

# Local Market Update for July 2018

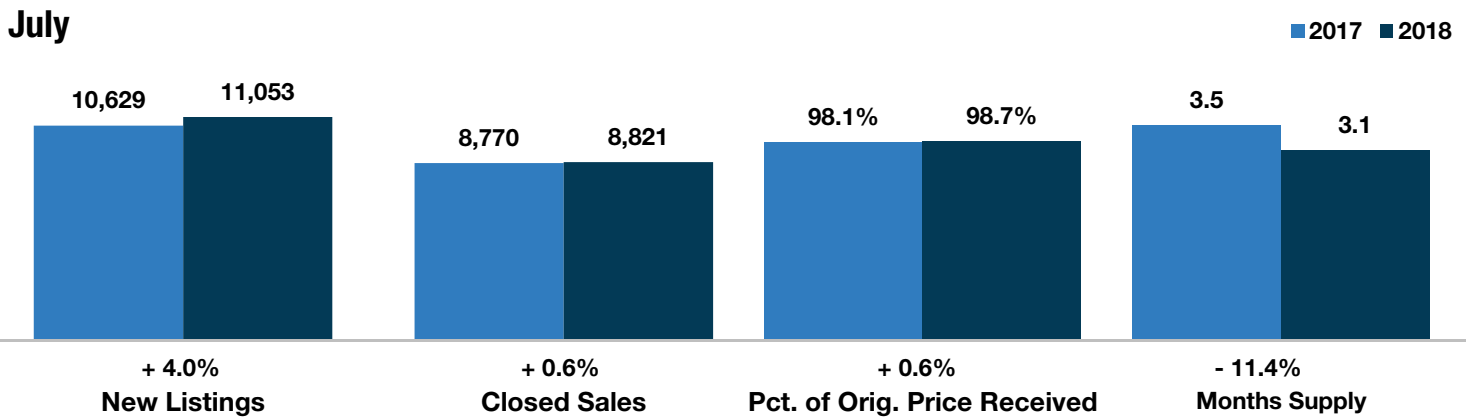
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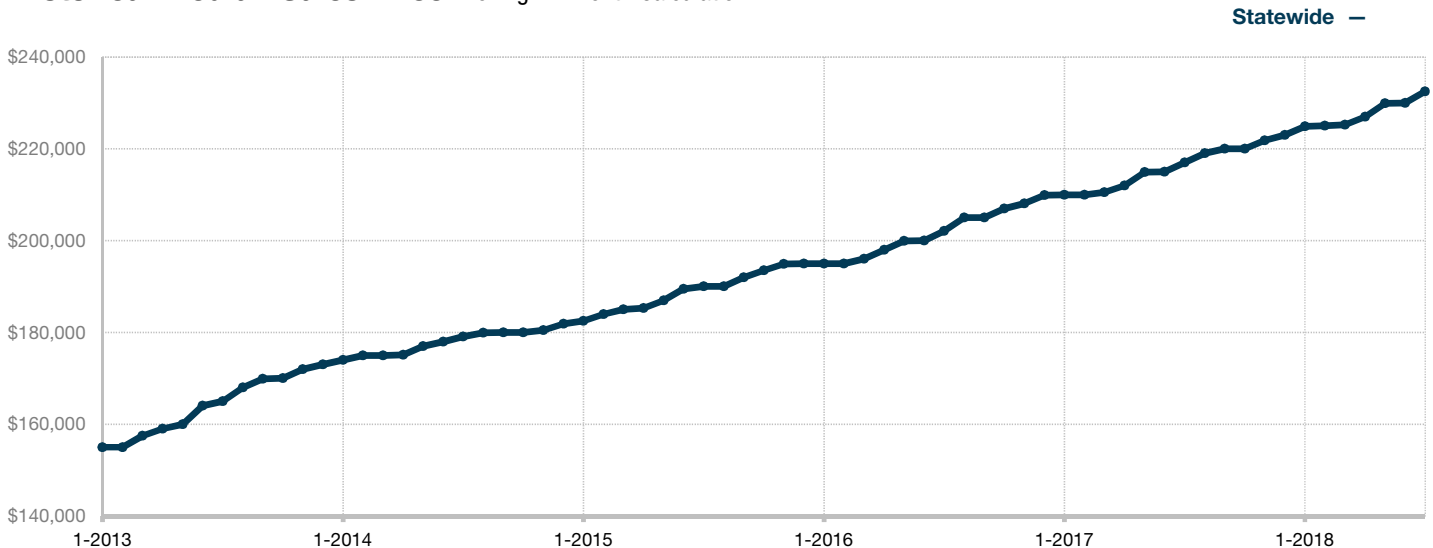
## Entire State

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	10,629	<b>11,053</b>	+ 4.0%	73,409	<b>70,498</b>	- 4.0%
Closed Sales	8,770	<b>8,821</b>	+ 0.6%	49,500	<b>47,275</b>	- 4.5%
Median Sales Price*	\$230,000	<b>\$244,745</b>	+ 6.4%	\$222,000	<b>\$240,000</b>	+ 8.1%
Percent of Original List Price Received*	98.1%	<b>98.7%</b>	+ 0.6%	97.6%	<b>98.3%</b>	+ 0.7%
Days on Market Until Sale	46	<b>42</b>	- 8.7%	55	<b>51</b>	- 7.3%
Months Supply of Inventory	3.5	<b>3.1</b>	- 11.4%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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



# Monthly Indicators



## July 2018

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

## Activity Snapshot

**+ 0.6%**

**+ 6.4%**

**+ 4.0%**

One-Year Change in  
Closed Sales

One-Year Change in  
Median Sales Price

One-Year Change in  
New Listings

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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	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		10,629	<b>11,053</b>	+ 4.0%	73,409	<b>70,498</b>	- 4.0%
<b>Pending Sales</b>		8,344	<b>8,338</b>	- 0.1%	54,475	<b>52,214</b>	- 4.2%
<b>Closed Sales</b>		8,770	<b>8,821</b>	+ 0.6%	49,500	<b>47,275</b>	- 4.5%
<b>Days on Market</b>		46	<b>42</b>	- 8.7%	55	<b>51</b>	- 7.3%
<b>Median Sales Price</b>		\$230,000	<b>\$244,745</b>	+ 6.4%	\$222,000	<b>\$240,000</b>	+ 8.1%
<b>Avg. Sales Price</b>		\$268,549	<b>\$280,490</b>	+ 4.4%	\$260,192	<b>\$276,886</b>	+ 6.4%
<b>Pct. of Orig. Price Received</b>		98.1%	<b>98.7%</b>	+ 0.6%	97.6%	<b>98.3%</b>	+ 0.7%
<b>Affordability Index</b>		180	<b>160</b>	- 11.1%	187	<b>163</b>	- 12.8%
<b>Homes for Sale*</b>		24,928	<b>21,914</b>	- 12.1%	--	<b>--</b>	--
<b>Months Supply*</b>		3.5	<b>3.1</b>	- 11.4%	--	<b>--</b>	--

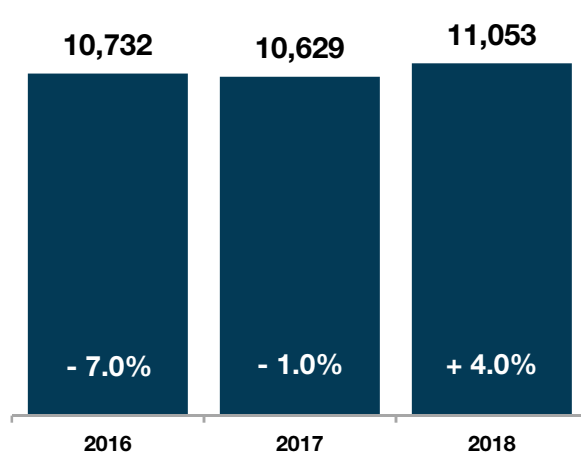
\* Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing more accurate views of inventory and supply.

# New Listings

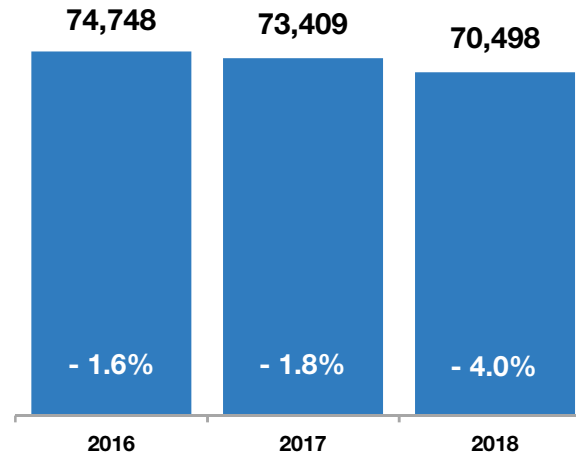
A count of the properties that have been newly listed on the market in a given month.



## July

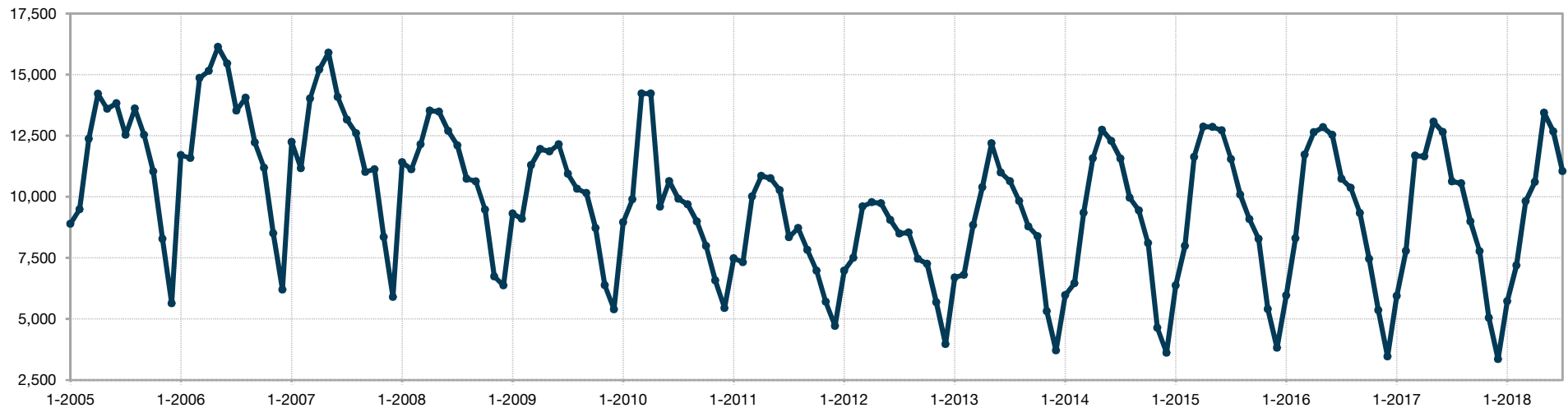


## Year to Date



	New Listings	Prior Year	Percent Change
August 2017	10,549	10,370	+1.7%
September 2017	8,985	9,331	-3.7%
October 2017	7,770	7,458	+4.2%
November 2017	5,043	5,361	-5.9%
December 2017	3,356	3,466	-3.2%
January 2018	5,723	5,937	-3.6%
February 2018	7,190	7,779	-7.6%
March 2018	9,816	11,681	-16.0%
April 2018	10,606	11,656	-9.0%
May 2018	13,440	13,070	+2.8%
June 2018	12,670	12,657	+0.1%
<b>July 2018</b>	<b>11,053</b>	<b>10,629</b>	<b>+4.0%</b>
12-Month Avg	8,850	9,116	-2.9%

## Historical New Listings by Month

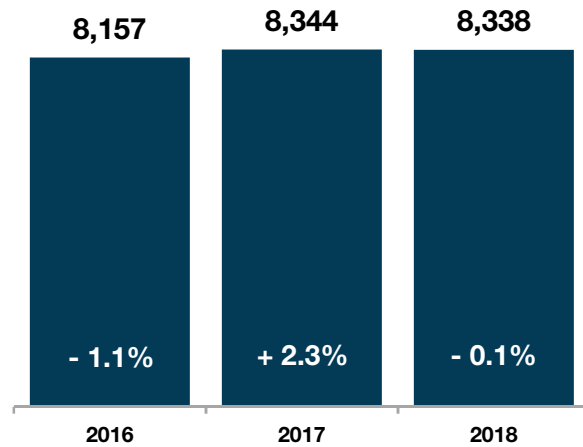


# Pending Sales

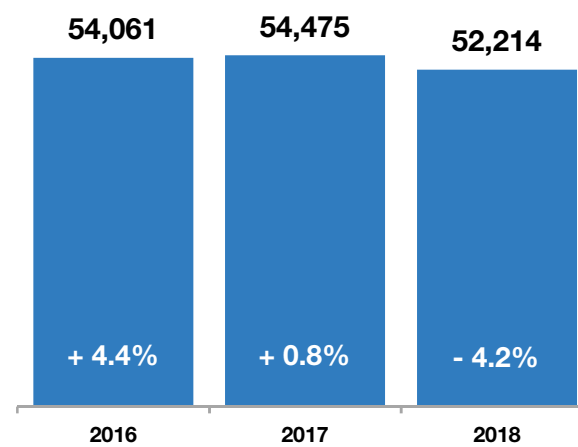
A count of the properties on which offers have been accepted in a given month.



## July

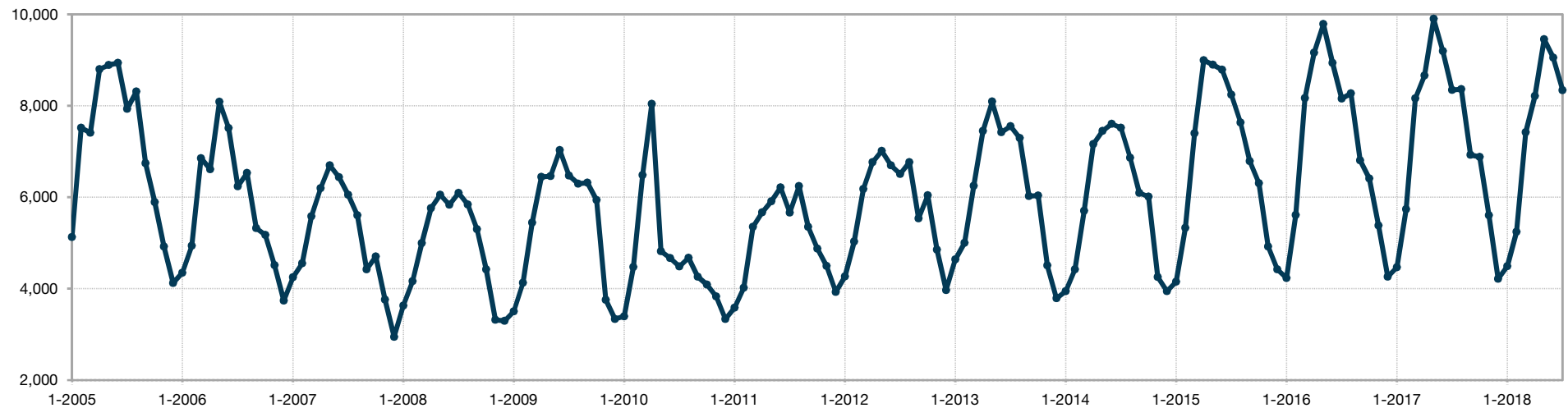


## Year to Date



	Pending Sales	Prior Year	Percent Change
August 2017	8,364	8,270	+1.1%
September 2017	6,924	6,807	+1.7%
October 2017	6,878	6,409	+7.3%
November 2017	5,606	5,381	+4.2%
December 2017	4,213	4,259	-1.1%
January 2018	4,489	4,466	+0.5%
February 2018	5,243	5,737	-8.6%
March 2018	7,419	8,165	-9.1%
April 2018	8,216	8,662	-5.1%
May 2018	9,455	9,904	-4.5%
June 2018	9,054	9,197	-1.6%
<b>July 2018</b>	<b>8,338</b>	<b>8,344</b>	<b>-0.1%</b>
12-Month Avg	7,017	7,133	-1.6%

## Historical Pending Sales by Month

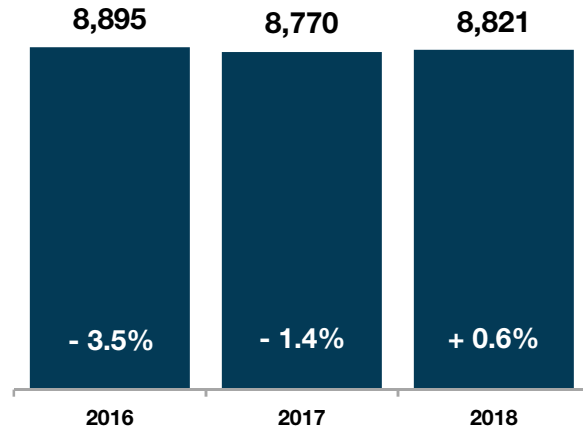


# Closed Sales

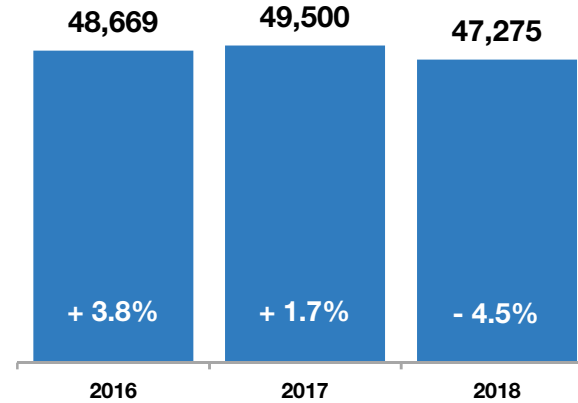
A count of the actual sales that closed in a given month.



## July

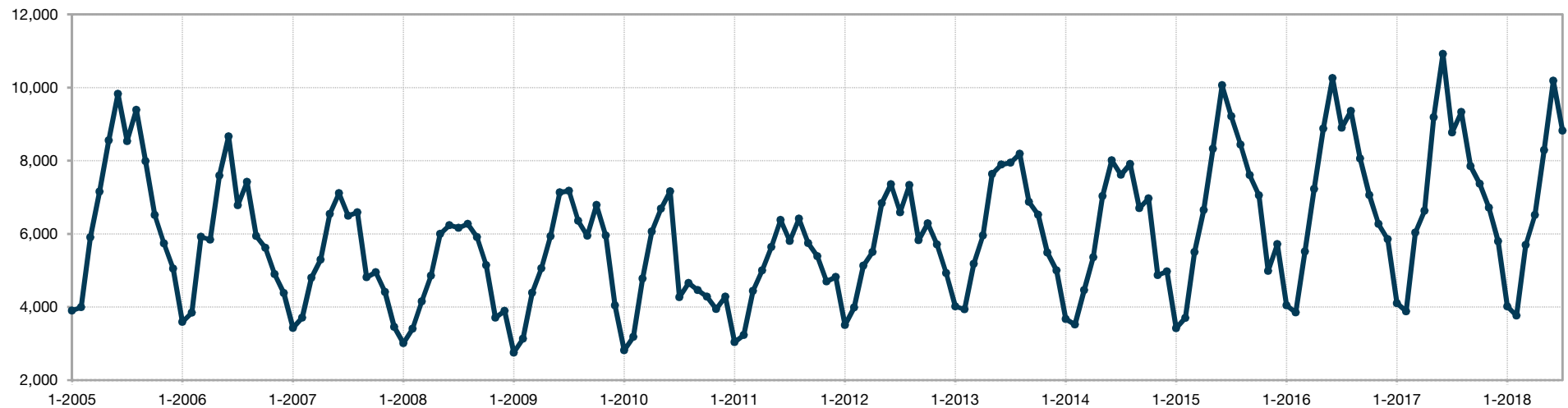


## Year to Date



	Closed Sales	Prior Year	Percent Change
August 2017	9,332	9,355	-0.2%
September 2017	7,850	8,060	-2.6%
October 2017	7,366	7,057	+4.4%
November 2017	6,718	6,273	+7.1%
December 2017	5,794	5,856	-1.1%
January 2018	4,012	4,097	-2.1%
February 2018	3,761	3,876	-3.0%
March 2018	5,698	6,031	-5.5%
April 2018	6,516	6,625	-1.6%
May 2018	8,285	9,182	-9.8%
June 2018	10,182	10,919	-6.7%
<b>July 2018</b>	<b>8,821</b>	<b>8,770</b>	<b>+0.6%</b>
12-Month Avg	7,028	7,175	-2.0%

## Historical Closed Sales by Month

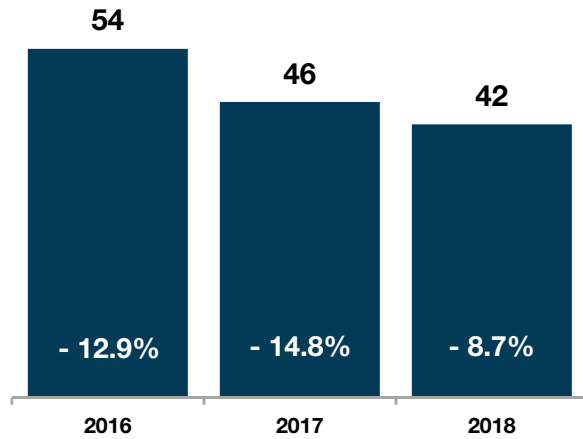


# Days on Market Until Sale

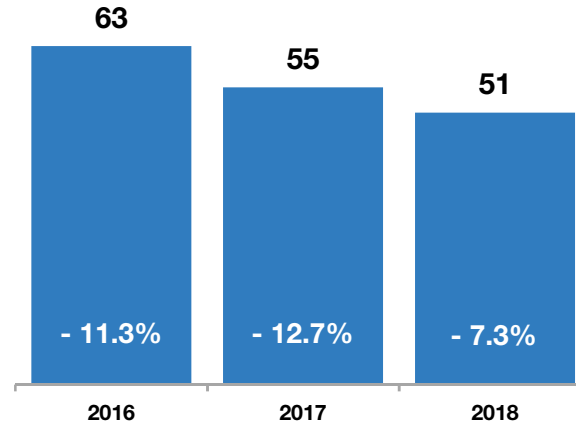
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July



## Year to Date



Days on Market		Prior Year	Percent Change
August 2017	49	54	-9.3%
September 2017	53	58	-8.6%
October 2017	55	61	-9.8%
November 2017	58	63	-7.9%
December 2017	63	67	-6.0%
January 2018	68	73	-6.8%
February 2018	68	73	-6.8%
March 2018	57	66	-13.6%
April 2018	51	57	-10.5%
May 2018	49	51	-3.9%
June 2018	42	47	-10.6%
<b>July 2018</b>	<b>42</b>	<b>46</b>	<b>-8.7%</b>
12-Month Avg	54	60	-10.0%

## Historical Days on Market Until Sale by Month

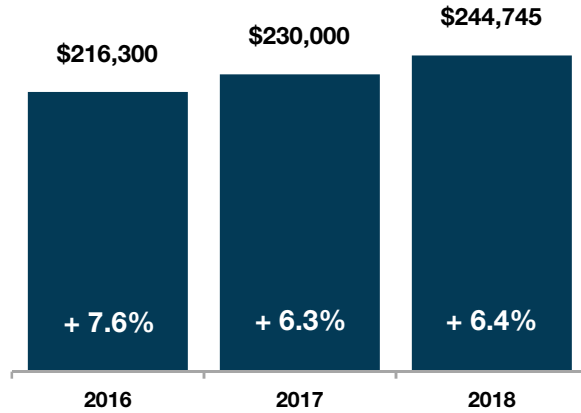


# Median Sales Price

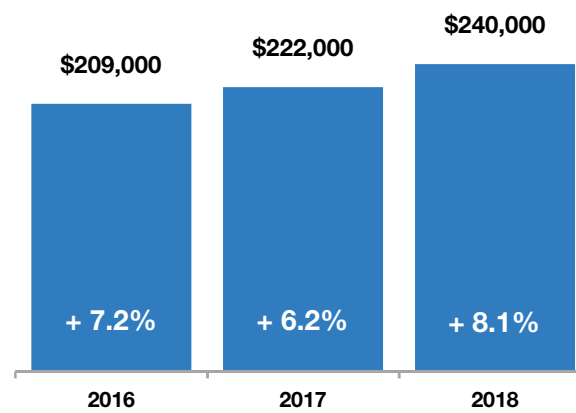
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July

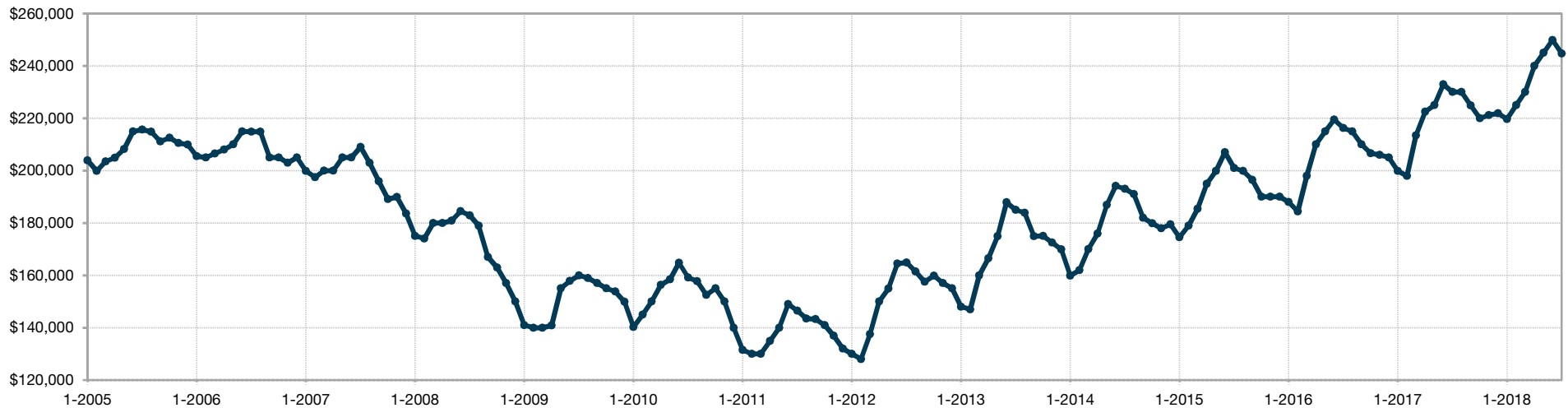


## Year to Date



	Median Sales Price	Prior Year	Percent Change
August 2017	\$230,000	\$215,000	+7.0%
September 2017	\$224,900	\$210,000	+7.1%
October 2017	\$220,000	\$206,593	+6.5%
November 2017	\$221,235	\$206,000	+7.4%
December 2017	\$221,900	\$205,000	+8.2%
January 2018	\$219,650	\$199,900	+9.9%
February 2018	\$225,000	\$198,000	+13.6%
March 2018	\$230,000	\$213,500	+7.7%
April 2018	\$240,000	\$222,500	+7.9%
May 2018	\$245,000	\$225,000	+8.9%
June 2018	\$249,900	\$233,000	+7.3%
<b>July 2018</b>	<b>\$244,745</b>	<b>\$230,000</b>	<b>+6.4%</b>
12-Month Avg	\$231,027	\$213,708	+8.1%

## Historical Median Sales Price by Month



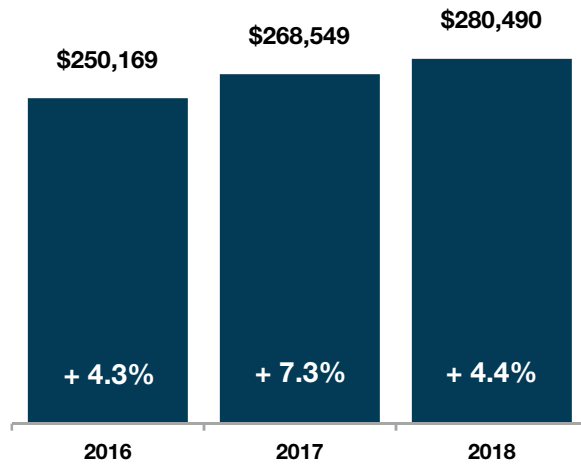


# Average Sales Price

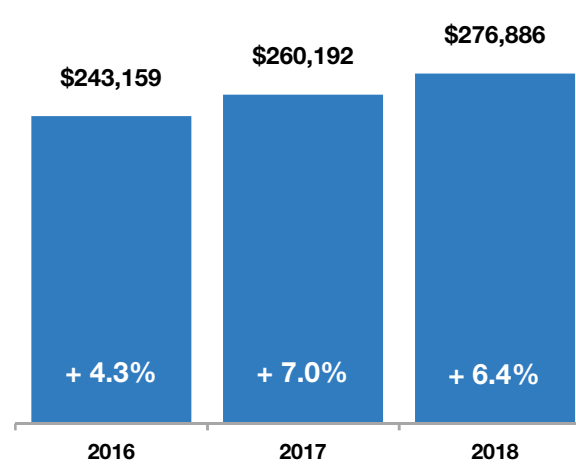
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July

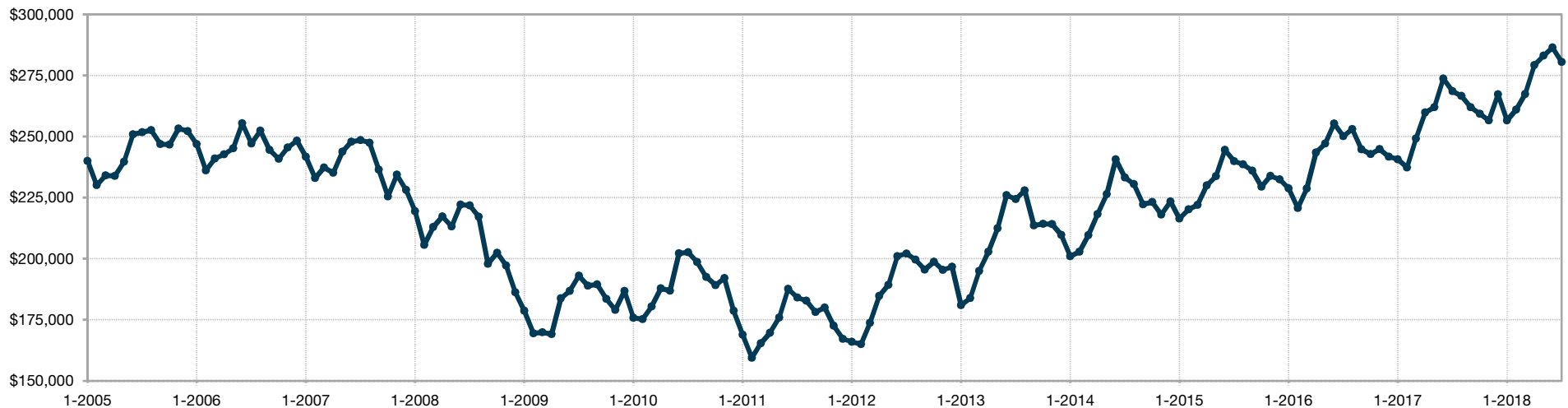


## Year to Date



	Average Sales Price	Prior Year	Percent Change
August 2017	\$266,640	\$253,069	+5.4%
September 2017	\$261,947	\$244,787	+7.0%
October 2017	\$259,264	\$242,821	+6.8%
November 2017	\$256,593	\$244,876	+4.8%
December 2017	\$267,274	\$241,784	+10.5%
January 2018	\$256,544	\$240,655	+6.6%
February 2018	\$261,048	\$237,338	+10.0%
March 2018	\$267,359	\$249,208	+7.3%
April 2018	\$279,182	\$259,814	+7.5%
May 2018	\$283,072	\$261,983	+8.0%
June 2018	\$286,427	\$273,684	+4.7%
<b>July 2018</b>	<b>\$280,490</b>	<b>\$268,549</b>	<b>+4.4%</b>
12-Month Avg	\$268,820	\$251,547	+6.9%

## Historical Average Sales Price by Month

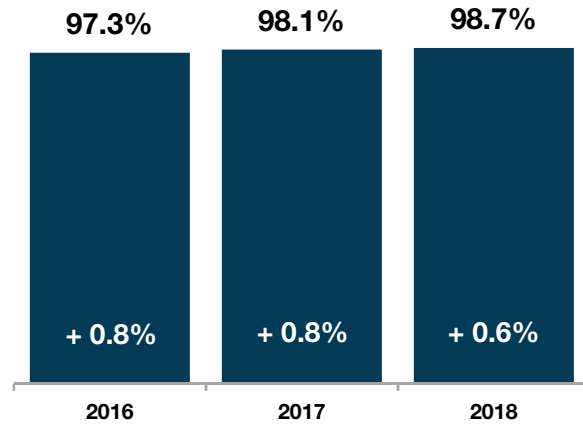


# Percent of Original List Price Received

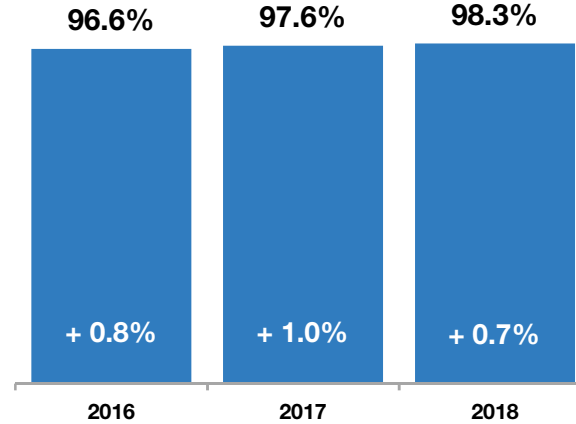
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
August 2017	97.4%	96.8%	+0.6%
September 2017	96.9%	96.4%	+0.5%
October 2017	96.6%	95.8%	+0.8%
November 2017	96.4%	95.6%	+0.8%
December 2017	95.7%	94.9%	+0.8%
January 2018	95.6%	94.9%	+0.7%
February 2018	96.4%	95.4%	+1.0%
March 2018	97.8%	96.9%	+0.9%
April 2018	98.5%	97.8%	+0.7%
May 2018	99.0%	98.4%	+0.6%
June 2018	99.2%	98.4%	+0.8%
<b>July 2018</b>	<b>98.7%</b>	<b>98.1%</b>	<b>+0.6%</b>
12-Month Avg	97.3%	96.6%	+0.7%

## Historical Percent of Original List Price Received by Month

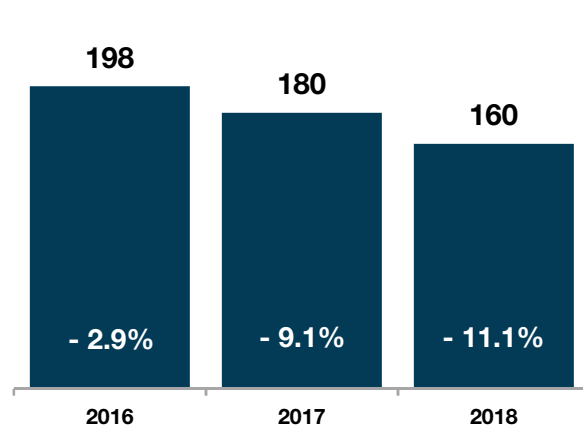


# Housing Affordability Index

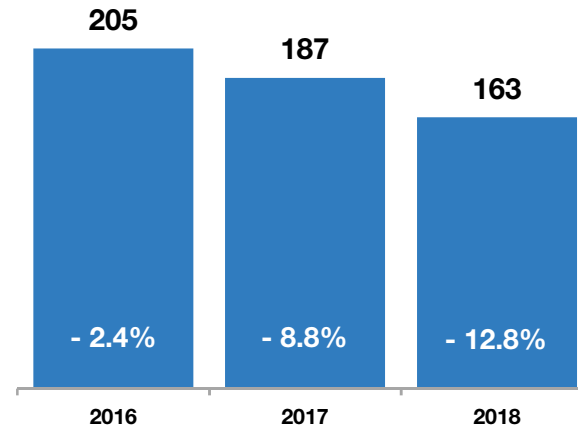
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July



## Year to Date



	Affordability Index	Prior Year	Percent Change
August 2017	182	199	-8.5%
September 2017	186	203	-8.4%
October 2017	187	210	-11.0%
November 2017	188	199	-5.5%
December 2017	185	194	-4.6%
January 2018	181	197	-8.1%
February 2018	176	204	-13.7%
March 2018	172	188	-8.5%
April 2018	162	185	-12.4%
May 2018	159	184	-13.6%
June 2018	157	178	-11.8%
<b>July 2018</b>	<b>160</b>	<b>180</b>	<b>-11.1%</b>
12-Month Avg	174	193	-9.8%

## Historical Housing Affordability Index by Month

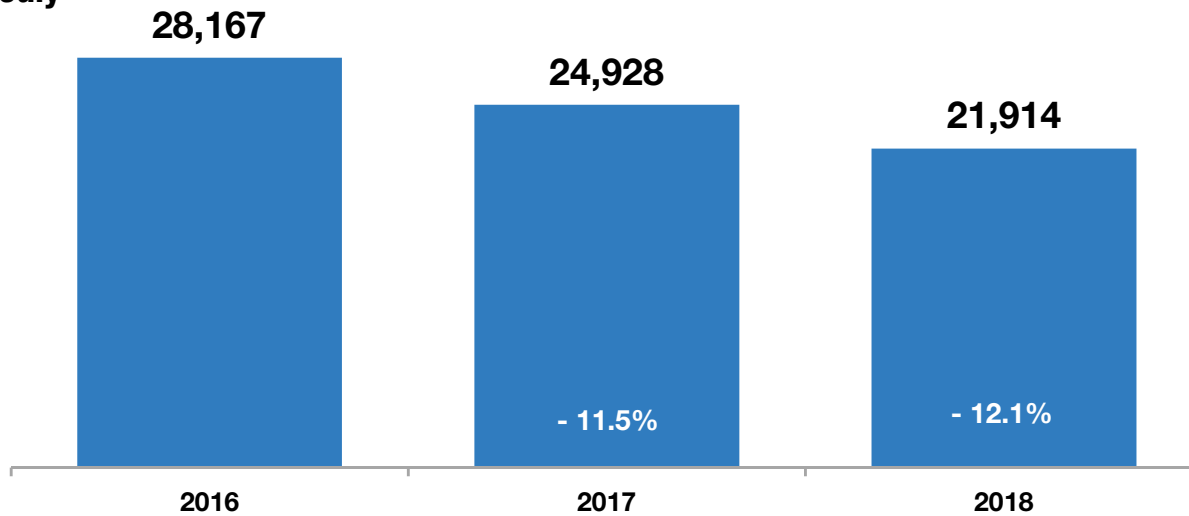


# Inventory of Homes for Sale

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

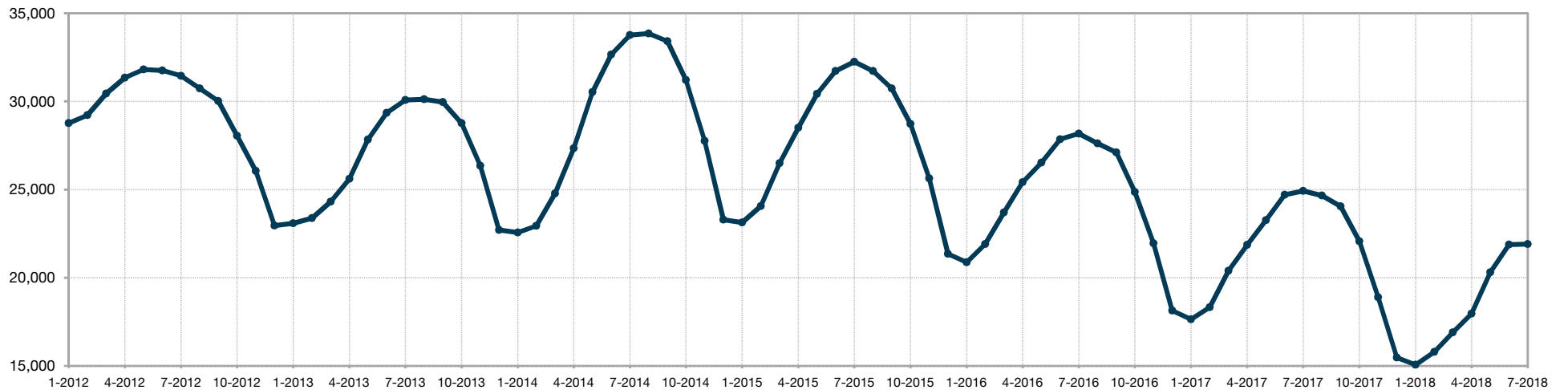


## July



Homes for Sale		Prior Year	Percent Change
August 2017	24,661	27,619	-10.7%
September 2017	24,050	27,112	-11.3%
October 2017	22,066	24,870	-11.3%
November 2017	18,897	21,949	-13.9%
December 2017	15,482	18,144	-14.7%
January 2018	15,068	17,641	-14.6%
February 2018	15,792	18,326	-13.8%
March 2018	16,902	20,398	-17.1%
April 2018	17,961	21,873	-17.9%
May 2018	20,313	23,267	-12.7%
June 2018	21,881	24,713	-11.5%
<b>July 2018</b>	<b>21,914</b>	<b>24,928</b>	<b>-12.1%</b>

## Historical Inventory of Homes for Sale by Month



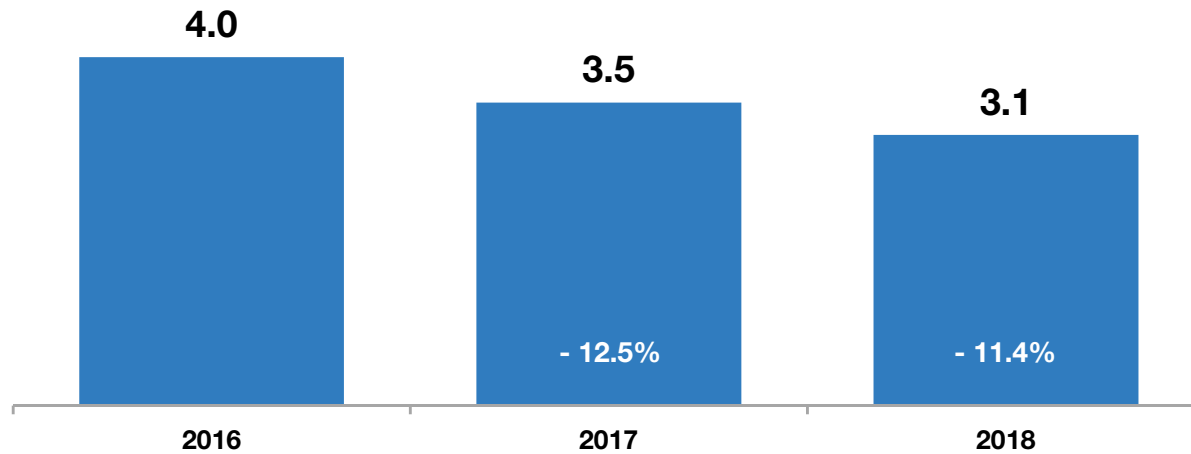
Note: Statewide inventory before 2012 was overstated due to changes made in NorthstarMLS. However, an "Expired" field was made available in 2012 by some multiple listing services, allowing expired listings to be separated from active listings, providing a more accurate view of inventory.

# 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.

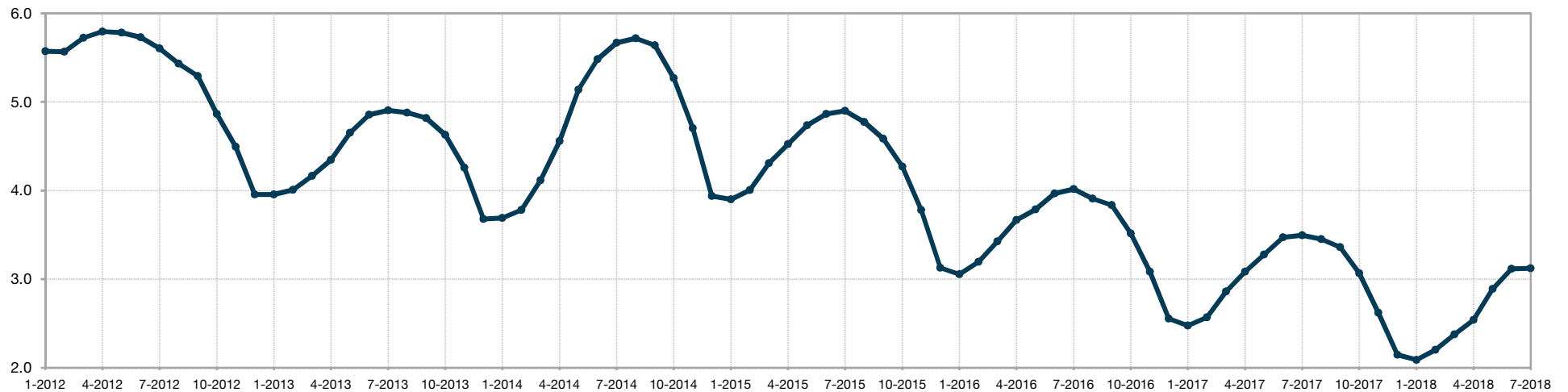


## July



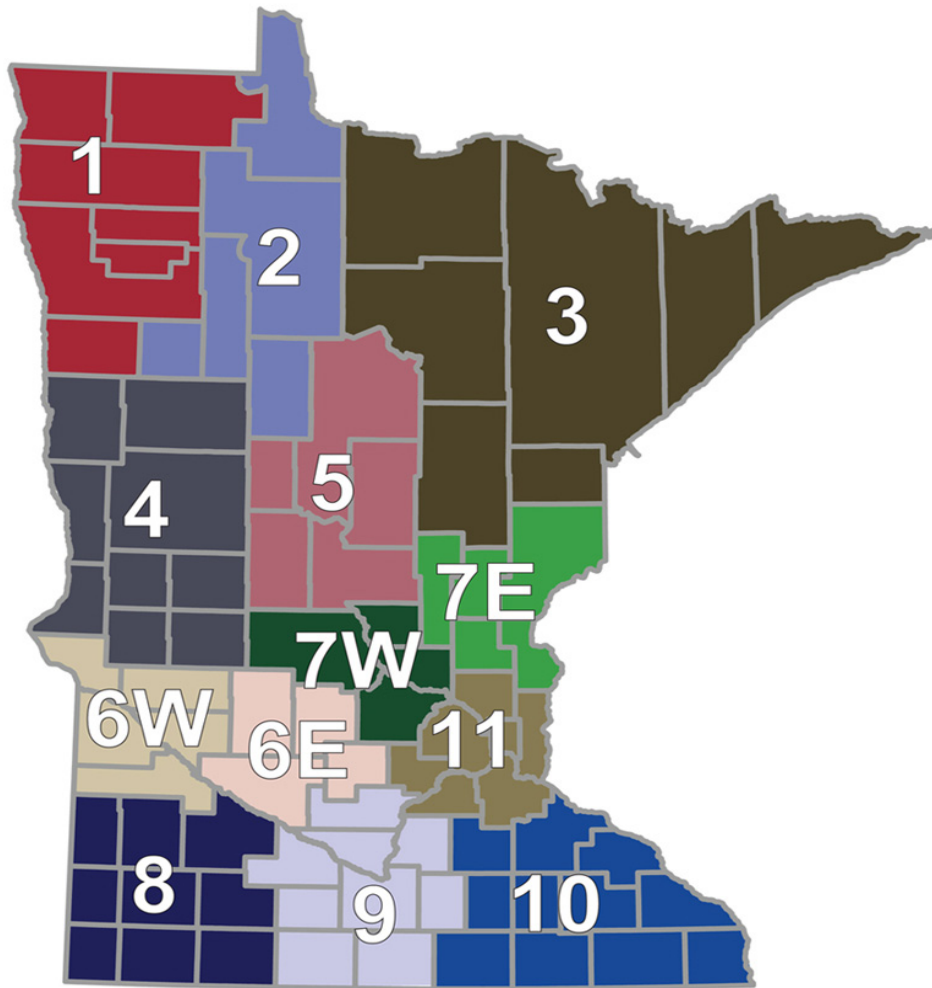
Months Supply		Prior Year	Percent Change
August 2017	3.5	3.9	-10.3%
September 2017	3.4	3.8	-10.5%
October 2017	3.1	3.5	-11.4%
November 2017	2.6	3.1	-16.1%
December 2017	2.1	2.6	-19.2%
January 2018	2.1	2.5	-16.0%
February 2018	2.2	2.6	-15.4%
March 2018	2.4	2.9	-17.2%
April 2018	2.5	3.1	-19.4%
May 2018	2.9	3.3	-12.1%
June 2018	3.1	3.5	-11.4%
<b>July 2018</b>	<b>3.1</b>	<b>3.5</b>	<b>-11.4%</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.

# Minnesota Regional Development Organizations



- 1 - Northwest Region
- 2 - Headwaters Region
- 3 - Arrowhead Region
- 4 - West Central Region
- 5 - North Central Region
- 6E - Southwest Central Region
- 6W - Upper Minnesota Valley Region



- 7E - East Central Region
- 7W - Central Region
- 8 - Southwest Region
- 9 - South Central Region
- 10 - Southeast Region
- 11 - 7-County Twin Cities Region

# Local Market Update for July 2018

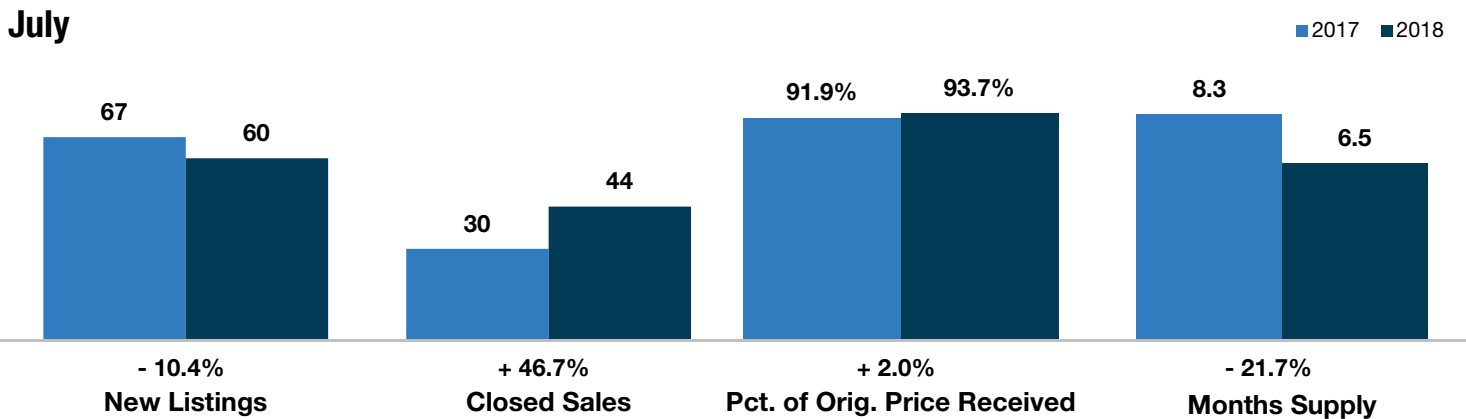
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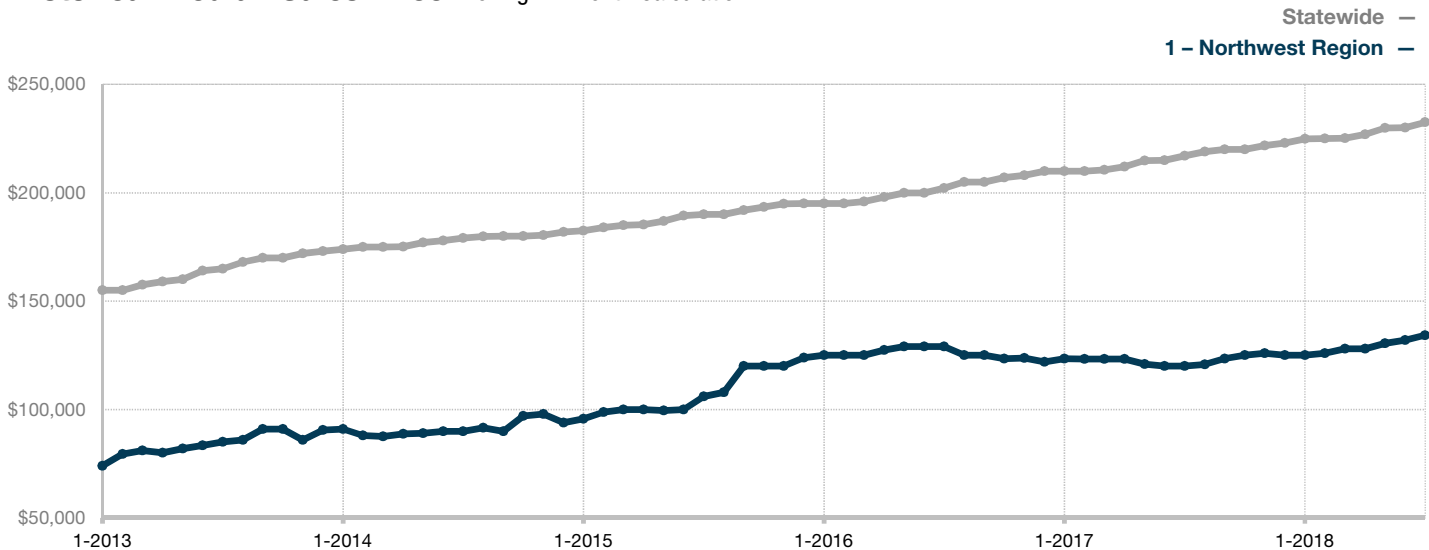
## 1 – Northwest Region

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

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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



# Local Market Update for July 2018

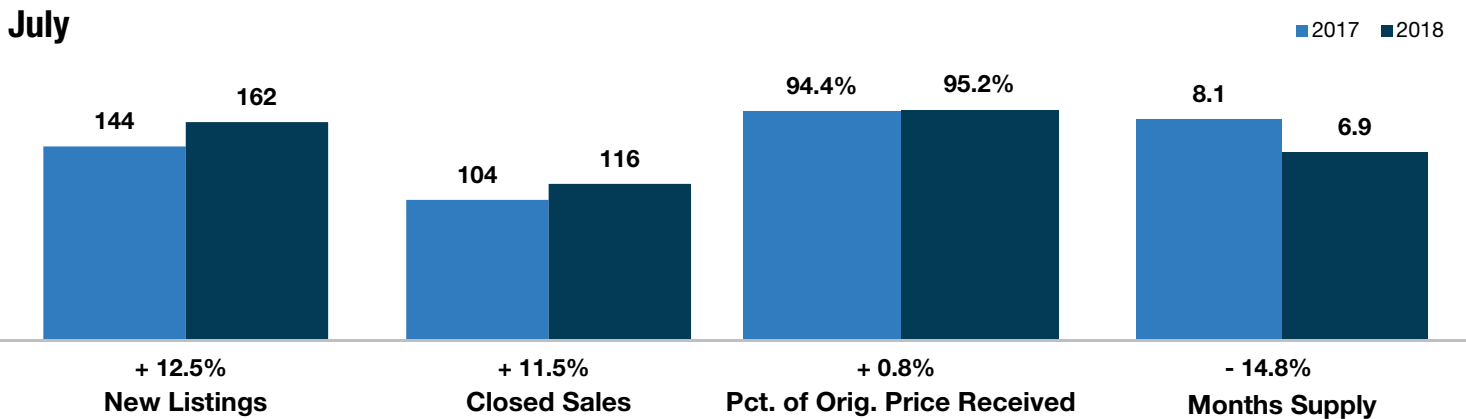
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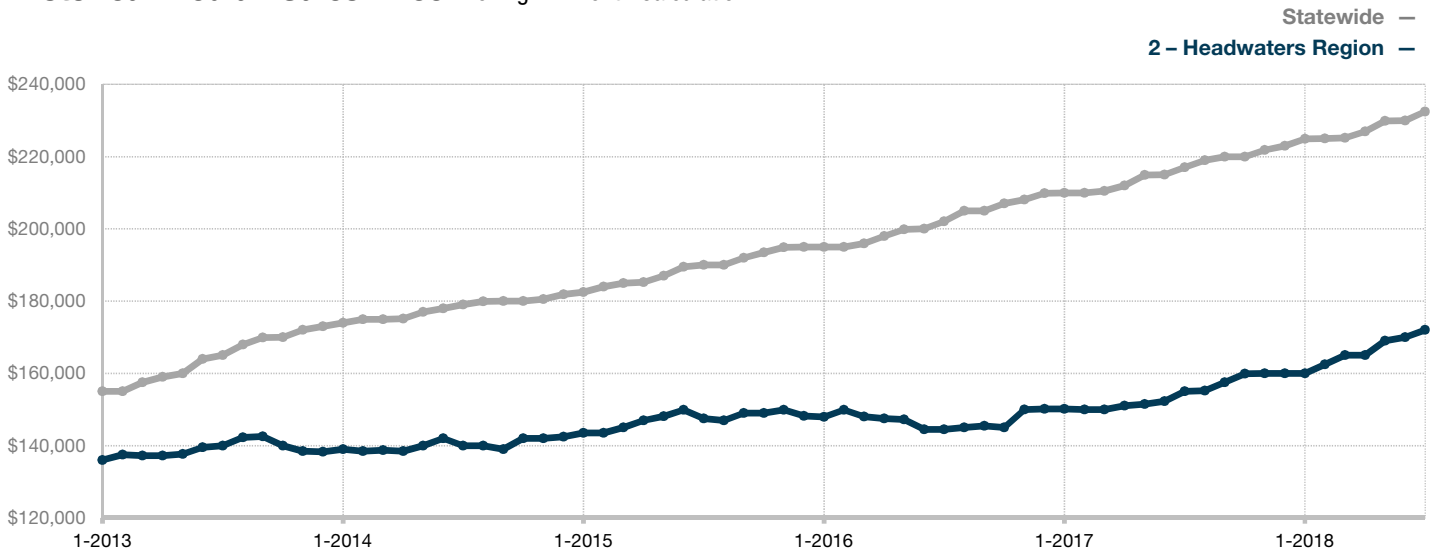
## 2 – Headwaters Region

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

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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





# Local Market Update for July 2018

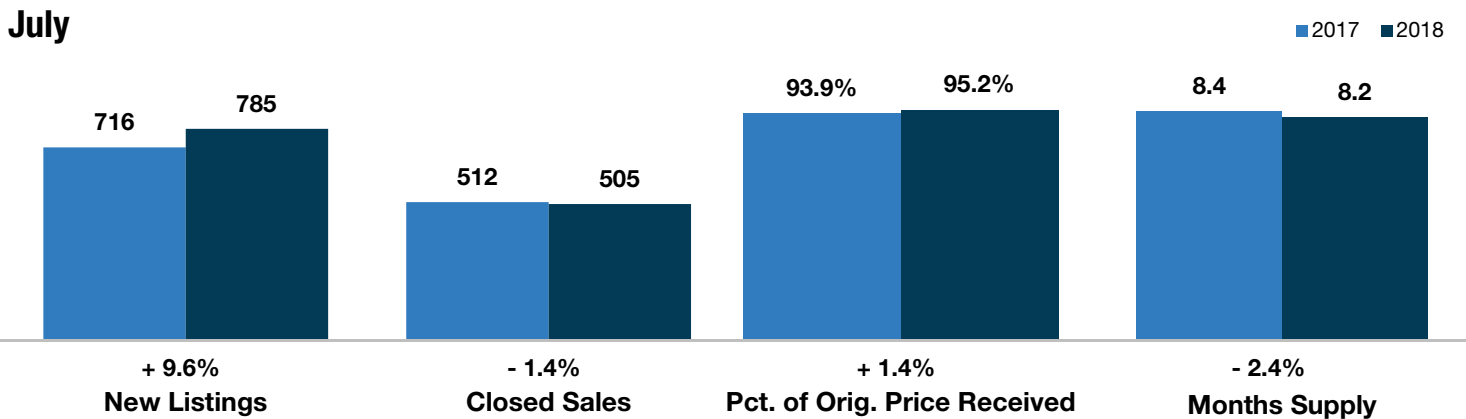
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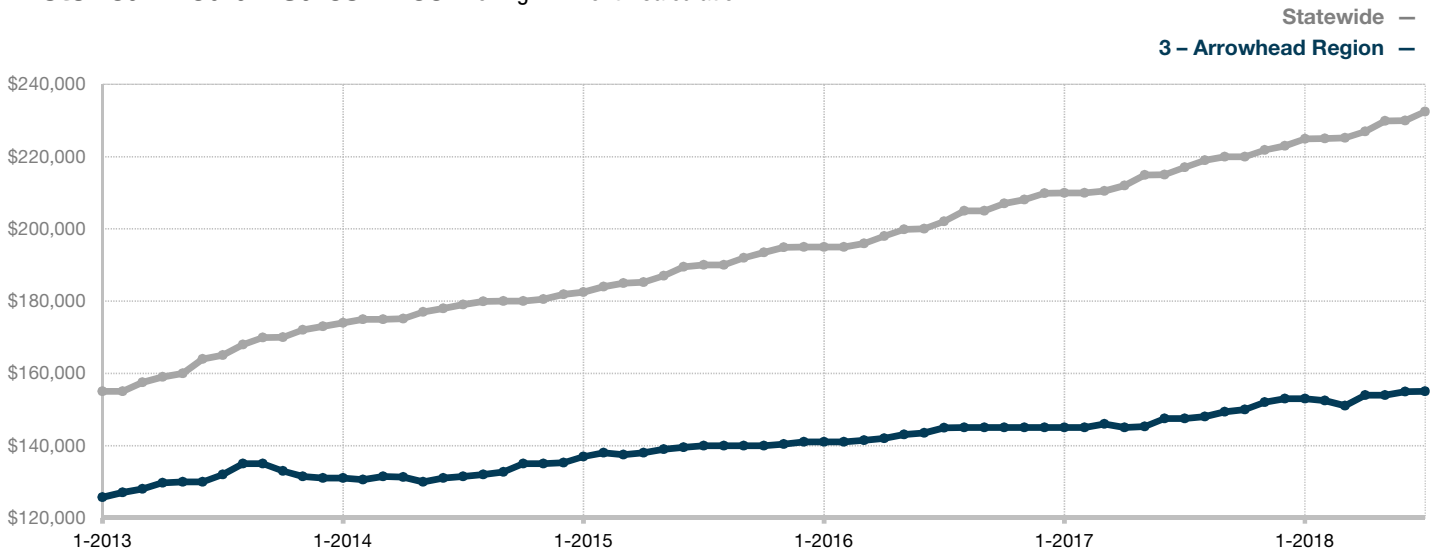
## 3 – Arrowhead Region

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

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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



# Local Market Update for July 2018

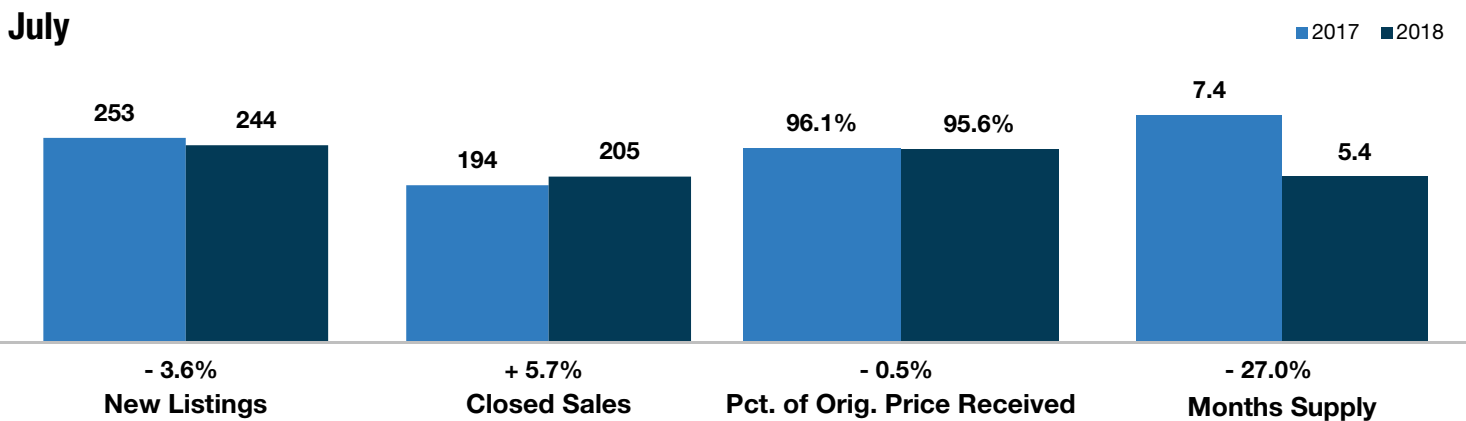
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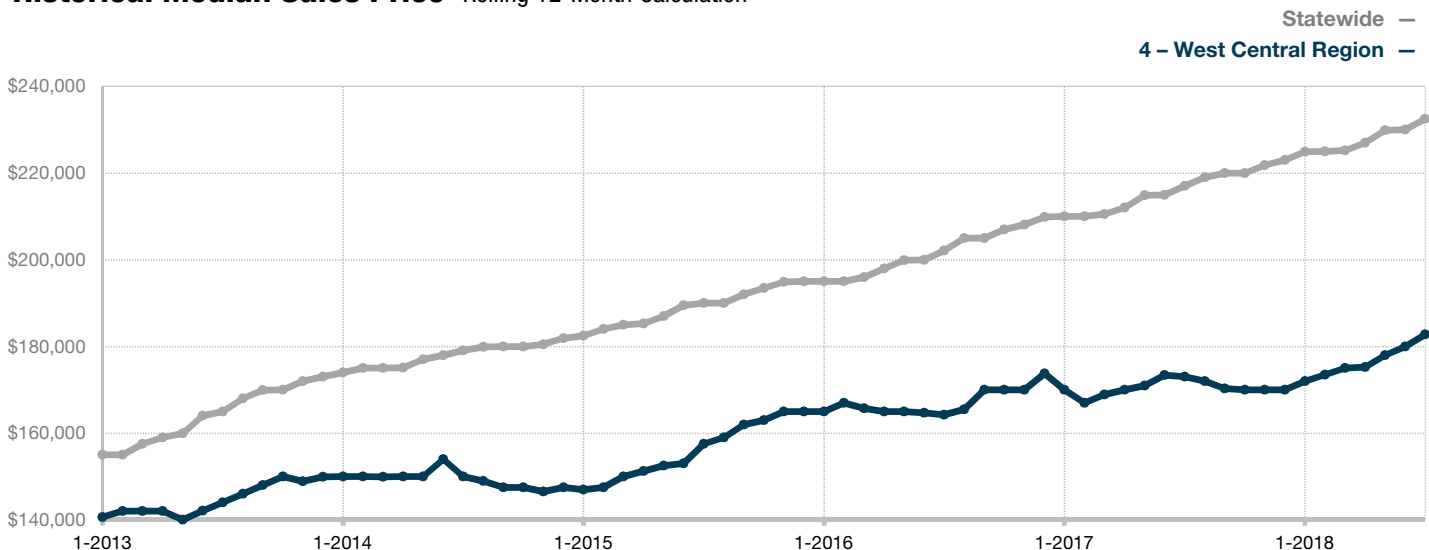
## 4 – West Central Region

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

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



# Local Market Update for July 2018

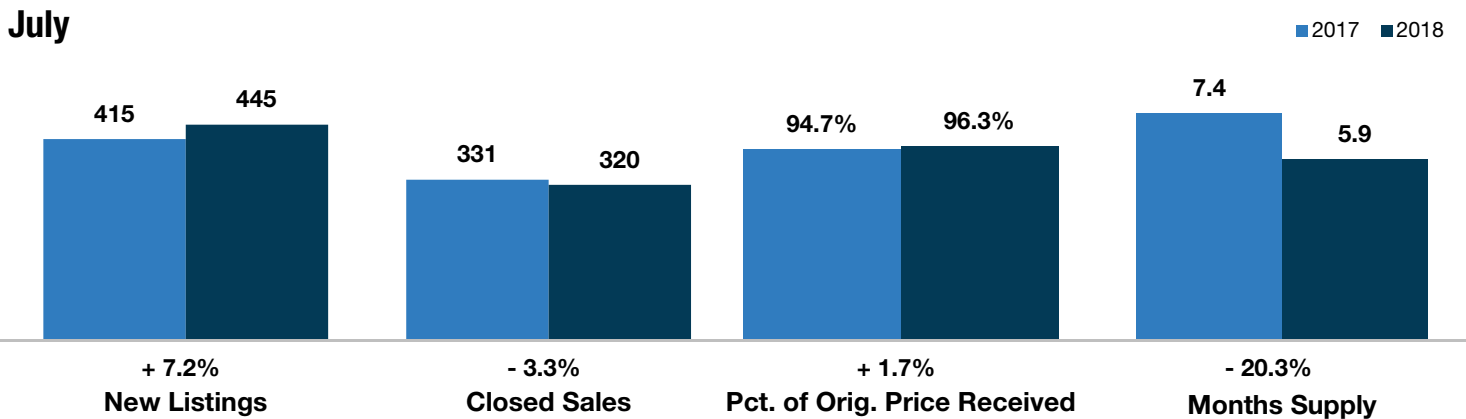
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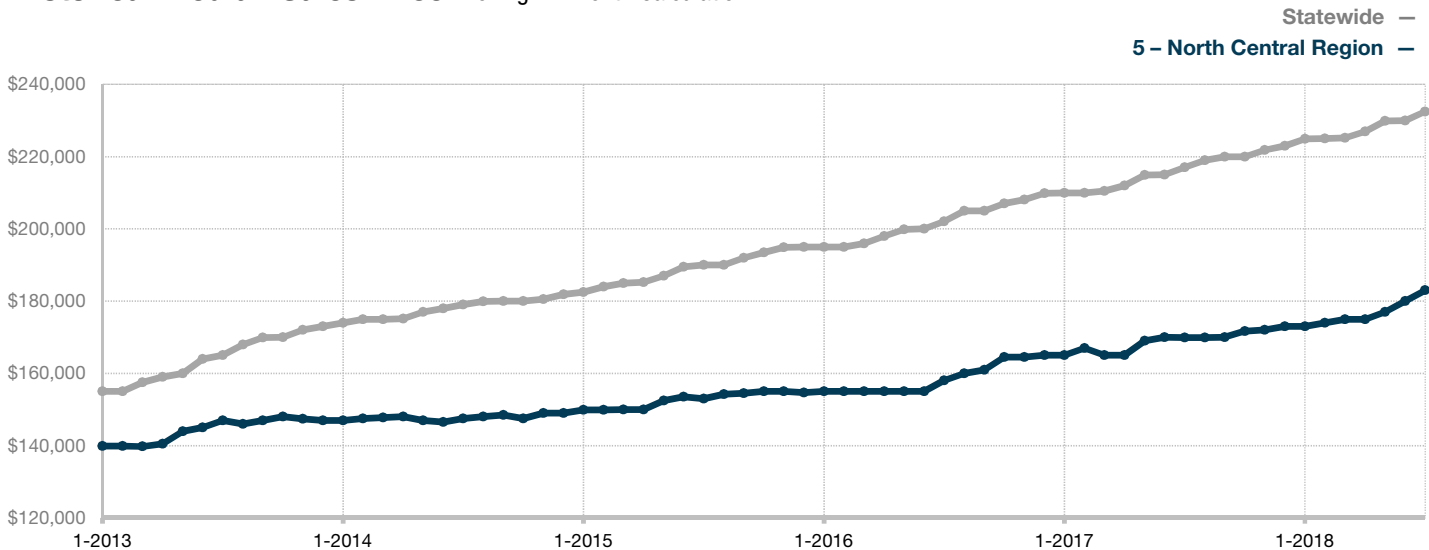
## 5 – North Central Region

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

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



# Local Market Update for July 2018

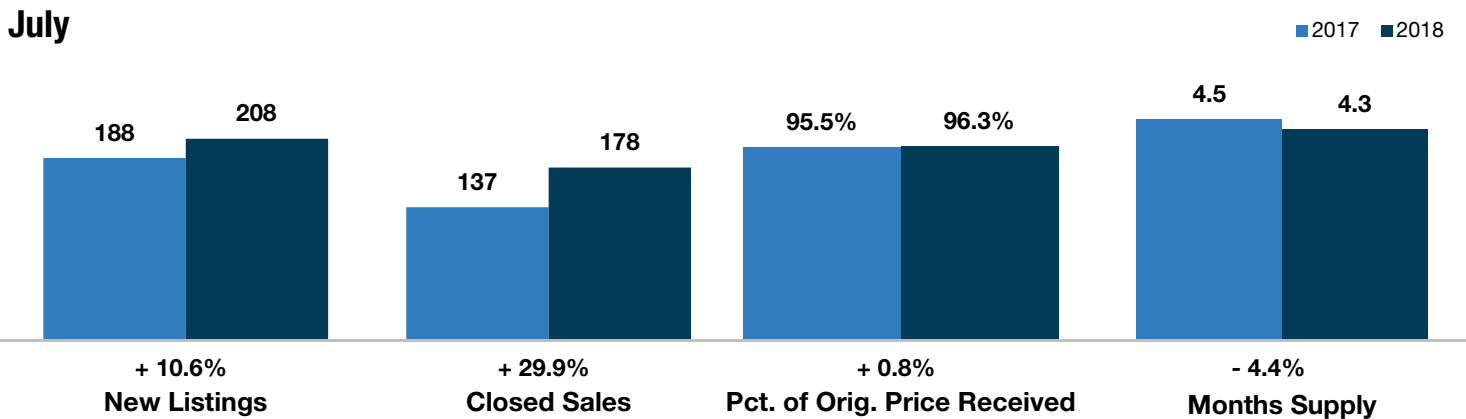
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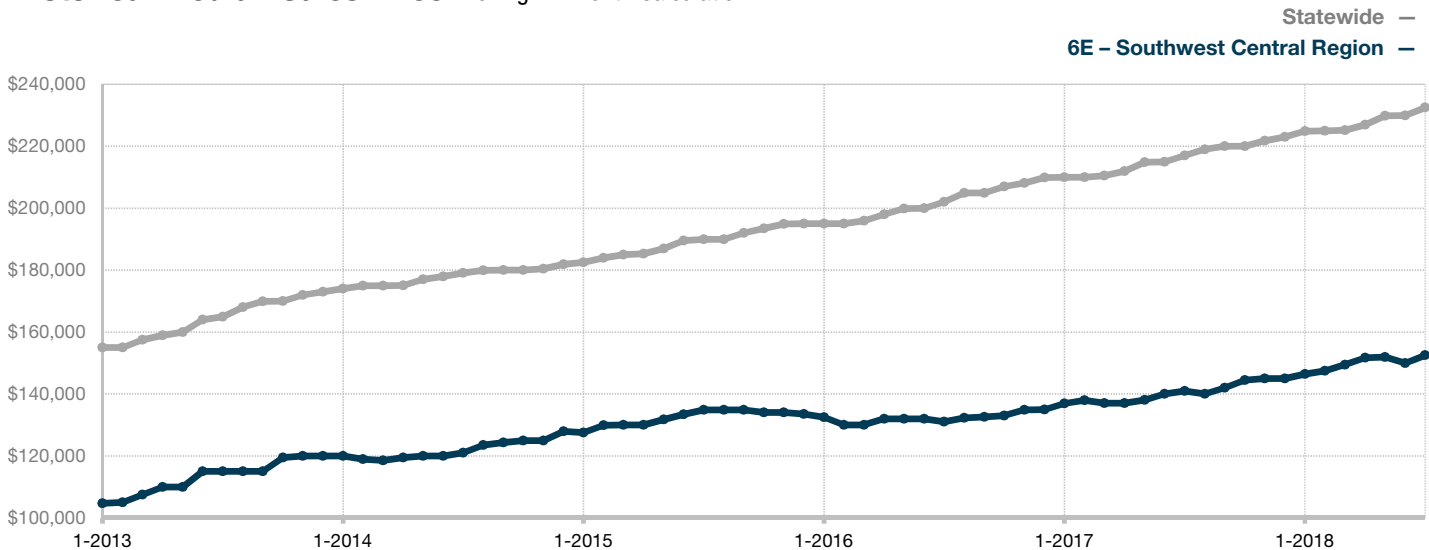
## 6E – Southwest Central Region

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

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.



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



# Local Market Update for July 2018

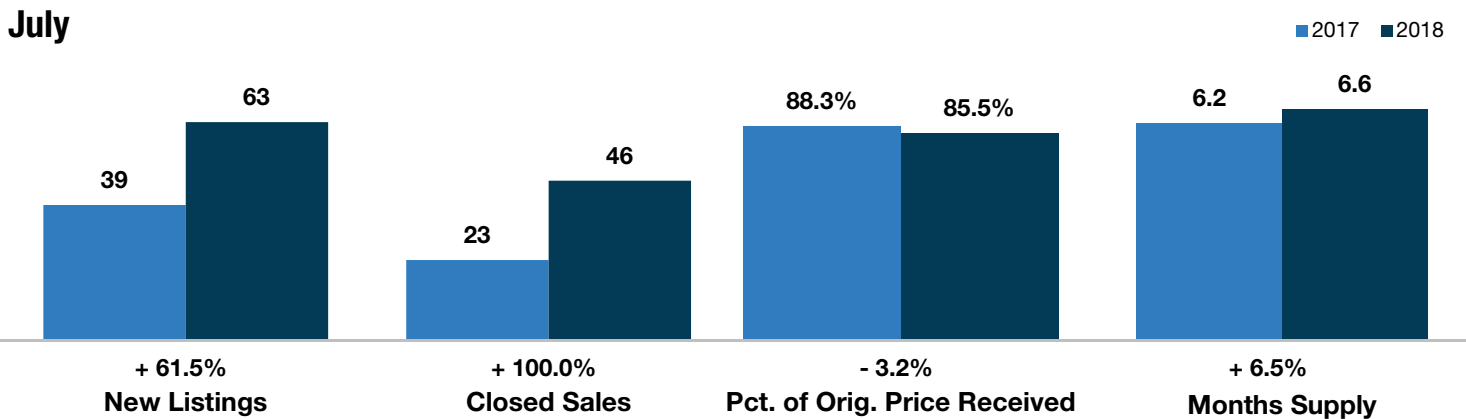
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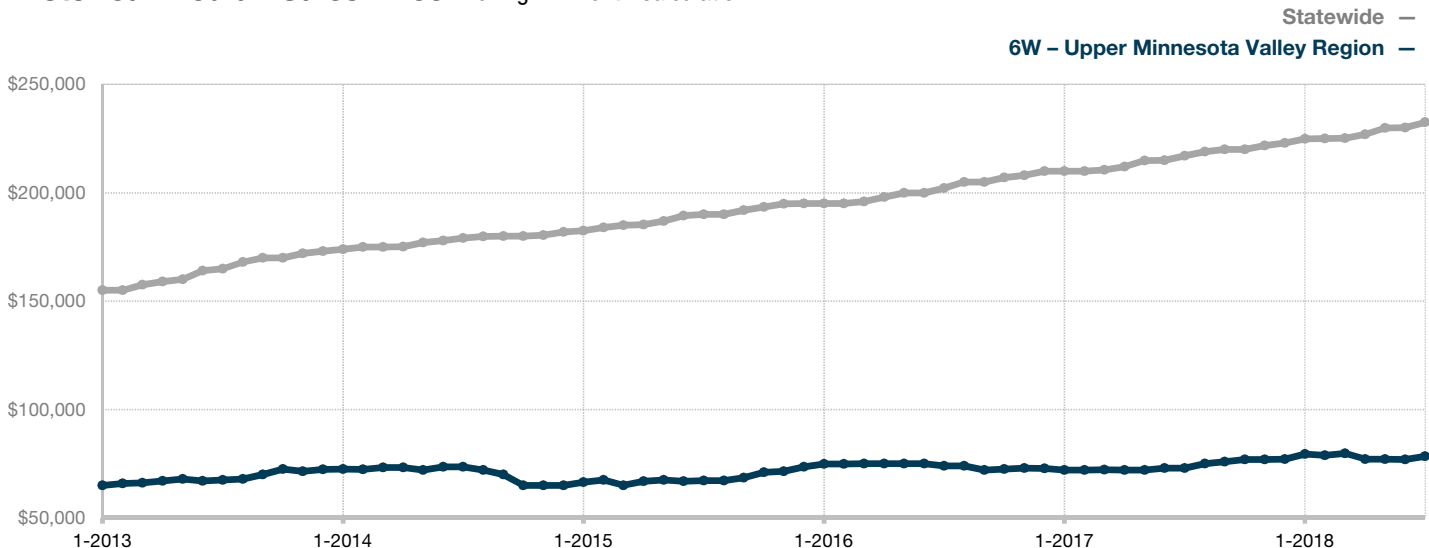
## 6W – Upper Minnesota Valley Region

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

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



# Local Market Update for July 2018

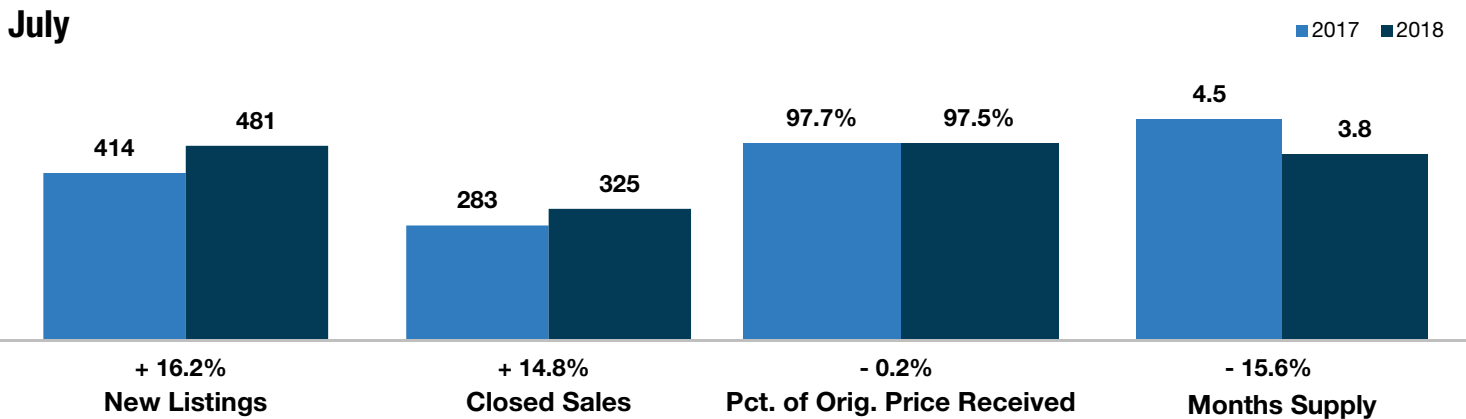
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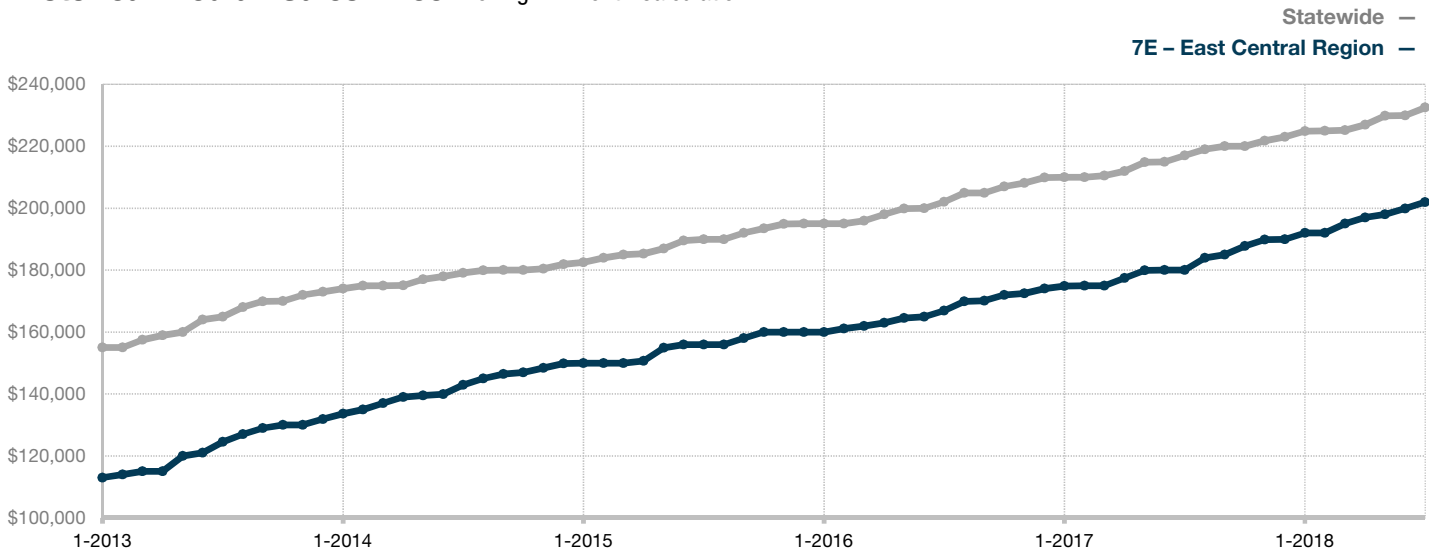
## 7E – East Central Region

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

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



# Local Market Update for July 2018

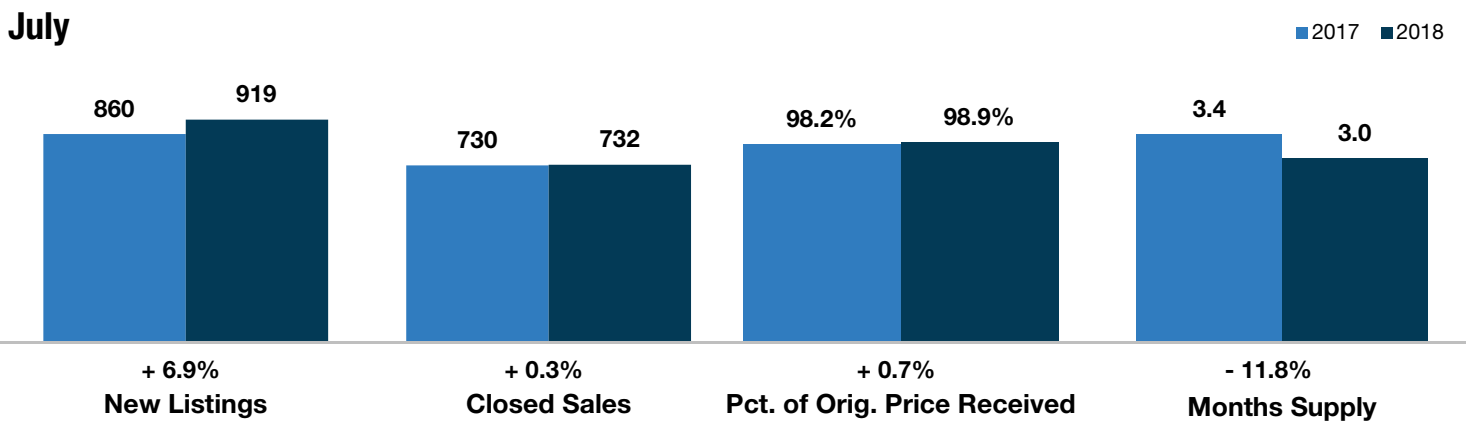
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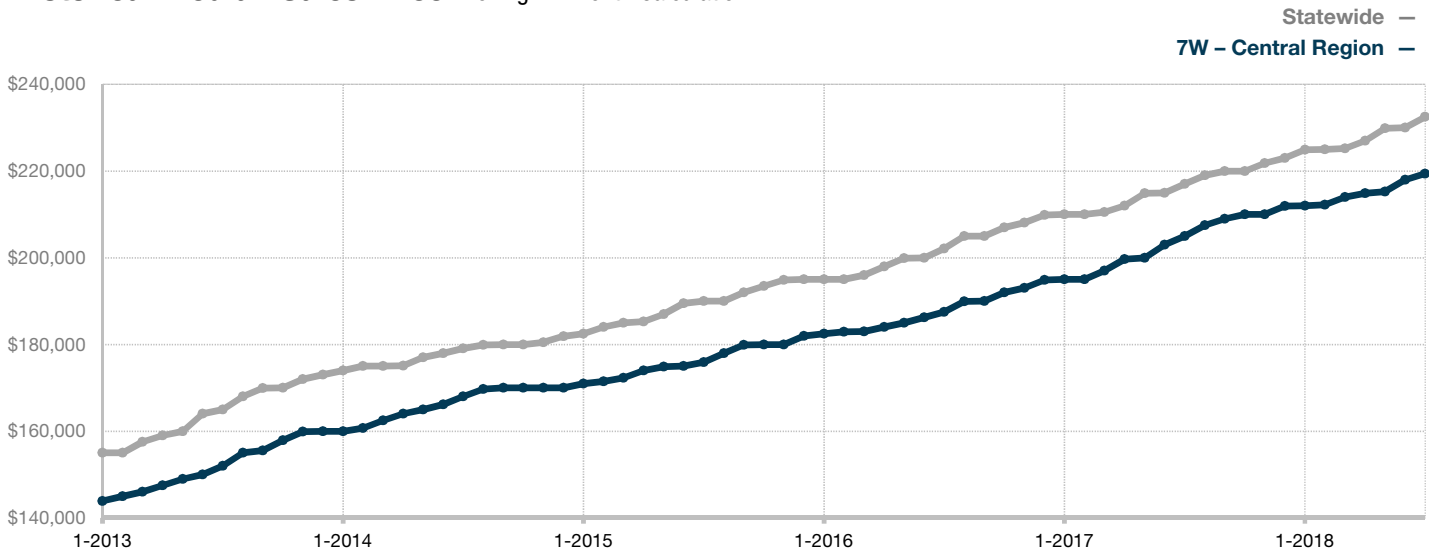
## 7W – Central Region

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

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



# Local Market Update for July 2018

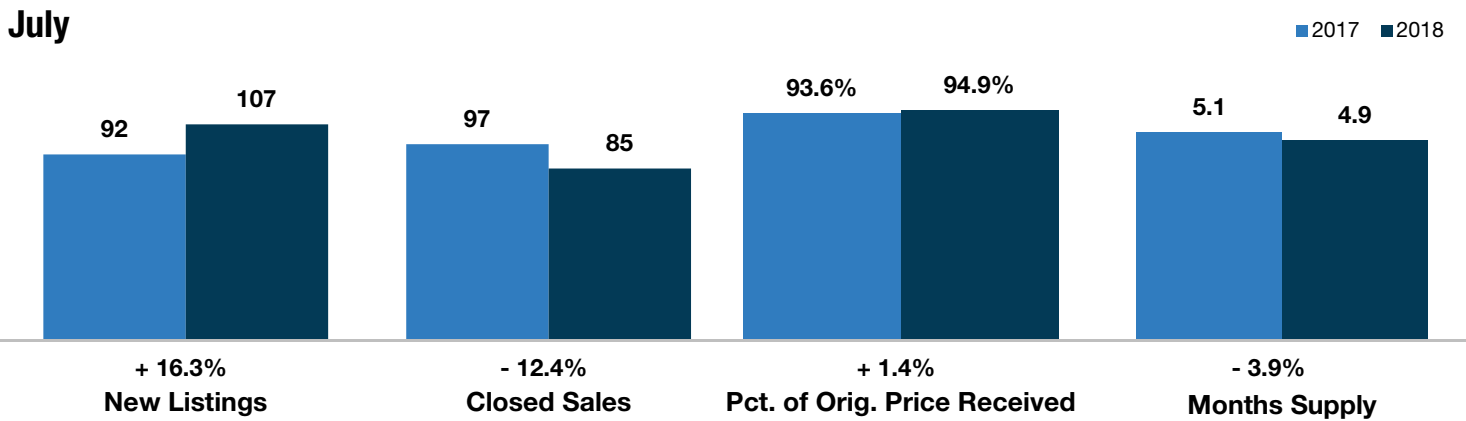
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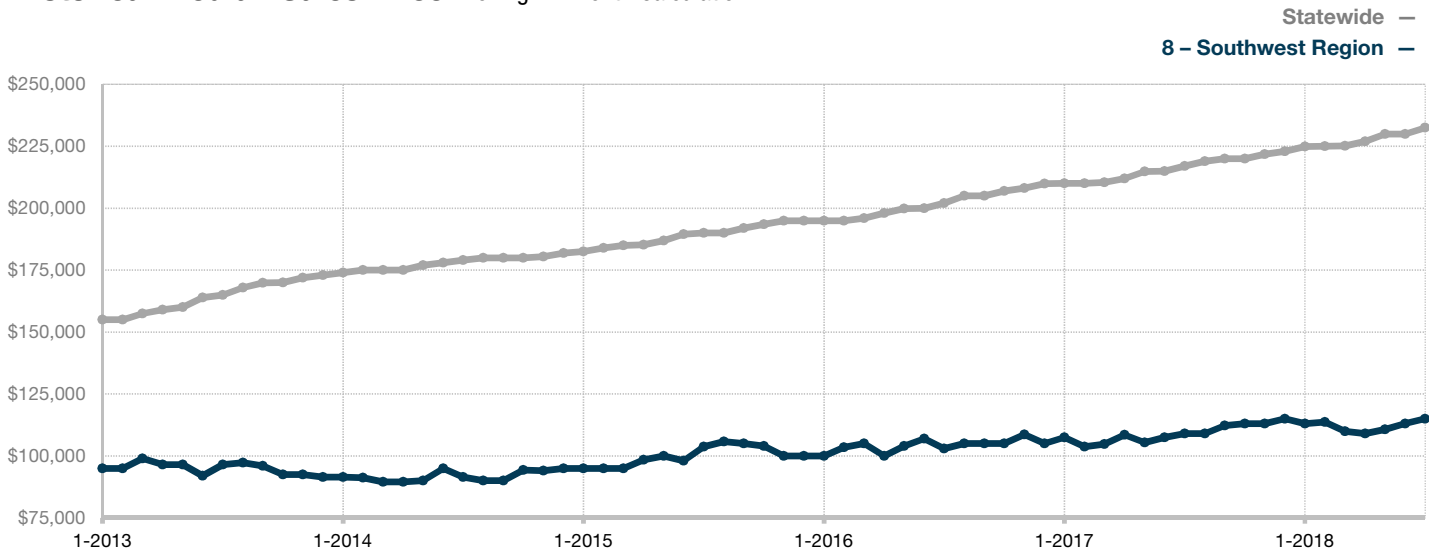
## 8 – Southwest Region

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

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





# Local Market Update for July 2018

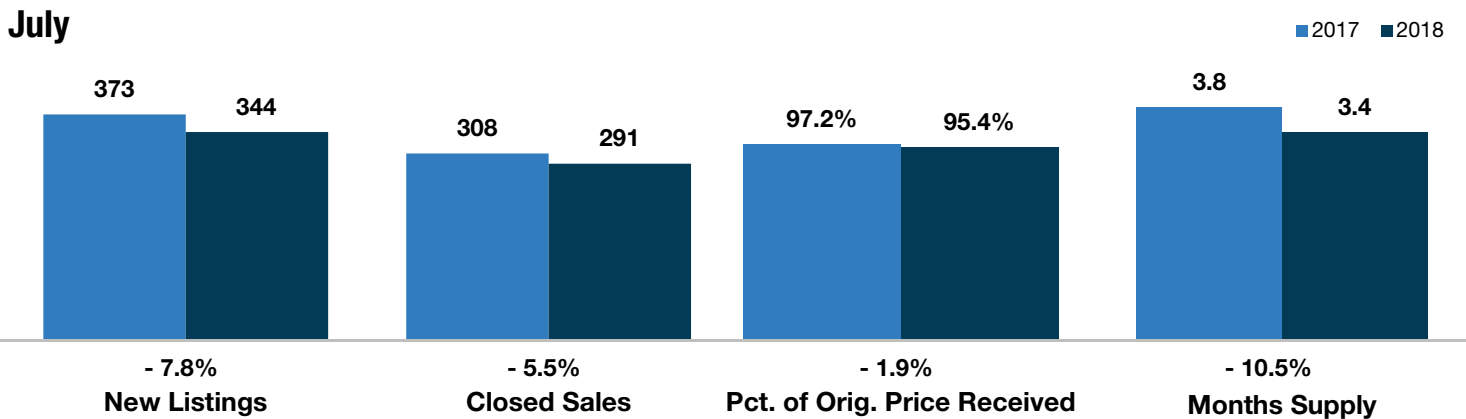
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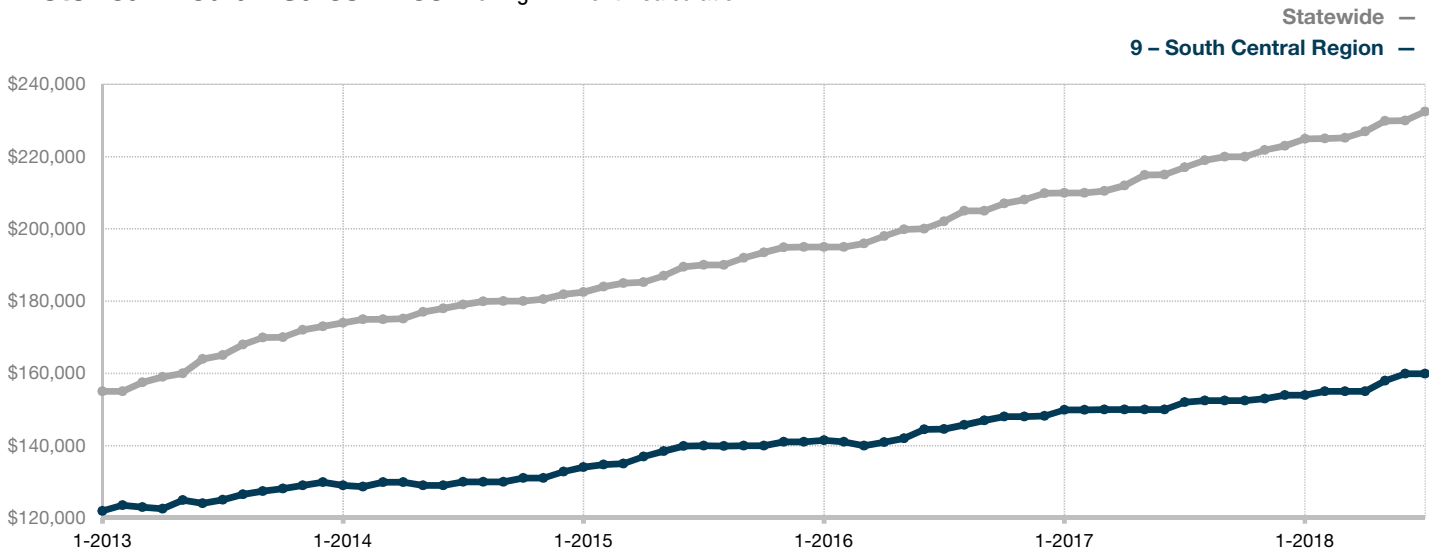
## 9 – South Central Region

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

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



# Local Market Update for July 2018

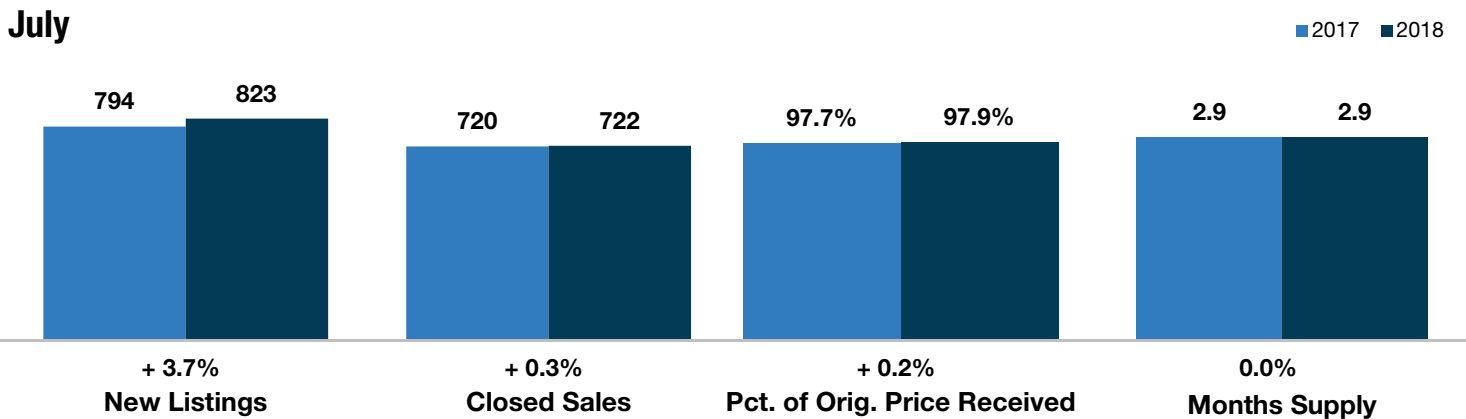
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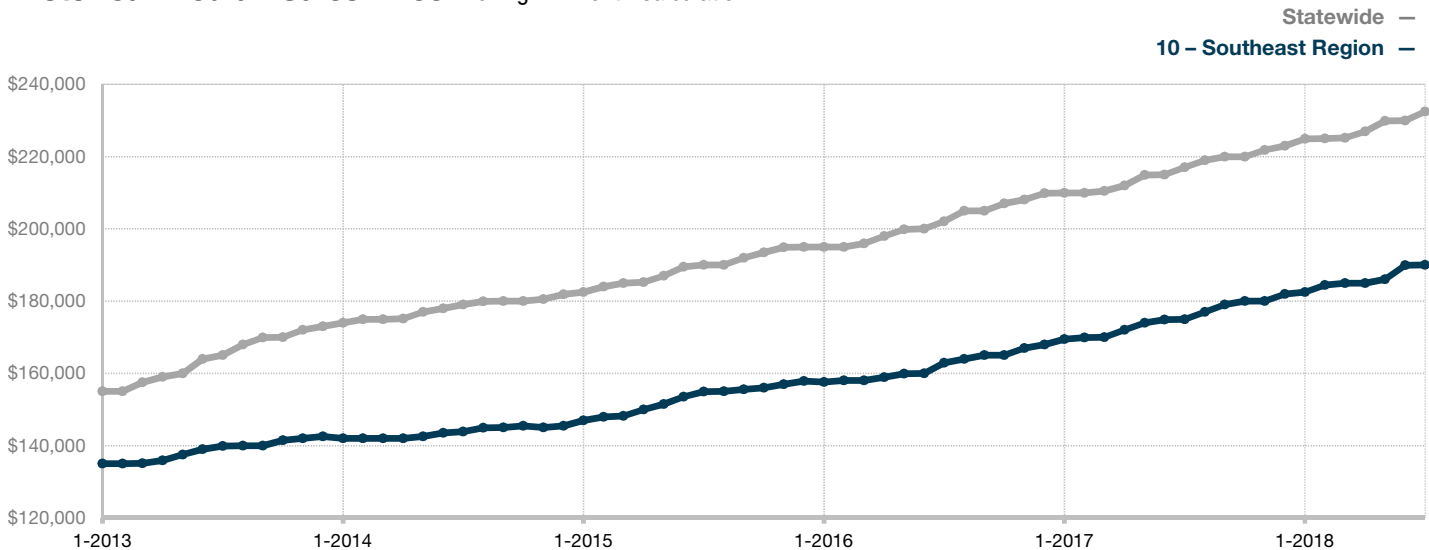
## 10 – Southeast Region

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

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



# Local Market Update for July 2018

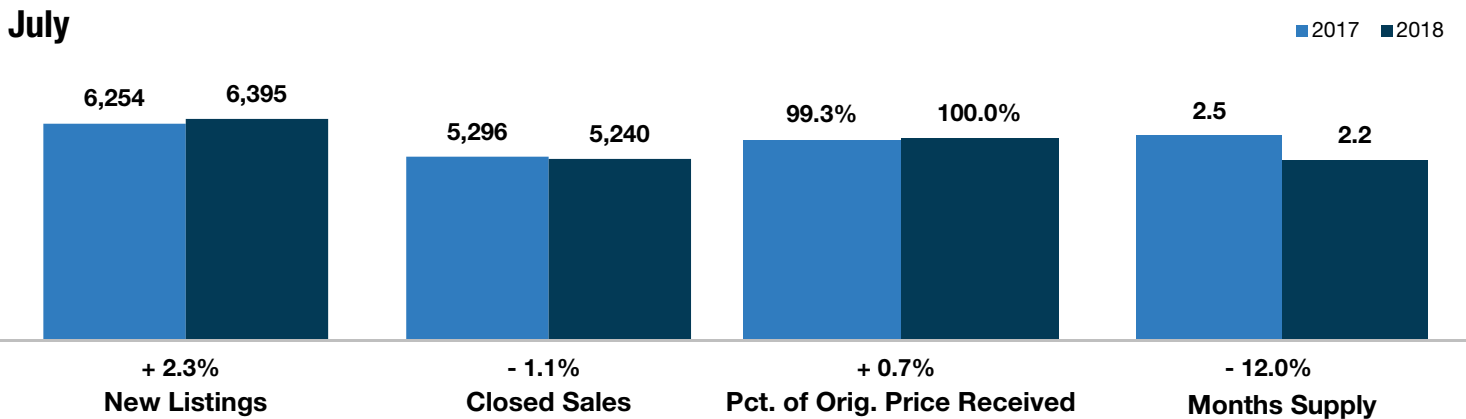
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## 11 – 7-County Twin Cities Region

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

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

