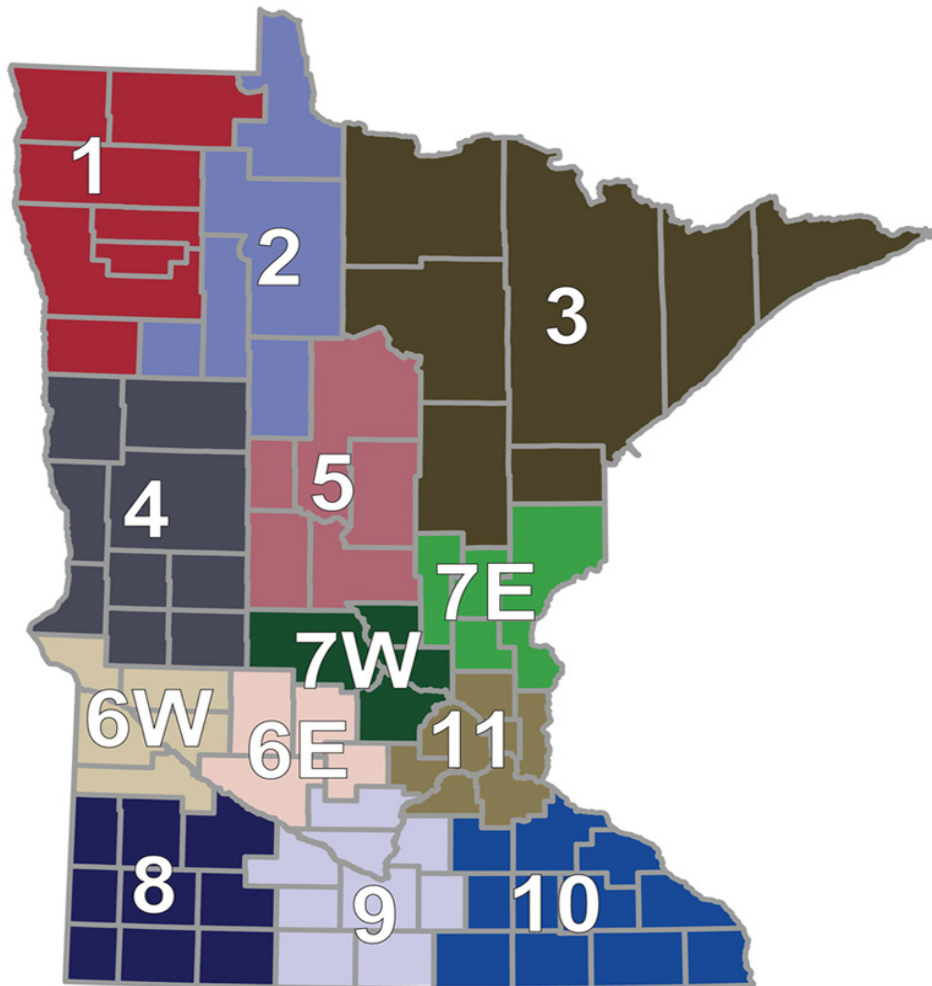














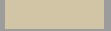
# Local Market Updates for September 2013

A Research Tool Provided by the Minnesota Association of REALTORS®



## Minnesota Regional Development Organizations



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

# Local Market Update for September 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

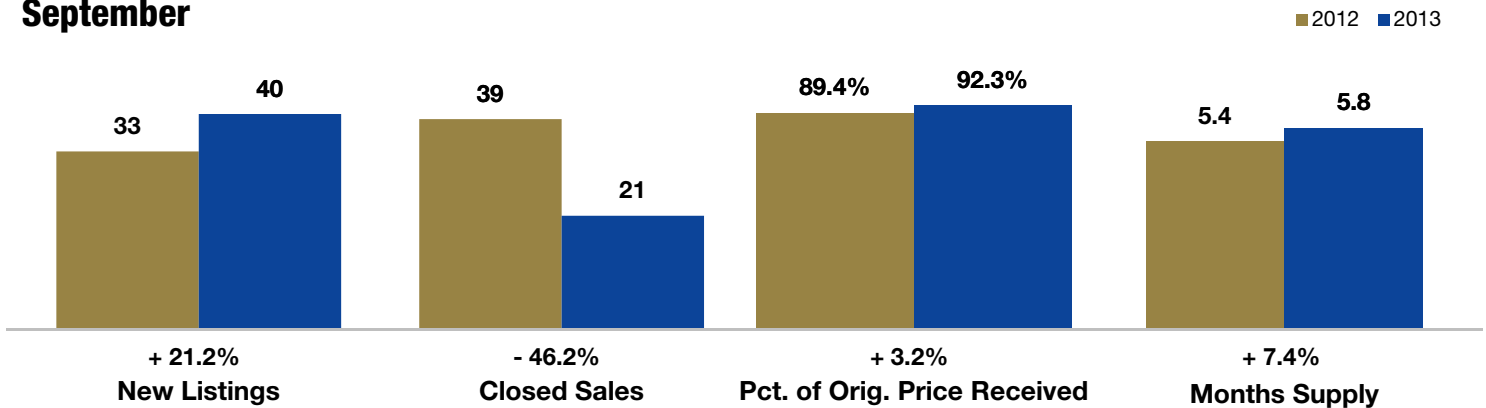


## 1 – Northwest Region

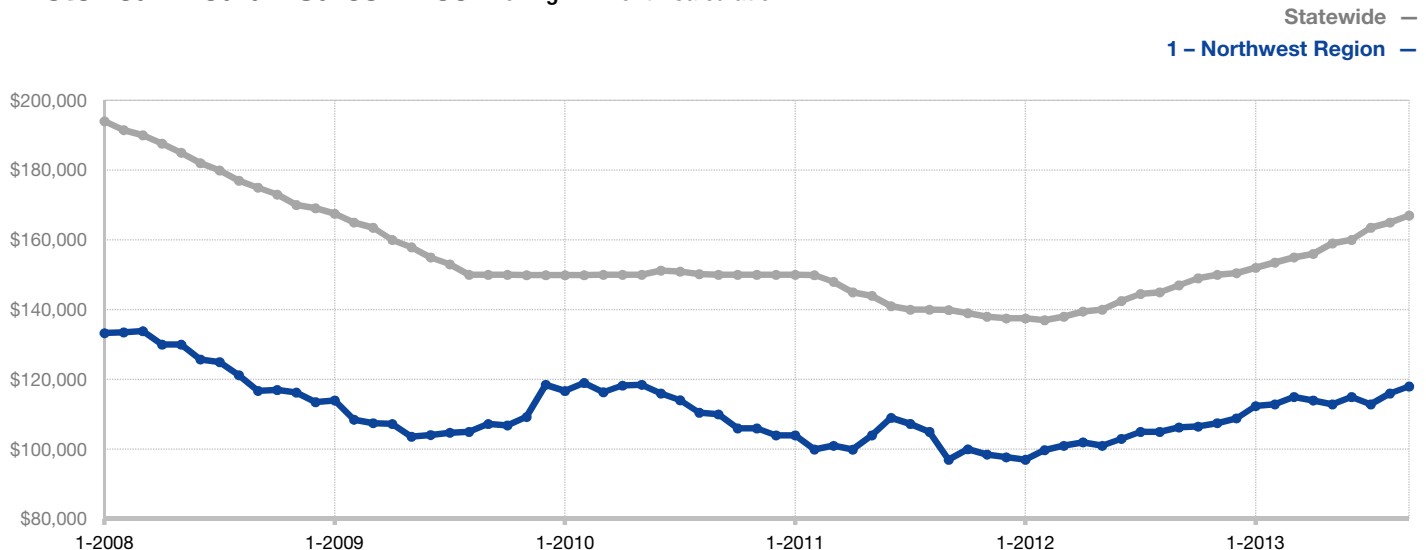
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	33	40	+ 21.2%	397	405	+ 2.0%
Closed Sales	39	21	- 46.2%	249	248	- 0.4%
Median Sales Price*	\$101,500	\$125,000	+ 23.2%	\$112,000	\$125,000	+ 11.6%
Percent of Original List Price Received*	89.4%	92.3%	+ 3.2%	87.9%	91.6%	+ 4.2%
Days on Market Until Sale	176	136	- 22.7%	188	154	- 18.1%
Months Supply of Inventory	5.4	5.8	+ 7.4%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

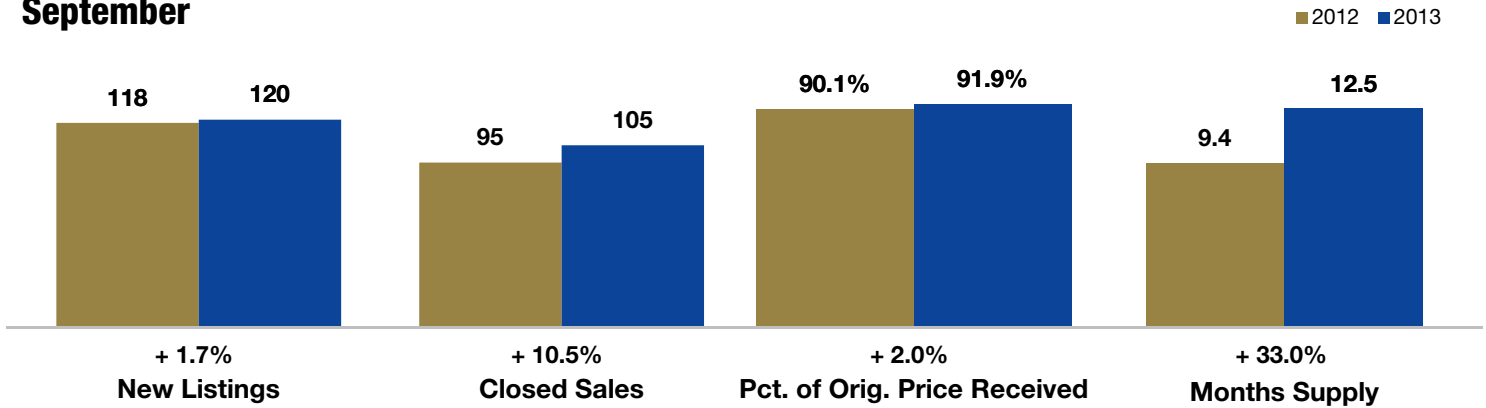


## 2 – Headwaters Region

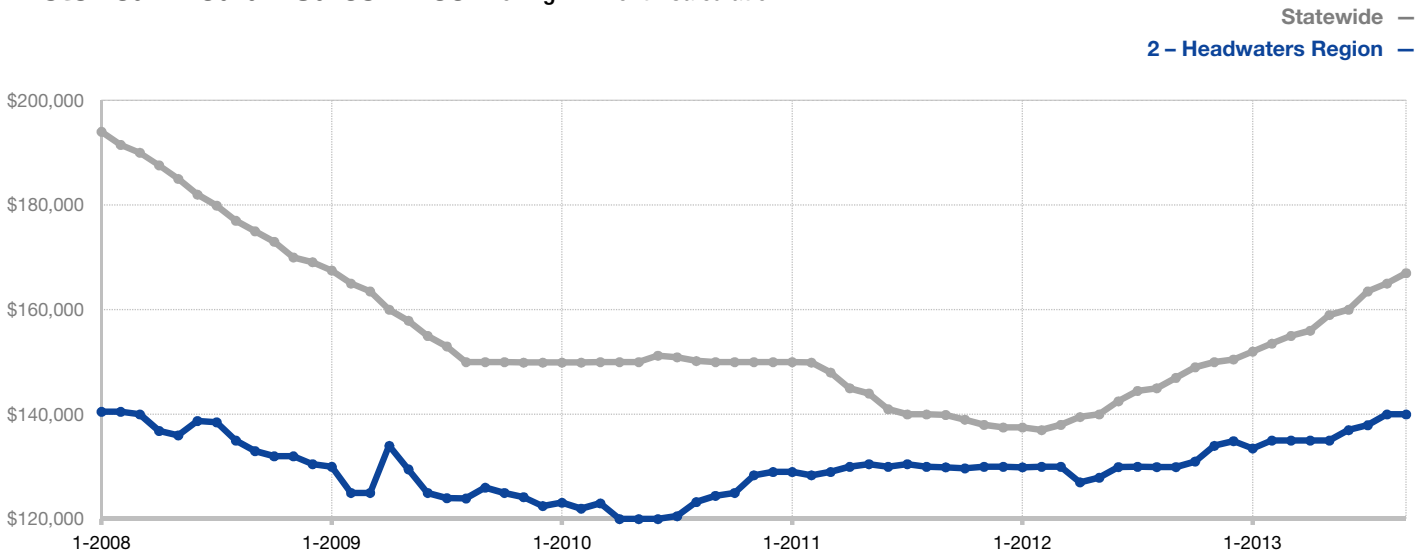
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	118	120	+ 1.7%	1,531	1,401	- 8.5%
Closed Sales	95	105	+ 10.5%	671	694	+ 3.4%
Median Sales Price*	\$135,500	\$144,900	+ 6.9%	\$128,950	\$139,000	+ 7.8%
Percent of Original List Price Received*	90.1%	91.9%	+ 2.0%	89.6%	91.3%	+ 1.9%
Days on Market Until Sale	134	119	- 11.2%	150	134	- 10.7%
Months Supply of Inventory	9.4	12.5	+ 33.0%	--	--	--

\* 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.

### September



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



Current as of October 12, 2013. 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 September 2013

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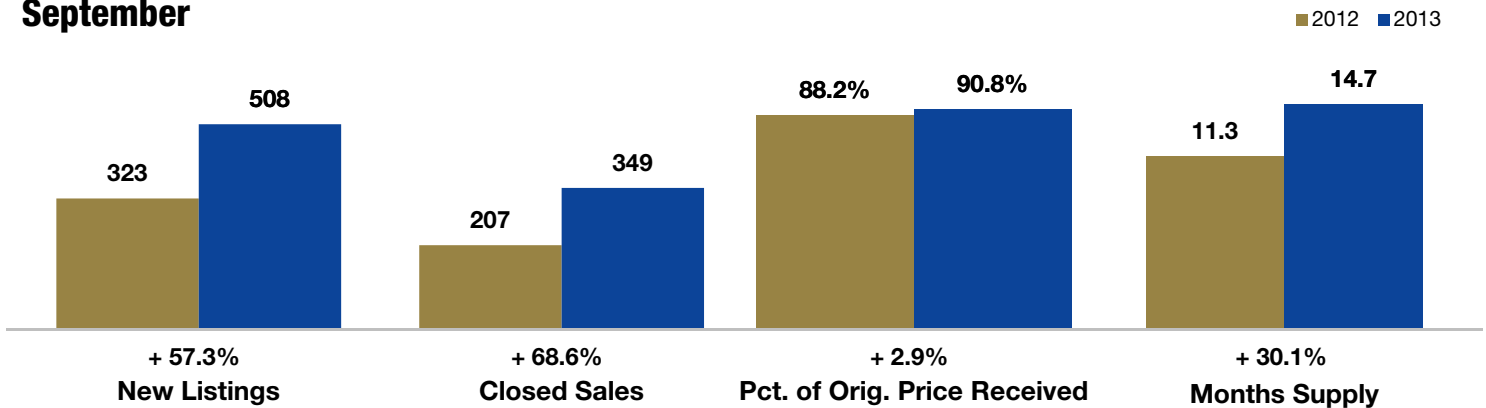


## 3 – Arrowhead Region

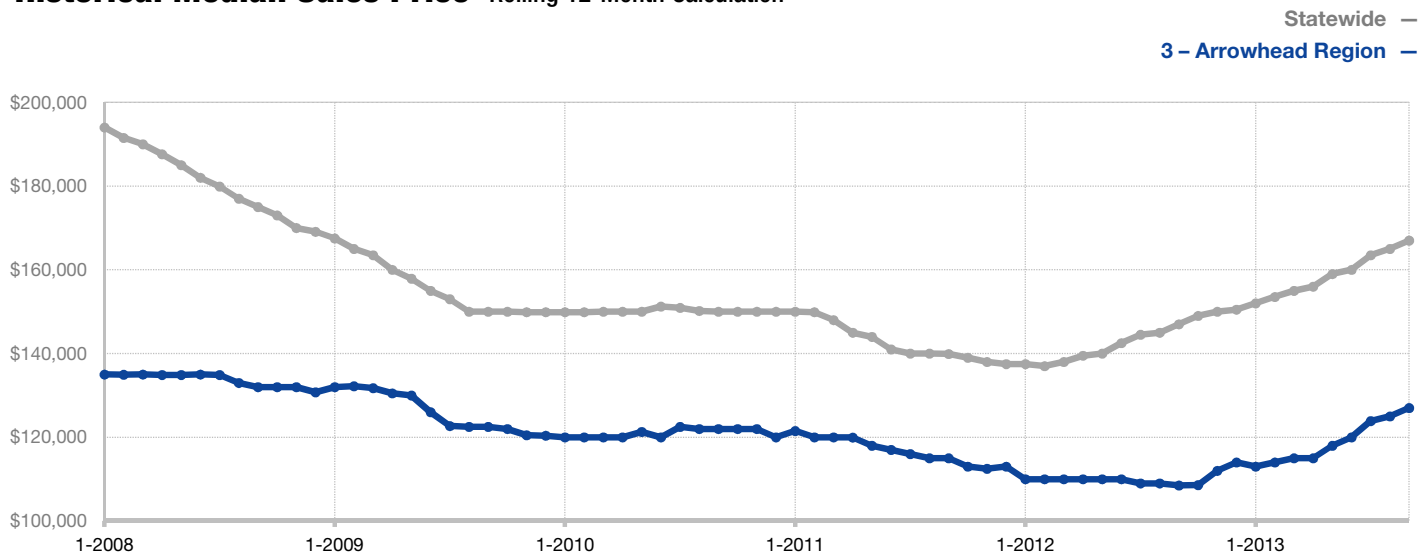
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	323	508	+ 57.3%	4,007	5,201	+ 29.8%
Closed Sales	207	349	+ 68.6%	1,708	2,207	+ 29.2%
Median Sales Price*	\$112,000	\$126,427	+ 12.9%	\$110,000	\$127,000	+ 15.5%
Percent of Original List Price Received*	88.2%	90.8%	+ 2.9%	88.2%	90.9%	+ 3.1%
Days on Market Until Sale	154	105	- 31.8%	159	125	- 21.4%
Months Supply of Inventory	11.3	14.7	+ 30.1%	--	--	--

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### September



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



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# Local Market Update for September 2013

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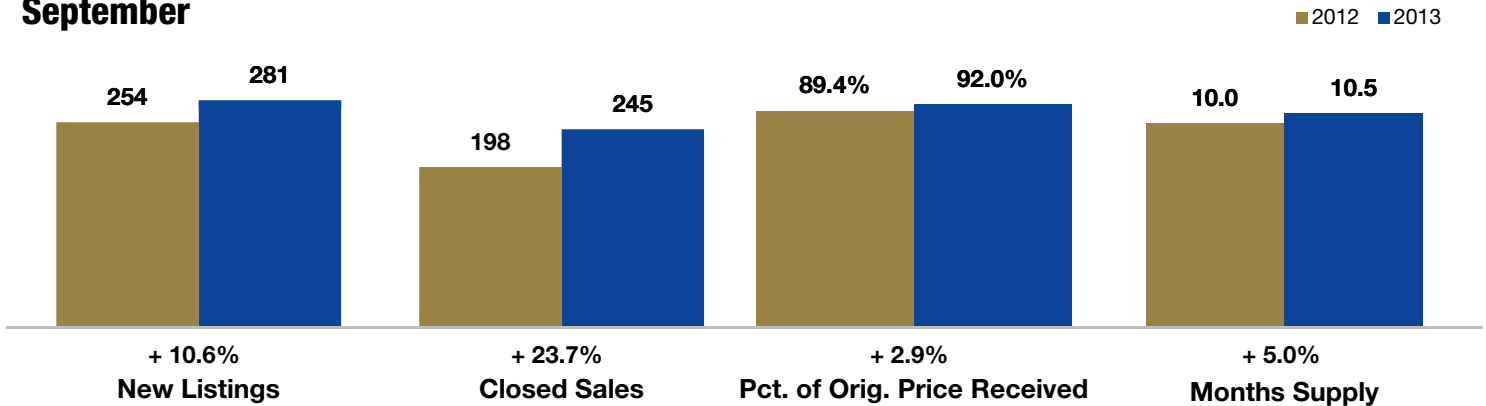


## 4 – West Central Region

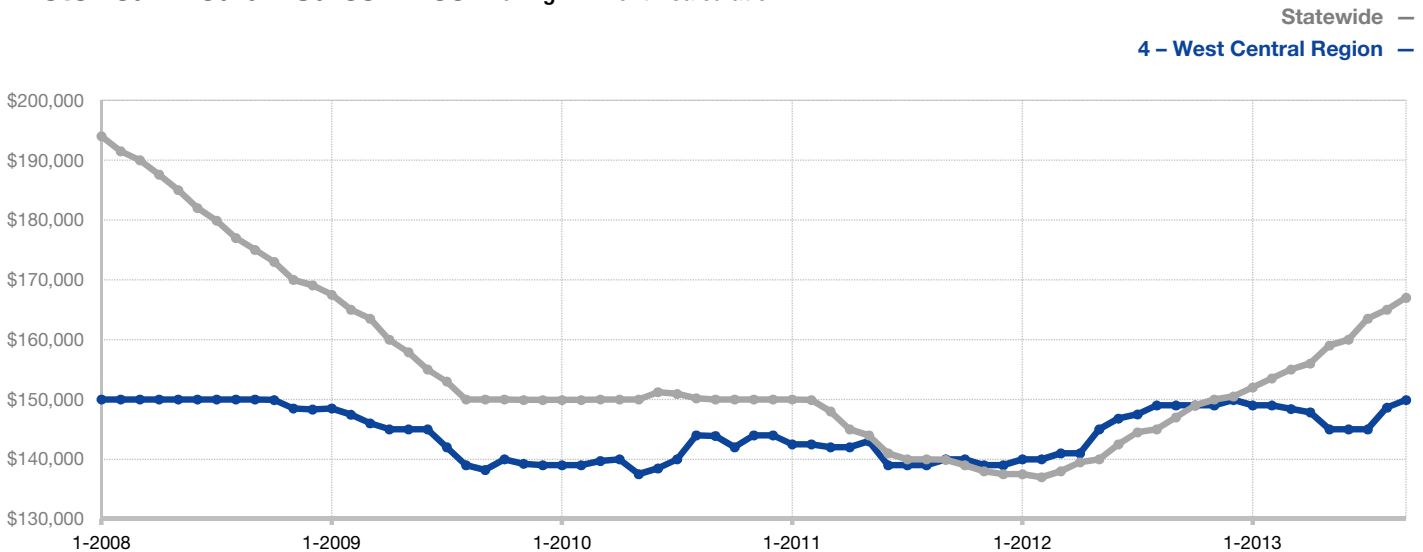
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	254	281	+ 10.6%	3,415	3,363	- 1.5%
Closed Sales	198	245	+ 23.7%	1,666	1,769	+ 6.2%
Median Sales Price*	\$143,100	\$151,000	+ 5.5%	\$150,000	\$150,000	0.0%
Percent of Original List Price Received*	89.4%	92.0%	+ 2.9%	89.7%	91.6%	+ 2.1%
Days on Market Until Sale	151	151	0.0%	157	145	- 7.6%
Months Supply of Inventory	10.0	10.5	+ 5.0%	--	--	--

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### September



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



# Local Market Update for September 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

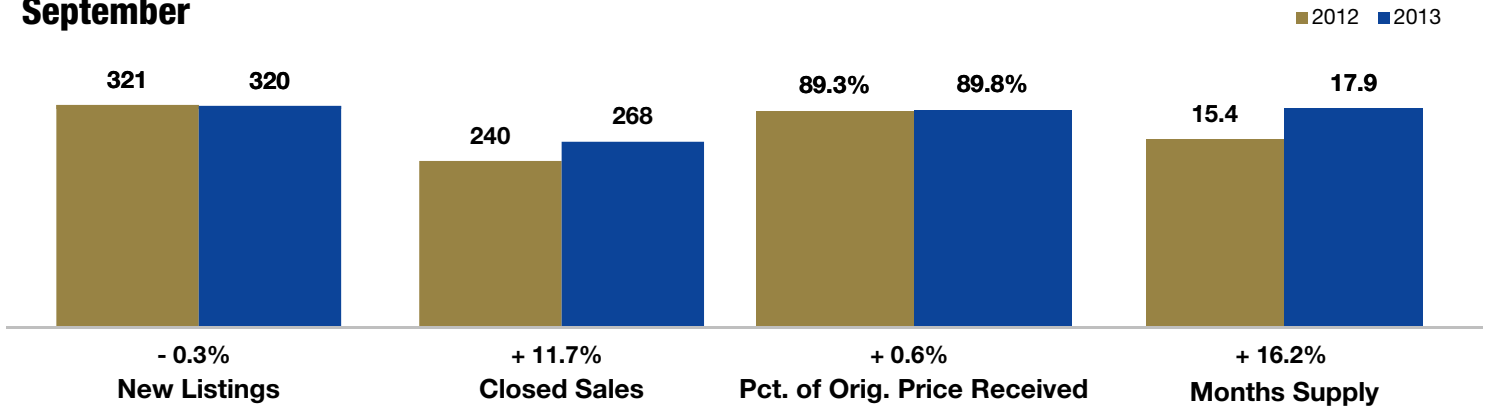


## 5 – North Central Region

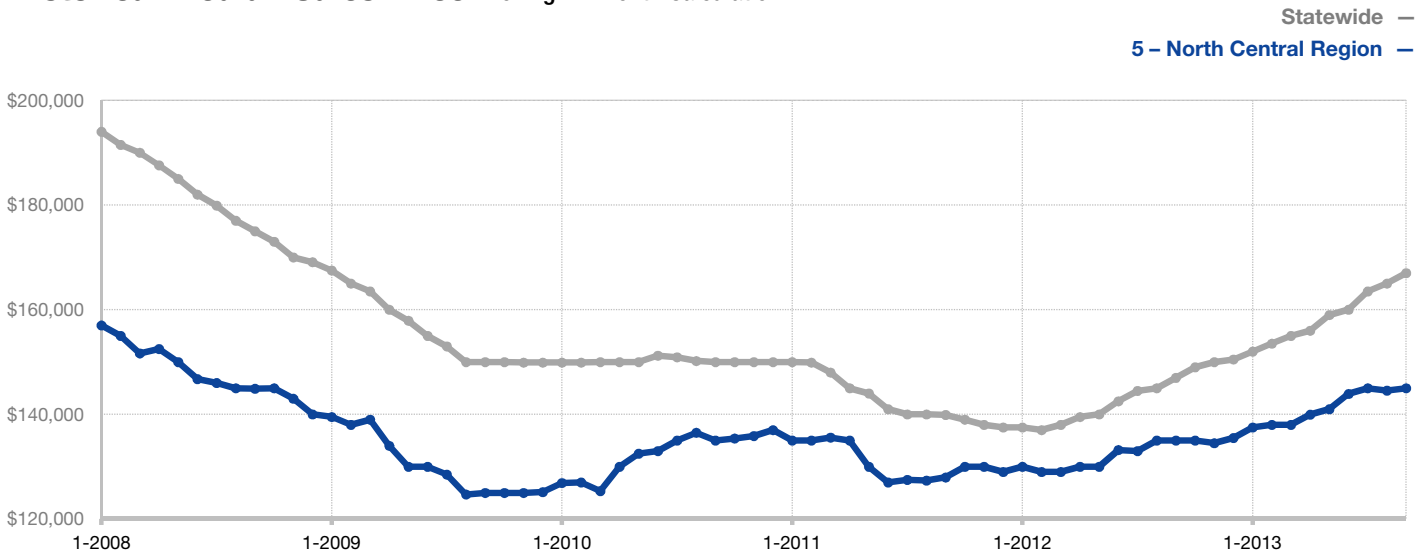
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	321	320	- 0.3%	4,423	3,949	- 10.7%
Closed Sales	240	268	+ 11.7%	2,085	1,878	- 9.9%
Median Sales Price*	\$142,000	\$145,000	+ 2.1%	\$135,000	\$144,900	+ 7.3%
Percent of Original List Price Received*	89.3%	89.8%	+ 0.6%	88.7%	90.7%	+ 2.3%
Days on Market Until Sale	127	104	- 18.1%	137	123	- 10.2%
Months Supply of Inventory	15.4	17.9	+ 16.2%	--	--	--

\* 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.

### September



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



# Local Market Update for September 2013

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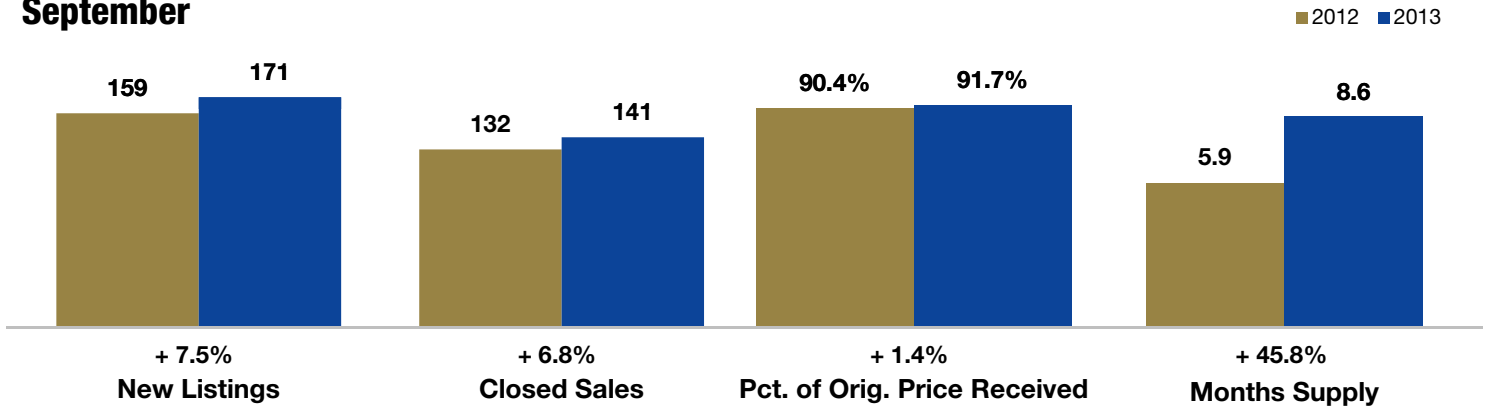


## 6E – Southwest Central Region

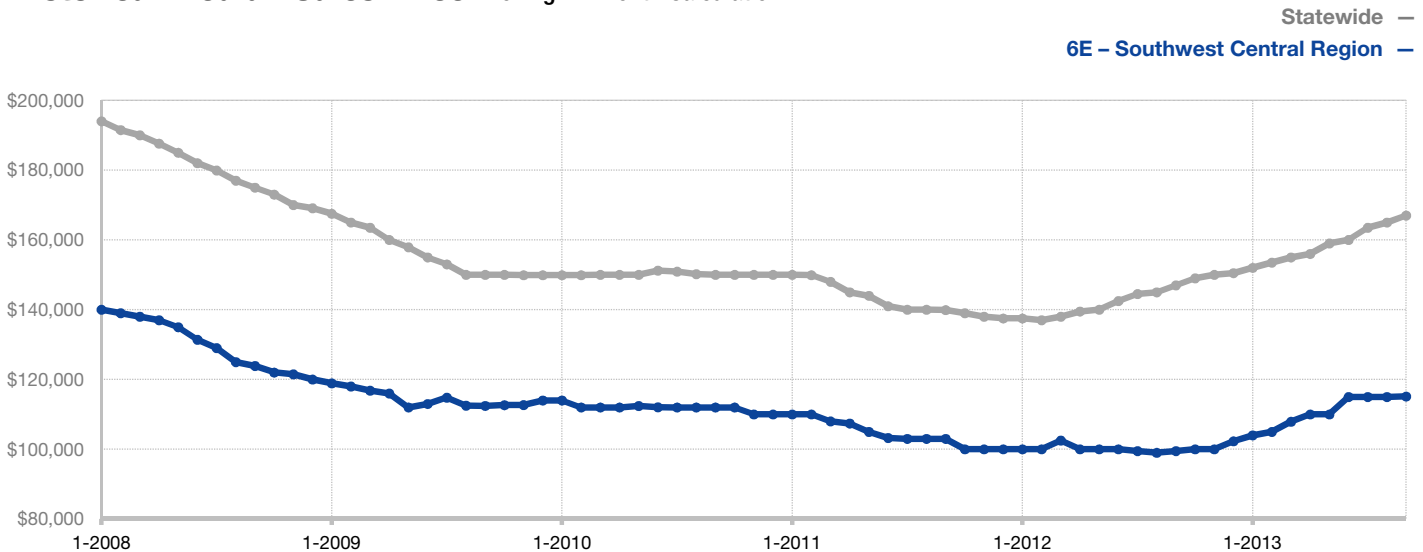
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	159	171	+ 7.5%	1,853	1,982	+ 7.0%
Closed Sales	132	141	+ 6.8%	1,060	1,104	+ 4.2%
Median Sales Price*	\$119,450	\$124,000	+ 3.8%	\$100,000	\$120,000	+ 20.0%
Percent of Original List Price Received*	90.4%	91.7%	+ 1.4%	89.6%	91.7%	+ 2.3%
Days on Market Until Sale	136	105	- 22.8%	128	116	- 9.4%
Months Supply of Inventory	5.9	8.6	+ 45.8%	--	--	--

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### September



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



# Local Market Update for September 2013

A Research Tool Provided by the Minnesota Association of REALTORS®

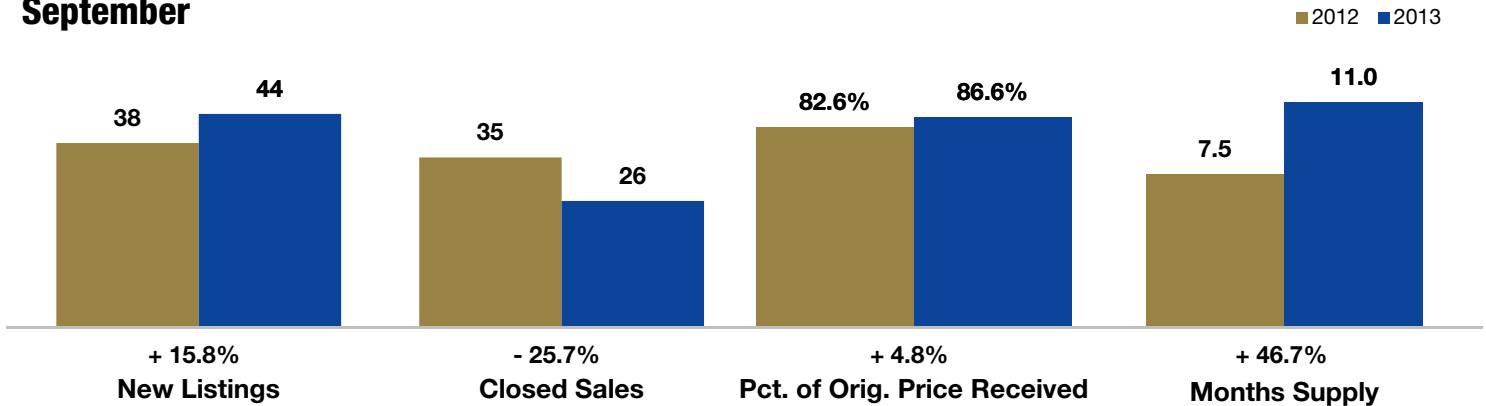


## 6W – Upper Minnesota Valley Region

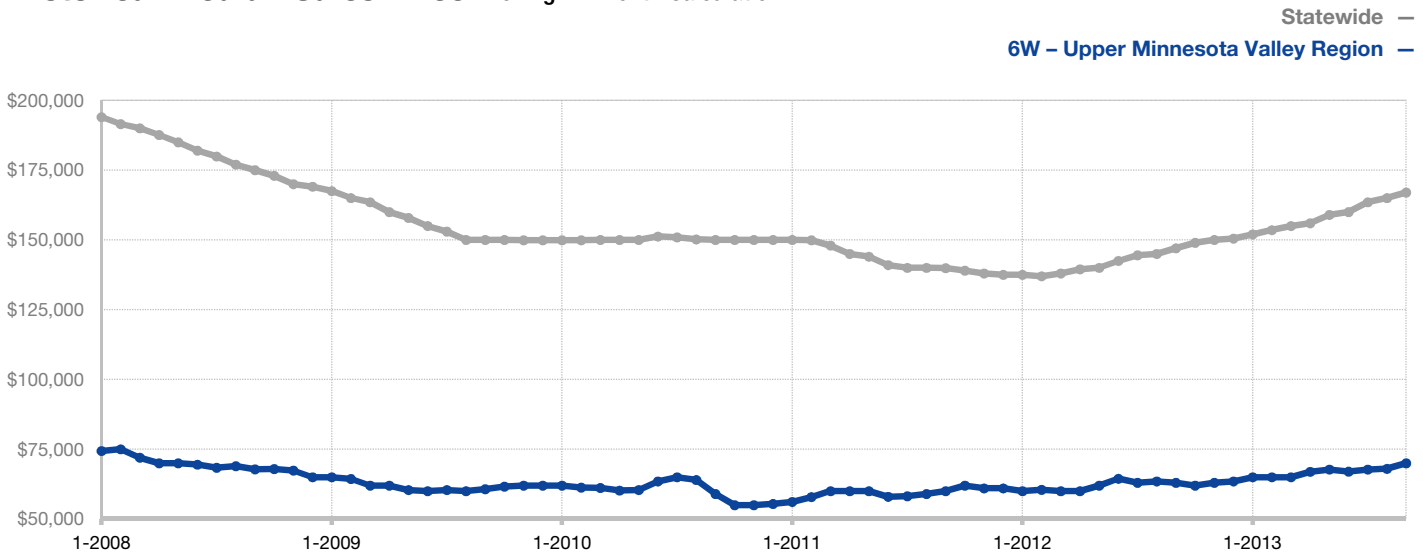
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	38	44	+ 15.8%	423	473	+ 11.8%
Closed Sales	35	26	- 25.7%	238	266	+ 11.8%
Median Sales Price*	\$56,000	\$85,000	+ 51.8%	\$62,750	\$72,700	+ 15.9%
Percent of Original List Price Received*	82.6%	86.6%	+ 4.8%	84.9%	86.6%	+ 2.0%
Days on Market Until Sale	248	205	- 17.3%	214	202	- 5.6%
Months Supply of Inventory	7.5	11.0	+ 46.7%	--	--	--

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### September



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





# Local Market Update for September 2013

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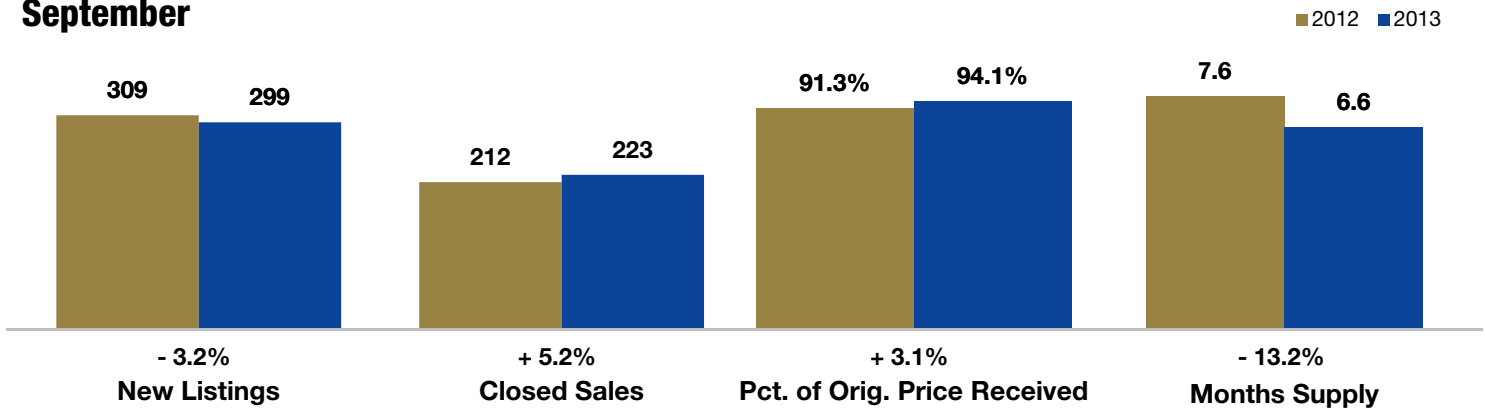


## 7E – East Central Region

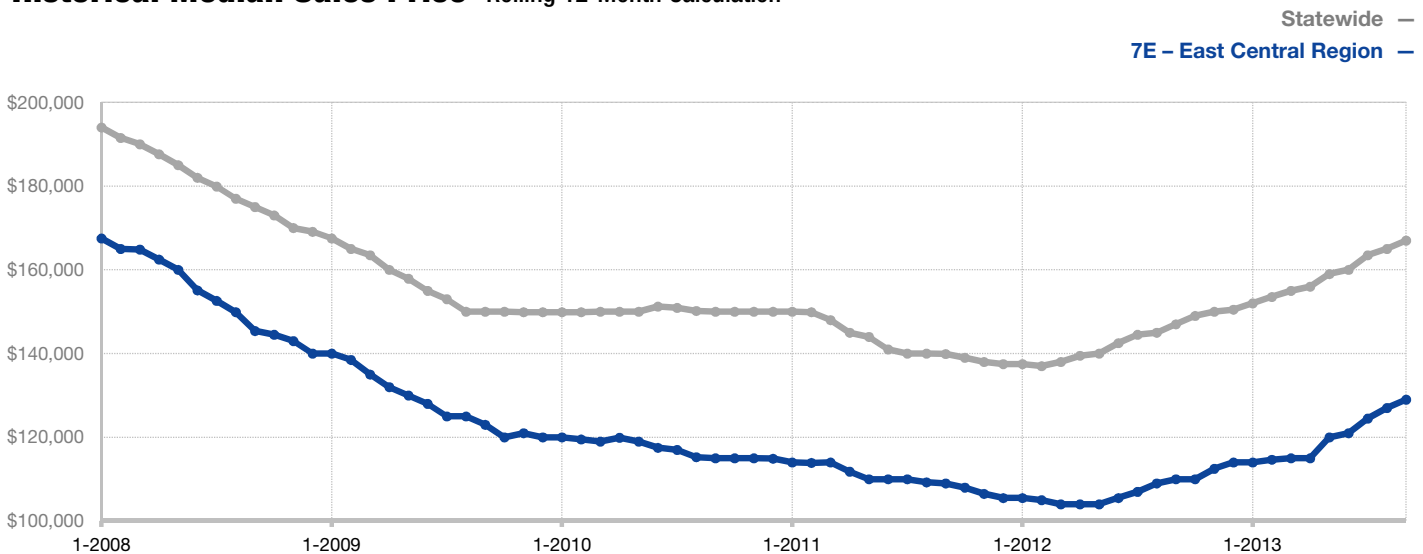
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	309	299	- 3.2%	3,205	3,332	+ 4.0%
Closed Sales	212	223	+ 5.2%	1,784	1,911	+ 7.1%
Median Sales Price*	\$127,000	\$141,750	+ 11.6%	\$110,000	\$130,125	+ 18.3%
Percent of Original List Price Received*	91.3%	94.1%	+ 3.1%	91.0%	93.5%	+ 2.7%
Days on Market Until Sale	84	68	- 19.0%	91	74	- 18.7%
Months Supply of Inventory	7.6	6.6	- 13.2%	--	--	--

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### September



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



# Local Market Update for September 2013

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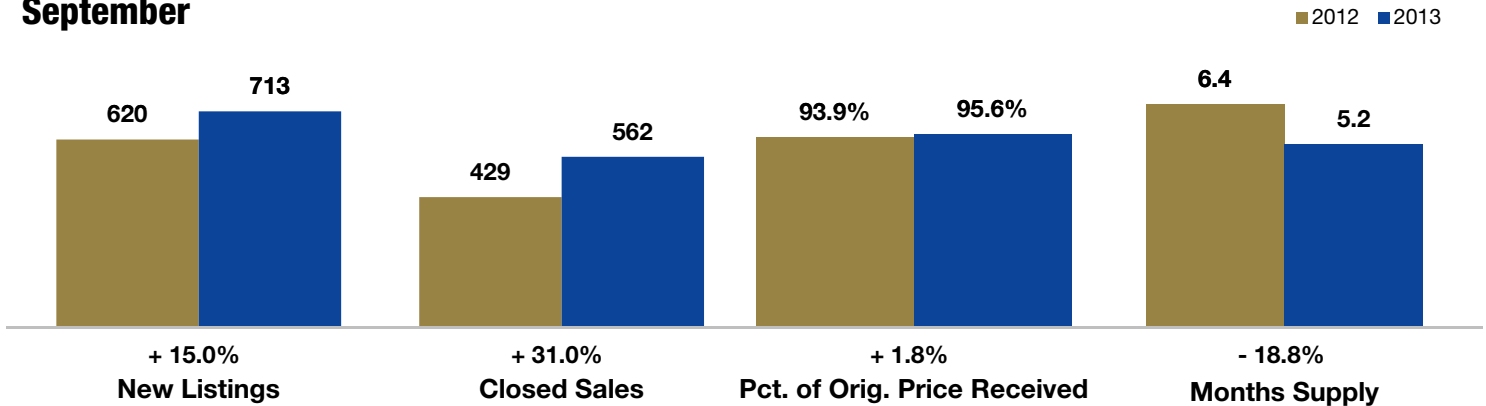


## 7W – Central Region

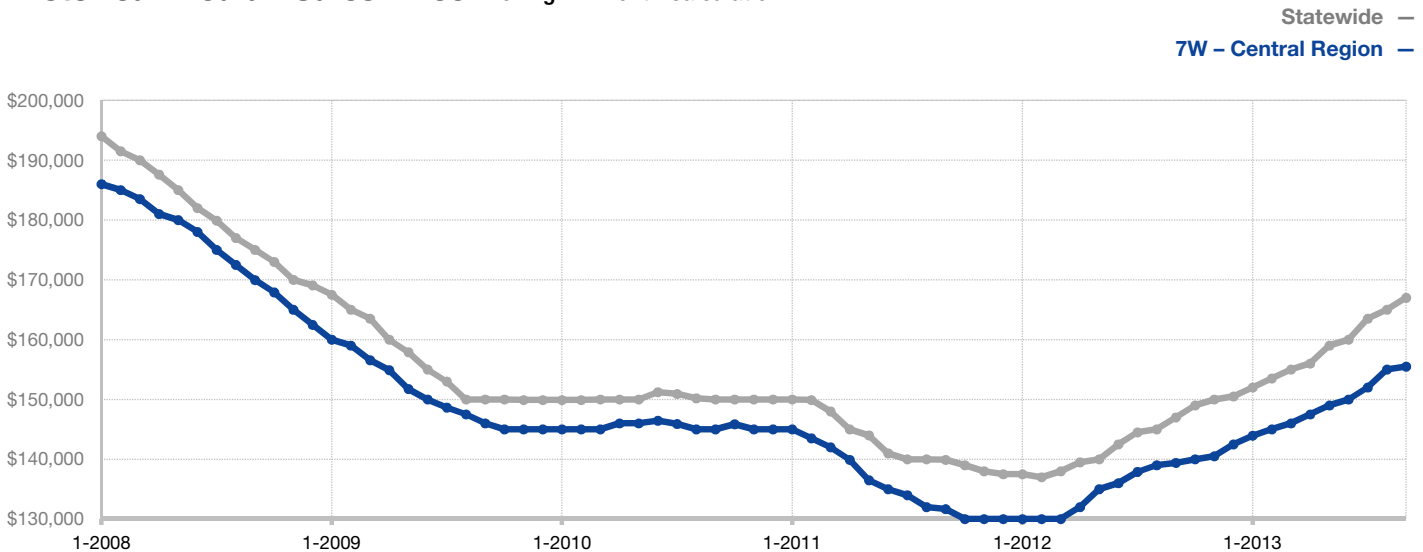
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	620	713	+ 15.0%	6,506	7,301	+ 12.2%
Closed Sales	429	562	+ 31.0%	3,910	4,542	+ 16.2%
Median Sales Price*	\$141,500	\$160,000	+ 13.1%	\$140,000	\$159,000	+ 13.6%
Percent of Original List Price Received*	93.9%	95.6%	+ 1.8%	93.2%	94.7%	+ 1.6%
Days on Market Until Sale	80	69	- 13.8%	86	75	- 12.8%
Months Supply of Inventory	6.4	5.2	- 18.8%	--	--	--

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### September



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



# Local Market Update for September 2013

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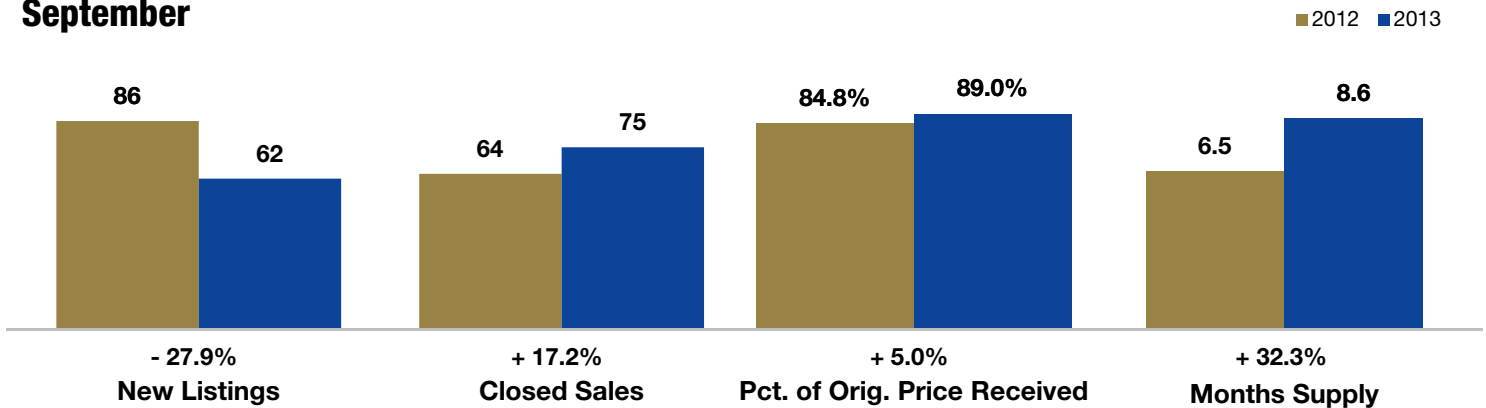


## 8 – Southwest Region

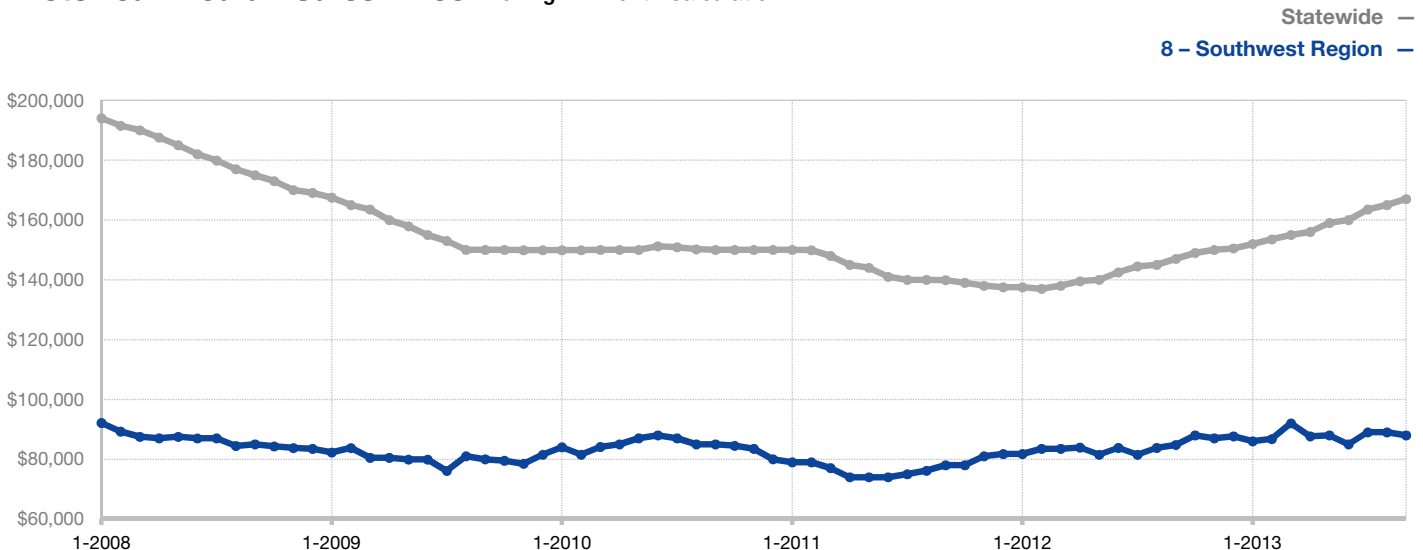
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	86	62	- 27.9%	846	846	0.0%
Closed Sales	64	75	+ 17.2%	566	563	- 0.5%
Median Sales Price*	\$97,250	\$86,000	- 11.6%	\$84,650	\$85,500	+ 1.0%
Percent of Original List Price Received*	84.8%	89.0%	+ 5.0%	86.1%	88.4%	+ 2.7%
Days on Market Until Sale	187	168	- 10.2%	204	167	- 18.1%
Months Supply of Inventory	6.5	8.6	+ 32.3%	--	--	--

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### September



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



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# Local Market Update for September 2013

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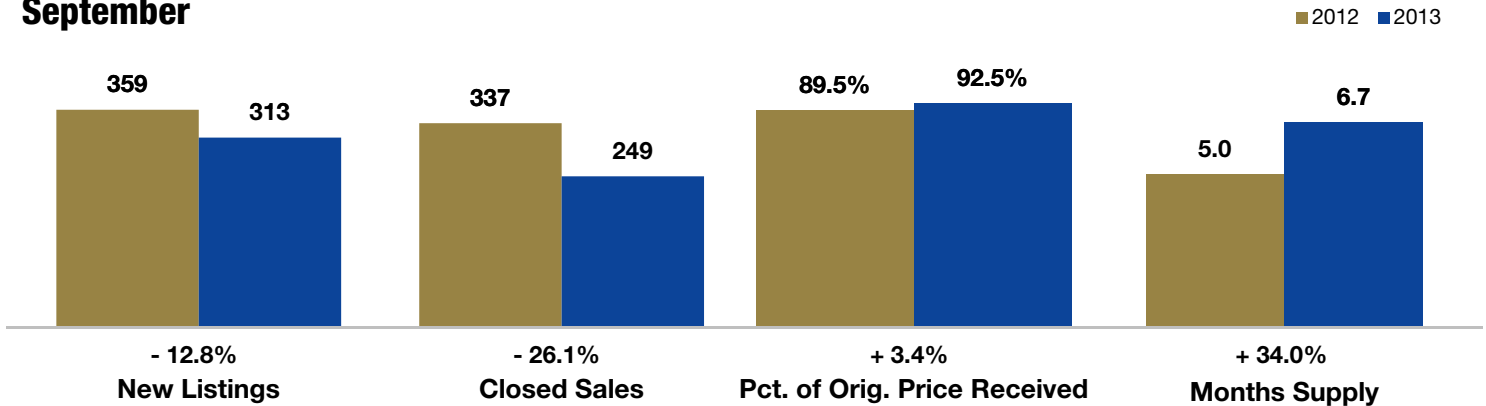


## 9 – South Central Region

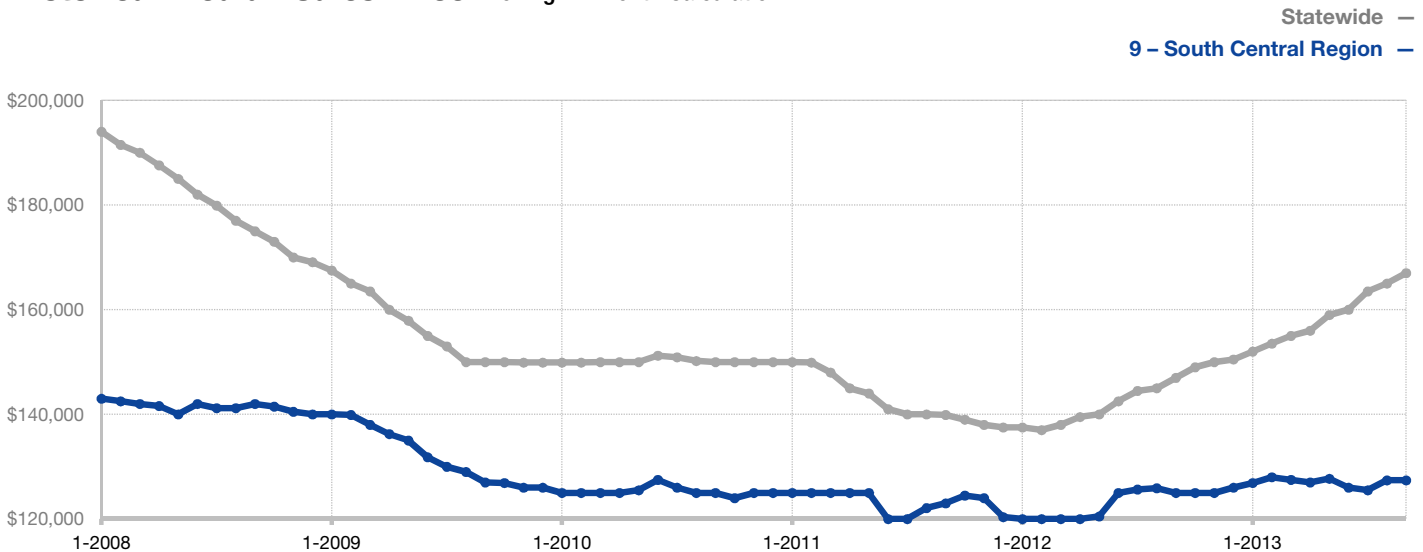
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	359	313	- 12.8%	4,554	3,214	- 29.4%
Closed Sales	337	249	- 26.1%	2,962	2,123	- 28.3%
Median Sales Price*	\$125,500	\$126,600	+ 0.9%	\$127,950	\$130,000	+ 1.6%
Percent of Original List Price Received*	89.5%	92.5%	+ 3.4%	90.6%	91.9%	+ 1.4%
Days on Market Until Sale	139	125	- 10.1%	151	137	- 9.3%
Months Supply of Inventory	5.0	6.7	+ 34.0%	--	--	--

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### September



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



# Local Market Update for September 2013

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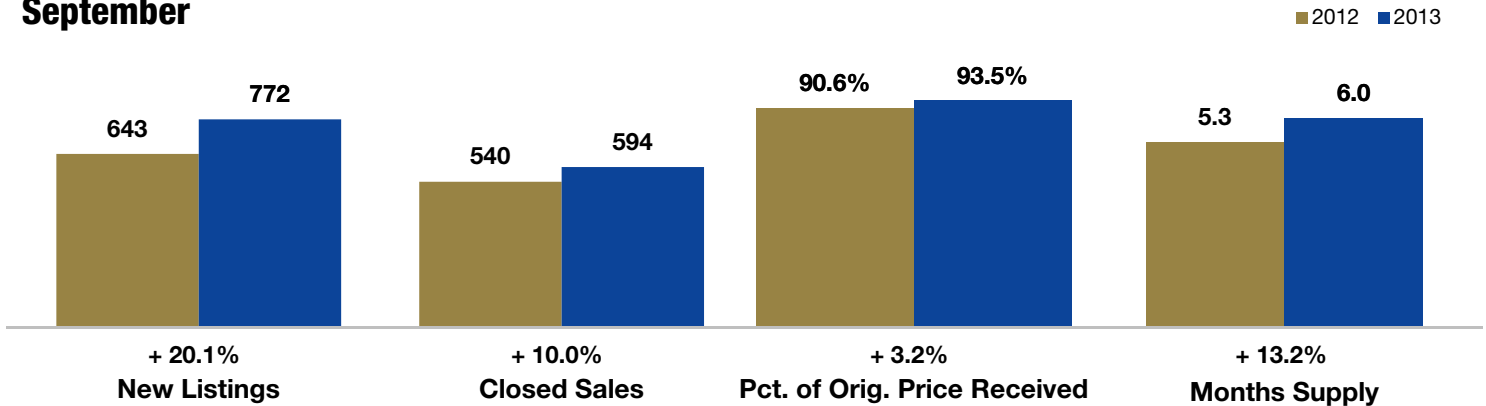


## 10 – Southeast Region

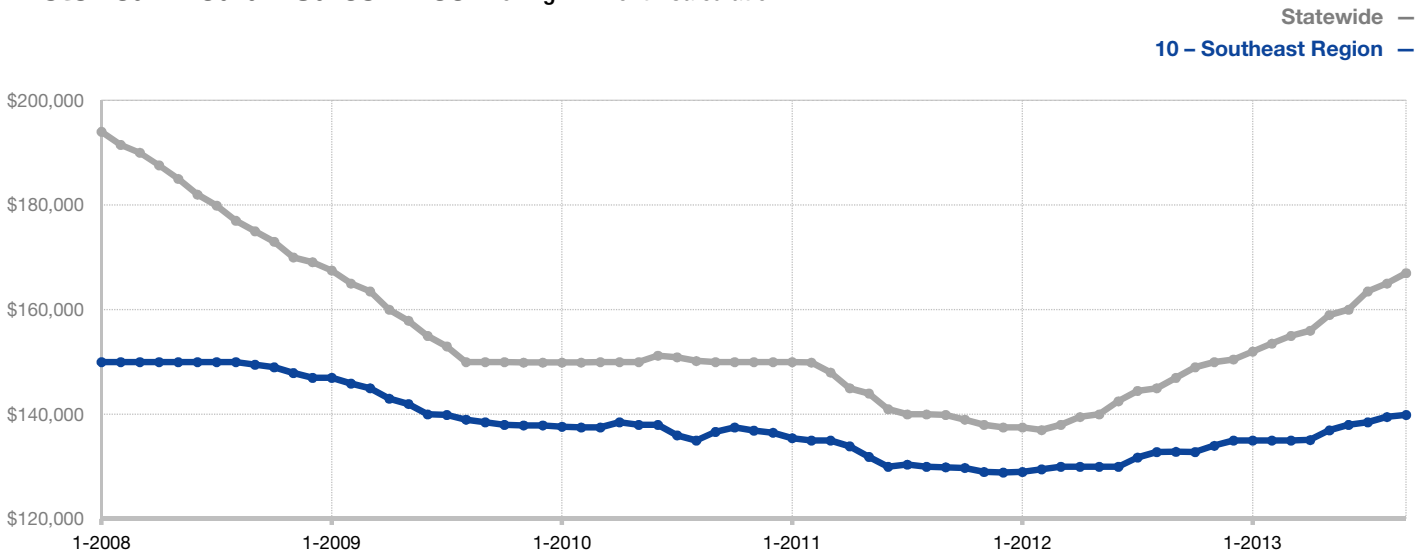
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	643	772	+ 20.1%	7,344	7,757	+ 5.6%
Closed Sales	540	594	+ 10.0%	4,992	5,155	+ 3.3%
Median Sales Price*	\$129,950	\$137,000	+ 5.4%	\$135,500	\$142,495	+ 5.2%
Percent of Original List Price Received*	90.6%	93.5%	+ 3.2%	91.4%	93.4%	+ 2.2%
Days on Market Until Sale	129	108	- 16.3%	139	115	- 17.3%
Months Supply of Inventory	5.3	6.0	+ 13.2%	--	--	--

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### September



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



# Local Market Update for September 2013

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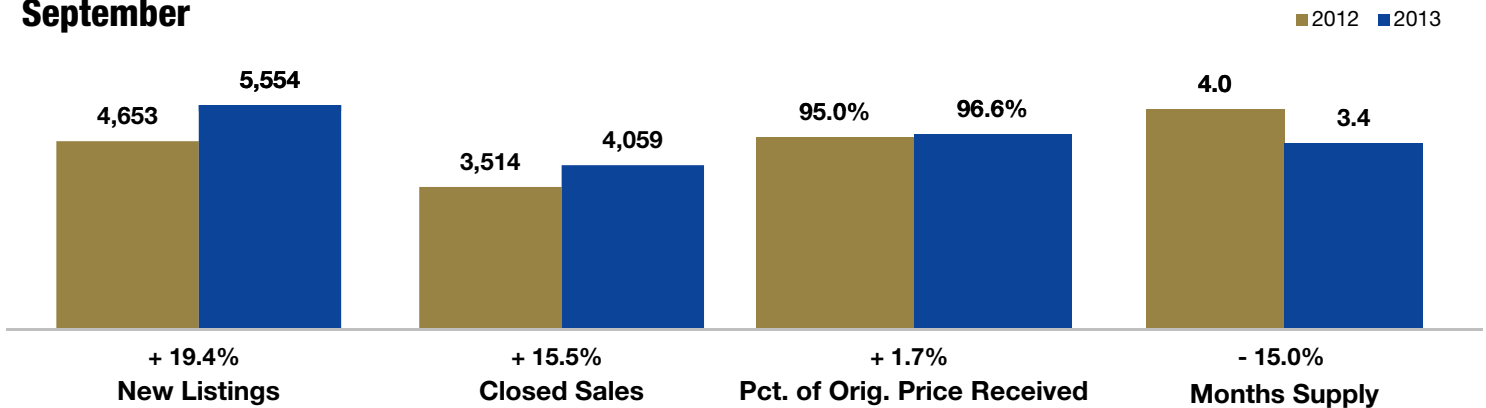


## 11 – 7-County Twin Cities Region

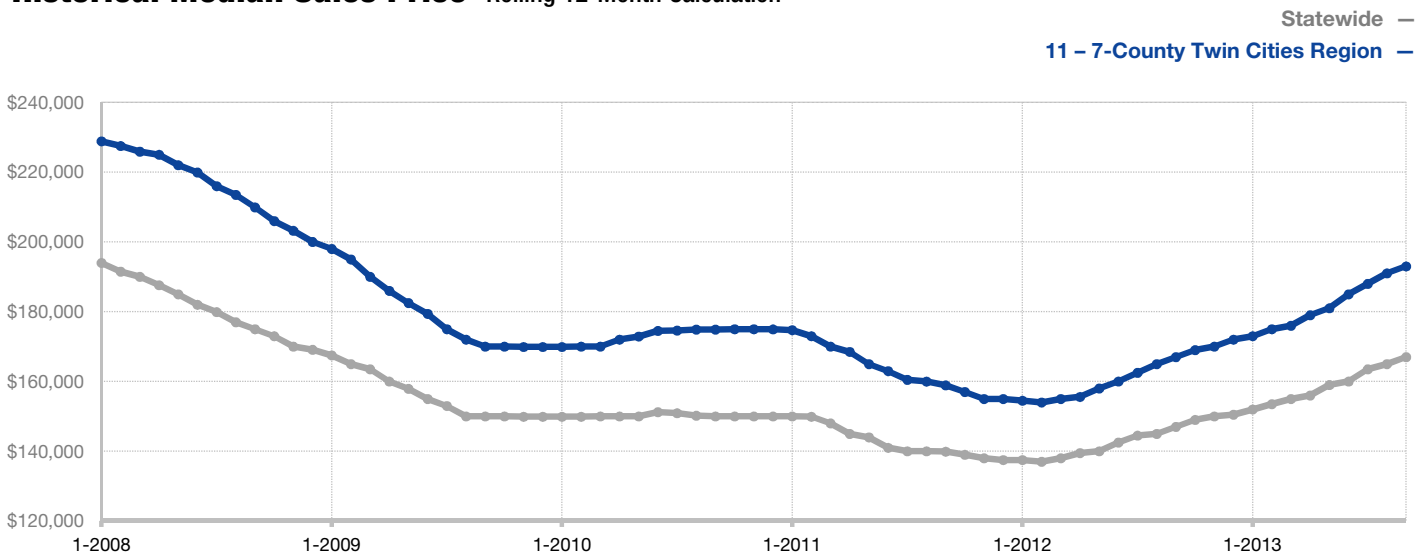
Key Metrics	September			Year to Date		
	2012	2013	Percent Change	Thru 9-2012	Thru 9-2013	Percent Change
New Listings	4,653	5,554	+ 19.4%	46,114	51,006	+ 10.6%
Closed Sales	3,514	4,059	+ 15.5%	32,251	35,688	+ 10.7%
Median Sales Price*	\$180,000	\$200,000	+ 11.1%	\$170,000	\$198,500	+ 16.8%
Percent of Original List Price Received*	95.0%	96.6%	+ 1.7%	94.0%	96.5%	+ 2.7%
Days on Market Until Sale	62	48	- 22.6%	71	53	- 25.4%
Months Supply of Inventory	4.0	3.4	- 15.0%	--	--	--

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### September



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



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