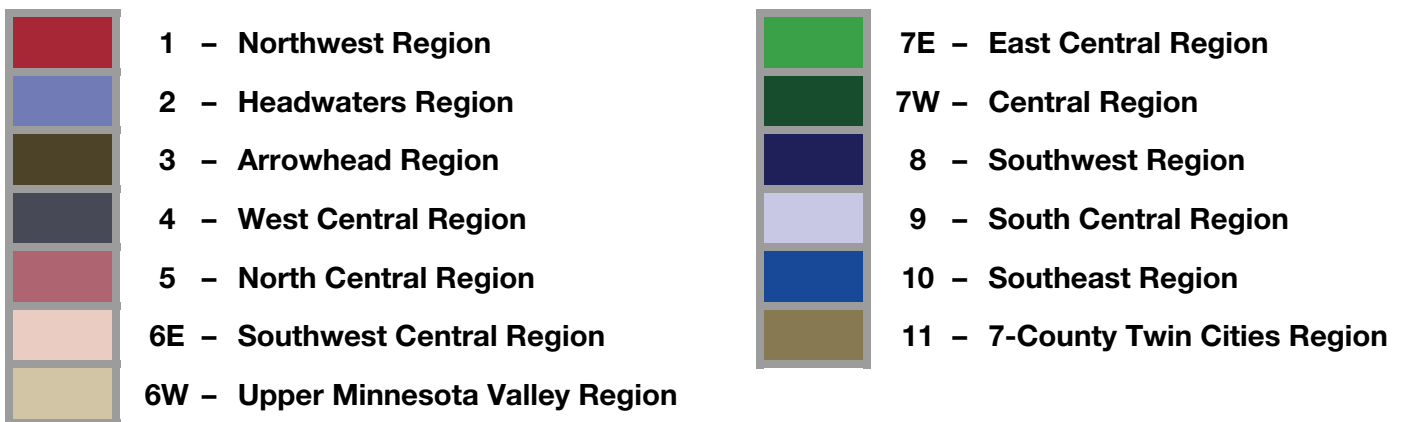
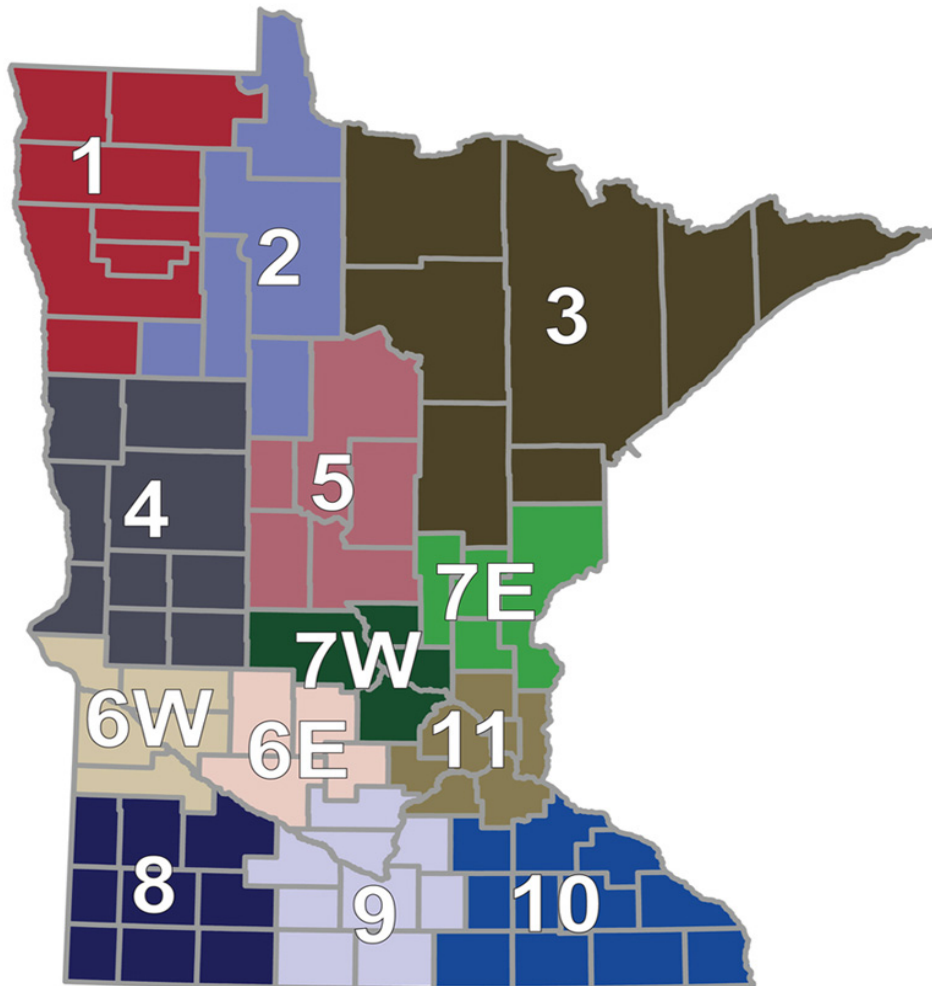


# Local Market Updates for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

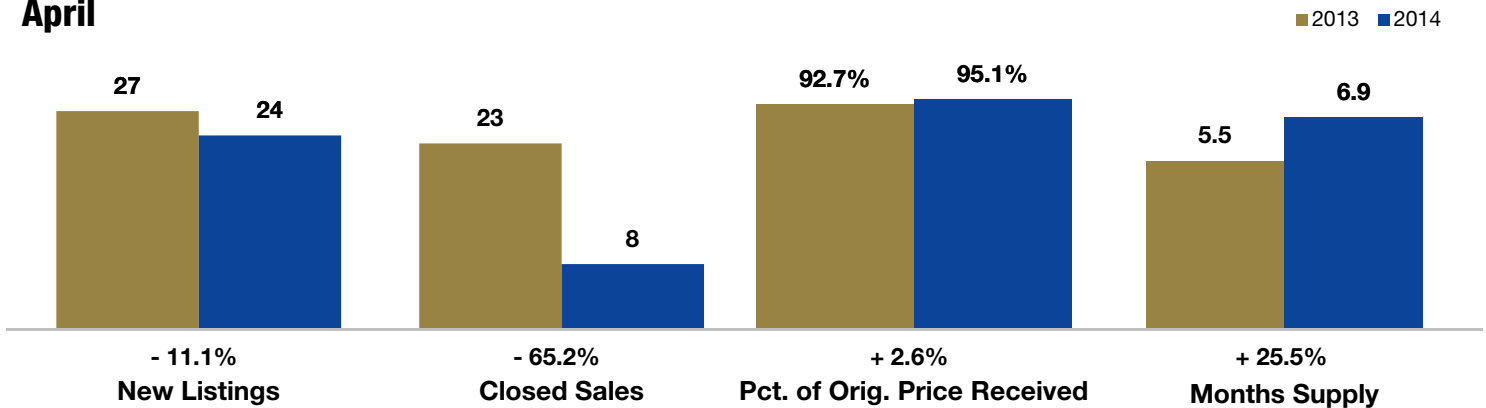


## 1 – Northwest Region

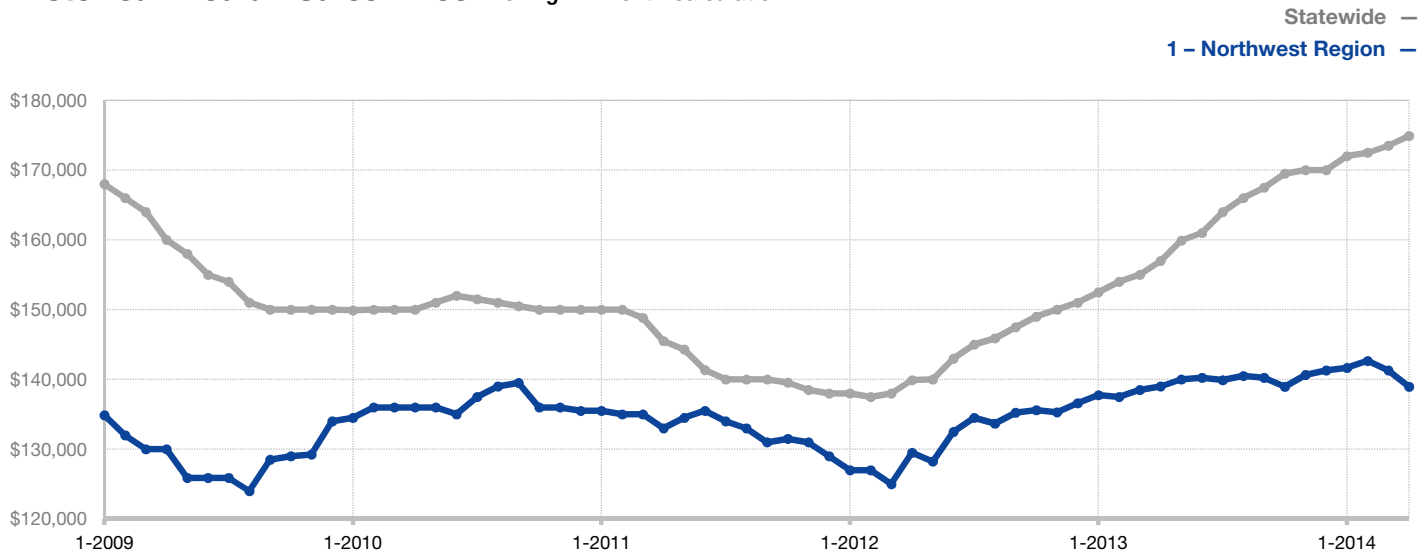
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	27	24	- 11.1%	94	80	- 14.9%
Closed Sales	23	8	- 65.2%	51	28	- 45.1%
Median Sales Price*	\$144,500	\$115,500	- 20.1%	\$142,000	\$132,525	- 6.7%
Percent of Original List Price Received*	92.7%	95.1%	+ 2.6%	91.4%	89.1%	- 2.5%
Days on Market Until Sale	142	101	- 28.9%	138	139	+ 0.7%
Months Supply of Inventory	5.5	6.9	+ 25.5%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

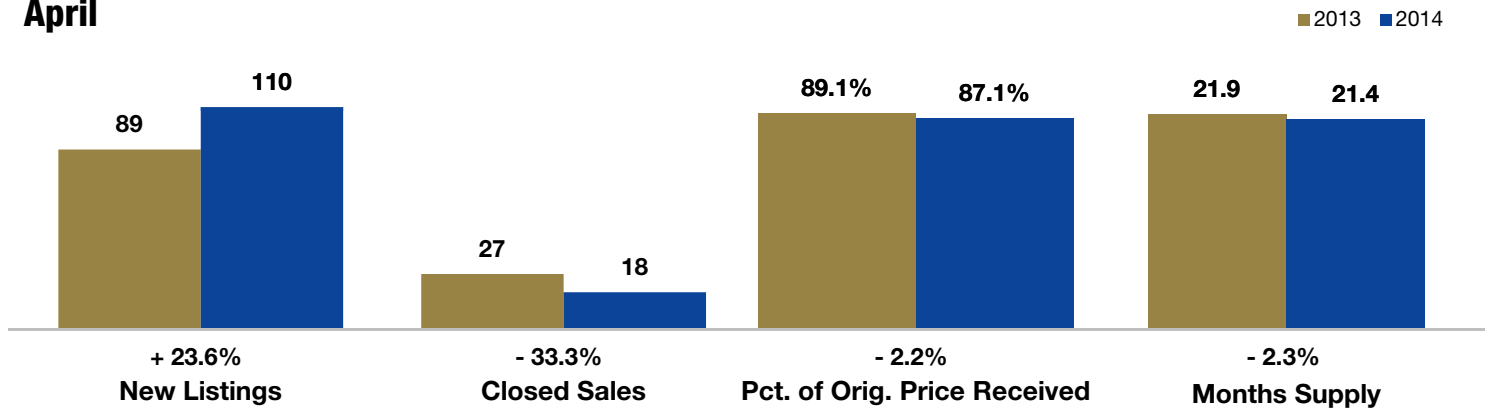


## 2 – Headwaters Region

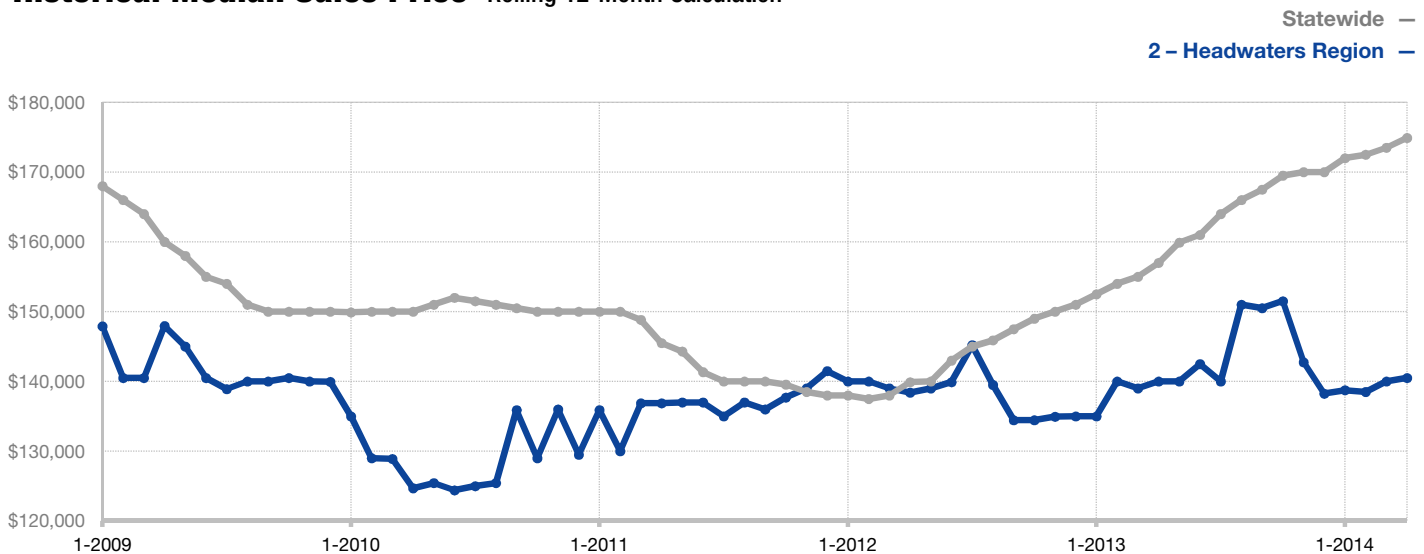
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	89	110	+ 23.6%	213	239	+ 12.2%
Closed Sales	27	18	- 33.3%	70	52	- 25.7%
Median Sales Price*	\$135,000	\$144,500	+ 7.0%	\$128,250	\$131,000	+ 2.1%
Percent of Original List Price Received*	89.1%	87.1%	- 2.2%	89.3%	87.3%	- 2.2%
Days on Market Until Sale	164	182	+ 11.0%	151	179	+ 18.5%
Months Supply of Inventory	21.9	21.4	- 2.3%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

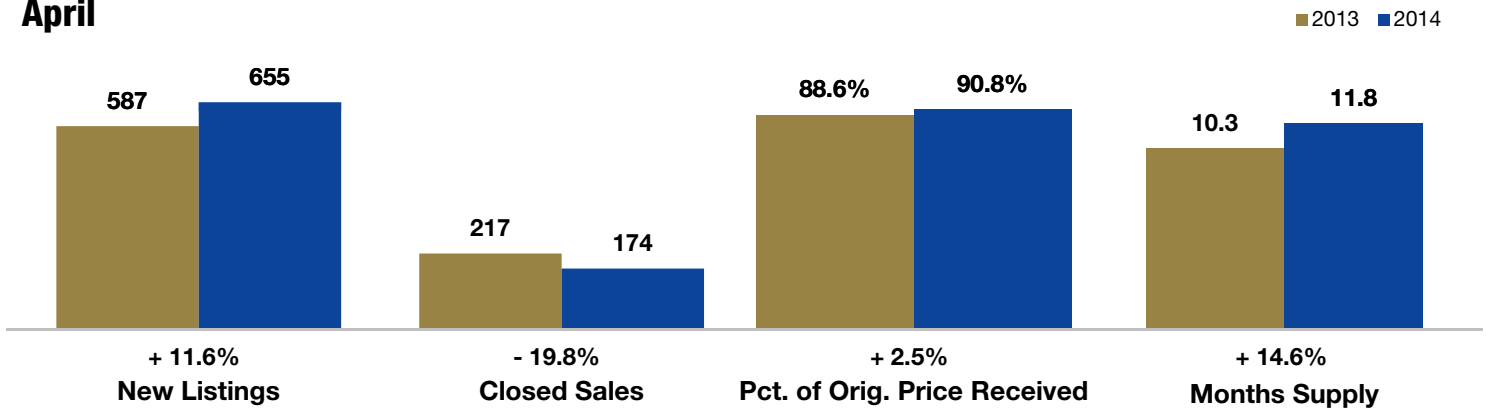


## 3 – Arrowhead Region

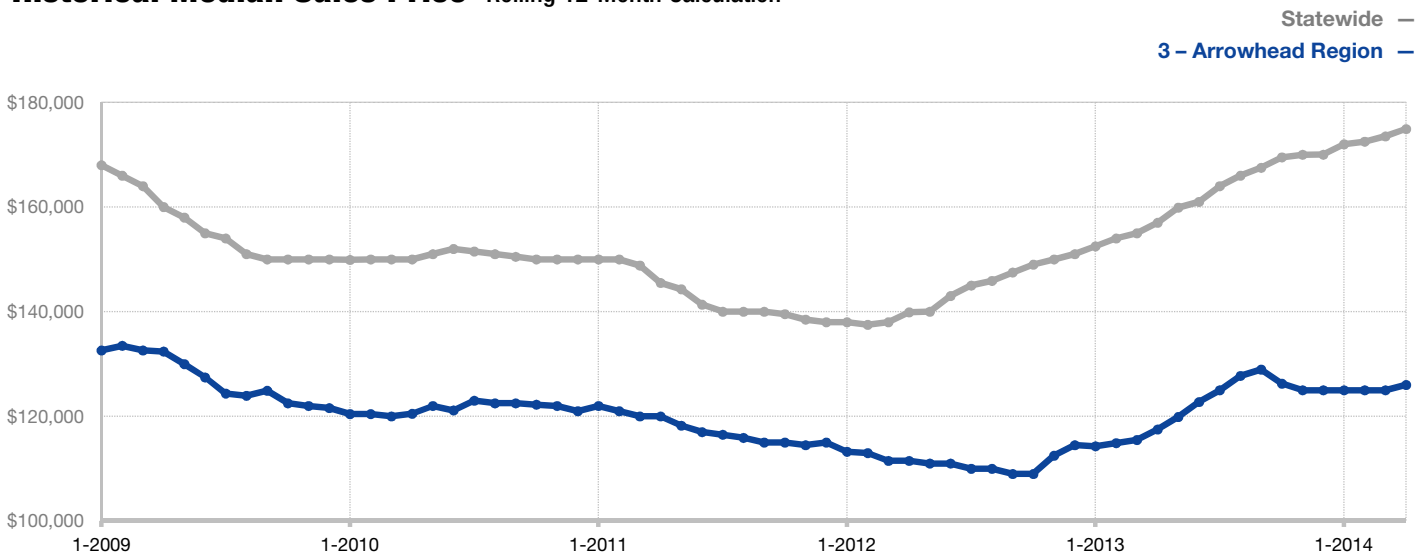
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	587	655	+ 11.6%	1,680	1,801	+ 7.2%
Closed Sales	217	174	- 19.8%	622	632	+ 1.6%
Median Sales Price*	\$124,500	\$131,250	+ 5.4%	\$105,000	\$119,000	+ 13.3%
Percent of Original List Price Received*	88.6%	90.8%	+ 2.5%	88.4%	89.5%	+ 1.2%
Days on Market Until Sale	141	148	+ 5.0%	146	140	- 4.1%
Months Supply of Inventory	10.3	11.8	+ 14.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

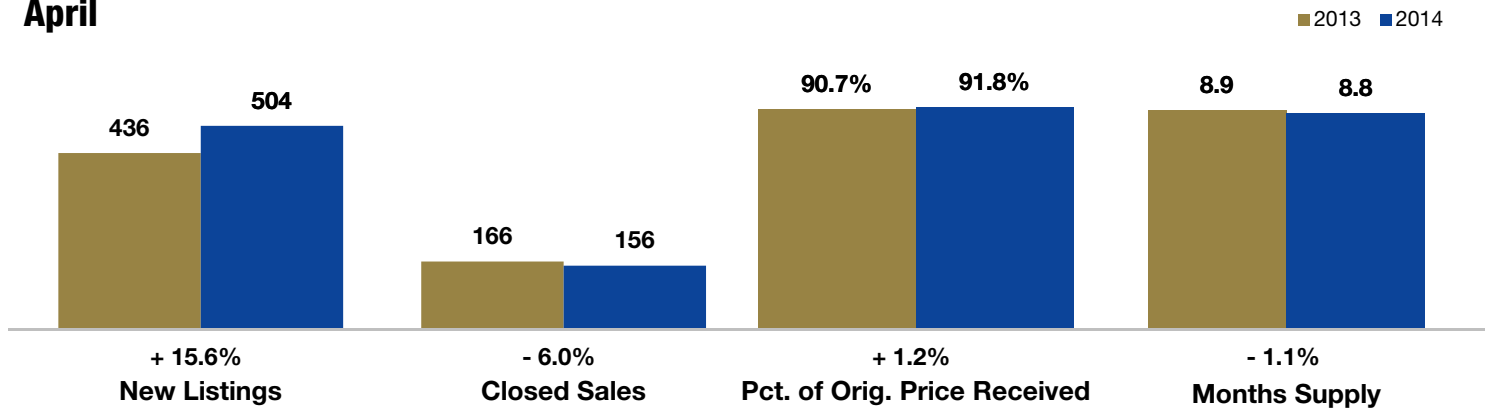


## 4 – West Central Region

Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	436	<b>504</b>	+ 15.6%	1,159	<b>1,363</b>	+ 17.6%
Closed Sales	166	<b>156</b>	- 6.0%	470	<b>451</b>	- 4.0%
Median Sales Price*	\$139,400	<b>\$140,000</b>	+ 0.4%	\$133,750	<b>\$135,000</b>	+ 0.9%
Percent of Original List Price Received*	90.7%	<b>91.8%</b>	+ 1.2%	90.1%	<b>90.6%</b>	+ 0.6%
Days on Market Until Sale	166	<b>152</b>	- 8.4%	159	<b>158</b>	- 0.6%
Months Supply of Inventory	8.9	<b>8.8</b>	- 1.1%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

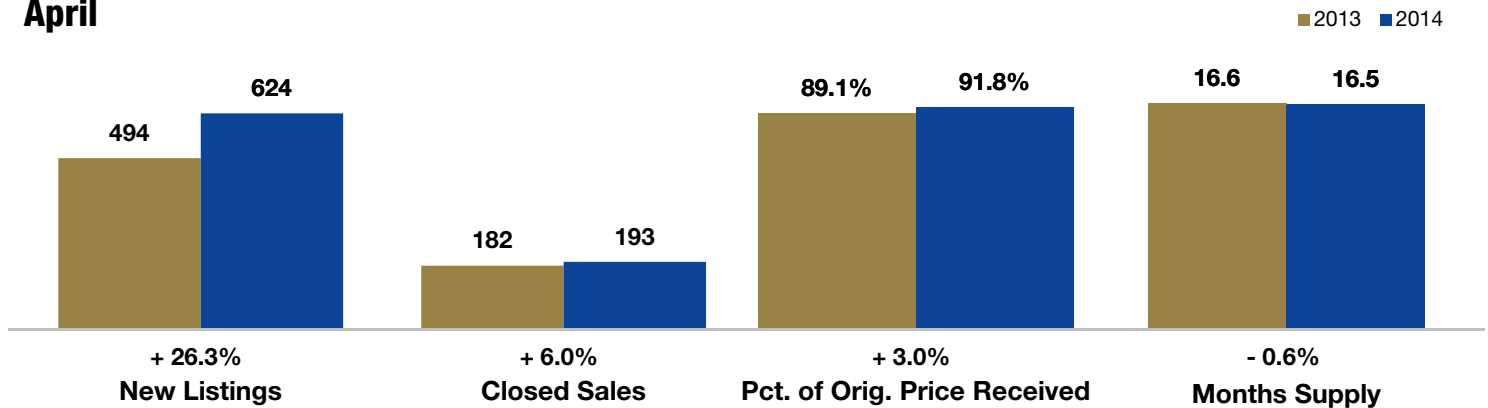


## 5 – North Central Region

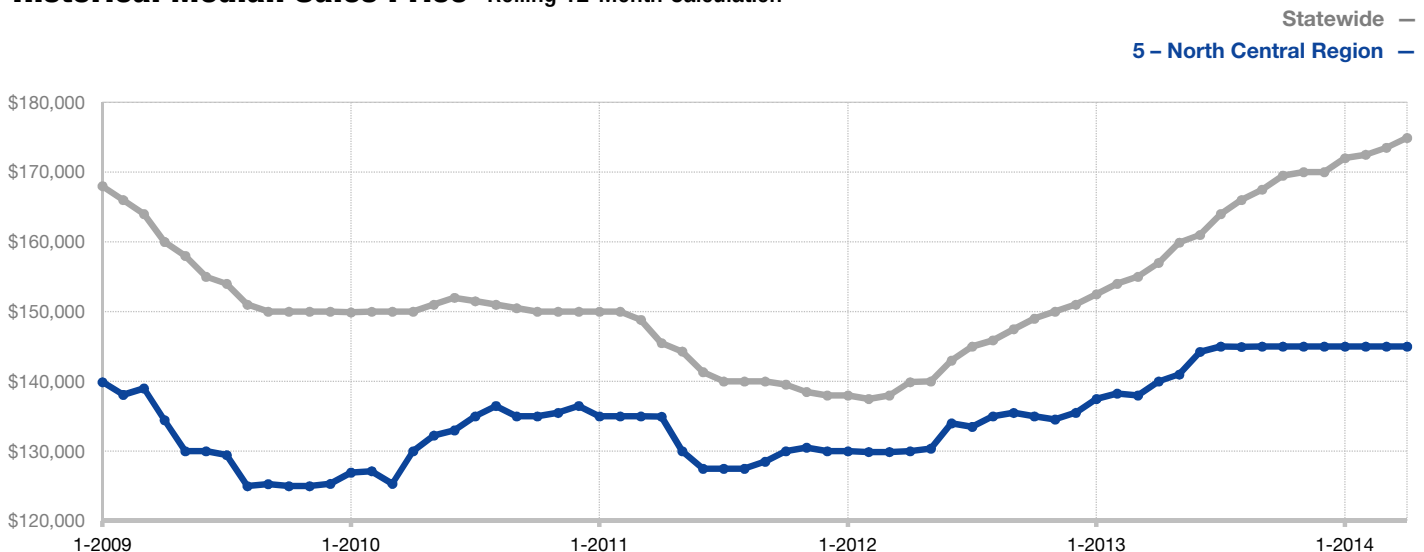
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	494	<b>624</b>	+ 26.3%	1,387	<b>1,560</b>	+ 12.5%
Closed Sales	182	<b>193</b>	+ 6.0%	551	<b>533</b>	- 3.3%
Median Sales Price*	\$142,000	<b>\$144,500</b>	+ 1.8%	\$125,000	<b>\$126,000</b>	+ 0.8%
Percent of Original List Price Received*	89.1%	<b>91.8%</b>	+ 3.0%	89.1%	<b>89.2%</b>	+ 0.1%
Days on Market Until Sale	130	<b>124</b>	- 4.6%	132	<b>129</b>	- 2.3%
Months Supply of Inventory	16.6	<b>16.5</b>	- 0.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

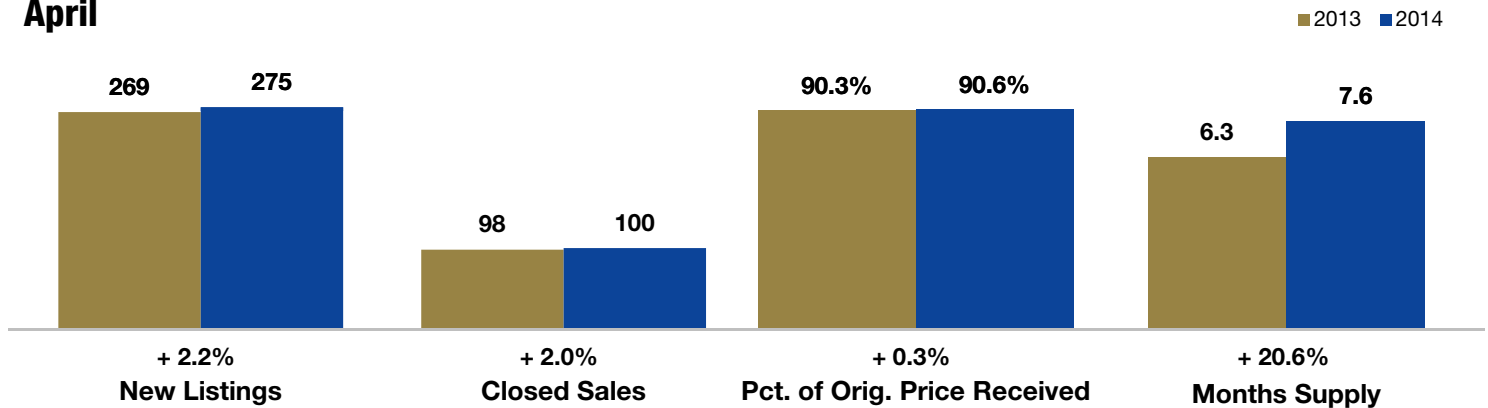


## 6E – Southwest Central Region

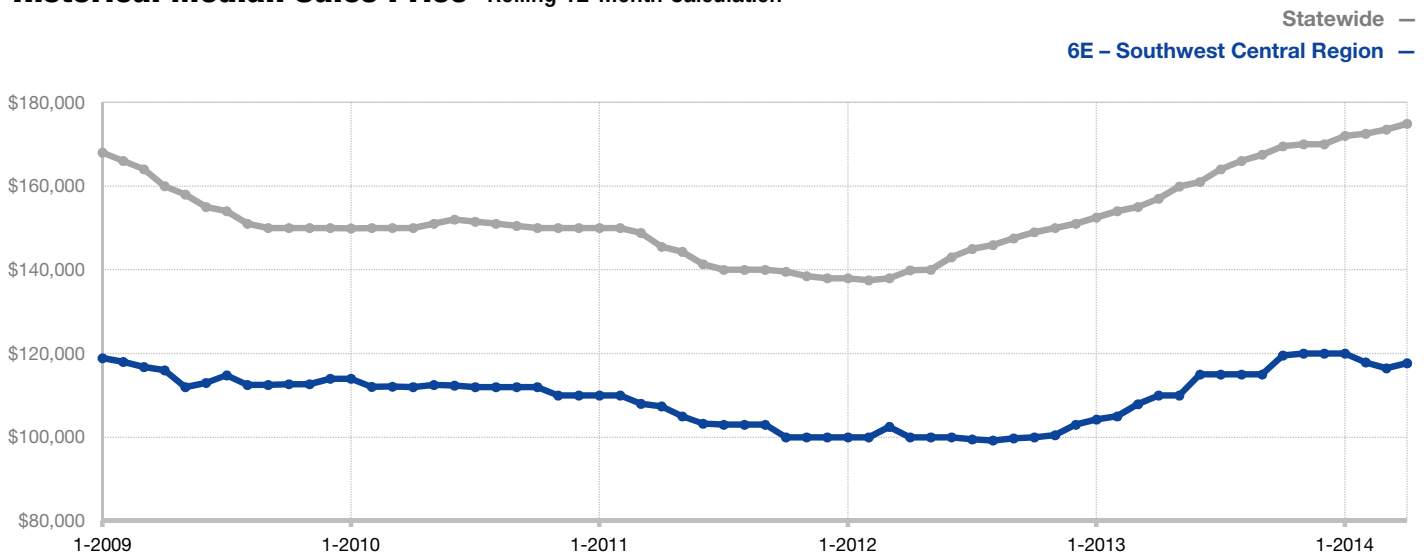
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	269	275	+ 2.2%	798	760	- 4.8%
Closed Sales	98	100	+ 2.0%	366	361	- 1.4%
Median Sales Price*	\$117,000	\$130,900	+ 11.9%	\$112,500	\$101,000	- 10.2%
Percent of Original List Price Received*	90.3%	90.6%	+ 0.3%	89.6%	89.4%	- 0.2%
Days on Market Until Sale	131	148	+ 13.0%	115	125	+ 8.7%
Months Supply of Inventory	6.3	7.6	+ 20.6%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

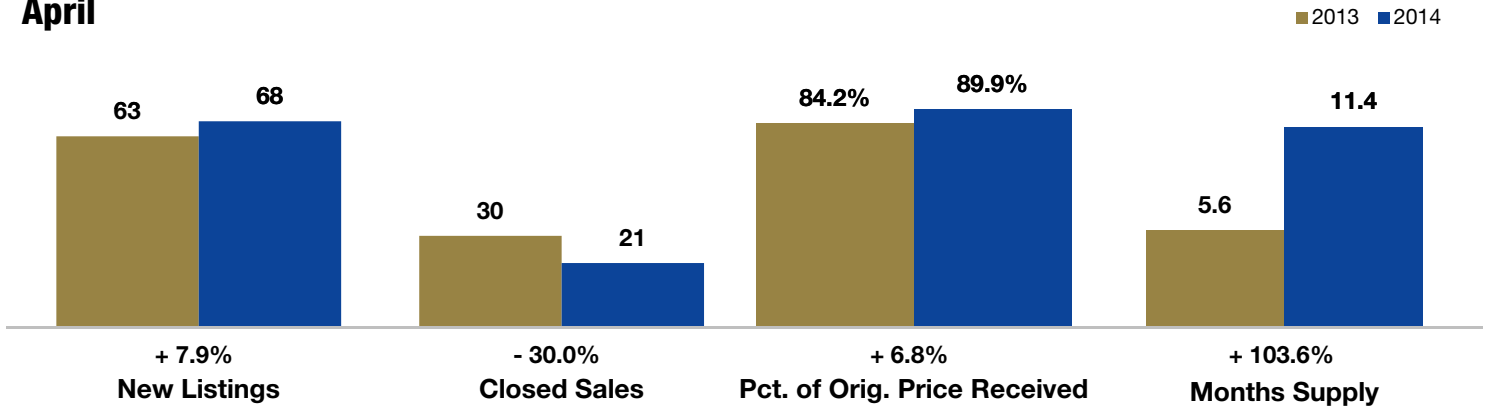


## 6W – Upper Minnesota Valley Region

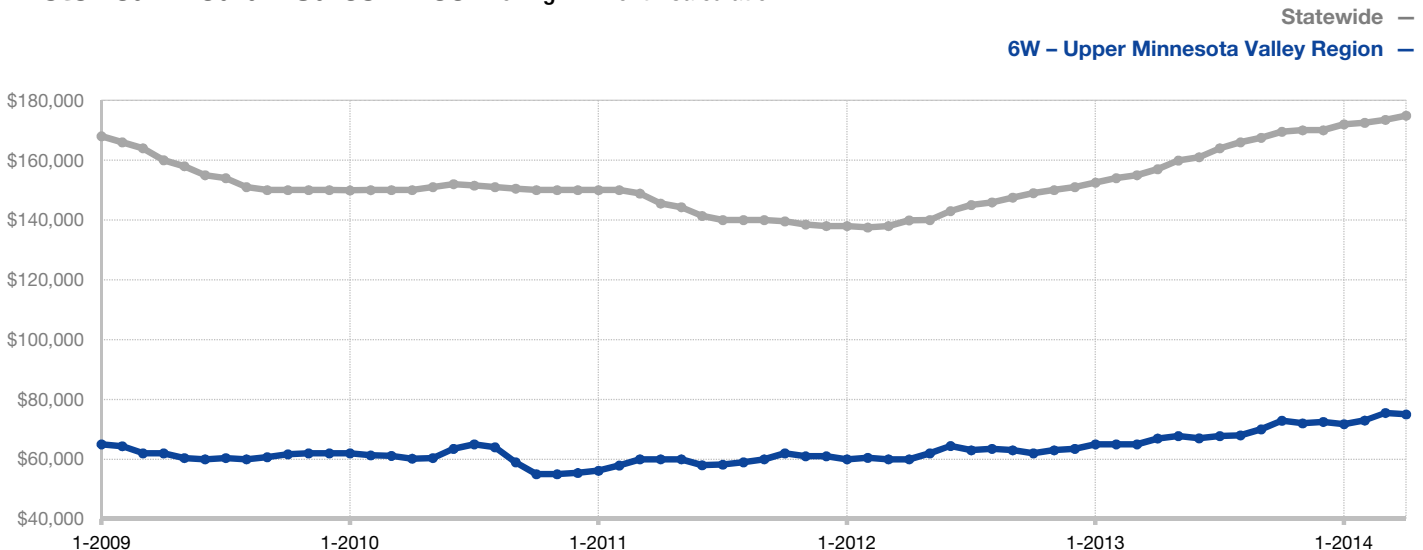
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	63	68	+ 7.9%	181	188	+ 3.9%
Closed Sales	30	21	- 30.0%	89	84	- 5.6%
Median Sales Price*	\$71,450	\$60,500	- 15.3%	\$64,950	\$69,600	+ 7.2%
Percent of Original List Price Received*	84.2%	89.9%	+ 6.8%	83.9%	87.5%	+ 4.3%
Days on Market Until Sale	237	231	- 2.5%	212	192	- 9.4%
Months Supply of Inventory	5.6	11.4	+ 103.6%	--	--	--

\* 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.

### April



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





# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

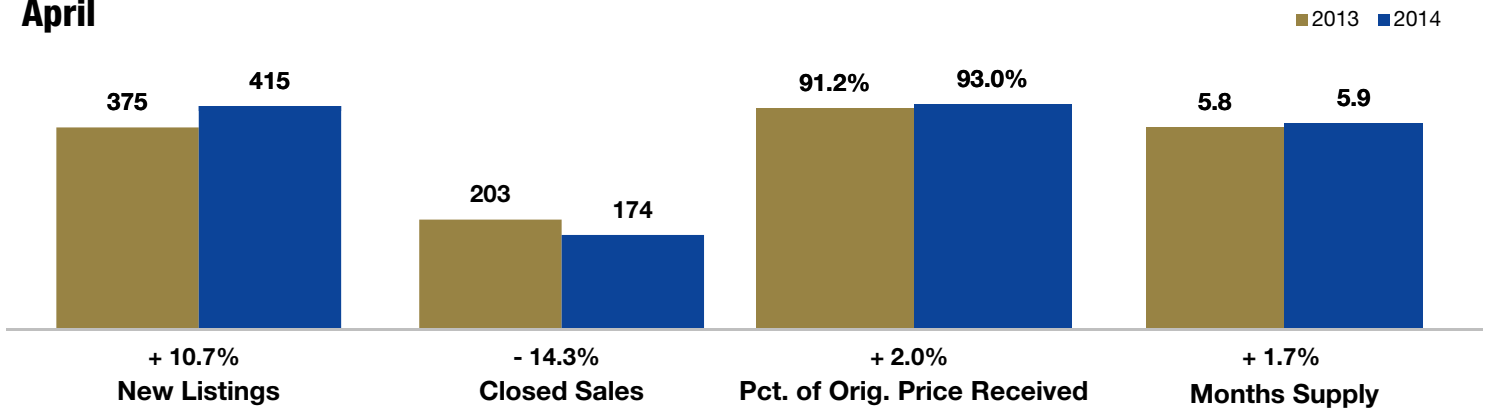


## 7E – East Central Region

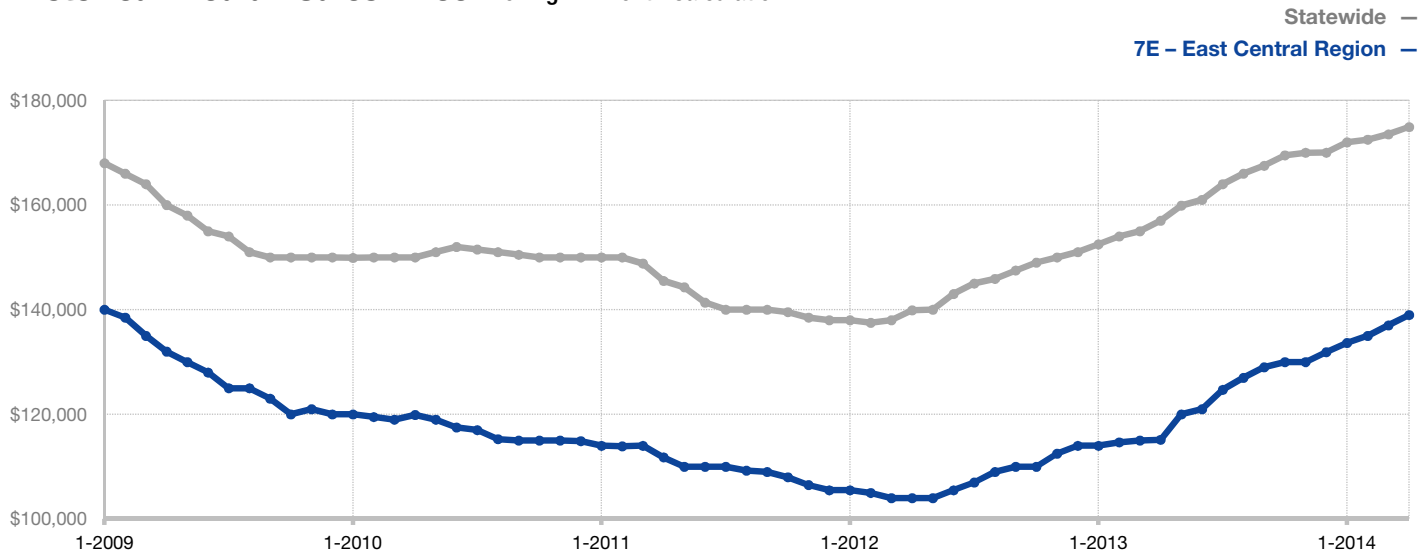
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	375	415	+ 10.7%	1,247	1,256	+ 0.7%
Closed Sales	203	174	- 14.3%	670	595	- 11.2%
Median Sales Price*	\$124,000	\$148,200	+ 19.5%	\$110,000	\$135,000	+ 22.7%
Percent of Original List Price Received*	91.2%	93.0%	+ 2.0%	90.8%	91.7%	+ 1.0%
Days on Market Until Sale	88	88	0.0%	83	88	+ 6.0%
Months Supply of Inventory	5.8	5.9	+ 1.7%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

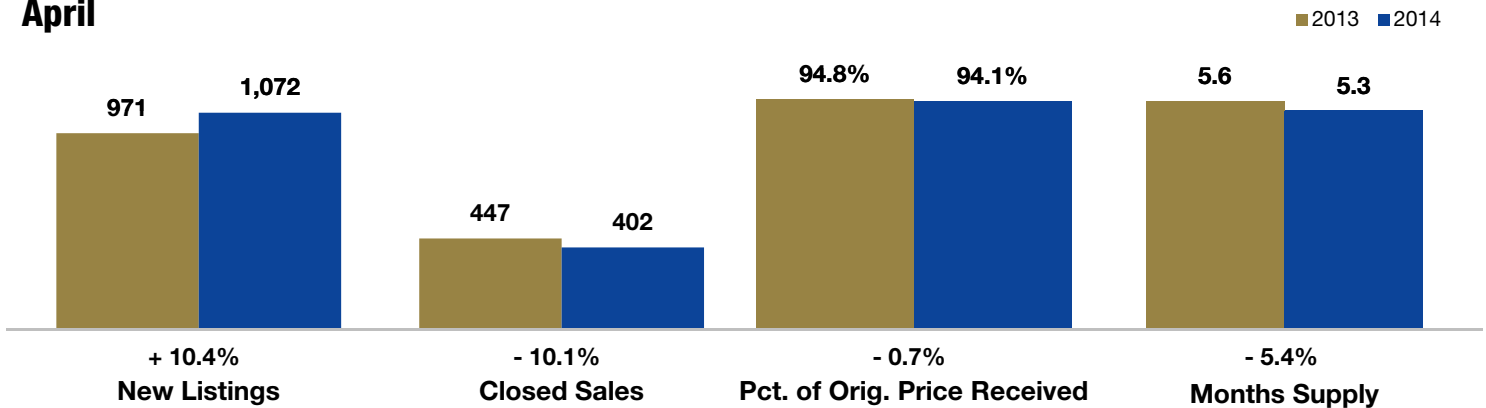


## 7W – Central Region

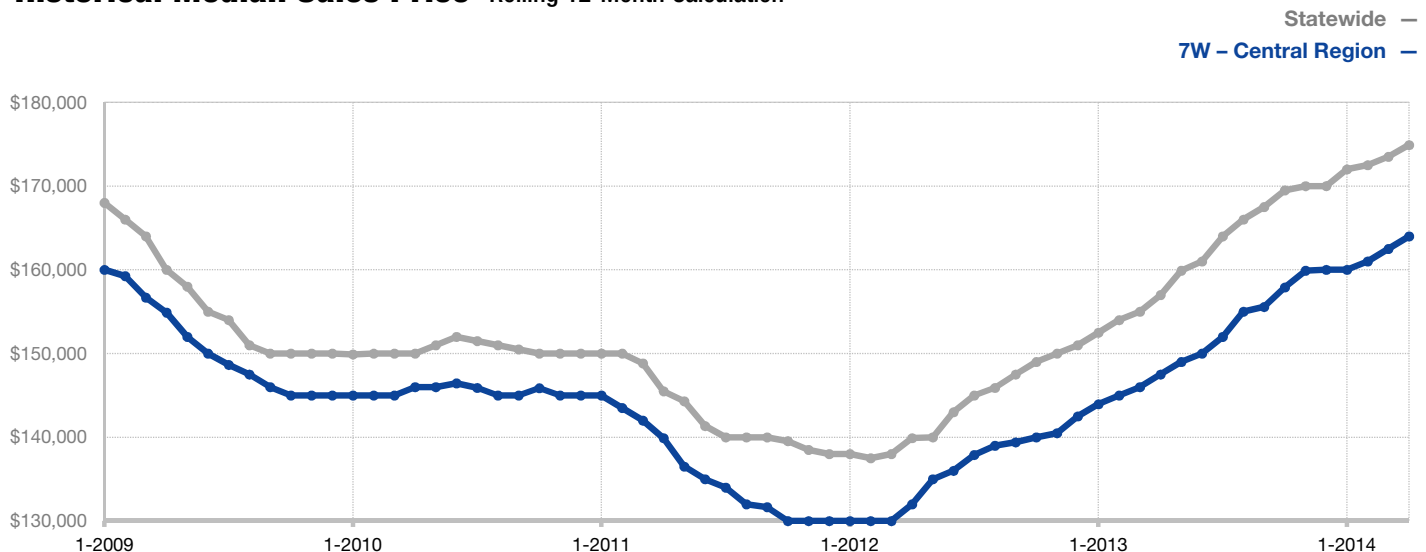
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	971	<b>1,072</b>	+ 10.4%	2,961	<b>3,050</b>	+ 3.0%
Closed Sales	447	<b>402</b>	- 10.1%	1,473	<b>1,340</b>	- 9.0%
Median Sales Price*	\$150,000	<b>\$162,450</b>	+ 8.3%	\$148,000	<b>\$158,000</b>	+ 6.8%
Percent of Original List Price Received*	94.8%	<b>94.1%</b>	- 0.7%	92.8%	<b>93.0%</b>	+ 0.2%
Days on Market Until Sale	85	<b>79</b>	- 7.1%	85	<b>82</b>	- 3.5%
Months Supply of Inventory	5.6	<b>5.3</b>	- 5.4%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

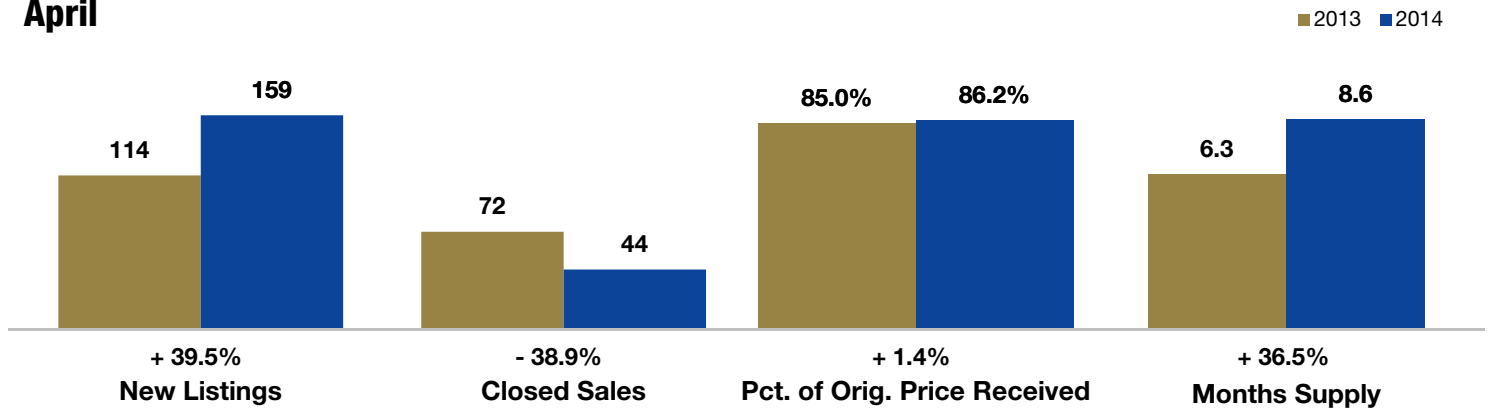


## 8 – Southwest Region

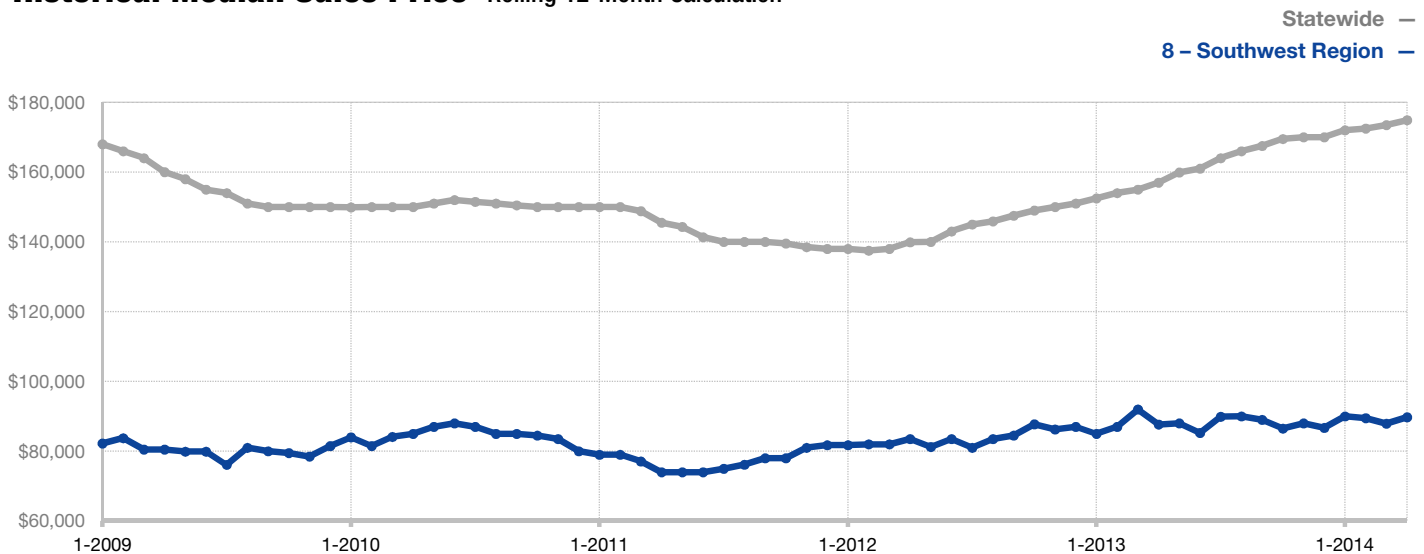
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	114	159	+ 39.5%	363	376	+ 3.6%
Closed Sales	72	44	- 38.9%	213	164	- 23.0%
Median Sales Price*	\$65,000	\$73,500	+ 13.1%	\$74,500	\$80,000	+ 7.4%
Percent of Original List Price Received*	85.0%	86.2%	+ 1.4%	86.6%	85.2%	- 1.6%
Days on Market Until Sale	203	198	- 2.5%	176	197	+ 11.9%
Months Supply of Inventory	6.3	8.6	+ 36.5%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

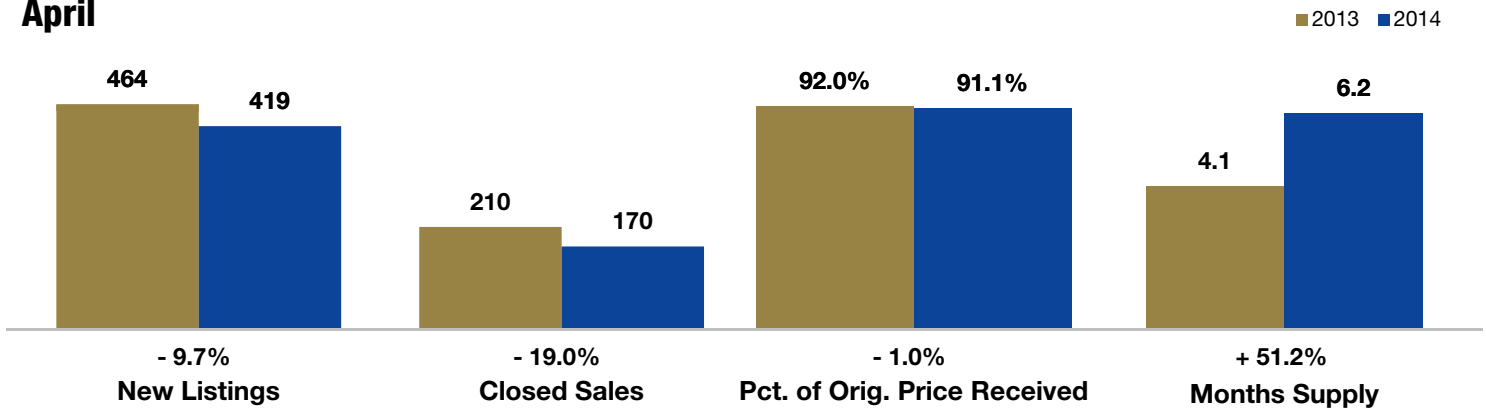


## 9 – South Central Region

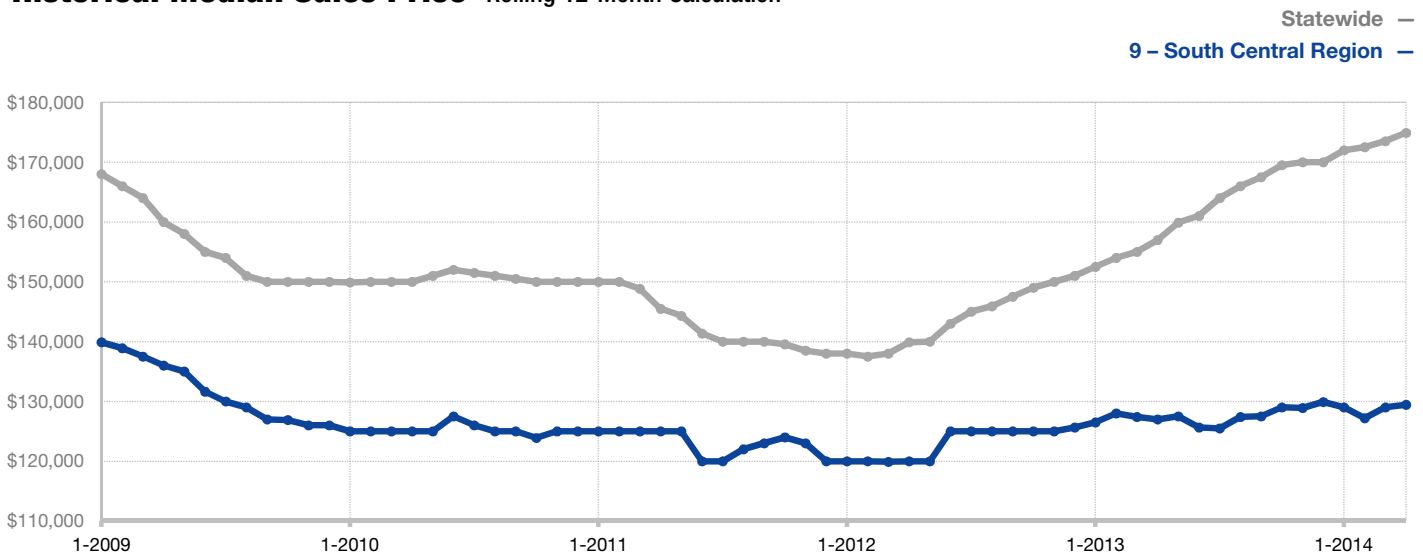
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	464	<b>419</b>	- 9.7%	1,318	<b>1,129</b>	- 14.3%
Closed Sales	210	<b>170</b>	- 19.0%	709	<b>615</b>	- 13.3%
Median Sales Price*	\$119,000	<b>\$111,000</b>	- 6.7%	\$114,000	<b>\$109,000</b>	- 4.4%
Percent of Original List Price Received*	92.0%	<b>91.1%</b>	- 1.0%	89.9%	<b>90.2%</b>	+ 0.3%
Days on Market Until Sale	147	<b>138</b>	- 6.1%	155	<b>145</b>	- 6.5%
Months Supply of Inventory	4.1	<b>6.2</b>	+ 51.2%	--	--	--

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### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

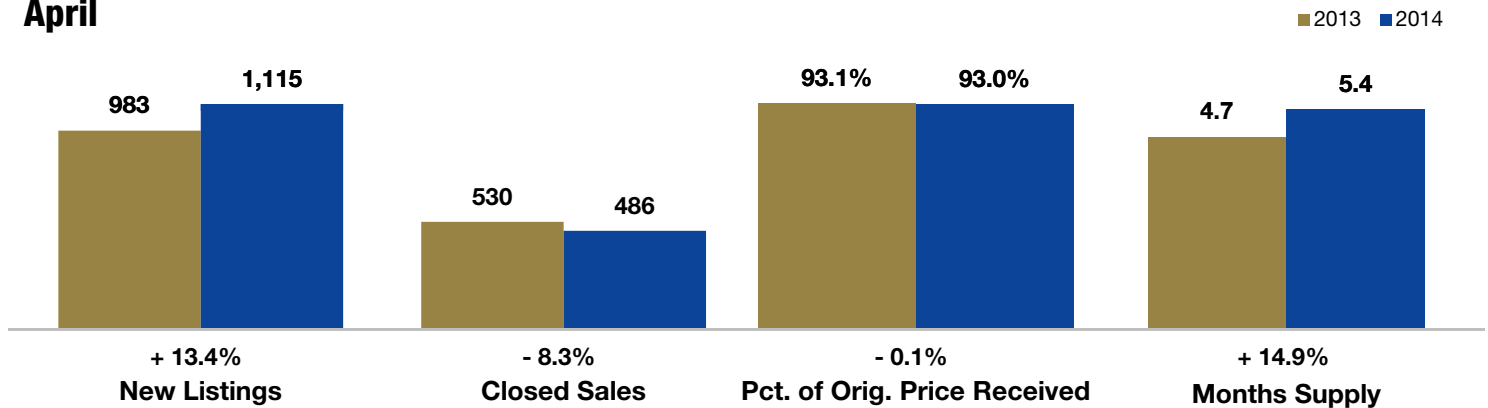


## 10 – Southeast Region

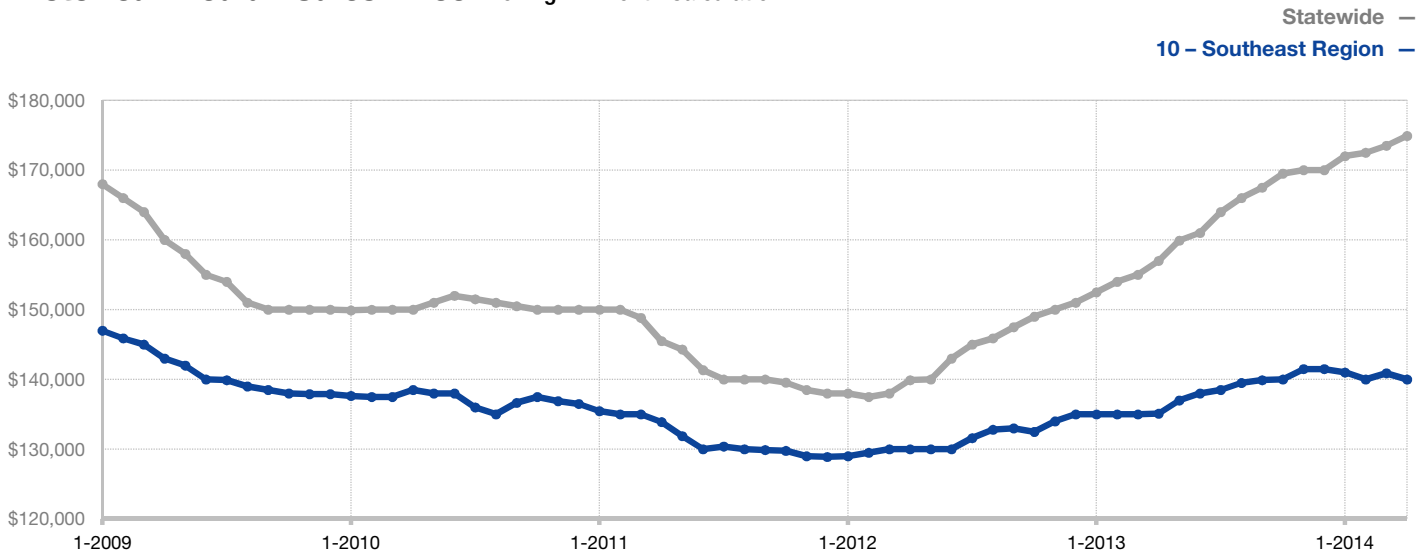
Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	983	<b>1,115</b>	+ 13.4%	3,176	<b>3,092</b>	- 2.6%
Closed Sales	530	<b>486</b>	- 8.3%	1,790	<b>1,630</b>	- 8.9%
Median Sales Price*	\$139,600	<b>\$133,950</b>	- 4.0%	\$132,450	<b>\$129,500</b>	- 2.2%
Percent of Original List Price Received*	93.1%	<b>93.0%</b>	- 0.1%	91.8%	<b>91.8%</b>	0.0%
Days on Market Until Sale	131	<b>120</b>	- 8.4%	131	<b>123</b>	- 6.1%
Months Supply of Inventory	4.7	<b>5.4</b>	+ 14.9%	--	--	--

\* 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.

### April



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



# Local Market Update for April 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

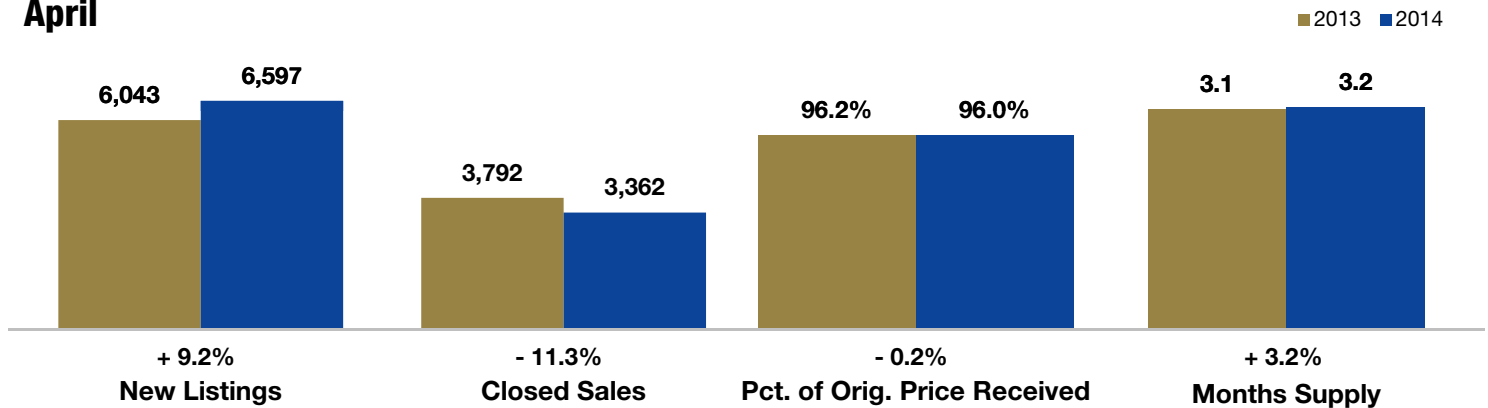


## 11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2013	2014	Percent Change	Thru 4-2013	Thru 4-2014	Percent Change
New Listings	6,043	<b>6,597</b>	+ 9.2%	19,582	<b>19,690</b>	+ 0.6%
Closed Sales	3,792	<b>3,362</b>	- 11.3%	12,057	<b>10,563</b>	- 12.4%
Median Sales Price*	\$189,900	<b>\$199,900</b>	+ 5.3%	\$176,000	<b>\$193,000</b>	+ 9.7%
Percent of Original List Price Received*	96.2%	<b>96.0%</b>	- 0.2%	95.0%	<b>94.8%</b>	- 0.2%
Days on Market Until Sale	58	<b>61</b>	+ 5.2%	65	<b>65</b>	0.0%
Months Supply of Inventory	3.1	<b>3.2</b>	+ 3.2%	--	--	--

\* 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.

### April



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

