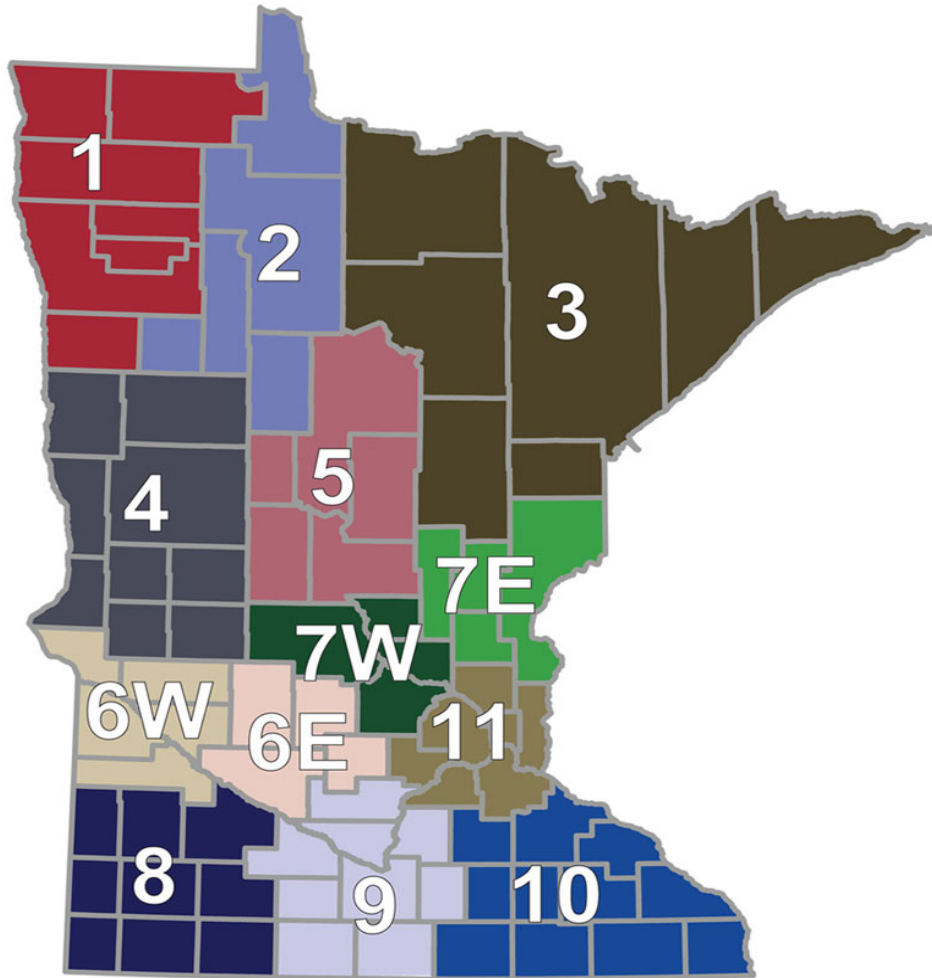


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region |  | 7E - East Central Region |
|  | 2 - Headwaters Region |  | 7W - Central Region |
|  | 3 - Arrowhead Region |  | 8 - Southwest Region |
|  | 4 - West Central Region |  | 9 - South Central Region |
|  | 5 - North Central Region |  | 10 - Southeast Region |
|  | 6E - Southwest Central Region |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region | | |

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

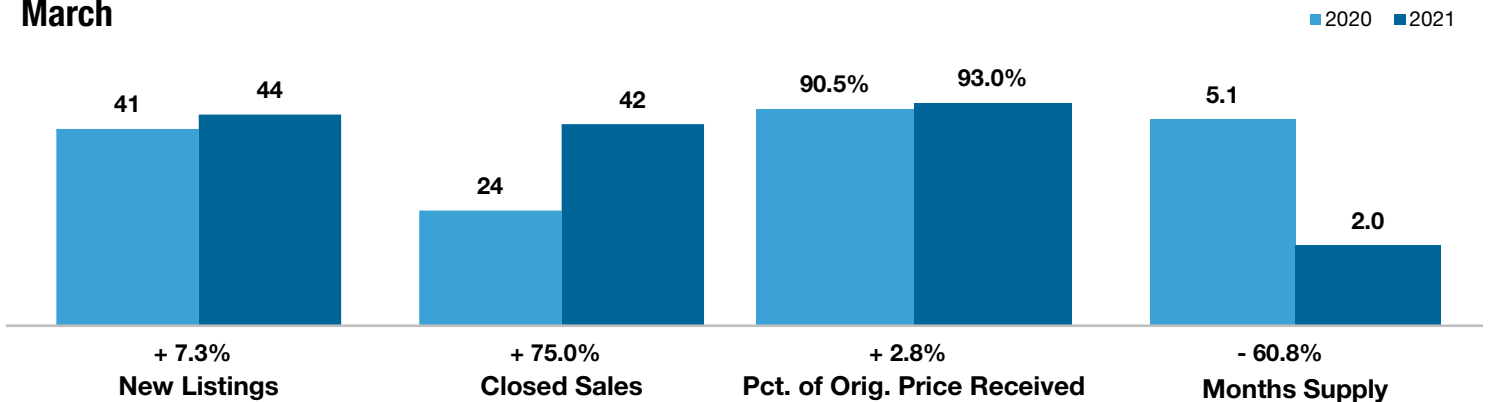


1 – Northwest Region

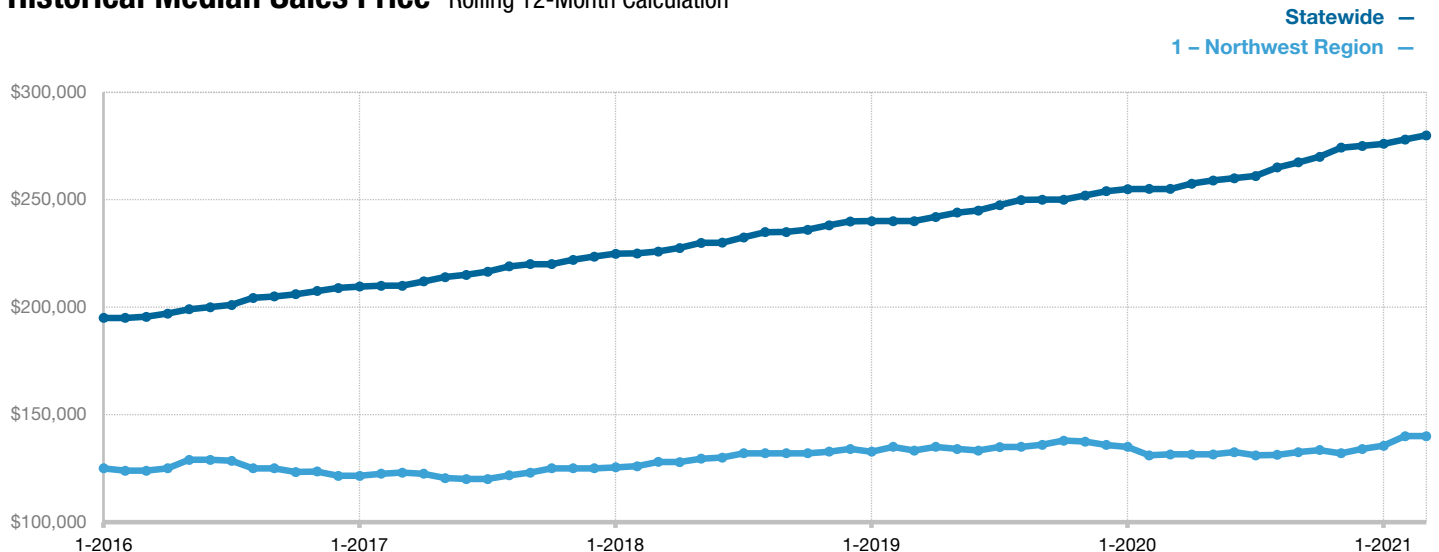
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	41	44	+ 7.3%	119	90	- 24.4%
Pending Sales	42	40	- 4.8%	102	106	+ 3.9%
Closed Sales	24	42	+ 75.0%	77	117	+ 51.9%
Median Sales Price*	\$128,875	\$128,250	- 0.5%	\$106,000	\$140,000	+ 32.1%
Percent of Original List Price Received*	90.5%	93.0%	+ 2.8%	91.4%	93.9%	+ 2.7%
Days on Market Until Sale	109	98	- 10.1%	89	77	- 13.5%
Months Supply of Inventory	5.1	2.0	- 60.8%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

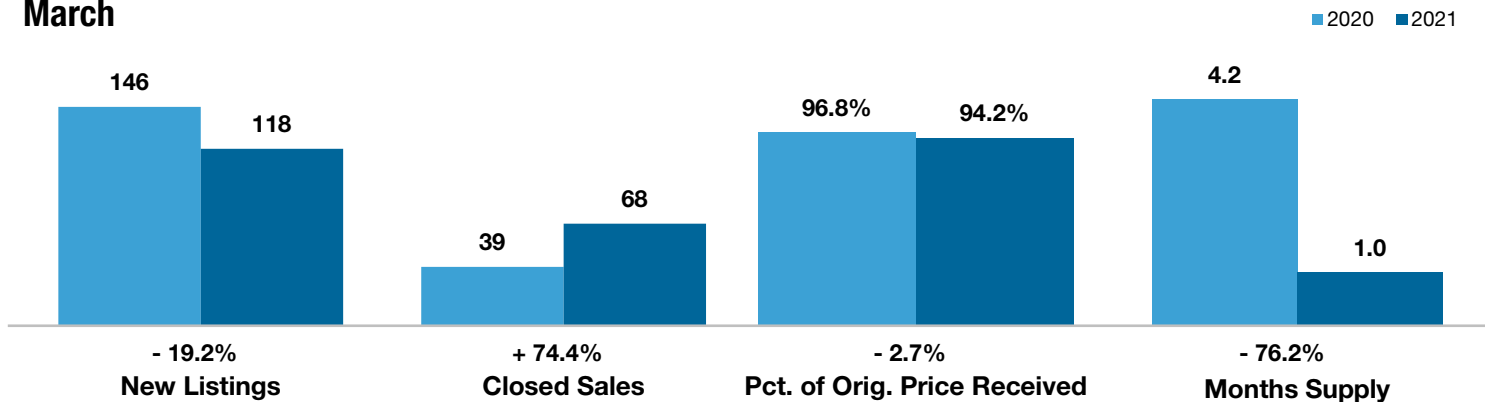


2 – Headwaters Region

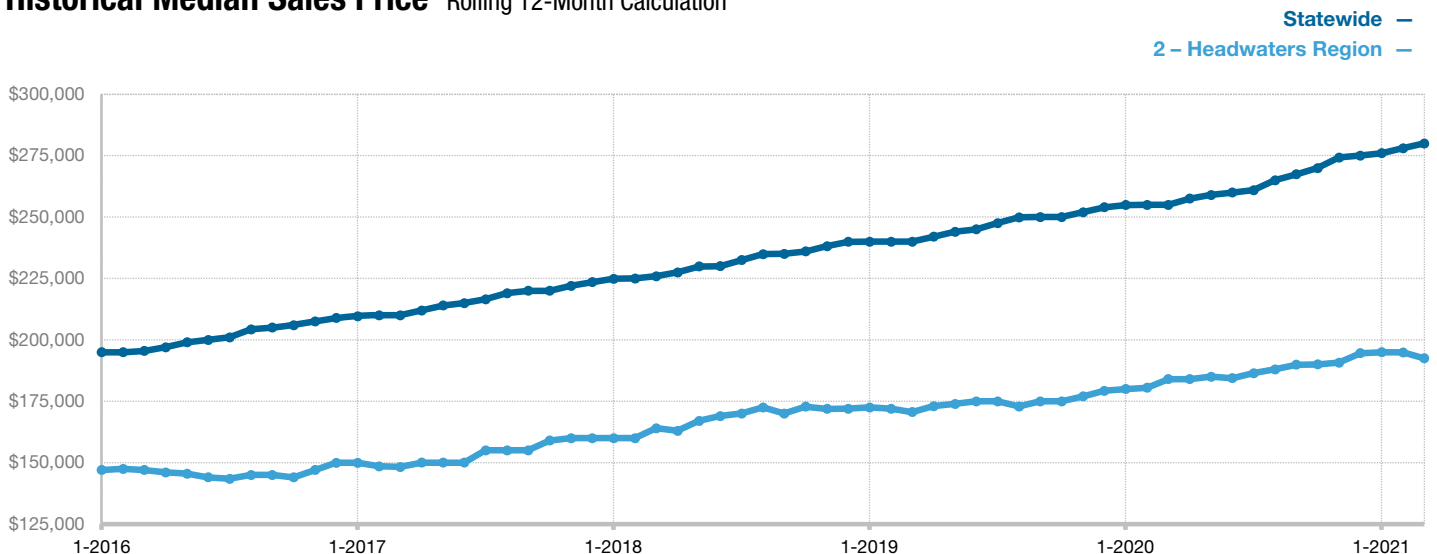
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	146	118	- 19.2%	294	223	- 24.1%
Pending Sales	69	105	+ 52.2%	173	232	+ 34.1%
Closed Sales	39	68	+ 74.4%	118	184	+ 55.9%
Median Sales Price*	\$208,000	\$169,900	- 18.3%	\$190,500	\$182,400	- 4.3%
Percent of Original List Price Received*	96.8%	94.2%	- 2.7%	94.5%	95.0%	+ 0.5%
Days on Market Until Sale	89	71	- 20.2%	78	71	- 9.0%
Months Supply of Inventory	4.2	1.0	- 76.2%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

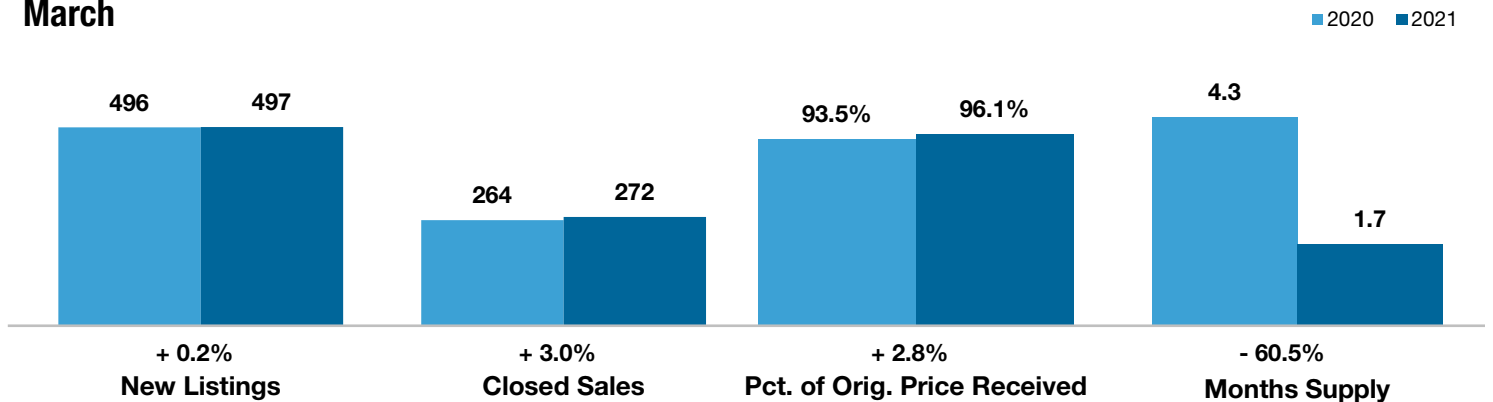


3 – Arrowhead Region

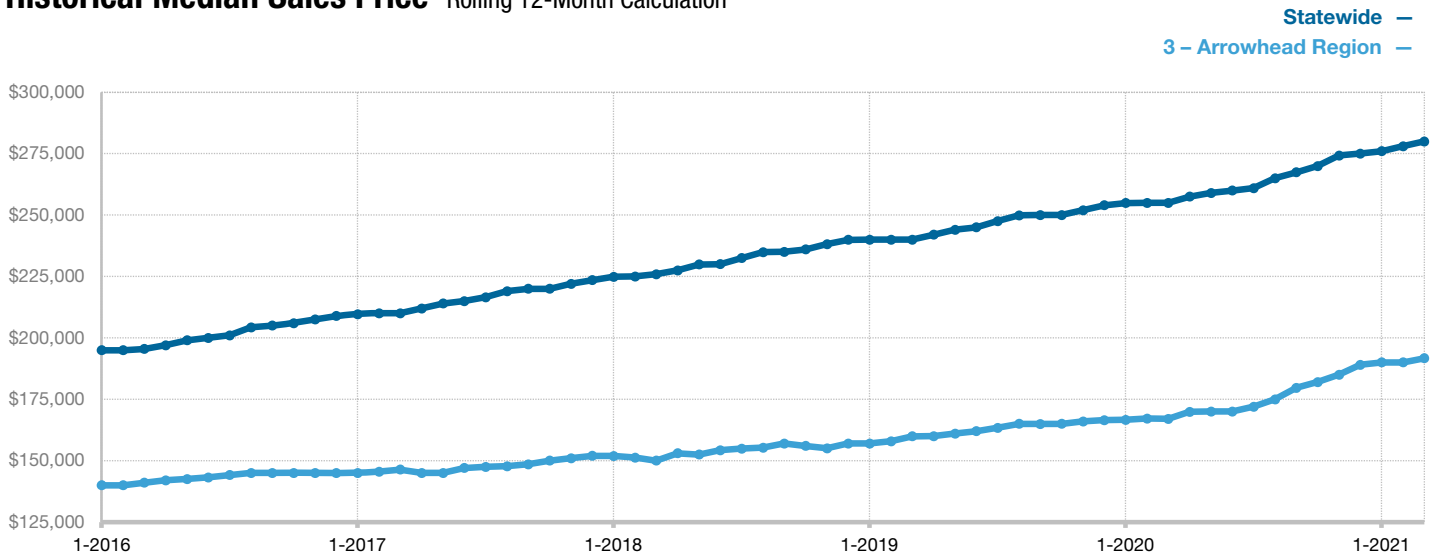
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	496	497	+ 0.2%	1,135	933	- 17.8%
Pending Sales	335	362	+ 8.1%	865	855	- 1.2%
Closed Sales	264	272	+ 3.0%	670	758	+ 13.1%
Median Sales Price*	\$162,000	\$191,000	+ 17.9%	\$155,000	\$185,000	+ 19.4%
Percent of Original List Price Received*	93.5%	96.1%	+ 2.8%	92.5%	95.3%	+ 3.0%
Days on Market Until Sale	98	79	- 19.4%	97	77	- 20.6%
Months Supply of Inventory	4.3	1.7	- 60.5%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

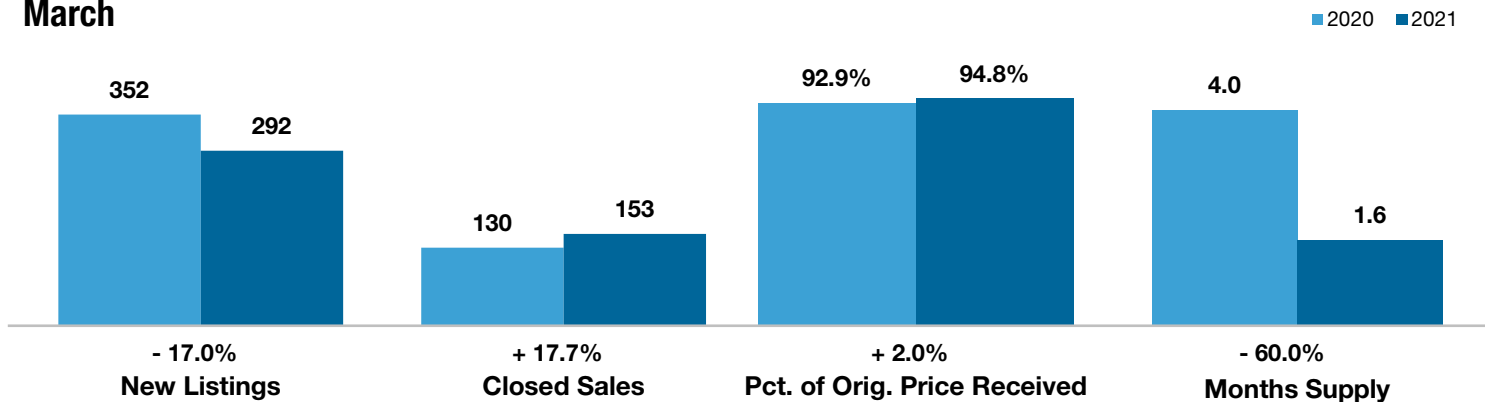


4 – West Central Region

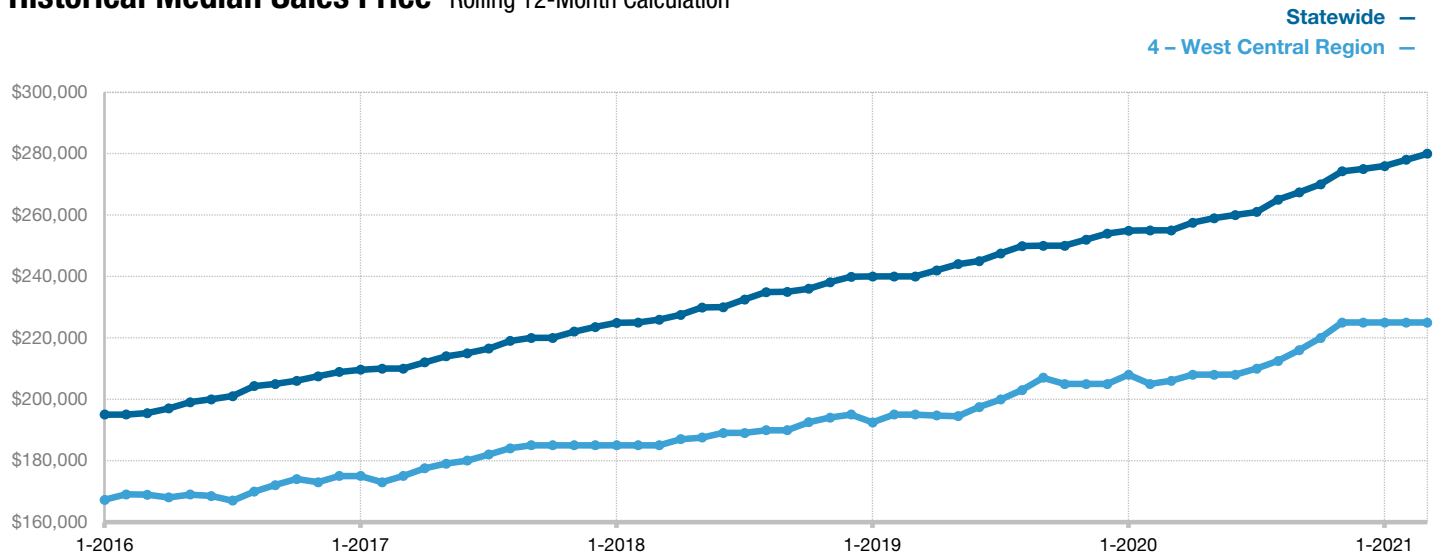
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	352	292	- 17.0%	700	558	- 20.3%
Pending Sales	187	206	+ 10.2%	423	505	+ 19.4%
Closed Sales	130	153	+ 17.7%	318	383	+ 20.4%
Median Sales Price*	\$198,000	\$193,500	- 2.3%	\$192,750	\$196,750	+ 2.1%
Percent of Original List Price Received*	92.9%	94.8%	+ 2.0%	93.7%	94.7%	+ 1.1%
Days on Market Until Sale	97	82	- 15.5%	87	72	- 17.2%
Months Supply of Inventory	4.0	1.6	- 60.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

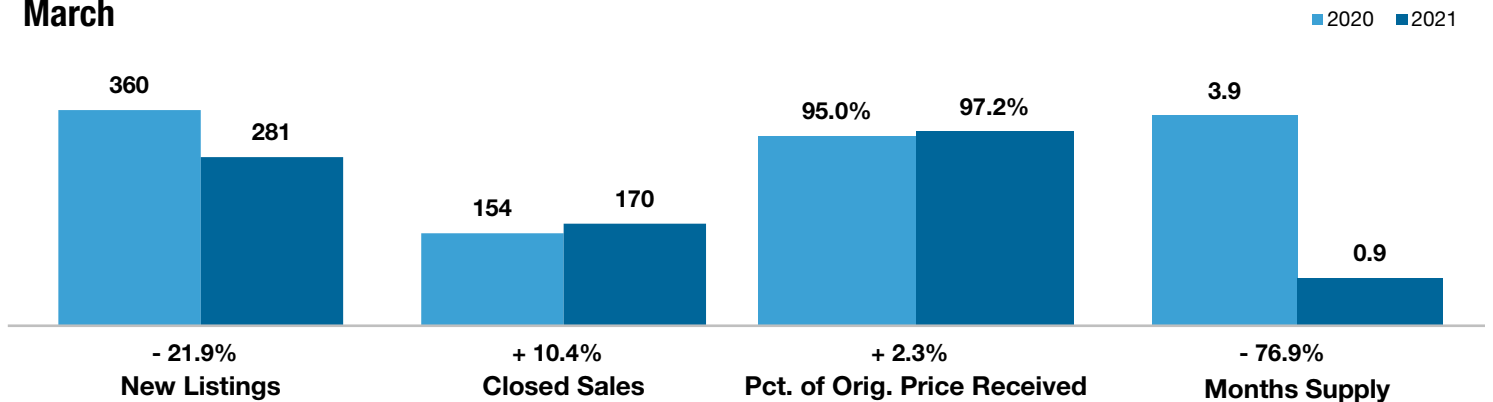


5 – North Central Region

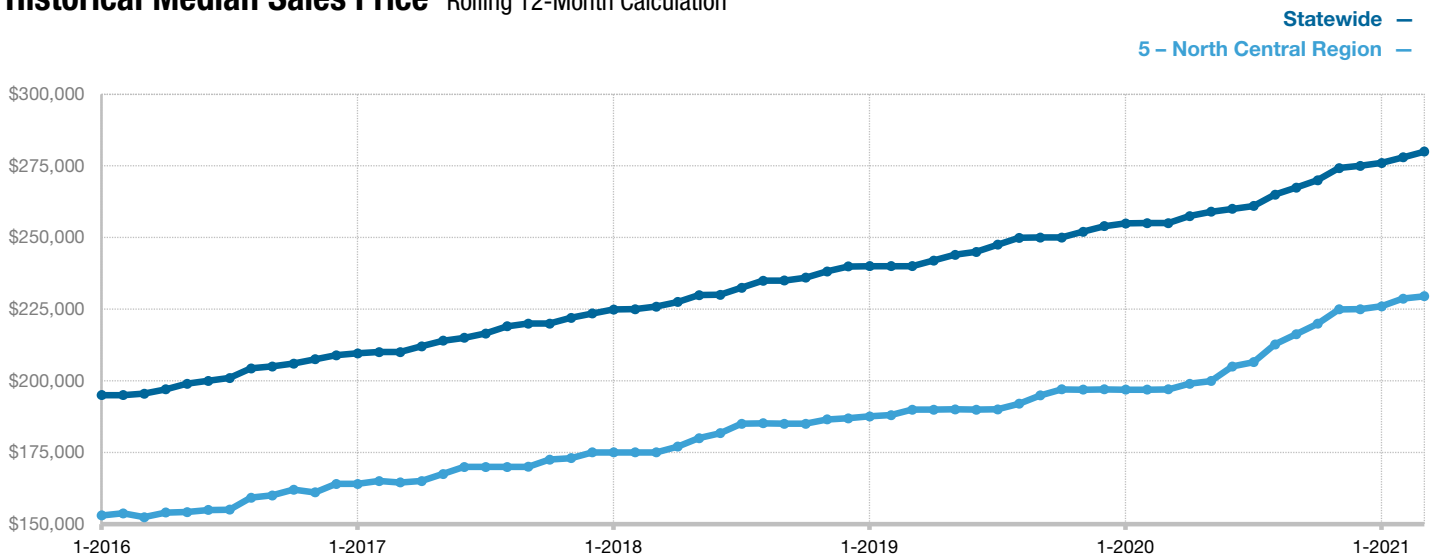
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	360	281	- 21.9%	775	601	- 22.5%
Pending Sales	235	264	+ 12.3%	522	584	+ 11.9%
Closed Sales	154	170	+ 10.4%	392	483	+ 23.2%
Median Sales Price*	\$179,950	\$195,000	+ 8.4%	\$170,000	\$206,000	+ 21.2%
Percent of Original List Price Received*	95.0%	97.2%	+ 2.3%	93.5%	96.4%	+ 3.1%
Days on Market Until Sale	101	57	- 43.6%	97	60	- 38.1%
Months Supply of Inventory	3.9	0.9	- 76.9%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

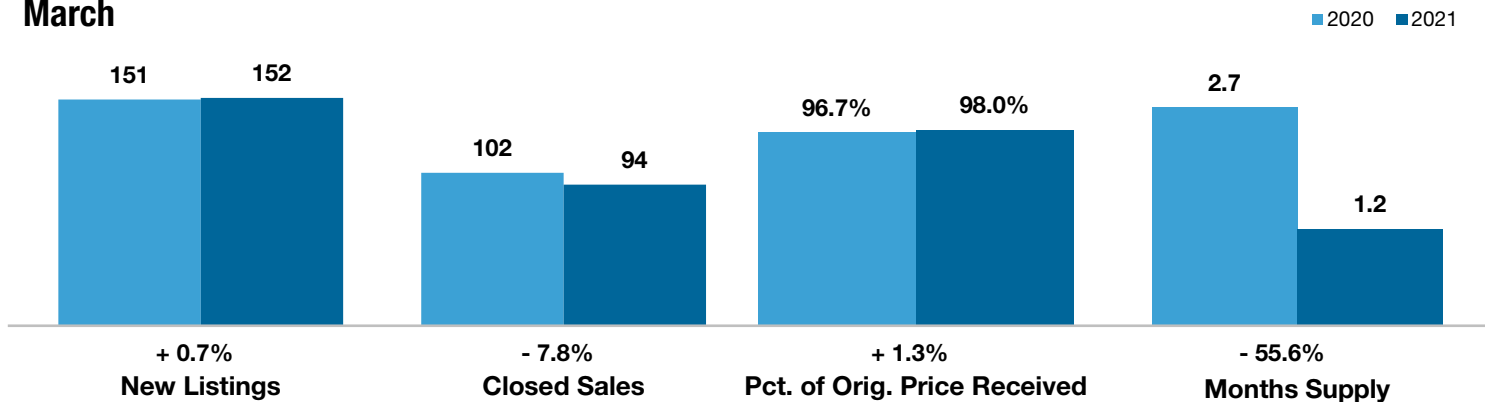


6E – Southwest Central Region

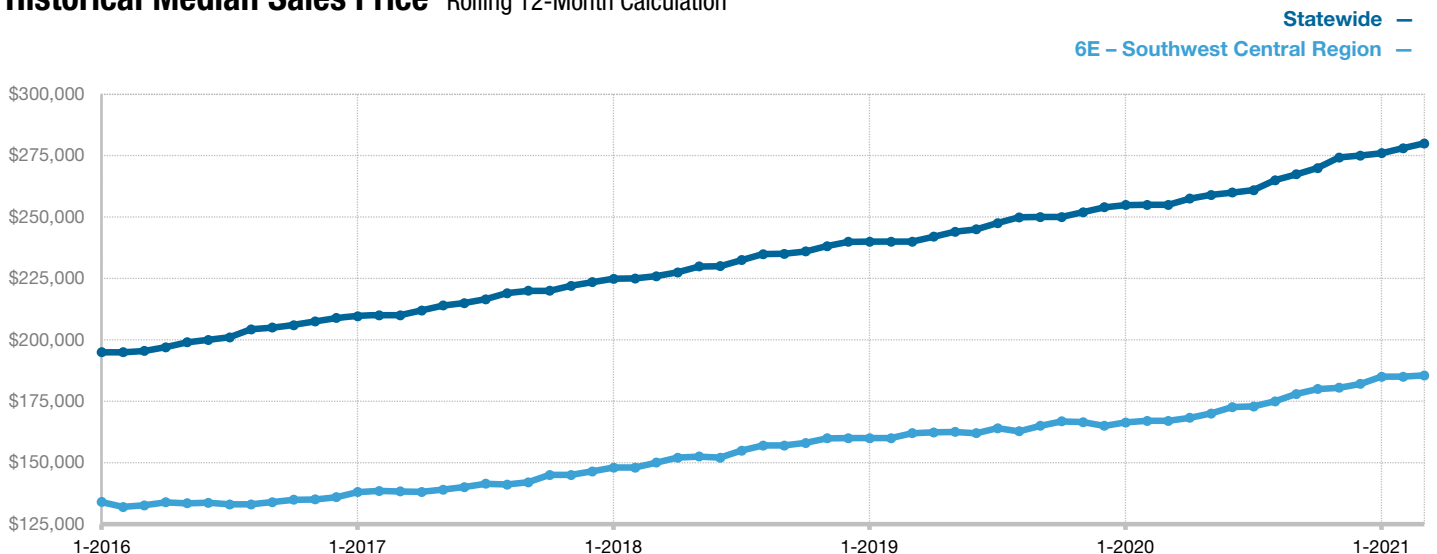
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	151	152	+ 0.7%	370	350	- 5.4%
Pending Sales	137	128	- 6.6%	328	302	- 7.9%
Closed Sales	102	94	- 7.8%	254	262	+ 3.1%
Median Sales Price*	\$168,000	\$181,000	+ 7.7%	\$161,485	\$183,000	+ 13.3%
Percent of Original List Price Received*	96.7%	98.0%	+ 1.3%	95.3%	97.6%	+ 2.4%
Days on Market Until Sale	71	42	- 40.8%	72	49	- 31.9%
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

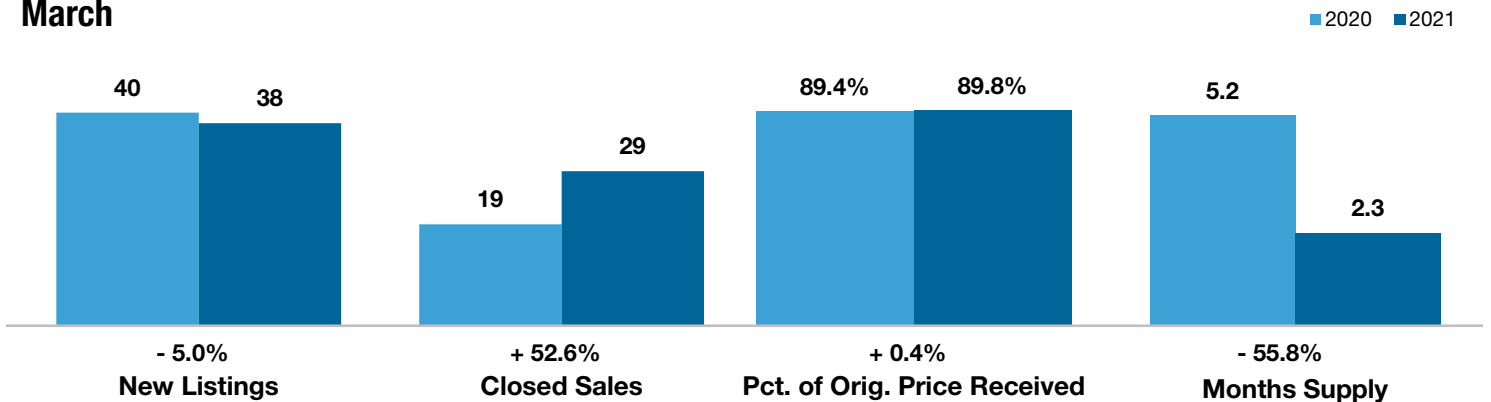


6W – Upper Minnesota Valley Region

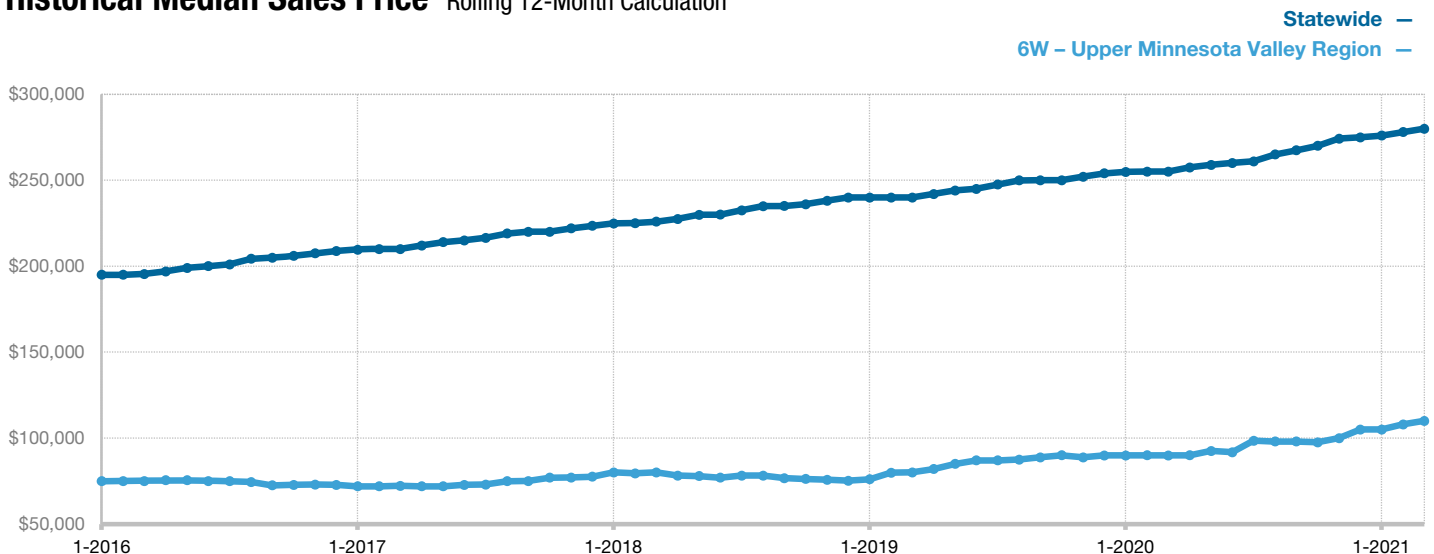
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	40	38	- 5.0%	94	93	- 1.1%
Pending Sales	41	53	+ 29.3%	70	100	+ 42.9%
Closed Sales	19	29	+ 52.6%	59	90	+ 52.5%
Median Sales Price*	\$72,500	\$106,000	+ 46.2%	\$85,000	\$108,750	+ 27.9%
Percent of Original List Price Received*	89.4%	89.8%	+ 0.4%	88.6%	90.2%	+ 1.8%
Days on Market Until Sale	127	75	- 40.9%	99	99	0.0%
Months Supply of Inventory	5.2	2.3	- 55.8%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

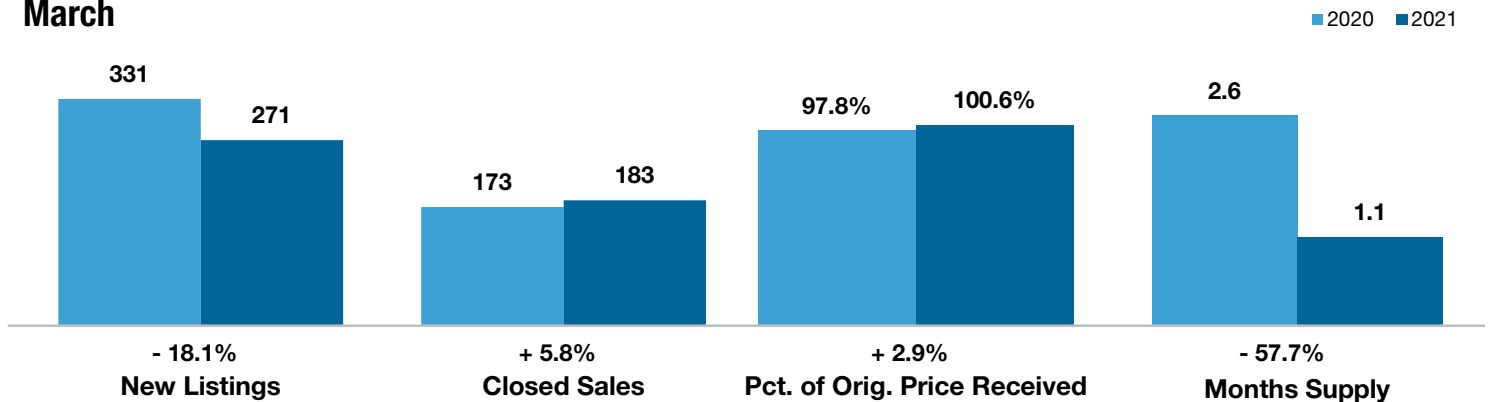


7E – East Central Region

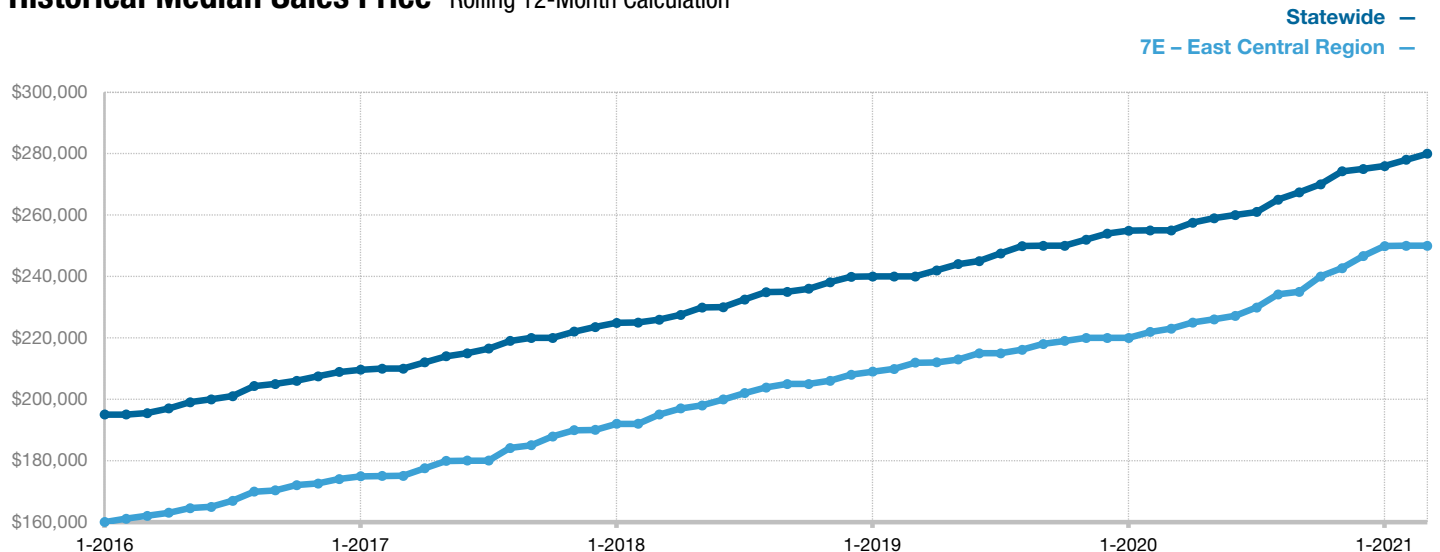
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	331	271	- 18.1%	782	677	- 13.4%
Pending Sales	216	256	+ 18.5%	560	616	+ 10.0%
Closed Sales	173	183	+ 5.8%	446	498	+ 11.7%
Median Sales Price*	\$235,450	\$249,900	+ 6.1%	\$222,000	\$250,000	+ 12.6%
Percent of Original List Price Received*	97.8%	100.6%	+ 2.9%	96.3%	99.6%	+ 3.4%
Days on Market Until Sale	62	37	- 40.3%	64	39	- 39.1%
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

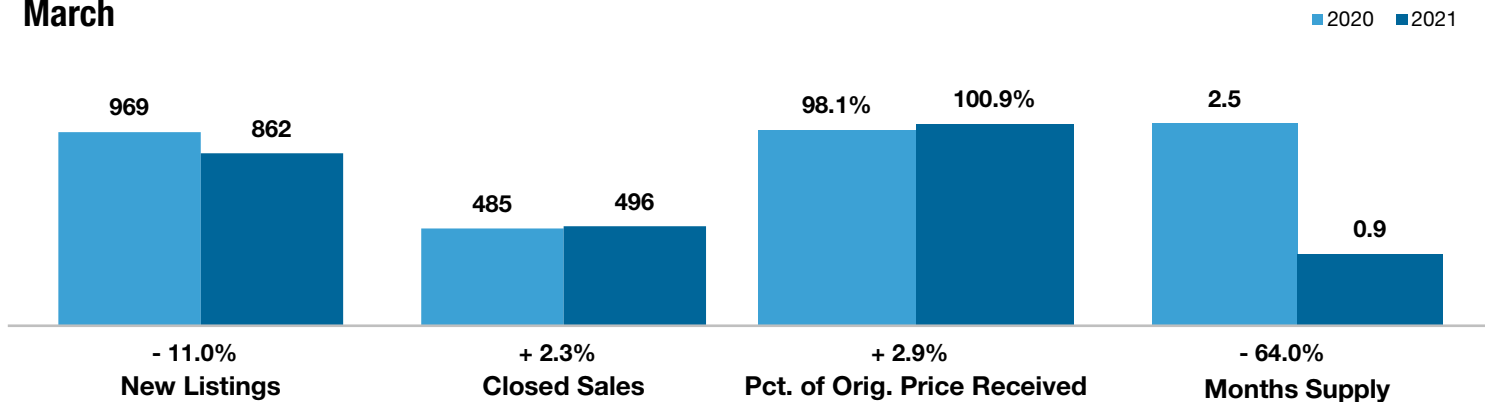


7W – Central Region

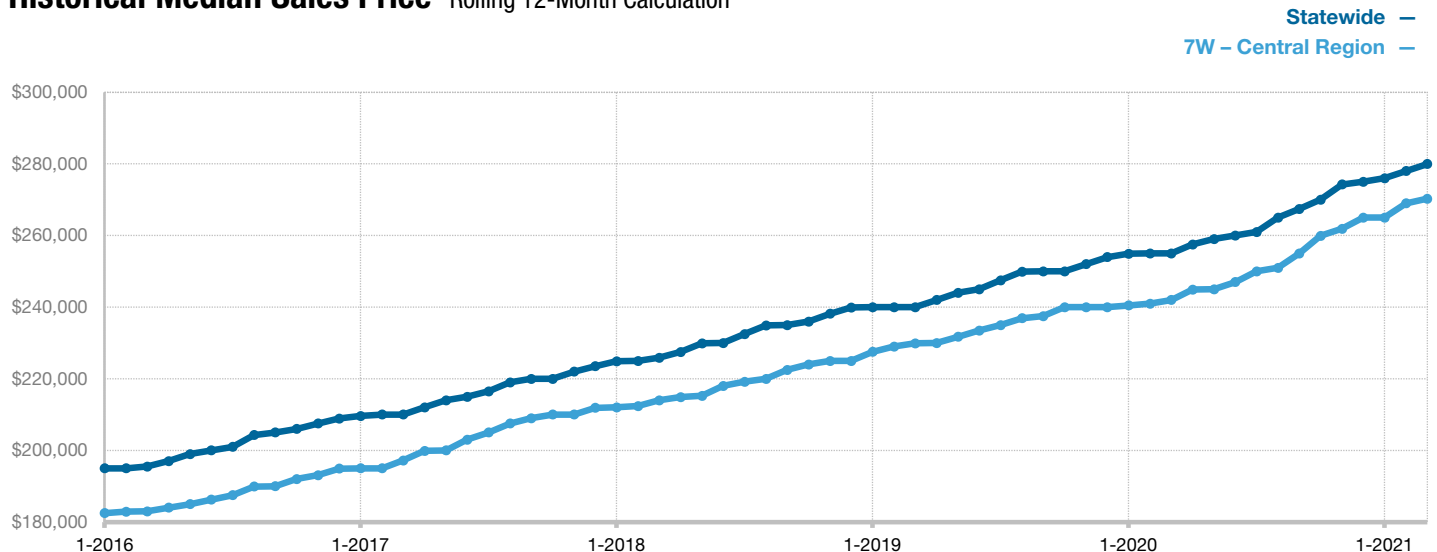
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	969	862	- 11.0%	2,243	2,008	- 10.5%
Pending Sales	703	774	+ 10.1%	1,560	1,756	+ 12.6%
Closed Sales	485	496	+ 2.3%	1,133	1,281	+ 13.1%
Median Sales Price*	\$245,000	\$296,155	+ 20.9%	\$242,000	\$290,000	+ 19.8%
Percent of Original List Price Received*	98.1%	100.9%	+ 2.9%	97.2%	100.0%	+ 2.9%
Days on Market Until Sale	62	39	- 37.1%	63	43	- 31.7%
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

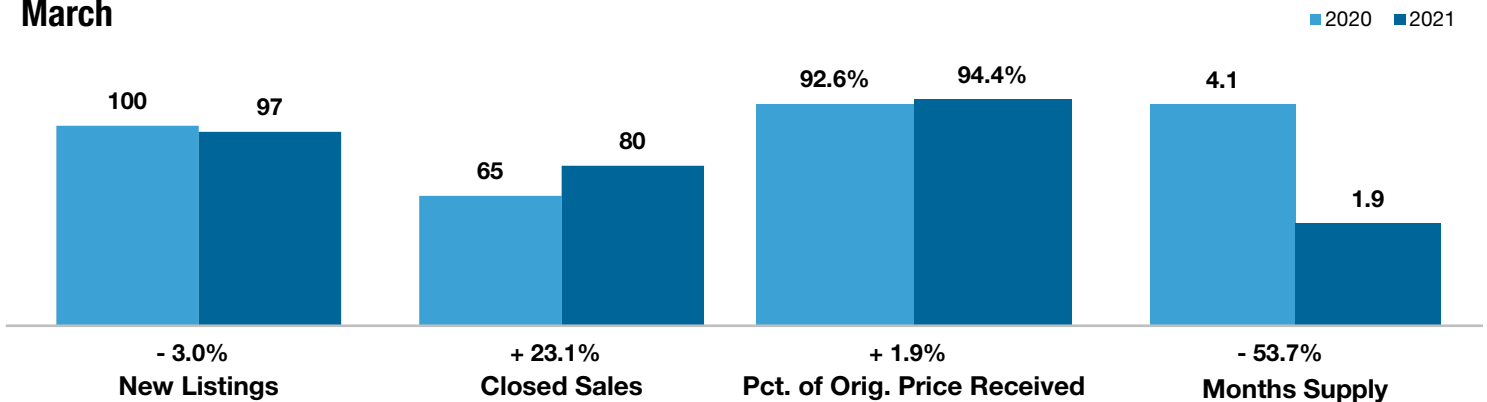


8 – Southwest Region

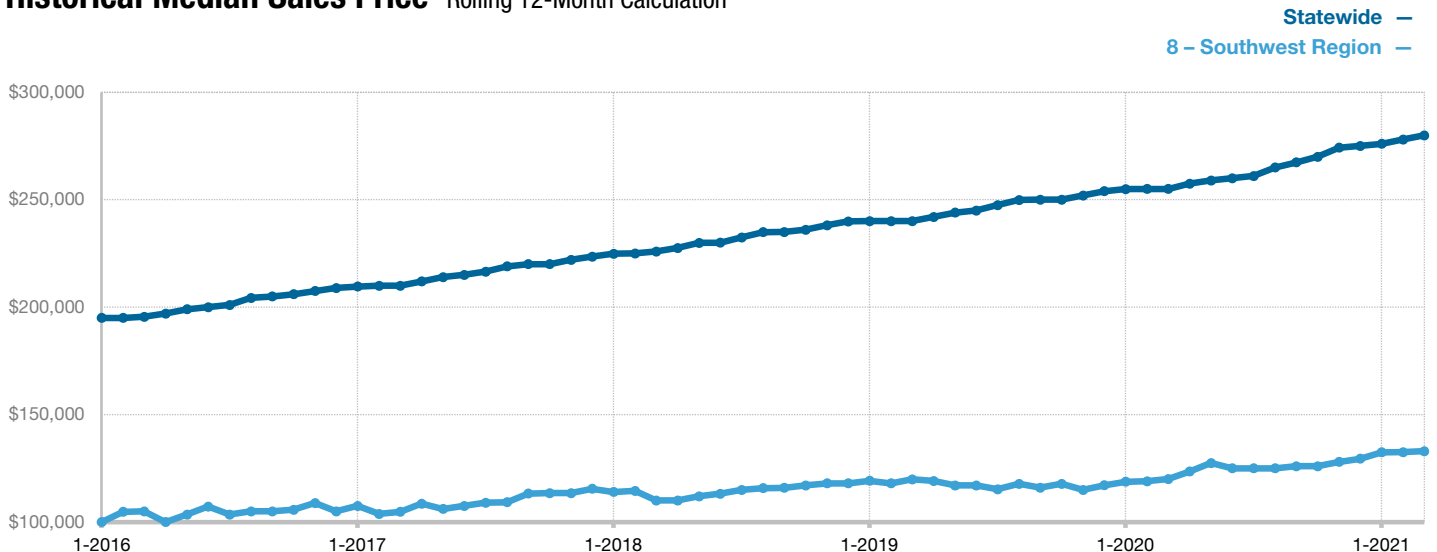
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	100	97	- 3.0%	250	239	- 4.4%
Pending Sales	77	106	+ 37.7%	199	256	+ 28.6%
Closed Sales	65	80	+ 23.1%	170	210	+ 23.5%
Median Sales Price*	\$128,750	\$133,750	+ 3.9%	\$119,000	\$133,750	+ 12.4%
Percent of Original List Price Received*	92.6%	94.4%	+ 1.9%	89.6%	93.0%	+ 3.8%
Days on Market Until Sale	73	86	+ 17.8%	102	85	- 16.7%
Months Supply of Inventory	4.1	1.9	- 53.7%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

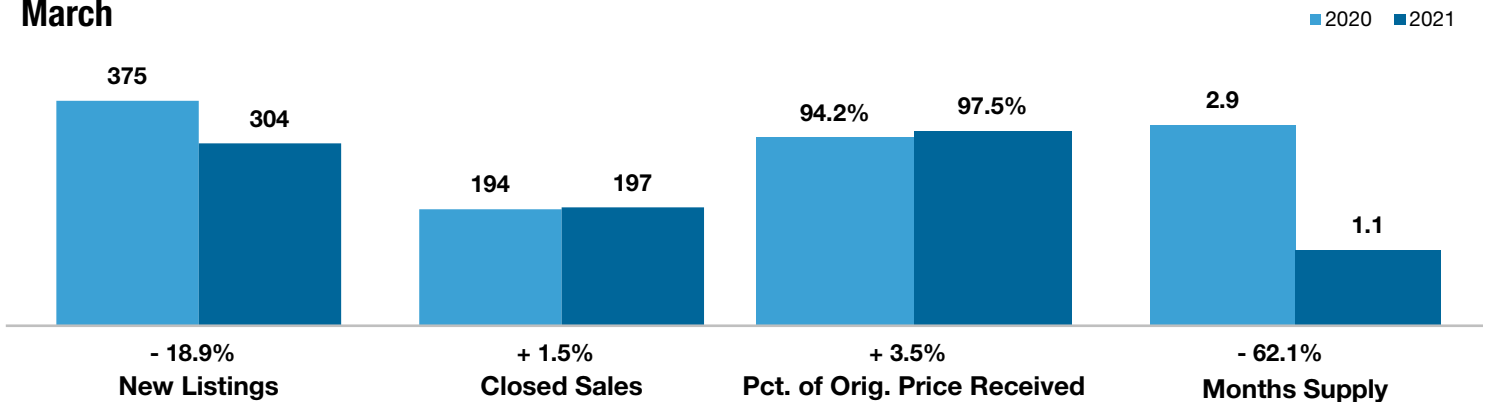


9 – South Central Region

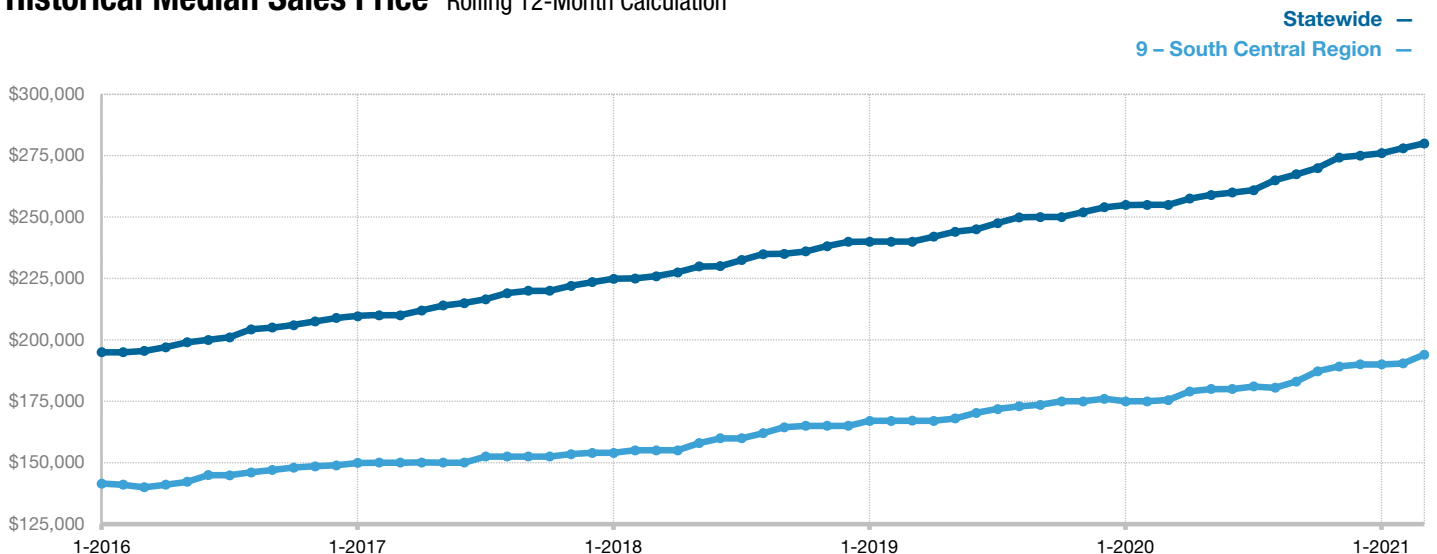
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	375	304	- 18.9%	760	660	- 13.2%
Pending Sales	286	263	- 8.0%	643	629	- 2.2%
Closed Sales	194	197	+ 1.5%	485	520	+ 7.2%
Median Sales Price*	\$169,900	\$187,500	+ 10.4%	\$167,000	\$187,000	+ 12.0%
Percent of Original List Price Received*	94.2%	97.5%	+ 3.5%	94.1%	96.5%	+ 2.6%
Days on Market Until Sale	116	81	- 30.2%	107	81	- 24.3%
Months Supply of Inventory	2.9	1.1	- 62.1%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

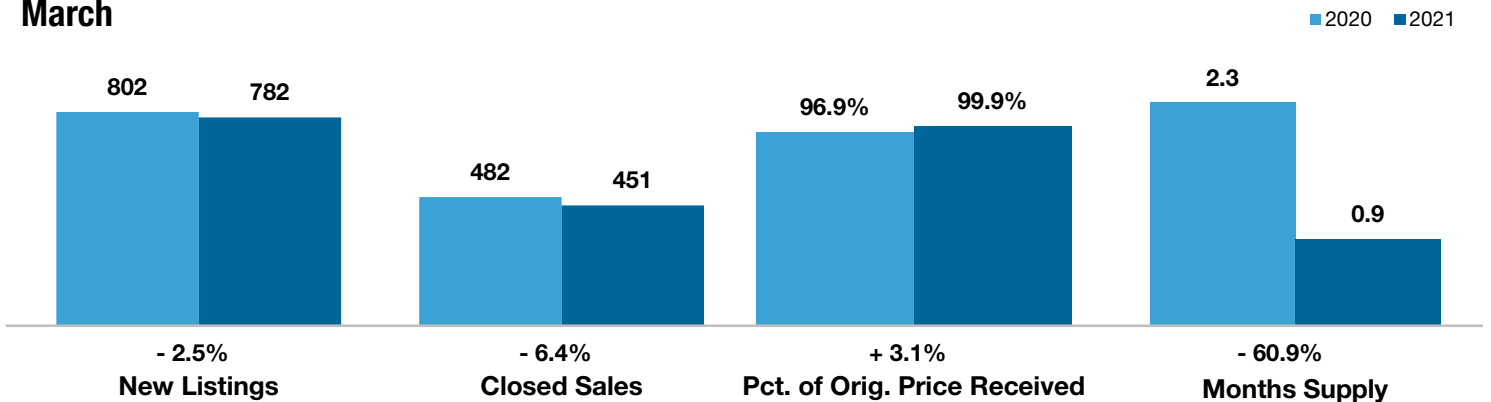


10 – Southeast Region

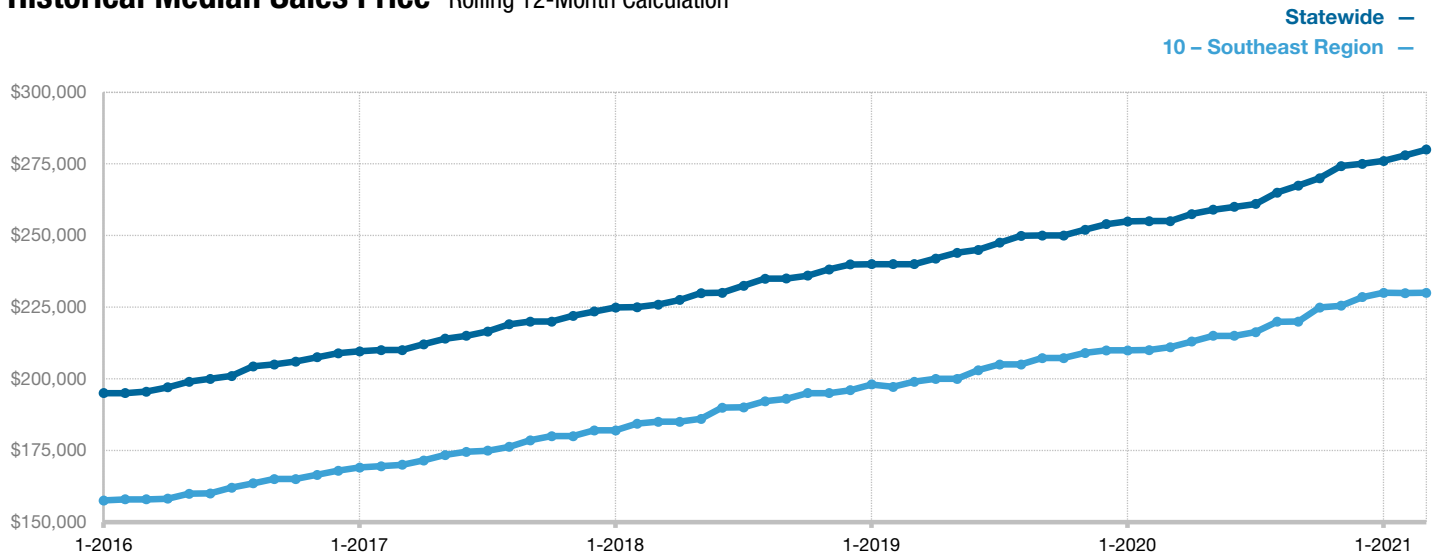
Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	802	782	- 2.5%	1,784	1,631	- 8.6%
Pending Sales	621	710	+ 14.3%	1,509	1,589	+ 5.3%
Closed Sales	482	451	- 6.4%	1,196	1,176	- 1.7%
Median Sales Price*	\$219,000	\$243,000	+ 11.0%	\$211,550	\$227,000	+ 7.3%
Percent of Original List Price Received*	96.9%	99.9%	+ 3.1%	95.8%	98.1%	+ 2.4%
Days on Market Until Sale	68	44	- 35.3%	70	50	- 28.6%
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation



Current as of April 7, 2021. All data from the multiple listing services in the state of Minnesota. Report © 2021 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for March 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

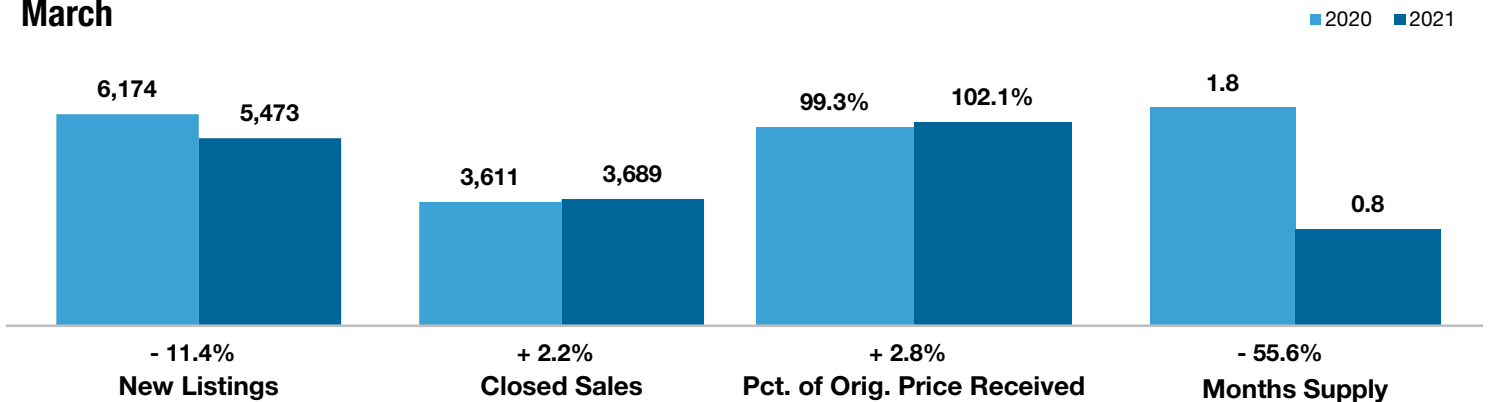


11 – 7-County Twin Cities Region

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	6,174	5,473	- 11.4%	14,294	12,837	- 10.2%
Pending Sales	4,288	4,848	+ 13.1%	10,757	11,472	+ 6.6%
Closed Sales	3,611	3,689	+ 2.2%	8,727	9,290	+ 6.5%
Median Sales Price*	\$305,000	\$332,500	+ 9.0%	\$290,000	\$319,250	+ 10.1%
Percent of Original List Price Received*	99.3%	102.1%	+ 2.8%	98.3%	100.7%	+ 2.4%
Days on Market Until Sale	43	33	- 23.3%	48	36	- 25.0%
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

