

# Local Market Updates

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## Entire State

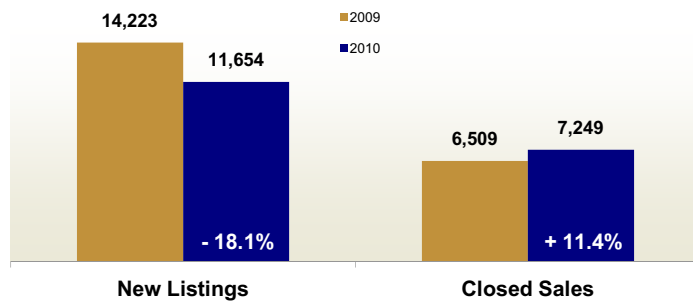
## June

## Year to Date

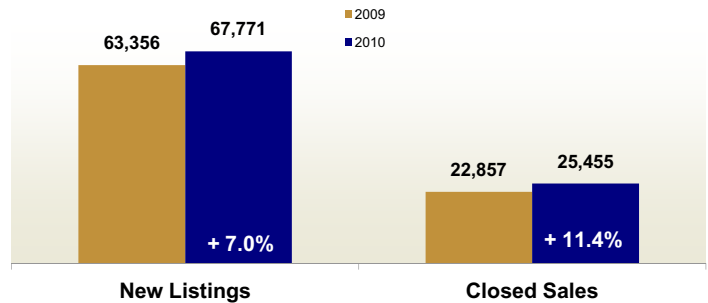
	2009	2010	Change	2009	2010	Change
New Listings	14,223	11,654	- 18.1%	63,356	67,771	+ 7.0%
Closed Sales	6,509	7,249	+ 11.4%	22,857	25,455	+ 11.4%
Median Sales Price	\$153,950	\$155,000	+ 0.7%	\$145,000	\$150,000	+ 3.4%
Percent of Original List Price Received at Sale*	90.9%	93.1%	+ 2.4%	89.5%	92.4%	+ 3.2%
Months Supply of Inventory	11.7	10.6	- 9.4%	--	--	--
Inventory of Homes for Sale	64,029	64,594	+ 0.9%	--	--	--

\*Does not account for list prices from any previous listing contracts

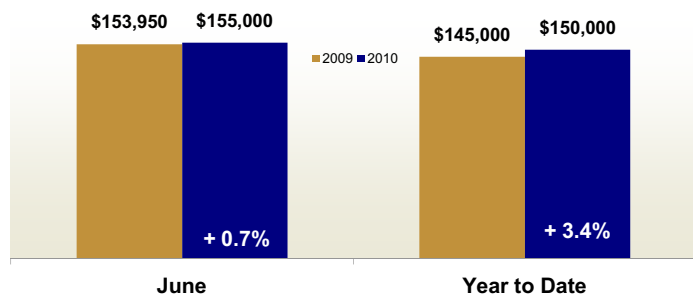
### Activity—Most Recent Month



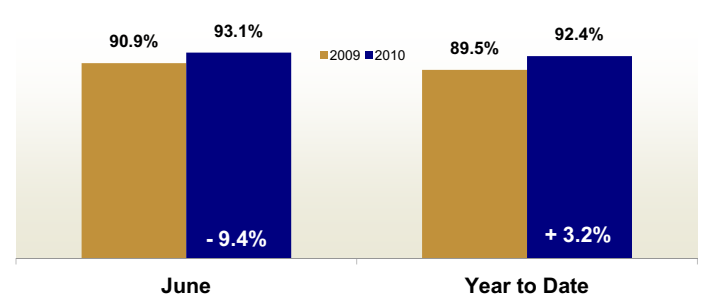
### Activity—Year to Date



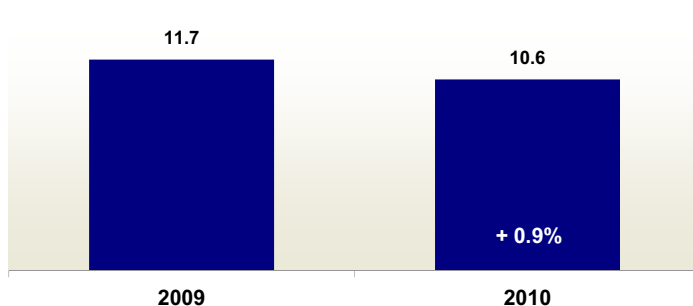
### Median Sales Price



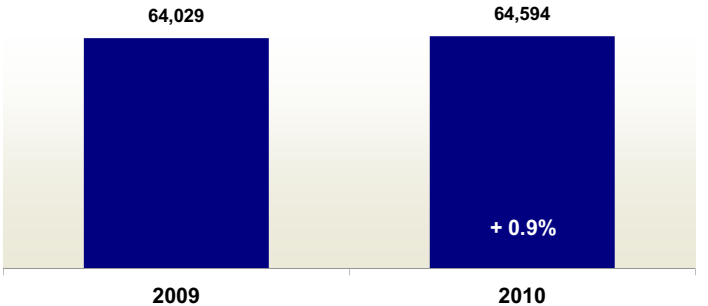
### Percent of Original List Price Received



### Months Supply of Inventory



### Inventory of Homes for Sale



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## 7 County Twin Cities Region

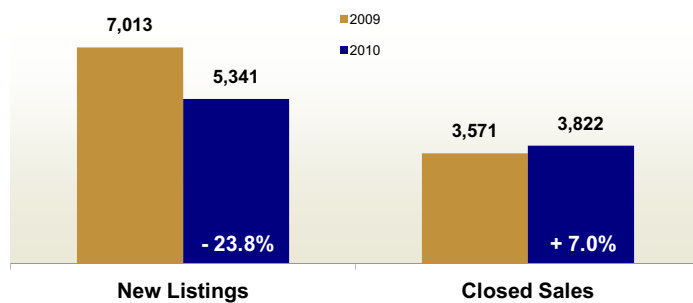
### June

### Year to Date

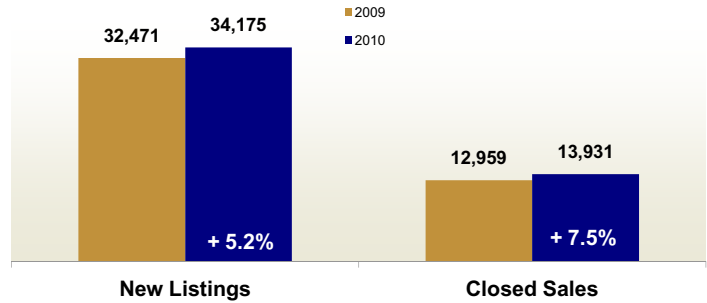
	2009	2010	Change	2009	2010	Change
New Listings	7,013	5,341	- 23.8%	32,471	34,175	+ 5.2%
Closed Sales	3,571	3,822	+ 7.0%	12,959	13,931	+ 7.5%
Median Sales Price	\$175,000	\$180,000	+ 2.9%	\$162,000	\$172,000	+ 6.2%
Percent of Original List Price Received at Sale*	91.7%	94.3%	+ 2.8%	90.3%	93.9%	+ 4.0%
Months Supply of Inventory	10.0	8.3	- 17.2%	--	--	--
Inventory of Homes for Sale	28,816	27,744	- 3.7%	--	--	--

\*Does not account for list prices from any previous listing contracts

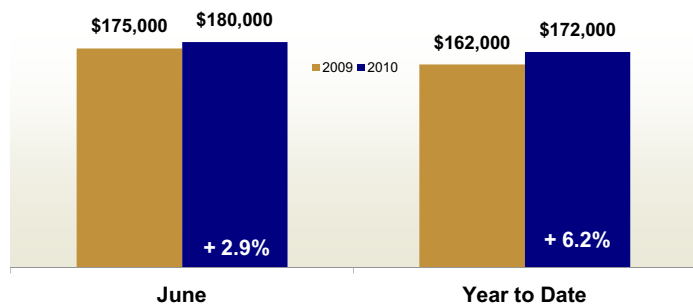
#### Activity—Most Recent Month



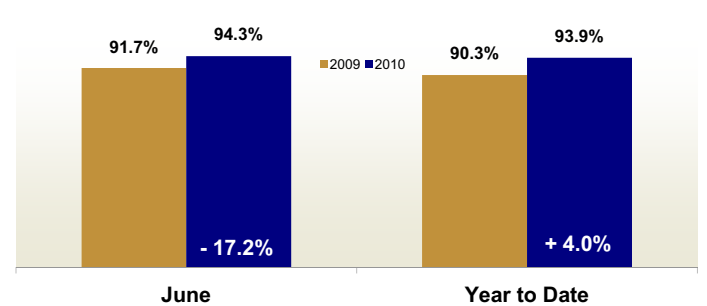
#### Activity—Year to Date



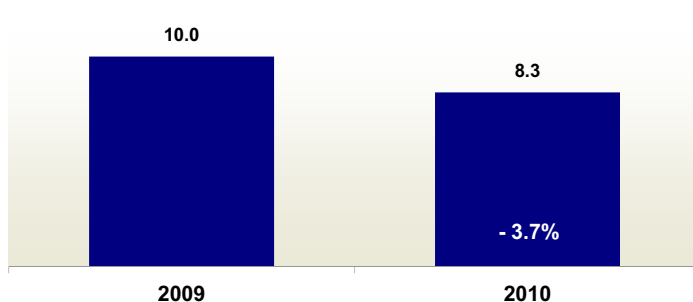
#### Median Sales Price



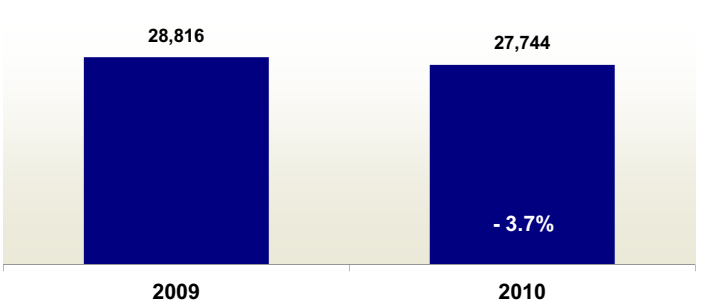
#### Percent of Original List Price Received



#### Months Supply of Inventory



#### Inventory of Homes for Sale



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## Arrowhead Region

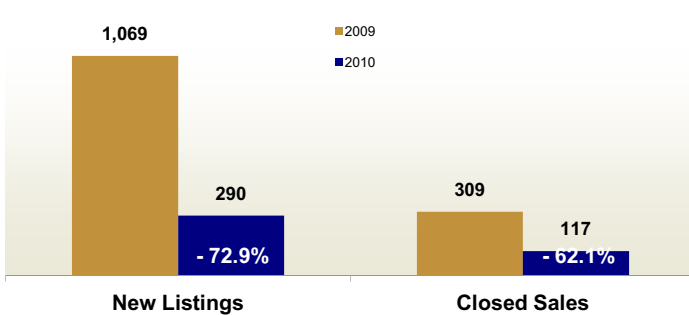
### June

### Year to Date

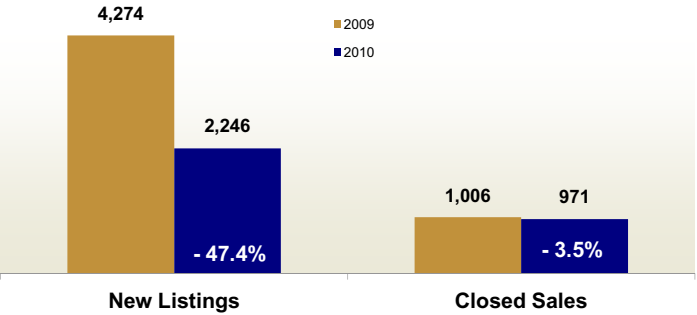
	2009	2010	Change	2009	2010	Change
New Listings	1,069	290	- 72.9%	4,274	2,246	- 47.4%
Closed Sales	309	117	- 62.1%	1,006	971	- 3.5%
Median Sales Price	\$129,100	\$137,850	+ 6.8%	\$124,450	\$123,100	- 1.1%
Percent of Original List Price Received at Sale*	87.9%	91.0%	+ 3.5%	88.7%	88.8%	+ 0.1%
Months Supply of Inventory	16.0	9.0	- 43.5%	--	--	--
Inventory of Homes for Sale	4,665	2,619	- 43.9%	--	--	--

\*Does not account for list prices from any previous listing contracts

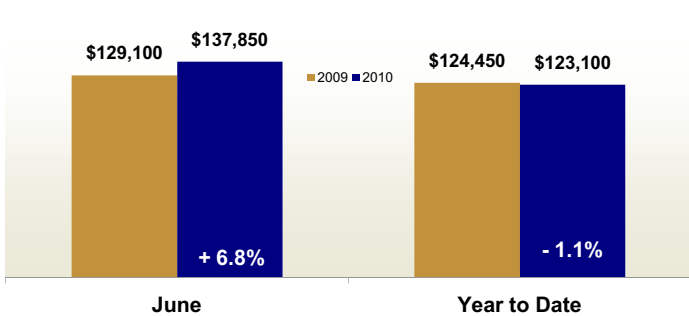
Activity—Most Recent Month



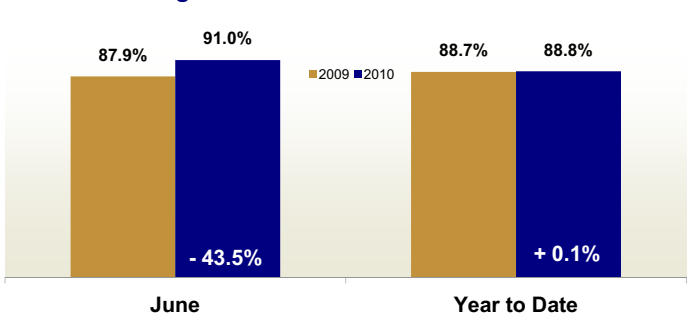
Activity—Year to Date



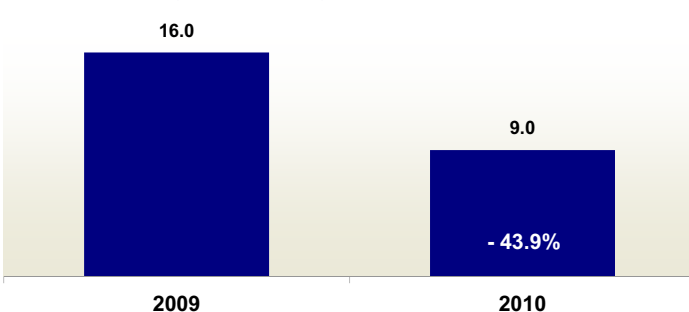
Median Sales Price



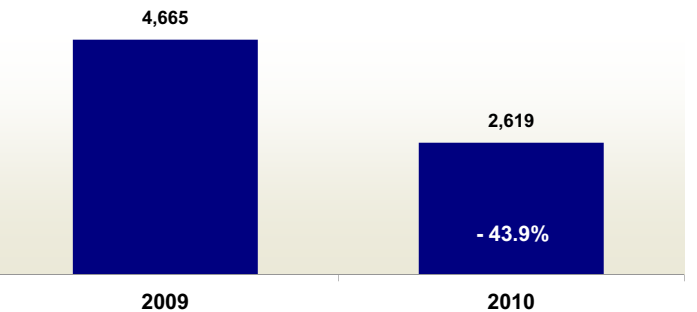
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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## Central Region

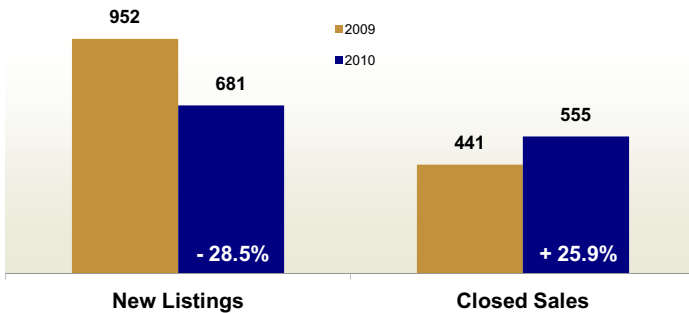
### June

### Year to Date

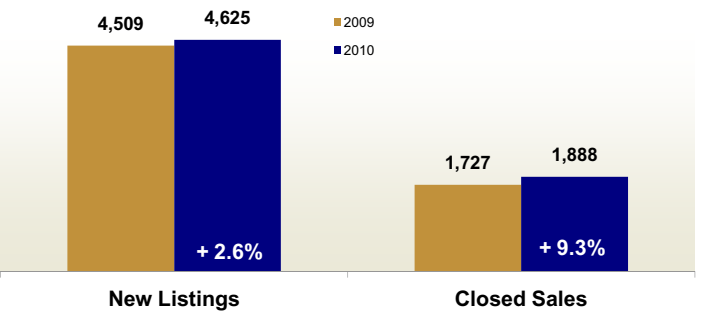
	2009	2010	Change	2009	2010	Change
New Listings	952	681	- 28.5%	4,509	4,625	+ 2.6%
Closed Sales	441	555	+ 25.9%	1,727	1,888	+ 9.3%
Median Sales Price	\$144,950	\$148,000	+ 2.1%	\$139,350	\$145,000	+ 4.1%
Percent of Original List Price Received at Sale*	90.0%	94.0%	+ 4.4%	89.2%	92.9%	+ 4.2%
Months Supply of Inventory	11.3	9.4	- 16.9%	--	--	--
Inventory of Homes for Sale	4,366	4,109	- 5.9%	--	--	--

\*Does not account for list prices from any previous listing contracts

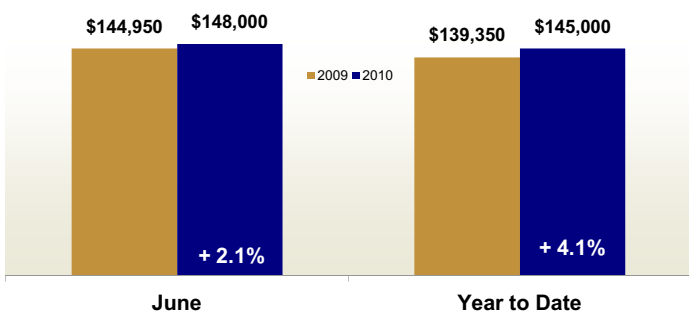
Activity—Most Recent Month



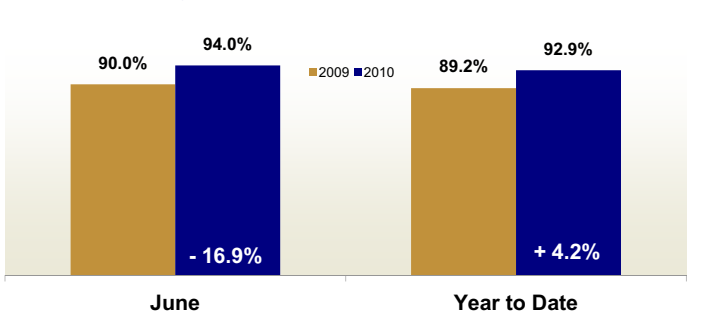
Activity—Year to Date



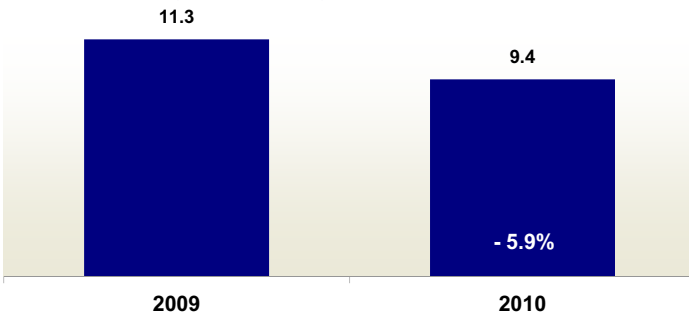
Median Sales Price



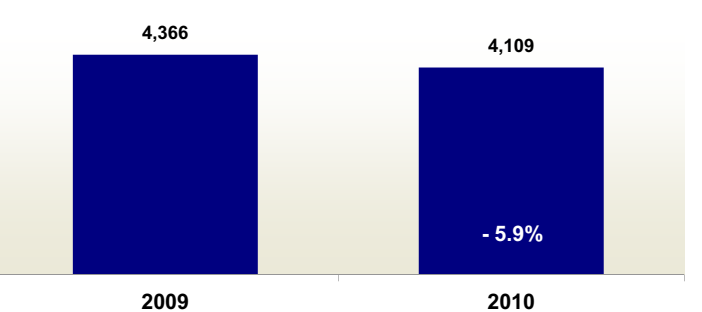
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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# Local Market Updates

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## East Central Region

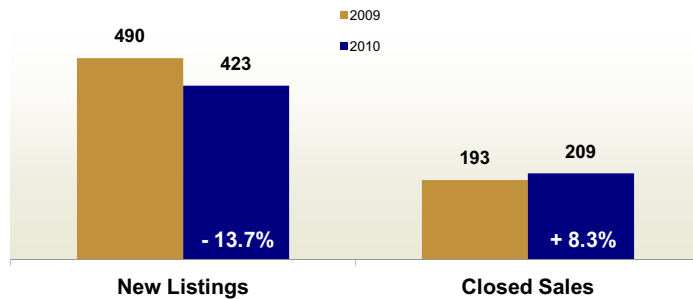
### June

### Year to Date

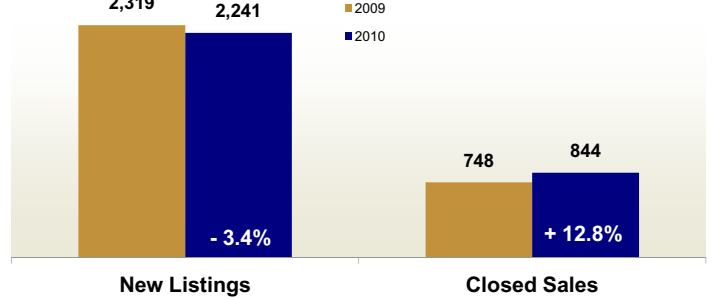
	2009	2010	Change	2009	2010	Change
New Listings	490	423	- 13.7%	2,319	2,241	- 3.4%
Closed Sales	193	209	+ 8.3%	748	844	+ 12.8%
Median Sales Price	\$125,000	\$117,000	- 6.4%	\$117,900	\$114,900	- 2.5%
Percent of Original List Price Received at Sale*	89.2%	90.8%	+ 1.9%	86.8%	90.8%	+ 4.6%
Months Supply of Inventory	14.1	11.4	- 18.9%	--	--	--
Inventory of Homes for Sale	2,316	2,147	- 7.3%	--	--	--

\*Does not account for list prices from any previous listing contracts

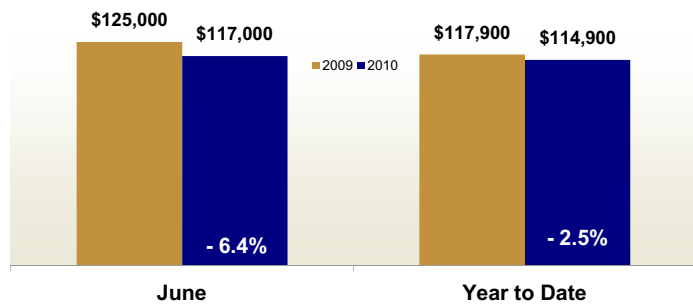
Activity—Most Recent Month



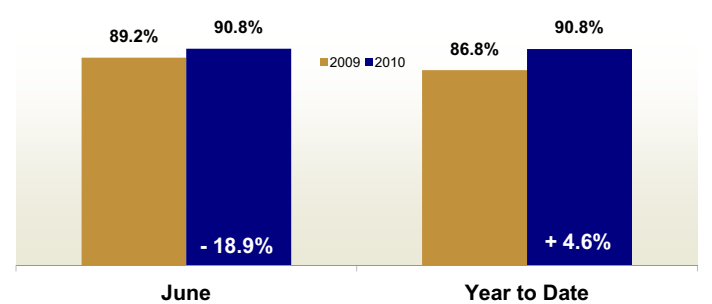
Activity—Year to Date



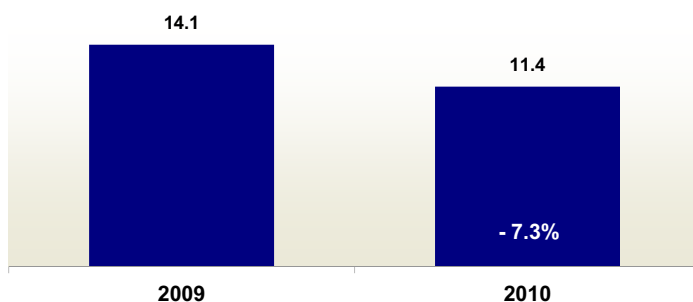
Median Sales Price



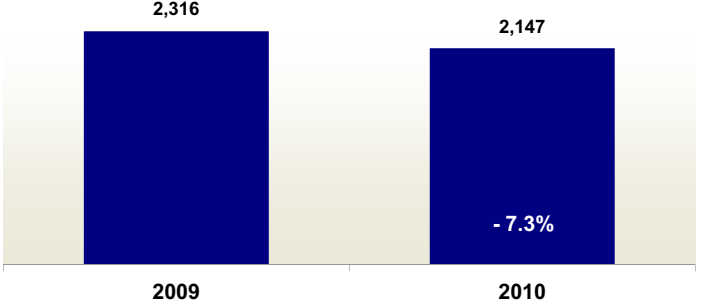
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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## Headwaters Region

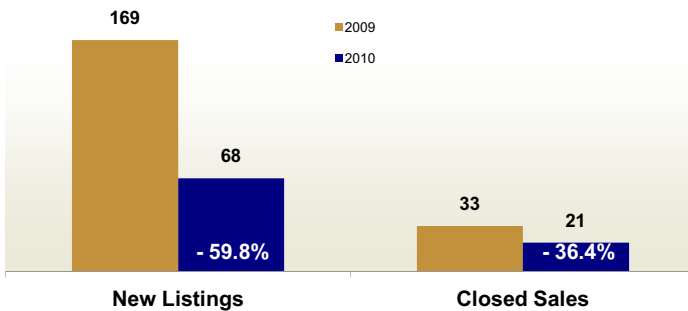
### June

### Year to Date

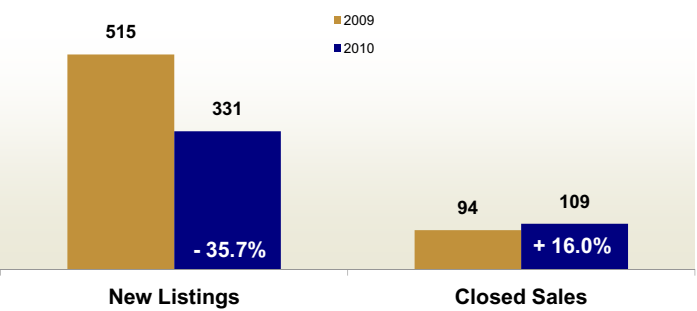
	2009	2010	Change	2009	2010	Change
New Listings	169	68	- 59.8%	515	331	- 35.7%
Closed Sales	33	21	- 36.4%	94	109	+ 16.0%
Median Sales Price	\$112,500	\$126,250	+ 12.2%	\$139,950	\$120,000	- 14.3%
Percent of Original List Price Received at Sale*	86.1%	88.3%	+ 2.6%	85.1%	86.2%	+ 1.3%
Months Supply of Inventory	27.0	14.1	- 47.9%	--	--	--
Inventory of Homes for Sale	759	453	- 40.3%	--	--	--

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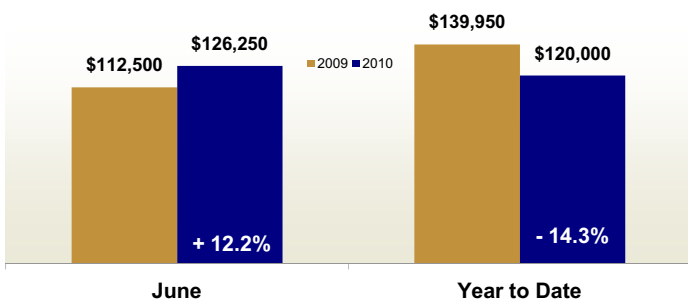
Activity—Most Recent Month



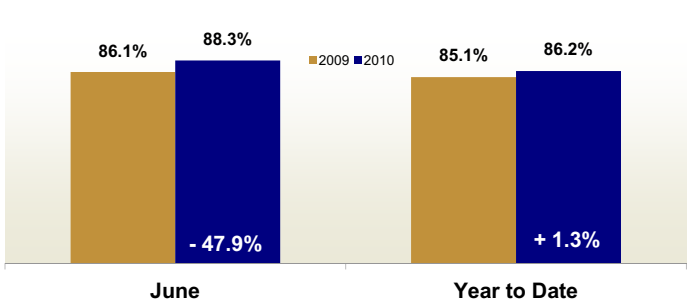
Activity—Year to Date



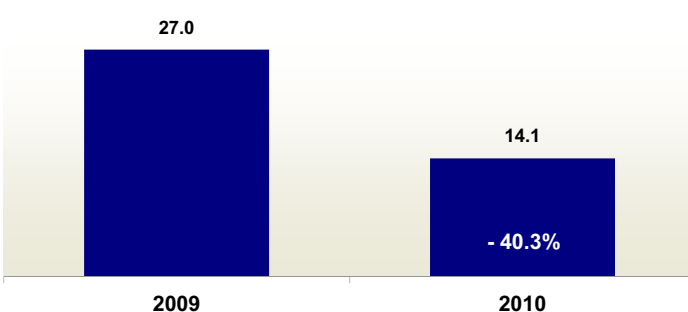
Median Sales Price



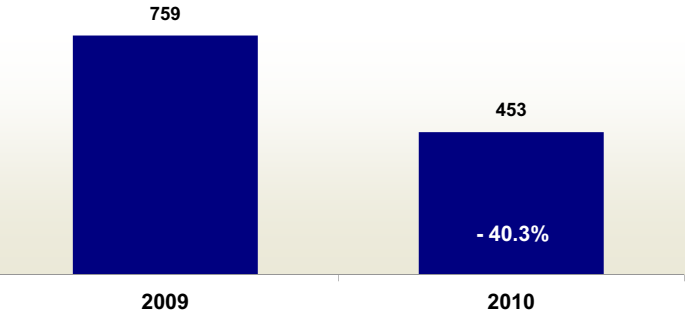
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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## North Central Region

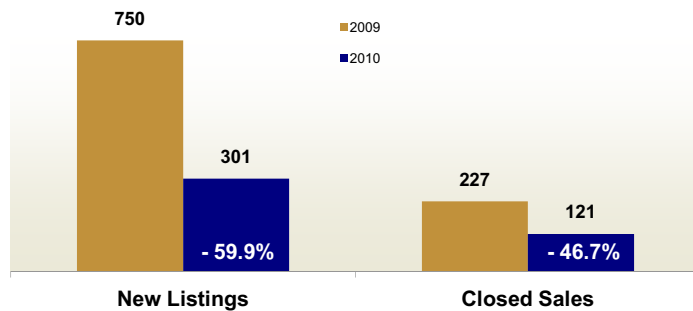
### June

### Year to Date

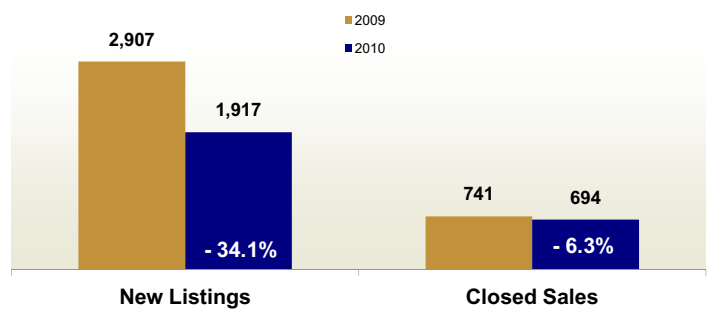
	2009	2010	Change	2009	2010	Change
New Listings	750	301	- 59.9%	2,907	1,917	- 34.1%
Closed Sales	227	121	- 46.7%	741	694	- 6.3%
Median Sales Price	\$130,000	\$119,500	- 8.1%	\$115,100	\$115,000	- 0.1%
Percent of Original List Price Received at Sale*	88.8%	89.2%	+ 0.5%	86.4%	87.7%	+ 1.6%
Months Supply of Inventory	21.1	12.5	- 40.7%	--	--	--
Inventory of Homes for Sale	3,759	2,469	- 34.3%	--	--	--

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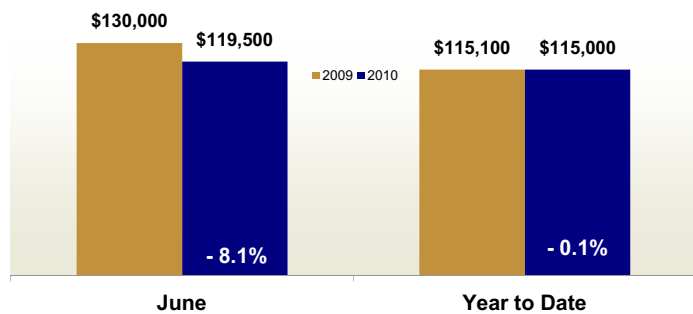
Activity—Most Recent Month



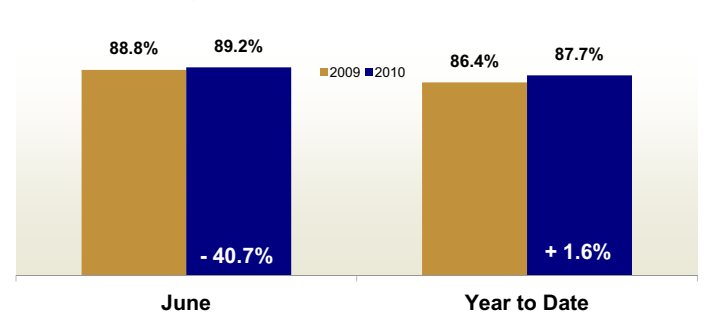
Activity—Year to Date



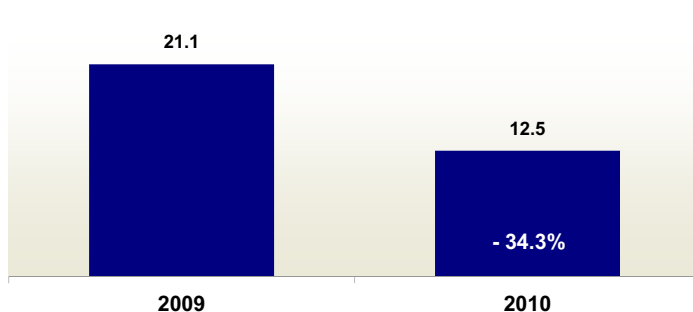
Median Sales Price



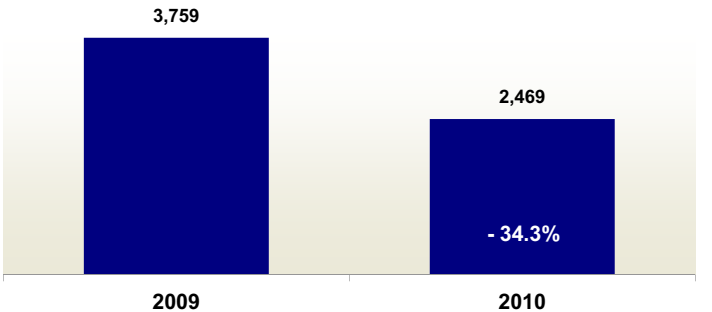
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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## Northwest Region

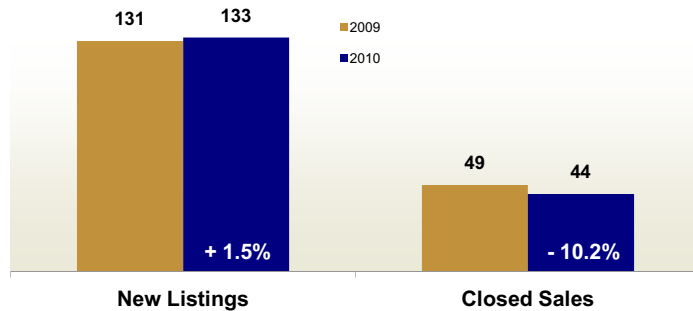
### June

### Year to Date

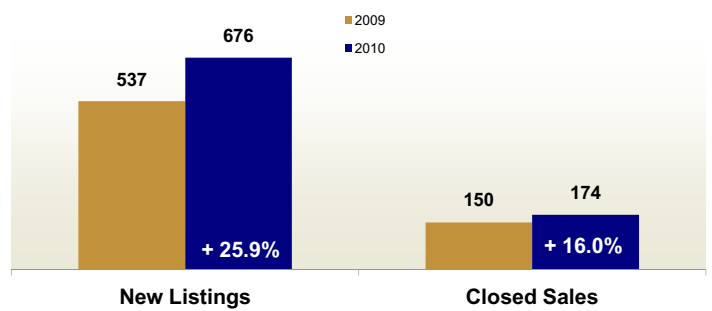
	2009	2010	Change	2009	2010	Change
New Listings	131	133	+ 1.5%	537	676	+ 25.9%
Closed Sales	49	44	- 10.2%	150	174	+ 16.0%
Median Sales Price	\$112,500	\$130,500	+ 16.0%	\$102,000	\$105,000	+ 2.9%
Percent of Original List Price Received at Sale*	85.1%	86.6%	+ 1.8%	83.3%	85.9%	+ 3.1%
Months Supply of Inventory	20.6	20.5	- 0.4%	--	--	--
Inventory of Homes for Sale	722	818	+ 13.3%	--	--	--

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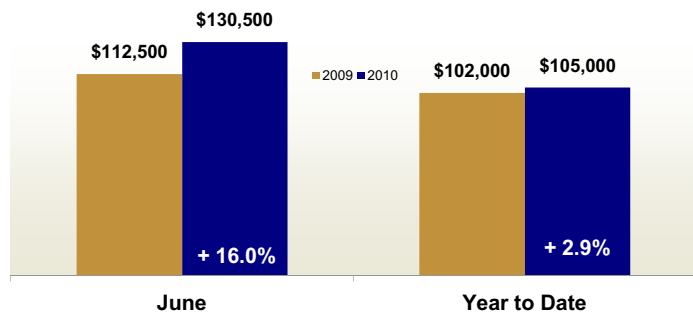
Activity—Most Recent Month



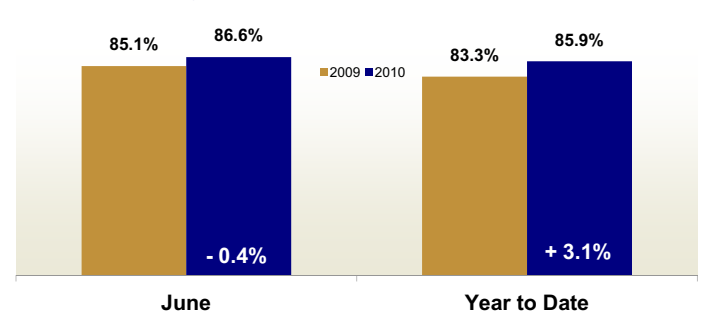
Activity—Year to Date



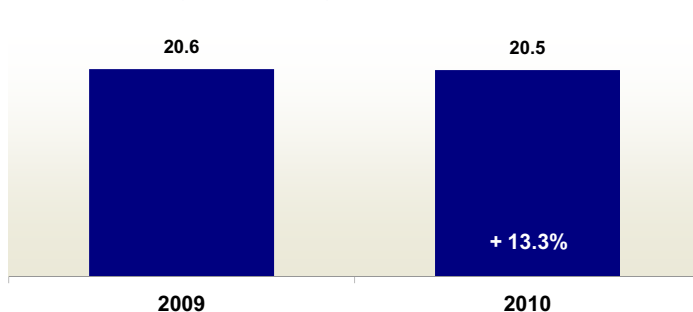
Median Sales Price



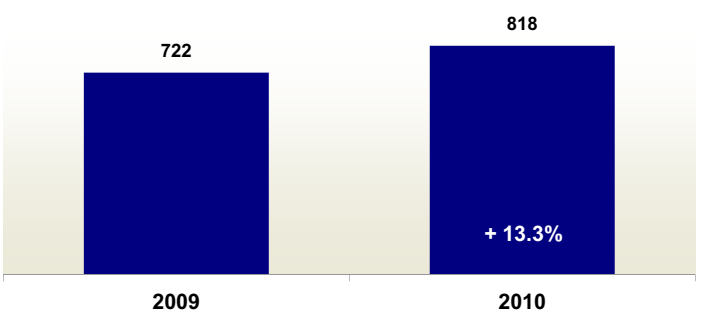
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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## South Central Region

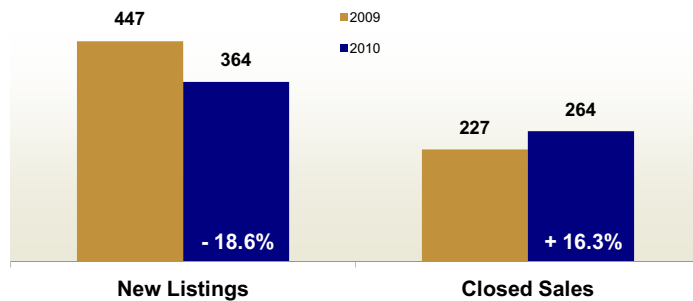
### June

### Year to Date

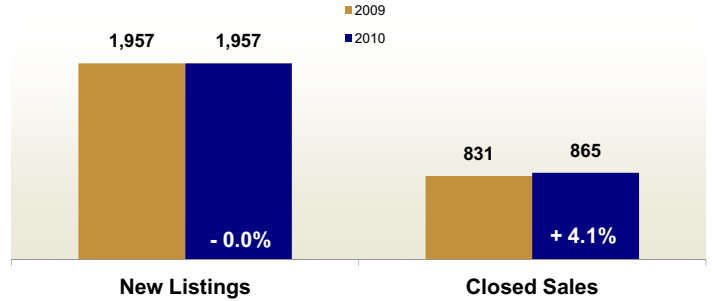
	2009	2010	Change	2009	2010	Change
New Listings	447	364	- 18.6%	1,957	1,957	- 0.0%
Closed Sales	227	264	+ 16.3%	831	865	+ 4.1%
Median Sales Price	\$123,200	\$130,000	+ 5.5%	\$119,700	\$120,000	+ 0.3%
Percent of Original List Price Received at Sale*	90.8%	92.2%	+ 1.5%	88.6%	90.6%	+ 2.3%
Months Supply of Inventory	11.0	10.6	- 3.7%	--	--	--
Inventory of Homes for Sale	2,112	2,152	+ 1.9%	--	--	--

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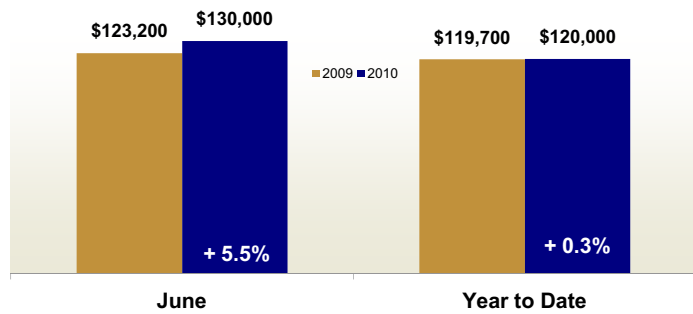
Activity—Most Recent Month



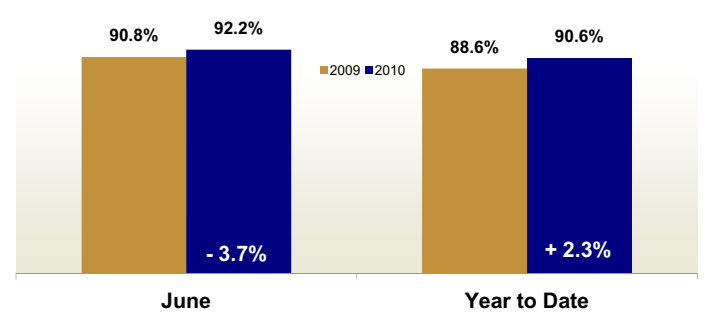
Activity—Year to Date



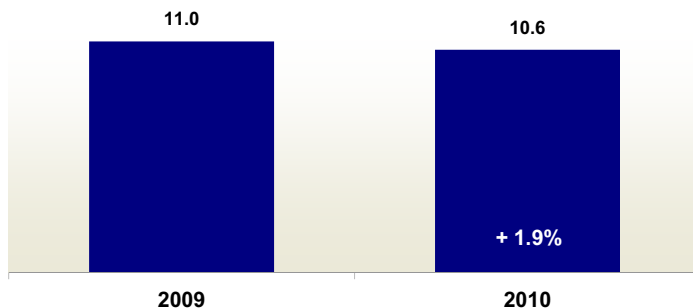
Median Sales Price



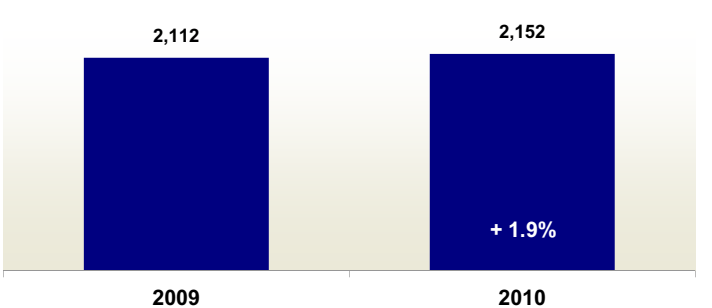
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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## Southeast Region

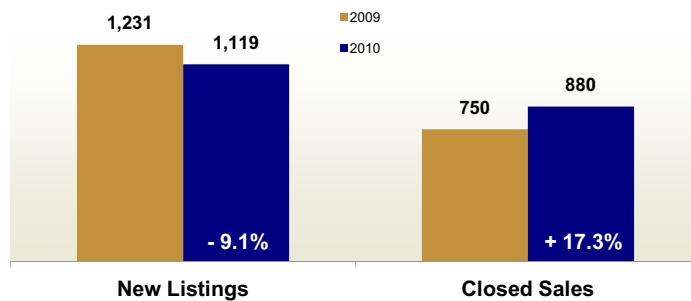
### June

### Year to Date

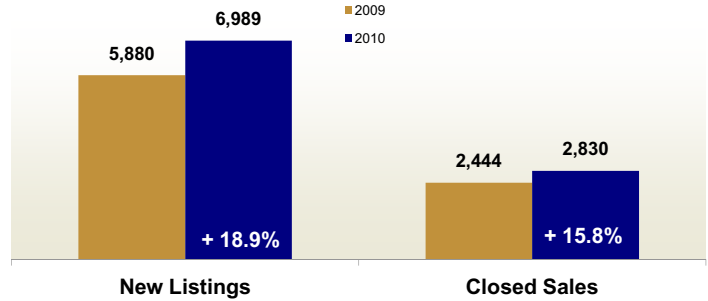
	2009	2010	Change	2009	2010	Change
New Listings	1,231	1,119	- 9.1%	5,880	6,989	+ 18.9%
Closed Sales	750	880	+ 17.3%	2,444	2,830	+ 15.8%
Median Sales Price	\$142,975	\$140,000	- 2.1%	\$136,450	\$135,000	- 1.1%
Percent of Original List Price Received at Sale*	92.2%	93.3%	+ 1.2%	89.8%	91.7%	+ 2.2%
Months Supply of Inventory	10.1	10.5	+ 4.1%	--	--	--
Inventory of Homes for Sale	5,927	6,803	+ 14.8%	--	--	--

\*Does not account for list prices from any previous listing contracts

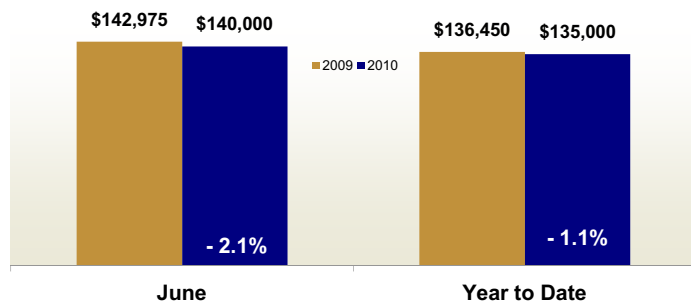
Activity—Most Recent Month



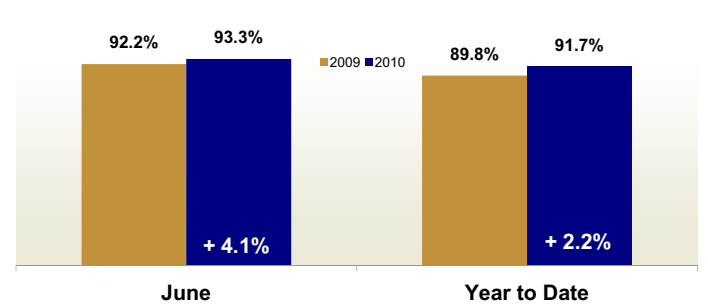
Activity—Year to Date



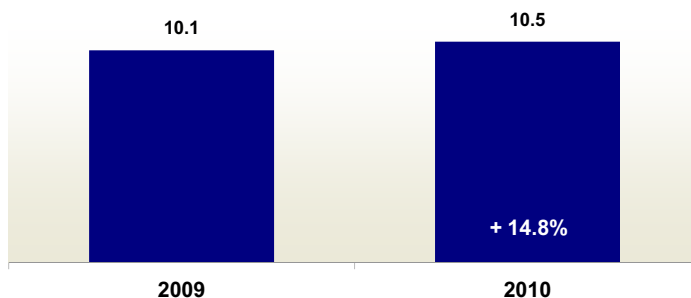
Median Sales Price



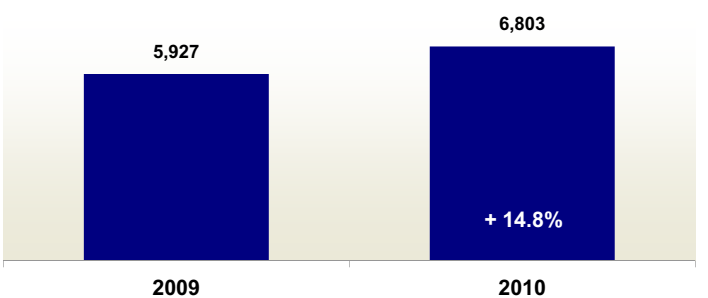
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



Some of the figures referenced in this report are for only one month worth of activity. As such, they can sometimes look extreme due to the small sample size involved.

# Local Market Updates

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## Southwest Central Region

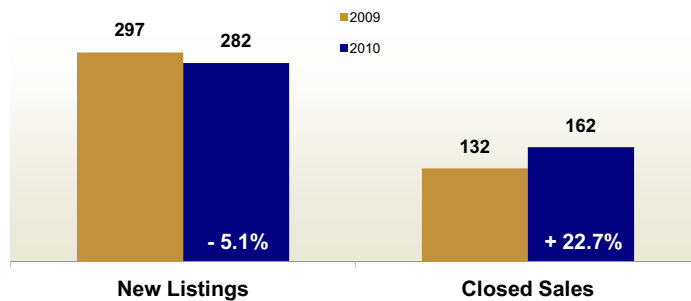
### June

### Year to Date

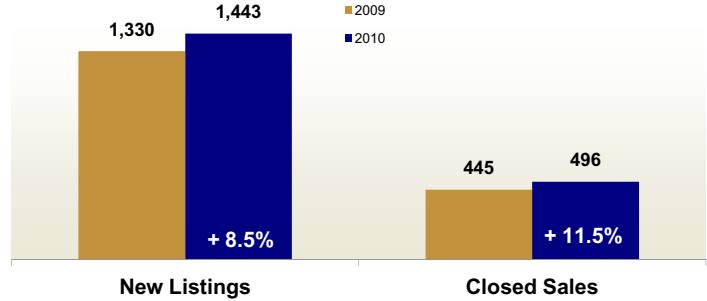
	2009	2010	Change	2009	2010	Change
New Listings	297	282	- 5.1%	1,330	1,443	+ 8.5%
Closed Sales	132	162	+ 22.7%	445	496	+ 11.5%
Median Sales Price	\$115,000	\$118,500	+ 3.0%	\$109,000	\$101,000	- 7.3%
Percent of Original List Price Received at Sale*	89.3%	90.3%	+ 1.2%	88.7%	89.5%	+ 0.8%
Months Supply of Inventory	14.4	13.6	- 5.5%	--	--	--
Inventory of Homes for Sale	1,495	1,589	+ 6.3%	--	--	--

\*Does not account for list prices from any previous listing contracts

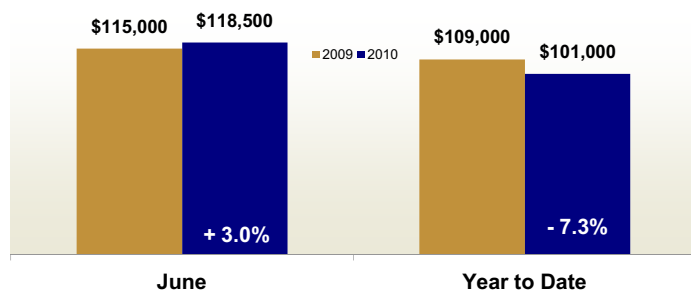
Activity—Most Recent Month



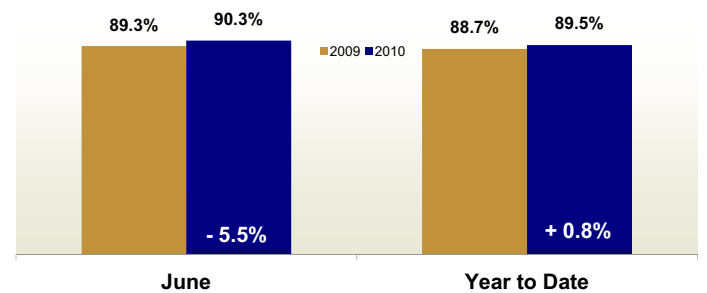
Activity—Year to Date



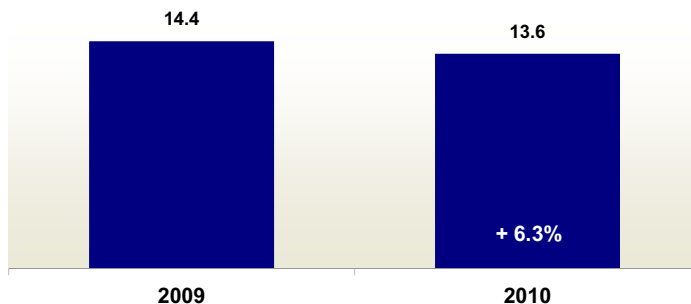
Median Sales Price



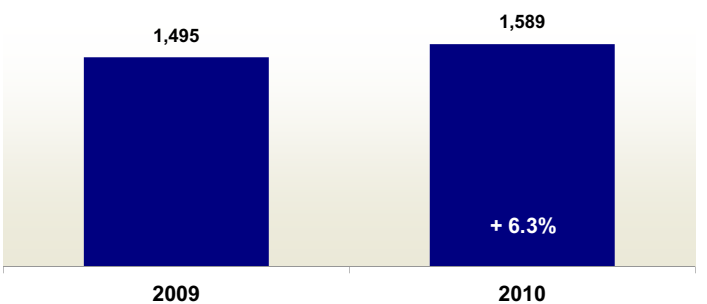
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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# Local Market Updates

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## Southwest Region

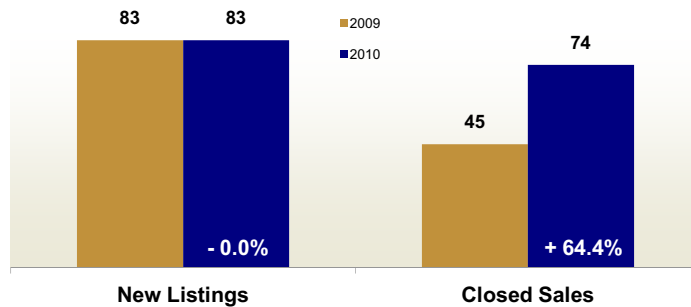
### June

### Year to Date

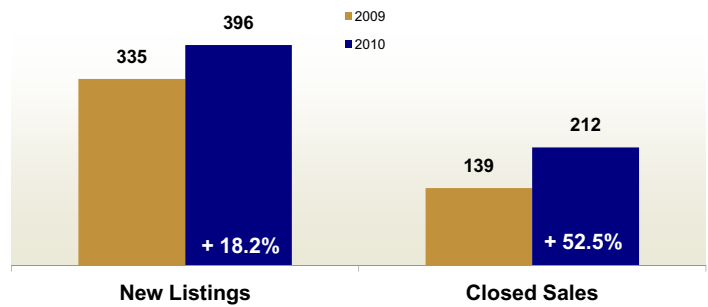
	2009	2010	Change	2009	2010	Change
New Listings	83	83	- 0.0%	335	396	+ 18.2%
Closed Sales	45	74	+ 64.4%	139	212	+ 52.5%
Median Sales Price	\$68,000	\$106,000	+ 55.9%	\$81,000	\$89,700	+ 10.7%
Percent of Original List Price Received at Sale*	85.0%	87.6%	+ 3.0%	84.9%	87.4%	+ 2.9%
Months Supply of Inventory	14.2	9.9	- 30.1%	--	--	--
Inventory of Homes for Sale	525	481	- 8.4%	--	--	--

\*Does not account for list prices from any previous listing contracts

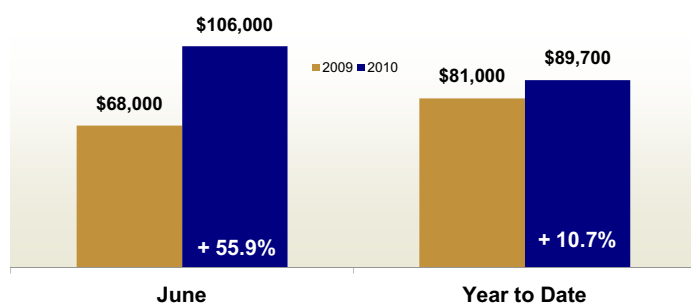
Activity—Most Recent Month



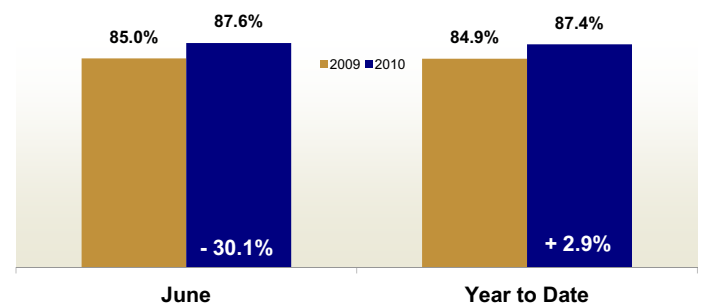
Activity—Year to Date



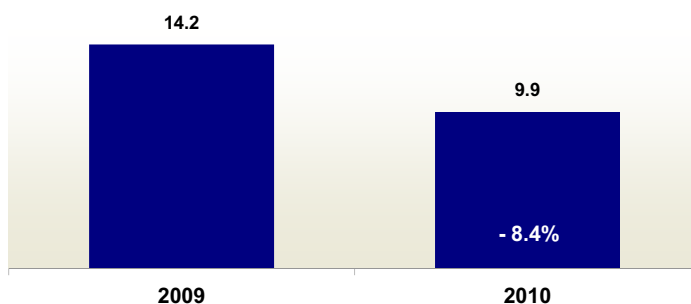
Median Sales Price



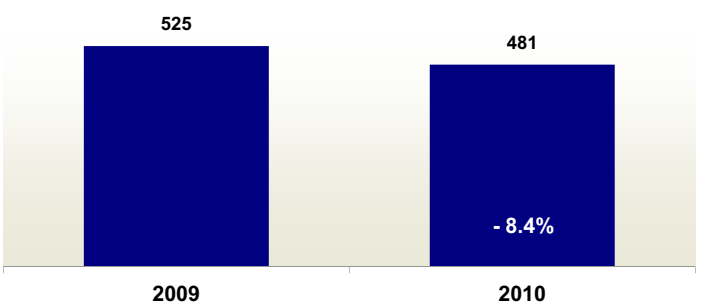
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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# Local Market Updates

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## Upper Minnesota Valley Region

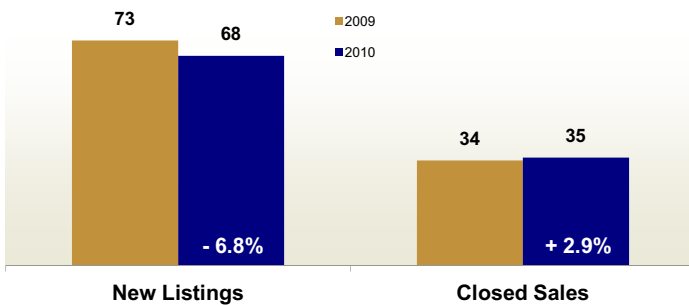
### June

### Year to Date

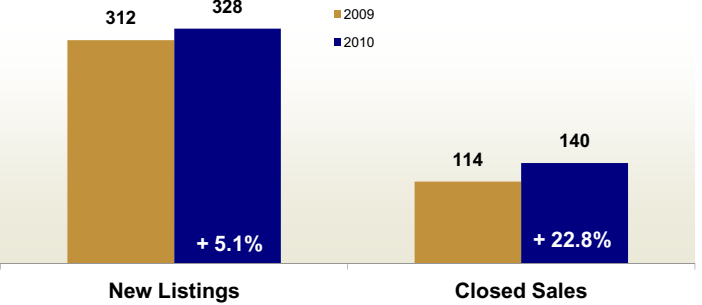
	2009	2010	Change	2009	2010	Change
New Listings	73	68	- 6.8%	312	328	+ 5.1%
Closed Sales	34	35	+ 2.9%	114	140	+ 22.8%
Median Sales Price	\$97,500	\$97,000	- 0.5%	\$73,150	\$85,450	+ 16.8%
Percent of Original List Price Received at Sale*	88.3%	88.9%	+ 0.8%	86.7%	87.3%	+ 0.6%
Months Supply of Inventory	14.0	14.5	+ 3.4%	--	--	--
Inventory of Homes for Sale	413	456	+ 10.4%	--	--	--

\*Does not account for list prices from any previous listing contracts

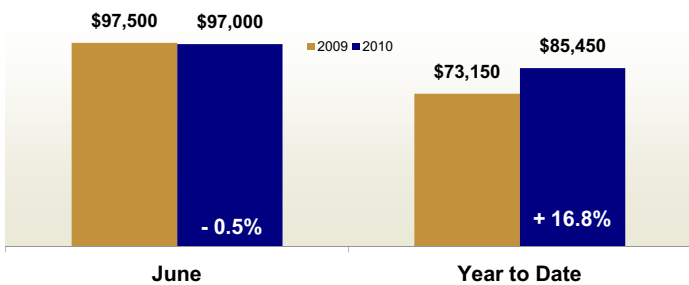
Activity—Most Recent Month



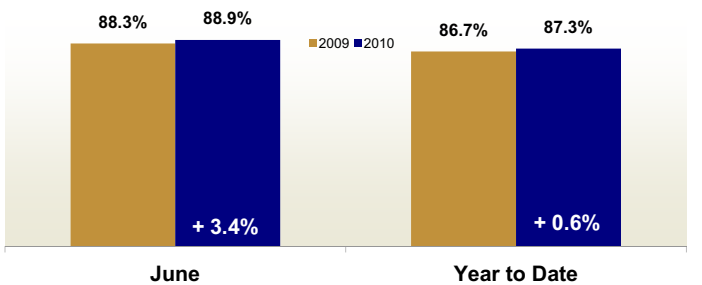
Activity—Year to Date



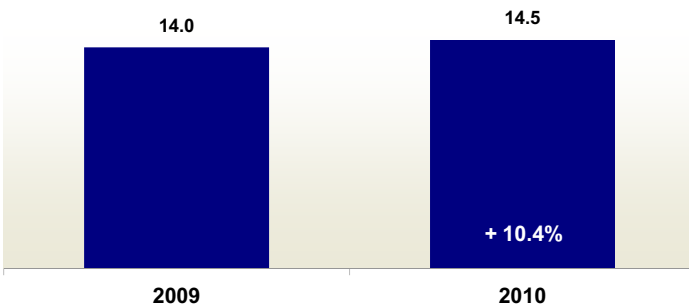
Median Sales Price



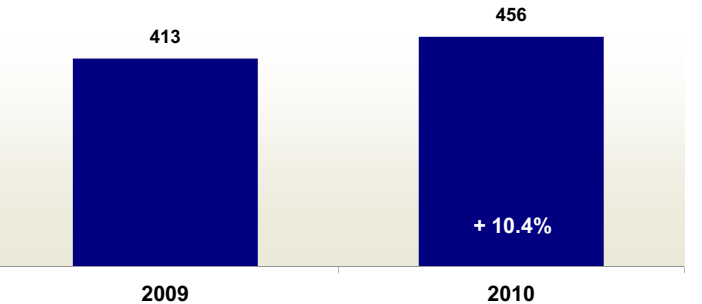
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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# Local Market Updates

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## West Central Region

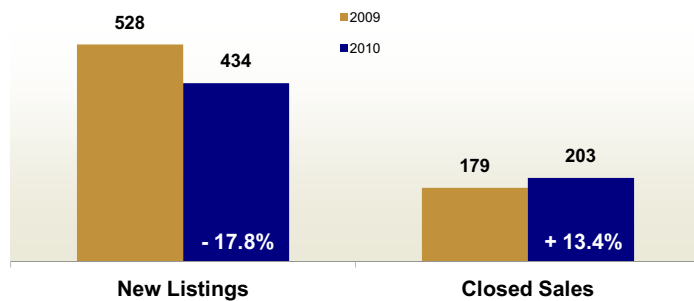
### June

### Year to Date

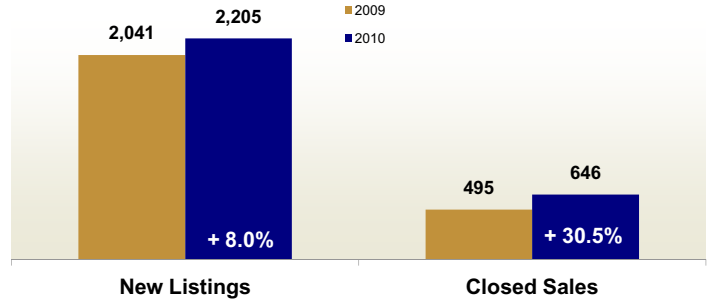
	2009	2010	Change	2009	2010	Change
New Listings	528	434	- 17.8%	2,041	2,205	+ 8.0%
Closed Sales	179	203	+ 13.4%	495	646	+ 30.5%
Median Sales Price	\$139,500	\$130,000	- 6.8%	\$127,600	\$129,000	+ 1.1%
Percent of Original List Price Received at Sale*	89.5%	91.0%	+ 1.6%	87.9%	89.2%	+ 1.5%
Months Supply of Inventory	19.6	17.7	- 9.5%	--	--	--
Inventory of Homes for Sale	2,670	2,714	+ 1.6%	--	--	--

\*Does not account for list prices from any previous listing contracts

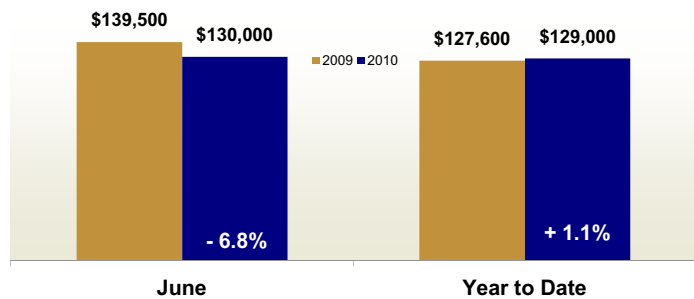
Activity—Most Recent Month



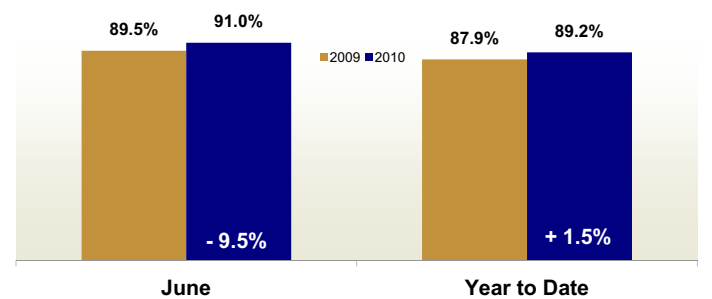
Activity—Year to Date



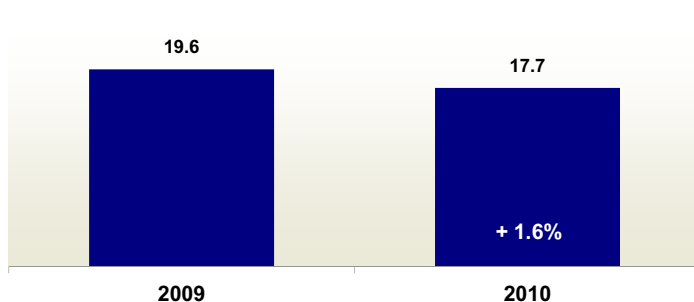
Median Sales Price



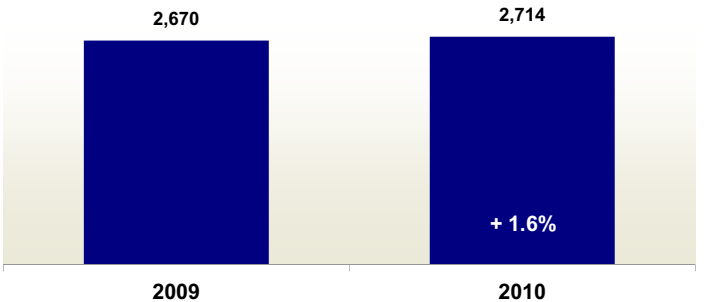
Percent of Original List Price Received



Months Supply of Inventory



Inventory of Homes for Sale



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