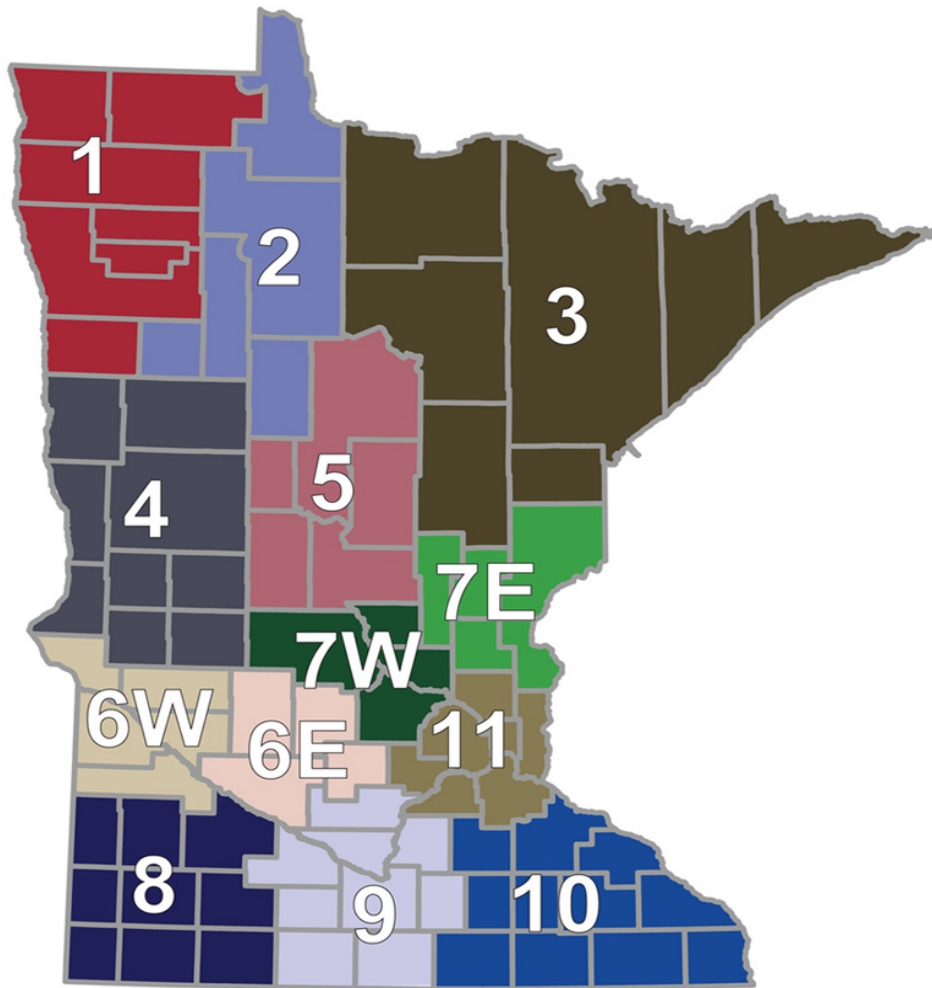


Local Market Updates for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®



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 January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

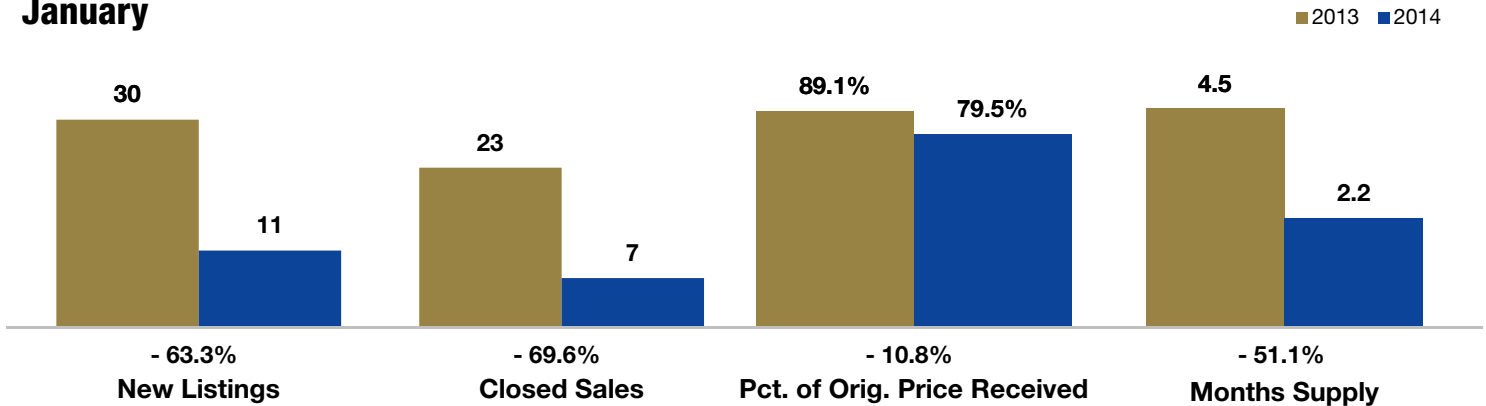


1 – Northwest Region

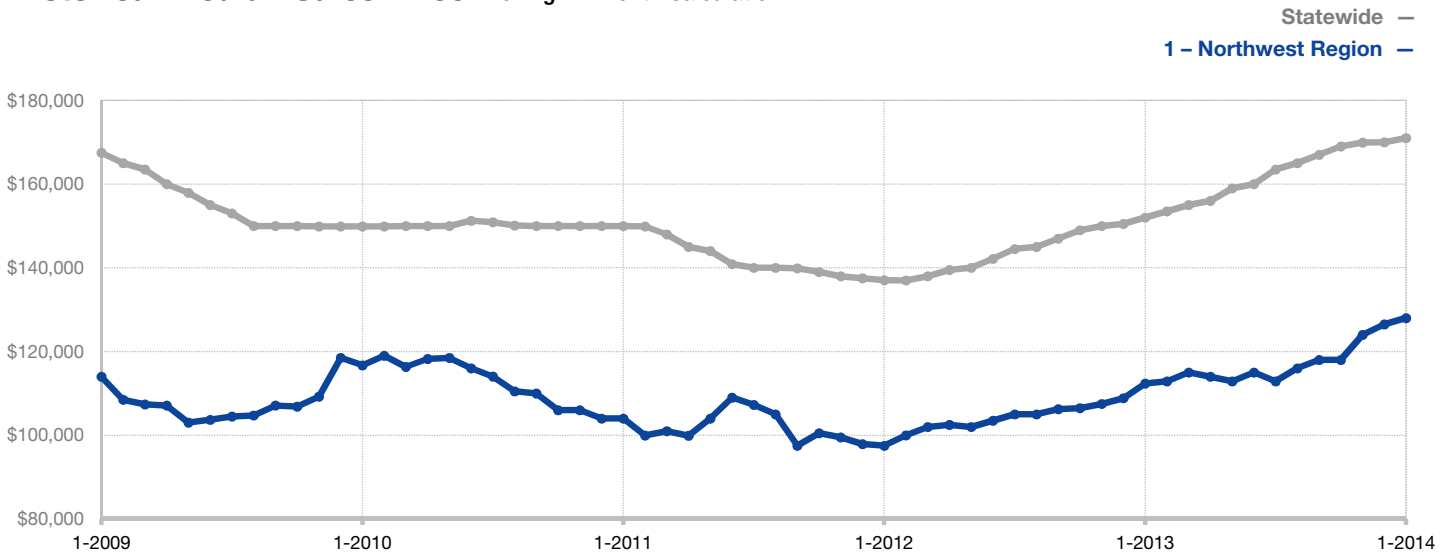
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	30	11	- 63.3%	30	11	- 63.3%
Closed Sales	23	7	- 69.6%	23	7	- 69.6%
Median Sales Price*	\$115,500	\$130,800	+ 13.2%	\$115,500	\$130,800	+ 13.2%
Percent of Original List Price Received*	89.1%	79.5%	- 10.8%	89.1%	79.5%	- 10.8%
Days on Market Until Sale	176	152	- 13.6%	176	152	- 13.6%
Months Supply of Inventory	4.5	2.2	- 51.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

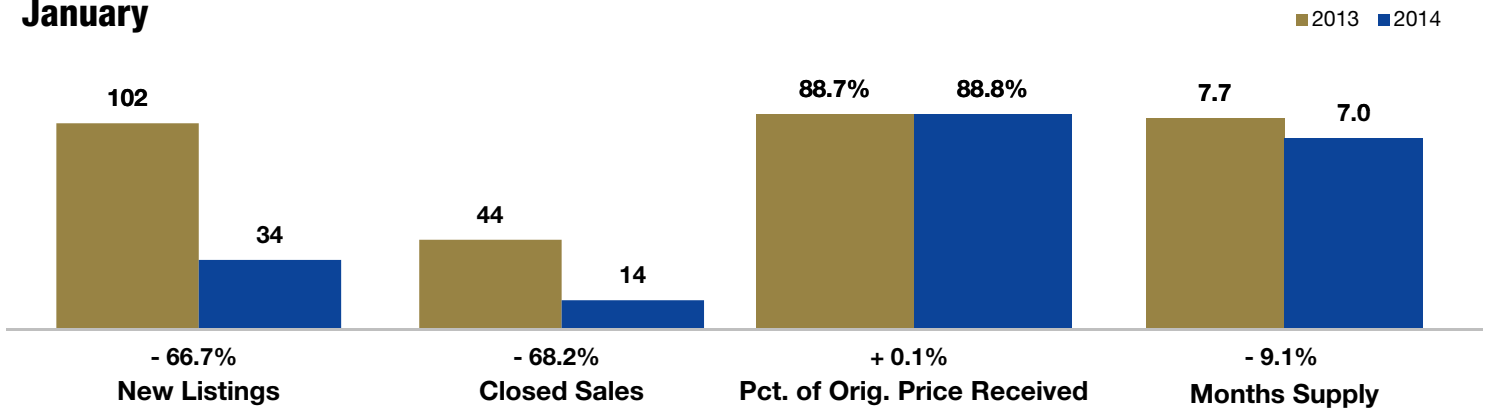


2 – Headwaters Region

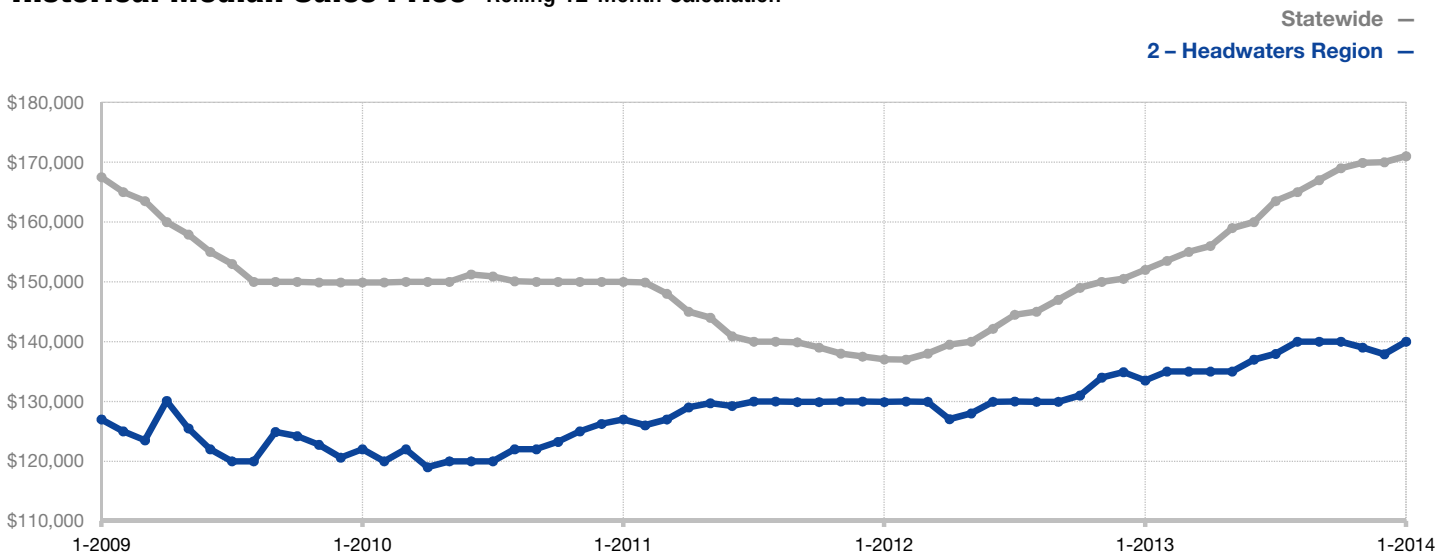
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	102	34	- 66.7%	102	34	- 66.7%
Closed Sales	44	14	- 68.2%	44	14	- 68.2%
Median Sales Price*	\$94,000	\$129,167	+ 37.4%	\$94,000	\$129,167	+ 37.4%
Percent of Original List Price Received*	88.7%	88.8%	+ 0.1%	88.7%	88.8%	+ 0.1%
Days on Market Until Sale	129	130	+ 0.8%	129	130	+ 0.8%
Months Supply of Inventory	7.7	7.0	- 9.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

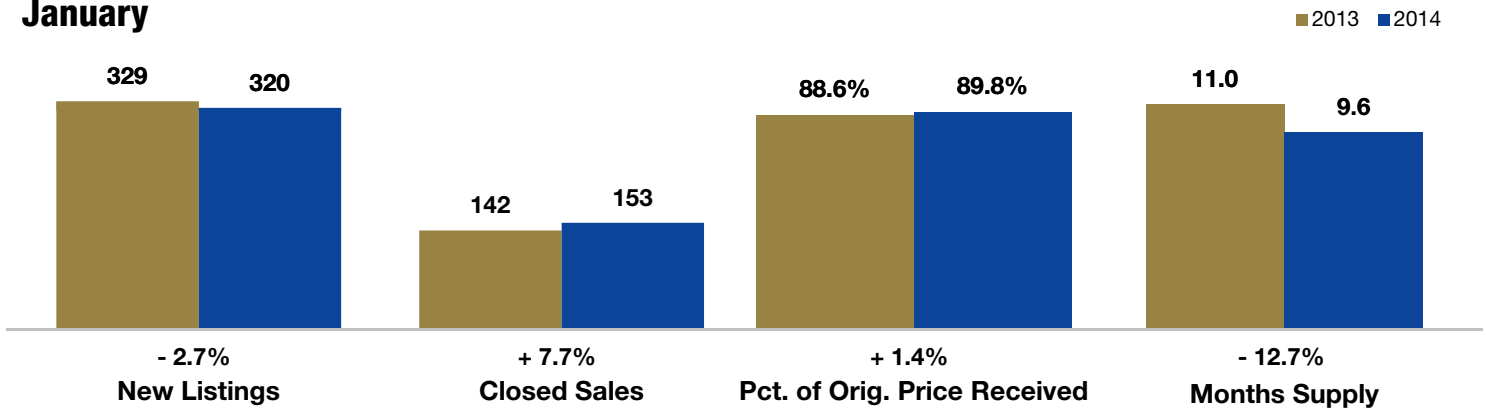


3 – Arrowhead Region

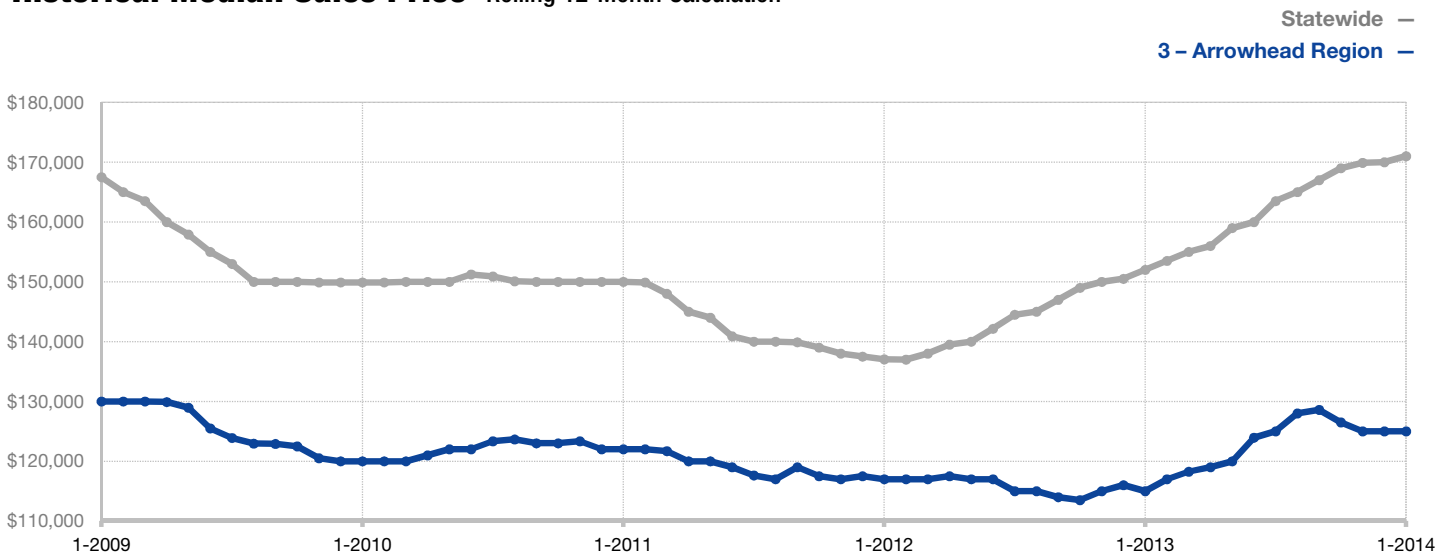
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	329	320	- 2.7%	329	320	- 2.7%
Closed Sales	142	153	+ 7.7%	142	153	+ 7.7%
Median Sales Price*	\$89,000	\$106,500	+ 19.7%	\$89,000	\$106,500	+ 19.7%
Percent of Original List Price Received*	88.6%	89.8%	+ 1.4%	88.6%	89.8%	+ 1.4%
Days on Market Until Sale	137	132	- 3.6%	137	132	- 3.6%
Months Supply of Inventory	11.0	9.6	- 12.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

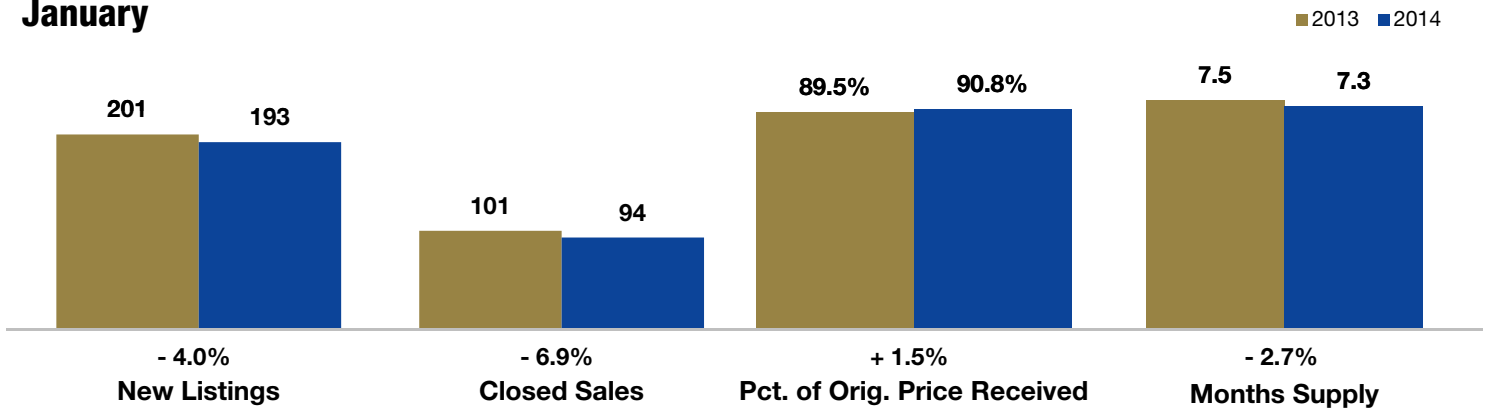


4 – West Central Region

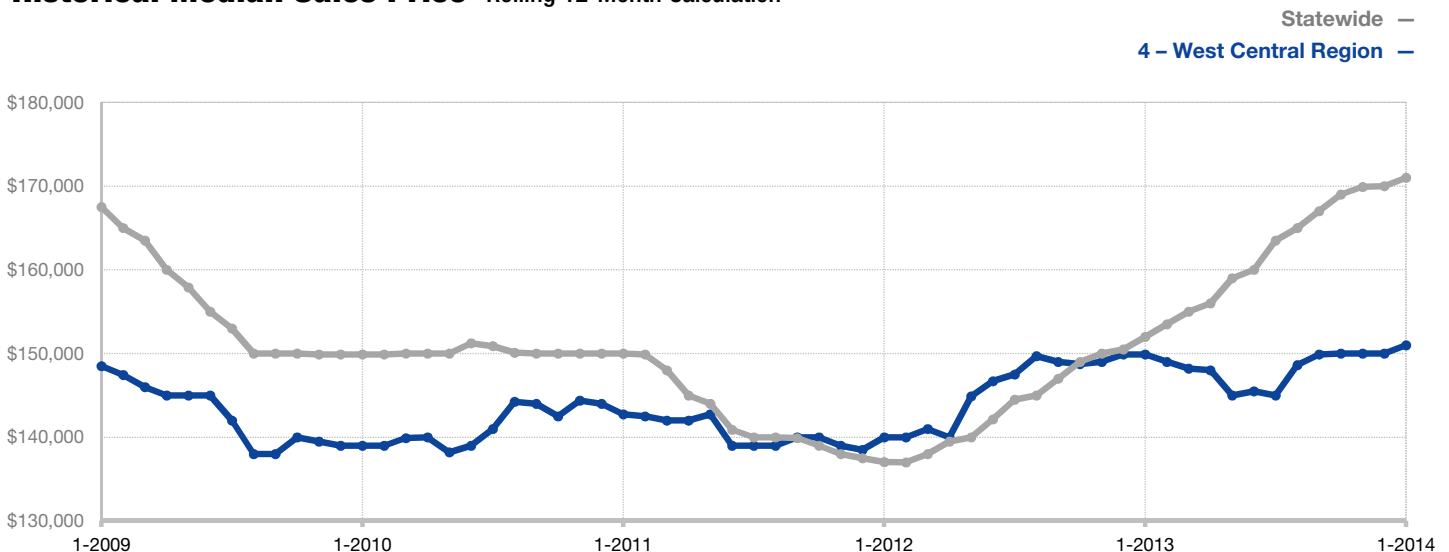
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	201	193	- 4.0%	201	193	- 4.0%
Closed Sales	101	94	- 6.9%	101	94	- 6.9%
Median Sales Price*	\$129,400	\$150,000	+ 15.9%	\$129,400	\$150,000	+ 15.9%
Percent of Original List Price Received*	89.5%	90.8%	+ 1.5%	89.5%	90.8%	+ 1.5%
Days on Market Until Sale	143	153	+ 7.0%	143	153	+ 7.0%
Months Supply of Inventory	7.5	7.3	- 2.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

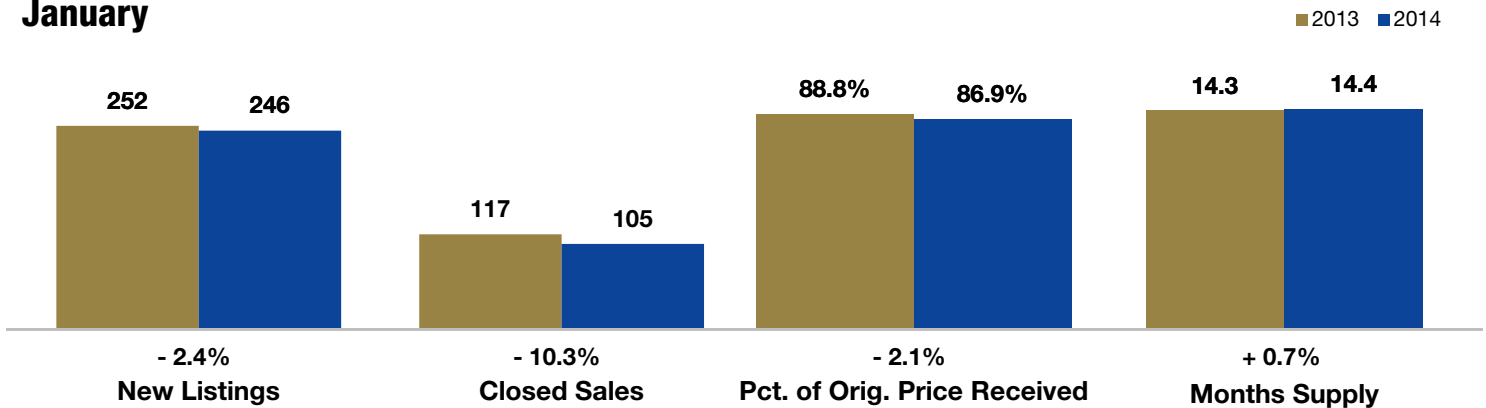


5 – North Central Region

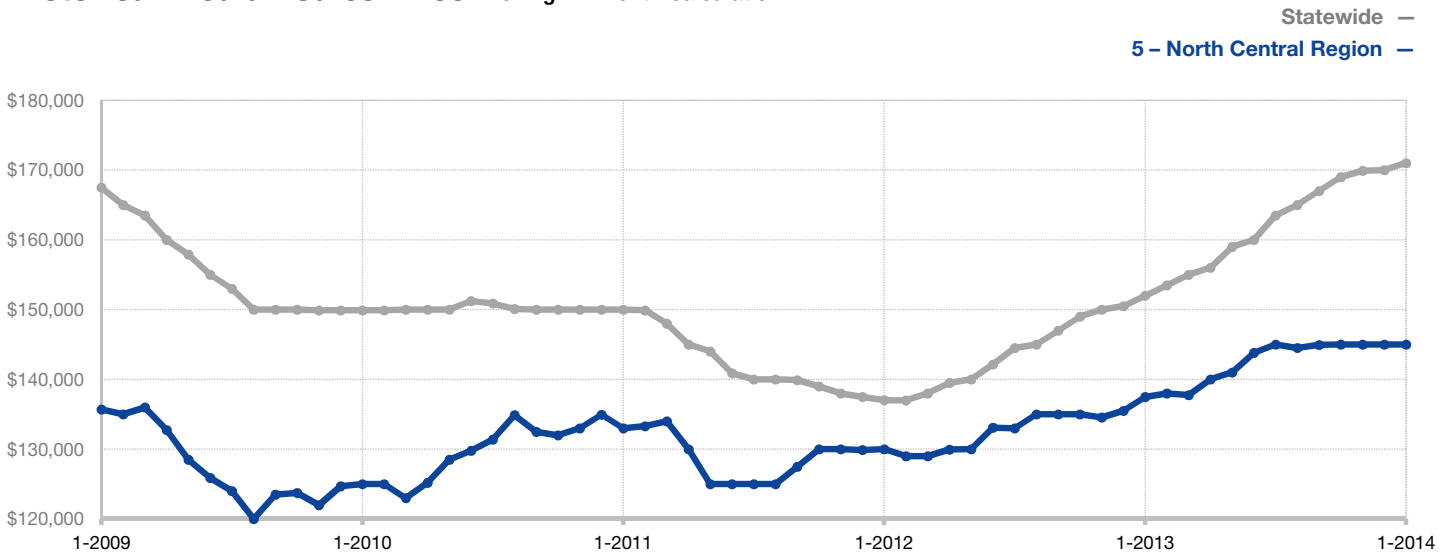
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	252	246	- 2.4%	252	246	- 2.4%
Closed Sales	117	105	- 10.3%	117	105	- 10.3%
Median Sales Price*	\$130,000	\$114,900	- 11.6%	\$130,000	\$114,900	- 11.6%
Percent of Original List Price Received*	88.8%	86.9%	- 2.1%	88.8%	86.9%	- 2.1%
Days on Market Until Sale	143	120	- 16.1%	143	120	- 16.1%
Months Supply of Inventory	14.3	14.4	+ 0.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

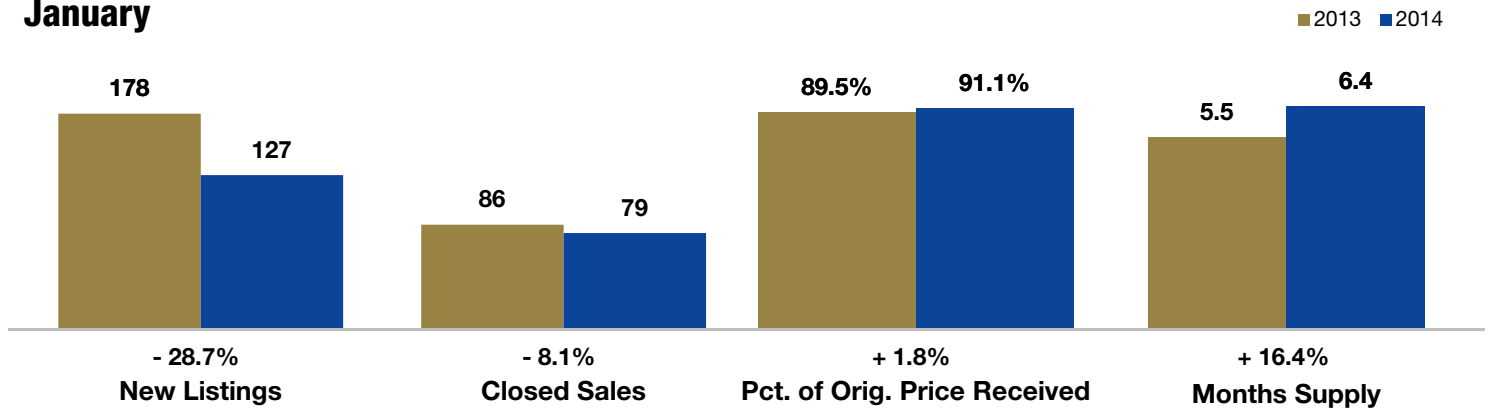


6E – Southwest Central Region

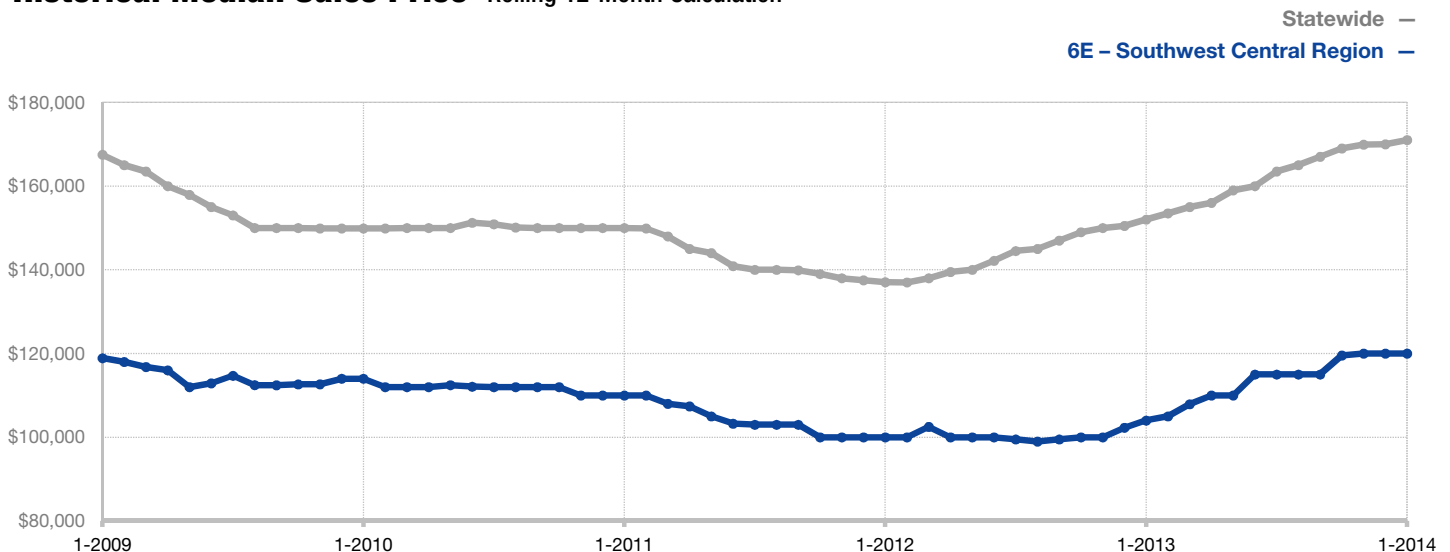
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	178	127	- 28.7%	178	127	- 28.7%
Closed Sales	86	79	- 8.1%	86	79	- 8.1%
Median Sales Price*	\$92,500	\$105,000	+ 13.5%	\$92,500	\$105,000	+ 13.5%
Percent of Original List Price Received*	89.5%	91.1%	+ 1.8%	89.5%	91.1%	+ 1.8%
Days on Market Until Sale	102	103	+ 1.0%	102	103	+ 1.0%
Months Supply of Inventory	5.5	6.4	+ 16.4%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

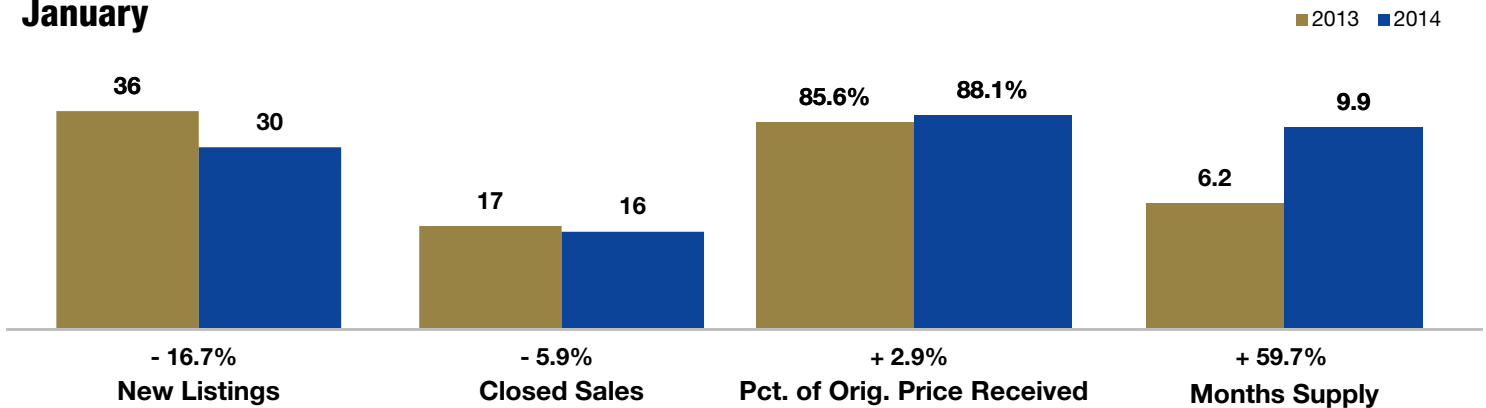


6W – Upper Minnesota Valley Region

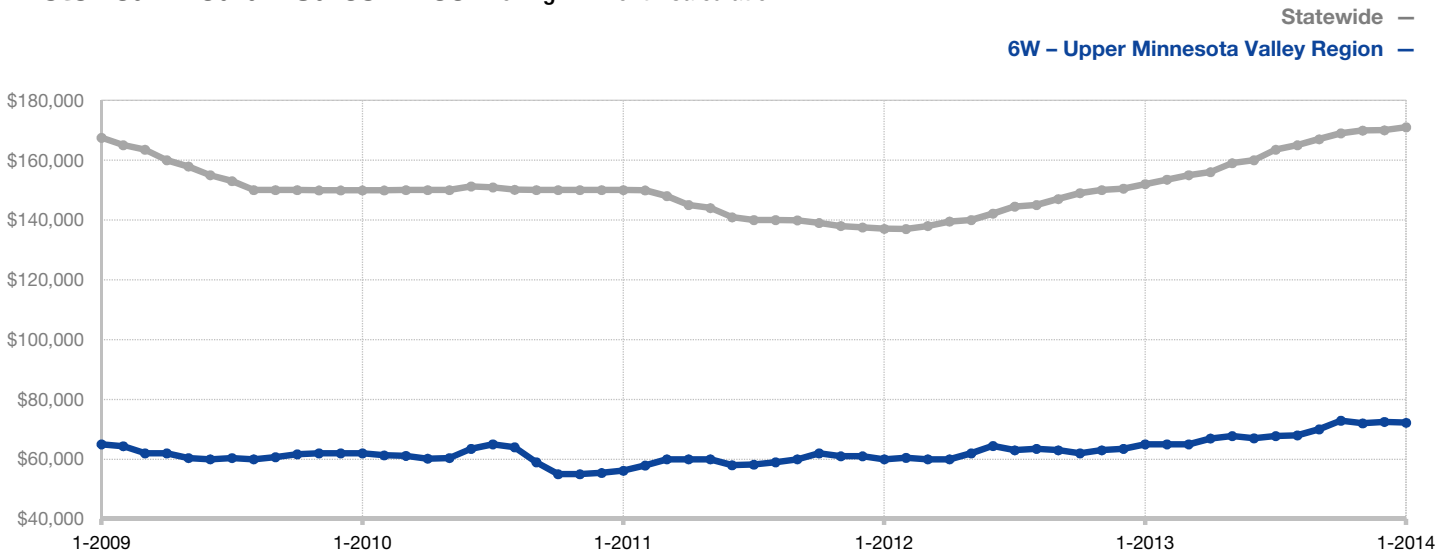
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	36	30	- 16.7%	36	30	- 16.7%
Closed Sales	17	16	- 5.9%	17	16	- 5.9%
Median Sales Price*	\$66,900	\$62,625	- 6.4%	\$66,900	\$62,625	- 6.4%
Percent of Original List Price Received*	85.6%	88.1%	+ 2.9%	85.6%	88.1%	+ 2.9%
Days on Market Until Sale	129	160	+ 24.0%	129	160	+ 24.0%
Months Supply of Inventory	6.2	9.9	+ 59.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

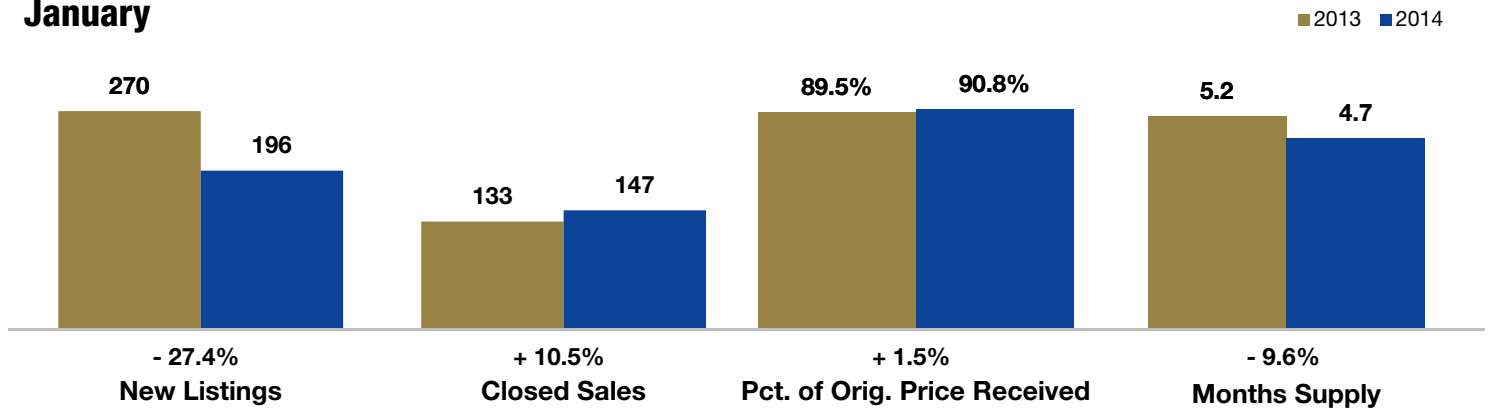


7E – East Central Region

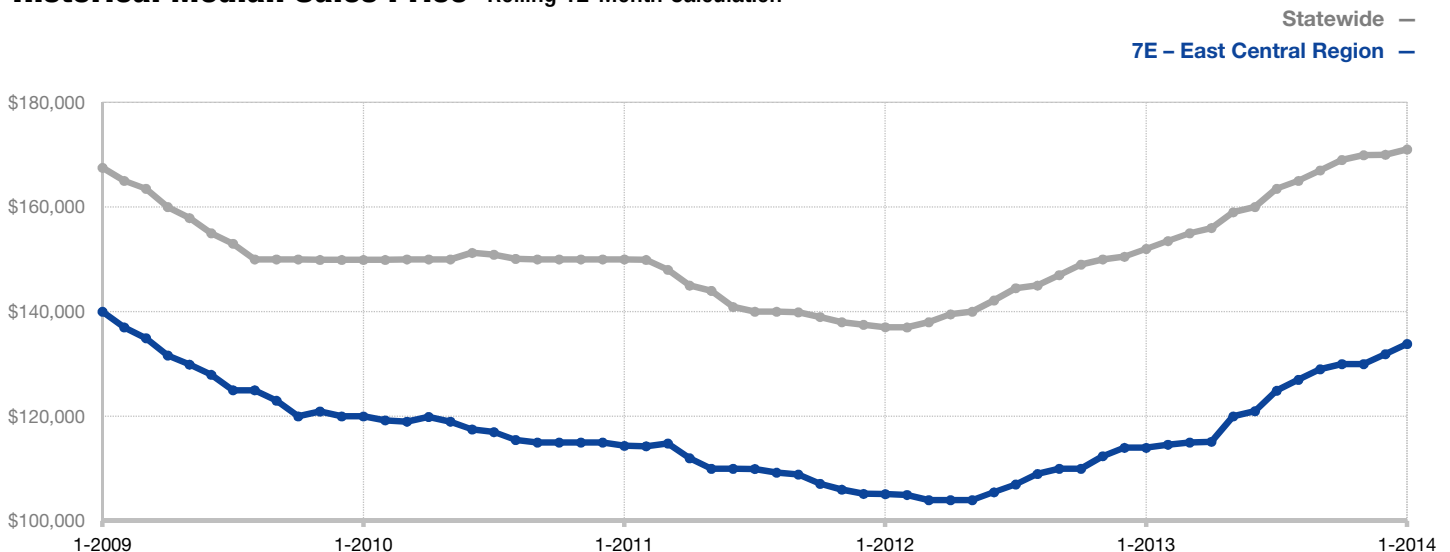
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	270	196	- 27.4%	270	196	- 27.4%
Closed Sales	133	147	+ 10.5%	133	147	+ 10.5%
Median Sales Price*	\$95,000	\$132,000	+ 38.9%	\$95,000	\$132,000	+ 38.9%
Percent of Original List Price Received*	89.5%	90.8%	+ 1.5%	89.5%	90.8%	+ 1.5%
Days on Market Until Sale	82	88	+ 7.3%	82	88	+ 7.3%
Months Supply of Inventory	5.2	4.7	- 9.6%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

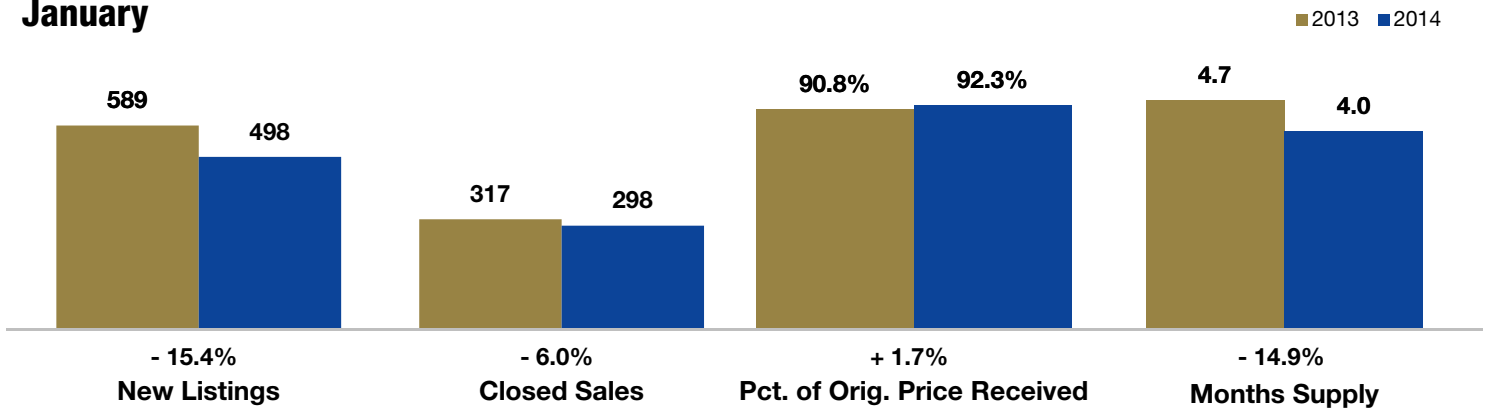


7W – Central Region

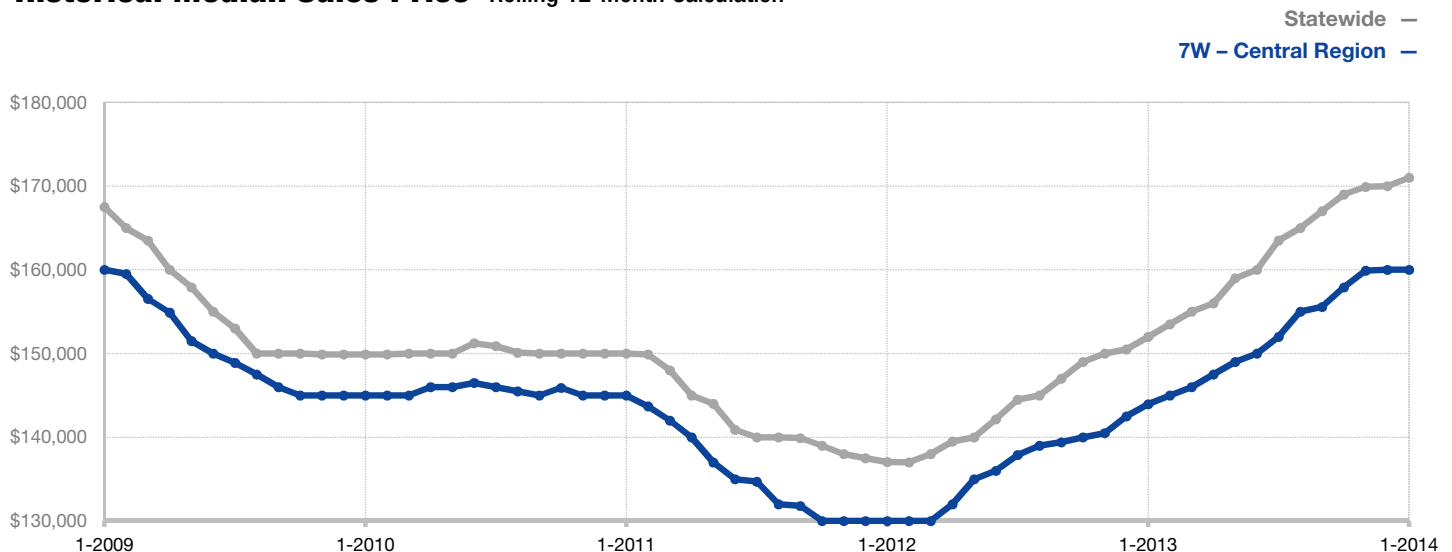
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	589	498	- 15.4%	589	498	- 15.4%
Closed Sales	317	298	- 6.0%	317	298	- 6.0%
Median Sales Price*	\$142,000	\$155,000	+ 9.2%	\$142,000	\$155,000	+ 9.2%
Percent of Original List Price Received*	90.8%	92.3%	+ 1.7%	90.8%	92.3%	+ 1.7%
Days on Market Until Sale	90	79	- 12.2%	90	79	- 12.2%
Months Supply of Inventory	4.7	4.0	- 14.9%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

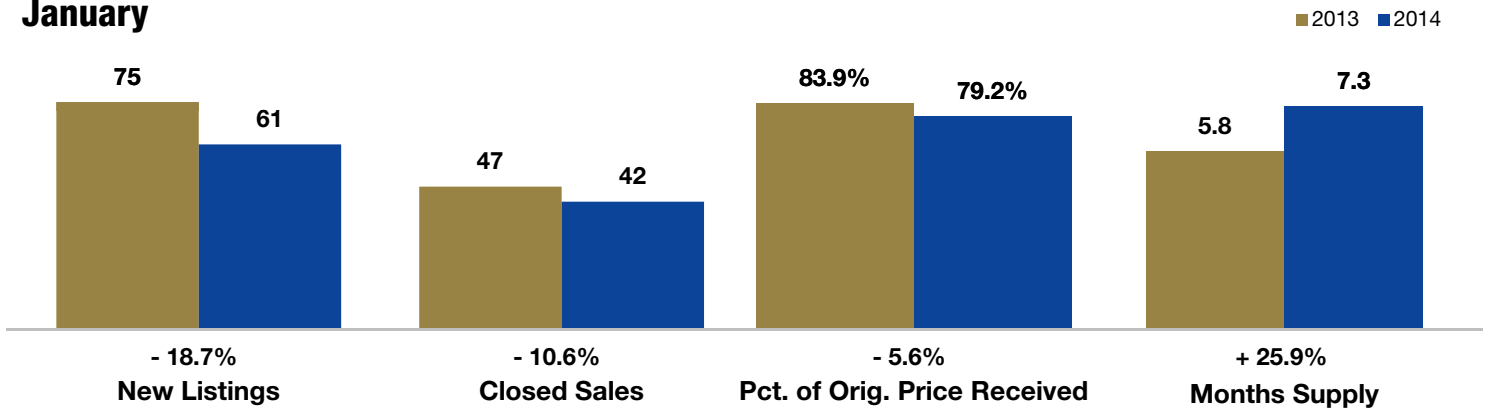


8 – Southwest Region

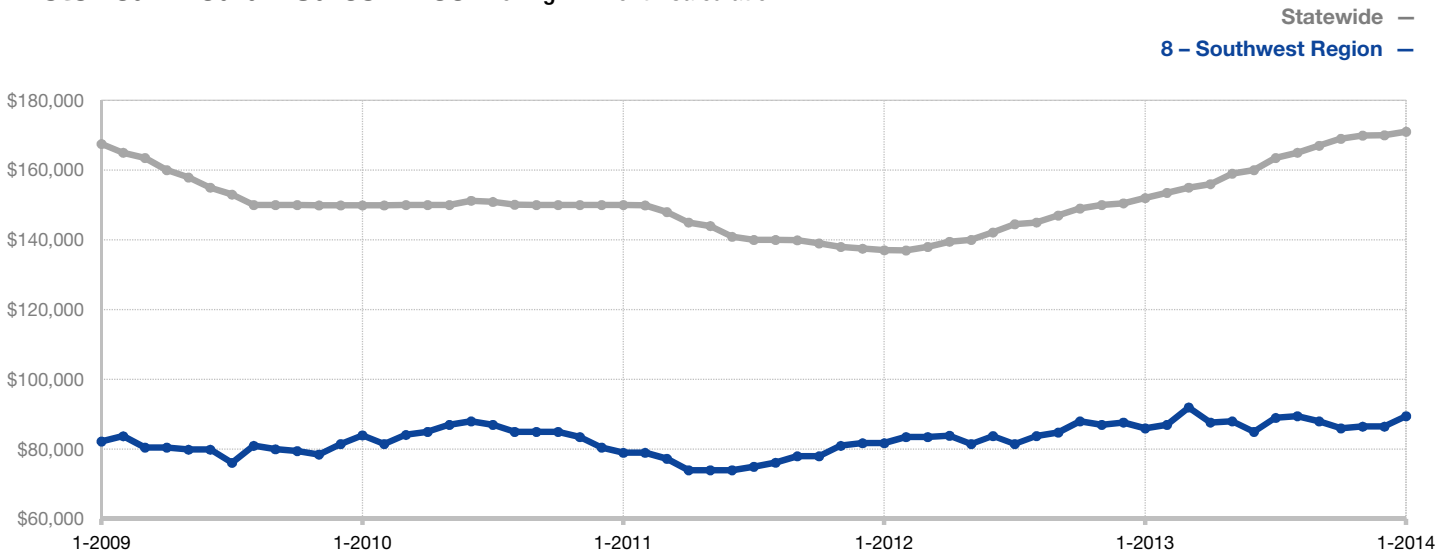
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	75	61	- 18.7%	75	61	- 18.7%
Closed Sales	47	42	- 10.6%	47	42	- 10.6%
Median Sales Price*	\$48,500	\$76,250	+ 57.2%	\$48,500	\$76,250	+ 57.2%
Percent of Original List Price Received*	83.9%	79.2%	- 5.6%	83.9%	79.2%	- 5.6%
Days on Market Until Sale	147	261	+ 77.6%	147	261	+ 77.6%
Months Supply of Inventory	5.8	7.3	+ 25.9%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

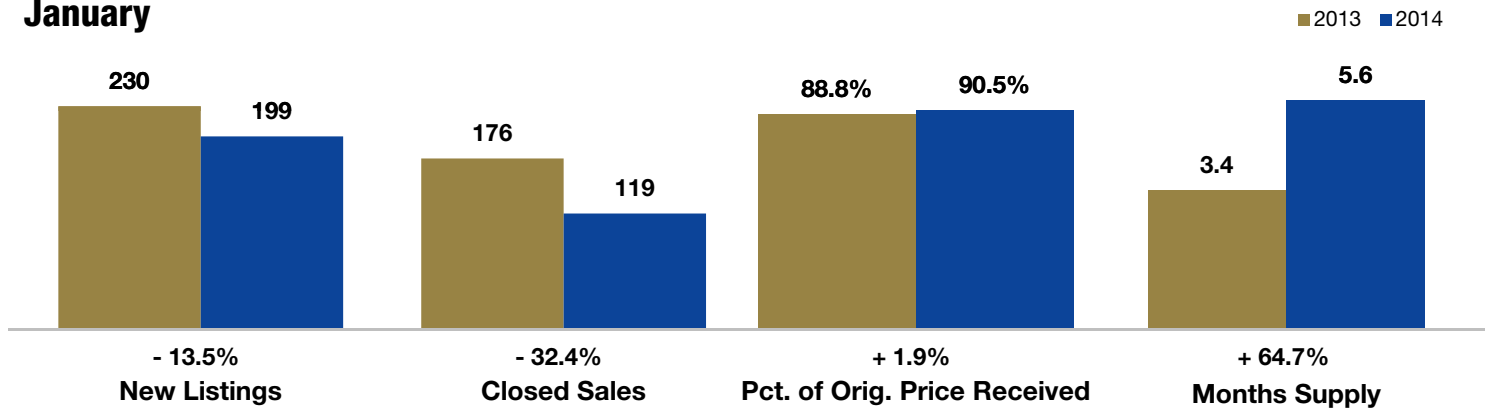


9 – South Central Region

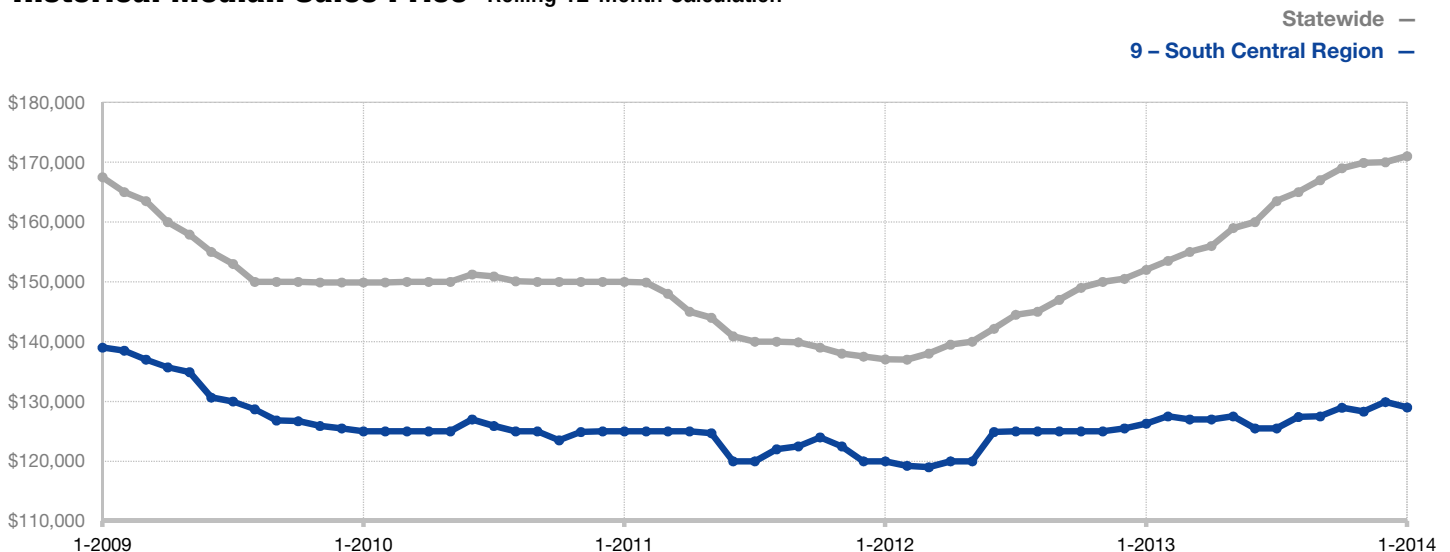
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	230	199	- 13.5%	230	199	- 13.5%
Closed Sales	176	119	- 32.4%	176	119	- 32.4%
Median Sales Price*	\$123,186	\$100,000	- 18.8%	\$123,186	\$100,000	- 18.8%
Percent of Original List Price Received*	88.8%	90.5%	+ 1.9%	88.8%	90.5%	+ 1.9%
Days on Market Until Sale	171	139	- 18.7%	171	139	- 18.7%
Months Supply of Inventory	3.4	5.6	+ 64.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 12, 2014. All data from the multiple listing services in the state of Minnesota. Powered by 10K Research and Marketing. Percent changes are calculated using rounded figures.

Local Market Update for January 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

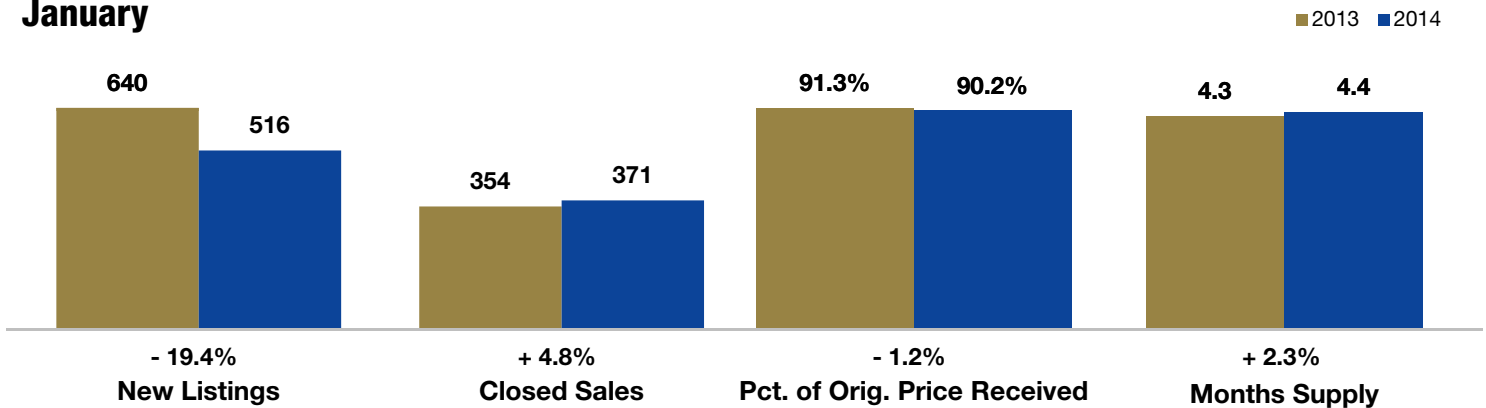


10 – Southeast Region

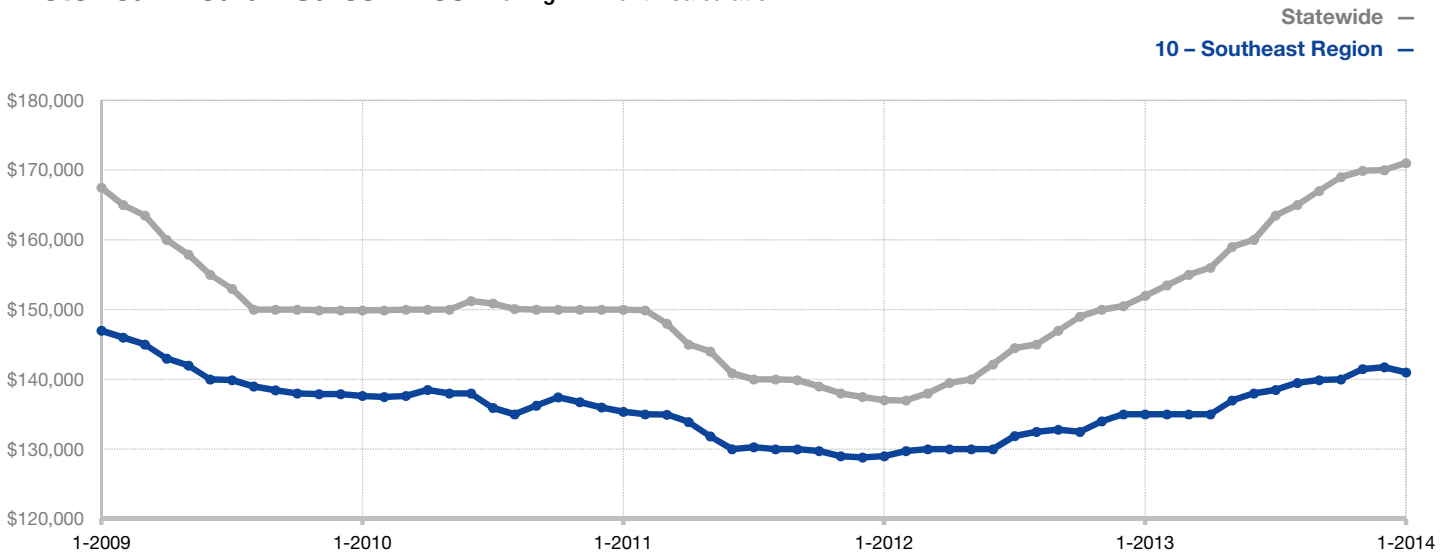
Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	640	516	- 19.4%	640	516	- 19.4%
Closed Sales	354	371	+ 4.8%	354	371	+ 4.8%
Median Sales Price*	\$127,250	\$121,325	- 4.7%	\$127,250	\$121,325	- 4.7%
Percent of Original List Price Received*	91.3%	90.2%	- 1.2%	91.3%	90.2%	- 1.2%
Days on Market Until Sale	132	127	- 3.8%	132	127	- 3.8%
Months Supply of Inventory	4.3	4.4	+ 2.3%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2014

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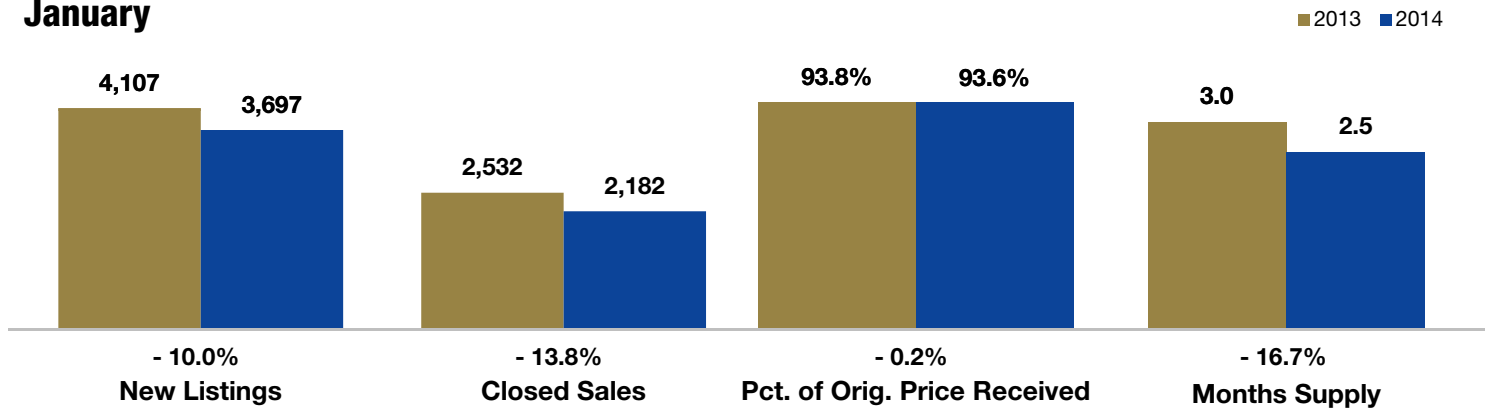


11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2013	2014	Percent Change	Thru 1-2013	Thru 1-2014	Percent Change
New Listings	4,107	3,697	- 10.0%	4,107	3,697	- 10.0%
Closed Sales	2,532	2,182	- 13.8%	2,532	2,182	- 13.8%
Median Sales Price*	\$164,900	\$184,995	+ 12.2%	\$164,900	\$184,995	+ 12.2%
Percent of Original List Price Received*	93.8%	93.6%	- 0.2%	93.8%	93.6%	- 0.2%
Days on Market Until Sale	68	66	- 2.9%	68	66	- 2.9%
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

