

SOUTH CENTRAL

MINNESOTA

**Sibley, Nicollet, Brown, Watonwan,
Martin, Faribault, Blue Earth,
Le Sueur and Waseca counties**

Type of home most in demand:



Average sales price:

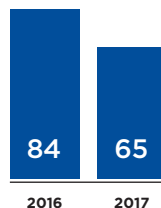
\$162,246 \$176,919



2016 2017

Average sales price
percent change: **↑9%**

Average days on market:



2016 2017

Average days on market
percent change:

↓23%



FUTURE TRENDS



Typical Buyer in 2018:



**BUYERS
WITH FAMILIES**

Sellers', buyers' or balanced
market in 2018:



BALANCED

Like other parts of Minnesota, middle-income homes in the south central region of the state have increased in price to \$300,000 or more, but that won't keep buyers from purchasing in 2018. Low interest rates, the proximity to several major colleges and the Mayo Clinic in Rochester will again keep demand high.

Anyone planning to list their homes should be undeterred by winter weather as a little to no decrease in purchase activity is anticipated

compared to the summer and fall. Homes that are higher end and move-in ready, continue to attract buyers and sellers may be surprised by what they are willing to pay.

In the next year or two, the south central region will see increased demand for smaller homes on smaller lots from first time homebuyers. As baby boomers retire there will be an increased demand for planned, adult-only retirement communities with access to services.

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January-November 2017 and the same timeframe for 2016.

**2018 HOUSING MARKET
OUTLOOK REPORT**

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