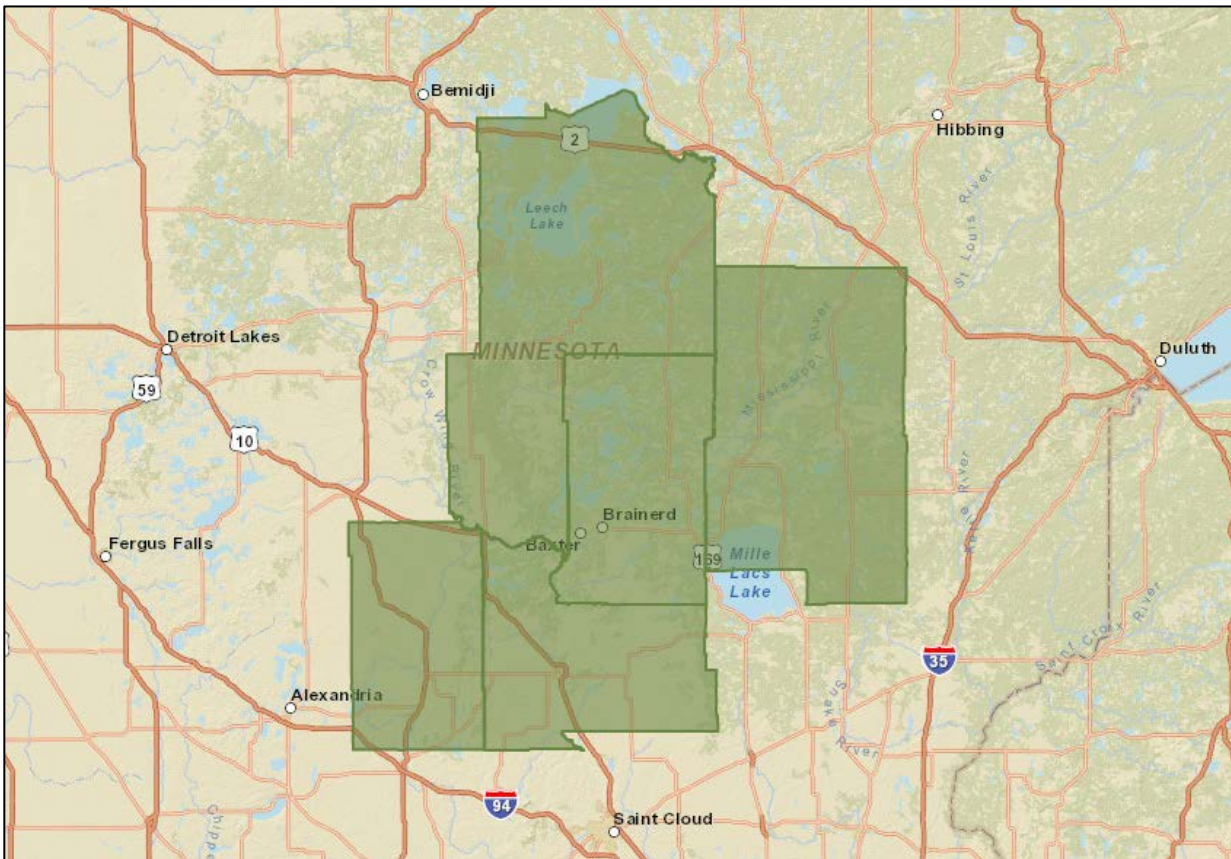




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Marketing Time Study  
Central MN  
Counties: Crow, Cass, Aitkin, Morrison, Todd  
**AS OF: MARCH 26, 2015**



Lanz Appraisal, LLC ~ *where values matter* ~  
~ [www.scottlanz.com](http://www.scottlanz.com) ~

## Introduction and Report Information

### Data Source:

The following marketing time study is completed using the Greater Lakes Association of Realtors data from January 1, 2004 to March 26, 2015. First year sales percent is 74.43%.

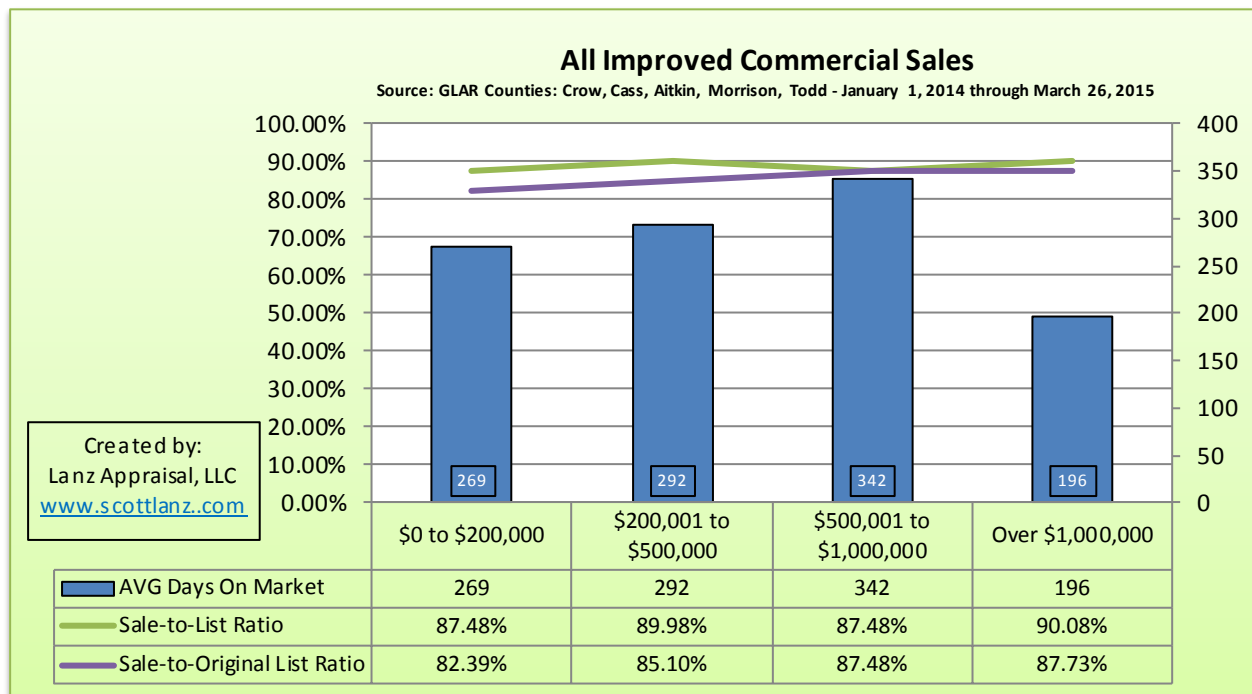
### Data Adjustments:

1. The list price and original list prices for auction sales is the actual sale price.
2. Marketing times with 0 days are adjusted to 1 day.
3. Some sales were corrected when inaccuracies were noted.
4. No sales in 2015 for Category D have occurred.
5. 7 Sales from the Bemidji MLS were removed as these sales are inputted for statistical purposes only so all sales have marketing times of 1 day.

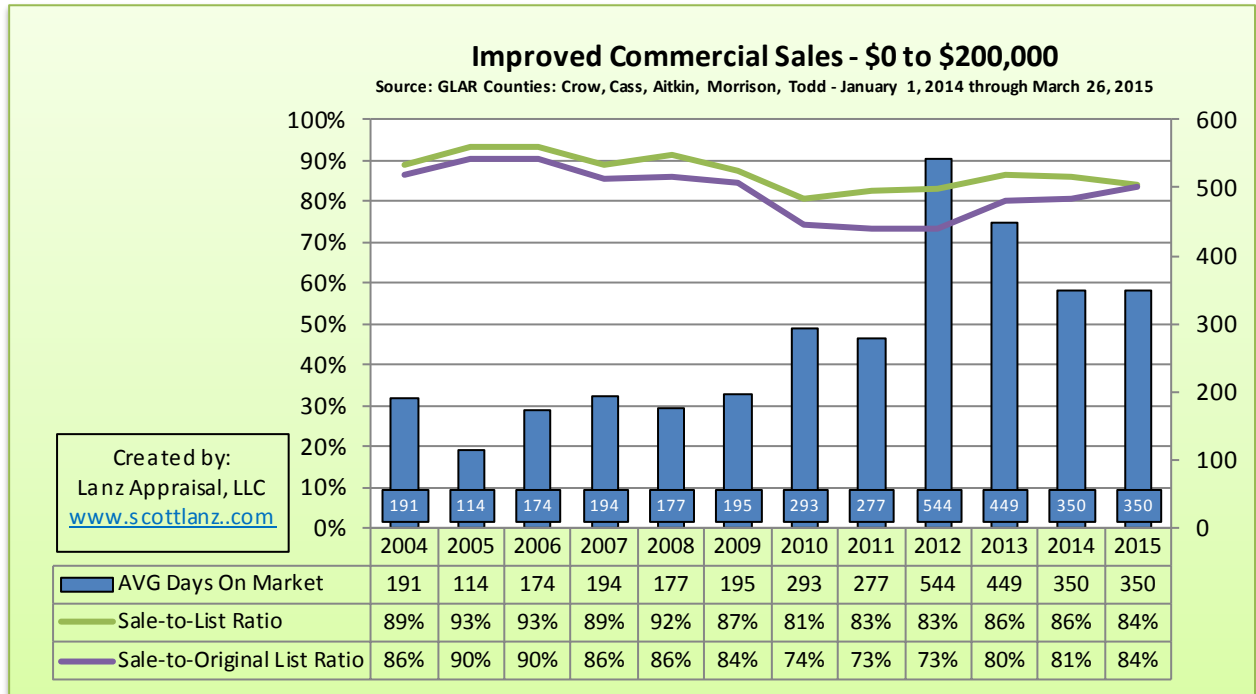
### Categories:

1. There are four categories for analysis
  - a. Sales from \$0 to \$200,000
  - b. Sales from \$201,000 to \$500,000
  - c. Sales from \$501,000 to \$1,000,000
  - d. Sales over \$1,000,000

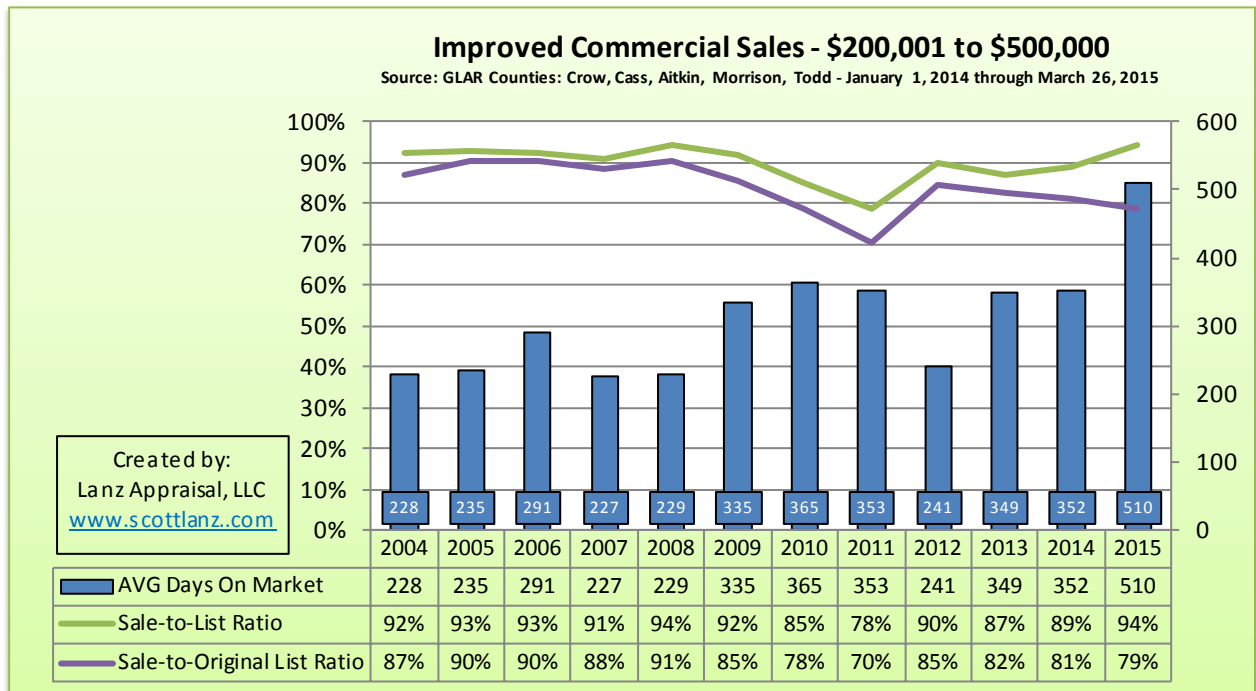
## All Categories



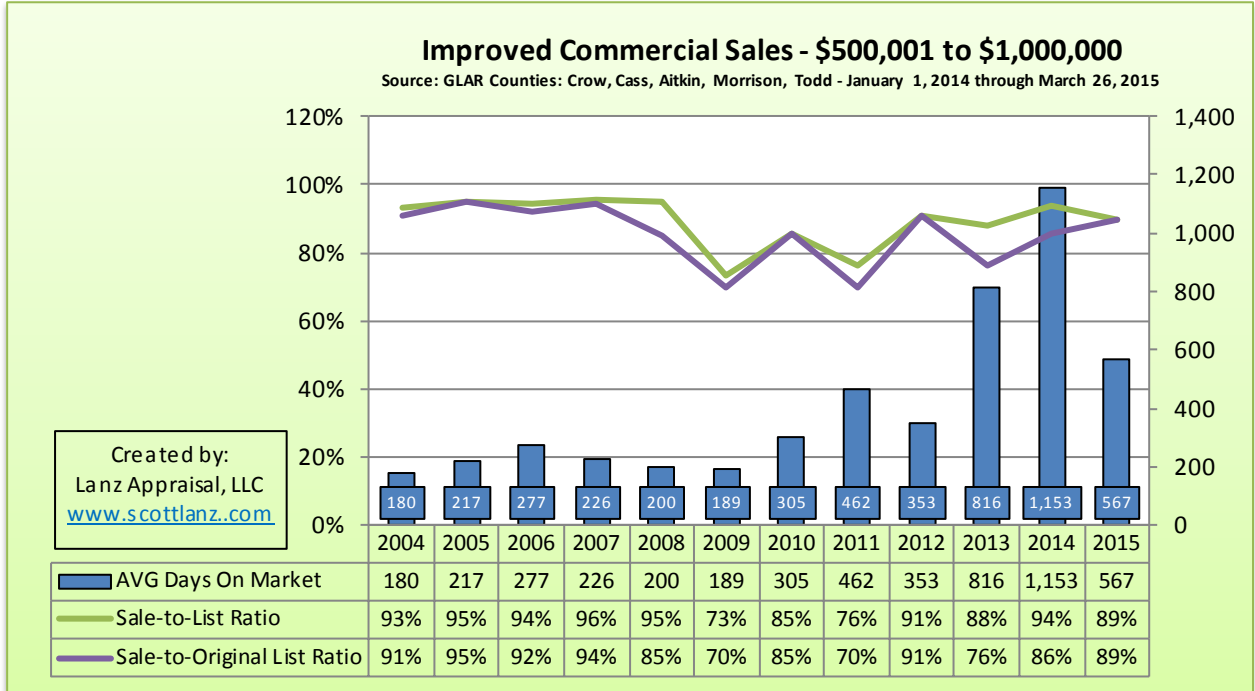
## Category A - \$0 to \$200,000



## Category B - \$201,000 to \$500,000



## Category C - \$500,001 to \$1,000,000



## Category D – Over \$1,000,000

