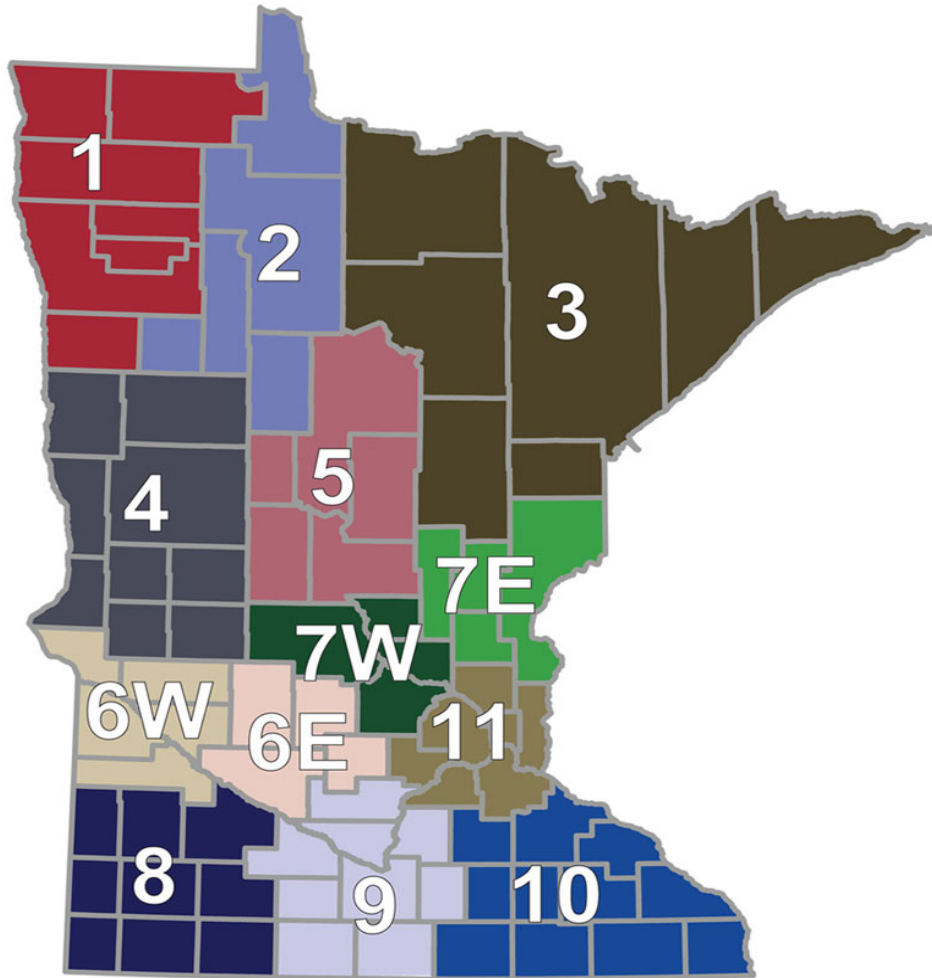


Minnesota Regional Development Organizations



- 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 October 2020

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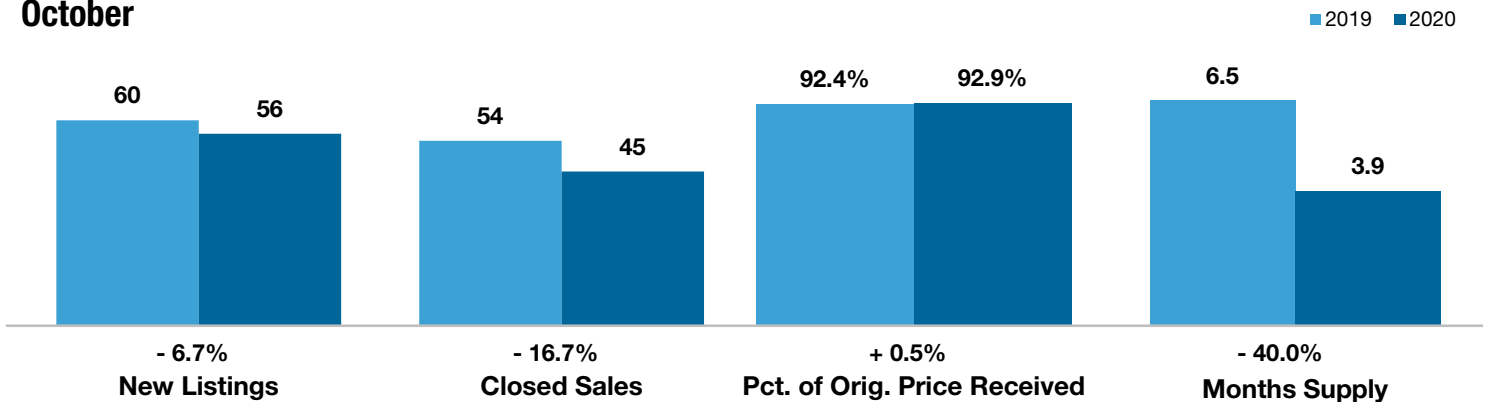


1 – Northwest Region

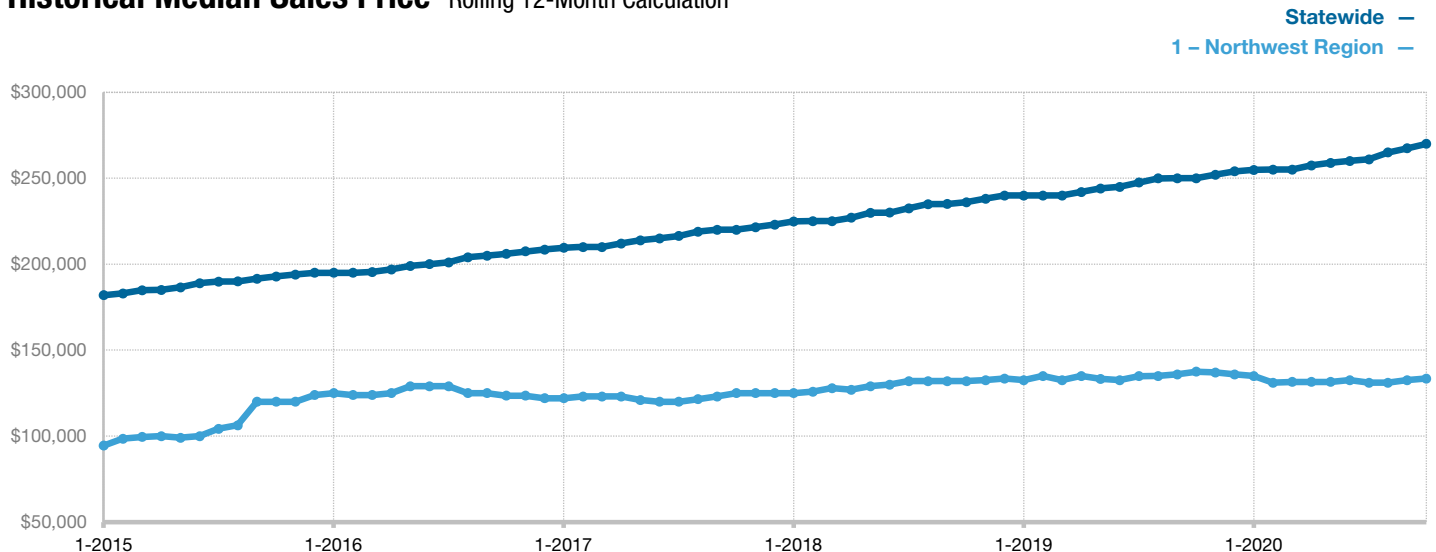
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	60	56	- 6.7%	598	544	- 9.0%
Pending Sales	33	41	+ 24.2%	413	457	+ 10.7%
Closed Sales	54	45	- 16.7%	386	409	+ 6.0%
Median Sales Price*	\$141,400	\$155,000	+ 9.6%	\$138,000	\$134,000	- 2.9%
Percent of Original List Price Received*	92.4%	92.9%	+ 0.5%	92.8%	92.3%	- 0.5%
Days on Market Until Sale	98	83	- 15.3%	94	99	+ 5.3%
Months Supply of Inventory	6.5	3.9	- 40.0%	--	--	--

* 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.

October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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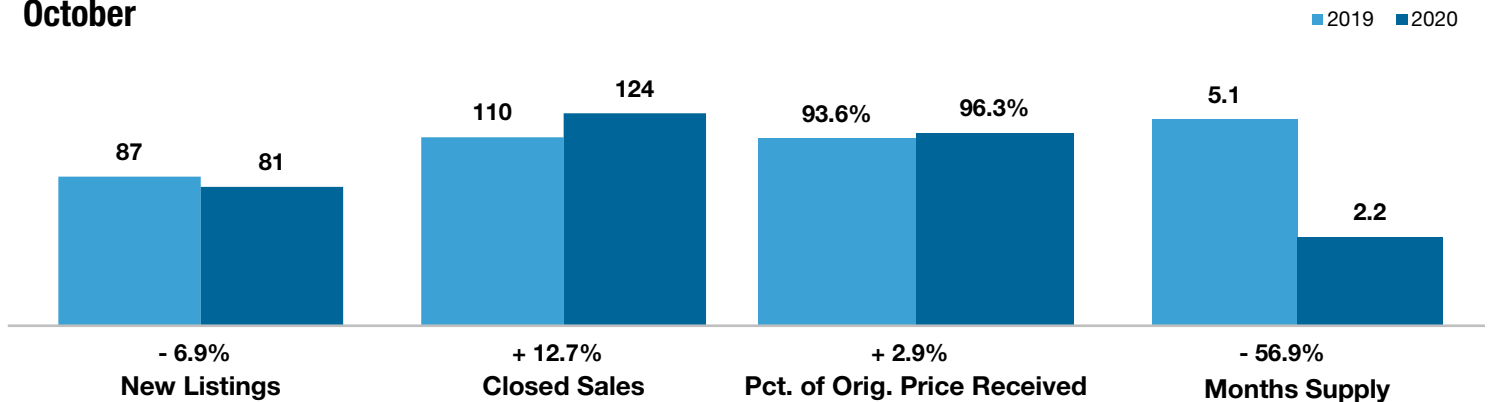


2 – Headwaters Region

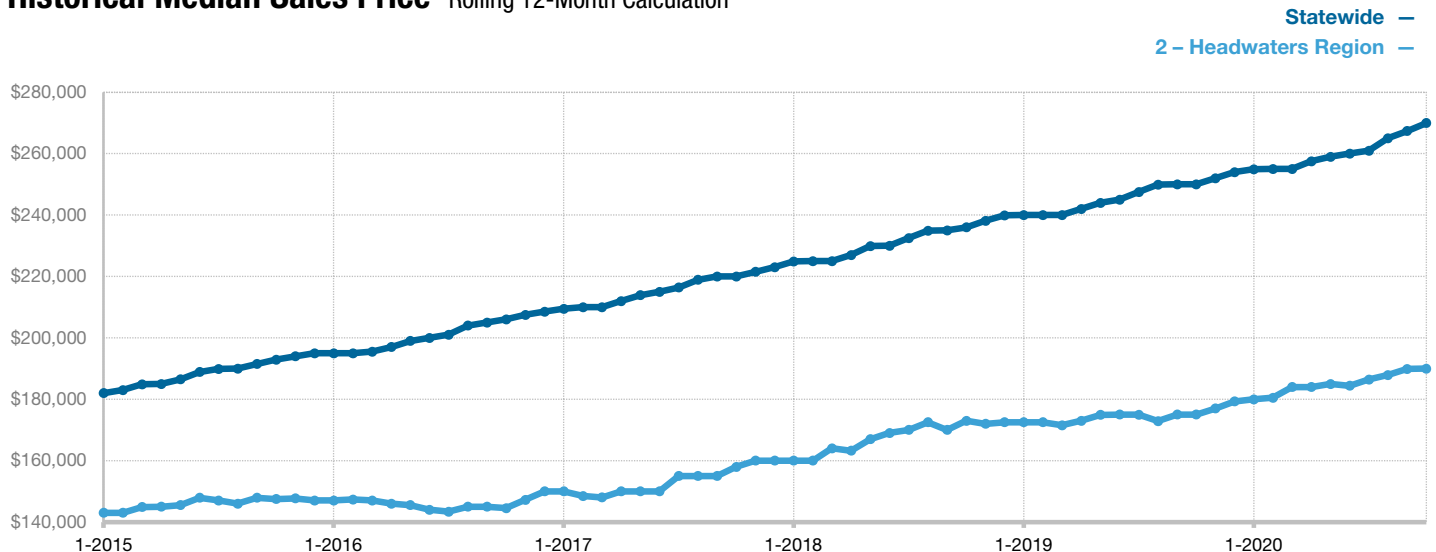
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	87	81	- 6.9%	1,463	1,241	- 15.2%
Pending Sales	83	115	+ 38.6%	984	1,098	+ 11.6%
Closed Sales	110	124	+ 12.7%	930	976	+ 4.9%
Median Sales Price*	\$169,000	\$206,750	+ 22.3%	\$177,125	\$191,000	+ 7.8%
Percent of Original List Price Received*	93.6%	96.3%	+ 2.9%	94.8%	95.4%	+ 0.6%
Days on Market Until Sale	66	70	+ 6.1%	71	73	+ 2.8%
Months Supply of Inventory	5.1	2.2	- 56.9%	--	--	--

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October



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Local Market Update for October 2020

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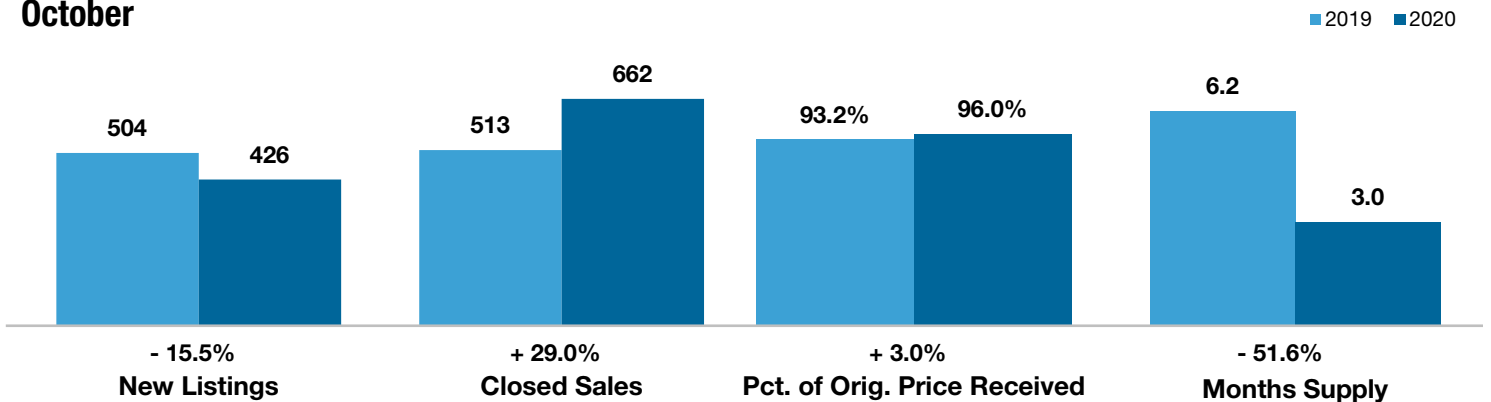


3 – Arrowhead Region

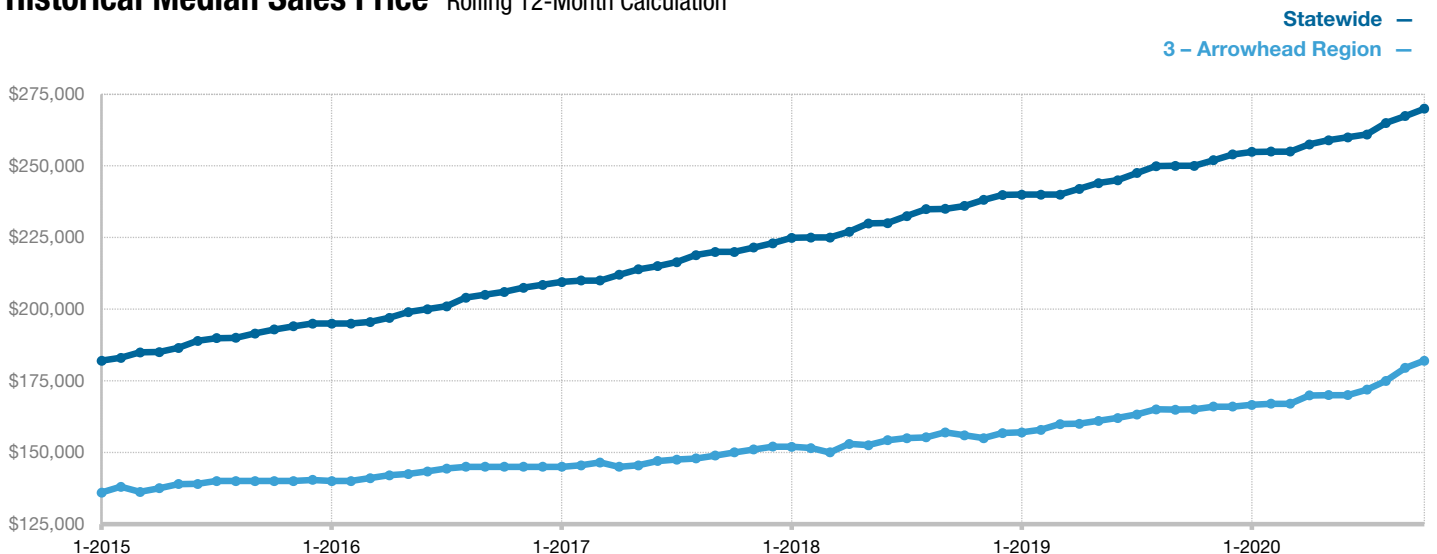
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	504	426	- 15.5%	6,632	5,582	- 15.8%
Pending Sales	407	415	+ 2.0%	4,400	4,955	+ 12.6%
Closed Sales	513	662	+ 29.0%	4,222	4,589	+ 8.7%
Median Sales Price*	\$169,425	\$204,000	+ 20.4%	\$168,000	\$186,000	+ 10.7%
Percent of Original List Price Received*	93.2%	96.0%	+ 3.0%	94.3%	95.2%	+ 1.0%
Days on Market Until Sale	78	76	- 2.6%	81	80	- 1.2%
Months Supply of Inventory	6.2	3.0	- 51.6%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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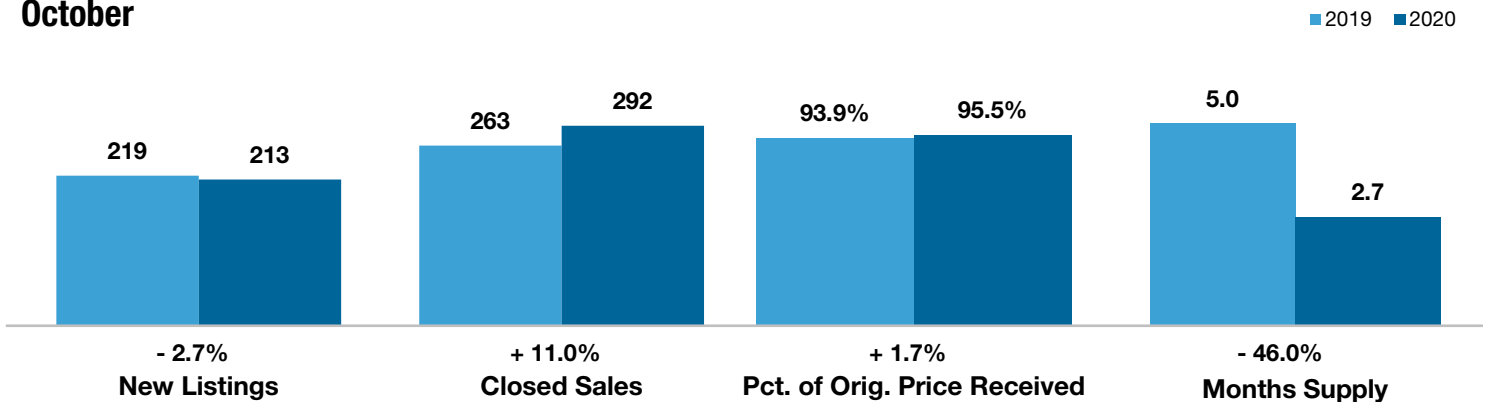


4 – West Central Region

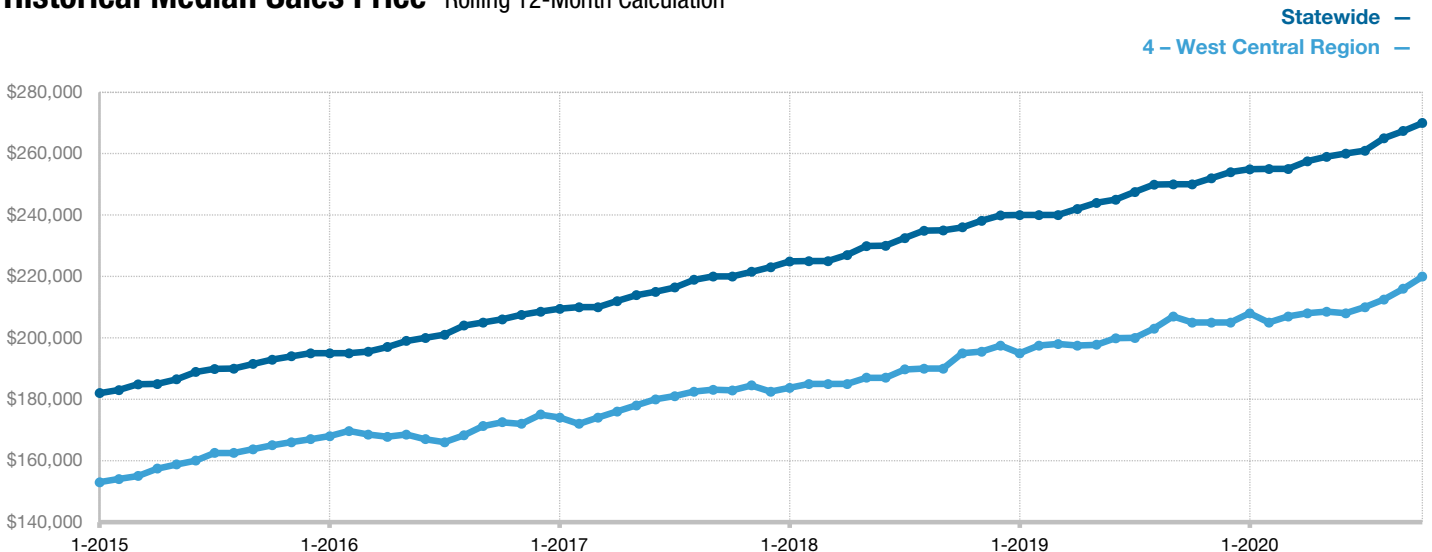
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	219	213	- 2.7%	3,220	3,018	- 6.3%
Pending Sales	190	200	+ 5.3%	2,224	2,579	+ 16.0%
Closed Sales	263	292	+ 11.0%	2,105	2,353	+ 11.8%
Median Sales Price*	\$209,000	\$239,500	+ 14.6%	\$208,000	\$225,000	+ 8.2%
Percent of Original List Price Received*	93.9%	95.5%	+ 1.7%	94.6%	95.7%	+ 1.2%
Days on Market Until Sale	63	57	- 9.5%	69	67	- 2.9%
Months Supply of Inventory	5.0	2.7	- 46.0%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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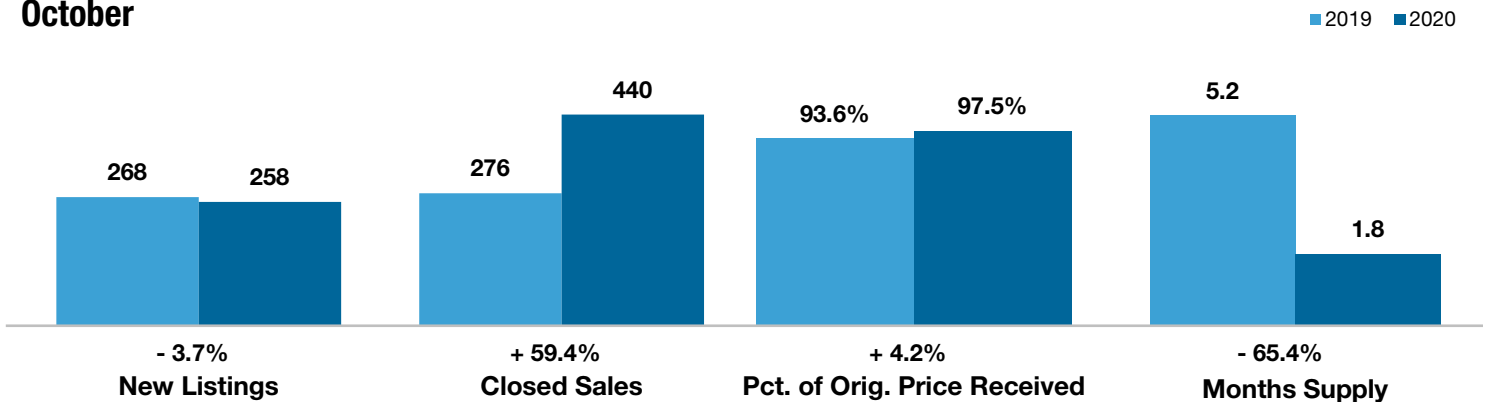


5 – North Central Region

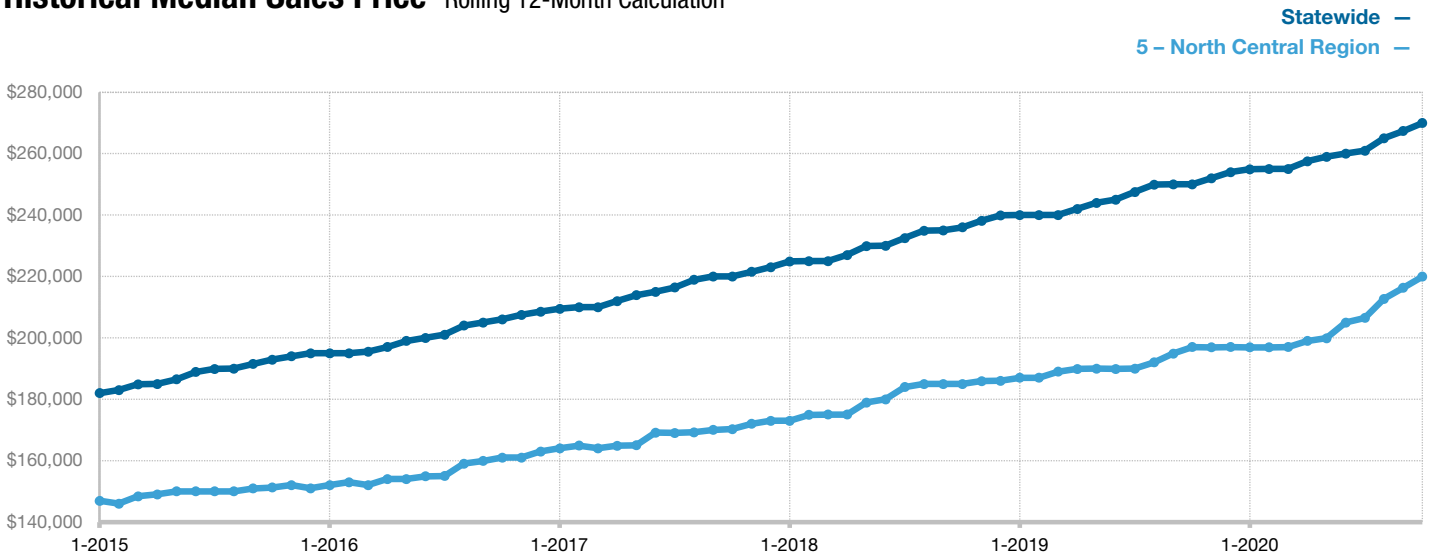
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	268	258	- 3.7%	3,843	3,555	- 7.5%
Pending Sales	234	298	+ 27.4%	2,673	3,205	+ 19.9%
Closed Sales	276	440	+ 59.4%	2,581	2,937	+ 13.8%
Median Sales Price*	\$229,450	\$250,000	+ 9.0%	\$199,900	\$225,000	+ 12.6%
Percent of Original List Price Received*	93.6%	97.5%	+ 4.2%	95.0%	96.0%	+ 1.1%
Days on Market Until Sale	71	50	- 29.6%	69	68	- 1.4%
Months Supply of Inventory	5.2	1.8	- 65.4%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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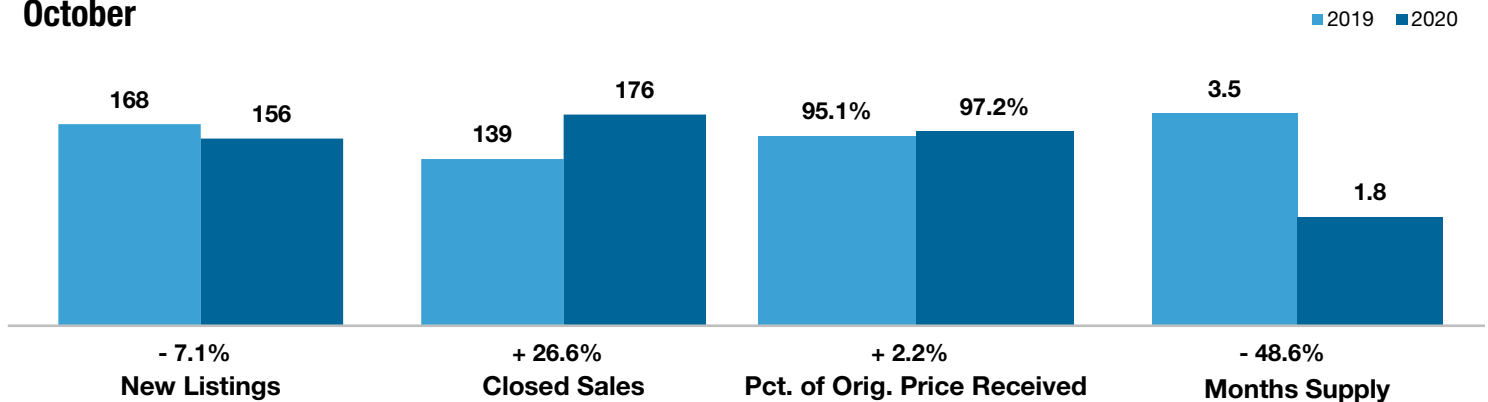


6E – Southwest Central Region

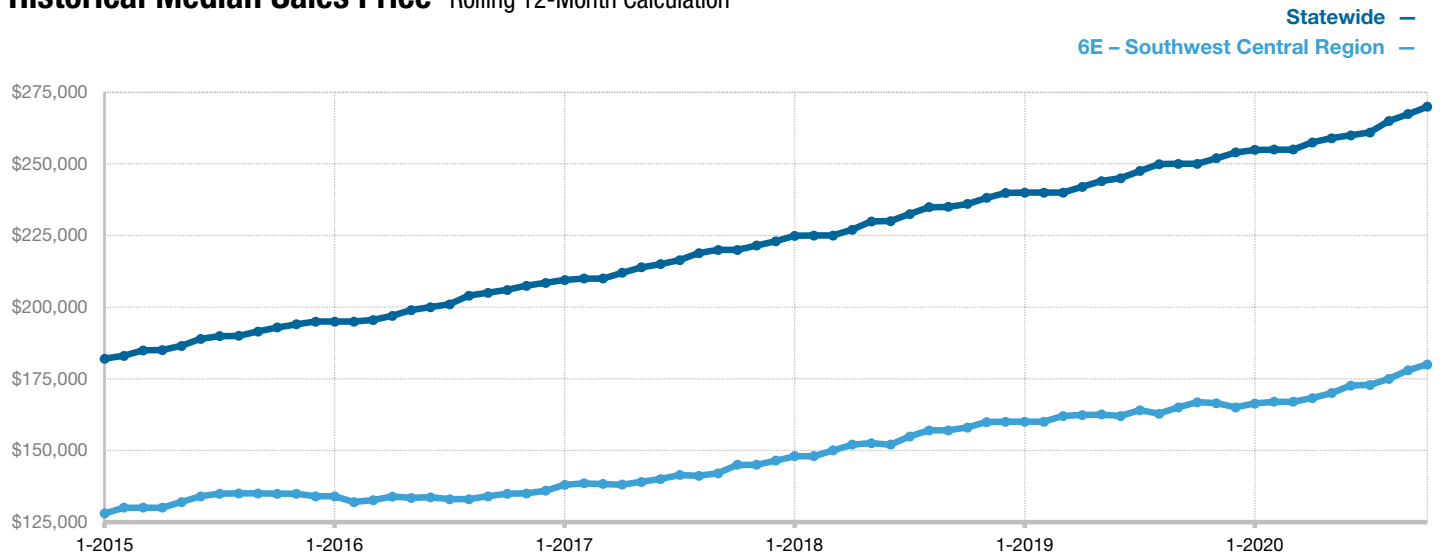
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	168	156	- 7.1%	1,755	1,587	- 9.6%
Pending Sales	150	162	+ 8.0%	1,397	1,472	+ 5.4%
Closed Sales	139	176	+ 26.6%	1,338	1,332	- 0.4%
Median Sales Price*	\$172,800	\$203,000	+ 17.5%	\$166,000	\$183,000	+ 10.2%
Percent of Original List Price Received*	95.1%	97.2%	+ 2.2%	95.5%	96.5%	+ 1.0%
Days on Market Until Sale	55	57	+ 3.6%	67	63	- 6.0%
Months Supply of Inventory	3.5	1.8	- 48.6%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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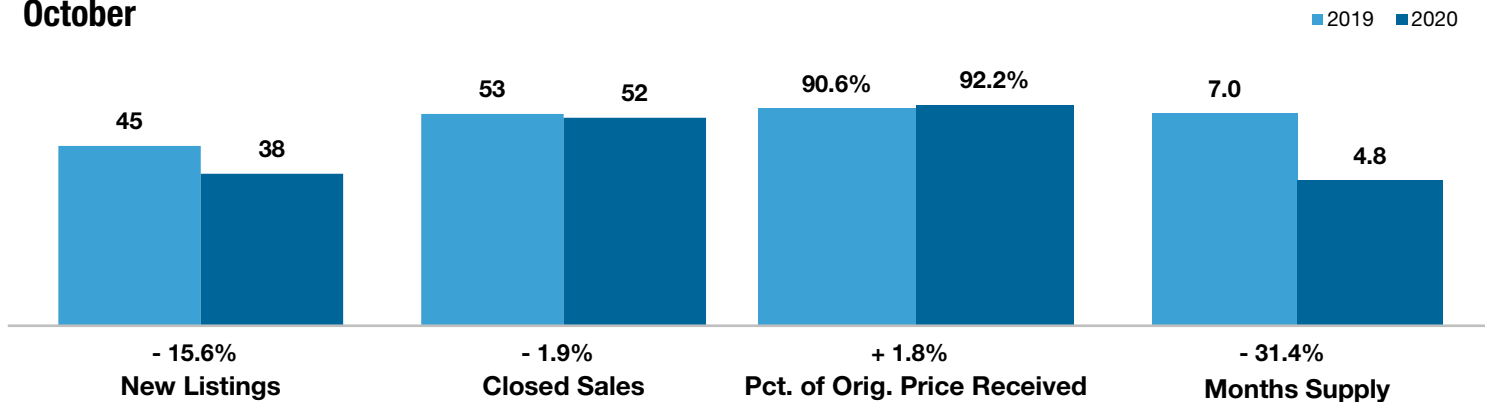


6W – Upper Minnesota Valley Region

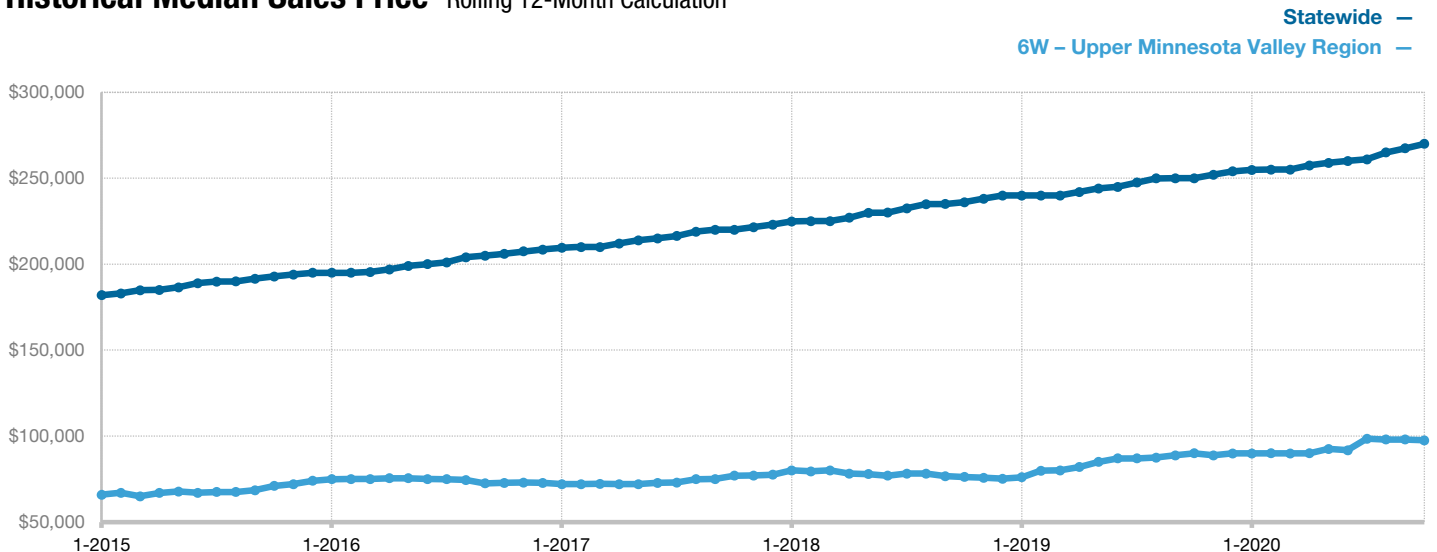
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	45	38	- 15.6%	499	441	- 11.6%
Pending Sales	37	33	- 10.8%	335	350	+ 4.5%
Closed Sales	53	52	- 1.9%	328	338	+ 3.0%
Median Sales Price*	\$112,000	\$103,000	- 8.0%	\$90,000	\$102,500	+ 13.9%
Percent of Original List Price Received*	90.6%	92.2%	+ 1.8%	90.8%	90.0%	- 0.9%
Days on Market Until Sale	99	90	- 9.1%	118	104	- 11.9%
Months Supply of Inventory	7.0	4.8	- 31.4%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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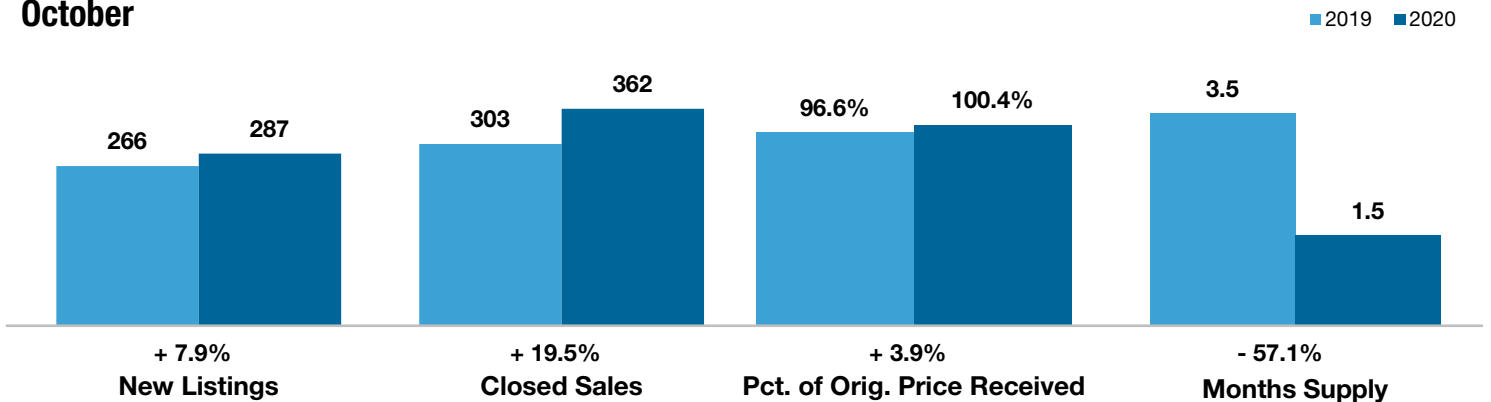


7E – East Central Region

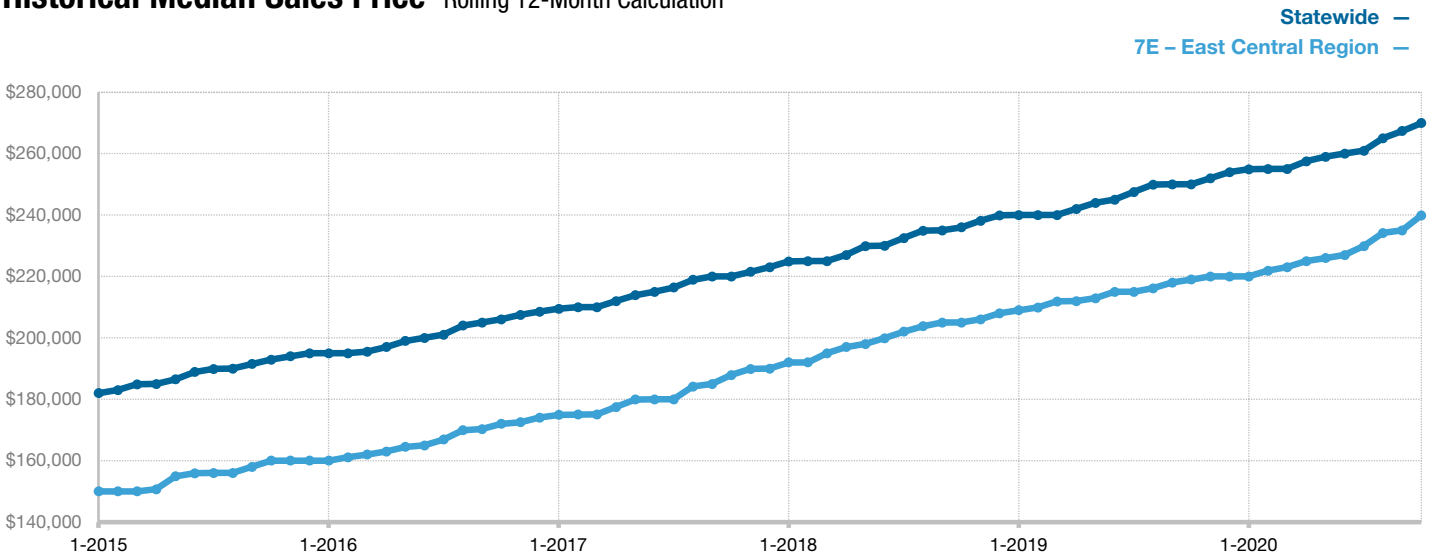
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	266	287	+ 7.9%	3,519	3,344	- 5.0%
Pending Sales	272	314	+ 15.4%	2,572	2,930	+ 13.9%
Closed Sales	303	362	+ 19.5%	2,457	2,683	+ 9.2%
Median Sales Price*	\$220,725	\$260,000	+ 17.8%	\$220,000	\$242,456	+ 10.2%
Percent of Original List Price Received*	96.6%	100.4%	+ 3.9%	97.4%	98.7%	+ 1.3%
Days on Market Until Sale	50	34	- 32.0%	52	46	- 11.5%
Months Supply of Inventory	3.5	1.5	- 57.1%	--	--	--

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October



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for October 2020

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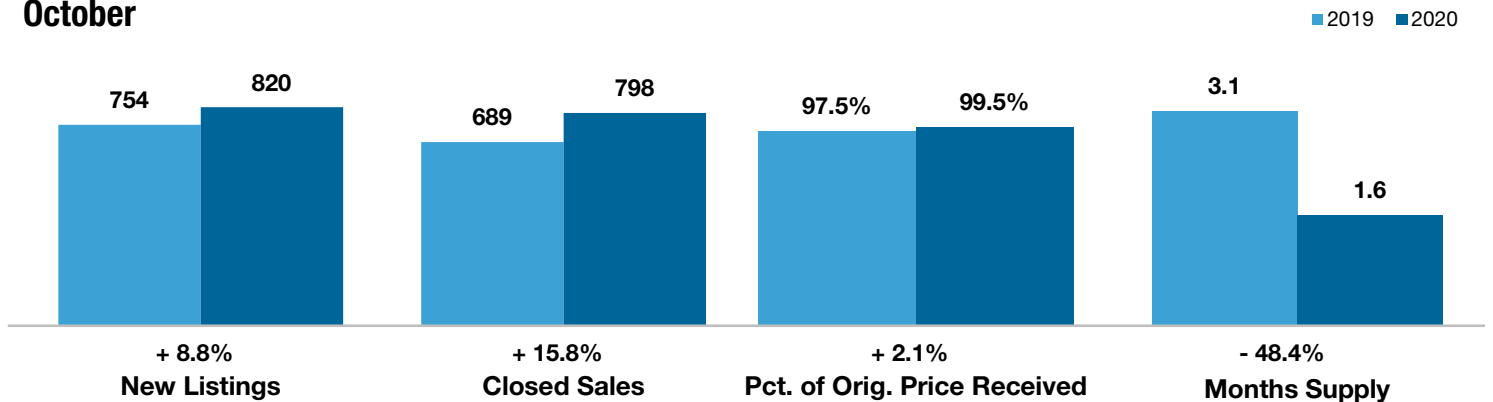


7W – Central Region

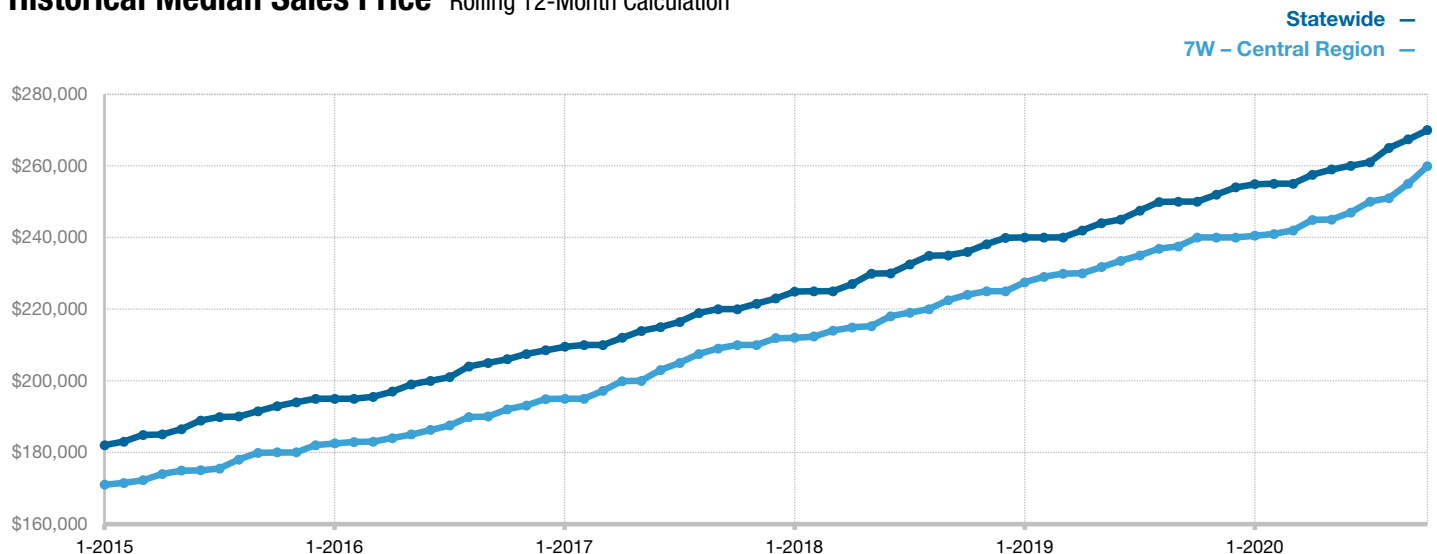
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	754	820	+ 8.8%	8,804	8,742	- 0.7%
Pending Sales	622	776	+ 24.8%	6,476	7,327	+ 13.1%
Closed Sales	689	798	+ 15.8%	6,186	6,685	+ 8.1%
Median Sales Price*	\$245,000	\$280,000	+ 14.3%	\$240,000	\$261,000	+ 8.7%
Percent of Original List Price Received*	97.5%	99.5%	+ 2.1%	98.0%	98.8%	+ 0.8%
Days on Market Until Sale	52	34	- 34.6%	48	44	- 8.3%
Months Supply of Inventory	3.1	1.6	- 48.4%	--	--	--

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October



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Local Market Update for October 2020

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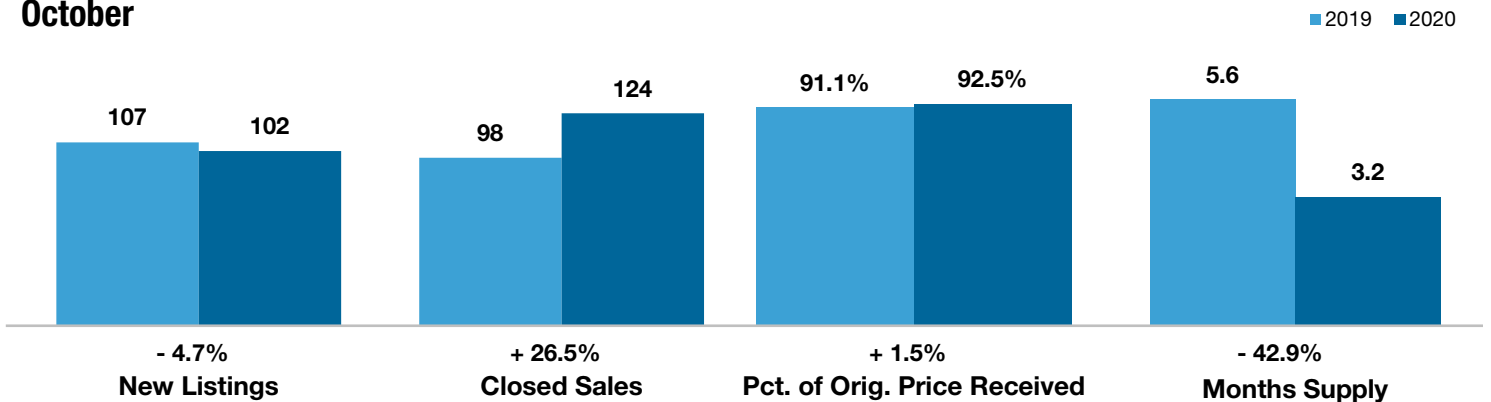


8 – Southwest Region

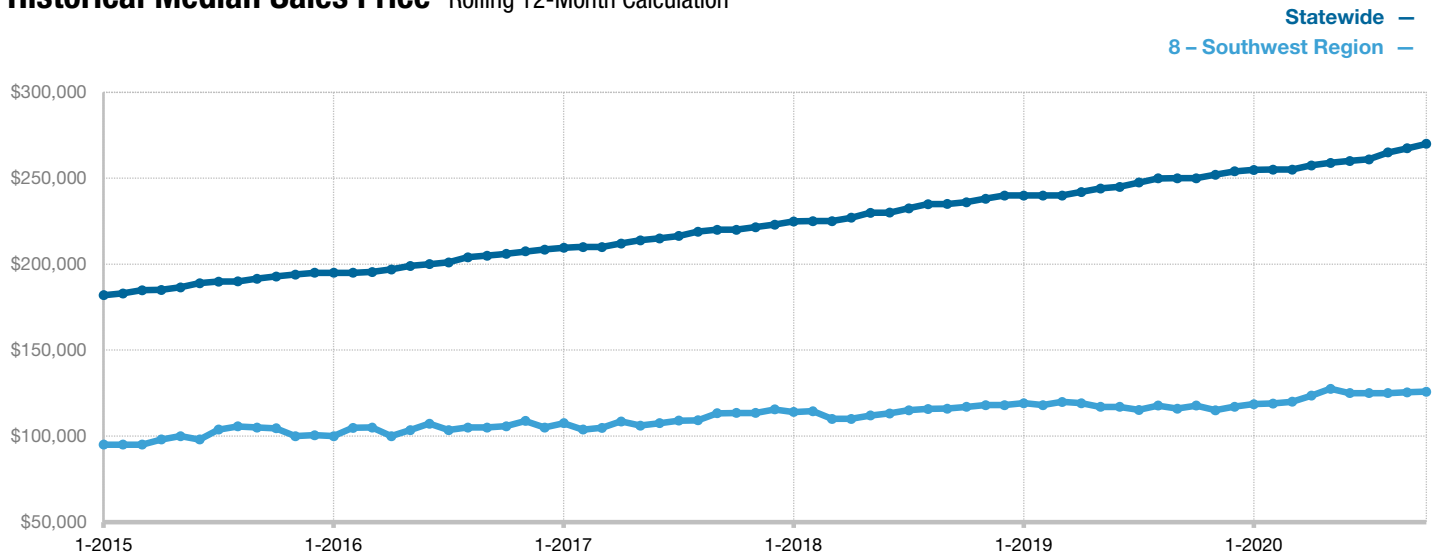
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	107	102	- 4.7%	1,169	1,156	- 1.1%
Pending Sales	97	121	+ 24.7%	852	1,015	+ 19.1%
Closed Sales	98	124	+ 26.5%	803	933	+ 16.2%
Median Sales Price*	\$120,000	\$125,000	+ 4.2%	\$118,750	\$128,000	+ 7.8%
Percent of Original List Price Received*	91.1%	92.5%	+ 1.5%	91.8%	92.4%	+ 0.7%
Days on Market Until Sale	99	71	- 28.3%	94	83	- 11.7%
Months Supply of Inventory	5.6	3.2	- 42.9%	--	--	--

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October



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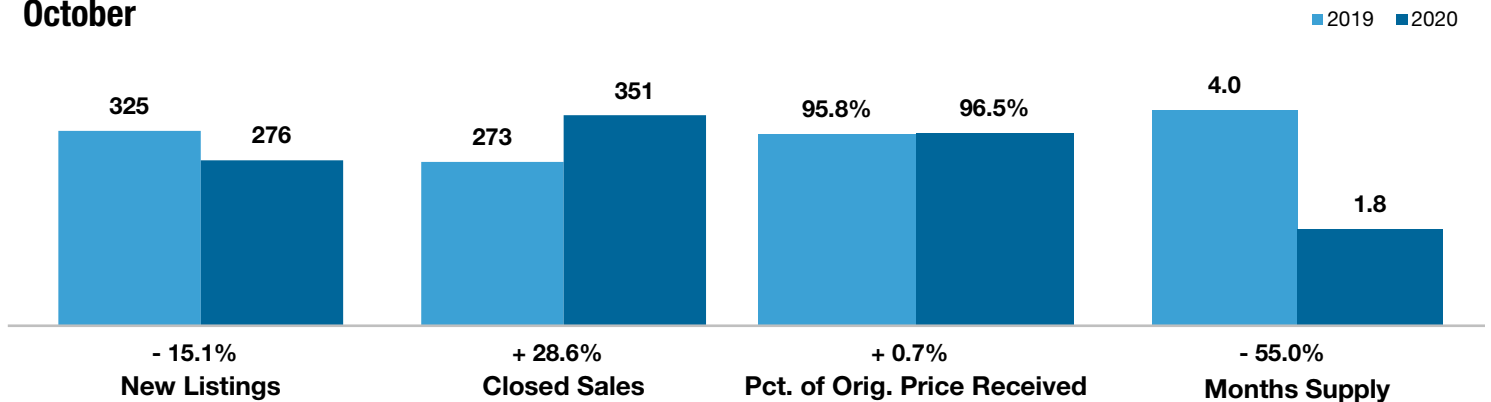


9 – South Central Region

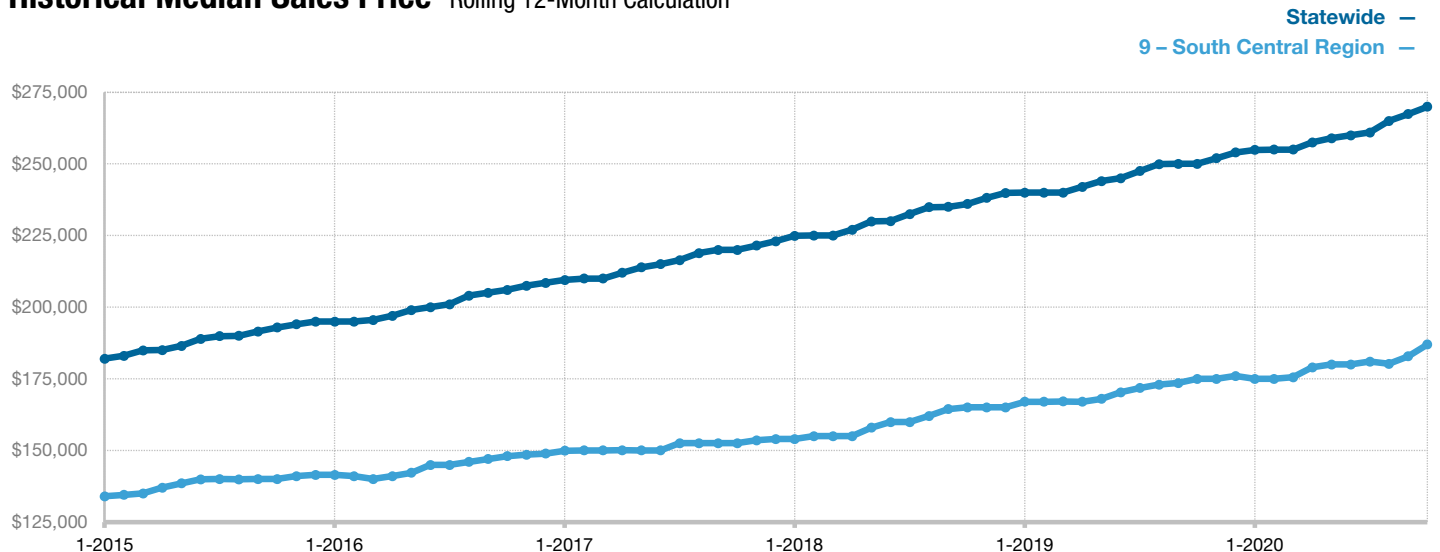
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	325	276	- 15.1%	3,462	3,055	- 11.8%
Pending Sales	264	234	- 11.4%	2,662	2,925	+ 9.9%
Closed Sales	273	351	+ 28.6%	2,501	2,776	+ 11.0%
Median Sales Price*	\$170,000	\$215,480	+ 26.8%	\$176,625	\$189,900	+ 7.5%
Percent of Original List Price Received*	95.8%	96.5%	+ 0.7%	95.3%	96.3%	+ 1.0%
Days on Market Until Sale	82	77	- 6.1%	92	94	+ 2.2%
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

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October



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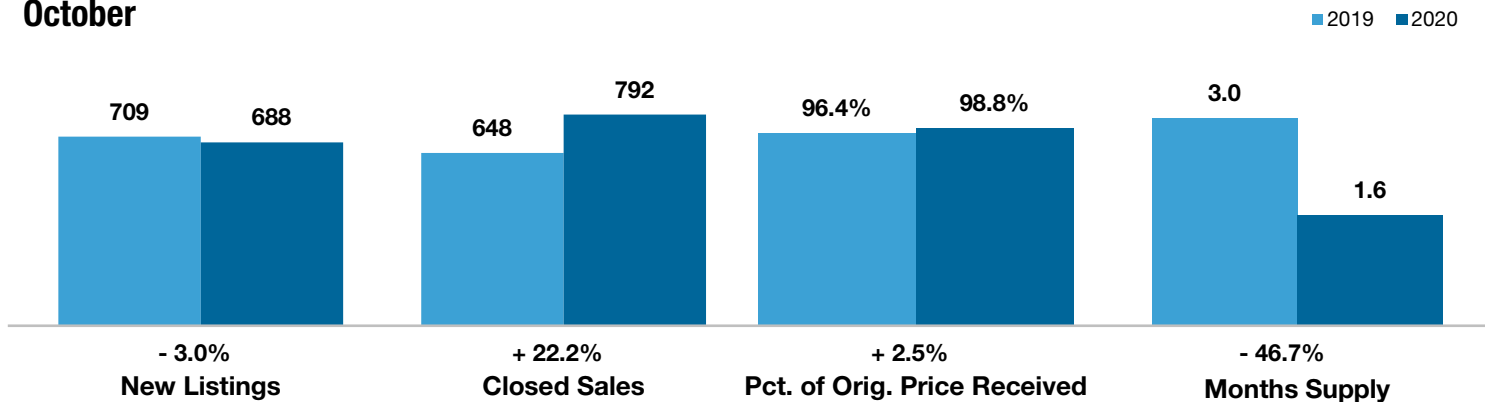


10 – Southeast Region

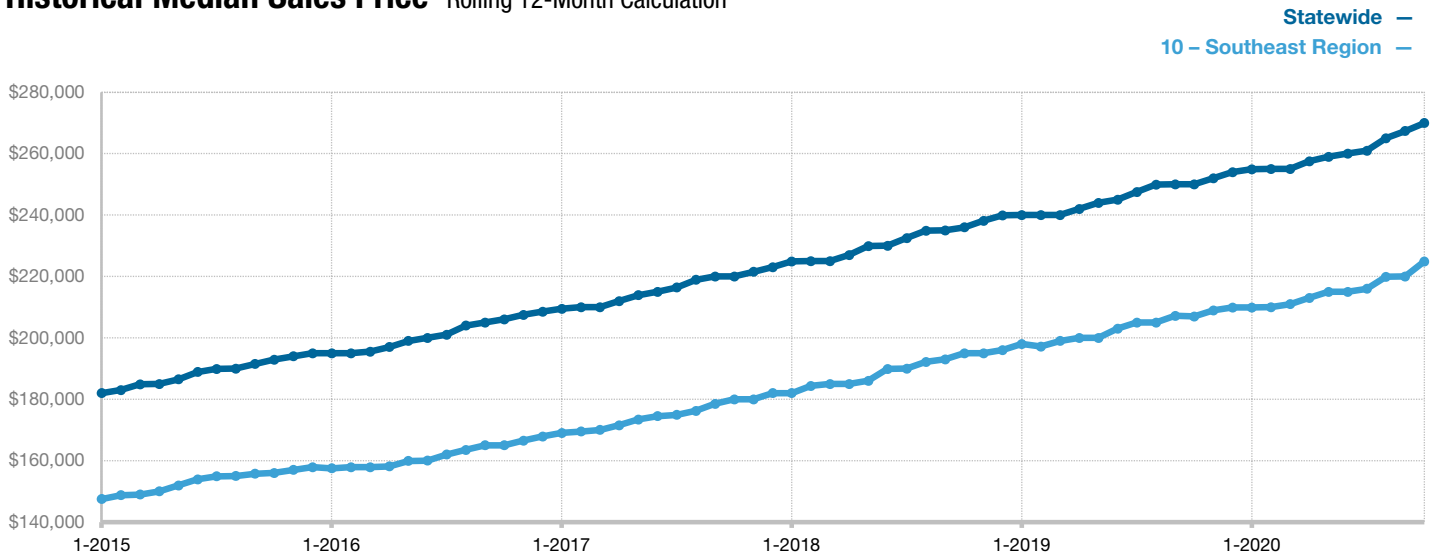
Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	709	688	- 3.0%	7,479	7,163	- 4.2%
Pending Sales	609	704	+ 15.6%	6,124	6,584	+ 7.5%
Closed Sales	648	792	+ 22.2%	5,871	6,171	+ 5.1%
Median Sales Price*	\$200,000	\$235,000	+ 17.5%	\$210,000	\$227,000	+ 8.1%
Percent of Original List Price Received*	96.4%	98.8%	+ 2.5%	97.2%	97.9%	+ 0.7%
Days on Market Until Sale	50	42	- 16.0%	55	53	- 3.6%
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--

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October



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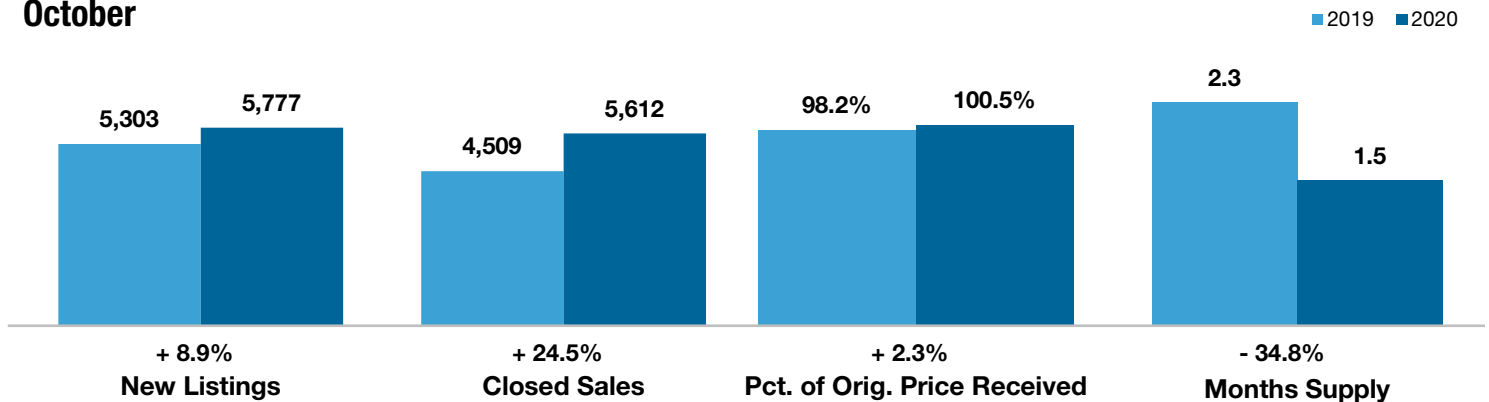


11 – 7-County Twin Cities Region

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	5,303	5,777	+ 8.9%	58,430	57,683	- 1.3%
Pending Sales	4,273	5,279	+ 23.5%	44,386	47,769	+ 7.6%
Closed Sales	4,509	5,612	+ 24.5%	42,910	44,436	+ 3.6%
Median Sales Price*	\$286,000	\$320,000	+ 11.9%	\$288,260	\$311,500	+ 8.1%
Percent of Original List Price Received*	98.2%	100.5%	+ 2.3%	99.1%	99.9%	+ 0.8%
Days on Market Until Sale	37	28	- 24.3%	36	34	- 5.6%
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

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October



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