

Monthly Indicators



November 2018

Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

- 1.4% **+ 4.0%** **- 19.1%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
Homes for Sale

| | |
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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



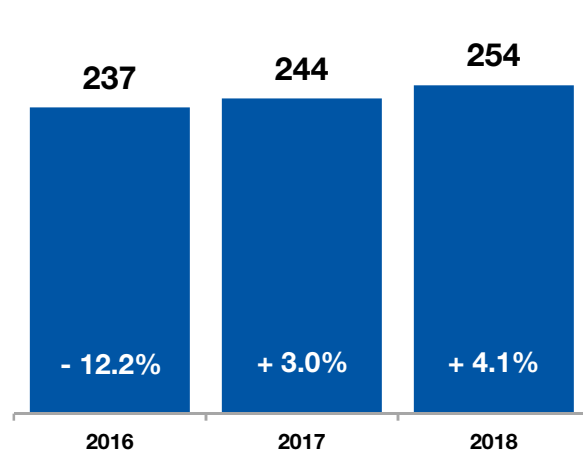
| Key Metrics | Historical Sparkbars | 11-2017 | 11-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|-------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 244 | 254 | + 4.1% | 6,522 | 6,427 | - 1.5% |
| Pending Sales | | 259 | 270 | + 4.2% | 4,532 | 4,538 | + 0.1% |
| Closed Sales | | 355 | 350 | - 1.4% | 4,480 | 4,491 | + 0.2% |
| Days on Market | | 93 | 68 | - 26.9% | 89 | 76 | - 14.6% |
| Median Sales Price | | \$173,000 | \$180,000 | + 4.0% | \$173,750 | \$185,500 | + 6.8% |
| Avg. Sales Price | | \$203,011 | \$224,899 | + 10.8% | \$207,495 | \$226,533 | + 9.2% |
| Pct. of Orig. Price Received | | 93.8% | 93.6% | - 0.2% | 93.9% | 94.8% | + 1.0% |
| Affordability Index | | 161 | 135 | - 16.1% | 160 | 131 | - 18.1% |
| Homes for Sale | | 1,969 | 1,592 | - 19.1% | -- | -- | -- |
| Months Supply | | 5.0 | 4.0 | - 20.0% | -- | -- | -- |

New Listings

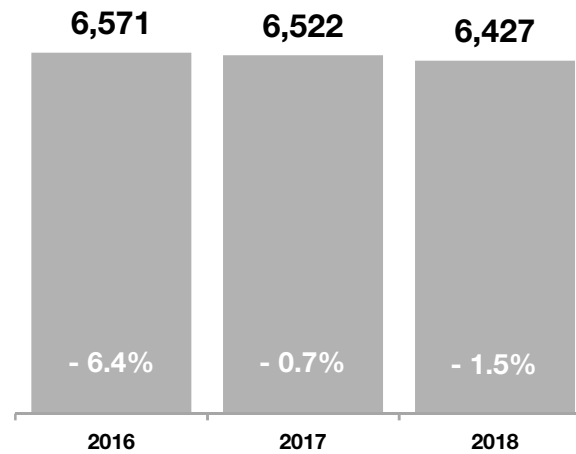
A count of the properties that have been newly listed on the market in a given month.



November

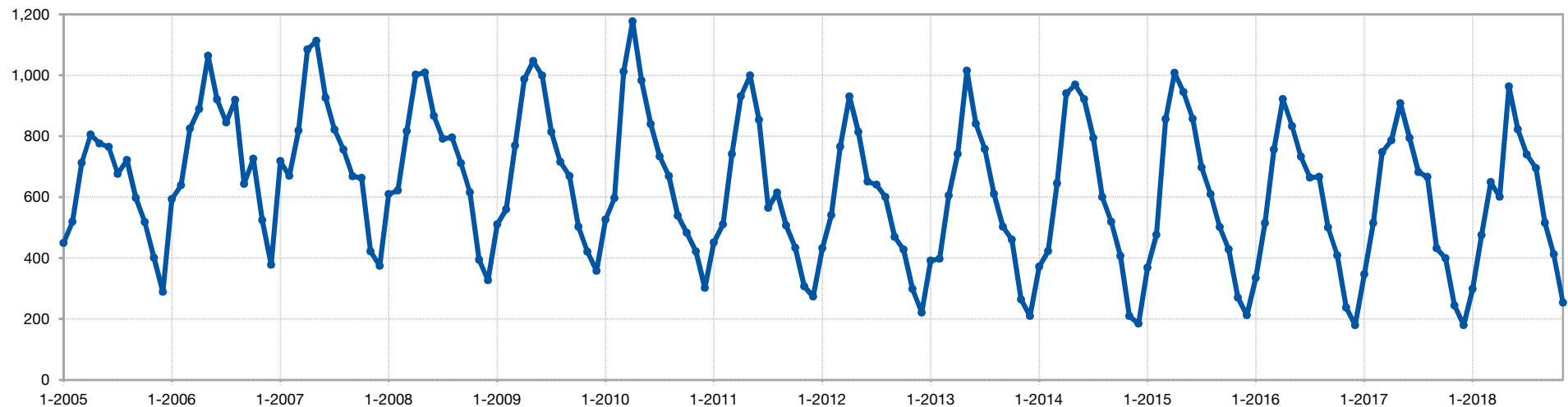


Year to Date



| | New Listings | Prior Year | Percent Change |
|----------------------|--------------|------------|----------------|
| December 2017 | 180 | 180 | 0.0% |
| January 2018 | 299 | 347 | -13.8% |
| February 2018 | 475 | 515 | -7.8% |
| March 2018 | 649 | 748 | -13.2% |
| April 2018 | 601 | 786 | -23.5% |
| May 2018 | 963 | 908 | +6.1% |
| June 2018 | 823 | 794 | +3.7% |
| July 2018 | 740 | 682 | +8.5% |
| August 2018 | 695 | 667 | +4.2% |
| September 2018 | 516 | 432 | +19.4% |
| October 2018 | 412 | 399 | +3.3% |
| November 2018 | 254 | 244 | +4.1% |
| 12-Month Avg | 551 | 559 | -1.4% |

Historical New Listings by Month

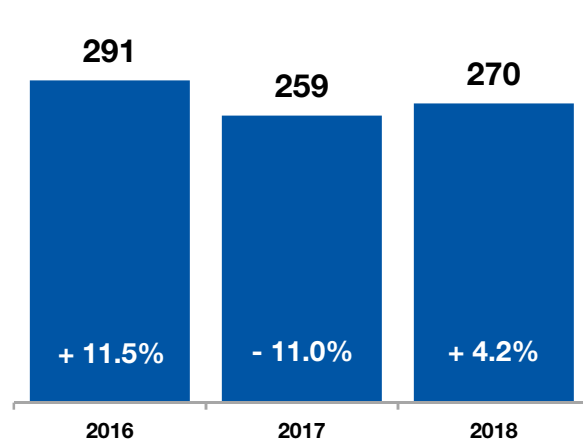


Pending Sales

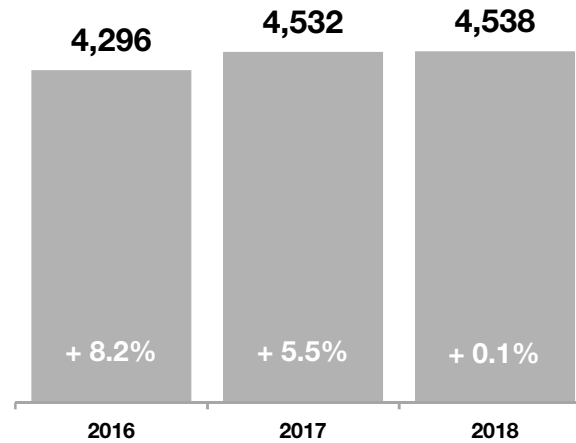
A count of the properties on which offers have been accepted in a given month.



November



Year to Date



| Pending Sales | Prior Year | Percent Change |
|----------------------|------------|------------------|
| December 2017 | 206 | 215 -4.2% |
| January 2018 | 224 | 194 +15.5% |
| February 2018 | 256 | 279 -8.2% |
| March 2018 | 371 | 441 -15.9% |
| April 2018 | 467 | 447 +4.5% |
| May 2018 | 534 | 564 -5.3% |
| June 2018 | 519 | 533 -2.6% |
| July 2018 | 534 | 475 +12.4% |
| August 2018 | 578 | 510 +13.3% |
| September 2018 | 411 | 428 -4.0% |
| October 2018 | 374 | 402 -7.0% |
| November 2018 | 270 | 259 +4.2% |
| 12-Month Avg | 395 | 396 -0.3% |

Historical Pending Sales by Month

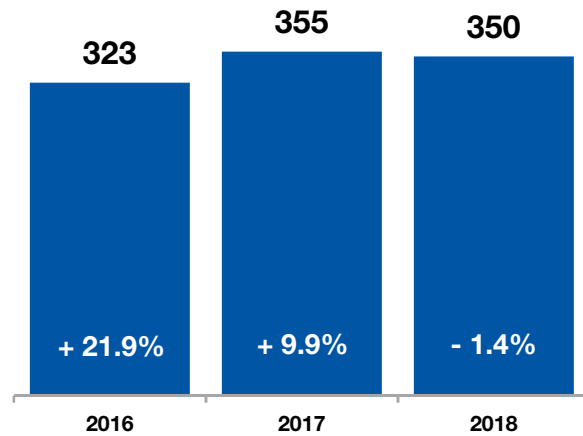


Closed Sales

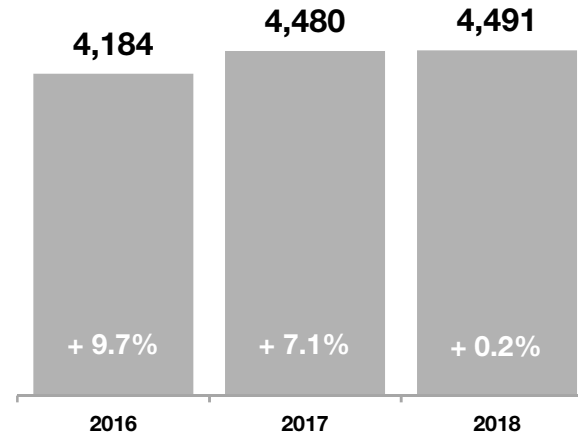
A count of the actual sales that closed in a given month.



November



Year to Date



| | Closed Sales | Prior Year | Percent Change |
|----------------------|--------------|------------|----------------|
| December 2017 | 290 | 329 | -11.9% |
| January 2018 | 203 | 207 | -1.9% |
| February 2018 | 175 | 174 | +0.6% |
| March 2018 | 278 | 279 | -0.4% |
| April 2018 | 335 | 362 | -7.5% |
| May 2018 | 479 | 539 | -11.1% |
| June 2018 | 598 | 598 | 0.0% |
| July 2018 | 494 | 487 | +1.4% |
| August 2018 | 634 | 540 | +17.4% |
| September 2018 | 469 | 482 | -2.7% |
| October 2018 | 476 | 457 | +4.2% |
| November 2018 | 350 | 355 | -1.4% |
| 12-Month Avg | 398 | 401 | -0.7% |

Historical Closed Sales by Month

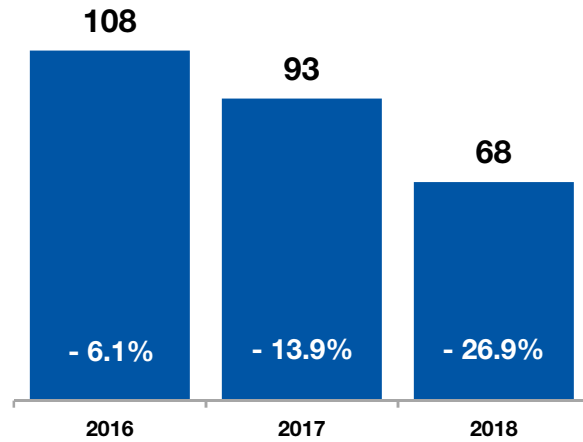


Days on Market Until Sale

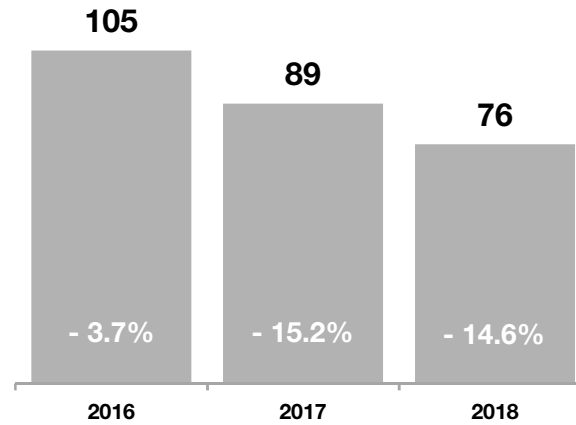
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

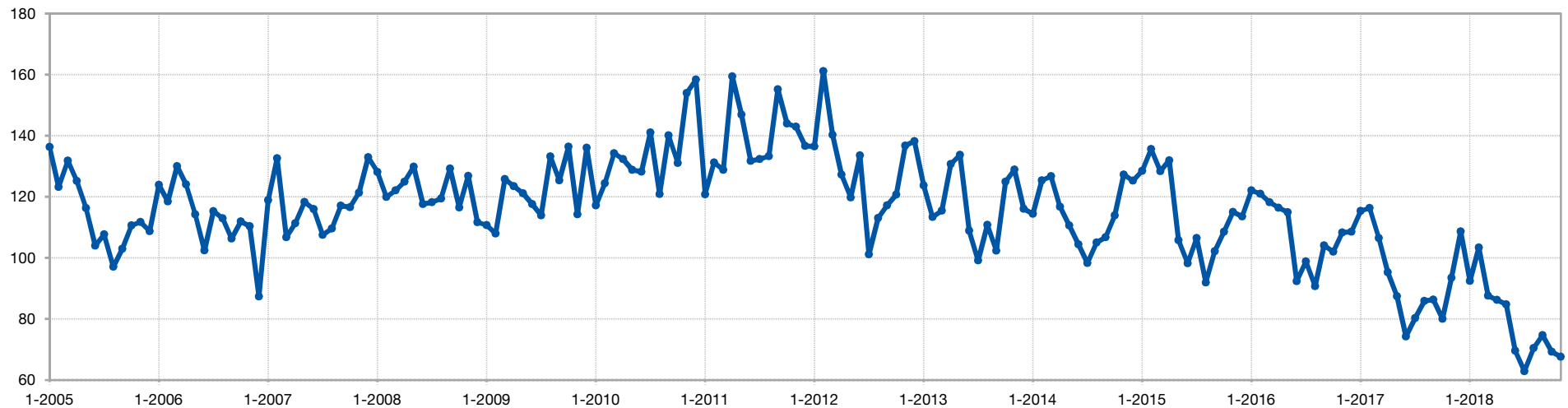


Year to Date



| Days on Market | | Prior Year | Percent Change |
|----------------------|-----------|------------|----------------|
| December 2017 | 109 | 109 | 0.0% |
| January 2018 | 92 | 115 | -20.0% |
| February 2018 | 103 | 116 | -11.2% |
| March 2018 | 88 | 106 | -17.0% |
| April 2018 | 86 | 95 | -9.5% |
| May 2018 | 85 | 87 | -2.3% |
| June 2018 | 70 | 74 | -5.4% |
| July 2018 | 63 | 80 | -21.3% |
| August 2018 | 70 | 86 | -18.6% |
| September 2018 | 75 | 86 | -12.8% |
| October 2018 | 69 | 80 | -13.8% |
| November 2018 | 68 | 93 | -26.9% |
| 12-Month Avg | 81 | 94 | -13.8% |

Historical Days on Market Until Sale by Month

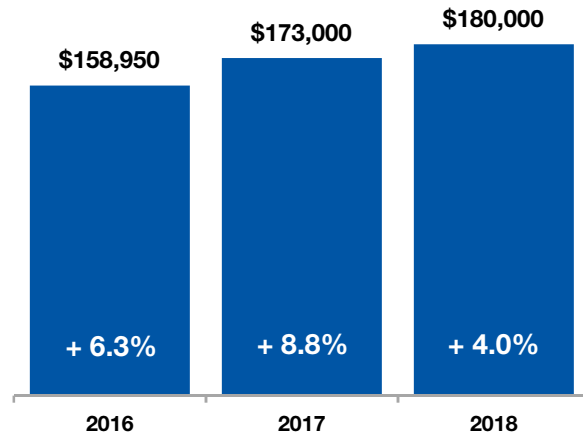


Median Sales Price

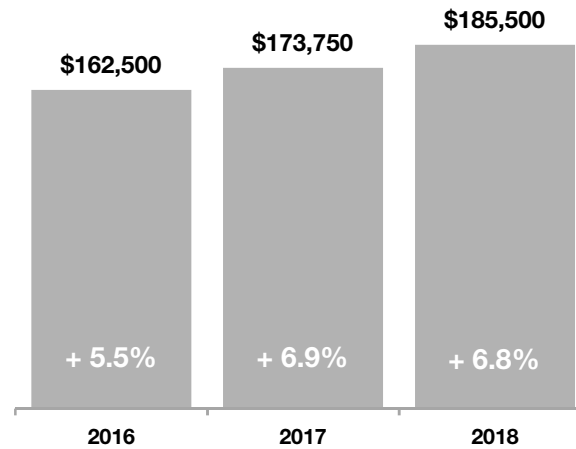
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November

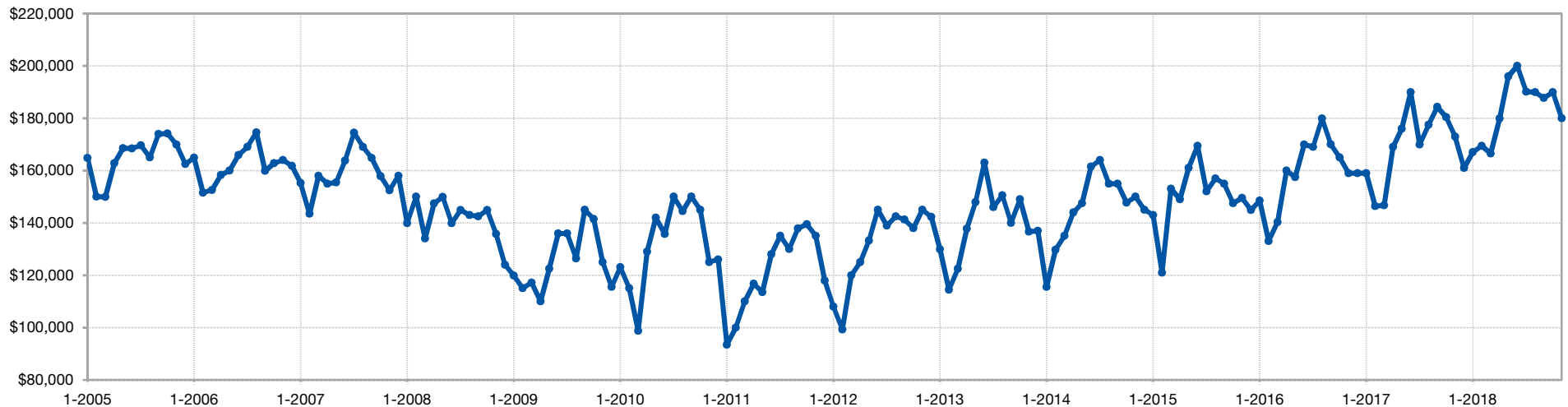


Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|----------------------|--------------------|------------------|----------------|
| December 2017 | \$161,000 | \$159,000 | +1.3% |
| January 2018 | \$167,000 | \$159,000 | +5.0% |
| February 2018 | \$169,450 | \$146,450 | +15.7% |
| March 2018 | \$166,500 | \$146,750 | +13.5% |
| April 2018 | \$179,900 | \$169,000 | +6.4% |
| May 2018 | \$196,000 | \$175,950 | +11.4% |
| June 2018 | \$200,000 | \$189,900 | +5.3% |
| July 2018 | \$190,160 | \$169,900 | +11.9% |
| August 2018 | \$189,900 | \$177,500 | +7.0% |
| September 2018 | \$187,750 | \$184,303 | +1.9% |
| October 2018 | \$189,900 | \$180,423 | +5.3% |
| November 2018 | \$180,000 | \$173,000 | +4.0% |
| 12-Month Avg | \$181,463 | \$169,265 | +7.2% |

Historical Median Sales Price by Month

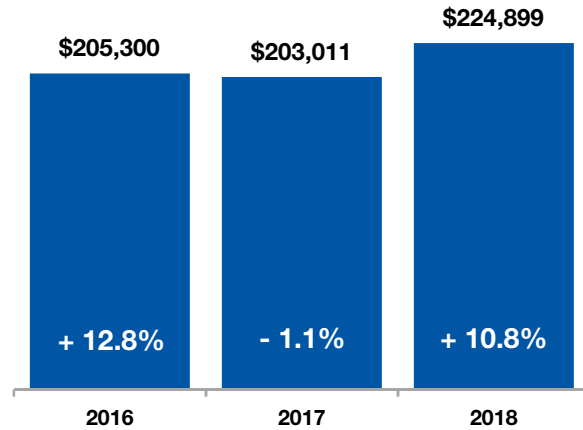


Average Sales Price

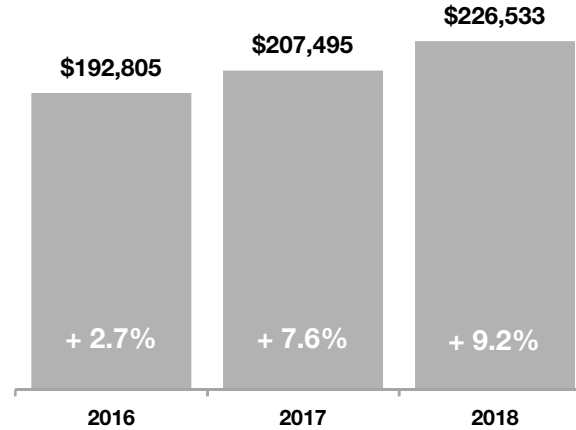
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

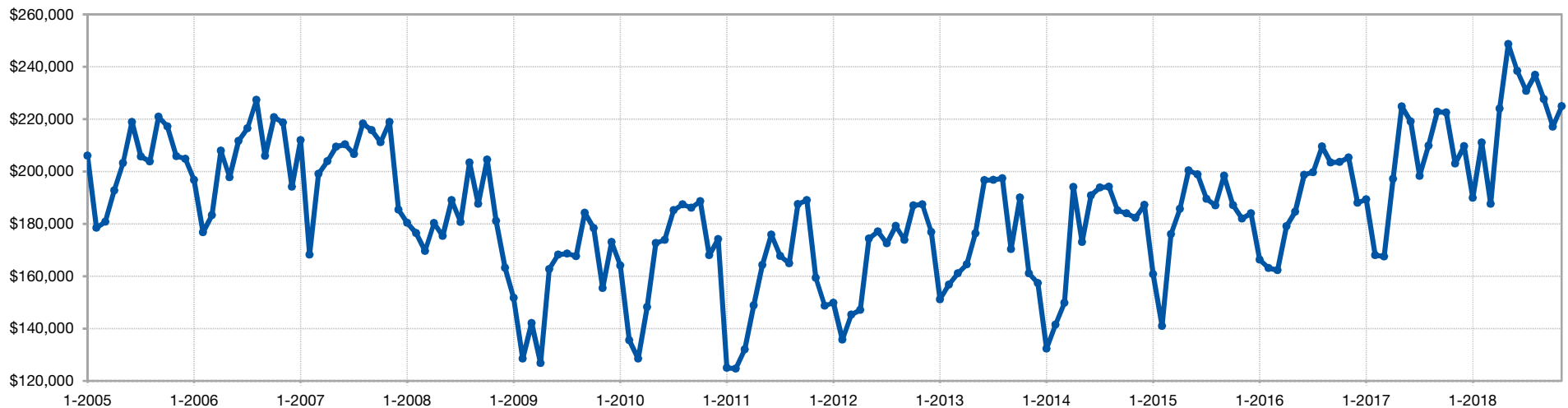


Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|----------------------|------------------|------------------|----------------|
| December 2017 | \$209,589 | \$188,039 | +11.5% |
| January 2018 | \$189,948 | \$189,332 | +0.3% |
| February 2018 | \$210,998 | \$168,000 | +25.6% |
| March 2018 | \$187,565 | \$167,481 | +12.0% |
| April 2018 | \$224,042 | \$197,166 | +13.6% |
| May 2018 | \$248,663 | \$224,801 | +10.6% |
| June 2018 | \$238,376 | \$219,088 | +8.8% |
| July 2018 | \$230,736 | \$198,288 | +16.4% |
| August 2018 | \$236,886 | \$209,865 | +12.9% |
| September 2018 | \$227,682 | \$222,790 | +2.2% |
| October 2018 | \$217,050 | \$222,515 | -2.5% |
| November 2018 | \$224,899 | \$203,011 | +10.8% |
| 12-Month Avg | \$220,536 | \$200,865 | +9.8% |

Historical Average Sales Price by Month

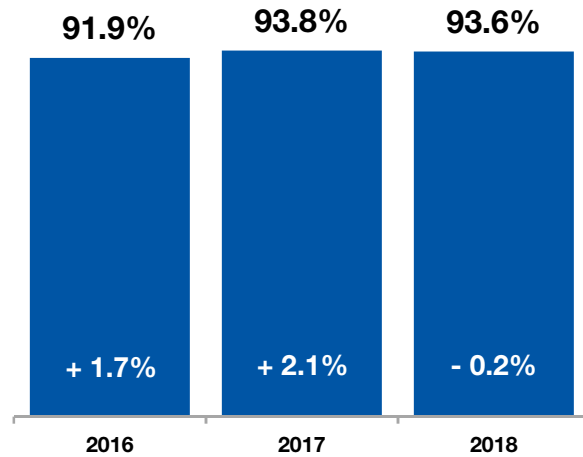


Percent of Original List Price Received

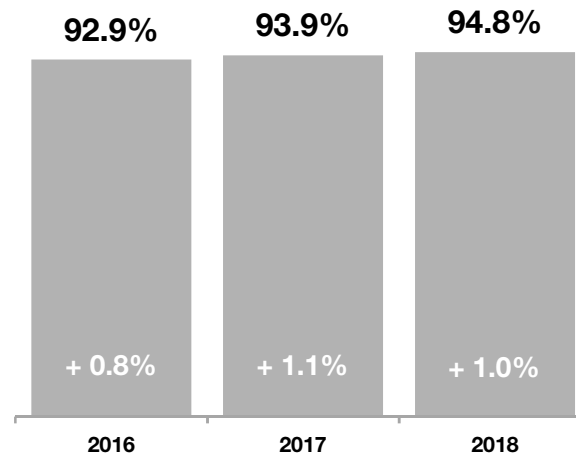
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November



Year to Date



| | Pct. of Orig. Price Received | Prior Year | Percent Change |
|----------------------|------------------------------|--------------|----------------|
| December 2017 | 92.1% | 91.7% | +0.4% |
| January 2018 | 93.1% | 91.6% | +1.6% |
| February 2018 | 91.9% | 90.9% | +1.1% |
| March 2018 | 94.4% | 93.5% | +1.0% |
| April 2018 | 94.9% | 93.6% | +1.4% |
| May 2018 | 95.6% | 94.9% | +0.7% |
| June 2018 | 95.8% | 95.3% | +0.5% |
| July 2018 | 96.2% | 94.6% | +1.7% |
| August 2018 | 94.9% | 93.7% | +1.3% |
| September 2018 | 94.5% | 93.5% | +1.1% |
| October 2018 | 94.1% | 93.9% | +0.2% |
| November 2018 | 93.6% | 93.8% | -0.2% |
| 12-Month Avg | 94.3% | 93.4% | +1.0% |

Historical Percent of Original List Price Received by Month

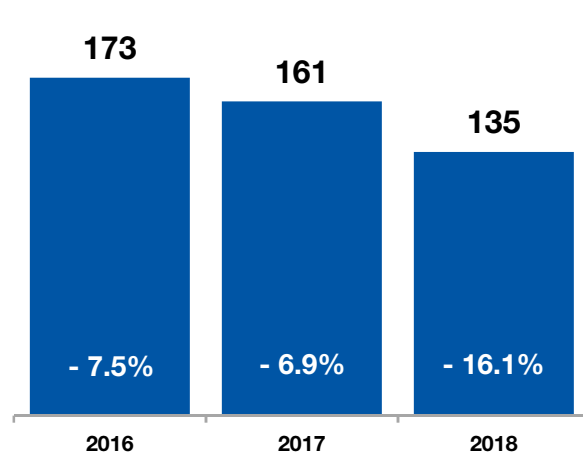


Housing Affordability Index

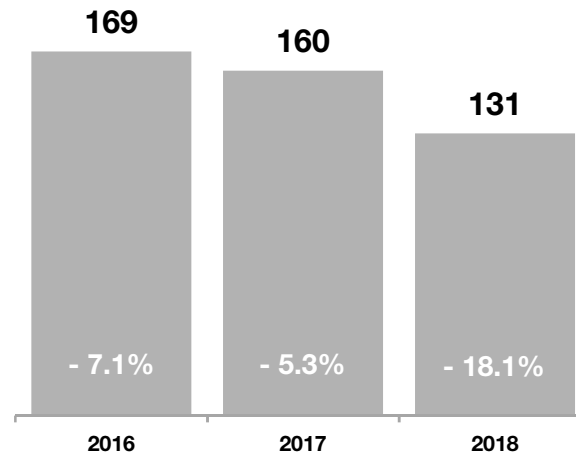
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



November



Year to Date



| | Affordability Index | Prior Year | Percent Change |
|----------------------|---------------------|------------|----------------|
| December 2017 | 171 | 168 | +1.8% |
| January 2018 | 160 | 166 | -3.6% |
| February 2018 | 157 | 185 | -15.1% |
| March 2018 | 159 | 184 | -13.6% |
| April 2018 | 145 | 163 | -11.0% |
| May 2018 | 133 | 158 | -15.8% |
| June 2018 | 131 | 146 | -10.3% |
| July 2018 | 138 | 164 | -15.9% |
| August 2018 | 137 | 158 | -13.3% |
| September 2018 | 134 | 152 | -11.8% |
| October 2018 | 125 | 153 | -18.3% |
| November 2018 | 135 | 161 | -16.1% |
| 12-Month Avg | 144 | 163 | -11.7% |

Historical Housing Affordability Index by Month

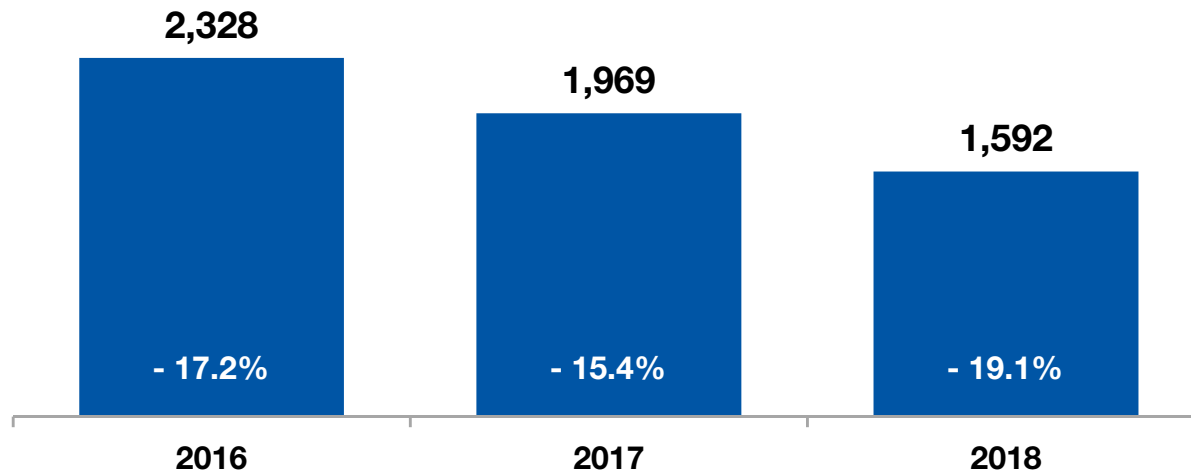


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

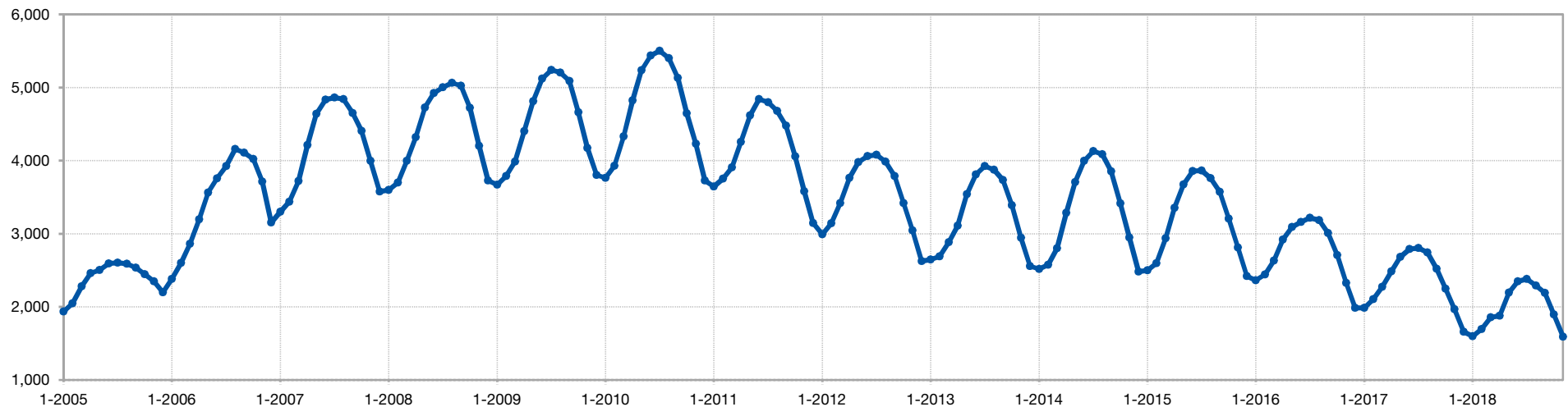


November



| Homes for Sale | | Prior Year | Percent Change |
|----------------------|--------------|--------------|----------------|
| December 2017 | 1,658 | 1,984 | -16.4% |
| January 2018 | 1,596 | 1,986 | -19.6% |
| February 2018 | 1,693 | 2,104 | -19.5% |
| March 2018 | 1,856 | 2,274 | -18.4% |
| April 2018 | 1,879 | 2,485 | -24.4% |
| May 2018 | 2,193 | 2,682 | -18.2% |
| June 2018 | 2,349 | 2,791 | -15.8% |
| July 2018 | 2,380 | 2,803 | -15.1% |
| August 2018 | 2,290 | 2,744 | -16.5% |
| September 2018 | 2,190 | 2,520 | -13.1% |
| October 2018 | 1,894 | 2,246 | -15.7% |
| November 2018 | 1,592 | 1,969 | -19.1% |
| 12-Month Avg | 1,964 | 2,382 | -17.5% |

Historical Inventory of Homes for Sale by Month

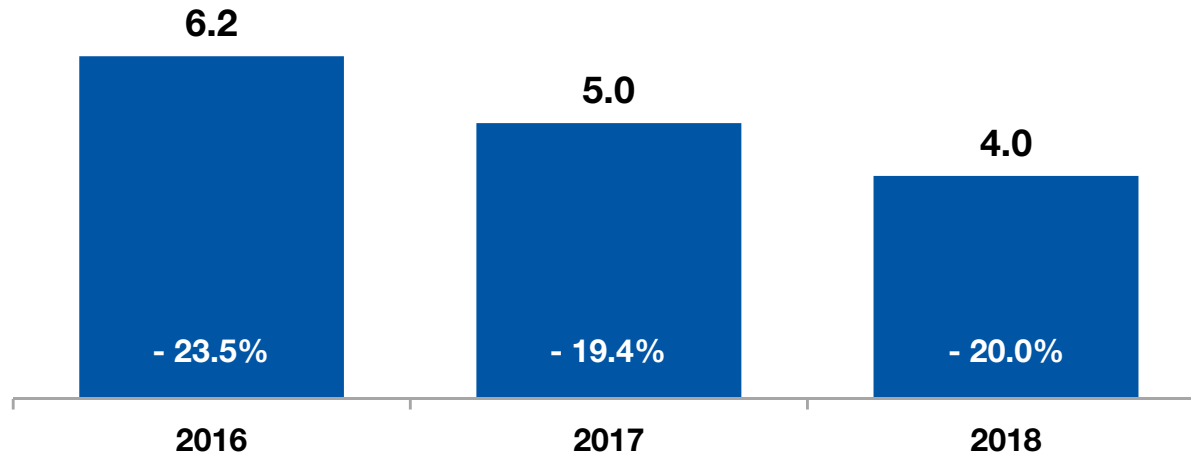


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

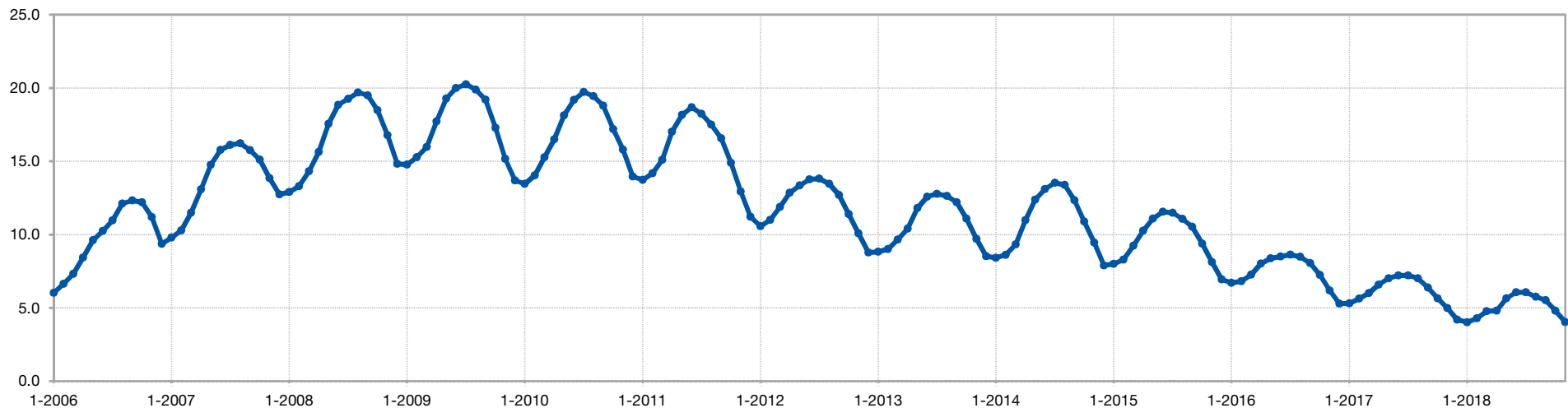


November



| Months Supply | | Prior Year | Percent Change |
|----------------------|------------|------------|----------------|
| December 2017 | 4.2 | 5.3 | -20.8% |
| January 2018 | 4.0 | 5.3 | -24.5% |
| February 2018 | 4.3 | 5.6 | -23.2% |
| March 2018 | 4.8 | 6.0 | -20.0% |
| April 2018 | 4.8 | 6.6 | -27.3% |
| May 2018 | 5.6 | 7.0 | -20.0% |
| June 2018 | 6.1 | 7.2 | -15.3% |
| July 2018 | 6.1 | 7.2 | -15.3% |
| August 2018 | 5.8 | 7.0 | -17.1% |
| September 2018 | 5.5 | 6.4 | -14.1% |
| October 2018 | 4.8 | 5.6 | -14.3% |
| November 2018 | 4.0 | 5.0 | -20.0% |
| 12-Month Avg | 5.0 | 6.2 | -19.4% |

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.
Homes for Sale and Months Supply are based on monthly figures.



| | New Listings | | | Closed Sales | | | Median Sales Price | | | Homes for Sale | | | Months Supply | | |
|--------------|--------------|----------|--------|--------------|----------|--------|--------------------|-----------|--------|----------------|---------|--------|---------------|---------|--------|
| | YTD 2017 | YTD 2018 | + / - | YTD 2017 | YTD 2018 | + / - | YTD 2017 | YTD 2018 | + / - | 11-2017 | 11-2018 | + / - | 11-2017 | 11-2018 | + / - |
| Aitkin | 249 | 214 | -14.1% | 165 | 137 | -17.0% | \$167,000 | \$182,500 | +9.3% | 65 | 61 | -6.2% | 4.5 | 5.1 | +12.1% |
| Backus | 90 | 87 | -3.3% | 44 | 58 | +31.8% | \$153,000 | \$159,450 | +4.2% | 39 | 31 | -20.5% | 9.1 | 6.2 | -32.1% |
| Baxter | 216 | 205 | -5.1% | 159 | 165 | +3.8% | \$200,000 | \$214,000 | +7.0% | 62 | 25 | -59.7% | 4.4 | 1.8 | -59.9% |
| Brainerd | 638 | 658 | +3.1% | 490 | 489 | -0.2% | \$155,450 | \$179,000 | +15.1% | 169 | 121 | -28.4% | 4.0 | 2.7 | -31.5% |
| Breezy Point | 151 | 133 | -11.9% | 92 | 91 | -1.1% | \$184,700 | \$232,450 | +25.9% | 36 | 35 | -2.8% | 4.4 | 4.4 | -0.8% |
| Crosby | 57 | 54 | -5.3% | 51 | 45 | -11.8% | \$104,900 | \$110,000 | +4.9% | 18 | 11 | -38.9% | 3.8 | 2.6 | -32.4% |
| Crosslake | 186 | 164 | -11.8% | 104 | 99 | -4.8% | \$305,000 | \$357,250 | +17.1% | 85 | 43 | -49.4% | 9.3 | 4.9 | -47.0% |
| Cushing | 46 | 50 | +8.7% | 32 | 31 | -3.1% | \$213,250 | \$290,000 | +36.0% | 10 | 12 | +20.0% | 3.4 | 3.9 | +12.9% |
| Deerwood | 78 | 66 | -15.4% | 50 | 41 | -18.0% | \$210,200 | \$217,500 | +3.5% | 30 | 20 | -33.3% | 6.1 | 5.1 | -16.1% |
| Emily | 69 | 54 | -21.7% | 49 | 36 | -26.5% | \$189,500 | \$178,500 | -5.8% | 32 | 16 | -50.0% | 7.4 | 4.6 | -38.1% |
| Hackensack | 88 | 86 | -2.3% | 66 | 55 | -16.7% | \$234,500 | \$250,000 | +6.6% | 31 | 29 | -6.5% | 5.8 | 5.0 | -14.0% |
| Isle | 91 | 97 | +6.6% | 63 | 67 | +6.3% | \$158,950 | \$186,500 | +17.3% | 27 | 17 | -37.0% | 5.1 | 3.0 | -42.5% |
| Little Falls | 227 | 242 | +6.6% | 190 | 207 | +8.9% | \$124,950 | \$144,400 | +15.6% | 62 | 37 | -40.3% | 3.7 | 2.0 | -45.0% |
| Longville | 97 | 78 | -19.6% | 59 | 55 | -6.8% | \$259,000 | \$255,000 | -1.5% | 43 | 33 | -23.3% | 8.3 | 6.5 | -22.0% |
| Menahga | 73 | 70 | -4.1% | 43 | 56 | +30.2% | \$147,000 | \$122,750 | -16.5% | 27 | 18 | -33.3% | 6.5 | 3.7 | -42.5% |
| Motley | 63 | 65 | +3.2% | 32 | 35 | +9.4% | \$158,500 | \$150,000 | -5.4% | 25 | 22 | -12.0% | 8.3 | 6.9 | -17.0% |
| Nevis | 96 | 102 | +6.3% | 68 | 87 | +27.9% | \$198,500 | \$236,000 | +18.9% | 30 | 13 | -56.7% | 5.0 | 1.7 | -65.3% |
| Nisswa | 133 | 145 | +9.0% | 93 | 96 | +3.2% | \$315,000 | \$356,100 | +13.0% | 45 | 47 | +4.4% | 5.0 | 5.9 | +17.5% |
| Park Rapids | 276 | 254 | -8.0% | 181 | 195 | +7.7% | \$177,500 | \$172,500 | -2.8% | 79 | 65 | -17.7% | 4.9 | 3.9 | -19.4% |
| Pequot Lakes | 188 | 186 | -1.1% | 107 | 112 | +4.7% | \$251,750 | \$248,500 | -1.3% | 68 | 47 | -30.9% | 7.2 | 4.8 | -33.2% |
| Pillager | 75 | 74 | -1.3% | 60 | 56 | -6.7% | \$158,250 | \$204,450 | +29.2% | 18 | 15 | -16.7% | 3.2 | 2.8 | -13.8% |
| Pine River | 99 | 120 | +21.2% | 71 | 75 | +5.6% | \$129,000 | \$135,200 | +4.8% | 32 | 37 | +15.6% | 4.4 | 5.1 | +15.6% |
| Staples | 88 | 92 | +4.5% | 61 | 61 | 0.0% | \$98,000 | \$125,000 | +27.6% | 26 | 28 | +7.7% | 4.5 | 5.3 | +17.9% |
| Walker | 106 | 120 | +13.2% | 73 | 71 | -2.7% | \$235,500 | \$291,000 | +23.6% | 54 | 44 | -18.5% | 8.4 | 7.0 | -16.3% |