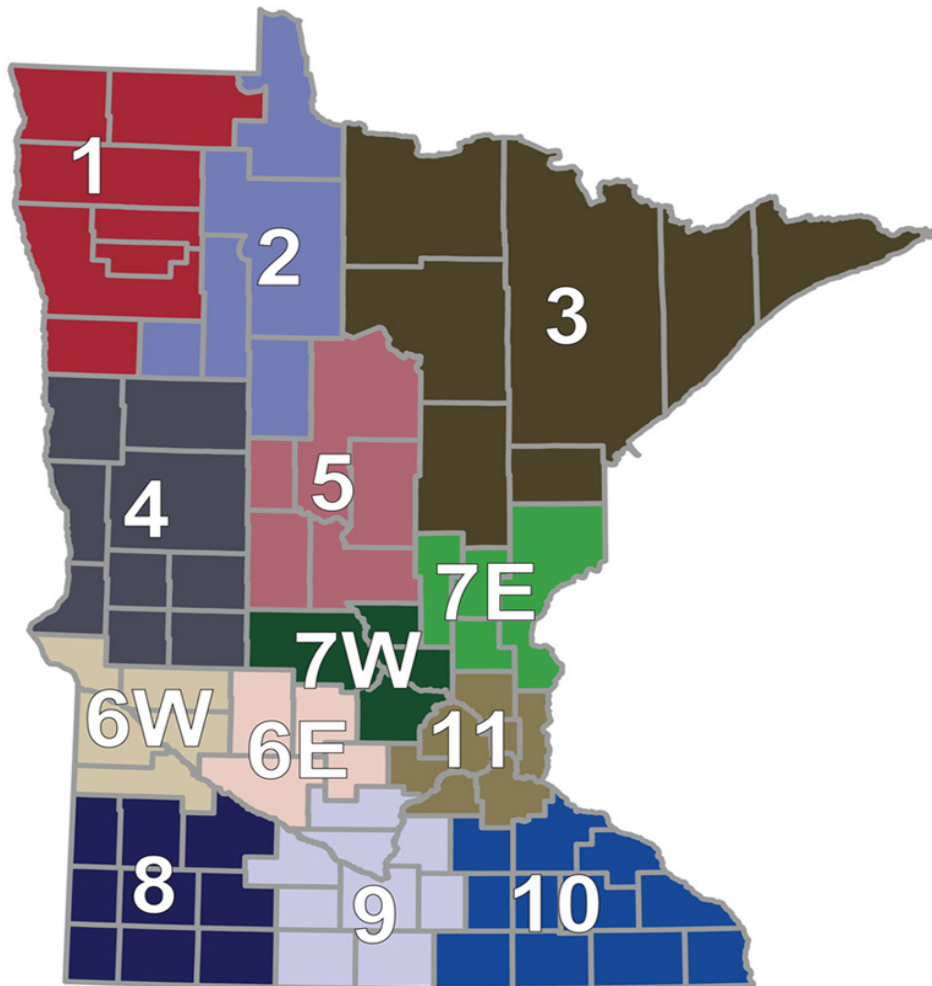


Local Market Updates for February 2014

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 February 2014

A Research Tool Provided by the Minnesota Association of REALTORS®

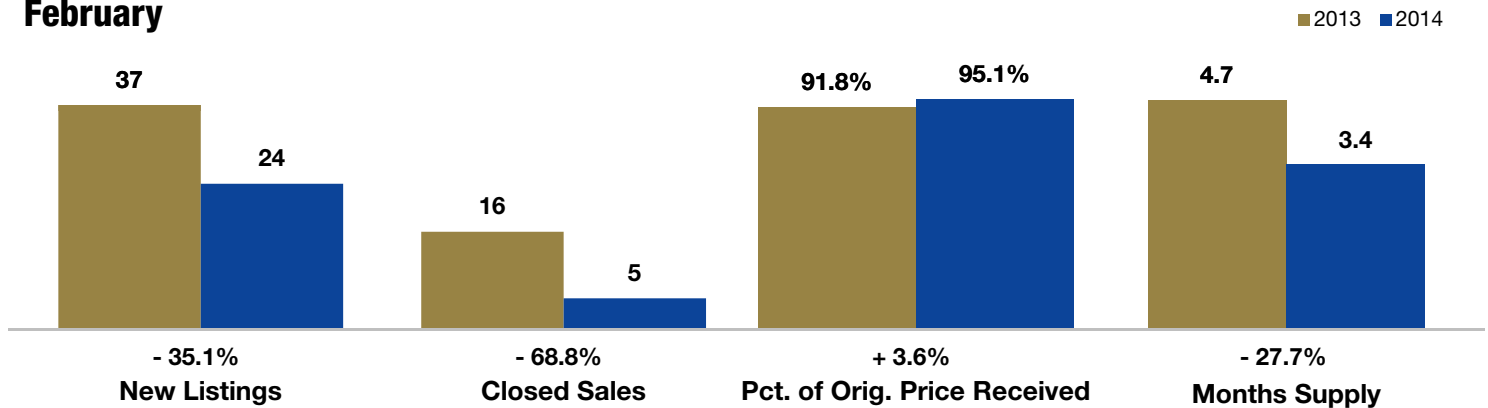


1 – Northwest Region

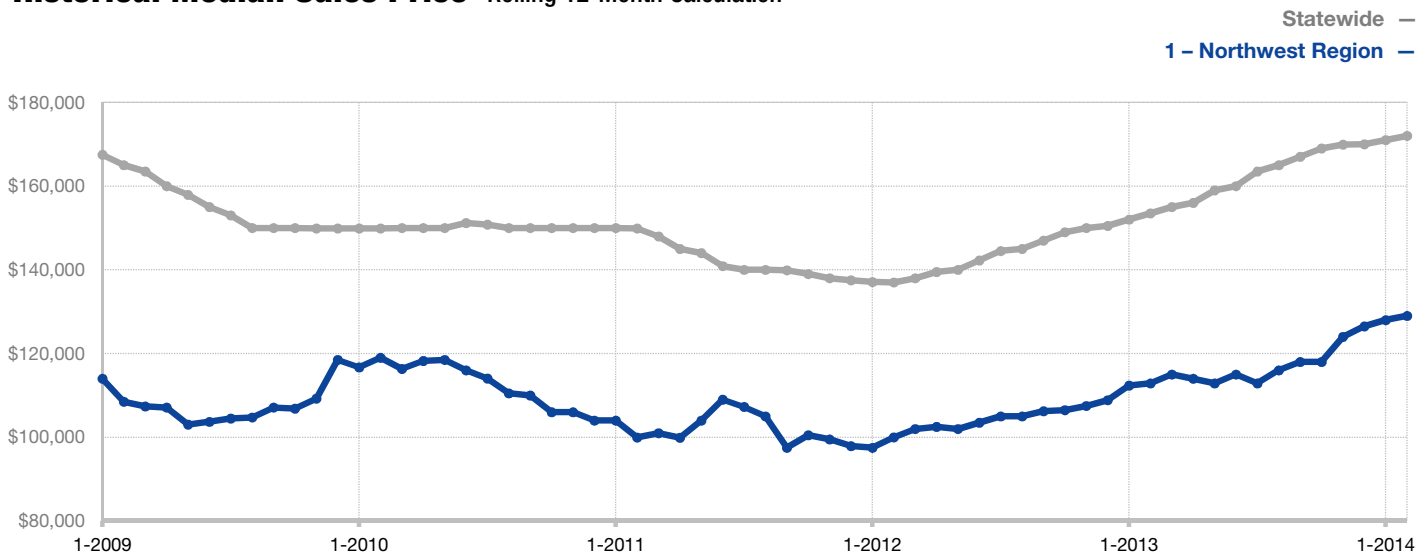
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	37	24	- 35.1%	67	37	- 44.8%
Closed Sales	16	5	- 68.8%	39	12	- 69.2%
Median Sales Price*	\$113,750	\$95,000	- 16.5%	\$115,000	\$127,900	+ 11.2%
Percent of Original List Price Received*	91.8%	95.1%	+ 3.6%	90.2%	85.2%	- 5.5%
Days on Market Until Sale	153	98	- 35.9%	167	129	- 22.8%
Months Supply of Inventory	4.7	3.4	- 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.

February



Historical Median Sales Price Rolling 12-Month Calculation



Current as of March 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 February 2014

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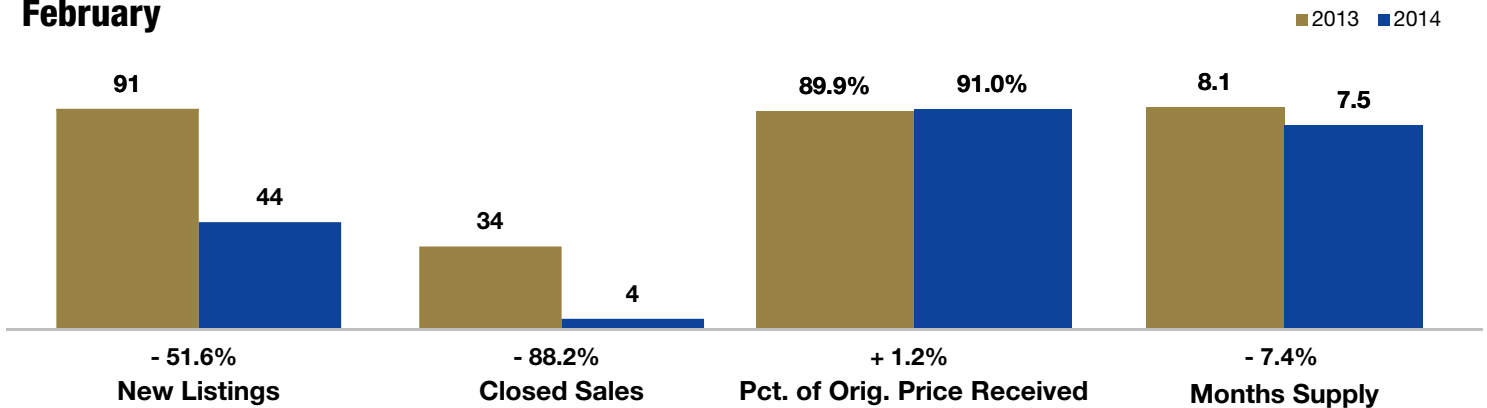


2 – Headwaters Region

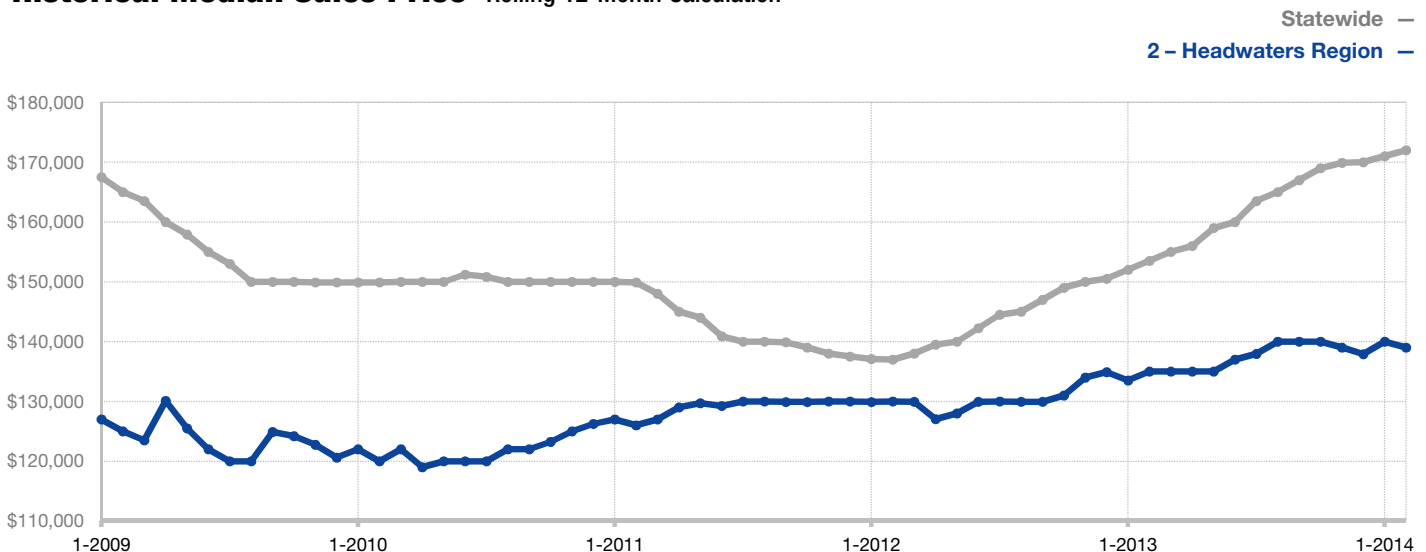
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	91	44	- 51.6%	193	78	- 59.6%
Closed Sales	34	4	- 88.2%	78	18	- 76.9%
Median Sales Price*	\$146,000	\$117,750	- 19.3%	\$122,000	\$120,667	- 1.1%
Percent of Original List Price Received*	89.9%	91.0%	+ 1.2%	89.2%	89.3%	+ 0.1%
Days on Market Until Sale	150	350	+ 133.3%	139	178	+ 28.1%
Months Supply of Inventory	8.1	7.5	- 7.4%	--	--	--

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February



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Local Market Update for February 2014

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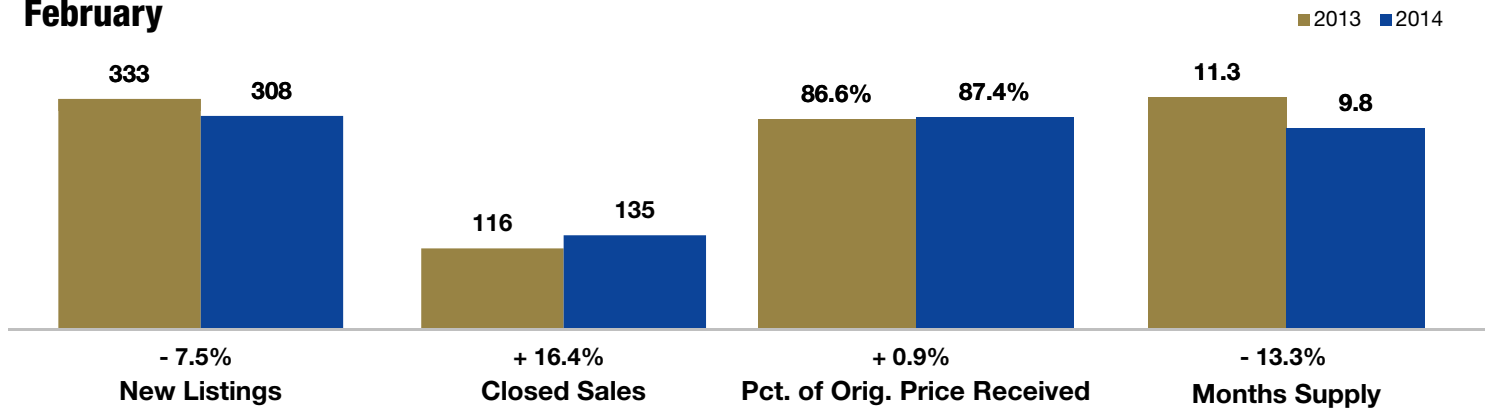


3 – Arrowhead Region

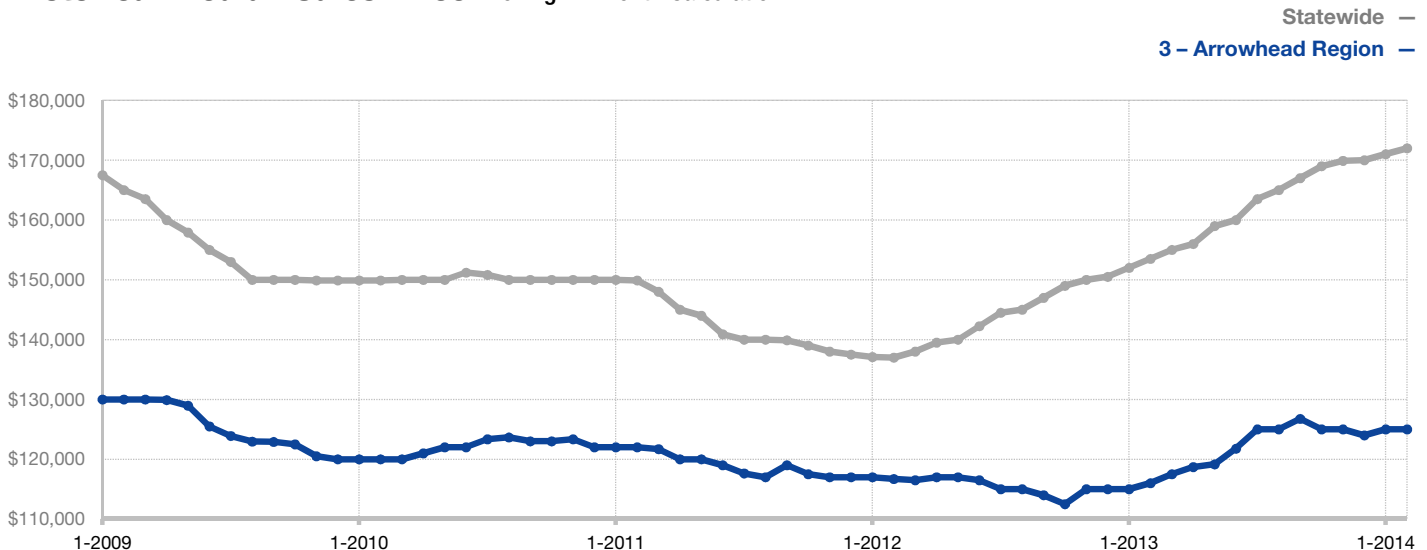
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	333	308	- 7.5%	658	644	- 2.1%
Closed Sales	116	135	+ 16.4%	253	286	+ 13.0%
Median Sales Price*	\$90,000	\$107,000	+ 18.9%	\$89,000	\$107,500	+ 20.8%
Percent of Original List Price Received*	86.6%	87.4%	+ 0.9%	87.5%	88.2%	+ 0.8%
Days on Market Until Sale	179	129	- 27.9%	159	133	- 16.4%
Months Supply of Inventory	11.3	9.8	- 13.3%	--	--	--

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February



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Local Market Update for February 2014

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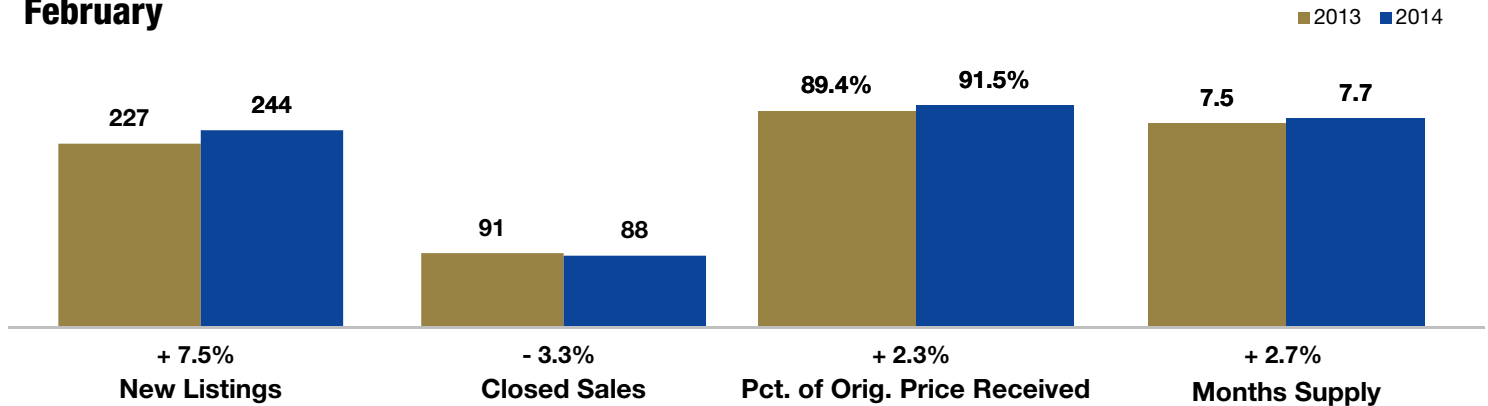


4 – West Central Region

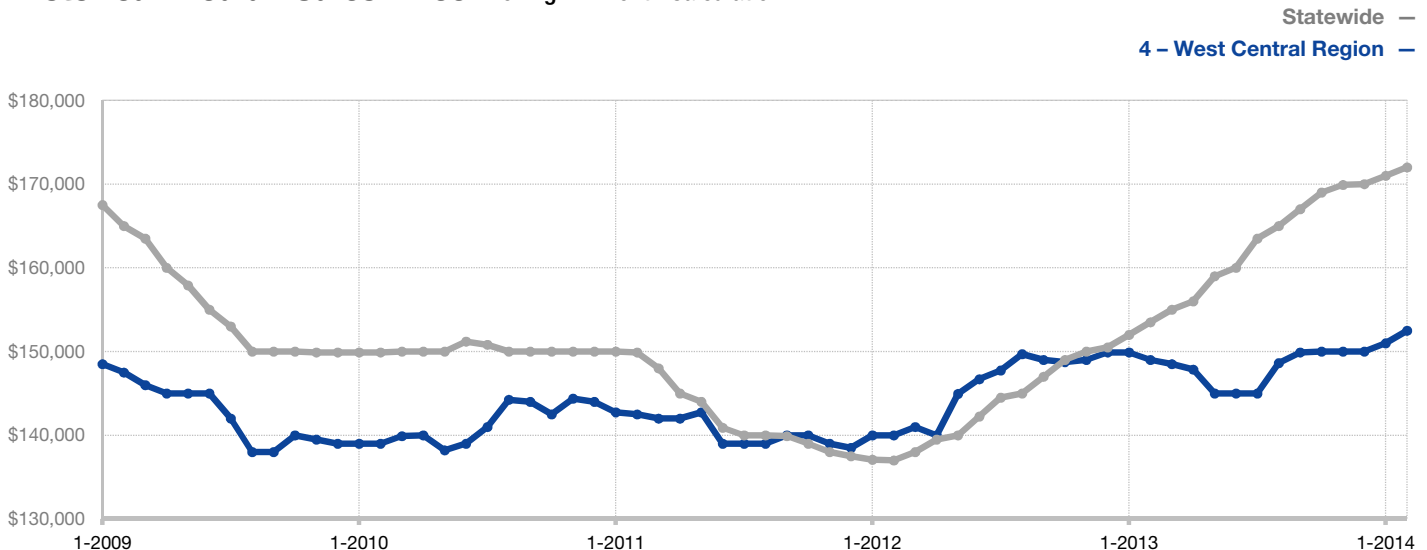
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	227	244	+ 7.5%	428	438	+ 2.3%
Closed Sales	91	88	- 3.3%	194	183	- 5.7%
Median Sales Price*	\$119,000	\$135,250	+ 13.7%	\$123,000	\$145,000	+ 17.9%
Percent of Original List Price Received*	89.4%	91.5%	+ 2.3%	89.6%	90.9%	+ 1.5%
Days on Market Until Sale	160	178	+ 11.3%	152	164	+ 7.9%
Months Supply of Inventory	7.5	7.7	+ 2.7%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for February 2014

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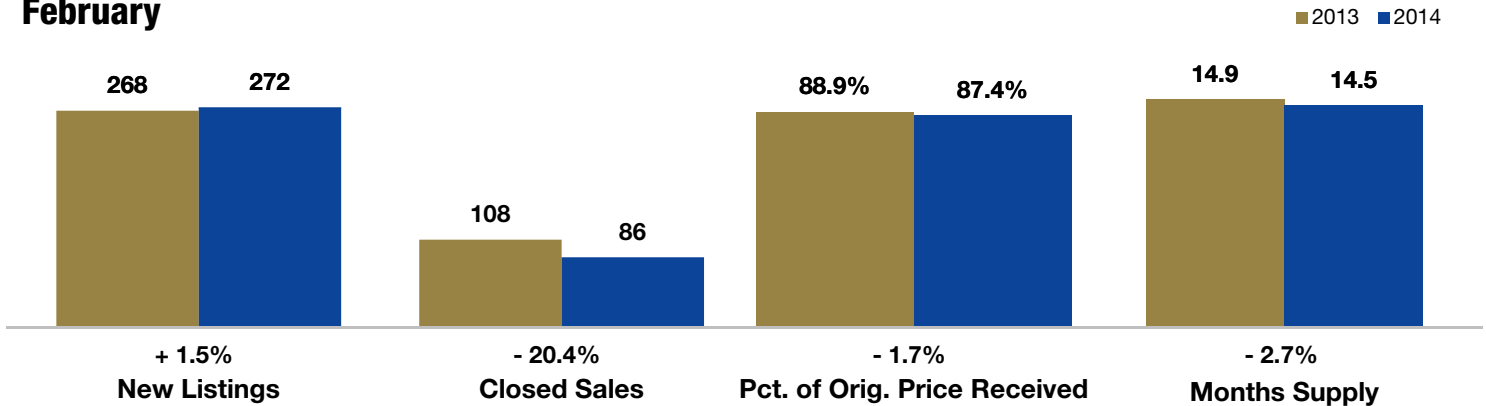


5 – North Central Region

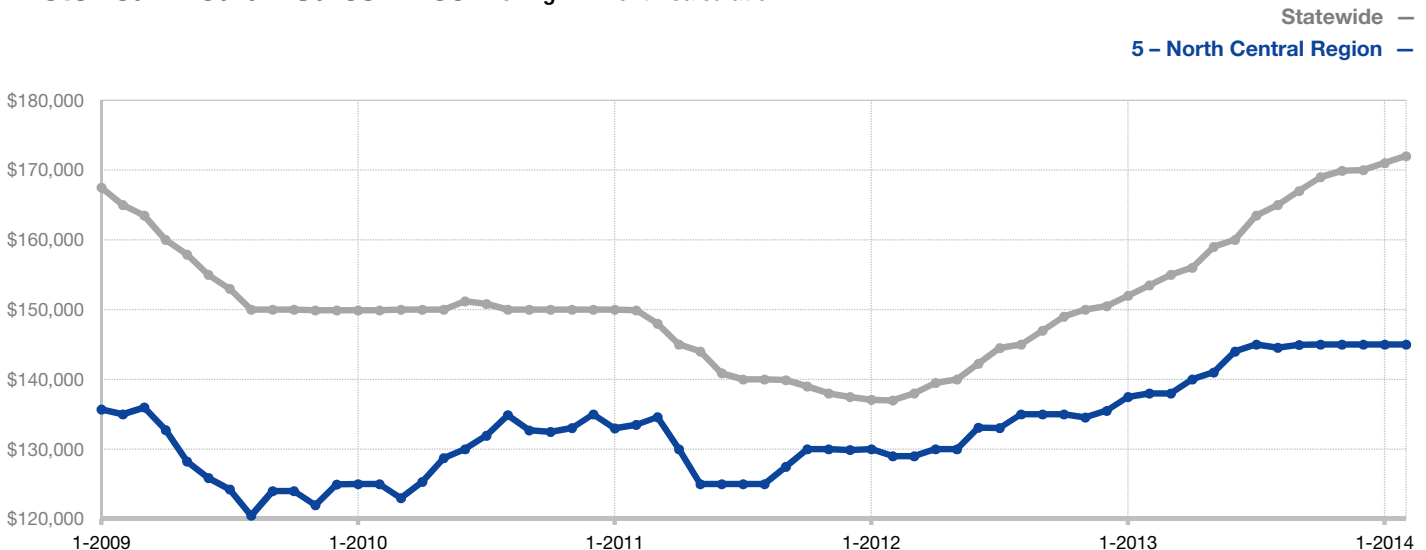
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	268	272	+ 1.5%	521	518	- 0.6%
Closed Sales	108	86	- 20.4%	225	191	- 15.1%
Median Sales Price*	\$110,000	\$116,000	+ 5.5%	\$124,000	\$114,950	- 7.3%
Percent of Original List Price Received*	88.9%	87.4%	- 1.7%	88.9%	87.1%	- 2.0%
Days on Market Until Sale	112	132	+ 17.9%	129	125	- 3.1%
Months Supply of Inventory	14.9	14.5	- 2.7%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for February 2014

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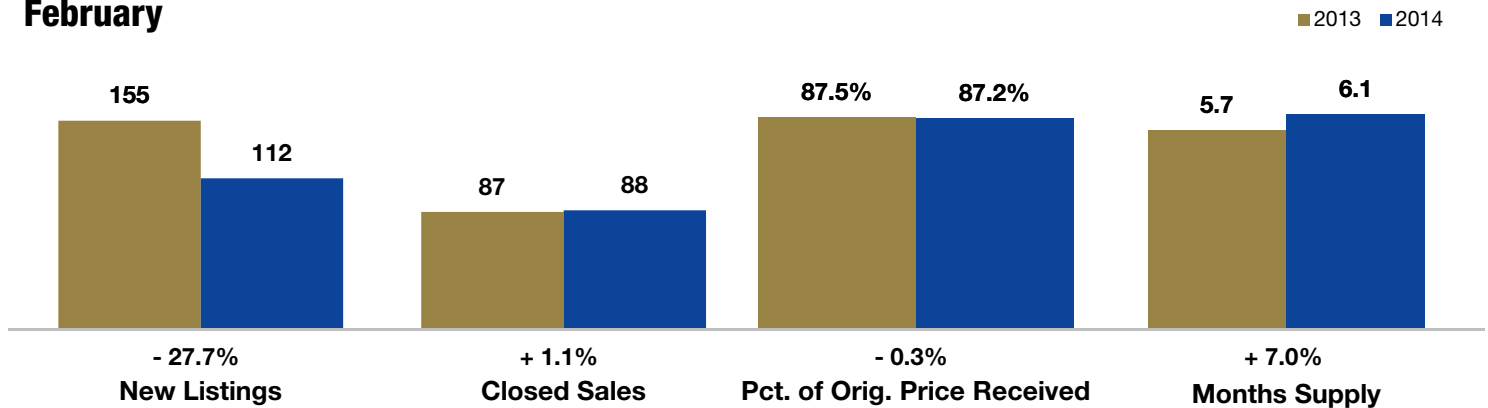


6E – Southwest Central Region

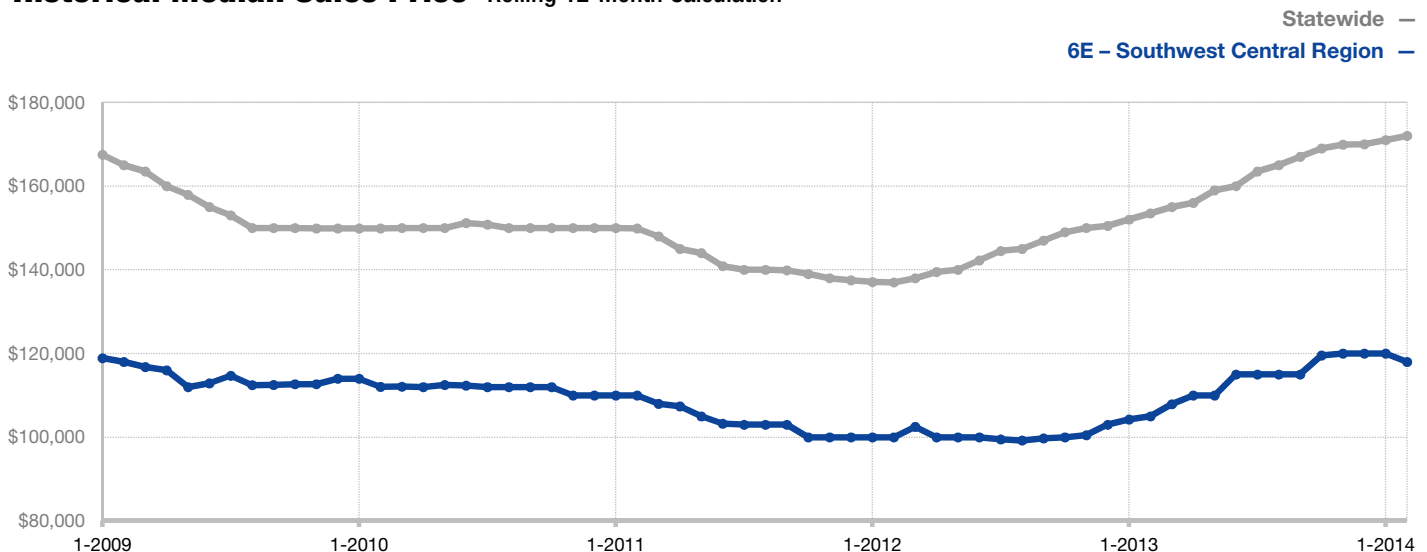
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	155	112	- 27.7%	330	250	- 24.2%
Closed Sales	87	88	+ 1.1%	173	168	- 2.9%
Median Sales Price*	\$119,170	\$77,500	- 35.0%	\$108,000	\$94,450	- 12.5%
Percent of Original List Price Received*	87.5%	87.2%	- 0.3%	88.5%	89.1%	+ 0.7%
Days on Market Until Sale	117	118	+ 0.9%	109	111	+ 1.8%
Months Supply of Inventory	5.7	6.1	+ 7.0%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2014

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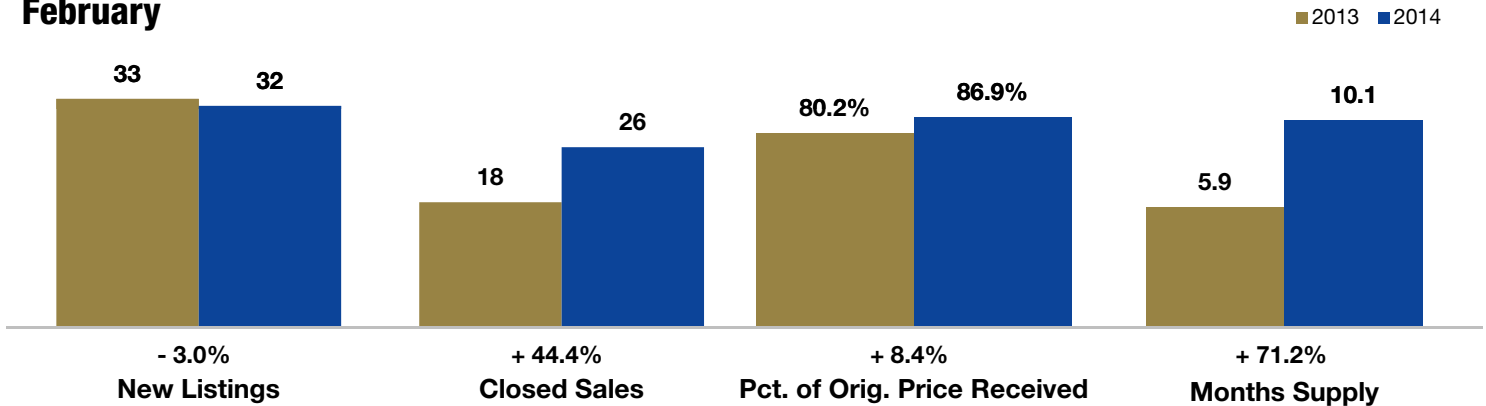


6W – Upper Minnesota Valley Region

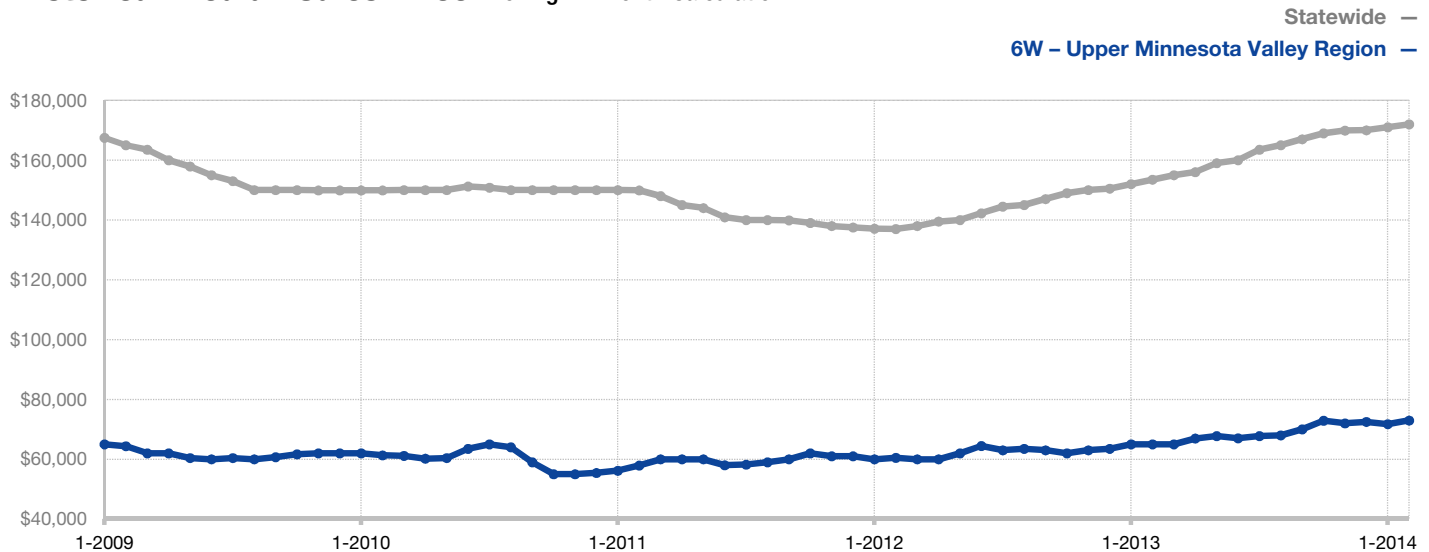
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	33	32	- 3.0%	69	67	- 2.9%
Closed Sales	18	26	+ 44.4%	35	44	+ 25.7%
Median Sales Price*	\$61,950	\$76,500	+ 23.5%	\$64,900	\$66,100	+ 1.8%
Percent of Original List Price Received*	80.2%	86.9%	+ 8.4%	83.1%	86.7%	+ 4.3%
Days on Market Until Sale	249	193	- 22.5%	190	180	- 5.3%
Months Supply of Inventory	5.9	10.1	+ 71.2%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2014

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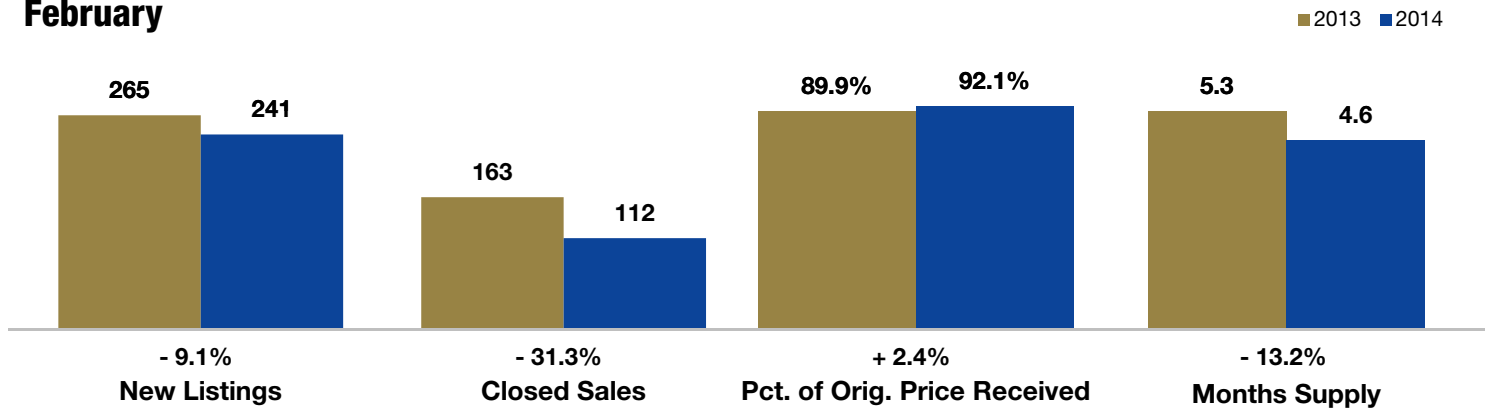


7E – East Central Region

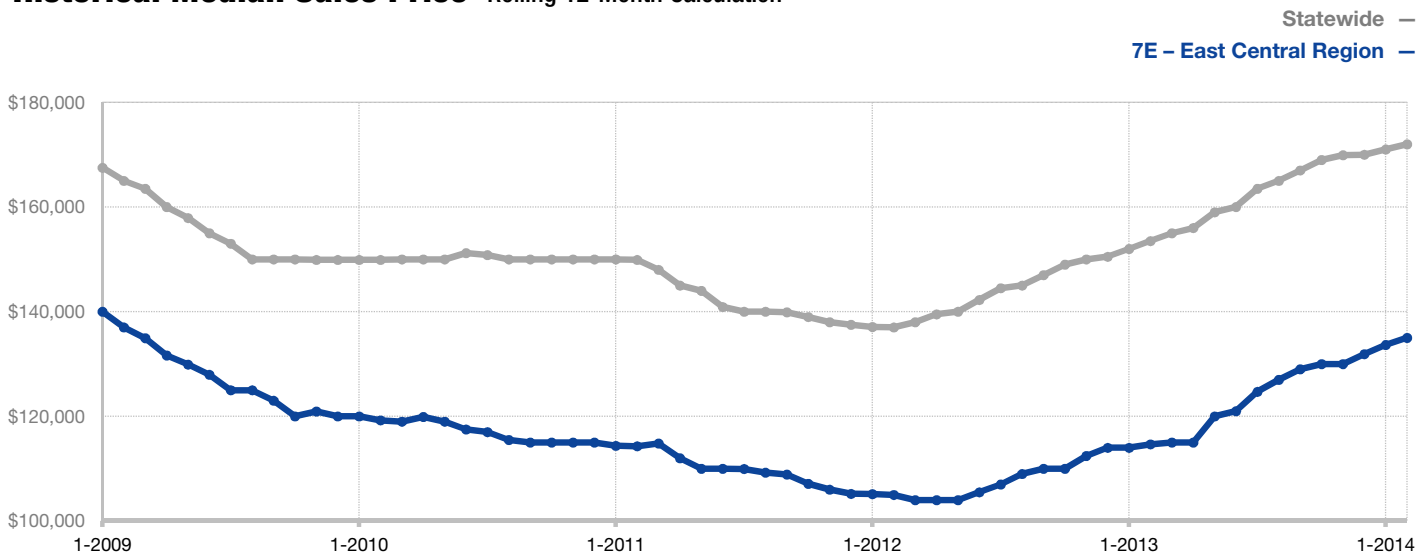
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	265	241	- 9.1%	535	437	- 18.3%
Closed Sales	163	112	- 31.3%	296	260	- 12.2%
Median Sales Price*	\$99,900	\$124,000	+ 24.1%	\$97,500	\$126,250	+ 29.5%
Percent of Original List Price Received*	89.9%	92.1%	+ 2.4%	89.7%	91.4%	+ 1.9%
Days on Market Until Sale	77	82	+ 6.5%	79	85	+ 7.6%
Months Supply of Inventory	5.3	4.6	- 13.2%	--	--	--

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February



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Local Market Update for February 2014

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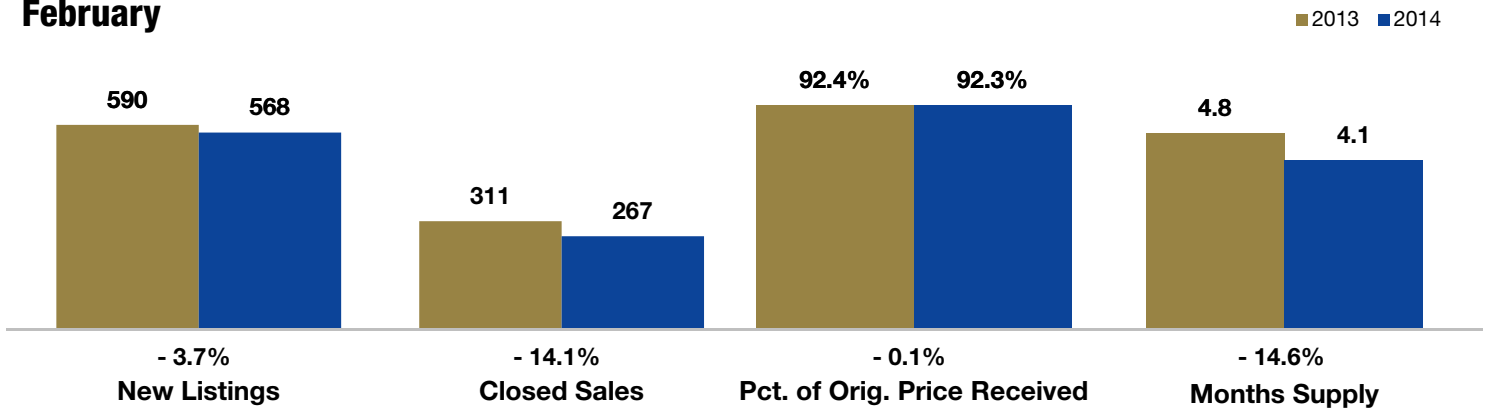


7W – Central Region

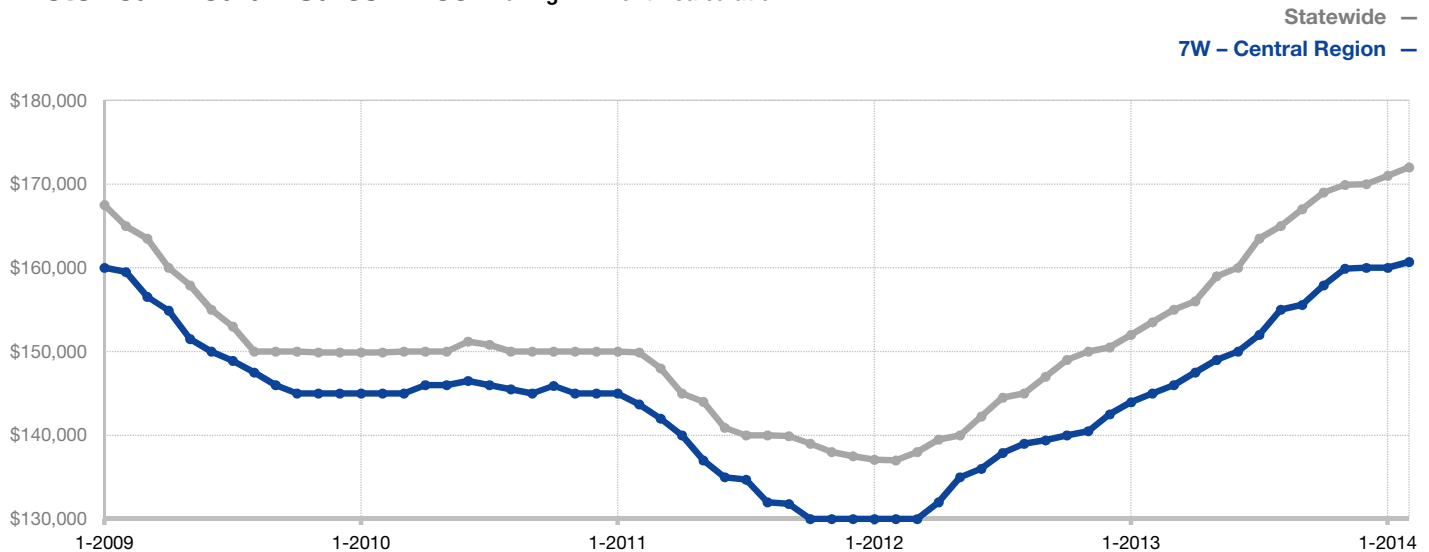
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	590	568	- 3.7%	1,179	1,067	- 9.5%
Closed Sales	311	267	- 14.1%	628	570	- 9.2%
Median Sales Price*	\$144,450	\$161,450	+ 11.8%	\$143,275	\$157,000	+ 9.6%
Percent of Original List Price Received*	92.4%	92.3%	- 0.1%	91.6%	92.4%	+ 0.9%
Days on Market Until Sale	82	84	+ 2.4%	86	81	- 5.8%
Months Supply of Inventory	4.8	4.1	- 14.6%	--	--	--

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February



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Local Market Update for February 2014

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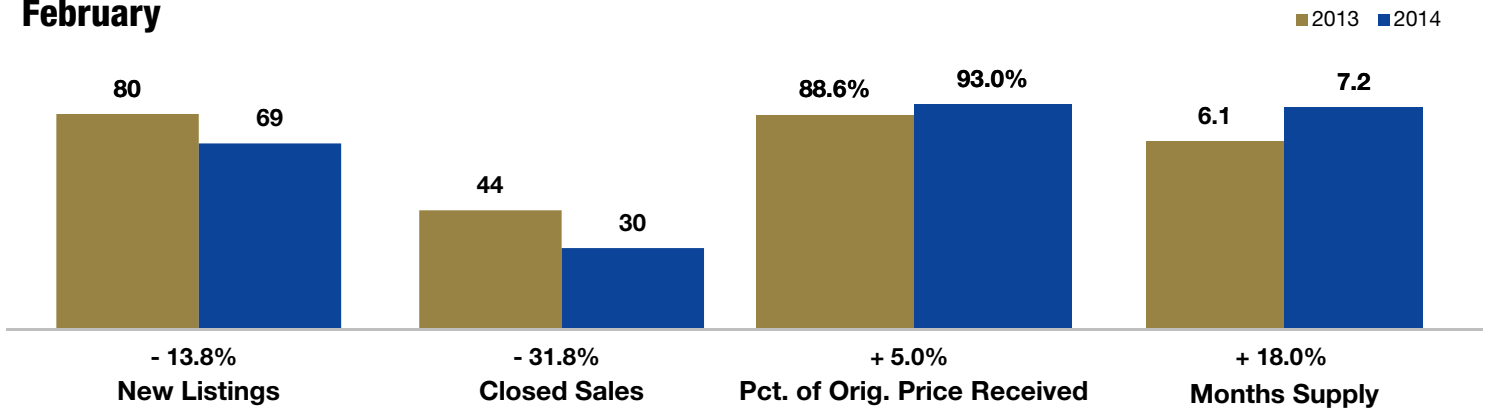


8 – Southwest Region

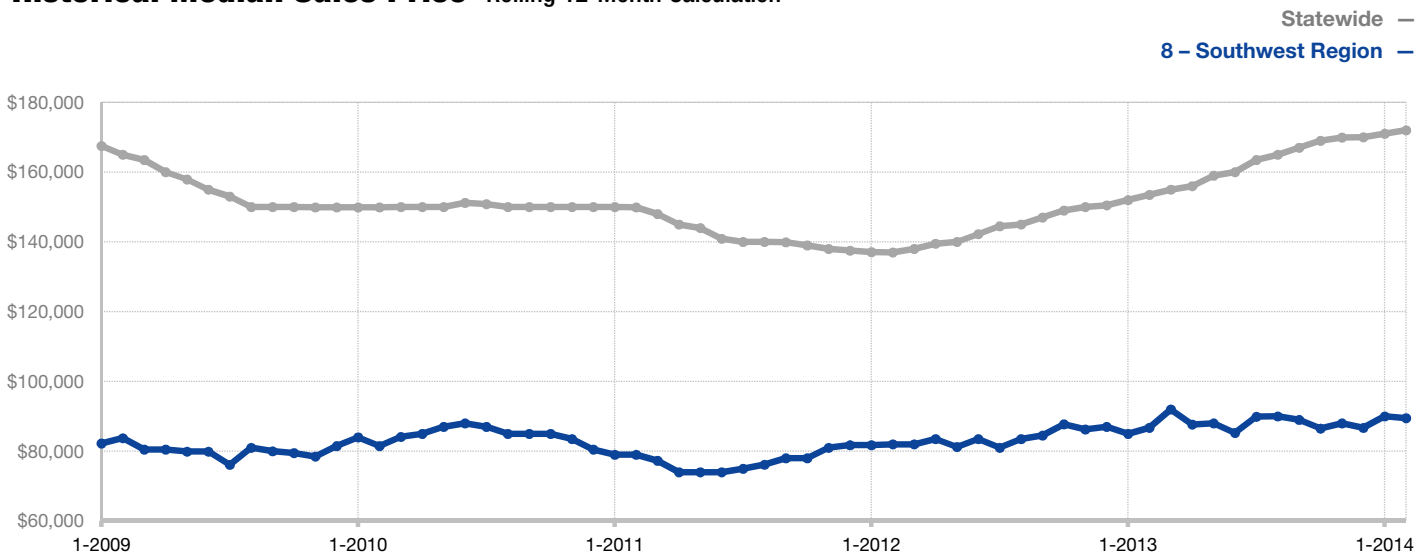
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	80	69	- 13.8%	155	135	- 12.9%
Closed Sales	44	30	- 31.8%	91	74	- 18.7%
Median Sales Price*	\$94,750	\$83,500	- 11.9%	\$73,000	\$83,500	+ 14.4%
Percent of Original List Price Received*	88.6%	93.0%	+ 5.0%	86.2%	84.6%	- 1.9%
Days on Market Until Sale	193	147	- 23.8%	170	213	+ 25.3%
Months Supply of Inventory	6.1	7.2	+ 18.0%	--	--	--

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February



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Local Market Update for February 2014

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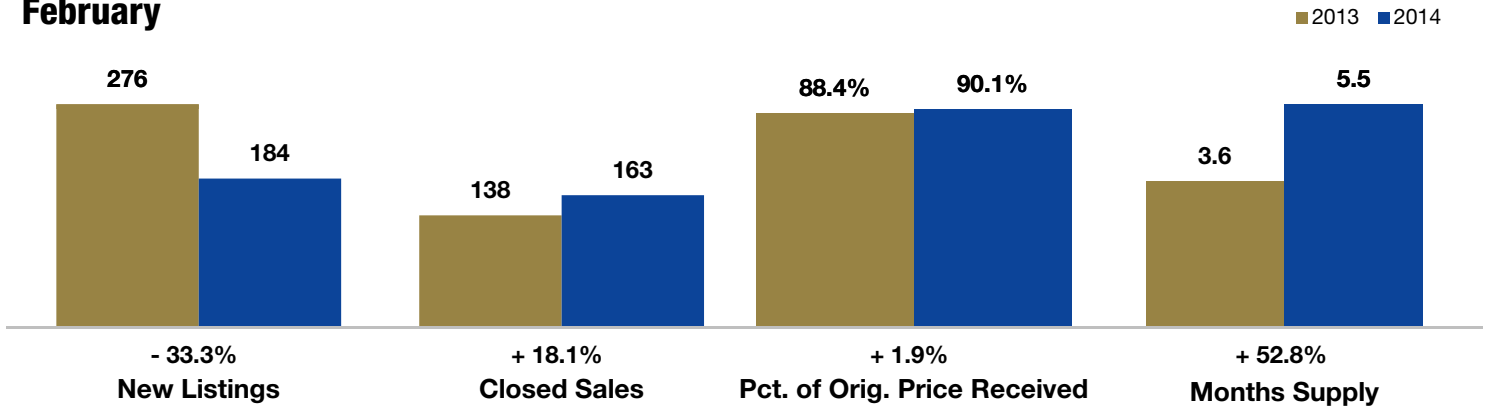


9 – South Central Region

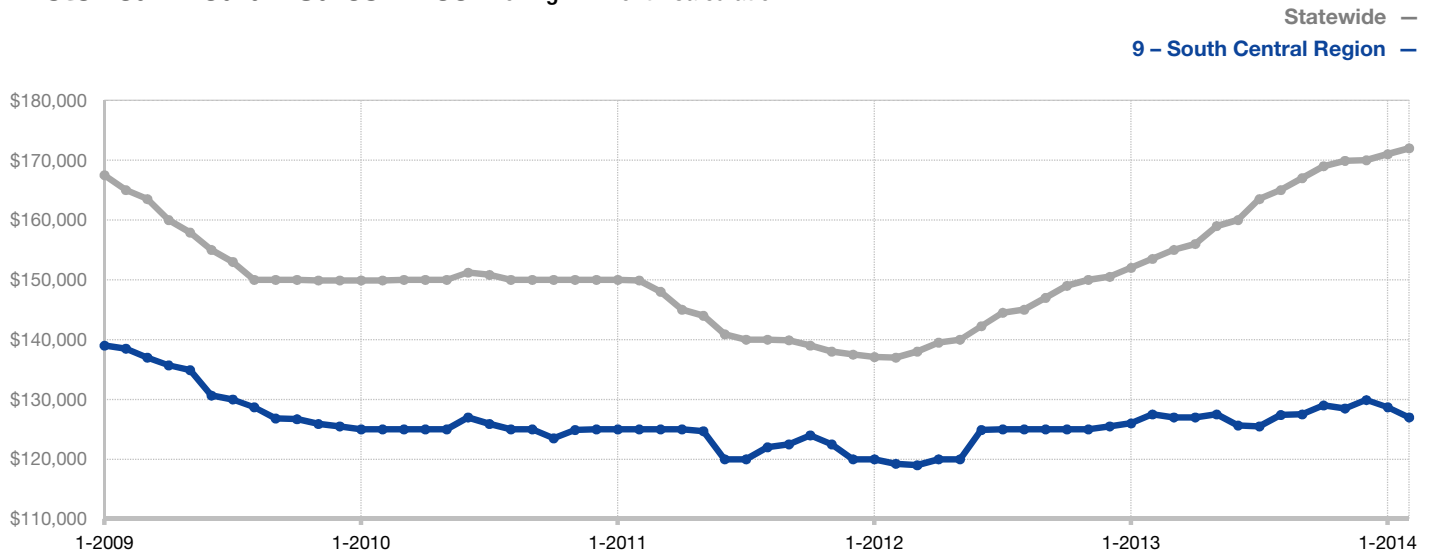
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	276	184	- 33.3%	507	387	- 23.7%
Closed Sales	138	163	+ 18.1%	312	289	- 7.4%
Median Sales Price*	\$118,250	\$107,000	- 9.5%	\$120,000	\$102,500	- 14.6%
Percent of Original List Price Received*	88.4%	90.1%	+ 1.9%	88.6%	90.3%	+ 1.9%
Days on Market Until Sale	162	151	- 6.8%	167	146	- 12.6%
Months Supply of Inventory	3.6	5.5	+ 52.8%	--	--	--

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February



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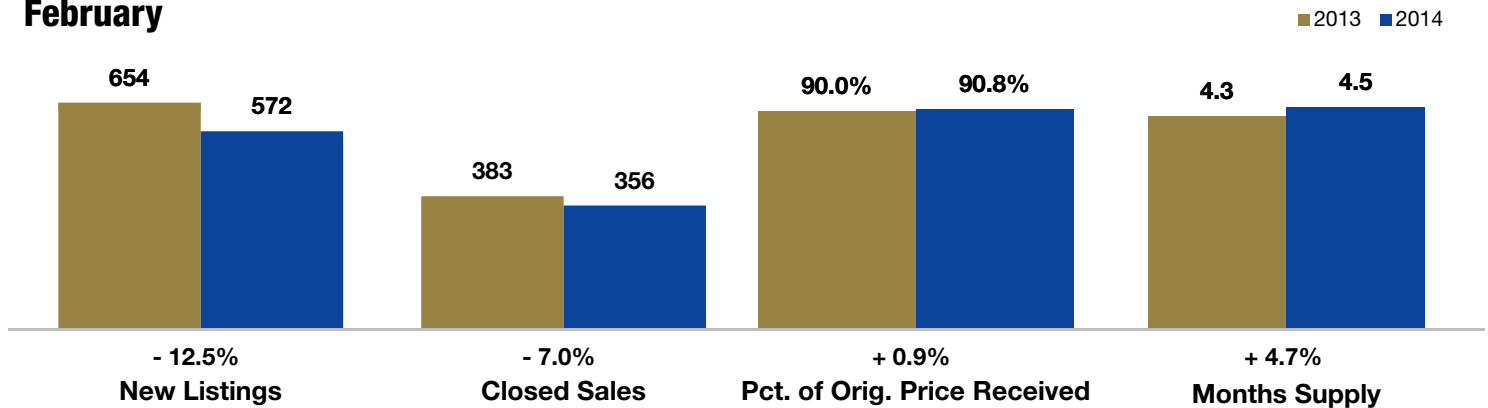


10 – Southeast Region

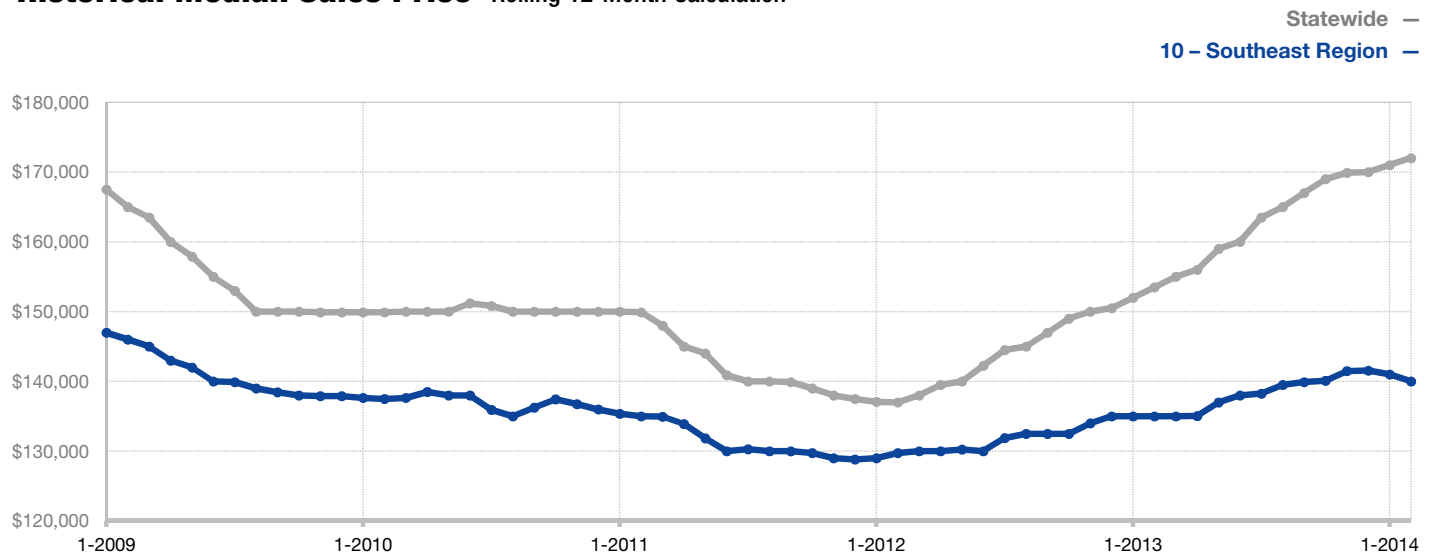
Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	654	572	- 12.5%	1,292	1,089	- 15.7%
Closed Sales	383	356	- 7.0%	737	729	- 1.1%
Median Sales Price*	\$125,000	\$125,000	0.0%	\$127,000	\$124,550	- 1.9%
Percent of Original List Price Received*	90.0%	90.8%	+ 0.9%	90.7%	90.5%	- 0.2%
Days on Market Until Sale	134	121	- 9.7%	133	125	- 6.0%
Months Supply of Inventory	4.3	4.5	+ 4.7%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for February 2014

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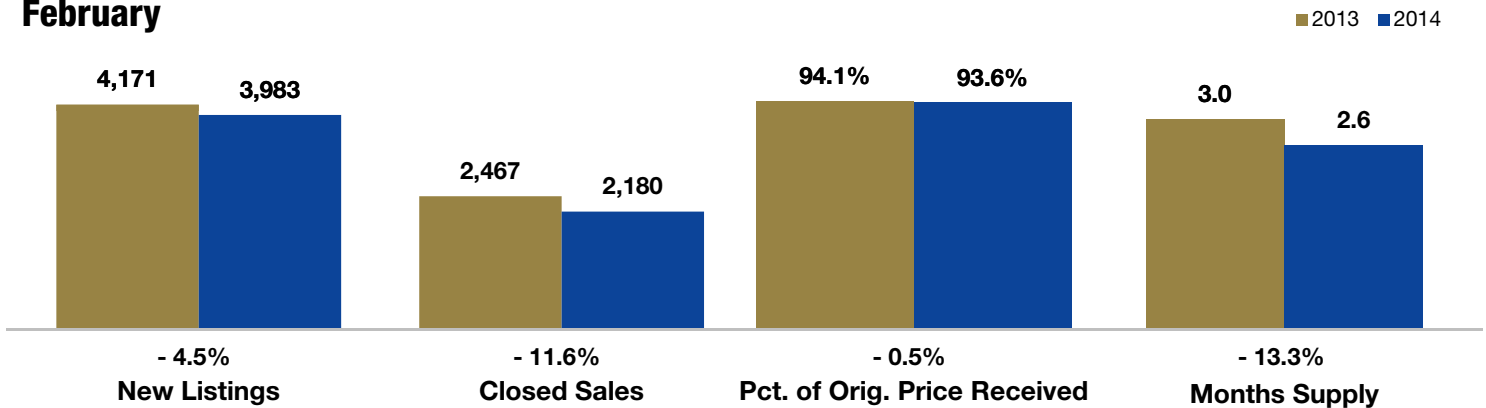


11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2013	2014	Percent Change	Thru 2-2013	Thru 2-2014	Percent Change
New Listings	4,171	3,983	- 4.5%	8,278	7,681	- 7.2%
Closed Sales	2,467	2,180	- 11.6%	4,999	4,389	- 12.2%
Median Sales Price*	\$163,500	\$185,500	+ 13.5%	\$164,250	\$185,000	+ 12.6%
Percent of Original List Price Received*	94.1%	93.6%	- 0.5%	93.9%	93.6%	- 0.3%
Days on Market Until Sale	71	71	0.0%	69	68	- 1.4%
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--

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February



Historical Median Sales Price Rolling 12-Month Calculation

