



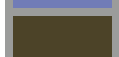
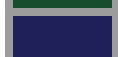



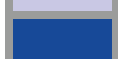


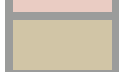


Minnesota Regional Development Organizations



- | | | | |
|---|------------------------------------|---|----------------------------------|
|  | 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 January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

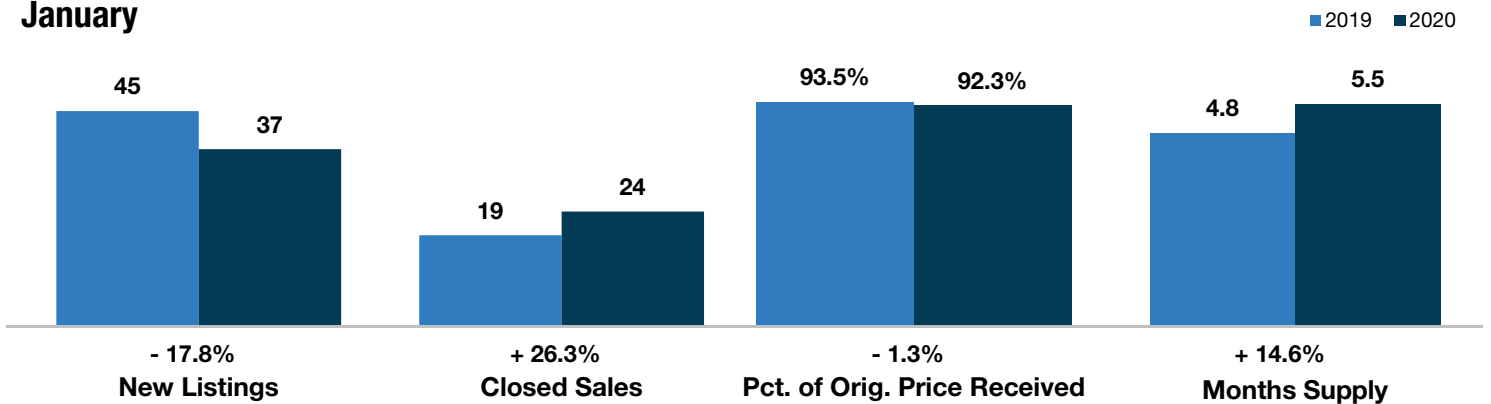


1 – Northwest Region

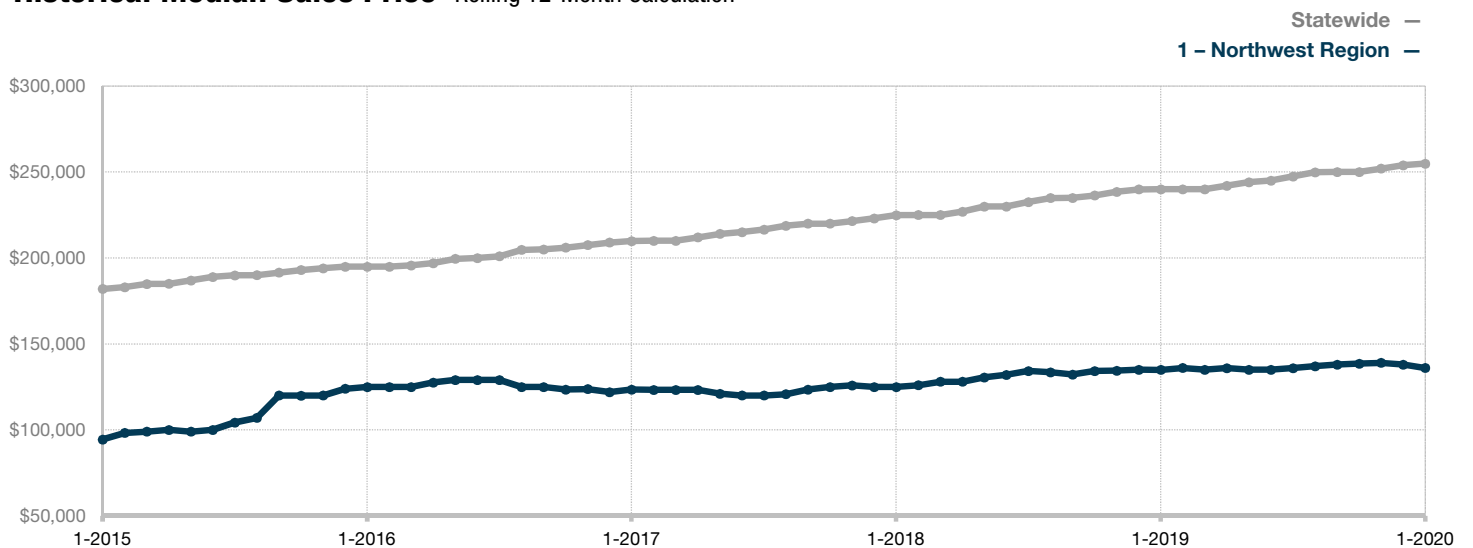
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	45	37	- 17.8%	45	37	- 17.8%
Closed Sales	19	24	+ 26.3%	19	24	+ 26.3%
Median Sales Price*	\$132,500	\$95,000	- 28.3%	\$132,500	\$95,000	- 28.3%
Percent of Original List Price Received*	93.5%	92.3%	- 1.3%	93.5%	92.3%	- 1.3%
Days on Market Until Sale	156	111	- 28.8%	156	111	- 28.8%
Months Supply of Inventory	4.8	5.5	+ 14.6%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

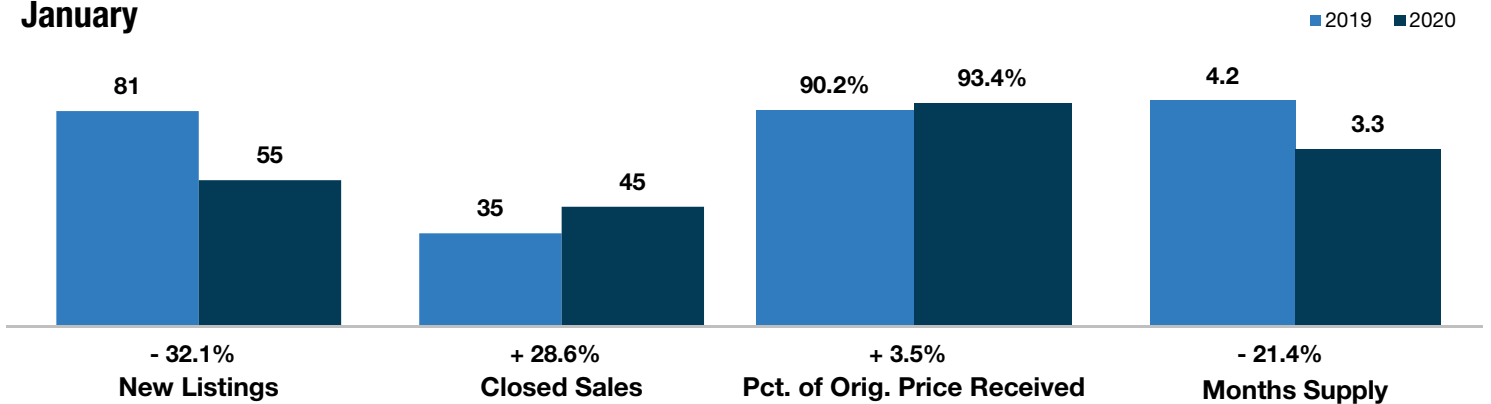


2 – Headwaters Region

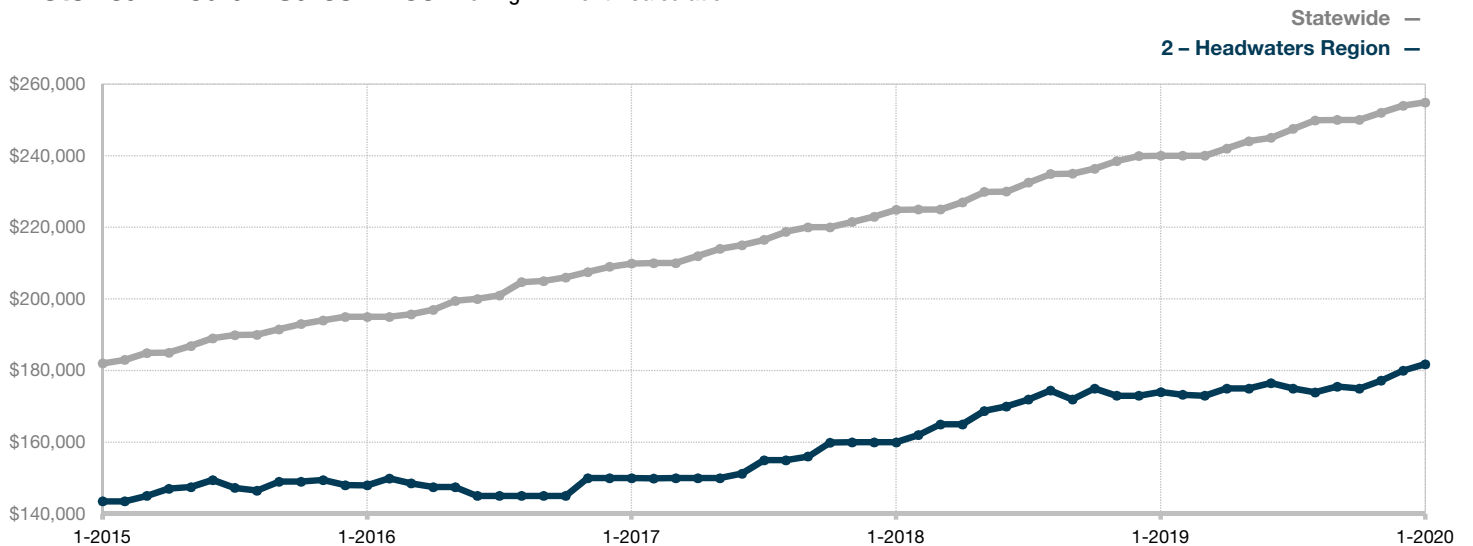
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	81	55	- 32.1%	81	55	- 32.1%
Closed Sales	35	45	+ 28.6%	35	45	+ 28.6%
Median Sales Price*	\$153,500	\$190,000	+ 23.8%	\$153,500	\$190,000	+ 23.8%
Percent of Original List Price Received*	90.2%	93.4%	+ 3.5%	90.2%	93.4%	+ 3.5%
Days on Market Until Sale	145	118	- 18.6%	145	118	- 18.6%
Months Supply of Inventory	4.2	3.3	- 21.4%	--	--	--

* 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

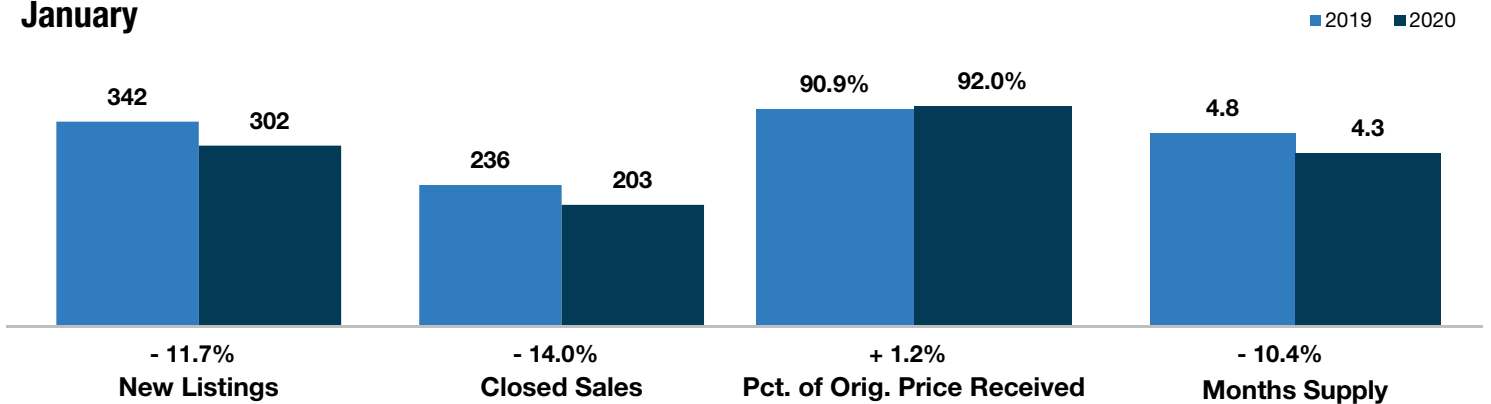


3 – Arrowhead Region

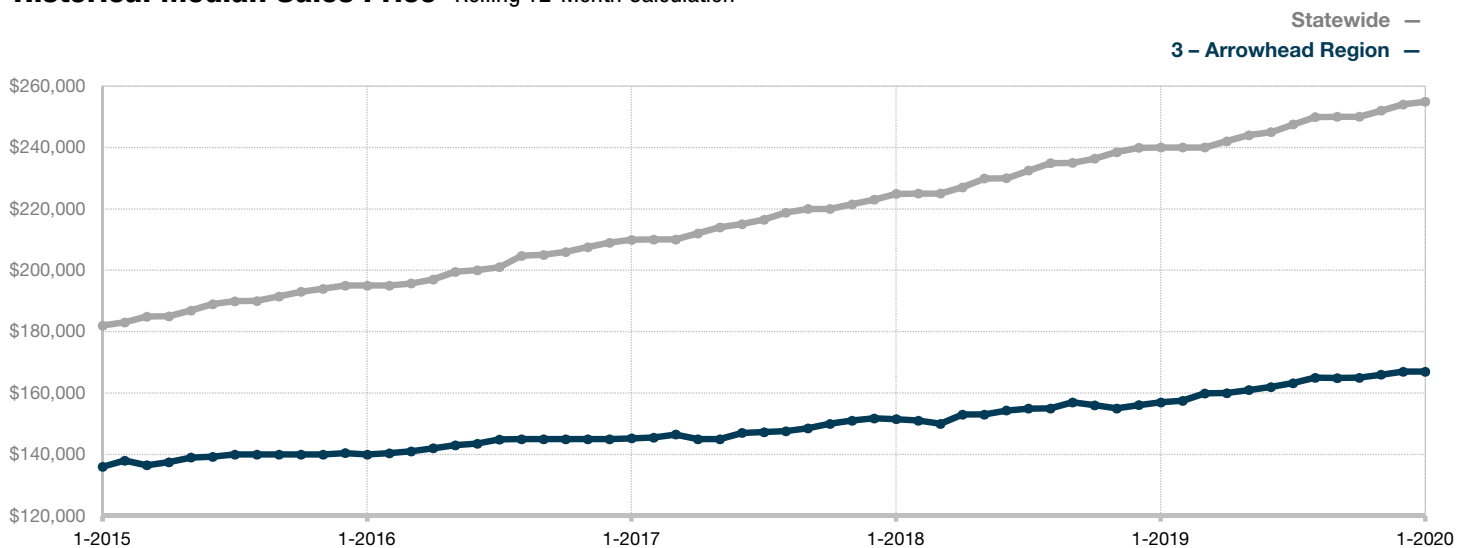
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	342	302	- 11.7%	342	302	- 11.7%
Closed Sales	236	203	- 14.0%	236	203	- 14.0%
Median Sales Price*	\$149,900	\$145,000	- 3.3%	\$149,900	\$145,000	- 3.3%
Percent of Original List Price Received*	90.9%	92.0%	+ 1.2%	90.9%	92.0%	+ 1.2%
Days on Market Until Sale	86	93	+ 8.1%	86	93	+ 8.1%
Months Supply of Inventory	4.8	4.3	- 10.4%	--	--	--

* 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

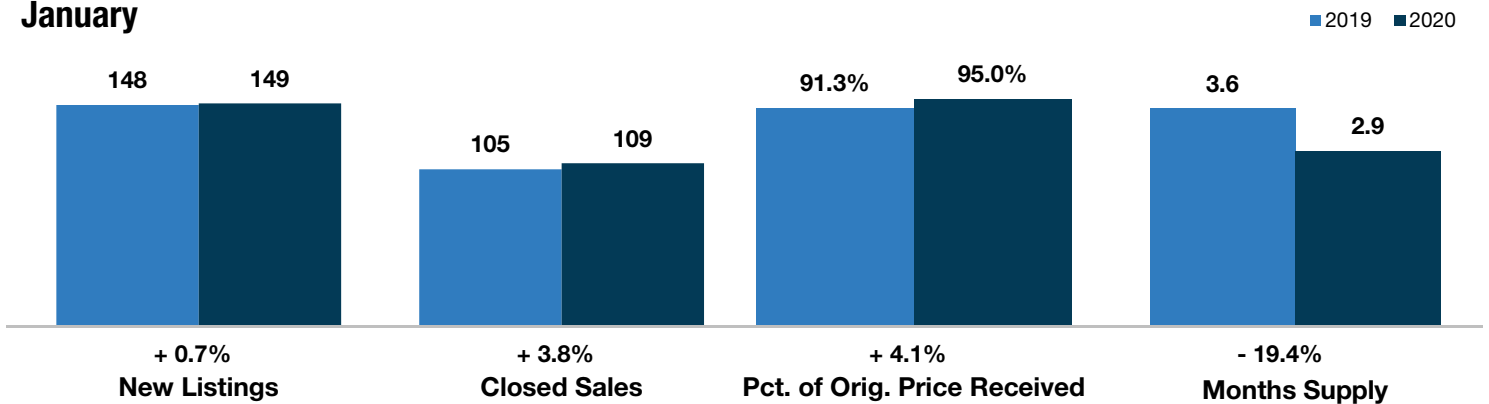


4 – West Central Region

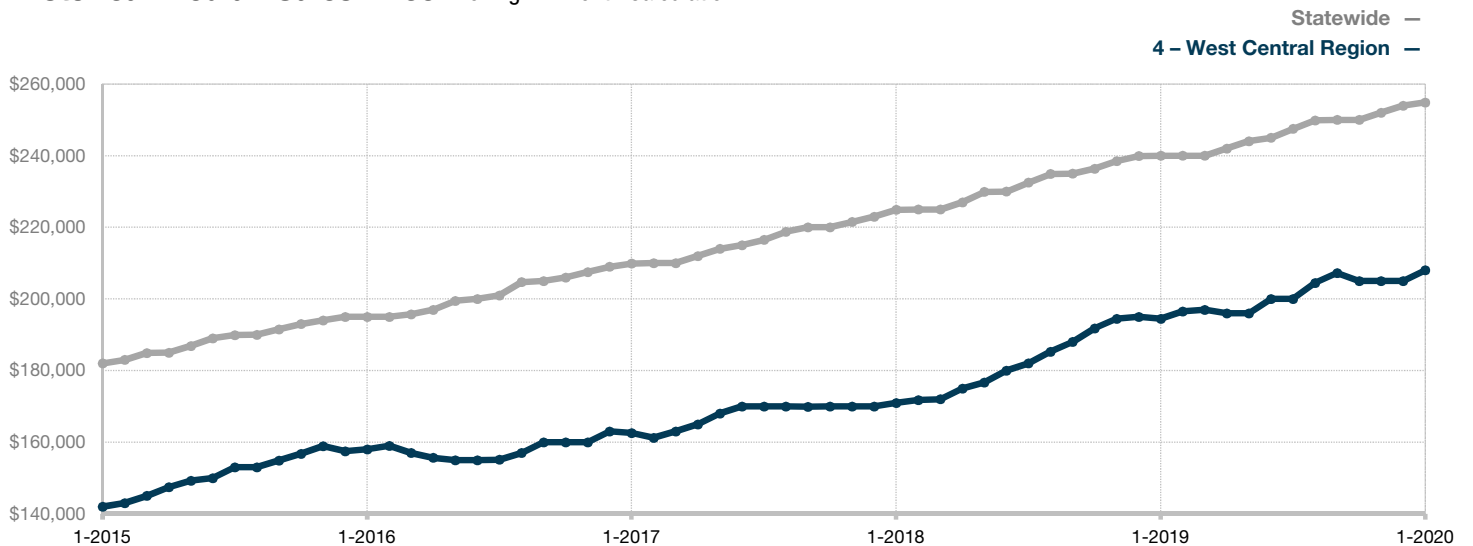
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	148	149	+ 0.7%	148	149	+ 0.7%
Closed Sales	105	109	+ 3.8%	105	109	+ 3.8%
Median Sales Price*	\$165,000	\$196,750	+ 19.2%	\$165,000	\$196,750	+ 19.2%
Percent of Original List Price Received*	91.3%	95.0%	+ 4.1%	91.3%	95.0%	+ 4.1%
Days on Market Until Sale	97	69	- 28.9%	97	69	- 28.9%
Months Supply of Inventory	3.6	2.9	- 19.4%	--	--	--

* 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



Current as of February 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

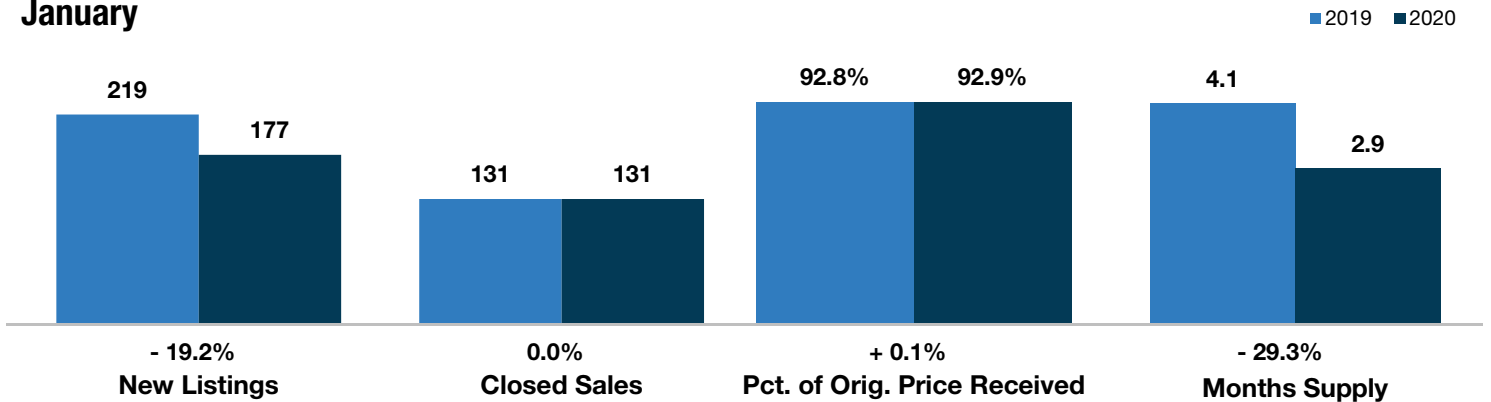


5 – North Central Region

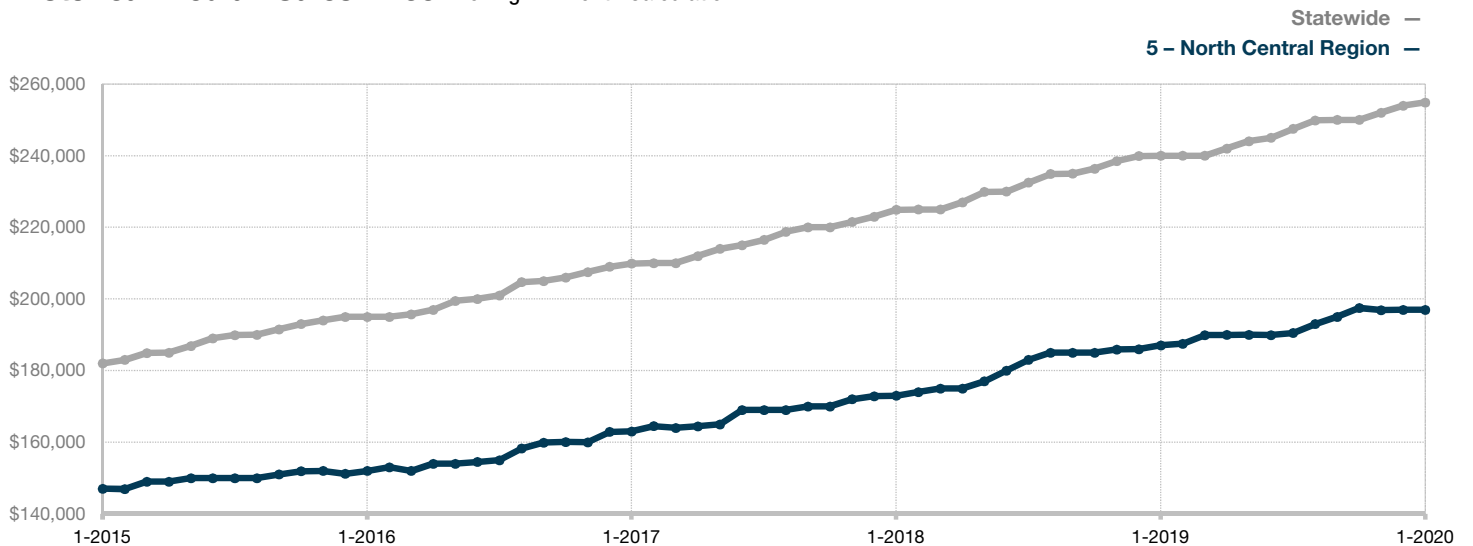
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	219	177	- 19.2%	219	177	- 19.2%
Closed Sales	131	131	0.0%	131	131	0.0%
Median Sales Price*	\$165,000	\$160,950	- 2.5%	\$165,000	\$160,950	- 2.5%
Percent of Original List Price Received*	92.8%	92.9%	+ 0.1%	92.8%	92.9%	+ 0.1%
Days on Market Until Sale	97	84	- 13.4%	97	84	- 13.4%
Months Supply of Inventory	4.1	2.9	- 29.3%	--	--	--

* 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

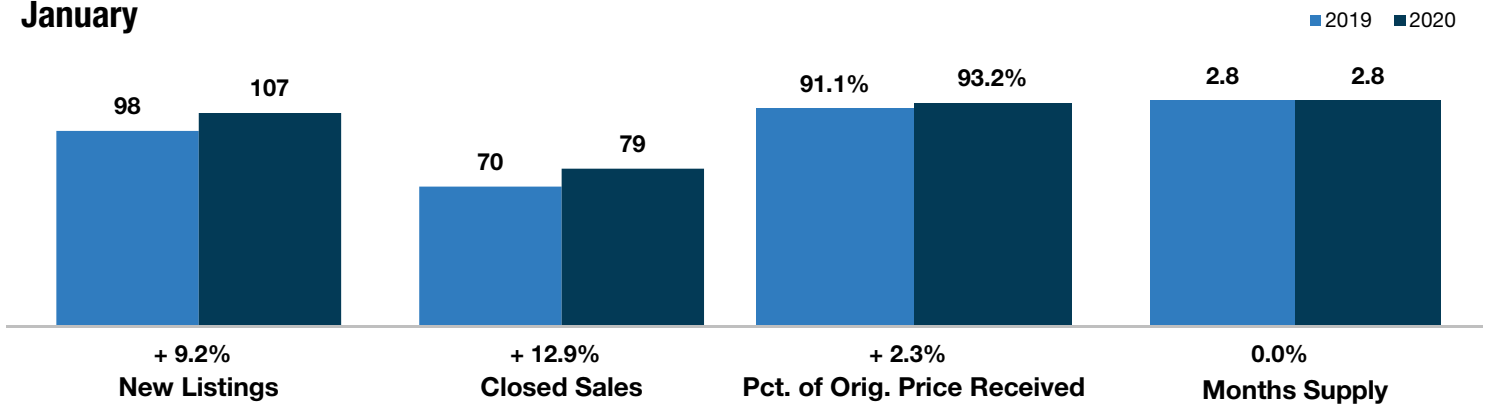


6E – Southwest Central Region

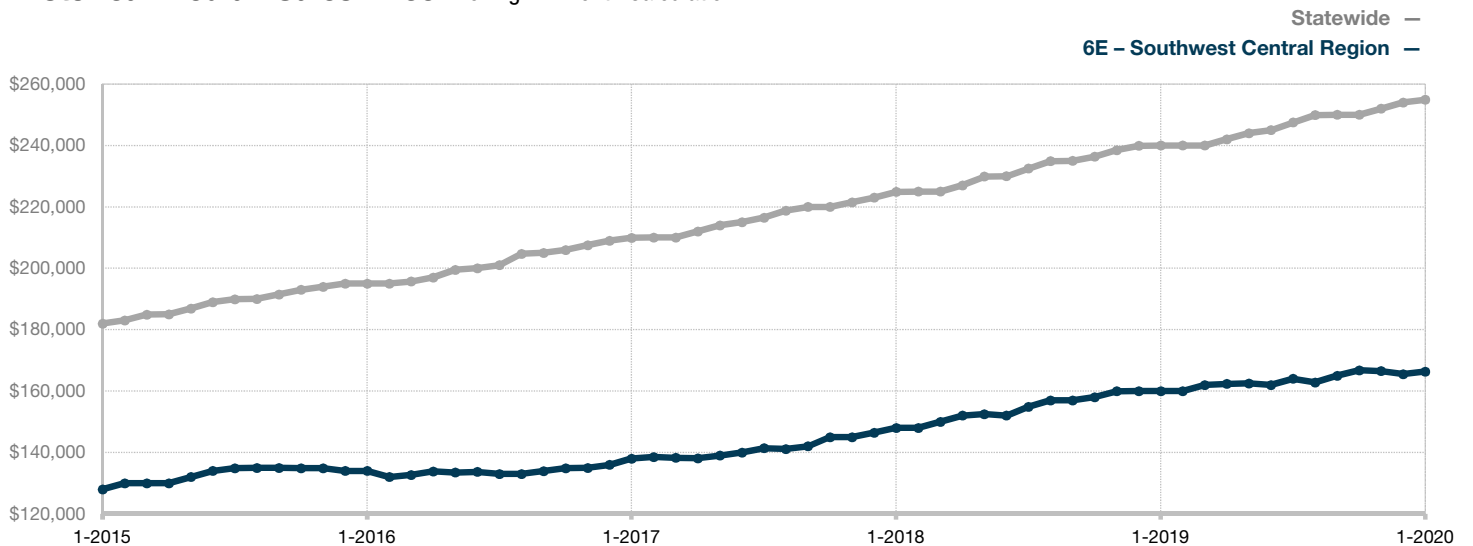
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	98	107	+ 9.2%	98	107	+ 9.2%
Closed Sales	70	79	+ 12.9%	70	79	+ 12.9%
Median Sales Price*	\$147,250	\$154,700	+ 5.1%	\$147,250	\$154,700	+ 5.1%
Percent of Original List Price Received*	91.1%	93.2%	+ 2.3%	91.1%	93.2%	+ 2.3%
Days on Market Until Sale	85	70	- 17.6%	85	70	- 17.6%
Months Supply of Inventory	2.8	2.8	0.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

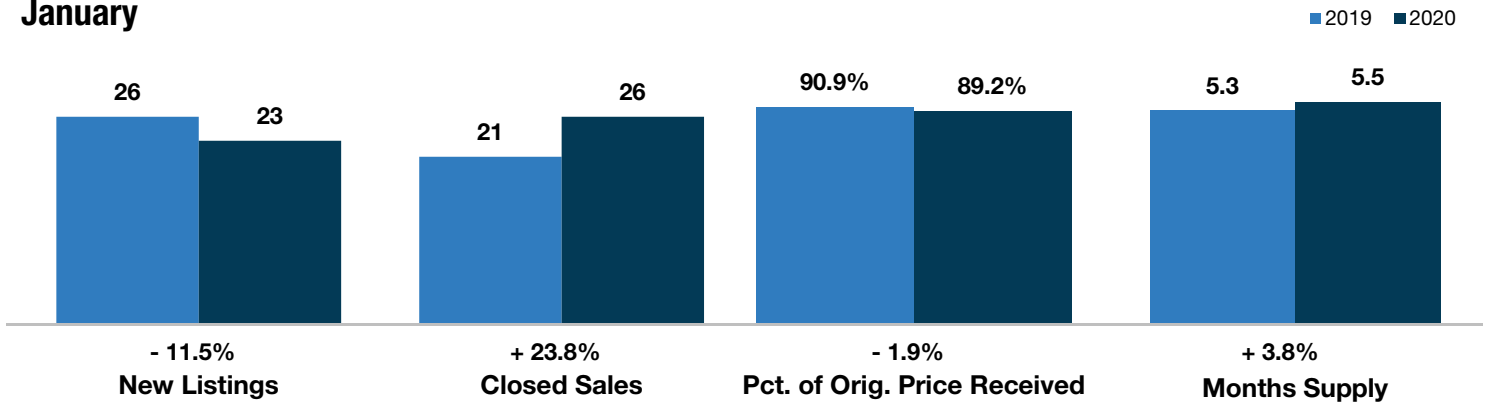


6W – Upper Minnesota Valley Region

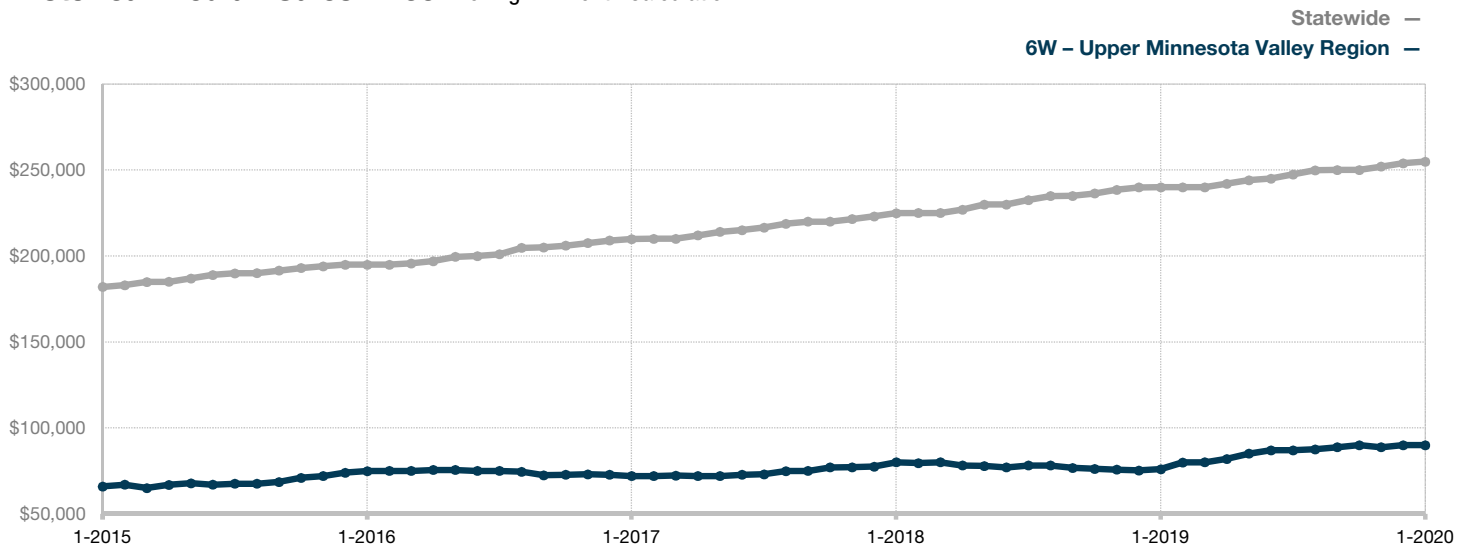
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	26	23	- 11.5%	26	23	- 11.5%
Closed Sales	21	26	+ 23.8%	21	26	+ 23.8%
Median Sales Price*	\$85,000	\$88,750	+ 4.4%	\$85,000	\$88,750	+ 4.4%
Percent of Original List Price Received*	90.9%	89.2%	- 1.9%	90.9%	89.2%	- 1.9%
Days on Market Until Sale	104	79	- 24.0%	104	79	- 24.0%
Months Supply of Inventory	5.3	5.5	+ 3.8%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

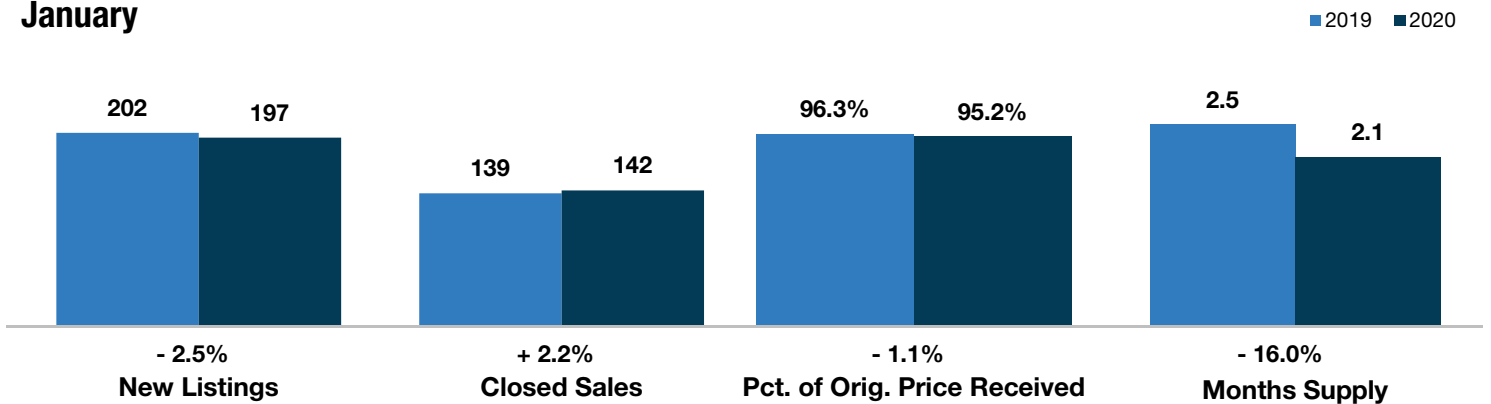


7E – East Central Region

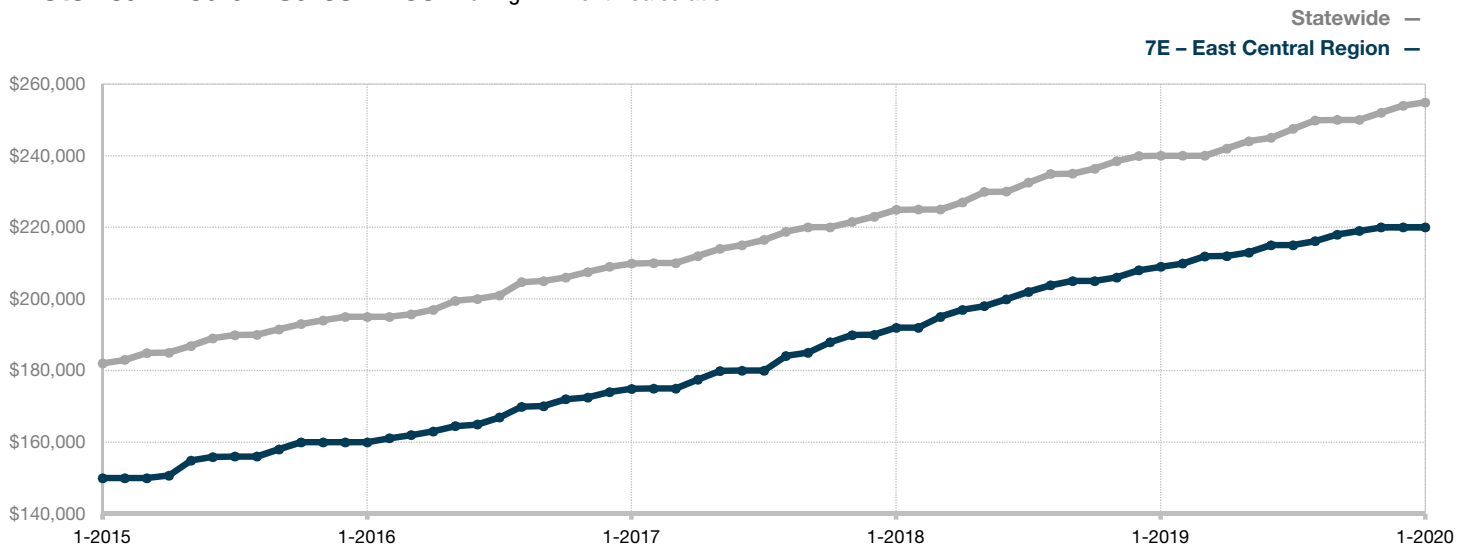
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	202	197	- 2.5%	202	197	- 2.5%
Closed Sales	139	142	+ 2.2%	139	142	+ 2.2%
Median Sales Price*	\$215,450	\$214,900	- 0.3%	\$215,450	\$214,900	- 0.3%
Percent of Original List Price Received*	96.3%	95.2%	- 1.1%	96.3%	95.2%	- 1.1%
Days on Market Until Sale	70	62	- 11.4%	70	62	- 11.4%
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

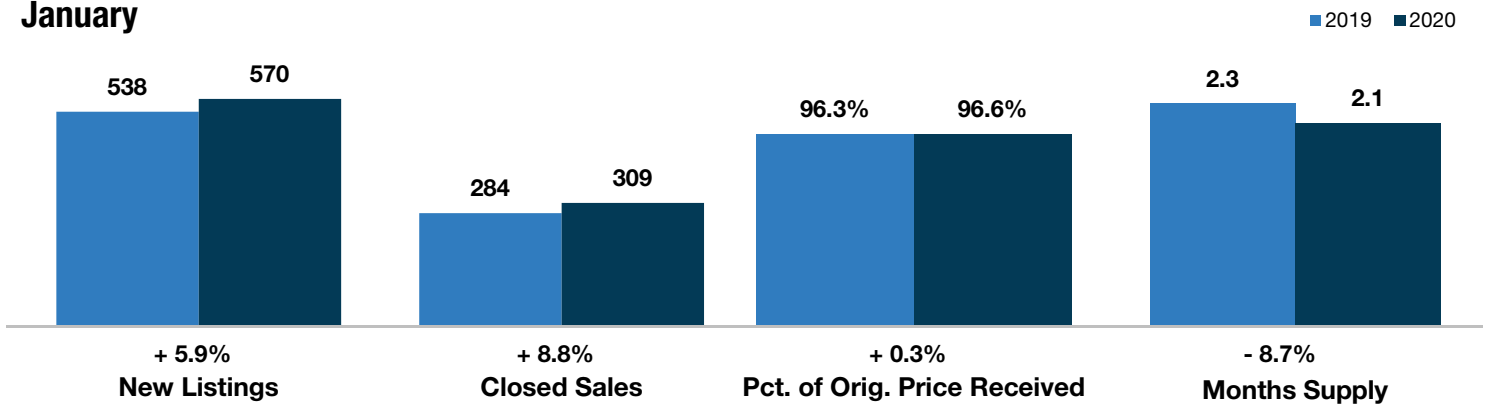


7W – Central Region

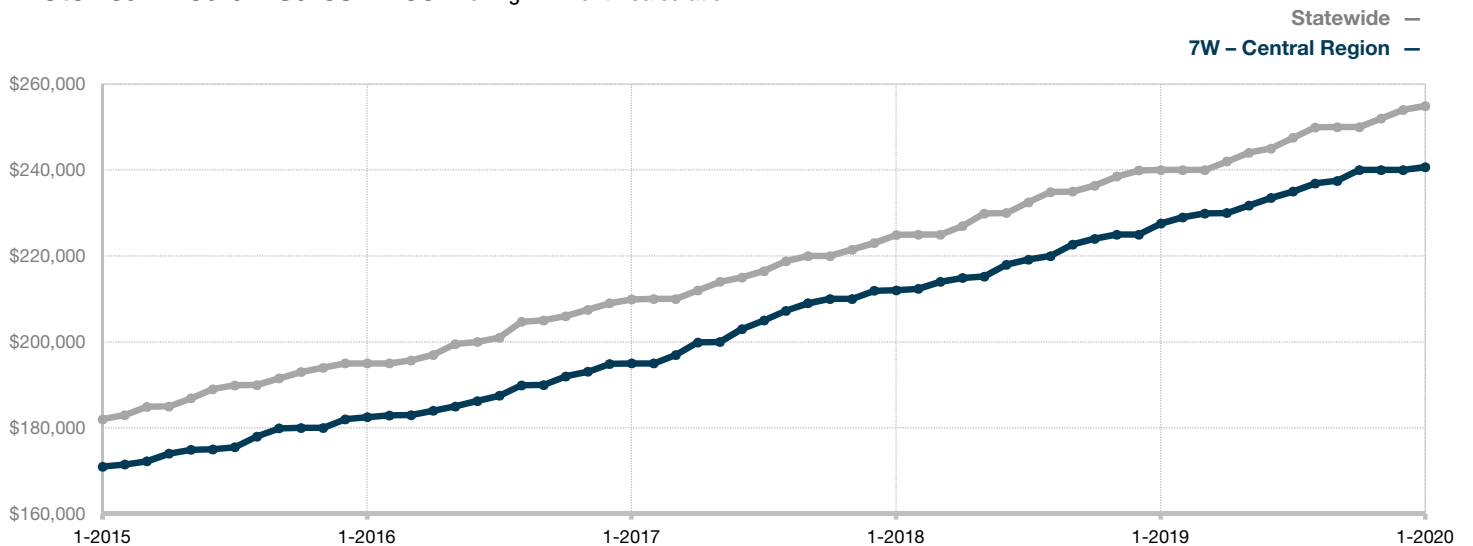
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	538	570	+ 5.9%	538	570	+ 5.9%
Closed Sales	284	309	+ 8.8%	284	309	+ 8.8%
Median Sales Price*	\$227,538	\$240,000	+ 5.5%	\$227,538	\$240,000	+ 5.5%
Percent of Original List Price Received*	96.3%	96.6%	+ 0.3%	96.3%	96.6%	+ 0.3%
Days on Market Until Sale	69	60	- 13.0%	69	60	- 13.0%
Months Supply of Inventory	2.3	2.1	- 8.7%	--	--	--

* 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



Current as of February 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.

Local Market Update for January 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

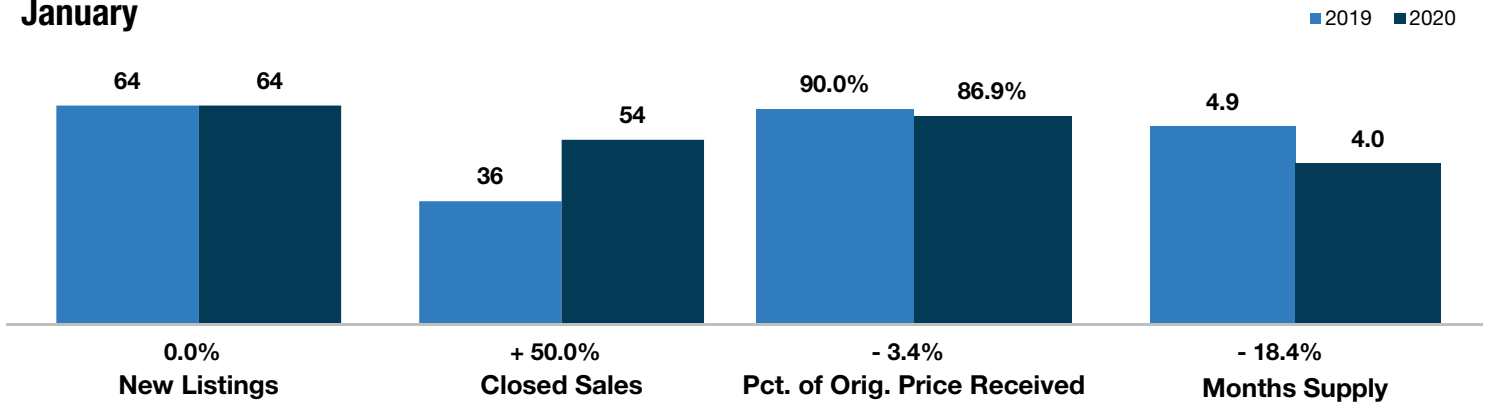


8 – Southwest Region

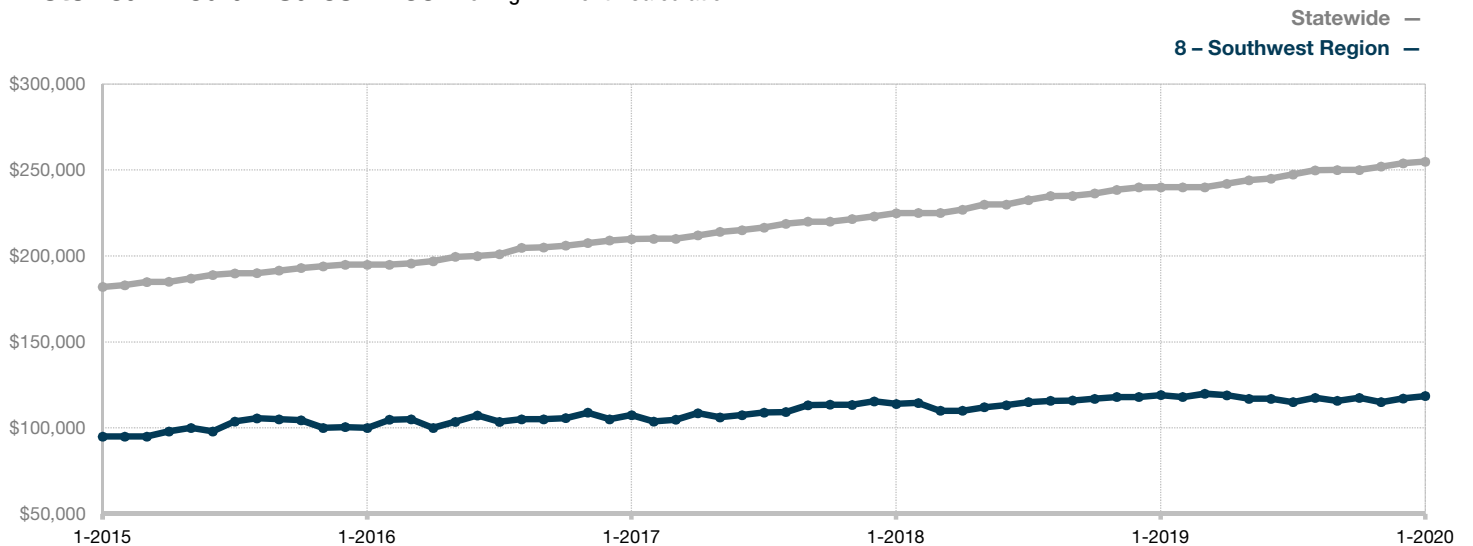
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	64	64	0.0%	64	64	0.0%
Closed Sales	36	54	+ 50.0%	36	54	+ 50.0%
Median Sales Price*	\$85,000	\$116,750	+ 37.4%	\$85,000	\$116,750	+ 37.4%
Percent of Original List Price Received*	90.0%	86.9%	- 3.4%	90.0%	86.9%	- 3.4%
Days on Market Until Sale	127	102	- 19.7%	127	102	- 19.7%
Months Supply of Inventory	4.9	4.0	- 18.4%	--	--	--

* 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

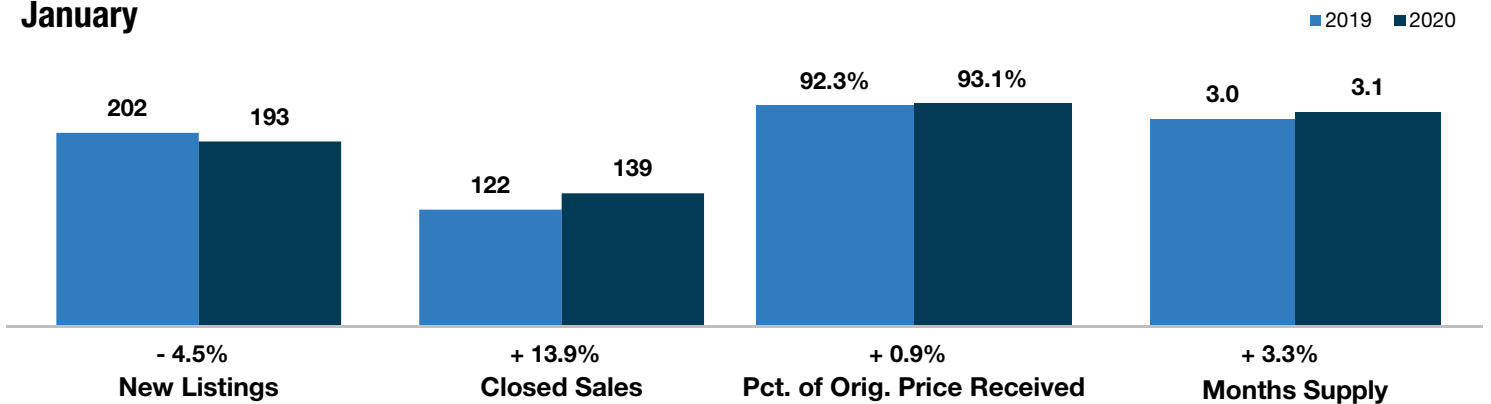


9 – South Central Region

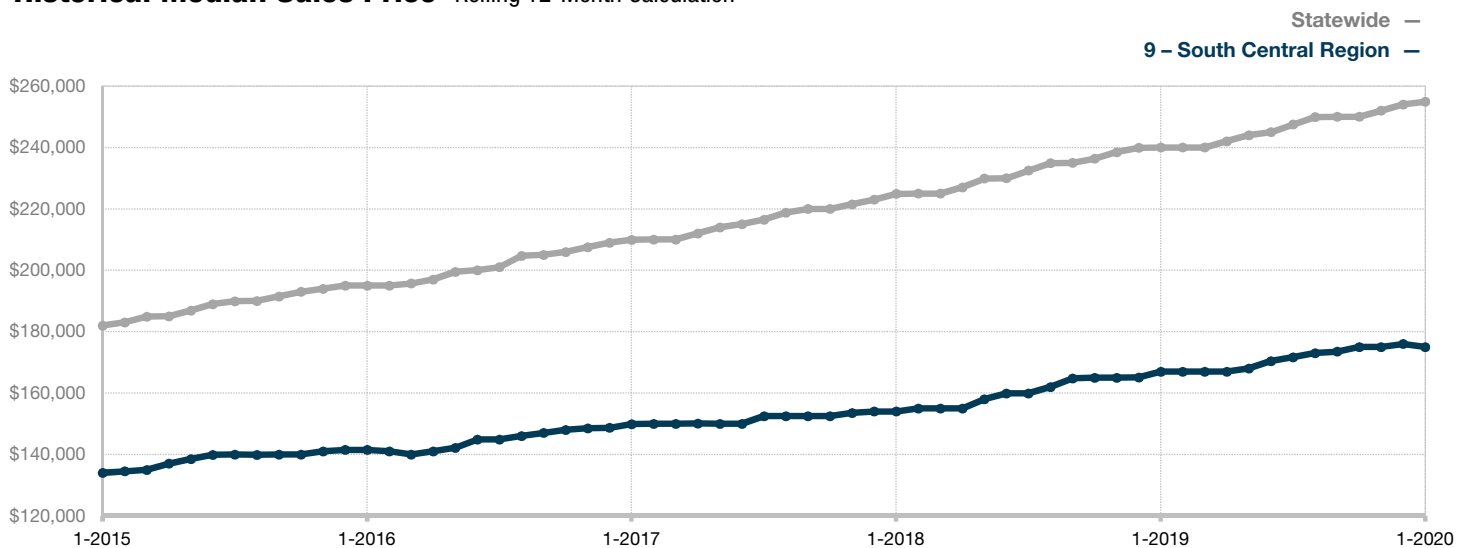
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	202	193	- 4.5%	202	193	- 4.5%
Closed Sales	122	139	+ 13.9%	122	139	+ 13.9%
Median Sales Price*	\$176,798	\$155,000	- 12.3%	\$176,798	\$155,000	- 12.3%
Percent of Original List Price Received*	92.3%	93.1%	+ 0.9%	92.3%	93.1%	+ 0.9%
Days on Market Until Sale	106	104	- 1.9%	106	104	- 1.9%
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

* 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

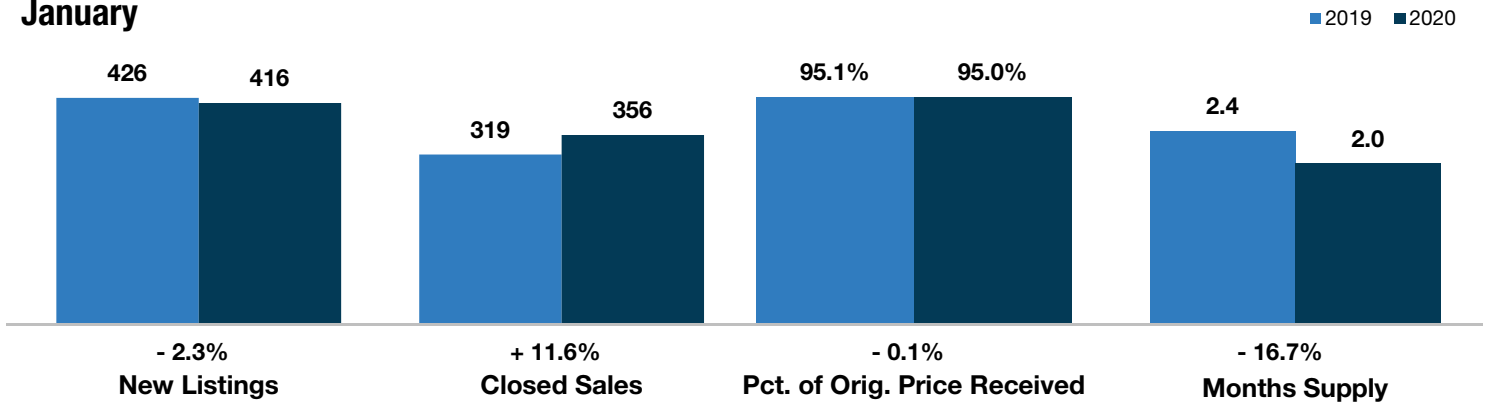


10 – Southeast Region

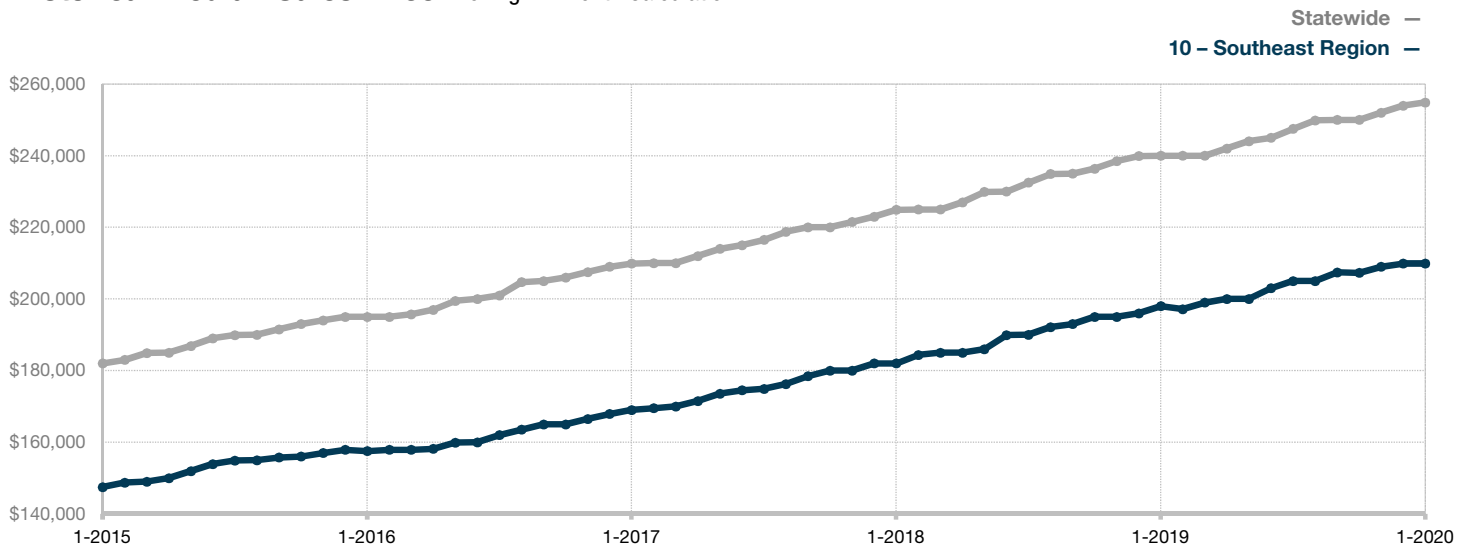
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	426	416	- 2.3%	426	416	- 2.3%
Closed Sales	319	356	+ 11.6%	319	356	+ 11.6%
Median Sales Price*	\$195,000	\$200,000	+ 2.6%	\$195,000	\$200,000	+ 2.6%
Percent of Original List Price Received*	95.1%	95.0%	- 0.1%	95.1%	95.0%	- 0.1%
Days on Market Until Sale	71	66	- 7.0%	71	66	- 7.0%
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

* 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 2020

A Research Tool Provided by the Minnesota Association of REALTORS®

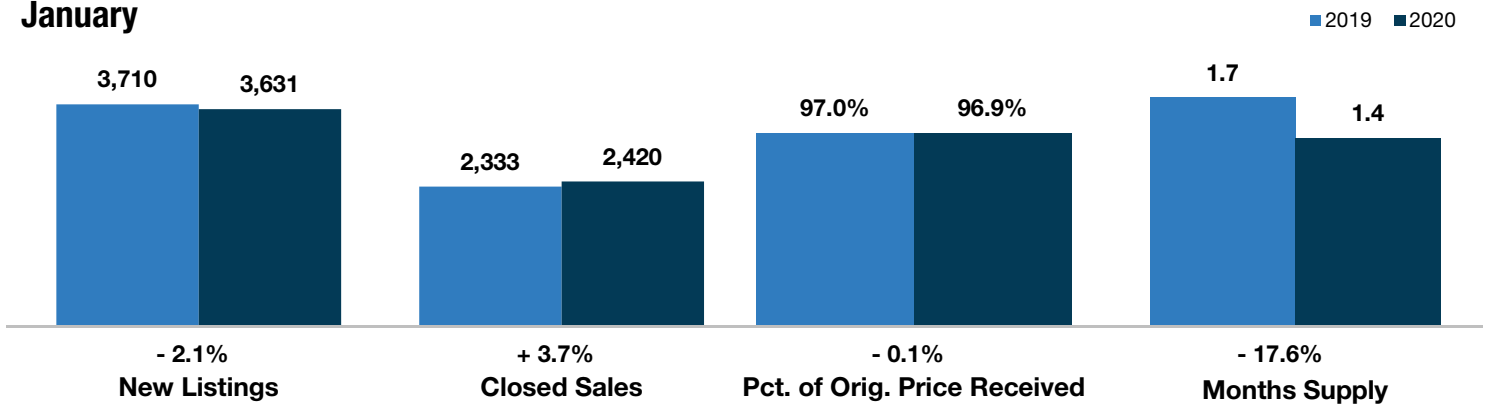


11 – 7-County Twin Cities Region

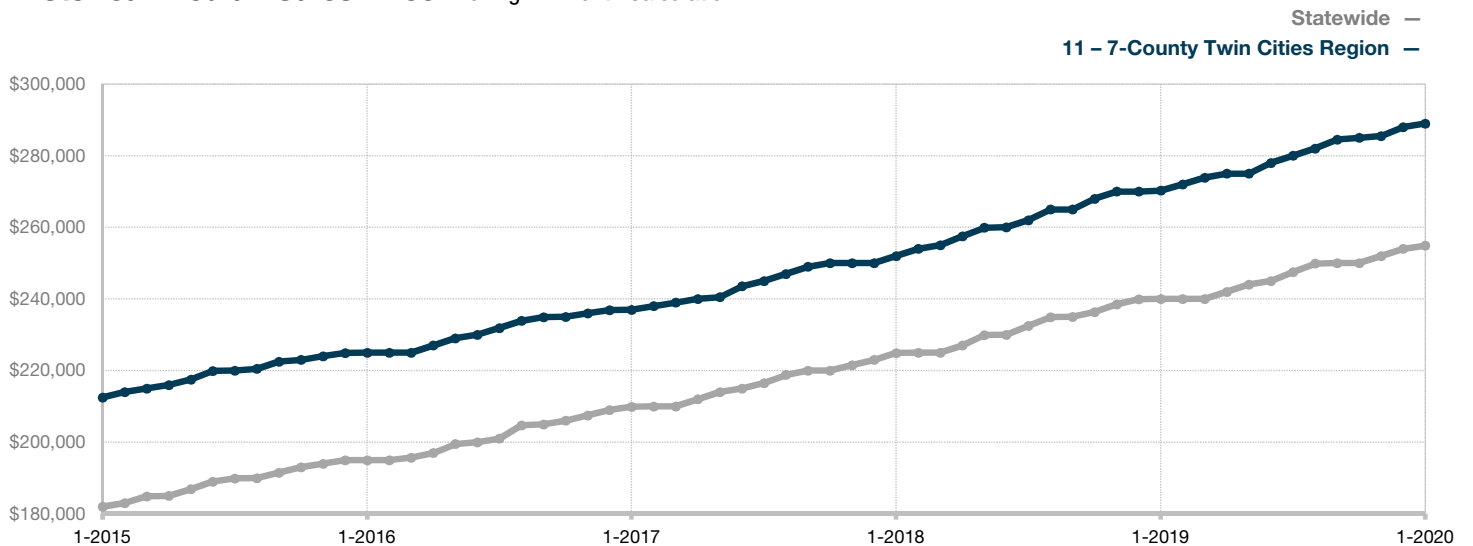
Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	3,710	3,631	- 2.1%	3,710	3,631	- 2.1%
Closed Sales	2,333	2,420	+ 3.7%	2,333	2,420	+ 3.7%
Median Sales Price*	\$262,900	\$277,000	+ 5.4%	\$262,900	\$277,000	+ 5.4%
Percent of Original List Price Received*	97.0%	96.9%	- 0.1%	97.0%	96.9%	- 0.1%
Days on Market Until Sale	53	53	0.0%	53	53	0.0%
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--

* 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.

January



Historical Median Sales Price Rolling 12-Month Calculation



Current as of February 7, 2020. All data from the multiple listing services in the state of Minnesota. Report © 2020 ShowingTime. Percent changes are calculated using rounded figures.