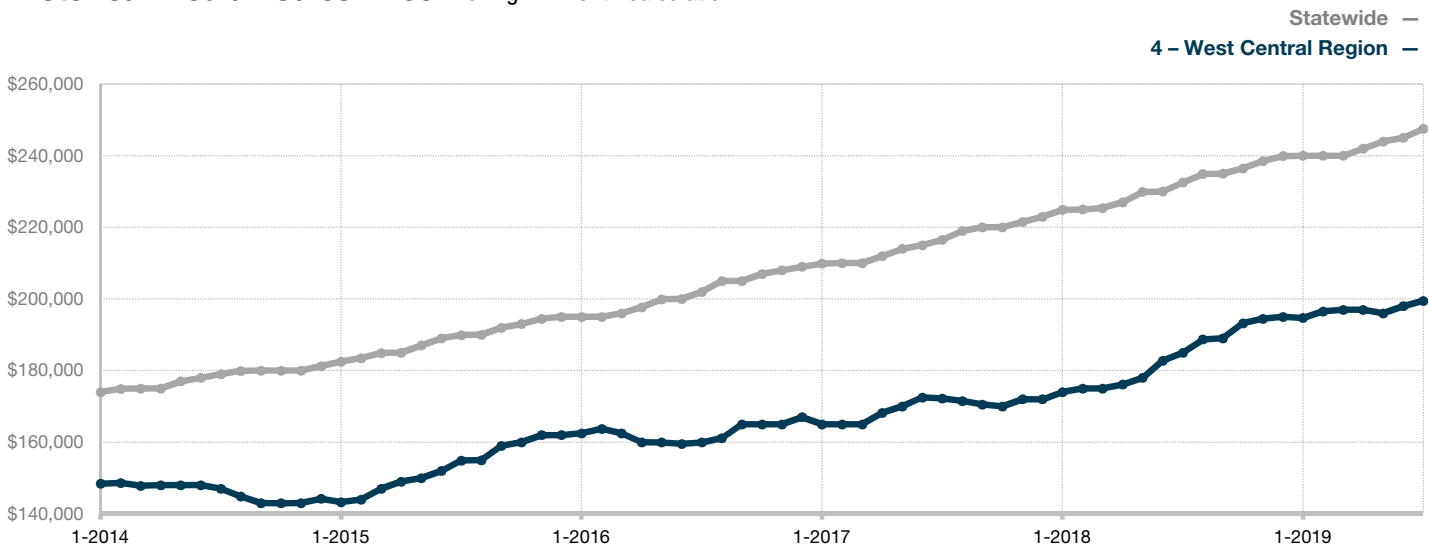
## 4 – West Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	241	365	+ 51.5%	1,730	2,325	+ 34.4%
Closed Sales	215	290	+ 34.9%	1,082	1,283	+ 18.6%
Median Sales Price*	\$189,900	\$198,500	+ 4.5%	\$194,900	\$200,000	+ 2.6%
Percent of Original List Price Received*	96.0%	96.3%	+ 0.3%	94.7%	95.0%	+ 0.3%
Days on Market Until Sale	66	50	- 24.2%	84	73	- 13.1%
Months Supply of Inventory	5.2	5.9	+ 13.5%	--	--	--

\* 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.



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



# Local Market Update for July 2019

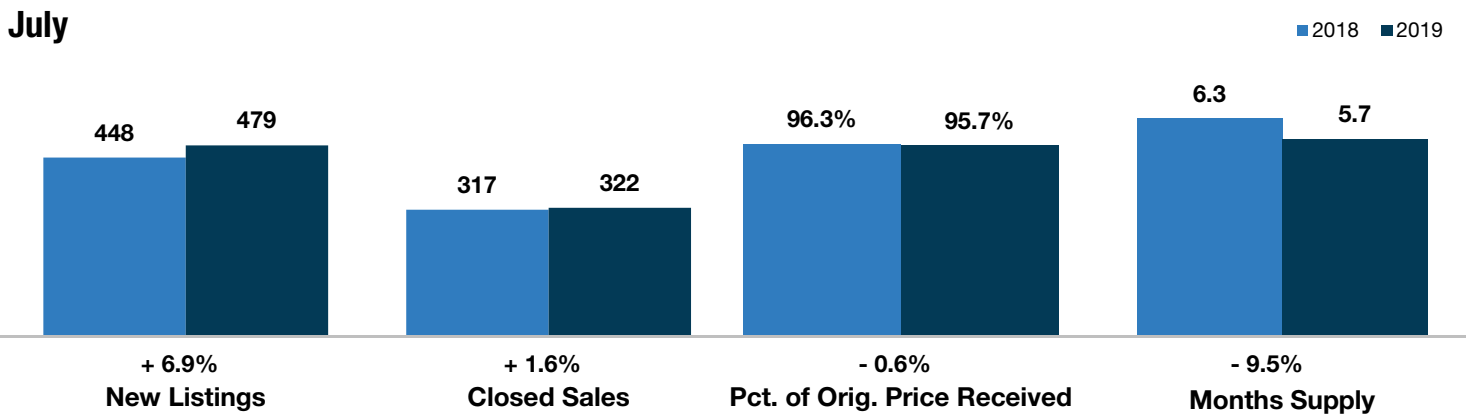
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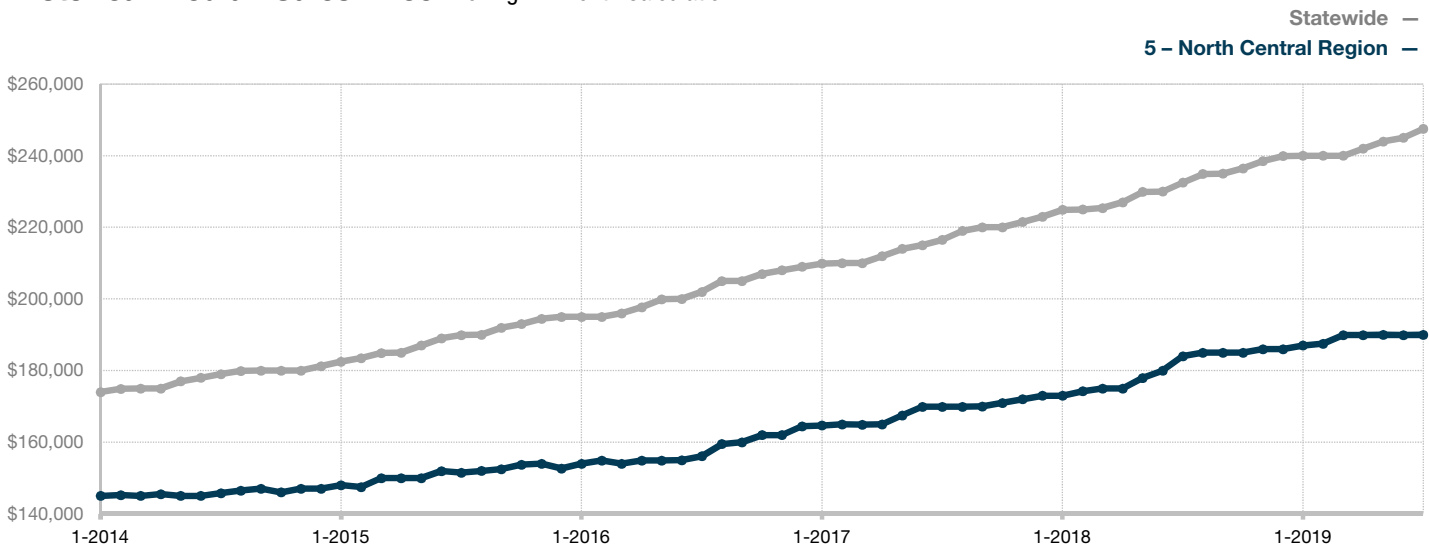
## 5 – North Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	448	<b>479</b>	+ 6.9%	2,825	<b>2,797</b>	- 1.0%
Closed Sales	317	<b>322</b>	+ 1.6%	1,620	<b>1,587</b>	- 2.0%
Median Sales Price*	\$199,950	<b>\$217,500</b>	+ 8.8%	\$186,500	<b>\$195,600</b>	+ 4.9%
Percent of Original List Price Received*	96.3%	<b>95.7%</b>	- 0.6%	94.7%	<b>95.2%</b>	+ 0.5%
Days on Market Until Sale	60	<b>53</b>	- 11.7%	86	<b>72</b>	- 16.3%
Months Supply of Inventory	6.3	<b>5.7</b>	- 9.5%	--	--	--

\* 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.



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



# Local Market Update for July 2019

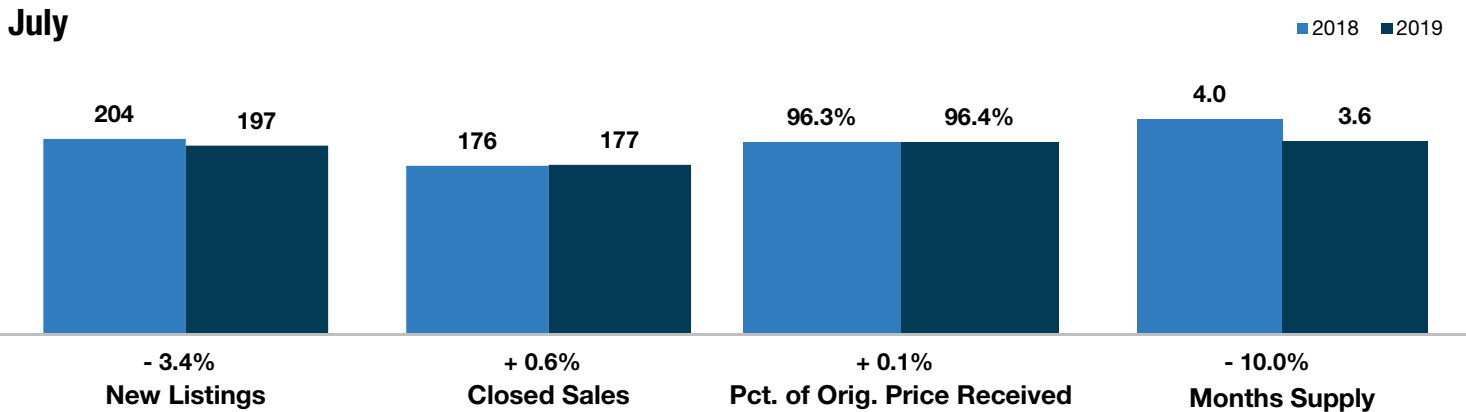
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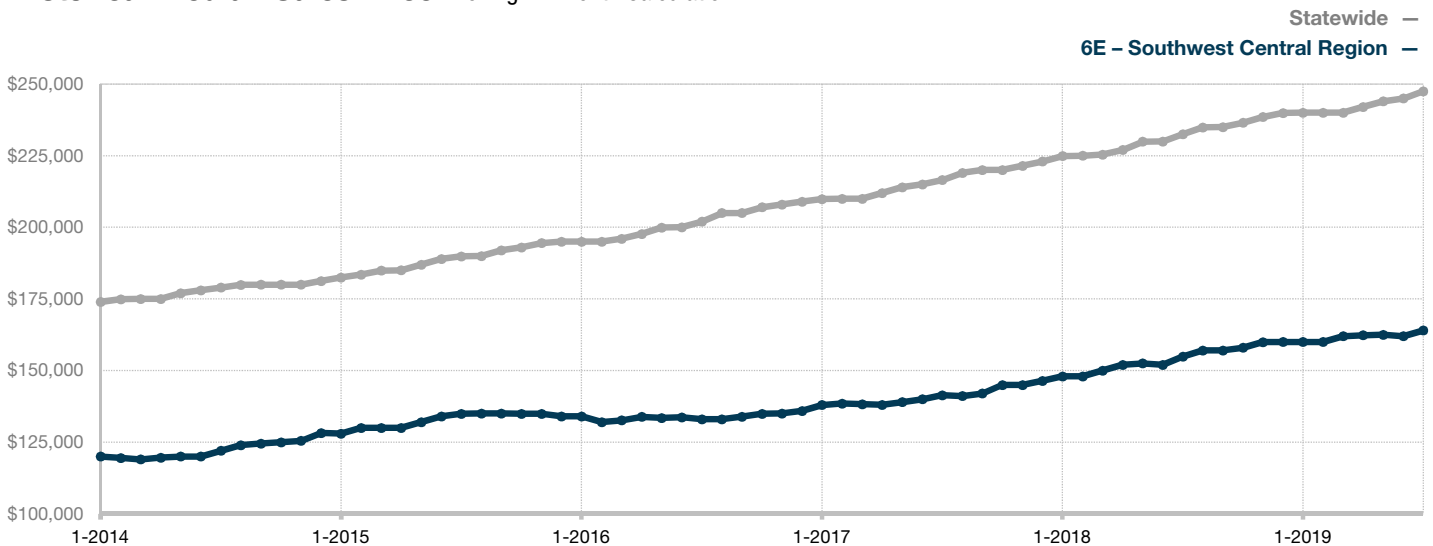
## 6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	204	197	- 3.4%	1,311	1,217	- 7.2%
Closed Sales	176	177	+ 0.6%	881	870	- 1.2%
Median Sales Price*	\$160,700	\$179,900	+ 11.9%	\$157,200	\$162,700	+ 3.5%
Percent of Original List Price Received*	96.3%	96.4%	+ 0.1%	95.9%	95.4%	- 0.5%
Days on Market Until Sale	68	56	- 17.6%	78	73	- 6.4%
Months Supply of Inventory	4.0	3.6	- 10.0%	--	--	--

\* 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.



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



# Local Market Update for July 2019

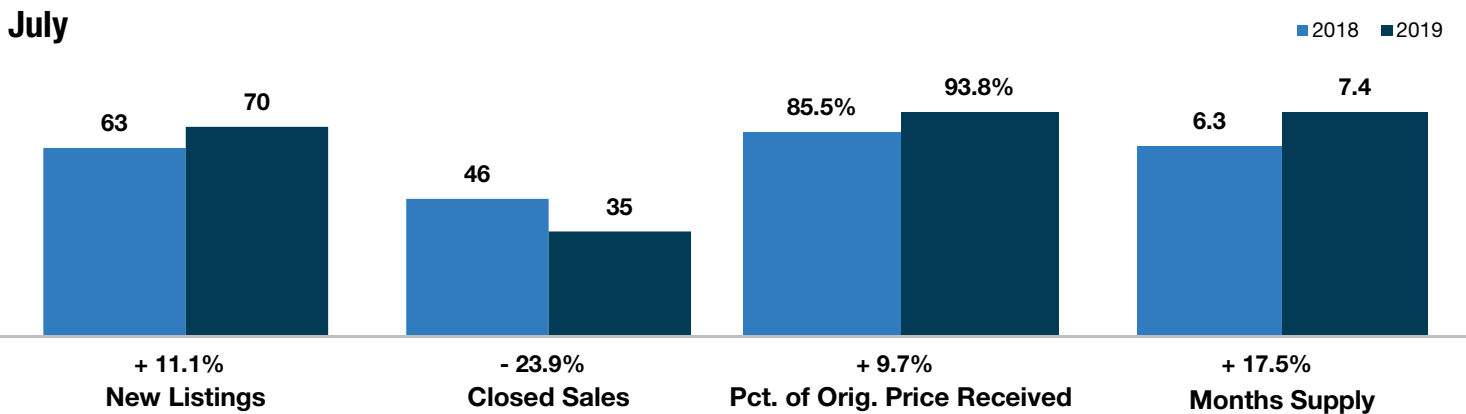
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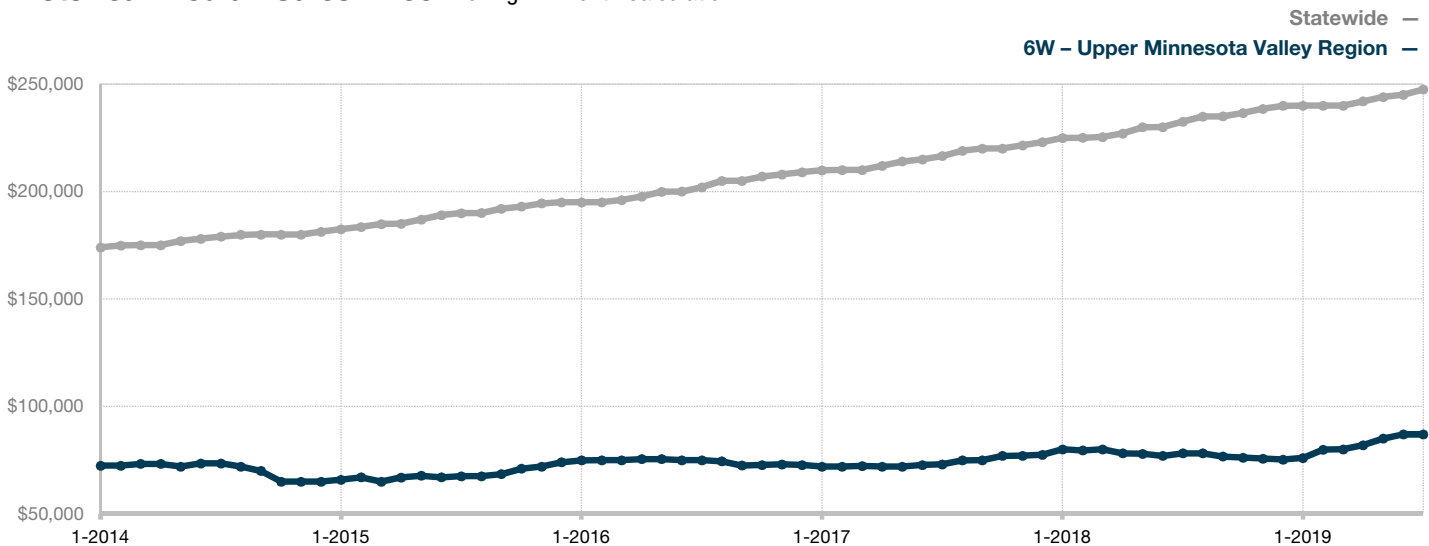
## 6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	63	70	+ 11.1%	329	341	+ 3.6%
Closed Sales	46	35	- 23.9%	216	196	- 9.3%
Median Sales Price*	\$89,000	\$89,500	+ 0.6%	\$72,500	\$88,000	+ 21.4%
Percent of Original List Price Received*	85.5%	93.8%	+ 9.7%	88.1%	90.7%	+ 3.0%
Days on Market Until Sale	138	118	- 14.5%	130	130	0.0%
Months Supply of Inventory	6.3	7.4	+ 17.5%	--	--	--

\* 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.



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



Current as of August 7, 2019. All data from the multiple listing services in the state of Minnesota. Report © 2019 ShowingTime. Percent changes are calculated using rounded figures.



# Local Market Update for July 2019

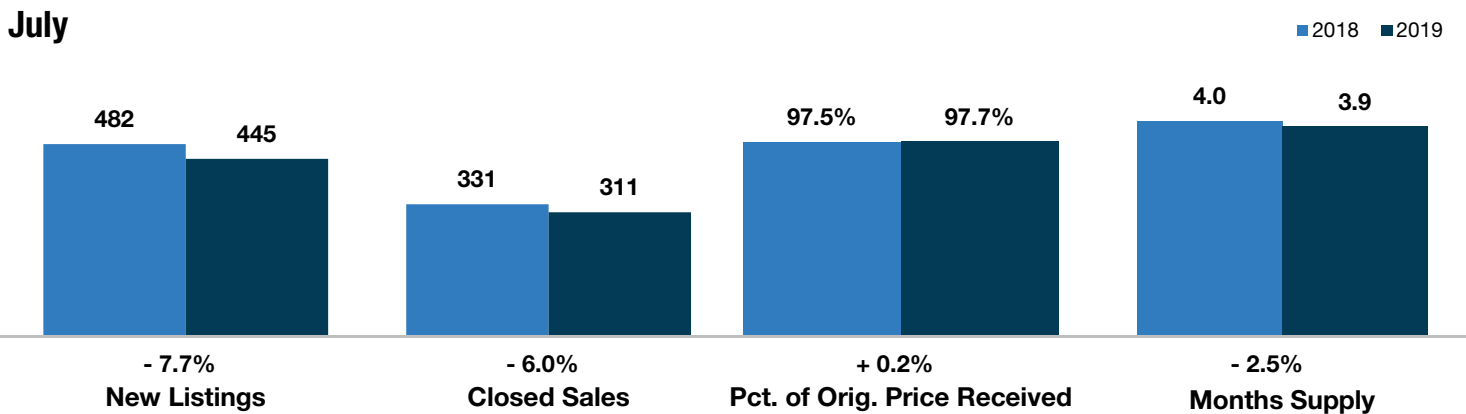
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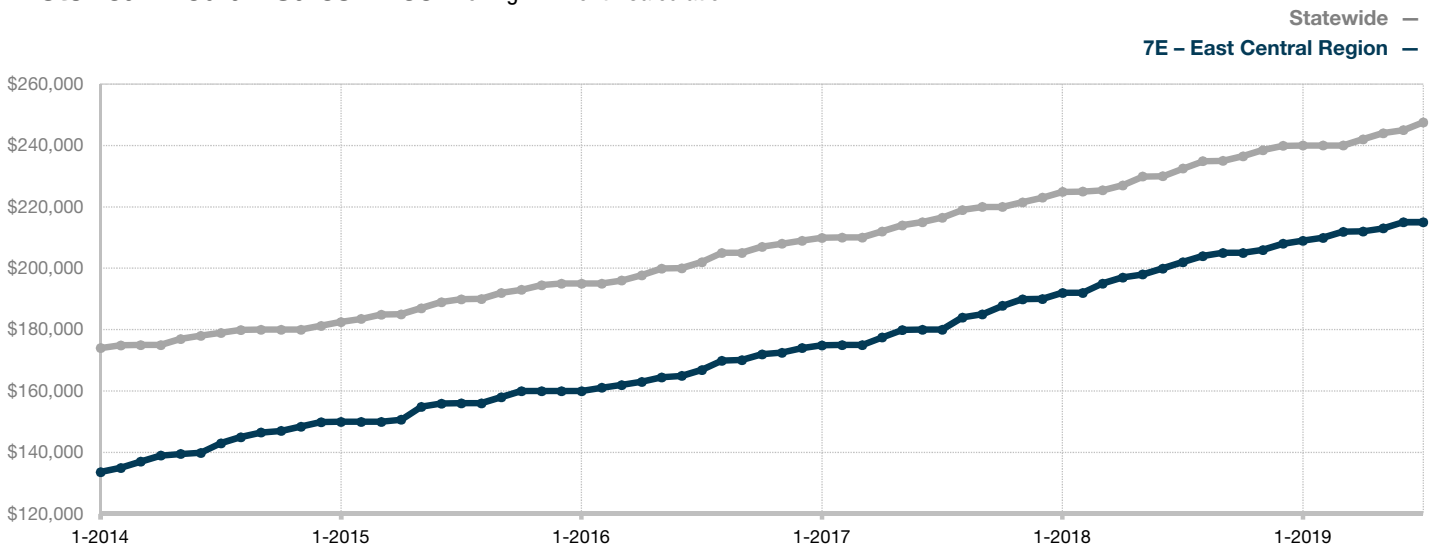
## 7E – East Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	482	445	- 7.7%	2,676	2,445	- 8.6%
Closed Sales	331	311	- 6.0%	1,577	1,512	- 4.1%
Median Sales Price*	\$215,250	\$225,000	+ 4.5%	\$208,000	\$220,000	+ 5.8%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	97.2%	97.7%	+ 0.5%
Days on Market Until Sale	44	40	- 9.1%	55	55	0.0%
Months Supply of Inventory	4.0	3.9	- 2.5%	--	--	--

\* 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.



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



# Local Market Update for July 2019

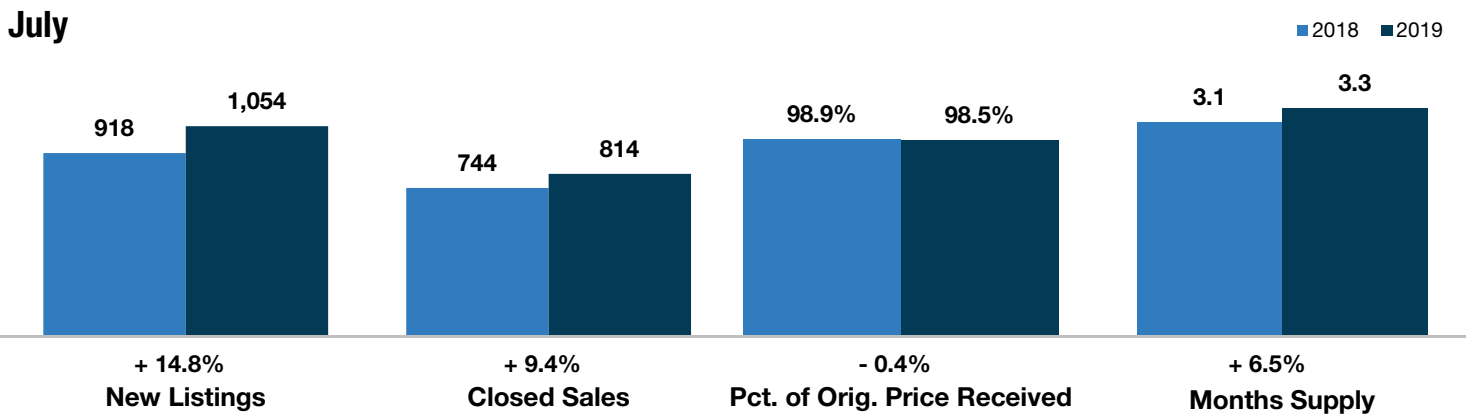
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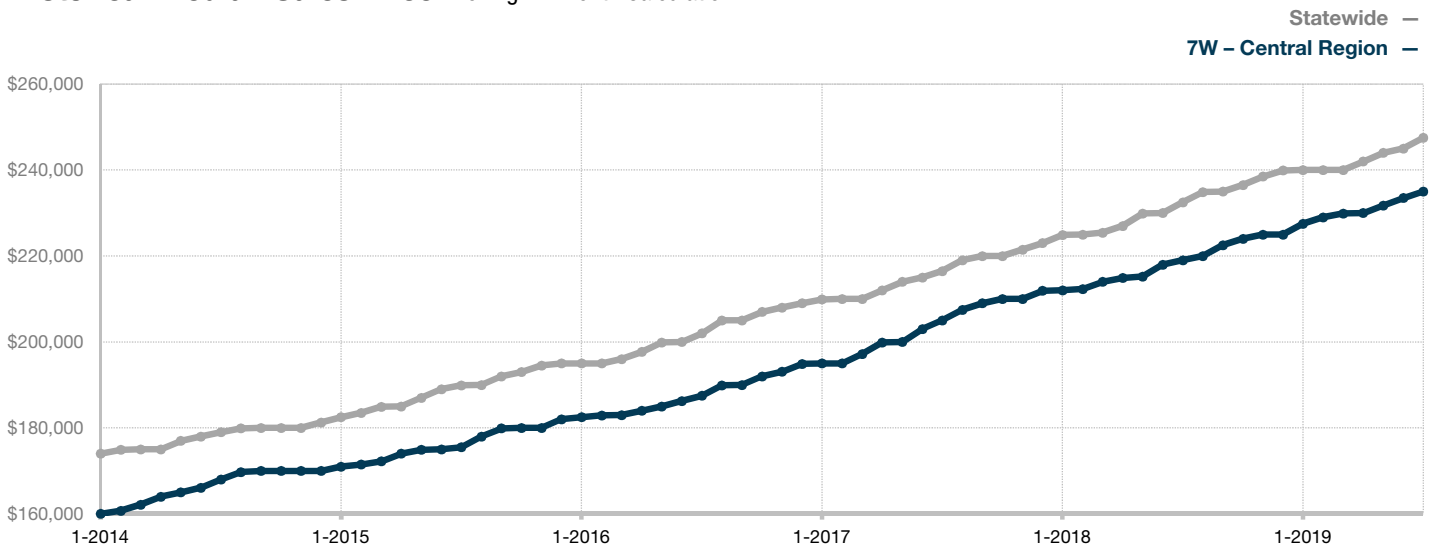
## 7W – Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	918	<b>1,054</b>	+ 14.8%	6,226	<b>6,201</b>	- 0.4%
Closed Sales	744	<b>814</b>	+ 9.4%	4,091	<b>3,983</b>	- 2.6%
Median Sales Price*	\$225,500	<b>\$244,450</b>	+ 8.4%	\$224,650	<b>\$239,900</b>	+ 6.8%
Percent of Original List Price Received*	98.9%	<b>98.5%</b>	- 0.4%	98.4%	<b>98.1%</b>	- 0.3%
Days on Market Until Sale	40	<b>38</b>	- 5.0%	47	<b>49</b>	+ 4.3%
Months Supply of Inventory	3.1	<b>3.3</b>	+ 6.5%	--	--	--

\* 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.



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



# Local Market Update for July 2019

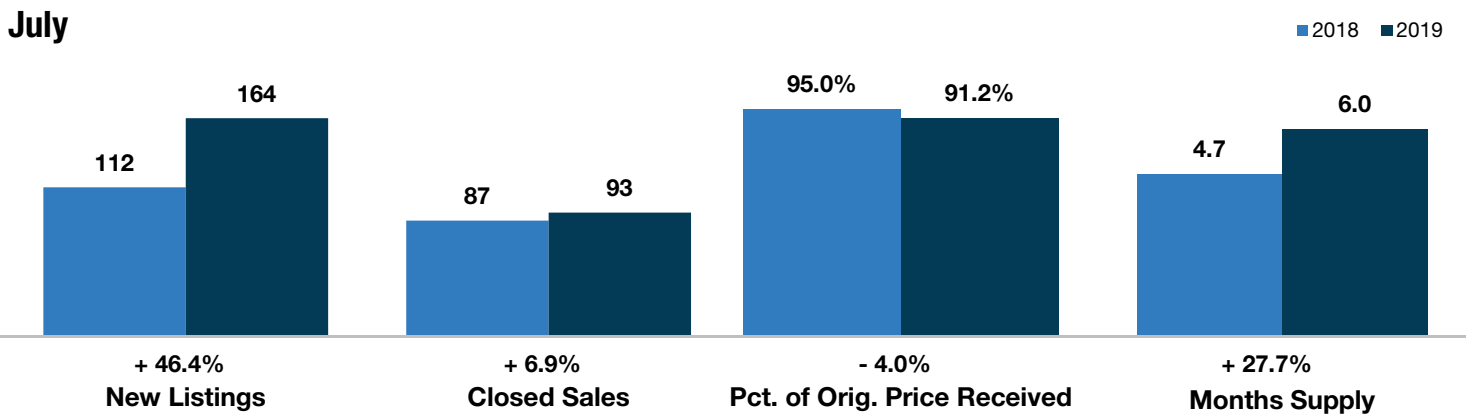
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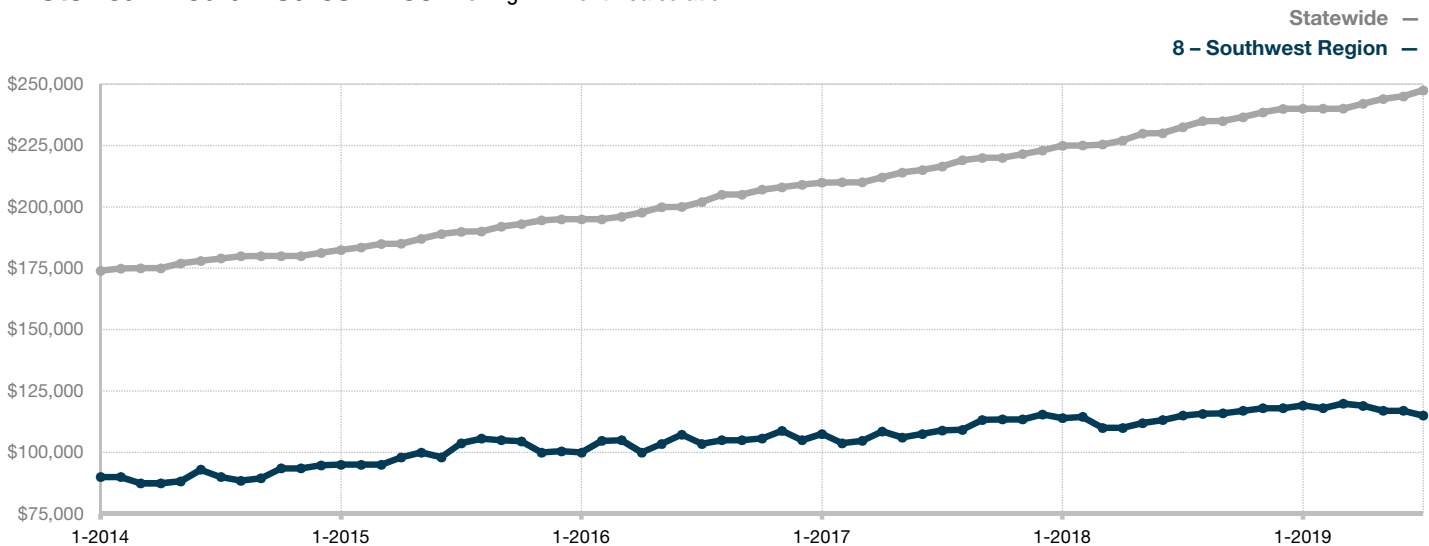
## 8 – Southwest Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	112	<b>164</b>	+ 46.4%	743	<b>807</b>	+ 8.6%
Closed Sales	87	<b>93</b>	+ 6.9%	516	<b>479</b>	- 7.2%
Median Sales Price*	\$166,000	<b>\$133,000</b>	- 19.9%	\$115,000	<b>\$113,500</b>	- 1.3%
Percent of Original List Price Received*	95.0%	<b>91.2%</b>	- 4.0%	91.8%	<b>91.8%</b>	0.0%
Days on Market Until Sale	85	<b>84</b>	- 1.2%	99	<b>100</b>	+ 1.0%
Months Supply of Inventory	4.7	<b>6.0</b>	+ 27.7%	--	--	--

\* 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.



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



# Local Market Update for July 2019

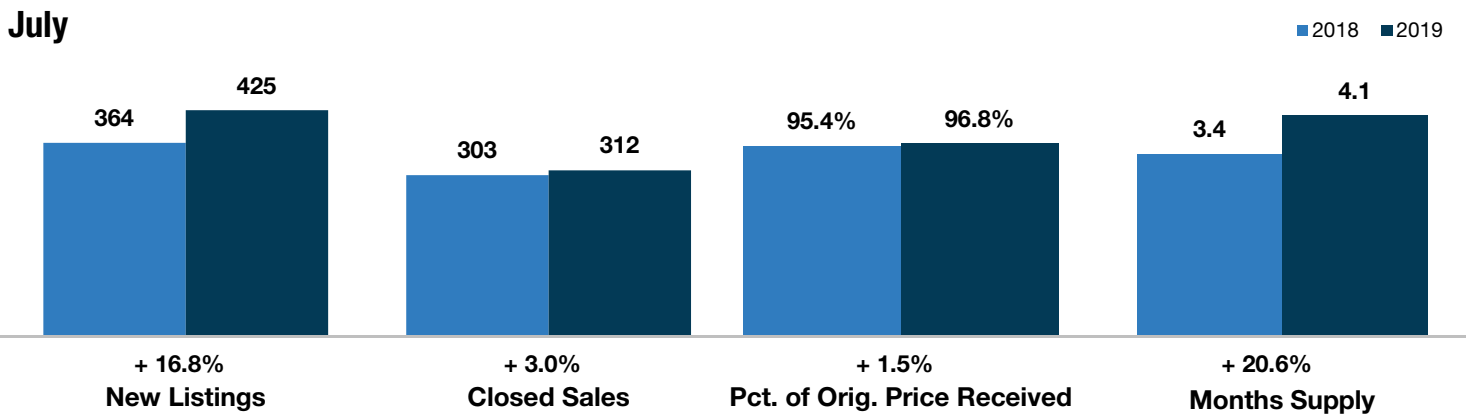
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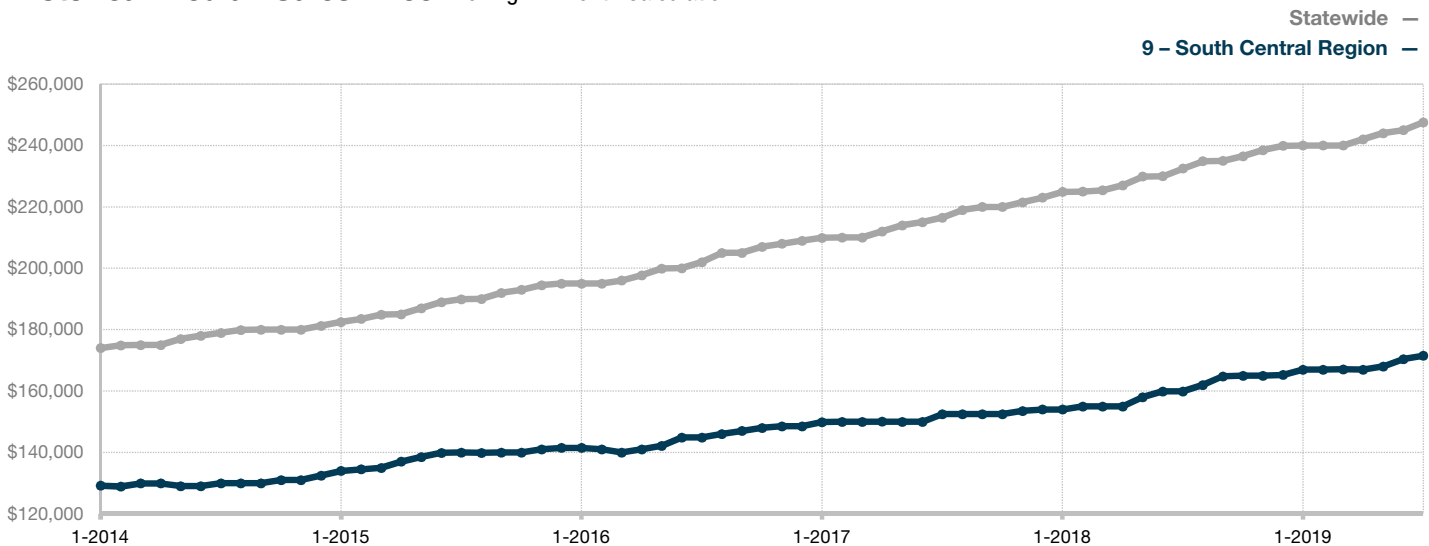
## 9 – South Central Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	364	<b>425</b>	+ 16.8%	2,356	<b>2,360</b>	+ 0.2%
Closed Sales	303	<b>312</b>	+ 3.0%	1,679	<b>1,568</b>	- 6.6%
Median Sales Price*	\$175,000	<b>\$180,000</b>	+ 2.9%	\$165,000	<b>\$175,000</b>	+ 6.1%
Percent of Original List Price Received*	95.4%	<b>96.8%</b>	+ 1.5%	95.8%	<b>95.1%</b>	- 0.7%
Days on Market Until Sale	84	<b>78</b>	- 7.1%	95	<b>99</b>	+ 4.2%
Months Supply of Inventory	3.4	<b>4.1</b>	+ 20.6%	--	--	--

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



# Local Market Update for July 2019

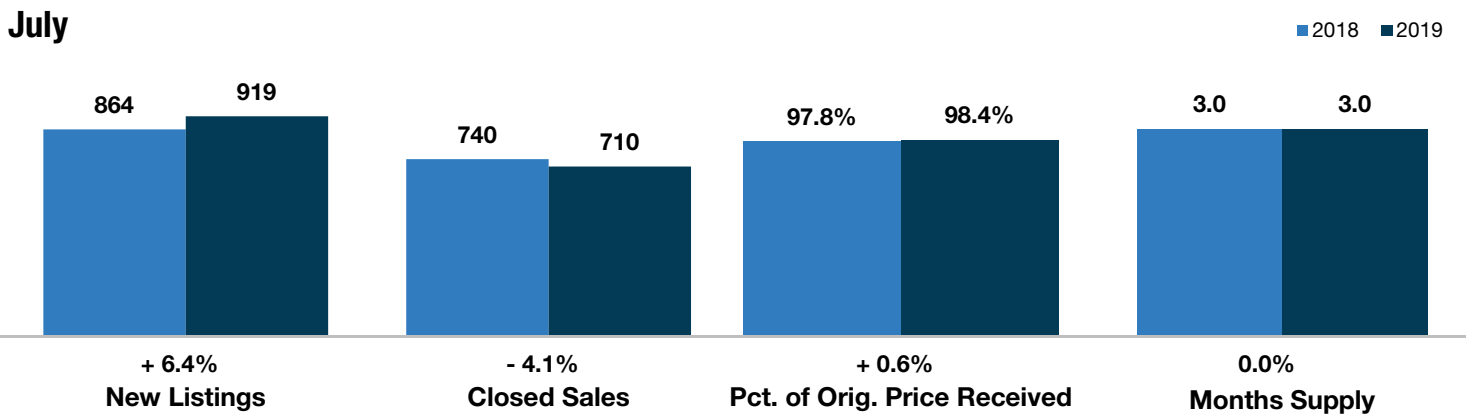
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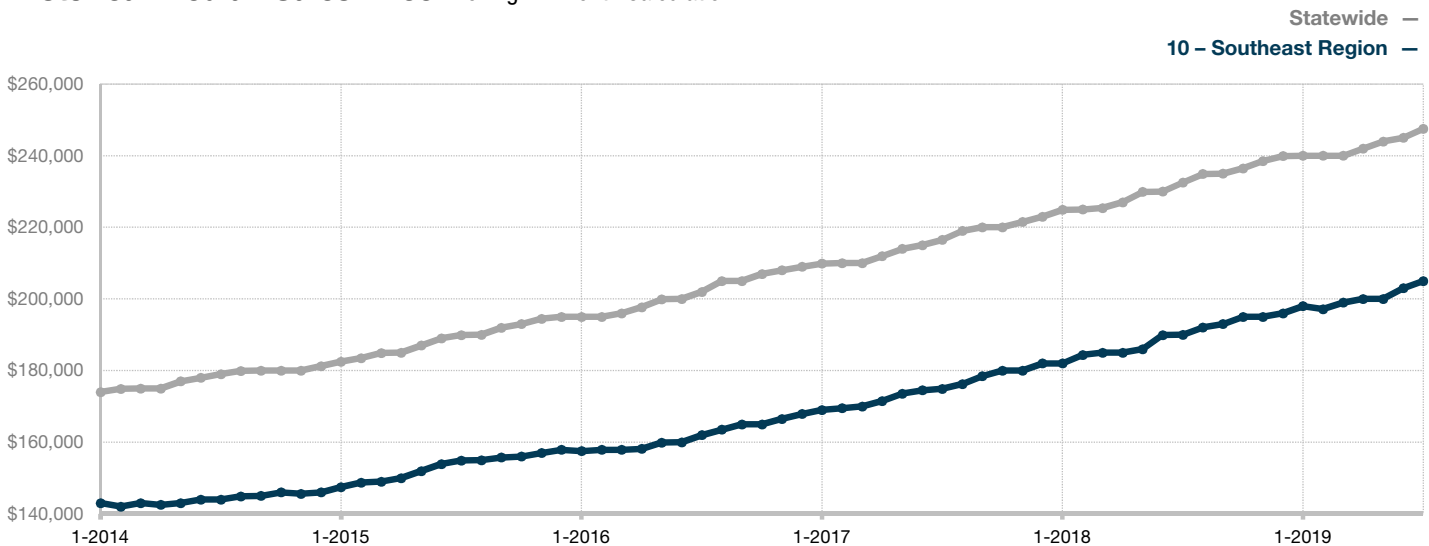
## 10 – Southeast Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	864	919	+ 6.4%	5,352	5,154	- 3.7%
Closed Sales	740	710	- 4.1%	4,011	3,804	- 5.2%
Median Sales Price*	\$203,000	\$220,000	+ 8.4%	\$196,000	\$210,000	+ 7.1%
Percent of Original List Price Received*	97.8%	98.4%	+ 0.6%	97.4%	97.3%	- 0.1%
Days on Market Until Sale	47	44	- 6.4%	54	58	+ 7.4%
Months Supply of Inventory	3.0	3.0	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.



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



# Local Market Update for July 2019

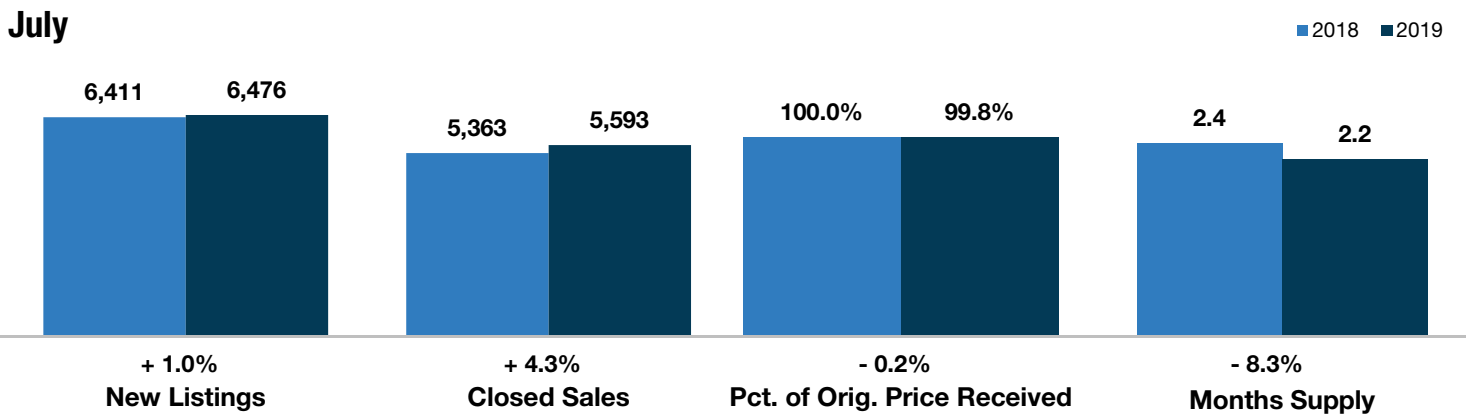
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## 11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	6,411	<b>6,476</b>	+ 1.0%	40,754	<b>40,713</b>	- 0.1%
Closed Sales	5,363	<b>5,593</b>	+ 4.3%	28,539	<b>28,068</b>	- 1.7%
Median Sales Price*	\$273,900	<b>\$290,000</b>	+ 5.9%	\$270,000	<b>\$286,500</b>	+ 6.1%
Percent of Original List Price Received*	100.0%	<b>99.8%</b>	- 0.2%	99.7%	<b>99.4%</b>	- 0.3%
Days on Market Until Sale	29	<b>28</b>	- 3.4%	35	<b>37</b>	+ 5.7%
Months Supply of Inventory	2.4	<b>2.2</b>	- 8.3%	--	--	--

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

