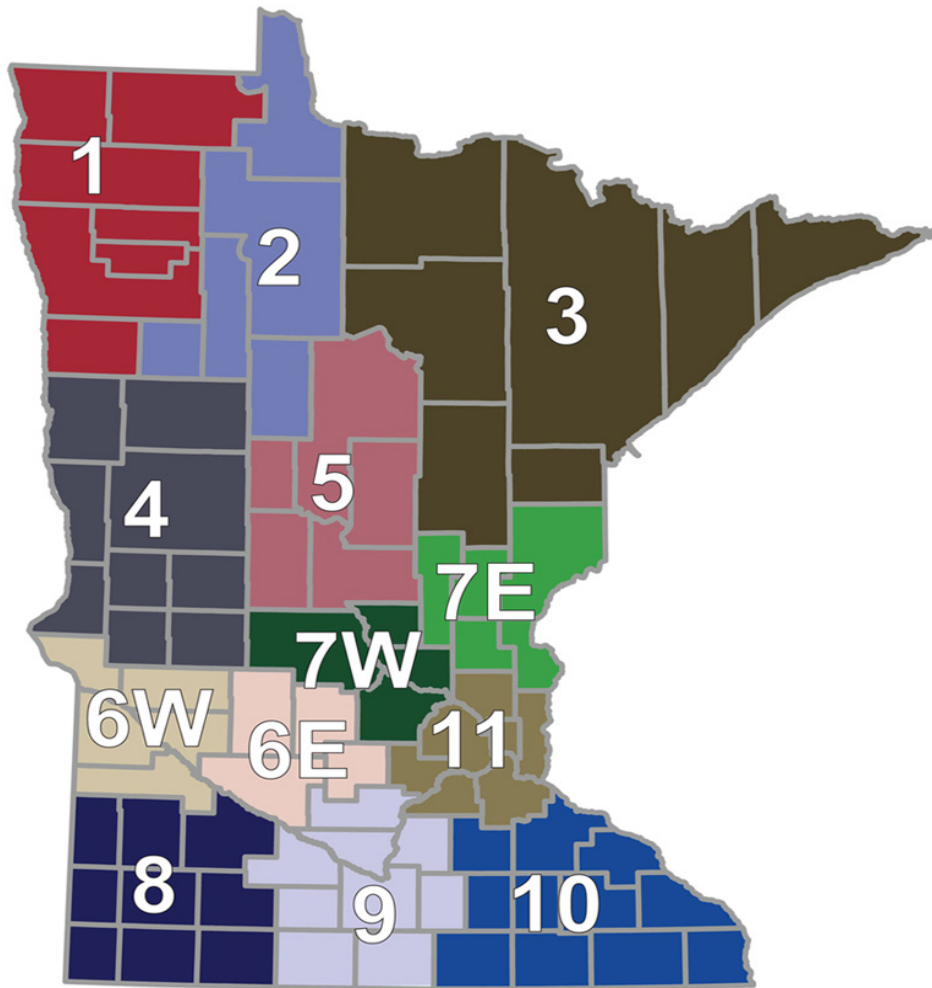


Minnesota Regional Development Organizations



- 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 July 2018

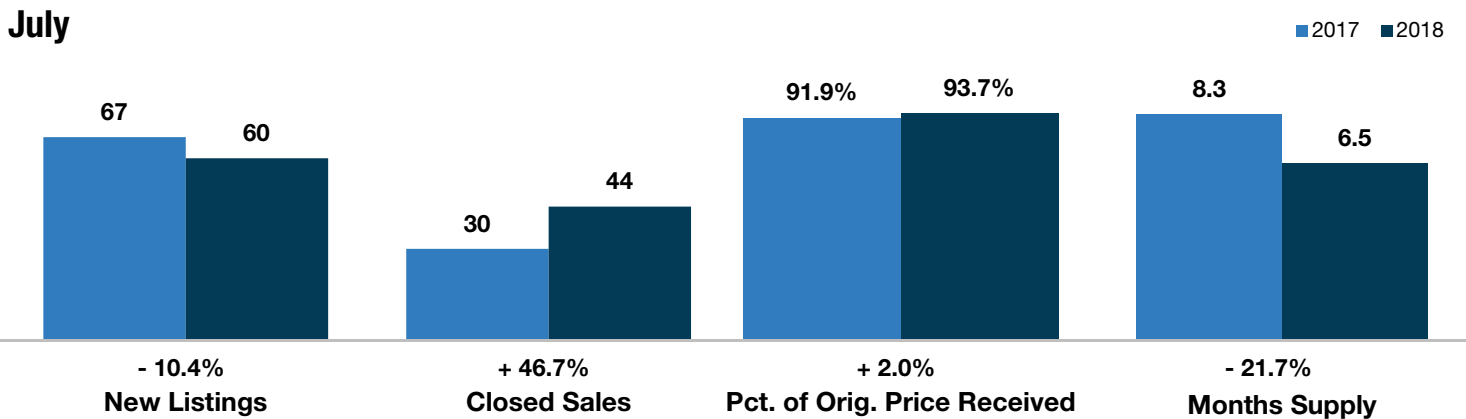
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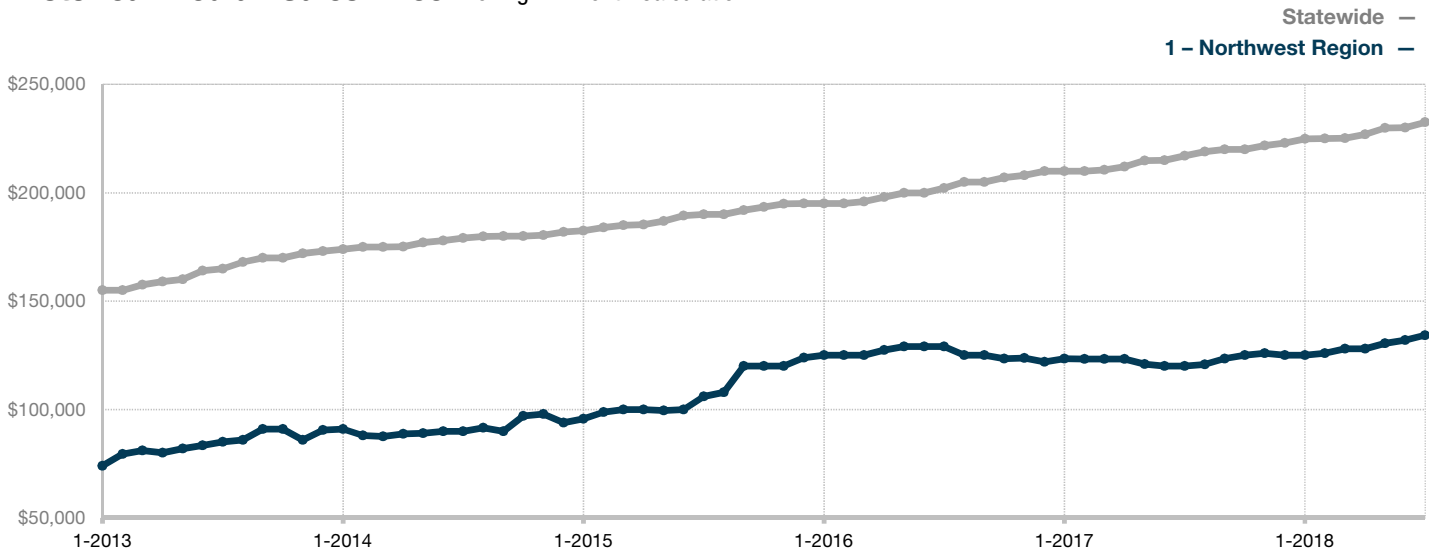
1 – Northwest Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	67	60	- 10.4%	419	404	- 3.6%
Closed Sales	30	44	+ 46.7%	236	225	- 4.7%
Median Sales Price*	\$124,000	\$158,500	+ 27.8%	\$120,000	\$140,000	+ 16.7%
Percent of Original List Price Received*	91.9%	93.7%	+ 2.0%	92.0%	91.9%	- 0.1%
Days on Market Until Sale	103	140	+ 35.9%	140	161	+ 15.0%
Months Supply of Inventory	8.3	6.5	- 21.7%	--	--	--

* 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.



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

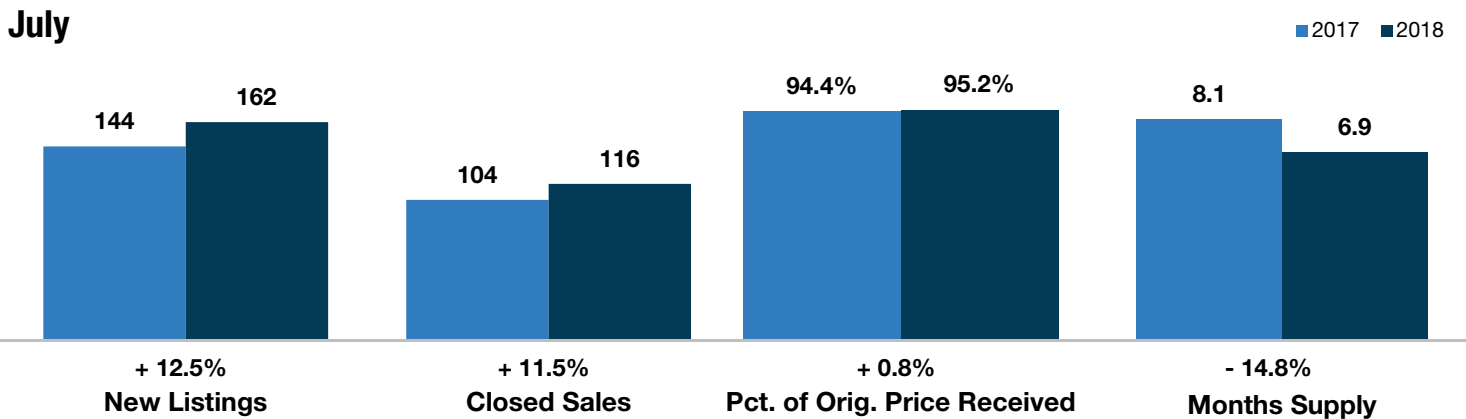
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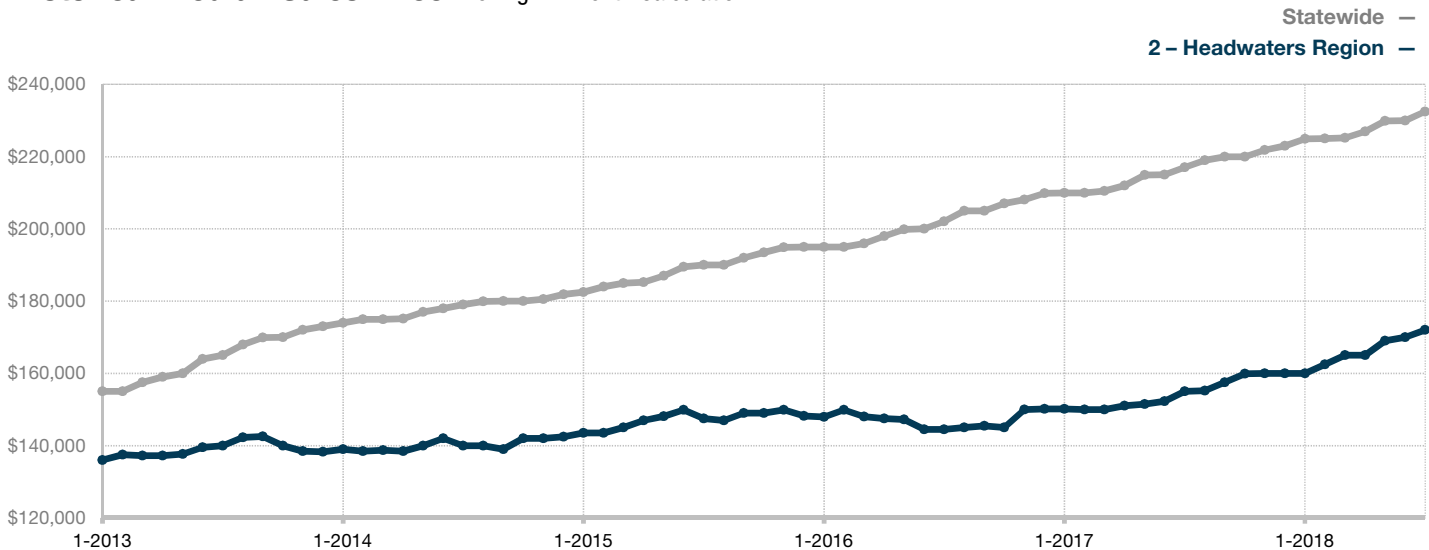
2 – Headwaters Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	144	162	+ 12.5%	1,065	1,057	- 0.8%
Closed Sales	104	116	+ 11.5%	539	583	+ 8.2%
Median Sales Price*	\$165,000	\$184,900	+ 12.1%	\$155,000	\$175,000	+ 12.9%
Percent of Original List Price Received*	94.4%	95.2%	+ 0.8%	93.8%	94.4%	+ 0.6%
Days on Market Until Sale	109	89	- 18.3%	120	115	- 4.2%
Months Supply of Inventory	8.1	6.9	- 14.8%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

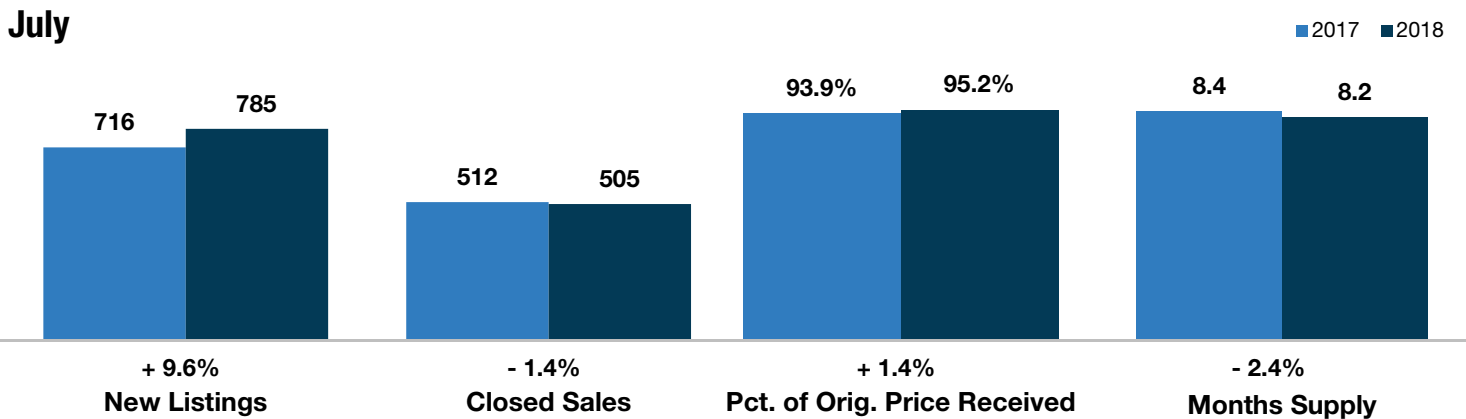
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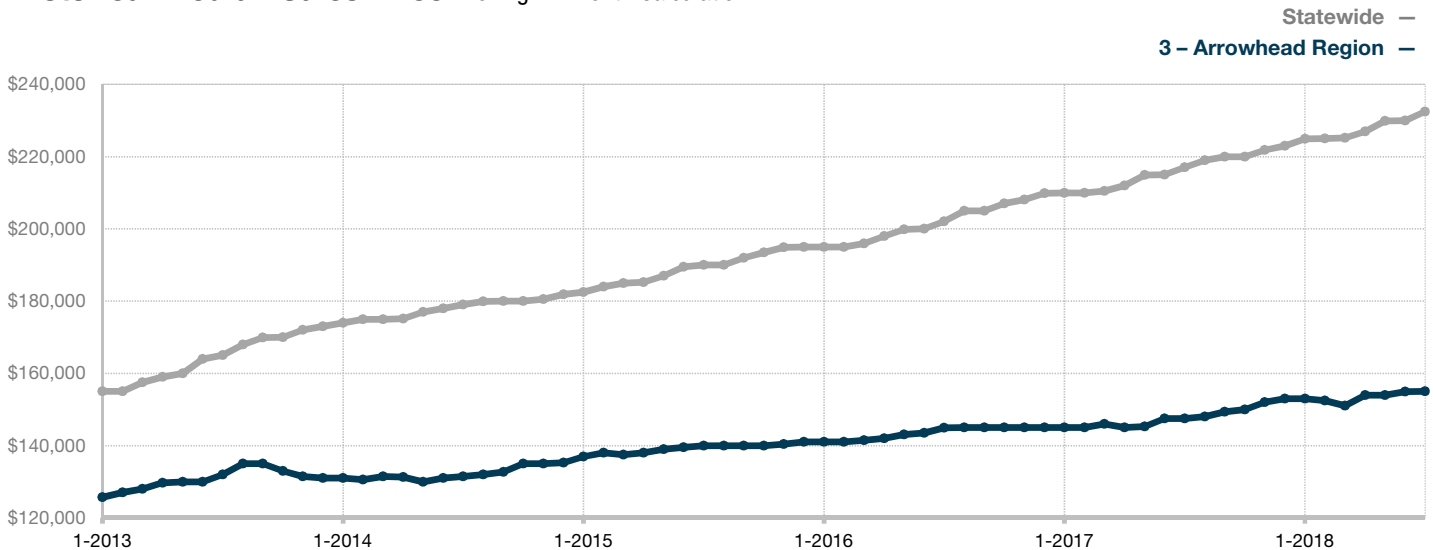
3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	716	785	+ 9.6%	5,056	4,855	- 4.0%
Closed Sales	512	505	- 1.4%	2,630	2,470	- 6.1%
Median Sales Price*	\$158,000	\$165,500	+ 4.7%	\$150,000	\$154,900	+ 3.3%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	93.3%	94.2%	+ 1.0%
Days on Market Until Sale	83	86	+ 3.6%	103	98	- 4.9%
Months Supply of Inventory	8.4	8.2	- 2.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

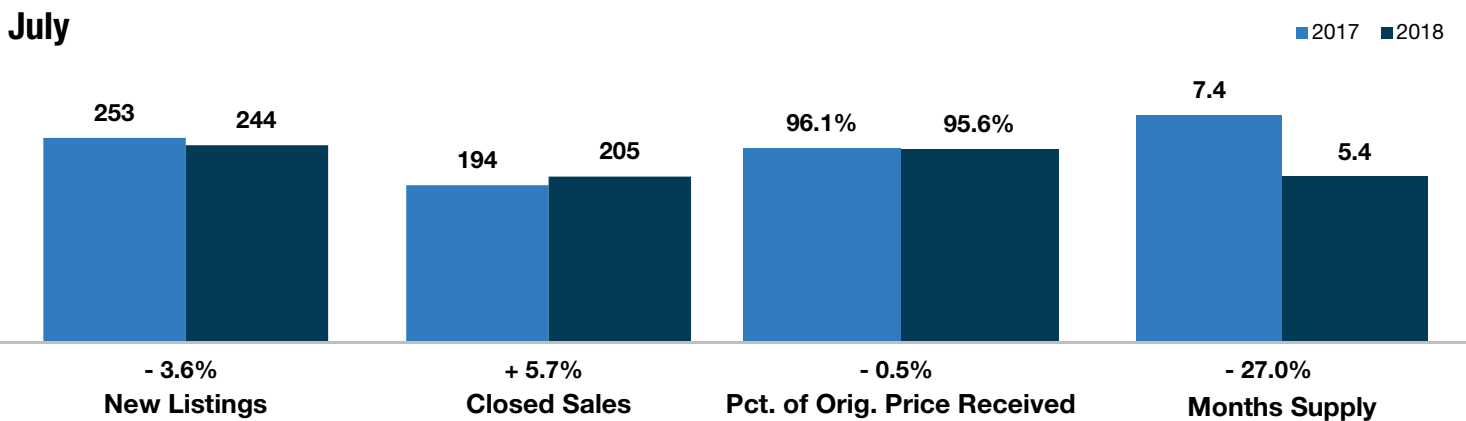
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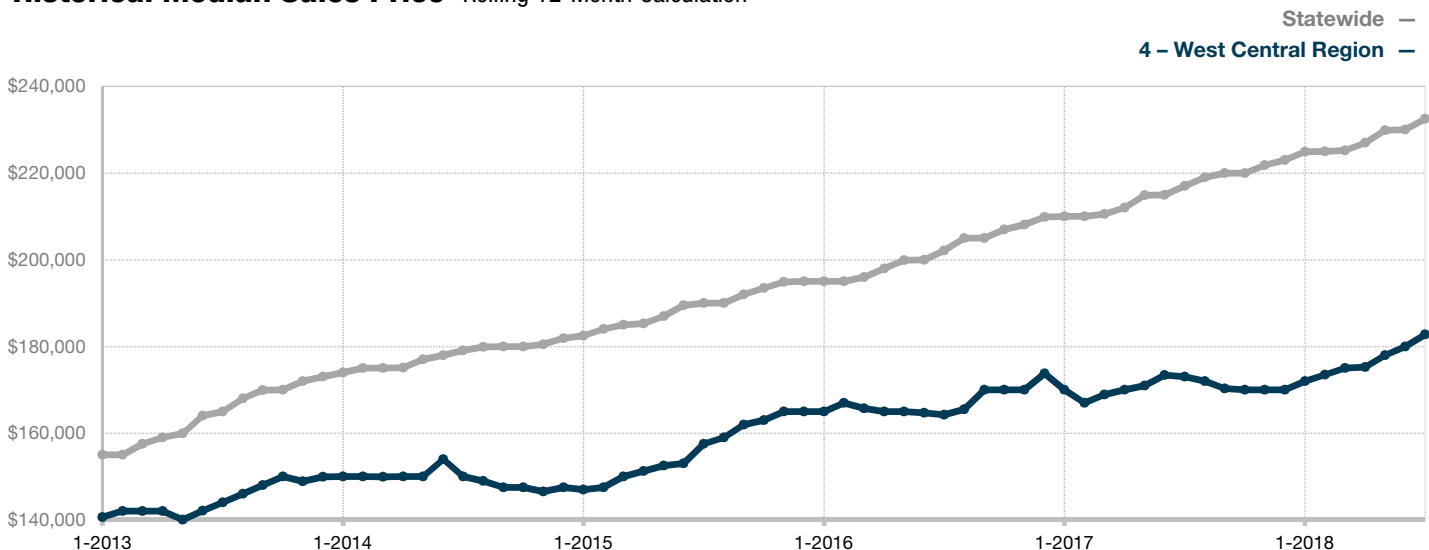
4 – West Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	253	244	- 3.6%	1,864	1,775	- 4.8%
Closed Sales	194	205	+ 5.7%	1,082	1,100	+ 1.7%
Median Sales Price*	\$175,000	\$189,900	+ 8.5%	\$170,000	\$191,500	+ 12.6%
Percent of Original List Price Received*	96.1%	95.6%	- 0.5%	94.9%	94.7%	- 0.2%
Days on Market Until Sale	68	66	- 2.9%	86	83	- 3.5%
Months Supply of Inventory	7.4	5.4	- 27.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

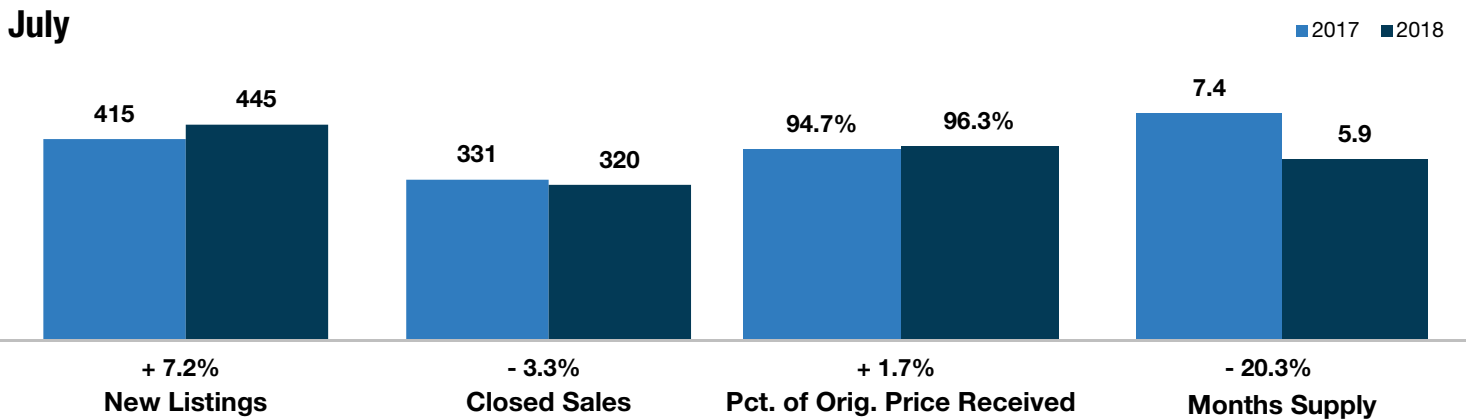
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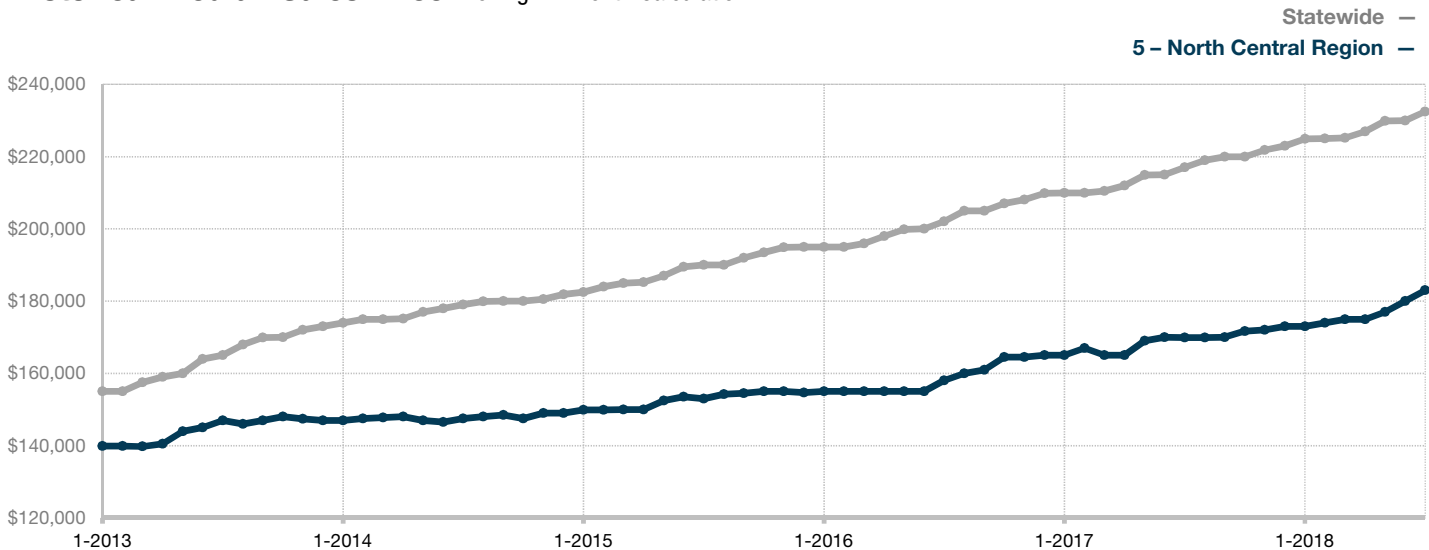
5 – North Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	415	445	+ 7.2%	3,043	2,828	- 7.1%
Closed Sales	331	320	- 3.3%	1,684	1,624	- 3.6%
Median Sales Price*	\$167,950	\$199,200	+ 18.6%	\$169,900	\$185,700	+ 9.3%
Percent of Original List Price Received*	94.7%	96.3%	+ 1.7%	93.9%	94.7%	+ 0.9%
Days on Market Until Sale	83	59	- 28.9%	93	86	- 7.5%
Months Supply of Inventory	7.4	5.9	- 20.3%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

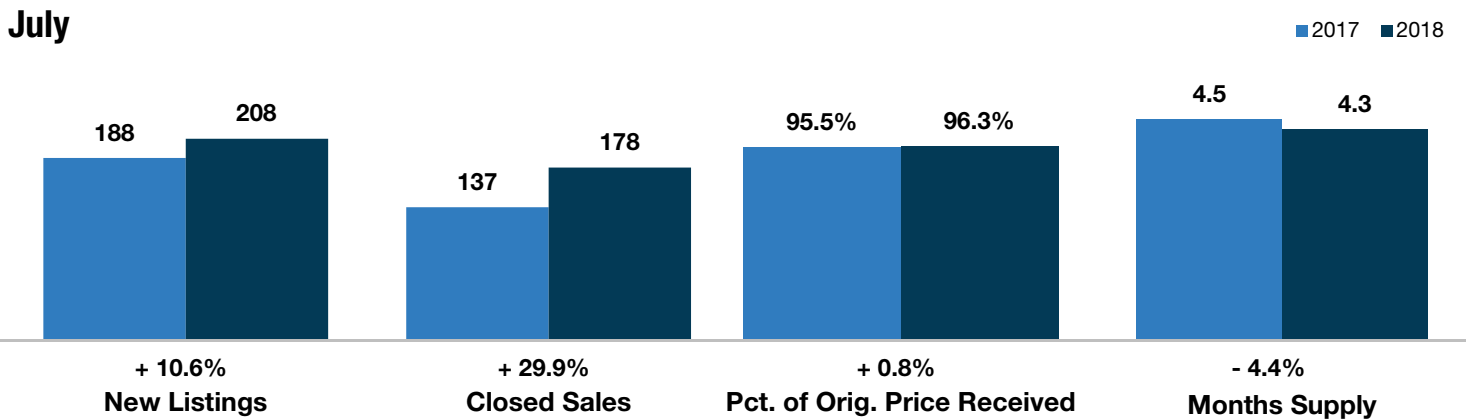
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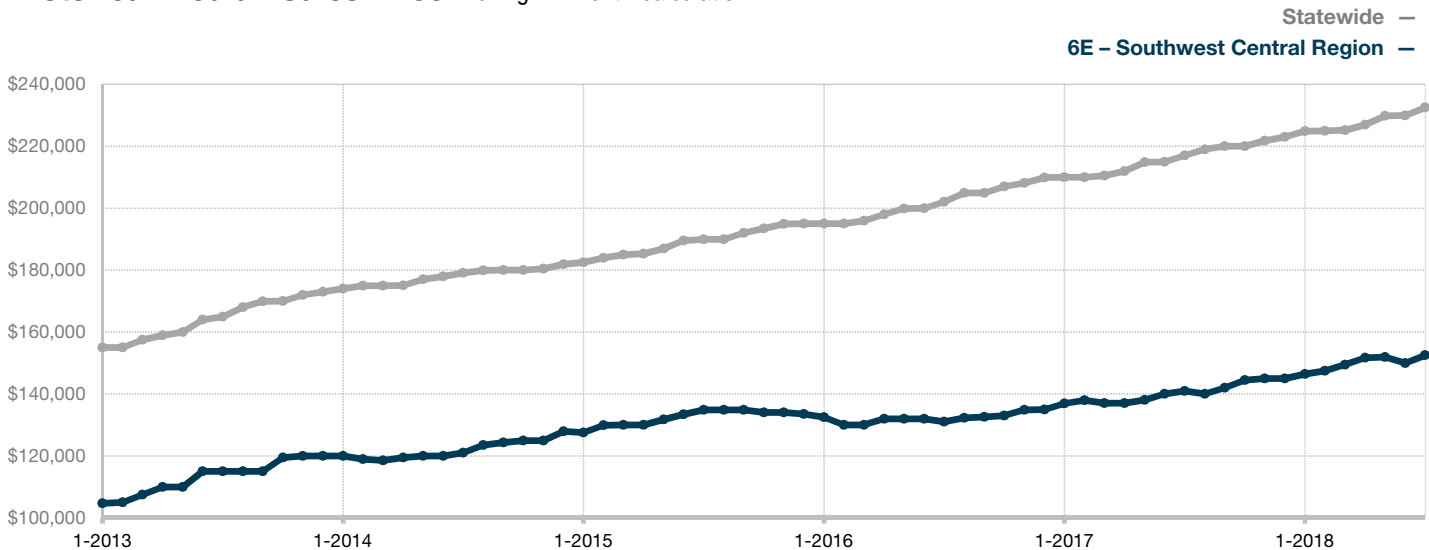
6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	188	208	+ 10.6%	1,288	1,316	+ 2.2%
Closed Sales	137	178	+ 29.9%	860	892	+ 3.7%
Median Sales Price*	\$146,000	\$160,000	+ 9.6%	\$144,000	\$155,000	+ 7.6%
Percent of Original List Price Received*	95.5%	96.3%	+ 0.8%	95.0%	95.9%	+ 0.9%
Days on Market Until Sale	69	56	- 18.8%	78	71	- 9.0%
Months Supply of Inventory	4.5	4.3	- 4.4%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

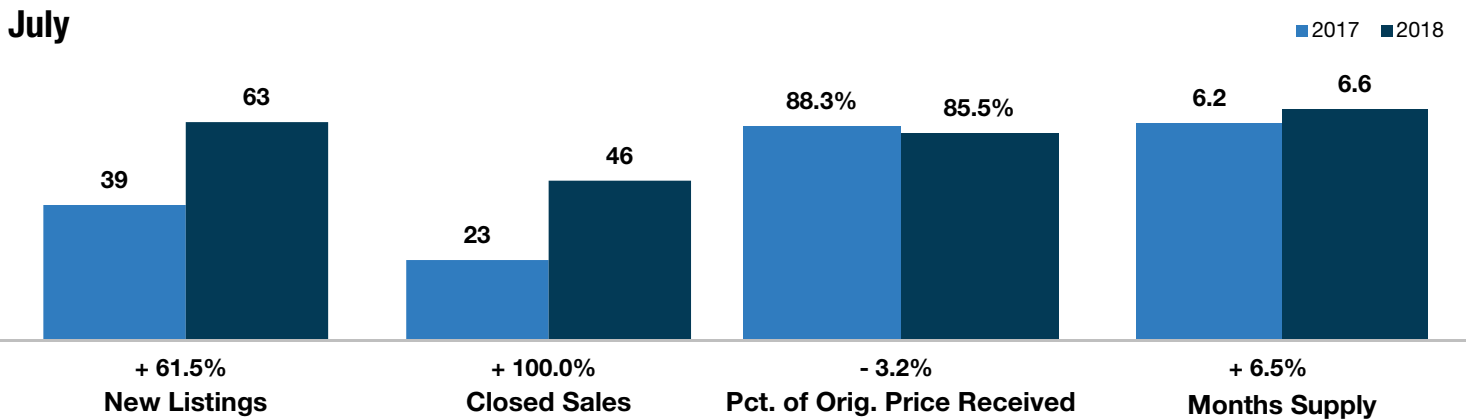
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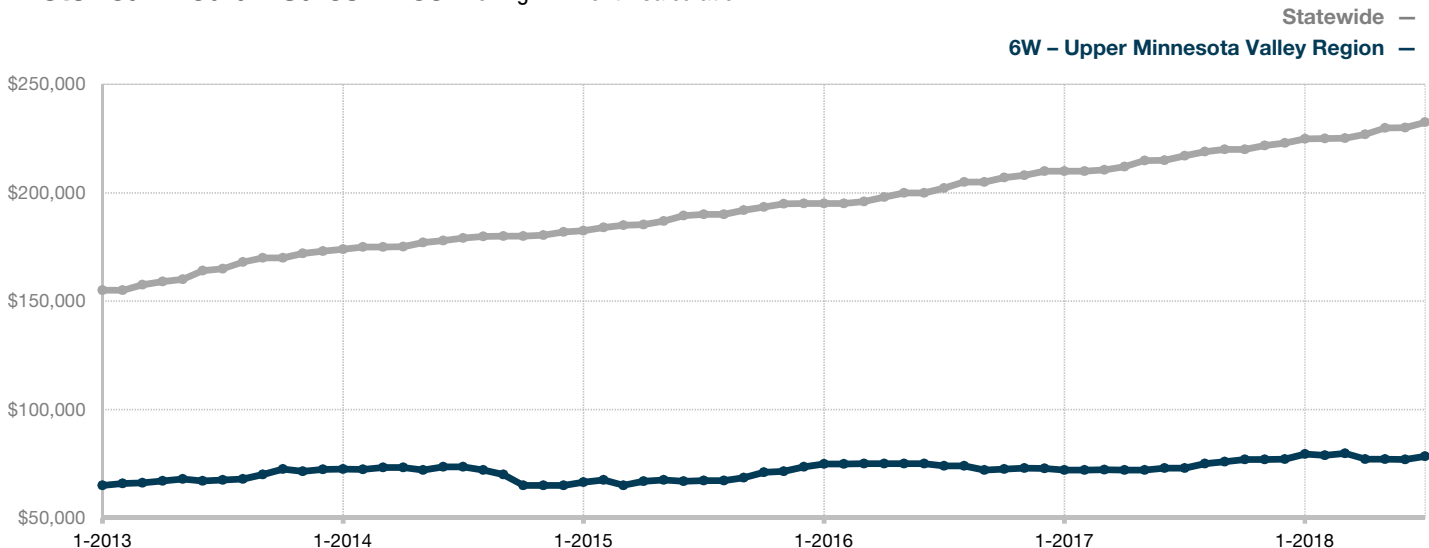
6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	39	63	+ 61.5%	282	318	+ 12.8%
Closed Sales	23	46	+ 100.0%	229	215	- 6.1%
Median Sales Price*	\$74,000	\$89,000	+ 20.3%	\$73,995	\$72,750	- 1.7%
Percent of Original List Price Received*	88.3%	85.5%	- 3.2%	88.7%	88.1%	- 0.7%
Days on Market Until Sale	134	134	0.0%	146	126	- 13.7%
Months Supply of Inventory	6.2	6.6	+ 6.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

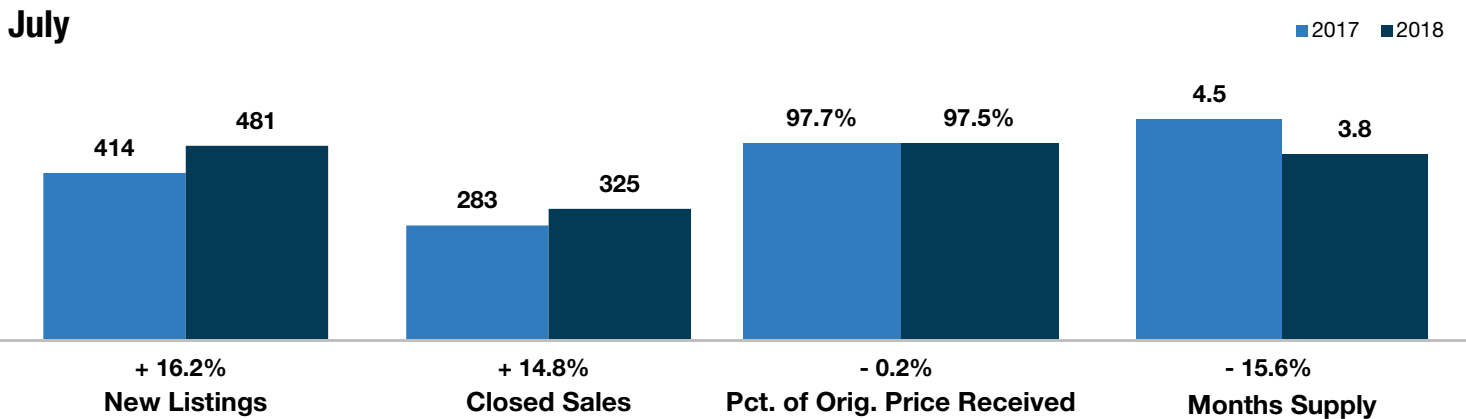
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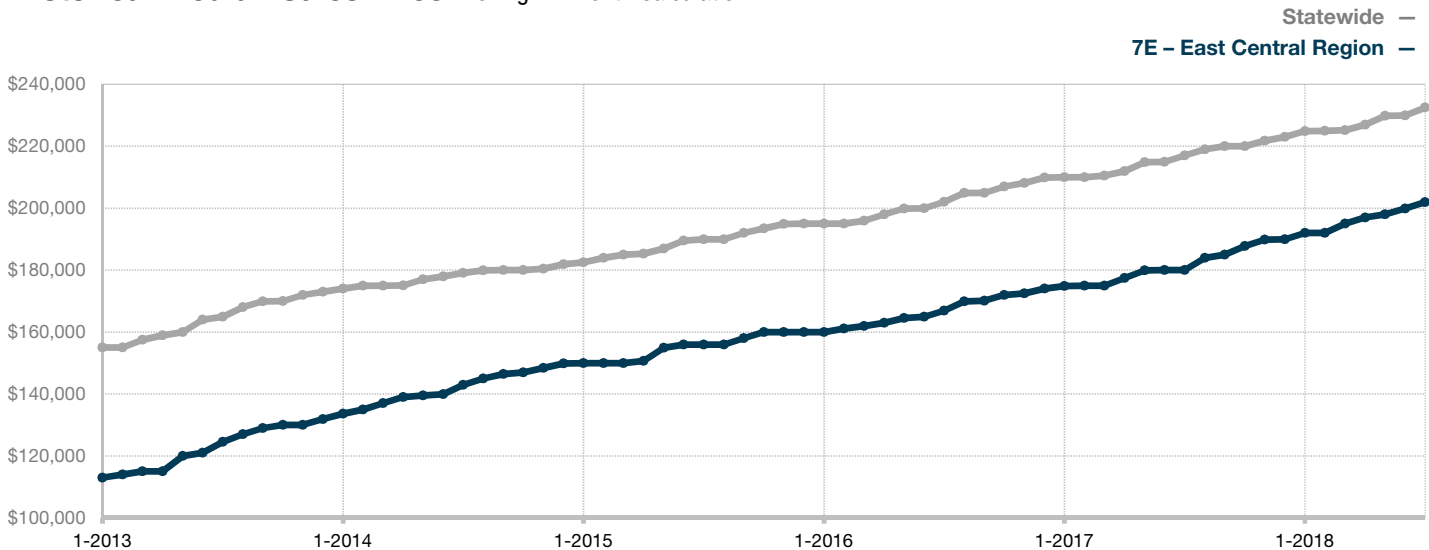
7E – East Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	414	481	+ 16.2%	2,665	2,667	+ 0.1%
Closed Sales	283	325	+ 14.8%	1,596	1,567	- 1.8%
Median Sales Price*	\$182,400	\$215,500	+ 18.1%	\$186,000	\$208,000	+ 11.8%
Percent of Original List Price Received*	97.7%	97.5%	- 0.2%	96.8%	97.2%	+ 0.4%
Days on Market Until Sale	50	44	- 12.0%	64	55	- 14.1%
Months Supply of Inventory	4.5	3.8	- 15.6%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

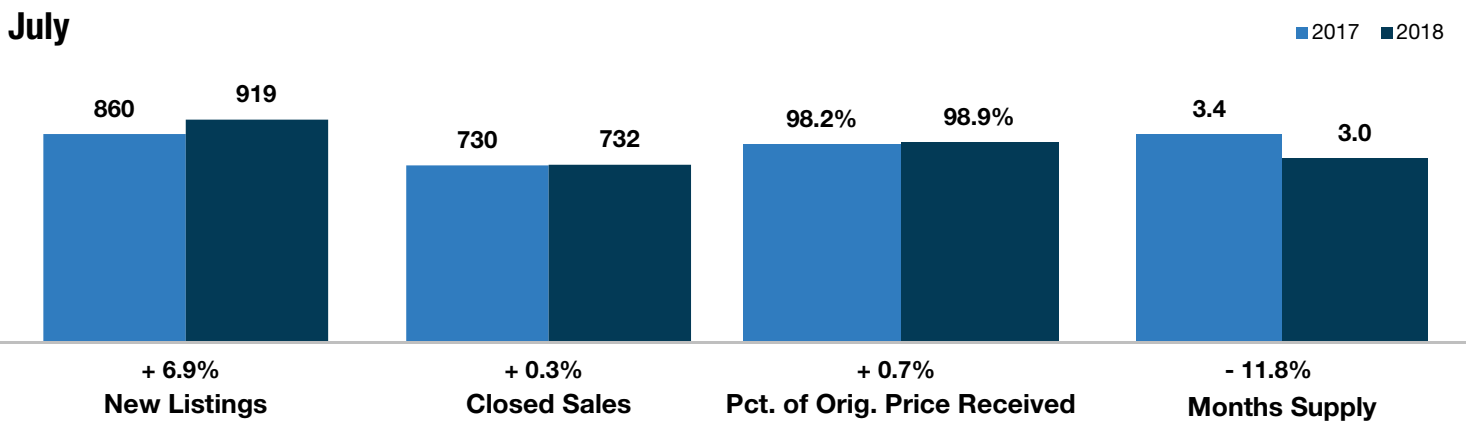
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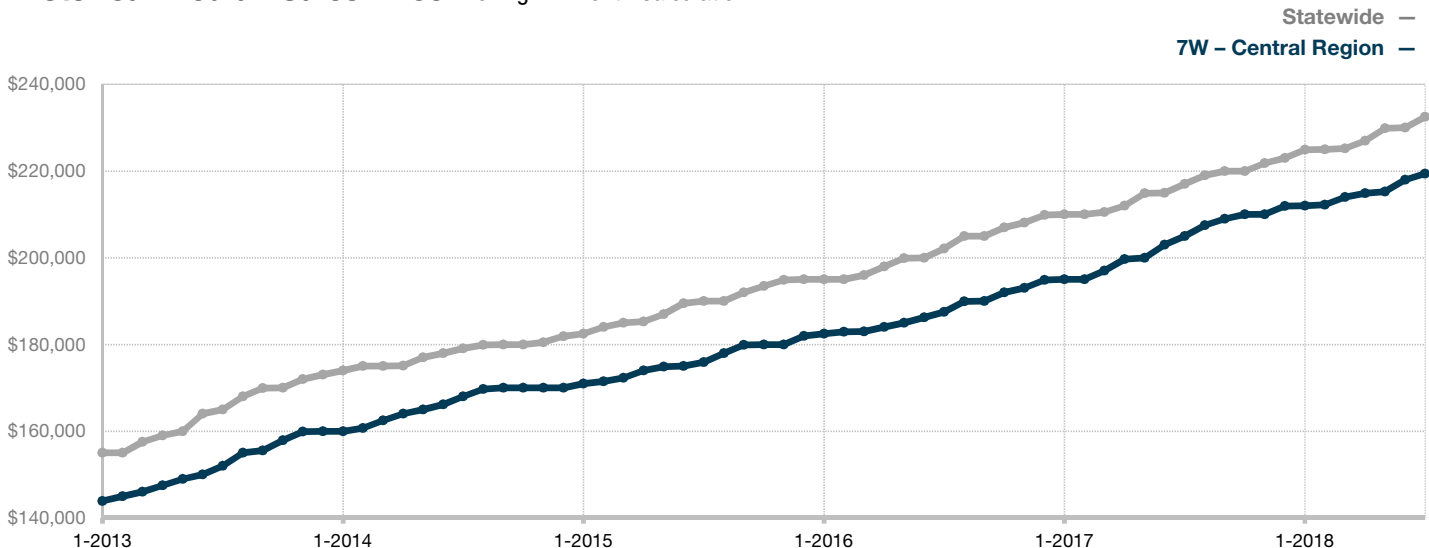
7W – Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	860	919	+ 6.9%	6,283	6,219	- 1.0%
Closed Sales	730	732	+ 0.3%	4,258	4,073	- 4.3%
Median Sales Price*	\$216,213	\$225,000	+ 4.1%	\$210,000	\$224,900	+ 7.1%
Percent of Original List Price Received*	98.2%	98.9%	+ 0.7%	97.7%	98.4%	+ 0.7%
Days on Market Until Sale	42	40	- 4.8%	51	47	- 7.8%
Months Supply of Inventory	3.4	3.0	- 11.8%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

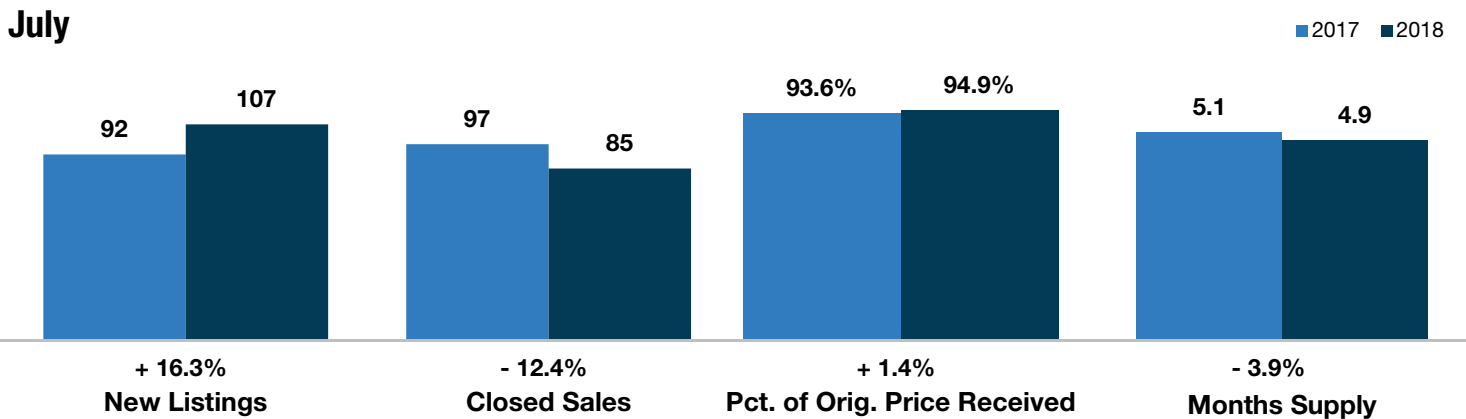
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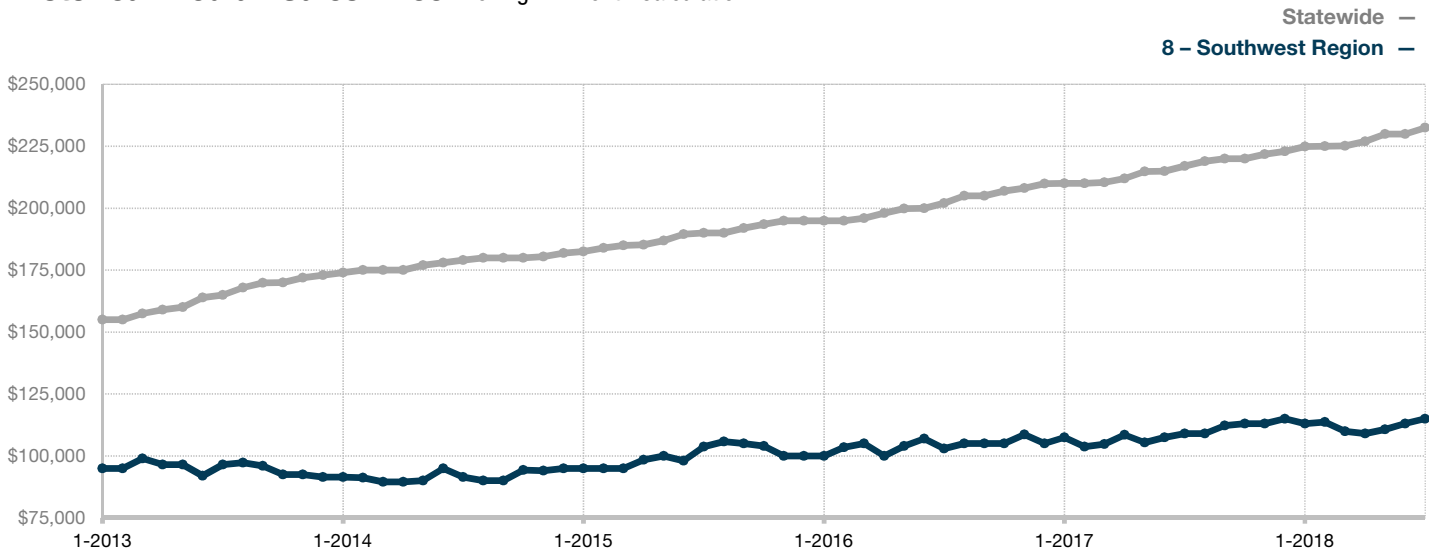
8 – Southwest Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	92	107	+ 16.3%	579	707	+ 22.1%
Closed Sales	97	85	- 12.4%	432	521	+ 20.6%
Median Sales Price*	\$117,000	\$160,000	+ 36.8%	\$116,000	\$115,000	- 0.9%
Percent of Original List Price Received*	93.6%	94.9%	+ 1.4%	91.8%	91.8%	0.0%
Days on Market Until Sale	80	73	- 8.8%	106	86	- 18.9%
Months Supply of Inventory	5.1	4.9	- 3.9%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

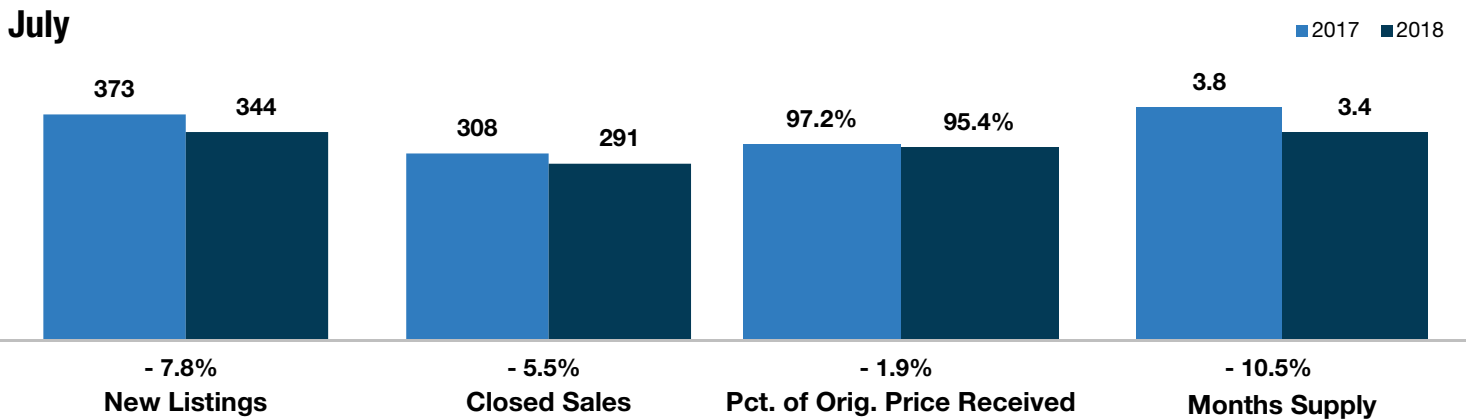
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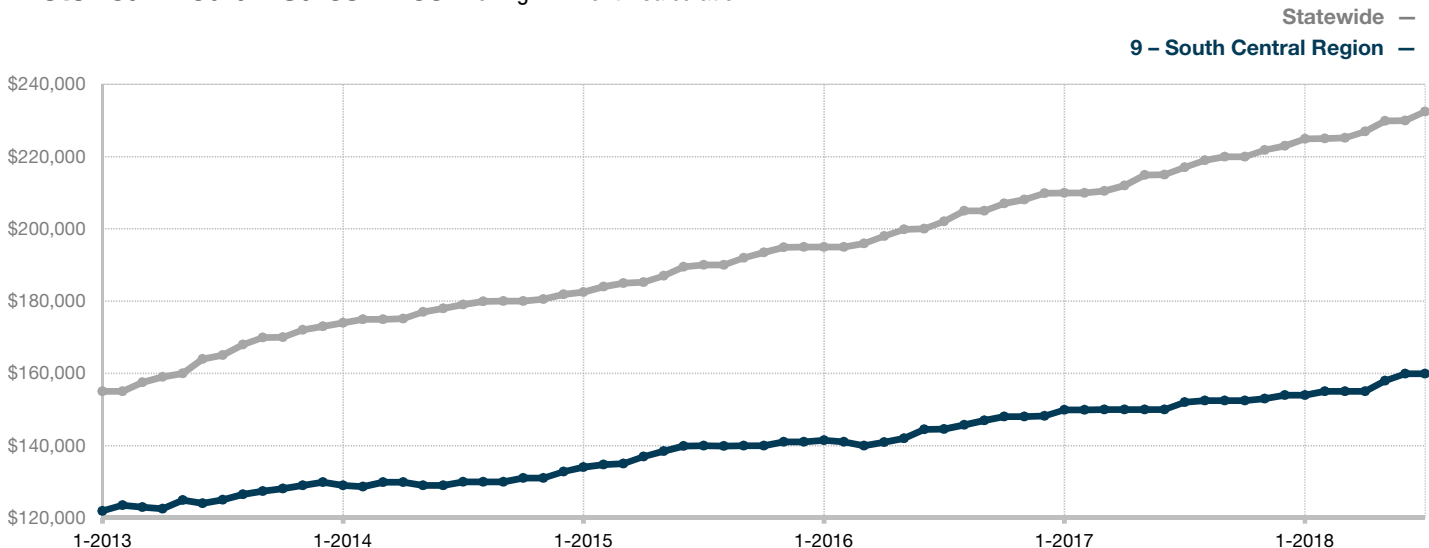
9 – South Central Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	373	344	- 7.8%	2,385	2,313	- 3.0%
Closed Sales	308	291	- 5.5%	1,745	1,672	- 4.2%
Median Sales Price*	\$171,000	\$172,500	+ 0.9%	\$153,000	\$165,000	+ 7.8%
Percent of Original List Price Received*	97.2%	95.4%	- 1.9%	94.9%	95.8%	+ 0.9%
Days on Market Until Sale	89	81	- 9.0%	104	93	- 10.6%
Months Supply of Inventory	3.8	3.4	- 10.5%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

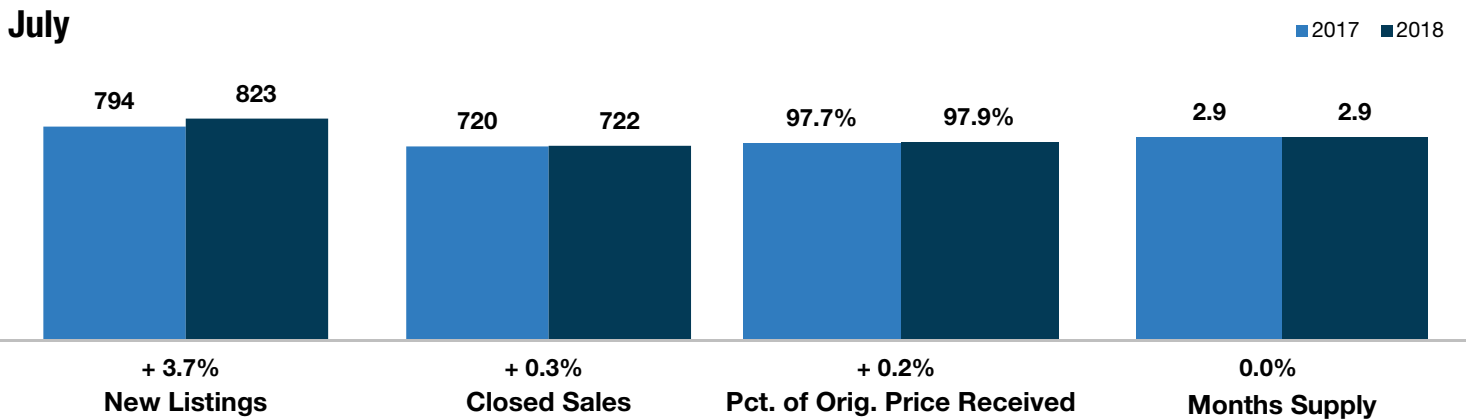
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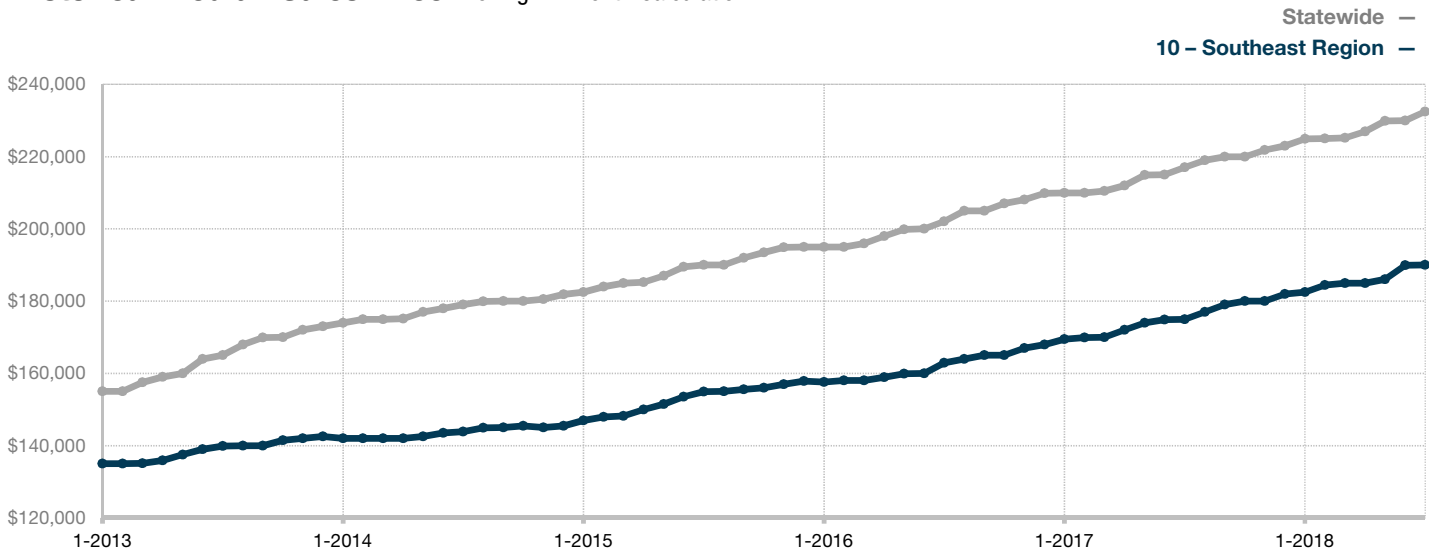
10 – Southeast Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	794	823	+ 3.7%	5,464	5,200	- 4.8%
Closed Sales	720	722	+ 0.3%	4,180	3,937	- 5.8%
Median Sales Price*	\$186,000	\$204,000	+ 9.7%	\$180,000	\$196,000	+ 8.9%
Percent of Original List Price Received*	97.7%	97.9%	+ 0.2%	97.2%	97.4%	+ 0.2%
Days on Market Until Sale	48	51	+ 6.3%	65	60	- 7.7%
Months Supply of Inventory	2.9	2.9	0.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

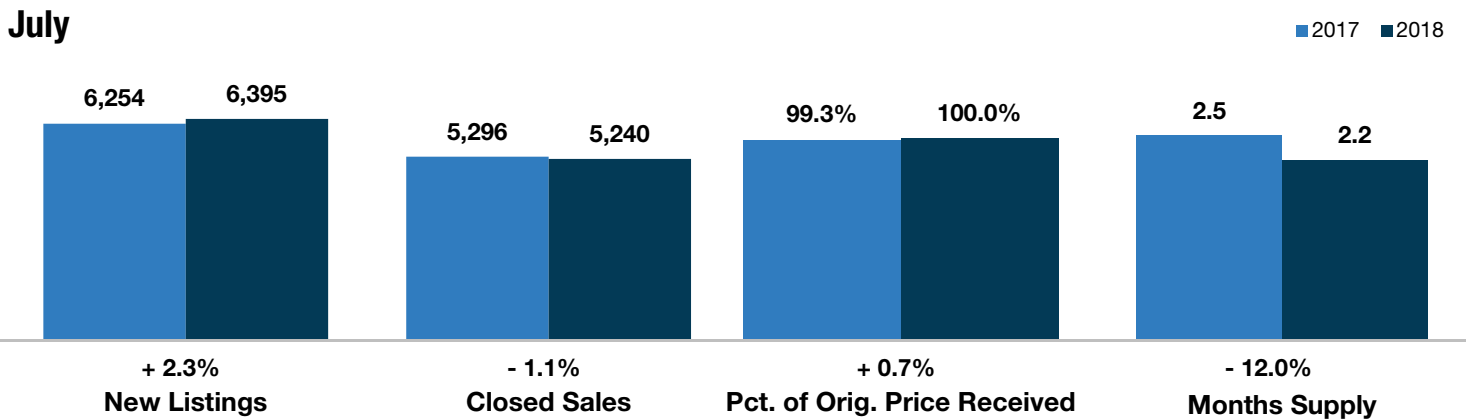
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11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	6,254	6,395	+ 2.3%	42,928	40,728	- 5.1%
Closed Sales	5,296	5,240	- 1.1%	29,982	28,330	- 5.5%
Median Sales Price*	\$260,000	\$274,400	+ 5.5%	\$250,000	\$270,000	+ 8.0%
Percent of Original List Price Received*	99.3%	100.0%	+ 0.7%	98.8%	99.7%	+ 0.9%
Days on Market Until Sale	33	29	- 12.1%	40	35	- 12.5%
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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Historical Median Sales Price Rolling 12-Month Calculation

