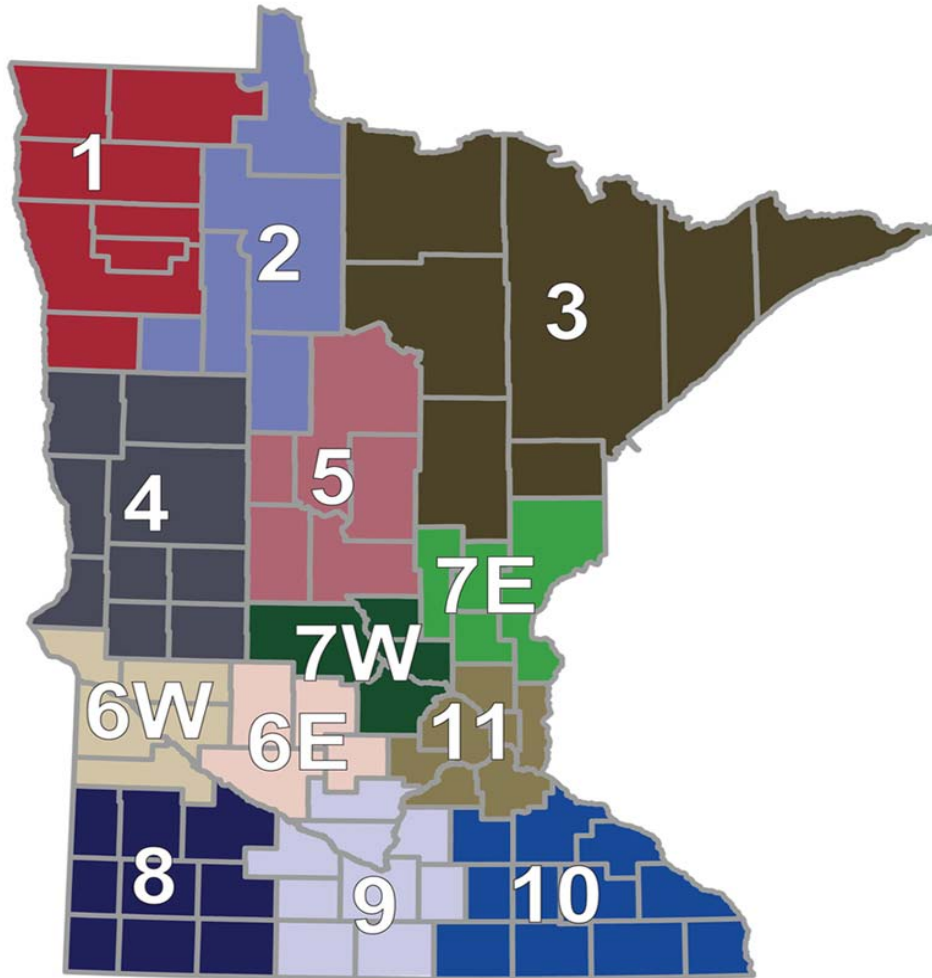


Minnesota Regional Development Organizations



- 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 2020

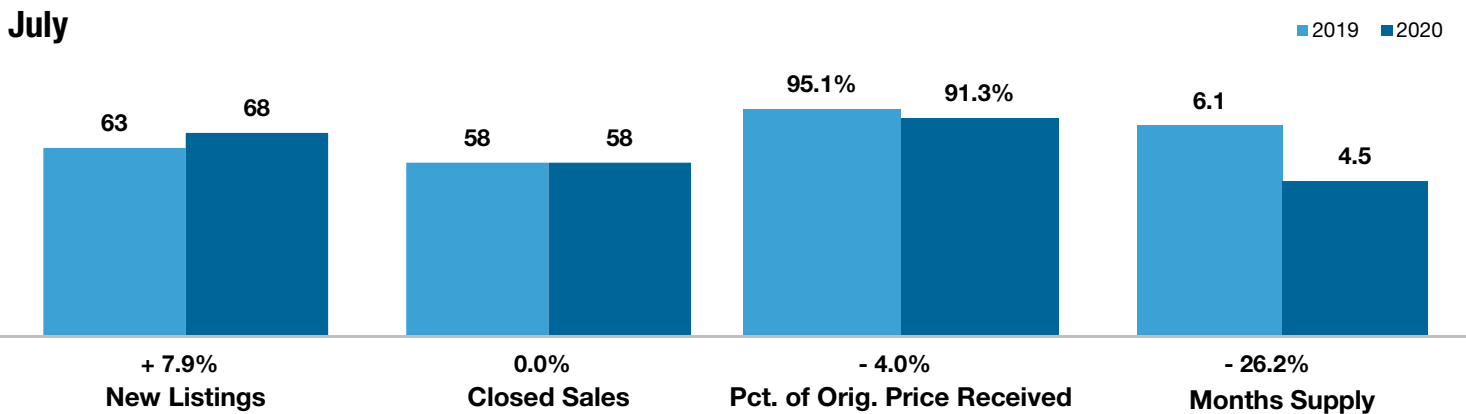
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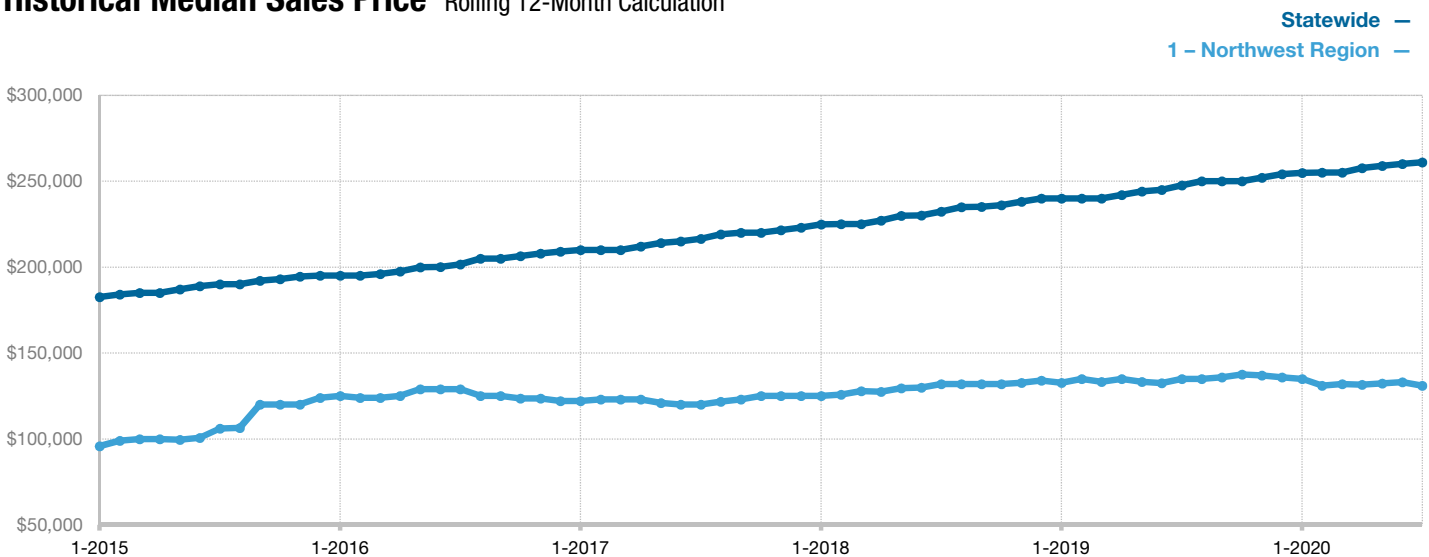
1 – Northwest Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	63	68	+ 7.9%	400	380	- 5.0%
Closed Sales	58	58	0.0%	246	236	- 4.1%
Median Sales Price*	\$157,000	\$132,000	- 15.9%	\$139,900	\$130,000	- 7.1%
Percent of Original List Price Received*	95.1%	91.3%	- 4.0%	92.8%	91.5%	- 1.4%
Days on Market Until Sale	79	106	+ 34.2%	102	111	+ 8.8%
Months Supply of Inventory	6.1	4.5	- 26.2%	--	--	--

* 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



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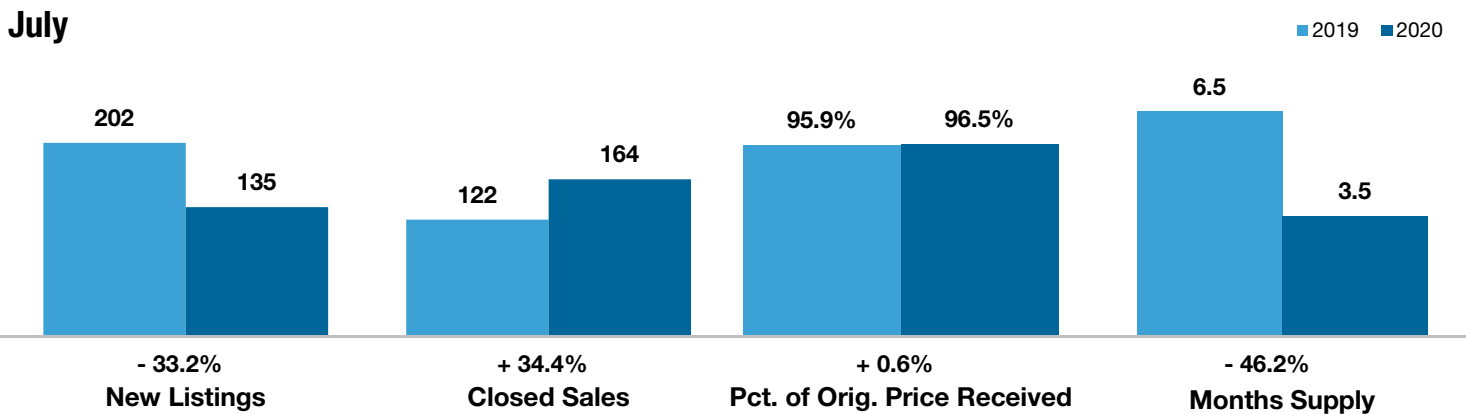
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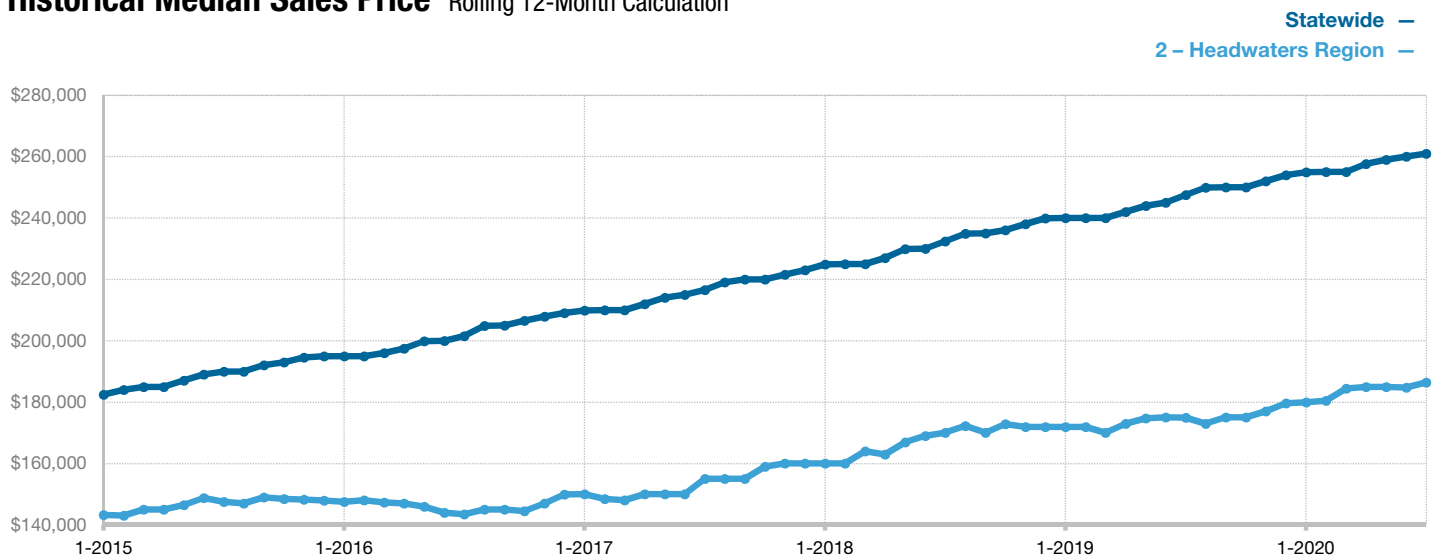
2 – Headwaters Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	202	135	- 33.2%	1,125	885	- 21.3%
Closed Sales	122	164	+ 34.4%	574	574	0.0%
Median Sales Price*	\$172,000	\$207,000	+ 20.3%	\$177,000	\$191,000	+ 7.9%
Percent of Original List Price Received*	95.9%	96.5%	+ 0.6%	95.1%	95.4%	+ 0.3%
Days on Market Until Sale	63	65	+ 3.2%	76	73	- 3.9%
Months Supply of Inventory	6.5	3.5	- 46.2%	--	--	--

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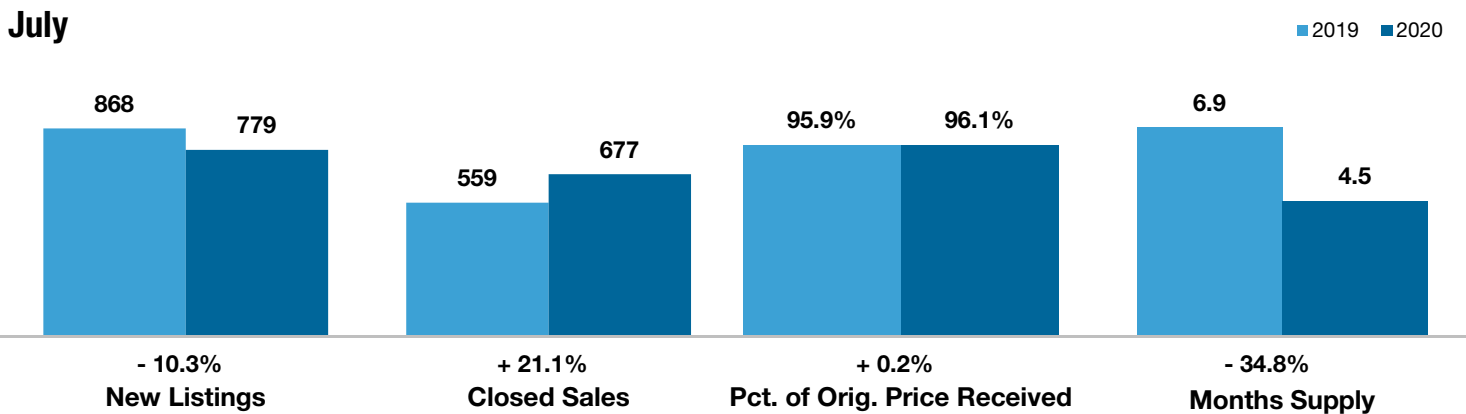
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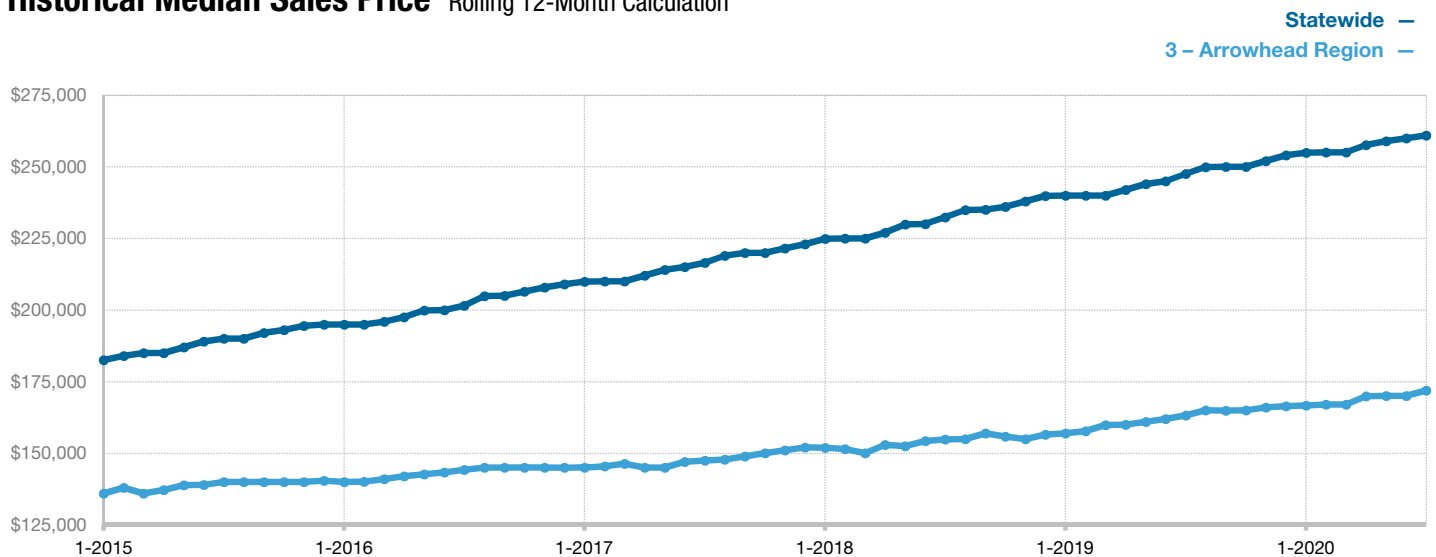
3 – Arrowhead Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	868	779	- 10.3%	4,783	3,915	- 18.1%
Closed Sales	559	677	+ 21.1%	2,613	2,550	- 2.4%
Median Sales Price*	\$170,000	\$186,000	+ 9.4%	\$166,250	\$176,000	+ 5.9%
Percent of Original List Price Received*	95.9%	96.1%	+ 0.2%	94.5%	94.8%	+ 0.3%
Days on Market Until Sale	71	72	+ 1.4%	86	83	- 3.5%
Months Supply of Inventory	6.9	4.5	- 34.8%	--	--	--

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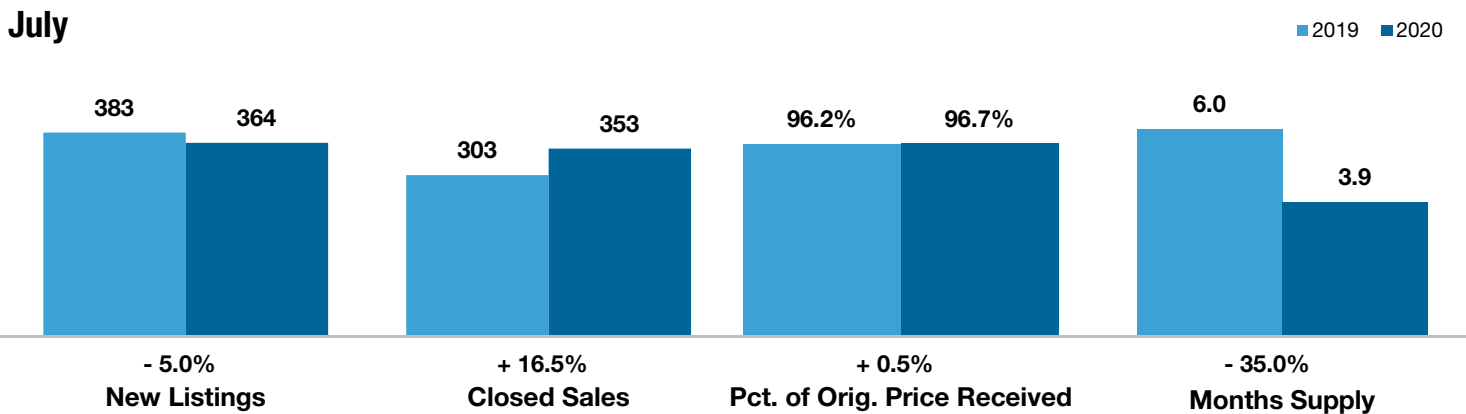
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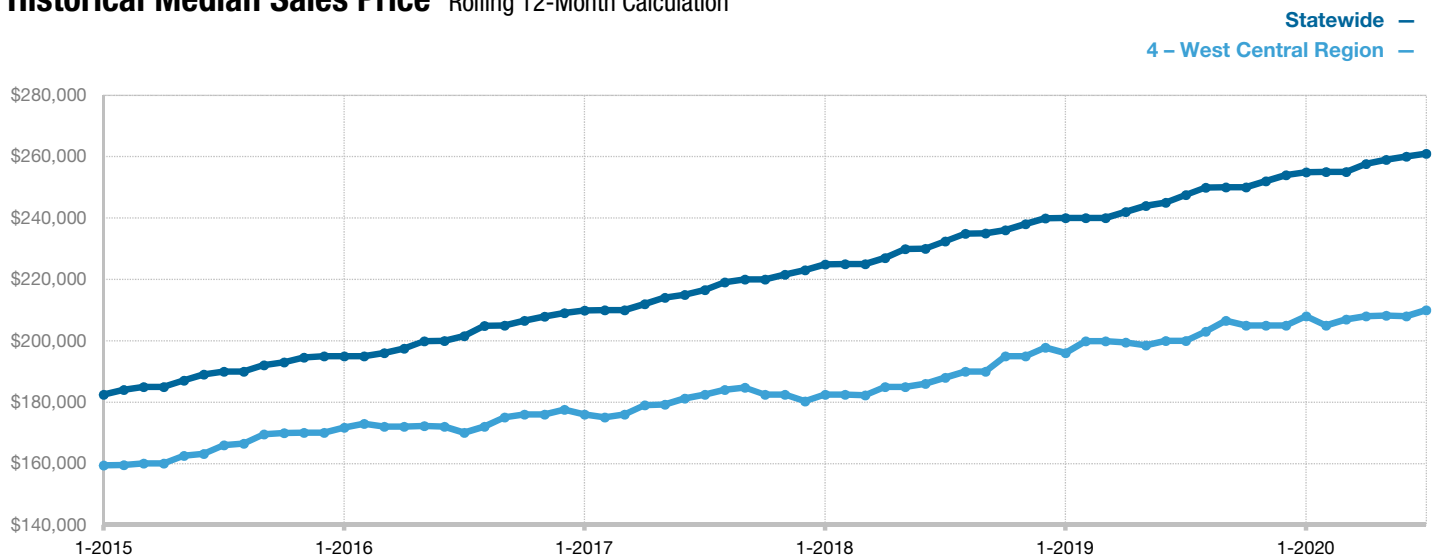
4 – West Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	383	364	- 5.0%	2,347	2,160	- 8.0%
Closed Sales	303	353	+ 16.5%	1,295	1,358	+ 4.9%
Median Sales Price*	\$205,000	\$225,000	+ 9.8%	\$200,000	\$210,000	+ 5.0%
Percent of Original List Price Received*	96.2%	96.7%	+ 0.5%	95.0%	95.5%	+ 0.5%
Days on Market Until Sale	49	61	+ 24.5%	72	70	- 2.8%
Months Supply of Inventory	6.0	3.9	- 35.0%	--	--	--

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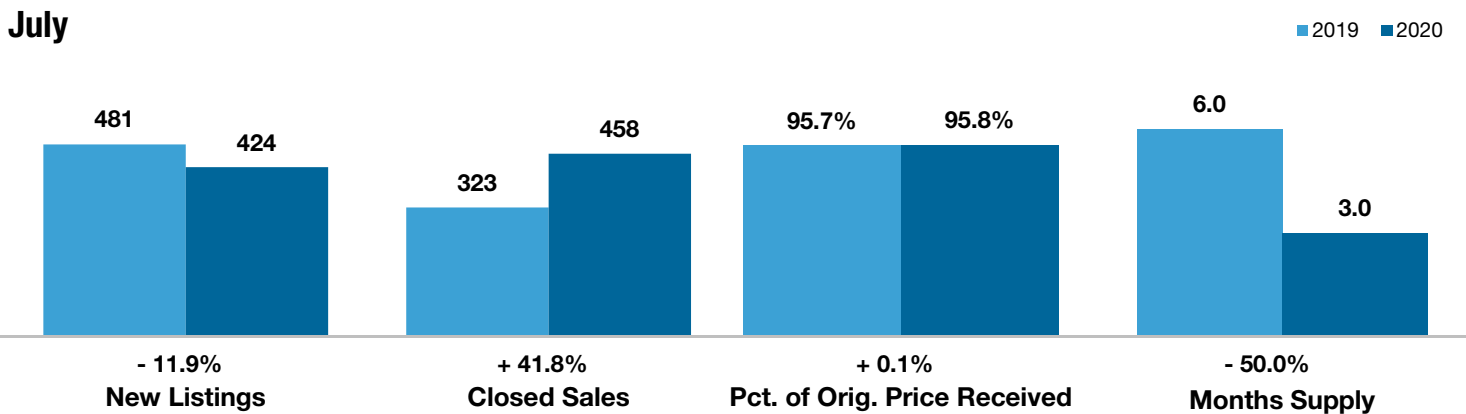
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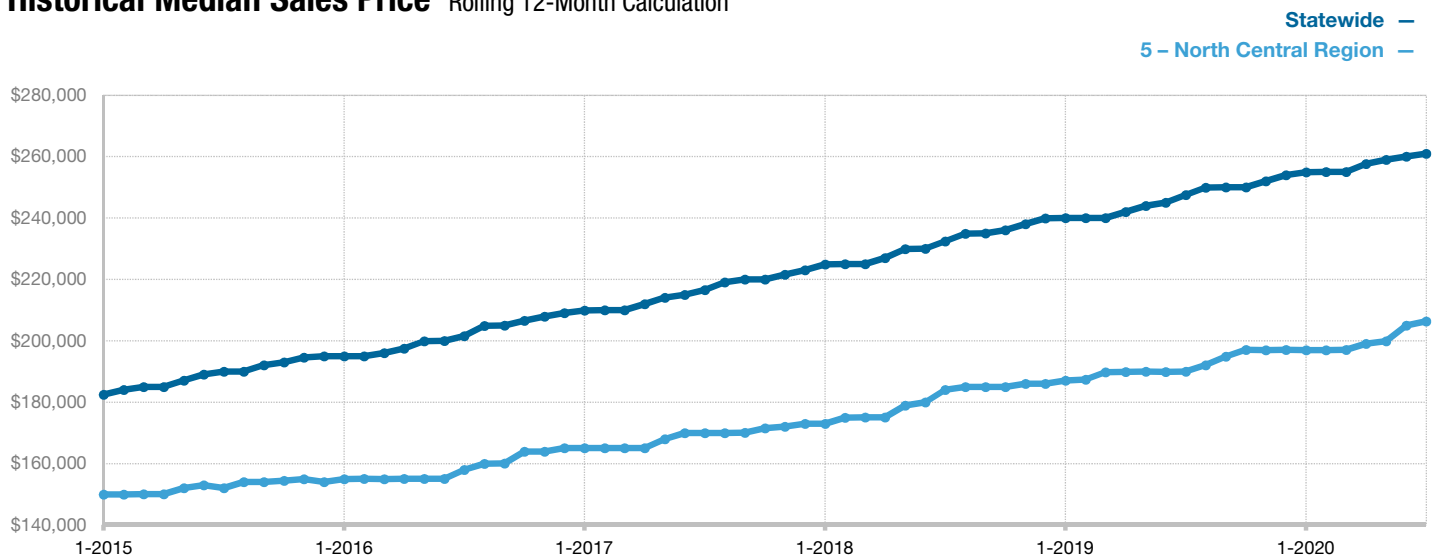
5 – North Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	481	424	- 11.9%	2,802	2,438	- 13.0%
Closed Sales	323	458	+ 41.8%	1,588	1,707	+ 7.5%
Median Sales Price*	\$216,200	\$235,000	+ 8.7%	\$195,400	\$214,900	+ 10.0%
Percent of Original List Price Received*	95.7%	95.8%	+ 0.1%	95.2%	95.3%	+ 0.1%
Days on Market Until Sale	53	71	+ 34.0%	73	78	+ 6.8%
Months Supply of Inventory	6.0	3.0	- 50.0%	--	--	--

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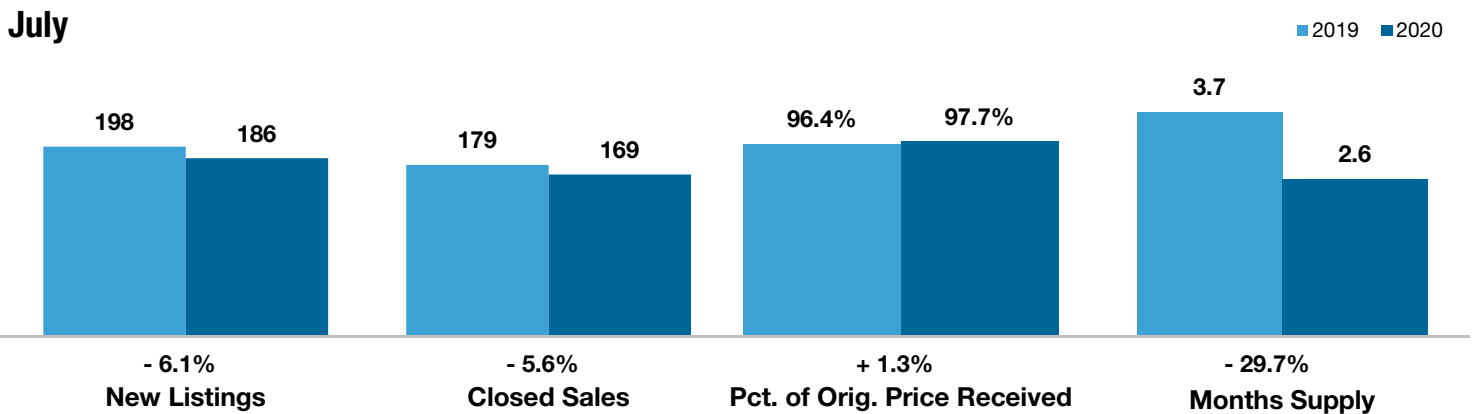
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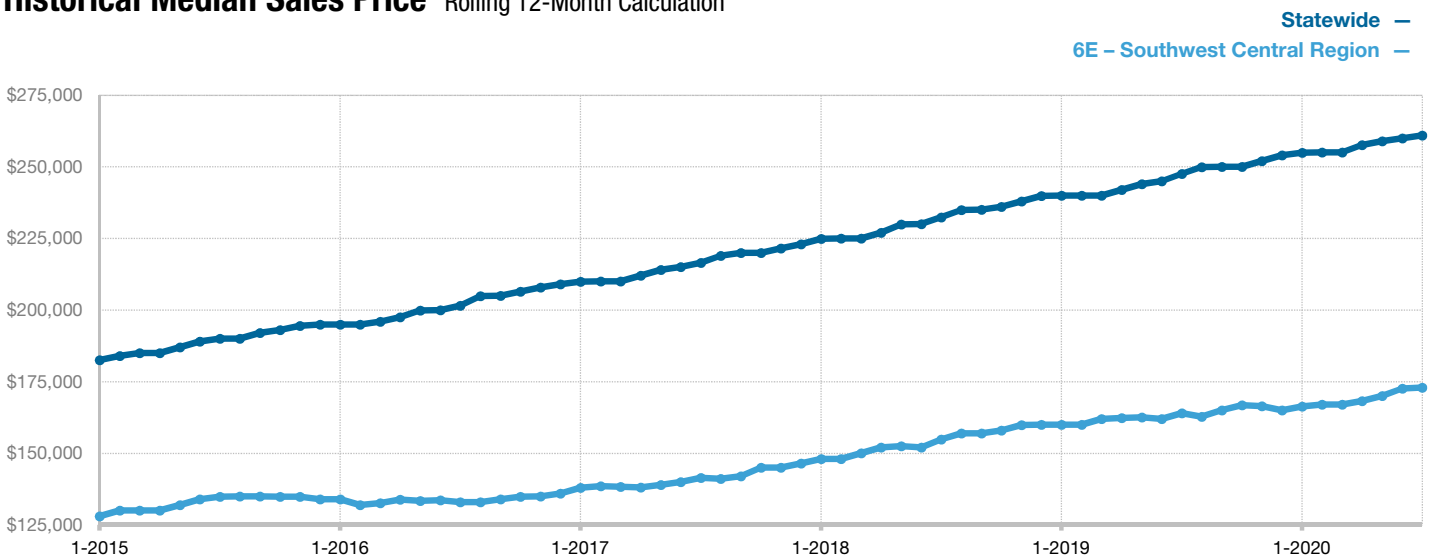
6E – Southwest Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	198	186	- 6.1%	1,218	1,067	- 12.4%
Closed Sales	179	169	- 5.6%	873	815	- 6.6%
Median Sales Price*	\$179,950	\$179,950	0.0%	\$163,450	\$178,200	+ 9.0%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.4%	96.3%	+ 0.9%
Days on Market Until Sale	57	50	- 12.3%	73	65	- 11.0%
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

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Local Market Update for July 2020

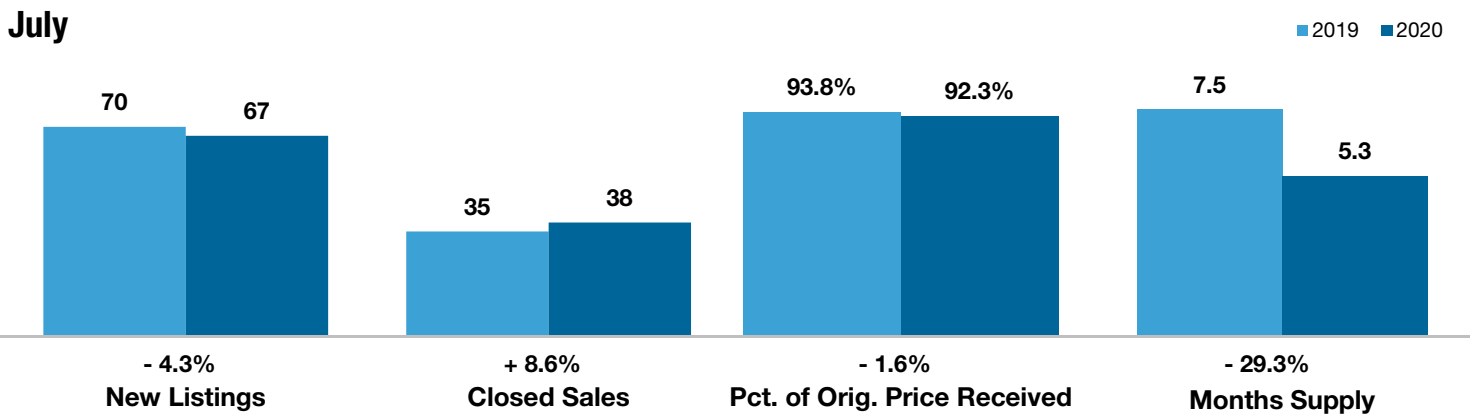
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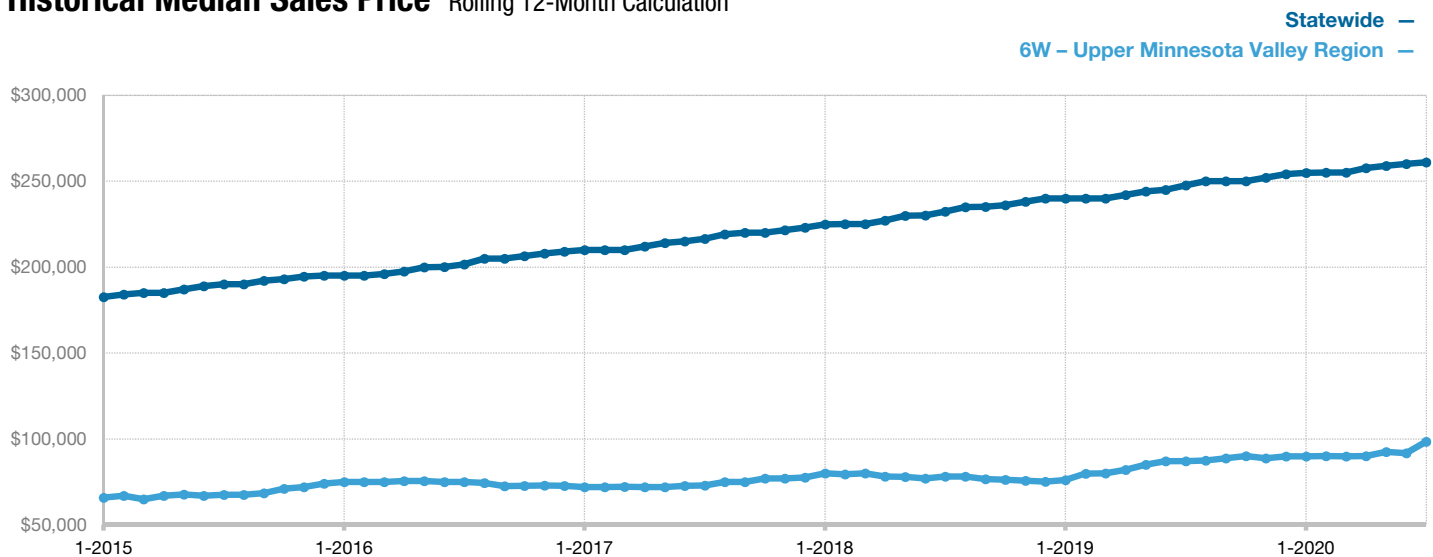
6W – Upper Minnesota Valley Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	70	67	- 4.3%	342	293	- 14.3%
Closed Sales	35	38	+ 8.6%	196	196	0.0%
Median Sales Price*	\$89,500	\$120,500	+ 34.6%	\$88,000	\$102,850	+ 16.9%
Percent of Original List Price Received*	93.8%	92.3%	- 1.6%	90.7%	89.5%	- 1.3%
Days on Market Until Sale	118	110	- 6.8%	130	115	- 11.5%
Months Supply of Inventory	7.5	5.3	- 29.3%	--	--	--

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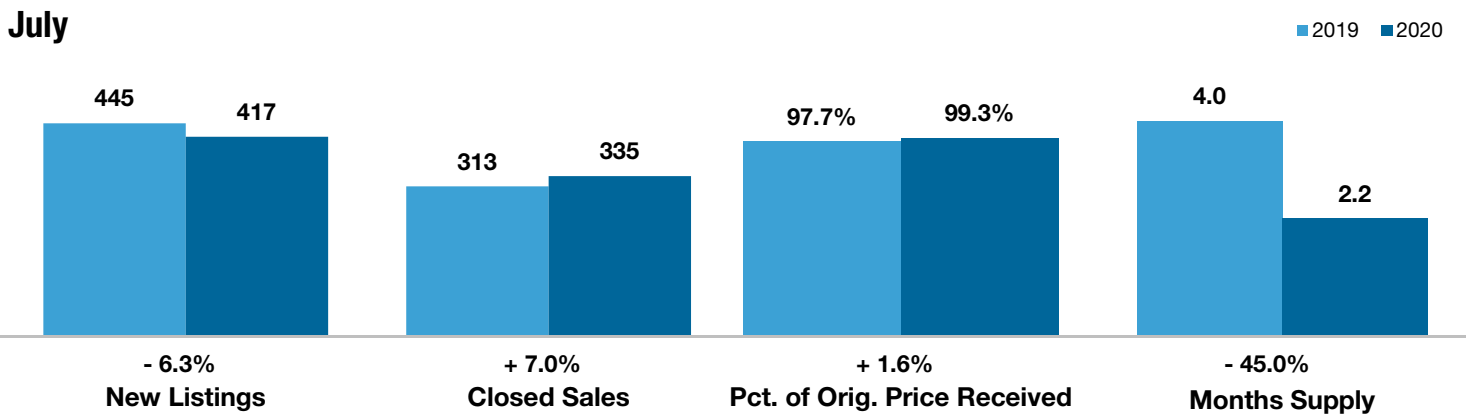
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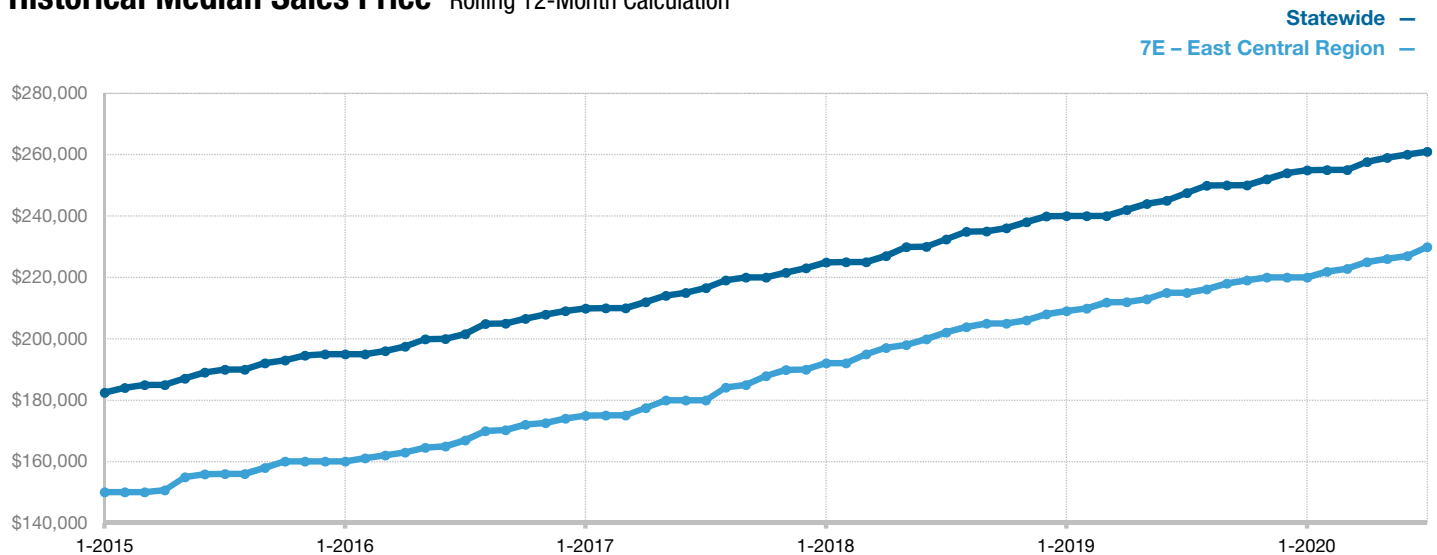
7E – East Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	445	417	- 6.3%	2,446	2,296	- 6.1%
Closed Sales	313	335	+ 7.0%	1,517	1,578	+ 4.0%
Median Sales Price*	\$225,000	\$249,950	+ 11.1%	\$220,000	\$237,000	+ 7.7%
Percent of Original List Price Received*	97.7%	99.3%	+ 1.6%	97.7%	98.0%	+ 0.3%
Days on Market Until Sale	40	45	+ 12.5%	55	53	- 3.6%
Months Supply of Inventory	4.0	2.2	- 45.0%	--	--	--

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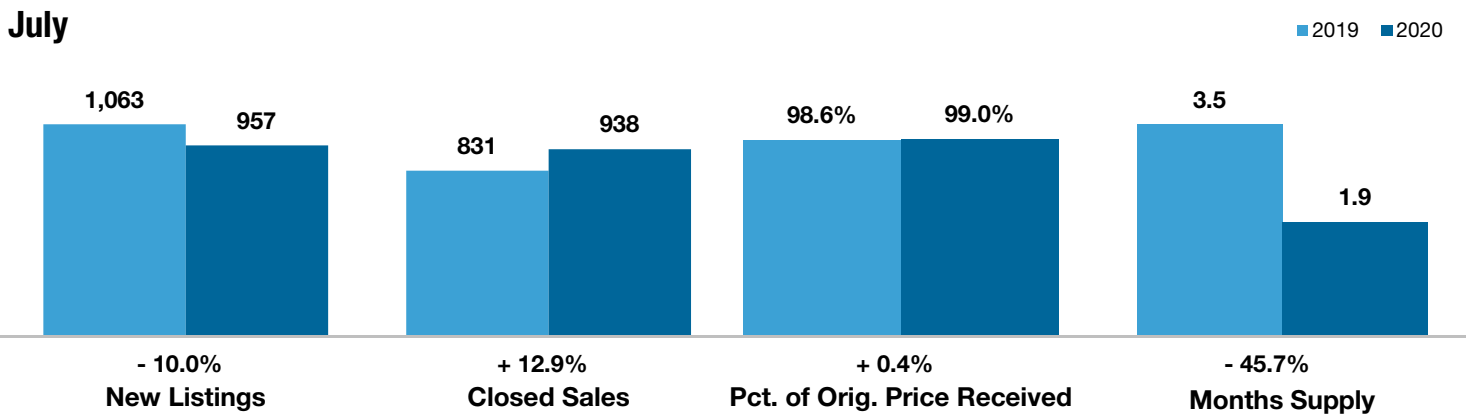
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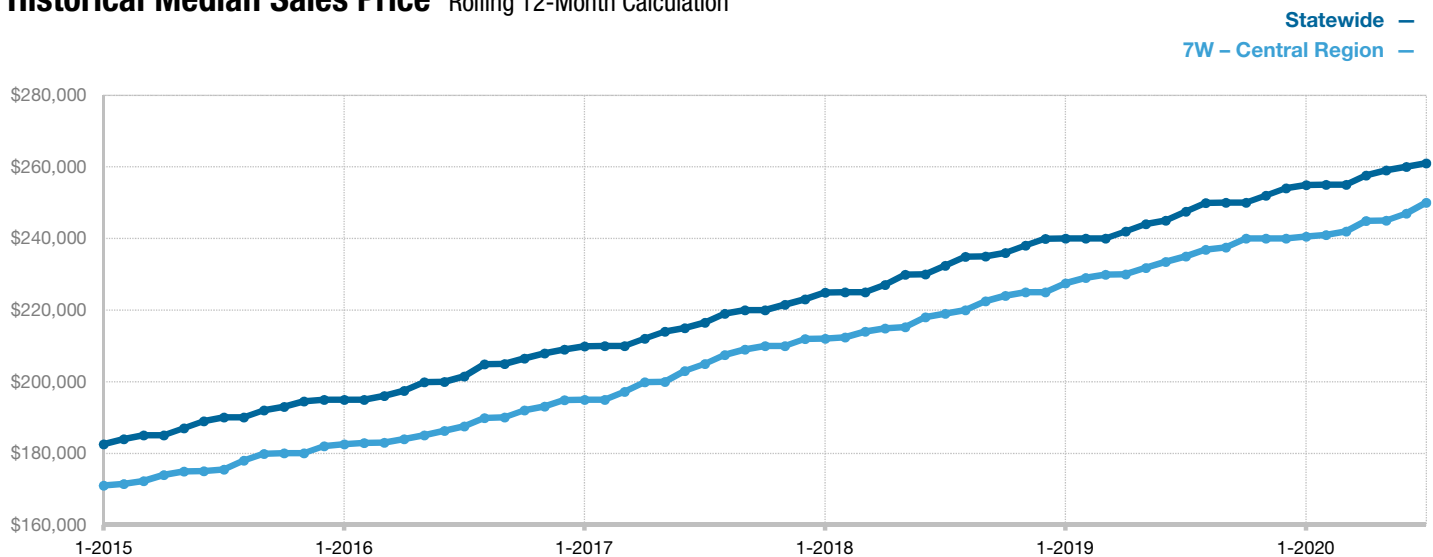
7W – Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	1,063	957	- 10.0%	6,210	6,023	- 3.0%
Closed Sales	831	938	+ 12.9%	4,004	4,200	+ 4.9%
Median Sales Price*	\$243,450	\$272,500	+ 11.9%	\$239,900	\$257,000	+ 7.1%
Percent of Original List Price Received*	98.6%	99.0%	+ 0.4%	98.1%	98.4%	+ 0.3%
Days on Market Until Sale	38	42	+ 10.5%	49	48	- 2.0%
Months Supply of Inventory	3.5	1.9	- 45.7%	--	--	--

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Local Market Update for July 2020

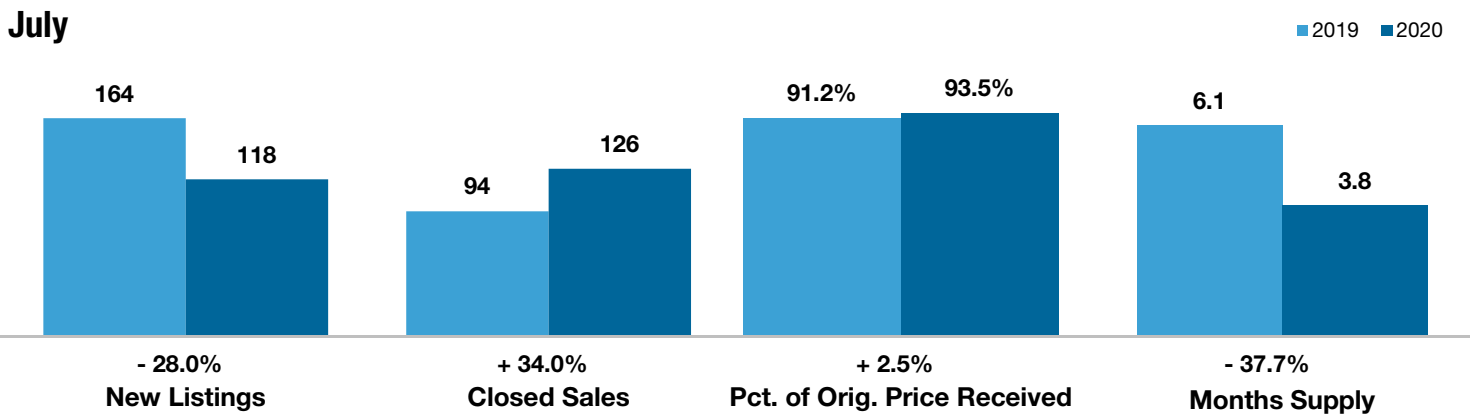
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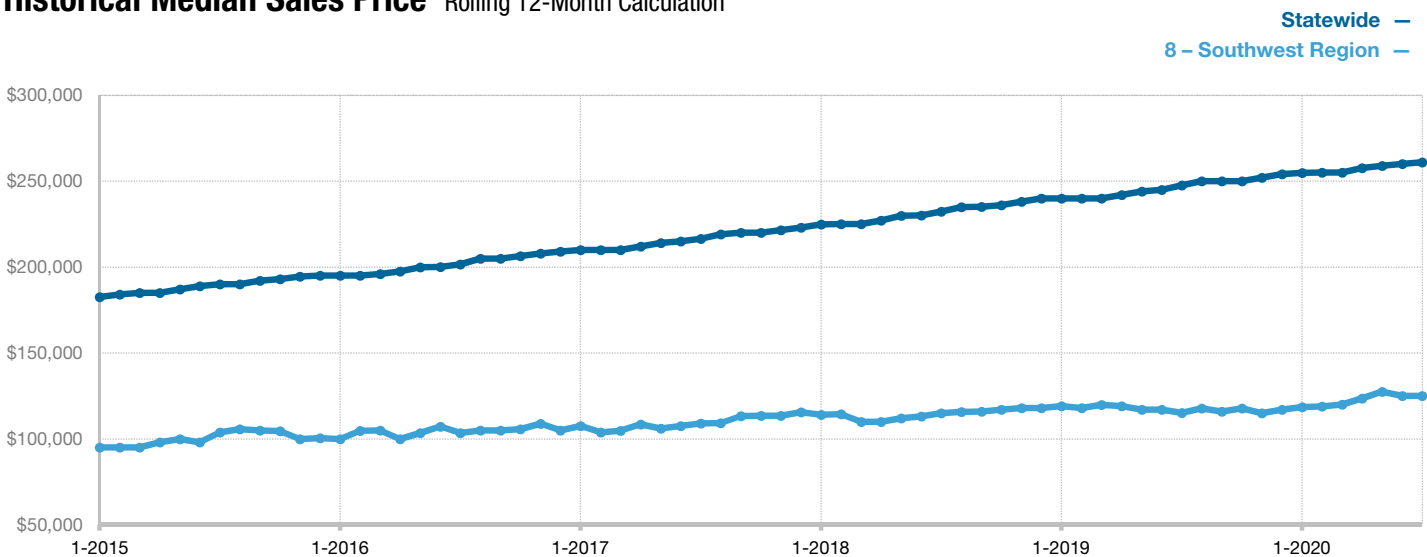
8 – Southwest Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	164	118	- 28.0%	807	800	- 0.9%
Closed Sales	94	126	+ 34.0%	480	567	+ 18.1%
Median Sales Price*	\$133,500	\$120,000	- 10.1%	\$113,500	\$125,000	+ 10.1%
Percent of Original List Price Received*	91.2%	93.5%	+ 2.5%	91.8%	91.5%	- 0.3%
Days on Market Until Sale	83	74	- 10.8%	100	93	- 7.0%
Months Supply of Inventory	6.1	3.8	- 37.7%	--	--	--

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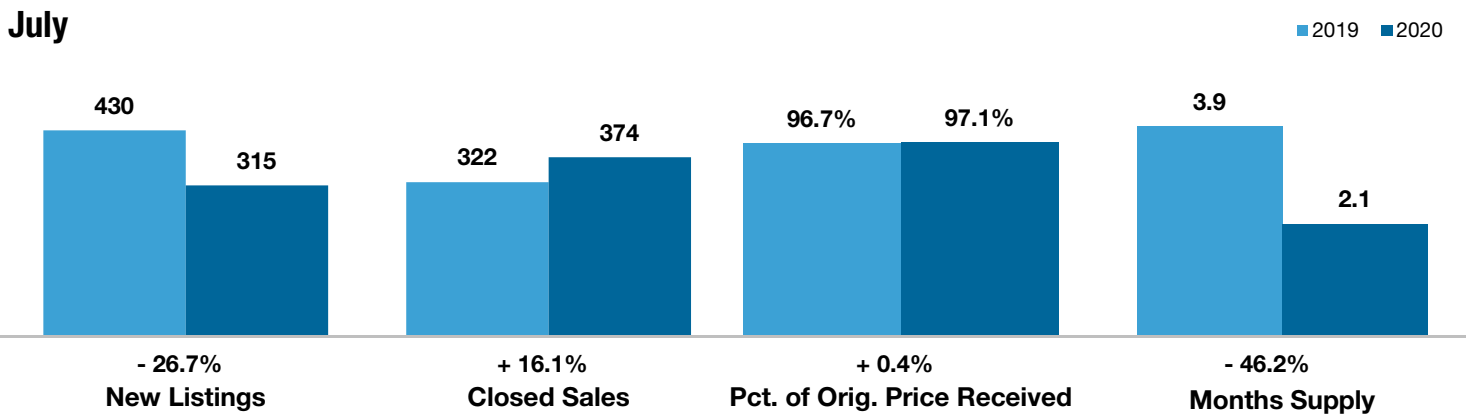
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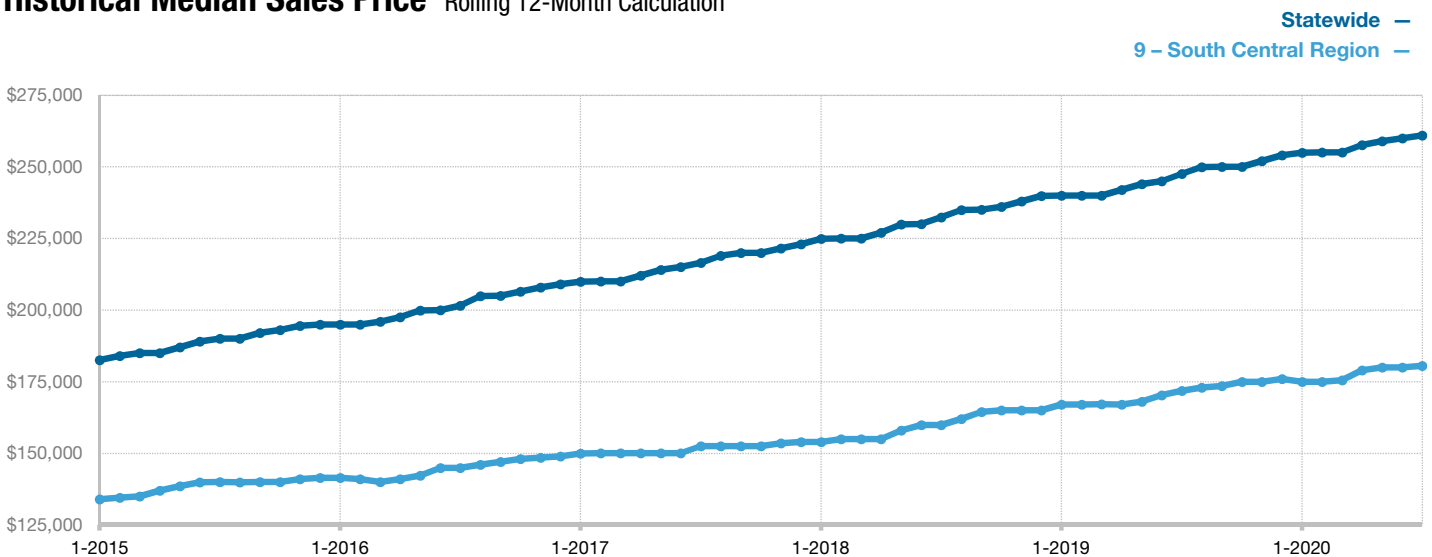
9 – South Central Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	430	315	- 26.7%	2,363	2,077	- 12.1%
Closed Sales	322	374	+ 16.1%	1,584	1,741	+ 9.9%
Median Sales Price*	\$180,000	\$197,850	+ 9.9%	\$175,000	\$184,450	+ 5.4%
Percent of Original List Price Received*	96.7%	97.1%	+ 0.4%	95.2%	95.9%	+ 0.7%
Days on Market Until Sale	80	82	+ 2.5%	101	100	- 1.0%
Months Supply of Inventory	3.9	2.1	- 46.2%	--	--	--

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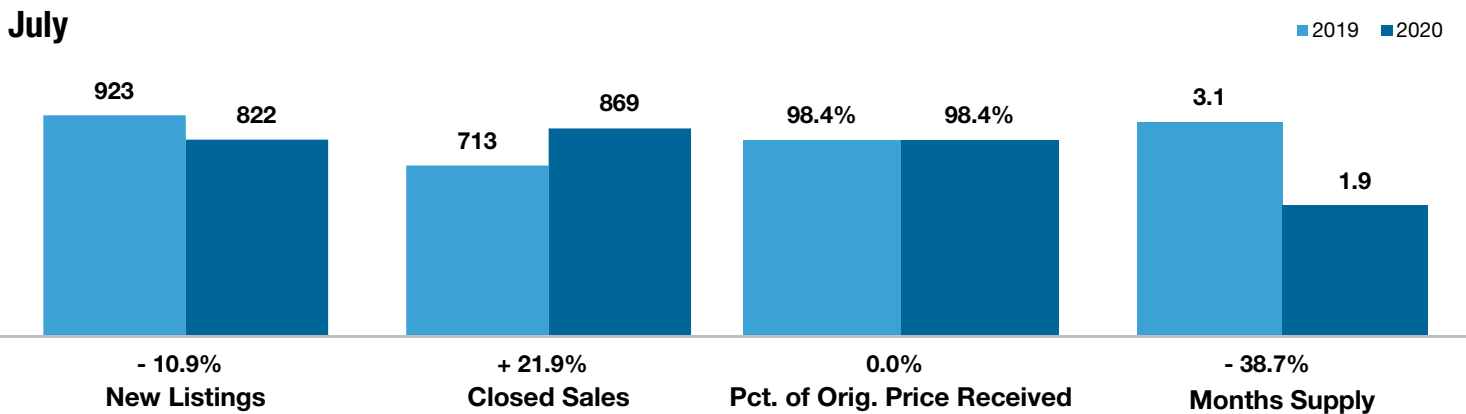
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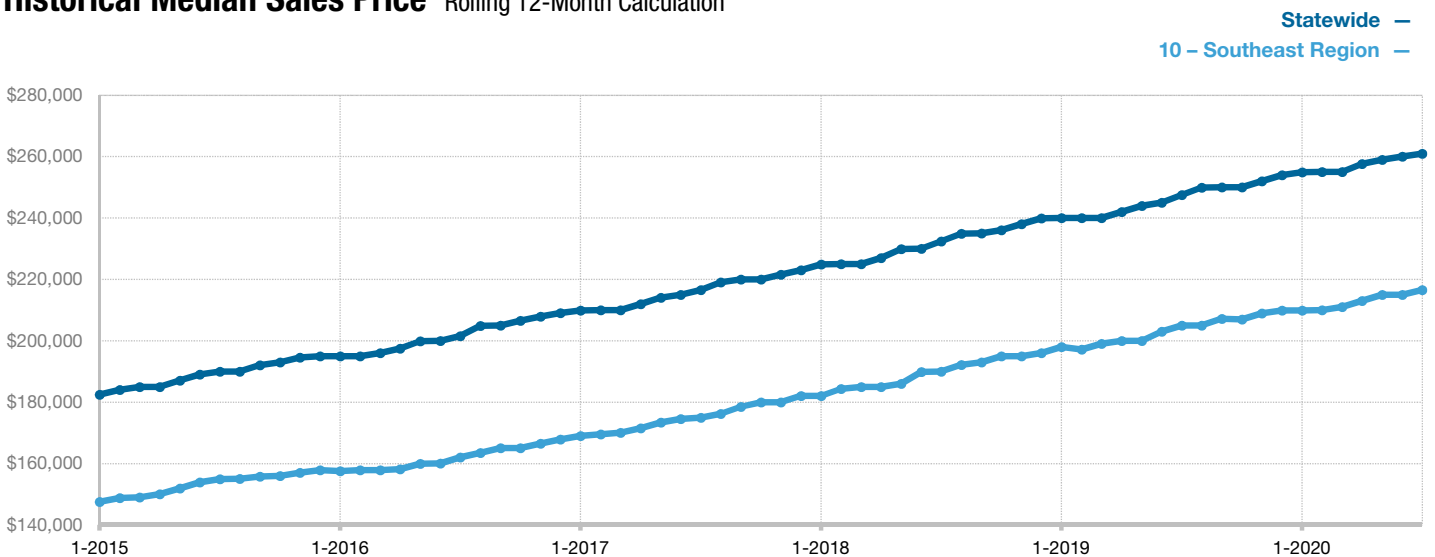
10 – Southeast Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	923	822	- 10.9%	5,159	4,900	- 5.0%
Closed Sales	713	869	+ 21.9%	3,811	3,895	+ 2.2%
Median Sales Price*	\$219,900	\$225,850	+ 2.7%	\$210,000	\$224,000	+ 6.7%
Percent of Original List Price Received*	98.4%	98.4%	0.0%	97.3%	97.4%	+ 0.1%
Days on Market Until Sale	44	49	+ 11.4%	58	58	0.0%
Months Supply of Inventory	3.1	1.9	- 38.7%	--	--	--

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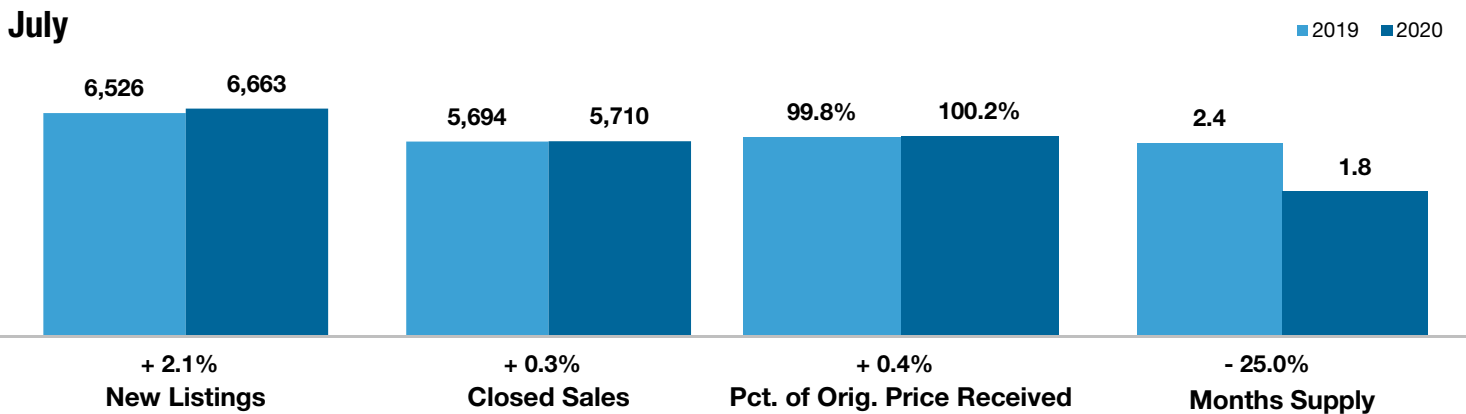
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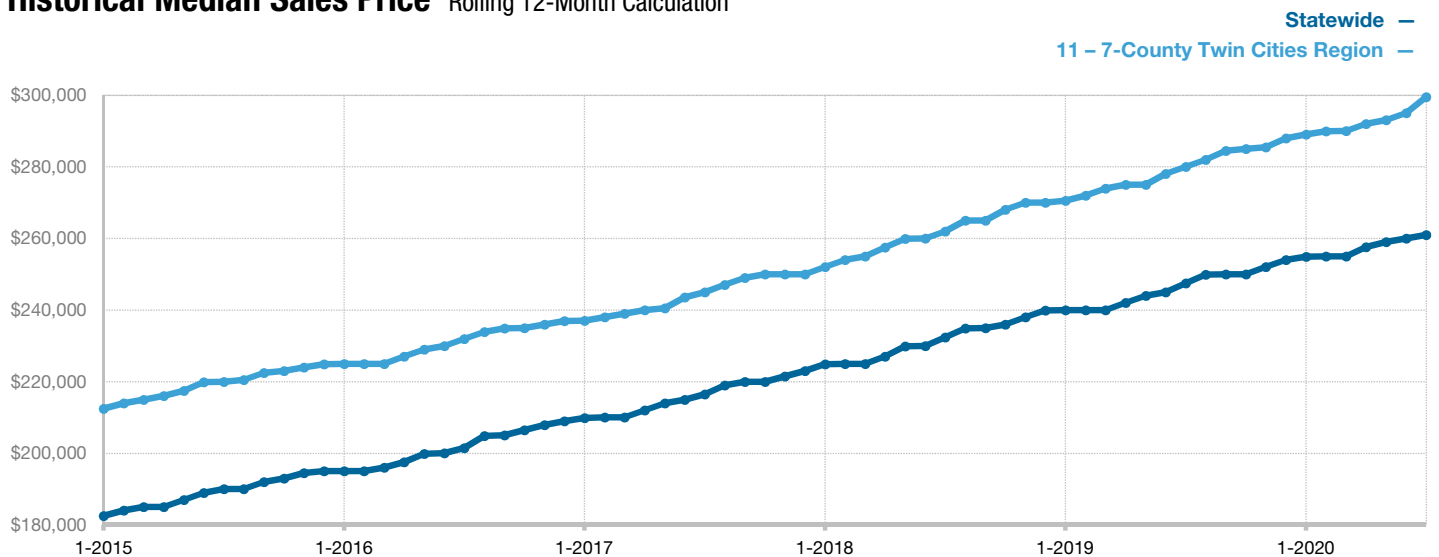
11 – 7-County Twin Cities Region

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	6,526	6,663	+ 2.1%	40,774	38,365	- 5.9%
Closed Sales	5,694	5,710	+ 0.3%	28,235	27,356	- 3.1%
Median Sales Price*	\$290,000	\$320,000	+ 10.3%	\$287,000	\$305,000	+ 6.3%
Percent of Original List Price Received*	99.8%	100.2%	+ 0.4%	99.4%	99.4%	0.0%
Days on Market Until Sale	29	32	+ 10.3%	37	37	0.0%
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--

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