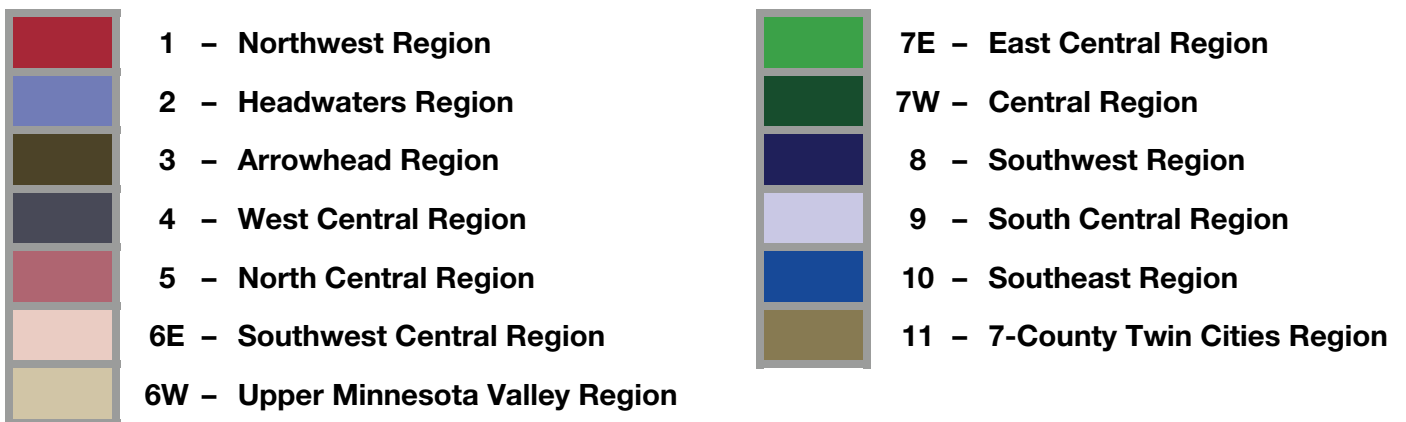
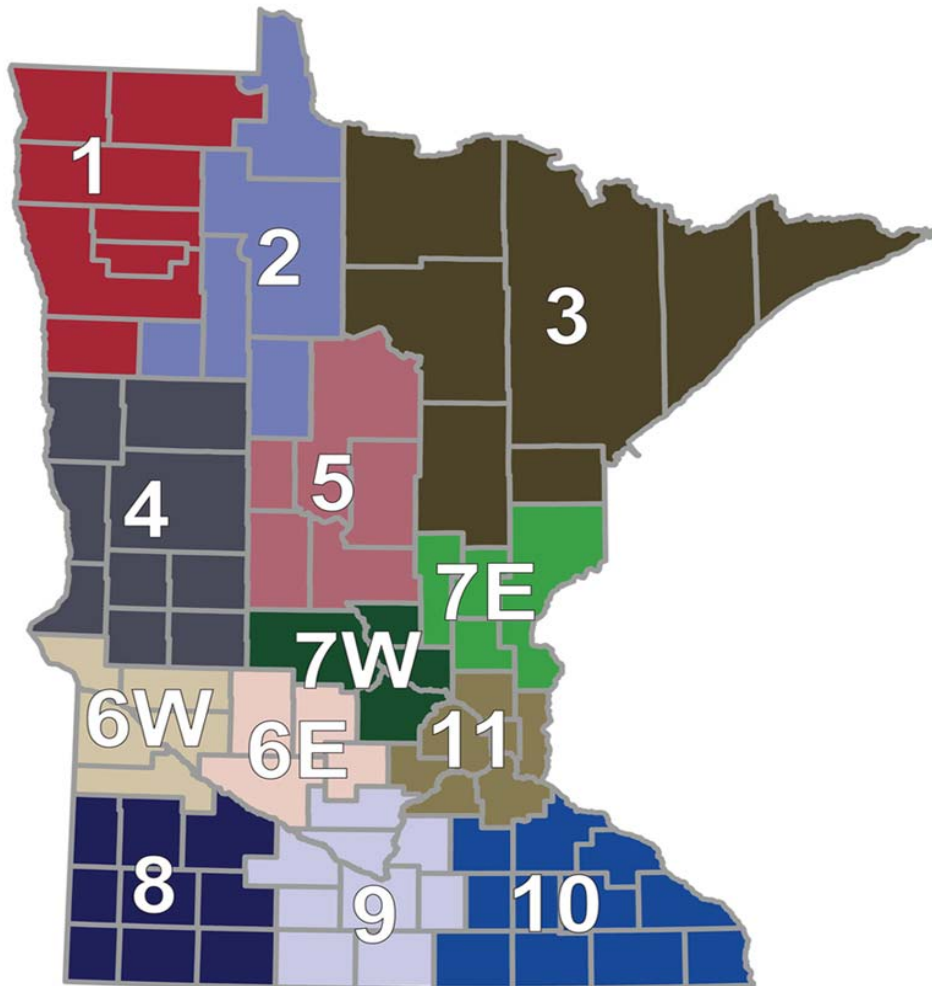


# Minnesota Regional Development Organizations



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

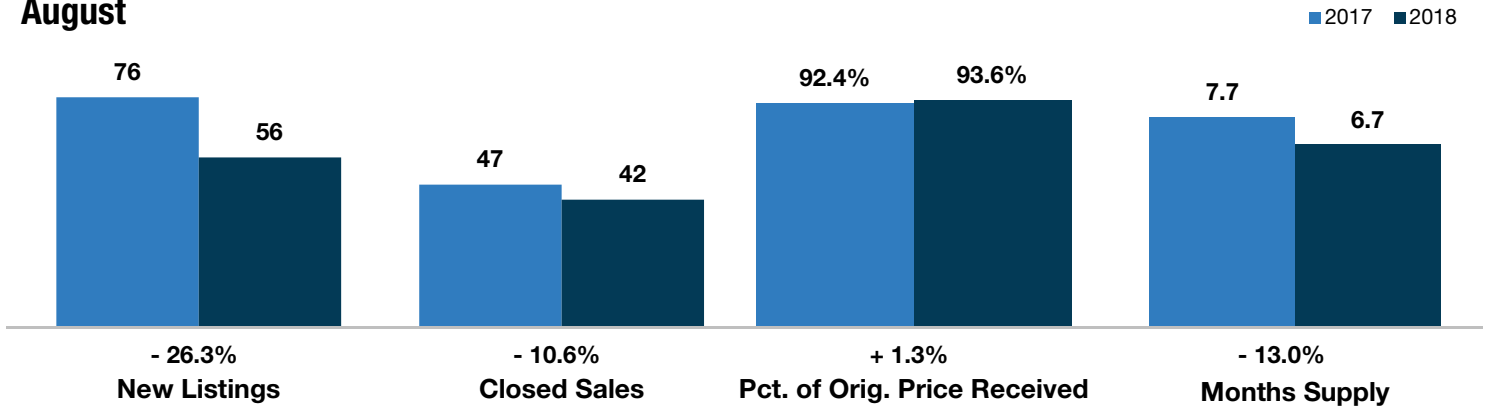


## 1 – Northwest Region

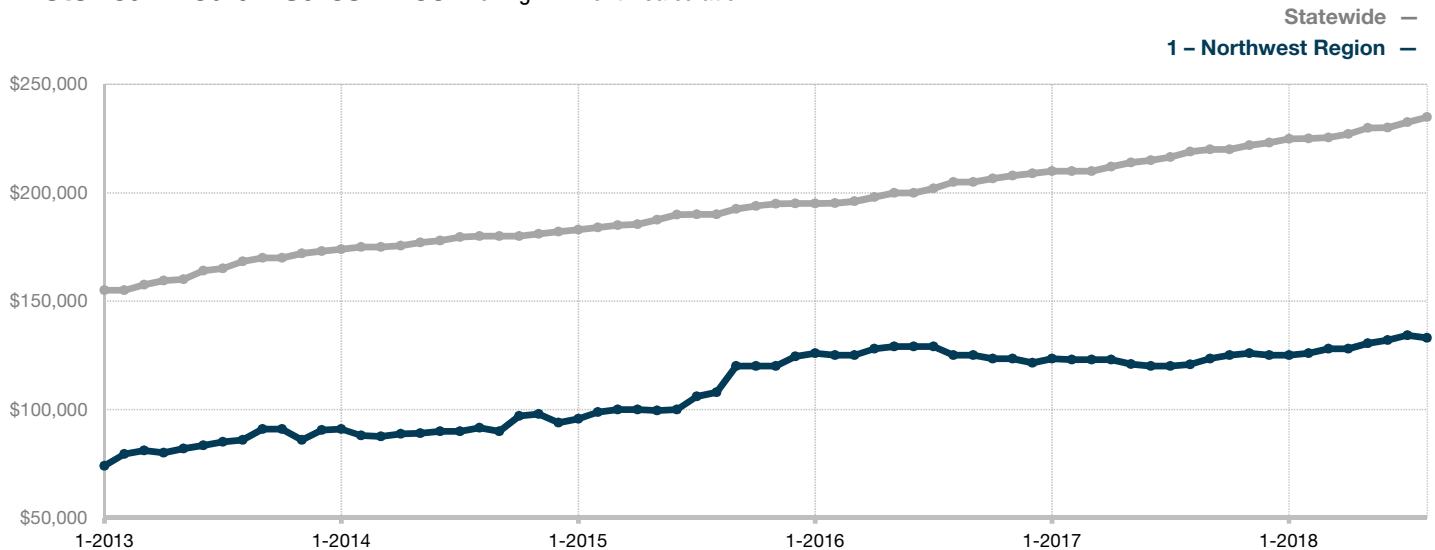
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	76	56	- 26.3%	495	460	- 7.1%
Closed Sales	47	42	- 10.6%	283	269	- 4.9%
Median Sales Price*	\$127,000	\$125,500	- 1.2%	\$125,000	\$137,500	+ 10.0%
Percent of Original List Price Received*	92.4%	93.6%	+ 1.3%	92.1%	92.3%	+ 0.2%
Days on Market Until Sale	160	116	- 27.5%	143	154	+ 7.7%
Months Supply of Inventory	7.7	6.7	- 13.0%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

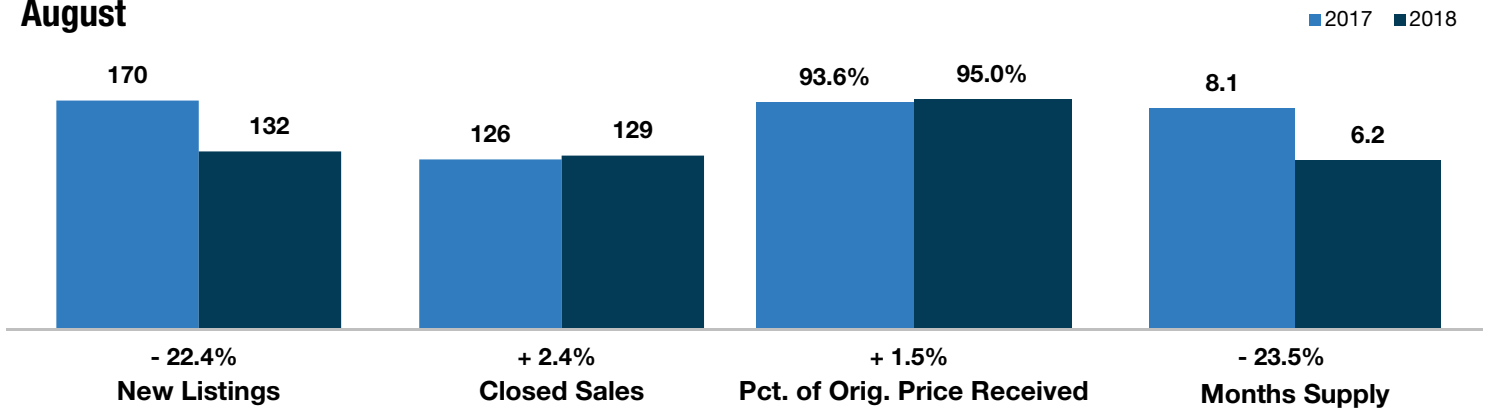


## 2 – Headwaters Region

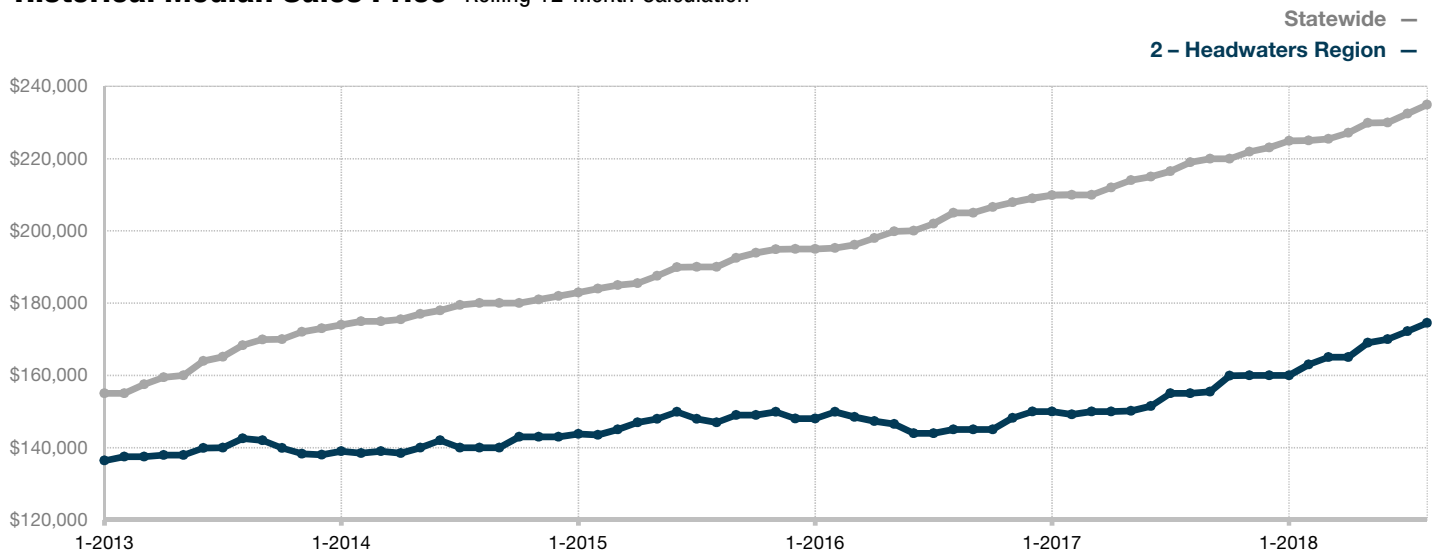
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	170	<b>132</b>	- 22.4%	1,237	<b>1,191</b>	- 3.7%
Closed Sales	126	<b>129</b>	+ 2.4%	674	<b>705</b>	+ 4.6%
Median Sales Price*	\$170,000	<b>\$179,000</b>	+ 5.3%	\$155,500	<b>\$176,250</b>	+ 13.3%
Percent of Original List Price Received*	93.6%	<b>95.0%</b>	+ 1.5%	93.8%	<b>94.6%</b>	+ 0.9%
Days on Market Until Sale	111	<b>89</b>	- 19.8%	118	<b>111</b>	- 5.9%
Months Supply of Inventory	8.1	<b>6.2</b>	- 23.5%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

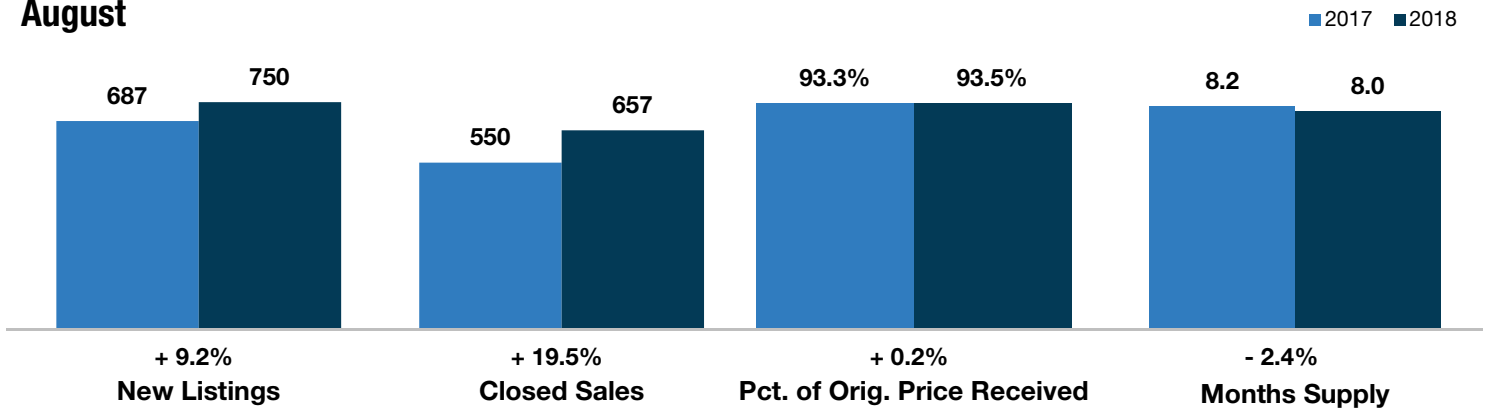


## 3 – Arrowhead Region

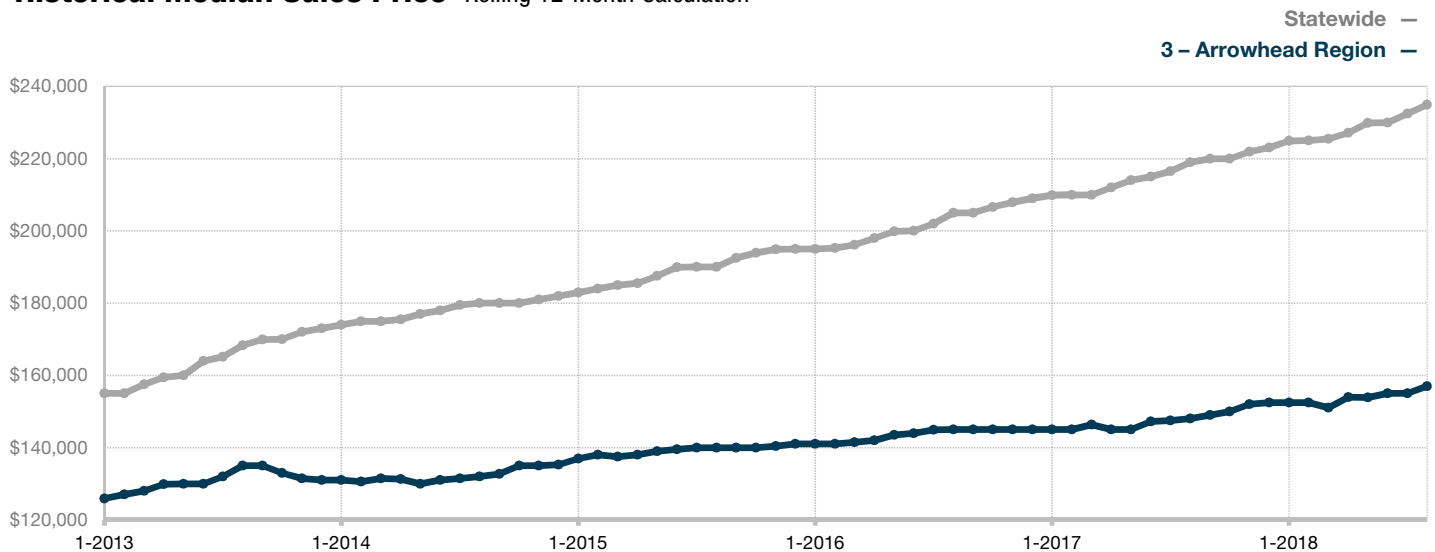
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	687	<b>750</b>	+ 9.2%	5,738	<b>5,621</b>	- 2.0%
Closed Sales	550	<b>657</b>	+ 19.5%	3,178	<b>3,140</b>	- 1.2%
Median Sales Price*	\$158,250	<b>\$168,000</b>	+ 6.2%	\$150,000	<b>\$159,000</b>	+ 6.0%
Percent of Original List Price Received*	93.3%	<b>93.5%</b>	+ 0.2%	93.3%	<b>94.1%</b>	+ 0.9%
Days on Market Until Sale	77	<b>93</b>	+ 20.8%	99	<b>97</b>	- 2.0%
Months Supply of Inventory	8.2	<b>8.0</b>	- 2.4%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

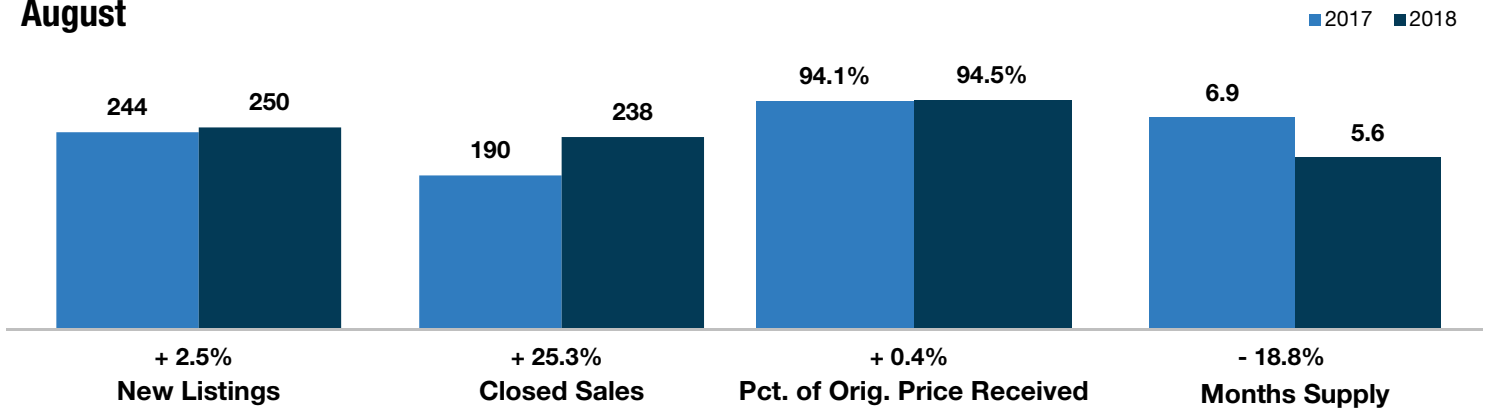


## 4 – West Central Region

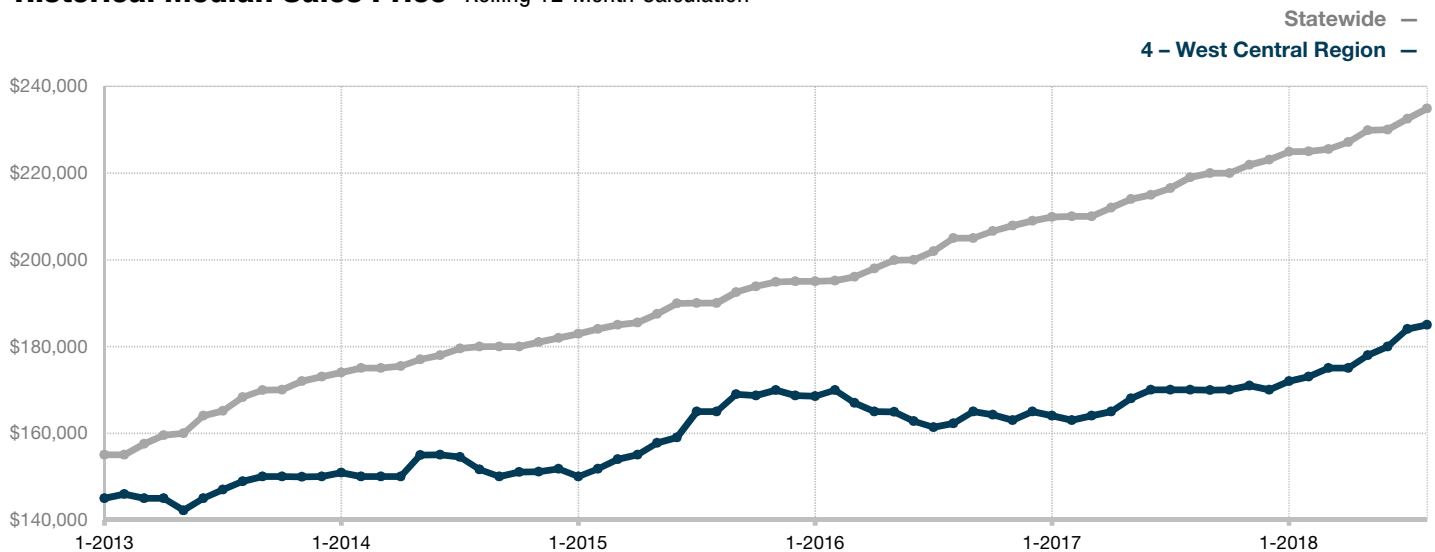
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	244	250	+ 2.5%	2,087	2,063	- 1.1%
Closed Sales	190	238	+ 25.3%	1,239	1,369	+ 10.5%
Median Sales Price*	\$168,900	\$197,000	+ 16.6%	\$170,000	\$194,900	+ 14.6%
Percent of Original List Price Received*	94.1%	94.5%	+ 0.4%	94.8%	94.6%	- 0.2%
Days on Market Until Sale	72	82	+ 13.9%	79	82	+ 3.8%
Months Supply of Inventory	6.9	5.6	- 18.8%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

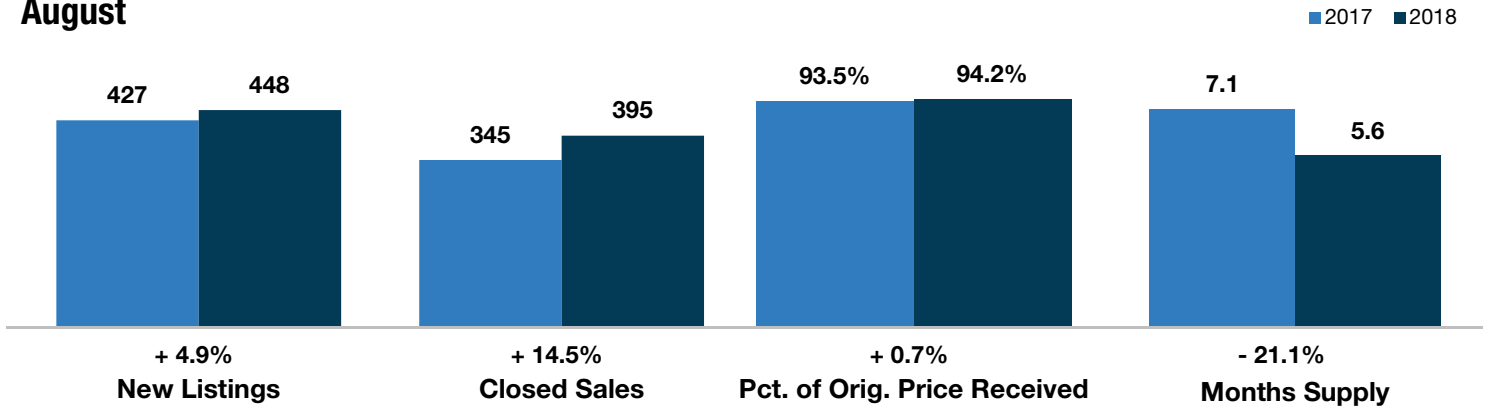


## 5 – North Central Region

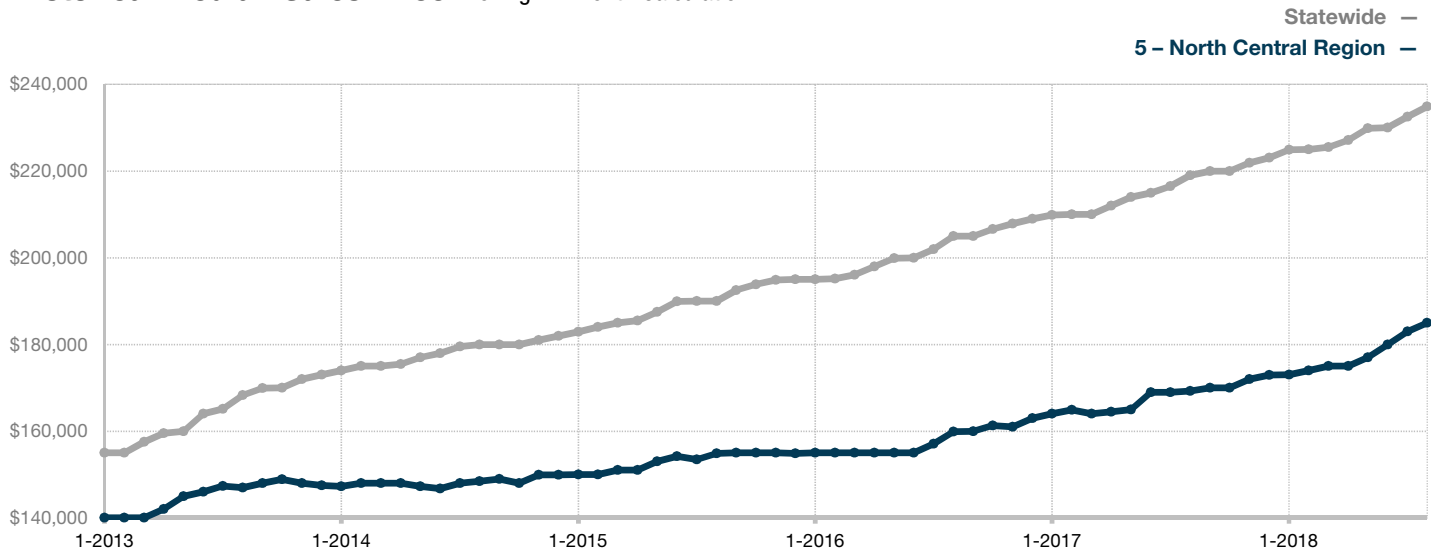
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	427	<b>448</b>	+ 4.9%	3,472	<b>3,277</b>	- 5.6%
Closed Sales	345	<b>395</b>	+ 14.5%	2,028	<b>2,019</b>	- 0.4%
Median Sales Price*	\$177,000	<b>\$189,900</b>	+ 7.3%	\$170,000	<b>\$187,000</b>	+ 10.0%
Percent of Original List Price Received*	93.5%	<b>94.2%</b>	+ 0.7%	93.9%	<b>94.6%</b>	+ 0.7%
Days on Market Until Sale	91	<b>78</b>	- 14.3%	92	<b>84</b>	- 8.7%
Months Supply of Inventory	7.1	<b>5.6</b>	- 21.1%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

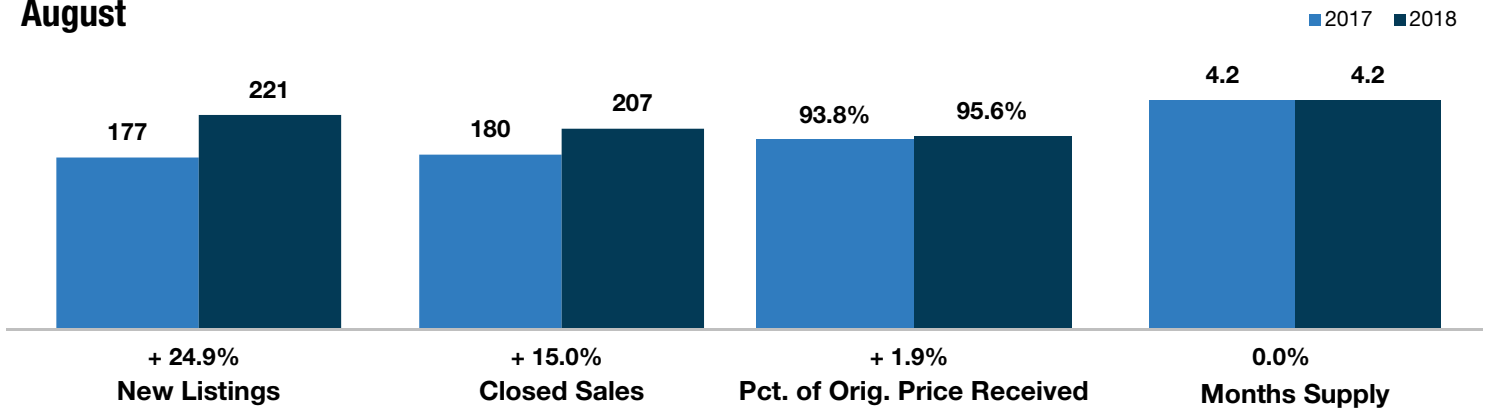


## 6E – Southwest Central Region

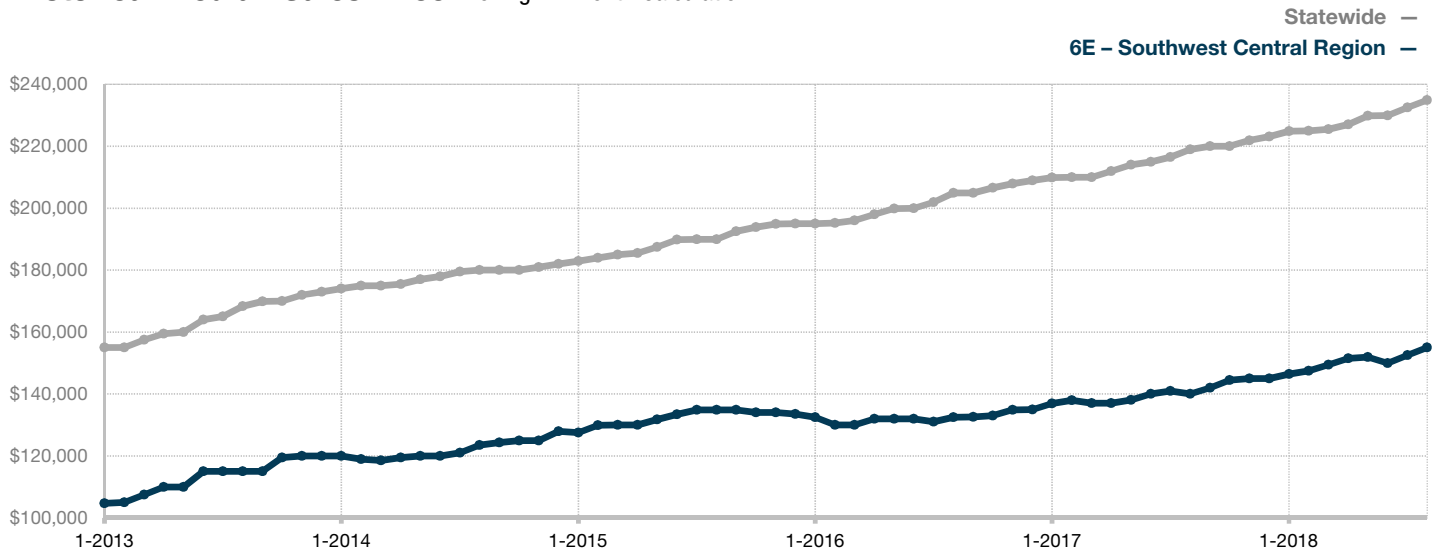
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	177	221	+ 24.9%	1,464	1,533	+ 4.7%
Closed Sales	180	207	+ 15.0%	1,040	1,100	+ 5.8%
Median Sales Price*	\$136,500	\$170,400	+ 24.8%	\$142,375	\$159,000	+ 11.7%
Percent of Original List Price Received*	93.8%	95.6%	+ 1.9%	94.8%	95.8%	+ 1.1%
Days on Market Until Sale	67	57	- 14.9%	76	68	- 10.5%
Months Supply of Inventory	4.2	4.2	0.0%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

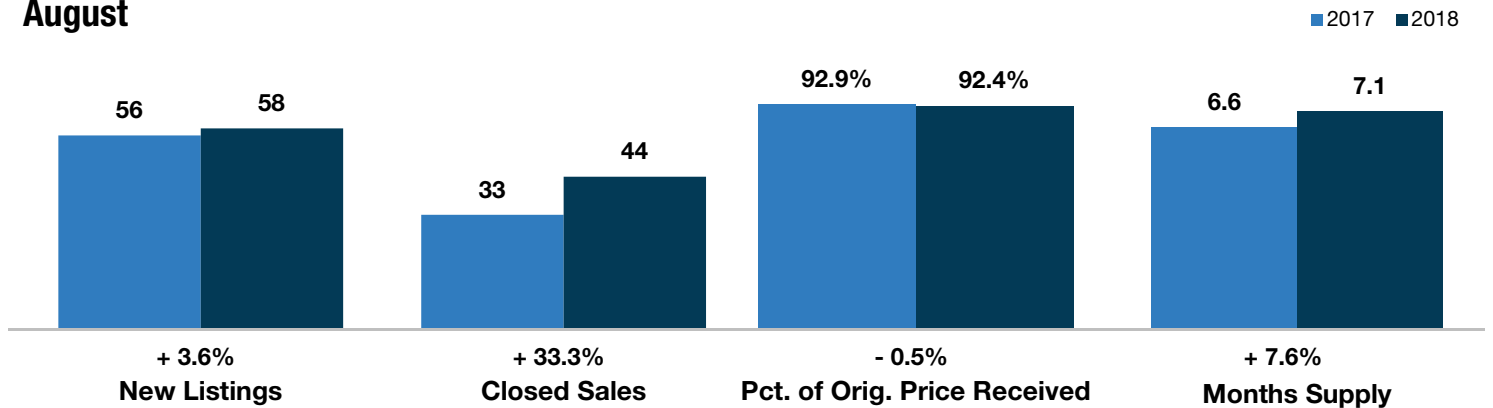


## 6W – Upper Minnesota Valley Region

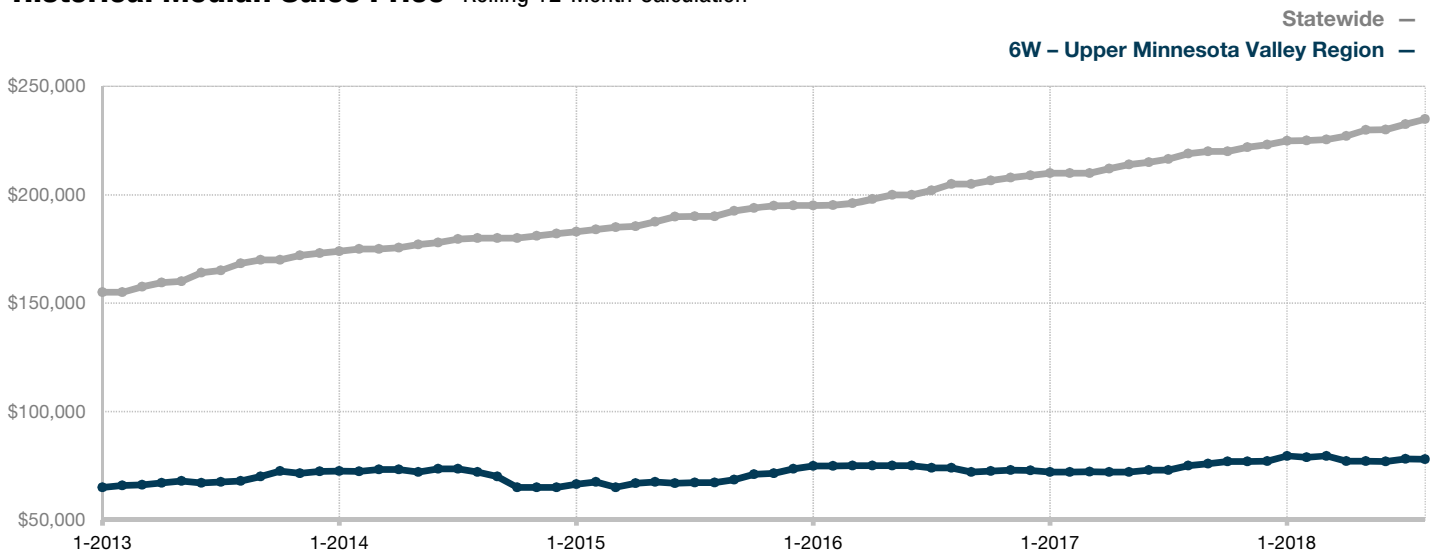
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	56	58	+ 3.6%	338	376	+ 11.2%
Closed Sales	33	44	+ 33.3%	262	259	- 1.1%
Median Sales Price*	\$92,350	\$93,500	+ 1.2%	\$75,000	\$75,000	0.0%
Percent of Original List Price Received*	92.9%	92.4%	- 0.5%	89.2%	88.8%	- 0.4%
Days on Market Until Sale	69	88	+ 27.5%	136	120	- 11.8%
Months Supply of Inventory	6.6	7.1	+ 7.6%	--	--	--

\* 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.

### August



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





# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

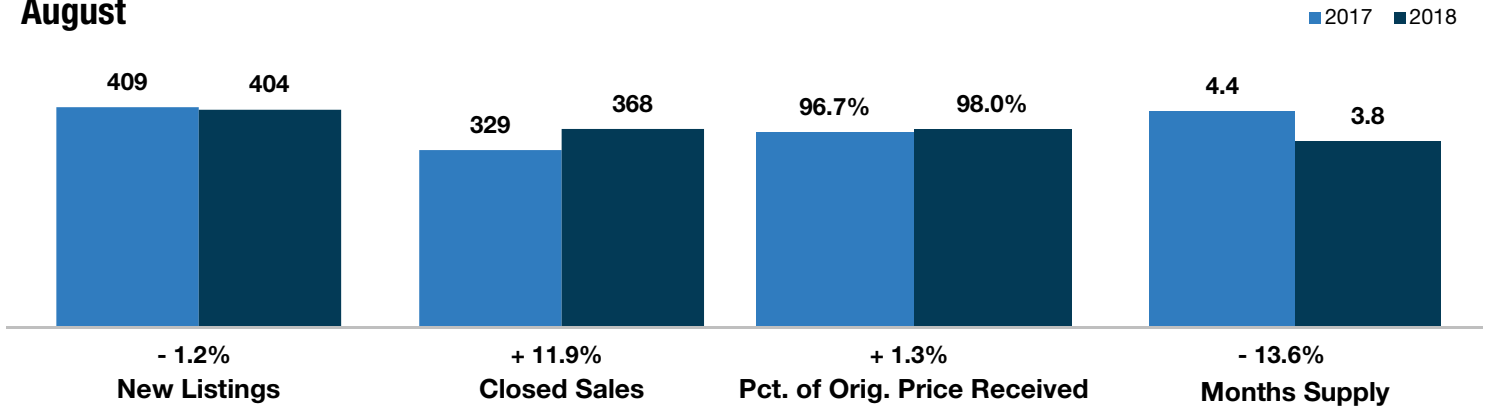


## 7E – East Central Region

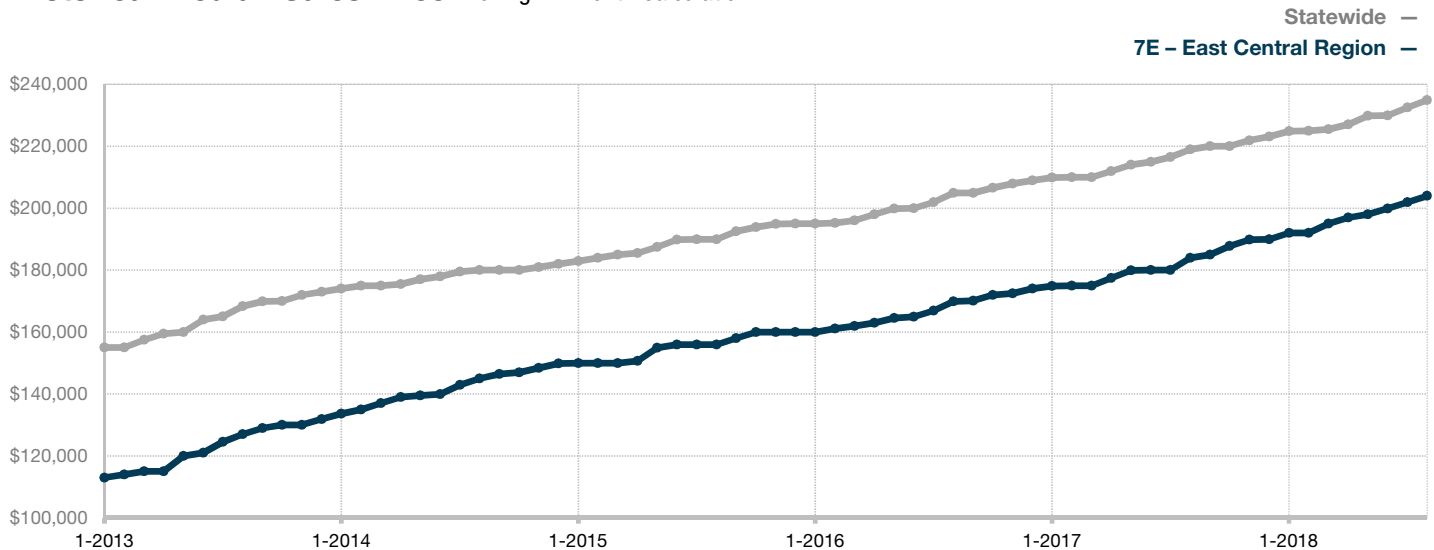
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	409	<b>404</b>	- 1.2%	3,073	<b>3,075</b>	+ 0.1%
Closed Sales	329	<b>368</b>	+ 11.9%	1,925	<b>1,943</b>	+ 0.9%
Median Sales Price*	\$205,000	<b>\$212,100</b>	+ 3.5%	\$189,500	<b>\$210,000</b>	+ 10.8%
Percent of Original List Price Received*	96.7%	<b>98.0%</b>	+ 1.3%	96.8%	<b>97.3%</b>	+ 0.5%
Days on Market Until Sale	53	<b>47</b>	- 11.3%	62	<b>53</b>	- 14.5%
Months Supply of Inventory	4.4	<b>3.8</b>	- 13.6%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

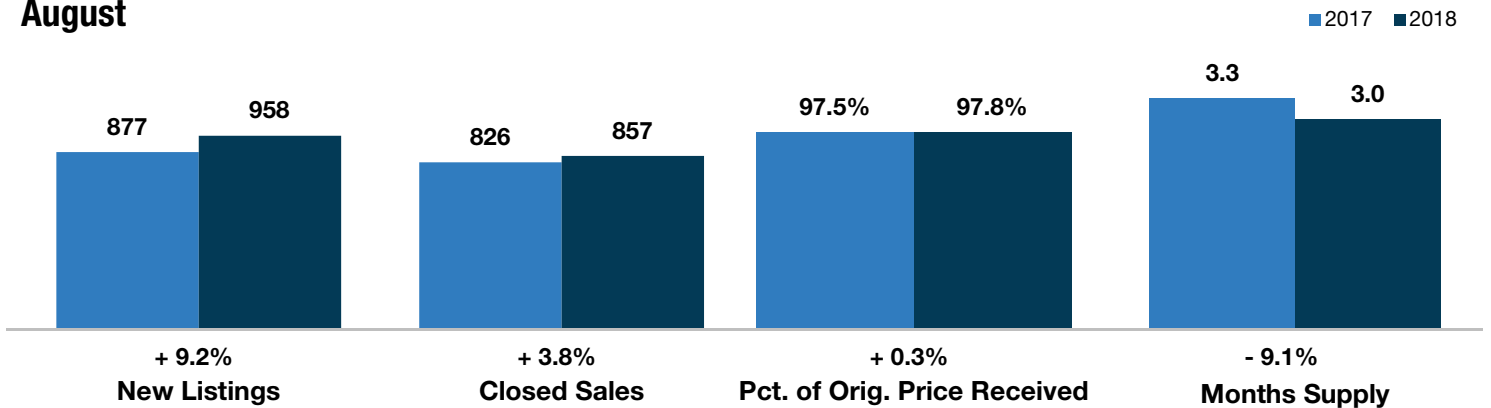


## 7W – Central Region

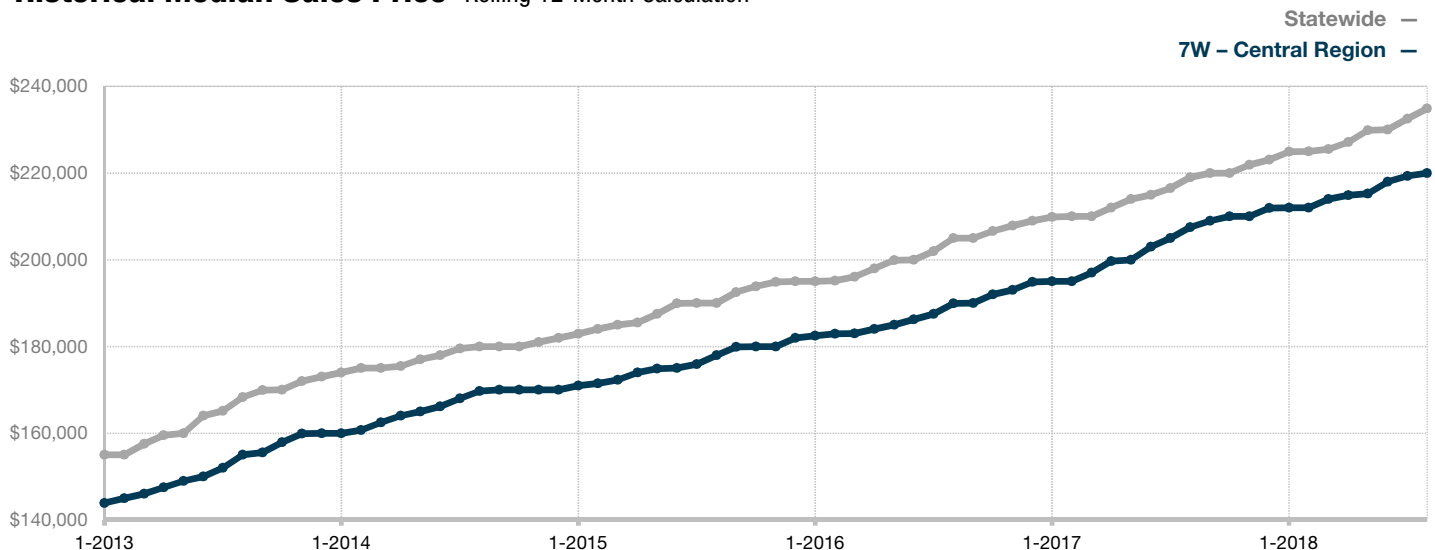
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	877	<b>958</b>	+ 9.2%	7,160	<b>7,178</b>	+ 0.3%
Closed Sales	826	<b>857</b>	+ 3.8%	5,083	<b>4,943</b>	- 2.8%
Median Sales Price*	\$220,000	<b>\$235,500</b>	+ 7.0%	\$212,000	<b>\$225,000</b>	+ 6.1%
Percent of Original List Price Received*	97.5%	<b>97.8%</b>	+ 0.3%	97.7%	<b>98.3%</b>	+ 0.6%
Days on Market Until Sale	45	<b>40</b>	- 11.1%	50	<b>46</b>	- 8.0%
Months Supply of Inventory	3.3	<b>3.0</b>	- 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

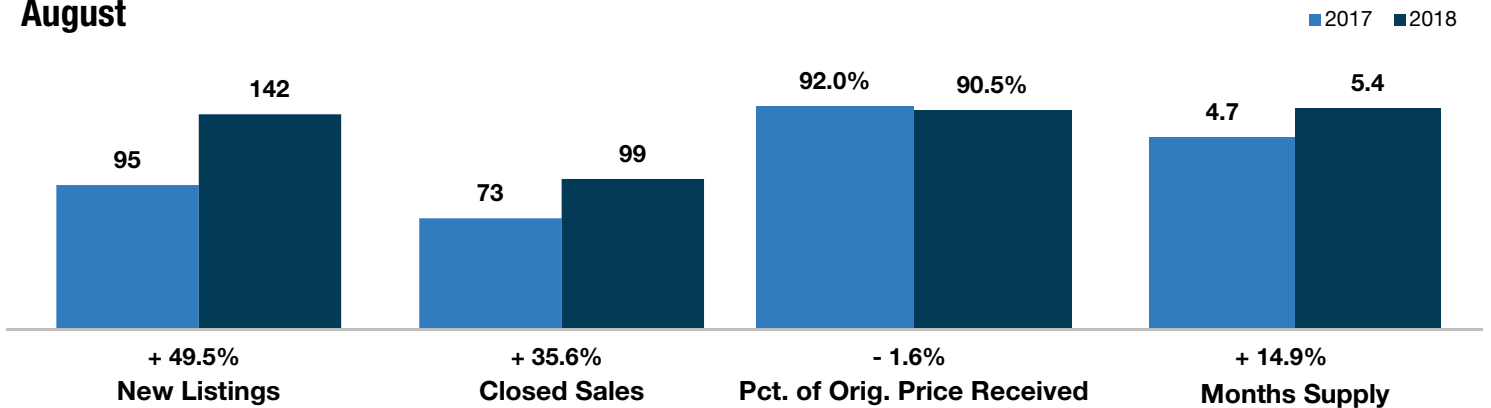


## 8 – Southwest Region

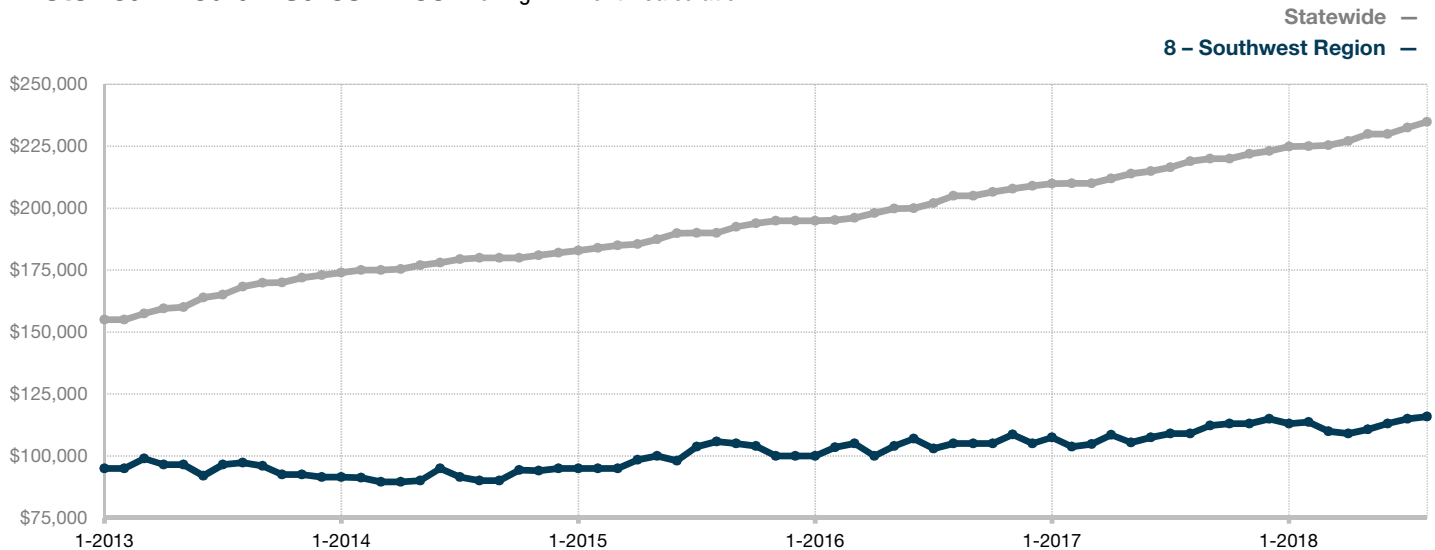
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	95	<b>142</b>	+ 49.5%	673	<b>850</b>	+ 26.3%
Closed Sales	73	<b>99</b>	+ 35.6%	505	<b>622</b>	+ 23.2%
Median Sales Price*	\$136,000	<b>\$128,000</b>	- 5.9%	\$116,800	<b>\$118,000</b>	+ 1.0%
Percent of Original List Price Received*	92.0%	<b>90.5%</b>	- 1.6%	91.8%	<b>91.6%</b>	- 0.2%
Days on Market Until Sale	93	<b>91</b>	- 2.2%	104	<b>86</b>	- 17.3%
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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

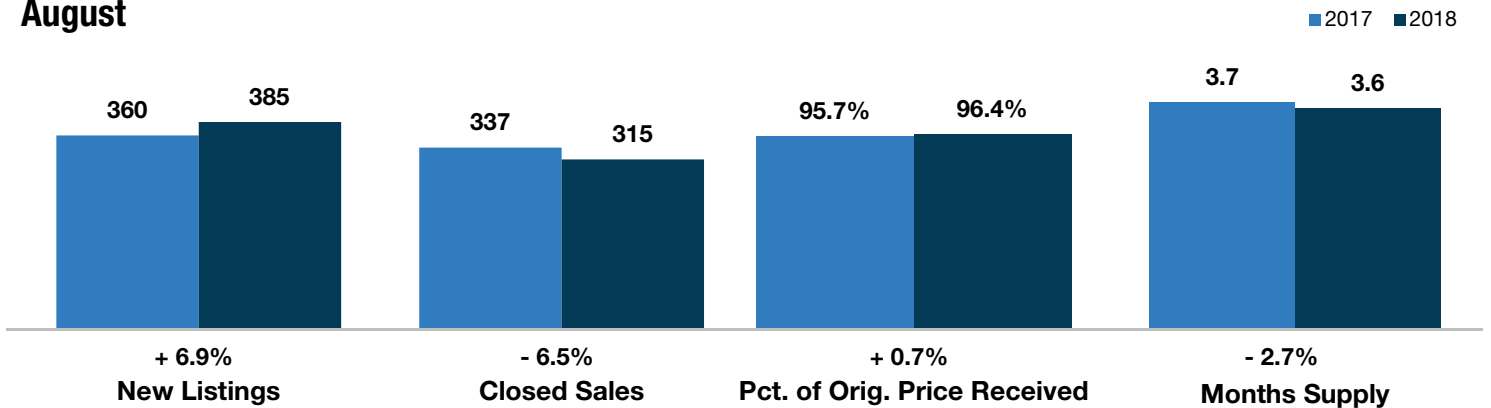


## 9 – South Central Region

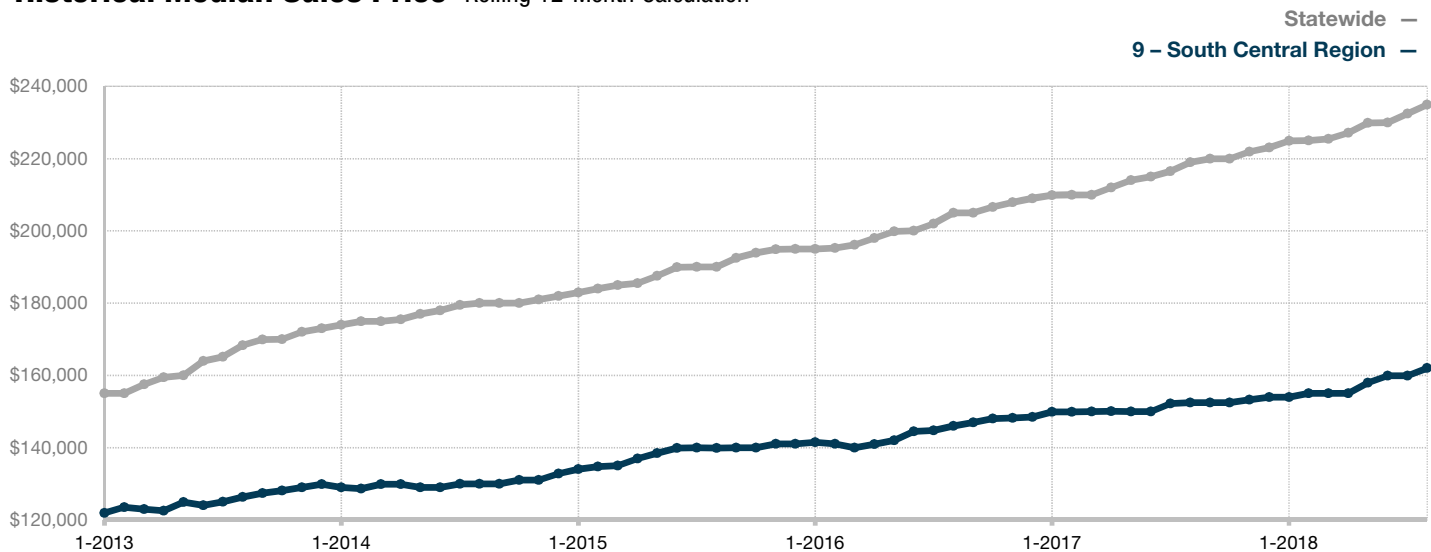
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	360	<b>385</b>	+ 6.9%	2,746	<b>2,716</b>	- 1.1%
Closed Sales	337	<b>315</b>	- 6.5%	2,081	<b>1,998</b>	- 4.0%
Median Sales Price*	\$155,000	<b>\$180,000</b>	+ 16.1%	\$154,400	<b>\$168,000</b>	+ 8.8%
Percent of Original List Price Received*	95.7%	<b>96.4%</b>	+ 0.7%	95.0%	<b>95.9%</b>	+ 0.9%
Days on Market Until Sale	84	<b>73</b>	- 13.1%	101	<b>89</b>	- 11.9%
Months Supply of Inventory	3.7	<b>3.6</b>	- 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

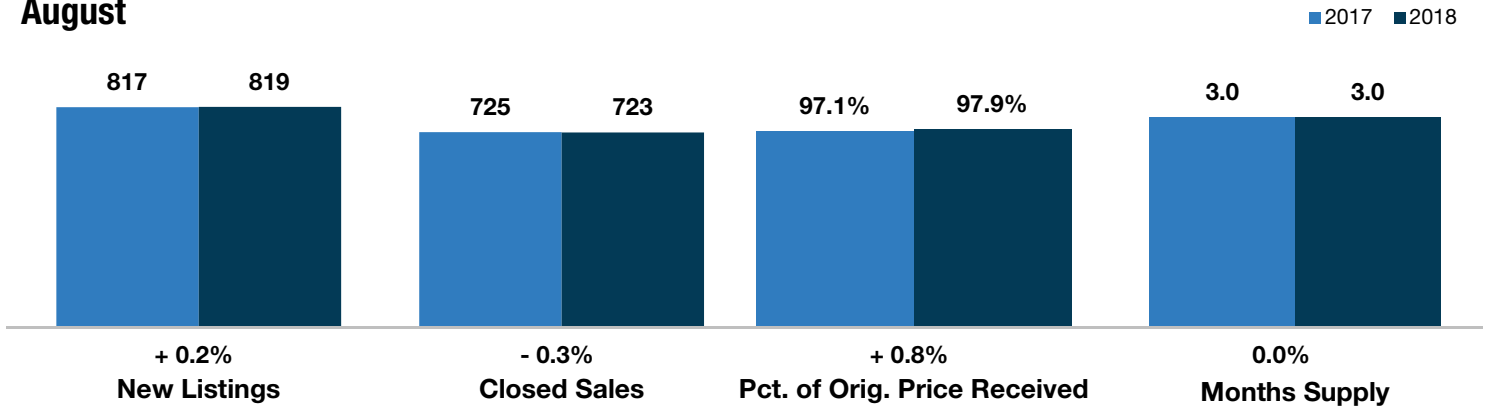


## 10 – Southeast Region

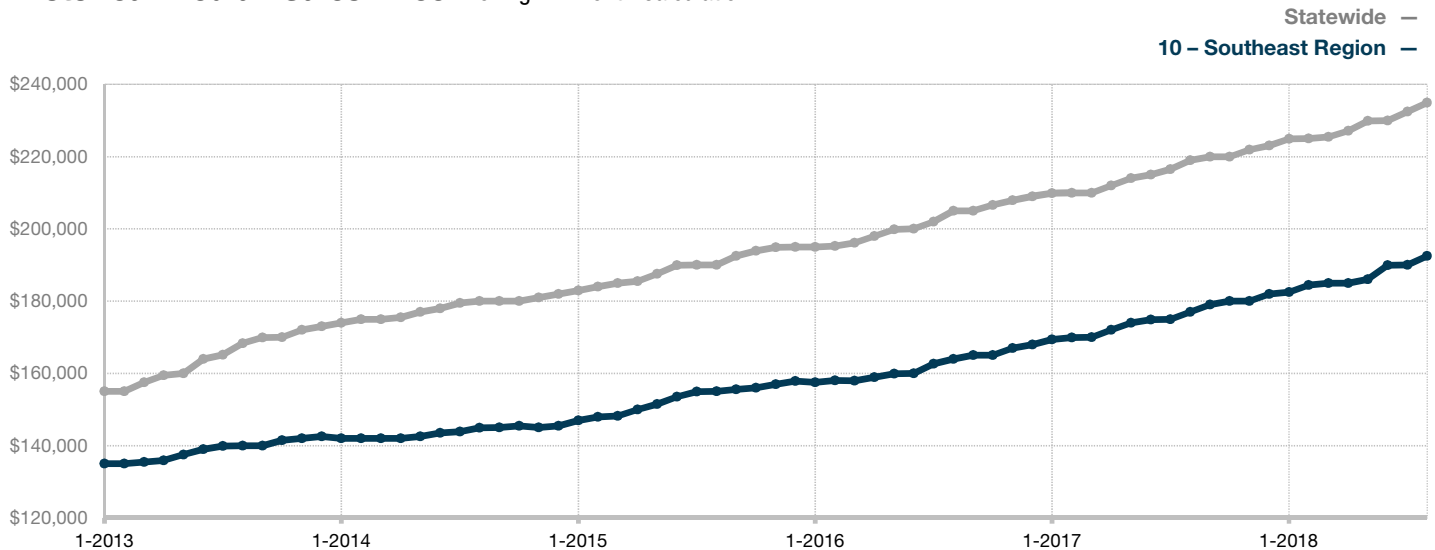
Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	817	<b>819</b>	+ 0.2%	6,280	<b>6,034</b>	- 3.9%
Closed Sales	725	<b>723</b>	- 0.3%	4,904	<b>4,674</b>	- 4.7%
Median Sales Price*	\$193,000	<b>\$214,000</b>	+ 10.9%	\$182,000	<b>\$199,000</b>	+ 9.3%
Percent of Original List Price Received*	97.1%	<b>97.9%</b>	+ 0.8%	97.2%	<b>97.4%</b>	+ 0.2%
Days on Market Until Sale	51	<b>48</b>	- 5.9%	63	<b>58</b>	- 7.9%
Months Supply of Inventory	3.0	<b>3.0</b>	0.0%	--	--	--

\* 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.

### August



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



# Local Market Update for August 2018

A Research Tool Provided by the Minnesota Association of REALTORS®

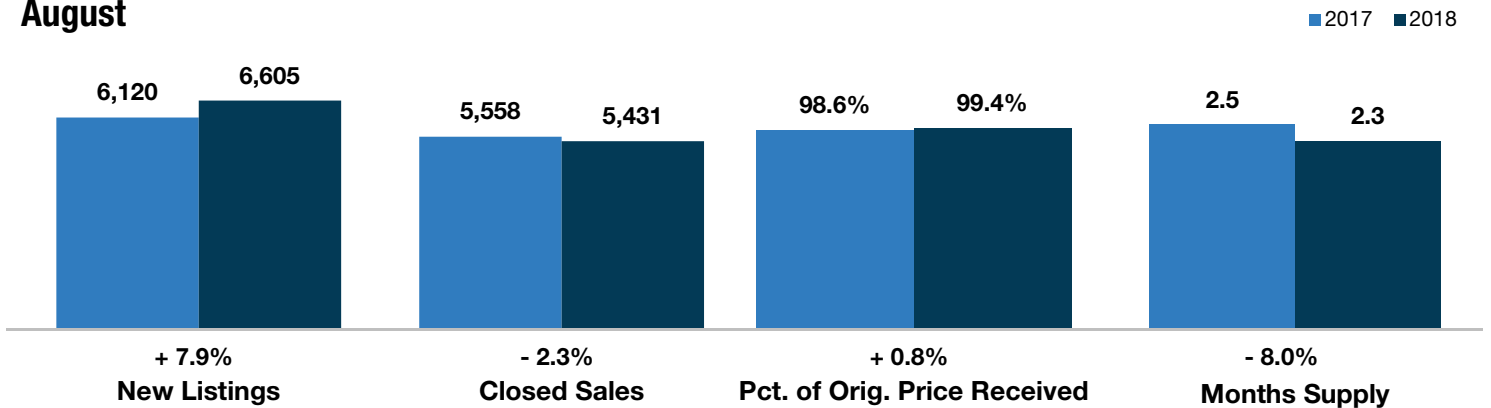


## 11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	6,120	<b>6,605</b>	+ 7.9%	49,049	<b>47,347</b>	- 3.5%
Closed Sales	5,558	<b>5,431</b>	- 2.3%	35,540	<b>33,870</b>	- 4.7%
Median Sales Price*	\$257,138	<b>\$273,000</b>	+ 6.2%	\$252,000	<b>\$270,700</b>	+ 7.4%
Percent of Original List Price Received*	98.6%	<b>99.4%</b>	+ 0.8%	98.8%	<b>99.6%</b>	+ 0.8%
Days on Market Until Sale	36	<b>32</b>	- 11.1%	39	<b>35</b>	- 10.3%
Months Supply of Inventory	2.5	<b>2.3</b>	- 8.0%	--	--	--

\* 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.

### August



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

