

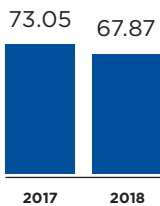
EAST CENTRAL MINNESOTA

↑ 11.55%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$179,225.67 2018 \$199,918.37

Pine, Kanabec, Mille Lacs, Isanti and Chisago counties

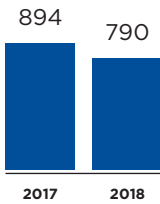
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 7.09%

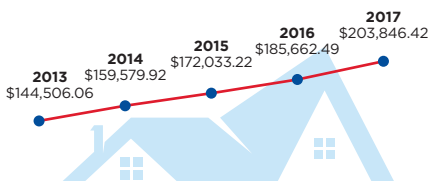
Units sold in Q1:



Units sold in Q1 percent change:

↓ 11.63%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**MOVE-UP
SELLERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

Average time sellers of homes under \$300,000 accepted an offer:

2-3 DAYS

**RECOMMENDED RENOVATIONS
FOR SELLERS:**

- Nothing is a must

**"MUST HAVE" AMENITIES
FOR BUYERS:**

- Large yard
- Updated kitchen & bath(s)
- Updated roof, mechanicals & windows

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

**2018 MARKET
TRENDS REPORT**

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