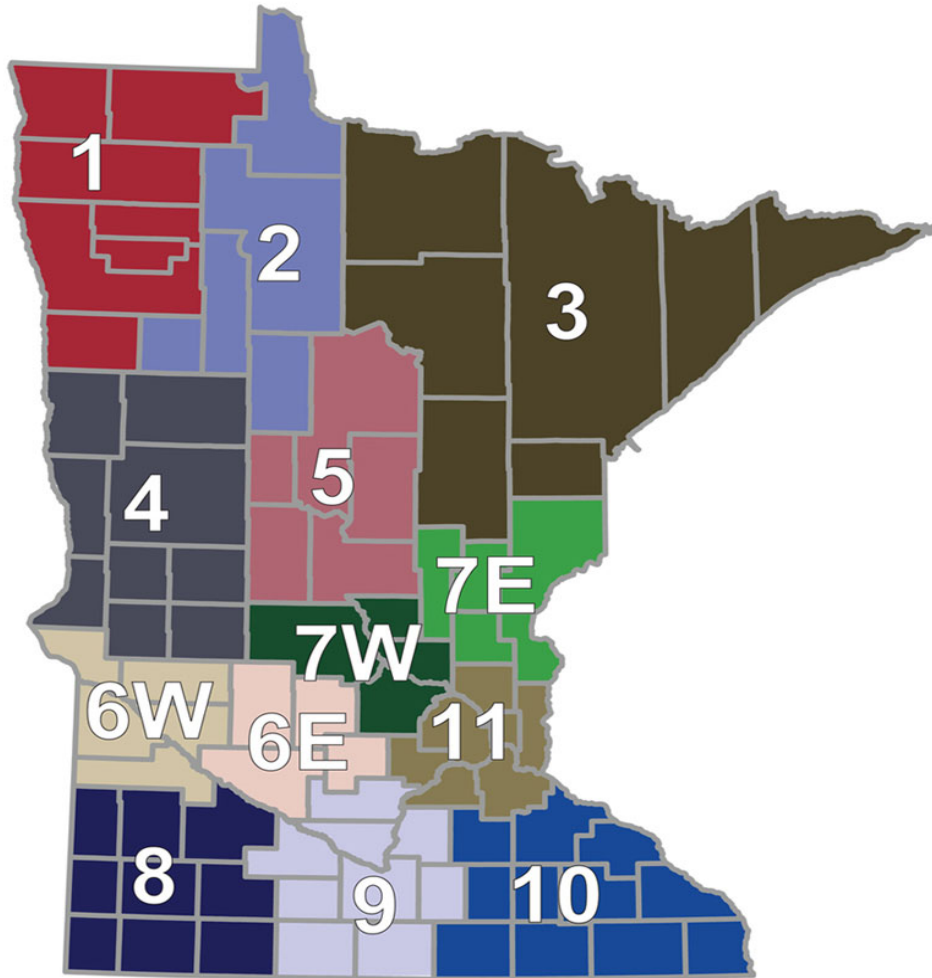


# Minnesota Regional Development Organizations



- 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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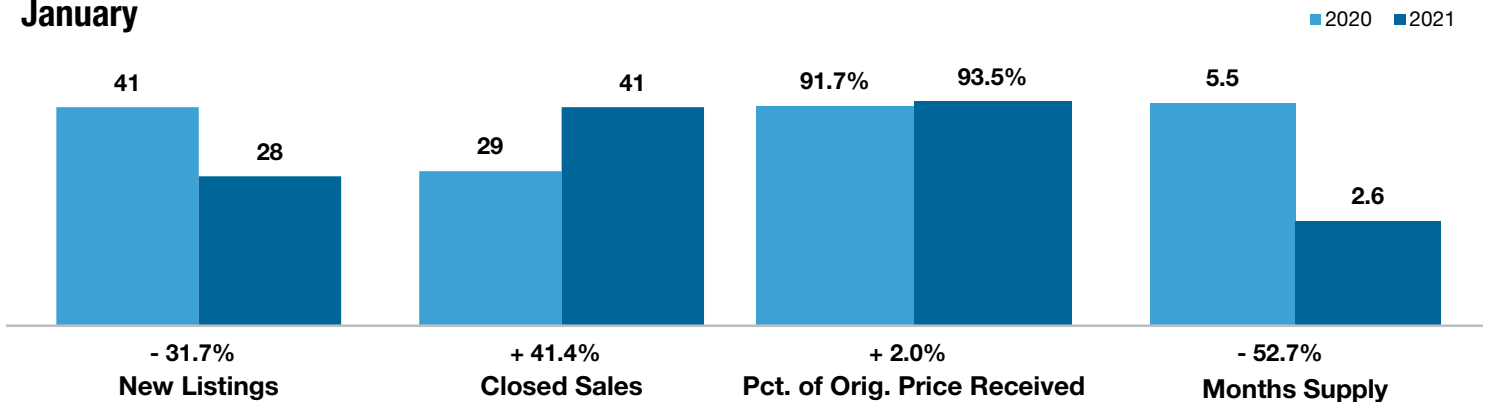


## 1 – Northwest Region

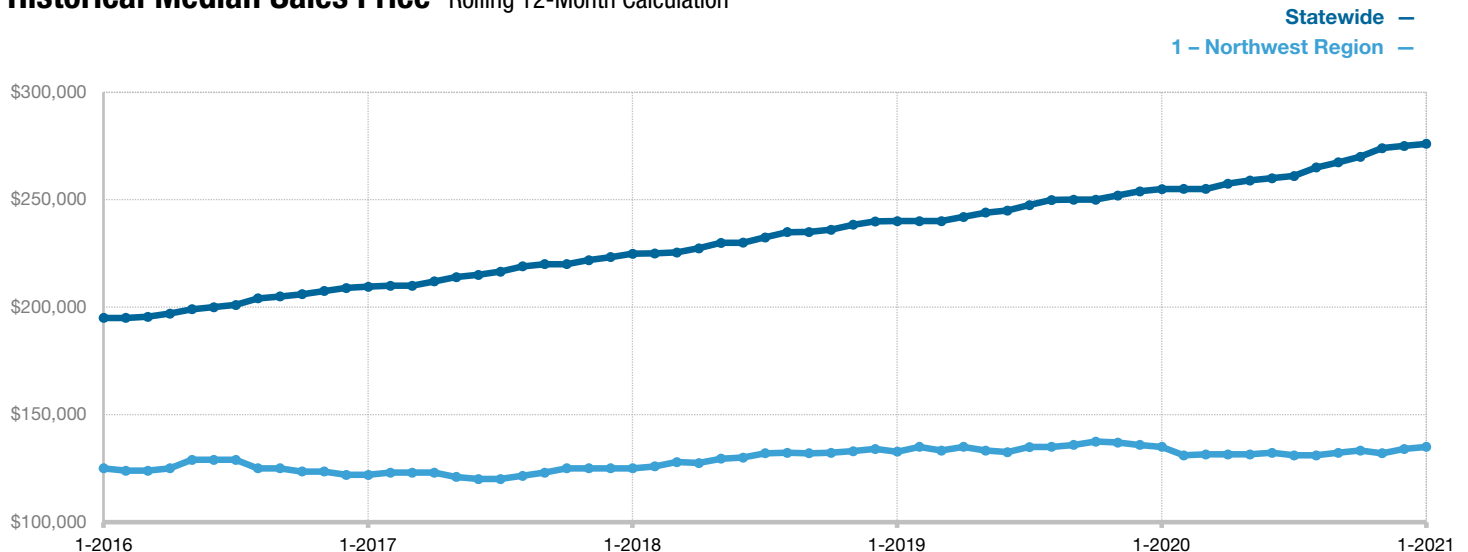
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	41	28	- 31.7%	41	28	- 31.7%
Pending Sales	36	31	- 13.9%	36	31	- 13.9%
Closed Sales	29	41	+ 41.4%	29	41	+ 41.4%
Median Sales Price*	\$90,000	\$131,000	+ 45.6%	\$90,000	\$131,000	+ 45.6%
Percent 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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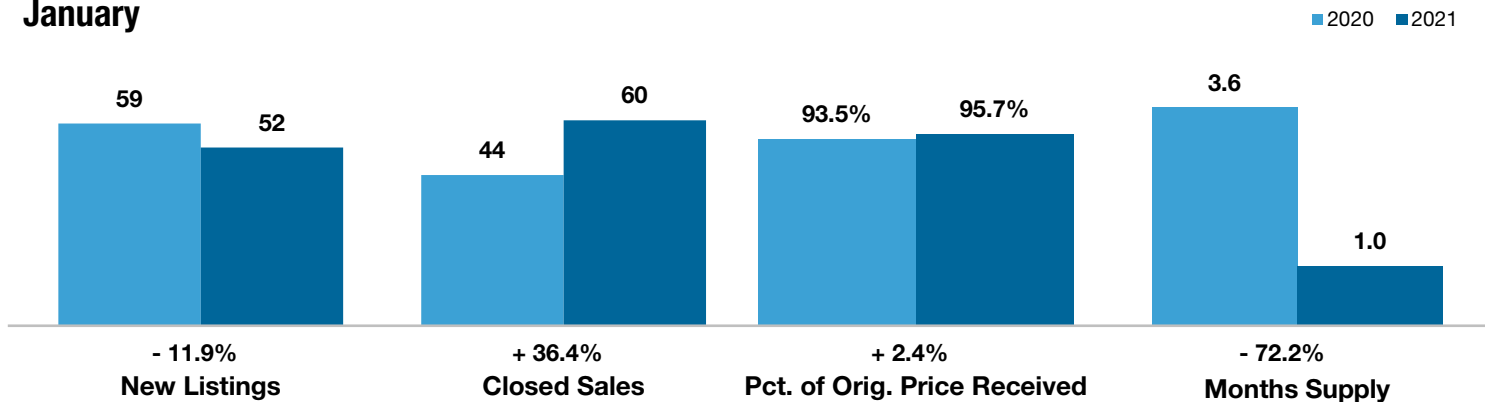


## 2 – Headwaters Region

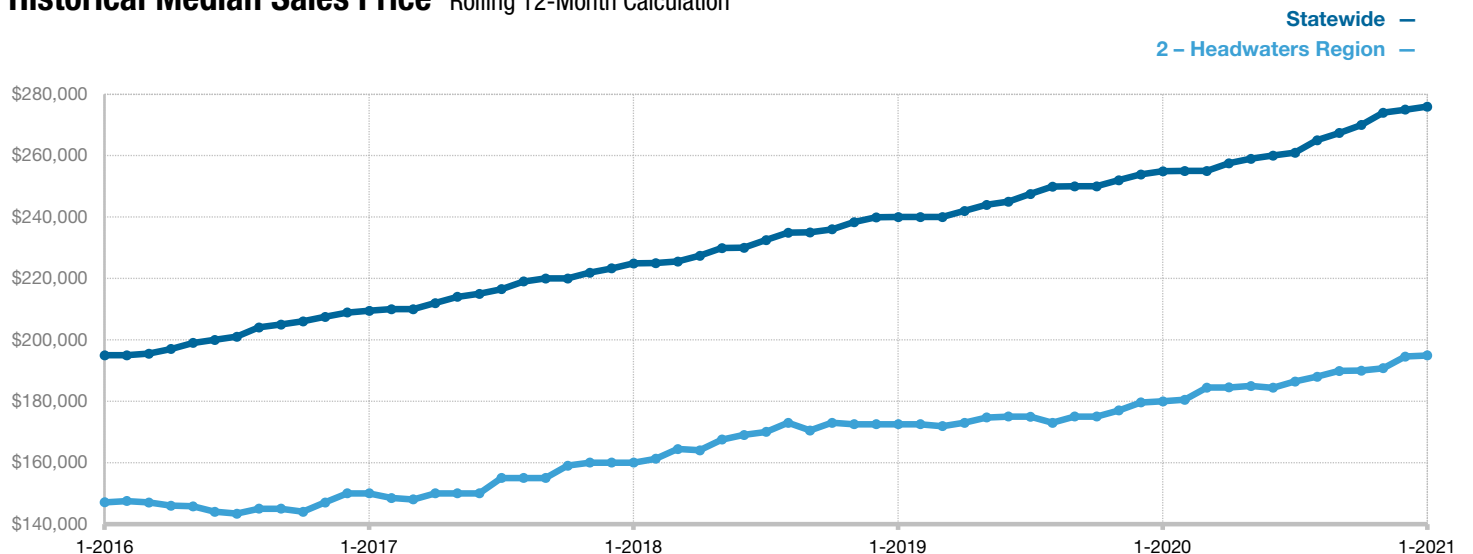
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	59	<b>52</b>	- 11.9%	59	<b>52</b>	- 11.9%
Pending Sales	44	<b>64</b>	+ 45.5%	44	<b>64</b>	+ 45.5%
Closed Sales	44	<b>60</b>	+ 36.4%	44	<b>60</b>	+ 36.4%
Median Sales Price*	\$175,950	<b>\$187,500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

A Research Tool Provided by the Minnesota Association of REALTORS®

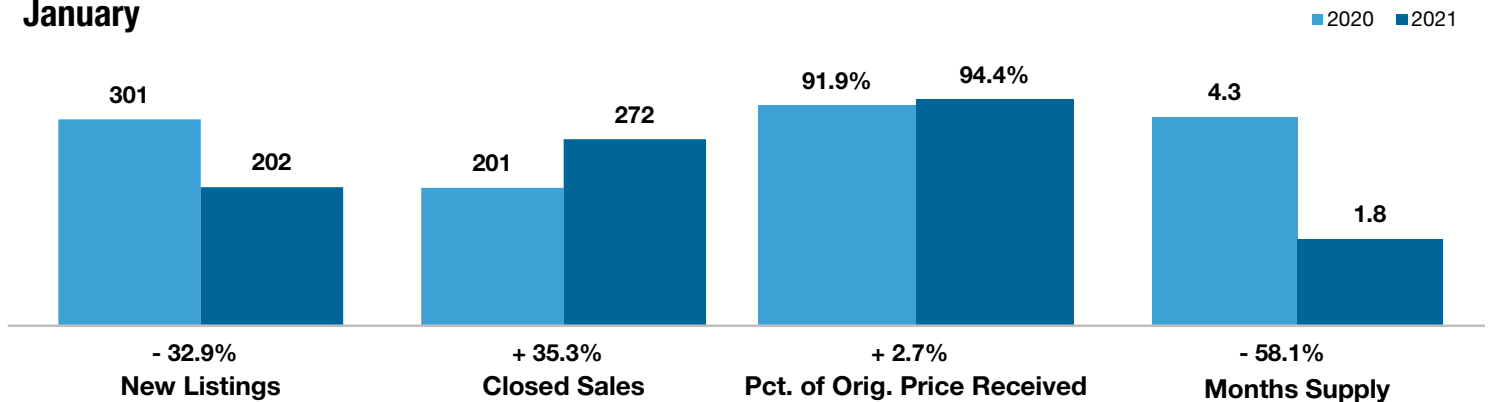


## 3 – Arrowhead Region

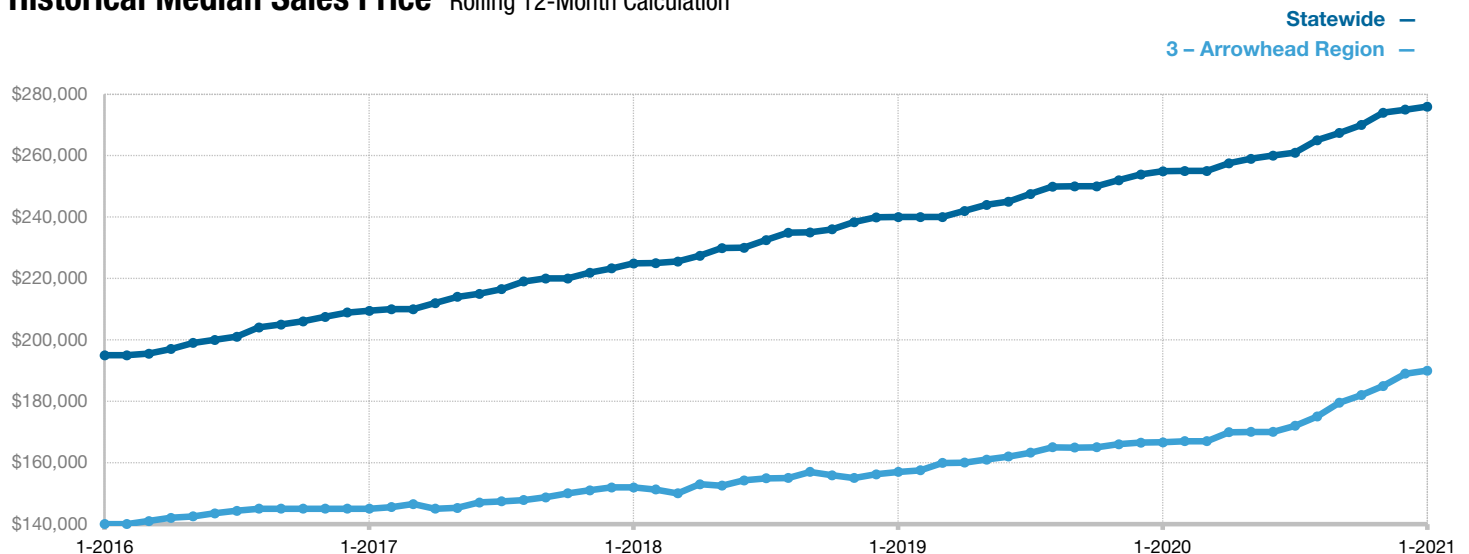
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	301	202	- 32.9%	301	202	- 32.9%
Pending Sales	245	189	- 22.9%	245	189	- 22.9%
Closed Sales	201	272	+ 35.3%	201	272	+ 35.3%
Median Sales Price*	\$146,000	\$187,500	+ 28.4%	\$146,000	\$187,500	+ 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

A Research Tool Provided by the Minnesota Association of REALTORS®

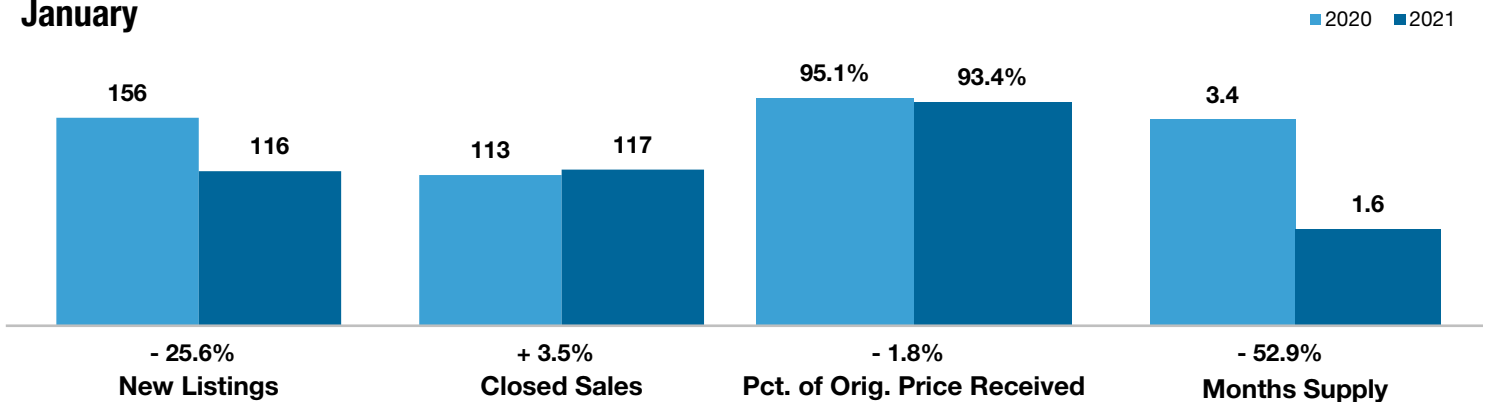


## 4 – West Central Region

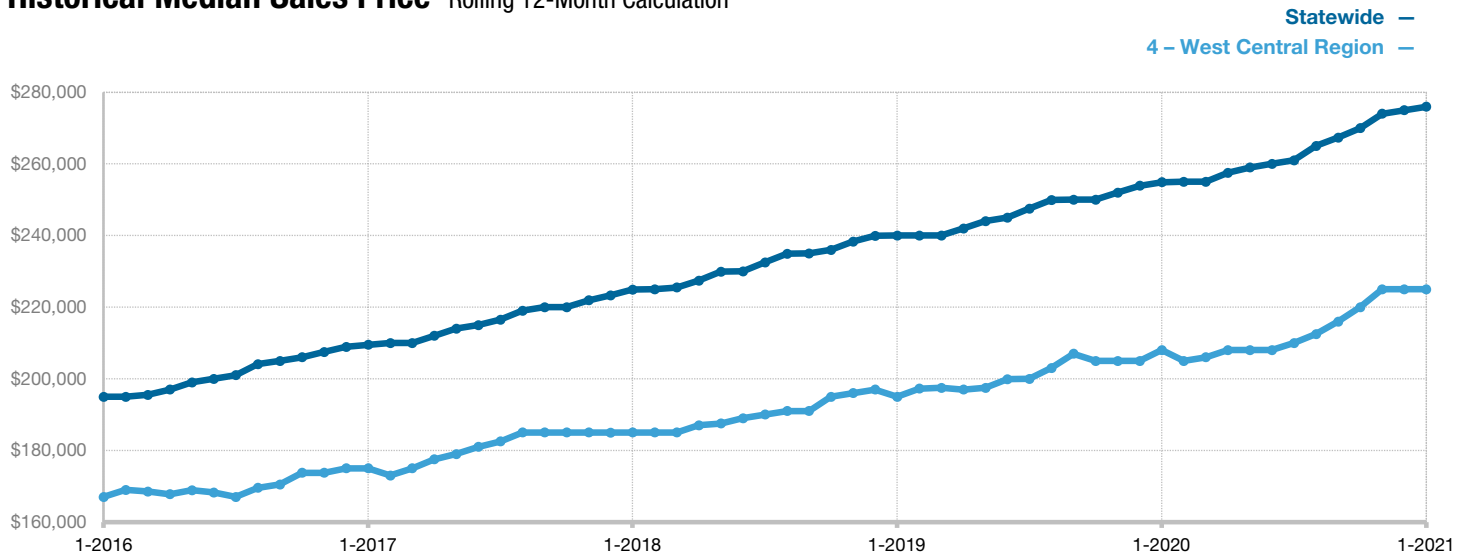
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	156	<b>116</b>	- 25.6%	156	<b>116</b>	- 25.6%
Pending Sales	104	<b>117</b>	+ 12.5%	104	<b>117</b>	+ 12.5%
Closed Sales	113	<b>117</b>	+ 3.5%	113	<b>117</b>	+ 3.5%
Median Sales Price*	\$200,250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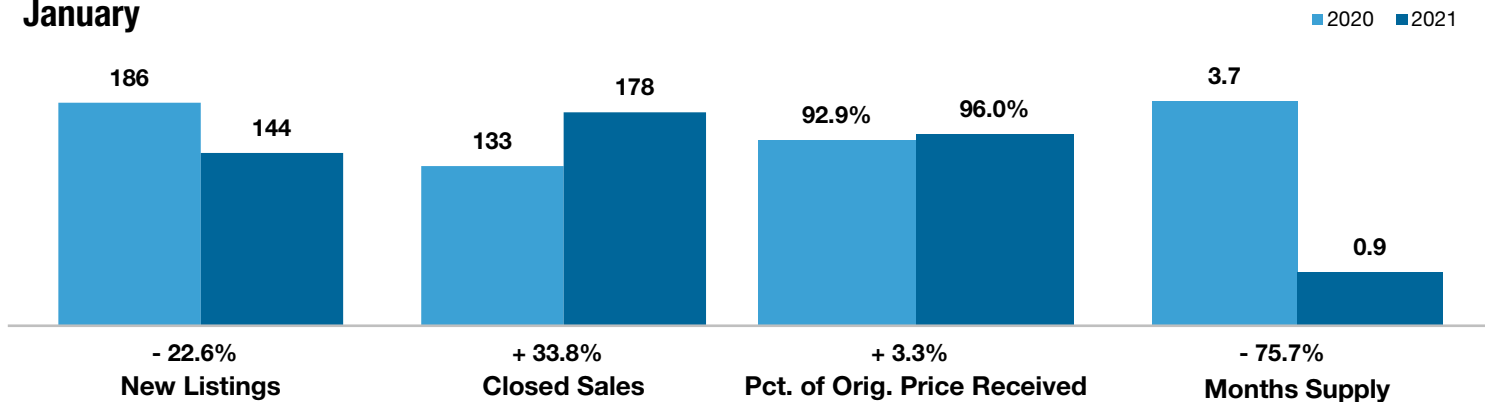


## 5 – North Central Region

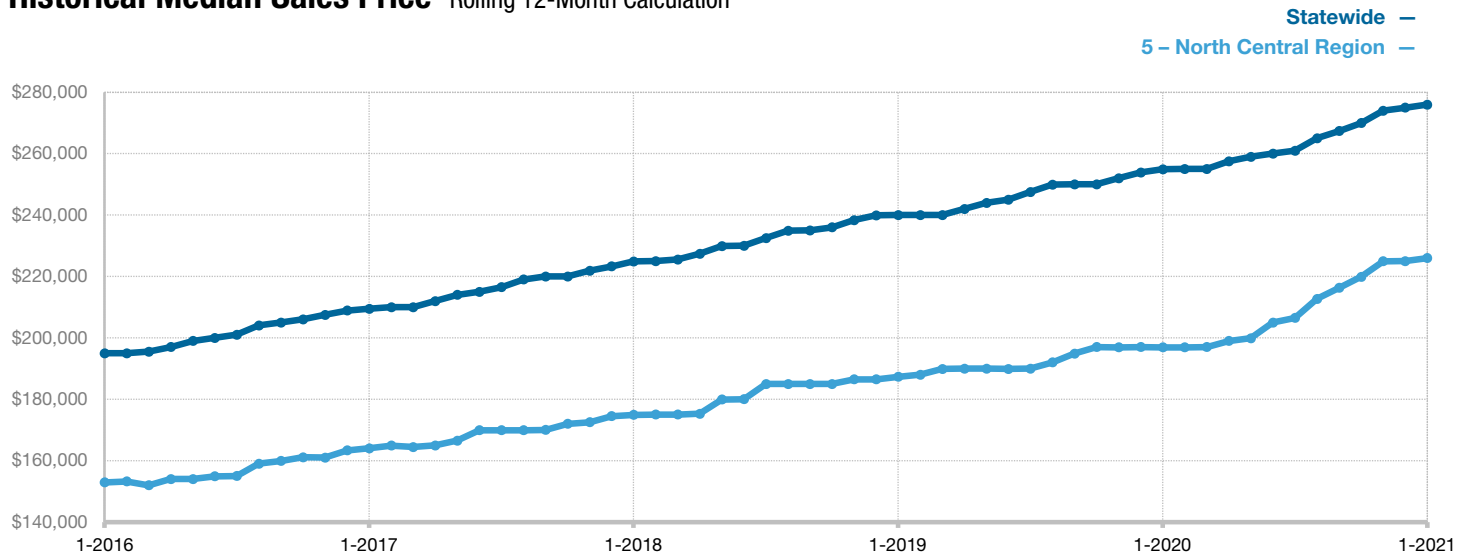
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	186	144	- 22.6%	186	144	- 22.6%
Pending Sales	144	160	+ 11.1%	144	160	+ 11.1%
Closed Sales	133	178	+ 33.8%	133	178	+ 33.8%
Median Sales Price*	\$159,900	\$205,000	+ 28.2%	\$159,900	\$205,000	+ 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%	--	--	--

\* 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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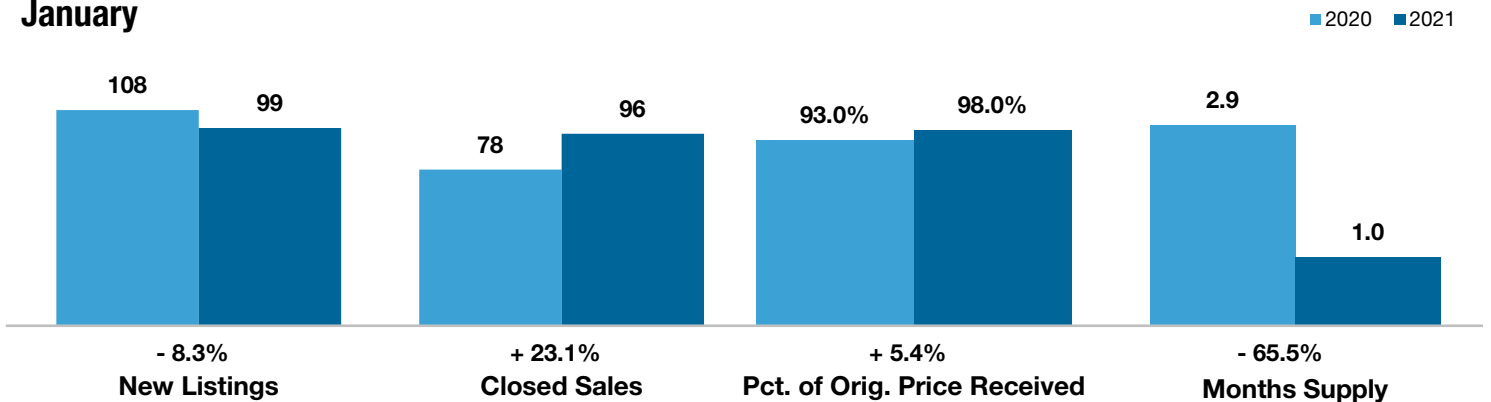


## 6E – Southwest Central Region

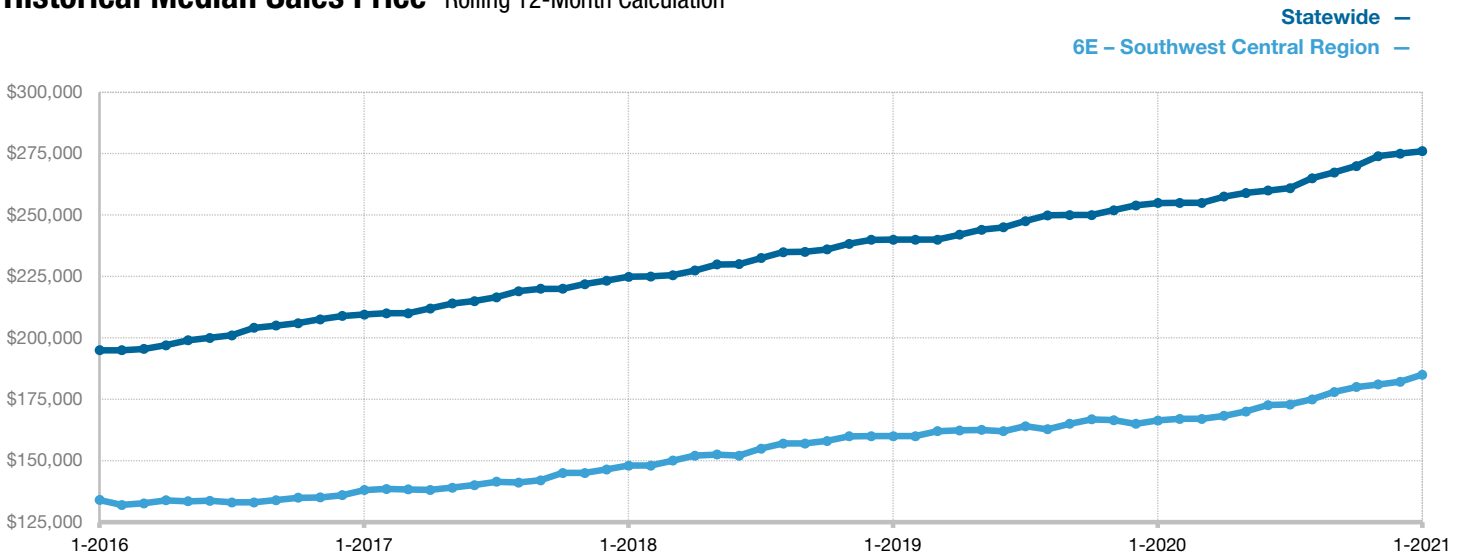
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	108	99	- 8.3%	108	99	- 8.3%
Pending Sales	93	91	- 2.2%	93	91	- 2.2%
Closed Sales	78	96	+ 23.1%	78	96	+ 23.1%
Median Sales Price*	\$155,000	<b>\$183,500</b>	+ 18.4%	\$155,000	<b>\$183,500</b>	+ 18.4%
Percent of Original List Price Received*	93.0%	<b>98.0%</b>	+ 5.4%	93.0%	<b>98.0%</b>	+ 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%	--	--	--

\* 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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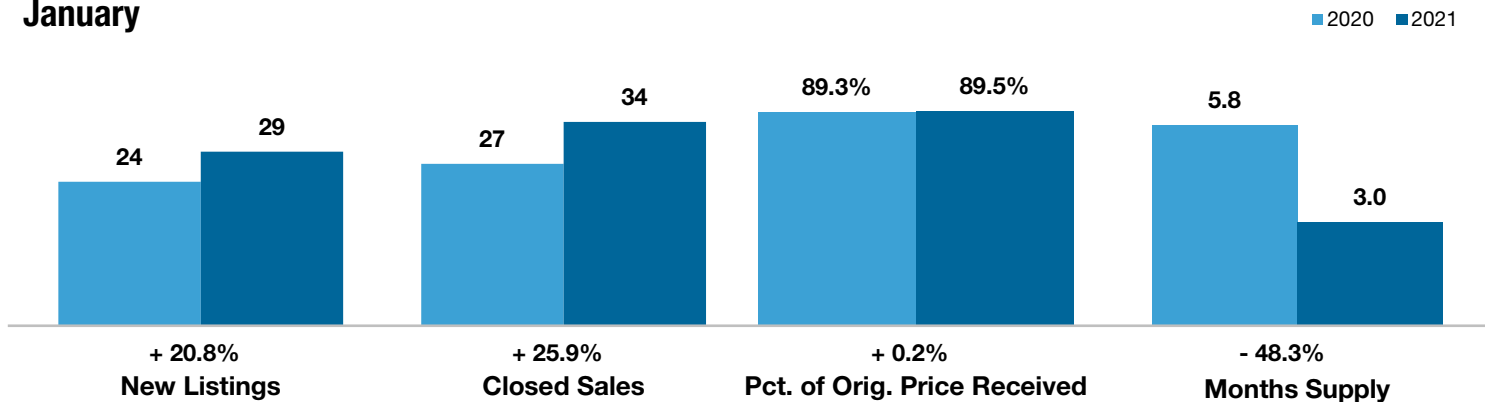


## 6W – Upper Minnesota Valley Region

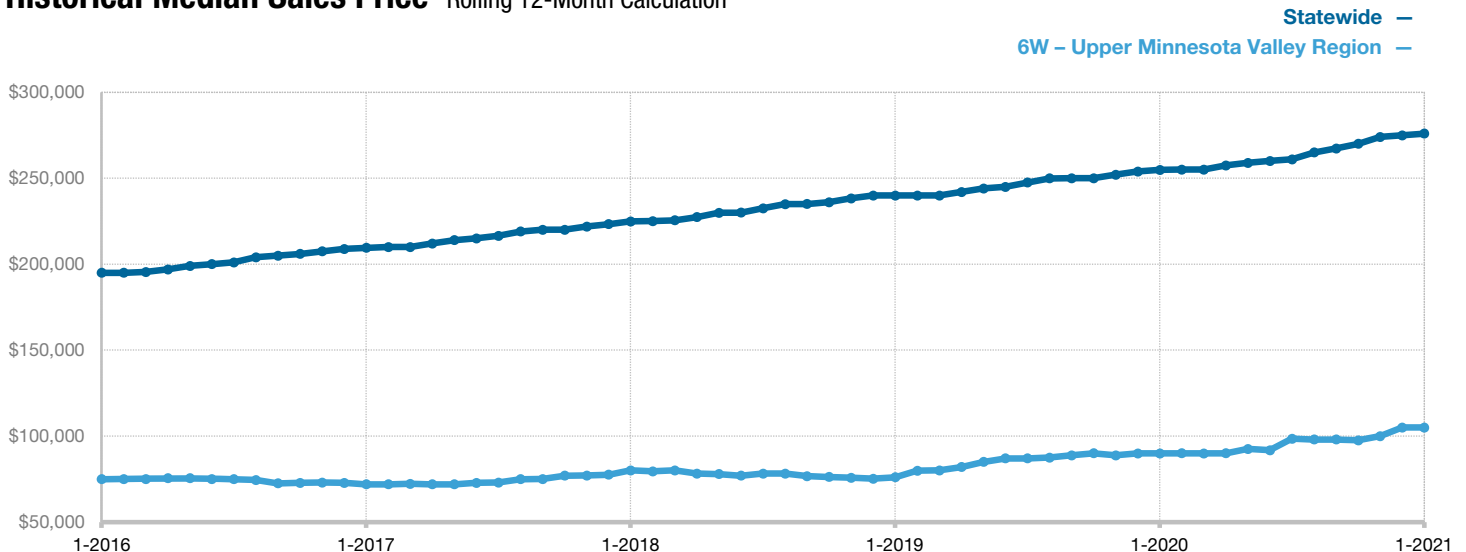
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	24	<b>29</b>	+ 20.8%	24	<b>29</b>	+ 20.8%
Pending Sales	14	<b>23</b>	+ 64.3%	14	<b>23</b>	+ 64.3%
Closed Sales	27	<b>34</b>	+ 25.9%	27	<b>34</b>	+ 25.9%
Median Sales Price*	\$89,500	<b>\$97,500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

\* 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 2021

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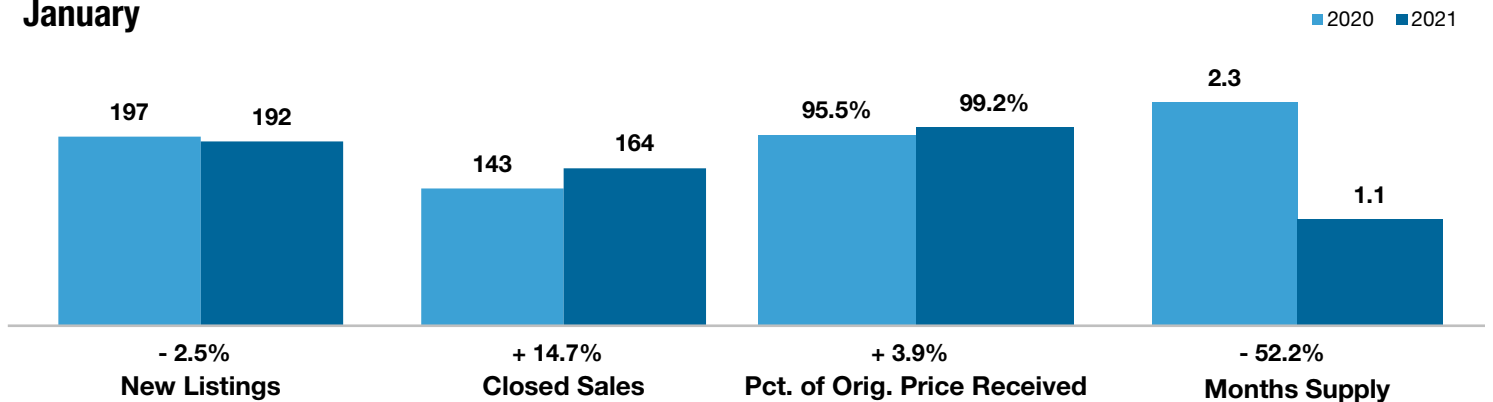


## 7E – East Central Region

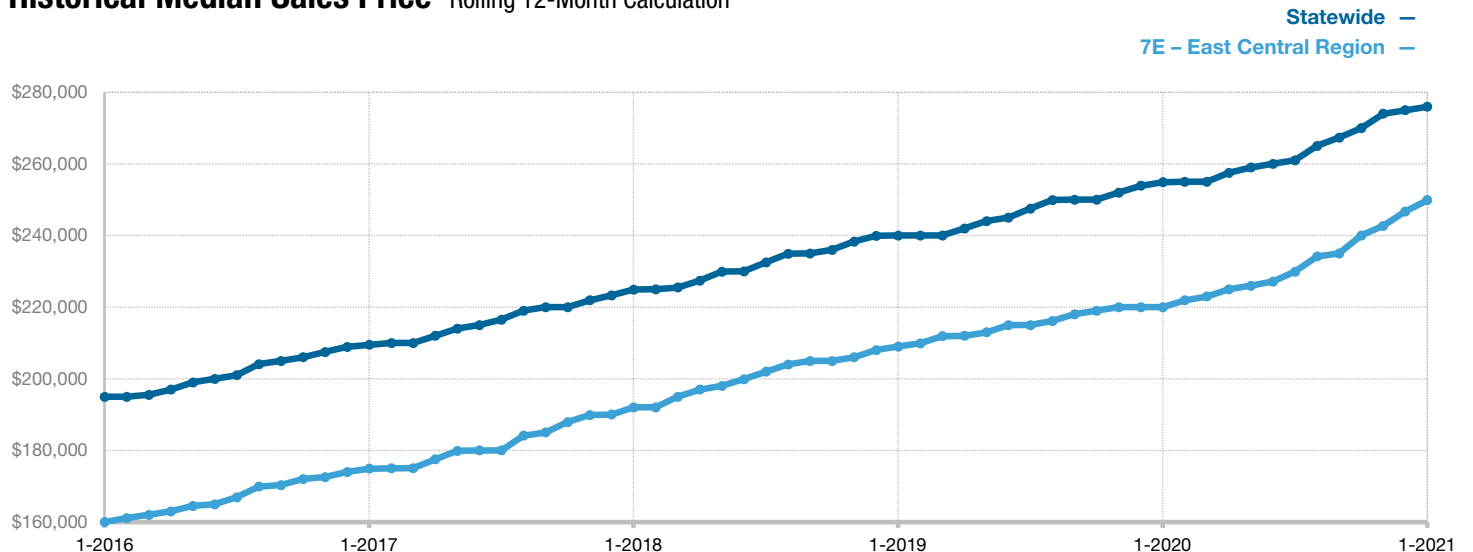
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	197	<b>192</b>	- 2.5%	197	<b>192</b>	- 2.5%
Pending Sales	178	<b>183</b>	+ 2.8%	178	<b>183</b>	+ 2.8%
Closed Sales	143	<b>164</b>	+ 14.7%	143	<b>164</b>	+ 14.7%
Median Sales Price*	\$210,000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

\* 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

A Research Tool Provided by the Minnesota Association of REALTORS®

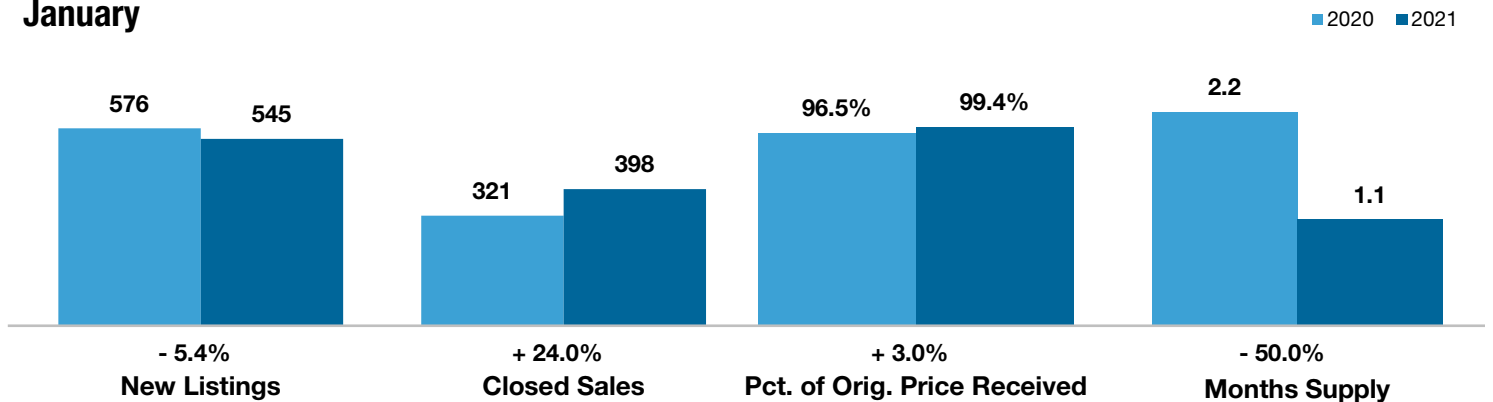


## 7W – Central Region

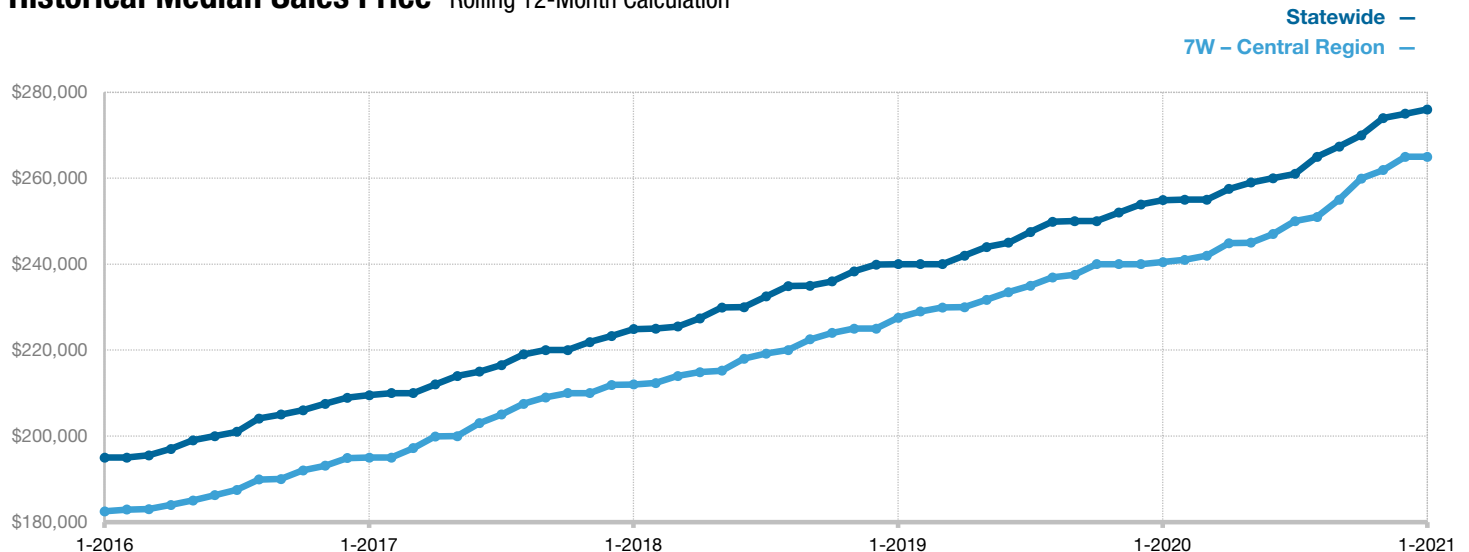
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	576	<b>545</b>	- 5.4%	576	<b>545</b>	- 5.4%
Pending Sales	380	<b>443</b>	+ 16.6%	380	<b>443</b>	+ 16.6%
Closed Sales	321	<b>398</b>	+ 24.0%	321	<b>398</b>	+ 24.0%
Median Sales Price*	\$239,950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

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### January



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



# Local Market Update for January 2021

A Research Tool Provided by the Minnesota Association of REALTORS®

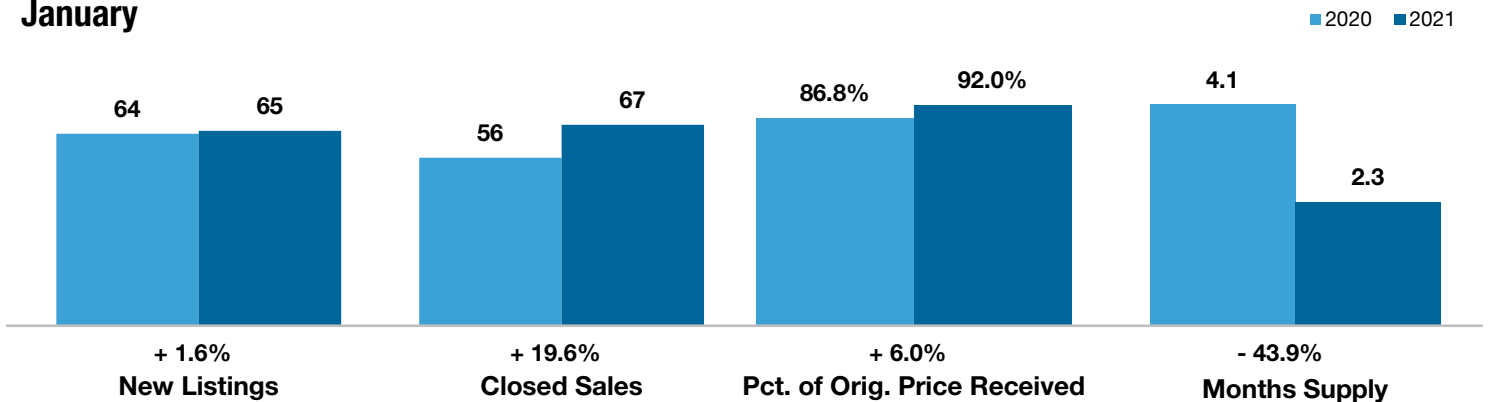


## 8 – Southwest Region

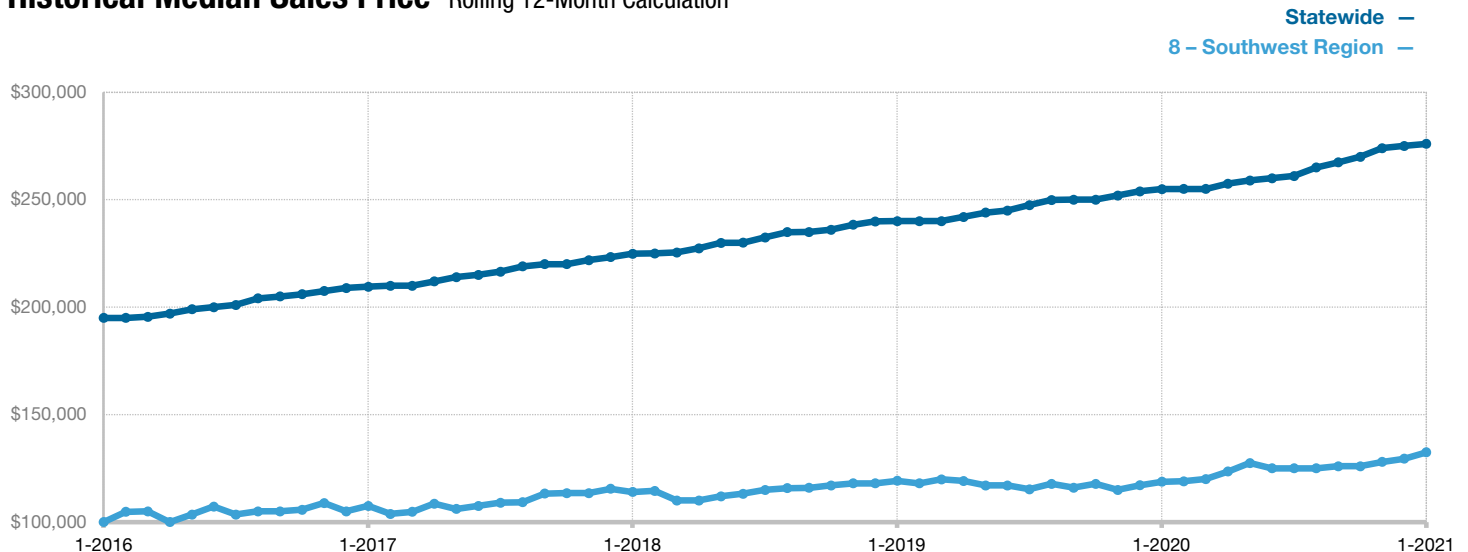
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	64	<b>65</b>	+ 1.6%	64	<b>65</b>	+ 1.6%
Pending Sales	58	<b>70</b>	+ 20.7%	58	<b>70</b>	+ 20.7%
Closed Sales	56	<b>67</b>	+ 19.6%	56	<b>67</b>	+ 19.6%
Median Sales Price*	\$118,750	<b>\$156,375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

\* 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

A Research Tool Provided by the Minnesota Association of REALTORS®

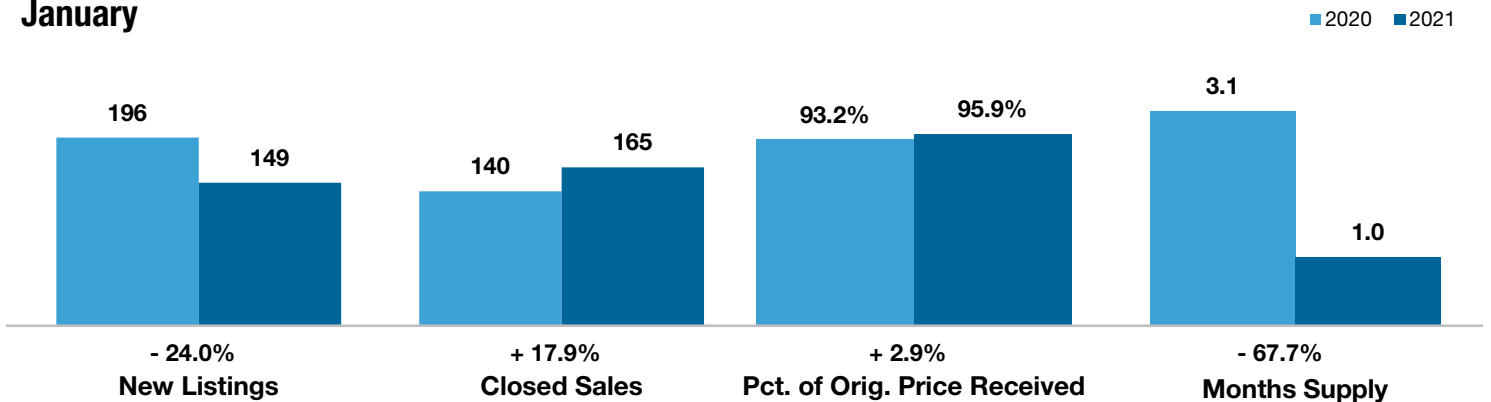


## 9 – South Central Region

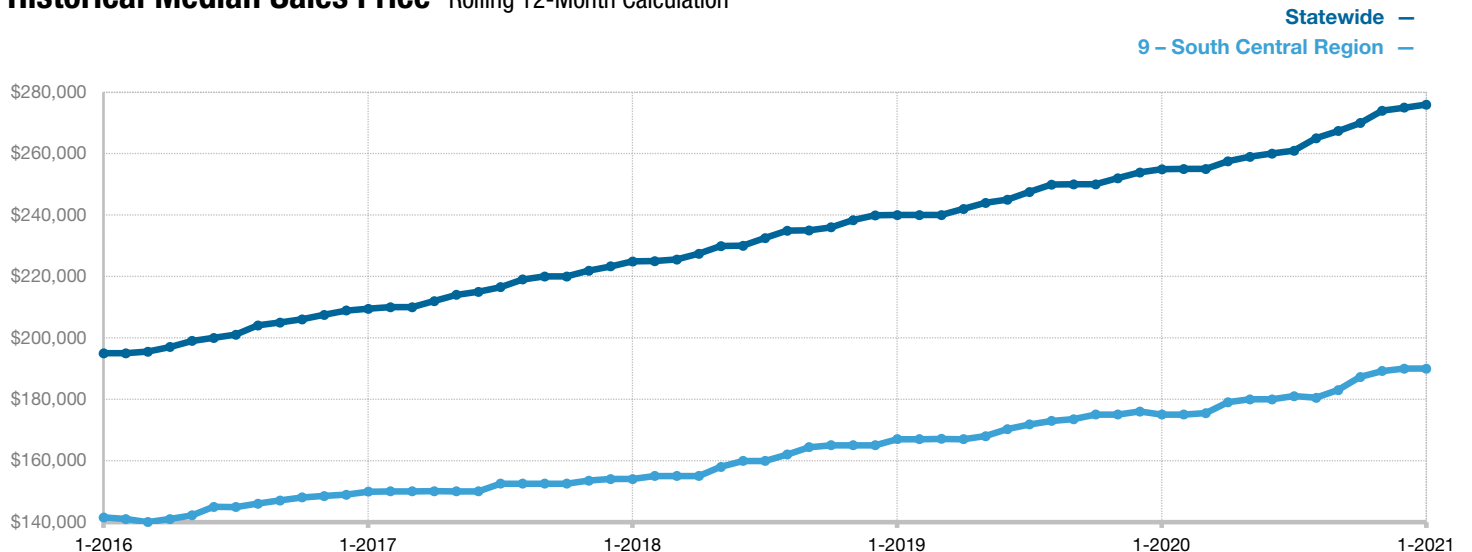
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	196	<b>149</b>	- 24.0%	196	<b>149</b>	- 24.0%
Pending Sales	145	<b>177</b>	+ 22.1%	145	<b>177</b>	+ 22.1%
Closed Sales	140	<b>165</b>	+ 17.9%	140	<b>165</b>	+ 17.9%
Median Sales Price*	\$155,000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

\* 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

A Research Tool Provided by the Minnesota Association of REALTORS®

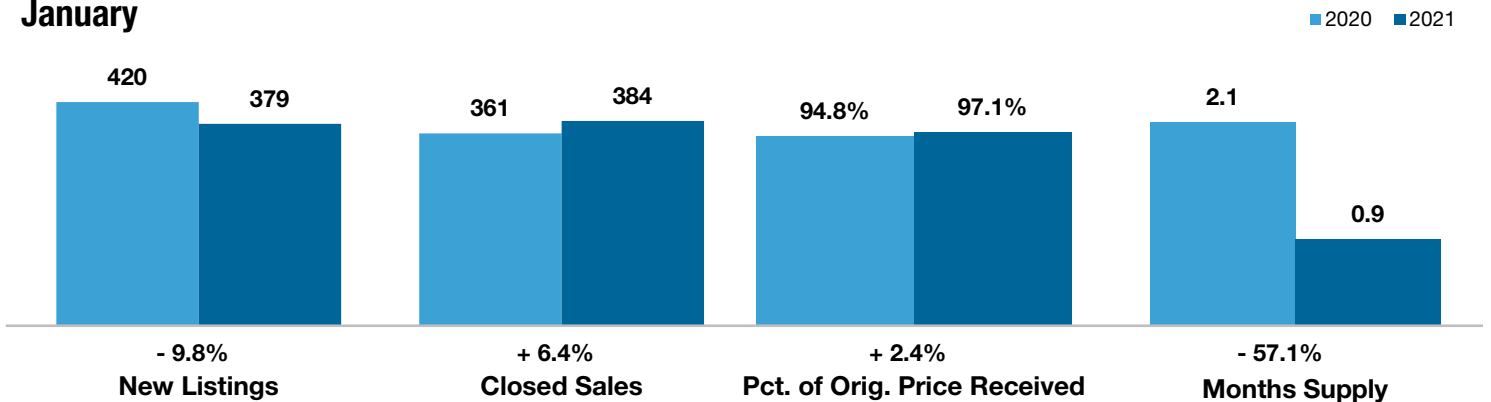


## 10 – Southeast Region

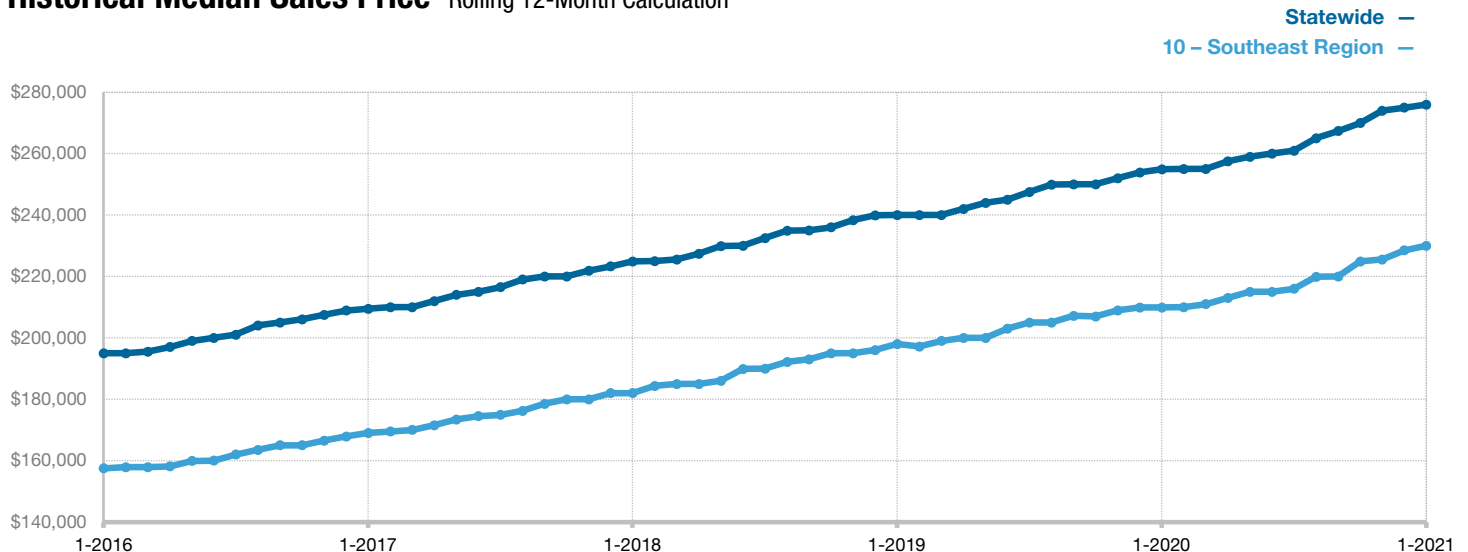
Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	420	<b>379</b>	- 9.8%	420	<b>379</b>	- 9.8%
Pending Sales	407	<b>419</b>	+ 2.9%	407	<b>419</b>	+ 2.9%
Closed Sales	361	<b>384</b>	+ 6.4%	361	<b>384</b>	+ 6.4%
Median Sales Price*	\$200,000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

\* 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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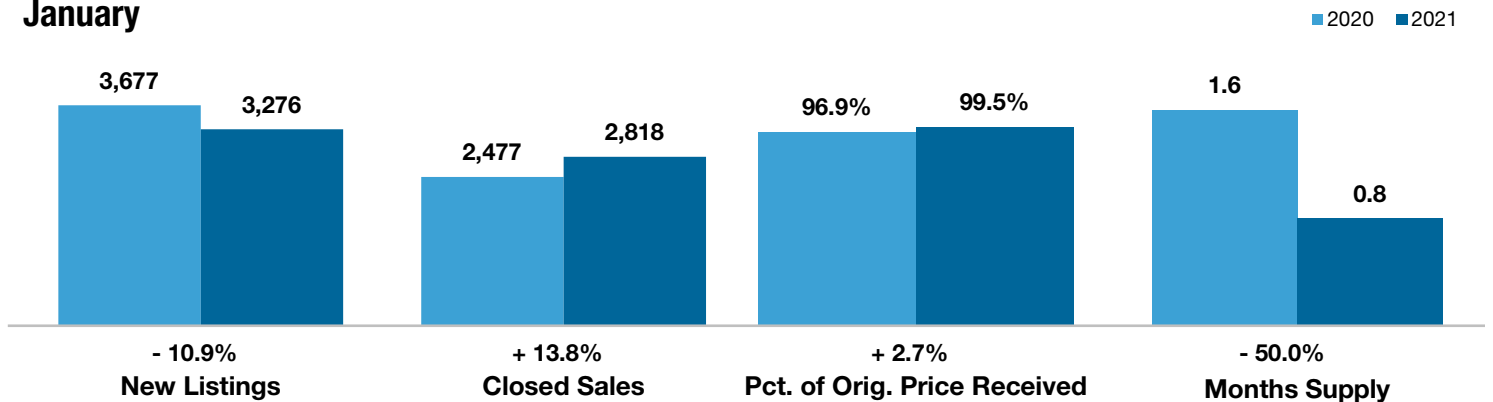


## 11 – 7-County Twin Cities Region

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

\* 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

