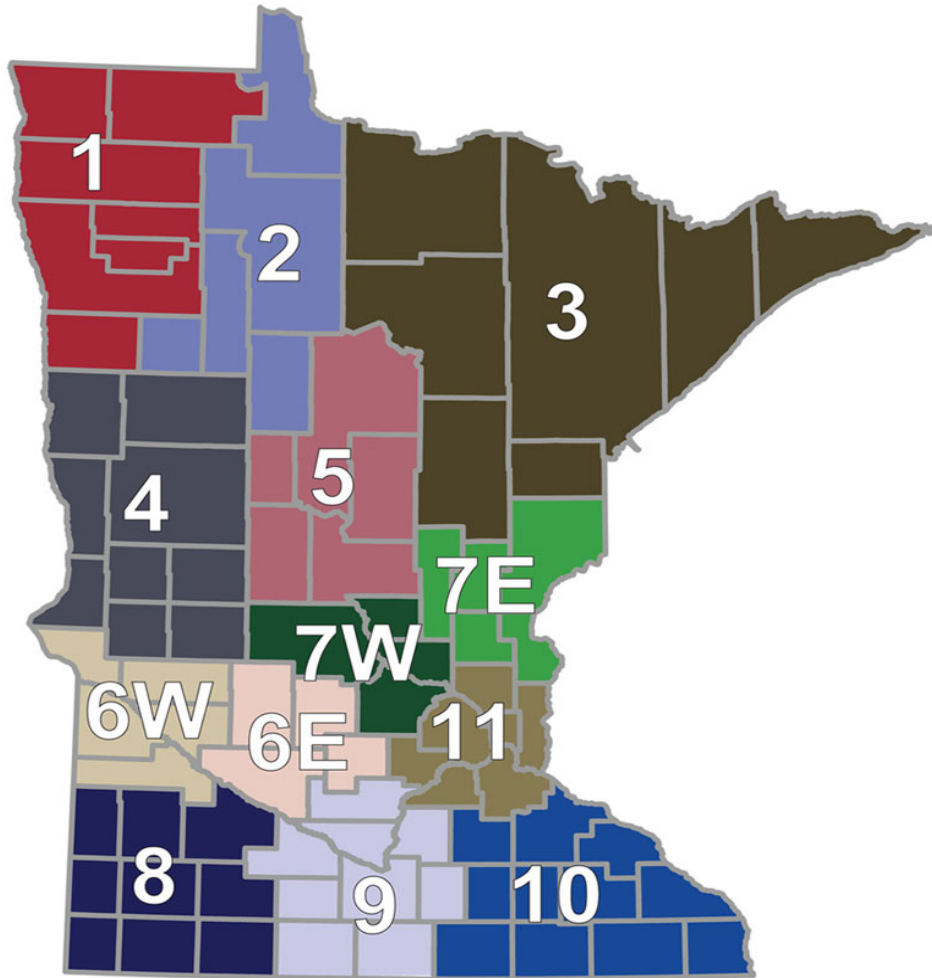


## Minnesota Regional Development Organizations



- 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 April 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

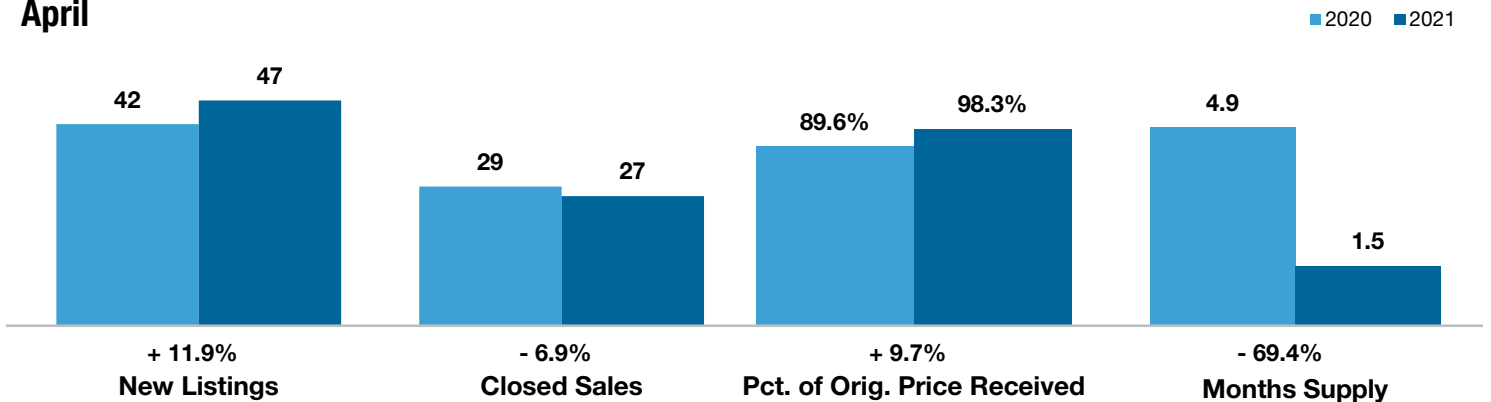


## 1 – Northwest Region

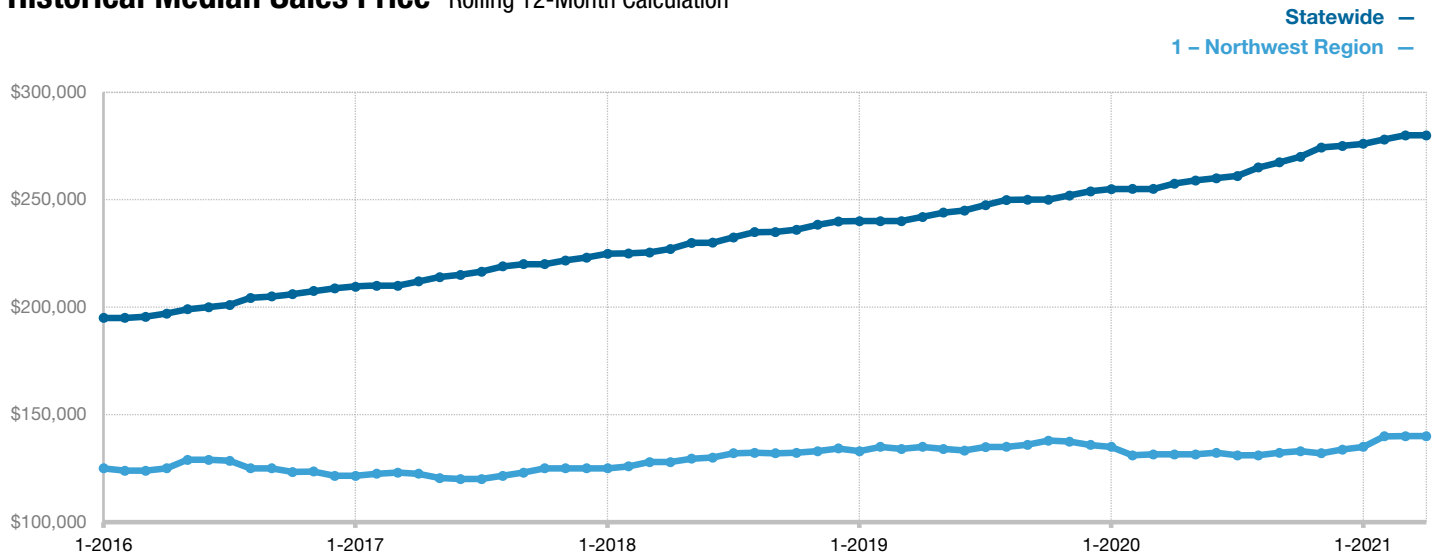
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	42	47	+ 11.9%	161	137	- 14.9%
Pending Sales	34	59	+ 73.5%	136	164	+ 20.6%
Closed Sales	29	27	- 6.9%	106	145	+ 36.8%
Median Sales Price*	\$147,500	\$158,900	+ 7.7%	\$116,000	\$142,500	+ 22.8%
Percent of Original List Price Received*	89.6%	98.3%	+ 9.7%	90.9%	94.6%	+ 4.1%
Days on Market Until Sale	132	50	- 62.1%	101	72	- 28.7%
Months Supply of Inventory	4.9	1.5	- 69.4%	--	--	--

\* 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.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2021

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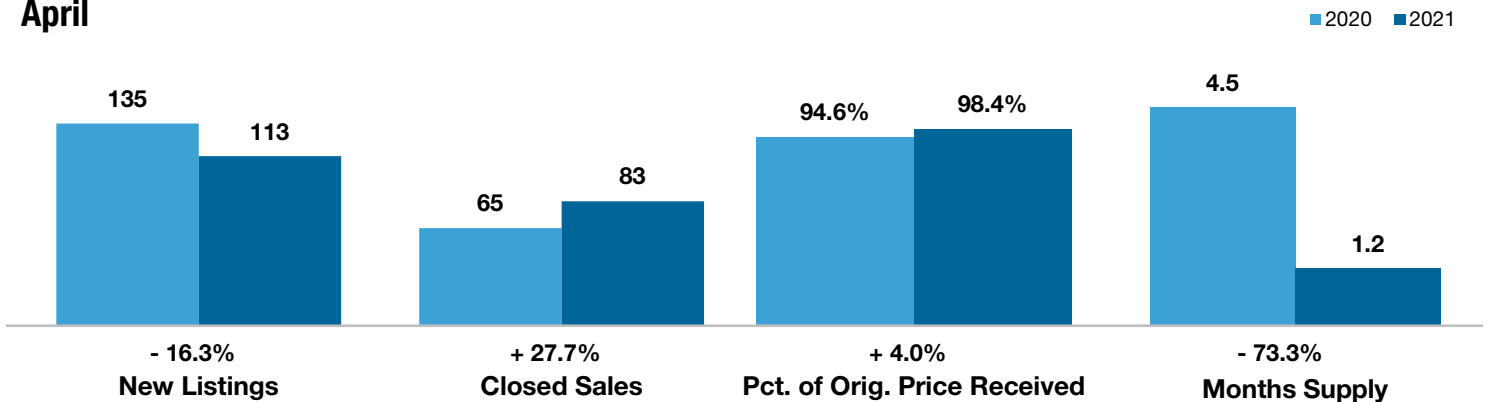


## 2 – Headwaters Region

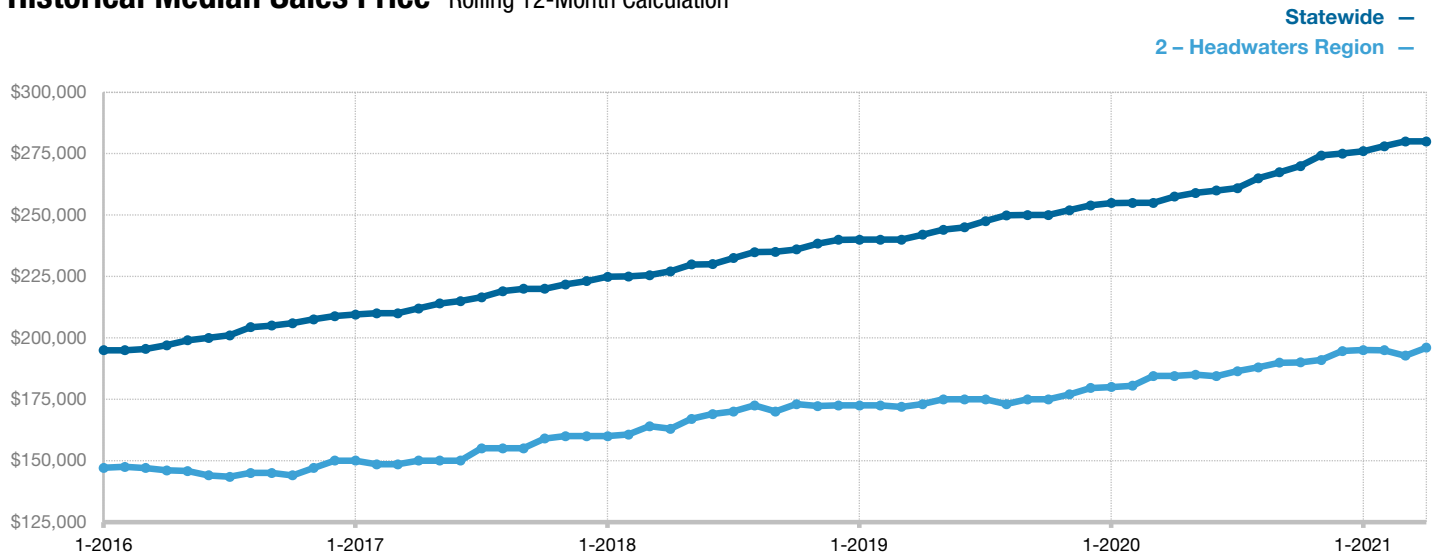
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	135	<b>113</b>	- 16.3%	430	<b>337</b>	- 21.6%
Pending Sales	92	<b>88</b>	- 4.3%	265	<b>316</b>	+ 19.2%
Closed Sales	65	<b>83</b>	+ 27.7%	183	<b>267</b>	+ 45.9%
Median Sales Price*	\$180,000	<b>\$229,000</b>	+ 27.2%	\$186,650	<b>\$194,900</b>	+ 4.4%
Percent of Original List Price Received*	94.6%	<b>98.4%</b>	+ 4.0%	94.6%	<b>96.1%</b>	+ 1.6%
Days on Market Until Sale	95	<b>62</b>	- 34.7%	84	<b>68</b>	- 19.0%
Months Supply of Inventory	4.5	<b>1.2</b>	- 73.3%	--	--	--

\* 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.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2021

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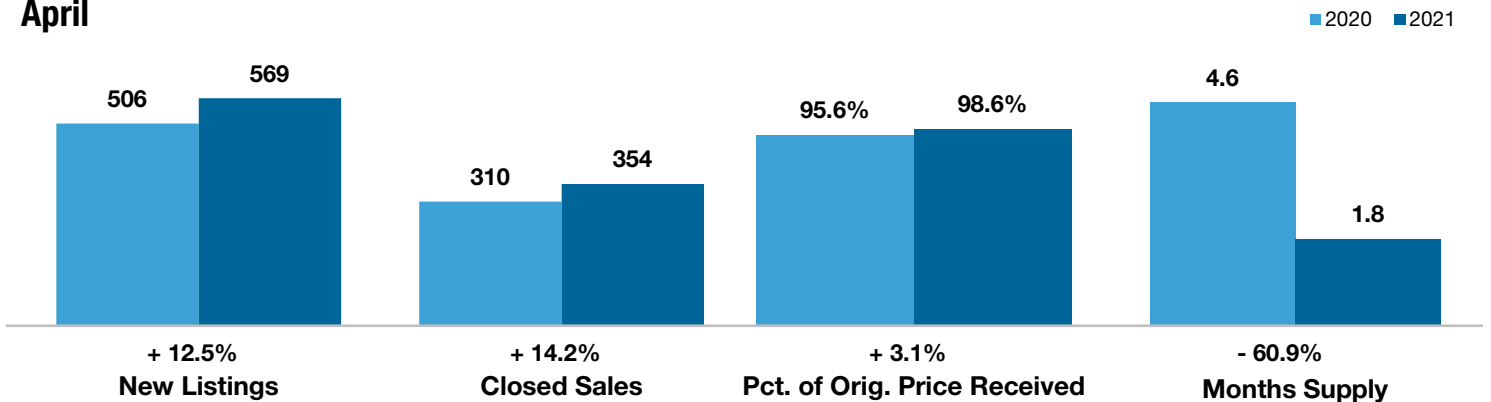


## 3 – Arrowhead Region

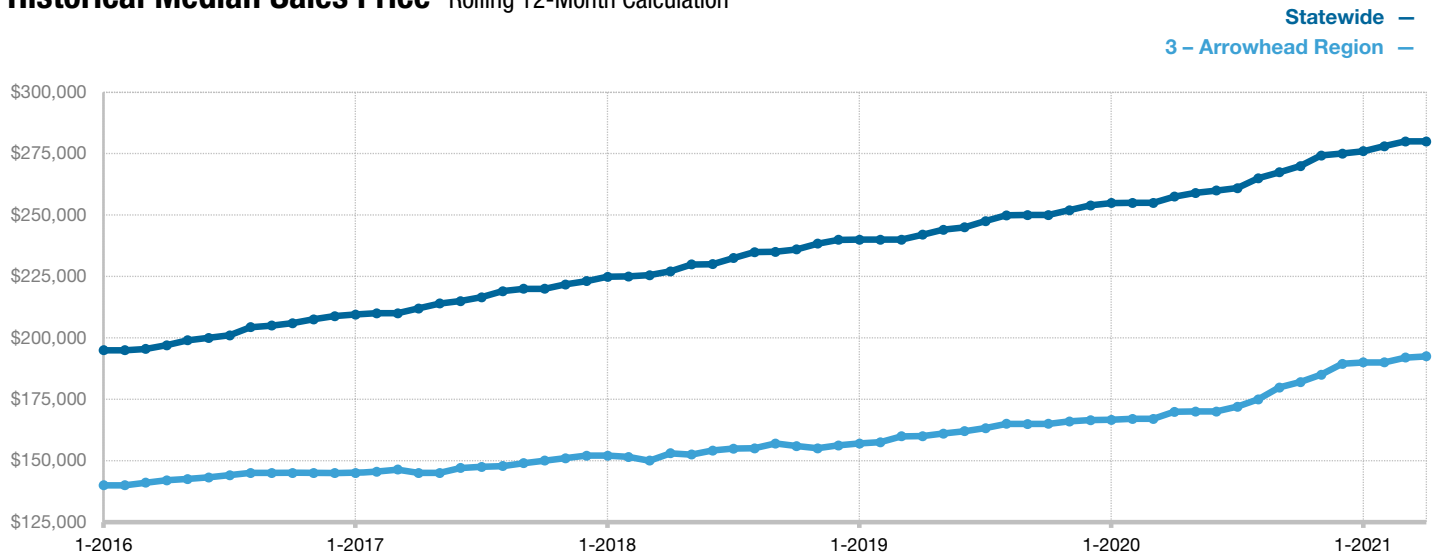
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	506	<b>569</b>	+ 12.5%	1,640	<b>1,511</b>	- 7.9%
Pending Sales	358	<b>431</b>	+ 20.4%	1,222	<b>1,347</b>	+ 10.2%
Closed Sales	310	<b>354</b>	+ 14.2%	980	<b>1,118</b>	+ 14.1%
Median Sales Price*	\$182,000	<b>\$195,000</b>	+ 7.1%	\$165,000	<b>\$187,500</b>	+ 13.6%
Percent of Original List Price Received*	95.6%	<b>98.6%</b>	+ 3.1%	93.5%	<b>96.4%</b>	+ 3.1%
Days on Market Until Sale	83	<b>82</b>	- 1.2%	93	<b>78</b>	- 16.1%
Months Supply of Inventory	4.6	<b>1.8</b>	- 60.9%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2021

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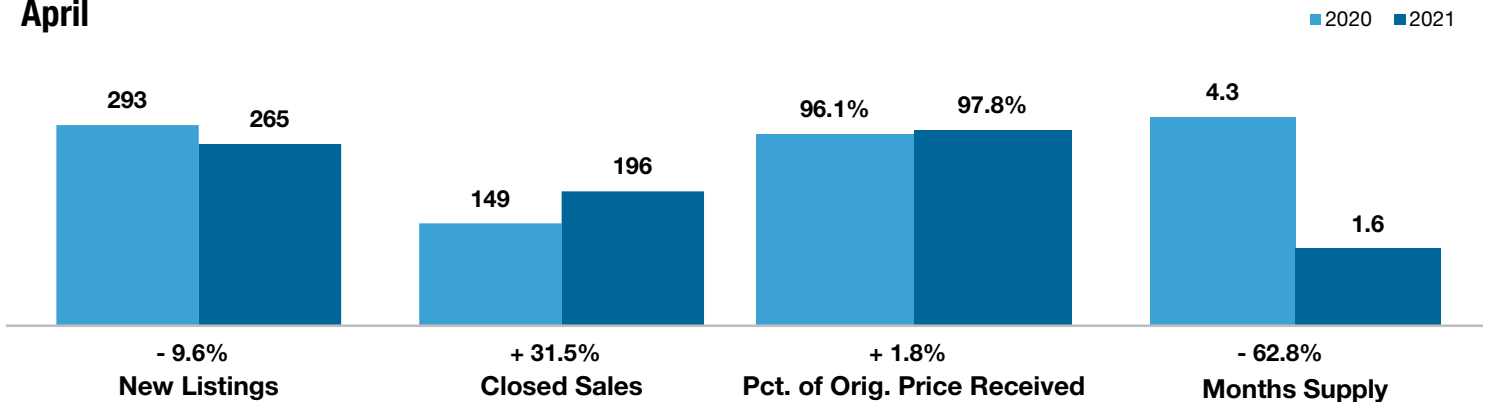


## 4 – West Central Region

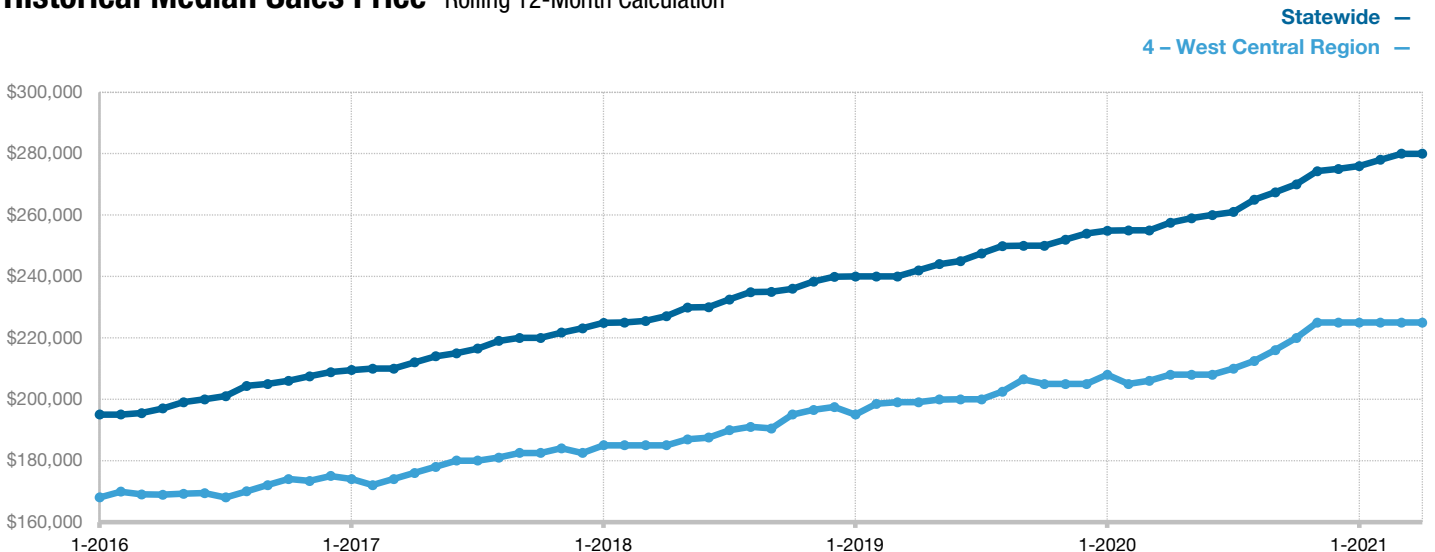
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	293	<b>265</b>	- 9.6%	993	<b>828</b>	- 16.6%
Pending Sales	203	<b>270</b>	+ 33.0%	626	<b>781</b>	+ 24.8%
Closed Sales	149	<b>196</b>	+ 31.5%	467	<b>581</b>	+ 24.4%
Median Sales Price*	\$215,000	<b>\$225,000</b>	+ 4.7%	\$196,000	<b>\$205,750</b>	+ 5.0%
Percent of Original List Price Received*	96.1%	<b>97.8%</b>	+ 1.8%	94.5%	<b>95.8%</b>	+ 1.4%
Days on Market Until Sale	72	<b>60</b>	- 16.7%	82	<b>68</b>	- 17.1%
Months Supply of Inventory	4.3	<b>1.6</b>	- 62.8%	--	--	--

\* 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.

### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2021

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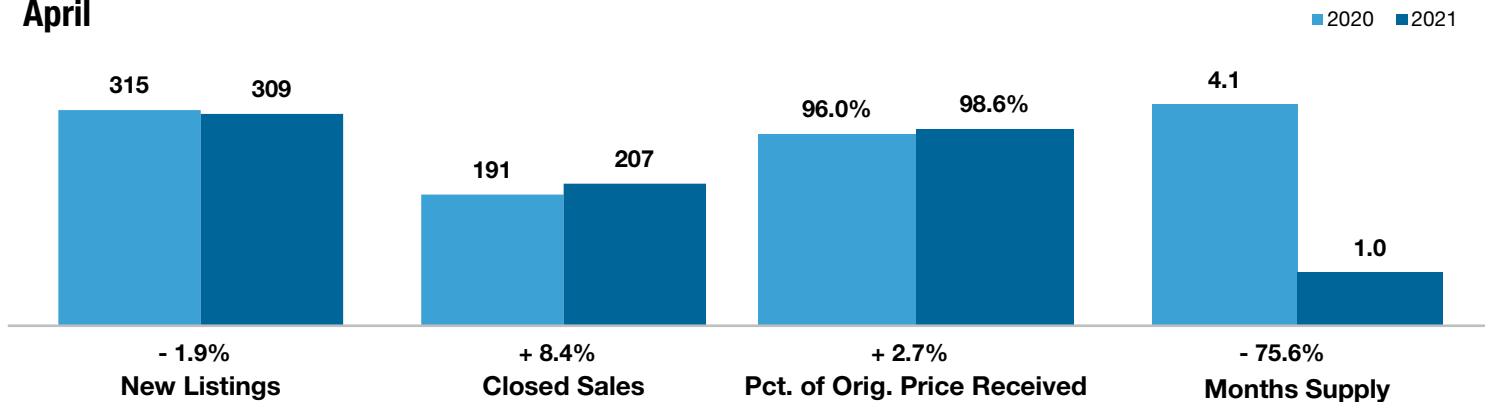


## 5 – North Central Region

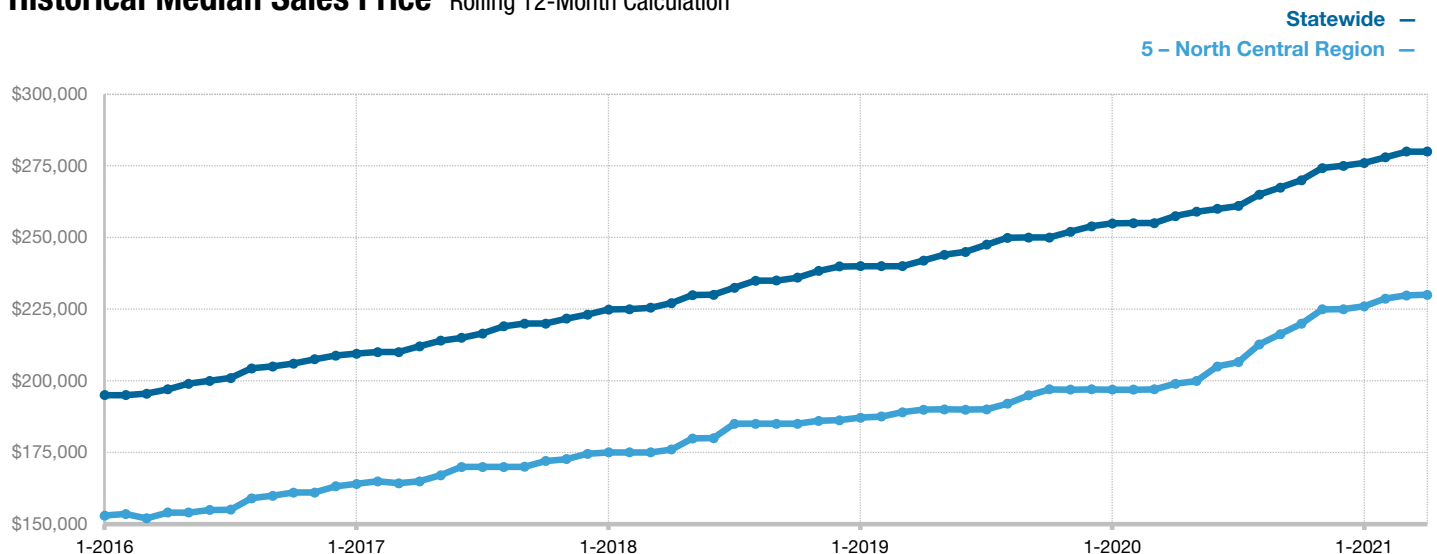
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	315	<b>309</b>	- 1.9%	1,090	<b>915</b>	- 16.1%
Pending Sales	222	<b>263</b>	+ 18.5%	744	<b>848</b>	+ 14.0%
Closed Sales	191	<b>207</b>	+ 8.4%	583	<b>692</b>	+ 18.7%
Median Sales Price*	\$205,000	<b>\$245,950</b>	+ 20.0%	\$178,500	<b>\$220,000</b>	+ 23.2%
Percent of Original List Price Received*	96.0%	<b>98.6%</b>	+ 2.7%	94.3%	<b>97.0%</b>	+ 2.9%
Days on Market Until Sale	75	<b>50</b>	- 33.3%	90	<b>57</b>	- 36.7%
Months Supply of Inventory	4.1	<b>1.0</b>	- 75.6%	--	<b>--</b>	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2021

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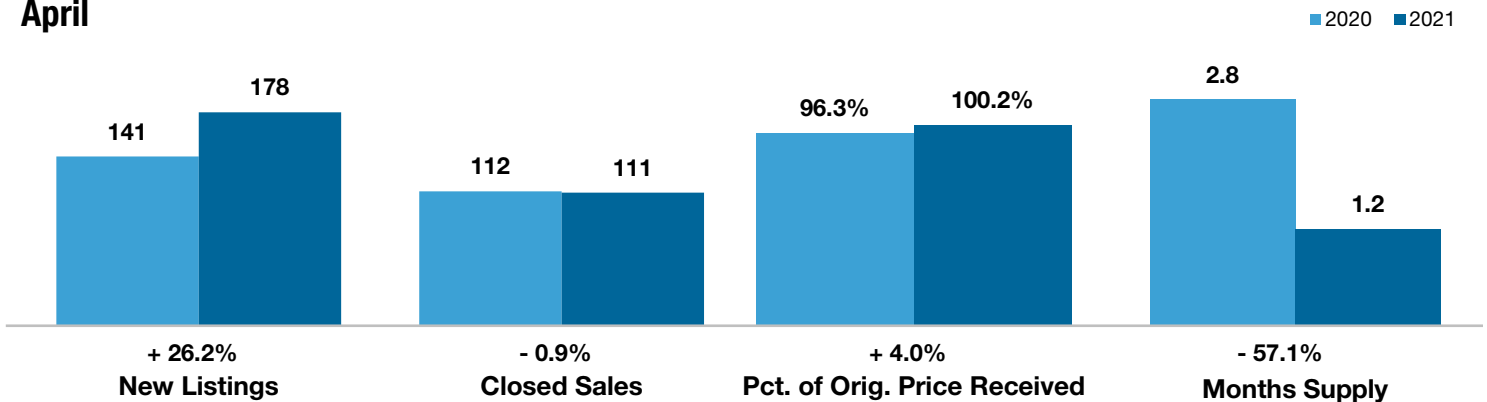


## 6E – Southwest Central Region

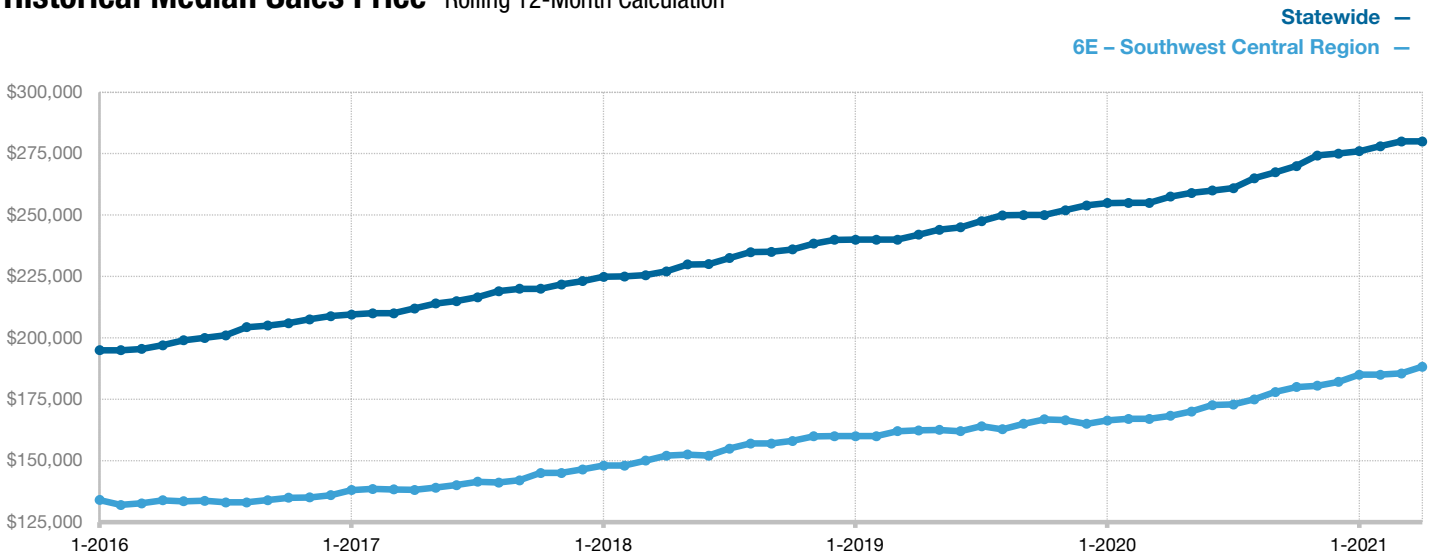
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	141	<b>178</b>	+ 26.2%	511	<b>532</b>	+ 4.1%
Pending Sales	112	<b>162</b>	+ 44.6%	440	<b>461</b>	+ 4.8%
Closed Sales	112	<b>111</b>	- 0.9%	366	<b>374</b>	+ 2.2%
Median Sales Price*	\$183,000	<b>\$215,000</b>	+ 17.5%	\$170,000	<b>\$195,000</b>	+ 14.7%
Percent of Original List Price Received*	96.3%	<b>100.2%</b>	+ 4.0%	95.6%	<b>98.3%</b>	+ 2.8%
Days on Market Until Sale	58	<b>43</b>	- 25.9%	68	<b>47</b>	- 30.9%
Months Supply of Inventory	2.8	<b>1.2</b>	- 57.1%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2021

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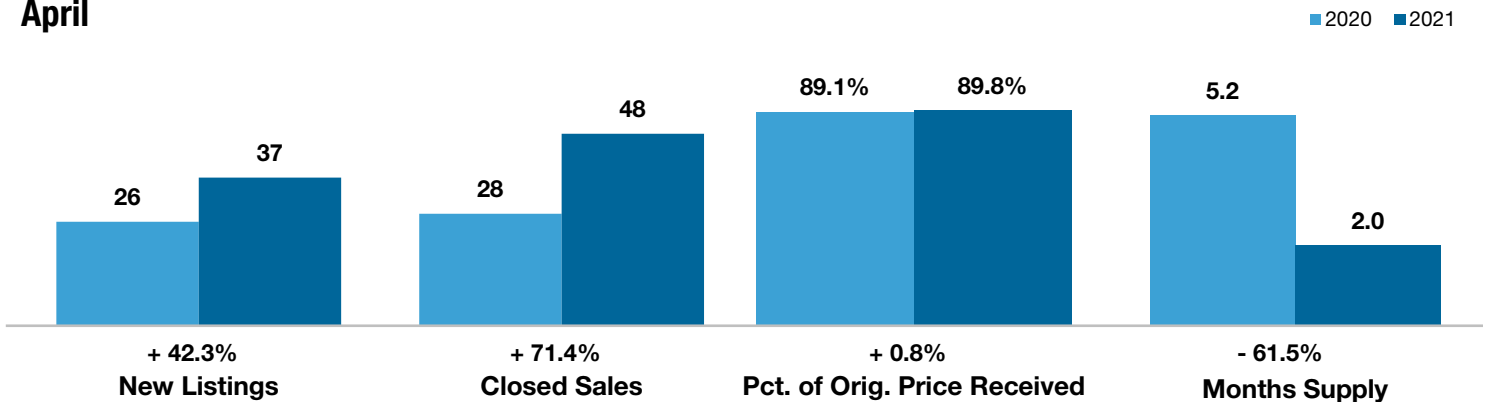


## 6W – Upper Minnesota Valley Region

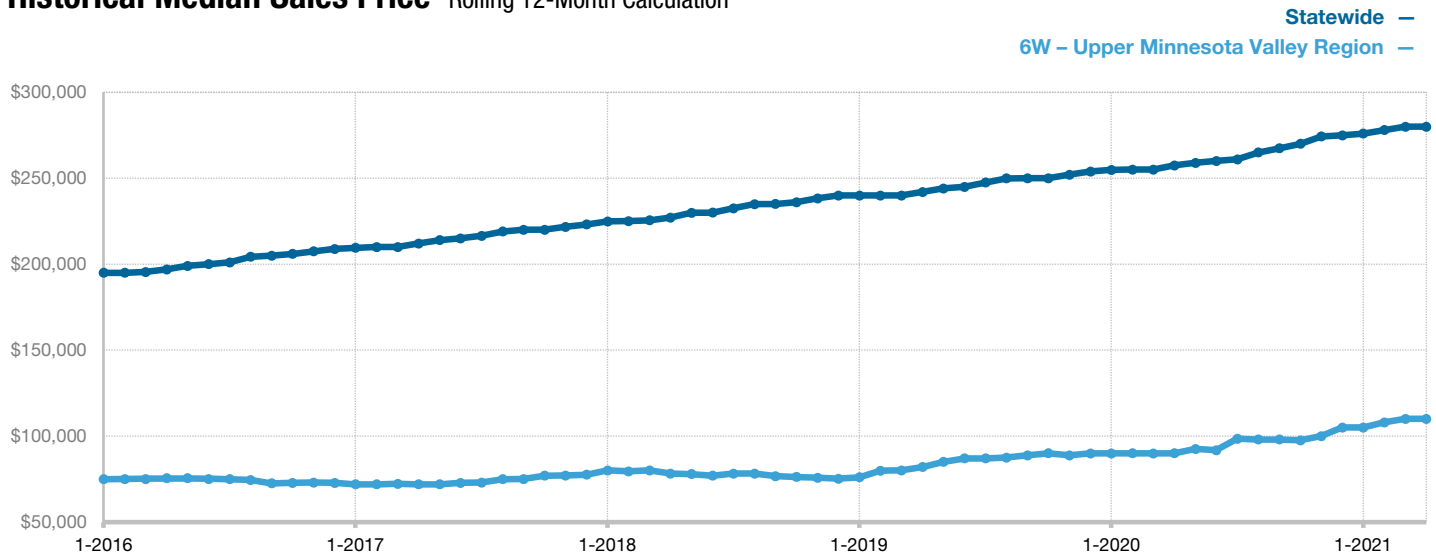
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	26	37	+ 42.3%	120	130	+ 8.3%
Pending Sales	21	40	+ 90.5%	91	140	+ 53.8%
Closed Sales	28	48	+ 71.4%	87	138	+ 58.6%
Median Sales Price*	\$116,000	\$123,000	+ 6.0%	\$89,900	\$117,500	+ 30.7%
Percent of Original List Price Received*	89.1%	89.8%	+ 0.8%	88.8%	90.1%	+ 1.5%
Days on Market Until Sale	114	112	- 1.8%	104	104	0.0%
Months Supply of Inventory	5.2	2.0	- 61.5%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for April 2021

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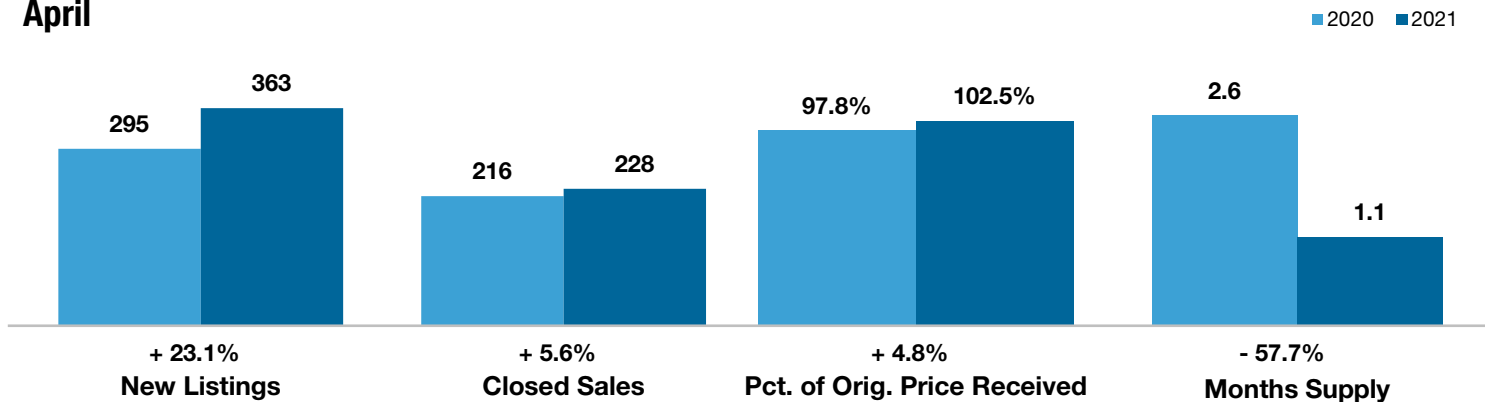


## 7E – East Central Region

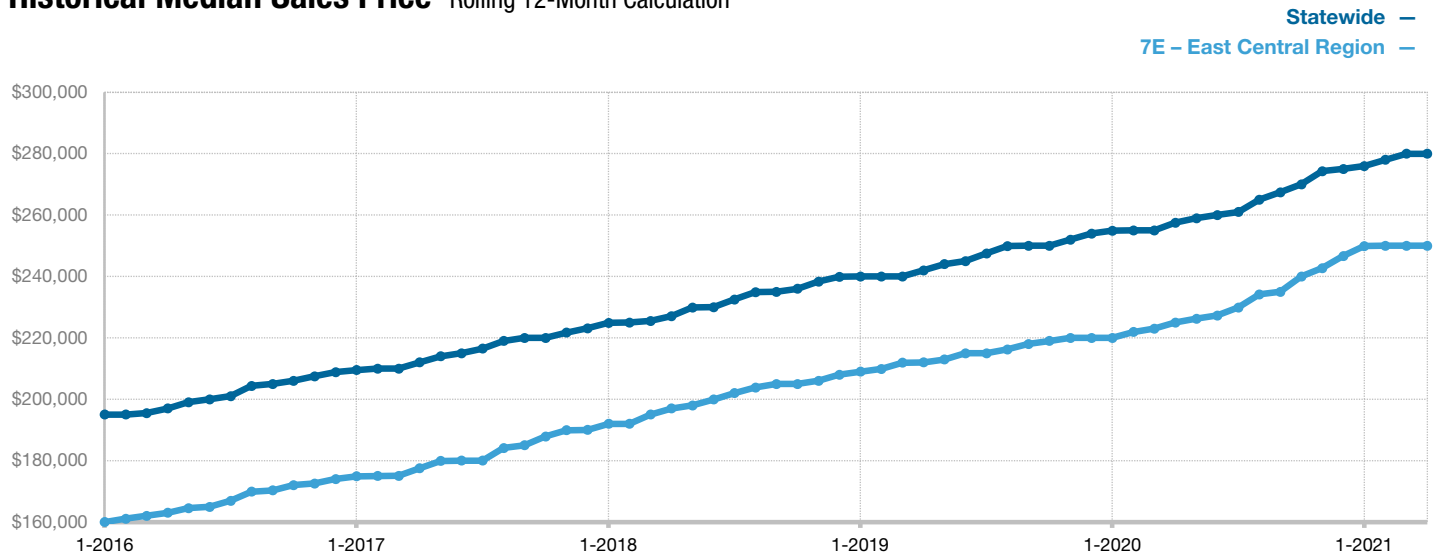
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	295	<b>363</b>	+ 23.1%	1,077	<b>1,047</b>	- 2.8%
Pending Sales	252	<b>314</b>	+ 24.6%	812	<b>922</b>	+ 13.5%
Closed Sales	216	<b>228</b>	+ 5.6%	662	<b>732</b>	+ 10.6%
Median Sales Price*	\$247,350	<b>\$270,000</b>	+ 9.2%	\$230,000	<b>\$255,000</b>	+ 10.9%
Percent of Original List Price Received*	97.8%	<b>102.5%</b>	+ 4.8%	96.8%	<b>100.6%</b>	+ 3.9%
Days on Market Until Sale	58	<b>37</b>	- 36.2%	62	<b>38</b>	- 38.7%
Months Supply of Inventory	2.6	<b>1.1</b>	- 57.7%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2021

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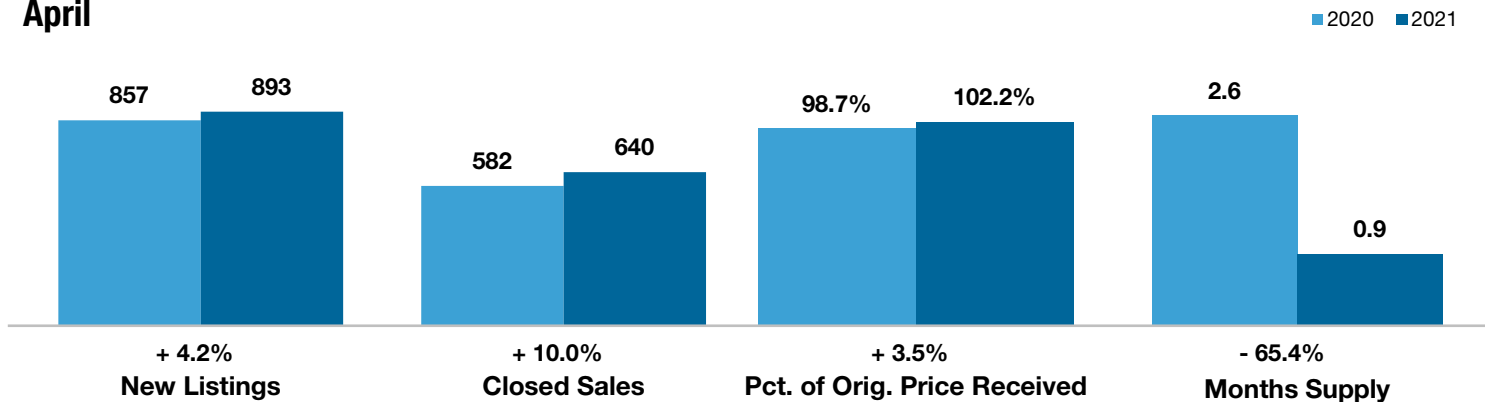


## 7W – Central Region

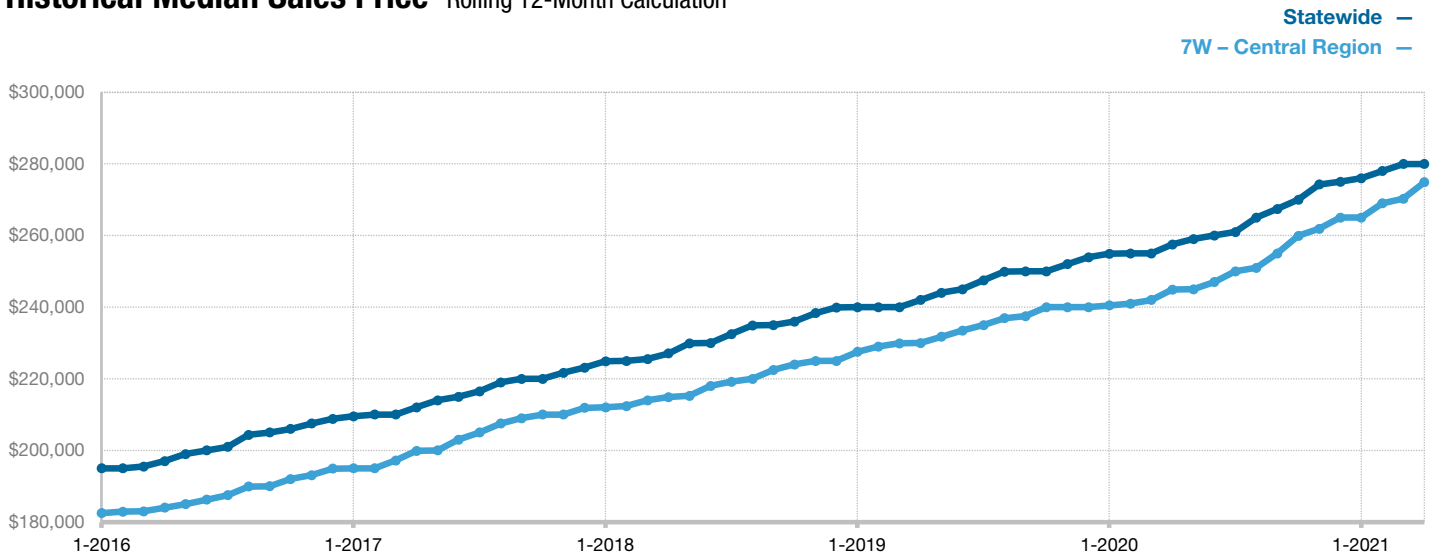
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	857	<b>893</b>	+ 4.2%	3,100	<b>2,927</b>	- 5.6%
Pending Sales	644	<b>813</b>	+ 26.2%	2,204	<b>2,565</b>	+ 16.4%
Closed Sales	582	<b>640</b>	+ 10.0%	1,715	<b>1,925</b>	+ 12.2%
Median Sales Price*	\$260,000	<b>\$295,625</b>	+ 13.7%	\$246,000	<b>\$291,100</b>	+ 18.3%
Percent of Original List Price Received*	98.7%	<b>102.2%</b>	+ 3.5%	97.7%	<b>100.7%</b>	+ 3.1%
Days on Market Until Sale	47	<b>29</b>	- 38.3%	58	<b>39</b>	- 32.8%
Months Supply of Inventory	2.6	<b>0.9</b>	- 65.4%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2021

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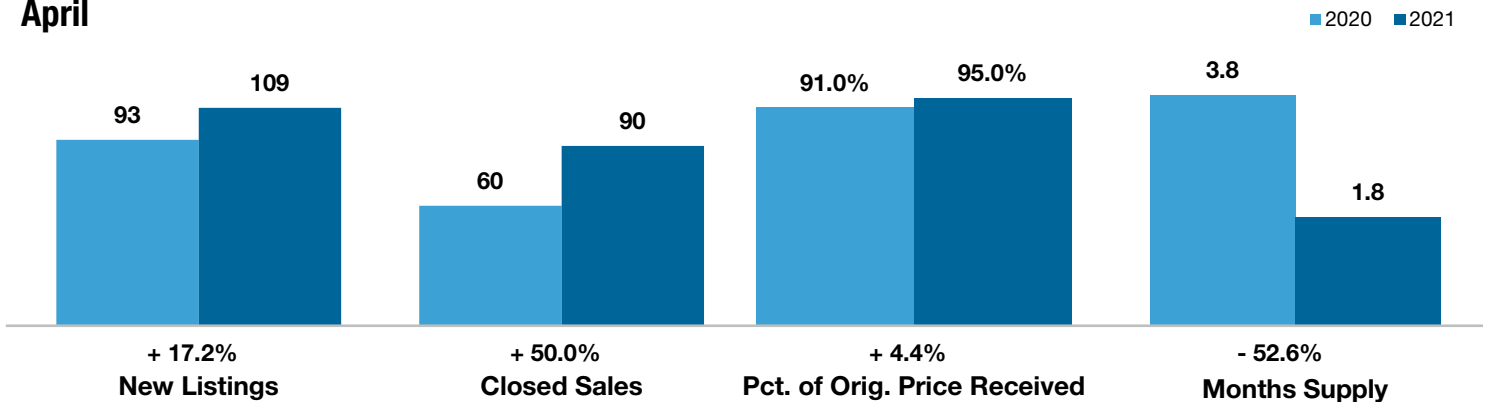


## 8 – Southwest Region

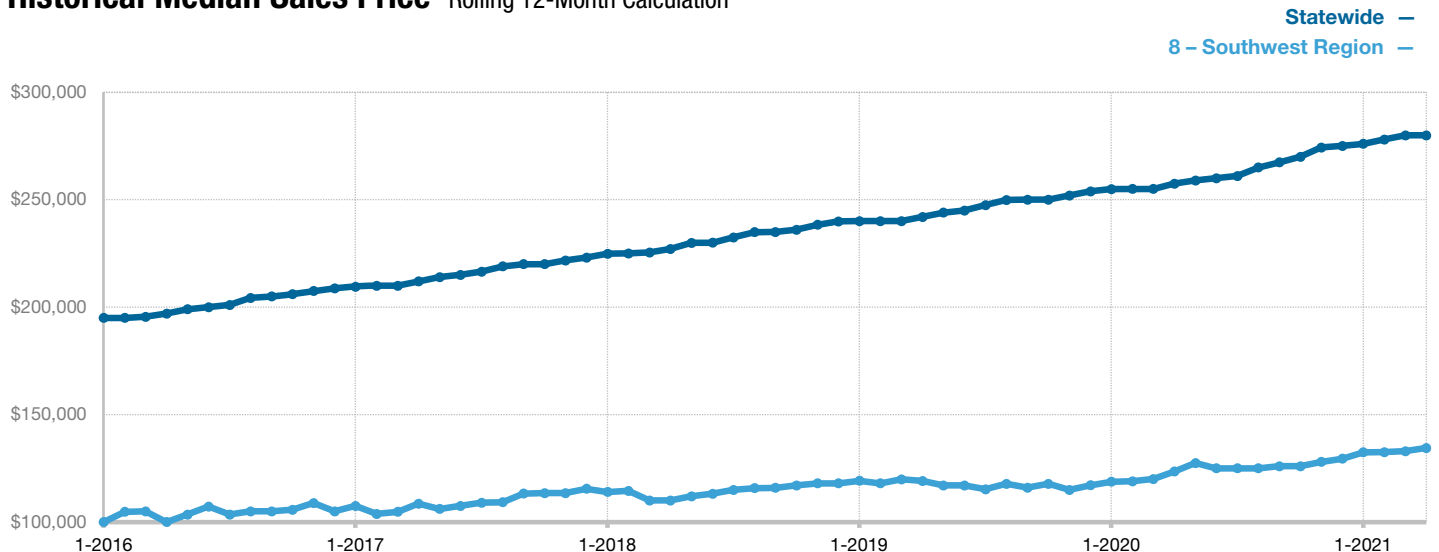
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	93	109	+ 17.2%	343	352	+ 2.6%
Pending Sales	92	110	+ 19.6%	291	366	+ 25.8%
Closed Sales	60	90	+ 50.0%	230	301	+ 30.9%
Median Sales Price*	\$126,700	\$138,750	+ 9.5%	\$120,000	\$135,000	+ 12.5%
Percent of Original List Price Received*	91.0%	95.0%	+ 4.4%	89.9%	93.6%	+ 4.1%
Days on Market Until Sale	118	76	- 35.6%	106	82	- 22.6%
Months Supply of Inventory	3.8	1.8	- 52.6%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2021

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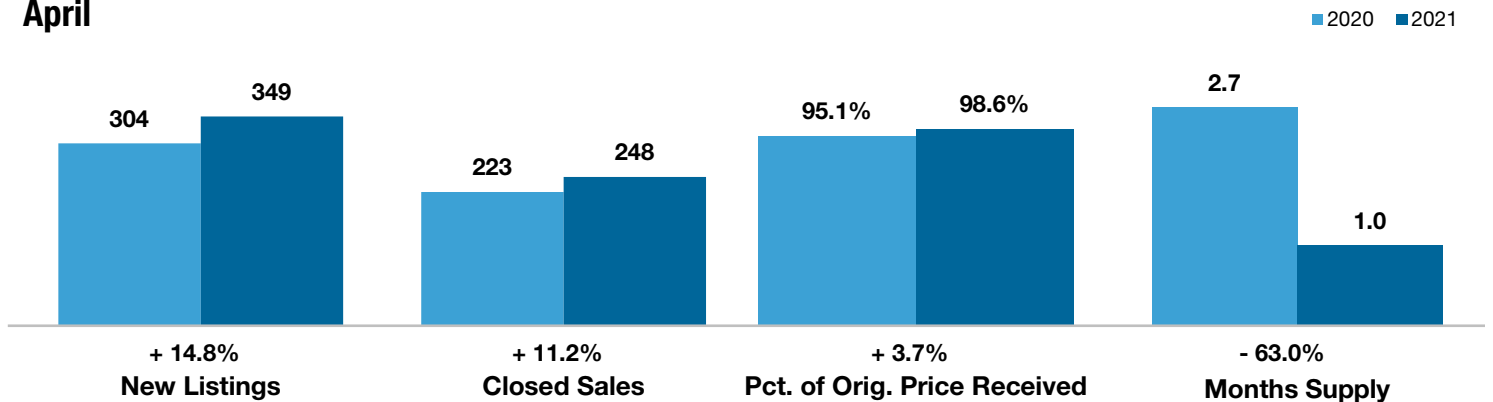


## 9 – South Central Region

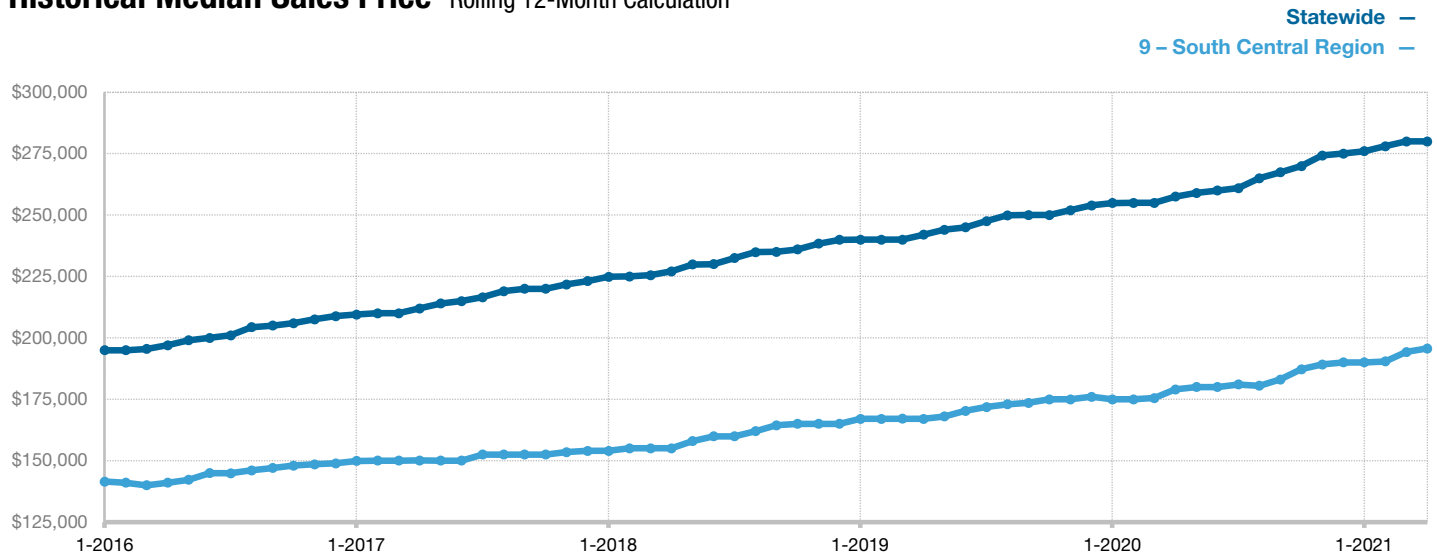
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	304	<b>349</b>	+ 14.8%	1,064	<b>1,021</b>	- 4.0%
Pending Sales	309	<b>322</b>	+ 4.2%	952	<b>975</b>	+ 2.4%
Closed Sales	223	<b>248</b>	+ 11.2%	708	<b>771</b>	+ 8.9%
Median Sales Price*	\$192,500	<b>\$212,950</b>	+ 10.6%	\$172,225	<b>\$195,000</b>	+ 13.2%
Percent of Original List Price Received*	95.1%	<b>98.6%</b>	+ 3.7%	94.5%	<b>97.1%</b>	+ 2.8%
Days on Market Until Sale	114	<b>80</b>	- 29.8%	109	<b>81</b>	- 25.7%
Months Supply of Inventory	2.7	<b>1.0</b>	- 63.0%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for April 2021

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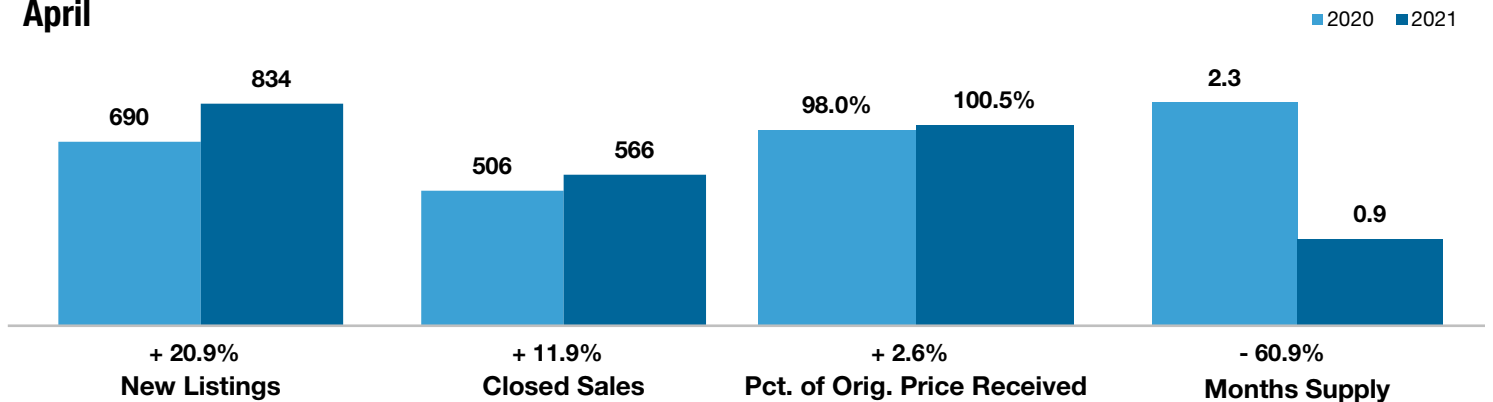


## 10 – Southeast Region

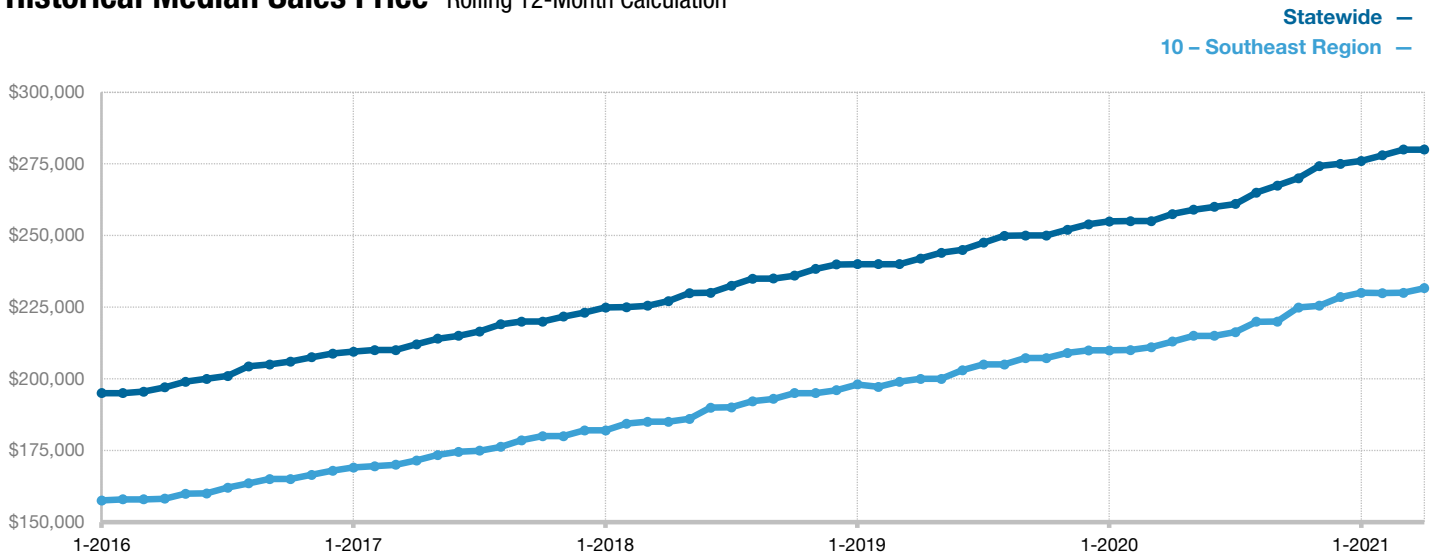
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	690	<b>834</b>	+ 20.9%	2,474	<b>2,476</b>	+ 0.1%
Pending Sales	570	<b>819</b>	+ 43.7%	2,079	<b>2,392</b>	+ 15.1%
Closed Sales	506	<b>566</b>	+ 11.9%	1,702	<b>1,743</b>	+ 2.4%
Median Sales Price*	\$220,000	<b>\$235,000</b>	+ 6.8%	\$215,000	<b>\$230,000</b>	+ 7.0%
Percent of Original List Price Received*	98.0%	<b>100.5%</b>	+ 2.6%	96.5%	<b>98.9%</b>	+ 2.5%
Days on Market Until Sale	63	<b>36</b>	- 42.9%	68	<b>45</b>	- 33.8%
Months Supply of Inventory	2.3	<b>0.9</b>	- 60.9%	--	--	--

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### April



### Historical Median Sales Price Rolling 12-Month Calculation



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# Local Market Update for April 2021

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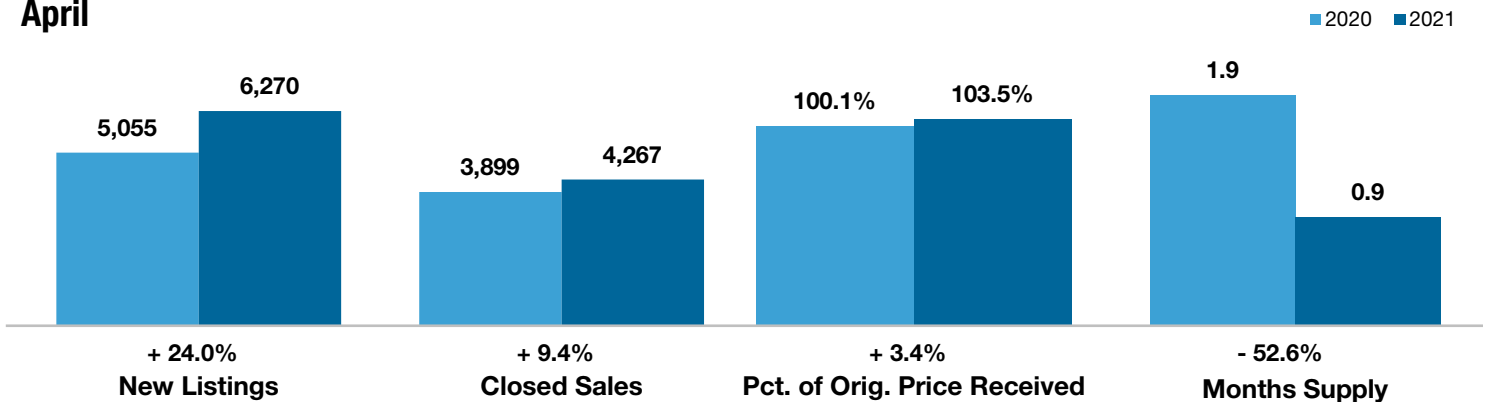


## 11 – 7-County Twin Cities Region

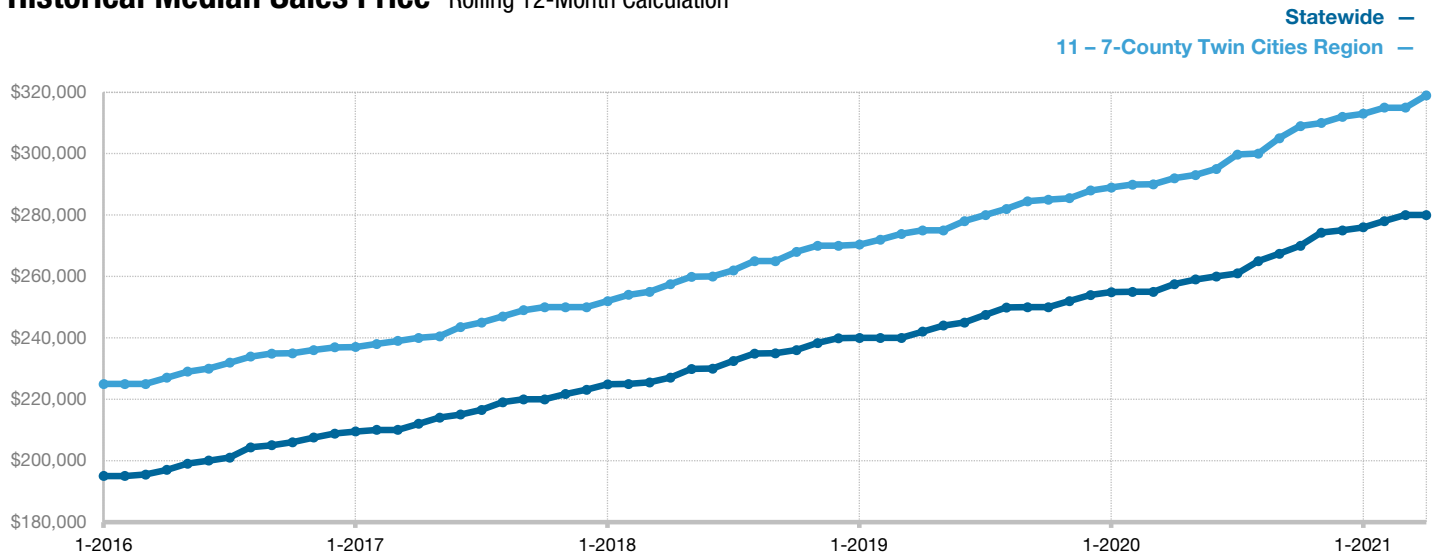
Key Metrics	April			Year to Date		
	2020	2021	Percent Change	Thru 4-2020	Thru 4-2021	Percent Change
New Listings	5,055	<b>6,270</b>	+ 24.0%	19,349	<b>19,285</b>	- 0.3%
Pending Sales	3,838	<b>5,213</b>	+ 35.8%	14,595	<b>16,716</b>	+ 14.5%
Closed Sales	3,899	<b>4,267</b>	+ 9.4%	12,626	<b>13,613</b>	+ 7.8%
Median Sales Price*	\$315,000	<b>\$340,000</b>	+ 7.9%	\$299,600	<b>\$325,505</b>	+ 8.6%
Percent of Original List Price Received*	100.1%	<b>103.5%</b>	+ 3.4%	98.8%	<b>101.6%</b>	+ 2.8%
Days on Market Until Sale	34	<b>27</b>	- 20.6%	44	<b>33</b>	- 25.0%
Months Supply of Inventory	1.9	<b>0.9</b>	- 52.6%	--	--	--

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### April



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