

# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

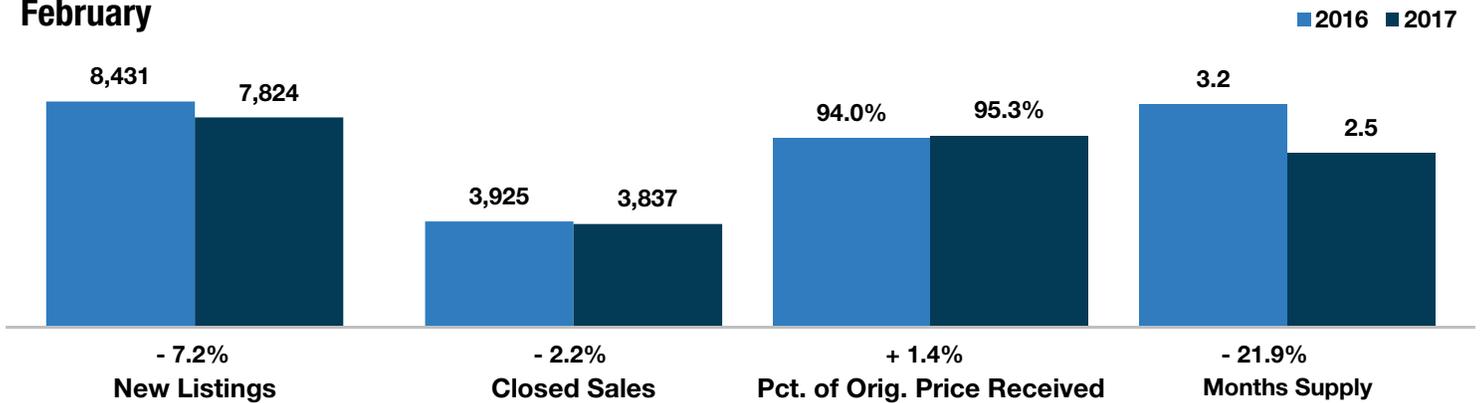


## Entire State

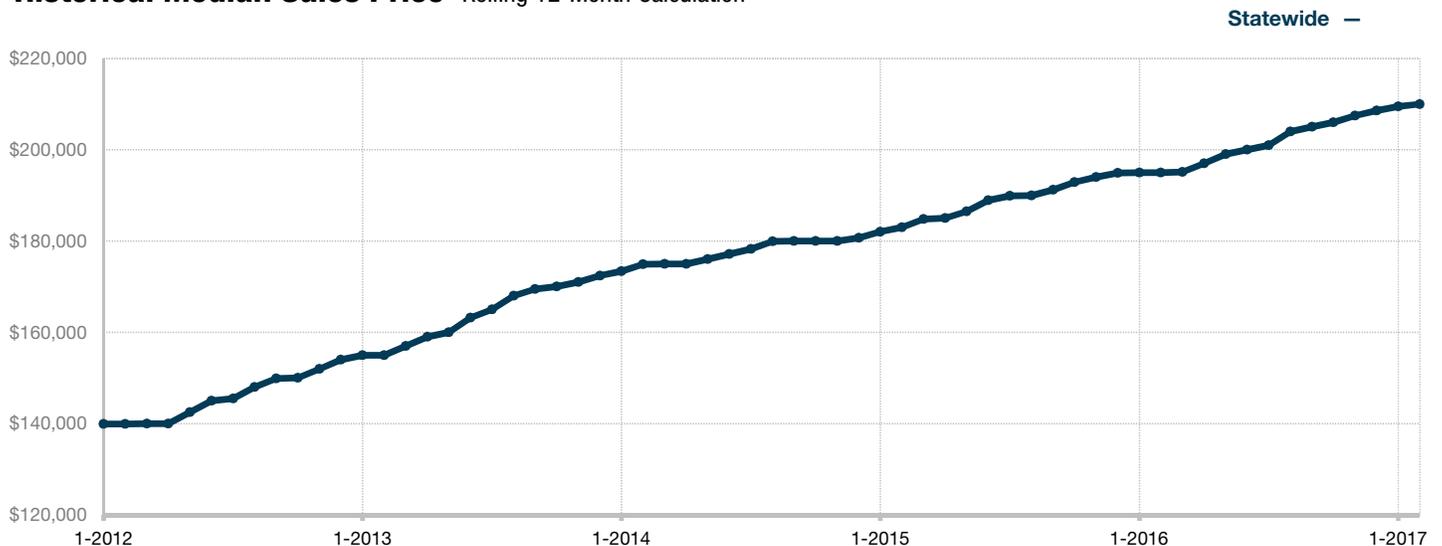
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	8,431	<b>7,824</b>	- 7.2%	14,501	<b>13,809</b>	- 4.8%
Closed Sales	3,925	<b>3,837</b>	- 2.2%	8,035	<b>7,945</b>	- 1.1%
Median Sales Price*	\$183,750	<b>\$198,000</b>	+ 7.8%	\$185,000	<b>\$199,000</b>	+ 7.6%
Percent of Original List Price Received*	94.0%	<b>95.3%</b>	+ 1.4%	94.0%	<b>95.1%</b>	+ 1.2%
Days on Market Until Sale	84	<b>74</b>	- 11.9%	81	<b>74</b>	- 8.6%
Months Supply of Inventory	3.2	<b>2.5</b>	- 21.9%	--	--	--

\* 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.

### February



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



# Monthly Indicators



## February 2017

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

## Activity Snapshot

**- 2.2%**      **+ 7.8%**      **- 7.2%**

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One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>New Listings</b>
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Activity Overview	<b>2</b>
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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	2-2016	2-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		8,431	<b>7,824</b>	- 7.2%	14,501	<b>13,809</b>	- 4.8%
<b>Pending Sales</b>		5,688	<b>5,585</b>	- 1.8%	9,989	<b>10,075</b>	+ 0.9%
<b>Closed Sales</b>		3,925	<b>3,837</b>	- 2.2%	8,035	<b>7,945</b>	- 1.1%
<b>Days on Market</b>		84	<b>74</b>	- 11.9%	81	<b>74</b>	- 8.6%
<b>Median Sales Price</b>		\$183,750	<b>\$198,000</b>	+ 7.8%	\$185,000	<b>\$199,000</b>	+ 7.6%
<b>Avg. Sales Price</b>		\$220,037	<b>\$237,105</b>	+ 7.8%	\$224,184	<b>\$238,903</b>	+ 6.6%
<b>Pct. of Orig. Price Received</b>		94.0%	<b>95.3%</b>	+ 1.4%	94.0%	<b>95.1%</b>	+ 1.2%
<b>Affordability Index</b>		230	<b>204</b>	- 11.3%	229	<b>203</b>	- 11.4%
<b>Homes for Sale*</b>		22,633	<b>17,838</b>	- 21.2%	--	--	--
<b>Months Supply*</b>		3.2	<b>2.5</b>	- 21.9%	--	--	--

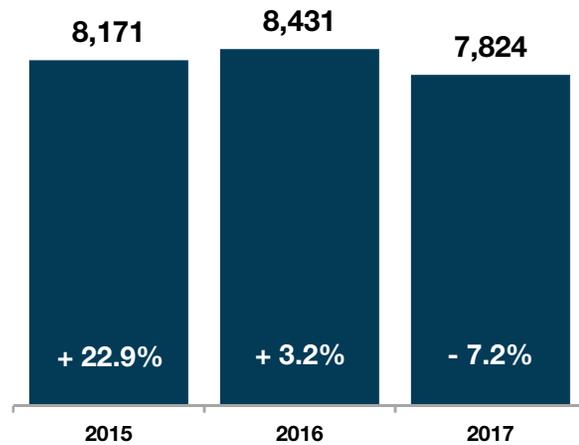
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

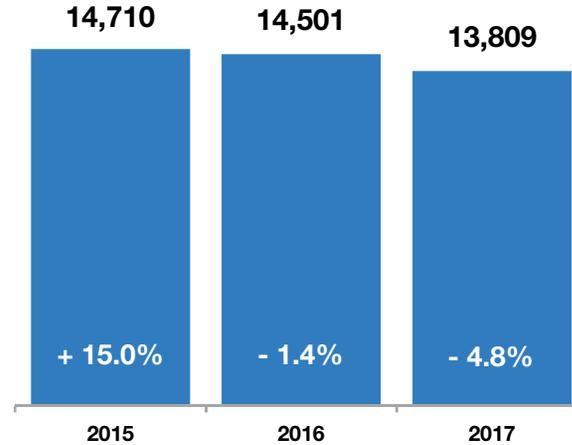
A count of the properties that have been newly listed on the market in a given month.



## February

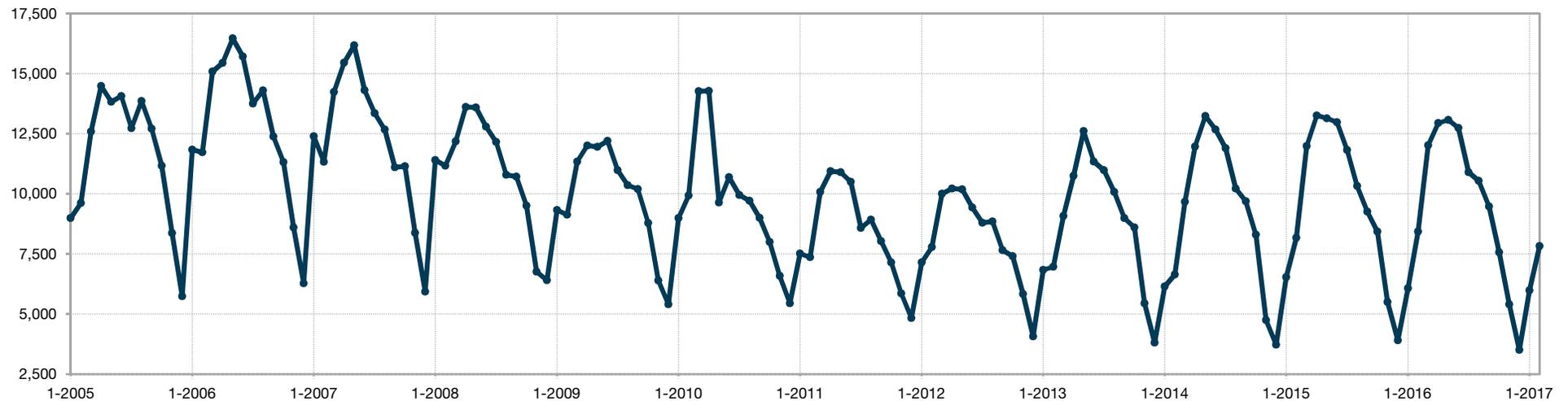


## Year to Date



	New Listings	Prior Year	Percent Change
March 2016	12,015	11,988	+0.2%
April 2016	12,944	13,258	-2.4%
May 2016	13,077	13,139	-0.5%
June 2016	12,743	12,979	-1.8%
July 2016	10,897	11,819	-7.8%
August 2016	10,544	10,323	+2.1%
September 2016	9,479	9,264	+2.3%
October 2016	7,566	8,428	-10.2%
November 2016	5,408	5,497	-1.6%
December 2016	3,503	3,908	-10.4%
January 2017	5,985	6,070	-1.4%
<b>February 2017</b>	<b>7,824</b>	<b>8,431</b>	<b>-7.2%</b>
12-Month Avg	9,332	9,592	-2.7%

## Historical New Listings by Month

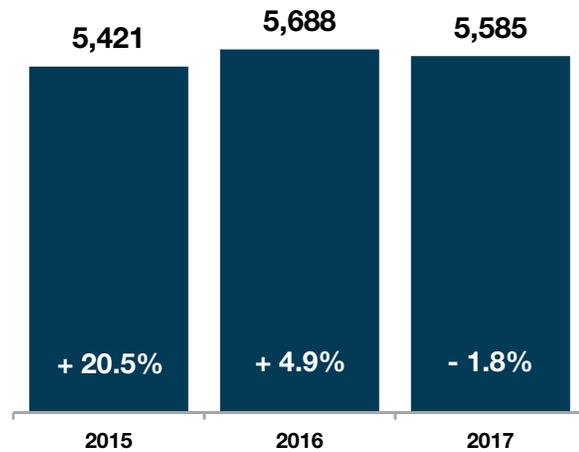


# Pending Sales

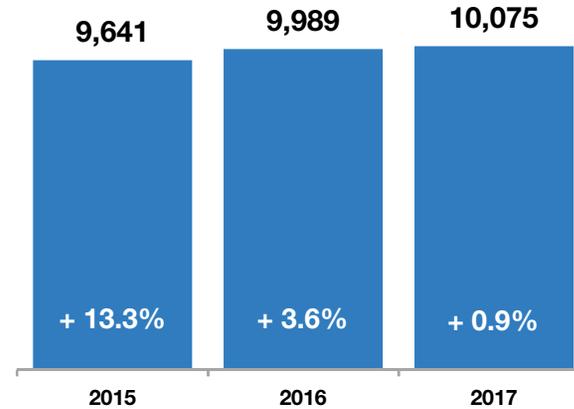
A count of the properties on which offers have been accepted in a given month.



## February

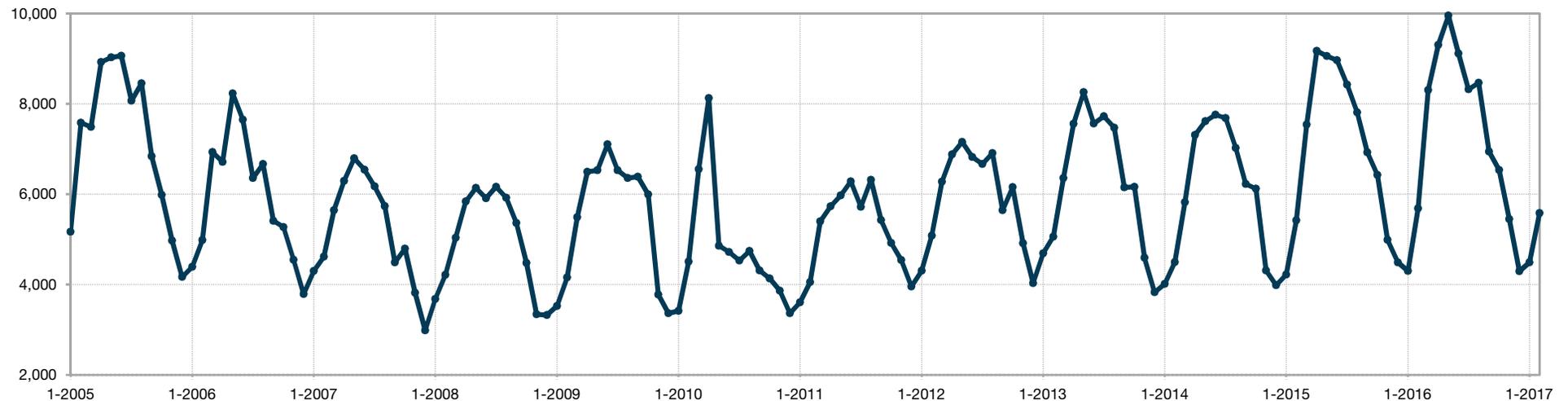


## Year to Date



	Pending Sales	Prior Year	Percent Change
March 2016	8,304	7,539	+10.1%
April 2016	9,304	9,174	+1.4%
May 2016	9,953	9,061	+9.8%
June 2016	9,114	8,964	+1.7%
July 2016	8,323	8,425	-1.2%
August 2016	8,466	7,809	+8.4%
September 2016	6,946	6,926	+0.3%
October 2016	6,536	6,427	+1.7%
November 2016	5,451	4,991	+9.2%
December 2016	4,296	4,492	-4.4%
January 2017	4,490	4,301	+4.4%
<b>February 2017</b>	<b>5,585</b>	<b>5,688</b>	<b>-1.8%</b>
12-Month Avg	7,231	6,983	+3.6%

## Historical Pending Sales by Month

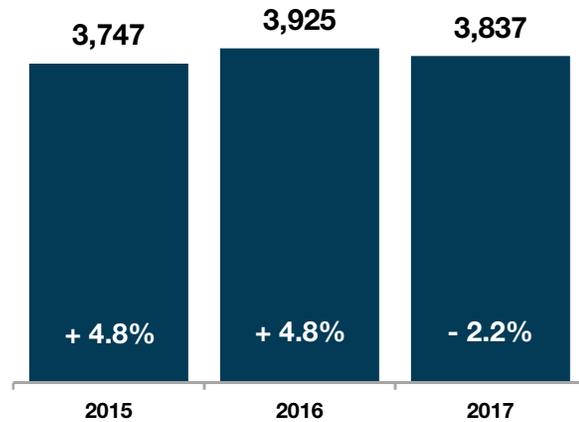


# Closed Sales

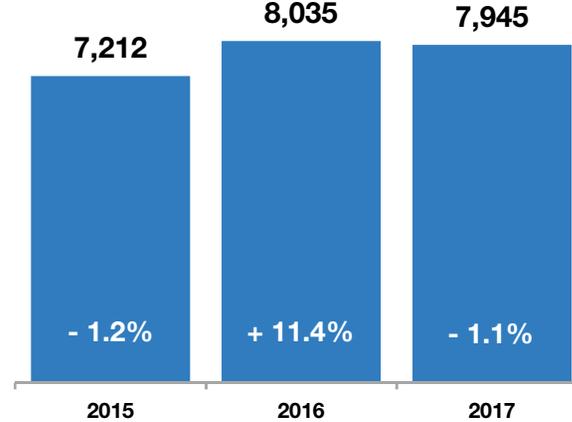
A count of the actual sales that closed in a given month.



## February

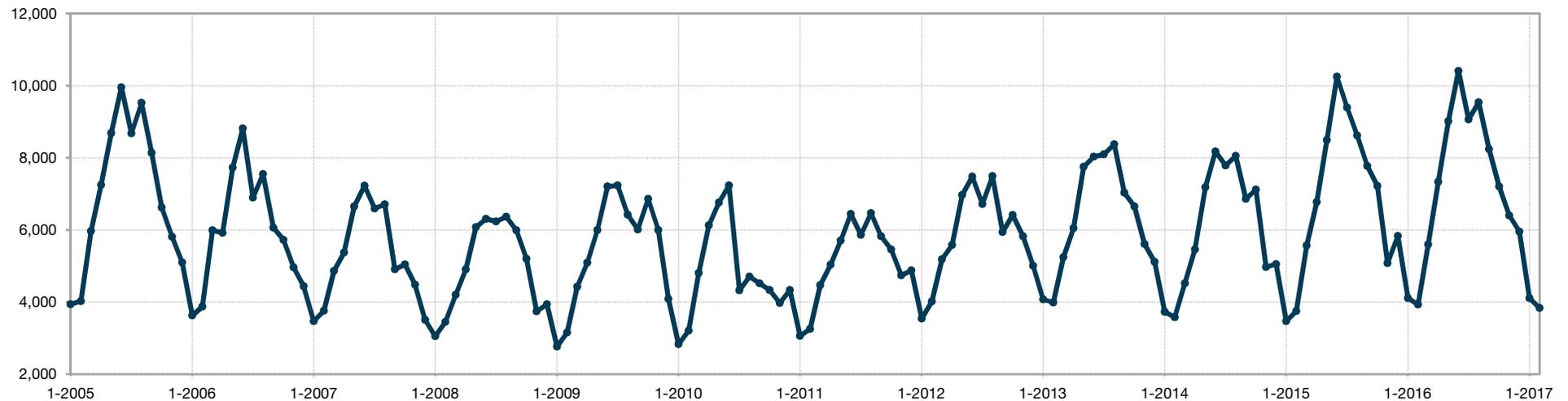


## Year to Date



	Closed Sales	Prior Year	Percent Change
March 2016	5,591	5,568	+0.4%
April 2016	7,330	6,773	+8.2%
May 2016	9,013	8,491	+6.1%
June 2016	10,408	10,246	+1.6%
July 2016	9,064	9,393	-3.5%
August 2016	9,539	8,615	+10.7%
September 2016	8,239	7,773	+6.0%
October 2016	7,203	7,216	-0.2%
November 2016	6,397	5,074	+26.1%
December 2016	5,951	5,829	+2.1%
January 2017	4,108	4,110	-0.0%
<b>February 2017</b>	<b>3,837</b>	<b>3,925</b>	<b>-2.2%</b>
12-Month Avg	7,223	6,918	+4.4%

## Historical Closed Sales by Month

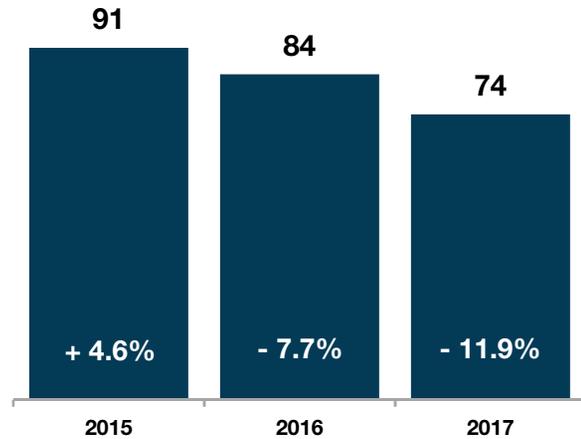


# Days on Market Until Sale

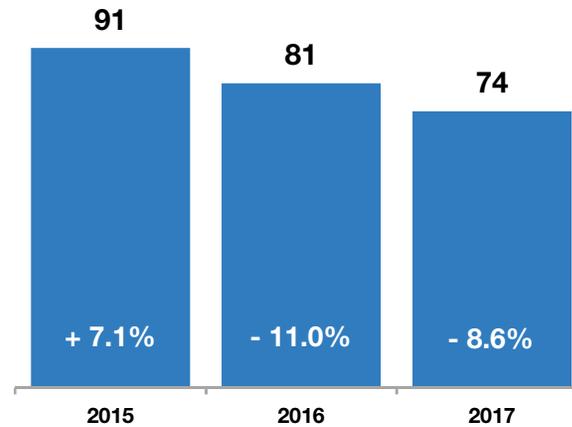
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February

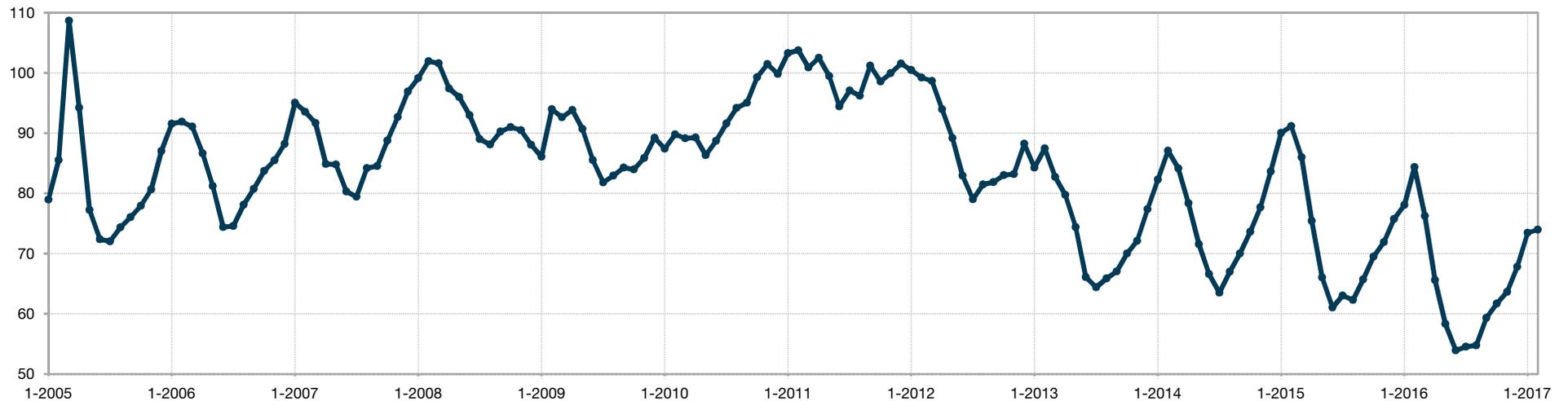


## Year to Date



Days on Market	Prior Year	Percent Change	
March 2016	76	86	-11.6%
April 2016	66	75	-12.0%
May 2016	58	66	-12.1%
June 2016	54	61	-11.5%
July 2016	55	63	-12.7%
August 2016	55	62	-11.3%
September 2016	59	66	-10.6%
October 2016	62	70	-11.4%
November 2016	64	72	-11.1%
December 2016	68	76	-10.5%
January 2017	73	78	-6.4%
<b>February 2017</b>	<b>74</b>	<b>84</b>	<b>-11.9%</b>
12-Month Avg	64	72	-11.1%

## Historical Days on Market Until Sale by Month

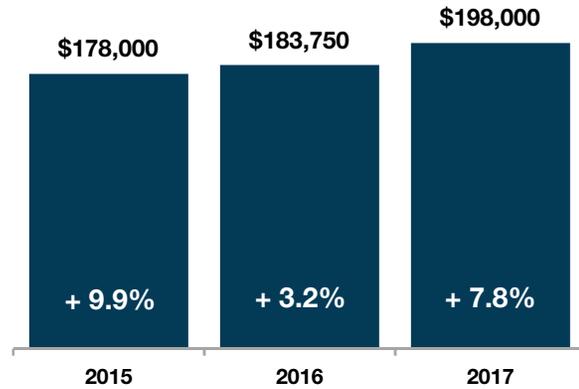


# Median Sales Price

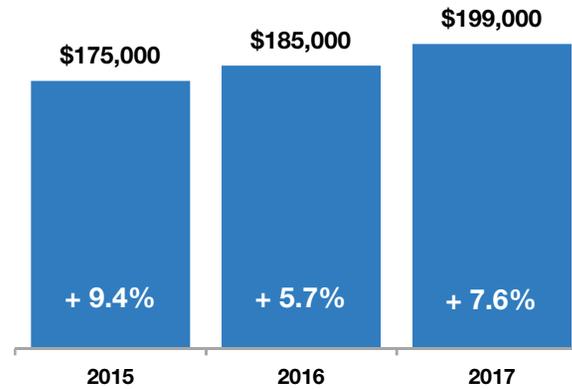
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February

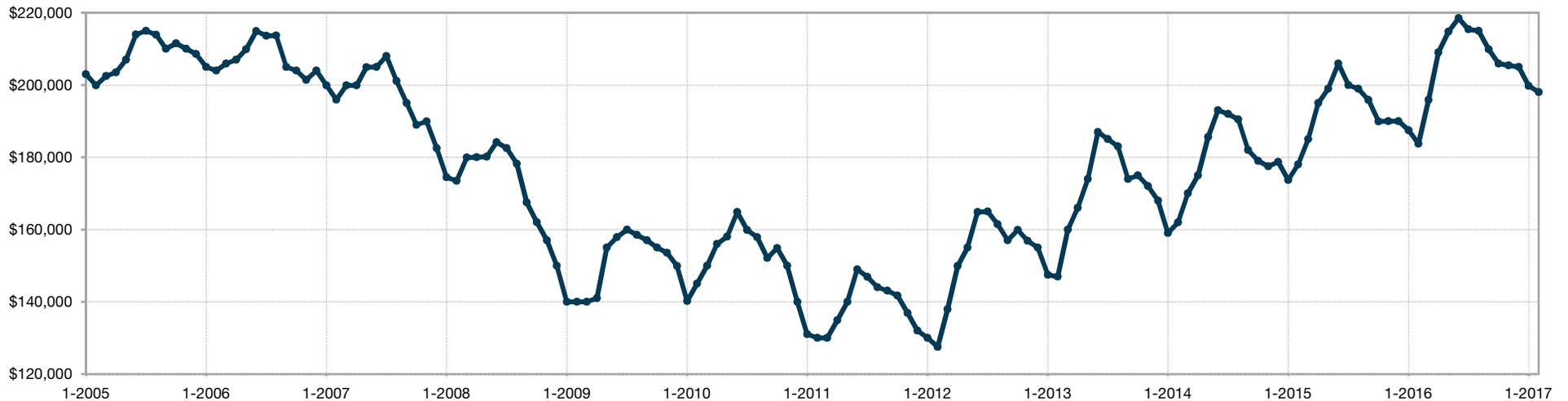


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
March 2016	\$195,900	\$185,000	+5.9%
April 2016	\$209,000	\$195,000	+7.2%
May 2016	\$214,778	\$199,000	+7.9%
June 2016	\$218,500	\$205,950	+6.1%
July 2016	\$215,400	\$200,000	+7.7%
August 2016	\$215,000	\$199,000	+8.0%
September 2016	\$209,900	\$195,900	+7.1%
October 2016	\$205,900	\$189,900	+8.4%
November 2016	\$205,400	\$190,000	+8.1%
December 2016	\$205,000	\$190,000	+7.9%
January 2017	\$199,750	\$187,500	+6.5%
<b>February 2017</b>	<b>\$198,000</b>	<b>\$183,750</b>	<b>+7.8%</b>
12-Month Avg	\$207,711	\$193,417	+7.4%

## Historical Median Sales Price by Month

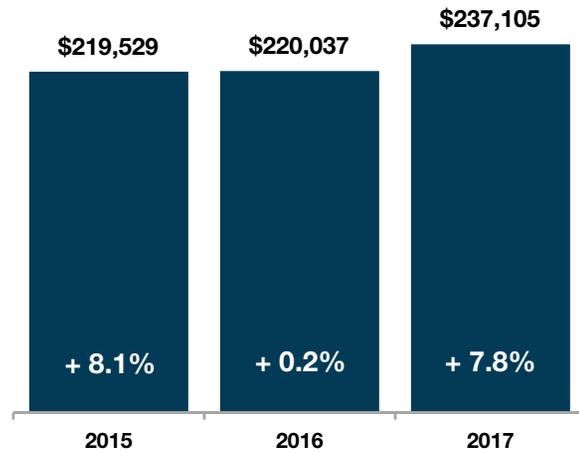


# Average Sales Price

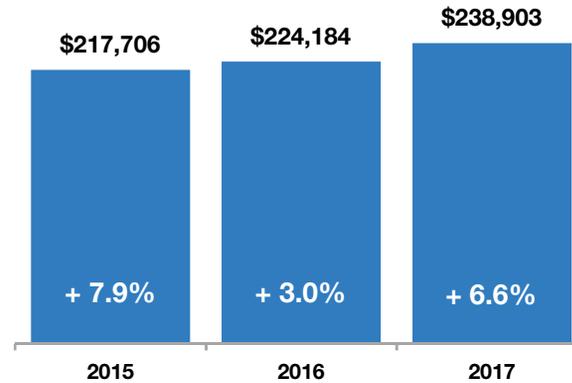
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

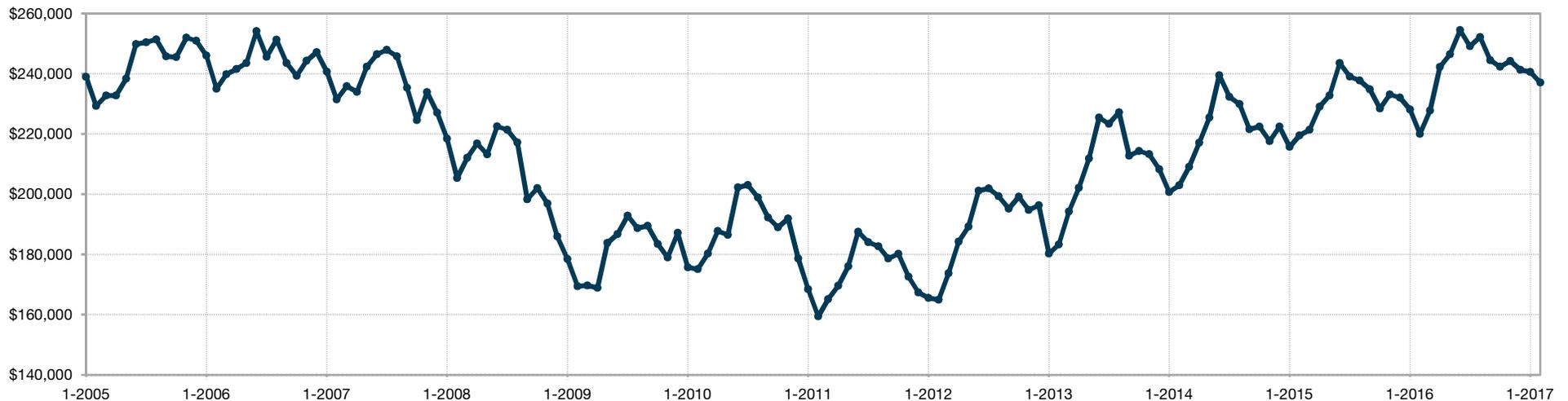


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2016	\$227,755	\$221,430	+2.9%
April 2016	\$242,280	\$229,072	+5.8%
May 2016	\$246,478	\$232,777	+5.9%
June 2016	\$254,489	\$243,532	+4.5%
July 2016	\$249,164	\$239,084	+4.2%
August 2016	\$252,140	\$237,734	+6.1%
September 2016	\$244,536	\$234,827	+4.1%
October 2016	\$242,386	\$228,465	+6.1%
November 2016	\$244,224	\$233,110	+4.8%
December 2016	\$241,315	\$232,054	+4.0%
January 2017	\$240,580	\$228,143	+5.5%
<b>February 2017</b>	<b>\$237,105</b>	<b>\$220,037</b>	<b>+7.8%</b>
12-Month Avg	\$243,538	\$231,689	+5.1%

## Historical Average Sales Price by Month

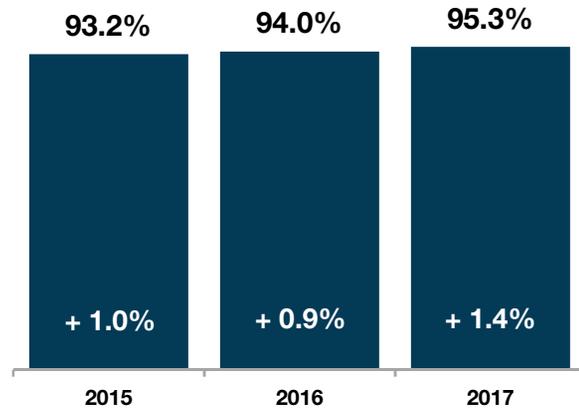


# Percent of Original List Price Received

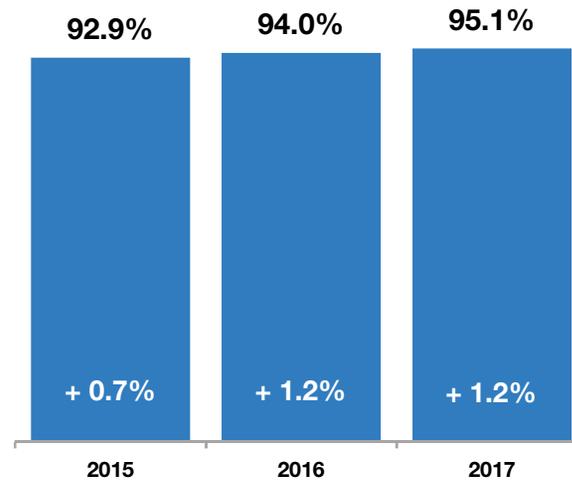
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## February

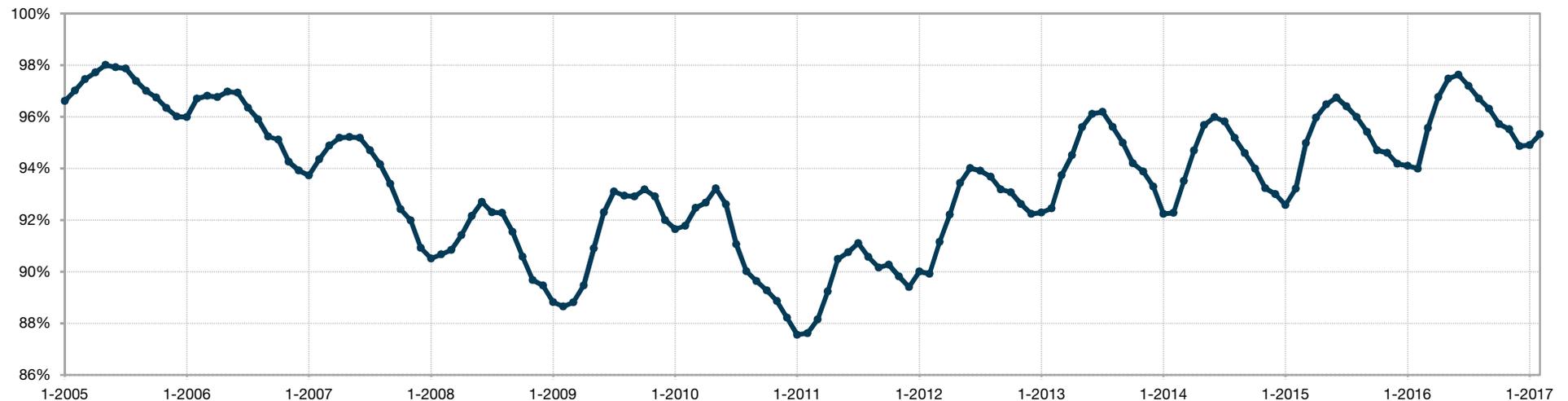


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2016	95.6%	95.0%	+0.6%
April 2016	96.8%	96.0%	+0.8%
May 2016	97.5%	96.5%	+1.0%
June 2016	97.6%	96.7%	+0.9%
July 2016	97.2%	96.4%	+0.8%
August 2016	96.7%	96.0%	+0.7%
September 2016	96.3%	95.4%	+0.9%
October 2016	95.7%	94.7%	+1.1%
November 2016	95.5%	94.6%	+1.0%
December 2016	94.9%	94.2%	+0.7%
January 2017	94.9%	94.1%	+0.9%
<b>February 2017</b>	<b>95.3%</b>	<b>94.0%</b>	<b>+1.4%</b>
12-Month Avg	96.2%	95.3%	+0.9%

## Historical Percent of Original List Price Received by Month

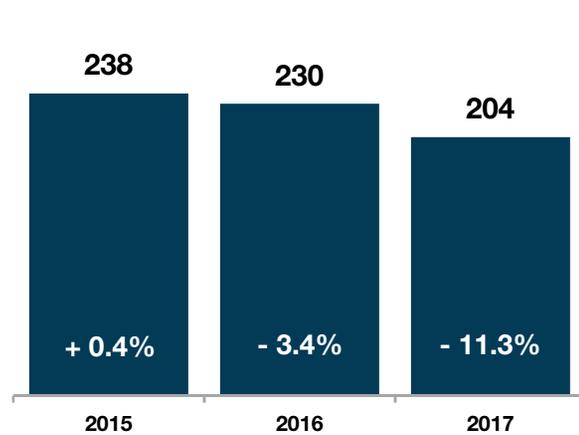


# Housing Affordability Index

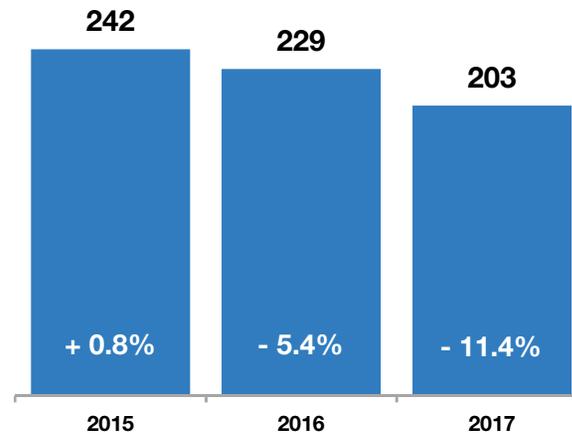
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## February

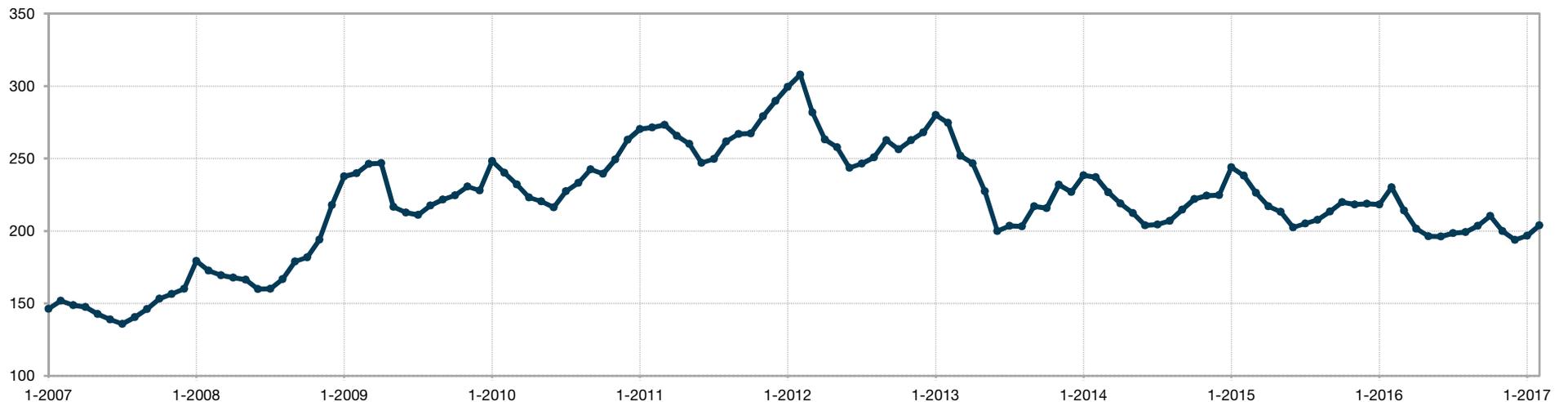


## Year to Date



	Affordability Index	Prior Year	Percent Change
March 2016	214	226	-5.3%
April 2016	202	217	-6.9%
May 2016	196	213	-8.0%
June 2016	196	202	-3.0%
July 2016	199	205	-2.9%
August 2016	199	208	-4.3%
September 2016	204	213	-4.2%
October 2016	210	220	-4.5%
November 2016	200	218	-8.3%
December 2016	194	219	-11.4%
January 2017	197	218	-9.6%
<b>February 2017</b>	<b>204</b>	<b>230</b>	<b>-11.3%</b>
12-Month Avg	201	216	-6.9%

## Historical Housing Affordability Index by Month

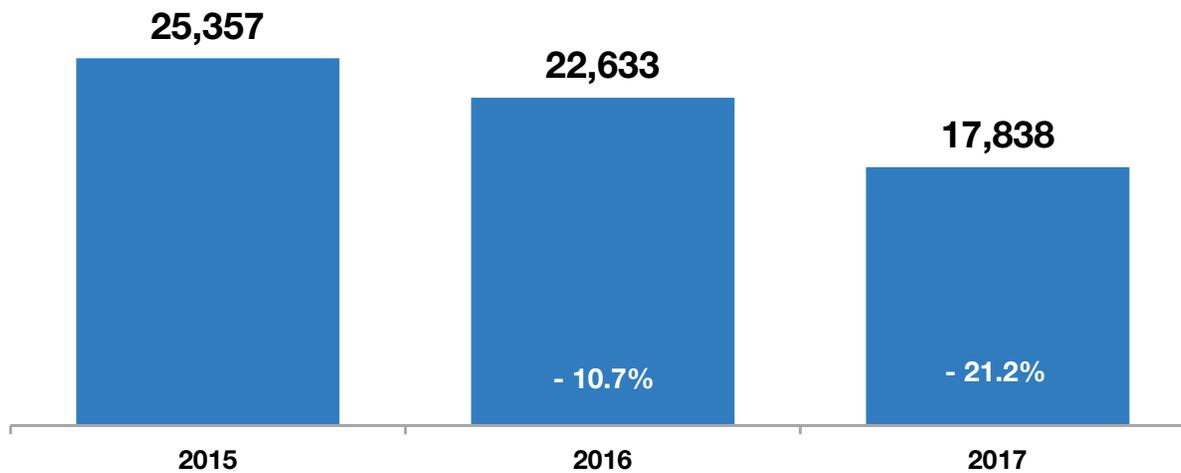


# Inventory of Homes for Sale

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

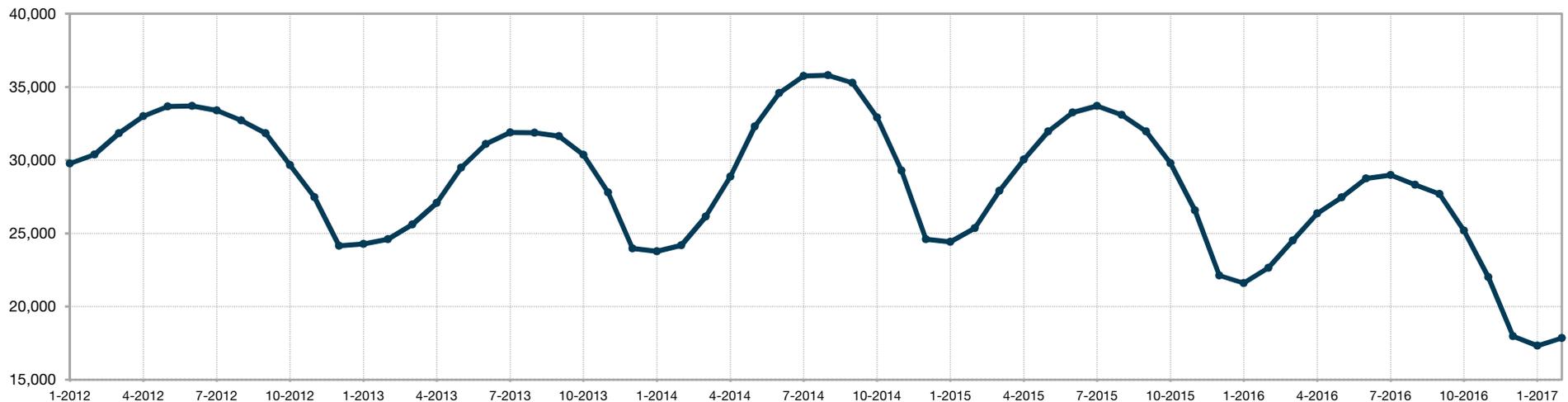


## February



Homes for Sale		Prior Year	Percent Change
March 2016	24,513	27,908	-12.2%
April 2016	26,358	30,043	-12.3%
May 2016	27,450	31,967	-14.1%
June 2016	28,743	33,251	-13.6%
July 2016	28,981	33,703	-14.0%
August 2016	28,322	33,089	-14.4%
September 2016	27,683	31,961	-13.4%
October 2016	25,193	29,792	-15.4%
November 2016	22,011	26,574	-17.2%
December 2016	17,970	22,115	-18.7%
January 2017	17,315	21,600	-19.8%
<b>February 2017</b>	<b>17,838</b>	<b>22,633</b>	<b>-21.2%</b>

## Historical Inventory of Homes for Sale by Month



Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

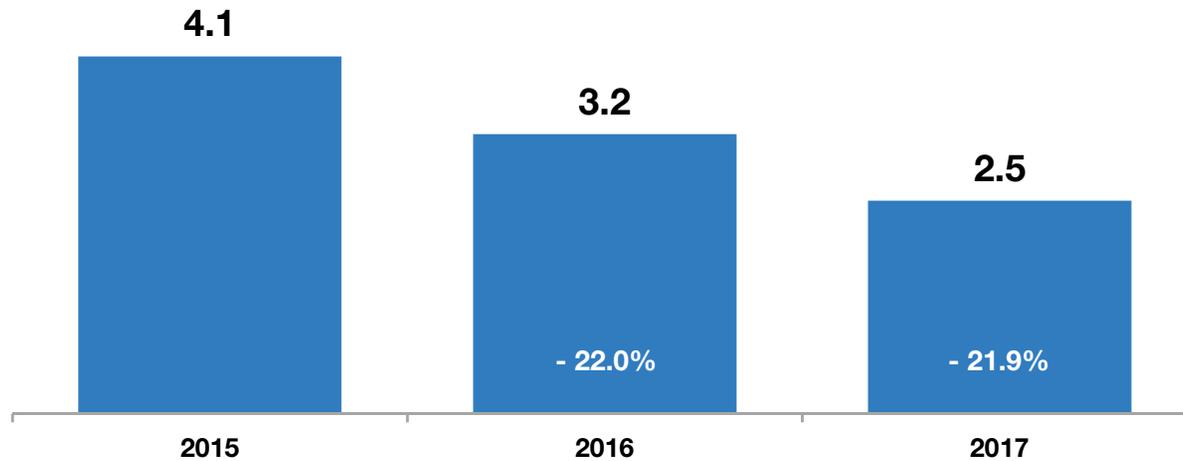
Current as of March 12, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. | 11

# 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.

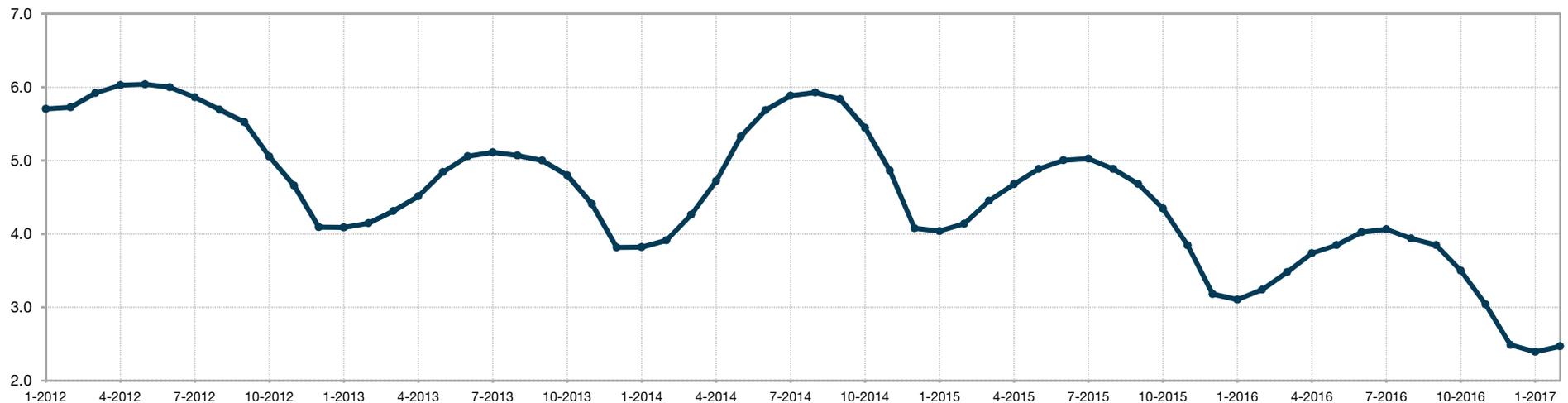


## February



Months Supply		Prior Year	Percent Change
March 2016	3.5	4.5	-22.2%
April 2016	3.7	4.7	-21.3%
May 2016	3.8	4.9	-22.4%
June 2016	4.0	5.0	-20.0%
July 2016	4.1	5.0	-18.0%
August 2016	3.9	4.9	-20.4%
September 2016	3.8	4.7	-19.1%
October 2016	3.5	4.3	-18.6%
November 2016	3.0	3.8	-21.1%
December 2016	2.5	3.2	-21.9%
January 2017	2.4	3.1	-22.6%
<b>February 2017</b>	<b>2.5</b>	<b>3.2</b>	<b>-21.9%</b>

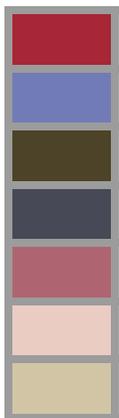
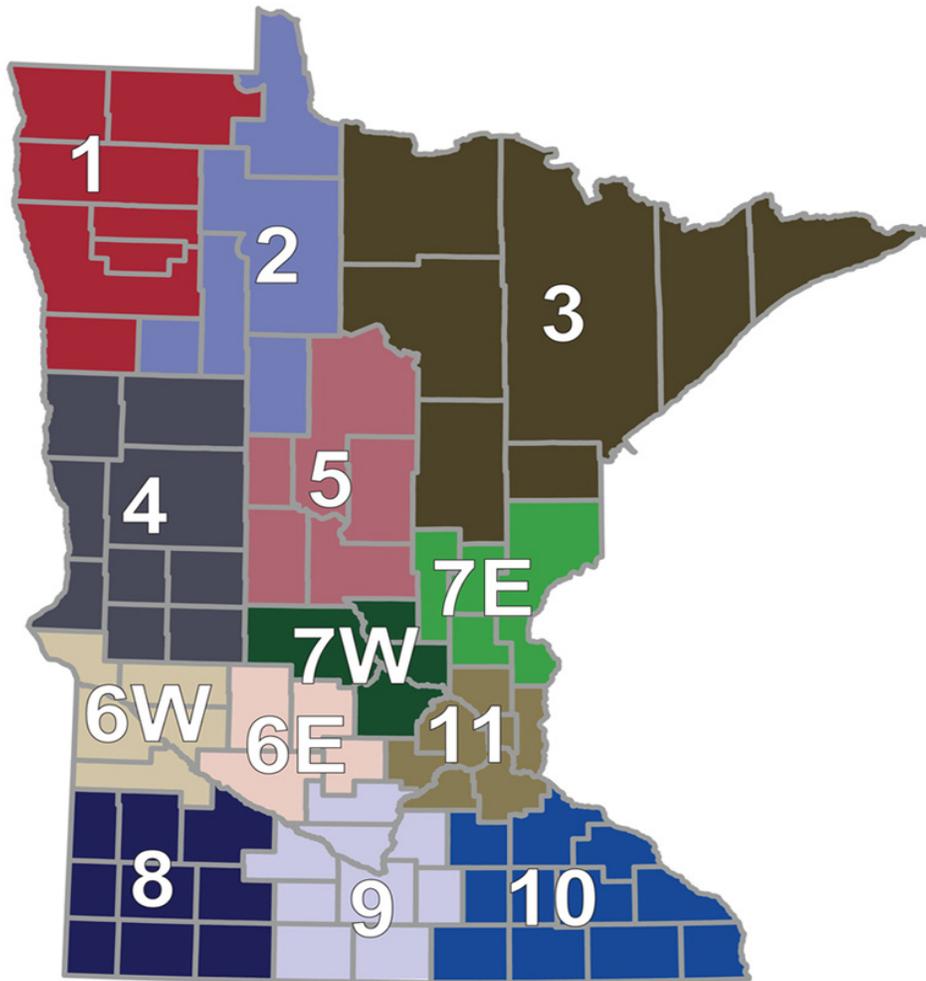
## Historical Months Supply of Inventory by Month



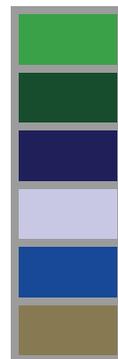
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of supply.

Current as of March 12, 2017. All data from the multiple listing services in the state of Minnesota. Report © 2017 ShowingTime. | 12

# 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

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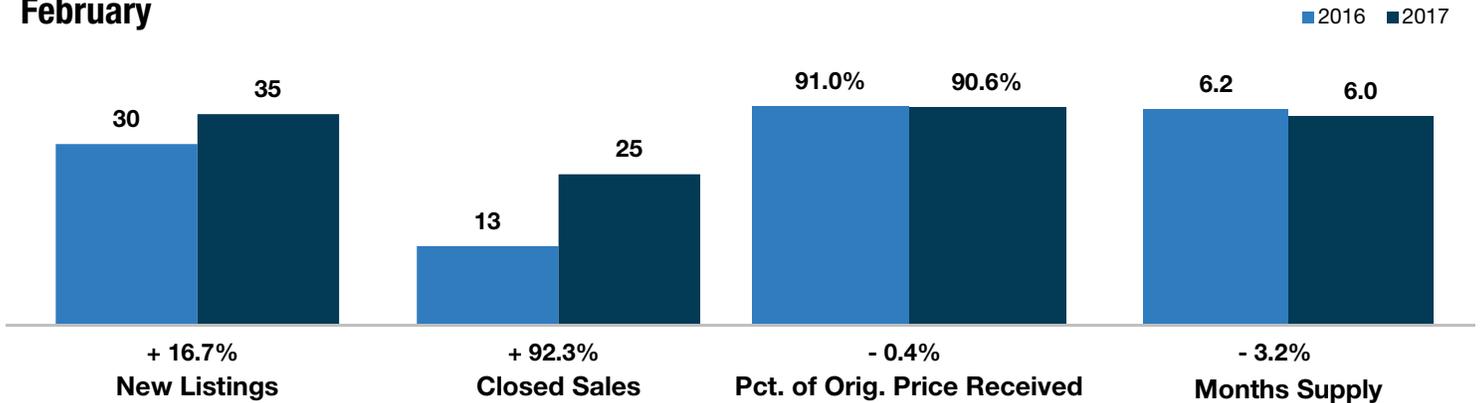


## 1 – Northwest Region

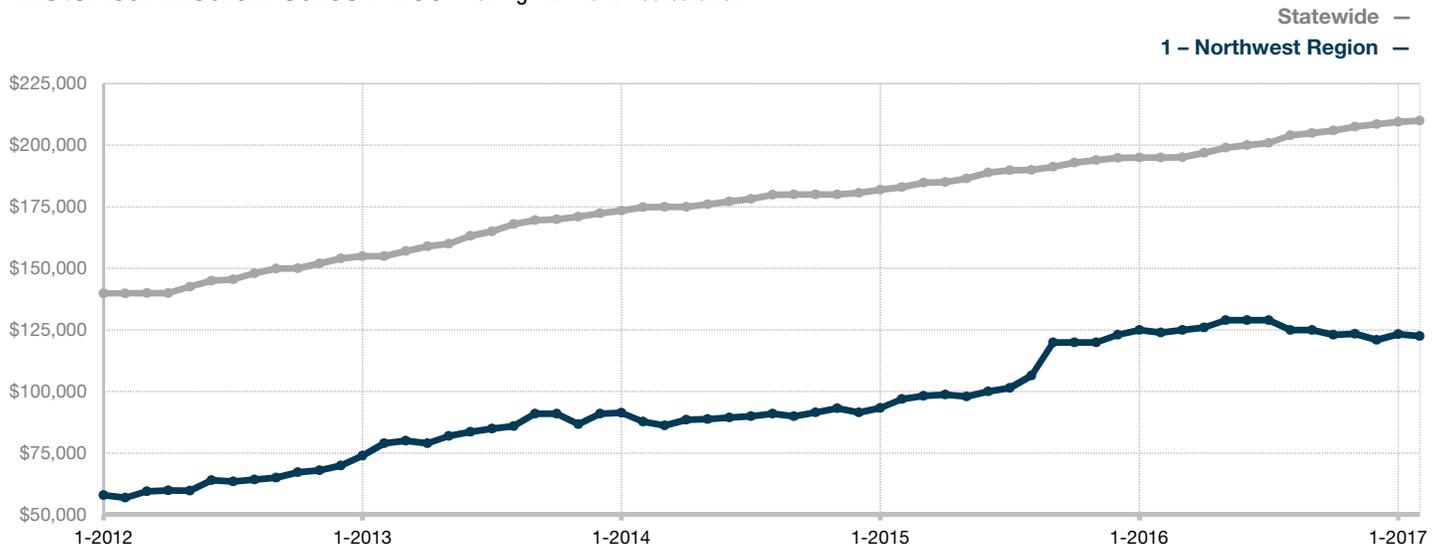
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	30	35	+ 16.7%	54	75	+ 38.9%
Closed Sales	13	25	+ 92.3%	28	53	+ 89.3%
Median Sales Price*	\$102,900	\$116,000	+ 12.7%	\$113,500	\$119,000	+ 4.8%
Percent of Original List Price Received*	91.0%	90.6%	- 0.4%	87.8%	92.2%	+ 5.0%
Days on Market Until Sale	97	141	+ 45.4%	135	135	0.0%
Months Supply of Inventory	6.2	6.0	- 3.2%	--	--	--

\* 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.

### February



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



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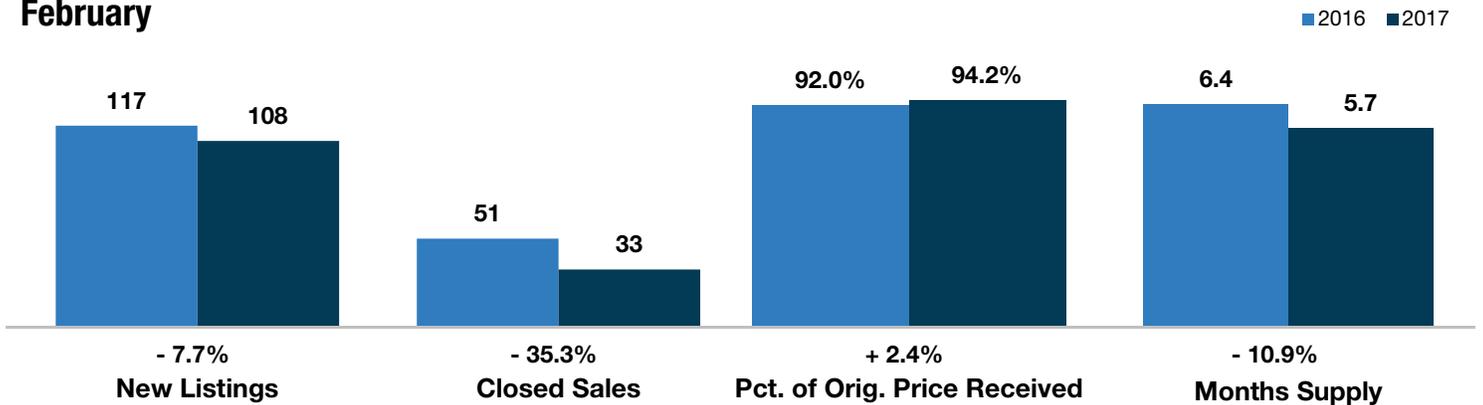


## 2 – Headwaters Region

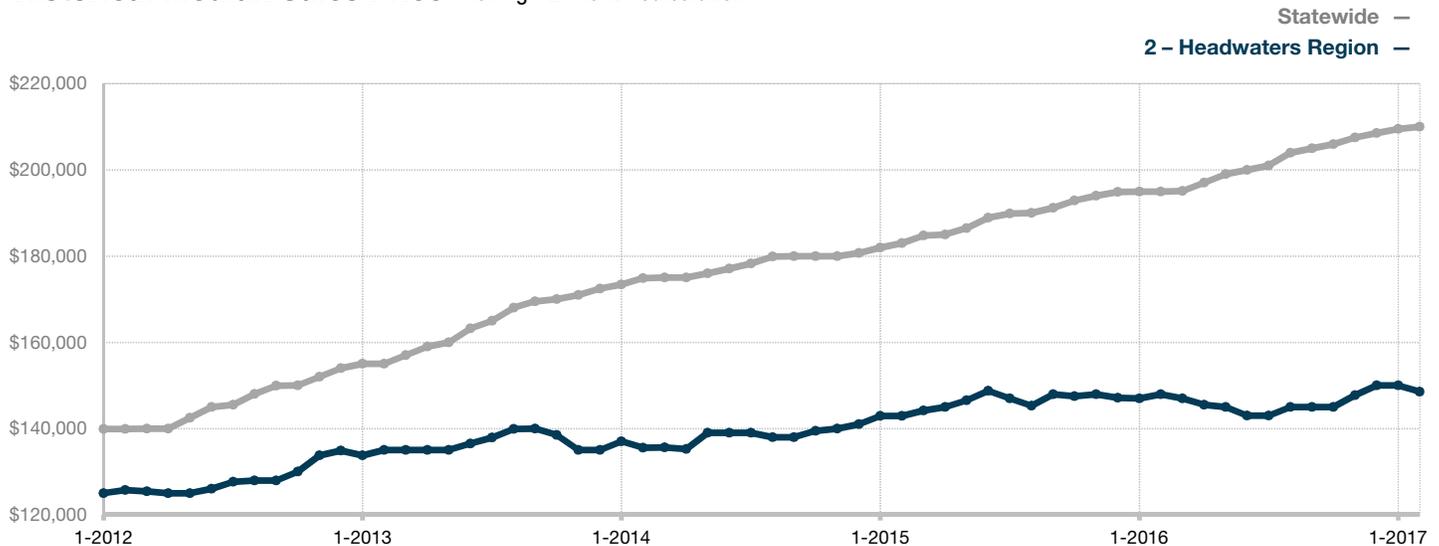
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	117	<b>108</b>	- 7.7%	203	<b>174</b>	- 14.3%
Closed Sales	51	<b>33</b>	- 35.3%	94	<b>78</b>	- 17.0%
Median Sales Price*	\$129,000	<b>\$119,000</b>	- 7.8%	\$130,000	<b>\$136,500</b>	+ 5.0%
Percent of Original List Price Received*	92.0%	<b>94.2%</b>	+ 2.4%	92.5%	<b>92.6%</b>	+ 0.1%
Days on Market Until Sale	155	<b>92</b>	- 40.6%	152	<b>120</b>	- 21.1%
Months Supply of Inventory	6.4	<b>5.7</b>	- 10.9%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

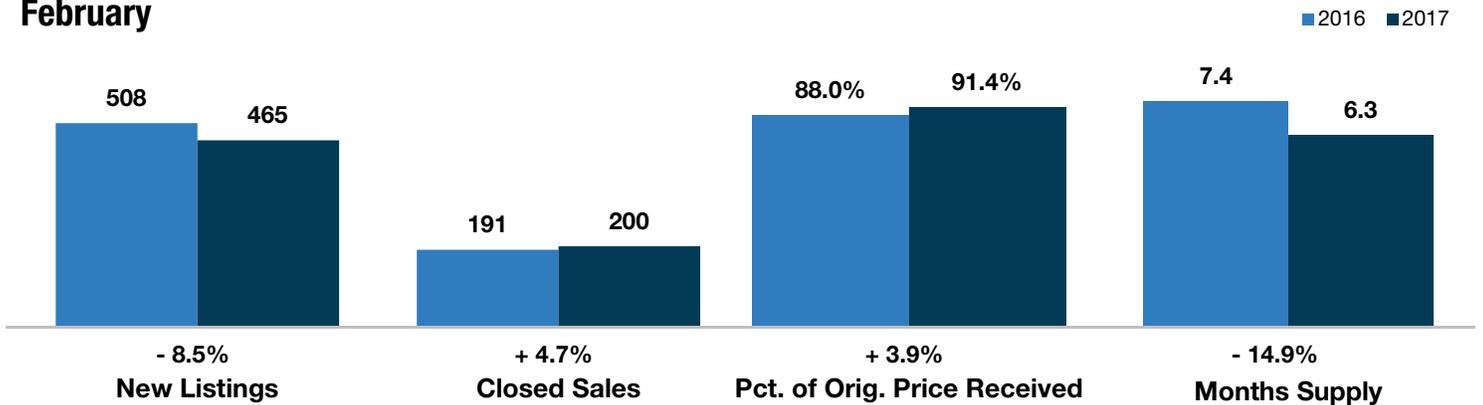


## 3 – Arrowhead Region

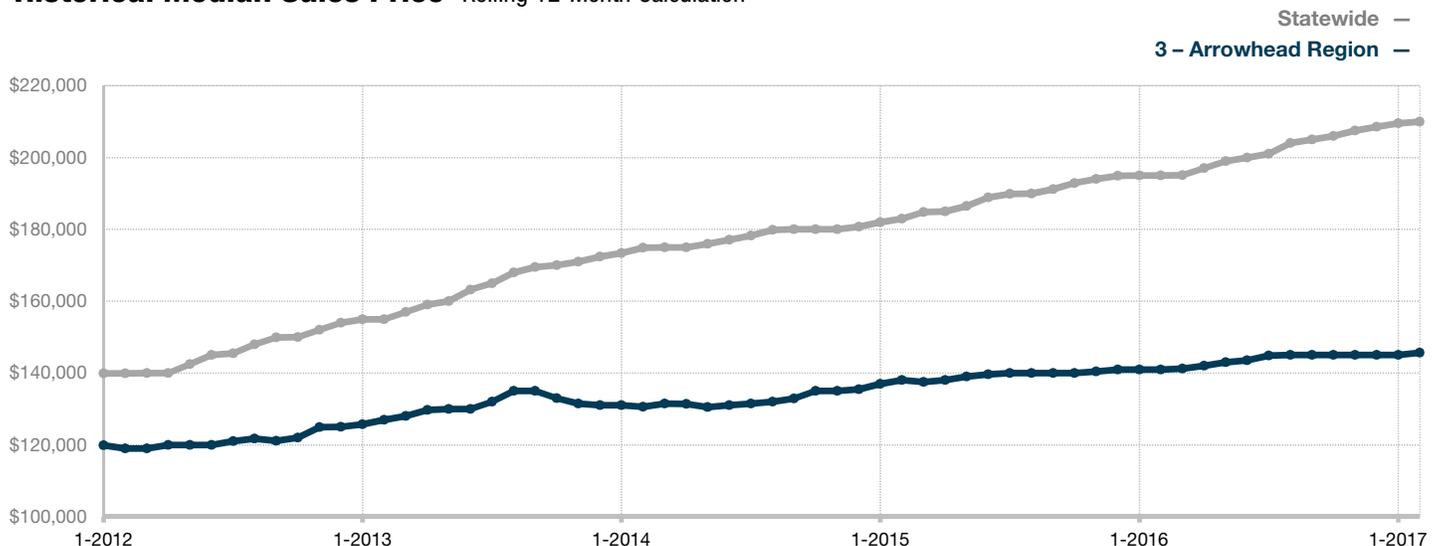
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	508	465	- 8.5%	921	840	- 8.8%
Closed Sales	191	200	+ 4.7%	395	435	+ 10.1%
Median Sales Price*	\$123,000	\$126,000	+ 2.4%	\$129,450	\$139,250	+ 7.6%
Percent of Original List Price Received*	88.0%	91.4%	+ 3.9%	89.3%	91.2%	+ 2.1%
Days on Market Until Sale	125	120	- 4.0%	121	120	- 0.8%
Months Supply of Inventory	7.4	6.3	- 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

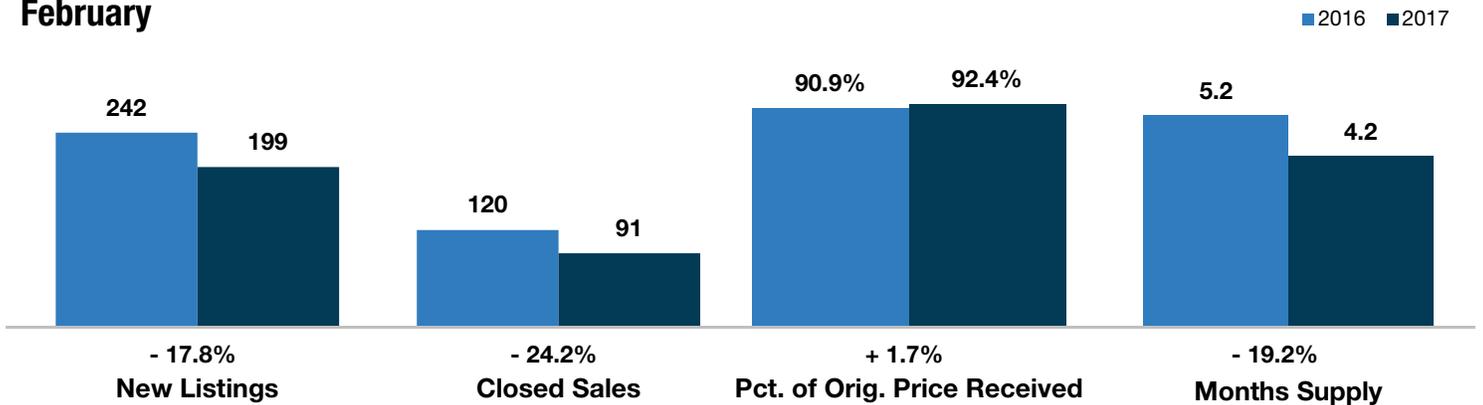


## 4 – West Central Region

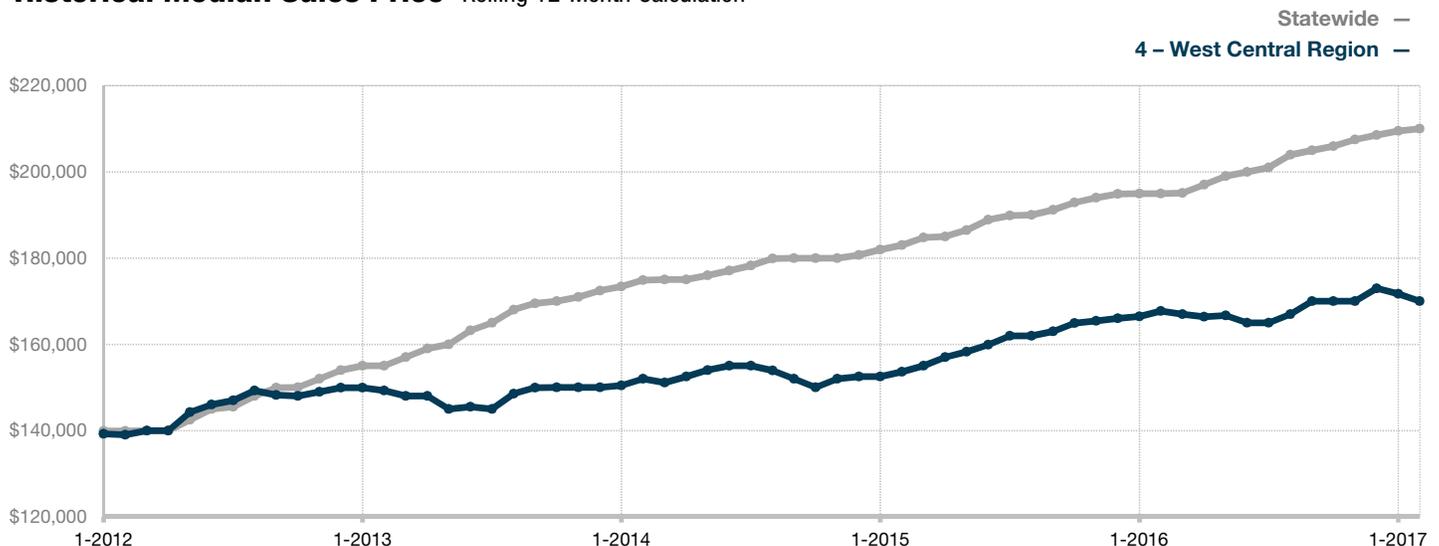
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	242	199	- 17.8%	402	355	- 11.7%
Closed Sales	120	91	- 24.2%	233	202	- 13.3%
Median Sales Price*	\$171,000	\$144,900	- 15.3%	\$173,500	\$157,500	- 9.2%
Percent of Original List Price Received*	90.9%	92.4%	+ 1.7%	91.5%	93.3%	+ 2.0%
Days on Market Until Sale	142	98	- 31.0%	124	90	- 27.4%
Months Supply of Inventory	5.2	4.2	- 19.2%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

A Research Tool Provided by the Minnesota Association of REALTORS®

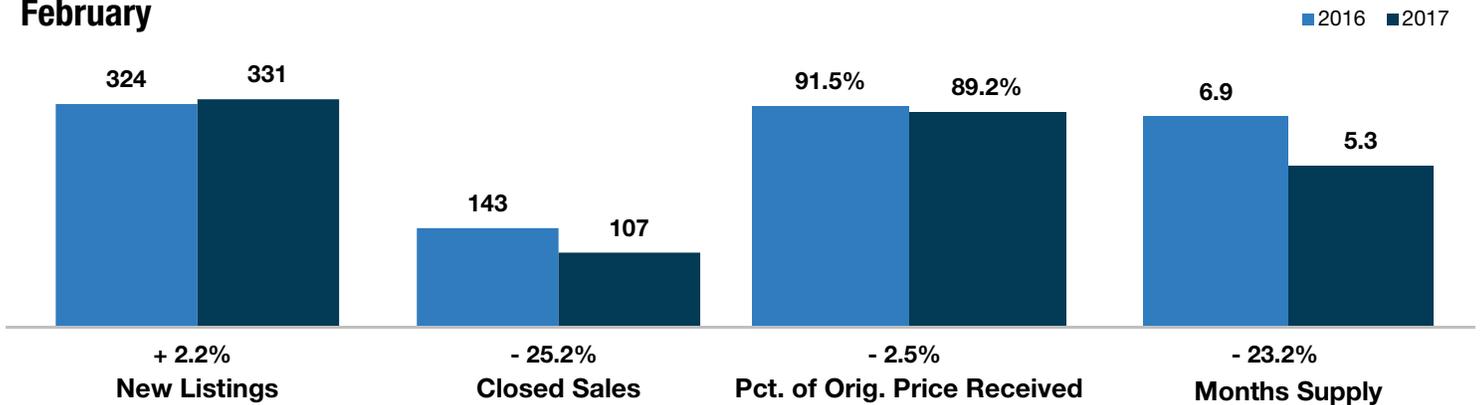


## 5 – North Central Region

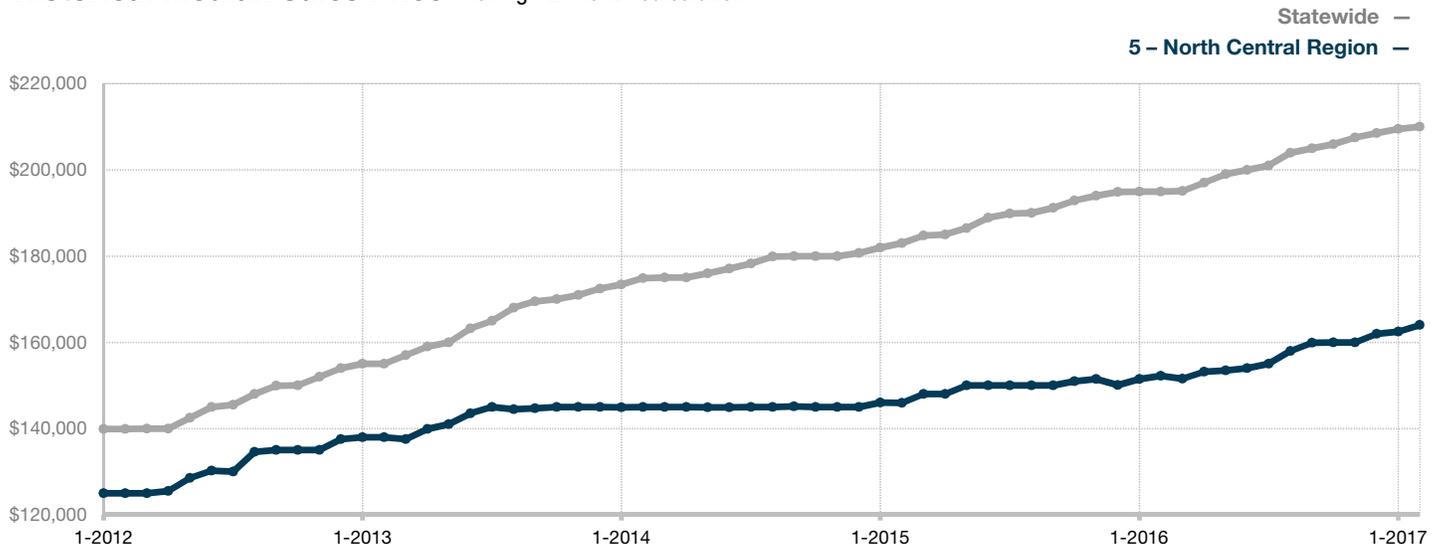
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	324	<b>331</b>	+ 2.2%	532	<b>551</b>	+ 3.6%
Closed Sales	143	<b>107</b>	- 25.2%	273	<b>235</b>	- 13.9%
Median Sales Price*	\$139,000	<b>\$153,450</b>	+ 10.4%	\$143,250	<b>\$155,450</b>	+ 8.5%
Percent of Original List Price Received*	91.5%	<b>89.2%</b>	- 2.5%	91.7%	<b>90.0%</b>	- 1.9%
Days on Market Until Sale	134	<b>129</b>	- 3.7%	122	<b>125</b>	+ 2.5%
Months Supply of Inventory	6.9	<b>5.3</b>	- 23.2%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

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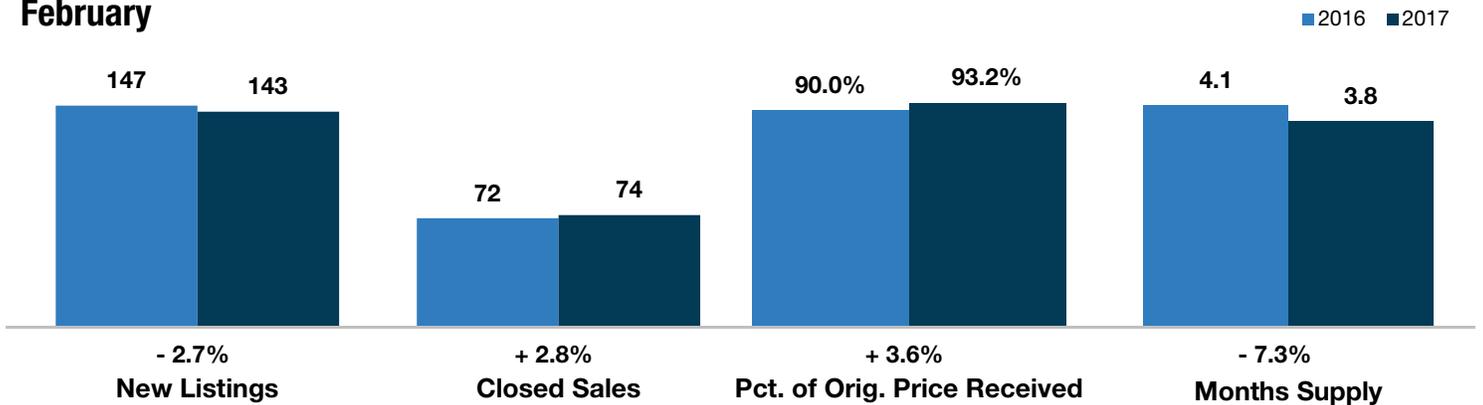


## 6E – Southwest Central Region

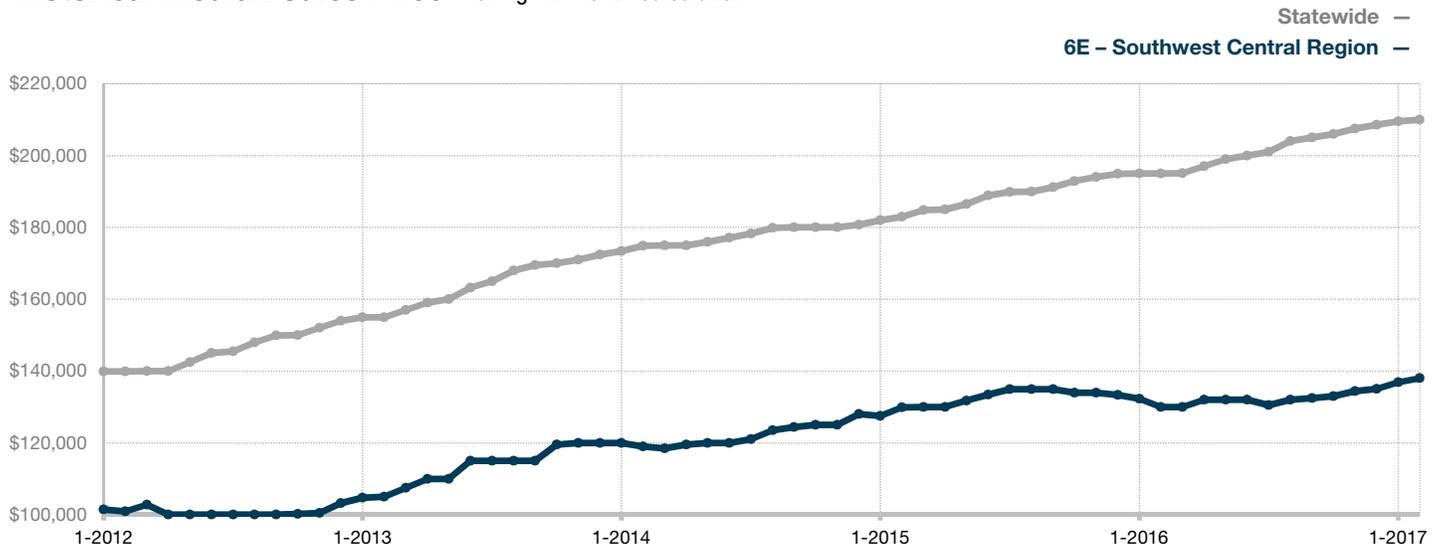
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	147	143	- 2.7%	270	236	- 12.6%
Closed Sales	72	74	+ 2.8%	173	150	- 13.3%
Median Sales Price*	\$102,250	\$129,500	+ 26.7%	\$115,000	\$127,900	+ 11.2%
Percent of Original List Price Received*	90.0%	93.2%	+ 3.6%	90.9%	92.0%	+ 1.2%
Days on Market Until Sale	94	78	- 17.0%	89	89	0.0%
Months Supply of Inventory	4.1	3.8	- 7.3%	--	--	--

\* 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.

### February



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



# Local Market Update for February 2017

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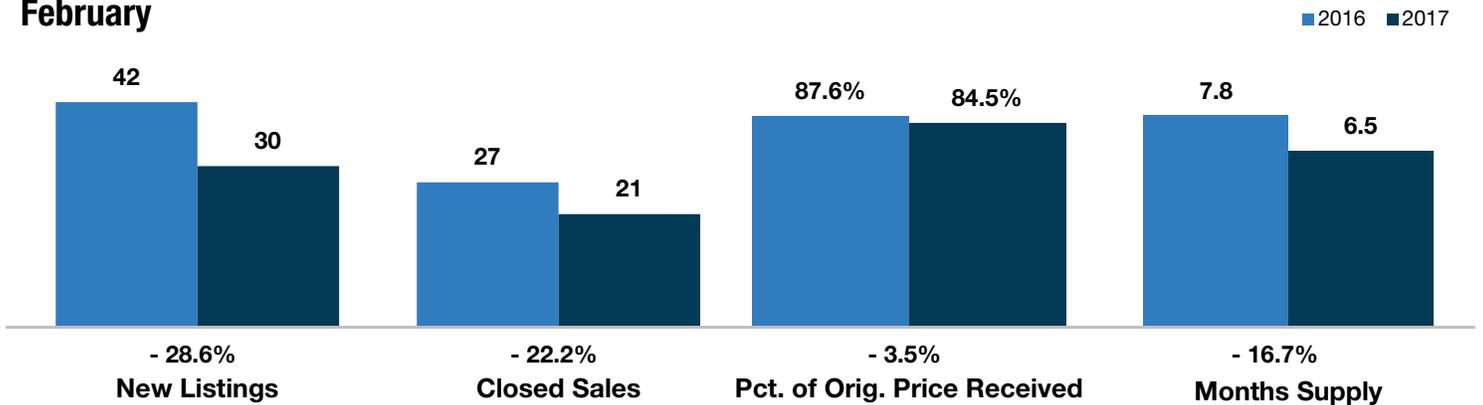


## 6W – Upper Minnesota Valley Region

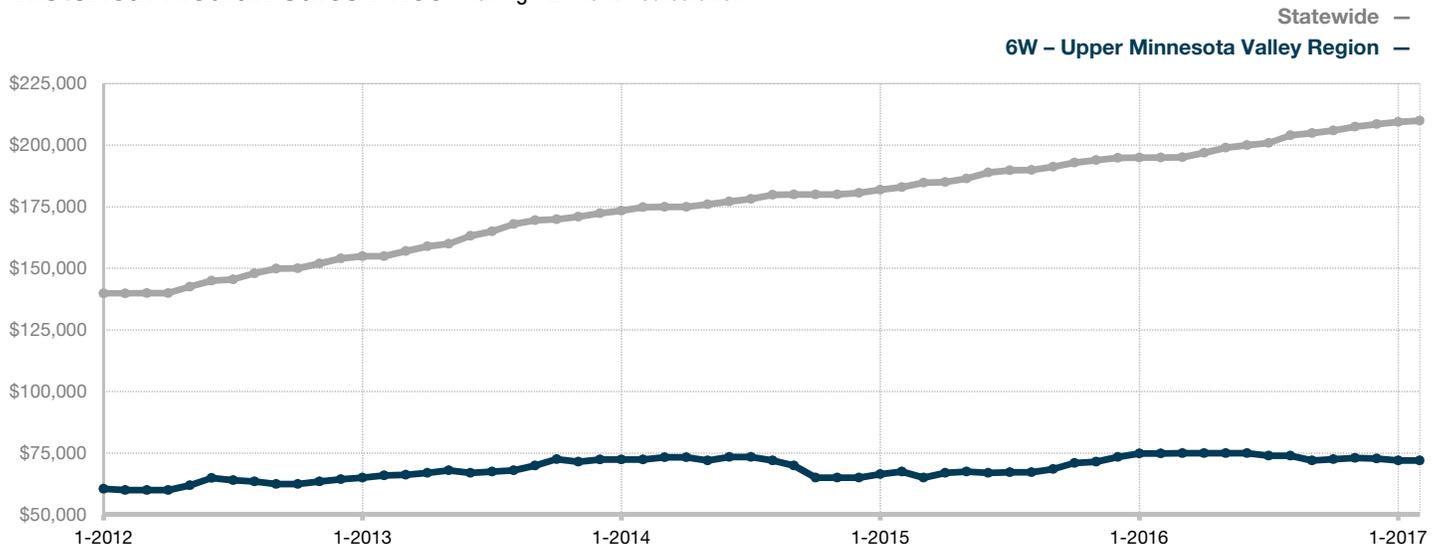
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	42	30	- 28.6%	81	54	- 33.3%
Closed Sales	27	21	- 22.2%	46	48	+ 4.3%
Median Sales Price*	\$77,000	<b>\$85,750</b>	+ 11.4%	\$76,250	<b>\$63,500</b>	- 16.7%
Percent of Original List Price Received*	87.6%	<b>84.5%</b>	- 3.5%	87.0%	<b>86.6%</b>	- 0.5%
Days on Market Until Sale	158	<b>156</b>	- 1.3%	162	<b>144</b>	- 11.1%
Months Supply of Inventory	7.8	<b>6.5</b>	- 16.7%	--	--	--

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### February



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



# Local Market Update for February 2017

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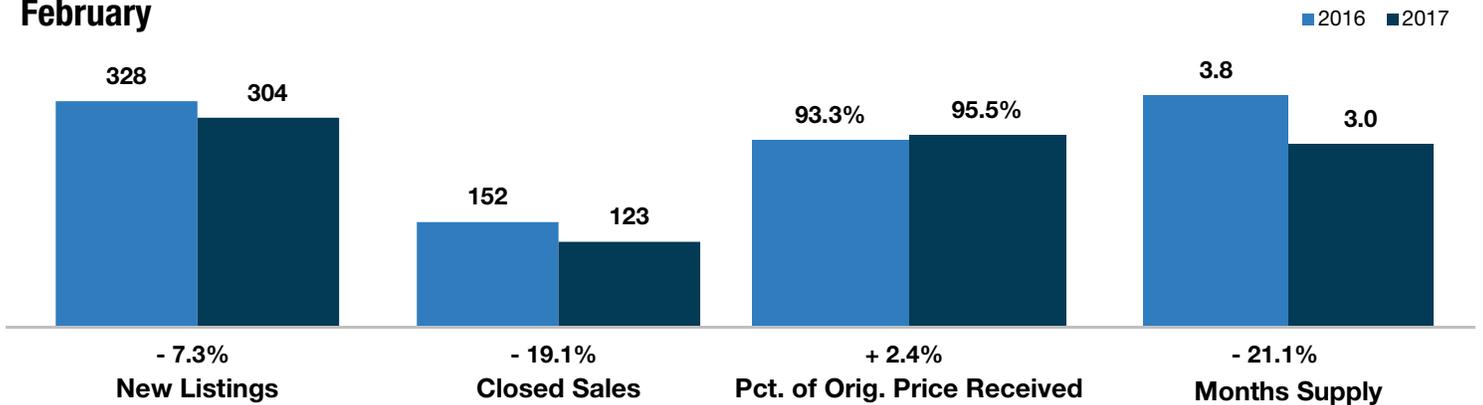


## 7E – East Central Region

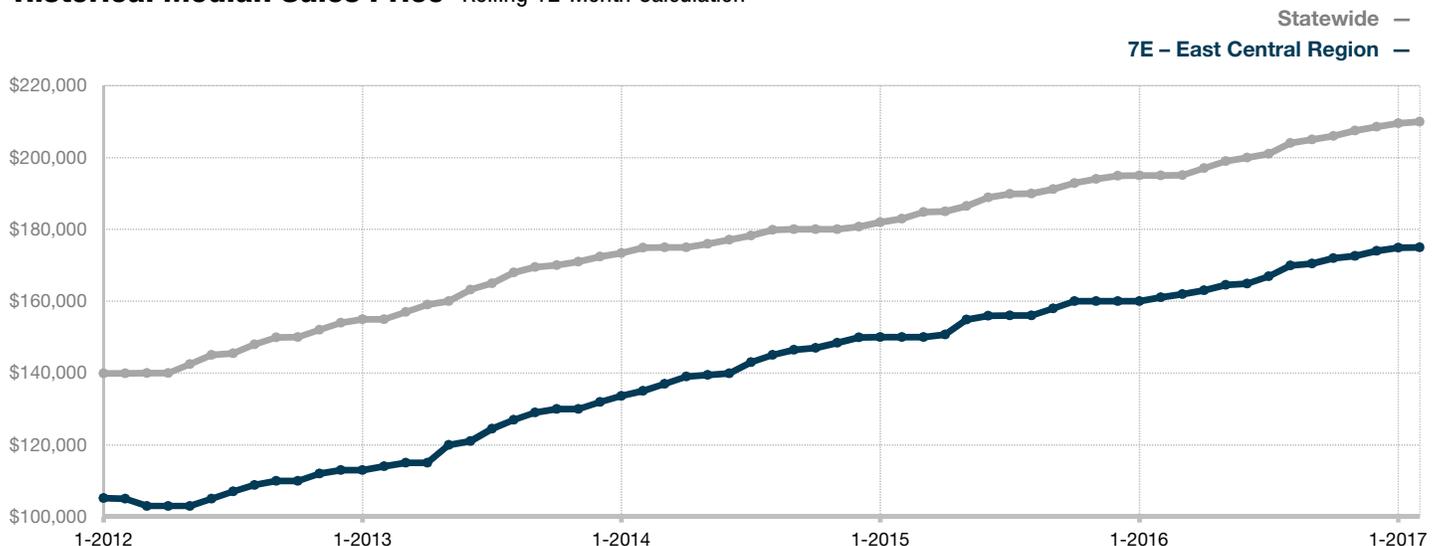
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	328	<b>304</b>	- 7.3%	534	<b>531</b>	- 0.6%
Closed Sales	152	<b>123</b>	- 19.1%	298	<b>260</b>	- 12.8%
Median Sales Price*	\$159,900	<b>\$169,450</b>	+ 6.0%	\$155,000	<b>\$166,000</b>	+ 7.1%
Percent of Original List Price Received*	93.3%	<b>95.5%</b>	+ 2.4%	93.1%	<b>95.1%</b>	+ 2.1%
Days on Market Until Sale	84	<b>79</b>	- 6.0%	93	<b>79</b>	- 15.1%
Months Supply of Inventory	3.8	<b>3.0</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.

### February



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



# Local Market Update for February 2017

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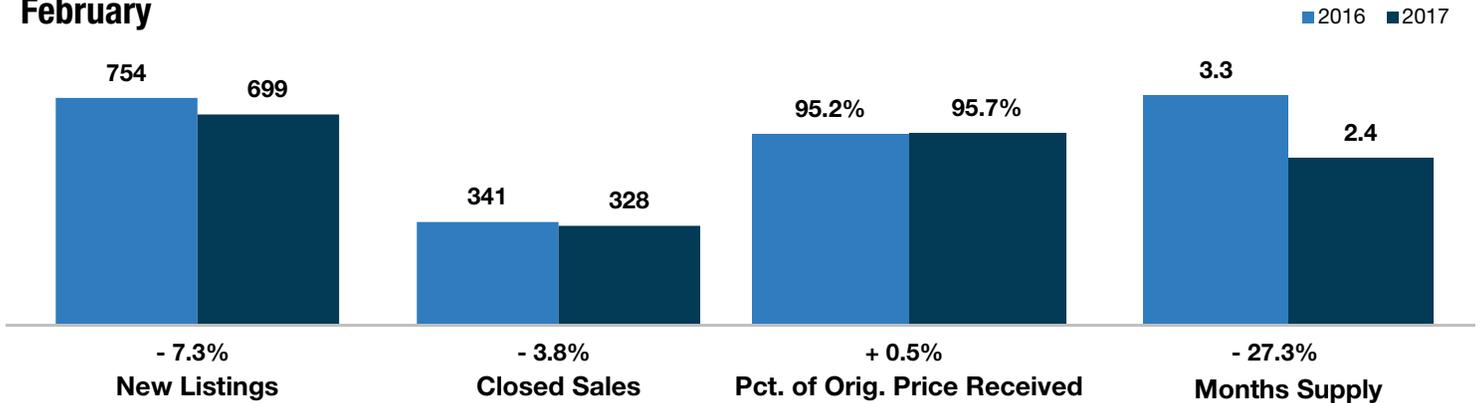


## 7W – Central Region

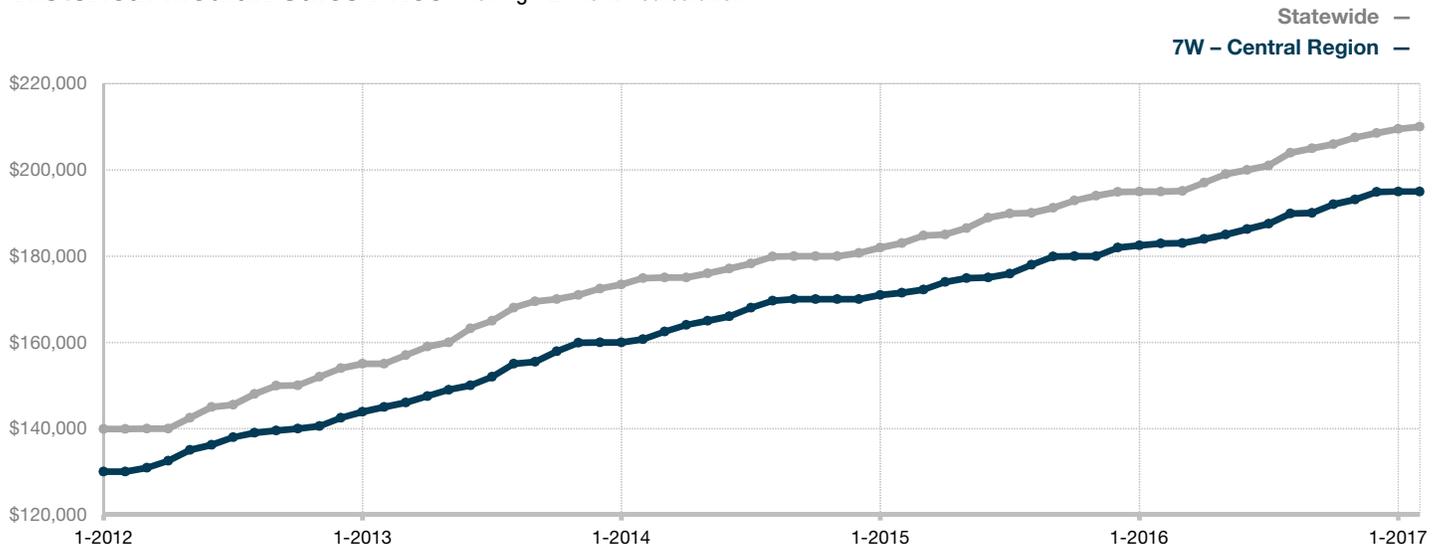
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	754	699	- 7.3%	1,284	1,286	+ 0.2%
Closed Sales	341	328	- 3.8%	675	659	- 2.4%
Median Sales Price*	\$178,000	\$190,000	+ 6.7%	\$178,000	\$188,500	+ 5.9%
Percent of Original List Price Received*	95.2%	95.7%	+ 0.5%	94.7%	95.9%	+ 1.3%
Days on Market Until Sale	84	67	- 20.2%	83	65	- 21.7%
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--

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### February



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



# Local Market Update for February 2017

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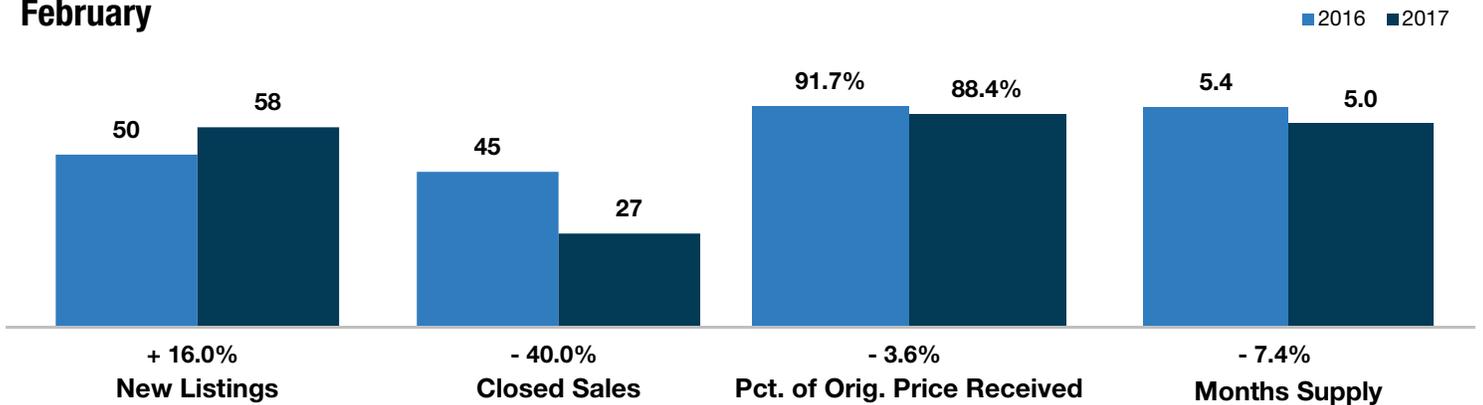


## 8 – Southwest Region

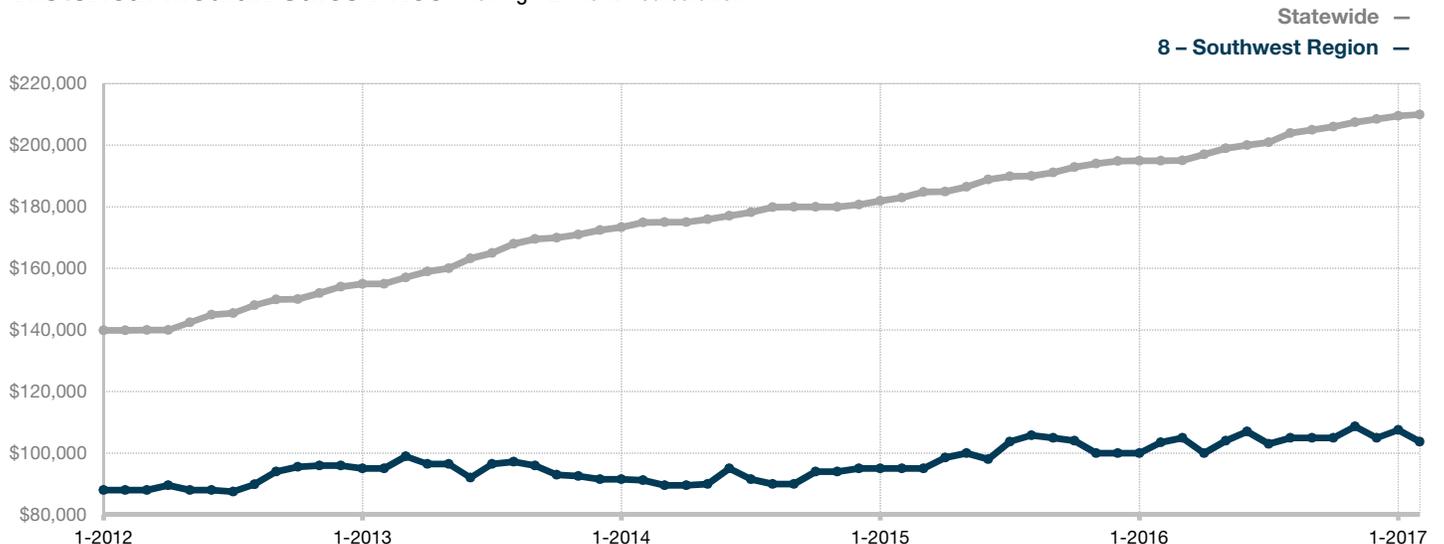
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	50	58	+ 16.0%	111	89	- 19.8%
Closed Sales	45	27	- 40.0%	73	66	- 9.6%
Median Sales Price*	\$119,000	\$88,800	- 25.4%	\$113,750	\$108,925	- 4.2%
Percent of Original List Price Received*	91.7%	88.4%	- 3.6%	89.8%	88.1%	- 1.9%
Days on Market Until Sale	98	163	+ 66.3%	111	144	+ 29.7%
Months Supply of Inventory	5.4	5.0	- 7.4%	--	--	--

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### February



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



# Local Market Update for February 2017

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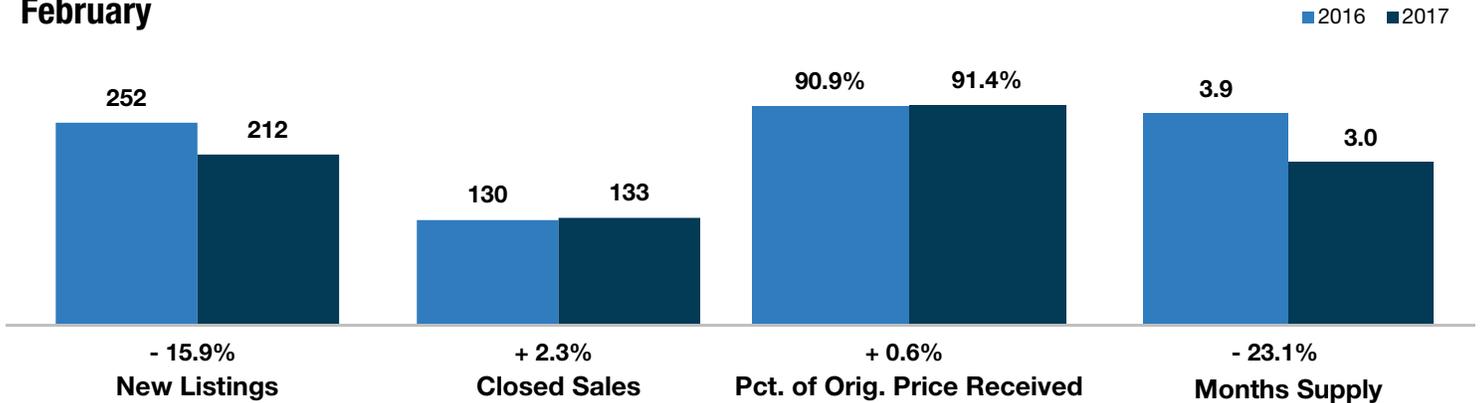


## 9 – South Central Region

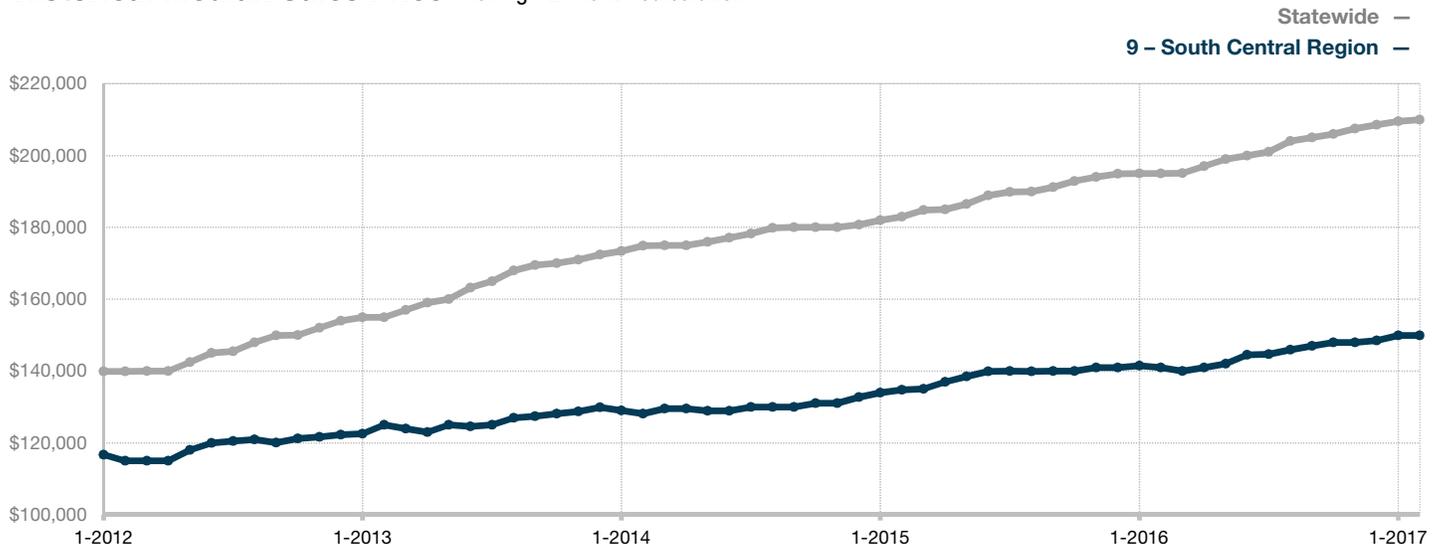
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	252	212	- 15.9%	429	393	- 8.4%
Closed Sales	130	133	+ 2.3%	286	307	+ 7.3%
Median Sales Price*	\$125,000	\$133,500	+ 6.8%	\$125,000	\$142,950	+ 14.4%
Percent of Original List Price Received*	90.9%	91.4%	+ 0.6%	92.3%	92.2%	- 0.1%
Days on Market Until Sale	141	121	- 14.2%	126	117	- 7.1%
Months Supply of Inventory	3.9	3.0	- 23.1%	--	--	--

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### February



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



# Local Market Update for February 2017

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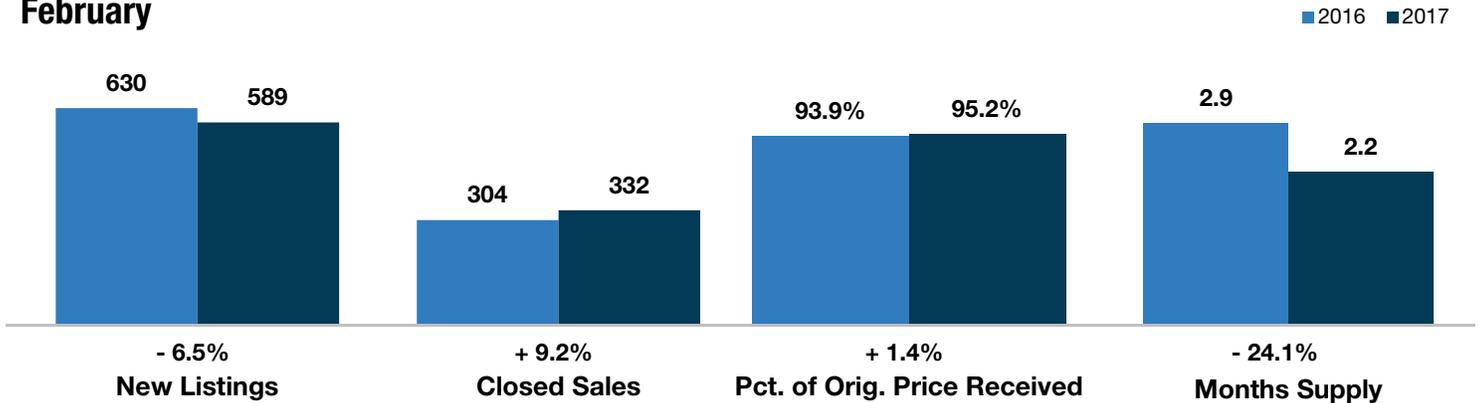


## 10 – Southeast Region

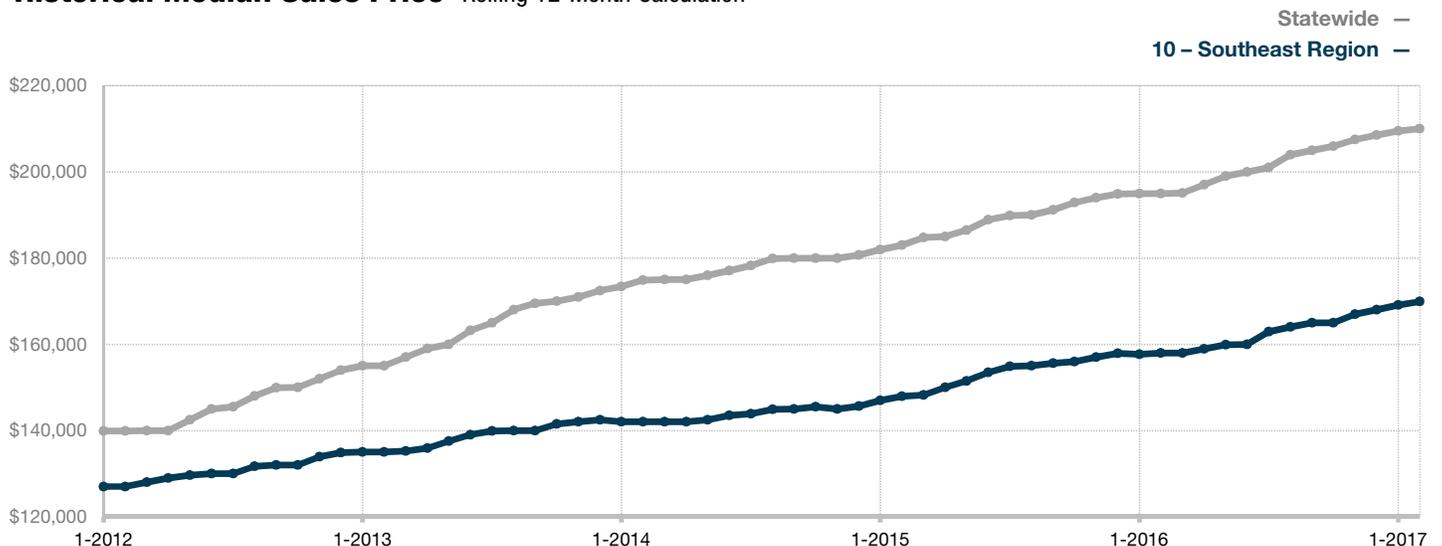
Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	630	589	- 6.5%	1,056	970	- 8.1%
Closed Sales	304	332	+ 9.2%	653	674	+ 3.2%
Median Sales Price*	\$148,675	\$164,880	+ 10.9%	\$144,299	\$165,000	+ 14.3%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	93.7%	95.3%	+ 1.7%
Days on Market Until Sale	90	83	- 7.8%	85	82	- 3.5%
Months Supply of Inventory	2.9	2.2	- 24.1%	--	--	--

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### February



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



# Local Market Update for February 2017

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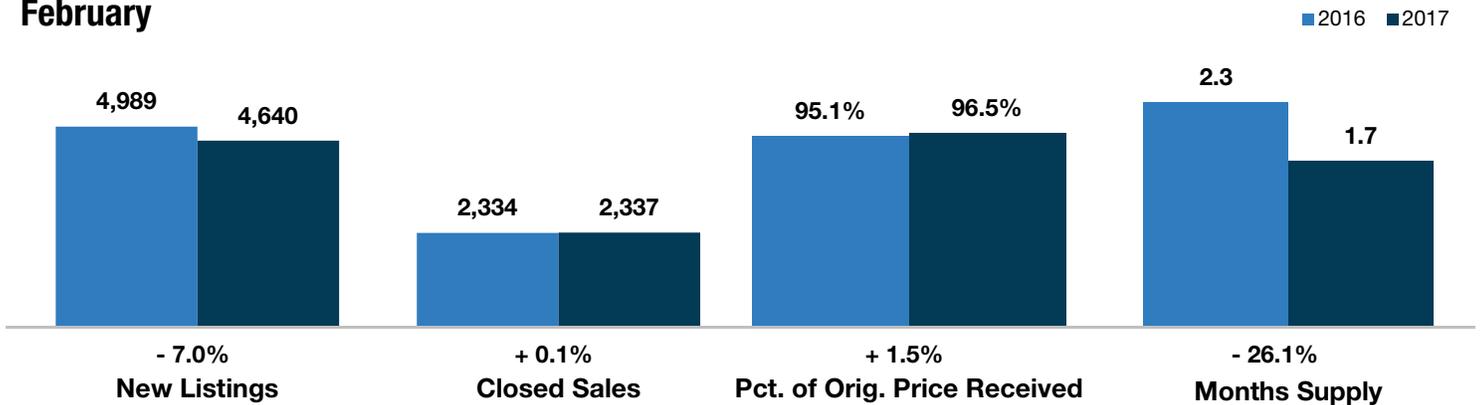


## 11 – 7-County Twin Cities Region

Key Metrics	February			Year to Date		
	2016	2017	Percent Change	Thru 2-2016	Thru 2-2017	Percent Change
New Listings	4,989	<b>4,640</b>	- 7.0%	8,585	<b>8,238</b>	- 4.0%
Closed Sales	2,334	<b>2,337</b>	+ 0.1%	4,800	<b>4,769</b>	- 0.6%
Median Sales Price*	\$210,375	<b>\$225,000</b>	+ 7.0%	\$215,000	<b>\$226,000</b>	+ 5.1%
Percent of Original List Price Received*	95.1%	<b>96.5%</b>	+ 1.5%	95.1%	<b>96.2%</b>	+ 1.2%
Days on Market Until Sale	68	<b>60</b>	- 11.8%	66	<b>59</b>	- 10.6%
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	--	--	--

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### February



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

