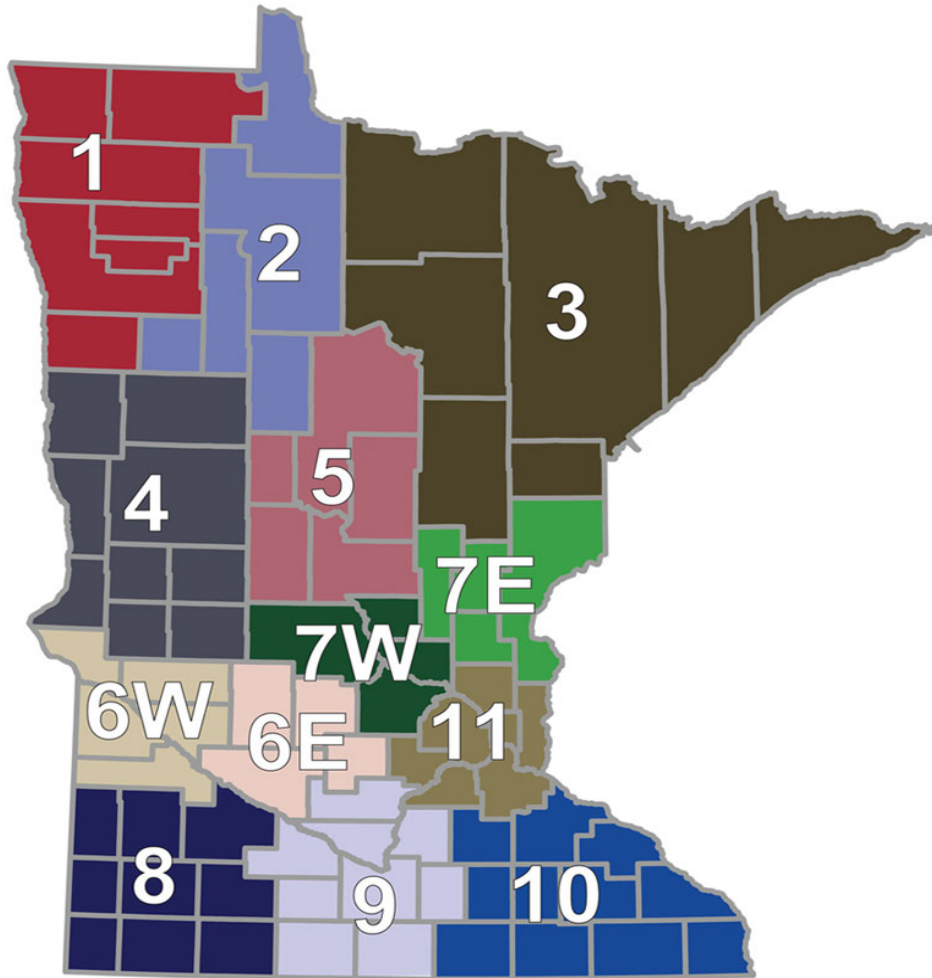


Minnesota Regional Development Organizations



- 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 January 2021

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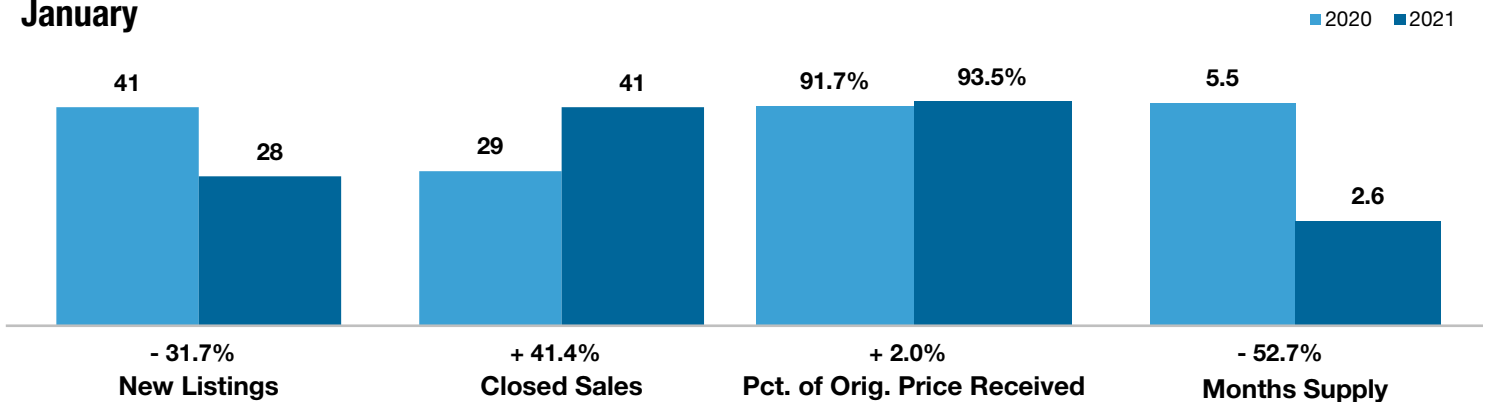


1 – Northwest Region

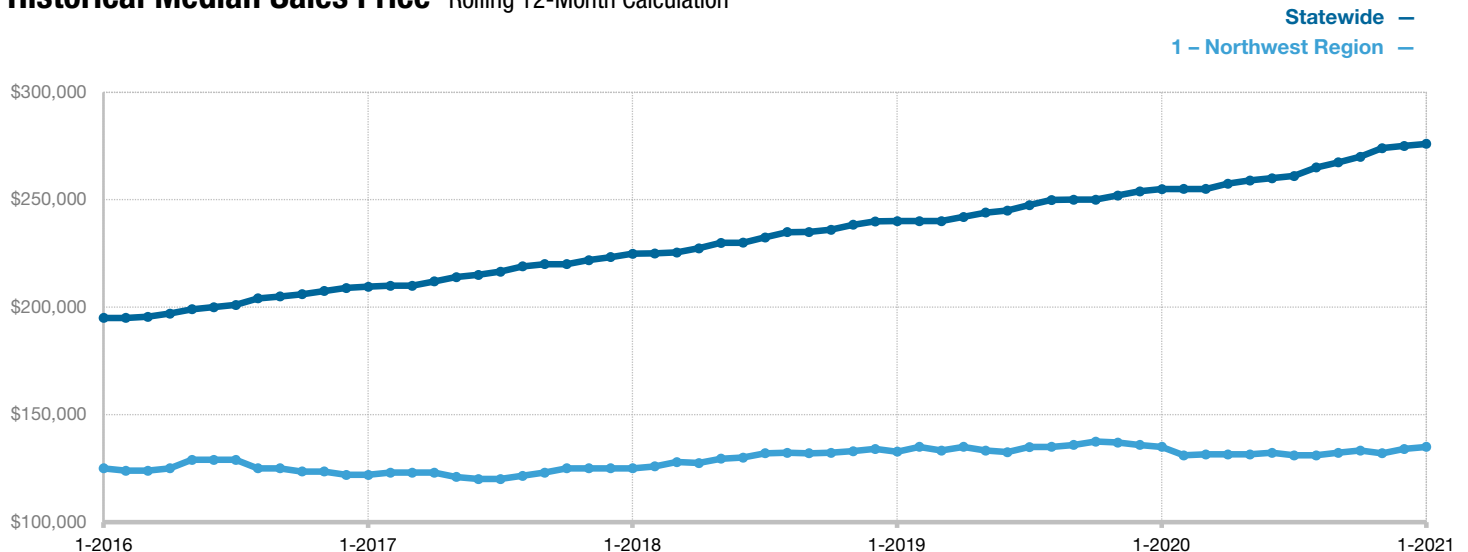
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	41	28	- 31.7%	41	28	- 31.7%
Pending Sales	36	31	- 13.9%	36	31	- 13.9%
Closed Sales	29	41	+ 41.4%	29	41	+ 41.4%
Median Sales Price*	\$90,000	\$131,000	+ 45.6%	\$90,000	\$131,000	+ 45.6%
Percent of Original List Price Received*	91.7%	93.5%	+ 2.0%	91.7%	93.5%	+ 2.0%
Days on Market Until Sale	77	63	- 18.2%	77	63	- 18.2%
Months Supply of Inventory	5.5	2.6	- 52.7%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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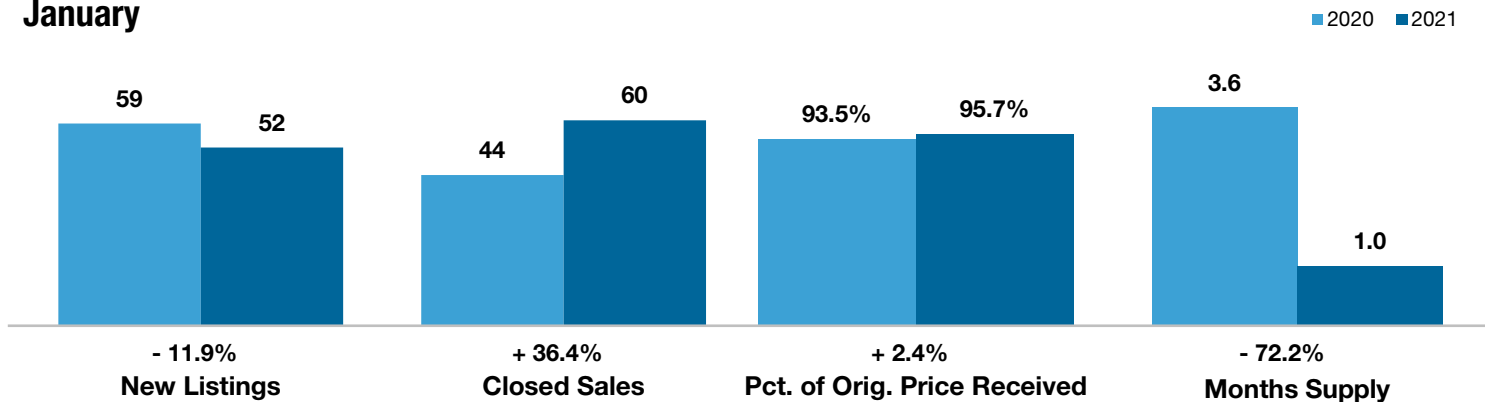


2 – Headwaters Region

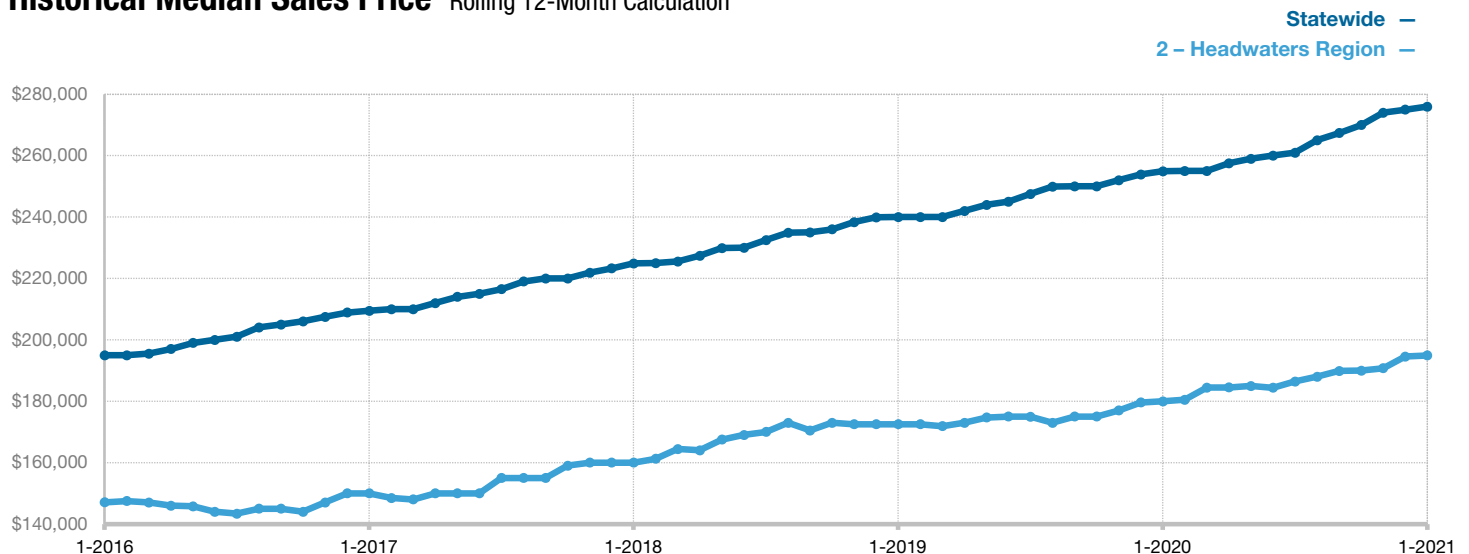
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	59	52	- 11.9%	59	52	- 11.9%
Pending Sales	44	64	+ 45.5%	44	64	+ 45.5%
Closed Sales	44	60	+ 36.4%	44	60	+ 36.4%
Median Sales Price*	\$175,950	\$187,500	+ 6.6%	\$175,950	\$187,500	+ 6.6%
Percent of Original List Price Received*	93.5%	95.7%	+ 2.4%	93.5%	95.7%	+ 2.4%
Days on Market Until Sale	75	80	+ 6.7%	75	80	+ 6.7%
Months Supply of Inventory	3.6	1.0	- 72.2%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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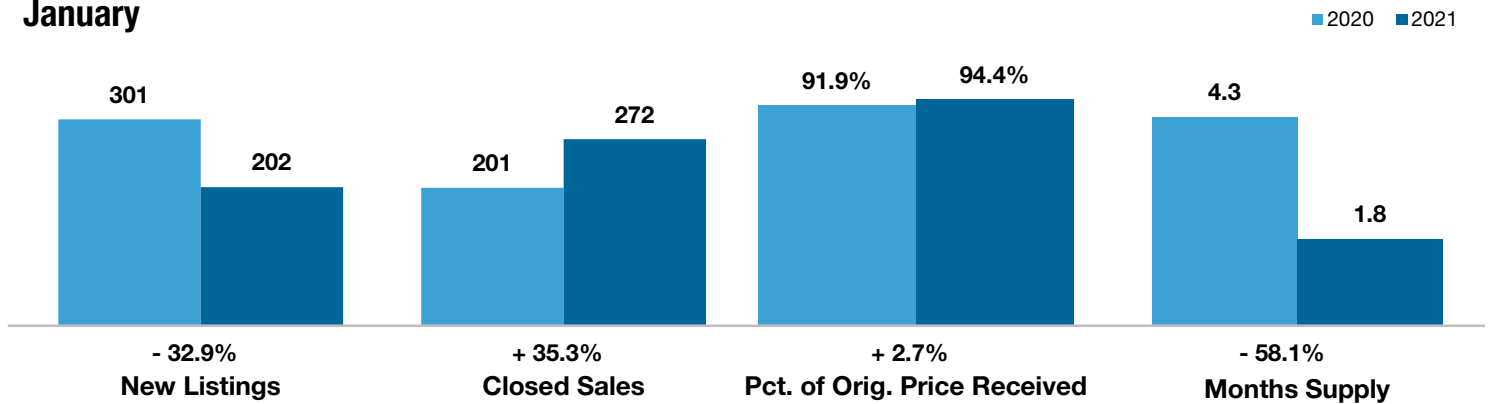


3 – Arrowhead Region

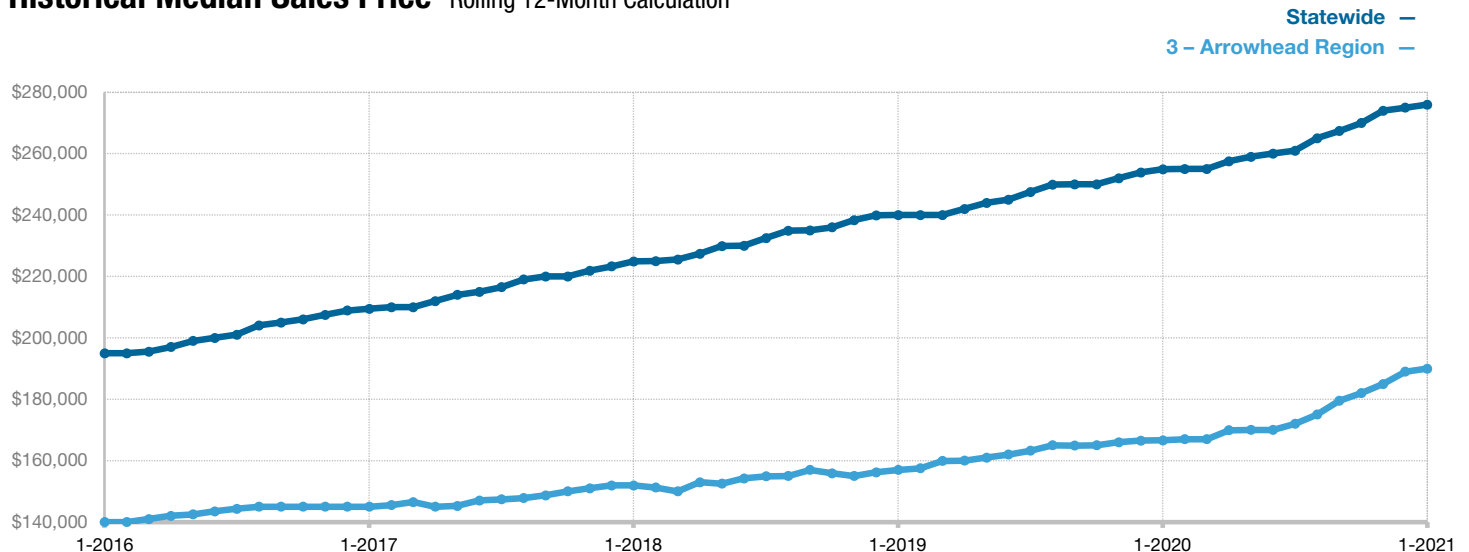
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	301	202	- 32.9%	301	202	- 32.9%
Pending Sales	245	189	- 22.9%	245	189	- 22.9%
Closed Sales	201	272	+ 35.3%	201	272	+ 35.3%
Median Sales Price*	\$146,000	\$187,500	+ 28.4%	\$146,000	\$187,500	+ 28.4%
Percent of Original List Price Received*	91.9%	94.4%	+ 2.7%	91.9%	94.4%	+ 2.7%
Days on Market Until Sale	92	73	- 20.7%	92	73	- 20.7%
Months Supply of Inventory	4.3	1.8	- 58.1%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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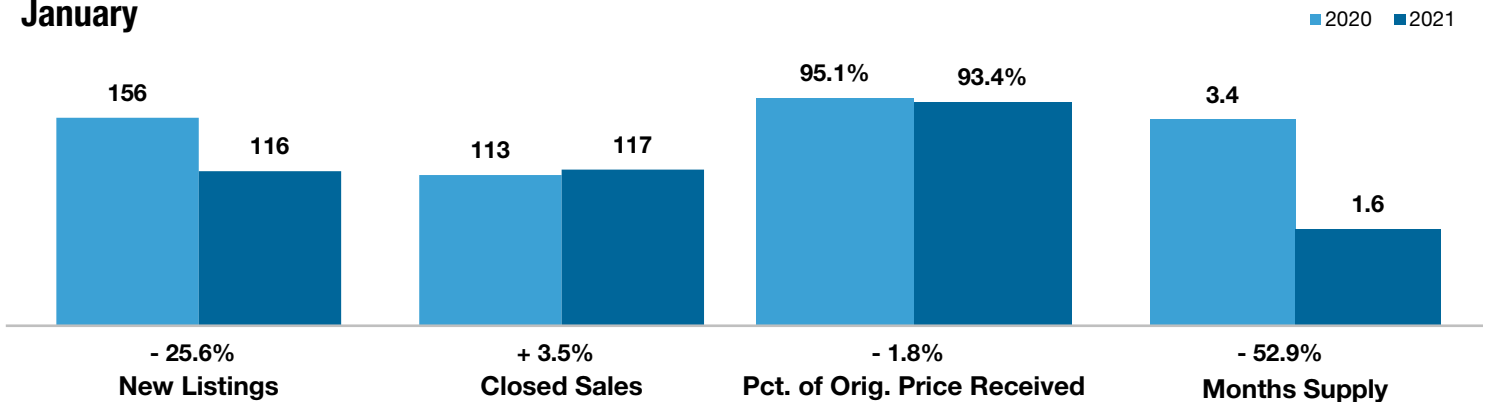


4 – West Central Region

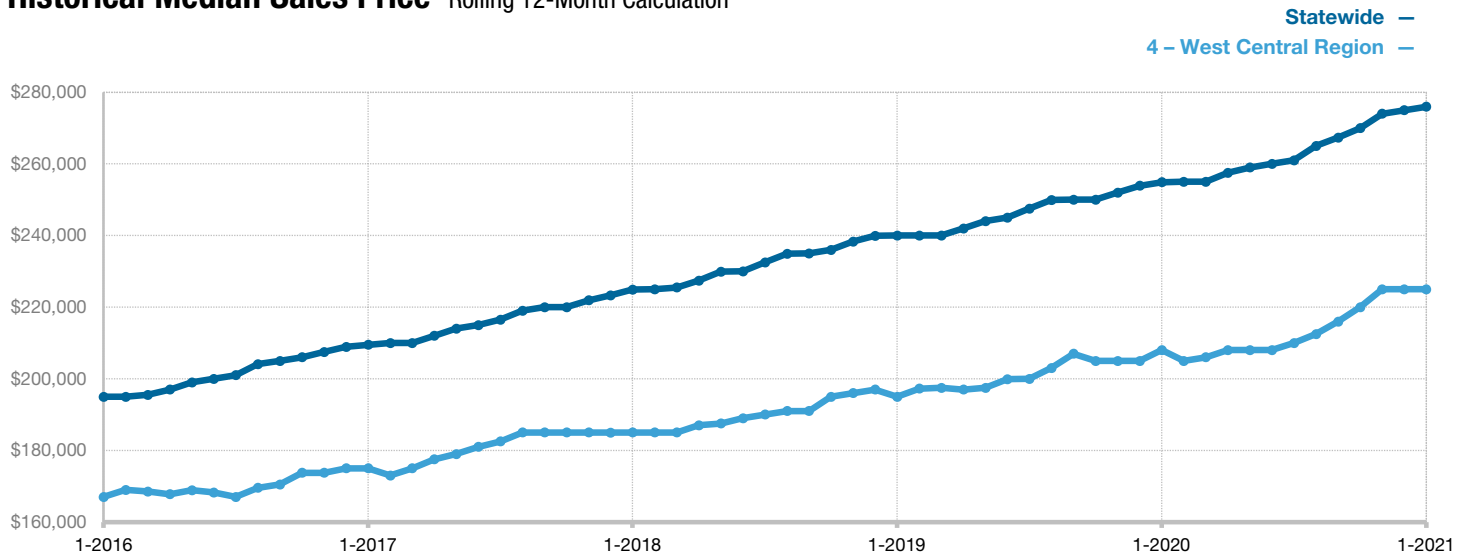
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	156	116	- 25.6%	156	116	- 25.6%
Pending Sales	104	117	+ 12.5%	104	117	+ 12.5%
Closed Sales	113	117	+ 3.5%	113	117	+ 3.5%
Median Sales Price*	\$200,250	\$202,000	+ 0.9%	\$200,250	\$202,000	+ 0.9%
Percent of Original List Price Received*	95.1%	93.4%	- 1.8%	95.1%	93.4%	- 1.8%
Days on Market Until Sale	70	60	- 14.3%	70	60	- 14.3%
Months Supply of Inventory	3.4	1.6	- 52.9%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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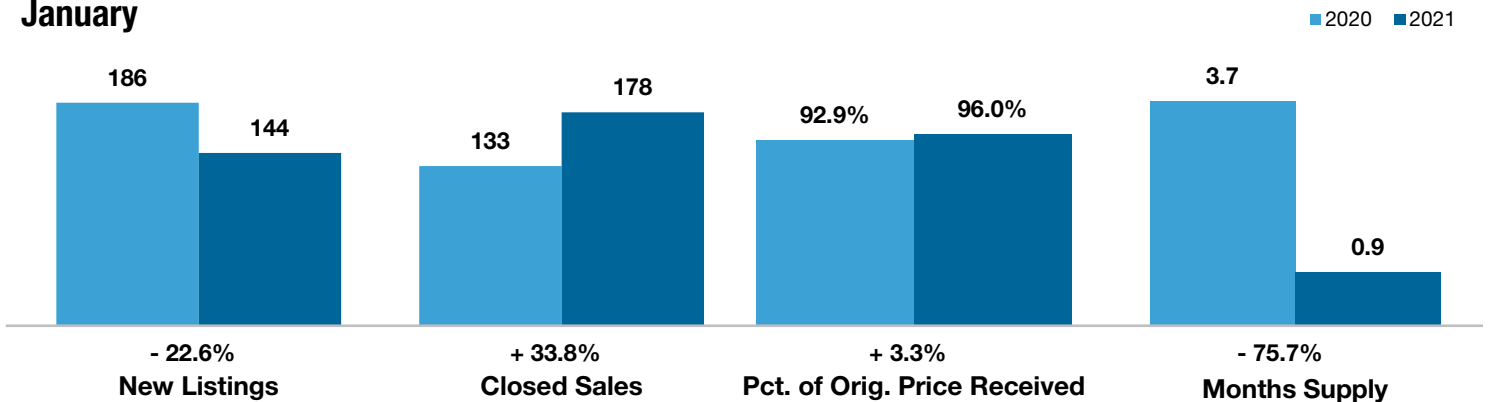


5 – North Central Region

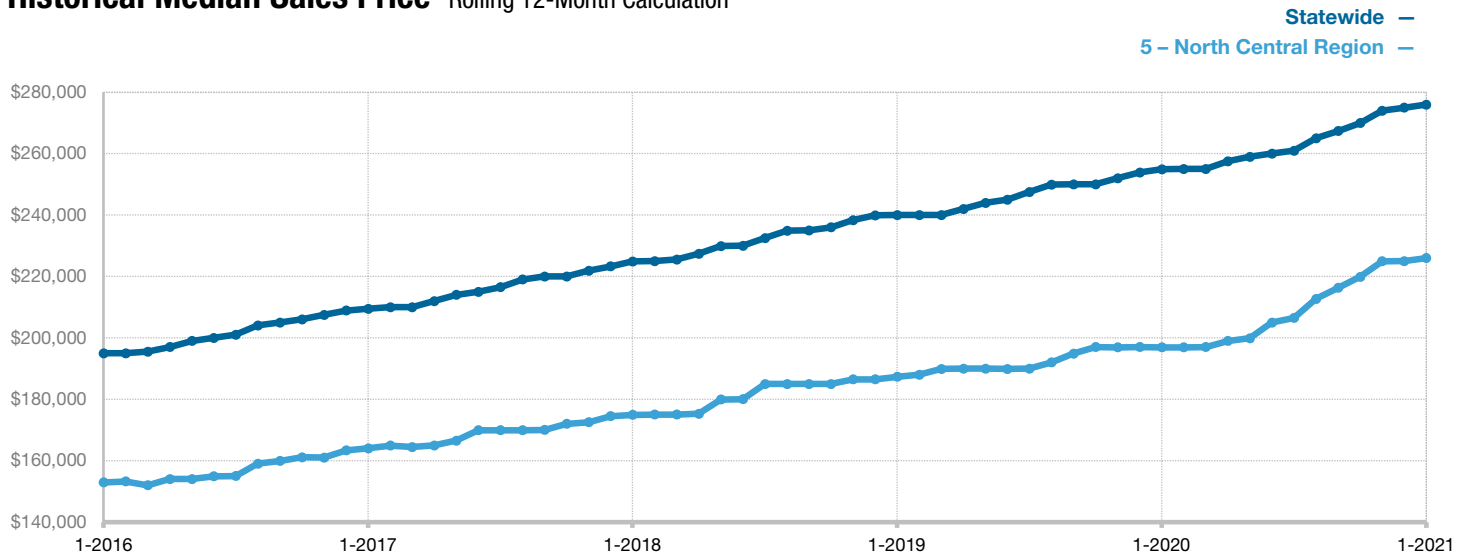
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	186	144	- 22.6%	186	144	- 22.6%
Pending Sales	144	160	+ 11.1%	144	160	+ 11.1%
Closed Sales	133	178	+ 33.8%	133	178	+ 33.8%
Median Sales Price*	\$159,900	\$205,000	+ 28.2%	\$159,900	\$205,000	+ 28.2%
Percent of Original List Price Received*	92.9%	96.0%	+ 3.3%	92.9%	96.0%	+ 3.3%
Days on Market Until Sale	85	61	- 28.2%	85	61	- 28.2%
Months Supply of Inventory	3.7	0.9	- 75.7%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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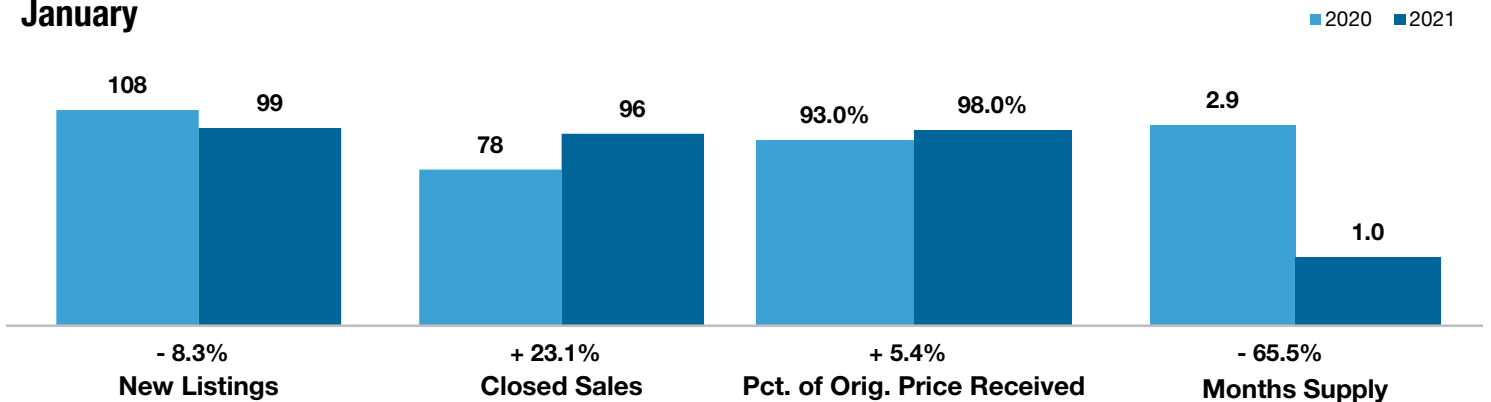


6E – Southwest Central Region

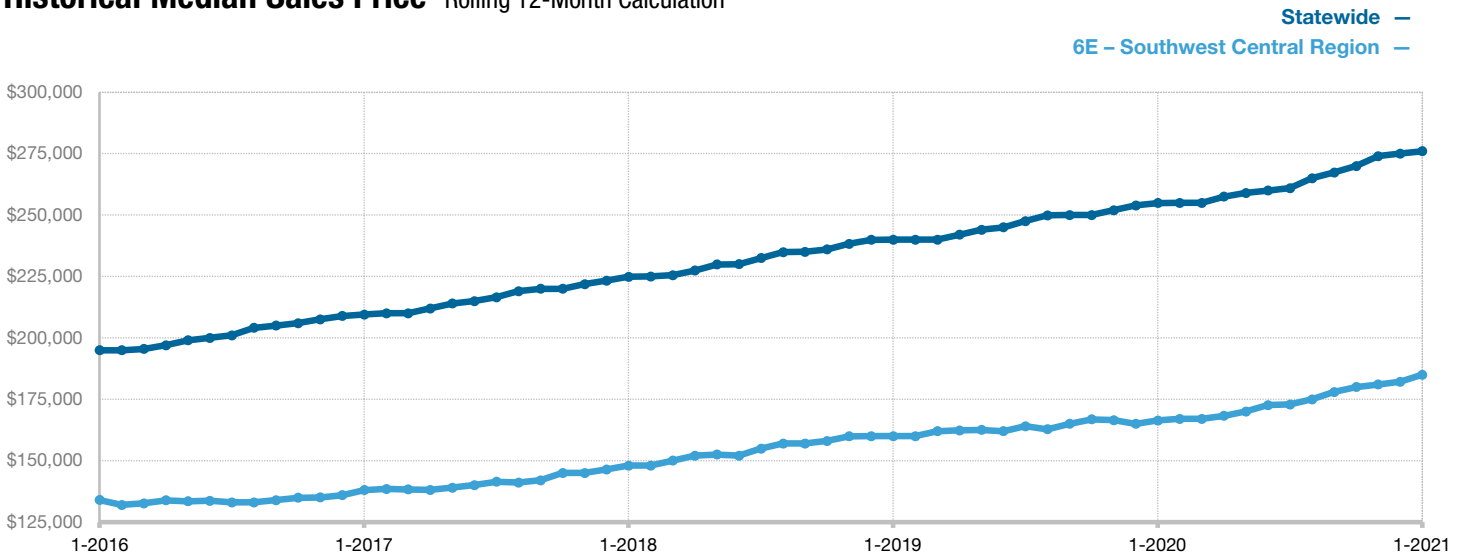
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	108	99	- 8.3%	108	99	- 8.3%
Pending Sales	93	91	- 2.2%	93	91	- 2.2%
Closed Sales	78	96	+ 23.1%	78	96	+ 23.1%
Median Sales Price*	\$155,000	\$183,500	+ 18.4%	\$155,000	\$183,500	+ 18.4%
Percent of Original List Price Received*	93.0%	98.0%	+ 5.4%	93.0%	98.0%	+ 5.4%
Days on Market Until Sale	71	46	- 35.2%	71	46	- 35.2%
Months Supply of Inventory	2.9	1.0	- 65.5%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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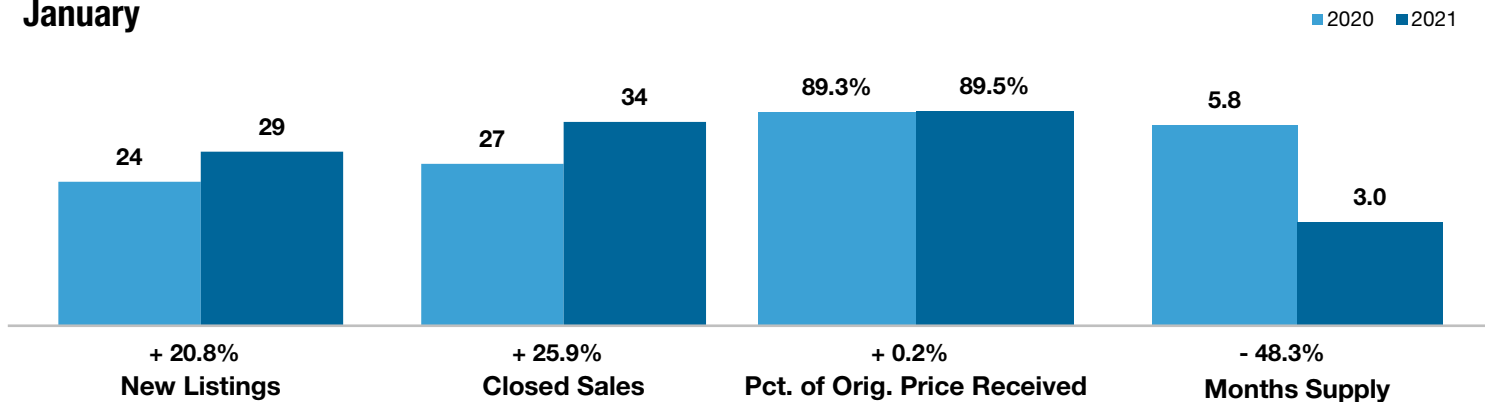


6W – Upper Minnesota Valley Region

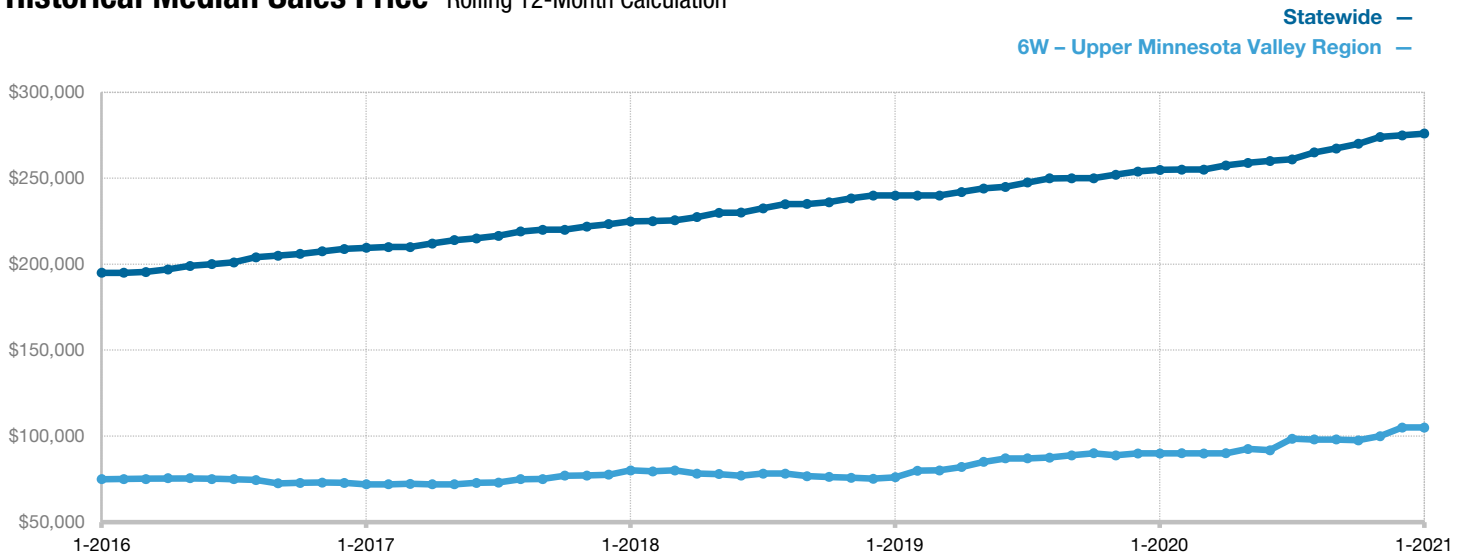
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	24	29	+ 20.8%	24	29	+ 20.8%
Pending Sales	14	23	+ 64.3%	14	23	+ 64.3%
Closed Sales	27	34	+ 25.9%	27	34	+ 25.9%
Median Sales Price*	\$89,500	\$97,500	+ 8.9%	\$89,500	\$97,500	+ 8.9%
Percent of Original List Price Received*	89.3%	89.5%	+ 0.2%	89.3%	89.5%	+ 0.2%
Days on Market Until Sale	77	106	+ 37.7%	77	106	+ 37.7%
Months Supply of Inventory	5.8	3.0	- 48.3%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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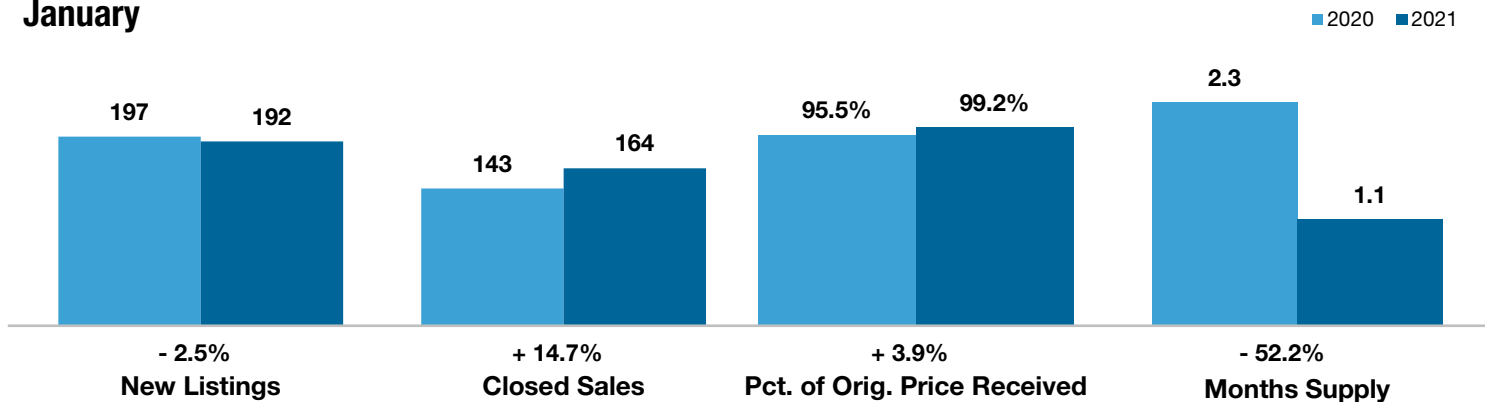


7E – East Central Region

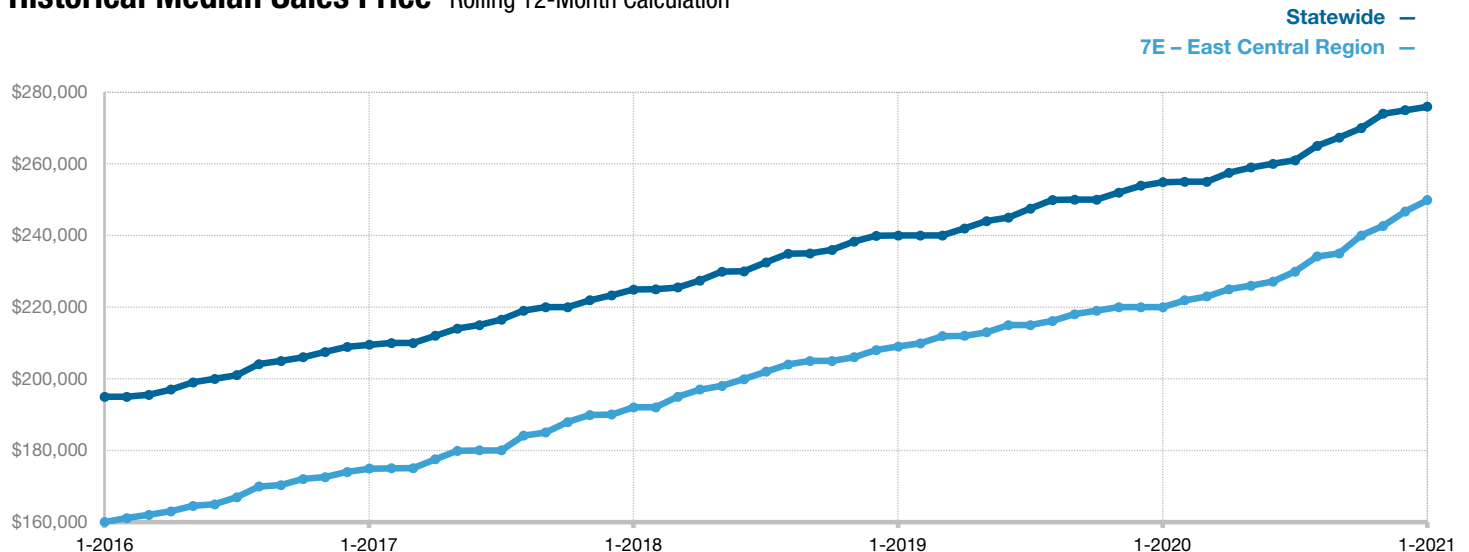
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	197	192	- 2.5%	197	192	- 2.5%
Pending Sales	178	183	+ 2.8%	178	183	+ 2.8%
Closed Sales	143	164	+ 14.7%	143	164	+ 14.7%
Median Sales Price*	\$210,000	\$250,500	+ 19.3%	\$210,000	\$250,500	+ 19.3%
Percent of Original List Price Received*	95.5%	99.2%	+ 3.9%	95.5%	99.2%	+ 3.9%
Days on Market Until Sale	63	34	- 46.0%	63	34	- 46.0%
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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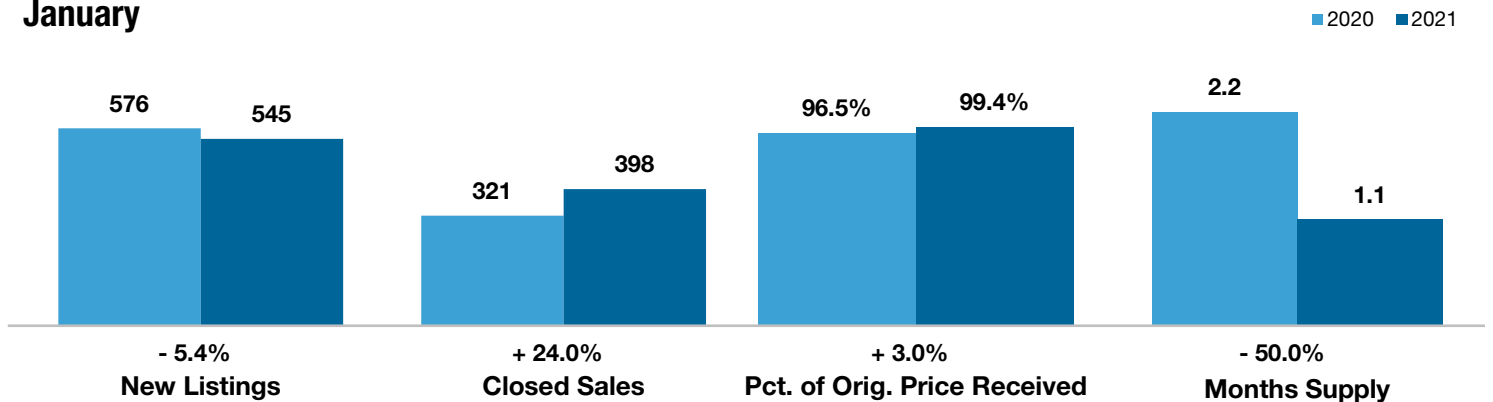


7W – Central Region

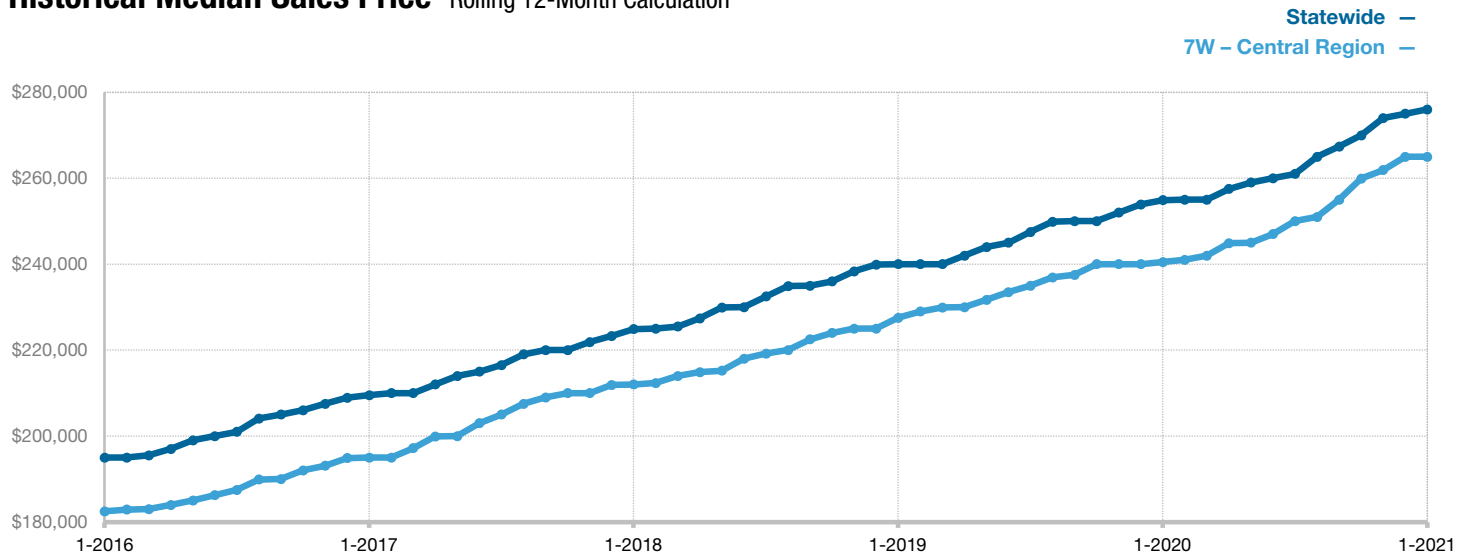
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	576	545	- 5.4%	576	545	- 5.4%
Pending Sales	380	443	+ 16.6%	380	443	+ 16.6%
Closed Sales	321	398	+ 24.0%	321	398	+ 24.0%
Median Sales Price*	\$239,950	\$280,000	+ 16.7%	\$239,950	\$280,000	+ 16.7%
Percent of Original List Price Received*	96.5%	99.4%	+ 3.0%	96.5%	99.4%	+ 3.0%
Days on Market Until Sale	60	41	- 31.7%	60	41	- 31.7%
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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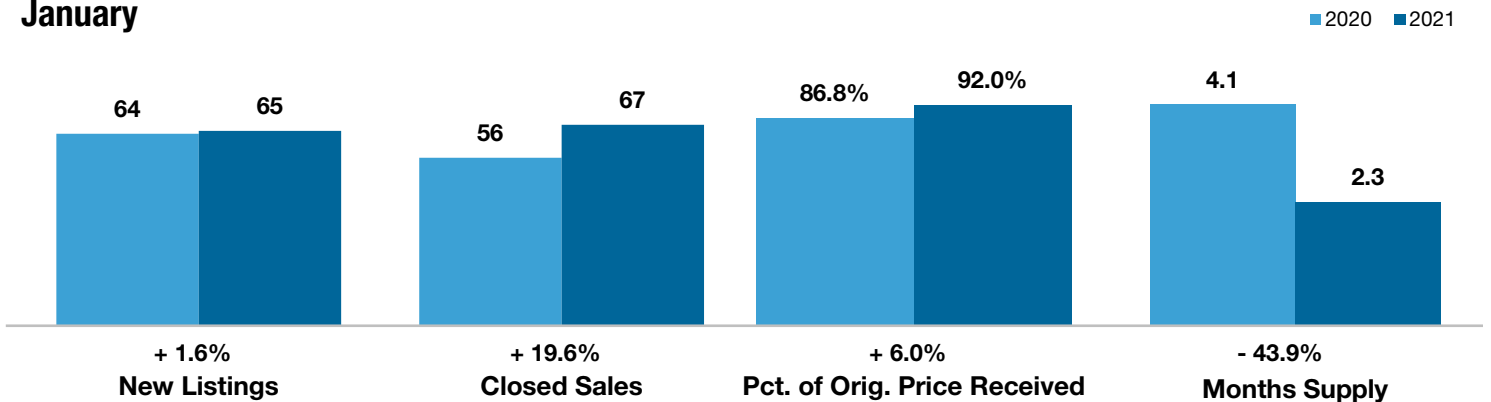


8 – Southwest Region

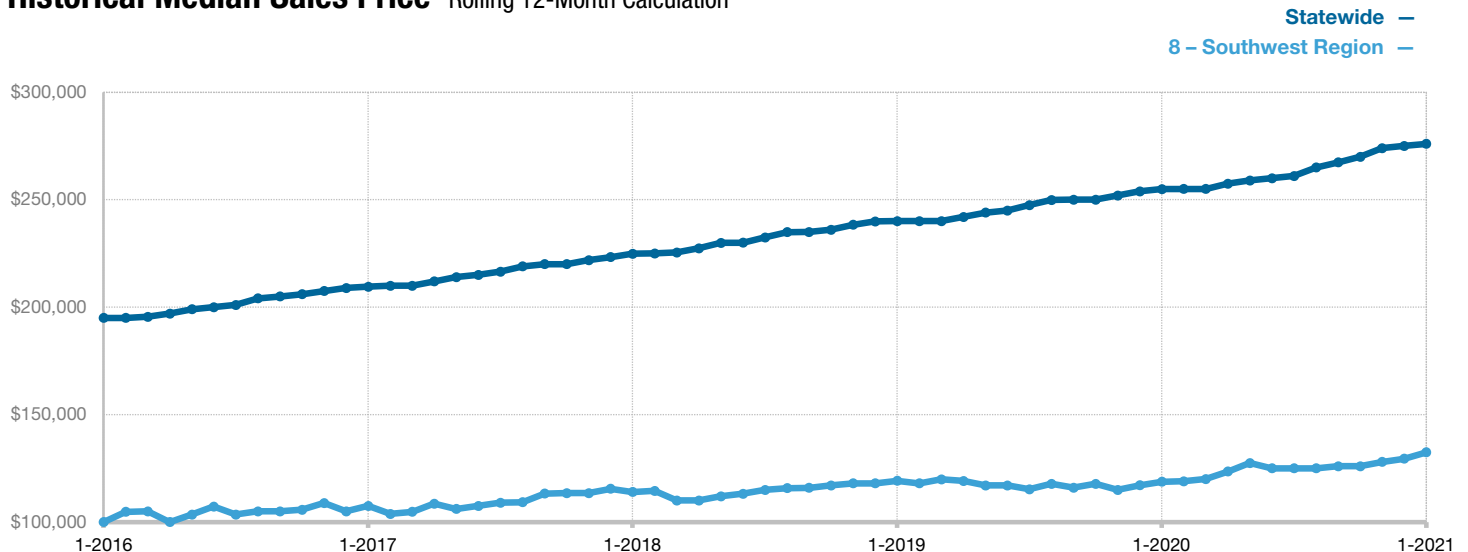
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	64	65	+ 1.6%	64	65	+ 1.6%
Pending Sales	58	70	+ 20.7%	58	70	+ 20.7%
Closed Sales	56	67	+ 19.6%	56	67	+ 19.6%
Median Sales Price*	\$118,750	\$156,375	+ 31.7%	\$118,750	\$156,375	+ 31.7%
Percent of Original List Price Received*	86.8%	92.0%	+ 6.0%	86.8%	92.0%	+ 6.0%
Days on Market Until Sale	113	85	- 24.8%	113	85	- 24.8%
Months Supply of Inventory	4.1	2.3	- 43.9%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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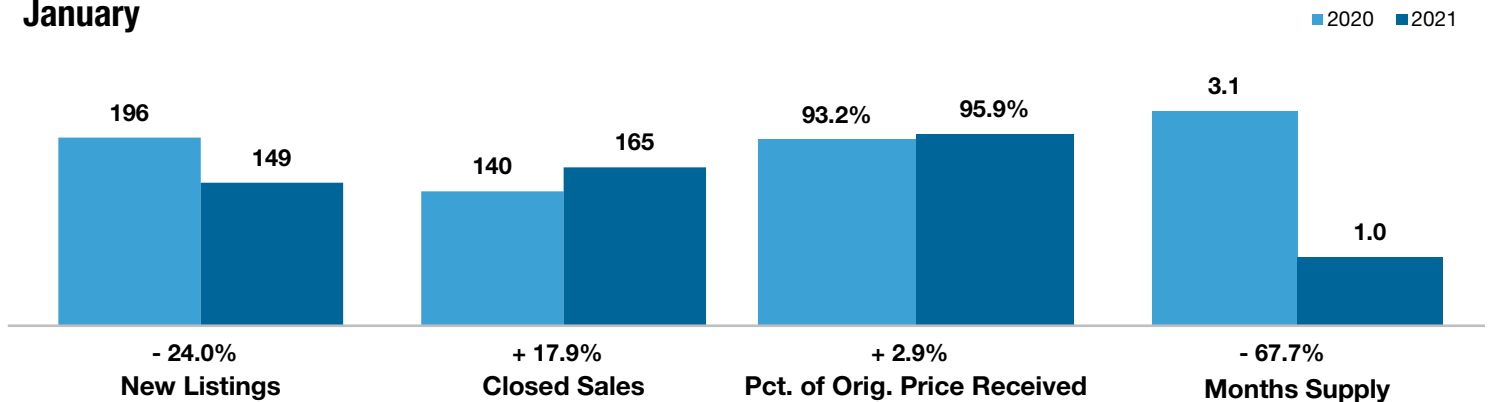


9 – South Central Region

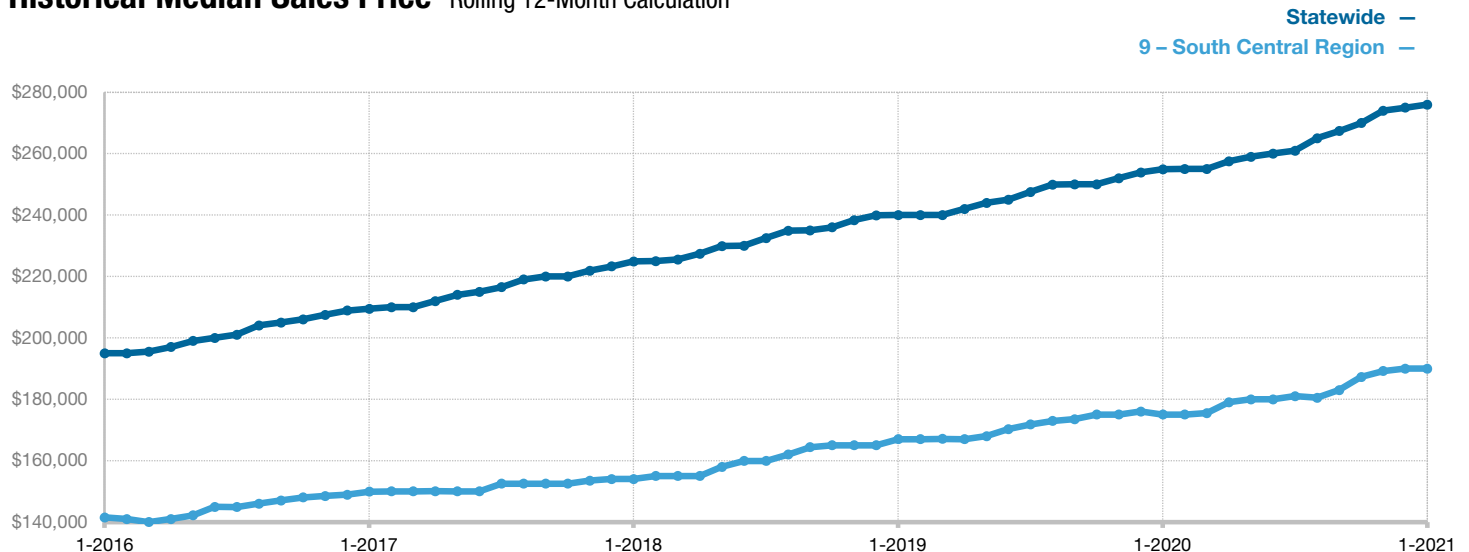
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	196	149	- 24.0%	196	149	- 24.0%
Pending Sales	145	177	+ 22.1%	145	177	+ 22.1%
Closed Sales	140	165	+ 17.9%	140	165	+ 17.9%
Median Sales Price*	\$155,000	\$174,005	+ 12.3%	\$155,000	\$174,005	+ 12.3%
Percent of Original List Price Received*	93.2%	95.9%	+ 2.9%	93.2%	95.9%	+ 2.9%
Days on Market Until Sale	108	79	- 26.9%	108	79	- 26.9%
Months Supply of Inventory	3.1	1.0	- 67.7%	--	--	--

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January



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Local Market Update for January 2021

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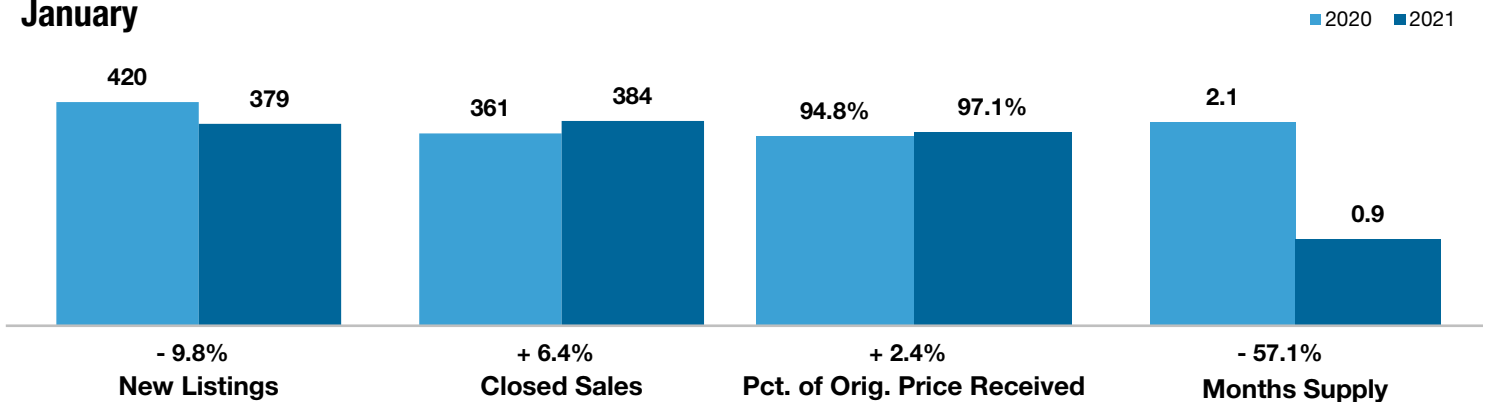


10 – Southeast Region

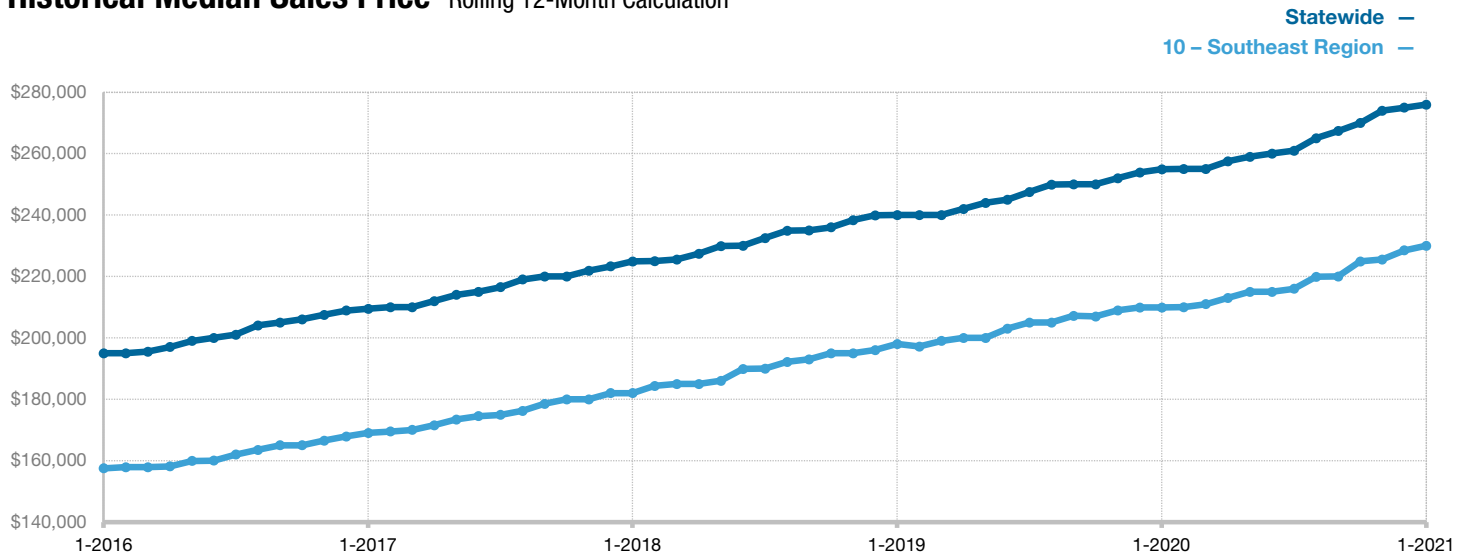
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	420	379	- 9.8%	420	379	- 9.8%
Pending Sales	407	419	+ 2.9%	407	419	+ 2.9%
Closed Sales	361	384	+ 6.4%	361	384	+ 6.4%
Median Sales Price*	\$200,000	\$223,900	+ 12.0%	\$200,000	\$223,900	+ 12.0%
Percent of Original List Price Received*	94.8%	97.1%	+ 2.4%	94.8%	97.1%	+ 2.4%
Days on Market Until Sale	67	56	- 16.4%	67	56	- 16.4%
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2021

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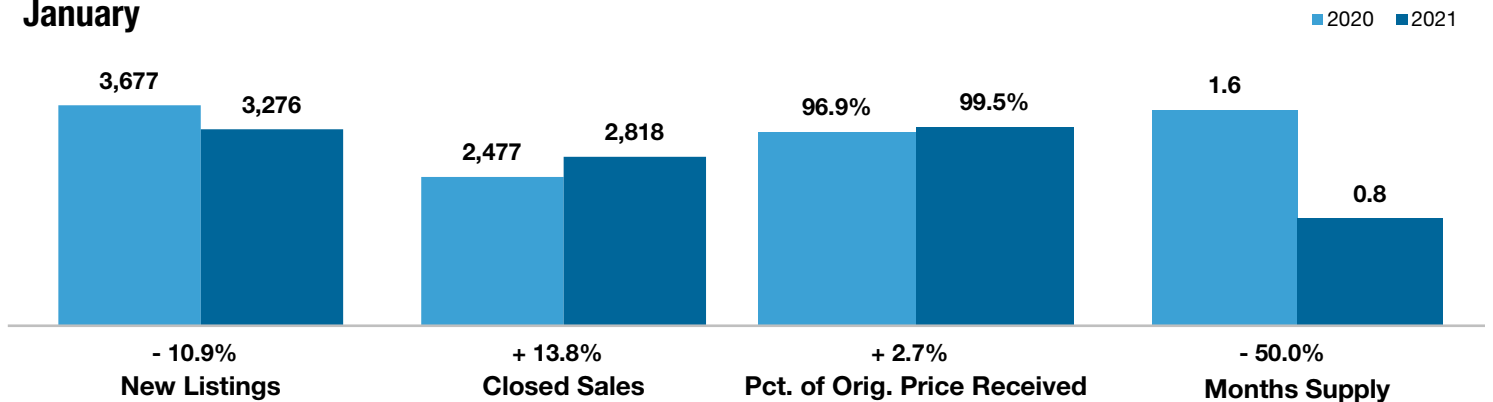


11 – 7-County Twin Cities Region

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	3,677	3,276	- 10.9%	3,677	3,276	- 10.9%
Pending Sales	2,819	2,941	+ 4.3%	2,819	2,941	+ 4.3%
Closed Sales	2,477	2,818	+ 13.8%	2,477	2,818	+ 13.8%
Median Sales Price*	\$277,500	\$305,000	+ 9.9%	\$277,500	\$305,000	+ 9.9%
Percent of Original List Price Received*	96.9%	99.5%	+ 2.7%	96.9%	99.5%	+ 2.7%
Days on Market Until Sale	53	37	- 30.2%	53	37	- 30.2%
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--

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January



Historical Median Sales Price Rolling 12-Month Calculation

