

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 April 2019

A Research Tool Provided by the Minnesota Association of REALTORS®

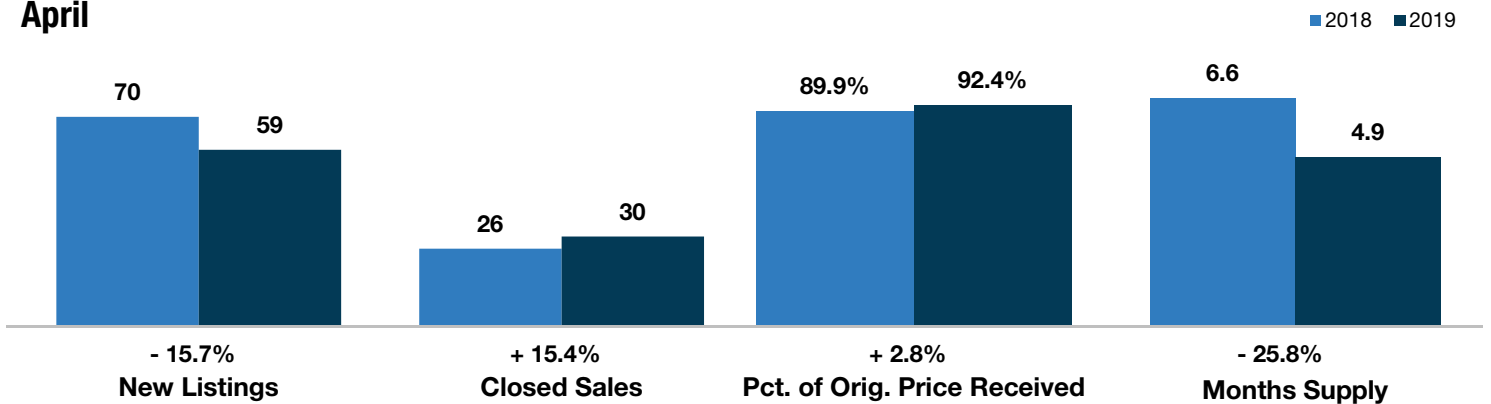


1 – Northwest Region

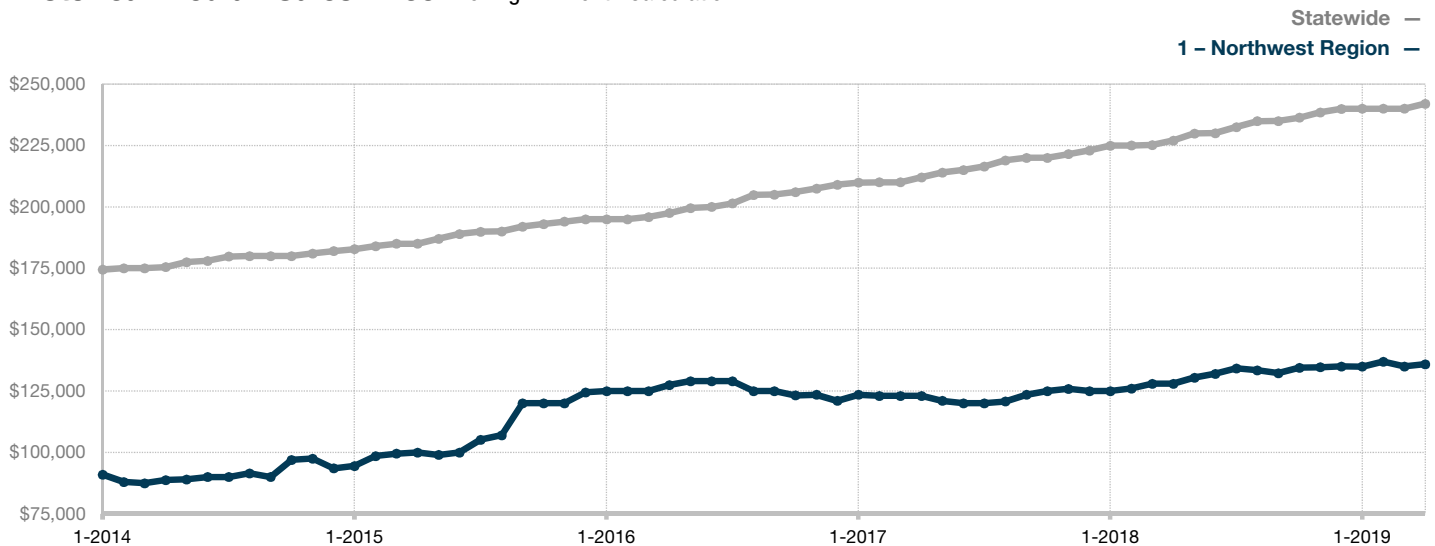
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	70	59	- 15.7%	199	180	- 9.5%
Closed Sales	26	30	+ 15.4%	97	99	+ 2.1%
Median Sales Price*	\$133,750	\$137,500	+ 2.8%	\$132,500	\$135,900	+ 2.6%
Percent of Original List Price Received*	89.9%	92.4%	+ 2.8%	89.8%	92.0%	+ 2.4%
Days on Market Until Sale	217	145	- 33.2%	197	147	- 25.4%
Months Supply of Inventory	6.6	4.9	- 25.8%	--	--	--

* 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.

April



Historical Median Sales Price Rolling 12-Month Calculation



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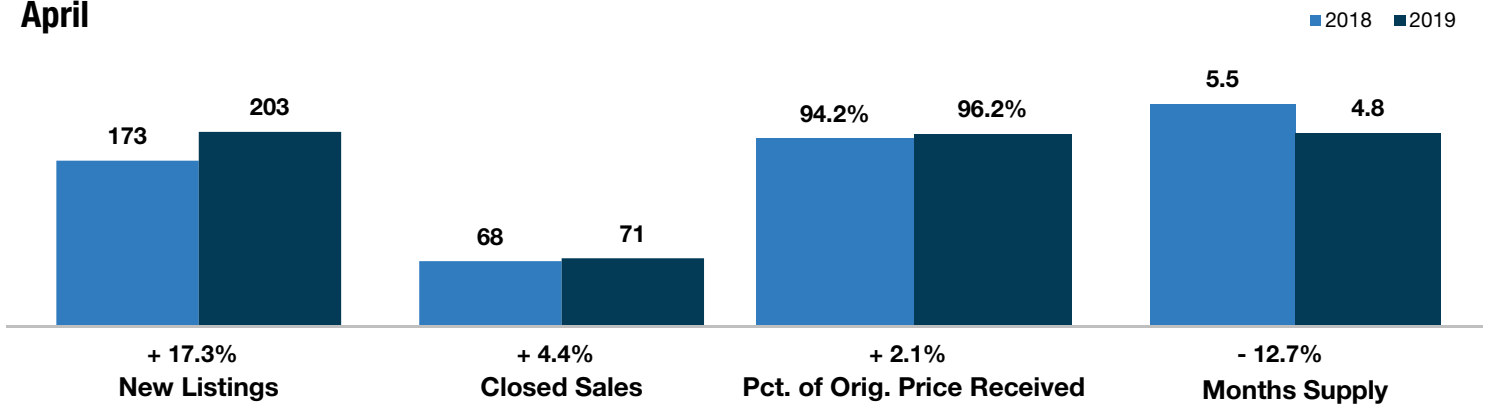


2 – Headwaters Region

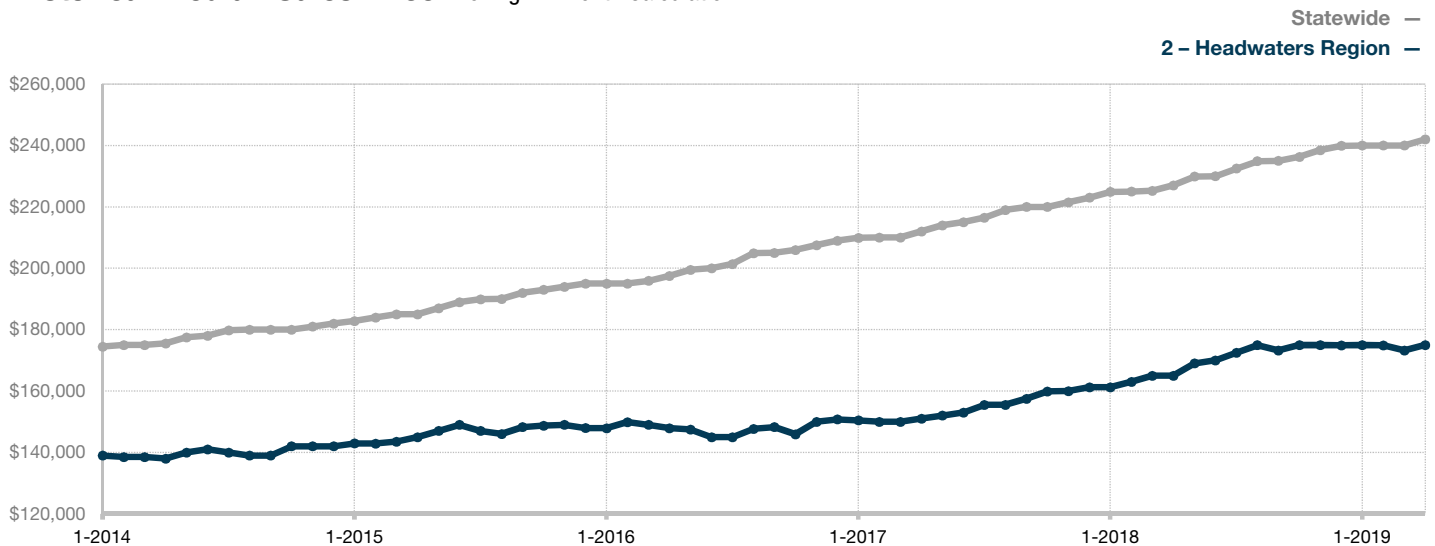
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	173	203	+ 17.3%	475	472	- 0.6%
Closed Sales	68	71	+ 4.4%	213	184	- 13.6%
Median Sales Price*	\$142,575	\$177,250	+ 24.3%	\$154,900	\$158,500	+ 2.3%
Percent of Original List Price Received*	94.2%	96.2%	+ 2.1%	93.0%	93.6%	+ 0.6%
Days on Market Until Sale	131	105	- 19.8%	136	125	- 8.1%
Months Supply of Inventory	5.5	4.8	- 12.7%	--	--	--

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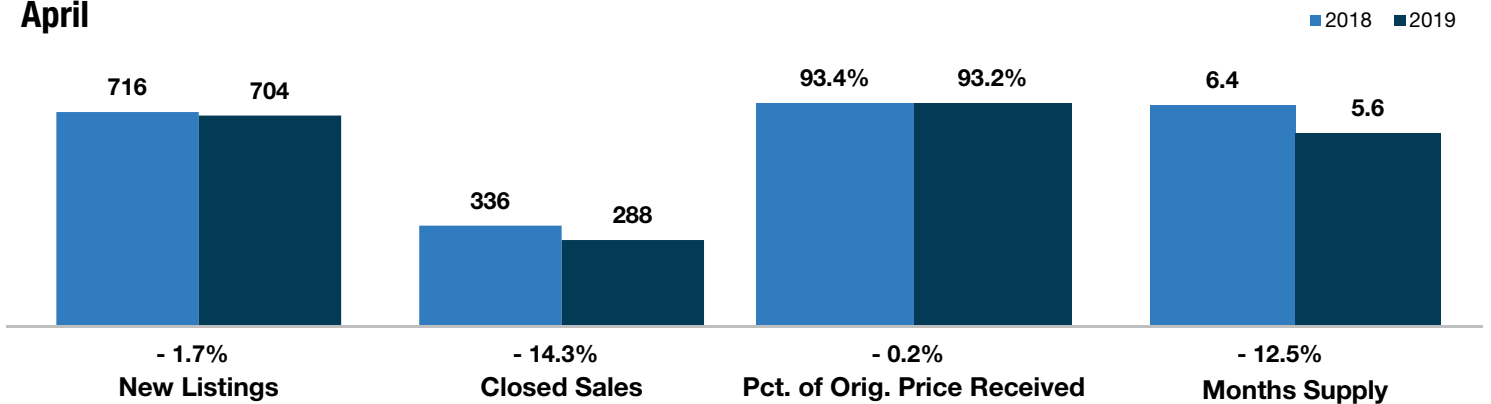


3 – Arrowhead Region

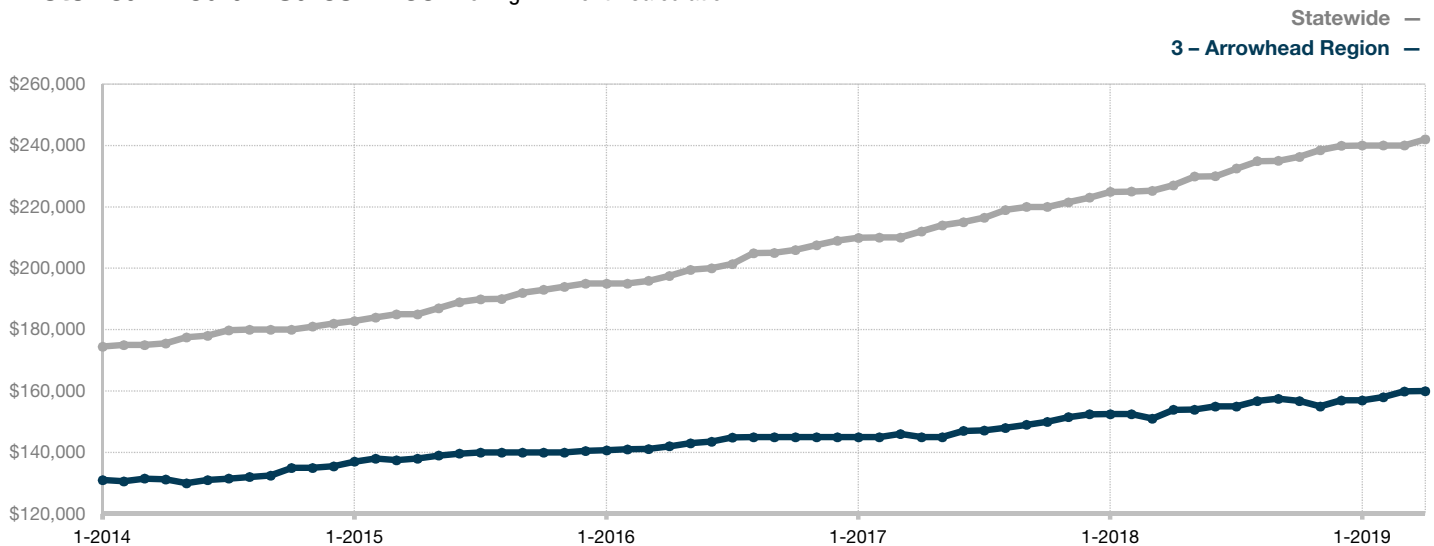
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	716	704	- 1.7%	2,192	1,868	- 14.8%
Closed Sales	336	288	- 14.3%	1,035	988	- 4.5%
Median Sales Price*	\$150,000	\$159,900	+ 6.6%	\$140,000	\$153,500	+ 9.6%
Percent of Original List Price Received*	93.4%	93.2%	- 0.2%	92.4%	92.6%	+ 0.2%
Days on Market Until Sale	107	104	- 2.8%	111	97	- 12.6%
Months Supply of Inventory	6.4	5.6	- 12.5%	--	--	--

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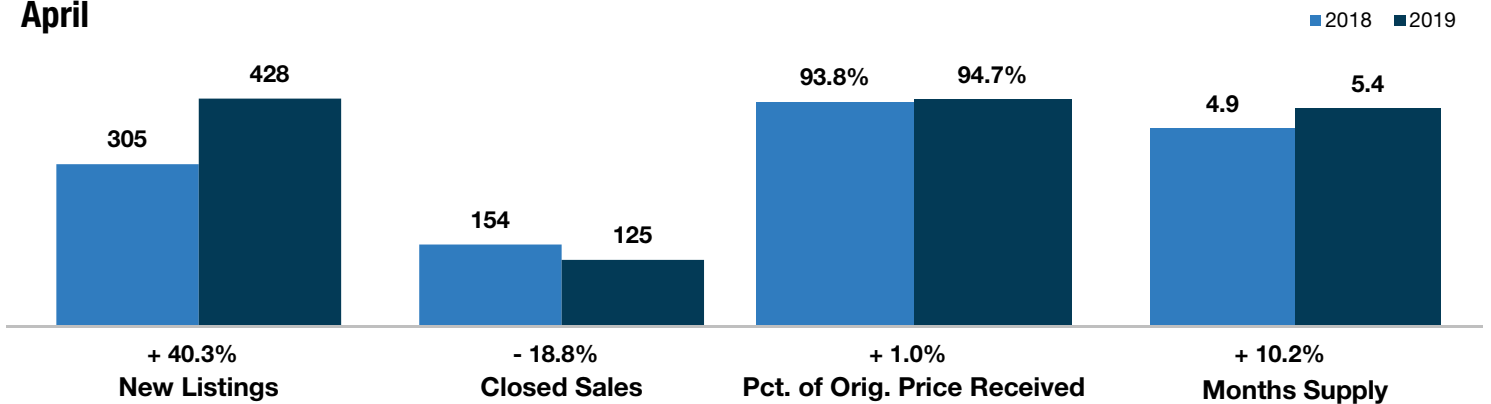


4 – West Central Region

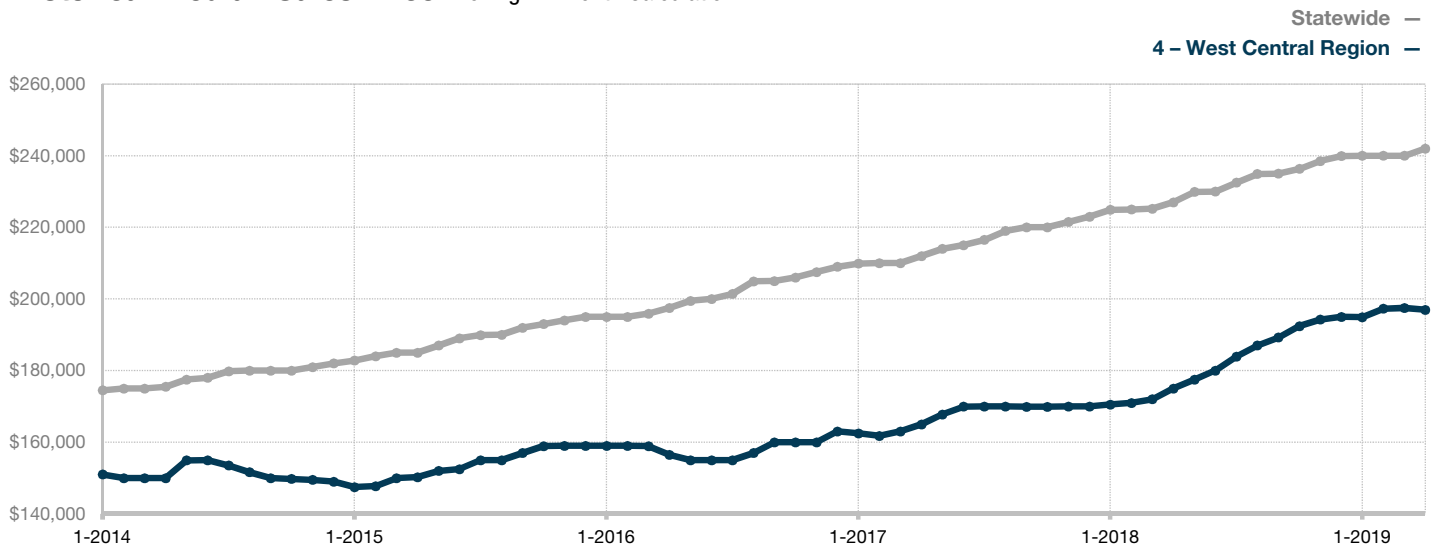
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	305	428	+ 40.3%	869	1,037	+ 19.3%
Closed Sales	154	125	- 18.8%	437	433	- 0.9%
Median Sales Price*	\$195,000	\$192,000	- 1.5%	\$176,000	\$189,000	+ 7.4%
Percent of Original List Price Received*	93.8%	94.7%	+ 1.0%	93.3%	93.3%	0.0%
Days on Market Until Sale	99	93	- 6.1%	100	94	- 6.0%
Months Supply of Inventory	4.9	5.4	+ 10.2%	--	--	--

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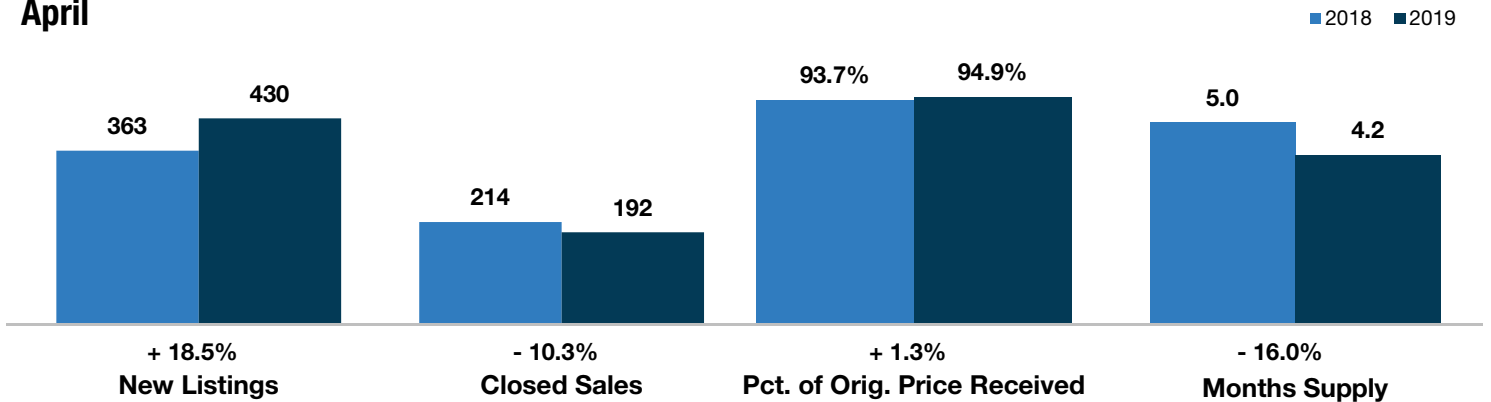


5 – North Central Region

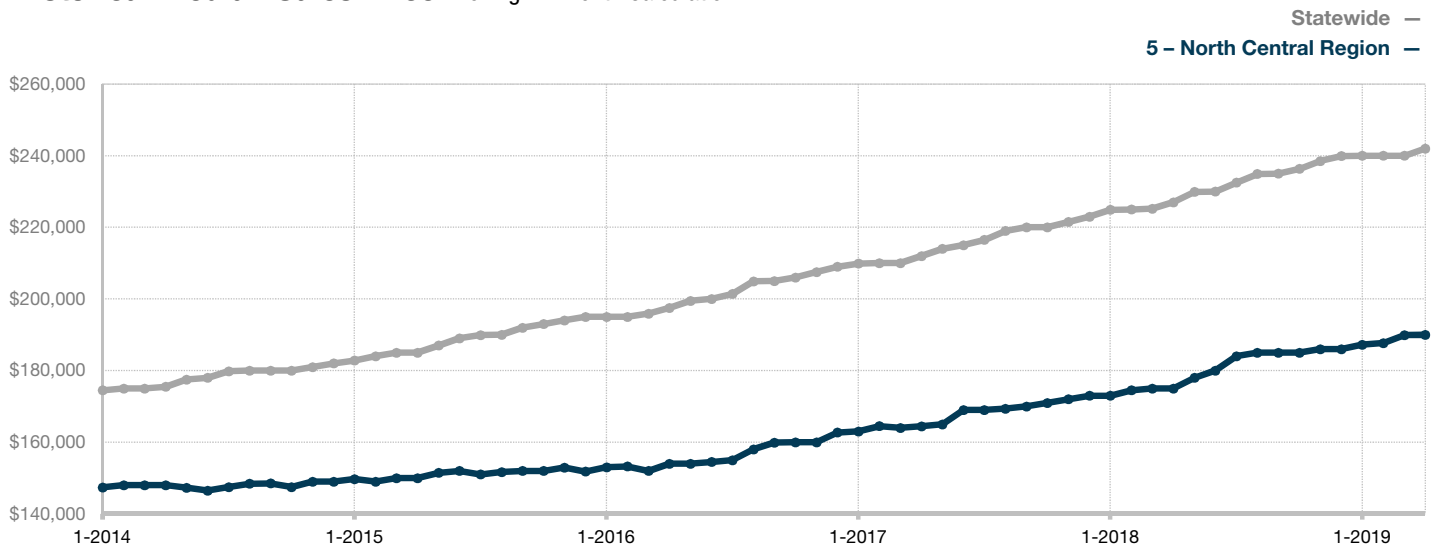
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	363	430	+ 18.5%	1,252	1,214	- 3.0%
Closed Sales	214	192	- 10.3%	643	610	- 5.1%
Median Sales Price*	\$175,000	\$179,900	+ 2.8%	\$169,900	\$171,000	+ 0.6%
Percent of Original List Price Received*	93.7%	94.9%	+ 1.3%	93.2%	94.0%	+ 0.9%
Days on Market Until Sale	102	88	- 13.7%	102	89	- 12.7%
Months Supply of Inventory	5.0	4.2	- 16.0%	--	--	--

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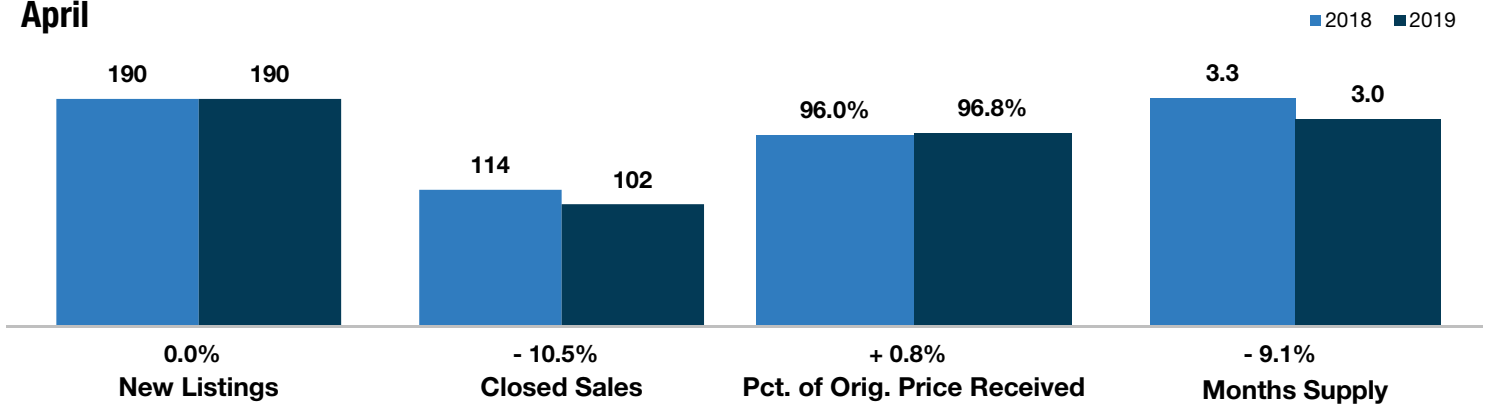


6E – Southwest Central Region

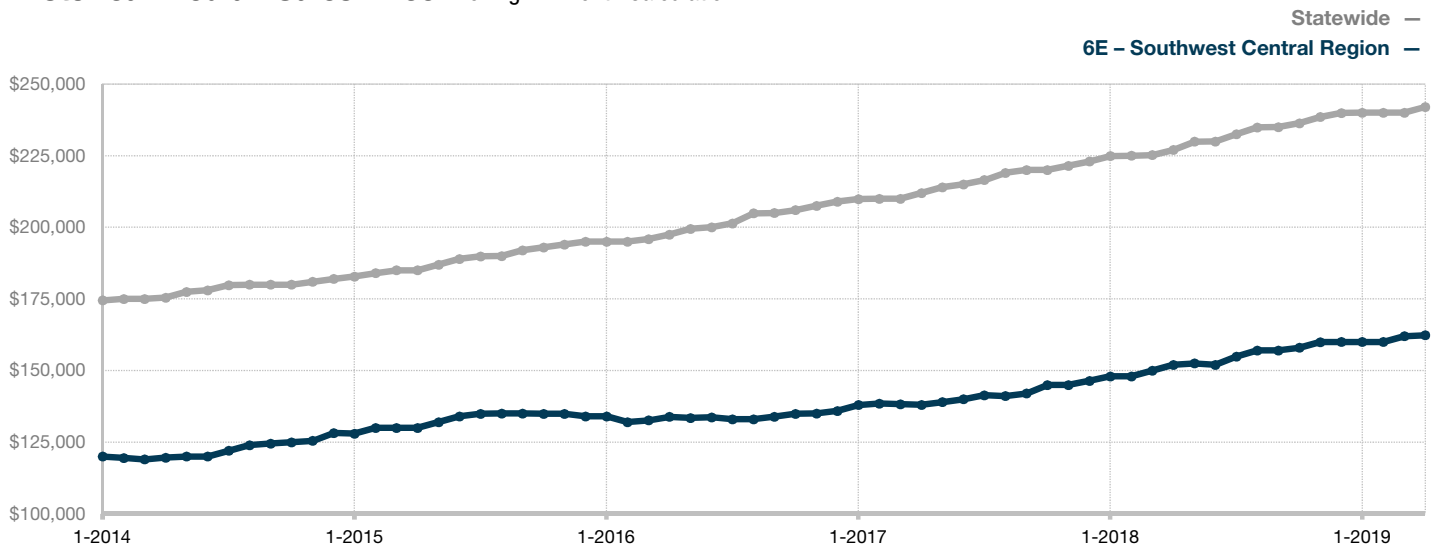
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	190	190	0.0%	605	539	- 10.9%
Closed Sales	114	102	- 10.5%	371	353	- 4.9%
Median Sales Price*	\$159,000	\$167,250	+ 5.2%	\$149,950	\$154,900	+ 3.3%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	94.9%	94.0%	- 0.9%
Days on Market Until Sale	83	86	+ 3.6%	84	91	+ 8.3%
Months Supply of Inventory	3.3	3.0	- 9.1%	--	--	--

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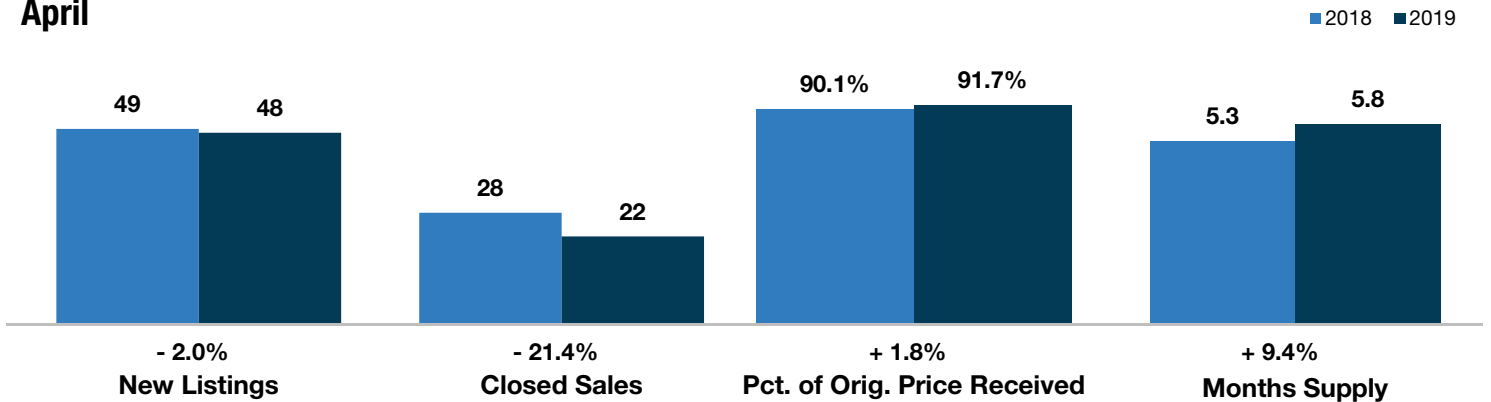


6W – Upper Minnesota Valley Region

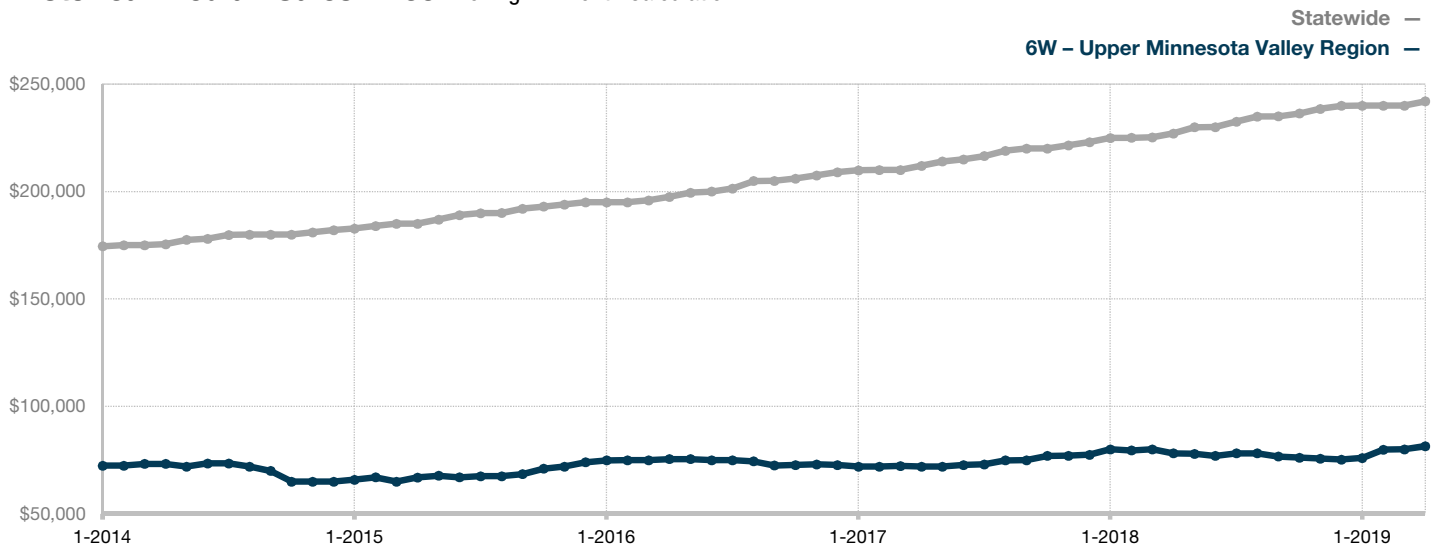
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	49	48	- 2.0%	141	134	- 5.0%
Closed Sales	28	22	- 21.4%	103	85	- 17.5%
Median Sales Price*	\$55,000	\$71,750	+ 30.5%	\$69,000	\$82,500	+ 19.6%
Percent of Original List Price Received*	90.1%	91.7%	+ 1.8%	88.5%	89.5%	+ 1.1%
Days on Market Until Sale	103	148	+ 43.7%	127	133	+ 4.7%
Months Supply of Inventory	5.3	5.8	+ 9.4%	--	--	--

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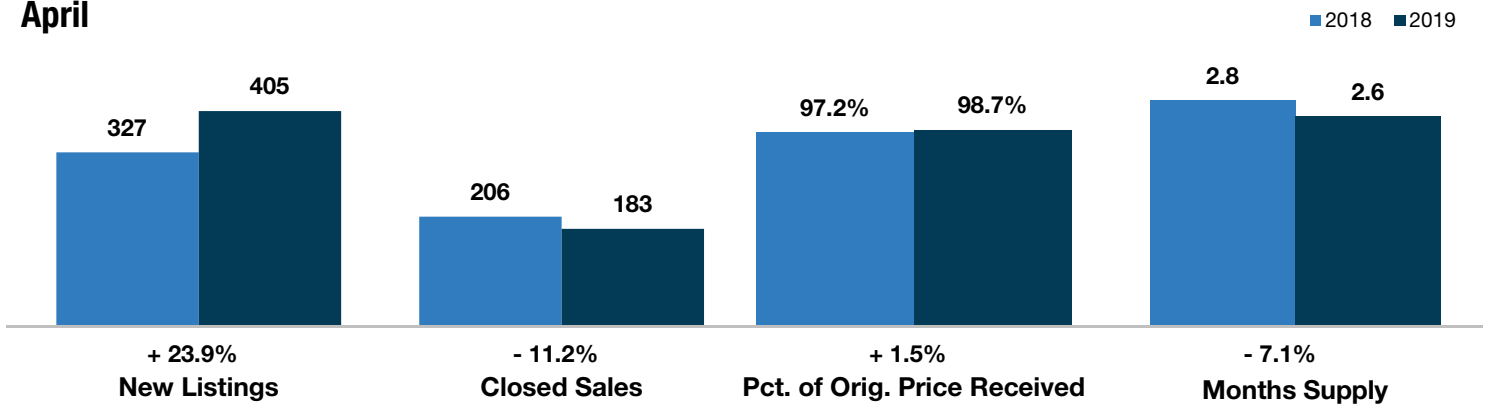


7E – East Central Region

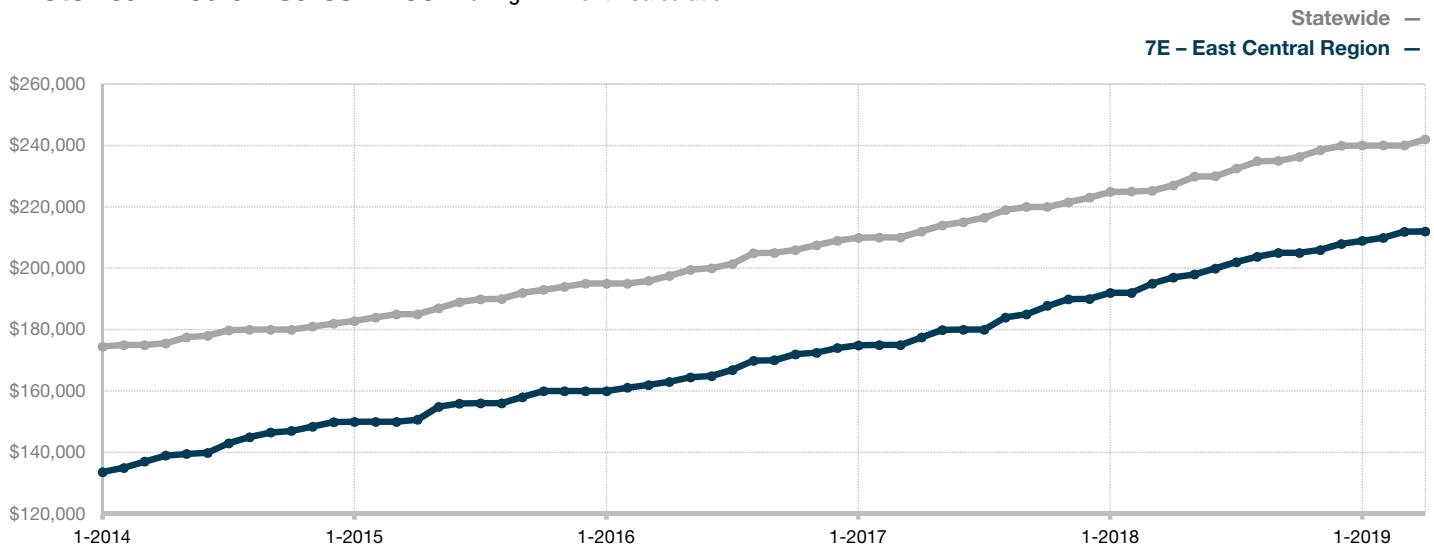
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	327	405	+ 23.9%	1,099	1,027	- 6.6%
Closed Sales	206	183	- 11.2%	612	647	+ 5.7%
Median Sales Price*	\$215,000	\$219,900	+ 2.3%	\$200,000	\$215,000	+ 7.5%
Percent of Original List Price Received*	97.2%	98.7%	+ 1.5%	95.9%	97.1%	+ 1.3%
Days on Market Until Sale	61	54	- 11.5%	67	66	- 1.5%
Months Supply of Inventory	2.8	2.6	- 7.1%	--	--	--

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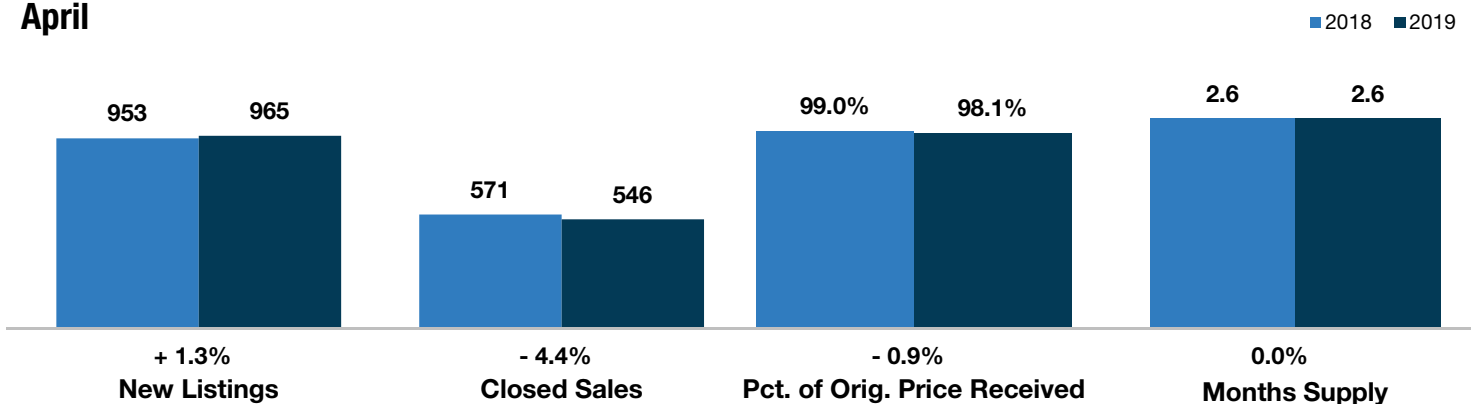


7W – Central Region

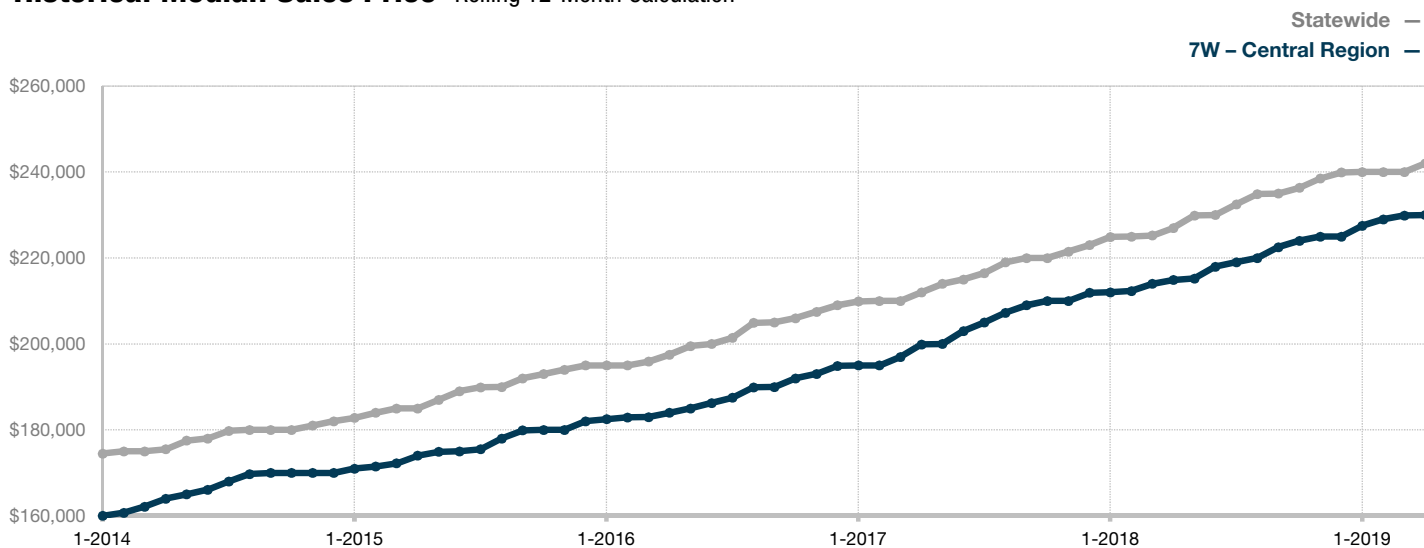
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	953	965	+ 1.3%	3,064	2,820	- 8.0%
Closed Sales	571	546	- 4.4%	1,746	1,599	- 8.4%
Median Sales Price*	\$222,300	\$232,900	+ 4.8%	\$215,000	\$232,900	+ 8.3%
Percent of Original List Price Received*	99.0%	98.1%	- 0.9%	97.6%	97.4%	- 0.2%
Days on Market Until Sale	45	56	+ 24.4%	55	60	+ 9.1%
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--

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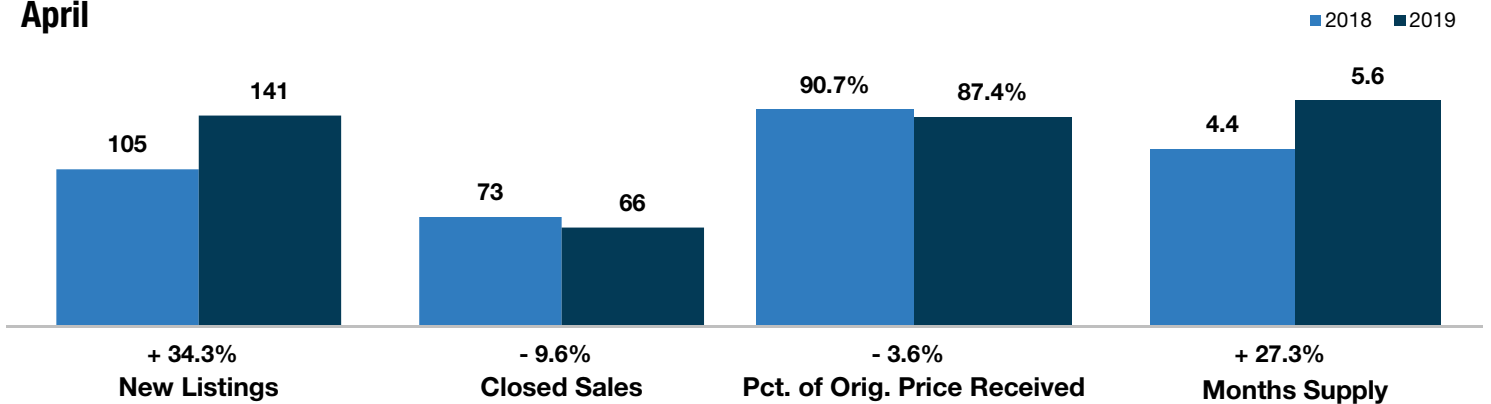


8 – Southwest Region

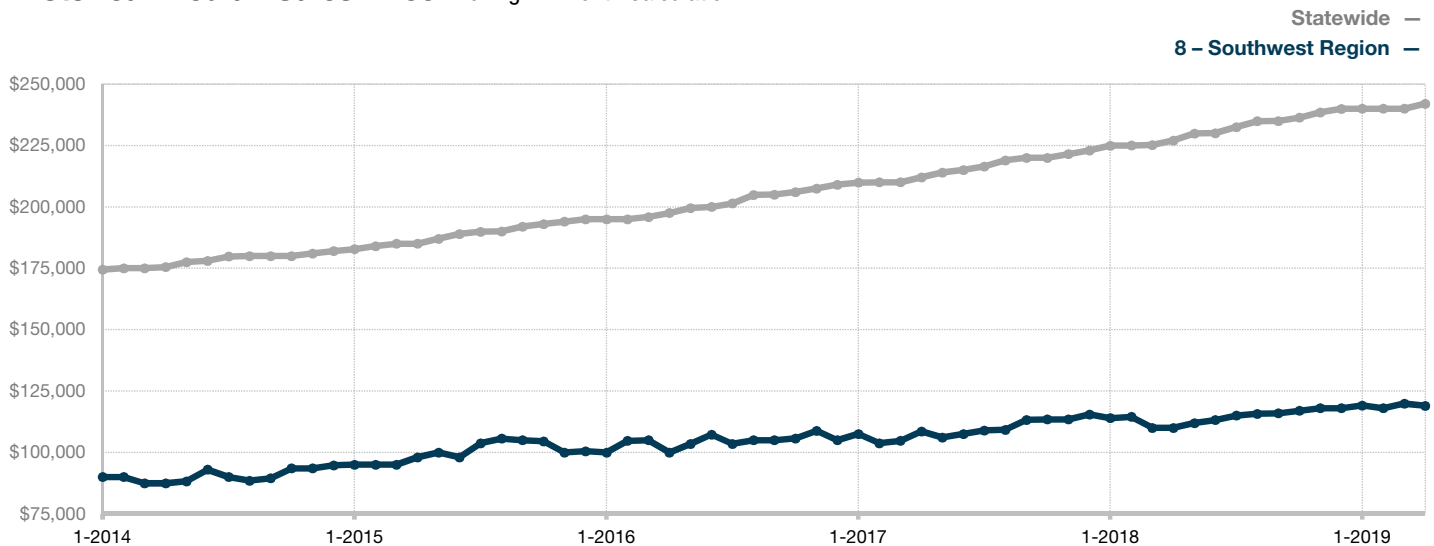
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	105	141	+ 34.3%	354	342	- 3.4%
Closed Sales	73	66	- 9.6%	227	188	- 17.2%
Median Sales Price*	\$98,750	\$84,900	- 14.0%	\$93,250	\$95,500	+ 2.4%
Percent of Original List Price Received*	90.7%	87.4%	- 3.6%	89.6%	89.3%	- 0.3%
Days on Market Until Sale	107	136	+ 27.1%	109	123	+ 12.8%
Months Supply of Inventory	4.4	5.6	+ 27.3%	--	--	--

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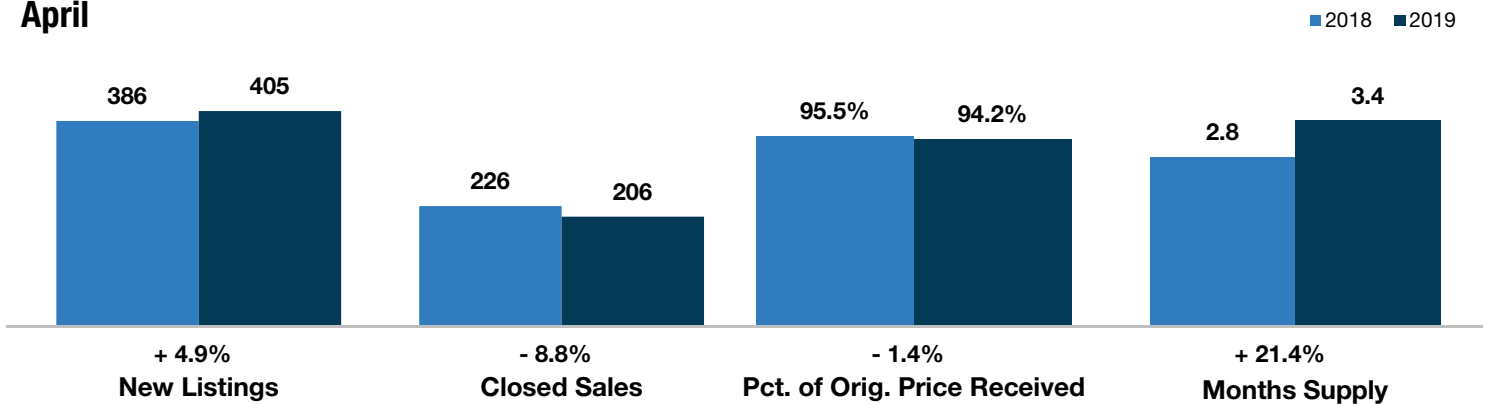


9 – South Central Region

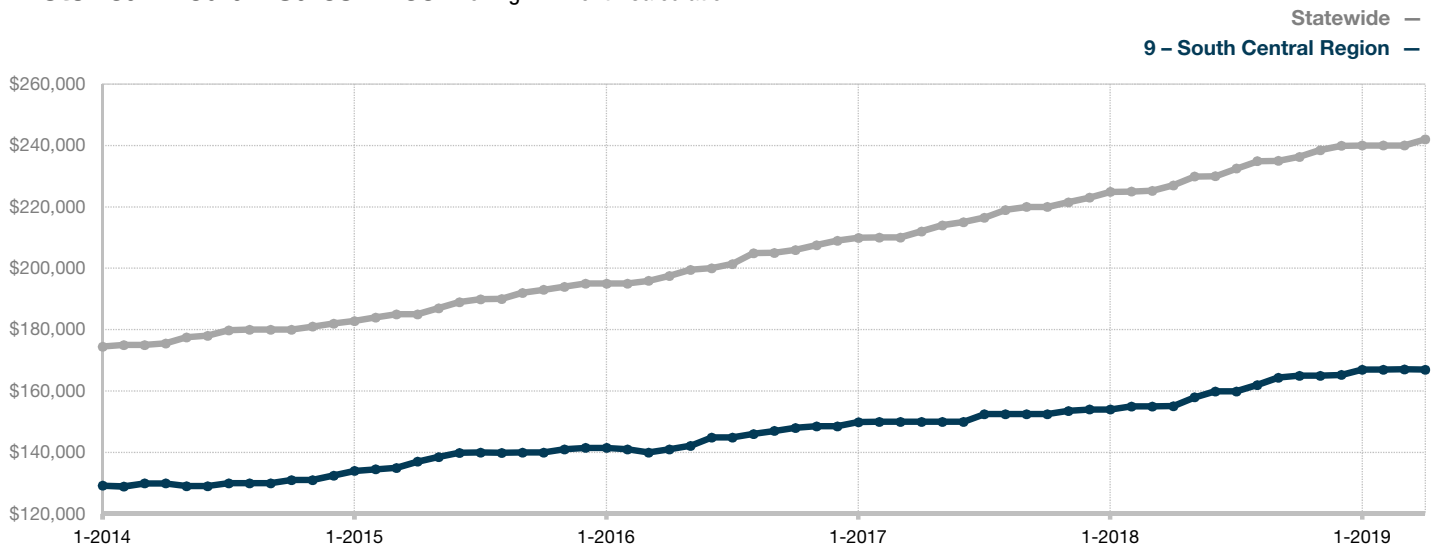
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	386	405	+ 4.9%	1,167	1,026	- 12.1%
Closed Sales	226	206	- 8.8%	716	604	- 15.6%
Median Sales Price*	\$160,000	\$162,600	+ 1.6%	\$155,000	\$163,900	+ 5.7%
Percent of Original List Price Received*	95.5%	94.2%	- 1.4%	94.9%	93.4%	- 1.6%
Days on Market Until Sale	93	109	+ 17.2%	108	111	+ 2.8%
Months Supply of Inventory	2.8	3.4	+ 21.4%	--	--	--

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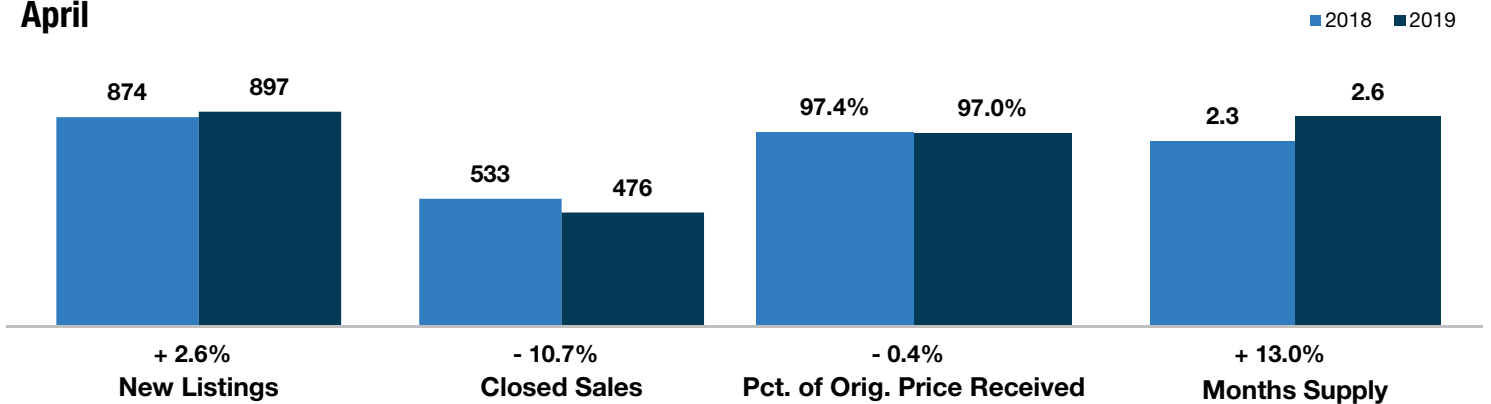


10 – Southeast Region

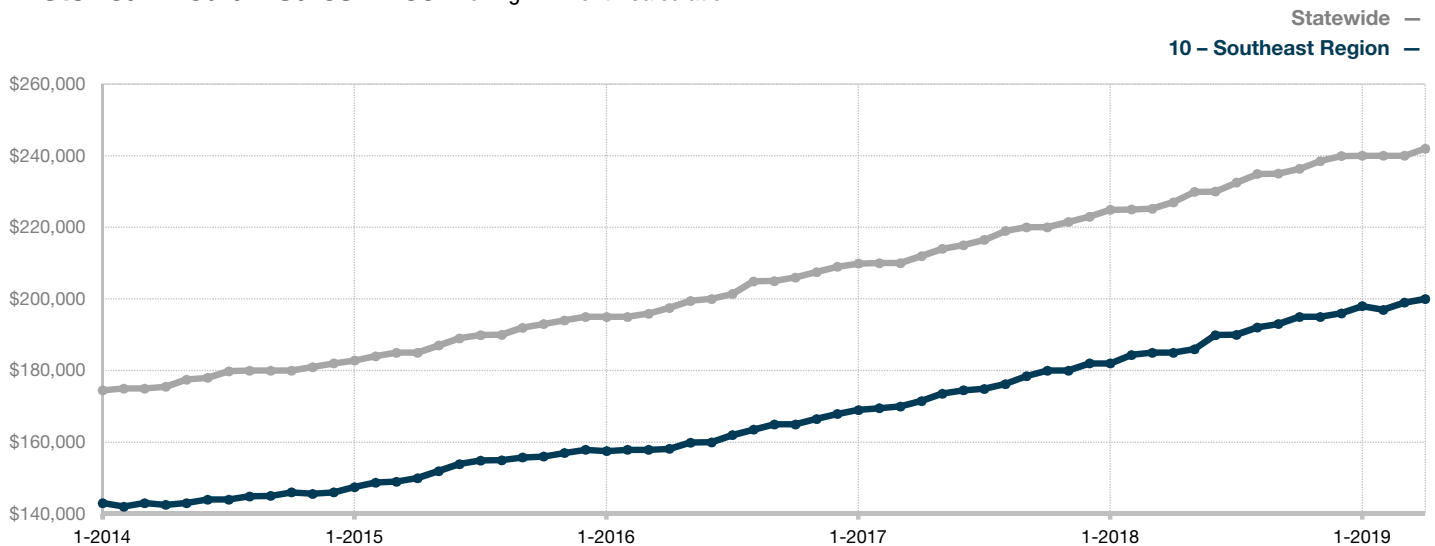
Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	874	897	+ 2.6%	2,616	2,470	- 5.6%
Closed Sales	533	476	- 10.7%	1,662	1,518	- 8.7%
Median Sales Price*	\$189,875	\$205,900	+ 8.4%	\$185,000	\$200,000	+ 8.1%
Percent of Original List Price Received*	97.4%	97.0%	- 0.4%	96.3%	96.3%	0.0%
Days on Market Until Sale	58	68	+ 17.2%	64	68	+ 6.3%
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--

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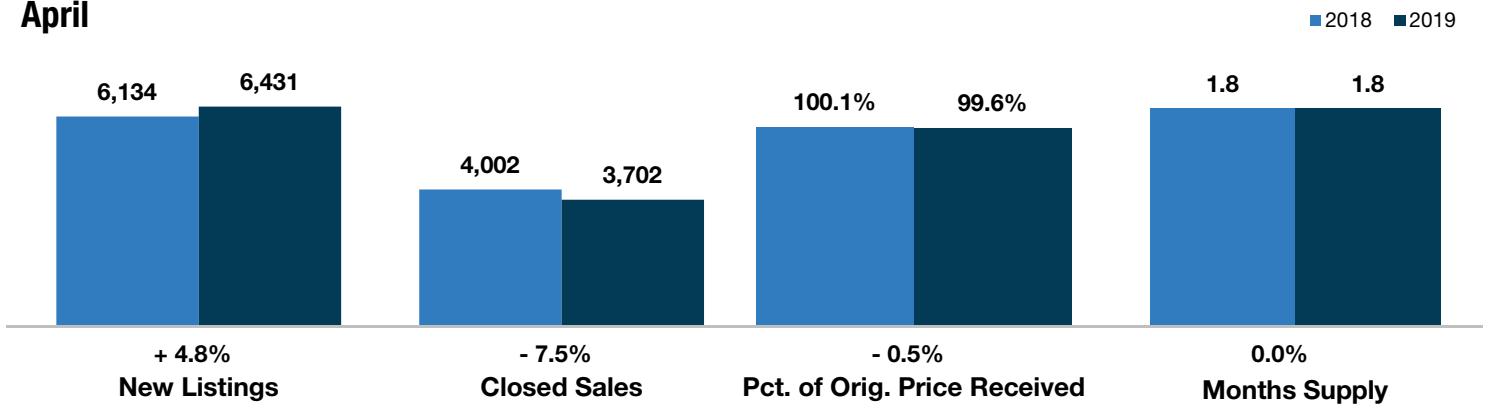


11 – 7-County Twin Cities Region

Key Metrics	April			Year to Date		
	2018	2019	Percent Change	Thru 4-2018	Thru 4-2019	Percent Change
New Listings	6,134	6,431	+ 4.8%	19,409	19,162	- 1.3%
Closed Sales	4,002	3,702	- 7.5%	12,166	11,557	- 5.0%
Median Sales Price*	\$275,000	\$286,000	+ 4.0%	\$262,500	\$278,804	+ 6.2%
Percent of Original List Price Received*	100.1%	99.6%	- 0.5%	98.9%	98.5%	- 0.4%
Days on Market Until Sale	34	38	+ 11.8%	43	46	+ 7.0%
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

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