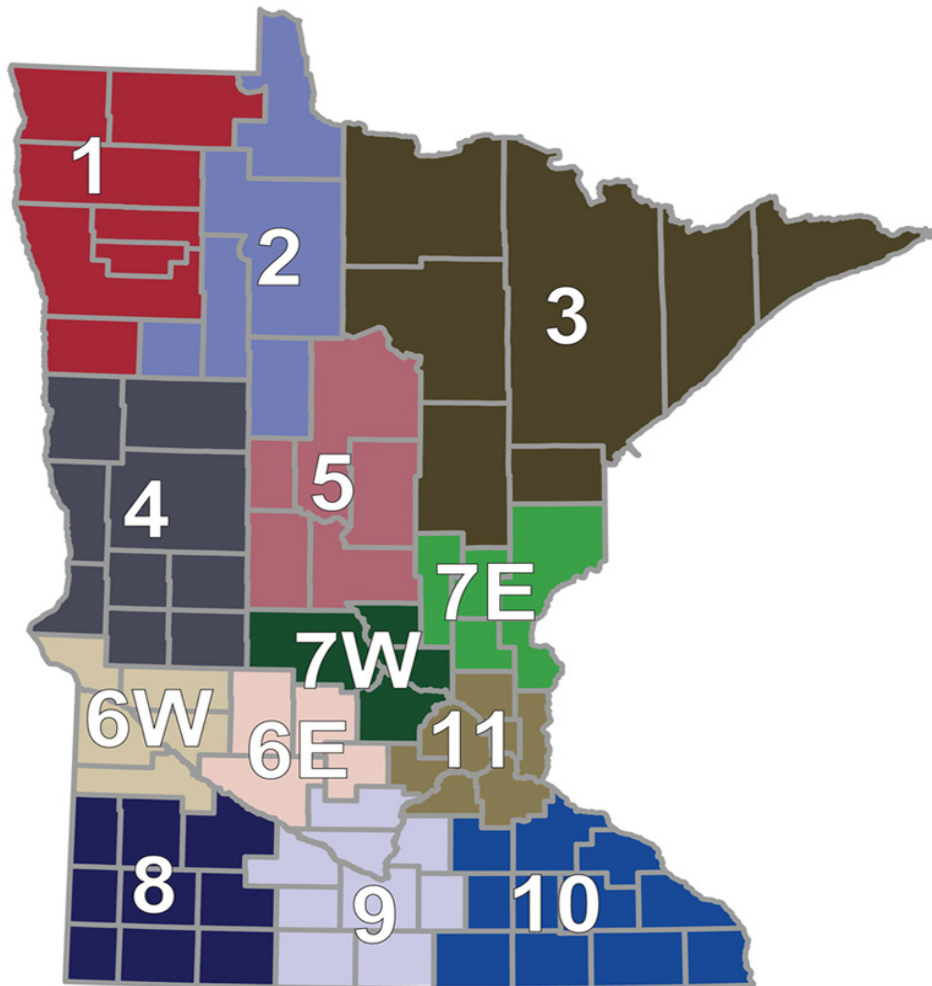


Local Market Updates for November 2013

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 November 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

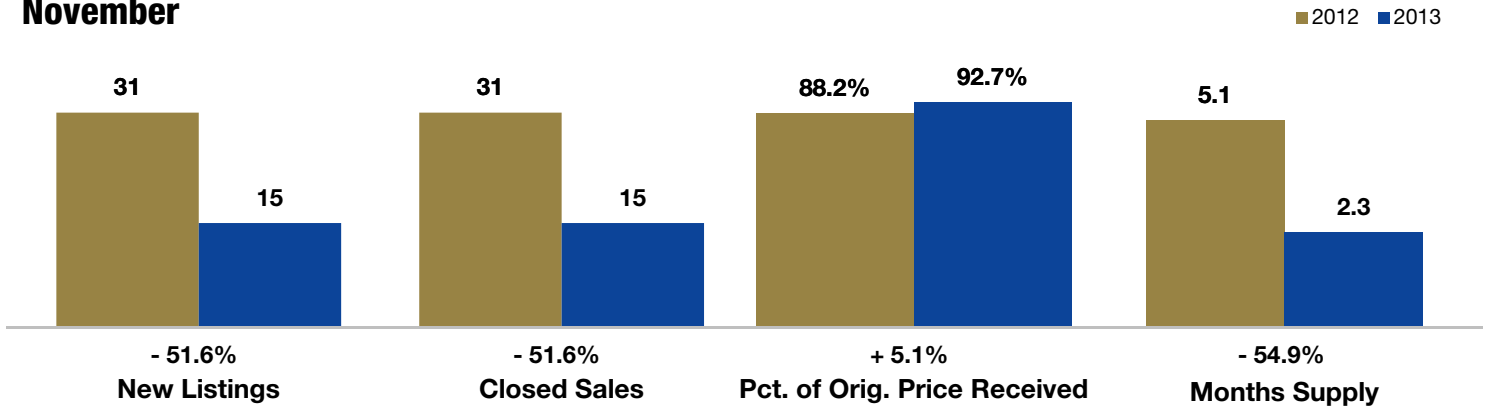


1 – Northwest Region

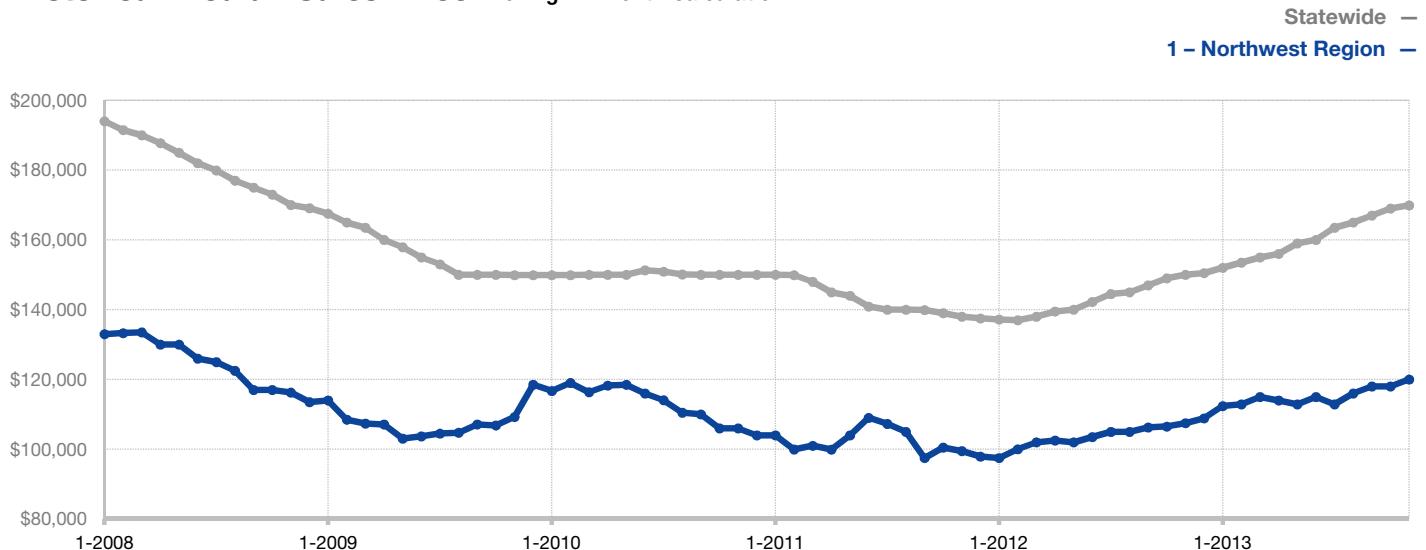
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	31	15	- 51.6%	458	334	- 27.1%
Closed Sales	31	15	- 51.6%	308	280	- 9.1%
Median Sales Price*	\$111,500	\$144,900	+ 30.0%	\$111,000	\$126,250	+ 13.7%
Percent of Original List Price Received*	88.2%	92.7%	+ 5.1%	87.9%	91.7%	+ 4.3%
Days on Market Until Sale	137	136	- 0.7%	177	152	- 14.1%
Months Supply of Inventory	5.1	2.3	- 54.9%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2013

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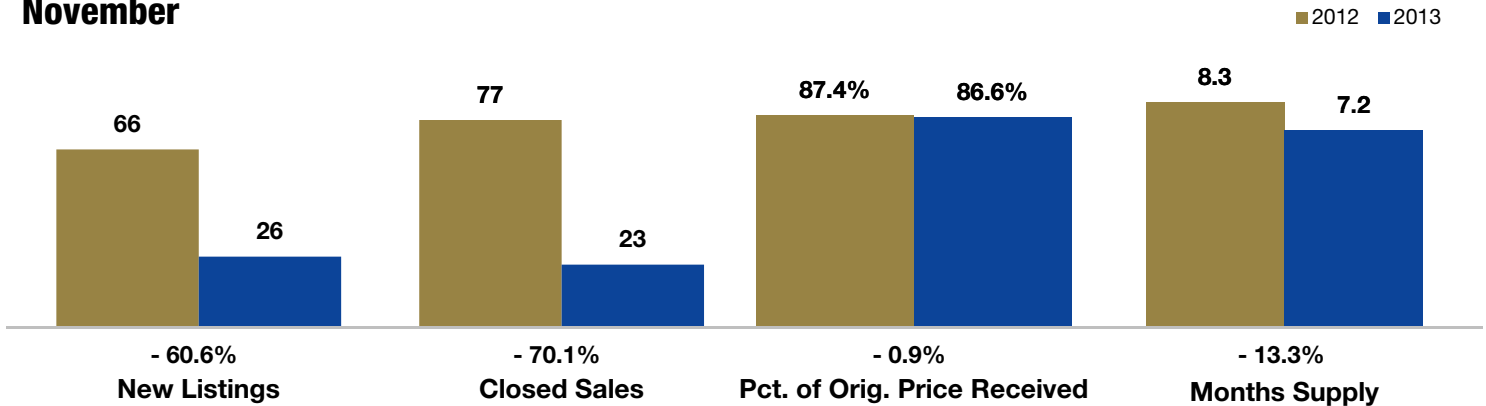


2 – Headwaters Region

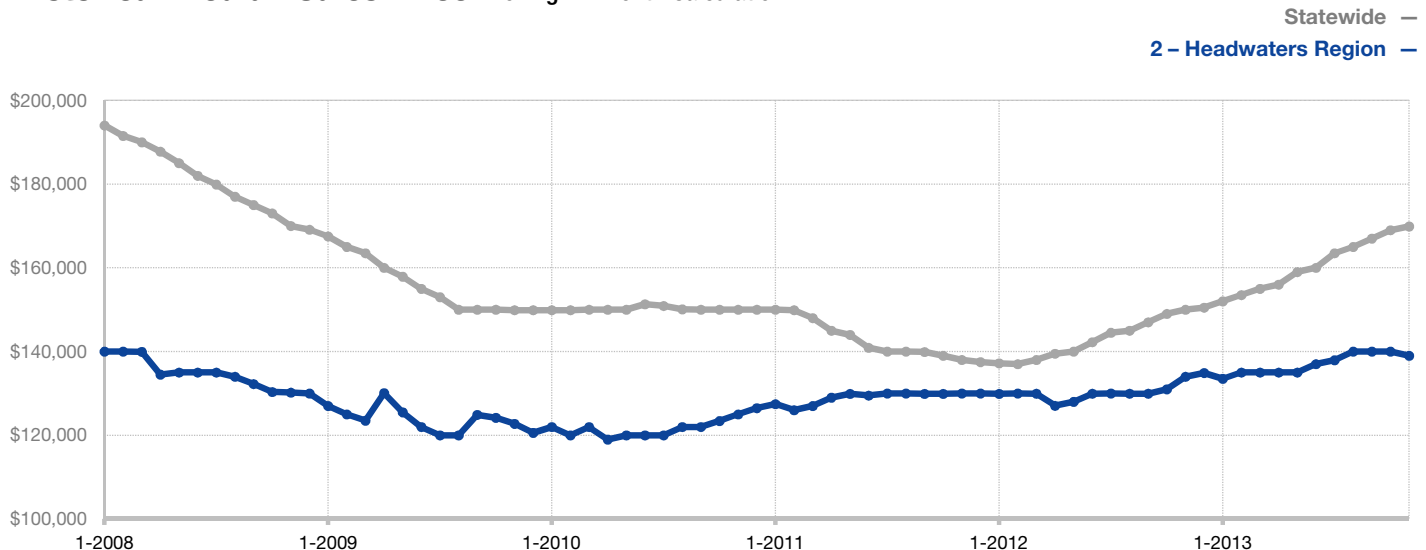
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	66	26	- 60.6%	1,698	1,125	- 33.7%
Closed Sales	77	23	- 70.1%	839	744	- 11.3%
Median Sales Price*	\$160,000	\$108,000	- 32.5%	\$134,900	\$139,000	+ 3.0%
Percent of Original List Price Received*	87.4%	86.6%	- 0.9%	89.4%	91.0%	+ 1.8%
Days on Market Until Sale	180	149	- 17.2%	154	135	- 12.3%
Months Supply of Inventory	8.3	7.2	- 13.3%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2013

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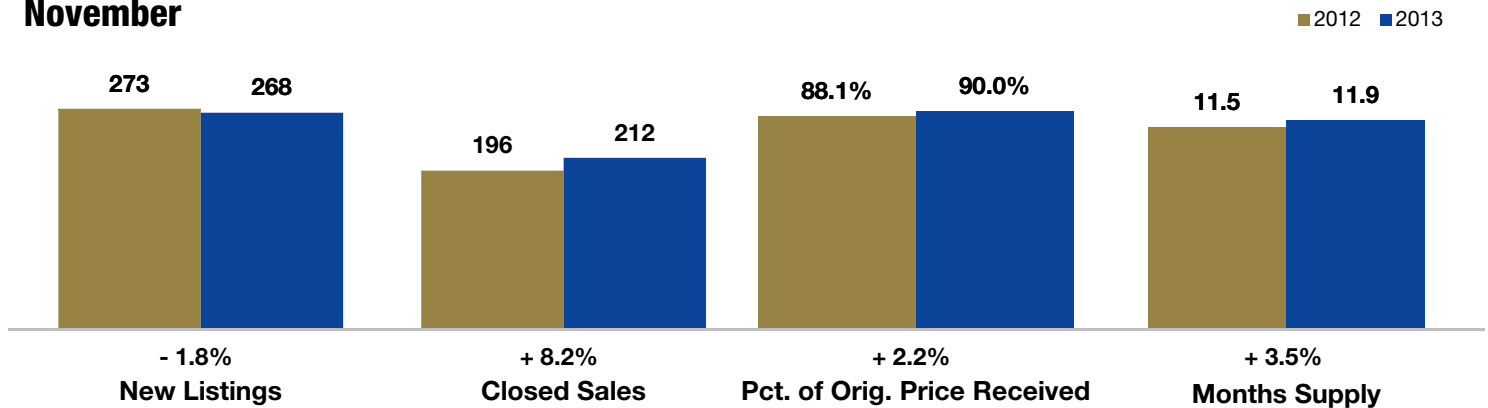


3 – Arrowhead Region

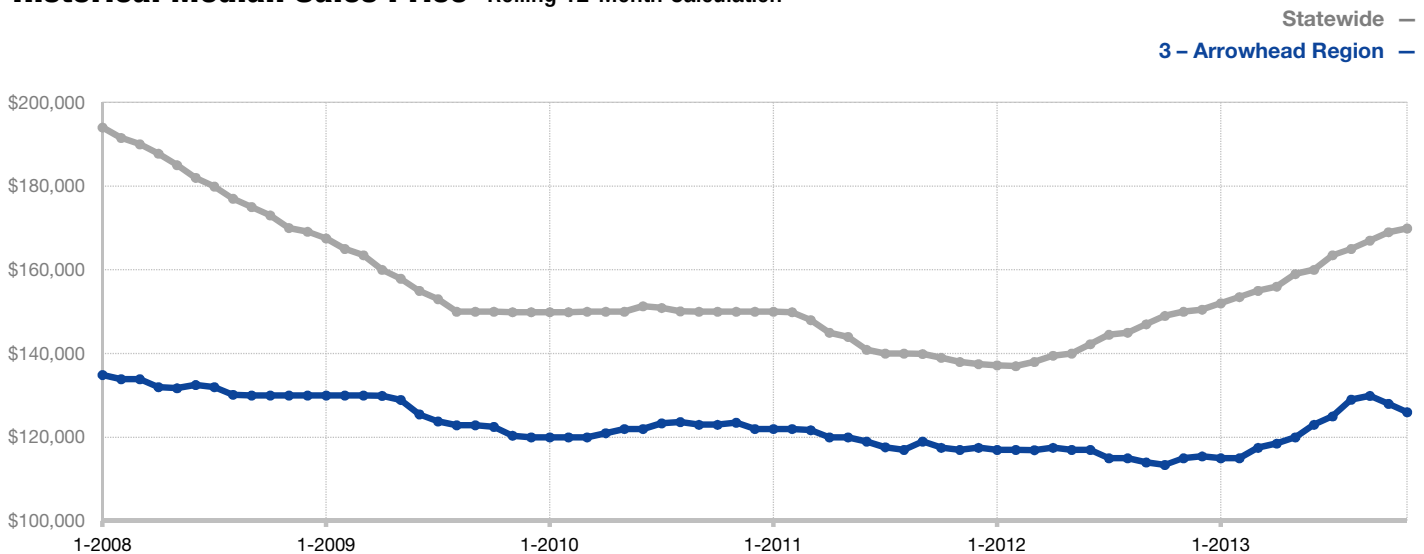
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	273	268	- 1.8%	4,830	5,911	+ 22.4%
Closed Sales	196	212	+ 8.2%	2,327	2,744	+ 17.9%
Median Sales Price*	\$130,000	\$118,500	- 8.8%	\$115,000	\$125,750	+ 9.3%
Percent of Original List Price Received*	88.1%	90.0%	+ 2.2%	87.7%	90.4%	+ 3.1%
Days on Market Until Sale	158	119	- 24.7%	164	129	- 21.3%
Months Supply of Inventory	11.5	11.9	+ 3.5%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

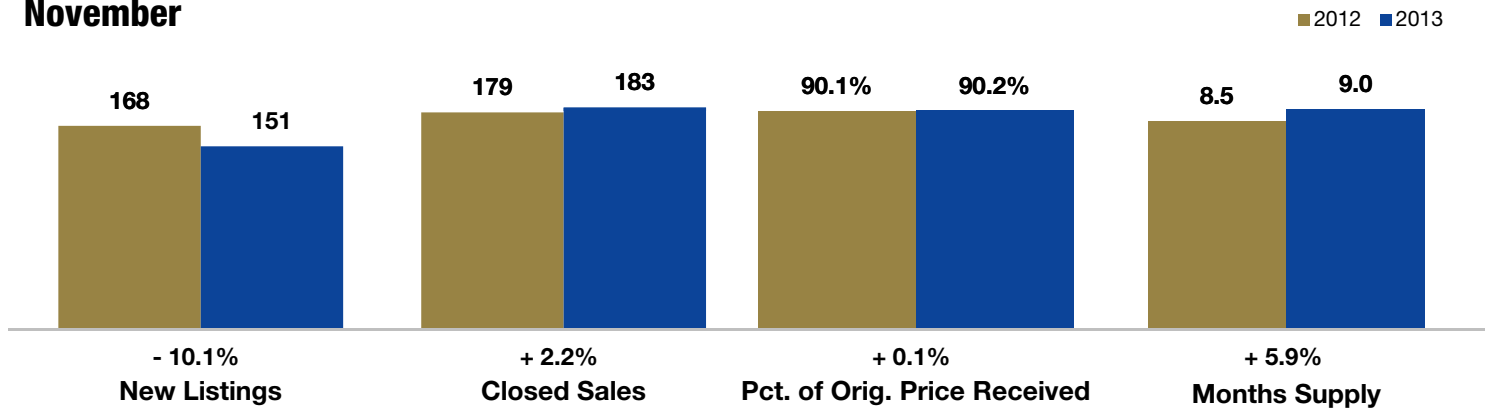


4 – West Central Region

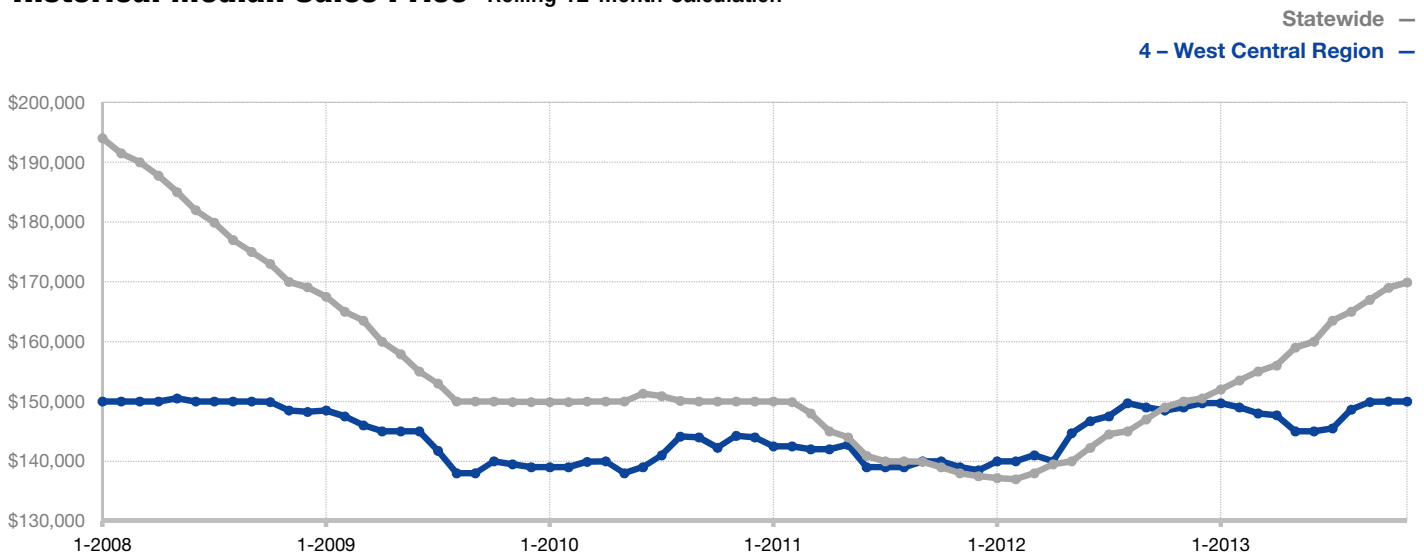
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	168	151	- 10.1%	3,811	3,714	- 2.5%
Closed Sales	179	183	+ 2.2%	2,056	2,171	+ 5.6%
Median Sales Price*	\$139,250	\$135,500	- 2.7%	\$150,000	\$150,000	0.0%
Percent of Original List Price Received*	90.1%	90.2%	+ 0.1%	89.6%	91.4%	+ 2.0%
Days on Market Until Sale	138	141	+ 2.2%	148	143	- 3.4%
Months Supply of Inventory	8.5	9.0	+ 5.9%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2013

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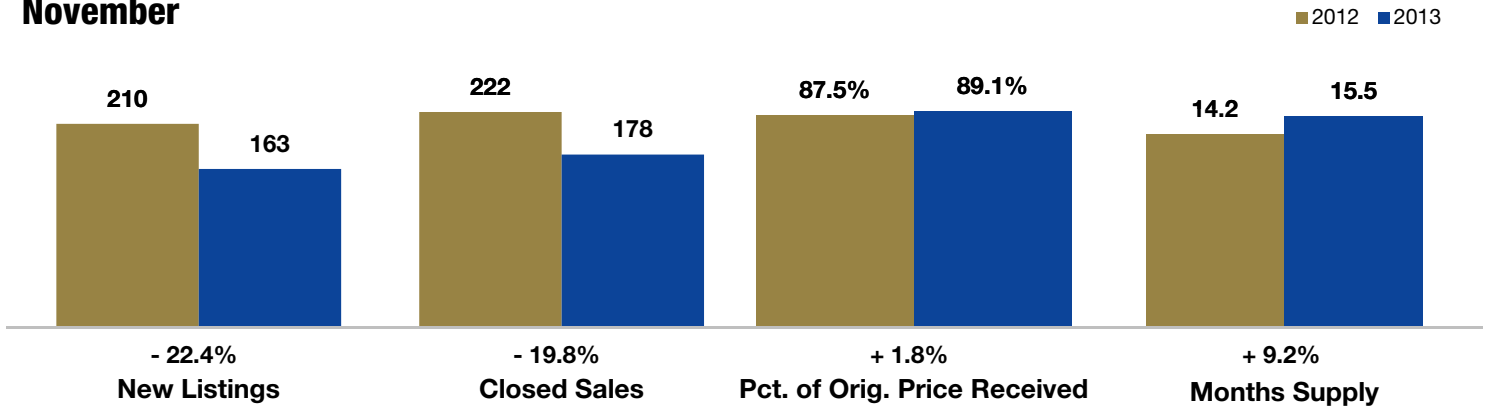


5 – North Central Region

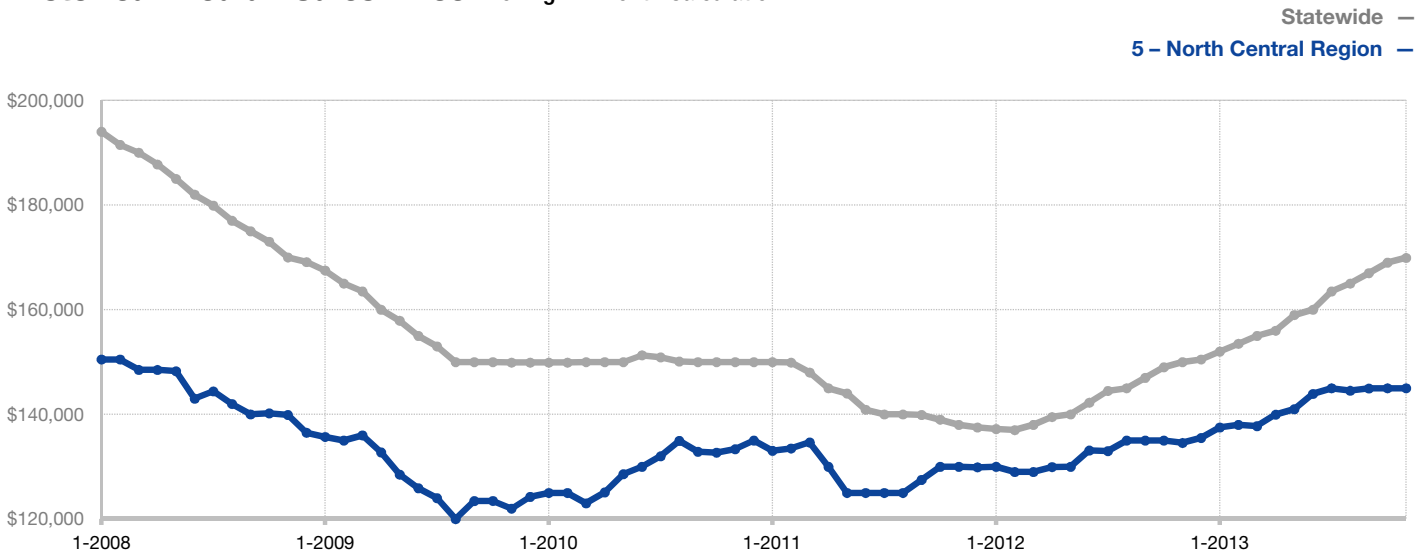
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	210	163	- 22.4%	4,933	4,406	- 10.7%
Closed Sales	222	178	- 19.8%	2,532	2,303	- 9.0%
Median Sales Price*	\$137,234	\$139,700	+ 1.8%	\$135,000	\$145,000	+ 7.4%
Percent of Original List Price Received*	87.5%	89.1%	+ 1.8%	88.6%	90.4%	+ 2.0%
Days on Market Until Sale	137	137	0.0%	136	125	- 8.1%
Months Supply of Inventory	14.2	15.5	+ 9.2%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2013

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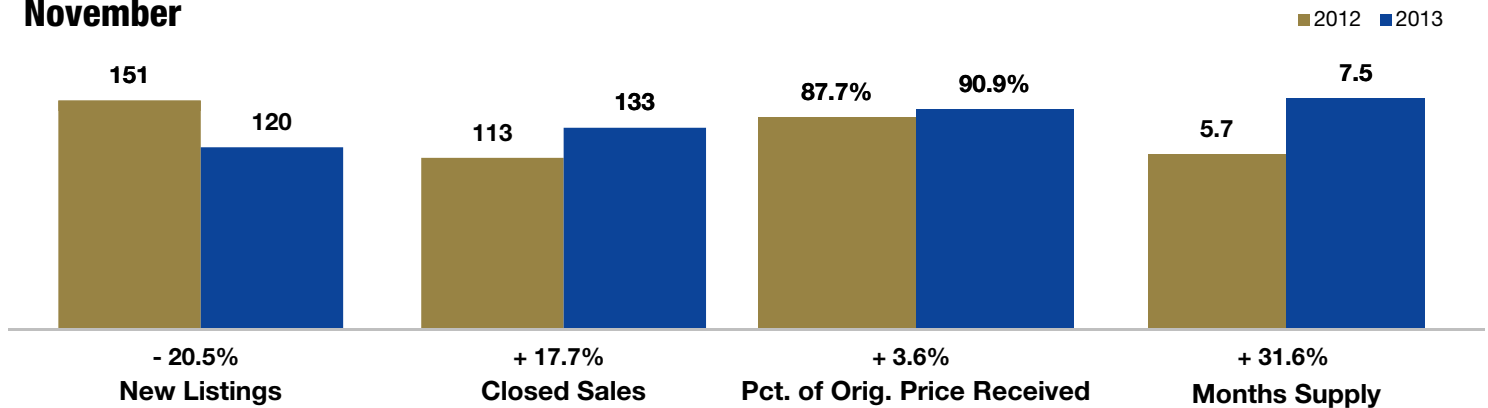


6E – Southwest Central Region

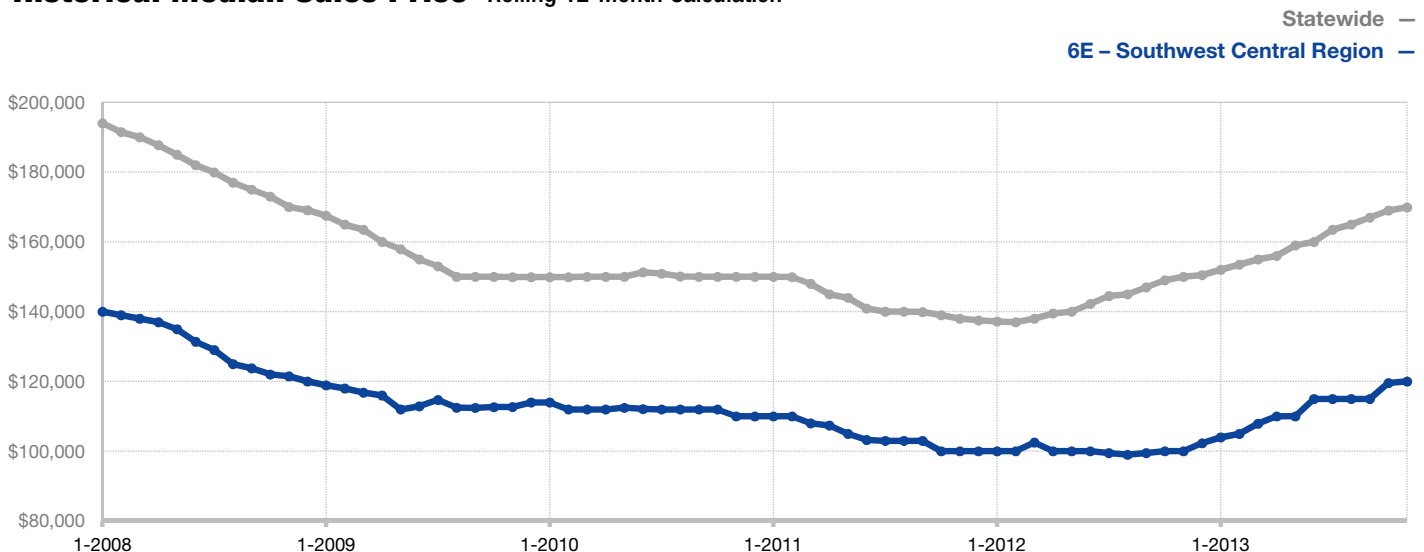
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	151	120	- 20.5%	2,161	2,310	+ 6.9%
Closed Sales	113	133	+ 17.7%	1,288	1,381	+ 7.2%
Median Sales Price*	\$109,500	\$116,300	+ 6.2%	\$101,990	\$120,000	+ 17.7%
Percent of Original List Price Received*	87.7%	90.9%	+ 3.6%	89.3%	91.5%	+ 2.5%
Days on Market Until Sale	156	98	- 37.2%	130	115	- 11.5%
Months Supply of Inventory	5.7	7.5	+ 31.6%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2013

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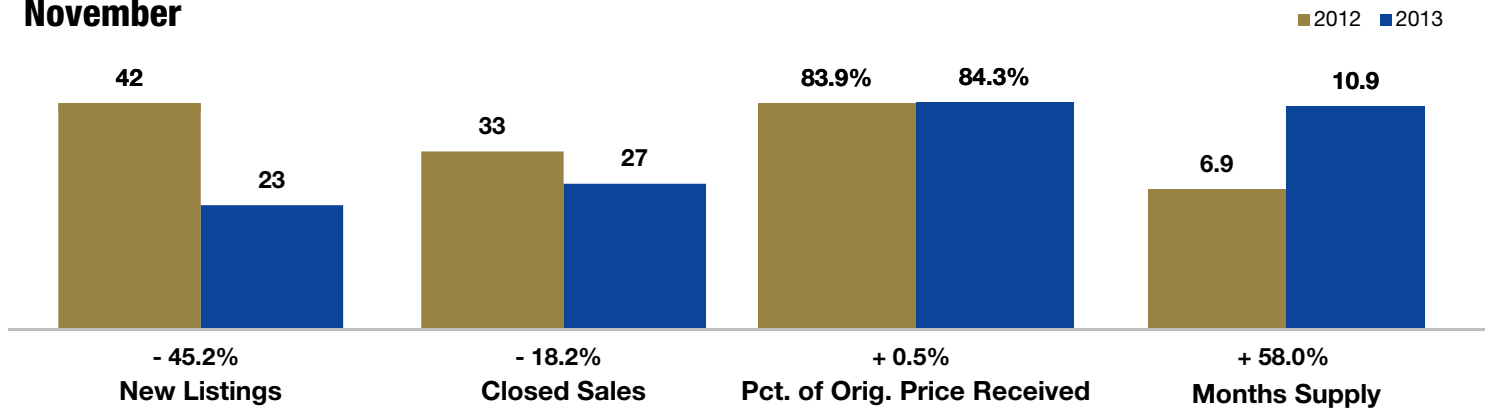


6W – Upper Minnesota Valley Region

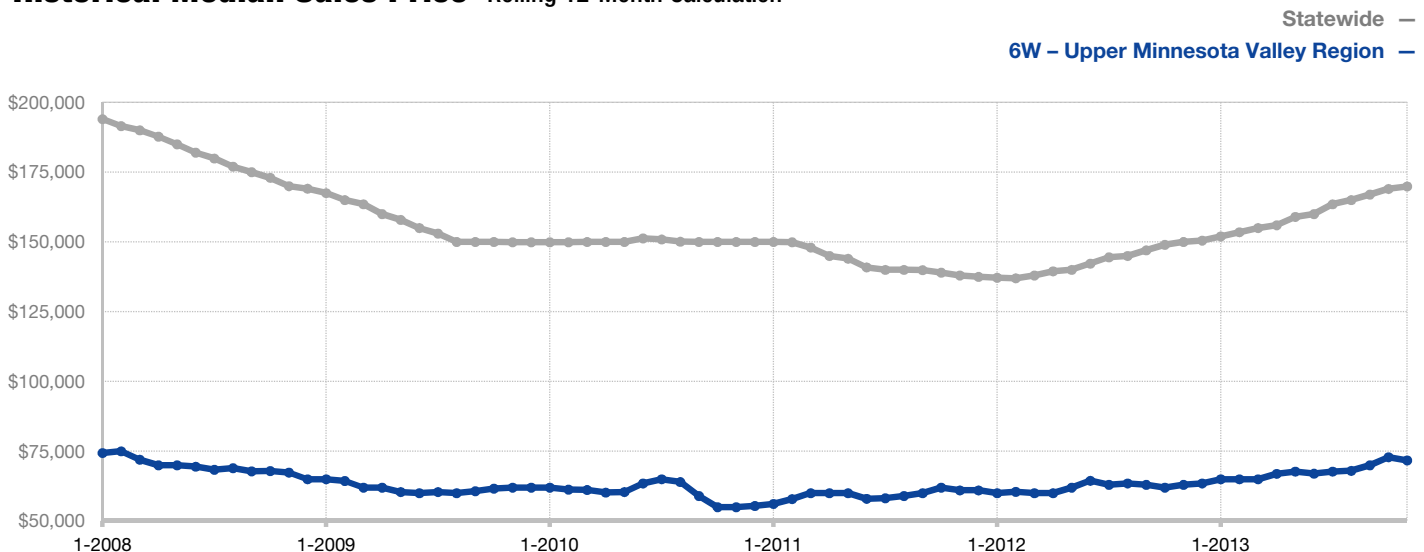
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	42	23	- 45.2%	505	549	+ 8.7%
Closed Sales	33	27	- 18.2%	302	324	+ 7.3%
Median Sales Price*	\$75,000	\$61,975	- 17.4%	\$63,500	\$72,450	+ 14.1%
Percent of Original List Price Received*	83.9%	84.3%	+ 0.5%	85.0%	85.9%	+ 1.1%
Days on Market Until Sale	193	222	+ 15.0%	215	202	- 6.0%
Months Supply of Inventory	6.9	10.9	+ 58.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



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Local Market Update for November 2013

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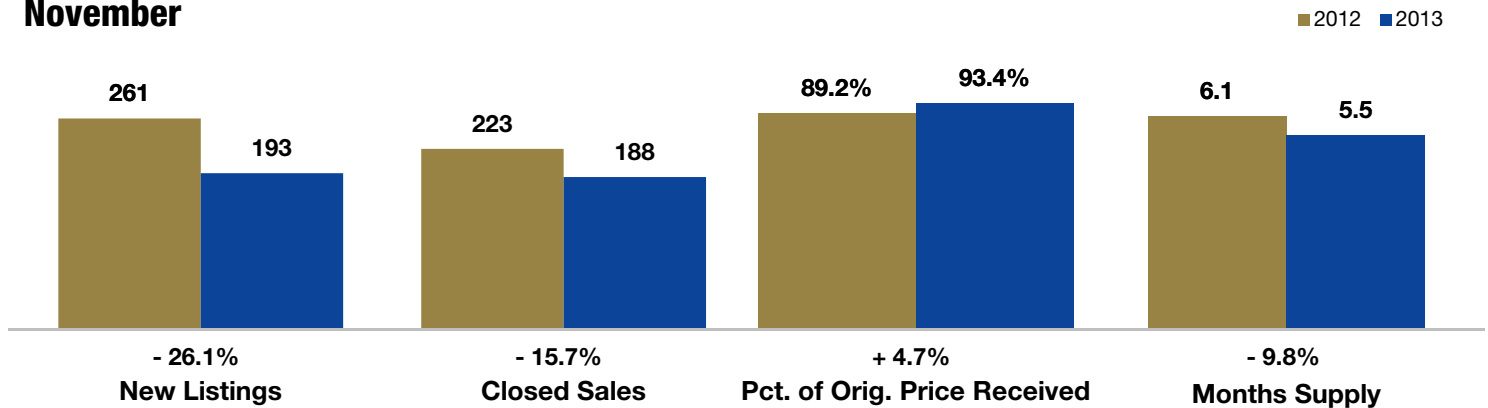


7E – East Central Region

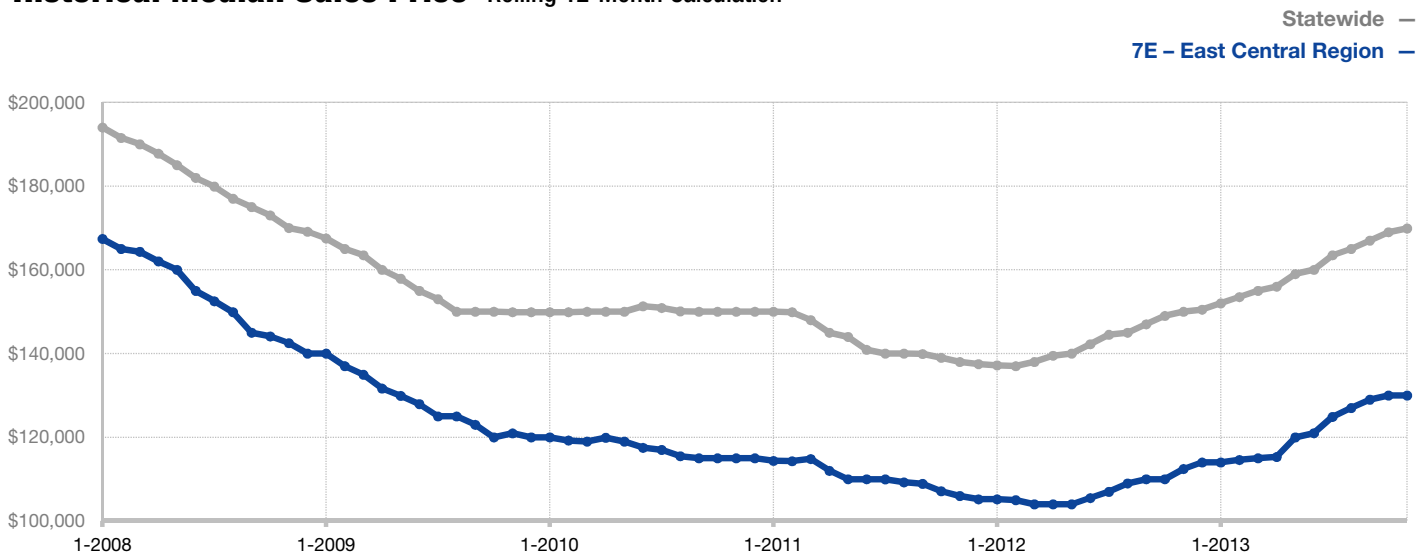
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	261	193	- 26.1%	3,762	3,832	+ 1.9%
Closed Sales	223	188	- 15.7%	2,230	2,319	+ 4.0%
Median Sales Price*	\$125,000	\$130,000	+ 4.0%	\$113,000	\$131,900	+ 16.7%
Percent of Original List Price Received*	89.2%	93.4%	+ 4.7%	91.0%	93.5%	+ 2.7%
Days on Market Until Sale	99	82	- 17.2%	91	75	- 17.6%
Months Supply of Inventory	6.1	5.5	- 9.8%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2013

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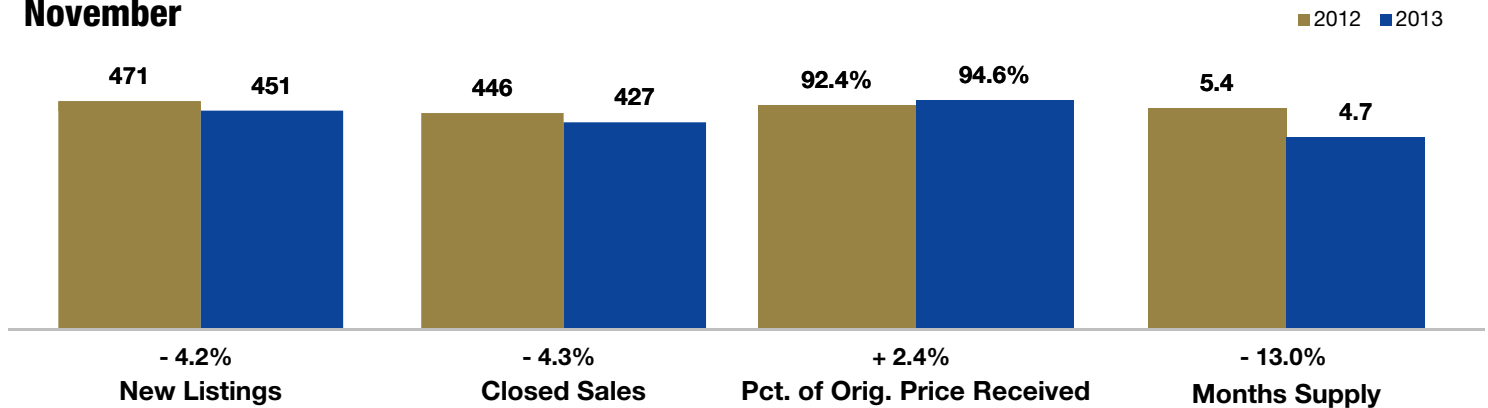


7W – Central Region

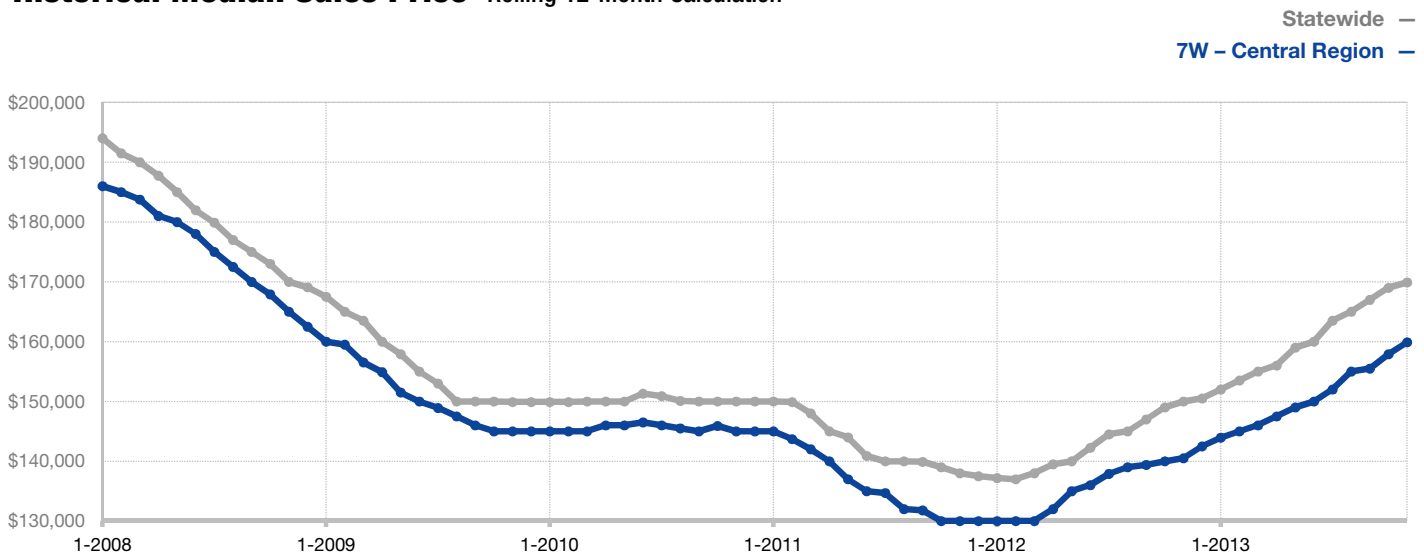
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	471	451	- 4.2%	7,603	8,459	+ 11.3%
Closed Sales	446	427	- 4.3%	4,830	5,501	+ 13.9%
Median Sales Price*	\$145,000	\$169,000	+ 16.6%	\$142,000	\$159,900	+ 12.6%
Percent of Original List Price Received*	92.4%	94.6%	+ 2.4%	93.1%	94.7%	+ 1.7%
Days on Market Until Sale	88	66	- 25.0%	86	74	- 14.0%
Months Supply of Inventory	5.4	4.7	- 13.0%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2013

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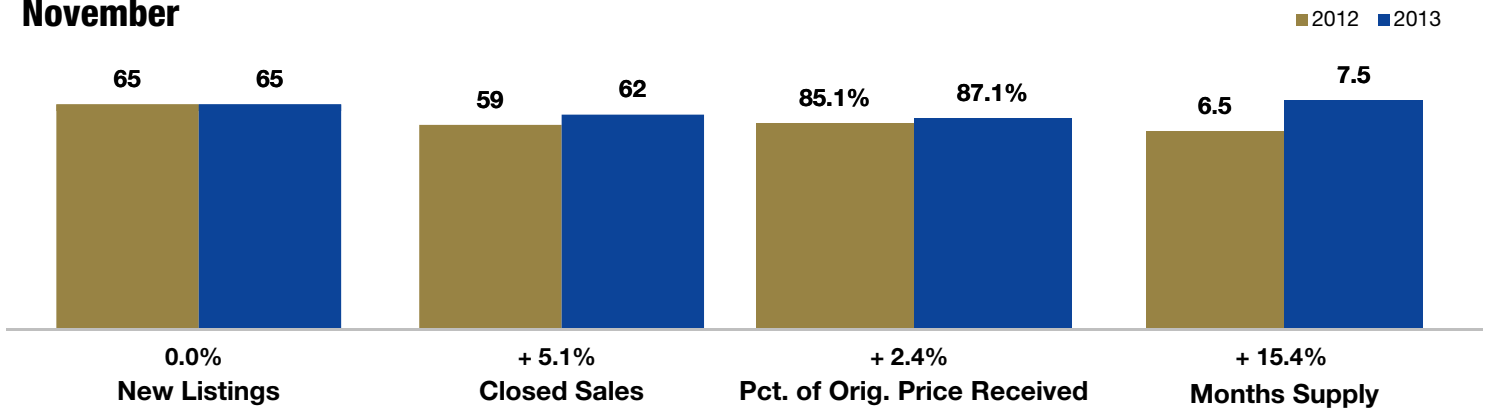


8 – Southwest Region

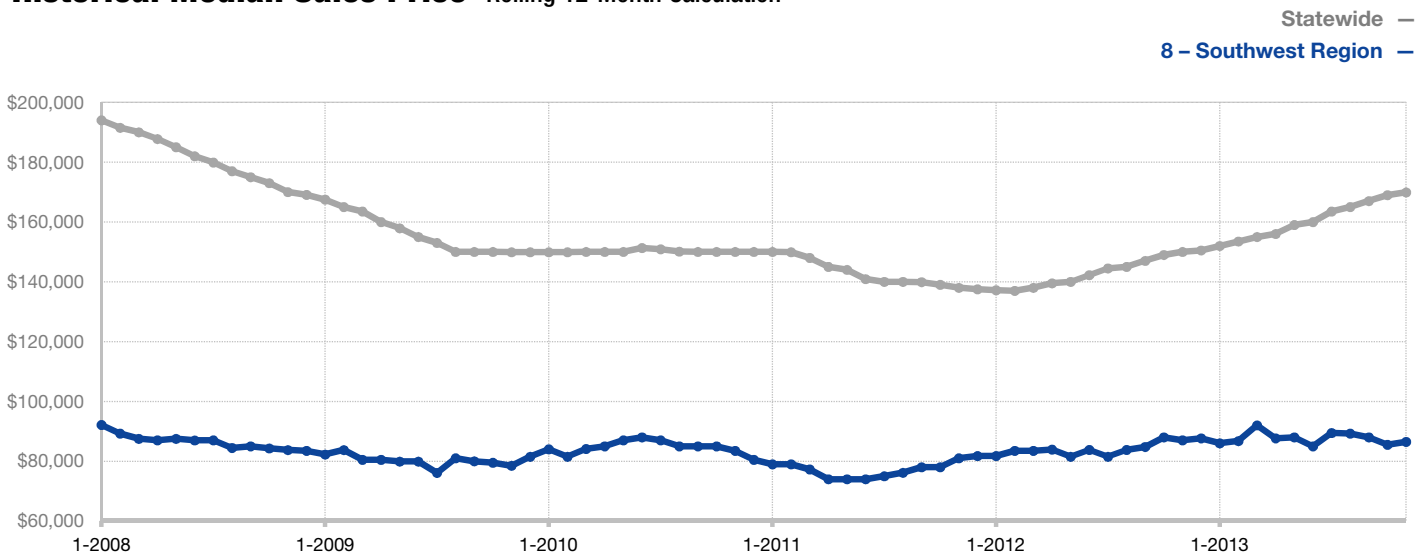
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	65	65	0.0%	995	1,034	+ 3.9%
Closed Sales	59	62	+ 5.1%	689	697	+ 1.2%
Median Sales Price*	\$85,000	\$91,500	+ 7.6%	\$87,350	\$86,000	- 1.5%
Percent of Original List Price Received*	85.1%	87.1%	+ 2.4%	86.2%	88.5%	+ 2.7%
Days on Market Until Sale	156	197	+ 26.3%	197	168	- 14.7%
Months Supply of Inventory	6.5	7.5	+ 15.4%	--	--	--

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November



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Local Market Update for November 2013

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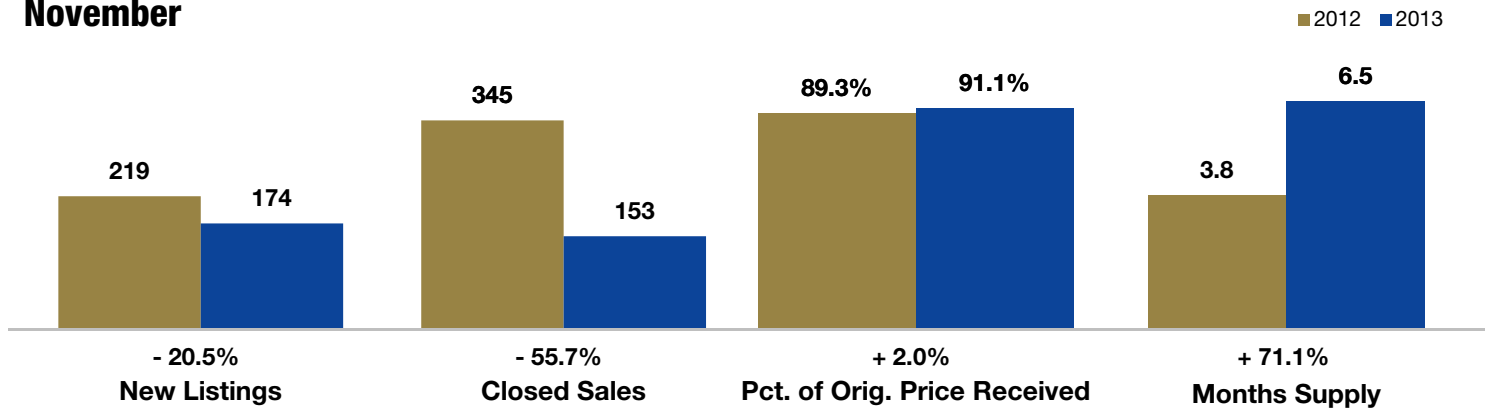


9 – South Central Region

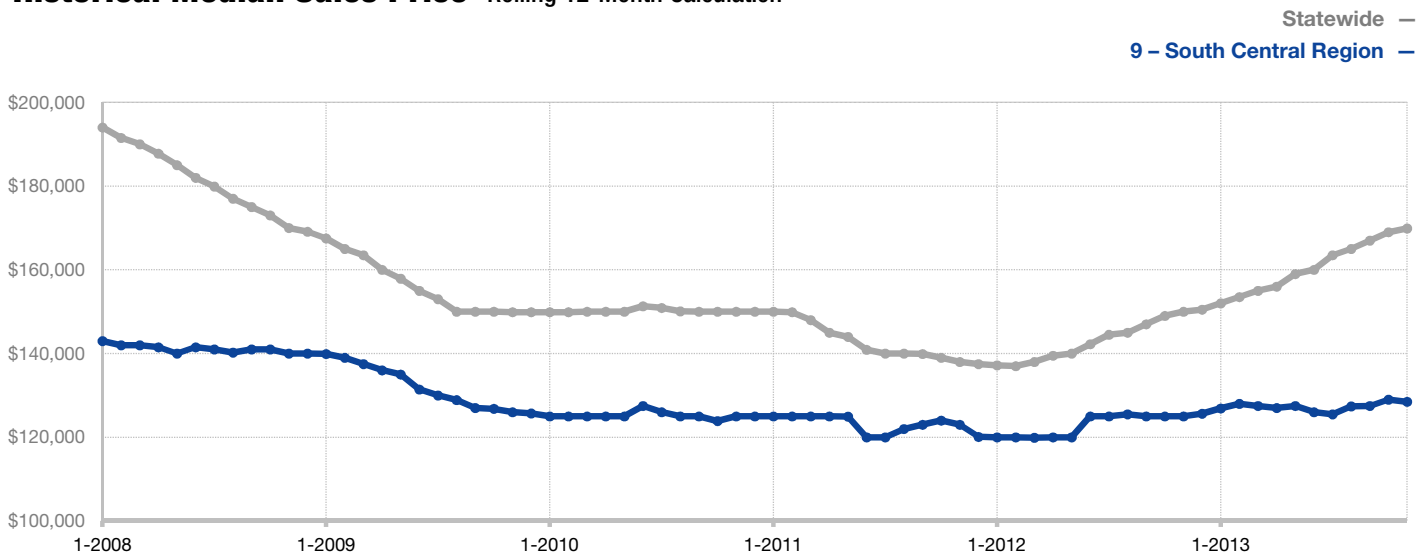
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	219	174	- 20.5%	5,103	3,679	- 27.9%
Closed Sales	345	153	- 55.7%	3,666	2,502	- 31.8%
Median Sales Price*	\$128,000	\$116,750	- 8.8%	\$127,000	\$130,000	+ 2.4%
Percent of Original List Price Received*	89.3%	91.1%	+ 2.0%	90.4%	91.9%	+ 1.7%
Days on Market Until Sale	148	138	- 6.8%	149	136	- 8.7%
Months Supply of Inventory	3.8	6.5	+ 71.1%	--	--	--

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November



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Local Market Update for November 2013

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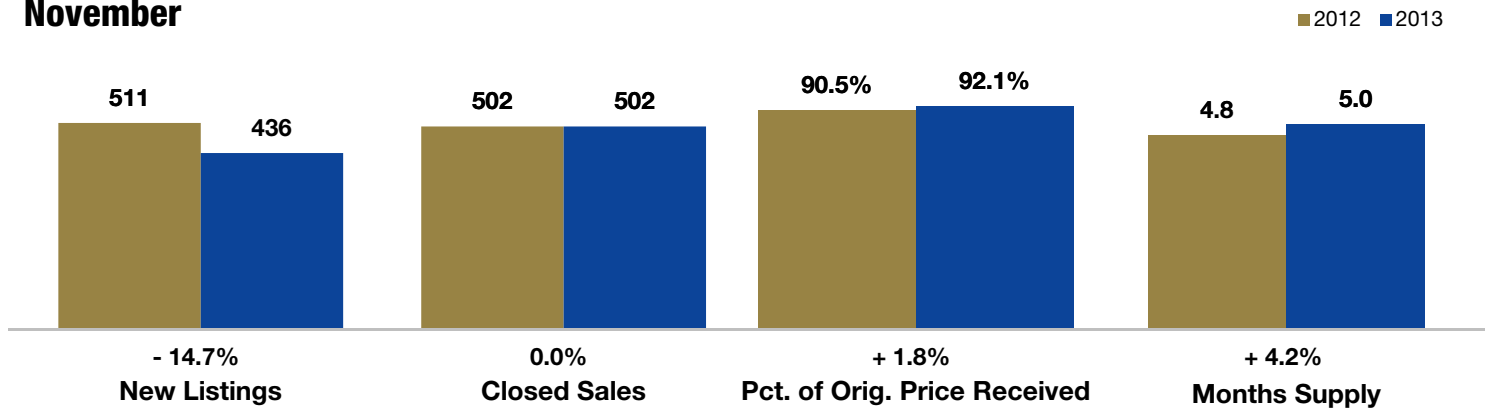


10 – Southeast Region

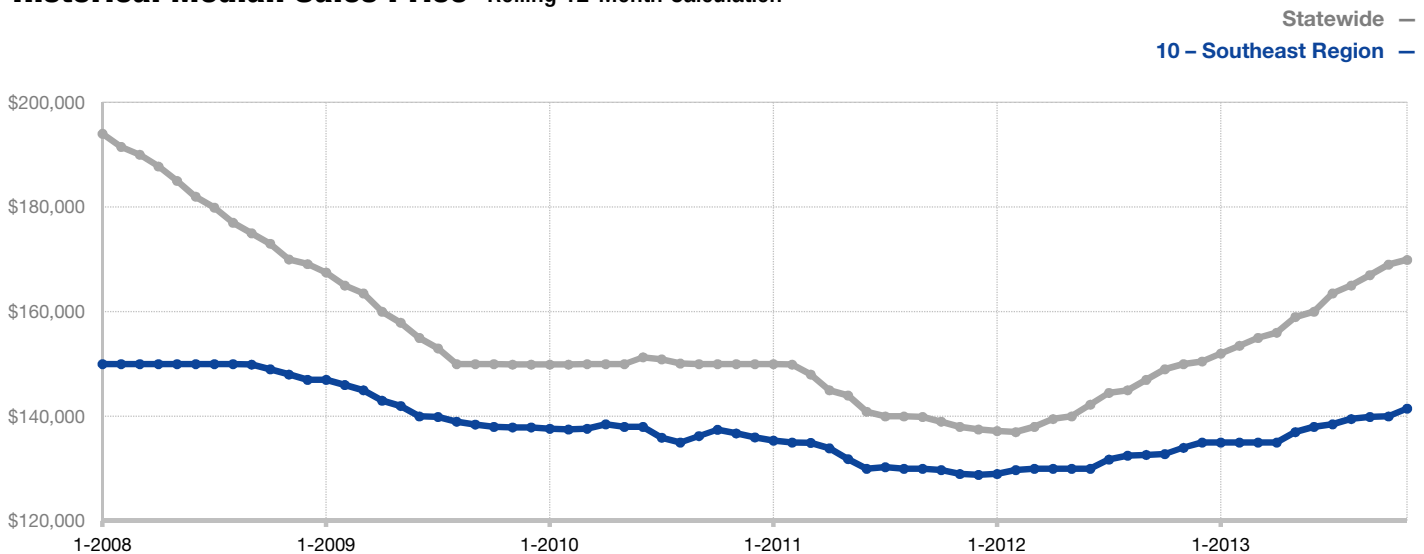
Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	511	436	- 14.7%	8,491	8,924	+ 5.1%
Closed Sales	502	502	0.0%	6,103	6,244	+ 2.3%
Median Sales Price*	\$132,000	\$140,000	+ 6.1%	\$135,000	\$142,500	+ 5.6%
Percent of Original List Price Received*	90.5%	92.1%	+ 1.8%	91.4%	93.1%	+ 1.9%
Days on Market Until Sale	114	104	- 8.8%	132	114	- 13.6%
Months Supply of Inventory	4.8	5.0	+ 4.2%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for November 2013

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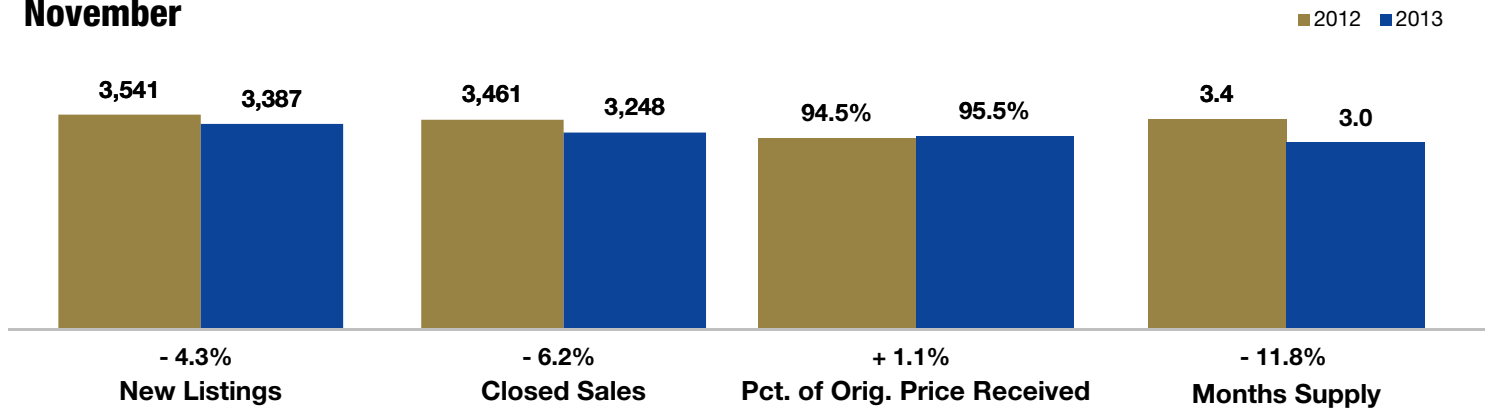


11 – 7-County Twin Cities Region

Key Metrics	November			Year to Date		
	2012	2013	Percent Change	Thru 11-2012	Thru 11-2013	Percent Change
New Listings	3,541	3,387	- 4.3%	54,180	59,704	+ 10.2%
Closed Sales	3,461	3,248	- 6.2%	39,554	43,058	+ 8.9%
Median Sales Price*	\$176,950	\$200,000	+ 13.0%	\$172,000	\$199,000	+ 15.7%
Percent of Original List Price Received*	94.5%	95.5%	+ 1.1%	94.1%	96.3%	+ 2.3%
Days on Market Until Sale	63	52	- 17.5%	69	53	- 23.2%
Months Supply of Inventory	3.4	3.0	- 11.8%	--	--	--

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November



Historical Median Sales Price Rolling 12-Month Calculation

