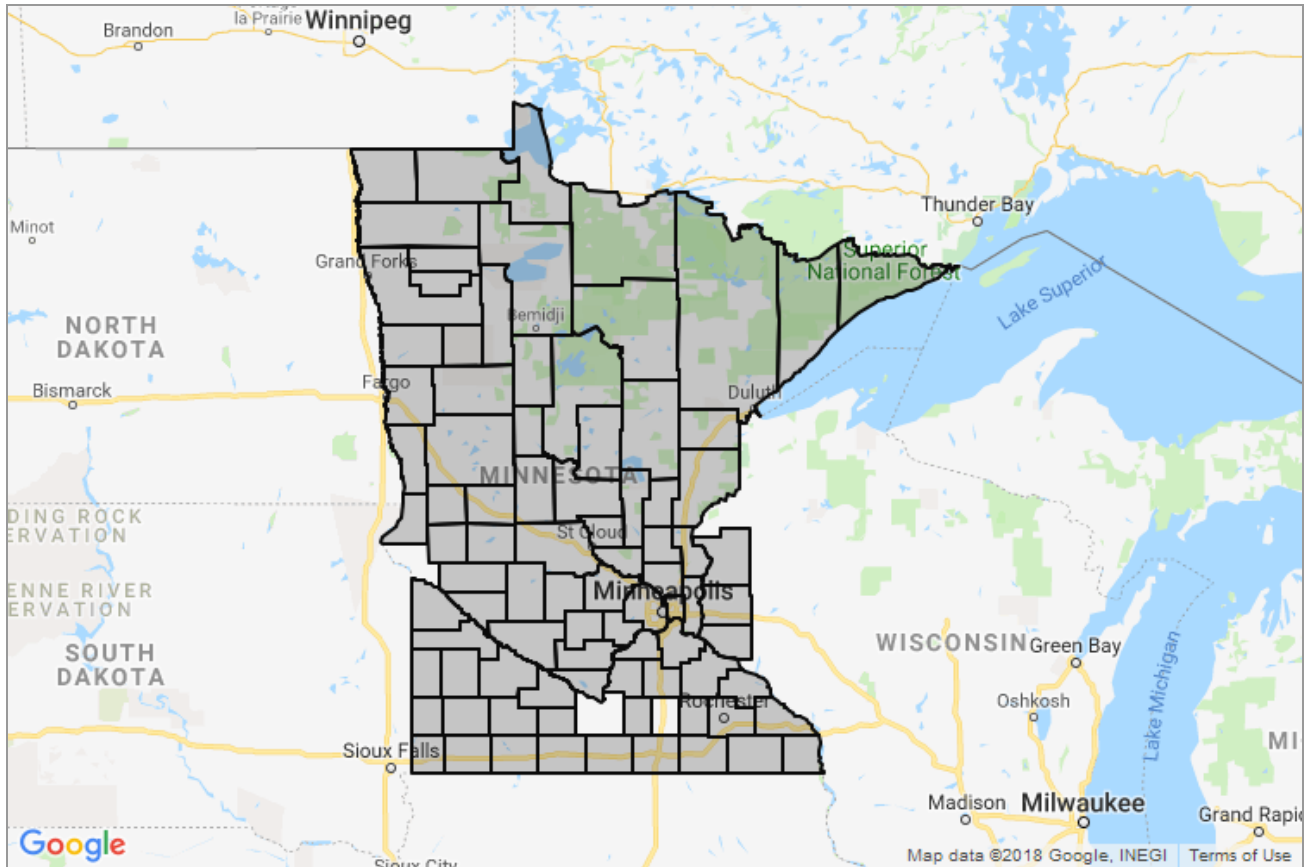




## MARKET DATA REPORT

# Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2017 – 7/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/07/2018

**Scheduled:** Yes

Presented by

Greater Lakes Association of  
REALTORS®

(218) 828-4567

Other: <http://greaterlakesrealtors.com/>

15344 Pearl Drive  
Baxter, MN 56425

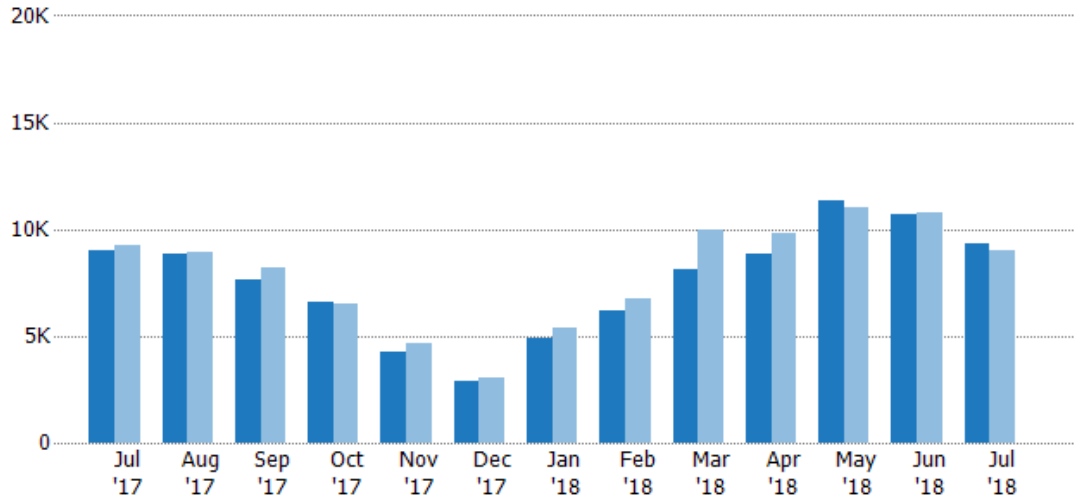
### New Listings

The number of new single-family, condominium and townhome listings that were added each month.

#### Filters Used

County: 87 Selected

Month/Year	Count	% Chg.
Jul '18	9.33K	3.8%
Jul '17	8.99K	-3.1%
Jul '16	9.28K	6%



Current Year	8.99K	8.87K	7.67K	6.62K	4.29K	2.85K	4.91K	6.16K	8.15K	8.87K	11.4K	10.7K	9.33K
Prior Year	9.28K	8.92K	8.17K	6.5K	4.63K	3.03K	5.37K	6.77K	9.95K	9.78K	11K	10.8K	8.99K
Percent Change from Prior Year	-3%	-1%	-6%	2%	-7%	-6%	-8%	-9%	-18%	-9%	3%	-1%	4%

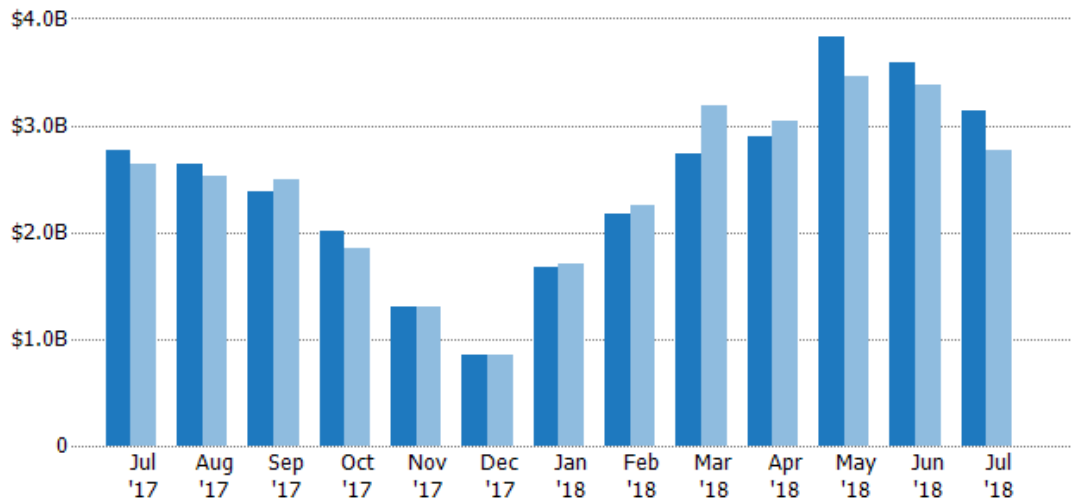
### New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

#### Filters Used

County: 87 Selected

Month/Year	Volume	% Chg.
Jul '18	\$3.14B	13.8%
Jul '17	\$2.76B	4.5%
Jul '16	\$2.64B	5.8%



Current Year	\$2.76B	\$2.65B	\$2.38B	\$2B	\$1.3B	\$851M	\$1.67B	\$2.17B	\$2.73B	\$2.89B	\$3.83B	\$3.59B	\$3.14B
Prior Year	\$2.64B	\$2.52B	\$2.49B	\$1.85B	\$1.29B	\$857M	\$1.71B	\$2.26B	\$3.19B	\$3.04B	\$3.45B	\$3.38B	\$2.76B
Percent Change from Prior Year	5%	5%	-4%	8%	0%	-1%	-2%	-4%	-14%	-5%	11%	6%	14%

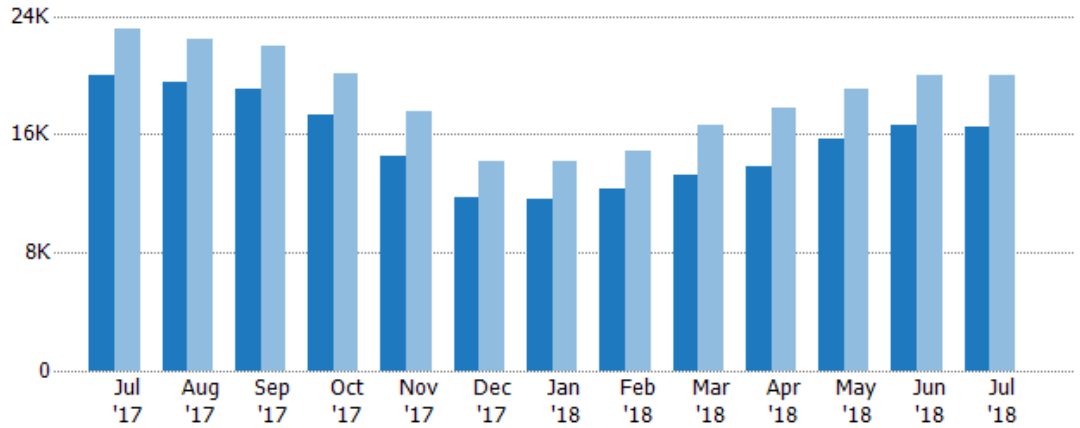
### Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

#### Filters Used

County: 87 Selected

Month/ Year	Count	% Chg.
Jul '18	16.5K	-17.7%
Jul '17	20K	-13.5%
Jul '16	23.2K	14.2%



Current Year	20K	19.6K	19K	17.3K	14.6K	11.7K	11.6K	12.3K	13.2K	13.9K	15.7K	16.6K	16.5K
Prior Year	23.2K	22.4K	22K	20.1K	17.5K	14.2K	14.1K	14.9K	16.7K	17.8K	19K	20K	20K
Percent Change from Prior Year	-13%	-13%	-13%	-14%	-17%	-18%	-18%	-18%	-21%	-22%	-17%	-17%	-18%

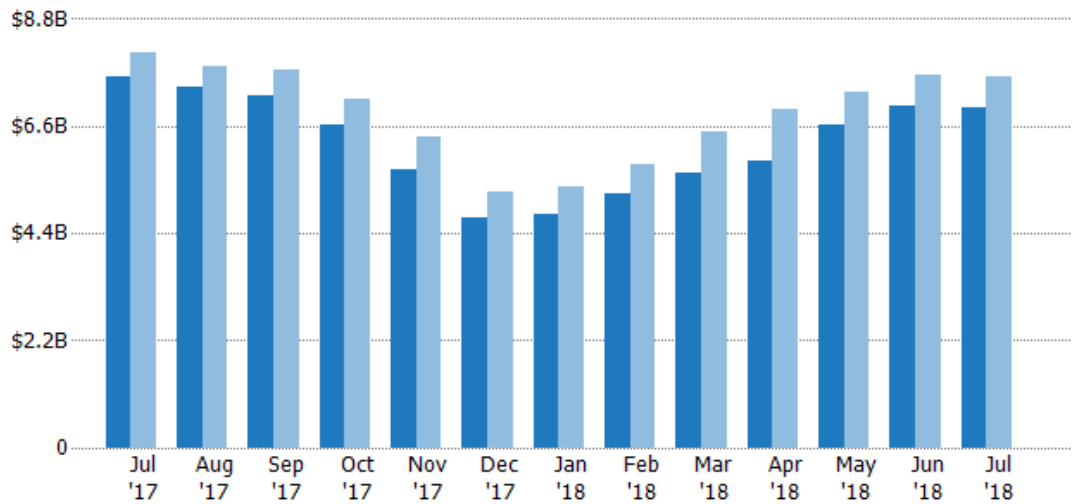
### Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

#### Filters Used

County: 87 Selected

Month/ Year	Volume	% Chg.
Jul '18	\$6.98B	-8.2%
Jul '17	\$7.61B	-6.1%
Jul '16	\$8.1B	7.1%



Current Year	\$7.61B	\$7.42B	\$7.24B	\$6.63B	\$5.7B	\$4.71B	\$4.78B	\$5.22B	\$5.64B	\$5.89B	\$6.63B	\$7.01B	\$6.98B
Prior Year	\$8.1B	\$7.82B	\$7.76B	\$7.17B	\$6.37B	\$5.27B	\$5.37B	\$5.8B	\$6.49B	\$6.93B	\$7.3B	\$7.64B	\$7.61B
Percent Change from Prior Year	-6%	-5%	-7%	-8%	-11%	-11%	-11%	-10%	-13%	-15%	-9%	-8%	-8%

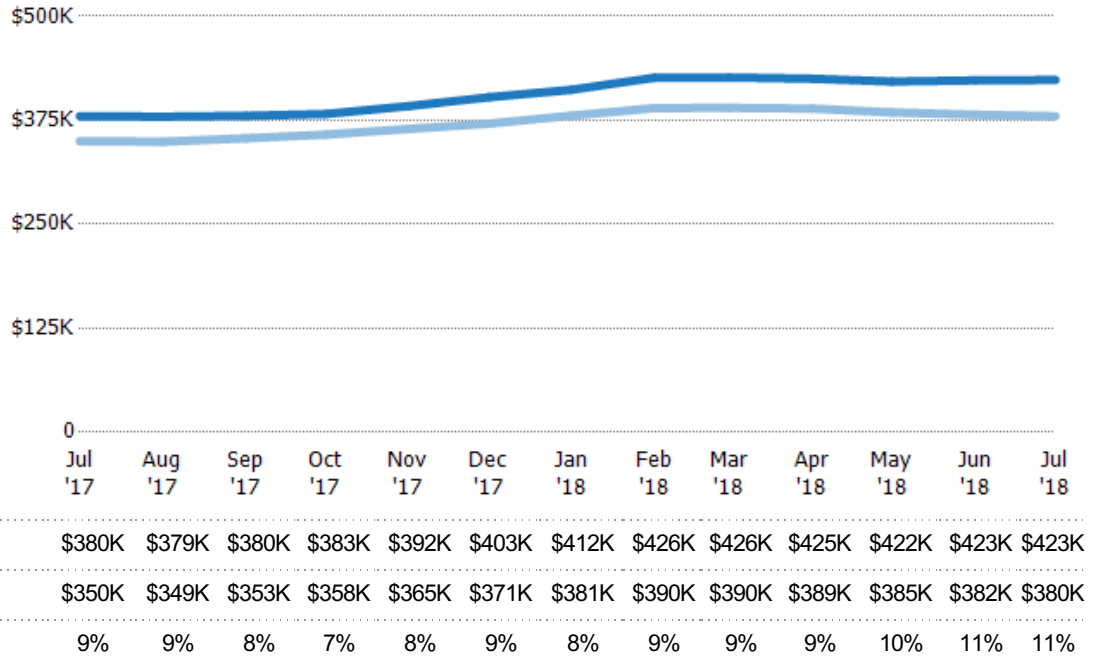
## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

County: 87 Selected

Month/ Year	Price	% Chg.
Jul '18	\$423K	11.5%
Jul '17	\$380K	8.5%
Jul '16	\$350K	-6.2%



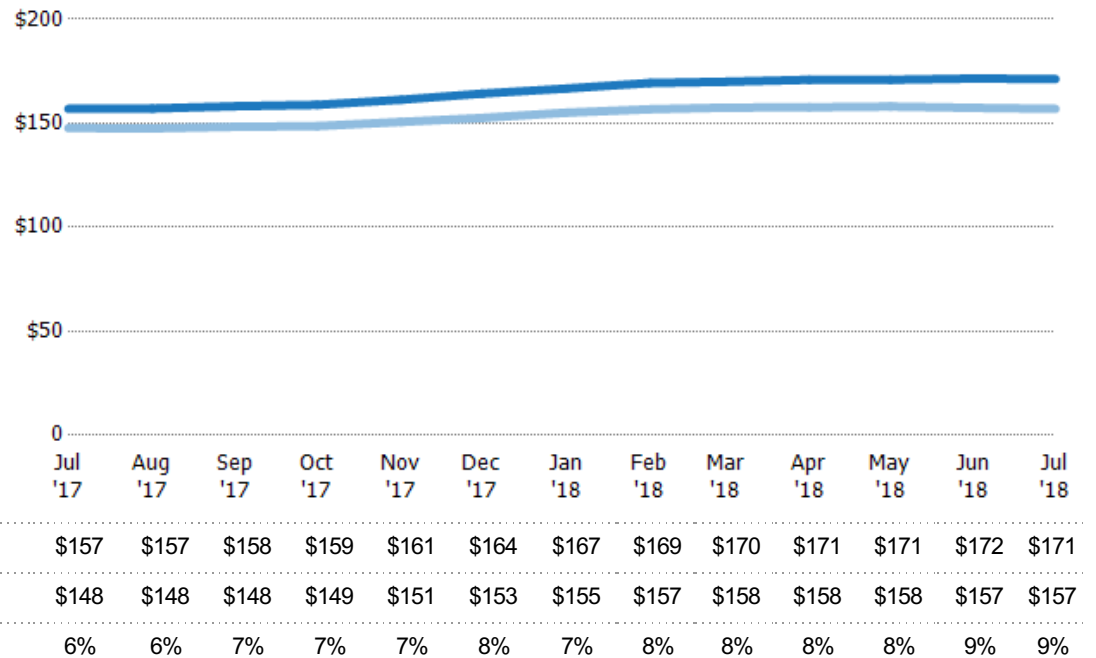
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

### Filters Used

County: 87 Selected

Month/ Year	Price/sq ft	% Chg.
Jul '18	\$171	9.1%
Jul '17	\$157	6.3%
Jul '16	\$148	-5.8%

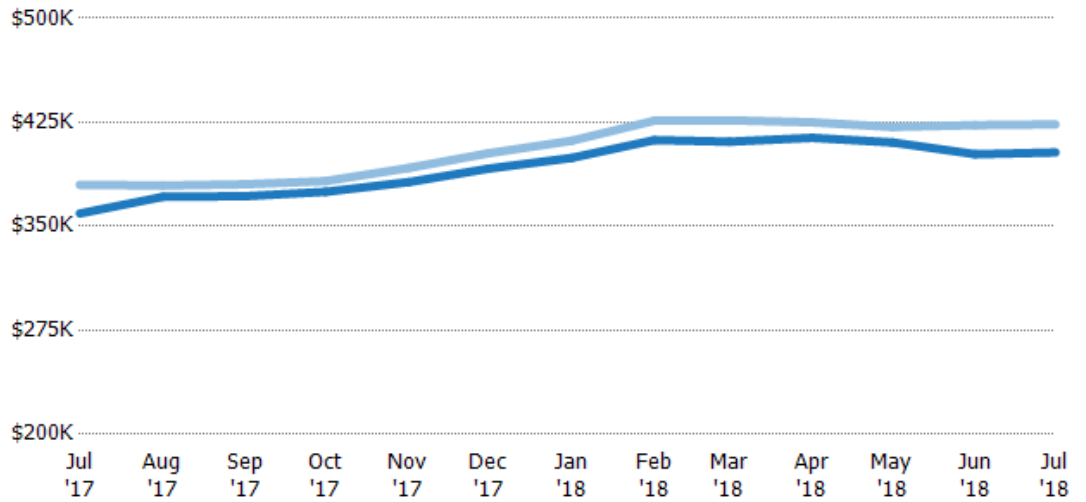


### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: 87 Selected



Avg Est Value	\$359K	\$371K	\$372K	\$375K	\$382K	\$392K	\$399K	\$412K	\$411K	\$414K	\$410K	\$402K	\$403K
Avg Listing Price	\$380K	\$379K	\$380K	\$383K	\$392K	\$403K	\$412K	\$426K	\$426K	\$425K	\$422K	\$423K	\$423K
Avg Listing Price as a % of Avg Est Value	106%	102%	102%	102%	103%	103%	103%	103%	104%	103%	103%	105%	105%

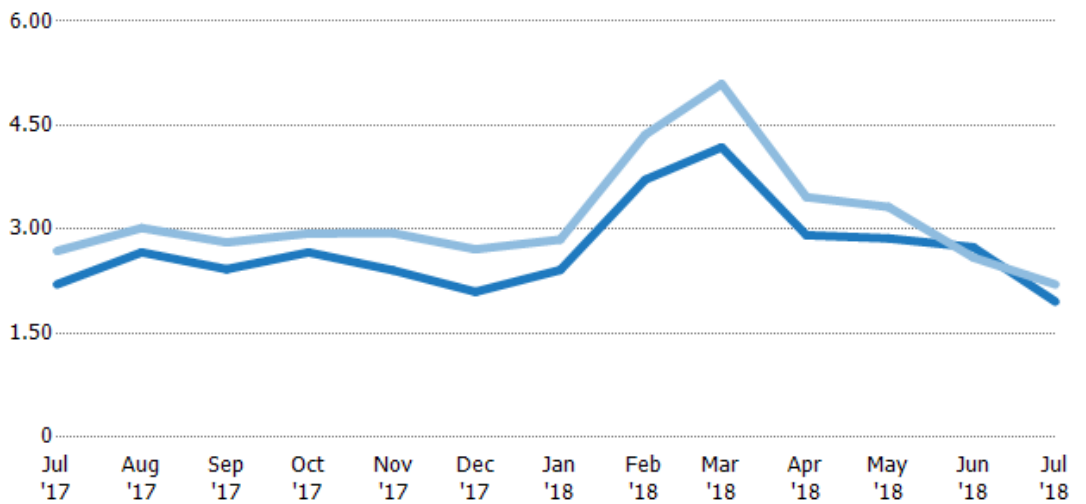
### Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 87 Selected

Month/Year	Months	% Chg.
Jul '18	1.96	-11.3%
Jul '17	2.21	-17.9%
Jul '16	2.69	17.4%



Current Year	2.21	2.67	2.42	2.67	2.41	2.1	2.41	3.71	4.18	2.91	2.87	2.74	1.96
Prior Year	2.69	3.02	2.81	2.94	2.94	2.71	2.85	4.36	5.1	3.46	3.32	2.59	2.21
Percent Change from Prior Year	-18%	-12%	-14%	-9%	-18%	-23%	-15%	-15%	-18%	-16%	-14%	6%	-11%

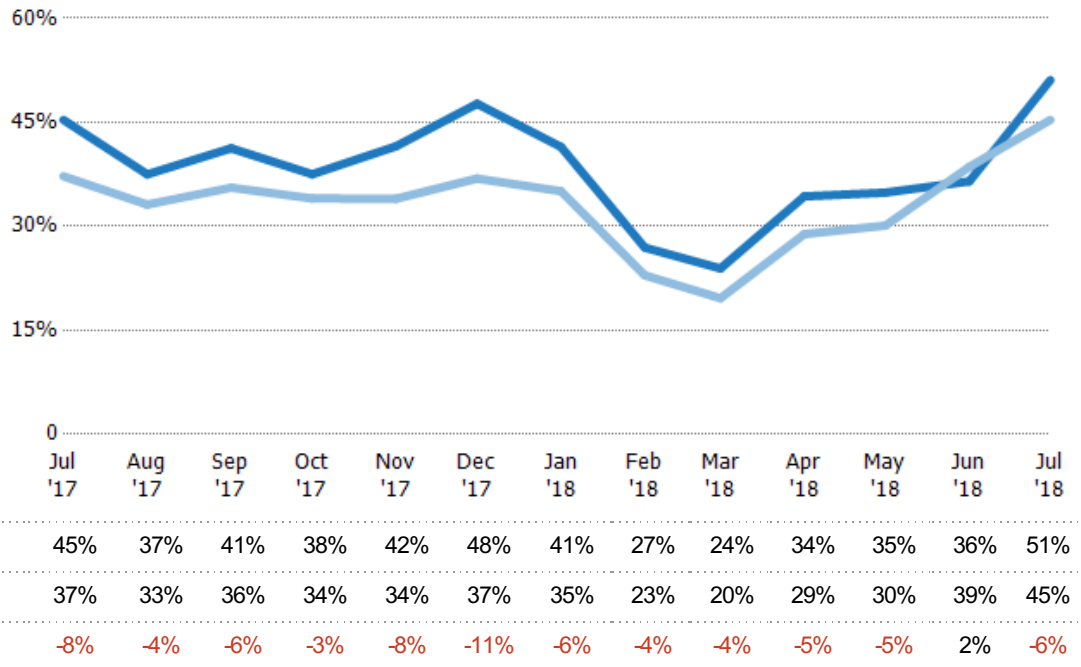
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 87 Selected

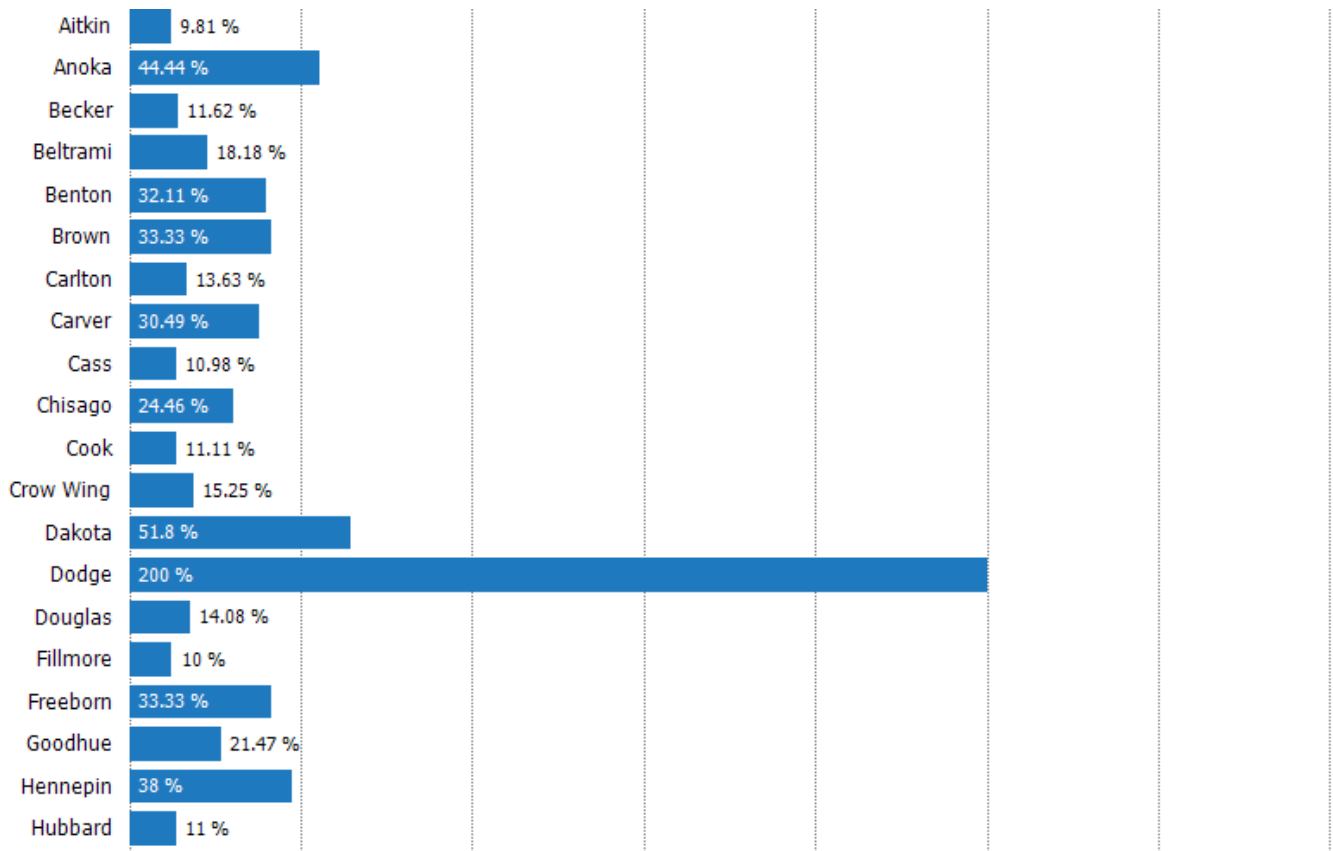
Month/ Year	Rate	Chg.
Jul '18	51%	-5.8%
Jul '17	45%	-8.1%
Jul '16	37%	-14.8%

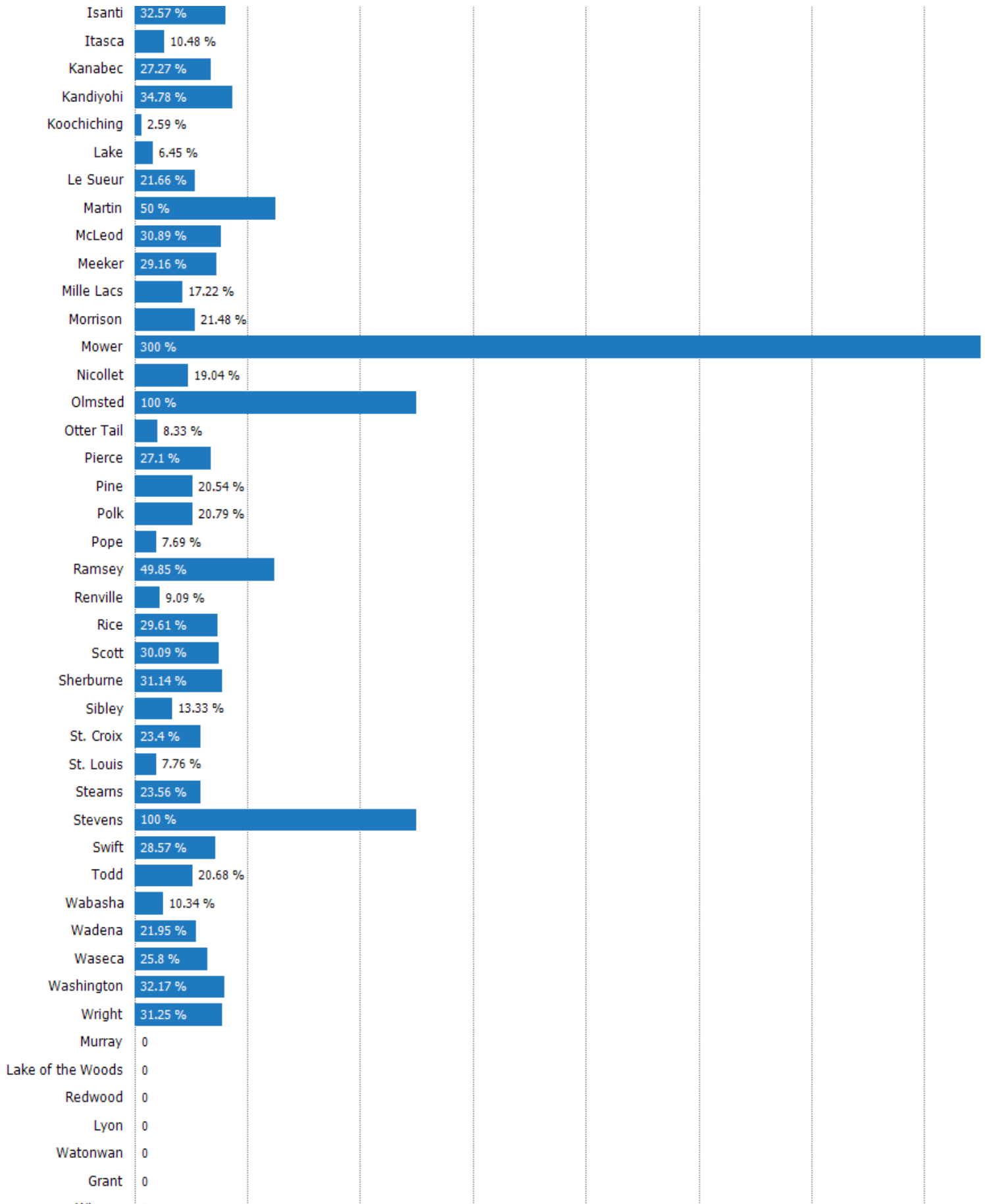


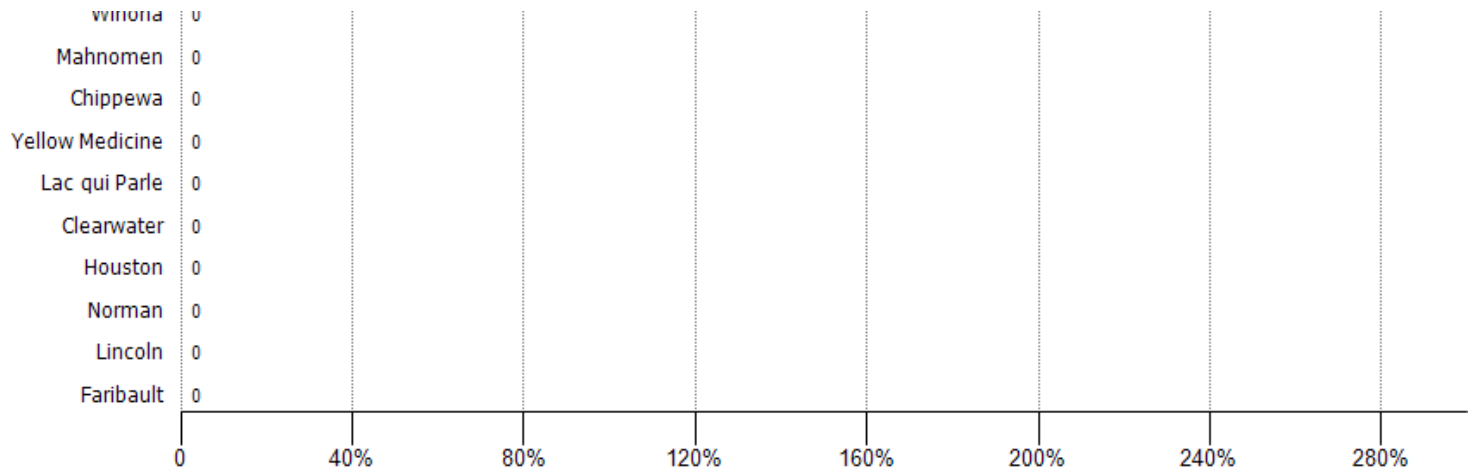
## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 87 Selected







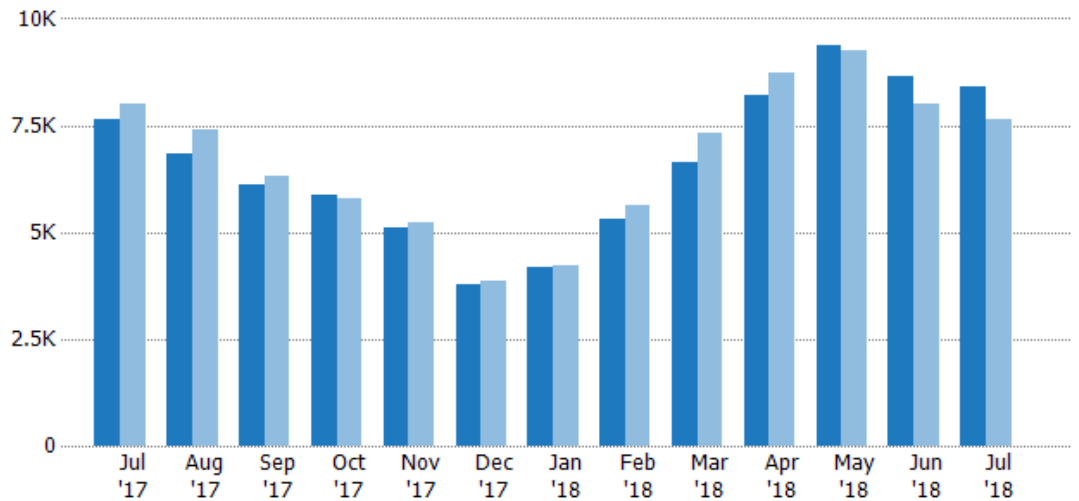
## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: 87 Selected

Month/ Year	Count	% Chg.
Jul '18	8.41K	10.2%
Jul '17	7.64K	-4.7%
Jul '16	8.01K	-11.4%



Current Year	7.64K	6.83K	6.12K	5.88K	5.12K	3.79K	4.17K	5.31K	6.62K	8.2K	9.36K	8.64K	8.41K
Prior Year	8.01K	7.41K	6.33K	5.78K	5.23K	3.87K	4.21K	5.64K	7.32K	8.72K	9.23K	8K	7.64K
Percent Change from Prior Year	-5%	-8%	-3%	2%	-2%	-2%	-1%	-6%	-10%	-6%	1%	8%	10%



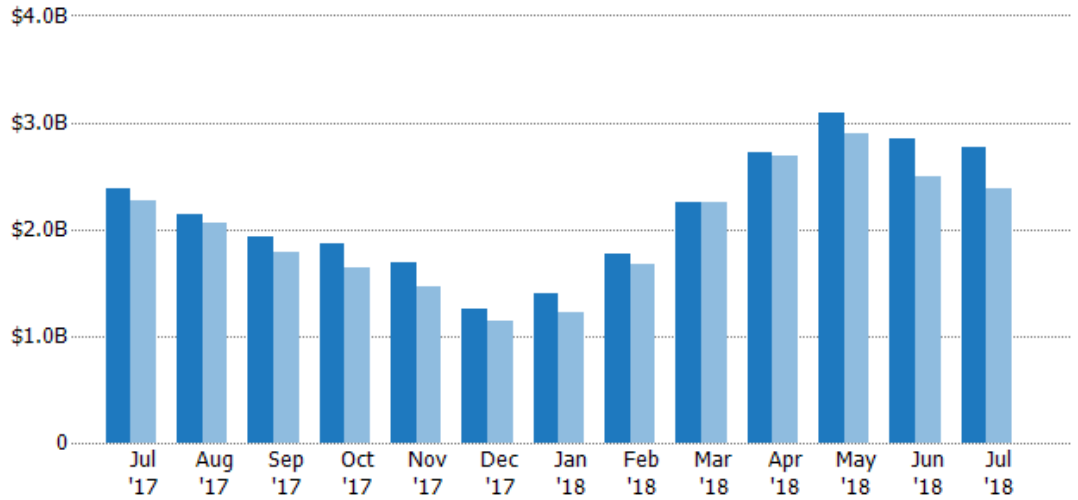
### Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

#### Filters Used

County: 87 Selected

Month/ Year	Volume	% Chg.
Jul '18	\$2.76B	15.7%
Jul '17	\$2.39B	5.1%
Jul '16	\$2.27B	-15%



Current Year	\$2.39B	\$2.14B	\$1.92B	\$1.87B	\$1.69B	\$1.26B	\$1.4B	\$1.77B	\$2.25B	\$2.73B	\$3.09B	\$2.84B	\$2.76B
Prior Year	\$2.27B	\$2.05B	\$1.78B	\$1.65B	\$1.47B	\$1.13B	\$1.22B	\$1.67B	\$2.24B	\$2.68B	\$2.9B	\$2.49B	\$2.39B
Percent Change from Prior Year	5%	4%	8%	14%	15%	11%	15%	6%	0%	2%	7%	14%	16%

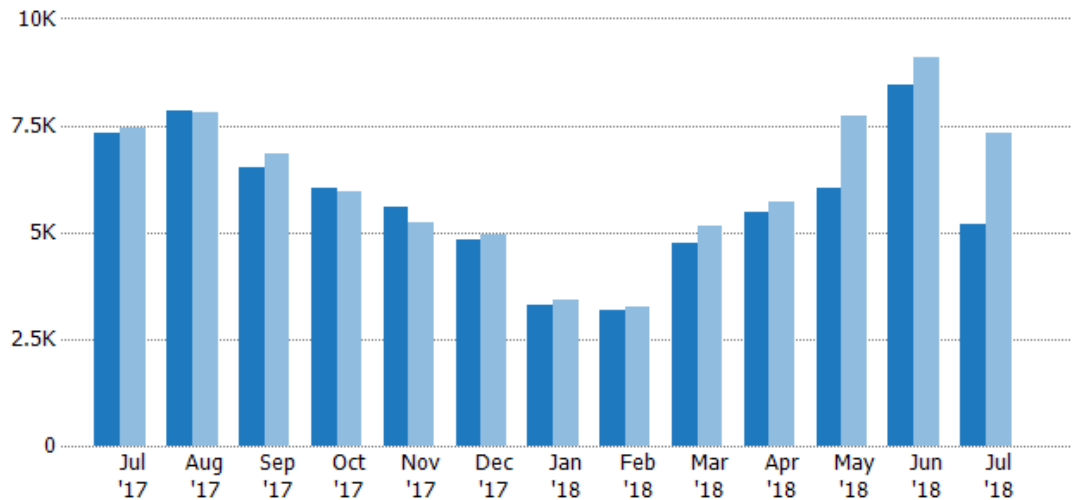
### Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

#### Filters Used

County: 87 Selected

Month/ Year	Count	% Chg.
Jul '18	5.19K	-29.3%
Jul '17	7.34K	-1.2%
Jul '16	7.43K	2.3%



Current Year	7.34K	7.86K	6.51K	6.05K	5.58K	4.82K	3.3K	3.16K	4.76K	5.48K	6.04K	8.43K	5.19K
Prior Year	7.43K	7.82K	6.83K	5.95K	5.25K	4.96K	3.42K	3.27K	5.15K	5.72K	7.72K	9.09K	7.34K
Percent Change from Prior Year	-1%	0%	-5%	2%	6%	-3%	-3%	-3%	-8%	-4%	-22%	-7%	-29%

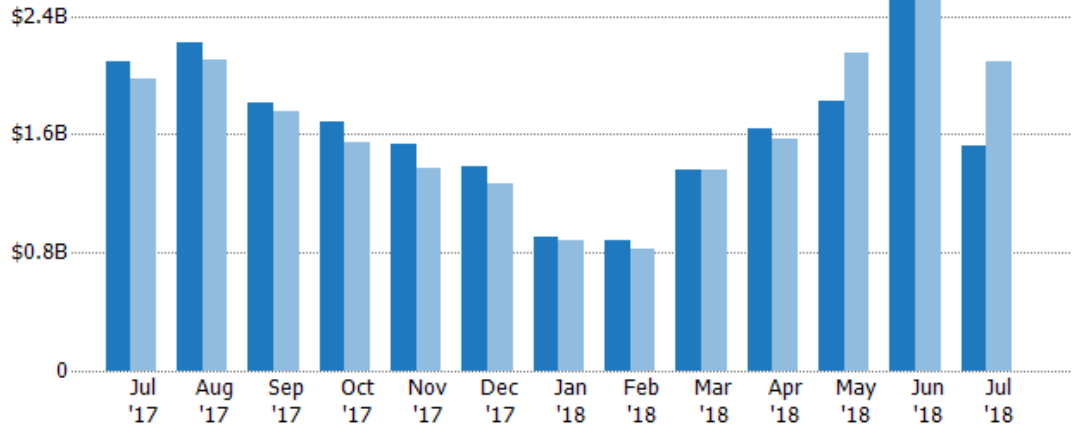
### Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

#### Filters Used

County: 87 Selected

Month/ Year	Volume	% Chg.
Jul '18	\$1.52B	-27.3%
Jul '17	\$2.09B	6.2%
Jul '16	\$1.97B	-1.6%



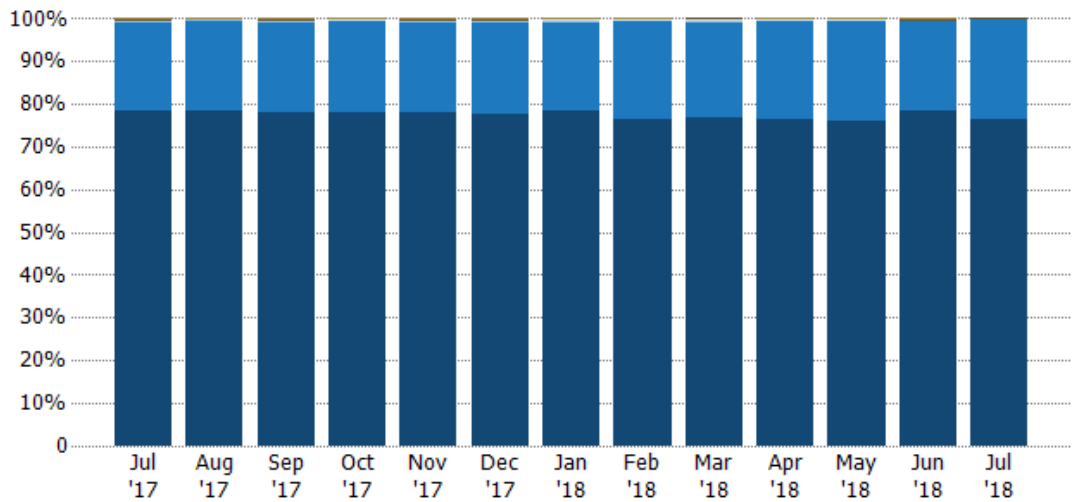
Current Year	\$2.09B	\$2.22B	\$1.82B	\$1.68B	\$1.53B	\$1.39B	\$908M	\$878M	\$1.36B	\$1.63B	\$1.83B	\$2.55B	\$1.52B
Prior Year	\$1.97B	\$2.1B	\$1.75B	\$1.54B	\$1.37B	\$1.27B	\$887M	\$828M	\$1.35B	\$1.57B	\$2.15B	\$2.65B	\$2.09B
Percent Change from Prior Year	6%	5%	4%	9%	12%	9%	2%	6%	0%	4%	-15%	-3%	-27%

### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

#### Filters Used

County: 87 Selected

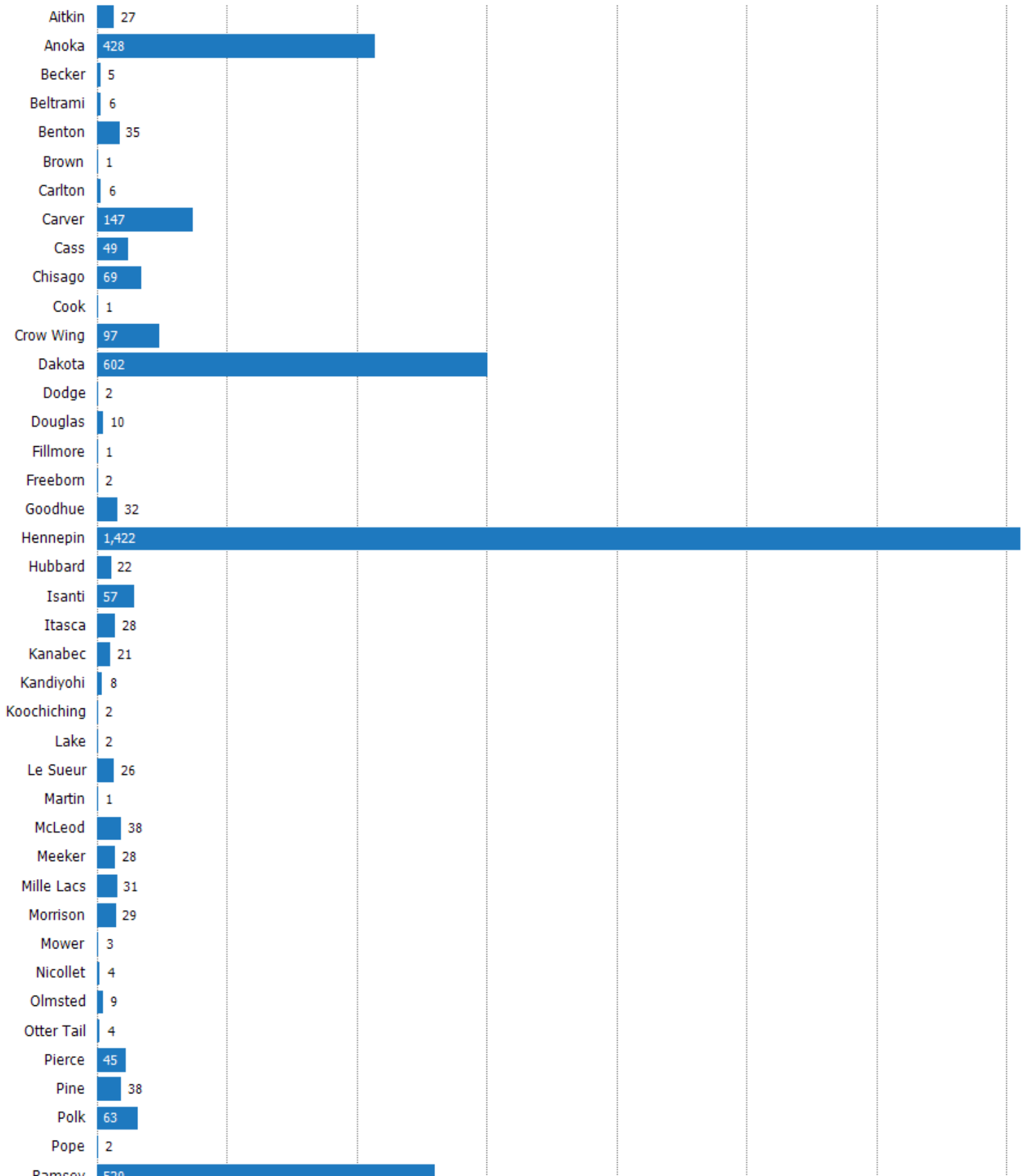


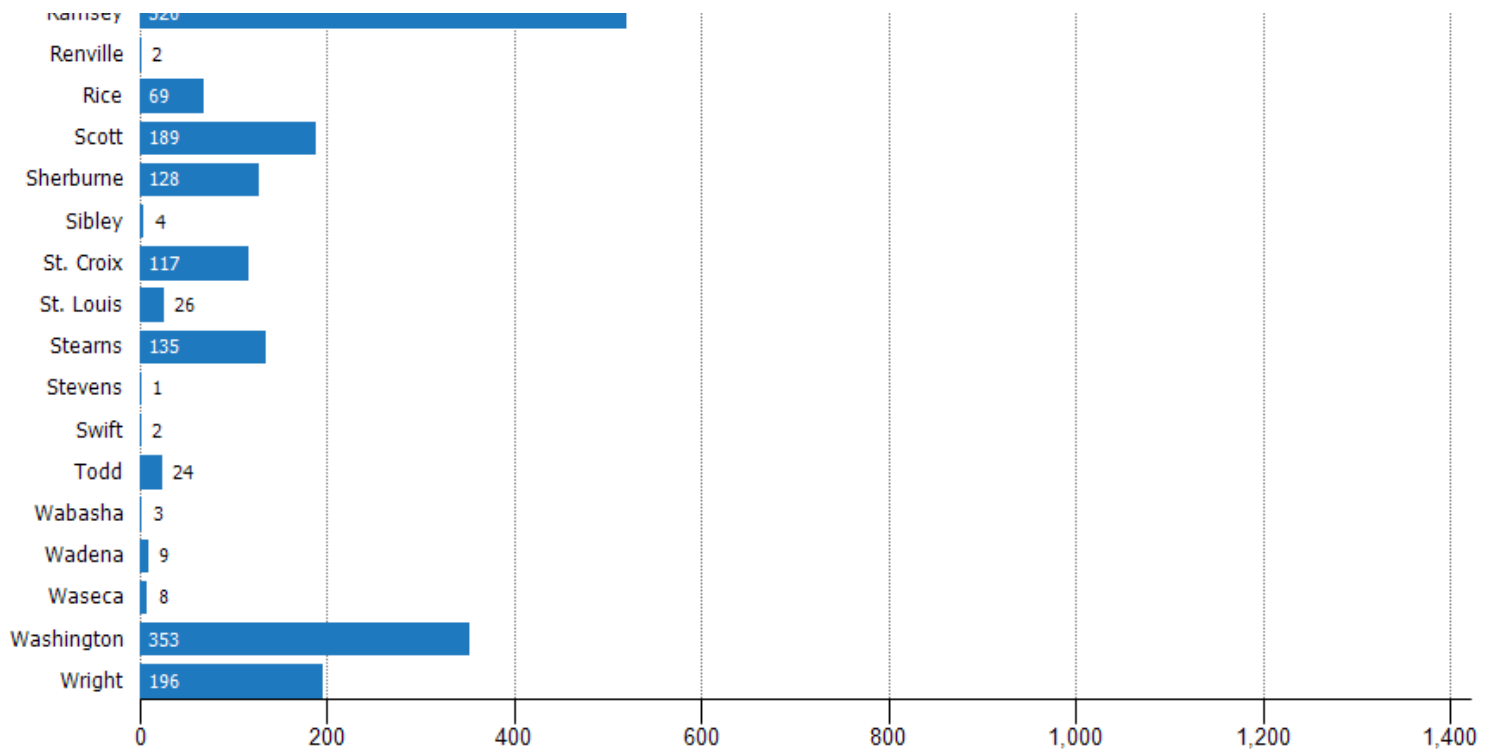
Other	0%	0%	0%	0%	0%	0%	0%	0%	-	0%	0%	0%	-
Farm/Ranch	0%	0%	0%	-	0%	0%	0%	0%	0%	-	0%	0%	0%
Lot/Land	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Multifamily/Multiplex	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-
Condo/Townhouse	21%	21%	21%	22%	21%	22%	21%	23%	23%	23%	24%	22%	23%
Single Family Residence	79%	78%	78%	78%	78%	78%	79%	76%	77%	76%	76%	78%	77%

## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: 87 Selected



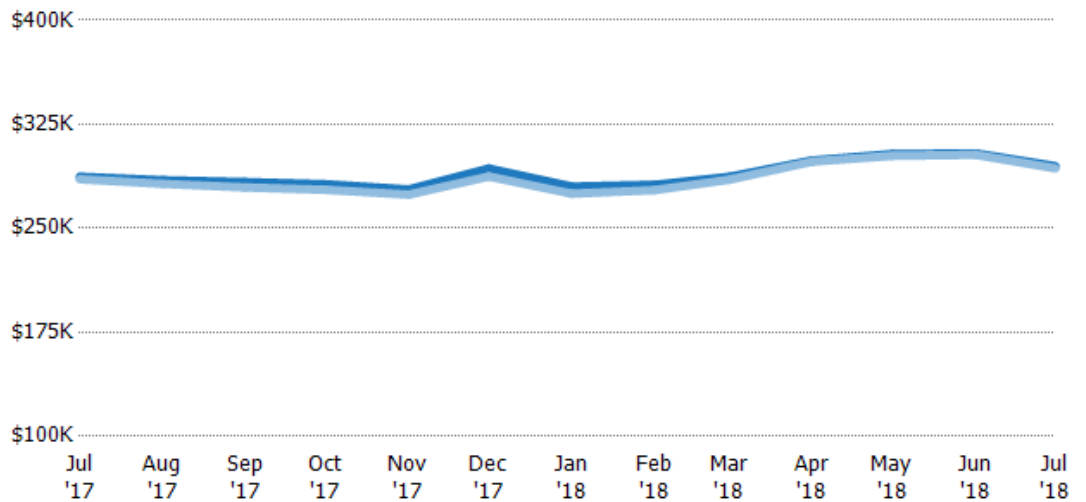


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: 87 Selected



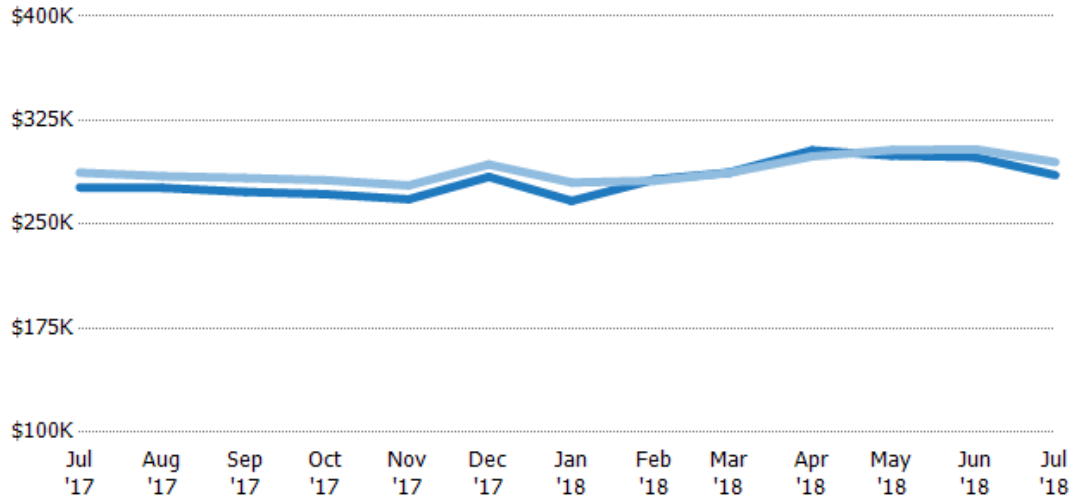
Avg List Price	\$287K	\$285K	\$283K	\$282K	\$278K	\$293K	\$280K	\$281K	\$287K	\$299K	\$304K	\$304K	\$295K
Avg Sales Price	\$285K	\$282K	\$279K	\$278K	\$274K	\$287K	\$275K	\$278K	\$285K	\$298K	\$302K	\$303K	\$293K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	99%	99%	98%	98%	99%	99%	100%	100%	100%	99%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: 87 Selected



Avg Est Value	\$277K	\$276K	\$273K	\$272K	\$268K	\$284K	\$267K	\$282K	\$287K	\$303K	\$300K	\$298K	\$285K
Avg Sales Price	\$287K	\$285K	\$283K	\$282K	\$278K	\$293K	\$280K	\$281K	\$287K	\$299K	\$304K	\$304K	\$295K
Avg Sales Price as a % of Avg Est Value	104%	103%	104%	104%	104%	103%	105%	100%	100%	99%	101%	102%	103%

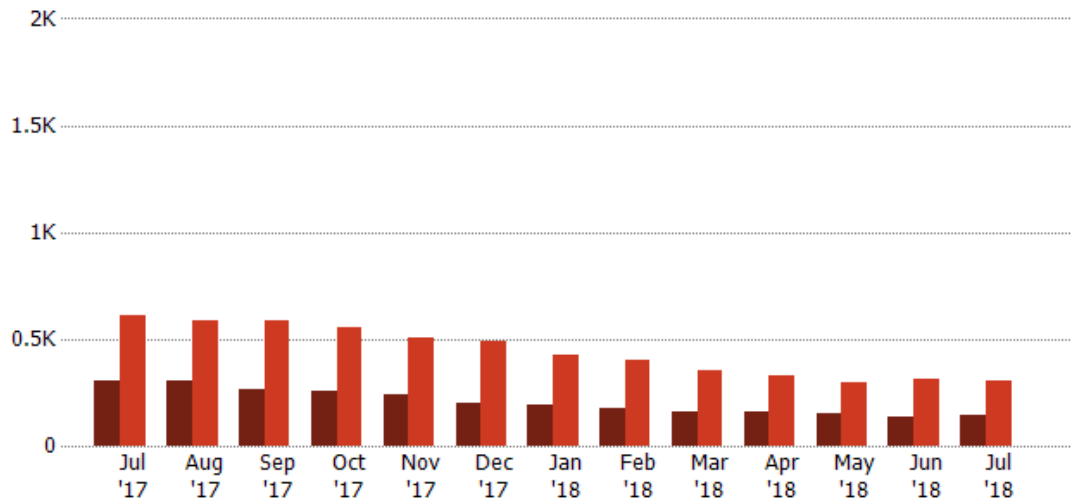
## Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: 87 Selected

Month/Year	Count	% Chg.
Jul '18	142	-53.4%
Jul '17	305	-50.2%
Jul '16	612	67%

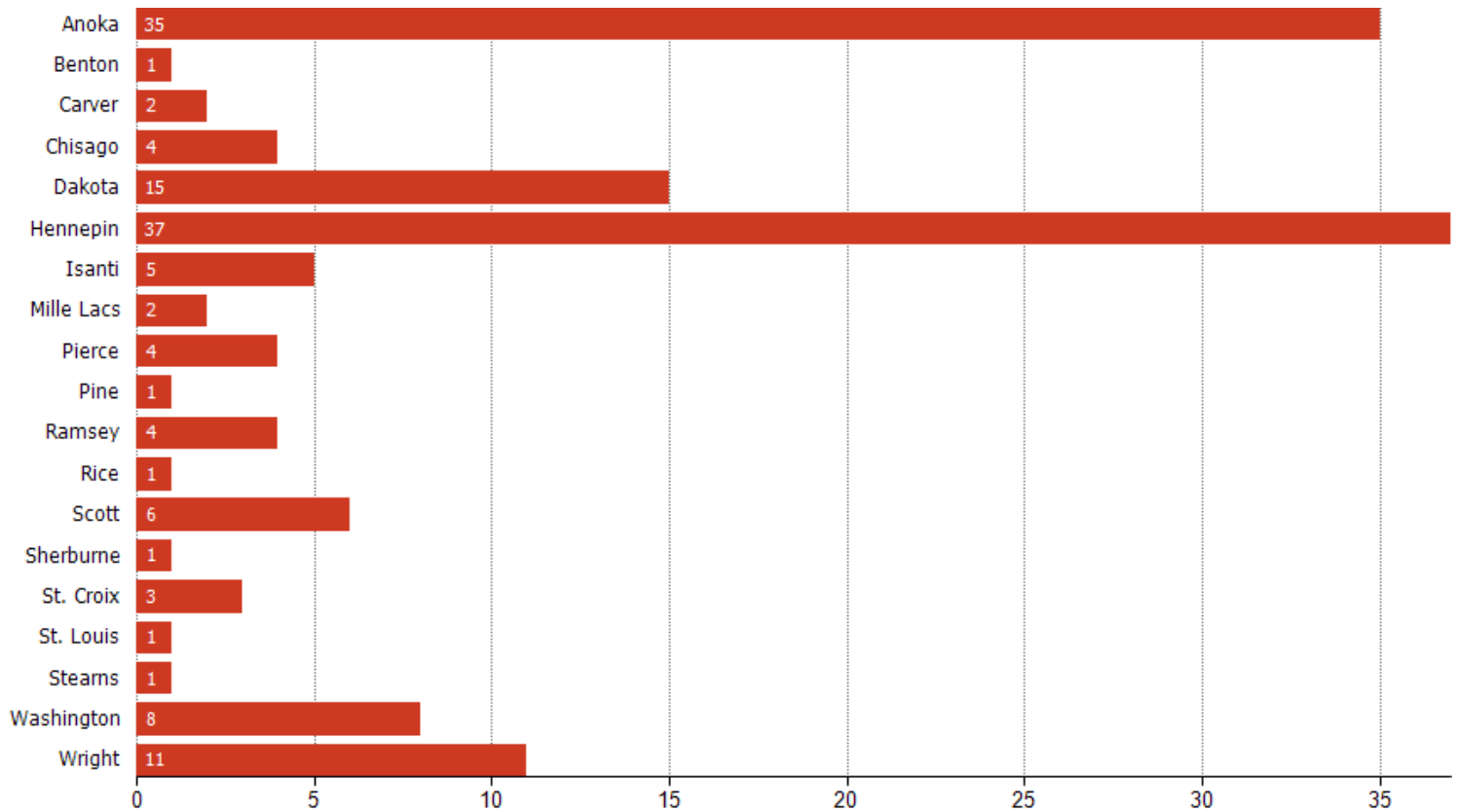


Current Year	305	304	265	253	240	198	191	174	156	159	150	139	142
Prior Year	612	588	590	551	506	486	423	400	350	325	295	310	305
Percent Change from Prior Year	-50%	-48%	-55%	-54%	-53%	-59%	-55%	-57%	-55%	-51%	-49%	-55%	-53%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: 87 Selected



## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 08/07/2018

**Scheduled:** Yes

**Report Date Range:** From 7/2017 To: 7/2018

### Information Included

- |  |  |  |
|--|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Include Appendix | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary            |  | <input type="checkbox"/> Medians             |
| <input checked="" type="checkbox"/> Include Metrics By: County |  |  |

### MLS Filter

**MLS:** All

### Listing Filters

**Property Types:** All

**Sales Types:** All

**Price Range:** None

### Listing Activity Charts

- ☒ New Listings
- ☒ Active Listings
- ☒ Average Listing Price
- ☒ Average Listing Price per Sq Ft
- ☒ Average Listing Price vs Est Value
- ☒ Median Days in RPR
- ☒ Months of Inventory
- ☒ Absorption Rate

### Sales Activity Charts

- ☐ Active/Pending/Sold
- ☐ New Pending Sales
- ☒ Pending Sales
- ☒ Closed Sales
- ☐ Average Sales Price
- ☐ Average Sales Price per Sq Ft
- ☒ Average Sales Price vs Listing Price
- ☒ Average Sales Price vs Est Value

### Distressed Charts

- ☒ Distressed Listings
- ☐ Distressed Sales

### Data Tables Using 7/2018 data

- ☐ Listing Activity by ZIP
- ☐ Listing Activity by Metro Area
- ☐ Sales Activity by ZIP
- ☐ Sales Activity by Metro Area

## Location Filters

**State:** All

<b>County:</b>	Aitkin County, Minnesota	Anoka County, Minnesota	Becker County, Minnesota
	Beltrami County, Minnesota	Benton County, Minnesota	Brown County, Minnesota
	Carlton County, Minnesota	Carver County, Minnesota	Cass County, Minnesota
	Chippewa County, Minnesota	Chisago County, Minnesota	Clay County, Minnesota
	Clearwater County, Minnesota	Cook County, Minnesota	Cottonwood County, Minnesota
	Crow Wing County, Minnesota	Dakota County, Minnesota	Dodge County, Minnesota
	Douglas County, Minnesota	Faribault County, Minnesota	Fillmore County, Minnesota
	Freeborn County, Minnesota	Goodhue County, Minnesota	Grant County, Minnesota
	Hennepin County, Minnesota	Houston County, Minnesota	Hubbard County, Minnesota
	Isanti County, Minnesota	Itasca County, Minnesota	Jackson County, Minnesota
	Kanabec County, Minnesota	Kandiyohi County, Minnesota	Kittson County, Minnesota
	Koochiching County, Minnesota	Lac qui Parle County, Minnesota	Lake County, Minnesota
	Lake of the Woods County, Minnesota	Le Sueur County, Minnesota	Lincoln County, Minnesota
	Lyon County, Minnesota	McLeod County, Minnesota	Mahnomen County, Minnesota
	Marshall County, Minnesota	Martin County, Minnesota	Meeker County, Minnesota
	Mille Lacs County, Minnesota	Morrison County, Minnesota	Mower County, Minnesota
	Murray County, Minnesota	Nicollet County, Minnesota	Nobles County, Minnesota
	Norman County, Minnesota	Olmsted County, Minnesota	Otter Tail County, Minnesota
	Pennington County, Minnesota	Pine County, Minnesota	Pipestone County, Minnesota
	Polk County, Minnesota	Pope County, Minnesota	Ramsey County, Minnesota
	Red Lake County, Minnesota	Redwood County, Minnesota	Renville County, Minnesota
	Rice County, Minnesota	Rock County, Minnesota	Roseau County, Minnesota
	St. Louis County, Minnesota	Scott County, Minnesota	Sherburne County, Minnesota
	Sibley County, Minnesota	Steams County, Minnesota	Stevens County, Minnesota
	Swift County, Minnesota	Todd County, Minnesota	Traverse County, Minnesota
	Wabasha County, Minnesota	Wadena County, Minnesota	Waseca County, Minnesota
	Washington County, Minnesota	Watonwan County, Minnesota	Wilkin County, Minnesota
	Winona County, Minnesota	Wright County, Minnesota	Yellow Medicine County, Minnesota
	Pierce County, Wisconsin	Polk County, Wisconsin	St. Croix County, Wisconsin

**ZIP Code:** All