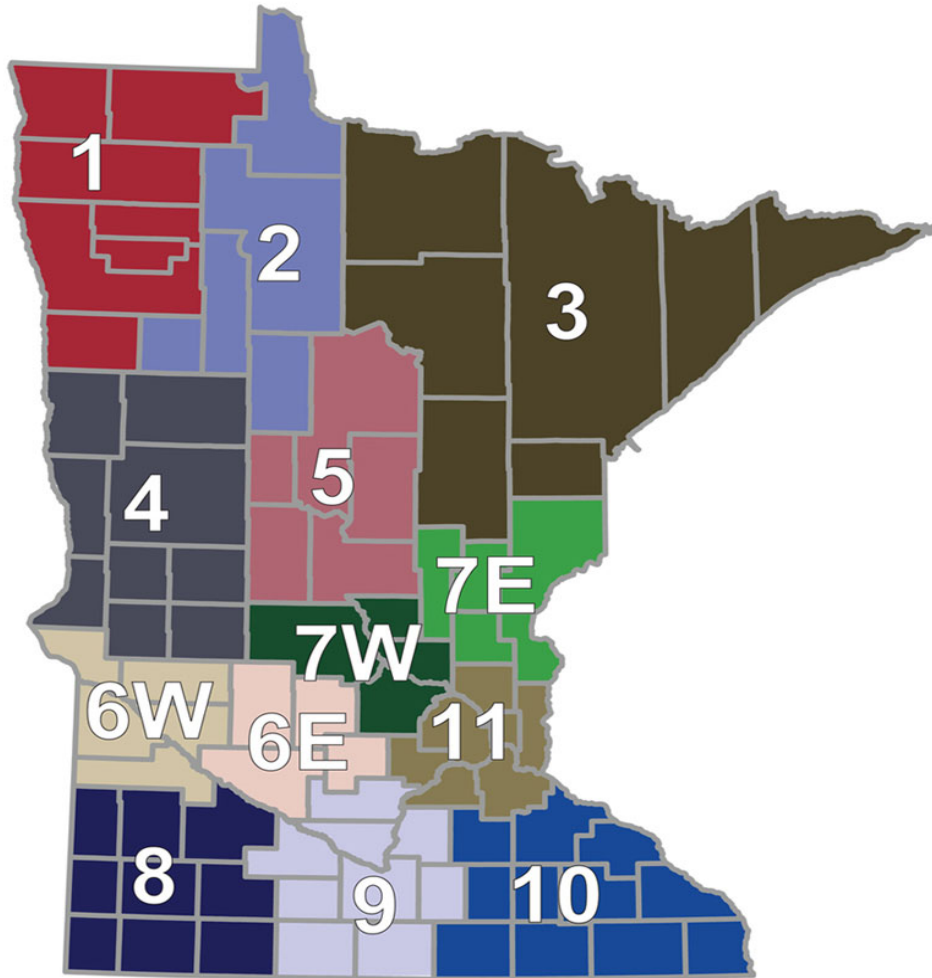



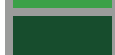











Minnesota Regional Development Organizations



- | | | | |
|-------------------------------------------------------------------------------------|------------------------------------|-------------------------------------------------------------------------------------|----------------------------------|
|  | 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 August 2021

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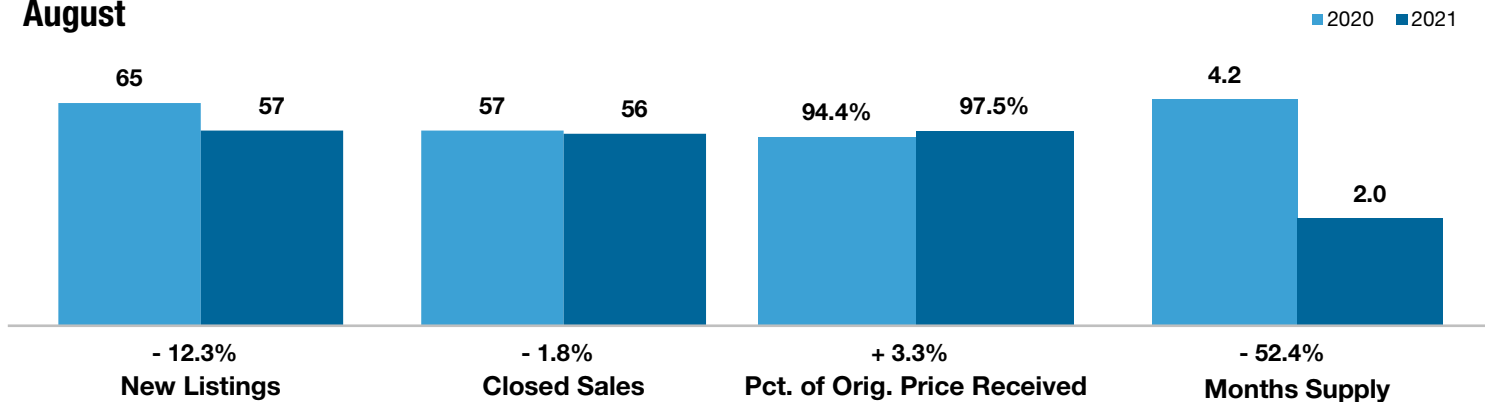


1 – Northwest Region

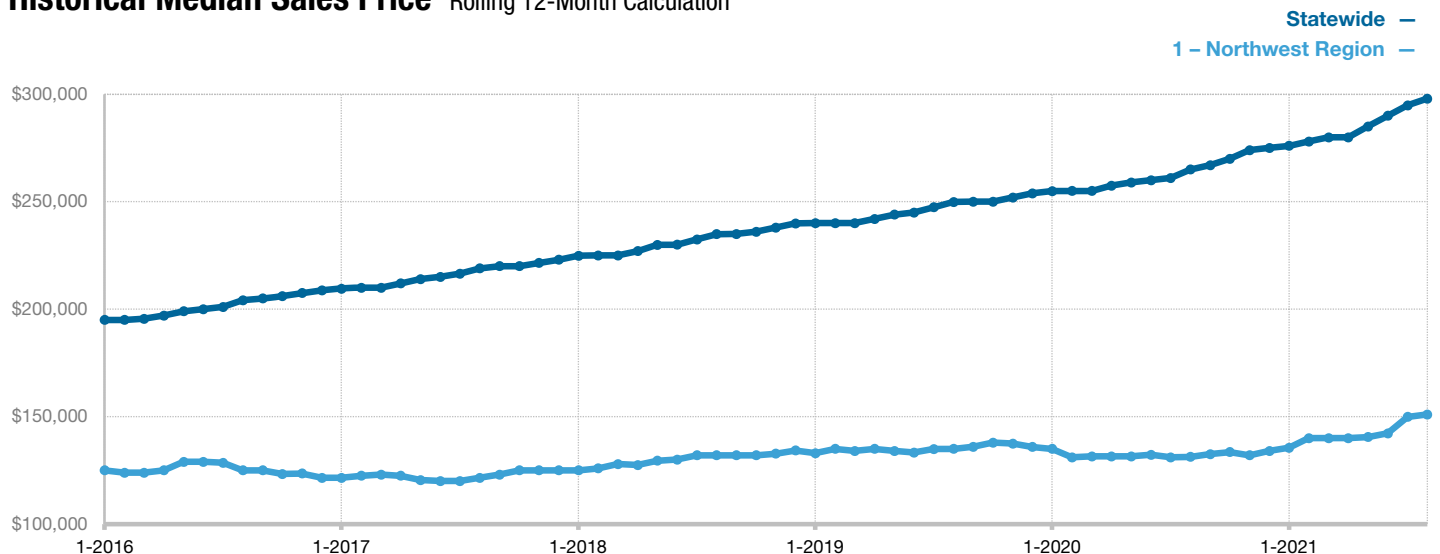
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	65	57	- 12.3%	444	385	- 13.3%
Pending Sales	71	53	- 25.4%	373	383	+ 2.7%
Closed Sales	57	56	- 1.8%	298	368	+ 23.5%
Median Sales Price*	\$133,000	\$158,500	+ 19.2%	\$130,000	\$157,425	+ 21.1%
Percent of Original List Price Received*	94.4%	97.5%	+ 3.3%	92.0%	95.8%	+ 4.1%
Days on Market Until Sale	61	47	- 23.0%	102	69	- 32.4%
Months Supply of Inventory	4.2	2.0	- 52.4%	--	--	--

* 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.

August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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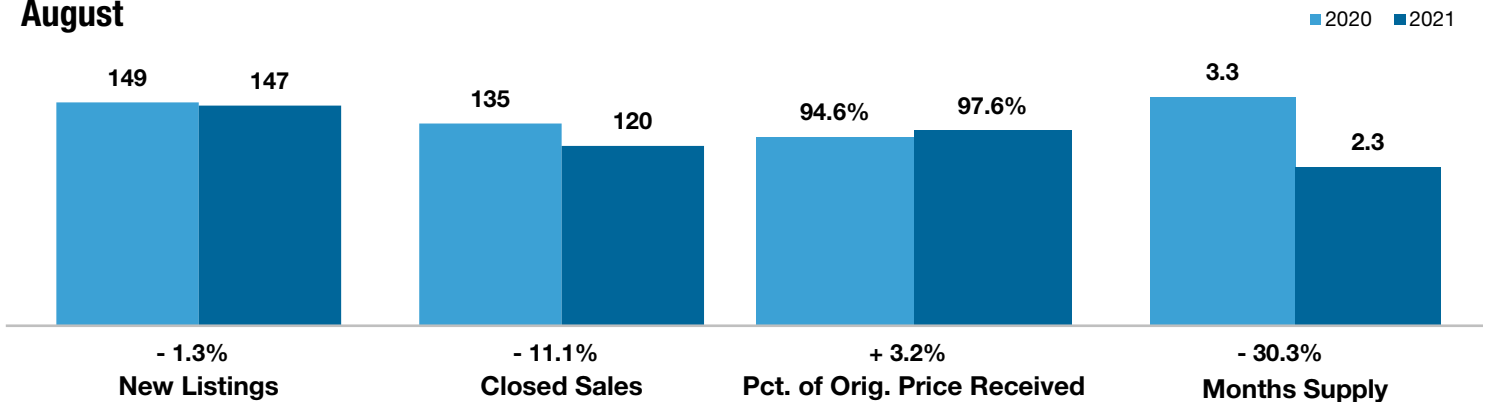


2 – Headwaters Region

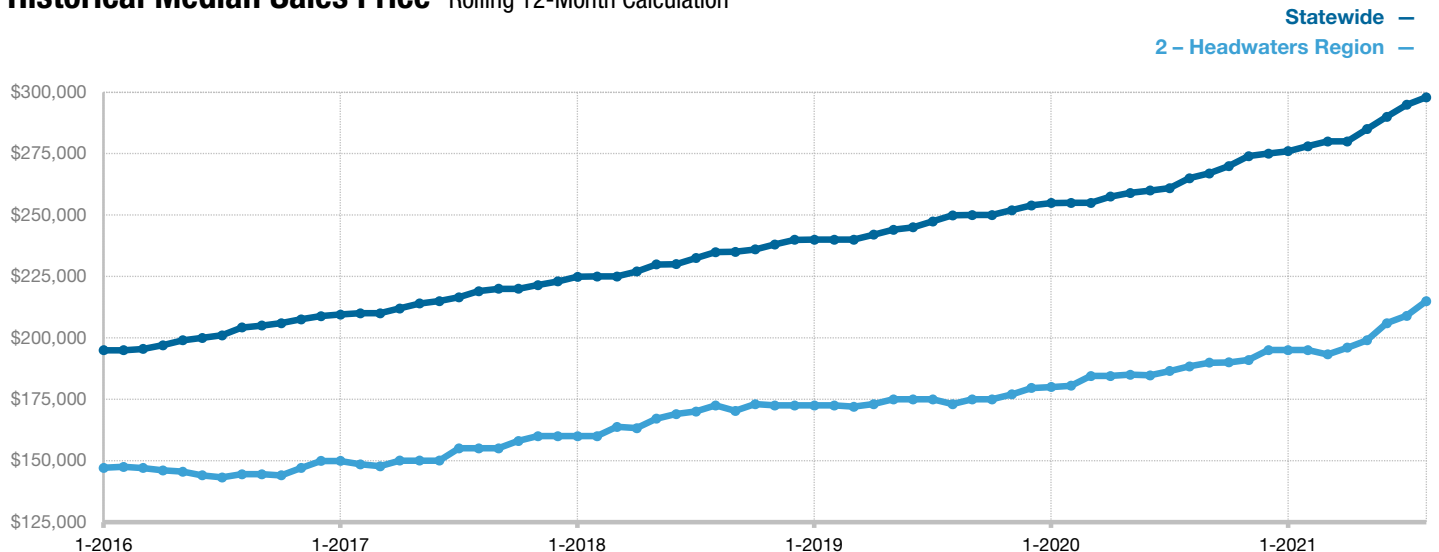
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	149	147	- 1.3%	1,041	1,027	- 1.3%
Pending Sales	155	132	- 14.8%	871	865	- 0.7%
Closed Sales	135	120	- 11.1%	715	761	+ 6.4%
Median Sales Price*	\$195,000	\$229,900	+ 17.9%	\$191,000	\$224,500	+ 17.5%
Percent of Original List Price Received*	94.6%	97.6%	+ 3.2%	95.3%	98.4%	+ 3.3%
Days on Market Until Sale	75	38	- 49.3%	73	47	- 35.6%
Months Supply of Inventory	3.3	2.3	- 30.3%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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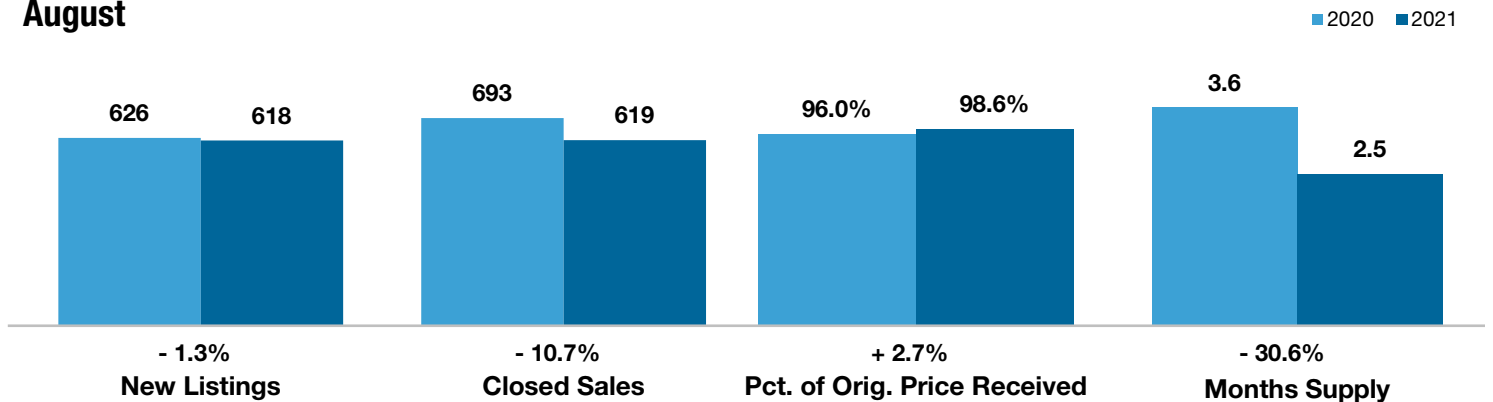


3 – Arrowhead Region

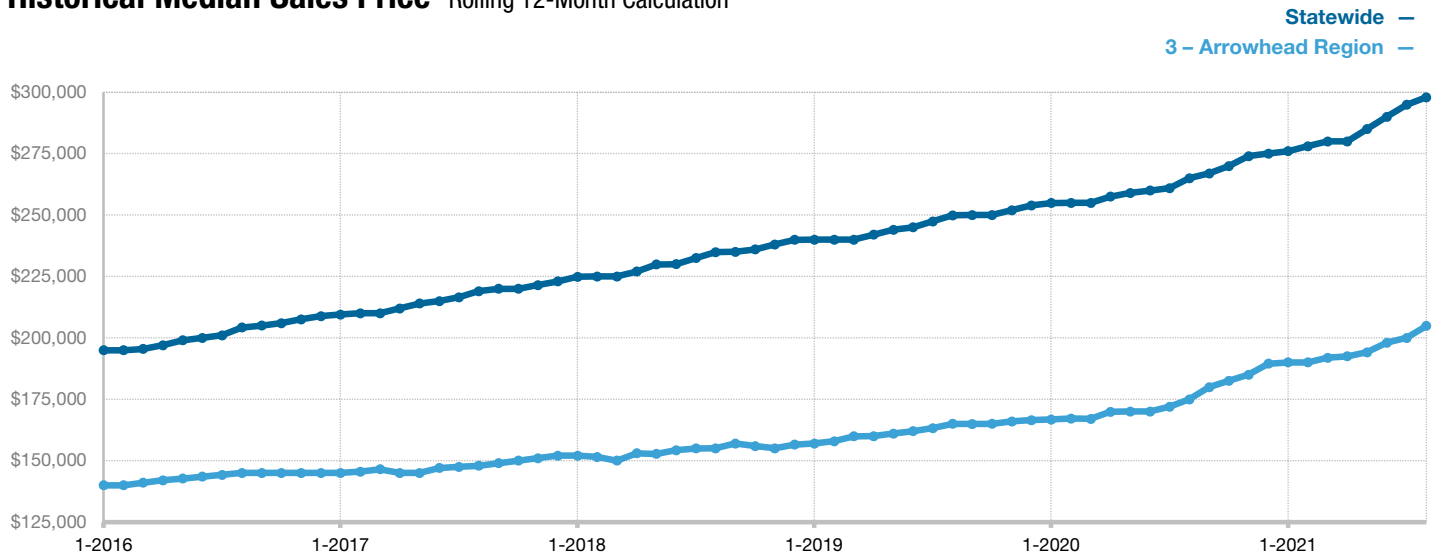
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	626	618	- 1.3%	4,553	4,391	- 3.6%
Pending Sales	704	517	- 26.6%	3,962	3,738	- 5.7%
Closed Sales	693	619	- 10.7%	3,257	3,434	+ 5.4%
Median Sales Price*	\$197,000	\$223,250	+ 13.3%	\$180,000	\$205,900	+ 14.4%
Percent of Original List Price Received*	96.0%	98.6%	+ 2.7%	95.1%	98.9%	+ 4.0%
Days on Market Until Sale	77	37	- 51.9%	81	52	- 35.8%
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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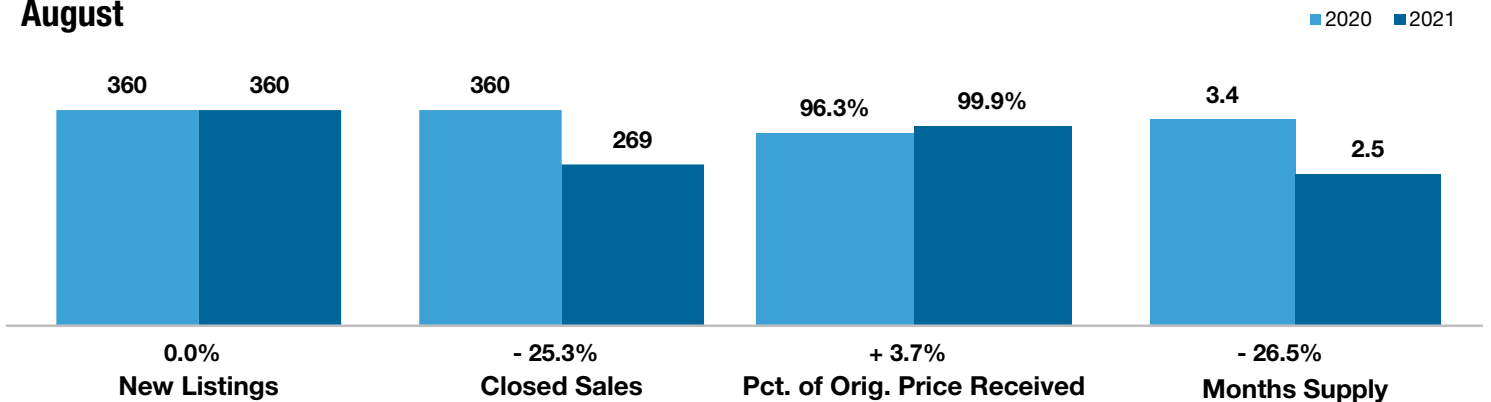


4 – West Central Region

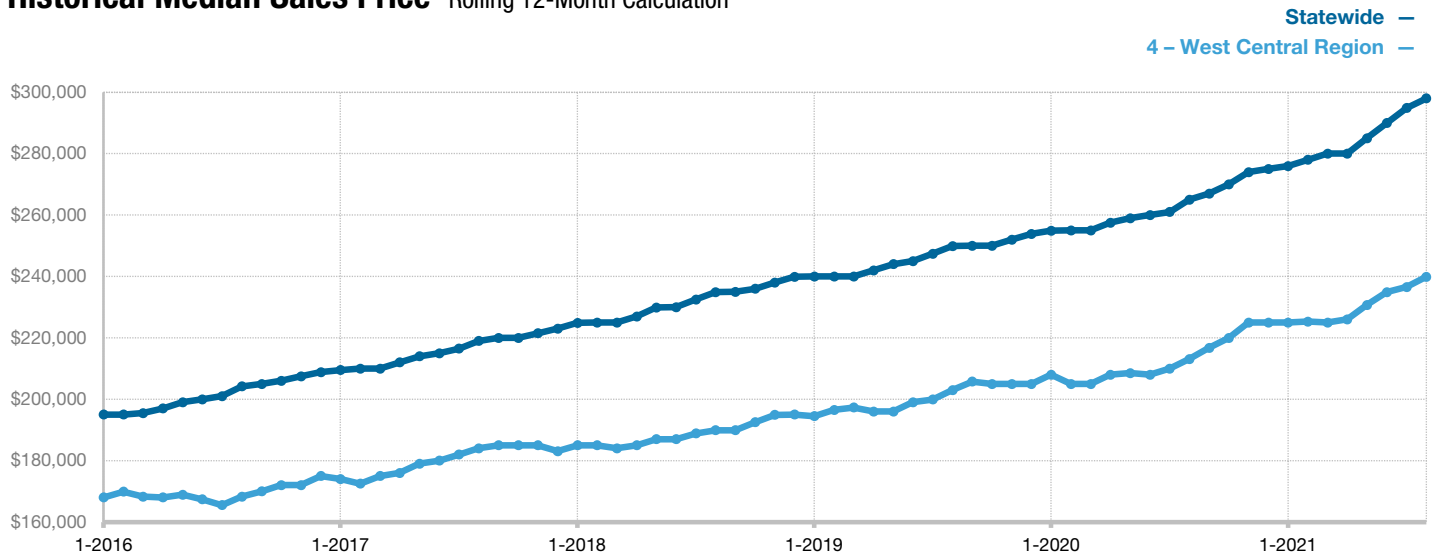
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	360	360	0.0%	2,588	2,301	- 11.1%
Pending Sales	389	297	- 23.7%	2,142	1,996	- 6.8%
Closed Sales	360	269	- 25.3%	1,761	1,748	- 0.7%
Median Sales Price*	\$233,000	\$259,900	+ 11.5%	\$216,000	\$239,500	+ 10.9%
Percent of Original List Price Received*	96.3%	99.9%	+ 3.7%	95.7%	98.2%	+ 2.6%
Days on Market Until Sale	61	34	- 44.3%	69	48	- 30.4%
Months Supply of Inventory	3.4	2.5	- 26.5%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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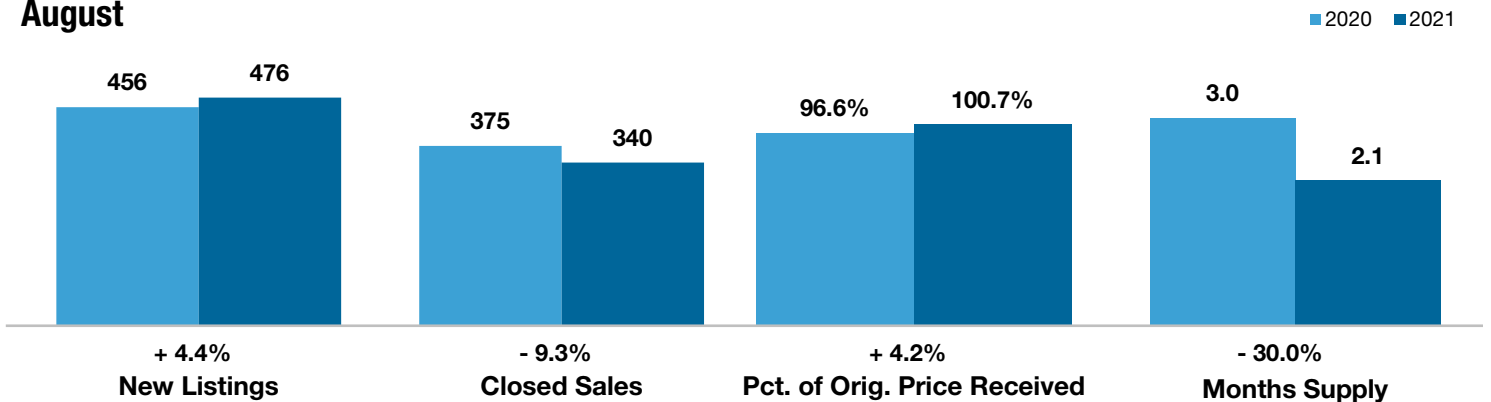


5 – North Central Region

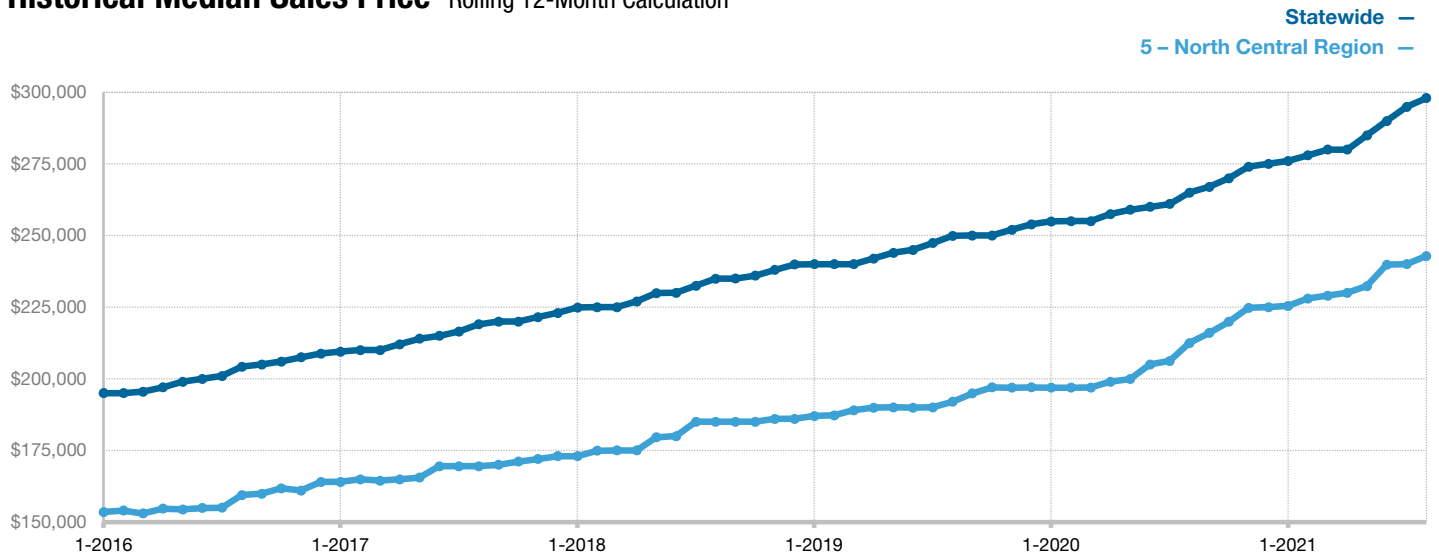
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	456	476	+ 4.4%	2,907	2,682	- 7.7%
Pending Sales	433	378	- 12.7%	2,474	2,209	- 10.7%
Closed Sales	375	340	- 9.3%	2,087	1,958	- 6.2%
Median Sales Price*	\$240,000	\$264,900	+ 10.4%	\$219,900	\$249,900	+ 13.6%
Percent of Original List Price Received*	96.6%	100.7%	+ 4.2%	95.5%	99.7%	+ 4.4%
Days on Market Until Sale	62	23	- 62.9%	75	38	- 49.3%
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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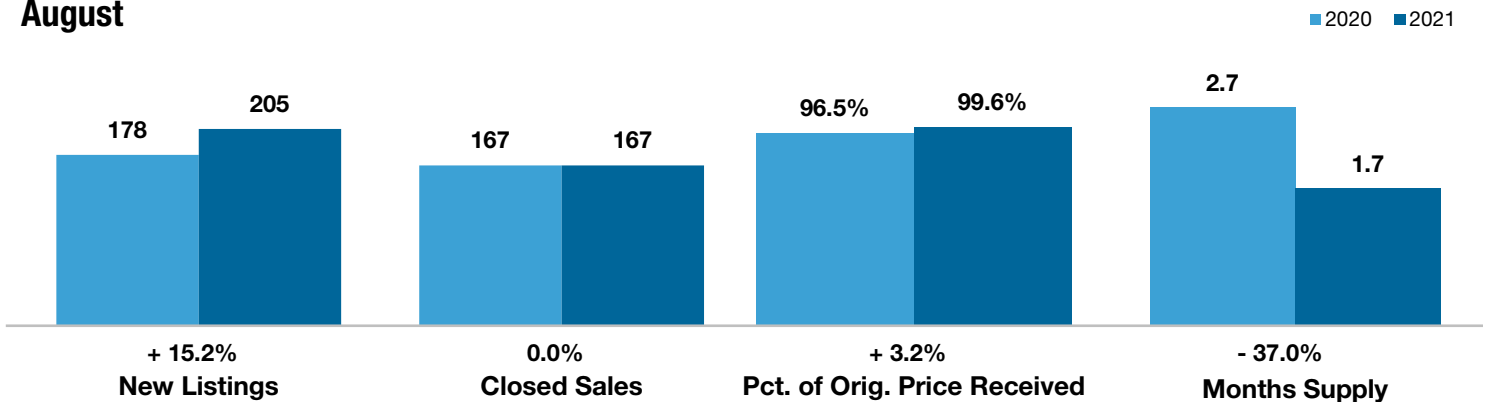


6E – Southwest Central Region

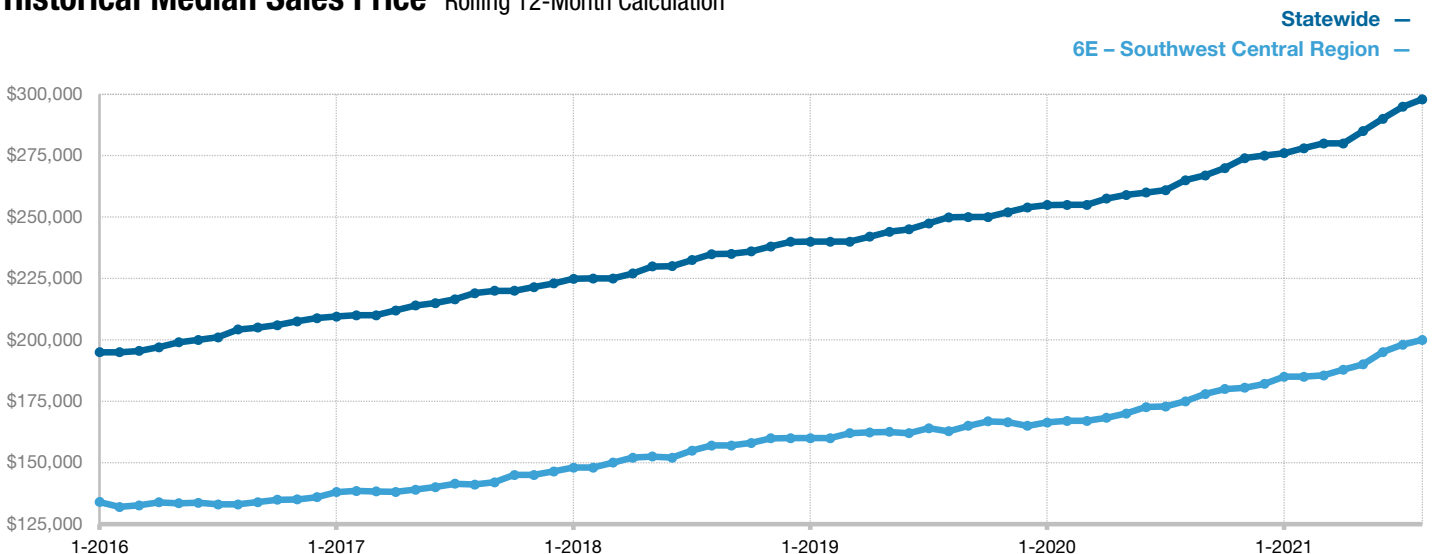
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	178	205	+ 15.2%	1,251	1,315	+ 5.1%
Pending Sales	164	159	- 3.0%	1,109	1,120	+ 1.0%
Closed Sales	167	167	0.0%	984	1,036	+ 5.3%
Median Sales Price*	\$179,000	\$234,900	+ 31.2%	\$178,200	\$212,000	+ 19.0%
Percent of Original List Price Received*	96.5%	99.6%	+ 3.2%	96.3%	99.7%	+ 3.5%
Days on Market Until Sale	55	30	- 45.5%	64	36	- 43.8%
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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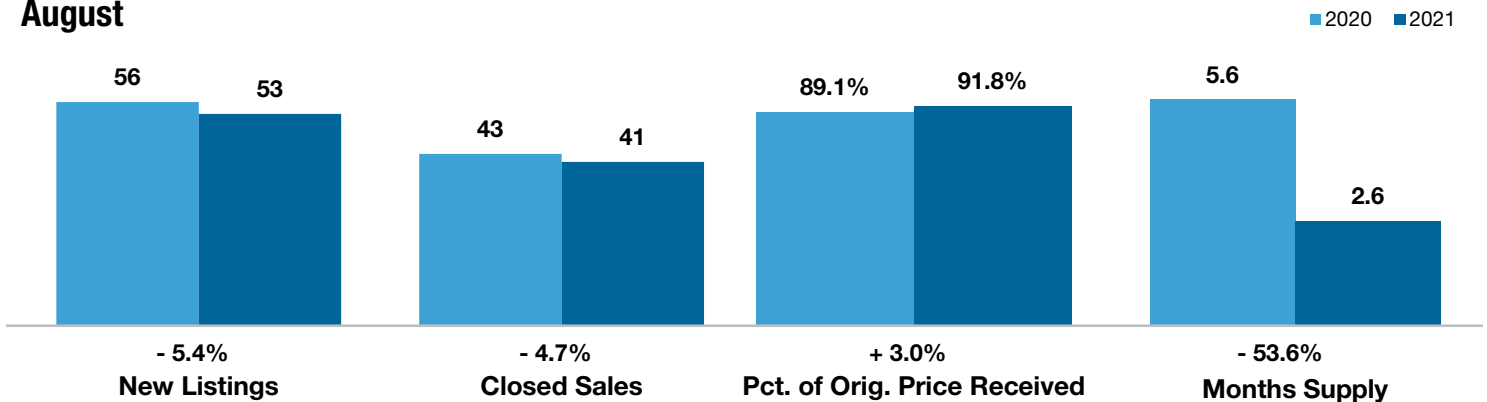


6W – Upper Minnesota Valley Region

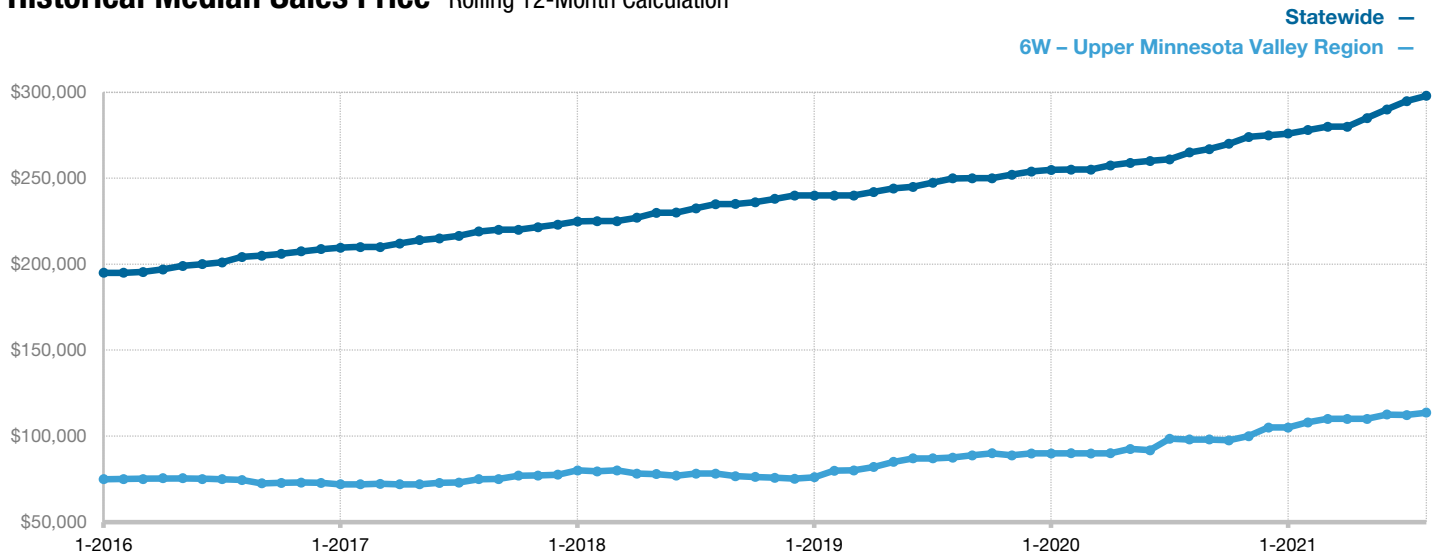
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	56	53	- 5.4%	350	347	- 0.9%
Pending Sales	43	35	- 18.6%	256	314	+ 22.7%
Closed Sales	43	41	- 4.7%	239	312	+ 30.5%
Median Sales Price*	\$102,500	\$110,000	+ 7.3%	\$102,700	\$116,000	+ 13.0%
Percent of Original List Price Received*	89.1%	91.8%	+ 3.0%	89.5%	92.8%	+ 3.7%
Days on Market Until Sale	97	76	- 21.6%	112	85	- 24.1%
Months Supply of Inventory	5.6	2.6	- 53.6%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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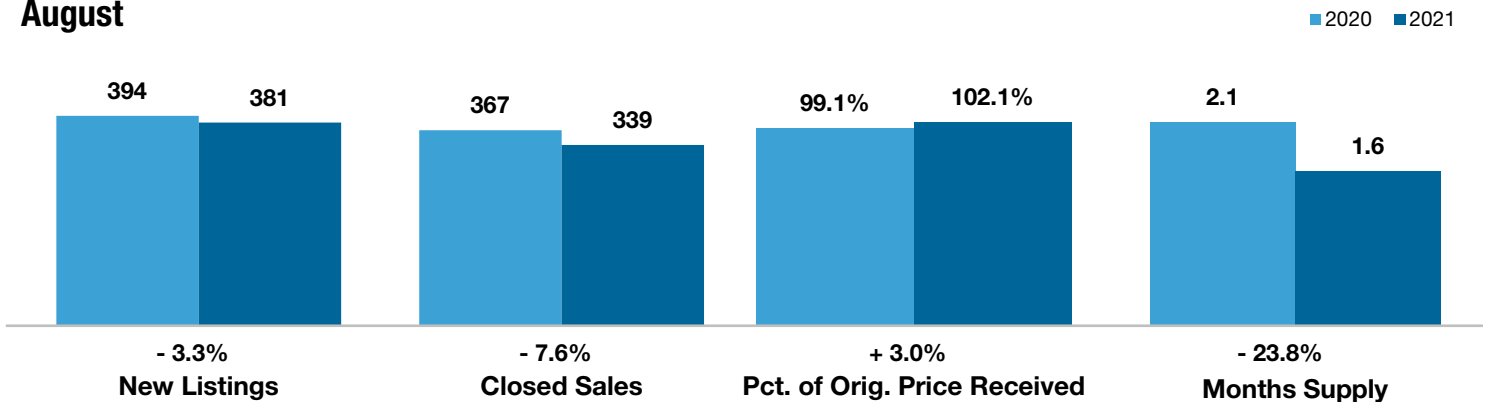


7E – East Central Region

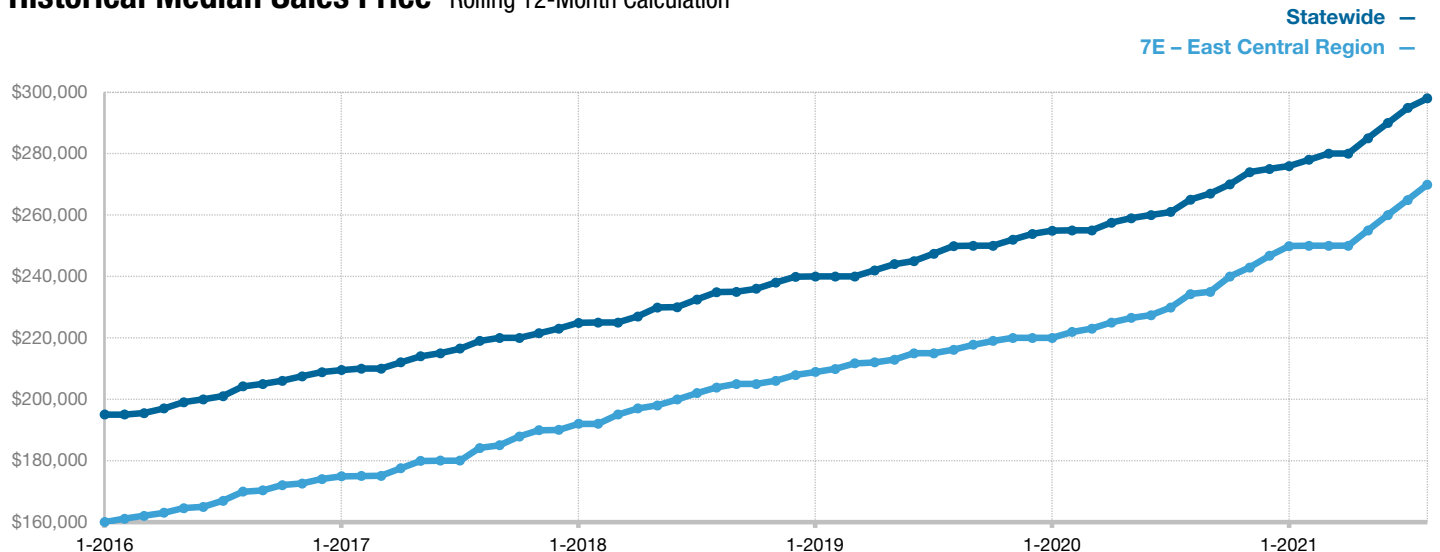
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	394	381	- 3.3%	2,700	2,541	- 5.9%
Pending Sales	397	315	- 20.7%	2,284	2,160	- 5.4%
Closed Sales	367	339	- 7.6%	1,963	1,993	+ 1.5%
Median Sales Price*	\$250,000	\$300,000	+ 20.0%	\$239,900	\$280,000	+ 16.7%
Percent of Original List Price Received*	99.1%	102.1%	+ 3.0%	98.2%	101.9%	+ 3.8%
Days on Market Until Sale	37	27	- 27.0%	50	31	- 38.0%
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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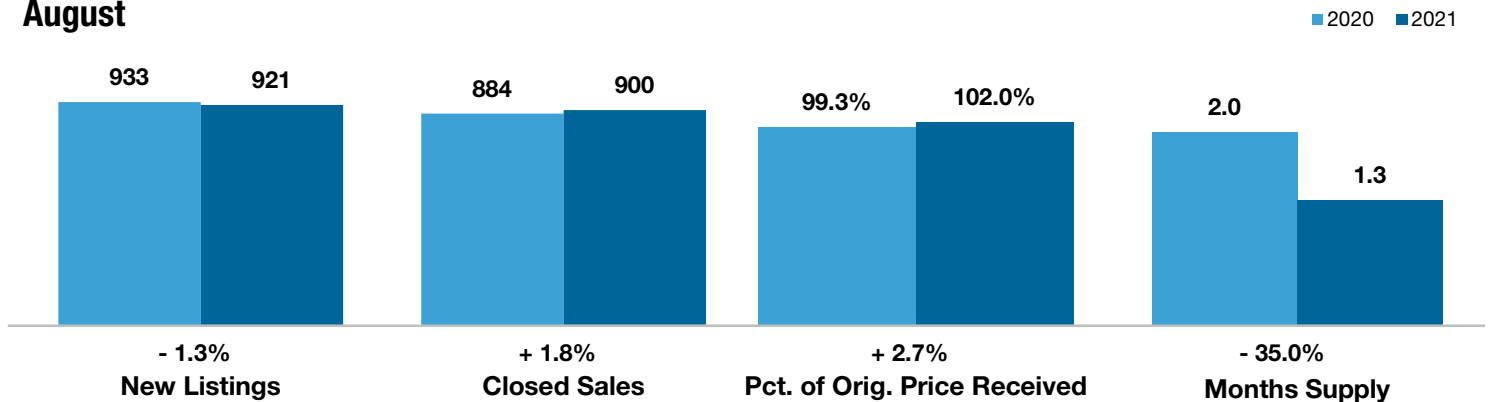


7W – Central Region

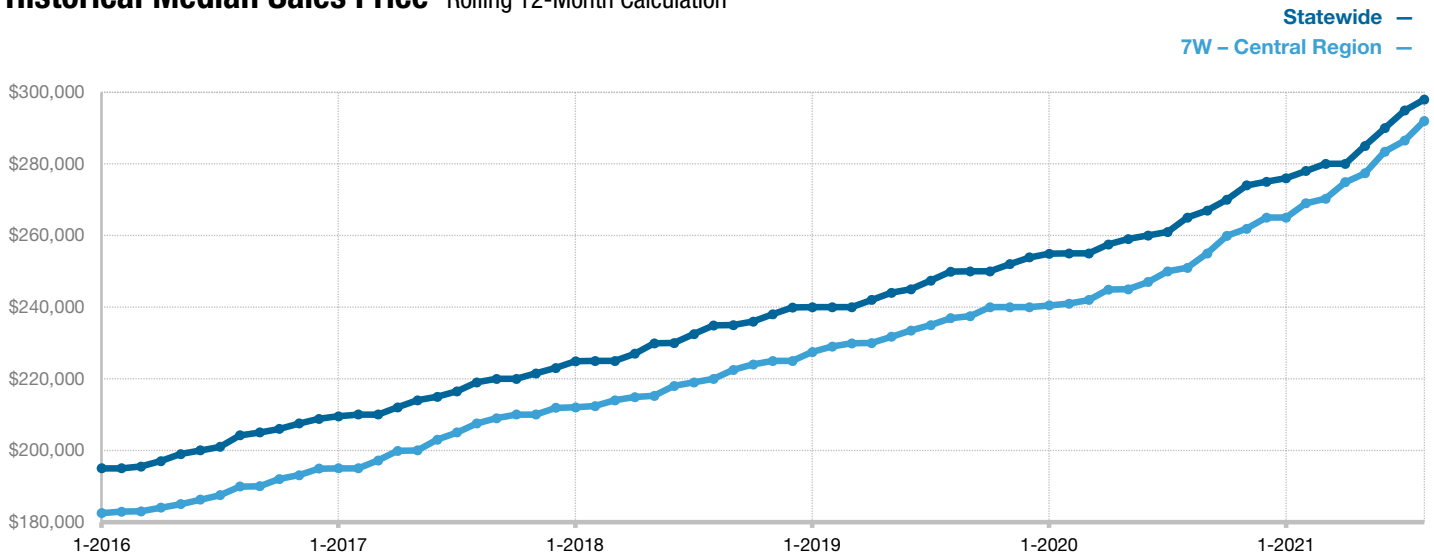
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	933	921	- 1.3%	6,983	6,885	- 1.4%
Pending Sales	835	783	- 6.2%	5,753	5,794	+ 0.7%
Closed Sales	884	900	+ 1.8%	5,104	5,243	+ 2.7%
Median Sales Price*	\$265,000	\$310,000	+ 17.0%	\$258,313	\$301,750	+ 16.8%
Percent of Original List Price Received*	99.3%	102.0%	+ 2.7%	98.6%	102.0%	+ 3.4%
Days on Market Until Sale	38	25	- 34.2%	46	30	- 34.8%
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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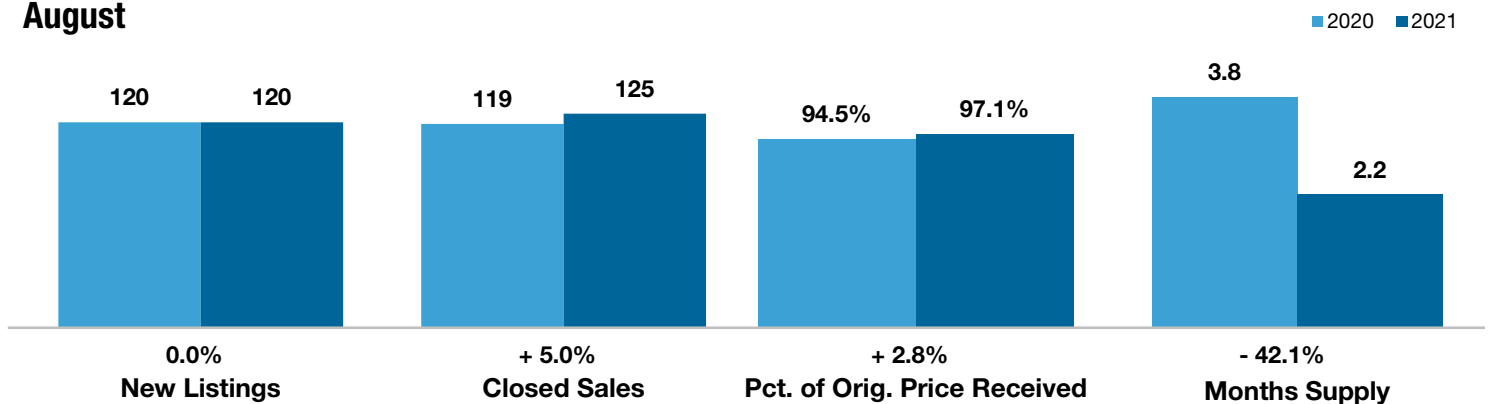


8 – Southwest Region

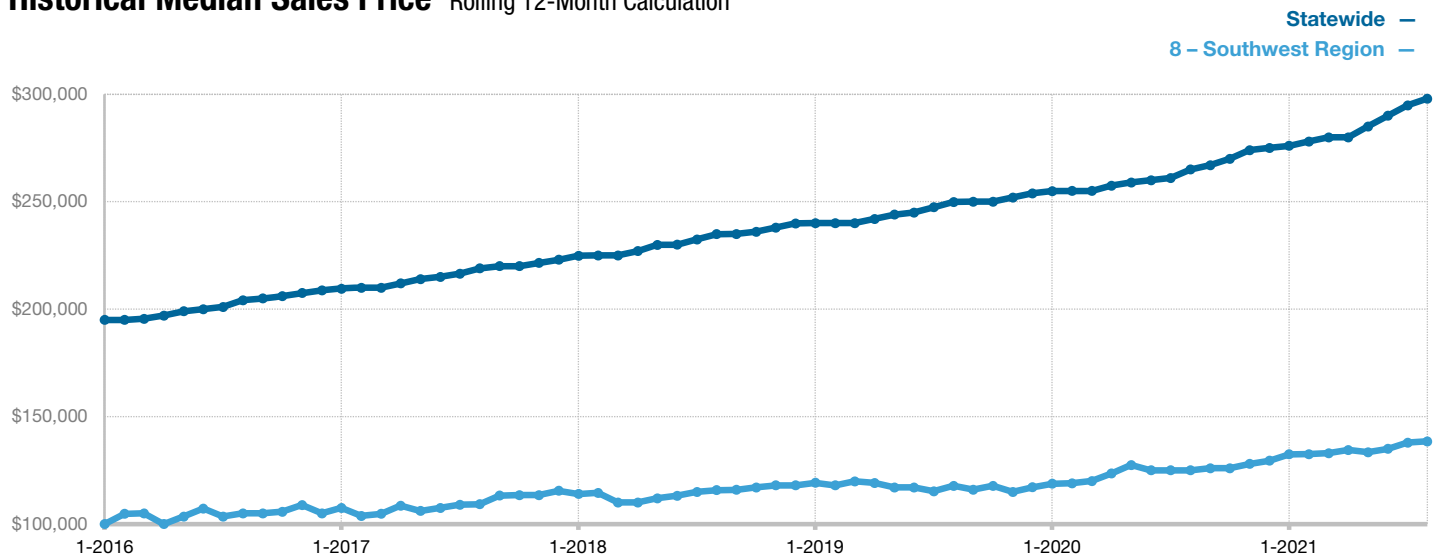
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	120	120	0.0%	927	923	- 0.4%
Pending Sales	108	118	+ 9.3%	787	854	+ 8.5%
Closed Sales	119	125	+ 5.0%	690	810	+ 17.4%
Median Sales Price*	\$149,000	\$155,000	+ 4.0%	\$127,500	\$144,950	+ 13.7%
Percent of Original List Price Received*	94.5%	97.1%	+ 2.8%	92.0%	95.2%	+ 3.5%
Days on Market Until Sale	59	33	- 44.1%	88	67	- 23.9%
Months Supply of Inventory	3.8	2.2	- 42.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



Local Market Update for August 2021

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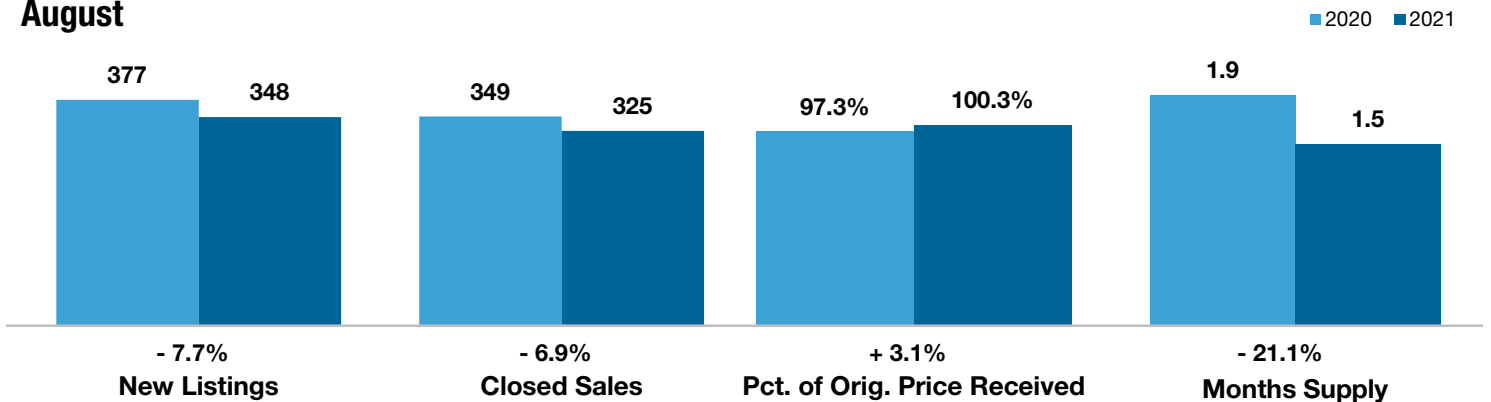


9 – South Central Region

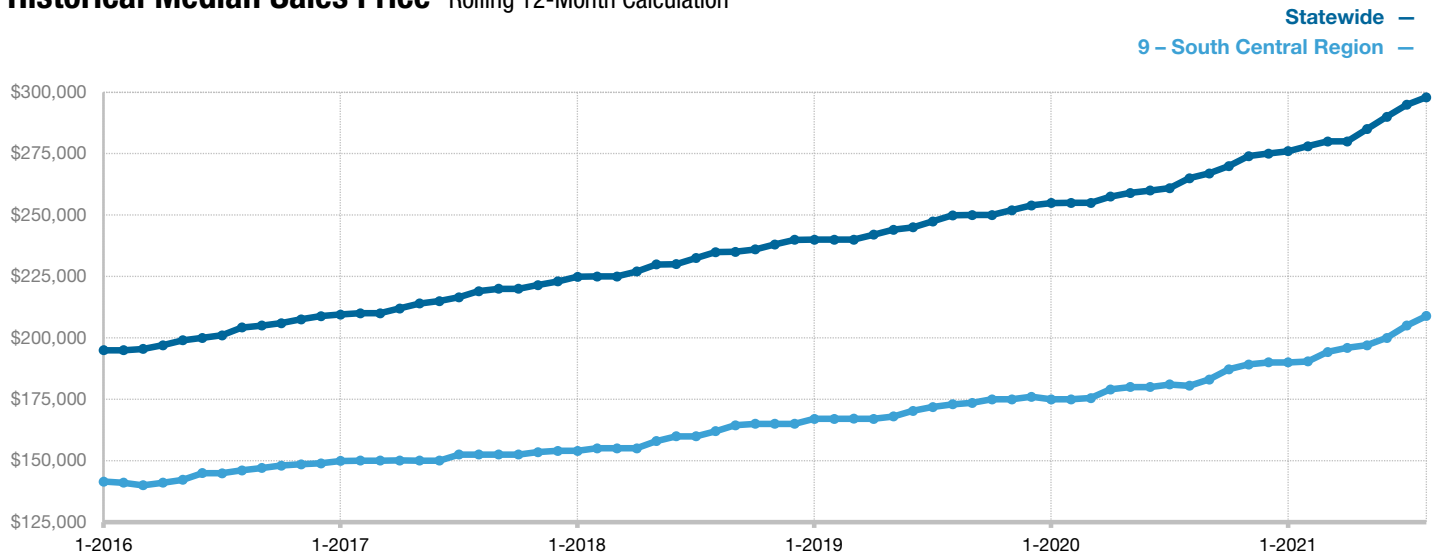
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	377	348	- 7.7%	2,474	2,468	- 0.2%
Pending Sales	360	280	- 22.2%	2,402	2,240	- 6.7%
Closed Sales	349	325	- 6.9%	2,118	2,097	- 1.0%
Median Sales Price*	\$187,000	\$228,500	+ 22.2%	\$185,000	\$212,000	+ 14.6%
Percent of Original List Price Received*	97.3%	100.3%	+ 3.1%	96.1%	99.6%	+ 3.6%
Days on Market Until Sale	86	55	- 36.0%	97	67	- 30.9%
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation



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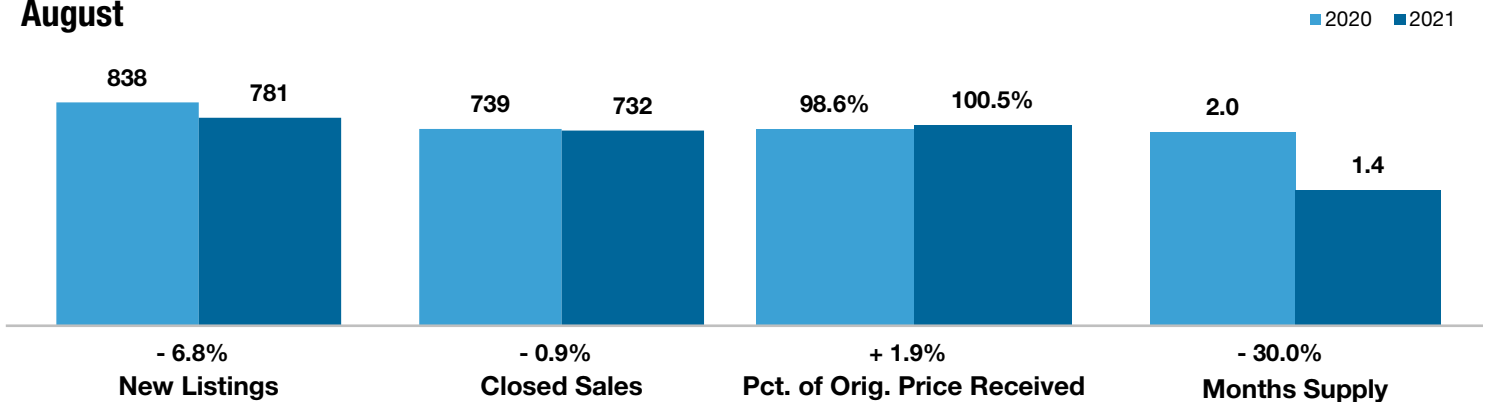


10 – Southeast Region

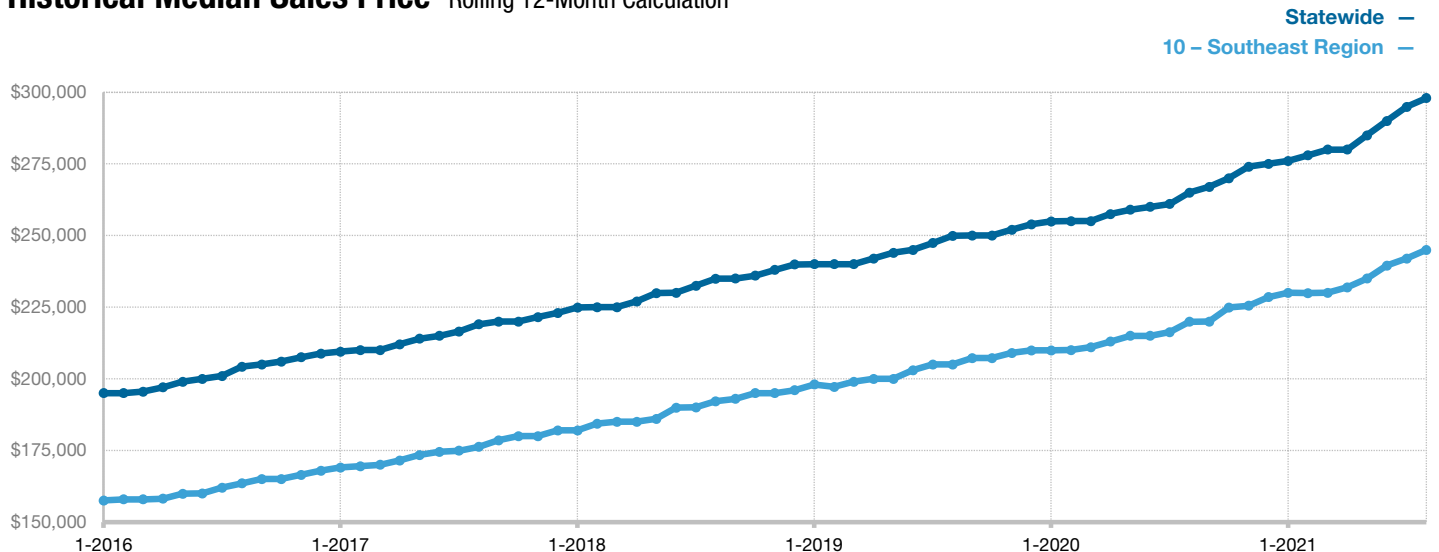
Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	838	781	- 6.8%	5,750	5,754	+ 0.1%
Pending Sales	757	701	- 7.4%	5,150	5,193	+ 0.8%
Closed Sales	739	732	- 0.9%	4,655	4,760	+ 2.3%
Median Sales Price*	\$239,900	\$260,000	+ 8.4%	\$225,000	\$250,000	+ 11.1%
Percent of Original List Price Received*	98.6%	100.5%	+ 1.9%	97.6%	100.7%	+ 3.2%
Days on Market Until Sale	46	25	- 45.7%	56	32	- 42.9%
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

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August



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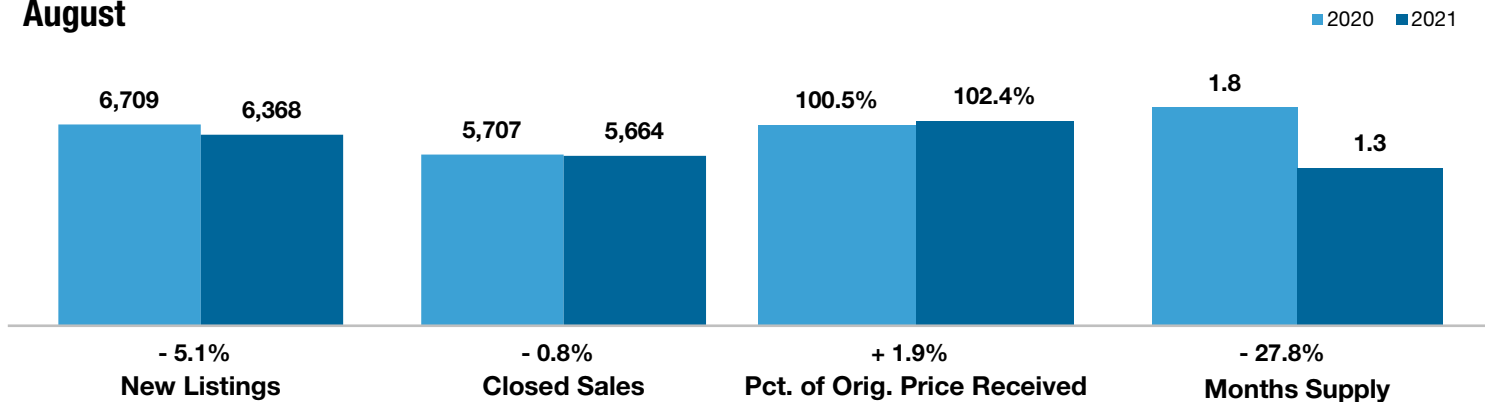


11 – 7-County Twin Cities Region

Key Metrics	August			Year to Date		
	2020	2021	Percent Change	Thru 8-2020	Thru 8-2021	Percent Change
New Listings	6,709	6,368	- 5.1%	45,213	46,410	+ 2.6%
Pending Sales	6,117	5,505	- 10.0%	37,028	39,091	+ 5.6%
Closed Sales	5,707	5,664	- 0.8%	33,277	36,323	+ 9.2%
Median Sales Price*	\$323,375	\$354,443	+ 9.6%	\$310,000	\$343,000	+ 10.6%
Percent of Original List Price Received*	100.5%	102.4%	+ 1.9%	99.6%	102.9%	+ 3.3%
Days on Market Until Sale	31	23	- 25.8%	36	26	- 27.8%
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

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August



Historical Median Sales Price Rolling 12-Month Calculation

